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Agenda







Hexagon Purus has taken several important and necessary steps in 2023 to deliver on profitable revenue growth in the years to come





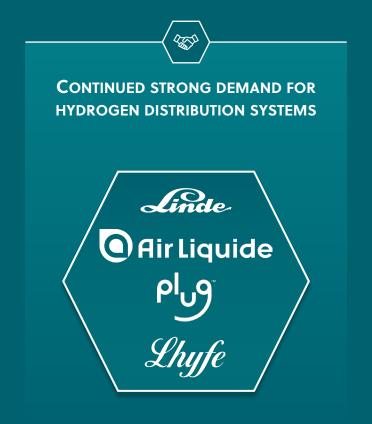


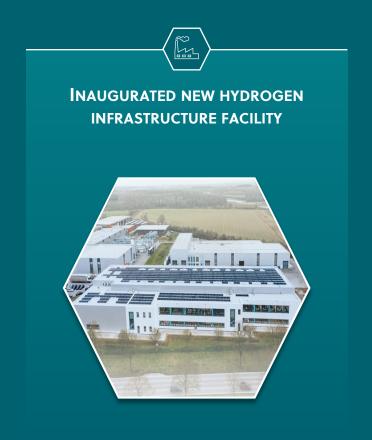




Key highlights from Q4 2023 and after the balance sheet date

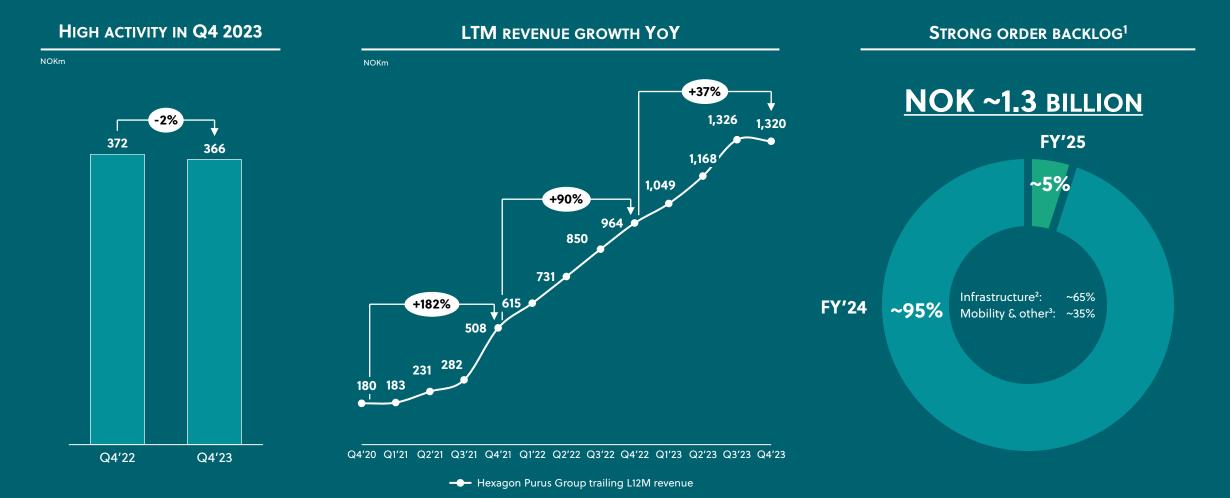






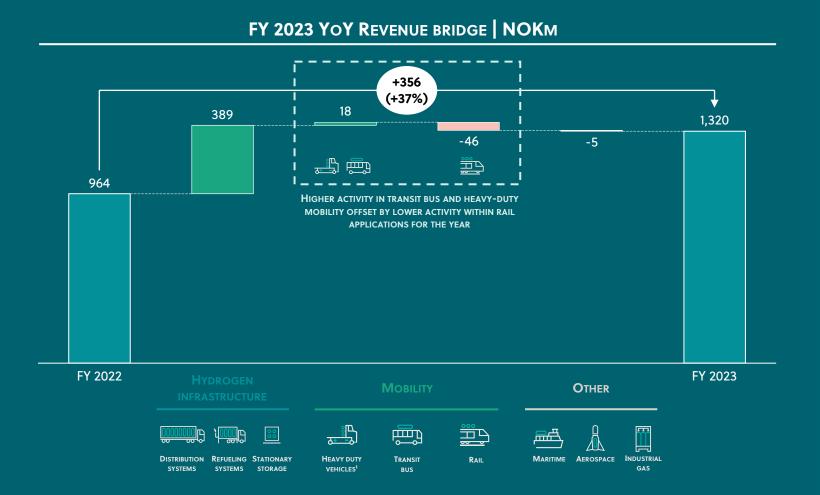


Annualized revenue has grown 7x since 2020





Hydrogen distribution and on-road mobility main revenue drivers in FY 2023



- Revenue growth for the full year 2023 mainly driven by increased sale of hydrogen infrastructure solutions
- Lower activity in the rail segment offset by higher activity in transit bus and heavy-duty mobility throughout the year
- Continued strong contribution from aerospace, and somewhat lower activity within industrial gas



