



Zaptec

Powers

Adventure



The American Dream

- norsk teknologi som mulig bidragsyter i det grønne skiftet i USA

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About me

Eirik Fjellså Hærem
Chief of Corporate Development & M&A

- ✓ Master, Economics
- ✓ Significant experience from Finance and Oil & Gas
- ✓ Joined Zaptec from Melberg Partners in 2022
- ✓ Stavanger patriot



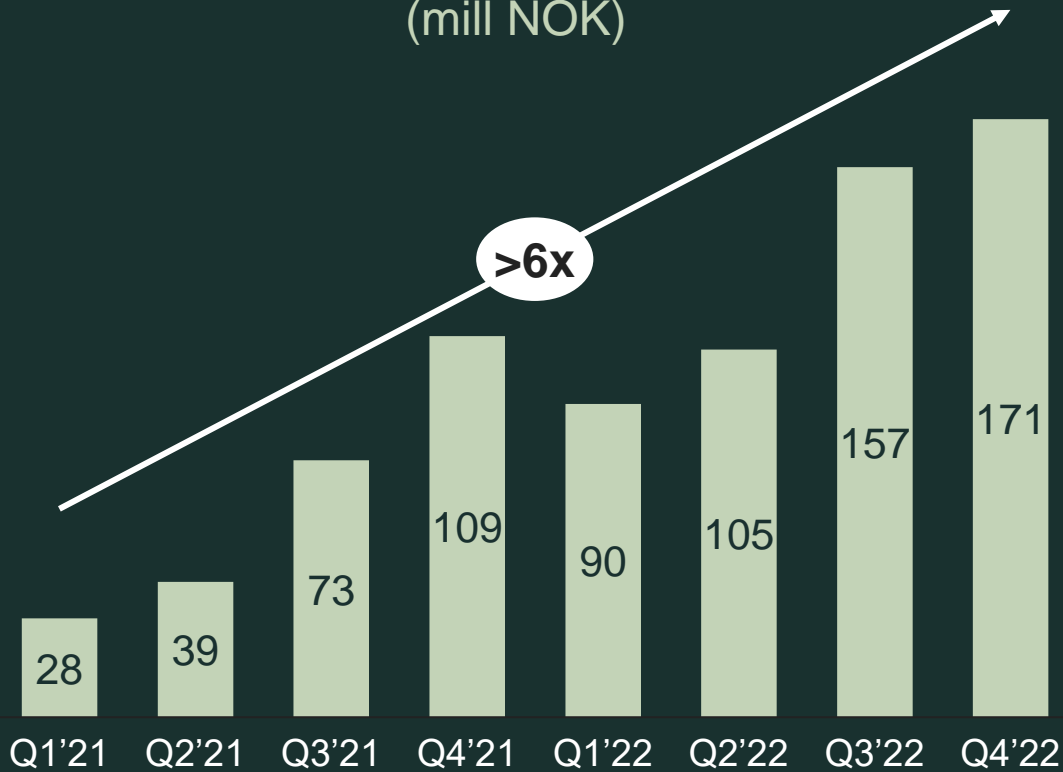
Zaptec 'at a glance'

- ✓ Award-winning EV charging systems provider
- ✓ Strategic foundation: Safety and high quality
- ✓ Patented technology separates Zaptec from the crowd; power optimization and cost-reducing installation
- ✓ Strong revenue growth; 55% increase to ~760 MNOK in 2022
- ✓ Significant investments made to prepare for future growth markets, 150 people across 8 countries
- ✓ Listed on Oslo Stock Exchange; ~3 bn NOK market cap

