



The 1st Listed EV Charging Service Company in China

NaaS (NASDAQ: NAAS)

China's Largest Third-Party Charging Network Empowering Electric Mobility

4Q & 2022



Disclaimer

THIS PRESENTATION AND ITS CONTENTS ARE CONFIDENTIAL AND ARE NOT FOR RELEASE, REPRODUCTION, PUBLICATION OR DISTRIBUTION, IN WHOLE OR IN PART, DIRECTLY OR INDIRECTLY, TO ANY OTHER PERSON OR IN OR INTO OR FROM ANY JURISDICTION WHERE SUCH RELEASE, REPRODUCTION, PUBLICATION OR DISTRIBUTION IS UNLAWFUL. PERSONS INTO WHOSE POSSESSION THIS PRESENTATION COMES SHOULD INFORM THEMSELVES ABOUT, AND OBSERVE, ANY SUCH RESTRICTIONS. This presentation has been prepared by NaaS Technology Inc. (the “Company”) solely for information purpose. By viewing or accessing the information contained in this material, you hereby acknowledge and agree that no representations, warranties or undertakings, express or implied, are made by the Company or any of its directors, shareholders, employees, agents, affiliates, advisors or representatives as to, and no reliance should be placed upon, the accuracy, fairness, completeness or correctness of the information or opinions presented or contained in this presentation. None of the Company or any of its directors, shareholders, employees, agents, affiliates, advisors or representatives accept any responsibility whatsoever (in negligence or otherwise) for any loss howsoever arising from any information presented or contained in this presentation or otherwise arising in connection with the presentation. The information presented or contained in this presentation is subject to change without notice and its accuracy is not guaranteed. This presentation does not constitute an offer to sell or issue or an invitation or recommendation to purchase or subscribe for any securities of the Company for sale in the United States or anywhere else. No securities of the Company may be sold in the United States without registration with the United States Securities and Exchange Commission (the “SEC”) or an exemption from such registration pursuant to the Securities Act of 1933, as amended (the “Securities Act”) and the rules and regulations thereunder. No part of this presentation shall form the basis of or be relied upon in connection with any contract or investment decision in relation to any securities or otherwise. This presentation does not contain all relevant information relating to the Company or its securities, particularly with respect to the risks and special considerations involved with an investment in the securities of the Company. Nothing contained in this presentation shall be relied upon as a promise or representation as to the past or future performance of the Company. Past performance does not guarantee or predict future performance. You acknowledge that any assessment of the Company that may be made by you will be independent of this presentation and that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company. Certain statements in this presentation, and other statements that the Company may make, are forward-looking statements within the meaning of Section 27A of the Securities Act and Section 21E of the Securities Exchange Act of 1934, as amended. These statements 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,” “anticipates,” “believes,” “confident” 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. The Company or any of its affiliates, advisers or representatives has no obligation and does not undertake to revise forward-looking statements to reflect future events or circumstances. Except where otherwise indicated, this presentation speaks as of the date hereof. The Company reserves the right to amend or replace this presentation at any time but the Company undertakes no obligation to update or supplement any content set forth in this presentation should circumstances, management’s estimates or opinions change or any information provided in this presentation become inaccurate. A number of factors could cause actual results to differ materially from those contained in any forward-looking statement, including but not limited to the following: NaaS’ goals and strategies; its future business development, financial conditions and results of operations; its ability to continuously develop new technology, services and products and keep up with changes in the industries in which it operates; growth of China’s EV charging industry and EV charging service industry and NaaS’ future business development; demand for and market acceptance of NaaS’ products and services; NaaS’ ability to protect and enforce its intellectual property rights; NaaS’ ability to attract and retain qualified executives and personnel; the ongoing COVID-19 pandemic and the effects of government and other measures seeking to contain its spread; U.S.-China trade war and its effect on NaaS’ operation, fluctuations of the RMB exchange rate; NaaS’ ability to obtain adequate financing for its planned capital expenditure requirements; NaaS’ relationships with end-users, customers, suppliers and other business partners; competition in the industry; relevant government policies and regulations related to the industry; and fluctuations in general economic and business conditions in China and globally. Further information regarding these and other risks is included in NaaS’ filings with the SEC. This presentation also contains non-IFRS financial measures, the presentation of which is not intended to be considered in isolation or as a substitute for the financial information prepared and presented in accordance with IFRS. In addition, the Company’s calculation of these non-IFRS financial measures may be different from the calculation used by other companies, and therefore comparability may be limited.



01

Investment Highlight

P3

02

Industry Overview

P6

03

Company Overview

P13



✓ China Leads The Global Electrification Market

2022 EV Sold: 6.9M ⁽¹⁾
By 2022 Total Number of EV Reached 13.1M ⁽¹⁾

✓ The China Market Will Continue To Unlock Huge Potential

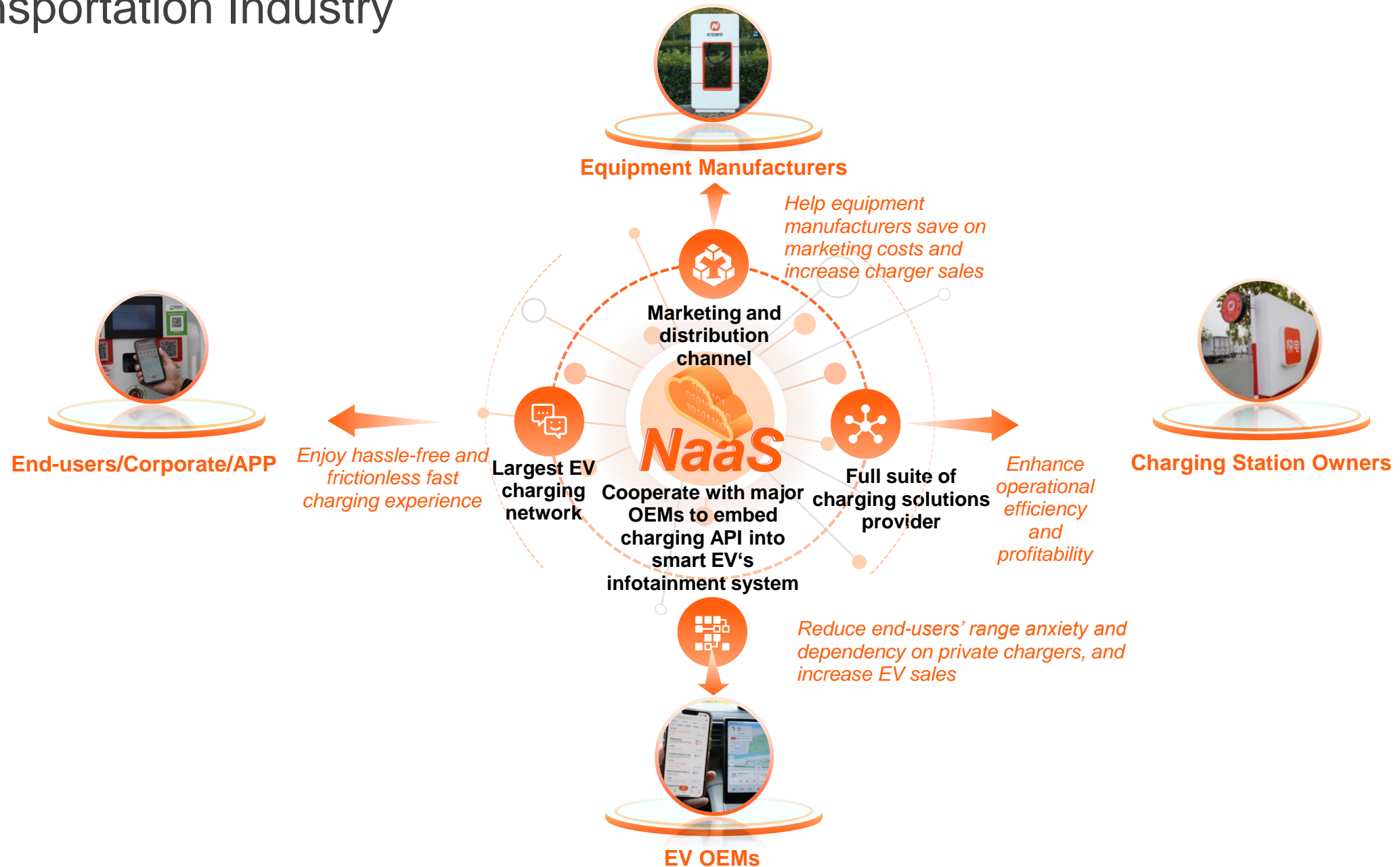
By 2030 Total Number of EV will Reach 145M ⁽²⁾
In 2030 Total Public Charging Volume will be 25x of 2022 ⁽²⁾

✓ NaaS Has The Largest Third-Party Charging Network With Huge First Mover Advantage

NaaS Connected 575K Chargers, Covering 55K Charging Stations ⁽³⁾,
Accounted for 21% ⁽²⁾ of China's Public Charging Volume

Notes:
(1) According to CAAM (China Association of Automobile Manufacturers), MPS (The Ministry of Public Security of China)
(2) According to CIC (China Insights Consultancy)
(3) As of March 31, 2023

Invest In NaaS - Invest In The Electrification Of China's Transportation Industry





