

# COMPANY PRESENTATION

SAIETTA GROUP PLC

November 2022



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**Tony Gott**  
Executive Chairman



**Wicher ("Vic") Kist**  
Group CEO



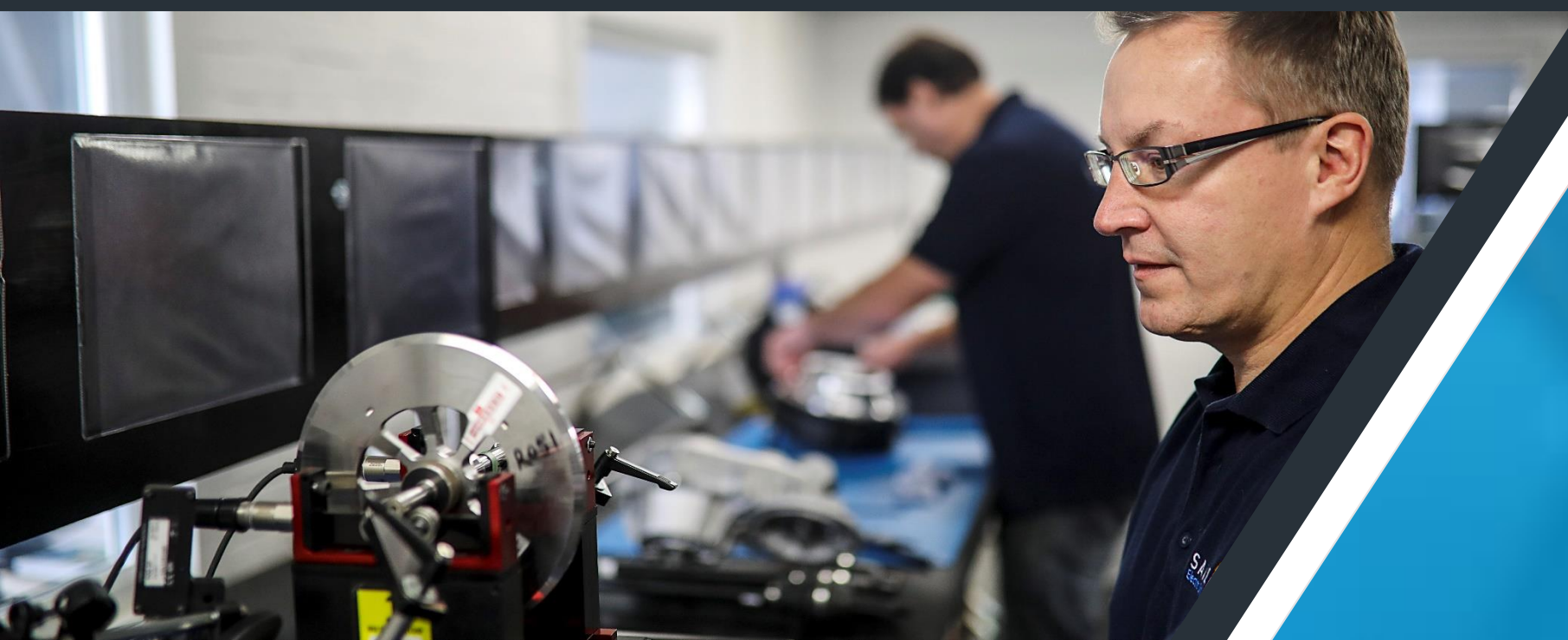
**Steven Harrison**  
Group CFO

# INTRODUCTION & OVERVIEW

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# ABOUT US SAIETTA **ELECTRIC DRIVE**

## WHAT WE DO: - A FULL E-DRIVE SYSTEMS PROVIDER

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Saietta Group is an AIM-quoted, multi-national business which designs, engineers and manufactures Light Duty and Heavy Duty eDrive solutions for electric vehicles on land from scooters to buses (Vehicle categories L, M, N and T) as well as marine applications ([www.saietta.com](http://www.saietta.com)).

Saietta has engineered breakthrough electric motor technology including proprietary AFT (Axial Flux Technology) and RFT (Radial Flux Technology) which can be combined with in-house power electronics, powertrain controls, mechanical axles, and transmissions. The designs are unique and modular, delivering both high and low voltage electric drive solutions. Saietta's difference lies in its ability to conceive powertrain solutions tailored to deliver competitive advantage and its turnkey engineering services designed to fast-track electric vehicle manufacturers from concept to start of production.

To demonstrate the outstanding attributes of the AFT technology the company also founded its own next-generation marine propulsion division Propel ([www.propel.me](http://www.propel.me)) which delivers solutions for boating in the electric era that support the transition to decarbonization and clean mobility on waterways.

# SAIETTA OPPORTUNITY

## AN INDUSTRY IN TRANSITION: - FOCUSING ON KEY SEGMENTS

- › Global automotive industry 74,000 enterprises (2017) and >USD \$2.3 trillion revenue
- › Undergoing a transformation to electrification globally
- › Urban commercial transport shifting to new types of vehicle platform
- › Driven by Asian demographics the 2-wheeler market is forecast to exceed passenger car market by 2030
- › Cost & weight of batteries is a real challenge in certain commercial and lightweight applications

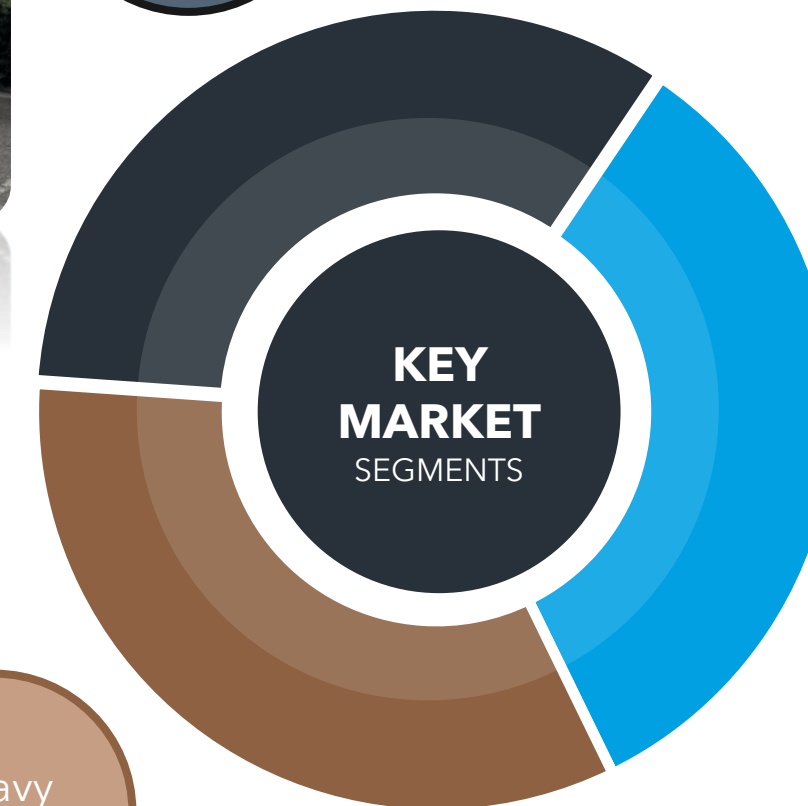
› **Saietta has the products and technology to overcome the challenges that exist with regards to these specific segments**



