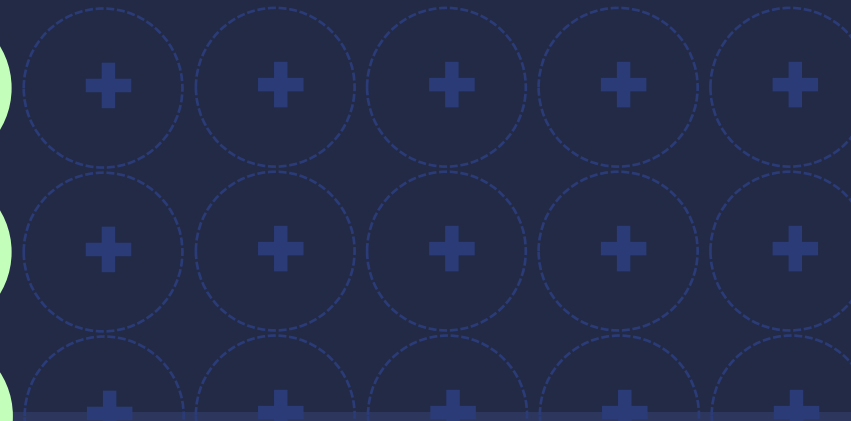


## Beerenberg Second Quarter Results 2024

August 21 Vestland på Børs  
Presented by Arild Apelthun and Harald Haldorsen

# BEEREN BERG



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# AGENDA

- Offer from Altrad
- Highlights
- Financial Performance
- ESG
- Additional information







# ALTRAD OFFER

- Offer price NOK 41.5
  - 58% premium to the unaffected closing price of NOK 26.3 on 4 July 2024, being the last trading day before the Offeror acquired a 24.7% stake in the Company;
- The board unanimously recommend the shareholders to accept the Offer
- Offer price market capitalization in excess of NOK 1 billion
- Pre-accepted by Camar Invest III AS, shareholders in Board of directors and management.
- Customary conditions, including:
  - Pre-acceptance from shareholders in the board and executive management
  - Acceptance of at least 90% of the shares in the company
  - Regulatory approvals
  - No material adverse change
- Offer document to include complete details of the offer

# Q2 HIGHLIGHTS



Q2 2024 Revenue

**802**mnok

Q2 23: 615mnok

Q2 2024 EBITDA

**84**mnok

EBITDA %: 10.5%  
Q223 EBITDA: 58mnok (9.4%)

Revenue Q2 2024 vs Q2 2023

**+30%**

EBITDA Q2 2024 vs Q2 2023

**+45%**





# 1H HIGHLIGHTS

First half year 24 Revenue

**1 441** mnok

YTD 23: 1 150mnok

First half year 24 EBITDA

**142** mnok

EBITDA %: 9.8%

YTD 23 EBITDA: 99mnok (8.6%)

Revenue YTD 24 vs 23

**+25%**

FORECAST EBITDA FY 24

**280-300** mnok

# Q2 HIGHLIGHTS

- 2<sup>nd</sup> quarter revenue all time high
- Reorganization two new segments:
  - Services
  - Advanced Solutions
- Industry with high CCS activity
- Number of turnarounds in the period
- Strong order intake
- Startup of Copno (Ekofisk) contract in june



# SEGMENTS

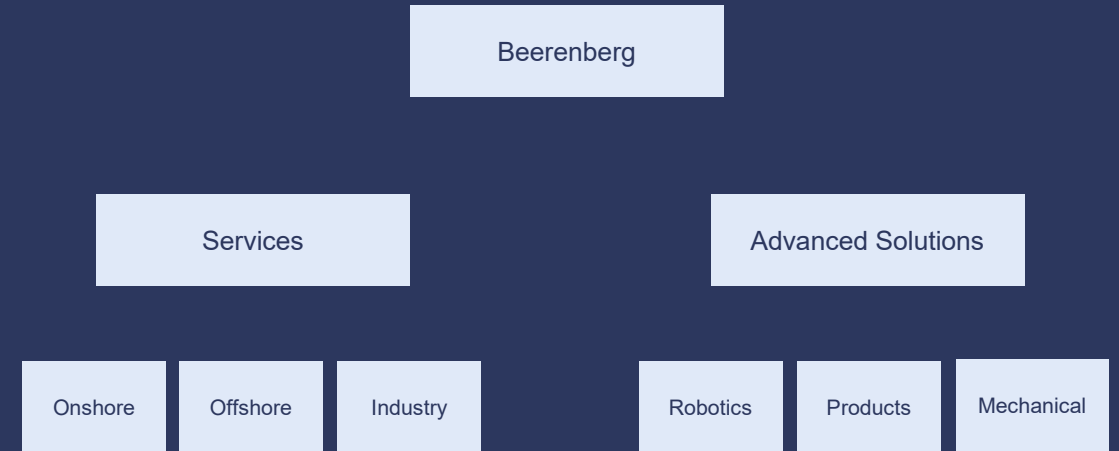
- Services segment:
  - Offshore
  - Onshore
  - Industry
- Focus on traditional ISS business
  
