

Q1 2024

Knut Flakk, Chair of the Board
David Bandele, CFO

8 May 2024

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Our Vision
Clean Air Everywhere

Our Purpose
Driving Energy Transformation

Our Values
Integrity and Drive



Driving Energy Transformation

In 2023, Hexagon's solutions avoided

1 506 030

metric tons of CO2 equivalent emissions

Our own carbon footprint:

255 365

metric tons of CO2 equivalent

Avoided

6x

more greenhouse gas emissions than
generated in our operations

Key highlights Q1 2024



Linktra® SmartCylinder

Nationwide launch in Norway by **Hexagon Ragasco** and **Linde**



X15N Natural Gas Engine

Two leading Truck OEMs announced start of production from Q3'24



Hexagon Agility Mobile Pipeline

Record deliveries and record results - solid order book



Hexagon Purus

Very strong revenue growth - on track to positive EBITDA in 2025

Hexagon Ragasco

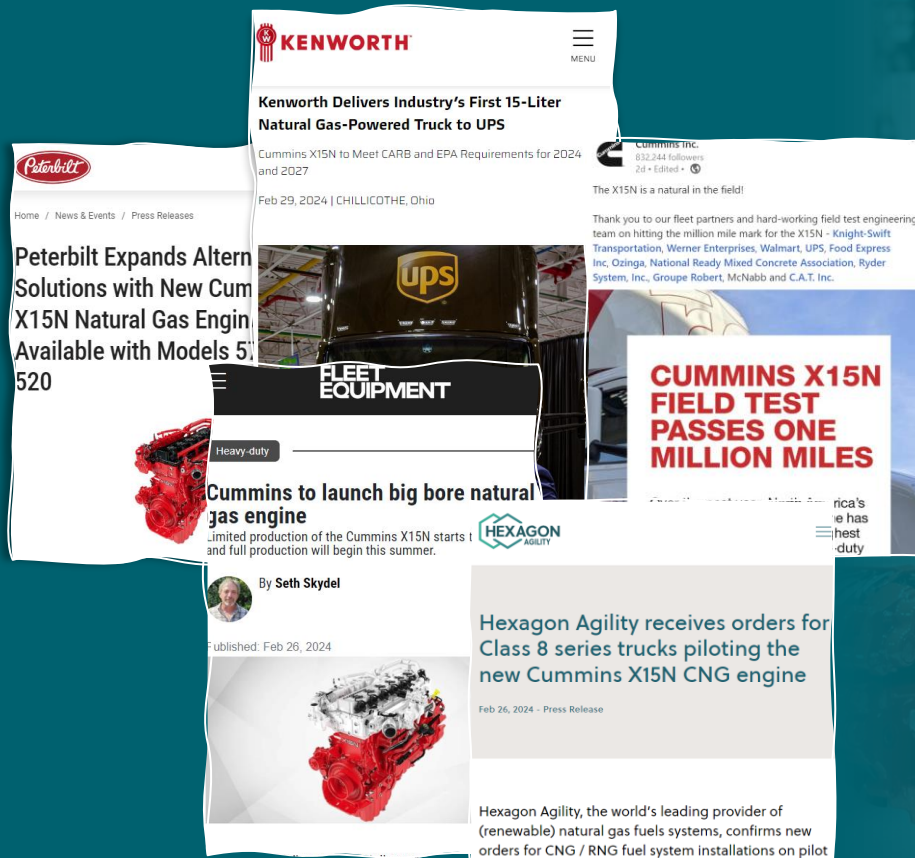
Milestone event: First order of 20,000 Linktra® cylinders received

- Available nationwide in Norway
- Optimizes logistic operations for distributors and availability for customers
- Expected to drive the conversion from steel to composites in the LPG industry



Hexagon Agility

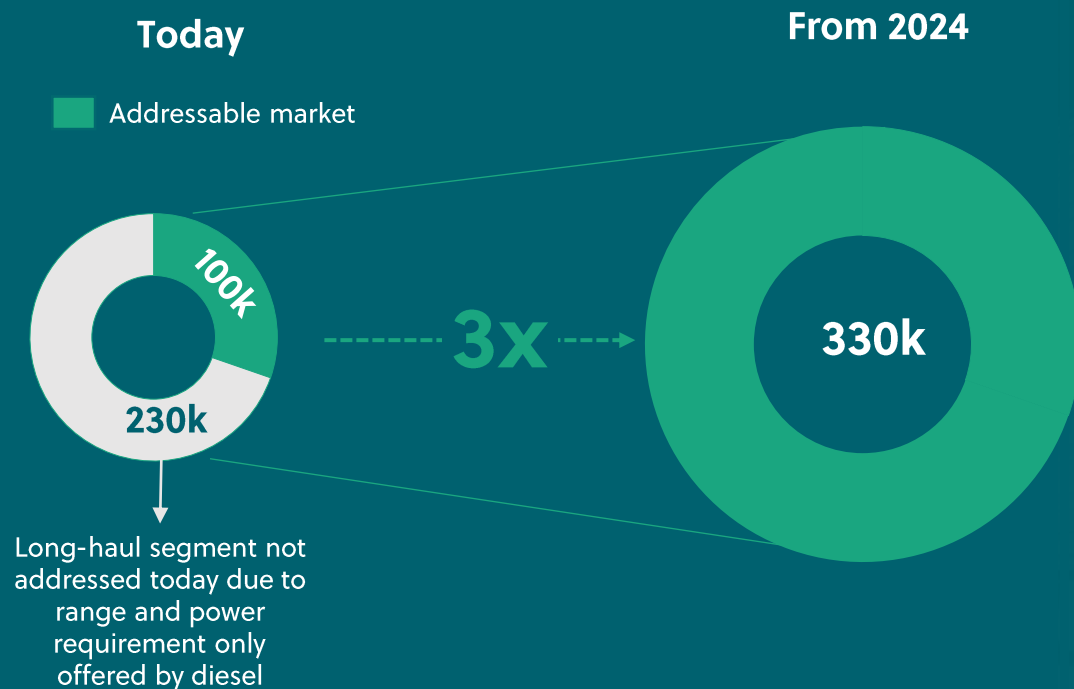
Two Truck OEMs starting serial production with the X15N engine in Q3



Hexagon Agility

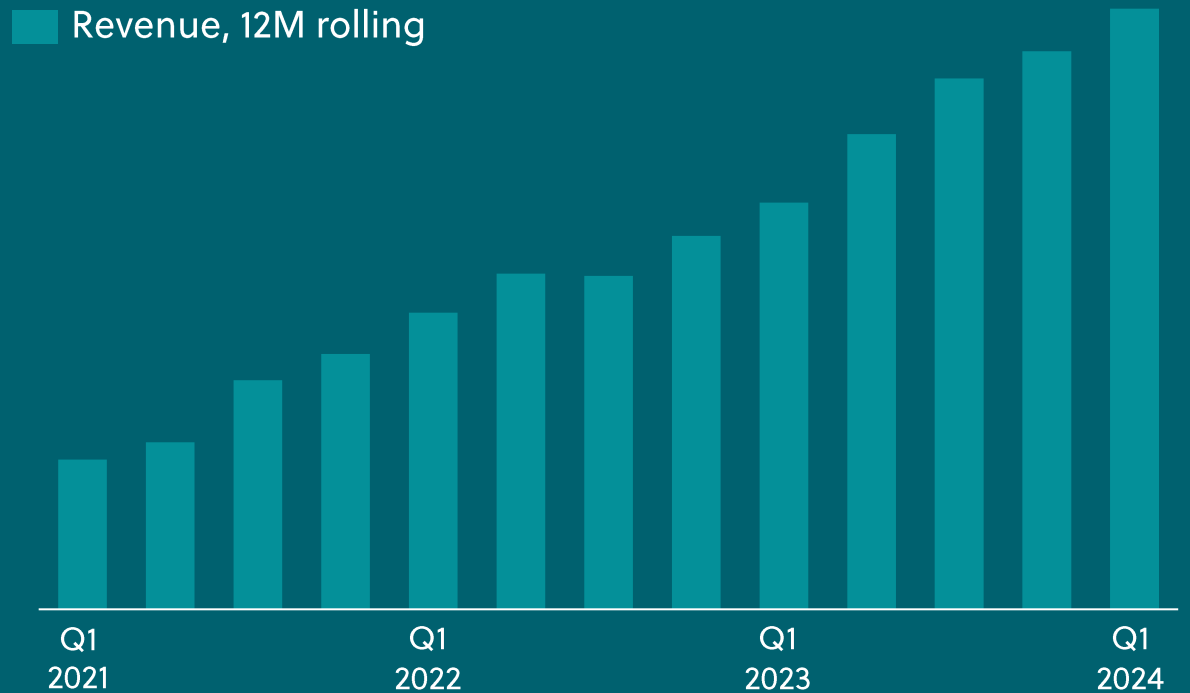
The X15N engine unlocks the long-haul segment

