

HAV Group ASA

Q4 - QUARTERLY REPORT 2024



HAV Group ASA

HAV is the Norwegian word for ocean.

The HAV Group is an international provider of technology and services for maritime and marine industries.

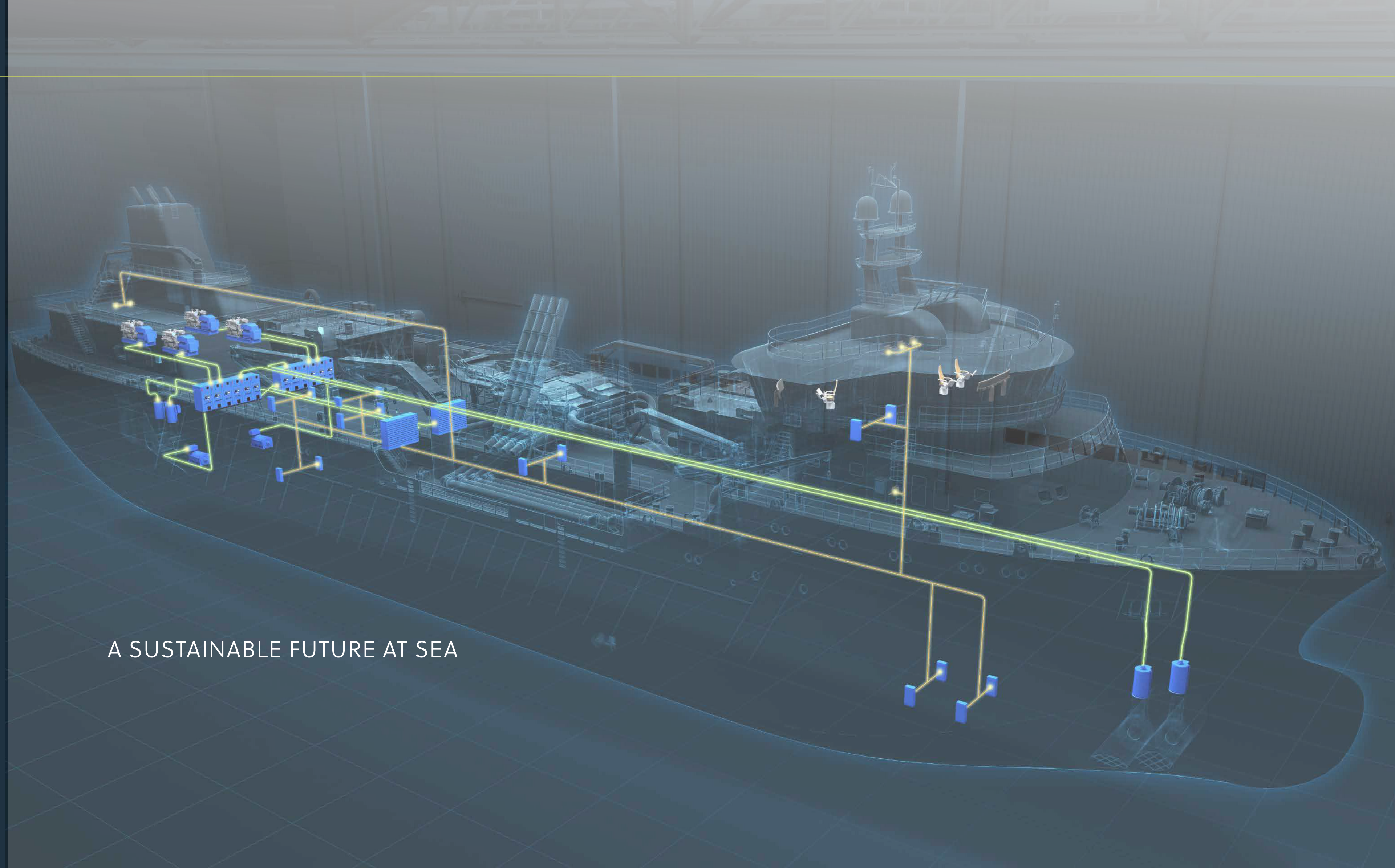
The Group's vision is
"A sustainable future at sea".

HAV Group was established in 2021 and comprises four subsidiaries with a leading position in supporting the marine and maritime industries towards the ultimate goal of zero emissions, all based on our Norwegian heritage, experience, quality focus and innovative solutions.

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Our experience and expertise, as well as the focus on efficiency, safety, and sustainability, lays the foundation for developing and delivering highquality innovative solutions to our customers in the seafood, energy, and transport sectors.

This insight provides our customers with a head start, increases their competitiveness, and enables them to realize the green shift towards a sustainable future at sea.



