HEXAGON PURUS Q3 2023 PRESENTATION

7 NOVEMBER 2023 MORTEN HOLUM, CEO SALMAN ALAM, CFO



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Agenda





Q3 2023 HIGHLIGHTS



Key highlights





Continue to deliver on revenue growth, supported by strong order book





6 Note: 1) Firm purchase orders only, i.e., excluding framework agreements or other long-term agreements where purchase orders are not yet received. Backlog values are converted to NOK using currency rates as of quarter-end; 2) Distribution-, mobile refueling- and stationary storage systems; 3) Includes amongst other heavy-duty vehicles, transit bus, rail, aerospace and industrial gas

Hydrogen distribution, on-road hydrogen mobility and aerospace drove revenue growth in Q3'23



- Strong revenue growth in Q3 2023, mainly driven by increased sale of hydrogen infrastructure solutions
- On-road hydrogen mobility and in particular transit bus and heavy-duty vehicles contributed positively to revenue growth in the quarter, offset by lower activity in rail
- Continued strong contribution from aerospace supported by stable activity within industrial gas



Hexagon Purus' revenues continue to be dominated by hydrogen distribution modules on the back of strong underlying demand for our solutions

AGNOSTIC TO THE COLOR OF HYDROGEN..

THE COLORS OF HYDROGEN

Hexagon Purus' hydrogen infrastructure modules agnostic and equally relevant for all colors of hydrogen



...SERVING A WIDE RANGE OF INDUSTRIES..

EMERGING OFFTAKERS OF HYDROGEN

Widely used in emerging industrial processes such as production of pharmaceuticals, semiconductors and food

FUTURE INCREASE IN GREEN HYDROGEN DEMAND EXPECTED TO COME FROM MOBILITY

.. AT THE LOWEST TOTAL COST OF OWNERSHIP

COST OF OWNERSHIP¹

Type 4 hydrogen distribution offers the best TCO for almost all consumption and travel distances





Hexagon Purus to deliver hydrogen fuel storage systems to Solaris under current long-term supply agreement

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Urbino 12 hydrogen

FILOROGEN

HEXAGON PURUS' HYDROGEN FUEL STORAGE SYSTEMS WILL BE USED TO SUPPORT SOLARIS' ROLL-OUT OF HYDROGEN FUEL-CELL ELECTRIC BUSES IN EUROPE FOLLOWING RECENT PUBLIC TENDER WIN IN BOLOGNA, ITALY

We have a longstanding relationship with Solaris and applaud their success in rolling-out hydrogen fuel-cell electric buses in Europe

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Hexagon Purus new' hydrogen cylinder manufacturing hub provides capacity to meet rapidly growing demand for infrastructure and mobility applications



- State-of-the-art hydrogen cylinder engineering and production facility
- The facility will primarily supply cylinders for Hexagon Purus' hydrogen infrastructure and mobility business

SIZE 23,000 square meter facility floorspace¹



CAPACITY

Support annual production of more than 40,000 cylinders



PERSONNEL

Up to 300 skilled labour





Strong commercial foundation for Hexagon Purus' battery electric offering as we prepare for start of serial production for Hino and Daimler



SECURED TWO MAJOR FLAGSHIP CONTRACTS FOR COMPLETE VEHICLE INTEGRATION OF **BEV** TRUCKS

SECURED BATTERY CELL SUPPLY WITH PANASONIC



SECURED SUFFICIENT PRODUCTION CAPACITY FOR EXPECTED SHORT TO MEDIUM-TERM DEMAND

EXECUTE AND SECURE REVENUE AND PROFITABILITY



Hexagon Purus entered into a lease agreement for a vehicle integration facility in Dallas, Texas providing capacity to deliver on both Hino and Daimler volumes

10-YEAR LEASE FOR VEHICLE INTEGRATION FACTORY FOR BATTERY ELECTRIC TRUCKS TO BE DELIVERED TO HINO AND DAIMLER TRUCKS NORTH AMERICA STARTING 2024

> OPTION TO ADD MANUFACTURING CAPACITY FOR BATTERY SYSTEMS, WHICH COULD QUALIFY FOR INFLATION REDUCTION ACT (IRA) SUBSIDIES

> > HEXAGON

Development of seven new clean hydrogen hubs to accelerate the US market for low-cost clean hydrogen





