

Investor update for the three months ended March 31, 2023

Polestar

Disclaimer

Forward-Looking Statements

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timing of expected business milestones and commercial launches, including Polestar’s ability to mass produce its current and new vehicle models and complete the upgrade or tooling of its manufacturing facilities; increases in costs, disruption of supply or shortage of materials, in particular for lithium-ion cells or semiconductors; Polestar’s reliance on its partners to manufacture vehicles at a high volume, some of which have limited experience in producing electric vehicles, and on the allocation of sufficient production capacity to Polestar by its partners in order for Polestar to be able to increase its vehicle production volumes and meet timings for product launches; competition, the ability of Polestar to grow and manage growth profitably, maintain relationships with customers and suppliers and retain its management and key employees; the possibility that Polestar may be adversely affected by other economic, business, and/or competitive factors; risks related to future market adoption of Polestar’s product offerings; risks related to Polestar’s distribution model; the effects of competition and the high barriers to entry in the automotive industry, and the pace and depth of electric vehicle adoption generally on Polestar’s future business; changes in regulatory requirements (including environmental laws and regulations), governmental incentives and fuel and energy prices; Polestar’s ability to rapidly innovate; risks associated with changes in applicable laws or regulations and with Polestar’s international operations; Polestar’s ability to effectively manage its growth and recruit and retain key employees, including its chief executive officer and executive team; Polestar’s reliance on its partnerships with vehicle charging networks to provide charging solutions for its vehicles and its reliance on strategic partners for servicing its vehicles and their integrated software; Polestar’s ability to establish its brand and capture additional market share, and the risks associated with negative press or reputational harm, including from lithium-ion battery cells catching fire or venting smoke; the outcome of any potential litigation, government and regulatory proceedings, investigations and inquiries; Polestar’s ability to continuously and rapidly innovate, develop and market new products; a re-emergence of the global COVID-19 pandemic, new lockdowns in China, government mandated quarantines, inflation, interest rate changes, the ongoing conflict between Ukraine and Russia, supply chain disruptions and logistical constraints on Polestar’s business, projected results of operations, financial performance or other financial and operational metrics or on any of the foregoing risks; the need to raise additional funds to support business growth; and the other risks and uncertainties described in Polestar’s filings with the U.S. Securities and Exchange Commission (the “SEC”). There can be no assurance that future developments affecting Polestar will be those that Polestar has anticipated. These forward-looking statements involve a number of risks, uncertainties (some of which are beyond Polestar’s control) or other assumptions that may cause actual results or performance to be materially different from those expressed or implied by these forward-looking statements. These risks and uncertainties include, but are not limited to, those factors described in Polestar’s filings with the SEC. Should one or more of these risks or uncertainties materialize, or should any of the assumptions prove incorrect, actual results may vary in material respects from those projected in these forward-looking statements. Polestar will not undertake any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as may be required under applicable securities laws. You are cautioned not to put undue reliance on these forward-looking statements.

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Non-GAAP Financial Information

This presentation includes certain financial measures that are not presented in accordance with generally accepted accounting principles in the U.S. (“GAAP”), including adjusted operating loss, adjusted EBITDA, adjusted net loss, and free cash flow. Please see slide 26 for a reconciliation of the non-GAAP financial measures to their most directly comparable GAAP financial measures.

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Polestar

Polestar

Recent developments

Record first quarter - delivered 12,076¹ vehicles, up 26% year on year

Generated \$546mn² in revenues, driven by higher Polestar 2 sales

Intensified cost management with Polestar 3 adjusted start of production and tougher macro

Adjusted 2023 global volume expectation to 60-70k vehicles, representing an annual growth rate of 16% to 36%

Successfully unveiled Polestar 4 for China at Shanghai Auto Show

An electric performance SUV coupé and the second SUV in the brand's line-up

Debuted Polestar 3 in North America

The SUV for electric age which defines the essence of our brand, in terms of design, luxury, and ambition

Explored performance and design with Polestar 2 BST edition 230

With colours, graphics and materials in faster and more creative ways

Launched a major update to Polestar 2 Model Year 2024

High-tech front end, all-new electric motors, more powerful batteries, sustainability improvements and rear-wheel drive

Reduced relative CO2 emissions per car sold by 8% in 2022

Published the third Annual Sustainability Report, which outlines our initiatives and performance on ESG matters



1. Represents the sum of total volume of vehicles delivered for (a) external sales of new vehicles without repurchase obligations, (b) external sales of vehicles with repurchase obligations, and (c) internal use vehicles for demonstration and commercial purposes or to be used by Polestar employees (vehicles are owned by Polestar and included in inventory). A vehicle is deemed delivered and included in the volume figure for each category once invoiced and registered to the external or internal counterparty, irrespective of revenue recognition. Revenue is recognized in scenarios (a) and (b) in accordance with IFRS 15, *Revenue from Contracts with Customers*, and IFRS 16, *Leases*, respectively. Revenue is not recognized in scenario (c).
2. Rounded. See slide 23 for unaudited condensed consolidated statement of loss and comprehensive loss for figure in thousands of U.S. dollars.

