I-Tech AB

Q1 report 2025

Markus Jönsson, CEO
Magnus Henell, CFO

May 8th, 2025

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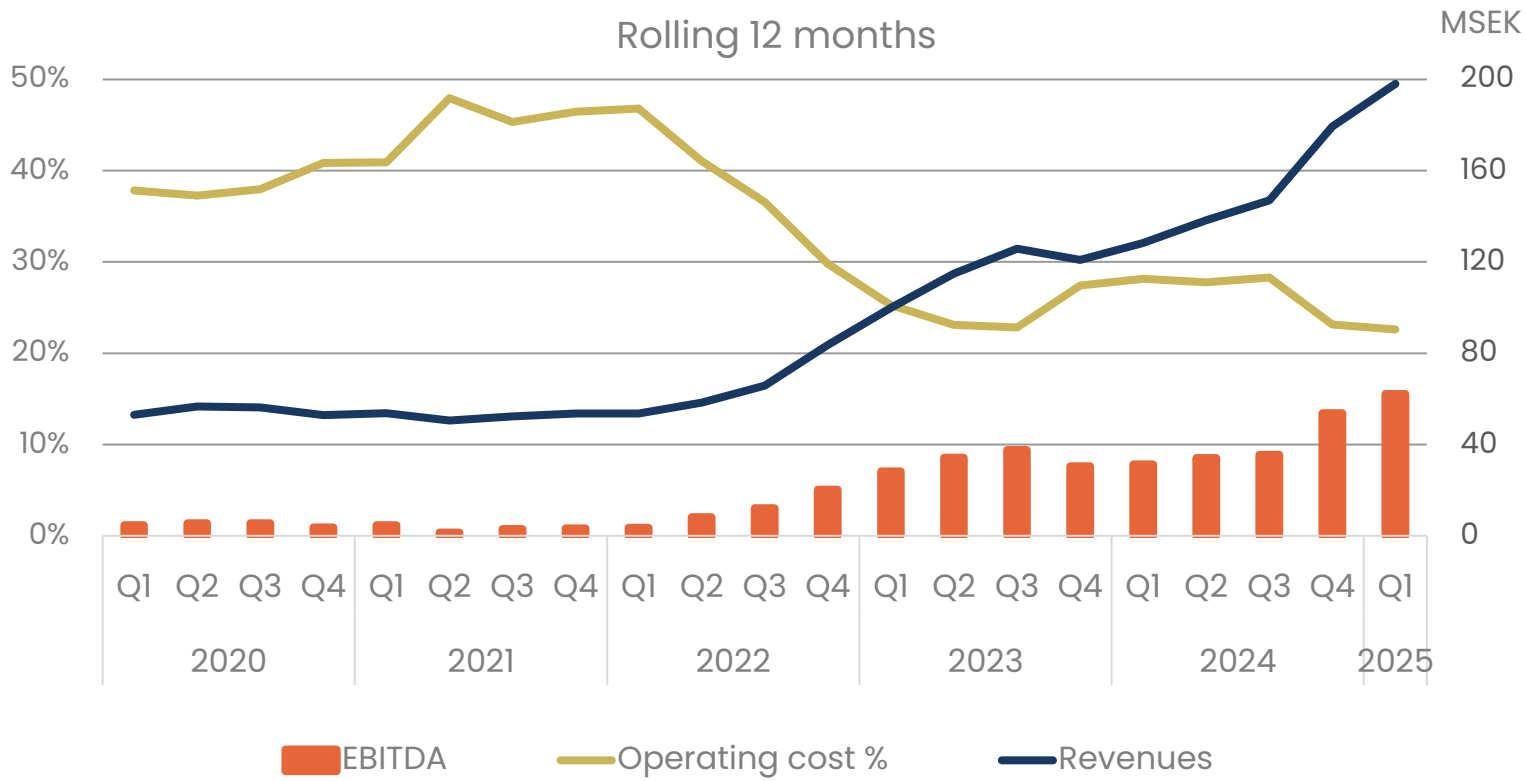
Results

