



**Margrethe Hauge**  
CEO



**Øyvind Osjord**  
CFO

# Webcast

Q2 2022



1

**5,1 MNOK**

Q2 2022 EBITDA

2

**284 MNOK**

Order backlog

3

**Focus on core  
business**

4

**New growth area; Service  
& Aftermarket launched**

5

**Continuing to recruit the  
best domain experts in  
the industry**

**Continued improvement in EBITDA year-on-year.** Improvement initiatives both at a group level and at Åland - as well as increased activity in the Norwegian and Swedish regions contribute to the improvement in the quarter



**Increasing demand in our core segments** – supported by still strong order intake in the core segments of the group. Important project contracts secured with Wacker Chemicals and Nexans in the quarter



**Goodtech continues to deliver on its strategic roadmap.** In the quarter, the group agreed to sell its subsidiary Goodtech Solutions Manufacturing AB to BE Group AB – a transaction in line with Goodtech's strategic focus on automation, robotisation and digitalisation



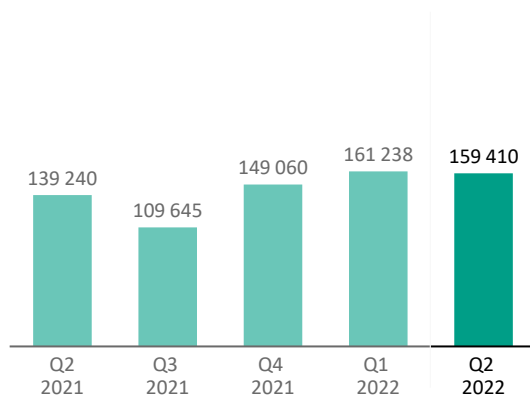
**New Chief Service Officer starter in the quarter** – increased focus on service contracts, operations support, and after sales in our upcoming projects



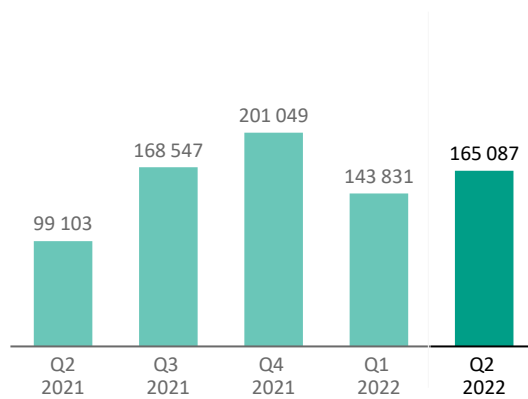
**Injury statistics and sickness absence trending down**  
Recruitment continues within the groups core segments. Increased focus on resource allocation, competence and collaboration across the group through hire of new Head of HR

# Key figures Q2 2022 | Financial development

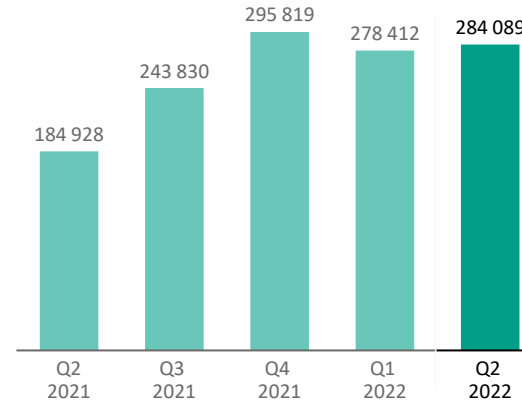
## Revenue | kNOK



## Order intake | kNOK



## Order backlog | kNOK



## Highlights

1

**Continued growth in revenues**, 15% improvement from Q2 2021

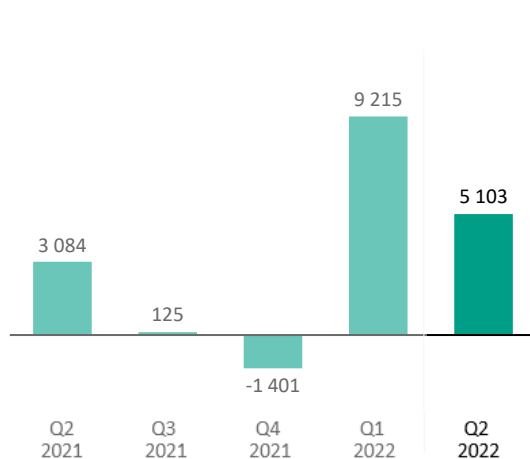
2

**Good margins in the order backlog and internal improvement initiatives** contributes to a 65% growth in EBITDA against Q2 2021 (+2 MNOK)

