

Step into future with us!





OUR TASK: THE MAINTENANCE OF PUBLIC, COMMERCIAL AND PRIVATE AREAS



All Year









All Surfaces















Everywhere





















Target: be more sustainable, more thorough, more efficient, more profitable









THE CHALLENGE OF THE MARKET



The scope and maintenance requirements of public, commercial and private spaces are constantly increasing. In addition to the classic area of maintaining pedestrian zones, streets and housing estates, the JUNGO concept covers new markets such as company premises, airports, event parks, shopping centers, hospitals, postal and logistics centers.

JUNGO offers the perfect solution for all these applications.











OUR SOLUTION: THE JUNGO 3.0 ELECTRICAL WORK VEHICLE REDESIGNED FROM SCRATCH



- Fully electrified
- Highly efficient
- Emission free
- Inexpensive
- Multifunctional
- Modular
- Durable
- Low maintenance
- Intuitive Operation
- Ready to Use: 24/7





THIS IS WHY WE ARE MORE SUCCESSFUL THAN OTHERS







Revolutionary electric wheel hub drive J.H.E.E.D system

- Less weight
- More efficient
- Safer
- Lower maintenance costs
- No oil change
- Electric brake



Scalable 48V Interchangeable power pack system JUNGO POWER SWAP

- · Scalable performance as needed
- · No charging downtime
- Less stress for the charging infrastructure
- Use of sustainable energy resource



Unique attachment quickchange system

- · Attachments can be replaced in less than 10 minutes without tools
- Same performance as special vehicles
- No oil change and better efficiency thanks to microhydraulics



Street Sweeper









Garbage Collection



Transporter

Combi-Spreader with Plow Rear-Spreader with Plow

FUTURE-ORIENTED PRODUCT RANGE AND PLATFORM CONCEPT















JUNGO ONE

JUNGO 2.0

JUNGO 3.0

JUNGO 4.0

JUNGO 5.0

JUNGO 6.0

Worldwide Unique

Due to years of local market development, the market in each country is individual. However, with our unique modular platform, we can serve any market worldwide with an **off-the-shelf** solution. Due to the **option- and application-neutral delivery** to the sales partners, our vehicles are always **available from stock**. According to our experience, this increases sales by 30-40% and enables real series production.

- Four types of steering
- Two vehicle widths
- Right- or left-hand drive
- Front- or four-wheel drive

- 85% common parts for all vehicles
- 15 to 80 kW power
- 25 to 80 km/h speed

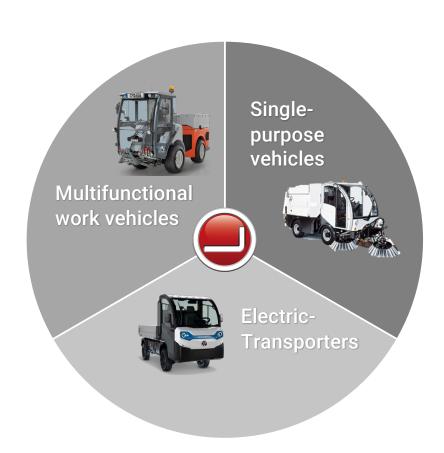
- Unique possibility for the customer to adjust the power according to the requirements by the use of interchangeable and scalable power packs
- Fuel Cell Drive for JUNGO 5.0 and 6.0
- Greatly reduced maintenance costs

OUR MARKET COVERAGE FOR CITIES, AIRPORTS, EVENT PARKS, SHOPPING MALLS, INDUSTRY ...



How to conquer several markets with one vehicle:

- Thanks to scalable interchangeable batteries, several product segments and performance classes can be covered
- Thanks to the vehicle being designed electrically from scratch, it is less expensive than diesel-powered competitor vehicles
- Thanks to option- and application-neutral delivery to the sales partner, better availability and simplification of sales
- Thanks to the unique device quick-change system, multifunctional use of the vehicle and short-term rental for seasonal applications



