



**POWERING  
INNOVATION.  
ENERGIZING  
TOMORROW.**

Q2 2024 Presentation

20 August 2024

HydrogenPro

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# Agenda

- › Quarterly highlights
- › Financials

Q&A



# Q2 2024 highlights

1

Investing in manufacturing capacity of next generation technology

2

Cash balance of NOK 247 million end of Q2 2024, up NOK 62 million during the quarter

3

First deliveries on Salzgitter project

4

ACES project installation and commissioning work started

5

NOK 82.7m investment by ANDRITZ

# Manufacturing capacity of 3<sup>rd</sup> generation technology increased to **350 MW p.a.** – operational in Q1 2025

- › Optimization work conducted
  - ✓ Increase number of flight bars
  - ✓ Increase drying positions evt. Baths
  - ✓ Evaluate the process time in each bath
  - ✓ Evaluate the use of the control system
- › Annual capacity increased to approx. **350 MW**
- › No extra investment beyond total capex of NOK 70 million
- › On-going work for even further capacity expansions
- › Operational in Q1 2025



# Delivering to large projects globally

## PROJECT

## SIZE & USE

## SCOPE

## STATUS & NEXT STEPS

ACES  
(USA)

- **220MW**
- Renewable fuel for power generation

- Electrolyser stacks + gas separator
- 2<sup>nd</sup> gen technology

- Manufacturing completed
- Installation and commissioning in H2 2024

SALZGITTER  
(GERMANY)

- **100 MW**
- Green steel production

- Electrolyser stacks
- **Partly 3<sup>rd</sup> generation technology**

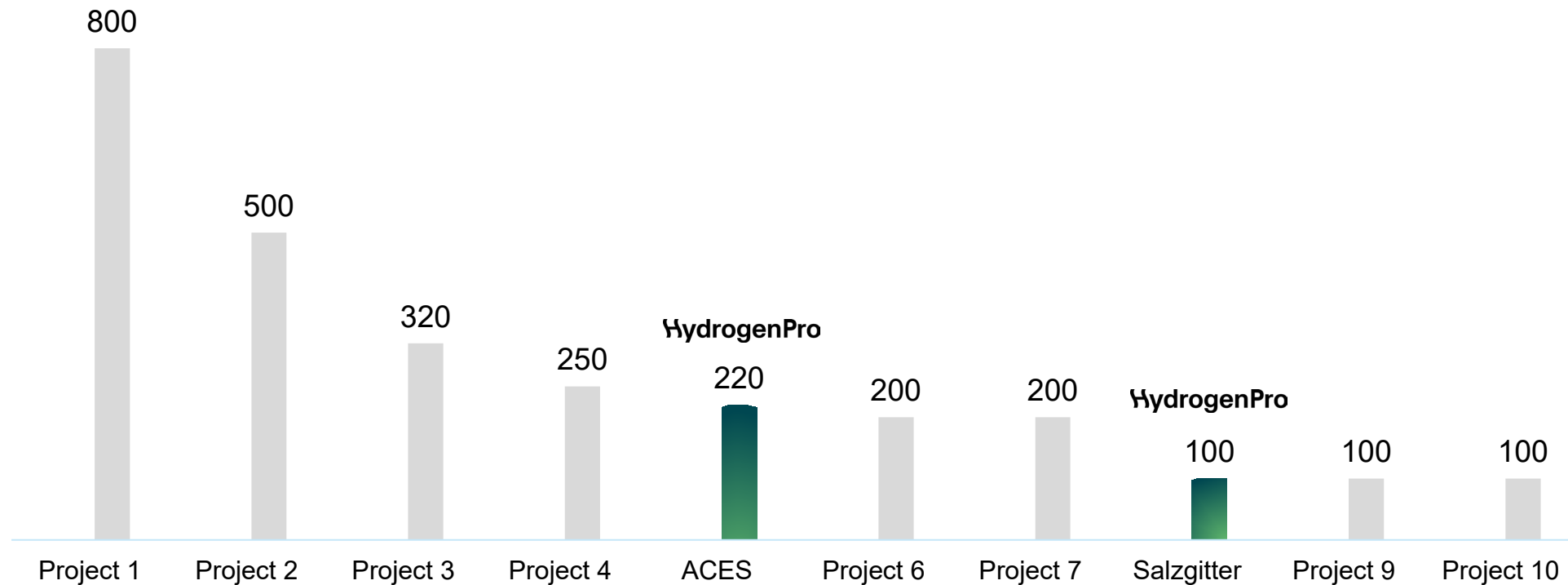
- Manufacturing to be completed in Sep/Oct 2024
- Installation and commissioning in 2025

