



# 34th Annual Roth Conference

Conference Presentation

March 2022



Nasdaq: DCFC

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# Enabling Clean Energy Through DC Fast Charging Infrastructure

## Global Reach

Global sales and service footprint across 4 continents

**6,700+**

DC fast chargers (>50kW) sold

**41**

Countries with Tritium chargers

**3.6+ million**

High-power charging sessions delivered

**55+ GWh**

Energy delivered

**1 Minute**

Time to add 20 miles with a 350kW charger

## Intellectual Property

The only liquid cooled, IP65 rated charger technology

## Software Capability

Market leading telemetry data streams through Tritium Pulse

**100+**

High-quality customers and growing

## First Mover Advantage

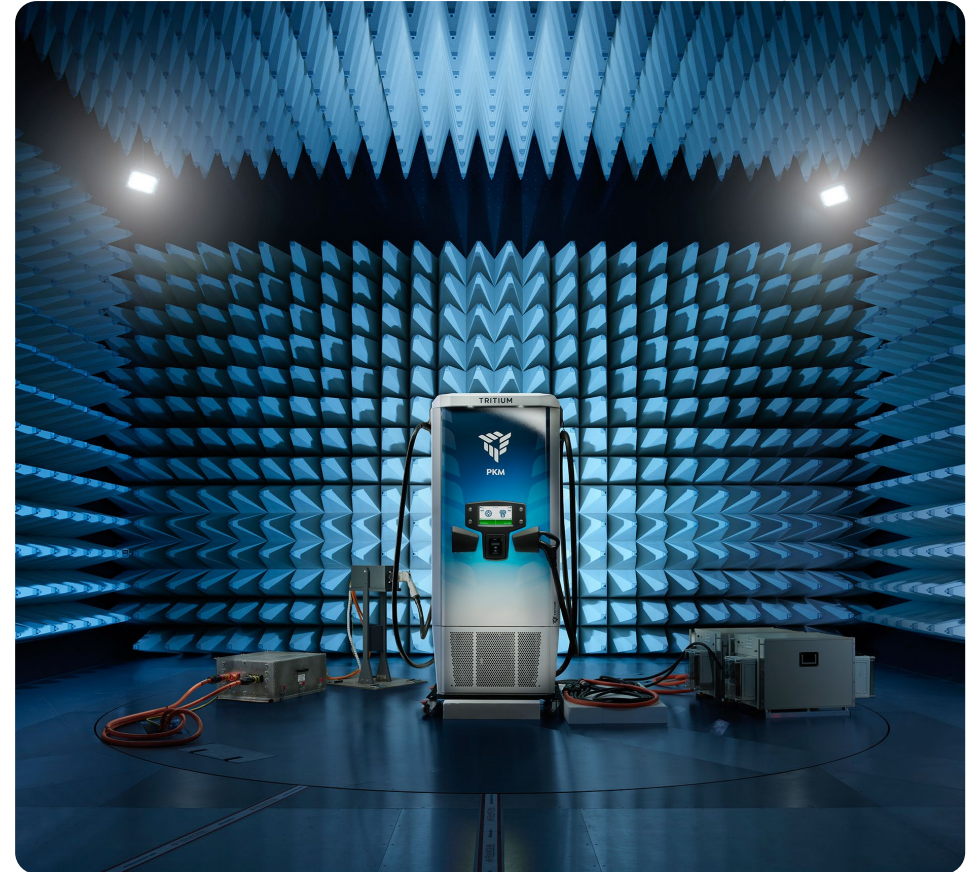
9+ years of DC charging experience

**2+ million**

Gallons of gasoline offset

## DCFC Market Leader

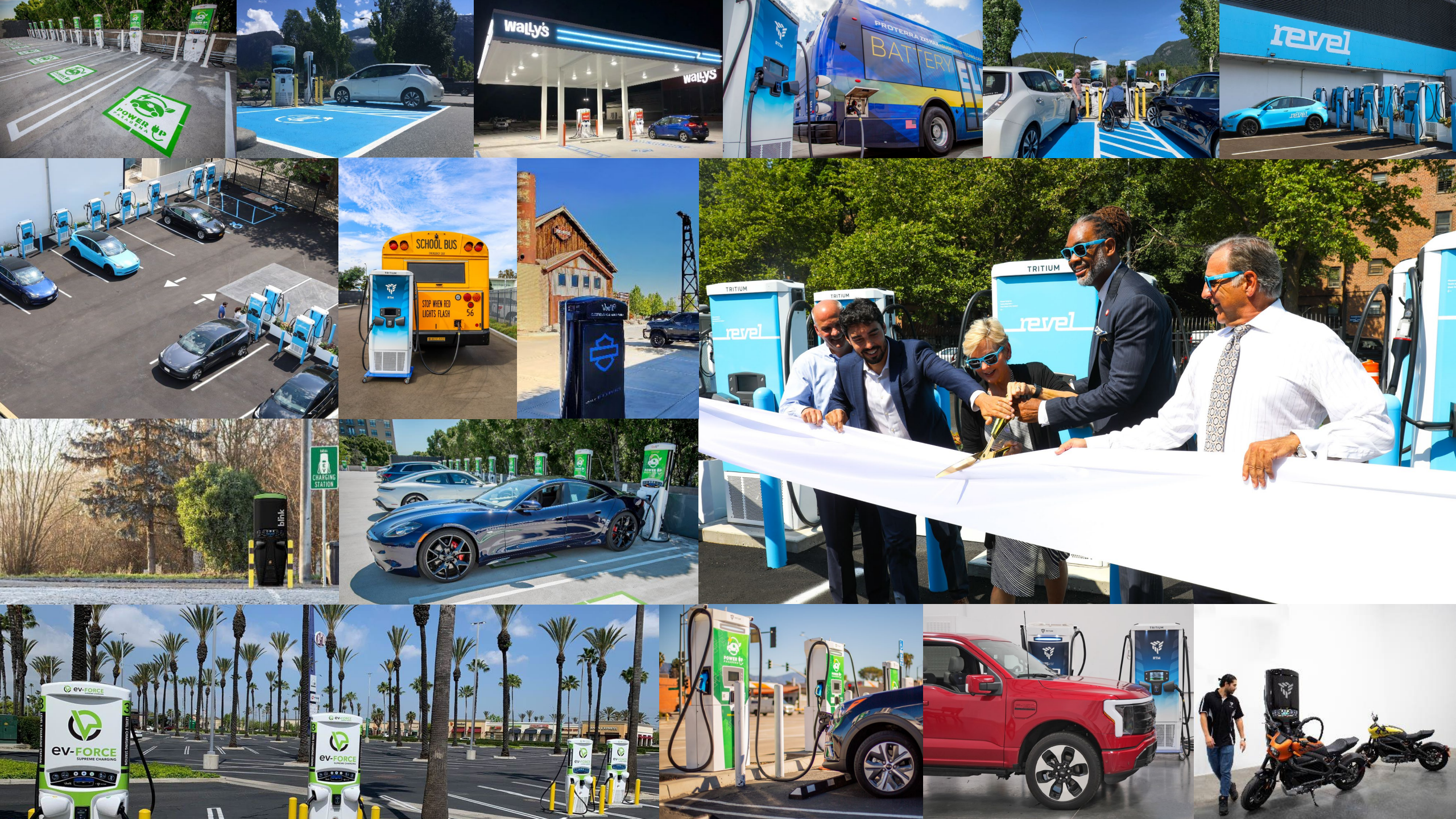
Only “pure play” DC fast charging infrastructure OEM upon closing













# DC Fast Charging Has Clear Advantages Over AC

DC fast chargers reduce range anxiety and charging time, making EV charging more equivalent to filling up with gas

BNEF forecasts ~30% of energy delivered in 2026 will be on fast chargers



*Strong potential for higher DC penetration as DC chargers become more prevalent*