US heavy-duty truck addressable market for natural gas solutions
(# trucks sold per year)



Mobile Pipeline delivering record results for 8th consecutive quarter

Mobile Pipeline¹ revenue development USDm



Inaugural PromiGas Peru delivery of Titan450 modules for natural gas transportation

- Deliveries started in Q1 2024
- Total value ~ **USD 9** million, largest single order in LATAM to date

Hexagon Agility

Increased Mobile Pipeline capacity in North America coming on stream in September 2024

Upgrading cylinder capacity in Lincoln, NE, USA



USD ~3 million capacity investments

+ 40%¹
in Mobile Pipeline
capacity

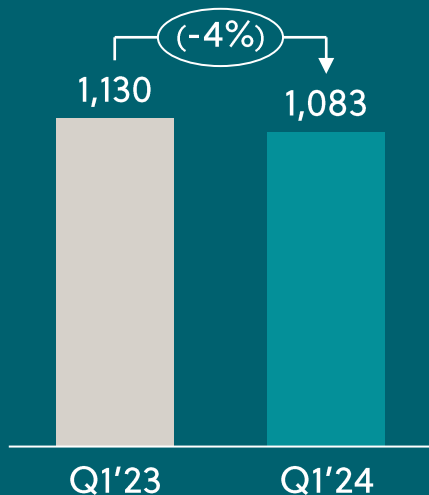
Financials



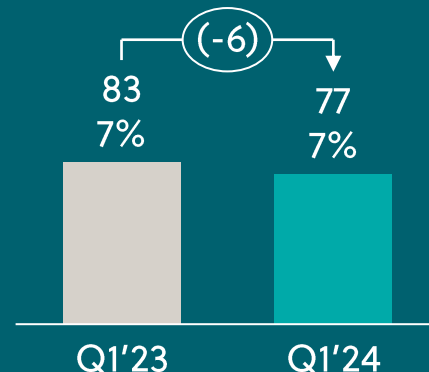
Q1 2024 Financial Highlights

Record high-revenues in Hexagon Agility's Mobile Pipeline business, offset by seasonally slow development in the fuel system business

Revenue
NOKm



EBITDA
NOKm

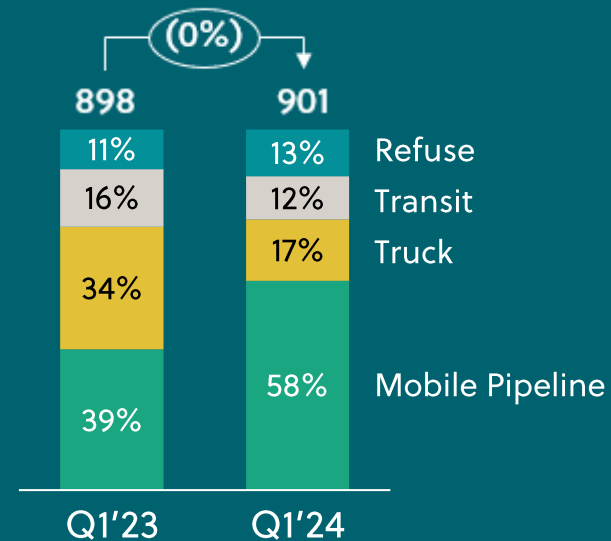


- Group revenues of **NOK ~1.1 billion**
- EBITDA of **NOK 77 million**, stable EBITDA margin at 7%
- Debt facilities renewed on 30 April with additional financial flexibility

