



# **CENNTRO**

**NASDAQ: CENN**

**FULL YEAR 2021  
EARNINGS PRESENTATION**

**APRIL 2022**

## Disclaimer

This Presentation has been prepared by Cenntro Electric Group Limited (the “Company”) (NASDAQ: CENN) solely for informational purposes. This presentation contains forward-looking statements that reflect the Company’s intent, beliefs or current expectations about the future. These statements can be recognized by the use of words such as “expects,” “plans,” “will,” “estimates,” “projects,” “intends,” or words of similar meaning. These forward-looking statements are not guarantees of future performance and are based on a number of assumptions about the Company’s operations and other factors, many of which are beyond the Company’s control, and accordingly, actual results may differ materially from these forward-looking statements. Caution should be taken with respect to such statements, and you should not place undue reliance on any such forward looking statements. The Company or any of its affiliates, advisers or representatives has no obligation and does not undertake to revise forward-looking statements to reflect newly available information, future events or circumstances. For additional risks and uncertainties that could impact Cenntro’s forward-looking statements, please see disclosures contained in Cenntro’s public filings with the SEC, which may be viewed at [www.sec.gov](http://www.sec.gov).

In addition to the Company’s results determined in accordance with U.S. generally accepted accounting principles (“U.S. GAAP”), the Company use Adjusted EBITDA to evaluate ongoing operations and for internal planning and forecasting purposes. Adjusted EBITDA is a supplemental measure of the Company’s performance that is not required by, or presented in accordance with, U.S. GAAP. Management believes that non-GAAP financial information, when taken collectively, may be helpful to investors in assessing operating performance.

Adjusted EBITDA is not a measurement of our financial performance under U.S. GAAP and should not be considered as an alternative to net income or any other performance measure derived in accordance with U.S. GAAP. Management defines Adjusted EBITDA as net income (or net loss) before net interest expense, income tax expense, and depreciation and amortization, as further adjusted to exclude the impact of stock-based compensation expense and non-recurring or extraordinary expenses, losses, charges or gains. By providing this non-GAAP financial measure, together with the reconciliation, management believe we are enhancing investors’ understanding of the Company’s business and its results of operations, as well as assisting investors in evaluating how well the Company is executing its strategic initiatives. Management cautions investors that amounts presented in accordance with our definition of Adjusted EBITDA may not be comparable to similar measures disclosed by our competitors because not all companies and analysts calculate Adjusted EBITDA in the same manner.

For a reconciliation of Adjusted EBITDA to the Company’s U.S. GAAP net loss, see the slide titled “Financial Summary Highlights – Adjusted EBITDA.”

As an Australian public limited company, the Company is subject to the Australian Corporations Act 2001 (Cth) (“Corporations Act”), which requires financial statements to be prepared and audited in accordance with Australian Auditing Standards (“ASS”) and International Financial Reporting Standards (“IFRS”). The financial information in this presentation are not financial statements for the purposes of the Corporations Act and is considered “non-IFRS financial information” under the Australian Securities and Investment Commission’s Regulatory Guide 230: ‘Disclosing non-IFRS financial information.’ Such non-IFRS financial information may not be comparable to similarly titled information presented by other entities and should not be construed as an alternative to other financial information prepared in accordance with AAS or IFRS.

Management believes that the U.S. GAAP Results, as well as Adjusted EBITDA, a non-IFRS measure, are useful in evaluating operational performance. Management uses U.S. GAAP Results and Adjusted EBITDA to evaluate ongoing operations, for internal planning and forecasting purposes and for informing the Company’s investors based in the United States.

The Company’s U.S. GAAP Results are not a measurement of its financial performance under IFRS and should not be considered as an alternative to performance measures derived in accordance with IFRS.

By providing this non-IFRS financial information, together with the reconciliation presented in the Company’s earnings release, Management believes it is enhancing investors’ understanding of the Company’s business and its results of operations, as well as assisting investors in evaluating how well the Company is executing its strategic initiatives. Management cautions investors that amounts presented in accordance with U.S. GAAP may not be comparable to similar measures presented in accordance with IFRS.

