

# HEXAGON PURUS Q1 2021 PRESENTATION

11 MAY 2021

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# Agenda

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HIGHLIGHTS FROM  
Q1 2021

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OUTLOOK AND Q&A



An aerial photograph of a vast, vibrant green agricultural field. A dark asphalt road runs horizontally across the lower third of the image, lined with a row of lush green trees. A single white car is visible on the road. The background shows a dense forest of tall trees under a clear sky. The overall scene is bright and verdant.

# Highlights from Q1 2021



# Hexagon Purus

## Key highlights from Q1 2021



**GLOBAL ZERO  
EMISSION  
MOMENTUM  
CONTINUES TO  
STRENGTHEN**



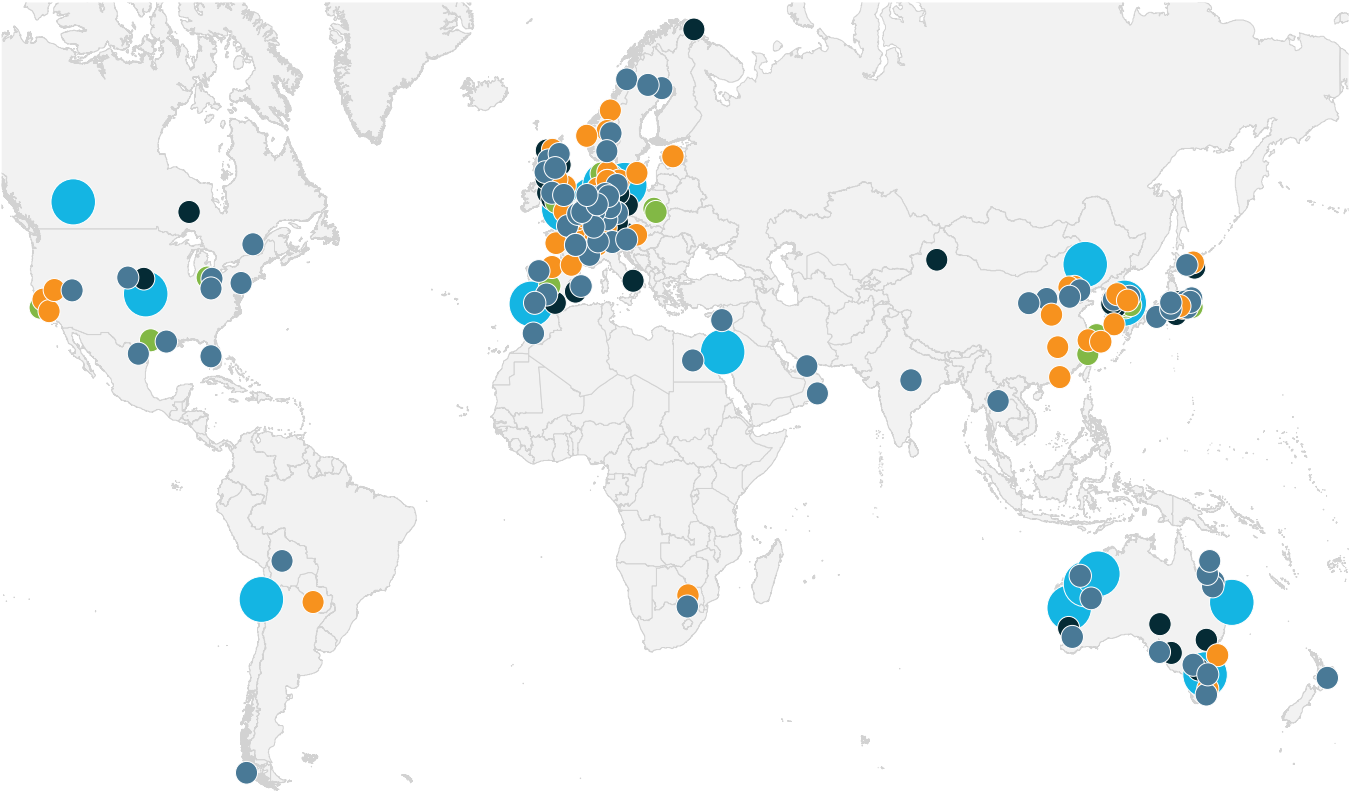
**SEVERAL  
COMMERCIAL  
MILESTONES  
REACHED**



**INTERNAL  
SCALE-UP  
EFFORTS  
ACCELERATING**



# Hydrogen projects of unprecedented scale are being announced across the entire hydrogen value chain globally



**228**  
announced projects globally

**80bn USD**  
of investment in these projects can be considered mature, another >200bn has been announced

**17**  
**Giga-scale production**  
Green H<sub>2</sub> projects >1GW and blue H<sub>2</sub> projects >200 kt p.a.

**90**  
**Large-scale industrial usage**  
Refinery, ammonia, methanol, steel, and industry feedstock

**53**  
**Transport**  
Trains, ships, trucks, cars and other hydrogen mobility applications

**45**  
**Integrated H<sub>2</sub> economy**  
cross-industry, and projects with different types of end-uses

**23**  
**Infrastructure projects**  
H<sub>2</sub> distribution, transportation, conversion, and storage



## Selected by Nikola Corporation to supply hydrogen cylinders for serial production



Hexagon Purus signed a long-term agreement with **Nikola** Corporation to develop and supply its **high-performance type 4 hydrogen cylinders**