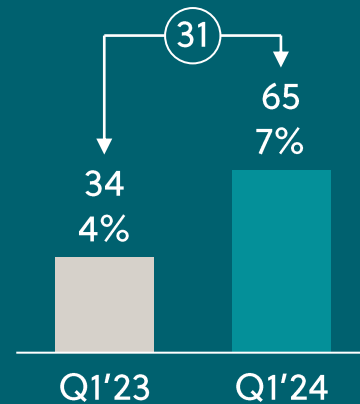
Hexagon Agility

Strong Mobile Pipeline revenue drove performance in the quarter

Revenue
NOKm

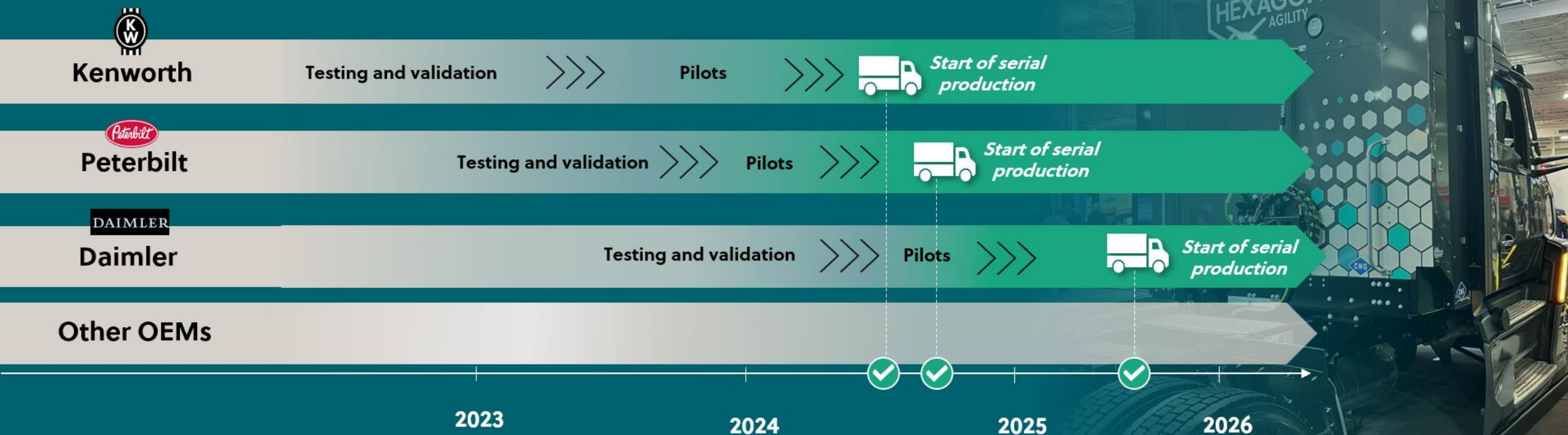


EBITDA
NOKm



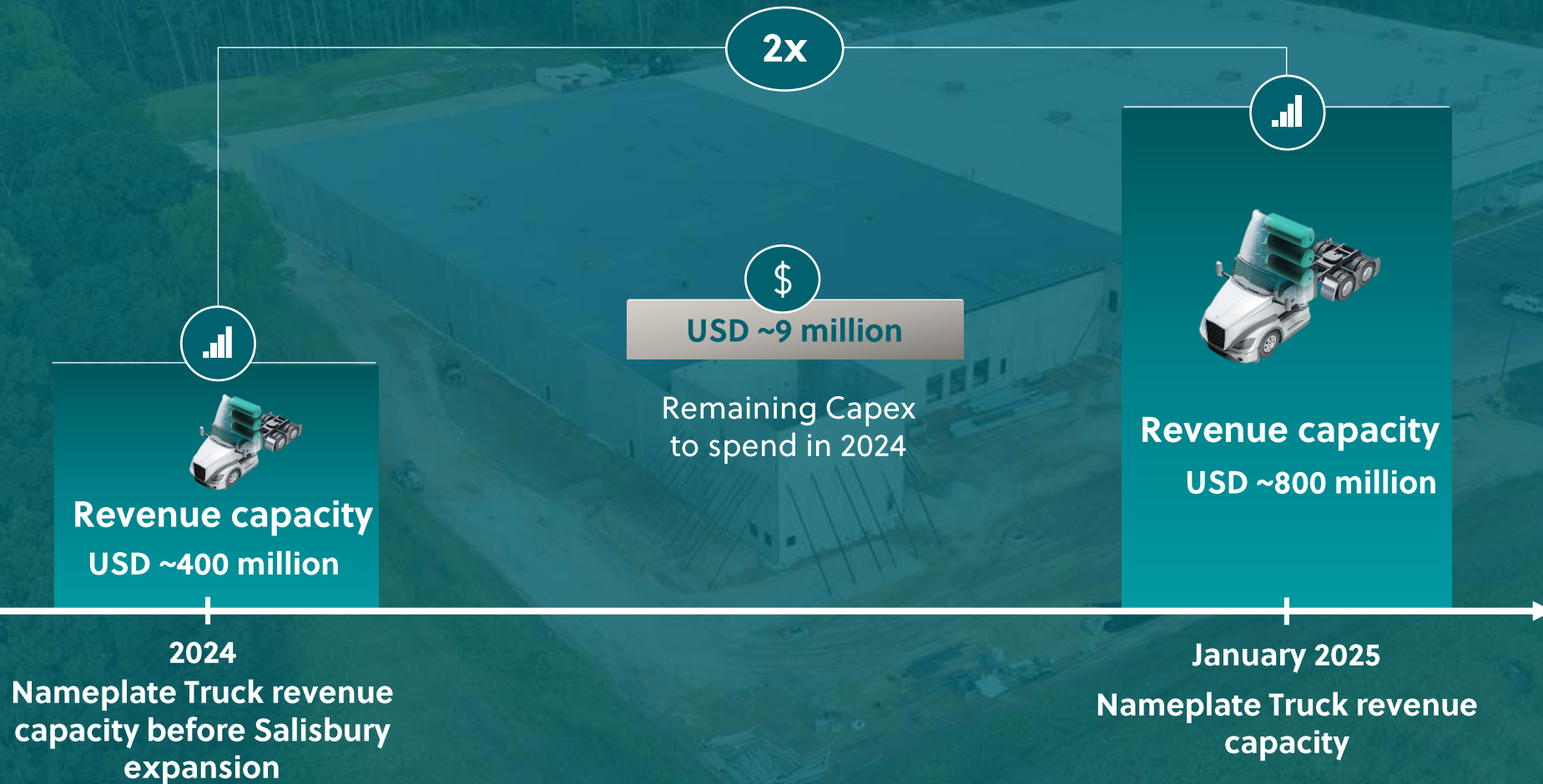
- Record-high Mobile Pipeline revenue
- Seasonally slow Truck volumes
- EBITDA gains from **Mobile Pipeline** volumes **offsetting 50%** lower y-o-y Truck activity

Hexagon Agility OEM's adopting the X15N natural gas engine



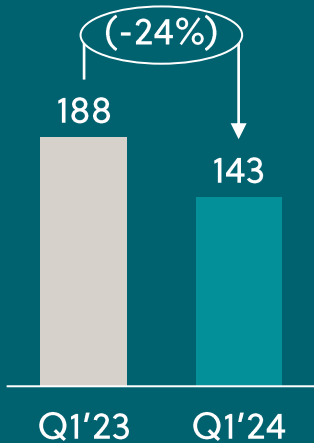
Hexagon Agility

Further moderate investment doubles revenue capacity* for Truck

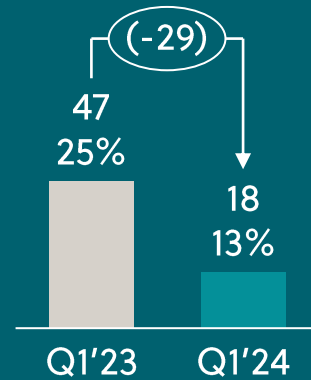


Hexagon Ragasco | Q1 2024

Revenue
NOKm



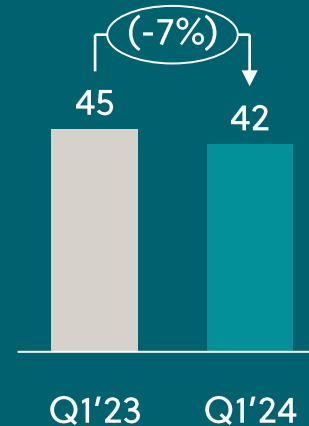
EBITDA
NOKm



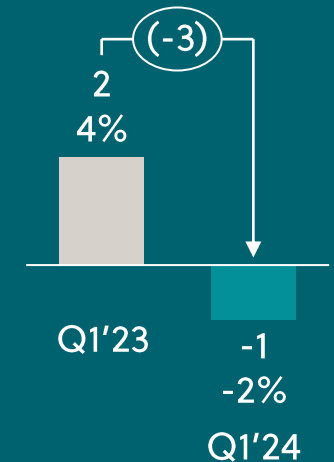
- European market de-stocking effects continue from prior quarter
- Lower efficiency from lower volumes

Hexagon Digital Wave | Q1 2024

Revenue
NOKm



EBITDA
NOKm



- Expected soft UE volumes following record prior quarter
- Strong momentum within MAE
- Continued growth opex y-o-y

Hexagon Group 2024 financial outlook

Truck sales expected to increase significantly in second half of year



Mobile Pipeline

Strong growth with almost full backlog for 2024;
Includes sales to Hexagon Purus

Transit & Refuse truck

Lumpy Transit, steady Refuse truck

Truck

Increased order activity in Q2 over Q1 nearing the
new X15N engine launch in Q3; market up-tick
generally in second half 2024



LPG cylinders

Slow Q1 in Europe followed by strong Q2 with
larger orders from Middle-east & Africa
throughout rest of year.



Cylinder testing and inspection technologies

Stronger Q2 and continued profitable growth
thereafter

Revenue

- Back-end loaded truck revenues
- Revenue opportunity from increased Mobile Pipeline capacity within Q3
- Growth on track for 2025 target of NOK >6bn

EBITDA

- Margin appreciation in second-half of year, in line with increased truck volumes
- Profitability on track for 2025 target of ~15%

