Scana

GHEORGHE RAICH

INDUSTRIAL HISTORY - SOLUTIONS FOR TOMORROW

VESTLAND PÅ B<mark>ØRS</mark> 21 AUGUST 2024



SECOND QUARTER 2024

- Result Presentation

21 AUGUST 2024 | BERGEN, NORWAY



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- Maintaining momentum in growth with highest quarterly revenue in Scana's history.*
- Established a strategically important subsidiary in Namibia to follow up increased demand well control and capping stack services.
- PSW Technology AS has acquired its longstanding partner, Mongstad Industrier AS.

- PSW Power & Automation awarded two substantial contracts for mobile dc-chargers and E-house modules.
- Seasystems awarded a substantial contract for the delivery of a turret structural connector system.



Q2 HIGHLIGHTS





BUSINESS AREAS



Our portfolio companies in the offshore segment provide technology and services to the traditional oil and gas industry, shipping, renewable energy, and aquaculture. Their offering includes rig services, IMR lifecycle services, ISS services, BOP and well control, riser applications, wear solutions, mooring solutions, and valve control systems.

★ PSW TECHNOLOGY

★ SKARPENORD

★ SEASYSTEMS

★ SUBSEATEC

- ★ PSW SOLUTIONS
- ★ WEST ASSET MANAGEMENT
- ★ MONGSTAD INDUSTRIER



In the energy segment, our portfolio companies are spearheading the transition to renewable energy sources with technology solutions and services for energy storage, shore power, energy infrastructure, energy modules and solar power.

★ PSW POWER & AUTOMATION





LATEST WITHIN OFFSHORE



- Order intake Q2: NOK 309 million
- PSW Technology is following key customers including Odfjell Drilling and Northern Ocean internationally and has established a strategically important subsidiary in Namibia.
- Awarded a substantial contract for the delivery of a turret structural connector system for a FPSO in the Gulf of Mexico to a leading FPSO company.
- PSW Technology AS has signed a contract to acquire its longstanding partner, Mongstad Industrier AS.

- Increased order book and activity for maintenance and repairs of Blow Out Preventer (BOP).
- ★ Turnaround project at Equinor Mongstad delivered successfully on time.

OPERATIONS

- Expansion of business portfolio with new customers providing higher utilization of our facilities.
- Continued strong project executions and feedback from customers
- New business area to measure fatigue and fracture performance in metals.



- Experience solid market demand within oil&gas and energy transition.
- Experience a strong subsea market with increased activity.
- Continued strong international attention on our well control and capping stack services.





LATEST WITHIN ENERGY

NEW ORDERS

- * Order intake Q2: NOK 188 million
- Signed a substantial contract for the delivery of a series of E-house modules to be part of an emergency power system for several data center terminals.
- Signed a substantial contract with an international company for the delivery of a series of mobile DC chargers. The delivery of fast charging solutions for excavators and heavy machinery is part of the ongoing electrification of the construction sites.

New quarter with record high level of revenue.

OPERATIONS

- Secured state-of the art facilities for energy module segment and future capacity scale up potential.
- Continuous focus on software development and future revenue potential related to combined energy control and hardware deliveries.
- Future strengthens of project and engineering department to meet ongoing and expected growth.



- Record high project pipeline identified and high market interest.
- Strong market fundamentals within E-Houses and electrification continues and materializing through increased tendering activity.
- High tender activity special within Energy storage (BESS).



