



**FY & Q4 2022 Earnings**

March 30, 2023

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# Ideanomics

NASDAQ: IDEX

## TONY SKLAR

SVP, Investor Relations







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# ALF POOR

CEO



# 2022: **GROWING REVENUE** FROM EVS & CHARGING SOLUTIONS

**\$68 Million in revenue**

- **Energica** doubled its revenue
- **Solectrac** 4x growth in revenue
- **US Hybrid** strategic partnerships





# 2022: DELIVERING ON OUR MISSION TO **ACCELERATE** THE COMMERCIAL ADOPTION OF **ELECTRIC VEHICLES**

## VIA Motors

- \$170 million order to Pegasus
- Partnership with EAVX

## Energica

- Enhanced brand awareness
- New products & services







**ALI ADBO**

Riding Energica EsseEsse9





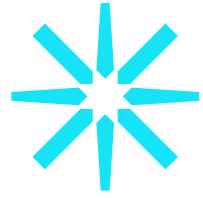
# SOLECTRAC'S ASSEMBLY FACILITY – WINDSOR, CA

**GIRISH SAWANT**

Director of Operations and After Sales







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# STEPHEN JOHNSTON

CFO





# FINANCIAL RESULTS

## 2022 KEY TAKEAWAYS

Revenue of **\$100.9 Million**

Profit of **-\$0.08 Million**

**+70% YoY increase**  
in Revenue from EV sales





# **CAPITAL NEEDS FOR THE NEXT 12 MONTHS**

\$90 million dollars for Energica, Solectrac, US Hybrid and WAVE Charging.

- New product development
- Enhancing brand recognition
- Optimizing operations

\$100+ million for VIA Motors

- Production intent vehicles
- Product validation
- Secure a manufacturing facility







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# ROBIN MACKIE

COO



# PRESERVING & GROWING VALUE

## 30% Cost Reduction Target



Cost Management



Efficient Execution



Enhanced Business Performance



Divestitures





# WAVE CHARGING

One brand

Charging solutions for  
commercial fleets

Preferred charging  
solutions provider to VIA





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# OUR ROADMAP TO 2027



## PRODUCTION

### 2023

- Solectrac US Gulf Coast assembly
- Secure facility for VIA manufacturing operations

### 2023/2024

- WAVE Charging U.S. manufacturing

### 2027

- Production capacity of 88,000 EVs per year



## PRODUCTS

### 2023

- Energy Cloud
- VIA production intent vehicles
- Three new Solectrac models.

### 2024

- New Energica model

### 2025

- Four new Solectrac models
- New Energica model



## SALES

### 2023

- Solectrac, Energica B2C and fleet sales, dealer network expansion
- US Hybrid follow-on orders
- WAVE Charging sales

### 2024

- WAVE charging sales in the EU and MENA

### 2024 - 2025

- All VIA vehicles already sold



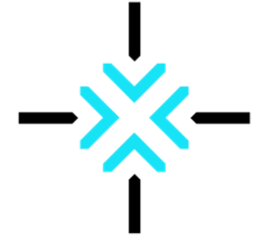
# ACTIONS TODAY



**Reduce costs  
and cash burn**



**Executing our  
established  
strategy**



**Customer  
centricity and  
sales**





# Q&A