2024
NOK
~5.5 bn*

2024
NOK
~600m*

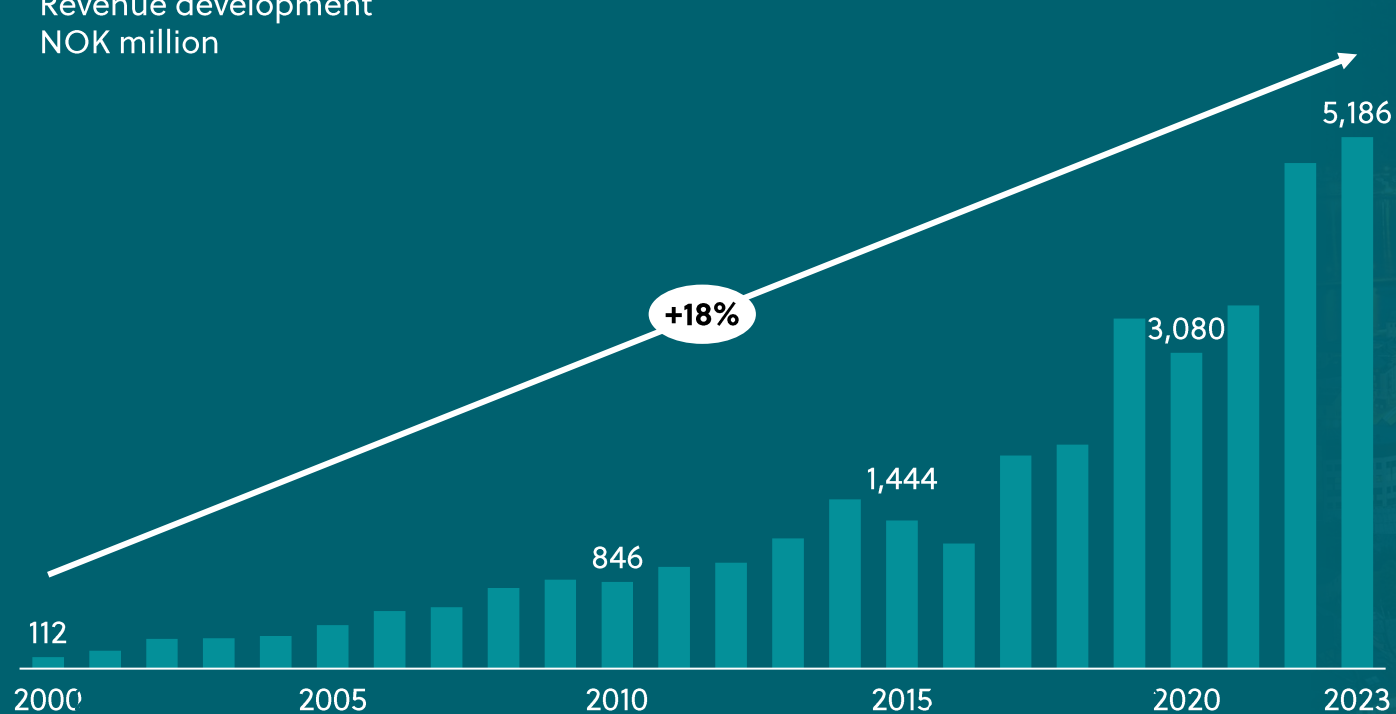
An aerial photograph of a multi-lane highway bridge spanning a wide river. The river is filled with lily pads and is flanked by dense, lush green forests. A single blue car is visible on the bridge. The word "Outlook" is overlaid in white text on the left side of the bridge.

Outlook

Hexagon Group

From local player to global leader

Revenue development
NOK million



Note: 2017 and 2018 include 50% of revenues from Agility Fuel Systems.

Hexagon Group

Our core competitive advantages



Substantial track record in technology development dating all the way back to NASA space programs in the 1960s



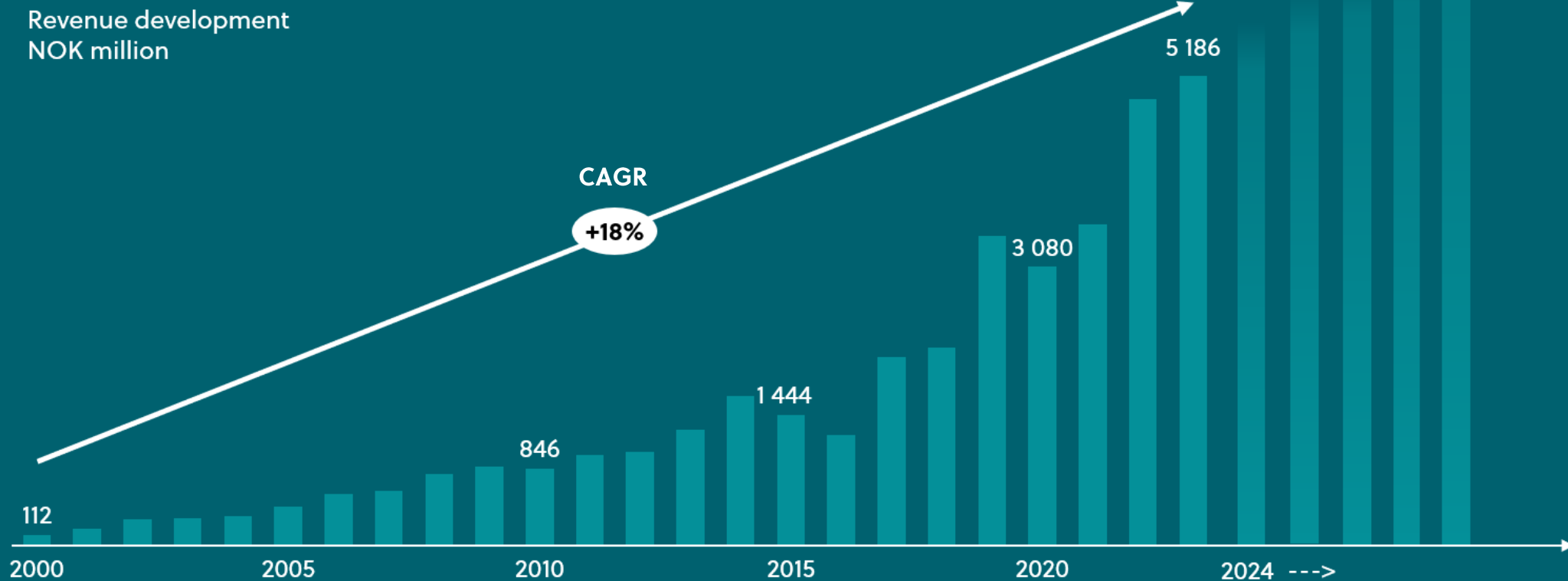
Decades of automated serial production **experience**
securing **efficient operations** and **high, consistent quality**



World's **largest producer** of composite cylinders

Hexagon Group

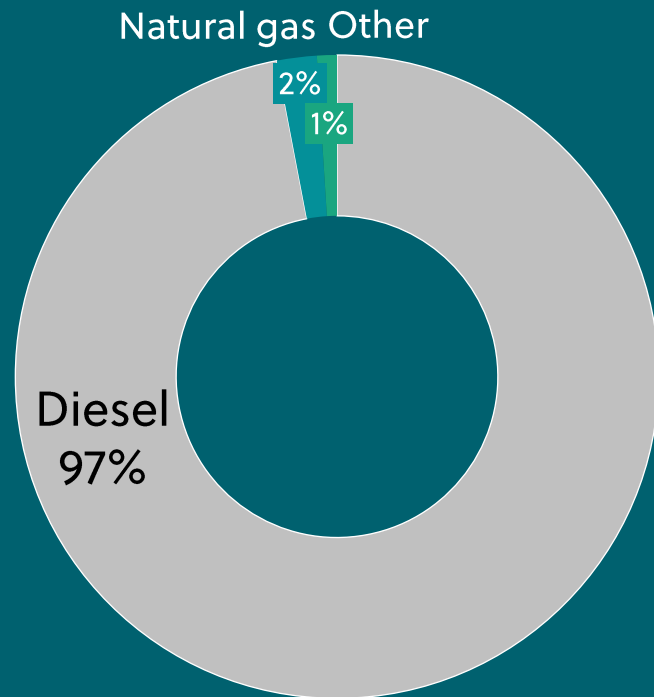
The market growth ahead



Note: 2017 and 2018 include 50% of revenues from Agility Fuel Systems.

Nearly all commercial vehicles sold in the world still run on diesel...

