

# Fast Charging Infrastructure for the **Electric Vehicle Revolution**

**ANALYST DAY PRESENTATION** 





# **Disclaimer**

This presentation (together with oral statements made in connection herewith, the "Presentation") is for informational purposes only to assist interested parties in making their own evaluation with respect to the proposed business combination (the "Business Combination") between Decarbonization Plus Acquisition Corporation II ("DCRN"), Tritium DCFC Limited, an Australian public company limited by shares ("NewCo") and Tritium Holdings Pty Ltd ("Tritium" or the "Company").

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### Use of Data

Certain information contained in this Presentation, including that which relates to Tritium's industry and markets in which it operates, relates to or is based on third party studies, publications and surveys and the Company's own internal estimates and research. In some cases, we may not expressly refer to the sources from which this information is derived. In addition, all of the market data included in this Presentation involves a number of assumptions, estimates and limitations, and there can be no guarantee as to the accuracy or reliability of such assumptions or estimates; none of the Company, DCRN, NewCo, Credit Suisse, nor their representatives or affiliates assumes any responsibility for updating this Presentation based on facts learned following its use. Finally, while the Company believes such third party sources and research have not been verified by any independent source and none of DCRN, the Company, NewCo or Credit Suisse, nor any of their respective affiliates nor any of its or their control persons, officers, directors, employees or representation or warranty with respect to the accuracy of such information. These and other factors could cause Tritium's future performance and actual market growth, opportunity and size and the like to differ materially from the Company's assumptions and estimates presented herein.

### Forward-Looking Statements

Certain statements in this Presentation may be considered forward-looking statements, Forward-looking statements or DCRN's, NewCo's or the Company's future financial or other performance metrics. For example (and without limitation), other than statements of present or historical fact, all statements concerning the following are forward-looking statements: summary financial forecast; projections of operating performance, revenues, gross (loss) profit; estimates and projections regarding future manufacturing capacity; projections and estimates of market opportunity and market share; future profitability; the Company's business plan; market acceptance of the Company's ability to further attract, retain, and expand its customer base; the Company's ability to timely and effectively scale its production and manufacturing processes; the Company's ability to develop new products and services and bring them to market in a timely manner; the Company's expectations concerning relationships with strategic partners, suppliers, and other third parties; the Company's ability to maintain, protect, and enhance its intellectual property; future acquisitions, ventures or investments in companies or products, services, or technologies; the Company's ability to attract and retain qualified employees; continuation of favorable regulations and government incentives affecting the markets in which the Company operates; the proposed Business Combination; DCRN's ability to consummate the transaction in a timely manner or at all (including due to the failure to receive required shareholder approvals, or the failure of other closing conditions such as the satisfaction of the minimum trust account amount following redemptions by DCRN's public stockholders and the receipt of certain governmental and regulatory approvals); the combined company's future financial performance; proceeds of the Business Combination and the Company's expected cash runway; the combined company's extrategy, future operations, estimated financial position, revenues and losses, and plans and objectives of management; and other potential effects of the Business Combination on DCRN and the Company. In some cases, you can identify forward-looking statements by terminology such as "believe," "may," "will," "potentially," "estimate," "continue," "anticipate," "intend," "could," "would," "project," "target," "flan," "expect," or the negatives of these terms or variations of them or similar terminology. Such forward-looking statements are subject to risks, uncertainties, and other factors which could cause actual results to differ materially from those expressed or implied by such forward-looking statements are based upon estimates and assumptions that, while considered reasonable by DCRN and its management, and the Company and its management, as the case may be, are inherently uncertain and subject to material change. New risks and uncertainties may emerge from time to time, and it is not possible to predict all risks and uncertainties. Factors that may cause actual results to differ materially from current expectations include, but are not limited to, various factors beyond management's control, including general economic conditions and other risks, uncertainties and factors set forth in the section entitled "Risk Factors" and "Cautionary Note Regarding Forward-Looking Statements" in DCRN's final prospectus relating to its initial public offering, dated February 3, 2021, and other filings with the Securities and Exchange Commission (SEC), the risks described in the section "Risk Factors" in the Investor Presentation furnished as exhibit 99.3 to DCRN's Current Report on Form 8-K filed on May 26, 2021, other risks and uncertainties indicated from time to time in the proxy statement/prospectus relating to the proposed Business Combination, including those under "Risk Factors" therein, and in DCRN's other fillings with the SEC, as well as factors associated with company, that are engaged in electric vehicle charging technology, including anticipated trends, growth rates, and challenges in those businesses and in the markets in which they operate; macroeconomic conditions related to the global COVID-19 pandemic; trends with respect to rebates, tax credits and other financial incentives from governments, utilities and others to offset the purchase or operating cost of EVs and EV charging stations; expected rapid adoption of EVs for passenger and fleet applications; the size and growth of the market for alternative energy vehicles; the effects of increased competition; the ability to stay in compliance with laws and regulations that currently apply or become applicable to electric vehicle charging technology; the failure to realize the anticipated benefits of the Business Combination; the amount of redemption requests made by DCRN's public stockholders; the ability of NewCo to issue equity or equity-linked securities or obtain debt financing in connection with the Business Combination or in the future. Nothing in this Presentation should be regarded as a representation by any person that the forward-looking statements set forth herein will be achieved or that any of the contemplated results of such forward-looking statements will be achieved. You should not place undue reliance on forward-looking statements in this Presentation, which speak only as of the date they are made and are qualified in their entirety by reference to the cautionary statements herein. None of NewCo, DCRN nor the Company undertakes any duty to update these forward-looking statements.

### Use of Projections

This Presentation contains projected financial information with respect to Tritium. Such projected financial information constitutes forward-looking information, and is for illustrative purposes only and should not be relied upon as necessarily being indicative of future results. The assumptions and estimates underlying such financial forecast information are inherently uncertain and are subject to a wide variety significant business, economic, competitive and other risks and uncertainties that could cause actual results to differ materially from those contained in the prosective financial information in this presentation, and the inclusion of such in this Presentation should not be regarded as a representation by any person that the results reflected in such forecasts will be achieved.

None of DCRN's, NewCo's, nor the Company's independent auditors have audited, reviewed, compiled or performed any procedures with respect to the projections for the purpose of their inclusion in this Presentation, and accordingly, none of them expressed an opinion or provided any other form of assurance with respect thereto for the purpose of this Presentation. In preparing and making certain forward-looking statements contained in this presentation, Tritium, NewCo and DCRN made a number of economic, market and operational assumptions. Notably, statements regarding the Company's summary financial forecasts are, without limitation, subject to material assumptions regarding the Company's ability to economically manufacture and distribution arrangements is usually to economically manufacture and distribution arrangements and customer relationships, rates of adoption of battery electric vehicles products at scale and meet is customer separation. In the markets in which the Company operates. DCRN, NewCo and the Company caution that these assumptions may not materialize and that current economic conditions render such assumptions, although believed reasonable at the time they were made, subject to greater uncertainty.

# Disclaimer

#### Additional Information

In connection with the proposed Business Combination, DCRN and NewCo, which will be the going-forward public company, intend to file a registration statement") with the SEC, which will include a proxy statement/prospectus, and certain other related documents, to be used at the meeting of stockholders to approve the proposed Business Combination. INVESTORS AND SECURITY HOLDERS OF DCRN ARE URGED TO READ THE PROXY STATEMENT/PROSPECTUS ANY AMENDMENTS THERETO AND OTHER RELEVANT DOCUMENTS THERETO AND OTHER BUSINESS COMBINATION. ARE THERETO AND OTHER RELEVANT DOCUMENTS therefore the registration statement is declared effective, DCRN will mail a definitive proxy statement/prospectus group on the proposed Business Combination and other relevant materials to its shareholders as of the record date to be established for voting on the proposed Business Combination. This Presentation does not contain all the information that should be considered concerning the proposed Business Combination and is not intended to form the basis of any investment decision or any other decision in respect of the Business Combination. Shareholders will also be able to obtain copies of the preliminary proxy statement/prospectus, the definitive proxy statement/prospectus and other documents filed with the SEC, without charge, once available, at the SEC's website at www.sec.gov, or by directing a request to: Decarbonization Plus Acquisition or Corporation II, 2744 Sand Hill Road, Menlo Park, CA 94025.

#### Financial Information

The financial information and data contained in this Presentation is unaudited and does not conform to Regulation S-X promulgated under the Securities Act of 1933, as amended (the "Securities Act"). Accordingly, such information and data contained in this Presentation is unaudited and does not conform to Regulation S-X promulgated under the Securities Act"). Accordingly, such information and data contained in this Presentation, such as EBITDA, gross profit and free cash flow, have not been prepared in accordance with United States generally accepted accounting principles ("GAAP"). DCRN, NewCo and Tritium believe these non-GAAP financial results provide useful information to management and investors regarding certain financial and business trends relating to Tritium's financial condition and results of operations. DCRN, NewCo and Tritium believe that the use of the security of perations. DCRN, NewCo and Tritium believe that one of the security o

Unless otherwise indicated, all historical or projected financial information and industry data contained in this Presentation is presented based on calendar years and not based on Tritium's fiscal year, which ends on 30 June. All monetary figures included in this Presentation are reflected in U.S. dollars unless otherwise indicated. Figures originally reported in Australian dollars were translated into U.S. dollars for the purposes of this presentation using the average AUD/USD foreign exchange rates for historical periods and 0.75 for all future periods shown.