FINANCIAL PERFORMANCE

GROWTH IN REVENUE AND MARGINS

	QUAR	TER	YEAR TO	D DATE	FULL YEAR
NOK million	Q2 2024	Q2 2023	1H 2024	1H 2023	2023
Revenue	545.4	408.7	1,085.9	809.2	1,606.0
Materials, goods and services	(267.8)	(225.6)	(534.3)	(460.3)	(881.3)
Payroll expenses	(158.0)	(102.4)	(306.5)	(200.4)	(441.9)
Other operating expenses	(39.3)	(22.9)	(68.0)	(47.1)	(101.6)
EBITDA	80.4	57.9	177.1	101.3	181.3
EBITDA-margin	14.7%	14.2%	16.3%	12.5%	11.3%
Depreciation, amortisation, impairment	(28.6)	(23.5)	(55.8)	(46.9)	(97.9)
Operating profit/(loss) - EBIT	51.8	34.4	121.3	54.4	83.3
EBIT-margin	9.5%	8.4%	11.2%	6.7%	5.2%
Income from interests in associated companies	-	4.8	-	4.8	4.8
Net financial income/expenses (-)	(3.2)	(5.6)	(15.5)	(14.4)	(31.6)
Profit/(loss) before tax	48.6	33.6	105.8	44.8	56.5
Income tax expense	(9.5)	-	(22.0)	(0.1)	15.0
Profit/(loss)	39.1	33.6	83.8	44.7	71.6
Adjusted EBITDA	87.4	58.8	139.7	109.8	197.0
Adjusted EBITDA-margin	16.0%	14.4%	12.9%	13.6%	12.3%

Revenue of NOK 545 million

Strong growth in both divisions with Energy outpacing Offshore with >100% growth compared to Q2 last year.

• **EBITDA** of NOK 80 million

EBITDA increase of 39% driven by both economies of scale and increased share of subsea revenue compared to Q2 last year.

 Net profit before tax of NOK 49 million Deleveraging and renegotiated terms on financing has reduced net financial expense.



DISTRIBUTION OF DIVIDEND AND GROWTH INVESTMENTS



CASH FLOW Q2 | MNOK



- Liquidity reserve of NOK 116 million at end of quarter includes NOK 95 million of undrawn WCF.
- **Cash flow from operation** was NOK 26 million with an increase of working capital related to Energy due to growth and milestone structure. Release of working capital expected in 2H 2024.
- CAPEX of NOK 31 million in Q2 mainly derives from the Mongstad Industrier acquisition and building a 15k Capping Stack.
- **NIBD** of NOK 110 million at end of quarter includes NOK 55 million in bank loans and NOK 14 million related to Mongstad Industrier*)
- Net working capital of NOK 224 million at end of quarter. The increase of NOK 58 million is mainly driven by Energy receivables and work in progress.

*)See appendix for details on financing



ORDER BACKLOG

- Order backlog of **NOK 1 074 million** at end of Q2 2024.
- NOK 530 million of the order backlog related to projects estimated to be executed in 2024.
- Backlog only includes firm commitments related to frame-agreements and excludes options and expected call offs.





*) Options framework contract Equinor 2*3year options, first renewal in 2026. 10-year contract in West Asset Management has a mutual 1-year cancellation clause

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OFFSHORE





Revenue of NOK 331 million

Increase in revenue compared to Q2 last year driven by the maintenance contract of the Mongstad refinery where Q2 is positively impacted by a turnaround project. Uptick in subsea and mooring activities compared to Q1 this year.

EBITDA of NOK 63 million

EBITDA increase compared to Q2 last year driven by economies of scale. Adjusted EBITDA margin in the quarter increased from 13% in Q1 to 20% in Q2 due to increased share of subsea revenue and a strong performance of the mooring business.

Order intake of NOK 309 million

Strong order intake related to mooring of ca NOK 80 million. Furthermore, the strategic establishment of a subsidiary in Namibia has led to an order intake of ca NOK 20 million in the quarter.

Order backlog of NOK 837 million

OK 350 million of the backlog expected to be delivered in 2024. Firm part of frame contracts towards Equinor and contract portfolio in West Asset Management makes up ca NOK 470 million of the backlog.





ENERGY





Revenue of NOK 232 million

Strong revenue increase related to energy storage and modules concludes 4 consecutive quarters of growth. The growth of 103% compared to Q2 last year underpins Energy's position in attractive growth markets.

EBITDA of NOK 29 million

The EBITDA growth of 105% is due to economies of scale. During the previous quarters operational investments in organization and geographical investments have been made without impacting EBITDA margin which is equal to Q2 last year with ca 13%.

