

FULL YEAR 2021

SONO  MOTORS

19 APRIL 2022
14:00 CET / 08:00 EST

Earnings Call



TODAY'S PRESENTERS



LAURIN HAHN
CEO & Co-Founder



TORSTEN KIEDEL
CFO



THOMAS HAUSCH
COO

**IMPORTANT NOTICE**

This presentation (and oral statements regarding the subjects of this presentation) includes forward looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, as amended. These forward looking statements include any statements reflecting Sono Group N.V.'s (together with its subsidiaries, the "Company") expectations, intentions, strategies, assumptions or beliefs about future events, results of operations or performance or that do not solely relate to historical or current facts. You can identify these statements by the fact that they do not relate strictly to historical or current facts. They use words such as "anticipate," "estimate," "project," "forecast," "may," "will," "should," "could," "expect," "believe," "plan," "intend" and other words of similar meaning. Forward looking statements involve certain risks, uncertainties and assumptions that are difficult to predict or are beyond the Company's control, and actual results may differ materially from those expected or implied as forward looking statements. These risks, uncertainties and assumptions include, but are not limited to (i) the impact of the global COVID 19 pandemic on the global economy, our industry and markets as well as our business, (ii) risks related to our limited operating history, the rollout of our business and the timing of expected business milestones including our ability to complete the engineering of our vehicles and start of production on time and budget, (iii) risks related to our unproven ability to develop and produce vehicles and with expected or advertised specifications, (iv) risks relating to the uncertainty of the projected financial information with respect to our business including the conversion of reservations into binding orders, (v) effects of competition and the pace and depth of electric vehicle adoption generally on our future business and (vi) changes in regulatory requirements, governmental incentives and fuel and energy prices. You should review the risks and uncertainties described under the heading "Risk Factors" in the Company's annual report on Form 20-F for the year ended December 31, 2021 and in subsequent filings made by the Company with the SEC, which are available at the SEC's website at www.sec.gov. Management cautions that you should not place undue reliance on the Company's forward looking statements, which are current only as of the date of this presentation, and neither the Company nor any other person undertakes any obligation to update any forward looking statement to reflect events or circumstances after the date of this presentation or otherwise.

Unless otherwise indicated, information contained in this presentation concerning our industry, competitive position and the markets in which we operate is based on information from independent industry and research organizations, other third-party sources and management estimates. Management estimates are derived from publicly available information released by independent industry analysts and other third-party sources, as well as data from our internal research, and are based on assumptions made by us upon reviewing such data, and our experience in, and knowledge of, such industry and markets, which we believe to be reasonable. In addition, projections, assumptions and estimates of the future performance of the industry in which we operate and our future performance are necessarily subject to uncertainty and risk due to a variety of factors, including those described above. These and other factors could cause results to differ materially from those expressed in the estimates made by independent parties and by us. Industry publications, research, surveys and studies generally state that the information they contain has been obtained from sources believed to be reliable, but that the accuracy and completeness of such information is not guaranteed. Forecasts and other forward-looking information obtained from these sources are subject to the same qualifications and uncertainties as the other forward-looking statements in this presentation.

OUR MISSION

SOLAR ON EVERY VEHICLE





FY 2021 EARNINGS CALL

Company Update

HIGHLIGHTS

We achieved major milestones on our growth path.

BUSINESS UPDATE



Products delivered
17 partner arrangements
R&D center for solar



>17,000 reservations
Consistently high Community engagement



Series-validation fleet in production
Manufacturing term sheet signed



Sono app launched
Infotainment build started

CORPORATE UPDATE



Increase in employees, nationalities
and satisfaction



Growing patent pipeline, increase in
registered trademarks and designs



Greenhouse gas emissions reduced
despite team growth



AFTER IPO IN NOVEMBER 2021: CASH BALANCE AT YEAR-END OF €133M



BUSINESS UPDATE

Sono Solar



Solar business continues to grow while generating revenue.