Hexagon Purus successfully raised NOK 1,000m in a convertible bond in December 2023, and established a new partnership with Hy24



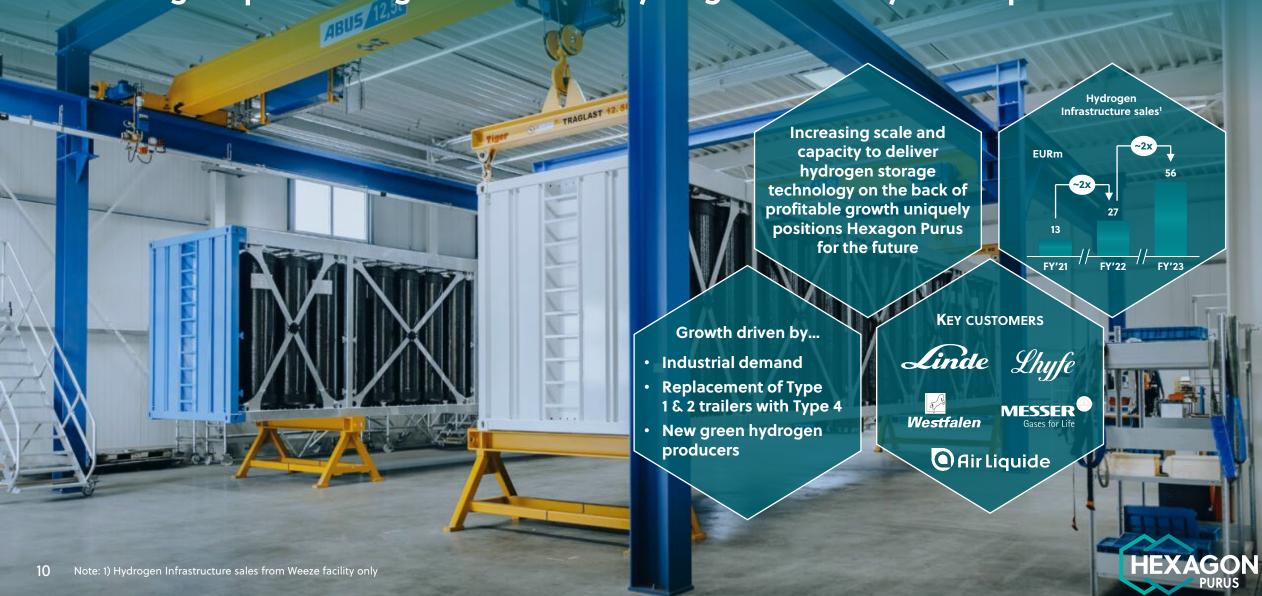
A partnership with Hy24 was established as part of the December 2023 capital raise, and Mitsui and Hexagon Composites re-invested in Hexagon Purus

Hy24 is the world's largest clean hydrogen pure-play investor, and recently established a Clean Hydrogen Equipment fund

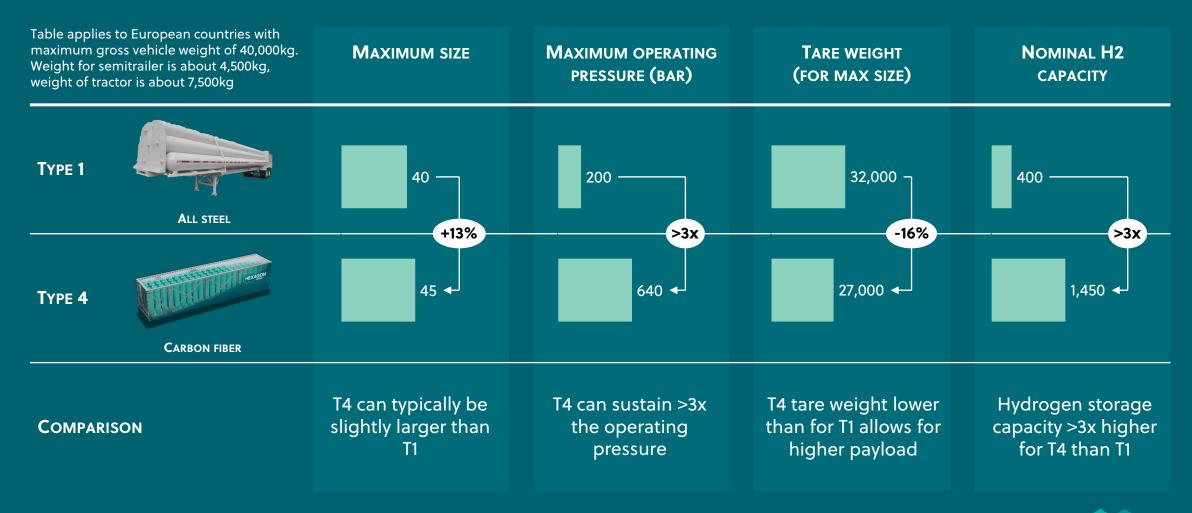
Hexagon Purus is the first investment in the new fund and Hy24 will contemplate the possibility to participate as a common equity anchor in subsequent financing rounds



