

# Ferroamp Q2 report 2023

Webcast /teleconference

Kent Jonsson, CEO  
Fredrik Breitung, CFO

# Agenda

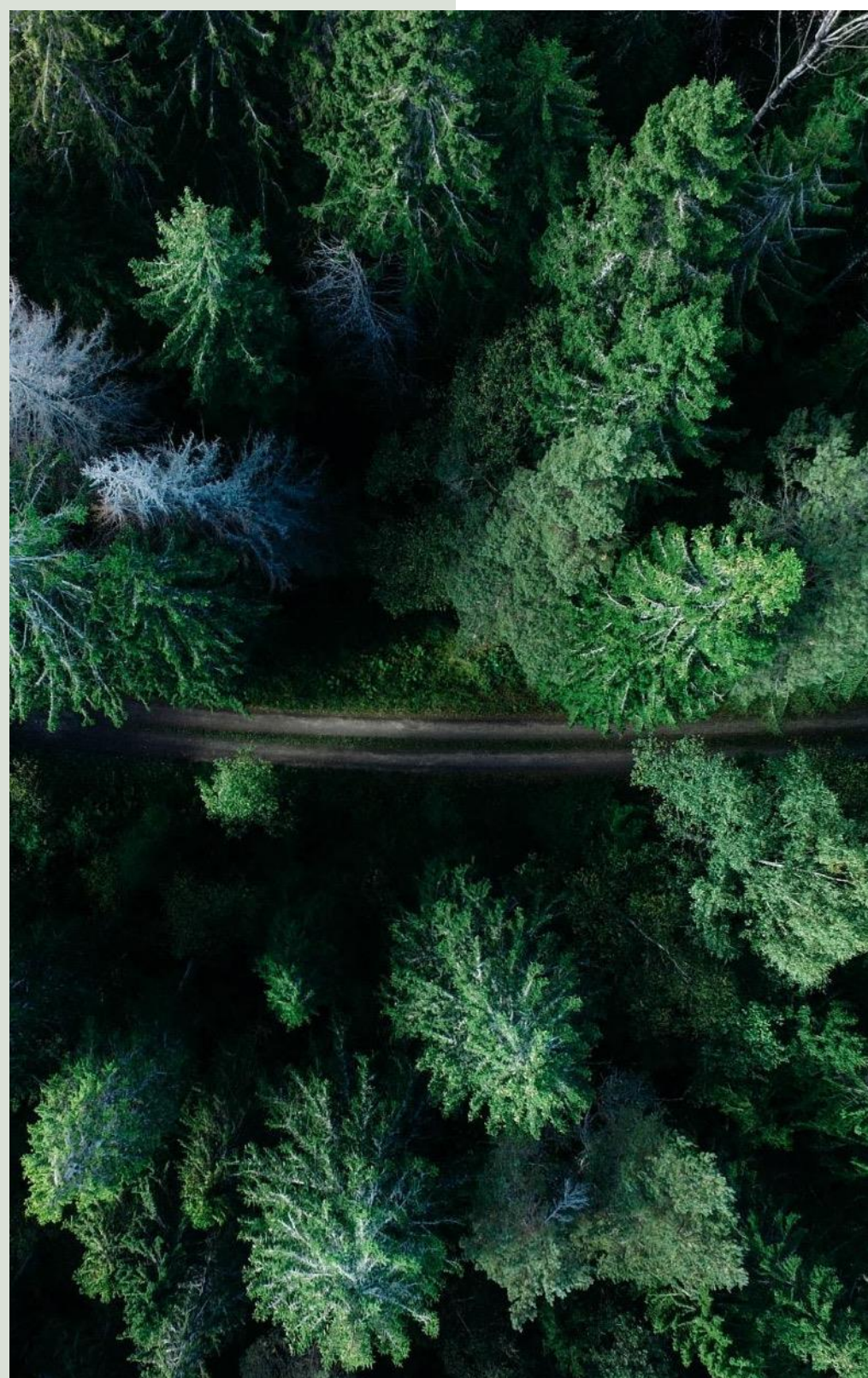
1. Ferroamp in brief

2. Q2 – 2023

3. Outlook

4. Focus ahead 2023–2026

5. Questions



1.

# Ferroamp in brief

We believe in a future where everyone can contribute to the green transition by taking control of their grid connection.

By optimizing electricity in and between buildings, we work towards our vision of