#### Participants in the Solicitation

DCRN, NewCo, the Company and their respective directors and executive officers may be deemed participants in the solicitation of proxies from DCRN's shareholders with respect to the proposed Business Combination. A list of the names of ectDCRN's directors and executive officers and a description of their interests in DCRN is contained in DCRN's filings with the SEC, including the final prospectus relating to its initial public offering, dated February 3, 2021, which was filed with the SEC and is available free of charge at the SEC's web site at www.sec.gov, or by directors and executive officers and a description of proxies from DCRN's shareholders with respect to the proposed Business Combination will be contained in the proxy statement/prospectus for the proposed Business Combination will be contained in the proxy statement/prospectus for the proposed Business Combination will be contained in the proxy statement/prospectus for the proposed Business Combination will be contained in the proxy statement/prospectus for the proposed Business Combination will be contained in the proxy statement/prospectus for the proposed Business Combination will be contained in the proxy statement/prospectus for the proposed Business Combination will be contained in the proxy statement/prospectus for the proposed Business Combination will be contained in the proxy statement/prospectus for the proposed Business Combination will be contained in the proxy statement proposed Business Combination will be contained in the proxy statement proposed Business Combination will be contained in the proxy statement proposed Business Combination will be contained in the proxy statement proposed Business Combination will be contained in the proxy statement proposed Business Combination will be contained in the proxy statement proposed Business Combination will be contained in the proxy statement proposed Business Combination will be contained in the proxy statement proposed Business Combination will be contained in the proxy statement proposed B

#### No Offer or Solicitation

This Presentation shall not constitute a "solicitation" of a proxy, consent, or authorization, as defined in Section 14 of the Securities Exchange Act of 1934, as amended, with respect to any securities or in respect of the proposed transaction. This Presentation also does not constitute an offer, or a solicitation of an offer, to buy, sell, or exchange any securities, investment or other specific product, or a solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such jurisdiction. No offering of securities will be means of a prospectus meeting the requirements of section 10 of the Securities Act of 1933, as amended, or an exemption therefrom. NEITHER THE SEC NOR ANY STATE SECURITIES COMMISSION HAS APPROVED OR DISAPPROVED OF THIS PRESENTATION OR DETERMINED IF THIS PRESENTATION IS TRUTHFUL OR COMPLETE.

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#### **Summary of Contracts**

Insofar as this Presentation contains summaries of existing agreements and documents, such summaries are qualified in their entirety by reference to the agreements and documents being summarized.

#### **Risk Factors**

For a description of the risks relating to an investment in NewCo, including its business and operations, we refer you to "Risk Factors" in the Appendix to the Investor Presentation furnished as exhibit 99.3 to DCRN's Current Report on Form 8-K filed on May 26, 2021.



# **Transaction Summary**

## **Transaction**

- Decarbonization Plus Acquisition Corporation II ("DCRN") is a publicly-listed special purpose acquisition company with an
  estimated \$403 million of cash in trust. DCRN has entered into a business combination agreement with Tritium, pursuant to
  which the companies will combine and the post-closing company will be an Australian-based company listed on the Nasdaq
- \$15 million PIPE from Palantir
- Investors will receive shares in the post-closing Australian company
- Lock-up period of six months after the closing for Tritium shareholders

## **Valuation**

- Transaction reflects a valuation of Tritium at \$1.2 billion
- Compelling valuation multiple relative to electric vehicle charging infrastructure peers
  - Implied pro-forma EV / 2026E revenue and EV / 2026E EBITDA of 0.9x and 4.1x, respectively

## **Pro-forma capital structure**

- \$274 million cash to pro-forma balance sheet at closing<sup>(1)</sup>
- Fully financed business plan with forecast requiring only \$68 million of funding to achieve positive free cash flow in 2023
- Existing shareholders retain majority ownership

## **Pro-forma ownership**

■ ~70% existing Tritium shareholders, ~30% SPAC and sponsor shares

## **Listing / Ticker**

NASDAQ: DCFC (post-merger)

<sup>(1)</sup> Assumes no redemptions from the public shareholders of DCRN and includes \$15 million PIPE proceeds.





# **Enabling Clean Energy Through DC Fast Charging Infrastructure**

## **Global Reach**

Global sales and service footprint across 4 continents

## 5,250+

DCFC chargers (>50kW) sold

## 41

**Countries with Tritium chargers** 

## \$84 million

Forecasted 2021E revenue

## 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

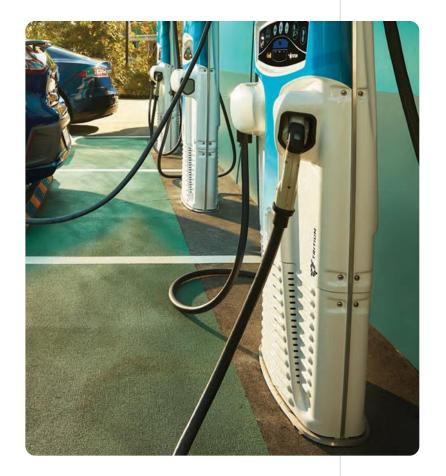
Gallons of gasoline offset

## 3.6+ million

High-power charging sessions delivered

## **DCFC Market Leader**

Only "Pure Play" DC fast charging infrastructure OEM upon closing



# An Established Infrastructure Pioneer in the New Mobility Era with a 20 Year History





Accumulating Benefits from EV Penetration

- Rapidly growing TAM driven by clear and accelerating shift to EV's
- Charging market expected to outpace EV adoption
- DC fast charging ("DCFC") is a critical component of the successful EV transition



Multiple Avenues for Growth

- Strategic partnerships with diversified base of blue-chip, global customers
- Combined hardware with IoT-enabled software capabilities position Tritium to lead the market
- Increasing services revenue stream via fleet expansion and customer pull for service licensing agreements



Positioned for Continued Market Leadership

- ~15% market share in the United States,
   ~20% in Europe and >75% in Australia &
   New Zealand<sup>(1)</sup>
- Global, corporatized management structure with 459 staff and serves customers on 4 continents
- Founder-led product management with long-tenured commercial and technical experience
- Established manufacturing and operational structure
- ~\$220 million of cumulative capital investment to date



DCFC Focus Creates Strategic & Competitive Advantages

- Demonstrated track record of innovation in power electronics
- Technology leader with clear, differentiated product roadmap
- High barriers to entry across entire technology portfolio
- Uniquely positioned as a leading manufacturer with exclusive focus on DCFC

RECENT INSTALLS







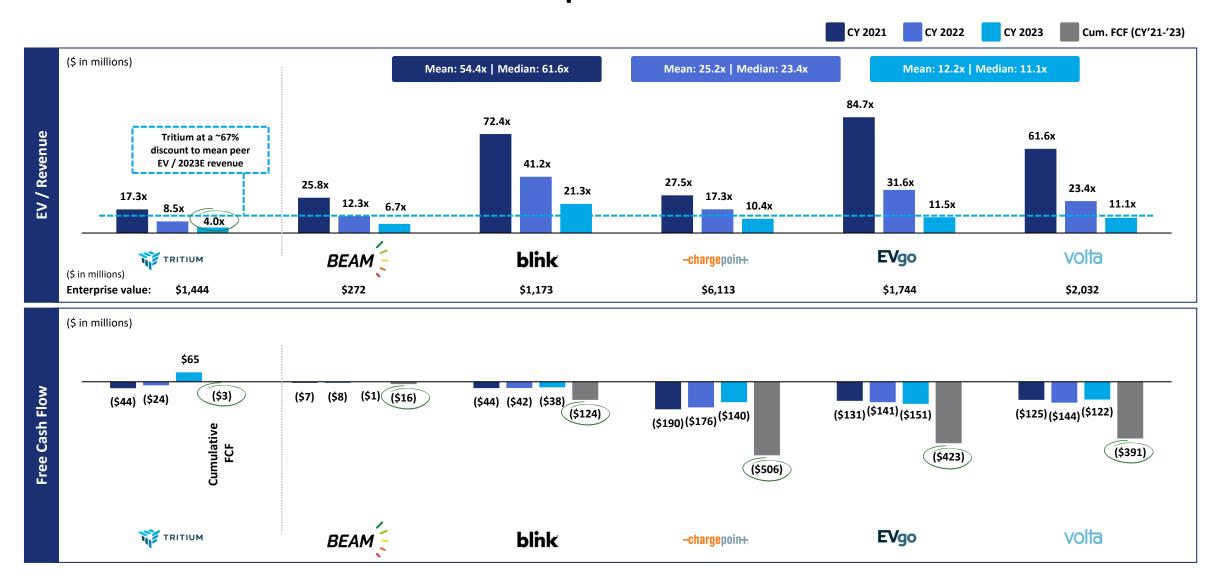


(1) As of March 2020.





