

## REPORT SECOND QUARTER 2024



“Soiltech continue to gain market shares, both in Norway and internationally. The market’s response to our technology offering has been fantastic. This is all due to our innovative approach and the expertise and service attitude of the Soiltech team.”

Jan Erik Tveteraas, Soiltech CEO

## SECOND QUARTER 2024

(Numbers in brackets refer to corresponding period in 2023)

Soiltech had record high revenue in the second quarter with revenues amounting to MNOK 69.7. Adjusted EBITDA was MNOK 14.2 whereas profit before tax came to MNOK 2.7.

The high activity was due to an increased demand for Soiltech's sustainable waste treatment and recycling services across our technology portfolio, as the decarbonization of the energy sector continue to gain momentum and discharge regulations are tightening.

The revenues in the first six months of 2024 amounted to MOK 125.7 (MNOK 104.9), adjusted EBITDA came to MNOK 24 (MNOK 21.9) whereas profit before tax came to MNOK 5.8 (MNOK 9.3).

### KEY POINTS

- Record high revenue for a quarter
- Several new contracts signed
- Full commercial uptime across all operations
- Start-up of some projects delayed due to reasons on the client's side
- Merger between Soiltech and Oceanteam approved by the general meetings

### NEW CONTRACTS

- Contract with **Petrogas E&P** for treatment of contaminated water (STT) on Noble Resolute in the Netherlands with startup in Q2 2024
- Contract with **Equinor** for treatment of contaminated water (STT) on the FSU Njord Bravo in Norway, with expected startup in Q3 2024
- Contract with **Tullow Oil** for treatment of contaminated water (STT) on Island Innovator offshore Mauritania, with expected startup in Q3 2024

- Contract with **Odfjell Drilling** for treatment of contaminated water (STT) on Deepsea Stavanger in Norway, with startup in Q2 2024

### Post quarter contract awards

- Contract with **Transocean** for treatment of contaminated water on Transocean Enabler in Norway, with startup in Q3 2024. This is a substantial contract
- Contract with **COSL Drilling** for treating contaminated water on COSL Promoter in Norway, with startup in Q3 2024. This is a substantial contract

### Contract sizes

As from July 2024, Soiltech defines contract awards according to size. A sizable contract has an estimated value of NOK 3 – 10 million, a substantial contract has an estimated value of NOK 10 – 25 million, and a large contract has an estimated value above NOK 25 million

### MERGER WITH OCEANTEAM AND UPLISTING

The merger plan between Soiltech AS and Oceanteam ASA was approved by the general meetings of the companies on 4<sup>th</sup> of July 2024. Completion of the merger remains conditional upon a six-week creditor period.

Subject to an approved listing application by Oslo Børs, it is anticipated that Soiltech ASA will be listed and commence trading on Euronext Oslo Børs or Euronext Expand around the end of third quarter 2024. Until then, Soiltech and Oceanteam will trade as normal on the NOTC list and Euronext Oslo Børs, respectively.

## RESULTS

In Q2 2024, Soiltech's revenues reached MNOK 69.7, an increase from MNOK 64.5 in the same period last year. This increase is mainly due to a new contract for onshore treatment of waste. Adjusted EBITDA was MNOK 14.2 (MNOK 14.0), with an Adjusted EBITDA margin of 20%. Profit before tax amounted to MNOK 2.7 (MNOK 7.7). The decrease is mainly due to increased interest cost and cost related to the IPO process.

For the first six months of 2024, Soiltech's revenues amounted to MOK 125.7 (MNOK 104.9), whereas Adjusted EBITDA was MNOK 24.0 (MNOK 21.9), and profit before tax came to MNOK 5.8 (MNOK 9.3).

Of the total revenues, Treatment of contaminated water amounted to 61% (71%), Cuttings handling 24% (16%), Cleaning services 10% (7%) and Associated services 5% (5%).

Norway stood for 73% (77%) of the revenues and international 27% (23%).

## OPERATIONS

Soiltech's activity during the quarter was high. Start-up of some projects has been delayed due to reasons on the client's side. In the quarter, Soiltech had operations in Norway, UK, the Netherlands, and Denmark. We achieved 100% commercial uptime across all projects, with no incidents or spills.

## INVESTMENTS AND FINANCING

In the second quarter, the loan facility with Sandnes Sparebank was increased by NOK 30 million, to finance investments in new equipment. As of 30 June 2024, Soiltech's net-interest bearing debt amounted to MNOK 166.5, reflecting an increase from MNOK 111.2 as of year-end 2023.

As of 30 June 2024, the cash flow from operating activities reached MOK 7.2, while

cash flow from investing activities was MNOK -27.5, due to our capacity expansion initiatives.

Following a net contribution of MNOK 19.0 from financing activities, the net cash flow for the quarter stood at MNOK -1.3. The cash position on June 30, 2024, was MNOK 25.5. The book equity ratio was 43%.

## OUTLOOK

The demand for sustainable waste management services continue to grow, both in Norway and internationally. Soiltech is well positioned to increase our market shares, across the full technology portfolio.

The Board emphasizes that any forward-looking statements contained in this report could depend on factors beyond its control and are subject to risks and uncertainties. Accordingly, actual results may differ materially.

## ABOUT SOILTECH

Soiltech is an innovative technology company specializing in the treatment, recycling and sustainable handling of contaminated water and solid waste at site. Our technologies enable cost savings and lower CO2 emissions through waste reduction, waste recovery and reuse. The Company operates world-wide, with its head-office at Forus in Sandnes, Norway.

