Fastned

Investor Presentation

January 2026

Fastned's flagship fully electric service area - Gentbrugge opened in July 2025

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Investment **Highlights**

1

European leader in public DC fast charging with proven location strategy, targeting only high traffic locations

2

Best positioned to both **capture and enable the tailwind of BEV adoption** by improving access to charging infrastructure

3

Best-in-class and most recognisable charging concept in the market, with key functions optimised in house

4

Market-leading station economics and business model supported by high traffic levels and capex efficiency

5

Mission-driven company with ESG at the core of everything we do

Fastned

Our mission

To accelerate the transition to electric mobility

Our goal

1,000 charging stations by 2030

Our climate impact

With every kWh sold we displace fossil fuels burning into the atmosphere

100% local **sun, wind & hydro energy**[1]

2024 CO2e avoided

129,100

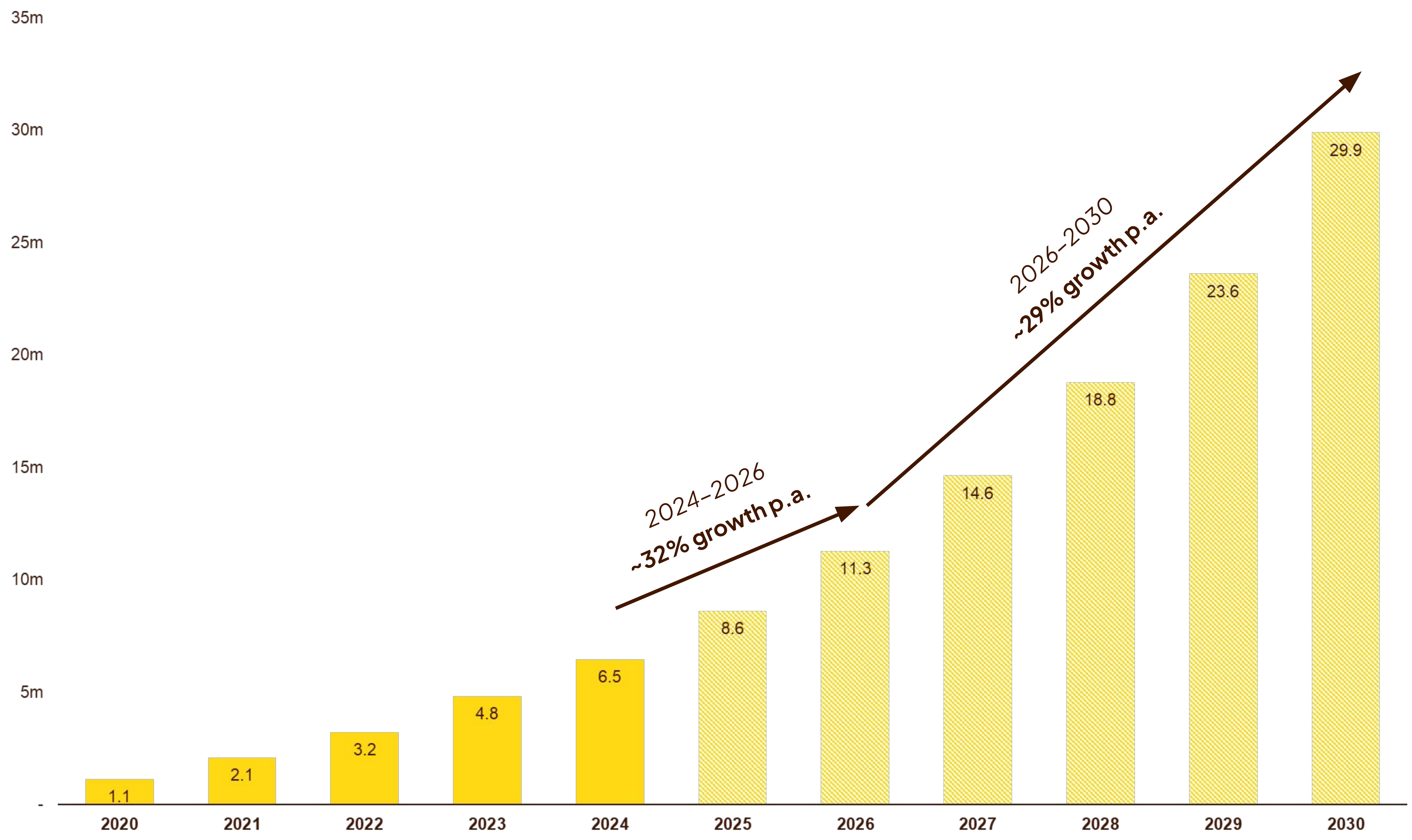
tonnes

Certified B Corporation

1) For every kWh sold through the grid we buy local (same or adjacent country) solar & wind guarantees of origin

The BEV fleet is scaling: creating a large, high growth fast charging market

BEV fleet in Fastned's operating geographies[1]



2030 BEV Charging Market

>30 million electric vehicles

> 75 billion kWh / year
recurring charging demand

> 30% public fast charging[2]

> € 10bn high growth fast charging market[3]

Notes: 1) Operating geographies include short and long term targets such as Ireland, Poland, Austria. Source: Schmidt Automotive Research May 2025. 2) BNEF Electric Vehicle Outlook 2024. 3) Fastned analysis

Fastned ranks among the top three fast charging companies in Western Europe[1]

2024 energy volume sold[1]

	Type	Main location strategy
TESLA	Car manufacturer	Off highway (navigational pull)
EnBW	Utility	Destination charging
Fastned	**Pure play**	**High traffic roads**
IONITY	Car manufacturer	High traffic roads
Allego	Pure play	Off highway
Shell Recharge	Oil major	Adding chargers on petrol stations
TotalEnergies	Oil major	Adding chargers on petrol stations
bp pulse	Oil major	Adding chargers on petrol stations
LIDL	Location owner / operator	Destination charging
GRIDSERVE SUSTAINABLE ENERGY	Pure play	High traffic roads

Sources: 1–UK, Netherlands, Belgium, Germany, France, Switzerland Public data. Fastned analysis. Tesla data are estimates

We have built the **best charging concept** in the market

1 High traffic location strategy

High traffic business case supports the necessary investment to realise best charging concept

2 Vertically integrated business model

Public affairs & network development

Construction & engineering

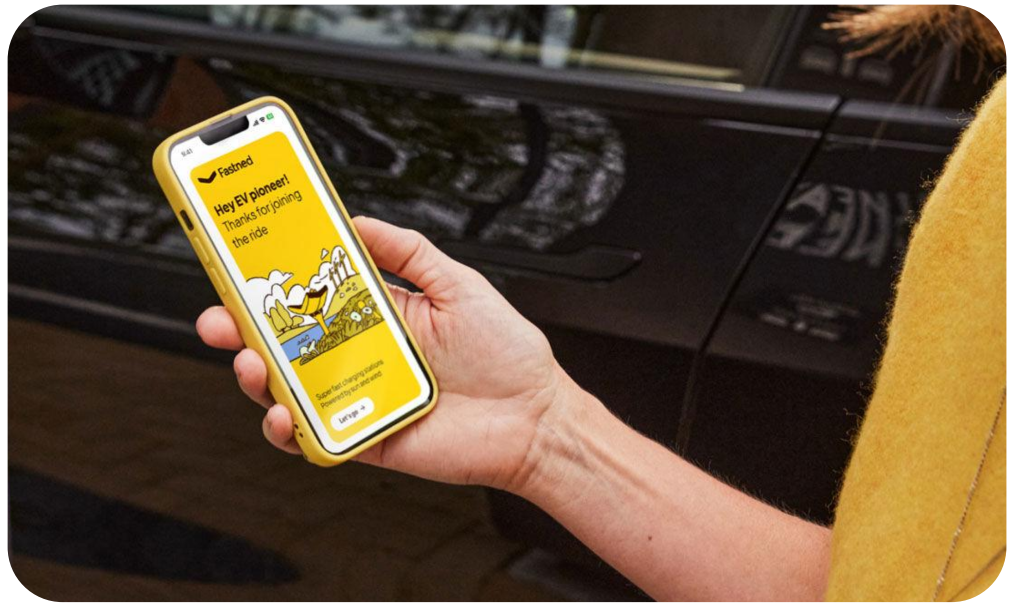
Station design

Operations & maintenance

Customer support

Software backbone & app

3 Best customer experience



99.9%
station uptime

65
customer NPS

Google
4.4 / 5
Google location reviews

AUTOBLOG.NL
#1
charging network

Fastned is the top choice **for EV drivers** due to **high quality and reliability**

AUTOBLOG.NL

Favourite fast charging network survey[1]

		% favourite
1	Fastned	43%
2	TESLA	31%
3	IONITY	15%
4	Other	4%
5	Shell Recharge	4%
6	Allego	1%
7	TotalEnergies	1%
8		
9		
10		

zapmap

Best EV Charging Network 2025[2]

	5-star rating
TESLA	**4.8**
Smart Charge	4.4
Be.EV	4.3
Fastned	**4.2**
mfg EV Power Fast Clean Energy	3.9
IONITY	3.8
Osprey	3.8
INSTAVOLT	3.6
EV on the move	3.6
GRIDSERVE Sustainable Energy	3.5

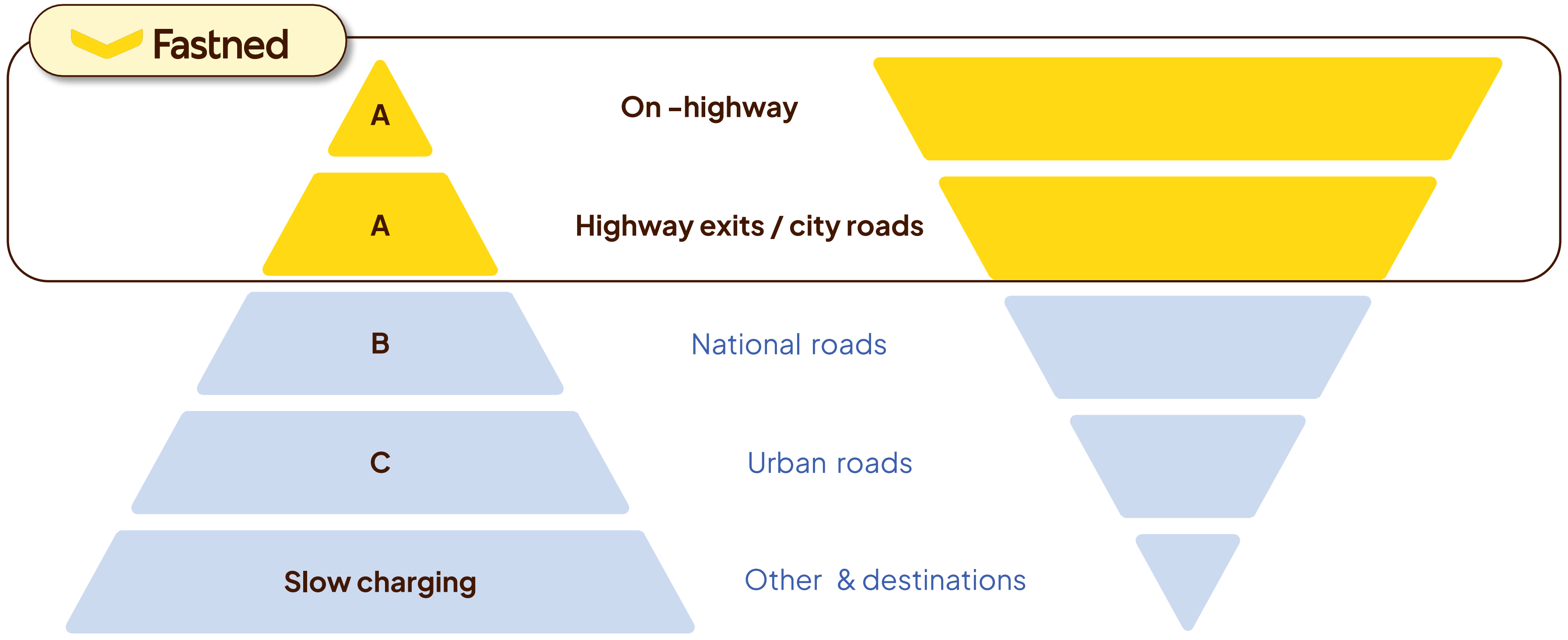
1) Autoflow charging network survey 2024
2) Zapmap best charging networks of 2025

Fastned has a proven location strategy with top quality portfolio based on long-term vision…

Fastned focuses on high-traffic A-locations

Location availability — **100,000+** sites in Europe[1]

