

Investor Presentation

Ease2pay and Involtum:
Mobile payment platform for shared self-services
Supporting the energy transition



Book



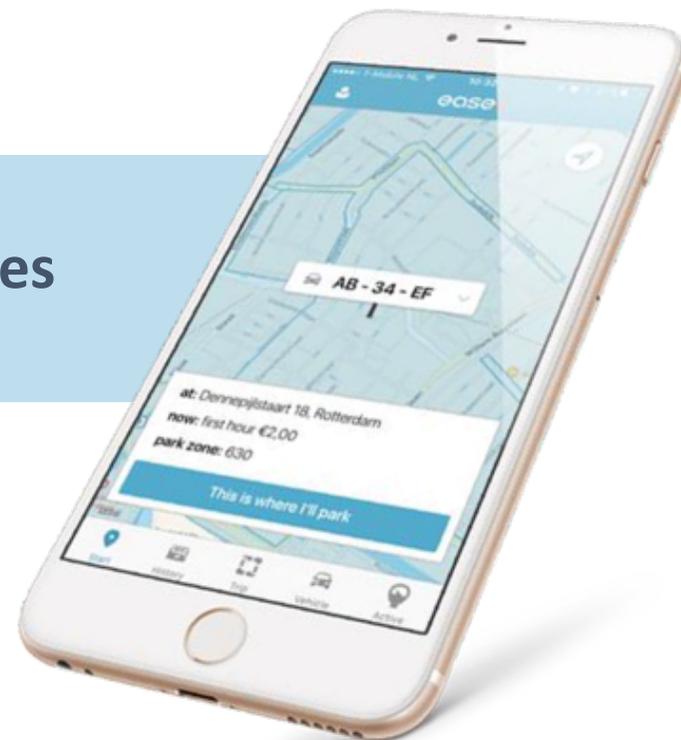
Park



Charge



Pay



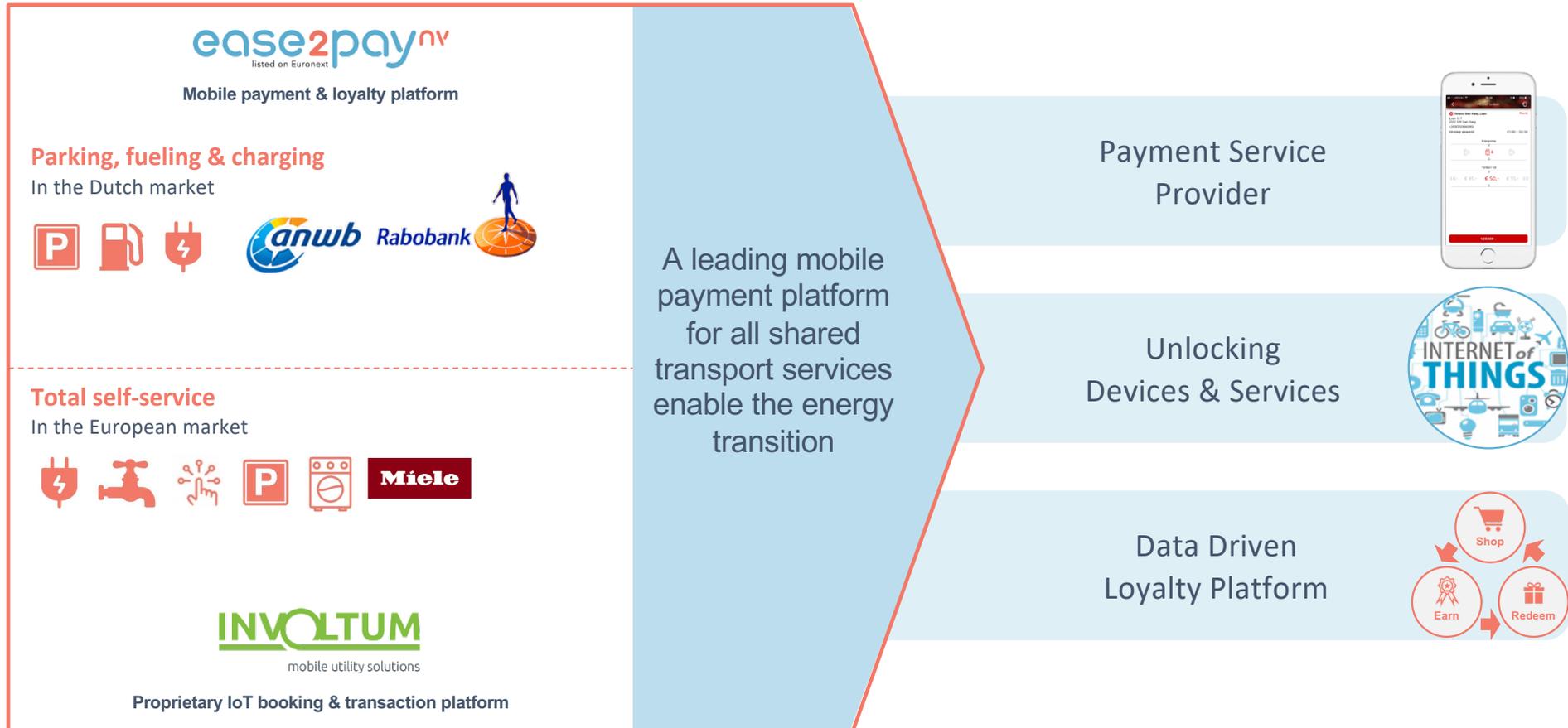
ease2pay^{nv}
listed on Euronext

29-11-2021

Creating Leading Mobile Payment Platform for Transport Services



Merge of Mobile Payment and Self-Service Platform



European Wide Self-Service Platform

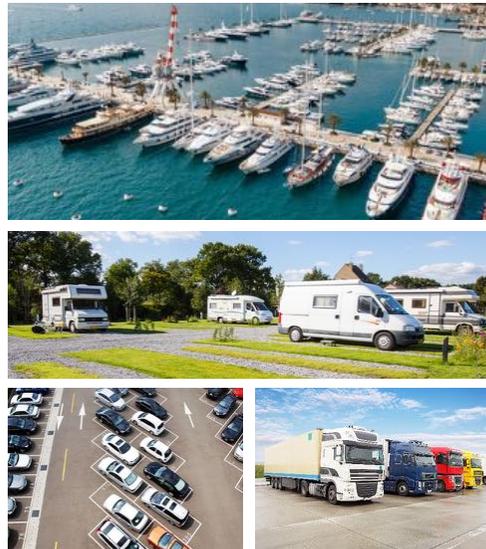


Mobile Self-Service Empowers Users

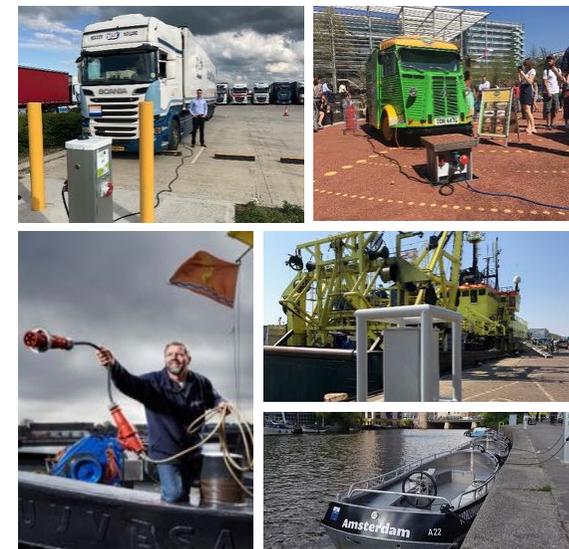
Book



Park



Charge



Pay

Mobile Self-Service Empowers Merchants

Significant lower break even point of charging locations supports the energy transition

Decrease costs



No Point-of-Sale hardware needed, application runs on the smartphone of customers



