

# Q2 2021 Quarterly Results

TRESU Investment Holding A/S

24 August 2021

## General information

- The interim financial report appended to this presentation is prepared in accordance with IAS 34 'Interim Financial Reporting' as adopted by the EU and additional Danish disclosure requirements for interim financial reports of listed companies
- IFRS 16 Leases standard are implemented as of January 2019.
- The interim financial report has neither been audited nor reviewed
- The statement of profit or loss in this presentation is complemented with a bridge to Adjusted EBITDA for comparability with prior periods
- Please refer to the interim financial report, including the notes to the financial statements, for full details
- This presentation and report will be available at [www.tresu.dk/investor-relations](http://www.tresu.dk/investor-relations)
- The total nominal amount of bonds held by Altor TG AB, a fully-owned subsidiary of Altor Fund IV, as at the publication date of this report is EUR 12,122,500

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# Executive summary

## **Q2 '21 results in line with expectations**

- Q2 '21 revenue and adj. EBITDA of DKK 87.6m and DKK 6.0m
- Good order intake of DKK 127m, of which DKK 81m is capital sales
- Liquidity remains healthy at DKK 47m and supportive of the growth strategy

## **Outlook 2021**

- Increased order book and pipeline
- Continued focus on profitable growth and cost structure
- 2021 guidance is revenue growth in the area of 15-25% and 11,5-13% adj. EBITDA margin (unchanged)

## **COVID-19 mitigating actions**

- Continued strong focus on employee safety and business continuity
- Production site and sales offices remained operational throughout Q2 2021

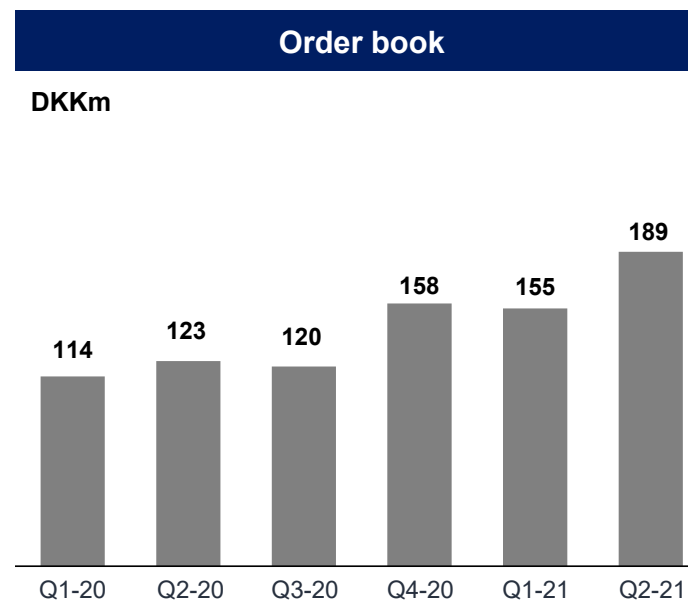
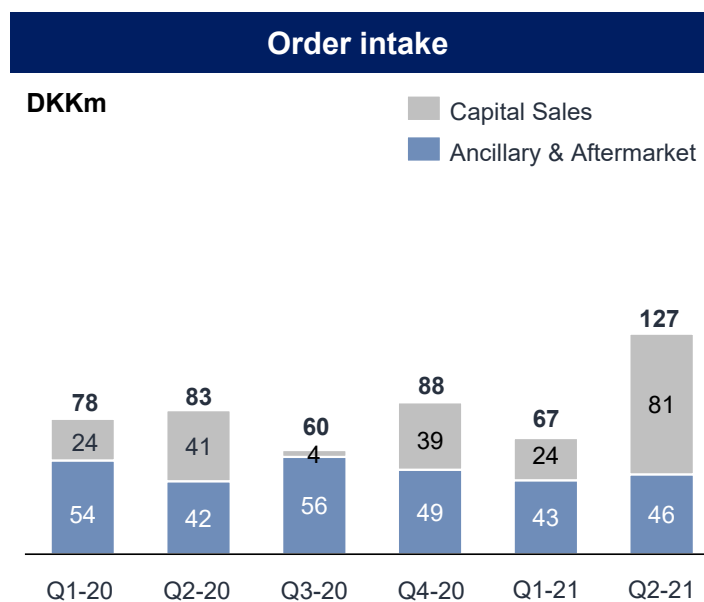
## Q2 '21 result

