



quarterly report

# Q1 2021

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# Compleo at a Glance

As a Dortmund-based greentech company, we develop and manufacture charging stations for the booming electric vehicle market – and we constantly set new standards for charging solutions. We have been on the market for 11 years and are already pioneers in certain areas. For instance, Compleo launched the first 50 kW direct current (DC) charging station "made in Germany" in 2016. Since the beginning of 2020, Compleo has ranked among the first suppliers worldwide to supply DC stations that comply with calibration regulations. Thanks to the sophisticated measuring technology, invoices can be reviewed even weeks later for consumers and operators and the exact details of a charging process can be traced.

Compleo also offers services that are related to our charging solutions to enable zero-emission mobility. The product range is complemented by project planning, installation services and after-sales services.

The company is currently paving the way to becoming Europe's leading supplier of electric charging stations – and is receiving plenty of tailwind from politicians, energy suppliers and industry. Thanks to our leading technology and our more than 300 employees, we have built up a strong customer base and have delivered more than 35,000 charging points in Germany and Europe since 2009.

Our customers range from large companies, such as Deutsche Post, to around 150 municipal utilities and operators of charging infrastructure. This strong customer base, which also includes other "blue chip" customers such as Volkswagen, Allego, Clever, Telekom, Siemens and EWE Go, forms a good basis for our future growth.

#### Highlights in Q1 2021



Successful acquisition of 100% of wallbe GmbH and integration process in progress



+44% growth in sales to EUR 7.8 million and successful go-live of the web shop already with first sales



EV registrations nearly tripled to 142,856 compared to 2020



Two-year framework agreement signed with a major German utility for our new wallbox

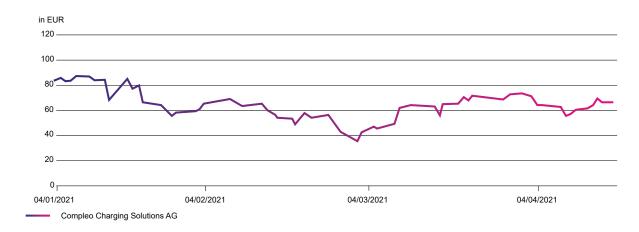


Strategic cooperation in Switzerland, in Poland, and in Austria



5,100 m<sup>2</sup> of additional production space rented and ready for use

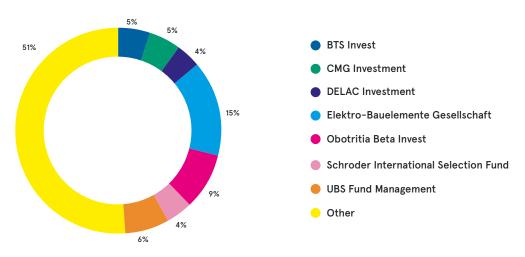
#### Compleo on the Capital Market



#### Basic data on the share

Security identification number (WKN)	A2QDNX
ISIN	DE000A2QDNX9
Ticker symbol	COM
Type of shares	ordinary bearer shares (Inhaberaktien) with no par value (Stückaktien)
First listing	October 21, 2020
Number of shares**	3,895,828
Closing price (30 April 2021)*	EUR 84.00
High / Low*	EUR 99.20 / EUR 64.00
Share price performance (1 January 2021 - 30 April 2021)*	-12.7%
Market capitalization (30 April 2021)*	EUR 319.8 million
Stock exchange	Frankfurt Stock Exchange / Prime Standard
Designated sponsor	ODDO Seydler Bank

#### Shareholder structure



DELAC Investment GmbH: Co-CEO & CTO Checrallah Kachouh, Elektro -Bauelemente Gesellschaft mbH: Chairman of the Supervisory Board Dag Hagby, BTS Invest GmbH: COO Jens Stolze, CMG Investment GmbH: Co-CEO Georg Griesemann As of: 30 April 2021

<sup>\*</sup>Closing prices on the XETRA trading system of Deutsche Börse AG
\*\*including shares from the cash capital increase on 13 April 2021 and the non-cash capital increase in the course of the merger with wallbe

# Foreword by the Management Board

Dear Ladies and Gentlemen, Dear Shareholders.

Compleo is growing and is making excellent progress on its way to becoming the European market leader for smart and innovative charging solutions. Our European expansion is progressing with the help of strategic partnerships. Our results in the field of research and development are being rewarded with important new orders. We are also growing through the acquisition of wallbe, and we are expanding our production areas and substantially increasing the number of employees who work with us.

