

# Vestland på børs

– Set for the future

Interim CEO Oddbjørn Haukøy  
CFO Torvald Ulland Reiestad

23. august 2023 | Bergen, Norway

# AN ACTIVE OWNER IN THE OCEAN & ENERGY INDUSTRIES



Positioned for the low-emission society



Long industrial history and competence

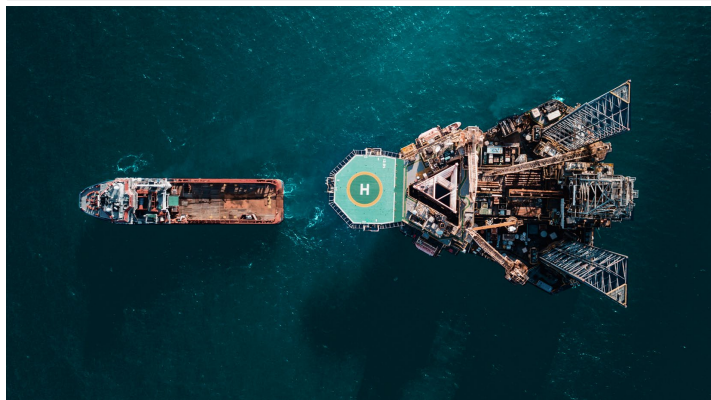


Strong profitable growth

# Our business areas and portfolio companies



OFFSHORE



~50%\*



SOLUTIONS

Subseatec<sup>★</sup>



TECHNOLOGY



ENERGY



~30%\*



POWER & AUTOMATION



MARITIME



~20%\*

Skarpenord<sup>★</sup>

Seasystems<sup>★</sup>

\* Based on Q1 23. Full year 22, Offshore ~40%, Energy ~40% and Maritime ~20%

# Offshore

- **220 employees** in the Bergen region
- Positive market development gives improved rates
- **Reaping the fruits** of previous investments
- **Positive feedback** from Equinor: **90 people** involved in the refinery contract
- Contributing to **sustainability** through projects like the Hanz project – reuse of equipment
- We follow the rigs across det globe
- Subseatec – Swedish subsidiary solving subsea complexity
  - Roots from 1656



