

## Third Quarter 2022 report

### Q3 2022

- Revenue 28.7 MEUR (31.7)
- Fleet Management profits 1.0 MEUR (0.0)
- Adjusted EBITDA 10.2 MEUR (9.7)
- Adjusted EBITDA-margin 35.5 % (30.7 %)
- Adjusted EBITA 4.7 MEUR (6.1)
- Operating cash flow 1.9 MEUR (3.4)
- Net debt/adjusted EBITDA 3.1x (3.1)

### Jan-Sep 2022

- Revenue 77.5 MEUR (77.2)
- Fleet management profits 1.5 MEUR (0.1)
- Adjusted EBITDA 20.9 MEUR (19.6)
- Adjusted EBITDA-margin 26.9 % (25.3 %)
- Adjusted EBITA 8.1 MEUR (9.0)
- Operating cash flow 10.4 MEUR (9.5)
- Net debt/adjusted EBITDA 3.1x (3.1)

## Comments by the CEO

### Comments on the third quarter 2022

The third quarter of 2022 was lower in Revenue than previous year but higher in EBITDA. Market in general remained strong, but in July-August there were some local depots where the demand was lower than expected. Market recovered on those regions in September and turned the month's performance strong. Own value added grew while we were able to replace external costs with own services as a result of crane investments and crane operator recruitments. Unfortunately, inflation especially on Kemi BTT fix-term project still dilutes the positive impact of the made effort together with a lower than previous year volume in Transport business. Fleet divestments also started during Q3/2022 as planned. Fleet management gains in were 1.0 MEUR.

Market visibility is still unclear. As market activity is high, project preparations in North are progressing and energy shift is driving the need of new production solutions, we are confident that in our core markets' demand will remain.

Havator concluded the third quarter of 2022 with revenues reaching 28.7 MEUR, down 3.0 MEUR from Q3 2021. Profitability increased with EBITDA reaching 10.2 MEUR, up 0.5 MEUR from Q3 2021. Fleet management profits included in EBITDA were up reaching 1.0 M€ and increasing by 1.0 M€ from the previous year Q3/2021.



Hannu Leinonen, CEO



## Group financial overview

| M€                  | 2022<br>Q3 | 2021<br>Q3 | Change<br>Y-o-Y | 2022<br>Jan-Sep | 2021<br>Jan-Sep | Change<br>Y-o-Y | 9-2022<br>LTM | 9-2021<br>LTM | Change<br>Y-o-Y |
|---------------------|------------|------------|-----------------|-----------------|-----------------|-----------------|---------------|---------------|-----------------|
| Revenue             | 28.7       | 31.7       | -9.4 %          | 77.5            | 77.2            | 0.3 %           | 106.1         | 97.6          | 8.8 %           |
| Other income        | 1.0        | 0.0        | 5110 %          | 1.5             | 0.1             | 1268 %          | 1.6           | 0.4           | 286 %           |
| Total revenues      | 29.8       | 31.7       | -6 %            | 79.0            | 77.3            | 2 %             | 107.7         | 98.0          | 10 %            |
| Adjusted EBITDA     | 10.2       | 9.7        | 5 %             | 20.9            | 19.6            | 7 %             | 26.3          | 24.6          | 7 %             |
| Adjusted EBITDA %   | 35.5 %     | 30.7 %     | 4.8pp           | 26.9 %          | 25.3 %          | 1.6pp           | 24.8 %        | 25.2 %        | -0.4pp          |
| Adjusted EBITA      | 4.7        | 6.1        | -23 %           | 8.1             | 9.0             | -10 %           | 9.6           | 8.9           | 8 %             |
| Adjusted EBITA %    | 16.4 %     | 19.4 %     | -3.0pp          | 10.5 %          | 11.7 %          | -1.2pp          | 9.0 %         | 9.1 %         | -0.1pp          |
| Operating cash flow | 1.9        | 3.4        | -42 %           | 10.4            | 9.5             | 10 %            | 19.1          | 16.6          | 15 %            |
| Net debt            | 82.0       | 77.0       | 7 %             | 82.0            | 77.0            | 7 %             | 82.0          | 77.0          | 7 %             |

