

FISCAL YEAR 2022 EARNINGS PRESENTATION

September 2022



Disclaimer

Forward-Looking Statements

This presentation includes “forward-looking statements” within the meaning of Section 27A of the Securities Act and Section 21E of the Securities Exchange Act of 1934, as amended, also known as the Private Securities Litigation Reform Act of 1995. Any express or implied statements contained in this presentation that are not statements of historical fact and generally relate to future events, hopes, intentions, strategies, or performance may be deemed to be forward-looking statements. Words such as “expect,” “estimate,” “project,” “budget,” “forecast,” “anticipate,” “intend,” “plan,” “may,” “will,” “could,” “should,” “might,” “possible,” “believe,” “predict,” “potential,” “continue,” “aim,” “strive,” and similar expressions may identify such forward-looking statements, but the absence of these words does not mean that a statement is not forward-looking. These forward-looking statements involve significant risks and uncertainties that could cause the actual results to differ materially from the expressed or implied forwarding-looking statements, including, but not limited to: our history of losses; the ability to successfully manage our growth; the adoption and demand for electronic vehicles including the success of alternative fuels, changes to rebates, tax credits, and the impact of government incentives; the accuracy of our forecasts and projections including those regarding our market opportunity; competition; our ability to secure financing; delays in our manufacturing plans; losses or disruptions in supply or manufacturing partners; risks related to our technology, intellectual property and infrastructure; exemptions to certain U.S. securities laws as a result of our status as a foreign private issuer; and other important factors discussed under the caption “Risk Factors” in the various filings with the Securities and Exchange Commission (the “SEC”) by Tritium DCFC Limited (the “Company”), as such factors may be updated from time to time in the Company’s other filings with the SEC, accessible on the SEC’s website at www.sec.gov and the Investors Relations section of Company’s website at <https://investors.tritiumcharging.com/>. Any investors should carefully consider the risks and uncertainties described in the documents filed by the Company from time to time with the SEC as most of the factors are outside the Company’s control and are difficult to predict. As a result, the Company’s actual results may differ from its expectations, estimates and projections and consequently, such forward-looking statements should not be relied upon as predictions of future events. The Company cautions not to place undue reliance upon any forward-looking statements, including projections, which speak only as to management expectations and beliefs as of the date they are made. The Company disclaims any obligation or undertaking to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, other than to the extent required by applicable law.

No Offer

This presentation is for informational purposes only and it does not represent an offer to sell or the solicitation of an offer to buy any of the Company’s securities. There will be no sale of the Company’s securities in any jurisdiction in which one would be unlawful.

Presentation of Information

Unless otherwise indicated, references to a particular “fiscal year” are to our fiscal year ended June 30 of that year. References to a year other than a “fiscal” or “fiscal year” are to the calendar year ended December 31.

Trademarks

The companies depicted in the photographs herein, or any third-party trademarks, including names, logos and brands, referenced by the Company in this presentation, are the property of their respective owners. All references to third-party trademarks are for identification purposes only and shall be considered nominative fair use under trademark law. Further, none of these companies are affiliated with the Company in any manner.

