



2024

Year end report

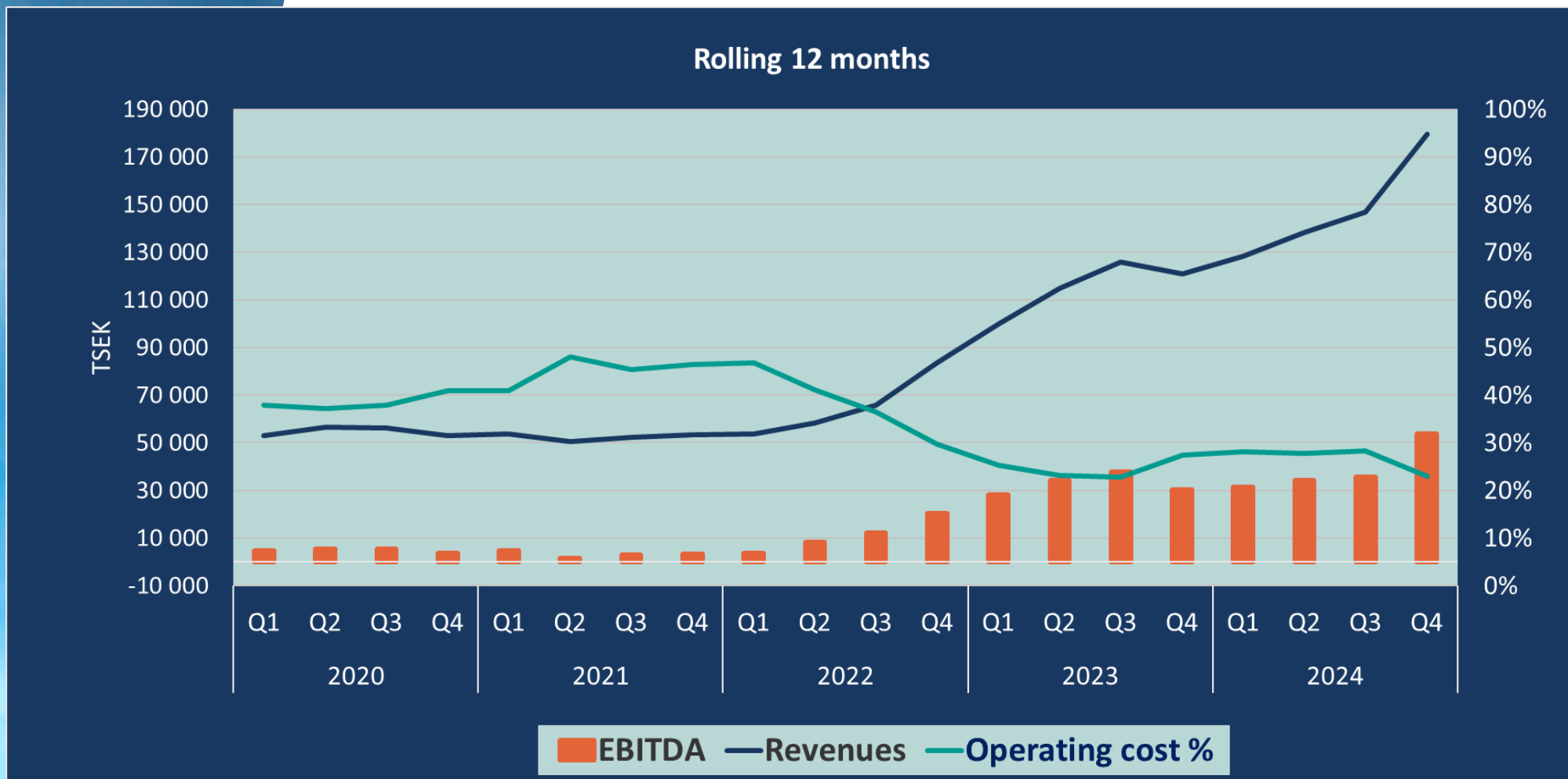
Markus Jönsson, CEO
Magnus Henell, CFO

February 6th, 2025

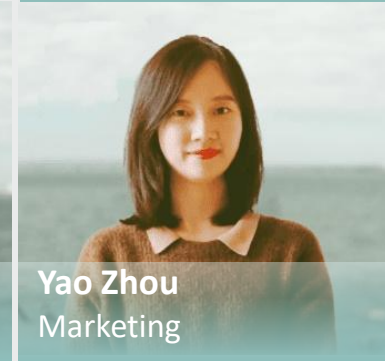
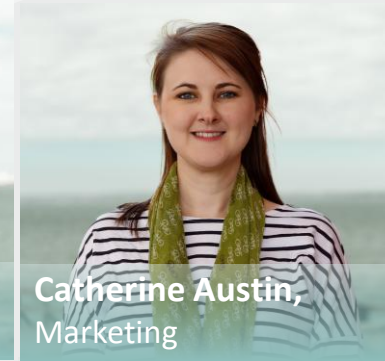


Q4- results

“A topline sales sprint in Q4 crowns a successful year”



Great accomplishments start with great people



The members of our team have extensive experience from clean-technology, maritime and chemical companies and strong research and development backgrounds.

Maritime shipping – Selected challenges

Emissions to air – CO₂ emission reduction



Even minor fouling on the hull will lead to significant extra engine power and fuel use to maintain speed.

Transfer of invasive species between ecosystems



Non-indigenous and invasive species are regarded as the second biggest cause of the extinction of species.

