

2020FY Trading update and outlook

21 January 2021





Otovo is a marketplace for energy installations

**On the path to becoming the
no. 1 European in residential solar**

Otovo projects completed in Q2 2019 near Oslo, Norway

Otovo will grow fast, looking to list on Euronext Growth

1

Scalable e-commerce marketplace...

Highly scalable business model: an e-commerce marketplace, adaptive for all global markets, with a brand loved by consumers and probably Europe's largest network of installer companies using the platform

2

... addressing a large, fast-growing European solar market

Fast-growing, 4 €B addressable European residential solar market, with vast potential to extend Otovo's footprint to more markets and take market share within each market

3

... on track for a strong 2021

Returning to 100% annual growth rate after a year of investing in entering two new countries, launching leasing offer, transitioning French acquisition to platform and growing Spain quickly

4

... looking to fund growth to profitability, through Euronext Growth

New funding round in planning, sufficient to bring the company to profitability within 2023, **including preparation for Euronext Growth listing**

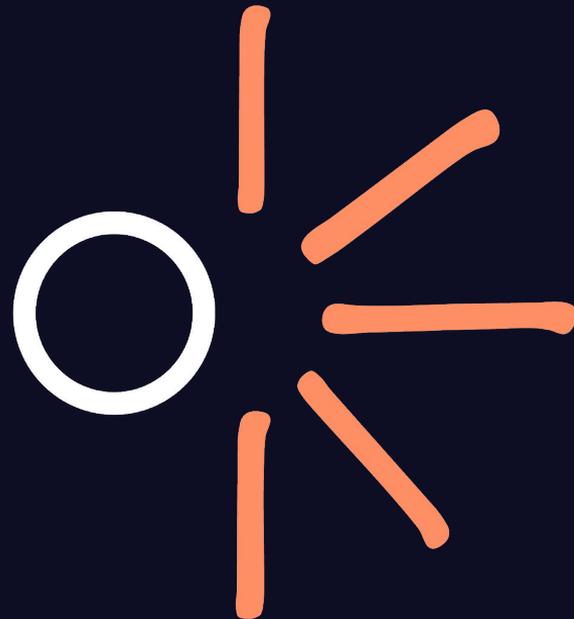
Otovo: a leading European cleantech scaleup

1 **Otovo:** scalable marketplace platform

2 **Market:** high-growth EU solar market

3 **Growth:** leasing, new hardware, countries

4 **2020FY** preliminary results; 2021 outlook

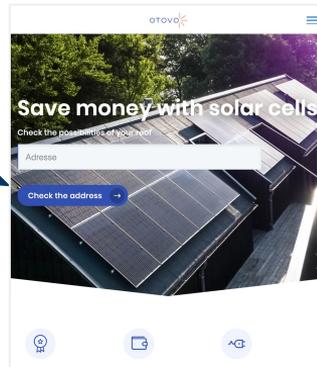


Otovo: The easiest way to get solar panels on your home

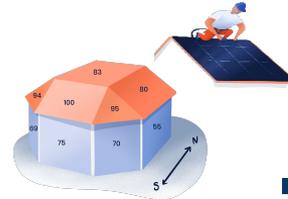


Go to otovo...

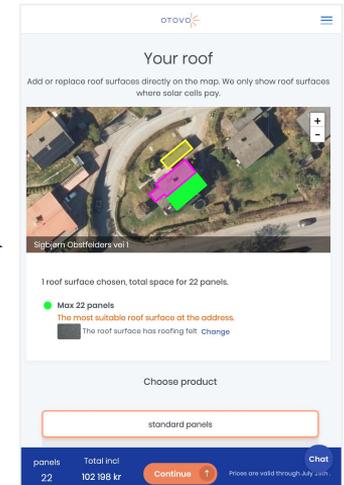
...insert your address...



...through machine learning we price & find an installer for your solar panels - in real-time



...and you buy solar panels online



Our unique platform is a virtuous cycle...

The OTOVO marketplace model...

Consumers



Demand side

E-commerce site for designing and purchasing of solar for your roof



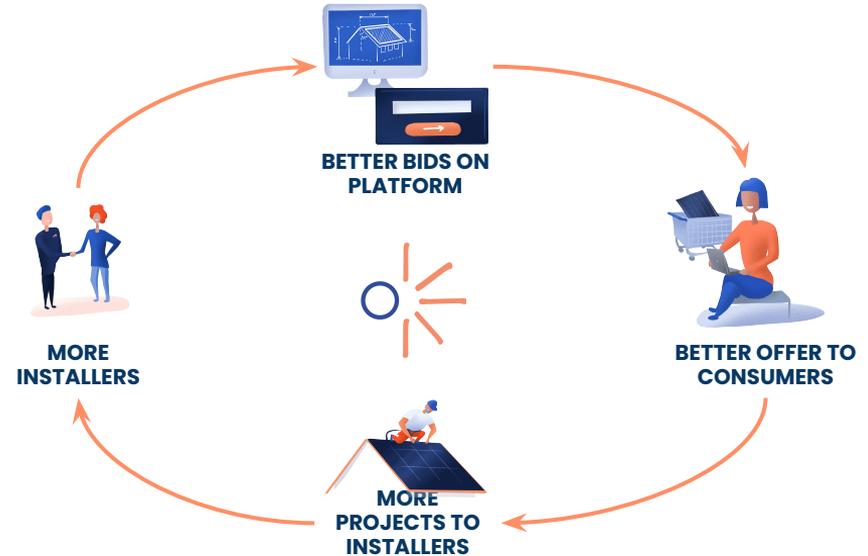
Installers



Supply side

Connecting a multitude of installers. bidding to win projects through automatic auctions

...becomes a platform with virtuous cycle



Platform built for global scalability - already present in 6 EU markets - launching Italy in Q1 2021

Norway '16

Sweden '18

France '19

Spain '19

Poland '20

Italy new

Acquisition of InSunWeTrust

Trygt
Et solpanel over 2000 solceller teknologi og batterier som sikker økonomi og miljøet i hver dag med bærekraftige løsninger.

