

# EQVA ASA

## First quarter report 2024

16 May 2024



eqva.no

## EQVA:

A knowledge-based active owner of industrial service companies that contribute to the green transition in maritime, power intensive and renewable industries.

*Through well established governance models, we help to develop and strengthen each portfolio company by driving strategy developments, operational improvements, financing, and transactions.*



Full-service provider of technical, sustainable solutions and services to maritime and landbased industries



A specialised hydropower plant developer and operator

# Agenda

1. **This is EQVA ASA**
2. Business update
3. Operational and financial highlights
4. Acquisition of Kvinnherad Elektro and Vassnes Group
5. Establishment of an Industrial Service Company – Nordic Industrial Solutions
6. Outlook

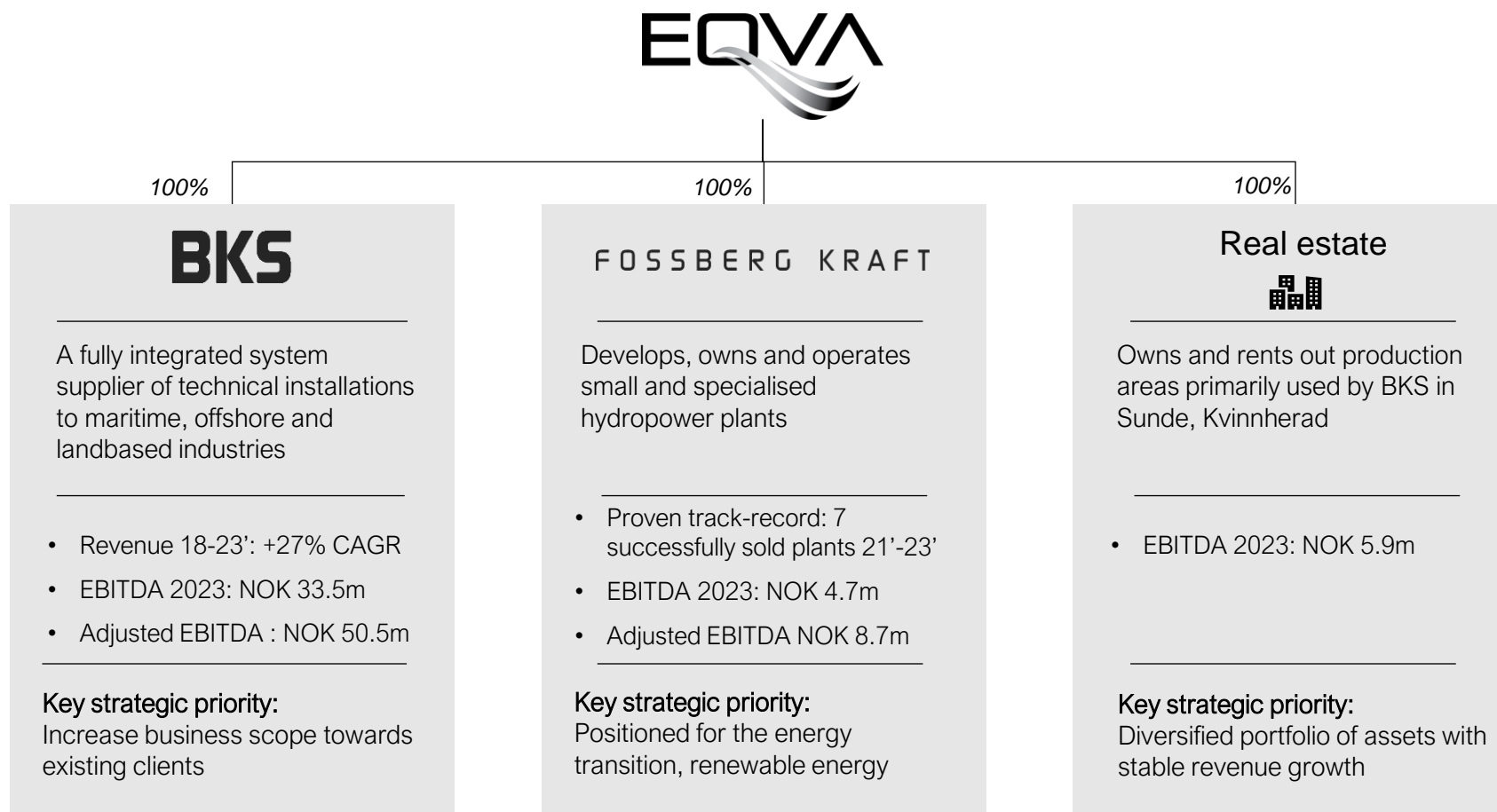
## Enclosure

- Consolidated financial statements

The financial report does not meet the requirements for an IAS 34 report, but the accounting principles (as stated in the annual accounts) are followed in the group

# This is EQVA: An industrial investment company

Overview of ownership interests - built on 3 platforms



# Experienced management team



## Executive management



**Even Matre Ellingsen**  
CEO

Former Group CEO in Astrup Fearnley. 30+ years of capital market experience. Extensive board experience from both regulated and non-regulated businesses.



**Petter Sjørdahl**  
CFO

10+ years of experience from financial markets, M&A and business development



**Trygve Kjerpeseth**  
CEO BKS / Group Head of Risk and Projects

30+ years of experience from senior project management



**Tom Jensen**  
CEO Fossberg Kraft

30 years of leadership experience with primary focus on production and procurement



**Sverre Olav Handeland**  
General Counsel

15+ years of experience as partner in law firm, 8 years as in-house lawyer in HG Group.



# Eqva is well positioned for further growth

Both through organic growth and M&A activity

## Q1 and YTD 2024 highlights

## Strategic priorities

Strong performance  
and financial results in  
BKS

Sale of Havila  
Charisma, freeing up  
resources

SPA signed for  
Kvinnherad Elektro  
and Vassnes-Gruppen

Launched Nordic  
Industry Solutions

Extraordinary  
dividend paid out

Diversified product  
and market portfolio  
with broad revenue  
stream



Capitalise on key  
macro trends



Opportunistic M&A



The group has a well-diversified product and market portfolio, and further growth will be established through a combination of company-based development, utilization of synergies between the companies in the group as well as value-creating M&A activities.

# Building an industrial platform for growth and value creation

## A two-year journey so far – shareholder value created



21 oktober, 2022

Havyard to change name to Eqva

**October 2022**

Havyard Group becomes Eqva, an industrial investment company

Finansavisen



### Kan sende flere selskaper på børs

Eqva har planer om å ta datterselskapet BKS Holding på børs. Flere børsnoteringer kan komme, avslører Eqva-styreleder Even Matre Ellingsen.