**A world powered by 100% renewable energy.**

# Five trends that affect ferroamp



PV Boom

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01



Power challenge in the grid

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02



Electrification of transport

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03



Increased power of electricity consumers

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04



Requirements for grid stability

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05

Commercial properties

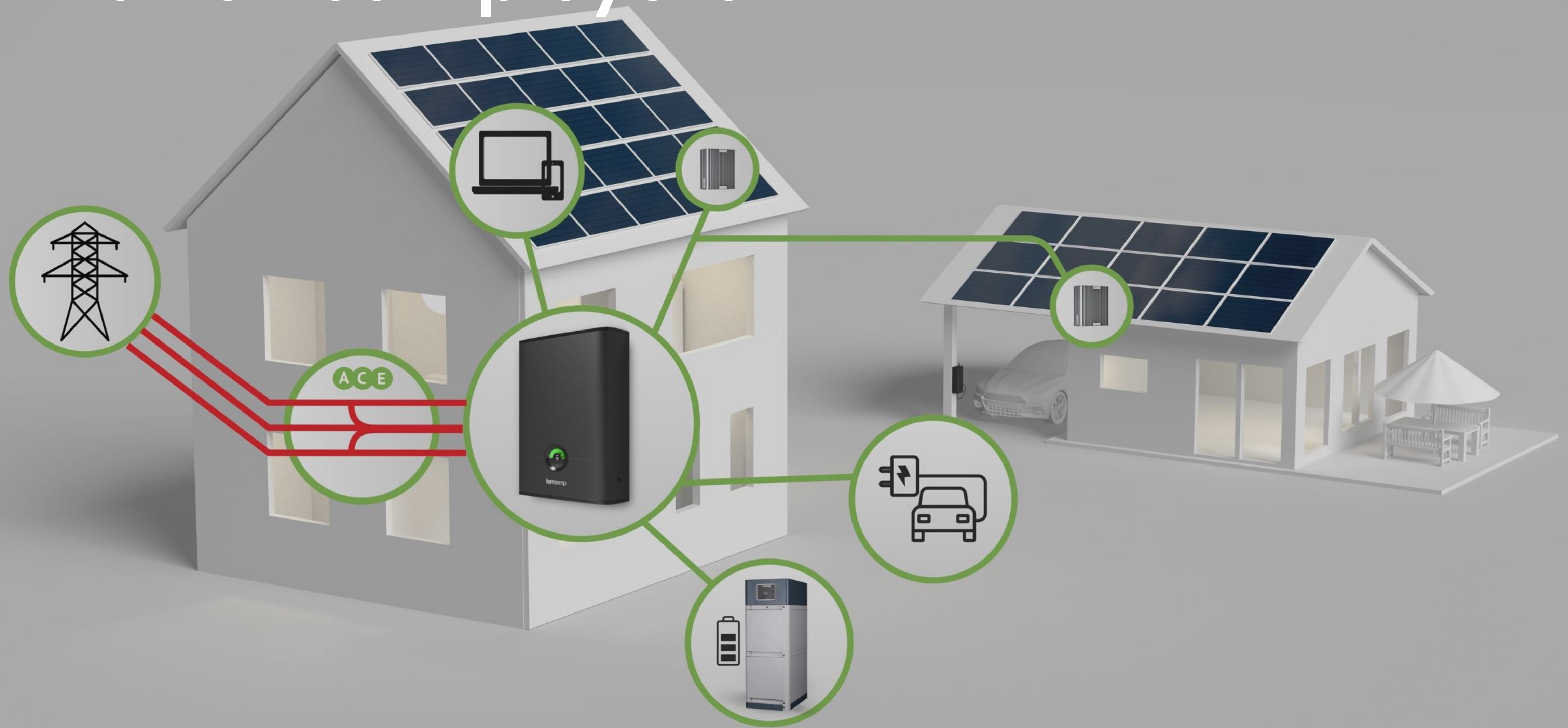
Apartment buildings

**Our customers**

Homeowners

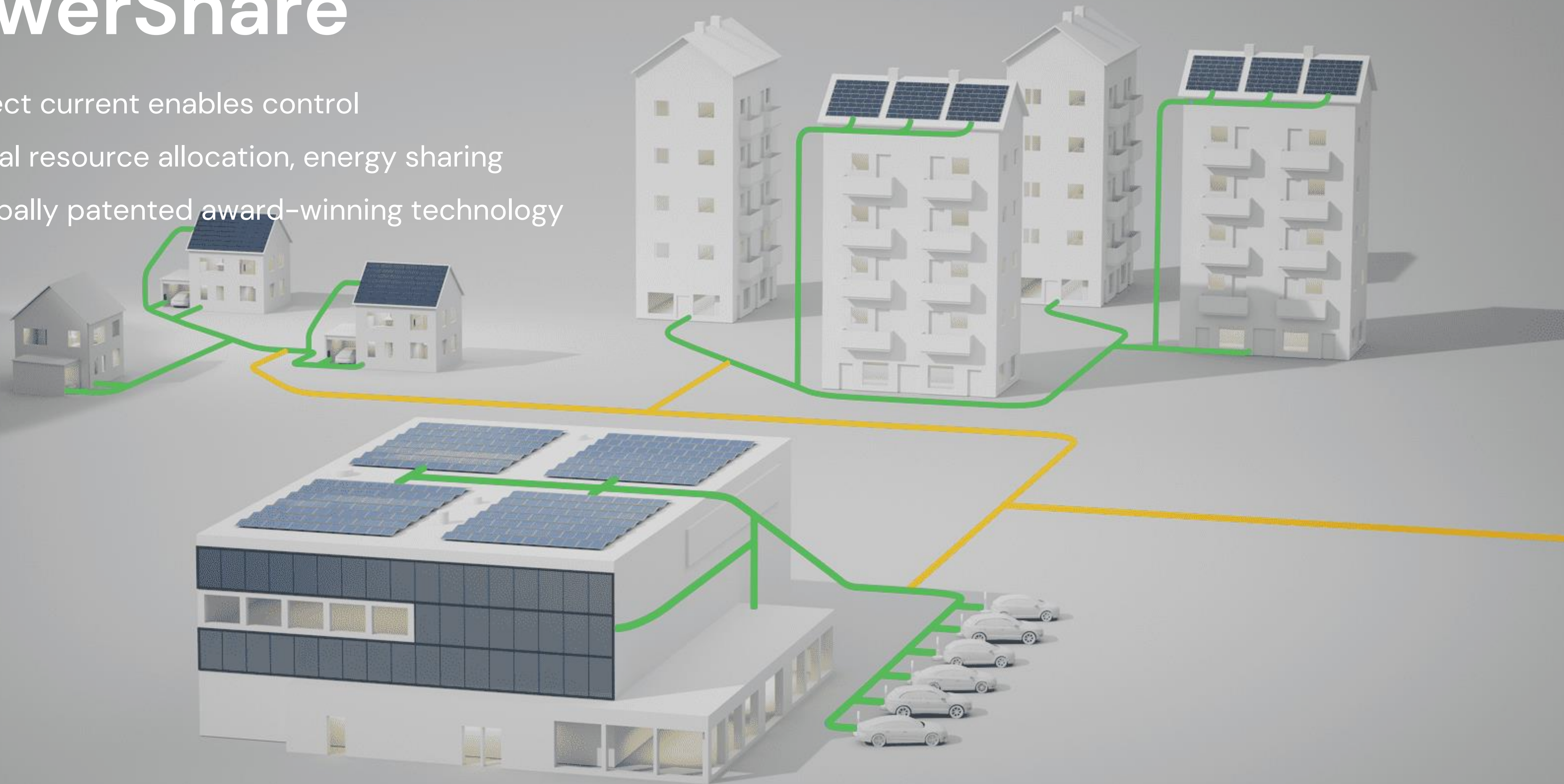
Industry & Agriculture

# The Ferroamp system



# PowerShare

- 🔌 Direct current enables control
- 🏠 Local resource allocation, energy sharing
- 🏆 Globally patented award-winning technology



