

# Energy S.p.A.



German Spring Conference 2023

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# Today's Speakers



## Davide Tinazzi Founder & CEO

- 🌱 PhD in Engineering, Master in Project and Innovation Management
- 🌱 Former Project Manager in the field of nanotechnology
- 🌱 Served as COO in former Mitsubishi Electric Klimat Transportation Systems



## Daniele Manfroi CFO

- 🌱 MBA, Degree in Business Management, post-graduate Master in Environmental Management
- 🌱 Former Auditor in Quality, and EHS certification
- 🌱 Served as Quality and EHS manager in Mitsubishi Electric Klimat Transportation Systems

# — Agenda

1. Energy at a glance
2. FY 2022 Financial Highlights
3. Strategic achievements and objectives
4. Q&A

ANNEX

# 1. Energy at a glance

# A leading Italian energy storage advanced system integrator



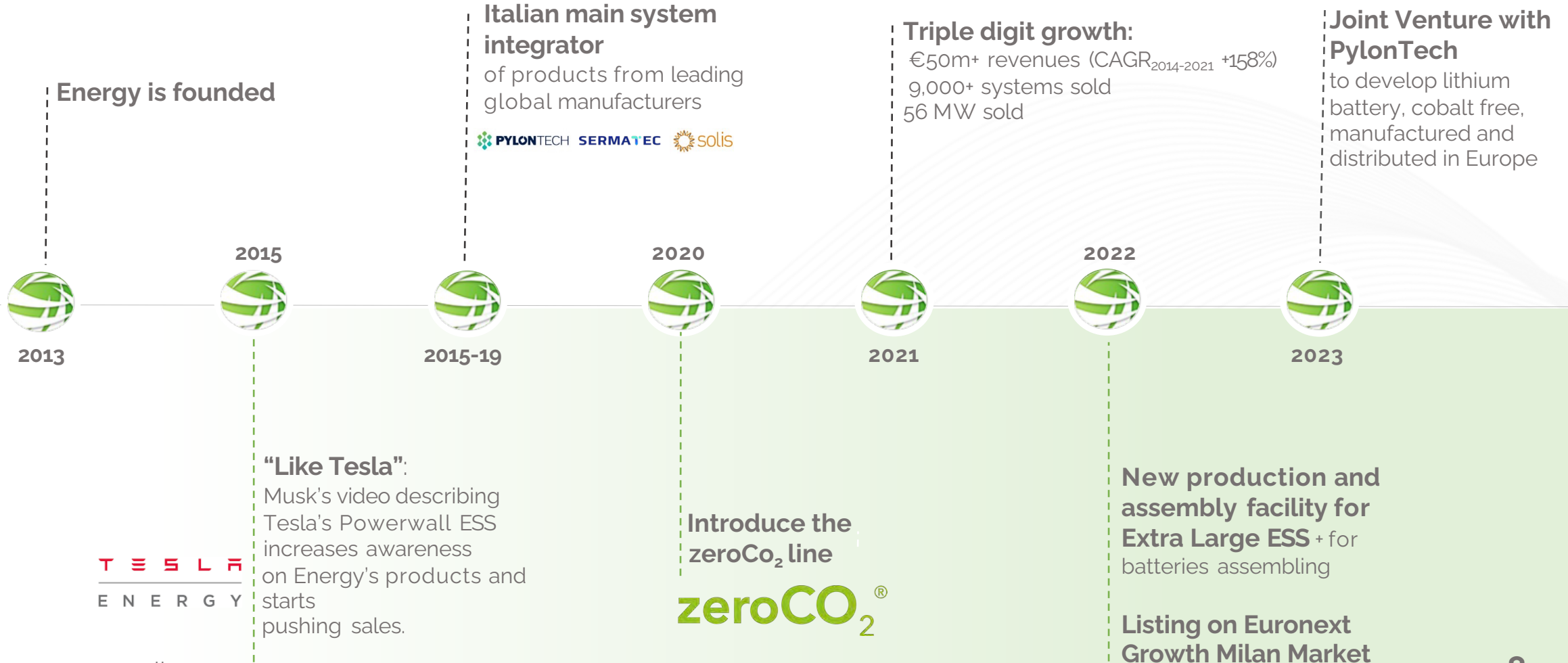
# Our Mission



“We give every individual, family or business, the tangible opportunity to mitigate climate change and actively contribute to the green energy transition. Everyone can reduce the emissions of CO<sub>2</sub> by maximizing the self production of electricity, also contributing to the grid stability”.

# 10 years of growth and success

Established in 2013, Energy S.p.A. («**Energy**») is an advanced system integrator of Energy Storage Systems (ESS). In ten years since inception, Energy has grown under the leadership of Mr. Tinazzi to become **the reference player in the Italian market** for ESS solutions, in partnership with primary global manufacturers of components, **supplying integrated systems** to both residential and larger clients.



zeroCO<sub>2</sub><sup>®</sup>





# A compelling Equity Story



Unique product offering



Strategic market positioning



Solid and committed suppliers'  
relationship



Attractive strategy



Outstanding financial results

# Product offering

## 1. SMALL&LARGE ESS



*Energy sources components from leading international suppliers, combining them with proprietary software and its products, sold under the company's brand "zeroCO<sub>2</sub>"*

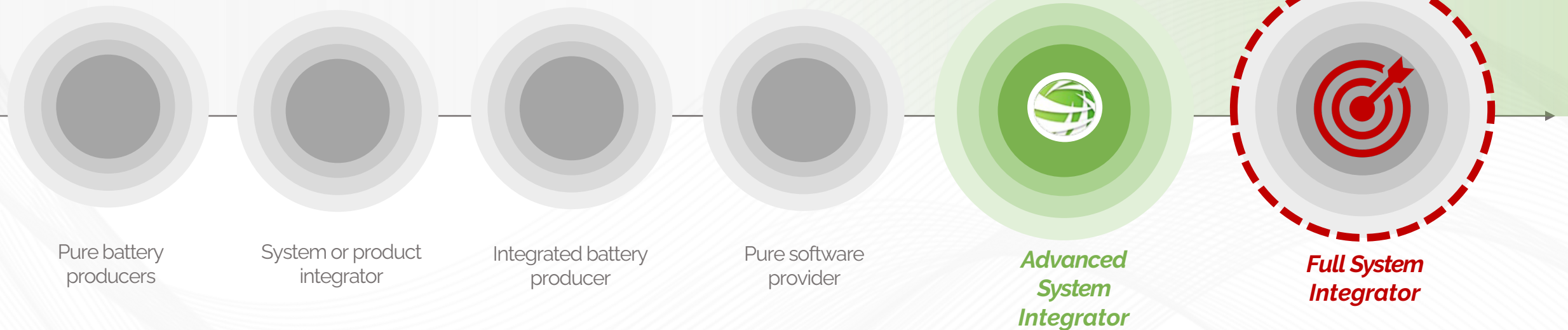
## 2. EXTRA LARGE ESS



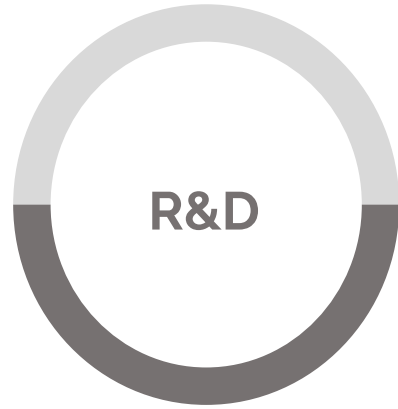
\*ESS: Energy Storage System

# Strategic positioning

*Energy* has started the process of in-sourcing some strategic production activities of its components, in order to become a full system integrator, controlling a significant part of energy storage systems value chain, **by insourcing the manufacturing of ESS' hardware and software and investing in acquisitions for vertical integration** into the supply chain consistent with the strategy pursued.



