

Q3 trading statement

for 1 January - 30 September 2024

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SVITZER

Table of contents

- 3** Q3 2024 highlights
- 4** 9M 2024 highlights
- 5** CEO statement
- 6** Q3 2024 financial performance
- 7** 9M 2024 financial performance
- 8** Segment performance
- 10** Financial outlook for 2024
- 11** Forward looking statements, Financial calendar
- 12** Definition of terms

Q3 2024 highlights

Q3 2024 in DKK

1,545m

(1,415m)

Revenue

9.4%

(6.5%)

Revenue growth in constant exchange rates

452m

(401m)

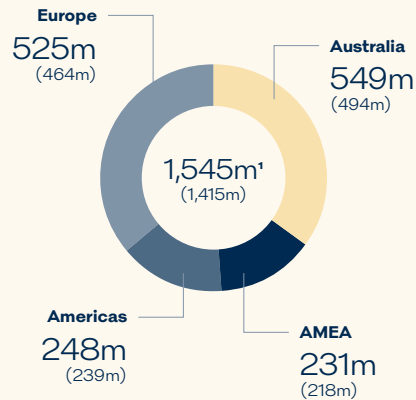
Adjusted EBITDA

29.2%

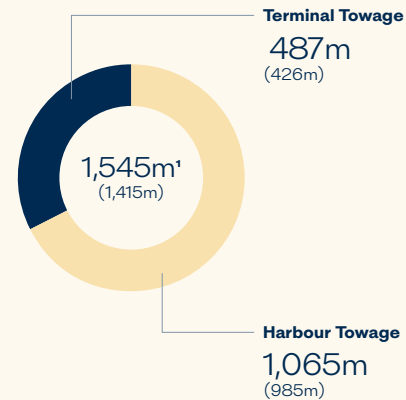
(28.3%)

Adjusted EBITDA margin

Revenue by operating segment



Revenue by business area



222m

(331m)

Gross capital expenditure excl. acquisitions and divestments (CAPEX)

37,112

(37,824)

Number of tug jobs in Harbour Towing

96m

(-15m)

Free cash flow

3,516

(3,408)

Full time equivalent employees (FTEs), end-of-period

Q3 2023 in parantheses unless otherwise stated.

¹ This includes revenue from unallocated services and eliminations not shown as part of the split.

For definitions of terms please refer to page 12.

9M 2024 highlights

9M 2024 in DKK

4,683m

(4,246m)

Revenue

10.3%

(8.9%)

Revenue growth in constant exchange rates

1,419m

(1,240m)

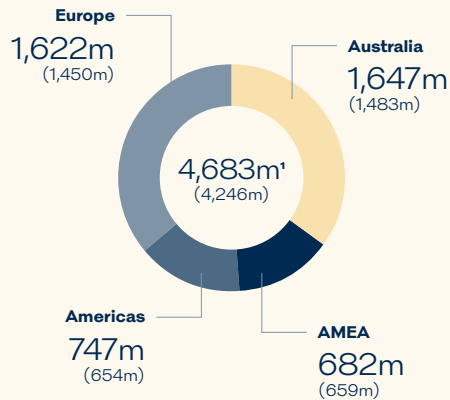
Adjusted EBITDA

30.3%

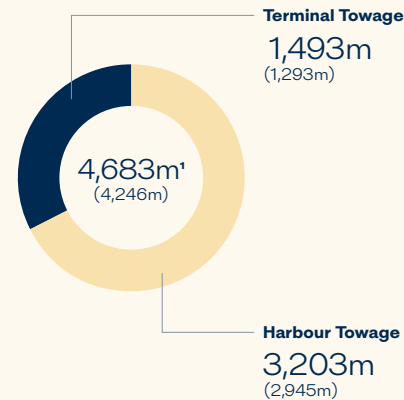
(29.2%)

Adjusted EBITDA margin

Revenue by operating segment¹



Revenue by business area



705m

(763m)

Gross capital expenditure excl. acquisitions and divestments (CAPEX)

113,172

(112,308)

Number of tug jobs in Harbour Towing

400m

(273m)

Free cash flow

3,516

(3,408)

Full time equivalent employees (FTEs), end-of-period

9M 2023 in parantheses unless otherwise stated.

¹ This includes revenue from unallocated services and eliminations not shown as part of the split.

For definitions of terms please refer to page 12.