A SUSTAINABLE FUTURE AT SEA

The Group shall create shareholder value by contributing to its subsidiaries and projects through:

Actively taking part in subsidiary companies' strategic development to implement group strategy

Stimulating intercompany business development and R&D processes

Extracting synergies through economies of scale and standardization of processes and systems

Pursuing value accretive growth – organic and through M&A

THE HAV GROUP



Ship Design

ENERGY-EFFICIENT. LOW- AND ZERO EMISSION SHIP DESIGNS

HAV Group advises customers regarding selection of vessel parameters and technologies that allow shipowners to increase their competitiveness and enable the green transition at sea.

It provides pioneering innovations in the design and construction of low and zero-emission vessels and energy-optimized ship designs.

This entails developing the most efficient vessels possible, covering every aspect of the vessel's functionality and performance, including environmental performance, through concept development, detail design, equipment selection, procurement, system engineering and integration.

Further, innovative simulation-based ship design enables analysis and documentation of real-life performance of a vessel – before it has been built.

In total, HAV Group possesses the competence and tools available to help shipowners design, develop and construct low and zero emission vessels, thereby supporting the global maritime industry in reaching its emission targets.

HAV Group's subsidiary **HAV Design** has a track record of more than 100 ship designs.



Energy Design & Smart Control

YOUR EXPERT IN ENERGY DESIGN AND SMART CONTROL SYSTEMS

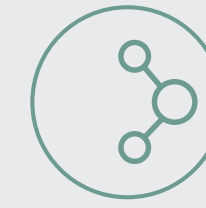
HAV Group supplies low and zero emission energy, propulsion and control systems for the global marine market.

Detailed knowledge about vessel operations – from bridge to propeller – and specialist competence in integrating energy sources, including electric propulsion and charging systems, allow design of optimal power and propulsion systems that keep emissions to a minimum.

Smart control systems and software platforms for navigation, automation and control ensure even more fuel-efficient operations.

These products and systems are key enablers to achieve low and zero emissions, and can be applied to newbuilds or retrofitted on board existing vessels, making it easier for shipowners to reduce emissions from their fleets.

HAV Group's subsidiary **Norwegian Electric Systems** is a leading supplier of advanced diesel electric, hybrid electric, and 100 percent electric propulsion systems, for the global marine market.



Hydrogen-based Energy Systems

EXPERTS IN ENABLING MARITIME ZERO EMISSION

HAV Group is a supplier of complete and scalable zero-emission hydrogen-based energy systems for vessels. The systems are suitable for both vessel newbuilds and retrofits.

The group has developed maritime-based energy systems with liquid hydrogen tank below deck and a container-based hydrogen system to be installed on deck – the Zero Emission Pod.

Adoption of hydrogen as ship fuel is considered a vital part of the transition to more sustainable shipping. HAV Group is one of the global frontrunners in offering approved hydrogen-based energy systems for ships.

Installed effect can be used for the main propulsion systems, or for additional power supply on board the vessel to comply with green operation standards. Quayside, hydrogen systems can ensure sufficient green power supply to the vessel, which does not need to rely on onshore charging infrastructure to achieve zero emission status.

HAV Group's subsidiary **HAV Hydrogen** develops hydrogen-based energy systems for vessels.



Water Treatment Systems

YOUR EXPERT IN CLEAN WATER AND BALLAST WATER TREATMENT SYSTEMS

HAV Group is a supplier of ballast water treatment systems for ships and other water treatment systems for the aquaculture industry.

The spread of invasive species is recognized as one of the greatest threats to the ecological and the economic wellbeing of the planet.

Efficient treatment of ballast water prevents the unwanted spread of invasive species. The ballast water treatment system is available for both retrofit and vessel newbuilds.

Process water treatment for aquaculture production is key to maintain fish health and avoid detrimental effect on local environment.

HAV Group provides water treatment technologies for both land-based aquaculture and live fish carriers. Moreover, HAV Group's water treatment products are based on a chemical-free system that does not pollute the marine environment.

HAV Group's subsidiary **Norwegian Greentech** develops and manufactures water treatment systems.



HIGHLIGHTS in Q4 2024

- Turnover of NOK 310.1 million (113.5)
- EBITDA of NOK 7.9 million / 2.6% (-26.1 / - 23.0%)
- EBIT of NOK 3.6 million / 1.2% (-30.3. / -26.7%)

- Profit before tax in Q4 of NOK 10.4 million/ 3.4%
- Cash position of NOK 250.4 million

Key Milestones in Q4 2024

- Order intake of NOK 214 million
- Book-to-bill of x0.69
- Order backlog MNOK 1.227

- New orders for more than NOK 200 million signed in Q4.

Subsequent events

- Awarded contracts for delivery of power systems for 8 x Wilson bulk carriers
- Breakthrough contract within land-based aquaculture.

In total orders for more than NOK 100 millions.

STATUS AND OUTLOOK

HAV Group's revenue decline versus the third quarter last year was largely driven by lower levels of trading. However, revenue and margin were also negatively impacted by progress in customers' projects. This had a knock-on effect on HAV Group's delivery schedules and associated revenue and profit in the quarter.