Onboard AC Charging Slow Due to Size and Cost

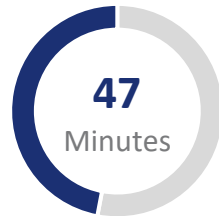


3.7kW



7.7kW

TIME TO ADD 20 MILES OF RANGE



Off-Board Fast DC Charging Enables Driver Freedom



25kW<sup>(1)</sup>



50kW



350kW

TIME TO ADD 20 MILES OF RANGE



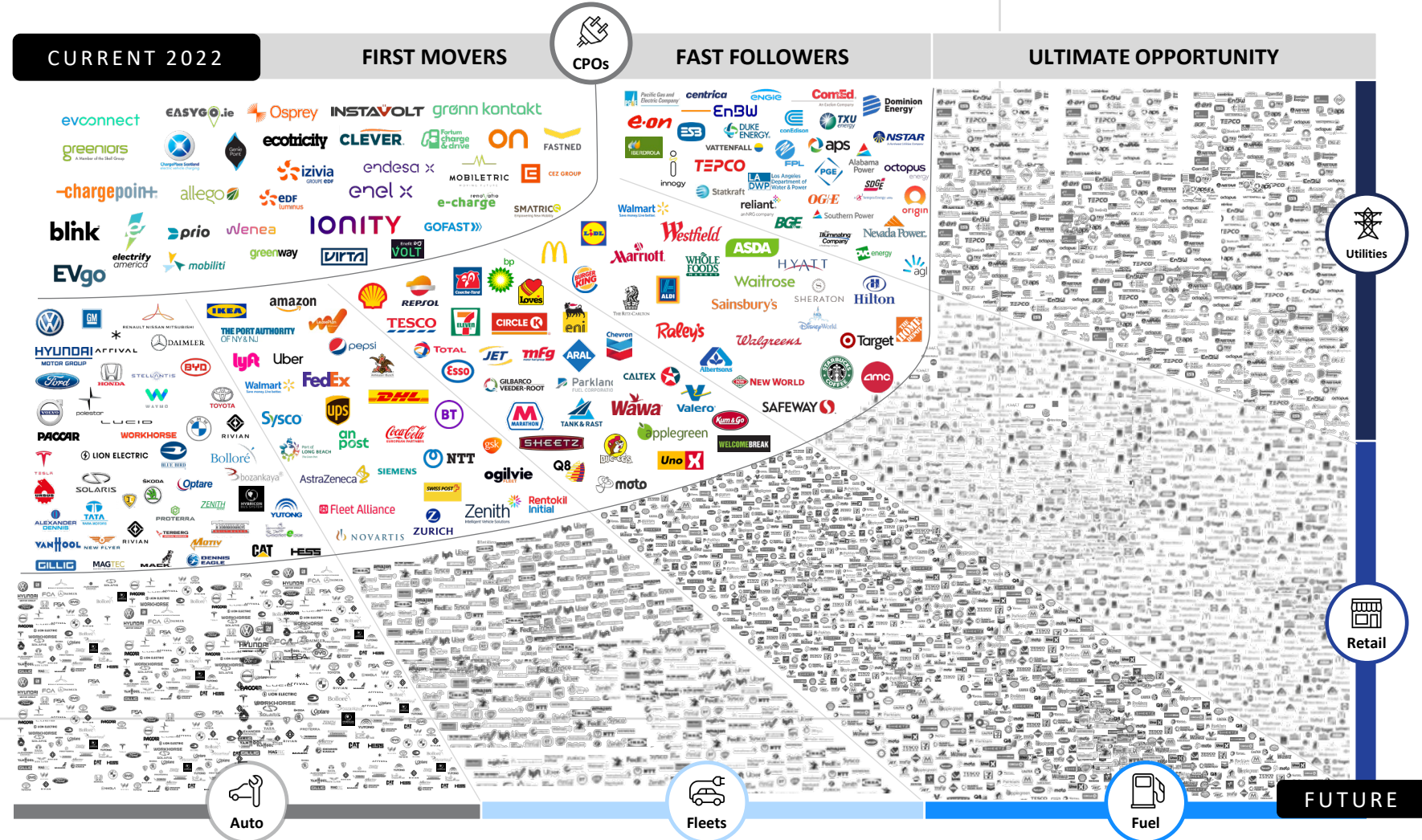
Note: Most BEVs available are limited to 7-11kW onboard AC charging due to space, weight and heat restrictions. Nearly all BEV passenger vehicles can charge at 50kW DC, with newer models capable of 200kW+ DC charging.

(1) Represents future product release.

