APEX GROUP

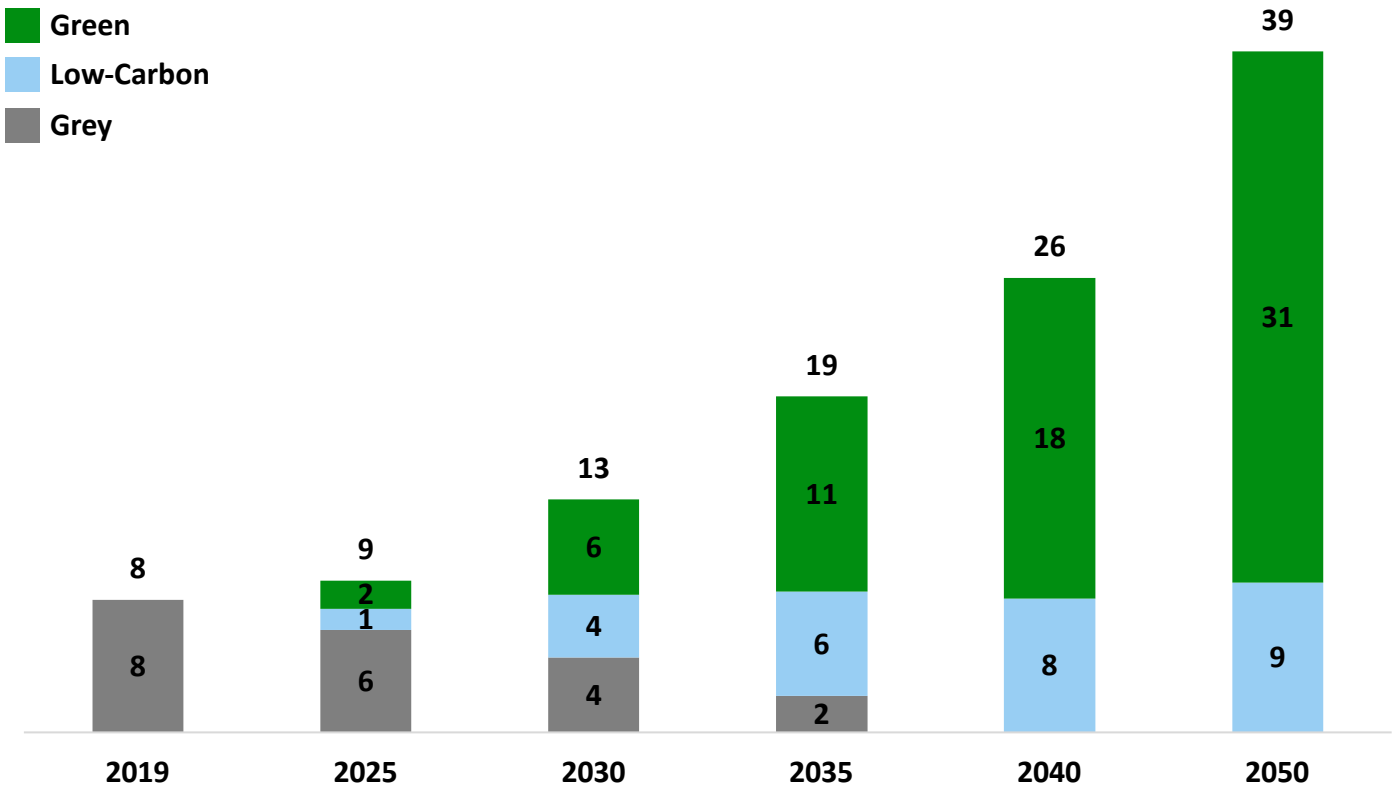
# $H_2$ELLO

**Pareto – Conference, Oslo - Norway**
**January 2024**

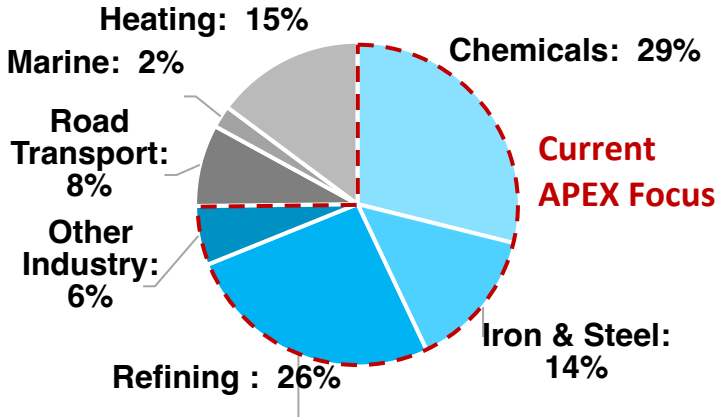
# GREEN H2 MARKET POISED FOR GROWTH

## APEX Covering Relevant Segments in the Largest & Fastest Growing H2 Economy

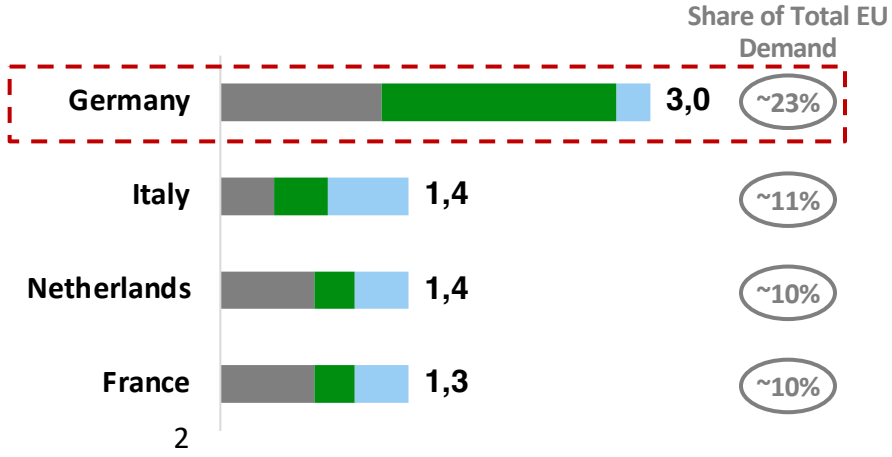
**EU H2 demand split by production pathway,** 2019-'50, mtpa




