

HAV Group ASA

Q1 - QUARTERLY REPORT 2024



A SUSTAINABLE FUTURE AT SEA

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.

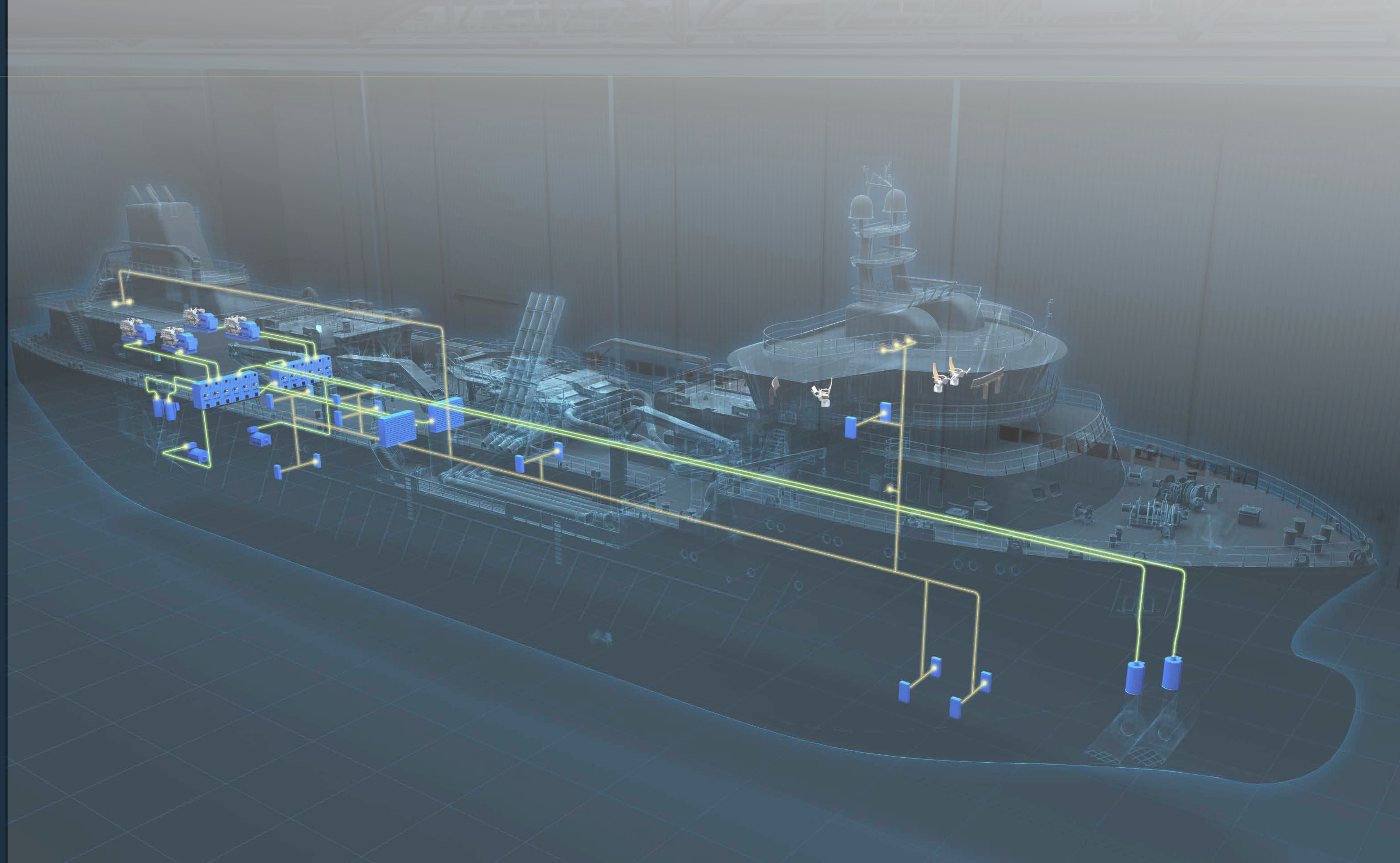
The Group's vision is
"A sustainable future at sea".

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.

2

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.



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.

HAVdesign



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.

norwegian electric systems



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.