Learn more: [www.soiltech.no](http://www.soiltech.no)

**Sandnes, 13 August 2024**

Soiltech AS

The Board of Directors

**KEY FIGURES**

<b>INCOME STATEMENT (NOK 1,000)</b>	<b>Q2 2024</b>	<b>Q2 2023</b>	<b>YTD 2024</b>	<b>YTD 2023</b>
<b>Revenues</b>	<b>69 688</b>	<b>64 470</b>	<b>125 715</b>	<b>104 887</b>
Operating cost	(43 460)	(39 475)	(77 507)	(62 380)
<b>Gross profit</b>	<b>26 228</b>	<b>24 995</b>	<b>48 208</b>	<b>42 506</b>
Gross profit margin	38 %	39 %	38 %	41 %
SG&A	(12 051)	(10 955)	(24 163)	(20 625)
<b>Adjusted EBITDA</b>	<b>14 177</b>	<b>14 040</b>	<b>24 045</b>	<b>21 882</b>
Adjusted EBITDA margin	20 %	22 %	19 %	21 %
Adjustments*	(2 138)	31	(2 628)	(1 096)
<b>EBITDA</b>	<b>12 039</b>	<b>14 072</b>	<b>21 417</b>	<b>20 786</b>
Depreciation	(5 265)	(4 662)	(9 936)	(8 744)
<b>Operating profit</b>	<b>6 774</b>	<b>9 409</b>	<b>11 481</b>	<b>12 042</b>
Operating profit margin	10 %	15 %	9 %	11 %
Net financial items	(4 060)	(1 752)	(5 688)	(2 783)
<b>Profit before tax</b>	<b>2 713</b>	<b>7 657</b>	<b>5 794</b>	<b>9 260</b>
Profit before tax margin	4 %	12 %	5 %	9 %

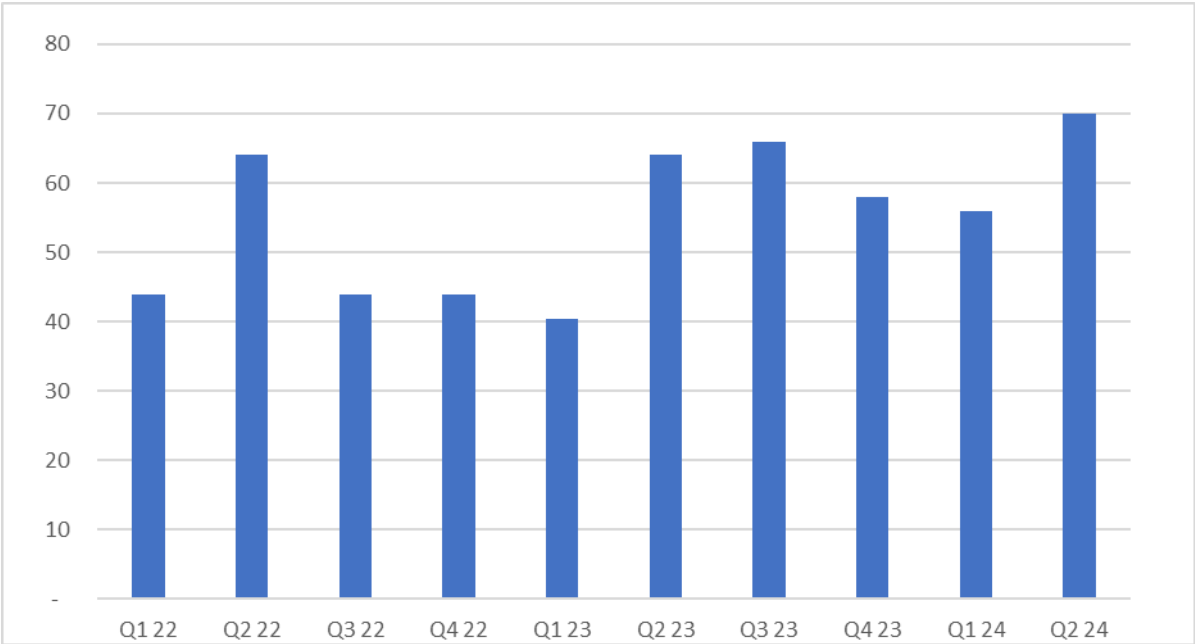
\*Adjustments are non-cash cost related to share incentive scheme and other non-recurring costs.

Information on Alternative Performance measures (APM) can be found in appendix at the end of the report.