Smart
Og solceller og batterier som sikker økonomi og miljøet i hver dag med bærekraftige løsninger.

Enkelt
Med solpanel over 2000 solceller teknologi og batterier som sikker økonomi og miljøet i hver dag med bærekraftige løsninger.

Trygt
Et solpanel over 2000 solceller teknologi og batterier som sikker økonomi og miljøet i hver dag med bærekraftige løsninger.

Smart
Og solceller og batterier som sikker økonomi og miljøet i hver dag med bærekraftige løsninger.

Enkelt
Med solpanel over 2000 solceller teknologi og batterier som sikker økonomi og miljøet i hver dag med bærekraftige løsninger.

Nowy! Panele słoneczne za mniej niż 1 € dziennie
Znajdź ofertę na zakup lub wynajem.
Adres:
Sprawdź i weźwi propozycję

Ahorra dinero con paneles solares
Compara las posibilidades de tu hogar.
Dirección:
Compara tu dirección

Diseñamos tu sistema a medida, con

Życie własne na wyciągnięcie ręki
Dzięki doświadczeniu i wiedzy, wypracujmy dla Twojego panelu w Otwoju. Działamy dla Ciebie i oszczędzamy energię!

Nuovo! Pannelli solari per meno di 1 € al giorno
Trova un preventivo per il tuo tetto e l'indirizzo.
Indirizzo:
Chiedi il tuo proposta

Autoconsumo a portata di mano
Unisci all'autoconsumo noleggiando o acquistando i tuoi pannelli con Otwo. Scopri di più sul risparmio solare.

Consumer: a leading solar brand across Europe

Facing incumbent, less focused brands



Fjordkraft

Reviews 146 • Bad



vs.



Vattenfall

Omdömen 17 • Medel



vs.



HolaLuz.com

Feedback 69 • Bad



vs.



EDF

Avis 327 • Mauvais



vs.

Otovo is dedicated to customers value



Otovo

Omdömen 111 • Utmärkt



Otovo

Anmeldelser 29 • Enestående



Otovo Spain

Feedback 7 • Good



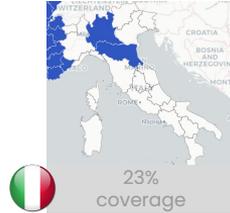
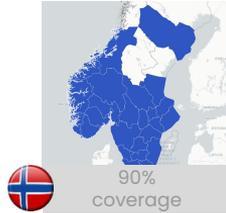
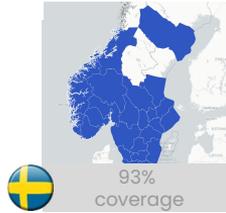
In Sun We Trust

