

# Results Presentation



20 March 2025

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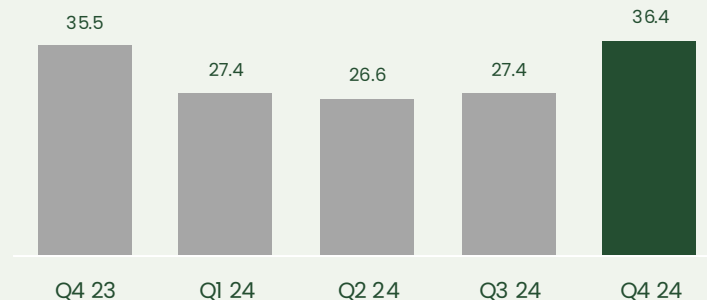
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# Financial Highlights Q4 24

- Group revenues EUR 36.4m (+3% y/y)
  - 2024 revenues EUR 117.8m (+35% y/y)
- Gross margin 38.4%
  - Gross profit EUR 14.0m
- EBITDA EUR 5.4m, 14.9% margin
- Cash balance EUR 30.7m

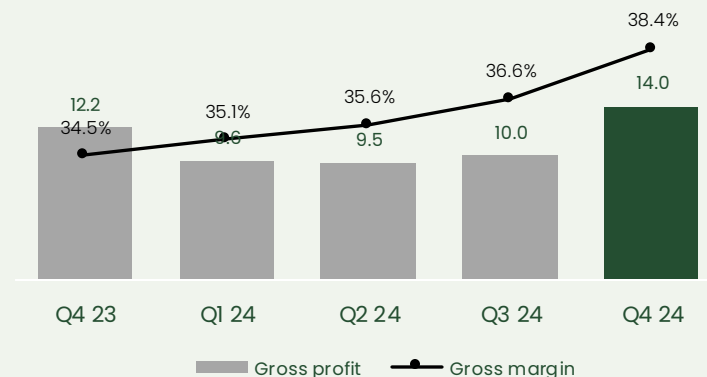
## Revenue development

EUR million, unaudited



## Gross profit development

EUR million, unaudited



# Operational highlights Q4 24

Continued growth in existing markets, solid operational execution, investing for the future

- Continue to execute on European strategy
  - Romania, Hungary, Greece and Ireland
- Developing brownfield growth strategy
  - Successful Quantum installations in the Netherlands
- Investing in team, markets, products and systems
  - 455 team members
- Uplisted to Euronext Oslo Børs
  - Building a strong profile in int'l financial markets



# A global recycling technology company set for further growth



Unprecedented global market opportunity



Captured leading position in European markets



Investing in highly competitive delivery platform, products and services



Executed by a seasoned team



Driving revenue growth and profitability



# Financial review

# Executing on growth in existing markets

in EUR millions, unaudited	Q4 24	Q4 23	2024	2023
<b>Revenues</b>	<b>36.4</b>	<b>35.5</b>	<b>117.8</b>	<b>87.6</b>
– Europe	27.3	28.0	82.9	55.6
– North America & RoW	9.0	7.4	35.0	32.1
<b>Gross Profit</b>	<b>14.0</b>	<b>12.2</b>	<b>43.1</b>	<b>30.3</b>
Gross profit %	38.4%	34.5%	36.6%	34.5%
Operating Expenses	11.3	8.9	38.8	28.5
<b>EBIT</b>	<b>2.8</b>	<b>3.8</b>	<b>4.5</b>	<b>2.3</b>
Net profit/(loss) after taxes and minorities	0.3	3.3	(0.7)	0.6
<b>EBITDA adj</b>	<b>6.0</b>	<b>5.4</b>	<b>14.4</b>	<b>8.3</b>
EBITDA	5.4	5.4	12.8	8.3

## Q4 24

- Group revenues EUR 36.4m (+3% y/y)
- Gross margin 38.4%, up from 34.5% in Q4 23
  - Gross earnings EUR 14.0m, +14% y/y
- Operating expenses EUR 11.3m (8.9m)
- EBITDA EUR 5.4m, EBITDA adj EUR 6.0m
  - EBITDA margin 14.9%, adj margin 16.4%

## 2024

- Group revenues +35% y/y to EUR 117.8m
- Gross margin 36.6% (34.5%)
- EBITDA EUR 12.8m for a margin of 10.9%
  - Adj EBITDA EUR 14.4m (12.2%)



# Europe

## Q4 24

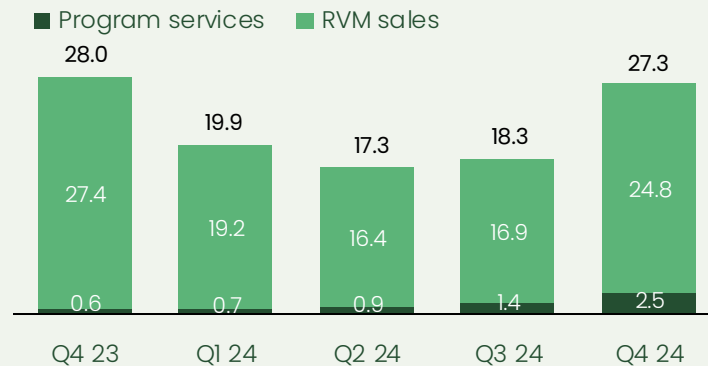
- Revenues EUR 27.3m, -2% y/y
- RVM sales EUR 24.8m with Romania, Hungary and Greece key sales drivers
- Program services EUR 2.5m.

