

NORBIT

- explore more -

Third quarter 2023 presentation

CEO Per Jørgen Weisethaunet
CFO Per Kristian Reppe

15 November 2023

Disclaimer

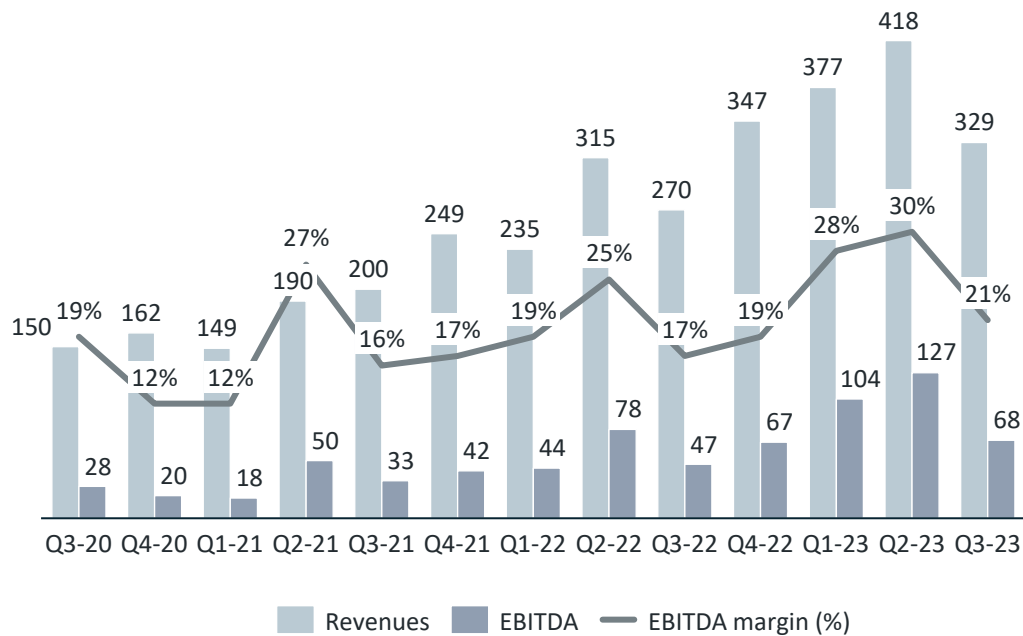
These materials, prepared by NORBIT ASA (the "**Company**"), may contain statements about future events and expectations that are forward-looking statements. Any statement in these materials that is not a statement of historical fact including, without limitation, those regarding the Company's financial position, business strategy, plans and objectives of management for future operations is a forward-looking statement that involves known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of the Company to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Such forward-looking statements are based on numerous assumptions regarding the Company's present and future business strategies and the environment in which the Company will operate in the future. Although management believes that the expectations reflected in these forward-looking statements are reasonable, it can give no assurances that they will materialize or prove to be correct. Because these statements are based on assumptions or estimates and are subject to risks and uncertainties, the actual results or outcome could differ materially from those set out in the forward-looking statements. The Company assumes no obligations to update the forward-looking statements contained herein to reflect actual results, changes in assumptions or changes in factors affecting these statements.

This presentation does not constitute or form part of, and is not prepared or made in connection with, an offer or invitation to sell, or any solicitation of any offer to subscribe for or purchase any securities and nothing contained herein shall form the basis of any contract or commitment whatsoever. No reliance may be placed for any purposes whatsoever on the information contained in this presentation or on its completeness, accuracy or fairness. The information in this presentation is subject to verification, completion and change. The contents of this presentation have not been independently verified. The Company's securities have not been and will not be registered under the US Securities Act of 1933, as amended (the "**US Securities Act**"), and are offered and sold only outside the United States in accordance with an exemption from registration provided by Regulation S of the US Securities Act. This presentation should not form the basis of any investment decision. Investors and prospective investors in securities of any issuer mentioned herein are required to make their own independent investigation and appraisal of the business and financial condition of such company and the nature of the securities.

Solid progress in both revenues and profitability year-over-year

Revenues and EBITDA

NOK million



Third quarter 2023

- 22 per cent revenue growth from the third quarter of 2022
- Underlying growth in all three business segments
- EBITDA ended at NOK 68.2 million, resulting in a margin of 21 per cent

First nine months of 2023

- Revenues totalled NOK 1 122.9 million, up 37 per cent from 2022
- EBITDA of NOK 299.7 million, a margin of 27 per cent

