



**Margrethe Hauge**  
CEO



**Øyvind Osjord**  
CFO

# Webcast

Q1 2022



1

**9,2 MNOK**

Q1 2022 EBITDA

2

**278 MNOK**

Order backlog

3

Strategic  
asset sale

4

New branding and  
visual look

5

Continuing to build our  
unrivalled team of domain  
experts



*Significant EBITDA-improvement in the quarter following several improvement initiatives and solid order backlog margins.  
Successful onboarding of the acquired Avanti Engineering AS*



*Experiencing increasing demand within our core business, supported by continuing strong order intake*



*Strengthened strategic focus on automation, digitalization and robotics. Goodtech continues to execute its strategic roadmap and continues to invest in the future*



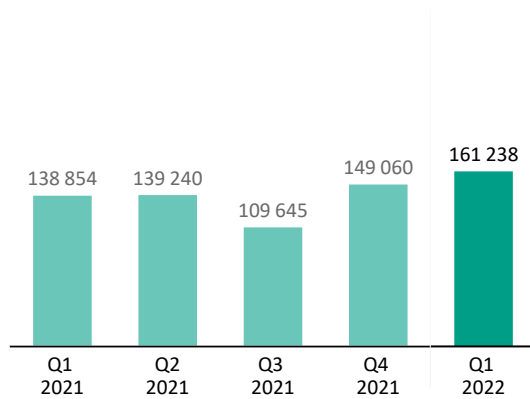
*Growth strategy supported by new company profile and marketing strategy – new homepage launched*



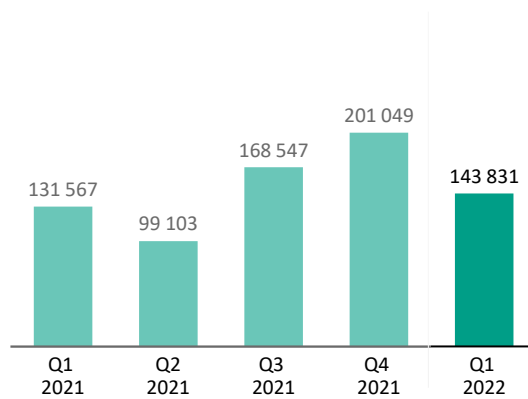
*Management team ready to drive strategic repositioning  
Injury statistics trending down  
Employee base of domain experts continuing to grow*

# Key figures Q1 2022 | Financial development

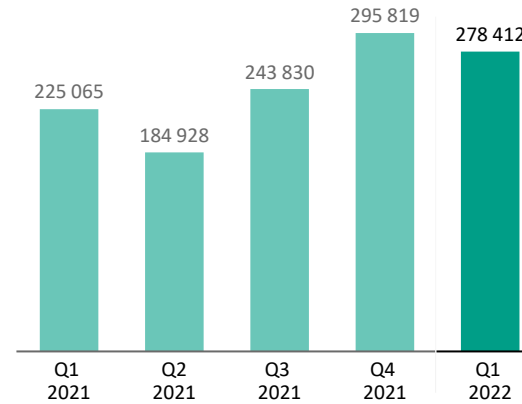
## Revenue | kNOK



## Order intake | kNOK



## Order backlog | kNOK



## Highlights

1

**High activity level** in all regions – reflected in highest quarterly revenue since Q2 2018 this period

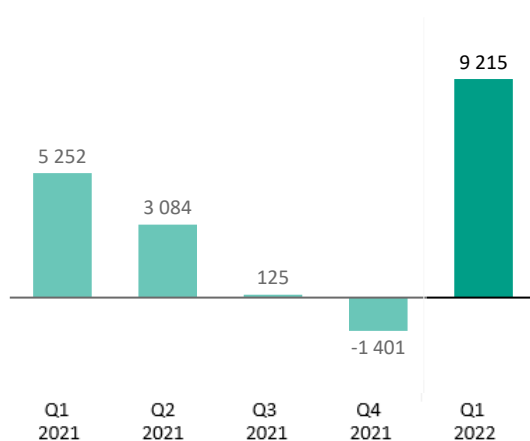
2

**Improvement initiatives and order intake** contributes to strong EBITDA-growth (75%), seen against the same period last year (+4 MNOK)

