

Goodtech ASA

The preferred partner for industrial efficiency



Margrethe Hauge
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Highlights from Q4 2023

Goodtech ASA Webcast

Summary



243 MNOK

Q4 2023 revenues

292 MNOK

Order backlog



21 MNOK

Q4 2023 EBITDA (8,5%)

13 MNOK

Q4 2023 EBIT (5,5%)



73 MNOK

Cash from operations Q4 2023



48 %

*Equity ratio
per Q4 2023*

37 %

*Share of market cap.
31.12.23 in net cash*



**Successful integration of Skala
Flytende acquisition**

Revenues and order backlog:

- **70% growth in revenues** from Q4 2022
- **8% growth in total order backlog** from Q4 2022. Net reduction in Norway and net increase in Sweden in the quarter

Profitability:

- **16,8 MNOK increase in nominal EBITDA** from Q4 2022 (+449%)

Cash flow:

- **73 MNOK cash from operations** in the quarter
- **29 MNOK free cash flow**

Capital structure:

- Robust capital structure, with **48% equity ratio** and cash and cash equivalents in the balance sheet corresponding to 37% of total market capitalization per 31.12.2023

Successful integration of Skala Flytende from Q4 2023. The entity is included in all financial figures from Q4 2023

Important announcements in Q4 2023



Haldex

26 MSEK
Contract award

-  **Semi-automated assembly lines**
-  **Module-based system supplied with complete production control system (MES)**

9 INDUSTRY INNOVATION AND INFRASTRUCTURE **12** RESPONSIBLE CONSUMPTION AND PRODUCTION **13** CLIMATE ACTION **17** PARTNERSHIPS FOR THE GOALS



Goodtech :skala

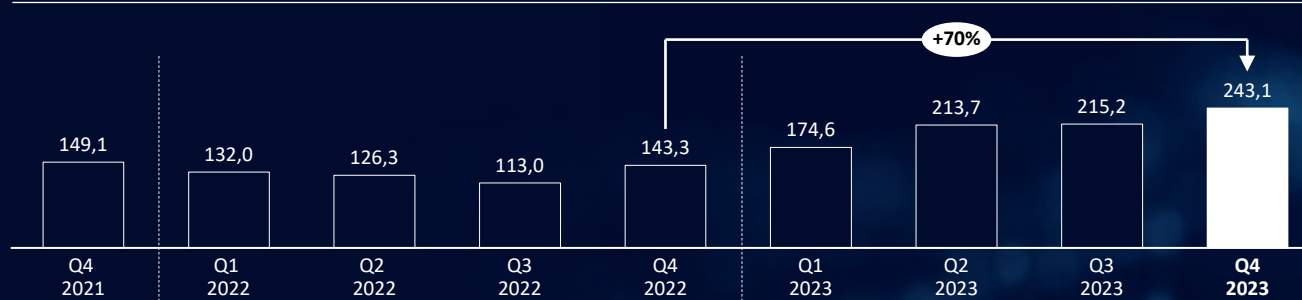
Successful integration
of the acquired Skala Flytende

-  **Leading competency house within digitalization of liquid consumer goods and process industry**
-  **LT Line SaaS-solution (+5 MNOK ARR)**

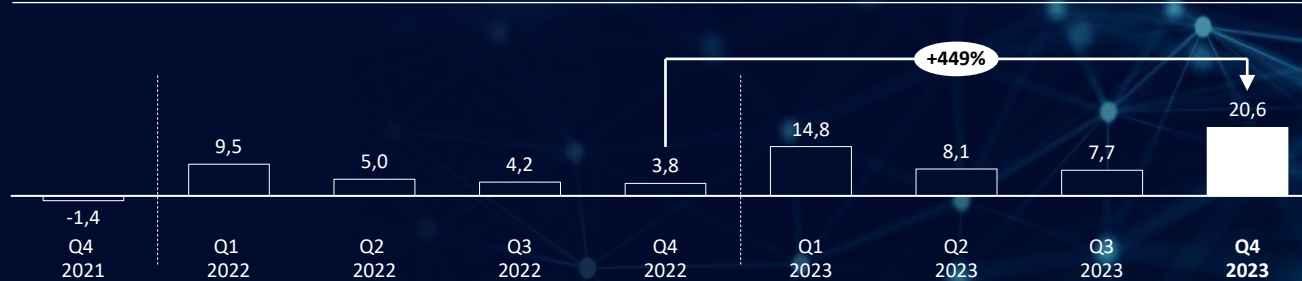
9 INDUSTRY INNOVATION AND INFRASTRUCTURE **12** RESPONSIBLE CONSUMPTION AND PRODUCTION **13** CLIMATE ACTION **17** PARTNERSHIPS FOR THE GOALS