- Advanced Solutions segment
  - Robotics
  - Products
  - Mechanical solutions
- International growth opportunities and synergies





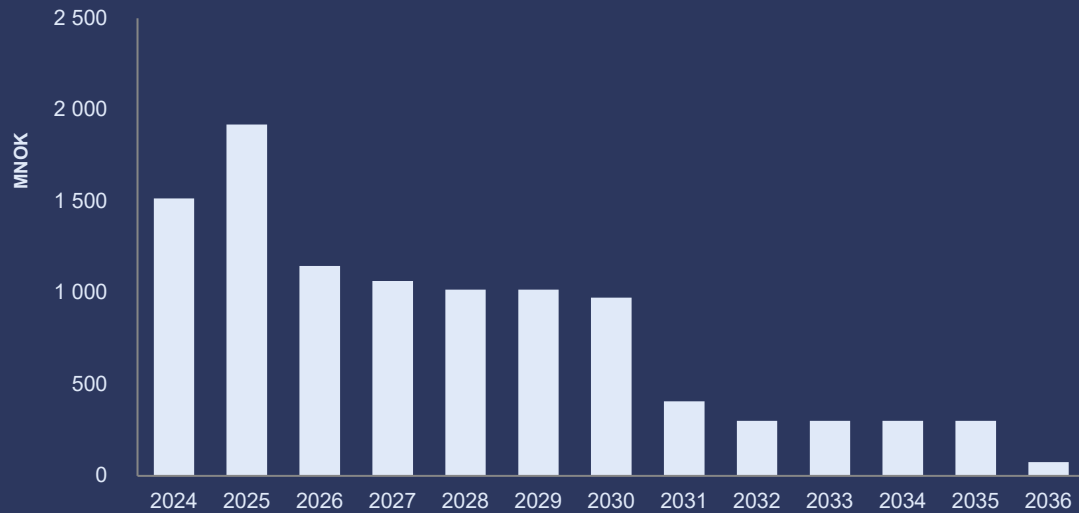
# SEGMENTS

- Services segment:
  - Offshore
  - Onshore
  - Industry
- Focus on traditional ISS business
  
- Advanced Solutions segment
  - Robotics
  - Products
  - Mechanical solutions
- International growth opportunities and synergies



# ORDER BACKLOG

- Order intake in Q2 2024 NOK 0.5 billion
- Order backlog NOK 10.3 billion





# SERVICE

## Contracts

- Frame agreement with Yara Herøya
- New build contract Aker Solutions
- Rehabilitate quay facility at Sortland

## Operations

- High activity in the quarter partly related to turnarounds both onshore and offshore
- High activity at the CCS project in Grenland area
- Capacity constraints still affecting the business
- Startup Copno in June (minor effect in Q2)

## Outlook

- Copno full mobilization during Q3
- Cost pressure continues especially related to labour
- Pipe in pipe material (aerogel) qualification completed

# ADVANCED SOLUTIONS

## Contracts

- New decom frame agreement Allseas
- Robotic surface treatment contract in Brazil

## Operations

- Growing robotics activity both in Norway and internationally
- Product sales in Europe improved while Asia still slow
- Growing Mechanical activities and startup activities at Kårstø

## Outlook

- Increasing mechanical activity
- Several tenders and contracts related to robotic surface treatment, both on the NCS and internationally



# FINANCIAL PERFORMANCE



# FINANCIAL PERFORMANCE

- **30% revenue growth compared to Q2 23**
- **25% revenue growth YTD 24 vs YTD 23**
- **EBITDA in Q2 24 NOK 84 million**
  - EBITDA NOK 58 million Q2 23
- **EBITDA in YTD 24 NOK 142 million**
  - EBITDA YTD 23 NOK 99 million
- **Stable depreciation and amortization**
- **Finance cost**
  - Somewhat high in Q2 24 due to currency effects
  - YTD as expected
- **Net profit NOK 43 million vs NOK 15 million Q2 23**
- **Net profit YTD NOK 68 million vs NOK 20 million YTD 23**