# Value Chain



## Energy's key role for suppliers:

- The **ability to integrate effectively individual multi-sourced products into state-of-the-art ESS**
- The full control of the after-sales, avoiding end-users' recourse to suppliers
- The joint work to eliminate suppliers' products defects
- The **estimated procurement need** of batteries and inverters in the medium-short term (2022-2023) is already **secured** by long-term supply agreements

## Energy's R&D department oversees the integration between suppliers' batteries and inverters, releasing updated firmwares to clients

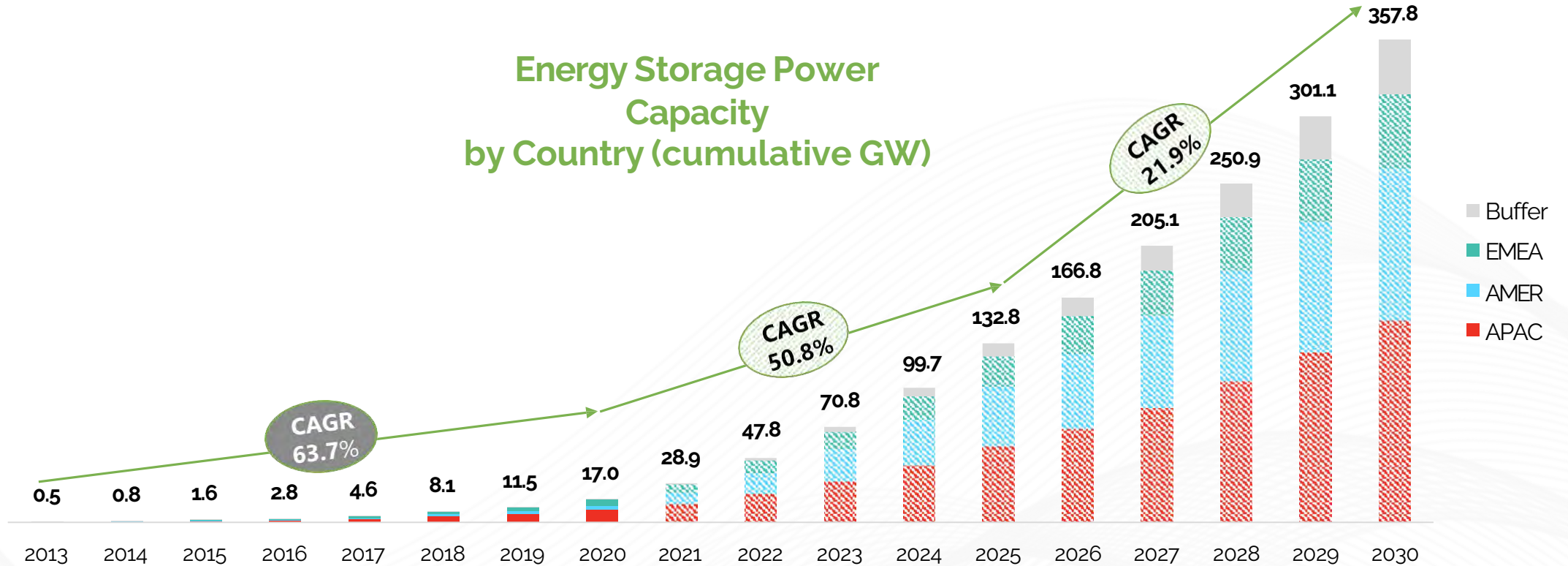
- The **EMS** consists in the combination of dedicated **hardware and proprietary software** guarantying a complete monitoring and an **efficient work of the ESS**
- **Energy's** after-sale services are supported by **in house laboratory** and data analysis activities better understand the consumer needs and products area of improvement.

- Since 2020, **Energy** developed its **own proprietary inverter, EMS and BMS**, branded zeroCO<sub>2</sub>
- The new **Energy's** production and office facilities located near Padua is allowing to achieve the full-scale production of Extra Large ESS
- **Forthcoming partnership** with global manufacturer for batteries assembly facility in Italy

- Sale to Distributors (generalist & specialist), Manufacturers, EPC
- **Energy's headquarters proximity to main distributors** grants a competitive advantage
- **Energy's after-sales services:**
  - contact center to solve problems in distance
  - In-house laboratory to investigate products defects

# Global ESS Market

Energy storage system market is growing at unprecedented pace and could fundamentally change electricity market dynamics. The United States and China are the two largest markets but also EMEA region plays a key role in this scenario of growth.



Source: BloombergNEF – Global Energy Storage Outlook 2021 - \*Solar Power Europe European Market Outlook 2022-2026 (Dec 2022)  
 Note: Buffer represents rest of the world lacking in visibility and countries that are likely to exceed their current targets.

## 2. FY 2022 Financial Highlights

# FY 2022 Highlights

In 2022 **Energy** recorded a robust acceleration of **revenues (+145%)** combine with a strong increase in **profitability (+208%)** with higher-than-expected margins.