# Tritium is valued at a ~67% discount to peers in 2023

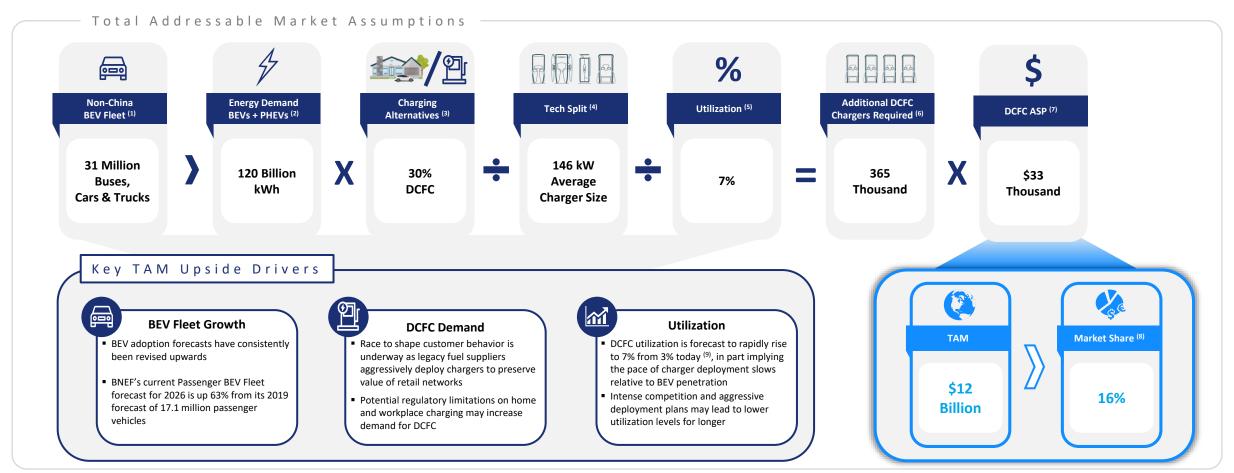


Source: Company investor presentations and FactSet as of 9/17/2021.



# **DCFC Hardware Total Addressable Market (2022-2026)**

Conservatively forecast market share relative to industry TAM estimates that offer significant upside



Source: BNEF, 2021 EV Charging CIFM Model unless otherwise indicated. Numbers may not tie exactly to totals due to rounding.

- Total non-China BEVs.
- (2) Total energy demand for BEVs and 14.4 million PHEVs, non-China.
- (3) Percentage of energy demand for BEVs and PHEVs supplied by DCFC (50 kW+).
- (4) Weighted average of kWh supplied by 50kW, 150kW, 350kW and 1,000kW chargers.
- (5) kWh supplied divided by the sum total of annual charger kWh capacity (charger kW capacity \* 24 hours \* 365 days).
- (6) BNEF assumes ~103 thousand DCFC chargers deployed by year-end 2021.
- (7) Weighted average price for 50kW, 150kW, 350kW and 1,000kW chargers.
- (8) Based upon Tritium's cumulative 2022-2026 revenue forecast excluding revenue from software, services, cord sets and 25kW chargers.
- (9) Based on actual charger utilization rates for Tritium's top 5 largest network customers.



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# **Energy and Mobility Are Undergoing a Revolutionary Transformation**

"Renewable energy, EVs, fuel cells, batteries, charging, green hydrogen ... it's all undergoing a dramatic shift to the top of our energy ecosystem"

-Bloomberg New Energy Finance

"The federal government also owns an enormous fleet of vehicles, which we're going to replace with clean electric vehicles made right here in America made by American workers"

-President Biden

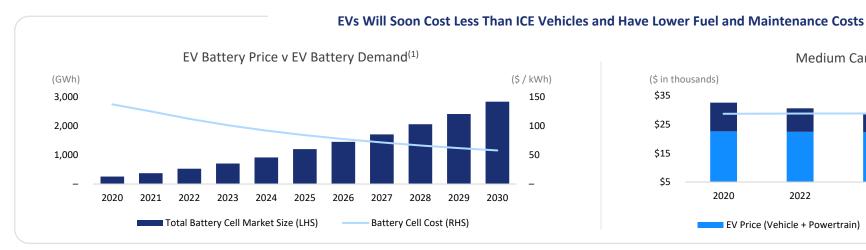
"The auto industry will change more in the next 5 to 10 years than it has in the last 50"

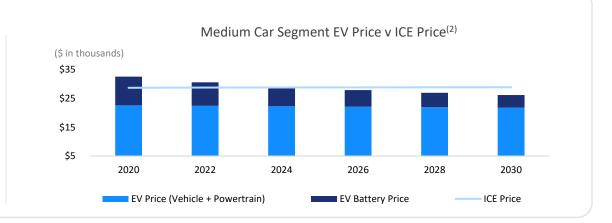
-Mary Barra, CEO of General Motors





# The Electric Vehicle Transition Is Here





### **Committed Traditional OEMs**































## **Proliferating New EV OEMs**



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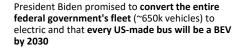


**AFFIVAL** 

### **Supportive Government Policies**



Bipartisan infrastructure bill supports a \$7.5 billion investment towards new chargers over the next decade





In 2020, the European Commission began to phase in automotive CO<sub>2</sub> targets



**Ionity**, the largest public EV charge point operator in EUR, received €39M in grants through the EU Connecting Europe Facility for Transport



Executive order mandating all new cars sold by 2035 to be emission free



Germany has announced electrification of fuel stations will be included in its €130B of **Economic Recovery Funding** 



'EV Make Ready' initiative to accelerate deployment of more than 50,000 charging stations by 2025



The UK is targeting 100% of new vehicle sales to be electric by 2030 and may ban new sales of fossil fuel vehicles

£500M has been committed by the UK government to a Rapid Charging Fund



"Under regulations that will come into force in May [in the UK], new [EV] chargers in the home and workplace will be automatically set not to function from 8am to 11am and 4pm to 10pm. Public chargers and rapid chargers, on motorways and A-roads, will be exempt."

-The Times

Source: Bloomberg New Energy Finance, press releases.

- Bloomberg New Energy Finance 2021 Long Term Electric Vehicle Outlook. Represents Global data.
- Bloomberg New Energy Finance 2020 Long Term Electric Vehicle Outlook. Represents United States data.

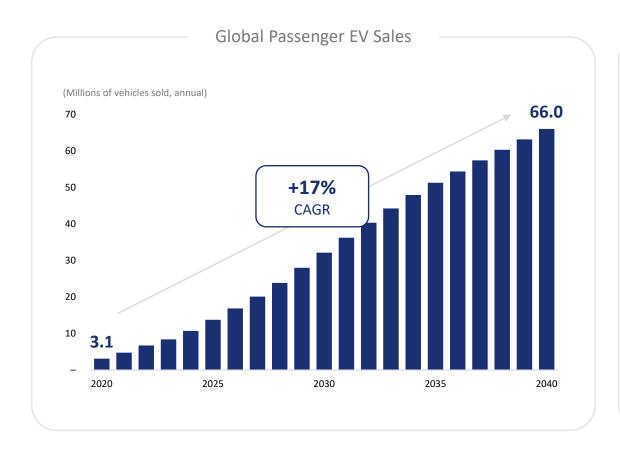


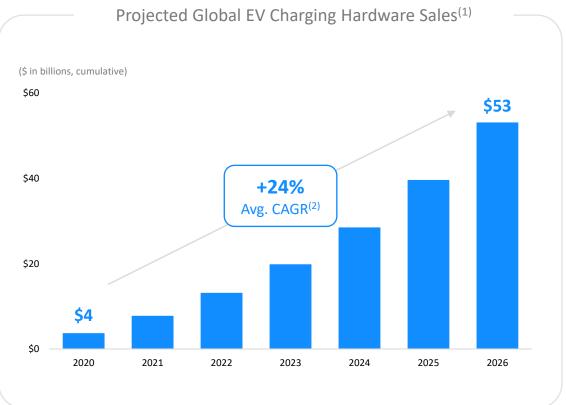


# And the Charging Infrastructure Needs to Be Ready

The global transition to an EV-based transportation network is reliant upon the availability of sufficient charging infrastructure

Front-loading of charger build-out by CPOs, utilities, fleets, retailers and governments will ensure sufficient infrastructure will be in place to meet the needs of the growing EV fleet





Source: Bloomberg New Energy Finance – 2021 EV Charging CIFM Model; BNEF 2021 Long Term Electric Vehicle Outlook.

<sup>2)</sup> CAGR represents per annum growth rate.



<sup>(1)</sup> Represents an average of market research reports Including Allied Market Research, Markets and Markets, IDTechEX, Guidehouse and BNEF.

