# Zaptec powers adventure

→ Q2 2026

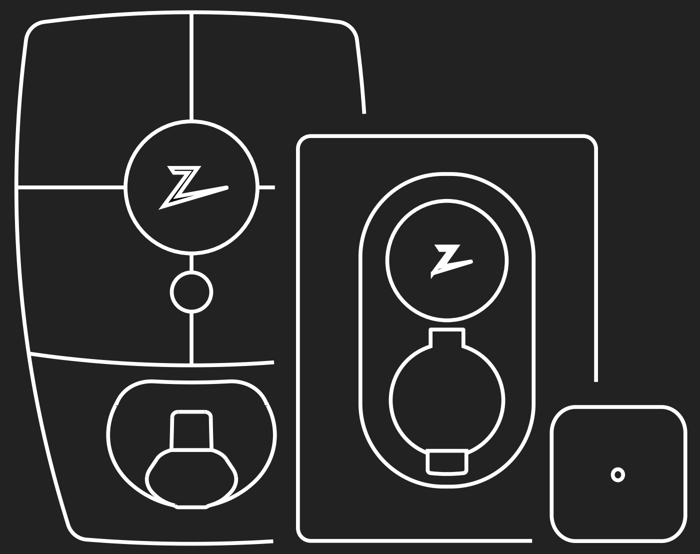
Financial results

19th August 2026

Zaptec

# Q2 summary

1. Record revenue and EBITDA driven by continued high growth
2. All-time-high installation rates and record-high order book
3. Gross margin maintained YoY despite macro headwinds
4. Strong cash flow and robust liquidity despite 175 MNOK dividend
5. Sustained market leadership in core European regions
6. European EV adoption accelerating: 1 of 3 new vehicles are plug-ins