USP'S VS. SIGNIFICANT CURRENT COMPETITORS



Manufacturer	JUNGO	Hako	Boschung	Bucher	Aebi Schmidt	RASCO	Kärcher
Model	Jungo 3.0	Citymaster 1650ZE	Pony P3.0	CityCat VS 20e	eSwingo 200	Lynx Charge	Not available
Safe low-voltage drive (48V)	\checkmark	X	X	X	X	X	X
Drive	All-wheel drive (wheel hub))	Rear wheel	Wheel (Wheel hub)	Front wheel	Rear wheel	Rear wheel	X
Scalable battery performance	\checkmark	X	X	X	X	X	X
Maintenance- free microhydraulics	✓	X	X	X	X	X	X
24/7 by inter- changable battery	✓	X	X	X	X	X	X
Transport speed	50km/h	40km/h	40km/h	40km/h	50km/h	50km/h	X
Working Speed	25km/h	24km/h	18km/h	15km/h	12km/h	12km/h	X
Articulated Steering	✓	✓	✓	✓	X	X	X

PRICE POSITIONING TO THE COMPETITION

The platform strategy addresses different product segments. With 85% identical parts, we will achieve a much higher production volume than the competitors

- In Germany there is massive government funding and therefore the market prices are very high. With the JUNGO 3.0 we offer a premium vehicle at comparable prices to the competition. The manufacturing costs are lower than those of the competitors.
- With our Powerpack technology we can sell the base vehicle and rent out the batteries giving us the ability to sell at comparable prices to diesel vehicles but with lower running costs. Diesel fuel and maintenance are more expensive than battery rental and electricity.
- The Jungo 2.0 is offered in low-cost countries with minimal equipment. It is not yet available because the demand for premium vehicles is high.
- The Jungo 4.0, 5.0 and 6.0 are specifically designed for the US and Oceanic markets. The main difference is the pick-up of dirt in the sweeper without water and the higher pick-up speed
- The JUNGO ONE will be competitive on the electric transporter market with the advantage of being able to mount all the existing attachments of the other Jungo models
- The competitors are the well-known European competitors. These are also active worldwide.
- There are no completely new competitors today and the Chinese have no technological know-how and make poor copies in China and do not gain a foothold internationally. The new competitor AIRUITE from China announced in August that it intends to give up or sell its branch in Europe. The Airuite products are theoretically competitors. But they are of such poor quality that they cannot be sold in Europe.

THE GERMAN MARKET











Market Potential: 1,25 billion Euro p.a.

Market Characteristic:

- Dominant market
 (> 20% of the European)
- High government grants for alternative, environment-friendly drives
- Strong growing market

Significant Purchase Incentives:

- Premium products
- Emission-free electric drive
- Fine-dust reduction
- Compact dimensions
- All-year-use
- Subsidies from the public sector

THE EUROPEAN MARKET













Market Potential: 5,5 billion Euro p.a.

Market Characteristic:

- In Europe, all fossil-powered cleaning vehicles are gradually being replaced by electrically powered vehicles.
- Particulate matter emissions are reduced.
- Surface cleaning becomes more efficient through the use of multifunctional vehicles.
- High government subsidies for alternative drives
- Large number of electric transporters for airports, railway stations and industrial plants
- Strongly growing market

Significant Purchase Incentives:

- Premium products
- Emission-free electric drive
- Fine-dust reduction
- Compact dimensions
- All-year-use
- Subsidies from the public sector

THE NORTH-AMERICAN MARKET (USA/CA)









JUNGO 6.0 JUNGO ONE JUNGO 4.0 JUNGO 3.0

Market Potential: 3,9 billion Euro p.a.

Market Characteristic:

- Particulate matter emissions and environmental pollution have not been in the focus in North America so far.
- Compared to Europe, large vehicles with high sweeping speeds are more in demand.
- However, there are already pioneering regions that are approaching European standards, e.g. California, New England, GTA.
- Waterless surface cleaning is an important application.
- Price sensitivity is high.

Trend

- The use of lighter, manoeuvrable vehicles will grow strongly as a result of electrification, thus increasing demand for compact machines.
- Multifunctional machines will conquer the American market.
- Short-term strong growth due to structural inner-city changes (e.g. bike lanes).
- JUNGO develops mechanical street sweepers especially for this market.

fine dust reduction

THE CHINESE MARKET













Market potential: 3,2 billion Euro p.a.

Market Characteristic:

- The electric drive has a large market share.
- Compact cleaning machines are in great demand.
- The demand for larger compact machines and multifunctionality will increase.
- The quality will adapt to the European market.
- Market growing strongly.