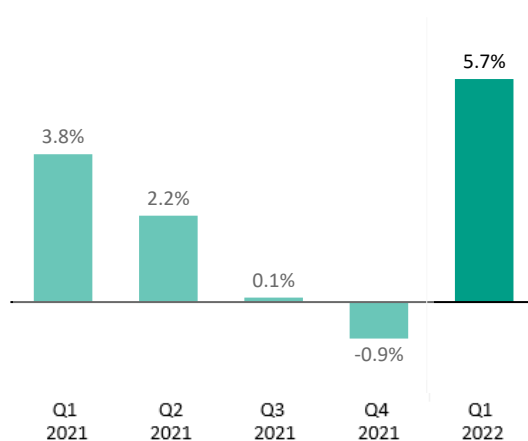
3

**Solid order backlog** combined with **high tendering activity** and demand for Goodtech's services in the quarter

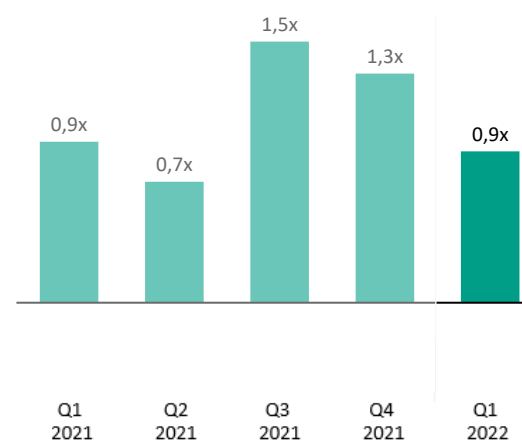
## EBITDA | kNOK



## EBITDA-margin



## Book-to-bill (ordreingang / omsetning)

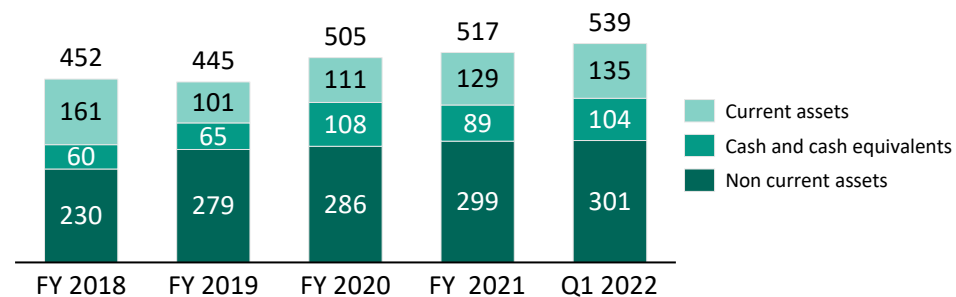


## Consolidated balance sheet (non-audited)

(NOK 1.000)	Note	Q1 22	Q1 21	2021
Fixed assets		48 485	45 594	47 275
Right of use assets		49 183	53 384	47 404
Intangible assets		163 755	147 775	164 386
Deferred tax asset		39 344	39 973	40 014
<b>Total fixed assets</b>		<b>300 766</b>	<b>286 726</b>	<b>299 078</b>
Inventory		7 986	6 108	9 059
Trade receivables		114 812	113 248	109 773
Other short term receivables		12 121	9 434	10 481
Cash & cash equivalents		103 599	99 413	88 717
<b>Total current assets</b>		<b>238 518</b>	<b>228 203</b>	<b>218 030</b>
<b>Sum assets</b>		<b>539 284</b>	<b>514 929</b>	<b>517 109</b>
Paid in equity	10	482 936	478 297	482 935
Retained earnings		-220 752	-206 034	-222 717
Non-controlling interest		1 292	2 064	1 522
<b>Total shareholders equity</b>		<b>263 476</b>	<b>274 327</b>	<b>261 741</b>
Non interest-bearing long-term debt		3 251	0	2 758
Interest-bearing long-term debt		6 377	1 696	6 576
Long-term lease liabilities		39 172	43 618	36 898
<b>Total long-term liabilities</b>		<b>48 799</b>	<b>45 314</b>	<b>46 232</b>
Non interest-bearing short-term debt		168 798	147 596	151 234
Interest-bearing short-term debt		45 280	35 294	44 351
Short-term lease liabilities		12 932	12 398	13 552
<b>Total current liabilities</b>		<b>227 009</b>	<b>195 287</b>	<b>209 137</b>
<b>Total liabilities</b>		<b>275 809</b>	<b>240 602</b>	<b>255 369</b>
<b>Total equity and liabilities</b>		<b>539 284</b>	<b>514 929</b>	<b>517 109</b>