01

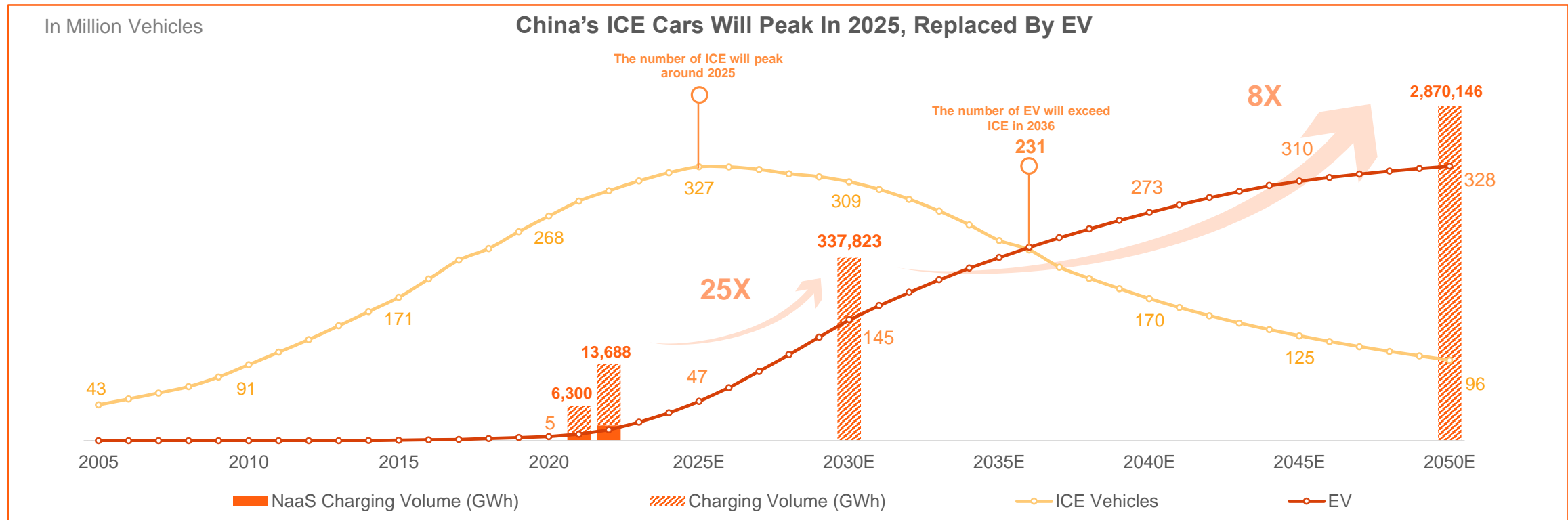
Industry Overview

China's World-largest Auto Market With Energy Transition Well On The Way

2022 311M Car Parc ⁽¹⁾ | 26.8M Auto Sold ⁽²⁾
~ 33% of global auto sales ⁽¹⁾

2025 Expect China ICE car parc to peak at 327M ⁽¹⁾

By 2036 Total number of EV is expected to surpass the number of ICE vehicles in 2036 ⁽¹⁾



2030

More than **145M EV**, **32%** of total car parc ⁽¹⁾

2050

More than **328M EV**, **77%** of total car parc ⁽¹⁾

2022-2030

From 2022 to 2030, **public charging volume will increase by ~ 25x** ⁽¹⁾

Source:

(1) CIC (China Insights Consultancy), National Bureau of Statistics

(2) CAAM (China Association of Automobile Manufacturers)

China's EV Market Is Growing Fast, With The Passenger EV Sales Penetration Rate To Exceed 30%

2022

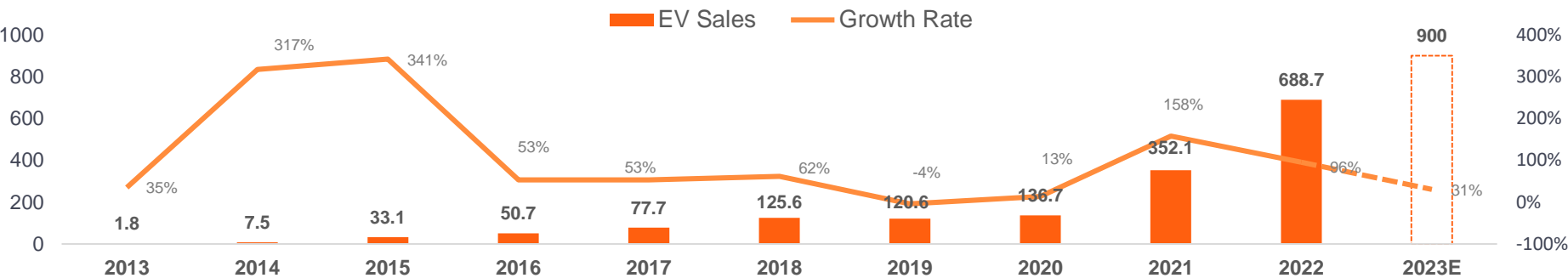
6.9M
EV Sold

25.6%
Passenger EV
Sales Penetration

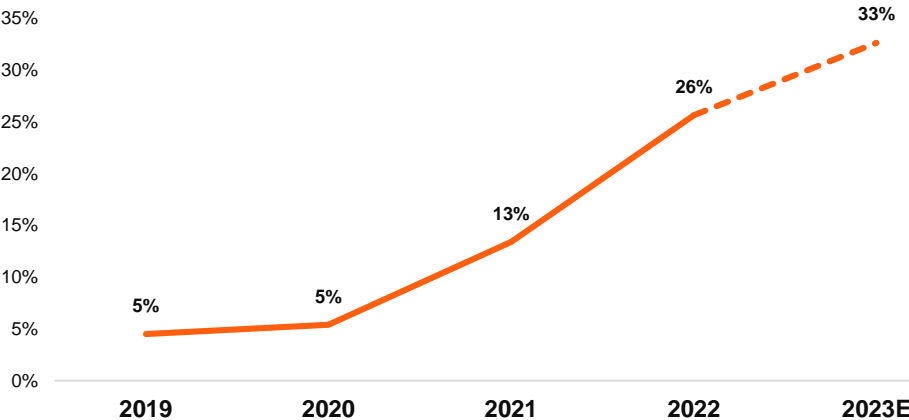
60% Of Global
EV Cars Sold

6.9 million EV sold in 2022. The penetration rate of new EV increased from 4.5% in 2019 to 25.6% in 2022. EV car parc in 2022 was 13.1 million, compared with 7.84 million last year, an increase of 67% YoY.