Order intake of NOK 188 million

Demand for energy storage and modules continues to be strong. A book to bill of 0.8 does not reflect underlying pace, demonstrated by 7 contract announcements in July and August of ca NOK 200 million in total. Increased activity related to shore power led to 2 new contracts from repeat customers in Norway.

Order backlog of NOK 238 million

Ca 75% of the backlog with estimated delivery in 2024. Attractive product mix of mobile BESS, Grid Scale solutions and e-house modules.







SUBSEQUENT EVENTS

- Scana has decided to initiate a process to explore strategic alternatives for PSW Power & Automation.
- PSW Power & Automation has signed two sizable contracts for shore power systems, both contracts against recurring customers:
 - For Ålesund region harbor authority
 - To Killingøy offshore and the subsea base in Haugesund for Havnekraft AS.
- PSW Power & Automation has signed a sizable contract for the delivery of a series of E-house modules.

PSW Power & Automation has signed four sizable contracts for delivery of Battery Energy Storage Solution (BESS):

Z ENERGY

- Contract with a Swedish energy company, for 9.1MWh project in Uddevalla, Sweden.
- Contract for 3.5 MWh project in the Nordics.
- Contract with a Swedish company, for 6 MWh project in Kalmar, Sweden.
- Contract with a Swedish energy company, for 2MW/2.2MWh project in Sweden.

ENERGY



ADDITIONAL INFORMATION

INCOME statement

	QUARTER				FULL YEAR	QUAF	RTER	YEAR TO DATE		
NOK million	Q1 2023	Q2 2023	Q3 2023	Q4 2023	2023	Q1 2024	Q2 2024	1H 2023	1H 2024	
Revenue	400.5	408.7	384.6	412.3	1,606.0	540.5	545.4	809.2	1,085.9	
Materials, goods and services	(234.8)	(225.6)	(204.5)	(216.5)	(881.3)	(266.5)	(267.8)	(460.3)	(534.3)	
Payroll expenses	(98.0)	(102.4)	(106.9)	(134.6)	(441.9)	(148.5)	(158.0)	(200.4)	(306.5)	
Other operating expenses	(24.2)	(22.9)	(30.2)	(24.3)	(101.6)	(28.8)	(39.3)	(47.1)	(68.0)	
EBITDA	43.4	57.9	43.0	36.9	181.3	96.7	80.4	101.3	177.1	
Depreciation, amortisation, impairment	(23.4)	(23.5)	(24.1)	(26.9)	(97.9)	(27.2)	(28.6)	(46.9)	(55.8)	
Operating profit/(loss) - EBIT	20.0	34.4	18.9	10.0	83.3	69.5	51.8	54.4	121.3	
Income from interests in associated companies	-	4.8	-	-	4.8	-	-	4.8	-	
Net interest expense	(10.0)	(9.6)	(9.1)	(8.6)	(37.3)	(8.1)	(8.7)	(19.6)	(16.8)	
Net currency gain/loss (-)	2.1	4.7	1.0	0.4	8.1	(3.7)	6.2	6.7	2.5	
Other financial income/expenses (-)	(0.8)	(0.7)	(0.8)	(0.1)	(2.4)	(0.4)	(0.8)	(1.5)	(1.2)	
Profit/(loss) before tax	11.2	33.6	10.0	1.8	56.5	57.3	48.6	44.8	105.8	
Income tax expense	(0.1)	-	-	15.1	15.0	(12.6)	(9.5)	(0.1)	(22.0)	
Profit/(loss)	11.1	33.6	10.0	16.9	71.5	44.7	39.1	44.7	83.8	