The scope of the agreement is over a multi-year period with an estimated sales value in excess of **EUR 200 million**

The project's development phase is expected to commence in **Q2 2021**, with serial production from **2023**



# Signed joint venture agreement with CIMC Enric for China and Southeast Asia

China is expected to become the largest global market for FCEVs

JV for cylinder and cylinder systems production for FCEVs and hydrogen distribution in China and Southeast Asia

The parties are now preparing the joint venture formation and production footprint



# Robust hydrogen distribution activity; several recent contract wins



HEXAGON PURUS' X-STORE® HYDROGEN DISTRIBUTION MODULE



Long-term agreement; initial order for SMARTSTORE® hydrogen distribution modules worth USD 3.2m



EUR 2.5m contract for supply of type 4, 300 bar cylinders for industrial and hydrogen mobility applications in France and Germany

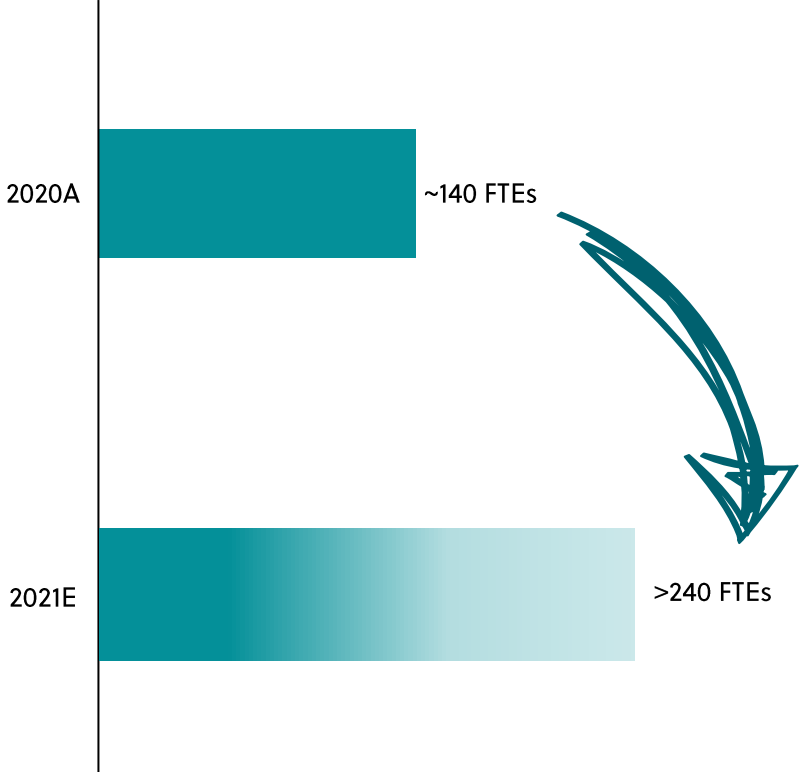


Orders worth EUR 1.9m for leading European gas distributors for Hexagon Purus' X-STORE®; used for transport of hydrogen for industry and mobility purposes in Germany, Spain and Switzerland







# Internal scale-up efforts intensified

## Adding ~100+ employees in 2021



### MAIN CATEGORIES OF HIRES

-  Production support
-  Engineering
-  Program management
-  Sales & administration





