

# ADS-TEC Energy

## Financing a long-term revenue stream

Additional financing  
announced

ADS-TEC Energy has been building a strong position in battery-buffered fast charging systems. To date the company has largely operated through unit sales with some additional services. The \$50m gross fund raise will enable a shift to providing a complete system and service delivery model, enabling ADS-TEC to participate in longer-term revenues than its charging infrastructure currently offers, while customers will benefit from an outsourced business model. This should generate a more stable and longer-term revenue stream for the company and shareholders.

Year end	Revenue (€m)	PBT (€m)	EPS (EUc)	DPS (EUc)	P/E (x)	Yield (%)
12/22	26.4	(13.6)	(33.10)	0.00	N/A	N/A
12/23	107.4	(26.9)	(56.50)	0.00	N/A	N/A

Note: PBT and EPS are normalised, excluding amortisation of acquired intangibles, exceptional items and share-based payments. Forecasts are under review pending publication of the full FY24 results.

## \$50m gross fund-raising

ADS-TEC has issued \$53.8m of convertible notes, which, post a 7% initial discount and placing agent's fees, will provide net proceeds to the company of \$47.8m. The notes are convertible at any time at an ADS-TEC share price of \$16.88 and carry annual interest of 2% (rising to 12% on any default). The notes mature on 1 May 2028. The full details can be found in the [prospectus on www.sec.gov](#).

## Reasons for the raise

ADS-TEC provides battery-buffered storage/fast charging systems. Activities include hardware (designed and assembled in-house), proprietary software along with some additional services. To date the business has operated in the B2B space, in particular developing strategic partnerships, primarily in the electric vehicle (EV) charging sector. Revenues have largely come from equipment sales, which are one-off and can be somewhat lumpy (note the recent delay of deliveries from FY24 into FY25 affecting FY24 turnover). This additional finance will enable a step change in the offering as a vertically integrated supplier providing a comprehensive package including financing, installation, operational management, digital advertising and energy trading. Customers will benefit from ADS-TEC's operational experience to generate higher revenues along with reduced operating costs, while ADS-TEC will gain a longer-term, higher-margin revenue stream. Initially the focus is expected to be on EV charging at a range of locations most applicable to battery-buffered fast charging such as at supermarkets, convenience stores, DIY retailers and gas stations. We would expect future expansion into other sectors such as renewables buffering, etc. The company has a pipeline of over 300 sites in Germany and expects recurring revenue from deployment of the additional funding to ramp up from late 2025 into 2026.

## Next update and Edison forecasts

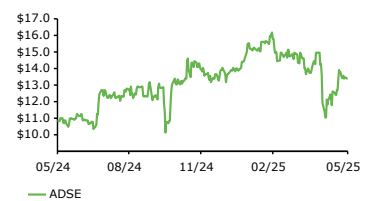
ADS-TEC announced preliminary figures for FY24 in [February](#). Full FY24 financials and a management presentation are due on 12 May. We expect this to include guidance on FY25 and plan to reintroduce forecasts at that time.

Alternative energy

6 May 2025

<b>Price</b>	<b>\$13.48</b>
<b>Market cap</b>	<b>\$730m</b>
Net cash at 31 December 2024	€22.7m
Shares in issue	53.9m
Free float	55.8%
Code	ADSE
Primary exchange	NASDAQ
Secondary exchange	N/A

### Share price performance



%	1m	3m	12m
Abs	(5.2)	(9.6)	25.8
52-week high/low		\$16.2	\$10.2

### Business description

ADS-TEC Energy makes battery storage-based energy platforms. These buffer systems enable consistent, high-power delivery for systems such as EV charging.

### Next events

FY24 full year results	12 May 2025
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**Exhibit 1: Financial summary (€m)**

