



SHAREHOLDER & ANALYST UPDATE

February 29, 2024



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CALL PARTICIPANTS



Mark Kobal

Head of Investor Relations



Swin Chatsuwan

Founder & CEO



Dave Sturgeon

Chief Financial Officer



Jeremy North

Co-founder & President



David McIntyre

Chief Commercial Officer

RECENT DEVELOPMENTS

A red and grey electric scooter is parked on a city street. The scooter is the central focus, with its front wheel and handlebars visible. The background shows a blurred city street with buildings and a car, suggesting an urban environment.

1| Secured a Standby Equity Commitment of Up to \$10 Million

2| Using These Proceeds to Start Production and Commercial Rollout

3| Completed Vehicle Testing for Homologation in the EU and Thailand

4| Anticipate First Customer Deliveries in the Summer of 2024

2023 HIGHLIGHTS



Winner of 8 Design Awards

1300 awarded two additional design awards in 2023, including the prestigious Red Dot Product Design Award



Two EU Patents Granted

Twin European patents secured for unique z-shaped exoskeleton and removable front fenders, reinforcing leading innovations

200+ Reseller Applications Received

Zapp's momentum as the authorized reseller expresses interest, creates a foundation for swift volume scaling

Over 3.0 Million Views of First Review

First industry peer review published on social media was a blockbuster



Customer Finance Partnership

Partner with leading financial services firm to offer innovative payment solutions ahead for Zapp's customer



COMPANY DIFFERENTIATION

Key to success in the large and growing \$130 billion global powered-two-wheeler ("P2W") market¹

1| Balance Sheet-Light Business Model

Outsourced manufacturing nearly eliminates capex and together with receivables financing reduces the capital required to scale rapidly

2| Poised to Scale when Production Commences

Robust early demand with >3 million views from the 1st peer review and approximately 200 reseller applications received provide an opportunity to increase sales volume quickly

3| Omni Sales Channels (Full-stack E-Commerce)

All sales channels driven by agency model and with proprietary vehicle configurator facilitating high level of customer personalization

4| Drop-Ship-Direct-To-Customer

Eliminates the dealership model, allowing for control over a high-quality customer experience

¹ Source: Fortune Business Insights. Estimated market size in 2022 includes both electric and internal combustion engine vehicles.





i300 DEMAND DRIVERS

Fit for Purpose, Great Value for Performance

Design Desirability

- Maneuverable, accessible, and practical, with high design validated by multiple design awards and patents; allows limitless personalization



Performance Driven Desirability

- Superbike performance and specifications enabled by upside-down forks for rigidity, a low center of gravity, and superbike-styled rear suspension
- Performance B2C brand positioning designed to capture the “consumer **MUST**” higher-value segment of global P2W markets



Independent Battery Pack Solution

- Portable lightweight battery packs that can be charged anywhere reduce range anxiety and eliminate the need for dedicated charging infrastructure



START OF PRODUCTION AND COMMERCIAL ROLLOUT

Our business model is built to scale

1300

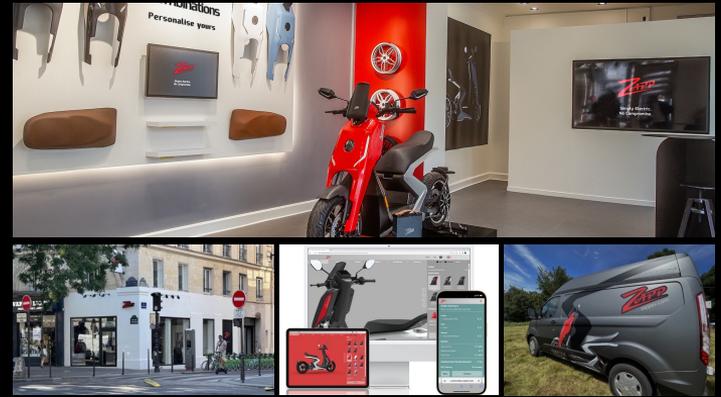
Starting Production



Flexible Contract Manufacturing

- Less than 200 component parts and only 105 steps in assembly are required to produce finished vehicles in approximately 30 minutes per vehicle
- A strong emphasis on full-cycle sustainability in every aspect of our product lifecycle including design, manufacturing, sourcing, end of life and battery recycling

Full-Cycle Customer Experience



Omnichannel Platform

- Omnichannel platform includes both offline and online.
- The typical customer journey begins through digital media, provides option to either place an order online or visit our boutique locations
- Enhanced premium experience by DSDTC model and a refined in-store experience.

