



# gogoro

## Q3 2022 Investor Presentation

Nov 10, 2022



**Horace Luke**

Founder, CEO and Chairman



**Bruce Aitken**

Chief Financial Officer

# Disclaimer

## Forward-Looking Statements:

This communication contains forward looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Forward looking statements generally relate to future events or Gogoro's future financial or operating performance. In some cases, you can identify forward looking statements because they contain words such as "may," "will," "should," "expects," "plans," "anticipates," "going to," "could," "intends," "target," "projects," "contemplates," "believes," "estimates," "predicts," "potential" or "continue" or the negative of these words or other similar terms or expressions that concern Gogoro's expectations, strategy, priorities, plans or intentions. Forward-looking statements in this communication include, but are not limited to, statements in the section entitled, "Updated 2022 Guidance," such as estimates regarding revenue and Gogoro's revenue generated from the Taiwan market, statements regarding the sufficiency of Gogoro's cash resources, Gogoro's beliefs regarding Gogoro's future operating performance including its ability to grow its subscriber base, projections of market opportunity and market share, potential growth of Gogoro's battery swapping ecosystem in Taiwan and in new markets, timing of Gogoro's launch in India, the capability of Gogoro's technology, Gogoro's business plans including its plans to grow and expand in Taiwan and internationally, the expected use of proceeds from the merger, and statements by Gogoro's founder, chairman, and chief executive officer and Gogoro's chief financial officer.

Gogoro's expectations and beliefs regarding these matters may not materialize, and actual results in future periods are subject to risks and uncertainties that could cause actual results to differ materially from those projected, including risks related to the impact of the COVID-19 pandemic, risks related to macroeconomic factors including inflation and consumer confidence, risks related to the Taiwan scooter market, risks related to political tensions, Gogoro's ability to effectively manage its growth, Gogoro's ability to launch and ramp up the production of its products and control its manufacturing costs and manage its supply chain issues, Gogoro's risks related to ability to expand its sales and marketing abilities, Gogoro's ability to expand effectively into new markets, foreign exchange fluctuations, Gogoro's ability to develop and maintain relationships with its partners, risks related to operating in the PRC, regulatory risks and Gogoro's risks related to strategic collaborations, risks related to the Taiwan market, China market and other international markets, expectations relating to the Company's financial results in international markets expectations relating to the Company's financial results in international markets, alliances or joint ventures including Gogoro's ability to enter into and execute its plans related to strategic collaborations, alliances or joint ventures in order for such strategic collaborations, alliances or joint ventures to be successful and generate revenue, the ability of Gogoro to be successful in the B2B market, risks related to Gogoro's ability to achieve operational efficiencies, Gogoro's ability to raise additional capital, the risks related to the need for Gogoro to invest more capital in strategic collaborations, alliances or joint ventures, risks relating to the impact of foreign exchange and the risk of Gogoro having to update the accounting treatment for its joint ventures. The forward looking statements contained in this communication are also subject to other risks and uncertainties, including those more fully described in Gogoro's filings with the Securities and Exchange Commission ("SEC"), including in Gogoro's Form 20-F for the year ended December 31, 2021, which was filed on May 2, 2022 and in its subsequent filings with the SEC, copies of which are available on our website and on the SEC's website at [www.sec.gov](http://www.sec.gov). The forward looking statements in this communication are based on information available to Gogoro as of the date hereof, and Gogoro disclaims any obligation to update any forward looking statements, except as required by law.

## Use of Non-IFRS Financial Measures

This press release and accompanying tables contain certain non-International Financial Reporting Standards as issued by the International Accounting Standards Board (collectively, "IFRS") financial measures including foreign exchange effect on operating revenues, non-IFRS gross profit, non-IFRS gross margin, EBITDA, Adjusted EBITDA.

## Foreign exchange ("FX") effect on operating revenues.

We compare the dollar amount and the percent change in the operating revenues from period to another period using constant currency disclosure. We present constant currency information to provide a framework for assessing how our underlying revenues performed excluding the effect of foreign currency rate fluctuations. To present this information, current period operating revenues for entities reporting in currencies other than USD are converted into USD at the average exchange rates from the equivalent periods last year.