Key financials

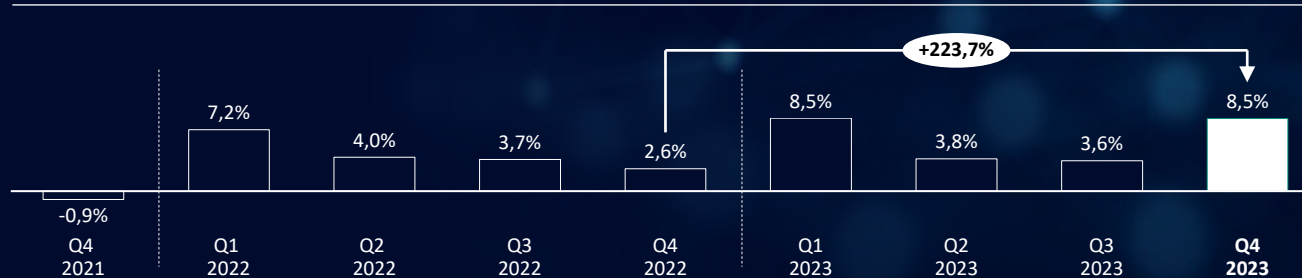
Revenues* | MNOK



EBITDA | MNOK



EBITDA-margin



Highlights – key financials

1

- 70% growth in revenues from Q4 2022
- High activity in several larger projects

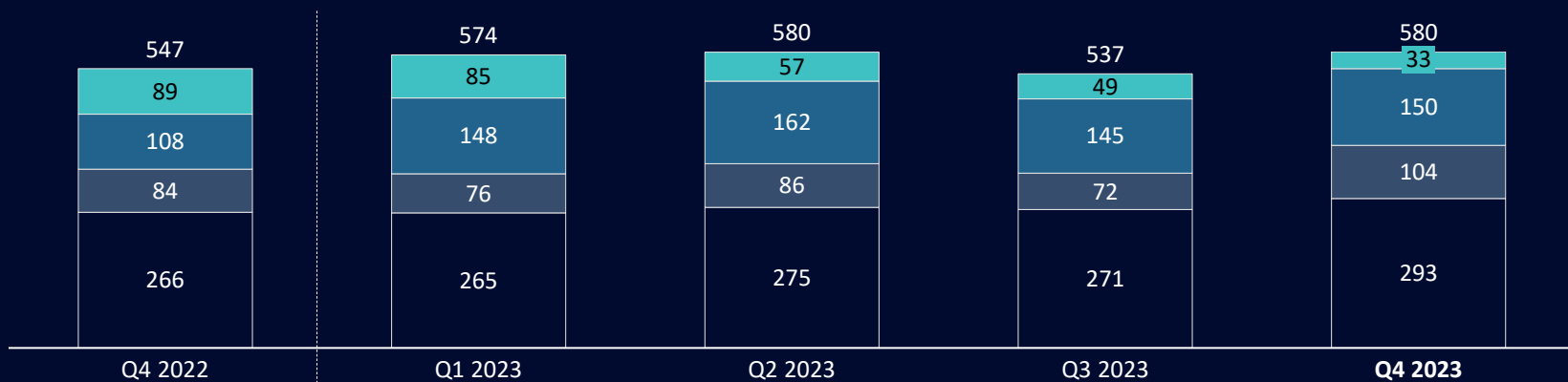
2

- 16,8 MNOK (+449%) nominal growth in EBITDA from Q4 2022
- 8,5% EBITDA-margin

Goodtech has classified the business at Åland as “Held for sale” in accordance with the guidelines in IFRS 5. Figures for Q4 in the graph differ from those reported in the Q4 2022-report due to updated recalculation in relation to the Group’s IFRS 5 consideration.

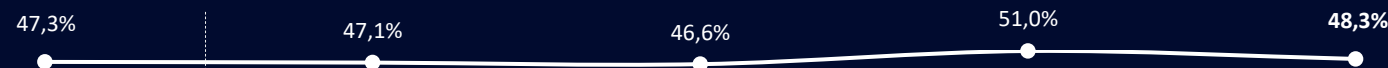
Revenues and EBITDA related to the business at Åland for the entire 2022 is also excluded in the figures. The acquired Skala Flytende is included in the figures from Q4 2023 only.