## Group consolidated P&L

| M€  | 2022<br>Q3 | 2021<br>Q3 | 2022<br>Jan-Sep | 2021<br>Jan-Sep | 9-2022<br>LTM | 9-2021<br>LTM |
|---|------------|------------|-----------------|-----------------|---------------|---------------|
| Revenue                                       | 28.7       | 31.7       | 77.5            | 77.2            | 106.1         | 97.6          |
| Other income                                  | 1.0        | 0.0        | 1.5             | 0.1             | 1.6           | 0.4           |
| Total revenues                                | 29.8       | 31.7       | 79.0            | 77.3            | 107.7         | 98.0          |
| Cost of sales                                 | -15.1      | -18.1      | -44.2           | -45.7           | -62.8         | -57.4         |
| Gross profit                                  | 14.6       | 13.7       | 34.8            | 31.6            | 44.9          | 40.6          |
| Other operating expenses                      | -4.4       | -3.9       | -14.0           | -12.0           | -18.7         | -16.0         |
| Depreciation                                  | -5.5       | -3.6       | -12.7           | -10.5           | -16.7         | -15.7         |
| Operating profit/loss                         | 4.7        | 6.1        | 8.1             | 9.0             | 9.6           | 8.9           |
| Net financial items                           | -1.7       | -1.4       | -4.1            | -3.6            | -6.0          | -4.6          |
| Share of profit of equity-accounted investees | 0.0        | 0.1        | 0.2             | 0.2             | 0.2           | 0.2           |
| Non-recurring costs                           | 0.1        | 0.0        | -0.3            | -0.2            | -0.3          | -0.2          |
| Profit/loss before tax                        | 3.2        | 4.8        | 4.0             | 5.5             | 3.4           | 4.2           |

## Group consolidated balance sheet

| M€                                  | 2022<br>Sep 30 | 2021<br>Sep 30 | 2021<br>Dec 31 |
|-------------------------------------|----------------|----------------|----------------|
| <b>ASSETS</b>                       |                |                |                |
| Goodwill                            | 2.4            | 2.4            | 2.4            |
| Other intangible assets             | 3.7            | 2.4            | 2.9            |
| Tangible assets                     | 127.4          | 120.3          | 121.6          |
| Other receivables                   | 18.8           | 22.9           | 15.9           |
| Cash and cash equivalents           | 4.3            | 4.5            | 6.6            |
|                                     | <b>156.5</b>   | <b>152.6</b>   | <b>149.4</b>   |
| Shareholder's equity                | 42.3           | 42.7           | 40.7           |
| Interest-bearing debt               | 86.3           | 81.5           | 81.1           |
| Prepaid expenses and accrued income | 27.9           | 28.3           | 27.6           |
| <b>TOTAL LIABILITIES</b>            | <b>156.5</b>   | <b>152.6</b>   | <b>149.4</b>   |

## Group consolidated cash flow

| 1 000 €  | 2022<br>Q3    | 2021<br>Q3    | 2022<br>Jan-Sep | 2021<br>Jan-Sep | 2021<br>Jan-Dec |
|--|---------------|---------------|-----------------|-----------------|-----------------|
| <b>OPERATING CASH FLOW</b>                     |               |               |                 |                 |                 |
| Profit for the period                          | 3 409         | 4 792         | 4 034           | 5 443           | 4 133           |
| Depreciation                                   | 5 464         | 3 584         | 12 727          | 10 541          | 14 546          |
| Net financial costs                            | 1 669         | 1 375         | 4 073           | 3 629           | 5 598           |
| Other non-cash adjustments                     | -1 593        | -411          | -3 919          | -796            | -1 945          |
| Operating cash flow before changes in NWC      | 8 949         | 9 340         | 16 915          | 18 817          | 22 332          |
| Changes in Net Working Capital:                |               |               |                 |                 |                 |
| Change in trade and other receivables          | -4 101        | -5 544        | -2 795          | -10 483         | -4 137          |
| Change in trade and other payables             | -1 251        | 930           | 313             | 4 751           | 5 381           |
| Operating cash flow before interests and taxes | 3 597         | 4 726         | 14 434          | 13 085          | 23 577          |
| Interests and other financial costs            | -1 669        | -1 375        | -4 073          | -3 629          | -5 588          |
| <b>OPERATING CASH FLOW (A)</b>                 | <b>1 928</b>  | <b>3 351</b>  | <b>10 361</b>   | <b>9 456</b>    | <b>17 989</b>   |
| <b>INVESTMENT CASH FLOW (B)</b>                | <b>-5 367</b> | <b>-5 497</b> | <b>-11 612</b>  | <b>-12 859</b>  | <b>-15 870</b>  |
| <b>FINANCING CASH FLOW</b>                     |               |               |                 |                 |                 |
| Issuance of shares                             | 0             | 0             | 100             | 0               | 25              |
| Changes in interest-bearing liabilities        | 1 338         | -1 622        | -1 209          | -3 607          | -7 069          |
| <b>FINANCING CASH FLOW (C)</b>                 | <b>1 338</b>  | <b>-1 622</b> | <b>-1 109</b>   | <b>-3 607</b>   | <b>-7 044</b>   |
| <b>CHANGE IN LIQUID FUNDS (A+B+C)</b>          | <b>-2 101</b> | <b>-3 768</b> | <b>-2 360</b>   | <b>-7 010</b>   | <b>-4 925</b>   |
| Cash in beginning of the financial period      | 6 373         | 8 315         | 6 632           | 11 557          | 11 557          |
| Cash in end of the financial period            | 4 272         | 4 547         | 4 272           | 4 547           | 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.