

Compleo to become the German E-mobility champion

FY2020 results and merger with wallbe

Georg Griesemann, Co-CEO

Peter Gabriel, CFO

Sebastian Grabert, Head of Investor Relations

26th of March 2021





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**Georg
Griesemann**

Co-CEO

- Co-CEO since 2020
- Responsibilities: Sales, M&A, Marketing, Business Development and IT
- Prior management positions in accounting, real estate, fashion and eCommerce
- Experience at KPMG as tax advisor and auditor (11 years)



**Peter
Gabriel**

CFO

- CFO since Jan 2021
- Responsibilities: Finance, Accounting/Controlling, IR and Risk
- Experience in private equity at Triton Partners (13 years)
- Experience as auditor at KPMG (7 years)



**Sebastian
Grabert**

Head of
Investor Relations

- Head of Investor Relations since Feb 2021
- Experience in Investment banking at Berenberg and HSBC for 7 years
- Experience in management positions at Euronext for 4 years
- CFA Charterholder

Compleo Is Fully On Track To Become The German E-mobility Champion



Achieved growth targets for 2020 (+118% y-o-y sales growth)



Global e-mobility trend is disrupting the industry resulting in tremendous growth. In Europe and Germany EV-car registration rates tripled in 2020



Strong focus on execution of key strategic goals: European expansion, R&D and production capacity expansion



Highly accretive acquisition of wallbe to increase market share and technology leadership



Further growth plan on track and accelerated via M&A – breakeven planned for 2021



1

Compleo successfully reached multiple milestones since IPO in October 2020

2

Merger with wallbe to create German E-mobility champion

3

Acceleration of growth expected in 2021

4

Appendix



Part 1

**Compleo successfully
reached multiple milestones
since IPO in October 2020**

Compleo – The EV-Charging Pure Play

Greentech solution provider for the EV industry



Superior EV charging technology “Made in Germany”

- German e-Mobility technology player with **more than 11 years of experience** in charging point technology
- Headquarters and production facility in Dortmund (Germany)
- **Over 30,000 charging points delivered throughout Europe**
- **Preferred charging solutions partner** for automotive OEMs, (municipal) utilities and general fleet operators
- Broad greentech product and services offering across **premium AC and DC charging stations** with customisable technique and design
- **Strong in-house capabilities** in charging technology, load and energy management, smart grid and software technology
- Almost **260 in-house experienced e-mobility experts**

Blue-chip customer base (selection)

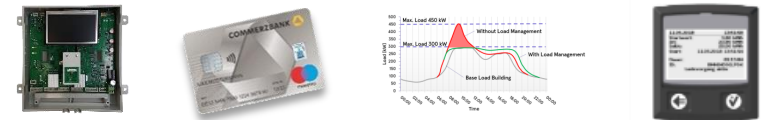


Illustration of various products and services

Hardware



Software



Services

- | | |
|---------------|--------------------|
| Planning | Backend system |
| Installation | Remote support |
| Branding | Warranty extension |
| Commissioning | Spare parts |
| Maintenance | After sales |

Clear Vision With Clear Strategic Goals



Roadmap to become the leading European pure play and independent EV charging technology and solution provider

COMPLEO Mission







**Charging everywhere –
We enable our customers to make this a reality**

COMPLEO Vision 2025

#1

**To become the leading European
pure play and independent EV charging
technology and solution provider**



Key strategic growth pillars

	Strategic goals	Investment size		Key achievements
1	 Strong growth through European expansion	€9-15m		<ul style="list-style-type: none">• Building up cooperation with partners in Switzerland, Austria and Poland• Hiring county manager in Austria• 7 new senior level hires to support the expansion strategy and hiring of further experienced management in progress• Work force more than doubled to support growth
2	 Technology leadership through R&D	€5-6m		<ul style="list-style-type: none">• Invested EUR 4m in R&D¹⁾ and added 32 R&D employees²⁾• Developed smart Wallbox
3	 Production capacity expansion	€22-28m		<ul style="list-style-type: none">• New interim production site for DC chargers• Finalization of search for Compleo Campus and new headquarter to be finalized in Q2 2021• Overall production capacity tripled

1) Preliminary and unaudited financial results for 2020 2) Since the end of December 2019 to the end of March 2021

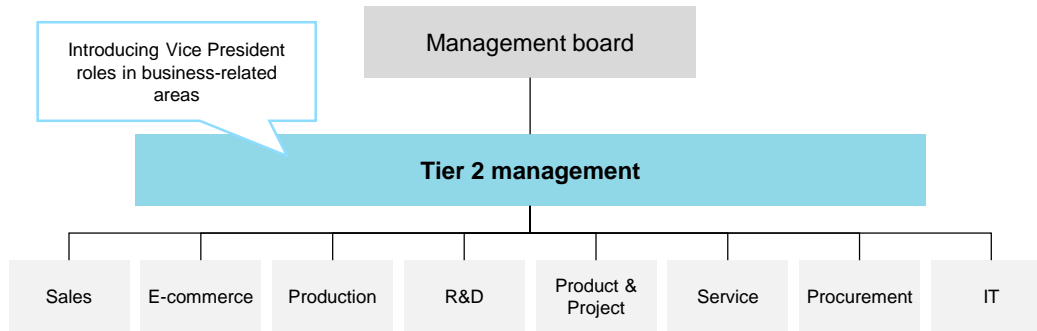
Key Hires To Support European Expansion

Strengthened operational team to facilitate growth

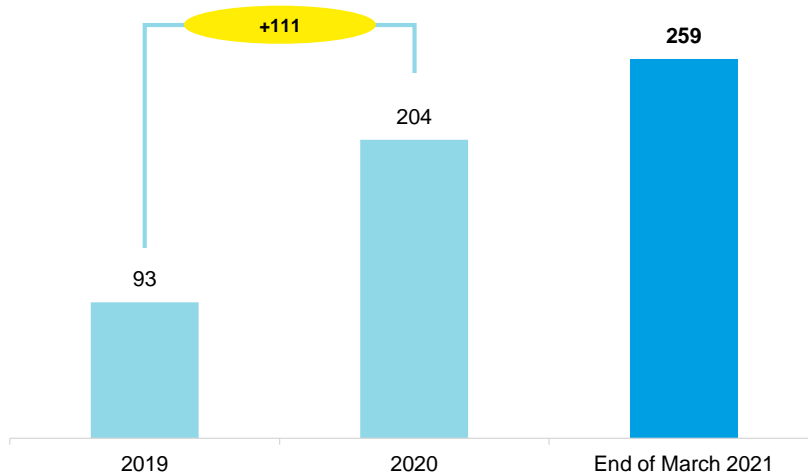
1  Strong growth through European expansion 



Strengthening the organization with tier 2 management layer



Number of employees more than doubled to support the European expansion strategy¹⁾