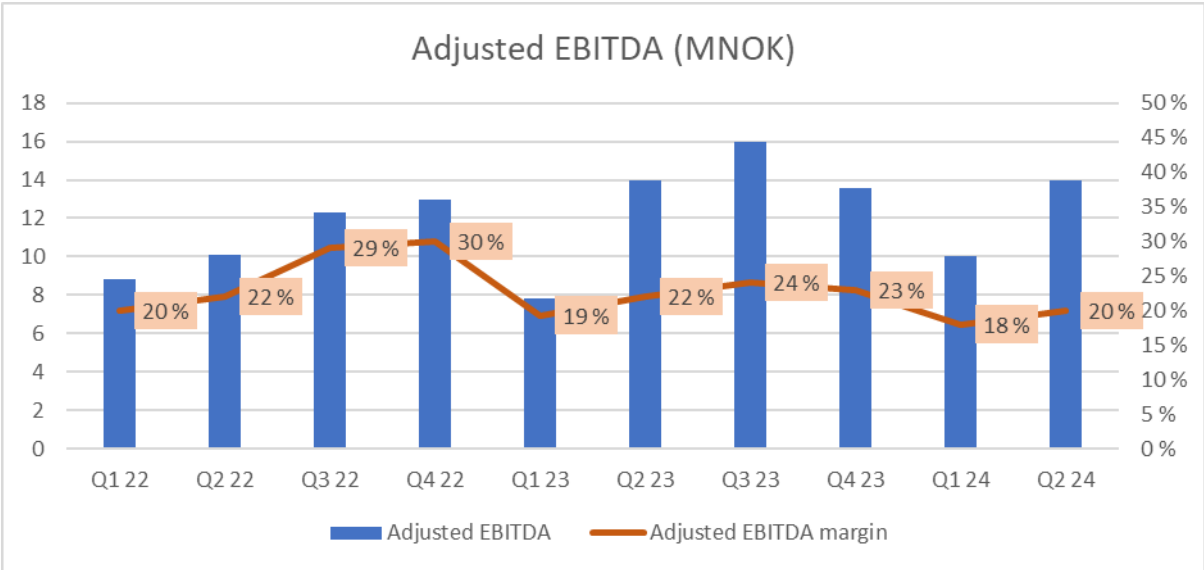
<b>BALANCE SHEET (NOK 1,000)</b>	<b>30.06.2024</b>	<b>31.12.2023</b>
Total assets	411 914	350 681
Total equity	175 890	170 565
Equity ratio %	43 %	49 %

<b>Cash flow (NOK 1,000)</b>	<b>YTD 2024</b>	<b>YTD 2023</b>
Profit before tax	5 794	9 260
Net cashflow from operating activities	7 221	5 128
Net cashflow from investing activities	(27 508)	(28 754)
Net cashflow from financing activities	18 981	204
Total net cash flow	-1 306	-23 422
<b>Cash at beginning of period</b>	<b>26 783</b>	<b>38 832</b>
<b>Cash at end of period 30.06</b>	<b>25 477</b>	<b>15 410</b>

Quarterly revenue 2022 – Q2 2024 (MNOK)



Quarterly Adjusted EBITDA 2022 – Q2 2024 (MNOK)



# Condensed consolidated financial statements

**CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME (UNAUDITED)**

<b>Profit or loss</b> (amounts in NOK 1000)	Note	Q2 2024	Q2 2023	YTD 2024	YTD 2023
Revenue	3	69 667	64 149	125 662	104 524
Other operating income	3	21	321	53	363
<b>Total operating income</b>	3	69 688	64 470	125 715	104 887
Cost of materials		(14 648)	(16 324)	(20 314)	(23 780)
Personnel expenses		(33 136)	(27 830)	(66 558)	(49 853)
Depreciation and amortisation		(5 265)	(4 663)	(9 936)	(8 744)
Other operating expenses		(9 865)	(6 250)	(17 426)	(10 473)
<b>Total operating expenses</b>		(62 914)	(55 067)	(114 233)	(92 850)
<b>Operating profit</b>		6 774	9 403	11 482	12 037
Net foreign exchange gains (losses)		(423)	138	772	946
Financial income		17	112	-	262
Financial expenses		(3 655)	(1 998)	(6 460)	(3 985)
<b>Net financial items</b>		(4 061)	(1 748)	(5 688)	(2 777)
<b>Profit before tax</b>		2 713	7 655	5 794	9 260
Income tax expense	4	(326)	(2 037)	(1 058)	(2 037)
<b>Profit for the period</b>		2 388	5 618	4 735	7 222
<b>Other comprehensive income</b>					
<i>Items that may be reclassified to profit or loss</i>					
Currency translation differences		-	-	-	-
Income tax relating to these items		-	-	-	-
<b>Net other comprehensive income</b>		-	-	-	-
<b>Total comprehensive income for the period</b>		2 388	5 618	4 735	7 222
<b>Total comprehensive income is attributable to:</b>					
Owners of Soiltech AS		2 388	5 618	4 735	7 222
<b>TRANSFERS</b>					
Transfers to other equity		2 388	5 618	4 735	7 222
<b>Total allocations</b>		2 388	5 618	4 735	7 222
<b>Earnings per share (NOK)</b>					
Basic earnings per share	9	0.32	0.76	0.64	0.98
Diluted earnings per share	9	0.31	0.71	0.61	0.91

**CONSOLIDATED STATEMENT OF FINANCIAL POSITION (UNAUDITED)**

(amounts in NOK 1000)

