

# Cambi ASA

## Q1 2024

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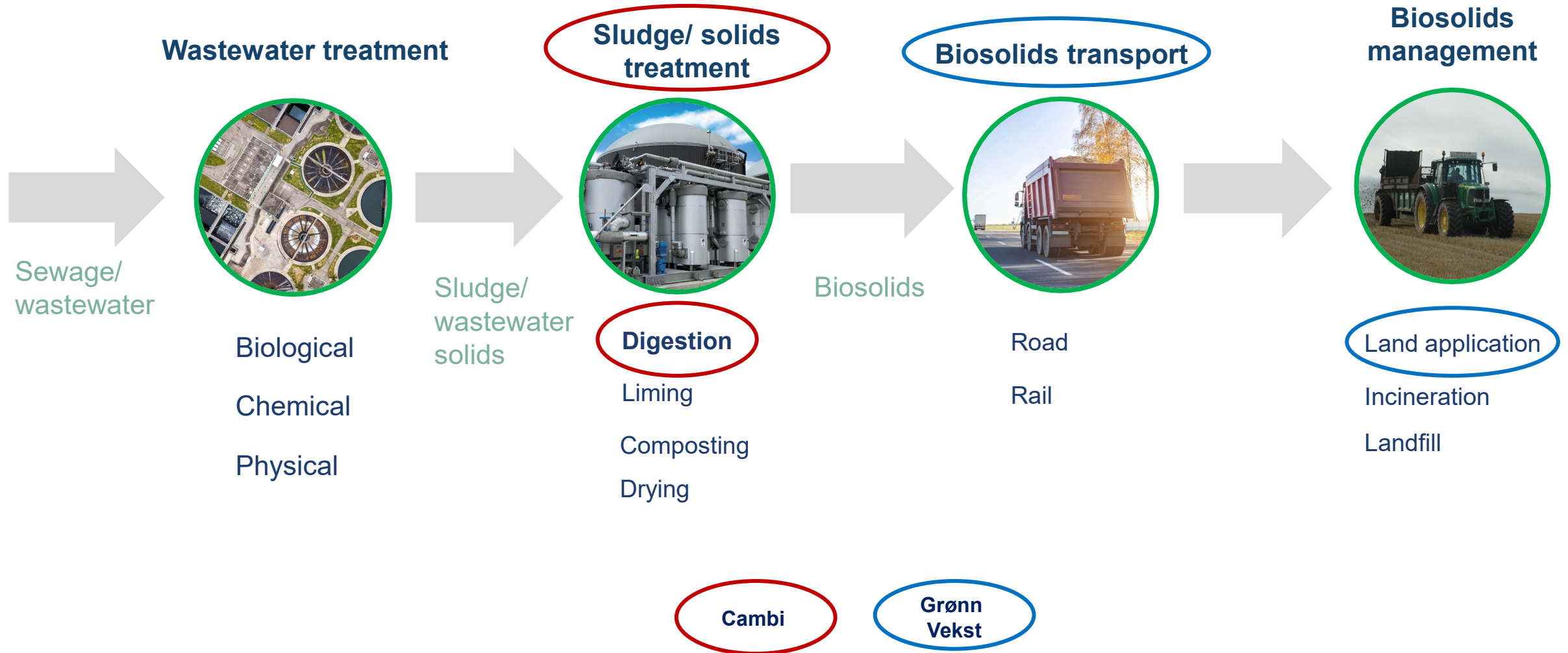


# Financial highlights

	Revenue	EBITDA	Order intake	Order backlog
Q1 2024	216	36	401	1,727
Q1 2023	210	57	223	1,079



# Cambi delivers robust technology for a costly waste problem



# Deliveries are customised to client needs and site requirements

- Cambi fits at almost any site and transforms sludge treatment
- Each project is different
- Greenfield vs. Brownfield construction site
- Solids line or entire plant
- Capacity expansion vs. upgrading with new technology or both
- Integration of all plant technologies is essential