For a reconciliation of the Company’s US GAAP financial results to its IFRS financial results, please refer to the Company’s earnings release for the year ended December 31, 2021, published by the Company on April 25, 2021 and available on the Company’s investor relations website.

# Recent Developments and Business Highlights

## Key Accomplishments Include

- **Cenntro Became a Publicly Traded Company:** On Dec 31, 2021, Cenntro became a publicly traded company on the Nasdaq Capital Market (“NASDAQ”) through a stock purchase transaction with Naked Brand Group. The combined company is led by Cenntro CEO Peter Wang and Cenntro’s executive team as Naked Brand Group’s online clothing business was divested. Cenntro’s trading symbol on NASDAQ changed from “NAKD” to “CENN” in January 2022.
- **New Vehicle Model Development:** The Company has continued to develop and introduce new vehicle models to meet market demand. Cenntro developed four new vehicle models: Neibor 150, Logistar 200, Logistar 400, and Teemak. Some of the recently developed models have been shipped in 2022.



## Key Statistics

<b>Commercial Vehicles Sold*</b>	918
<b>Net Revenue*</b>	\$8.6M
<b>Cash on Hand**</b>	\$261.1M
<b>Patents Granted**</b>	247
<b>Countries Sold or in Service**</b>	25+
<b>Countries Homologated**</b>	32+

\* For the full year 2021  
\*\* As of December 31, 2021

# Recent Developments and Business Highlights (Cont.)



- **Establishment of Supply Chain during a Challenging Time:** Cenntro has established its supply chain for vehicle model production. Cenntro has developed vendor relationships with its suppliers through various business arrangements for long-term cooperation as well as utilizing the supply chain of its OEM partners.
- **Jacksonville, Florida Selected as Location for a New U.S. Manufacturing Facility:** In January 2022, Cenntro leased a new assembly facility in Jacksonville, Florida. The 100,000-square-foot facility will support U.S. production, with a possible expansion to support additional vehicles assembly and battery packing operations.
- **Acquisition of Majority Interest of Tropos Motors Europe:** In March 2022, Cenntro completed the acquisition of a 65% equity interest in Tropos Motors Europe GmbH, a wholly owned subsidiary of Mosolf SE & Co. KG and one of Cenntro's channel partners. The transaction expands Cenntro's assembly capabilities in Herne, Germany, and distribution network in EMEA and brings an additional strategic customer network in Europe.

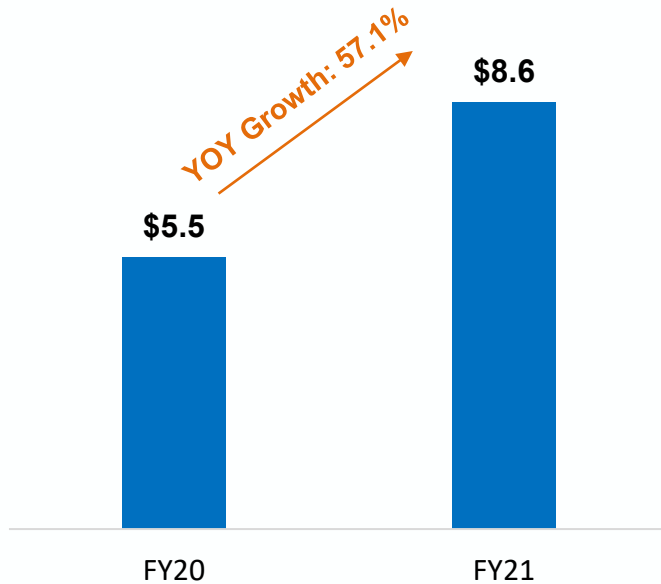


# FY2021 Financial Highlights

- Revenue increased by 57.1% to \$8.6 Million
- Gross Profit increased by 163.7% to \$1.5 million with Gross Margin up by 7.1 percentage points to 17.5%
- Due to the completion of the stock purchase transaction with Naked Brand Group, Cash and cash equivalents were \$261.1 million as of December 31, 2021