Light  
Duty



Marine



Heavy  
Duty





# SAIETTA KEY ACHIEVEMENTS

+ Heavy Duty

+ Power Electronics

+ Marine Products

+ Upgrade - Full eDrive system

+ Sunderland Manufacturing Facility

+ ConMet



Preparing for 2023 mass production

## Progress

- › July 2021 IPO on AIM raising £37.5m from blue chip institutional investors
- › Nov 2021 acquired a commercial vehicle e-drive business for <€2m (with 2.6m in service kilometres)
- › Secured a valuable in-house power electronics capability allowing the group to offer integrated e-drives as opposed to stand alone motors
- › Developed an award-winning fully integrated marine e-drive system and generated €1.5m revenue in the first year
- › March 2022 increased group income from £0.9m to £4.3m (including £0.7m worth of grants)
- › April 2022 took over factory from ZF that had already made 25 million electric motors for automotive OEMs and for £1.1m acquired production lines and equipment that had an estimated original cost of £23 million\*
- › June 2022 grant for £2 million from the UK Government's Automotive Transformation Fund
- › July 2022 secured a cornerstone customer and partner - major US Tier 1 supplier
- › August 2022 raised a further c. £24m from institutional investors
- › November 2022 prototype e-drives delivered to a number of OEM customers in Asia

**\*Note:** this is the historical cost for assets acquired between January 2000 and March 2021 with depreciation applied



# ADDRESSING **KEY MARKET AREAS**

WHAT WE DO: - A FULL E-DRIVE SYSTEMS PROVIDER

November 2022

**Power Electronics & Controllers**



**Heavy Duty Direct Drive**



**Fully integrated drive train**



**Marine Applications**



**Inverter & Software**



**Light Duty Electric Motor**



**Heavy Duty Electric Motor**



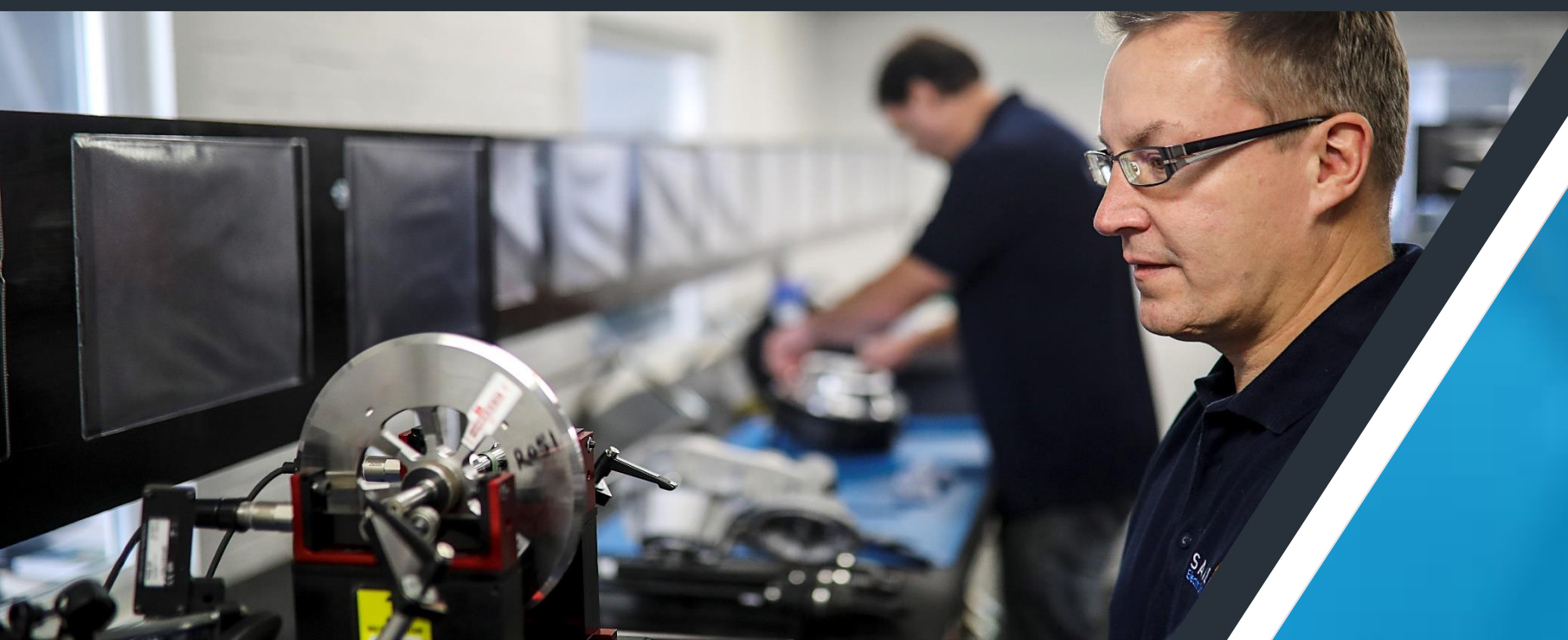


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# LIGHT DUTY

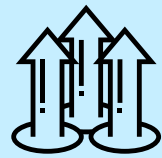
Location: Silverstone, United Kingdom

LIGHT DUTY TECHNICAL CENTRE



Location: Upper Heyford, Oxfordshire UK

LIGHT DUTY PROTOTYPE DEVELOPMENT



## Commercial Traction

- › Initial contract wins for prototype integrated AFT140 based e-drive systems from four Light-duty vehicle manufacturers around the world: Ayro Inc (USA), Electric Assisted Vehicles Limited (UK), an established OEM of Light-duty vehicles in India, and a new European vehicle platform developer.

Additionally, having secured key JV with:



## Padmini VNA

- › The Company is working on proof-of-concept e-drive system designs for two further potential high volume Light-duty commercial vehicle customers (based in India).



