

Second Quarter 2022 report

Q2 2022

- Revenue 27.2 MEUR (29.6)
- Fleet Management profits 0.0 MEUR (0.0)
- Adjusted EBITDA 6.9 MEUR (8.1)
- Adjusted EBITDA-margin 25.4 % (27.3 %)
- Adjusted EBITA 3.2 MEUR (4.7)
- Operating cash flow 4.0 MEUR (6.3)
- Net debt/adjusted EBITDA 3.0x (3.3)

Jan-June 2022

- Revenue 48.8 MEUR (45.5)
- Fleet Management profits 0.5 MEUR (0.1)
- Adjusted EBITDA 10.7 MEUR (9.8)
- Adjusted EBITDA-margin 21.9 % (21.6 %)
- Adjusted EBITA 3.4 MEUR (2.9)
- Operating cash flow 8.4 MEUR (6.2)
- Net debt/adjusted EBITDA 3.0x (3.3)

Comments by the CEO

Comments on the second quarter 2022

The second quarter of 2022 was weaker both in volumes and profitability than previous year. Last year there was one remarkably large successful project which made comparable figures challenging to beat. Inflation, especially fuel prices has had negative impact on profitability. Kemi BTT project was supporting low season demand on first quarter but on the second quarter with its high volume and fixed terms it was squeezing margins. Volume was also a bit affected by decrease of bought external services. The impact on profitability is not visible due to before mentioned reasons. Overall, the first half remained positive compared to previous year driven by strong first quarter. Market visibility has remained misty, and trust has continued to decrease during Q2/2022. Even though we are still confident that in our core markets service remains.

Havator concluded the second quarter of 2022 with revenues reaching 27.2 MEUR, down 2.4 MEUR from Q2 2021. Profitability also decreased with EBITDA reaching 6.9 MEUR, down 1.2 MEUR from Q2 2021. Fleet management profits included in EBITDA were the same as in Q2/2021, being 0 €.



Hannu Leinonen, CEO

Group financial overview

M€	2022 Q2	2021 Q2	Change Y-o-Y	2022 Jan-Jun	2021 Jan-Jun	Change Y-o-Y	6-2022 LTM	6-2021 LTM	Change Y-o-Y
Revenue	27.2	29.6	-8.2 %	48.8	45.5	7.1 %	109.2	89.6	21.9 %
Other income	0.0	0.0	-700 %	0.5	0.1	443 %	0.6	0.4	35 %
Total revenues	27.2	29.6	-8 %	49.2	45.6	8 %	109.8	90.0	22 %
Adjusted EBITDA	6.9	8.1	-15 %	10.7	9.8	8 %	25.6	22.7	13 %
Adjusted EBITDA %	25.4 %	27.3 %	-1.9pp	21.9 %	21.6 %	0.3pp	23.4 %	25.3 %	-1.9pp
Adjusted EBITA	3.2	4.7	-31 %	3.4	2.9	18 %	10.8	7.1	52 %
Adjusted EBITA %	11.9 %	15.9 %	-4.0pp	7.0 %	6.3 %	0.7pp	9.9 %	7.9 %	2.0pp
Operating cash flow	4.0	6.3	-36 %	8.4	6.2	36 %	20.4	16.7	22 %
Net debt	76.6	74.8	2 %	76.6	74.8	2 %	76.6	74.8	2 %

Group consolidated P&L

M€	2022 Q2	2021 Q2	2022 Jan-Jun	2021 Jan-Jun	6-2022 LTM	6-2021 LTM
Revenue	27.2	29.6	48.8	45.5	109.2	89.6
Other income	0.0	0.0	0.5	0.1	0.6	0.4
Total revenues	27.2	29.6	49.2	45.6	109.8	90.0
Cost of sales	-15.6	-17.2	-29.1	-27.7	-65.7	-51.5
Gross profit	11.6	12.5	20.2	17.9	44.2	38.5
Other operating expenses	-4.7	-4.4	-9.5	-8.0	-18.6	-15.8
Depreciation	-3.7	-3.3	-7.3	-7.0	-14.9	-15.6
Amortisation	0.0	0.0	0.0	0.0	0.0	0.0
Operating profit/loss	3.2	4.7	3.4	2.9	10.8	7.1
Net financial items	-1.2	-1.3	-2.4	-2.3	-5.7	-4.5
Share of profit of equity-accounted investees	0.1	0.1	0.2	0.2	0.2	0.2
Non-recurring costs	-0.1	-0.1	-0.4	-0.1	-0.4	-1.2
Profit/loss before tax	1.9	3.4	0.8	0.7	4.9	1.6

Group consolidated balance sheet

M€	2022 Jun 30	2021 Jun 30	2021 Dec 31
ASSETS			
Goodwill	2.4	0.5	2.4
Other intangible assets	3.4	2.2	2.9
Tangible assets	125.3	120.3	121.6
Other receivables	14.5	17.3	15.9
Cash and cash equivalents	6.4	8.3	6.6
	152.0	148.6	149.4
LIABILITIES			
Shareholder's equity	39.9	38.1	40.7
Interest-bearing debt	82.9	83.1	81.1
Prepaid expenses and accrued income	29.2	27.4	27.6
TOTAL LIABILITIES	152.0	148.6	149.4

Group consolidated cash flow

1 000 €	2022 Q2	2021 Q2	2022 Jan-Jun	2021 Jan-Jun	2021 Jan-Dec
OPERATING CASH FLOW					
Profit for the period	1 884	3 714	625	651	4 133
Depreciation	3 699	3 327	7 293	6 986	14 546
Net financial costs	1 222	1 161	2 404	2 254	5 598
Other non-cash adjustments	-1 815	636	-2 326	-443	-1 945
Operating cash flow before changes in NWC	4 990	8 838	7 996	9 448	22 332
Changes in Net Working Capital:					
Change in trade and other receivables	-1 727	-6 895	1 306	-4 939	-4 137
Change in trade and other payables	1 979	5 178	1 564	3 821	5 381
Operating cash flow before interests and taxes	5 241	7 121	10 866	8 330	23 577
Interests and other financial costs	-1 222	-1 161	-2 404	-2 254	-5 588
OPERATING CASH FLOW (A)	4 019	5 960	8 462	6 076	17 989
INVESTMENT CASH FLOW (B)	-5 887	-7 460	-6 275	-7 405	-15 870
FINANCING CASH FLOW					
Issuance of shares	0	0	100	0	25
Changes in interest-bearing liabilities	493	1 328	-2 547	-2 059	-7 069
FINANCING CASH FLOW (C)	493	1 328	-2 447	-2 059	-7 044
CHANGE IN LIQUID FUNDS (A+B+C)	-1 375	-172	-259	-3 388	-4 925
Cash in beginning of the financial period	7 748	8 488	6 632	11 557	11 557
Cash in end of the financial period	6 373	8 316	6 373	8 316	6 632

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.