FINANCIAL POSITION

	QUARTER								
NOK million	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024			
NON-CURRENT ASSETS									
Deferred tax assets	52.4	52.4	52.4	67.8	55.3	45.0			
Goodwill	274.2	274.2	274.2	285.9	285.9	308.5			
Intangible assets	71.6	72.8	70.7	71.4	71.7	69.1			
Right og use assets	421.5	412.3	398.3	389.5	431.9	418.6			
Property, plant and equipment	140.9	140.0	140.5	154.0	105.7	119.7			
Investment in associated companies	36.3	1.1	1.0	1.1	1.1	1.1			
Other non-current assets	4.9	7.9	7.9	15.0	14.1	14.7			
Total non-current assets	1,001.8	960.6	945.0	984.7	965.7	976.6			
CURRENT ASSETS									
Inventories	68.0	63.2	67.7	59.2	87.8	124.5			
Trade receivables	198.8	228.8	269.8	252.6	285.1	313.0			
Contract assets	147.2	153.6	93.2	99.4	135.4	154.4			
Derivatives	-	-	1.8	6.4	1.7	4.3			
Prepayments and other current receivables	48.4	22.0	17.8	56.6	16.9	18.0			
Cash and cash equivalents	5.1	4.7	26.5	36.4	36.0	23.9			
Total current assets	467.6	472.3	476.8	510.5	562.9	638.1			
Total assets	1,469.5	1,432.9	1,421.8	1,495.2	1,528.7	1,614.7			

	QUARTER						
NOK million	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	
EQUITY							
Paid-in capital	1,136.2	1,136.2	1,136.2	1,149.7	1,153.1	1,153.1	
Other equity	(631.6)	(597.6)	(586.8)	(568.5)	(545.7)	(505.3)	
Total equity	504.6	538.7	549.4	581.2	607.4	647.8	
NON-CURRENT LIABILITIES							
Loans and borrowings	123.9	104.0	99.1	93.6	48.8	58.4	
Lease liabilities	354.7	347.6	336.4	326.1	354.3	349.4	
Pension obligations	1.9	1.9	1.9	2.2	2.2	2.2	
Total non-current liabilities	480.5	453.5	437.4	422.0	405.3	410.0	
CURRENT LIABILITIES							
Loans and borrowings	35.7	45.2	22.1	22.1	28.9	75.4	
Lease liabilities	78.7	79.1	78.5	81.5	98.0	91.7	
Trade payables	105.4	94.9	92.8	101.2	115.6	134.6	
Contract liabilities	156.8	97.6	111.3	115.6	80.3	53.0	
Derivatives	5.9	3.0	1.8	2.8	2.1	0.6	
Dividend	-	-	-	-	22.6	-	
Other current liabilities	101.8	121.0	128.5	168.8	168.4	201.7	
Total current liabilities	484.3	440.8	435.0	492.1	515.9	556.9	
Total equity and liabilities	1,469.5	1,432.9	1,421.8	1,495.2	1,528.7	1,614.7	