## Going Forward

- › Completing product approval phase with eDrive partner for a number of vehicle platforms



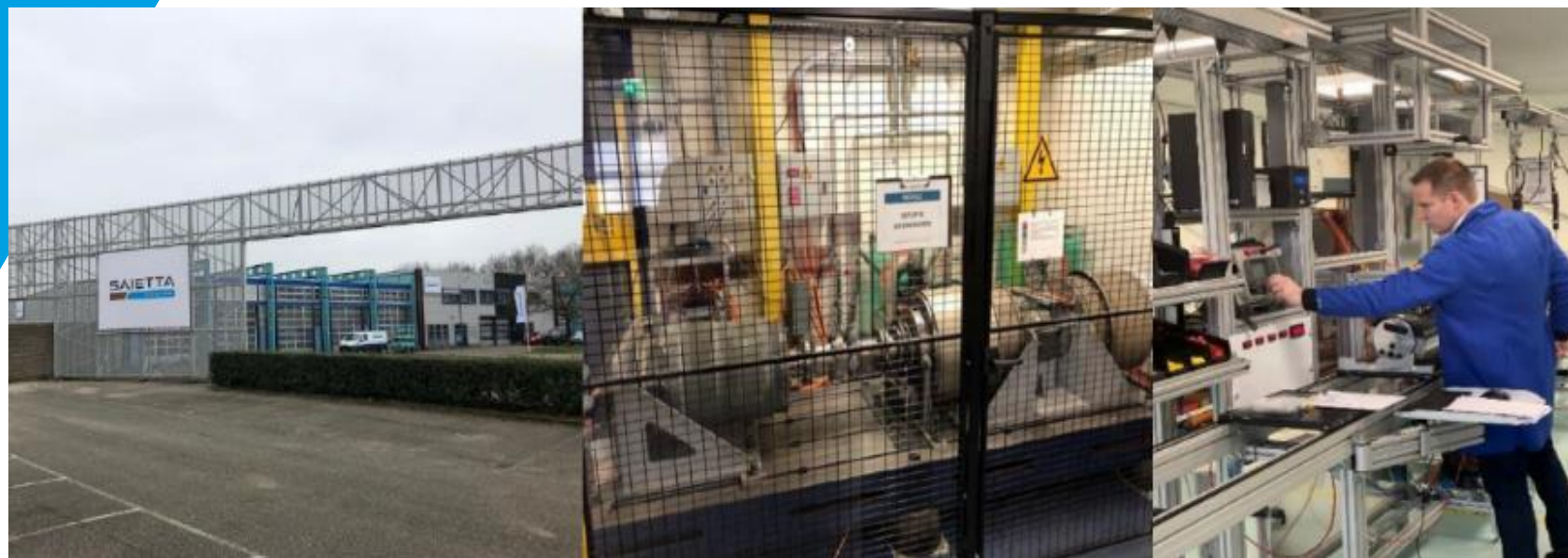


# HEAVY DUTY

## Growth in Key Heavy Commercial Market

Location: Apeldoorn, The Netherlands

### COMMERCIAL & BUS DRIVE TECHNICAL CENTRE



- › Saietta's Netherlands based Heavy Duty Division is a designer, manufacturer, and supplier of complete electric powertrain systems for heavy commercial vehicles with a range of in-wheel motor-based axles, high voltage power electronics and control system technology.
- › Vehicles powered by this division have completed over 2.6 million in service kilometres in the Europe since 2009.
- › 2022 has seen a step change in the business to secure a transformational partnership for full commercialisation of Saietta products with major USA tier 1 manufacturer.
- › Consolidated Metco Inc. a global leader in hub and brake assemblies has revenues of USD \$1.5 billion, and is an award winning supplier to:



**VOLVO**

**CONMET**

**2020**

DAIMLER  
MASTERS OF  
*Quality*  
SUPPLIER AWARD



**31 Years**

Consolidated Metco, Inc. - Monroe, NC

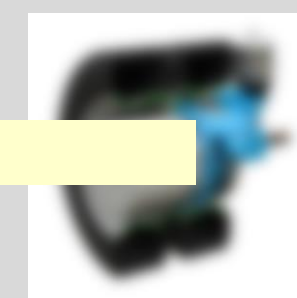
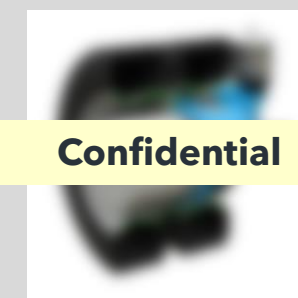
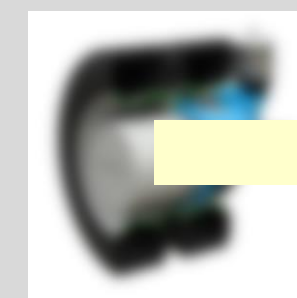
**17 Years**

ConMet de México, S.A. de C.V. (Metals) – Ciénega de Flores, Nuevo León

**2 Years**

ConMet de México, S.A. de C.V. (Plastics) – Ciénega de Flores, Nuevo León

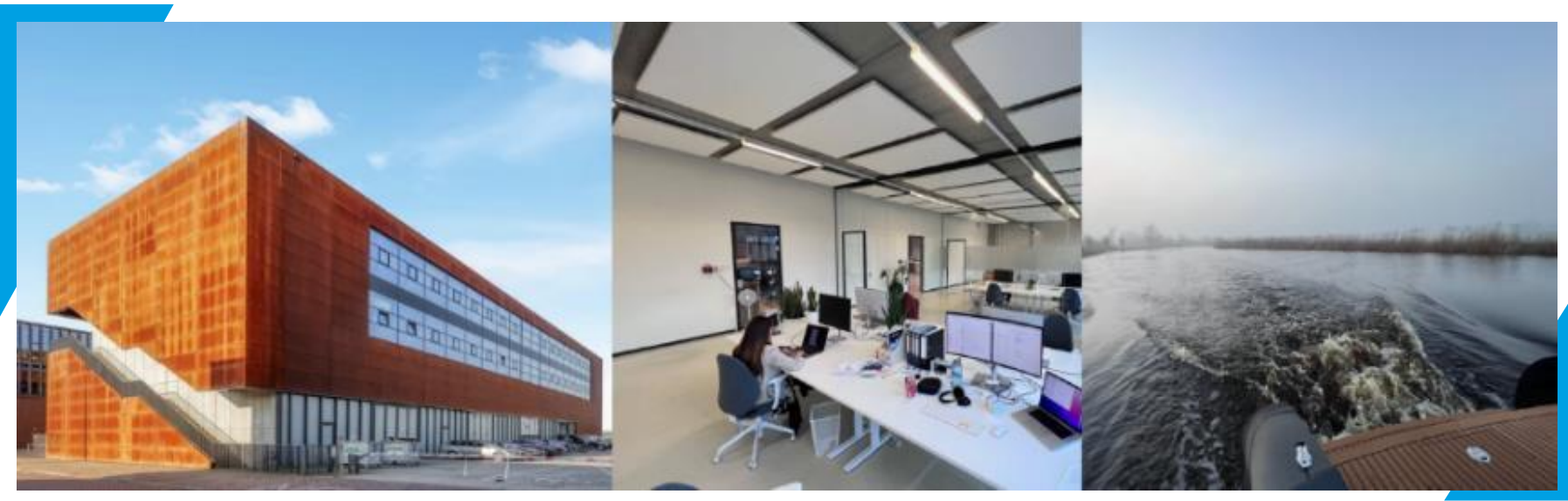
- › **Consolidated Metco Inc. has 18 million ConMet hub assemblies on the road with 1.3 trillion miles travelled.**
- › **Saietta is developing three new products for commercial launch into this customer base with production from 2023 onwards**



