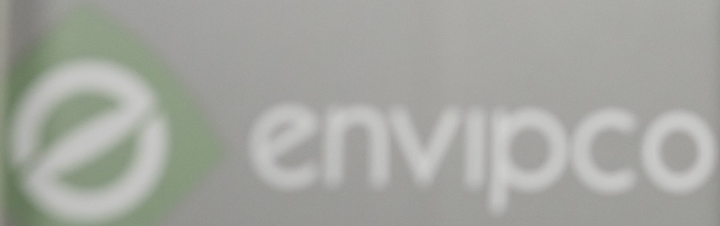




# Envipco

A Recycling Technology Leader Creating a  
Cleaner World for Future Generations

Company presentation | January 2024  
Pareto Securities Power & Renewable Energy Conference



# Disclaimer

THIS PRESENTATION may contain forward looking statements. These statements are based on current expectations, estimates and projections of Envipco's management and information currently available to the company. Envipco cautions that such statements contain elements of risk and uncertainties that are difficult to predict and that could cause actual performance and position to differ materially from these statements. Envipco disclaims any obligation to update or revise any statements made in this presentation to reflect subsequent events or circumstances, except as required by law. Certain figures in this presentation, including financial data, have been rounded. Accordingly, figures shown for the same category presented in different tables may vary slightly and figures shown as totals in certain tables may not be an exact arithmetic aggregation of the figures which precede them.

# A global recycling technology company set for growth

- **Engaging a vast global market opportunity**, mainly driven by deposit legislation rolled out across all EU countries
- **Captured leading position in European growth markets**, building on ~40% market share in North America and global Tier 1 customers
- **Ready to capture new markets as legislation matures**, with ample production capacity in the U.S, Germany, and Romania, and right-sized organization across European growth markets
- **Approaching inflection point for sustained profitability** with revenue doubled since 2021, economies of scale and gross margin expansion
- **Executed by seasoned team** with extensive cross-functional experience

Building from...