“The positive momentum continues in the start of 2025”



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“A strong start to 2025”

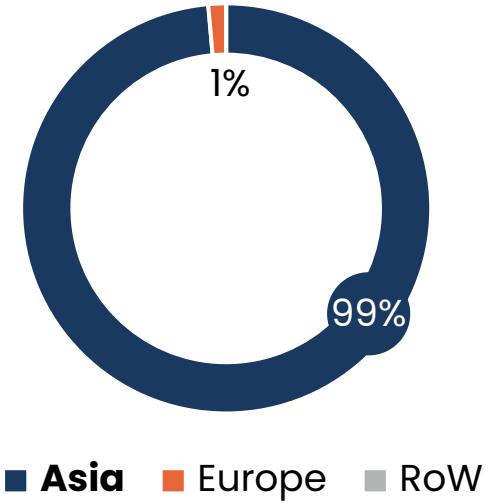
All amounts (MSEK)	2025	2024	Growth
	Jan-Mar	Jan-Mar	’25/’24
Net Sales	56.9	38.3	49%
Gross margin	56%	53%	-
EBITDA	19.6	11.2	76%
EBIT	17.7	9.1	94%
Operating cashflow	26.1	14.6	79%
Cash balance	126.2	97.7	29%

- Net sales up 49%, closely trailing Q4 2024
- Healthy increase of gross margin according to prediction
- Negative short- and medium-term currency effects
- 35% EBITDA margin
- Strong cash balance

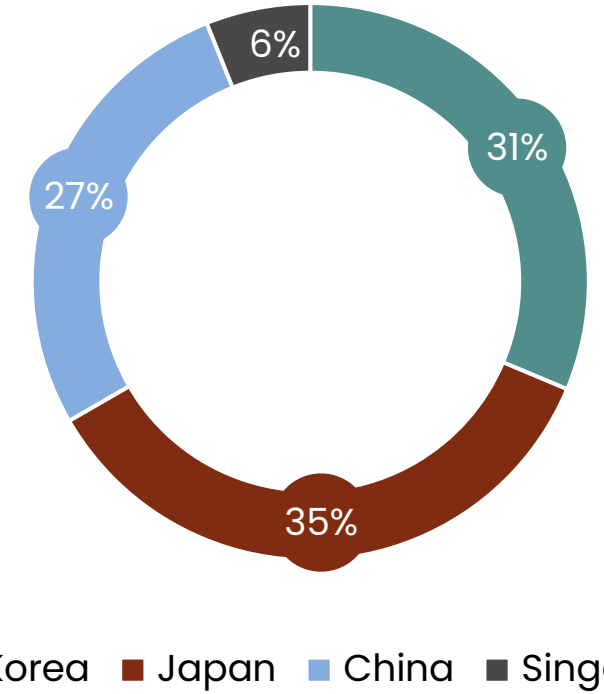
Geographical spread during Q1

Northeast Asia drives topline

Overall sales split by region



Asia sales split by country



X% - Share of total Sales

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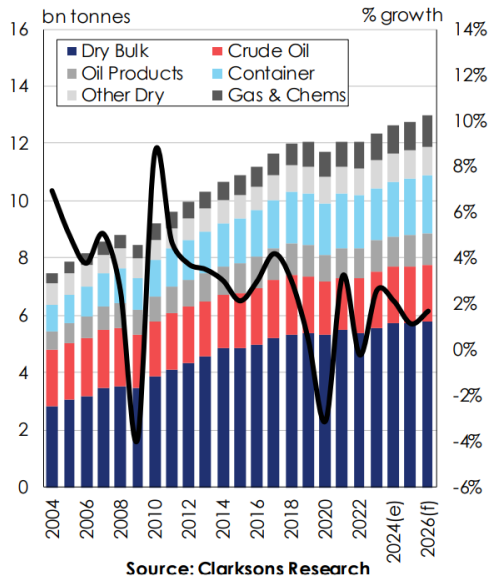
Market outlook – Rougher seas ahead?