Revenues

**126.5 M**  
+145% vs 51.5 M  
FY 2021

EBITDA

**32.2 M**  
+208 % vs 10.4 M  
FY 2021

Net Income

**22.6 M**  
+207 % vs 7.4 M  
FY 2021

Net Financial Position

**8.2 M**  
NFP - Debt  
vs 2.9 M FY 2021

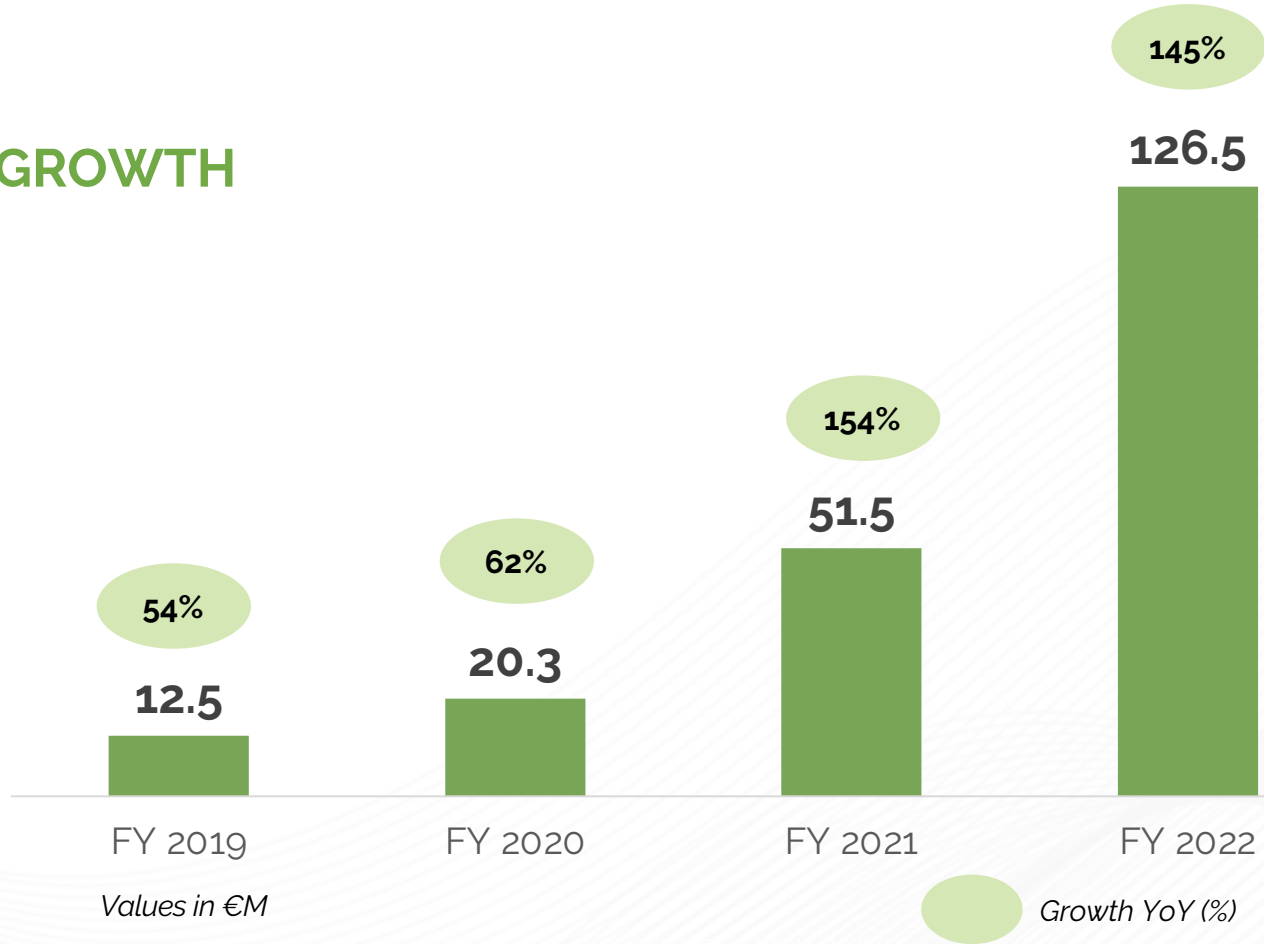
Backlog

**26 M**  
as 31 December 22

# Strong top line growth

**Energy** has shown an impressive historical growth since its inception in terms of revenues. Revenue Guidance 2022 (120M-140M) has been fully achieved registering a YoY growth of **+145%**.

## REVENUES GROWTH 2019-2022

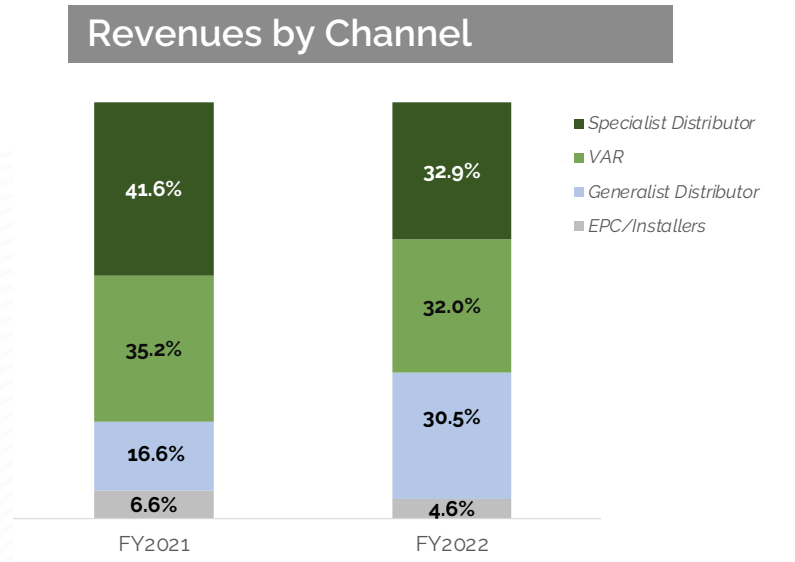
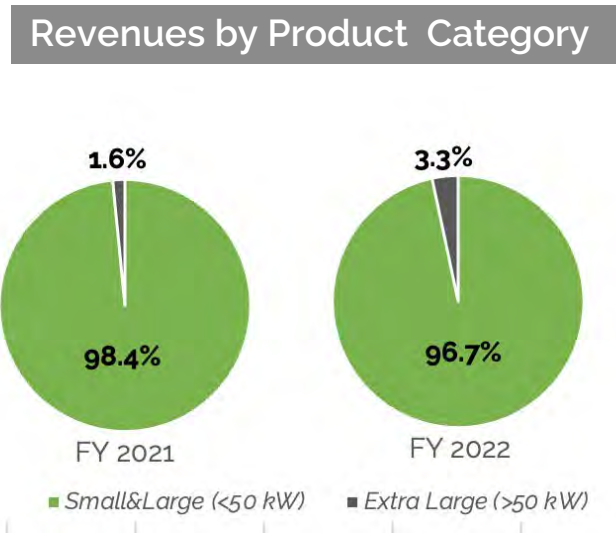
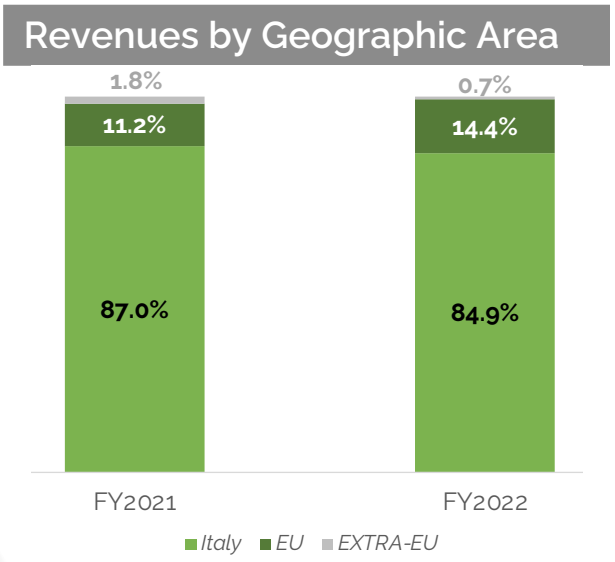


Energy revenues are expecting to grow at CAGR 30% between 2023 and 2024



# Strong acceleration of revenues

Italy is confirmed to be the primary market covering 84.9% of revenues in 2022. Foreign sales grew substantially in the second half of 2022 as a results of the company's international expansion strategy. Sales of Small & Large ESS confirmed to represent the majority of sales (96.7%).