**EUR 65.5 million**

LTM revenue Q3 23

**1.7x**

revenue multiple 2021 - LTM Q3 23

**34.9%**

Q3 23 gross margin

...with 2025 ambition

**4 - 6x**

revenue growth from 2021

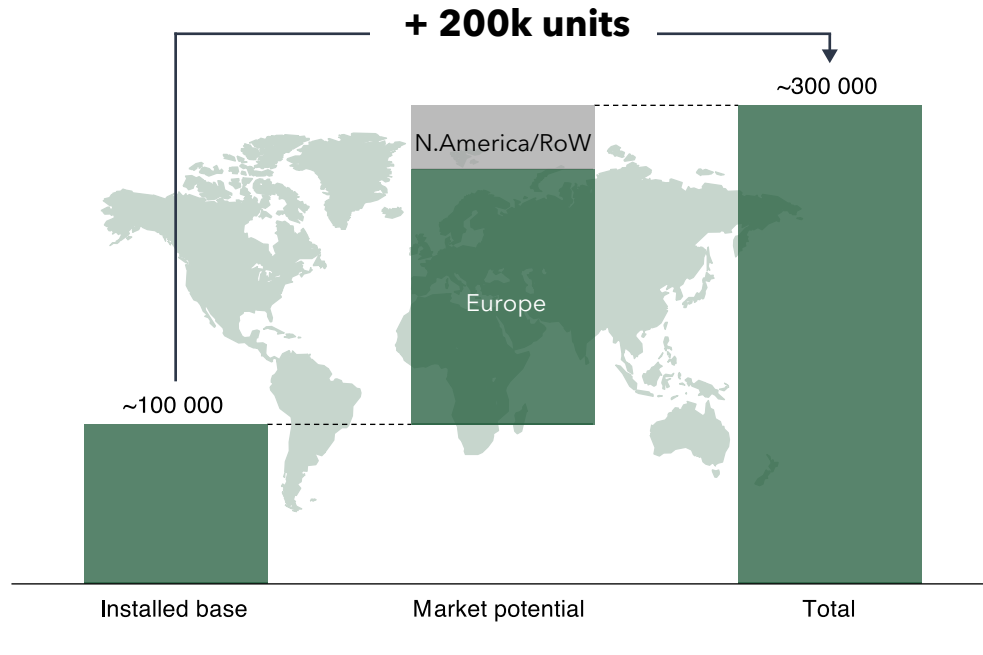
**30+%**

market share in new markets

**40%**

gross margin

# Engaging a vast market opportunity



**EUR 18 - 25k**

Average Reverse Vending  
Machine price



EU Legislation driving deposit return schemes (DRS) in all EU countries



Strong Consumer push to address plastic pollution



Beverage brand holders needing clean feedstock to put back into new packaging



Industry acknowledgment that deposit return schemes work and serves the interest of all stakeholders



Threat avoidance on PET packaging bans

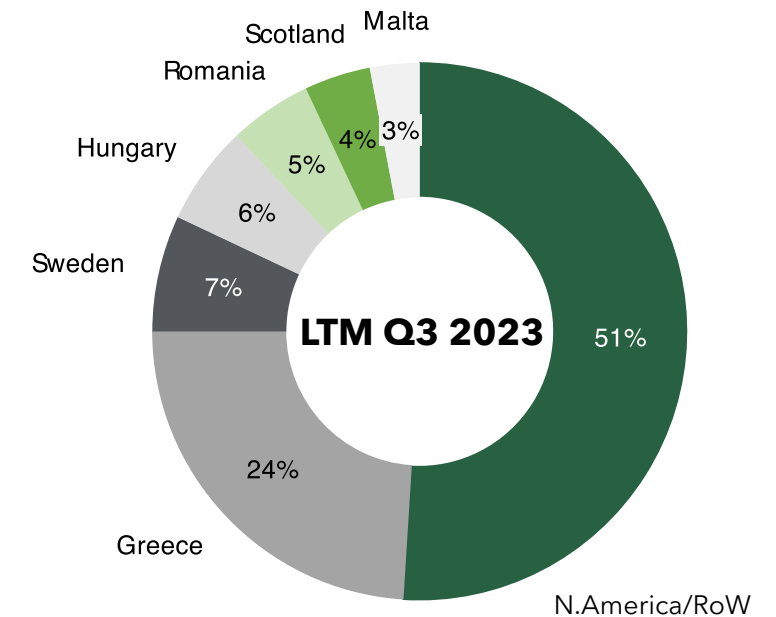
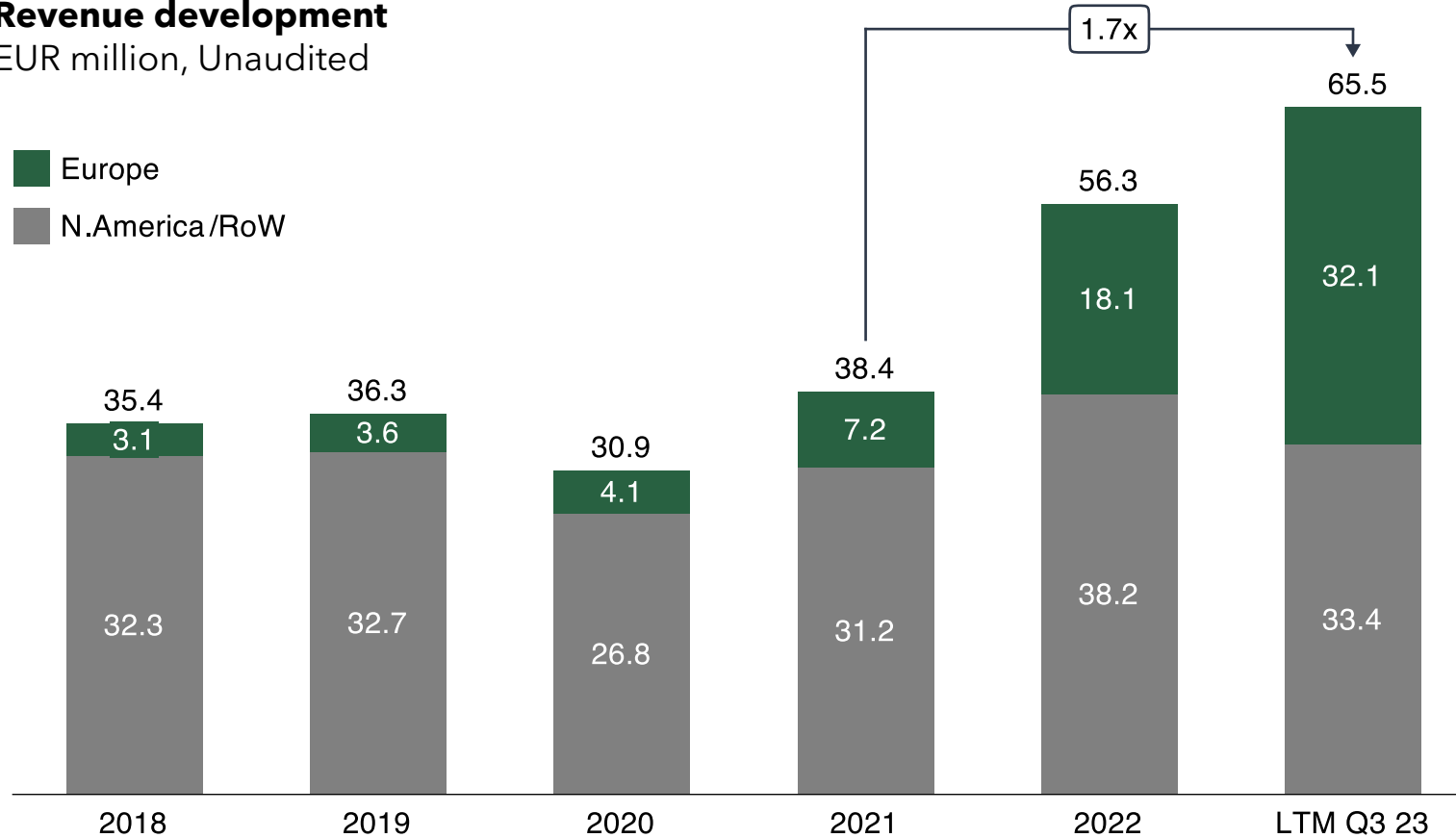
# Delivering on European growth strategy

