

Havila Kyststruten AS

Q2 2024 - Presentation

29 August 2024



**«We are sailing in the world heritage.
So should the generations to come.»**

Per Sævik, majority owner and founder

OPERATES THE HISTORIC NORWEGIAN COSTAL ROUTE

- Havila Kystruten AS – listed on Euronext Growth under ticker HKY
- Operates the Coastal Route between Bergen and Kirkenes that has over 130 years of history
 - 34 ports and 6 nights north
 - 33 ports and 5 nights south
- The route is operated under a concession for personnel and goods transportation with the Norwegian government
- Contract duration from 2021 to end of 2030 (option from government to extend to 2031)
- Havila Kystruten has four (4) out of eleven (11) vessels operating on the route
- HKY is part of Havila Group, a family-owned enterprise founded by Per Sævik in Fosnavåg



Havila Capella
Next Generation Ship Award



The World's Most Environmentally Friendly Cruise Fleet



LNG+ operations cuts CO₂ by 35-40%
With biogas, carbon neutral (90% reduction)



One of the world's largest battery packs
Four hours sailing with zero emissions



NO_x & SO_x emissions reduced by 90%



Energy-efficient hull design



Hydrogen 'ready'

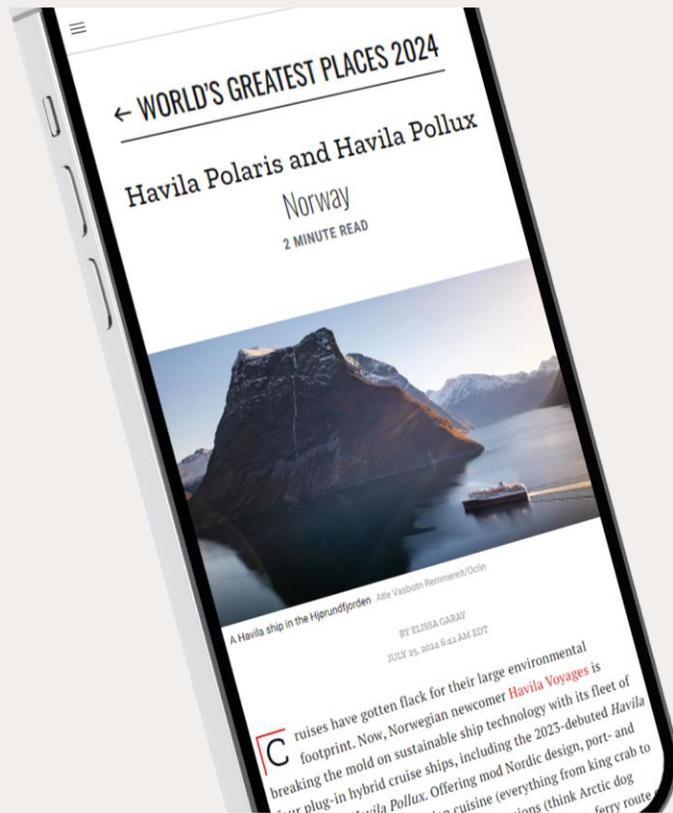


Locally sourced food



Heat recovery from the sea and engines

Q2 highlight



Havila Voyages featured in TIME's annual list of World's Greatest Places 2024

Havila Voyages' coastal cruise ships Havila Pollux and Havila Polaris have been featured as some of the exciting new places in the just revealed TIME annual list of the World's Greatest Places, which highlights 100 extraordinary destinations to visit and stay. To compile this list, TIME solicits nominations of places – including hotels, cruises, restaurants, attractions, museums, parks, and more—from its international network of correspondents and contributors, as well as via an application process, with an eye toward those offering new and exciting experiences.

Q2 2024 business highlights

- Q2 marks the first quarter with a positive operating (EBITDA) result.
- Selected on Times Magazine list of 100 places to visit in 2024.
- Havila Pollux temporarily out of service for two round trips in May due to technical issues. Revenue loss primarily covered through loss of hire insurance.
- Focus going forward on enhancing the brand and achieving exceptional customer satisfaction.