**2030 EU H2 demand by segment,** mtpa




**2030 EU H2 demand by country,** mtpa




*Source: McKinsey Energy Insights Global Energy Perspective for EU27*

# LEADING DEVELOPER, OWNER & OPERATOR

## OF H2 PLANTS WITH ADVANTAGES OVER PEERS

### PROVEN TRACK RECORD

**2 MW** H2 Plant

- Fueled by 11,5 MW MWp own solarpark
- Expansion to 12 MW ongoing
- Profitable EPC Business
- 10 years of experience in hydrogen storage (tanks/chemical storage)

**EUR 4 m.** in BY 22 revenue
**EUR 15 m.** in BY 23 revenue
Positive outlook for BY 24

### EMPLOYEE TEAM QUALITIES

As of September, **100** highly skilled and experienced employees

Strong network and partnerships

- Long lasting relationships to decision makers in industry/government
- Strong ties to academic institutions, e.g. Fraunhofer, LIKAT


### MASSIVE PROJECT PIPELINE

More than **1,7 GW**

EU flagship projec: Awarded **100 MW** IPCEI project

**520 MW** of projects are short listed

**15 MW** EPC projects are under completion

# EXPERIENCED, AMBITIOUS AND EXPANDING MANAGEMENT TEAM

## Pioneers in the green hydrogen space

### Peter Rößner (CEO)

- CEO since 2022. Previously CFO (‘19-’22) and advisor in first fundraising round (‘17/’18)
- Exited self-founded company with >60 FTE
- Board member of Hydrogen Energy Cluster MV
- Member of the National Energy Committee of the German Economic Council

### Bert Althaus (CFO)

- 10+ years of finance and capital market experience
- managed companies with turnover of around EUR 1 billion and 5,000 employees
- Know-how in: Supply Chain Management, Process & Project Management, post-merger integration, risk management and refinancing

### Axel Funke (CTO)

- +30 years of experience in plant construction with a special focus on the energy sector
- Heading the Integrated Projects business unit in the Technology division of Bilfinger SE since 2021
- Previously, Project Director at Thyssenkrupp Industrial Solutions, Project Director and member of management team at Linde AG + Head of Project Management and Senior Executive Manager at MAN AG

### Bojan Petrov (COO)

- 10+ years technical sales experience
- Various positions in the engineering sector
- Expert in the field of project sales for/of large-scale plant construction
- Implementation of product innovations in/for the energy market

### Gunnar Krüger (CBO)

- 20+ years of experience in international renewable energies businesses
- Strategic, commercial, financial and project management know-how
- Developed businesses in photovoltaic, wind, concentrated solar power & Bio Diesel (Fame)

# BUILDING A PIONEER IN HYDROGEN SOLUTIONS

## Driving innovation by multi-supplier and open technology approach

**2012 – Company incorporation**
- Corporate structure
- R&D and technology focus

**… – Setting the foundations**
- Scaling and commercialisation
- Total investments of EUR 50m

**2019/2020 – Establishing the asset base**
- Purchase of Rostock-Laage site (EUR 20m)
- Operation of Europe´s first grid-connected facility (2MW pilot plant)

**2021 – Breakthrough public funding ("$H_2$ERO electrolysis")**
- IPCEI(1) approval for 105 MW plant on Rostock-Laage site
- Connection to future German hydrogen backbone

RENEWABLE ENERGY HAMBURG ENERGIESYSTEME DER ZUKUNFT

*Hydrogen Innovation of the year award (Nov 2021)*

**2022 – Project wins and track record**
- 15 MW sold to blue chip clients
- Multiple awards and inbound client interest

ArcelorMittal EWE swb

*HyBit Bremen 10MW project signed (July 2022)*

**2023 – Expanding H2 generation Capacities**
- Acquisition of land in Lubmin (DE) for 600MW electrolyser capacity
- Expansion of existing 2MW plant

$H_2$ Wyhlen – EnBW EnergieDienst

*$H_2$-Wyhlen 5MW project signed (Oct 2022)*

**Strengthening balance sheet**
- IPO to FRA Prime Standard via reverse take over

*(1) Important Project of Common European Interest*

amazon

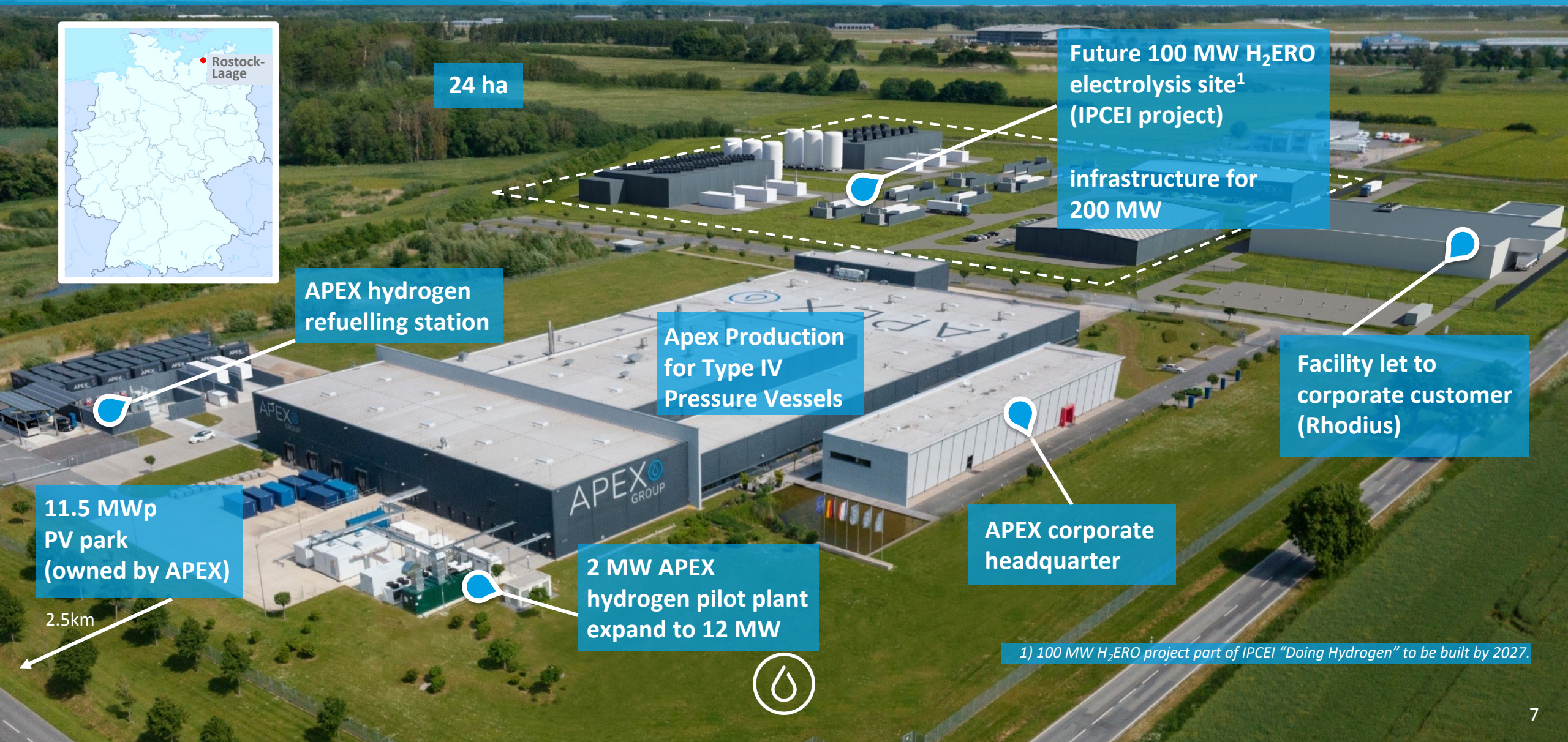
*First offtake for pilot plant (Aug 2021)*