**Cambi Plug&Go – illustration of a THP system retrofit**



# Cambi's project role and scope varies

Example from two projects with different scope

## Copenhagen, Denmark

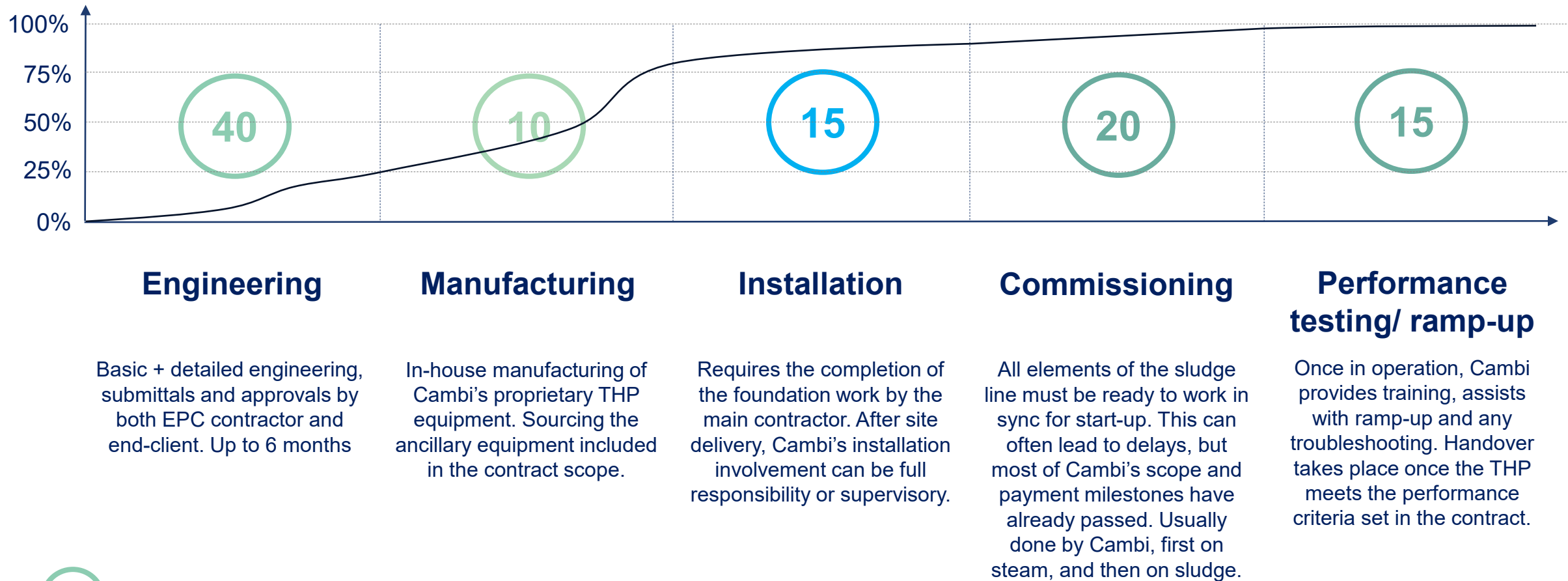
BIOFOS				
Cambi				
Civil	Mechanical	Electrical	Cambi Equipment	Aux Equipment
Know-how Consultant	Know-how	Know-how	Know-how	Know-how
Sub-contractor	Sub-contractor	Sub-contractor	Supervision	Supplier

## San Francisco, USA

San Francisco Public Utilities Commission				
JV MWH Constructors and Webcor Builders				
Civil	Mechanical	Electrical	Cambi Equipment	Aux Equipment
Know-how Consultant	Know-how	Know-how	Know-how	Know-how
Sub-contractor	Sub-contractor	Sub-contractor	Supervision	Supervision

# Project timelines vary with the scope and complexity

Illustration of the percent-of-completion for a Cambi THP construction contract by execution stage



Share (%) of Cambi's current construction projects in different stages of execution



# Cambi will improve solids treatment in Hawaii – major contract

- Cambi has been awarded a contract to supply a THP system to the Honouliuli wastewater treatment plant
- Cambi's 12th project in the US, with operations scheduled to start in 2027
- Modern, efficient, high-seismic THP system
- Saves space and cost by substituting new digesters and enables safe biosolids reuse





# Grønn Vekst was awarded an important biosolids handling contract

- Grønn Vekst has been awarded one of Norway's largest contracts for handling biosolids for Veas
- Veas is Norway's largest wastewater treatment plant, serving more than 800,000 people
- The contract has a firm duration of 2 years, with two extension options of one year for a total duration of up to 4 years.
- The estimated contract value, including options, is up to NOK 80 million.
- Cambi's process and Grønn Vekst's experience with biosolids-based soil products will strengthen Veas' role in the local circular economy, contributing to a healthier Oslo fjord.



# Recent events

## Grønn Vekst secures contract renewal

- Grønn Vekst was awarded at the end of April a contract renewal in Bærum, Norway
- Grinding, transporting and composting all garden waste in the municipality for 3 years, with a one-year extension option



## Approved dividend payout

- The AGM has approved a dividend of NOK 1.00 per share at the meeting on 2 May, to be paid out on or around 16 May 2024
- Largest dividend payout in Cambi's history, in total amount of NOK 160 million





# Outlook

- Both THP construction and soil contract execution continue in line with budgets, client commitments, and site schedules
- Stable margins and high customer satisfaction due to good practices and flexibility afforded by experienced delivery teams
- Sustained and growing interest in Cambi's solutions expressed in encounters with water utilities in many markets
- Growing pipeline of potential THP projects backed by early decision-maker engagement supports long-term growth
- Cambi is paying out 87.5% of the net profits for 2023 as dividends and reiterates its ambition to pay out 60-80% of the net profits for 2024.



