



Nofitech

Q3-24 presentation

January 2025

Introduction to today's presenters



Robert Hundstad
CEO | Nofitech



Øyvind Lundenes
Interim CFO | Nofitech

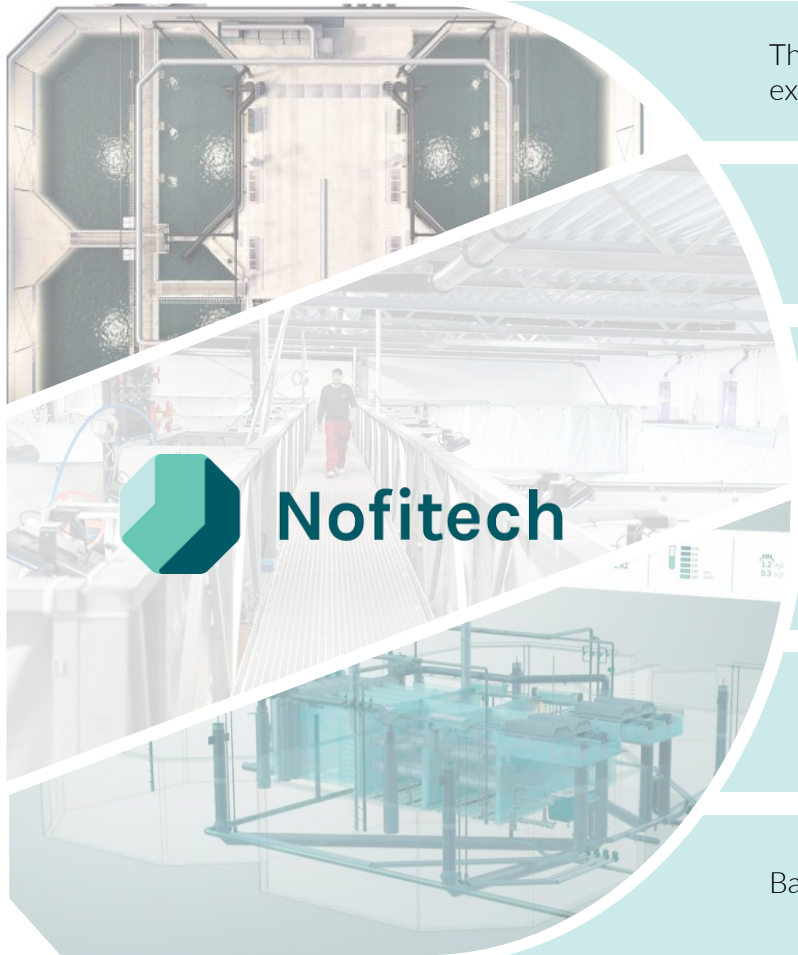


Bernt Østhus
Chairman / Partner | Nofitech / Longship



Mats Hansen
Investment Manager | Longship

Quarterly highlights



The activity in Nofitech remains high. However, decision cycles for new turn-key awards in Norway continue to be extraordinary long, affecting the short-term earnings development

The Applecross turn-key delivery in Scotland continues to be challenging. The project will not contribute positively to Nofitech; however, the client receives a high-quality plant at very competitive terms

Construction on our other turn-key deliveries are progressing according to plan, however, with a three-month delay on site at our project at Faroe Island due to strike and late signing of activation order. This causes periodization effects, but no material negative impact on overall profitability

P&L for the quarter and YTD is behind expectations due to the delay at Faroe Island (solely periodization), postponed signing of a new deliveries, and indirect effects on equipment sales of delayed project initiations

Working capital tie up is still negatively affecting cash flow. This is limited to one project and will be of temporary character as this project is nearing its end

Backlog remains healthy with NOK ~3mrd at phase 1 stage and NOK ~1mrd at phase 2

Outlook

Investment fundamentals remains strong with Nofitech in pole position to remain the champion within turn-key deliveries of land-based plants

1. Profitability and cash flow

- Strong focus on return to normal profitability by streamlining and rightsizing cost to match current backlog in production (phase 2)
- Working capital and cash flow management remains a high priority with target normalization during H1-25

2. Growth

- The market outlook, and expected land-based investments is continuing to strengthen – supported by structural mega trends and public growth ambitions of bluechip farmers
- Nofitech is in pole position to take the growth within smolt, post-smolt and grow-out in the North Sea Basin and globally

3. Capital

- The group liquidity remains good despite lower profitability and cash flow than expected
- The owners continue to be committed to supporting the group in a timely return to “normal”
- Nofitech is the technology leader in a fast-growing market supported by structural mega trends – giving us confidence in the long-term development of the company

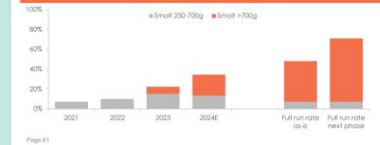
Selected market comments and expectations

Etter tre års tørke er det duket for et nytt år – med innovasjon

The next phase of our postsmolt strategy

- Next phase of the postsmolt strategy includes four postsmolt projects
 - Nordheim (Mid) – Expansion of existing postsmolt site
 - Rovde (West) – Green field project
 - Vågafossen (South) – Expansion of existing RAS site
 - Agder (South) – Full renovation
- Increases total postsmolt numbers by another 20 million
- Additional potential in Region North - to be addressed

