

First quarter 2025

David Pagels, CEO

Joakim Wahlquist, CFO

Cavotec – 50 years of innovation

- A leading cleantech company with 50 years of experience
- Designs and delivers connections, automation and electrification solutions
- Enables decarbonisation of ports, mines and other industrial applications



An attractive offering in electrification

Ports & Maritime



Automated mooring, shore power, crane electrification, and connection and charging systems

Industry

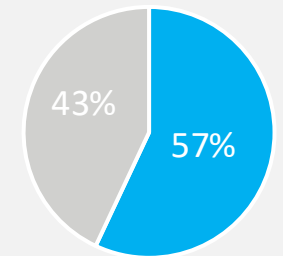


Motorised cable and hose reels, radio remote controls, power connectors, spring driven cables and hose reels

Services

Systems integration, maintenance, spare parts, inspections, refurbishment, 24/7 service agreements

Share of revenue Q125



● Ports & Maritime
● Industry

Strong business drivers

Megatrends



Markets driven by the electrification of society and need to reduce noise

Regulations



Our customers are facing increasing regulations from authorities to reduce emissions and noise

Leading technology and market position



We have leading technology and positions in prioritised market segments

Large installed base



Our large installed base provides an untapped potential for our services offering

The quarter reflects our project-driven business

Strengthened financial position

Revenue
EUR 38.7 m
-9.8%

Operating
cash flow
EUR 5.4 m (0.05)

Net debt
EUR -11.6 m
(-15.3 year-end)

Offering strengthened with new products

- Next generation radio remote controls
 - Designed for flexibility, reliability, and ergonomic comfort
 - Redefine operator control in demanding industrial environment
- MCS Manual Dispenser
 - Supports the Megawatt Charging System (MCS) for high-power charging applications up to 4.5 MW
 - Efficiently powering electric heavy-duty vehicles, construction machinery, e-trucks and vessels
- More product launches planned in 2025



Our exposure to trade tariffs

- Revenue less than 10% in the US
- Majority of the business is service, provided by our local organisation
- We can start production in the US if needed



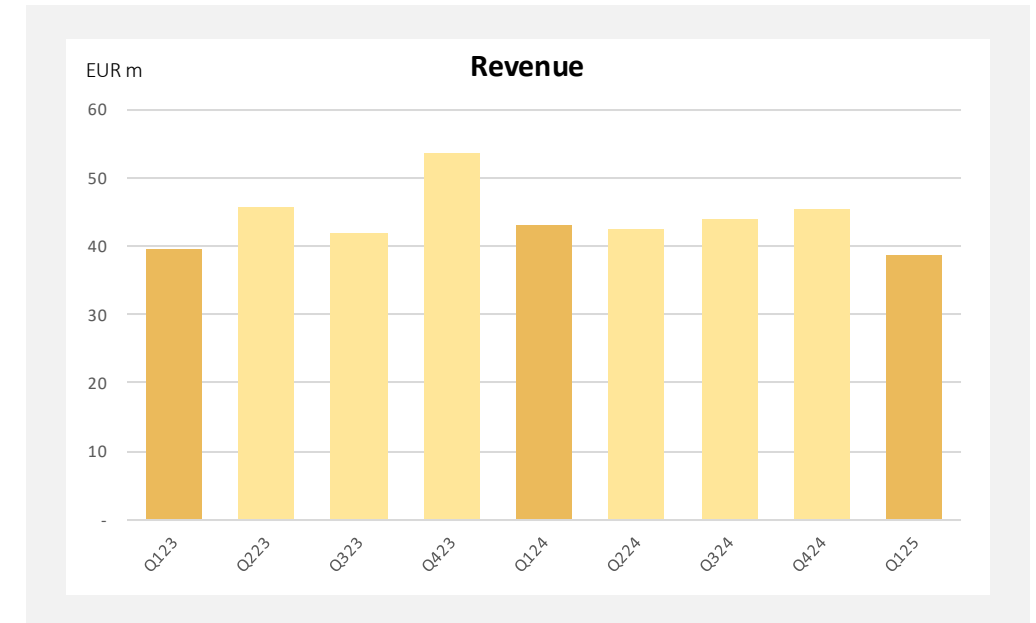
Weaker order intake after a strong fourth quarter

- Order intake -28.3%, EUR 28.6 m (39.9)
 - Orders worth more than EUR 17.5 m signed late 2024, announced early 2025
- Order backlog -3.6%, EUR 116.2 m (120.5)
 - Order backlog -8.0% from EUR 126.4 m Q424