# Financial performance

Mats Tristan Tjemsland, CFO



# Financial highlights for the first quarter

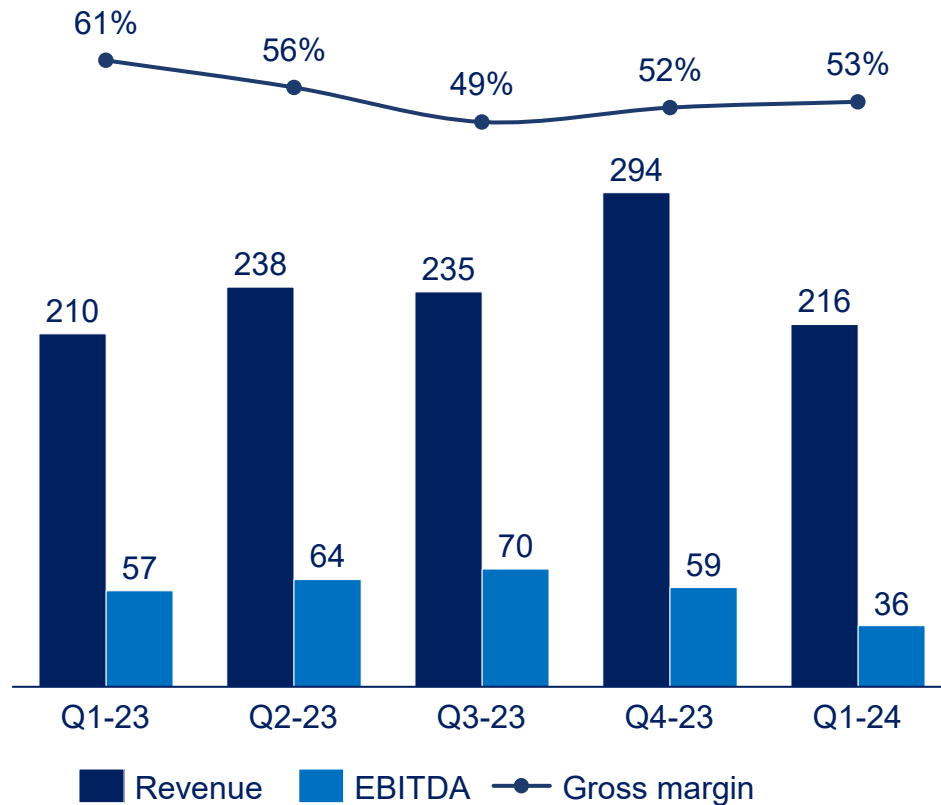
- Stable execution of an all-time high number of ongoing construction projects
- Contract awards of NOK 401 million were announced during Q1
- Significant order backlog at NOK 1.7 billion at end of the quarter
- Solid financial position with available liquidity of NOK 334 million.
- Dividend of NOK 1.00 per share was approved by the AGM



## Quarterly revenue and EBITDA

### Key financials per quarter

NOK million



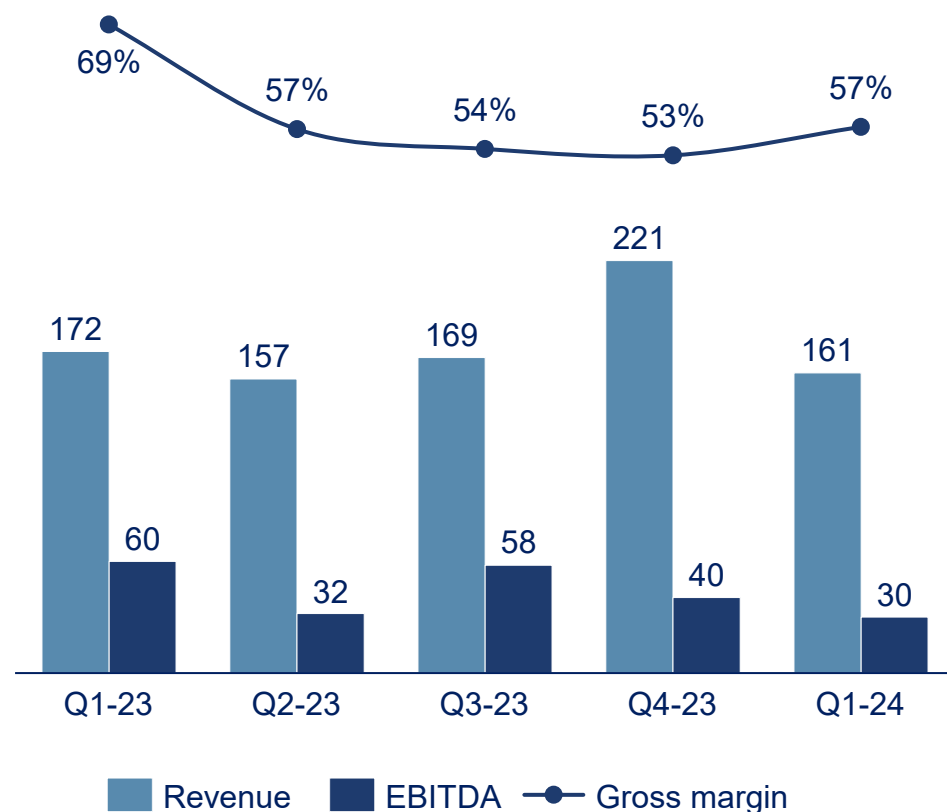
- Fewer milestones reached on ongoing construction projects versus previous quarters
- Gross margins in line with previous quarter
- Increase in payroll costs due to a growing organization