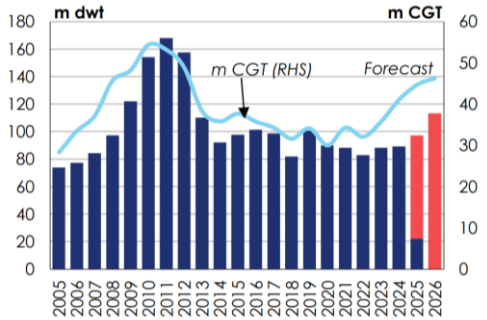
Global Seaborne trade



Source: Clarksons Research

- Shipping markets remain in positive territory overall, up 17% over 10-year average – Charter rates are falling
- Seaborne trade grew by 5.9% in tonne-miles during 2024 (2.1% by volume). The fastest rate of expansion in 14 years.
- However, under the current policy landscape, North America is expected to see a 12.6% and 9.6% decline in exports and imports in 2025. subtracting 1.7 percentage points from world merchandise trade growth and turning the overall figure slightly negative (-0.2%).

Global deliveries (new vessels)



- Global deliveries of new vessels expected to rise 9% in 2025
- Contracting of new vessels saw steady growth across 2024 (+42% in DWT terms), but has slowed in the first months of 2025
- USTR Measures to stimulate US shipbuilding – Long-term play
- Global fleet age profile and the 'fuel transition' are expected to drive significant fleet renewal (42% of the orderbook is now alternative fuel capable) - a landmark agreement on shipping emissions regulation was reached at MEPC 83 in April

Sources: Clarksons. Seaborne Trade: Scenarios & Complexities. April 2025. WTO. Global trade Outlook. april 2025

The foundation of the value proposition remain strong

Examples of key Maritime shipping challenges

Emissions to air - CO_2 emission reduction

Transfer of invasive species between ecosystems

Emissions to water - Release of chemical substances

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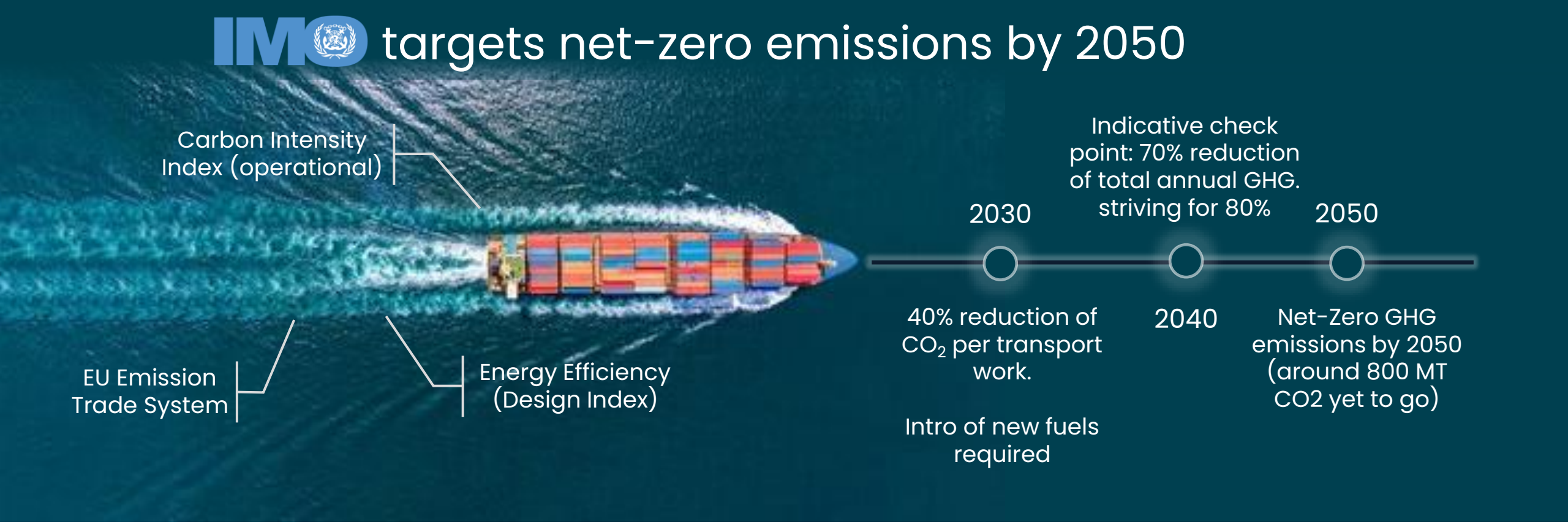
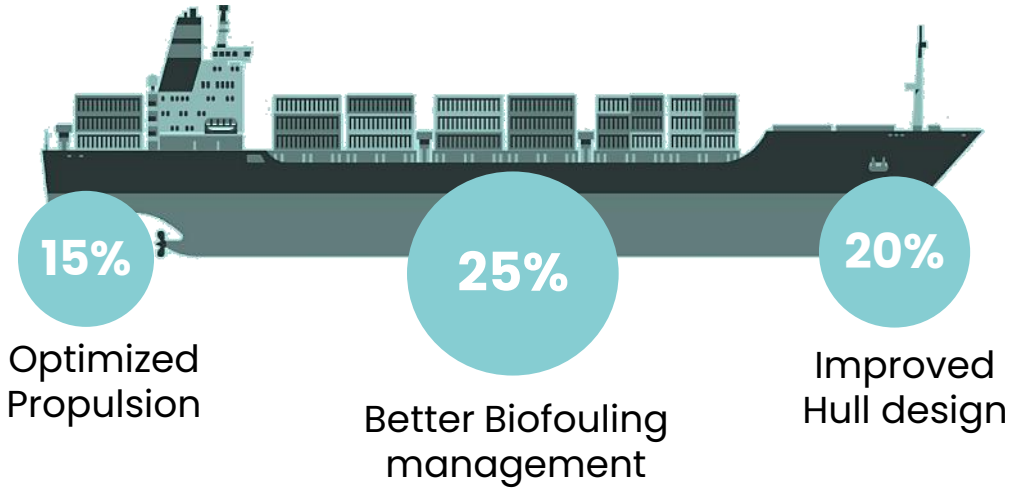
IMO targets net-zero emissions by 2050



