HEXAGON PURUS Q12023 PRESENTATION

9 MAY 2023 MORTEN HOLUM, CEO SALMAN ALAM, CFO



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Agenda





Q1 2023 HIGHLIGHTS



Key company highlights for Q1 2023





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



6 Note: 1) Firm purchase orders only, i.e., excluding any minimum order values agreed in framework agreements. 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



Strong momentum in hydrogen distribution drove revenue growth in Q1'23



Q1 2023 YOY REVENUE BRIDGE | NOKM

- Strong underlying revenue growth driven by increased sale of hydrogen distribution systems in the quarter.
- A strong quarter for rail last year combined with lower activity for heavy-duty and transit bus in North America during the quarter resulted in a somewhat flat quarter for mobility applications.
- Stable activity within industrial gas offset by a lower activity within aerospace.



Successfully raised total gross proceeds of NOK ~1,300 million and entered into a deeper strategic partnership with Mitsui

WHAT THE SUCCESSFUL TRANSACTION AND MITSUI STRATEGIC PARTNERSHIP ENABLES

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SUMMARY OF THE TRANSACTION

- On 1 March 2023, Purus successfully raised total gross proceeds of NOK ~1,300 million
- The transaction comprised of (i) an equity private placement of NOK 500 million through issuance of 18 518 519 shares at a price of NOK 27.0 and (ii) a convertible bond private placement of NOK 800 million.
- The convertible bonds is senior unsecured with a 5-year tenor, 6.0% fixed semi-annually interest payable in-kind with a conversion price of NOK 33.75
- Mitsui subscribed for, and was allocated, NOK 500 million in the convertible bond private placement



On 30 March 2023 Hexagon Purus successfully transferred from Euronext Growth Oslo to the main list of the Oslo Stock Exchange



Hexagon Purus

 TICKER
 HPUR

 LAST TRADE

 TURNOVER

 MARKET VALUE (MNOK)







Hexagon Purus will produce and supply complete battery electric trucks to Hino Truck for the U.S market





A prototype of Hexagon Purus' BEV truck for Hino exhibited at the Hino booth on ACT Expo in Anaheim, Los Angeles in May 2023

CINTAS

on ssion

@Alliso

Signed long-term agreement with Panasonic for battery cell supply

BATTERY CELLS IS A KEY COMPONENT OF PURUS' BATTERY SYSTEM



SUPPLY AGREEMENT WITH PANASONIC

- Multi-year supply contract starting January 1, 2026.
- Prepayment of USD ~43 million payable through 2025 subject to the achievement of certain milestones.
- This prepayment will secure battery cell capacity for Hexagon Purus out of Panasonic's production facility in Kansas.

PANASONIC IS A PIONEER IN THE BEV MARKET

- Panasonic has been a key enabler of the battery electric transition through long-term support of Tesla.
- Battery cells produced at the new facility in Kansas (U.S.) will be compliant with USMCA¹ and are also expected to benefit from the Inflation Reduction Act of 2022 incentives available for U.S. based producers of battery cells



Advanced Clean Truck and Advanced Clean Fleet regulations create demand certainty for zero emission trucks in the US

100%

130.0

NUMBER OF CLASS 4-8 ZEV¹ TRUCKS EXPECTED IN CARB STATES

Approximately 130k diesel trucks sold in CARB states² in 2022, and the below graph conservatively assuming a flat sales growth going forward

ZEV truck sales ('000)

Min. ZEV % of new class 4-8 trucks sold 50% 40% 65.0 30% 52.0 20% 39.0 13% 11% 9% 26.0 16.9 14.3 11.7 2024 2025 2026 2027 2030 2045 2028 2029

CARB³ RULING IN BRIEF

- CARB has introduced a regulation for truck manufacturers (Advanced Clean Truck standard), and more recently, a regulation for fleet owners (Advanced Clean Fleet standard⁴), aiming to reduce emissions and accelerate the adoption of ZEVs in California.
- The truck manufacturers and fleet owners are required to have an incrementally higher ZEV content when selling or operating a fleet of trucks in California from 2024 onwards.
- In example, the Advanced Clean Truck standard entail:
 - Starting from the 2024 model year 9% of all class 4-8 trucks sold to be zero-emission, rising to 50% in 2030.
 - 100% of commercial trucks and vans sold to be zero emission by 2045.