## Quarterly revenue and EBITDA

### Key financials per quarter

NOK million

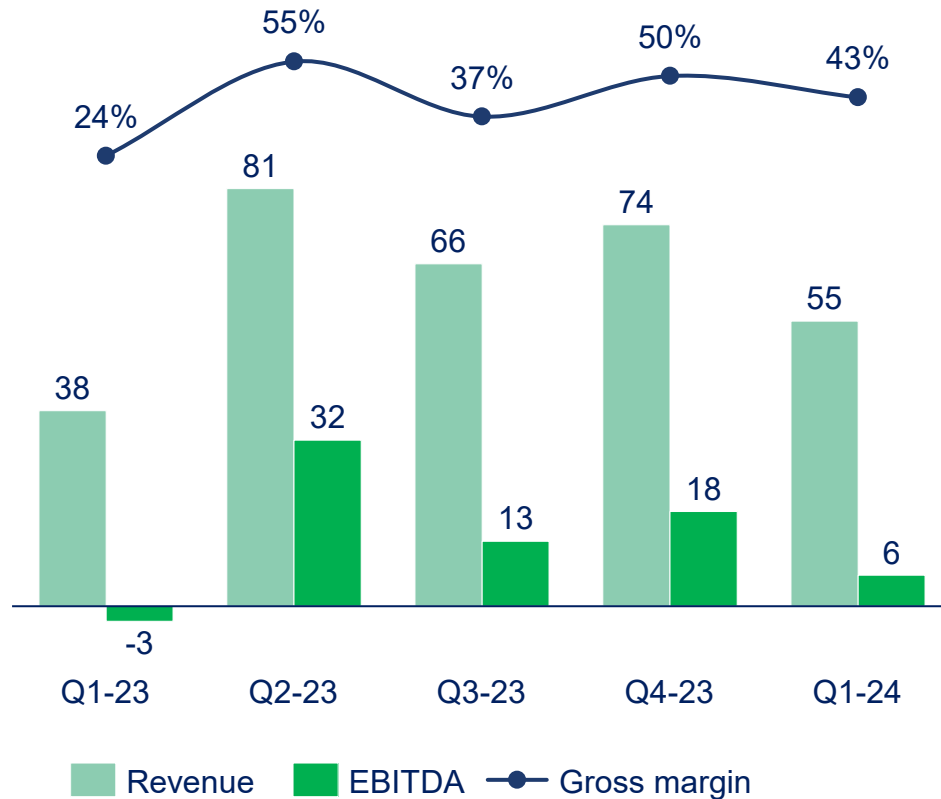


- Revenue for the quarter influenced by delays in deliveries (outside of Cambi's scope) at some sites, also impacting Cambi's deliveries.
- Cambi is set to deliver on all contracts in line with client schedules.
- Steady project execution on 16 ongoing THP construction contracts during the quarter, up from 13 projects in the same quarter last year.
- A higher share of EPC projects with extended delivery scope is influencing the reported gross margin level
- EBITDA margin of 19% for the quarter

# Quarterly revenue and EBITDA

## Key financials per quarter

NOK million



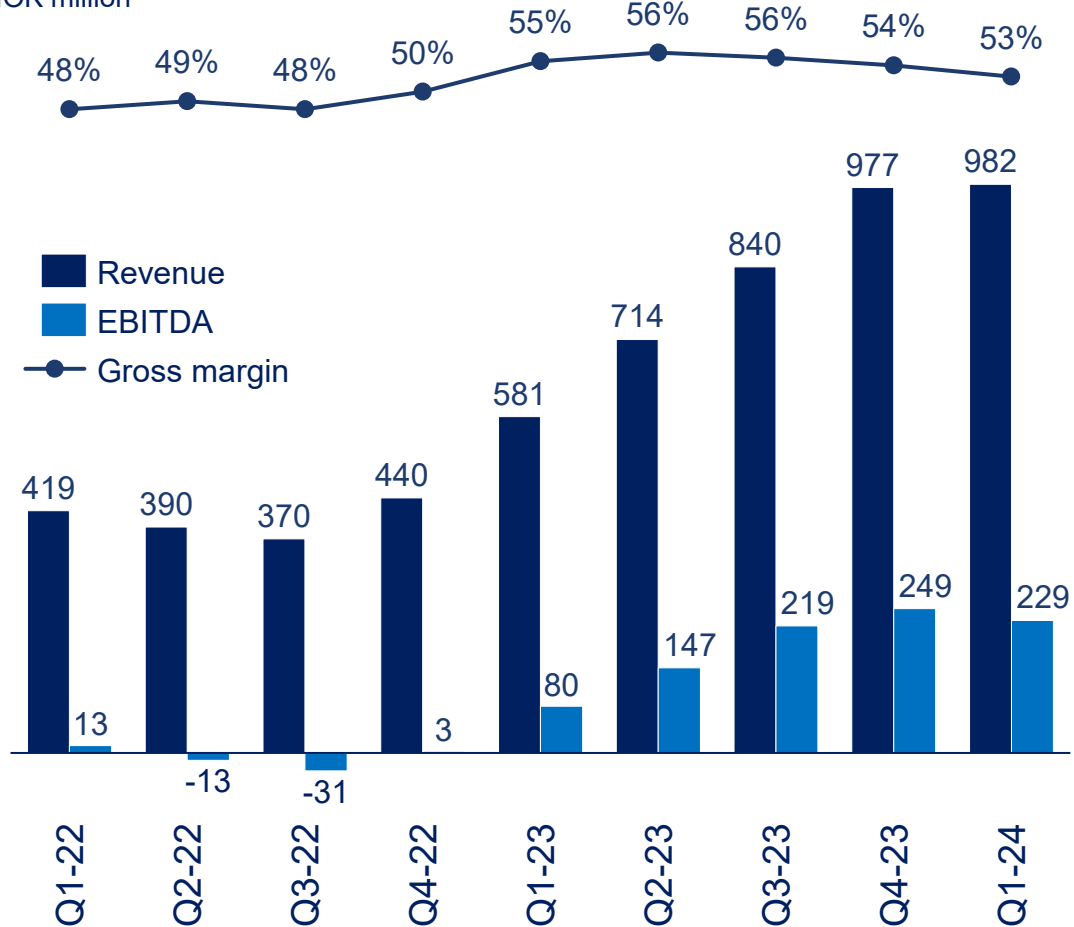
- Revenue uplift mainly due to increased activity level in Services
- The segment contributed 25% of Cambi's total quarterly revenue
- Seasonality in soil sales with lower activity during winter months
- Solutions segment had 1 (one) construction contract in execution at the end of Q1 (same level as at the end of Q1 2023)
- Gross margins influenced by the revenue mix
- EBITDA margin of 12%



