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Summary of unaudited Q4/FY 2022 results and outlook for 2023



Continuing to consistently deliver on expectations; all-time high quarterly revenue of NOK 372m in Q4 2022, up 44% YOY with strength across most application areas



FY 2022 revenue of NOK 964 million (+90% YoY) was 7% higher than guidance, driven by infrastructure, heavy-duty vehicle and transit bus applications



Q4 2022 EBITDA loss of NOK 110 million and FY 2022 EBITDA loss of 406 million in line with guidance



Ended the year with NOK 380 million of cash; positive cash from operations in Q4 2022



Strong backlog and order trends drive 2023 revenue growth expectation of at least 50%; EBITDA margin expected to improve substantially but negative EBITDA expected to widen by approximately 10% driven by continued organizational ramp-up



Transfer to the main list of the Oslo Stock Exchange targeted by end of March 2023

FY 2022 (Q4 2022) FINANCIAL HIGHLIGHTS



Revenue NOK 964m (NOK 372m)



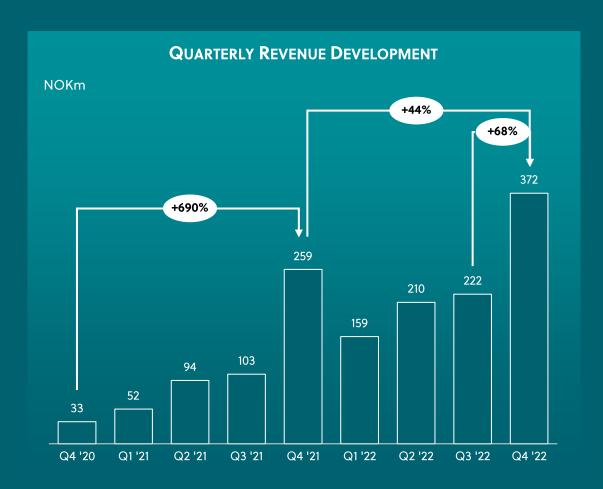
EBITDA NOK -406m (NOK -110m)

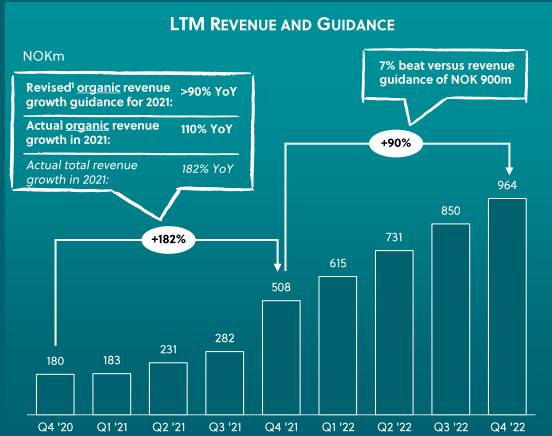


Cash balance NOK 380m



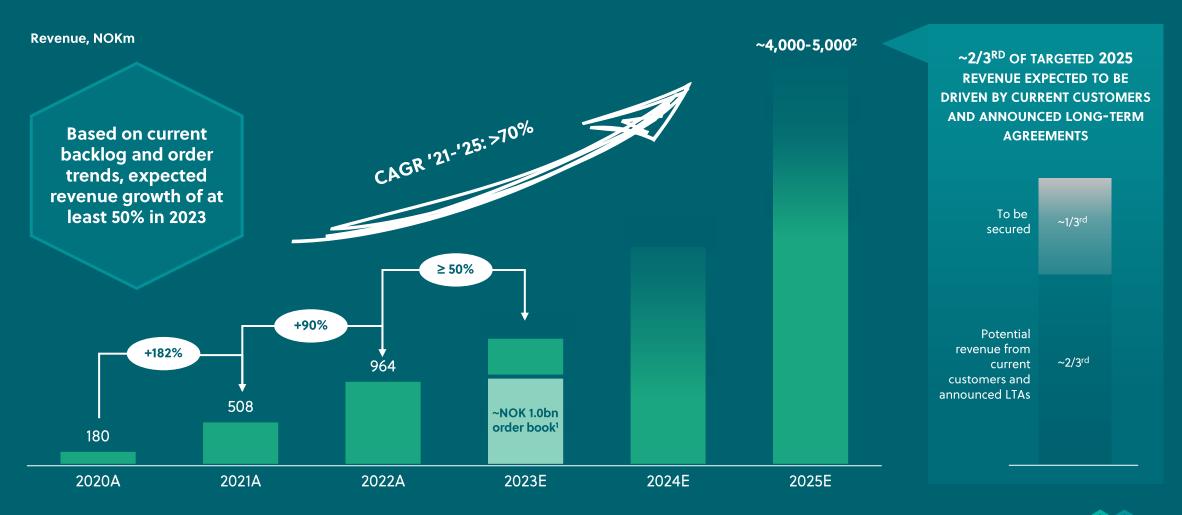
Strong growth trends coupled with consistent outperformance vs guidance







Strong momentum on several fronts, revenue ambition of NOK 4-5bn in 2025





Sources: Hexagon Composites (16 Feb 2023 NewsWeb), Hexagon Purus (6 Feb 2023 NewsWeb), Hexagon Purus (10 May 2022 NewsWeb) Note: all Q4 and FY 2022 figures are unaudited

I) Includes minimum order value agreed in framework agreement announced on 14 Oct 2022

^{2) 2025} revenue target from Hexagon Purus' Capital Markets Day (10 May 2022)

Overview of the contemplated transaction and strategic partnership with Mitsui¹

WHAT THE TRANSACTION AND MITSUI STRATEGIC PARTNERSHIP ENABLES²



INDUSTRIAL **SYNERGIES**

- Expanding Purus' global reach and increasing speed to market by leveraging Mitsui's extensive global network
- Capitalizing on Mitsui's significant in-depth knowledge and active role in the hydrogen space, including deep ties with important customers and suppliers for Purus