A premium antifouling hull protection is a must for operational efficiency and reduction of emissions Achieving the goals of the initial IMO GHG Strategy will require a mix of technical. operational and innovative solutions. All initiatives will lose in efficiency if the hull is fouled.



Source: IMO
(International Maritime Organisation)

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Why are barnacles such a challenge?

- Big impact on drag resistance
- Thrives in most marine environments
- Superglue themselves on surfaces and are very difficult to remove
- Damages the hull coating

➔ The **most efficient strategy** is to try to **prevent them from settling** on your ship hull

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What if...

1/3 of the global fleet were using

36% more fuel than needed?

...Even if just for a day

What would that mean for cost and emissions?

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New indocking data underscores the value of Selektope®

More than 33% of all inspected ships have unacceptable levels (>10%) of barnacle fouling

761 ships inspected

Most ships had some barnacle fouling.

1/3 showed unacceptable levels of fouling. generating **>40%** additional fuel use.

Out of the 761. a total of 12 vessels were painted with a Selektope-containing paint.

Condition upon dry-docking

Selektope® significantly improves performance

Presence of Barnacles as percent of total observations

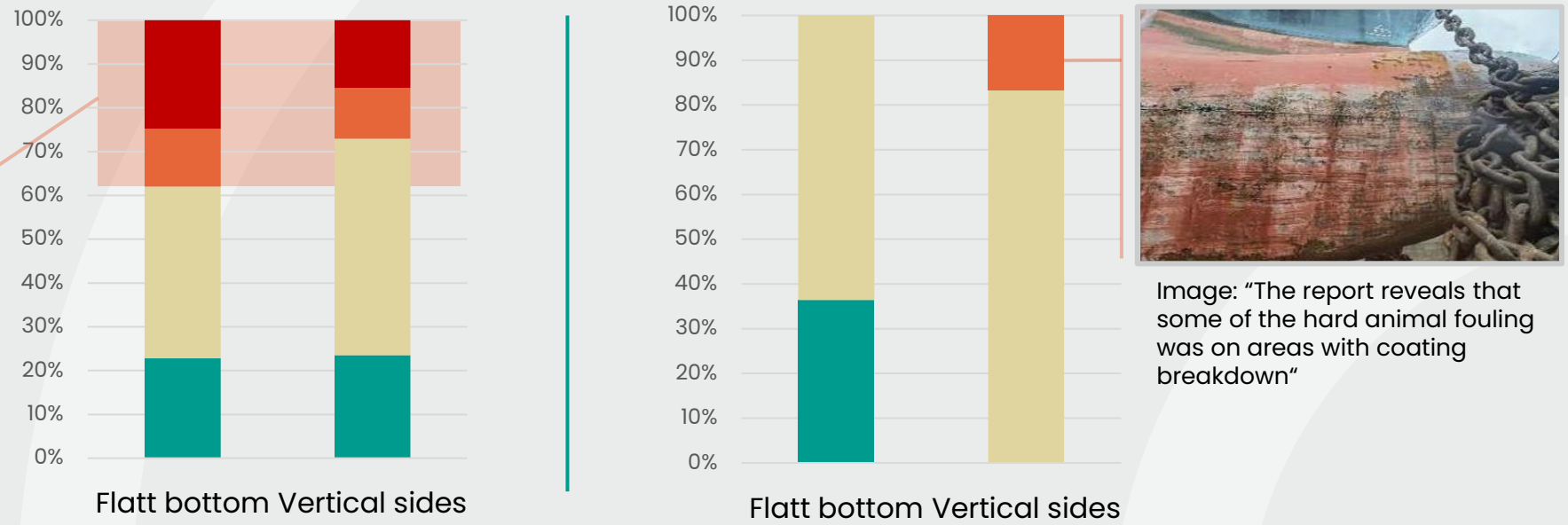

Image: “The report reveals that some of the hard animal fouling was on areas with coating breakdown“

Note: Safinah Group provided the data (2025) and analysis and conclusions are made by I-Tech Ships with products containing Selektope appear to arrive in drydock with <10% animal fouling coverage in most cases. It should be noted that based on the small sample size and the fact that data on IWC is not available for every ship. the effect may also be related to IWC timing / frequency.