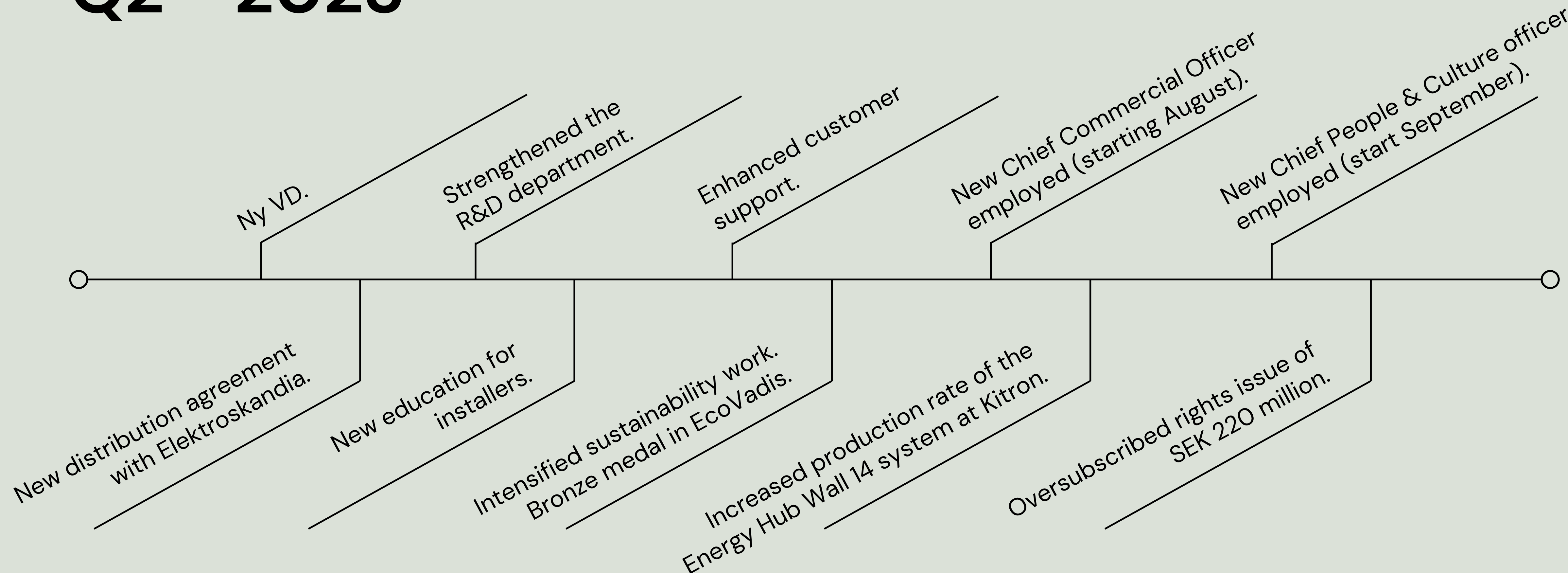


# 2.

# Quarter 2 – 2023

# Business Highlights

## Q2 – 2023



# FCR-D

News!



- Ferroamp, in collaboration with the software company Ntricity and within the framework of a pilot project with Varberg Energi, has developed a technical solution for battery owners who want to sell capacity to the FCR-D ancillary service to contribute to the balance in the electricity grid.
- An application for prequalification has now been sent to Svenska kraftnät.
- A response is expected within a few weeks.