## Non-IFRS Gross Profit and Gross Margin.

Gogoro defines non-IFRS gross profit and gross margin as gross profit and gross margin excluding share-based compensation expense and exit activities.

## Share-based Compensation Expense

consists of non-cash charges related to the fair value of restricted stock units awarded to employees. The Company believes that the exclusion of these non-cash charges provides for more accurate comparisons of our operating results to our peer companies due to the varying available valuation methodologies, subjective assumptions and the variety of award types. In addition, the Company believes it is useful to investors to understand the specific impact of share-based compensation expense on its operating results.

# Disclaimer

## **Non-IFRS Net Loss.**

Gogoro defines non-IFRS net loss as net income (loss) excluding share-based compensation expense, the change in fair value of financial liabilities including revaluation of redeemable preferred shares, change in fair value of earnout, earn-in and warrants associated with the merger of Poema, listing expense and onetime non-recurring costs associated with the merger. These amounts do not reflect the impact of any related tax effects.

## **EBITDA.**

Gogoro defines EBITDA, as net income (loss) excluding interest expense, net, provision for income tax, depreciation, and amortization. These amounts do not reflect the impact of any related tax effects.

## **Adjusted EBITDA.**

Gogoro defines Adjusted EBITDA, as EBITDA excluding share-based compensation expense, the change in fair value of financial liabilities including revaluation of redeemable preferred shares, change in fair value of earnout, earn-in and warrants associated with the merger of Poema, listing expense and onetime non-recurring costs associated with the merger. These amounts do not reflect the impact of any related tax effects

## **Acquisition-related Expenses.**

Gogoro incurs acquisition-related and other expenses which consist of costs incurred after the issuance of a definitive term sheet for a particular transaction and include legal, banker, accounting, printer costs, valuation and other advisory fees. Management excludes these items for the purposes of calculating non-IFRS adjusted EBITDA. Gogoro generally would not have otherwise incurred such expenses in the periods presented as part of its continuing operations. The acquisition related expenses are not recurring with respect to past transactions, can be inconsistent in amount and frequency from period to period and are significantly impacted by the timing and magnitude of Gogoro's acquisitions. While these expenses are not recurring with respect to past transactions, Gogoro generally will incur these expenses in connection with any future acquisitions.

## **Listing Expense.**

In connection with the merger with Poema, the excess fair value of shares issued by Gogoro in exchanged for the net assets of Poema was recorded as listing expense in operating expense. The listing expense for the merger is not recurring with respect to past transactions, can be inconsistent in amount and frequency from period to period and are significantly impacted by the timing and magnitude of the merger.

## **Exit Activities.**

We have incurred charges in connection with the exit of certain product lines as well as other non-recurring activities. These charges are not representative of ongoing costs to the business and are not expected to recur. As a result, these charges are being excluded to provide investors with a more comparable measure of costs associated with ongoing operations.

These non-IFRS financial measures exclude share-based compensation expense, interest expense, income tax, depreciation and amortization, change in fair value of financial liabilities including revaluation of redeemable preferred shares, change in fair value of earnout, earn-in and warrants associated with the merger of Poema, listing expense and onetime non-recurring costs associated with the merger. The company uses these non-IFRS financial measures internally in analyzing its financial results and believes that these non-IFRS financial measures are useful to investors as an additional tool to evaluate ongoing operating results and trends. In addition, these measures are the primary indicators management uses as a basis for its planning and forecasting for future periods.

Non-IFRS financial measures are not meant to be considered in isolation or as a substitute for the comparable IFRS financial measures. Non-IFRS financial measures are subject to limitations and should be read only in conjunction with the company's consolidated financial statements prepared in accordance with IFRS. Non-IFRS financial measures do not have any standardized meaning and are therefore unlikely to be comparable to similarly titled measures presented by other companies. A description of these non-IFRS financial measures has been provided above and a reconciliation of the company's non-IFRS financial measures to their most directly comparable IFRS measures have been provided in the financial statement tables included in this press release, and investors are encouraged to review these reconciliations.