BUSINESS OUTLOOK

Summer 2024

Anticipate first customer deliveries

Fiscal 2025

Estimated 5,000+ unit sales

Starting in October, weighted toward the second half of the year

20,000+

Run-rate unit sales by end of 2025

~\$170 million annualized revenue in the first 15 months after start of deliveries

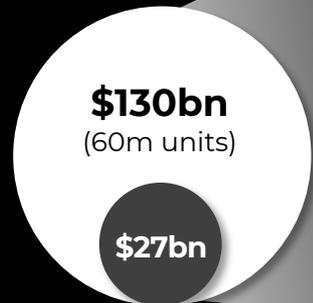


P2W MEGATRENDS

Total Global Market Value ¹



8% CAGR



2022

21% EV penetration



2029

29% EV penetration



1) Source: Fortune Business Insights, Zapp estimate
2) Includes sales of internal combustion engine units.

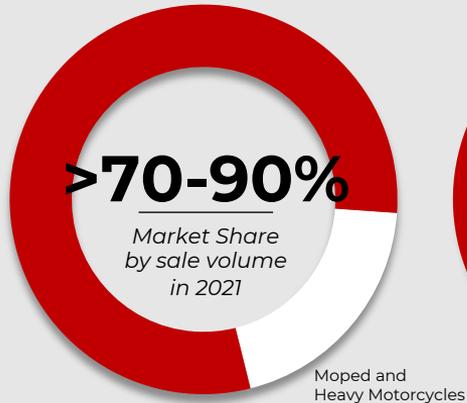
MARKET OPPORTUNITY

Zapp is positioned to capture value in the largest market segments

Global P2W Market

Captured in the Most Popular Segments

Scooter and light motorcycle



Captured in High Value Premium Segment

Premium segment



2024-2025 Commercial Roll-out Target Market

Captured in Top Largest Markets

EU:
1.2m
Units

- Favorable regulatory tailwinds for EVP2W¹ adoption
- EV motorcycle sales in EU nearly doubled in 2022
- **No EV winners established yet**



SE Asia:
12.4m
Units

- ICE dominant with opportunity for electrification
- Indonesia alone expected to reach 55m cumulative electric P2Ws sold by 2030
- **No EV winners established yet**



India:
15.9m
Units

- Total of 2.8m units in premium segment²
- British brands continue to hold their appeal in India
- **No EV winners established yet**



Sources: McKinsey, Fortune Business Insights, Motorcyclesdata, indiaindian, ACEM, cinn, fourin, persistencemarketresearch, ADB, AWR Lloyd, Grutter Consulting

P2W Sale Volume in 2022

- 1) Electric vehicle powered two-wheeler.
- 2) Premium segment defined as motorcycles with a retail price greater than INR 200,000 (approximately \$2,500).

2023 SUMMARIZED FINANCIAL RESULTS

Condensed Consolidated Statements of Profit or Loss

<i>(US\$ millions)</i>	<i>For the Year Ended September 30,</i>	
	2023	2022
Revenue	-	-
Operating loss	(7.8)	(3.6)
Other expenses ¹	(214.3)	0.0
Net loss for the year	(222.1)	(3.6)

¹ Other expenses in 2023 consists primarily of fair value movements and share-based expenses related to the business combination

Please refer to our Form 20-F for the year ended September 30, 2023 for the full financial statements and related notes and disclosures.