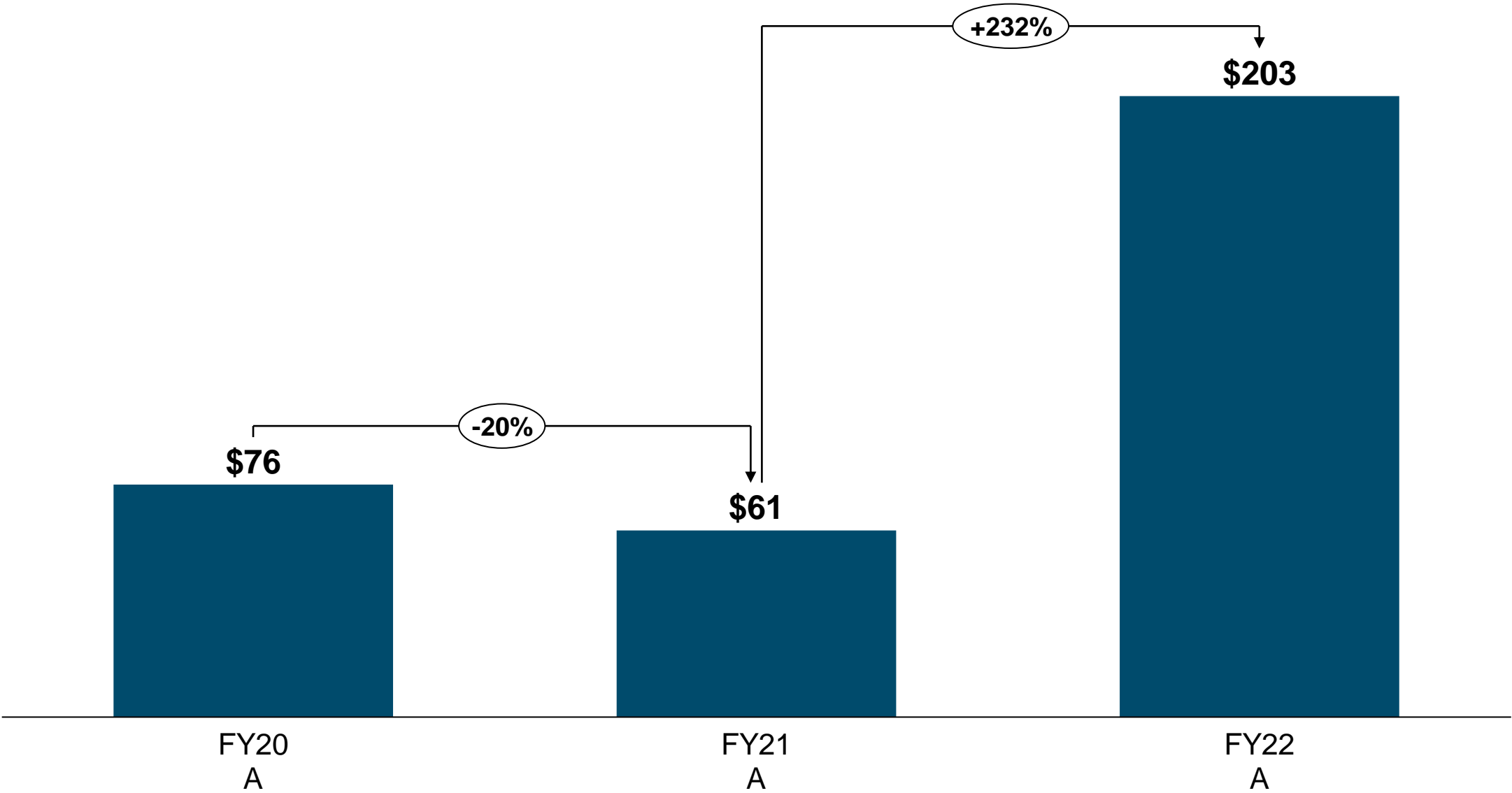


FISCAL YEAR 2022 FINANCIALS



Sales Orders

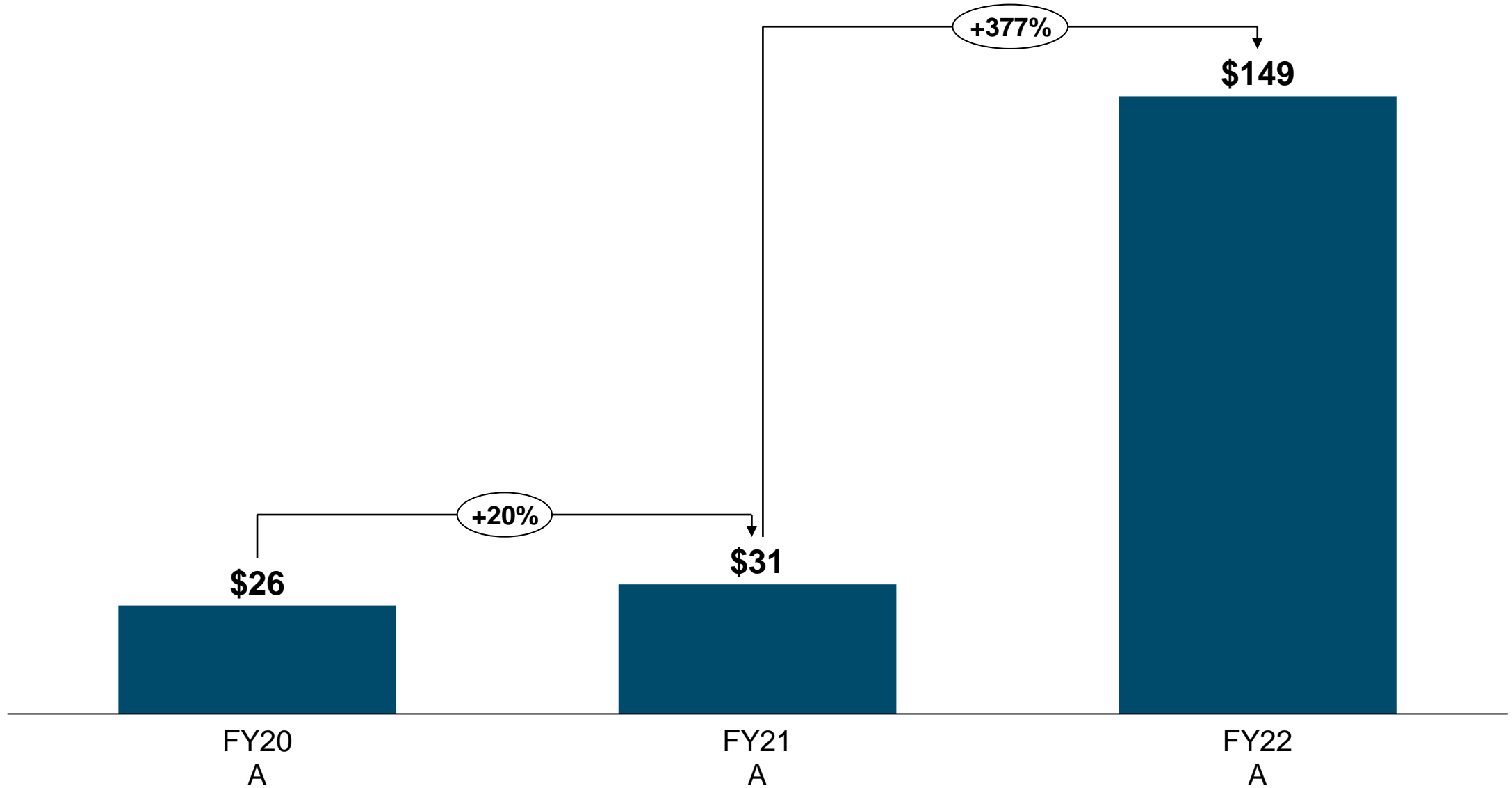
USD millions



Fiscal year ends occur on June 30 of 2020, 2021, and 2022

Backlog

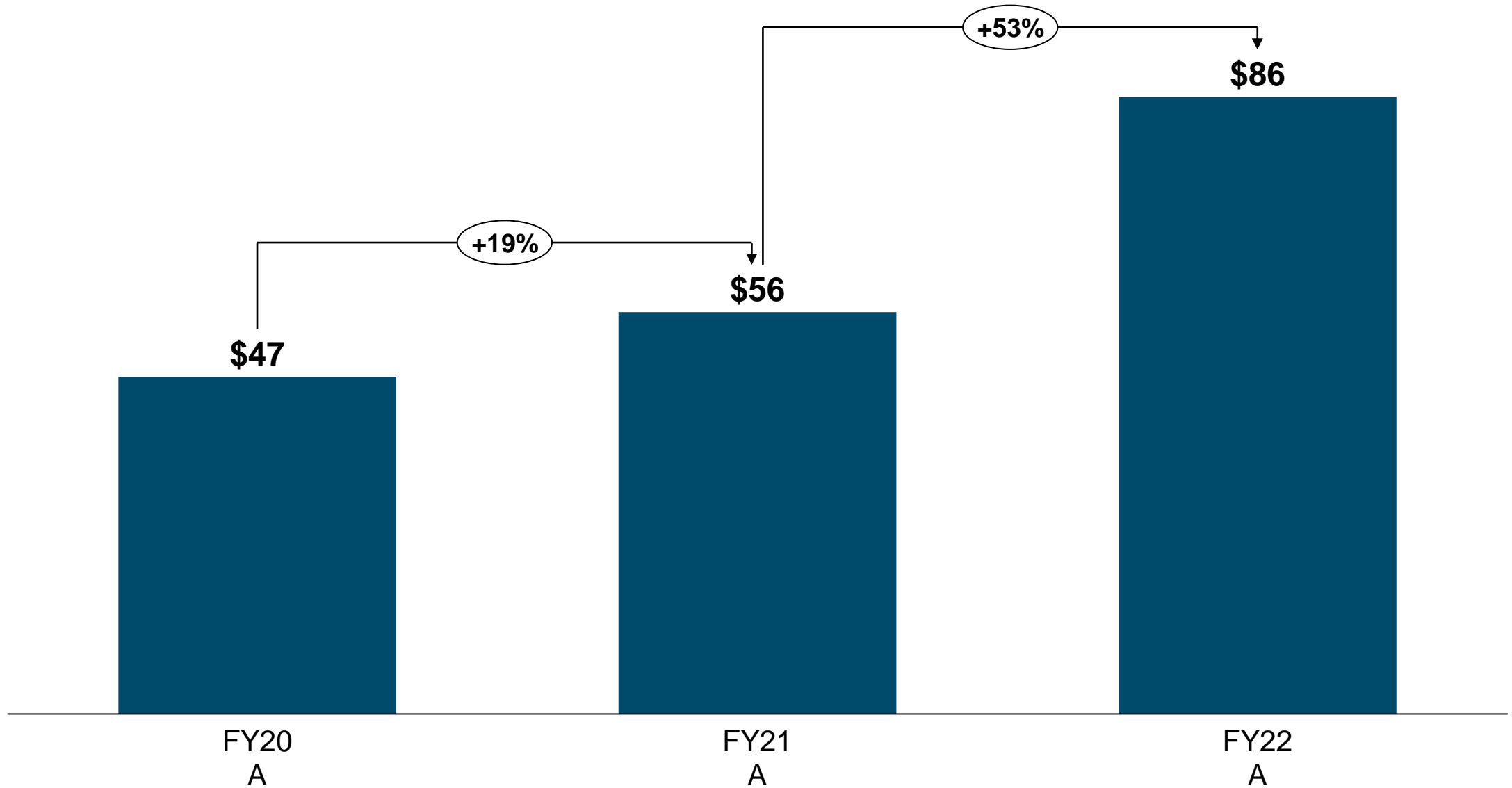
USD millions



Fiscal year ends occur on June 30 of 2020, 2021, and 2022

Revenue

USD millions



Fiscal year ends occur on June 30 of 2020, 2021, and 2022

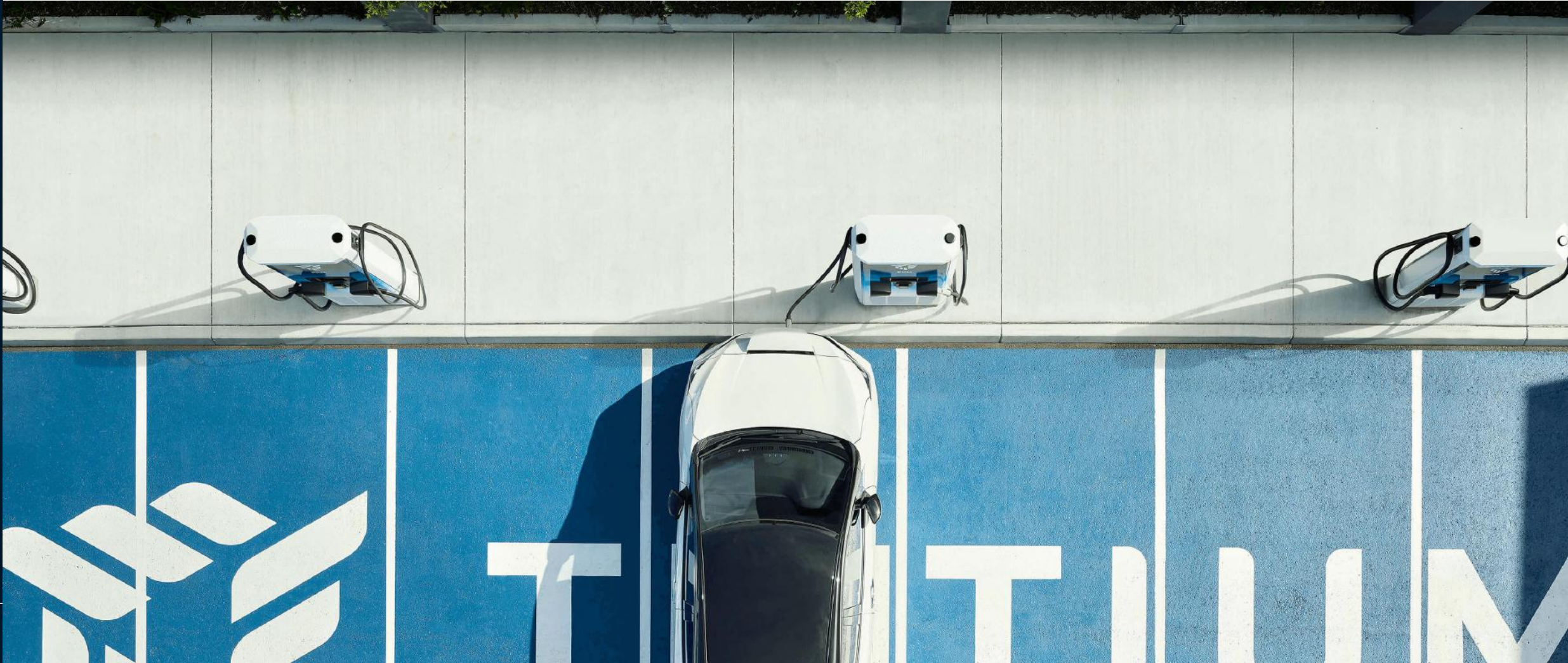


BUSINESS UPDATE



Our Mission

Electrify Transportation

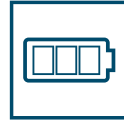


Tritium Overview



7,600+

DC fast chargers,
~11k connectors sold



15k+

High-powered charging
sessions per day



42

Countries with
Tritium chargers



4

Global production
and testing facilities



550+

Staff across
the globe

Statistics as of August 2022



Strong Global Market Share

Tritium Global Offices



North America

~20%
United States
Market Share⁽¹⁾

103 FTE

YEAR END 30 JUN 2022
REVENUE



Europe

~10%
European
Market Share⁽¹⁾

59 FTE



Asia Pacific

>75%
Australian
& New Zealand
Market Share⁽¹⁾

394 FTE



(1) As of August 2022, based on public DC chargers, excluding Tesla

Diverse Blue-Chip Customer Base



enel x

IONITY



pod POINT

blink



SIEMENS

EVIE
GO ELECTRIC. GO ANYWHERE



INSTAVOLT



EASYGO.ie



“






I'm delighted that with this new global agreement with Tritium, it will help bp pulse deliver its mission to provide fast, reliable charging for EV drivers and to accelerate the roll-out of the charging infrastructure needed as the world transitions to decarbonise road transport.

