

# First Quarter 2020 report

## Q1 2020

- Revenue 17,4 MEUR (16,7)
- Fleet Management profits 0,1 MEUR (0,6)
- Adjusted EBITDA 2,6 MEUR (3,5)
- Adjusted EBITDA-margin 14,7 % (21,1 %)
- Adjusted EBITA -0,2 MEUR (0,8)
- Operating cash flow -2,5 MEUR (3,1)
- Net debt/adjusted EBITDA 3,4x (3,1)

## Comments by the CEO

### Comments on the first quarter 2020

In a market shadowed by the COVID-19 pandemic, Havator concluded the first quarter with a good result. Revenue reached 17,4 MEUR, up 0,7 MEUR from Q1 2019 and EBITDA reaching 2,6 MEUR, down 0,9 MEUR from Q1 2019. Volumes were in general strong, but the business mix was unfavorable. In particular, the fleet of largest cranes suffered from job postponements in March as a result of COVID-19.

Overall, the COVID-19 situation has for now affected Havator less than anticipated. Apart from the largest cranes, other businesses have performed according to plan. Our COVID-19 strategy has been to keep our employees safe but at the same time keep wheels turning. This has proven to be a good strategy.

As a precaution we have strengthened liquidity through a wide set of actions, primarily on the financing side. With these actions in place we stand prepared for the future.



Christoffer Landtman  
CEO, Havator Group Oy

## Group financial overview

M€	2020 Q1	2019 Q1	Change Y-o-Y	2020 Jan-Mar	2019 Jan-Mar	Change Y-o-Y	3-2020 LTM	3-2019 LTM	Change Y-o-Y
Revenue	17,4	16,7	3,9 %	17,4	16,7	3,9 %	88,4	86,5	2,2 %
Other income	0,1	0,6	-0,5	0,1	0,6	-0,5	1,3	1,6	-0,2
Total revenues	17,4	17,3	0,2	17,4	17,3	0,2	89,7	88,1	1,6
Adjusted EBITDA	2,6	3,5	-1,0	2,6	3,5	-1,0	21,4	23,6	-2,2
Adjusted EBITDA %	14,7 %	21,1 %	-6,4pp	14,7 %	21,1 %	-6,4pp	24,3 %	27,3 %	-3,0pp
Adjusted EBITA	-0,2	0,8	-1,0	-0,2	0,8	-1,0	10,1	12,4	-2,4
Adjusted EBITA %	-1,3 %	4,6 %	-5,9pp	-1,3 %	4,6 %	-5,9pp	11,4 %	14,4 %	-3,0pp
Operating cash flow	-2,5	3,1	-5,6	-2,5	3,1	-5,6	12,3	17,5	-5,2
Net debt	73,6	72,5	1,1	73,6	72,5	1,1	73,6	72,5	1,1
Net debt/adjusted EBITDA							3,4	3,1	0,4

Note: Net debt/adjusted EBITDA for quarterly numbers calculated on rolling 12-month basis

## Group consolidated P&L

M€	2020 Q1	2019 Q1	2020 Jan-Mar	2019 Jan-Mar	3-2020 LTM	3-2019 LTM
Revenue	17,4	16,7	17,4	16,7	88,4	86,5
Other income	0,1	0,6	0,1	0,6	1,3	1,6
Total revenues	17,4	17,3	17,4	17,3	89,7	88,1
Cost of sales	-10,6	-9,4	-10,6	-9,4	-51,0	-47,4
Gross profit	6,9	7,9	6,9	7,9	38,7	40,7
Other operating expenses	-4,3	-4,4	-4,3	-4,4	-17,3	-17,1
Depreciation	-2,8	-2,8	-2,8	-2,8	-11,4	-11,2
Amortisation	-0,1	-0,1	-0,1	-0,1	-0,4	-0,9
Operating profit/loss	-0,3	0,6	-0,3	0,6	9,7	11,6
Net financial items	-1,4	-1,3	-1,4	-1,3	-5,1	-5,0
Non-recurring costs	-1,0	-0,4	-1,0	-0,4	-1,6	-1,7
Profit/loss before tax	-2,8	-1,0	-2,8	-1,0	3,0	4,9
Income tax expense						
Profit/loss for the period attributable to equity holders of the parent						

## Group consolidated balance sheet

M€	2020 Mar 31	2019 Mar 31	2019 Dec 31
<b>ASSETS</b>			
Goodwill	0,4	0,9	0,5
Other intangible assets	2,6	1,2	2,0
Tangible assets	112,8	114,7	113,0
Other receivables	11,5	8,5	9,7
Cash and cash equivalents	6,7	7,8	8,4
<b>TOTAL ASSETS</b>	<b>134,0</b>	<b>133,0</b>	<b>133,7</b>
<b>LIABILITIES</b>			
Shareholder's equity	33,9	33,7	38,0
Interest-bearing debt	78,6	79,4	73,3
Prepaid expenses and accrued income	21,5	19,9	22,4
<b>TOTAL LIABILITIES</b>	<b>134,0</b>	<b>133,0</b>	<b>133,7</b>

## Group consolidated cash flow

1 000 €	2020 Q1	2019 Q1	2020 YTD Q1	2019 YTD Q1	2019 Jan-Dec
<b>OPERATING CASH FLOW</b>					
Operating profit	-441	275	-441	275	9 710
Depreciation	2 897	2 962	2 897	2 962	11 819
Operating cash flow before changes in NWC	2 456	3 237	2 456	3 237	21 529
Changes in Net Working Capital:					
Change in non-interest-bearing receivables	-1 804	1 415	-1 804	1 415	82
Change in current assets	0	11	0	11	54
Change in non-interest-bearing debt	-866	-884	-866	-884	1 828
Operating cash flow before interests and taxes	-214	3 780	-214	3 780	23 493
Interests and other financial costs	-2 309	-673	-2 309	-673	-5 560
<b>OPERATING CASH FLOW (A)</b>	<b>-2 523</b>	<b>3 107</b>	<b>-2 523</b>	<b>3 107</b>	<b>17 933</b>
<b>INVESTMENT CASH FLOW (B)</b>	<b>-4 507</b>	<b>-1 692</b>	<b>-4 507</b>	<b>-1 692</b>	<b>-7 605</b>
<b>FINANCING CASH FLOW</b>					
Change in short-term loans	-25 477	755	-25 477	755	24 907
Change in long-term loans	30 774	-1 076	30 774	-1 076	-33 217
Dividends	0	-20	0	-20	-300
<b>FINANCING CASH FLOW (C)</b>	<b>5 298</b>	<b>-341</b>	<b>5 298</b>	<b>-341</b>	<b>-8 609</b>
<b>CHANGE IN LIQUID FUNDS (A+B+C)</b>	<b>-1 732</b>	<b>1 074</b>	<b>-1 732</b>	<b>1 074</b>	<b>1 718</b>
Cash in beginning of the financial period	8 395	6 677	8 395	6 677	6 677
Cash in end of the financial period	6 663	7 751	6 663	7 751	8 395

## Notes

“Adjusted EBITDA” used in this report is the same as “EBITDA excluding non-recurring items” as defined in the bond terms.

“Adjusted EBITA” used in this report is the same as “EBITA excluding non-recurring items” as defined in the bond terms.

“Other income” includes Fleet Management-income and any other non-operative income.

As Havator Group does not do tax planning quarterly, full P&L not available for quarterly numbers.