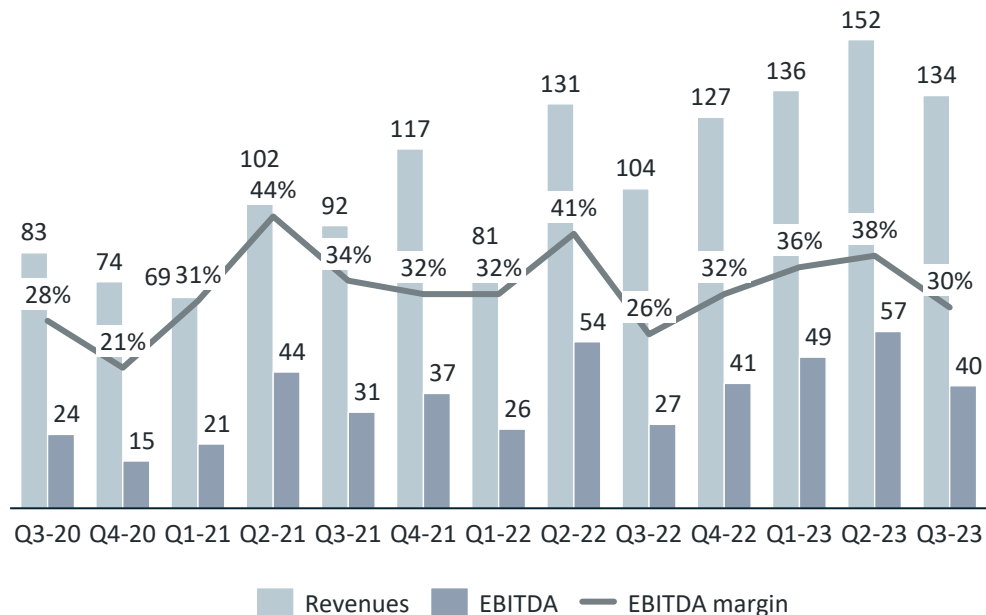


OCEANS

Oceans – Continues on a growth trajectory

Revenues and EBITDA

NOK million



Third quarter 2023

- Revenues of NOK 134.1 million, an increase of 29 per cent from Q3-22
 - 36 per cent increase in sonar sales
 - Strong demand in EMEA
- EBITDA margin of 30 per cent, compared with 26 per cent in Q3-22

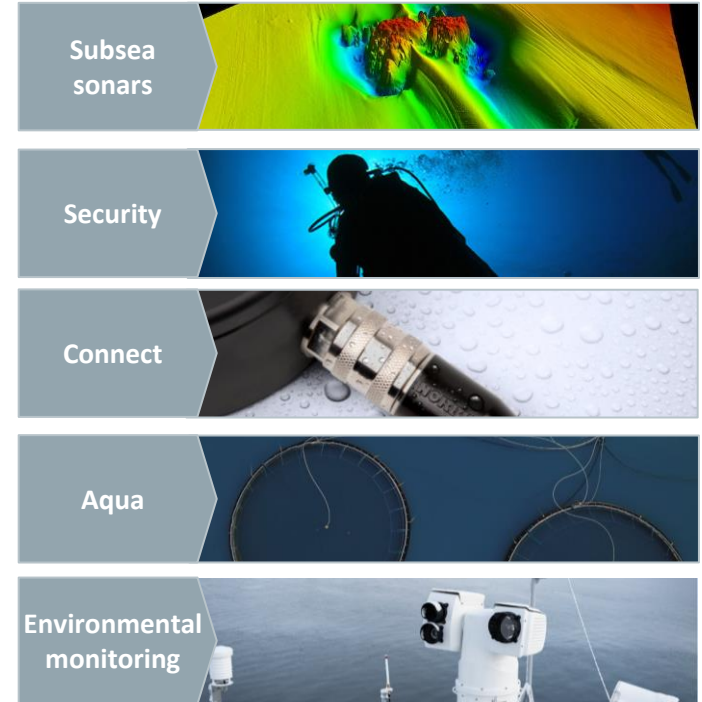
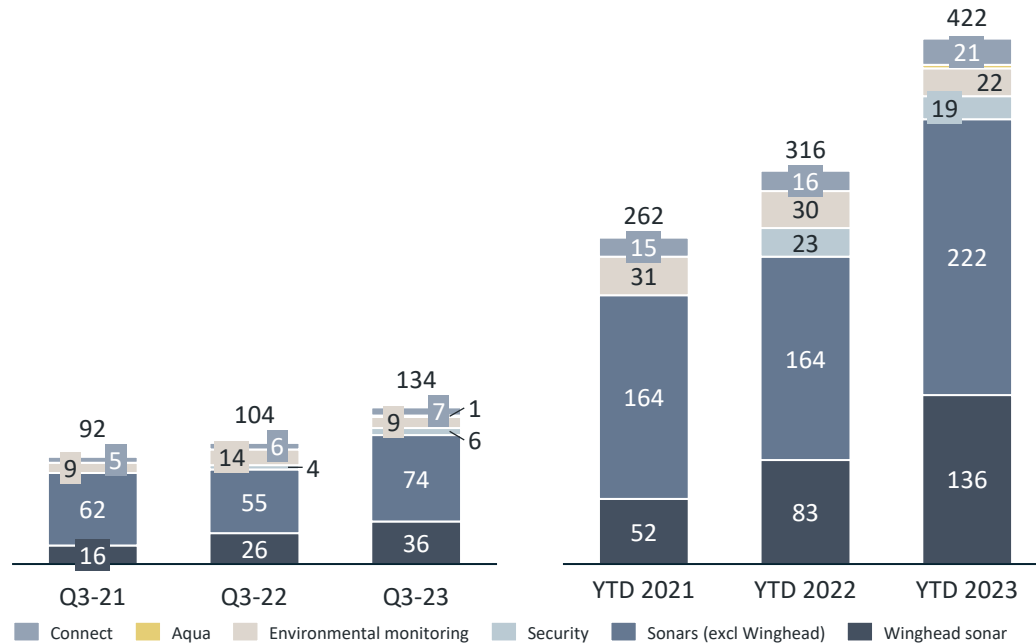
First nine months of 2023