	Note	30.06.2024	31.12.2023
<b>ASSETS</b>			
<b>Non-current assets</b>			
Deferred tax assets	4	10 325	10 403
Intangible assets		2 412	1 811
Property, plant & equipment		199 880	181 117
Right-of-use assets		98 431	71 140
Investments in subsidiaries		0	0
Other non-current assets		797	762
<b>Total non-current assets</b>		<b>311 844</b>	<b>265 234</b>
<b>Current assets</b>			
Inventories		159	159
Trade receivables	6	56 764	44 195
Cash and cash equivalents	5	25 477	26 783
Other current assets		17 670	14 310
<b>Total current assets</b>		<b>100 070</b>	<b>85 447</b>
<b>TOTAL ASSETS</b>		<b>411 914</b>	<b>350 681</b>
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>			
Share capital		741	741
Other paid-in equity		83 948	83 948
Other reserves		2 416	1 826
Retained earnings		88 786	84 050
<b>Total equity</b>		<b>175 890</b>	<b>170 565</b>
<b>Non-current liabilities</b>			
Borrowings	5,6	94 822	68 913
Lease liabilities	7,8	61 168	41 847
Other non-current liabilities		616	669
<b>Total non-current liabilities</b>		<b>156 606</b>	<b>111 429</b>
<b>Current liabilities</b>			
Trade payables	7	20 271	13 153
Borrowings	5,6	23 298	16 860
Lease liabilities	7,8	12 676	10 409
Tax payable	4	0	0
Other current liabilities	7	23 172	28 265
<b>Total current liabilities</b>		<b>79 417</b>	<b>68 687</b>
<b>Total liabilities</b>		<b>236 023</b>	<b>180 116</b>
<b>Total equity and liabilities</b>		<b>411 914</b>	<b>350 681</b>



**CONSOLIDATED STATEMENT OF CASH FLOW (UNAUDITED)**

(amounts in NOK 1000)

	Note	YTD 2024	YTD 2023
<b>Cash flows from operating activities</b>			
Profit before tax		5 794	9 260
Income taxes paid	4	(980)	-
Depreciation, amortisation and impairment		9 936	8 744
Interest expense	5	5 883	3 013
Changes in trade receivables, contract assets/liabilities		(12 725)	(15 872)
Changes in trade payables		13 203	6 523
Changes in other accruals and prepayments		(13 889)	(6 540)
<b>Net cash flow from operating activities</b>		<b>7 221</b>	<b>5 128</b>
<b>Cash flows from investment activities</b>			
Purchase of property, plant & equipment & Intangible assets		(27 508)	(28 754)
<b>Net cash flow from investment activities</b>		<b>(27 508)</b>	<b>(28 754)</b>
<b>Cash flows from financing activities</b>			
Proceeds from new borrowings		39 700	15 200
Repayments on borrowings	5	(8 105)	(6 649)
Payment of principal portion of lease liabilities	5	(7 487)	(5 306)
Interest paid	5	(5 131)	(3 041)
<b>Net cash flow from financing activities</b>		<b>18 981</b>	<b>204</b>
<b>NET CASH FLOW FOR THE PERIOD</b>		<b>(1 306)</b>	<b>(23 422)</b>
Cash and cash equivalent 01.01		26 783	38 832
<b>Cash and Cash equivalents</b>		<b>25 477</b>	<b>15 410</b>

**CONSOLIDATED STATEMENT OF CHANGES IN EQUITY (UNAUDITED)**

	Share capital	Other paid- in equity	Other reserves	Retained earnings	Total equity
<b>2024</b>					
Balance at 31 December 2023	741	83 948	1 826	84 051	170 566
<b>Balance at 31 December 2023</b>	<u>741</u>	<u>83 948</u>	<u>1 826</u>	<u>84 051</u>	<u>170 566</u>
Profit for the period	0	0	0	4 735	4 735
<b>Total comprehensive income</b>	<u>0</u>	<u>0</u>	<u>0</u>	<u>4 735</u>	<u>4 735</u>
<i>Transactions with owners</i>					
Share-based payment	0	0	590	0	590
<b>Balance at 30 June 2024</b>	<u>741</u>	<u>83 948</u>	<u>2 416</u>	<u>88 785</u>	<u>175 890</u>
<b>2023</b>					
Balance at 31 December 2022	741	83 948	1 132	56 631	142 451
<b>Balance at 1 January 2023</b>	<u>741</u>	<u>83 948</u>	<u>1 132</u>	<u>56 631</u>	<u>142 451</u>
Profit for the period	0	0	0	7 222	7 222
<b>Total comprehensive income</b>	<u>0</u>	<u>0</u>	<u>0</u>	<u>7 222</u>	<u>7 222</u>
<i>Transactions with owners</i>					
Share-based payment	0	0	176	0	176
<b>Balance at 30 June 2023</b>	<u>741</u>	<u>83 948</u>	<u>1 308</u>	<u>63 853</u>	<u>149 850</u>

## **Notes to the Consolidated interim financial statements**

### **Note 1 – General information**

Soiltech AS (the 'Company') is a limited company domiciled in Norway. The registered office of the Company is Koppholen 25, 4313, Sandnes, Norway.

The Company is an innovative technology company specializing in the treatment, recycling and sustainable handling of contaminated water and solid industrial waste streams on site. The Company is listed on the NOTC in Oslo with ticker code 'SOIL'. The consolidated financial statements comprise the financial statements of the Company and its subsidiaries (together referred to as the 'Group' or 'Soiltech').

The interim consolidated financial statements have not been subject to external audit.

### **Note 2 – Summary of general accounting policies**

The Group has applied the same accounting policies and methods of computation in its interim consolidated financial statements as in its 2023 annual financial statements. Specific accounting policies related to the individual areas in the interim consolidated financial statements are described in the relevant notes.

#### **Basis for preparation**

These interim consolidated financial statements are presented in accordance with IAS 34 Interim Financial Reporting. They were authorised for issue by the board of directors on 13 August 2024. They do not include all disclosures that would otherwise be required in a complete set of financial statements and should be read in conjunction with the 2023 IFRS financial statement issued by the company on the 15 of March 2024.