Sales And Growth Rate Of New EV From 2013 To 2023

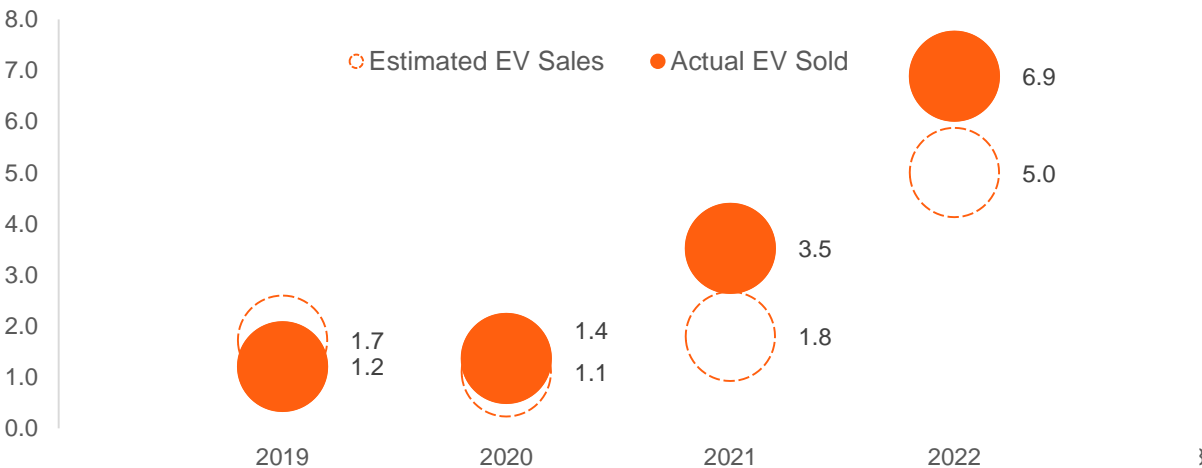


Penetration Rate Of New EV In China From 2019 To 2023



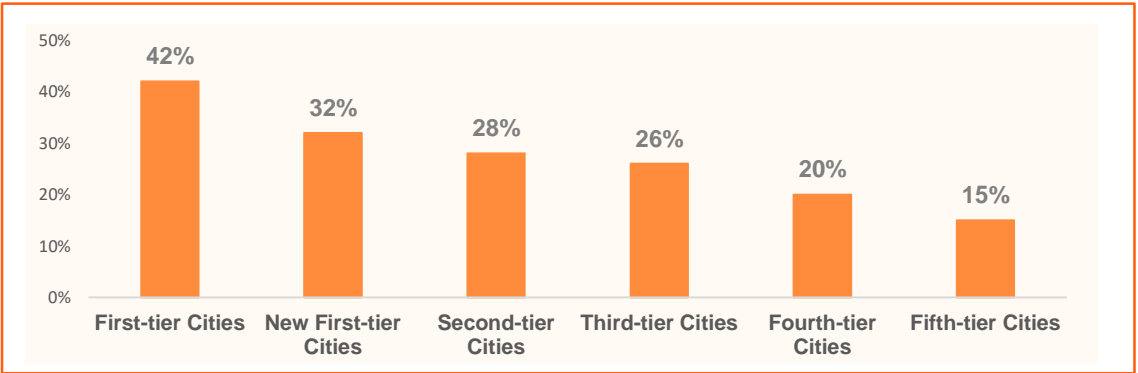
Unit: in millions

Estimated EV Sales vs. Actual EV Sold In China From 2019 To 2022



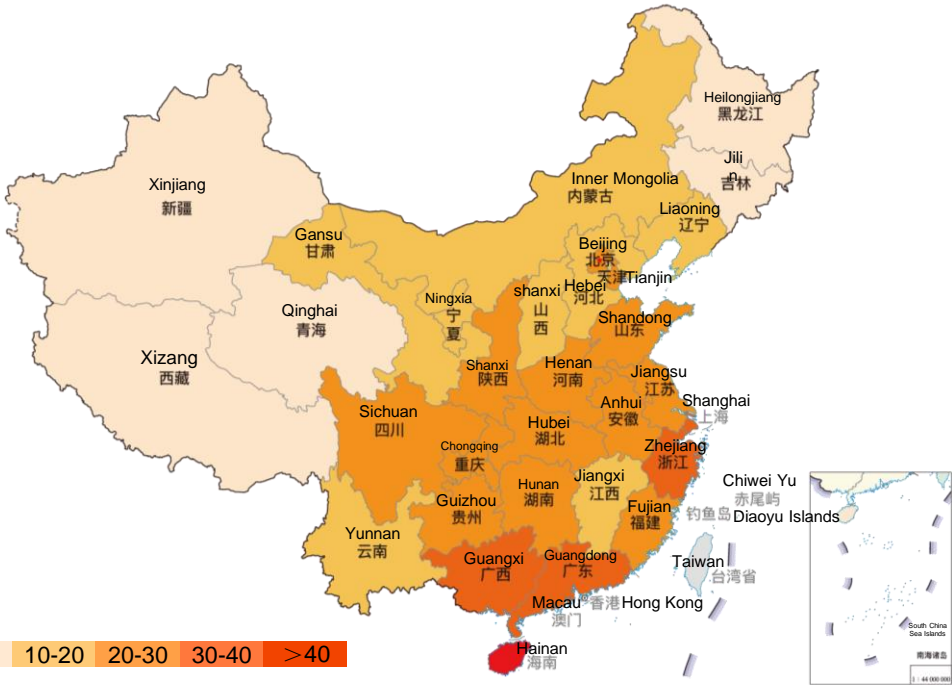
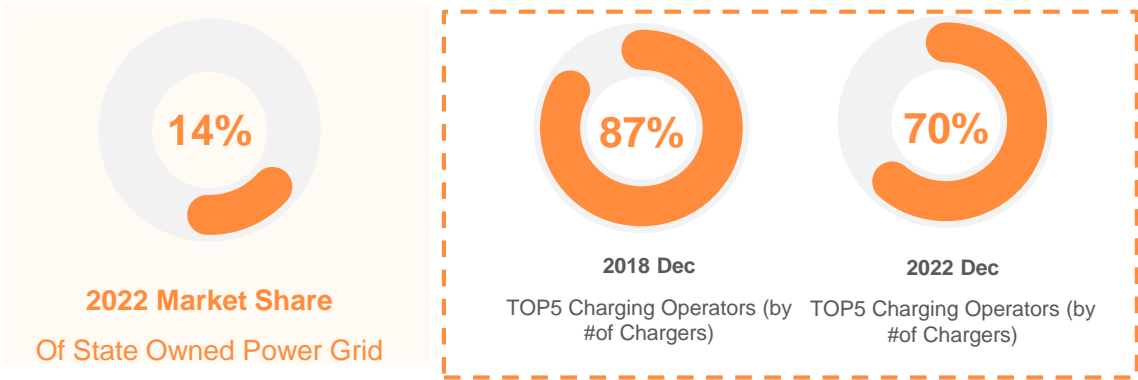
EV Penetration Exceed 30% In 44 Cities With Increasingly Scattered And Localized Charging Market

Penetration Rates Of New EV Sales Across China



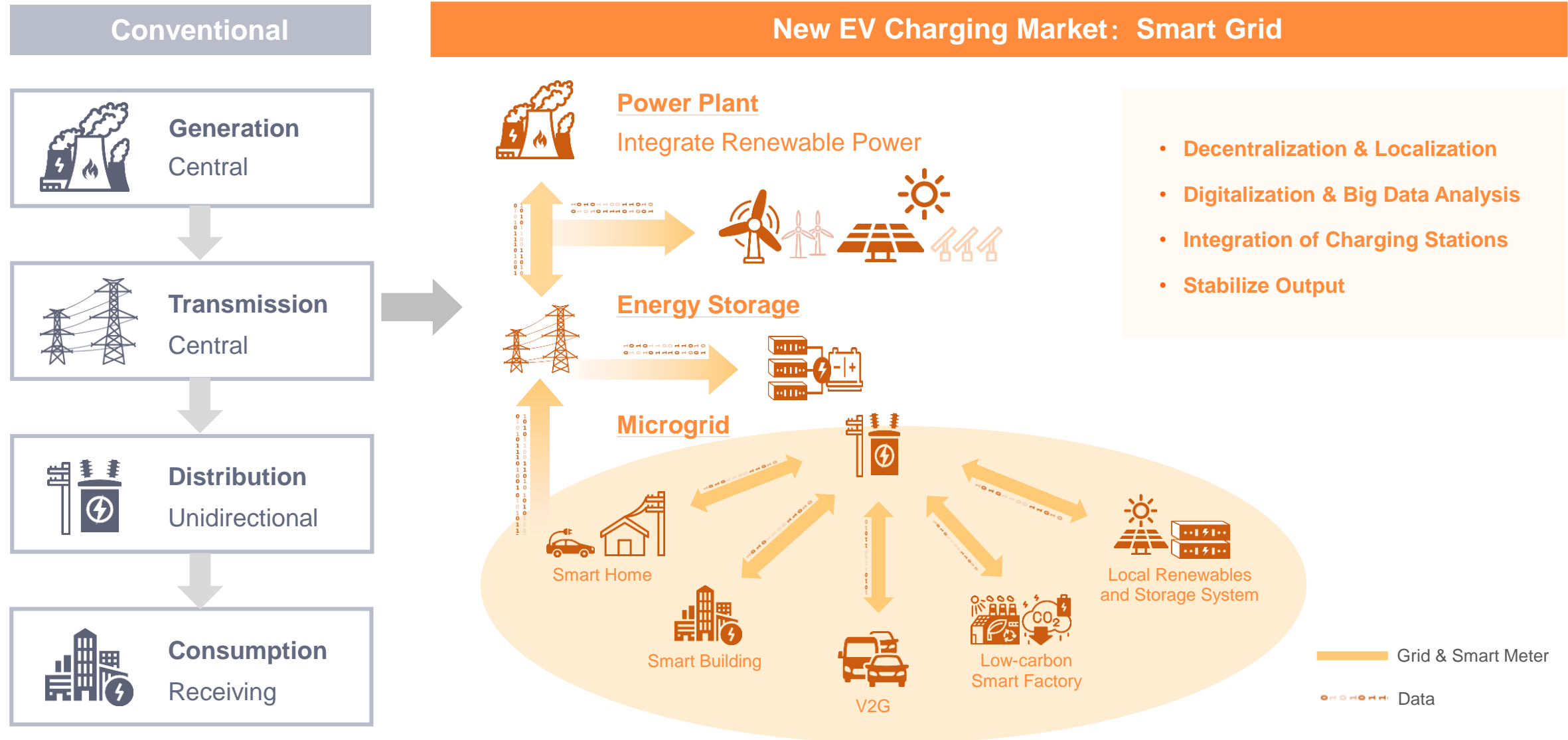
Penetration Rates For New EV Sales In 44 Cities In China Exceeded 30%

The EV Charging Market Will Be More Scattered And Localized
SOE's market share is only 14%. Top 5 charging operators' market share decreases from 87% to 70% with continue new entries



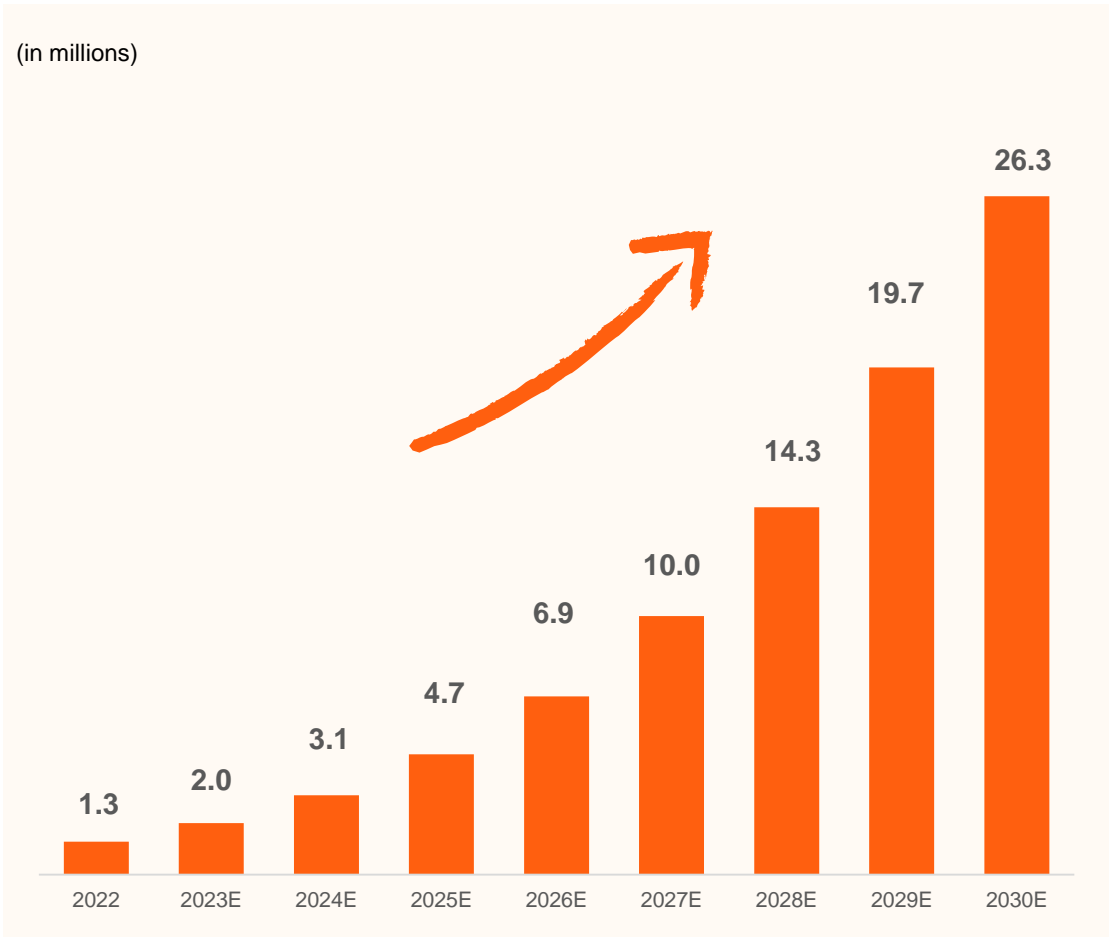
Major Cities	Sanya	Liuzhou	Shanghai	Shenzhen	Hangzhou	Guangzhou	Chengdu	Tianjin	Chongqing	Beijing	Zhengzhou	Suzhou
Penetration Rate	47.74%	47.22%	45.23%	44.50%	41.86%	32.20%	31.02%	30.57%	28.96%	28.81%	28.70%	28.55%