SECURED COMMITMENT OF UP TO \$10 MILLION

Pre-paid Advance

Convertible Notes with
Aggregate Principal Amount of

\$1.5m

Additional Amount Available

*Pursuant to Standby Equity Purchase Agreement
(SEPA)*

Up to

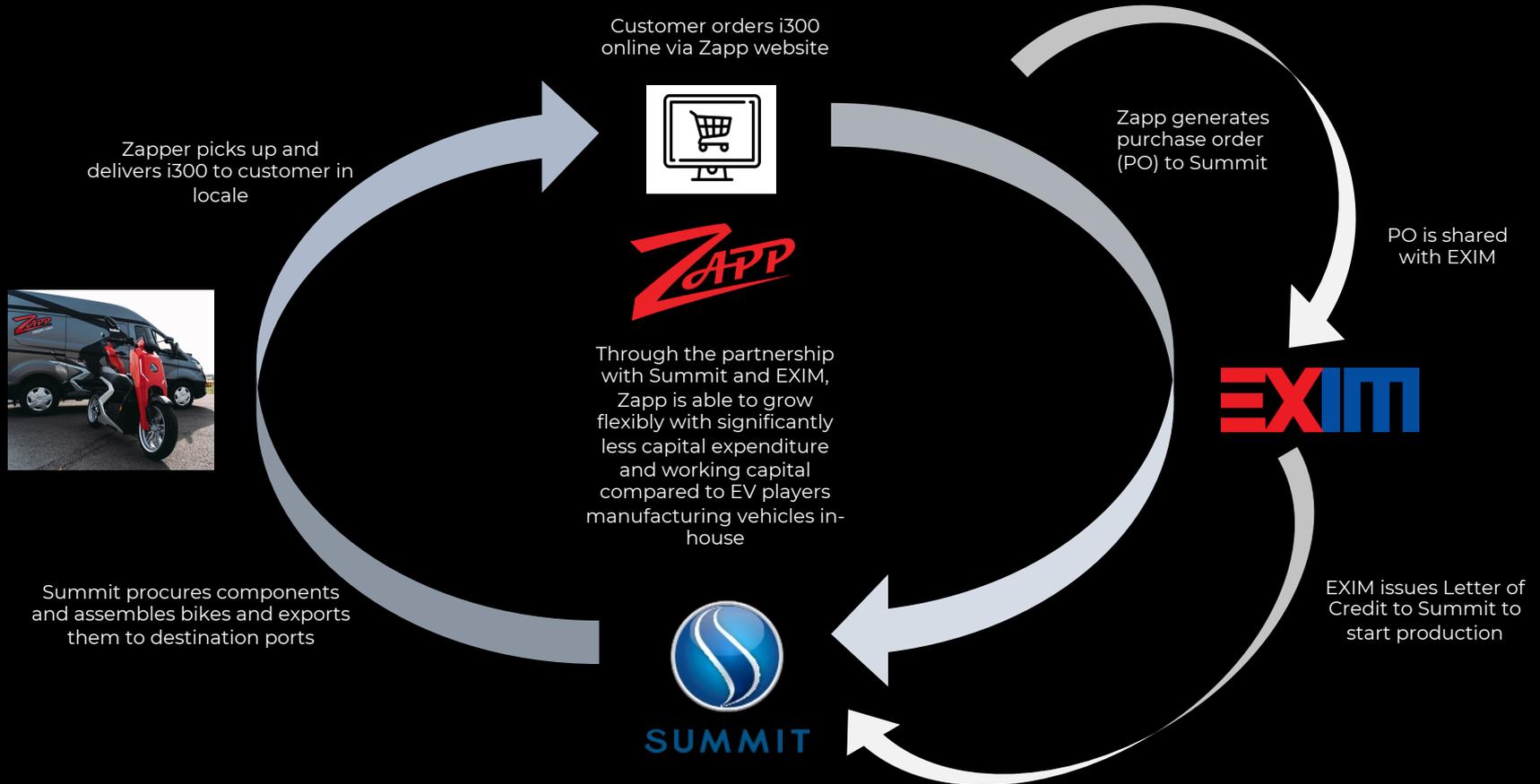
\$8.5m

Use of Proceeds

Enabled
Start of Production
and
**Commercial
Rollout**

BALANCE SHEET-LIGHT BUSINESS MODEL

Capital Efficient, Flexible Contract Manufacturing New to P2W





Design-Led Electric Personal Urban Mobility Solutions

Q&A



APPENDIX



Consolidated Statements of Profit or Loss

For the year ended September 30, 2023 and 2022

	For the year ended September 30,	
<i>(US\$ 000's, except per share data)</i>	2023	2022
Revenue	-	-
Cost of sales	-	-
Selling and distribution expenses	(1,425.3)	(423.1)
General and administrative expenses	(6,372.7)	(3,187.0)
Operating loss	(7,798.1)	(3,610.1)
Finance expense, net	(551.7)	(302.7)
Other (expenses) / income ¹	(213,747.7)	335.3
Loss before tax	(222,097.5)	(3,577.6)
Income tax	-	-
Loss for the year	(222,097.5)	(3,577.6)
Basic and Diluted earnings per share	(4.65)	(0.09)

¹ Other expenses in 2023 consists primarily of fair value movements and share-based expenses related to the business combination

Please refer to our Form 20-F for the year ended September 30, 2023 for the full financial statements and related notes and disclosures.

Condensed Consolidated Balance Sheets

As at September 30, 2023 and 2022

<i>(US\$ 000's)</i>	September 30, 2023	September 30, 2022
Assets		
Cash and cash equivalents	823.2	1,963.1
Other current assets	1,827.9	306.9
Property, plant and equipment	590.8	480.7
Other non-current assets	4,099.9	1,474.7
Total Assets	7,341.8	4,225.4
Liabilities and Equity		
Trade, other payables, and current liabilities	5,653.1	1,303.2
Liabilities related to business combination	18,045.1	-
Other non-current liabilities	2,081.2	409.8