CEO statement

We saw continued solid financial results and performance across our global operations in the third quarter of the year, with revenue growth of 9.4% and adjusted EBITDA 12.7% higher than in the same period last year. This performance keeps us on track to deliver on the financial outlook for the year.

As in the previous quarters, the positive performance was driven by a combination of tariff increases, special operation jobs, and new operations that have commenced since the same period last year.

Our ability to continue driving growth, delivering stable results and pursuing new market opportunities is generally owed to a strong footprint and position in the global towage and marine services market.

In Q3, we succeeded in progressing and renewing contracts with existing customers across regions, and we initiated operations relating to a new five-year, one-tug customer contract in Brazil. There were no larger new terminal towage contracts awarded in our addressable markets during the quarter.

While our total number of tug jobs in Harbour Towage was up 1% for the first nine months of the year, Q3 seen in isolation showed a drop in volumes of 2%. We view this as a result of short-term, market-specific changes in trade patterns rather than a change in the long-term global trend.

We continue to pursue new avenues for serving customers with more sustainable, low-emission towage services. This quarter marked a key milestone as we took delivery of the first of our new, innovative TRAnsvErse tugs, which are expected to deliver increased efficiency, reduced fuel consumption and lower emissions than conventional tug designs. In addition to three TRAnsvErse tugs already under construction, we have in Q3 placed an order for another four tugs, intended for fleet renewal in 2026.

In the quarter, we also placed an order for the world's first battery-methanol tug with a delivery in 2026. It will be based on the TRAnsvErse tug design and feature a 6MWh battery supported by dual-fuel methanol engines for back-up and range extension. The tug will serve customers in the Port of Gothenburg, Sweden, where shore power availability, methanol bunkering, and a close partnership with the port to drive decarbonisation provide ideal conditions for it.



Kasper Friis Nilaus
Chief Executive Officer
Copenhagen, 13 November 2024



Q3 2024 financial performance

Svitzer delivered an adjusted EBITDA of DKK 452m, an increase of 12.7% compared to Q3 2023, driven by increased revenue across the Group.

Revenue increased by DKK 131m to DKK 1,545m and adjusted for foreign exchange impact, the increase was 9% or DKK 133m compared to Q3 2023. Revenue for Harbour Towage increased by DKK 80m, driven by tariff increases globally, recovery of grain exports in Argentina and higher tug job activity in AMEA. This was partly offset by lower volumes of 2% across Australia, Europe and Americas. Revenue for Terminal Towage increased by DKK 61m, primarily impacted by commencement of new contracts in Australia and Europe in Q2 2024 and Q4 2023 and increases in day rate escalations.

Operating and other costs increased by DKK 101m to DKK 1,115m. Variable costs increased driven by higher fuel costs due to higher HVO prices in Europe, increased MGO prices globally and higher activity related costs in AMEA. Vessel costs increased driven by higher maintenance and repair costs for vessels in Europe combined with higher vessel charter costs to cover for vessels out of service and an

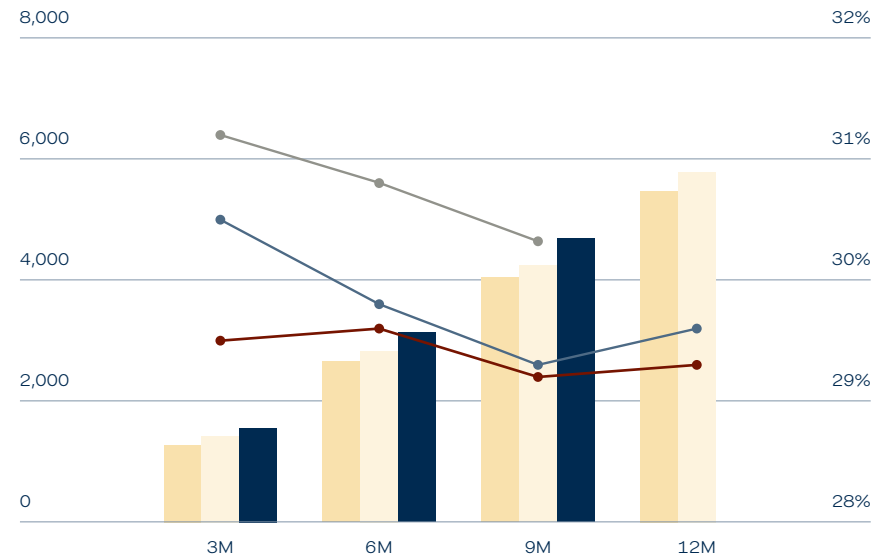
increase in port expenses. Staff costs increased globally affected by inflationary increases and higher crew costs.