**Confidential**

# MARINE DIVISION - PROPEL

Location: Amsterdam, The Netherlands  
PROPEL HQ & SAIETTA SOFTWARE DEVELOPMENT



-  Urgent Requirement
-  Commercial Success
-  Proven
-  High Margin & Value Area
-  Strategic Sector

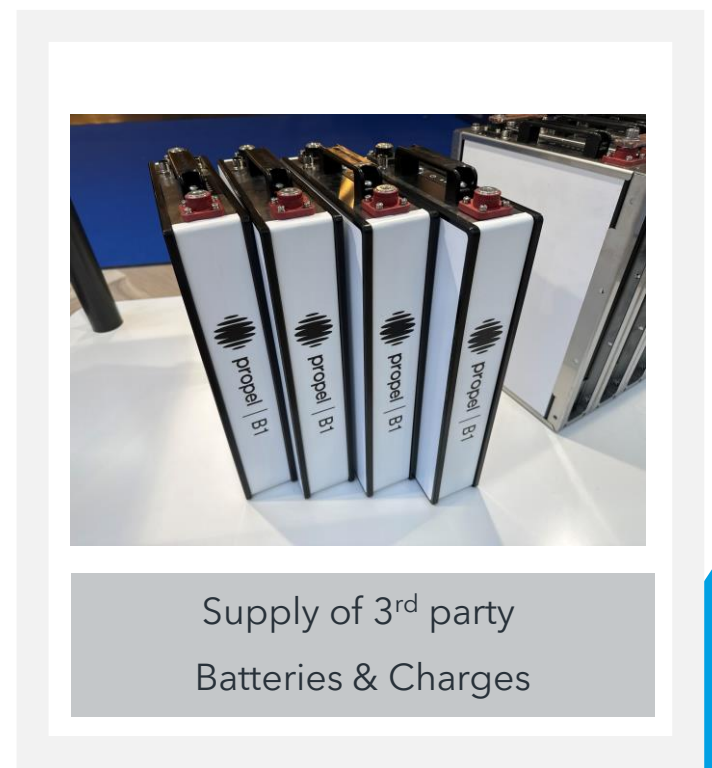
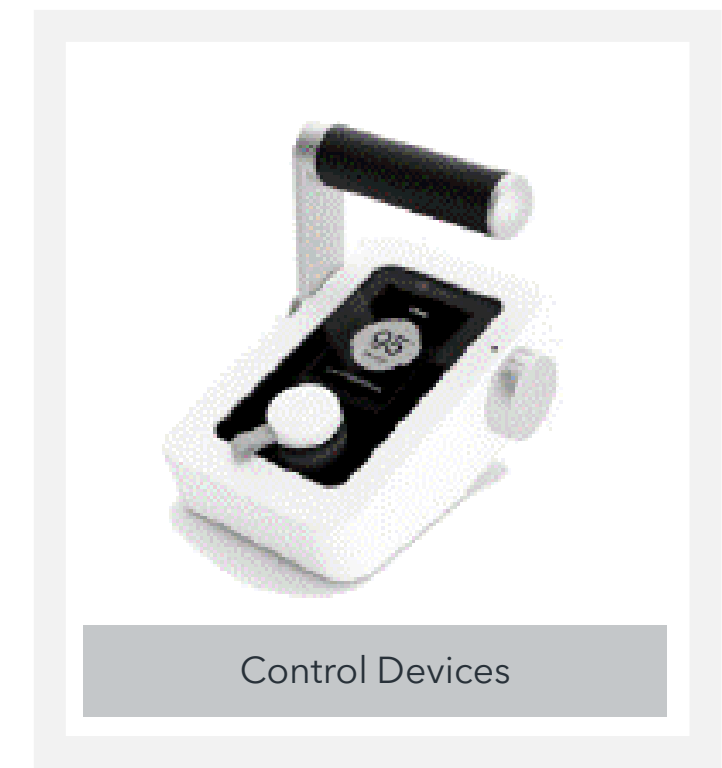
Meaningful legislative drive with some marine ICE prohibitions from 2023, plus the Recreational Craft Directive and the Non-Road Mobile Machinery Directive

Award winning launch of two AFT140 based marine propulsion e-drive systems - the S1 outboard and D1 inboard with first units sold, distributors signed up and order book building.

The ability of the Group to leverage AFT technology into commercially successful vertically integrated e-drive systems and get them to market within months.

By vertically integrating the entire system Saietta captures greater margins and gets its e-Drives to market fast

The market comparables of Torqeedo and Pure watercraft have valuations over USD \$0.5bn and the Board believes the Saietta products are superior.

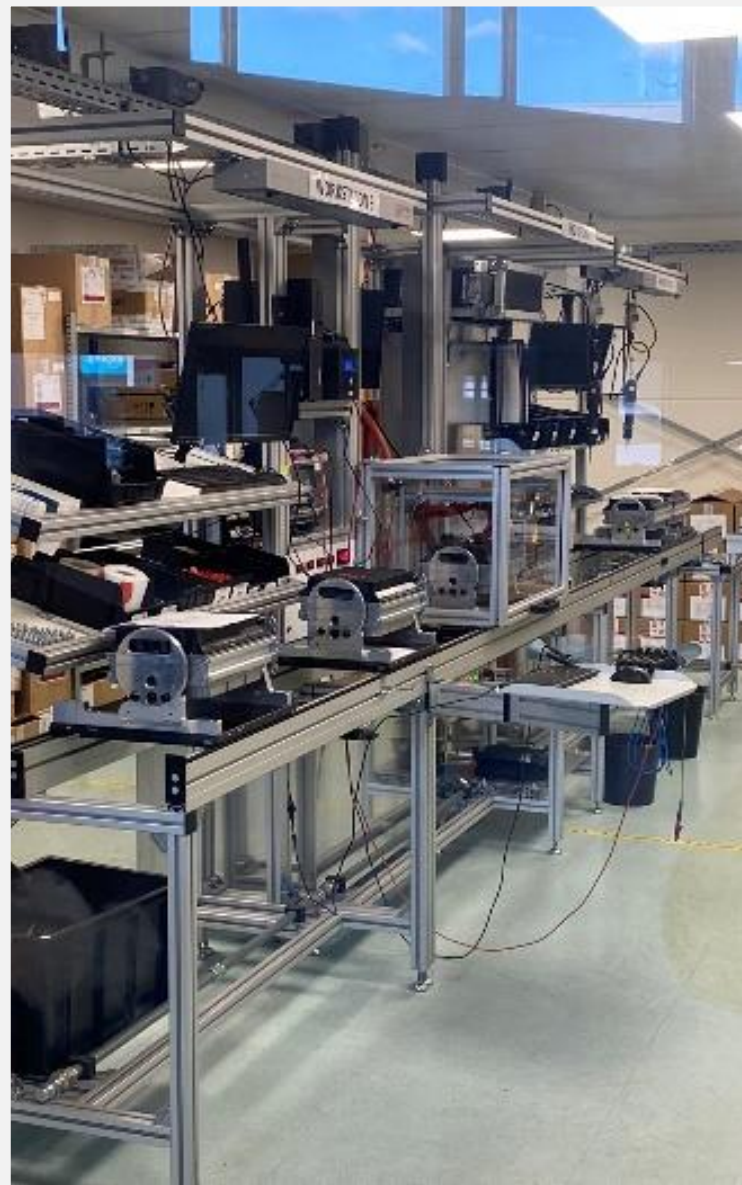




# POWER ELECTRONICS CAPABILITY

Through the acquisition of e-Traction in November 2021 the group obtained

Automotive Power Electronics Intellectual Property, A Proprietary Software Platform, Powertrain Control Systems, An Online Diagnostics Suite And The Corresponding Manufacturing Capabilities:



This has enabled Saietta to:

Progress the development of its in-house integrated inverter for AFT products. This additional capability means that inverter and powertrain controls may be supplied to end customers fully integrated with AFT motors and other products.

