

Third Quarter 2020 report

Q3 2020

- Revenue 23,8 MEUR (24,2)
- Fleet Management profits 0,0 MEUR (0,4)
- Adjusted EBITDA 7,4 MEUR (7,7)
- Adjusted EBITDA-margin 31,1 % (32,0 %)
- Adjusted EBITA 4,5 MEUR (4,9)
- Operating cash flow 4,3 MEUR (3,8)
- Net debt/adjusted EBITDA 3,5x (3,3)

Jan-Sep 2020

- Revenue 60,5 MEUR (64,9)
- Fleet Management profits 0,5 MEUR (1,0)
- Adjusted EBITDA 15,2 MEUR (17,3)
- Adjusted EBITDA-margin 25,0 % (26,7 %)
- Adjusted EBITA 6,6 MEUR (8,8)
- Operating cash flow 9,0 MEUR (12,3)
- Net debt/adjusted EBITDA 3,5x (3,3)

Comments by the CEO

Comments on the third quarter 2020

The operating environment of Havator showed positive signs in the third quarter of 2020. Particularly industrial customers showed stable demand whereas the new build construction market showed considerable softening in the quarter.

Bearing in mind the surrounding market circumstances, Havator concluded the third quarter of 2020 with an operatively strong result. While revenue reached 23,8 MEUR, down only 0,4 MEUR from Q3 2019, profitability was well defended with EBITDA reaching 7,4 MEUR, down only 0,3 MEUR from Q3 2019. The drop in EBITDA is fully explained by the difference in Other income, resulting from a soft second-hand market of used equipment in the wake of COVID19.

Liquidity strengthening actions are continued into 2021.

Our proactive approach to the prevailing market conditions have left us well positioned going into 2021 and we will continue on our journey towards service leadership.



Christoffer Landtman
CEO, Havator Group Oy

Group financial overview

M€	2020 Q3	2019 Q3	Change Y-o-Y	2020 Jan-Sep	2019 Jan-Sep	Change Y-o-Y	9-2020 LTM	9-2019 LTM	Change Y-o-Y
Revenue	23,8	24,2	-1,4 %	60,5	64,9	-6,8 %	83,3	85,8	-2,9 %
Other income	0,0	0,4	-89 %	0,5	1,0	-46 %	1,4	1,1	29 %
Total revenues	23,9	24,6	-3 %	61,0	65,9	-7 %	84,7	86,8	-2 %
Adjusted EBITDA	7,4	7,7	-4 %	15,2	17,3	-13 %	20,3	22,0	-8 %
Adjusted EBITDA %	31,1 %	32,0 %	-0,9pp	25,0 %	26,7 %	-1,7pp	24,3 %	25,6 %	-1,3pp
Adjusted EBITA	4,5	4,9	-7 %	6,6	8,8	-25 %	8,9	10,7	-17 %
Adjusted EBITA %	19,0 %	20,2 %	-1,2pp	11,0 %	13,6 %	-2,6pp	10,7 %	12,4 %	-1,7pp
Operating cash flow	4,3	3,8	12 %	9,0	12,3	-27 %	14,6	17,6	-17 %
Net debt	70,1	72,4	-3 %	70,1	72,4	-3 %	70,1	72,4	-3 %
Net debt/EBITDA excl. Non-recurring items							3,5	3,3	0,2

Note: Net debt/adjusted EBITDA excl. Non-recurring items for quarterly numbers is calculated on rolling 12-month basis.

Group consolidated P&L

M€	2020 Q3	2019 Q3	2020 Jan-Sep	2019 Jan-Sep	9-2020 LTM	9-2019 LTM
Revenue	23,8	24,2	60,5	64,9	83,3	85,8
Other income	0,0	0,4	0,5	1,0	1,4	1,1
Total revenues	23,9	24,6	61,0	65,9	84,7	86,8
Cost of sales	-12,2	-12,7	-32,9	-35,7	-47,1	-47,8
Gross profit	11,7	11,9	28,1	30,2	37,6	39,1
Other operating expenses	-4,3	-4,2	-13,0	-12,9	-17,4	-17,1
Depreciation	-2,9	-2,9	-8,5	-8,5	-11,4	-11,3
Amortisation	-0,1	-0,1	-0,4	-0,4	-0,4	-0,5
Operating profit/loss	4,4	4,8	6,3	8,5	8,5	10,2
Net financial items	-1,2	-1,3	-3,4	-3,9	-4,5	-5,1
Non-recurring costs	0,0	-0,2	-1,1	-0,8	-1,2	-1,4
Profit/loss before tax	3,2	3,3	1,8	3,7	2,8	3,6
Income tax expense						
Profit/loss for the period attributable to equity holders of the parent						

Group consolidated balance sheet

M€	2020 Sep 30	2019 Sep 30	2019 Dec 31
ASSETS			
Goodwill	0,2	0,6	0,5
Other intangible assets	3,1	1,7	2,0
Tangible assets	113,1	115,7	113,0
Other receivables	11,9	13,6	9,7
Cash and cash equivalents	9,9	4,6	8,4
TOTAL ASSETS	138,1	136,3	133,7
LIABILITIES			
Shareholder's equity	36,6	37,5	38,0
Interest-bearing debt	78,7	75,4	73,3
Prepaid expenses and accrued income	22,8	23,4	22,4
TOTAL LIABILITIES	138,1	136,3	133,7

Group consolidated cash flow

1 000 €	2020 Q3	2019 Q3	2020 YTD	2019 YTD	2019 Jan-Dec
OPERATING CASH FLOW					
Operating profit	4 368	4 599	6 061	7 622	9 710
Depreciation	3 031	2 987	8 898	8 902	11 819
Operating cash flow before changes in NWC	7 399	7 586	14 959	16 524	21 529
Changes in Net Working Capital:					
Change in non-interest-bearing receivables	-2 282	-2 296	-2 124	-3 651	82
Change in current assets	0	0	0	54	54
Change in non-interest-bearing debt	331	-773	454	2 653	1 828
Operating cash flow before interests and taxes	5 448	4 517	13 289	15 580	23 493
Interests and other financial costs	-1 149	-671	-4 318	-3 309	-5 560
OPERATING CASH FLOW (A)	4 299	3 846	8 971	12 271	17 933
INVESTMENT CASH FLOW (B)	-1 939	-3 865	-12 846	-9 883	-7 605
FINANCING CASH FLOW					
Change in short-term loans	639	24 814	-26 957	25 236	24 907
Change in long-term loans	-1 371	-28 574	32 359	-29 601	-33 217
Dividends	0	-15	0	-80	-300
FINANCING CASH FLOW (C)	-731	-3 775	5 403	-4 445	-8 609
CHANGE IN LIQUID FUNDS (A+B+C)	1 628	-3 794	1 527	-2 057	1 718
Cash in beginning of the financial period	8 294	8 413	8 395	6 677	6 677
Cash in end of the financial period	9 922	4 619	9 922	4 620	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 is not available for quarterly numbers.