Avis 77 • Excellent

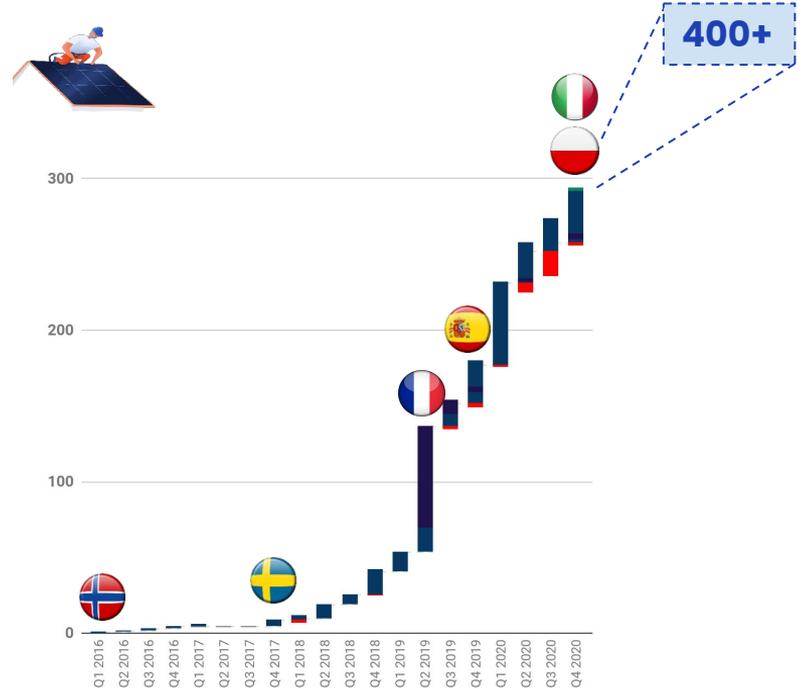


Installer: the largest network of installers in Europe

Otovo covers more than 150m people in EU



...with #installer companies growing fast

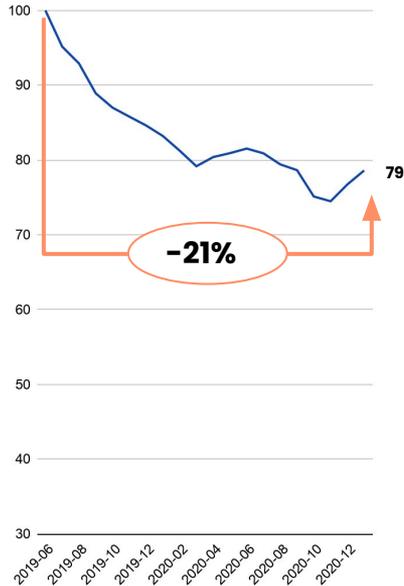


Platform is working: Installer bidding process drive down costs for consumers

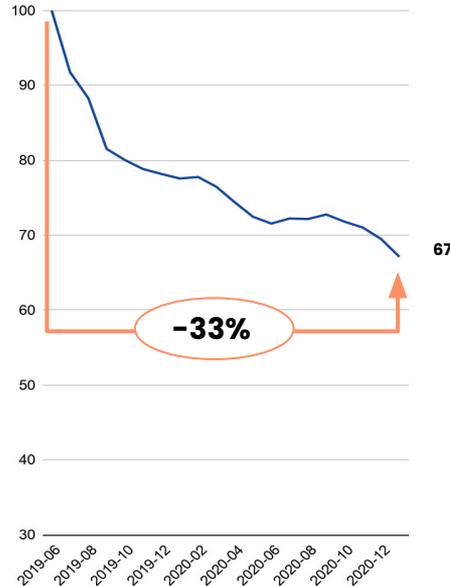
Winning installer bids on sold projects (July 2019–January 2020, L3M average)



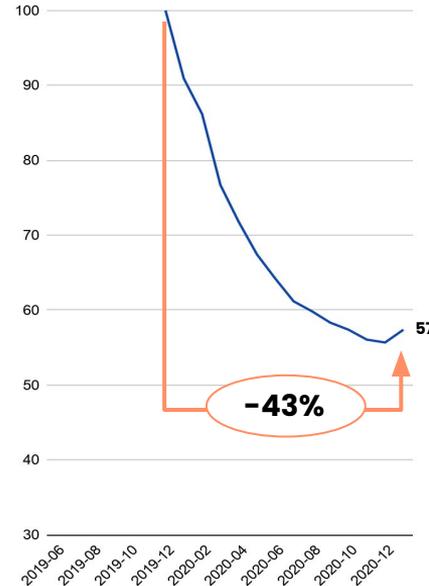
Norway



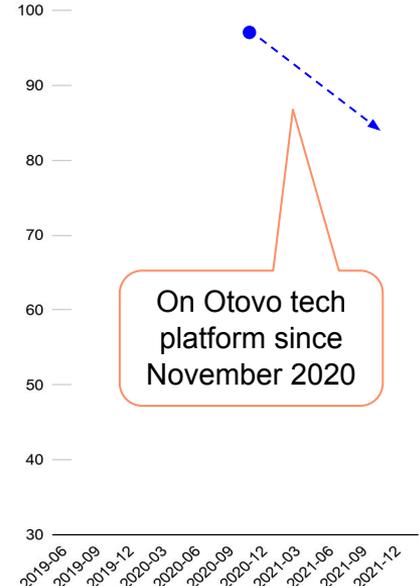
Sweden



Spain



France



On Otovo tech platform since November 2020

Otovo: a leading European cleantech scaleup

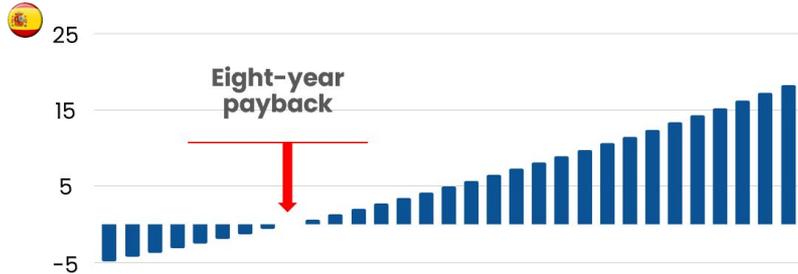
| | |
|---|------------------------------------------|
| 1 | Otovo: scalable marketplace platform |
| 2 | Market: high-growth EU solar market |
| 3 | Growth: leasing, new hardware, countries |
| 4 | 2020FY preliminary results; 2021 outlook |



Residential solar market driven by consumers saving money

Significant returns on investment for customers...

Solar business case for consumers (accumulated cash flow Spain, EUR '000 years)



- a Full PV system **investment paid upfront** (avg. ~4.5 kEUR)
- b **Subsidy** if applicable
- c Saving and **continuous payback through reduced power bill**
- d **Eight-year payback time** on average

...which will continue to improve

Key parameters driving residential solar growth and consumer business case

- 1 **Solar panel cost** continue to fall (~90% last decade)
- 2 **Electricity prices** expected to increase
- 3 Attractive & increasing **subsidy schemes** for green energy
- 4 **Otovo bidding platform** drives down installation costs

Fueled short-term by increased power prices, underpinned long-term by European Green deal