Significant Purchase Incentives:

- Best price-performance ratio
- Western Technology
- Emission-free electric drive
- Fine dust reduction
- Multifunctionality

THE JUNGO SUSTAINABILITY CYCLE



1. Environmentally friendly, sustainable and durable materials and design

- **10.** No dispose of the vehicle, instead it is refurbished and reuse, incl. buy-back guarantee
- **9.** Predictive maintenance and remote maintenance, lead to fewer service trips
- **8.** Spare parts replacement concept, thus no throwing away of spare parts and avoidance of downtimes
 - 7. No oil change and no lubrication points, thus no pollution and contamination of nature

Design 2. Local sourcing in Germany and Switzerland, delivery by train JUNGO RE-NEW **Procurement** Short procurement channels 3. Made in Germany Customer CO2-neutral production facility Manufacturing Added value at the retailer Service **4.** Higher efficiency with less energy **Spare Parts** consumption due to Powerpack, in-Use Management wheel motor and micro-hydraulics 5. Direct charging with renewable **Energy-**Maintenance energies and further use of the Management generated energy Charging-

6. Distributed charging stations, no overload of the charging infrastructure, longer service life of the Powerpacks due to gentle charging

Infrastructure

SUCCESSFUL MARKET ENTRY WITH PROSPECTS



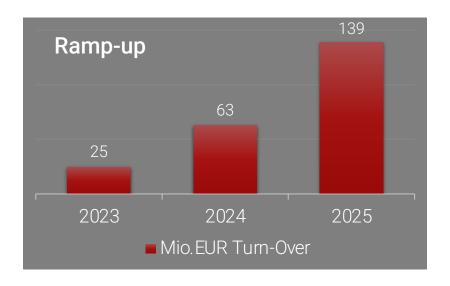
Successful Market Entry

- Eye-catching presentation on May 30th, 2022 at the IFAT Munich, the world's leading exhibition for environmental technologies
- Innovation award winner of the VAK
- Current order backlog over EUR 20 million



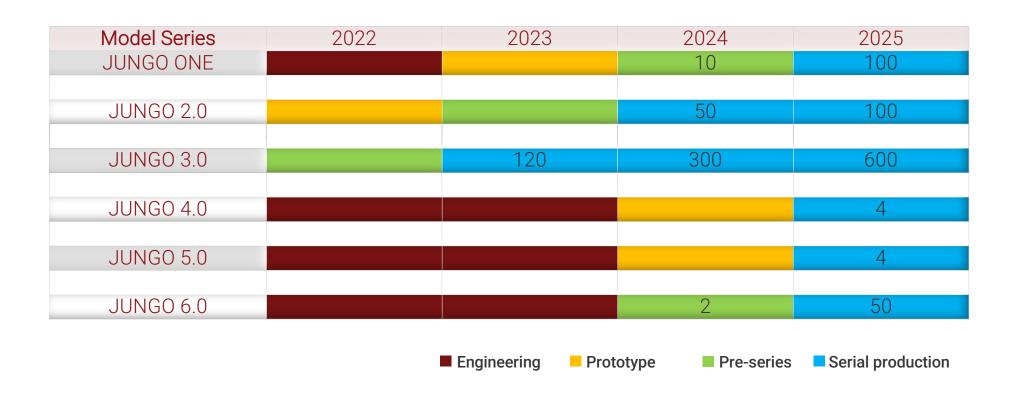
Next Steps

- First deliveries in spring 2023
- Establishment of a worldwide sales & service network
- Expansion of the model and attachment range by 2024



ROADMAP 2022 - 2025





THE JUNGO MANAGEMENT TEAM: MORE THAN 140 YEARS OF EXPERIENCE IN THE TECHNOLOGY- AND WORK-VEHICLE SECTOR





Nicolas Jungo Founder, CEO JUNGO Group

36 years of leading positions in engineering as well as cleaning- and work-vehicle construction

Companies: ICEE JUNGO AG, Boschung, Mathieu / FAYAT, Kärcher, NILFISK Outdoor, Bucher-Municipal





