

SOLAR ON EVERY VEHICLE.



SONO MOTORS – JANUARY 2022

Company Presentation

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OUR VISION

**A WORLD
WITHOUT
FOSSIL FUELS.**

SONO MOTORS

Experts from various industries shaping our team.



LAURIN HAHN
CEO & Co-Founder

- Sono Motors
- Serial entrepreneur



JONA CHRISTIANS
CEO & Co-Founder

- Sono Motors
- Serial entrepreneur



TORSTEN KIEDEL
CFO

- BMW Group
- myTaxi / FlixBus



MARKUS VOLMER
CTO

- Daimler
- Foton



THOMAS HAUSCH
COO

- Daimler
- Nissan



JULIA SZESZAT
Director Investor Relations

- Adidas
- Linde



DR. MATHIEU BAUDRIT
Group Lead Sono Solar

- CEA
- 20+ years in solar



HENRIK MITSCH
Group Lead Sono Digital

- Sixt
- Mozilla



FRIEDRICH WOLF
Head of People

- Ergo
- Audi



ISABEL PALACIOS GALLO
Sustainability Lead

- Fraunhofer

Supervisory board with strong automotive background.

INDUSTRY EXPERTS



MARTINA BUCHHAUSER
Interim Chair



ROBERT JEFFE
Interim Vice Chair



SEBASTIAN BÖTTGER
Community Member



JOHANNES TRISCHLER
Employee Member



A WORLD WITHOUT FOSSIL FUELS

Sono Motors' company highlights.

MISSION

Solar on every vehicle.

SOLAR TECHNOLOGY

Surfaces made **of proprietary lightweight solar technology**, which is commercialized for trucks, trailers, buses, RVs and more.

Several contracts and LOIs for commercialization; **first products shipped** to customers.

SOLAR ELECTRIC VEHICLE (SEV)

Sono's first car, the Sion, is being developed as a **family SEV**, suitable for the **mass market** through **affordability** and **convenience. Asset-light** through outsourced production. **>16,000** pre-orders with down payments corresponding to an assumed aggregate sales volume of **~€ 345m⁽¹⁾**.

SHARING APP

The Sono app enables every **vehicle to be shared** among community members. Vehicle owners can **increase vehicle utilization and generate revenue via sharing**. In-built vehicle connectivity allows for the **Sion to be controlled via app**.

FINANCIAL PROFILE

First revenues already seen through solar commercialization pilot projects. **Asset-light manufacturing** strategy and one-variant only. **€ 8tn** automotive market.

(1) Based on the net price of € 21.4 thousand per vehicle underlying the first 16,000 reservations and assuming that all reservations result in sales. As of November 5th, 2021. Reservations are cancellable and there is no guarantee that all reservations will actually be converted into orders or sales or that the Company will be able to generate net revenues from all reservations.

SONO'S BUSINESS CASE

Growth strategy in three business fields.