Green technology meets a politically and economically desired and subsidized environment: The expansion of the charging infrastructure is a key moment for electric vehicles to establish themselves on the market. By 2030, up to 2.2 million public charging points will be needed across the EU. There were only 175,000 in 2020. Accordingly, the expansion of the charging infrastructure is being heavily promoted in the EU. EUR 1.8 billion are to be spent per year by 2025 and EUR 2.9 billion in 2030.

Business and end customers benefit to an equal degree. End consumers in Germany took advantage of the subsidies from the Kreditanstalt für Wiederaufbau (KfW) to purchase and install wallboxes to such an extent that the budget was increased in three stages from EUR 200 million to EUR 500 million this year; until the beginning of May, 385,000 applications had already been submitted to KfW. Automobile manufacturers are pushing to equip their vehicles with electric drives.

The German government wants to have seven to ten million electric vehicles on the roads by 2030. This is to comply with the EU climate protection plan, which calls for a 55 percent reduction in greenhouse gas emissions compared to 1990. Many fleet operators are also intensively retrofitting their fleets. In initiatives such as "EV100" for example, member companies are committing to electrify their more than 2 million vehicles by 2030 and to push ahead with the expansion of the charging infrastructure.

Our focus on state-of-the-art technology and the constant further and new development of our products by our research and development teams are confirmed by our customers in the form of significant new orders. We were able to gain a large German energy supplier with international structures as our customer in the

first quarter of 2021. The two-year framework agreement covers a total call-up volume in the mid to upper four-digit range for our new wallboxes, of which around 50 percent is expected to be called up as early as in fiscal year 2021. In addition, we plan to ship 500 AC charging stations by the end of the year. Overall, we are seeing strong demand for our newly developed and recently launched "Compleo Solo" wallbox from our partner companies and installers, as well as from our corporate customers. It is ideal for both private and commercial use.

As recently required by the German government's amended charging station ordinance, Compleo and wallbe already have charging stations for publicly accessible locations with direct payment options via debit or credit card in their portfolio for some time. The Compleo Group is thus optimally positioned for the requirements of tomorrow. As a technology-driven and market-oriented company, Compleo has once again positioned itself in a consumer-friendly way and implemented customer requirements before they became politically binding. The integration of additional end-customer and operator-friendly payment processes remains the focus of our attention.

Compleo successfully continued its market entry in Europe at the beginning of 2021 by entering into strategic partnerships in Austria, Poland and Switzerland. The cooperation concluded with KSW Elektro- und Industrieanlagenbau (KSW), one of the leading suppliers of filling station and industrial plant construction in Central Europe, at the beginning of the year is significantly advancing the expansion of the charging infrastructure in Austria with our products. For the Polish market, Compleo agreed on a sales cooperation with City Systems, a Warsaw-based provider of parking systems and charging solutions for e-cars, in February 2021. Together with its Swiss partner DISA Elektro AG – our partner since the end of 2020 - Compleo managed to conclude an exclusive cooperation agreement with Swiss Automotive AG (SAG). SAG will exclusively distribute Compleo DC charging solutions through its network of 6,000 car dealers and 900 workshop partners in Switzerland. Through the merger with wallbe, Compleo will also be present in Sweden with a branch office in

The merger with wallbe GmbH that was announced at the end of March was a key cornerstone of our growth strategy. The German manufacturer that has been on the market for 10 years and focusing on wallboxes ideally complements Compleo's portfolio. As a result, the number of Compleo's 252 employees to dateas of end of March will be increased by wallbe's 70 employees to significantly more than 300 as of the end of March. The post-merger integration processes are already in full swing in order to realize the fastest possible efficiency and synergy effects within the Compleo Group. Inorganic growth was visibly anchored externally as a further strategic growth pillar at Compleo in the first quarter of 2021.

In order to be able to meet the expected high demand for Compleo's solutions in Germany and abroad, an additional 5,100 sqm of production and logistics space has been leased in addition to its current location (2,600 sqm of production space) as of February 1, 2021. Furthermore, Compleo is in advanced negotiations regarding the "Compleo Campus" planned for 2023, which will unite administration as well as production and research at a modern company headquarters in Dortmund.