Source: Company data, California Air Resources Board and NADA.org

13 Note: 1) ZEV = Zero Emission Vehicle; 2) 14 other states and District of Columbia adopt California's standards, collectively referred to as "CARB states"; 3) California Air Resources Board; 4) Approved by CARB on 28 April 2023

Selected by New Flyer for the third consecutive year

Welcome to cleaner, smarter mobility.

HEXAGON PURUS TO PROVIDE TYPE 4 HYDROGEN STORAGE CYLINDERS FOR NEW FLYER'S SERIALLY PRODUCED FUEL CELL TRANSIT BUS

KCENDI CH

- WANDARD

IN TOTAL, DELIVERED TO MORE THAN **80** FUEL CELL TRANSIT BUSES



xcelsior CHARGE FC

UEL CELL-ELECTRIC AND ZERO EMISSION

Hexagon Purus has opened a new hydrogen cylinder manufacturing facility in Westminster, USA



- Hydrogen cylinder engineering and production facility
- The facility will primarily supply North American mobility and aerospace customers
- Completed January 2023

SIZE 60,000 square foot facility



CAPACITY

Support annual production of up to 10,000 cylinders



PERSONNEL Jp to 150 skilled

labour





Hexagon Purus has opened a new manufacturing facility for battery and hydrogen storage systems in Kelowna, Canada



- Engineering and manufacturing facility for battery and hydrogen storage systems
- The facility will amongst other serve as a highly automated battery system production site for heavy-duty vehicles in North America
- Completed April 2023, equipment installed in 2023-2024

SIZE 60,000 square foot facility



CAPACITY

Annual production of >1,000 battery systems for heavy-duty vehicles



PERSONNEL

Up to 150 engineers and assembly technicians





FINANCIALS



Profit & loss statement

PROFIT & LOSS (NOK 1,000)	Q1 2023	Q1 2022	FY 2022
Total revenue	243,977	159,047	963,925
Cost of materials	156,157	65,158	588,525
Payroll and social security expenses	139,426	94,630	443,496
Other operating expenses	60,405	92,070	337,408
Total operating expenses	355,989	251,858	1,369,430
EBITDA	(112,012)	(92,811)	(405,505)
Depreciation and amortization	27,801	22,064	95,089
EBIT	(139,813)	(114,875)	(500,594)
Profit/loss from investments in associates	(1,947)	(1,349)	51,888
Finance income	10,438	2,504	37,356
Finance costs	23,379	5,744	29,548
Profit/loss before tax	(154,702)	(119,464)	(440,898)
Tax expense	(550)	(1,023)	(9,380)
Profit/loss after tax	(154,151)	(118,441)	(431,518)
Ratios (% of total revenue)			
Cost of materials	64%	41%	61%
Payroll and social security expenses	57%	59%	46%

25%

(46%)

58%

(58%)

35%

(42%)

- Revenues up 53% YoY in Q1 2023, mainly driven by hydrogen infrastructure applications such as hydrogen distribution and mobile refueling systems.
- Increase in total operating expenses comes from; (i) continued investments in organizational scale-up and; (ii) somewhat higher material costs due to inflationary pressure as well as product mix and higher proportion of pre-assembled third-party components for infrastructure applications.
- Depreciation increased mainly on the back of higher investments in property, plant and equipment as part of the ongoing capacity expansion programs.
- Financial items impacted by FX movements.



EBITDA

Other operating expenses

Revenue split by end-use application



- Hydrogen infrastructure applications accounted for majority of total revenues in Q1 2023.
- Sale to heavy-duty and transit bus applications accounted for about 75% of total revenues from mobility applications.
- Storage bundles for industrial gas applications makes up the majority of revenue from "other applications" in the quarter.



Balance sheet



- The increase in the balance sheet during the quarter is mainly due to the NOK 1.3bn capital raise in early March, and weak NOK which has inflated EUR and USD balance sheet positions.
- Convertible bond of NOK 800m split in a debt and equity component according to IAS 32.
- Cash position of NOK 1,366m and equity ratio of 60% at the end of the quarter.