Total liabilities	25,779.4	1,713.0
Stockholders' equity	(18,437.6)	2,512.4
Total liabilities and stockholders' equity	7,341.8	4,225.4

Please refer to our Form 20-F for the year ended September 30, 2023 for the full financial statements and related notes and disclosures.

Condensed Consolidated Statements of Cash Flows

For the year ended September 30, 2023 and 2022

<i>(US\$ 000's)</i>	For the year ended September 30,	
	2023	2022
Net cash used in operating activities	(6,505.4)	(2,802.9)
Net cash used in investing activities	(285.9)	(466.2)
Net cash from financing activities	5,648.8	5,070.0
Net (decrease) / increase in cash and cash equivalents	(1,142.5)	1,800.9
Beginning cash and cash equivalents	1,963.1	159.7
Effect of exchange rate fluctuations on cash held	2.6	2.5
Ending cash and cash equivalents	823.2	1,963.1

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Innovations with Real Practical Benefits

Key solutions illustrates Zapp's design leadership

- Interchangeable seats offers user personalization
- Modular under-seat storage eliminates back box



- Patented front fender enables user personalization
- Superbike specification front suspension and brake set
- Underfloor battery location lowers center of gravity

- Superbike specification rear suspension for better traction

- Patented exoskeleton reduces weight and parts

Eliminate Range Anxiety, Charge Anywhere

Unique Independent, Ultra-Lightweight Portable Dual Battery Packs that Operate Independently



Key Customer Benefits

Charge Anywhere

- Uses any standard 220V/110V wall socket
- No swapping at kiosks
- No designated charging network needed
- No at-home wall charging equipment necessary

Performance ¹

- Quick charge time: 20% to 80% in ~40 minutes
- Very long-life cycle: 2,000 cycles

Portable

- 13lbs (6kg) each
- Two provided with vehicle
- Fits into backpack or briefcase
- Easy to carry