The interim consolidated financial statements are presented in Norwegian Kroner (NOK) and have been rounded to the nearest thousand unless otherwise stated. As a result of rounding adjustments, amounts and percentages may not add up to the total.

#### **Accounting estimates and judgements**

Items in the financial statements are to a varying degree affected by estimates and assumptions made by management, reference is made to the relevant notes for the affected items.

Estimates with a material impact on the interim financial statements, combined with a significant estimation uncertainty, consists of recognition of deferred tax asset (note 4)

#### **Segment information**

Given the uniform nature of the Group's services and the centralized management from its head office in Norway, the entire Group is considered as a single operating segment for internal reporting purposes.

### New and amended IFRS standards

Of new standards and interpretations that are not mandatory for the current reporting period, none are expected to have a material impact on the entity in the current or future reporting periods and on foreseeable future transactions.

### Share - based payments transactions

There were allocated 165 000 new share options to key employee and board member.

Per 30.06.2024, there were 1 434 700 options outstanding.

### Note 3 – Revenues

#### Revenues by product category

	Q2	Q2	YTD	YTD
(amounts in NOK 1000)	2024	2023	2024	2023
Treatment of contaminated water	42 469	44 281	76 137	74 629
Cuttings handling	17 351	10 103	29 748	14 950
Cleaning services	6 924	1 429	12 626	2 386
Associated services	2 943	8 657	7 205	12 922
<b>Total</b>	<b>69 688</b>	<b>64 470</b>	<b>125 715</b>	<b>104 887</b>

#### Revenues by geography

	Q2	Q2	YTD	YTD
(amounts in NOK 1000)	2024	2023	2024	2023
Norway	56 050	49 100	91 275	80 944
Europe (Excl. Norway)	13 298	12 094	33 671	19 193
Rest of the world	340	3 276	769	4 750
<b>Total</b>	<b>69 688</b>	<b>64 470</b>	<b>125 715</b>	<b>104 887</b>

#### Revenues from major customers

	YTD	YTD
(amounts in NOK 1000)	2024	2023
Customer 1	35 457	32 688
Customer 2	18 261	21 069
Customer 3	14 367	12 177
Customer 4	12 674	9 480
Customer 5	10 839	8 285
<b>Total from major customers</b>	<b>91 599</b>	<b>83 699</b>
Other (less than 10% each)	34 116	21 188
<b>Total</b>	<b>125 715</b>	<b>104 887</b>

## Note 4 – Income tax

### Accounting policies

The Group consists of companies subject to ordinary corporate taxation in Norway, and within the same tax group with respect to offsetting of deferred tax. Income tax is therefore recognized on the basis of a general application of IAS 12 without the need for further judgments or policies of significance.

### Basis for recognition of deferred tax assets

Deferred tax assets are recognized when it is probable that the company will have a sufficient profit for tax purposes in subsequent periods to utilize the tax asset. The Group recognize previously unrecognized deferred tax assets to the extent it has become probable that the Group can utilize the deferred tax asset. Similarly, the Group will reduce a deferred tax asset to the extent that the Group no longer regards it as probable that it can utilize the deferred tax asset. Deferred tax and deferred tax assets are measured on the basis of the expected future tax rates applicable to the companies in the Group where temporary differences have arisen based on tax rates (and tax laws) that have been enacted or substantively enacted by the end of the reporting period. Deferred tax and deferred tax assets are recognized at their nominal value and classified as non-current asset (non-current liabilities) in the consolidated statement of financial position.

### Basis for tax expense in interim periods

Due to materiality tax expense in interim periods is measured by multiplying profit before tax by nominal tax rate of 22%. A difference between the estimated tax cost for 2023 and tax returns of TNOK 216 is recognized as part of the 1H 2024 tax expense.

## Note 5 – Cash and cash equivalents

Cash and cash equivalents comprise mostly ordinary bank deposits. The statement of cash flows is prepared using the indirect method. Interest income and expenses are presented as investing and financing activities, respectively.

### Restricted cash

(amounts in NOK 1000)

	30.06.2024	31.12.2023
Payroll withholding tax account	1 904	3 520

## Reconciliation of cash flows from financing activities

(amounts in NOK 1000)	Lease liabilities	Borrowings	Total
<b>Carrying amount 31.12.2023</b>	<b>52 256</b>	<b>85 773</b>	<b>138 029</b>
<b>Cash flows</b>			
Proceeds from new borrowings		39 700	39 700
Repayment of principal borrowings		(8 105)	(8 105)
Repayment of principal portion of lease liability	(7 487)		(7 487)
Interest paid	(2 164)	(2 967)	(5 131)
Interest expenses	2 164	3 719	5 883
Additions lease	29 075	-	29 075
<b>Carrying amount 30.06.2024</b>	<b>73 844</b>	<b>118 120</b>	<b>191 964</b>
Non-current	61 168	94 822	
Current	12 676	23 298	

### Note 6 – Borrowings

#### Accounting policies

Borrowings are initially recognized at fair value, including transaction costs directly attributable to the transaction, and are subsequently measured at amortized cost. There has not been any material transaction cost during the year.