”

Richard Bartlett, Vice President, bp pulse



Established Pioneer with a Differentiated Product

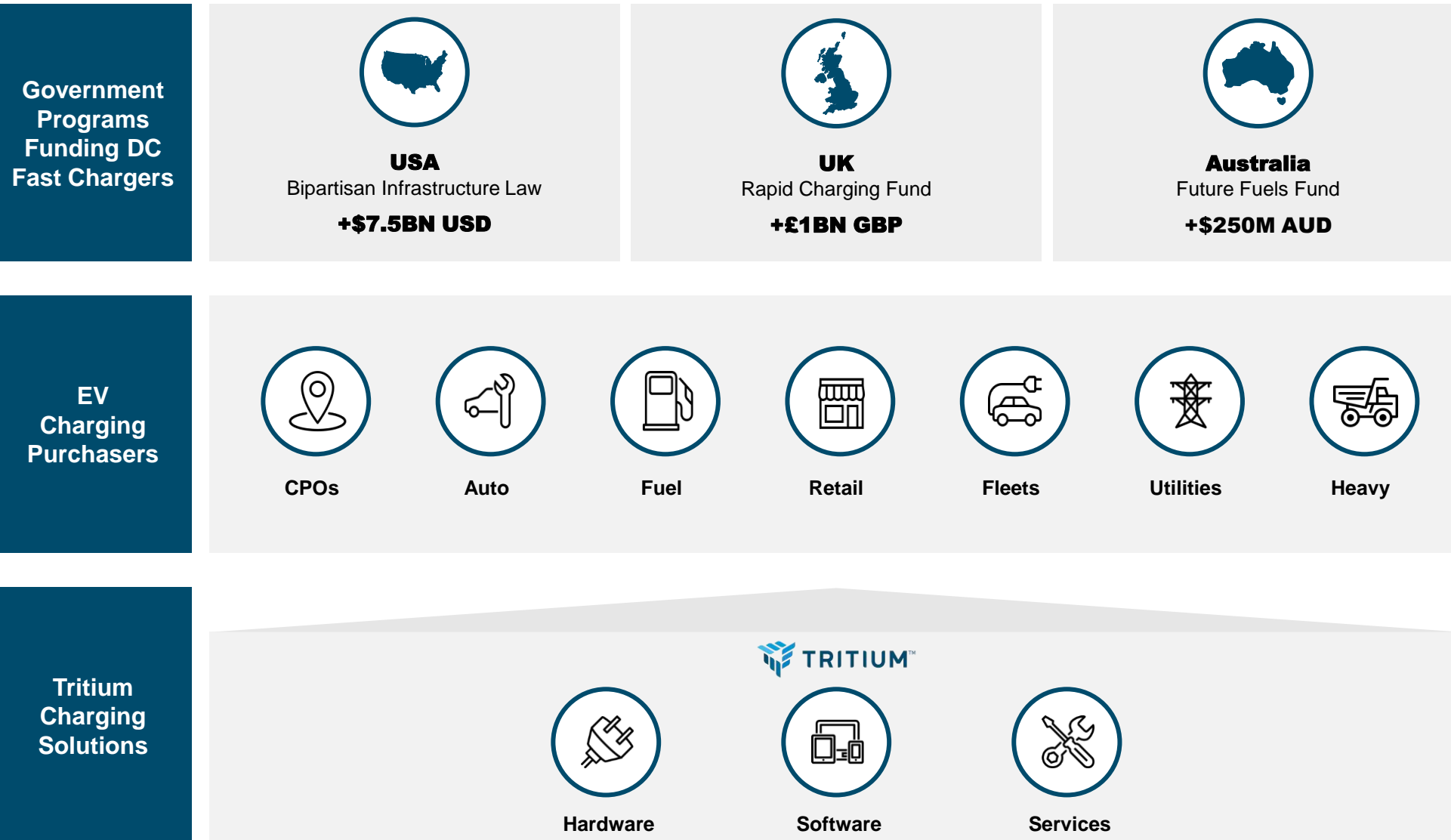
 Accelerating Market Opportunity	 Leading Global DCFC Manufacturer	 DCFC Focus & Technology Innovation	 Robust Future Revenue Opportunities	 Strong Financial Profile
<ul style="list-style-type: none"> ▪ Rapidly growing total addressable market (TAM) ▪ Charging market expected to outpace EV adoption ▪ DC fast charging is a critical component for the successful EV transition 	<ul style="list-style-type: none"> ▪ Diversified base of blue-chip, global customers ▪ Scaling to expected 30k unit capacity p.a. in Tennessee facility ▪ Increasing services revenue streams 	<ul style="list-style-type: none"> ▪ Demonstrated record of innovative differentiation ▪ High barriers to entry across entire portfolio ▪ Exclusive focus on DC fast charging 	<ul style="list-style-type: none"> ▪ Full solution of hardware, software, and ongoing maintenance services ▪ Trailing revenues include ongoing spare parts sales ▪ Software platform provides real-time charger status updates 	<ul style="list-style-type: none"> ▪ Record fiscal year sales of \$203 million and record backlog of \$149 million ▪ \$150 million 3-year lending facility and a \$75 million committed equity facility ▪ Established manufacturing and operational structure