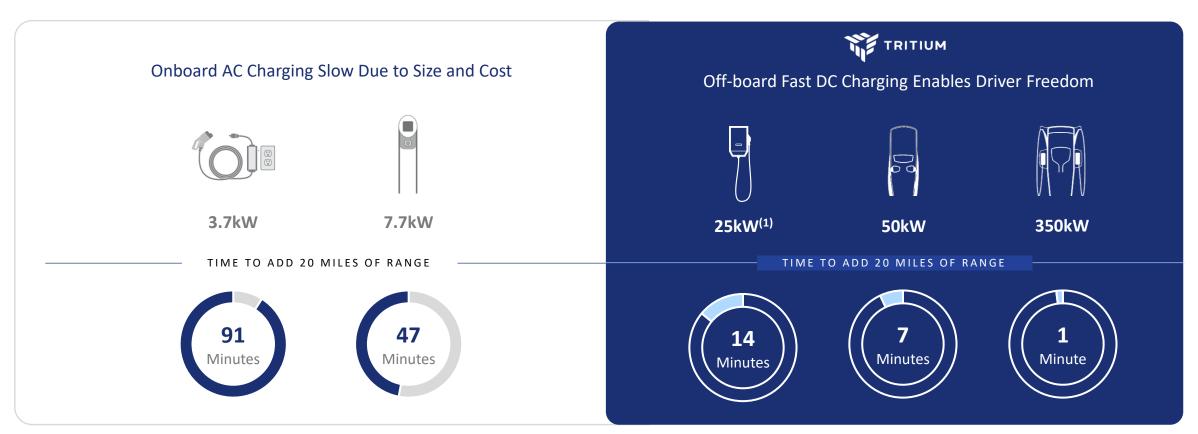
# **DC Fast Charging Has Clear Advantages Over AC**

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 home and public chargers



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



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.

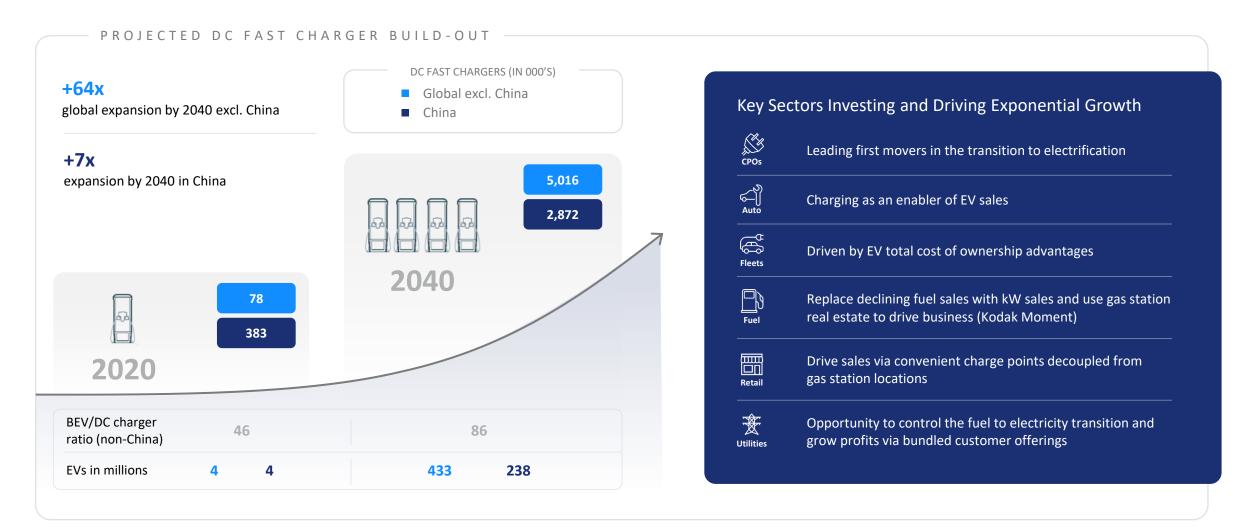
(1) Represents future product release.





# DC Fast Chargers are Critical to Meet EV Energy Demand

4.6 million DCFC chargers are needed by 2040 and Tritium's charging system is uniquely positioned to supply ALL charging operators



Source: Bloomberg New Energy Finance – 2021 EV Charging CIFM Model and EVCIPA.





# **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

Commercial Vehicle Sales ~13M ~3M ~8M  Passenger Vehicle Sales ~5M ~18M ~36M  CURRENT 2021  FIRST MOVERS  COO FAST FOLLOWERS  ULTIMATE OPPORTUNITY  CONTROL OF FAST FOLLOWERS  ULTIMATE OPPORTUNITY  FIRST MOVERS  COO FAST FOLLOWERS  ULTIMATE OPPORTUNITY  CONTROL OF FAST FOLLOWERS  UNIT AND CLEWER OF FAST FOLLOWERS  COOK FAST FOLLOWERS  ULTIMATE OPPORTUNITY  CONTROL OF FAST FOLLOWERS  ULTIMATE OPPORTUNITY  C	significantly expand in				
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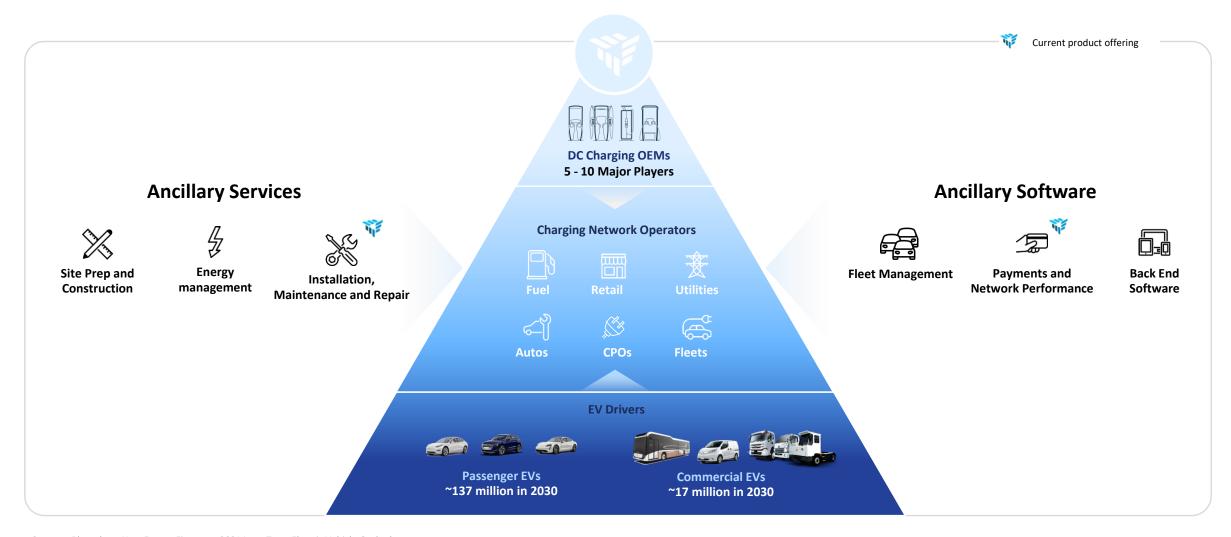
Source: Retail, NRF. Utility, EIA. Fuel, NACS. Autos and Fleets, OICA.





# A Leader Among Few, Supplying Many

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



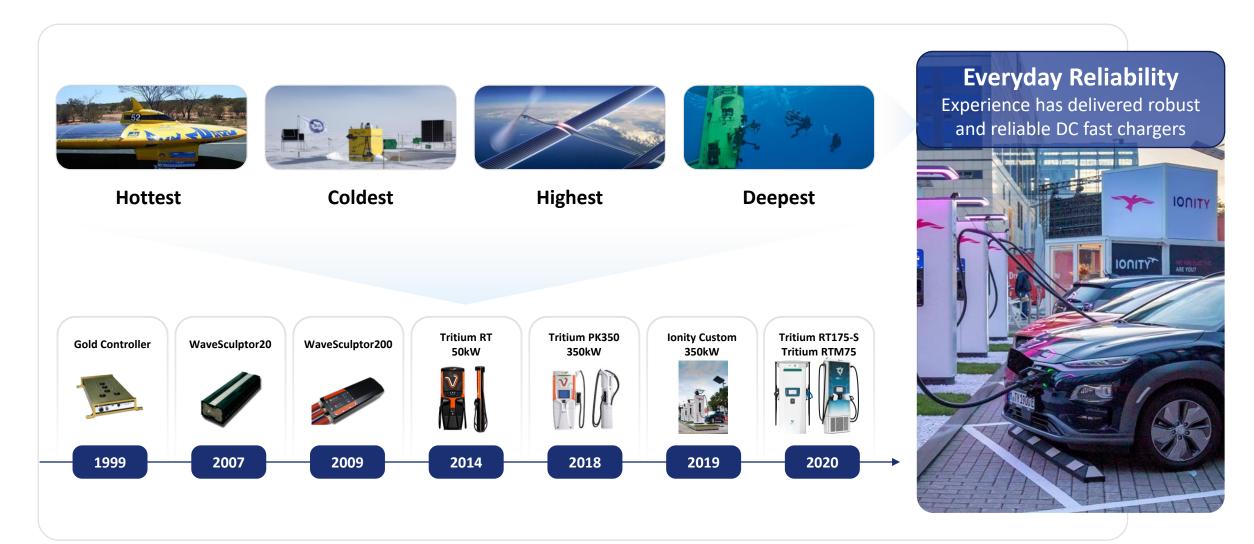
Source: Bloomberg New Energy Finance – 2021 Long Term Electric Vehicle Outlook.