JUNGO TECH GmbHRostock, DE

Vehicle- and cleaningtechnology-construction

Peter Stanzel
CEO JUNGO Tech GmbH
CTO JUNGO Group

29 years of leading positions in the engineering of work- and cleaning-vehicles

Companies: HAKO, Pietsch, Kärcher

ELAN Systemtechnik AG Hünenberg, CH

E-Mobility, Software Automation Systems

Kurt Hess CEO ELAN Systemtechnik AG

36 years of engineering, production, manufacturing and sales of system- and drive-technology solutions

Companies: ATP-Hydraulik, HYDRATEC AG, HAWE-HYDRATEC AG, HAWE-SE



Robert Becker Cofounder Director of Sales

42 years of sales in the workvehicle sector

Companies: HAKO, John Deere, Holder, EGHOLM, NILFISK, Becker Vertriebs GmbH

With experience, passion and a young, highly qualified team to success

BUSINESS PLAN OF THE JUNGO GROUP



P&L				
in kEuro resp. %	2022E	2023E	2024E	2025E
Turnover	372	25 087	63 063	141 645
Material Expenses Quota	270 <i>0%</i>	12 581 50%	37 393 59%	85 473 60%
Operating Expenses Quota	3 731 <i>0%</i>	4 748 19%	8 472 13%	11 939 8%
Employee Cost Quota FTE	2 825 31	5 440 22% 50	7 859 12% 76	10 623 7% 113
EBITDA EBITDA-Margin	-6 453	2 319 9%	9 339 15%	33 610 24%
Depreciation	72	1 136	1 469	1 809
EBIT EBIT-Margin	-6 525	1 183 <i>5%</i>	7 870 12%	31 801 22%
Free Cash Flow	-10 470	679	7 539	31 809

- The Jungo Group focuses on variable cost structures. A modular production concept geared to low vertical integration, supplemented by digital order processing, allow cost structure developments to be disproportionately low in relation to earnings.
- The operating income results from the sale of vehicles and attachments as well as component sales with OEM customers.
- The vertical range of manufacture is low. Final vehicle assembly takes place in Laage Germany. At Elan, the series production of the micro-hydraulics takes place. All devices are delivered fully assembled by suppliers. In combination with a changing product mix, this results in an increasing material ratio.
- Economies of scale allow an advantageous cost structure for both personnel and operating expenses.
- Depreciation reflects the comparatively low capital requirements for fixed assets as production facilities.



BUSINESSPLAN DER JUNGO GRUPPE

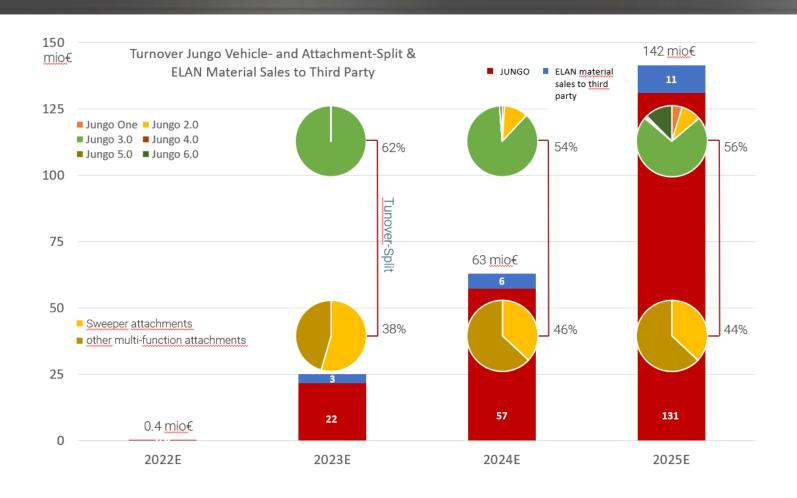


Balance Sheet	0-Serie	Phase 1	Phase 2	Phase 3
	0 000		2024E	
in kEuro bzw. %	2022E	2023E	2024E	2025E
Total Assets	12 844	33 408	42 338	83 471
Current Assets	4 604	23 123	30 907	71 027
Fixed Assets	8 240	10 285	11 430	12 444
Debt	5 264	21 440	25 335	40 326
Equity Equity Quota	7 580 59%	11 969 <i>36%</i>	17 002 <i>40%</i>	43 145 <i>52%</i>
NWC	1 897	11 341	11 629	36 758

- On the assets side, the balance sheet total is dominated by current assets, of which only 20-30% of the value consists of warehouses.
- Fixed assets represent the low percentage of structural costs and the low level of capital tied up in production facilities.
- The debt capital required for the development is adjusted to approx. 50% of the balance sheet total by the rapid build-up of equity.
- The equity ratio of more than 50% of the balance sheet total that Jungo is aiming for is to be achieved in 2026
- Our asset value is made up of existing vehicles and equipment, developments and constructions, patents, trademark rights and web assets. The valuation is carried out with prudent commercial considerations on a cost basis.