## COVID-19 update



Six cases reported in 2021

All production facilities have remained open during the quarter

Long lead times on certain key components such as battery cells

Remaining vigilant and ready to deploy additional counter measures if required

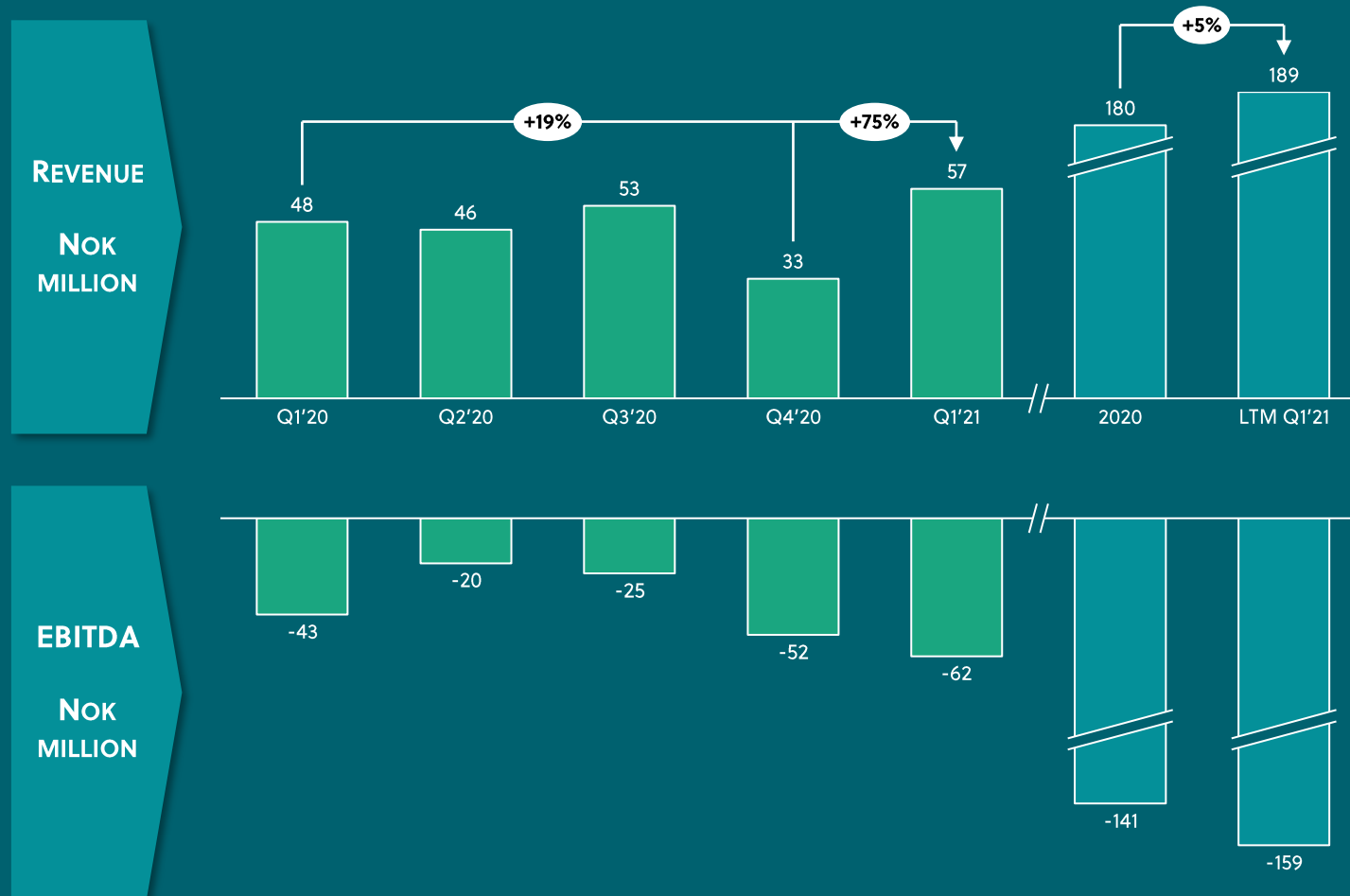


# Financials



# Financial highlights | Q1 2021 and LTM

## Hexagon Purus e-mobility (excl. CNG LDV)

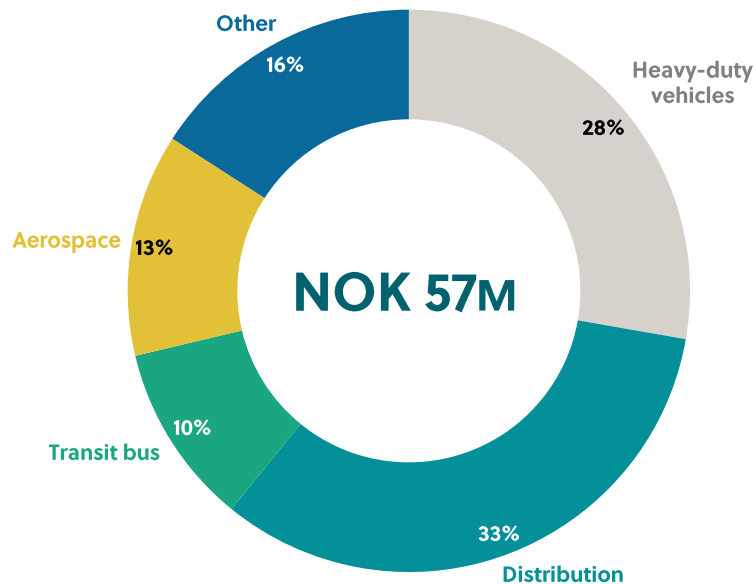


- Solid year-over-year and sequential revenue growth in Q1'21 driven by increased activity in hydrogen distribution and transit bus applications; offset by lower heavy-duty revenue due to the completion of an OEM BEV truck program in Q1 2020
- Fixed cost investments in personnel and infrastructure drive negative EBITDA
- Increased corporate costs following spin off; NOK 25m impact YoY in Q1