# Revenue and EBITDA on a rolling last twelve-month (LTM) basis

## Revenue and EBITDA rolling LTM

NOK million



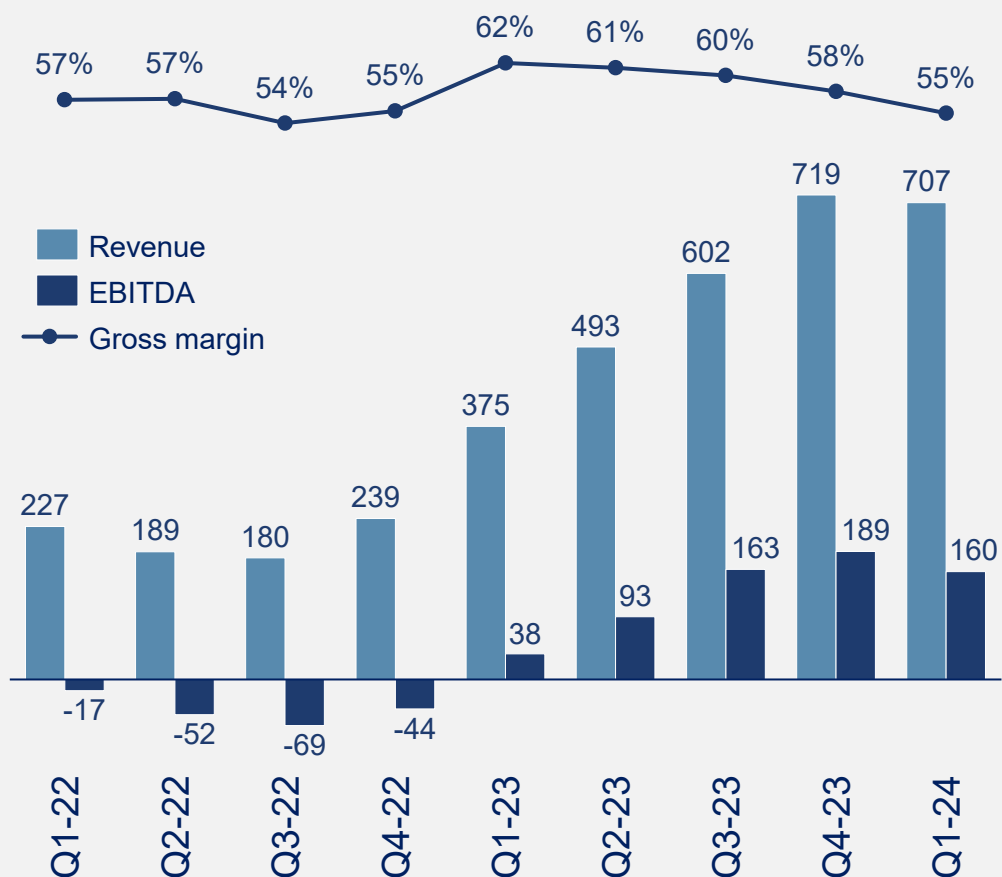
- Strong momentum build-up in revenues last quarters
- Revenue growth on LTM basis since Q3 2022
- Scalable business model protecting margins despite strong growth