Emissions to water – Release of chemical substances



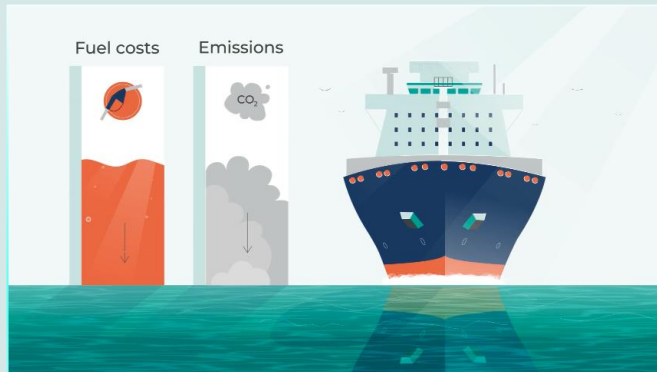
Use of biocides in paint is strictly regulated.

Selektope® helps to:

1

Reduce emissions to air

Premium antifouling helps to reduce emissions from shipping by lowering the hydrodynamic drag of the ship, which improves fuel efficiency and reduces CO₂ emissions.



2

Protect marine ecosystems



Premium antifouling can help to protect marine ecosystems by preventing the spread of invasive species and reducing the environmental impact of shipping.

3

Reduce emissions to the ocean

Selektope enables ultra-low biocide coatings.

Additionally, Selektope in coatings has no lethal effect on target organisms.



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



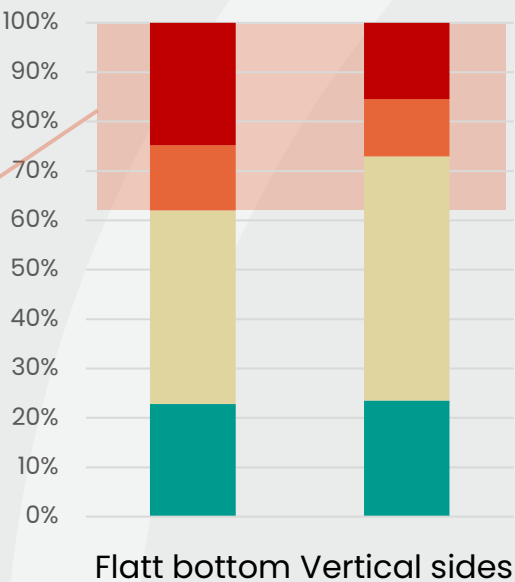
Most ships had some barnacle fouling.