Recent contract wins are still in start-up phase and have not yet started to generate noticeable income/ margin contribution.

Global megatrends, including regulatory changes as well as increasing pressure on vessel and cargo owners to remain competitive, provide

commercial incentives and regulatory requirements for the maritime industry to invest in vessels' lifecycle performance. HAV Group possesses the technologies and products that enable shipowners to optimize their vessels' operational, financial and environmental performance.

The global shipbuilding market is predicted to remain at a stable level in the coming years, providing ample opportunities for HAV Group.

Although international trade conflicts create unwanted market uncertainty, the large majority of HAV Group's market exposure is towards European and Norwegian customers – thereby limiting the

group's exposure to transcontinental tariff regimes. HAV Group achieved its projected revenue growth in 2024 compared to 2023.

Looking ahead, HAV Group reiterates its previous guidance and expects significant revenue growth in 2025, driven by recent contract wins and robust tender activity, with associated margin improvements.



CONSOLIDATED STATEMENT OF PROFIT OR LOSS

HAV Group ASA

(NOK 1 000)	Q4 2024	Q4 2023	2024	2023
	Unaudited	Unaudited	Unaudited	Audited
Revenue	309 534	113 082	763 017	615 433
Other operating revenues	562	371	2 156	1 668
Operating income	310 096	113 453	765 173	617 101
Materials and consumables	232 001	68 006	520 016	367 779
Payroll expenses	55 834	48 131	202 755	161 137
Other operating expenses	14 332	23 404	77 252	79 095
Operating expenses	302 167	139 541	800 023	608 011
EBITDA	7 929	-26 087	-34 850	9 090
Depreciation	4 358	4 251	16 403	16 988
Operating profit/loss (EBIT)	3 571	-30 338	-51 253	- 7 898
Financial income	5 523	4 736	34 859	29 203
Financial expenses	-1 341	7 202	20 422	27 281
Profit / loss before tax	10 435	-32 805	-36 816	-5 976
Earnings per share (before tax)	0.30	-0.94	-1.05	-0.17

INCOME STATEMENT

The operating income for HAV Group in the fourth quarter of 2024 was NOK 310.1 million, compared to NOK 113.5 million in the fourth quarter of 2023.

In the fourth quarter of 2024, the Group recorded profit before interest tax and depreciation / amortisation (EBITDA) of NOK 7.9 million, while the EBITDA for the fourth quarter of 2023 was NOK -26.1 million.

This corresponded to an EBITDA margin of 2.6% in the fourth quarter of 2024 compared to -23.0% in the fourth quarter of 2023.

The consolidated figures are presented according NGAAP standard. For more info related to accounting principles, please see Annual Report 2023.

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

HAV Group ASA

(NOK 1 000)	2024	2023
ASSETS	Unaudited	Audited
Non-current assets		
Licenses, patents and R&D	85 058	90 275
Total intangible assets	85 058	90 275
Fixed assets		
Property, plant and equipment	11 032	10 441
Total tangible fixed assets	11 032	10 441
Financial fixed assets	161	141
Financial fixed assets	161	141
Total fixed assets	96 251	100 856
Current Assets		
Inventory	33 847	36 342
Accounts receivable	138 097	55 979
Accrued revenue	14 187	8 885
Other current receivables	63 283	73 427
Total receivables	249 413	174 634
Investments		
Other financial instruments	5 464	0
Total investments	5 464	0
Cash and bank deposits	250 430	151 977
Total current assets	505 307	326 610
TOTAL ASSETS	601 559	427 466

(NOK 1 000)	2024	2023
EQUITY AND LIABILITIES	Unaudited	Audited
Equity		
Paid-in Equity	122 202	122 202
Retained earnings	-40 633	-29 997
Treasury shares	0	-3 341
Non-controlling interests	-280	2 306
Total equity	81 289	91 170
Liabilities		
Deferred tax liability	7 452	7 452
Total provisions for liabilities	7 452	7 452
Other long-term liabilities		
Liabilities to Financial institutions	10 036	26 821
Other long-term liabilities	3 721	4 686
Total other long term liabilities	13 757	31 508
Total long term liabilities	21 209	38 959
Current liabilities		
Accounts payable	89 315	43 964
Tax payable	0	686
Public duties payable	15 505	17 739
Advance payment from customers	351 605	174 132
Other current liabilities	42 636	60 817
Total current liabilities	499 061	297 338
Total liabilities	520 269	336 297
TOTAL EQUITY AND LIABILITIES	601 559	427 466

FINANCIAL POSITION

The total assets in the Group are NOK 601.6 million versus NOK 427.5 million at end of 2023. Total current assets increased from NOK 326.6 million year end 2023 to NOK 505.3 million per Q4.2024. Cash and bank deposit increased by NOK 98.5 million and total receivables increased by NOK 74.7 million.