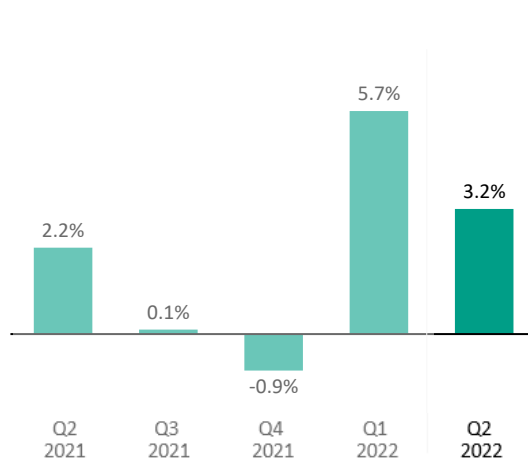
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**Solid order backlog, order intake and high tendering activity** proves high demand for Goodtech's services also in Q2 2022

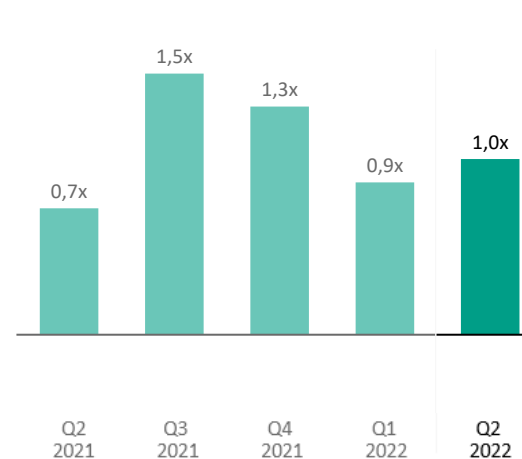
## EBITDA | kNOK



## EBITDA-margin



## Book-to-bill (order intake / revenue)

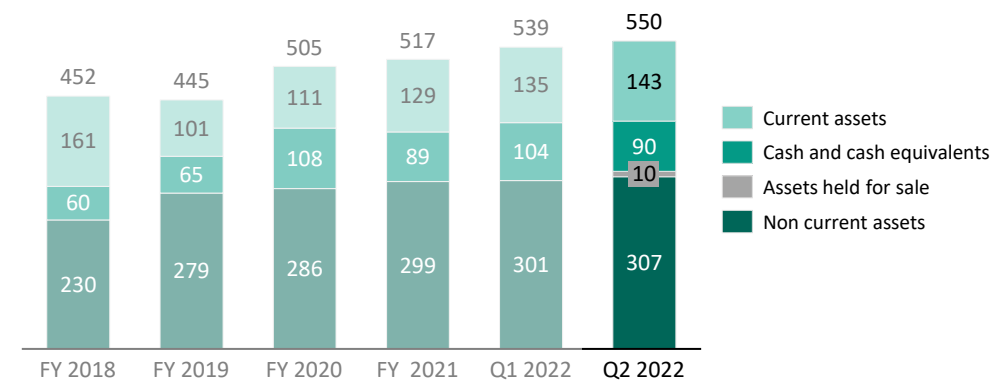


## Consolidated balance sheet (non-audited)

(NOK 1.000)	Note	Q2 22	Q2 21	2021
Fixed assets		50 053	46 264	47 275
Right of use assets		53 374	52 107	47 404
Intangible assets		164 827	147 967	164 386
Deffered tax asset		39 222	40 499	40 014
<b>Total fixed assets</b>		<b>307 476</b>	<b>286 838</b>	<b>299 078</b>
Inventory		7 046	6 252	9 059
Trade receivables		121 691	119 302	109 773
Other short-term receivables		14 519	6 569	10 481
Cash & cash equivalents		89 517	87 355	88 717
<b>Total current assets</b>		<b>232 774</b>	<b>219 478</b>	<b>218 030</b>
Assets held for sale	3	9 801	0	0
<b>Total assets</b>		<b>550 051</b>	<b>506 316</b>	<b>517 109</b>
Paid-in equity	10	485 547	478 297	482 935
Retained earnings		-220 807	-207 400	-222 717
Non-controlling interests		1 220	2 076	1 522
<b>Total shareholders equity</b>		<b>265 960</b>	<b>272 972</b>	<b>261 741</b>
Non-interest-bearing long-term debt		3 533	0	2 758
Interest-bearing long-term debt		5 322	1 748	6 576
Long-term lease liabilities		42 756	41 746	36 898
<b>Total long-term liabilities</b>		<b>51 611</b>	<b>43 494</b>	<b>46 232</b>
Non-interest-bearing short-term debt		175 283	141 183	151 234
Interest-bearing short-term debt		38 581	35 570	44 351
Short-term lease liabilities		13 879	13 097	13 552
<b>Total current liabilities</b>		<b>227 742</b>	<b>189 850</b>	<b>209 137</b>
<b>Total liabilities</b>		<b>279 355</b>	<b>233 344</b>	<b>255 369</b>
Liabilities held for sale	3	4 737	0	0
<b>Total equity and liabilities</b>		<b>550 051</b>	<b>506 316</b>	<b>517 109</b>

