

First Quarter 2023 report

Q1 2023

- Revenue 18.9 MEUR (21.5)
- Fleet Management profits 0.0 MEUR (0.5)
- Adjusted EBITDA 1.4 MEUR (3.8)
- Adjusted EBITDA-margin 7.3 % (17.5 %)
- Adjusted EBITA -3.4 MEUR (-0.2)
- Operating cash flow -1.3 MEUR (4.4)
- Net debt/adjusted EBITDA 3.3x (2.8)

Comments by the CEO

Comments on the first quarter 2023

Havator concluded the first quarter of 2023 with revenues reaching 18.9 MEUR, down 2.6 MEUR from Q1 2022. Profitability in Adjusted EBITDA reached 1.4 MEUR, down by 2,4 MEUR from Q1 2022. During Q1/2023 there were no Fleet management gains compared to 0.5 M€ in Q1/2022.

During Q1/2023 the performance of the Finnish depot services remained good while the Swedish market was softer than anticipated. However, we expect that the Swedish market for crane services will improve especially towards the year-end as the already-announced major green shift investment projects commence.

Our Heavy Equipment business performance during Q1/2023 declined compared to a strong reference period in Q1/2022 mainly because of Kemi BTT project approached completion. Heavy Equipment business is also expected to benefit from the start of said green shift investment projects.

Our Transport business had a strong Q1/2023 and the fleet has been well utilized. However, the profitability was weakened by new project related ramp-up costs.

In general, the market for high-season Q2/2023 looks promising on all fronts while the market visibility is somewhat shorter than usual.



Hannu Leinonen, CEO

Group financial overview

M€	2023 Q1	2022 Q1	Change Y-o-Y	3-2023 LTM	3-2022 LTM	Change Y-o-Y
Revenue	18.9	21.5	-12 %	101.4	111.7	-9 %
Other income	0.0	0.5	-96 %	1.5	0.6	150 %
Total revenues	18.9	22.0	-14 %	102.9	112.3	-8 %
Adjusted EBITDA	1.4	3.8	-63 %	24.8	26.3	-6 %
Adjusted EBITDA %	7.3 %	17.5 %	-10.2pp	24.4 %	23.6 %	0,8pp
Adjusted EBITA	-3.4	-0.2	1614 %	6.5	11.0	-41 %
Adjusted EBITA %	-18.0 %	-0.9 %	-17.1pp	6.4 %	9.8 %	-3,4pp
Operating cash flow	-1.3	4.4	-129 %	14.1	20.4	-31 %
Net debt	81.3	72.8	12 %	81.3	72.8	12 %

Group consolidated P&L

M€	2023 Q1	2022 Q1	3-2023 LTM	3-2022 LTM
Revenue	18.9	21.5	101.4	111.7
Other income	0.0	0.5	1.5	0.6
Total revenues	18.9	22.0	102.9	112.3
Cost of sales	-12.6	-13.4	-58.9	-67.7
Gross profit	6.3	8.6	44.0	44.6
Other operating expenses	-4.9	-4.9	-19.2	-18.2
Depreciation	-4.8	-4.0	-18.3	-15.3
Operating profit/loss	-3.4	-0.2	6.5	11.0
Net financial items	-1.7	-1.3	-6.2	-5.9
Share of profit of equity-accounted investees	0.0	0.1	0.1	0.2
Non-recurring costs	-0.1	-0.3	-0.7	-0.4
Profit/loss before tax	-5.2	-1.7	-0.4	4.9

Group consolidated balance sheet

M€	2023 Mar 31	2022 Mar 31	2022 Dec 31
ASSETS			
Goodwill	2.3	2.4	2.4
Other intangible assets	5.4	3.0	4.8
Tangible assets	124.9	121.3	128.8
Other receivables	8.9	11.4	12.0
Cash and cash equivalents	1.1	7.7	6.8
TOTAL ASSETS	142.7	145.8	154.8
LIABILITIES			
Shareholder's equity	34.3	37.6	40.0
Interest-bearing debt	82.4	80.5	85.8
Prepaid expenses and accrued income	26.0	27.7	29.0
TOTAL LIABILITIES	142.7	145.8	154.8

Group consolidated cash flow

1 000 €	2023 Q1	2022 Q1	2022 Jan-Dec
OPERATING CASH FLOW			
Profit for the period	-5 188	-1 626	2 956
Depreciation	4 802	3 958	17 529
Net financial costs	1 720	1 278	5 809
Other non-cash adjustments	-911	-499	-4 060
Operating cash flow before changes in NWC	423	3 111	22 233
Changes in Net Working Capital:			
Change in trade and other receivables	2 991	3 077	2 462
Change in trade and other payables	-2 988	-484	807
Operating cash flow before interests and taxes	425	5 704	25 503
Interests and other financial costs	-1 720	-1 278	-5 726
OPERATING CASH FLOW (A)	-1 295	4 426	19 776
INVESTMENT CASH FLOW (B)	70	-449	-16 407
FINANCING CASH FLOW			
Issuance of shares	100	100	150
Changes in interest-bearing liabilities	-4 515	-2 962	-3 389
FINANCING CASH FLOW (C)	-4 415	-2 862	-3 239
CHANGE IN LIQUID FUNDS (A+B+C)	-5 641	1 116	131
Cash in beginning of the financial period	6 763	6 632	6 632
Cash in end of the financial period	1 122	7 748	6 763

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.