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

Presence of Barnacles as percent of total observations



Selektope® significantly improves performance

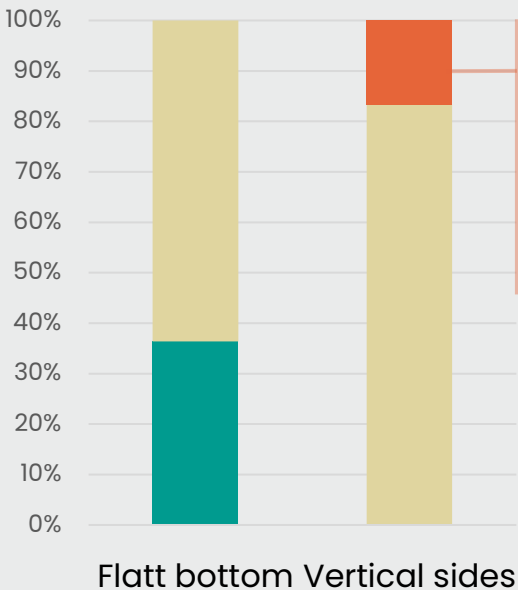


Image: "The report reveals that some of the hard animal fouling was on areas with coating breakdown"

<0.1% 0.1-10% 10-20% >20%

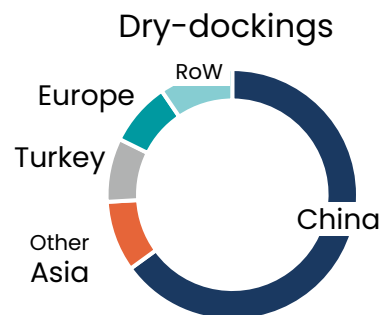
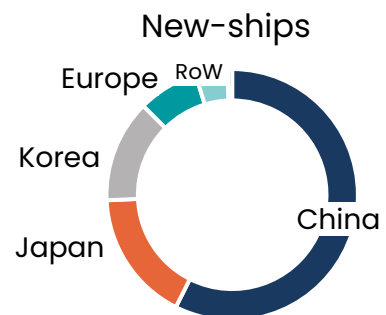
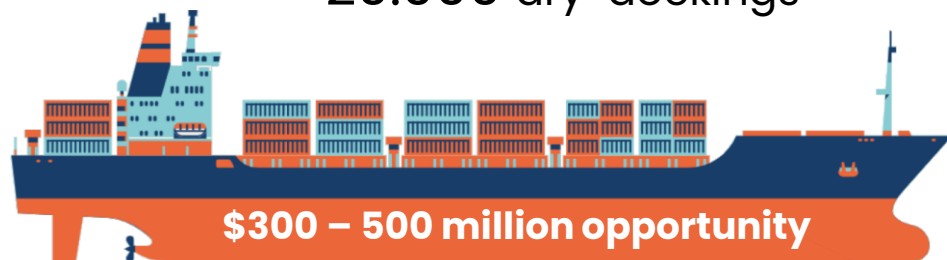
Barnacle coverage as percent of total under water area

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.

Market outlook

Ship building & maintenance (yearly)

- ✓ 1.800 new ships
- ✓ 20.000 dry-dockings



Antifouling technologies
for coatings

Source: Clarkson 2023, share of dry-dockings estimated based on special survey data



I-Tech today

A scalable business with plenty of additional potential

Antifouling coatings
"A consolidated market"



1 Akzo Nobel
2 PPG
3 Hempel

4 CMP
5 Jotun
6 Övriga*

*) Nippon,
KCC, Kansai,
Sherwin Williams

"Antifouling paint is essential to ship performance"

Just 10% fouling can increase fuel consumption and CO₂ 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

2024 highlights

“A topline sales sprint in Q4 crowns a successful year”



48% Sales Growth vs. 2023



Diversification continues: **33%** of Sales from a broadening customer base



Operating profit grew by **94%** to 45.5 MSEK
The board propose a total dividend of SEK 1.75 per share, corresponding to 53% of the net profit for the year