SOLAR R&D CENTER



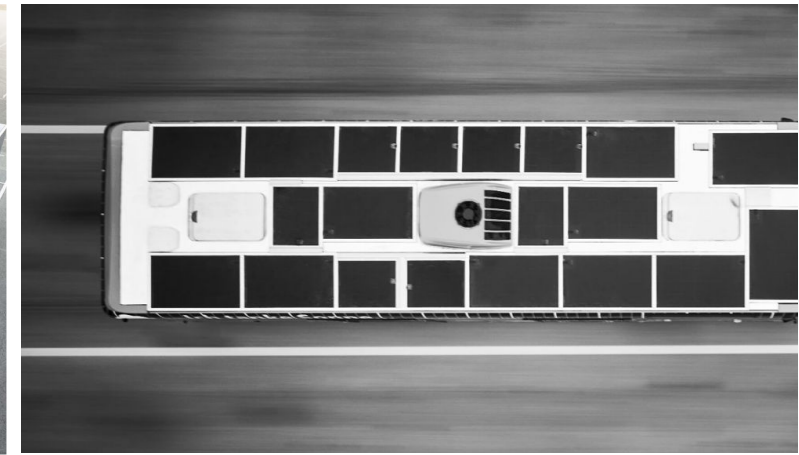
- Dedicated development center for solar business
- Bespoke equipment and test facilities for solar technology development
- Used for all solar projects

17 PARTNER ARRANGEMENTS



- Increase from 2 to 17 partner arrangements
- Including MAN, ARI Motors, Wallaby Boats, EasyMile and Munich public transport (MVG)

PRODUCTS DELIVERED



- Products delivered to several customers
- Bus solar retrofits
- Last mile delivery vehicle retrofit
- US camping retailer – RV solar retrofit installation

Solar technology delivered to customers.

SOLAR BUS KIT



- Different proof of concept projects with international mobility providers
- Over 2 kW peak possible
- Saves up to 2,500 liters of diesel per year
- Reduces 6.5 metric tonnes CO2 per year per vehicle

CARGO BOX VEHICLES



- ARI Motors as first customer
- Target market are cargo box vehicles, eg. vans, last-mile delivery vehicles etc.
- Goal – extend range / less charging

TRAILER



- Trailer with solar integration shown at CES 2021
- Target markets are reefer vehicles
- Goal – reduce diesel per hour / replace ICE cooling unit via battery & solar

SONO SOLAR

Sono Motors's solar technology
is ready to deploy.



BUSINESS UPDATE

Sion



THE SION

Progress towards series production.

GEN 2 LAUNCH AT CES



- Launch of Gen 2 prototypes at CES
- Fully functional vehicles used for customer test drives
- Intensive testing, validation and continued engineering
- Over 1,000 customer test drives

SERIES-VALIDATION FLEET



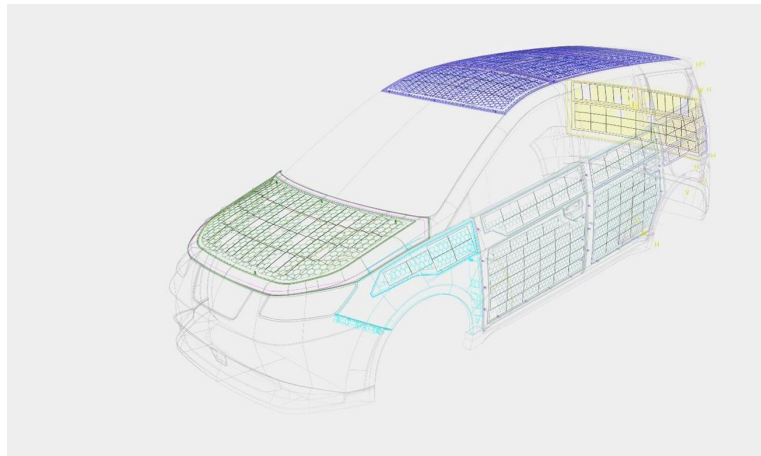
- Ongoing production of 37 series-validation vehicles and bodies in white
- To be used for series validation, optimization, homologation and crash tests
- Dedicated vehicles for the media, customers and investors to test drive

PRODUCTION:
VALMET AUTOMOTIVE

- Contract manufacturing partner for up to 257,000 vehicles within 7 years
- 1.7m cars produced for premium OEMs such as Daimler and Porsche
- Start of production and first deliveries in second half of 2023
- Binding term sheet signed on 5 April 2022