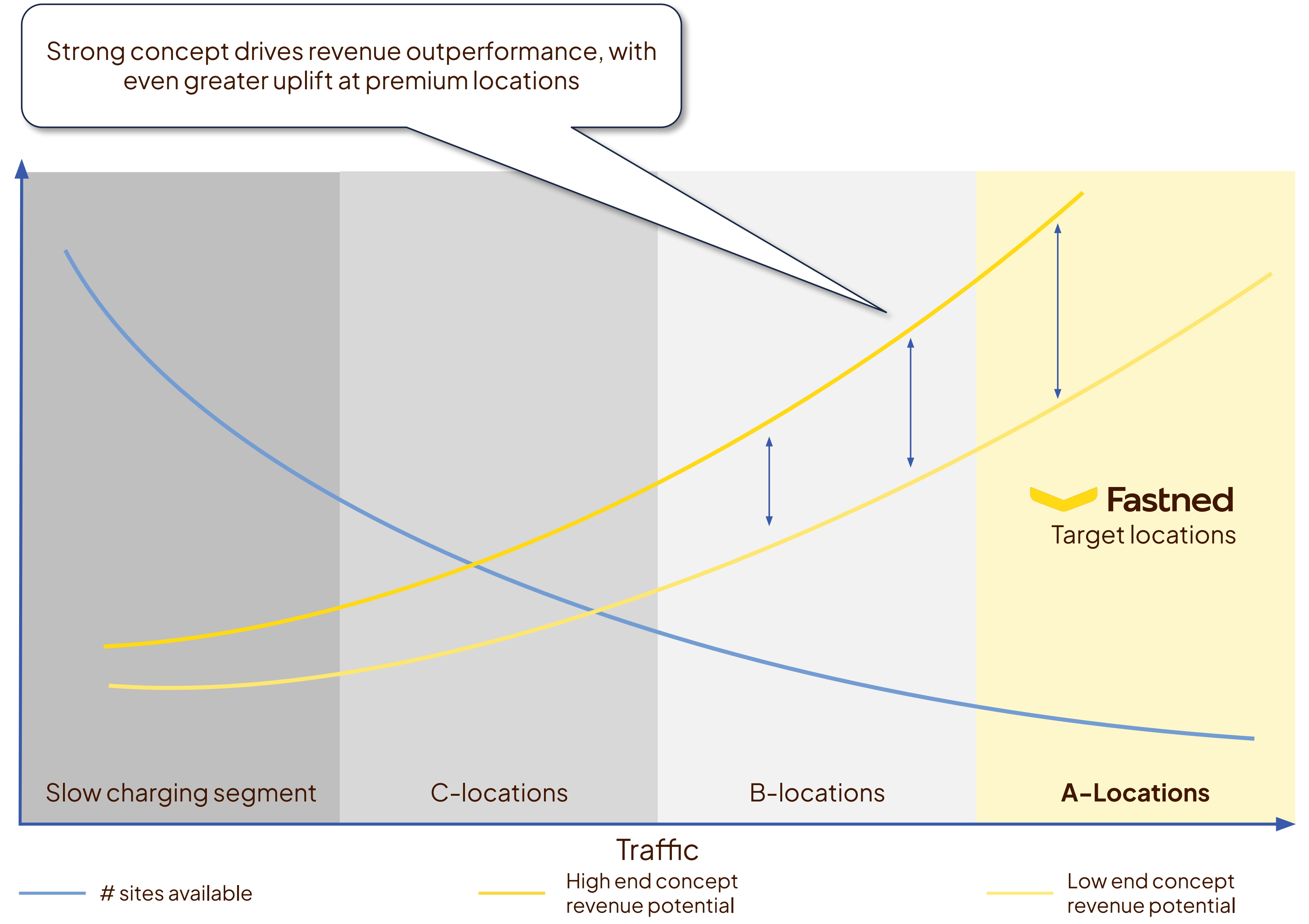
Portfolio ambition — majority of locations on/near the **high traffic roads**



Fastned strengthens its strategic position by:

- Targeting high-traffic A-locations with strong visibility and revenue potential, based on the strong belief that having the best locations drives energy sales, not the # of Charge Points
- Being HPC focused and characterized by limited competition ensuring high usage rate and long lease duration
- Having a top-quality portfolio with a proven site identification approach, based on long-term vision

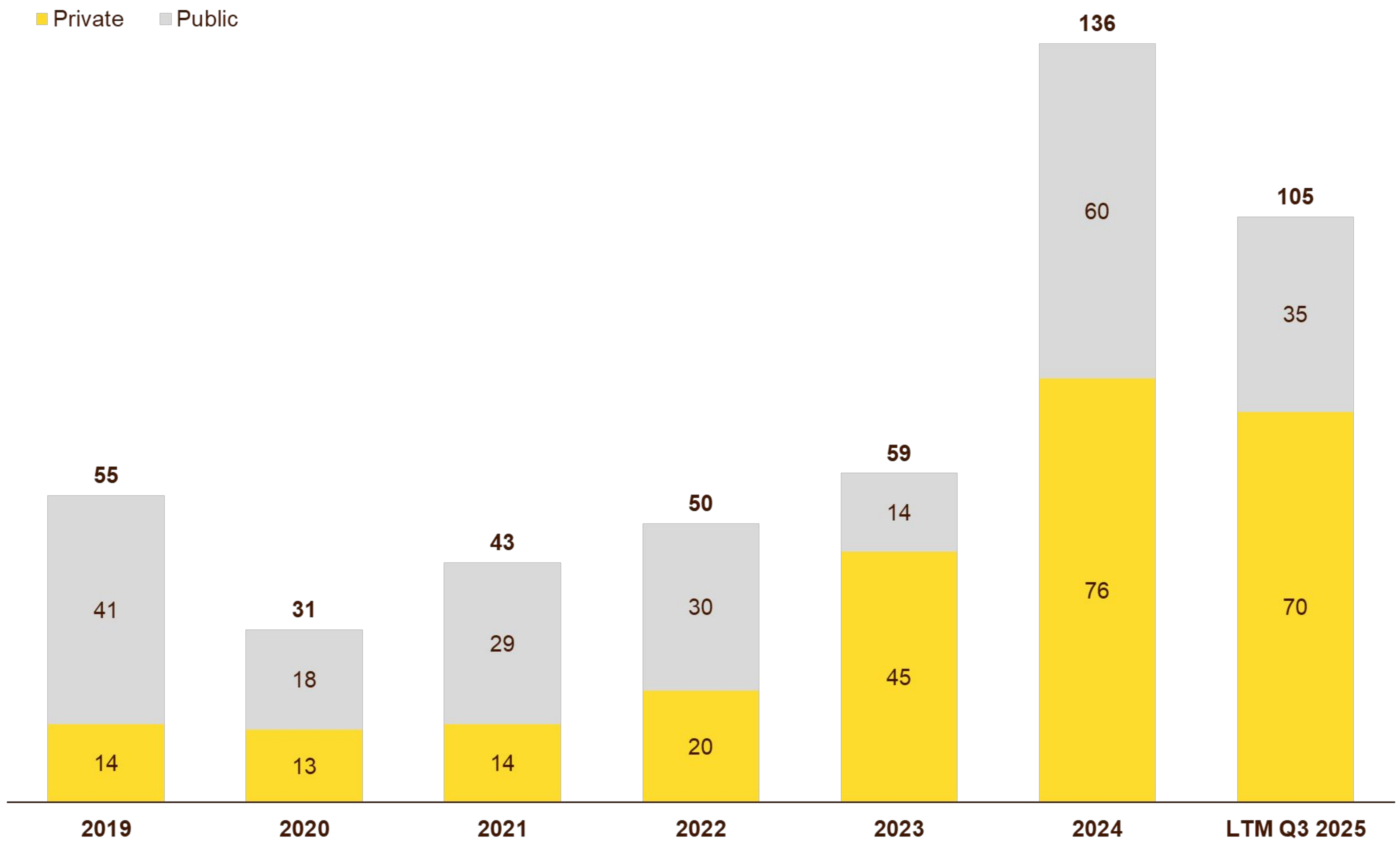
Location strategy leads to highest revenue potential



Note: 1. 10,000+ with a great business case

Fastned path to 1,000 high-traffic locations:
motorway service areas, private land and urban sites

Sites secured on private and public land[1]