New key hires

1	Gerald Vogel VP Service, age: 44 Since October 2020	<ul style="list-style-type: none"> Experience at various management positions at RWE Group and innogy e-Mobility (E.ON Group) for more than 12 years
2	Peter Gabriel CFO, age: 47 Since January 2021	<ul style="list-style-type: none"> Experience in private equity at Triton Partners (13 years) Experience as auditor at KPMG (7 years)
3	Alfred Vrieling VP Sales Europe, age: 50 Since February 2021	<ul style="list-style-type: none"> Experience as Head of Sales & Marketing at Mennekes eMobility (7 years) Experience as Divisional Managing Director and BD Manager at Günther Spelsberg (13 years)
4	Sebastian Grabert Head of IR, age: 38 Since February 2021	<ul style="list-style-type: none"> Experience in Investment banking at Berenberg and HSBC (7 years) Experience in management positions at Euronext (4 years)
5	Sebastian Lüttringhaus VP E-commerce, age: 41 Since February 2021	<ul style="list-style-type: none"> Experience in management consulting at Porsche Consulting and Bain & Co (10 years) Experience in digital business as managing director and independent consultant (4 years)
6	To be announced Country Manager – Austria Starts in May 2021	<ul style="list-style-type: none"> Experience as Managing Director in Business Development at High-Tech firms and Consulting businesses
7	To be announced VP Product & Project Starts in May 2021	<ul style="list-style-type: none"> More than 15 years experience in global industrial goods companies

1) As per end of December 2019 & 2020 and per end of March 2021

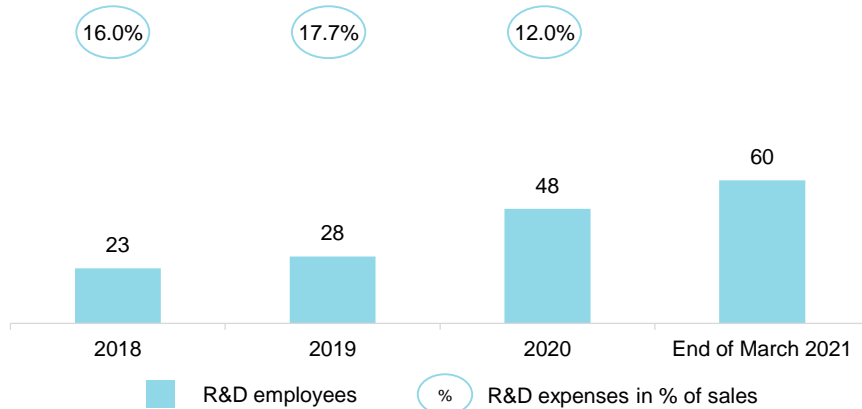
Source: Company information

Technology Leadership Through In-House R&D Platform

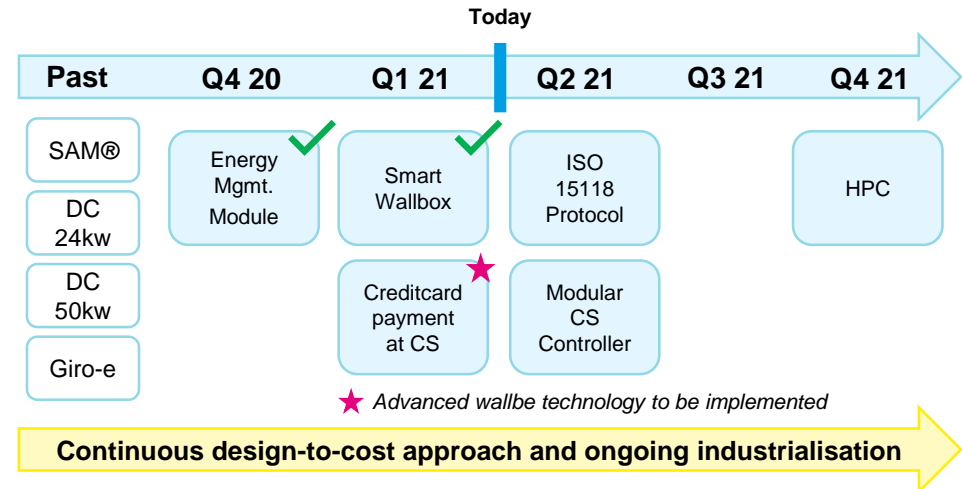
Continuous product and technology development to strengthen market position



Strong in-house R&D capabilities¹⁾



Product/Technology Roadmap



Standard setter & consistent committee work

Compleo is part of the most important e-Mobility standard setting boards



28 patent families consisting of 52 patents applied for (selection)

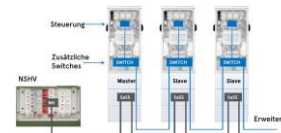
Data storage and display module

Billing energy in line with the German Calibration Law



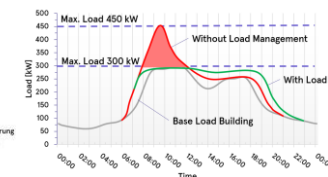
Daisy Chain Topology

Busbar system for significant installation cost reduction



Energy Management

Dynamic load management



Automatic RCD²⁾ Reset

Automatically resettable RCDs for lower operation costs



1) As per end of December 2018, 2019 & 2020 and per end of March 2021 2) RCD = Residual current device

Source: Company information

Investments In Production Capacity To Meet High Demand

Ample capacity for further growth

3

Production capacity expansion



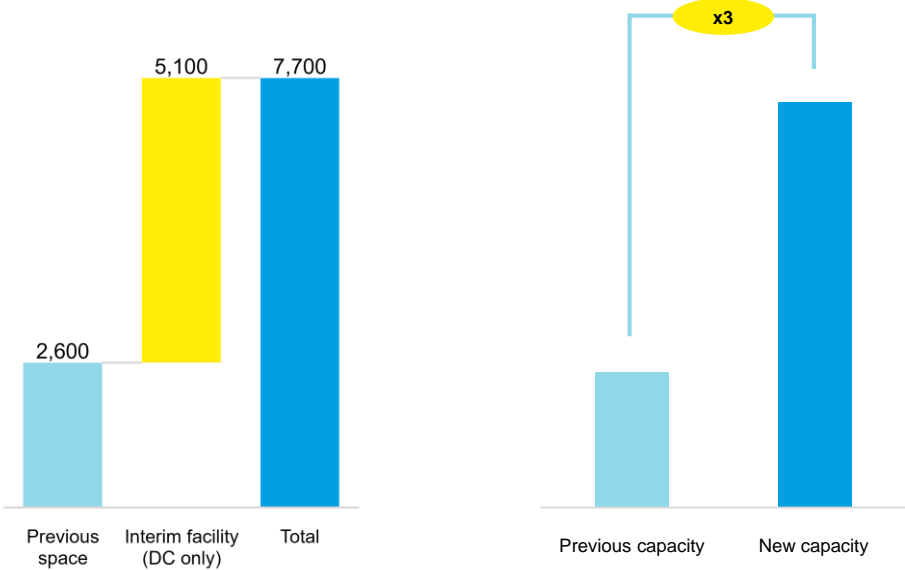
Additional 5,100 m² of production space rented

In addition to its existing 2,600 m² facility, 5,100 m² of extra production and logistics space has been rented and become available to the company in February 2021