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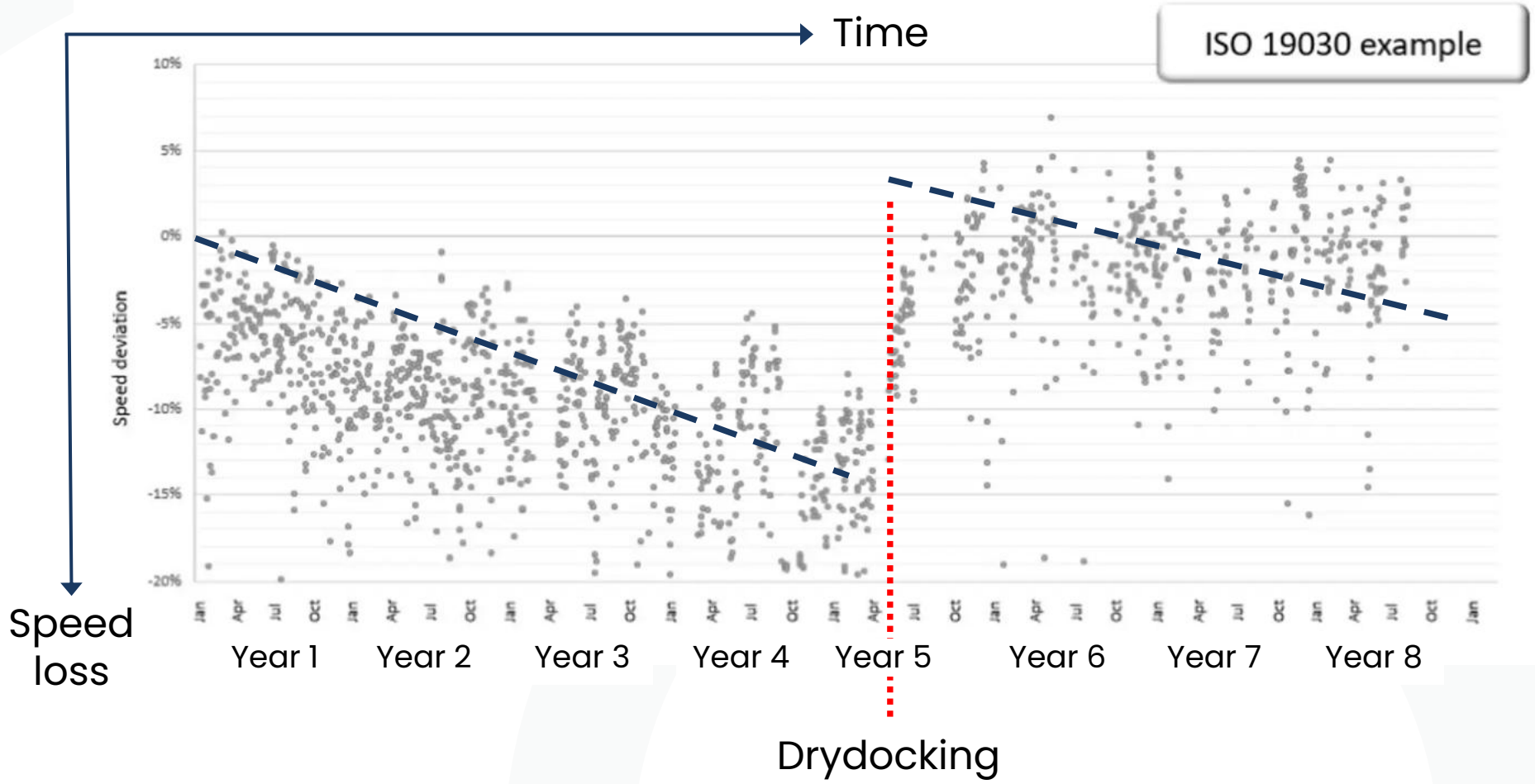
Vessel performance

High frequency data – long term trending