Fast Chargers for Any Environment



Government Investments Flow to Charging OEMs

Huge government investment in charging infrastructure across many Tritium target segments



Note: CPOs: charge point operators
Government programs are examples and inexhaustive

Successful Start to 2022

Continued momentum through key customer wins, Tennessee factory opening, and new financing package

Recent Business Wins



Initial order of
1,000 chargers
Global



Additional 250
chargers
US



Largest mobility
retailer
Global



Additional 300
chargers
US



Additional 250
chargers
UK



100 chargers for
MFG forecourts
UK

Key Executive Appointments

- Rob Topol - Incoming Chief Financial Officer
- David Nicholl - Chief Sales Officer
- Keith Hutchison - Chief People Officer
- Michael Collins - General Counsel & Company Secretary

Financing

- Existing \$90 million senior debt facility from Cigna & Barings extended by \$60 million to a \$150 million facility
- A committed equity facility for up to \$75 million has been established with B. Riley

Key Manufacturing Milestones

- Following successful launch in August 2022, the Tennessee factory to have 6,000 unit capacity by December 2022
- Full capacity expected to be 30,000 units per annum
- Tritium DC fast chargers expected to qualify for NEVI and Buy America requirements in 2023
- Tennessee factory already hitting takt time records

Tennessee Facility



Tritium Opens Tennessee Facility for Global Production

Production expansion in 2022 and beyond

President Biden



"The new manufacturing facility that Tritium announced today is more than just great news for Tennessee. This is great news for workers across the country, for the economy and, frankly, for the planet."

USA Production – Established in 2022



Ramp up production capacity



Reduce supply chain & freight costs



Increase speed to market



Buy America & NEVI compliant



New Tennessee Facility Opened in Q3 2022

Current Facility Transitions to APAC Builds



6k

2022 Annualized Capacity
Expected DCFC unit capacity p.a.⁽¹⁾

30k

Expansion Capacity
Expected DCFC unit capacity p.a.