Finished equipment and assembly lines will accelerate production output to 3 times from now

Increased production space and capacity

In m²



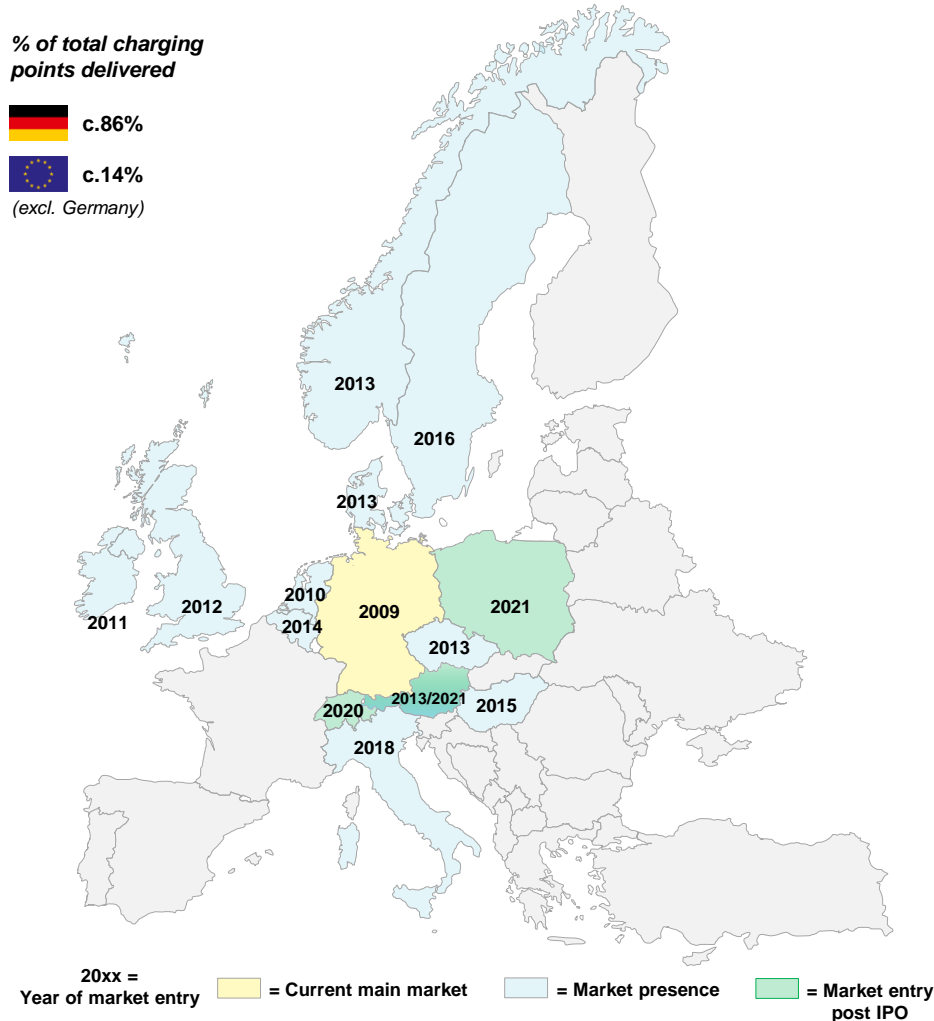
Acceleration Of Growth In Q4 2020

Successful international roll out strategy, new products and a new web shop

- 1 Strong growth through European expansion ✓
- 2 Technology leadership through R&D ✓



Entering new countries...



...and introducing new products...

Smart Wallbox
(3.7-22kw)



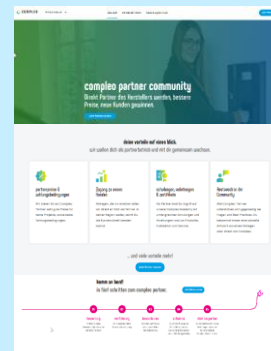
DC Stations
(24-50kw)



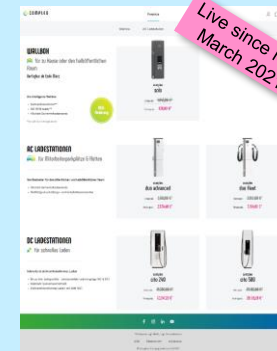
...and new sales channels

Professional webshop & Compleo academy
for installers & electricians

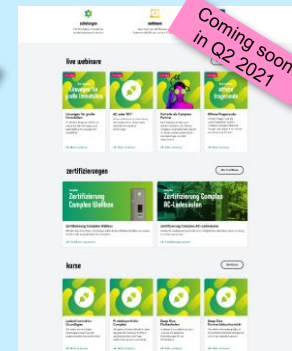
Partner-Community



Closed Partner-Webshop



Compleo Academy



With our community, webshop and academy we enable our partners and clients along our customer journey to connect with Compleo