## 2024

- Revenues EUR 82.8m, +49% y/y
  - RVM sales +43%
  - Program services +272%

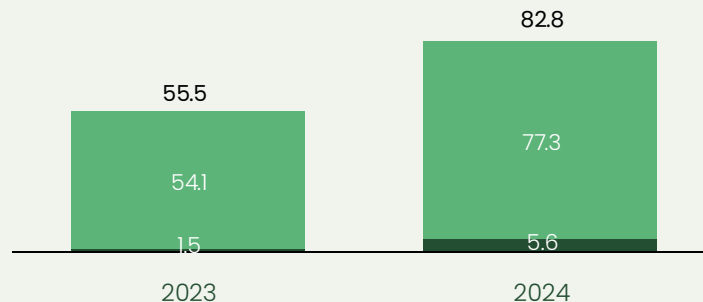
### Quarterly revenues

(EUR million, unaudited)



### LTM revenues

(EUR million, unaudited)





# North America

## Q4 24

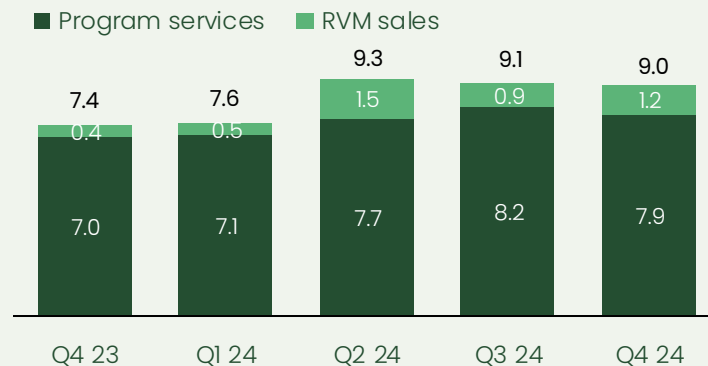
- Revenues of EUR 9.0m (+22% y/y)
- Program services revenues up 12% y/y to EUR 7.9m
- RVM sales of EUR 1.2m, +183% y/y

## 2024

- Revenues EUR 35.0m (+9% y/y)
  - Program services +7%
  - RVM sales +25%

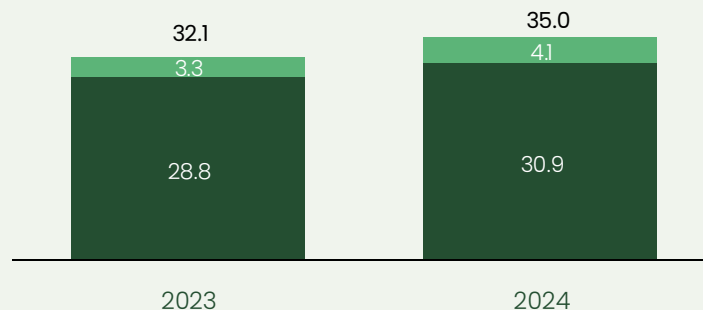
### Quarterly revenues

(EUR million, unaudited)



### LTM revenues

(EUR million, unaudited)



# Building a resilient organization for the next DRS wave

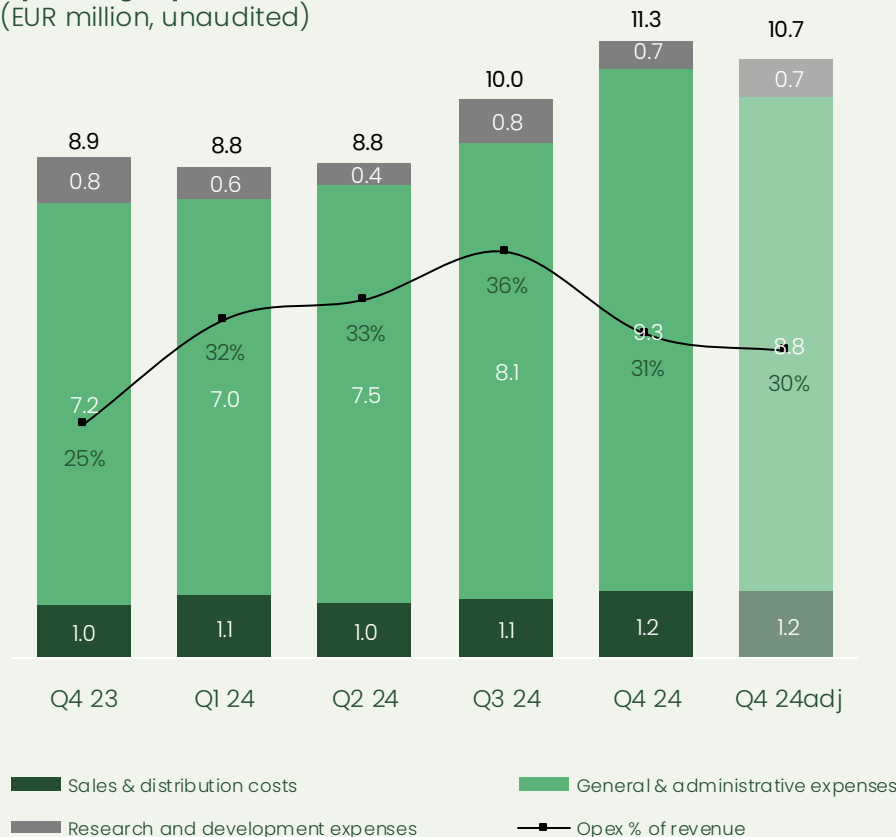
## Q4 24

- Operating costs up 26% y/y to EUR 11.3m
  - New hires, Sensibin amortization
  - Long-term incentive plan (LTIP) accruals
- Non-recurring costs EUR 0.5m in Q4 24
  - OSE uplisting, Sensibin acquisition
  - Opex adj EUR 10.7m
- 455 employees at end Q4 24