DB SCHENKER SPEZITRANS Logistic Services

*The first hydrogen refueling station suitable for trucks in Mecklenburg-West Pomerania (Oct 2022)*

# EUROPE'S LEADING HYDROGEN PARK AS STRONG ASSET BASE

## More than EUR 50m invested in strategically located state-of-the-art facilities




*1) 100 MW $H_2$ERO project part of IPCEI "Doing Hydrogen" to be built by 2027.*

# BUSINESS MODEL ADDRESSES PROFITABLE GROWTH

## Two Pillars of High Profit Contribution and Strategic Investment Opportunity

**Value chain**

Proof of concept (Dev – Build – Own – Operate) | Develop | Build | Own | Operate

**Approach and timeline**

**2** Own & Operate – Evolve Business Model to Production & Sale of Green H2

**~2023-2027 onwards**

- **Build on Projects in Execution:**
  - *Expansion of 2MW pilot plant to 20MW*
  - *Construction of 100MW IPCEI project "H2ero" part of "Doing Hydrogen"*
  - *Construction of 600MW plant in Lubmin, Germany*
- **Grow project size and client base with market evolution**
- **Benefit from contracted and resilient revenue stream**
- **Optimise returns through operational and financial excellence**

**~2021 – 2026**

**1** 3rd Party Project Development – Execute profitable projects

- **Project origination and (pre-) feasibility studies**
- **Concept, design and integration of hydrogen plant**
- **Procurement and contract management**
- **Coordination of construction and commissioning (e.g., electrical testing and inspection)**
- **On-site operations and maintenance planned**

**~2012 – 2019/20**

- **Proof of concept**
- **Brand and credibility**
- **Technical expertise**

Investment Opportunity:
Expand mobile tank storage production to support profitable growth

- Tanks as most common form of hydrogen distribution
- Design, certification and production of type 4 H2 tanks (able to withstand up to 500 bar pressure)
- Container consisting of several of tanks up to 1.000 kg of hydrogen

# $H_2$ STORAGE SOLUTIONS

## Advantages of our type IV transport pressure vessels

### DESIGN

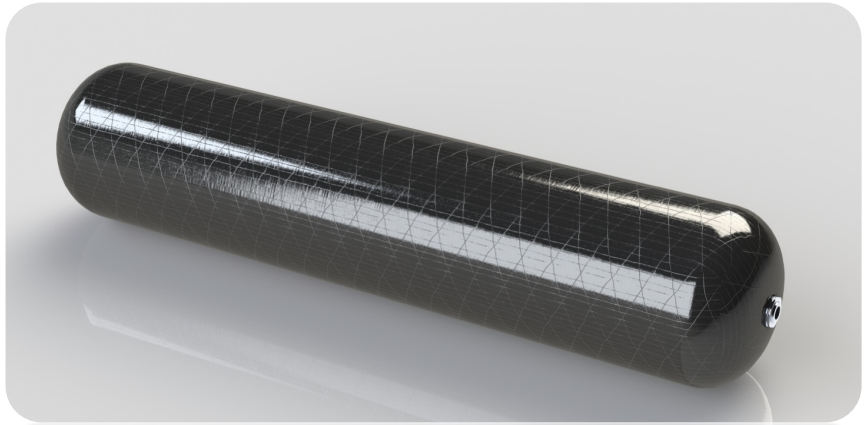
Our product complies with newest EU norms & regulations and is ready for all relevant use cases (stationary, mobile, and maritime). Unlike our competitors, we build our storage systems with a horizontal layout which reduces stress on the sensitive parts. This minimizes leakage and permeation across all fill levels. In addition, our unique design requires less and valves. Consequently, our product delivers elevated performance levels and a higher longevity.

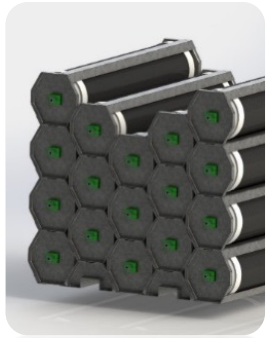
### QUALITY

The production line on our premises in Germany including our in-house test capabilities for most relevant requirements (hydraulic, leak, burst testing, bonfire, penetration, and permeation) ensure highest safety and quality standards. We produce our own liners with our own patented technology. This puts us in the position to guarantee an indefinite life of our product.