Truck sales by drivetrain



Heavy-duty trucks represent
~25%
of global
road emissions

Hexagon Agility

Undisputed market leader in fuel systems for natural gas vehicles in North America



100,000+
vehicles on the road

~70%
market share

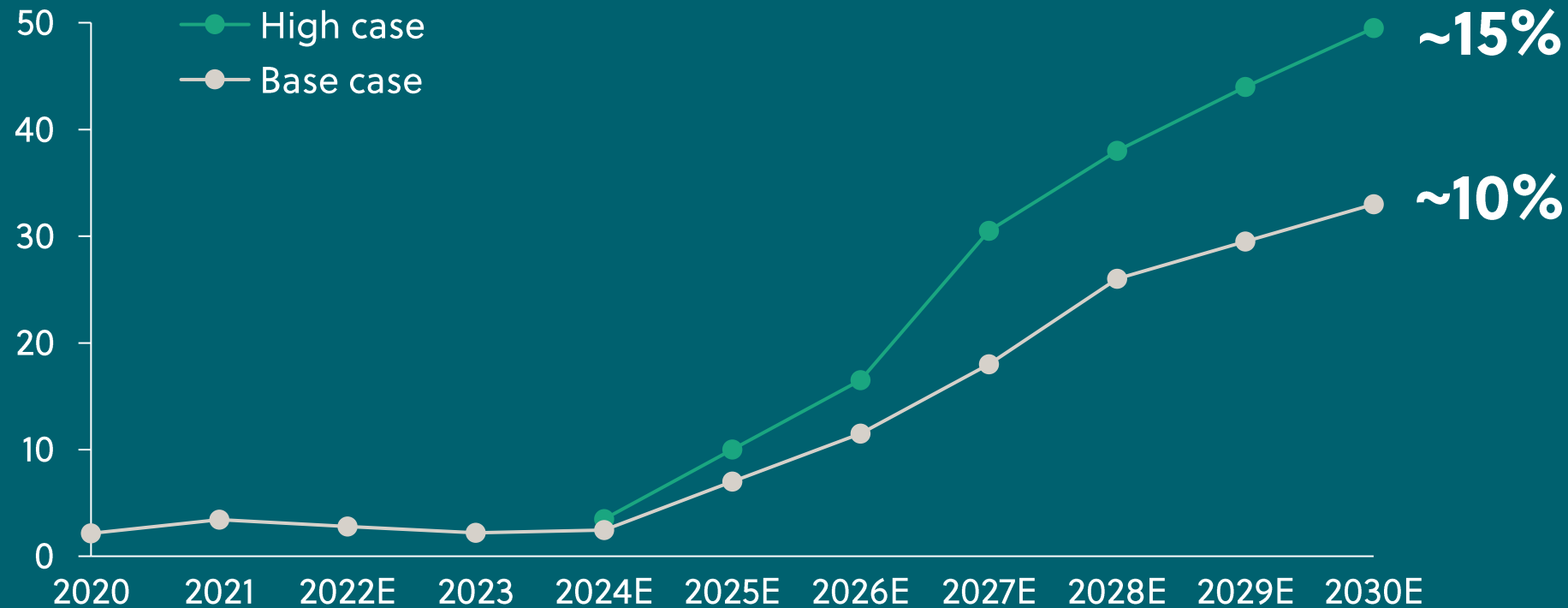


Hexagon Agility

Natural gas-powered heavy-duty truck sales expected to grow substantially

Natural gas uptake in North America – Heavy-Duty Truck

Truck sales p.a. ('000)



Hexagon Agility

The adoption of natural gas solutions is set to accelerate

**Market drivers
are getting
stronger**

**...while barriers
are
being removed**



Hexagon Agility

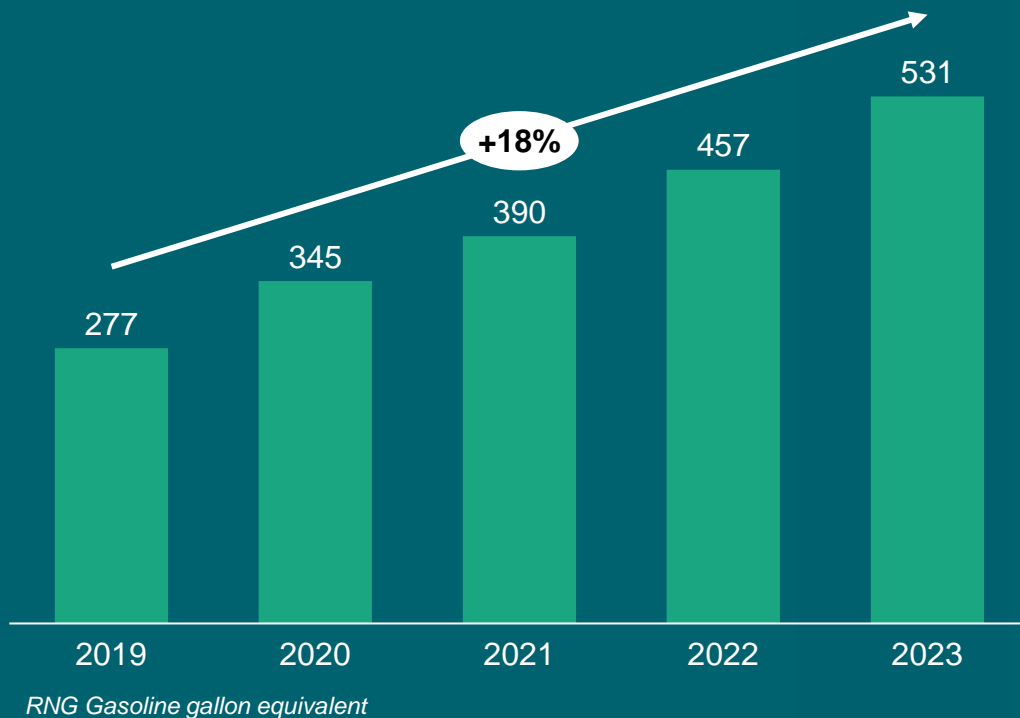
Customers committed to decarbonize

Selected key customers

DAIMLER



Strong growth in renewable natural gas availability



The use of RNG in transport

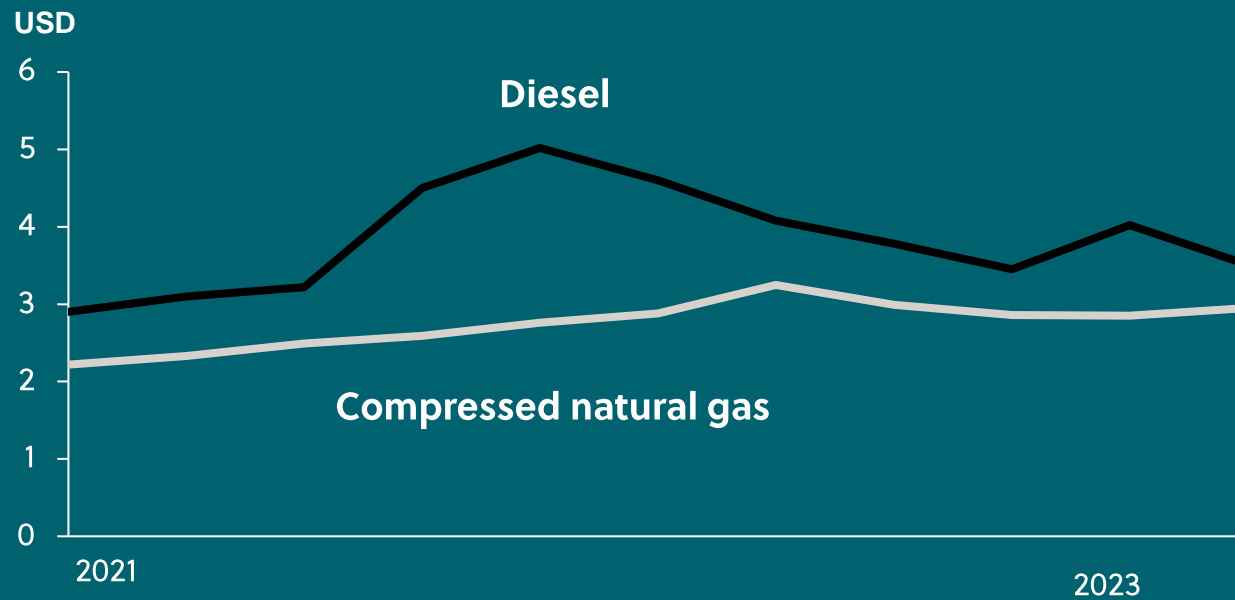
In 2023, **79%** of on-road fuel used in natural gas vehicles was RNG

RNG has the **lowest carbon intensity** of any clean fuel.