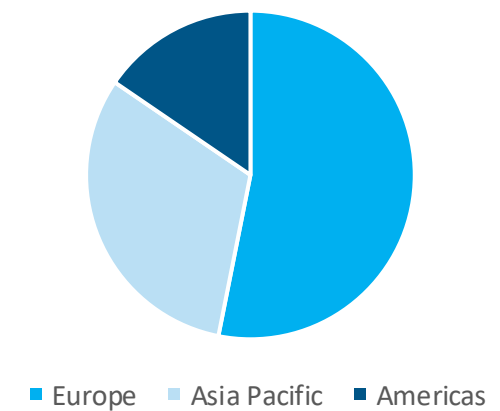


Fluctuating revenues due to our project-driven business

- Revenue -9.8%, EUR 38.7 m (42.9)
 - Currency effects of 0.9%

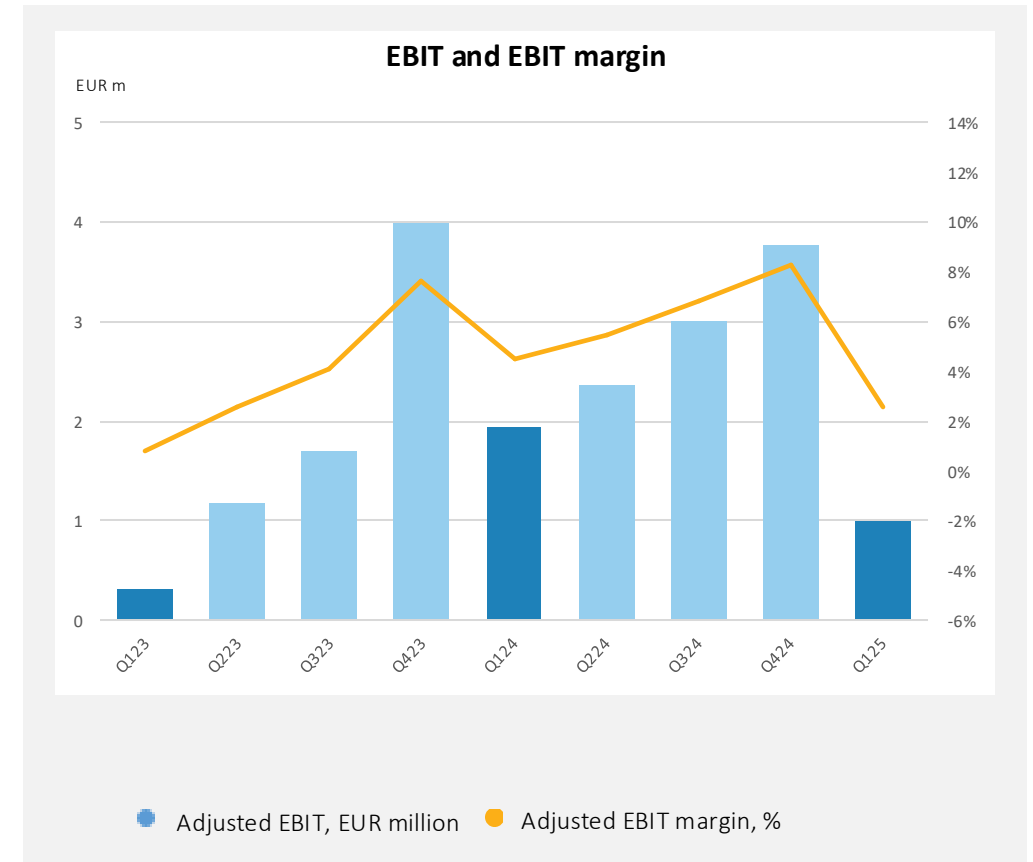


Revenue geo split Q125