“Yet another record year”

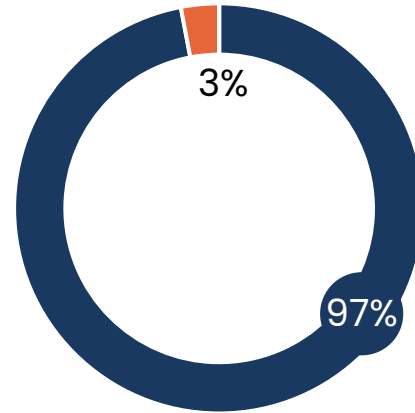
All amounts (MSEK)	2024 Oct-Dec	2023 Oct-Dec	2024 Jan-Dec	2023 Jan-Dec
Net Sales	57.8	25.3	179.4	120.9
Gross margin	54%	52%	53%	53%
EBITDA	18.8	1.5	53.7	31.4
EBIT	16.8	-0.5	45.5	23.4
Operating cashflow	6.2	-0.8	35.2	35.1
Net working capital	32.1	10.7	32.1	10.7
Cash balance	100.2	83.3	100.2	83.3

- Net sales up 48%!
- Slight increase of gross margin during final quarter
- 30% EBITDA margin despite extra operating cost
- Increased net working capital due to prepayments for production and significant increase in sales last quarter