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# **Delivering Rugged, Innovative Power Electronics for over 20 Years**



# **Global Leader in DC Fast Charging**











# Differentiated Technology

Exclusively focused on developing DC fast charging solutions

Unique liquid cooled architecture delivers reliability and the smallest footprint

Differentiated modular and scalable charging design allows site-wide scalability

# Leading Expertise

Highly talented engineering team including Founders, with a number of employees who are global leaders in their fields

**459** Staff

# IP Protections in Place

Key components of leading architecture are protected:

1

Australian patent issued, two Australian pending non-provisional patent applications and three Australian pending provisional patent applications

2

U.S. pending non-provisional patent applications and one foreign patent application pending in Germany

**13** 

Identified inventions to be submitted as provisional patent applications

# Leading Rapid Product Development

Opening highest power electromagnetic test facility for EV chargers in 2021<sup>(1)</sup>

Competitive advantage for rapid test, prototype, compliance and certification

Infrastructure to develop and bring products to market in short timeframes

## One of Few Truly Global Players

Strategically located, global footprint:

**24/7** Global support

Manufacturing on

3

continents, personnel on 4

Hardware fielded and supported in

41

Countries

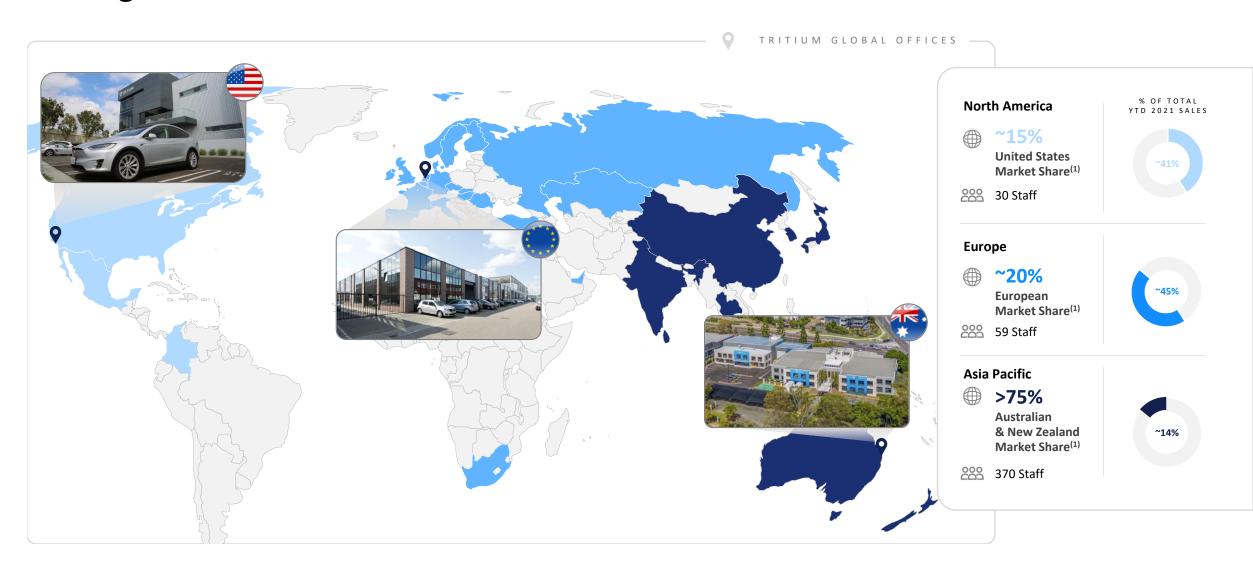
DCFCs comply with electrical certification regulations in all major western markets

(1) Based on facilities available to Tritium for product testing.





# **Leading Global Market Share**



Note: Based on calendar year figures.

(1) Based on public DC chargers, excluding Tesla. As of March 2020.





# **Diverse Blue-Chip Customer Base**



































We chose to partner with Tritium because they have a world-leading technology and have shown they can develop and deliver their products quickly

Michael Hajesch

IONITY CEO











# **Recent Commercial Announcements**



- Provided charging solution to BHP Mitsubishi Alliance (BMA) in conjunction with Miller Technology providing their Relay EV, with two units already installed
- Chargers are modified versions of the standard RT175-S to meet and exceed Australian mine-site standards
- Charger Model: RT175-S (Mine Modified)
- # Units: 2 installed with plans to rapidly expand at the completion of a successful trial

lcop



- Partially funded by the Australian Renewable Energy Agency (ARENA)
- Installing at destinations to compliment Evie's existing route-charging network of Tritium PK-series units
- Charger Model: RTM50
- # Units: 300+
- Timeframe: Finalized by Q3 2023



# power solutions

- Growing Network Operator in the US rolling out sites in CA to start, with expansion plans to AZ, NY and NJ
- First site with two RT50, rollout planned in at least 4 states with RTM products
- Charger Model: RT50, RTM75
- Timeframe: Ongoing through 2022

- Mobilize (formerly Elexent) will be deploying Tritium DCFC equipment across Europe for Fleet solutions
- Mobilize is a subsidiary of Groupe Renault, and will enable fleet operators to have a turn-key EV charging solution
- Charger Model: RT50 & RTM75
- Timeframe: Continuous deployment as required for Mobilize' customers



- Long-term Tritium customer with projects across the USA
- Partnering with Baltimore Gas & Electric to rollout Veefil RT50 Chargers across central Maryland
- Charger Model: RT50
- # Units: 12 sites to start, 100+ sites planned (multiple units per site)
- Timeframe: Ongoing through 2022



- Partnering with Tritium for HPC solutions for sites across Great Britain with energy supplied by Ecotricity – the world's first 100% green energy company
- Installed twelve PK350 charging stations at Rugby (near Coventry) for route-charging between London & Birmingham
- Charger Model: PK350
- # Units: 12
- Timeframe: Installed Q2 2021



- Ride-share company focussing on EV's using Tesla Model Y and establishing Charging "Superhubs" for their operators
- Installed 25 RTM75 chargers in Brooklyn for the first site, plans for other sites recently announced
- Charger Model: RTM75
- # Units: 25-30 per site, first rollouts through NYC
- Timeframe: Additional sites likely throughout 2022



- First European installation of RTM75
   Chargers at a Starbucks site in Gosport, UK with two systems.
- Planned rollout of a further 400 chargers across 200 sites.
- Charger Model: RTM75
- # Units: 12 installed, rollout continuing
- Timeframe: Estimated to Continue through 2022

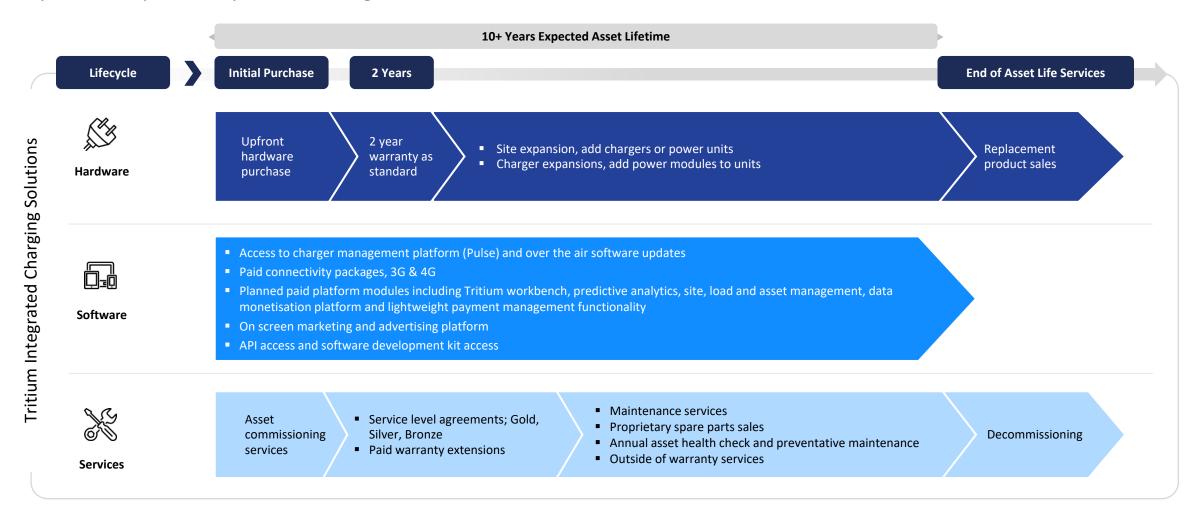
Note: Non-exhaustive customer list.