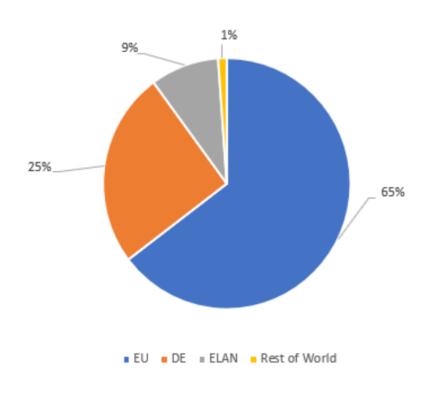


TURNOVER: VEHICLE, ATTACHMENTS AND OEM COMPONENTS SPLIT



SOURCING BY REGION



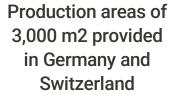


- Our suppliers, system partners and device manufacturers are now exclusively from the EU.
- We work exclusively with renowned system partners
- Some of our system partners for e-motors and batteries buy raw materials in China, but will try to reduce the scope of delivery from China in the future.

STATUS QUO AND OUTLOOK









More than EUR 20 million order backlog



Break-Even at end of 2023 based on the projected turnover of 25 Mio. EUR



projected EDITDA 2024: 7,8 Mio. EUR 2025: 31,8 Mio. EUR



Investment: EUR 11 million capital inflow (equivalent to 10% of the value of the JUNGO Group)

Invest now and become part of our contribution to a better world!

THANK YOU FOR YOUR ATTENTION!

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DISCLAIMER

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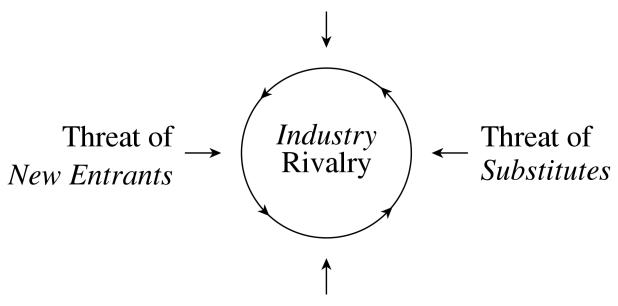
BACKUP

• Porter's Five Forces Analysis

PORTER'S FIVE FORCES ANALYSISOVERVIEW



Bargaining Power of Suppliers



Bargaining Power of Buyers

PORTER'S FIVE FORCES ANALYSIS 1. INDUSTRY RIVALRY

- Thanks to the new sales process, the innovative vehicle architecture and the simplified customer service, we have significantly improved the entire corporate structure compared to our traditional competitors. These measures make profitability significantly higher than that of classic competitors.
- Due to the option-neutral delivery to the dealer and the interchangeable bodies of the basic devices, the devices will be available directly from stock without a delivery time.
- This is a very important unique selling point compared to the competitors, who have a very large capital commitment and delivery times of up to 6 months.
- All competitors build on old technologies by simply replacing the diesel engine with the electric motors. The result is complex and expensive machines. The intensity of competition in this area is currently in the middle range, which is customary in the industry. Mid-term we see a slowdown and structural market shifts in our favor.
- Thanks to our innovative vehicle architecture and remote access to our machines, customer service is far less expensive and the customer benefit is significantly higher.
- Our internet sales strategy is unique in the market. All competitors still work exclusively in the classic way via sales staff and direct marketing. Our global visibility will quickly bring us to market leadership.
- Our competitors are corporations that tend to act slowly and are traditionally geared towards the public market.
- Today we have by far the most experienced development and sales team in the world. Over the past years, these people have developed about 70% of historical competing machines.