## Revenue development

EUR million, Unaudited

Europe

N.America/RoW



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

DRS second wave (EU)

# Invested in building a market position

## Entered several new markets over the last 5 years...



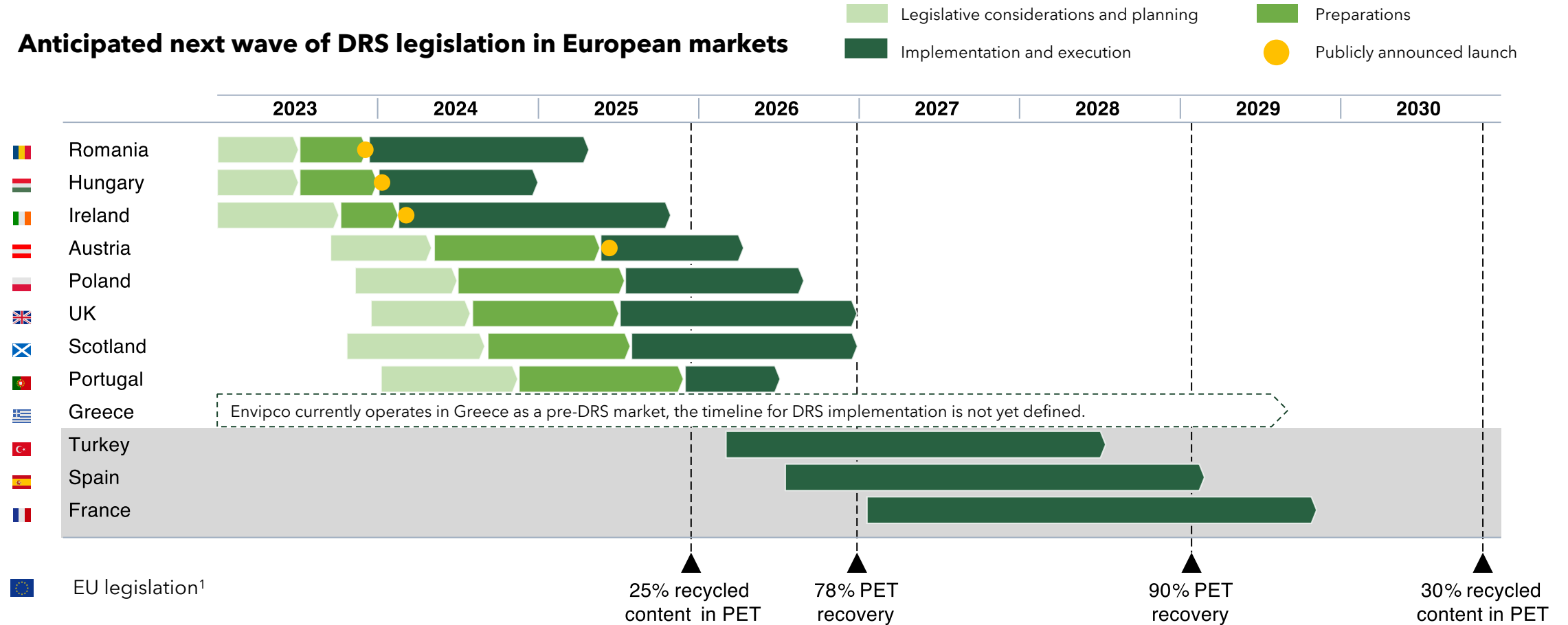
- Revenue generating country
- Commercial engagement
- Preparations
- Sales office
- Manufacturing facility