Short-term: power prices are increasing into 2021

Long-term: EU stimulating Green infrastructure



EU Green deal

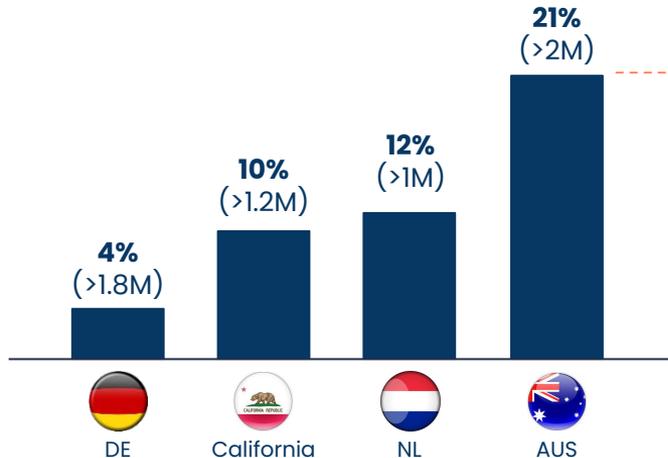


- EU to become climate neutral by 2050
- Multi-trillion Euro investment plan we have only seen the start of
- “EU Green deal” fuels Otovo’s markets & growth ambitions

Otovo's current markets with vast room to grow, compared to leading solar countries

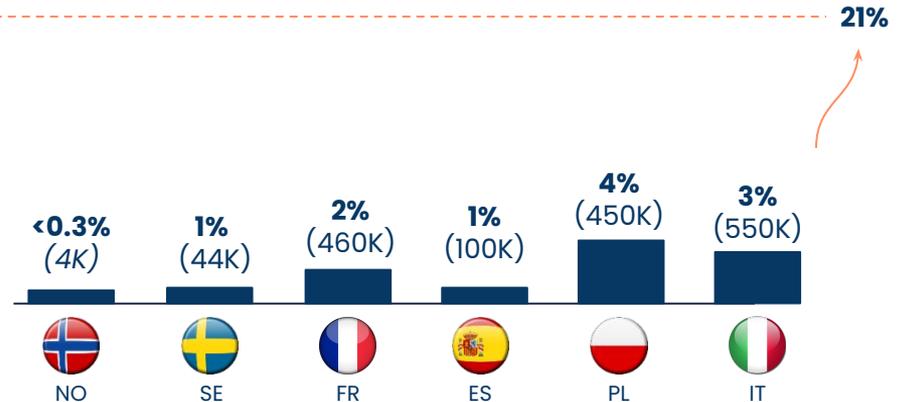
Penetration in leading solar countries show...

Share of addressable households with PV installed 2020 (# Households)



...there is vast room for our markets to grow

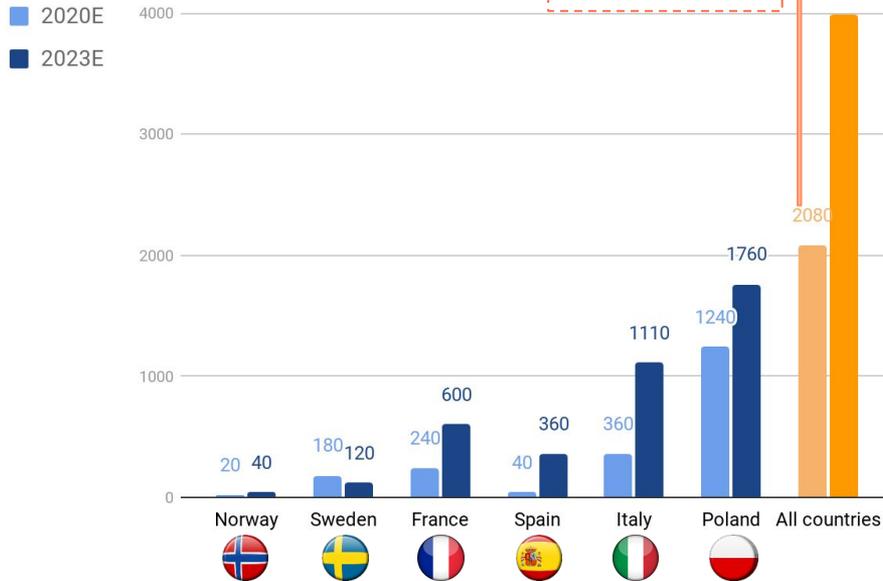
Share of addressable households with PV installed 2020 (# Households)



Pushing current addr. market to ~€4 Bn in '23

Addressable market ~2x growth from 2020-2023 to € 4Bn

Residential solar market p.a. (€ million)

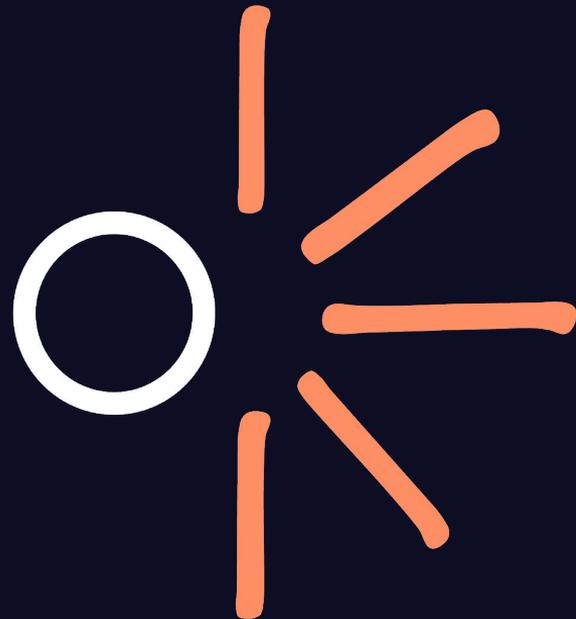


Observations

- Otovo's current markets expected to **double to ~4 €B in '23**
- **Poland & Italy** among the biggest in Europe
- **Spain & France** with highest growth expected