Public land

MSAs

~4,000 motorway sites

200-600 additional locations medium term

Cities

Hundreds of cities requiring public fast charging infrastructure

Hundreds of additional locations long term

+

Private land

> 100,000 location owners in search for a great charging concept

> 1,000 additional locations long term

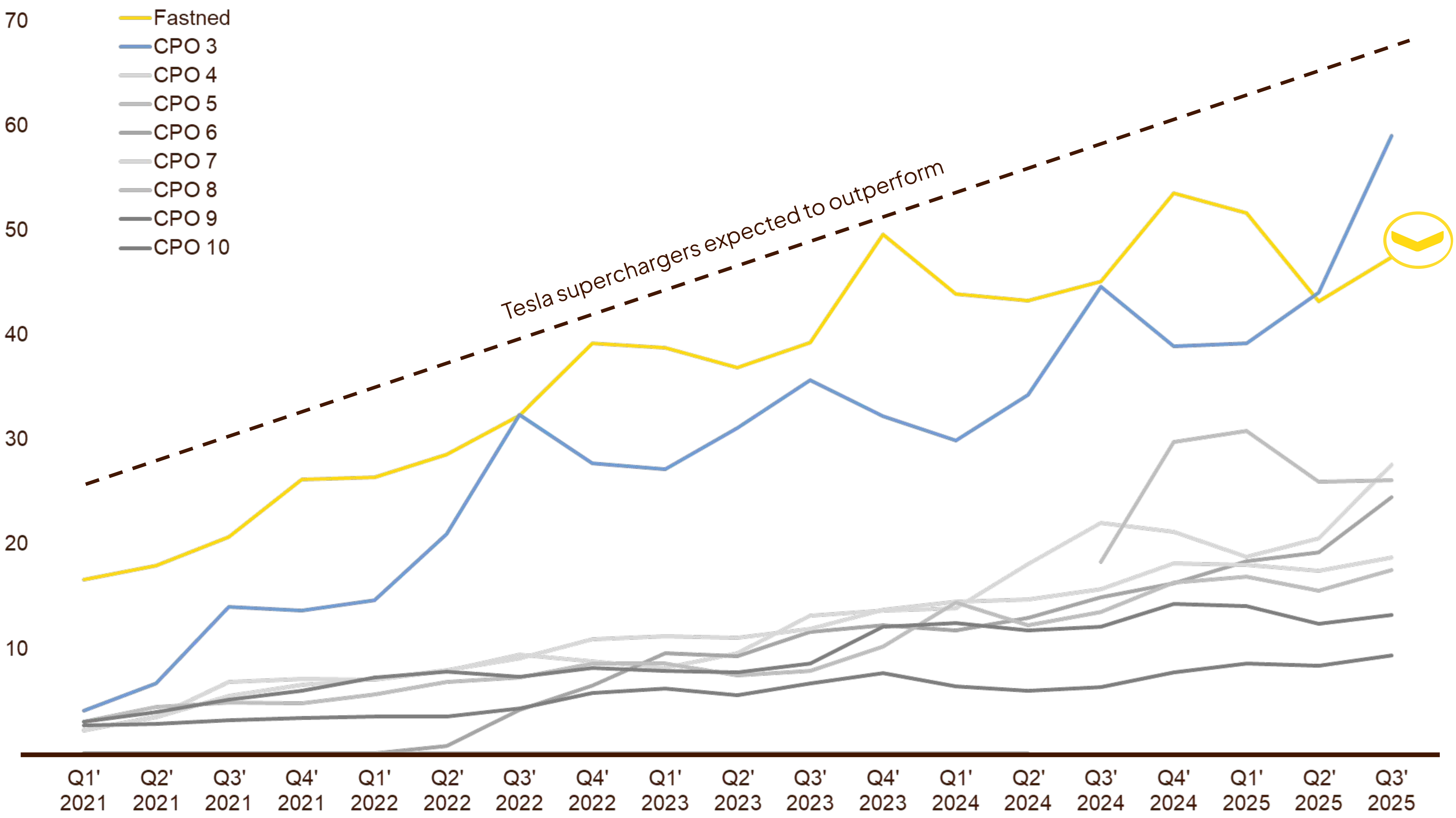
=

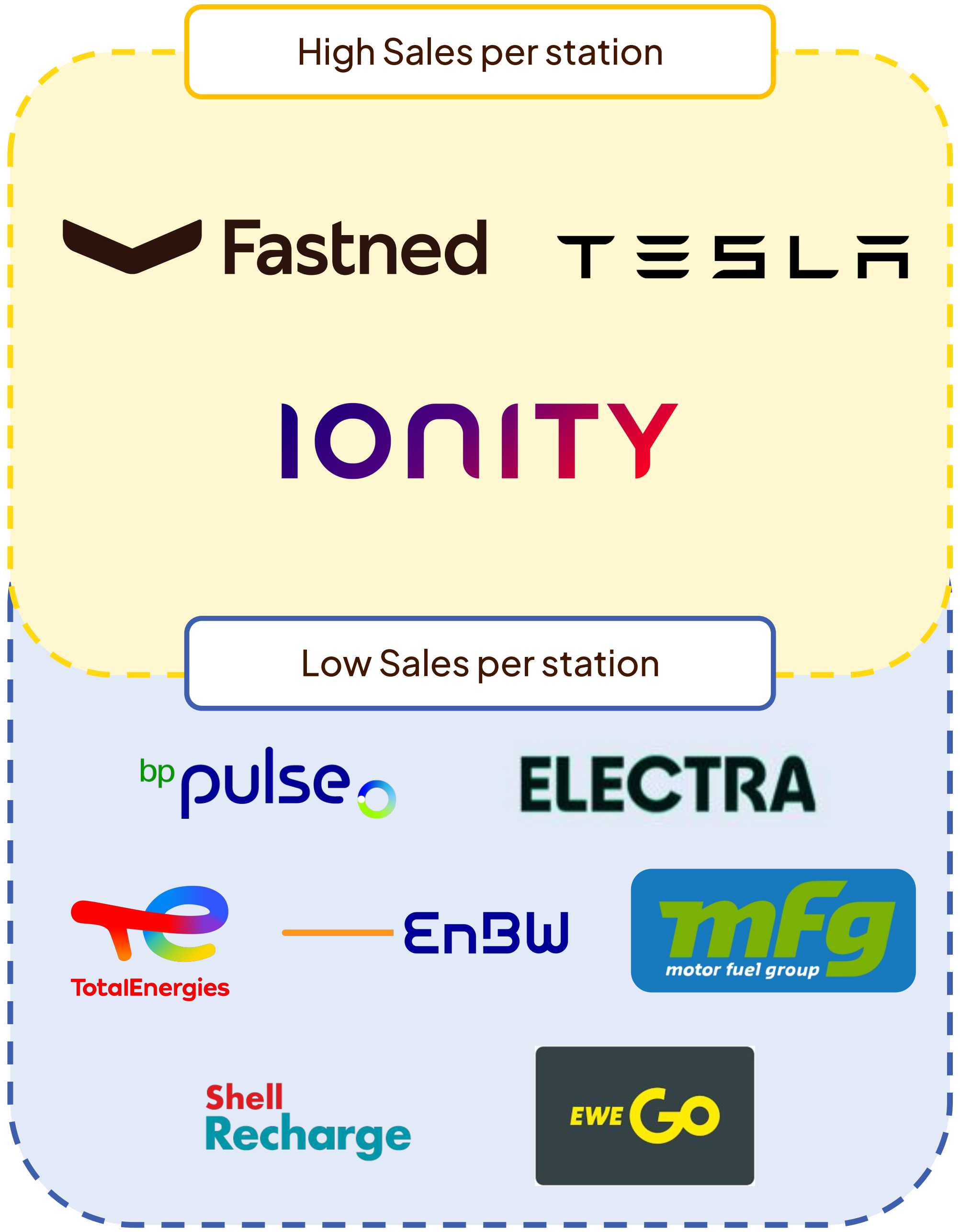
A thousand locations before 2030

1) LTM = last twelve months

A high traffic location strategy and best-in-class charging concept leads to outsized sessions per station

Daily sessions per station[1]





1) Source: Charge Radar, excludes Tesla. Fastned's operating geography – Netherlands, Belgium, Germany, UK, France, Switzerland. Note competitor group excludes Gridserve due to data availability.

Station **economics**

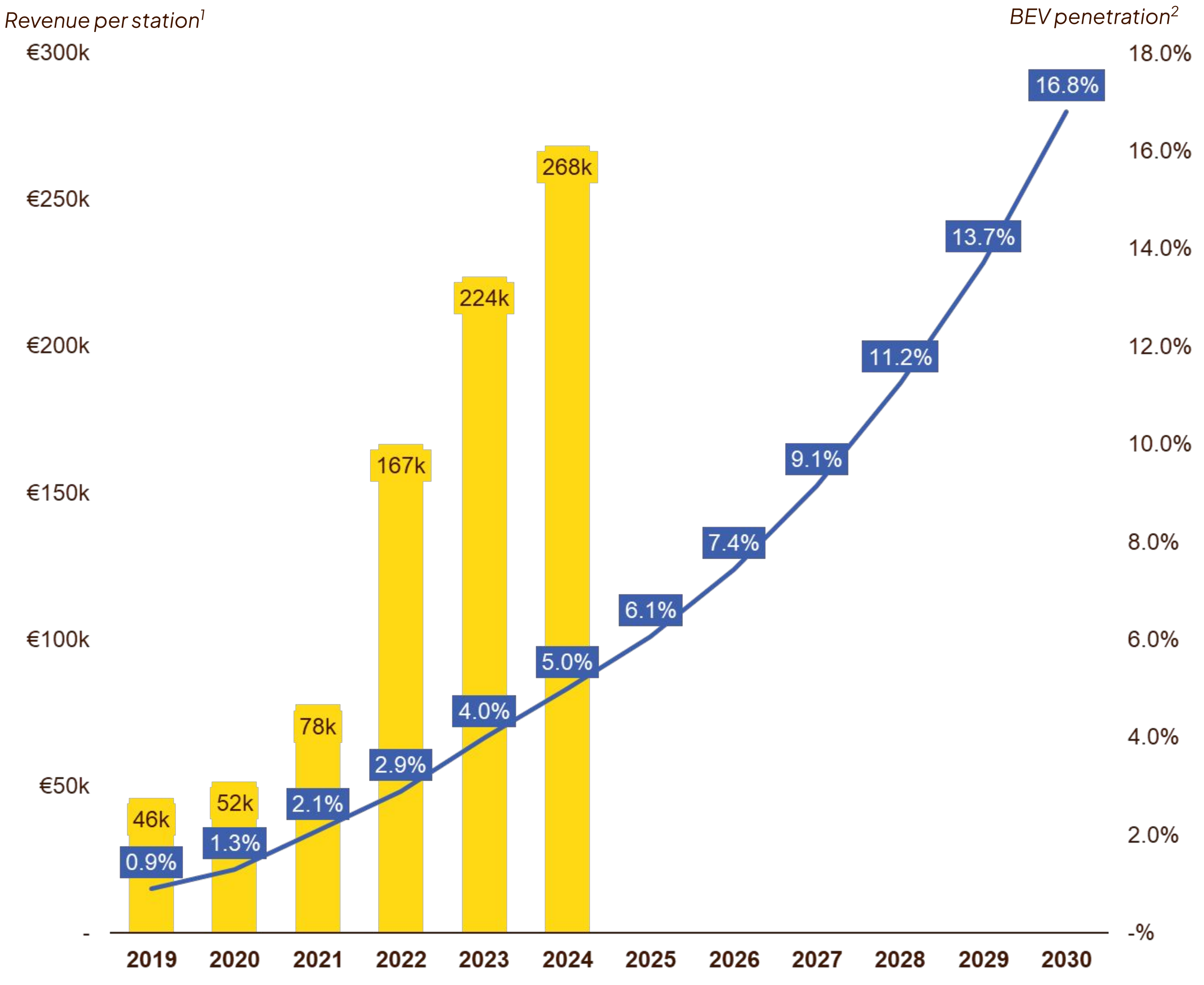
€k	Average station Q4 2019	Average station Q3 2025	Average station 2030
Average daily traffic	~30k	~30k	~30k
1 BEV fleet penetration	~0.9% [1]	~5.7% [1]	~20% [1]
2 Sessions per day	14	49	
Average MWh (Annualised)	**105 MWh**	**436 MWh**	**>2,000 MWh**
Annualised revenue / station	61 [2]	333 [2]	>1,000 [2]
3 Gross margin	51 (€0.49/kWh)	269 (€0.54/kWh)	
Operating costs per station	31	142	
Operational EBITDA (B)	**20 (33%)**	**100 (34%)**	**>400 (40%)**
4 Initial investment (A)	307	802	
ROIC (= B / A)	**7%**	**16%**	
Utilisation rate	9.9%	12.2%	
ROIC at 30% utilisation, current charge speed	>40%	>40%	

1. Top line growth is directly linked to BEV adoption – large revenue tailwinds
2. Best-in-class charging concept captures more traffic resulting in higher number of sessions vs peers
3. Outsized session numbers lead to a superior business case which allows price flexibility
4. Fully wrapped construction capability delivers high quality and capex efficient infrastructure

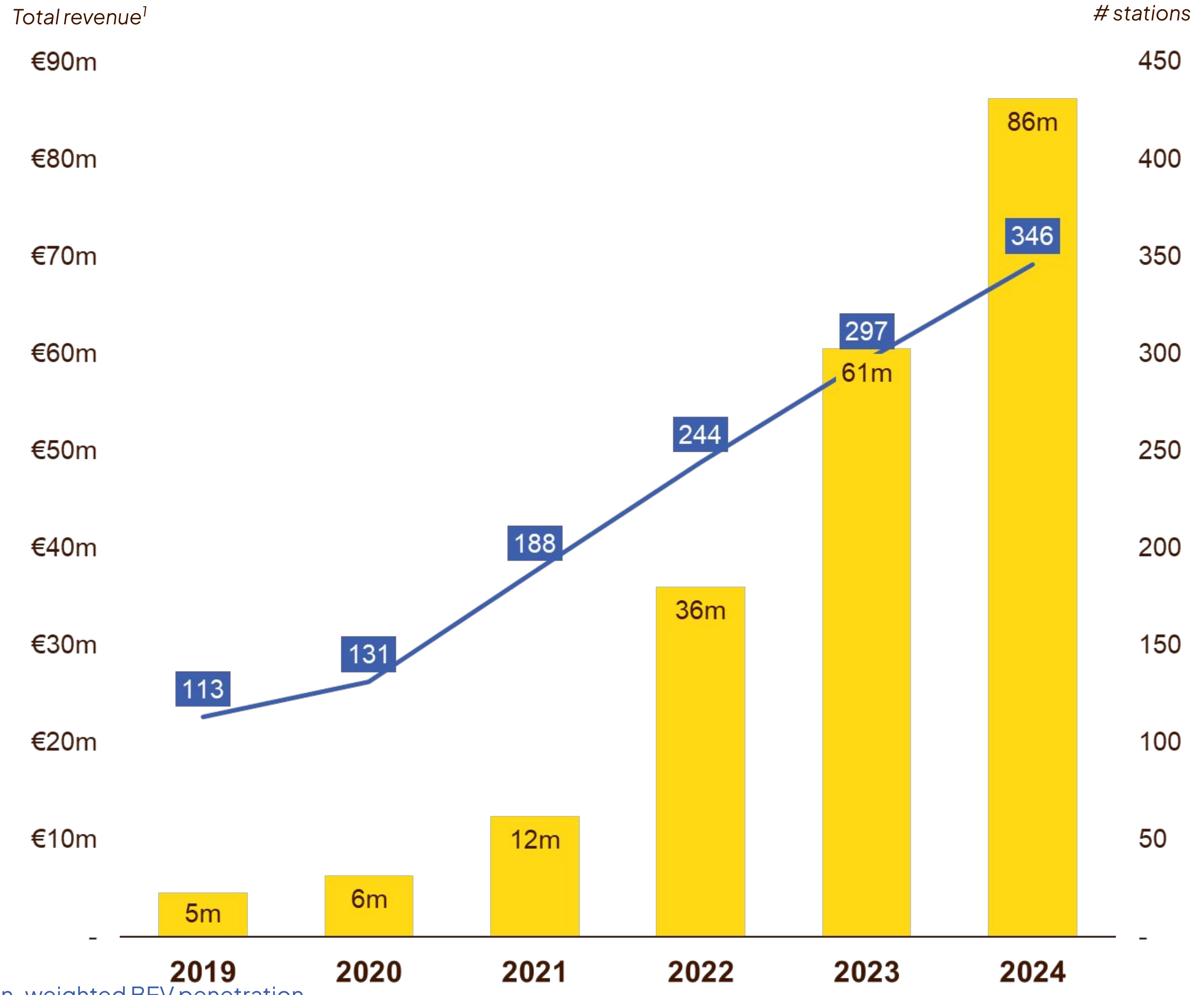
1) Station-weighted average where relevant, 2) Annualised revenue related to charging for the period,

Fastned's **top line has grown considerably** - driven **organically by BEV adoption** and **inorganically by building new stations**

Organic growth through high traffic locations & BEV penetration growth



Additional (inorganic) growth by adding new stations to the charging network



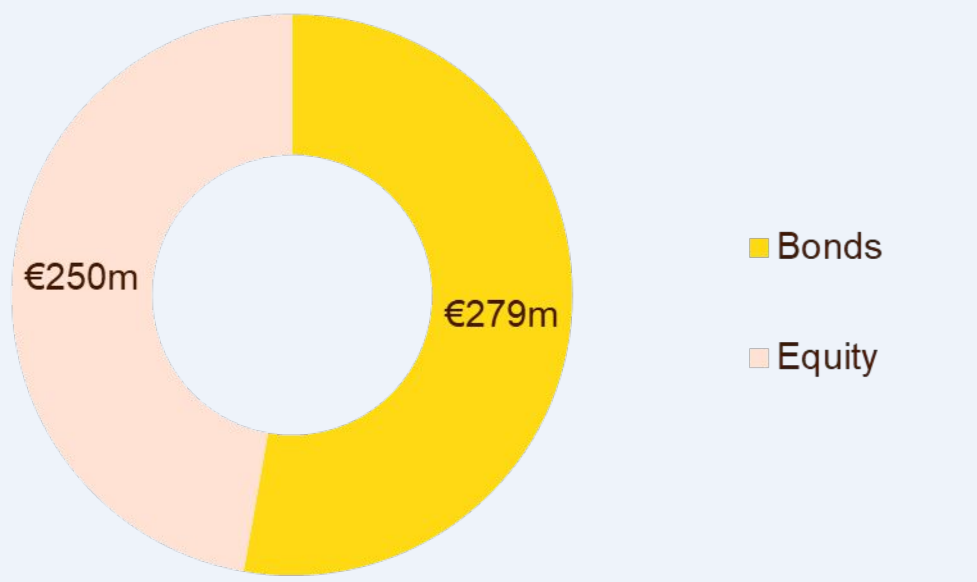
1) Only includes revenue relating to charging. 2020–2022 revenues impacted by reduced mobility due to Covid 2) Station-weighted BEV penetration.