HAVhydrogen



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 has a chemical-free system that does not pollute the marine environment.

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

norwegian greentech

HIGHLIGHTS in Q1 2024

- Turnover of NOK 127.1 million (110.3)
- EBITDA of NOK -18.0 million / -14.2% (-11.6 / -10.5%)
- EBIT of NOK -22.0 million / -17.3% (-15.7 / -14.3%)

- Profit before tax in Q1 of NOK -21.3 million/ -16.7%
- Cash position of NOK 128,2 million

Key Milestones in Q1 2024

- Order intake of NOK 533 million
- = book-to-bill of x4.2
- Norwegian Electric Systems signed contract with Tersan Shipyard to act as a system integrator on four autonomous zero-emission ferries that will operate the Lavik-Oppedal crossing
- HAV Design signed contract for design and integrated equipment package for a new SOV to ESVAGT
- HAV Design signed contract for design of Lavik-Oppedal ferries
- HAV Hydrogen received NOK 12.4 million in funding to build, test and certify a full-scale prototype of the company's ZEPOD – a containerized hydrogen energy system for ships

Subsequent events

- Norwegian Electric Systems has signed a contract, worth in excess of NOK 200 million, for equipment delivers to Havyard Leirvik
- HAV Hydrogen in cooperation agreements with maritime transportation company Maris Fiducia with objective of developing, building and operating hydrogen-powered dry-bulk vessels
- Fjord1 awards autonomous navigation scope to HAV Group subsidiary Norwegian Electric Systems

STATUS AND OUTLOOK

Global megatrends with ambitious goals and increasingly stringent environmental requirements provide incentives and requirements for the maritime industry to reduce its environmental footprint considerably.

HAV Group is well positioned with technology and

products within digitalization and sustainability for contributing to the green shift in the maritime and marine industries.

The development is underpinned by:

Global energy shortages and high prices are providing an opportunity for HAV Group's solutions within energy efficiency.

Increased focus on a reduced environmental footprint is providing an opportunity for HAV Group's zero emission solutions and technology. Increased investments in offshore energy are creating market opportunities for HAV Group's solutions and products.

Solid momentum for sustainable solutions in the shipbuilding market is providing strong opportunities.

HAV Group - organic growth

The global maritime market outlook is more positive, but certain investment decisions are being delayed.

As the business is largely project-driven, periodic fluctuations will occur. HAV Group has in recent months won several important tenders that will improve capacity utilization in 2024 and beyond. Hence, HAV Group expects revenue to grow in 2024 (vs 2023) and increase further in 2025.

HAV Group targets NOK 1.3 billion in revenue in 2026.



CONSOLIDATED STATEMENT OF PROFIT OR LOSS

HAV Group ASA

(NOK 1 000)	Q1 2024	Q1 2023	2023
	Unaudited	Unaudited	Audited
Revenue	126 336	109 906	615 433
Other operating revenues	733	427	1 668
Operating income	127 069	110 332	617 101
Materials and consumables	73 815	61 341	367 779
Payroll expenses	48 909	41 191	161 137
Other operating expenses	22 354	19 405	79 095
Operating expenses	145 078	121 937	608 011
EBITDA	-18 009	-11 605	9 090
Depreciation	3 990	4 141	16 988
Operating profit/loss (EBIT)	-22 000	-15 746	- 7 898
Financial income	5 330	6 616	29 203
Financial expenses	4 597	4 071	27 281
Profit / loss before tax	-21 267	-13 201	-5 976
Earnings per share (before tax)	-0,61	-0,38	-0,12

5

INCOME STATEMENT

The operating income for HAV Group in the first quarter of 2024 was NOK 127.1 million, compared to NOK 110.3 million in the first quarter of 2023.