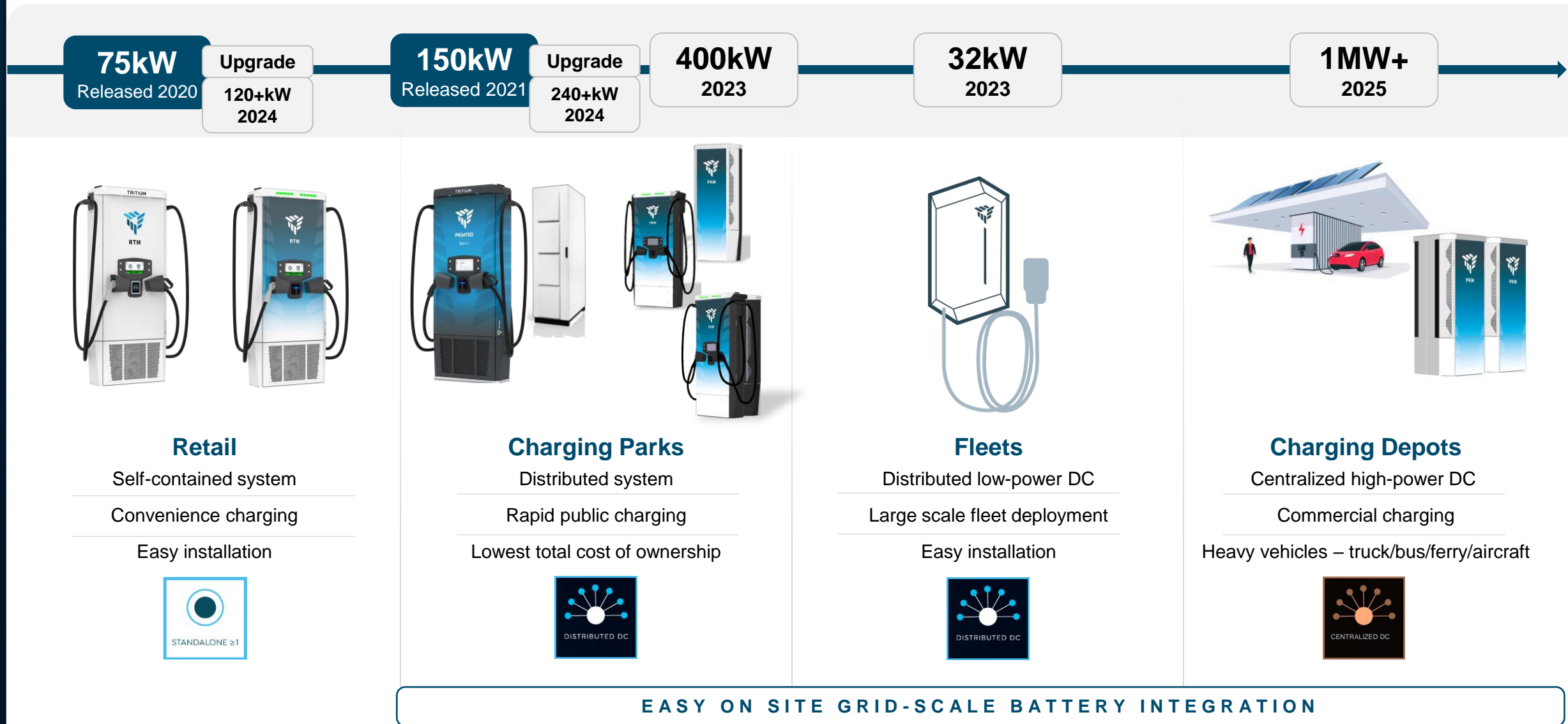


5k

Established Capacity
DCFC unit capacity p.a.

(1) Expected annualized capacity by December 2022

Product Roadmap



Note: The product roadmap is subject to change

FINANCIAL STATEMENTS



Consolidated Statements of Operations and Comprehensive Loss

For the years ended June 30, 2022, 2021, and 2020

	Year Ended June 30, 2022 \$'000	Year Ended June 30, 2021 \$'000	Year Ended June 30, 2020 \$'000
Revenue			
Service and maintenance revenue – external parties	4,989	2,594	5,489
Service and maintenance revenue – related parties	-	1	2
Hardware revenue – external parties	69,243	32,299	34,095
Hardware revenue – related parties	11,589	21,263	7,383
Total revenue	85,821	56,157	46,969
Cost of goods sold			
Service and maintenance - costs of goods sold	(3,778)	(2,873)	(2,138)
Hardware – cost of goods sold	(82,383)	(55,188)	(45,805)
Total cost of goods sold	(86,161)	(58,061)	(47,943)
Selling, general and administration expense	(74,323)	(31,624)	(23,615)
Product development expense	(14,031)	(10,521)	(9,548)
Foreign exchange gain/(loss)	(4,208)	(1,436)	(231)
Total operating costs and expenses	(92,562)	(43,581)	(33,394)
Loss from operations	(92,902)	(45,485)	(34,368)
Other income (expense), net			
Finance costs	(18,136)	(8,795)	(1,509)
Transaction and offering related fees	(6,783)	(4,794)	-
Fair value movements - derivatives and warrants	(9,782)	(5,947)	-
Other income	61	1,940	1,433
Total other expenses and other income	(34,640)	(17,596)	(76)
(Loss) before income taxes	(127,542)	(63,081)	(34,444)
Income tax expense	(20)	(11)	-
Net (loss)	(127,562)	(63,092)	(34,444)
Net (loss) per common share			
Net (loss) per common share attributable to common shareholders	(127,562)	(63,092)	(34,444)
Basic and diluted – common shares	(1.01)	(0.58)	(0.33)
Basic and diluted – C shares	-	(0.58)	(0.33)
Weighted average shares outstanding			
Basic and diluted – common shares	126,814,171	99,915,563	97,565,239
Basic and diluted – C shares	-	8,047,417	8,047,417
Comprehensive Loss			
Net (loss)	(127,562)	(63,092)	(34,444)
Other comprehensive (loss) (net of tax)			
Change in foreign currency translation adjustment	7,336	(136)	(600)
Total other comprehensive (loss) (net of tax)	7,336	(136)	(600)
Total comprehensive (loss)	(120,226)	(63,228)	(35,044)