SONO SOLAR



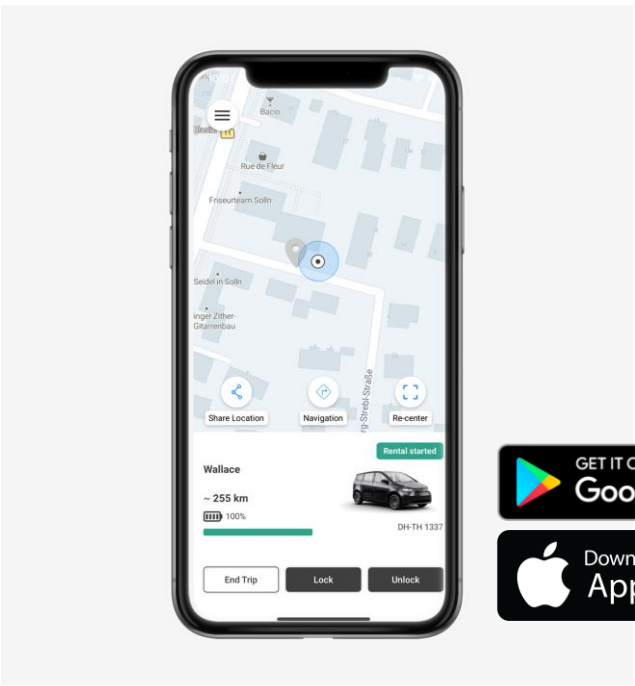
FIRST REVENUES

SONO MOTORS



>16,000 RESERVATIONS

SONO DIGITAL



SHARING APP LIVE



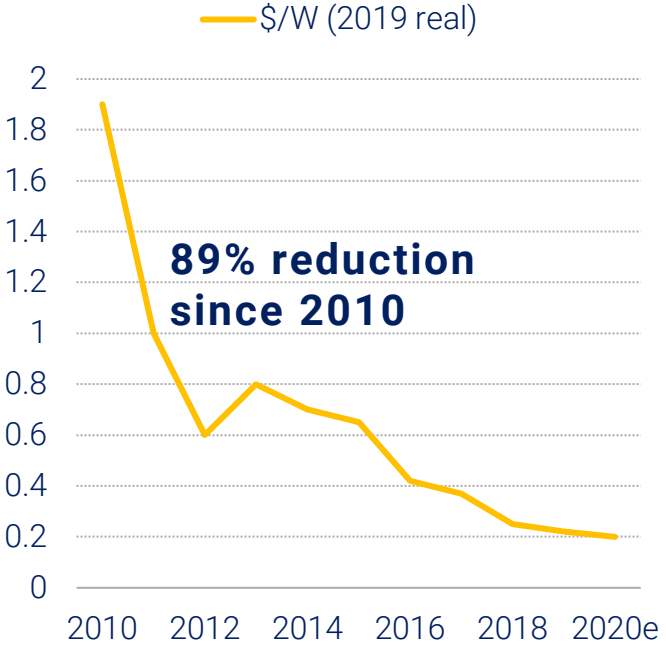
SONO SOLAR

Solar Technology & Licensing

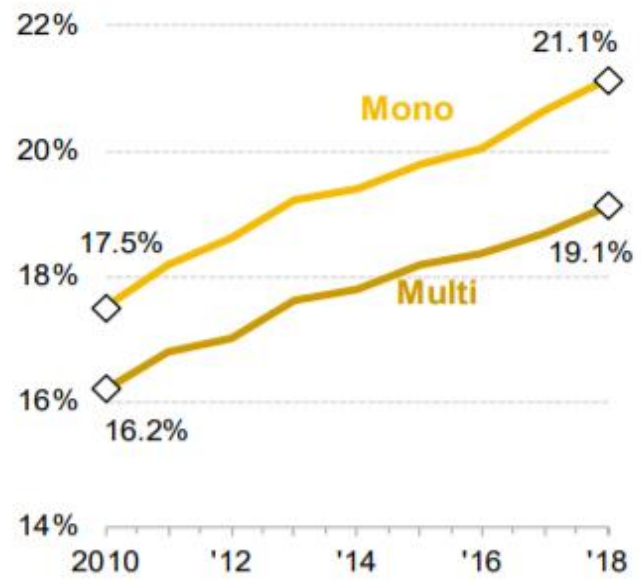
MARKET OPPORTUNITY

Solar is at the tipping point of disrupting legacy power sources.

PV MODULE PRICE



PV MODULE EFFICIENCY

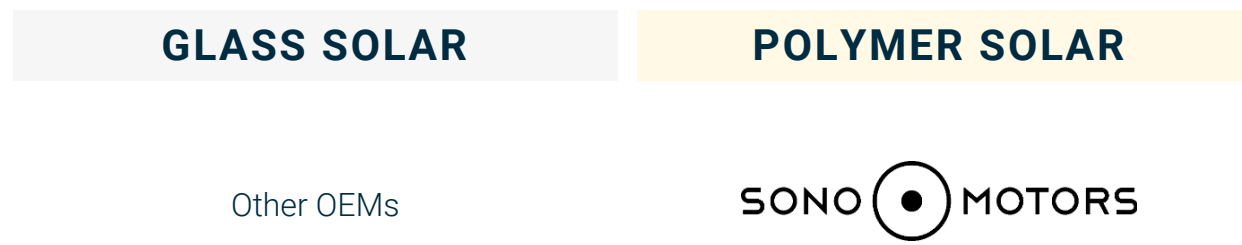


SOLAR IS NOW ONE OF THE CHEAPEST ELECTRICITY SOURCES
IEA, 2020

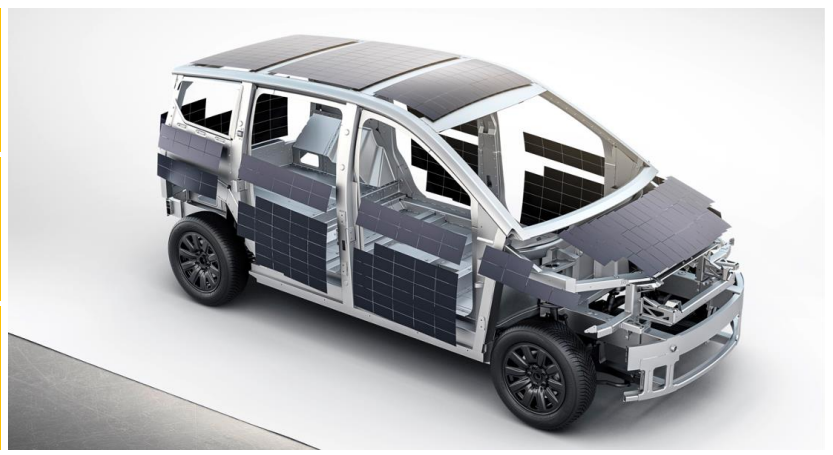
Source: BloombergNEF, IEA, 2020

DISRUPTIVE SOLAR TECHNOLOGY

Significant technological edge over competitors.



	GLASS SOLAR	POLYMER SOLAR
WEIGHT	Heavier	Lighter
PRODUCTION	Slower & Complex	Faster & Lean
PRICE	Expensive	Affordable



SEAMLESS SYSTEM INTEGRATION

Our core technology – patented solar assembly.

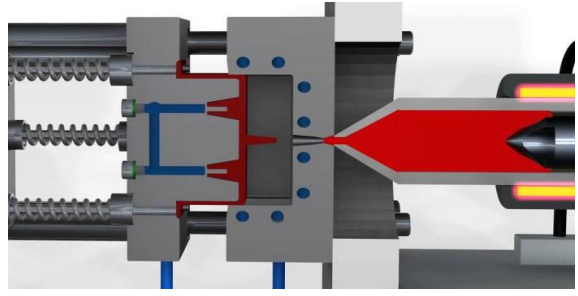
SONO MOTORS' BASE PRODUCT



Special pre-assembly of the solar cells to protect them from high-temperature and high-pressure processes



INJECTION MOLDING



Adapted injection molding process to allow the integration of solar



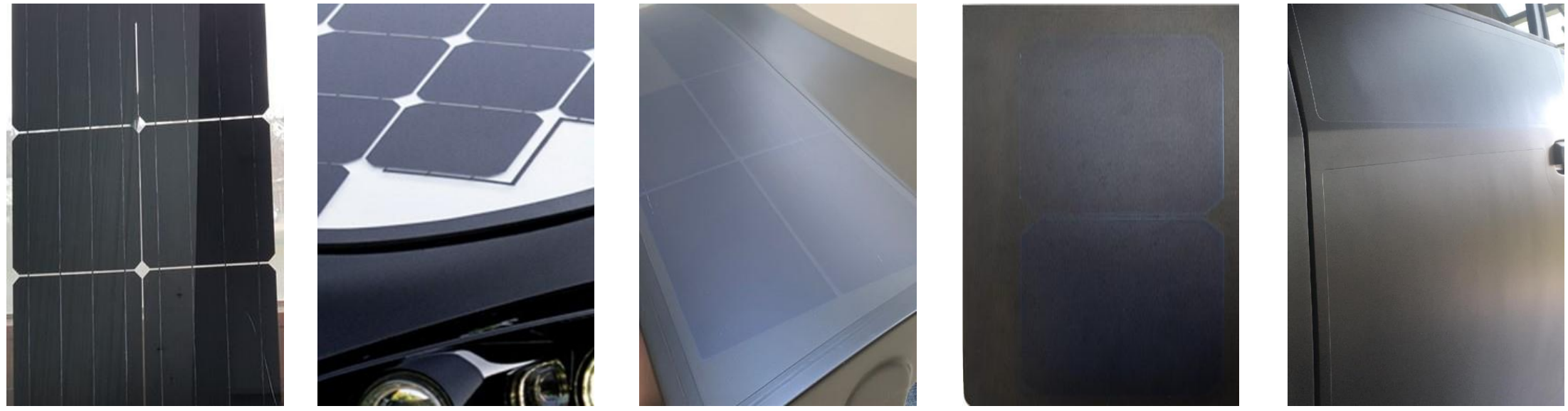
FINAL PRODUCT



Seamless integration of solar cells into body panels

DISRUPTIVE SOLAR TECHNOLOGY

5th generation of integrated solar panels.