- Revenues of NOK 422.1 million, an increase of 34 per cent from 2022
- EBITDA margin of 35 per cent, on par with 34 per cent reported YTD 2022

Sales growth driven by increased demand for sonars

Oceans' revenue mix

NOK million



Broadening the product offering in Oceans through complementary acquisition

- Completed the acquisition of the Canadian maritime technology company Ping Digital Signal Processing Inc
- Renowned worldwide for producing some of the world's most advanced interferometric side scan sonars
- PING DSP brings an extraordinary enhancement to NORBIT's diverse collection of cutting-edge sonar systems
- Valued at USD 3.24 million on a cash and debt-free basis
- Generated an adjusted EBIT of USD 0.5 million in FY23¹



1) Converted from CAD to USD applying an average exchange rate of 0.74 from 1 September 2022 to 31 August 2023

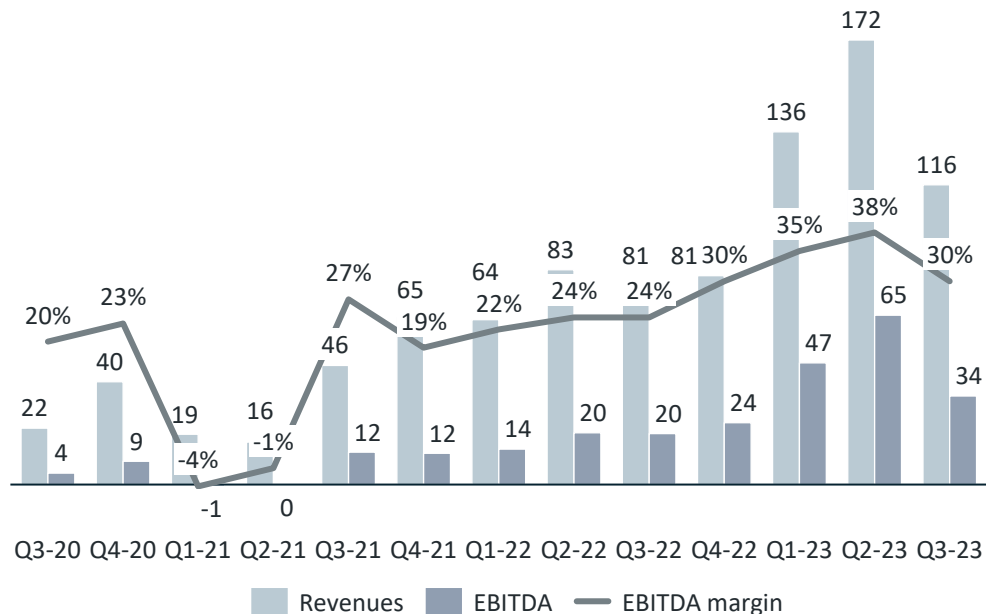


CONNECTIVITY

Connectivity – Continued year-over-year progress

Revenues and EBITDA

NOK million



Third quarter 2023

- Revenues of NOK 116 million, representing an increase of 44 per cent from Q3-22, driven by growth in all verticals
- EBITDA margin of 30 per cent, compared to 24 per cent in Q3-22

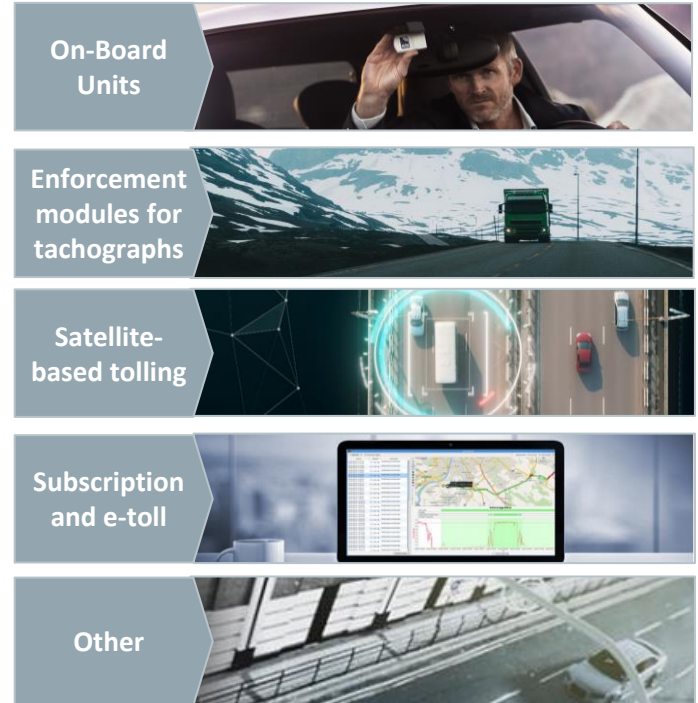
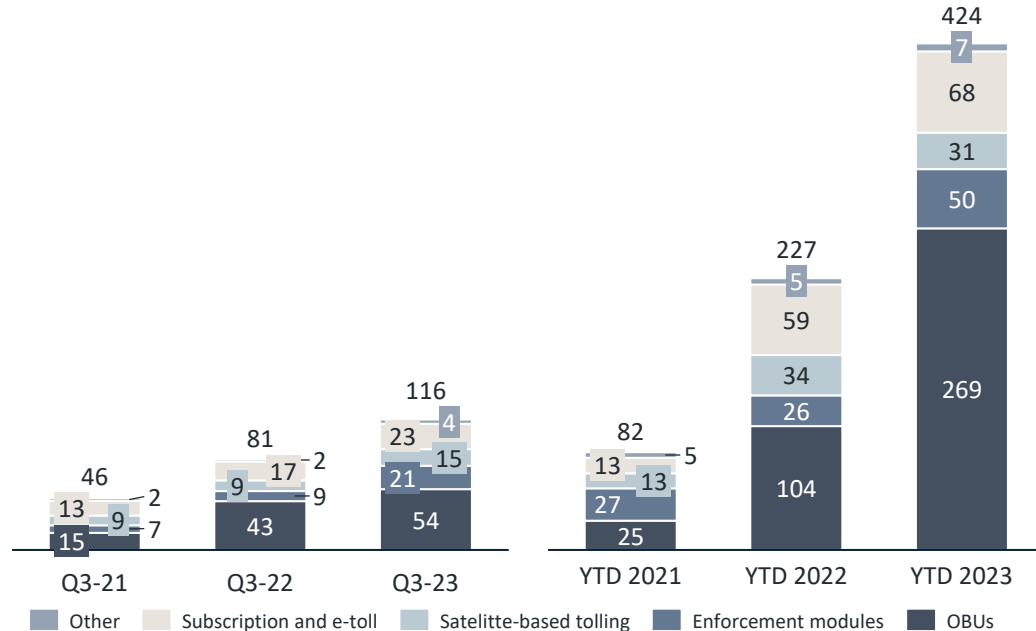
First nine months of 2023