#### Covenants

The loan facility with Sandnes Sparebank entered in 2023 has the following covenants:

- Net-interest bearing debt (NIBD)/Earnings before interest taxes, depreciation and amortization (EBITDA) 12 month rolling < 4
- Book equity > 30%
- Approval from bank if dividend/group contribution

The company is not in breach with any of the covenants above.

#### Specification of borrowings – 30.06.2024

(amounts in NOK 1000)	Nominal interest rate	Nominal amount	Capitalized financing fees	Carrying amount
Innovasjon Norge	7,7%	2 583	0	2 583
Sandnes Sparebank	3 m.Nibor+2.5%	115 537	0	115 537
<b>Carrying amount as per 30.06.2024</b>		<b>118 120</b>		<b>118 120</b>
<b>Non-current borrowings</b>				<b>94 822</b>
<b>Current borrowings</b>				<b>23 298</b>

### Specification of borrowings – 31.12.2023

(amounts in NOK 1000)	Nominal interest rate	Nominal amount	Capitalized financing fees	Carrying amount
Innovasjon Norge	7,7%	3 875	0	3 875
Sandnes Sparebank	3 m.Nibor+2.5%	81 898	0	81 898
<b>Carrying amount as per 31.12.2023</b>		<b>85 773</b>	<b>0</b>	<b>85 773</b>
<b>Non-current borrowings</b>				<b>68 913</b>
<b>Current borrowings</b>				<b>16 860</b>

### Contractual payments on borrowings – 30.06.2024

(amounts in NOK 1000)	Next year	1-2 years	2-5 years	More than 5 years
Innovasjon Norge	2 763	0	0	0
Sandnes Sparebank	26 211	24 833	66 235	20 568
<b>Total</b>	<b>28 974</b>	<b>24 833</b>	<b>66 235</b>	<b>20 568</b>

### Contractual payments on borrowings – 31.12.2023

(amounts in NOK 1000)	Next year	1-2 years	2-5 years	More than 5 years
Innovasjon Norge	2 813	1 330	0	0
Sandnes Sparebank	18 580	17 612	47 024	14 453
<b>Total</b>	<b>21 393</b>	<b>18 942</b>	<b>47 024</b>	<b>14 453</b>

For loans with floating interest rates, the amounts above are calculated using the current interest rate per the relevant year end.

### Carrying amount of assets pledged as security

(amounts in NOK 1000)	30.06.2024	31.12.2023
Property, plant & equipment	199 880	180 954
Trade receivables	56 764	44 171
<b>Total</b>	<b>256 644</b>	<b>225 124</b>

### Note 7 – Financial assets and liabilities

(amounts in NOK 1000)	30.06.2024	31.12.2023
<i>Financial assets at amortised cost</i>		
Trade receivables	56 764	44 195
Other assets	17 670	14 310
<i>Financial assets at fair value through profit or loss</i>		
Cash and cash equivalents	25 477	26 783
<b>Carrying amount as at 30.06</b>	<b>99 911</b>	<b>85 288</b>

### Financial liabilities per category

(amounts in NOK 1000)

	30.06.2024		31.12.2023	
	Current	Non-current	Current	Non-current
<i>Financial liabilities at amortised cost</i>				
Borrowings	23 298	94 822	16 860	68 913
Lease liabilities	12 676	61 168	10 409	41 847
Trade payables	20 271		13 153	0
<i>Financial liabilities at fair value through profit or loss</i>				
Currency forward contracts	2 810	0	3 672	0
<b>Carrying amount as at 30.06</b>	<b>59 055</b>	<b>155 990</b>	<b>44 094</b>	<b>110 760</b>

### Fair value

For items measured at amortized cost, carrying amount is considered to be a reasonable approximation to fair value.

### Note 8 – Financial risk and capital management

The Group's policies for management of capital and financial risk aim to support the current strategy and target of maintaining a high rate of growth and developing prospective business opportunities. The Group's capital structure shall be robust enough to maintain the desired freedom of action and utilize growth opportunities, based on strict assessments relating to the allocation of capital. The Group debt financing consist of bank and leasing financing. The loan covenants to which the Group is subject play a key role in how capital is managed and allocated, to maintain a low financing risk and financial flexibility. See note 6 borrowings for further details on the Group's financing.

### Market risk

The Group's exposure to financial market risk is mainly related to interest rates on external financing and various forms of currency risks. The Group has a diversified client list and evaluates changes in pricing structure contract by contract, as part of its mitigation process to cover for increased interest cost. The Group has not entered into any interest swap agreements.

### Currency risk

The Group has Norwegian kroner (NOK) as its base currency. However, through its operations outside Norway, the Group is exposed to fluctuations in certain exchange rates, mainly Euro (EUR), British Pound (GBP) and American dollar (USD). The Group also has currency risks linked to both balance sheet monetary items and investments in foreign countries.

### Interest rate risk

The Company loan and leasing agreements have floating interest rates based on NIBOR according to the financial strategy, see Note 6 borrowings, and is thereby influenced by changes in the interest market. A change of increase of 1 percentage point in NIBOR means a change in yearly net interest expenses of approximately MNOK 1.7.



### Credit risk

Assets that may give rise to credit risk comprise mainly trade receivables and bank deposits. For the latter, the counterparties are mainly banks established in the Nordic countries, which indicates that the credit risk should be regarded as negligible. Trade receivables are characterized by a concentration in the customer base, in terms of country and industry. The customers, however, are primarily large companies with high credit ratings, and the agreed payment terms in the contracts typically ensure that any overdue amounts are kept at low level. Thus, credit losses have historically been insignificant.

