



goodtech

Presentation Q2 2021

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goodtech

Agenda

- ❑ Highlights
- ❑ Financial update
- ❑ Strategic update
- ❑ Outlook

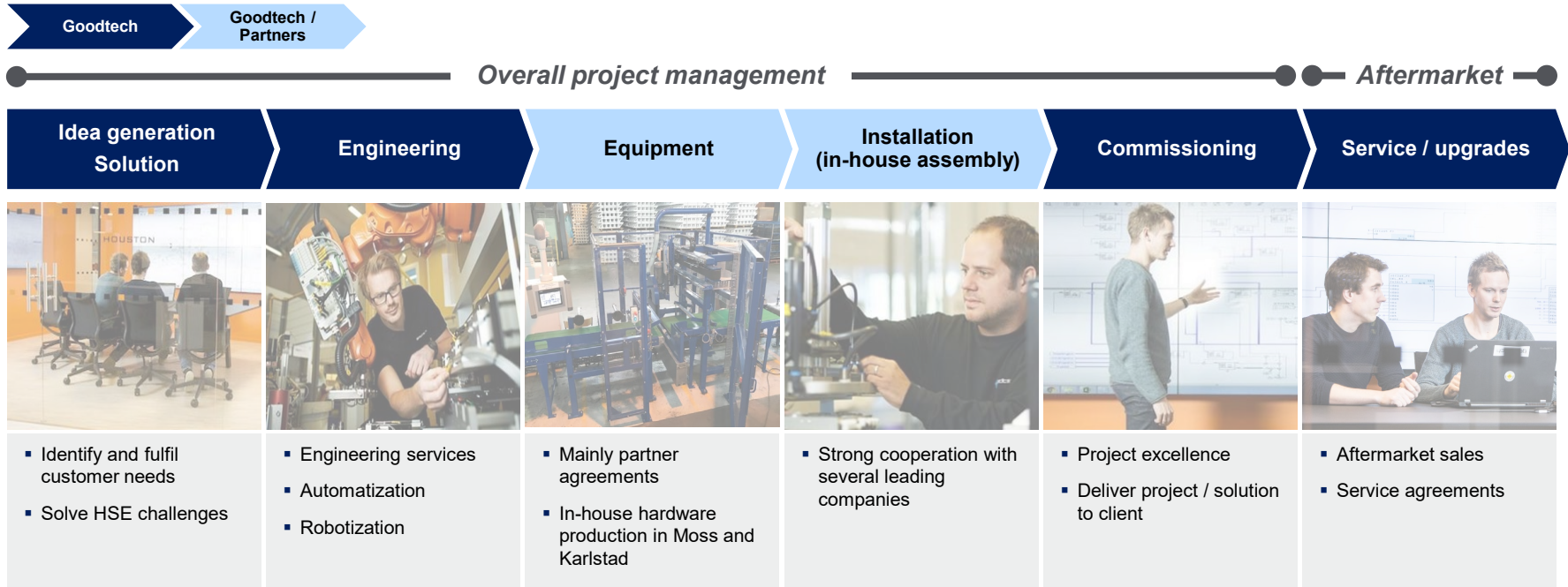


Leading technology partner

- ❑ Well positioned
- ❑ Addressing a large market
- ❑ Independent one-stop shop
- ❑ Operational excellence