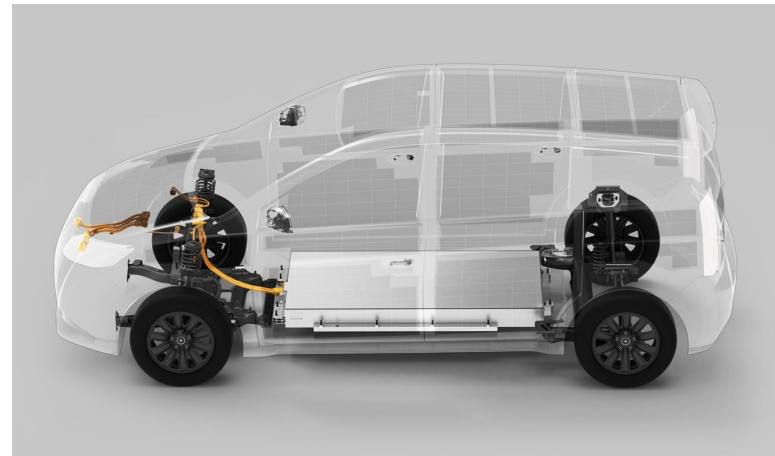
Engineering and validation steps completed.

DESIGN FREEZE ACHIEVED



- Completed in Q1/2022
- Features & components of the Sion are locked-in
- 100% of suppliers for series-validation fleet nominated

BATTERY SECURED



- 54 kWh LFP-battery
- Sustainable: no cobalt, manganese, or nickel
- Supplier secured: BYD - FinDreams

SOLAR YIELD TESTS



- Up to 550 watts with Gen 2 prototypes
- First winter & summer tests completed
- Technology improvements from Gen 1 to Gen 2

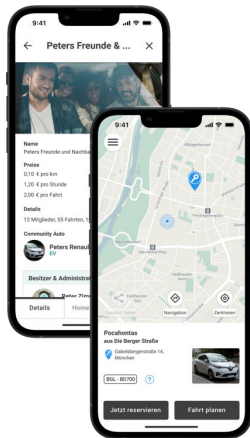


BUSINESS UPDATE

Sono Digital

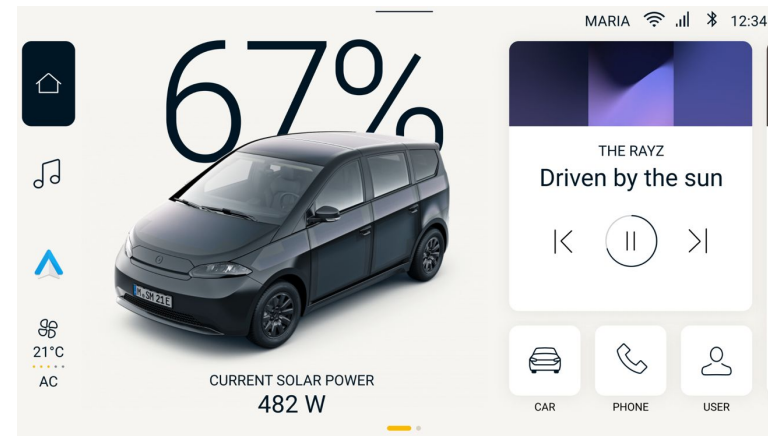
Sono app, infotainment and infrastructure launched.

SONO APP LAUNCHED



- Available in Apple App Store & Google Play Store
- Operational in Germany
- Four-digit downloads, >150 vehicles on the platform

INFOTAINMENT



- Significant progress on UX / UI¹⁾
- Backend infrastructure with payment processes, insurance booking and salesforce integration implemented
- Hardware for series-validation fleet in place

DIGITALIZATION



- Fully digital customer experience
- Salesforce as CRM²⁾ system implemented
- First processes in SAP live
- Digital-first company

1) UX / UI = User Experience / User Interface
2) CRM = Customer Relationship Management



SINO MOTORS

Corporate Update



High performance organization with 120% y-o-y increase of team.

RECRUITMENT



- +120% y-o-y in 2021
- 231 people at year-end 2021
- 267 people by end of Q1 2022

DIVERSITY



- 26 % female employees, 34 nationalities
- Several initiatives within the company to strengthen diversity

CULTURE & PERFORMANCE



- Above industry Kununu score 4.3 out of 5 (automotive industry average 3.1)¹⁾
- Implementation of an agile organisation

1) <https://www.kununu.com/de/sono-motors1>; kununu is a platform for employer ratings and information on salary and corporate culture with more than 5.1 million reviews

Increase in patent pipeline and self-imposed transparency.