# Expanding Universe of Customers is Driving DC Fast Charging Deployment

Land grab for control of charger deployments and energy supply is expected to accelerate DC fast charger demand and may significantly expand TAM

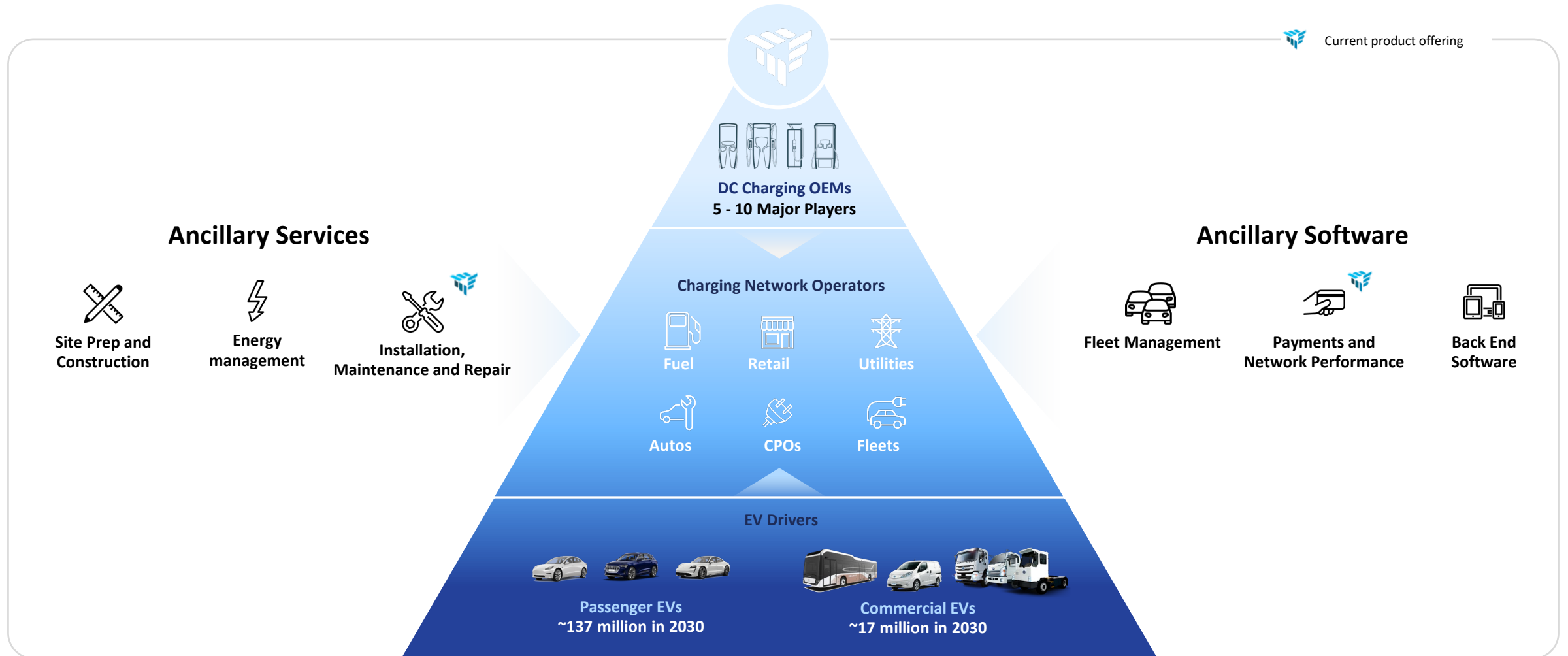
	USA	EU	Asia
Electricity Utilities	~3K	~4.5K	+++
Retail Establishments	1M+	5M+	1.5M+
Gas Stations	~120K	~78K	150K+
Commercial Vehicle Sales p.a.	~13M	~3M	~8M
Passenger Vehicle Sales p.a.	~5M	~18M	~36M



Source: Retail, NRF. Utility, EIA. Fuel, NACS. Autos and Fleets, OICA.

# A Leader Among Few, Supplying Many

Market structure drives robust EV adoption beta; Tritium's superior technology and product roadmap generate alpha



Source: Bloomberg New Energy Finance – 2021 Long Term Electric Vehicle Outlook.