CASH FLOW

		QUAR	TER		FULL YEAR	EAR QUARTER		YEAR T	O DATE
NOK million	Q1 2023	Q2 2023	Q3 2023	Q4 2023	2023	Q1 2024	Q2 2024	1H 2023	1H 2024
CASH FLOW FROM OPERATING ACTIVITIES									
Profit / (loss) before tax	11.2	33.6	10.0	1.7	56.5	57.2	48.6	44.8	105.8
Taxes paid	(0.7)	(0.1)	0.5	0.4	0.1	(0.2)	(0.4)	(0.8)	(0.5
Gain / loss	0.2	(4.8)	(0.0)	(0.0)	(4.7)	(45.5)	(0.0)	(4.6)	(45.5
Currency exchange differences and non cash element	5.6	(2.8)	(1.7)	4.5	5.7	5.1	(1.8)	2.9	3.3
Depreciation, amortisation, impairment	23.4	23.5	24.1	26.9	97.9	27.2	28.5	46.9	55.8
Net interest costs	10.0	9.6	9.1	8.6	37.3	8.1	8.7	19.6	16.8
Interest received	0.8	1.2	0.6	0.6	3.2	1.5	1.1	2.0	2.6
Change in net working capital	(28.5)	(55.9)	37.4	8.7	(38.3)	(78.7)	(58.4)	(84.4)	(137.1
Net cash from operating activities	22.0	4.4	80.0	51.5	157.9	(25.0)	26.2	26.4	1.2
CASH FLOW FROM INVESTING ACTIVITIES									
Proceeds from sales of property, plant, equipment	0.6	-	0.0	0.0	0.7	105.7	0.0	0.6	105.8
Acquisition of property, plants, equipment and intangible assets	(3.3)	(7.0)	(5.5)	(16.9)	(32.7)	(19.9)	(13.0)	(10.3)	(32.9)
Proceeds from sale of shares	-	40.2	-	(0.0)	40.2	-	-	40.2	-
Acquisition of subsidiaries	-	-	-	(6.8)	(6.8)	-	(18.2)	-	(18.2)
Net changes associated companies and other non-current assets		(1.8)			(1.8)	0.8	(0.1)	(1.8)	0.7
Net cash from investing activities	(2.7)	31.5	(5.5)	(23.6)	(0.3)	86.7	(31.2)	28.8	55.3
CASH FLOW FROM FINANCING ACTIVITIES									
Payments of LT borrowings	(5.9)	(20.0)	(5.0)	(5.0)	(35.9)	(55.0)	(5.0)	(25.9)	(60.0)
Payments of lease liabilities	(14.4)	(14.4)	(14.9)	(15.5)	(59.2)	(17.3)	(16.6)	(28.8)	(33.8)
Payments of ST borrowings	0.0	(0.5)	0.0	0.2	(0.3)	-	-	(0.5)	-
Proceeds from issue of new share capital	-	-	-	13.5	13.5	3.4	0.0	-	3.4
Dividend paid	-	-	-	-	-	-	(22.6)	-	(22.6)
Paid other finance costs	-	(0.0)	(0.1)	(2.5)	(2.6)	(0.2)	(0.5)	(0.0)	(0.7)
Interests paid	(10.9)	(10.9)	(9.6)	(9.0)	(40.4)	(10.7)	(9.9)	(21.8)	(20.6)
Net cash flow from financing activities	(31.2)	(45.9)	(29.5)	(18.3)	(124.8)	(79.8)	(54.7)	(77.0)	(134.5)
Net cash flow	(11.8)	(10.0)	45.0	9.7	32.8	(18.2)	(59.6)	(21.8)	(77.9)
Cash and cash equivalents at beginning of period	2.6	(8.5)	(18.5)	26.5	2.6	36.4	18.2	2.6	36.4
Net foreign exchange difference	0.6	0.0	0.0	0.3	1.0	0.0	0.0	0.7	0.0
Cash and cash equiv. at end of period	(8.5)	(18.5)	26.5	36.4	36.4	18.2	(41.5)	(18.5)	(41.5)