### PRICE

We deliver a top-quality product newly designed for various hydrogen use cases at a competitive price. Our production line has been built to run almost fully automated. In addition, material costs - which are the same for all market players - constitute a large part of overall costs. The total cost of a transport system is lower due to horizontal alignment (less piping & valves) vs. vertical alignment. The resulting minimum maintenance requirements keep the cost of ownership as low as possible.





# ❶ PROJECT DEVELOPMENT – FILLED PROJECT BACKLOG

## Three German Flagship Projects for reputable customer

**AWARDED (3rd Party EPC) 15 MW plus 2.200 t of green hydrogen and 3 filling stations**

### $CO_2$-Neutral Steel Production for ArcelorMittal (€17 Mio. expected over 2 years)

EPC contract over 10 MW electrolysis plant (including 600 kg storage) for first hydrogen project in the German steel industry

Electrolysis capacity: 10 MW
$CO_2$-Reduction: 21,000t/y
FOD: Jun-24

EWE

ArcelorMittal

### Living Laboratory H2-Wyhlen (€20 Mio. expected over 2.5 years)

EPC contract over 5 MW electrolysis plant (including 3,300 kg storage and 4 trailer filling stations) for the production of approx. 735t H2/y

Electrolysis capacity: 5 MW
$CO_2$-Reduction: 9,300t/y
FOD: Mar-25

EnBW

H2 Wyhlen

### Heidekraut Train Project (€7 Mio. expected over 2 years)

Supply and construction of a green hydrogen train refueling station with FOD in Jan-25.
Project includes commissioning of the filling station, including training for driving personnel.

Purchase quantity: approx. 300,000 kg/y
Max. H2 capacity mob. storage: 1,099 kg
Max. stored quantity of H2 on site: 2,347 kg

Heidekrautbahn

### Rebus – Mobility Project (€31 Mio. expect. over 8 years)

Construction, operation incl. maintenance, repair and H2 supply of two hydrogen filling stations for a fleet of 52 buses starting regular operation in Q3-24

Purchase quantity: approx. 300,000 kg/y
Max. H2 capacity mob. storage: 1,099 kg
Max. stored quantity of H2 on site: 2,347 kg

rebus REGIONALBUS ROSTOCK

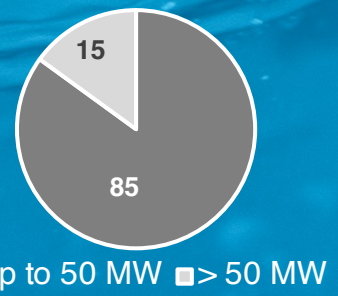
**REV in total: approx. 74 Mio. EUR**

# STRONG AND RAPIDLY GROWING COMMERCIAL PIPELINE

## Tangible pipeline of more than 1.7 GW of H2 capacity

| *TOTAL PIPELINE* | RAPIDLY EXPANDING PIPELINE |
|---|---|
| • *> 1.7 GW* | • As of beginning of 2022 ~300 MW<br>• 4 projects awarded in less than a year |

**Distribution of projects in %**




**15 MW**
**4 Projects**
**Awarded**

**210 MW**
**3 Projects**
**ONP**

**520 MW**
**12 Projects**
**Short-list**

**958 MW**
**Opportunities**

**50-112GW and growing rapidly**

**Active development phase[1]**

**Under development[2]**

**Analysis of customer's needs: potential and geographical**

**Project request received, first meetings in progress**

**Total Addressable Market**

*1) Includes Hybit Bremen (10 MW), $H_2$-Wyhlen (5 MW), Heidekraut Bahn (Train Project), rebus (Mobility Project) -> 3 filling stations, 2.200 t of hydrogen*

*2) Includes Demo 3.0 (10 MW), H2ERO/IPCEI (100 MW), KIWI Lubmin (100 up to 600 MW expansion)*

# ❷ OWN & OPERATE – EXECUTING TOWARDS 2GW BY 2030

## 3 Projects in Advanced Development Stage Supplemented with Filled Project Pipeline

**OWN PROJECTS (ONP)**
**815 MW**

***ADVANCED DEVELOPMENT STAGE:***

**DEMO 3.0 - 10MW**
Expansion of existing 2MW plant

Ⓐ **H2HERO (IPCEI) - 100MW**
Operation of an electrolyser to feed $H_2$ into a pure H2- pipeline (“Backbone”)

Ⓑ **Kiwi 3.0 / Lubmin – Up to 600MW**
to feed H2 into a pure H2-pipeline (“Backbone”)