### Systems sold

FY 2021	FY 2022
9.150 ESS sold	18.851 ESS sold
56 MW	104 MW

# Outstanding increase in profitability

Since 2021 *the marginality* has improved as the Company started to sell its **own brand (zeroCO<sub>2</sub>) products** from the end of 2020. The **2022 EBITDA margin's high-performance** reflects the different price increases transfer on sales not totally balanced by increase of raw materials cost. **Energy** successfully achieved the EBITDA targets indicated in 2022 guidance (which reported an estimated EBITDA margin between 16% and 18%).

**EBITDA FY 2022**

**32.2 M**

(vs 10.4 M FY 2021)

**EBITDA Margin FY 2022**



**25.4%**

(vs 20.2% FY 2021)

**zeroCO<sub>2</sub>**<sup>®</sup>

**EBIT FY 2022**

**31.6 M**

(vs 10.1 M FY 2021)

**EBIT Margin FY 2022**



**25.0%**

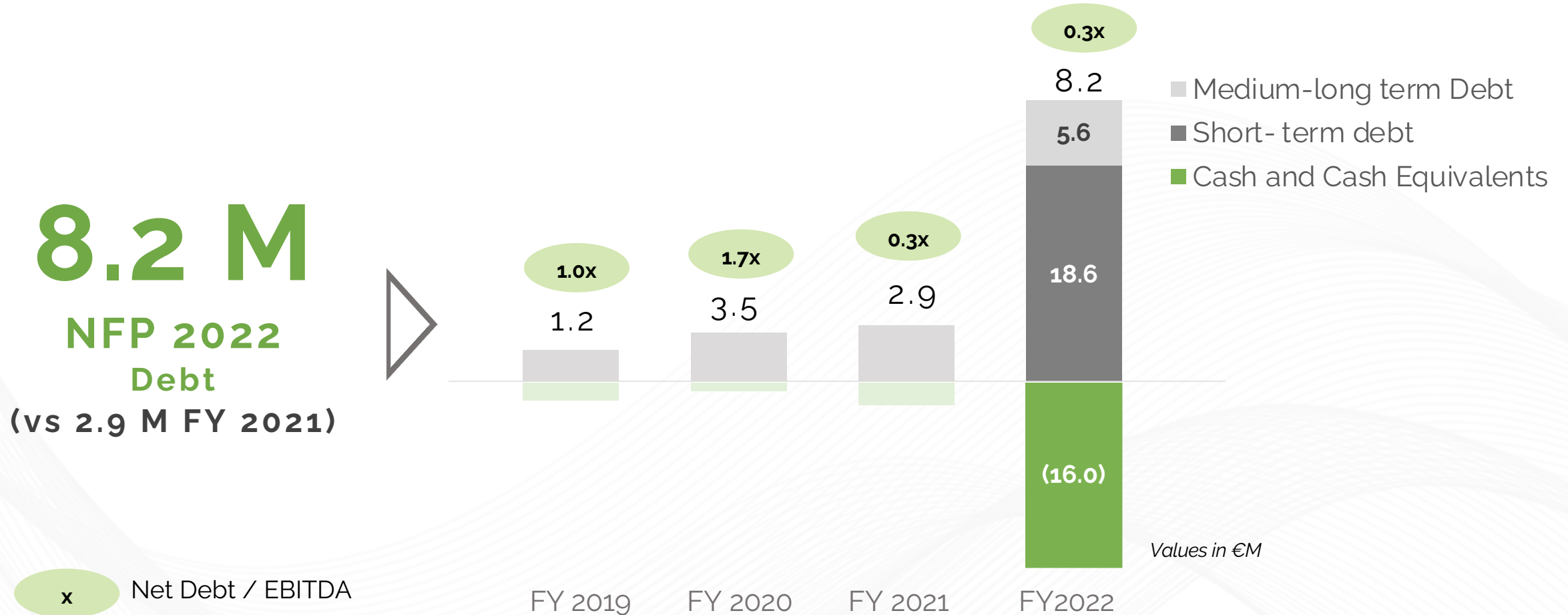
(vs 19.7% FY 2021)