Total equity has decreased by NOK 9.9 million to NOK 81.3 million per Q4 2024. This is mainly caused by negative result in 2024. Sales of own shares increased equity by approx. NOK 30 million. Start-up of several recently won projects has resulted in a significantly higher total balance (due to advance payments from customers), which means that the equity ratio has decreased from 21.3% year end 2023 to 13.5% per Q4 2024.

DNB has waived all financial covenants for Q3 and Q4 reporting. The company and the bank have agreed to set a new covenant structure that reflects HAV Group's growth phase and project-based business within Q1 2025 reporting.

As a requirement from DNB, HAV Group sold all its treasury shares (3 466 829) in Q4, and all shares was sold to Havila Holding AS at a price of NOK 8.50 per share.

Total liabilities increased from NOK 336.3 million at year end 2023 to NOK 520.3 million per Q4 2024. Main reason is increase in advance payments from customers.

SEGMENT INFORMATION

2024 Q4 (Unaudited)						
(NOK million)	Ship Design	Energy Design & Smart Control	Water treatment systems	Hydrogen-based energy systems	Other / Elimination	HAV Group ASA
Operating revenues (External)	182.9	122.2	16.8	0.0	-12.4	309.5
Other operating revenues	0.3	0.0	0.2	0.0	0.0	0.6
Total Operating income	183.2	122.3	17.0	0.0	-12.4	310.1
EBITDA	2.8	14.2	-1.4	-2.4	-5.3	7.9
Depreciation	1.0	1.6	1.6	0.0	0.2	4.4
Operating profit/loss (EBIT)	1.8	12.7	-3.1	-2.4	-5.4	3.6
Net financial items	1.3	4.6	-0.5	0.0	1.5	6.9
Profit/Loss before tax	3.1	17.2	-3.6	-2.4	-3.9	10.4
Total assets	142.8	399.5	80.2	8.6	-29.6	601.6
Equity	26.0	17.1	12.3	5.3	20.6	81.3
Liabilities	116.8	382.4	67.9	3.3	-50.2	520.3
2023 Q4 (Unaudited)						
(NOK million)	Ship Design	Energy Design & Smart Control	Water treatment systems	Hydrogen-based energy systems	Other / Elimination	HAV Group ASA
Operating revenues (External)	22.8	68.0	22.1	0.2	0.0	113.1
Other operating revenues	0.3	0.0	0.1	0.0	0.0	0.4
Operating income	23.8	68.0	22.2	0.2	-0.7	113.5
EBITDA	0.8	-16.8	-1.2	-2.2	-6.6	-26.1
Depreciation	0.6	1.8	1.6	0.0	0.2	4.3
Operating profit/loss (EBIT)	0.2	-18.6	-2.9	-2.2	-6.8	-30.3
Net financial items	0.9	-1.8	-0.5	-0.2	-1.0	-2.5
Profit/Loss before tax	1.1	-20.4	-3.3	-2.4	-7.8	-32.8
Total assets	195.3	189.6	108.7	17.6	-83.8	427.5
Equity	16.3	24.5	10.0	15.3	25.1	91.2
Liabilities	179.0	165.1	98.7	2.4	-108.9	336.3

SEGMENTS Q4 2024

Ship Design

- EBITDA of NOK 2.8 million / 1.5% in the fourth quarter of 2024.
- Profit before tax of NOK 3.1 million / 1.7% in the fourth quarter of 2024.
- EBIT is higher than fourth quarter last year.
- The Q4 2024 is still impacted by low capacity utilisation and loss provision related to a specific project.

Energy Design & Smart Control Systems

- EBITDA of NOK 14.2 million / 11.6% in the fourth quarter of 2024.
- Profit before tax of NOK 17.2 million / 14.1% in the fourth quarter of 2024.
- EBIT is higher level based on higher capacity utilisation, contribution from Aftermarket & Services and general high project progress.

Water Treatment Systems

- EBITDA of NOK -1.4 million / -8.4% in the fourth quarter of 2024.
- Profit before tax of NOK -3.6 million / -20.9% in the fourth quarter of 2024.
- Results affected by lower than expected sales in marine segment and delayed investment decisions in land-based aquaculture.

Hydrogen-based Energy Systems

- EBITDA of NOK -2.4 million in the fourth quarter of 2024.
- Profit before tax of NOK -2.4 million in the fourth quarter of 2024.
- Main focus is further product development and market entry with maritime hydrogen systems.