We would like to thank our employees, especially those who joined us only recently. They joined the company with great commitment under the at times difficult organizational conditions of the corona crisis.

We would also like to thank our Supervisory Board, as they have been very supportive of our ideas and our strategic growth course. The same applies to our business partners and especially to you as shareholders. You continue to show us great loyalty and trust and motivate us to continuously achieve top performances.

Plug in the future!

Your Compleo Management Board

Checrallah Kachouh
Co-CEO/CTO

Georg Griesemann Co-CEO

Jens Stolze COO Peter Gabriel CFO

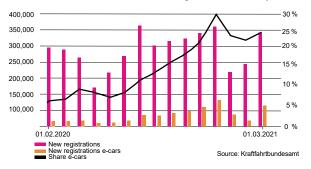
# **Economic Report**

#### **Economic and industry-specific conditions**

Electromobility is booming and the shift in the automotive industry from combustion engines to electric vehicles is in full swing. According to the KBA (Kraftfahrt-Bundesamt – Federal Motor Transport Authority), new EV registrations in Germany nearly tripled in the first quarter of 2021 compared to the same period last year, reaching 142,856 passenger cars, despite a difficult market situation due to the corona pandemic.

Their share of the total registrations increased increased to over 20 percent in every month of the first quarter for the first time – the result of a clear trend.





A similar trend can also be seen at the European level. These dynamics in the area of e-mobility in Germany and Europe also have a corresponding effect on the market for the charging infrastructure. Notwithstanding the effects of the corona pandemic on the general economic situation, this is also reflected in the very positive development of Compleo Charging Solutions AG in the past quarter of 2021. The expansion of electromobility is currently being promoted very strongly politically in Germany and Europe. Further impetus is coming from the automotive industry, as car manufacturers are obliged by EU requirements to comply with CO2 limits to produce a much higher percentage of emission-free vehicles than before. The German government had released a charging infrastructure master plan in 2019. This envisages an increase in the number of electric cars to up to 10 million vehicles and up to 1 million publicly accessible charging points by 2030. In March 2021, according to the German Association of Energy and Water Industries (BDEW), there were around 40,000 publicly accessible charging points in Germany. In addition, in June 2020, the German government reached an agreement on a stimulus package to combat the

economic impact of the corona pandemic. As part of this, it has earmarked additional investments of EUR 2.5 billion to improve electromobility. This includes investments of EUR 500 million in the expansion of a modern and reliable charging infrastructure for electric vehicles. Furthermore, the German automotive industry will contribute 15,000 public charging points by 2022 to expand the necessary charging infrastructure in line with the German government's master plan.

In addition to the accelerated development of the public charging infrastructure, subsidies for private charging facilities are available for the first time in Germany since 2020. A significant increase can be observed in this segment: According to the German Federal Ministry of Transport, more than 385,000 applications for funding for private wallboxes have already been submitted since the start of the funding program for wallboxes until May 2021. The funding pot has been increased from the original EUR 200 million by a total of EUR 300 million to EUR 500 million. With the expectation that well over 80 percent of charging will take place either at home or at work, the creation of several hundred thousand additional private charging points, is a crucial step in the nationwide coverage of charging options.

Furthermore, apartment owners and tenants planning to install a private charging station for e-cars will find it easier to do so in the future. EU regulations such as the European Energy Performance of Buildings Directive (EPBD) also place new requirements on property owners. They are obliged to create a charging infrastructure, by providing charging points for e-cars in buildings, for example. The guidelines also mention the communicative integration of charging stations into a data network. According to the EPBD, buildings in Europe are to be CO2-neutral by 2050. In order to achieve this, numerous subsidy programs have been set up in Germany at the regional, state and federal level. The programs help promote the purchase and operation of electric vehicles. Furthermore, subsidies have been made available for the construction and installation of a charging infrastructure. It is strongly expected that the EU will promote further measures and approve subsidies in the years to come in order to accelerate the nationwide expansion of the charging infrastructure.

#### Industry-specific conditions

As a greentech company, Compleo wants to help shape the mobility and energy transition in Europe. Very high growth potential is seen for the industry as a whole and for Compleo. In view of the current momentum in the electromobility sector, corresponding growth in charging stations is also expected next year. Studies estimate that the market will grow by 30 to 35 percent per year over the next ten years. Ecological megatrends such as a growing sustainability movement, the decentralization of energy generation, and the reduction of power generation costs are also driving these trends.