DKKm	Q2 2021	Q1 2021	YTD 2021
<b>Revenue</b>	<b>87,6</b>	<b>68,4</b>	<b>156,0</b>
Production costs	(81,0)	(66,9)	(147,9)
<b>Gross profit/(loss)</b>	<b>6,6</b>	<b>1,5</b>	<b>8,1</b>
Distribution costs	(9,9)	(8,5)	(18,4)
Administrative costs	(8,7)	(9,6)	(18,2)
Other operating income	0,0	0,0	0,1
Other operating expenses	0,0	0,0	0,0
<b>Operating profit/(loss)</b>	<b>(11,9)</b>	<b>(16,5)</b>	<b>(28,5)</b>
<b>Adjustments</b>			
D&A	2,6	2,6	5,2
NRI	1,3	1,0	2,3
PPA depreciations	12,3	12,4	24,7
Impairment losses	0,0	0,0	0,0
IFRS 16 depreciations on leases	1,8	2,7	4,5
<b>Adjusted EBITDA (non IFRS)</b>	<b>6,0</b>	<b>2,2</b>	<b>8,2</b>
NWC	7,6	17,6	7,6
Net debt	553,1	569,2	553,1
Available liquidity	47,2	69,1	47,2

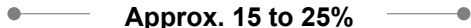

### Comments

- Q2 '21 revenue and adj. EBITDA of DKK 87.6m and DKK 6.0m (6.9% margin)
- Net debt of DKK 553.1m by end of Q2' 21 (DKK 569.2m by end of Q1 '21); positive cash flow of DKK 14.0m from operating activities in Q2 '21 which is in line with the YTD expectations.
- Liquidity remains healthy and supportive of the growth strategy.

# Order intake and order book development



# Financial Outlook for 2021

2021 Key metrics	Drivers
Revenue growth	<div data-bbox="478 695 945 771">  <p><b>Approx. 15 to 25%</b> (2020: DKK 302)</p> </div> <ul style="list-style-type: none"> <li>• Healthy backlog and cap sales pipeline</li> <li>• Ancillary</li> <li>• Aftermarket &amp; Service</li> </ul>
Adj. EBITDA margin	<div data-bbox="478 922 945 1015">  <p><b>11,5 to 13,0%</b> (2020: 10,4%)</p> </div> <ul style="list-style-type: none"> <li>• Revenue growth</li> <li>• Continued Supply chain efficiencies</li> </ul>
Available liquidity	<p>Positive cash flow generation after interest costs</p> <ul style="list-style-type: none"> <li>• EBITDA growth</li> <li>• Decreasing extraordinary costs</li> <li>• Sale of real estate in Denmark</li> </ul>

## Appendix

## Statement of profit or loss

DKKm	Q2 2021	Q1 2021	YTD 2021
<b>Revenue</b>	<b>87,6</b>	<b>68,4</b>	<b>156,0</b>
Production costs	(81,0)	(66,9)	(147,9)
<b>Gross profit/(loss)</b>	<b>6,6</b>	<b>1,5</b>	<b>8,1</b>
Distribution costs	(9,9)	(8,5)	(18,4)
Administrative costs	(8,7)	(9,6)	(18,2)
Other operating income	0,0	0,0	0,1
Other operating expenses	0,0	0,0	0,0
<b>Operating profit/(loss)</b>	<b>(11,9)</b>	<b>(16,5)</b>	<b>(28,5)</b>
Financial income	0,1	0,4	0,5
Financial expenses	(8,0)	(7,8)	(15,7)
<b>Profit/(loss) before tax</b>	<b>(19,8)</b>	<b>(23,9)</b>	<b>(43,7)</b>
Tax on profit/(loss) for the period	2,7	4,2	7,0
<b>Profit/(loss) for the period</b>	<b>(17,1)</b>	<b>(19,7)</b>	<b>(36,8)</b>