- › The power electronics components of electric vehicle drive systems cover the inverter, powertrain control module (PCM), power distribution unit (PDU) and EDiSA.
- › Collectively they determine key elements of the vehicle's efficiency, safety and operational status.
- › As the EV industry develops the demand is high for this capability as evidenced by M&A activity by Borg Warner, Kohler and Addtech Group



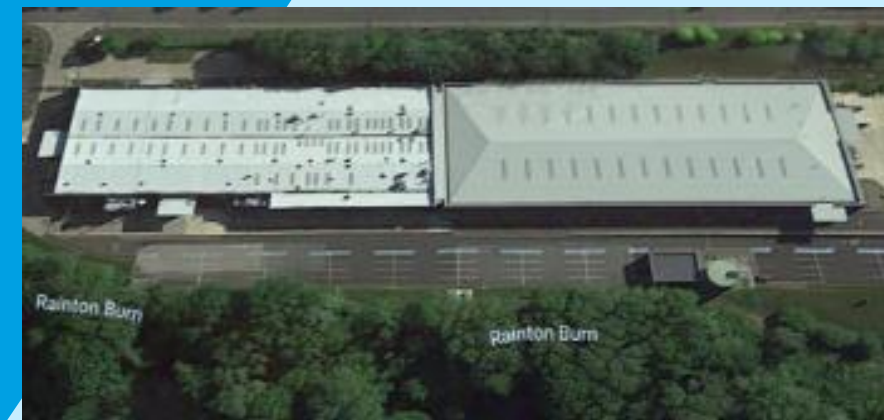
# MANUFACTURING CAPABILITY

- › Saietta purchased a total of 4 motor production lines and an electronic circuit board production line to meet the needs of Saietta's customers going forward, potentially representing a meaningful cost saving.
- › The Sunderland Factory has to date manufactured over 25 million electric motors for automotive OEMs
- › A 39 strong team with established functions in procurement, production, quality control and aftersales – as well as an established supply and logistics framework.

**\*Note:** this is the historical cost for assets acquired between January 2000 and March 2021 with depreciation applied

Location: Sunderland

HIGH VOLUME PRODUCTION LOCATION

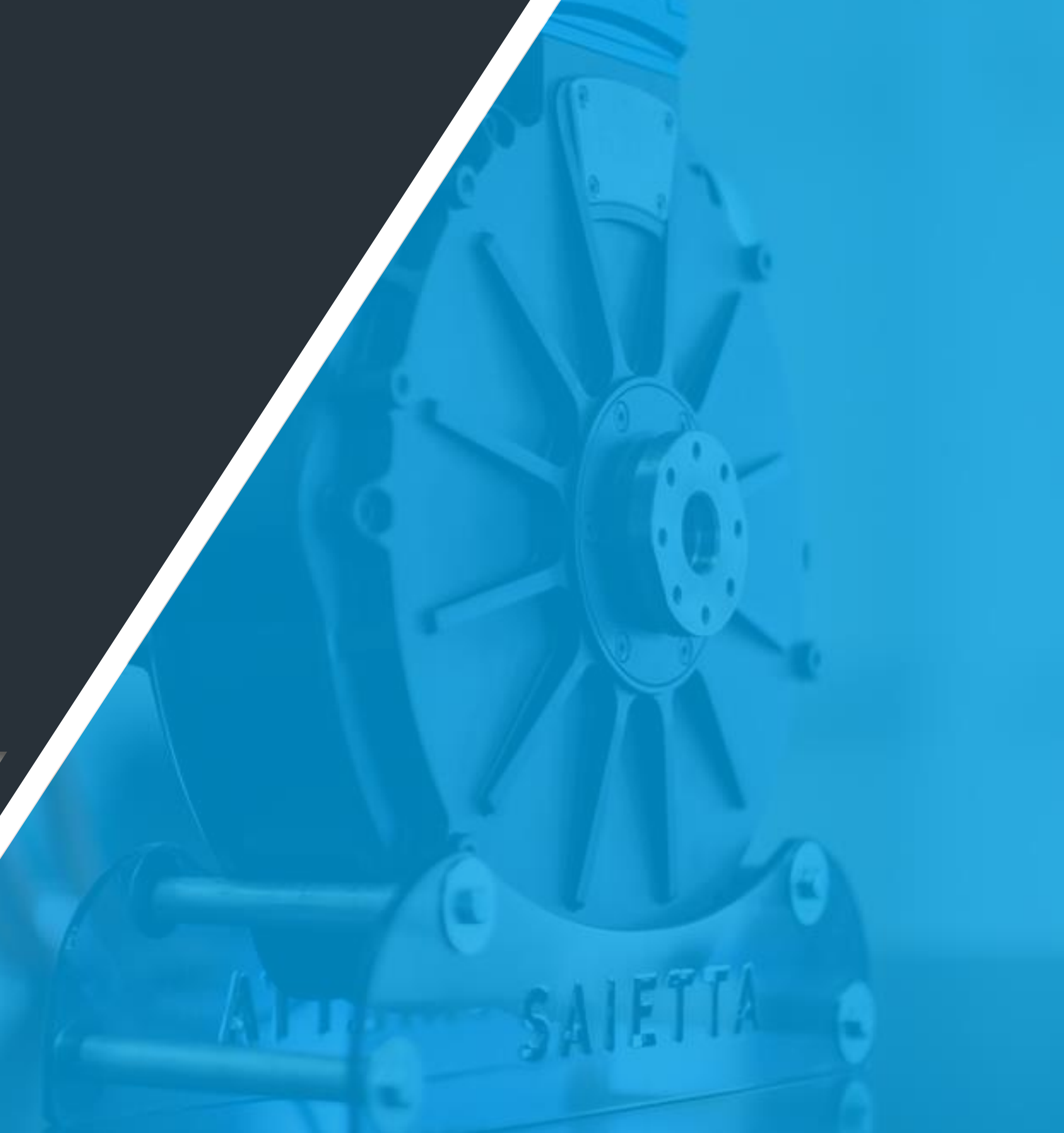
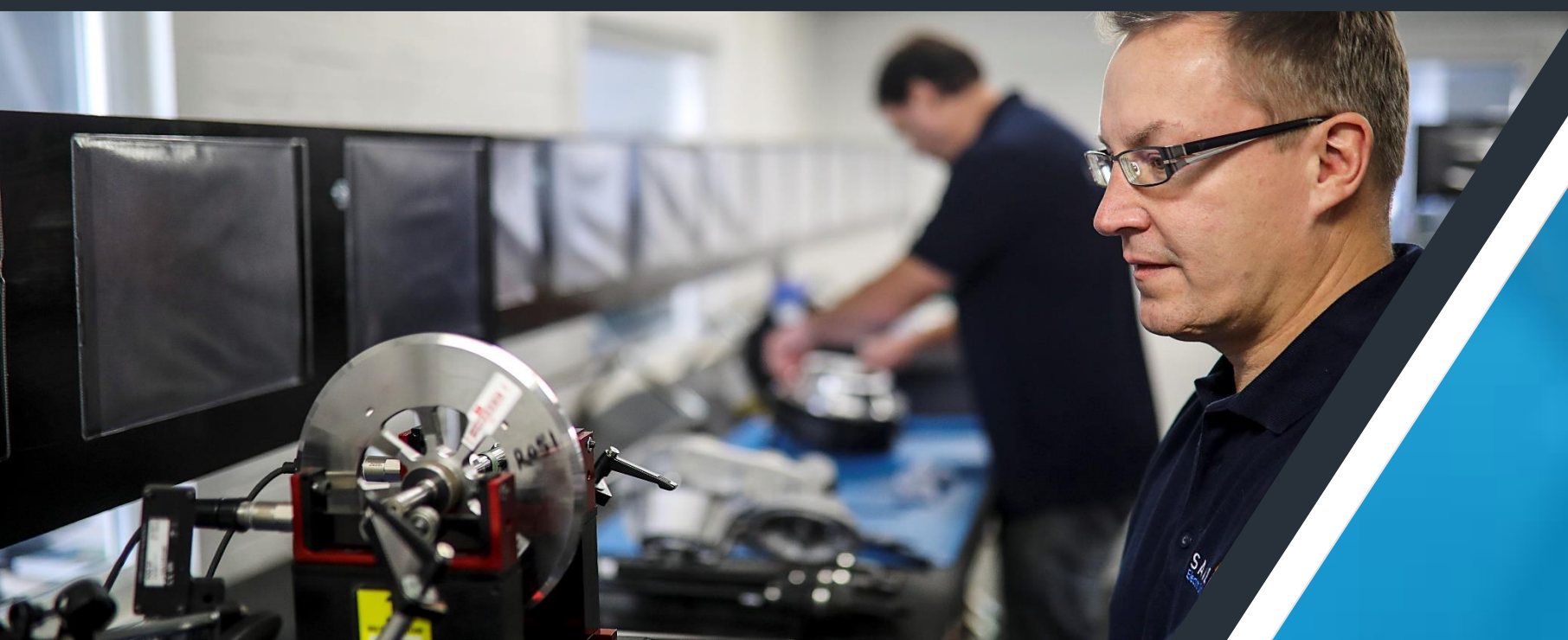