For the first quarter of 2024, the Group recorded profit before interest, tax and depreciation / amortisation (EBITDA) of NOK -18.0 million, while the EBITDA for the first quarter of 2023 was NOK -11.6 million. This corresponded to an EBITDA margin of -14.2% in the first quarter of 2024 compared to -10.5% in the first 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)	YTD 2024	YTD 2023	2023
ASSETS	Unaudited	Unaudited	Audited
Non-current assets			
Licenses, patents and R&D	89 261	78 896	90 275
Total intangible assets	89 261	78 896	77 292
Fixed assets			
Property, plant and equipment	9 962	12 619	10 441
Total tangible fixed assets	9 962	12 619	6 178
Financial fixed assets	141	2 098	141
Financial fixed assets	141	2 098	141
Total fixed assets	99 363	93 613	100 856
Current Assets			
Inventory	43 360	34 186	36 342
Accounts receivable	158 518	66 145	55 979
Accrued revenue	22 489	27 408	8 885
Other current receivables	109 601	68 929	73 427
Total receivables	333 968	196 667	174 634
Cash and bank deposits	128 231	240 066	151 977
Total current assets	462 199	436 732	326 610
TOTAL ASSETS	561 563	530 345	427 466

(NOK 1 000)	YTD 2024	YTD 2023	2023
EQUITY AND LIABILITIES	Unaudited	Unaudited	Audited
Equity			
Paid-in Equity	122 202	122 202	122 202
Retained earnings	-51 799	-37 534	-29 997
Treasury shares	-3 499	-3 083	-3 341
Non-controlling interests	2 690	2 327	2 306
Total equity	69 595	83 912	91 170
Liabilities			
Deferred tax liability	7 452	8 187	7 452
Total provisions for liabilities	7 452	8 187	8 252
Other long-term liabilities			
Liabilities to Financial institutions	36 141	41 455	26 821
Other long-term liabilities	4 566	1 443	4 686
Total other long term liabilities	40 706	42 898	31 508
Total long term liabilities	48 158	51 085	38 959
Current liabilities			
Accounts payable	68 434	59 911	43 964
Tax payable	686	0	686
Public duties payable	11 990	10 900	17 739
Advance payment from customers	286 339	245 545	174 132
Other current liabilities	76 361	78 992	60 817
Total current liabilities	443 809	395 349	297 338
Total liabilities	491 967	446 434	336 297
TOTAL EQUITY AND LIABILITIES	561 563	530 345	427 466

FINANCIAL POSITION

The total assets in the Group are NOK 561.6 million versus NOK 427.5 million at end of 2023.

Current assets increased from NOK 326.6 million year end 2023 to NOK 462.2 million per Q1.2024. Cash and bank deposit decreased by NOK 23.7 million and total receivables increased by NOK 159.3 million from year end.

The total equity has decreased by NOK 21.6 million to NOK 69.6 million per Q1 2024. This is mainly caused by negative result and purchase of own shares in the period. The equity ratio has decreased from 21.3% year end 2023 to 12.4% per Q1 2024.

Total liabilities increased from NOK 336.3 million at year end 2023 to NOK 492.0 million per Q1. 2024. Main reason is increased in advance payments from customers.

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

SEGMENT INFORMATION

2024 Q1 (Unaudited)						
(NOK million)	Ship Design	Energy Design & Smart Control	Water treatment systems	Hydrogen-based energy systems	Other / Elimination	HAV Group ASA
Operating revenues (External)	38,0	59,8	28,3	0,3	0,0	126,3
Other operating revenues	0,6	0,0	0,1	0,0	0,0	0,7
Total Operating income	39,3	59,8	28,5	0,3	-0,8	127,1
EBITDA	1,6	-9,0	-0,8	-3,4	-6,4	-18,0
Depreciation	0,6	1,5	1,6	0,0	0,2	4,0
Operating profit/loss (EBIT)	1,0	-10,5	-2,4	-3,4	-6,6	-22,0
Net financial items	2,0	0,3	-0,1	-0,2	-1,2	0,7
Profit/Loss before tax	3,0	-10,2	-2,6	-3,6	-7,9	-21,3
Total assets	247,5	283,1	101,8	14,2	-85,0	561,6
Equity	20,8	14,3	7,4	11,9	15,2	69,6
Liabilities	226,8	268,7	94,4	2,3	-100,2	492,0
2023 Q1 (Unaudited)						
(NOK million)	Ship Design	Energy Design & Smart Control	Water treatment systems	Hydrogen-based energy systems	Other / Elimination	HAV Group ASA
Operating revenues (External)	18,2	50,8	40,7	0,2	-0,1	109,9
Other operating revenues	0,3	0,0	0,1	0,0	0,0	0,4
Operating income	19,9	51,6	41,0	0,2	-2,3	110,3
EBITDA	-3,7	-2,3	1,5	-2,3	-4,8	-11,6
Depreciation	0,6	1,6	1,6	0,0	0,3	4,1
Operating profit/loss (EBIT)	-4,3	-3,9	-0,1	-2,3	-5,1	-15,7
Net financial items	0,2	1,7	1,5	-0,1	-0,8	2,5
Profit/Loss before tax	-4,1	-2,2	1,3	-2,4	-5,9	-13,2
Total assets	269,9	227,3	129,7	8,5	-105,1	530,3
Equity	12,8	33,7	13,7	6,4	17,2	83,9
Liabilities	257,1	193,6	116,0	2,0	-122,4	446,4

