

# World-Class E-Mobility Fast Charging Solutions



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Updated as of January 19, 2023 to reflect additional information as noted and presented on pages 13 and 14 in purple text.

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## **Introduction to Tritium**

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**WHO IS TRITIUM?** 

# **Building the Future of Transportation**

On a Mission to **Electrify Transportation** 

Pursuing a Vision of **Fast Charging Everywhere** 

Fulfilling a Purpose to **Enable Clean Energy** 



#### **TRITIUM AT A GLANCE**

# **Second Highest Global Market Share for Fast Chargers**





10,000+

DC fast chargers sold across more than 42 countries

80%

Sales order CAGR achieved from CY20-22

~10 Years of continuous field operation through global fleet of DC fast chargers

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**Global production** and testing facilities



20,000+

High-powered charging sessions per day



21+

Year track record of innovating electric transportation



# **Experienced Management Team with Manufacturing & Electronics Backgrounds**



Jane Hunter Chief Executive Officer and Executive Director

BOEING

Tabcorp





Rob Topol Chief Financial Officer

intel.





David Nicholl
Chief Sales
Officer

Schneider Blectric



**Mike Calise** President, Americas

blink intel.

Schneider Blectric



Keith Hutchison Chief People

national**grid** 

Officer



Michael R. Collins

General Counsel and Company Secretary

onsemi Vinson&Elkins

# **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> <li>Rapidly growing total addressable market (TAM)</li> </ul>	<ul> <li>Diversified base of blue- chip, global customers</li> </ul>	<ul> <li>Demonstrated record of innovative differentiation</li> </ul>	<ul> <li>Full solution of hardware, software, and ongoing maintenance services</li> </ul>	<ul> <li>Revenue growth from \$78m in CY20 to \$95- 102m in CY22</li> </ul>
<ul> <li>Charging market expected to outpace EV adoption</li> </ul>	<ul> <li>Potential to scale to 30k unit capacity p.a. in Tennessee facility</li> </ul>	<ul> <li>High barriers to entry across entire portfolio</li> </ul>	<ul> <li>Trailing revenues include ongoing spare parts sales</li> </ul>	<ul> <li>Contracted backlog of \$169m at end of CY22 supporting forward revenue</li> </ul>
<ul> <li>DC fast charging is a critical component for the successful EV transition</li> </ul>	<ul> <li>Increasing services revenue streams</li> </ul>	<ul> <li>Exclusive focus on DC fast charging</li> </ul>	<ul> <li>Software platform provides real-time charger status updates</li> </ul>	<ul> <li>Sales growth from \$141m in CY20 to \$195m in CY22</li> </ul>

#### Fast Chargers for Any Environment



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# **Delivering Rugged, Innovative Power Electronics for More Than 20 Years**



Hottest



Coldest



Highest



Deepest



**Everyday Reliability** Experience has delivered robust and reliable DC fast chargers



# **Designed to Look Great on Main Street and Thrive in Harsh Conditions**



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**DC CHARGING MARKET** 

# **DC Charging Market Value Greater Than AC**

**Global Cumulative Charger Forecast at 2030** Market Characteristics of AC and DC Charging **Total Chargers Total Investment** Competition **Entry Barriers Trailing Revenue** ~113m ~\$362b Extreme Low Uncertain AC **AC Slow Chargers** Slow Many established Simple technology as Limited maintenance, 40% Chargers competitors with power conversion some potential for occurs within the vehicle limited pricing power smart charging add-ons **AC Slow Chargers** 96% Limited Very High Very High Under five true 8-10 year expected life DC Highly technical **DC Fast Chargers** competitors with scale engineering expertise creates support Fast 60% in western markets. required with extensive ecosystem including Chargers Only two competitors safety, compliance and trailing maintenance, including Tritium vehicle compatibility spare parts, and ongoing serving both EU & USA protocols software/firmware support DC Fast Chargers 4%