STRONG PATENTS



- 18 patents either granted, pending or in the process of application
- 2 new patents granted in 2021
- Creating a patent family protects our core IP: our solar integration

HIGH TRANSPARENCY



- Regular publications about development progress
- Youtube lives for major milestones and open Q&A sessions with the Community
- Community trust resulted in low cancelation rate in 2021

TRADEMARKS & DESIGN



- 18,000 people voted for a new company logo in community survey
- 24 trademarks granted worldwide, EU or specific countries
- Design of the Sion registered in all relevant markets

Improvement in ESG strategy as well as goals.

REPORTING

- 5th voluntary sustainability report published in April 2022
- Reporting and offsetting activity-based value chain emissions and reporting on governance performance
- Decrease greenhouse gas emissions despite team growth



MEMBERSHIPS



Participation in the Time for Climate Action campaign



First full year of operations with first local impacts

SONO MOTORS

Financial Update



FINANCIAL UPDATE

Financial highlights.



- 1 Commenced monetizing the solar technology: several public transport buses equipped. Retrofitting of a boat and refrigeration trucks ongoing.
- 2 Investments into development and building up an experienced inhouse development team.
- 3 Generation of nearly 4,000 new reservations in 2021. As of 31 March 2022, more than 17,000 customer reservations, with an average down payment of €2,390 net and equivalent net sales volume of €368m¹⁾.

1) Based on the net price of €21.4 thousand per vehicle underlying the first 16,000 reservations and a net price of €23,950 for all reservations thereafter. Assuming that all reservations result in sales. As of March 31st, 2022. 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.

FINANCIAL UPDATE

Increase in equity and high cash balance at year end.

**BALANCE SHEET**

- Increase in equity by €88m at year-end due to IPO
- Significant positive equity by year-end

**P&L**

- €16k revenues generated, thereof €11k from integration of our solar technology
- OpEx increased mainly due intensified development of prototypes and general company growth

**CASH FLOW STATEMENT**

- Increase in cash in bank by €90m in 2021 mainly driven by IPO (cash-in of €142m)
- Increase of €4m in advance payments received from customers

Continuing growth and planned execution in 2022.

COMMERCIAL

- Growing number of solar contracts and LOIs
- Presentation of series-validation fleet in summer '22
- Nomination of all series suppliers by end of Q3
- Increasing momentum of reservations esp. via growing non-German Community

CORPORATE

- Increasing number of patent filings
- Hiring of ~200 new team members and increasing diversity level

FINANCE

- Execution of further funding activities
- Generating first low million-euro revenue with solar customers
- Expected cash outflow in 2022 of €250-300m



IR contacts

CONTACT

Contact

Julia Szeszat
Director Investor Relations

Phone

+49 (89) 790 37 32 9920

Email

ir@sonomotors.com

Internet

ir.sonomotors.com

SHARE INFORMATION

Type of shares

Bearer shares

Stock exchange

Nasdaq, US

Ticker

SEV

WKN A3C7QW

ISIN NL0015000N74

REPORTS

Company Presentation

<https://ir.sonomotors.com/>

Financial Reports

[https://ir.sonomotors.com/
financial-information](https://ir.sonomotors.com/financial-information)

Sustainability Report

[https://sonomotors.com/
en/sustainability](https://sonomotors.com/en/sustainability)

SONO GROUP N.V.

Waldmeisterstrasse 76
80935 Munich | Germany

T +49 (0)89 45 205 818

E sonogroup@sonomotors.com

W [sonomotors.com](https://www.sonomotors.com)

Netherlands Chamber of Commerce
(Kamer van Koophandel) CCI 80683568

Managing Directors: Laurin Hahn, Jona Christians, Torsten Kiedel,
Thomas Hausch, Markus Volmer

© Sono Motors 2022

oljo 2018
preisträger deutscher mobilitätspreis

N FUTURE 50



Appendix



Balance Sheet

€k	FY 2021	FY 2020
ASSETS		
Intangible assets	206	16
Property, plant and equipment	1,484	2,102
Right-of-use assets	3,018	1,937
Other financial assets	91	41
Other non-financial assets	89	-
Noncurrent assets	4,888	4,096
Other financial assets	6,233	5,404
Other non-financial assets	3,236	579
Cash and cash equivalents	132,939	43,264
Current assets	142,408	49,247
TOTAL ASSETS	147,296	53,343