FINANCIALS



Profit & loss statement, Q3 2023

PROFIT & LOSS (NOK 1,000)	Q3 2023	Q3 2022	YTD 2023	YTD 2022	FY 2022
Total revenue	380,454	222,370	953,998	591,526	963,925
Cost of materials	235,803	120,056	570,633	322,931	588,525
Payroll and social security expenses	159,865	114,114	455,763	309,158	443,496
Other operating expenses	100,482	80,402	244,328	255,988	337,408
Total operating expenses	496,151	314,572	1,270,725	888,075	1,369,430
EBITDA	(115,697)	(92,203)	(316,727)	(296,551)	(405,505)
Depreciation and amortization	38,558	23,857	97,314	69,653	95,089
EBIT	(154,254)	(116,060)	(414,040)	(366,204)	(500,594)
Profit/loss from investments in associates	(3,065)	61,853	(7,467)	59,115	51,888
Finance income	32,568	2,561	65,514	26,164	37,356
Finance costs	74,644	13,207	147,984	26,827	29,548
Profit/loss before tax	(199,396)	(64,853)	(503,978)	(307,752)	(440,898)
Tax expense	(2,395)	1,454	(5,379)	1,269	(9,380)
Profit/loss after tax	(197,002)	(66,307)	(498,601)	(309,021)	(431,518)
Ratios (% of total revenue)					
Cost of materials	62%	54%	60%	55%	61%
Payroll and social security expenses	42%	51%	48%	52%	46%
Other operating expenses	26%	36%	26%	43%	35%
EBITDA	(30%)	(41%)	(33%)	(50%)	(42%)

- Revenues up 71% YoY in Q3 2023, mainly driven by strong growth in hydrogen infrastructure applications, hydrogen storage systems for transit bus and heavyduty, as well as aerospace applications
- Higher volume is main driver of relative improvement in operating expenses. Investments in organizational scale-up continues to increase payroll expenses, albeit increased scale leads to relative YoY improvement (as % of revenue)
- Significant EBITDA margin improvement year-over-year in Q3 2023 and YTD 2023
- Depreciation increased mainly on the back of higher investments in property, plant and equipment as part of the ongoing capacity expansion program
- Financial items impacted by non-cash interest on the outstanding convertible bond and FX movements



Revenue split by end-use application, Q3 2023



- Hydrogen infrastructure applications accounted for close to 60% of total revenue in Q2 2023
- Mobility applications sales was mainly made up of heavy-duty vehicles and transit bus
- Stationary storage for industrial gas applications and aerospace makes up the majority of «Other» revenue



Balance sheet, Q3 2023

Assets | NOKm

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3,935 3,935 3,818 3,818 3,786 3,786 165 316 206 210 234 248 237 225 211 268 403 454 236 256 449 438 289 283 263 173 243 317 507 528 605 858 548 270 270 875 270 846 622 726 2,097 2,078 EQUITY 786 1,850 **RATIO³: 56%** 1,366 CASH AND CASH 973 EQUIVALENTS: 566 31-Mar-23 30-Jun-23 30-Sep-23 30-Sep-23 31-Mar-23 30-Jun-23 Other current assets Intangible assets Other current liabilities Debt component CB² Other non-current liabilities Equity component CB² Receivables Property, plant & equipment Inventory¹ Cash Payables Common equity Other non-current assets Contract liabilities

Equity & Liabilities | NOKm

- Investments in production facilities and equipment as part of ongoing capacity expansion program leads to increase in property, plant & equipment and rightof-use assets
- Cash position of NOK 566m
- Increase in other non-current liabilities mainly driven by lease liabilities
- Equity ratio remains solid at 56%

Note: 1) Including contract assets; 2) For more information regarding the accounting treatment of the convertible bond, please refer to note 6 in the financial statements for Q2 2023; 3) Including equity component of the outstanding convertible bond, please refer to note 6 in the financial statements for Q2 2023; 3) Including equity component of the outstanding





Cash flow, Q3 2023 vs. Q2 2023

NOKm



- Increase in working capital mainly driven by higher receivables on the back of higher activity in the quarter, combined with decrease in accounts payables and customer pre-payments
- CAPEX in the quarter is largely attributed to investments related to the ongoing capacity expansion program, and certain product development initiatives
- Financing cash flow includes repayments of lease liabilities and interest payments