## ...already seeing strong progress (examples)

- 150 recycling centres (Quantum)
  - Project continuing into 2024/25 with significant potential~90%  
Mkt share
- Installed 700 RVMs with MOL group
  - +3,600 units to be delivered over the next two years~50%  
Mkt share
- Installed 250 RVMs
  - Installation of 30 Modula & Quantum machines has commenced+30%  
Mkt share
- Secured preferred supplier agreement with largest independent network in Ireland supporting 1,000 locations2024  
launch

# DRS second wave

## Anticipated next wave of DRS legislation in European markets



1) Council of the European Union: Regulation of the European parliament and of the council on packaging and packaging waste, amending Regulation (EU) 2019/1020 and Directive (EU) 2019/904, and repealing Directive 94/62/EC. 18 December 2023.

# Why we continue to win with our customers



**Broad and proven product portfolio**  
addressing all customer segments



**Proven track record with world leading retailers**  
showing our quality and commitment



**Ample production capacity**  
in USA, Germany and Romania with the capacity to serve large Tier 1 retailers



**Consultative approach**  
addressing customers' unique needs first and then designing a solution

Differentiating Envipco from our competitors



# Financial highlights

Profit & Loss (EUR million)	2021	2022	9M 2023
N. America/RoW	31.2	38.2	24.6
Europe	7.2	18.1	27.6
<b>Revenues</b>	<b>38.4</b>	<b>56.4</b>	<b>52.2</b>
Growth y/y	25 %	47 %	21 %
Gross margin	35 %	33 %	35 %
<b>EBITDA<sup>1</sup></b>	<b>5.9</b>	<b>2.3</b>	<b>2.9</b>
Operating earnings <sup>1</sup>	2.1	- 2.7	- 1.5
Pretax earnings <sup>1</sup>	1.3	- 4.0	- 2.3
<b>Net earnings <sup>1</sup></b>	<b>0.7</b>	<b>- 4.2</b>	<b>- 2.7</b>

Financial position (EUR million )	2021	2022	9M 2023
Fixed assets	19.8	25.7	27.2
Current assets	28.9	53.2	62.4
Cash	3.4	16.5	4.0
<b>Total assets</b>	<b>52.1</b>	<b>78.9</b>	<b>89.6</b>
Equity	30.8	27.9	39.8
Long-term debt	6.6	12.3	19.0
Short-term liabilities	14.7	38.6	30.8
<b>Total debt &amp; equity</b>	<b>52.1</b>	<b>78.9</b>	<b>89.6</b>
Net debt	4.0	-1.6	16.1

1) Includes other income of EUR 3.6m in 2021 and EUR 2.0m in 2022.