Demand for Hexagon Purus hydrogen infrastructure solutions is "here and now" allowing for profitable growth at an early stage of industry development



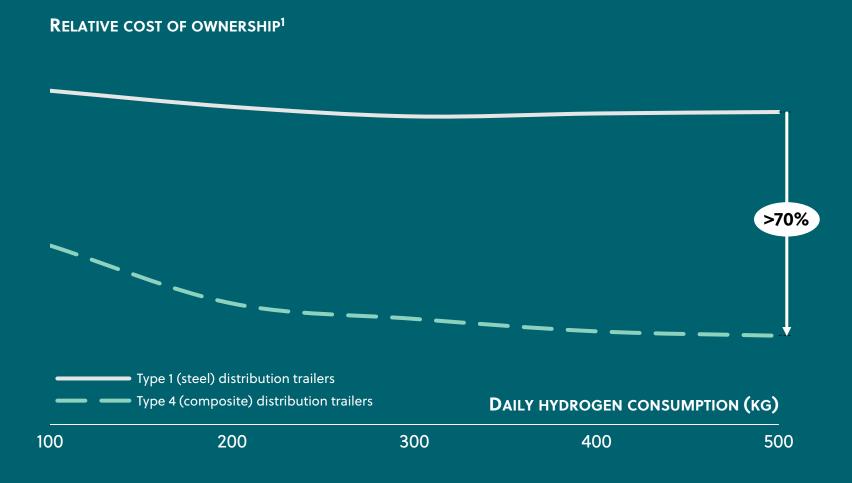
Type 4 distribution containers are superior in most use cases and are the preferred solution for bulk distribution of compressed hydrogen...





...and a market-wide shift to Type 4 distribution modules is inevitable for almost all consumption and travel distances...

TYPE 4 HYDROGEN
DISTRIBUTION OFFERS THE
BEST TOTAL COST OF
OWNERSHIP FOR ALMOST
ALL CONSUMPTION AND
TRAVEL DISTANCES





Hexagon Purus has doubled the hydrogen distribution systems assembly capacity in Weeze to meet rapidly growing demand from customers









