



## Pareto Conference

10. September 2025

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AN INNOVATIVE  
TECHNOLOGY LEADER  
IN WASTE MANAGEMENT

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# **The technology leader in waste management in a world with tighter regulations**

# This is Soiltech



Tailor-made solutions for reduction, recycling, and containment of waste on location

**Soiltech**  
**SmartTransfer™**  
**Digitalization**



Innovative and cost-effective technologies



Recurring revenues with solid counterparties



## Long-term contracts



**21**  
Fluid treatment operations



**7**  
Solid waste management operations



**8** Semis



**6** Jack-up rigs



**8** Platform rigs



**1** FSU



**130** employees



**8** Countries

# End-to-end waste management partner

## Fluid treatment and solid waste management

### Fluid treatment



**Fluid treatment (STT)** - High capacity, energy efficient treatment and recovery of contaminated water, incl. slop and brine – contributing to a circular economy

~50%

### Solid waste management



Efficient management of cuttings on rig and PSV, introducing **SmartTransfer™**, and **remote operations**

~44%

### Associated services



**Tank cleaning, centrifuges, vacuum units, mud coolers** and other associated equipment

~6%

Note: Share of Company's revenue 2025YTD

Source: Company





# From fluid treatment to integrated waste management projects



Fluid treatment - STT

2012 →



Flexible transfer pipe



Cuttings skip and ship operation on rig



Cuttings blower



Soiltech SmartTransfer™ Digitalization



Cuttings SmartTransfer™ on rig

2019 →



Automated tank cleaning



2021/22 →

Cuttings transfer to PSV and transport to shore + onshore waste handling

2025 →



## Strong recurring client base

### Selected customers





Addressable market Norway NOK 2.5 – 3 billion

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Mobile rig fleet Norway: 22 rigs

### **Soiltech market shares**

Fluid treatment 13 rigs (60%)

Solid waste management 2 rigs (10%)