Converting manned facilities into **24/7 digital self-service**



Receive payments (risk-free) **within 24 hours**



Access to large **external customer base**

Increase sales



24/7 access and **booking of transport service** facilities



Up to date location information and **easy payments** via smartphone app; no need for plastic cards



Transparent pricing and billing via smartphone app



Seamless in-app loyalty can facilitate channels in converting their buying power into loyalty discounts for their customers



Directing users to merchant via booking function

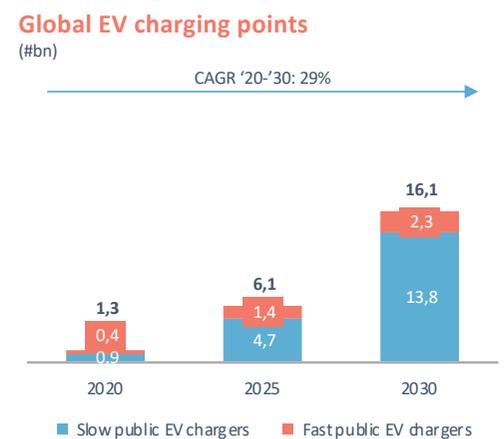
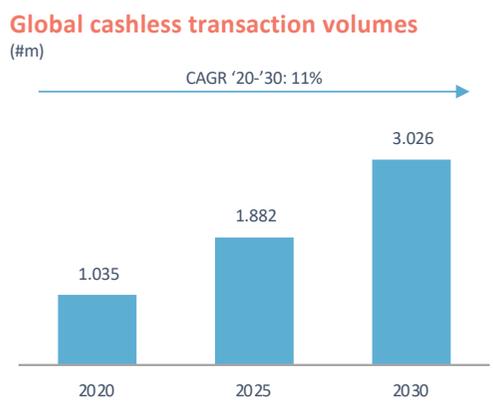
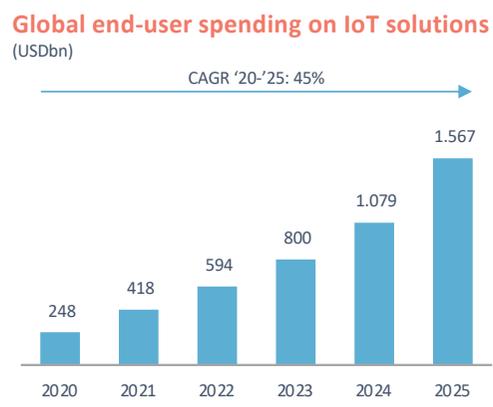
Strong Trends Supporting Growth of Self-Service