## 2024

- Opex +36% y/y to 38.8m
  - +31% y/y adj for EUR 1.7m non-recurring items

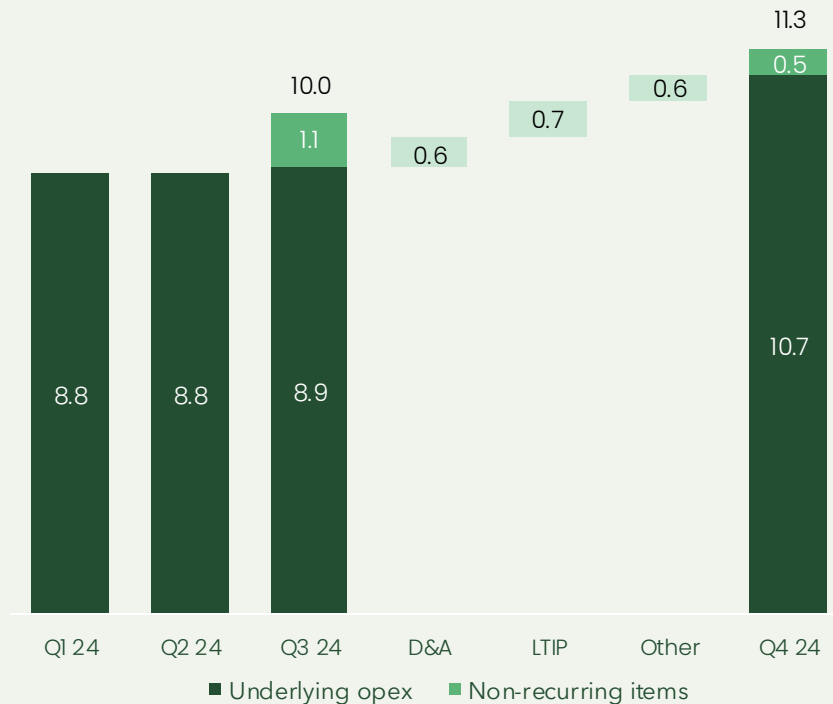
Operating expenses  
(EUR million, unaudited)



# Operating costs

- Total opex EUR 11.3m in Q4 24
  - EUR 10.7m adj for non-recurring items
- Sequential increase in opex driven by:
  - Increase in D&A on Sensibin intangible amortization
  - Long-term incentive program (LTIP)
  - New hires, other opex

**Operating costs**  
(EUR million, unaudited)

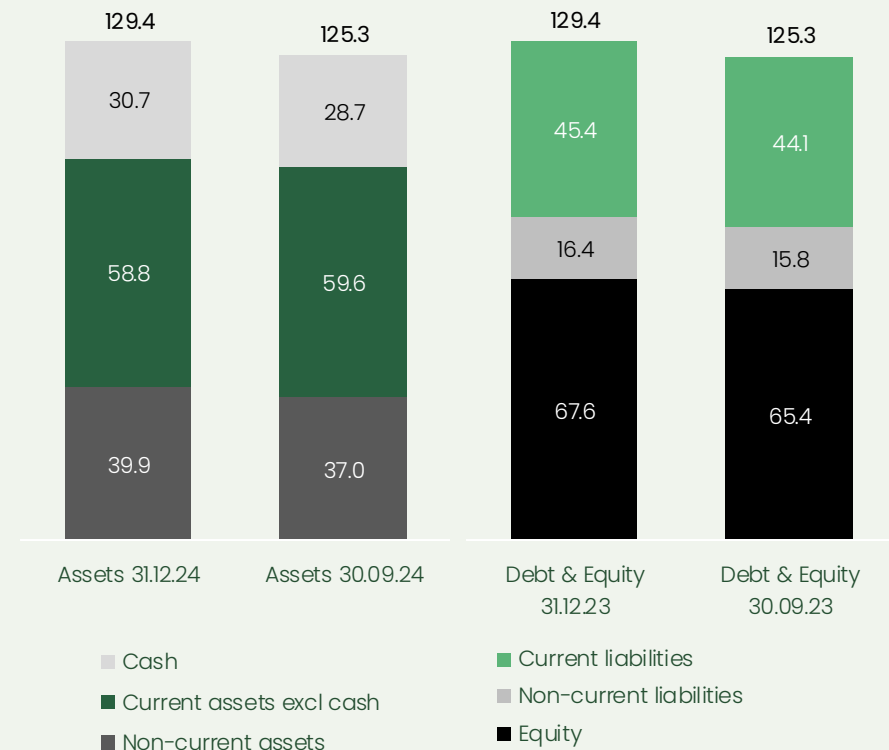


# Financial position

## Q4 24

- Non-current assets EUR 39.9m (37.0)
  - Primarily PPE EUR 20.2m and intangible assets EUR 14.9m from activated development expenses and EUR 6.1m identified intangibles from Sensibin acquisition
- Current assets EUR 89.5m (88.3)
  - Inventories EUR 28.6m (32.9), AR EUR 30.1m (26.7)
  - Cash balance EUR 30.7m (28.7)
- Equity EUR 67.6m (52%) vs EUR 65.4m in Q3 24
- Non-current liabilities EUR 16.4m (15.8)
  - Other liabilities EUR 5.3m from Sensibin projected payments in addition to borrowings EUR 5.8m (6.8m)
- Current liabilities EUR 45.4m (44.1)
  - Trade creditors EUR 16.8m (17.0) and borrowings EUR 13.5m (13.1), with accrued expenses EUR 8.9m (8.8)