Hexagon Purus' manufacturing footprint











VEHICLE INTEGRATION PROTOTYPE FACILITY AND **SERVICE CENTRE**



IN OPERATION





TRUCKS

BROWNFIELD FACILITY PRODUCTION START: H2 2024

WESTMINSTER HYDROGEN CYLINDER AND





IN OPERATION

WEEZE

HYDROGEN INFRASTRUCTURE SYSTEMS **ASSEMBLY HUB**



IN OPERATION / IN RAMP-UP



KASSEL

HYDROGEN CYLINDER ENGINEERING AND MANUFACTURING HUB



IN RAMP-UP



MARITIME ENGINEERING AND SYSTEMS ASSEMBLY **FACILITY**



IN OPERATION





CONSTRUCTION COMPLETED





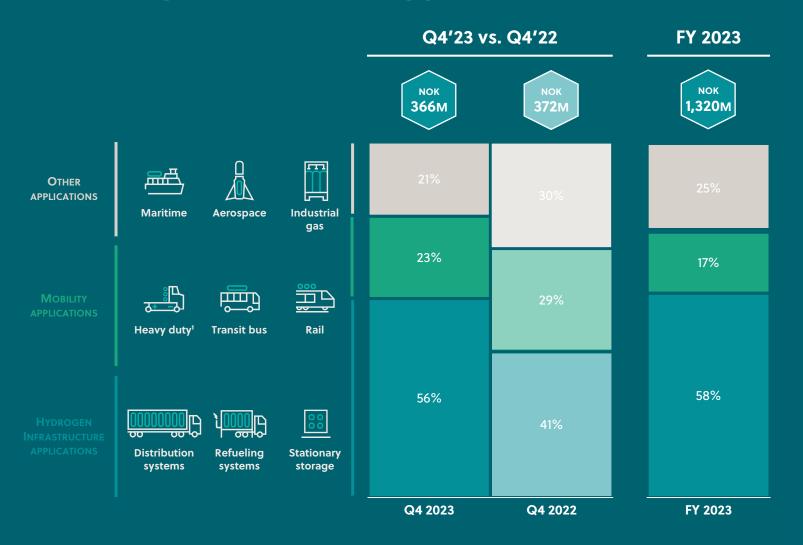
Profit & loss statement, Q4 2023

PROFIT & LOSS (NOK 1,000)	Q4 2023	Q4 2022	FY 2023	FY 2022	FY 2021
Total revenue	365,616	372,399	1,319,614	963,925	507,718
Cost of materials	206,208	265,595	776,841	588,525	324,566
Payroll and social security expenses	165,672	134,338	621,436	443,496	209,601
Other operating expenses	122,481	81,420	366,810	337,408	245,327
Total operating expenses	494,361	481,353	1,765,087	1,369,430	779,494
EBITDA	(128,745)	(108,954)	(445,473)	(405,505)	(271,776)
Depreciation and amortization	52,471	25,436	149,784	95,089	53,219
EBIT	(181,216)	(134,390)	(595,258)	(500,594)	(324,995)
Profit/loss from investments in associates	(5,035)	(7,227)	(12,503)	51,888	(2,957)
Finance income	38,159	11,192	103,673	37,356	14,250
Finance costs	39,238	2,722	187,223	29,548	33,691
Profit/loss before tax	(187,330)	(133,147)	(691,310)	(440,898)	(347,393)
Tax expense	(2,414)	(2,034)	(7,793)	(9,380)	(2,121)
Profit/loss after tax	(184,916)	(131,113)	(683,517)	(431,518)	(345,272)
Ratios (% of total revenue)					
Cost of materials	56%	71%	59%	61%	64%
Payroll and social security expenses	45%	36%	47%	46%	41%
Other operating expenses	33%	22%	28%	35%	48%
EBITDA	(35%)	(29%)	(34%)	(42%)	(54%)

- Revenue was down 2% YoY in Q4 2023;
 c. NOK 40m of revenue pushed into Q1 2024 due to revenue recognition technicalities.
 Full-year revenue was up 37%
- Investments in organizational scale-up to deliver on customer commitments continues to increase payroll expenses
- EBITDA margin improvement trend continues for full-year 2023 vs. 2022 and 2021
- Higher depreciation in the quarter and fullyear due to higher balance of property, plant and equipment as part of the ongoing capacity expansion program
- Financial items impacted by non-cash interest on the outstanding convertible bond, revaluation and FX movements



Revenue split by end-use application, Q4 2023

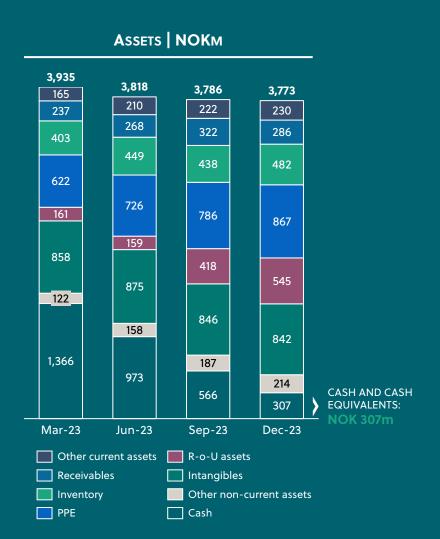


- Hydrogen infrastructure applications accounted for 56% of total revenue in Q4 2023, and 58% for FY 2023 revenue
- Mobility applications revenue in Q4 2023 was mainly driven by heavy-duty vehicles and transit bus
- Stationary storage for industrial gas applications and aerospace makes up the majority of revenue in Q4 2023 for other applications



Balance sheet, Q4 2023



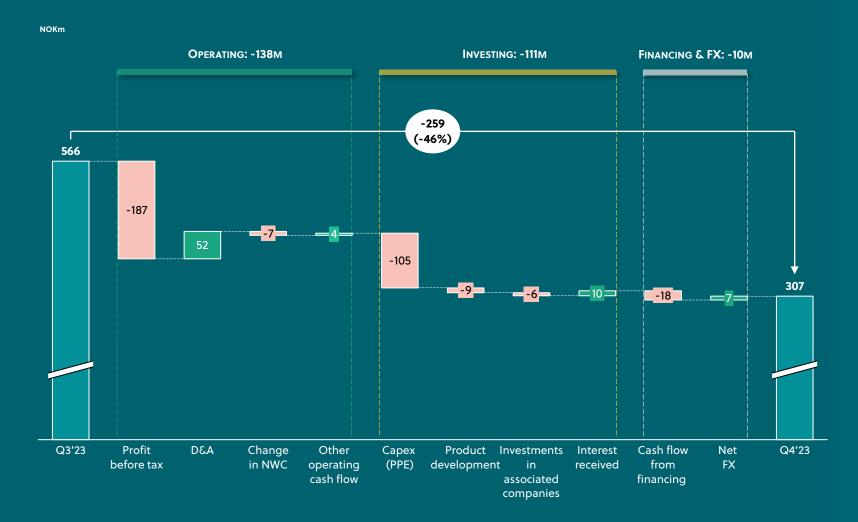




- Investments in facilities and production equipment is main driver of increase in property, plant and equipment and right-of-use (RoU) assets. The Dallas, Texas facility was included in RoU from November
- Cash position excludes proceeds from convertible bond of issued on 1 February 2024
- Lease liabilities has increased as additional facility and equipment leases has come online
- Equity ratio of 51%







- Operating losses was the main driver of negative operating cash flow in the quarter
- Working capital position reflects expectations of continued strong growth in 2024
- The ongoing capacity expansion program is main driver of NOK 105m in CAPEX in the quarter

Segment reporting to be introduced from Q1 2024

HYDROGEN MOBILITY & INFRASTRUCTURE (HMI)

BATTERY SYSTEMS & VEHICLE INTEGRATION (BVI)