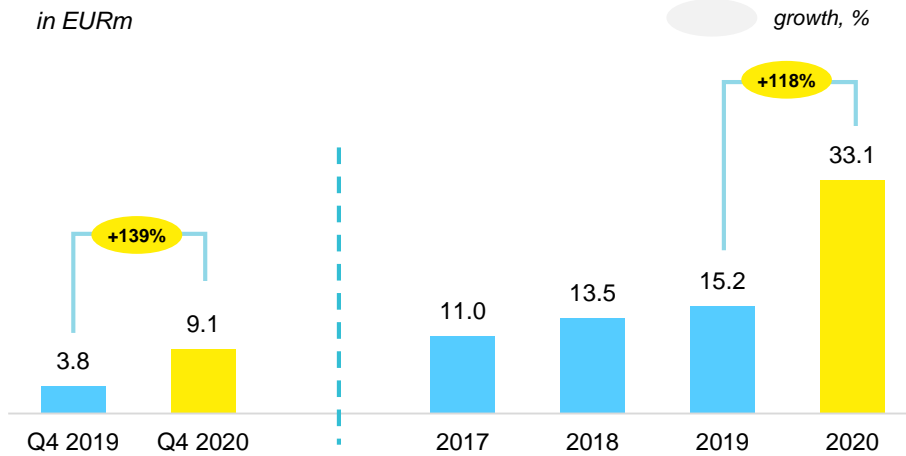
Financial Profile

Accelerating Growth Momentum



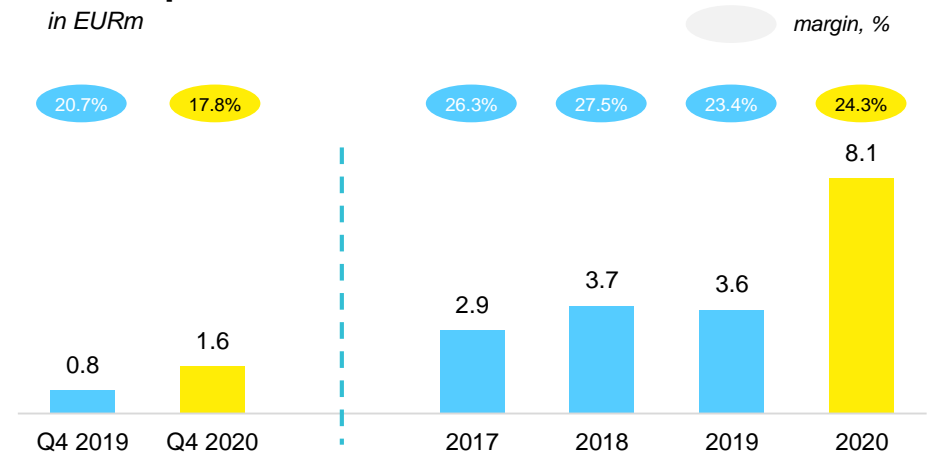
Sales

in EURm



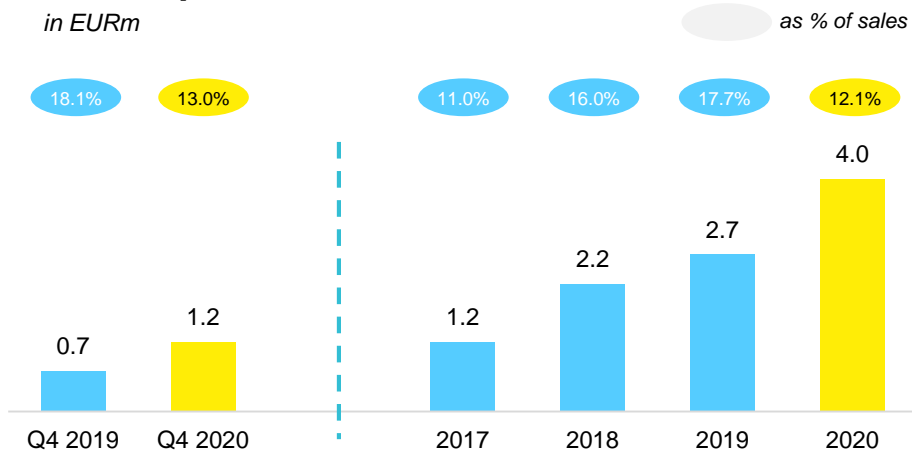
Gross profit

in EURm



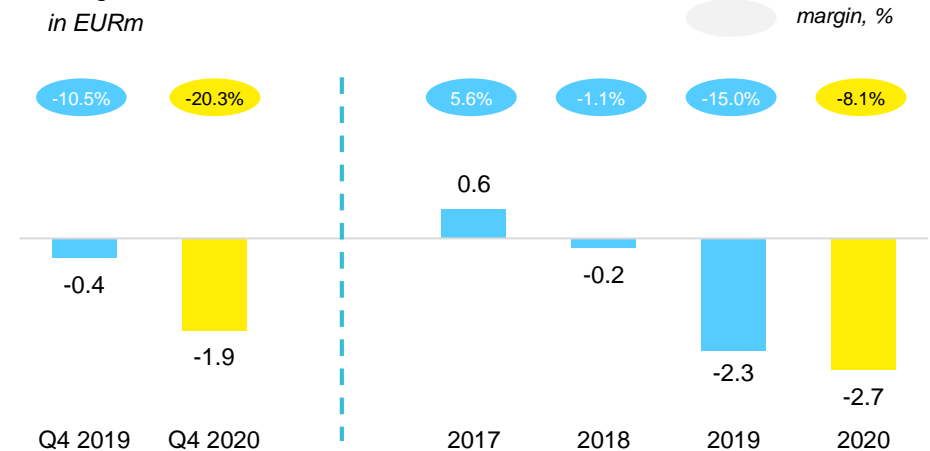
R&D expenses

in EURm



Adjusted EBITDA

in EURm



Part 2

**Merger with wallbe to create
German E-mobility champion**

Acquisition Of wallbe

Key transaction highlights

1

Background on wallbe

- Acquisition of a German developer and producer of EV charging hardware & software provider
- Vast expertise in AC-charging, wallbox and backend technology
- Comprehensive customer portfolio of large corporates, municipal utilities and financial institutions

2

Transaction structure

- Preliminary purchase price EUR 34.8m for 100% of the shares
- EUR 23.0m in cash from existing cash balance and EUR 11.9m in shares
- Issuance of 130,000 shares via contribution-in-kind with 2-year lockup period

3

Strategic rationale

- Becoming leading EV company in Germany and expand in Europe
- Acceleration of full EV charging product offering
- Addition of 60 experienced e-mobility experts to accelerate growth

4

Financial impact for Compleo

- Highly accretive transaction with attractive 1.6x EV/Revenue 2021 acquisition multiple
- wallbe reported EUR 11.2m revenue in 2020 and an attractive growth profile
- Ample synergy opportunities identified

wallbe – Acquisition Of A German EV Charging Hardware & Software Provider

Profile on wallbe



wallbe®
Driving eMobility

wallbe at a glance

- Founded in **2008¹⁾** and headquartered in Paderborn / Schlangen (Germany), only an **1h drive away from Compleo HQ**, wallbe evolved from the traditional craft business Petring Energietechnik.
- The company developed the first wallbox for e-mobility in 2008, leading to **over 15,000 installed charging points** until this day.
- More than **5,000 charging points** operating with wallbe backend technology and generating recurring revenues
- Generating revenue of **EUR 11.2 million** in 2020, wallbe follows an ambitious sales ramp up to answer current and future market demand
- More than **60 experienced e-mobility experts**

Product offering

wallbe LUX



wallbe LEO



wallbe MAX



wallbe Premium



wallbe Pro



wallbe ZAS 4.0



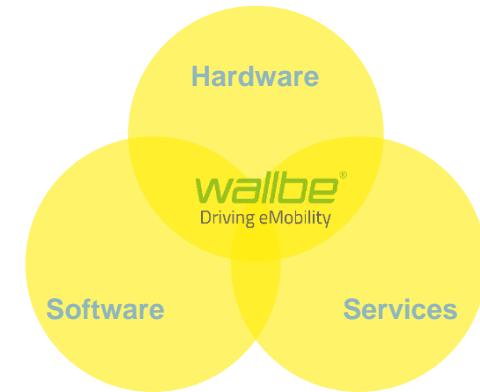
wallbe ECO 2.0



Illustration of wallbe technology

wallbe hardware solutions

- AC wallboxes, charging stations, Max, Neo, premium, Pro Plus, ZAS, ECO, etc.



wallbe backend

- Load and charge management
- Payment solutions
- User management
- Consumption- & cost control



wallbe technical services

- Consulting & conception
- Site analysis
- Energy concepts
- Individual customer solutions
- Financing
- Installation
- Maintenance & support