SEGMENT INFORMATION

2024 YTD (Unaudited)						
(NOK million)	Ship Design	Energy Design & Smart Control	Water treatment systems	Hydrogen-based energy systems	Other / Elimination	HAV Group ASA
Operating revenues (External)	333.3	364.5	97.3	0.9	-33.0	763.0
Other operating revenues	1.7	0.0	0.5	0.0	0.0	2.2
Total Operating income	334.9	364.5	97.7	0.9	-33.0	765.2
EBITDA	7.9	-12.9	0.3	-10.1	-20.1	-34.8
Depreciation	3.4	5.8	6.5	0.0	0.7	16.4
Operating profit/loss (EBIT)	4.5	-18.7	-6.2	-10.1	-20.8	-51.3
Net financial items	5.3	12.1	-1.5	-0.6	-0.8	14.4
Profit/Loss before tax	9.8	-6.6	-7.7	-10.8	-21.6	-36.8
Total assets	142.8	399.5	80.2	8.6	-29.6	601.6
Equity	26.0	17.1	12.3	5.3	20.6	81.3
Liabilities	116.8	382.4	67.9	3.3	-50.2	520.3
2023 YTD (Unaudited)						
(NOK million)	Ship Design	Energy Design & Smart Control	Water treatment systems	Hydrogen-based energy systems	Other / Elimination	HAV Group ASA
Operating revenues (External)	245.1	215.6	154.4	0.5	0.0	615.6
Other operating revenues	1.3	0.0	0.3	0.0	0.0	1.5
Operating income	249.3	220.8	156.0	0.5	-9.5	617.1
EBITDA	50.1	-17.6	3.1	-8.1	-18.4	9.1
Depreciation	2.6	7.0	6.5	0.0	0.8	17.0
Operating profit/loss (EBIT)	47.5	-24.6	-3.4	-8.2	-19.2	-7.9
Net financial items	2.9	3.9	-0.7	-0.6	-3.6	1.9
Profit/Loss before tax	50.4	-20.7	-4.1	-8.7	-22.8	-6.0
Total assets	195.3	189.6	108.7	17.6	-83.8	427.5
Equity	16.3	24.5	10.0	15.3	25.1	91.2
Liabilities	179.0	165.1	98.7	2.4	-108.9	336.3

SEGMENTS YTD 2024

Ship Design

- EBITDA of NOK 7.9 million / 2.4% YTD 2024.
- Profit before tax of NOK 9.8 million / 2.9% YTD 2024.
- YTD 2024 impacted by low capacity utilisation

Energy Design & Smart Control Systems

- EBITDA of NOK -12.9 million / -3,5% YTD 2024
- Profit before tax of NOK 6.6 million / -1.8% YTD 2024.
- YTD 2024 EBITDA negatively impacted by customer delays in ongoing projects and low capacity utilisation first 9 months.

Water Treatment Systems

- EBITDA of NOK 0.3 million / 0.3% YTD 2024.
- Profit before tax of NOK -7.7 million / -7.9% YTD 2024.
- Results affected by lower than expected sales in marine segment and delayed investment decisions in land-based aquaculture.

Hydrogen-based Energy Systems

- EBITDA of NOK -10.1 million YTD 2024.
- Profit before tax of NOK -10.8 million YTD 2024.
- Main focus is further product development and market entry with maritime hydrogen systems.

CONSOLIDATED STATEMENT OF CASH FLOW

HAV Group ASA

(NOK 1 000)

	2024	2023
	Unaudited	Audited
CASH FLOW FROM OPERATIONS		
Profit/(loss) before tax	-36 816	-5 976
Tax paid	-686	0
Depreciation	16 403	16 988
Net financial items	-14 437	-1 921
Changes in inventory	2 495	-9 879
Changes in accounts receivable	-82 118	26 652
Changes in accounts payable	45 350	3 782
Changes in other current receivables/liabilities	168 765	-35 055
Net cash flow from/(to) operating activities	98 957	-5 410
CASH FLOW FROM INVESTMENTS		
Investments in property, plant and equipment	-3 745	-7 791
Investment in intangible assets	-7 866	-18 716
Purchase of shares in subsidiary	0	-2 107
Sale of shares in associated company	0	1 800
Net cash flow used in investing activities	-11 611	-26 813
CASH FLOW FROM FINANCING ACTIVITIES		
New long term debt	36 000	0
Repayment non-current debt	-52 748	-19 371
Purchase of own shares	-1 768	-20 277
Sales of own shares	29 624	0
Net cash flow from/ (used in) financing activities	11 108	-39 648
Net change in cash and cash equivalents	98 454	-71 871
Cash and cash equivalents at start of the period	151 976	223 848
Cash and cash equiv.recognised in the balance sheet	250 430	151 976
Restricted cash at end of period	20 230	8 634

CASH FLOW

Aggregate cash flow from operating activities is positive with NOK 99.0 million YTD 2024, compared to a negative cash flow of NOK -5.4 million YTD 2023. The main reason for the positive cash flow from operation is the periodic loss and changes in other current receivables/liabilities.