A trusted partner from project generation to aftermarket services

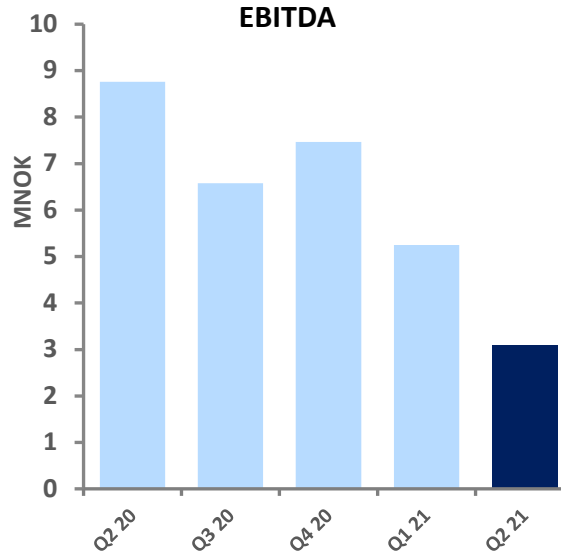
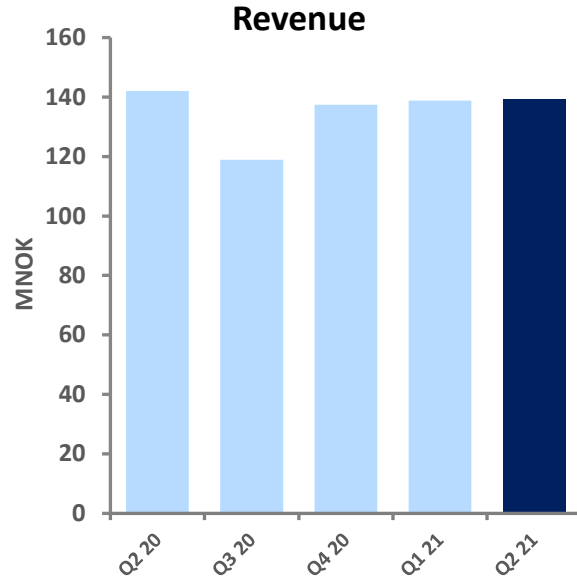


Focus on digitalization, efficiency and quality throughout the project delivery process

FINANCIAL UPDATE



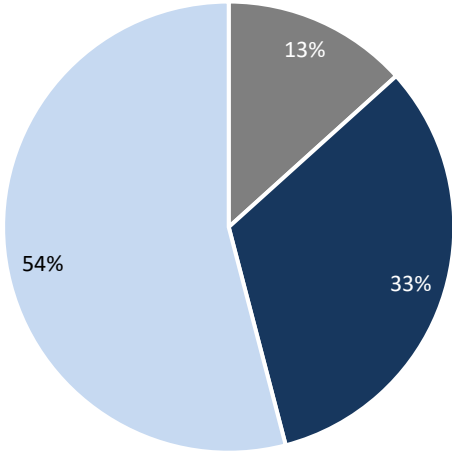
Highlights Second quarter 2021



- Significant investment in digitalization
- Satisfactory enquiry level but delay in capital investments due to Covid-19
- Expanding organization for future growth