Polestar

—
Our past, our present and our future



History in performance 1996–2017



- Founded in 1996 as a racing team
- Developed and sold performance software for Volvo Cars
- The official performance partner to Volvo Cars from 2009
- Acquired by Volvo Cars in 2015

Launching the new Polestar brand 2017–2021



- Launched Polestar 1 in 2017 and Polestar 2 in 2019
- First customer handovers and retail locations open in 2020
- Global from day one in 2020, with presence in 10 markets

Growing rapidly 2021 onwards

- Listed on Nasdaq New York in June 2022
- Launched limited edition Polestar 6 in August 2022
- Launched Polestar 3 in October 2022
- Launched Polestar 4 for China in April 2023
- Leading ambition of a climate-neutral production car by 2030

Polestar

Rapidly expanding premium product portfolio



	Polestar 1	Polestar 2	Polestar 3	Polestar 4	Polestar 5	Polestar 6
Type	Hybrid Grand Tourer	Fastback	Luxury Aero SUV	Premium Sport SUV	Luxury Sport GT 4-Door	Luxury 2+2 roadster
Segment	Sports Premium	C/D premium	SUV E premium	SUV D premium	F coupé premium	S roadster premium
ASP ¹	~\$155k	~\$50-70k	~\$80-120k	~\$60-80k	>\$100k	>\$200k
Range	~120km range	~540km	up to 610km ²	600km + ²	600km + ²	600km + ²
Launch	2017	2019	2022	2023	2024E	2026E
Factory	Chengdu, China	Taizhou, China	Chengdu, China Charleston, US	Hangzhou Bay, China	Chongqing, China	Chongqing, China

1. Prices vary by region. Estimated indicative US market pricing range as at May 2023, subject to change.

2. WLTP (Worldwide Harmonised Light Vehicle Test Procedure) target range.

Source: Company information, management estimates.

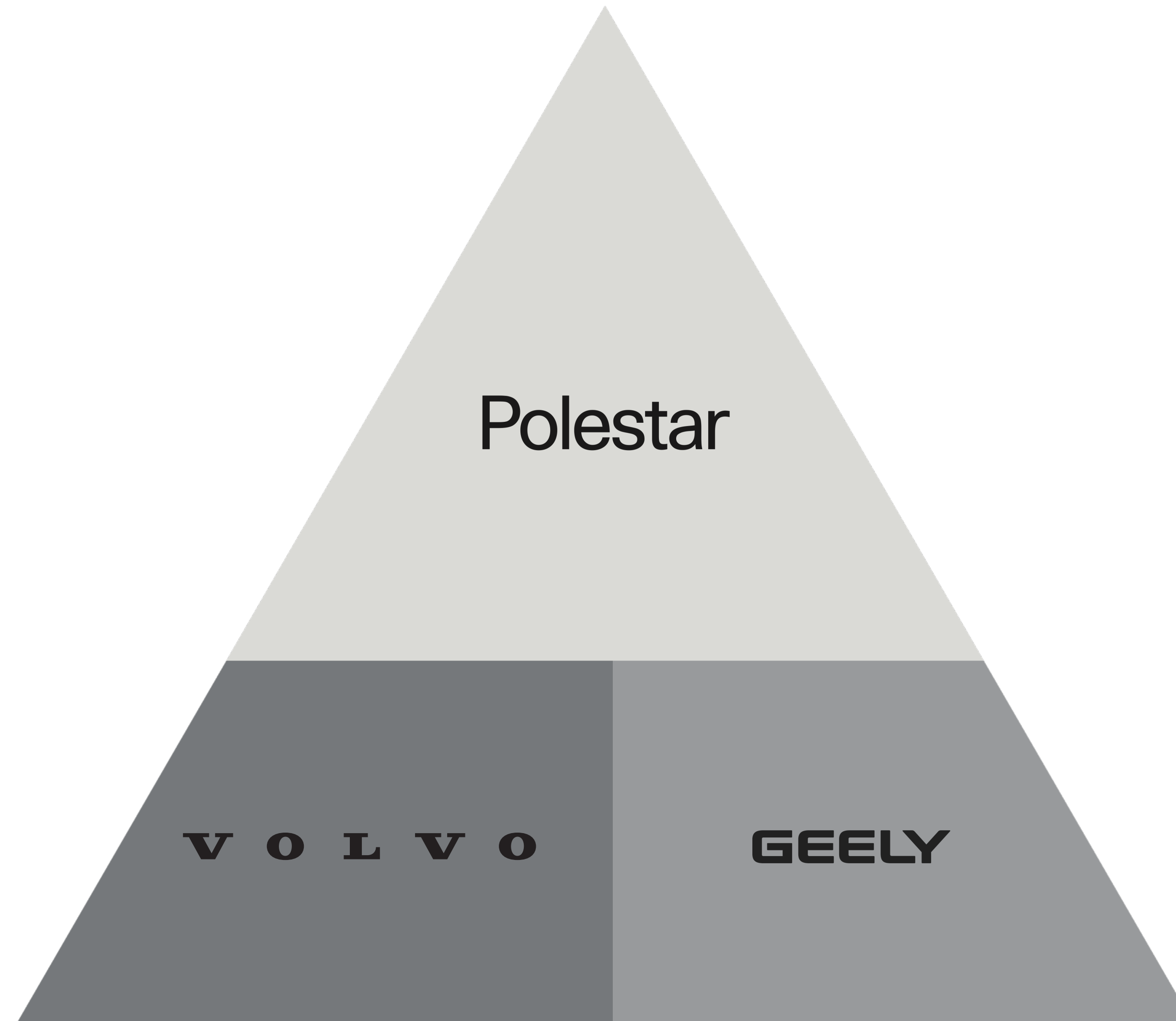
Polestar
—
Our asset-light model

Flexible and scalable set-up

- Agility of a start-up
- Innovation and high-performance technologies
- Avant-garde design
- Leading sustainability goals
- Full vehicle attributes
- Digital first DTC customer approach

Stability of established players

- Over 100 years of combined experience
- Platform development
- Engineering capability
- Supply chain and partnerships
- Manufacturing capacity
- Safety credentials
- Service network access



Polestar

Our core pillars



01 Design

- Avant-garde, pure Scandinavian design
- High tech minimalism
- Design perfection focus
- Unique design attributes

02 Innovation

- Bonded aluminium platform
- High-performance electric motors
- Advanced battery technology design
- R&D capability in the UK, Sweden and China