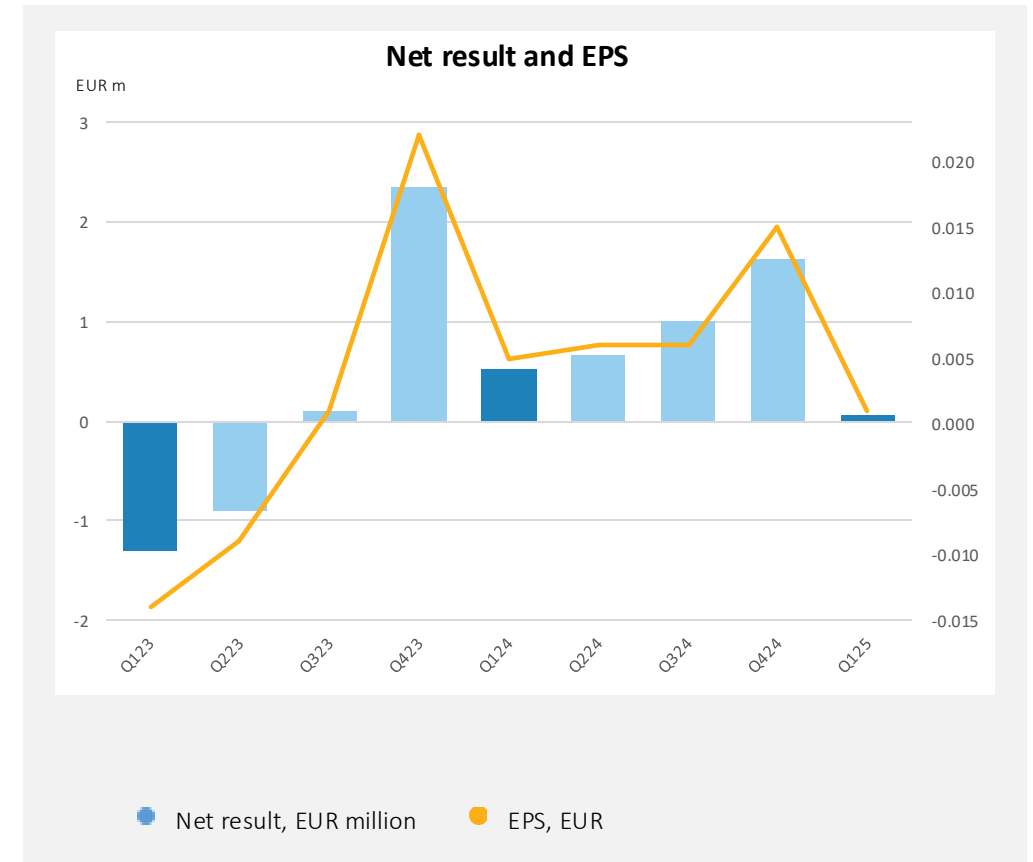
EBIT impacted by the lower revenue in the quarter

- Adjusted EBIT -48.9%, EUR 1.0 m (2.0)
- Adjusted EBIT margin 2.6% (4.5%)
- Adjustments of EUR 0.2 million in Q125 related to investigation of potential headquarters relocation