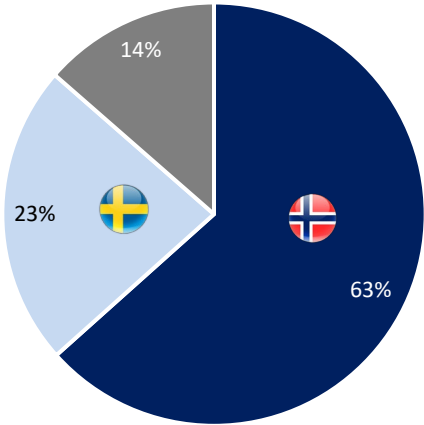
Revenue distribution 2Q-21

By solution



■ Sales of goods ■ Construction contracts ■ Services

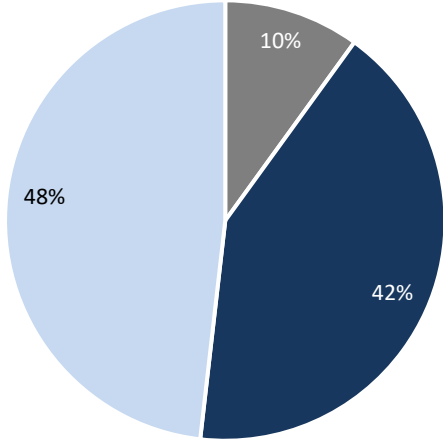
By geography



■ Norway ■ Sweden ■ Other

Revenue distribution 1H-21

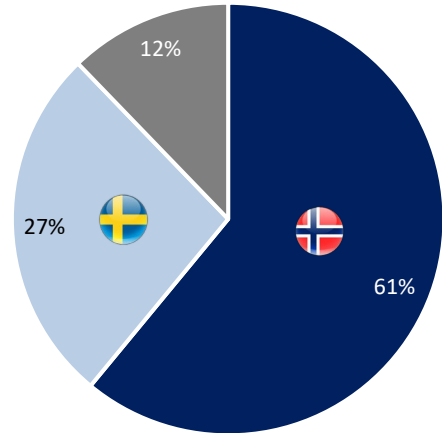
By solution



■ Sales of goods ■ Construction contracts ■ Services

By geography

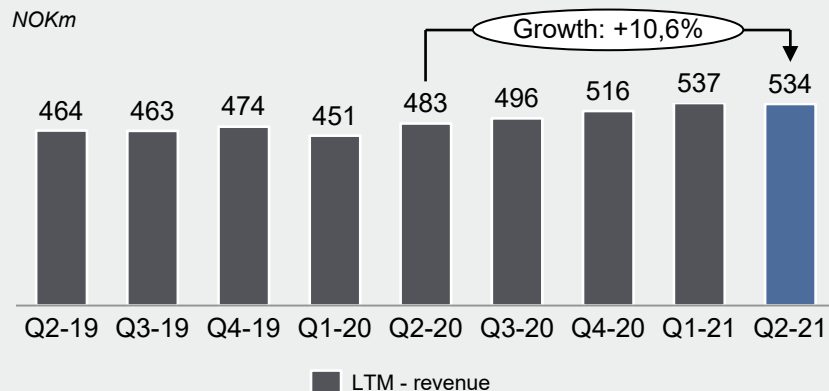
YTD



■ Norway ■ Sweden ■ Other

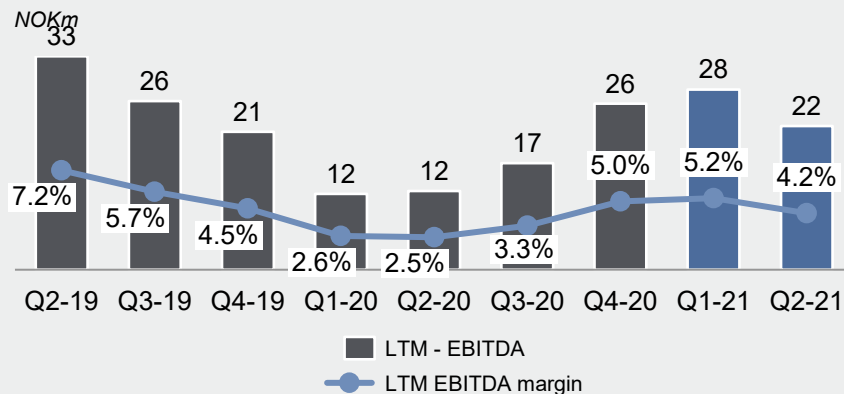
Positive trend expected to continue

Revenue (LTM)