PORTER'S FIVE FORCES ANALYSIS 2. THREAT OF NEW ENTRANTS

- The market is in strong growth.
- Due to the sales model of today's competitors, profitability in the market is low.
- The existing, traditional providers of diesel maschines will also be the new competitors. We currently do not see the development of a complete concept comparable to Jungo. Our market lead advantage will be more than 2 years.
- The market will change a lot in the next few years. It will clearly go from the public to the private sector.
- Today's customers only want to buy electrical machines. The applications of the products can now be covered 100% with this technology.
- The barriers to enter in this new market are very high because it is technically very demanding. While Chinese companies might be able to produce mid-level electric vehicles nowadays, there is absolutely no competence in all the appliances especially street sweeping. They completely underestimated that a street sweeper is far more than a rotating brush.
- The overall market is made up of many small niche markets.
- The products are very different around the world. Our Competitors have products in their portfolio that are not adapted to the world market. The competitors need several basic machines in order to adapt to the world market.
- With our platform strategy and quick-change attachment technology, we are the only ones today who can offer customized products based on one platform worldwide.
- We consider the threat from new competitors to be manageably low.

PORTER'S FIVE FORCES ANALYSIS 3. BARGAINING POWER OF BUYERS

- Historically, the main customers are municipalities and public companies.
- The services that the machines provide are massively privatized.
- The maintenance of private facilities such as factories, event parks, shopping centers, etc. is growing rapidly and shapes our product. Today, in order to provide the full service, customers have to use multiple vehicles, which drives up costs.
- Our interchangeable system offers the possibility of doing all this work with a single basic vehicle; and gives the customer a clear cost advantage.
- Price sensitivity varies from country to country and customer to customer. Certain countries massively subsidize the electrification of public machines. This gives us the opportunity to easily penetrate the market. With our quick-change system and the modular design, we will have noticeable cost advantages over the competition.
- Through our patented exchange system in combination with our sales strategy, we achieve the best customer loyalty on the market. As we cover all major applications and offer equipment for short-term rental, we're superior to the competition because they don't use this distribution model.
- Due to the local final-assembly and the modular design of the machine, exceptionally short delivery times are possible.
- The customer wants CO2-neutral and low-noise vehicles. He is also motivated to purchase our vehicles by the tightening legal frameworks that force public and private sector to invest into electrification of their machines.

PORTER'S FIVE FORCES ANALYSIS 4. BARGAINING POWER OF SUPPLIERS

- Thanks to our common platform strategy in the heavily segmented market, we will have significantly larger quantities than our competitors. That puts us in a very good position for negotiations with the suppliers.
- We have been able to negotiate competition protection with our main suppliers through our participation in Elan. Decisive technological advantages are thus protected.
- Key technologies are produced exclusively by our subsidiary ELAN. Thus, the manufacturing secrets are preserved.
- Expansion in the franchise system is planned worldwide. Thus, multi-sourcing is applied worldwide and controlled via the purchasing center of ICEE Jungo AG.
- With the basic vehicle production in the factory in the industrial area in Rostock Lage, which is fed CO2-free in terms of energy, in combination with the local franchise final production, the global production CO2 footprint is reduced very strongly and sustainably, which will also bring advantages in terms of costs and taxation in the future.
- We need a comparatively small office and assembly area that is readily available. This means that we are not dependent on a landlord and remain flexible.
- We have already evaluated alternative suppliers so that a substitution is possible in <1 year.
- We classify the bargaining power of the suppliers with regard to key suppliers as below average and otherwise as usual in the market with a future downward trend.

PORTER'S FIVE FORCES ANALYSIS5. THREAT OF SUBSTITUTES

- With the base-vehicle production in the factory in the energetically CO2-free industrial area in Rostock Lage, in combination with the local final production, the global production CO2 footprint is reduced very strongly and sustainably. This will be very important in the market in the future.
- We are working on new drive concepts. Hydrogen propulsion via a fuel cell is under development and should be operational as a prototype in about a year.
- With the exchange system, we guarantee every customer who has a basic machine that he can install new devices for new applications on his existing vehicle at any time. This means that we are able to sell our new technologies for processing surfaces to the existing customer base at any time.
- Since our customers can only use our exclusive and specific devices (attachments) on their vehicle, we have a
 corresponding comprehensive customer base for all future technologies.
- After deciding in favor of our technology with the basic vehicle, the customer is bound to us. He cannot use a competitor's device on our basic machine.
- We consider the threat from substitute products to be rather low.