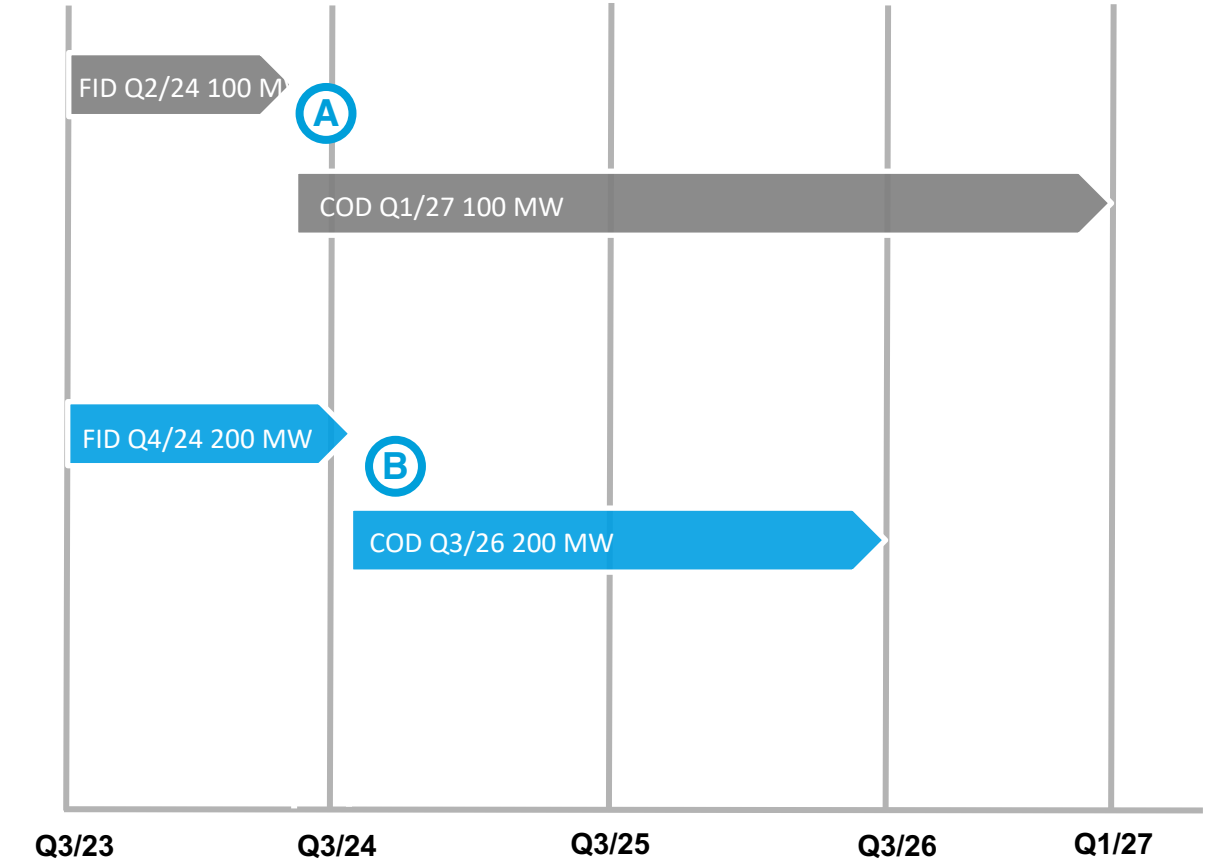
***EARLY DEVELOPMENT STAGE:***

**WEMAG Real Lab 5MW**
Real lab with electrolysis

**Karstädt 100MW**
Approx. 300 MW PV + wind energy feed-in

**REV: more than 600 Mio. EUR**

**Project Timeline**



# 2A HYDROGEN VALLEY: $H_2$ERO – 100 MW IPCEI FLAGSHIP PROJECT

## Important Project of Common European Interest (IPCEI)

**Financials:**

| | |
|---|---|
| Investment: | 213 Mio. € |
| Funding (IPCEI grant)[1]: | 167 Mio. € |
| Exp. Revenues (p.a.): | 55 Mio. €[2] |

**Details:**

| | |
|---|---|
| Electrolysis capacity: | 100 MW |
| Hydrogen storage: | Direct grid feed |
| Production capacity: | 7,000 – 11,000 t/p.a. |
| $CO_2$-reduction: | 90,000 t/p.a. |
| Commissioning: | 2028 |

- 78% funded by IPCEI public grant (non-reimbursable)
- Pre-notified on EU level for German federal and state subsidies. Expect official go-ahead imminently.
- Hydrogen plant to be owned and operated by APEX
- Supply and sale of >7,500 t $H_2$/p.a. from 2028 onwards (€55m annual revenues[2])
- Direct network feed into a hydrogen gas pipeline

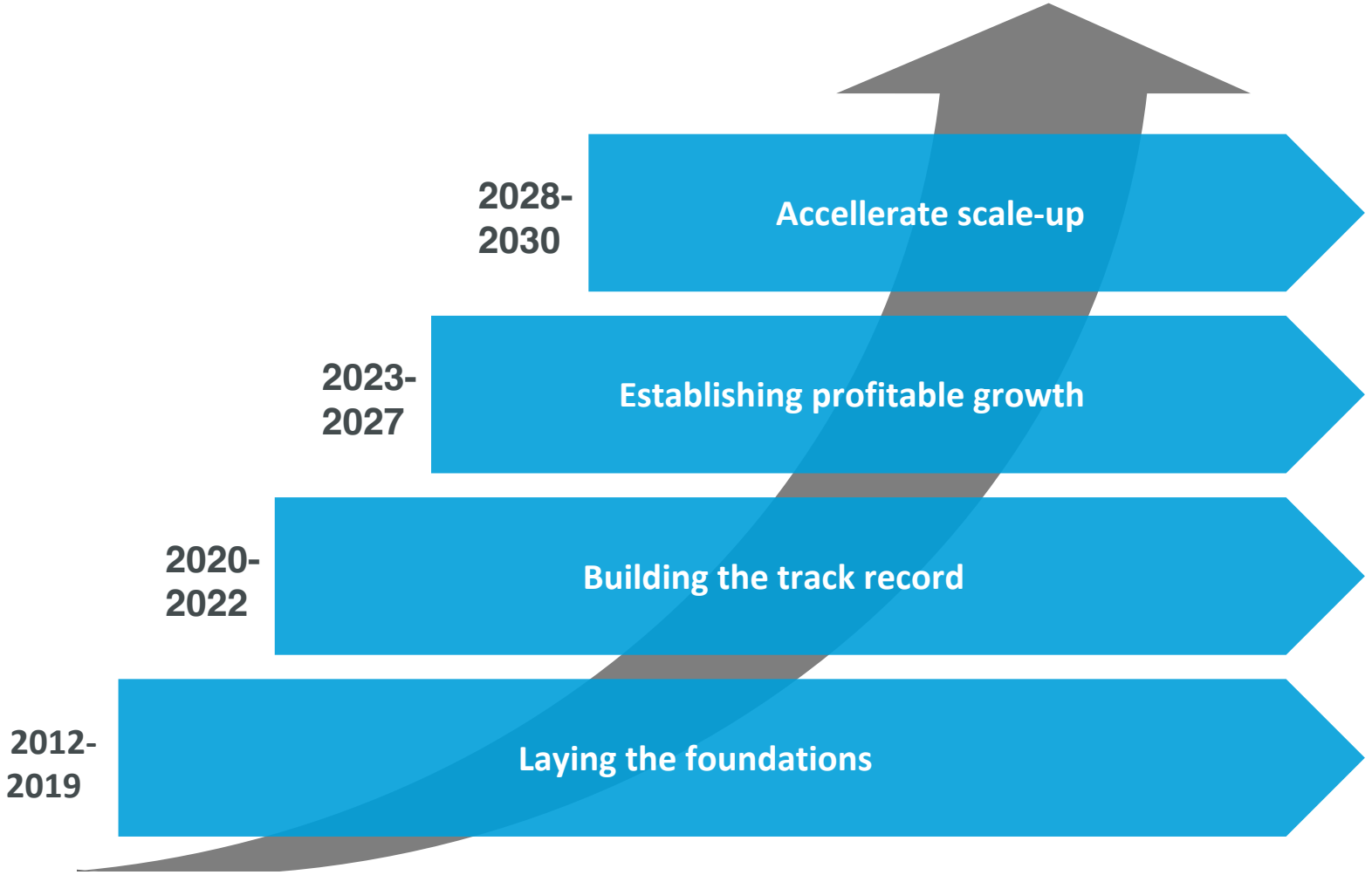
*1) Funding to be provided by German federal government and government of the state of Mecklenburg Western-Pomerania. 2) Assuming 7,500 t $H_2$ sales / p.a. at average sales price of EUR 5-7 per kg.*