Before 2017

2018


2019

2020

Now

 ~**2,800 materials stack** and **process configurations** tested

 **> 50 suppliers** assessed to build supply chain set-up

 **4 years** of concept evolution

 **Patented** solar technology

SEAMLESS SYSTEM INTEGRATION

A one-stop shop for solar integration.

VEHICLE INTEGRATED PV



Body integrated PV
light, robust and cost-efficient

POWER ELECTRONICS



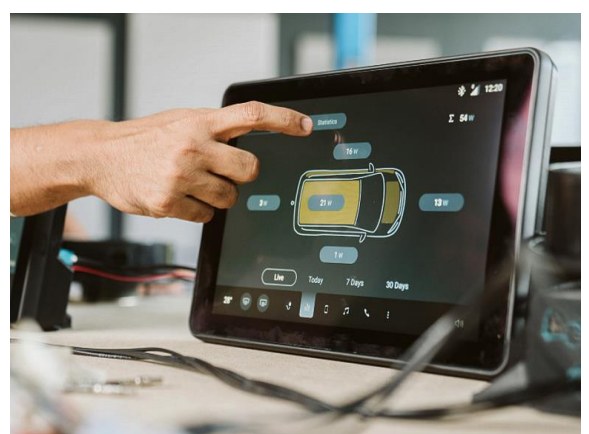
Specialized solar-electronics
providing CAN communication

HARDWARE INTEGRATION



Ensuring **high automotive standard und functionality**

SOFTWARE



Live energy data and optimization of energy yields

Royalties
from patent licensing

Contract revenues
for hardware

Service revenues
from engineering

Our proprietary technology is relevant for a large variety of vehicles.

PATENTED BASE PRODUCT



INJECTION MOLDING PV



for large body panels of **e-buses, yachts, autonomous shuttles, etc**

SOLAR SANDWICH PANEL



for cargo boxes of **reefer vehicles**

SOLAR ON METAL



for large 3D shaped panels of **trains & last mile delivery vans**

SEMI-TRANSLUCENT SOLAR WINDOWS



for usage of the windows area of **buses, RVs, trains, etc**

TECHNOLOGY AND INNOVATION LEADER IN SOLAR MOBILITY

Our proprietary solar technology unlocks massive value creation.

ADVANCED TECHNOLOGY

- Adaptable to **various shapes**.
- Superior **light-weight** materials and **strong safety**.
- Delivering **high energy density**.
- **Cost efficient** and ready for **mass production**.

EASY SYSTEM INTEGRATION

- **One-stop shop** solution for various use cases.
- Proprietary **hardware competence** for mission-critical components.
- Specialized **power electronics**.
- Proprietary **software competence** for easy system integration.

IN-HOUSE R&D

- Recognized team of **industry shaping experts**.
- **Combination of solar & automotive experts** working on an integrated solution.

STRONG IP

- **7 patents** filed or granted.
- **Further patents** in the pipeline / to be filed in 2022.