450+ new RNG facilities are under construction or in development

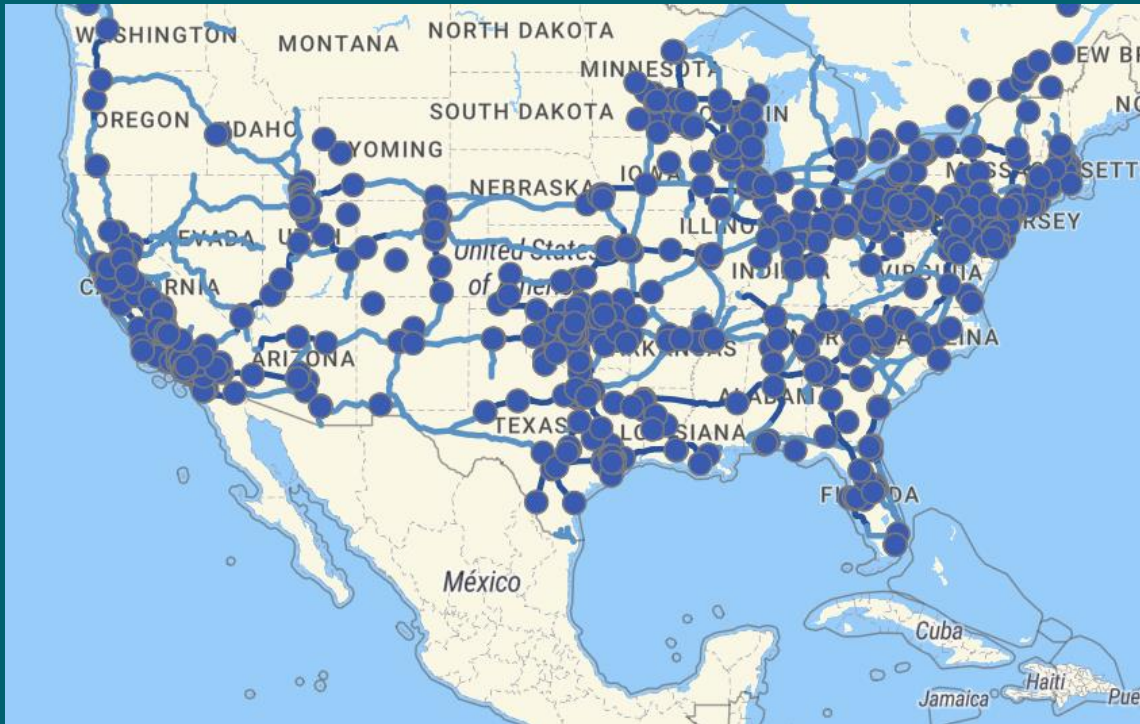
Natural gas has lower and more stable fuel cost

Price development 2021-2023



Hexagon Agility

The infrastructure for natural gas vehicles is well established



~1500 CNG/RNG
filling stations accessible
along major transportation
corridors in the US

Hexagon Agility

The X15N engine enables natural gas to go head-to-head with diesel

- ✓ Matches diesel on power and range
- ✓ 10% fuel economy improvement
- ✓ Compliant to CARB and EPA
- ✓ On the market in Asia for more than two years



*CARB: California Air Resources Board
EPA: US Environmental Protection Agency*

Key takeaways

Established market leader serving a broad blue-chip customer base

Well positioned to capture significant growth from the renewable natural gas sector

On track to deliver on 2025 targets

Revenue: >NOK 6bn
EBITDA margin: ~15%

Q&A

Appendix

Investor relations information



Exchange

Ticker symbol: HEX
ISIN: NO0003067902
Exchange: Oslo Børs



Market cap

NOK ~3.8 bn¹
Market capitalization



Investor base

Shareholders

~ 62%
International
ownership

~ 5,300



Financial calendar 2024

Q1'24	8 May
Q2'24	15 August
Q3'24	7 November
Q4'24	



Equity analyst coverage

ABG
Carnegie
Danske Bank
DNB
Nordea
SEB
Sparebank 1

For details, please visit our [website](#)



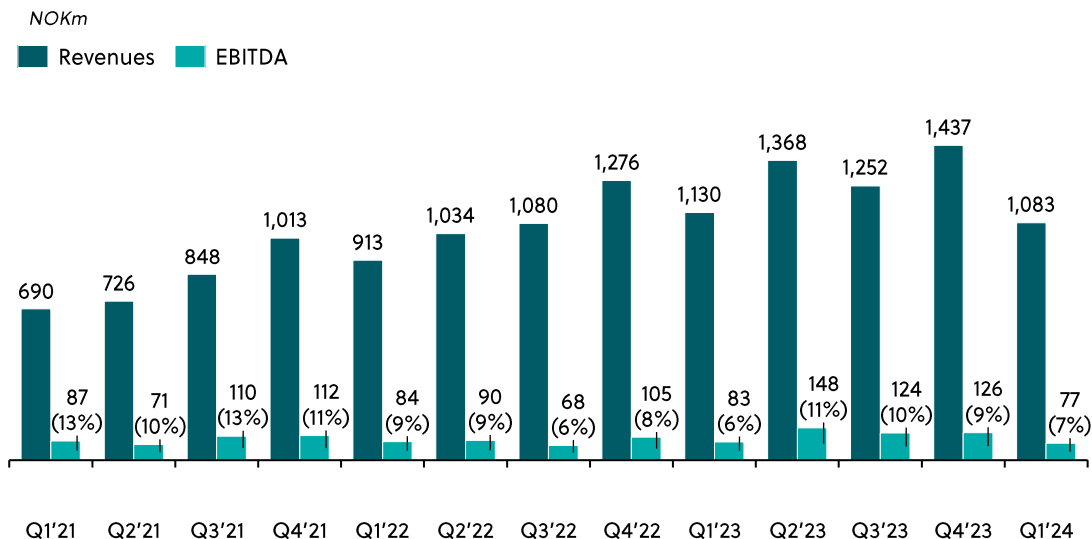
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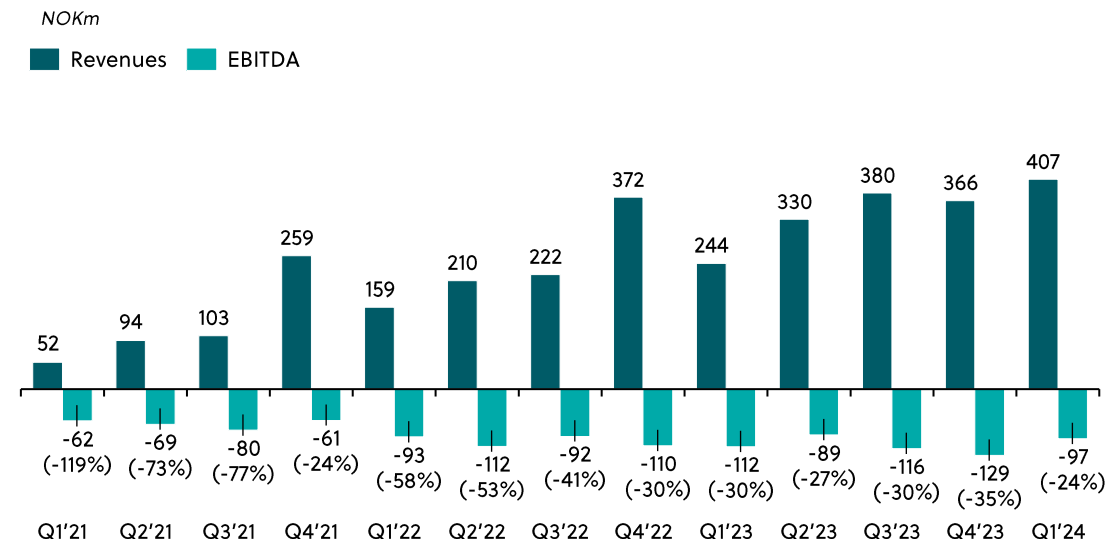
Hexagon proforma financial highlights (1/3)