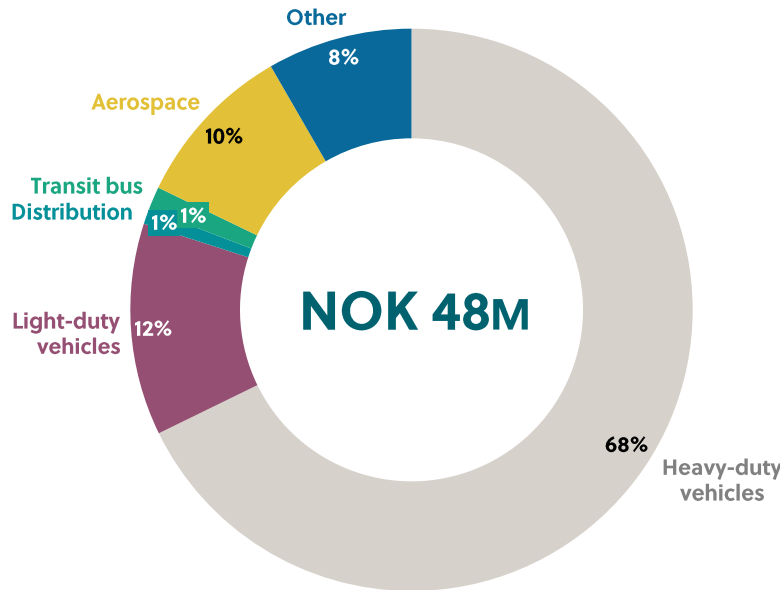
# Revenue split by application | Q1'21 vs. Q1'20

## Hexagon Purus e-mobility (excl. CNG LDV)

Q1 2021



Q1 2020



Hydrogen storage systems, battery packs and EV drivetrain integration



Hydrogen distribution modules



Hydrogen cylinders and storage systems



Pressure and fuel tanks, development projects



Hydrogen cylinders and storage development projects



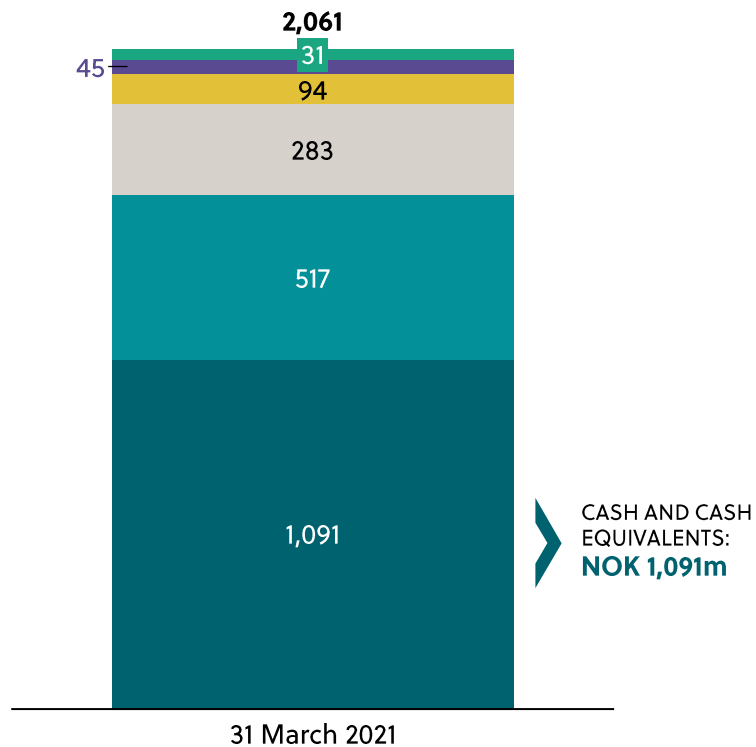
Ground storage, rail and marine development projects



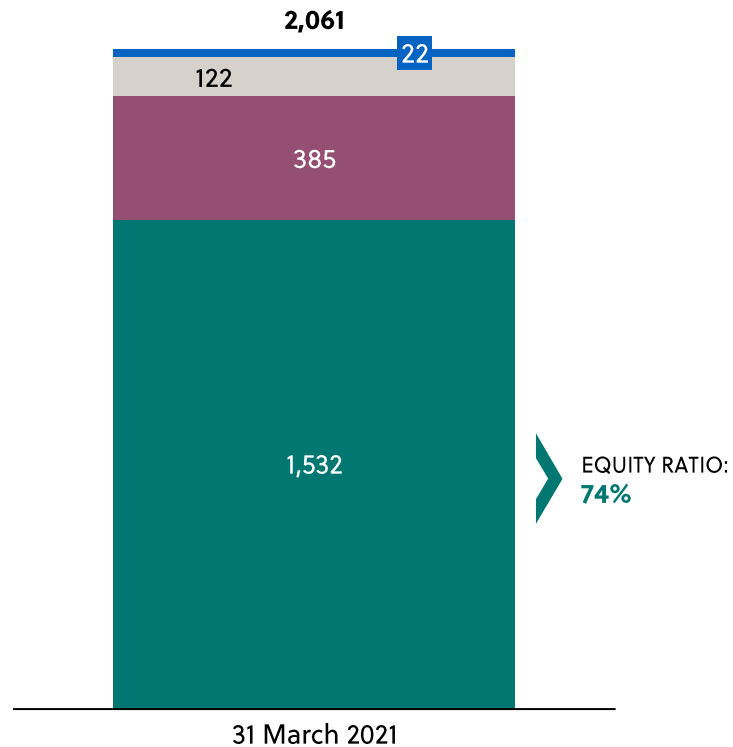
# Balance sheet | Q1 2021

## Hexagon Purus e-mobility

Assets | NOKm



Equity & Liabilities | NOKm



- Fixed assets
- Cash
- Receivables
- Inventory
- Other current assets
- Assets held for sale