03 Sustainability

- Climate-neutral car by 2030 with ongoing sustainability upgrades
- Circular battery and material strategy, battery centers in place
- Blockchain-powered traceability on risk materials
- Ethical and inclusive work principles and values

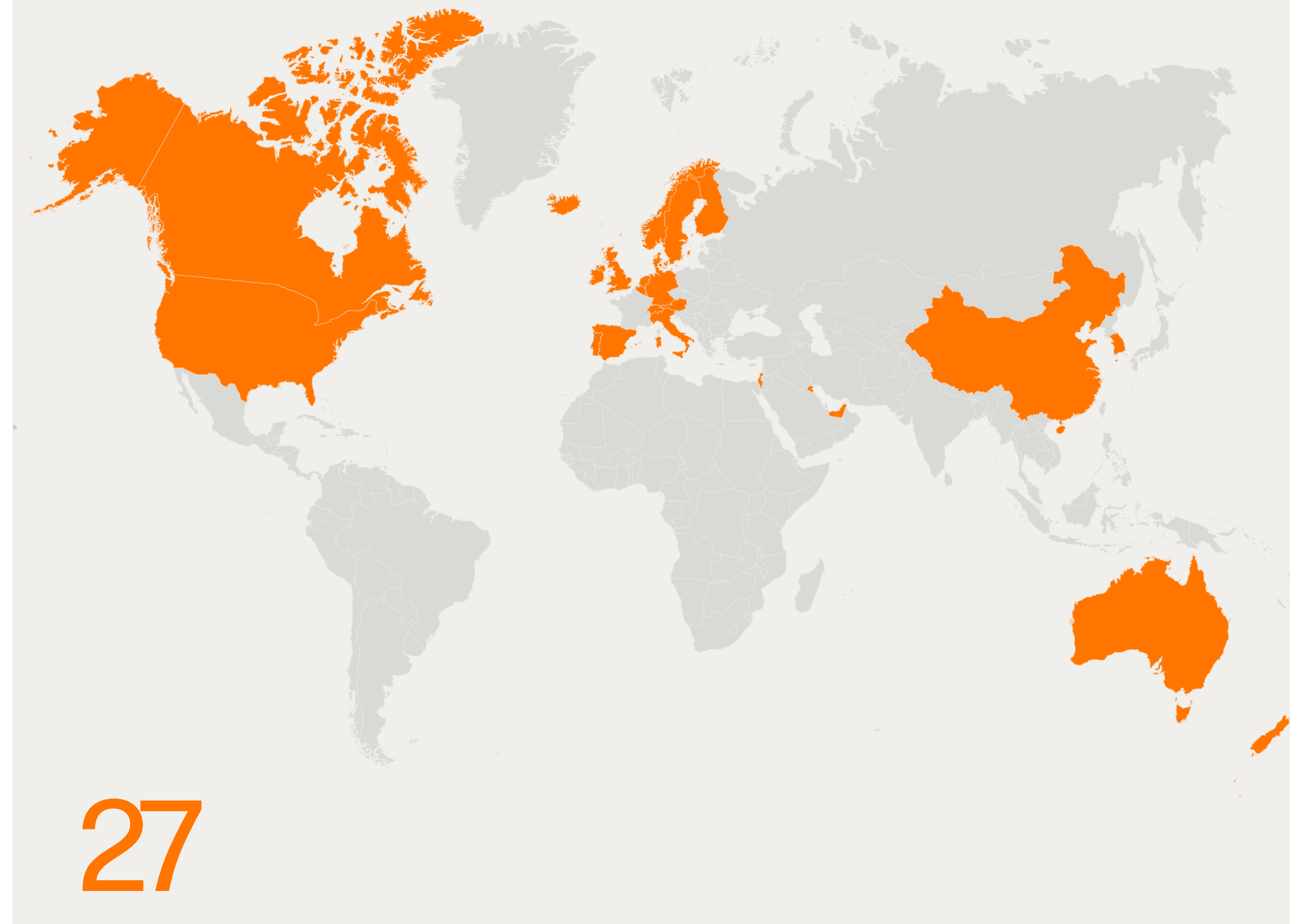
Polestar

Our well-defined growth strategy

Product launches

2019	Polestar 2
2022	Polestar 3
2023	Polestar 4
2024E	Polestar 5
2026E	Polestar 6

Global presence



Global network – Q1 2022 vs Q1 2023