# Financial highlights

Revenue

**506**

+32% vs. Q2'25

Order intake

**894**

+94% vs. Q2'25

Order backlog

**1 119**

+97% vs Q2'25

Gross margin

**41%**

vs. 41% in Q2'25

OPEX

**137**

+22% vs. Q2'25

EBITDA

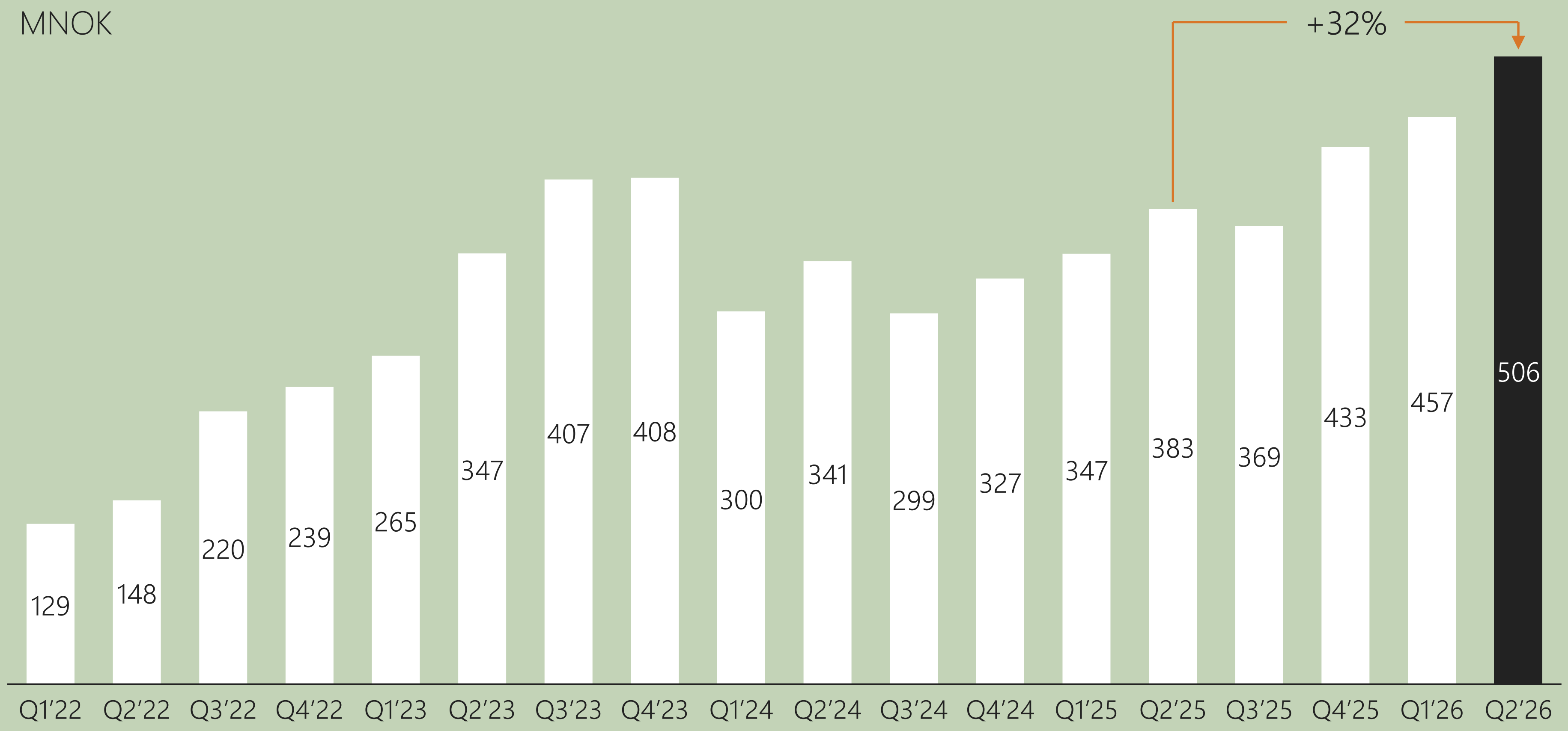
**69**

+57% vs. Q2'25

*Figures in million NOK*

# Revenue increase of 32%

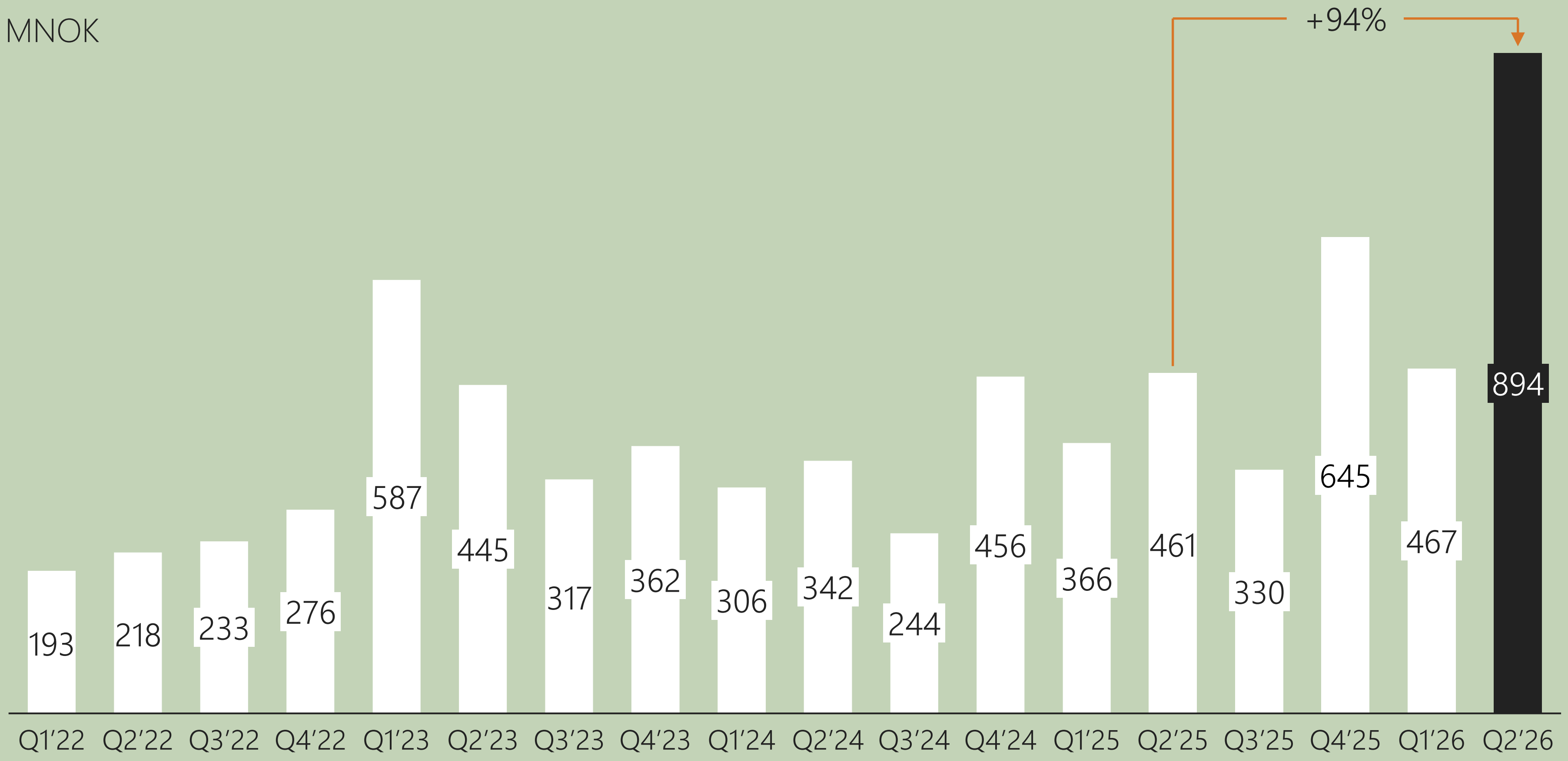
→ Strong growth trend continues




Zaptec

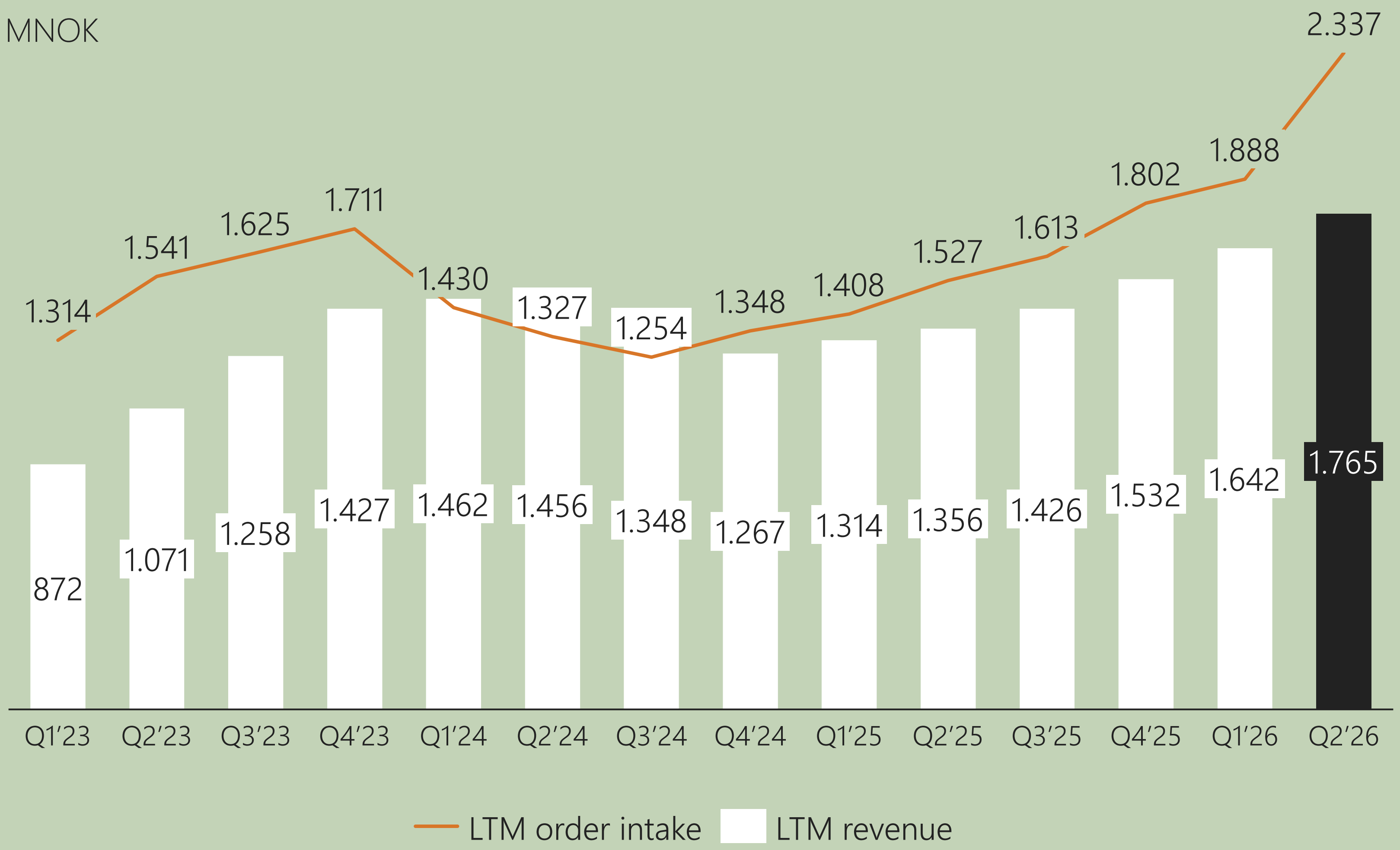
# Order intake up 94%

→ Backlog of >1.1 BNOK at the end of Q2
→ Order intake is seasonal, with higher volumes in Q2 and Q4




Zaptec

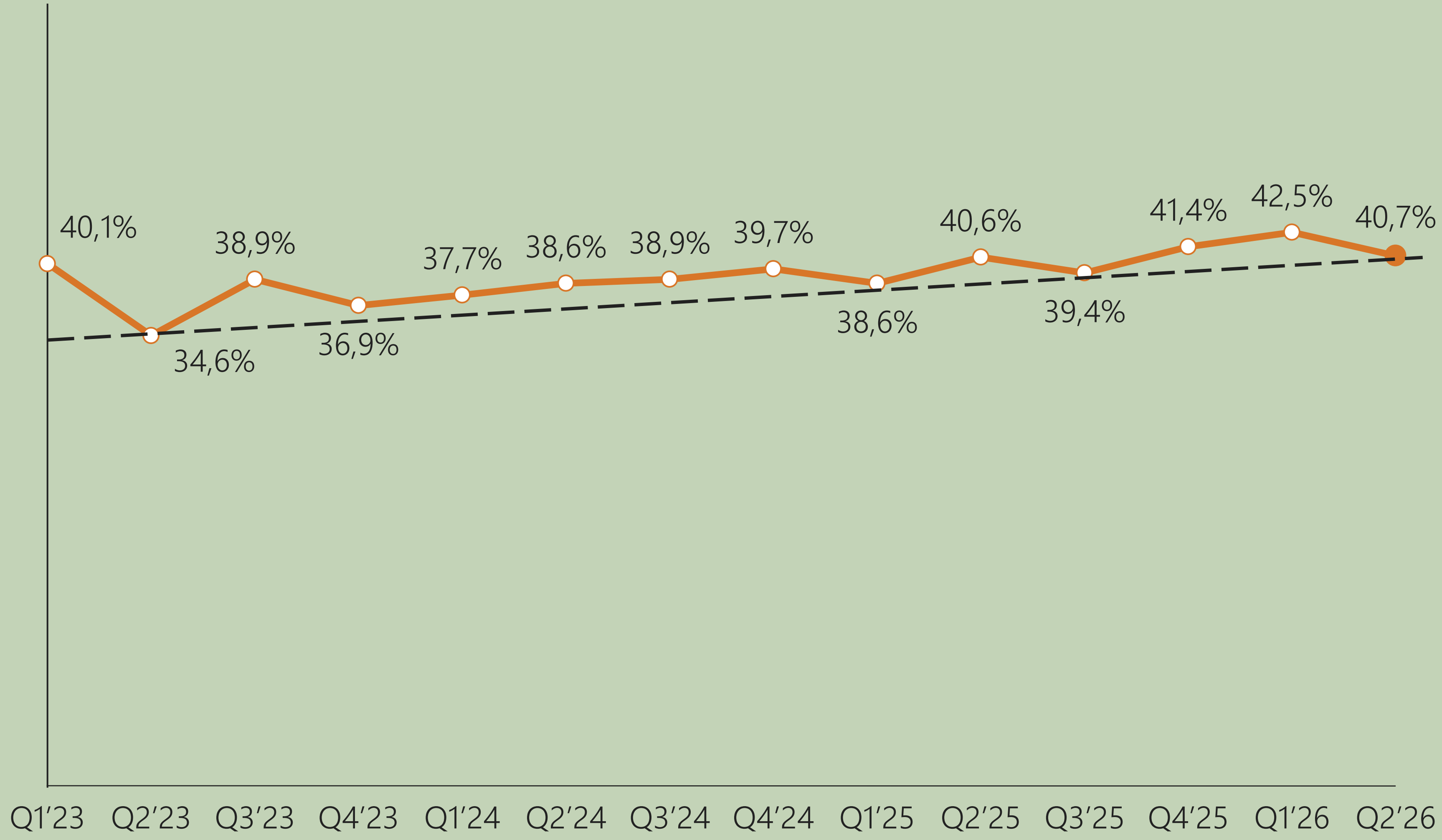
# LTM revenue and order intake demonstrate consistent progress