Using IoT plus mobile payments and support the energy transition with self-service

 **IoT**
Connecting and unlocking devices & services to share

 **Mobile payments**
Significant growth in payments via smart devices

 **Energy transition**
Consumers use unattended charging services



Market Strategy: 1 Platform for 3 Transport Markets

	I Individual Transport	II Recreational Transport	III Freight Transport
Targeted end-market	<ul style="list-style-type: none"> ✓ Digital on & off-street parking ✓ Fuel market ✓ EV-charging 	<ul style="list-style-type: none"> ✓ Marinas ✓ Camper sites ✓ Launderettes 	<ul style="list-style-type: none"> ✓ Truck charging ✓ Shore power for shipping ✓ Public spaces
Mobile self-services	<ul style="list-style-type: none"> 📅 Booking 🅅 Parking 🔌 Charging 🛢️ Fuel 	<ul style="list-style-type: none"> 📅 Booking 🅅 Parking 🔌 Charging 🚰 Washing ⚡ Power supply 🚰 Water supply 	<ul style="list-style-type: none"> 📅 Booking 🅅 Parking 🔌 Charging 🚰 Water supply 🛢️ Fuel 🚰 Washing
Market	B2C	B2C	B2B
Own labels	Prettig Parkeren ease2pay PARK AND POWER	aanlit.net® YOREON	NOMAD POWER Walstroom MARKT STROOM.NL
Strategic channels	Rabobank anwb	seijseiner Miele	Easy Power Supply <small>Power to the city</small>

I Targeted End-markets: Individual Transport

Market dynamics

DIGITAL ON- & OFFSTREET PARKING

- Centrally organised parking network by SHPV
- Large Dutch market with decent outlook
- Various other on-street parking app providers in the market
- Parking garage players pose major entry barrier, but still very low digital adoption rate

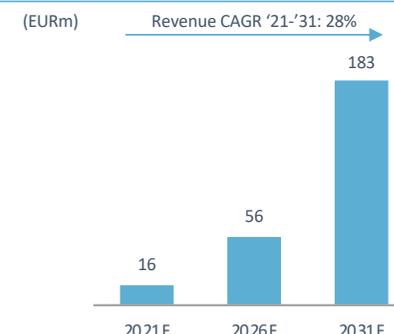
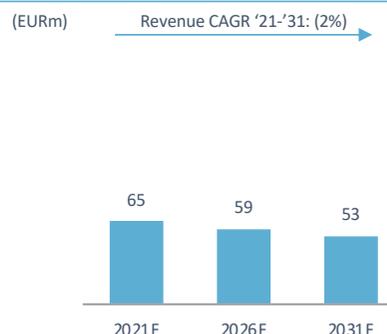
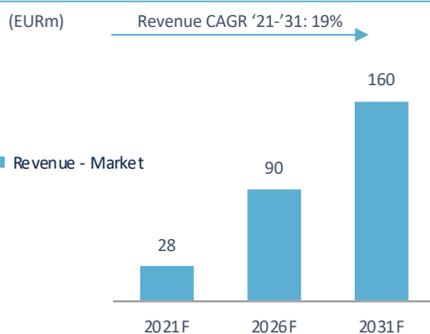
FUEL

- Oil corporates pose major entry barriers
- No other smartphone payment and loyalty providers active
- Plastic fuel cards are widely used against higher prices

EV-CHARGING

- Many different charging point operators (CPOs)
- Market demand driven by significantly growing # of EVs
- Plastic charging cards are widely used