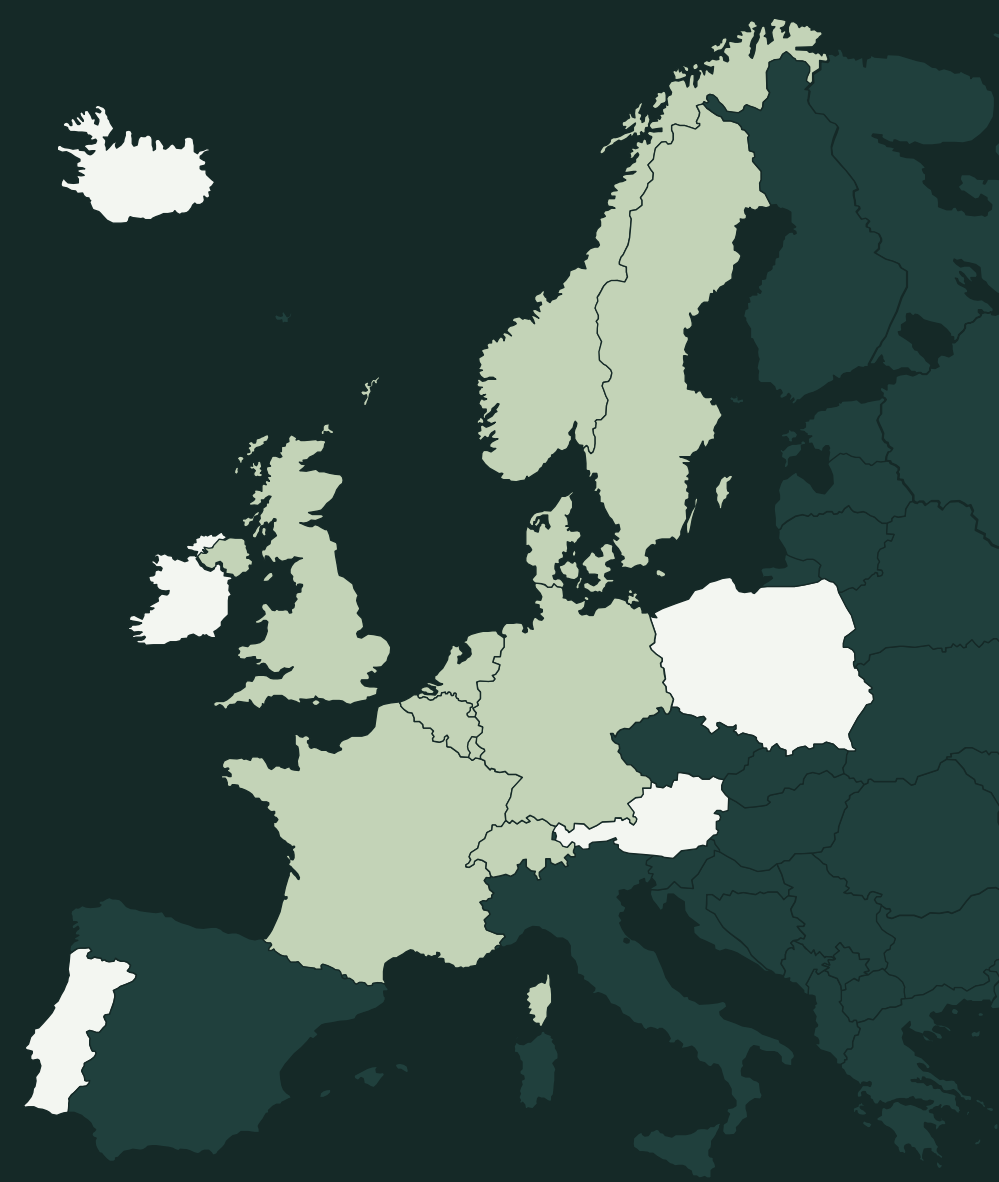


Export is 2/3rd of total revenue

Revenue
(mill NOK)



Export:



Several sales channels | Mainly B2B



Market entry alternatives

1

Distributor

2

Subsidiary

3

Strategic partnership



Significant US market opportunity



- ~15 mill sales p.a. / ~250 mill fleet
- New car sales EV share from 10% in 2022 to 50-60% within 2030



Affordable models with longer range fits with for long travelling distances



IRA \$370bn clean energy allocation will boost EV transition; Tax incentives, grants and loan guarantees



Transportation ~30% of U.S carbon emissions; reduction matters



Vibrant EV space with pioneering companies like Tesla, Rivian, Lucid



Major investment commitments; >\$500bn next 3-5 years

What have we done so far?



Rivian R1T – Electric pickup

- ✓ Technical gap analysis for US product fit
- ✓ Selected US production partner in Germany
- ✓ Started US patent application
- ✓ Positive strategic partnership dialogues
- ✓ Technical specialist with US focus

Current considerations

- ✓ US entry within 2-3 years when market takes off
- ✓ Strategic partnership model appealing
- ✓ Testing and product certification with US partners
- ✓ Local production partner regarded necessary
- ✓ Soft funding possibilities via Inflation Reduction Act
- ✓ Utilise 'Team Norway' contacts and experience



Thank you!