# Envipco share overview

## Share description

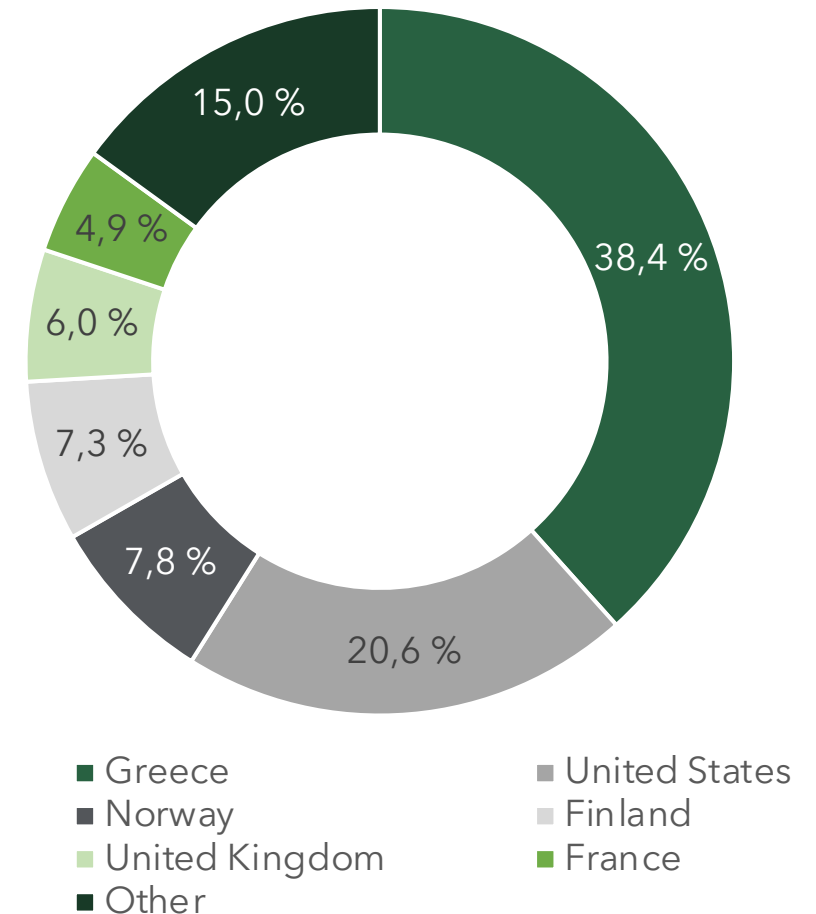
- Listed at Euronext Amsterdam: Ticker ENVI
- Listed at Euronext Growth Oslo - Ticker ENVIP
- Market capitalization: NOK 1.86b / EUR 164m<sup>1</sup>
- # of shares outstanding: 51.7 million



## Top 10 Shareholders January 2024

Owner	# of shares	% share	Country	Owner type
Alexandre Bouri	19 830 670	38.4 %	Greece	Private Individuals
Gregory Garvey	7 351 980	14.2 %	United States	Private Individuals
Otus Capital Management	2 785 195	5.4 %	UK	Fund company
Lazard Frères Gestion	2 443 206	4.7 %	France	Fund company
Robert Lincoln	1 722 440	3.3 %	United States	Private Individuals
Bhajun Gool Santchurn	1 554 800	3.0 %	United States	Private Individuals
OP Asset Management	1 537 000	3.0 %	Finland	Fund company
Aktia Asset Management	1 000 940	1.9 %	Finland	Fund company
Fondita Fund Management	975 000	1.9 %	Finland	Fund company
DNB Asset Management AS	735 653	1.4 %	Norway	Fund company
<b>Top 10 shareholders</b>	<b>39 936 884</b>	<b>77.3%</b>		
<b>Total shares outstanding</b>	<b>51 690 377</b>	<b>100.0 %</b>		

## Shareholdings by country



1) As of 08.01.2024.