Dutch addressable market revenue



II Targeted End-markets: Recreational Transport Services

Market dynamics

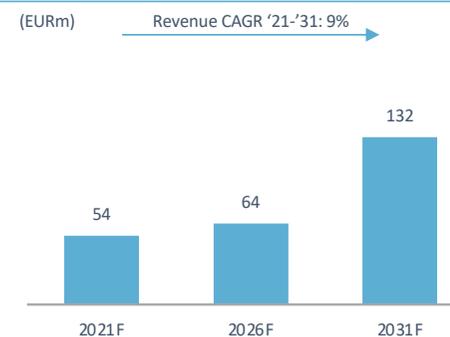
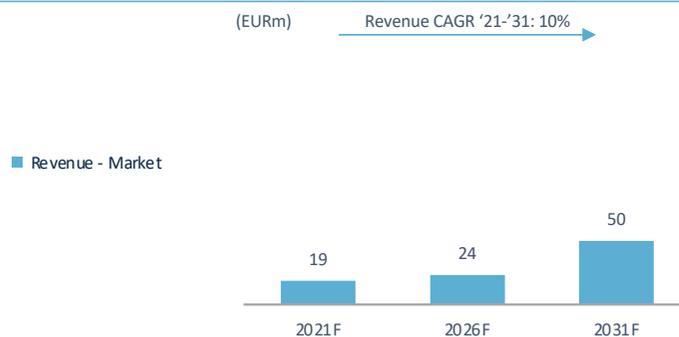
CAMPER SITES

- Paid camper bays that offer overnight stays and access to electricity and water
- Large European market, with many ad-hoc payment solutions
- Introductions of e-camper models

MARINAS

- Digitalising transactions, reservations and electricity and water supply in marinas
- Large European market, with multiple marina service providers at early stage of digitalisation
- E-boat market to grow fast over next years

European addressable market revenue



Targeted End-markets: Freight Transport Services

Market dynamics

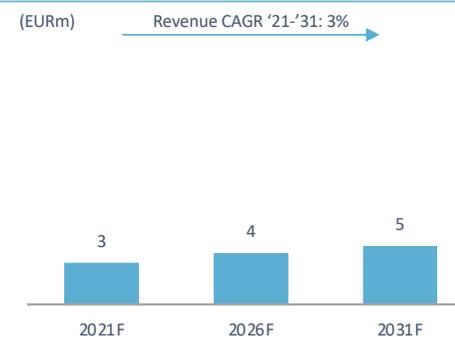
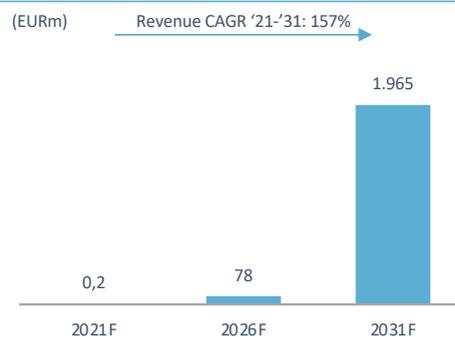
European addressable market revenue

TRUCK CHARGING¹

- Charging points refrigeration trailers and e-trucks
- Early stage but large expected market
- Estimated increase from almost zero to 290k public and non-public truck charging points in 2030

SHORE POWER

- Access to electricity and water supply in harbours for inland vessels
- Only two players active in the Dutch market
- Provide charging services in the future, when inland ships shift to electric engines