# Energy

117 employees in the **Bergen** region

## Breakthrough - Grid Scale Energy storage

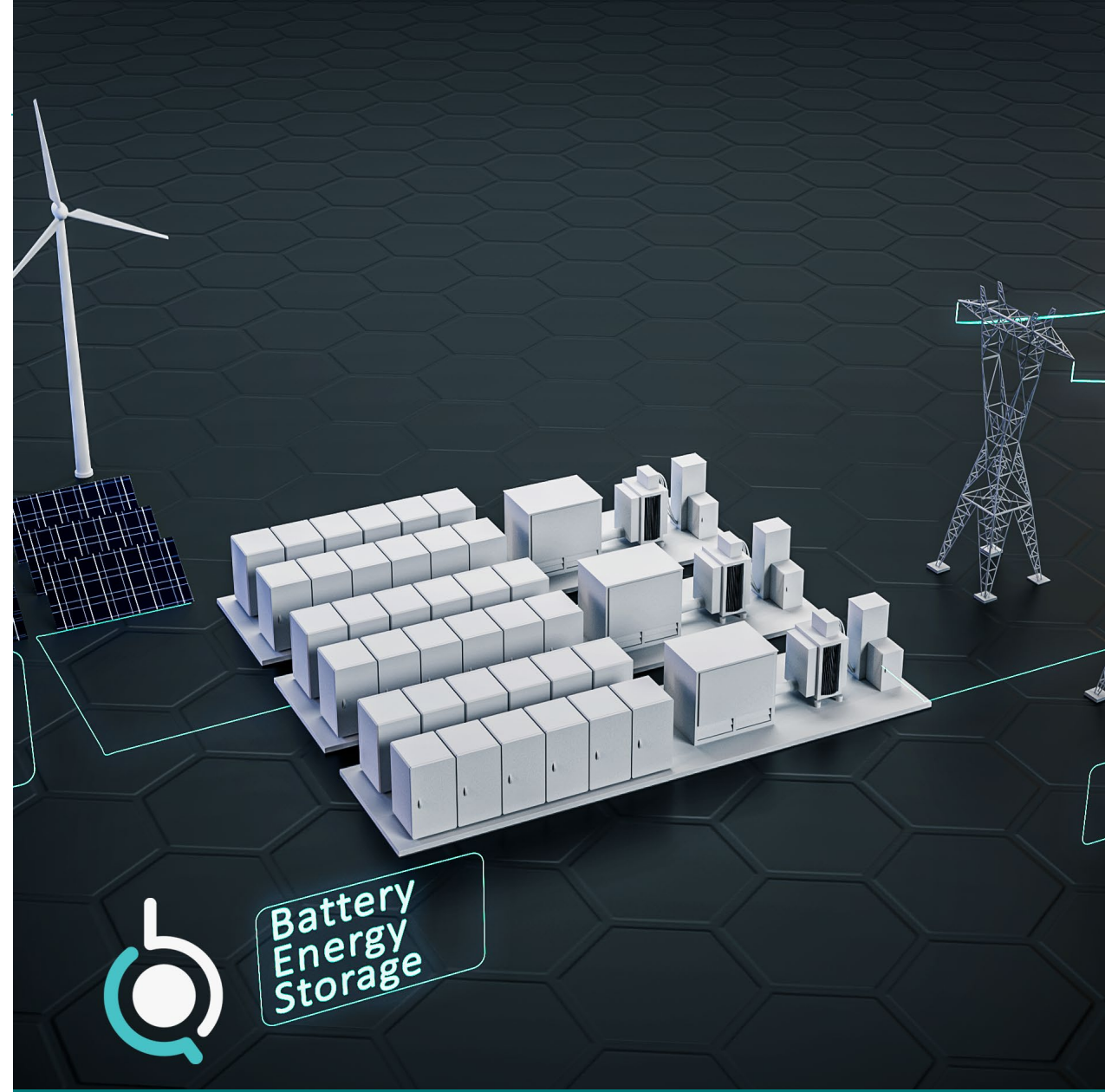
- Securing multiple contracts in **Sweden**. 14MWh to be deployed within Q2-2024 to Jönköping Energy and Uddevalla Energy
- Several new grid scale project in tender development phase
- Increase in demand for our mobile battery system (BQ series).
- New contracts secured with major players in Germany, Netherlands, and Saudi Arabia

## Breakthrough - E-house modules

- E-House modules are building blocks in offshore electrification projects and enables efficient and safe project execution for EPCI contractors.
- Secured contracts for Rosebank project (UK), Skarv Project(NCS) and Janz lo( AUS)

## Continuing - Shore power

- Electrification of ports worldwide continuous to increase in demand. Future shore power system with integrated renewable energy sources and energy storage will be necessary to reach environmental goals.
- PSW Power product portfolio “perfect fit” for ongoing and upcoming shore power market
- Shore power and fast-charging solutions already reached installed base of 200MW+



POWER & AUTOMATION

Successful integration of





**“ BATTERY MARKETS ON TRACK TO ATTRACT  
OVER 70BN € INVESTMENT BY 2050 ”**

# Maritime

## *Well positioned for the energy transition!*

Deeply rooted in the offshore segment, but now also in several alternative segments.

### Aquaculture

- Mooring for Nordlaks' offshore fish farm
- Mooring for Norway Royal Salmon fish farm

### LNG

- Valve remote control system for Northern Lights CO<sub>2</sub>-carriers
- **FSRU Mooring**

### Offshore

- Valve remote control system and offloading system for the FPSO Johan Castberg
- FPSO mooring outside West Africa

### Offshore wind

- Mooring for Hywind Tampen

More than 2500 installed valve control systems providing a strong aftermarket business with healthy margins.