LONG-TERM **ANCHOR INVESTOR**

- Deeper strategic alliance including an MoU³, laying out Mitsui's intent to participate as an anchor investor in future capital raises – total monetary scope of the non-binding MoU is up to NOK 2,000m
- Future investments from Mitsui will be subject to, amongst other, Purus' fulfilment of commercial and operational milestones agreed between the parties in good faith



BROADENING INSTITUTIONAL **INVESTOR BASE**

- Further diversifying and strengthening Hexagon Purus' institutional shareholder register, and increasing the company's free float and liquidity
- Contemplated convertible bond financing diversifies the company's funding sources at attractive terms



UP-LISTING

 Transaction is foreseen to enable a transfer to the main list of the Oslo Stock Exchange, with estimated completion in the end of March 2023

HIGH LEVEL SUMMARY OF THE **CONTEMPLATED TRANSACTION**

- · The contemplated transaction announced 1 March 2023 is a combination of convertible bonds and a private placement of shares, conducted in the form of accelerated bookbuildings
- The transaction size is expected in the range of NOK 700-800 million for the convertible bond (with a NOK 500m subscription from Mitsui) and NOK 350-450 million for the private placement of shares
- The convertible bonds will be senior. unsecured with a 5-year tenor, 6.0% fixed semi-annually interest payable in-kind, and a conversion premium of 25%4

Bookbuilding process for the convertible bond and the private placement commences 1 March 2023



Mitsui on track to develop a strong hydrogen platform across the value chain, with Hexagon Purus at its core

ABOUT MITSUI & CO., LTD.



GLOBAL POSITION

Mitsui is a global trading and investment company with a diversified portfolio that spans 63 countries



STRATEG

Strategy aiming to capitalize on growth opportunities by harnessing some of the world's main megatrends: sustainability, health & wellness, digitalization and the growing power of the consumer



FOCUS AREAS Mitsui has built a strong and diverse core business portfolio covering the Mineral and Metal Resources, Energy, Machinery and Infrastructure, and Chemicals industries



Mitsui has about 5,500 employees and deploys talent around the globe to identify, develop and grow businesses in collaboration with a global network of trusted partners





What makes Hexagon Purus a unique enabler of the net zero transition

1

OUR PRODUCTS ARE CRITICAL FOR THE NET ZERO TRANSITION OF MOBILITY TO WORK



2

OUR MATERIAL TECHNOLOGY
KNOW-HOW IS SECOND TO
NONE, AND COUPLED WITH
OUR PRODUCTION
KNOWHOW, ALLOWS US AN
UNPARALLELED COST
POSITION



3

OUR DECADES LONG
EXPERIENCE AS A TIER 1
SUPPLIER TO OUR OEM
CUSTOMERS MAKES US THE
"GO TO PARTNER"
(HYDROGEN OR BATTERY)



4

OUR GLOBAL
MANUFACTURING SET-UP HAS
BEEN QUALIFIED BY THE MOST
DEMANDING CUSTOMERS
AND WE ARE EXPANDING
CAPACITY





5

STRONG REGULATORY
MOMENTUM AND POSITIVE
COMMERCIAL TRACTION

SOLID EXECUTION TRACK RECORD, ROBUST CUSTOMER PORTFOLIO AND STRONG ORDER BOOK FOR 2023 POINT TO CONTINUED GROWTH







Capacity expansion program is on track





Early mover with unique market position validated by major customer wins and recurring business

SELECTION OF MILESTONE COMMERCIAL AGREEMENTS TO BE EXECUTED IN THE COMING YEARS



MULTI-YEAR CONTRACT WITH **NIKOLA FOR SUPPLY** OF HYDROGEN **CYLINDERS FOR** NIKOLA'S TRE **HEAVY-DUTY FCEV TRUCKS**

> EST. VALUE: EUR >200M



LONG-TERM **BINDING LOI FOR SERIAL SUPPLY OF BATTERY SYSTEMS** FOR MULTIPLE HINO TRUCK PLATFORMS **FROM 2024**

> **EST. VALUE:** USD 1BN



HYDROGEN SYSTEMS FOR **FCEV** BUSES

EXCLUSIVE SUPPLY AGREEMENT FOR HYDROGEN SYSTEMS WITH **LEADING EUROPEAN BUS OEM FROM 2021-**2024

> **EST. VALUE: EUR 30M**



MULTI-YEAR **GLOBAL SUPPLY** AND NATIONAL **EXCLUSIVITY** AGREEMENT FOR **HYDROGEN** DISTRIBUTION **MODULES**

> **EST. VALUE: EUR 35M**



MULTI YEAR SUPPLY AGREEMENT FOR SERIAL SUPPLY OF HYDROGEN SYSTEMS FOR **TRANSIT BUSES** FROM 2022-2025



COMMERCIAL AGREEMENT FOR **DELIVERY OF** HYDROGEN **CYLINDERS AND** DISTRIBUTION **SYSTEMS** IN EUROPE



FOLLOW-ON ORDER FOR **HYDROGEN** DISTRIBUTION SYSTEMS AND MOBILE REFUELLING **STATIONS**

> EST. VALUE: EUR 6M



RECENT CUSTOMER WINS

STORAGE





DB BAHN

ORDER FOR MOBILE **HYDROGEN** REFUELLING STATIONS AND **STATIONARY**

> EST. VALUE: **EUR 2.5M**



THIRD ORDER FOR **HYDROGEN CYLINDERS FOR**

NEW FLYER'S FCEV

BUSES

EST. VALUE: EUR 2.5M



Hydrogen cylinders Hydrogen systems