Hexagon Purus' hydrogen cylinder and systems manufacturing business in Europe and North America

Hexagon Purus' battery system and vehicle integration business in North America





We are turning the page to the next chapter

CHAPTER 1 SECURE DEMAND

- Validate the market –
 confidence that industrial
 decarbonization and zero
 emission mobility has support
- Validate the technology secure that technology and solutions are competitive and win the approval of customers

CHAPTER 2 BUILD OUT PRODUCTION CAPACITY

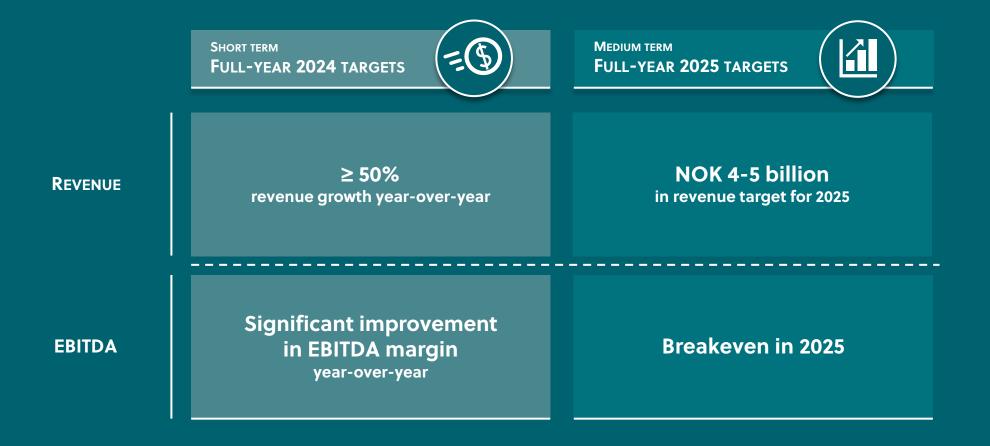
- Execute investment program install capacity to support customer commitments and revenue targets
- Secure supply chain ensure access to required raw materials and components
- Recruit talent expand talent base, attract sufficient competence and capacity to deliver

CHAPTER 3 SECURE PROFITABILITY

- Scale-up volume increase output and drive operating leverage (capacity utilization)
- **Drive efficiency** capture efficiency gains by continuous process improvement
- Drive profits tuning all processes and decisions for profits and positive cash flow
- Capital discipline minimize further CAPEX and optimize working capital



Full-year 2024 and 2025 targets





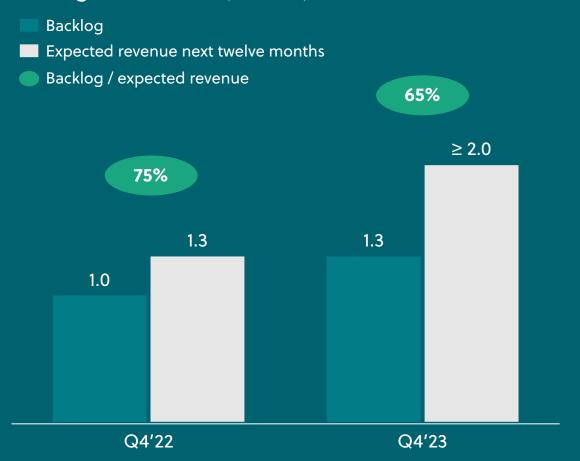
Hydrogen infrastructure is main driver for revenue growth in 2024 supported by ramp-up of hydrogen and battery electric mobility





Backlog coverage remains high, but revenue coverage decreasing as a result of changing product mix

Backlog and revenue (NOKbn)



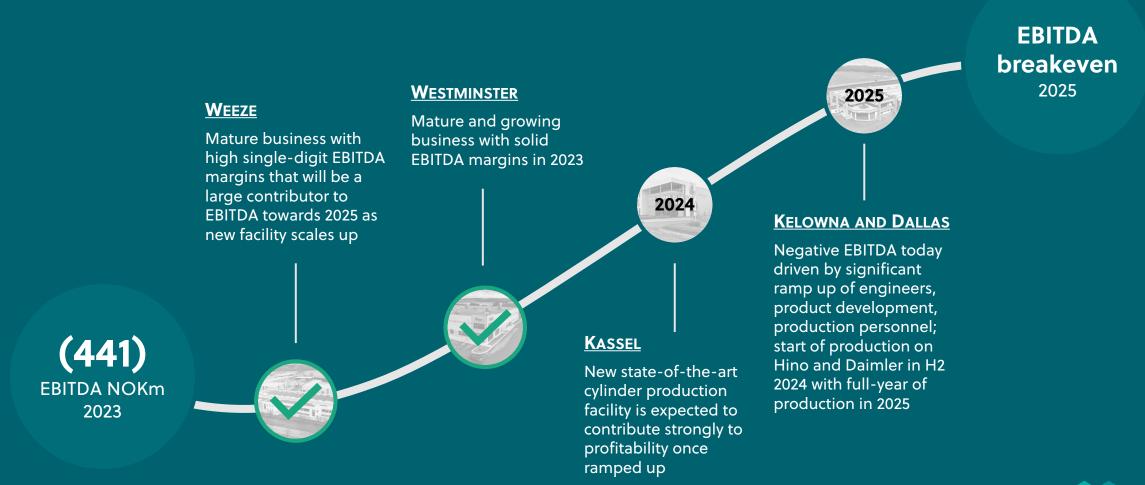
Backlog remains strong and growing, but relative visibility has decreased, largely due to the orderbook dynamics of the mobility industry