<b>Consolidated Income Statement</b>	<b>Q2</b>	<b>Q2</b>	<b>YTD</b>	<b>YTD</b>
<b>mnok</b>	<b>2024</b>	<b>2023</b>	<b>2024</b>	<b>2023</b>
Operating revenue	802	615	1 441	1 150
Operating expenses	718	557	1 299	1 051
<b>EBITDA</b>	<b>84</b>	<b>58</b>	<b>142</b>	<b>99</b>
<i>EBITDA margin</i>	<i>10,5 %</i>	<i>9,4 %</i>	<i>9,8 %</i>	<i>8,6 %</i>
Depreciation	14	15	28	30
Amortisation	3	4	6	8
<b>Operating profit (EBIT)</b>	<b>67</b>	<b>39</b>	<b>107</b>	<b>61</b>
Finance costs - net	12	19	20	35
Income Tax expense	12	4	19	6
<b>Net profit</b>	<b>43</b>	<b>15</b>	<b>68</b>	<b>20</b>



# SERVICES

- Revenue Growth of 27% compared to Q2 23
  - High activity offshore and onshore
    - Turnarounds
    - Startup new asset
      - Ekofisk (limited impact in the quarter)
  - Carbon Capture Storage project still with high activity
- EBITDA of NOK 74 million
  - vs NOK 56 million Q2 23
- Order intake NOK 240 million

Q2 24 Revenue

**723**<sub>mnok</sub>

Q2 23: 572<sub>mnok</sub>

Q2 24 EBITDA

**74**<sub>mnok</sub>

EBITDA %: 10.2%  
EBITDA Q2 23: 56<sub>mnok</sub> (9.8%)

Revenue Q2 24 vs 23

**+27%**

Order intake Q2 24:

**240**<sub>mnok</sub>

# ADVANCED SOLUTIONS

- Robotics activity both in Norway and internationally
  - Splash zone, ship hull and confined spaces
- Product sales
  - Europe improved
  - Asia still slow
- Mechanical activities on a decent level in the period and expected to increase in Q3
- EBITDA NOK 11 million vs NOK 2 million in Q2 23.
- Order intake NOK 270 million

Q2 24 Revenue

**92**mnok

Revenue Q2 23: 59 mnok

Q2 24 EBITDA

**11**mnok

EBITDA %: 12.0%

EBITDA Q2 23 : 2mnok (3.4%)