Combined Sales Strategy: Partners & Merchants

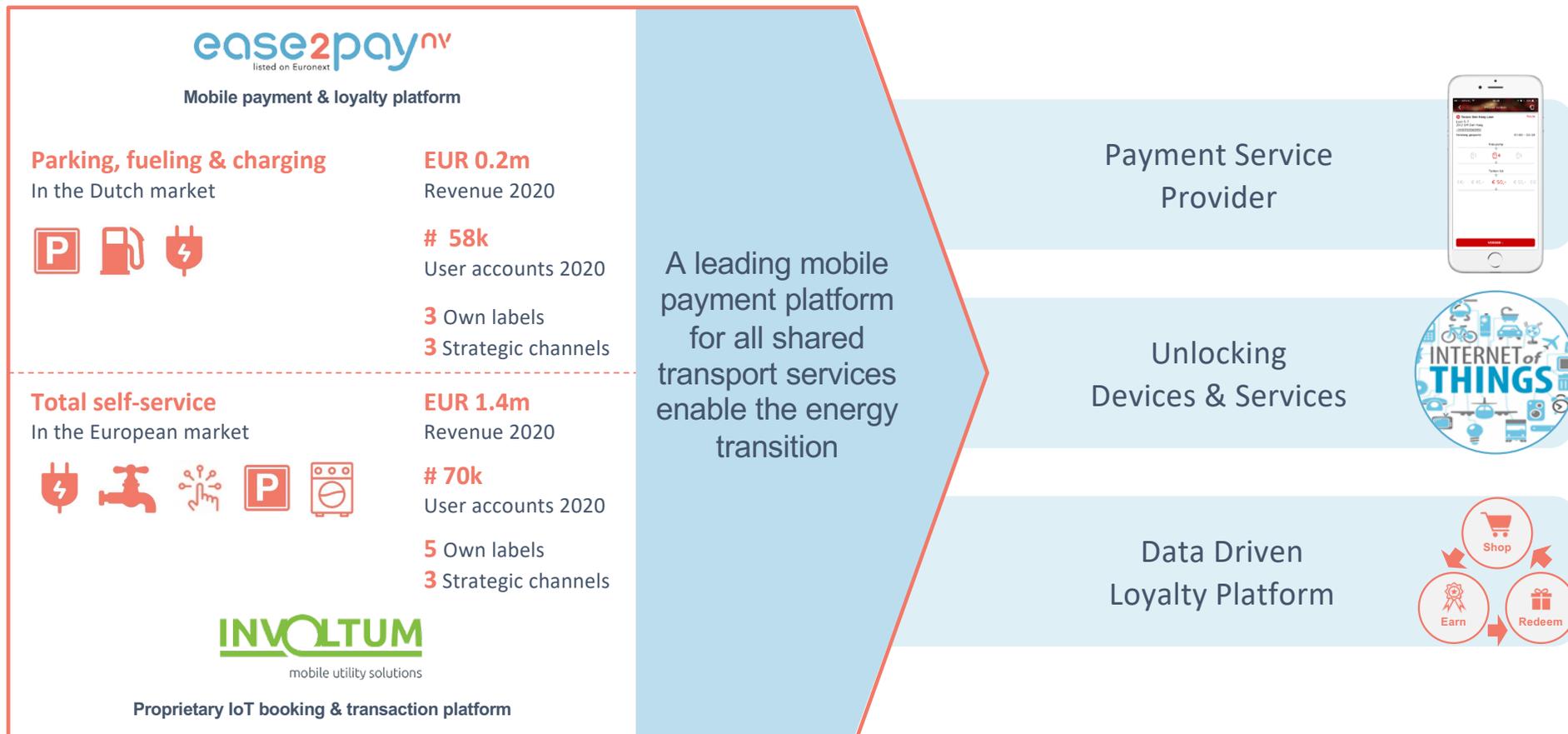


Hunting model
Actively pursue partners that offer access to large customer groups

Harvesting model
Attract smaller merchants that are active in one target group, leveraging platform and customer base

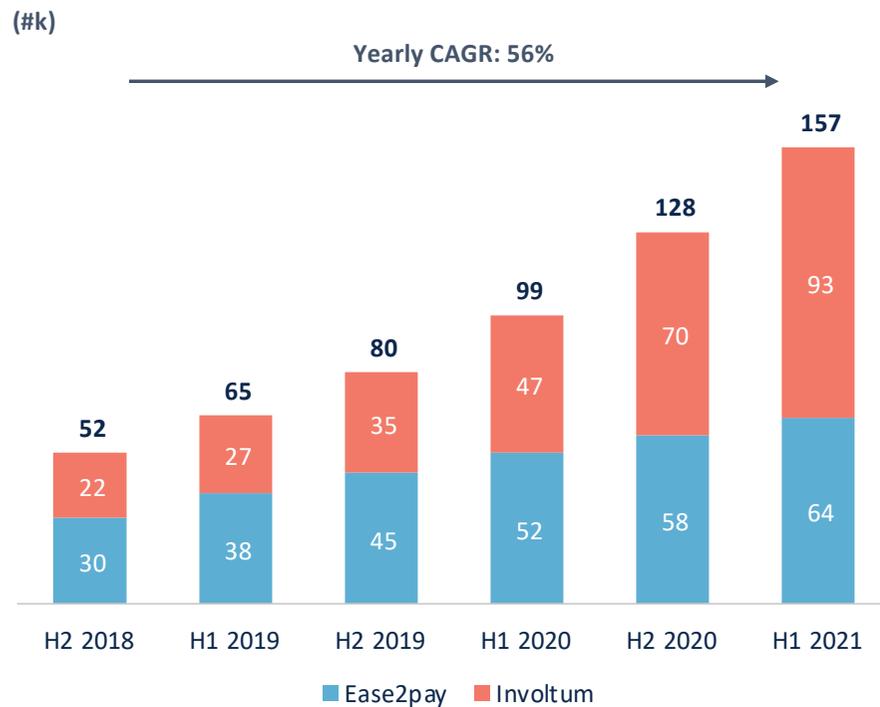
Common denominator
Attract large (semi) public merchants that are active in multiple end-markets