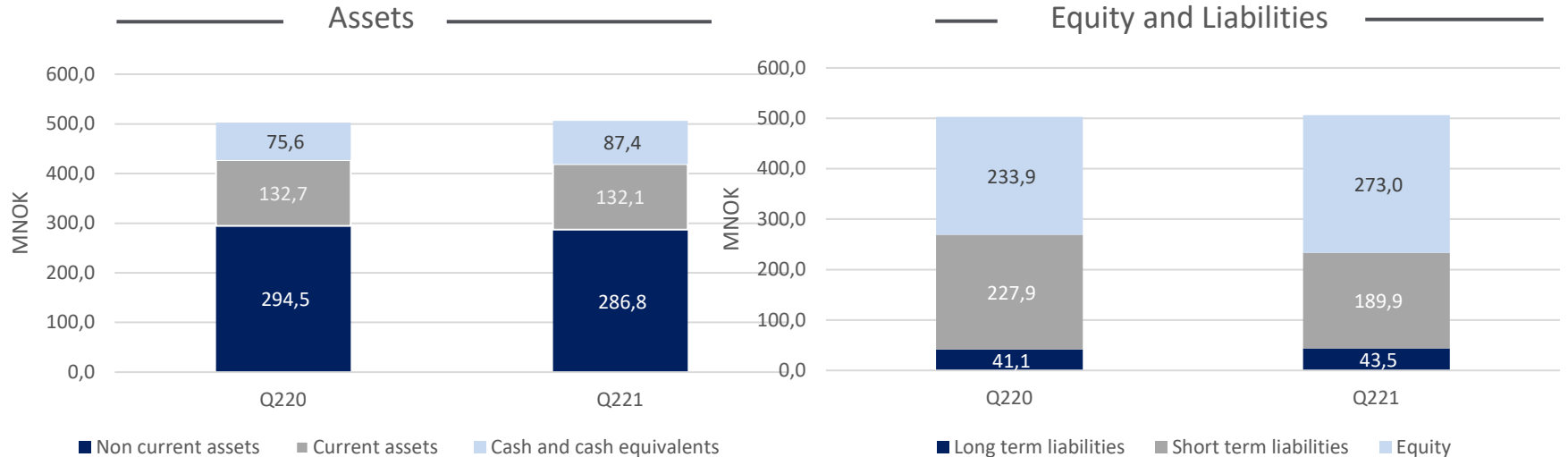
- The industry is investing in efficiencies
- Positive revenue development likely to continue, increase in construction projects expected
- Solid project execution
- Improved operations in Åland following the restructuring process

EBITDA (LTM)

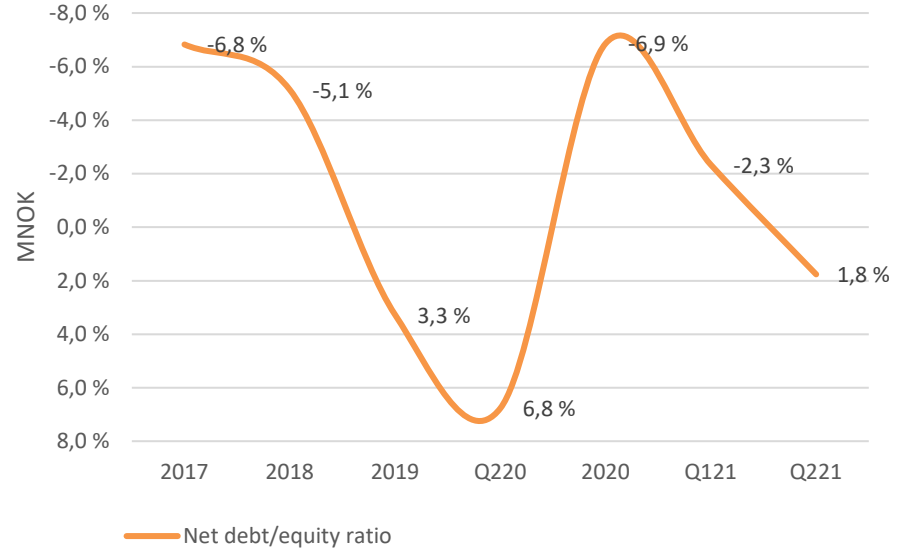
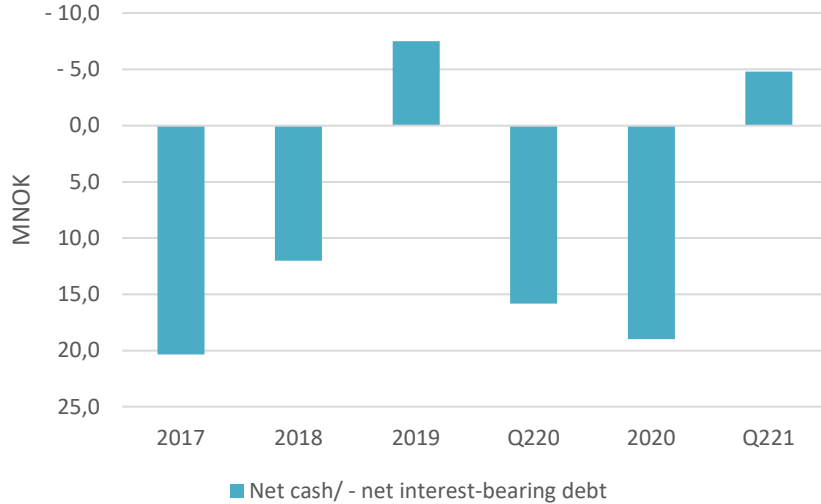