Year end Dec (€m)	2020	2021	2022	2023
<b>INCOME STATEMENT</b>				
<b>Revenue</b>	<b>0.0</b>	<b>33.0</b>	<b>26.4</b>	<b>107.4</b>
Cost of Sales	1.8	(35.3)	(30.9)	(97.3)
Gross Profit	1.8	(2.3)	(4.5)	10.0
<b>EBITDA</b>	<b>(6.5)</b>	<b>(15.2)</b>	<b>(29.3)</b>	<b>(16.6)</b>
<b>Operating profit (before amort. and excepts.)</b>	<b>(8.2)</b>	<b>(18.6)</b>	<b>(33.7)</b>	<b>(26.1)</b>
Amortisation of acquired intangibles	0.0	0.0	0.0	0.0
Exceptionals	0.0	0.0		
Share-based payments	0.0	0.0	(2.8)	(1.0)
<b>Reported operating profit</b>	<b>(8.2)</b>	<b>(18.6)</b>	<b>(36.4)</b>	<b>(27.1)</b>
Net Interest	(2.1)	(2.8)	20.1	(0.8)
Exceptionals	0.0	(65.8)	0.0	0.0
<b>Profit Before Tax (norm)</b>	<b>(10.3)</b>	<b>(21.4)</b>	<b>(13.6)</b>	<b>(26.9)</b>
<b>Profit Before Tax (reported)</b>	<b>(10.3)</b>	<b>(87.2)</b>	<b>(16.3)</b>	<b>(27.9)</b>
Reported tax	0.0	(0.4)	(2.6)	0.0
<b>Profit After Tax (norm)</b>	<b>(10.3)</b>	<b>(21.8)</b>	<b>(16.1)</b>	<b>(27.7)</b>
<b>Profit After Tax (reported)</b>	<b>(10.3)</b>	<b>(87.6)</b>	<b>(18.9)</b>	<b>(27.9)</b>
Minority interests	0.0	0.0	0.0	0.0
<b>Net income (normalised)</b>	<b>(10.3)</b>	<b>(21.8)</b>	<b>(16.1)</b>	<b>(27.7)</b>
<b>Net income (reported)</b>	<b>(10.3)</b>	<b>(87.6)</b>	<b>(18.9)</b>	<b>(27.9)</b>
Average Number of Shares Outstanding (m)	32	25	49	49
EPS - normalised (c)	(32)	(86)	(33)	(57)
EPS - normalised fully diluted (c)	(32)	(86)	(33)	(42)
EPS - basic reported (c)	(32)	(346)	(39)	(57)
Dividend (c)	0	0	0	0
<b>BALANCE SHEET</b>				
<b>Fixed Assets</b>	<b>20.0</b>	<b>24.1</b>	<b>34.2</b>	<b>43.7</b>
Intangible Assets	15.3	17.0	22.1	28.6
Tangible Assets	4.5	3.0	5.4	7.3
Investments & other	0.1	4.1	6.7	7.7
<b>Current Assets</b>	<b>25.3</b>	<b>127.2</b>	<b>105.3</b>	<b>94.0</b>
Stocks	21.6	13.1	53.1	35.3
Debtors	3.7	12.3	17.7	29.4
Cash & cash equivalents	0.0	101.8	34.4	29.3
Other	0.0	0.0	0.0	0.0
<b>Current Liabilities</b>	<b>(23.5)</b>	<b>(30.4)</b>	<b>(42.4)</b>	<b>(46.2)</b>
Creditors	(20.6)	(20.2)	(39.3)	(43.1)
Short term borrowings including lease liabilities	(0.9)	(8.1)	(2.2)	(2.2)
Other	(2.0)	(2.2)		
<b>Long Term Liabilities</b>	<b>(30.5)</b>	<b>(23.9)</b>	<b>(16.3)</b>	<b>(28.1)</b>
Long term borrowings	(2.0)	(1.5)	(2.6)	(14.4)
Other long term liabilities	(28.4)	(22.4)	(13.7)	(13.7)
<b>Net Assets</b>	<b>(8.6)</b>	<b>96.9</b>	<b>80.7</b>	<b>63.4</b>
Minority interests	0.0	0.0	0.0	0.0
<b>Shareholders' equity</b>	<b>(8.6)</b>	<b>96.9</b>	<b>80.7</b>	<b>63.4</b>
<b>CASH FLOW</b>				
Op Cash Flow before WC and tax	(6.5)	(81.4)	(22.0)	(19.2)
Working capital	(9.0)	4.5	(25.9)	9.9
Exceptional & other	13.0	58.6	(9.9)	(0.5)
Tax	0.0	0.0	0.0	0.0
<b>Operating Cash Flow</b>	<b>(2.6)</b>	<b>(18.3)</b>	<b>(57.8)</b>	<b>(9.8)</b>
Capex (including capitalised R&D)	(6.6)	(5.6)	(11.1)	(15.4)
Acquisitions/disposals	0.0	0.0	0.0	0.0
Net interest	0.0	(2.6)	(0.2)	(0.8)
Equity financing	0.0	250.4	0.0	9.0
Other	0.0	(147.3)		
<b>Net Cash Flow</b>	<b>(9.3)</b>	<b>76.6</b>	<b>(69.1)</b>	<b>(16.9)</b>
<b>Opening net debt/(cash)</b>	<b>(2.0)</b>	<b>2.9</b>	<b>(92.2)</b>	<b>(31.0)</b>
FX	4.9	(0.3)	10.0	0.0
Other non-cash movements	0.0	18.8	(2.1)	0.0
<b>Closing net debt/(cash) excluding lease liabilities</b>	<b>2.9</b>	<b>(92.2)</b>	<b>(31.0)</b>	<b>(14.1)</b>

Source: ADS-TEC

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