Hexagon Group (continuing operations)



- **Hexagon Group (continuing operations) provides clean solutions with strong ESG benefits**
 - Hexagon Agility: (renewable) natural gas clean mobility solutions
 - Hexagon Ragasco: Portable LPG cylinders for household and leisure applications
 - Digital Wave: smart technology for monitoring and testing of cylinder systems and creating circular economy by extending life expectancy

Hexagon Purus (discontinued operations)¹



- **Hexagon Purus provides clean and sustainable fuel solutions for battery electric and hydrogen vehicles**

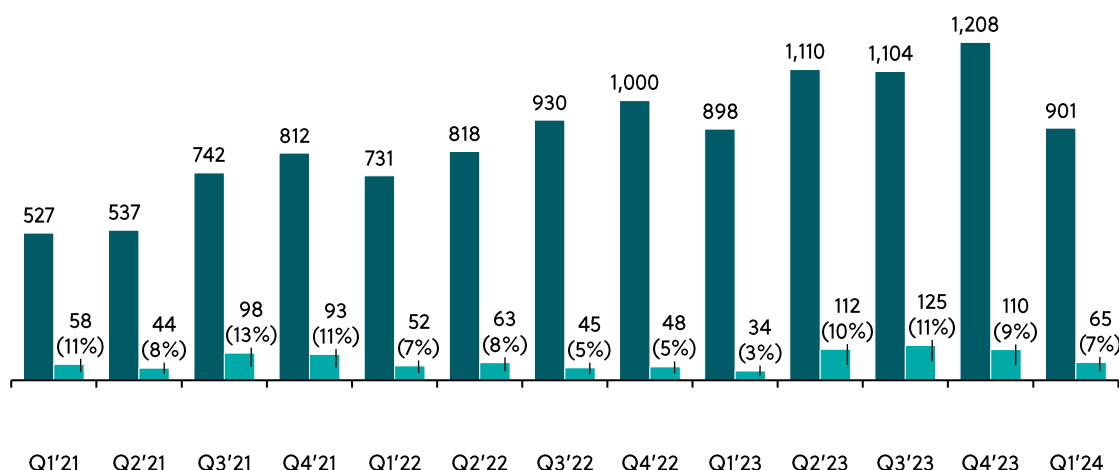
¹⁾ Hexagon Purus was effectively deconsolidated as a subsidiary on 29 June 2023 and has since this date been accounted for as an associated company by use of the equity method. The figures in the graph shows Hexagon Purus' financials on a 100% basis.

Segment proforma financial highlights (2/3)

Hexagon Agility

NOKm

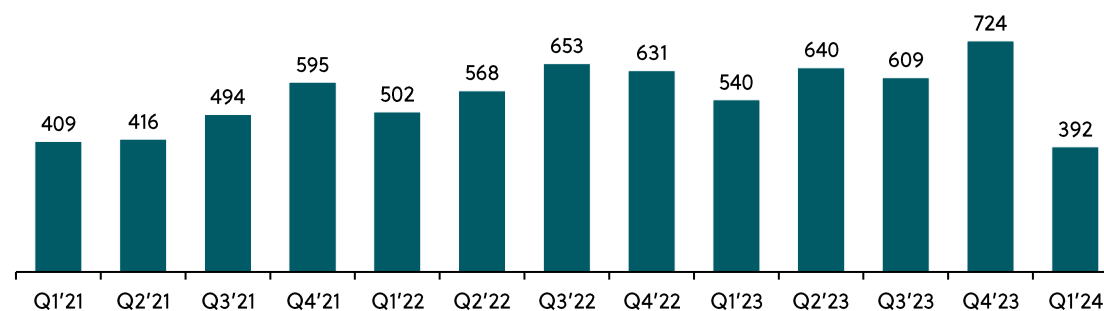
Revenues EBITDA



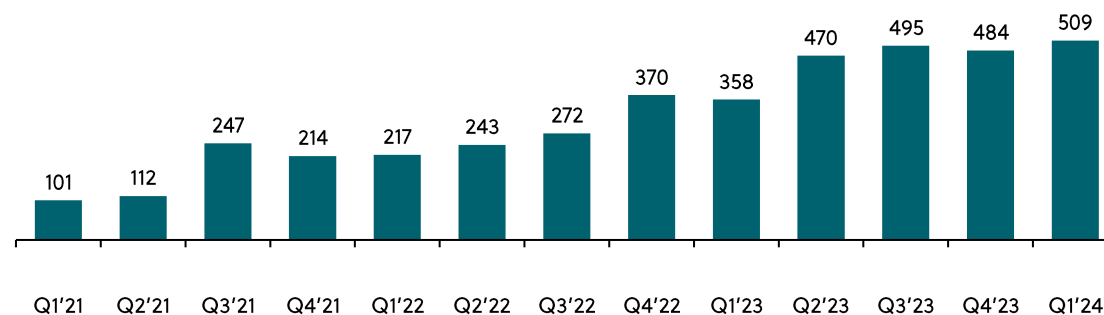
- Hexagon Agility provides (renewable) natural gas clean mobility solutions for Heavy and Medium Duty Vehicles, Mobile Pipeline, and Light-Duty Vehicles
- Global leading provider within markets including Heavy-Duty/ Medium-Duty Trucks, Refuse Truck, Transit Bus, Gas Transportation, Mobile Refueling units and Passenger cars

Hexagon Agility revenue split (after eliminations) NOKm

Fuel systems commercial vehicles (medium and heavy-duty vehicles)



Mobile Pipeline¹



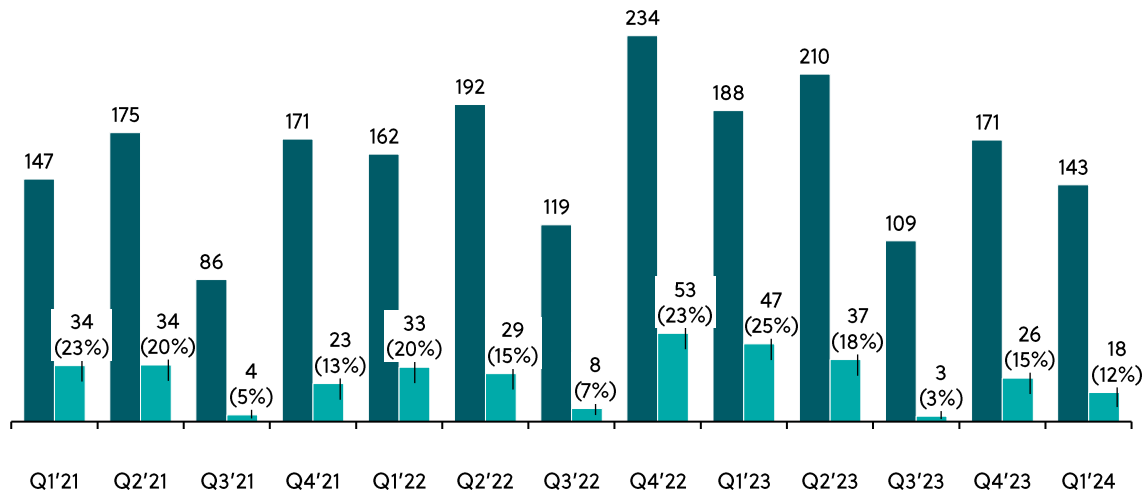
¹) Including revenues previously referred to as Cylinders/Other. Historical figures re-presented for comparability purposes.