## Balance sheet (EUR million, unaudited)

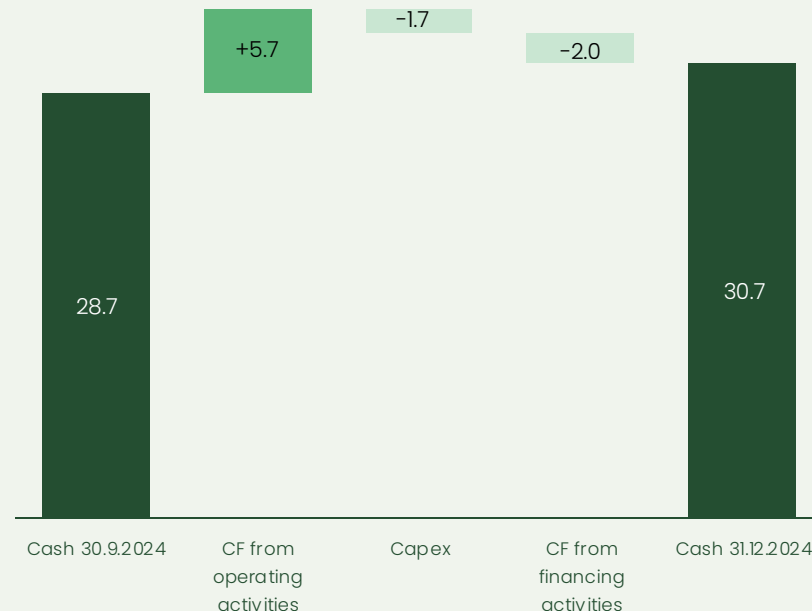


# Cash flow Q4 24

## Q4 24

- Cash from operating activities EUR +5.7m
  - EBITDA EUR 5.4m
  - Working capital release of EUR 2.1m on lower inventories offset by interest/tax payment of EUR 0.9m.
- Cash flow from investing activities EUR –1.7m
  - Capital expenditures EUR 1.1m and capitalized R&D EUR 0.6m
- Cash flow from financing activities EUR –2.0m
  - Reduction in borrowings and lease liabilities
- Net change cash in Q4 24 EUR +2.0m
  - Ending cash balance EUR 30.7m

### Cash flow (EUR million, unaudited)

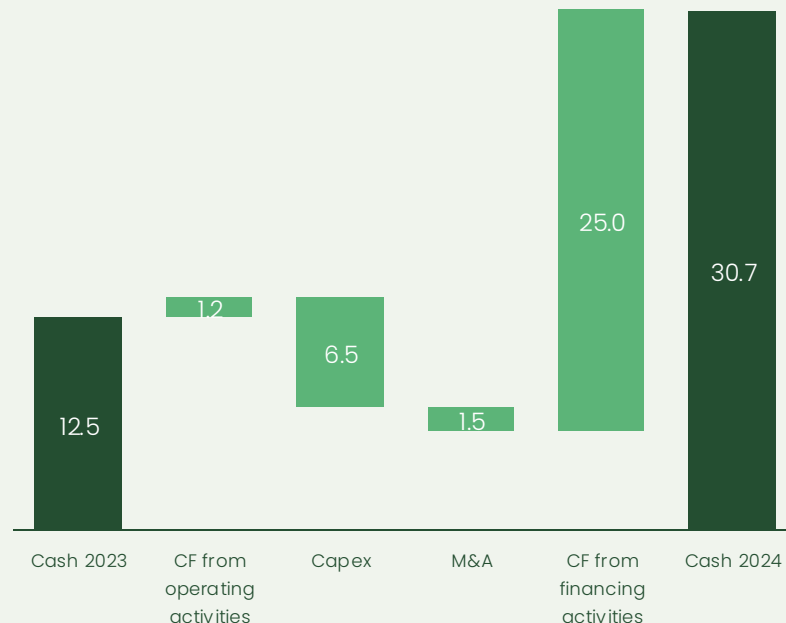


# Cash flow 2024

**Cash flow**  
(EUR million, unaudited)

## 2024

- Cash from operating activities EUR +1.2m
  - Working capital build of EUR 4.2m on higher receivables and lower payables offset by lower inventory
  - Interest/tax payment of EUR 2.5m
- Cash flow from investing activities EUR –8.0m
  - Capital expenditures EUR 5.0m and capitalized R&D EUR 1.5m. Total capex at 6% of revenue.
  - Sensibin acquisition EUR 1.5m
- Cash flow from financing activities EUR 25.0m
  - EUR 24.8m proceeds from private placement
- Net change cash EUR 18.3m
  - Ending cash balance EUR 30.7m