Otovo: a leading European cleantech scaleup

| | |
|---|------------------------------------------|
| 1 | Otovo: scalable marketplace platform |
| 2 | Market: high-growth EU solar market |
| 3 | Growth: leasing, new hardware, countries |
| 4 | 2020FY preliminary results; 2021 outlook |

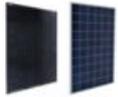


New hardware and services will drive ticket size, margin expansion and addressable market

Large and attractive market for adjacent hardware and services

Consumer rationale

Leasing of solar



- **Zero money down** – save money each month
- Power price **volatility protection**
- **No technical risk** – maintenance & full guarantee included in leasing

Home batteries



- **Ability to utilize nearly all power generated** on their roof
- Use home battery as a way to **save / earn money** in a volatile power price market

EV chargers



- **Highly convenient** to charge at home
- **Save the environment**

Leasing launched and batteries coming in Italy now

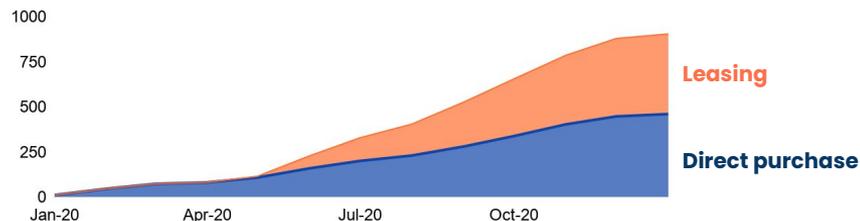
Leasing launched in Spain & Scandinavia

¡Nuevo! Placas solares por menos de €1 al día
Busca un presupuesto para compra o alquiler
Dirección
Pide tu propuesta →

Nyhet! Lei en del av solen fra 299 kr/mnd
Sjekk mulighetene til taket ditt
Adresse
Sjekk adressen →



Otovo acc. # Solar panel installations sold in Spain (#, 2020)



Batteries available in Italy at launch



Vantaggi di aggiungere un sistema di accumulo

Questi calcoli sono stati fatti su misura considerando le caratteristiche fornite sui vostri consumi, offrendo una prospettiva sui vantaggi dell'aggiunta di un sistema di accumulo al vostro impianto.

Aumenta l'autoconsumo

Quanta dell'energia prodotta verrà utilizzata presso la tua abitazione. Più' autoconsumo!

| Solo fotovoltaico | Con il sistema di accumulo |
|-------------------|----------------------------|
| 28% | 76% |

Risparmi in bolletta

A quanto ammonta il risparmio aggiungendo il sistema di accumulo al tuo impianto?

| | |
|--|----------------------------------------------------|
| | €720 Risparmio complessivo il primo anno |
|--|----------------------------------------------------|

Riduci la tua dipendenza dalla rete

Quanta dell'energia utilizzata verrà acquistata dal tuo gestore di rete?

| | |
|--|--------------------------------------|
| | 10% Dell'energia elettrica |
|--|--------------------------------------|



Perchè scegliere questa batteria

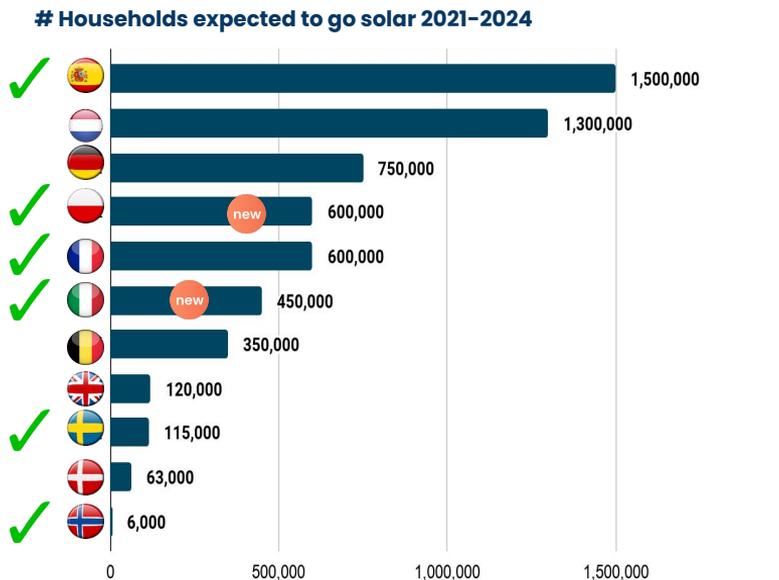
- 13.5 kWh di capacità utilizzabile
- Sistema all-in-one, nessuna unità esterna
- Alimentazione di backup e monitoraggio intelligente disponibile