- Revenues of NOK 423.9 million, up from NOK 227.4 million in the same period last year
- EBITDA margin of 35 per cent, compared to 23 per cent YTD 2022

Strong increase in demand across the business verticals

Connectivity revenue mix

NOK million



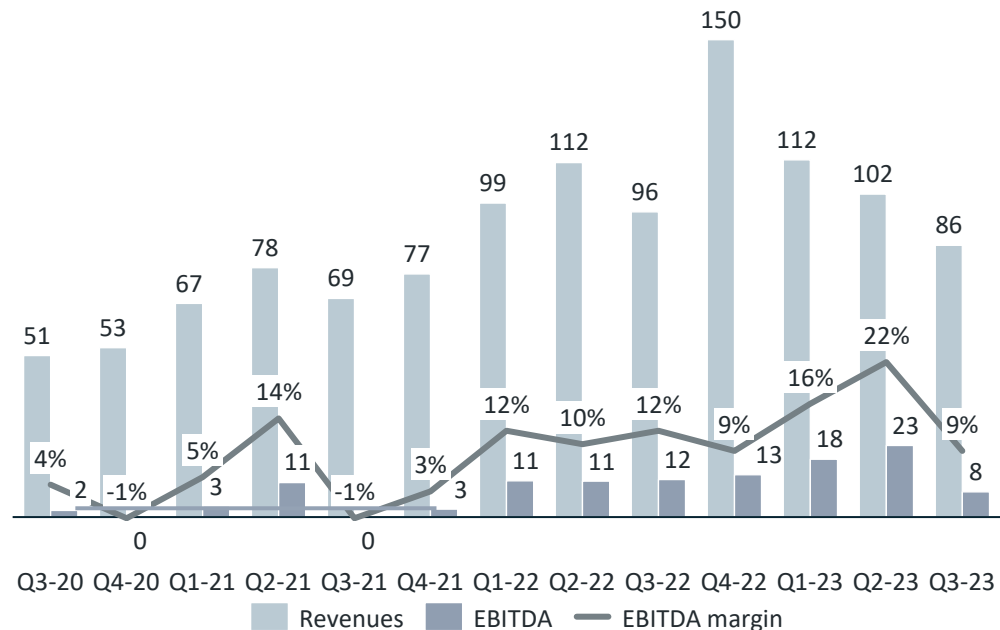


PIR

Product Innovation & Realization – 14 per cent underlying revenue growth

Revenues and EBITDA

NOK million



Third quarter 2023

- Revenues of NOK 85.5 million, a decrease of 11 per cent from Q3-22. Adjusted for customer reimbursements, underlying revenue growth was 14 per cent
 - The increase was primarily driven by industrial clients within contract manufacturing
- EBITDA margin of 9 per cent, compared to 12 per cent in Q3-22