Publisert 29. juni 2023 kl. 14.53

**June 2023**

Strategy update, hinting at separate listing of BKS Holding

OSLO BØRS

NewsWeb



### Eqva ASA: Divestment of the ship - Havila Charisma

On 12 March 2024 Eqva ASA (OSE: EQVA), through its subsidiary Havyard Ship Invest AS, entered into a sales-agreement with Havila Holding AS to divest its 50 % stake in the PSV Havila Charisma, reaffirming the company's strategic direction and ambition to become an industrial investment company listed on the Oslo Stock Exchange.

**March 2024**

Divests Havila Charisma ownership, freeing up important resources

OSLO BØRS

NewsWeb



### EQVA ASA: Decision to distribute cash dividend

11 April 2024: EQVA ASA (OSE: EQVA) confirms the decision for a dividend payout of NOK 0.20 per share following the previously announced possibility of dividends related to special events.

**April 2024**

Confirms cash dividend payment

**May 2022**

Havyard Group acquires HG Group, resulting in significant reshuffled ownership

**November 2022**

Strategy shift for shipyard, preparing for sale

**November 2023**

Sells Havyard shipyard in line with ownership agenda

**December 2023**

Announces possible acquisition of LOS and establishment of new group structure. No name yet revealed

**May 2024**

Launches Nordic Industrial Solutions

Finansavisen



### Havyard Group sluker selskap

Havyard Group kjøper HG Group for 285 millioner kroner, og aksjen løfter seg nesten 30 prosent.

Publisert 20. mai 2022 kl. 08.17

Finansavisen



### – Ser mange oppkjøpsmuligheter

Eqva selger Havyard-verftet for å vokse på andre områder. – Vi ser mange oppkjøpsmuligheter, sier styreleder Even Matre Ellingsen.

EQVA · 3,50 0,00%

Publisert 13. nov. 2023 kl. 10.33

Finansavisen



### Vil gi Eqva-aksjonærene utbytte

Eqva kjøper LOS Group og slår det sammen med datterselskapet BKS, som planlegges børsnotert. Dagens Eqva-aksjonærer kan vente seg utbytte.

EQVA · 3,50 0,00%

Publisert 6. des. 2023 kl. 11.28



In 2024 there has been paid NOK  
0,2 in dividend.

Ordinary dividends combined with  
possibility of dividends  
related to special events

## Total Return

2024 YTD = 38%  
3Y = 119,5%

(date 14/5-2024)

Number of shares :71,57 mill  
Market cap NOKm 260



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2. **Operational and financial highlights**
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- Consolidated financial statements

# Q1 Highlights – 58% y/y organic growth and increased margins

Strong development in the Products, Solutions & Renewables segment

**Solid operational performance in EQVA**, driven by volume increase and improved sales and margins in the Products, Solutions & Renewables segment

**Robust order book of NOK 545m and positive outlook** for FY2024 – mainly driven by BKS

## *Products, Solutions & Renewables*

- **Significant revenues growth – up 58 %** compared to last year
- **EBITDA margin increased to 8.2 %**, compared to 6.9 % last year

## *M&A*

- **Signed agreement for acquisition** of Kvinnherad Elektro, a high-potential Power & Automation provider. The business combination establishes EQVA as a prominent and fully integrated system supplier within the piping and power and automation disciplines. The agreement is set to be completed during Q2 2024, with the transaction becoming effective from ultimo Q2 2024.
- **Completed divestment of ownership in PSV** Havila Charisma
- **Other M&A activities are showing good progress**

## First quarter 2024 - key figures

*(unaudited, amounts in NOK)*

Revenues  
**258 million**

EBITDA  
**47 million**

Order book  
31.03.2024  
**545 million**

Reported:  
Equity ratio  
**41 %**

# New contracts awarded – orderbook remains solid

Orderbook at NOK 545m, high activity on current projects

- Order book increases to NOK 545m, up from NOK 487m as of Q4 2023
- Increased contract scope on existing customers like Boliden, Hydro, Aker Solutions, Scale AQ and Westcon
- New contracts secured with key customers in process, offshore and landbased industries
- Stable and high volumes on frame agreements with main customers
- Significant share of ongoing and new projects are related to clean energy, decarbonization and optimized energy usage
  - Growing demand for such expertise, and it is expected that such climate and environmental projects will form an even larger part of the business in the years to come



*One of the world's most climate-effective zinc plants to become even more climate-friendly, Odda*

# Segment overview

Key financial figures – Q1 2024

- **High-end EBITDA margin at 18.3 % for EQVA**

- Strong revenue growth in Products, Solution & Renewables is driven by BKS – up NOK 82m from last year (+
- Solid EBITDA margin of 8.2 % in Products, Solutions & Renewables – compared to 6.9 % last year
- The profit from sale of PSV Havila Charisma is included in Q1

NOK million	Products, Solutions & Renewables	Real estate	Other*	Elim.	EQVA group
<b>Revenues</b>	<b>223.5</b>	<b>1.9</b>	<b>34.6</b>	<b>-1.9</b>	<b>258.1</b>
Materials and consumables	106.5	0.0	0.0	0.0	106.5
Payroll expenses	71.5	0.0	3.8	0.0	75.3
Other opex	27.1	0.1	3.7	-1.9	29.0
<b>EBITDA</b>	<b>18.3</b>	<b>1.8</b>	<b>27.1</b>	<b>0.0</b>	<b>47.2</b>
EBITDA %	8.2 %	94.1 %	78.5 %	0.0 %	18.3 %

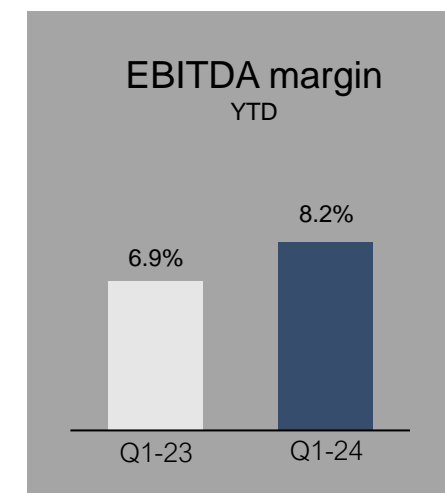
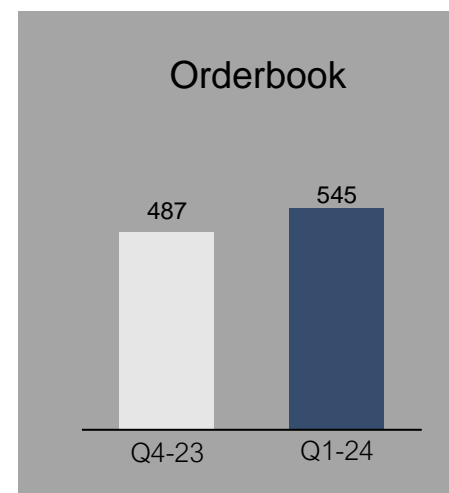
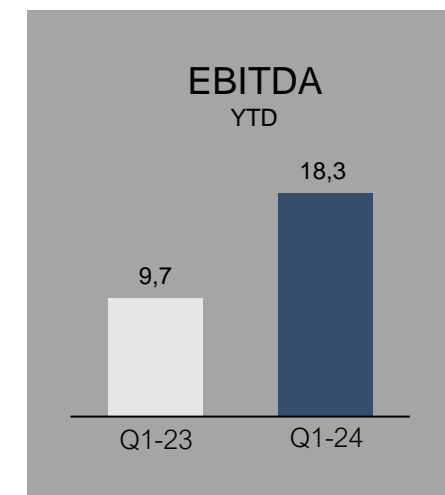
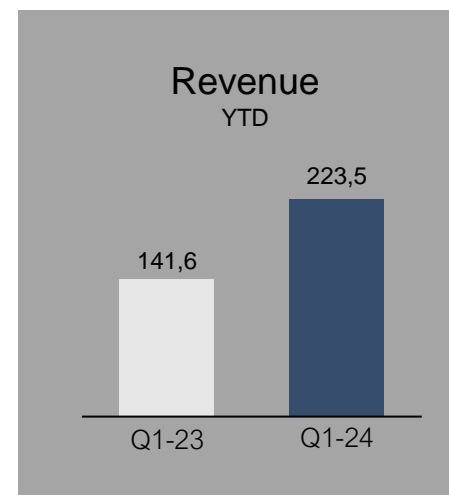
\*Includes effects from sale of Havila Charisma