Come lavora la batteria

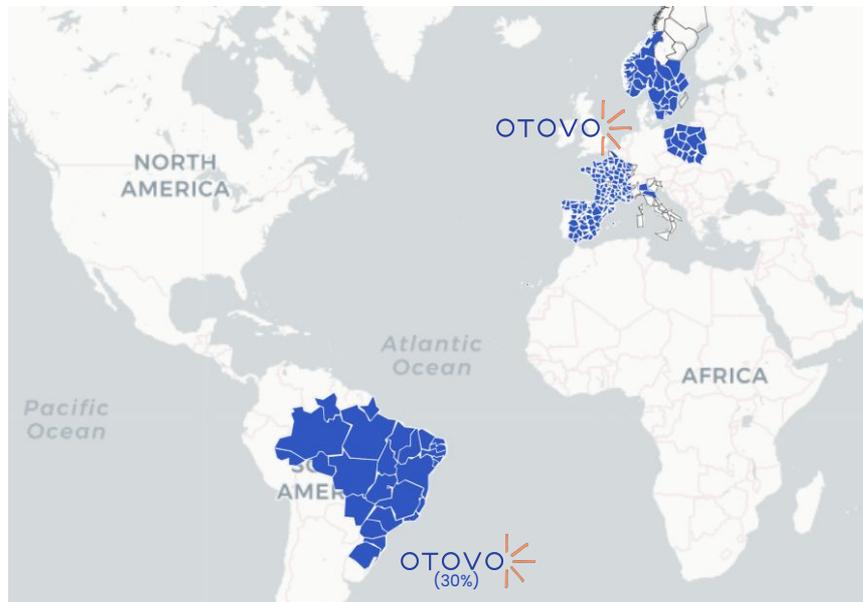
Aggiungendo una batteria puoi immaginare la tua energia solare ed utilizzarla per compensare il consumo serale.

Significant potential to expand into new markets, in EU and beyond

Otovo with some huge market still to grab...



... also beyond Europe



Otovo: a leading European cleantech scaleup

| | |
|---|-------------------------------------------------|
| 1 | Otovo: scalable marketplace platform |
| 2 | Market: high-growth EU solar market |
| 3 | Growth: leasing, new hardware, countries |
| 4 | 2020FY preliminary results; 2021 outlook |



Financial highlights 2020

- **Strengthened European position and product offer in 2020**
 - Established two new markets, Poland (launched) and Italy (launch 1Q-21)
 - Transitioned ISWT France to Otovo technology
 - Established EDEA leasing product, launched it in Scandinavia and Spain
- **Topline down 24% vs. 2019, driven by mix effects – overall unit sales growth of 5%**

Revenue NOK 147m (193m '19), units sold ~2300, up 5% vs. 2019 – sales tilted to more Spain and France

 - Soft Scandinavia: SCA NOK 128m (189m '19)
 - France transitioned: FR NOK 6m (5m '19)
 - Spain accelerated: ES NOK 13m (0m '19)
 - Poland launched at year end: PL NOK 0.3m (0m '19)
- **Widened gross margins faster than planned, 17.6% in 2020 up 3.2pp vs 2019**
- **EBITDA affected by investments in new countries and broadened product offering**

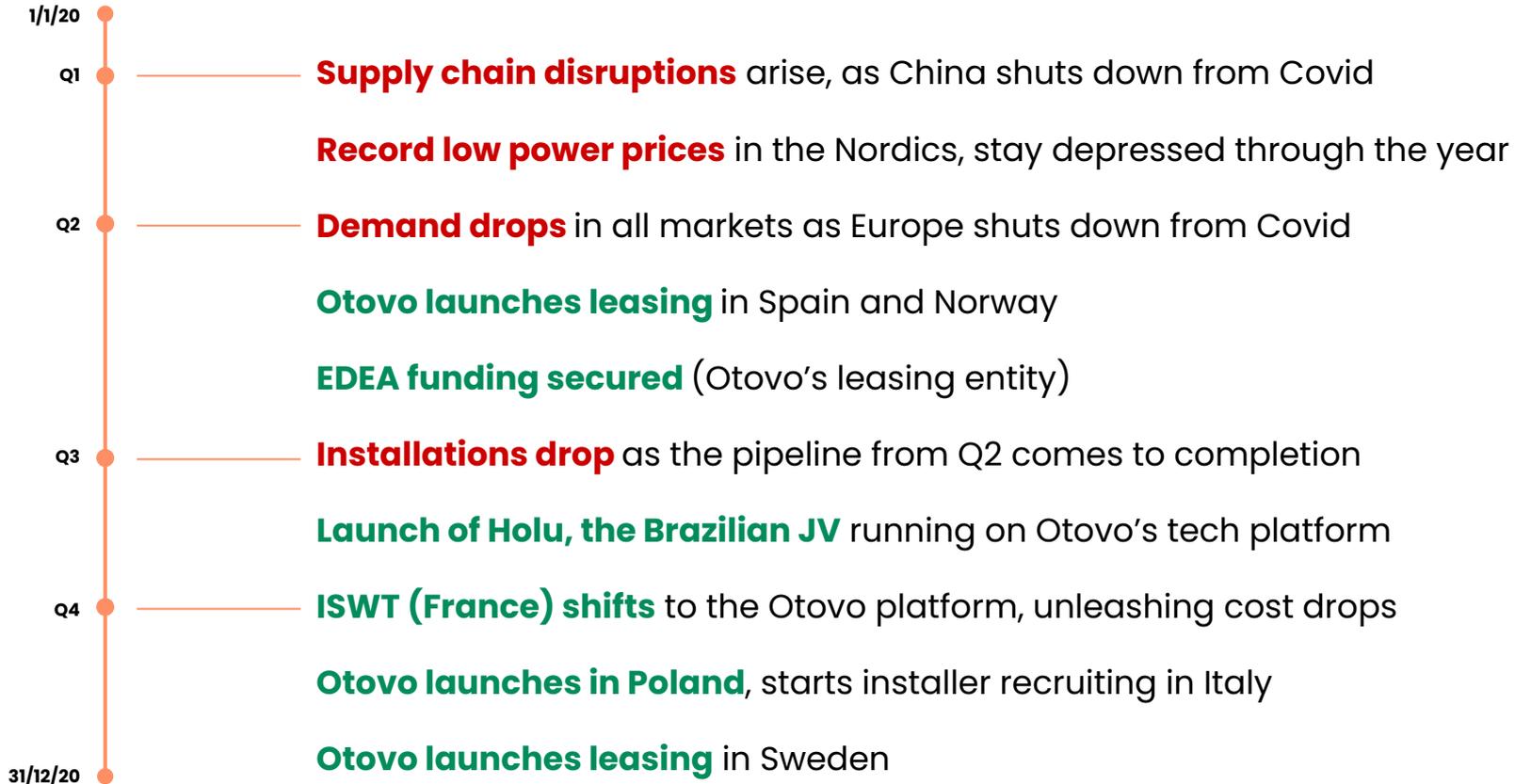
EBITDA group came in at NOK -77m (- 54m '19)