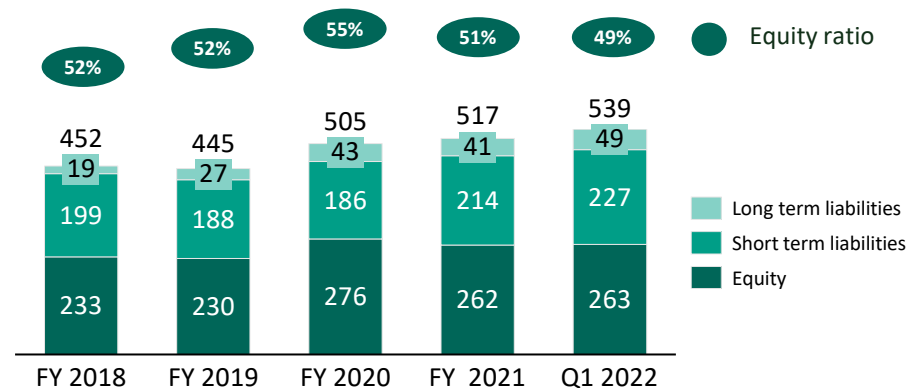
### Total Assets\*

MNOK



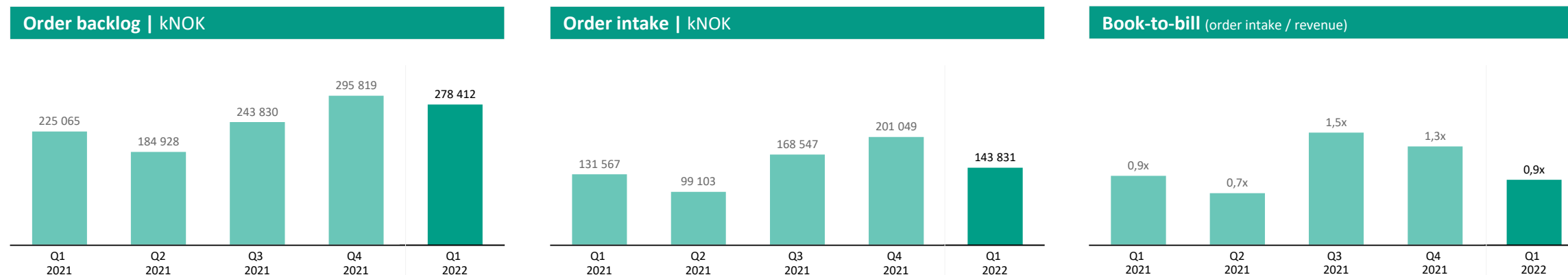
### Equity & Liabilities\*

MNOK



Goodtech strengthens its position as a leading supplier of industrial efficiency

## Sales activity and order backlog



### Development in order backlog in the quarter

The order backlog is at 278,4 MNOK at the end of Q1 2022, compared to 295,8 MNOK at the end of last quarter (-5,9%), and 225,1 MNOK at the end of Q1 2021 (23,7%). Order intake in Q1 2022 ended at 143,8 MNOK, and is dominated by order intake within Goodtech’s core competencies within industrial robotics, automation and digitalization.