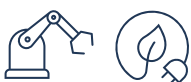
# Products, Solutions & Renewables

Capitalising on strong order book – increasing volumes and margins

- **Significant** organic revenue growth **58 %** where **EBITDA** compared to last year was up **89 %**
- **Growth primarily driven by BKS**
  - High activity levels on ongoing projects
  - Strong order intake and orderbook gives traction to sustain high activity level going forwards
  - Continued improvement of profit margins
- **Fossberg Kraft** – two projects under construction
  - Skjeggfoss power plant in final phase of construction
  - Construction of Haugsvær power plant on track
  - Preparing construction of Gjosa power plant
  - In tender phase of new projects in hydro and solar power



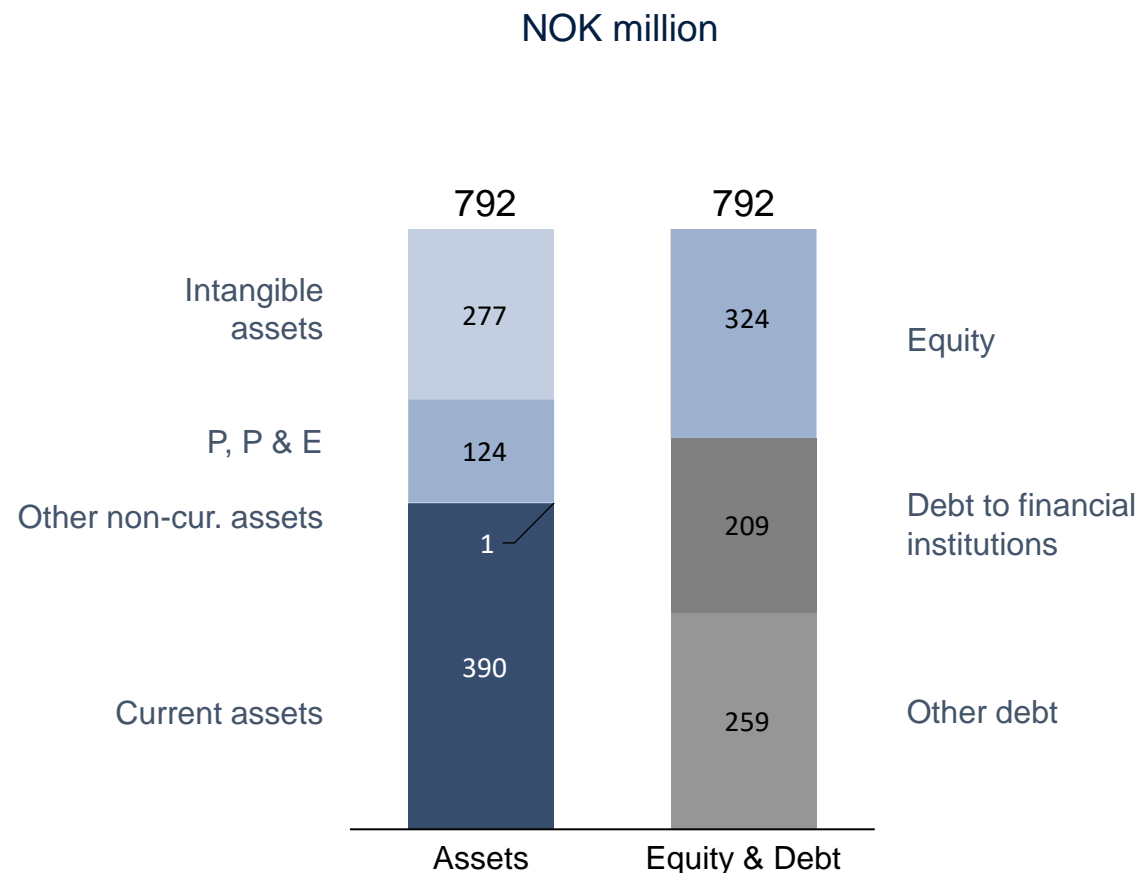
Amounts in NOK million



# Strong financial position

Balance sheet as of 31 March 2024

- Equity ratio of 41 % at the end of Q4
- Net interest-bearing debt was NOKm 129 at the end of Q1.
- Cash position of NOKm 79 at the end of Q1
- The construction loans in Fossberg Kraft increased due to project development during Q1. These loans (NOKm 40) will be repaid when projects are delivered to customer during 2024.
- Strong cash generation expected going forward in 2024