Zaptec *LTM = Last Twelve Months*

# Gross margin remained above 40% despite external headwinds

→ Continued focus on mitigating uncertainty via smart design and scale

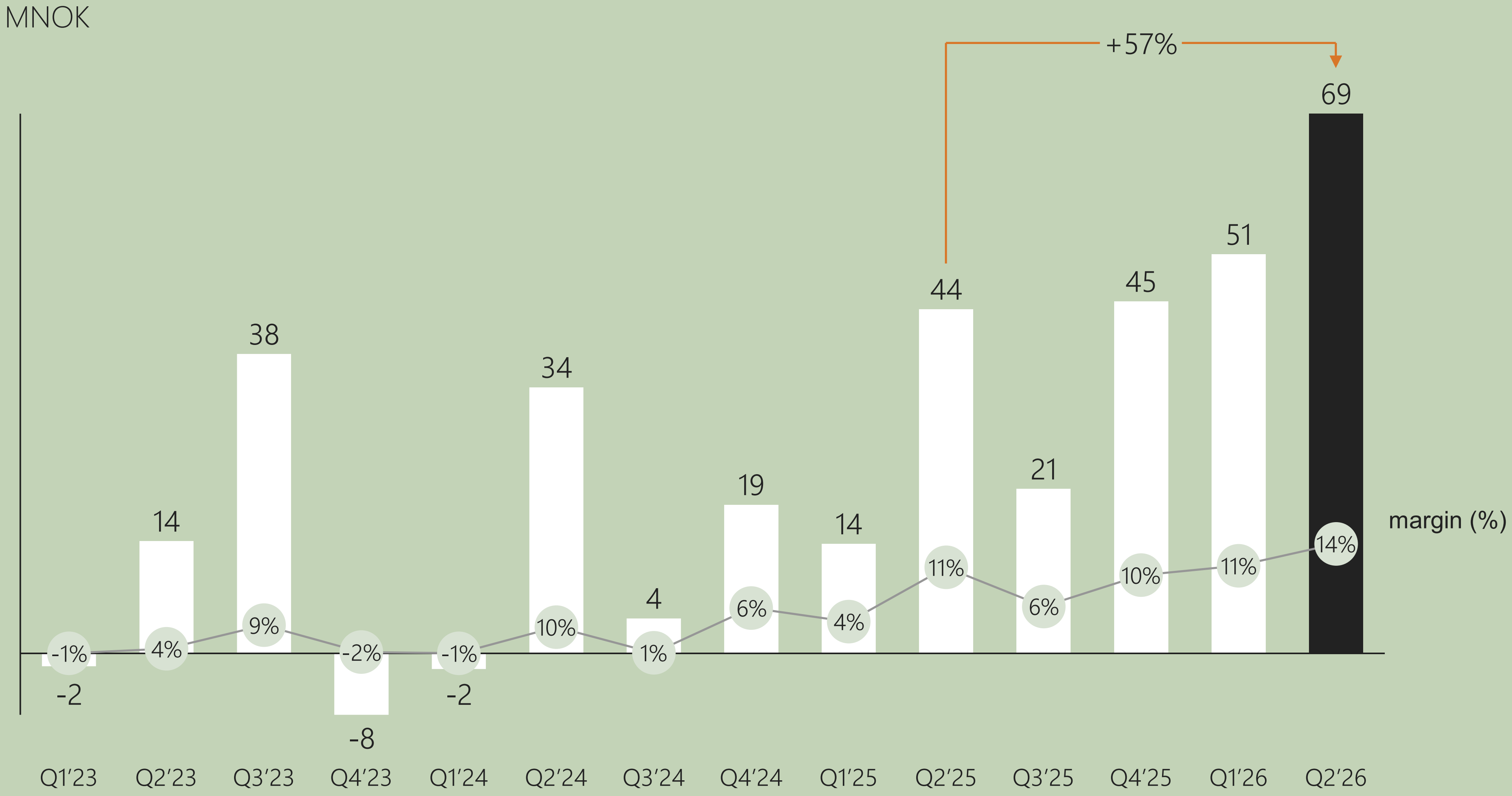



Zaptec

– – Trend

# Another EBITDA record

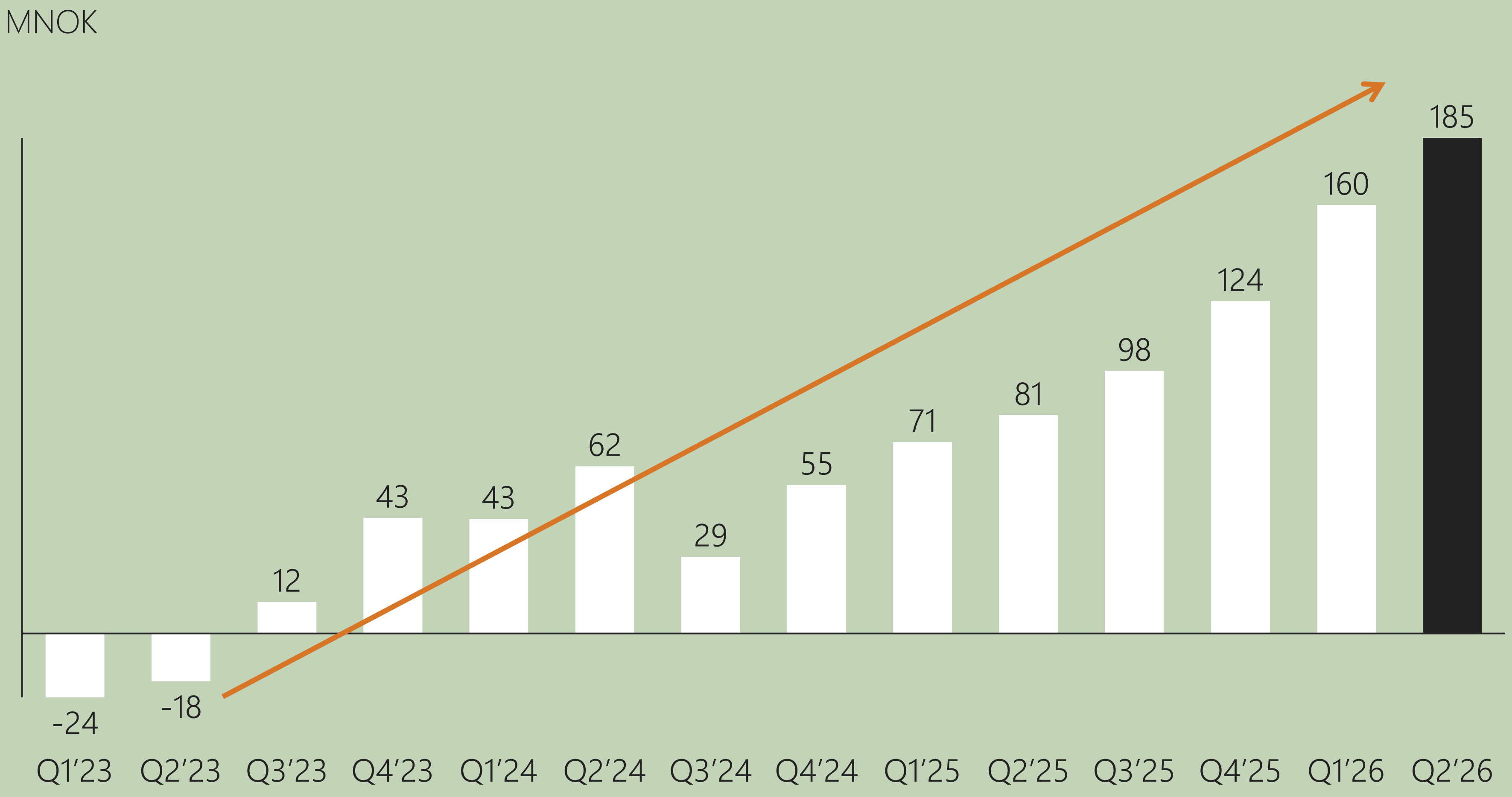
→ Scalability further demonstrated with EBITDA up 57% vs Q2'25
→ 14% EBITDA margin in Q2'26




Zaptec

# LTM EBITDA lifted to 185 MNOK

→ LTM EBITDA margin exceeding 10%




Zaptec

*LTM = Last Twelve Months*

# Market trends

- Cost of driving electric significantly lower than petrol and diesel across Europe as demonstrated by the new Zaptec Index tool
- Strong growth in EV sales in Europe in the second quarter
- Europe continues to move toward mass EV adoption
- EV charging expected to transition from standalone chargers to connected ecosystems and service offerings

# Monitoring key EV market trends with the Zaptec Index

→ Home-charged EVs offer significant cost advantage across Europe, supporting long-term adoption

## The Zaptec Index

See how far the same amount takes you on home charging, public charging, petrol or diesel.