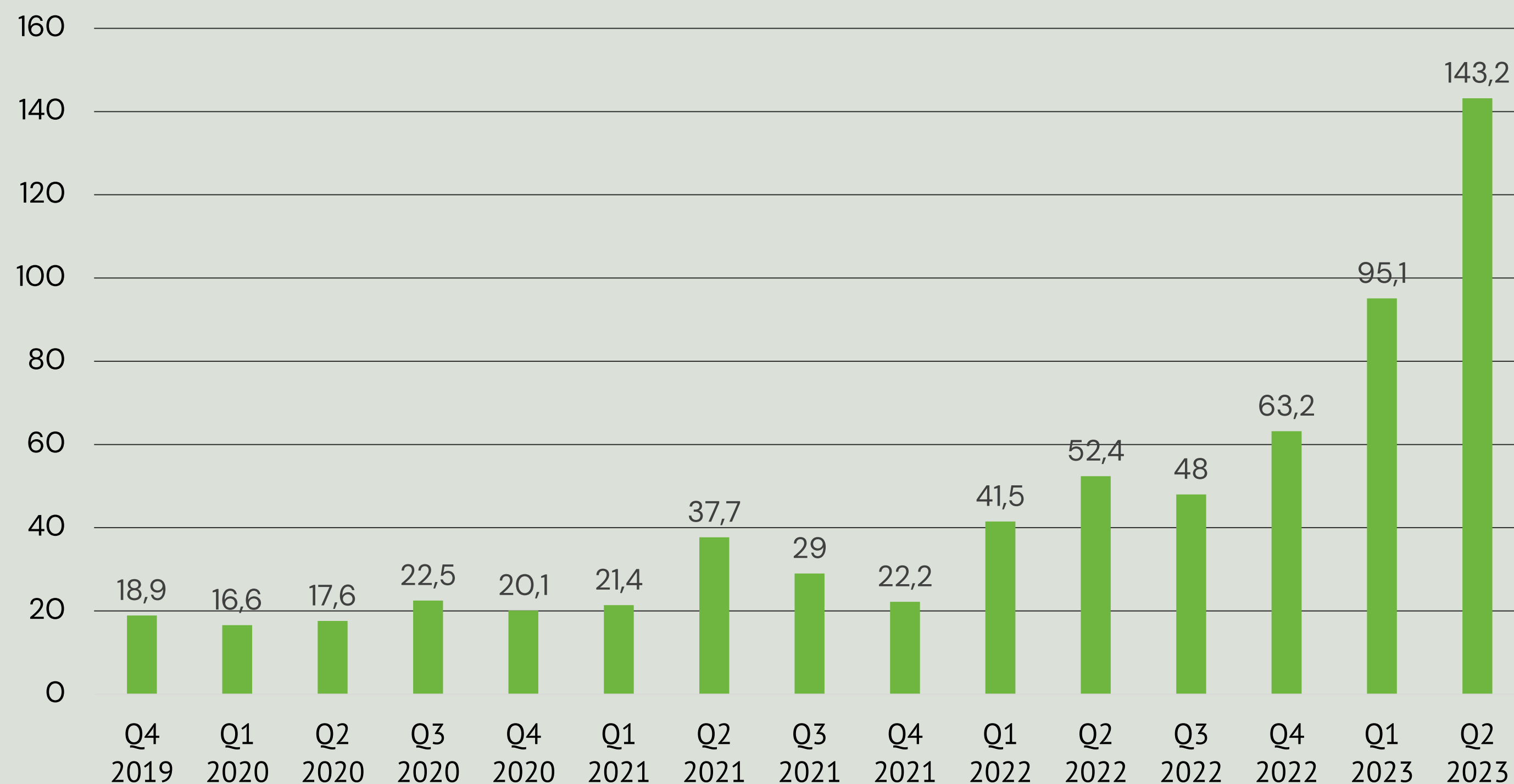
# Financial Highlights

## Q2 – 2023

- All Time High in terms of net sales SEK 143 million (+173%)
- YTD +153%
- Improved gross margin due to cost savings and better product mix
- Smaller share of spot purchases
- Positive EBITDA excluding spot purchases
- Continued strengthening of the organization and capabilities

# Record sales and strengthened position

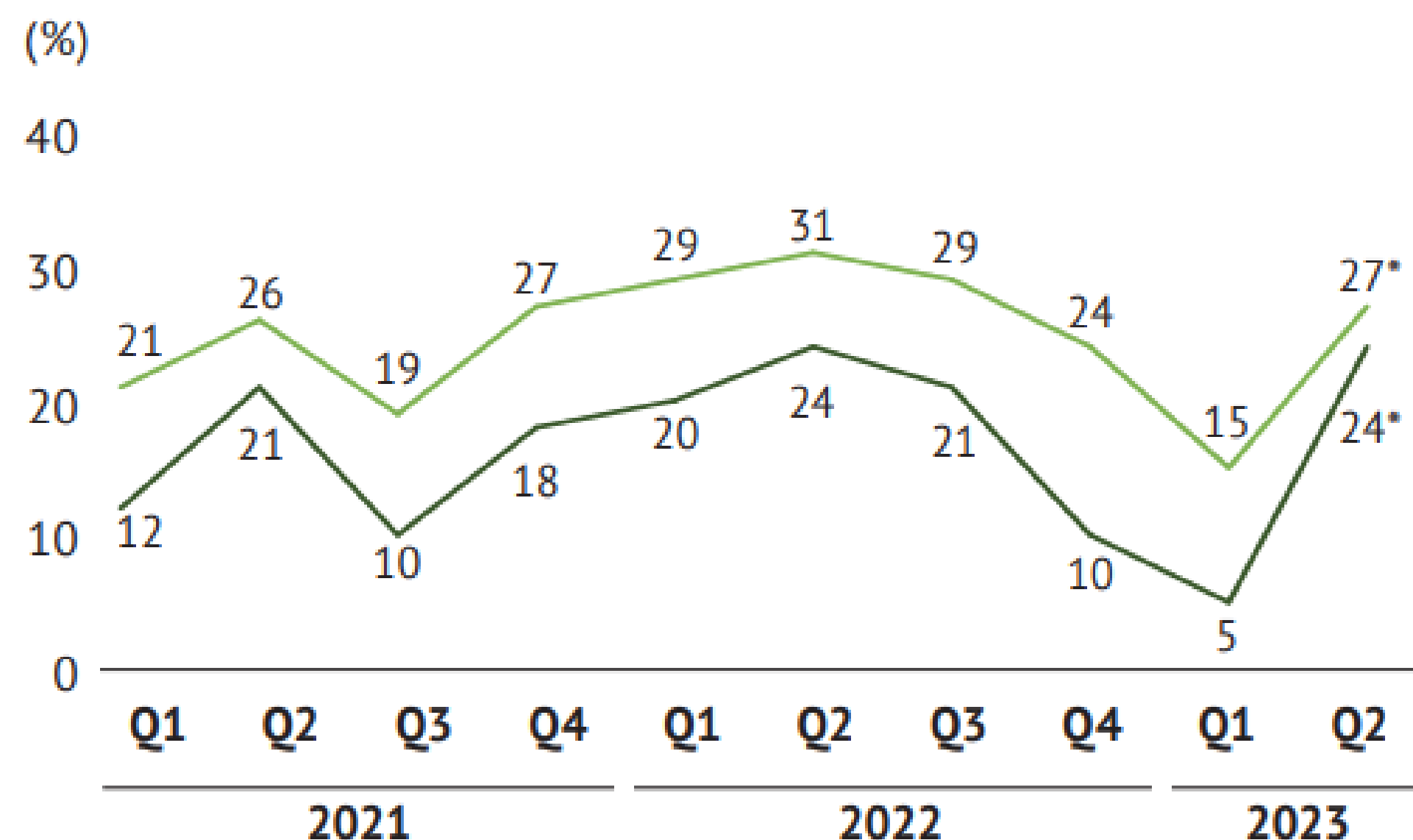
Net sales per quarter (MSEK)



- Record quarter!
- +173% compared to last year.
- +51% compared to Q1-2023.
- Increased sales for large and small systems as well as SSOs and batteries.
- Strengthened position and market share.
- Fast ramp-up in delivery capability.