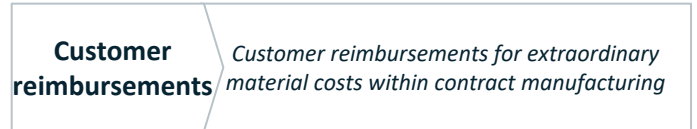
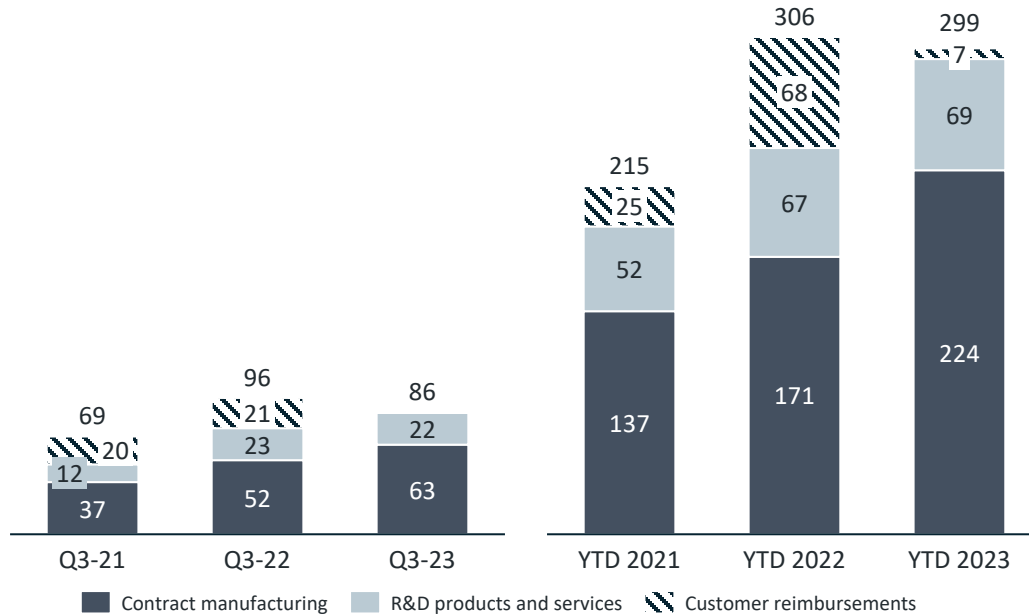
First nine months of 2023

- Revenues of NOK 299.5 million, compared with NOK 306.4 million in the same period last year
- Adjusted for customer reimbursements, underlying revenue growth was 23 per cent
- EBITDA margin of 16 per cent, compared to 11 per cent YTD 2022

Underlying revenue growth driven by contract manufacturing

PIR revenue mix

NOK million



NORBIT

- explore more -

Group financials

A wide-angle photograph of a long, straight asphalt road that appears to cross a body of water. The road is flanked by metal guardrails. In the background, there are large, rugged mountains covered in snow under a sky with scattered white and grey clouds. The water is a clear, light blue-green color.

Financials – P&L

<i>Amounts in NOK million</i>	Q3 2023	Q3 2022	YTD 2023	YTD 2022
Revenues	328.6	269.7	1,122.9	820.2
Raw materials and change in inventories	133.6	123.7	455.0	373.3
Employee benefit expenses	90.8	66.2	256.0	176.7
Other operating expenses	36.0	32.6	112.2	101.4
EBITDA	68.2	47.2	299.7	168.7
Depreciation and amortisation expenses	26.8	21.5	79.1	62.5
Operating profit / EBIT	41.4	25.7	220.6	106.2
Net financial items	(11.0)	(10.2)	(30.6)	(19.1)
Profit before tax	30.4	15.5	190.0	87.1
Income tax expense	(8.3)	(3.9)	(47.6)	(20.2)
Profit for the period	22.1	11.6	142.4	66.9