Locations¹

120 → 143

Service points²

842 → 1,117

01
Rapidly expanding product portfolio

02
Growth in existing and new markets

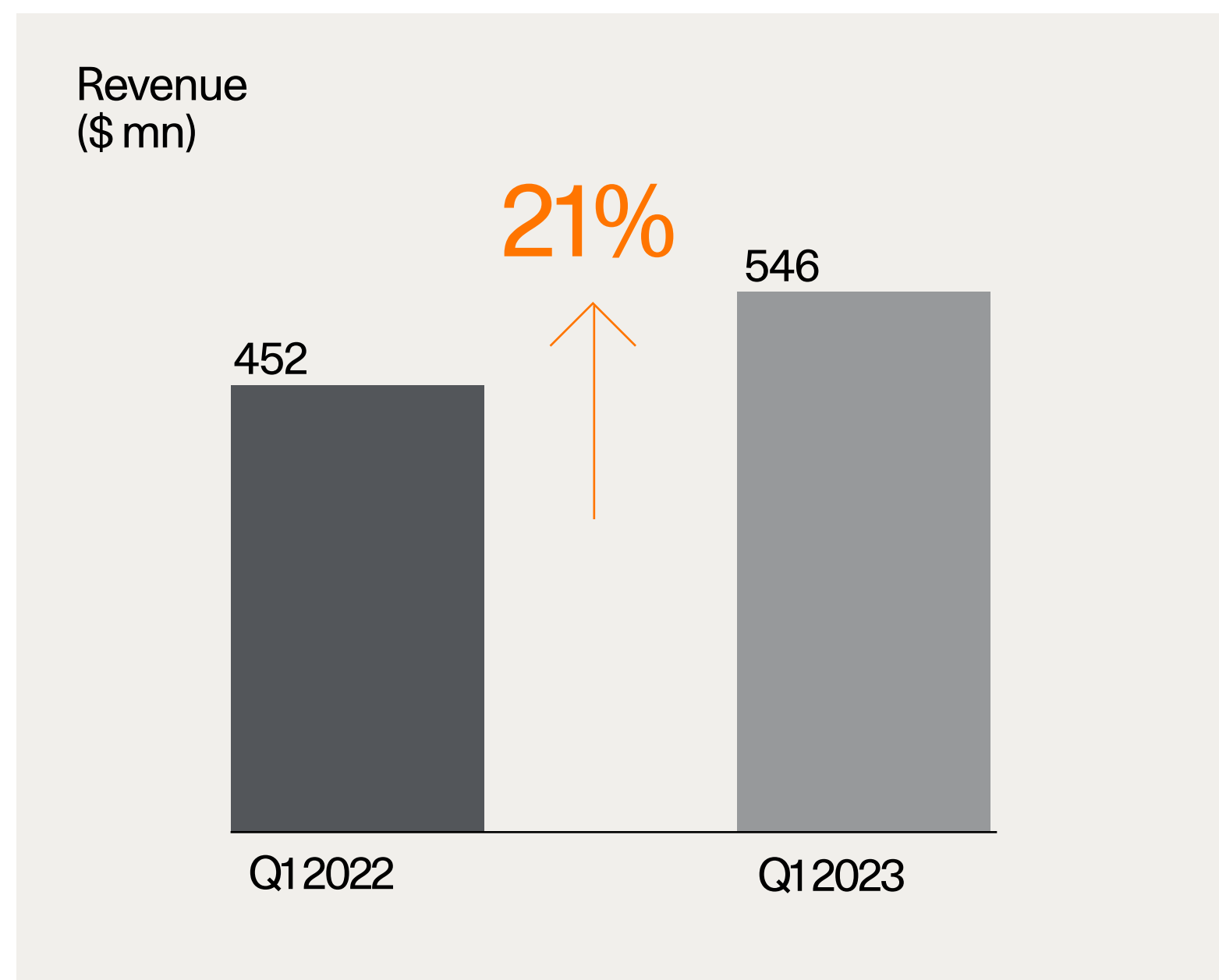
03
Expanding sales and service network

1. Represents Polestar Spaces, Polestar Destinations and Polestar Test Drive Centers (Unaudited).
 2. Represents Volvo Cars service centres to provide access to customer service points worldwide in support of Polestar's international expansion (Unaudited).
 Source: Company information.