We expect the retail bond platform to fund a large part or all of the 2026 rollout

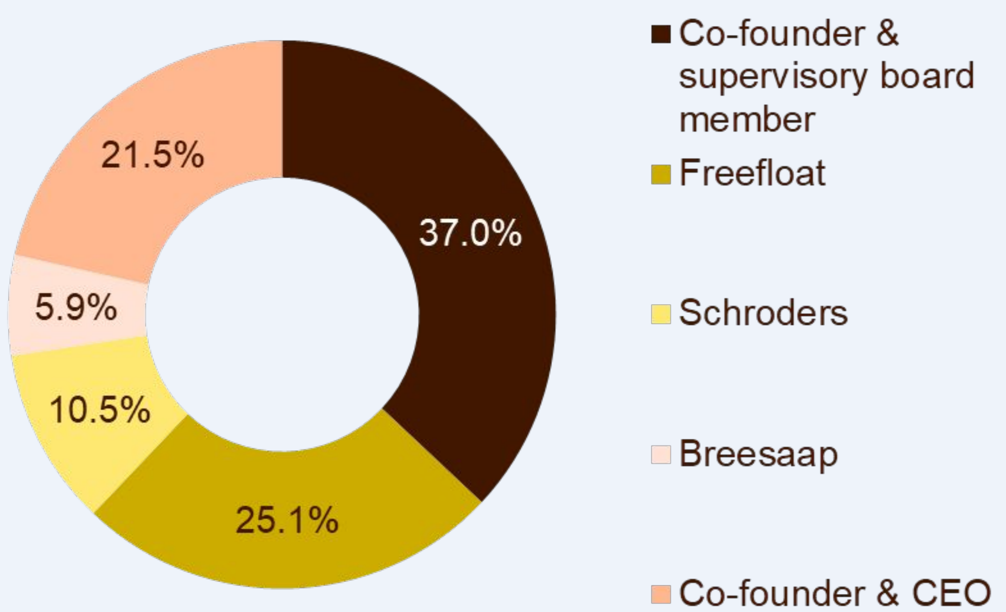
Funding to date:

- **Equity platform:** ~€ 250 million in equity funding, through a combination of private placements, an accelerated bookbuild and founders investments
  In Q4 2022, Schroders' infrastructure fund invested €75m in equity, became a board member, and long-term partner in our target of 1,000 stations by 2030
- **Retail bond platform:** >€ 270 million in retail bond funding
- **Cash level:** Current cash level of €87m (September 2025)

Current funding



Shareholding structure



Guidance & outlook

Network

- 400 to 425 stations operational by year end 2025
- Target of 1,000 stations before 2030

Financial

- Revenue / station >€325k in 2025 and >€1m in 2030
- Operational EBITDA margin 35% - 40% by 2025[1]

1) Before (positive) EBITDA impact from the German highway tender


Business update

Q3 2025 Highlights

- **Revenues related to charging up 44% YoY** to EUR 31.5m
- **Energy delivered was up 32% YoY** to 46.8GWh, compared to an increase in EV stock of 28%[1]
- **Gross profit for the quarter was EUR 25.4m (€0.54/kWh) up 40% YoY**
- The number of **operational stations increased to 380** while securing a total of **20 additional high traffic location** to our pipeline
- Total number of **secured locations reached 624[2]**, on track for our goal of 1,000 stations by 2030
- **First stations opened in Spain** - operational stations now in **nine countries**
- In the market with our **third and final bond round for 2025** closing on October 30th.
- Cash position at the end of Q3 amounted to EUR 87.0m

Renewable energy delivered
46.8 GWh (+32 % YoY)

Revenues related to charging
EUR 31.5m (+44% YoY)

Sessions handled
1.7m (+27% YoY)

CO_2e avoided
42.4 kt (24% YoY)

Fastned

Note: All Q3 figures are unaudited and may be subject to change. 1) Source: ACEA, only includes July & August Data. Fastned average is a rolling, station-weighted average across all of Fastned's operating markets. 2) Two contracts were discontinued during Q3 2025.

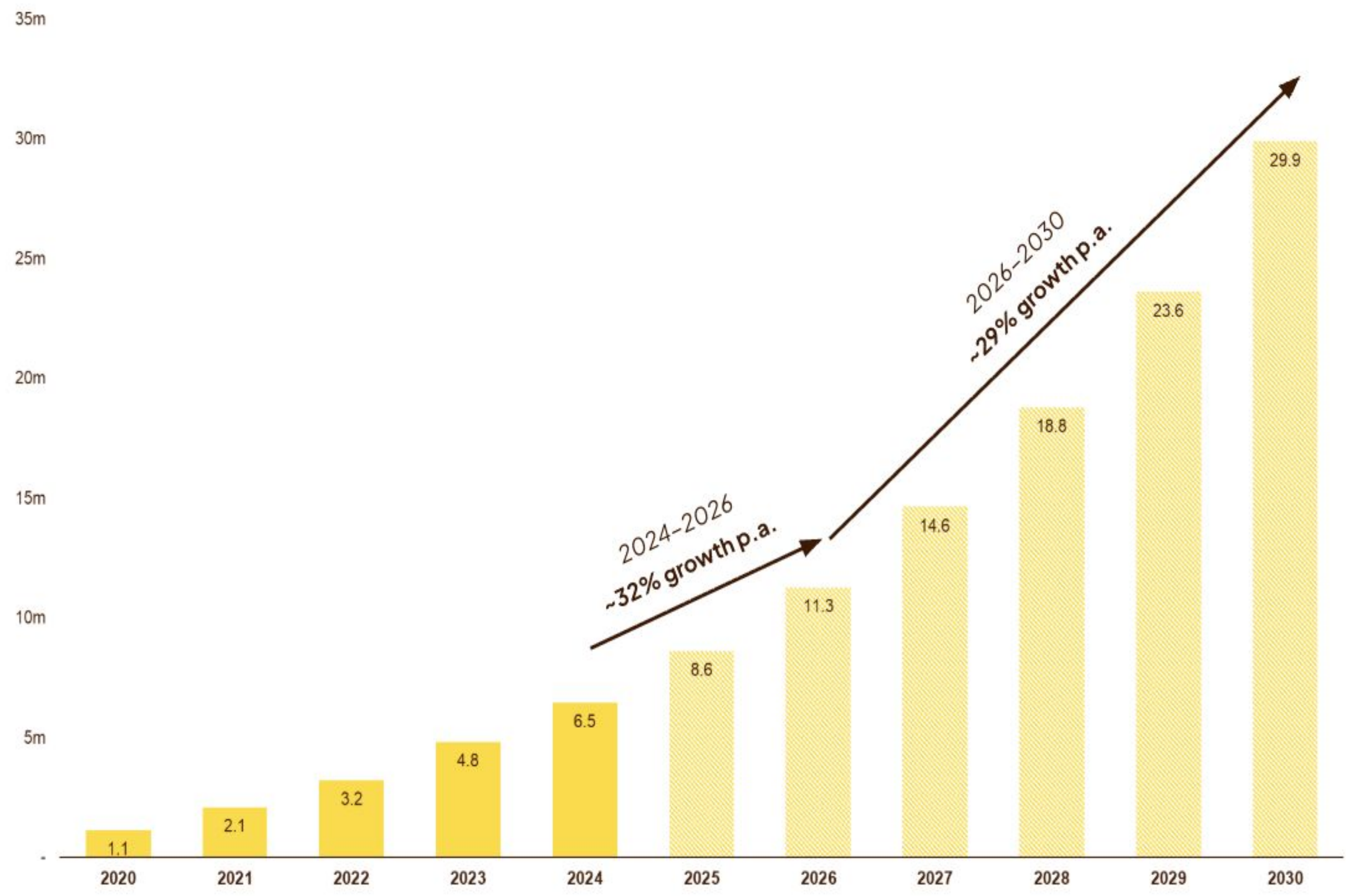
2035 Automotive Package – diluted targets will have a marginal impact on BEV market dynamics in the long run

Main elements of the European Commission's Automotive Package

1. **A 10% conditional emission allowance in 2035: low carbon steel (7%) and biofuels (3%).** 90% CO2 tailpipe emissions reduction target.
2. **A reduction from 50% to 40% of the vans emissions target for 2030.**
3. **Greening Corporate Fleets** Mandatory targets on zero and low emissions vehicles for big European companies (+250 employees).
4. **Battery Industry support** of **€1.8 billion** through interest-free loans.
5. **Small affordable European Cars Initiative.**
6. **Banking and borrowing:** OEMs may miss annual CO_2 reduction targets in one year if fully compensated by over-compliance in another year within 2030–2032.

The EC's automotive package has been effective in supporting the the early adoption of BEVs…

BEV fleet in Fastned's operating geographies[1]

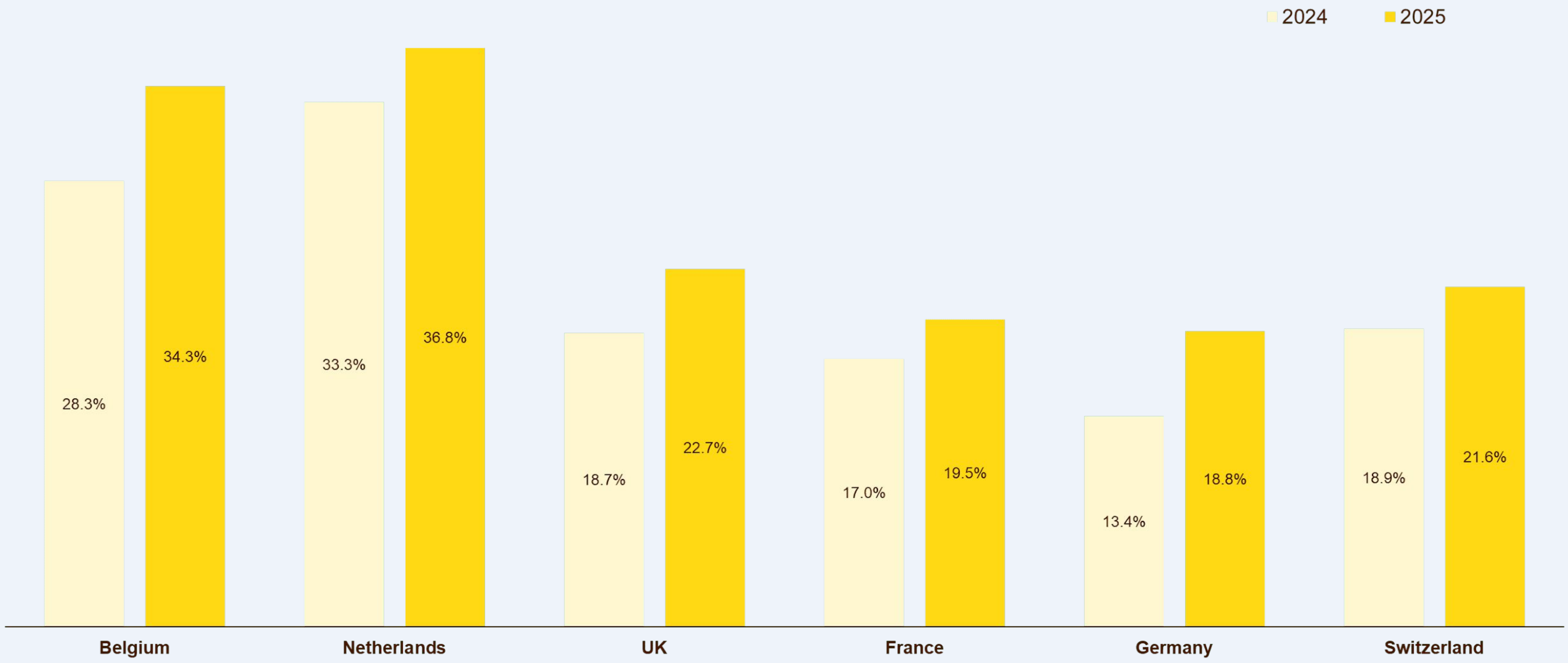


… but demand is now sustained by market dynamics, its incremental influence is limited in the long run.

