

Q3 2022

TRADING AND

OPERATIONAL UPDATE



NHΩA

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 6 April 2022 (under number D.22-02751).

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.

Q3 2022 TRADING AND OPERATIONAL UPDATE

NHOA

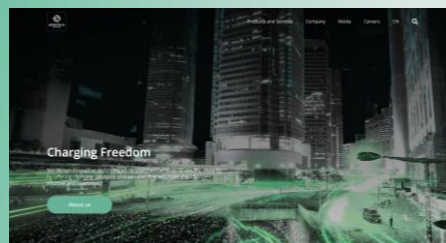
Q3 2022 TRADING AND OPERATIONAL UPDATE	Data in	Q3 2021	FY 2021	H1 2022	Q3 2022	Var% vs Q3 2021	Var% vs H1 2022
CONSOLIDATED SALES^[1]	€m	11.7	32.9	82.2	99.8	+753%	
CONSOLIDATED CASH AND CREDIT LINES AVAILABLE FOR WITHDRAWAL^[2]	€m	49.0	151.0	151.7	113.4*		-25%

* includes the impact of the conversion of a USD30 million cash credit line into a dedicated bond facility to support the growth in energy storage contracts portfolio



NHOA
ENERGY

STORAGE GBL	Data in	Q3 2021	FY 2021	H1 2022	Q3 2022	Var% vs Q3 2021	Var% vs H1 2022
Sales ^[1]	€m	3.1	15.9	73.0	88.4	+2,752%	
Backlog ^[3]	€m	40	193	143	152		+7%
12-month Order Intake	€m	34	208	208	223		+7%
Online Capacity	MW	185	188	188	201		+7%
Projects Under Construction^[4]	MWh	106	720	751	776	-	+3%
Pipeline	€m	833	764	1,031	984		-5%
Projects in which NHOA is shortlisted	#	6	4	5	4		-1



eMobility GBL	Data in	Q3 2021	FY 2021	H1 2022	Q3 2022	Var% vs Q3 2021	Var% vs H1 2022
Gross Sales Including intercompany (Atlante)^[1]	€m	8.6	17.3	11.0	15.3		+39%
Sales^[1]	€m	8.6	17.1	9.1	11.3	+31%	+23%
PoC Conversion Rate:							
• PoC / Stellantis Group EV Sales	# PoC	7%	18%	17%	16%		
• PoC outside Stellantis / Total PoC	# PoC	11%	40%	50%	43%		
Manufacturing Capacity	# PoC	1,750/ week	2,250/ week	2,750/ week	2,750/ week		



atlante
FASTCHARGING ON-THE-GO

ATLANTE GBL	Data in	Q3 2021	FY 2021	H1 2022	Q3 2022	Var% vs Q3 2021	Var% vs H1 2022
Sales ^[1]	€m	N/A	N/A	N/A	N/A		
Utilization Rate	%	N/A	N/A	N/A	N/A		
Sites & Microgrids online and under construction	#	1	22	59	119		+60
Fastcharging PoC online and under construction	#	624	760	932	1,302		+370
V2G Microgrid Capacity online and under construction	MW	31	31	33	33		stable
EV based & stationary storage equivalent ^[4]	MWh	32	32	34	34		stable
Pipeline of New Sites under assessment	#	774	835	1,455	1,953		+498
of which under development	#	73	69	164	412		+248

[1] Sales refers to Revenues & Other Income. Q3 2022 Sales refers to (unaudited) Revenues & Other Income as at 30 Sept 2022

[2] Including cash deposits and cash collateral to guarantee securities on projects in execution

[3] Figures published until 4 October 2021 also include e-MOBILITY Backlog. Starting from the release of Q3 2021 Trading and Operational Update, Backlog is communicated only for Global Business Line Storage

[4] FY 2021 and Q1 2022 figures updated on a Like for Like basis. 5,6 MWh previously included in the NHOA Energy on "Projects Under Development" reclassified on Atlante "EV based & stationary storage equivalent". Please also refer to notes (4) & (10)

Q3 2022 ENERGY STORAGE HIGHLIGHTS

STORAGE GBL	Data in	Q3 2021	FY 2021	H1 2022	Q3 2022	Var% vs Q3 2021	Var% vs H1 2022
Sales ^[1]	€m	3.1	15.9	73.0	88.4	+2,752%	
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Projects Under Construction^[4]	MWh	106	720	751	776	-	+3%
Pipeline	€m	833	764	1,031	984		-5%
Projects in which NHOA is shortlisted	#	6	4	5	4		-1