The expected EBITDA margin between 2023 and 2024 is in the range of 20%

# Net financial position

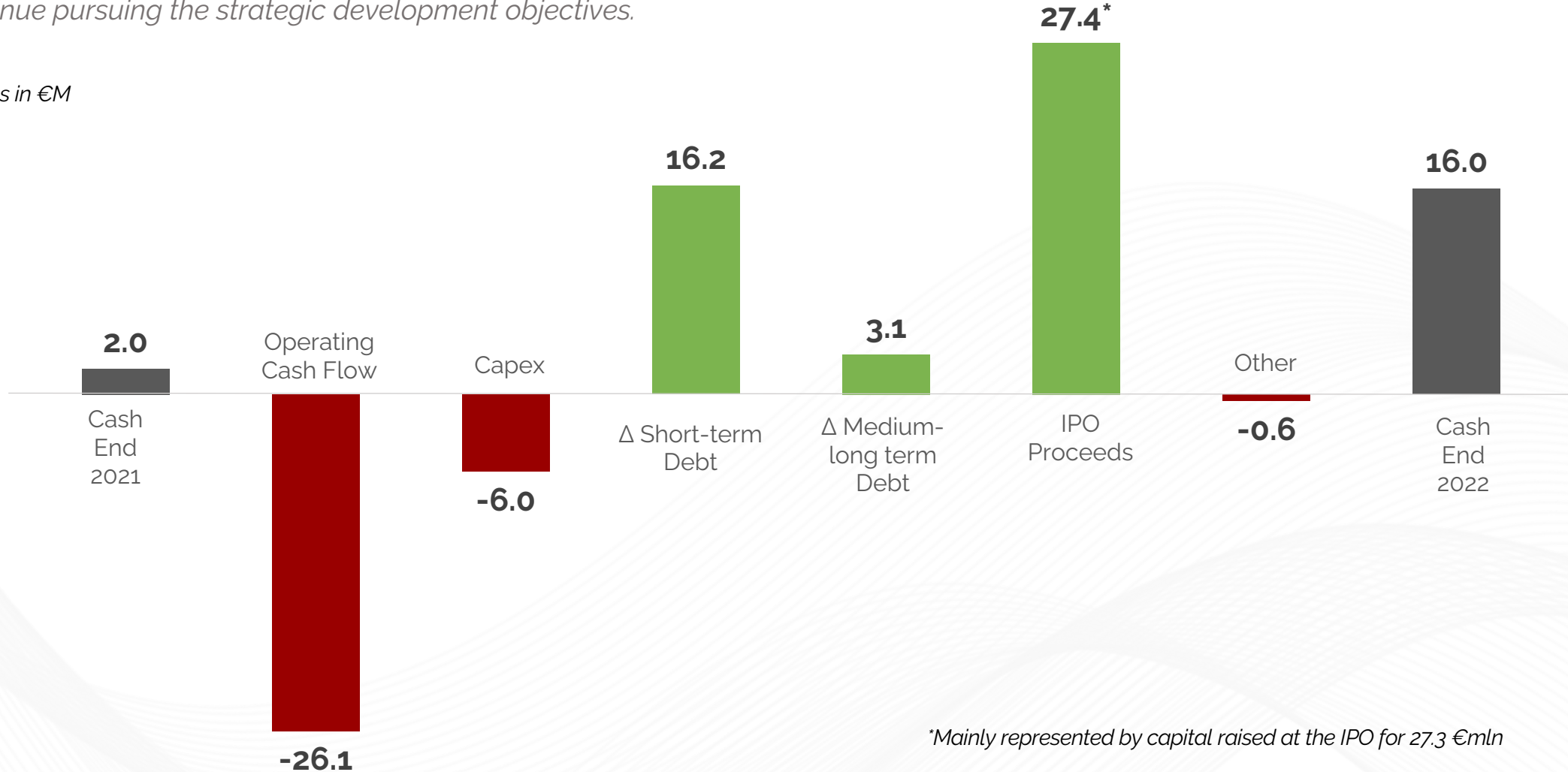
Financial debt refers totally to bank debt for 18.6€m (short term) and medium-long-term debt for 5.6€m. The increased borrowing was mainly used to finance working capital. Cash available accounted for 16.0€m. The company partially used the IPO proceeds for finance growth opportunities consistent with the strategies pursued.



# Cash Bridge Analysis

The cash and cash equivalents available at the end of 2022 accounted for 16.0€mln, including part of IPO proceeds which will be used to continue pursuing the strategic development objectives.

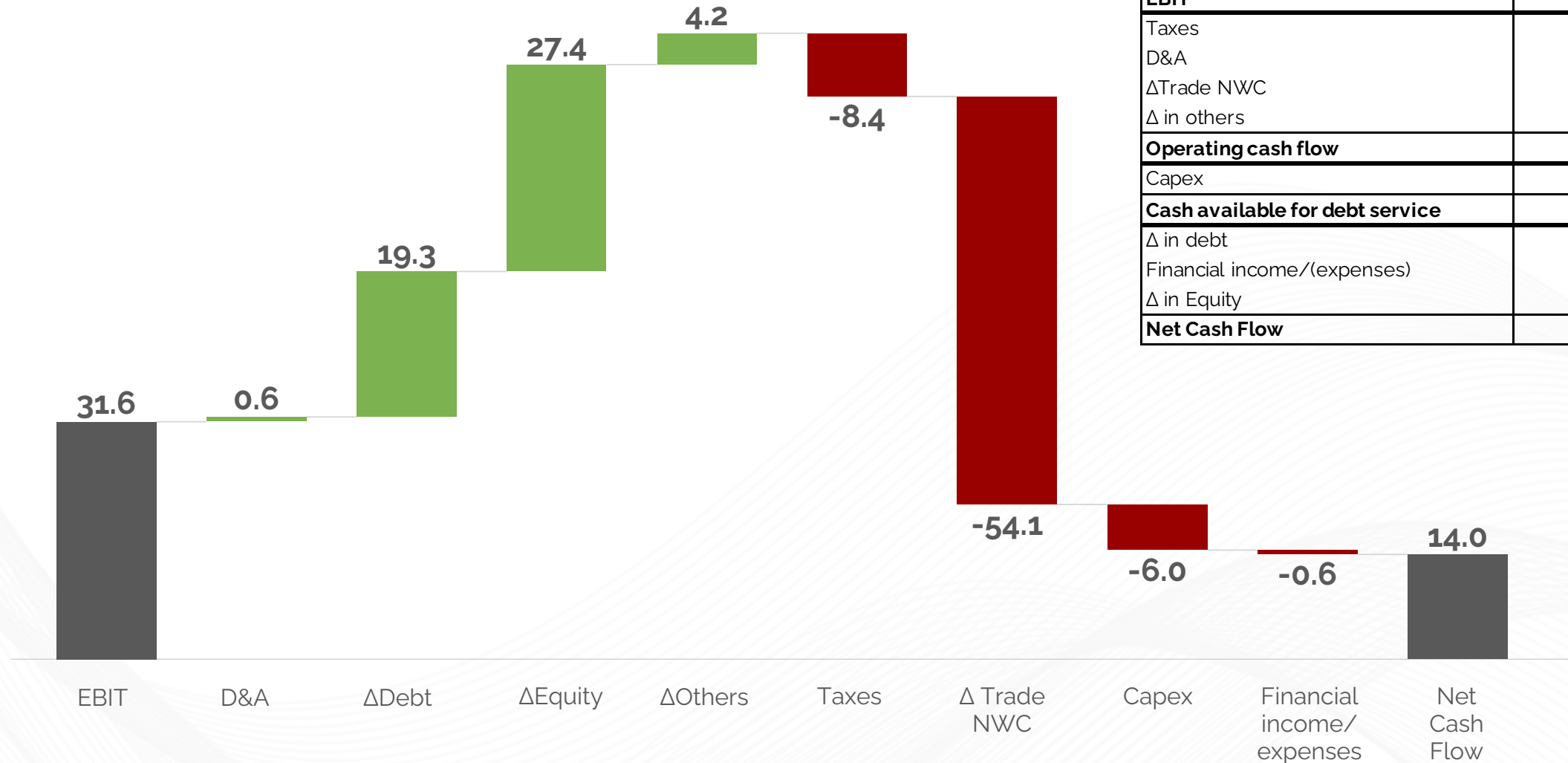
Values in €M



\*Mainly represented by capital raised at the IPO for 27.3 €mln

# Cash Flow Bridge

Values in €M



<b>EBIT</b>	<b>31.6</b>
Taxes	-8.4
D&A	0.6
ΔTrade NWC	-54.1
Δ in others	4.2
<b>Operating cash flow</b>	<b>-26.1</b>
Capex	-6.0
<b>Cash available for debt service</b>	<b>-32.2</b>
Δ in debt	19.3
Financial income/(expenses)	-0.6
Δ in Equity	27.4
<b>Net Cash Flow</b>	<b>14.0</b>

### 3. Strategic achievements and objectives

**1** Supply & Manufacturing

**2** Go -to-market

**3** zero CO<sub>2</sub> brand



## Strategies and objectives

# 1

# Supply & Manufacturing

Insourcing and industrialise production phases and pursue strategic M&A

Transfer in the new plant

9.000 sqm

New space acquisition

+11.000 sqm capacity

+23 people  
(Total 47)

Joint Venture  
with PylonTech

## Small&Large ESS

- **Pilot Plant Shell** for batteries assembly from cells **completed** (to produce 600-800 batteries/day – up to 4 MWh/day by end 2023)



## Extra Large ESS

- **In-house XL systems assembly line completed** (targeting 60 MWh/year capacity by end 2023)
- Start of series production of indoor **XL ESS branded ZeroCo2**



## EU Batteries manufacturing

- **Production and distribution of Made in Italy** lithium batteries with cobalt-free-technology which it will make also possible to further satisfy the **current demand in the US market** where Energy is already present.