#### Business performance of Compleo Charging Solutions AG

Compleo increased its sales in the first three months of fiscal year 2021 by EUR 2.3 million from EUR 5.5 million to a total of EUR 7.9 million (+42.7 percent) and achieved adjusted EBITDA (earnings before interest, taxes, depreciation and amortization) of EUR -2.4 million.

The expected shifts in the product mix in favor of DC charging stations continued to have an impact. The share of DC charging stations sold nearly doubled in the first quarter of 2021 compared to the same period of the previous year to 15.4 percent (previous year: 8.8 percent). At the same time, sales of AC charging stations also increased compared to the previous year (+17.3 percent).

Sales in the project planning and installation business increased by EUR 0.6 million to EUR 1.7 million in the first quarter of 2021 as a result of the framework agreement concluded in mid-2020 for turnkey charging infrastructure projects with a leading car company. Despite technical completion as of the reporting date, several orders could only be invoiced according to the percentage of completion method and thus without a margin due to contractual provisions.

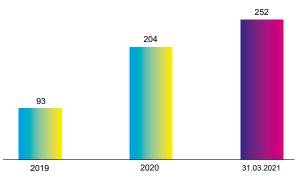
Fixed costs in production, mainly due to the build-up of the workforce, increased significantly year-on-year in order to be able to meet the significant rise in demand expected in the coming quarters.

These developments led to a decline in the gross margin to 20.3 percent as of the quarterly reporting date (previous year: 22.9 percent). Nevertheless,

Compleo expects to see an improvement in the remaining months of the fiscal year, as on the one hand, forward orders that have been postponed due to service adjustments still to be carried out can be called off by then and, on the other hand, increased raw material costs can be passed on to customers in part.

Compleo consistently continued its growth and expansion strategy in the first quarter of 2021 and therefore strengthened its sales organization and administration as well as the research team by hiring additional highly qualified specialists and managers. The number of employees was increased by 48 to 252 from the beginning of January to the end of March 2021.

#### Number of employees more than doubled



Cash flow from operating activities amounted to EUR -6.2 million on the reporting date (previous year: EUR -2.3 million). The decline compared to the previous year is mainly due to the operating loss, the increase in receivables and the increase in inventories. The latter was a targeted measure to minimize the risk of possible supply bottlenecks.

Compleo's business activities were hardly affected by the corona pandemic in the first quarter of 2021. It was still possible to manufacture the volumes ordered on schedule.

Nevertheless, the Management Board sees an inherent risk in the event of a prolonged pandemic. If important supply chains were to be interrupted, orders may not be able to be filled on time or possibly not even at all.

In addition, prices for raw materials on the global market increased in some cases due to corona. This was also noticeable for Compleo and led to an increase in procurement costs for certain assemblies and electronic components.

#### **Development of performance indicators**

The financial performance indicators include the development of sales and EBITDA (earnings before interest, taxes, depreciation and amortization).

Sales increased by 42.7 percent compared to the same period of the previous year to EUR 7.8 million (first 3 months of 2020: EUR 5.5 million).

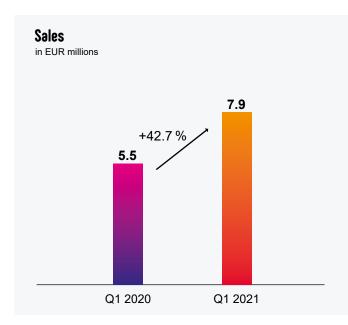
EBITDA adjusted for non-recurring items decreased to EUR -2.4 million (first 3 months of 2020: EUR -0.7 million).

The non-recurring effects in the amount of EUR 0.2 million in the first three months of fiscal year 2021 mainly comprised consulting costs and costs for the site expansions.

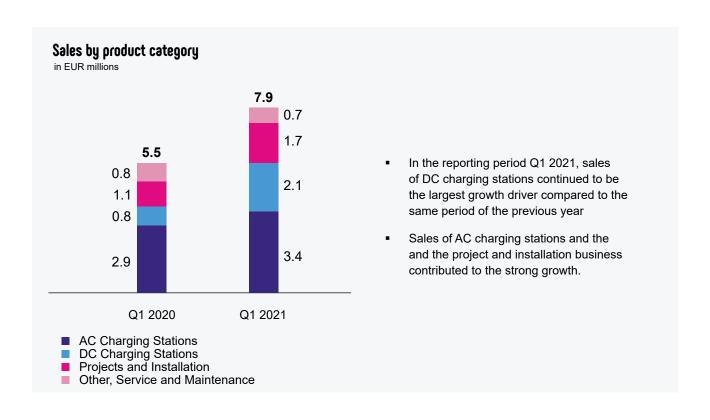
The adjusted EBITDA margin was -31.0 percent (first 3 months of 2020: -13.0 percent).