Notes: 1) Operating geographies include short and long term targets such as Ireland, Poland, Austria. Source: Schmidt Automotive Research May 2025.

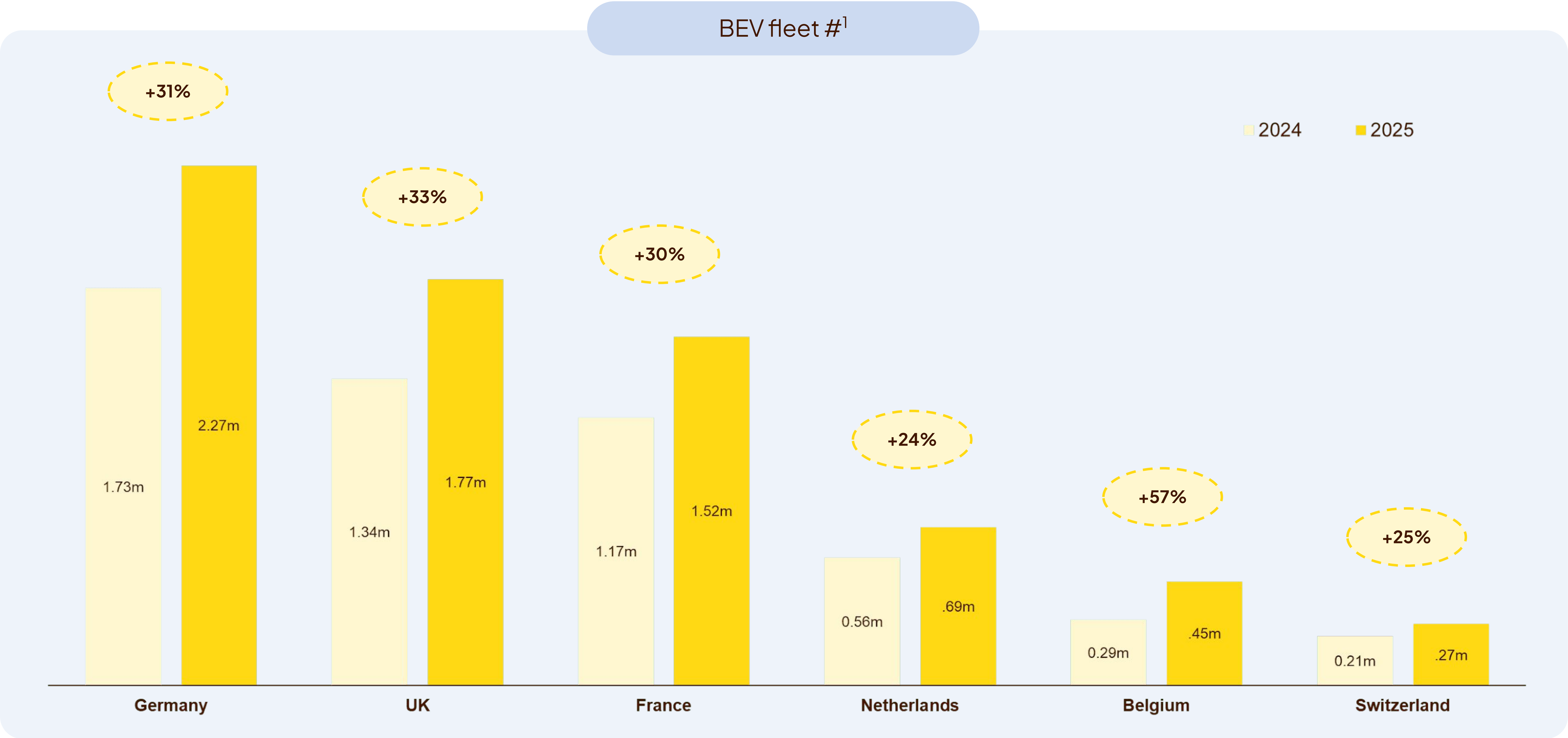
BEV sales in Fastned's key markets have continued to grow…

BEVs as a % of total car sales[1]



1) Source: ACEA, Jan-Nov data

Leading to **considerable increases in BEV fleet across our key markets**



1) Source: Schmidt Automotive Research

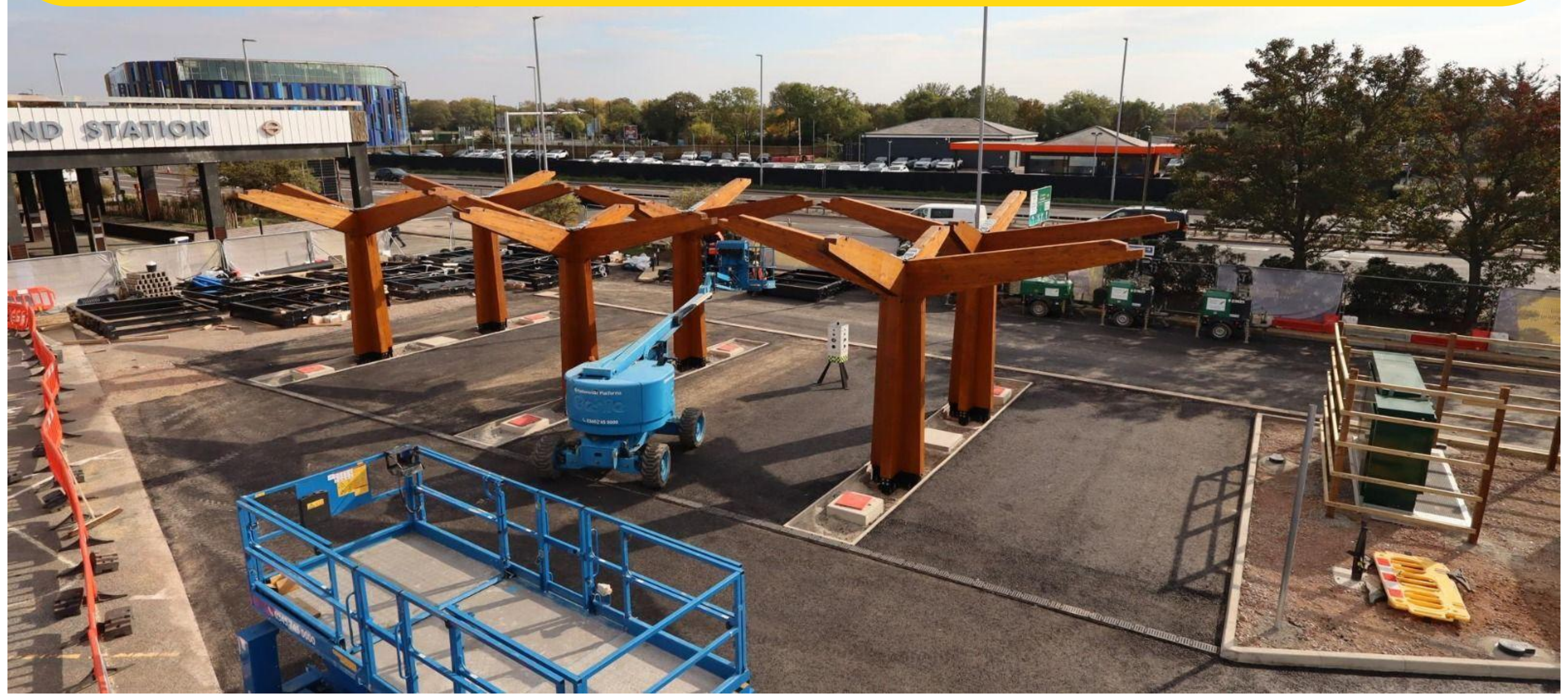
Key wins for Fastned in Q3 2025

Gentbrugge: fully electric service area

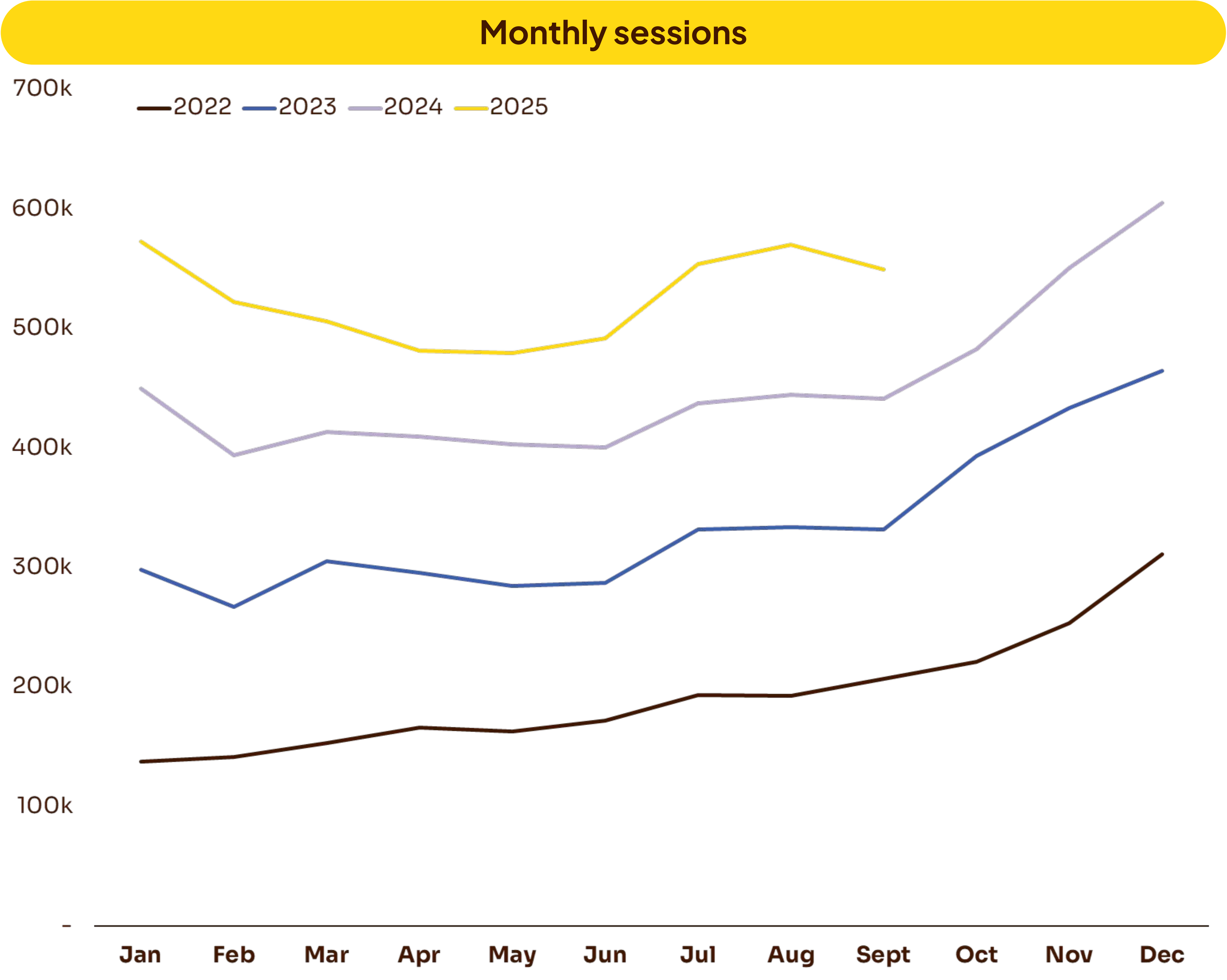
First two stations opened in Spain

First Deutschlandnetz Highway station open

First JV Site with Places for London



Ensuring an **unmatched customer experience** in **peak demand over the holiday** period



Stations **continue to outperform**

€k	Average station Q3 2024	Average station Q3 2025
Average daily traffic	~30k	~30k
BEV fleet penetration	~4.7% [1]	~5.7% [1]
Average # of chargers	6.0	6.4
Sessions per day	45	49
Average MWh (Annualised)	**437 MWh**	**495 MWh**
Annualised revenue / station	271[2]	333[2]
Gross margin	224 (€0.51/kWh)	269 (€0.54/kWh)
Operating costs per station	113[3]	142[4]
Operational EBITDA (B)	**111 (41%)**	**127 (38%)**
Initial investment (A)	710	802
ROIC (= B / A)	**16%**	**16%**
Time-based utilisation rate[5]	12.1%	12.2%
ROIC at 30% utilisation, current charge speed	>40%	>40%

A unique combination of results

Station sales continued to grow with energy delivered per average station increasing by 13% YoY

We grew in line with the market as BEV penetration grew by 22% and organic sales growth (excl. new stations) was 21%

Gross margin per kWh remained at a good level in line with last quarter and operational EBITDA margin within guidance

Our station economics outperform the market as a result of high traffic locations and best in class concept & customer experience