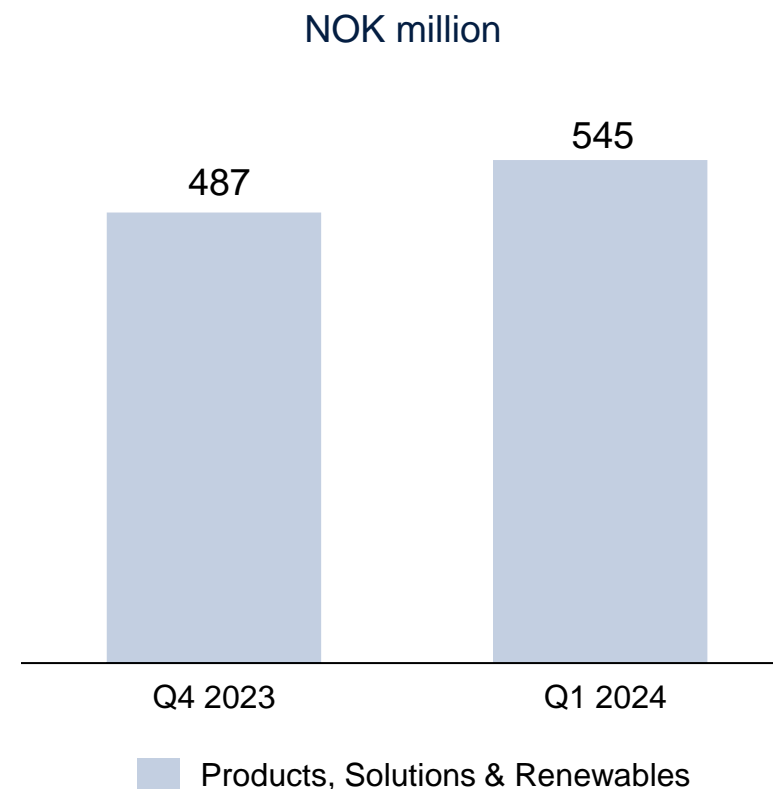




# Orderbook remains solid

Supports continued optimistic outlook in turbulent market sentiment

- **Products, Solutions & Renewables orderbook at NOK 545 million**
  - **BKS** orderbook at NOK 531 million
  - **Fossberg Kraft** orderbook NOK 14 million. New project in pipeline, Gjosa (7.6 GWh) not included in orderbook – the power plant will be owned and operated by Fossberg Kraft.
- Continued strong order intake and orderbook gives traction to sustain high activity level and further growth in 2024



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# EQVA strengthens the company's position within the power and automation market



## EQVA ASA intend to acquire Kvinnherad Elektro AS with effect from ultimo Q2 2024

The shares in Kvinnherad Elektro AS will be acquired by BKS Holding AS, a wholly owned subsidiary of EQVA ASA. The transaction includes Kvinnherad Elektro's 51 % ownership stake in Vassnes Solutions AS and its 3 subsidiaries.



## The acquisition is aligned with EQVA's strategic focus

- The power and automation market has a positive outlook and high activity level
- EQVA seeks to take a broader position in the power and automation segment - through organic growth and M&A activities
- EQVA is already a significant service provider of power and automation solutions to maritime- and land-based industry through its ownership in BKS
- After consolidation, BKS will together with Kvinnherad Elektro and Vassnes Group be prominent and fully integrated system supplier within the piping, power and automation disciplines, and increase its total number of FTE's from 350 to 550.



## EQVA will strengthen its position in power and automation

- Increase EQVA's annual revenues by NOK 160 – 175 millions
- Get access to a broader customer base
- Get access to a highly qualified employee-base of 200 FTE's – including engineers and electricians
- Utilize from competence-, system- and support-synergies across the EQVA group



## The acquired companies complies with regulatory standards and certificates

# EQVA consolidated - will be a strong power and automation player in the region



EQVA will after the acquisition total ~270 dedicated employees within the power and automation segment – which accounted for approx. NOK 250 millions in 2023\* revenues.

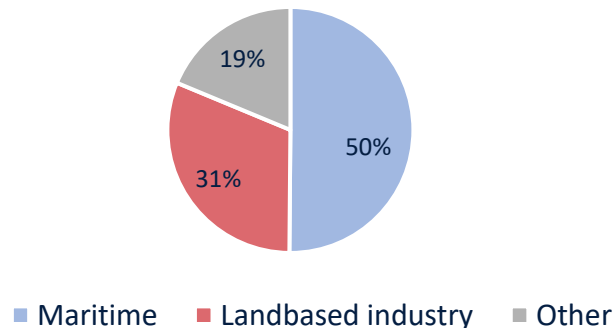
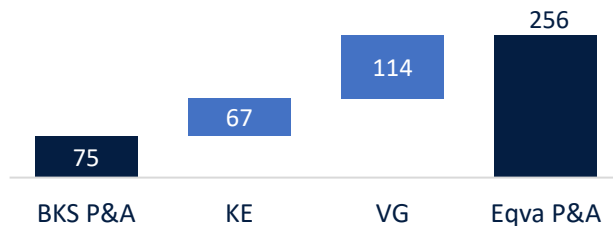
## Issue a broad specter of deliveries

- Design of electrical installations
- Engineering / installation of electrical systems
- Installation of solar panels
- Instrumentation
- Staffing

## Well diversified power & automation portfolio

- BKS Power & Automation and Vassnes group have large, renown clients in the maritime sector
- All three companies deliver services to large customers in land-based industry
- Approximately half of Kvinnherad Elektro's projects are for smaller clients or households

## Revenues 2023



Kvinnherad Elektro is located in Rosendal and Husnes, while Vassnes group is located in Ølen – both close to BKS's HQ location.

**BKS Power & Automation**  
NOK 75m

+

**Kvinnherad Elektro**  
NOK 67m

+

**Vassnes group**  
NOK 108m

=

**EQVA consolidated - Power & Automation**  
NOK 250 millions in 2023\* revenues

\*Subject to final audit

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# Eqva's ambition and ownership agenda for Nordic Industry Solutions



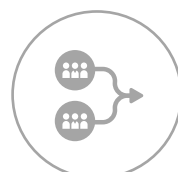
## Become the leading industrial services provider in Norway

Execute on low-risk M&A strategy and continue to unlock synergies across acquired companies



### Organic growth

Increasing market share and service offerings enabling NIS to tender for larger and more complex projects



### Accretive M&A

Pursue pipeline of potential acquisitions that will further strengthen NIS's market position, expand its service offering, its geographical footprint and reduce leverage. Retain acquirees culture, strengths and management