Source: Courtesy of Jotun web

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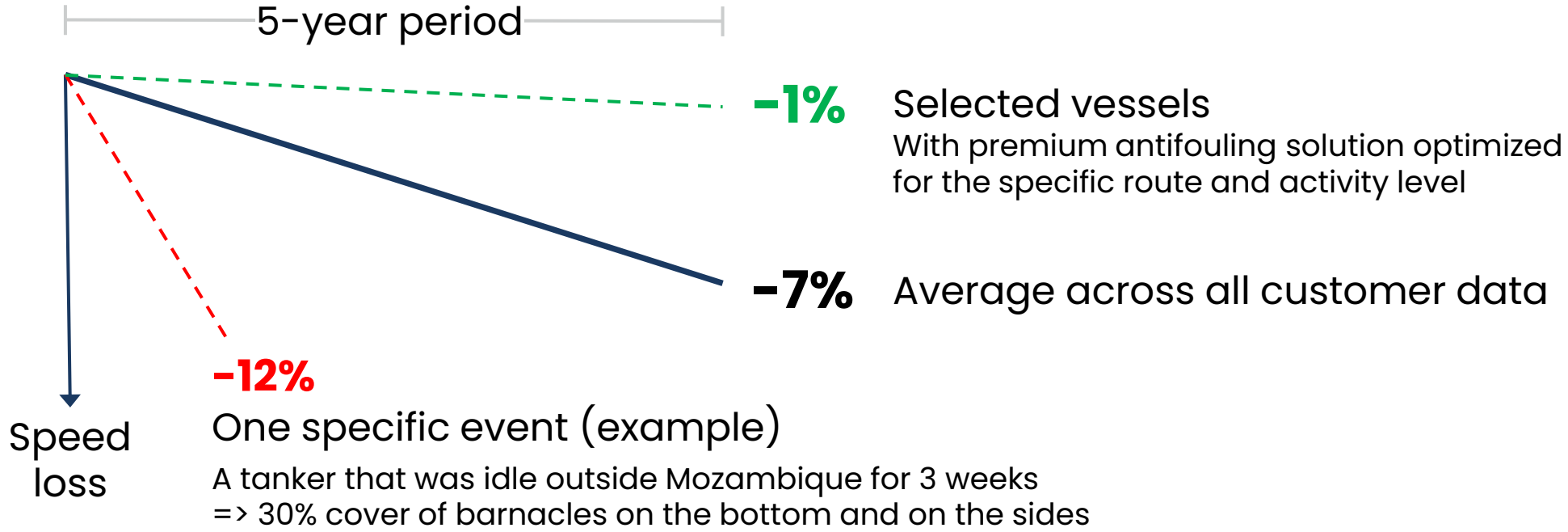
Speed loss due to hull performance degradation