Unaudited financial highlights
for the three months ended
March 31, 2023

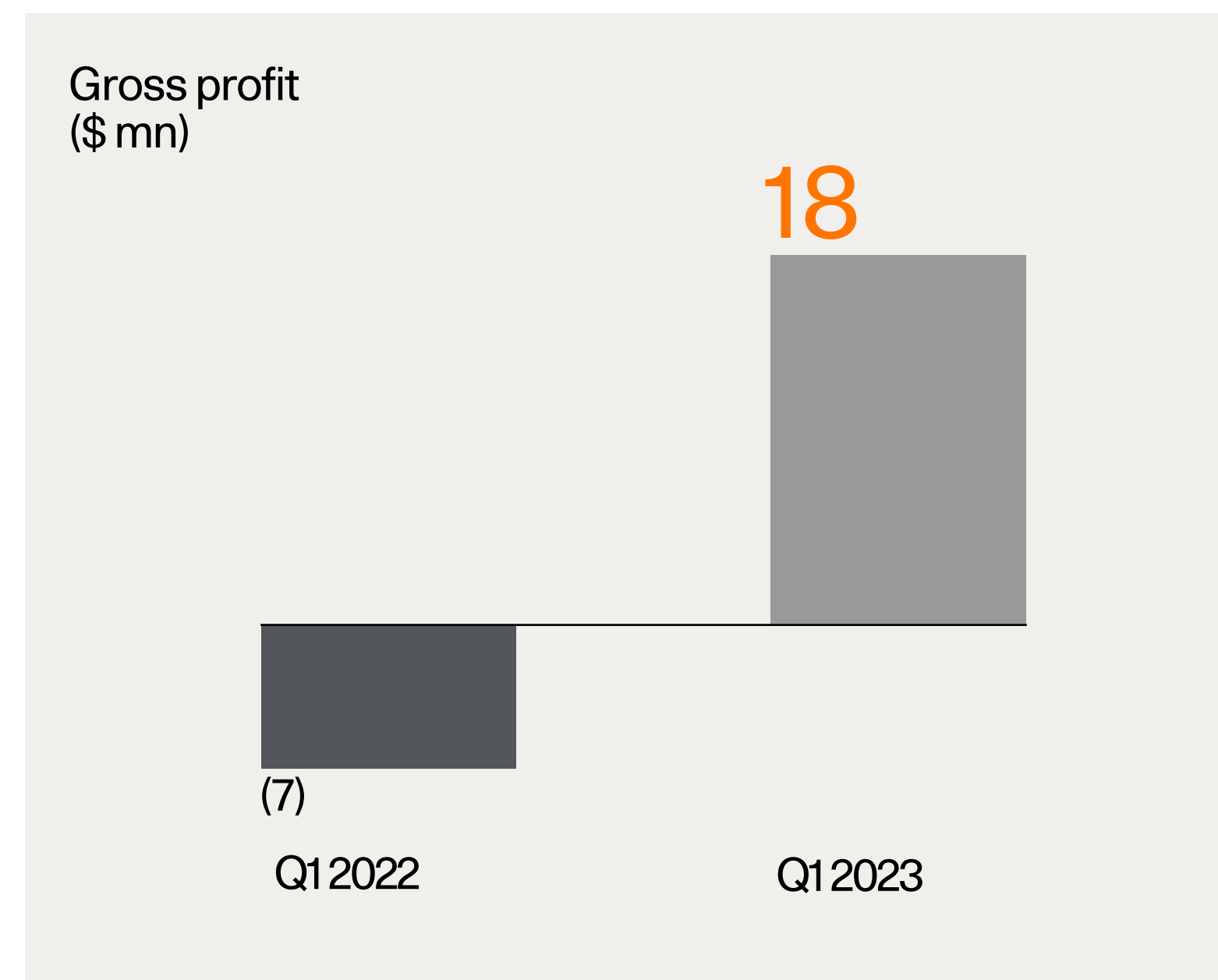
Financial and operational highlights

Key financial highlights for the three months ended Mar 31, 2023 (unaudited)



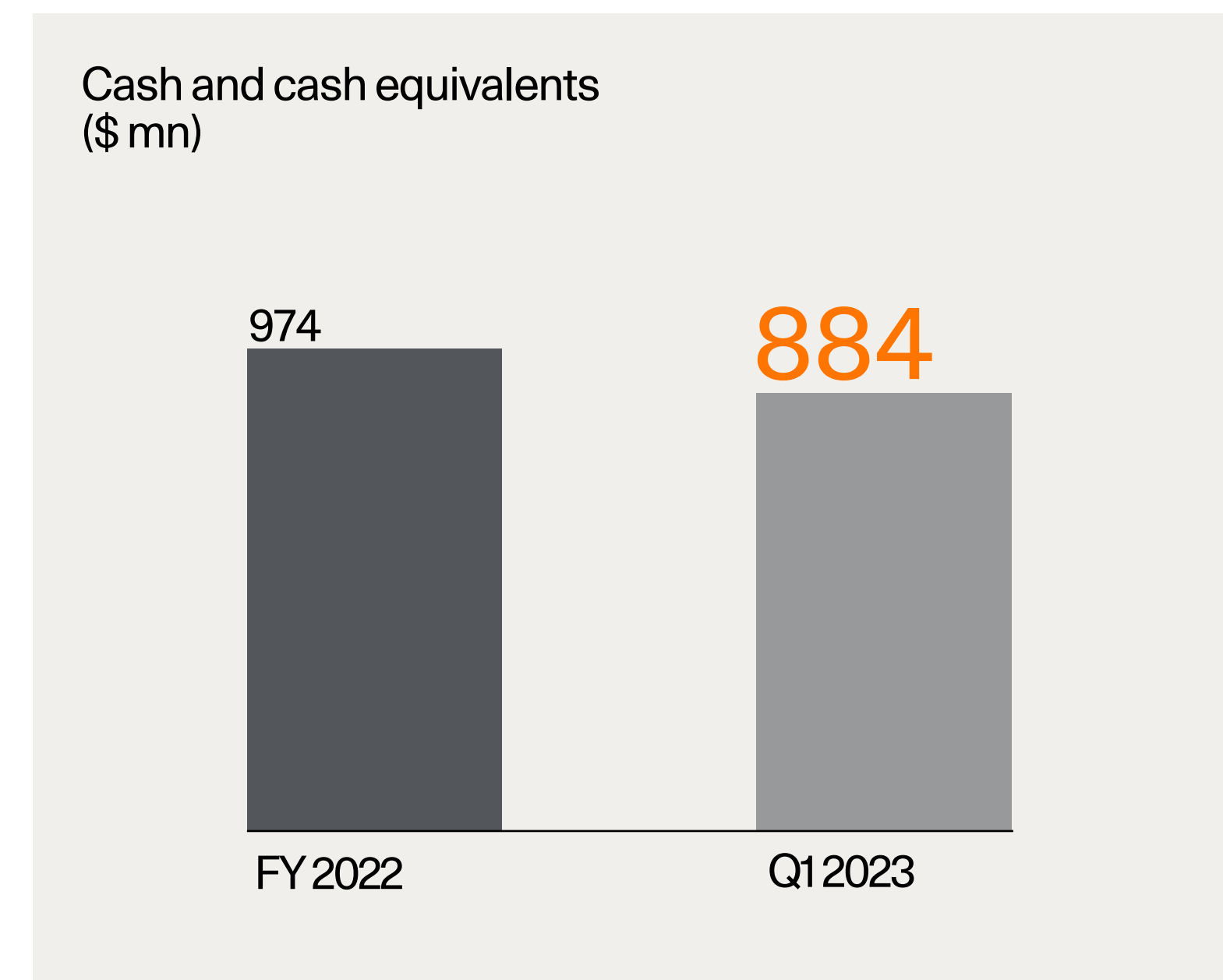
Delivered \$546mn in revenues

Driven by higher Polestar 2 sales across major geographic markets such as the United Kingdom, United States, Australia, Canada and Italy.



Gross profit of \$18mn

As the result of model year 2023 vehicles price increases alongside FX transaction effect. This was partially offset by higher freight and input costs.



Cash balance of \$884mn

Impacted by the operating loss, working capital changes and investment in IP, partially offset by the net proceedings from borrowings.