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# CONCLUSION

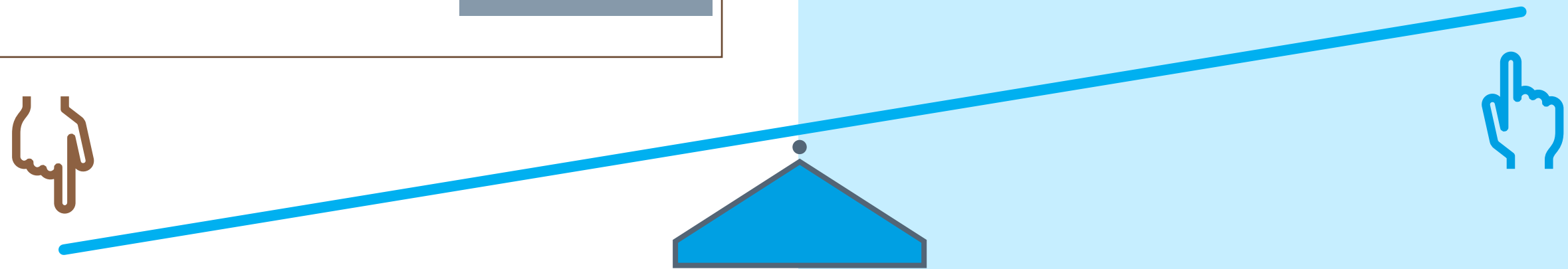
## COMMERCIAL TIPPING POINT

### DEVELOPMENT GOALS:

	Develop from motors to full e-Drive Systems	→	Complete
	Expand applications to commercial and marine	→	Complete
	Establish Production Capacity	→	Established
	Deliver Demonstrators	→	Complete
	Secure initial cornerstone OEMs & Distributors	→	Continued

### COMMERCIAL RESULTS:

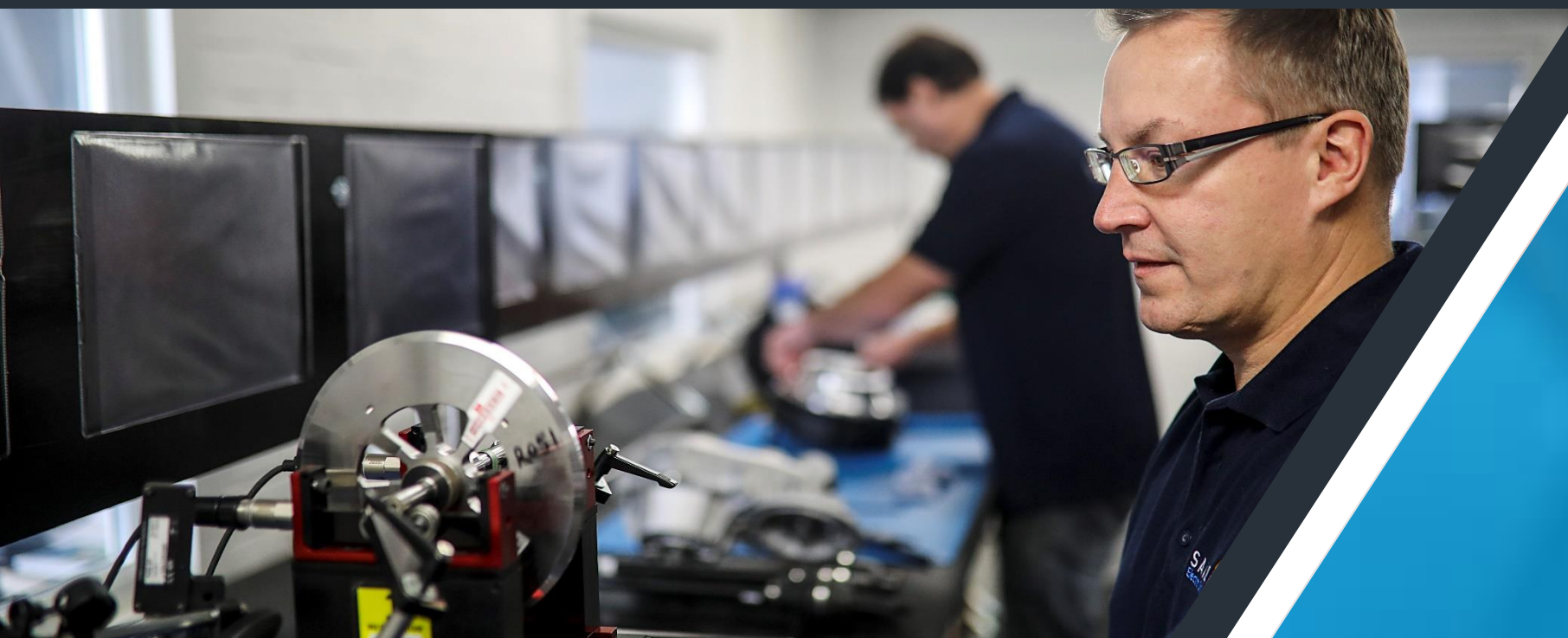
Commercial Mass Production & Sales:		
Inboard Marine Motor		2022
Outboard Marine Motor	→	2023
Light Duty 2WD	→	2023
Light Duty 3WD	→	2023
Medium Duty 4WD	→	2023
Heavy Duty IWG	→	2023
Heavy Duty IWM	→	2024