EV Charging Market: Decentralization, Digitalization, Integration



China Will Need 26.3 Million Public Chargers In 2030, With Total CAPEX Investment Scale Of US\$ 220-300 Billion

Number Of Public Chargers Installed In China ⁽¹⁾



X

Per Charger Cost

RMB 60-80K
(US\$9-12K)
per charger

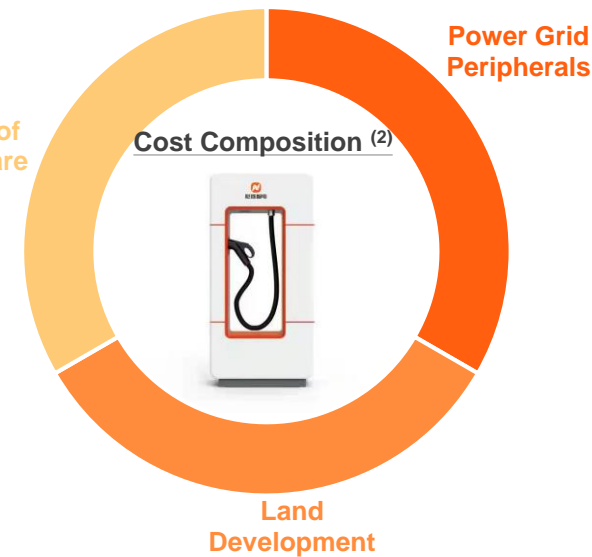
=

Total CAPEX

RMB 1.5-2
Trillion
(US\$220-300B)

Costs of
Hardware

Cost Composition ⁽²⁾



Investing in charging piles and equipment upgrades requires high CAPEX and local land resources, attracting more and more local asset owners to enter the market

Notes:

(1) Source: CIC (China Insights Consultancy)

(2) Including costs of hardware, land development and power grid peripherals

Key Challenges And Requirements Faced By Charging Station Owners In China's Public EV Charging Market

NaaS
We Are Doing





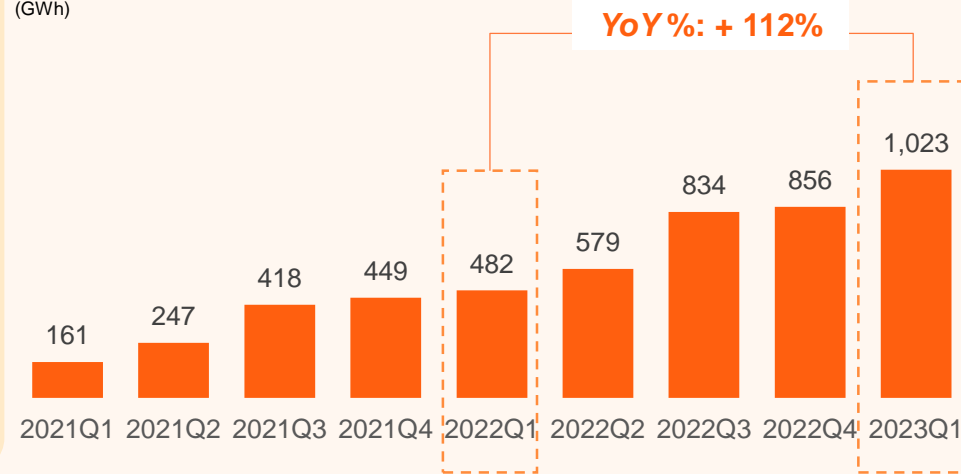
02

Company Overview

Robust Growth Driven By Strong Operational Metrics

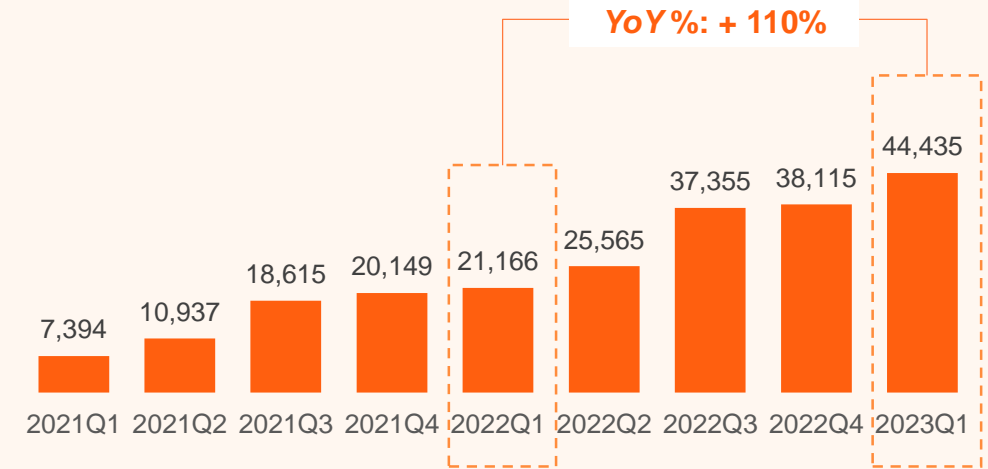
Charging Volume Transacted Through Network

(GWh)



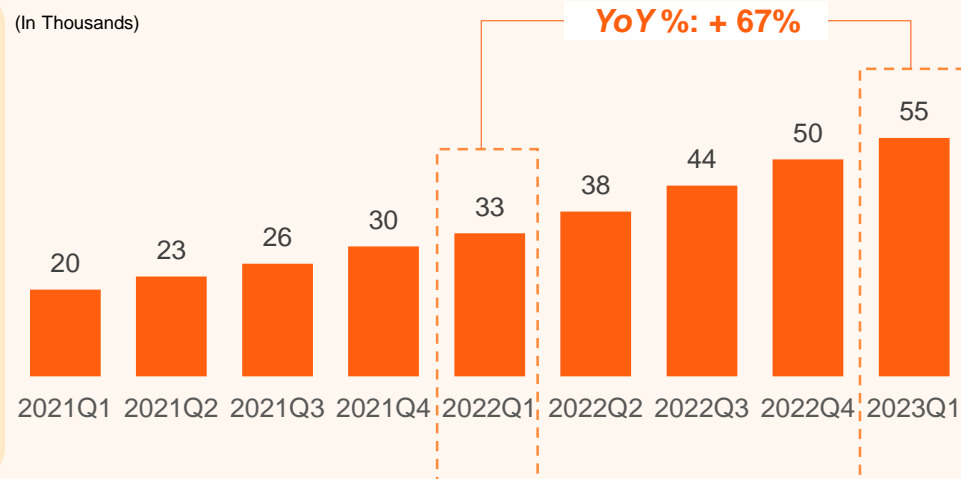
Number of Orders Transacted Through Platform

(In Thousands)



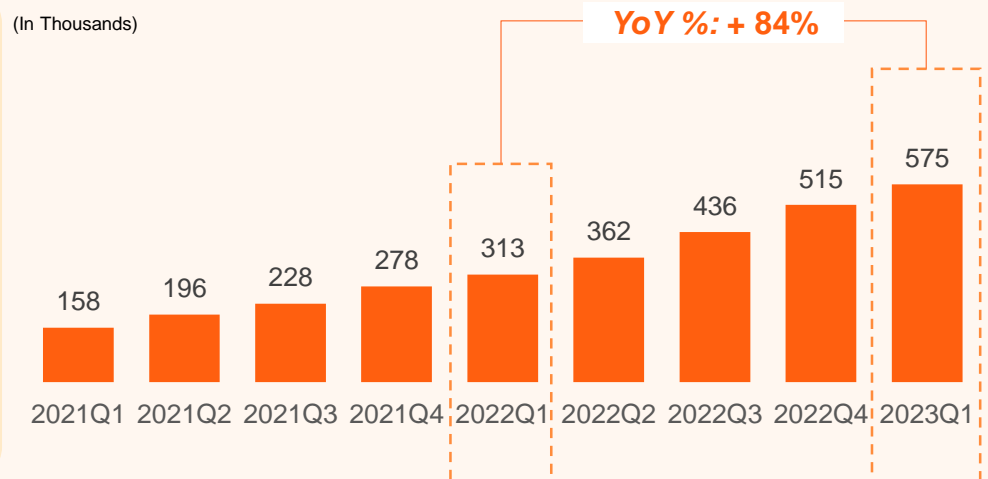
Number of Charging Stations Connected

(In Thousands)