Source: Performance monitoring Service Provider. 2025

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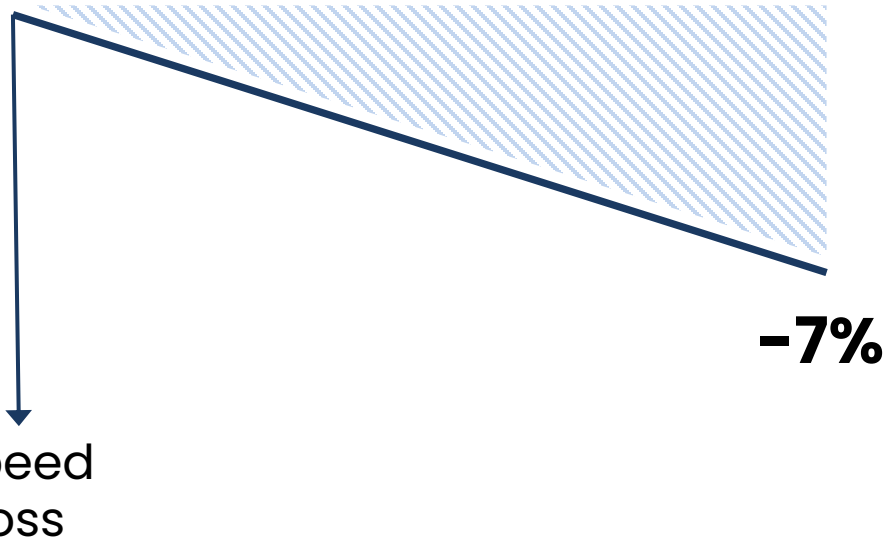
Cost implications of hull performance degradation

Fuel overconsumption:
3 times the speed loss (rule of thumb)



Average impact over 5 years:

3 x 0.07 = 21% overconsumption. meaning e.g.. 36 instead of 30 mT per day on average consumption

(VLSFO: $456 per mT)

5 years x 365 days x 70% activity x 6.3 x $456 x 0.5

A => 4.024 mT overconsumption **= $1.835.000**

Or...

Loss of productive time

5 years x 365 days x 70% activity x 7% speed loss x 0.5

B => 45 lost days x charter rate $15K **= $670.000**

Source: Performance monitoring Service Provider. 2025

The cost difference between a premium and a standard antifouling solution can be ~$200.000

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Market outlook

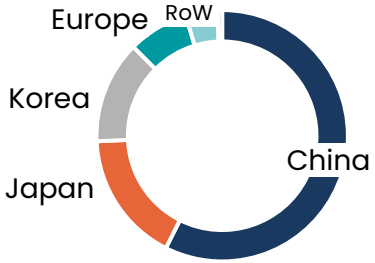
Ship building & maintenance (yearly)

1.800 new ships

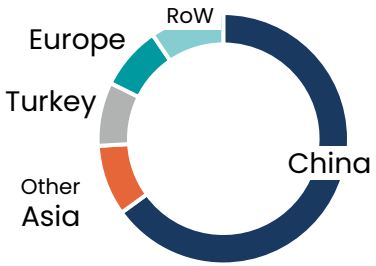
20.000 dry-dockings

Antifouling technologies for coatings

New-ships



Dry-dockings



Source: Clarkson 2024. share of dry-dockings estimated based on special survey data

