



Soiltech

For a greener future

REPORT
FOURTH QUARTER 2021

ABOUT SOILTECH

Soiltech is an industry leading cleantech service provider specializing in treating, recycling and responsible handling of contaminated water and solid industrial waste streams.

KEY FIGURES Q4 2021 (UNAUDITED)

INCOME STATEMENT (NOK 1,000)	Q4 2021	Q4 2020	YTD 2021	YTD 2020
Revenues	48 858	18 167	136 757	63 755
Operating cost	30 938	8 352	75 698	28 721
Gross margin	17 920	9 815	61 059	35 034
Gross margin (%)	37 %	54 %	45 %	55 %
SG&A	9 041	5 046	35 092	20 557
EBITDA	8 879	4 769	25 967	14 477
EBITDA margin (%)	18 %	26 %	19 %	23 %
Depreciation	2 736	2 579	10 585	6 723
Impairment of fixed assets		4 774		
OPERATING PROFIT	6 143	-2 584	15 382	7 754
Operating profit margin (%)	13 %	-14 %	11 %	12 %
Net financial items	-355	-348	-1 287	-924
PROFIT BEFORE TAX	5 788	-2 932	14 095	6 830
Profit before tax margin (%)	12 %	-16 %	10 %	11 %

BALANCE SHEET (NOK 1,000)	Q4 2021	Q4 2020
ASSETS		
Immaterial assets	471	489
Plant, property and equipment	122 466	95 256
Investments in subsidiaries	1 082	1 103
Fixed assets	124 019	96 849
Current receivables	44 824	12 893
Cash	36 537	35 954
Current assets	81 361	48 848
TOTAL ASSETS	205 380	145 696
	-	-
EQUITY AND LIABILITIES		
	-	-
Share capital	720	660
Share premium	70 044	60 766
Paid-in capital	70 764	61 426
Other equity	42 208	31 460
Total equity	112 972	92 886
Current liabilities	28 877	7 419
Long-term debt	63 530	45 392
Total debt	92 407	52 810
TOTAL EQUITY AND LIABILITIES	205 380	145 696
Equity ratio (%)	55 %	64 %

EVENTS IN THE FOURTH QUARTER 2021 AND POST-QUARTER EVENTS

Soiltech posted record revenue of NOK 48.9 million in the fourth quarter. The EBITDA was NOK 8.9 million and the company recorded a profit before tax of NOK 5.8 million. These figures include NOK 4 million in one-off costs for the quarter.

The activity in the quarter was record high, due to clients requesting additional waste management services to be delivered. Because of this, and partly due to Covid-19, cost in the quarter was higher than usual, caused by the mobilization of extra personnel. In addition, cost was higher due to an employee bonus award for the year (flat for all employees) and costs related to option awards for 2021. In total, these one-off costs amounted to NOK 4m in the quarter.

For the full year 2021, Revenues, EBITDA and Profit before tax was NOK 136.8m, NOK 26.0m and NOK 14.1m, respectively.

Investments and financing

Long-term interest-bearing debt was NOK 60m as at year-end whereas the cash position was NOK 37m.

The equity ratio was 55%.

As at year-end, the equipment fleet consisted of 19 water treatment (STT) units (whereof 1 newbuild unit delivered in December); solids handling equipment, tank and pit cleaning technologies, swarf and other waste handling equipment.

Operations

During the quarter, we had ongoing operations in Norway, UK, Netherlands and Abu Dhabi. As of the end of the quarter, 16 water treatment units were operating

Revenue utilization was 100% on all units.

There were no lost time incidents during the quarter and no spills to ground or sea.

Post-quarter events

In Q1 2022, Soiltech was awarded a long-term contract for treating contaminated water with its STT system, in connection with a decommissioning project offshore UK for RepsolSinopec. Start-up is Q1 2022.

We have signed a short-term contract with Aker BP for the provision of water treatment services on Valhall, starting in Q2 2022.

Two newbuild STT units have been delivered in Q1 2022 and two additional newbuilds will be delivered during the quarter. Following this, the STT fleet will consist of 23 units.

Outlook

We expect a high activity level in 2022, with a continued increase in demand for our services.

About Soiltech

Soiltech is an industry leading cleantech service provider specializing in treating, recycling and responsible handling of contaminated water and solid industrial waste streams. The company's waste management services include slop treatment, drill cuttings handling and treatment, swarf removal as well as tank and pit cleaning. Soiltech designs, engineers, builds, owns and operates its operative units, providing services in close co-operation with the customer on the customer's site.

Soiltech has 70 employees and is headquartered in Norway. The company operates worldwide and has satellite offices in the UK, Abu Dhabi and Saudi Arabia. Soiltech is listed on Euronext NOTC in Norway under the ticker SOIL.