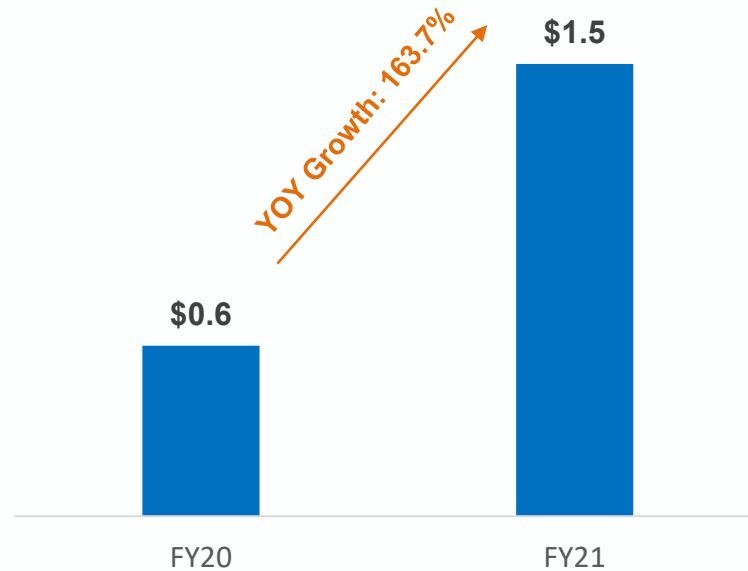
## Revenue

USD in Million



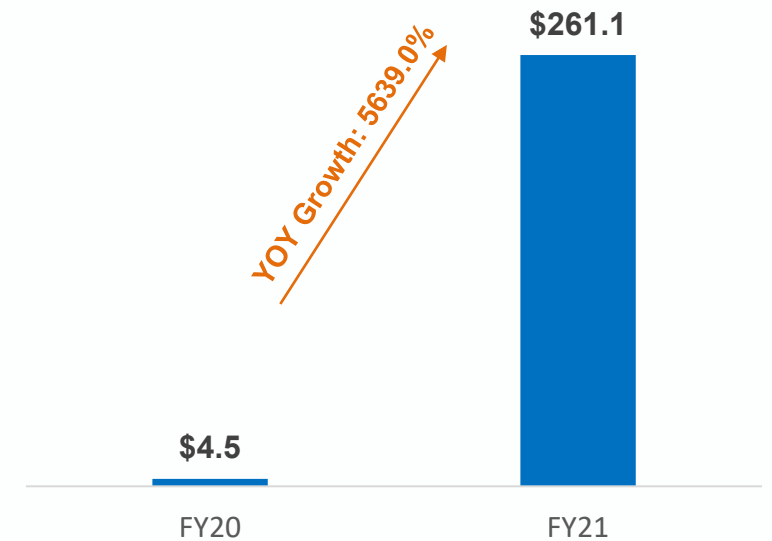
## Gross Profit

USD in Million



## Cash & Cash Equivalents

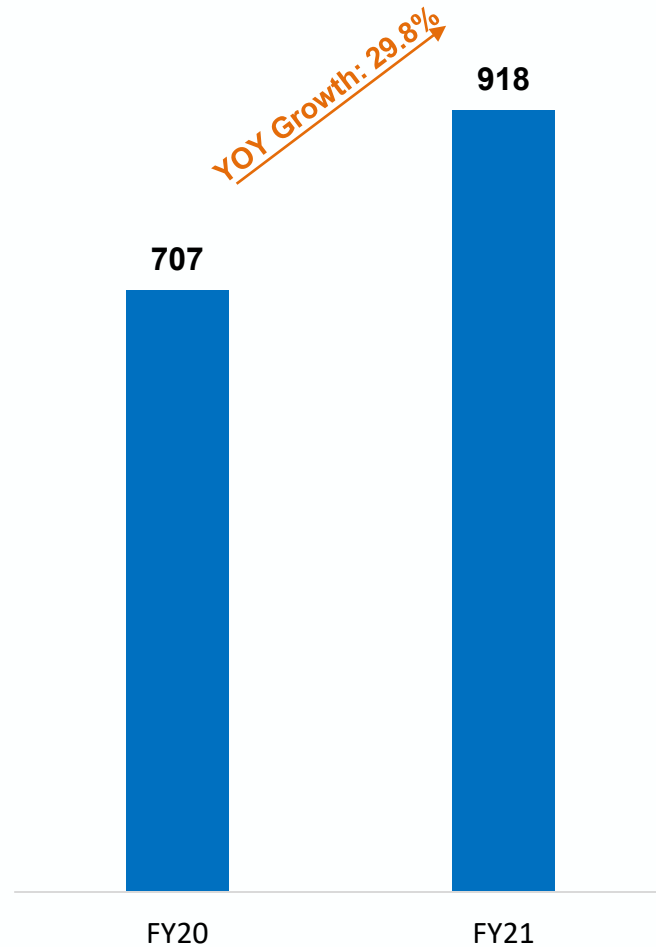
USD in Million