# WITH CONNECTION TO FUTURE H2 GAS NETWORK “FLOW”

- Electrolysis capacity: first stage 100-150 MW, final stage up to 600 MW
- $H_2$-Production capacity: up to 54.800 t p.a.
- 5.2 ha of land acquired in July 2023
- Hydrogeological expertise for securing process water completed
- Securing 1 GW of power from the Lubmin substation in October 2023
- Environmental expertises and plant planning are commissioned and in progress
- Future-proof availability of renewable energy - off-shore wind parks (northeast of Rügen) with direct power connection to Lubmin
- H2 off-take via connection to future H2 gas network "FLOW“, currently Gas pipelines NEL, EUGAL and OPAL, Gas net access points of NordStream 1+2

# CLEAR STRATEGY FOR LONG-TERM VALUE CREATION

We will be one of the largest European H2 players with more than 2 GW by 2030




- >2 GW commissioned by 2030
- Majority of projects owned by APEX

- Continued pipeline build-up and execution
- EBITDA break even

- Project wins and track record
- Breakthrough public funding projects

- Investments in skills set and asset base
- Development of Rostock-Laage site

# financials and looking forward

# ACTUAL – BALANCE SHEET

## Balance Sheet

| | Actual 2022 [in kEUR] | [%] | Actual Q1 2023 [in kEUR] | Actual Q2 2023 [in kEUR] | Actual Q3 2023 [in kEUR] |
|---|---|---|---|---|---|
| A. Non-current Assets | 37.150,9 | 60% | 52.983,9 | 56.706,8 | 58.662,3 |
| B. Current Assets | 23.486,7 | 38% | 81.212,9 | 67.950,9 | 59.092,7 |
| C. Prepaid expenses and deferred charges | | 0% | | | |
| D. Deferred Tax Assets | 1.096,2 | 2% | 1.084,8 | 1.185,0 | 1.216,0 |
| E. Deficit not covered by equity | | 0% | | | |
| Total assets | 61.733,8 | 100% | 135.281,7 | 125.842,7 | 118.971,0 |
| | | | | | |
| A. Equity | (8.019,6) | -13% | 79.193,0 | 73.289,6 | 68.154,0 |
| B. Non controlling interests | 2,6 | 0% | (1,0) | 11,0 | 33,0 |
| C. Special items for allowances and grants | | 0% | | | |
| D. Provisions | | 0% | 1.209,8 | 1.294,7 | 762,0 |
| E. Liabilities | 68.654,6 | 111% | 53.772,3 | 50.062,4 | 48.806,0 |
| F. Deferred tax liabilities | 1.096,2 | 2% | 1.107,6 | 1.185,0 | 1.216,0 |
| Total equity and liabilities | 61.733,8 | 100% | 135.281,7 | 125.842,7 | 118.971,0 |

## Commentary

- total assets amounted to EUR 119.0 million (because of reversed acquisition)
- Purchase of additional land and buildings (non-current assets amounted to EUR 59.9 million)
- Current assets amounted to EUR 59.1 million, compared to EUR 23.5 million at year-end 2022 (increase of the cash position)
- Current financial liabilities and other financial liabilities amounted EUR 27,8 million, non-current financial liabilities amounted EUR 15,5 million

# ACTUAL– P&L

## Profit & Loss

| | APEX Nova Holding GmbH (consolidated) | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| | Actual 2020 | | Actual 2021 | | Actual 2022 | | Actual Q1 - Q3 2023 | |
| | [in kEUR] | [%] | [in kEUR] | [%] | [in kEUR] | [%] | [in kEUR] | [%] |
| Total revenues | 488,3 | 100% | 407,0 | 100% | 3.848,1 | 100% | **3.678,1** | 100% |
| Other income | 201,6 | 41% | 873,5 | 215% | 532,1 | 14% | **622,9** | 17% |
| Cost of materials | 27,4 | 6% | 39,1 | 10% | 3.118,4 | 81% | **2.178,7** | 59% |
| Gross profit | 662,5 | 136% | 1.241,4 | 305% | 1.261,8 | 33% | **2.122,3** | 58% |
| Personnel expenses | 1.107,3 | 227% | 2.678,3 | 658% | 3.745,9 | 97% | **4.909,5** | 133% |
| Other expenses | 1.453,8 | 298% | 4.793,5 | 1178% | 6.759,7 | 176% | **9.195,8** | 250% |
| EBITDA | (1.898,6) | -389% | (6.230,4) | -1531% | (9.243,8) | -240% | **(11.983,0)** | -326% |
| Adjusted EBITDA (published) | (1.898,6) | -389% | (6.230,4) | -1531% | (9.243,8) | -240% | (10.286,8) | -280% |
| Adjusted EBITDA (without transaction-related costs) | (1.898,6) | -389% | (6.230,4) | -1531% | (8.706,0) | -226% | (9.886,0) | -269% |
| Depreciation and amortisation expense | 399,6 | 82% | 583,1 | 143% | 1.280,0 | 33% | **1.599,0** | 43% |
| EBIT | (2.298,2) | -471% | (6.813,5) | -1674% | (10.523,8) | -273% | **(13.582,0)** | -369% |
| Other interest and similar income | 47,4 | 10% | 387,5 | 95% | 512,9 | 13% | **596,0** | 16% |
| Interest and similar expenses | 1.172,4 | 240% | 1.969,8 | 484% | 3.876,7 | 101% | **1.637,0** | 45% |
| EBT | (3.423,2) | -701% | (8.395,8) | -2063% | (13.887,6) | -361% | **(14.623,0)** | -398% |
| Taxes on income and earnings | 238,3 | 49% | 688,8 | 169% | (935,2) | -24% | **51,0** | 1% |
| Net income | (3.661,5) | -750% | (9.084,6) | -2232% | (12.952,4) | -337% | **(14.674,0)** | -399% |