# Outlook

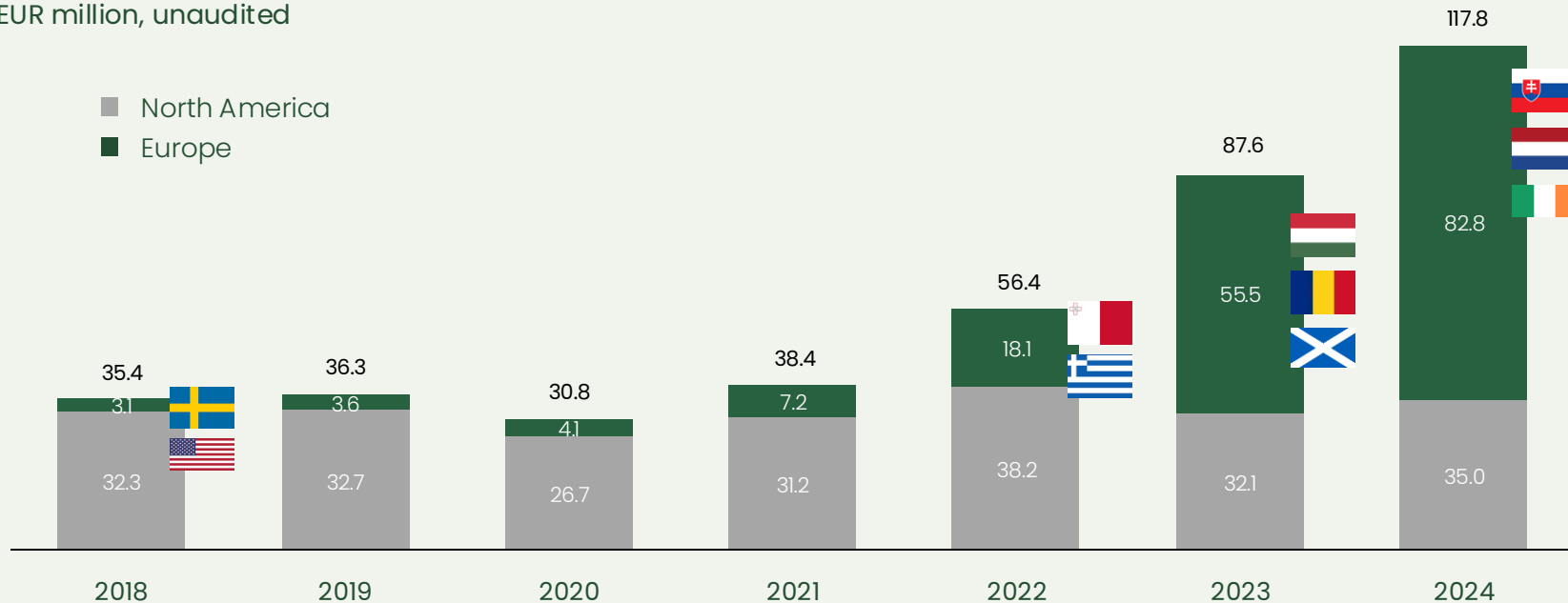




# Delivering on our European growth strategy

## Revenue development

EUR million, unaudited



Increased awareness and legislative initiatives largely driven by maturing North American market

DRS second wave (EU)

# Regulatory progress driving DRS across Europe

## EU Packaging and Packaging Waste Regulation (PPWR)



**90%**

Collection rate for plastic bottles and cans using DRS by 1 January 2029\*

**25%**

Minimum recycled content in PET bottles by 2025

**30%**

Minimum recycled content in PET bottles by 2030

## Interoperable national UK DRS



- 1** Deposit Management Organization (DMO) appointed

**By Spring 2025**

- 2** DMOs set up and employed with secured funding and key policies

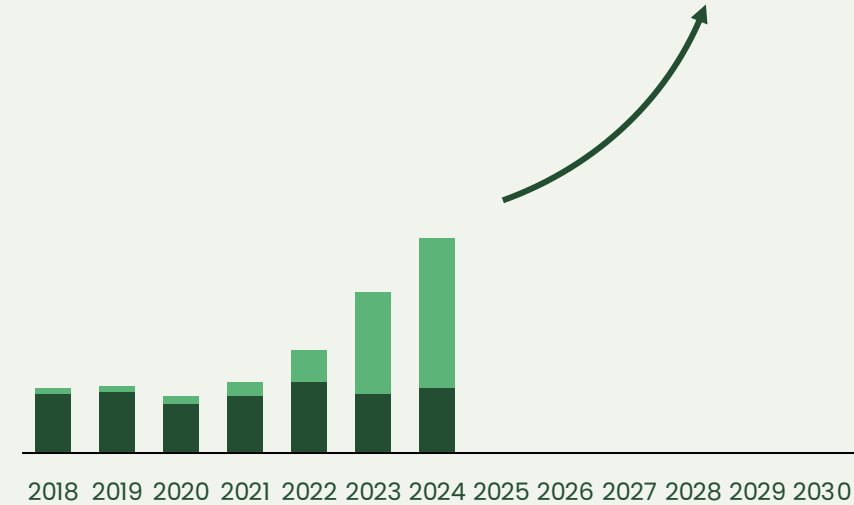
**By Spring 2026**

- 3** Roll-out of infrastructure, systems, logistics and RVM procurement/installation