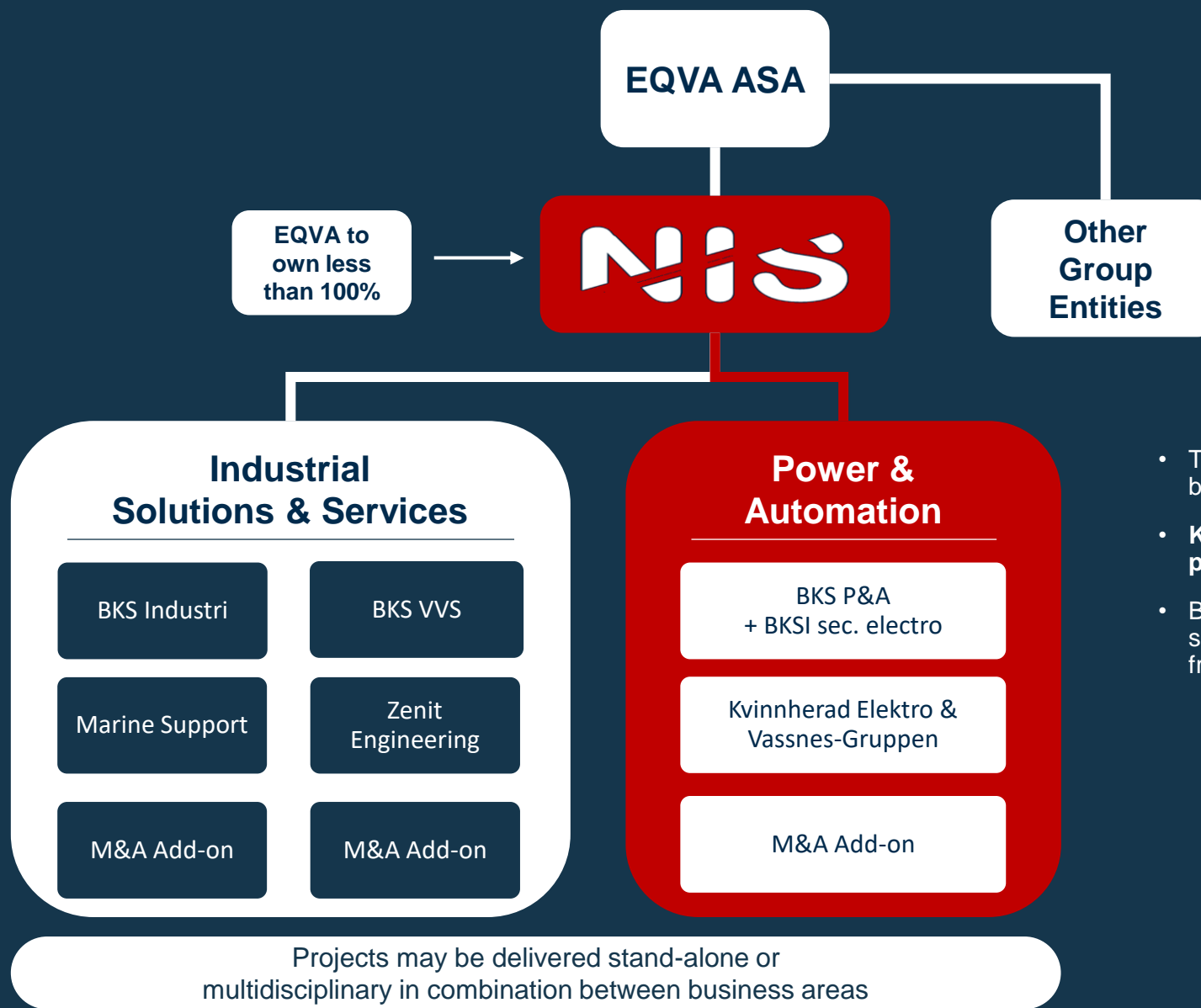


### Public offering

Plan to IPO NIS (12-18m) to attract more attention and a broader investor base



# M&A in closing – New NIS structure after acquisitions



- The subsidiaries of NIS will be organized in business areas operationally (and reporting wise)
- **Kvinnherad Elektro and Vassnes becomes part of Power & Automation segment in NIS**
- Back-office functions, systems, etc., will be shared between the business areas – provided from **EQVA Finance & Analytics**

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# 2024 Outlook

Pro-forma figures

Financial guidance for 2024 as of 16 May 2024

Current EQVA Group

FY'2024 revenue (million)

**650-750**

FY'2024 EBITDA margin

**5-7%**

Including announced M&A: Kvinnherad Elektro and Vassnes Group\*

FY'2024 revenue (million)

**900-1,000**

FY'2024 EBITDA margin

**5-7%**

Long-term EBITDA margin target for the group at 7-9 per cent

\*Accounted for full year effect.

# | Thank you



IR : Please direct any questions to [petter.sordahl@eqva.no](mailto:petter.sordahl@eqva.no)

# Consolidated statement of profit or loss

31 March 2024

(NOK 1,000)

	Q1 2024 Unaudited	Q1 2023 Unaudited Adjusted for discontinued operation	Q1 2023 Unaudited
Revenues	257 498	141 920	200 154
Other operating revenues	575	5	164
<b>Operating income</b>	<b>258 073</b>	<b>141 925</b>	<b>200 318</b>
Materials and consumables	106 547	49 616	83 921
Payroll expenses	75 319	74 254	84 135
Other operating expenses	29 136	17 988	23 866
<b>Operating expenses</b>	<b>211 001</b>	<b>141 858</b>	<b>191 922</b>
<b>Operating profit/loss before depreciation and amortisation (EBITDA)</b>	<b>47 072</b>	<b>67</b>	<b>8 396</b>
Impairment of non-current assets	0	0	0
Depreciation	4 456	2 319	2 776
<b>Operating profit/loss (EBIT)</b>	<b>42 616</b>	<b>-2 252</b>	<b>5 620</b>
Financial income	493	40	47
Financial expenses	-8 136	-2 508	-2 589
Share of profit/loss of associate	-2	0	-3 400
<b>Profit / loss before tax</b>	<b>34 971</b>	<b>-4 720</b>	<b>-322</b>
Income tax expense*	0	0	0
<b>Profit/Loss from continued operations</b>	<b>34 971</b>	<b>-4 720</b>	<b>-322</b>
<b>Profit/Loss from discontinued operation</b>	<b>0</b>	<b>4 398</b>	<b>0</b>
<b>Profit/Loss for the period</b>	<b>34 971</b>	<b>-323</b>	<b>-323</b>
<b>Attributable to :</b>			
Equity holders of parent	34 722	-863	-863
Non-controlling interest	249	542	542
<b>Total</b>	<b>34 971</b>	<b>-321</b>	<b>-321</b>

Please note

- Discontinued operations includes Havyard Leirvik companies

	Q1 2024 Unaudited	Q1 2023 Unaudited Adjusted for discontinued operation	Q1 2023 Unaudited
Earnings per share (NOK)	0,48	-0,01	-0,01
Diluted earnings per share (NOK)	0,48	-0,01	-0,01
<b>Earnings from continued operations</b>			
Earnings per share (NOK)	0,49	-0,07	0,00
Diluted earnings per share (NOK)	0,49	-0,07	0,00

# Consolidated statement of financial position

31 March 2024

ASSETS	Q1 2024 Unaudited	Q4 2023 Audited
<b>Non-current assets</b>		
Deferred tax benefit	0	0
Goodwill	248 260	248 260
Licenses, patents and R&D	28 540	29 319
Property, plant and equipments	111 348	111 840
Right of use assets	12 543	12 276
Investment in associates	973	21 319
Loan to associates	0	4 988
Other non-current receivables	433	3 809
<b>Total non-current assets</b>	<b>402 097</b>	<b>431 810</b>
<b>Current Assets</b>		
Inventory	5 655	5 780
Accounts receivables	201 484	99 493
Other current receivables	15 576	22 096
Contract assets customer contracts	80 350	72 480
Cash and cash equivalents	86 493	35 984
<b>Total current assets</b>	<b>389 558</b>	<b>235 834</b>
<b>TOTAL ASSETS</b>	<b>791 655</b>	<b>667 643</b>