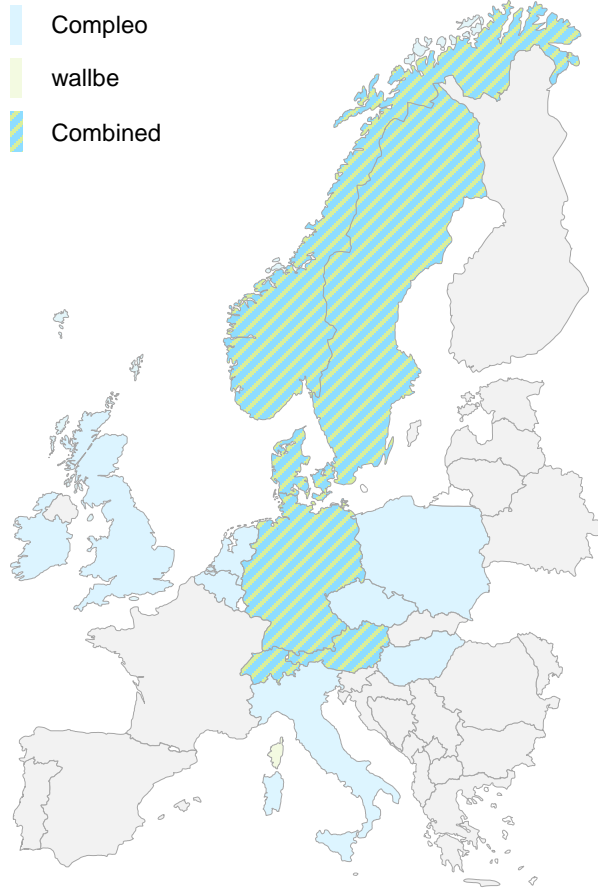
Merger With wallbe To Create German E-mobility Champion

European presence, clients and product offering



wallbe[®]
Driving eMobility

European market presence



Technology, products and clients

Products	COMPLEO	wallbe [®]	COMPLEO wallbe [®]
AC chargers	+++	++	+++
DC chargers	+++	+	+++
Wall boxes	++	++	+++
Backend software	+	+++	+++
Payment terminal ¹⁾	+	+	++

Clients	COMPLEO	wallbe [®]	COMPLEO wallbe [®]
Central units of large corporations	SIEMENS, Deutsche Post, DHL, T...	V, S, ALDI	SIEMENS, Deutsche Post, DHL, T, S, ALDI
Municipalities/Utilities	DEW21, EWE GO, STADTWERKE BOCHUM	ekt, WEMAG AG, enercity	DEW21, EWE GO, STADTWERKE BOCHUM, ekt, WEMAG AG, enercity
CPO's	allego, Clever		allego, Clever
Other	Electro Installation Companies	Electro Installation Companies, Reseller	Electro Installation Companies, Reseller








wallbe's revenues are mostly generated in the DACH-Region and selected European countries

Merger With wallbe To Create German E-mobility Champion

Comparing key metrics



wallbe[®]
Driving eMobility

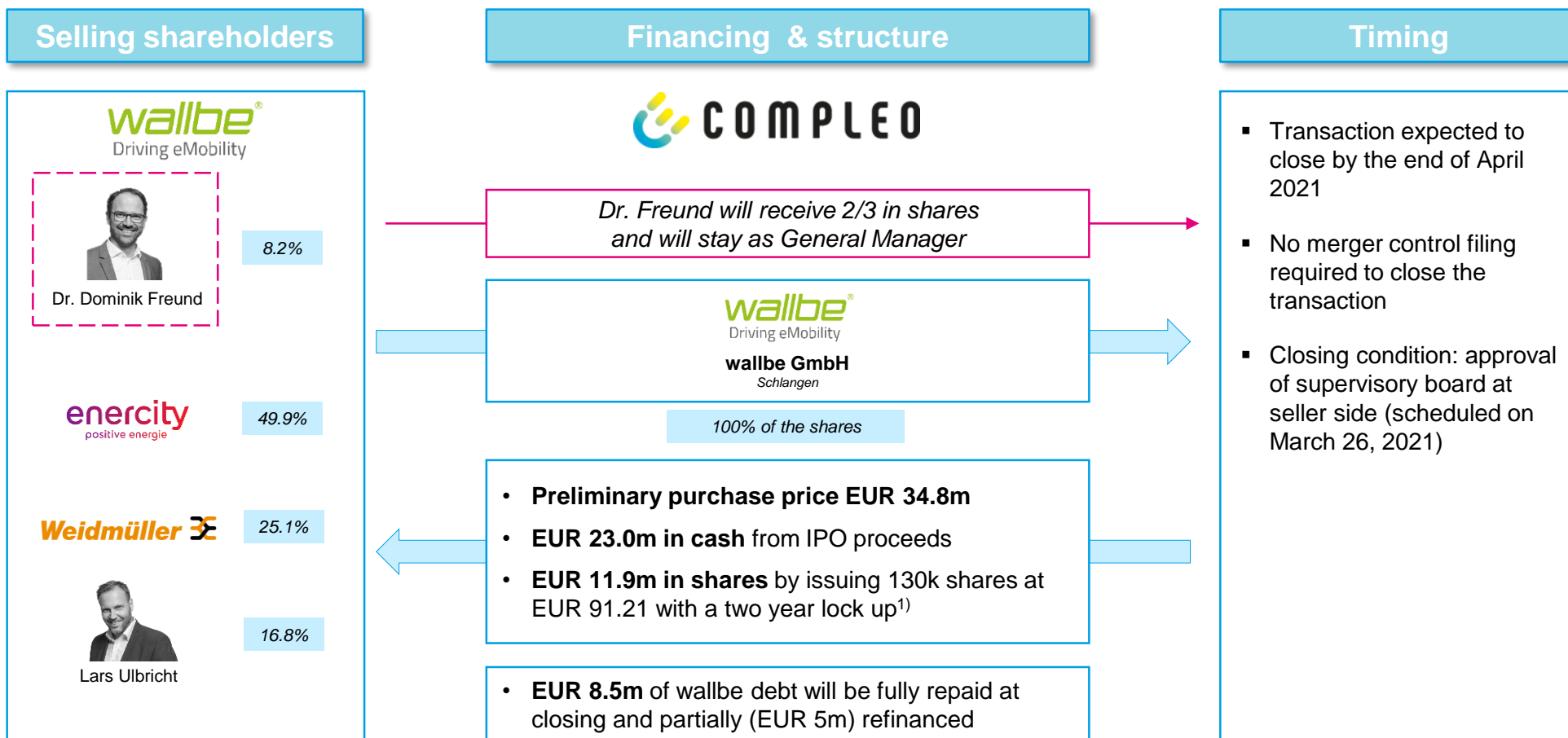
General			 
Country			
Year of foundation	2009	2008 ¹⁾	n/m
Employees ²⁾	~260	~60	~320
Charging points sold ²⁾	~30k	~15k	~45k
Financials			
Revenue 2020A	EUR 33.1m	EUR 11.2m	EUR 44.3m ⁴⁾
Growth rate YoY	118%	117%	118%
Adjusted EBITDA ³⁾	EUR (2.7m)	EUR (1.8m)	EUR (4.5m) ⁴⁾

1) Start of EV charging business 2) as per March 2021 3) EBITDA adjusted for one-offs 4) Pro-forma Compleo and wallbe consolidated for full year 2020

Source: Company information

Attractive Transaction Structure

Owner joining Compleo and to benefit from upside of compleo shares



1) Payment as contribution in kind from authorized capital (to be listed upon listing prospectus)