# Financial Performance

From Q1





# Significant growth, improved margins

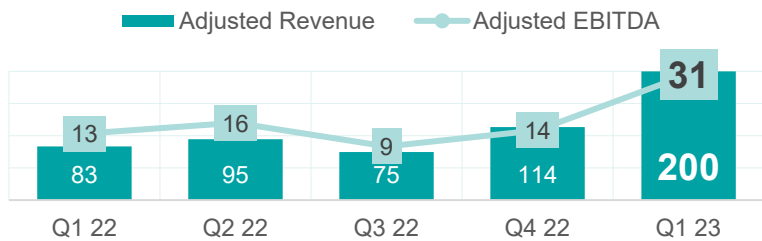
Income statement - Group	QUARTER			FULL YEAR
	Q1 22	Q4 22	Q1 23	2022
NOK million				
Revenue	207.8	271.6	400.5	911.7
<b>Adjusted Revenue</b>	<b>206.7</b>	<b>269.7</b>	<b>400.5</b>	<b>908.8</b>
EBITDA	16.3	14.9	43.4	70.6
EBITDA margin	7.8%	5.5%	10.8%	7.7%
<b>Adjusted EBITDA</b>	<b>17.5</b>	<b>19.2</b>	<b>50.9</b>	<b>80.8</b>
<b>Adjusted EBITDA margin</b>	<b>8.5%</b>	<b>7.1%</b>	<b>12.7%</b>	<b>8.9%</b>
Depreciation/amortization/impairment	-21.2	-21.5	-23.4	-89.6
Operating profit / (loss) - EBIT	-4.9	-6.5	20.0	-19.0
EBIT margin	-2.4%	-2.4%	5.0%	-2.1%
<b>Adjusted EBIT</b>	<b>-3.7</b>	<b>-2.3</b>	<b>27.5</b>	<b>-8.8</b>
<b>Adjusted EBIT margin</b>	<b>-1.8%</b>	<b>-0.8%</b>	<b>6.9%</b>	<b>-1.0%</b>
Income from interests in associated companies	1.0	4.2	0.0	4.3
Net financial income / expense (-)	-9.2	-8.1	-8.8	-41.2
<b>Profit / (loss) before tax</b>	<b>-13.1</b>	<b>-10.4</b>	<b>11.2</b>	<b>-55.8</b>
Income tax expense	0.0	-11.3	0.1	-11.3
<b>Net profit / (loss)</b>	<b>-13.1</b>	<b>0.9</b>	<b>11.1</b>	<b>-44.5</b>
<b>Adjusted Net profit / (loss)</b>	<b>-11.8</b>	<b>5.2</b>	<b>18.6</b>	<b>-34.4</b>
Earnings per share	-0.04	-0.04	0.03	-0.12
<b>Adjusted Earnings per share</b>	<b>-0.03</b>	<b>0.01</b>	<b>0.04</b>	<b>-0.09</b>

- **Adjusted revenue of NOK 400.5 million**
  - Quarterly adjusted revenue up by 94% compared to Q1 22
  - All business segments deliver growth in adjusted revenue compared to Q1 22 and Q4 22.
  - Strong performance in several projects.
  
- **Adjusted EBITDA of NOK 50.9 million**
  - Quarterly adjusted EBITDA up by 191% compared to Q1 22
  - Improved profitability through improved project margins and better capacity utilization
  - All business segments deliver increase in EBITDA margin compared to Q1 22 and Q4 22.

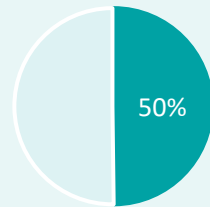


## OFFSHORE

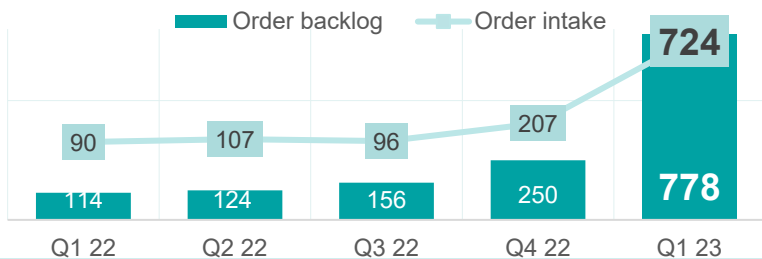
Products, services and life-time extensions to critical equipment for offshore industries.