Mounted Underfoot

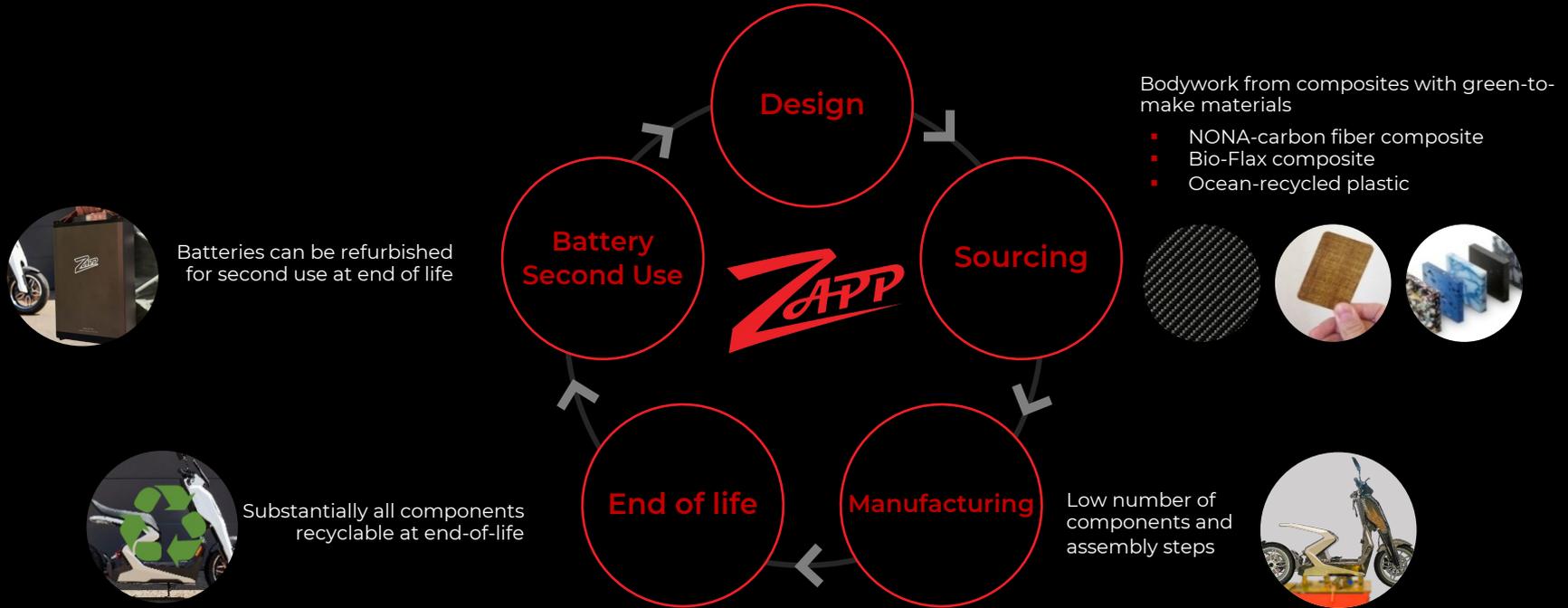
- Clears space under seat for storage
- Lowers center of gravity for better handling

1) Testing done at the battery cell level, using 0.5c charge and 1c discharge. Charging from 20% - 80% charge.

Gen-2 Sustainability

Strong Emphasis on Full-Cycle Sustainability

Designed for fewer components and simplified assembly process



Leveraging Brand Assets

Design and product differentiation

Design



Multi-Award-Winning Design

Protected by patents, design registrations and trademarks

Brand



British Origin Brand

Address the premium segment with a British brand

Technology



Innovative True Load-Bearing Exoskeleton Basis of Zapp's Design DNA

Proprietary designs and intellectual property, adding value for consumers and the industry at large

Omni Sales Channels to Maximize Volume Growth

Retail Point of Sales (Agency Model)

Authorized Resellers

- Serve as a physical retail point-of-sales (POS) for some customers who want human contact
- **Approx. 200** applications submitted by Authorized Resellers globally