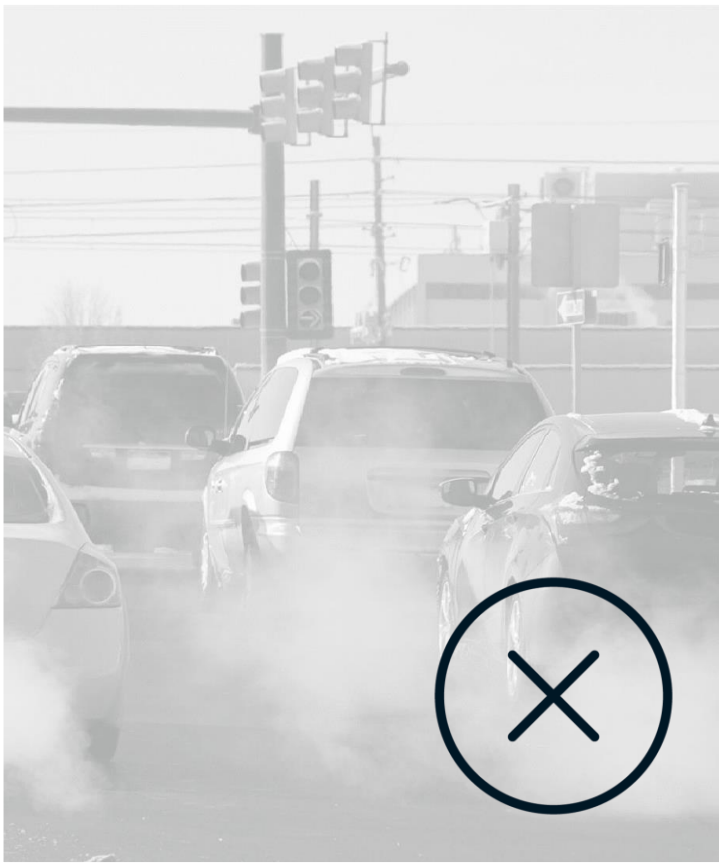
THE SION

Our First Solar Electric Vehicle

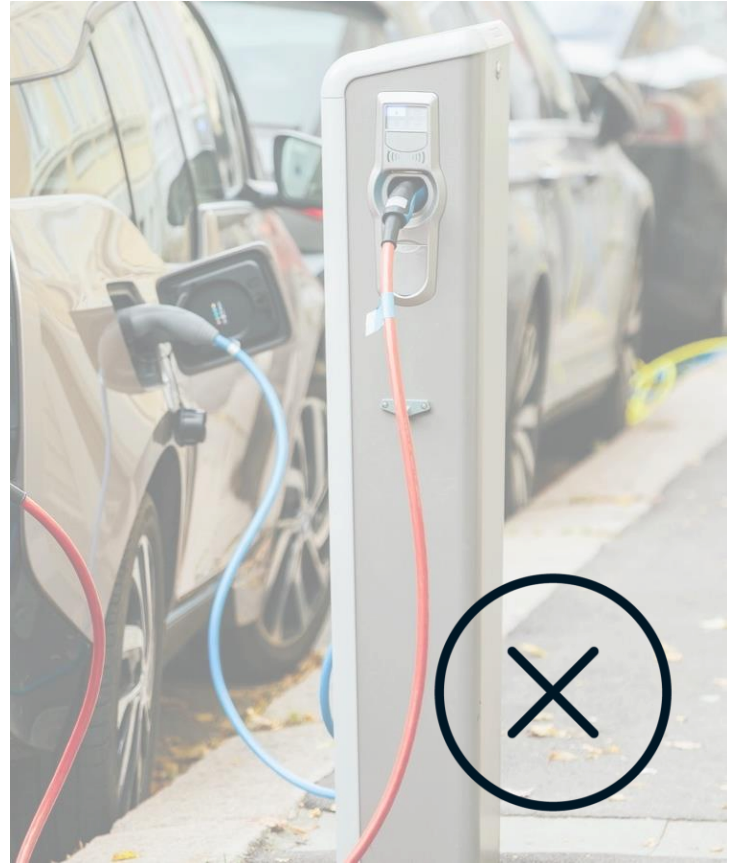
SOLAR ELECTRIC VEHICLES

Solar is the next wave in e-mobility.

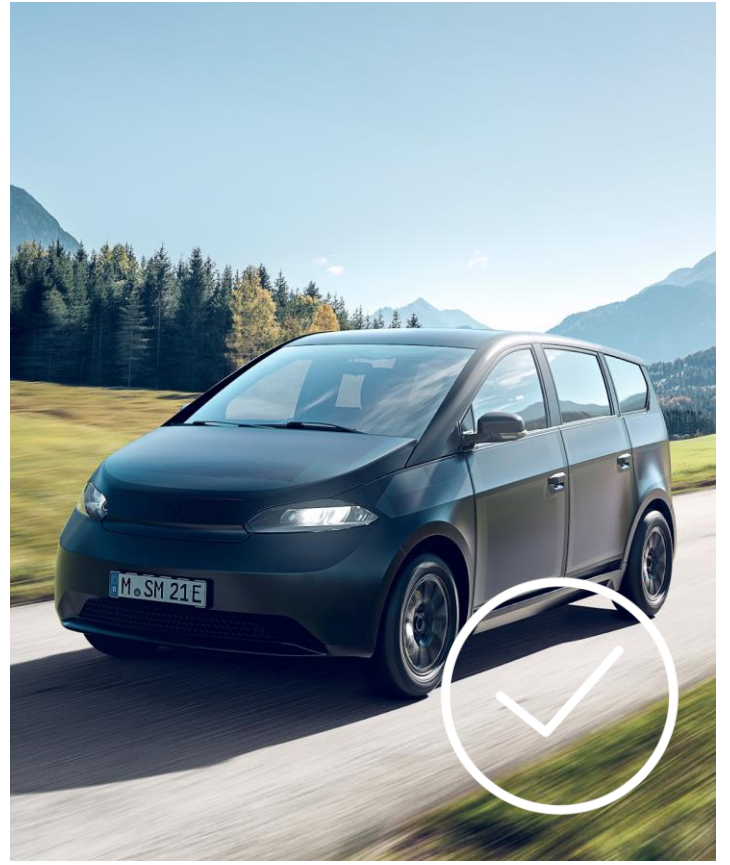
THE PAST



THE PRESENT



THE FUTURE



SONO'S SOLUTION

The Sion. Accessible and affordable solar electric vehicle (SEV) for the mass market.



Family-sized SEV



€ 28,500 sales price, including battery



Approx. 305 km traditional EV battery range⁽¹⁾



417 km = 305 km + 112 km total range enabled by solar technology⁽²⁾



Integrated sharing



Carbon compensated on delivery

>16.000 cars reserved, equivalent to **>€ 345m** potential net revenues⁽⁴⁾



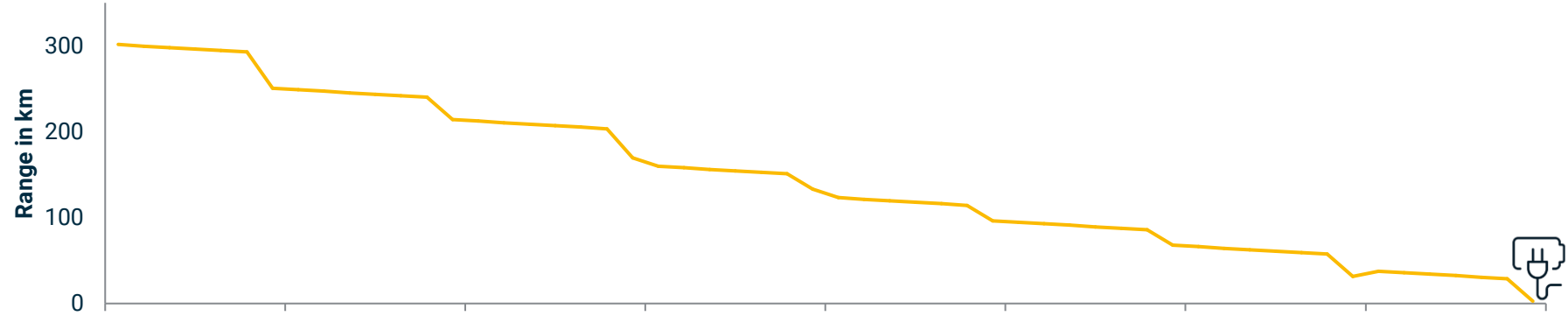
Note: (1) WLTP (2) 112 km on average per week, based on calculations and measurements in 18 EU cities and certain assumptions concerning energy efficiency of the Sion. (4) Reservations are shown as of November 5th 2021.