Geographical spread

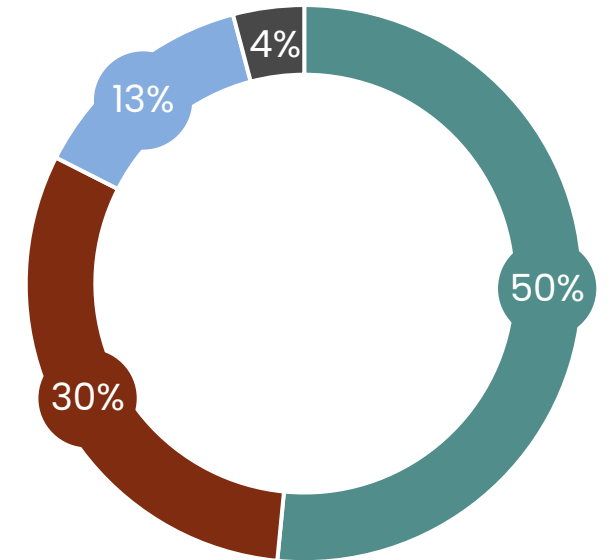
Northeast Asia drives topline

Overall sales split by region



■ Asia ■ Europe ■ RoW

Asia sales split by country



■ Korea ■ Japan ■ China ■ Singapore

X% - Share of total Sales

An eventful year

Major events during 2024



New supply agreements and new product launches by customers



Change in leadership & additional team capabilities



EU renewal: – A bumpy road, as foreboded



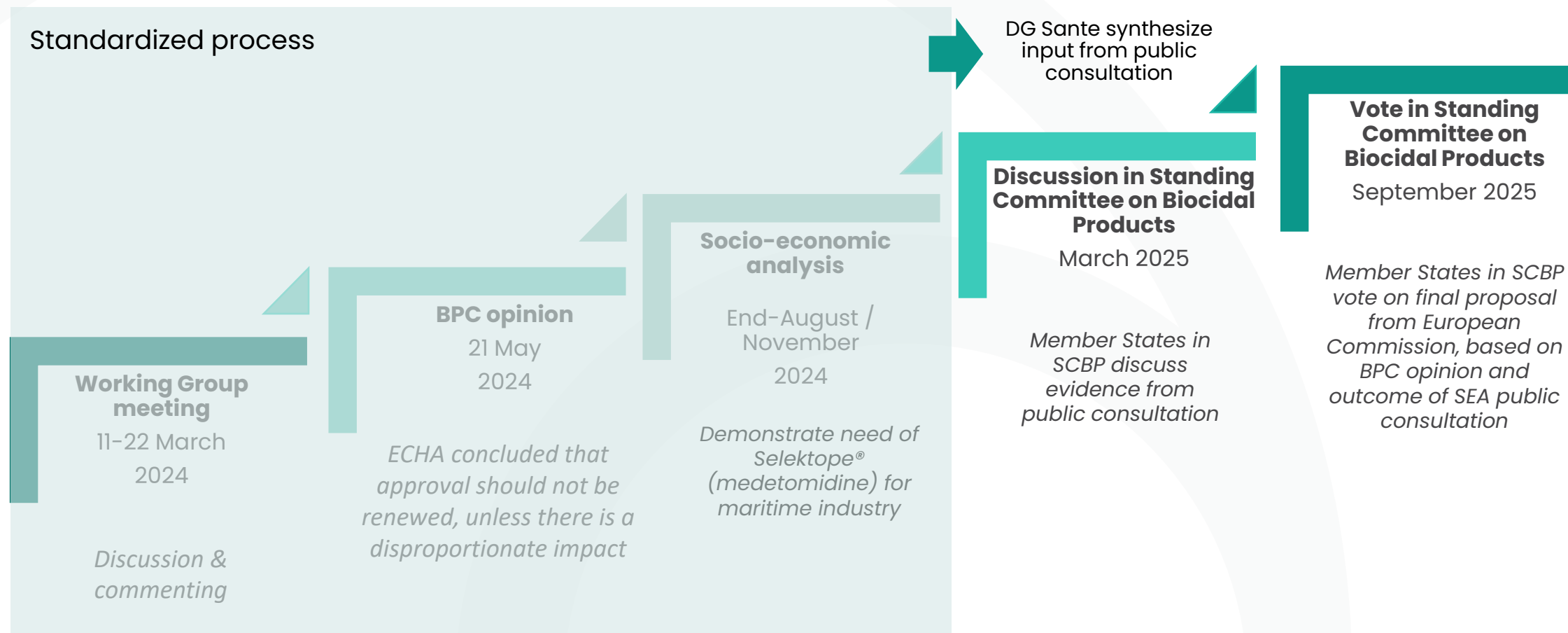
AWARDED

DI Gasell company 2024



Selektope's re-registration process in the EU

All biocides under regulatory pressure in Europe



Summary of known input in the public consultation

A non-renewal is a global issue with potential negative trade implications – **Weakened EU competitiveness**



Shipyards



Shipowners



Paint companies

A non-renewal would mean a lack of viable alternatives on the EU market – **Negative impact on the environment**



Stakeholders emphasized **the scarcity of viable alternatives** against hard fouling that are **suitable for commercial vessels** and available in the EU market.

Selektepe **supports the EU and IMO's goals to reduce greenhouse gas emissions from shipping**. Selektepe significantly reduces fuel consumption and CO₂ emissions, with significantly lower concentrations than its alternatives.

A clear conclusion from the Independent socio-economic analysis – **A derogated approval of Selektepe® is warranted**



The EU Biocidal Products Regulation states that renewal of an active substance **approval should be granted if non-renewal has disproportionate socio-economic impacts** (so-called *derogation criteria*)

Ricardo Plc. (a specialist in impact assessments for regulatory policy and decision making) performed an **independent socio-economic assessment (SEA)** of the potential impacts of non-renewal

Non-renewal of Selektepe would provide **no benefit at all** to society, while triggering **substantial costs**

Cost	Benefit
-4.0	0.0

Business development pipeline

New growth vectors and business diversification



Complementing technologies



Adjacent markets



Step-outs



Business Outlook



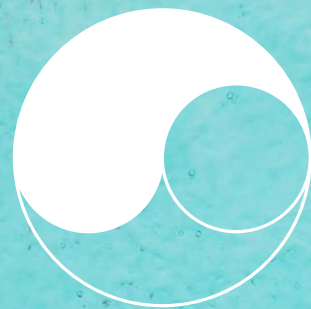
Favorable market conditions & new customer product launches



EU process continue to absorb attention & resources



Operational improvements



i-tech