### Norway
Live

per 10 EUR

| | |
|---|---|
| VW ID.3 Pro - home charging | 364 km |
| VW ID.3 Pro - public AC & DC charging | 139 km |
| VW Golf 1.5 TSI - petrol | 116 km |
| VW Golf 2.0 TDI - diesel | 135 km |

0.19 EUR/kWh · 0.5 EUR/kWh · 1.68 EUR/l · 1.72 EUR/l

### Iceland
Live

per 10 EUR

| | |
|---|---|
| VW ID.3 Pro - home charging | 346 km |
| VW ID.3 Pro - public AC & DC charging | 249 km |
| VW Golf 1.5 TSI - petrol | 127 km |
| VW Golf 2.0 TDI - diesel | 137 km |

0.2 EUR/kWh · 0.28 EUR/kWh · 1.55 EUR/l · 1.7 EUR/l

### Finland
Live

per 10 EUR

| | |
|---|---|
| VW ID.3 Pro - home charging | 310 km |
| VW ID.3 Pro - public AC & DC charging | 241 km |
| VW Golf 1.5 TSI - petrol | 90 km |
| VW Golf 2.0 TDI - diesel | 102 km |

0.23 EUR/kWh · 0.29 EUR/kWh · 2.18 EUR/l · 2.27 EUR/l

### Portugal
Live

per 10 EUR

| | |
|---|---|
| VW ID.3 Pro - home charging | 287 km |
| VW ID.3 Pro - public AC & DC charging | 233 km |
| VW Golf 1.5 TSI - petrol | 99 km |
| VW Golf 2.0 TDI - diesel | 115 km |

0.24 EUR/kWh · 0.3 EUR/kWh · 1.99 EUR/l · 2.03 EUR/l

### Netherlands
Live

per 10 EUR

| | |
|---|---|
| VW ID.3 Pro - home charging | 273 km |
| VW ID.3 Pro - public AC & DC charging | 132 km |
| VW Golf 1.5 TSI - petrol | 82 km |
| VW Golf 2.0 TDI - diesel | 97 km |

0.26 EUR/kWh · 0.53 EUR/kWh · 2.39 EUR/l · 2.39 EUR/l

### France
Live

per 10 EUR

| | |
|---|---|
| VW ID.3 Pro - home charging | 273 km |
| VW ID.3 Pro - public AC & DC charging | 179 km |
| VW Golf 1.5 TSI - petrol | 95 km |
| VW Golf 2.0 TDI - diesel | 107 km |

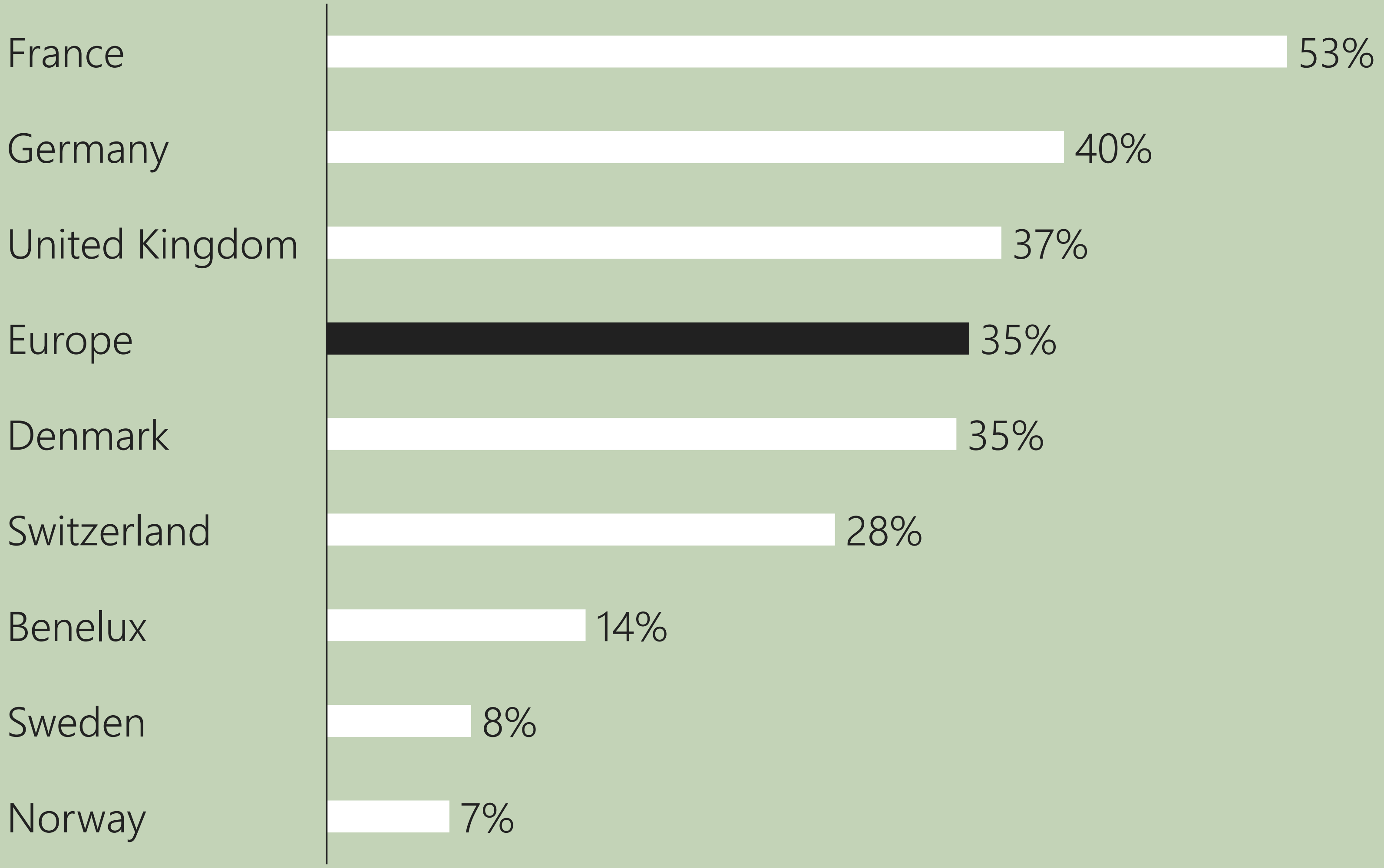
0.26 EUR/kWh · 0.39 EUR/kWh · 2.06 EUR/l · 2.17 EUR/l

Across Europe, you get 1.5-3.0x longer driving at the same cost with a home-charged EV vs petrol

www.zaptec.com/info-hub/industry-news/launches-zaptec-index

# Strong EV market in Europe

Plug-in vehicle sales Q2 2026 vs Q2 2025 (%)