Financial and operational highlights

Key financial highlights for the three months ended Mar 31, 2023 (unaudited)

Revenue up 21%

Driven by higher Polestar 2 sales across major geographic markets

Gross profit up \$25mn

With vehicle price increases alongside FX transaction effects, partially offset by higher freight and input costs

SG&A down 11%

With active cost management

R&D up \$4mn

With continued product development for future vehicles and technologies

Operating loss reduced by c.\$60mn

Benefiting from higher gross profit and active cost management

US\$ million	Q1 2023	Q1 2022	% Change
Revenue	546	452	21
Cost of sales	(528)	(459)	15
Gross profit (loss)	18	(7)	n/m
<i>Gross margin (%)</i>	<i>3.4</i>	<i>(1.6)</i>	<i>n/m</i>
SG&A expense	(189)	(213)	(11)
R&D expenses	(36)	(32)	11
Other operating income (expense), net	7	(6)	n/m
Operating loss	(199)	(258)	(23)

Financial and operational highlights

Cash flow for the three months ended Mar 31, 2023 (unaudited)

Operating

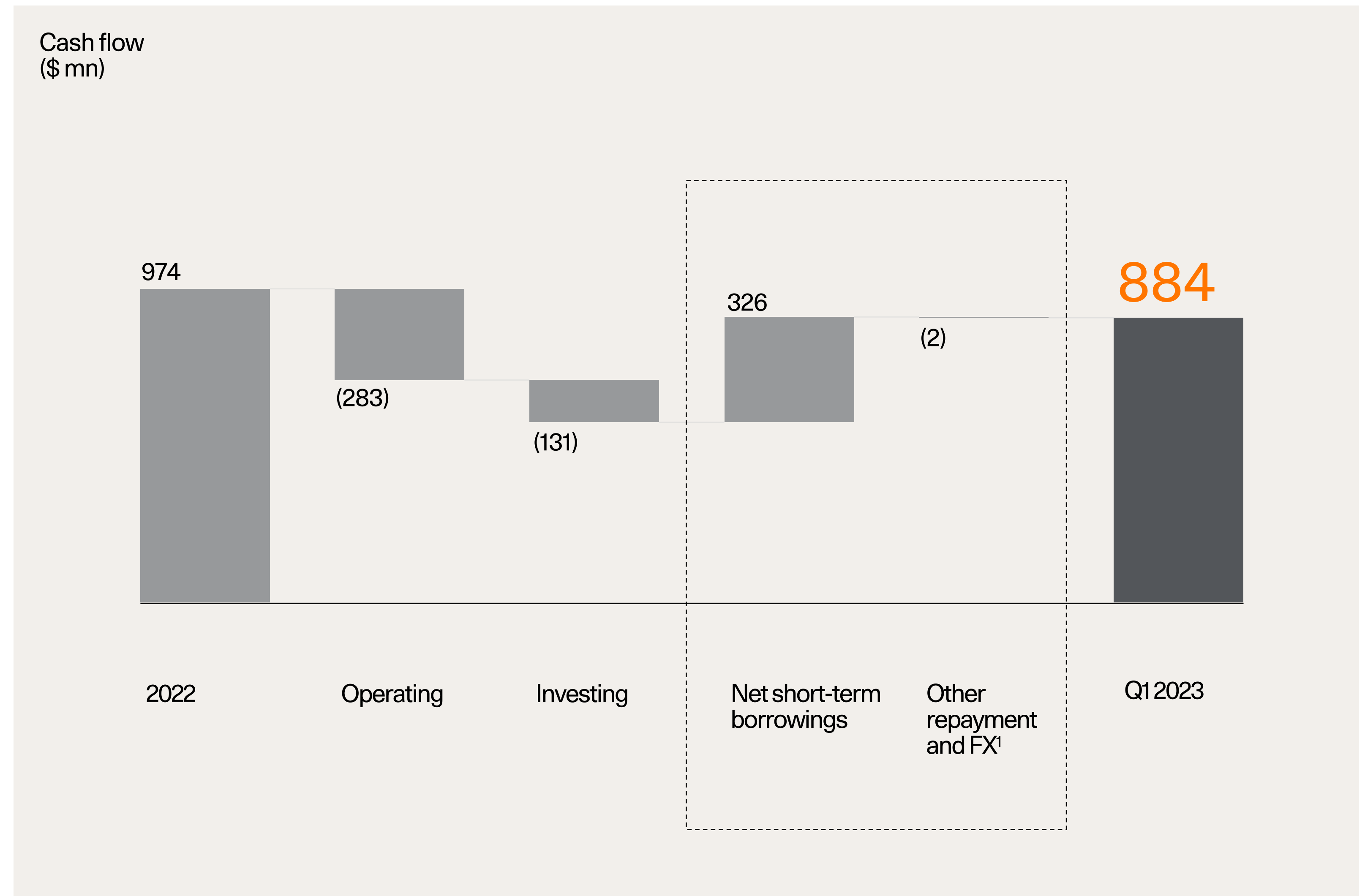
Mainly driven by operating loss, higher inventory and trade payables repayments

Investing

Mainly driven by Polestar 2, Polestar 3 and Polestar 4 intellectual property investments

Financing

Mainly from \$637mn short-term borrowings, of which \$300mn Volvo Cars term facility drawn down, partially offset by \$311mn principal repayments



1. Including effect of principal repayments of lease liabilities of -\$4mn, and foreign exchange rate changes on cash and cash equivalents of \$2mn.
 Note: All U.S. dollar figures on this slide rounded. See slide 25 for unaudited condensed consolidated statement of cash flows for figures in thousands of U.S. dollars.

Financial and operational highlights
—
2023 outlook

Global volumes

60-70k

Expect global volumes of 60-70k, representing annual growth of 16%-36%. Revised guidance reflects adjusted Polestar 3 start of production and tougher economic environment.

Gross profit margin

~400bps

Expect gross profit margin of around 4%. Revised guidance reflects absence of Polestar 3 sales and sales support activities.

Cash balance at 31 Mar 2023

\$884mn

With support from major shareholders and \$884mn cash balance, we continue to explore potential equity or debt offerings to fund operations and business growth.