# GGR



**Pilot program with India's largest  
100% EV B2B demand aggregator.**





## THE TIMES OF INDIA

Gogoro and Zyppe plan to launch their B2B pilot service next month, starting with Delhi.

## electrek

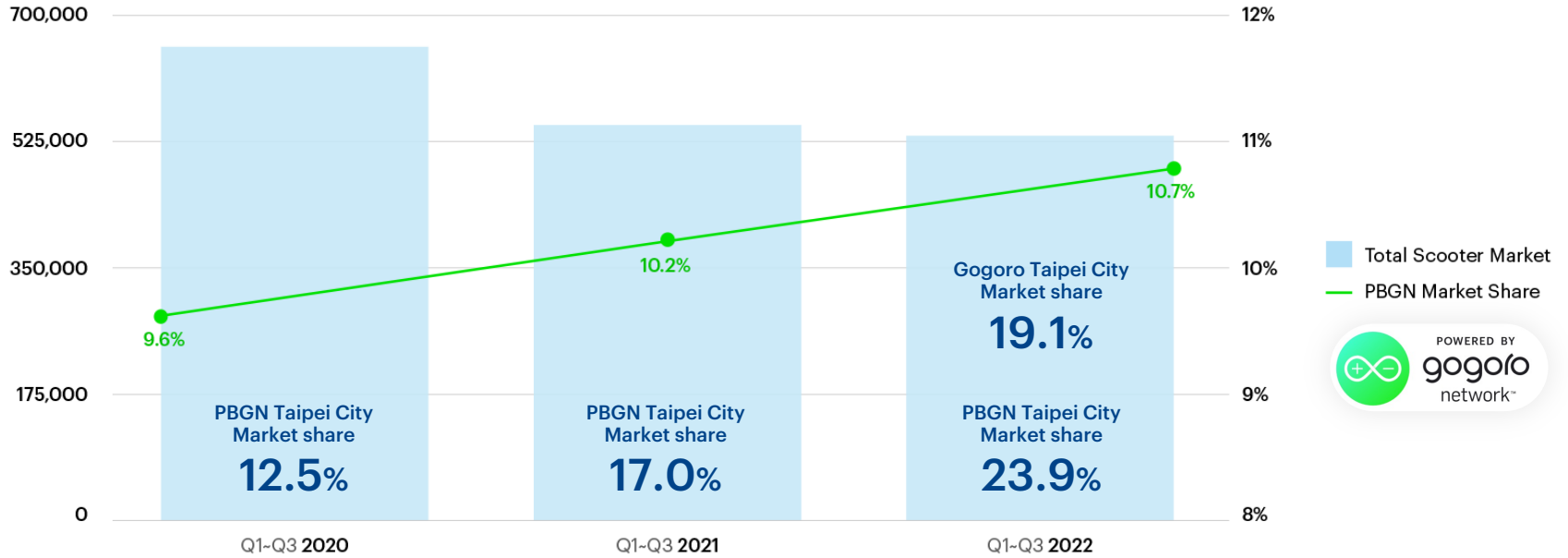
Gogoro's global expansion continues as battery swapping giant enters Indian market

**Gogoro's sustainability technology can make a positive environmental impact in Delhi and other cities**

## THE ECONOMIC TIMES

Apart from growing operations in its home market, Gogoro is looking to expand its footprint globally.