# Strengthened gross margin

## Gross margin excl. & incl. Spot purchases



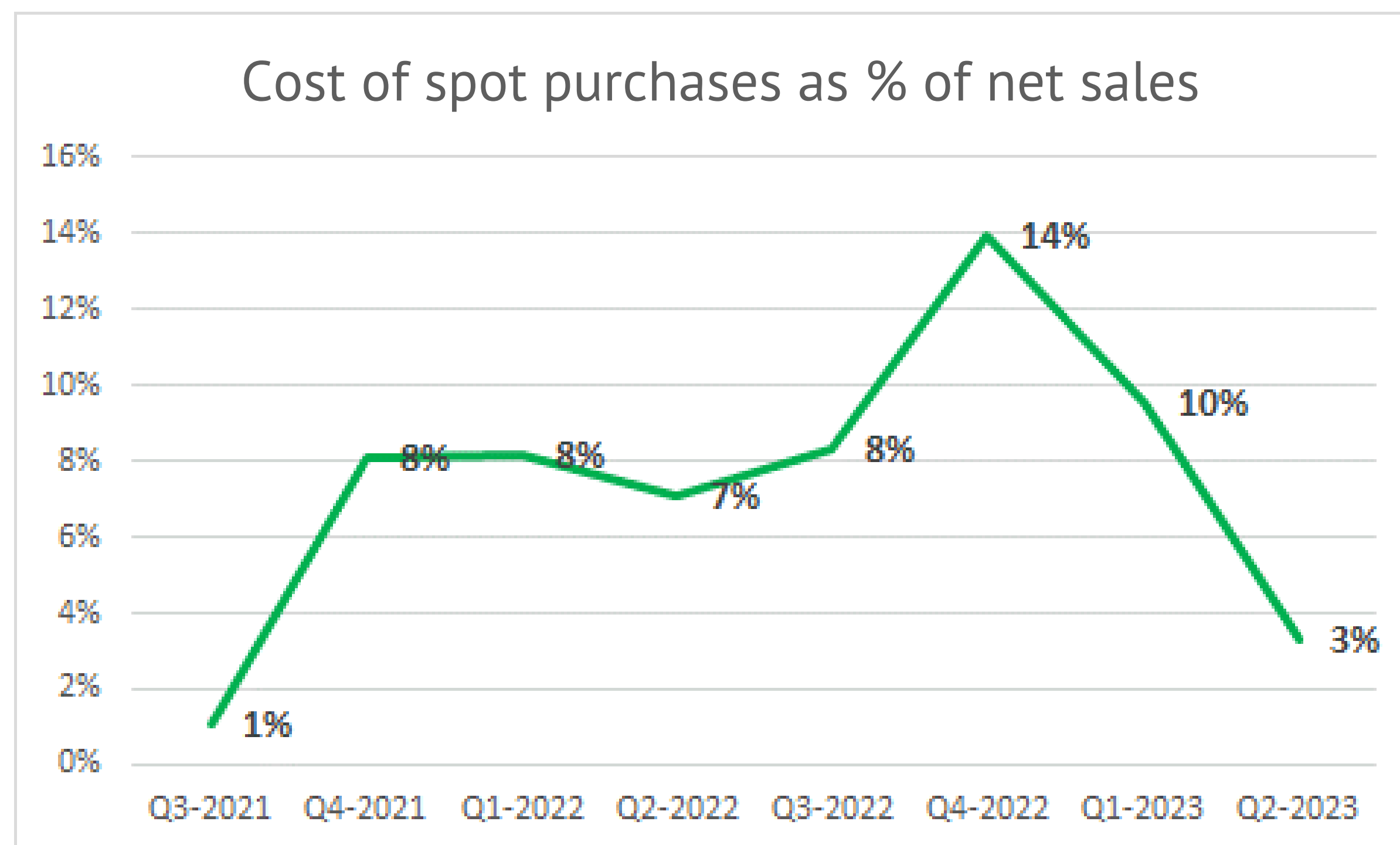
■ Gross margin excl. Spot purchases

■ Gross margin incl. Spot purchases

\*Q2-2023 excl. items affecting comparability of 1.2 MSEK

- Better product mix with a more normalized share of residential systems in Q2 – 2023 compared to Q1-2023.
- Continued work on cost savings within supply chain.
- Previously announced price increases will have an effect during 2H-2023.

# Reduced share of spot purchases

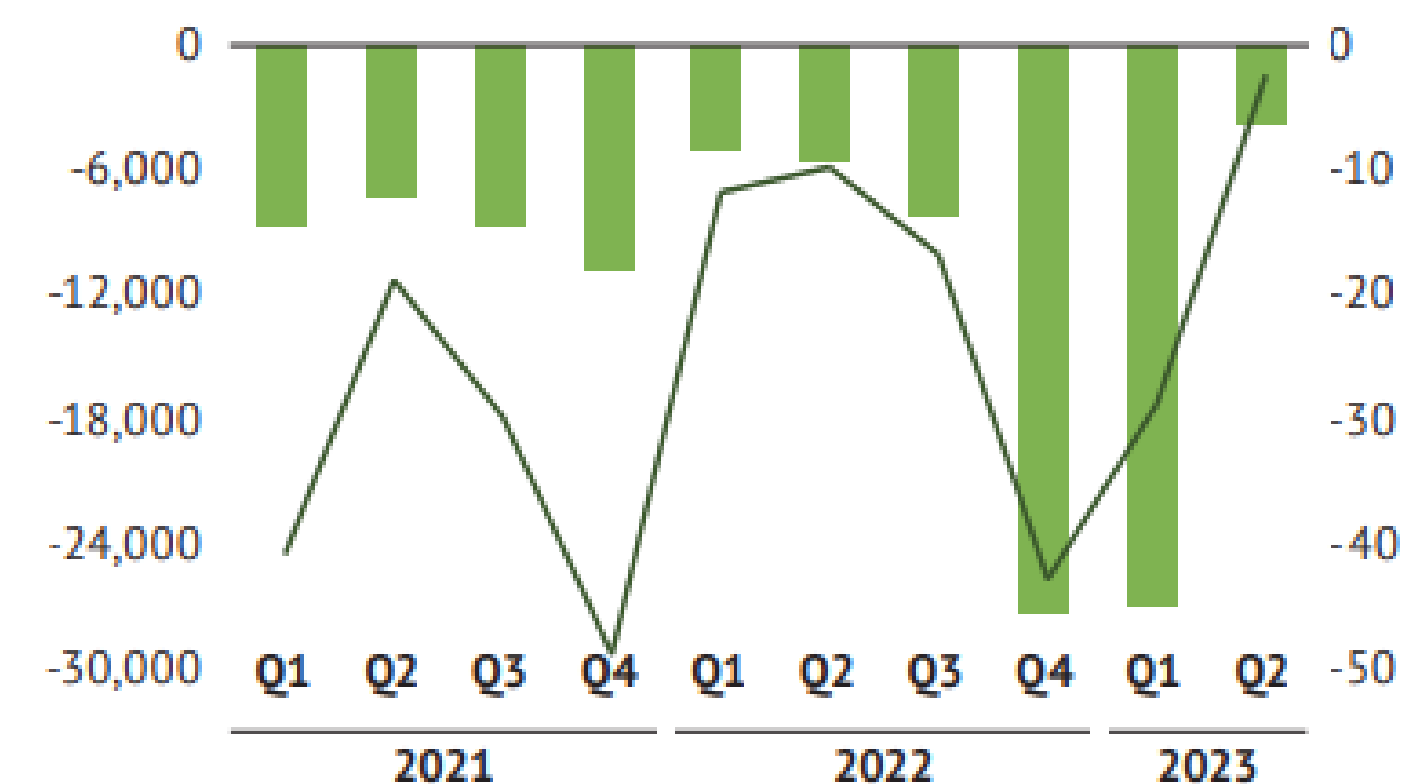


- The cost of spot purchases has decreased to almost half in Q2-2023 compared to Q1-2023.
- At the same time, turnover has increased by +51%.
- Lowest percentage of spot purchases since Q3-2021.
- Strengthened purchasing department and also an improved market situation.