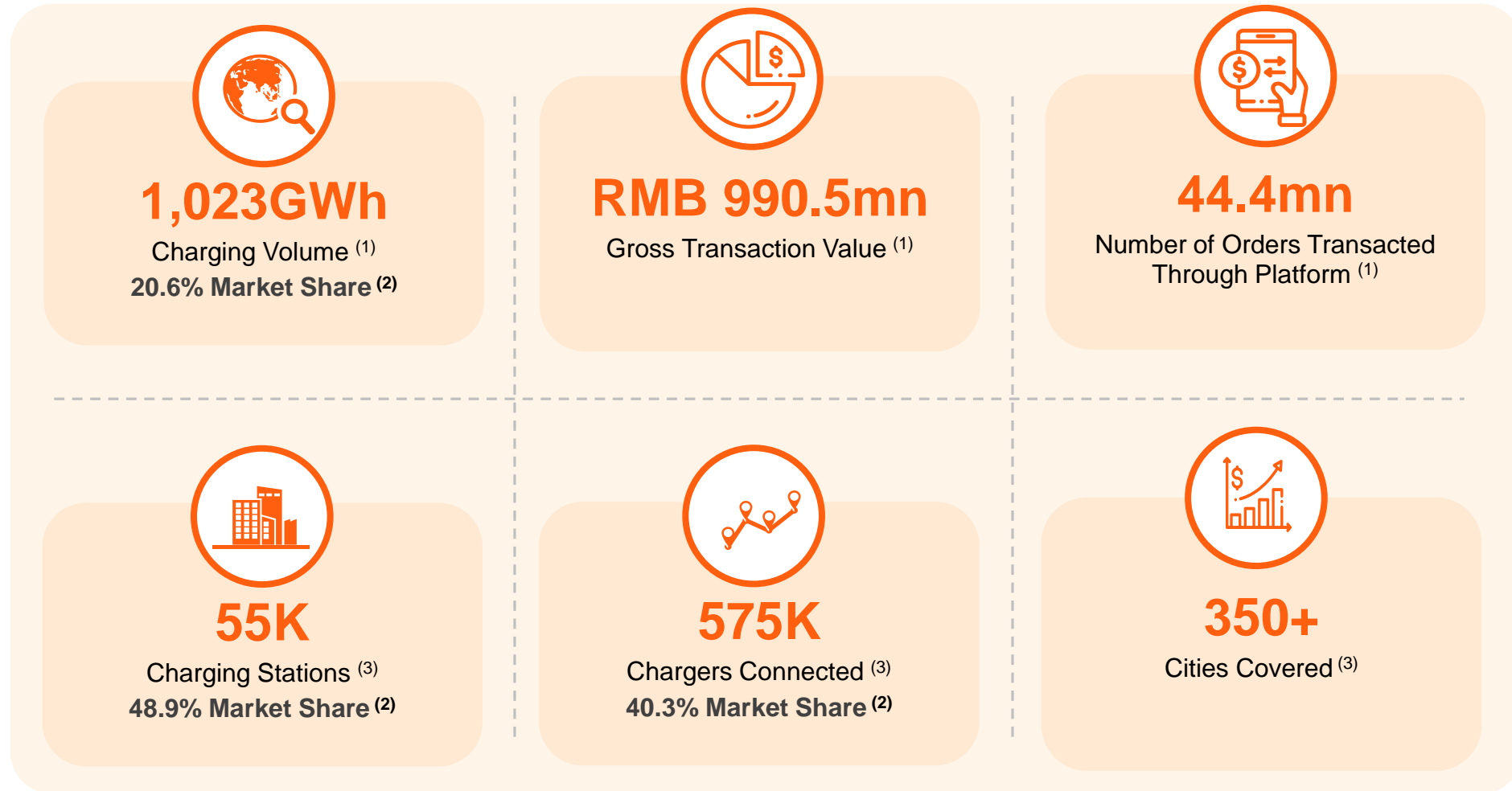


Number of Chargers Connected

(In Thousands)



China's Largest Charging Network With 44 Million Orders Connecting 575K Chargers At 55K Stations



Notes:



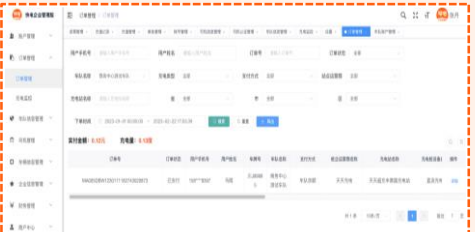


- (1) In the first quarter of 2023
- (2) According to CIC (China Insights Consultancy)
- (3) As of March 31, 2023

One-stop Energy Solutions Provider Offering A Convenient, Flexible, Turnkey EV Charging Solution For Station Owners





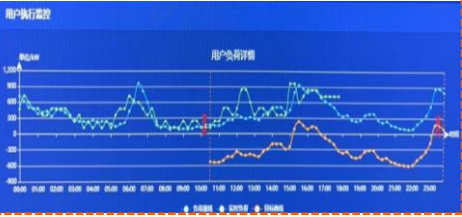
Initial Building Stage

 <p>Client: charging stations</p>	<p>Big Data-Backed Site Selection Charging Volume Map</p> 	<p>Charging Hardware and Software Procurement</p> 	<p>EPC Construction (1)</p> 	<p>Financing Channel</p> 
---	---	---	--	---

Operating Stage

 <p>Client: charging stations</p>	<p>User Acquisition Platform</p> 	<p>Operating Services</p> 	<p>Maintenance Services</p> 	<p>Non-Charging Services</p> 
---	---	---	--	---

Upgrade / Additional Services Stage

 <p>Client: charging stations</p>	<p>Energy Storage Upgrade</p> 	<p>PV Equipment Upgrade</p> 	<p>Battery Swap Station</p> 	<p>Virtual Power Plant ("VPP") Trading</p> 
---	--	---	--	---

Notes:

(1) EPC stands for Engineering Procurement Construction

Case Study: One-Click Charging Station Construction Service

✔ Site Selection

✔ Charging Software & Hardware Procurement

✔ EPC and Other Development

✔ Operating & Maintenance Services

Charging Station Engineering Procurement Construction (EPC) Project In Wuhan City, Hubei Province







Capex: \$ 720,000
(RMB 5mn)



60 Parking Slots



60 DCFC ⁽¹⁾ Chargers
3,600kW Total
Installed Capacity



3 Sets Of 1250kva High
Voltage Transformer

Notes:
(1) DCFC means direct current fast chargers with 30kW power output or more

Case Study: One-Click Charging Station Operation



User Acquisition Platform

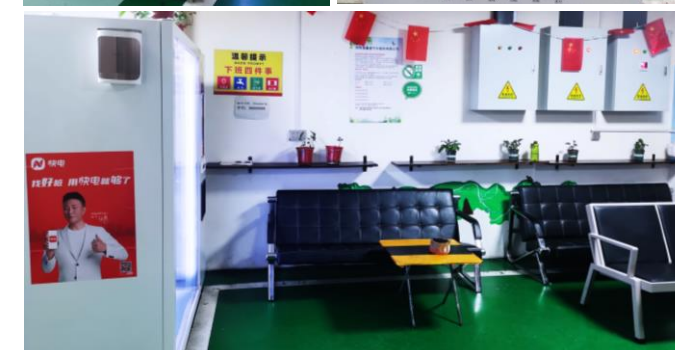


Operating Service



Non-Charging Services

Self-Operated Charging Station Operation Project In Xi'an City, Shaanxi Province



36 DCFC⁽¹⁾ Chargers



160-180KWh/Day/Charger



Planning To Newly Install
12 Charging Piles (24 Chargers)

Notes:

(1) DCFC means direct current fast chargers with 30kW power output or more

Case Study: One-Click Maintenance Service



Regular Electric Facility Inspection

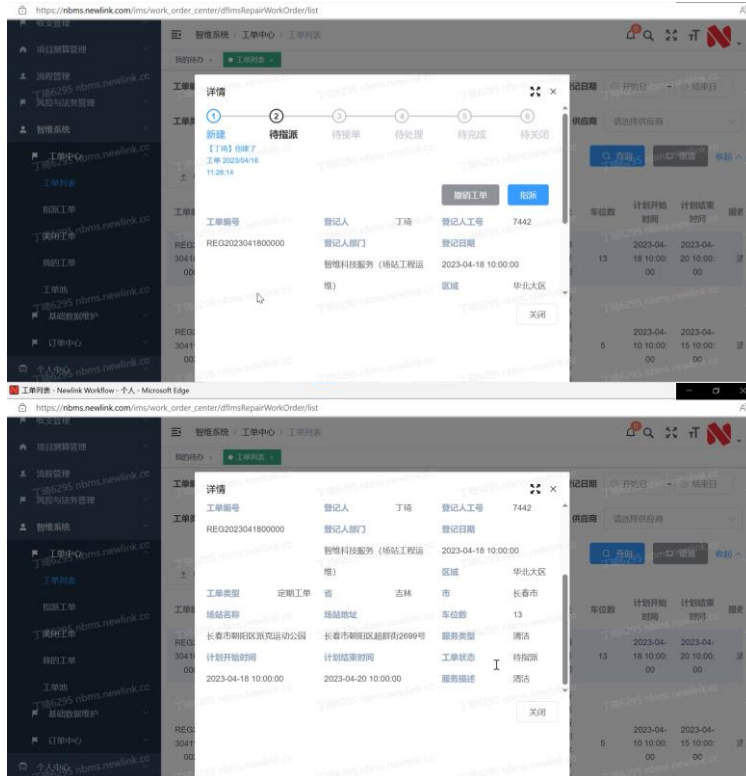


Cleaning Service



Facility Maintenance

Maintenance Service For 15.5k Parking Slots Covering 186 Cities



186 Cities Covered

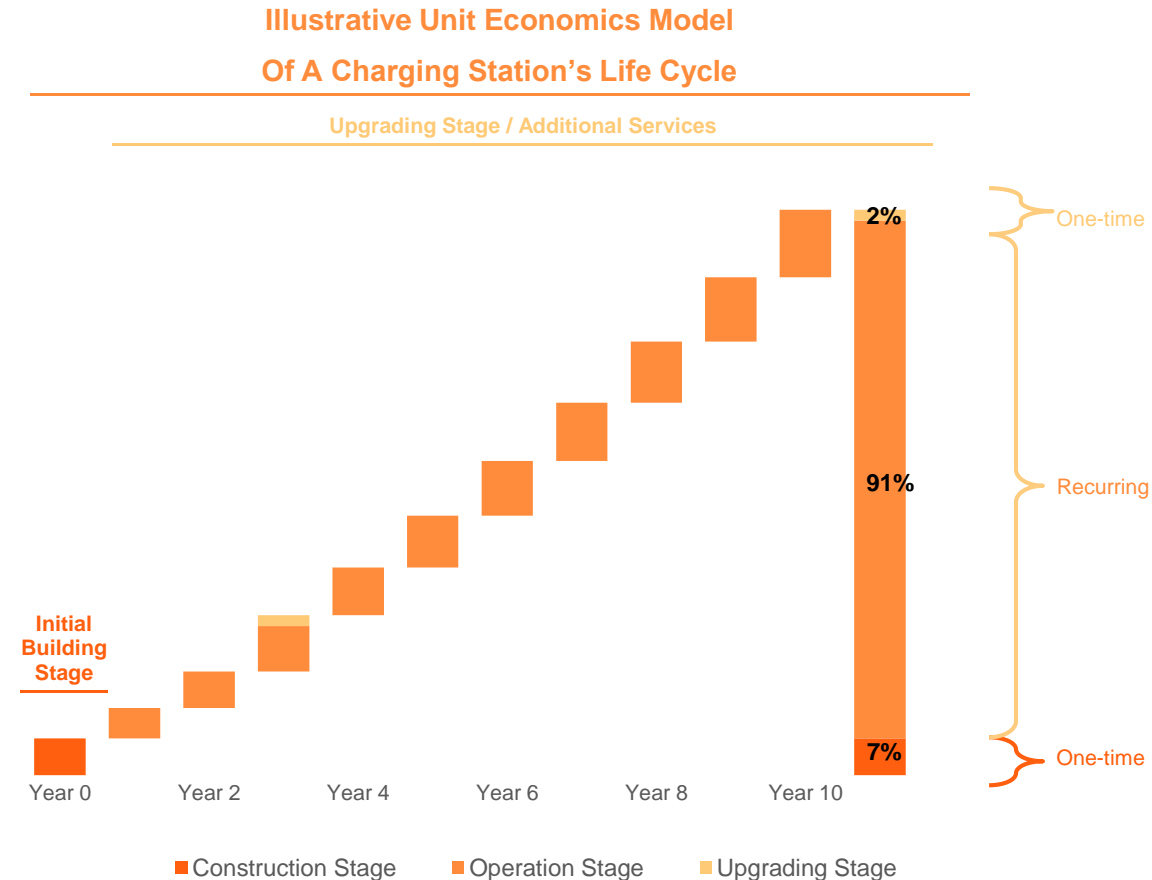
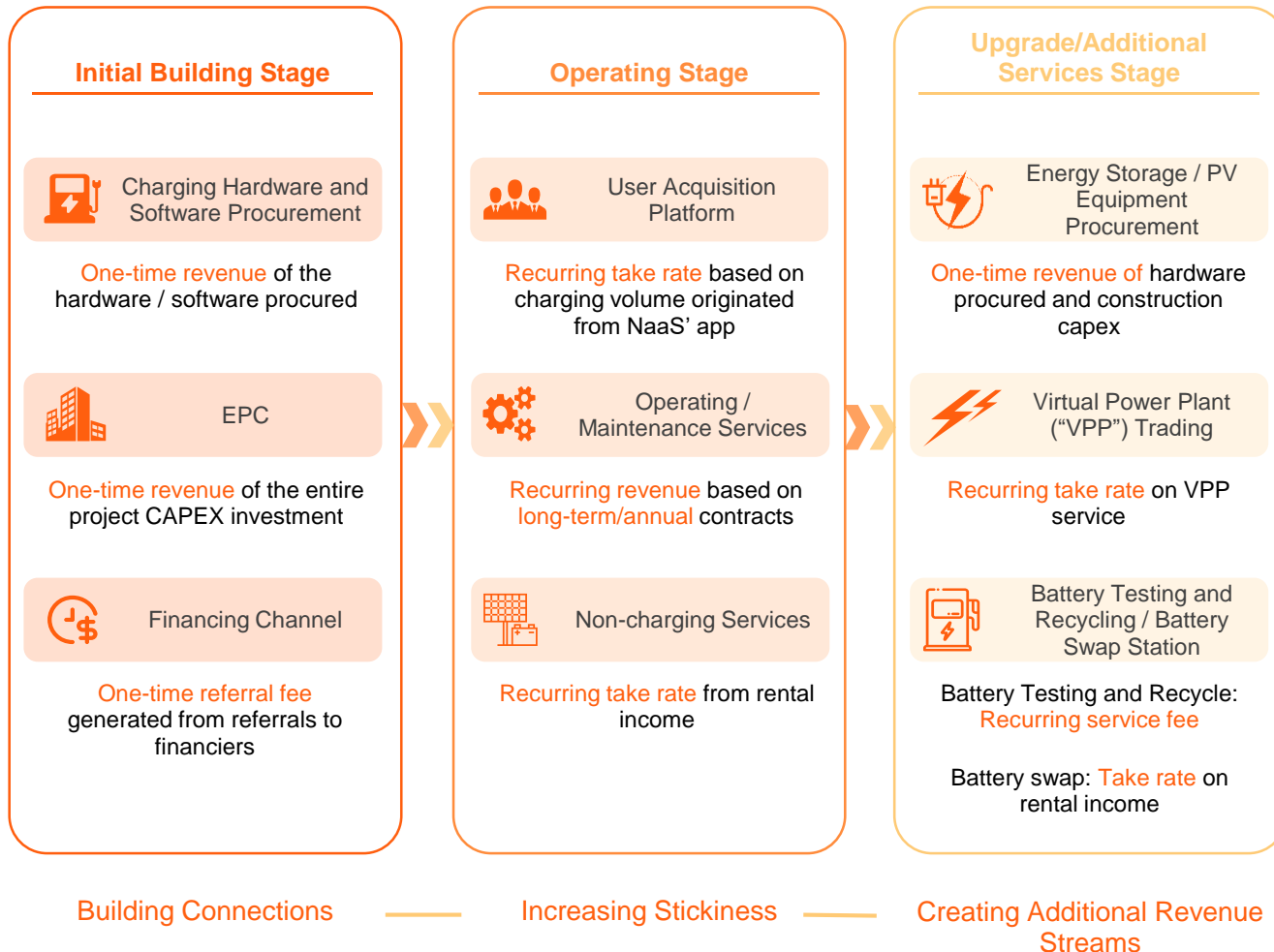


2,100+ Stations

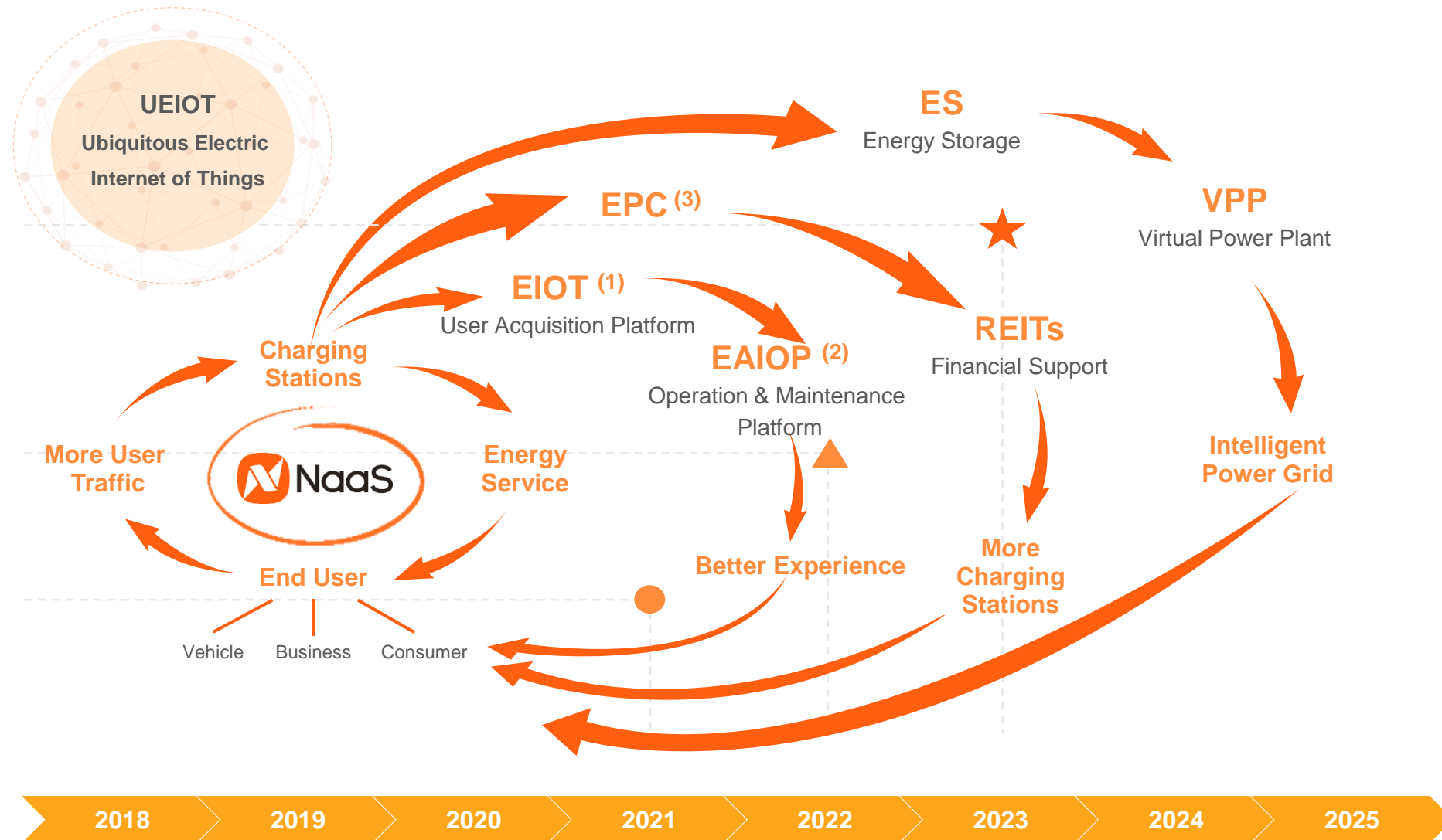


15,500+ Parking Slots

We Generate Recurring Revenue From ‘Sticky’ Customers Across Multiple Revenue Streams



Our Comprehensive Product And Service Offerings Create A Virtuous Cycle Of Growth



Notes:

- (1) EIOT stands for Energy Internet of Things
- (2) EAIOP stands for Energy AI Operating Platform
- (3) EPC stands for Engineering Procurement Construction



Naas
NASDAQ: NAAS



Automatic Charging Robot For Autonomous Driving

Features and Technologies

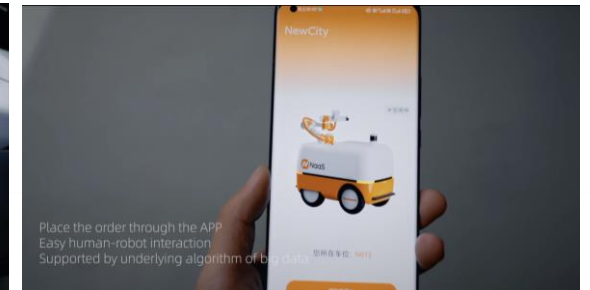
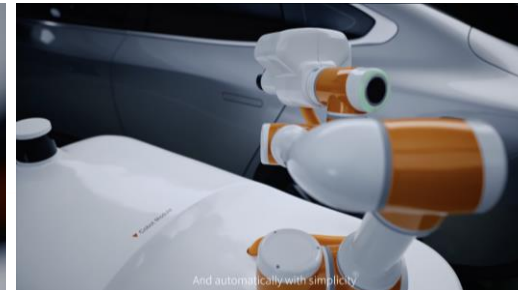
- Active vehicle locating, precise self-parking, automatic docking, charging and undocking via mechanical arms, automatic return and recharging
- Deep learning, 5G, V2X, SLAM⁽¹⁾, waterproof and shock-proof

Key Achievements

- Connected with major OEMs seamlessly through an open API.
- Created a set of precise algorithms that enable the mechanical arm to identify different charging ports and accurately charge and undock.

Targeted Application Scenarios

- **Near term:** To provide charging services for parking slots without charging facilities or to provide additional charging capacity
- **Future:** To achieve unmanned replenishment for autonomous driving.



Notes:
(1) SLAM: simultaneous localization and mapping

Rapid Overseas Business Expansion Underway



Allen Dong **X P E N G ABB**
General Manager of European & Middle-East Region

- 20+ years of global auto market and new energy automotive industry experience

Europe

- Established Europe office in the **Netherlands**
- Mature market: will cooperate with local partners to provide **cost-effective charging products and solutions**

Middle East

- In-depth discussions with **governments and energy companies** in the **UAE, OMAN, SAUDI ARABIA** for potential strategic cooperation

Southeast Asia

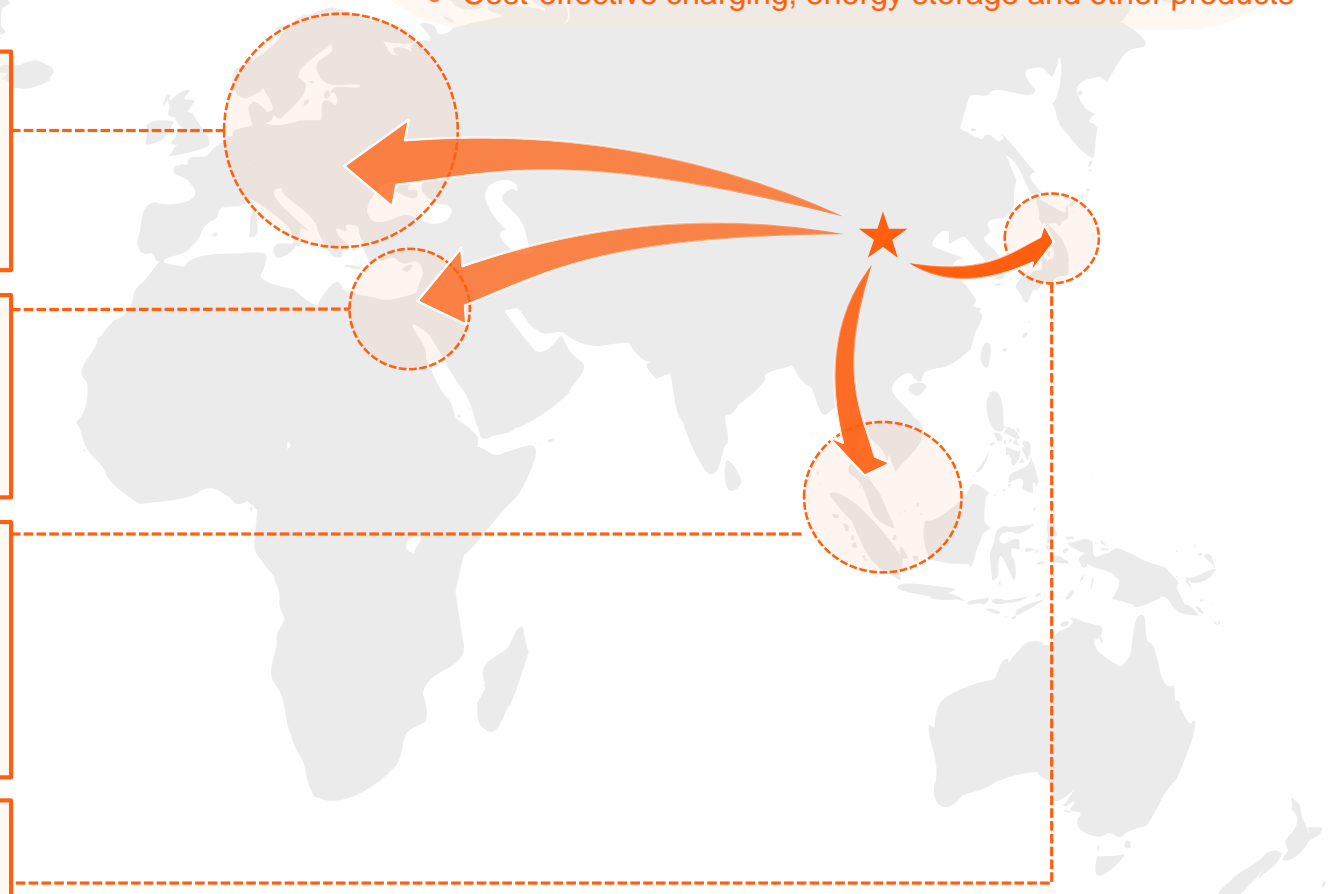
- Established local office and team in **Singapore**
- Underdeveloped market with huge population and low EV adoption, conducting communication with energy and internet companies to deploy charging solutions

Japan

- Discussion with major energy companies to explore potential opportunities in the local market

China

- Most developed EV charging market in the world
- Mature EV charging ecosystem
- Advanced EV charging solutions
- Cost-effective charging, energy storage and other products



Visionary Management Team With Proven Execution Capability



DAI Zhen
Founder & Chairman



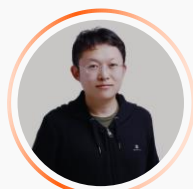
WANG Yang
Co-Founder & CEO



Alex Wu
President & CFO



Online Platform



SUN Lei
COO



Offline Network



ZENG Qingzhu
Vice President of Strategy



China Market



YU Xiang
Vice President of Sales



Oversea Market

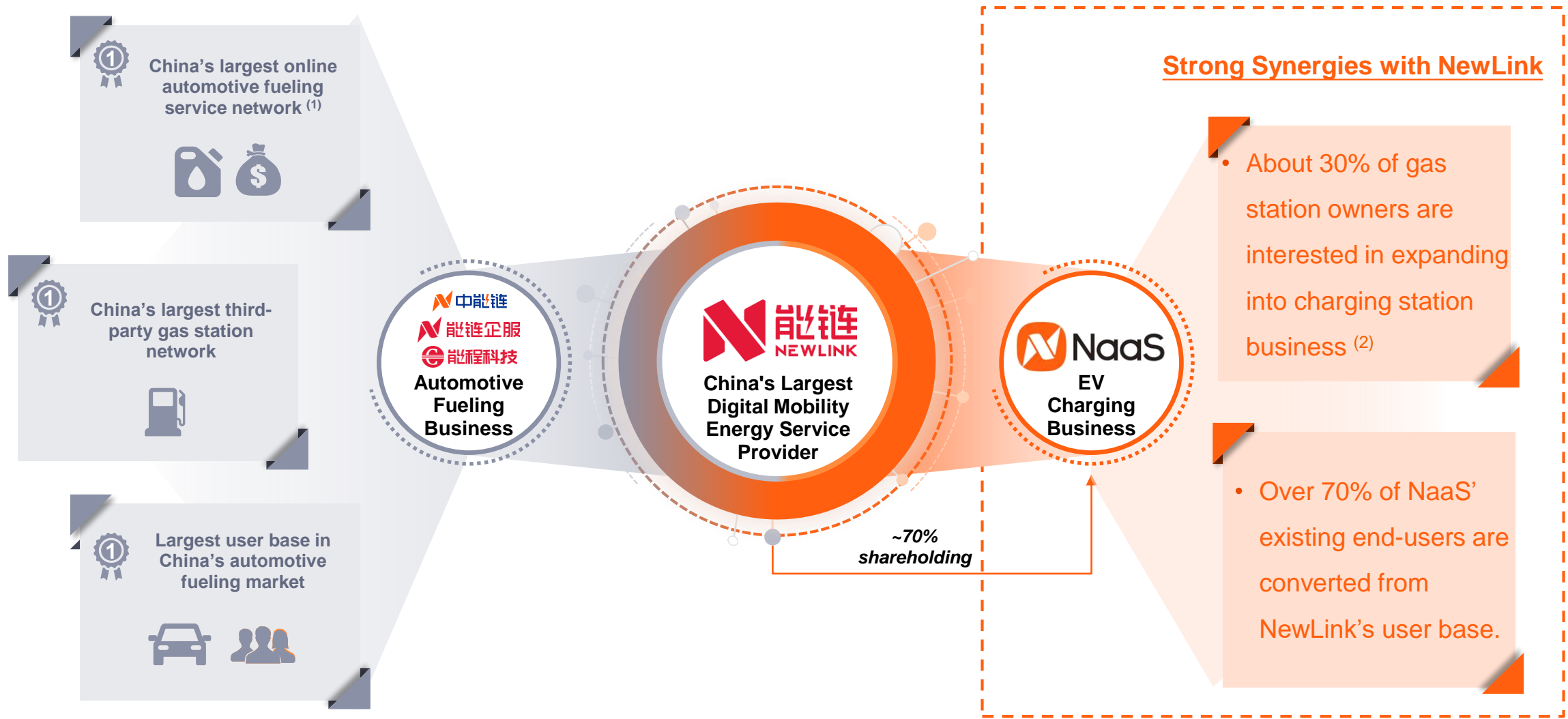


Allen Dong
GM of Europe & Middle East



- ✓ Visionary management team with proven execution capabilities
- ✓ Over 350 employees with in-depth expertise, resources and connections in the power industry
- ✓ Big data-driven business with 25% of personnel focused on R&D