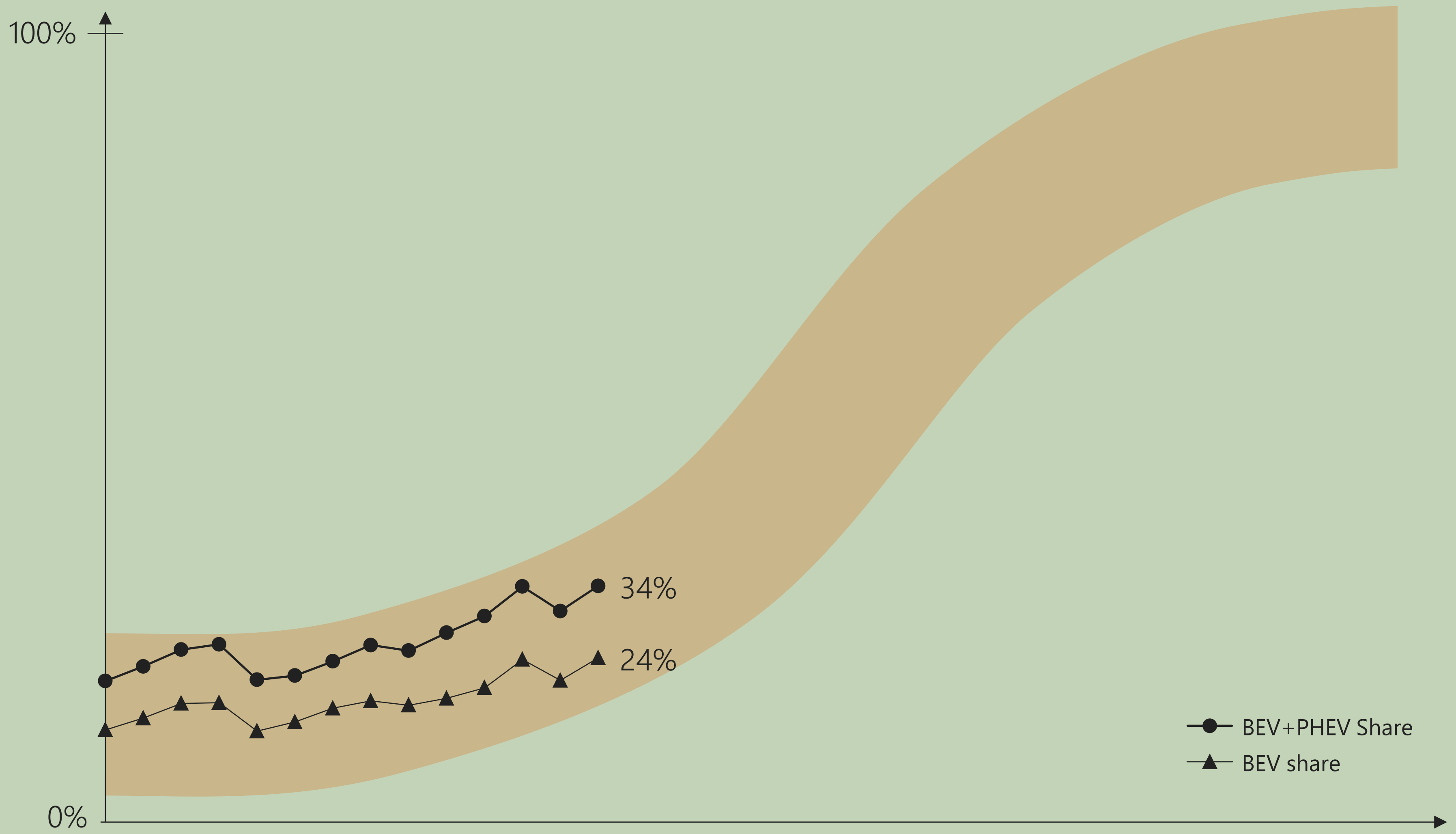



Europe plug-in vehicle sales up 35% compared to Q2 2025

*Source: ACEA. Sum of battery electric and plug-in hybrid electric vehicles.*

# Europe continues to move toward mass EV adoption

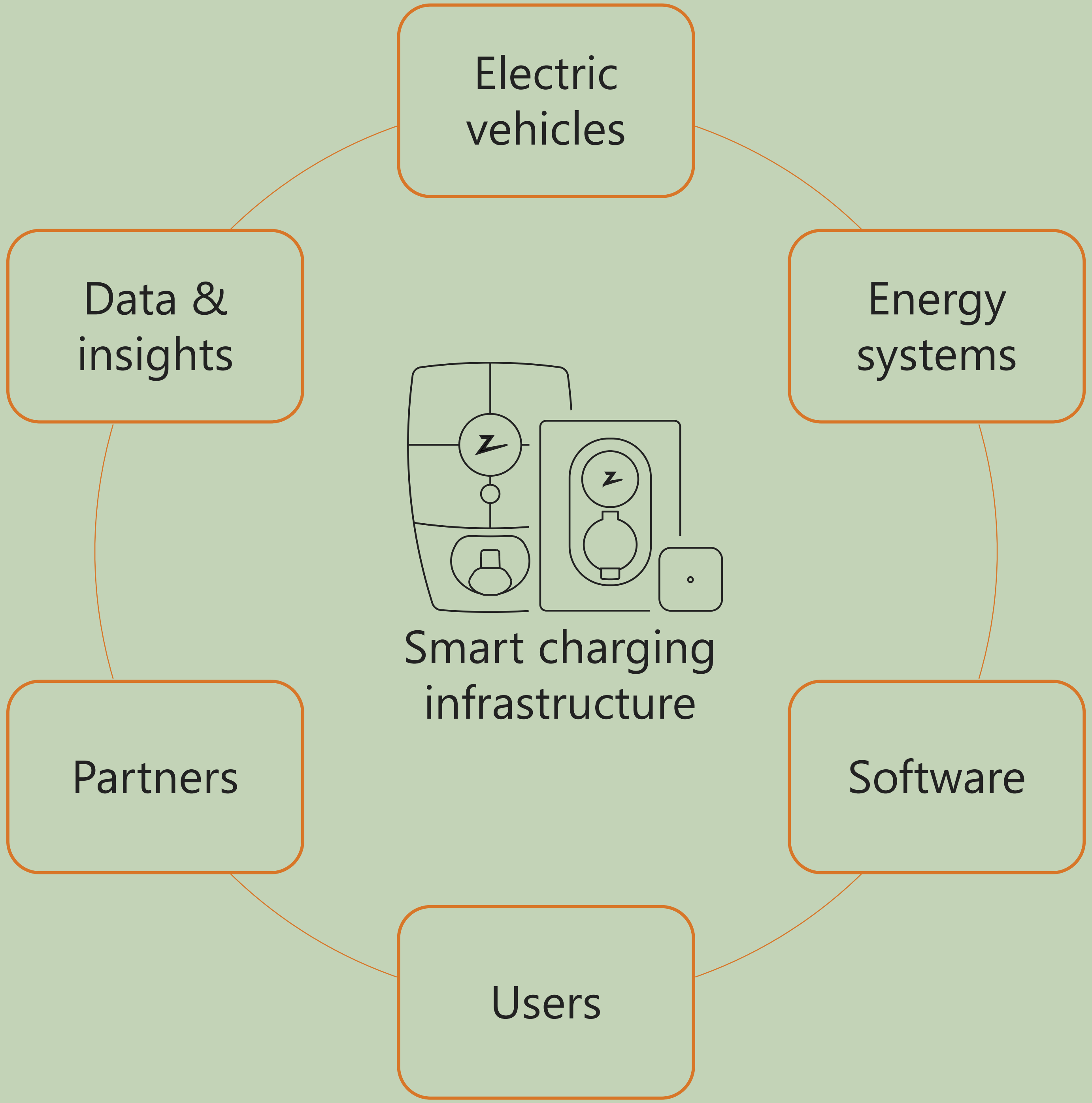
Plug-in share of total vehicle registrations 2023-2026 YTD




1 in 3 new vehicles sold in Europe in Q2'26 were plug-in vehicles

*Source: ACEA statistics on Battery Electric Vehicles (BEV) and Plug-in Hybrid Electric Vehicles (PHEV) as share of total vehicles sold*

# The future of EV charging is increasingly connected




As EV adoption grows, demand is shifting toward connected charging solutions and integrated services