Ample Synergy Opportunities Identified

Complementary business combination

R&D synergies

- ✓ wallbe has specialised technology in white label backend for installers
- ✓ Compleo focus on hardware and software for AC and and DC-charging infrastructure
- ✓ Calibration law: expertise in SAM (hardware) and S.A.F.E (software)
- ✓ Addition of strong payment technologies

Revenue and purchasing synergies

- ✓ Strong revenue synergies on combined product and service offerings
- ✓ Procurement synergies through larger order quantities



Production synergies

- ✓ Leveraging on Weidmüller's state-of-the-art production facilities
- ✓ Higher margins through own production of DC-chargers instead of reselling DC

New sales-channels

- ✓ Enter Swedish market through wallbe's local subsidiary
- ✓ wallbe will add a network of more than 100 installers to Compleo
- ✓ Through components and white label products of wallbe
- ✓ Increase E-commerce capabilities

Product portfolio upgrade

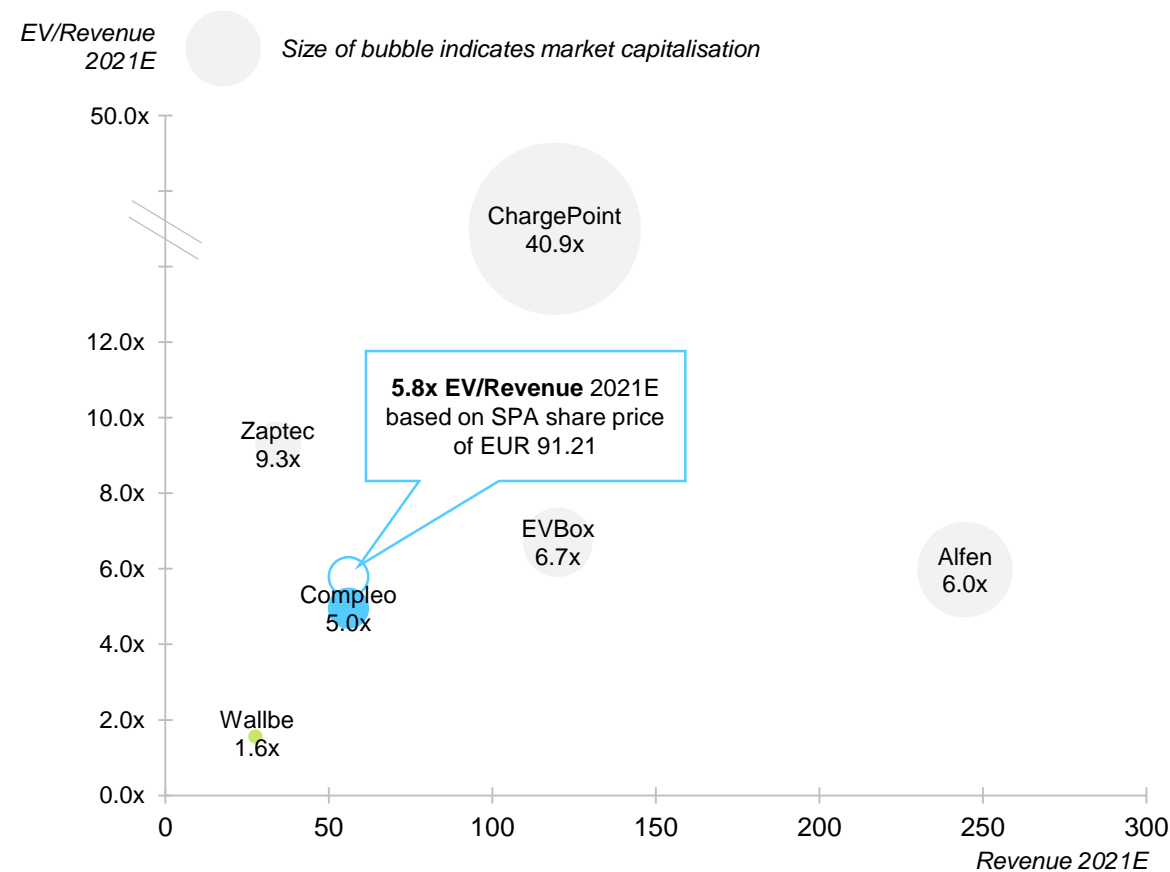
- ✓ Attractively priced and extensive wallbox portfolio of wallbe
- ✓ Integration of wallbe's direct payment solutions for Compleo's products

Compleo Is Building Size With The Accretive Acquisition Of wallbe

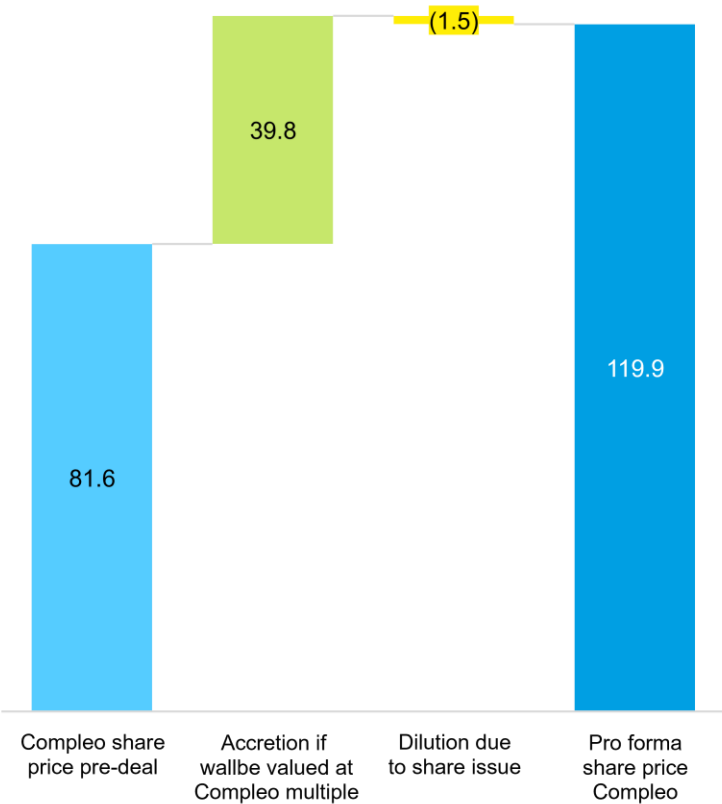
Positive correlation between EV/Revenue valuation and size



Attractive acquisition EV/Revenue 2021 multiple compared to Compleo¹⁾



Significant upward share price potential due to accretive acquisition²⁾



1) Based on the mid-point of revenue guidance range for wallbe and market data for the other companies 2) Based on mid-point revenue guidance for wallbe
Source: Thomson Reuters Eikon as per 24 March 2021, company information