- Significant investments in digital solutions and resources
- Environmental business in Åland is re-established, but it takes time to grow order reserve and margins
- EBITDA and margins expected to continue improving

Group Balance Sheet

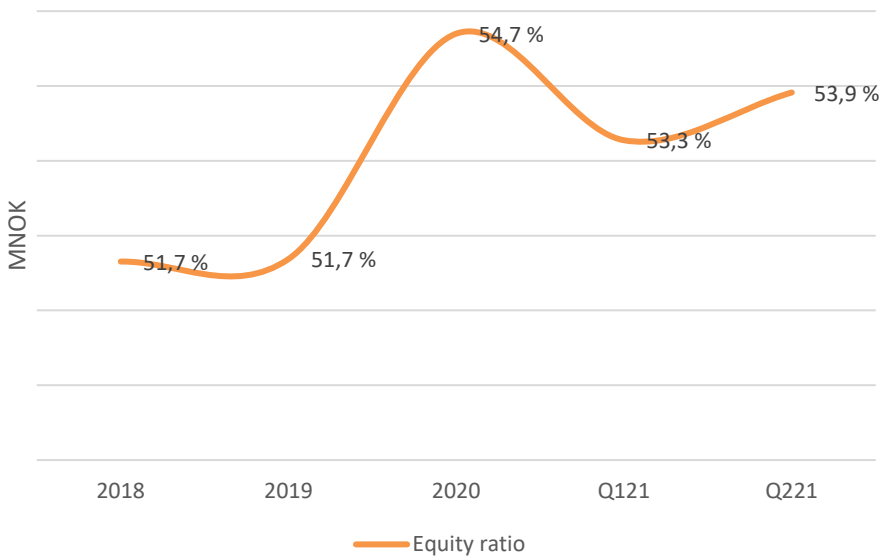
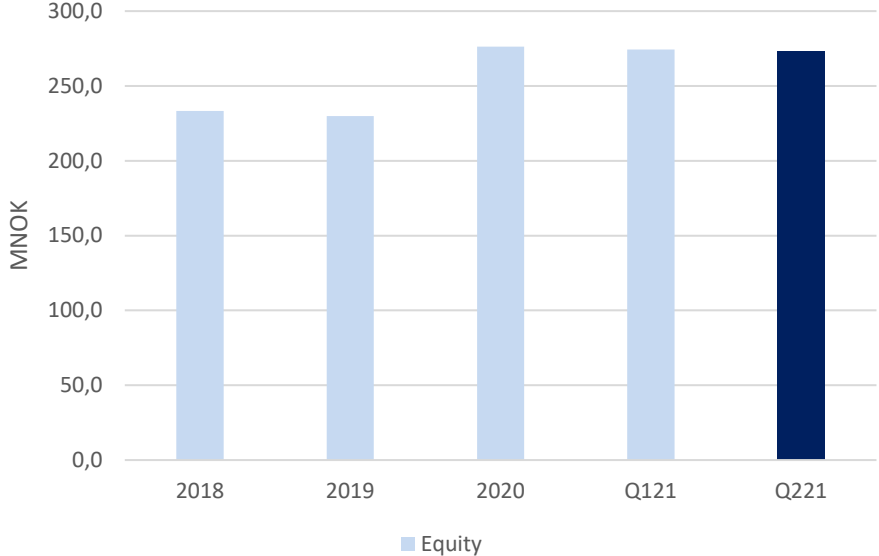