SEGMENTS Q1 2024

Ship Design

- EBITDA of NOK 1.6 million / 4.1% in the first quarter of 2024.
- Profit before tax of NOK 3.0 million / 7.6% in the first quarter of 2024.
- EBIT improvement versus Q1 last year, but still impacted by low capacity utilisation as activity in new projects are being ramped up.

Energy Design & Smart Control Systems

- EBITDA of NOK -9.0 million / -15.0% in the first quarter of 2024.
- Profit before tax of NOK -10.2 million / -17.1% in the first quarter of 2024.
- EBIT negatively impacted by customer delays in ongoing project, while recent contract wins are still in start-up phase and have not yet started to generate noticeable income/margin contribution

Water Treatment Systems

- EBITDA of NOK -0.8 million / -2.9% in the first quarter of 2024.
- Profit before tax of NOK -2.6 million / -9.1% in the first 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 -3.4 million in the first quarter of 2024.
- Profit before tax of NOK -3.6 million in the first quarter of 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)	YTD 2024	YTD 2023	2023
	Unaudited	Unaudited	Audited
CASH FLOW FROM OPERATIONS			
Profit/(loss) before tax	-21 267	-13 201	-5 976
Depreciation	3 990	4 141	16 988
Net financial items	-733	2 545	-1 921
Changes in inventory	-7 017	-7 723	-9 879
Changes in accounts receivable	-102 539	16 487	26 652
Changes in accounts payable	24 469	19 729	3 782
Changes in other current receivables/liabilities	74 227	25 836	-35 055
Net cash flow from/(to) operating activities	-28 869	47 815	-5 410
CASH FLOW FROM INVESTMENTS			
Investments in property, plant and equipment	-162	-7 190	-7 791
Investment in intangible assets	-2 266	-4 833	-18 716
Purchase of shares in subsidiary	0	0	-2 107
Sale of shares in associated company	0	0	1 800
Net cash flow used in investing activities	-2 428	12 023	-26 813
CASH FLOW FROM FINANCING ACTIVITIES			
New long term debt	36 000	0	0
Repayment non-current debt	-26 680	-4 736	-19 371
Purchase of own shares	-1 768	-14 837	-20 277
Net cash flow from/ (used in) financing activities	7 552	-19 573	-39 648
Net change in cash and cash equivalents	-23 745	16 218	-71 871
Cash and cash equivalents at start of the period	151 976	223 848	223 848
Cash and cash equiv.recognised in the balance sheet	128 231	240 066	151 976
Restricted cash at end of period	4 292	4 032	8 634

CASH FLOW

Aggregate cash flow from operating activities is negative with NOK -28.9 million YTD 2024, compared to a negative cash flow of NOK -5.4 million 2023. The main reason for the negative cash flow from operation is the periodic loss.