Imagery

Polestar 2
—
Model Year 24



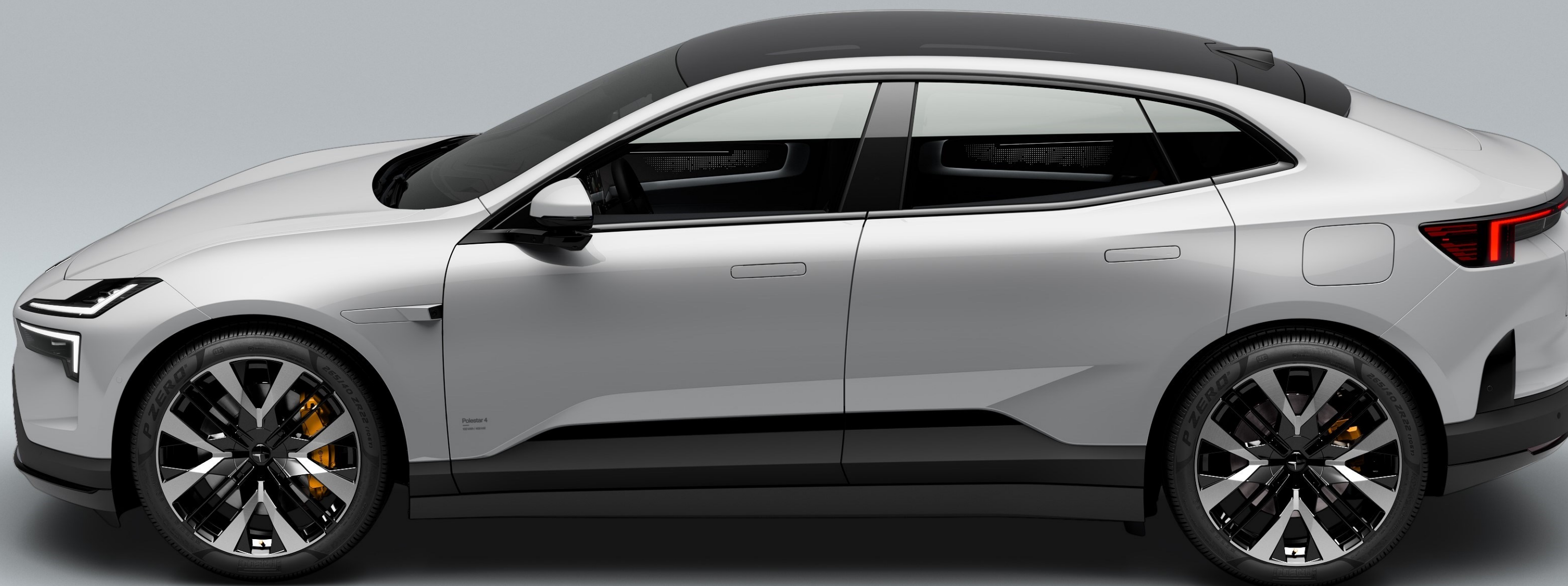
Polestar 2
—
BST edition 230



Polestar 3
—
The SUV for the electric age



Polestar 4
—
The electric SUV coupé



Polestar 5
—
The electric 4-door GT



Polestar 6
—
The electric roadster



Appendix

Financial statements

Unaudited condensed consolidated statement of loss and comprehensive loss

in thousands of U.S. dollars except per share data and unless otherwise stated

For the three months ended March 31

	2023	2022
Revenue	546,018	452,227
Cost of sales	(527,596)	(459,492)
Gross profit/ (loss)	18,422	(7,265)
Selling, general and administrative expense	(189,005)	(212,554)
Research and development expense	(35,701)	(32,085)
Other operating income and expense	6,884	(6,009)
Operating loss	(199,400)	(257,913)
Finance income	8,530	5,753
Finance expense	(29,158)	(17,932)
Fair value change - Earn-out rights	206,195	—
Fair value change - Class C Shares	7,250	—
Loss before income taxes	(6,583)	(270,092)
Income tax expense	(2,394)	(4,398)
Net loss	(8,977)	(274,490)
Net loss per share (in U.S. dollars)		
Basic and diluted	<(0.01)	(0.14)
Consolidated Statement of Comprehensive Loss		
Net loss	(8,977)	(274,490)
Other comprehensive income/ (loss):		
Items that may be subsequently reclassified to the Consolidated Statement of Loss:		
Exchange rate differences from translation of foreign operations	471	(2,645)
Total other comprehensive income/ (loss)	471	(2,645)
Total comprehensive loss	(8,506)	(277,135)

Financial statements

Unaudited condensed consolidated statement of financial position

in thousands of U.S. dollars	March 31, 2023	December 31, 2022	in thousands of U.S. dollars	March 31, 2023	December 31, 2022
Assets			Liabilities		
Non-current assets			Non-current liabilities		
Intangible assets and goodwill	1,478,953	1,396,477	Non-current contract liabilities	(52,728)	(50,252)
Property, plant and equipment	242,525	258,048	Deferred tax liabilities	(478)	(476)
Vehicles under operating leases	96,284	92,198	Other non-current provisions	(90,404)	(73,985)
Other non-current assets	4,880	5,306	Other non-current liabilities	(15,052)	(14,753)
Deferred tax asset	10,383	7,755	Earn-out liability	(392,375)	(598,570)
Other investments	2,345	2,333	Other non-current interest-bearing liabilities	(72,888)	(85,556)
Total non-current assets	1,835,370	1,762,117	Other non-current interest-bearing liabilities - related parties	(300,000)	—
Current assets			Total non-current liabilities	(923,925)	(823,592)
Cash and cash equivalents	884,271	973,877	Current liabilities		
Trade receivables	163,324	246,107	Trade payables	(97,049)	(98,458)
Trade receivables - related parties	58,892	74,996	Trade payables - related parties	(911,856)	(957,497)
Accrued income - related parties	8,476	49,060	Accrued expenses - related parties	(205,564)	(164,902)
Inventories	847,028	658,559	Advance payments from customers	(33,041)	(40,869)
Current tax assets	5,968	7,184	Current provisions	(78,649)	(74,907)
Assets held for sale	61,276	63,224	Liabilities to credit institutions	(1,348,635)	(1,328,752)
Other current assets	118,865	107,327	Current tax liabilities	(15,846)	(10,617)
Total current assets	2,148,100	2,180,334	Interest-bearing current liabilities	(22,988)	(21,545)
Total assets	3,983,470	3,942,451	Interest-bearing current liabilities - related parties	(20,888)	(16,690)
			Contract liabilities	(57,942)	(46,217)
Equity			Class C Shares liability	(20,750)	(28,000)
Share capital	(21,165)	(21,165)	Other current liabilities	(369,578)	(393,790)
Other contributed capital	(3,585,391)	(3,584,232)	Other current liabilities - related parties	(17,749)	(70,258)
Foreign currency translation reserve	11,794	12,265	Total current liabilities	(3,200,535)	(3,252,502)
Accumulated deficit	3,735,752	3,726,775	Total liabilities	(4,124,460)	(4,076,094)
Total equity	140,990	133,643	Total equity and liabilities	(3,983,470)	(3,942,451)