 - SCA NOK -21m (-24m '19)
 - FR NOK -13m (-8m '19)
 - ES NOK -14m (-1m '19)
 - PL NOK -1m
 - Group NOK -28m (-21m)
- **Cash as planned, preparing Euronext Growth listing**
 - Current cash: NOK 74m (193m, 31.12.19)

Outlook 2021

- **Topline growth back on 100% annual growth rate trajectory**
 - Confident for unit sales growth in all markets and in opportunity for added value in services and hardware
- **Start of year: Strengthened pipeline of projects**
 - Pipeline NOK 39.3m, equivalent to ¼ of 2020 revenue
- **Expecting continued widening of gross margins**
 - Starting Poland and Italy at higher margins than at launch in Spain
 - Spain and France to ramp up gross margins during the year
 - Scandinavia to cross break-even point during year
- **Continued cost reductions**
 - Cost of goods reductions to continue, driven by the platform and added installers
 - Customer acquisition cost to be driven down by more partnerships
- **Fundraise to cover path to break even for all 6 countries by 2023**
 - EBITDA for 2021 roughly in line with 2020
 - Will raise sufficient equity to reach break even by 2023
 - Listing mandate given by board of directors

2020: European expansion, despite macro headwinds



Booked revenue is down 24%, but pipeline is worth 39m



Scan. – 2020FY

| | NOKm |
|----------------|--------|
| FY20 | 128.3 |
| FY19 | 189.2 |
| % | -32.2% |
| Pipeline value | 14.8 |



Spain – 2020FY

| | NOKm |
|----------------|------|
| FY20 | 12.9 |
| FY19 | N/A |
| % | N/A |
| Pipeline value | 18.9 |



Poland – 2020FY

| | NOKm |
|----------------|------|
| FY20 | 0.3 |
| FY19 | N/A |
| % | N/A |
| Pipeline value | 0.2 |



France – 2020FY

| | NOKm |
|----------------|------|
| FY20 | 5.9 |
| FY19* | 4.5 |
| % | +31% |
| Pipeline value | 5.6 |



Italy – 2020FY

| | NOKm |
|----------------|------|
| FY20 | 0 |
| FY19 | N/A |
| % | N/A |
| Pipeline value | 0 |



Group sum 2020FY

| | NOKm |
|----------------|--------|
| FY20 | 147.0 |
| FY19 | 193.7 |
| % | -24.1% |
| Pipeline value | 39.5 |

*France FY19 includes nine months of revenue (April to December)

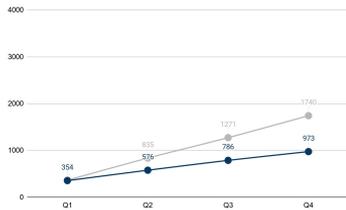
~2300 net sold units in '20, +5% vs. '19

Net sold units 2019 & 2020, accumulated, by country

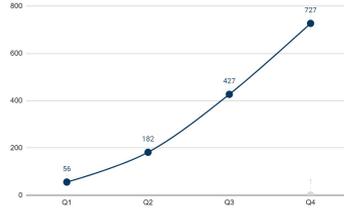
- 2020
- 2019



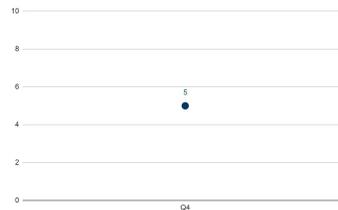
Scan: down ~750 units in '20 vs. '19



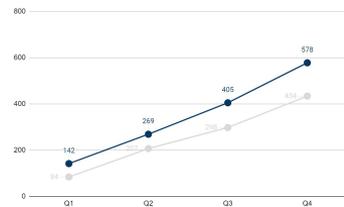
ES: +727 units in '20 vs. 1 in '19



PL: down 5 units sold in Dec '20



FR: +144 in units in '20 vs. '19

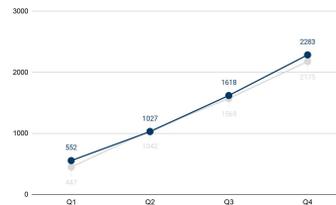


IT: Launch in Q1-21

Launch Q1-21



Group: ~5% growth in #units in 2020



Observations

- Net sold units for Otovo up ~5% in 2020 vs. 2019
- Increase driven by +726 units from Spain and +144 units from France
- Scandinavia experiencing a decline in sales volumes of ~750 in 2020 vs. 2019 – driven by record-low power prices & impact from COVID