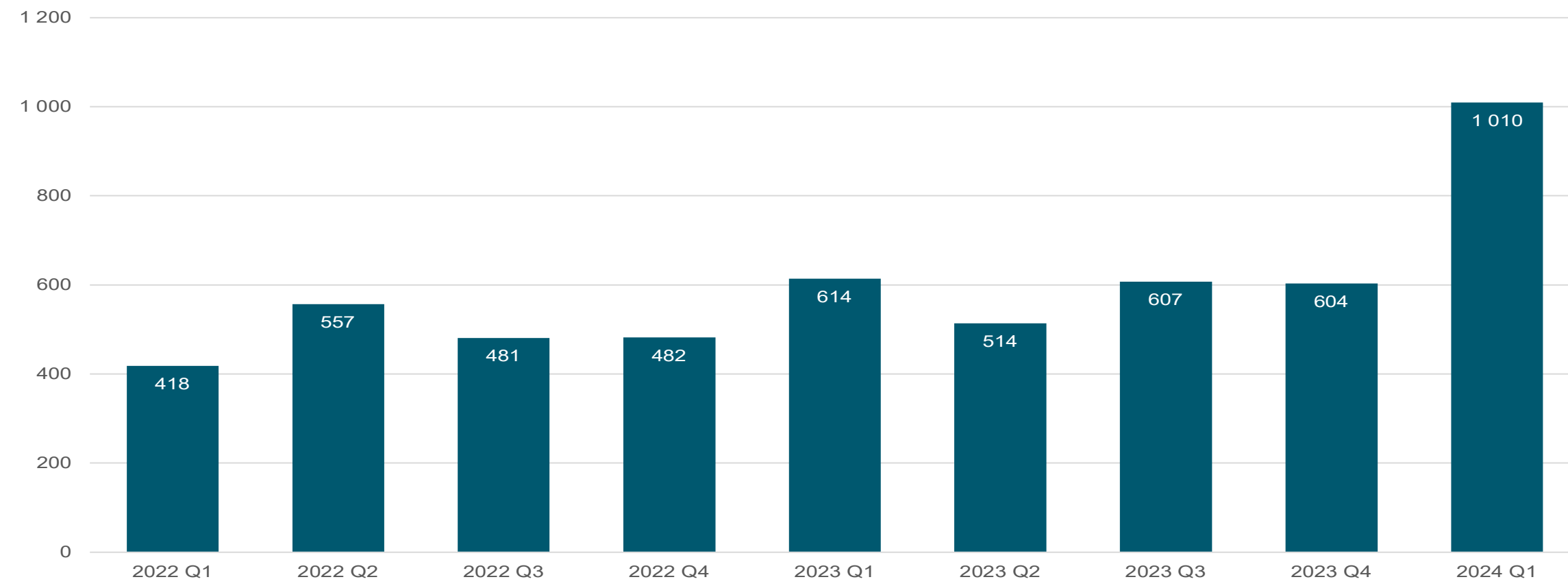
Aggregate cash flow from investing activities was negative with NOK -2.4 million YTD 2024, compared to a negative cash flow of NOK -26.8 million 2023. The negative cash flow from investments is mainly related to investment in R&D and IT infrastructure.

Aggregate cash flow from financing activities is positive with NOK 7.5 million YTD 2024, compared to a negative cash flow of NOK -39.6 million 2023. The positive cash-flow from financing activities is related to refinancing of long term debt.