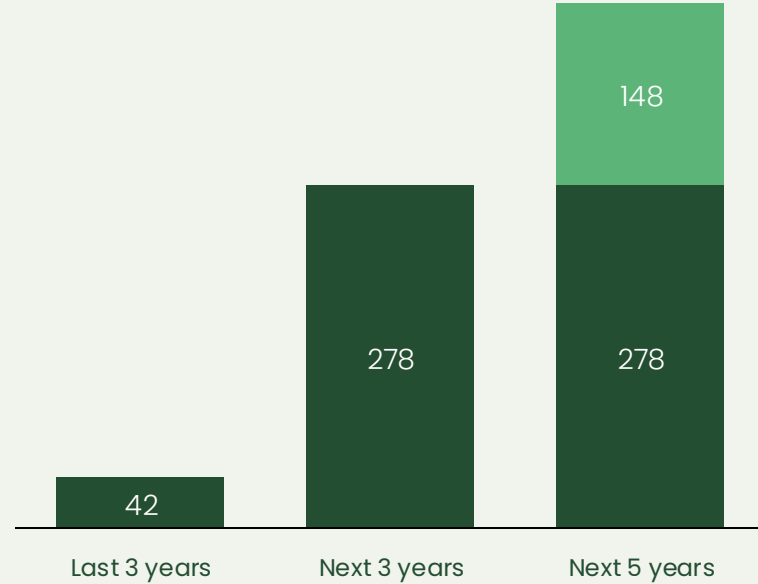
**Spring 2026 through Q3 2027**

# Well positioned for DRS second wave

**Revenue development**  
EUR million, unaudited



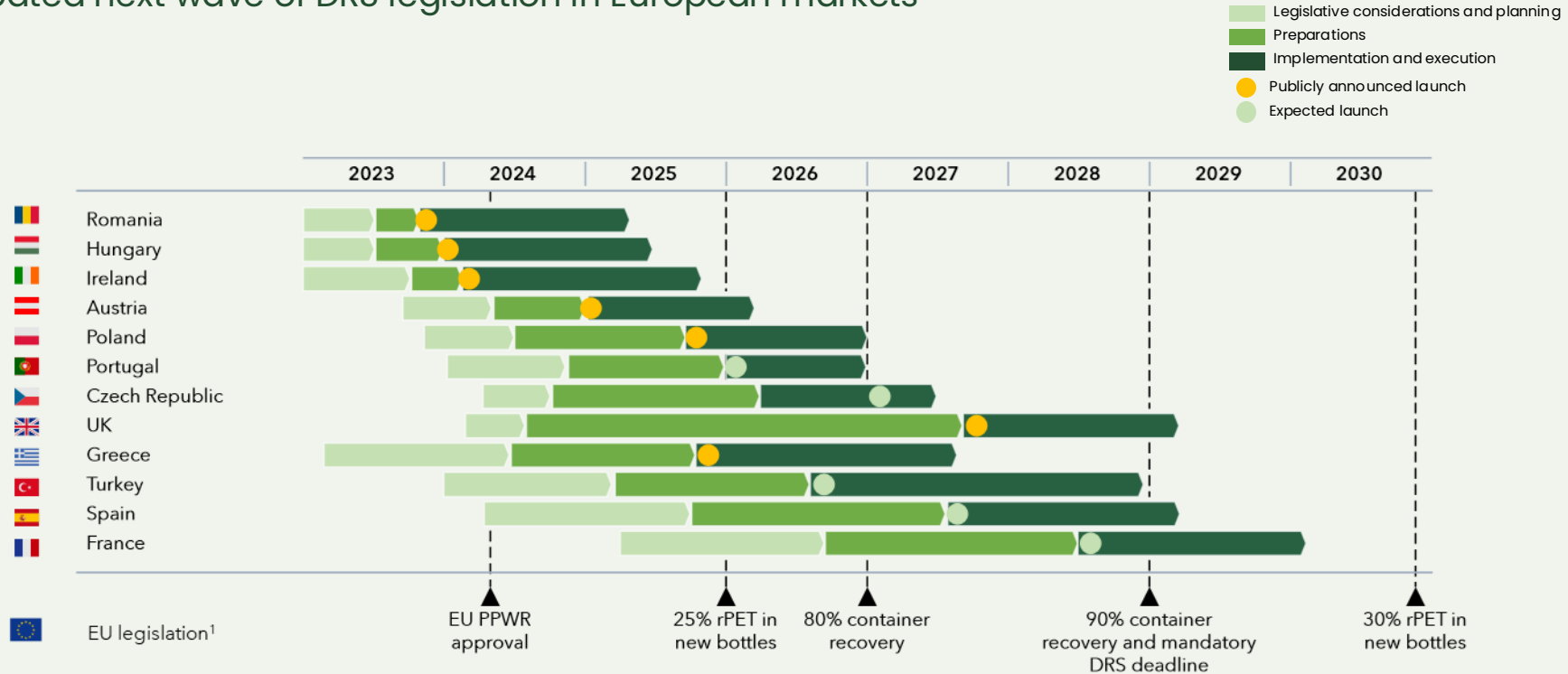
**Population in new DRS markets**  
Million



Greenfield DRS last 3 years: Hungary, Ireland, Latvia, Malta, Romania, Slovakia. Expected DRS launch next 3 years: Czech Rep., Greece, Poland, Portugal, Singapore, Spain, Turkey, UK. Anticipated DRS launch towards 2030: Belgium, Bulgaria, Cyprus, France, Italy, Luxembourg, Slovenia.