# Executing the strategy

4

Optimize cash flow

3

Expand in major markets

2

Accelerate product roll-outs and integrations

1

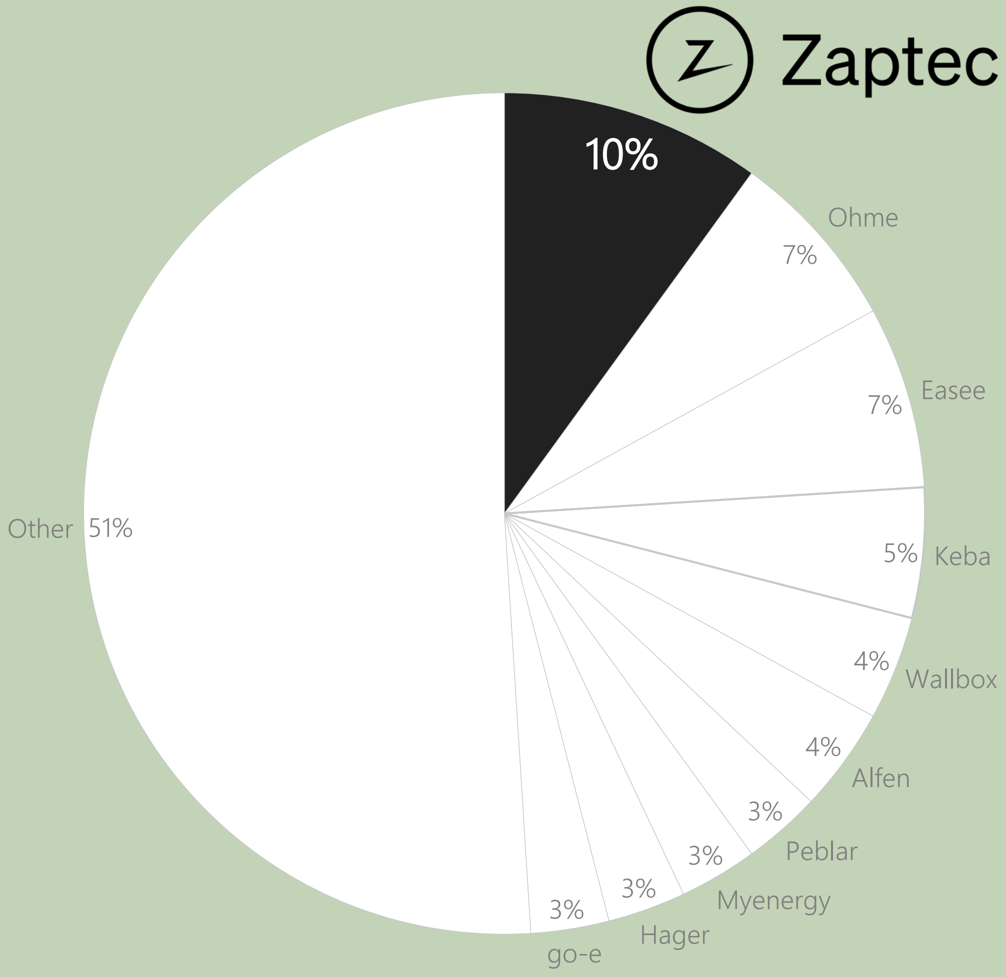
Build on success in core markets

1. **Build on core markets →**
2. Accelerate products and integrations
3. Expand in major markets
4. Optimize cash flow

# Zaptec named Europe's top AC charging provider for second consecutive year

Market leadership reinforces Zaptec's installer and distribution network advantage

European AC provider market shares 2025 (%)




*Source: LCP Delta.*

Executing the strategy

**1. Build on core markets →**

2. Accelerate products and integrations

3. Expand in major markets

4. Optimize cash flow

# Strong growth in core markets

Benelux emerging as new growth engine, gaining market shares in Sweden while modest Norway sales growth reflects weak EV market

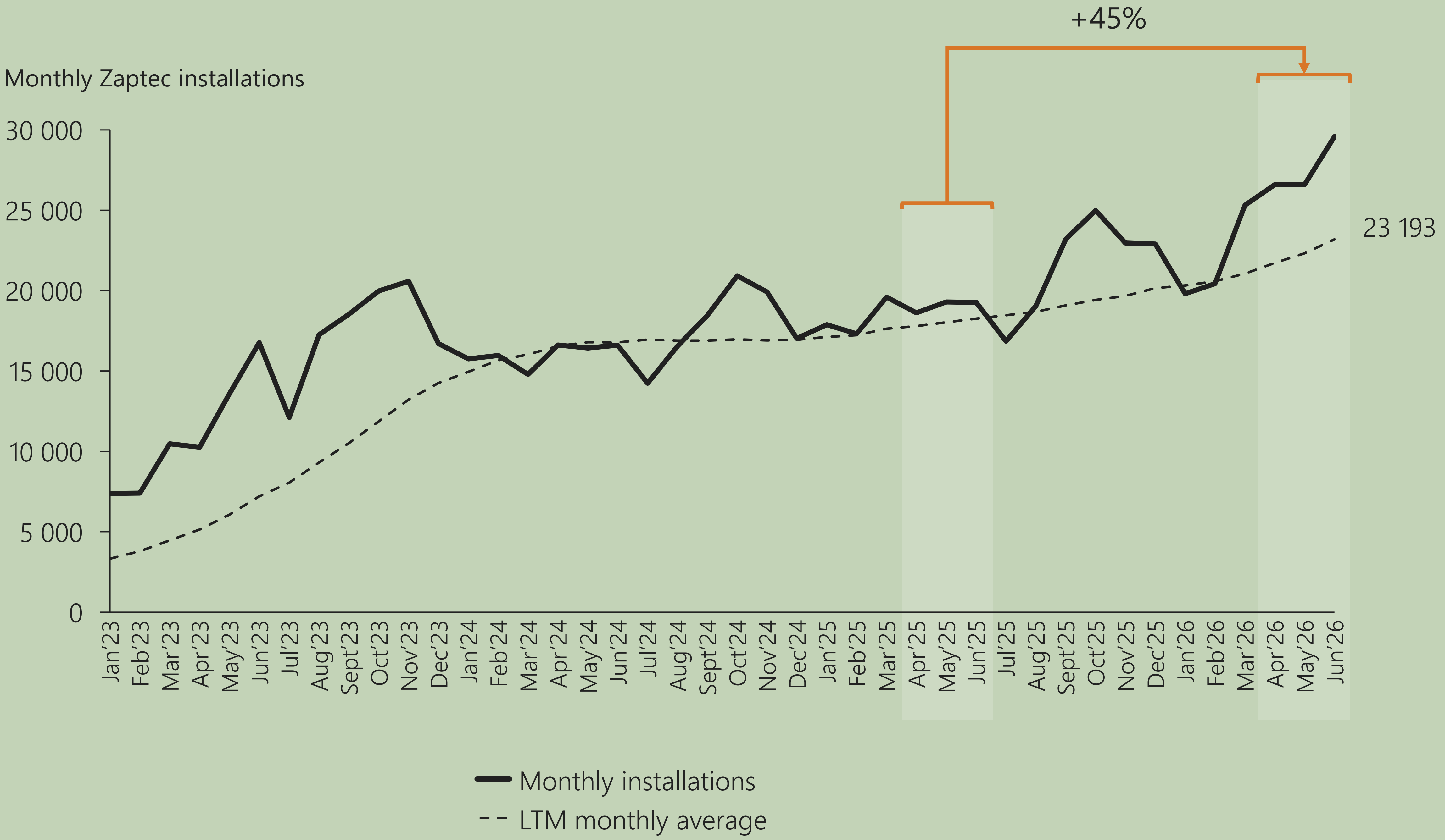

Zaptec

## Executing the strategy

1. **Build on core markets →**
2. Accelerate products and integrations
3. Expand in major markets
4. Optimize cash flow

# Record installation growth:+45%

1000 Zaptec chargers installed every day in June




*LTM = Last Twelve Months*

Zaptec

Executing the strategy

1. Build on core markets

2. **Accelerate products and integrations →**

3. Expand in major markets

4. Optimize cash flow

# Scaling production to support future growth

Strategic rationale for new Hungary production line is capacity expansion while supporting long-term COGS reduction