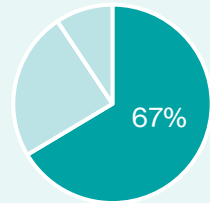
**200** million in revenue in Q1 2023



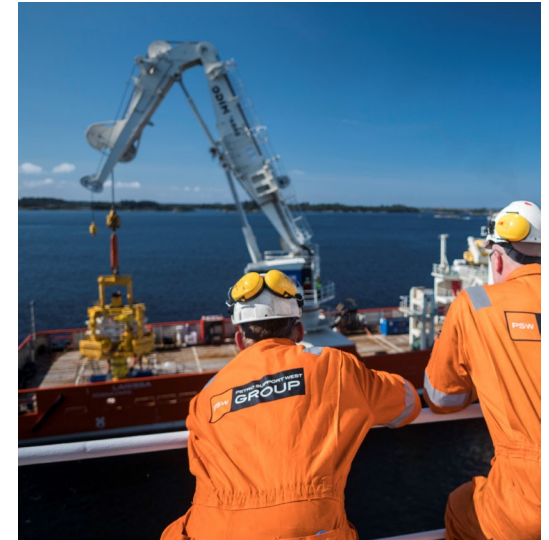
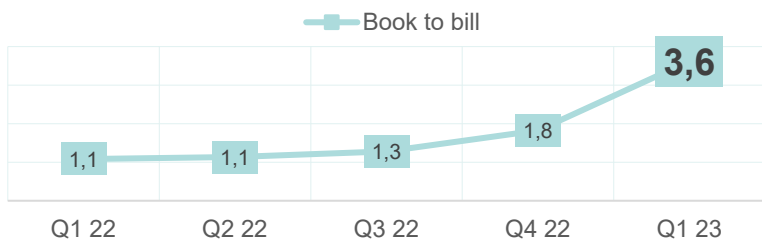
% of total revenue



**778** million in order backlog per Q1 2023

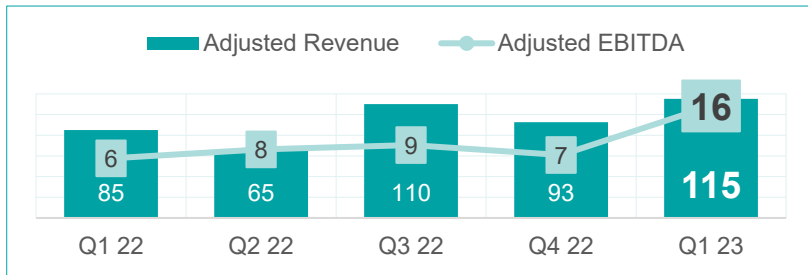


% of total order backlog

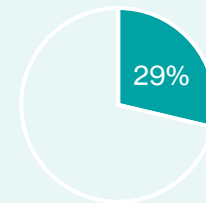


- **Adjusted revenue of NOK 200 million**
  - Quarterly adjusted revenue up by 140% compared to Q1 22
  - The growth in revenue is driven by ongoing project delivery of a complete marine riser system for deep-water operations.
- **Adjusted EBITDA of NOK 31 million**
  - Quarterly adjusted EBITDA up by 146% compared to Q1 22
  - Improved profitability through improved project margins and better capacity utilization
- **Order intake of NOK 724 million**
- **Order backlog of NOK 778 million**
  - The most significant order intake relates to the Equinor maintenance contract. Increased rig activity has also driven order intake and demand continues to be strong.

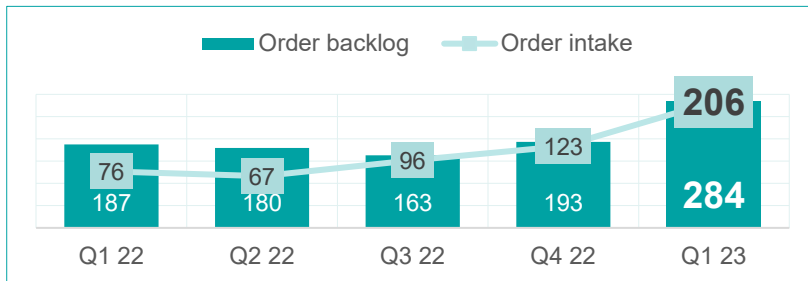
From shoreline to seabed, we power the ocean industry with sustainable energy solutions.