# Markets prioritized from DRS second wave

## Anticipated next wave of DRS legislation in European markets



Note:

1. Key milestones taken from the Regulation (EU) 2025/40 of the European Parliament and the Council on packaging and packaging waste, amending Regulation (EU) 2019/1020 and Directive (EU) 2019/904, and repealing Directive 94/62/EC.

2. Belgium, Bulgaria, Cyprus, Italy, Luxembourg and Slovenia are also anticipated to evaluate DRS implementation to meet requirements under EU PPWR.

# Brownfield market strategy

Penetrating selected new markets with Quantum bulk feed

## Netherlands

- First Quantum installed in the Netherlands in March 2024
  - Strong reception and high collection volumes
- Several Quantums installed in the Netherlands in 2024 and installed base continues to grow in 2025



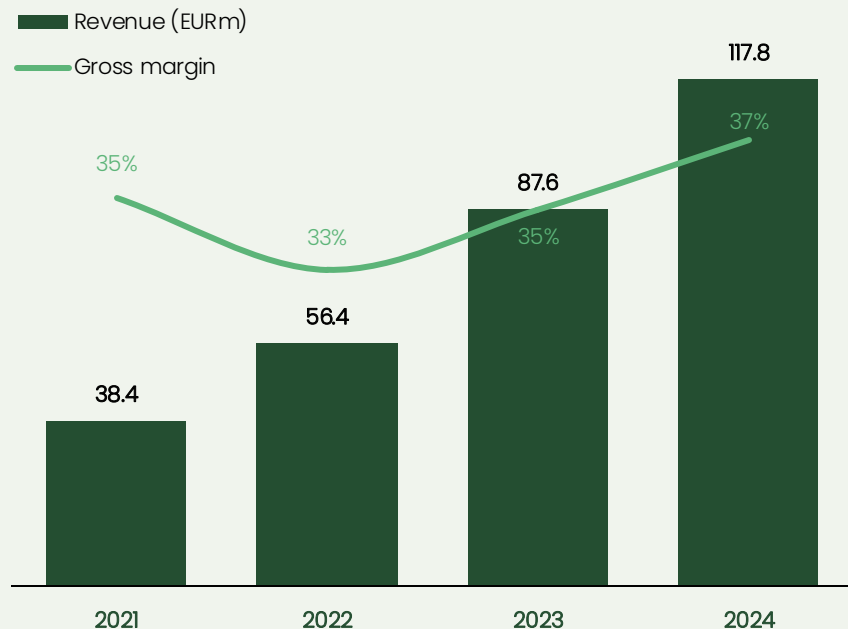
## USA

- Secured first Quantum orders to be installed in H1 25



# Capitalizing on an unprecedented market opportunity

## Delivered significant growth at improving margins



## Proven ability to capitalize on rapidly growing market

**+200,000**

New RVM unit market opportunity

**EUR 18-25k**

Average RVM price

Demonstrated ability to capture **above targeted 30% market share** across new markets

**40%**

Gross margin target

**Operational leverage**

From market penetration, scale and efficiencies

On track to **achieve 40% gross margin**, set to realise further operational leverage from scale in Europe

Next event:

14 May 2025 – Q1 25 results







# Q&A

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For further information:

[www.envipco.com/investors](http://www.envipco.com/investors)



Making recycling easier.

# Consolidated Statement of Comprehensive Income

in EUR thousands	Q4 24	Q4 23	FY 24	FY 23
Revenues	36,396	35,451	117,847	87,610
Cost of sales	(22,410)	(23,220)	(74,749)	(57,342)
<b>Gross Profit</b>	<b>13,986</b>	<b>12,231</b>	<b>43,098</b>	<b>30,268</b>
Selling and distribution expenses	(1,237)	(973)	(4,443)	(2,763)
General and administrative expenses	(9,294)	(7,156)	(31,917)	(23,745)
Research and development expenses	(741)	(799)	(2,484)	(1,967)
Other income	50	490	296	492
<b>Operating Results</b>	<b>2,765</b>	<b>3,793</b>	<b>4,550</b>	<b>2,285</b>
Financial expense	(1,551)	(329)	(3,036)	(1,481)
Financial income	18	40	75	353
Net finance (cost) and or income	(1,533)	(1,044)	(2,961)	(1,128)
<b>Results before tax</b>	<b>1,232</b>	<b>3,504</b>	<b>1,589</b>	<b>1,157</b>
Income taxes	(943)	(227)	(2,240)	(556)
<b>Net Results</b>	<b>289</b>	<b>3,277</b>	<b>(651)</b>	<b>601</b>
Exchange differences on translating foreign operations	1,140	(1,127)	1,488	(1,081)
Total other comprehensive income	1,140	(1,127)	1,488	(1,081)
<b>Total comprehensive income</b>	<b>1,430</b>	<b>2,150</b>	<b>837</b>	<b>(480)</b>
<b>Profit attributable to:</b>				
Owners of the parent	296	3,279	(643)	603
Non-controlling interests	(7)	(2)	(7)	(2)
<b>Total Profit/(loss) for the period</b>	<b>289</b>	<b>3,277</b>	<b>(651)</b>	<b>601</b>
<b>Total comprehensive income attributable to:</b>				
Owners of the parent	1,437	2,152	845	(478)
Non-controlling interests	(7)	(2)	(7)	(2)
	<b>1,430</b>	<b>2,150</b>	<b>837</b>	<b>(480)</b>
Number of weighted average (exclude treasury shares) shares used for calculations of EPS	57,690	51,690	56,526	51,211
Earnings/(loss) per share for profit attributable to the ordinary equity holders of the parent during the period				
- Basic (euro)	0.01	0.06	(0.01)	0.01