# Installation of ACES project in Delta, Utah (USA)



# HydrogenPro delivers 2 of the 10 largest projects (excl. China) estimated to come online in 2025

(Electrolyser capacity MW p.a.)



Source: IEA "Hydrogen production projects" database



# Joint full-scale validation program with ANDRITZ

## Purpose

- › Validate stack performance and operating conditions for the SALCOS project including new design improvements to reduce shunt currents and 3<sup>rd</sup> gen technology

## Location

- › Herøya, Norway

## Equipment

- › One stack w/ 50% 3<sup>rd</sup> gen technology and gas separator + Coriolis measurement (gas production), continuous cell voltage monitoring, pressure drops, temperatures, pressure sensors etc.

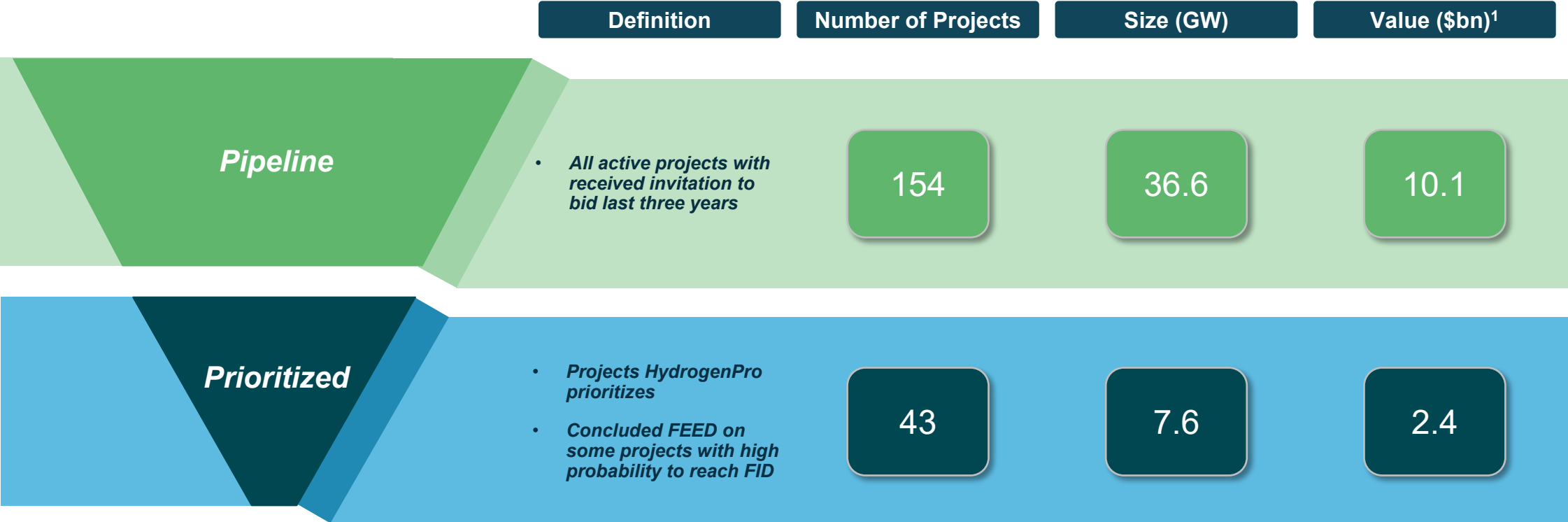
## Next steps

- › Stack assembling by ANDRITZ in Erfurt, Germany starting 26 August
- › 500 hours test in late Q4 2024 at Herøya, Norway



Installation of HydrogenPro's facility at Herøya, Norway in September 2022

# Large global sales pipeline



Note: All numbers exclude DG Fuels  
 1. Value is equivalent to €9.9bn and €2.2bn.