Net cash/-net interest bearing debt



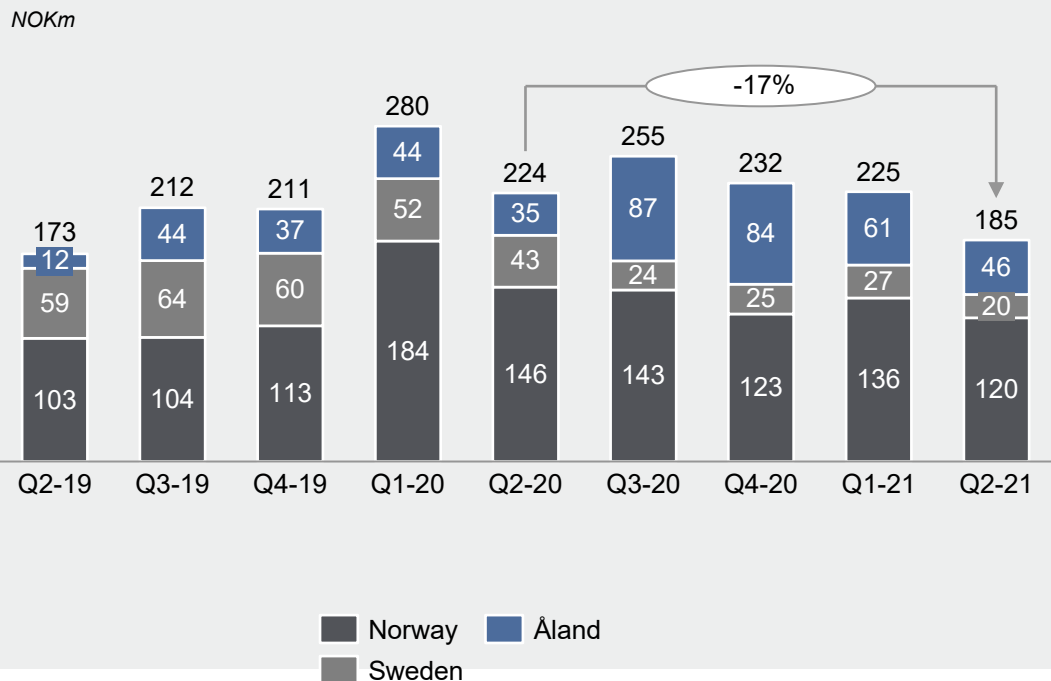
Leasing obligations included in accordance with IFRS16 from 1.1.2019.

Equity



Positive market outlook post covid

Strong order backlog development from 2019



Key considerations

- Sales and market activity in the Group is high
- Due to Covid-19, decision-making processes on capital purchases take somewhat longer than before the Covid pandemic, and clients are still hesitant to take investment decisions. However, signs of recovery with several tenders expected to be concluded in short time
- Good order intake after end of Q2, with Åland awarded contract for Hindås waterplant of MSEK 50 (July) and further small/mid cap projects awarded both in Sweden and Norway.
- We see that customers are following the trend of moving data up in the cloud, and demand for cyber security services is increasing.
- Note that backlog projects normally only accounts for ~50% of annual revenues - engineering services, support functions and other income partly included in backlog



STRATEGIC UPDATE



Robots



IoT



Cyber security



Industry
4.0



Simulation



3D



Infrastructure
communication



System integration



Intelligent
automation



Outlook

- ❑ Goodtech is well positioned within our core markets; environment, aquaculture, metal, oil & gas, processing and food industry
- ❑ Automation and digitalization will be key to increase our customers competitiveness
- ❑ Favorable market conditions with growing demand for digitization and robotization solutions
- ❑ Market development post covid
- ❑ Digital transformation has just started