Part 3

**Acceleration of growth
expected in 2021**



Guidance for FY 2021



Continued strong growth momentum in FY 2021 and beyond



Revenue 2021E

EUR 50–60m

EUR 25-30m

EUR 75-90m

Adjusted EBITDA

Breakeven

Outlook

- The EV charging market growth outlook continues to be very strong in Germany and Europe with 30-40% annual growth in the mid-term¹⁾
- Compleo expects to more than double to almost triple revenues in 2021 following the wallbe acquisition based on pro forma full 12 months consolidation²⁾
- Adjusted EBITDA will become break-even in 2021 following the wallbe acquisition^{2),3)}
- Further investments will be made in R&D and Compleo to continue the conservative accounting policy to completely expense R&D expenses

Acceleration Of Growth Expected In 2021



Growth along multiple avenues, including strategic acquisitions

Key strategic growth pillars





Q&A



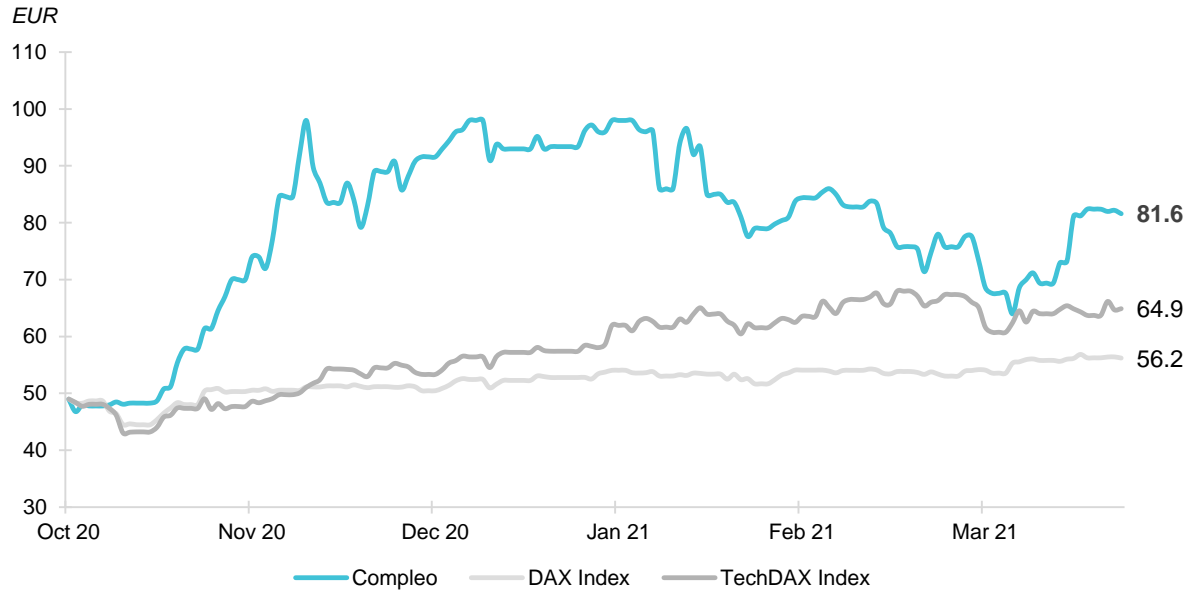
Appendix



Compleo Share: At A Glance

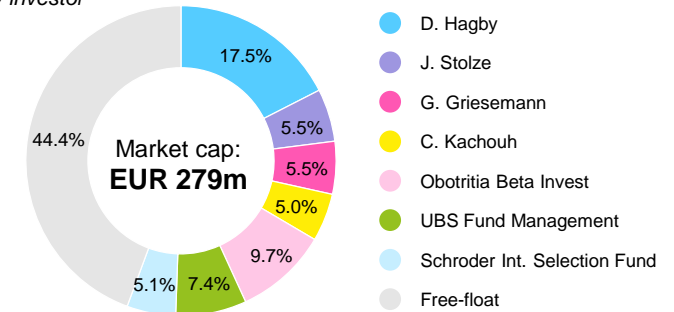


Share price performance¹⁾

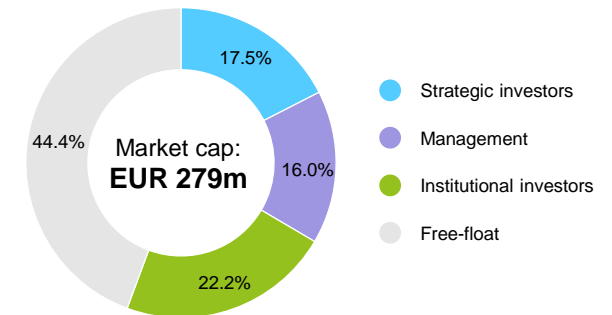


Shareholder structure

By investor



By type of investor



Analyst recommendations

Bank	Analyst(s)	Recommendation	Date	Target price
COMMERZBANK	Michael Junghans and Adrian Pehl, CFA	Hold	December 01, 2020	EUR 90
Kempfen	Emmanuel Carlier	Buy	February 16, 2021	EUR 120
ODDO BHF	Aurelien Sivignon, Jeremy Garnier and Marc Lavaud	Hold	December 03, 2020	EUR 89

Financial statements

Compleo Charging Solutions AG



Statement of comprehensive income for the years ended 2020 and 2019

in k€	2020	2019
Revenues	33,131	15,196
Cost of sales	(25,079)	(11,635)
Gross profit	8,052	3,561
Other income	267	288
Selling expense	(3,755)	(2,197)
Research and development expense	(4,005)	(2,696)
General and administrative expense	(5,557)	(2,675)
Earnings before interest and tax (EBIT)	(4,998)	(3,719)
Financial income	9	15
Financial expense	(196)	(241)
Earnings before tax (EBT)	(5,185)	(3,945)
Income tax	1,596	1,362
Result of the period	(3,589)	(2,583)
Comprehensive income of the period	(3,589)	(2,583)
EBITDA	-4,237	-3,215
Earnings per share		
Basic (in EUR)	-1.33	-1.03
Diluted (in EUR)	-1.33	-1.03

EBITDA calculation

in k EUR	FY 2020	FY 2019
Earnings before interest and tax (EBIT)	-4,998	-3,719
D&A	-761	-504
EBITDA	-4,237	-3,215
<i>EBITDA margin</i>	-12.8%	-21.2%
One-off effects	-1,566	-838
Adjusted EBITDA	-2,671	-2,277
<i>Adjusted EBITDA margin</i>	-8.1 %	-15%

Financial statements

Compleo Charging Solutions AG



Statement of financial position at December 31, 2020 and December 31, 2019

Assets in k€	31/12/2020	31/12/2019
NON-CURRENT ASSETS		
Intangible assets	255	98
Property, plant and equipment	1,415	980
Right-of-use assets	1,458	1,335
Other non-current financial assets	23	23
Deferred tax assets	3,882	1,661
Other assets	264	-
Total non-current assets	7,297	4,097
CURRENT ASSETS		
Inventories	4,593	2,161
Trade accounts receivable	2,822	1,485
Contract assets	1,884	435
Other current financial assets	1,285	482
Other current assets	494	318
Income tax receivables	-	27
Cash and cash equivalents	35,736	3,509
Total current assets	46,814	8,417
TOTAL ASSETS	54,111	12,514