### Liquidity risk

As at year-end, the Group's portfolio of loans and loan facilities is well diversified both with regards to maturity profile and lenders. In June 2024 the Company entered a 7-year loan facility of MNOK 30 with Sandnes Sparebank. Together with existing loan facility of MNOK 148 with Sandnes Sparebank, the facilities total MNOK 178.

The unused portion of the credit facilities was MNOK 45.6 as at 30.06.2024.

### Summary of contractual maturities 30.06.2024

(amounts in NOK 1000)	Next year	1-2 years	2-5 years	More than 5 years
Lease liabilities	18 067	18 050	36 861	23 478
Borrowings	28 974	24 833	66 235	20 568
Trade payables	20 271	0	0	0
<b>Total non-derivative</b>	<b>67 311</b>	<b>42 884</b>	<b>103 096</b>	<b>44 046</b>
Currency forward contracts	2 810	0	0	0
<b>Total derivative</b>	<b>2 810</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total</b>	<b>70 121</b>	<b>42 884</b>	<b>103 096</b>	<b>44 046</b>

### Note 9 – Earnings per share

Earnings per share	Q2	Q2	YTD	YTD
(amounts in NOK 1000)	2024	2023	2024	2023
Basic earnings per share	0.32	0.76	0.64	0.98
Diluted earnings per share	0.31	0.71	0.61	0.91

### Earnings

(amounts in NOK 1000)				
Profit (loss) for the period	2 388	5 618	4 735	7 222

### Shares used as the denominator

(amounts in 1000)				
Weighted average number of shares	7 405	7 405	7 405	7 405
<i>Adjustments for calculation of diluted earnings per share</i>				
Options	353	544	353	544
Weighted average number of shares and potential shares	7 758	7 949	7 758	7 949

## Note 10 – Share capital and shareholder information

### Share capital and ownership structure

The share capital of the parent company, Soiltech AS, amounts to NOK 740 543 as of 30 June 2024, and consists of a total of 7,405,430 ordinary shares with a nominal value of NOK 0.1.

### Shareholders as of 30.06.2024

Shareholders	Number of shares	Ownership interest
Hildr AS	798 650	10.8%
Wellex AS by Glenn Åsland	745 930	10.1%
Knatten I AS by Jan Erik Tveteraas	700 325	9.5%
Carnegie Investment Bank AB	560 980	7.6%
SKAGENKAIEN INVESTERING AS	541 380	7.3%
TVETERAAS INVEST AS	521 710	7.0%
DNB BANK ASA	345 790	4.7%
PIMA AS	202 830	2.7%
HAVNEBASE EIENDOM AS	193 470	2.6%
FEARNLEY SECURITIES AS	192 000	2.6%
PARETO SECURITIES ASA	184 820	2.5%
Banque Pictet & Cie SA	181 000	2.4%
BNP Paribas	176 000	2.4%
Carnegie Investment Bank AB	164 000	2.2%
ZETLITZ CAPITAL AS	102 030	1.4%
TUCAN HOLDING AS	100 560	1.4%
CAMPO EIENDOM AS	83 000	1.1%
KRISTIANRO AS	82 000	1.1%
FORTE TRØNDER	79 800	1.1%
RYDER	78 000	1.1%
<b>Top 20 shareholders</b>	<b>6 034 275</b>	<b>80 %</b>
Other	1 371 155	20 %
<b>Total</b>	<b>7 405 430</b>	<b>100 %</b>

## Note 11 – Events after the reporting period

After the balance sheet date there are only events in the ordinary course of business and no events of an adjusting or non-adjusting nature.

# Appendix: Alternative Performance Measures

## **Alternative Performance Measures**

The Group presents certain alternative measures of financial performance, financial position and cash flows that are not defined or specified in IFRS Accounting Standards. The Group considers these measures to provide valuable supplementary information for Management, Board of Directors and investors, as they provide useful additional information regarding the Group's financial performance and position. As not all companies define and calculate these measures in the same way, they are not always directly comparable with those used by other companies. These measures should not be regarded as replacing measures that are defined or specified in IFRS Accounting Standards but should be considered as supplemental financial information. In this Prospectus, the Alternative Performance Measures used by the Group are defined, explained and reconciled to the most directly reconcilable line item, subtotal or total presented in the financial statements of the corresponding period.

The APMs used by the Group are set out below:

### Operating cost

Operating cost is defined as the total of cost of materials, personnel expenses and other operating expenses less expenses related to onshore personnel and other onshore operating expenses, share incentive program, severance payment, legal cost related to IPO and other items defined by the Management to not relate to offshore operations. Management defines that Operating cost illustrates the expenses directly related to offshore activities. This measure provides additional information for Management, Board of Directors and investors in order to evaluate underlying profitability of offshore operating activities and their ability to generate cash.

### SG&A

Selling, general and administrative expenses ("SG&A") is defined as the sum of Cost of materials, Personnel expenses and other operating expenses less operating costs (as defined above), share incentive program, severance payment, legal cost related to IPO and other items defined by management that impact comparability between periods. Management defines that SG&A illustrates the expenses directly related to onshore support activities. This measure provides additional information for management, board and investors, in order to evaluate underlying profitability and their ability to generate cash.