4 Ships

in full operation

94%

operational ship uptime

533

permanent employees,
high work satisfaction

76

Net Promotor Score

36%

reduction of CO2
emission

70g

food waste per
passenger night

53%

sales through own
channels

369

MNOK revenues (+2.1x
vs Q223)

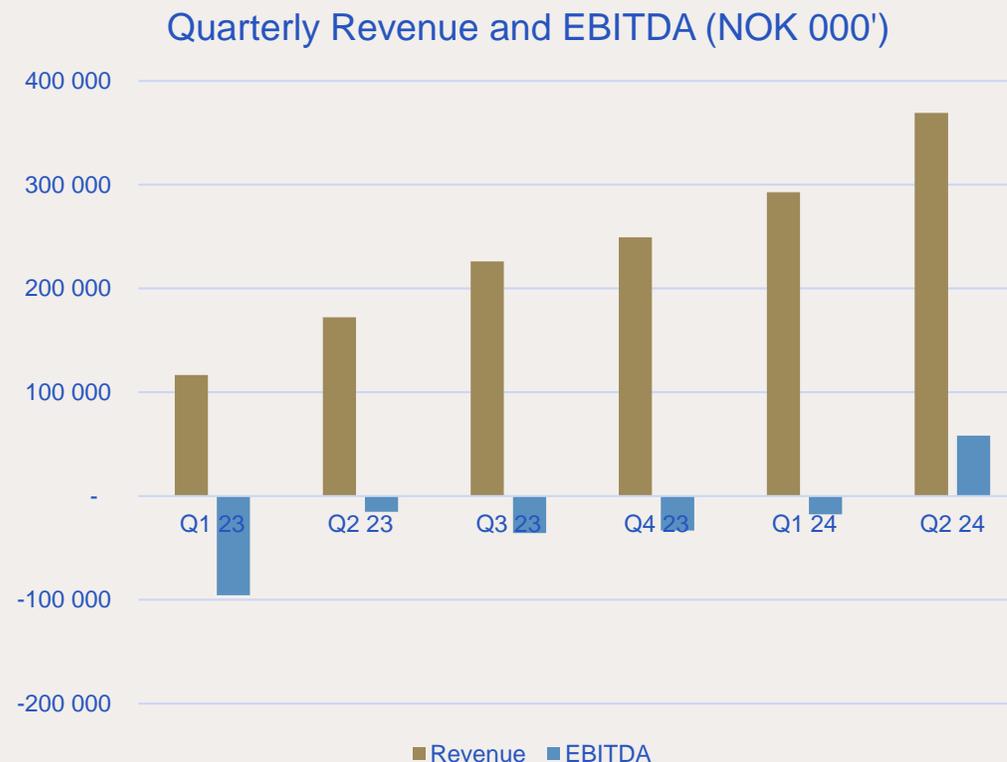
58.4

MNOK EBITDA (-MNOK
15 Q223)