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

Deep customer partnerships and recurring revenue



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THE EV INFRASTRUCTURE OPPORTUNITY TRITIUM OVERVIEW **OPERATIONS TECHNOLOGY FINANCIALS VALUATION APPENDIX** 

# **Localized Manufacturing Strategy**

## **Localized Production – Planned for 2022**



Ramp up production capacity



Increase speed to market via proximity



Reduce supply chain and freight costs



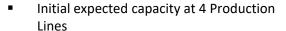
Increased flexibility for customer orders

New Facility – Estimated USA production from Q3 2022

New Facility – Estimated EUR production from Q3 2022

Current Facility – will transition from global supply to Asia Pacific focus after Q3 2022





- Potential expansion to more than double production lines
- Starting with one shift per day
- Potential expansion to three shifts per day

5,000
Initial Capacity
DCFC Units p.a. capacity

10,000 Expansion Capacity DCFC Units p.a. capacity



- Initial expected capacity at 4 Production Lines
- Potential expansion to more than double production lines
- Starting with one shift per day
- Potential expansion to three shifts per day

5,000
Initial Capacity
DCFC Units p.a. capacity

10,000 Expansion Capacity DCFC Units p.a. capacity



- Established capacity of 6 Lines
- Currently operating two shifts per day
- Potential to operate three shifts

5,000
Established Capacity
DCFC Units p.a. capacity









*Software Development* 

**Product Development & Prototyping** 





# **From Design Through Support**



**Quality Assurance** 



Vehicle Testing & Interoperability



Sales, Marketing & Distribution



24/7 Support & Warranty





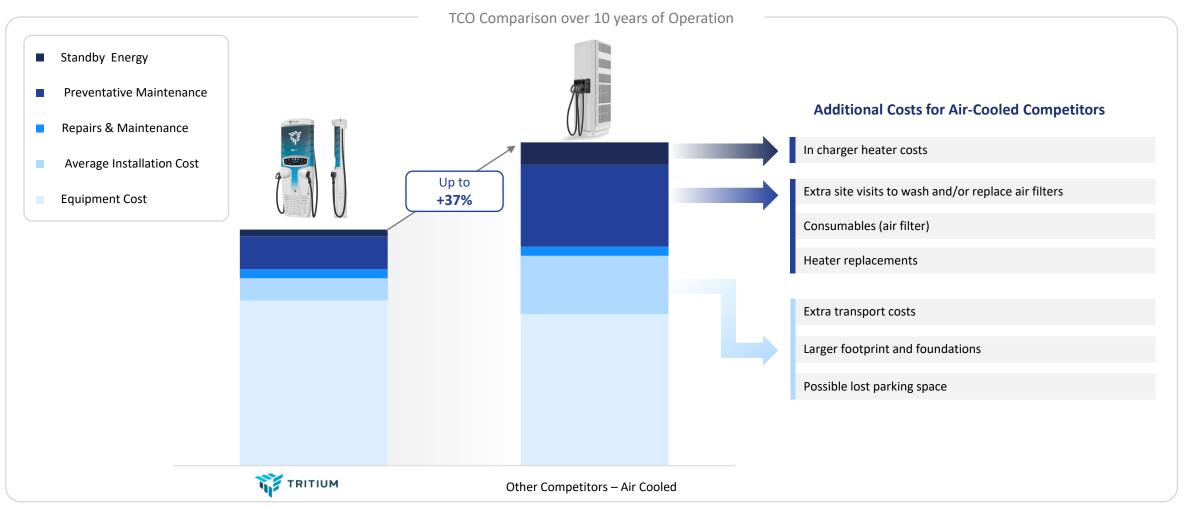
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THE EV INFRASTRUCTURE OPPORTUNITY TRITIUM OVERVIEW **OPERATIONS TECHNOLOGY FINANCIALS VALUATION APPENDIX** 

# **Total Cost** of Ownership High density, Small modular footprint electronics **Why Customers Opportunity Cost Choose Tritium** Performance **Technology** Ingress Liquid protection cooling 65 rating Scalability

# **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 ongoing heater costs.





# **Established Historic Product Portfolio**







# Tritium's Future Modular, Scalable, Charging ("MSC") Platform

The new platform maximizes the value of the operator's business

## **NO REGRETS GROWTH**

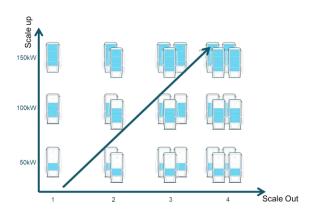
Easily plan and flexibly scale charging assets over time growth

### LOWER OPERATING COST

Tritium design principles focus on innovative ways to reduce operator costs

## **RETURN ON CAPITAL DEPLOYED**

Tritium's MSC 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

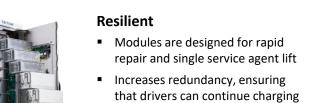


### Sealed Enclosure

 Reduces ongoing maintenance, lowering stand-by power and increasing expected lifetime

## Small footprint

Charger in the same parking spot as the vehicle



even if a single module requires maintenance



## 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





# The RTM75 is The First Tritium MSC Product To Be Released

## Next generation products leverage Tritium's MSC platform

# Upgradeable Modular System allows you to grow as your

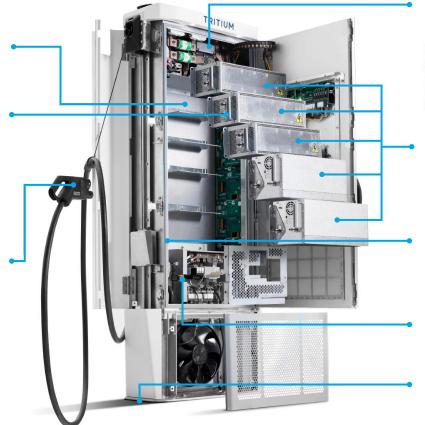
customer demand does

**Liquid Cooling** ensures quiet and consistent operation, even during the most extreme temperatures



Long Managed Cables with cable management, making it easy for drivers to plug in, while keeping cables neatly off the ground





CUSTOMER BENEFITS

### **DC Meter**

Tritium's DC Meter is available across the MSC platform



**Easy to Service** Power Electronics Modules rated for Single Person Lift

**Sealed Enclosure** means less wear and tear, longer system life and lower maintenance with no filters to change

Increased Safety with door and tilt sensor that support upstream breakers, ensures the charger is de-energized quickly in an emergency

**Slim, Compact Footprint** allows for easy installation in front of the car space, between vehicles, and in multi story car parks



Easy to install, easy to own, easy to use

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



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

AC Input – DC Output

75kW

150kW



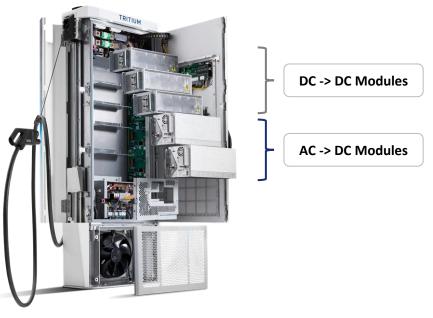
## PKM Platform – Distributed DC Fast Charging

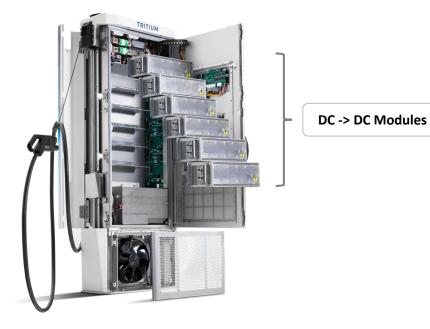
DC Input – DC Output

150kW

360kW

1000kW





TRITIUM BENEFITS

Standardized Base Components

Rapid New Product
Development

Streamlined Compliance & Certification

**Optimized Serviceability** 



# **Overview of MSC Platform Future Anticipated Releases**

**75kW**Released 2020

**150kW** 2022

**150kW** 

**360kW** 2022

**1MW** 2023

25kW

2023





## **Retail Applications**

**Self-Contained System** 

Convenience Charge

**Easy Installation** 





## **Charging Park Applications**

Sitewide System

**Essential Charge** 

More BEVs Served With Less Infrastructure





## **Depot Charging Applications**

Configured Plug'n'Play System

**Specialized Charging Requirements** 

Structured Deployment





## Low Power DC Charging

Distributed low-power DC

Large scale fleet deployment

**Easy Installation** 





EASY ON SITE GRID-SCALE BATTERY INTEGRATION

Note: Product roadmap is subject to change.