Segment proforma financial highlights (3/3)

Hexagon Ragasco

NOKm

Revenues EBITDA

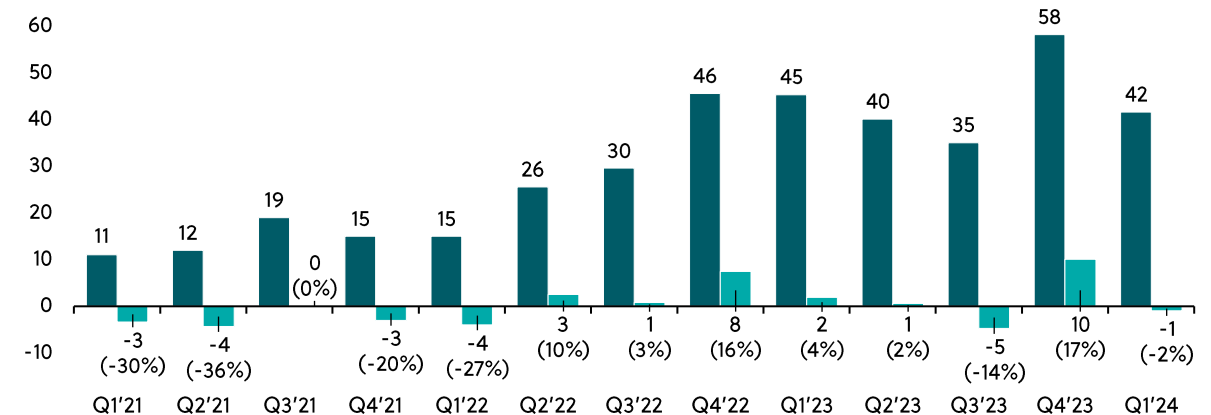


- World leading provider of LPG composite cylinders
- Delivered over 20 million cylinders worldwide
- Strategic agenda include IoT and digitalization providing connectivity and driving value chain transformation

Hexagon Digital Wave

NOKm

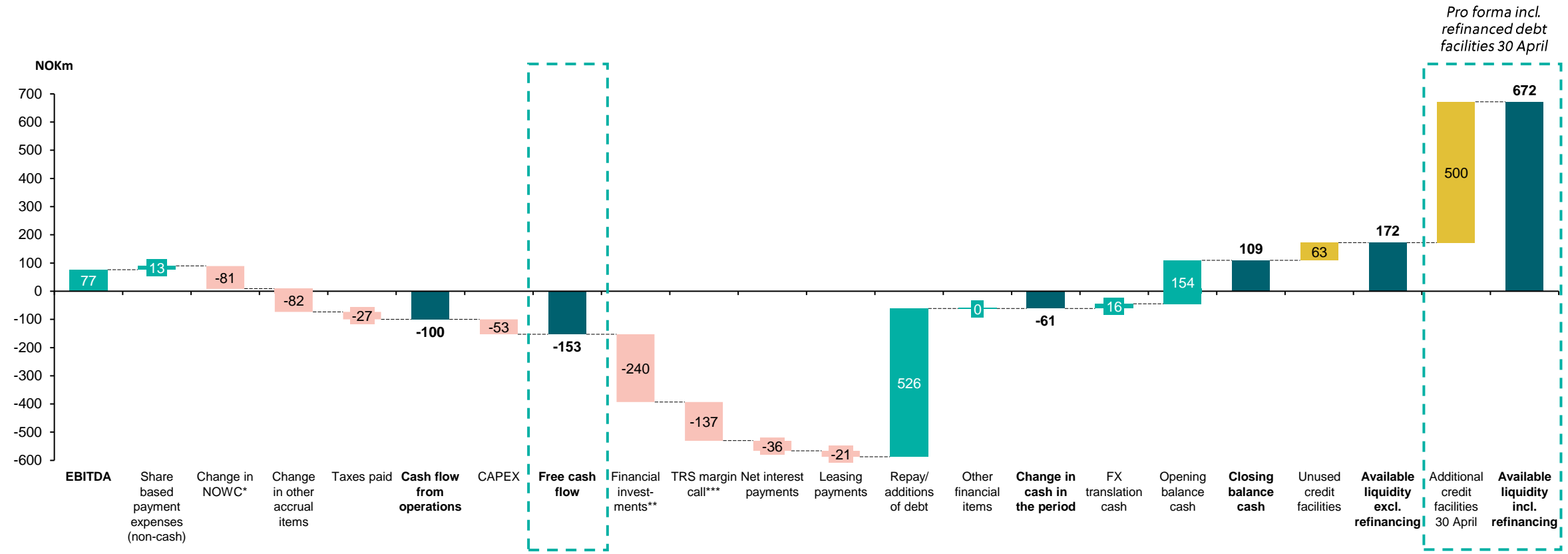
Revenues EBITDA



- Proprietary safety technology – Modal Acoustic Emission (MAE) technology for testing and certifying cylinders
- Strategic agenda include cylinder digitalization with real-time monitoring, testing and certification, creating a circular economy through enabling life extension



Cash flow Q1 2024

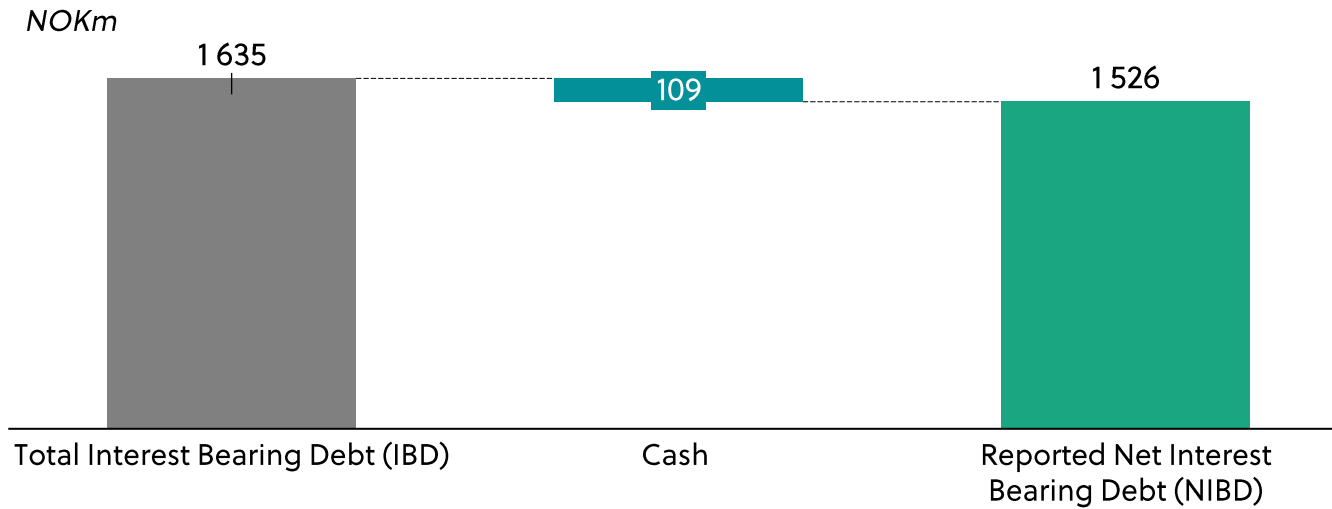


Non-operational events - 200m investment in Hexagon Purus' convertible bond investment and margin calls on Hexagon Purus TRS of NOK 137m - impact liquidity in Q1.
Renewed debt facilities on 30 April with an additional NOK 500m in capacity

* NOWC = net operating working capital = inventory + trade receivables – trade payables – contract liabilities (prepayments)
** Financial investments relate convertible debt investment in Hexagon Purus of NOK 200m on 1 February, and loans to Cryoshelter
*** TRS margin call refers to collateral cash payments on Purus TRS instrument due to share price in Purus falling below margin thresholds



Hexagon Group leverage



- After Refinancing on April 30th, Hexagon Group has **NOK 672 million** in available liquidity

NIBD/EBITDA LTM