Revenue Q2 24 vs Q2 23

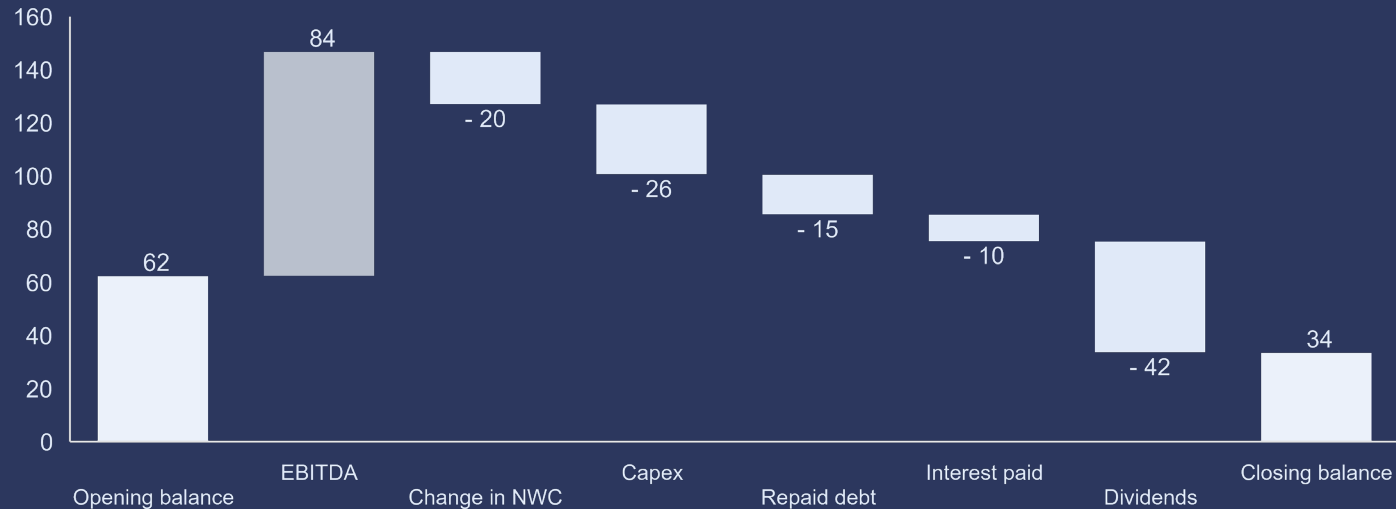
**+56%**

Order intake Q2 24:

**270**mnok

# INCREASED NWC

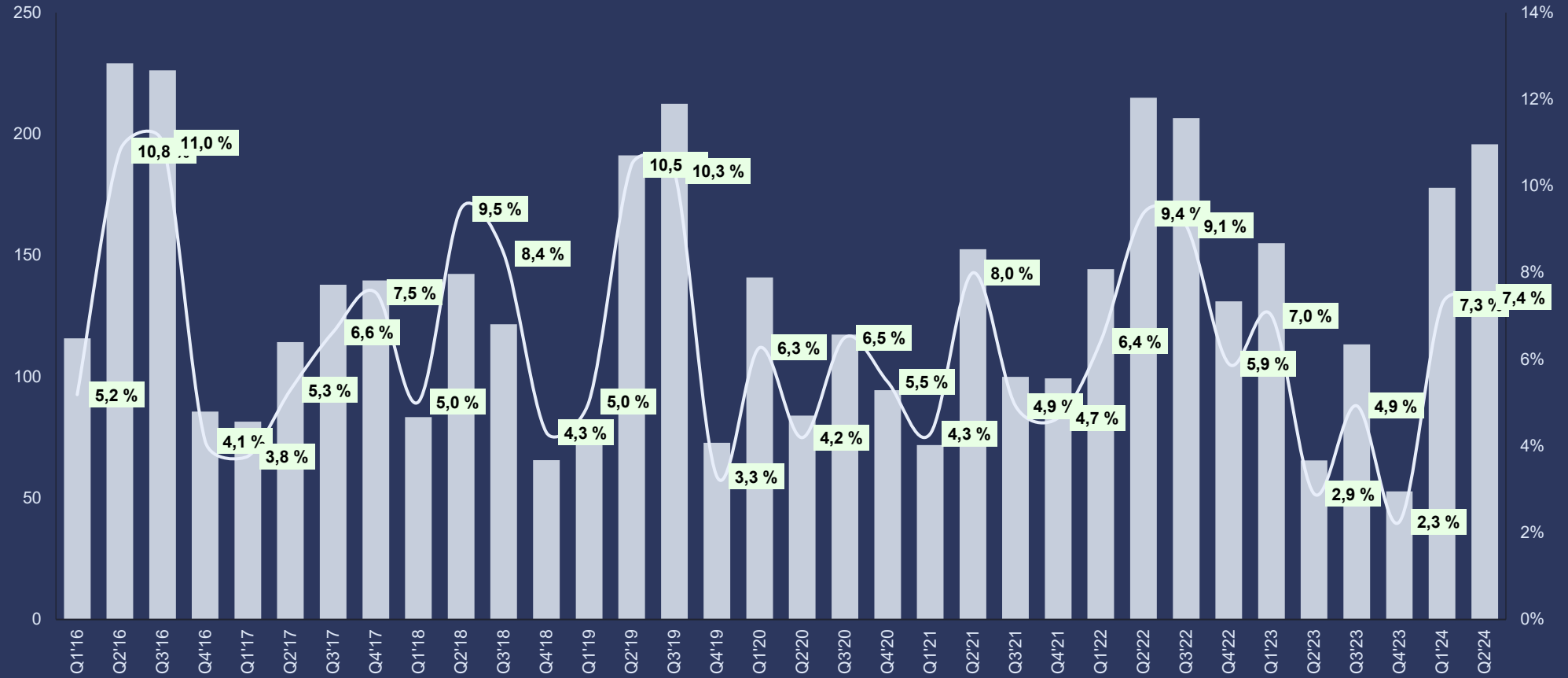
CASH FLOW Q2 2024



- **Equity ratio of 43%**
- **Cash flow from operating activities was positive NOK 64 million.**
  - **NWC increasing**
    - **Activity increasing, timing of payments**
    - **Earnout Remotion shares**
    - **Expected to decrease going forward**
- **Capex was NOK 26 million in the quarter**
  - **Capex expected to be on a higher level also in Q3**
    - **Equipment for the Ekofisk contract (Growth)**
    - **Robotics (Growth)**
  - **Total Capex in 2024 expected MNOK 100**
    - **Approximately 50% growth Capex related to new frame agreements and robotization**