Where lead time on infrastructure orders can be up to 9 months, mobility and automotive OEM orders would typically only qualify as a firm purchase order 6-12 weeks before delivery is due

Revenue today largely stems from hydrogen infrastructure, but mobility is expected to play a bigger role in the years to come, meaning time from firm purchase order is received to revenue is recognized will be shorter



Execution of customer contracts following facility expansion and operational leverage are the key contributors to EBITDA breakeven in 2025





Path to EBITDA breakeven in 2025 (1/2)

WEEZE



REVENUE TODAY

PROFITABILITY TODAY

RAMP-UP OPERATIONAL BY...

HYDROGEN
MOBILITY &
INFRASTRUCTURE¹



WESTMINSTER KASSEL

MAJORITY

STRONG

WITH EXPECTATION OF FURTHER MARGIN ACCRETION AS CAPACITY UTILIZATION AND PORTFOLIO MIX IMPROVES

...Q2 2024

BATTERY
SYSTEMS &
VEHICLE
INTEGRATION



INSIGNIFICANT

NEGATIVE

START OF PRODUCTION
ON HINO AND
DAIMLER TOWARDS
END OF 2024

...Q4 2024

CHINA JOINT VENTURE



SHIJIAZHUANG

NONE

NEGATIVE

CERTIFICATION
PROCESS UNDERWAY;
LIMITED EXTERNAL
VOLUME IN 2024

...2025





	GROUP P&L	2023 (ACTUALS)	2025 (ESTIMATES)
	REVENUE	100%	100%
2	DIRECT PRODUCTION COSTS	~70%	~65% <u>A -5%</u>
	CONTRIBUTION MARGIN	~30%	~35%
1	INDIRECT COSTS	~15%	~10%
	GROSS MARGIN	~15%	~25%
1	SG&A	~45-50%	~25% <u>A -20-25%</u>
	EBITDA	-34%	~0%

MAIN LEVERS TO REACH EBITDA BREAK-EVEN IN 2025

1 Scale effects driving operational leverage



- Revenue expected to increase by ~3x from 2023 to 2025, driving significantly higher utilization of fixed cost base
- Strict prioritization on further organizational scale-up combined with general cost consciousness
- 2 CAPACITY UTILIZATION AND IMPROVED PORTFOLIO MIX
 - Full year of commercial revenue in the battery systems and vehicle integration business combined with portfolio mix improvements in the hydrogen storage business is expected to drive down materials cost
 - Higher capacity utilization of new and highly automated production footprint will drive reduction in direct labour costs, and improve overall production efficiency

Improving profitability and reaching break-even in 2025 is a key priority



MAXIMIZING CAPACITY
UTILIZATION

Ramp-up of production capacity footprint and newly installed asset base



OPERATIONAL IMPROVEMENTS

Pushing operational excellence with focus on quality, reducing scrap and inventory management



MINIMIZING CAPITAL SPEND

Complete current capacity expansion program, limit new investments and optimize working capital position





APPENDIX



Hexagon Purus has strong and diversified portfolio of long-term agreements across several applications supporting future growth prospects