OUTLOOK AND Q&A



Hexagon Purus perfectly positioned to take advantage of current and future market opportunities to create profitable growth





Capacity expansion program on track; three facilities opened in 2023 so far with two remaining facilities expected completed in December this year





On track to reach revenue target of NOK 4-5bn in 2025





Full-year 2023 and 2025 targets









APPENDIX



Hexagon Purus has strong and diversified portfolio of long-term agreements across several applications supporting future growth prospects



Quarterly revenue and EBITDA development





Financial statements | P&L

Profit & Loss (NOK '000)	Q3 2023	Q3 2022	YTD 2023	YTD 2022	FY 2022
Revenue from contracts with customers	378,554	221,707	948,907	590,087	958,636
Rental income	317	336	946	905	1,255
Other operating income	1,583	327	4,145	534	4,034
Total revenue	380,454	222,370	953,998	591,526	963,925
Cost of materials	235,803	120,056	570,633	322,931	588,525
Payroll and social security expenses	159,865	114,114	455,763	309,158	443,496
Other operating expenses	100,482	80,402	244,328	255,988	337,408
Total operating expenses	496,151	314,572	1,270,725	888,075	1,369,430
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Depreciation and impairment	38,558	23,857	97,314	69,653	95,089
EBIT	(154,254)	(116,060)	(414,040)	(366,204)	(500,594)
Profit/loss from investments in associates	(3,065)	61,853	(7,467)	59,115	51,888
Finance income	32,568	2,561	65,514	26,164	37,356
Finance costs	74,644	13,207	147,984	26,827	29,548
Profit/loss before tax	(199,396)	(64,853)	(503,978)	(307,752)	(440,898)
Tax	(2,395)	1,454	(5,379)	1,269	(9,380)
Profit/loss after tax	(197,002)	(66,307)	(498,601)	(309,021)	(431,518)



Financial statements | Balance sheet

Balance sheet (NOK '000)	Q3 2023	Q3 2022	FY 2022	FY 2021
Property, plant and equipment	785,895	413,686	494,990	267,705
Right-of-use assets	418,238	107,320	152,300	52,219
Intangible assets	845,820	797,593	802,654	752,294
Other current assets	187,172	110,916	116,059	9,500
Total non-current assets	2,237,124	1,429,515	1,566,003	1,081,718
Inventories	437,645	452,803	332,218	261,235
Trade receivables & contract assets	321,955	192,552	238,418	224,451
Other current assets	222,399	79,655	136,560	80,943
Cash and short-term deposits	566,462	481,026	381,705	453,398
Total current assets	1,548,461	1,206,037	1,088,901	1,020,027
Total assets	3,785,585	2,635,552	2,654,904	2,101,745
Issued capital and share premium	1,551,072	1,692,077	1,568,708	1,407,170
Other equity	568,925	96,543	118,913	8,228
Total equity	2,119,998	1,788,620	1,687,621	1,415,398
Interest-bearing loans and borrowings	577,461	48,337	39,358	42,126
Lease liabilities	381,346	88,738	132,479	31,794
Other non-current financial liabilities	1,814	42,476	41,228	118,233
Deferred tax liabilities	40,879	48,208	45,543	52,231
Total non-current liabilities	1,001,501	227,759	258,608	244,384
Trade and other payables (inc. contract liabilities)	416,020	401,176	468,504	313,236
Interest-bearing loans and borrowings	243	1,587	4,673	13,635
Lease liabilities, short term	44,150	20,405	22,230	21,285
Other current liabilities	203,674	196,006	213,268	93,807
Total current liabilities	664,086	619,174	708,675	441,963
Total liabilities	1,665,587	846,933	967,283	686,347
Total equity and liabilities	3,785,585	2,635,552	2,654,904	2,101,745