# Revenue and EBITDA on a rolling LTM basis per segment

## Revenue and EBITDA rolling LTM

NOK million

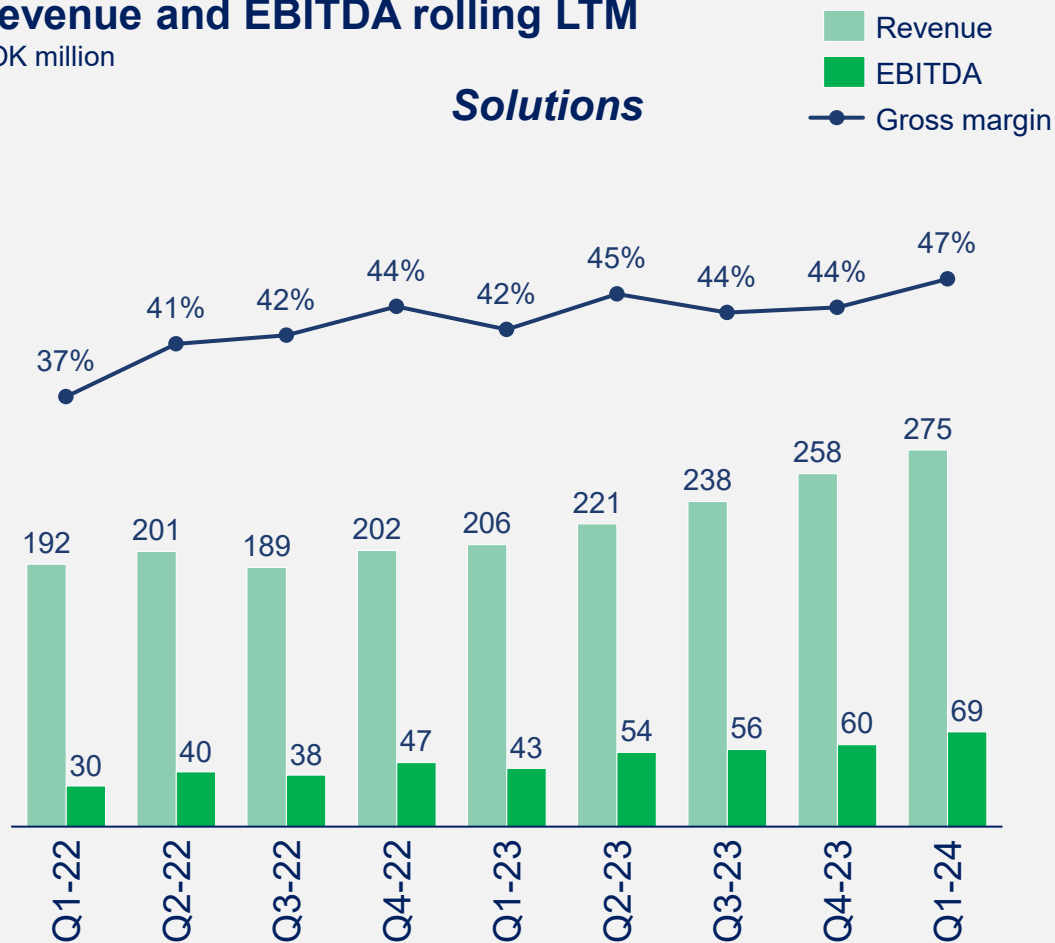
### Technology



## Revenue and EBITDA rolling LTM

NOK million

### Solutions

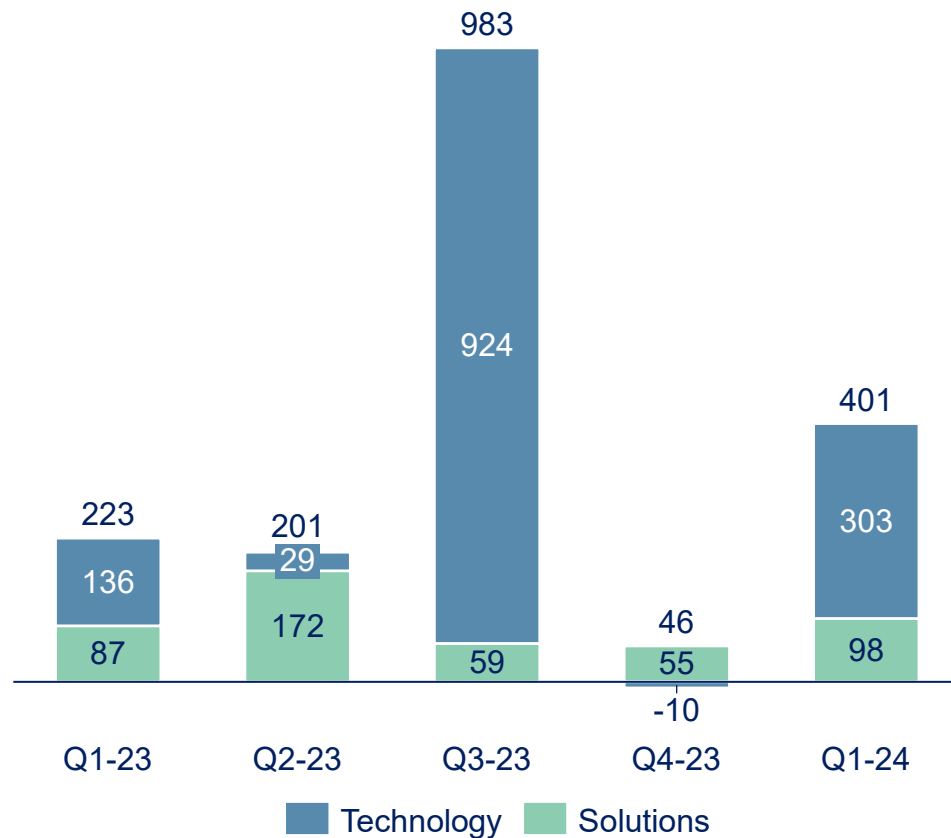




# Order intake in Q1 was NOK 401 million

## Order intake per quarter

NOK million



Several contract awards were announced during Q1:



- Awarded a major contract to supply a THP system to the Honouliuli wastewater treatment plant in Hawaii, USA



- Grønn Vekst was awarded one of Norway's largest contracts for handling biosolids for Veas in Asker, Norway