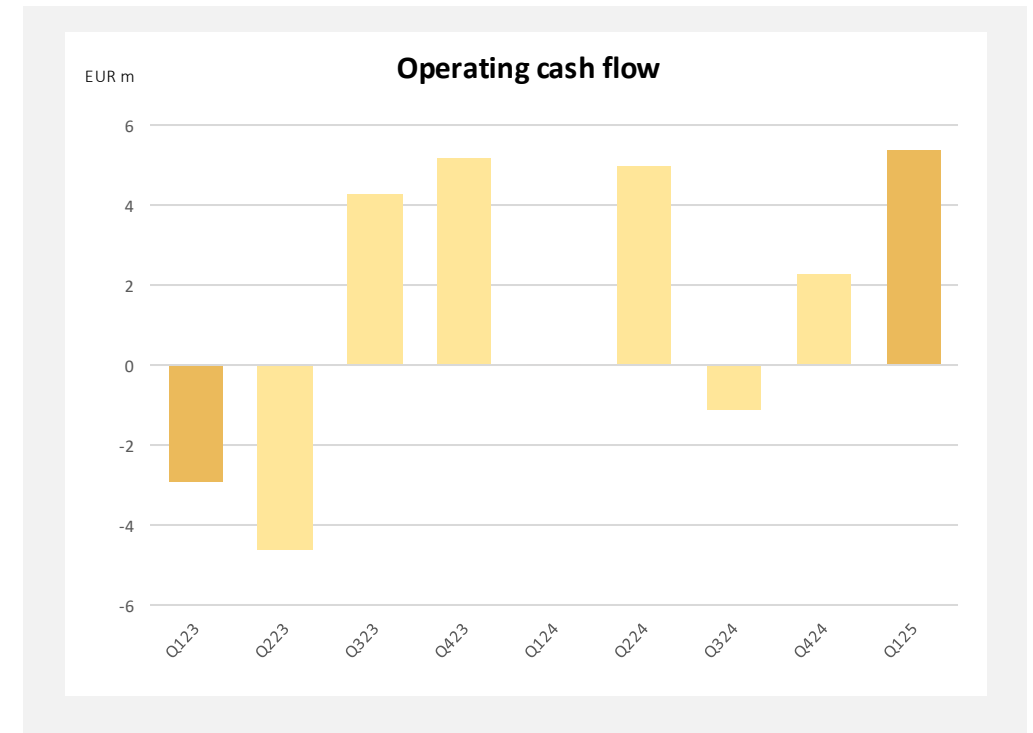
Net profit EUR 0.06 m

- Net profit -89.2% to EUR 0.06 m (0.5)
- Earnings per share, basic and diluted, 0.001 (0.005)



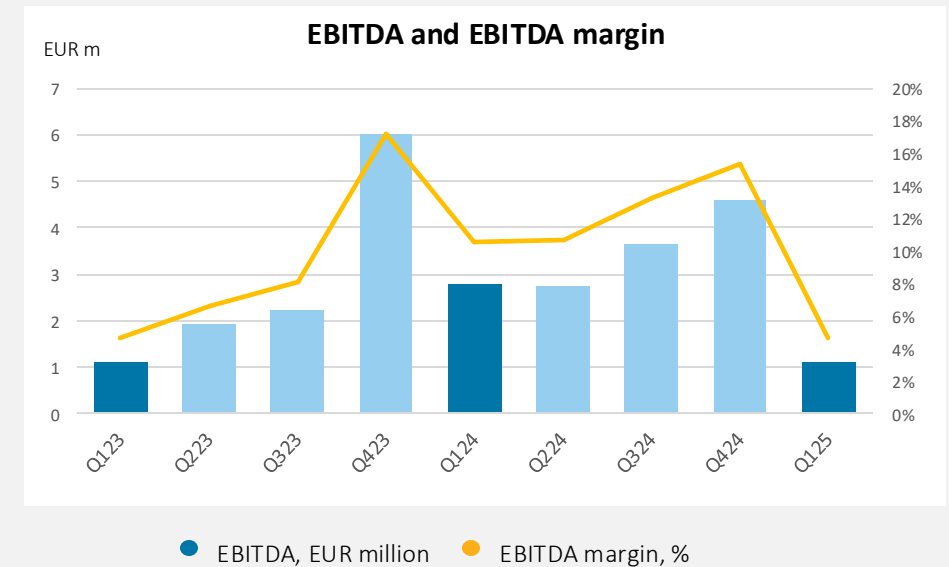
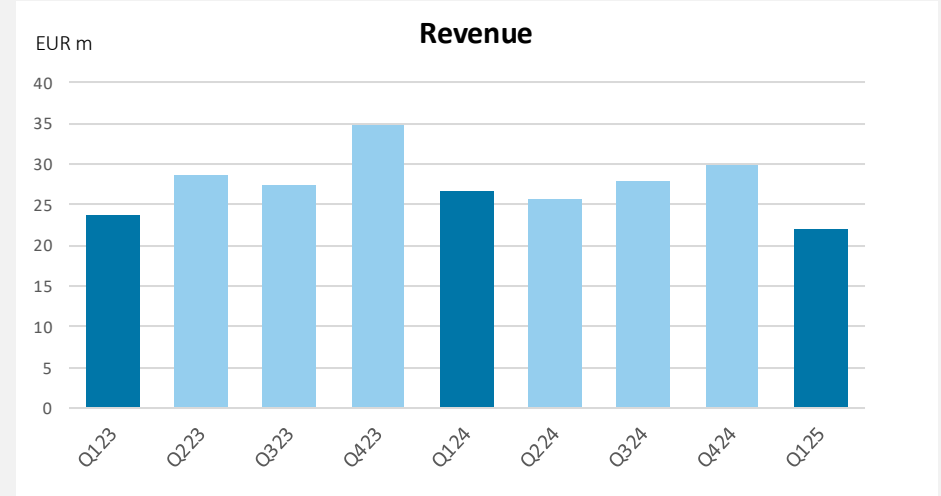
Operating cash flow and financial position improved

- Operating cash flow EUR 5.4 m (0.05)
- Net debt improved to EUR -11.6 m (-17.3)
- Leverage ratio improved to 0.74x from 1.09x