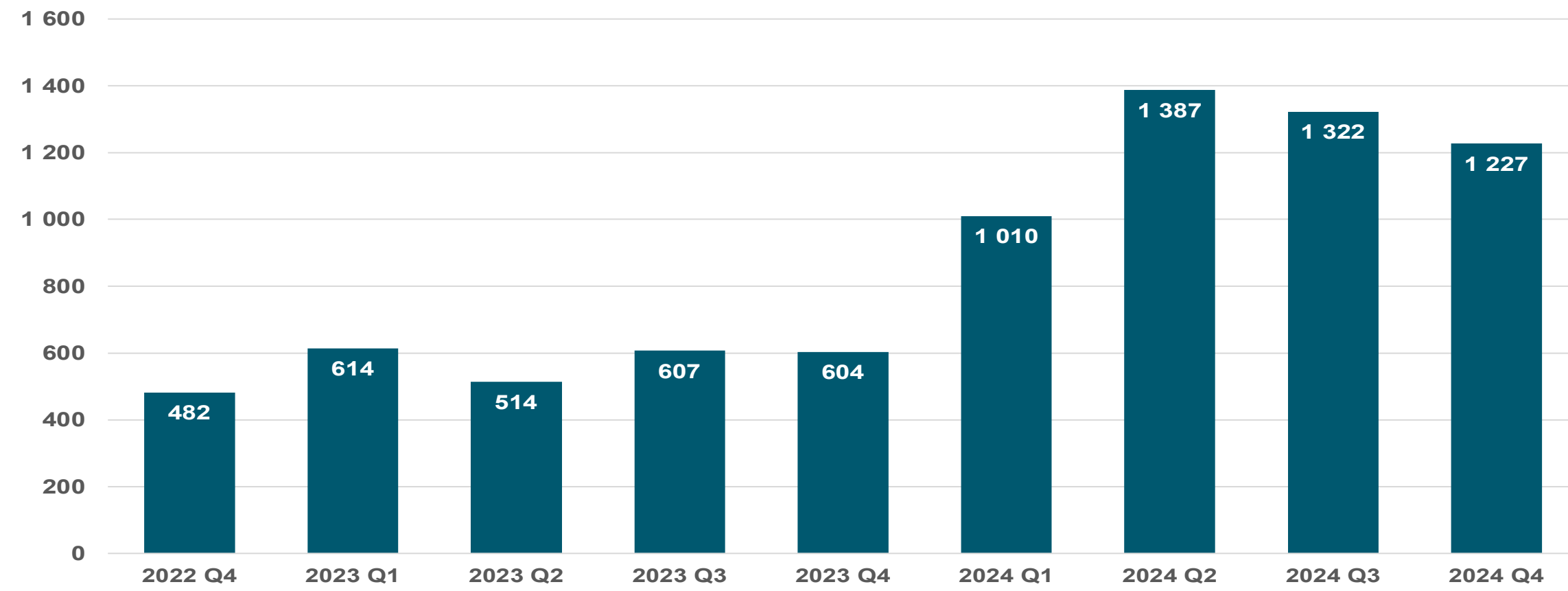
Aggregate cash flow from investing activities was negative with NOK -11.6 million YTD 2024, compared to a negative cash flow of NOK -26.8 million YTD 2023. The negative cash flow from investments is mainly related to investment in R&D and IT infrastructure.

Aggregate cash flow from financing activities is positive with NOK 11.1 million YTD 2024, compared to a negative cash flow of NOK -39.6 million YTD 2023. The positive cash-flow from financing activities is related to sale of own shares.

The consolidated figures are presented according NGAAP standard. For more info related to accounting principles, please see Annual Report 2023.

ORDER BACKLOG

HISTORICAL DEVELOPMENT OF EXTERNAL BACKLOG



ORDER STATUS

The external order back-log is NOK 1,227 billion as of the end of Q4 2024, an increase of NOK 623 million compared to Q4 2023.

