

# INVESTORS CALL

New project in Taiwan and  
Q3 Trading and Operational Update

# NHΩA

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28 October 2021

This document has been prepared by NHOA S.A. (the "Group") and contains forward-looking statements. In particular, statements regarding future financial performance and the Group's expectations as to the achievement of certain targeted metrics, including revenues, EBITDA, capital investments, conversion rates, pipeline, manufacturing capacity, installed base, life-time-value, utilization rate, market share, profitability, research and development costs and other expenses at any future date or for any future period are forward-looking statements. These statements may include terms such as "may", "will", "expect", "could", "should", "intend", "estimate", "anticipate", "believe", "remain", "on track", "design", "target", "objective", "goal", "forecast", "projection", "ambition", "outlook", "prospects", "plan", "guidance", or similar terms. Forward-looking statements are not guarantees of future performance. Rather, they are based on the Group's state of knowledge and reasonable expectations at the date of publication of this document about future events which are by their nature, subject to inherent risks and uncertainties. They relate to events and depend on circumstances that may or may not occur or exist in the future and, as such, undue reliance should not be placed on them.

Actual results may differ materially from those expressed in forward-looking statements as a result of a variety of factors, including: the impact of the COVID-19 pandemic; disruptions arising from political, social and economic instability; political and civil unrest; earthquakes or other disasters; changes in local economic and political conditions, changes in trade policy and the imposition of global and regional tariffs or tariffs targeted to the automotive industry, the enactment of tax reforms or other changes in tax laws and regulations. The ability of the Group to launch new innovative and attractive eMobility products and storage solutions to award tender processes; its ability to develop, manufacture, certify under the specific local market regulations and sell storage solutions and eMobility products with advanced features including competitive electronics and batteries on which the Group is heavily reliant on third party suppliers; changes in the global financial markets, general economic environment and changes in demand for electric mobility and automotive products, which is subject to cyclicity. The Group's ability to expand certain of its products globally and in particular in the new targeted markets; various types of claims, lawsuits, governmental investigations and other contingencies, related to product liability, warranty and environment; material operating expenditures in relation to compliance with environmental, health and safety regulations; the intense level of competition in the storage and electric mobility industry which may increase due to consolidation; exposure to shortfalls in the funding of the Group's defined benefit pension plans; the ability to provide or arrange for access to adequate financing for retail customers and associated risks related to the establishment and operations of financial partners; the ability to access funding to execute the Group's Masterplan and Strategic Ambitions and improve their businesses, financial condition and results of operations; the ability to hire and retain several qualified and properly skilled human resources and to organize and manage a more complex Group's structure and organization; a significant malfunction, disruption or security breach compromising information technology systems or the electronic control systems contained in the Group's products and solutions; the Group's ability to realize benefits from joint venture arrangements, particularly with Stellantis; risks associated with our relationships with employees, dealers and suppliers; increases in costs, disruptions of supply or shortages of raw materials, parts, components and systems used in the Group's products and solutions, particularly batteries; developments in labor and industrial relations and developments in applicable labor laws; exchange rate fluctuations, interest rate changes, credit risk and other market risks; the risk that the operations of Free2Move eSolutions S.p.A. and the expectations of Taiwan Cement Corporation will not be integrated successfully and other risks and uncertainties including but not limited those explained or identified in the public documents filed by the Group with the French Financial Markets Authority (Autorité des Marchés Financiers, AMF), including those listed in the "Risk Factors" section of the Universal Registration Document filed with the AMF on 7 April 2021 (under number D.21-0273).

Any forward-looking statements contained in this document speak only as of the date of this document and the Group disclaims any obligation to update or revise publicly forward-looking statements. The Group does not have the obligation and undertakes no obligation to update or revise any of the forward-looking statements.

## Taiwan:

- Transition from fossil to renewable, 40% renewables capacity announced towards 2025
- Alternative sources of grid ancillary services necessary to support this transition
- Market for grid ancillary services launched early 2021

## TCC:

- TCC is a pre-eminent Asian industrial group – NHOA's majority shareholder
- Leading the transformation of the Taiwanese economy towards sustainability
- Pioneer in energy storage in Taiwan with Changbin Base 5MW pilot project

The logo for TCC, featuring a stylized white symbol on the left and the letters 'TCC' in a bold, white, sans-serif font on the right.