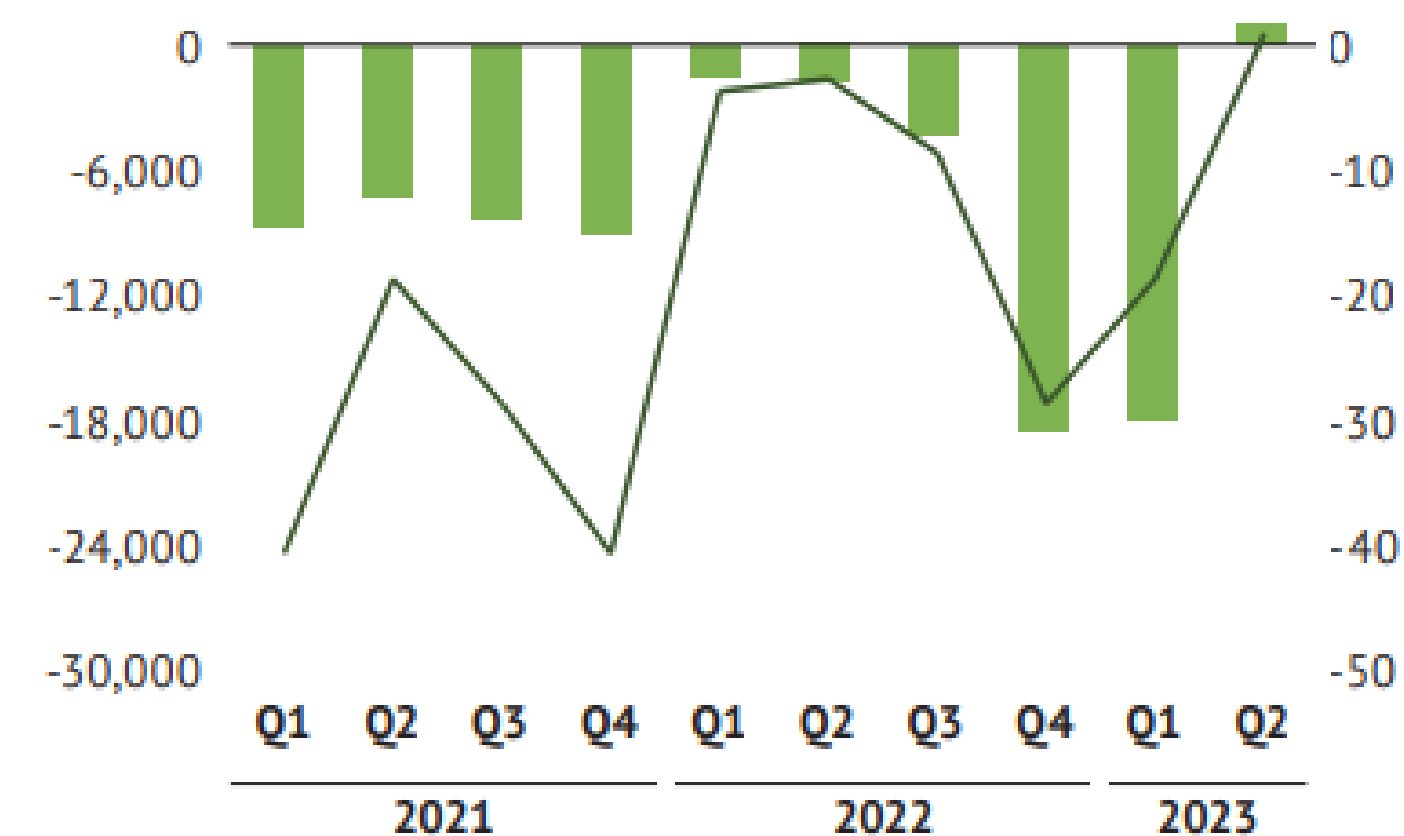
# Improved EBITDA

- Increased turnover.
- Improved gross margin.
- EBITDA excluding spot purchases positive for the first time in the company's history.
- Continued focus on creating a profitable company.