# Diverse Blue-Chip Customer Base



enel x

SIEMENS

blink

pod POINT

SSAMarine  
A Carrix Enterprise



GILBARCO  
VEEDER-ROOT

EVIE  
GO ELECTRIC. GO ANYWHERE

greenlots  
A Member of the Shell Group

INSTAVOLT

JET CHARGE

IONITY

EASYGO.ie

powerflex  
EDF renewables

mer  
Pure energy from Statkraft

Osprey

“To achieve our goal, we required a cutting edge and reliable technology partner, and Tritium is a perfect fit”

Ian Johnston  
Osprey CEO

Note: Non-exhaustive customer list.



# Designed to look great on Main Street and thrive in harsh conditions



2014 | RT50



2018 | PK350



2020 | RT175-S



2020 | RTM



2021 | PKM150



# The MSC Platform Will Deliver a Broad Product Range From Common Components



## RTM Platform - Standalone DC Fast Charging

AC Input – DC Output

75kW

150kW



DC -> DC Modules

AC -> DC Modules



## PKM Platform – Distributed DC Fast Charging

DC Input – DC Output

150kW

360kW

1000kW



DC -> DC Modules

### TRITIUM BENEFITS

Standardized Base Components

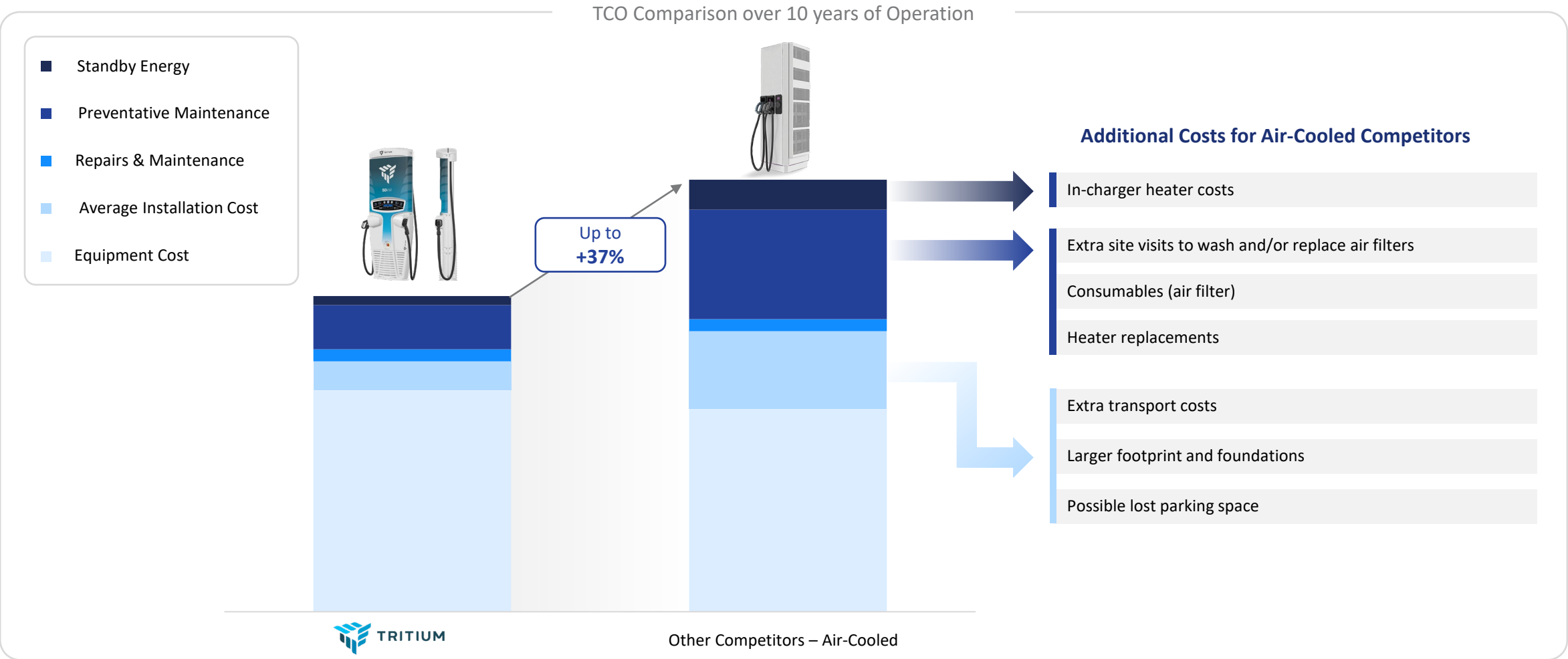
Rapid New Product Development

Streamlined Compliance & Certification

Optimized Serviceability

# Lowest Total Cost of Ownership

Small footprint, sealed enclosure and liquid cooled technology results in up to 37% TCO reduction over 10 years of operation compared to all other competitors who use air-cooled systems