# 2

## Go-to-market

Further expansion of the distribution model to larger clients and internationalisation.

**Consolidation of relationships**  
Italian Market

**Extension of the XL systems'**  
EU and North America

**New Industrial & Commercial clients**



### Small&Large ESS

- Retain the Italian market share while expanding export sales

### Extra Large ESS

- Burning Man in Nevada (US) – Sept 2022: Energy with an ESS of 114 KWh and a power of 18 KW has supplied self sufficient energy with high safety standards to the Burning Man Event
- XL Energy Storage project for a food industrial producer, first in-factory application, with 240 kW and 1.109 kWh in Italy



3

# zero CO<sub>2</sub> brand

Increasing brand visibility

Pushing the  
brand  
awareness

zeroCO<sub>2</sub>®



- **Small& Large;**  
Stackable systems: product ready, commercial activity started Rackable batteries 5KWh , suncharger zeroCO<sub>2</sub> for electrical vehicles (mono and three-phases)
- **ZeroCo2 XL ESS:** start of series production in the new plant
- Launched the **zeroCO<sub>2</sub> Mobile**, a portable storage system 470 Wh for outdoor activities







## 4. Q&A



**ANNEX**

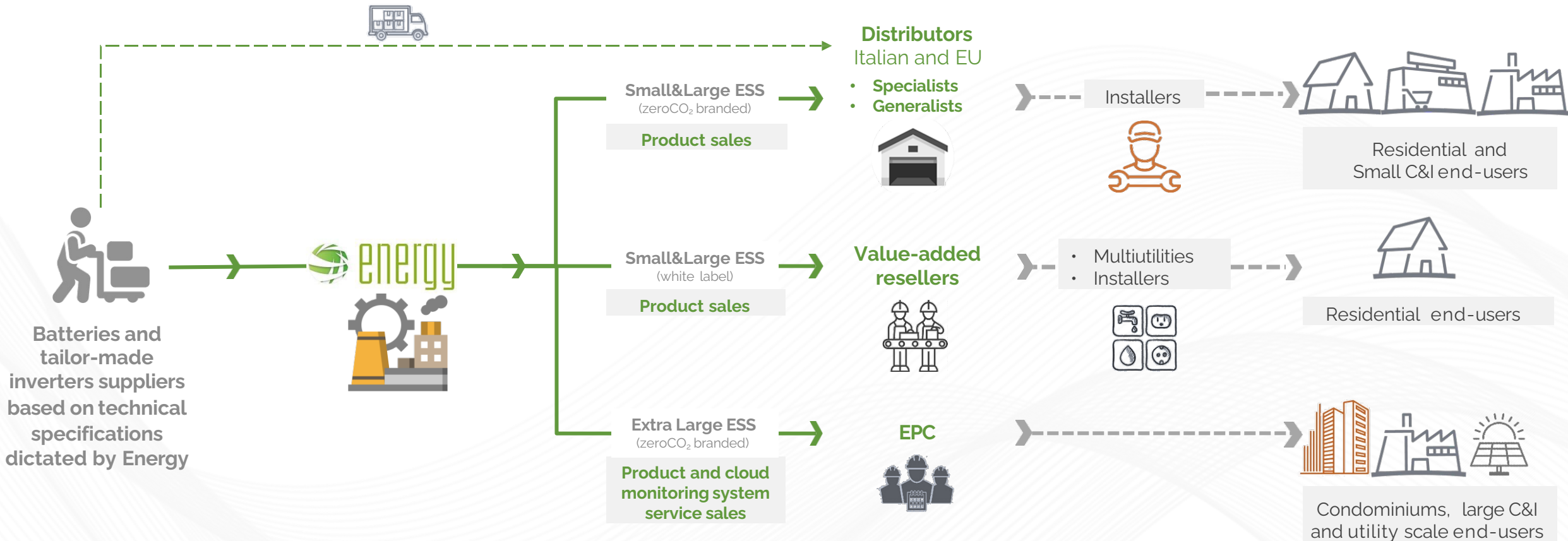
# Product offering detailed

**Energy** sources components from leading international suppliers, **combining them with proprietary software** and its products, sold under the **company's brand "zeroCO<sub>2</sub>"**.

	SMALL&LARGE ESS			EXTRA LARGE ESS
				
	<b>zeroCO<sub>2</sub> SMALL</b>	<b>zeroCO<sub>2</sub> LARGE</b>	<b>zeroCO<sub>2</sub> SUN CHARGER</b>	<b>zeroCO<sub>2</sub> EXTRA LARGE</b>
<b>GENERAL FEATURES</b>	<ul style="list-style-type: none"> <li>Hybrid single-phase inverter</li> <li>Power capacity: <b>3 kW - 6 kW</b></li> <li>Retrofit installation: Yes</li> </ul>	<ul style="list-style-type: none"> <li>Hybrid three-phase inverter</li> <li>Power capacity: <b>6 kW - 10 kW</b></li> <li>Retrofit installation: Yes</li> <li>Parallelizable <u>up to 10 units</u> (<b>100 kW max</b>)</li> </ul>	<ul style="list-style-type: none"> <li>Single-phase</li> <li><u>Three - phase</u> <b>New</b></li> <li>Power capacity: <b>7.3 kW</b></li> <li>Suitable with all zeroCO<sub>2</sub> products</li> <li>Also works stand-alone with meter (without inverter)</li> </ul>	<ul style="list-style-type: none"> <li><b>From 30kWh up to multiple MWh</b></li> <li>PCS power capacity: <b>30 kW or 60 kW</b> parallelizable (housed in cabinet together with EMS)</li> <li>Retrofit installation: Yes</li> <li>Assemblable also in containers</li> </ul>
<b>END-USER</b>	<ul style="list-style-type: none"> <li><b>Homes</b></li> </ul>	<ul style="list-style-type: none"> <li><b>Homes and small condominiums</b></li> <li><b>Small C&amp;I</b></li> </ul>	<ul style="list-style-type: none"> <li><b>Homes and small condominiums</b></li> <li><b>Small C&amp;I</b></li> </ul>	<ul style="list-style-type: none"> <li><b>Smart-grid and Utilities</b></li> <li><b>Energy-consuming firms</b></li> <li><b>Large-scale C&amp;I</b></li> <li><b>Large condominiums</b></li> </ul>
<b>THIRD PARTIES' COMPONENTS</b>	<ul style="list-style-type: none"> <li>Low voltage batteries, <u>including 5 kWh capacity batteries</u> <b>New</b></li> </ul>	<ul style="list-style-type: none"> <li>High voltage batteries</li> </ul>		<ul style="list-style-type: none"> <li>Powercube (battery modules + BMS)</li> <li>PCS and EMS hardware</li> <li>Cabinets</li> </ul>