Robust capital structure

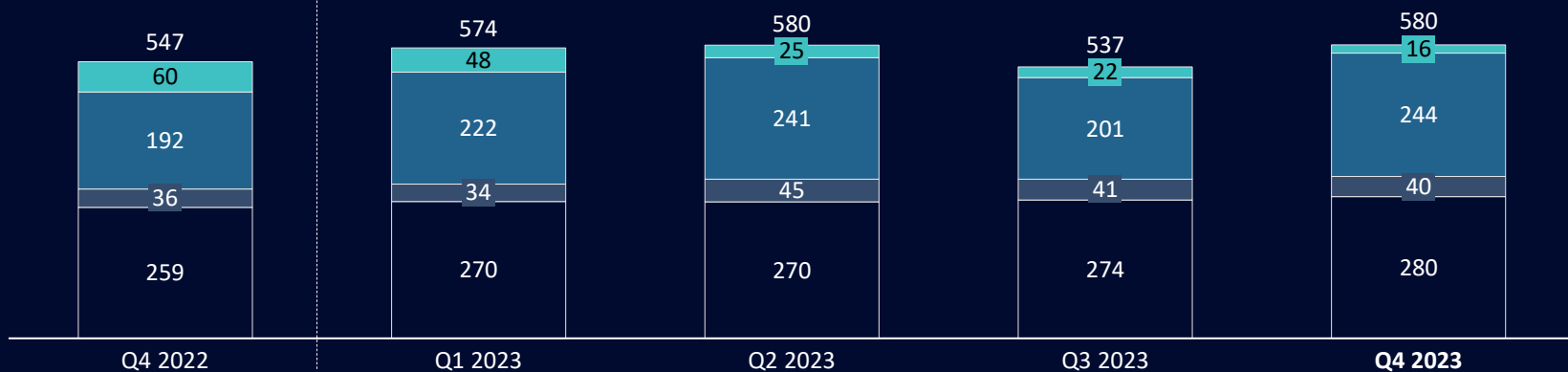


Total Assets

- Assets held for sale
- Current liabilities
- Cash and cash equivalents
- Fixed assets



Equity ratio

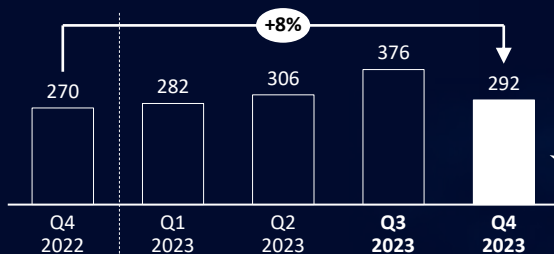


Total Equity & Liabilities

- Liabilities held for sale
- Current liabilities
- Long-term liabilities
- Equity