EBITDA increased to DKK 430m (DKK 401m) and adjusted EBITDA increased to DKK 452m (DKK 401m). EBITDA margin was 27.8% (28.3%). Adjusted EBITDA margin, which excludes separation and listing costs related to the demerger from A.P. Møller - Mærsk A/S, was 29.2%. Separation and listing costs of DKK 22m for the quarter consist of non-recurring legal fees and costs related to new system implementations for services previously covered by A.P. Møller - Mærsk A/S.

CAPEX was DKK 222m (DKK 331m) driven by a decrease in growth CAPEX to DKK 41m (DKK 109m) as Q3 2023 was higher impacted by CAPEX for vessels entering new contracts in Australia, Americas and Europe. Decrease in dry-docking CAPEX to DKK 122m (DKK 171m) was partly offset by an increase in fleet renewal and other CAPEX to DKK 59m (DKK 51m).

Revenue and adjusted EBITDA margin

Revenue (DKKm): 2022 2023 2024
Adjusted EBITDA margin (%): 2022 2023 2024



9M 2024 financial performance

Svitzer delivered an adjusted EBITDA of DKK 1,419m (DKK 1,240m), driven by increased activity and tariffs which was offset by inflationary cost pressure.

Svitzer continued to grow, positively impacted by new contracts commenced in Europe, Americas and Australia during Q4 2023 and 2024.

Revenue increased by DKK 437m to DKK 4,683m and adjusted for foreign exchange impact, the increase was 10% or DKK 438m compared to the first nine months of 2023.

Revenue for Harbour Towing increased by DKK 258m driven by tariff increases, higher

volumes of 1%, commencement of a new contract in Brazil and a few special jobs performed across the Group.

Terminal Towing revenue increased by DKK 199m primarily impacted by commencement of new contracts in Australia and Europe that commenced in Q2 2024 and Q4 2023 respectively and day rate escalations.

EBITDA increased to DKK 1,293m (DKK 1,240m) and adjusted EBITDA increased

to DKK 1,419m (DKK 1,240m). The increase in revenue was partly offset by higher operating costs of DKK 383m to DKK 3,390m.

Variable costs increased, driven by higher fuel costs due to activity increases, higher HVO prices in Europe, higher overflow and other costs as a result of increased activity in Europe and AMEA.

Vessel costs were higher due to increased maintenance and repair costs primarily for vessels in Europe combined with higher vessel charter costs to cover for vessels out of service. Staff costs increased globally primarily affected by inflationary increases, increased FTEs and higher crew costs.

Svitzer did offset the financial impact of inflationary increases on costs with timely adjustment on tariffs, day rate escalations and higher margins from special jobs. This resulted in EBITDA margin of 27.6% which was a decrease compared to the first nine months of

2023 at 29.2%. The decrease was driven by the separation and listing costs of DKK 126m related to the demerger from A.P. Møller - Mærsk A/S. Adjusted EBITDA margin excluding the separation and listing costs was 30.3% (29.2%).

CAPEX was DKK 705m (DKK 763m) consisting of investments in growth projects of DKK 323m (DKK 329m), fleet renewals of DKK 70m (DKK 106m), dry-dockings and other investments of DKK 311m (DKK 329m).

Region (DKKm)	Revenue				EBITDA			
	9M 2024	9M 2023	▲	▲ %	9M 2024	9M 2023	▲	▲ %
Svitzer Australia	1,647	1,483	164	11%	533	477	56	12%
Svitzer Europe	1,622	1,450	173	12%	399	356	43	12%
Svitzer Americas	747	654	92	14%	269	224	45	20%
Svitzer AMEA	682	659	23	3%	248	246	2	1%
Unallocated/eliminations	-15	-	-15	NA	-156	-63	-93	NA
Svitzer Group	4,683	4,246	437	10%	1,293	1,240	53	4%

Segment performance

Svitzer Australia

Q3 2024 performance

Revenue increased by 11% compared to Q3 2023, primarily driven by tariff increases in Harbour Towage to offset inflationary pressure, special operation jobs, revenue effect from the contract with Woodside Energy Ltd. commenced in Q4 2023 and commencement of BHP contract in Q2 2024, partly offset by lower Harbour Towing volumes.