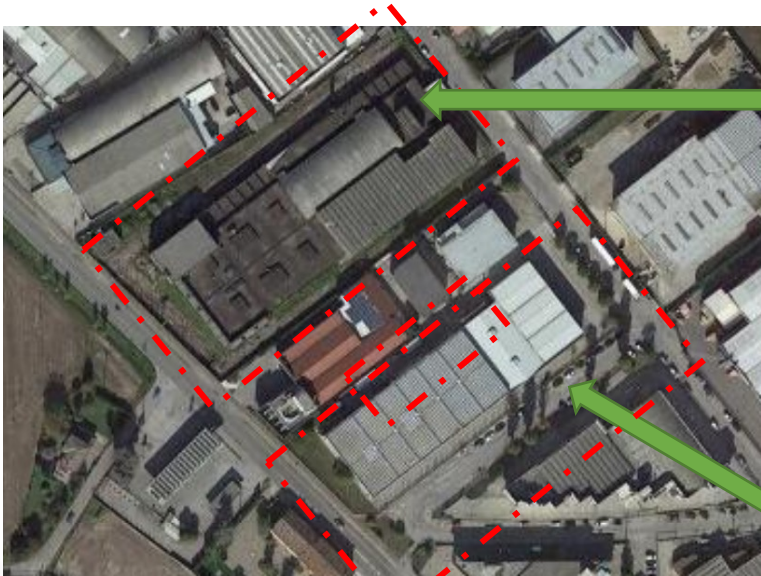
# Go-to-market

*Energy's sales network consists of both electrical goods distributors and photovoltaic specialists. Energy also works with large European EPCs. The proximity of Energy's logistics to the headquarters of the main distributors has led the company to have solid partnerships with major market players in Italy and Europe. Energy does not sell directly to the final consumer.*



# Production facilities

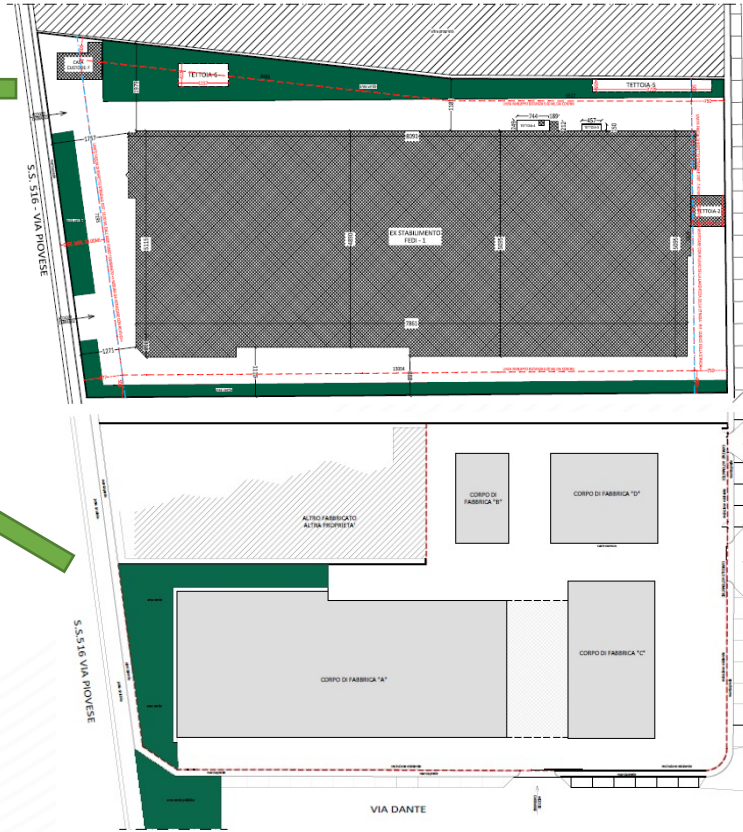
*Energy's new production and office facilities located near Padua (c. 9,000 sqm) allow to achieve the full-scale production of Extra Large ESS. In H2 2022, Energy acquired an additional production area of 11,000 m sqm close to the existing plant for a **total of c. 20,000 sqm***



**TARGET PRODUCTION CAPACITY**

**Small & Large:** up to 4MWh/year (600-800 batteries/day)

**Extra Large:** up to 60 MWh/year by end of 2023



**Neighbouring area acquired Sept 2022:**  
**11,000 sqm total area, 6,000 sqm covered**

- **Address:** Via dell'Industria 8/10, Sant'Angelo di Piove di Sacco (PD)
- **Current main area (accessed May 2022):**
  - **Plant: 9,185 sqm total area, 4,613 sqm covered**
    - 3,023 sqm production and warehouse
    - 1,070 sqm offices
    - 520 sqm R&D labs
  - Covered truck load/download area
  - Batteries independent warehouse
  - Office room for all company functions
  - Separate building for R&D and testing
  - Two overhead cranes available
  - High power supply available

# Shareholding and governance

**Energy** was founded in 2013 by **Davide Tinazzi** and **Andrea Taffurelli**, with the financial support of the Ghirlanda family (through their company Euroguarco) and Mrs. Hongwu Sun.

Shareholding	N. Shares	N. PAS	Tot. Shares	% on share capital
Davide Tinazzi	10.340.139	1.899.792	12.239.931	19,94%
Andrea Taffurelli	10.340.139	1.899.792	12.239.931	19,94%
Sun Hongwu*	10.319.500	1.896.000	12.215.500	19,90%
Euroguarco S.p.A.**	10.278.222	1.888.416	12.166.638	19,83%
RPS***	4.166.500	-	4.166.500	6,79%
Mercato****	8.346.500	-	8.346.500	13,60%
<b>Total</b>	<b>53.791.000</b>	<b>7.584.000</b>	<b>61.375.00</b>	<b>100,0%</b>

- Board of Directors
  - A. Granuzzo: Chairman – Independent Director
  - D. Tinazzi: CEO
  - A. Taffurelli: CTO

- Statutory Auditors: Marco Bernardis, Renato Bogoni, Dante Carolo, Aldo Travain, Inge Bisinella

- Audit Company:



\* Chinese businesswoman who introduced Mr. Tinazzi and Taffurelli to the Chinese market in 2013. Her family owns a company involved in the production of expanded graphite

\*\* Company involved in the manufacturing of gaskets and insulating materials for the oil & gas industry belonging to the Ghirlanda family

\*\*\* Cornerstone Investor

\*\*\*\*the free float considering the 53.791.000 shares admitted to trading is 15,52%, post conversion of the first tranche of n. 3.792.000 PAS into ordinary shares occurred on May 15, 2023, since the EBITDA target 2022 has been achieved, in accordance with the provisions of the Bylaws.