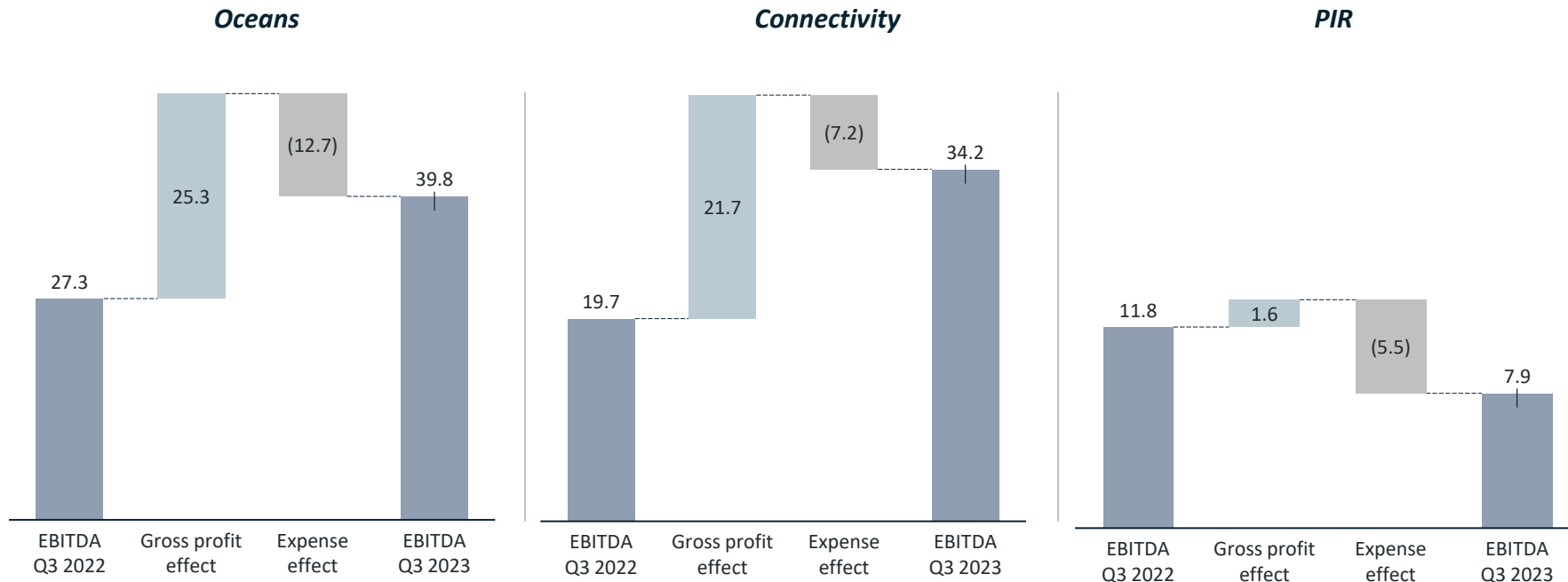
Third quarter of 2023

- **Revenues** of NOK 328.6 million, up 22 per cent from Q3-22
 - Growth adjusted for customer reimbursement in PIR of 32 per cent y/y
 - Currency impacting revenues with around 10 percentage points y/y
- **Gross margin** of 59 per cent, up from 54 per cent in Q3-22
- **Employee benefit expenses** of NOK 90.8 million versus NOK 66.2 million in Q3-22
 - Increase primarily driven by a continued strengthening of the organisation, wage inflation and bonus provisions
- **Operating expenses** of NOK 36.0 million versus NOK 32.6 million in Q3-22
- **EBITDA** of NOK 68.2 million (21 cent margin), up from NOK 47.2 million in Q3-22 (17 per cent margin)
- **Net financial items** of negative NOK 11.0 million, of which NOK 7.3 million is explained by net interest expenses
- **Net profit** for the period of NOK 22.1 million and EPS of NOK 0.37

Increase in profitability driven by Oceans and Connectivity

Segment EBITDA development Q3 2023 vs. Q3 2022

NOK million



Financials – Balance sheet

Amounts in NOK million

	30.09.23	30.06.23	31.12.22
ASSETS			
Property, plant and equipment	182.8	186.8	187.7
Intangible assets	296.3	297.7	258.8
Goodwill	84.4	84.4	84.4
Deferred tax asset	14.6	13.3	15.6
Inventories	545.2	507.4	426.3
Trade receivables	178.8	181.3	168.0
Other receivables and prepayments	53.7	49.6	37.0
Other assets	1.4	1.5	1.3
Cash and cash equivalents	43.4	51.5	41.7
Total assets	1,400.7	1,375.5	1,220.8
LIABILITIES			
Interest-bearing borrowings	285.9	287.4	337.4
Lease liabilities	27.6	33.3	35.8
Trade payables	164.5	155.2	132.6
Other current liabilities	123.8	136.4	93.3
Other liabilities	58.9	50.9	22.3
Total liabilities	660.6	663.2	621.5
Total equity	740.1	710.3	599.3
Total liabilities and equity	1,400.7	1,375.5	1,220.8

Fixed and intangible assets

- Land and PPE: A decrease of NOK 3.9 million due to reduction in right-of-use assets
- Intangible assets: A decrease of NOK 1.4 million due to currency effects

Working capital

- Inventories: Increase of NOK 37.8 million in the quarter, partly due to an expected activity increase
- Trade receivables: Decrease of NOK 2.5 million
- Trade payables: Up by NOK 9.3 million

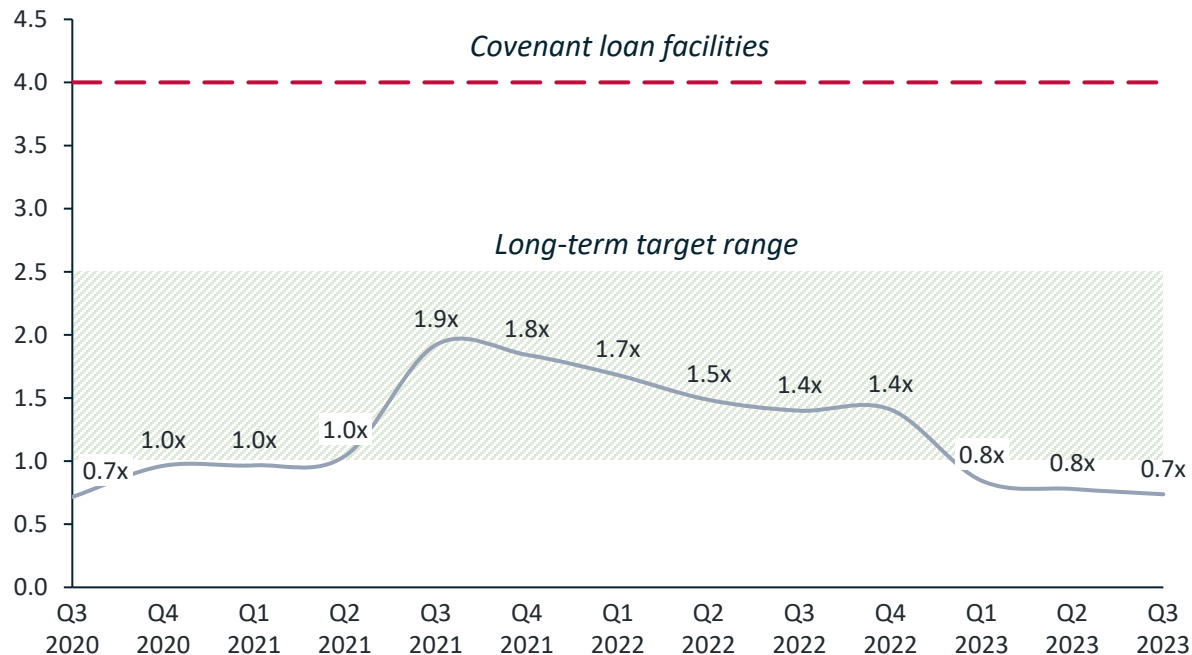
Net-interest bearing debt and equity

- Net-interest bearing debt (excl. lease liabilities) of NOK 242.5 million, an increase from NOK 235.9 million at the end of Q2-2023
- Equity of NOK 740.1 million, representing an equity ratio of 53 per cent