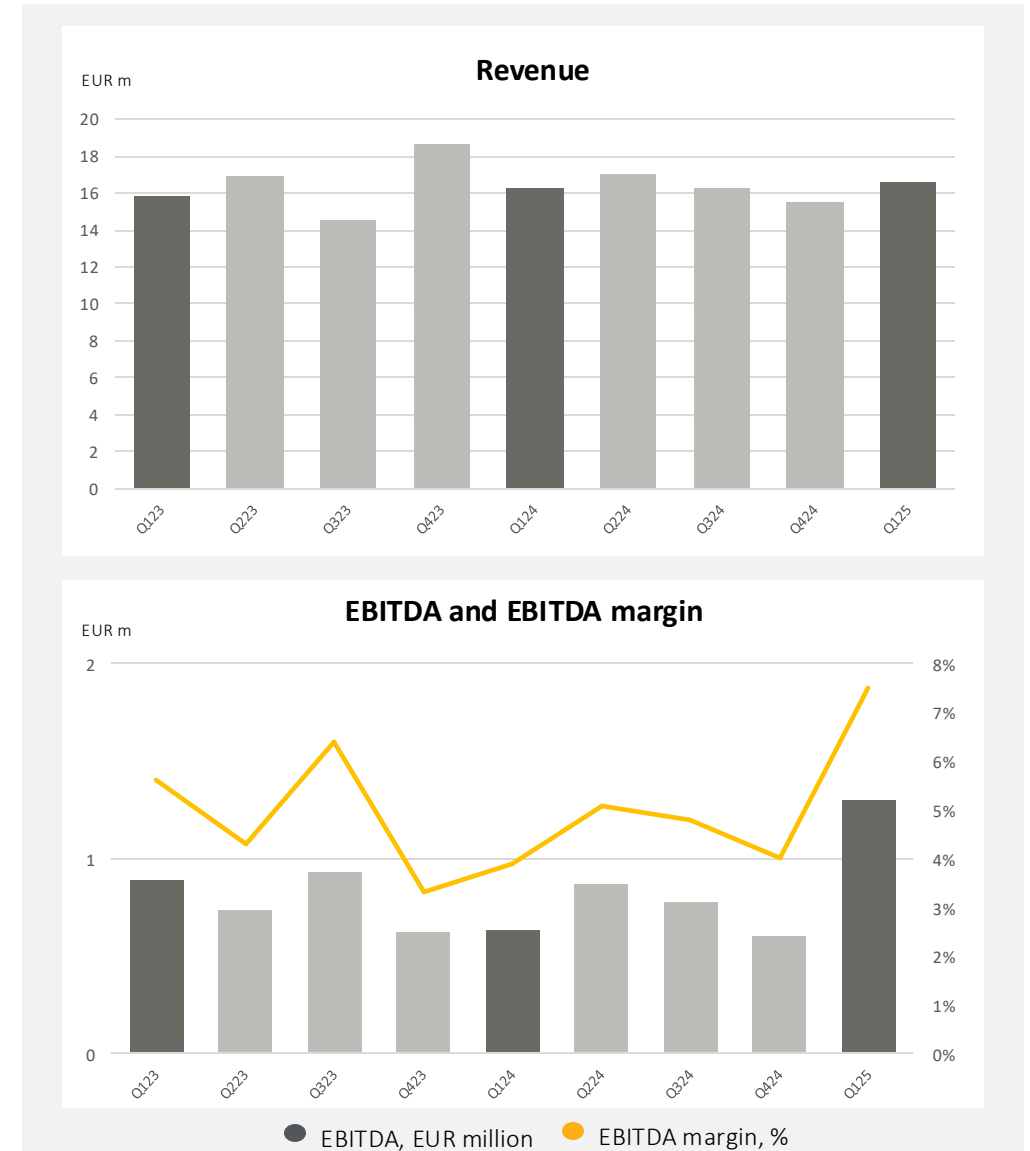
Ports & Maritime – lower revenue and profitability in the quarter

- Revenue -16.9%, EUR 22.1 m (26.7)
 - Currency impact of 1.3%
- EBITDA -48.4%, EUR 1.1 m (2.8)
- EBITDA margin 4.7% (10.5%)
- The shore power orders signed in Q424 to be delivered coming two years, starting H225



Industry – initiatives to improve profitability paying off

- Revenue 2.0%, EUR 16.6 m (16.3)
 - Currency impact 0.3%
- EBITDA increased 117% to EUR 1.3 m (0.6)
- EBITDA margin improved to 7.5% (3.9%)



Good foundation for continued value creation

- Strong business drivers
- Attractive offering
- More product launches throughout the year
- Strong momentum in the organisation



Q&A

Second quarter report 25 July