Sales and order backlog*

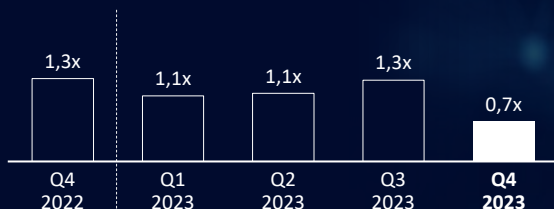
Order backlog* | MNOK



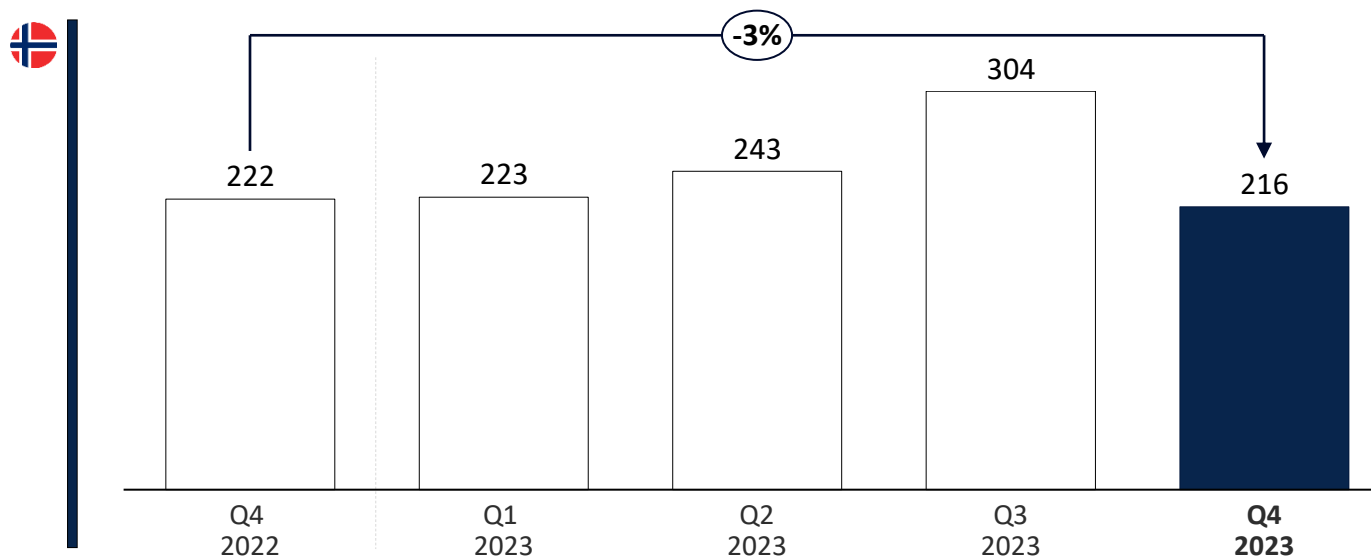
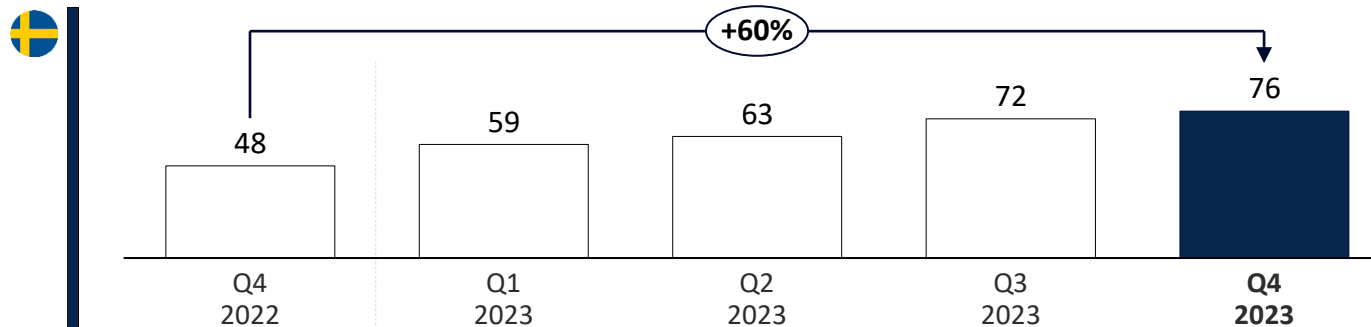
Order intake* | MNOK



Book-to-bill* (order intake / revenues)