Consolidated Statements of Financial Position

As of June 30, 2022 and 2021

	As of June 30, 2022 \$'000	As of June 30, 2021 \$'000
Assets		
Cash and cash equivalents	70,753	6,157
Accounts receivable - related parties	16	2,991
Accounts receivable - external parties	30,816	11,318
Accounts receivable - allowance for expected credit losses	(275)	(227)
Inventory	55,706	36,430
Prepaid expenses	4,873	918
Deposits	15,675	4,912
<i>Total current assets</i>	<i>177,564</i>	<i>62,499</i>
Property, plant and equipment, net	11,151	5,689
Operating lease right of use assets, net	24,640	18,312
Deposits	-	1,350
<i>Total non-current assets</i>	<i>35,791</i>	<i>25,351</i>
Total assets	213,355	87,850
Liabilities and Shareholders' Deficit		
Accounts Payable	47,603	17,135
Borrowings	74	36,571
Contract liabilities	37,727	9,198
Employee benefits	2,653	2,037
Other provisions	27,623	5,349
Obligations under operating leases	4,020	2,941
Financial instruments – derivative	-	874
Other current liabilities	2,939	6,101
Warrants	12,340	-
<i>Total current liabilities</i>	<i>134,979</i>	<i>80,206</i>
Obligations under operating leases	25,556	17,660
Contract liabilities	2,231	1,618
Employee benefits	217	125
Borrowings net of unamortized issuance costs	88,269	37,369
Related party borrowings	-	6,392
Other provisions	2,652	2,541
Financial instruments - derivative	-	5,947
Other non-current liabilities	-	-
<i>Total non-current liabilities</i>	<i>118,925</i>	<i>71,652</i>
Total liabilities	253,904	151,858
Commitments and Contingent liabilities		
Shareholders' Deficit		
Common stock, no par value, unlimited stock authorized at June 2022, 153,094,269 shares issued (107,806,361 legacy Tritium common shares as of June 2021); 148,893,898 shares outstanding as of June 2022 (99,915,561 legacy Tritium common shares as of June 2021)	227,268	92,809
Treasury shares, 4,200,371 as of June 30, 2022 (7,890,800 as of June 2021)	-	-
Legacy Tritium Class C shares, no par value, unlimited shares authorized at June 2021, 8,052,499 shares issued and outstanding as of June 2021 (Nil as of June 2022)	-	4,383
Additional paid in capital	19,210	5,601
Accumulated other comprehensive income (loss)	3,640	-3,696
Accumulated deficit	(290,667)	(163,105)
<i>Total Shareholders' deficit</i>	<i>(40,549)</i>	<i>(64,008)</i>
Total Liabilities, and Shareholders' deficit	213,355	87,850

Consolidated Statements of Cash Flows

For the years ended June 30, 2022, 2021, and 2020

	Year Ended June 30, 2022 \$'000	Year Ended June 30, 2021 \$'000	Year Ended June 30, 2020 \$'000
Cash flows from operating activities			
Net loss	(127,562)	(63,092)	(34,444)
Reconciliation of net loss to net cash used in operating activities			
Share-based compensation expense	28,188	8,371	-
Foreign exchange gains or losses	-	1,436	213
Depreciation expense	2,198	2,312	1,309
Borrowing costs	1,518	-	725
Fair value movements – derivatives and warrants	9,782	5,947	-
Adjustment for capitalized interest	12,761	8,559	-
Changes in operating assets and liabilities			
Accounts receivable	(16,475)	(1,063)	(4,755)
Inventory	(19,276)	(8,771)	(2,455)
Accounts payable	3,263	6,619	(1,085)
Employee benefits	708	720	507
Other liabilities	37,020	9,069	1,800
Other assets	(18,965)	(2,567)	(2,269)
Net cash used in operating activities	(86,840)	(32,460)	(40,436)
Cash flows from investing activities			
Payments for property, plant and equipment	(7,023)	(2,572)	(1,309)
Net cash used in investing activities	(7,023)	(2,572)	(1,309)
Cash flows from financing activities			
Proceeds from issuance of Common Stock in the Business Combination	53,182	-	-
Transaction costs paid	(3,808)	-	-
Proceeds from the exercise of warrants	26,572	-	-
Proceeds from issuance of Common Stock pursuant to the PIPE Financing	15,000	-	-
Proceeds from issuance of Common Stock pursuant to the Option Agreements	45,000	-	-
Proceeds from issuance of legacy Tritium ordinary shares	-	-	23,677
Proceeds from borrowings – external parties	117,527	-	33,029
Proceeds from borrowings – related parties	-	-	5,150
Proceeds from convertible notes including derivative	-	33,367	-
Transaction costs for borrowings	(3,888)	-	(1,162)
Repayment of borrowings - external parties	(77,351)	-	(12,392)
Repayment of borrowings - related parties	(6,414)	-	-
Waiver of related party's option to acquire Tritium	(6,816)	-	-
Net cash provided by financing activities	159,004	33,367	48,302
Effects of exchange rate changes on cash and cash equivalents	(545)	120	(60)
Net increase / (decrease) in cash and cash equivalents	65,141	(1,665)	6,557
Cash and cash equivalents at the beginning of the period	6,157	7,702	1,205
Cash and cash equivalents end of the period	70,753	6,157	7,702



PHOTOS



Tennessee Factory – Aerial View



Tennessee Factory – End-of-Line Test Bay



Tennessee Factory – Grand Opening Team Celebration