# Integrated Software, Firmware and Data as Barriers to Entry

### **Tritium Data Advantage**



Charging network optimisation



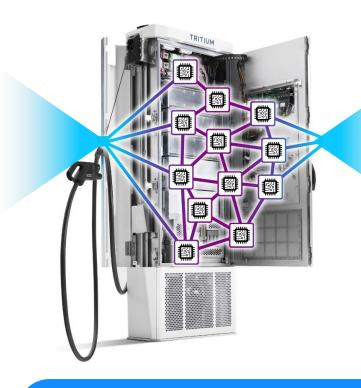
Customer offering & market insights



Stakeholder insights

### **Tritium Data Lake**

- 7 years operating history
- 3.6M+ charging sessions
- 5,250+ chargers
- 41 countries
- All climatic conditions
- Varying grid conditions



## **Tritium Deployed Chargers**

- Entire fleet designed with 4G data connectivity
- Dozens of telemetry sensors per charger
- 12 microprocessors per charger

## **Barriers to Entry**



Operations and product optimisation



Hardware regulations & standards





Local laws and requirements



Driver experience









All vehicles compatible



Operator software integrations





Grid, utility, building Interaction



Global 3<sup>rd</sup> party service partners trained

## **Software & Ecosystem Integrations**

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





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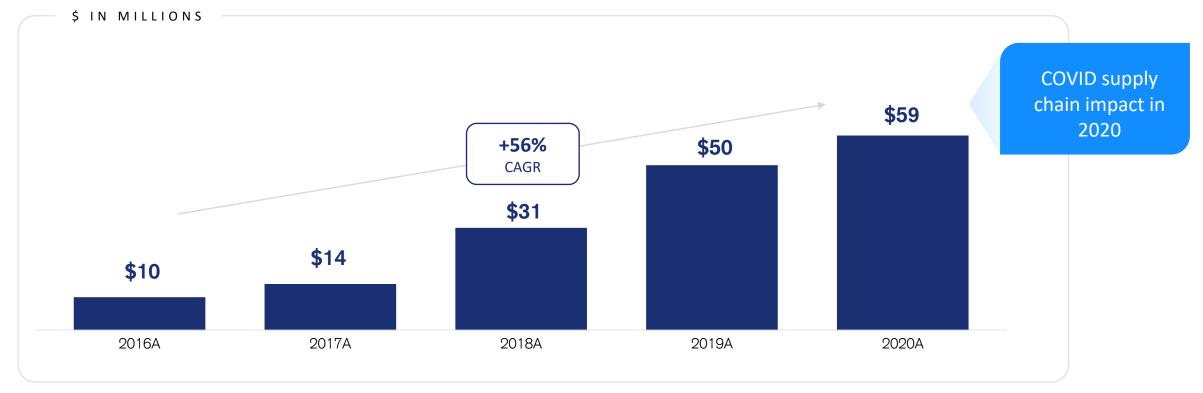
# **Strong Revenue Base with History of Rapid Growth**

Track record of successfully growing operations through multiple periods of rapid growth

# Numerous R&D successes and key business wins

Reputation for relentless execution and ability to overcome hurdles

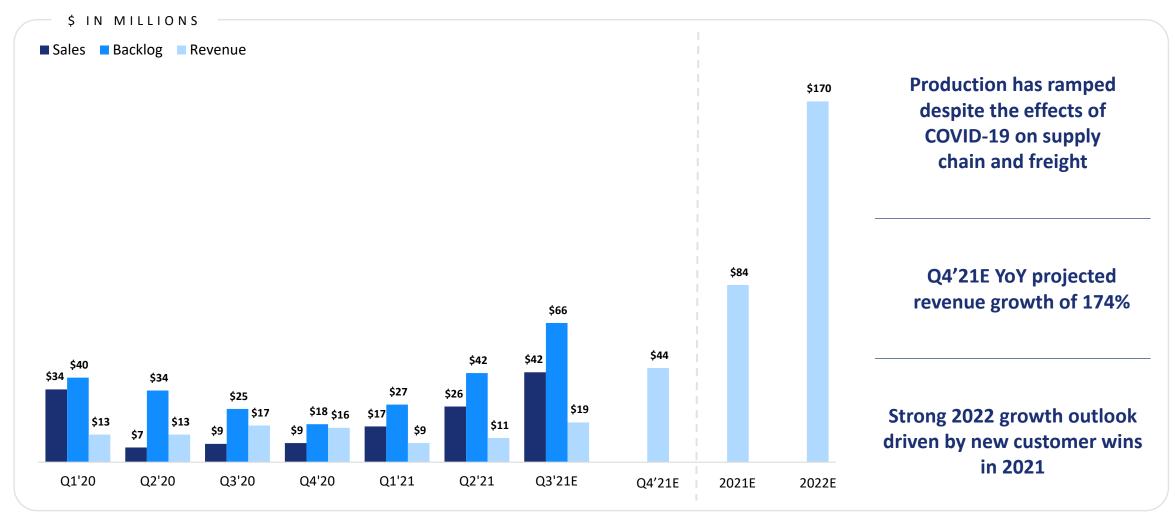
Mature operations enable next phase of business expansion



Note: 2016 – 2018 based on AASB. 2019 – 2020 based on US GAAP. Financials refer to calendar year figures.



# 2021 and 2022 Update



Note: Financials refer to calendar year figures.

Q3'21E represents actual financials for July and August, as well as September estimated forecast.

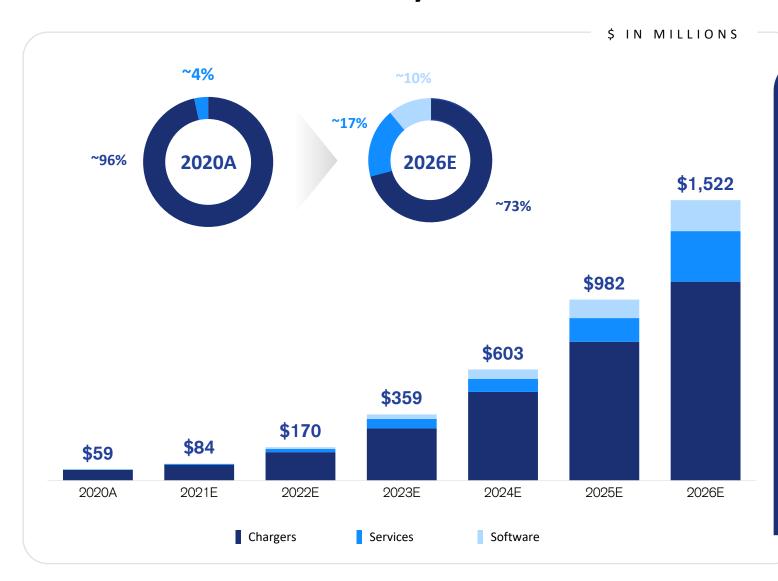
2020 financials converted at AUD/USD foreign exchange rate of 0.6944, while 2021 financials are converted at AUD/USD foreign exchange rate of 0.75.

2021 projections subject to supply chain / freight delays or other COVID-19 impacts.





# **Revenue Scales with Industry Growth**



### REVENUE GROWTH IS DRIVEN BY:

### **Diversified blue-chip customer base**

 Accelerating investment and providing continued momentum

Charge point operators installing ahead of EV uptake for 'land grab' purposes or to secure government incentives

### **New product releases**

- Several new products including a range of software modules and expanded service coverage is planned over next 5 years
- Entry into new countries and adjacent segments

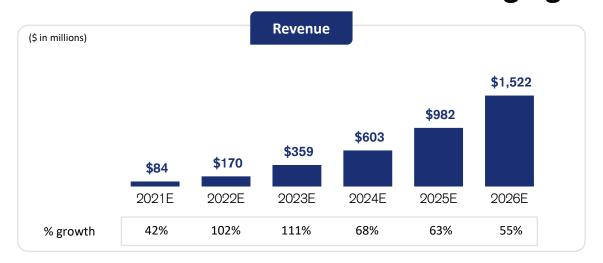
Increasing revenue from recurring software and services as the **installed fleet grows** 

Note: Financials refer to calendar year figures.





# Robust Growth and Near-Term Positive Cash Flow Conversion Profile Differentiates Tritium from EV Charging Peers









Note: Financials refer to calendar year figures.

- (1) Gross Profit defined as Revenue less cost of goods sold (which includes depreciation and amortization related to assets used in production).
- 2) EBITDA defined as net loss before interest income or expense, income tax expense or benefit, and depreciation and amortization. EBITDA Margin defined as EBITDA, divided by total Revenue, for the period presented.
- 3) Free Cash Flow defined as EBITDA less Capital Expenditures and change in Net Working Capital.



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THE EV INFRASTRUCTURE OPPORTUNITY TRITIUM OVERVIEW **OPERATIONS TECHNOLOGY FINANCIALS VALUATION APPENDIX** 

### **Transaction Overview**

### **Key Transaction Terms**

\$1.4B

Pro-forma enterprise value

Implied 4.1x 2026E EBITDA and 0.9x 2026E revenue

\$1.2B

transaction value

\$403M

DCRN cash in trust(1)

Investors will receive shares in combined company based in Australia and listed on the Nasdag



Strong balance sheet with an estimated \$274M cash upon closing of the transaction<sup>(1)</sup>

Ensures ability to deliver growth organically and via M&A

### **Illustrative Pro-Forma Valuation**

(\$ in millions, shares in millions)

Illustrative price per share	\$10.00
Pro-forma outstanding shares	171.8
Post money equity value	\$1,718
(-) Pro-forma net debt (6/30/2021)	(274)
Enterprise value	\$1,444

Existing Tritium shareholders are rolling their equity and are collectively expected to own 70% of the pro-forma company

### (1) Pro-forma ownership structure assumes \$10.00 per share and no redemptions. Excludes public and private warrants.