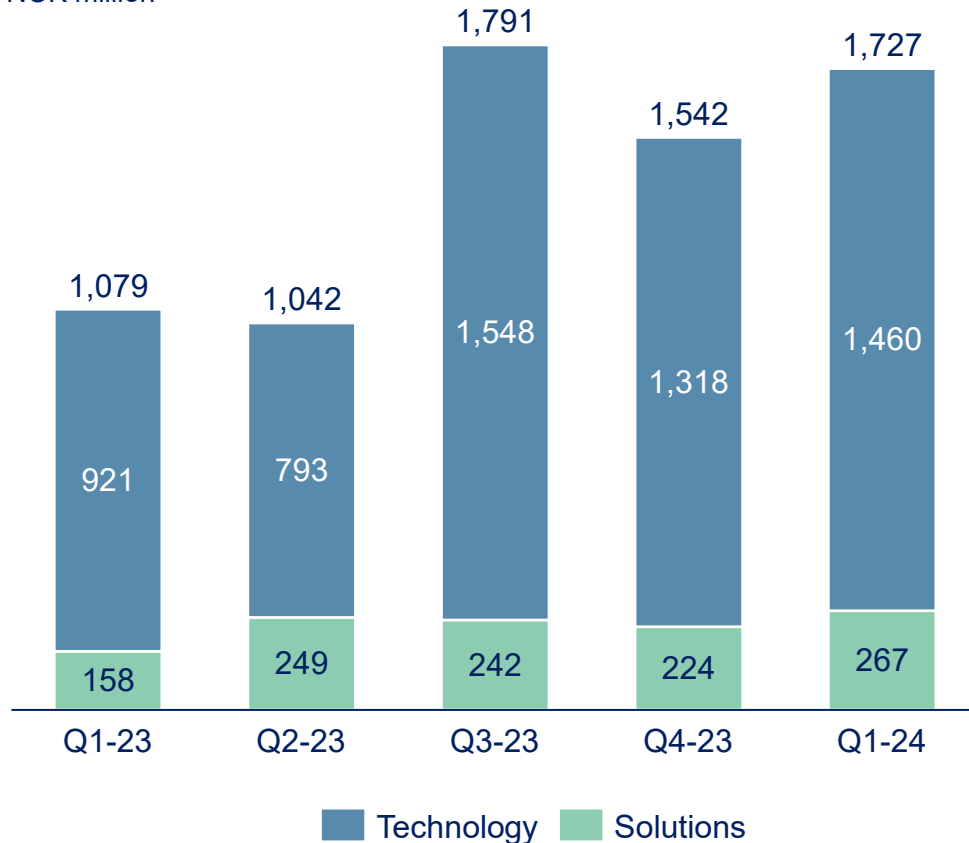


- Awarded an engineering study for a THP system at the Grande Synthe wastewater treatment plant in Dunkirk, France

# Order backlog was NOK 1.7 billion at the end of Q1

## Order backlog per quarter

NOK million



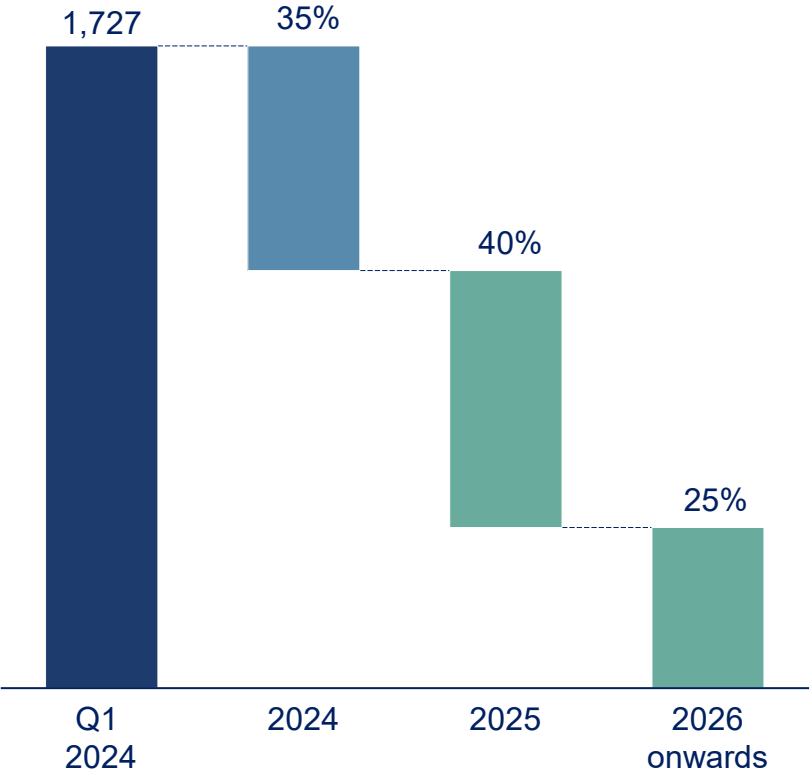
- Order backlog increased to NOK 1.73 billion at the end of Q1 2024
- The weakening of the NOK compared to the previous quarter has provided an additional uplift in order backlog
- There were 17 ongoing construction projects at the end of the quarter, up from 16 projects at the end of 2023.