**EBITDA**  
(kSEK and %)

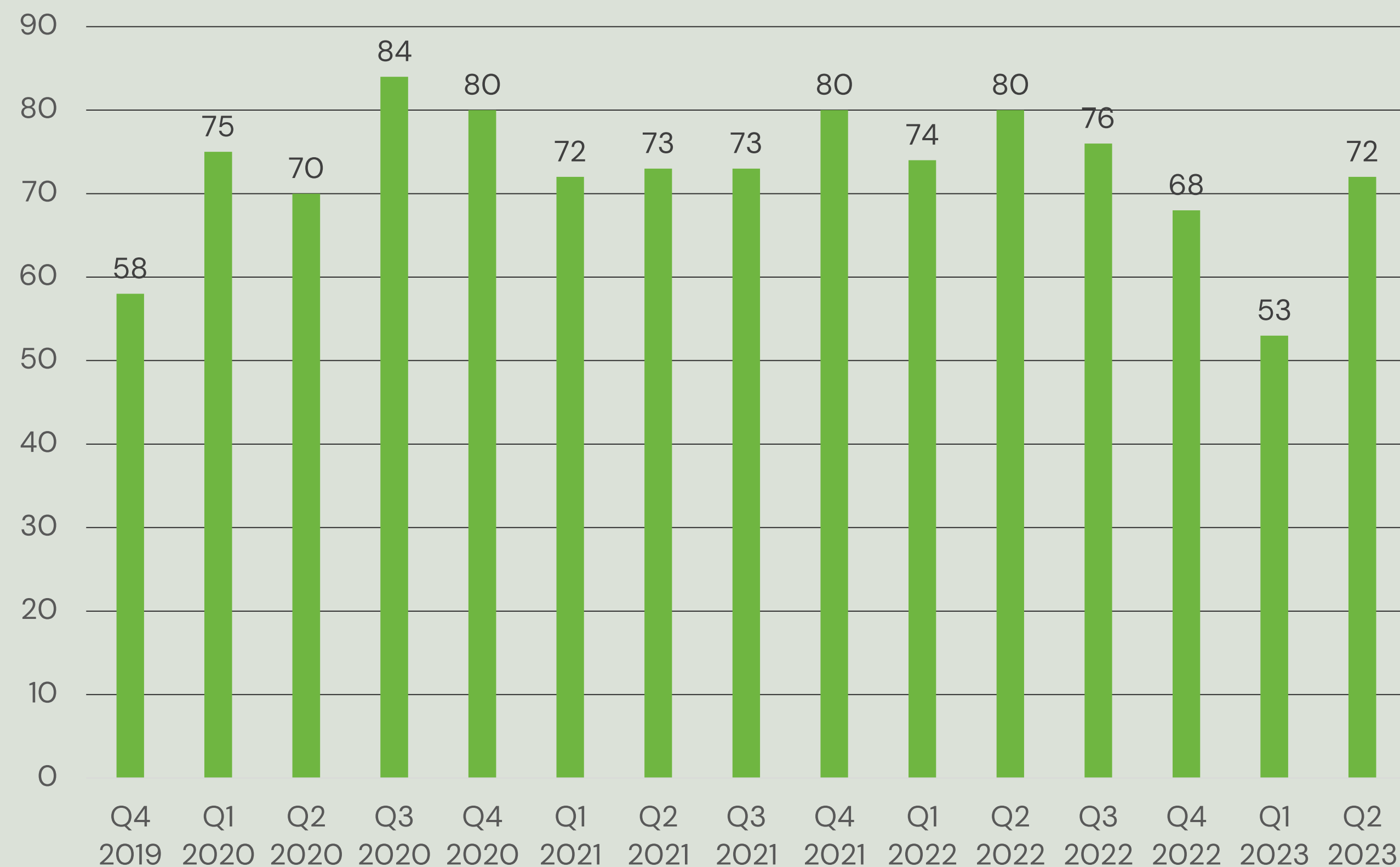


**EBITDA excl. spot purchases**  
(kSEK and %)





# Strengthened solidity



- Strengthened equity ratio 72%.
- Oversubscribed new share issue of SEK 220 million.

# Keyfigures Q2 – 2023

## Financial position\*

kSEK	Apr–Jun 2023*	Apr–Jun 2022	Jan–Jun 2023	Jan–Jun 2022	Full year 2022	Full year 2021	Full year 2020
Net sales	143,210	52,402	238,261	93,943	205,112	110,218	76,772
EBITDA	-3,841	-5,464	-30,938	-10,545	-46,238	-35,729	-27,776
EBITDA, %	-3	-10	-13	-11	-23	-32	-36
Profit/loss after financial items	-7,854	-7,860	-38,545	-14,720	-54,262	-41,102	-33 138
Balance sheet total	446,505	253,090	446,505	253,090	236,952	188,913	144,778
Equity ratio (%)	72	80	72	80	68	80	80
Earnings per share, before and after dilution	-0.34	-0.56	-1.69	-1.04	-3.84	-3.19	-3.10
Cash flow from operating activities	-2,351	-7,545	-58,212	-16,212	-61,658	-42,065	-25,790

\* Items affecting comparability impacted earnings positively by 677 kSEK during the quarter.

# 3. Outlook

# Market

- Strong growth in Q1 and Q2 2023 (YTD +154%).
- The photovoltaic installation market grew > 100%.
- The price of electricity has fallen.
- The interest rate has been raised.
- At the beginning of the third quarter, we see a slowdown of the market. It can be partly explained by seasonal variations but also depends on the general economic situation and a lower price of electricity during the summer.
- This will affect demand during the autumn, but in the medium and long term we are optimistic about the development.

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Focus ahead  
2023–2026

# Focus on profitability

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Secure production ramp-up to deliver on the order book