Westcontrol Norway

✓ Established production lines

Sanmina Germany

✓ Established production lines

Sanmina Hungary

→ Production starting in Q3 2026

## Executing the strategy

1. Build on core markets
2. **Accelerate products and integrations →**
3. Expand in major markets
4. Optimize cash flow

# Technology leadership through continuous innovation and integrations

Data-driven iteration across hardware, firmware, and cloud

OTA upgrades continuously improving device performance

Integrations with EVs, energy systems, and grid services

*OTA = Over The Air*

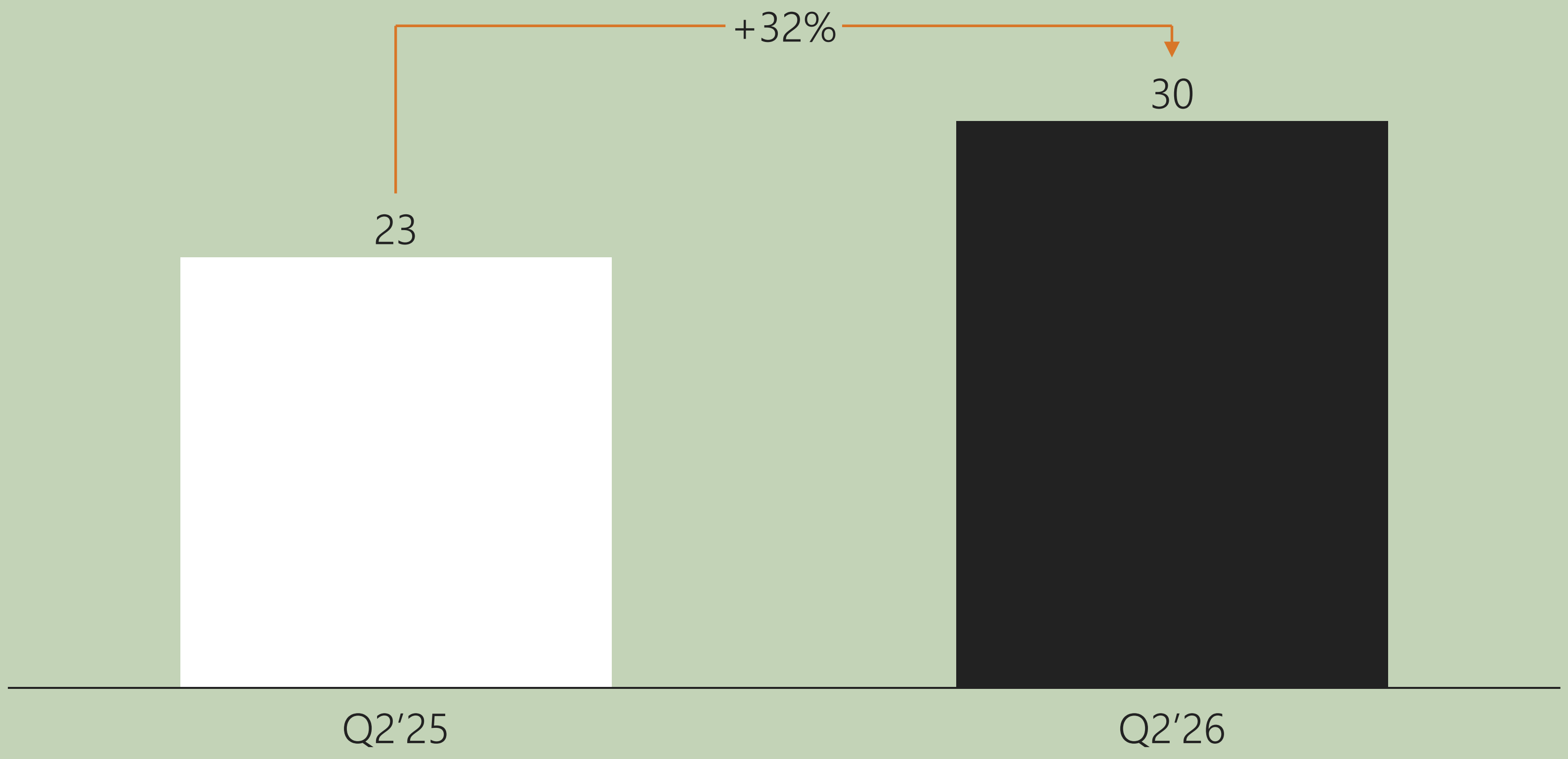
Zaptec

## Executing the strategy

1. Build on core markets
2. Accelerate products and integrations
3. **Expand in major markets →**
4. Optimize cash flow

# 32% growth in Tier 1 markets

Strong growth in Germany driven by major contract wins, while project and product delays impacted progress in UK and France




Revenue, MNOK

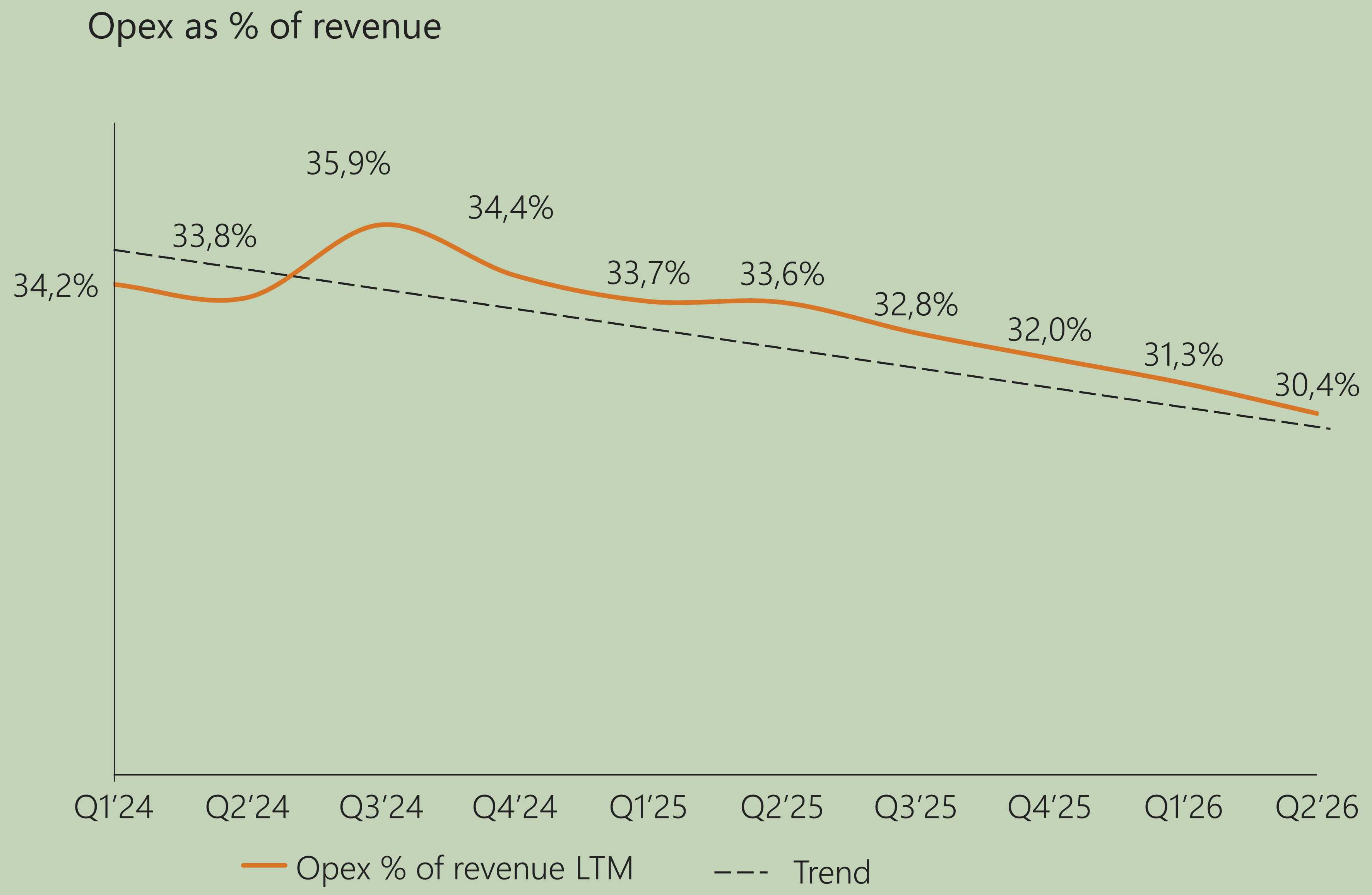
Tier 1 markets: UK, Germany and France. UK, Germany and France. Q2 2026 revenue includes sales recorded through Zaptec DK, reflecting products sold to Germany and France.