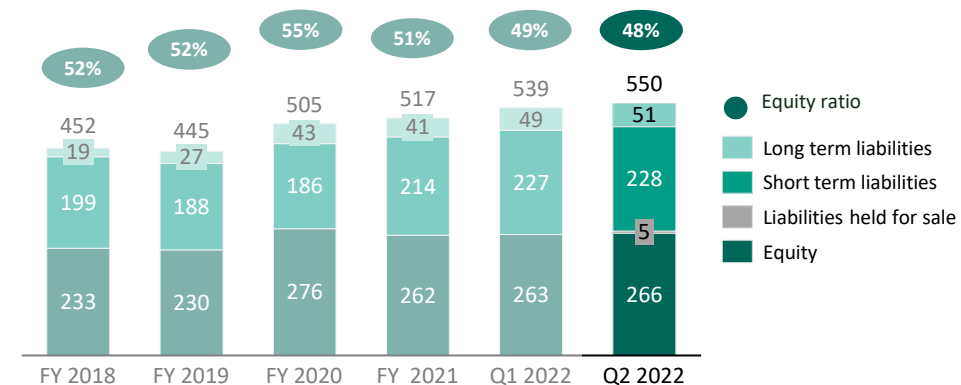
### Total Assets

MNOK



### Equity & Liabilities

MNOK

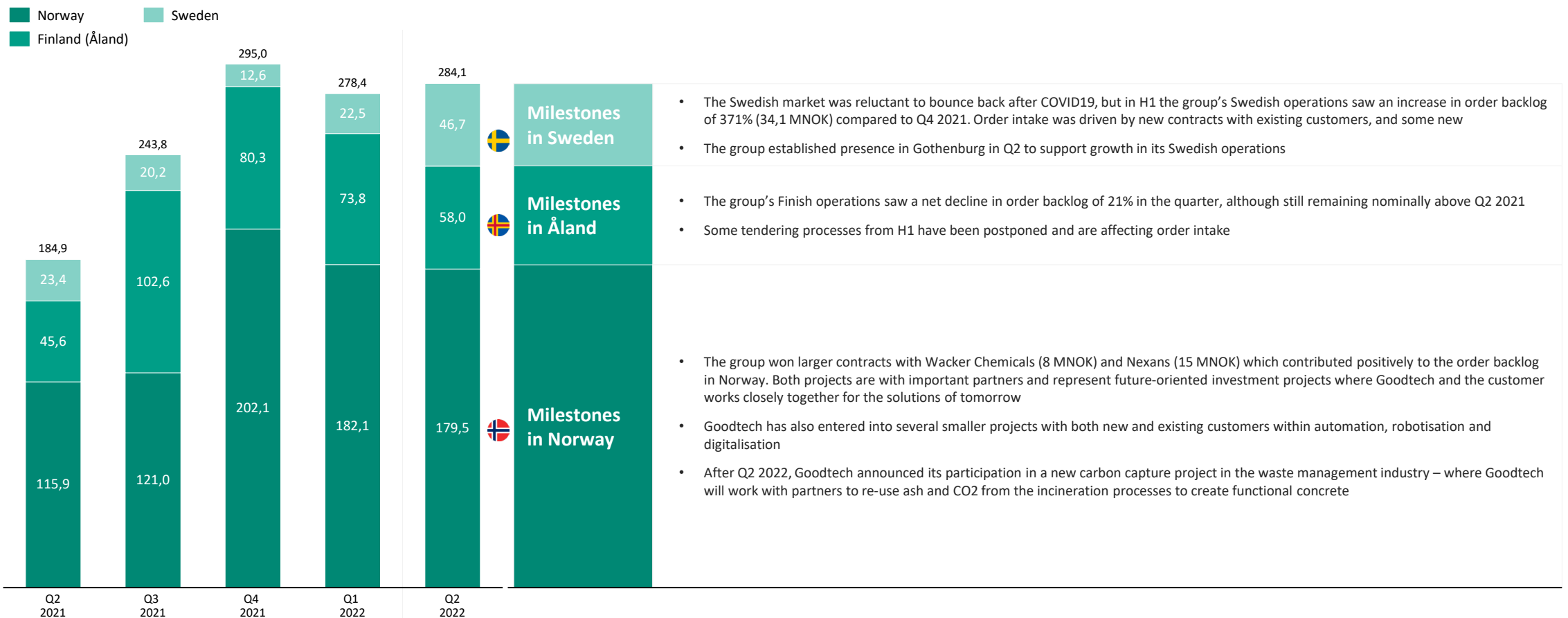


Goodtech strengthens its position as a leading supplier of industrial efficiency

## Sales activity and order backlog

### Development in order backlog | MNOK

The order backlog was at 284,1 MNOK by the end of Q2 2022, compared to 278,4 MNOK at the end of last quarter (+2,0%), and 184,9 MNOK at the end of the same period in 2021 (53,6%). Order intake was 165,1 MNOK in Q2 2022, and is dominated by order intake in Goodtech's core segments within automation, robotisation and digitalisation.