## Commentary

- Current income statement of Apex Nova Holding GmbH until 2022
- Acquisition of the Apex Group by Exceet Group SCA on Jan. 19, 2023; income statement of first nine months
- Revenues for the first nine months 2023 amount to EUR 3.7 million driven by EPC Business
- Gross margin improvements due to the higher proportion of engineering services compared to large components compared to the previous year
- Personnel expenses increases due to ramping up the business
- Other operating expenses increase mainly due to the release of a Stock Option Program with a value (non-cash effect) of EUR 1.7 million
- **Apex confirms revenue guidance of more than EUR 15 million in 2023**

# ACTUAL / EXPECTED – CASH FLOW

## Cash Flow

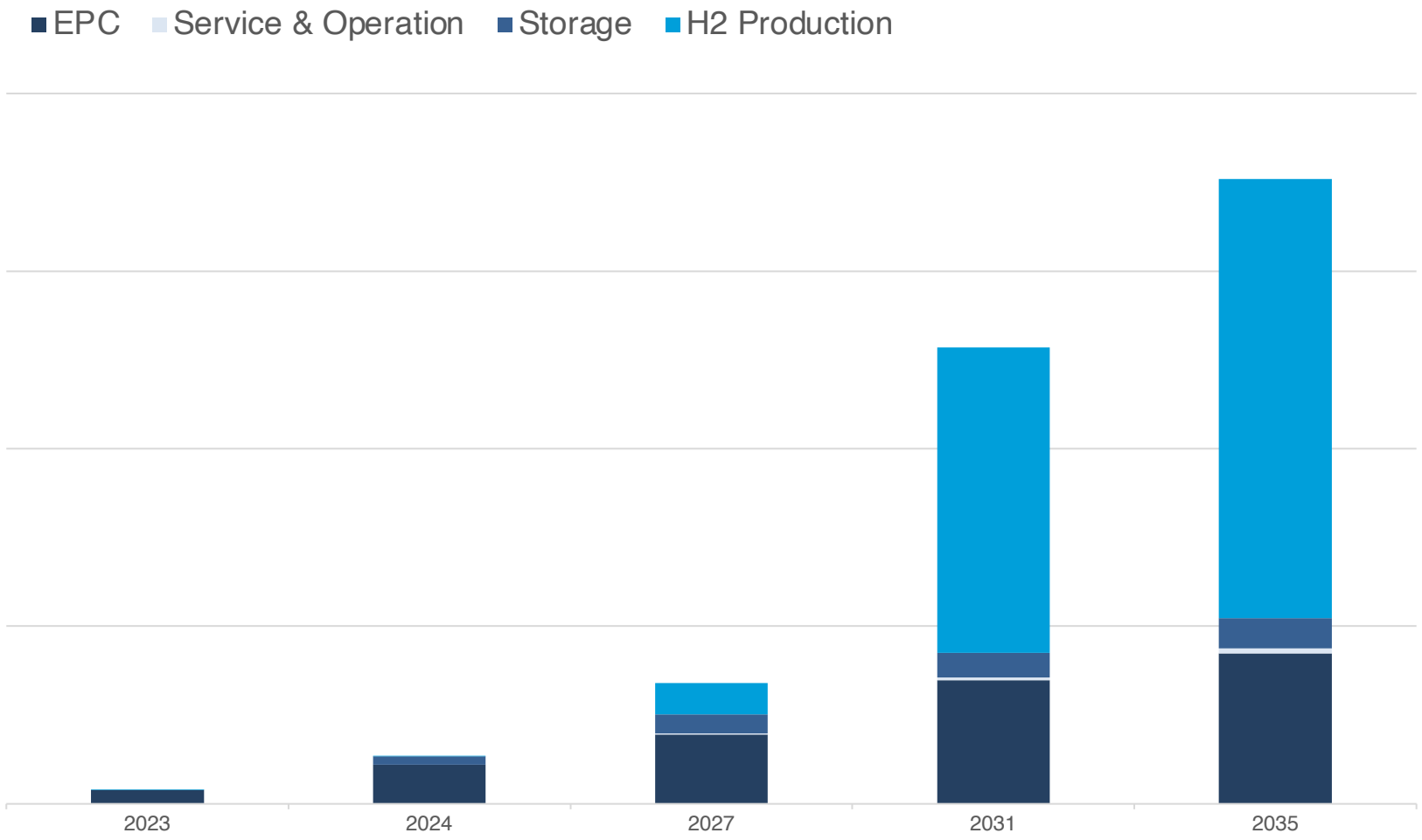
| | APEX Nova Holding GmbH (consolidated) | | | | | | |
|---|---|---|---|---|---|---|---|
| | Actual 2020 [in kEUR] | Actual 2021 [in kEUR] | Actual 2022 [in kEUR] | Q1 2023 [in EUR] | Q2 2023 [in EUR] | Q3 2023 [in EUR] | Actual Q1 - Q3 2023 [in EUR] |
| Operating Cash Flow | (2,136.9) | (6,919.2) | (8,308.6) | (2,851.0) | (3,763.7) | (5,219.7) | (11,834.4) |
| Working Capital | 4,816.7 | (5,361.6) | (10,320.3) | (7,486.5) | (2,726.5) | (2,055.6) | (12,268.6) |
| Cash flow from investing activities | (14,746.5) | (12,993.0) | 113.7 | 89,359.9 | (4,248.9) | (2,511.5) | 82,599.5 |
| Cash flow from financing activities | 12,587.6 | 25,181.3 | 18,085.2 | (14,786.6) | (3,261.4) | (495.8) | (18,543.8) |
| Cash at the beginning of the period | 150.9 | 671.8 | 579.3 | 149.3 | 64,385.0 | 50,384.6 | 149.3 |
| Change in Cash | 520.9 | (92.5) | (430.0) | 64,235.7 | (14,000.4) | (10,282.6) | 39,952.7 |
| Cash at the end of the period | 671.8 | 579.3 | 149.3 | 64,385.0 | 50,384.6 | 40,102.0 | 40,102.0 |
| of which committed funds | | | | 7,300.0 | 7,300.0 | 7,300.0 | 7,300.0 |
| Free cash and cash equivalents | 671.8 | 579.3 | 149.3 | 57,085.0 | 43,084.6 | 32,802.0 | 32,802.0 |