Equity and liabilities in k€	31/12/2020	31/12/2019
EQUITY		
Subscribed capital	3,423	25
Contribution paid for the implementation of the agreed capital increase	-	5
Capital reserves	46,121	6,695
Other reserves	-	-
Retained earnings	(6,361)	(2,772)
Total equity	43,183	3,953
NON-CURRENT LIABILITIES		
Financial liabilities - non-current	3,790	331
Lease liabilities - non-current	1,045	1,053
Other non-current financial liabilities	18	823
Total non-current liabilities	4,853	2,207
CURRENT LIABILITIES		
Other provisions	231	207
Financial liabilities - current	259	94
Lease liabilities - current	447	310
Trade accounts payable	3,277	2,509
Contract liabilities	171	1,013
Other current financial liabilities	255	1,695
Other current liabilities	1,435	526
Total current liabilities	6,075	6,354
TOTAL EQUITY AND LIABILITIES	54,111	12,514

Financial statements

Compleo Charging Solutions AG



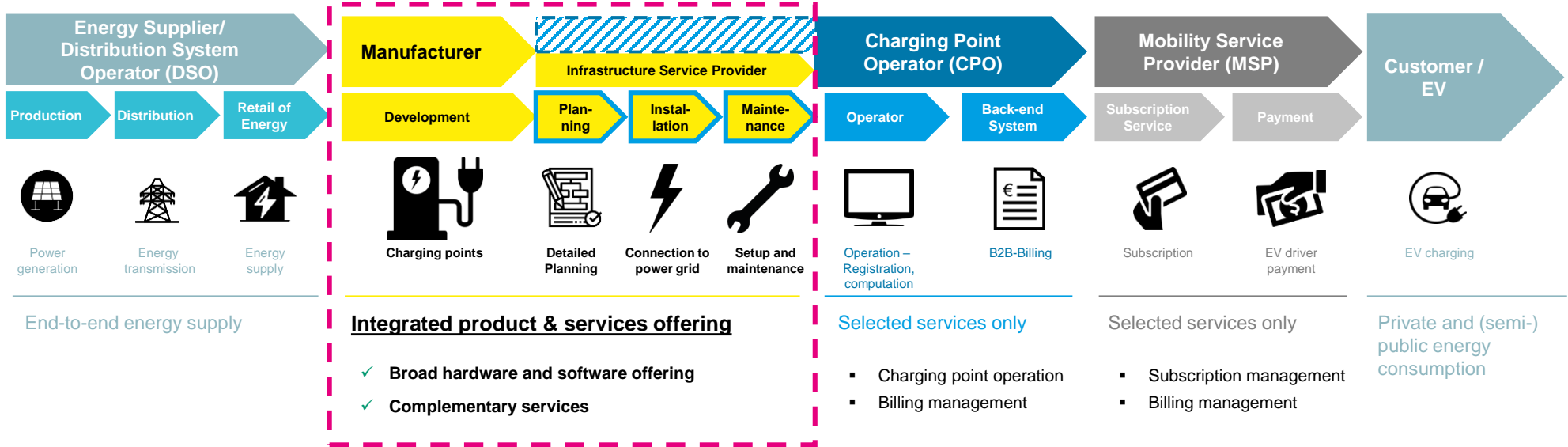
Statement of cash flows for the years ended 2020 and 2019

in k€	2020	2019
Result of the period	(3,589)	(2,583)
Amortisation of intangible assets	75	45
Depreciation of property, plant and equipment and right-of-use assets	686	459
Increase /(decrease) in other current provisions	24	133
Expenses for share-based payments	107	-
Other non-cash expenses /(income) items	6	(108)
(Increase) /decrease in inventories	(2,432)	(909)
(Increase) /decrease in trade receivables	(1,343)	(1,051)
(Increase) /decrease in other assets	(2,691)	(455)
Increase /(decrease) in trade payables	768	929
Increase /(decrease) in other liabilities	(809)	2,442
Net (gain) /loss on disposal of property, plant and equipment	-	(1)
Interest expenses /(income)	187	226
Increase /(decrease) in income tax payables and deferred tax liabilities	(2,194)	(1,376)
Income tax (paid) /received	-	-
Net cash flows from operating activities	(11,205)	(2,249)
Proceeds from sale of property, plant and equipment	33	11
(Purchase) of intangible assets	(232)	(6)
(Purchase) of property, plant and equipment	(750)	(462)
Interest received	9	15
Net cash flows used in investing activities	(940)	(442)
Proceeds from issue of shares	43,993	5,500
Transaction cost for the issue of shares	(1,281)	-
Proceeds from financial liabilities	4,000	1,456
Repayment of financial liabilities	(1,747)	(374)
Repayment of lease liabilities	(397)	(284)
Interest (paid)	(196)	(241)
Net cash flows from financing activities	44,372	6,057
Net increase in cash and cash equivalents	32,227	3,366
Cash and cash equivalents at the beginning of the period	3,509	143
Cash and cash equivalents at the end of the period	35,736	3,509

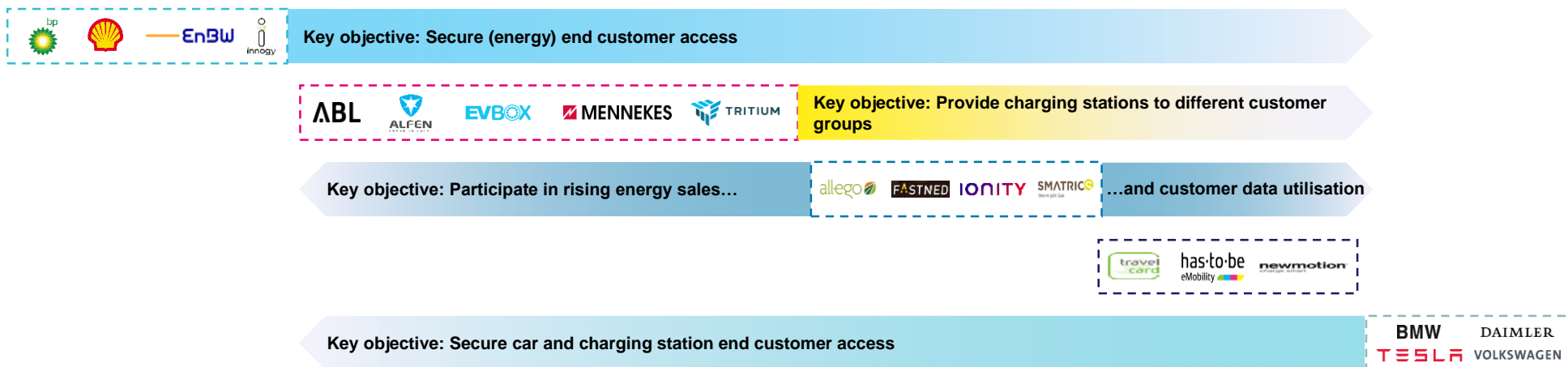
Compleo In The EV-Charging Ecosystem



COMPLEO Business Model



Market participants





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