Cash flow



- Increase in working capital driven by higher inventory but offset by increase in contract liabilities (i.e., pre-payments).
- CAPEX in the quarter is largely attributed to investments related to the ongoing capacity expansion programs.
- Net cash flow from financing reflects the issuance of NOK 500m (gross) in new equity and NOK 800m (gross) in convertible bonds in March.



OUTLOOK AND Q&A



Increased revenue visibility driven by recent major customer wins and recurring business with existing customers

SELECTION OF LONG-TERM COMMERCIAL AGREEMENTS TO BE EXECUTED IN THE COMING YEARS

SELECTION OF RECENT RECURRING CUSTOMERS



RECENT CUSTOMER WINS

Hydrogen cylinders 🔟 Hydrogen systems 📼 Battery systems and vehicle integration



Capacity expansion program on track with two facilities recently opened and three more to come in second half 2023





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





Full-year 2023 and 2025 targets









APPENDIX



Biden-Harris Administration announces USD 750 million to advance clean hydrogen technologies

INI	LATION	ARY RED		ACT
and the US S energy initiativ	enate passes bi res to reduce em	ll earmarking ~U hissions and imp	SD 370bn for clir rove energy sect	mate and clean urity
Lower Energy		DECARBONIZE THE		SUPPORT RURAL
COSTS	SECURITY	ECONOMY	communities	
Energy Security and Clim	ate Change investments as part of	fthe Inflation Reduction Act will pu	t the U.S on a path to roughly 40%	emissions reduction by 2030'
INVEST AND INCENTIVISE CONSUMERS TO USE AMONGST OTHER:	SUPPORT ENERGY RELIABILITY AND CLEANER ENERGY PRODUCTION	REDUCE EMISSIONS IN EVERY SECTOR OF THE ECONOMY:	INVESTMENTS INTO DISADVANTAGED COMMUNITIES THROUGH AMONGST OTHER:	ENSURE THAT RURAL COMMUNITIES ARE AT THE FOREFRONT OF CUMATE SOLUTIONS



Contains \$500 billion in new spending and tax incentives that aim to boost clean energy, reduce healthcare costs, and increase tax revenues





Launch of \$7.0 billion program to create regional clean hydrogen hubs for production, infrastructure and consumption



3

Biden-Harris Administration Announce \$750 Million to Advance Clean Hydroge



ANNOUNCED 15 MARCH 2023

Initial package of \$750 million for research, development, and demonstration efforts to dramatically reduce the cost of clean hydrogen

RECENT REGULATORY PUSH PROVIDES A STRONG PLATFORM FOR INVESTING IN **U.S.** BASED GREEN HYDROGEN PRODUCTION AND INFRASTRUCTURE



Source: Financial Times, Senate Democrats Summary of Energy Security and Climate Change Investments in the Inflation Reduction Act of 2022, Hydrogen Central, U.S. Department of Energy 29 Note: 1) First phase of a total \$1.5 billion funding package as part of the Bipartisan Infrastructure Law signed into law by President Biden on 15 November 2021

European Commission launches the Green Deal Industrial Plan for Europe

THE GREEN DEAL INDUSTRIAL PLAN

- Speeding up the contribution of Europe's innovative clean tech industries to net-zero
- With the Green Deal Industrial Plan, the European Commission will promote the creation of more supportive environment for deploying the clean tech manufacturing capacity required to meet Europe's ambitious green targets

AN IMPORTANT PIECE IN EU'S OVERALL PLAN



KEY TARGETS ANNOUNCED MARCH 2023

Net-zero technology manufacturing in the EU to provide at least 40% of total demand for netzero technologies by 2030¹

Domestic capacity by 2030 of at least 10%, 40% and 15% of the EU's annual consumption of strategic raw materials² for extraction, processing ! and recycling, respectively.