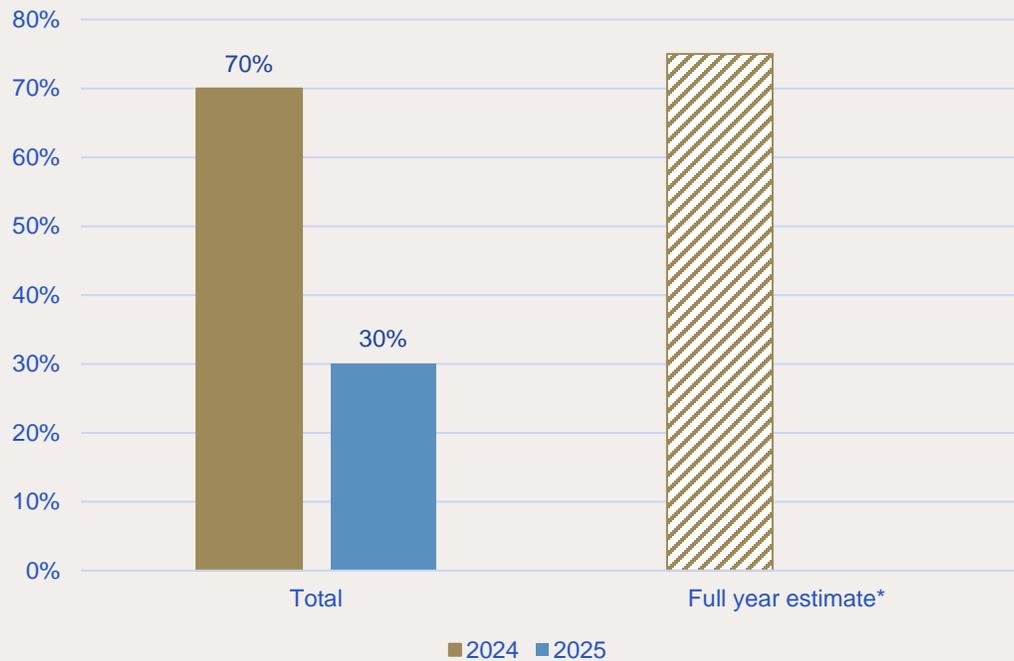
Positive trend in operational performance

- Q2 24 revenues increased by 2.1x from Q2 23 and 1H 24 vs 1H 23 increased by 2.3x. Adjusted for number of vessels the growth is 7% and 15% respectively.
- Revenue growth driven by occupancy rate rising to 69% (up from 62%) and ACR increasing to NOK 5,200 (from NOK 4,500) from Q2 23.
- Future focus on enhancing operational profitability and cash flow generation:
 - High potential for further price increases as current prices still reflect past ticket sales and cancellations.
 - The strategy of offering shorter trips opens new and exciting commercial opportunities aimed at travellers with higher willingness to pay.
 - Potential to increase occupancy and passenger numbers on the southbound route from Kirkenes to Bergen.
 - Emphasis on cost optimization through cost measures and efficiency improvements as growth stabilizes.