# TCC selected NHOA to supply over 400MWh of energy storage capacity in Taiwan:

- Most important large-scale energy storage projects in Taiwan
- Projects to deliver ancillary services to the Taiwanese grid
- Two systems aggregating usable capacity of c.160MW/420MWh,
  - c.110MWh at TCC SuAo cement plant to be delivered by the end of 2022
  - c.310MWh at HePing industrial park to be delivered by Q3 2023
- Turnkey supply BESS contract

**NHOA**

**400MWh**  
Energy Storage Projects

**TAIWAN**

## Marking a clear step change for NHOA:

- Confirming the pre-eminence of our technology in Asia Pacific, a region which represents now almost 50% of our 1.3GWh of projects under development globally
- Cementing NHOA's ambition as a top-5 ESS turnkey supplier in Asia Pacific and globally
- Early mover in the highly promising Taiwanese market with an unparalleled domestic positioning
- Clear evidence of industrial synergies with new NHOA shareholder

The logo for BOTCC, featuring a stylized white symbol on the left and the letters 'BOTCC' in a bold, white, sans-serif font on the right. The background is a night cityscape with illuminated skyscrapers, including the Taipei 101.

# Q3 TRADING AND OPERATING UPDATE

## NHOA

New horizons ahead.

### Q3 TRADING AND OPERATIONAL UPDATE

Data in

H1 2021

Q3 2021

CONSOLIDATED SALES\*

€m

**7,2**

**11,7**

CONSOLIDATED CASH AND CREDIT LINES AVAILABLE FOR WITHDRAWAL

€m

**9,1**

**39,7**



## NHOA

ENERGY

#### Trading Update

STORAGE GBL	Data in	Trading Update		4 Oct. 2021	27 Oct. 2021
		H1 2021	Q3 2021		
Sales*	€m	2,3	3,1		
<b>Backlog</b>	€m	<b>45</b>	<b>40</b>	<b>121</b>	<b>205</b>
Contracts Secured	€m	104	104	104	104
12-month Order Intake	€m		34		208
Online Capacity	MW	185	185		
<b>Projects Under Development</b>	MWh	<b>700</b>	<b>713</b>	<b>924</b>	<b>1.342</b>
of which signed turn-key supply contracts (Backlog)	MWh	93	106	317	735
of which Contracts Secured	MWh	607	607	607	607
Pipeline	€m	835	833		
Projects in which NHOA is shortlisted	#		6		



#### eMobility GBL

	Data in	Q3 2021
Sales*	€m	8,6
<b>PoC Conversion Rate:</b>		
• PoC / Stellantis Group EV Sales	# PoC	7,3%
• PoC / FCA brands EV Sales	# PoC	28,7%
• PoC / PSA brands EV Sales	# PoC	-
• Subscriptions / Total PoC	# PoC	-
• PoC outside Stellantis / Total PoC	# PoC	11,0%
Manufacturing Capacity	# PoC	1,750/week




**atlante**  
FASTCHARGING ON-THE-GO

#### ATLANTE GBL

	Data in	Q3 2021
Sales*	€m	-
Utilization Rate	%	-
Sites & Microgrids online (incl. Charging Hubs)	#	1
Fastcharging PoC online and under construction	#	624
V2G Microgrid Capacity online and under construction	MW	31
EV based storage equivalent	MWh	26
Pipeline of New Sites under assessment	#	774
of which under development	#	73

## NHOA

\*Sales refers to Revenues & Other Income. Q3 Sales refers to (unaudited) Revenues & Other Income as at 30 September 2021

# STORAGE GLOBAL BUSINESS LINE



STORAGE GBL	Data in	H1 2021	Q3 2021	Trading Update	
				4 Oct. 2021	27 Oct. 2021
Sales*	€m	2,3	3,1		
<b>Backlog</b>	€m	<b>45</b>	<b>40</b>	<b>121</b>	<b>205</b>
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Online Capacity	MW	185	185		
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of which signed turn-key supply contracts (Backlog)	MWh	93	106	317	735
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# EMOBILITY GLOBAL BUSINESS LINE



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- PoC / PSA brands EV Sales	# PoC	-
• Subscriptions / Total PoC	# PoC	-
• PoC outside Stellantis / Total PoC	# PoC	11,0%
Manufacturing Capacity	# PoC	1,750/week

# INFRASTRUCTURE GLOBAL BUSINESS LINE



ATLANTE GBL	Data in	Q3 2021
Sales*	€m	-
Utilization Rate	%	-
Sites & Microgrids online (incl. Charging Hubs)	#	1
Fastcharging PoC online and under construction	#	624
V2G Microgrid Capacity online and under construction	MW	31
EV based storage equivalent	MWh	26
Pipeline of New Sites under assessment	#	774
of which under development	#	73

Get ready  
for a new  
electric era.

NHQA



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