Significantly reduce spot purchases



New suppliers of components for optimisation of cost produced goods

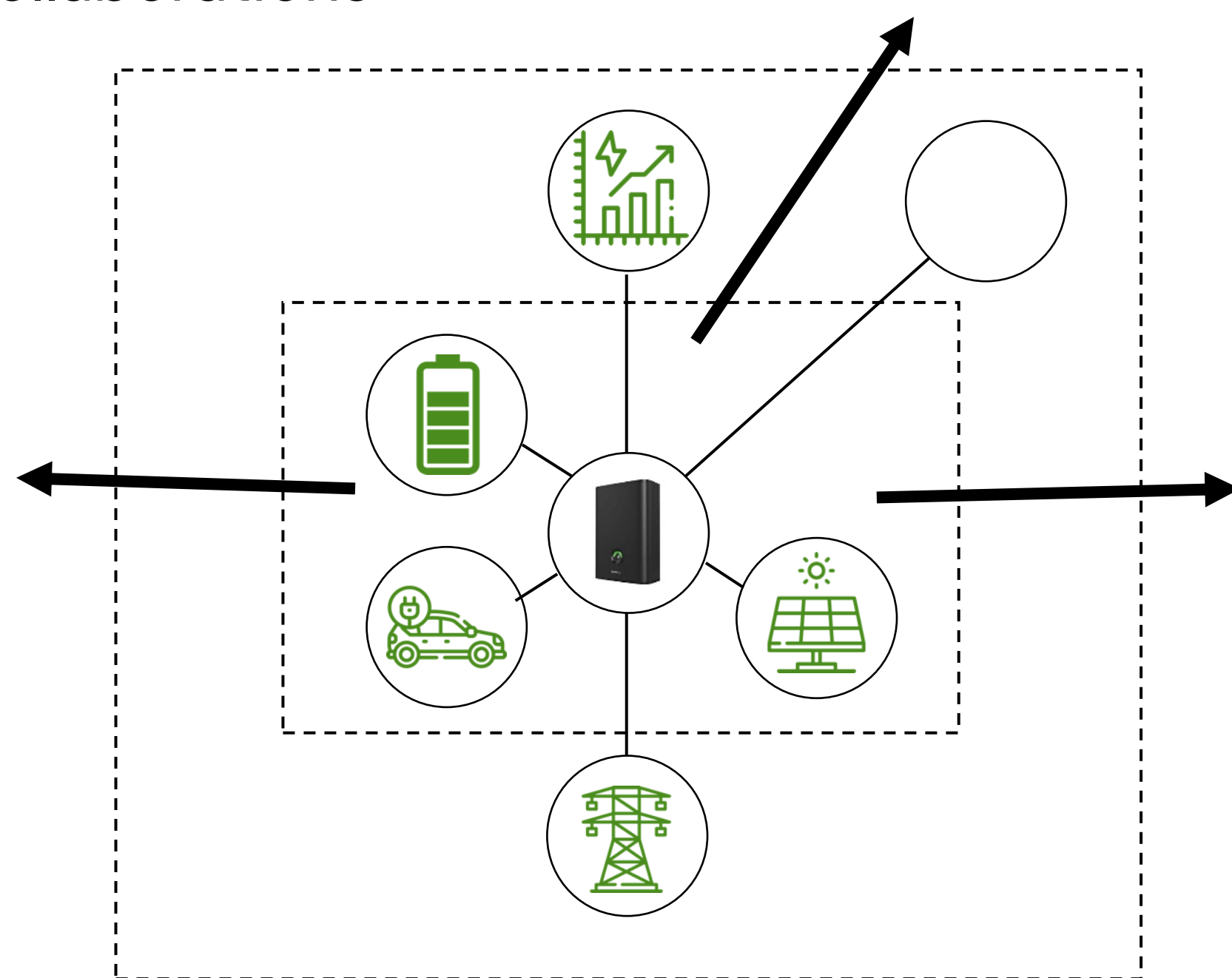


Previously announced price increase will have effect 2H-2023

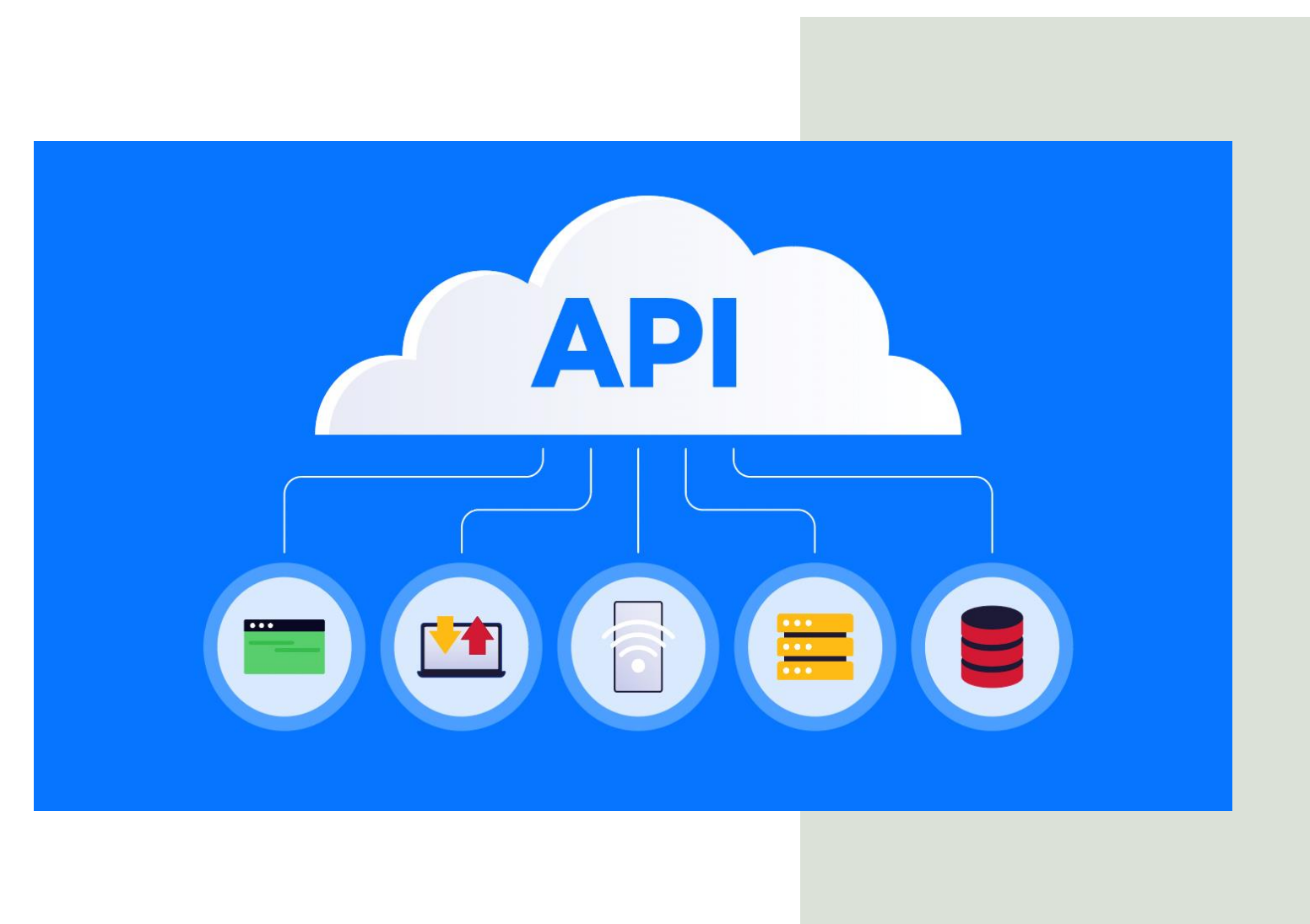
New generation of fully industrialized products

# Focus on innovation

Expand Ferroamp's ecosystem through partners and collaborations



Open APIs to enable interoperability



# Focus on growth



- Sign new commercial partners
- Dual source production
- Continued to strengthen the company's functions and capacity for growth
- European launch



# Questions

A world powered by 100%  
renewable energy

ferroamp

smart electricity control