EQUITY AND LIABILITIES	Q1 2024 Unaudited	Q4 2023 Audited
<b>Equity</b>		
Share capital	3 599	3 599
Share premium reserve	195 175	195 175
Treasury shares	-24	-30
Retained earnings	119 878	86 360
Non-controlling interests	5 568	5 319
<b>Total equity</b>	<b>324 196</b>	<b>290 424</b>
<b>Non-current liabilities</b>		
Deferred tax liability	0	0
Lease liabilities	9 096	8 870
Loans and borrowings	91 226	125 293
Other long-term liabilities	32 169	41 770
<b>Total non-current liabilities</b>	<b>132 491</b>	<b>175 933</b>
<b>Current liabilities</b>		
Accounts payables	102 072	55 666
Tax payables	1 579	1 579
Public duties payables	43 215	28 820
Loans and borrowings, current	117 825	78 423
Lease liabilities	3 251	3 380
Other current liabilities	67 025	33 420
<b>Total current liabilities</b>	<b>334 967</b>	<b>201 287</b>
<b>Total liabilities</b>	<b>467 458</b>	<b>377 220</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>791 655</b>	<b>667 643</b>



# | Appendix



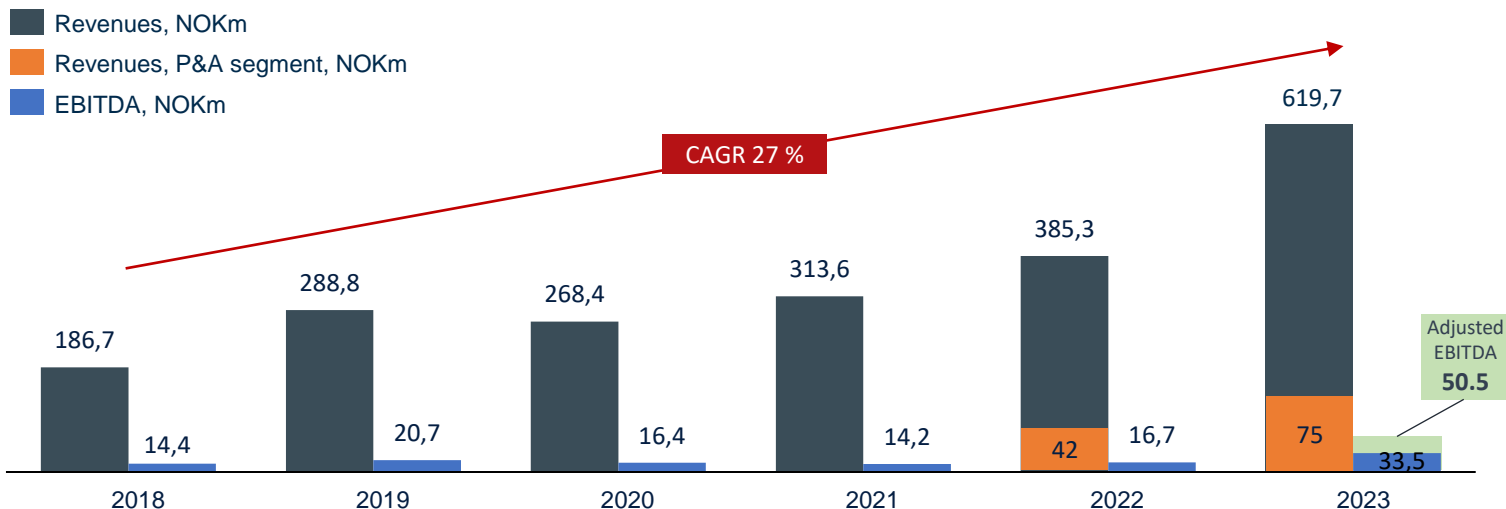
# BKS in brief

60% y/y increased sales, adj. EBITDA up y/y from 4.6% to 8.1%

## Company highlights

- Founded in 2008 and HQ in Sunde, Kvinnherad
- ~350 FTE's spread across 5 companies, of which 70 are technicians and electricians in the power and automation segment
- BKS is a full-service supplier for technical installations, meaning presence throughout the entire value-chain in industrial deliveries from idea to installation.
- It performs a wide range of tasks, from simple missions to more complex total deliveries
- Goal to be a preferred and competitive supplier and partner to the maritime, offshore and landbased industry in Norway.

## Financial performance



## Full-service provider:



## Blue-chip customer base



# Kvinnherad Elektro in brief

## Strong position in the regional power and automation market

### Company highlights

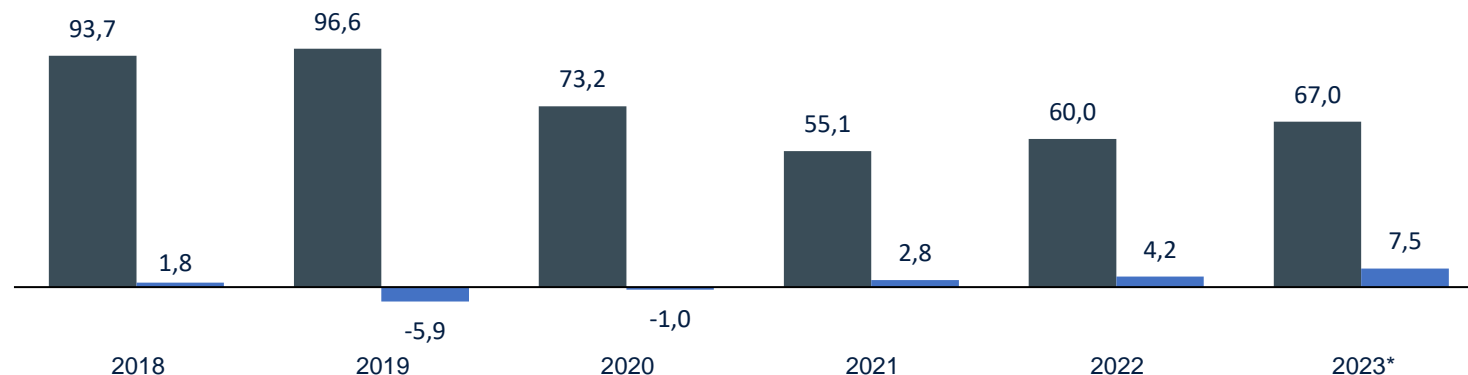
- Founded in 1941 and HQ in Rosendal, Kvinnherad.
- 42 FTE's – engineers and electricians.
- Full-service supplier for power and automation installations, meaning presence throughout the entire value-chain in industrial deliveries from idea to installation.
- The company has a long and good cooperation with local shipyards, fish farming and the smelting industry, as well as other small- and large industry players in the region around the Folgefonn peninsula.
- Performs a wide range of tasks, from simple missions to more complex total deliveries.
- Goal to be a preferred and competitive supplier and partner to the maritime, offshore and land-based industry in the region.