# **Disrupted Energy Distribution Market** Tritium Supplies All Segments

				( <sup>1</sup> / <sub>2</sub> )					
				CURRENT	FIRST MOVERS	CPOS FAST FOLLO	OWERS	ULTIMATE OPPO	ORTUNITY
	USA	EU	Asia	blink 🍸 🕬 🔸	Sprey INSTAVOLT grønn kontakt		ComEd. © TXU Deminion Com		
Electricity Utilities	~3K	~4.5K	+++	chargepoint: allego @	CONTRACTOR	FASTNED CC2 SHOP RIC3 Walmart ** Walmart ** Westfield	Addams octopus Correct Addams		An a current of the second of
Retail Establishment	1M+	5M+	1.5M+	electrify merical m		Marrott. Waitrot Sainsburys Parkian CALLEX Concernent New Waitro Sainsburys Raleys Weitro Sainsburys Weitro Sainsburys	SHERATON Hilton		
Gas Station	~120K	~78K	150K+		AstraZeneca Stemens BFleet Alliance AstraZeneca Stemens BFleet Alliance Carrier Stemens Carrier Stemens Carrier Stemens Carrier Stemens Carrier Stemens Carrier Stemens Carrier Stemens Carrier Stemens Carrier Stemens Carrier Stemens Carrier Stemens Carrier Stemens Carrier Stemens Carrier Stemens Carrier Stemens Carrier Stemens	TANKE ALST TANKE ALST CAS CAS CAS CAS CAS CAS CAS CAS			
Commercial Vehicle Sales p.a.	~13M	~3M	~8M				$\begin{array}{c} \mathbf{u}_{1} & \ldots & \mathbf{u}_{2} \\ \mathbf{u}_{2} & \ldots & \mathbf{u}_{2} \\ \mathbf{u}_{2} & \mathbf{u}_{2} \\ \mathbf{u}_{2$		Retail
Passenger Vehicle Sales p.a.	~5M	~18M	~36M						

# **Huge Government Investment in Charging Infrastructure**



Government programs are examples and inexhaustive

#### **MARKET SHARE**

# Largest DC Charger OEM in America and Top 3 in Europe



Note: Excluding Tesla Supercharger Network Source: BNEF Public EV Charger Deployments by Region, as at 20 December 2022

**OUR CUSTOMERS** 

# **Supplied 68% of the World's Leading Charging Networks**



INVESTOR PRESENTATION

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# **Differentiated Technology for Reliability and TCO**

#### Liquid Cooled and **IP65-Rated**

Tritium's fast chargers are the only fully liquid cooled fast DC chargers commercially available. The liquid cooling system allows Tritium's chargers to be fully sealed and achieve the only IP65 enclosure rating for a DC fast charger globally.

#### **Proprietary Modularity**

Tritium's modular charging technology enables more cost-effective operations and infrastructure deployment, from single charger sites to charging destinations. Tritium's modular chargers provide customers with three-dimensional flexibility to increase charger power and easily increase the number of chargers on a site.

## Lower Total Cost of **Ownership (TCO)**

Tritium's sealed product enclosures, liquid cooling technology, and small product footprint results in up to 37% total cost of ownership reduction over 10 years compared to air cooled systems. These savings increase when combined with Tritium's modular technology.



# Low Total Cost of Ownership

#### Comparison over 10 years of operation





Small footprint, sealed enclosure and liquid cooled technology results in up to 37% total cost of ownership (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 ongoing heater costs.

# **Modular Scalable Charging**

### **RTM Platform - Standalone DC Fast Charging**

- AC input DC output
- RTM Retail Modular
- 50kW | 75kW

Roadmap – 120+kW



### **PKM Platform - Distributed DC Fast Charging**

- DC input DC output
- 150kW

- PKM Park Modular
- Roadmap 240+kW | 360kW | 1000+kW



#### **RTM Benefit** ("Retail Modular")

- AC/DC conversion occurs in the charging station

#### PKM Benefit ("Park Modular")

- AC/DC conversion uniquely occurs in a centralized rectification unit allowing the site to be over-subscribed