- Equity
- Non-current liabilities
- Current liabilities
- Liabilities related to assets held for sale

Balance sheet remains strong

Cash balance of NOK 1.1bn and equity ratio of 74%

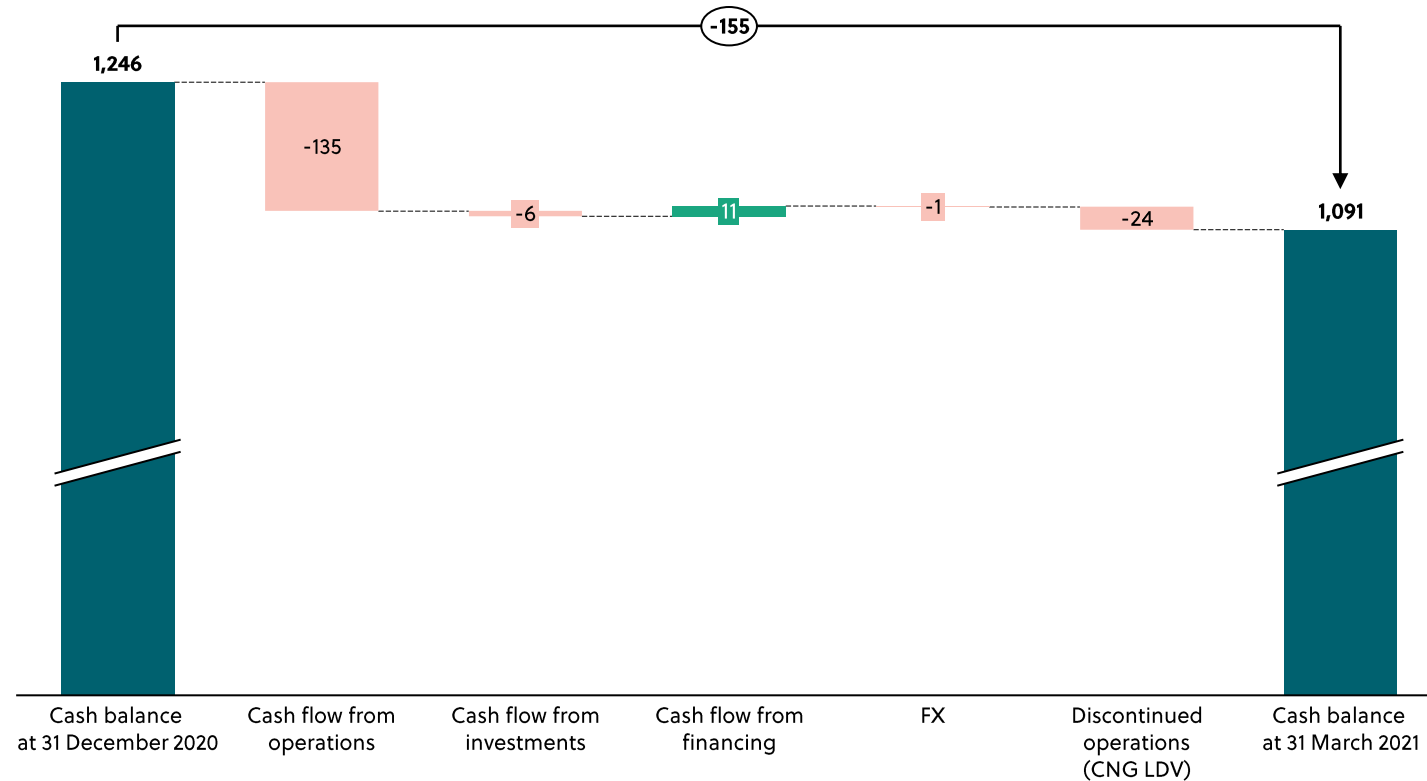
Intercompany debt (NOK 180m) will be extinguished once the transfer of the discontinued CNG LDV business to Hexagon Composites is completed