### Gross Profit and Gross profit margin

Gross Profit is defined as total operating income less Operating cost (as defined above). Gross profit margin is defined as gross profit divided by total operating income. Gross profit and Gross profit margin provide additional information for Management, Board of Directors and investors to evaluate the underlying profitability generated from offshore operating activities.

### EBITDA and EBITDA margin

EBITDA is defined as Operating profit before other gains, impairment, depreciation and amortization. EBITDA margin is defined as EBITDA divided by total operating income. These measures provide additional information for Management, Board of Directors and investors to evaluate underlying profitability of operating activities and their ability to generate cash before investments in fixed assets and service of debt.

Adjusted EBITDA and Adjusted EBITDA margin

Adjusted EBITDA is defined as EBITDA (as defined above) adjusted for items affecting comparability such as expenses related to share incentive programs, severance payment, legal cost related to IPO and other items defined by Management that impact comparability. Adjusted EBITDA margin is defined as Adjusted EBITDA divided by total operating income. These measures provide additional information for Management, Board of Directors and investors to evaluate underlying profitability of operating activities and their ability to generate cash before investments in fixed assets and service of debt.

Net interest-bearing debt

Net interest-bearing debt is defined as the total of non-current borrowings, non-current lease liabilities, current borrowings and current lease liabilities less cash and cash equivalents. This measure provides additional information for Management, Board of Directors and investors to assess the Group's financial indebtedness and as an input to assess its capacity to meet its financial commitments.

Equity ratio

Equity ratio is defined as total equity divided by total assets. This measure provides additional information for Management, Board of Directors and investors to assess the Group's financial position and capital structure.

**Reconciliation of the APMs**

Operating cost

	<b>Q2</b>	<b>Q2</b>	<b>YTD</b>	<b>YTD</b>
(Amounts in NOK 1 000)	<b>2024</b>	<b>2023</b>	<b>2024</b>	<b>2023</b>
Cost of materials	14 648	16 324	20 314	23 780
Personnel expenses	33 136	27 830	66 558	49 853
Other operating expenses	9 865	6 250	17 426	10 473
Less:				
Onshore expenses	12 051	10 960	24 163	20 629
Share incentive program	(1 380)	(31)	(1 340)	1 096
Legal costs - IPO	3 518	0	3 968	0
<b>Operating cost</b>	<b>43 460</b>	<b>39 475</b>	<b>77 507</b>	<b>62 380</b>

SG&A

	<b>Q2</b>	<b>Q2</b>	<b>YTD</b>	<b>YTD</b>
(Amounts in NOK 1 000)	<b>2024</b>	<b>2023</b>	<b>2024</b>	<b>2023</b>
Cost of materials	14 648	16 324	20 314	23 780
Personnel expenses	33 136	27 830	66 558	49 853
Other operating expenses	9 865	6 250	17 426	10 473
Less:				
Operating cost	43 460	39 475	77 507	62 380
Share incentive program	(1 380)	(31)	(1 340)	1 096
Legal cost IPO	3 518	0	3 968	0
<b>SG&amp;A</b>	<b>12 051</b>	<b>10 955</b>	<b>24 163</b>	<b>20 625</b>

Gross profit and Gross profit margin

	Q2	Q2	YTD	YTD
(Amounts in NOK 1 000)	2024	2023	2024	2023
<b>(a) Total operating income</b>	69 688	64 470	125 715	104 887
Operating cost	43 460	39 475	77 507	62 380
<b>(b) Gross profit</b>	<b>26 228</b>	<b>24 995</b>	<b>48 208</b>	<b>42 506</b>
<b>(b/a) Gross profit margin</b>	<b>38 %</b>	<b>39 %</b>	<b>38 %</b>	<b>41 %</b>

EBITDA and Adjusted EBITDA

	Q2	Q2	YTD	YTD
(Amounts in NOK 1 000)	2024	2023	2024	2023
Operating profit	6 774	9 409	11 481	12 042
Depreciation and amortization	5 265	4 662	9 936	8 744
<b>(a) EBITDA</b>	<b>12 039</b>	<b>14 072</b>	<b>21 417</b>	<b>20 786</b>
Adjusted for:				
Share incentive program	(1 380)	(31)	(1 340)	1 096
Legal cost - IPO	3 518	0	3 968	0
<b>(b) Adjusted EBITDA</b>	<b>14 177</b>	<b>14 040</b>	<b>24 045</b>	<b>21 882</b>
(c) Total operating income	69 688	64 470	125 715	104 887
<b>(a/c) EBITDA margin</b>	<b>17 %</b>	<b>22 %</b>	<b>17 %</b>	<b>20 %</b>
<b>(b/c) Adjusted EBITDA Margin</b>	<b>20 %</b>	<b>22 %</b>	<b>19 %</b>	<b>21 %</b>

Net interest-bearing debt

(Amounts in NOK 1 000)	30.06.2024	31.12.2023
Non-current Borrowings	94 822	68 913
Non-current Lease liabilities	61 168	41 847
Current Borrowings	23 298	16 860
Current Lease liabilities	12 676	10 409
Cash and cash equivalents	(25 477)	(26 783)
<b>Net interest-bearing debt</b>	<b>166 487</b>	<b>111 246</b>

Equity ratio

(Amounts in NOK 1 000)	30.06.2024	31.12.2023
(a) Total equity	175 890	170 565
(b) Total assets	411 914	350 681
<b>(a/b) Equity ratio</b>	<b>43 %</b>	<b>49 %</b>