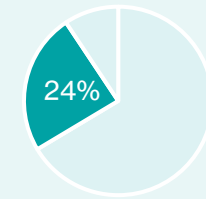
**115** million in revenue in Q1 2023



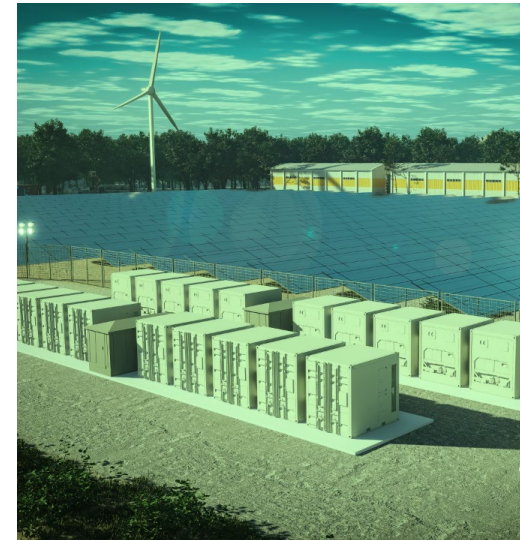
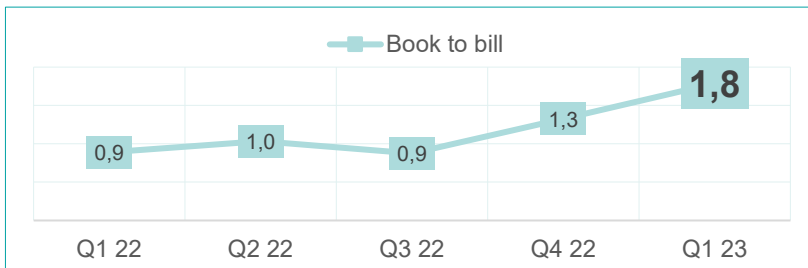
% of total revenue



**284** million in order backlog per Q1 2023



% of total order backlog

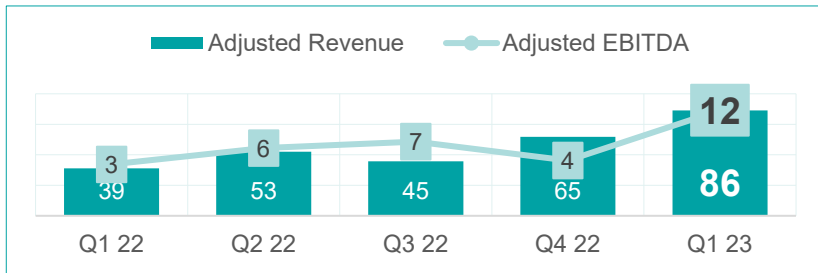


- **Adjusted revenue of NOK 115 million**
  - Quarterly adjusted revenue up by 36% compared to Q1 22
- **Adjusted EBITDA of NOK 16 million**
  - Quarterly adjusted EBITDA-margin of 14% compared to 7% in Q1 22 and 18% in Q4 22.
  - Improved profitability through improved project margins
- **Order intake of NOK 206 million**
  - Strong order intake related to e-house modules and mobile fast charging solutions
- **Order backlog of NOK 284 million**

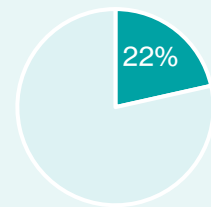


# MARITIME

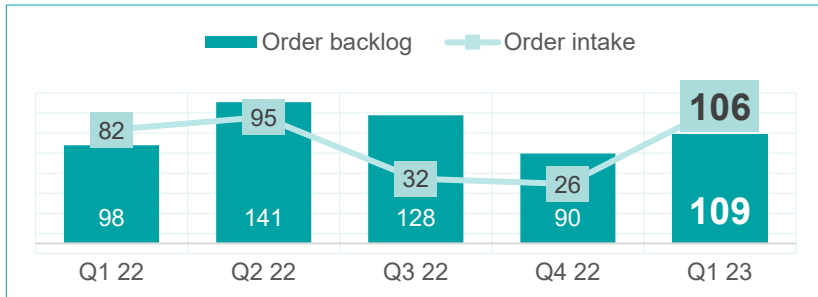
Valve control systems and mooring solutions to vessels, rigs, and floating structures.