# Cash flow | Q1 2021

## Hexagon Purus e-mobility

NOKm



Cash outflow from operations include c. NOK 44m in increase in working capital

CNG LDV (discontinued operations) drove NOK 24m cash outflow



# Outlook and Q&A



# Large and diversified project pipeline



LIGHT-DUTY VEHICLES



MEDIUM & HEAVY DUTY VEHICLES



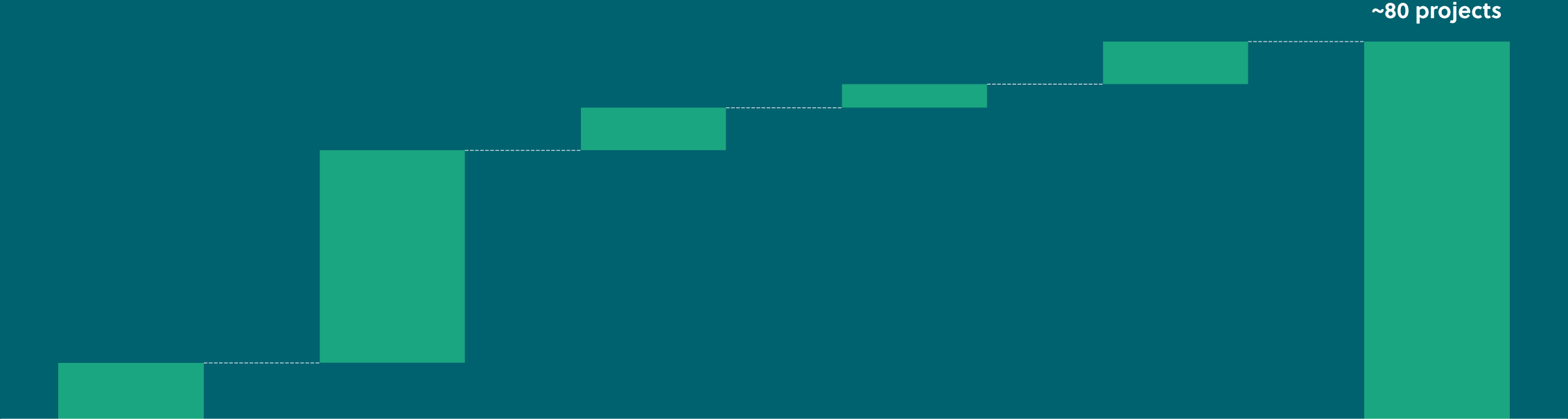
DISTRIBUTION



MARINE, RAIL, GROUND STORAGE AND MOBILE REFUELING



OTHER



# Hexagon Purus is preparing for market take-off...



**USD 70bn**

of government funding has been announced to support project and technology development



**30%**

of all sold trucks emission-free by 2030 in 15 states (California, New York..)



**EUR 1trn**

funding for the Green Deal, 6GW electrolysis capacity by 2024 targeted



**USD 55,000**

subsidy for each fuel cell truck



**EUR 7+2bn**

public support for hydrogen deployment, 5GW by 2030



**USD 2.3bn**

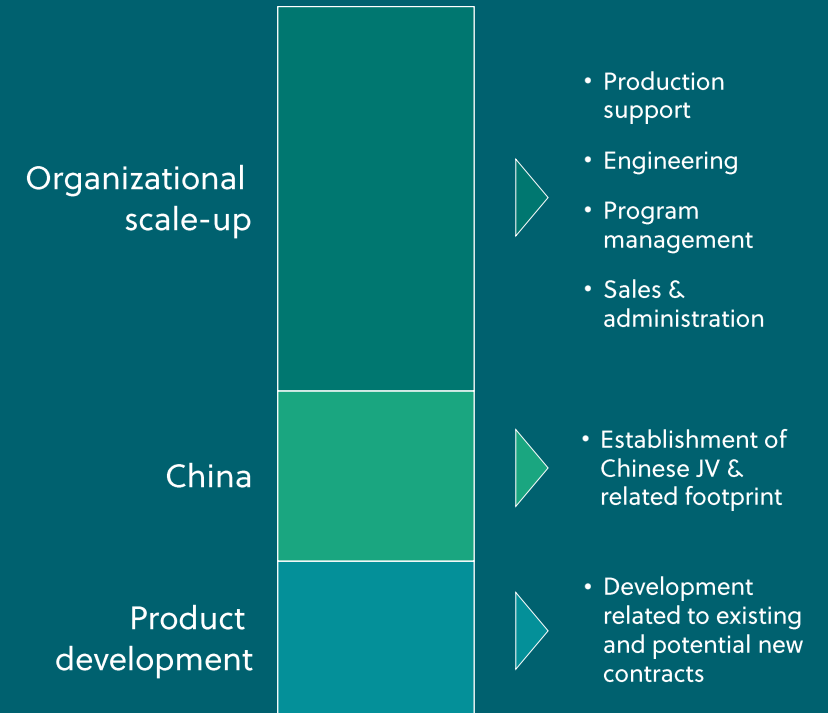
for development of FCEV ecosystem until 2022