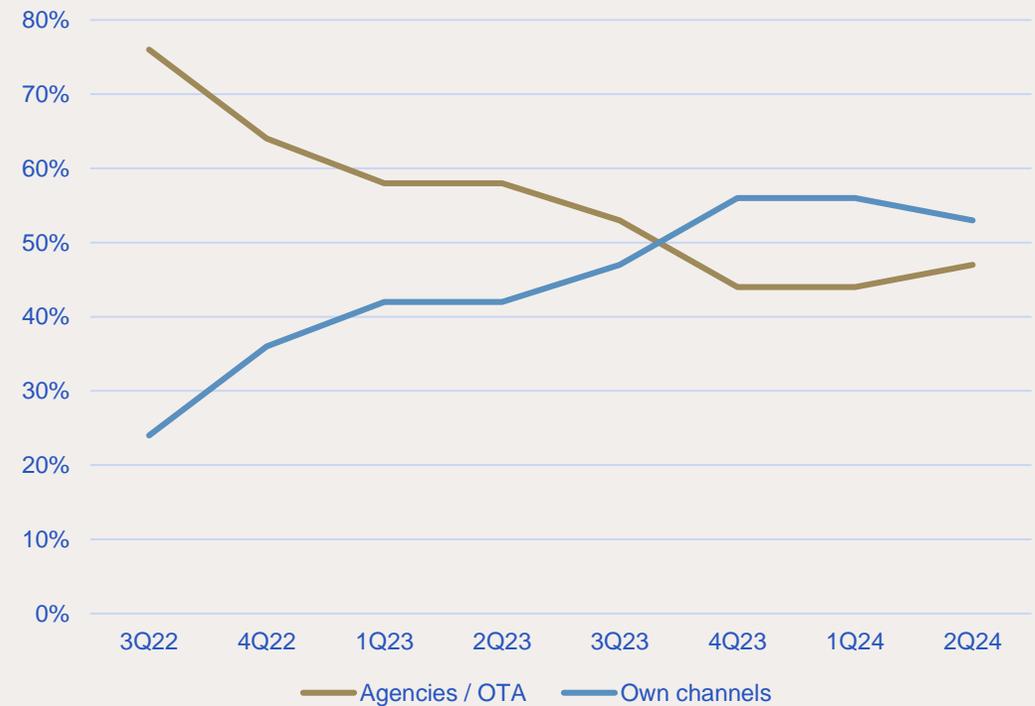


Booking status and sales channel mix

Booking status end of August 2024 (occupancy %)



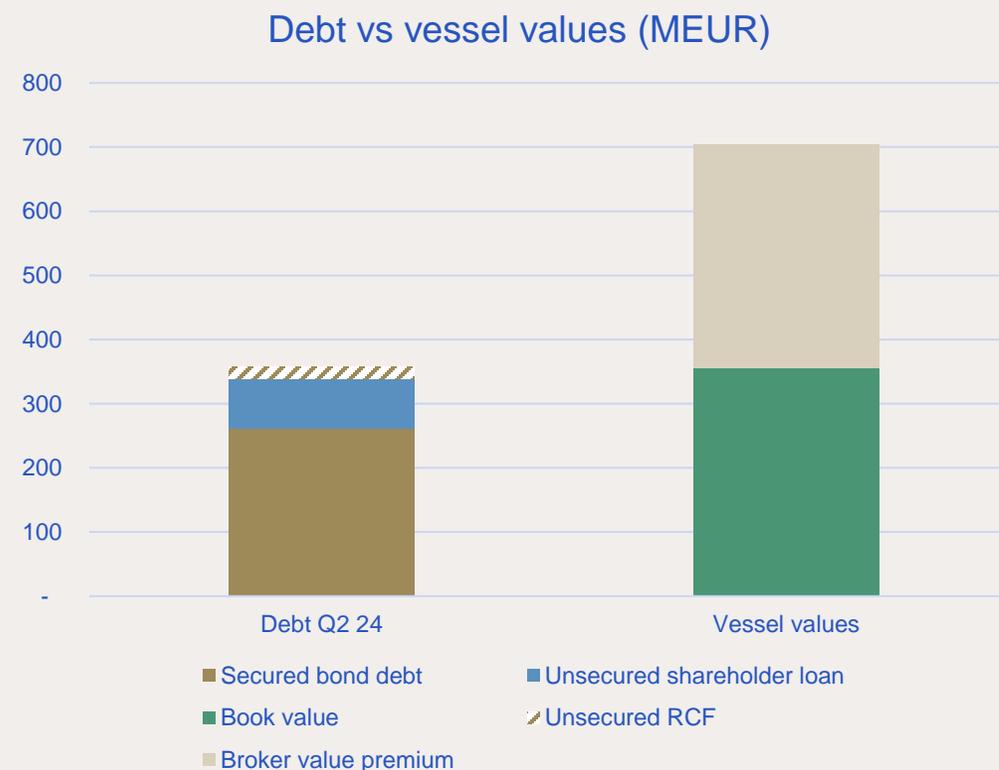
Booking channels



* For 2024 in total an average occupancy rate of about 75% is expected.

Financing and asset values

- MNOK 200 overdraft facility with Havila Holding safeguards liquidity position. At end of Q2 MNOK 150 drawn.
- Significant positive value adjusted equity based on recent broker valuations.
- High average interest rate on secured loan reflects sanctions situation in 2023.
- Next maturity in July 2026 of MEUR 255 plus redemption premium, preliminary refinancing discussions initiated supported by:
 - Solid underlying asset values.
 - Building operational track record.
 - Positive feedback on vessel quality and business fundamentals.