# Summary

## Envipco is delivering on its growth strategy

- Securing leading market position in key new growth markets
- Innovative technology offering for all market segments
- Ample production capacity

## Vast market opportunity arising

- EU legislation driving positive DRS momentum
- Total addressable market could triple next 5-10 years
- Positive near-term momentum in Greece, Hungary, Ireland and Romania

## Building a scalable and profitable company with improved gross margins and operational gearing

- Committed to achieving 40% gross margin target
- Revenue growth to exceed organizational investments

Market share in  
new markets

**+30%**

Revenue growth  
2021 - 2025

**4x - 6x**

Gross margin

**40%**



# Appendix

# Profit & Loss

in EUR thousands	Note	Q3 23	Q3 22	YTD 23	YTD 22	FY 22
<b>Revenues</b>		<b>25 274</b>	<b>16 942</b>	<b>52 159</b>	<b>43 018</b>	<b>56 373</b>
Cost of sales		(16 444)	(11 648)	(34 122)	(28 723)	(37 911)
<b>Gross Profit</b>		<b>8 830</b>	<b>5 294</b>	<b>18 037</b>	<b>14 294</b>	<b>18 462</b>
Selling and distribution expenses		(542)	(1 061)	(1 791)	(2 413)	(3 437)
General and administrative expenses		(5 503)	(4 675)	(16 588)	(13 210)	(18 342)
Research and development expenses		(559)	(317)	(1 168)	(1 015)	(1 351)
Other income		0	1 957	2	1 957	1 958
<b>Operating Results</b>		<b>2 228</b>	<b>1 198</b>	<b>(1 509)</b>	<b>(386)</b>	<b>(2 710)</b>
Financial expense		(460)	(1 018)	(882)	(1 345)	(1 341)
Financial income		20	(26)	44	20	97
Net finance (cost) and or income		(440)	(1 044)	(839)	(1 324)	(1 244)
<b>Results before tax</b>		<b>1 788</b>	<b>154</b>	<b>(2 348)</b>	<b>(1 710)</b>	<b>(3 954)</b>
Income taxes		(94)	(370)	(329)	(498)	(224)
<b>Net Results</b>		<b>1 694</b>	<b>(216)</b>	<b>(2 676)</b>	<b>(2 209)</b>	<b>(4 178)</b>
<i>Other comprehensive income</i>						
<i>Items that will be reclassified subsequently to profit and loss</i>						
Exchange differences on translating foreign operations		750	2 195	53	5 602	1 625
Total other comprehensive income		750	2 195	53	5 602	1 625
<b>Total comprehensive income</b>		<b>2 443</b>	<b>1 979</b>	<b>(2 623)</b>	<b>3 393</b>	<b>(2 553)</b>
<b>Profit attributable to:</b>						
Owners of the parent		1 694	(218)	(2 677)	(2 203)	(4 182)
Non-controlling interests		(1)	2	1	(6)	4
<b>Total Profit/(loss) for the period</b>		<b>1 694</b>	<b>(216)</b>	<b>(2 676)</b>	<b>(2 209)</b>	<b>(4 178)</b>
<b>Total comprehensive income attributable to:</b>						
Owners of the parent		2 444	1 976	(2 624)	3 399	(2 556)
Non-controlling interests		(1)	2	1	(6)	4
		2 443	1 979	(2 623)	3 393	(2 553)
Number of weighted average (exclude treasury shares) shares used for calculations of EPS		51 690	46 051	51 690	46 051	46 051
Earnings/(loss) per share for profit attributable to the ordinary equity holders of the parent during the period						
- Basic (euro)		0.03	(0.00)	(0.05)	(0.05)	(0.09)

# Balance sheet

in EUR thousands	Note	30.09.23	30.09.22	31.12.22
<b>Assets</b>				
<b>Non-current assets</b>				
Development Costs Etc		7 827	-	7 575
Intangible assets		9 380	7 393	8 595
Property, plant and equipment		15 589	14 126	14 175
Financial assets		222	17	830
Deferred tax assets		1 986	2 237	2 081
Restricted cash		-	340	-
<b>Total non-current assets</b>		<b>27 176</b>	<b>24 114</b>	<b>25 681</b>
<b>Current assets</b>				
Inventory		32 876	25 182	24 114
Trade and other receivables		25 538	16 740	12 633
Cash and cash equivalents		4 008	699	16 121
Restricted cash		-	-	340
<b>Total current assets</b>		<b>62 422</b>	<b>42 622</b>	<b>53 208</b>
<b>Total assets</b>		<b>89 598</b>	<b>66 735</b>	<b>78 889</b>