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

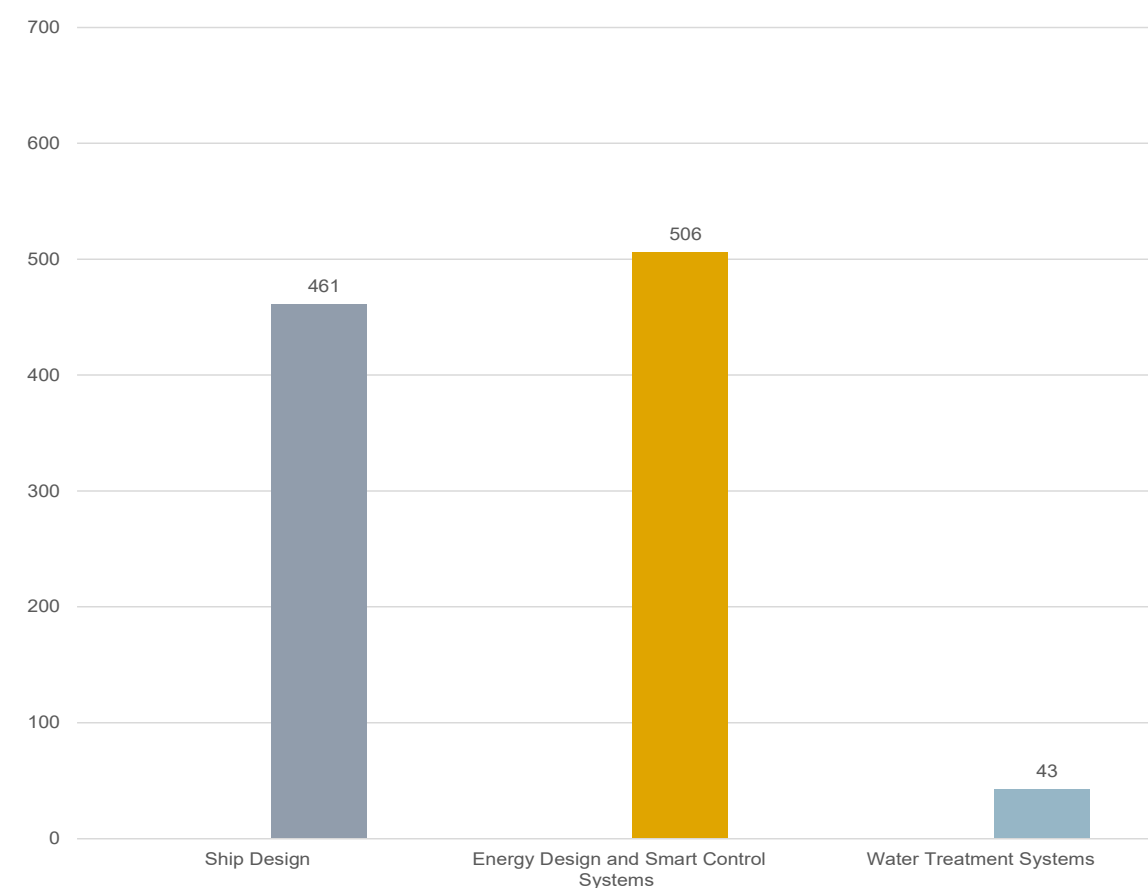
The external order back-log is NOK 1.010 billion as of the end of Q1 2024, a increase of NOK 406 million compared to Q4 2023.

Order intake of NOK 503 million in Q1 2024, equivalent to a book-to-bill of x4.2.