Strong balance sheet and liquidity position

NIBD/EBITDA

EBITDA 12 month rolling



- NIBD/EBITDA ratio declined to 0.7x
- Long-term target level between 1.0 – 2.5x NIBD¹/EBITDA over the cycle
- Covenants in loan facilities at 4.0x NIBD/EBITDA and equity ratio > 30%
 - 53 per cent equity ratio at Q3-23
- NOK 457.9 million in undrawn credit facilities as per 30 September

1) NIBD defined as total interest-bearing borrowings less cash and cash equivalents (including leasing liabilities starting Q3 2021). EBITDA on a 12-month rolling basis

Financials – Cash Flow

Cash flow development third quarter 2023

NOK million



Third quarter of 2023

- Operating cash flow of positive NOK 13.9 million
 - Net increase in working capital of NOK 41.6 million, mainly related to an increase in inventories
- Investing activities generated a cash outflow of NOK 27.0 million
 - NOK 15.0 million invested in R&D
 - NOK 12.0 million invested in machinery and equipment
 - Guidance for 2023 is NOK 60 – 70 million in R&D investments (YTD 2023: NOK 44.9 million) and NOK 50 – 60 million investments in fixed assets (YTD 2023: NOK 26.1 million including leased equipment)
- Financing activities led to a cash inflow of NOK 4.9 million

1) Including repayment of leases

NORBIT

- explore more -

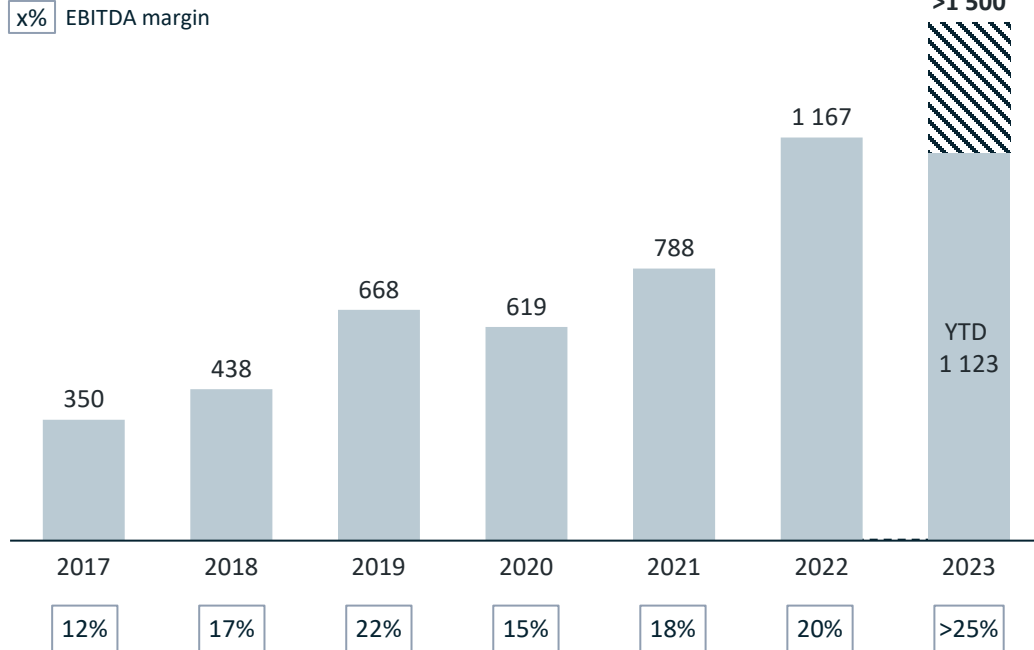
Outlook



On track to deliver on 2023 guidance

Organic revenue and EBITDA target

NOK million



- On track to deliver the revenue guidance of in excess of NOK 1.5 billion and an EBITDA margin above 25 per cent in 2023
- Supported by growth in all three business segments
- Continue to explore value-accretive acquisitions to add to organic growth
- Financial targets for the period beyond 2023 will be communicated as part of the fourth quarter reporting in February 2024

Short-term outlook



- Fourth quarter has started out strong for Oceans, and the segment is expected to report growth compared to the same period of last year.



- Revenues for the fourth quarter is expected to be between NOK 115 – 125 million, up from NOK 81 million from the corresponding quarter in 2022.



- Revenues for the fourth quarter is expected to be 115 – 125 million, up from NOK 112 million from the fourth quarter last year, adjusted for customer reimbursement.