### Financial performance

■ Revenues, NOKm

■ EBITDA, NOKm

\*Subject to final audit.



### Key customers

**BOLIDEN**

**HØYER**  
ODDA a.s

**MQWI**

**BYGGERN**  
TEIGEN

**Dimmelsvik Entreprenør As**

**HELLESØY**

**NLI**

**Statens vegvesen**

**Rosendal**  
Fjordhotel

**BARONIET ROSENDAL**

**FLAGE MASKIN A.S**

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### Full-service provider:



**Kvinnherad elektro**

# Vassnes Group in brief

Strong position in the regional power and automation market

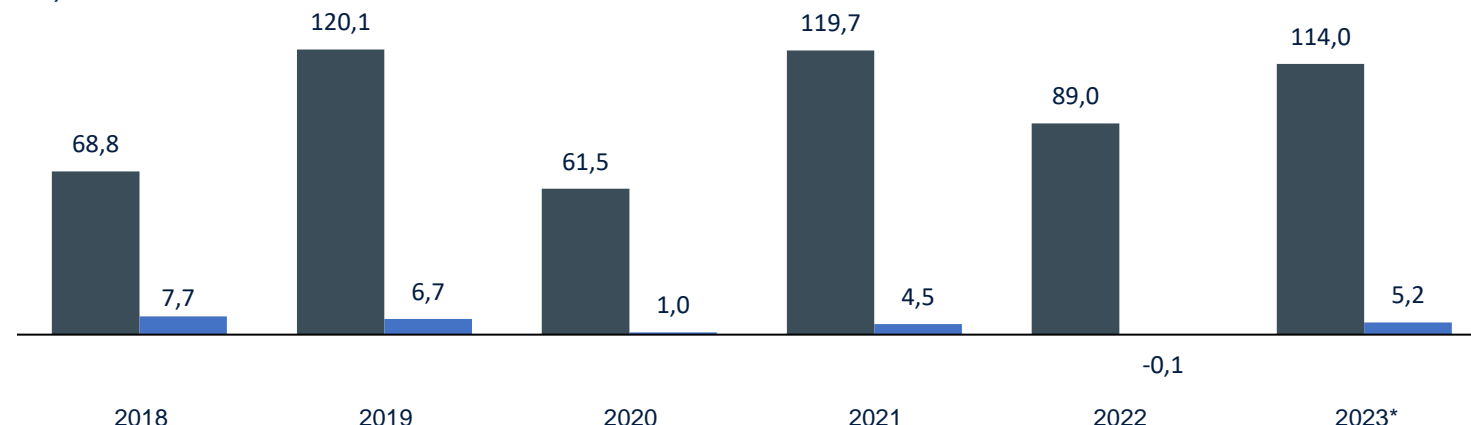
## Company highlights

- Founded in 2012 and HQ in Ølen, Rogaland.
- The Vassnes group (VG) is owned by Kvinnherad Elektro 51% and Miranda Invest 49%. The parent company is Vassnes Solution AS with 3 subsidiaries.
- In total 160 FTE's – engineers and electricians.
- ISO-certified: ISO 9001:2015, ISO 14001:2015 and ISO 45001:2018
- Full-service supplier for power and automation installations, meaning presence throughout the entire value-chain in industrial deliveries from idea to installation.
- The company has a long and good cooperation with local shipyards, offshore companies and the smelting industry, as well as other small- and large industry players in the region Haugalandet and western Norway.
- Goal to be a "preferred electrical supplier to the marine- and offshore market both nationally and internationally for our quality, expertise and ability to deliver".

## Financial performance

■ Revenues, NOKm  
■ EBITDA, NOKm

\*Subject to final audit.



## Full-service provider:



## Blue-chip customer base

WESTCON

BOLIDEN

aibel®

Caverion  
Building Performance

GE VERNOVA



Hareid®  
Group

FMV FITJAR  
MEKANISKE VERKSTED

ULSTEIN®

HAVYARD

Aker Solutions

REACH  
SUBSEA

HALSNØY DOKK  
Your Maritime and Offshore partner

STORESUND

ABB

WESTCON  
Power & Automation

Østensjø Rederi

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# Fossberg Kraft in brief

Develops, owns and operates small and specialized hydropower plants

## Company highlights

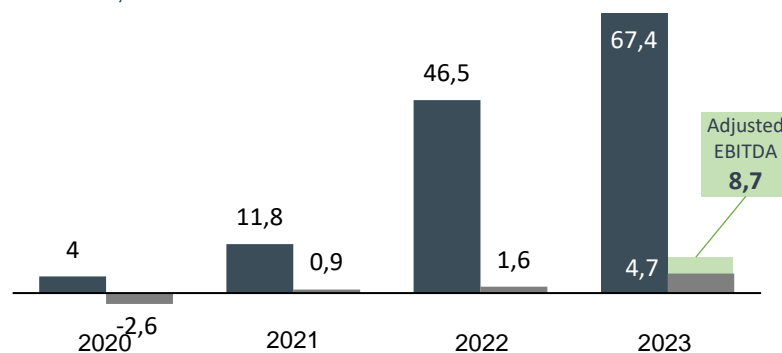
- Founded in 2018
- “Take-off” agreement with UK investment fund Downing for completed plants signed in 2021
- Successfully sold 7 plants to Downing from 2021 to 2023 with corresponding mgmt. and “take-off” agreement
- 80+ years of combined experience from project development and hydropower plants
- Currently exploring opportunities within solar, also in hybrid with hydro