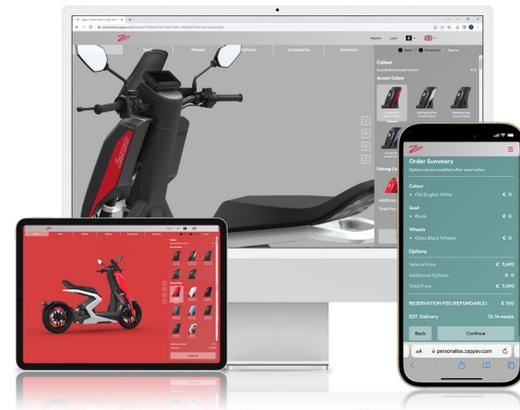
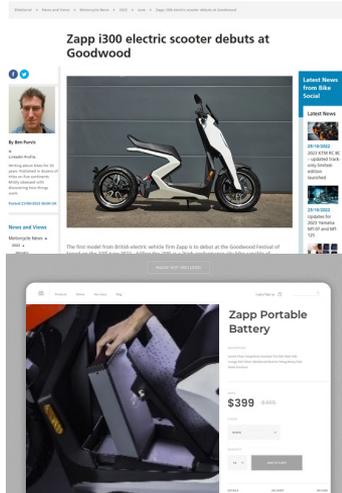
Online Resellers / Influencers

- Allows the company to broaden reach to its e-commerce platform

Full-stack E-Commerce System

- All sales channels are driven to Zapp's full stack e-commerce platform
- The configurator allows upselling to prospective customers per their personalization preferences

Our First Paris Showroom



Drop-Ship-Direct-To-Customer

Dealership Model Eliminated

- Eliminates the dealership model and allows Zapp to control a high-quality user experience, including fixed pricing
- Complements the personalization strategy, avoids inventory build-up, both at the POS and at Zapp, as part of our asset-light model



**Customer Orders
Zapp Vehicle**

- All orders, direct and via channels, are executed online via a single e-commerce platform
- Consumer financing is available



Production / Assembly

- Purchase orders are passed through to EXIM Bank and Summit
- Orders are then expected to take approx. 3 weeks to fulfill



Logistics

- Vehicles are shipped via sea-container to our hubs, where 'Zappers' complete the pre-delivery inspection, and customer documentation



Delivery

- A 'Zapper' is an independent delivery and service agent who delivers using our purpose-designed 'Zapper vans'

After-Sales Care Through Our Zappers

“We Come to You”

Branded Zapper Vans Expected to Operate After-Sales Care as well as Initial Deliveries to Customers



Who are Zappers?

- Zapp franchised and trained technicians
- Zapper vans expected to be owned and operated by individual franchisees
- Fully-equipped van designed by Zapp including full tool set and spare parts inventory



Board of Directors

Independent Board with Proven PLC and Global Business Track Record



Tony Posawatz
Independent Chair
Former GM Executive,
Current CEO Fermata Energy



Swin Chatsuwat
Director
CEO of Zapp



Jeremy North
Director
President of Zapp



Kenneth West
Independent Director
Former CFO of Marvel
Entertainment



Patricia Wilber
Independent Director
Former CMO of Disney
Europe



Maj. Gen. Patchara Rattakul
Independent Director
CEO of Haadthip PLC, Coca-Cola Partner in
Thailand



Edouard Meylan
Non-Executive Director
CEO of H. Moser & Cie.



Team Zapp

Experienced Entrepreneurs and Professionals with a Strong Track Record



Swin Chatsuwan
Founder & CEO



Jeremy North
Co-founder & President



Warin Thanathawee
Co-founder & Chief Design Officer



David McIntyre
Chief Commercial Officer



Kiattipong Arttachariya
Co-Founder & Chief Strategy Officer



Dave Sturgeon
Chief Financial Officer



Theodore Allegaert
Chief Legal Officer



Belinda Vinke
Chief Brand Officer



Anotai Teratanitnan
General Manager Thailand



Simon Noone
Head of Europe



Mark Kobal
Head of Investor Relations





Thank you

Design-Led Electric Personal Urban Mobility Solutions