Goodtech strengthens its position as a leading supplier of industrial efficiency

## Strategic platform

1. Strategic re-positioning
2. Sustainable growth
3. Innovation, digitalisation and creativity
4. Efficiency in project, delivery and organisation



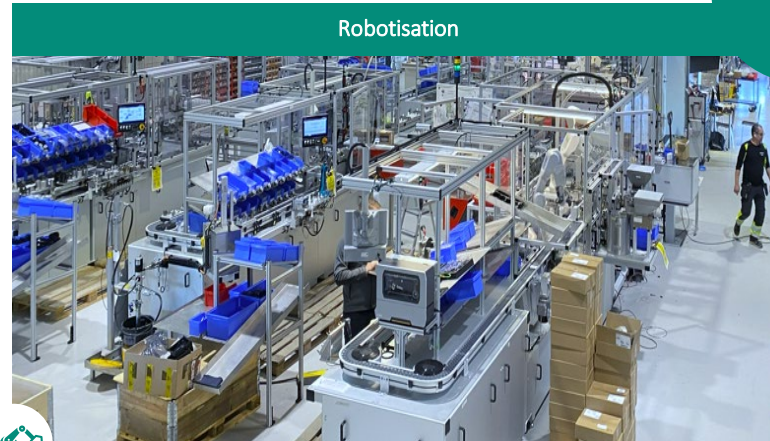
Digitalisation



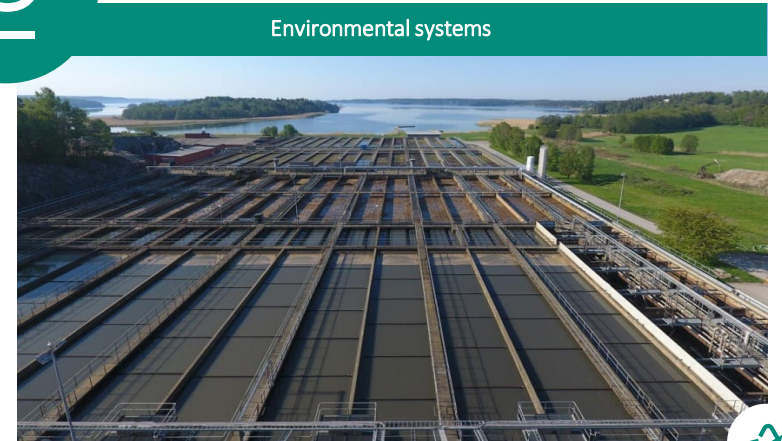
Automation



Robotisation



Environmental systems



Goodtech strengthens its position as a leading supplier of industrial efficiency

## Goodtech invests in innovation and technology development

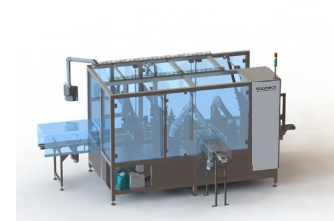
*Goodtech employs new technology to continuously offer the most efficient, sustainable and competitive solutions to our customers*

### Digitalisation – products under development



**WizX IIoT gateway**

### Automation and robotisation



**Automated packaging machines**

**neuron**

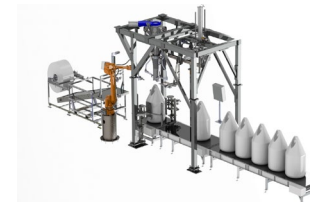
**Data platform and SaaS product**



**Robovaq**

**Goodtech**  
MES | Manufacturing Execution System

**MES Production System**



**PORTABULK® Fully-Automated Bagger (FAB)**



Cybersecurity

Robots

IOT

Industry 4.0

Simulation

3D

Infrastructure  
communication

Intelligent  
automation

System  
integration



Goodtech strengthens its position as a leading supplier of industrial efficiency

# Outlook

## Key points

- Well positioned in a growing market within all segments of industrial digitalisation in the Nordics
- Further strategic focus towards the core areas; robotisation, automation and digitalisation
- Strong order backlog and high activity in all regions of the group
- Ongoing investment processes in innovation and development continues as planned – expected to improve Goodtech’s value proposition towards key customers



## Q2 2022 at a glance

- 1 5,1 MNOK**  
*Q2 2022 EBITDA*
- 2 284 MNOK**  
*Order backlog*
- 3 Focus on core business**
- 4 New growth area; Service & Aftermarket launched**
- 5 Continuing to recruit the best domain experts in the industry**





Thank you!



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