The positive development in revenue was partly offset by the increased operating costs resulting in an increase of EBITDA of 23% leading to a 3%-point increase in the EBITDA margin compared to Q3 2023.

Australia — Financial figures in DKKm				
	Q3 2024	Q3 2023	▲	▲ %
Revenue	549	494	55	11%
EBITDA	179	146	33	23%
Margin	33%	30%	3%	

9M 2024 performance

The financial performance of the first nine months of 2024 was driven by higher tariffs, increased margins from special operation jobs and commencement of new contracts. This was partly offset by lower Harbour Towing volumes in comparison to prior year and higher operating costs, resulting in an increase of revenue of 11% and EBITDA of 12% when compared to the first nine months of 2023.

Highlights in Q3 2024

- Ongoing contract renewals across the region with inclusion of Bunker adjustment factor to compensate for the increases in fuel prices.
- Added one vessel to the BHP contract in Q3 2024.

Svitzer Europe

Q3 2024 performance

Revenue increased by 13% compared to Q3 2023 driven by tariff increases, increased activity in Harbour Towing, commencement of a Terminal Towing contract in December 2023 in Alexandroupolis, Greece and a special job in Scandinavia.

The revenue was partly offset by higher operating costs resulting in an increase in EBITDA of 20% leading to a 2%-point increase in the EBITDA margin compared to Q3 2023.

Europe — Financial figures in DKKm				
	Q3 2024	Q3 2023	▲	▲ %
Revenue	525	464	61	13%
EBITDA	131	109	22	20%
Margin	25%	23%	2%	

9M 2024 performance

The financial performance of the first nine months of 2024 was primarily driven by tariff increases, higher Harbour Towing activity and commencement of a new Terminal Towing contract in December 2023 resulting in a revenue increase of 12%. This is partly offset by increased fuel costs and higher time charter and vessel repair costs for vessels out of service in the UK, resulting in an increase in EBITDA of 12% compared to the first nine months of 2023.

Highlights in Q3 2024

- The first innovative TRANverse tug was delivered. This vessel will perform Harbour Towing operations in the Netherlands.

Svitzer Americas

Q3 2024 performance

Revenue increased by 4% compared to Q3 2023, primarily driven by higher Harbour Towage volumes resulting from recovery of grain exports in Argentina. The increase in revenue was partly offset by increases in operating and staff costs driven by inflationary pressures primarily in Argentina, resulting in an increase in EBITDA of 2%.

The EBITDA margin in Q3 2024 was 1% below Q3 2023 as the comparison period was positively impacted by a significant special job in Brazil.

Americas—Financial figures in DKKm				
	Q3 2024	Q3 2023	▲	▲ %
Revenue	248	239	9	4%
EBITDA	89	87	2	2%
Margin	36%	37%	-1%	

9M 2024 performance

The financial performance of the first nine months of the year was positively impacted by special jobs and commencement of the FSRU (floating storage regasification unit) contracts in Brazil during the first half of the year, resulting in an increase of 14% in revenue and an increase of 20% in EBITDA.

Highlights in Q3 2024

- Initiated operations on a five-year contract for one more dedicated tug in Brazil.

Svitzer AMEA

Q3 2024 performance

Revenue increased by 6% compared to Q3 2023 primarily driven by higher Harbour Towage volumes and day rate escalations in Terminal Towage. The costs directly associated with the Harbour Towage volumes and increased staff costs primarily contributed to EBITDA being on par with previous year and a decrease in EBITDA margin of 2%-points.

AMEA — Financial figures in DKKm				
	Q3 2024	Q3 2023	▲	▲ %
Revenue	231	218	13	6%
EBITDA	85	85	0	-
Margin	37%	39%	-2%	

9M 2024 performance

The financial performance in the first nine months of 2024 was driven by higher Harbour Towage volumes and day rate escalations in Terminal Towage resulting in a revenue growth of 3%. The revenue growth was partly offset by higher variable costs associated with the Harbour Towage volumes and higher vessel maintenance costs resulting in an increase of 1% in EBITDA.

Highlights in Q3 2024

- The Terminal Towage contract in Liberia for two vessels was extended for a five-year term to 2029.