MAJOR GLOBAL ENERGY COMPANY LONG-TERM AGREEMENT
FOR SUPPLY OF HYDROGEN
DISTRIBUTION SYSTEMS IN EUROPE

ESTIMATED CONTRACT VALUE: EUR 27M



COMMERCIAL AGREEMENT FOR DELIVERY OF HYDROGEN DISTRIBUTION SYSTEMS IN EUROPE

ESTIMATED CONTRACT VALUE: UNDISCLOSED



FOI

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

ESTIMATED CONTRACT VALUE: UNDISCLOSED

SELECTION OF CURRENT RECURRING CUSTOMERS













DAIMLER

LONG-TERM AGREEMENT FOR
COMPLETE VEHICLE INTEGRATION OF BATTERY
ELECTRIC UTILITY TRUCKS IN NORTH AMERICA

ESTIMATED CONTRACT VALUE: USD 150M



LONG-TERM DISTRIBUTION
AGREEMENT FOR COMPLETE BATTERY
ELECTRIC TRUCKS FOR U.S. MARKET

ESTIMATED CONTRACT VALUE: USD 2BN





MULTI-YEAR SUPPLY AGREEMENT FOR SERIAL SUPPLY OF HYDROGEN STORAGE SYSTEMS FOR TRANSIT BUSES

ESTIMATED CONTRACT VALUE: EUR 35M



EXCLUSIVE MULTI-YEAR AGREEMENT FOR SERIAL SUPPLY OF HYDROGEN STORAGE SYSTEMS FOR TRANSIT BUSES

ESTIMATED CONTRACT VALUE: EUR 30M

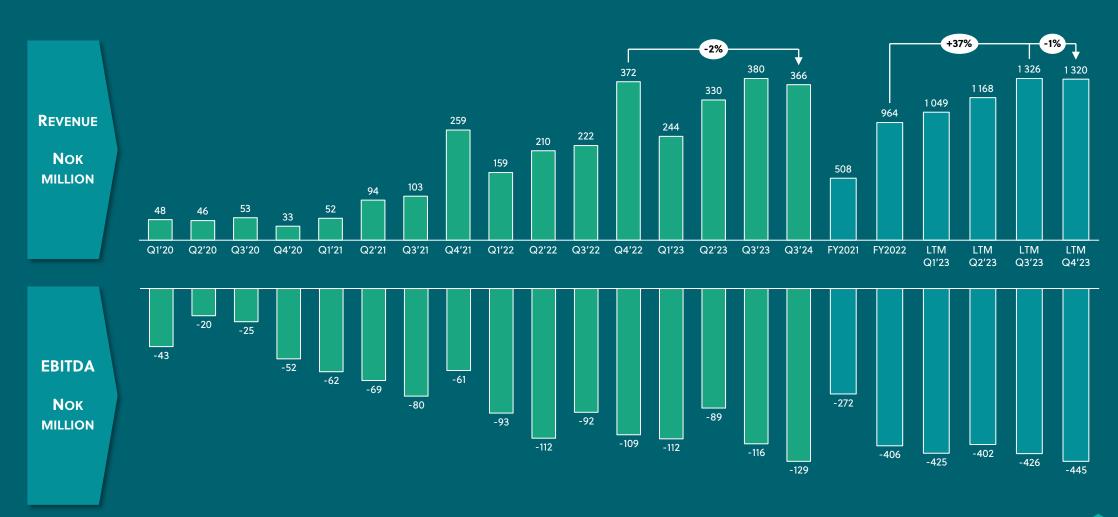


MULTI-YEAR AGREEMENT FOR SERIAL SUPPLY HYDROGEN CYLINDERS TO NIKOLA'S TRE HEAVY-DUTY TRUCK

ESTIMATED CONTRACT VALUE: EUK >200M



Quarterly revenue and EBITDA development





Financial statements | P&L

Profit & Loss (NOK '000)	Q4 2023	Q4 2022	FY 2023	FY 2022	FY 2021
Revenue from contracts with customers	362,904	368,550	1,311,811	958,636	505,797
Rental income	11	350	957	1,255	799
Other operating income	2,702	3,499	6,847	4,034	1,122
Total revenue	365,616	372,399	1,319,614	963,925	507,718
Cost of materials	206,208	265,595	776,841	588,525	324,566
Payroll and social security expenses	165,672	134,338	621,436	443,496	209,602
Other operating expenses	122,481	81,420	366,810	337,408	245,327
Total operating expenses	494,361	481,353	1,765,087	1,369,430	779,495
EBITDA	(128,745)	(108,954)	(445,473)	(405,505)	(271,777)
Depreciation and impairment	52,471	25,436	149,784	95,089	53,098
EBIT	(181,216)	(134,390)	(595,258)	(500,594)	(324,875)
Profit/loss from investments in associates	(5,035)	(7,227)	(12,503)	51,888	(2,957)
Finance income	38,159	11,192	103,673	37,356	14,250
Finance costs	39,238	2,722	187,223	29,548	33,691
Profit/loss before tax	(187,330)	(133,147)	(691,310)	(440,898)	(347,273)
Tax	(2,414)	(2,034)	(7,793)	(9,380)	(2,120)
Profit/loss after tax	(184,916)	(131,113)	(683,517)	(431,518)	(345,152)



Financial statements | Balance sheet

Balance sheet (NOK '000)	FY 2023	FY 2022	FY 2021
Property, plant and equipment	867,212	494,990	267,705
Right-of-use assets	544,765	152,300	52,219
Intangible assets	841,672	802,654	752,294
Investment in associates and joint ventures	50,143	33,029	7,024
Non-current financial assets	129,651	80,531	2,476
Non-current assets	33,767	2,499	0
Deferred tax assets	0	0	0
Total non-current assets	2,467,210	1,566 ,003	1,081,718
Inventories	481,695	332,218	261,235
Trade receivables	274,974	228,930	220,286
Contract assets (incl. prepayments)	11,168	9,488	4,165
Other current financial assets	230,474	136,560	80,943
Cash and short-term deposits	307,485	381,705	453,398
Total current assets	1,305,797	1,088,901	1,020,027
Total assets	3,773,007	2,654,903	2,101,745
Issued capital	0	0	23,354
Other paid-in capital	427,681	83,182	8,228
Share premium	1,369,987	1,568,709	1,383,816
Other equity	0	0	0
Equity attributable to equity holders of the parent	1,797,668	1,651,891	1,415,398
Non-controlling interests	121,459	35,731	0
Total equity	1,919,128	1,687,622	1,415,398
Interest-bearing loans and borrowings, related party	596,482	39,358	42,126
Lease liabilities	518,138	132,479	31,794
Provisions	0	0	7,235
Other non-current financial liabilities	0	39,789	109,106
Net employee defined benefit liabilities	1,717	1,439	1,892
Deferred tax liabilities	38,510	45,543	52,231
Total non-current liabilities	1,154,847	258,609	244,384
Trade and other payables	220,457	255,712	191,409
Contract liabilities	196,327	212,792	121,827
Interest-bearing loans and borrowings, related party	2,317	4,673	13,635
Lease liabilities, short term	39,930	22,230	21,285
Income tax payable	509	3,290	8,178
Other current financial liabilities	42,539	75,052	0
Other current liabilities	131,171	96,699	72,747
Provisions	65,782	38,227	12,882
Total current liabilities	699,032	708,673	441,964
Total equity and liabilities	3,773,007	2,654,903	2,101,745