The business at Åland – which continues to maintain a strong order reserve, is now less than 30% of the groups total order backlog per Q1 2022.

#### Milestones in Norway

Won a total of 30 MNOK in frame agreements with a key O&G client.

#### Milestones in Sweden

Market still awaiting to rebound after COVID19, expected increased order intake from Q2 2022.

#### Milestones in Finland (Åland)

Goodtech Environmental Solutions AB in Åland signed a contract with Veidekke Entreprenad AB for the construction of new a chemical system at Himmerfjärdverket sewage treatment facility south of Stockholm. The contract is part of a larger re-build project ongoing at Himmerfjärdverket, and will contribute to increased capacity and water quality in the facility.

The contract value for Goodtech’s contribution to the project is around 16 MSEK, and the project is expected to be finished towards the end of 2023.

- Goodtech has a solid position in this segment, and we are proud to assist Veidekke Entreprenad AB in this project – where water quality is a prioritized and valuable resource, says CEO Margrethe Hauge

Goodtech strengthens its position as a leading supplier of industrial efficiency

## Strategic platform

1. Strategic re-positioning
2. Sustainable growth
3. Innovation, digitalization and creativity
4. Efficiency in project, delivery and organization



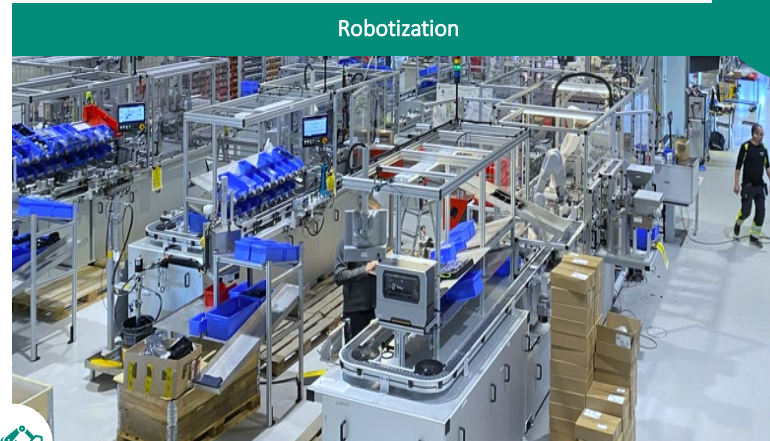
Digitalization



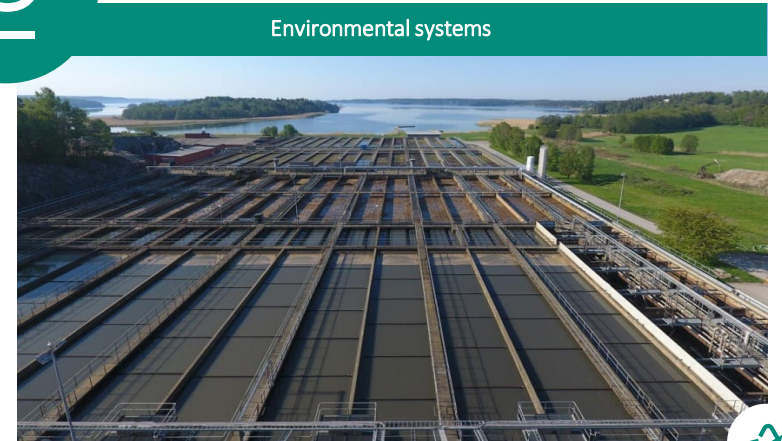
Automation



Robotization



Environmental systems





Cybersecurity



Robots



IOT



Industry 4.0



Simulation



Intelligent automation



System integration



Infrastructure communication



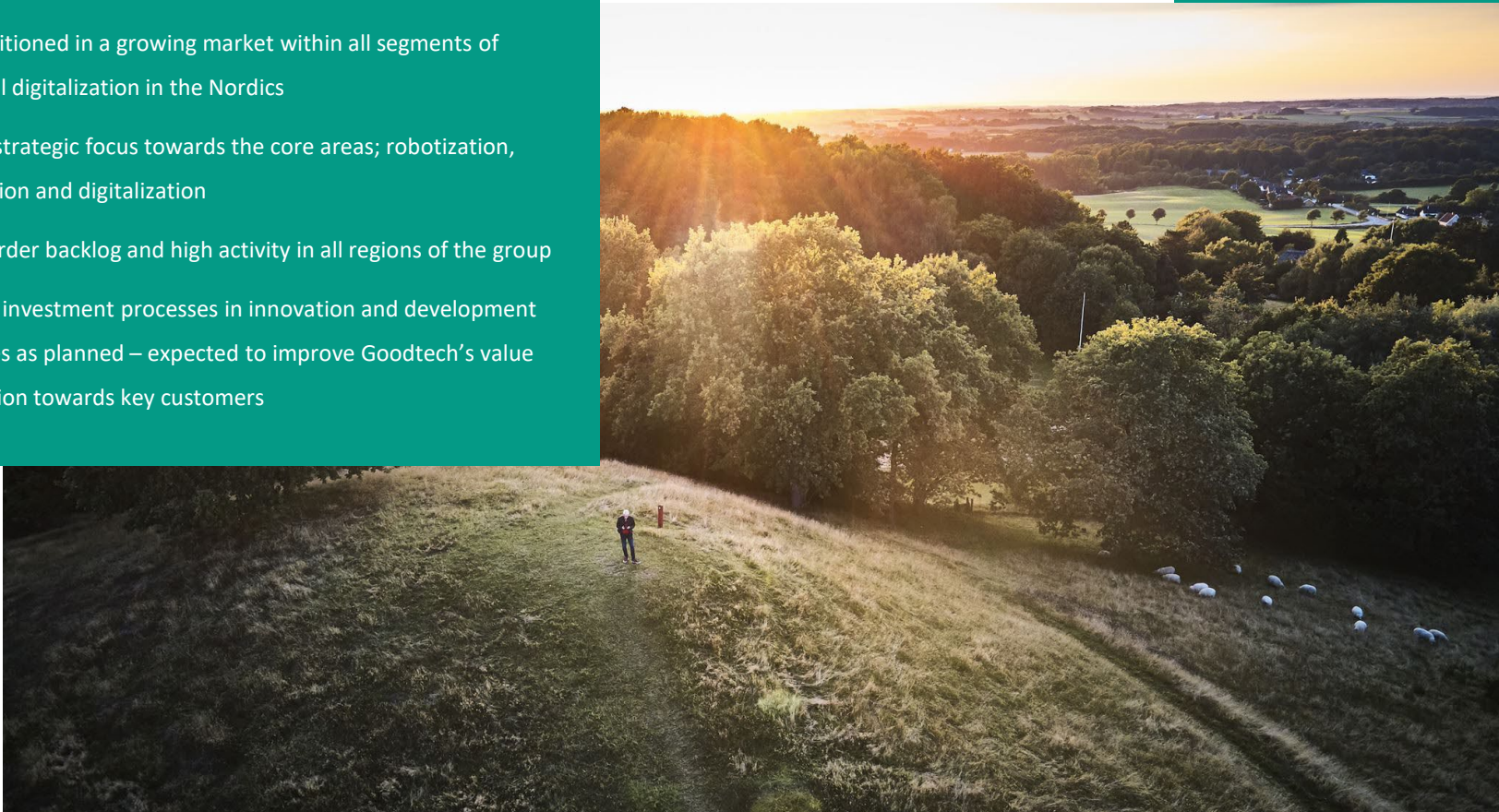
3D

Goodtech strengthens its position as a leading supplier of industrial efficiency

## Outlook

### Key points

- Well positioned in a growing market within all segments of industrial digitalization in the Nordics
- Further strategic focus towards the core areas; robotization, automation and digitalization
- Strong order backlog and high activity in all regions of the group
- Ongoing investment processes in innovation and development continues as planned – expected to improve Goodtech’s value proposition towards key customers







Thank you!