MARKET OPPORTUNITY

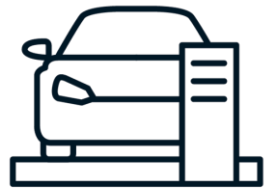
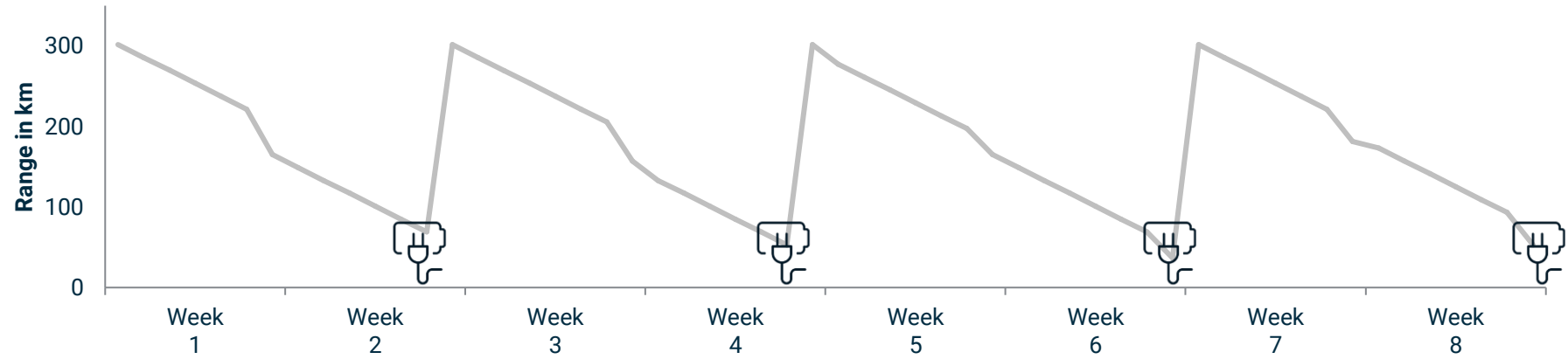
Why solar? The average commuter has 4x more range.

The daily distance driven with a car is 16 km in German metropolitan areas⁽¹⁾.

The Sion needs only 1 charge to drive >1000 km⁽²⁾...



...while other vehicles with the same battery and consumption need 4 charges, to reach the same distance.



Note: Illustrative example, using battery capacity of 54kWh. (1) German Federal Ministry of Transport and Digital Infrastructure. (2) Based on calculations and measurements in Munich and certain assumptions concerning energy efficiency of the Sion. Actual range may be different. Distance may vary based on location and weather conditions.

COMMUNITY-VISIBILITY

Broad European target consumers provide visibility into future demand.



DAILY COMMUTERS

- Ages 25-65
- Commutes to work by car
- Likely to buy an EV
- Largely no access to private charging



YOUNG FAMILIES

- 2 adults with children
- Price sensitive
- Focus on affordability and practicality

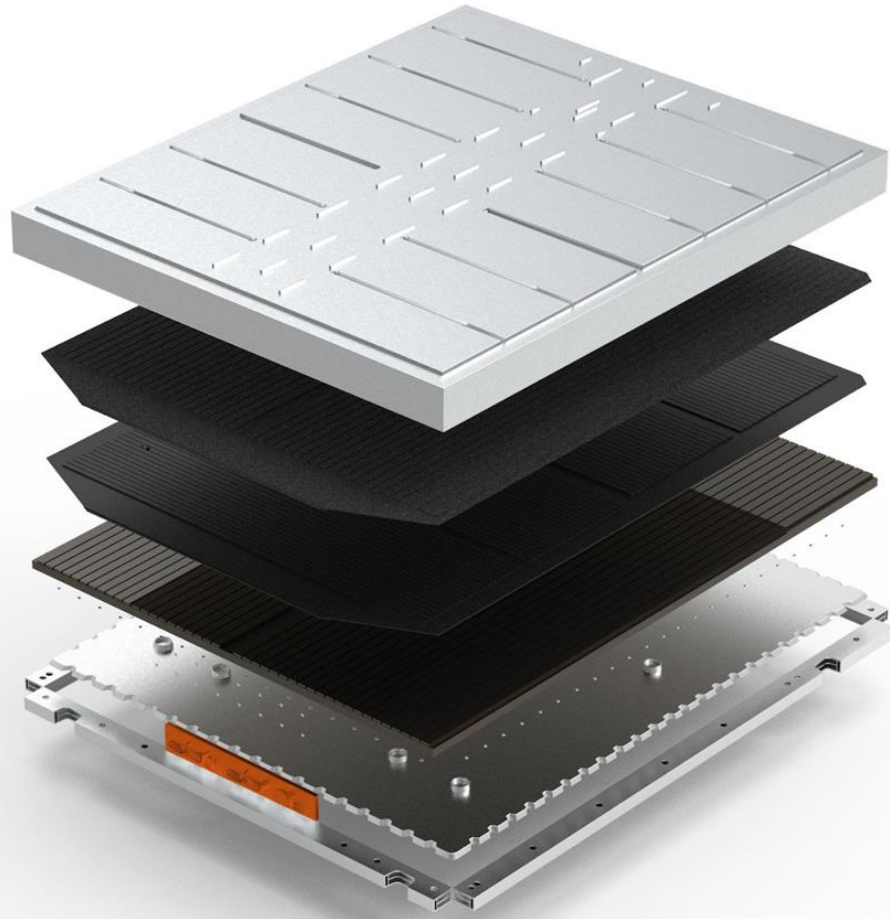


MILLENNIALS

- Ages 18-40 with interest in physical activity and digital
- Sharing oriented due to software focus and financial constraints

NEXT-GEN OEM

State-of-the-art battery.