# Consolidated Balance Sheet

in EUR thousands	FY 24	9M 24	FY 23
<b>Assets</b>			
<b>Non-current assets</b>			
Development costs Etc	13,203	13,831	7,725
Intangible assets	14,925	15,102	9,170
Property, plant and equipment	20,172	17,662	16,985
Financial assets	2,888	2,557	1,499
Deferred tax assets	1,916	1,690	2,153
Restricted cash	-	-	-
<b>Total non-current assets</b>	<b>39,902</b>	<b>37,012</b>	<b>29,807</b>
<b>Current assets</b>			
Inventory	28,626	32,913	32,244
Trade and other receivables	30,125	26,704	23,890
Cash and cash equivalents	30,748	28,683	12,458
Restricted cash	-	-	-
<b>Total current assets</b>	<b>89,499</b>	<b>88,300</b>	<b>68,592</b>
<b>Total assets</b>	<b>129,401</b>	<b>125,312</b>	<b>98,399</b>

in EUR thousands	FY 24	9M 24	FY 23
<b>Equity</b>			
Share capital	2,885	2,885	2,585
Share premium	96,131	89,371	71,021
Translation reserves	5,995	4,163	4,510
Legal reserves	7,071	13,831	7,725
Retained earnings	(44,552)	(44,847)	(43,908)
<b>Equity attributable to owners of the parent</b>	<b>67,530</b>	<b>65,403</b>	<b>41,933</b>
Non-controlling interests	33	36	41
<b>Total equity</b>	<b>67,563</b>	<b>65,439</b>	<b>41,974</b>
<b>Liabilities</b>			
<b>Non-current liabilities</b>			
Borrowings	5,824	6,761	9,312
Lease liabilities	3,477	2,199	2,222
Other liabilities	6,477	6,161	375
Provisions	565	590	549
Deferred tax liability	48	63	50
<b>Total non-current liabilities</b>	<b>16,391</b>	<b>15,774</b>	<b>12,508</b>
<b>Current liabilities</b>			
Borrowings	13,539	13,095	7,363
Trade creditors	16,806	16,969	18,520
Share lending liability	-	-	-
Accrued expenses	8,892	8,821	11,171
Provisions	1,213	1,223	1,429
Lease liabilities	1,735	941	830
Tax and social security	3,262	3,049	4,604
<b>Total current liabilities</b>	<b>45,446</b>	<b>44,098</b>	<b>43,917</b>
<b>Total liabilities</b>	<b>61,837</b>	<b>59,872</b>	<b>56,425</b>
<b>Total equity and liabilities</b>	<b>129,400</b>	<b>125,312</b>	<b>98,399</b>

# Consolidated Cash Flow Statement

in EUR thousands	FY 24	9M 24	FY 23
<b>Cashflow from operating activities</b>			
Operating results	4,550	1,785	2,285
Adjustment for:			
Depreciation & Amortization	8,219	5,548	6,036
PPP loan forgiveness	-	-	-
Deferred revenue	(4,546)	(3,669)	4,160
<b>Changes in:</b>			
Changes in trade and other receivables	(6,933)	(3,862)	(12,955)
Changes in inventories	4,512	(97)	(8,788)
Changes in provisions	(235)	(157)	1,309
Changes in trade and other payables	(1,810)	(2,345)	11,718
<b>Cash generated from operations</b>	<b>3,757</b>	<b>(2,797)</b>	<b>3,764</b>
Interest received and paid	(1,030)	(948)	(613)
Income taxes paid	(1,508)	(759)	(372)
<b>Net cash flow from operating activities</b>	<b>1,219</b>	<b>(4,504)</b>	<b>2,779</b>
<b>Investing activities</b>			
Development expenditure, patents	(1,547)	(931)	(2,045)
Investments in property, plant & equipment	(4,984)	(3,865)	(5,706)
Acquisitions, net of cash acquired	(1,466)	(1,466)	-
Restricted cash (non-current)	-	-	340
<b>Net cash flow used in investing activities</b>	<b>(7,997)</b>	<b>(6,282)</b>	<b>(7,411)</b>
<b>Financial activities</b>			
Proceeds of share issue	24,756	24,739	(486)
Changes in borrowings – proceeds	5,035	5,629	9,000
Changes in borrowings – repayments	(2,818)	(2,351)	(4,802)
Changes in shareholder loan	-	-	(1,638)
Changes in lease liabilities	(1,942)	(997)	(1,088)
<b>Net cash flow from financing activities</b>	<b>25,031</b>	<b>27,020</b>	<b>986</b>
<b>Net increase/(decrease) in cash and cash equivalents</b>	<b>18,252</b>	<b>16,254</b>	<b>(3,646)</b>
Opening position	12,458	12,458	16,121
Foreign currency differences on cash and cash equivalents	38	(29)	(17)
Closing position	30,748	28,683	12,458
<b>The closing position consists of:</b>			
Cash and cash equivalents	30,748	28,683	12,458
<b>Total closing balance in cash and cash equivalents</b>	<b>30,748</b>	<b>28,683</b>	<b>12,458</b>