- (2) Represents \$15mm PIPE from Palantir.
- (3) Reflects the repayment of approximately \$61.0 million in debt and related interest and penalties, including (i) the repayment of approximately \$47.5 million in principal, interest and penalties incurred in connection with the June 2020 investment by CIGNA under the CIGNA Loan, (ii) the payment of approximately \$6.8 million in interest and penalties related to the repayment in full of the July 2021 investment by CIGNA under the CIGNA Loan and (iii) the repayment of \$6.8 million in principal and interest incurred in connection with a shareholder loan made to Tritium by St Baker Energy Holdings Pty Ltd.

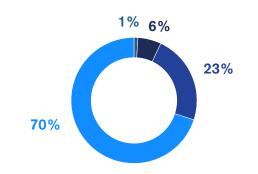
### Illustrative Sources and Uses(1)

(\$ in millions)

Total sources	\$1,624
Existing cash	6
Rollover equity	1,200
PIPE Financing	15 <sup>(2)</sup>
Cash in Trust Account	\$403(1)
Sources	

Uses	
Rollover equity	\$1,200
Cash to balance sheet	274
Debt repayment	61 <sup>(3)</sup>
Share-based compensation	28(4)
Transaction expenses	61 <sup>(5)</sup>
Total uses	\$1,624

### Pro-Forma Ownership<sup>(1)</sup>



- Shares to PIPE (Palantir)
- Sponsor Shares
- DCRN Investors
- Existing Tritium shareholders
- (4) Reflects payment of \$21.6 million in share-based compensation by Tritium under its incentive plans and \$5.9 million in tax payable by Tritium on certain share-based incentives.
- (5) Reflects transaction-related costs of DCRN, Tritium and NewCo of approximately \$40.0 million, deferred underwriting fees from DCRN's IPO of approximately \$14.1 million and a payment by Tritium to Vontier of approximately \$7.1 million in connection with its waiver of its right to purchase Tritium.





## **Differentiated Business Model and Financials**



- ✓ Leading DCFC Technology
- ✓ Blue-Chip Customer Base
- Sustainable Growth
- Scaling Margins
- Real Revenue Base Today
- Compelling Valuation

# **ELECTRIC VEHICLE CHARGING PEERS Public Comps** De-SPACs **EVgo ALFEN** EVBOX GROUP NUVVE blink -chargepoin+: **FASTNED** Leading mobility technology peers focused on the charging infrastructure space Disruptive growth business and financial profiles Benefit from same fundamental trends of growing EV penetration and charging buildout Varied technology offerings; no "pure play" DCFC OFM

### **DIVERSIFIED ELECTRICAL EQUIPMENT**





**SIEMENS** 

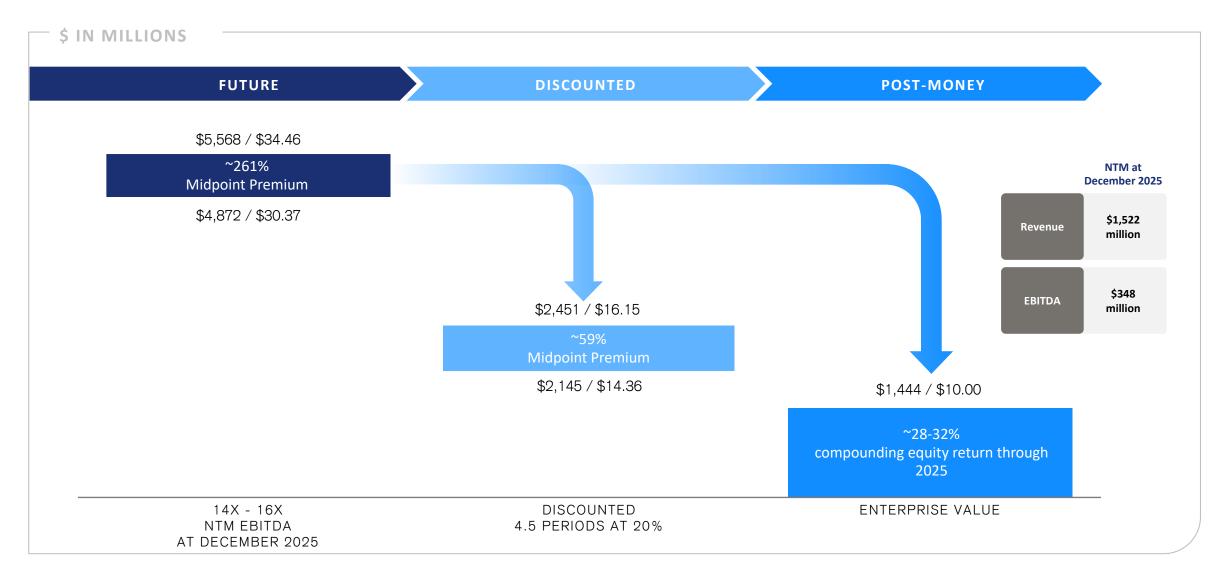


- Leading OEMs across the diversified electrical equipment space
- Valuation at mature, steady-state levels
- Well-capitalized with significant resources to invest in EV
- Diversified with limited EV focus to date
- Many commodity products





# **Discounted Future Enterprise Value**



Note: Implied share prices exclude dilutive impact of public and private warrants.





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THE EV INFRASTRUCTURE OPPORTUNITY TRITIUM OVERVIEW **OPERATIONS TECHNOLOGY FINANCIALS VALUATION APPENDIX** 

# **Leading Telemetry Data Streams and Interactive Software Platform**

**Tritium Firmware and Software Capability** 

### **On-Charger Firmware and IoT**

- Comprehensive vehicle compatibility
- Connected on-device sensors and telemetry
- On-charger microprocessors
- Grid condition sensors and data collection

### **Off-Charger Software Platform**

- Remote device monitoring
- Interactive data platform and error diagnosis
- Ongoing software optimization

Generates insights using artificial intelligence and machine learning

Predictive maintenance

**Edge Computing** 







Local Storage



Eliminates transmission of large quantities of data; sensitive data only stored within the charger

**Data Uses** 



### **Charging Network Optimization**

- Utilization Insights
- Maintenance Alerts



### **Stakeholder Insights**

UX / UI Interaction Data

locally inside the charger itself

Vehicle Trends



### **Customer Offering & Market Insights**

- Energy Delivery Insights
- Grid Interaction Trends



# 24 / 7 Global Customer Support

### **Tritium Provides Global Service Coverage from 3 Locations**

- All chargers connected and monitored in real-time via 4G
- Customer support team staffed by qualified and trained engineers
- 8 years and 40 million hours cumulative charger uptime
- Warranty extensions available up to 10 years
- Paid service level agreements available for life of the charger
- Non-warranty services, repairs and spares available for life of charger
- Delivering high uptime









# **Select Future Product Adjacencies**

### Low Power DC Chargers (25kW)

- Low power AC charging requires an onboard AC/DC converter within the vehicle, typically limited to ~7-11kW. Onboard charging speeds are limited due to weight, size and heat constraints within the vehicle
- The onboard AC charging component is a key cost reduction opportunity being pursued by Automotive OEMs that will particularly benefit fleet operators
- Low Power DC charging will be essential for non-AC charging capable vehicles and is a future product opportunity for Tritium
- Additionally, fleet operators can design more effective depot charging solutions via low power DC charging as opposed to relying on onboard AC charging

### Benefits to fleet operators include:



# Charger TCO Savings

- Centralized rectification enables depot managers to right size their charging capacity to duty cycles
- DC cabling can reduce install costs



# Accessible Maintenance

- Centralized equipment can improve service access and repair times
- Increased flexibility to design redundant systems such as storage integration



# Granular Communications

 Charger to vehicle communications are possible via DC charging and can provide fleet managers valuable operational data

# Alternating Current (AC) Onboard charger Battery Direct Current (DC)

Source: Graphic from Wallbox company website.

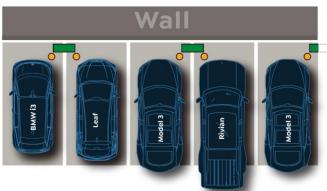




# **Maximize Revenue and Real Estate Usage**

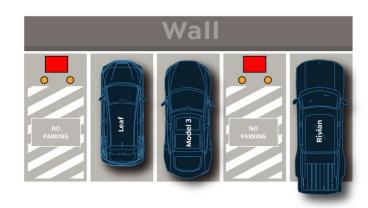
Small footprint design allows chargers to be installed almost anywhere and reduces or eliminates the number of car parking spaces lost to charging stations for site hosts





Tritium Chargers Keep Valuable Car Parking Spaces





Parking Real Estate Lost Using Larger Competitor Products

# **DC Fast Charging Everywhere**





Parking arrangement



Charging need



Contractual party

### On-The-Go

(e.g. retail charging stations)

Public parking

Quick necessary on-the-go charging (<1 hour)

Investor

### **Fleet Depot**

(e.g. vocational, public services courier)



Private parking



Charging need dependent on fleet management



Fleet owner