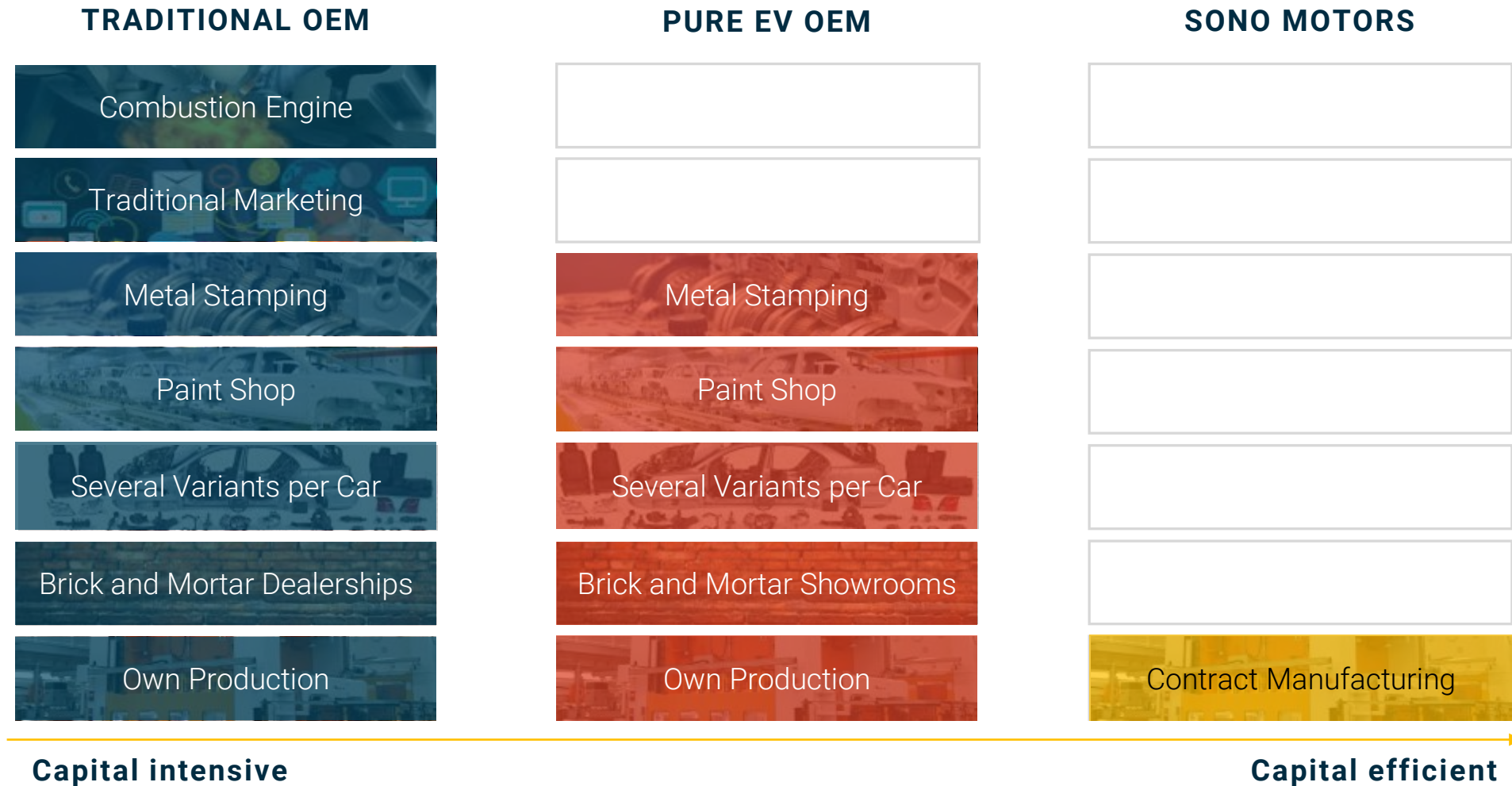
- Technology by FinDreams / BYD
- Contract over 500 million lifecycle secured in Europe
- 54 kWh capacity
- 3,000 charging cycles
- LFP cellular chemistry (lithium iron phosphate)
- Up to 75 kW charging rate
- No cobalt, nickel or manganese
- Increased fire resistance

ENGINEERED IN GERMANY, BUILT IN SWEDEN.

Asset light: world class contract manufacturing strategy.



Why is the Sion affordable? Sono's capital efficient business model.



SION MARKET TRACTION

Cars reserved equivalent to net revenues of ~€ 345m.
Average down payment of approx. € 2,500 net⁽¹⁾.

>16,000 Reservations for the Sion



Source: Company information; facebook.com, linkedin.com, twitter.com; Instagram; youtube.com, December 2021. (1) Based on the net price of € 21.4 thousand per vehicle underlying the first 16,000 reservations, for which an advance payment was made. Reservations are shown as of November 5th 2021. Reservations are cancellable and there is no guarantee that reservations will actually be converted into orders or sales or that the Company will be able to generate net revenues from these reservations.



SONO DIGITAL

Community Car Sharing

SONO COMMUNITY SHARING

Sharing within a community increases willingness to share.



Community car sharing allows people to **share every car with a trusted community** of friends, family, neighbors and acquaintances.



We support car owners and sharing users with **insurance, automated payments and an easy booking system.**



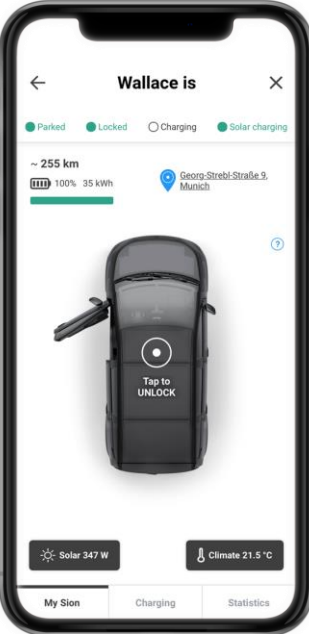
We ensure **effortless community coordination**, ready to go, and in circulation.



Revenue for Sono Motors when owners make money while creating a large **car sharing fleet** without owning a single car.

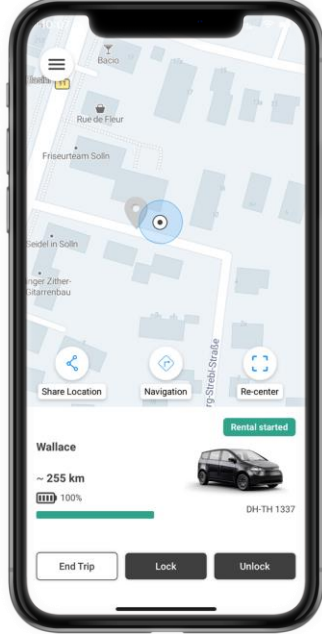
MARKET OPPORTUNITY

The Sono app makes sharing of any vehicle easy.