## Value creation illustration

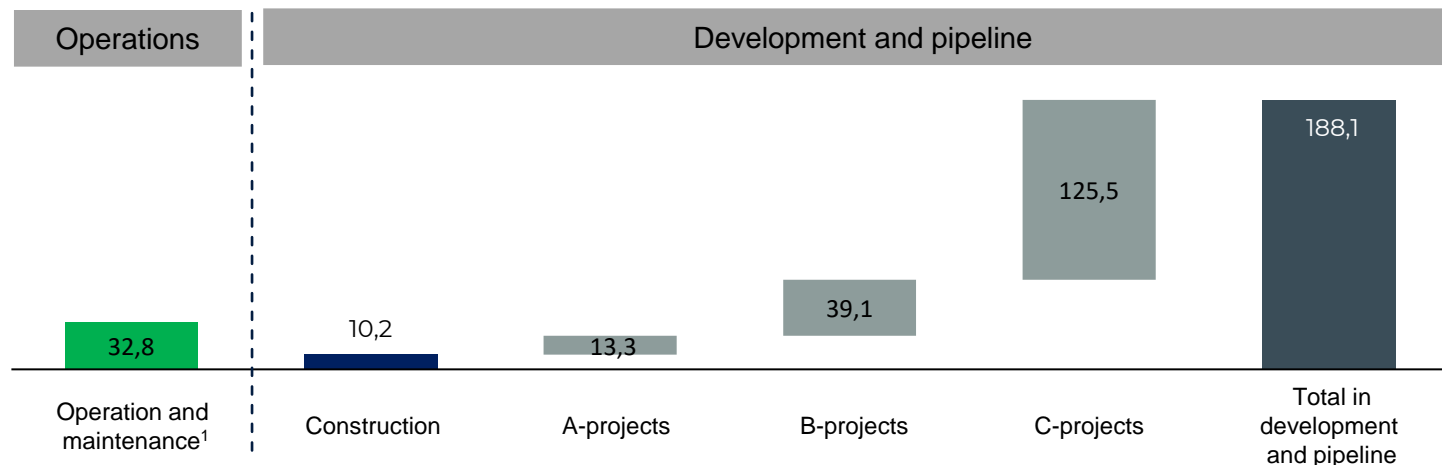


## Financial performance (consolidated IFRS)

■ Revenues, NOKm  
■ EBITDA, NOKm



## Portfolio, GWh/year



# Additional information

Company presentations available on eqva.no

**BKS**

[Click here to see  
company presentation](#)

FOSSBERG KRAFT

[Click here to see  
company presentation](#)

# Backed by strong board and industrial owners



## The Board of Directors



**Rune Skarveland**  
Chairman

CEO Skarveland AS from '97-'08 and held several board positions in property development, industrial and hydropower companies



**Tore Thorkildsen**  
Board member

Founder and former CEO of BKS. Has held several board positions. 20+ years of experience in sales.



**Trond Skarveland**  
Board member

15 years of industrial leadership experience. Has held several board positions in property development, industrial and hydropower companies.



**Ellen Hanetho**  
Board member

20+ years of financial & strategic business development



**Anne Bruun-Olsen**  
Board member

Senior Partner  
Cushman & Wakefield  
Realkapital



**Kari Markhus**  
Board member

Employee representative



**Tomasz Węsierski**  
Board member

Employee representative

## Top shareholders as of 6 May 2024

Shareholders	Number of shares	Ownership
Nintor AS	16,938,645	23.53%
Havila Holding AS	10,000,000	13.89%
Neve Eiendom AS	8,193,462	11.38%
ROS Holding AS	5,660,027	7.86%
Eikestø Eiendom AS	4,960,847	6.89%
Fureneset Eiendom AS	4,960,847	6.89%
Eikestø AS	2,999,511	4.17%
Fureneset Invest AS	2,999,511	4.17%
Emini Invest AS	1,290,000	1.79%
HSR Invest AS	1,290,000	1.79%
Innidimman AS	1,290,000	1.79%
MP Pensjon PK	1,167,768	1.62%
Other shareholders	10,236,698	14.22%
Total shares	71,987,316	

# Norway aims to be a frontrunner in the shift toward low emission solutions



New regulation is driving a paradigm shift in the maritime and landbased industry sectors towards low emission solutions

## Maritime and offshore



### Maritime

- Norway's ambition to reduce emission from domestic shipping and fishing vessel **by half by 2030**<sup>1</sup>
- Cost of GHG and CO2 emission expected to rise significantly



### Offshore

- Current high activity level in the offshore sector and related supplier industries expected to be sustained in the next years



### Aquaculture

- Norway's ambitious vision **towards 2050: five million tons** of sustainable aquaculture production. Opens for new solutions, i.e. landbased and offshore farming<sup>2</sup>

## Landbased and industrial



### Renewable energy

- Strong governmental support and agreement for climate neutrality with EU **FitforFit** and **RePowerEu**
- Positive development in the long-term power prices<sup>3</sup>



### Smelters

- Statnett expecting **40% increase in Nordic power consumption by 2040**, largely due to electrification of power intensive industries<sup>4</sup>



### Landbased

- Norway will cut emissions by **at least 50% by 2030**, aiming towards 55% below 1990 levels. In this transition, new efficient and automated processes will be crucial<sup>5</sup>



# EQVA is exposed to a variety of industrial sectors



Secures a diversified and recurring revenue stream from industries along the western coast of Norway

## Share of revenues to various offshore and maritime markets\*



**14%** Maritime

- Deliveries to yards and tanks for different vessels
- Wide range of services delivered



**17%** Offshore

- Deliveries to offshore and related supply industries
- Wide range of services delivered



**2%** Aquaculture

- Services and maintenance to aquaculture farms
- Development of landbased plants

## Share of revenues to various landbased and industrial markets\*



**10%** Renewable energy

- Build and operate hydro power plants
- Update existing hydro power plants



**40%** Smelters

- Full-service technical installations, service and maintenance to smelters and power-intensive industries



**12%** Landbased

- Full-service installations of production lines, service and maintenance to process- and other landbased industries
- Water treatment, filtration, scrubber systems

\*Note: Based on full year 2023 revenues – other sectors 5%

# Strong foundation for further value creation



New regulation is driving a paradigm shift in the maritime and landbased industry sectors towards low emission solutions

## Digitalization

**The Norwegian government and EU green deal** support solutions in maritime and landbased industries (i.e. Enova in Norway) where emission cuts are solved by improving efficiency through digitalization.

**Uptake of more advanced technology** is expected to increase in the coming years due to government requirements and stakeholder expectations.



## Decarbonization, sustainability and clean energy

**The Norwegian government** aims to facilitate emission-free solutions along the coast.

- reducing emissions from domestic shipping and fishing vessels by half by 2030

### Ambitions of IMO's GHG Strategy<sup>1</sup>:

- 40% reduction of CO<sub>2</sub>e by 2030, compared to 2008
- Uptake of zero or near-zero GHGe technologies, fuels and/or energy sources to represent at least 5%, striving for 10%, of the energy used by 2030
- GHGe from international shipping to reach net zero by or around 2050



## Energy conversion

The cost of energy and climate emissions expected to rise with regulatory measures e.g., carbon tax.

### EU's CO<sub>2</sub> Emission Trading System (ETS)<sup>2</sup>

- Achieved 35% reduction of CO<sub>2</sub>e from power generation and energy-intensive industries between 2005 and 2021
- 2030 target for ETS emissions increased to -62% (previously -43%), compared to 2005
- Expanded to include the maritime sector



# Sustainability is key to our continued growth

## Key ESG highlights

- ESG is integrated in corporate governance structures and our companies' strategies
- We work proactively with our stakeholders in the transition process
- EQVA aims to be a frontrunner on ESG, and a strategic priority is to increase the quality of its sustainability reporting initiatives in 2024

### ESG update

- ESG report 2023 was published on EQVA's web pages in Q1 2024
- One primary objective for 2024 is to undertake preparations to ensure compliance with CSRD standards for reporting



## M&A criteria – increase Scale and Scope

Consolidation of industrial services companies that contribute to green transition in maritime, power intensive and renewable industries

Expand footprint in selected markets

Value accretive to shareholders

Cultural fit

Synergy potential