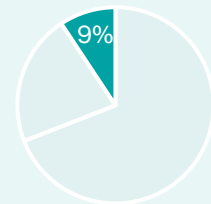
**86** million in revenue in Q1 2023



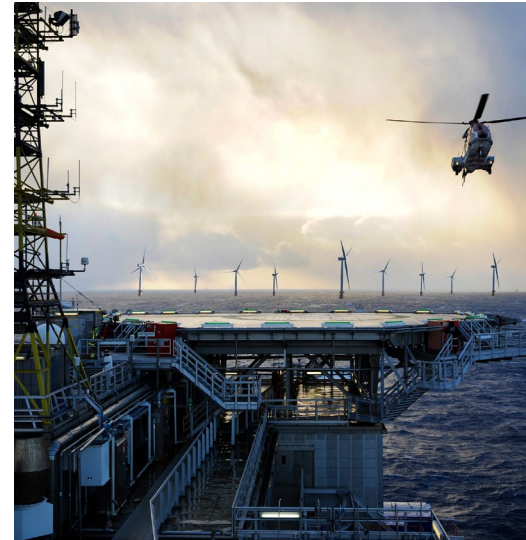
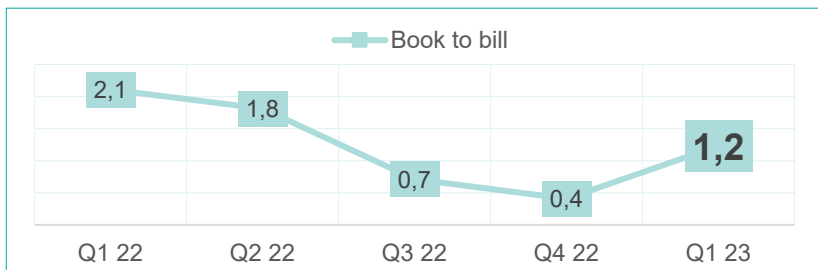
% of total revenue



**109** million in order backlog per Q1 2023



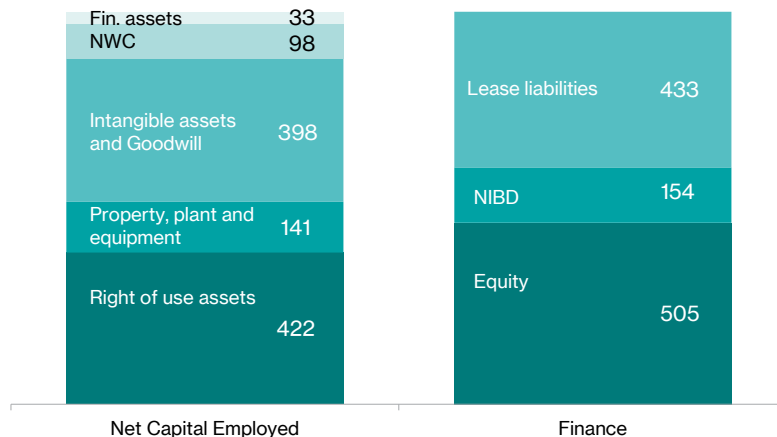
% of total Order backlog



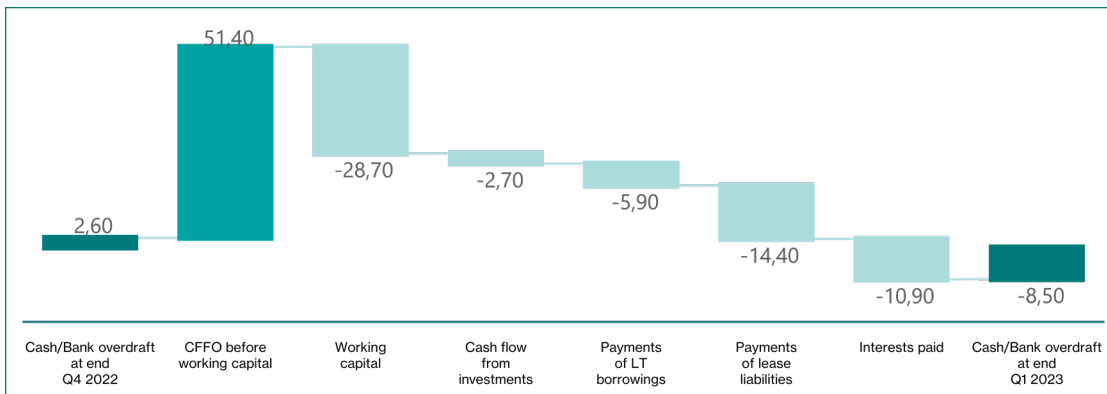
- **Adjusted revenue of NOK 86 million**
  - Quarterly adjusted revenue up by 122% compared to Q1 22
  - The growth in revenue is driven by ongoing project delivery of FSRU mooring system
- **Adjusted EBITDA of NOK 12 million**
  - Quarterly adjusted EBITDA-margin of 14% compared to 9% in Q1 22 and 6% in Q4 22.
- **Order intake of NOK 106 million**
  - The main part of the order intake relates to the signed LOI for FSRU mooring system. The delivery of the project takes place in Q1 and Q2 2023.
- **Order backlog of NOK 109 million**