NaaS Is Backed By China's Largest Digital Mobility Energy Service Provider



Notes:
(1) Ranked by GTV in 2022
(2) According to company research

Continuous Expansion In Our Partnership Network

Upstream

Storage Manufacturer



- Established joint venture with Hyper Strong to develop energy storage solutions for various scenarios, including charging stations
- Hyper Strong:** a leading energy storage system integrator and system service provider



Downstream

Battery Testing Provider



- Invested in Legend Energy to utilize its energy storage and battery management technology at charging stations
- Legend Energy:** taking a leading position in energy storage with advanced battery technology management



Homestay Charging Service



- Established the joint venture 'Smart Charging' with Smart Order to create a network of destination-sharing charging services for electric vehicles
- Smart Order:** a leading hotel SaaS provider in China that has served more than 23,000 B&B, a natural market for charging



ESG Highlights: Facilitate The Transition Into Green Energy



Our Goal:



By 2030, we target to
reduce road traffic
emissions by

1.26%

NaaS's Achievement on Emission Reduction

Carbon emission
reduction in 2022

1,847,700 tons
106% YoY

Renewable power
procured by NaaS
in 2022 ⁽¹⁾

393 GWh
89.52%
Of total energy
procured

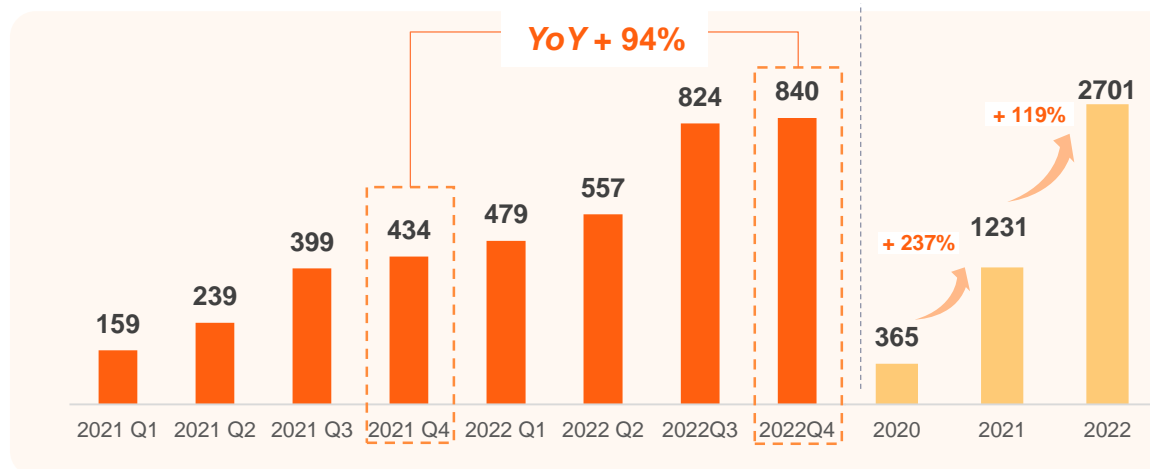
Notes:
(1) As of December 31, 2022

Compelling Financial Results With Substantial Growth Potential

2023 net revenue is expected to reach RMB500 ~ 600 million (US\$72 ~ 87 million), 5.4 ~ 6.4 times from 2022.

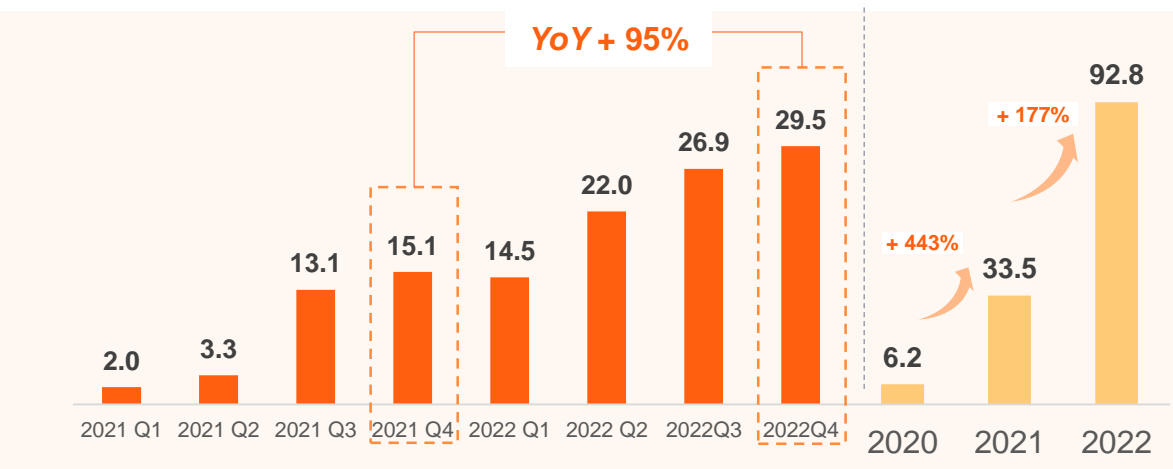
Gross Transaction Value

(RMB Million)



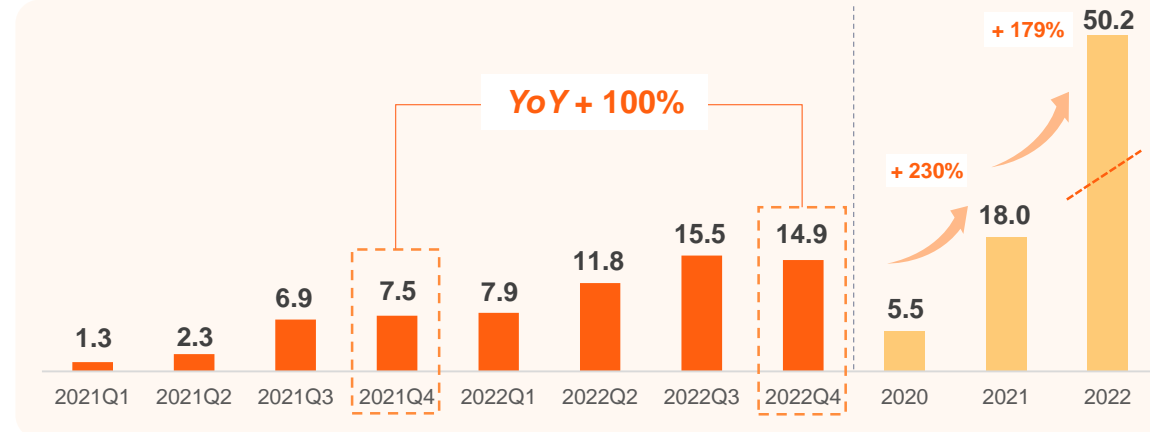
Net Revenue

(RMB Million)



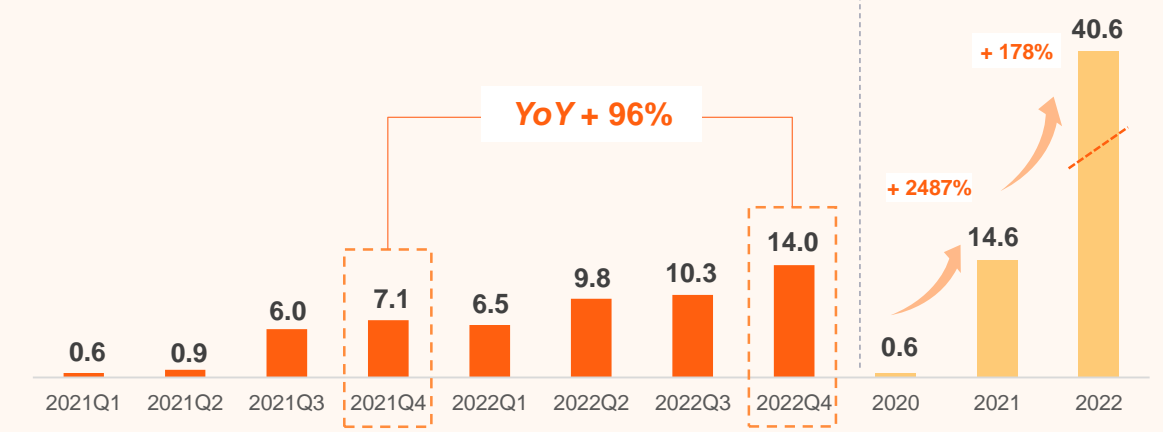
Net Revenue – Online EV Charging Solutions

(RMB Million)



Net Revenue – Offline EV Charging Solutions

(RMB Million)



Notes:

- (1) Non-IFRS Net Loss = Net Loss add back the share-based compensation, equity-settled listing cost and fair value changes of convertible and redeemable preferred share
(2) Non-IFRS Net Loss Ratio = Non-IFRS Net Loss / Gross Revenue



- China Leads The Global Electrification Market

- The China Market Will Continue To Unlock Huge Potential

- NaaS Has The Largest Third-Party Charging Network With Huge First Mover Advantage

Power The World With Green Energy