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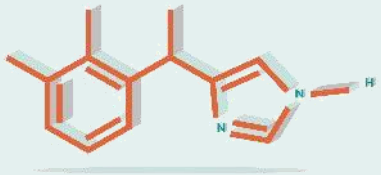
Our solution:

1



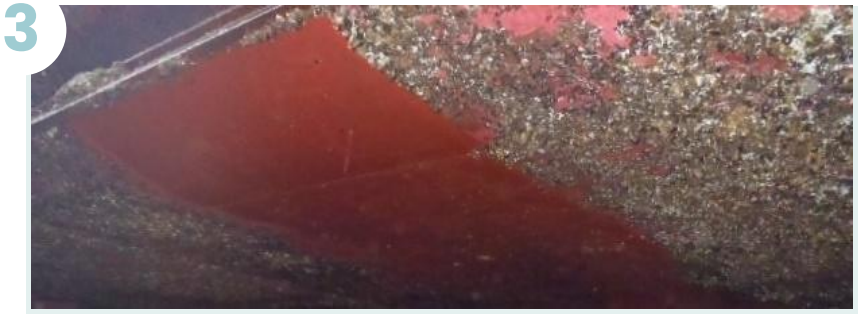
- Swedish innovation - Pharmaceutical substance
- Unique mode of action - Non-lethal. temporary effect

2

Enabling better coatings

- Efficient in low concentrations
- Enables innovative paint development

3



Commercially proven

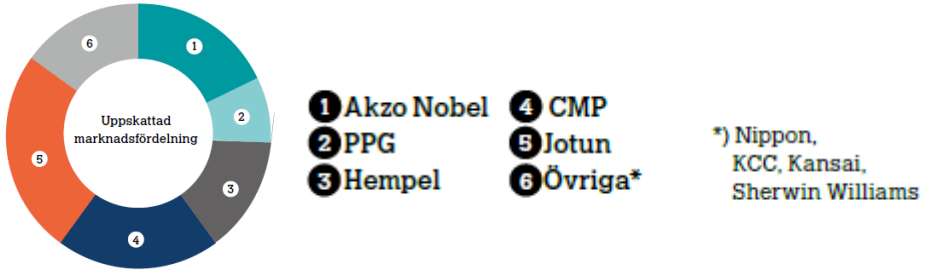
- In more than 30 commercial paints
- By 6 of 9 the largest paint companies
- Applied on over 3000 vessels

Picture of test patch provided by Chuguko Marine Paints

I-Tech today

A scalable business with plenty of additional potential

Antifouling coatings
"A consolidated market"



"Antifouling paint is essential to ship performance"

Just 10% fouling can increase fuel consumption and CO_2 emissions by

30-40%

- ✓ Unique technology
- ✓ Intellectual property and formulation know-how
- ✓ Asset light - Outsourced production
- ✓ A low market penetration: >3.000 ships out of 110.000

Selektope's re-registration process in the EU

All biocides under regulatory pressure in Europe

Standardized process

Working Group meeting

11-22 March 2024

Discussion & commenting

BPC opinion

21 May 2024

ECHA concluded that approval should not be renewed, unless there is a disproportionate impact

Socio-economic analysis

End-August / November 2024

Demonstrate need of Selektope® (medetomidine) for maritime industry

Discussion in Standing Committee on Biocidal Products

March 2025

Member States in SCBP discuss evidence from public consultation

DG Sante to develop proposal

Vote in Standing Committee on Biocidal Products

Late 2025

Member States in SCBP vote on final proposal from European Commission, based on BPC opinion and outcome of SEA public consultation

Disclaimer – timelines may vary and are subject to change

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Business Outlook

- Increased uncertainty, market turbulence and currency headwind
- New customer product launches & business development activities
- Operational improvements & Advocacy linked to regulations

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