SPLIT PER SEGMENT

		QUA	RTER		FY	QUA	RTER	YEAR T	O DATE			QUA	RTER		FY	QUA	RTER	YEAR T	O DATE
NOK million	Q1 2023	Q2 2023	Q3 2023	Q4 2023	2023	Q1 2024	Q2 2024	1H 2023	1H 2024	NOK million	Q1 2023	Q2 2023	Q3 2023	Q4 2023	2023	Q1 2024	Q2 2024	1H 2023	1H 2024
REVENUE										EBIT									
ENERGY	115.3	114.3	154.1	178.4	562.1	218.6	232.2	229.6	450.8	ENERGY	11.1	9.5	14.1	4.4	39.1	12.7	19.2	20.6	31.
OFFSHORE	286.4	297.4	232.4	239.1	1,055.3	336.1	330.6	583.8	666.7	OFFSHORE	22.5	34.6	12.0	20.8	89.9	68.7	44.3	57.1	113.
SCANA HQ	0.9	0.8	0.9	2.6	5.1	0.2	1.5	1.7	1.7	SCANA HQ	(13.6)	(9.7)	(7.2)	(15.1)	(45.6)	(11.9)	(11.6)	(23.3)	(23.
ELIMINATION / INTERSEGMENT	(2.1)	(3.8)	(2.8)	(7.8)	(16.5)	(14.4)	(18.9)	(5.9)	(33.3)	EBIT	20.0	34.4	18.9	10.0	83.3	69.5	51.8	54.4	121.:
Revenue	400.5	408.7	384.6	412.3	1,606.0	540.5	545.4	809.2	1,085.9										
										EBIT%									
EBITDA										ENERGY	9.6%	8.3%	9.1%	2.5%	7.0%	5.8%	8.3%	9.0%	7.1%
ENERGY	15.8	14.3	19.2	12.2	61.5	20.5	29.3	30.1	49.8	OFFSHORE	7.9%	11.6%	5.2%	8.7%	8.5%	20.4%	13.4%	9.8%	16.9%
OFFSHORE	40.9	53.2	30.9	39.8	164.8	88.0	62.7	94.1	150.7	EBIT%	5.0%	8.4%	4.9%	2.4%	5.2%	12.9%	9.5%	6.7%	11.2%
SCANA HQ	(13.2)	(9.6)	(7.1)	(15.1)	(45.0)	(11.9)	(11.6)	(22.8)	(23.5)										
EBITDA	43.4	57.9	43.0	36.9	181.3	96.7	80.4	101.3	177.1	NET ORDER INTAKE									
										ENERGY	206.0	115.9	170.2	174.8	666.9	198.2	187.6	321.9	385.8
EBITDA%										OFFSHORE	830.6	234.9	223.4	315.5	1,604.4	368.9	308.6	1,065.5	677.5
ENERGY	13.7%	12.5%	12.5%	6.8%	10.9%	9.4%	12.6%	13.1%	11.0%	ELIMINATION / INTERSEGMENT	(1.2)	(3.1)	(2.0)	(3.6)	(9.9)	(14.2)	(17.4)	(4.3)	(31.6
OFFSHORE	14.3%	17.9%	13.3%	16.6%	15.6%	26.2%	19.0%	16.1%	22.6%	NET ORDER INTAKE	1,035.4	347.7	391.6	486.7	2,261.4	552.8	478.8	1,383.1	1,031.6
EBITDA%	10.8%	14.2%	11.2%	8.9%	11.3%	17.9%	14.7%	12.5%	16.3%										
										ORDER BACKLOG									
ADJUSTED EBITDA										ENERGY	283.7	285.3	301.3	297.7	297.7	278.7	237.7	285.3	237.7
ENERGY	15.8	14.3	19.2	12.2	61.5	20.5	29.3	30.1	49.8	OFFSHORE	887.2	824.3	815.5	898.4	898.4	859.0	836.7	824.3	836.7
OFFSHORE	43.4	53.2	33.2	39.8	169.6	42.4	65.7	96.6	108.1	ELIMINATION / INTERSEGMENT	-	-	-	-	-	-	-	-	
SCANA HQ	(8.3)	(8.7)	(6.4)	(10.8)	(34.1)	(10.7)	(7.6)	(17.0)	(18.3)	ORDER BACKLOG	1,170.9	1,109.6	1,116.8	1,196.1	1,196.1	1,137.7	1,074.5	1,109.6	1,074.5
ADJUSTED EBITDA	50.9	58.9	46.0	41.2	197.0	52.3	87.4	109.8	139.7										
										BOOK TO BILL									
ADJUSTED EBITDA%										ENERGY	1.8	1.0	1.1	1.0	1.2	0.9	0.8	1.4	0.9
ENERGY	13.7%	12.5%	12.5%	6.8%	10.9%	9.4%	12.6%	13.1%	11.0%	OFFSHORE	2.9	0.8	1.0	1.3	1.5	1.1	0.9	1.8	1.0
OFFSHORE	15.2%	17.9%	14.3%	16.6%	16.1%	12.6%	19.9%	16.5%	16.2%	BOOK TO BILL	2.6	0.9	1.0	1.2	1.4	1.0	0.9	1.7	1.0
ADJUSTED EBITDA%	12.7%	14.4%	12.0%	10.0%	12.3%	9.7%	16.0%	13.6%	12.9%										