Unadjusted EBITDA amounted to EUR -2.7 million (first 3 months of 2020: EUR -0.9 million).

The unadjusted EBITDA margin was -35.4 percent (first 3 months of 2020: -16.5 percent).



- Compleo increased its sales to EUR 7.85 million in the reporting period Q1 2021
- This represents an increase of 42.7 percent compared to the previous year.



#### **Development of EBITDA**

in EUR thousands	3M 2021	3M 2020	Veränderung
EBITDA	-2,656	-910	-1,746
EBITDA Marge	-33.8%	-16.5%	+18.9%
One-time charges	-220	-192	-28
Adjusted EBITDA	-2,436	-718	-1,718
Adjusted EBITDA margin	-31.0%	-13.0%	-20.9%

#### Events after the balance sheet date

Compleo announced on March 26 that it had signed an agreement to acquire a 100 percent stake in wallbe GmbH. The purchase price of EUR 34.8 million was financed to one third by payment in Compleo shares and to two thirds in cash.

Compleo's share capital was increased by 130,000 shares for this purpose; the share capital after the capital increase amounts to EUR 3,553,480. The closing of the transaction took place on April 30. wallbe has been managed as a wholly owned subsidiary since May 1.

In addition, Compleo carried out a capital increase against cash contributions from authorized capital on April 14, 2021. This was carried out under exclusion of shareholders' subscription rights. A total of 342,348 new shares were placed with institutional investors in a private placement at a price of EUR 82.65 per new share by means of an accelerated placement procedure.

Compleo received gross proceeds of around EUR 28.3 million from the capital increase.

### Assessment of possible effects of the coronavirus

The corona pandemic affected all major economies worldwide in recent months. All markets in Europe, public life and the operations of numerous companies have been disrupted.

Compleo has not experienced any significant negative impact of the pandemic on product demand in Europe. Nevertheless, the company's manufacturing operations depend on obtaining parts, components,

manufacturing equipment and other supplies, as well as certain services, in sufficient quality and quantity and in a timely manner. This is the only way to maintain full production of electric vehicle charging stations. The ongoing global corona pandemic could lead to economic problems, and in the worst case, bankruptcies of certain suppliers. This in turn would cause delays or failed deliveries.

#### **Forecast Report**

An additional production site was established in the first quarter of 2021 to enable the production of the AC and DC product lines to be separated. This will enable further economies of scale and cost degression effects in the future. Further extensive investments in research and development and the establishment of a new test laboratory at the new production site will enable further production innovations to meet the high demand.

Compleo is currently developing a DC 150 kW HPC charging station for ultra-fast occasional charging in supermarket parking lots, at gas stations or on highways.

In a macroeconomic and industry-related market environment that will be permanently impacted by the uncertainties of the corona pandemic, the Management Board nevertheless expects a positive development of Compleo for the further course of business in 2021. This is supported by its good market positioning, the launch of the new smart wallbox, and the ongoing support measures of the German government and the EU.

Due to the current developments in the fight against the corona pandemic and the increasing containment of the third wave, the Management Board expects a more relaxed overall economic situation and positive impulses for the e-mobility market in the second half of the year.

The Management Board expects the Compleo Group including wallbe, which has been consolidated since May 1, to generate sales of between EUR 68 million and EUR 78 million in fiscal year 2021. Further, the consolidated Compleo Group is expected to break even in terms of adjusted EBITDA in 2021.