Note: 1) Average across Fastned countries, weighted by the number of stations in each country, 2) Annualised revenue related to charging for the period, 3) based on €18.9k per charger for 2024, 4) based on €22.2k per charger for H125
Time-based utilisation calculated as = (average session duration (hrs) * average sessions per day) / (number of chargers * 24 hours)


Appendix A
Management & Leadership

Fastned

Highly motivated, mission driven team - **led by an experienced Executive Team**

More than 400 people driving Fastned's mission across **9 countries**

Michiel Langezaal
CEO & Founder

Previously: AT Kearney, Epyon power, ABB

Caroline Hoefsloot
Director Marketing & Communications

Previously: Proctor & Gamble

Victor van Dijk
CFO

Previously: ING

Georg Schmidt-Holtmann
Director Construction Management

Previously: AGCO

Francoise Poggi
COO

Previously: Tesla

Caro de Brouwer
Director Network Development

Previously: Roland Berger, Orsted, Bekaert

Maria Garcia
Director Location Design

Previously: Van der Goes Architechten

Robin Wouters
Director Product and Engineering

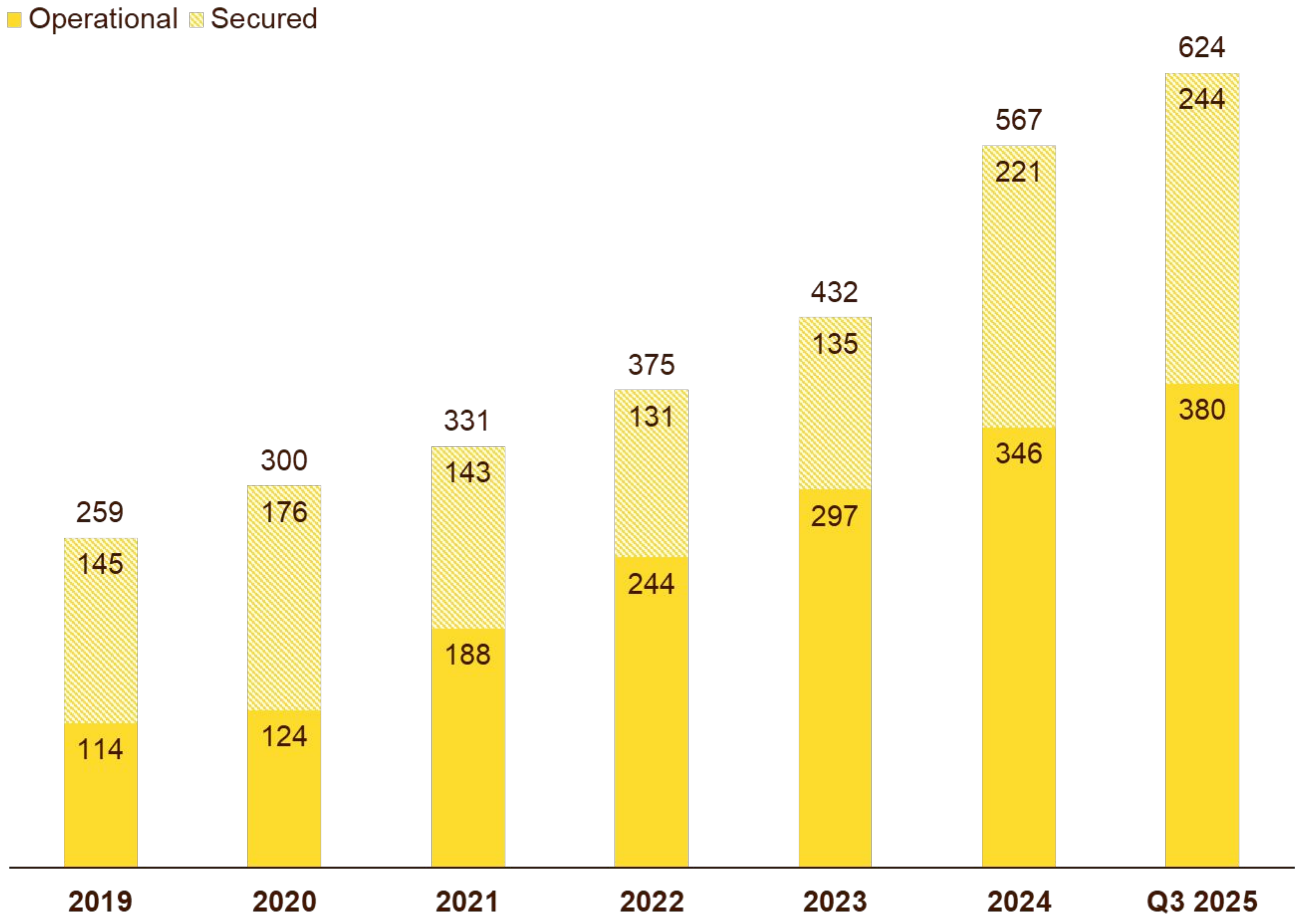
Previously: Philips, Swapfiets, Sanoma

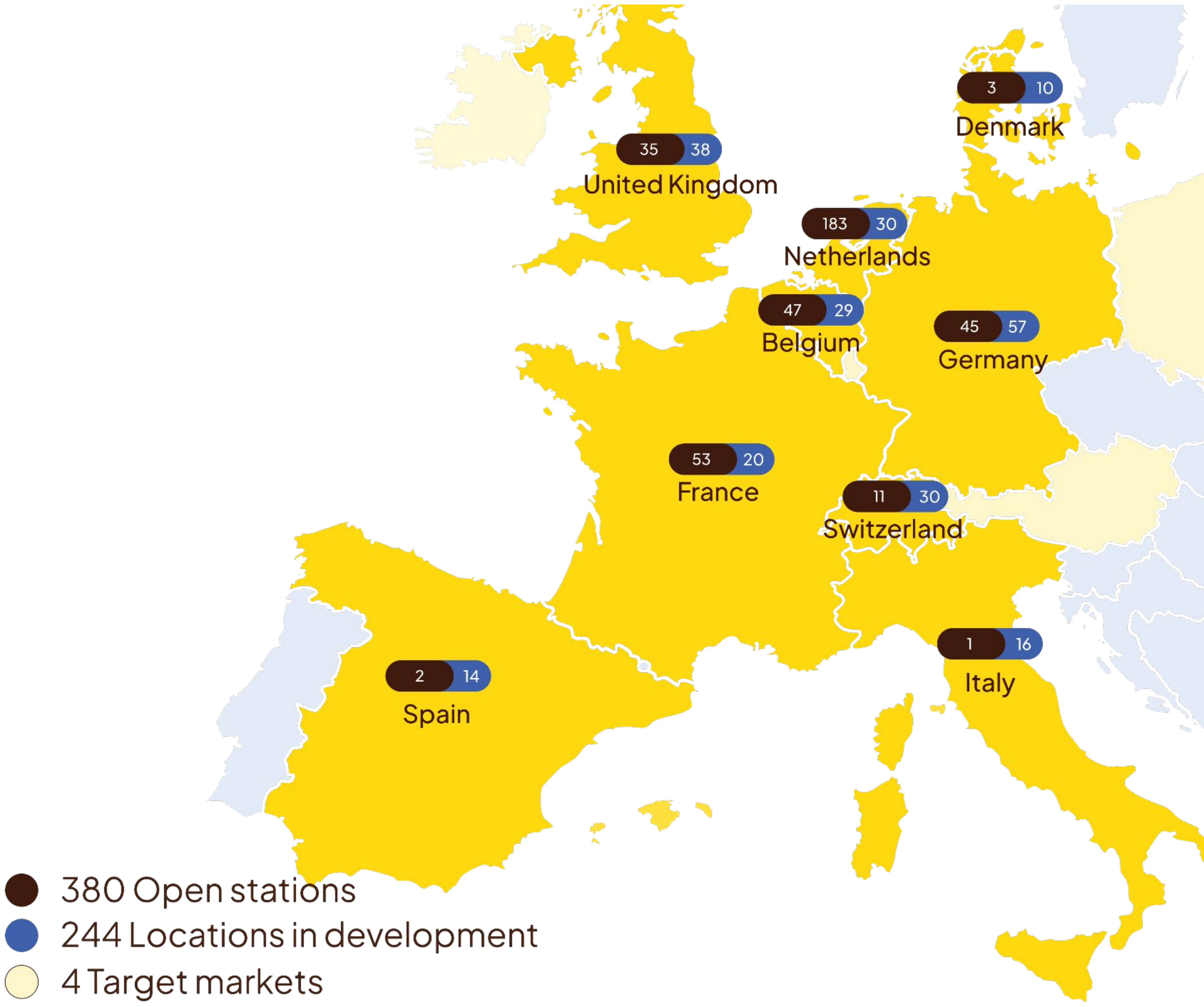

Appendix B
Network & Pipeline

Halfway to 1,000 stations: 500+ sites secured

380	Stations in operation
624	Total secured locations

Historical station pipeline



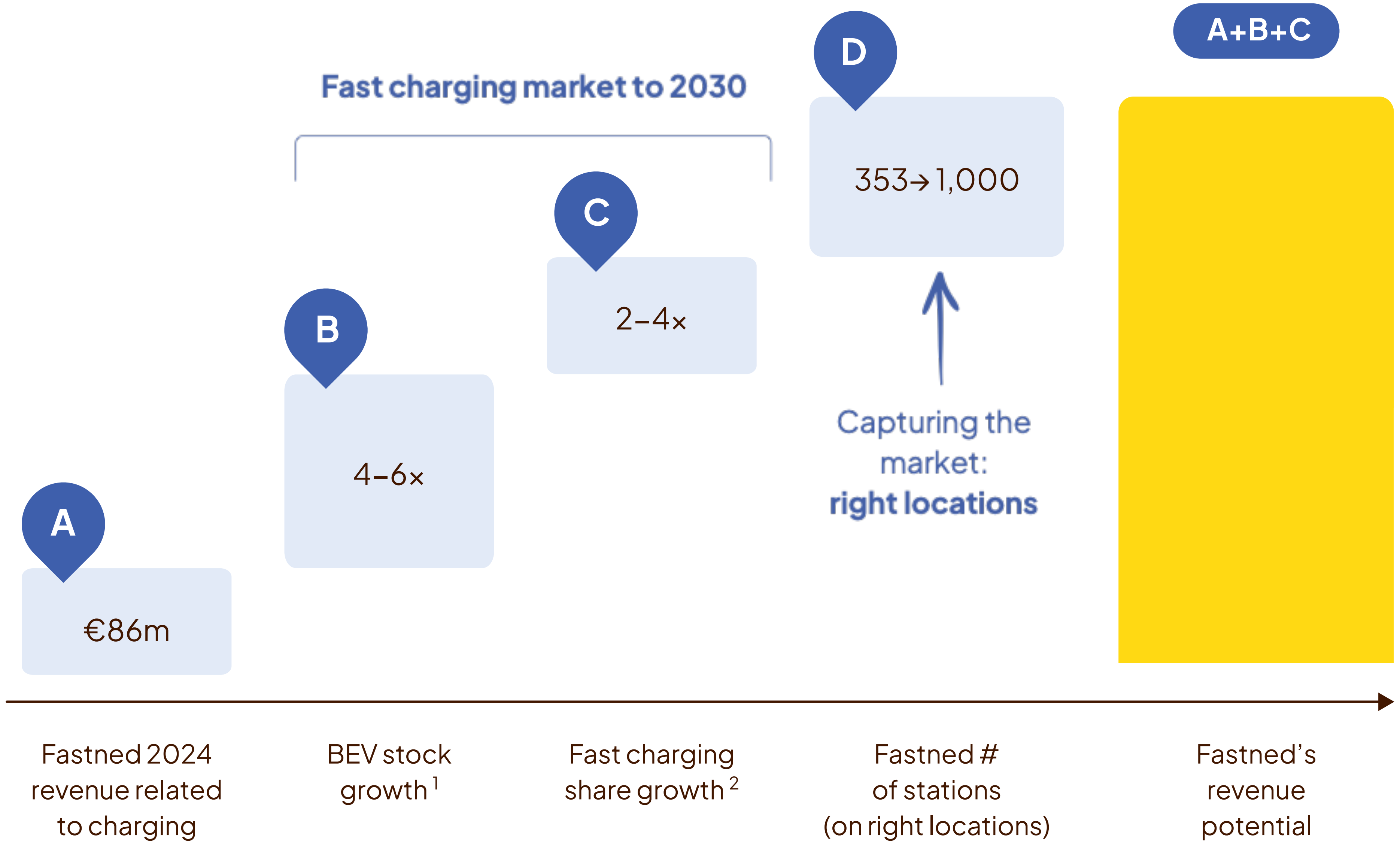


Appendix D
Financial

Fastned **revenue potential**

BEV stock growth x Fast charging growth x Right location growth

- Fast charging demand accelerating- 4–6× more BEVs- 2–4× more fast charging
- High traffic locations are paramount to capture this market
- Fastned # locations to grow 3×
- Revenue potential growing accordingly



Sources: 1–Derived from Schmidt Automotive research forecasts | 2–Derived from fast charge share projections by TNO, McKinsey, Boston Consulting Group and ChargeUp Europe

H1 2025 financials: **strong revenue growth**, expanding country teams

	€ million	YoY %	2025	2024	2023
			First half (unaudited)		
1	**Revenues related to charging**	*44%*	**54.3**	**37.8**	**26.1**
	Gross profit related to charging	*38%*	**41.0**	**29.8**	**19.6**
	Gross profit per kWh (€)		0.50	0.47	0.47
	Network operation costs	*54%*	(23.2)	(15.0)	(9.0)
	Network operation costs per charger (€k)		10.4	8.3	6.6
2	**Operational EBITDA**	*21%*	**17.9**	**14.7**	**10.6**
	Operational EBITDA margin		33.0%	39.0%	40.6%
	Network expansion costs	*50%*	**(16.3)**	**(10.9)**	**(7.8)**
3	**Underlying company EBITDA**		**1.4**	**3.2**	**2.8**
	Exceptional items		1.6	0.1	(3.3)
	EBITDA		**3.0**	**3.3**	**(0.5)**
	D&A and provisions		(13.0)	(9.8)	(6.9)
	Finance income / (cost)		(8.2)	(4.9)	(2.2)
4	**Underlying net profit**		**(19.9)**	**(11.6)**	**(6.3)**
	Net profit		**(18.3)**	**(11.4)**	**(10.3)**

1 Strong organic and inorganic revenue growth

Fastned has two big revenue growth drivers:

- **Organic volume growth, at +18.5% YoY** in H1 2025, at the 296 stations operational at 1 January 2024.
- **Inorganic volume growth through new station openings, at +11.5% YoY** in H1 2025, with 67 stations opened since 1 January 2024.