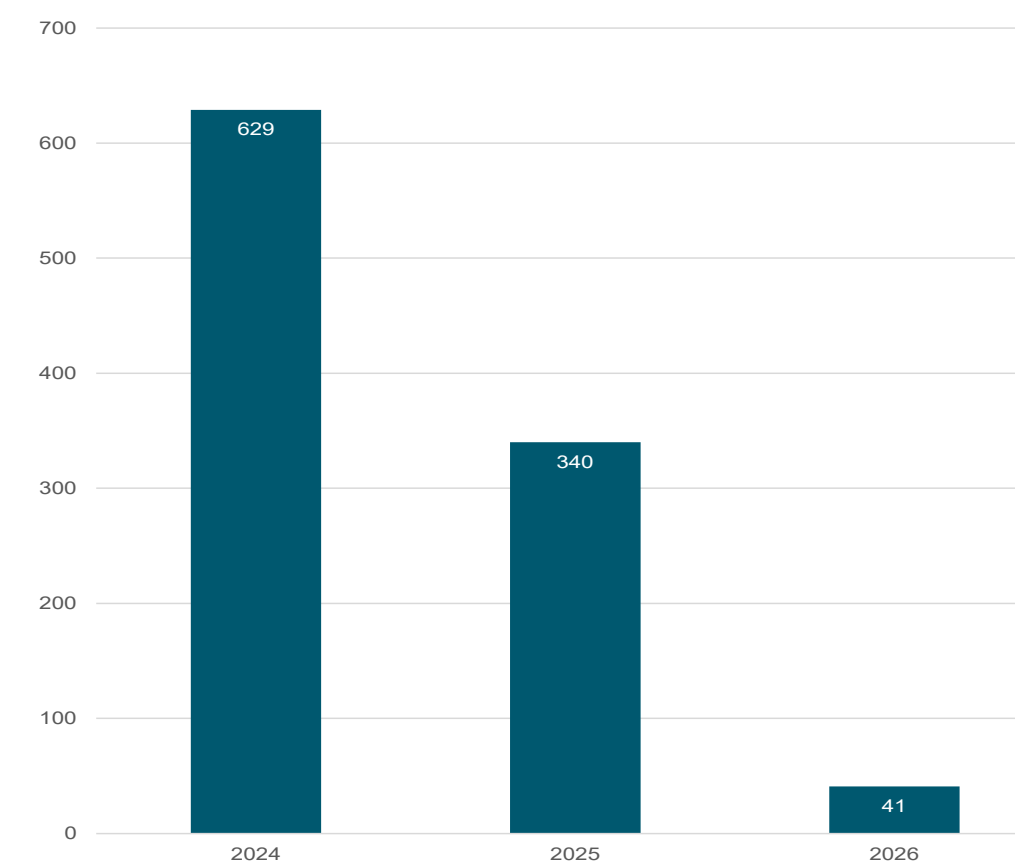
Subsequent events

- Norwegian Electric Systems has signed a contract, worth in excess of NOK 200 million, for equipment delivers to Havyard Leirvik
- HAV Hydrogen in cooperation agreements with maritime transportation company Maris Fiducia with objective of developing, building and operating hydrogen-powered dry-bulk vessels
- Fjord1 awards autonomous navigation scope to HAV Group subsidiary Norwegian Electric Systems

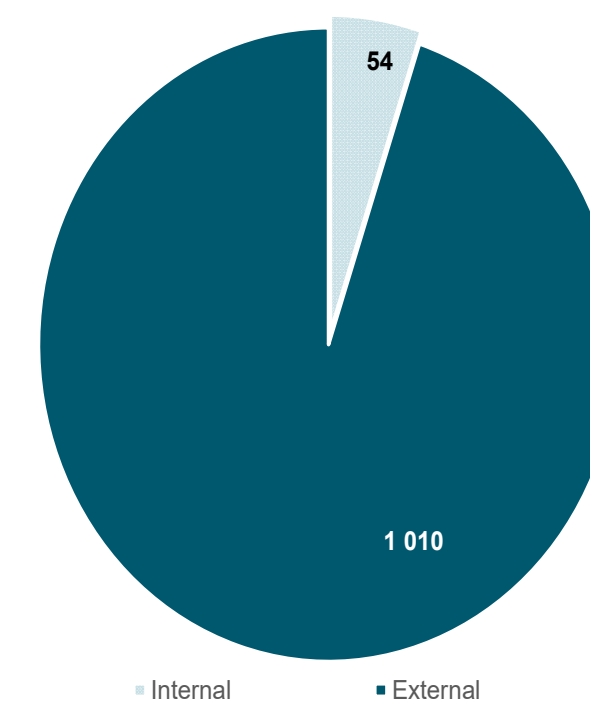
AGGREGATED ORDER BACKLOG PER SEGMENT



EXTERNAL ORDER BACKLOG BY DELIVERY YEAR



AGGREGATED ORDER BACKLOG



SHARES AND SHAREHOLDERS

Shareholders as of 31.03.2024	Controlled by	Number of shares	Ownership
HAVILA HOLDING AS		8 737 827	24,97 %
HAV GROUP ASA		3 498 593	10,00 %
FARVATN CAPITAL AS		2 408 909	6,88 %
NORDNET LIVSFORSIKRING AS		2 041 885	5,83 %
MP PENSJON PK		1 559 856	4,46 %
EMINI INVEST AS		1 127 179	3,22 %
HSR INVEST AS	Hege Sævik Rabben (Board)	1 127 179	3,22 %
INNIDIMMAN AS	Vegard Sævik (Ch.of Board)	1 127 179	3,22 %
JAHATT AS		770 500	2,20 %
UCVO AS		399 942	1,14 %
PISON AS		375 726	1,07 %
OTHER SHAREHOLDERS (<1 %)		11 825 225	33,79 %
Number of shares		35 000 000	100 %

10

SHARES AND SHAREHOLDERS

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

All shares have equal rights.

In total 3 649 shareholders per Q1 2024.

HAV Group ASA had 3 498 593 / 10,00% treasury shares per Q1 2024.