# P&L Statement

P&L (EUR M)*	2019A	%	2020A	%	2021A	%	2022A	%
<b>REVENUES</b>	<b>12.5</b>	<b>100,0%</b>	<b>20.3</b>	<b>100.0%</b>	<b>51.5</b>	<b>100.0%</b>	<b>126.5</b>	<b>100.0%</b>
CAPITALIZED EXPENSES	0.3	2.2%	0.4	1.9%	0.0	0.1%	0.4	0.3%
OTHER REVENUES AND INCOME	0.3	1.2%	0.2	0.9%	0.2	0.4%	0.4	0.3%
RAW MATERIALS	(9.9)	(79.3%)	(16.2)	(79.7%)	(38.2)	(74.2%)	(87.1)	(68.9%)
SERVICES COSTS	(1.3)	(10.0%)	(1.8)	(9.1%)	(1.9)	(3.6%)	(5.8)	(4.6%)
PERSONNEL	(0.5)	(4.1%)	(0.7)	(3.4%)	(1.1)	(2.1%)	(1.9)	(1.5%)
OTHER COSTS	(0.2)	1.2%	(0.1)	(0.3%)	(0.2)	(0.3%)	(0.3)	(0.2%)
<b>EBITDA</b>	<b>1.2</b>	<b>10.0%</b>	<b>2.1</b>	<b>10.3%</b>	<b>10.4</b>	<b>20.2%</b>	<b>32.2</b>	<b>25.4%</b>
DEPRECIATION AND AMORTIZATION	(0.2)	(1.6%)	(0.3)	(1.2%)	(0.3)	(0.6%)	(0.6)	(0.5%)
<b>EBIT</b>	<b>1.1</b>	<b>8.4%</b>	<b>1.8</b>	<b>9.0%</b>	<b>10.1</b>	<b>19.7%</b>	<b>31.6</b>	<b>25.0%</b>
FINANCIAL INCOME / (EXPENSES)	(0.1)	(1.0%)	(0.1)	(0.6%)	(0.2)	(0.3%)	(0.6)	(0.5%)
<b>EBT</b>	<b>0.9</b>	<b>7.4%</b>	<b>1.7</b>	<b>8.5%</b>	<b>10.0</b>	<b>19.3%</b>	<b>31.0</b>	<b>24.5%</b>
INCOME TAXES	(0.2)	(1.9%)	(0.4)	(1.9%)	(2.6)	(5.0%)	(8.4)	(6.6%)
<b>NET INCOME</b>	<b>0.7</b>	<b>5.5%</b>	<b>1.3</b>	<b>6.6%</b>	<b>7.4</b>	<b>14.3%</b>	<b>22.6</b>	<b>17.9%</b>

\* FY 2021A and FY2022A full audit. Other financial figures unaudited

# Balance Sheet

Balance sheet (EUR M)*	2019A	2020A	2021A	2022A
Intangible fixed asset	0.5	0.7	0.5	4.3
Tangible fixed asset	0.0	0.0	0.0	1.6
Financial asset	0.0	0.0	0.1	0.2
<b>Net Fixed asset</b>	<b>0.5</b>	<b>0.7</b>	<b>0.6</b>	<b>6.1</b>
Inventory	1.8	4.8	6.7	61.3
Trade receivables	0.7	2.8	9.7	23.1
Trade payables	(0.5)	(1.4)	(1.7)	(15.6)
<b>Trade NWC</b>	<b>2.1</b>	<b>6.2</b>	<b>14.7</b>	<b>68.8</b>
Other assets	1.0	0.6	1.6	0.3
Other liabilities	(1.0)	(1.3)	(3.9)	(6.8)
<b>Net working capital (NWC)</b>	<b>2.0</b>	<b>5.5</b>	<b>12.4</b>	<b>62.3</b>
Severance indemnity funds and others	(0.1)	(0.2)	(0.3)	(0.3)
<b>Net Invested Capital</b>	<b>2.4</b>	<b>6.0</b>	<b>12.7</b>	<b>68.1</b>
<b>Equity</b>	<b>1.2</b>	<b>2.6</b>	<b>9.9</b>	<b>59.9</b>
Short term debt	2.6	2.5	2.5	18.6
Medium/long term debt	0.1	1.7	2.4	5.5
Cash available	(1.6)	(0.8)	(2.0)	(16.0)
<b>Net Debt</b>	<b>1.2</b>	<b>3.5</b>	<b>2.9</b>	<b>8.2</b>
<b>Total Funds</b>	<b>2.4</b>	<b>6.0</b>	<b>12.7</b>	<b>68.1</b>

\* FY 2021A and FY2022A full audit. Other financial figures unaudited

# Cash Flow

Cash flow (EUR m)*	2019A	2020A	2021A	2022A
<b>EBIT</b>	<b>1.1</b>	<b>1.8</b>	<b>10.1</b>	<b>31.6</b>
Income taxes	(0.2)	(0.4)	(2.6)	(8.4)
Depreciation and amortization	0.2	0.3	0.3	0.6
Change in trade NWC	(0.2)	(4.1)	(7.1)	(54.1)
Change in other assets (liabilities). Severance indemnity funds and others	0.1	0.7	0.3	4.2
<b>Operating cash flow</b>	<b>1.0</b>	<b>(1.7)</b>	<b>1.1</b>	<b>(26.1)</b>
Capex**	(0.3)	(0.5)	(0.2)	(6.0)
<b>Cash available for debt service</b>	<b>0.7</b>	<b>(2.2)</b>	<b>0.8</b>	<b>(32.2)</b>
Change in debt	0.8	1.5	0.6	19.3
Financial income / (expenses)	(0.1)	(0.1)	(0.2)	(0.6)
Change in Equity	-	0.0	0.0	27.4
<b>Net Cash Flow</b>	<b>1.3</b>	<b>(0.8)</b>	<b>1.2</b>	<b>14.0</b>

<b>Cash BoP</b>	<b>0.3</b>	<b>1.6</b>	<b>0.8</b>	<b>2.0</b>
<b>Net Cash Flow</b>	<b>1.3</b>	<b>(0.8)</b>	<b>1.2</b>	<b>14.0</b>
<b>Cash EoP</b>	<b>1.6</b>	<b>0.8</b>	<b>2.0</b>	<b>16.0</b>

\* FY 2021A and FY2022A full audit. Other financial figures unaudited

# THANK YOU!



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