## Key priorities in 2024

## Status

- |  |  |
|--|--|
| • Successful installation & commissioning of ACES        | ▶ On-going, to be completed in 2024              |
| • Delivering on Salzgitter                               | ▶ First deliveries done, to be completed in 2024 |
| • Increase order intake                                  | ▶ Large pipeline, working on FEED studies        |
| • Full-scale validation of electrode technology          | ▶ To be completed in Q4 2024                     |
| • Conclude expansion of electrode manufacturing capacity | ▶ Concluded                                      |

# Agenda

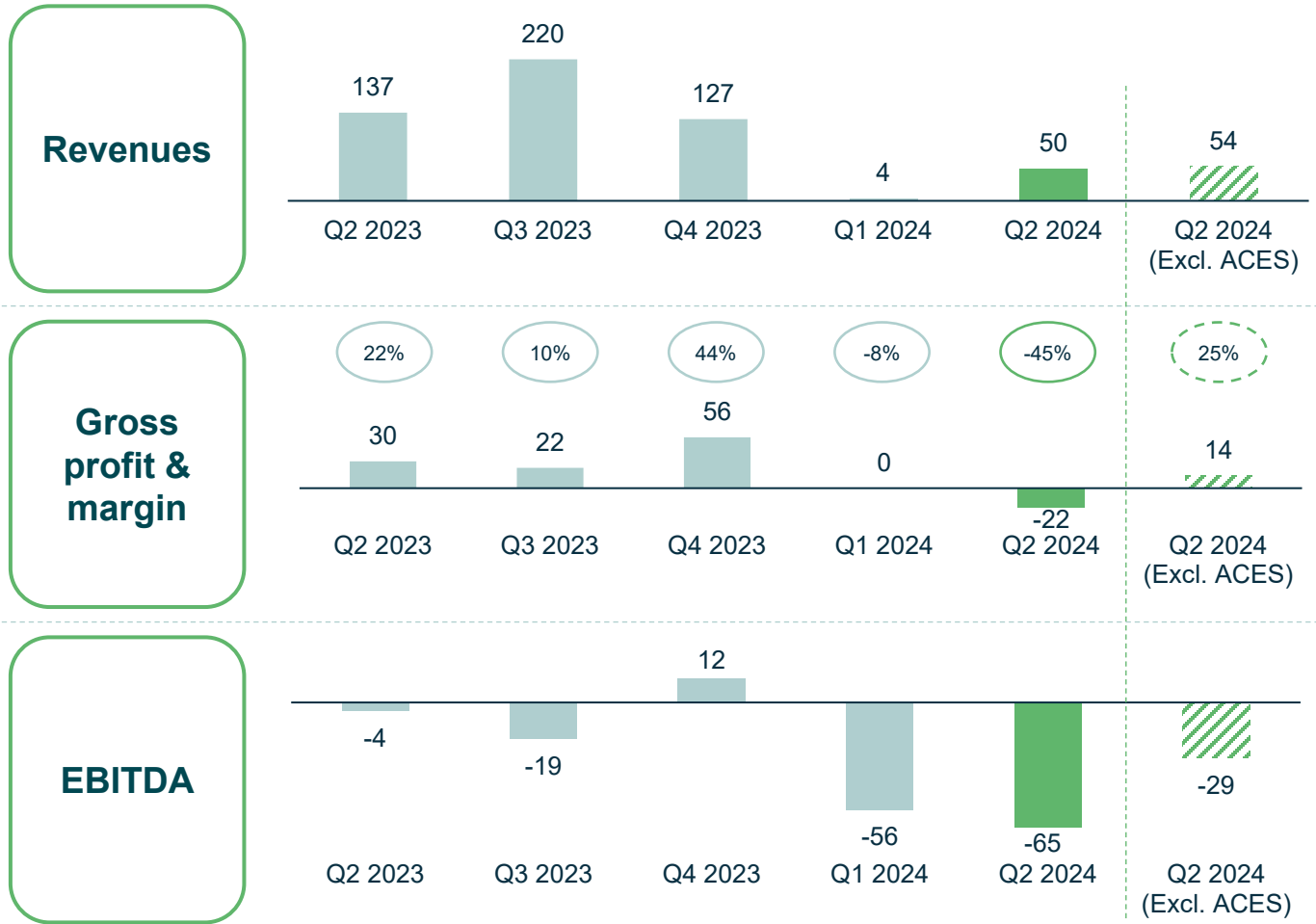
- › Quarterly highlights
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# Key P&L items