**MODULAR, SCALABLE, CHARGING** 

# Tritium's Modular Charging Platform Maximizes the Value of the Operator's Business

#### **NO REGRETS GROWTH**

Easily plan and flexibly scale charging assets over time growth

#### LOWER OPERATING COST

Tritium design principles focus on innovative ways to reduce operator costs

#### RETURN ON CAPITAL DEPLOYED

Tritium's architecture optimizes the capital efficiency of charging sites



#### Grow with the market

- Scale up + Scale out
- Pay As You Grow

#### Work within the limits of the site

- Defer grid feed augmentation
- Site floor area keeps within the vehicle car parking area



#### Sealed Enclosure

 Reduces ongoing maintenance, lowering standby power and increasing expected lifetime

#### Small footprint

• Charger in the same parking spot as the vehicle

#### Resilient

- Modules are designed for rapid repair and single service agent lift
- Increases redundancy, ensuring that drivers can continue charging even if a single module requires maintenance

# STANDALONE ≥1

#### All in One DC Fast Charging

- Turn-key solution able to be stocked with local wholesalers and installed by local contractors
- Well suited to retail application with small low to mid-power charging sites
- Suited to locations with small physical space, or constrained grid connections



#### **Distributed DC Fast Charging**

- Configure the solution for the application
- Size for vehicle connection to maximize revenue
- Size for grid feed to align capital expenditure with capacity
- Benefit from economies of scale and better utilization of paid for assets





# Electric Vehicles Don't Charge Linearly, Creating Network Planning and Optimization Challenges for Operators



# Deploying a 1:1 Ratio Between Chargers and Power Conversion Equipment Creates Underutilization and Waste

Example: 450kW Rectification (AC to DC), 450kW Charging Capacity (DC to DC)



# Tritium Uniquely Allows Lower AC to DC Conversion Capacity, Allowing Customers to Yield Higher Utilization

Example: 350kW Rectification (AC to DC), 450kW Charging Capacity (DC to DC)



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**MODULAR, SCALABLE, CHARGING** 

# Distributed DC, Flexibly Mixes Power Levels and Provides Upgrade Pathways



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**PRODUCT ROADMAP** 

# More Use Cases for Low and Ultra High-Power Charging



# **Tritium's World-Class Testing Facility**

## **EMC** testing chamber

 One of the highest power commercially accessible electromagnetic compatibility (EMC) testing chambers in the world, designed to deliver up to 720kW of regenerative power from its system with fully integrated AC and DC power feeds

#### Accelerated time-to-market

 The facility is capable of accelerating testing, prototyping, compliance and certification to bring products to market in shorter time frames, rapidly modify products and produce products with greater cost efficiency

### Thermal testing chambers

- Chamber for charging systems to test products up to 98% humidity and in temperatures ranging from -40°C (-40°F) to +70°C (+158°F)
- Chamber for testing modules and components, capable of producing temperatures ranging from -70°C (-94°F) to +180°C (+356°F)

## Impact testing

 Impact testing capabilities, allowing Tritium to test and indicate the degree of protection its products' electrical enclosures provide against external mechanical impacts



# Integrated Software, Firmware, and Data as Barriers to Entry



12 microprocessors per charger

C	Barriers t	Barriers to Entry				
	Operations and product optimisation	<ul><li>⋃ C €</li><li>Hardware regulations &amp; standards</li></ul>				
	Credit Card Payment DC Meter Local laws and requirements	요 🖏 Driver experience				
	All vehicles compatible	has-to-be <b>driivz</b> Operator software integrations				
	♦IEEE2030.5 @ज्ञ्ञ्लADRIZED Grid, utility, building Interaction	Global 3 <sup>rd</sup> party service partners trained				
	Software & Ecosyste	em Integrations				

- Dozens of detailed data feeds
- 100s of interfaces across the ecosystem established and continually updated



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 All climatic conditions • Varying grid conditions

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# One of Few Providers Who Design, Develop, Manufacture, Distribute and Service DC Fast Charging Solutions



R&D





Supply Chain & Production



Software Development



# **From Design Through Support**



Quality Assurance



Vehicle Testing & Interoperability



Sales, Marketing & Distribution



24/7 Support & Warranty

# A Global Footprint That Covers Key E-Mobility Markets



# **Business Model Built for Long-Term Product Lifecycle**

Deep customer partnerships and recurring revenue



# **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**





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# **Global 24/7 Customer Service**