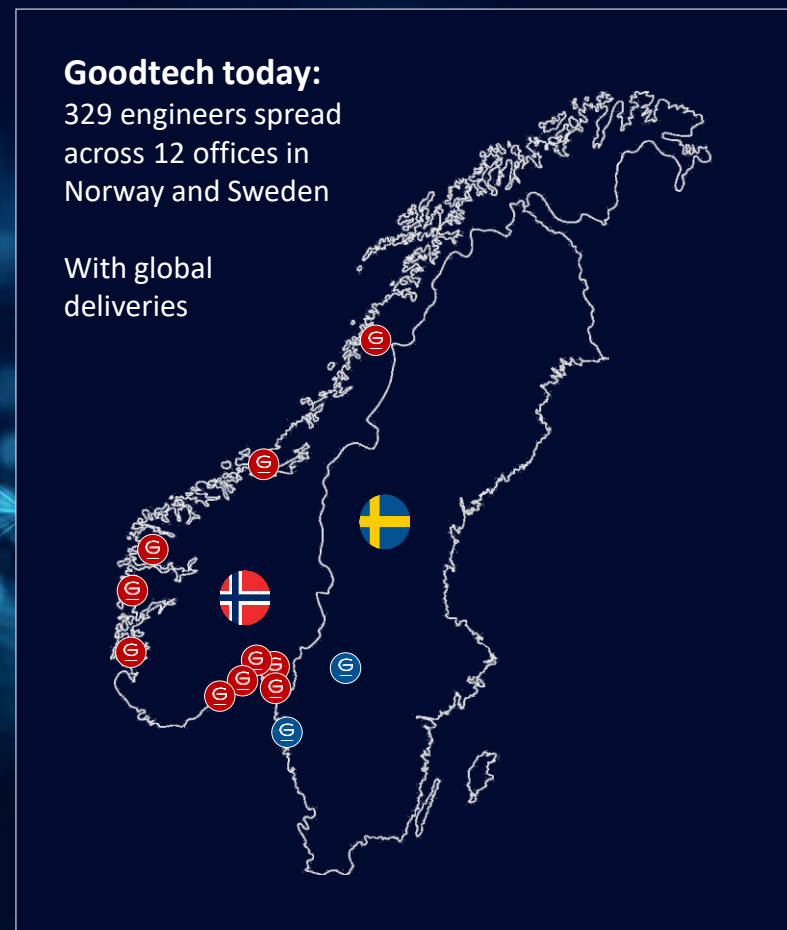
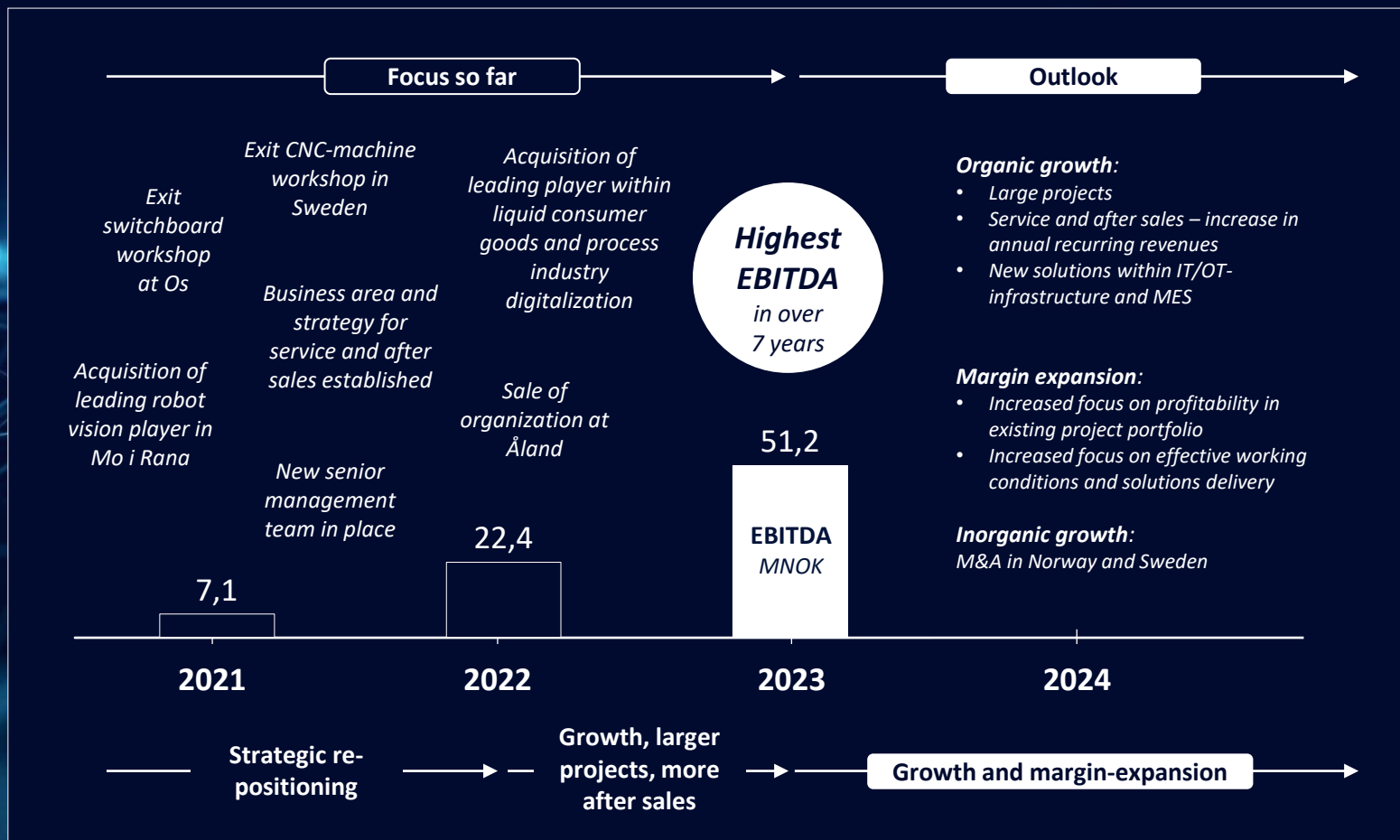


Development in order backlog | Continuing operations



** In the report for Q3 2023 order intake was by mistake reported as 211 MNOK. The correct calculation of order intake is order backlog in the quarter minus order backlog in the previous quarter plus revenues in the quarter. Correct value of order intake for Q3 2023 was 285 MNOK as stated in the graph above.

The journey so far, and outlook for what is ahead



G Thank you!



Margrethe Hauge
CEO



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