Executing the strategy

1. Build on core markets
2. Accelerate products and integrations
3. Expand in major markets
4. **Optimize cash flow →**

# Scalable business model

Continued trend of declining Opex share as revenue grows



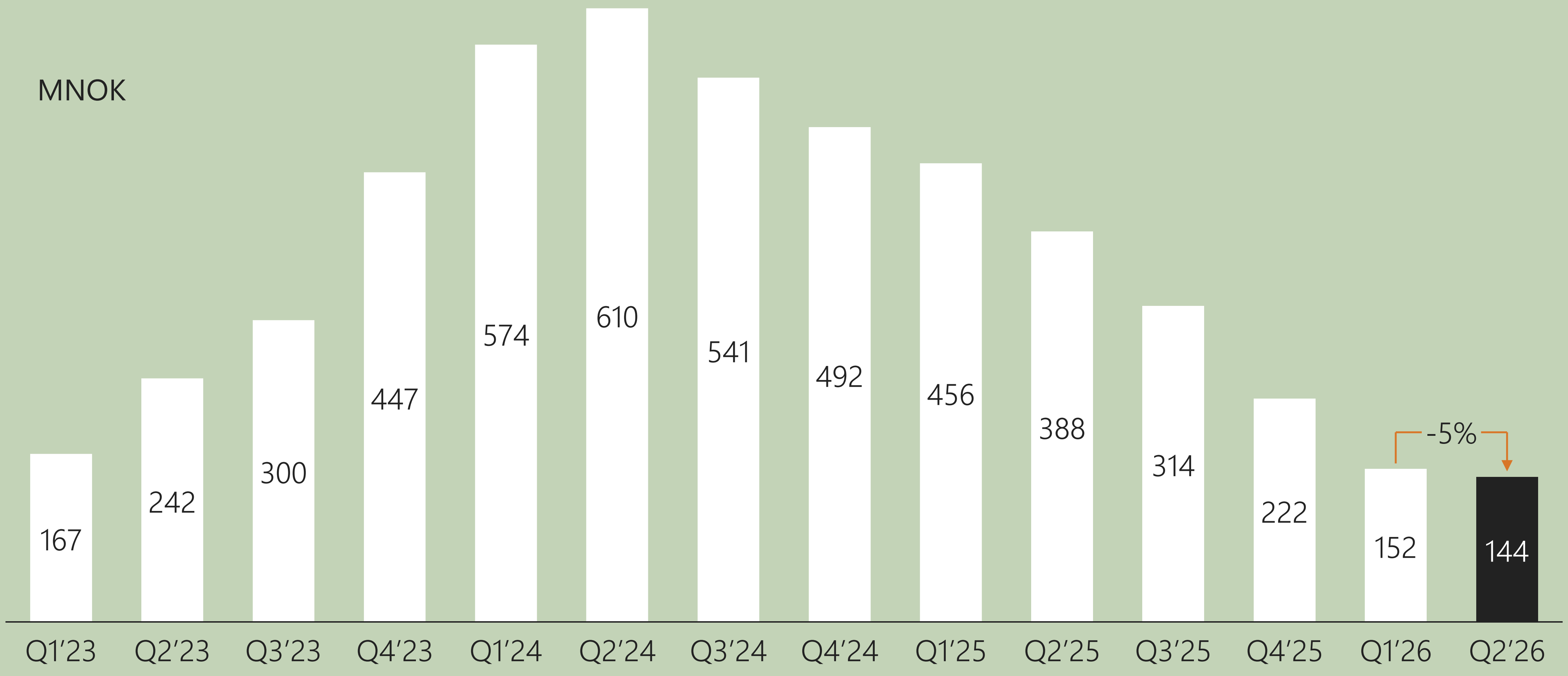

Zaptec

Executing the strategy

1. Build on core markets
2. Accelerate products and integrations
3. Expand in major markets
4. **Optimize cash flow →**

# Inventory below target level

Lifting production to meet strong sales and higher demand
Target inventory range is 200-300 MNOK to secure deliveries

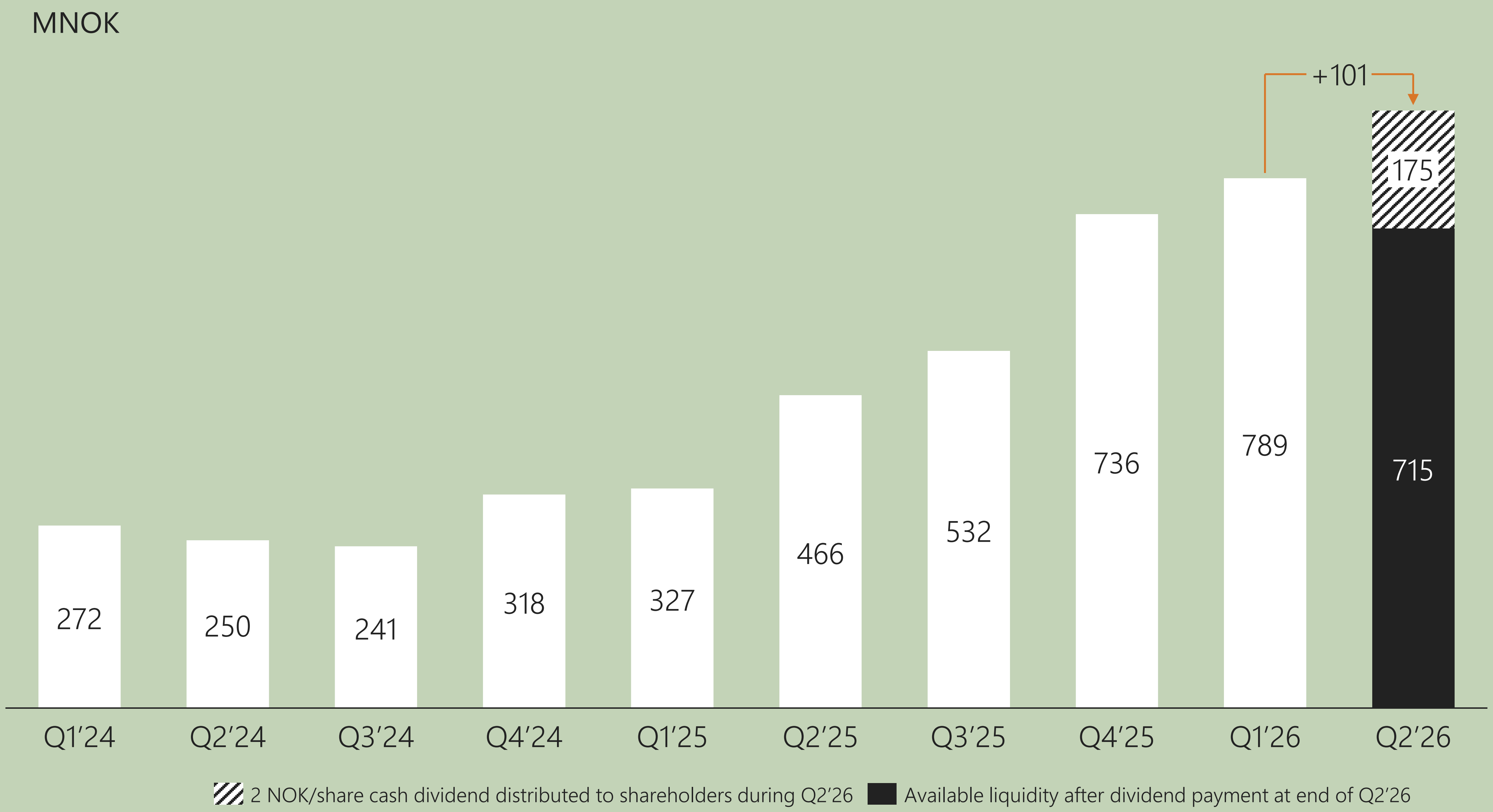



Zaptec

## Executing the strategy

1. Build on core markets
2. Accelerate products and integrations
3. Expand in major markets
4. **Optimize cash flow →**

# Strong cash flow and solid liquidity despite 175 MNOK dividend payment




*Available liquidity includes cash, cash equivalents, liquid short-term investments and undrawn 300 MNOK overdraft facility.*

# Why Zaptec is winning

- #1 European AC charging brand
- Record installation growth
- Benelux emerging as a major growth engine
- Growing Tier 1 presence
- High repeat business from installers and distribution partners
- Connected ecosystem strategy
- Strong balance sheet

Zaptec

# Outlook

**Things we see today:**
- European EV demand accelerating
- Record order book supports growth visibility
- Continued operating leverage expected

**Our priorities:**
- Win Tier 1 markets
- Accelerate product innovation and ecosystem integrations
- Sustain strong gross margins through design and scale efficiencies



External

Zaptec

**Disclaimer**
This presentation contains statements relating to our future business and/or results, which includes certain projections and business trends that are “forward-looking.” Forward-looking statements do not guarantee future performance and involve risks and uncertainties. Actual results may differ materially from projected results/pro forma results as a result of certain risks and uncertainties. Reference is made to the "Disclaimer – forward-looking statements" in the quarterly report published together with this presentation, which applies similarly to the forward-looking statements herein.