Financial statements | Cash flow

Cash flow (NOK '000)	Q3 2023	Q3 2022	YTD 2023	YTD 2022	FY 2022
Profit before tax	(199,396)	(64,853)	(503,980)	(307,752)	(440,898)
Depreciation, amortisation and impairment	38,558	23,858	97,314	69,654	95,089
Net interest expense	4,164	379	13,539	541	4,501
Changes in net working capital ¹⁾	(152,417)	(58,238)	(241,448)	(71,729)	70,318
Other adjustments to operating cash flows	25,317	(34,037)	59,888	(32,080)	(54,322)
Net cash flow from operating activities	(283,774)	(132,891)	(574,687)	(341,365)	(325,313)
Purchase of property, plant, and equipment, net of proceeds from sale	(102,085)	(51,100)	(337,727)	(148,378)	(240,030)
Purchase and development of intangible assets	(11,650)	(7,526)	(30,381)	(33,674)	(52,625)
Cash paid related to acquisition of subsidiary, net of cash acquired	0	0	(85,693)	0	
Investments in associated companies	0	(34,456)	(29,305)	(34,456)	(41,481)
Loans to associated companies	(10,000)	(3,390)	(23,510)	(7,307)	(11,989)
Proceeds from sale of shares in associated companies	0	0	0	0	
Interest received	7,112	2,443	20,044	3,530	8,111
Net cash flow from investing activities	(116,622)	(94,028)	(486,572)	(220,285)	(338,014)
Net repayment (-) / proceeds (+) from interest bearing loans	(911)	3,704	756,909	(5,836)	(11,731)
Interest payments	(4,473)	(2,822)	(19,952)	(4,071)	(10,141)
Repayment of lease liabilities (incl. interests)	(15,904)	(6,846)	(34,718)	(17,331)	(26,127)
Net proceeds from share capital increase in parent company	0	0	473,982	593,866	593,866
Net proceeds from share capital increase in subsidiary	0	3,709	102,198	3,709	34,935
Net cash flow from financing activities	(21,288)	(2,256)	1,278,419	570,336	580,802
Net change in cash and cash equivalents	(421,684)	(229,174)	217,161	8,685	(82,525)
Net currency exchange differences on cash	14,732	8,177	(32,404)	18,944	10,832
Cash and cash equivalents beginning of period	973,413	702,024	381,705	453,398	453,398
Cash and cash equivalents end of period	566,462	481,026	566,462	481,026	381,705



Investor relations information





Note: 1) As of 3 November 2023; 2) Average daily turnover from 14 December 2020 to 31 October 2023; 3) Including outstanding Total Return Swap (TRS); 4) Defined as total shares outstanding less shares owned by Hexagon Composites ASA, Mitsui & Co Ltd and shares provided to Mr. Wolfgang Wolter and Mr. Jochen Wystrach in relation to the acquisition of Wystrach GmbH in November 2021.

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Top 20 shareholders

#	SHAREHOLDER	NUMBER OF SHARES HELD	% OF SHARES OUTSTANDING
1	HEXAGON COMPOSITES ASA	106,306,356	38.4 %
2	CLEARSTREAM BANKING S.A.	36,323,401	13.1 %
3	MITSUI & CO LTD	20,934,815	7.6 %
4	MP PENSJON PK	8,552,985	3.1 %
5	FLAKK COMPOSITES AS	7,161,844	2.6 %
6	DANSKE BANK	6,680,728	2.4 %
7	Citibank Europe plc	5,418,303	2.0 %
8	DNB Markets Aksjehandel/-analyse	4,891,011	1.8 %
9	Deutsche Bank Aktiengesellschaft	4,550,467	1.6 %
10	The Bank of New York Mellon SA/NV	3,142,645	1.1 %
11	BRØDR. BØCKMANN AS	2,688,996	1.0 %
12	KTF FINANS AS	2,473,035	0.9 %
13	VERDIPAPIRFONDET STOREBRAND NORGE	2,280,236	0.8 %
14	Nordnet Bank AB	2,191,025	0.8 %
15	State Street Bank and Trust Comp	1,948,835	0.7 %
16	J.P. MORGAN SECURITIES PLC	1,810,007	0.7 %
17	NØDINGEN AS	1,727,673	0.6 %
18	UBS Switzerland AG	1,585,291	0.6 %
19	FLAKK GRUPPEN AS	1,574,627	0.6 %
20	CACEIS Investor Services Bank S.A.	1,431,472	0.5 %
	Top 20 shareholders	223 673 752	80.8 %
	Other shareholders	53 123 704	19.2 %
	Total number of shares outstanding	276 797 456	100.0 %



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