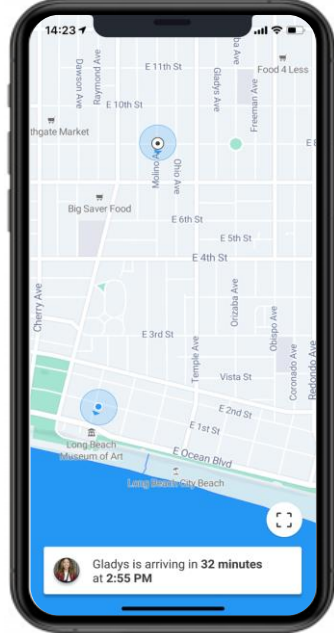
MY SION

Your Sion in your pocket



CAR SHARING

Share your vehicle, when not in use



RIDE POOLING

Take someone with you from A to B



POWER SHARING

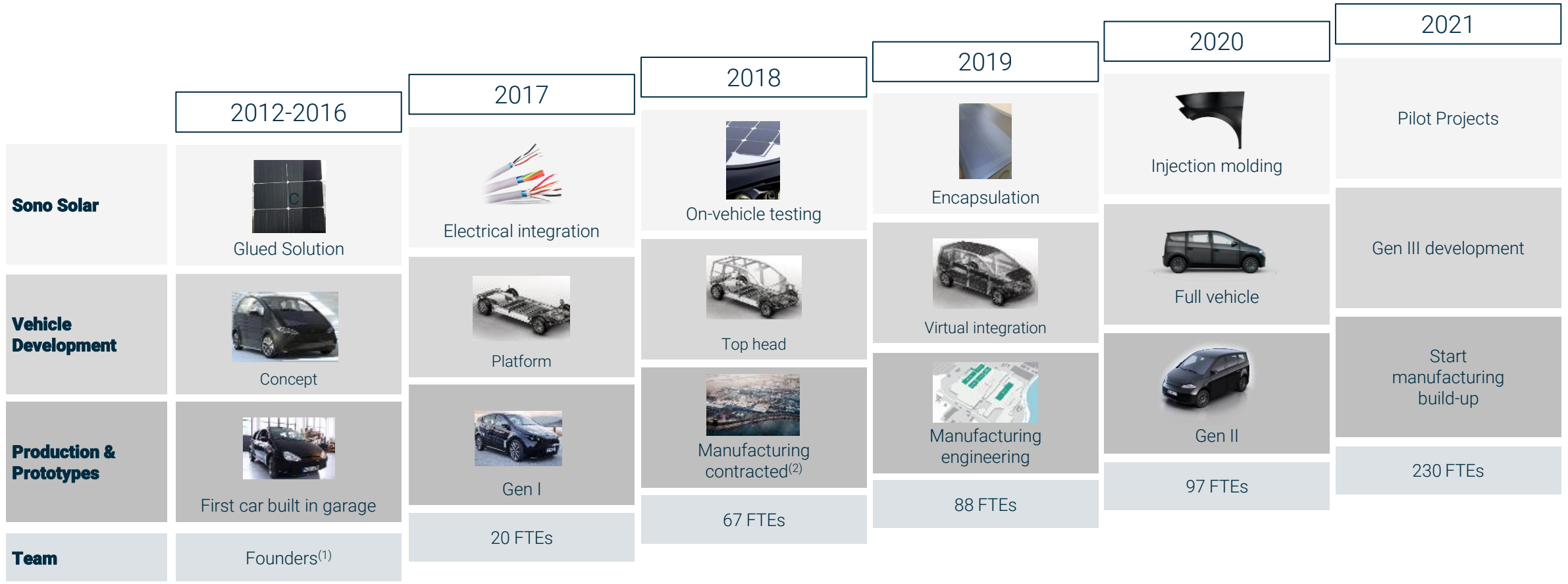
Charge other devices with the Sion (from your phone, up to an EV or even a house)



SONO MOTORS
Path to Delivery

SONO'S HISTORY

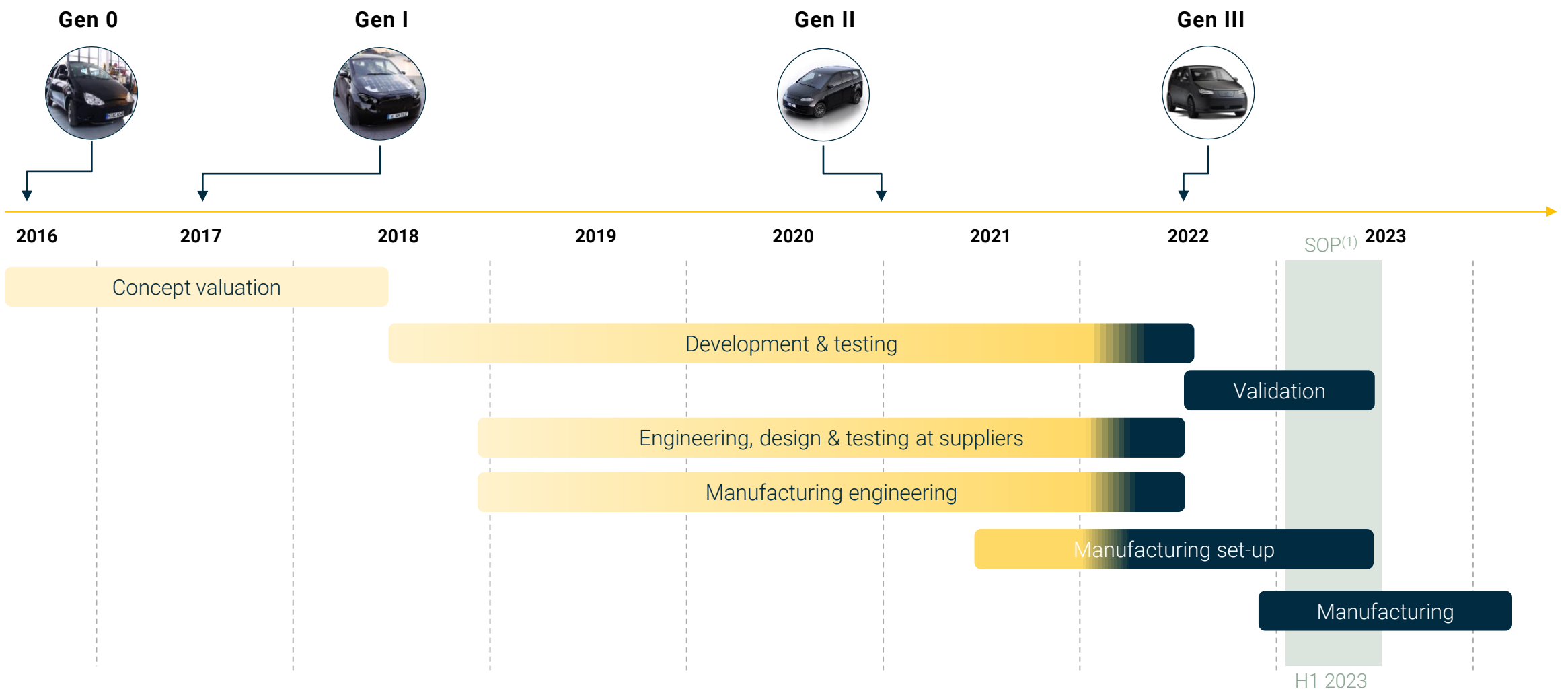
We have come a long way. Prototypes ready.
 Start of Production ("SOP") scheduled for H1 2023.