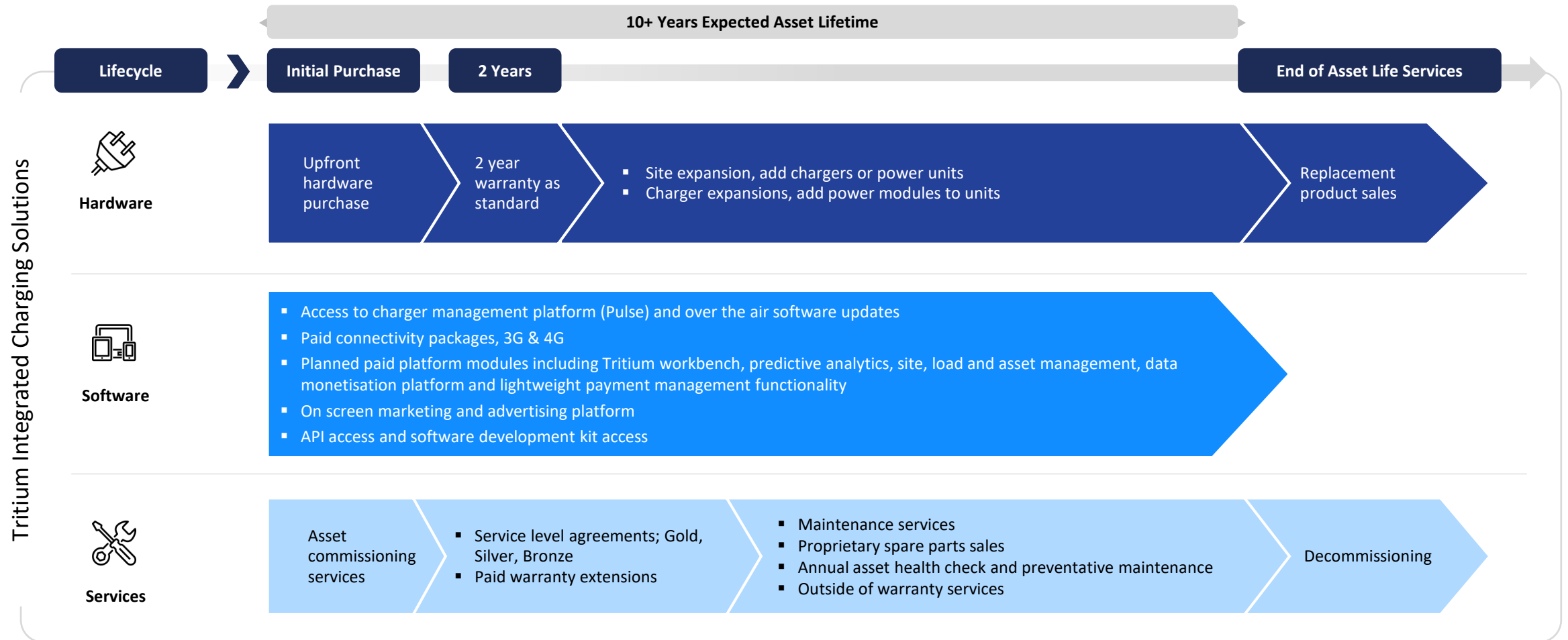


Note: Indicative assumptions based on a 50kW equivalent air-cooled DC fast charger from competitors. Installation cost savings based on square meter reduction, reduced installation labor, reduced concrete and reduced transport costs due to smaller sized units. Preventative maintenance based on fewer maintenance visits to clean and replace fan air filters. Standby energy savings based on ongoing heater costs.



# Business Model Built for Long-Term Product Lifecycle

Deep customer partnerships and recurring revenue



# Why Customers Choose Tritium Technology