Merge of Mobile Payment and Self-Service Platform

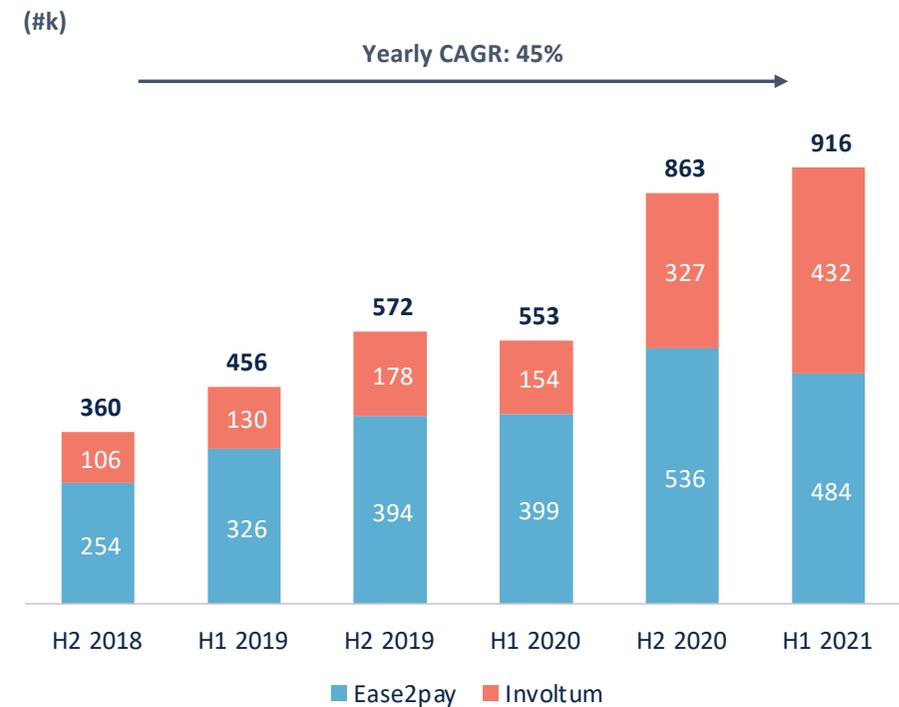


Proven Track Record and Robust Performance

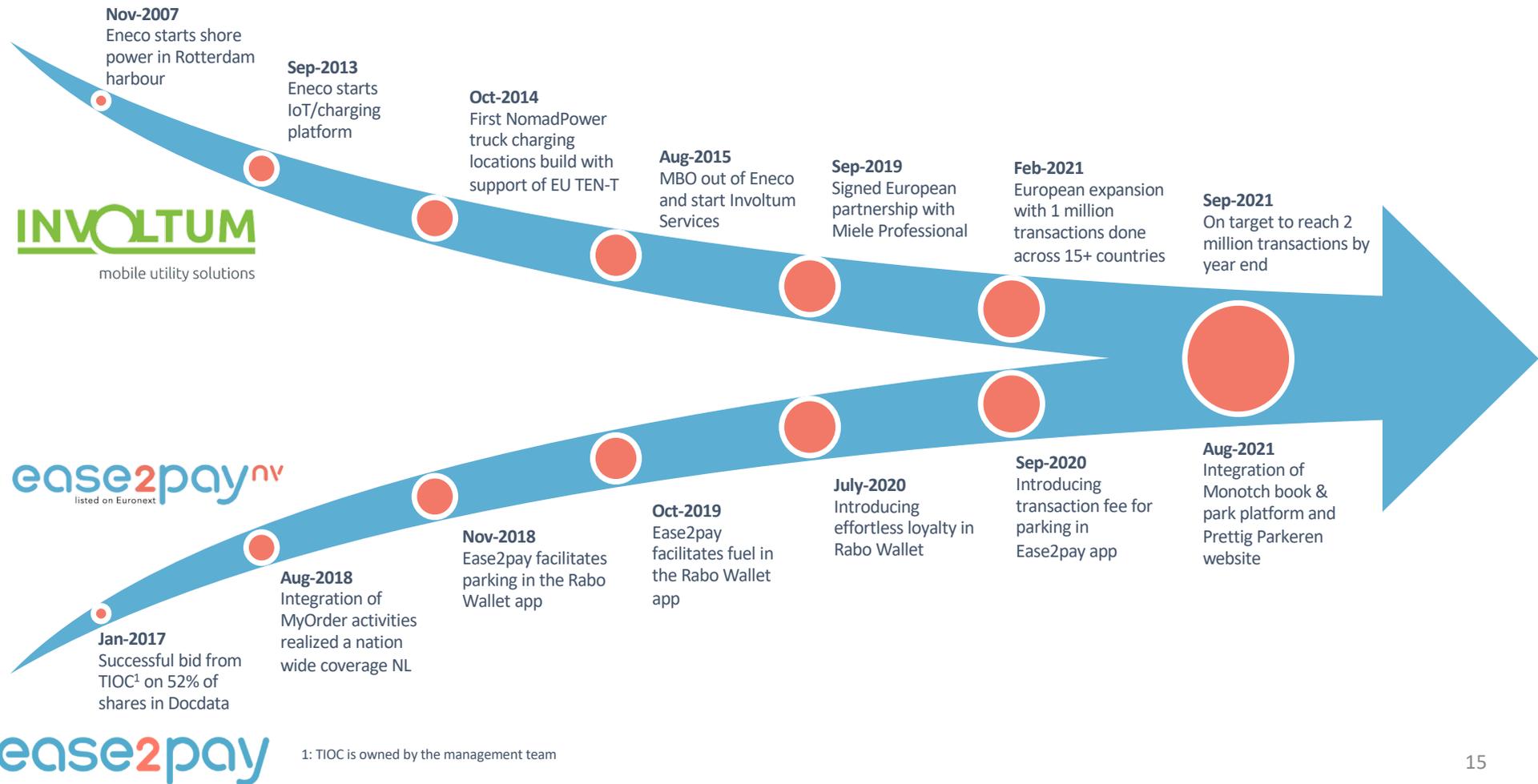
Accounts growth



Transactions processed



Proven Track Record and Robust Performance



Experienced and Invested Founder-led Management Team



Jan Borghuis
Co-CEO

Co-founder
2017 – Present

Co-founder
1995 - 2014

MSc Economics

26 years of entrepreneurship, proven track record in payments industry plus innovation leader in individual transport