NOK Million



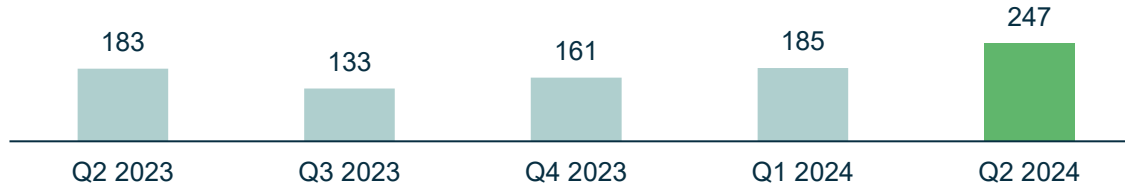
› Revenue in Q2 2024 mainly driven by first deliveries on Salzgitter project

› Additional ACES project costs reduce the result with approx. NOK 36 million in Q2 2024

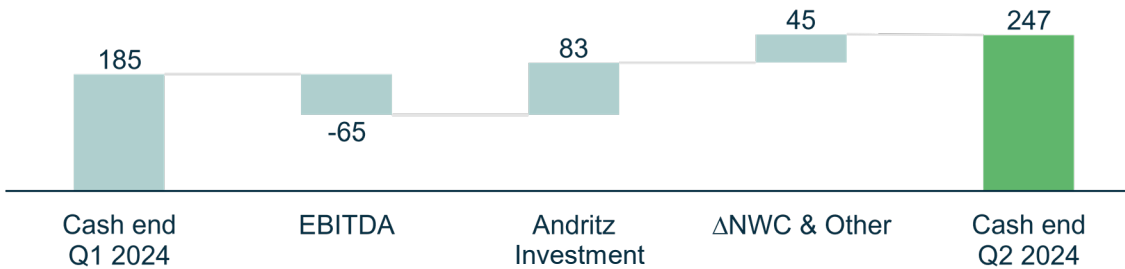
# Cash balance, changes in cash and backlog

NOK Million

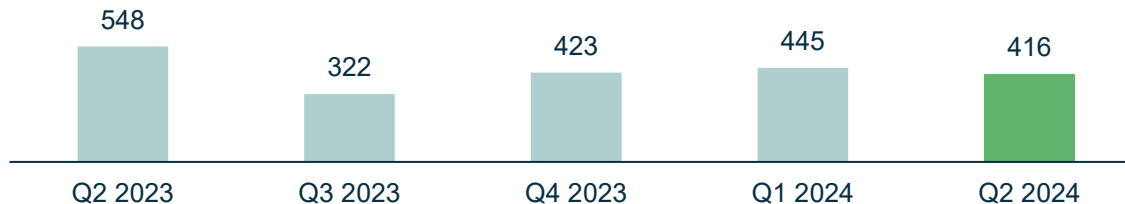
**Cash balance**



**Change in cash balance QoQ**



**Order backlog**



- › Cash balance increased by NOK 62 million
- › Strict capital discipline with committed capital mainly related to expansion of 3<sup>rd</sup> gen technology manufacturing capacity