# Increased Gogoro Network penetration in the Taiwan Market



**505k+**

Total Subscribers YTD

**+18.7k**

Gogoro Registered Units in Q3 2022

**10.7%**

PBN Market Share YTD



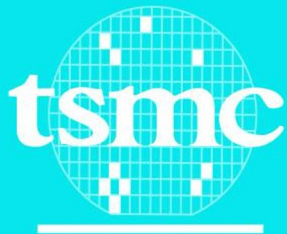




臺中市政府

TaiChung  
City Government

gogoro



# Sustainability Commitments



**~40%**

Renewable Energy Goal  
in Manufacturing



**~100%**

Renewable Energy  
in Multiple Retail Stores



# Sustainable Technology for B2B & B2C



Israel



South Korea



Indonesia



India



**EFFICIENCY**



**GROWTH**

# Gogoro 2022 Macro Priorities

## Vehicles + Hardware

TAIWAN + INTERNATIONAL

Introduce new channels  
and audience categories

## Gogoro Solutions

TAIWAN + INTERNATIONAL

Invest in new  
products & markets

## Gogoro Network

TAIWAN + INTERNATIONAL

Increase efficiency  
and drive expansion



# Taiwan continues steady growth

## Electric Two-Wheeler Market

92.4%

PBGN Vehicles  
Market Share

As of 9/30/22

+28.2%

PBGN Partners  
Vehicles Growth

Nine-month YoY

+0.04%

Gogoro Vehicles  
Growth

Nine-month YoY

+9.7%

ePTW Percentage  
Growth

Nine-month YoY

## Gogoro Network Service Expansion

\$30.4M

GN Revenue  
(IFRS)

↑ 17.7% YoY

2,260+

Locations

↑ 1.1% QoQ

1M+

Batteries

↑ 3.6% QoQ

\$33.2M

GN Revenue

(On a constant currency basis)

↑ 28.5% YoY

505K+

Subscribers

↑ 4.4% QoQ

370K+

Daily Swaps

6.2B+ km

Ridden

↑ 9.8% QoQ

350M+

Swaps to date

↑ 10.5% QoQ

# Executive Summary



## Delivered Q3 '22 Revenue of \$102.2M & \$111.4M

Constant currency basis

- Up 1.5% YoY & 10.7% on a constant currency basis despite the impact of COVID and continued adverse market conditions.
- Gogoro Network revenue of \$30.4M and \$33.2M on a constant currency basis, up 17.7% YoY & 28.5% on a constant currency basis.

## Executing on our '22 Macro Plans/Strategies

- Expanding Taiwan channel – Gogoro vehicles available in 463 traditional scooter sales locations (sales + service capability) in addition to 94 self-owned/franchised stores.
- Extending channel strategy to include large format retail partners.

## Delivered on International Growth Initiatives

- Gogoro and Zyppe plan to launch a Battery Swapping pilot in Delhi in December 2022.
- Announced Singapore sandbox pilot partnering with Jardine Cycle & Carriage.
- Launched the Gogoro Network and Smartscooters in Tel Aviv, Israel.
- Ai Huan Huan City expansion delayed due to COVID and other market factors.
- Low cost B2B Vehicle deploying in China.

## Financial Summary

- Gross margin of 17.4% and non-IFRS gross margin of 20.0%, up 2.7% YoY
- Net income of \$56.4M, up from a net loss \$13.4M in Q3/2021, primarily due to a \$85.8M favorable change in fair value of financial liabilities
- Adjusted EBITDA of \$9.2M, down from \$15.2M in Q3/2021

# Q3 2022 Financial Results

## IFRS

Revenue

**\$102.2M**

↑ **1.5%** YoY

Gross Margin %

**17.4%**

↑ **0.1%** YoY

Net Income

**\$56.4M**

↑ **\$69.8M** YoY<sup>1</sup>

## Non-IFRS<sup>2</sup>

Revenue  
(On a constant currency basis)

**\$111.4M**

↑ **10.7%** YoY

Non-IFRS  
Gross Margin %

**20.0%**

↑ **2.7%** YoY

Adjusted  
EBITDA

**\$9.2M**

↓ **39.7%** YoY

1. The net income was primarily due to a \$85.8M favorable change in fair value of financial liabilities
2. Please see a description of these non-IFRS financial measures on slide 2 of this presentation and a reconciliation of the Company's non-IFRS financial measures to their most directly comparable IFRS measures in the financial statement tables included in the Appendix to this presentation