## Commentary

- Operating cash is mainly due to the adjusted EBITDA (published)
- Working Capital increase mainly by additional contracted assets
- Investment represents the reversed acquisition due to the business combination between exceet and APEX as well as the first-time consolidation of the RLG GmbH & Co. KG in 2023 and thus significant additions to land and a production hall in Rostock, Laage, which is let on a long-term lease. In addition, strategic investments were made in Lubmin.

# REVENUE GROWTH ACCELERATES WITH OWN MEGA H2 PRODUCTION

## Planned revenue (k€)

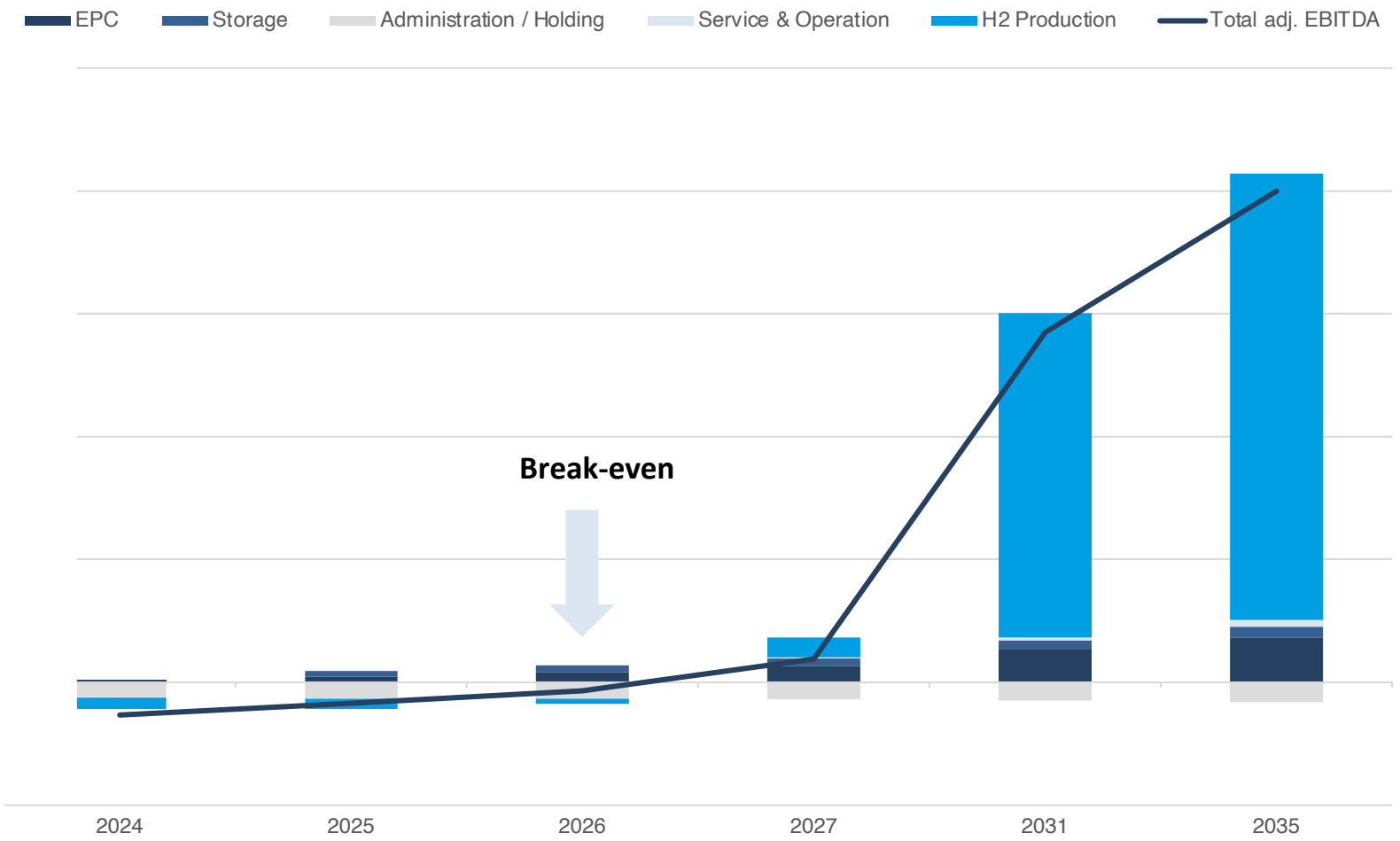



## Commentary

- Existing experience with Hydrogen sales and distribution will accelerate with start of H2 pipeline operation
- EPC revenue from project volume of EUR 2-30 million continuously growing
- Storage revenue ramping up in 2024 and 2025 for compressed gas storage
- First long-term service contract signed; ramp up will correspond to EPC revenue stream

# BREAK-EVEN BY ESTABLISHED EPC AND STORAGE BUSINESS

## Planned EBITDA (k€)




## Commentary

- Positive Operating Cashflow in 2025
- Profitable EPC and storage business drive break-even in 2026
- Long-term service and maintenance business contributes attractive margin profile
- Corporate cost to enable growth leverages smoothly with operational development
- Hydrogen sales expansion requires short-term cross-financing

# UNLOCKING SIGNIFICANT VALUE IN HYDROGEN

- Clean hydrogen market now at inflection point and poised for exponential growth
- Leading H2 integrator in the EU pioneering developing, owning & operating hydrogen solutions
- Differentiated business model well positioned to capture market opportunities
- Project pipeline of >1.7 GW and profitable blue-chip contract base cross-financing business expansion
- Accelerated growth of own H2 production and other 3rd party projects to reach 2.0GW target by 2030