Revenue down 24%

3.2pp increased gross margin

| Otovo key figures (NOKm) | | | |
|--------------------------|---------------|---------------|----------------|
| | 2020 FY | 2019 FY | Change |
| Revenue | 147.0 | 193.7 | (46.7) |
| Cost of goods sold | (121.2) | (165.8) | 44.6 |
| Gross profit | 25.9 | 27.8 | (1.9) |
| Gross margin | 17.6% | 14.4% | 3.2pp |
| Personnel cost | (50.7) | (43.2) | (7.5) |
| Other opex | (52.1) | (38.7) | (13.7) |
| EBITDA | (77.0) | (54.1) | (22.9) |
| Cash | 73.8 | 193.0 | (119.2) |

Unconsolidated figures, excl. profit from associated companies (EDEA, Holu)

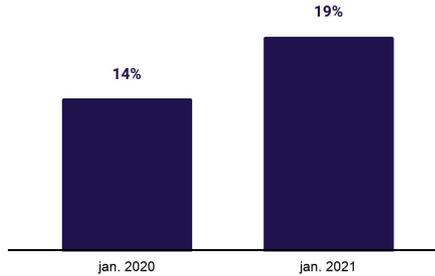
Comments

- Revenue down 24% compared to FY 2019, largely driven by both demand and supply chain impact (H1) from the ongoing Covid-19 pandemic
- Revenue of NOK ~201m including sales value of France projects (compared to NOK ~220m in FY 2019)
- Number of projects sold in the period increased by 5%. The negative revenue impact is due to a lower average basket size now as the share of projects outside Scandinavia is increasing
- Gross margin expansion of 3.2pp driven by improved unit margins
- Total opex is driven by entry into new markets and the introduction of leasing
- Cash position at year end as expected at NOK 74m

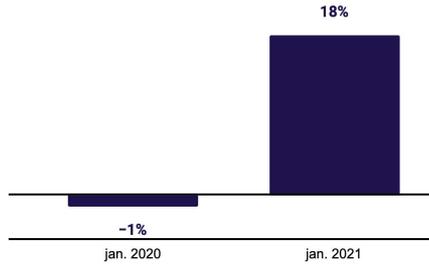
Entering 2021 with higher sales margins than 12mo ago



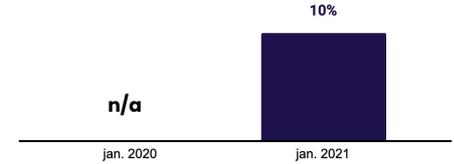
Scandinavia + 6pp



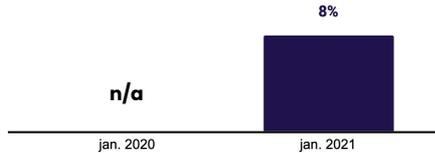
Spain: 18% current pace



Poland: 10% from start



France: 8% after tech trans.



Italy: 8% from start



Solid and long term owners

January 2021

Short description of largest non-mgmt. shareholders



Axel Johnson is one of the largest consumer retail, trade and service companies in the Nordic region, and remains family-owned in the fifth generation



Nysnø is a governmental climate investment fund, administered by the Norwegian Ministry of Trade, Industry and Fisheries



KLP is Norway's largest life insurance and pension company with ~NOK 690bn under management and about 980 employees. KLP is managing funds for about 950,000 Norwegians



Agder Energi is a Norwegian regional utility located in the southern part of Norway. Its primary areas of business are hydropower and grid. In 2017 the company had revenues of NOK 10.2bn



Akershus Energi is a Norwegian regional utility located in the eastern part of Norway. Its primary areas of business are hydropower and district heating. In 2017 the company had revenues of NOK 830m



OBOS is the largest Nordic cooperative building association. OBOS has built more than 100,000 homes primarily in the Oslo area. OBOS is owned by its 435,000 members

Top shareholders

| # | Name | Subscription capital |
|----|-----------------------------------|----------------------|
| 1 | Axel Johnson | 21,0% |
| 2 | Agder Energi Venture | 9,9% |
| 3 | Akershus Energi | 9,6% |
| 4 | Andreas Thorsheim (founder & CEO) | 9,4% |
| 5 | Nysnø (Fornybar AS) | 9,2% |
| 6 | KLP (AksjeNorge and KLP Liv) | 7,9% |
| 7 | OBOS | 4,1% |
| 8 | Simen Jørgensen (CPO and Founder) | 3,1% |
| 9 | Andreas Bentzen (CTO and Founder) | 2,6% |
| 10 | David Callegari (Founder ISWT) | 2,4% |
| 11 | Others | 20,5% |

| | |
|------------------------------------------------------|-----------|
| Total number of shares registered in VPS | 8,891,532 |
| Employee share purchase program (not yet registered) | 111,620 |
| Total number of shares issued Jan 2021 | 9,003,152 |

Financial Calendar

- **28.04.2021 - Quarterly report Q1**
- **15.07.2021 - Half-yearly report 2021**
- **28.10.2021 - Quarterly report Q3**
- **10.02.2022 - Quarterly report Q4**

Contact

Andreas Thorsheim
CEO
+4793065178
at@otovo.com

Cecilie Weltz
CFO
+4791885221
ceciliewe@otovo.com

Anders Rønold
Investor relations responsible
+4797343747
andersro@otovo.com

Arctic
Harald Von Heyden
harald.von.heyden@arctic.com