2 Expansion of Operational EBITDA

Due to gross margin expansion, despite Network operating cost growth

Main drivers of Network operation cost growth are expanding operations teams in the various markets and increased grid fees

3 Positive Underlying EBITDA

Significant expansion of Network expansion costs, mainly location design and construction management in various markets, to increase construction pace to > 100 stations annually in next few years

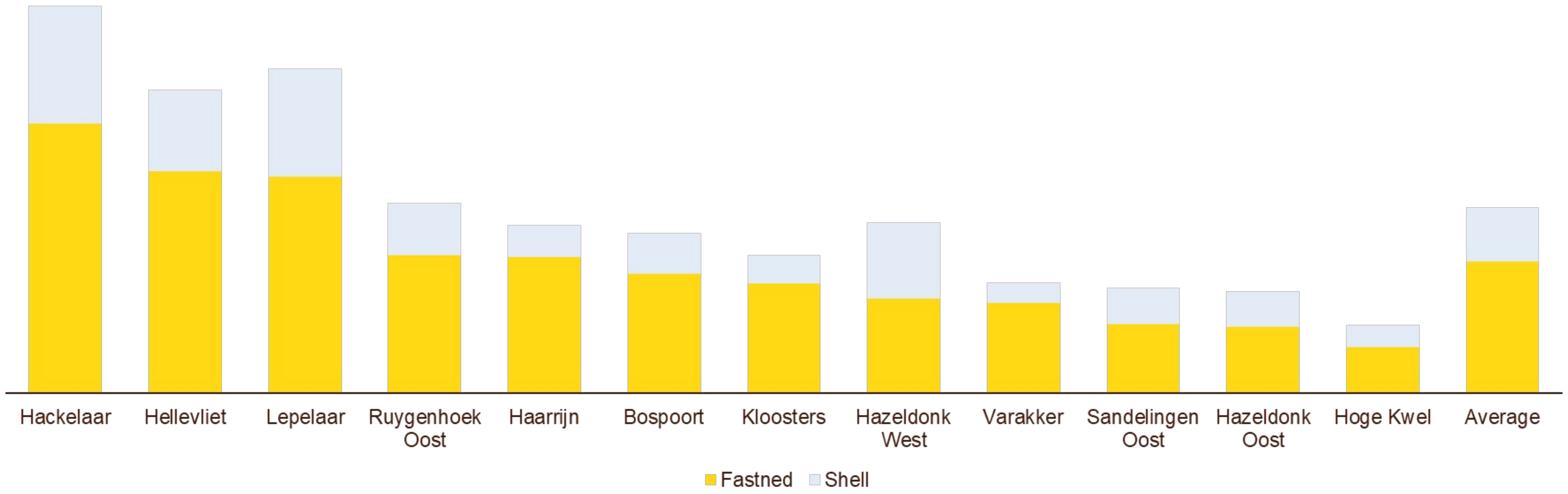
Marketing campaign also have an impact on EBITDA

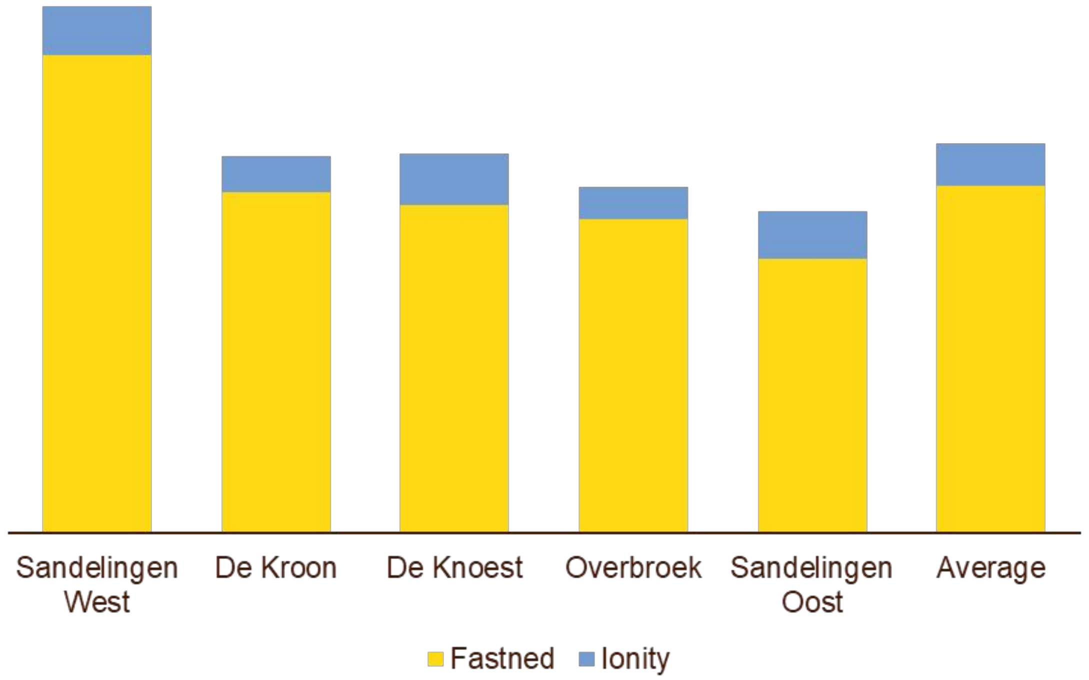
4 High expansion effort explains negative net profit

Negative net profit level almost fully attributable to network expansion costs. These costs are expensed now, but will yield over the 15+ years of the stations' lives

Appendix E
Competition

Outperforming competitors at co-locations[1]





Case Study: 3x charging volumes at co-located Hackelaar stations with equal number of charging points

Total number of sessions in 2023

Shell	Fastned
17,466[2]	54,891

1) Charging Radar. 2) Shell Recharge Linkedin

Charging at motor service areas has as superior business case vs. location charging

Stations on MSAs benefit from a naturally higher demand due to positioning on high traffic roads – resulting in ~3–4x more sessions per day

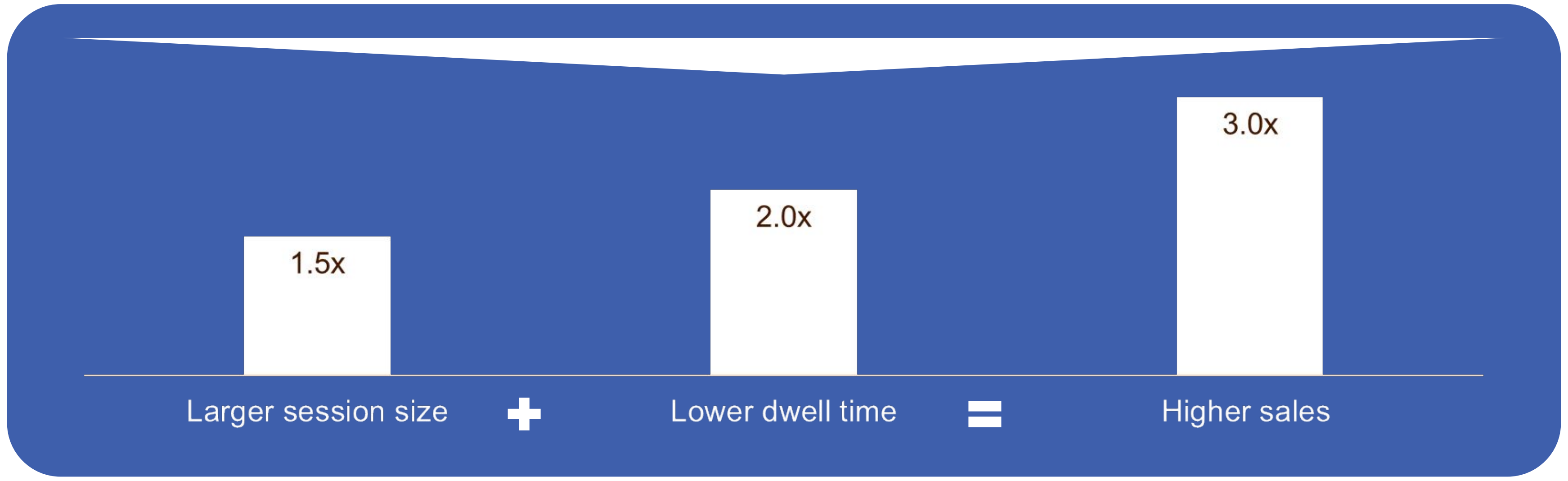
Because people will charge at MSAs when their battery is low, rather than their fridge being empty, State of Charge (SoC) is expected to be lower, increasing maximum potential session sizes

Dwell time behaviour is determined by the location of the charging station

- **Supermarkets** – drivers will occupy a charger until they finish their shopping, regardless of SoC
- **MSAs** – drivers will charge until they reach a sufficient SoC

Notes: 1) Source: Wood Mackenzie. 2) Source: Eurostat, *How much time do we spend shopping?* Min value of Germany, Netherlands, Belgium and United Kingdom. 3) Assuming revenue of €0.50/kWh.

2030 business case comparison	MSAs	Supermarket
Daily traffic	30,000	1,000
BEV penetration	~20%	~20%
Daily BEV traffic	6,000	200
Capture rate	2.5%	20%
Sessions / station / day	**150**	**40**
State of Charge	25%	50%
Battery size	69 kWh[1]	69kWh[1]
Maximum session size	**52 kWh**	**35kWh**
Dwell time	15 min	30 min[2]
Maximum session charge speed	**207 kW**	**69 kW**
Utilisation rate	25%	25%
Max. annual per charger throughput	453 MWh	151 MWh
Max. annual per charger revenue	**€227k**	**€76k**
Max. annual per station revenue	**€1,417k**	**€252k**