28x

GROWTH IN SALES YoY

€223m

12-MONTHS
ORDER INTAKE

~800MWh

UNDER CONSTRUCTION

~€1bn

PIPELINE



NHΩA
ENERGY

+36MWh
AWARDED

for a total of
~100MW
energy storage capacity

online and under construction in
LATIN AMERICA



Project in execution

Q3 2022 E-MOBILITY HIGHLIGHTS

eMobility GBL	Data in	Q3 2021	FY 2021	H1 2022	Q3 2022	Var% vs Q3 2021	Var% vs H1 2022
Gross Sales Including intercompany (Atlante) ^[1]	€m	8.6	17.3	11.0	15.3		+39%
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PoC Conversion Rate:							
• PoC / Stellantis Group EV Sales	# PoC	7%	18%	17%	16%		
• PoC outside Stellantis / Total PoC	# PoC	11%	40%	50%	43%		
Manufacturing Capacity	# PoC	1,750/week	2,250/week	2,750/week	2,750/week		

+30%
SALES YoY

16%
CONVERSION RATE
STELLANTIS BRANDS

43%
POC OUTSIDE
STELLANTIS BRANDS

2,750
POC/Week
MANUFACTURING CAPACITY



Q3 2022 EV FASTCHARGING INFRASTRUCTURE HIGHLIGHTS

ATLANTE GBL	Data in	Q3 2021	FY 2021	H1 2022	Q3 2022	Var% vs Q3 2021	Var% vs H1 2022
Sales ^[1]	€m	N/A	N/A	N/A	N/A		
Utilization Rate	%	N/A	N/A	N/A	N/A		
Sites & Microgrids online and under construction	#	1	22	59	119		+60
Fastcharging PoC online and under construction	#	624	760	932	1,302		+370
V2G Microgrid Capacity online and under construction	MW	31	31	33	33		stable
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Pipeline of New Sites under assessment	#	774	835	1,455	1,953		+498
of which under development	#	73	69	164	412		+248

1,300+

FASTCHARGING POC ONLINE AND UNDER CONSTRUCTION

119

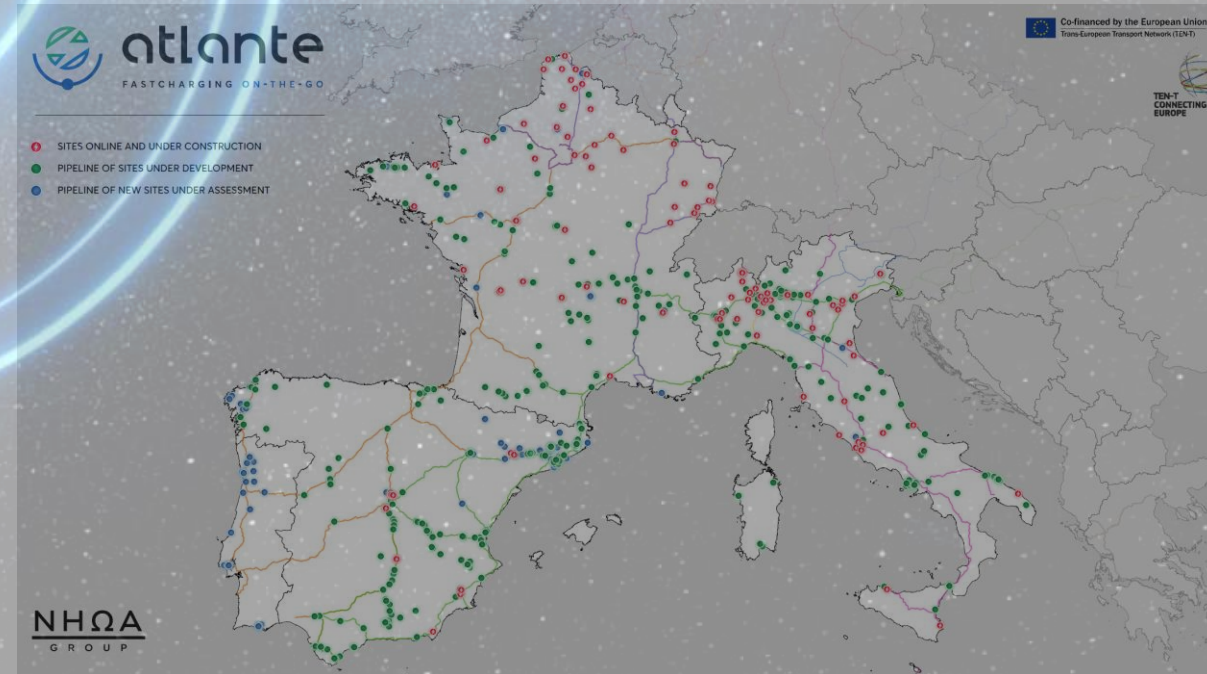
SITES & MICROGRIDS ONLINE AND UNDER CONSTRUCTION

~2,000

PIPELINE OF NEW SITES UNDER ASSESSMENT



WELCOME TO THE PRESENT
THE FUTURE IS NOW



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Get ready
for a new
electric era.


NHOA

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