NORBIT
- explore more -

TECHNOLOGY
IS PART OF THE SOLUTION



NORBIT is to be recognised as world class, enabling people to explore more



EXPLORING
SINCE 1995



~450 EMPLOYEES



~ 18 COUNTRIES

NORBIT

EURONEXT
OSLO BØRS



*"Victory awaits him who has everything in order. Luck people call it...
Defeat is certain for him who has neglected to take necessary precaution in time. This is called bad luck"*
Roald Amundsen 1912

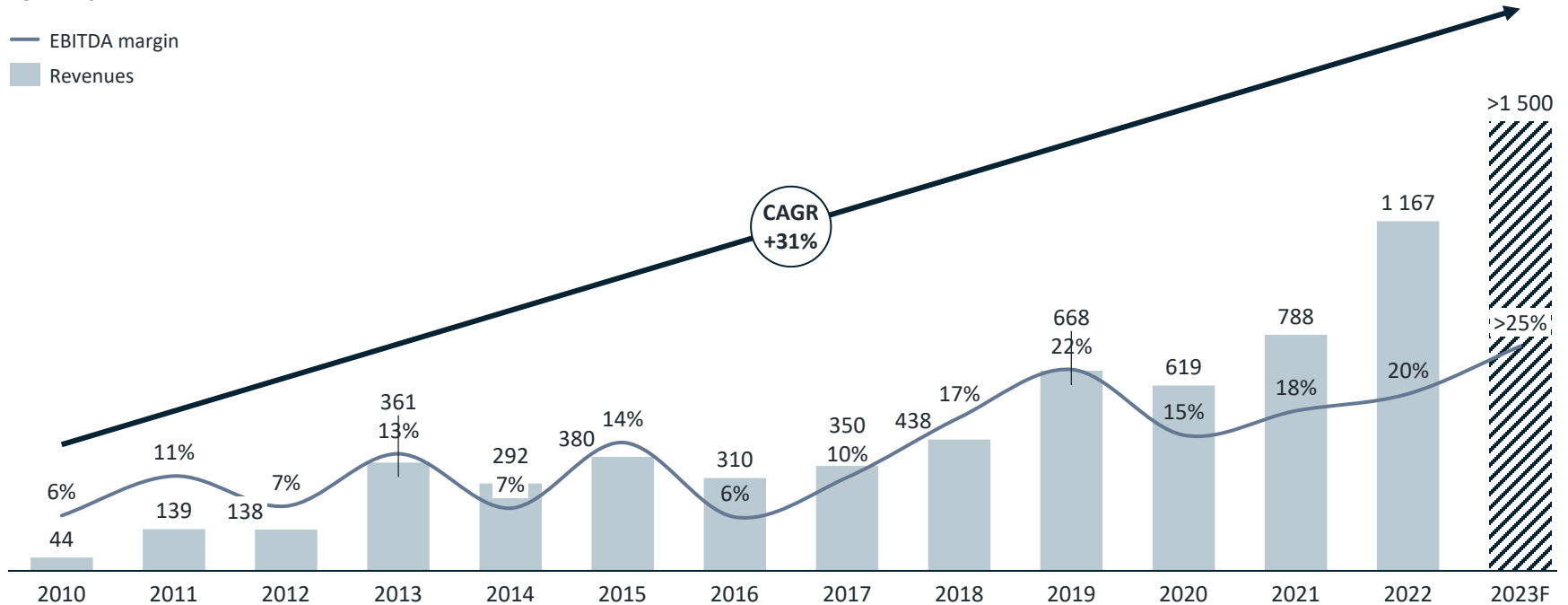
NORBIT has delivered continued growth

Historical revenues and EBITDA margin

NOK million

— EBITDA margin

■ Revenues



Technology is part of the solution

Diversified and robust business model



Oceans is offering tailored technology solutions to global maritime markets



Connectivity is a leading technology solution provider for asset identification, monitoring and tracking



Product Innovation & Realization (PIR) is offering R&D services and contract manufacturing to key customers

Shareholder overview, updated 13 November 2023

#	Investor	# of shares	%
1	VHF INVEST AS – founder Steffen Kirknes	7,686,495	12.81
2	PETORS AS – CEO Per Jørgen Weisethaunet	7,022,868	11.70
3	REITAN KAPITAL AS	5,829,083	9.71
4	DRAUPNIR INVEST AS – family of founder Steffen Kirknes	5,102,949	8.50
5	ESMAR AS	3,162,286	5.27
6	The Bank of New York Mellon SA/NV - Arctic Funds	3,128,396	5.21
7	EIDCO A/S	3,062,286	5.10
8	J.P. Morgan SE - Handelsbanken Nordiska Småbolag	2,941,377	4.90
9	Nordnet Bank AB	1,027,635	1.71
10	Danske Invest Norge Vekst	971,400	1.62
11	Danske Bank A/S (partly held by MD Oceans - Peter Eriksen)	825,129	1.37
12	J.P. Morgan SE - Handelsbanken Microcap Norden	820,392	1.37
13	CLEARSTREAM BANKING S.A.	774,430	1.29
14	USEGI AS - CTO Arild Sjøraunet	721,989	1.20
15	SONSTAD AS	679,000	1.13
16	The Bank of New York Mellon SA/NV	676,645	1.13
17	J.P. Morgan SE	661,992	1.10
18	Carnegie Investment Bank AB	650,299	1.08
19	Avanza Bank AB	607,423	1.01
20	Citibank - Forager Funds	561,397	0.94
	Total top 20 shareholders	46,913,471	78.17
	Other shareholders	13,103,944	21.83
	Total	60,017,415	100.00