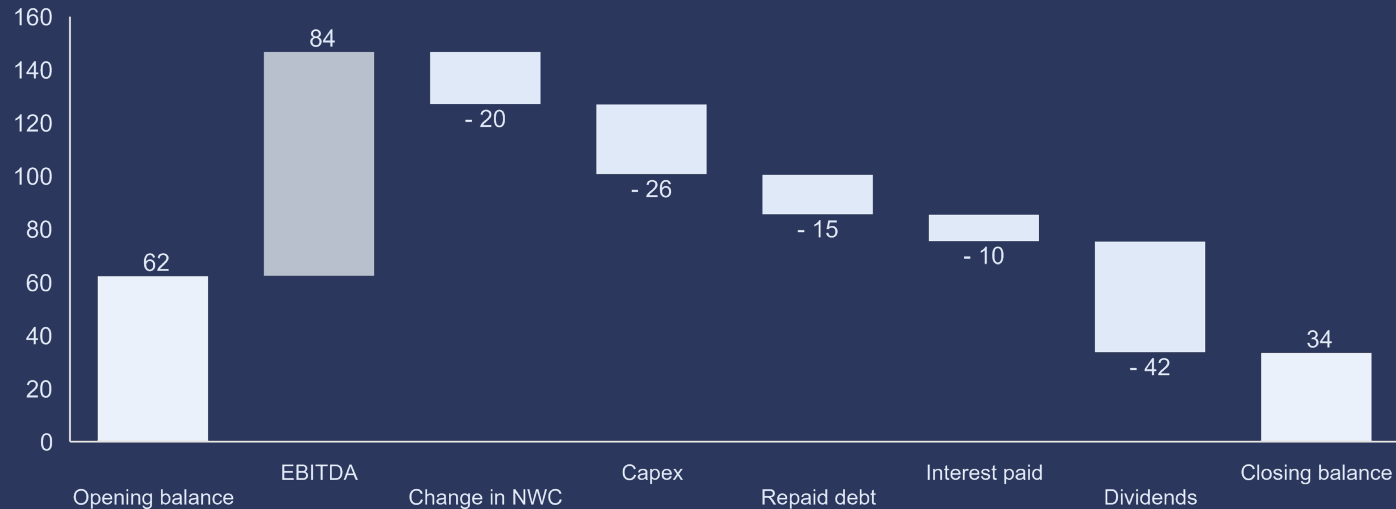


# NWC



# INCREASED NWC

CASH FLOW Q2 2024



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# FINANCIAL SITUATION

- Increased long term financing Q3
  - 30 MNOK
    - Partly finance Capex growth
  - Expected Q2
    - Due to delayed agreement on equipment
- Financial covenants
  - Significant headroom

NIBD/EBITDA Q2 24

**1.79**

LIMIT: <4

CURRENT ASSETS/CURRENT  
LIABILITIES Q2 24

**1.34**

LIMIT: >1.15

EQUITY RATIO Q2 24

**43%**

LIMIT: >25%



# ESG

- Positive trend on accident frequency
- Reported on the Norwegian Transparency Act
- GHG Carbon accounting
  - Redefined base year GHG Scope 1 and 2
  - Initiated actions to reduce emissions
  - Kick started Scope 3 reporting



# Additional information



# Income statement

## CONDENSED CONSOLIDATED INCOME STATEMENT

Group Summary		Q2	Q2	YTD	YTD	FY
Amounts in NOK million	Note	2024	2023	2024	2023	2023
Operating revenue	6	802	615	1 441	1 150	2 343
Operating expenses		718	557	1 299	1 051	2 153
EBITDA	6	84	58	142	99	191
Depreciation		14	15	28	30	58
EBITA		70	43	113	69	133
Amortisation		3	4	6	8	14
Operating profit (EBIT)		67	39	107	61	118
Finance costs - net	4	12	19	20	35	88
Profit before tax (EBT)		55	20	87	25	30
Income Tax expense		12	4	19	6	13
Net profit		43	15	68	20	17
Profit for the period is attributable to:						
Shareholders of the parent company		43	16	68	21	17
Non controlling interests		0	-1	0	-2	0
Net profit		43	15	68	20	17
Diluted earnings per share are identical as there are no dilutive effect						
EBITDA margin		10,5 %	9,4 %	9,8 %	8,6 %	8,1 %
EBITA margin		8,7 %	7,0 %	7,9 %	6,0 %	5,7 %