(1) Company founded in 2012 and incorporated in 2016. (2) Preliminary arrangement concluded as of 2019, and subsequently renewed (3) Expected as per year-end

KEY STEPS TO START PRODUCTION

Next step: building the series vehicles.



(1) SOP: Start of Production

RECENT DEVELOPMENTS

What happened in 2021?



COMPANY

- **>140 new team members** joined
- **Supervisory board** established
- Reached **>16,000 reservations** (>€ 345m net revenues)
- **>6,600 global media mentions**
- **Test drive tour** with ~5,500 customer visits



SOLAR

- Launch of **solar trailer at CES**
- Several **contracts and LOIs for solar-projects signed**;
- First **products shipped** to customers



CAR

- **Gen II prototype launched at CES**, with series design, series components, fully functional
- Extensive **prototype testing** conducted
- **Bigger battery** (54 vs 35 kWh) for the Sion at similar price level



DIGITAL

- Sono **sharing app available** on Google Play & Apple App Store
- **Non-Sono vehicles** can be shared with your community via the Sono app

(1) Based on the net price of € 21.4 thousand per vehicle underlying the first 16,000 reservations and assuming that all reservations result in sales. As of November 5th 2021. Reservations are cancellable and there is no guarantee that reservations will actually be converted into orders or sales or that the Company will be able to generate net revenues from these reservations.

Financial Profile



CURRENT PLANNING ASSUMPTIONS

Multiple drivers of revenue and growth.

SION	SONO SOLAR	<p>Capitalize on proprietary solar technology: Attractive margin business will support to de-risk the overall business plan and to build a second, independent business unit</p> <ul style="list-style-type: none"> • Client-specific development (development and tooling) • Licensing of proprietary injection molding technology to OEMs of BEV, vans and e-buses • General contracting of solar technology for various vehicle segments • Power electronics
	VEHICLE	<p>Increase market share in EVs: Given the expansion of the EV market, we believe the Sion will be able to gain market share, especially across the mid to low- income family vehicle market, and amongst commuters</p> <ul style="list-style-type: none"> • Convenience (more independent from charging infrastructure) • Price-value leader and best-in-class total cost of ownership • Affordability • Low running costs due to additional solar range
	ADDITIONAL REVENUE	<p>CO₂ emission pooling income</p>
		<p>Open Service platform approach for after-sales services (excluding online ordering of spare parts)</p>
<p>Car & ride sharing platform via the Sono app. Revenue share of transactions.</p>		

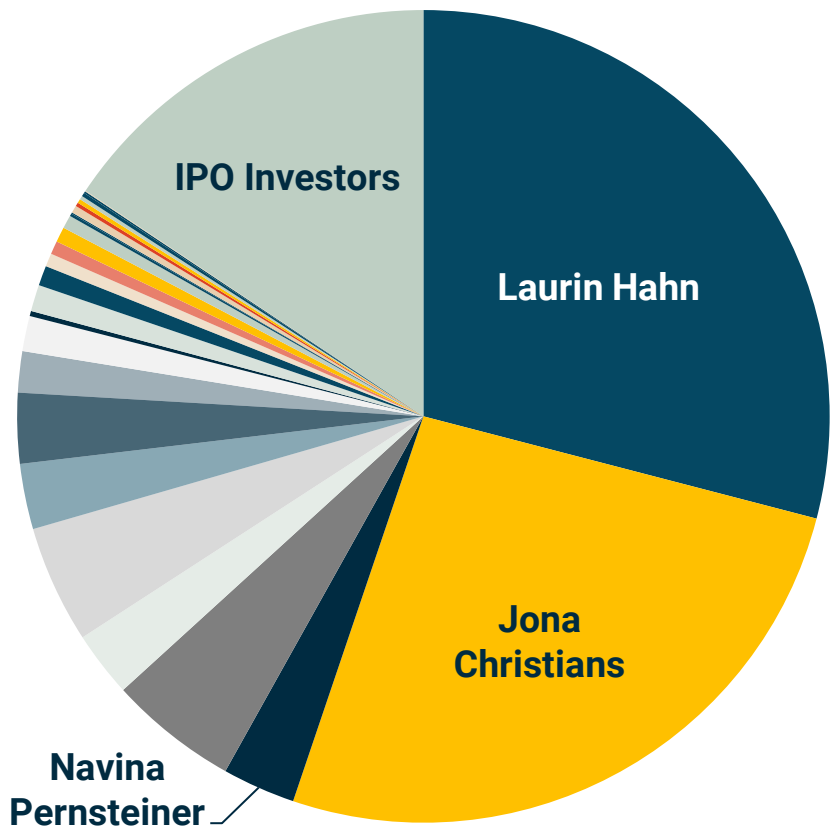
FUNDING & SHAREHOLDER STRUCTURE

From seed-round to Nasdaq IPO in 4 years.

FUNDING HISTORY

- ~€ 240m⁽¹⁾ total funding to date
- € 150m Nasdaq Global Market IPO in November 2021
- Underwriter Berenberg, co-manager Craig-Hallum
- Founders hold majority of voting rights of the company

FOUNDER-LED COMPANY



(1) Including advance payments for the Sion.



oligo 2018
preisträger deutscher mobilitätspreis

 FUTURE 50



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