Gijs van Lookeren Campagne
Co-CEO

Co-founder
2017 - Present

Co-founder
1995 - 2014

Accountant Assistant
1992 - 1995

RA – Postgraduate CPA

MSc Business Economics

26 years of entrepreneurship, proven track record in payments industry plus innovation leader in individual transport



Edwin Noomen
CFO/CTO

Managing Director
2015 - Present

Partner
2007 - 2015

Head of Structured Finance
2001 - 2007

Structured Derivatives
1996 - 2001

MSc Business Economics

11 years of experience in the financial sector and founded Involtum in 2015



Maarten Hektor
Sales & Marketing director

Managing Director
2015 - Present

Electric charging platform
2012 - 2015

Interim work for Eneco
2004 – 2012

Management Consultant
1998 – 2004

Project Office Manager
1997-1998

Trainee
1996-1997

MSc Business Administration

Founded the predecessor of Involtum in 2012 and has more than a decade of entrepreneurial experience



Hans Bevers
NomadPower director

Managing Director
2016 - Present

Fixed Income Derivatives
2006 - 2015

Fixed Income Derivatives
1999 - 2006

Analyst
1997 - 1999

MSc Economics

Joined the Involtum team in 2016, where he set up the largest European charging network for refrigeration trailers and e-trucks

I Ambitious Growth Strategy: Individual Transport

DIGITAL ON- & OFFSTREET PARKING

FUEL

EV-CHARGING

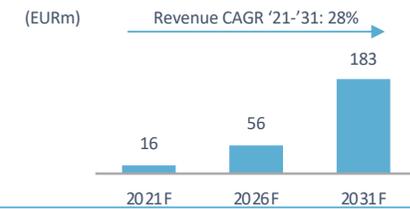
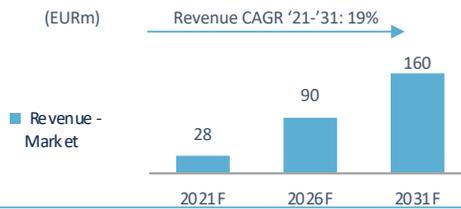
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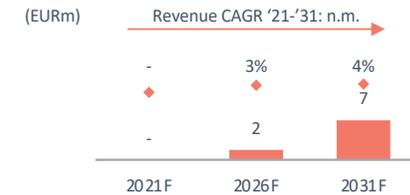
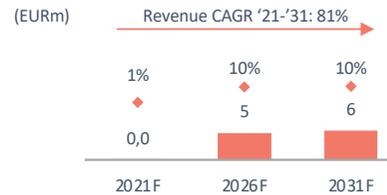
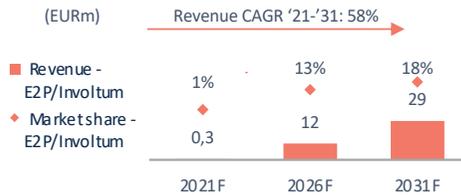
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- Plastic fuel cards are widely used against higher prices

- Many different charging point operators (CPOs)
- Market demand driven by significantly growing # of EVs
- Plastic charging cards are widely used

Dutch addressable market revenue



E2P/Involtum revenue and market share ambition



E2P/Involtum positioning / opportunity

How to win?

- Offer platform to third party channels like Rabobank
- Connect platform to large parking garage players
- Selective M&A, targeting small entrants