# Backlog breakdown by execution year provides a good financial foundation for the next years

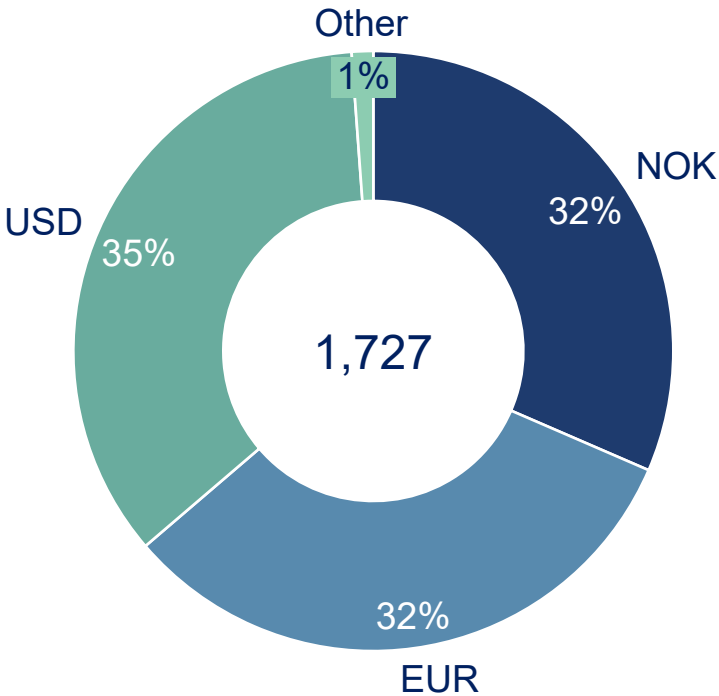
Order backlog by execution year

NOK million



Order backlog by currency

NOK million



# Income statement

## Consolidated income statement

NOK million	Q1-23	Q2-23	Q3-23	Q4-23	Q1-24
Revenue	210	238	235	294	216
Materials, goods and services	81	105	119	140	101
<b>Gross margin</b>	<b>128</b>	<b>133</b>	<b>116</b>	<b>154</b>	<b>115</b>
Payroll expenses	39	37	42	64	49
Other operating expenses	33	32	4	32	29
<b>Operating expenses</b>	<b>72</b>	<b>69</b>	<b>45</b>	<b>96</b>	<b>78</b>
<b>EBITDA</b>	<b>57</b>	<b>64</b>	<b>70</b>	<b>59</b>	<b>36</b>
Depreciation and amortisation	6	6	6	6	6
<b>Operating profit</b>	<b>51</b>	<b>58</b>	<b>64</b>	<b>53</b>	<b>30</b>
Net financial items	-2	-5	6	5	-9
<b>Profit (loss) before tax</b>	<b>48</b>	<b>53</b>	<b>70</b>	<b>57</b>	<b>21</b>
Income tax expense	0	0	0	44	0
<b>Net profit (loss)</b>	<b>48</b>	<b>53</b>	<b>70</b>	<b>13</b>	<b>21</b>

- Revenue was down for the quarter due to fewer milestones being reached on the ongoing THP construction contracts
- Payroll expenses increase due to an increasing Cambi organisation. Payroll now also includes bonus accruals for the full-year in addition to sales bonuses from previously signed contracts
- Net financial items mainly from agio effects
- Income tax expenses are calculated on a yearly basis



# Balance sheet

## Consolidated balance sheet

NOK million	Q1-23	Q2-23	Q3-23	Q4-23	Q1-24
<i>Assets</i>					
Intangible assets	77	72	67	30	25
Tangible assets	20	31	32	35	36
Financial assets	1	1	1	7	6
<b>Total non-current assets</b>	<b>98</b>	<b>104</b>	<b>99</b>	<b>72</b>	<b>68</b>
Inventories	60	75	75	71	91
Debtors	176	251	222	242	284
Financial assets	102	102	102	108	108
Bank deposits	199	168	282	240	226
<b>Total current assets</b>	<b>537</b>	<b>597</b>	<b>681</b>	<b>662</b>	<b>708</b>
<b>Total assets</b>	<b>635</b>	<b>701</b>	<b>780</b>	<b>734</b>	<b>776</b>
<i>Equity and liabilities</i>					
<b>Equity</b>	<b>464</b>	<b>520</b>	<b>489</b>	<b>339</b>	<b>373</b>
Non-current liabilities	1	1	0	13	13
Current liabilities	170	180	291	383	390
<b>Total liabilities</b>	<b>171</b>	<b>181</b>	<b>292</b>	<b>395</b>	<b>403</b>
<b>Total equity and liabilities</b>	<b>635</b>	<b>701</b>	<b>780</b>	<b>734</b>	<b>776</b>

- Balance sheet shows that Cambi has a solid financial position
- Bank deposits and financial assets at a total of NOK 334 million
- Earned, not invoiced revenue from construction contracts was recorded at NOK 169 million, up from NOK 90 million in Q1-23
- Accrued project-related costs were NOK 150 million, up from NOK 117 million in Q1-23
- A deferred tax of NOK 13 million is recorded as a non-current liability

# Cash flow statement

## Consolidated cash flow statement

NOK million	Q1-23	Q2-23	Q3-23	Q4-23	Q1-24
<i>Cash flow from operating activities</i>					
Profit/loss before tax	48	53	70	57	21
Tax paid for the period	0	0	0	-0	-3
Ordinary depreciation	6	6	6	6	6
Change in inventory	-17	-15	0	4	-20
Change in accounts receivable	-17	-69	18	-16	-2
Change in accounts payable	4	21	-9	10	-7
Effect of exchange rate fluctuations	6	3	-6	-2	13
Change in other accrual items	4	6	35	-3	-21
<b>Net cash flow from operating activities</b>	<b>34</b>	<b>5</b>	<b>115</b>	<b>58</b>	<b>-12</b>
<i>Cash flow from investment activities</i>					
Payments for the purchase of fixed assets	-1	-12	-1	-4	-3
Payments for share buy back	-1	0		0	0
Proceeds from employee loan repayment					1
Proceeds for the sales of money market fund shares	1	1		0	0
<b>Net cash flow from investment activities</b>	<b>-1</b>	<b>-11</b>	<b>-1</b>	<b>-4</b>	<b>-2</b>
<i>Cash flows from financing activities</i>					
Instalment payments of long-term liabilities	0	0	0	-0	-0
Dividends paid		-24		-96	0
Change investment equity method	0	0	0	0	0
<b>Net cash flows from financing activities</b>	<b>0</b>	<b>-24</b>	<b>0</b>	<b>-96</b>	<b>-0</b>
<b>Net change in cash and cash equivalents</b>	<b>32</b>	<b>-30</b>	<b>114</b>	<b>-42</b>	<b>-14</b>
Cash and cash equivalents at the start of the period	167	199	168	282	240
Cash and cash equivalents at the end of the period	199	168	282	240	226

- Operational cash flow of NOK -12 million in Q1, due to fewer milestones payments received from the portfolio of ongoing construction contracts
- Limited investments in Q1, mainly related to Grønn Vekst
- Cash and cash equivalents do not include financial assets of NOK 108 million

## **The Annual General Meeting has approved a dividend of NOK 1.00 per share**

Cambi reiterates its ambition to pay out dividends of 60-80% of net profits for the financial year 2024



**Dividend  
NOK  
1.00  
per share**



# Q&A



A dark blue world map serves as the background for the entire page. A thin white vertical line is positioned in the upper center of the image.

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