# Statement of financial position

DKKm	Jun-21	Mar-21
Goodwill	174,0	174,0
Completed development projects	23,4	25,2
Patents and licenses*	154,2	164,9
Brand	37,9	37,9
Customer relationship*	97,1	104,3
<b>Intangible assets</b>	<b>486,6</b>	<b>506,4</b>
Land and buildings	0,0	0,0
Plant and machinery	33,8	35,2
Other fixtures and fittings, tools and equipment	3,9	4,0
Leasehold improvements	3,3	3,5
Finance lease - NC	102,1	104,1
<b>Property, plant and equipment</b>	<b>143,1</b>	<b>146,8</b>
Deferred tax assets	0,0	0,0
Deposits	10,1	10,1
<b>Other non-current assets</b>	<b>10,1</b>	<b>10,1</b>
<b>Non-current assets</b>	<b>639,8</b>	<b>663,3</b>
Inventories**	63,6	68,3
Trade receivables	37,7	34,0
Contract work in progress**	9,3	3,0
Tax receivables	2,6	2,6
Other short-term receivables	2,1	2,8
Prepayments	3,9	3,7
<b>Receivables</b>	<b>119,3</b>	<b>114,5</b>
Cash	22,2	16,1
Assets as held for sale	3,5	8,0
Finance lease - C	0,0	0,0
<b>Current assets</b>	<b>145,0</b>	<b>138,5</b>
<b>Assets</b>	<b>784,8</b>	<b>801,8</b>

DKKm	Jun-21	Mar-21
Contributed capital	2,9	2,9
Other reserves	3,0	3,0
Retained earnings	(93,9)	(76,8)
<b>Equity</b>	<b>(87,9)</b>	<b>(70,9)</b>
Provisions for deferred tax	72,2	74,9
Other provisions	4,0	4,0
Corporate bonds	518,8	518,5
Finance lease liabilities	92,3	94,2
Other payables	8,3	8,3
<b>Non-current liabilities</b>	<b>695,6</b>	<b>700,0</b>
Current portion of long-term lease liabilities	11,3	11,3
Current portion of long-term other payables	0,0	0,0
Bank debt	56,5	66,8
Payable group company	8,0	8,0
Contract liabilities*	13,0	21,1
Prepayment customers	30,8	17,1
Trade payables**	18,8	16,4
Income tax payable	0,4	0,4
Other payables C	38,4	31,7
<b>Current liabilities</b>	<b>177,2</b>	<b>172,7</b>
<b>Total liabilities</b>	<b>872,8</b>	<b>872,7</b>
<b>Equity and liabilities</b>	<b>784,8</b>	<b>801,8</b>

## Statement of cash flows

DKKm	Q2 2021	Q1 2021	YTD 2021
Operating profit/loss	(11,9)	(16,5)	(28,5)
Amortisation, depreciation	14,9	15,0	29,8
Other provisions	(0,0)	0,9	0,9
Working capital changes	18,9	(14,7)	4,2
<b>Cash flows from ordinary operating activities</b>	<b>21,9</b>	<b>(15,4)</b>	<b>6,5</b>
Financial income received	0,1	0,4	0,5
Financial expenses paid	(8,0)	(7,0)	(15,0)
Income taxes refunded/paid	0,0	0,0	0,0
<b>Cash flows from operating activities</b>	<b>14,0</b>	<b>(22,0)</b>	<b>(8,0)</b>
Acquisition etc. of intangible assets	(0,1)	(0,1)	(0,2)
Acquisition etc. of property, plant and equipment	(0,5)	(0,8)	(1,3)
Proceeds from disposal of financial fixed assets	0,0	0,0	0,0
Disposal of property, plant and equipment	4,8	0,0	4,8
<b>Cash flows from investing activities</b>	<b>4,2</b>	<b>(0,9)</b>	<b>3,3</b>
Leasing	(1,8)	(2,7)	(4,5)
Repayment of bank debt	(10,3)	25,3	14,9
<b>Cash flows from financing activities</b>	<b>(12,1)</b>	<b>22,5</b>	<b>10,5</b>
<b>Increase/decrease in cash and cash equivalents</b>	<b>6,1</b>	<b>(0,4)</b>	<b>5,7</b>
Cash and cash equivalents at the beginning of the period	16,1	16,5	16,5
<b>Cash and cash equivalents end of the period</b>	<b>22,2</b>	<b>16,1</b>	<b>22,2</b>
Cash and cash equivalents at period end are composed of:			
Cash	22,2	16,1	22,2
<b>Cash and cash equivalents end of the period</b>	<b>22,2</b>	<b>16,1</b>	<b>22,2</b>