## **Condensed Interim Financial Statements**

Condensed Statement of Income and Statement of Comprehensive Income as of March 31, 2021, and March 31, 2020

in EUR thousands	Q1 2021	Q1 2020
Revenues	7,850	5,500
Cost of sales	-6,255	-4,241
Gross profit	1,595	1,259
Other income	63	89
Selling expenses	-1,212	-715
Research and development expenses	-1,342	-572
Administrative expenses	-2,079	-1,142
Earnings before interest and taxes (EBIT)	-2,975	-1,081
Financial income	2	1
Financial expenses	-75	-38
Earnings before taxes	-3,048	-1,118
Income taxes	942	305
Result for the period	-2,106	-813
Earnings per share		
Undiluted	-0.62	-0.32
Diluted	-0.62	-0.32

#### Calculation of EBITDA

Earnings before interest and taxes (EBIT)         -2,975           Depreciation and amortization         -319           EBITDA         -2,656           EBITDA margin         -33.8 %           One-time charges         -220           Adjusted EBITDA         -2,436           Adjusted EBITDA margin         -31.0 %	in EUR thousands	Q1 2021	Q1 2020
EBITDA         -2,656           EBITDA margin         -33.8 %           One-time charges         -220           Adjusted EBITDA         -2,436	Earnings before interest and taxes (EBIT)	-2,975	-1,081
EBITDA margin         -33.8 %           One-time charges         -220           Adjusted EBITDA         -2,436	Depreciation and amortization	-319	-171
One-time charges -220 Adjusted EBITDA -2,436	EBITDA	-2,656	-910
Adjusted EBITDA -2,436	EBITDA margin	-33.8 %	-16.5%
_ <del>`</del>	One-time charges	-220	-192
Adjusted EBITDA margin -31.0%	Adjusted EBITDA	-2,436	-718
·	Adjusted EBITDA margin	-31.0 %	-13.0%

#### Condensed Statement of Financial Position / Assets

in EUR thousands	March 31, 2021	December 31, 2020
Non-current assets		
Intangible assets	579	255
Property, plant and equipment	1,861	1,415
Rights of use	2,672	1,458
Other non-current financial assets	23	23
Other current assets	257	264
Deferred tax assets	4,826	3,882
Total non-current assets	10,218	7,297
Current assets		
Inventories	7,248	4,593
Trade receivables	4,027	2,822
Contract assets	1,647	1,884
Other current financial assets	1,811	1,285
Other current assets	1.527	494
Cash and cash equivalents	28,041	35,736
Total current assets	44,301	46,814
Total assets	54,519	54,111

#### Condensed Statement of Financial Position / Liabilities

in EUR thousands	March 31, 2021	December 31, 2020
Equity		
Subscribed capital	3,423	3,423
Contribution paid for the implementation of the agreed capital increase	-	-
Capital reserves	46,121	46,121
Other reserves	-	-
Retained earnings	-8,467	-6,361
Total equity	41,077	43,183
Non-current liabilities		
Non-current financial liabilities	3,588	3,790
Non-current lease liabilities	1,876	1,045
Other non-current financial liabilities	15	18
Total non-current liabilities	5,479	4,853
Current liabilities		
Other provisions	363	231
Current financial liabilities	459	259
Current lease liabilities	906	447
Trade payables	3,157	3,277
Contract liabilities	178	171
Other current financial liabilities	240	255
Other current liabilities	2,660	1,435
Total current liabilities	7,963	6,075
Total equity and liabilities	54,519	54,111

#### Condensed Statement of Cash Flows as of March 31, 2021, and March 31, 2020

in EUR thousands	March 31, 2021	March 31, 2020
Result for the period	-2,106	-813
Amortization of intangible assets	26	12
Depreciation of property, plant and equipment and rights of use	293	159
Changes in other current provisions	132	53
Changes in inventories	-2,655	-494
Changes in trade receivables	-1,205	-832
Changes in other assets	-763	303
Changes in trade payables	-120	-467
Changes in other liabilities	1,058	74
Interest expenses / income	73	37
Increase / decrease in income tax payables and deferred tax liabilities	-944	-305
Cash flows from operating activities	-6,211	-2,273
Purchase of intangible assets	-350	-8
Purchase of property, plant and equipment	-535	-130
Payments for investment in financial assets	-552	-
Interest received	2	1
Cash flows from investing activities	-1,435	-137
Assumption of financial liabilities		5
Repayment of financial liabilities	-2	-380
Repayment of lease liabilities	-128	-84
Interest paid	-75	-38
Cash flows from financing activities	-49	497
Net increase in cash and cash equivalents	-7,695	-2,907
Cash and cash equivalents at the beginning of the period	35,736	3,509
Cash and cash equivalents at the end of the period	28,041	602

# imprint

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