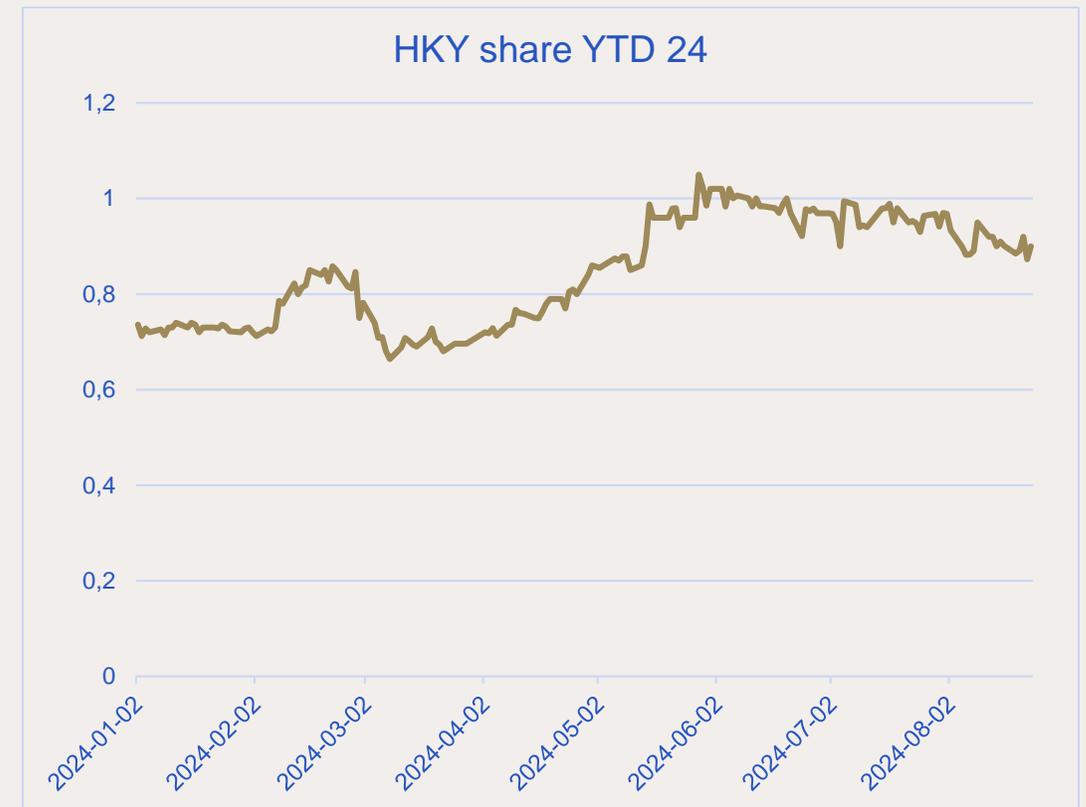
Key Performance Indicators

	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024
Vessels	2,0	2,0	2,8	4,0	4,0	4.0
Occupancy (%)	67 %	62 %	70 %	60 %	68%	69%
Cabin nights (#)	19 700	19 500	35 650	38 750	42 650	40 650
Cabin Factor (#)	1,66	1,75	1,76	1,75	1,77	1,78
Passenger nights (#)	32 700	34 150	62 850	67 750	75 650	72 300
Average cabin revenue (NOK)	3 000	4 500	4 450	3 050	3 900	5 200

The Key Performance Indicators (KPIs) provided are sourced from the company's booking system and are unaudited. Consequently, there may exist variations or minor discrepancies in absolute figures and periodization compared to the officially reported financial statements. Average cabin revenue is based on net presold revenues per cabin prior to departure.

HKY – Outlook and targets

- Proving the operating model with up to 80% overall occupancy, while achieving revenue and margin targets.
- Continue to deliver on sustainability goals and support stricter environmental requirements on the Costal Route.
- Facilitate a refinancing and reduce interest rate levels and cost within 2025.
- Position the company for growth opportunities in the Costal Route.





HAVILA VOYAGES

havalavoyages.com