# FY2021 Financial Highlights

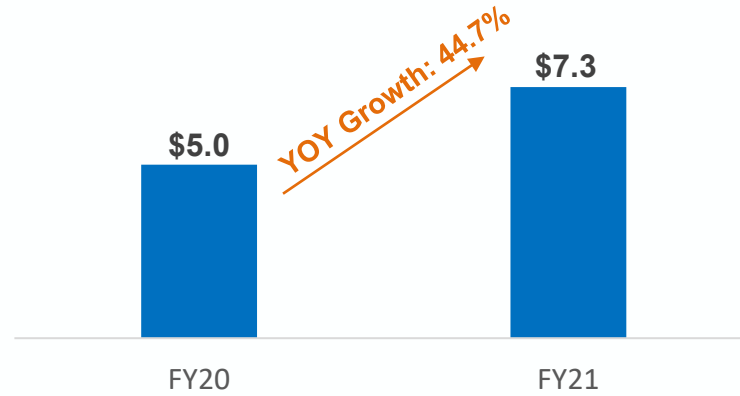
## Number of Vehicles Sold

Units



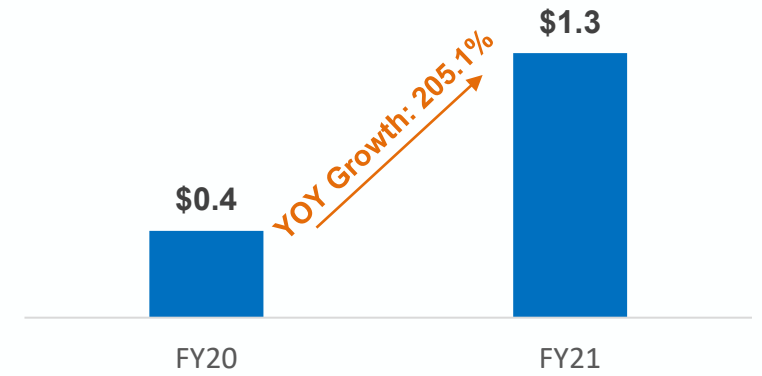
## Net Revenue from Vehicle Sales

USD in Million



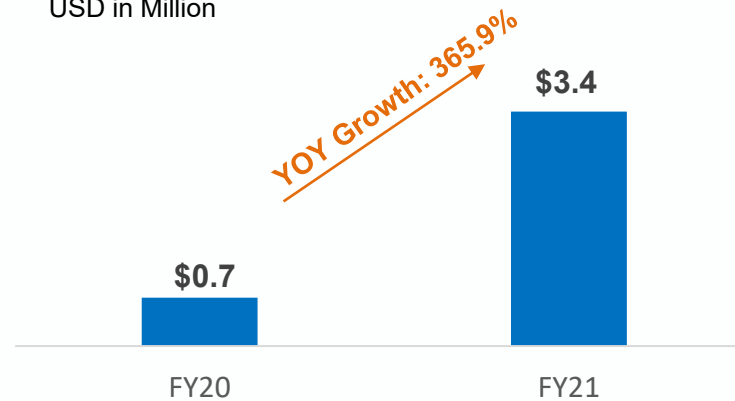
## Net Revenue from Spare Parts & Other Service Sales