**~60BN NOK**

ADDRESSABLE HYDROGEN CYLINDER AND CYLINDER SYSTEMS MARKET FOR HEXAGON PURUS IN 2030

# ...by investing on several fronts

## MAIN DRIVERS OF COST BASE EXPANSION IN 2021



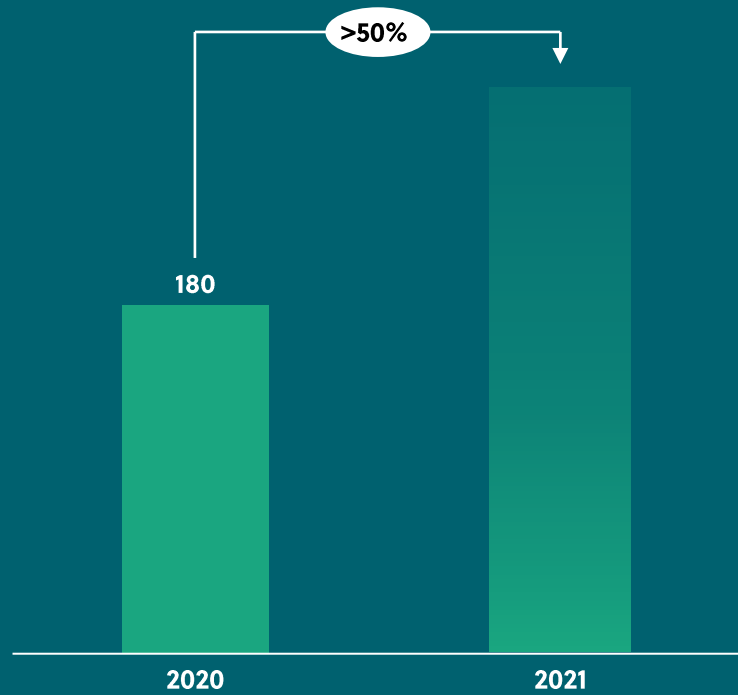


# Financial targets unchanged

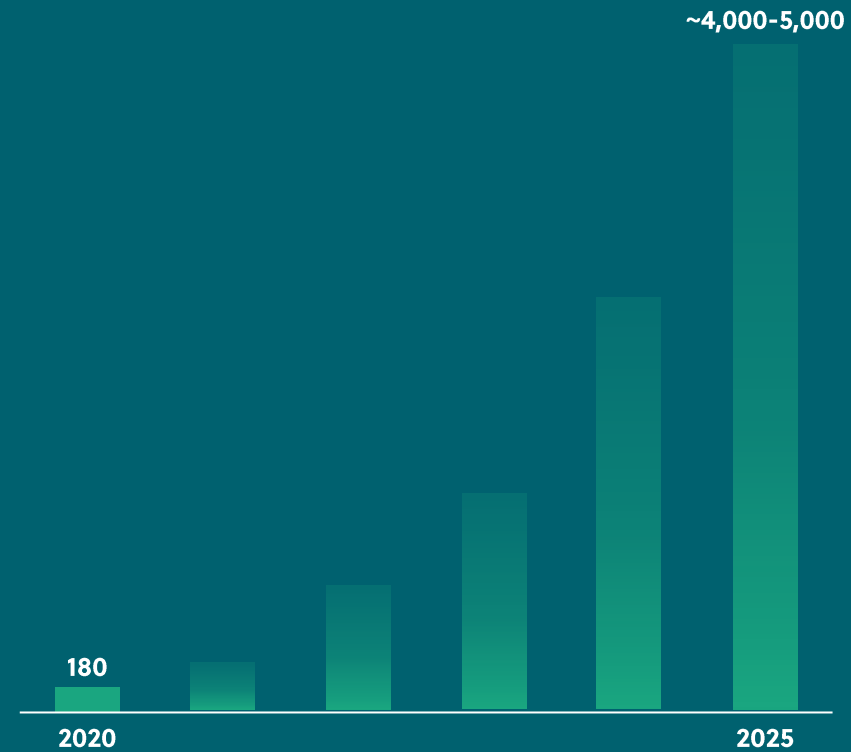
NOKm



Targeting more than 50% YoY revenue growth in 2021...



...and NOK 4-5bn of revenue in 2025



# Q&A



# Appendix





# Financial statements | P&L

## Hexagon Purus e-mobility (excl. CNG LDV)

Income Statement (NOK 1 000)	Q1 2021	Q1 2020	31.12.2020
Revenue from contracts with customers	55 593	48 119	178 121
Other operating income	1 716	149	1 693
<b>Total revenue</b>	<b>57 309</b>	<b>48 269</b>	<b>179 814</b>
Cost of materials	28 939	26 783	86 717
Payroll and social security expenses	44 571	27 321	123 497
Other operating expenses	45 786	37 436	110 322
<b>Total operating expenses before depreciation</b>	<b>119 926</b>	<b>91 540</b>	<b>320 536</b>
<b>Operating profit before depreciation (EBITDA)</b>	<b>-61 986</b>	<b>-43 272</b>	<b>-140 722</b>
Depreciation and impairment	8 425	5 953	26 906
<b>Operating profit (EBIT)</b>	<b>-70 411</b>	<b>-49 225</b>	<b>-167 628</b>
Profit/loss from investments in associates and joint ventures	-702	-436	-1 885
Finance income	2 421	430	10 110
Finance costs	-35 637	-17 094	-113 969
<b>Profit/loss before tax</b>	<b>-104 330</b>	<b>-66 325</b>	<b>-273 373</b>
Tax	195	-6 153	34 654
<b>Profit/loss after tax before discontinued operations</b>	<b>-104 526</b>	<b>-60 172</b>	<b>-308 026</b>
Profit/loss after tax for the period from discontinued operations	517	-8 937	-34 602
<b>Profit/loss after tax</b>	<b>-104 008</b>	<b>-69 108</b>	<b>-342 628</b>