# Financial position

## CONDENSED CONSOLIDATED BALANCE SHEET

<u>Amounts</u> in NOK million	Note	YTD 30.06.2024	YTD 30.06.2023	YTD 31.12.2023
<u>Intangible assets</u>		34	44	39
Goodwill		783	783	783
Property, plant and <u>equipment</u>		282	258	267
Financial <u>fixed assets</u>		23	15	18
<u>Deferred tax assets</u>		0	0	2
<u>Total non-current assets</u>		1 122	1 100	1 110
Inventory		96	105	89
<u>Accounts receivables from customers</u>		394	246	284
Earned, not invoiced accounts receivables		272	122	161
<u>Other receivables</u>		57	41	26
Cash at bank		34	184	165
<u>Total current assets</u>		852	699	724
<b>TOTAL ASSETS</b>		<b>1 974</b>	<b>1 800</b>	<b>1 834</b>
<u>Share capital</u>		61	27	61
<u>Share premium</u>		439	240	439
<u>Other equity</u>		343	326	311
<u>Non controlling interests</u>		0	-2	0
<u>Total equity</u>		843	591	811
<u>Pension liabilities</u>		27	21	26
<u>Deferred tax liabilities</u>		17	4	0
Interest bearing long-term liabilities	4	389	73	412
<u>Total non-current liabilities</u>		433	98	439
Interest bearing short-term liabilities	4	63	662	64
<u>Supplier liabilities</u>		238	119	156
<u>Tax payable</u>		13	0	13
Social Security, VAT and other taxes		114	83	82
<u>Other short-term liabilities</u>		251	227	250
<u>Warranty liabilities</u>		20	20	20
<u>Total Current Liabilities</u>		698	1 111	584
<b>TOTAL EQUITY &amp; LIABILITY</b>		<b>1 974</b>	<b>1 800</b>	<b>1 834</b>

# Cash flow

## CONDENSED CONSOLIDATED STATEMENT OF CASH FLOW

<u>Amounts in NOK million</u>	Note	Q2	Q2	YTD	YTD	FY
		2024	2023	2024	2023	2023
EBITDA		84	58	142	99	191
<u>Taxes paid</u>		0	0	0	-10	-10
Change in net working capital		-18	92	-143	67	80
Changes to other time restricted items		-2	1	0	4	-3
Net Cash flow from operating activities		64	150	-1	160	258
<u>Capex</u>		-26	-13	-38	-21	-56
Net cash flow from investing activities		-26	-13	-38	-21	-56
Net repayment of interest-bearing debt		-15	-29	-30	-33	-276
Capital <u>increase</u>		0	0	0	0	233
<u>Other finance items</u>		-42	0	-42	0	-15
<u>Net interest paid</u>	4	-10	-18	-21	-35	-92
Net cash flow from financing activities		-67	-46	-92	-68	-150
Total cash <u>flow</u>		-29	91	-131	71	51
Opening balance net bank deposits		62	93	165	113	113
Closing balance net bank deposits		34	184	34	184	165

# Split per segment

	Q2	Q2	YTD	YTD	FY
<u>Amounts in NOK million</u>	2024	2023	2024	2023	2023
Services	723	572	1 311	1 087	2 203
Advanced Solutions	92	59	148	99	202
<u>Eliminations</u>	-13	-16	-19	-35	-61
<b>Total</b>	<b>802</b>	<b>615</b>	<b>1 441</b>	<b>1 150</b>	<b>2 343</b>

## EBITDA by Segment

	Q2	Q2	YTD	YTD	FY
<u>Amounts in NOK million</u>	2024	2023	2024	2023	2023
Services	74	56	136	106	197
Advanced Solutions	11	2	6	-7	-7
<b>Total</b>	<b>84</b>	<b>58</b>	<b>142</b>	<b>99</b>	<b>191</b>

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