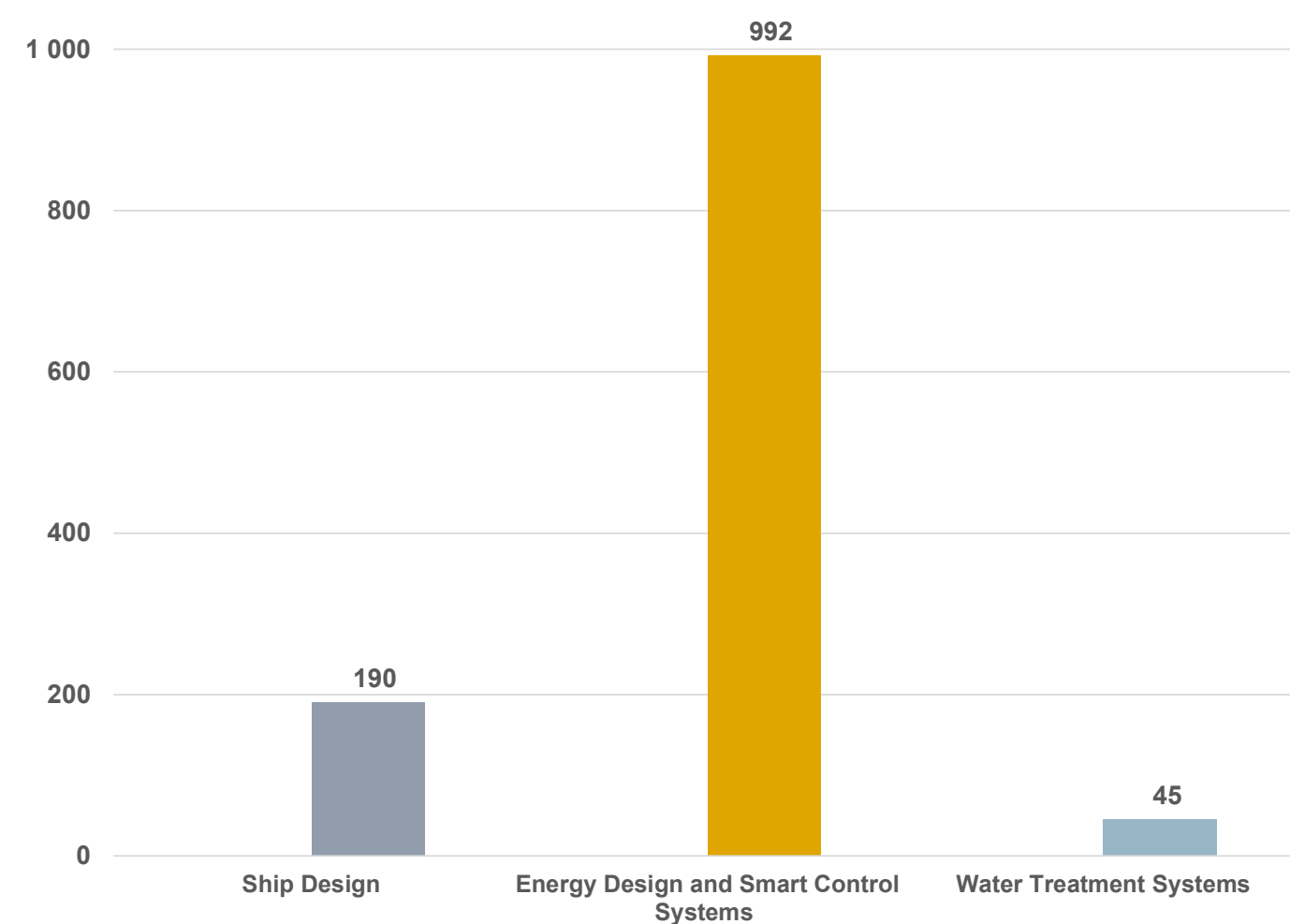
Order intake of NOK 214 million in Q4 2024, equivalent to a book-to-bill of x0.69.

Subsequent events

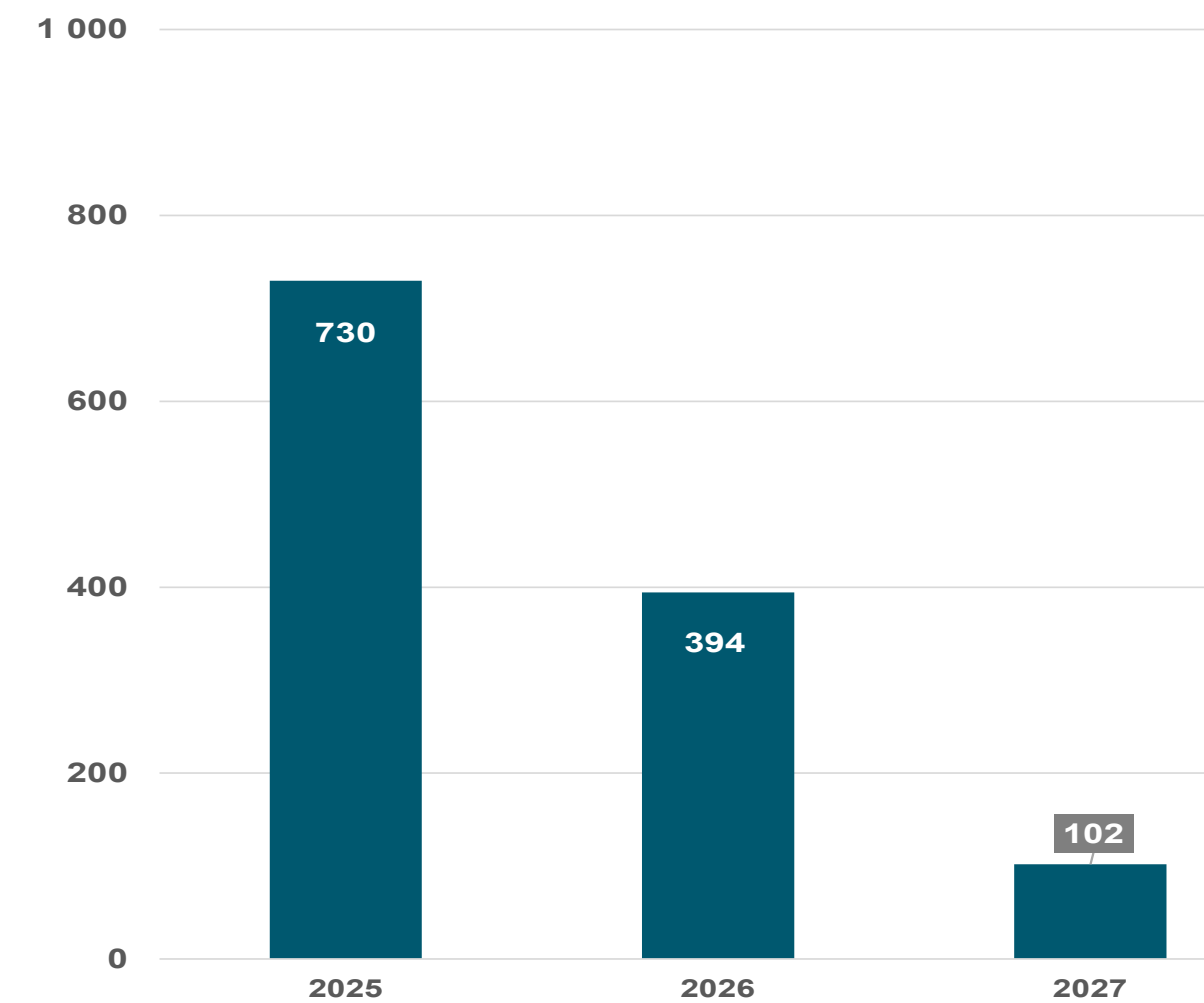
- Contracts for delivery of power systems for 8 x Wilson bulk carriers
- Breakthrough contract within land-based aquaculture