EUR 800m are dedicated to the first Hydrogen Bank auction during the fall of 2023³



1ST FEBRUARY 2023

THE GREEN DEAL

schemes towards net zero projects

MAIN OBJECTIVE

Source: European Commission

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Note: 1) Includes (i) solar power and solar thermal, (ii) onshore and offshore wind power, (iii) batteries and energy storage, (iv) heat pumps and geothermal energy, (v) electrolyzers and fuel cells, (vi) sustainable biogas/biomethane, (vii) carbon capture and storage and (viii) grid technologies; 2) Includes (i) rare earth minerals, (ii) lithium, cobalt and nickel and (iii) silicon; 3) Set to cover a fixed green premium per kilo of hydrogen produced to cover the difference in price between the cost of production and willingness of consumers to pay



Quarterly revenue and EBITDA development





Financial statements | P&L

Profit & Loss (NOK '000)	Q1 2023	Q1 2022	FY 2022
Revenue from contracts with customers	243,375	158,875	958,636
Rental income	307	172	1,255
Other operating income	295	0	4,034
Total revenue	243,977	159,047	963,925
Cost of materials	156,157	65,158	588,525
Payroll and social security expenses	139,426	94,630	443,496
Other operating expenses	60,405	92,070	337,408
Total operating expenses	355,989	251,858	1,369,430
EBITDA	(112,012)	(92,811)	(405,505)
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Profit/loss after tax	(154,151)	(118,441)	(431,518)



Financial statements | Balance sheet

Balance sheet (NOK '000)	31.03.2023	31.03.2022	31.12.2022	31.12.2021
Property, plant and equipment	621,919	304,225	494,990	267,705
Right-of-use assets	161,416	46,105	152,300	52,219
Intangible assets	858,319	737,304	802,654	752,294
Other current assets	122,014	11,137	116,059	9,500
Total non-current assets	1,763,669	1,098,771	1,566,003	1,081,718
Inventories	403,267	324,359	332,218	261,235
Trade receivables & contract assets	236,613	143,653	238,418	224,451
Other current assets	165,029	69,321	136,560	80,943
Cash and short-term deposits	1,366,383	889,859	381,705	453,398
Total current assets	2,171,292	1,427,192	1,088,901	1,020,027
Total assets	3,934,961	2,525,963	2,654,904	2,101,745
Issued capital and share premium	1,888,382	1,882,595	1,568,708	1,407,170
Other equity	478,517	(11,604)	118,913	8,228
Total equity	2,366,900	1,870,991	1,687,621	1,415,398
Interest-bearing loans and borrowings	549,501	38,571	39,358	42,126
Lease liabilities	134,207	27,139	132,479	31,794
Other non-current financial liabilities	1,705	38,730	41,228	118,233
Deferred tax liabilities	47,214	48,451	45,543	52,231
Total non-current liabilities	732,626	152,891	258,608	244,384
	519,588	353,985	468,504	313,236
Interest-bearing loans and borrowings	3,380	3,553	4,673	13,635
Lease liabilities, short term	30,404	20,357	22,230	21,285
Other current liabilities	282,063	124,185	213,268	93,807
Total current liabilities	835,434	502,080	708,675	441,963
Total liabilities	1,568,060	654,972	967,283	686,347
Total equity and liabilities	3,934,960	2,525,963	2,654,904	2,101,745



Financial statements | Cash flow

Cash flow (NOK '000)	Q1 2023	Q1 2022	FY 2022
Profit before tax	(154,702)	(119,464)	(440,898)
Depreciation, amortisation and impairment	27,801	22,064	95,089
Net interest expense	5,579	519	4,501
Changes in net working capital ¹⁾	(18,161)	58,424	70,318
Other adjustments to operating cash flows	20,207	(34,179)	(54,322)
Net cash flow from operating activities	(119,274)	(72,635)	(325,313)
Purchase of property, plant, and equipment, net of proceeds from sale	(95,106)	(49,488)	(240,030)
Purchase and development of intangible assets	(10,112)	(13,050)	(52,625)
Investments in associated companies	0	0	(41,481)
Loans to associated companies	(5,195)	0	(11,989)
Interest received	4,738	0	8,111
Net cash flow from investing activities	(105,675)	(62,538)	(338,014)
Net repayment (-) / proceeds (+) from interest bearing loans	775,616	(13,637)	(11,731)
Interest payments	(6,866)	(519)	(10,141)
Repayment of lease liabilities (incl. interests)	(9,606)	(6,042)	(26,127)
Net proceeds from share capital increase in parent company	474,154	593,866	593,866
Net proceeds from share capital increase in subsidiary	10,365	0	34,935
Net cash flow from financing activities	1,243,662	573,668	580,802
Net change in cash and cash equivalents	1,018,713	438,495	(82,524)
Net currency exchange differences on cash	(34,035)	(2,034)	10,832
Cash and cash equivalents beginning of period	381,706	453,398	453,398
Cash and cash equivalents end of period	1,366,383	889,859	381,706