# Robust liquidity position

## Funding, 31 March 2023 | NOK million



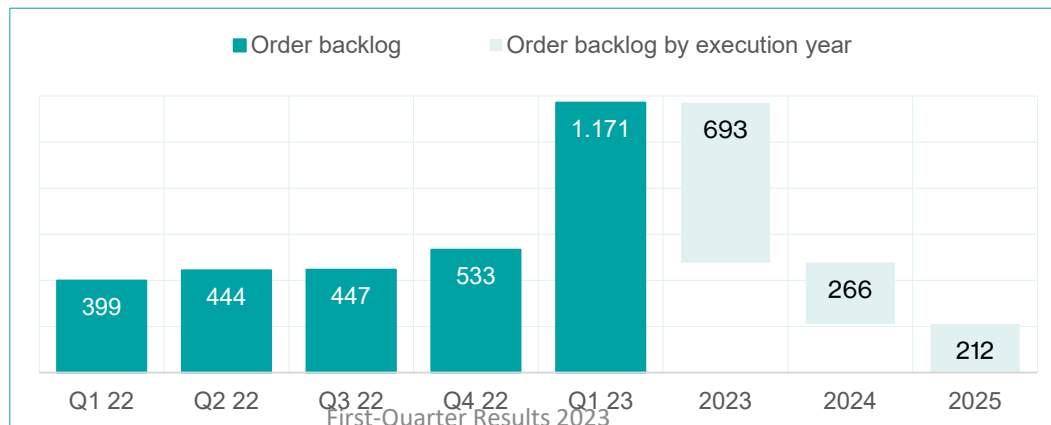
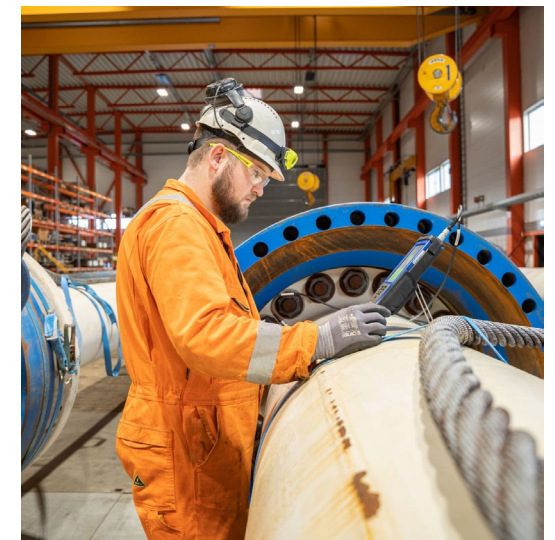
## Cash flow Q1 | NOK million



- **Liquidity reserve** of NOK 101 million at end of quarter
- **Cash flow from operation** was NOK 22 million in the quarter
- **NIBD** of NOK 154 million at end of quarter
  - Loans of NOK -145 million
  - Net cash of MNOK -9 million
    - Bank overdraft of NOK -14 million
    - Cash and cash equivalents of NOK 5 million
  - Sale of 49% stake in Scana Korea for ca MNOK 40 in Q2
- **Significant lease assets and liabilities** mainly from long term leases of strategic facilities at Mongstad and Ågotnes
- **Net working capital** of NOK 98 million at end of quarter
- **PP&E** of NOK 141 mainly consist of machinery, leasehold improvements and rental equipment
- As of Q1-23, Scana was compliant with all **financial covenants**

# Order backlog

- Record high secured order backlog of NOK 1171 million
  - NOK 693 million related to projects to be executed in 2023
- The order backlog for Equinor's Mongstad refinery contract considers staffing levels per the agreement. Tank maintenance and project-based tasks will be added based on call-offs. Estimated backlog excludes options.
- Post Q1 update:
  - Mooring contracts of ca MNOK 80
  - Grid support in Sweden of ca MNOK 100
  - Mobile battery solutions of ca MEUR 2



# Highlights

- Scana has signed major contracts in all our divisions
- Scana is entering new markets within Grid Scale Energy storage in Europe
- Strong growth in revenue and EBITDA
- Strong market fundamentals in all our business areas



Thank you