Soiltech annual revenue Norway 2025 est. NOK 300 million

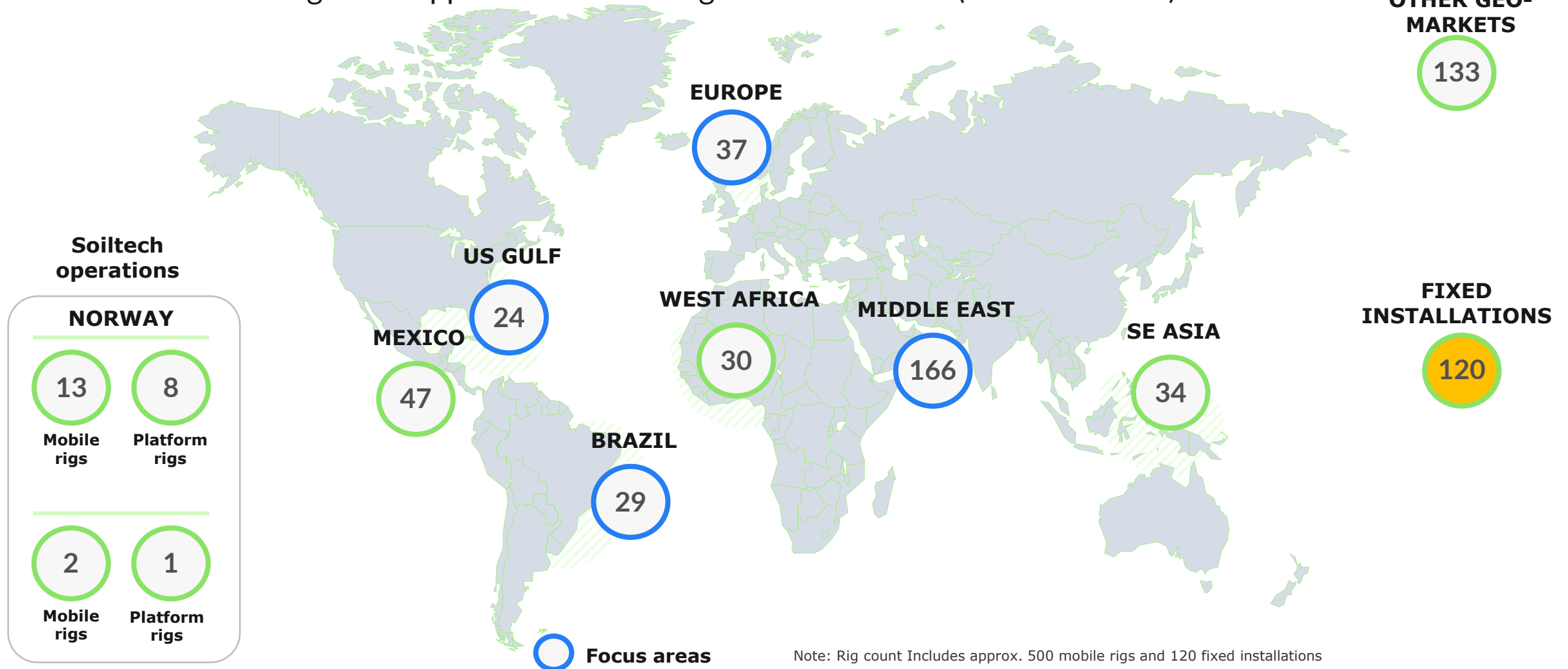




# Growth opportunities in Norway plus strong potential for global growth

Soiltech with an addressable core market of **>600 installations** globally<sup>1</sup>

Substantial future growth opportunities entering onshore markets (Middle East ++)

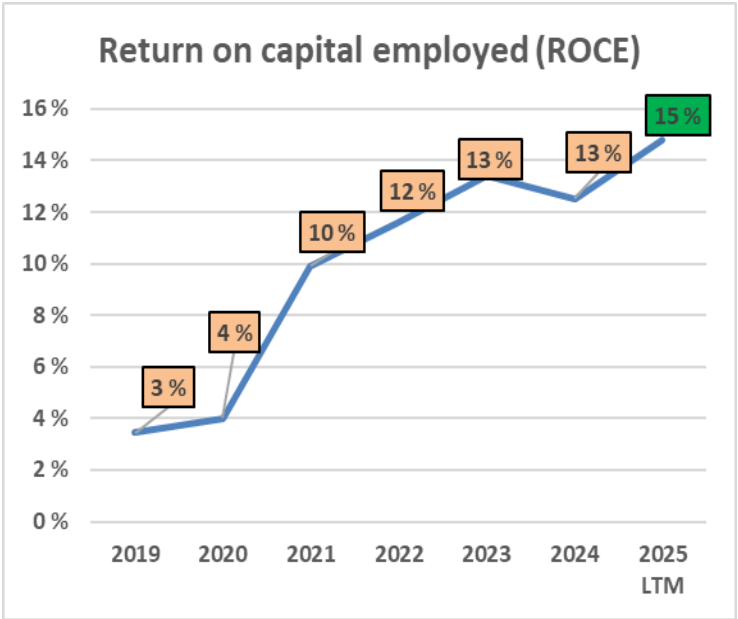
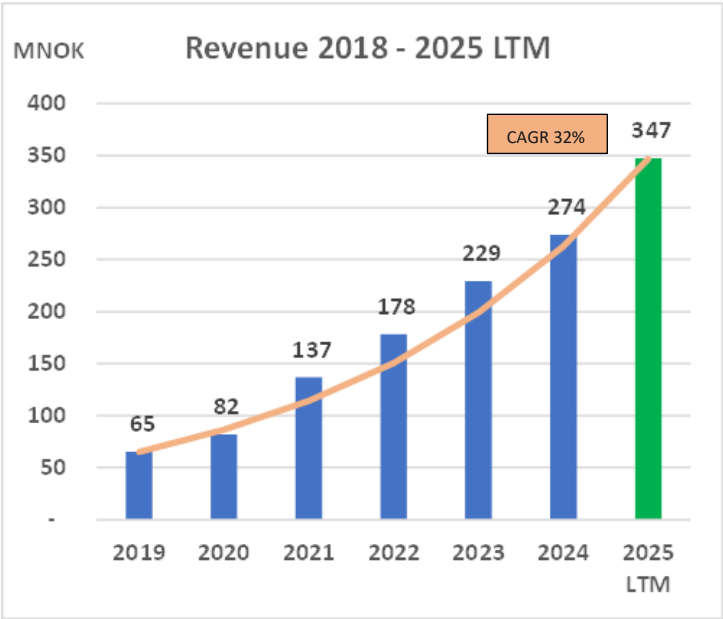


Note: Rig count Includes approx. 500 mobile rigs and 120 fixed installations

Source: Fearnley Securities equity research, HIS Markit

# Targeting NOK 1 billion in revenue by 2030 and EBITDA adj of 25%+

... Based on solid historical track record



... and securing additional bank facility of NOK 150 million at NIBOR+180 bps with a 10-year repayment profile for new investments. With this, our **total credit facilities** amount to NOK 410 million

# Why Soiltech?

**Cutting edge technologies** giving competitive advantage

**Offering increased drilling speed**, safer operations and reduced operating cost

**Strong client base** within E&P companies and drilling contractors

**Environmental regulations** tighten world-wide and the need for sustainable solutions and reduced CO2 emissions increase

**Solid financial track record** and an experienced management team

**Proven, profitable and scalable** business model





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