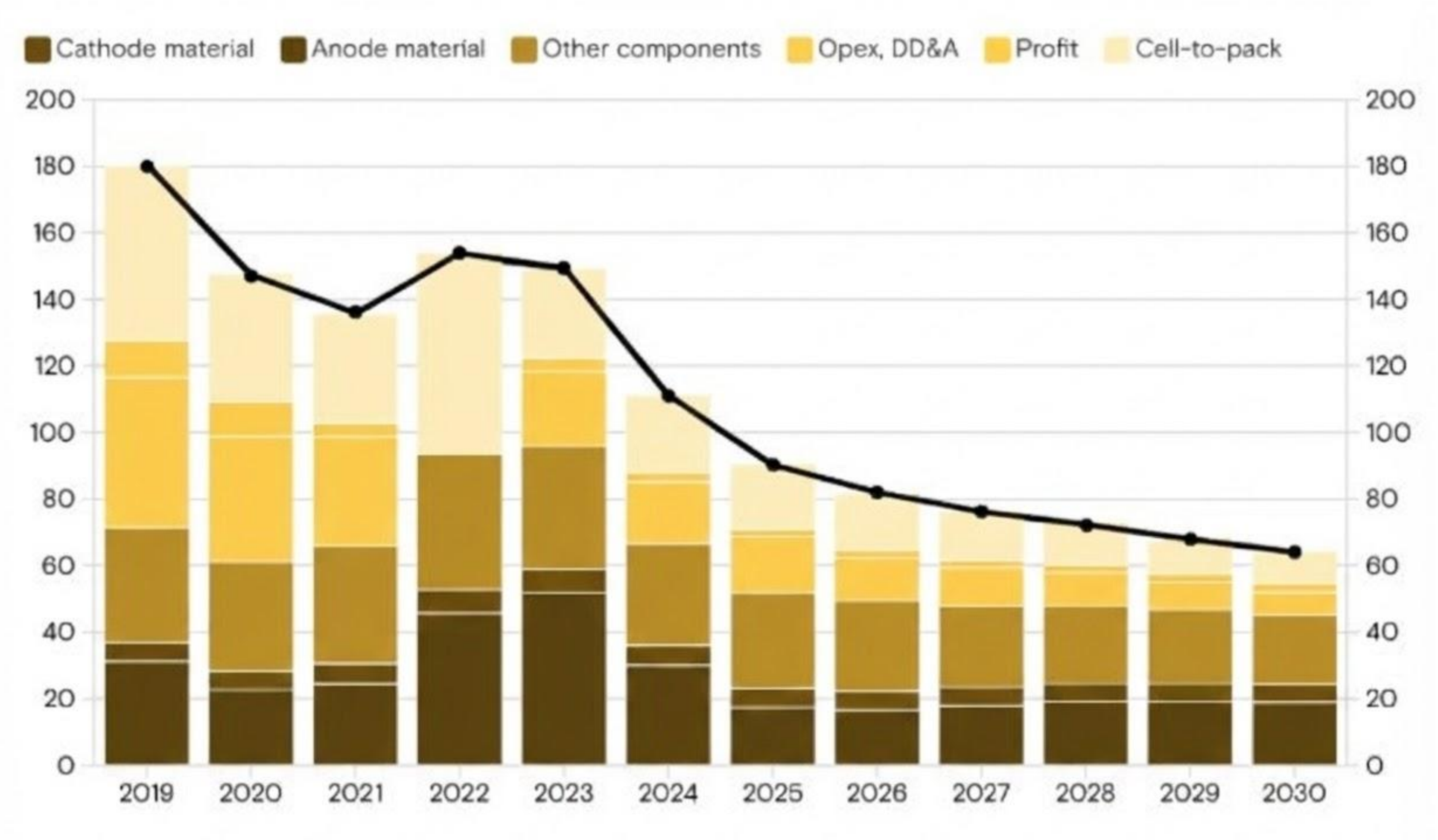
Appendix F
BEV Market

Long term BEV growth drivers in place

1. Government incentives - due to CO2 reduction targets
2. Increasing supply of BEVs
3. Battery technology advancements
4. Growing consumer preference
5. Increasing charging speeds & better infrastructure

Battery prices are continuing to fall and expected to fall below $60/kWh by 2030[1]...

Average battery pack prices $/kWh



1) Mobility Portal: Goldman Sachs "Battery Prices to Fall Below $60/kWh by 2030"

Comparable ICE and BEV offerings are fast approaching price parity

Improvements in battery prices and technology are driving the move towards price parity

→ **BEV prices are rapidly falling and are soon to be cheaper than ICE counterparts.**

Battery prices, quality improvements, scale, and EU regulation are supporting the decrease in BEV purchase prices

→ **Structural, not temporary shift.**

Current EU BEVs still include 5-year-old tech and battery contracts, and therefore do not reflect future prices, while falling ICE volumes (down 50–80%) will erase scale advantages and make models like a €33k VW Golf hard to sustain.

VW Golf Case study

	Years		
Powertrain	**2015**	**2025**	**2035?**
BEV			
	VW e-Golf	**VW ID.3 Pure**	**Mid-sized BEV**
Price	€45,500	-27% €33,300	-14% €28,700
Real-world range	125 km	x2.6 325 km	+28% 415 km
Charging power	40 kW	x3.6 145 kW	x2.4 350 kW
ICE			
	VW Golf 1.4 TSI	**VW Golf 1.5 eTSI**	**Mid-sized ICE**
Starting Price	€31,400	+5% €33,000	+0% €33,000

1) Transport & Environment

Five-minute charging: setting the stage for mass adoption, growing the appetite for public fast charging and increasing infrastructure efficiency

1 **Charging speeds continue to improve…**


Published: 21 Mar • Written By Oleg Korolev

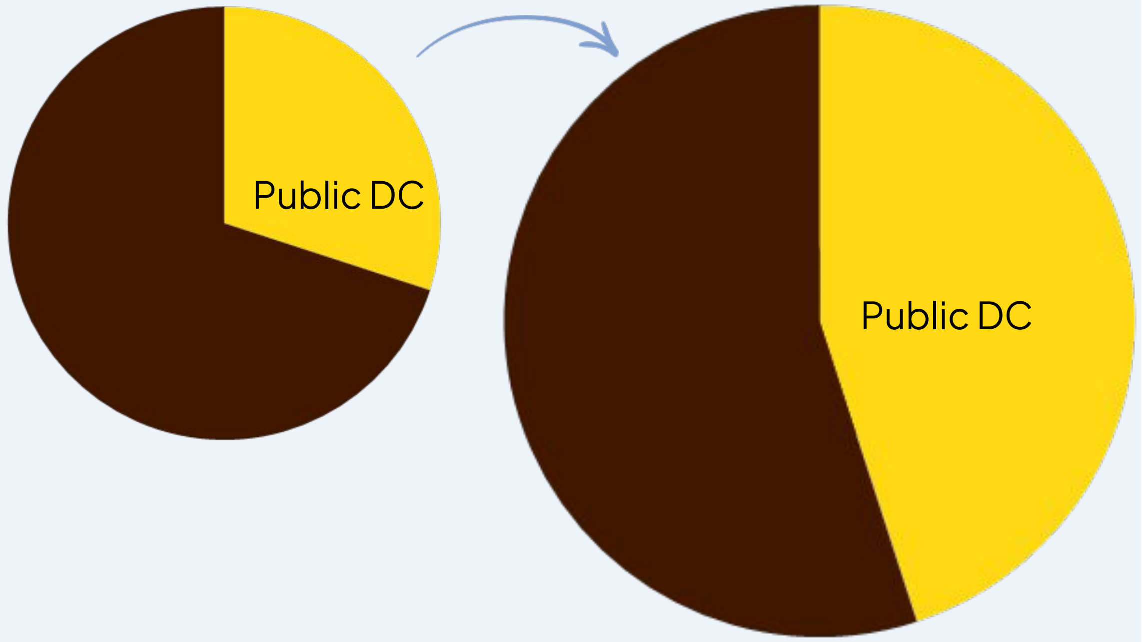
BYD Showcases EV with 'Megawatt' Five Minute Charging Time

Chinese electric vehicle manufacturer BYD has introduced a new charging system that it claims could enable EVs to charge as quickly as it takes to refuel a petrol car.

- Technology continues to improve with BYD releasing **400km of range in five minutes charging**
- This technology is expected to **form part of the BEV mass market adoption**

2 **…making EVs and fast-charging more appealing, scaling the market…**

Share and absolute charging demand increases



- Five-minute charge speeds will **make fast charging more attractive than slow charging**
- This development takes away another key bottleneck to scale EV adoption

3 **…and improving infrastructure efficiency**

Faster charging

Shorter sessions for the same session size

Fewer chargers need to service same demand

- More investment would be needed in faster chargers and larger grid connections to accommodate 1MW charge speeds
- However, **fewer chargers and less civil works would be needed at stations** to service the same demand

Appendix G
Sustainability

Improving ESG performance through fulfillment of roadmap milestones

- Completed and verified first double materiality assessment in late 2024, as shared in the 2024 annual report
- Completed first limited assurance engagement on 5 ESG KPIs in 2024, as shared in 2024 annual report
- Scope 1, 2 and 3 emissions were a KPI verified through limited assurance engagement (mentioned above)
- UN SDGs adopted in 2022

Regulatory compliance, footprint analysis and making a positive impact are the main pillars of our sustainability focus

Compliance and reporting

- Fastned will continue to report at high level despite being out of scope for CSRD (Omnibus Package)
- Participated in first limited assurance engagement on 5 ESG KPIs for 2024 annual report
- Completed CSRD-compliant double materiality assessment in 2024
- EU Taxonomy eligibility

Understanding our footprint

- Calculated CO2 footprint data for all Fastned stations based on LCA of a standard NL station
- Received limited assurance on scope 1, 2 and 3 emissions calculations for first time in 2024
- Recertified for Level 4 of CO2 Performance Ladder in late 2024; Will recertify again in 2025
- 2030 CO2 emissions / kWh reduction targets of:
  - 65% for scope 1,
  - 60% for scopes 2 and business travel,
  - 60% for scope 3 (rest of),
  - 60% for Capital Goods category[1]

Making a positive impact

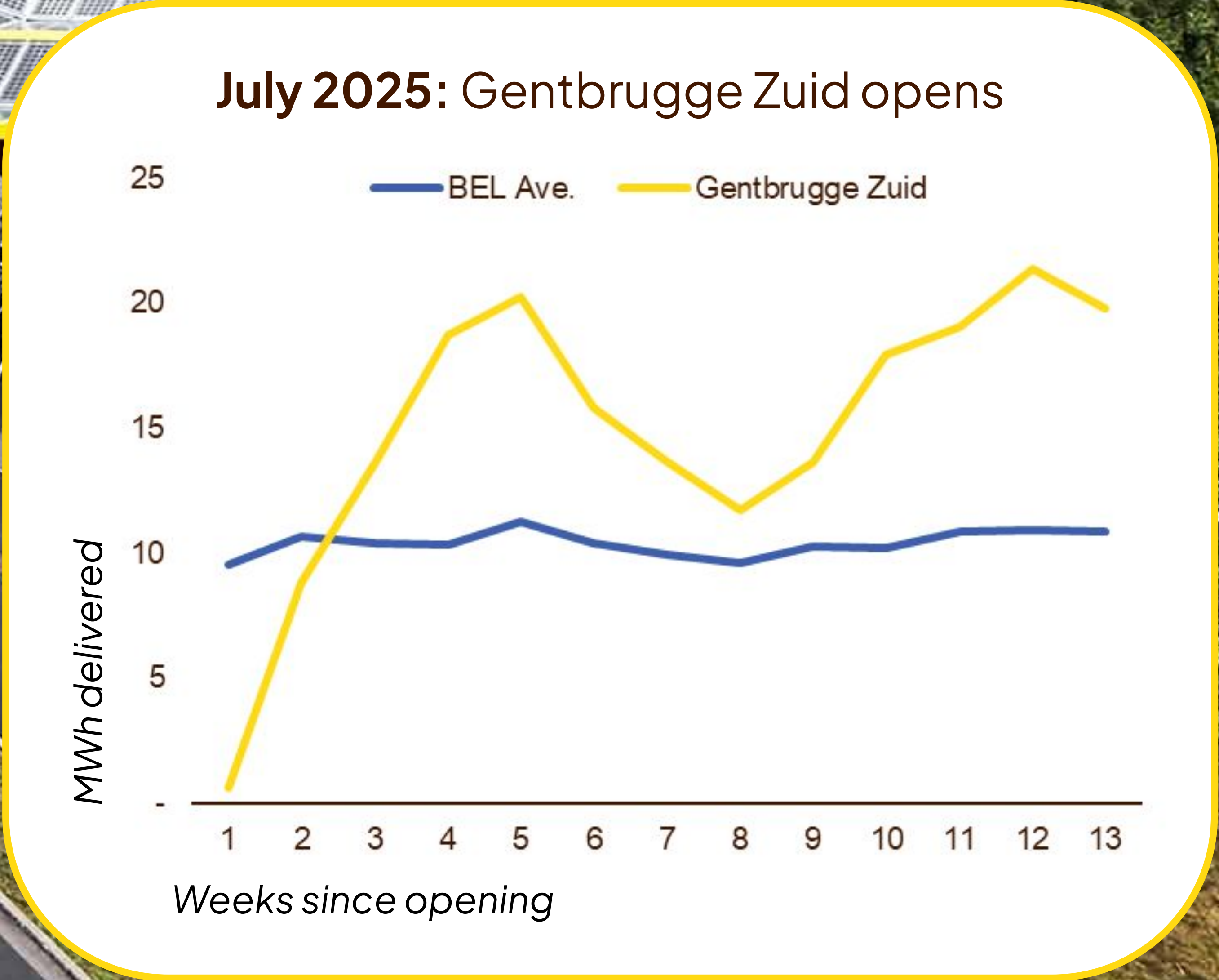
- Piloted low-carbon construction projects in 2022 and 2024; Investigating more opportunities
- Validated our 2023 Guarantees of Origin to give more transparency to customers; 2024 is nearly complete
- Engage in community outreach initiatives ~3–4 times a year across entire organisation
- Became B Corp certified in Q3 2024

Notes: 1) 2022 as base year


Appendix H
Future Industries

Gentbrugge Zuid

collaborating with authorities to **deliver a fully electric** and **user-centric service area**



We are getting ready for all the **electric trucks on the roads**

More and more trucks are coming to the roads

More and more trucks are coming to the roads

Image source: Hans Hermans, Fastned founder

Fastned

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