Postsmolt share - stocking

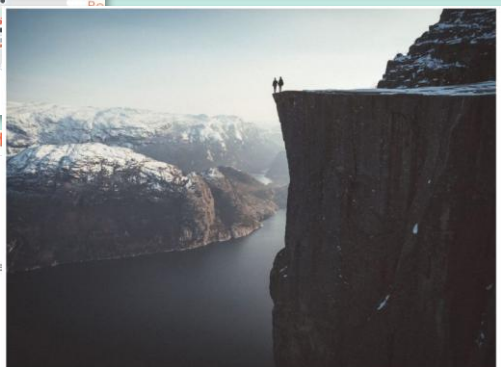


Postsmolt improves survival, welfare and productivity

- Optimising biological conditions and improving welfare are multifactorial - involves interrelated challenges and parallel approaches
 - Improving industry-wide biosecurity practices
 - Genetic selection for fish robustness and disease resistance
 - Reduce lice pressure and development of gentler lice treatment approaches
- Postsmolt improves survival, welfare and productivity through effects which are generic
 - Reduces time in sea
 - Reduces risk in sea
 - Reduces treatment need
 - Enables strategic stocking and adapting to biological risks
 - Increases site-capacity
 - Increases survival
- Where we do postsmolt, we believe we will manage to halve the cycle mortality



Gjennombruddet kom i år. I 2025 ventes nye sprang i landbasert oppdrett av laks

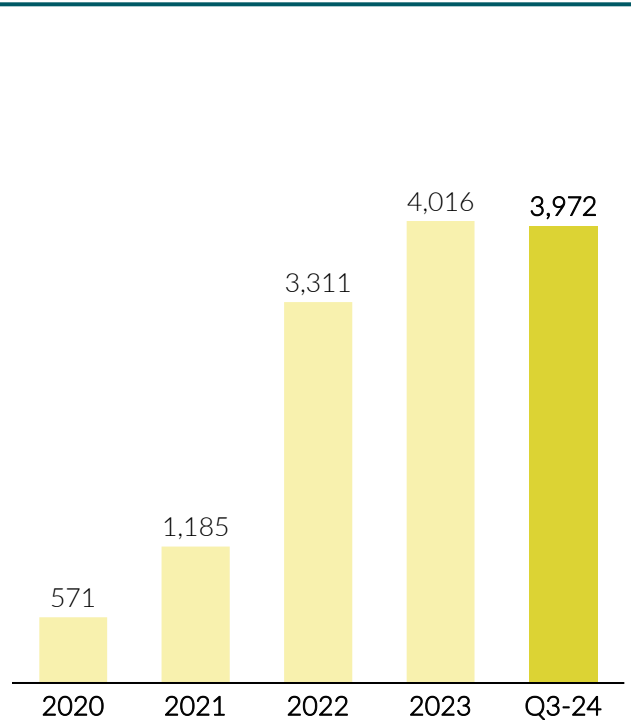


03 | Long-term outlook is strong and will be led by today's front-runner

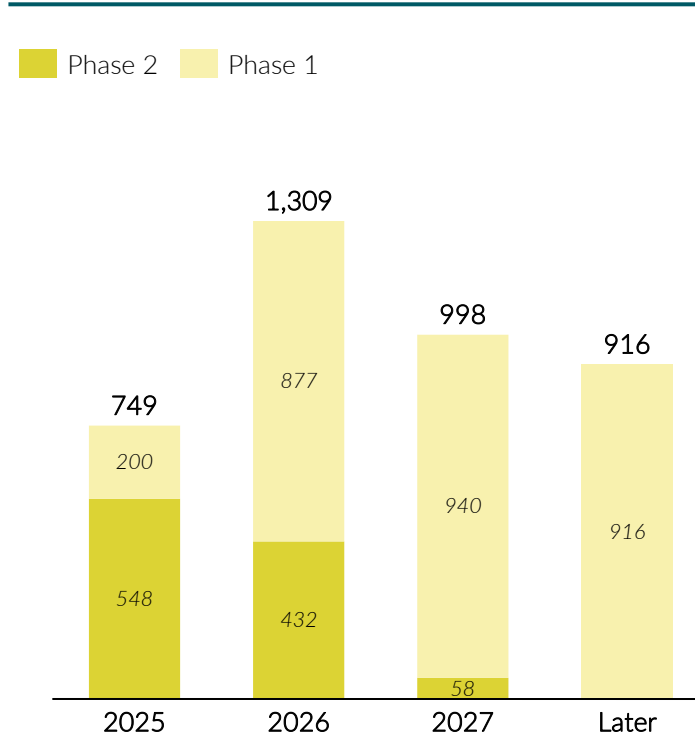


Backlog and pipeline

Backlog development¹ (NOKm)



Estimated backlog execution^{2,3} (NOKm)




Key take aways

- ✓ Backlog remains healthy with NOK ~3mrd at phase 1 stage and NOK ~1mrd at phase 2
- ✓ CM Aqua (equipment sales) is expected to have a solid revenue contribution with attractive margins in addition to project backlog
- ✓ Long pipeline of attractive project with recurring and new customers expected to be awarded during the year

Pipeline of potential deliveries


~NOK 32 bn
Total projects


~110
Modules


~65%
Post-smolt / Smolt⁴





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