In total orders for more than NOK 100 millions.

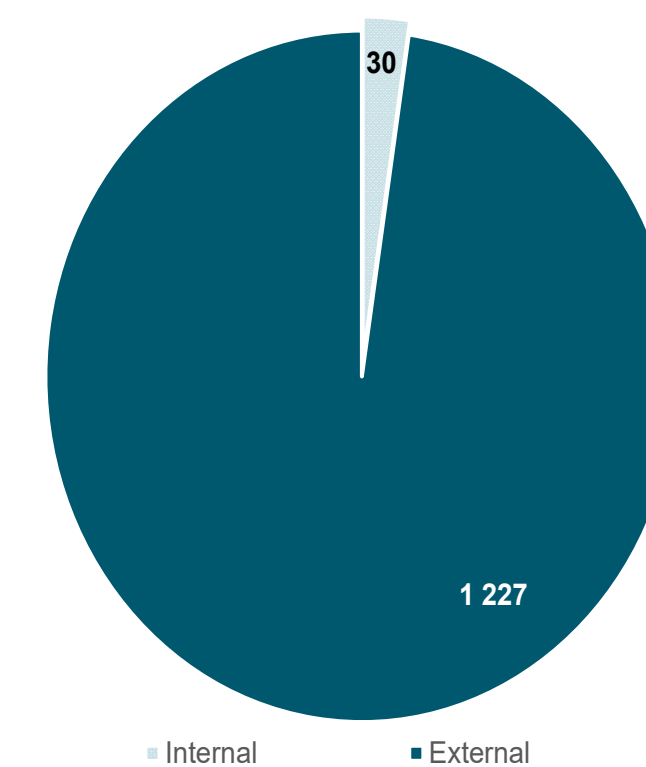
AGGREGATED ORDER BACKLOG PER SEGMENT



EXTERNAL ORDER BACKLOG BY DELIVERY YEAR



AGGREGATED ORDER BACKLOG



SHARES AND SHAREHOLDERS

Shareholders as of 31.12.2024	Number of shares	Ownership
HAVILA HOLDING AS*	12 204 656	34.87 %
FARVATN CAPITAL AS	2 408 909	6.88 %
NORDNET LIVSFORSIKRING AS	2 093 088	6.23 %
MP PENSJON PK	1 588 166	4.54 %
EMINI INVEST AS	1 127 179	3.22 %
HSR INVEST AS**	1 127 179	3.22 %
INNIDIMMAN AS***	1 127 179	3.22 %
JAHATT AS	770 500	2.20 %
NORDNET BANK AB	460 445	1.32 %
UCVO AS	447 449	1.28 %
PISON AS	375 726	1.07 %
Other shareholders (<1 %)	11 269 524	32.20 %
Number of shares	35 000 000	100 %

*Joint controlled by board members Vegard Sævik og Hege Sævik Rabben.

** HSR INVEST AS controlled by board member Hege Sævik Rabben.

***INNIDIMMAN AS controlled by board member Vegard Sævik.

SHARES AND SHAREHOLDERS

In total 35 000 000 shares with Par value NOK 1.

All shares have equal rights.

In total 3 302 shareholders per Q4 2024.

HAV Group ASA had 0 treasury shares per Q4 2024.