Convertible bond | Summary of key terms

5-YEAR SENIOR UNSECURED CONVERTIBLE BOND

Issuer	Hexagon Purus ASA		
Amount	NOK 800,000,000		
Issue Date	March 2023		
Maturity Date	March 2028 ¹		
Interest Rate	6.0% per annum		
Interest Period	Semi-annual ²		
Conversion Price	NOK 33.75 per share ³		
Conversion Rights	Each bond (incl. PIK interest) shall entitle a bondholder to convert at the Conversion Price into new and/or existing shares at any time during the conversion period ⁴		
Call Option	The Issuer may redeem all but not only some of the outstanding bonds from and including 36 months after the Issue Date at a price equal to 112% of the nominal amount of each redeemed bond ⁵		

PURPOSE:

 All amounts from the issuance of the bonds shall be applied for general corporate purposes and towards the capital expenditure and working capital requirements of the group.

WARRANT STRUCTURE:

- 100 million non-transferable warrants and 4.5 million additional warrants issued pro rata among the convertible bondholders.
- The warrants provides a right to subscribe for (i) new shares in any future equity financing, limited to the relative pro rata share of the convertible bond, and (ii) additional shares limited to 3.0% of the number of shares allocated in any such equity financing.
- All warrants expire five years after the date of EGM⁶.



Note: 1) The bonds will mature in full and shall be redeemed at a price equal to 100% of the Amount; 2) First interest payment date falls six months after the Issue Date; 3) 25% premium to the NOK 27.00 offer price per share in the equity private placement on 1 March 2023; 4) From Issue Date until the date falling 5 business days prior to the Maturity Date; 5) Provided that the daily VWAP on each of at least 30 consecutive trading days ending not earlier than the trading day prior to the date of the Call Option notice, has exceeded 140% of the Conversion Price); 6) Extraordinary General Meeting held 16 March 2023.

Investor relations information





Top 20 shareholders

#	SHAREHOLDER	NUMBER OF SHARES HELD	% OF SHARES OUTSTANDING
1	HEXAGON COMPOSITES ASA	189,300,496	68.4 %
2	CLEARSTREAM BANKING S.A.	28,419,602	10.3 %
3	MITSUI & CO LTD	5,204,029	1.9 %
4	Deutsche Bank Aktiengesellschaft	4,532,551	1.6 %
5	MP PENSJON PK	3,956,485	1.4 %
6	Citibank Europe plc	3,208,592	1.2 %
7	The Bank of New York Mellon SA/NV	2,345,963	0.8 %
8	VERDIPAPIRFONDET STOREBRAND NORGE	1,822,098	0.7 %
9	Nordnet Bank AB	1,638,871	0.6 %
10	Morgan Stanley & Co. International	1,514,993	0.5 %
11	UBS Switzerland AG	1,449,243	0.5 %
12	BRØDR. BØCKMANN AS	1,363,120	0.5 %
13	The Bank of New York Mellon SA/NV	1,243,696	0.4 %
14	State Street Bank and Trust Comp	1,199,711	0.4 %
15	VERDIPAPIRFONDET DELPHI NORDIC	1,183,334	0.4 %
16	SIX SIS AG	866,160	0.3 %
17	KTF FINANS AS	756,950	0.3 %
18	VERDIPAPIRFONDET DNB GRØNT NORDEN	755,626	0.3 %
19	SKANDINAVISKA ENSKILDA BANKEN AB	710,747	0.3 %
20	J.P. MORGAN SECURITIES PLC	660,308	0.2 %
	Top 20 shareholders	252 132 575	91.1 %
	Other shareholders	24 664 881	8.9 %
	Total number of shares outstanding	276 797 456	100.0 %



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