NIBD / FINANCIAL COVENANTS

Net interest bearing debt | NOK million

NOK million	Facilities	Maturity	Interest	30.06.2024
Interest-bearing liabilities	NOK 110m WC facility	Annual renewal	NOWA +2,45%	16.8
Interest-bearing liabilities	NOK 50m WC facility	Annual renewal	NOWA +2,45%	48.7
Interest-bearing liabilities	NOK 70m term loan	Term 5 y, NOK 5m quarterly	3mnd Nibor +2,75%	5.0
Interest-bearing liabilities	NOK 50m bullet	Bullet January 27	3mnd Nibor +2,75%	50.0
Interest-bearing liabilities	Amortized cost			(1.1)
Interest-bearing liabilities	Accrued interests			0.9
Interest-bearing liabilities	Seller credit	2026	4%	10.0
Interest-bearing liabilities	Contingent consideration - earn-out	2025-2026		3.5
Cash and cash equivalents				(23.9)
Net interest bearing debt				109.9

Financial covenants | NOK million

	Q4 2023	Q1 2024	Q2 2024
Covenant NIBD/EBITDA - threshold	2.5x	2.5x	2.5x
Covenant NIBD/EBITDA - actual	0.7	0.6	0.8
Covenant Equity ratio - threshold	30%	30%	30%
Covenant Equity ratio - actual	53%	56%	55%



ALTERNATIVE PERFORMANCE MEASURES

Alternative performance measures, which means financial target figures that are not defined within the current financial reporting framework, is used by Scana to provide additional information.

Alternative performance targets are intended to improve the comparability of the results from period to period. It is Scana's experience that these are often used by analysts, investors, and other parties.

Alternative performance measures are not a substitute for measuring results in accordance with IFRS.

		QUA	FY	QUARTER			
NOK million	Q1 2023	Q2 2023	Q3 2023	Q4 2023	2023	Q1 2024	Q2 2024
EBITDA	43.4	57.9	43.0	36.9	181.3	96.7	80.4
1) Gain from sale	-	-	-	-	-	(45.6)	-
2) Strategy and M&A costs	0.2	0.1	2.2	-	2.6	-	2.7
3) Option program / incentive scheme	0.7	0.7	0.7	1.5	3.6	1.2	1.2
4) Restructuring costs	6.6	0.1	-	2.8	9.5	-	-
5) Business development	-	-	-	-	-	-	0.3
6) ERP	-	-	-	-	-	-	2.8
Total items excluded from EBITDA	7.5	0.9	3.0	4.3	15.7	(44.4)	7.0
Adjusted EBITDA	50.9	58.8	46.0	41.2	197.0	52.3	87.4

	QUARTER								
NOK million	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024			
EBITDA	43.4	57.9	43.0	36.9	96.7	80.4			
1) Effect leasing - IFRS 16	(19.4)	(19.8)	(19.9)	(20.0)	(22.4)	(20.5)			
2) Transaction costs	-	0.1	-	-	-	-			
3) Other events - one off	7.5	0.8	3.0	4.3	(44.4)	7.0			
Covenant EBITDA	31.6	39.0	26.1	21.2	29.9	66.9			
Covenant EBITDA (12 months rolling)	46.3	79.1	104.1	117.8	116.2	144.1			

EBITDA Operating profit/loss before depreciation, amortization and impairment.

Adjusted EBITDA EBITDA less adjustments related to identified cost or revenue that are excluded to improve comparability of the underlying business performance between periods.

EBIT Operating profit/loss.

Order intake Consists of the period's new orders as well as net changes to existing orders, including variation orders, cancellations and changes related to exchange rates.

Order backlog Consists of estimated value of remaining deliveries on contracts entered at the end of the period. The order backlog does not include potential growth or value of options in existing contracts. The order backlog does not include framework agreements, except for estimates of firm scope to be delivered

Book to bill Order intake divided by revenue in the period.

Net working capital (NWC) Net working capital is a measure of the current capital necessary to maintain operations. Working capital includes trade receivables, trade payables, accruals, and provisions.

Net interest-bearing debt (NIBD) Total non-current and current interest-bearing financial debt (excluding leasing liabilities), minus total cash.

Equity ratio Total equity divided by total assets.

Covenant EBITDA EBITDA adjusted for financial lease and transaction cost related to 2022 acquisitions/PSW and ATC and normalization for one off effects.

Covenant NIBD/EBITDA NIBD divided by Covenant EBITDA.

Covenant equity ratio Booked equity/(total assets - financial lease).



If you have additional questions, please send them to ir@scana.no