- › No significant contracts signed in Q2 2024

# Scaling up with a strict capital discipline

- › Key focus area: technology & innovation mostly funded with R&D grants
- › Committed capital mainly related to expansion of 3<sup>rd</sup> gen technology manufacturing capacity
- › Lean global organization
- › Partnership with Andritz reduces need of building a large organization in Europe
- › Competitive and flexible supply chain
- › Retaining a sustainable net working capital

# Key investment highlights



**Vast TAM and massive growth potential for green H<sub>2</sub> underpinned by secular tailwinds**  
Favorable government policies provide critical support; new end markets unlock a bigger TAM for green H<sub>2</sub>



**HydrogenPro's 3rd-generation technology drives significant LCOH reductions**  
Technology developed for 10+ years with extensive R&D efforts



**Substantial commercial traction with ACES hub and ANDRITZ contracts**  
Manufacturing for 220MW ACES project completed; 100MW ANDRITZ project in progress



**Manufacturing capacity in place to service demand today with plans to expand globally**  
Existing 500MW capacity in China; investing in electrode capacity in Denmark



**Scalable business model positioned to grow**  
Recurring revenue and optimized production systems



**World-class leadership team with deep industry knowledge**  
Management team brings valuable insights and execution capabilities in the hydrogen sector



**HydrogenPro**

Market leading global provider of large-scale green hydrogen technology & systems



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# Q&A

# APPENDIX

# Income statement

Q2 2024	Q1 2024	Q2 2023 <sup>1</sup>	NOK million	H1 2024	H1 2023 <sup>1</sup>	FY 2023 <sup>1</sup>
50	4	137	Revenue from contracts with customers	54	220	568
72	4	108	Cost of goods sold	77	178	447
<b>-22</b>	<b>-0</b>	<b>30</b>	<b>Gross profit/(loss)</b>	<b>-23</b>	<b>42</b>	<b>121</b>
28	28	22	Personnel expenses	56	35	85
15	28	13	Other operating expenses	43	27	72
<b>-65</b>	<b>-56</b>	<b>-5</b>	<b>EBITDA</b>	<b>-122</b>	<b>-20</b>	<b>-36</b>
6	7	6	Depreciation and amortization expenses	12	11	22
<b>-71</b>	<b>-63</b>	<b>-11</b>	<b>EBIT</b>	<b>-134</b>	<b>-31</b>	<b>-58</b>
-6	16	17	Net financial income and expenses	10	28	-5
<b>-77</b>	<b>-47</b>	<b>6</b>	<b>Profit/(loss) before income tax</b>	<b>-124</b>	<b>-3</b>	<b>-63</b>
0	0	0	Income tax expense	0	-	0
<b>-77</b>	<b>-47</b>	<b>6</b>	<b>Profit/(loss)</b>	<b>-124</b>	<b>-3</b>	<b>-63</b>

<sup>1</sup>See Note 10 Restatement of comparable information in First half year and Q2 2024 report

# Balance sheet

NOK million	30 Jun 2024	30 June 2023 <sup>1</sup>	31 Dec 2023 <sup>1</sup>
<b>Assets</b>			
Intangible assets	57	61	58
Property, plant and equipment	62	66	68
Right of use assets and financial investments	57	59	56
<b>Total non-current assets</b>	<b>176</b>	<b>186</b>	<b>182</b>
Current operating assets	219	267	301
Cash and cash equivalents	247	183	161
<b>Total current assets</b>	<b>466</b>	<b>449</b>	<b>462</b>
<b>Total Assets</b>	<b>643</b>	<b>635</b>	<b>644</b>
<b>Equity and liabilities</b>			
<b>Total equity</b>	<b>420</b>	<b>489</b>	<b>453</b>
Total non-current liabilities	23	16	19
Total current liabilities	199	130	172
<b>Total liabilities</b>	<b>222</b>	<b>146</b>	<b>191</b>
<b>Total equity and liabilities</b>	<b>643</b>	<b>635</b>	<b>644</b>

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