USD in Million



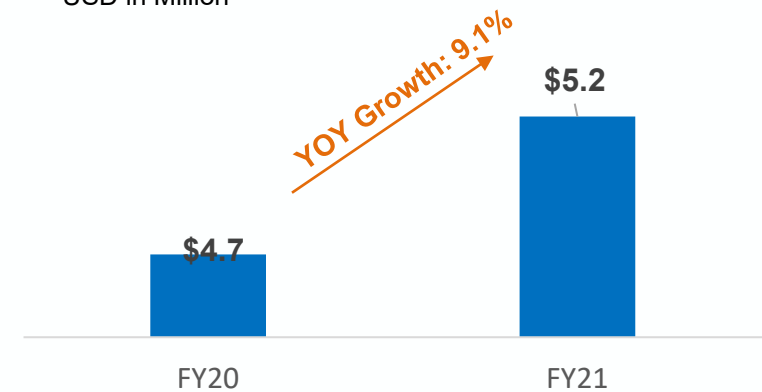
## Net Revenue from Sales in America

USD in Million



## Net Revenue from Sales in Europe & Asia Pacific

USD in Million



# Financial Summary Highlights – Combined Statements of Operations

	FY2021 Audited	FY2020 Audited
	USD	USD
<b>Net Revenue</b>	\$ 8,576,832	\$ 5,460,003
<b>Costs of Goods Sold</b>	(7,073,391)	(4,889,850)
<b>Gross Profit/(Loss)</b>	<b>\$ 1,503,441</b>	<b>\$ 570,153</b>
<b>Operating Expenses</b>		
Selling and Marketing Expenses	(1,034,242)	(783,763)
General and Administrative Expenses	(14,978,897)	(8,735,534)
Research & Development Expenses	(1,478,256)	(1,365,380)
Reverse of (Provision for) Doubtful Accounts	(469,702)	(319,816)
<b>Total Operating Expenses</b>	<b>(17,961,097)</b>	<b>(11,204,493)</b>
<b>Profit/(Loss) from Operations</b>	<b>\$ (16,457,656)</b>	<b>\$ (10,634,340)</b>
<b>Other Income/(Expenses)</b>	<b>35,849</b>	<b>5,437,409</b>
<b>Profit/(Loss) before Income Taxes</b>	<b>\$ (16,421,807)</b>	<b>\$ (5,196,931)</b>
<b>Income Taxes</b>	-	-
<b>Net Income/(Loss)</b>	<b>\$ (16,421,807)</b>	<b>\$ (5,196,931)</b>

**Cost of Sales** includes non-cash charges of inventory write-down of:

- \$1.3 million for 2021
- \$0.7 million for 2020

**Operating Expenses** includes:

- \$6.6 million of one-time transaction expenses related to the combination and proposed IPO in 2021

**Other Income/Expenses** includes:

- \$7.0 million of one-time gain from disposal of land use rights and properties in 2020

# Financial Summary Highlights – Balance Sheet As of December 31, 2021



- **Cash and Cash Equivalents of \$261.1 million**
- **Total Current Assets of \$281.1 million**
- **Total Current Liabilities of \$26.4 million**



# Financial Summary Highlights – Non-GAAP Financial Measures

In addition to the Company's results determined in accordance with U.S. GAAP, management believes Adjusted EBITDA, a non-GAAP measure is useful in evaluating operational performance. Management uses Adjusted EBITDA to evaluate ongoing operations and for internal planning and forecasting purposes. Management believes that non-GAAP financial information, when taken collectively, may be helpful to investors in assessing operating performance.