Financial statements | Cash flow

Cash flow (NOK '000)	Q4 2023	Q4 2022	FY 2023	FY 2022
Profit before tax	(187,330)	(133,147)	(691,310)	(440,898)
Depreciation, amortisation and impairment	52,471	25,435	149,785	95,089
Net interest expense	(303)	3,960	13,236	4,501
Changes in net working capital ¹⁾	(7,474)	142,047	(248,922)	70,318
Other adjustments to operating cash flows	4,406	(22,242)	64,295	(54,322)
Net cash flow from operating activities	(138,229)	16,053	(712,916)	(325,313)
Purchase of property, plant, and equipment, net of proceeds from sale	(104,917)	(91,652)	(442,644)	(240,030)
Purchase and development of intangible assets	(9,248)	(18,952)	(39,628)	(52,625)
Cash paid related to acquisition of subsidiary, net of cash acquired	0	0	(85,693)	0
Investments in associated companies	0	(7,025)	(29,305)	(41,481)
Loans to associated companies	(5,862)	(4,682)	(29,373)	(11,989)
Proceeds from sale of shares in associated companies	0	0	0	0
Interest received	9,520	4,582	29,564	8,111
Net cash flow from investing activities	(110,507)	(117,730)	(597,079)	(338,015)
Net repayment (-) / proceeds (+) from interest bearing loans	0	(5,894)	756,909	(11,731)
Interest payments	(587)	(6,071)	(20,539)	(10,141)
Repayment of lease liabilities (incl. interests)	(17,081)	(8,795)	(51,798)	(26,127)
Net proceeds from share capital increase in parent company	0	0	473,982	593,866
Net proceeds from share capital increase in subsidiary	0	31,227	102,198	34,935
Net cash flow from financing activities	(17,668)	10,466	1,260,751	580,802
Net change in cash and cash equivalents	(266,404)	(91,210)	(49,243)	(82,525)
Net currency exchange differences on cash	7,427	(8,112)	(24,977)	10,832
Cash and cash equivalents beginning of period	566,462	481,026	381,705	453,398
Cash and cash equivalents end of period	307,485	381,704	307,485	381,705



Investor relations information













INVESTOR RELATIONS CONTACTS

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Top 20 shareholders

#	SHAREHOLDER	NUMBER OF SHARES HELD	% OF SHARES OUTSTANDING
1	HEXAGON COMPOSITES ASA	106 302 931	38.40 %
2	CLEARSTREAM BANKING S.A.	40 250 861	14.54 %
3	MITSUI & CO LTD	20 934 815	7.56 %
4	FLAKK COMPOSITES AS	10 268 728	3.71 %
5	MP PENSJON PK	8 482 071	3.06 %
6	DANSKE BANK	6 253 641	2.26 %
7	Citibank Europe plc	5 254 343	1.90 %
8	DNB Markets Aksjehandel/-analyse	4 950 552	1.79 %
9	Deutsche Bank Aktiengesellschaft	4 542 152	1.64 %
10	The Bank of New York Mellon SA/NV	3 242 255	1.17 %
11	BRØDR. BØCKMANN AS	2 688 996	0.97 %
12	J.P. MORGAN SECURITIES PLC	2 502 468	0.90 %
13	Nordnet Bank AB	2 370 857	0.86 %
14	VERDIPAPIRFONDET STOREBRAND NORGE	1 985 762	0.72 %
15	NØDINGEN AS	1 727 673	0.62 %
16	UBS Switzerland AG	1 623 740	0.59 %
17	CACEIS Investor Services Bank S.A.	1 431 472	0.52 %
18	VERDIPAPIRFONDET KLP AKSJENORGE IN	1 252 886	0.45 %
19	Saxo Bank A/S	1 169 937	0.42 %
20	SKANDINAVISKA ENSKILDA BANKEN AB	1 163 717	0.42 %
	Top 20 shareholders	228 399 857	82.52 %
	Other shareholders	48 397 599	17.48 %
	Total number of shares outstanding	276 797 456	100.00 %