Financial outlook for 2024*

Svitzer's financial outlook for 2024 is unchanged compared to the Interim report for the first six months of 2024 that was released on 14 August 2024.

Revenue

~ 6.0-7.5% growth in constant exchange rates basis

Based on the solid performance across the regions so far in 2024, which was driven by tariff increases, commencement of new contracts and special operation jobs, Svitzer expects the full year revenue growth in constant exchange rates to be in the upper end of the previously communicated range of around 6.0 - 7.5%.

Adjusted EBITDA

~ DKK 1,775-1,875m

Similar to previous years, Svitzer will continue its efforts to mitigate the inflationary pressure on all cost categories by driving efficiencies. Based on this, combined with the development in the assumptions made on revenue, the adjusted EBITDA is expected to be in the upper end of the range of around DKK 1,775-1,875m, excluding separation and listing costs related to the demerger from A.P. Møller - Mærsk A/S. These are expected to amount to around DKK 130m recognised as operating costs. In addition, DKK 31m have been recognised in the balance sheet as it relates to the issue of new debt.

Gross CAPEX

~ DKK 900-1,100m

Growth CAPEX is expected to be in the range of around DKK 400-500m. Fleet renewal, docking, and other CAPEX is expected to be around DKK 500-600m. It is assumed that Svitzer continues to invest in commercial and technology upgrades of its fleet and operations and that the fleet does not experience abnormal levels of equipment breakdowns.

* Refer to forward looking statements – risks and uncertainties on page 11.

Forward looking statements – risks and uncertainties

This trading statement contains forward-looking statements. Forward-looking statements are statements that are not historical facts and that can be identified by words such as “believe”, “expect”, “anticipate”, “intends”, “estimate”, “will”, “may”, “continue”, “should”, and similar expressions.

The forward-looking statements in this trading statement are based upon various assumptions, many of which are based, in turn, upon further assumptions.

Although Svitzer believes that these assumptions were reasonable when made, these assumptions are inherently subject to significant known and unknown risks, uncertainties, contingencies and other important factors which are difficult or impossible to predict and are beyond its control.

These factors include general economic and business conditions, changes in exchange rates, demand for Svitzer's services, competitive factors within the global towage industry, operational issues in one or more of the company's markets and regions, and uncertainties regarding the purchase and divestment of businesses.

Financial Calendar 2025

5 March

Group Annual Report 2024

10 April

Annual General Meeting 2025

15 May

Q1 2025 trading statement

26 August

H1 2025 interim report

13 November

Q3 2025 trading statement

Definition of terms

Technical terms, abbreviations and definitions of key figures and financial ratios

A

Adjusted EBITDA: Earnings Before Interest, Taxes, Depreciation and Amortisation excluding material non-recurring income and costs that are not considered part of regular business operations such as separation and listing costs related to the demerger from A.P. Møller - Mærsk A/S.

Adjusted EBITDA margin: Adjusted EBITDA divided by Revenue.

C

CAPEX or Gross CAPEX: CAPEX or Gross capital expenditure refers to cash payments for intangible assets and property, plant and equipment, excluding acquisitions and divestments.

Constant exchange rates: Exchange rates for the same period in the prior year.

E

EBIT: Earnings Before Interest and Taxes.

EBITDA: Earnings Before Interest, Taxes, Depreciation and Amortisation.

EBITDA margin or margin: EBITDA divided by Revenue.

F

Free cash flow: Cash flow from operating activities, purchase & sale of intangible assets and property, plant and equipment, dividends received, repayments of lease liabilities, financial payments and financial expenses paid on lease liabilities.

FTEs: The number of all equivalent full time employees (both onshore and offshore) employed by Svitzer Group and its subsidiaries for the relevant financial period.

G

Growth CAPEX: CAPEX predominantly related to growth activities.

H

Harbour Towing: A towing service by tugboats to vessel owners or operators at various ports and harbours.

HVO: Hydrotreated vegetable oil.

M

MGO: Marine gas oil.

R

Revenue growth: Increase in revenue over a financial period.

T

Terminal Towing: A towing service by tugboats dedicated to a specific terminal.

Tug jobs (Harbour Towing): The number of Harbour Towing tug jobs performed by the Svitzer Group in a relevant financial period.

SVITZER

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Designations

The Svitzer Group, Svitzer, the Company, the Group and Svitzer Group A/S consolidated with its subsidiaries and associated companies are used interchangeably.

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