€k	FY 2021	FY 2020
EQUITY AND LIABILITIES		
Subscribed capital	8,735	6,468
Capital reserve	221,785	71,629
Payment of principal portion of lease liabilities	(147,081)	(83,123)
Equity	83,439	(5,026)
Advance payments received from customers	44,756	38,972
Financial liabilities	6,353	5,335
Noncurrent liabilities	51,109	44,307
Financial liabilities	472	9,388
Trade and other payables	7,582	2,874
Other liabilities	2,492	1,689
Provisions	2,202	111
Current liabilities	12,748	14,062
TOTAL EQUITY AND LIABILITIES	147,296	53,343

Income Statement

€k	FY 2021	FY 2020	FY 2019
Revenue	16	-	-
Cost of sales	(58)	-	-
Gross income (loss)	(42)	-	-
Cost of research and development	(40,609)	(30,469)	(4,937)
Selling and distribution costs	(3,220)	(9,100)	(2,135)
General and administrative expenses	(15,094)	(14,404)	(2,417)
Other operating income/expenses	(183)	(15)	220
Impairment loss on financial assets	(6)	(6)	-
Operating income (loss)	(59,154)	(53,994)	(9,269)
Interest and similar income	-	2	-
Interest and similar expense	(4,781)	(2,040)	(702)
INCOME (LOSS) BEFORE TAX	(63,935)	(56,032)	(9,971)

€k	FY 2021	FY 2020	FY 2019
Tax on income and earnings	(18)	-	-
Income (loss) after tax	(63,953)	(56,032)	(9,971)
Income (loss) for the period	(63,953)	(56,032)	(9,971)
Other comprehensive income (loss)	16	(21)	-
TOTAL COMPREHENSIVE INCOME (LOSS) FOR THE PERIOD	(63,937)	(56,053)	(9,971)
Earnings per shares for income (loss) attributable to the ordinary equity holders of the company:			
BASIC/DILUTED EARNINGS (LOSS) PER SHARE IN EUR	(1.07)	(0.97)	(0.18)

ADDITIONAL INFORMATION

Cash Flow Statement

€k	FY 2021	FY 2020	FY 2019	€k	FY 2021	FY 2020	FY 2019
Income (loss) after tax	(63,953)	(56,032)	(9,971)	Purchase of intangible assets	(223)	-	-
Depreciation of property, plant and equipment	125	61	50	Purchase of property, plant and equipment	(1,429)	(42)	(1,139)
Impairment of property, plant and equipment	1965	-	-	Net cash flows from investing activities	(1,652)	(42)	(1,139)
Depreciation of right-of-use assets	415	313	163	Transaction costs on issue of shares to institutional investors	(17)	(2,192)	(109)
Amortization of intangible assets	34	11	11	Transaction cost on issue of shares in IPO	(2,690)	-	-
Expense(+) for share based payment transaction	1,981	32,160	-	Proceeds from issues of shares in IPO	142,334	-	-
Other non-cash expense(+)	112	346	-	Proceeds from issue of shares to institutional investors	1500	38,229	5,297
Interest and similar income	-	(2)	-	Proceeds from borrowings	-	10,657	3,710
Interest and similar expense	4,781	2,040	702	Repayment of borrowings	(2,187)	(2,327)	-
Movements in provisions	2,091	(526)	418	Payment of principal portion of lease liabilities	(378)	(282)	(92)
Decrease(+)/increase(-) in advances received from customers	4,286	26,448	800	Net cash flow from financing activities	138,562	44,085	8,806
Decrease (+)/increase(-) in other assets	(3,760)	(5,766)	456	Net decrease in cash and cash equivalents	89,769	42,857	(1,108)
Increase(+)/decrease(-) in trade and other payables	5,218	322	(1,284)	Effect of currency translation on cash and cash equivalent	(94)	-	-
Interest paid	(436)	(561)	(120)	Cash and cash equivalents at the beginning of the financial year	43,264	407	1,515
NET CASH FLOWS FROM OPERATING ACTIVITIES	(47,141)	(1,186)	(8,775)	CASH AND CASH EQUIVALENTS AT END OF YEAR	132,939	43,264	407