# Financial statements | Balance sheet & cash flow

## Hexagon Purus e-mobility (excl. CNG LDV)

BALANCE SHEET (NOK 1 000)	31.03.2021	31.03.2020*	31.12.2020
<b>ASSETS</b>			
Property, plant and equipment	84 080	130 059	76 634
Right-of-use assets	33 003	57 083	30 457
Intangible assets	397 009	545 609	415 097
Investment in associates and joint ventures	2 064	215	2 066
Non-current financial assets	1 260	160	751
Deferred tax assets	-	48 762	-
<b>Total non-current assets</b>	<b>517 417</b>	<b>781 888</b>	<b>525 005</b>
Inventories	93 843	139 480	61 586
Trade receivables	44 540	139 863	26 657
Contract assets (incl. prepayments)	370	6 293	814
Other current financial assets	31 074	18 105	14 440
Cash and short-term deposits	1 091 167	50 400	1 246 351
<b>Total current assets continuing operation</b>	<b>1 260 993</b>	<b>354 140</b>	<b>1 349 849</b>
Assets held for sale	282 789	-	219 771
<b>Total assets</b>	<b>2 061 199</b>	<b>1 136 028</b>	<b>2 094 625</b>
<b>EQUITY AND LIABILITIES</b>			
Issued capital	22 909	330	22 909
Other paid-in capital	2 247	115 100	372
Share premium	1 605 802	14 443	1 605 739
Other equity	- 99 370	-327 968	-
<b>Total equity</b>	<b>1 531 588</b>	<b>-198 094</b>	<b>1 629 021</b>
Interest-bearing loans and borrowings (related party)	-	681 363	-
Lease liabilities	11 732	53 324	21 795
Provisions	3	1 880	3
Net employee defined benefit liabilities	259	2 419	2 635
Deferred tax liabilities	10 244	22 910	11 024
<b>Total non-current liabilities</b>	<b>22 239</b>	<b>761 897</b>	<b>35 457</b>
Trade and other payables	69 261	197 009	83 988
Contract liabilities	44 027	8 287	32 068
Interest-bearing loans and borrowings (related party)	179 501	-	161 016
Lease liabilities, short term	20 599	13 937	9 244
Income tax payable	26	-	-
Other current liabilities	48 750	331 146	49 512
Provisions	23 029	21 845	17 162
<b>Total current liabilities continuing operation</b>	<b>385 193</b>	<b>572 225</b>	<b>352 990</b>
Liabilities associated with assets held for sale	122 179	-	77 158
<b>Total liabilities</b>	<b>529 611</b>	<b>1 334 122</b>	<b>465 604</b>
<b>Total equity and liabilities</b>	<b>2 061 199</b>	<b>1 136 028</b>	<b>2 094 625</b>

CONDENSED CASH FLOW (NOK 1 000)	31.03.2021
Profit before tax from continuing operations	-104 330
Depreciation and write-downs	12 895
Change in net working capital and other	-44 045
<b>Net cash flow from operations</b>	<b>-135 481</b>
<b>Net cash flow from investment activities</b>	<b>-5 565</b>
<b>Net cash flow from financing activities</b>	<b>10 848</b>
<b>Net change in cash and cash equivalents</b>	<b>-130 197</b>
Net currency exchange differences	-943
Discontinued operations	-24 044
Cash and cash equivalents at start of period	1 246 351
<b>Cash and cash equivalents at end of period</b>	<b>1 091 167</b>

\*Note: Balance sheet as of 31 December 2020 and 31 March 2021 is that of Purus' e-mobility business with the CNG LDV business treated as a discontinued operation; balance sheet as of 31 March 2020 includes the CNG LDV business



# Investor relations information



## EXCHANGE INFORMATION

- TICKER SYMBOL: HPUR
- ISIN: NO0010904923
- EXCHANGE: Euronext Growth Oslo



## SHARE TRADING STATISTICS

**NOK ~9bn**  
MARKET CAPITALIZATION<sup>1</sup>

**NOK ~20m**  
DAILY TURNOVER<sup>2</sup>



## INVESTOR BASE<sup>1</sup>

**~5,100**  
SHAREHOLDERS

**74.7%**  
OWNED BY HEXAGON COMPOSITES



## 2021 FINANCIAL CALENDAR

	2021					2022	
Q2 2021	10-aug.						
Q3 2021			02-nov.				
Q4 2021						15-feb.	



## EQUITY ANALYST COVERAGE

**CARNEGIE**  
• MIKKEL NYHOLT-SMEDSENG

**SEB**  
• ANDERS ROSENLUND  
• HERMAN LIA

**SPAREBANK 1 MARKETS**  
• THOMAS DOWLING NÆSS



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