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# LOTS OF NON-RNS INFO AT [HTTPS://WWW.SAIETTA.COM/NEWS](https://www.saietta.com/news)



**Propel ready for S1 electric outboard motor production and sales**  
NOVEMBER 04, 2022

Propel S1 electric outboard motor will enter commercial production in Q1 2023 for distribution across Europe. S1 design delivers...


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**Saietta VNA ramps up its eDrive 'Make in India' strategy**  
OCTOBER 21, 2022

As India embraces the transition to sustainable mobility, Saietta ramps up its dedicated 'Make in India' strategy. New Radial...


[READ MORE](#)



**Saietta showcases fully integrated eDrive technologies at IAA Transportation 2022**  
SEPTEMBER 20, 2022

State-of-the-art electric drive solutions underscore Saietta's leading expertise in fully integrated eDrive systems. Global debut of all-new Central Motor...


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**Saietta posts impressive half-year results to cap a successful year of growth**  
OCTOBER 21, 2022

Sales revenue and profit margins increase in the last six months as SAIETTA launches its state-of-the-art electric motors. The...


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**Saietta launches Propel: A new force in electric marine motors**  
NOVEMBER 15, 2022

Established to deliver advanced next-generation electric marine propulsion solutions, Propel will premier at the Marine Equipment Trade Show in Amsterdam on 16-18 November. Propel will...


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**Saietta acquires e-Traction from Evergrande New Energy Vehicle Group**  
NOVEMBER 11, 2022

e-Traction a supplier of electric drivetrains and high voltage power electronics for heavy goods vehicles and buses. Acquisition accelerates...


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**Saietta Group ready for the end of the ICE Age**  
NOVEMBER 04, 2022

Saietta, a UK tech company that has developed a proprietary new electric motor for all forms of transport, is ready...


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**UK-based Saietta anticipates boom in electric motor demand**  
NOVEMBER 04, 2022

Saietta, a UK-based developer of a novel axial flux electric motor design, which combines both distributed windings with a yokeless...


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**Saietta secures major UK Government research contract**  
NOVEMBER 03, 2022

Saietta Group wins significant Advanced Propulsion Centre grant funding to fast-track production of company's proprietary EV motor technology. Allows...


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**SAIETTA to showcase innovative light duty eDrive solutions at Cenex-LCV**  
SEPTEMBER 06, 2022

Global eDrive solutions provider will showcase light duty portfolio. Range of integrated solutions for two, three- and four-wheel applications...


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**eDrive Specialist Saietta Group goes from strength to strength**  
AUGUST 12, 2022

Saietta Electric Drive is now a leading provider of complete Electric Drive (eDrive) solutions for the Light Duty and...


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**Saietta accelerates transition to a provider of fully integrated e-drive systems**  
JUNE 15, 2022

Driven by customer demand and market growth, Saietta's Axial Flux Technology (AFT) electric motor is now available with integrated power electronics, modular gearbox and bespoke axle architecture. Expanded...


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**Saietta announces tech collaboration project focusing on inner-city mobility solutions with Electric Assisted Vehicles**  
SEPTEMBER 27, 2022

Electric mobility pioneer Saietta to become exclusive supplier of advanced in-wheel traction motors to Electric Assisted Vehicles (EAV) first application...


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**Saietta's motor break-through for lightweight e-mobility**  
AUGUST 04, 2022

British electric mobility innovator Saietta Group plc brings highly efficient, mass-producible Axial Flux Technology (AFT) e-motors to market. Powerful...


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**Saietta Group plc raising £37.5 million to accelerate growth strategy**  
JULY 05, 2022

Saietta to list on UK's AIM market, with expected gross proceeds of £37.5m and market cap of £102m at...


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**Oxford Tech Company to expand production facilities and create more than 150 jobs**  
SEPTEMBER 01, 2022

1st September 2022 An Oxfordshire based tech company which manufactures a lightweight motor for the electric vehicle (EV) industry, has announced...


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**SAIETTA Group posts best-ever annual trading figures thanks to accelerated growth**  
APRIL 12, 2022

Fourfold increase in trading revenue in 2021-22 financial year. APT 140 motor production moves from concept to commercial sale...


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**SAIETTA accelerates growth with a new manufacturing facility in Sunderland**  
APRIL 04, 2022

SAIETTA establishes manufacturing capability more than two years ahead of schedule. Former ZF Automotive facility to be repurposed to...


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**Saietta accelerates zero-emission solutions for polluting buses and coaches**  
MARCH 23, 2022

High-tech engineering team undertaking an ambitious clean-up operation of dirty buses and coaches currently in use in major cities...


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**Saietta showcases in-wheel motor technology**  
MAY 25, 2021

Saietta uses a smart mobility platform to demonstrate the feasibility of in-wheel motors for inner city electric vehicles. Located...


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**Saietta's motor takes lightweight EVs 10% further**  
MAY 14, 2021

Independent testing confirms Saietta's APT 140 electric motor increases the range of a standard Renault Twizy by 10% Trials...

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**Saietta partners with Tier 1 supplier Padmini VNA for Indian electric motor sales**  
MAY 06, 2021

Saietta's innovative axial flux technology (AFT) is the ideal motor solution for the electrification of the Indian 100cc motorbike...