in EUR thousands	Note	30.09.23	30.09.22	31.12.22
<b>Equity</b>				
Share capital		2 585	2 303	2 303
Share premium		70 919	57 428	56 939
Translation reserves		5 644	8 494	5 591
Legal reserves		7 827	7 086	7 575
Retained earnings		(47 187)	(41 470)	(44 511)
<b>Equity attributable to owners of the parent</b>		<b>39 788</b>	<b>33 841</b>	<b>27 897</b>
Non-controlling interests		44	45	43
<b>Total equity</b>		<b>39 831</b>	<b>33 886</b>	<b>27 940</b>
<b>Liabilities</b>				
<b>Non-current liabilities</b>				
Borrowings		16 544	11 157	10 930
Lease liabilities		2 313	1 104	1 233
Other liabilities		120	120	120
Deferred tax liability		-	-	50
<b>Total non-current liabilities</b>		<b>18 977</b>	<b>12 381</b>	<b>12 333</b>
<b>Current liabilities</b>				
Borrowings		3 537	2 449	3 620
Trade creditors		13 217	10 273	10 055
Share lending liability		-	-	15 000
Accrued expenses		9 024	6 360	7 458
Provisions		1 009	210	680
Lease liabilities		1 080	579	620
Tax and social security		2 922	598	1 182
<b>Total current liabilities</b>		<b>30 789</b>	<b>20 468</b>	<b>38 616</b>
<b>Total liabilities</b>		<b>49 767</b>	<b>32 849</b>	<b>50 949</b>
<b>Total equity and liabilities</b>		<b>89 598</b>	<b>66 735</b>	<b>78 889</b>

# Cash Flow Statement

in EUR thousands	Note	YTD 23	YTD 22	FY 22
<b>Cashflow from operating activities</b>				
Operating results		(1 509)	(386)	(2 710)
Adjustment for:				
Depreciation & Amortization		4 388	3 715	4 969
PPP loan forgiveness		-	(1 948)	(1 948)
Changes in:				
Changes in trade and other receivables		(12 143)	(1 367)	807
Changes in inventories		(9 028)	(8 412)	(8 424)
Changes in provisions		327	29	499
Changes in trade and other payables		6 331	3 290	5 572
<b>Cash generated from operations</b>		<b>(11 634)</b>	<b>(5 079)</b>	<b>(1 236)</b>
Interest received and paid		(613)	(352)	(249)
Income taxes paid		(329)	(498)	(278)
<b>Net cash flow from operating activities</b>		<b>(12 576)</b>	<b>(5 928)</b>	<b>(1 763)</b>
<b>Investing activities</b>				
Development expenditure, patents		(1 555)	(1 156)	(2 462)
Investments in property, plant & equipment		(2 085)	(2 088)	(5 944)
Restricted cash (non-current)		-	-	-
<b>Net cash flow used in investing activities</b>		<b>(3 640)</b>	<b>(3 244)</b>	<b>(8 406)</b>
<b>Financial activities</b>				
Proceeds of share issue		14 514	-	-
Proceeds share lending		(15 000)	-	15 000
Changes in borrowings - proceeds		9 000	9 056	13 696
Changes in borrowings - repayments		(3 541)	(1 745)	(4 779)
Changes in lease liabilities		(858)	(514)	(648)
<b>Net cash flow from financing activities</b>		<b>4 115</b>	<b>6 798</b>	<b>23 269</b>
<b>Net increase/(decrease) in cash and cash equivalents</b>		<b>(12 100)</b>	<b>(2 375)</b>	<b>13 101</b>
Opening position		16 121	3 061	3 061
Foreign currency differences on cash and cash equivalents		(13)	13	(41)
Closing position		4 008	699	16 121
<b>The closing position consists of:</b>				
Cash and cash equivalents		4 008	699	16 121
<b>Total closing balance in cash and cash equivalents</b>		<b>4 008</b>	<b>699</b>	<b>16 121</b>