Adjusted EBITDA is a supplemental measure of our performance that is not required by, or presented in accordance with, U.S. GAAP. Adjusted EBITDA is not a measurement of the Company's financial performance under U.S. GAAP and should not be considered as an alternative to net income or any other performance measure derived in accordance with U.S. GAAP. Management defines Adjusted EBITDA as net income (or net loss) before net interest expense, income tax expense, and depreciation and amortization, as further adjusted to exclude the impact of stock-based compensation expense and non-recurring or extraordinary expenses, losses, charges or gains.

Management presents Adjusted EBITDA because it consider such metric to be an important supplemental measure of the Company's performance and believe it is frequently used by securities analysts, investors, and other interested parties in the evaluation of companies in our industry. Management believes that investors' understanding of the Company's performance is enhanced by including this non-GAAP financial measure as a reasonable basis for comparing our ongoing results of operations. Management uses Adjusted EBITDA:

- as a measurement of operating performance because it assists management in comparing the operating performance of the Company's business on a consistent basis, as it removes the impact of items not directly resulting from the Company's core operations;
- for planning purposes;
- to evaluate the performance and effectiveness of the Company's operational strategies; and
- to evaluate the Company's capacity to expand its business.

By providing this non-GAAP financial measure, together with the reconciliation, management believe it is enhancing investors' understanding of the Company's business and its results of operations, as well as assisting investors in evaluating how well management is executing its strategic initiatives. Management cautions investors that amounts presented in accordance with our definition of Adjusted EBITDA may not be comparable to similar measures disclosed by the Company's competitors because not all companies and analysts calculate Adjusted EBITDA in the same manner. Adjusted EBITDA has limitations as an analytical tool, and should not be considered in isolation, or as an alternative to, or a substitute for net income or other financial statement data presented in the Company's financial statements as indicators of financial performance. Some of the limitations are:

- such measures do not reflect the Company's cash expenditures;
- such measures do not reflect changes in, or cash requirements for, the Company's working capital needs;
- although depreciation and amortization are recurring, non-cash charges, the assets being depreciated and amortized will often have to be replaced in the future and such measures do not reflect any cash requirements for such replacements; and
- the exclusion of stock-based compensation expense, which has been a significant recurring expense and will continue to constitute a significant recurring expense for the foreseeable future, as equity awards are expected to continue to be an important component of the Company's compensation strategy.

Due to these limitations, Adjusted EBITDA should not be considered as a measure of discretionary cash available to the Company to invest in the growth of our business. Management compensates for these limitations by relying primarily on the Company's U.S. GAAP results and using these non-GAAP measures only as supplemental information. As noted in the table below, Adjusted EBITDA includes adjustments to exclude the impact of stock-based compensation expense and other non-recurring or extraordinary expenses, losses, charges or gains. It is reasonable to expect that these items will occur in future periods. However, we believe these adjustments are appropriate because the amounts recognized can vary significantly from period to period, do not directly relate to the ongoing operations of the Company's business and may complicate comparisons of the Company's internal operating results and operating results of other companies over time. In addition, Adjusted EBITDA may include adjustments for other items that management does not expect to regularly occur in future reporting periods. Each of the normal recurring adjustments and other adjustments described in this paragraph and in the reconciliation table below help management with a measure of the Company's core operating performance over time by removing items that are not related to day-to-day operations.

# Financial Summary Highlights – Adjusted EBITDA

	<b>For the Years Ended December 31</b>	
	<b>2021</b>	<b>2020</b>
	<b>(Unaudited)</b>	
<b>Adjusted EBITDA (NON GAAP)</b>		
Net Loss	<b>\$ (16,421,807)</b>	<b>\$ (5,196,931)</b>
Interest Expenses, net	1,069,581	1,411,558
Income Tax expense	-	-
Depreciation & Amortization	632,256	1,840,980
Shared Based Compensation	1,128,325	3,364,217
Transaction expenses related to the Combination and proposed IPO	6,559,095	-
Gain from disposal of land use rights and properties	-	(7,005,446)
<b>Adjusted EBITDA (NON GAAP)</b>	<b>\$ (7,032,550)</b>	<b>\$ (5,585,622)</b>