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# US: TRUCK MARKET REGULATION

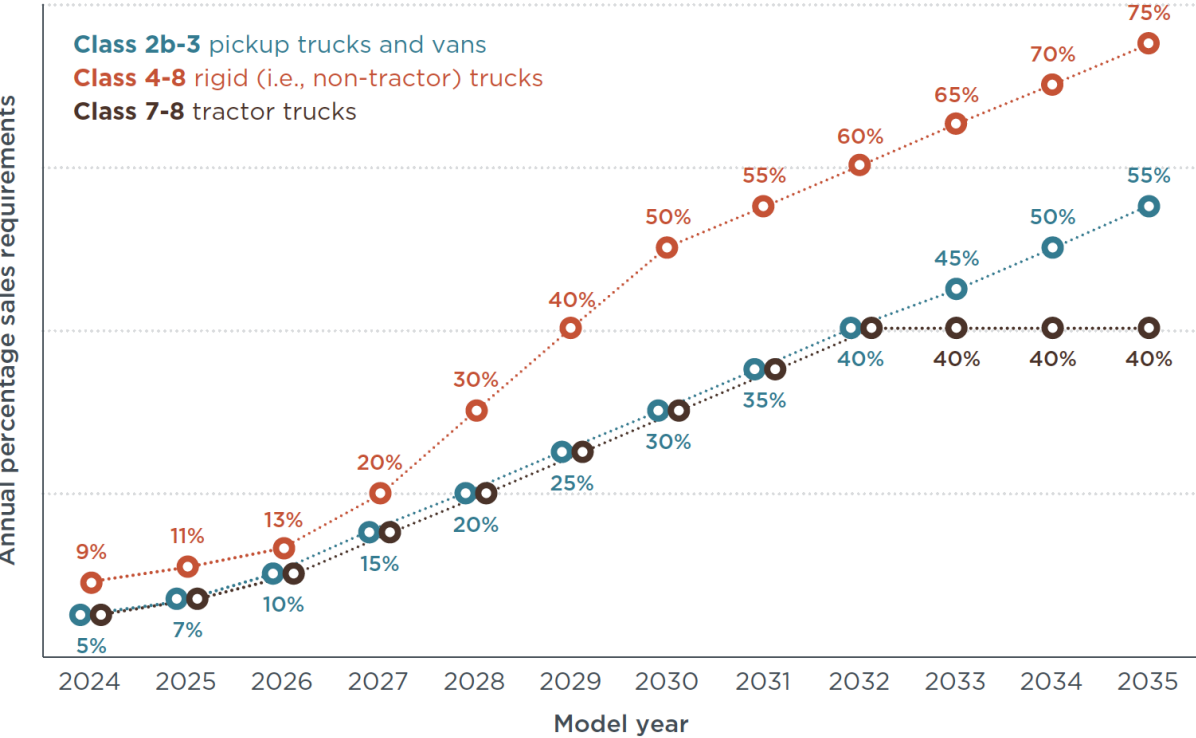


Figure 1: Zero-emission sales percentage schedule by vehicle group and model year.

<https://theicct.org/publication/californias-advanced-clean-trucks-regulation-sales-requirements-for-zero-emission-heavy-duty-trucks/>

MoU states (United States)	2020	Sales of heavy-duty trucks to be 30% zero-emissions by 2030 and 100% by no later than 2050.
California (United States)	2019/ 2020	Beginning in 2019, 100% of new buses purchased by transit agencies should be zero-emissions. All medium and heavy-duty vehicles in operation should be 100% zero-emissions by 2045, where feasible.

<https://www.iea.org/reports/trucks-and-buses>

New York and Massachusetts are the latest states to adopt the Advanced Clean Trucks Rule to require truck makers of **vehicles greater than 8,500 pounds** to sell an increasing number of clean, **zero-emission vehicles**.

The states join New Jersey, Washington, Oregon and California, in adopting the regulation, which requires an increasing percentage of zero-emission truck sales starting with Model Year 2025 and **ramping up through Model Year 2035**. Californian was the first to adopt the rule.

<https://www.truckinginfo.com/10158758/six-states-now-committed-to-zero-emission-truck-rules>

The proposed revisions to existing GHG standards for MY2027 and beyond would set updated GHG emissions standards for subsectors where electrification is advancing at a more rapid pace. These sectors include school buses, transit buses, commercial delivery trucks and short-haul tractors. In a separate action, EPA will be setting new GHG emissions standards for heavy-duty vehicles as soon as model year 2030. This action will comprehensively address the long-term trend towards zero emissions vehicles across the heavy-duty sector.

<https://www.epa.gov/newsreleases/epa-proposes-stronger-standards-heavy-duty-vehicles-promote-clean-air-protect>

The biggest influence of all these factors is being seen in California, which has been the highest revenue contributor to electric truck EMs in the country till now. Additionally, driven by the government’s EV initiatives, experts predict that the state will have at least 1.2 million electric trucks by 2035

[https://www.researchandmarkets.com/reports/5128905/u-s-electric-truck-market-research-report-by?utm\\_source=BW&utm\\_medium=PressRelease&utm\\_code=tzclxg&utm\\_campaign=1706402+-+United+States+Electric+Truck+Market+Report+2022%3a+Industry+Size+and+Demand+Forecast+to+2030&utm\\_exec=chdo54prd](https://www.researchandmarkets.com/reports/5128905/u-s-electric-truck-market-research-report-by?utm_source=BW&utm_medium=PressRelease&utm_code=tzclxg&utm_campaign=1706402+-+United+States+Electric+Truck+Market+Report+2022%3a+Industry+Size+and+Demand+Forecast+to+2030&utm_exec=chdo54prd)

# EU: TRUCK MARKET ELECTRIFICATION FORECAST

## Projected European electric market volume 2018-2026

Published by Mathilde Carlier,  
Jan 19, 2022

The European electric truck market is forecast to grow by a compound annual growth rate of just over 71 percent from 2020 to 2026, reaching some 20,200 units by 2026. This makes Europe the second **regional market for electric trucks**, behind Asia-Pacific.

Volvo has set targets for **50% of its global sales to be electric by 2030**, and to be selling only **fossil-free trucks by 2040**.

ACEA, the **European** association of motor vehicle makers, predicts that by **2025** there will be approximately **40,000** battery-electric medium and heavy-duty trucks in Europe, and **270,000 by 2030**.

Electric vehicles are gaining traction as part of this shift, with rapid penetration expected beyond 2025 as the market matures for EV adoption and more EVs become available for commercial sale. In Europe, the battery-electric trucks in the **medium-duty** (MD) and **heavy-duty** (HD) segments will reach **28,648 and 160,561 units by 2030**, respectively. Battery-electric truck penetration will be the highest in Germany, with 48.2% **in the MD segment and 43% in the HD segment**.



<https://www.statista.com/statistics/1283451/europe-electric-truck-market-forecast/>



<https://www.truckinginfo.com/10153752/volvo-take-the-leap-in-electrification>



<https://www.globenewswire.com/en/news-release/2022/02/03/2378496/28124/en/European-Medium-duty-and-Heavy-duty-Electric-Trucks-Markets-2021-2025-New-Product-Launches-and-Competitive-Intensity-will-Accelerate-the-Future-Growth-Potential.html>





# THANK YOU

At Saietta, we're forging a new way: a new generation of ultra high-efficiency, high power-to-weight, compact, lightweight electric motors and controllers specifically designed to propel a broad range of vehicles into a new era.

**VIEW OUR WEBSITE FOR MORE INFORMATION**

[www.saietta.com](http://www.saietta.com)