# **Core Services**

Supporting operators with the services and tools they need

### Software platform

- Tritium Pulse: view real-time status and health of your investment
- myTritium: Online service desk to handle any charger needs

### **Software services**

- OCPP integration: integration to operators back end of choice
- Interoperability testing: vehicle testing to ensure charger and EV compatibility
- Data advantage: dozens of detailed data feeds across more than 3.6 million charging sessions



# **Core Services**

Helping clients succeed with world-class maintenance, support and training

## Commissioning, service and maintenance

Commissioning: final testing and installation sign-off

Service and maintenance: range of services and service-level agreements

### Maintenance, installation and support training

- Comprehensive training program by industry experienced engineers, technicians and educators delivered via online learning system called Tritium Academy
- Tritium Academy offers a training structure and practices designed to ensure product relevance, standards and consistency; and delivery excellence
- Our team consists of industry experienced engineers, technicians and educators who are well versed in responding to your training needs



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**PRODUCTION CAPACITY** 

# **11,000 Tritium Units Forecast for CY23** USA Facility Ramping for NEVI-Fueled Growth

Tritium CY23 Global Production Guidance

Target Production Capacity – As Announced – Tritium v Peers



#### **CY23 GUIDANCE**

# **Expecting to Double Revenue to >\$200 Million in CY23**

#### **Tritium Revenue Guidance CY23**



#### CY23 Revenue Commentary

- Tritium's 2023 forecast is supported by the Company's current purchase order backlog of \$159m, ~80% of forecasted revenue for CY23 which is inclusive of the bp purchase order announced January 17, 2023.
- Service and maintenance revenue, including spare parts revenue, is expanding as older chargers exit their warranty period and the installed base of chargers grows exponentially.
- Tritium is seeing increased demand for service level agreements as the industry moves from pilot programs to full scale professional operations backed by blue-chip companies.
- Regional (Europe, US, and APAC), segment and customer diversification has helped drive continual revenue growth as each market is driven by differing factors.
- Tritium estimates to turn EBITDA positive during the first half of calendar year 2024.

# Substantial Growth in Backlog Provides Strong Visibility for 2023



- Record sales orders of \$195 million in calendar year 2022, a 38% increase over the previous calendar year.
- Tritium demand and sales continue to grow in European, United States, and Asian markets, unlike most competitors who only have access to a single geography.



- Tritium forecasts CY22 sales order backlog of \$159 million, surpassing the previous June 30, 2022 record backlog of \$149 million.
- Purchase order backlog underpins revenue forecast for CY23.

**MODULAR PRODUCT SUITE** 

# Manufacturing Efficiencies Driven by Product Suite Simplification

**Indicative CY23 Production Schedule** 



#### **Transition Year for Production**

- Four charger models cease production in CY23, optimizing manufacturing by simplifying engineering, supply chain, production, and logistics.
- Tritium's two modular products, RTM75 and PKM150, are not only simpler and faster to manufacture, but share 80% common components for streamlined engineering, supply chain, field service, and maintenance.
- Modular products provide broader market coverage across use cases, delivering many flexible and scalable deployment options for customers in addition to increased geographic compatibility, which expands Tritium's TAM.

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#### **bp pulse Australia Launch** - Tritium CEO Jane Hunter with bp CEO Bernard Looney



#### Amazon - Tritium at the Amazon FASTforward Summit in Berlin, Germany



#### Prime Minister Anthony Albanese - the Australian Prime Minister at the Brisbane Factory







#### Revel - Fleet and Public Charging in Brooklyn, New York



#### **Delta Junction, Alaska** - Temperatures as Low as -63.0°F (-52.8°C)





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#### **Tennessee Factory** - American-Made bp pulse Fast Chargers



#### Tennessee Factory - New Lines and Ramping Production



#### **Osprey Charging** - Croydon, United Kingdom



#### evyve - Bolton, United Kingdom



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#### **Praxis** - The Netherlands