Financial statements

Unaudited condensed consolidated statement of cash flows

in thousands of U.S. dollars	For the three months ended March 31,	
	2023	2022
Cash flows from operating activities		
Net loss	(8,977)	(274,490)
Adjustments to reconcile net loss to net cash flows		
Depreciation and amortization	31,995	36,953
Warranties	24,340	8,862
Inventory impairment	(9,440)	10,618
Finance income	(8,530)	(5,753)
Finance expense	29,158	17,932
Fair value change - Earn-out rights	(206,195)	—
Fair value change - Class C Shares	(7,250)	—
Income tax expense	2,394	4,398
Other non-cash expense and income	21,544	18,166
Change in operating assets and liabilities		
Inventories	(169,752)	(11,529)
Contract liabilities	13,630	(10,919)
Trade receivables, prepaid expenses and other assets	133,119	43,684
Trade payables, accrued expenses and other liabilities	(107,323)	206,687
Interest received	5,453	5,144
Interest paid	(28,991)	(8,848)
Taxes paid	1,438	(453)
Cash (used for)/ provided by operating activities	(283,387)	40,452

in thousands of U.S. dollars	For the three months ended March 31,	
	2023	2022
Cash flows from investing activities		
Additions to property, plant and equipment	(19,715)	(1,388)
Additions to intangible assets	(113,030)	(292,881)
Additions to other investments	—	(2,599)
Divestment of non-current assets	1,710	—
Cash used for investing activities	(131,035)	(296,868)
Cash flows from financing activities		
Proceeds from borrowings	637,177	98,118
Principal repayments of borrowings	(310,667)	—
Principal repayments of lease liabilities	(3,926)	(2,232)
Cash provided by financing activities	322,584	95,886
Effect of foreign exchange rate changes on cash and cash equivalents	2,232	(10,993)
Net decrease in cash and cash equivalents	(89,606)	(171,523)
Cash and cash equivalents at beginning of period	973,877	756,677
Cash and cash equivalents at end of period	884,271	585,154

Financial statements

Unaudited reconciliation of GAAP and Non-GAAP results

Non-GAAP Financial Information

Polestar uses both generally accepted accounting principles (“GAAP,” i.e., IFRS) and non-GAAP (i.e., non-IFRS) financial measures to evaluate operating performance, for internal comparisons to historical performance, and for other strategic and financial decision-making purposes. Polestar believes non-GAAP financial measures are helpful to investors as they provide useful perspective on underlying business trends and assist in period-on-period comparisons. These measures also improve the ability of management and investors to assess and compare the financial performance and position of Polestar with those of other companies. These non-GAAP measures are presented for supplemental information purposes only and should not be considered a substitute for financial information presented in accordance with GAAP. The measures are not presented under a comprehensive set of accounting rules and, therefore, should only be read in conjunction with financial information reported under GAAP when understanding Polestar’s operating performance. The measures may not be the same as similarly titled measures used by other companies due to possible differences in calculation methods and items or events being adjusted. A reconciliation between non-GAAP financial measures and the most comparable GAAP performance measures is provided below.

in thousands of U.S. dollars	For the three months ended March 31,	
	2023	2022
<i>Adjusted operating loss</i>		
Operating loss	(199,400)	(257,913)
Listing expense	—	—
Adjusted operating loss	(199,400)	(257,913)

in thousands of U.S. dollars	For the three months ended March 31,	
	2023	2022
<i>Adjusted EBITDA</i>		
Net loss	(8,977)	(274,490)
Listing expense	—	—
Fair value change - Earn-out rights	(206,195)	—
Fair value change - Class C Shares	(7,250)	—
Interest income	(5,453)	(340)
Interest expenses	29,155	17,932
Income tax expense	2,394	4,398
Depreciation and amortization	31,995	36,953
Adjusted EBITDA	(164,331)	(215,547)

in thousands of U.S. dollars	For the three months ended March 31,	
	2023	2022
<i>Adjusted net loss</i>		
Net loss	(8,977)	(274,490)
Listing expense	—	—
Fair value change - Earn-out rights	(206,195)	—
Fair value change - Class C Shares	(7,250)	—
Adjusted net loss	(222,422)	(274,490)

in thousands of U.S. dollars	For the three months ended March 31,	
	2023	2022
<i>Free cash flow</i>		
Net cash (used for)/ provided by operating activities	(283,387)	40,452
Additions to property, plant and equipment	(19,715)	(1,388)
Additions to intangible assets	(113,030)	(292,881)
Free cash flow	(416,132)	(253,817)

Contact information

For questions, please contact:

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