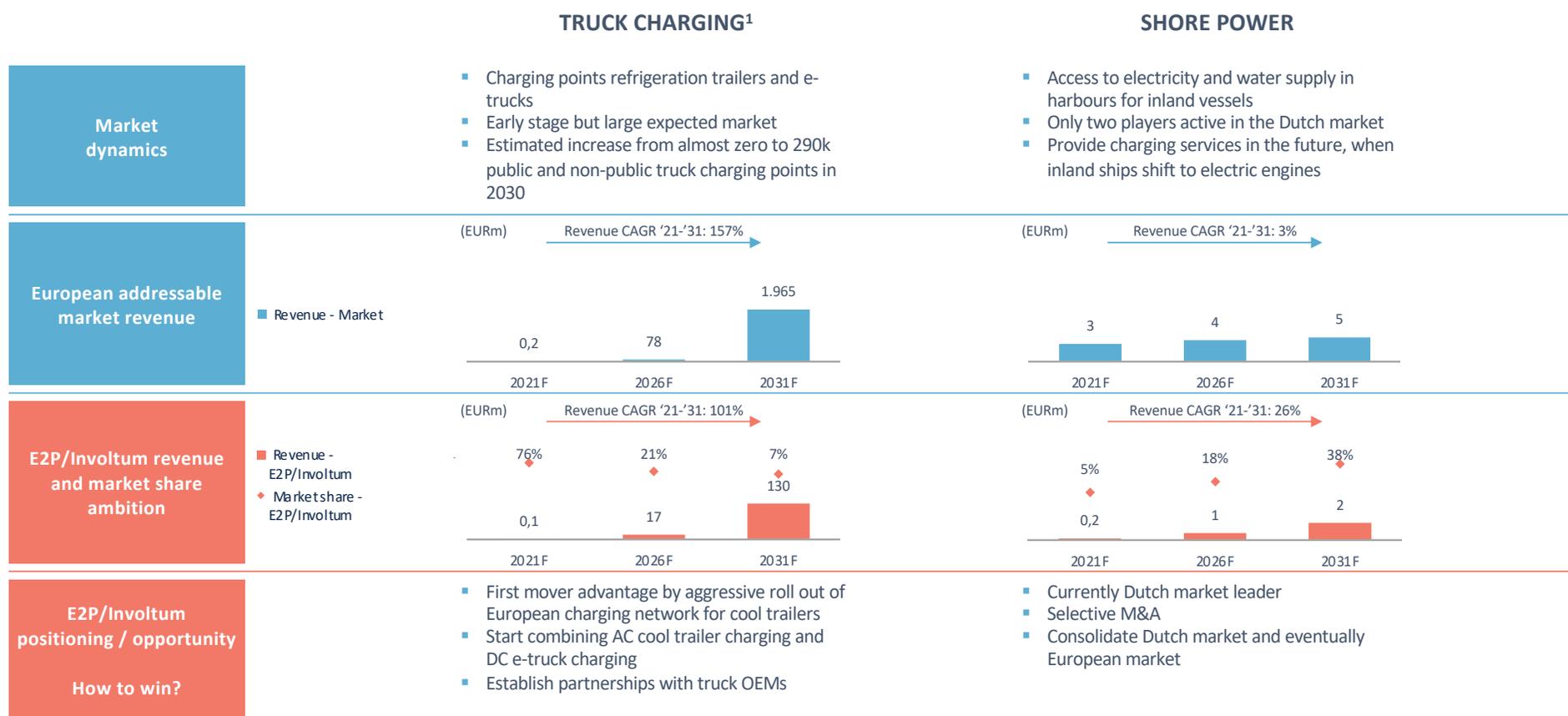
- Large Rabobank customer base will be more attractive for oil corporates
- Offer additional loyalty discounts to attract more customers

- E2P will enter the EV charging market in 2022
- Smartphone app is more transparent and convenient than current plastic charging cards
- Selective M&A in EV space

II Ambitious Growth Strategy: Recreational Transport Services

	CAMPER SITES	MARINAS																								
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European addressable market revenue	<p>(EURm) Revenue CAGR '21-'31: 10%</p> <p>■ Revenue - Market</p> <table border="1"> <tr><th>Year</th><th>Revenue (EURm)</th></tr> <tr><td>2021F</td><td>19</td></tr> <tr><td>2026F</td><td>24</td></tr> <tr><td>2031F</td><td>50</td></tr> </table>	Year	Revenue (EURm)	2021F	19	2026F	24	2031F	50	<p>(EURm) Revenue CAGR '21-'31: 9%</p> <table border="1"> <tr><th>Year</th><th>Revenue (EURm)</th></tr> <tr><td>2021F</td><td>54</td></tr> <tr><td>2026F</td><td>64</td></tr> <tr><td>2031F</td><td>132</td></tr> </table>	Year	Revenue (EURm)	2021F	54	2026F	64	2031F	132								
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How to win?																										

III Ambitious Growth Strategy: Freight Transport Services



Ambitious Growth Strategy

Scale-up capital needed to become the leading payment platform for shared services in transport

- ✓ Increase **number of transactions** and **connections** with existing merchants
- ✓ Using **network effects** and market leading position of existing labels **to gain new clients**
- ✓ **Business development** towards new strategic channels
- ✓ Roll out of **labels across new (European) countries** using blue-print of business in home-market
- ✓ Dynamic European (niche-)markets resulting in a list of **multiple acquisition opportunities**

Ambition for 2024

 >50m individual transport transactions

 >22k connected charging points

 EUR 19m revenue



58 FTE in 2024

Additional FTE for ICT (16), business development (15) and other functions (27)



Capital raise

Proceeds will be used to hire personnel plus invest in NomadPower network and management will co-invest

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