# Updated 2022 Guidance

2022  
Revenue

**\$370 – \$390M**

Update Guidance



# Q&A







# LET'S GO

# Appendix

# Reconciliation of IFRS Financial Metrics to Non-IFRS

## Reconciliation of Constant Currency

	Three Months Ended September 30,			IFRS revenue	IFRS revenue YoY change %	Revenue excluding FX effect YoY change %	
	2022						2021
	IFRS Revenue	FX Effect	Revenue excluding FX effect				
<b>Operating revenues:</b>							
Sales of hardware and other revenues	\$ 72,754	\$ 6,470	\$ 78,224	\$ 74,787	(4.1) %	4.6 %	
Gogoro network revenue	30,428	2,773	33,201	25,842	17.7 %	28.5 %	
Non-IFRS net loss	<u>\$ 102,182</u>	<u>\$ 9,243</u>	<u>\$ 111,425</u>	<u>\$ 100,629</u>	1.5 %	10.7 %	

## Reconciliation of Constant Currency

	Nine Months Ended September 30,			IFRS revenue	IFRS revenue YoY change %	Revenue excluding FX effect YoY change %	
	2022						2021
	IFRS Revenue	FX Effect	Revenue excluding FX effect				
<b>Operating revenues:</b>							
Sales of hardware and other revenues	\$ 197,131	\$ 9,343	\$ 206,474	\$ 172,122	14.5 %	20.0 %	
Gogoro network revenue	90,229	4,182	94,411	73,294	23.1 %	28.8 %	
Non-IFRS net loss	<u>\$ 287,360</u>	<u>\$ 13,525</u>	<u>\$ 300,885</u>	<u>\$ 245,416</u>	17.1 %	22.6 %	

# Reconciliation of IFRS Financial Metrics to Non-IFRS

## Reconciliation of Gross Profit and Gross Margin to Non-IFRS Gross Profit and Gross Margin

	Three Months Ended September 30,				Nine Months Ended September 30,							
	2022		2021		2022		2021					
Gross profit and gross margin	\$	17,809	17.4%	\$	17,399	17.3%	\$	43,383	15.1%	\$	35,823	14.6%
Share-based compensation expense		1,003	-		-	-		2,921	-		-	-
Exit activities		1,661	-		-	-		1,661	-		-	-
Non-IFRS gross profit and gross margin	\$	20,473	20.0%	\$	17,399	17.3%	\$	47,965	16.7%	\$	35,823	14.6%

## Reconciliation of Net Loss to Non-IFRS Net Loss

	Three Months Ended September 30,				Nine Months Ended September 30,							
	2022		2021		2022		2021					
Net income (loss)	\$	56,393		\$	(13,388)		\$	(86,376)		\$	(53,203)	
Share based compensation		11,353			-			26,734			-	
Change in fair value of financial liabilities		(85,755)			1,656			(189,560)			5,492	
Acquisition-related expenses		-			-			20,855			-	
Listing expense		-			-			178,804			-	
Exit activities		1,661			-			1,661			-	
Non-IFRS net loss	\$	(16,348)		\$	(11,732)		\$	(47,882)		\$	(47,711)	

# Reconciliation of IFRS Financial Metrics to Non-IFRS

## Reconciliation of Net Loss to EBITDA and Adjusted EBITDA

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2022	2021	2022	2021
Net income (loss)	\$ 56,393	\$ (13,388)	\$ (86,376)	\$ (53,203)
Interest expense, net	1,651	2,836	6,940	7,613
Depreciation and amortization	23,895	24,139	72,976	69,517
EBITDA	81,939	13,587	(6,460)	23,927
Share-based compensation expense	11,353	-	26,734	-
Change in fair value of financial liabilities	(85,755)	1,656	(189,560)	5,429
Acquisition-related expenses	-	-	20,855	-
Listing expense	-	-	178,804	-
Exit activities	1,661	-	1,661	-
Adjusted EBITDA	\$ 9,198	\$ 15,243	\$ 32,034	\$ 29,419