## ININ

## Q4 2023 Company update

## **Cautionary note**

This presentation includes forward-looking information and statements that are subject to risks and uncertainties. Actual results may differ significantly from those communicated herein. Such forward-looking information pertain to, amongst other things; (a) forecasts, projections and estimates; (b) statements from management regarding future plans, developments and initiatives; (c) market development and projected future TAM for ININ's products and services; and (d) growth rates.

Such forward-looking information and statements are based on current expectations, projections and estimates. These expectations, estimates and projections are generally identifiable by statements containing words such as "expects", "believes", "estimates" or similar expressions. This information is subject to a number of uncertainties, and important factors that could cause actual results to differ materially from those expectations include, among others, project risk, the attractiveness of our products and services, market adaptation and the pace of such adaptation, competition, changes in governmental regulations, interest rates, fluctuations in currency exchange rates and such other factors as may be discussed from time to time. Although ININ believes that its expectations and the information in this presentation were based upon reasonable assumptions at the time when they were made, actual results may vary significantly. ININ undertakes no obligation to publicly update or revise any forward-looking information or statements in this presentation.



## 01 ININ Group in brief

## Listed investment company focusing on infrastructure services sectors in the Nordics



Vertical-focused investment and buy-and-build strategy within infrastructure services niches in the Nordics



Creating value through a combination of M&A and organic growth and development initiatives





Diversified approach with several platforms, all with niche markets driven by robust mega trends



Targeting robust growth in order to achieve critical scale and improved profitability with a buy-and-build strategy



Combining the Private Equity ownership and value creation mindset with an industrial approach and long-term ownership perspective

Target is to **create value** by identifying investment opportunities within:

Nordic **infrastructure** and **services niches**,

working in **close collaboration** with portfolio companies,

to deliver **sustainable growth** and **superior profitability** 



## Clear strategy for continued, profitable growth

Investment and consolidation in profitable niches

#### Rationale



- Acquisitions that serve as a starting point for consolidating a targeted market or niche
- Preference is given to acquisitions where the management team and entrepreneurs remain coowners





Add-ons

- These acquisitions are made by platform companies to consolidate their operations
- Synergies from adding new services or competence, expanding geographically, or achieve attractive revenue or combining operations

#### Key target criteria



Company profile

- Targeting cash flow generative companies
- Replacement of management never a part of the investment case
- Room for improvement where ININ Group can contribute



∡iiii Market

- Only invest in companies in verticals where ININ has relevant experience and competence
- Underlying market growth supported by megatrends



Transaction structure

- De-risk investment through transaction structure
- Entrepreneurs are incentivized by receiving part of their consideration in shares in the relevant platform and/or in ININ



M&A

- Solidifying or building a leading niche position
- Potential for smart and industrially sound add-ons



Geography

 Currently focusing on Nordic companies: Norway, Sweden and Finland

## Ownership initiatives

Continue to build scale and diversification to improve operational efficiency and cost control:

- Leveraging synergies and resources across platforms to strengthen revenues
- Procurement and supply chain initiatives
- Establish the digitalization leader within the industry
- ✓ Coordinating support services



## 02 Highlights

# Based on peers, we estimate our platforms combined Net Asset Value to be NOK 525 million per 31.12.2023

| Company           |                           | Valuation |       | Operational metrics |                            |       |  |
|-------------------|---------------------------|-----------|-------|---------------------|----------------------------|-------|--|
| Company           | EV/EBITDA (excl. IFRS 16) |           |       | Sales CAGR          | Sales CAGR EBITDA (%) ROCE |       |  |
|                   | <b>2023E</b>              | 2024E     | 2025E | '20A-'23A           | 2023E                      | 2023E |  |
| Rail construction |                           |           |       |                     |                            |       |  |
| NRC               | 6.5x                      | 5.7x      | 4.7x  | 1%                  | 2%                         | 5%    |  |
| Salcef Group      | 10.2x                     | 8.7x      | 8.0x  | 31%                 | 14%                        | 18%   |  |
| Median            | 8.3x                      | 7.2x      | 6.4x  | 16%                 | 8%                         | 11%   |  |
| Average           | 8.3x                      | 7.2x      | 6.4x  | 16%                 | 8%                         | 11%   |  |

Applied 2023 LTM and 2024 next 12-month peer multiple, deducted for estimated Net Debt, weighted 3/4 2023 and 1/4 2024. Applied liquidity & size discount of 15% NAV: NOK 330 million

TIC **Eurofins Scientific** 10.9x 9% 12.2x 9.8x 6% 12% 23% SGS 14.1x 13.5x 12.4x 6% 15% 19% Bureau Veritas 12.2x 11.5x 10.8x 8% 15% 10.8x 16% Intertek 11.5x 10.1x 7% 21% Median 6% 15% 20% 12.2x 11.2x 10.4x Average 12.5x 11.7x 10.8x 15% 18%

Applied 2023 LTM and 2024 next 12-month peer multiple, deducted for estimated Net Debt, weighted 3/4 2023 and 1/4 2024. Applied liquidity & size discount of 20%

**NAV: NOK 35 million** 

Power Eiffage 5.5x 9% 11% 3% 5.7x 5.9x Vinci 7.7x 7.4x 7.1x 16% 12% 13% 11% Spie 11.6x 10.5x 10.1x 9% 7% 27% 10% Sacvr 7.8x 7.7x 7.6x 0% Median 9% 12% 10% 7.8x 7.6x 7.4x Average 8.3x 7.8x 7.6x 9% 14% 9%

Applied 2023 LTM and 2024 next 12-month peer multiple, deducted for estimated Net Debt, weighted 3/4 2023 and 1/4 2024. Applied liquidity & size discount of 15%

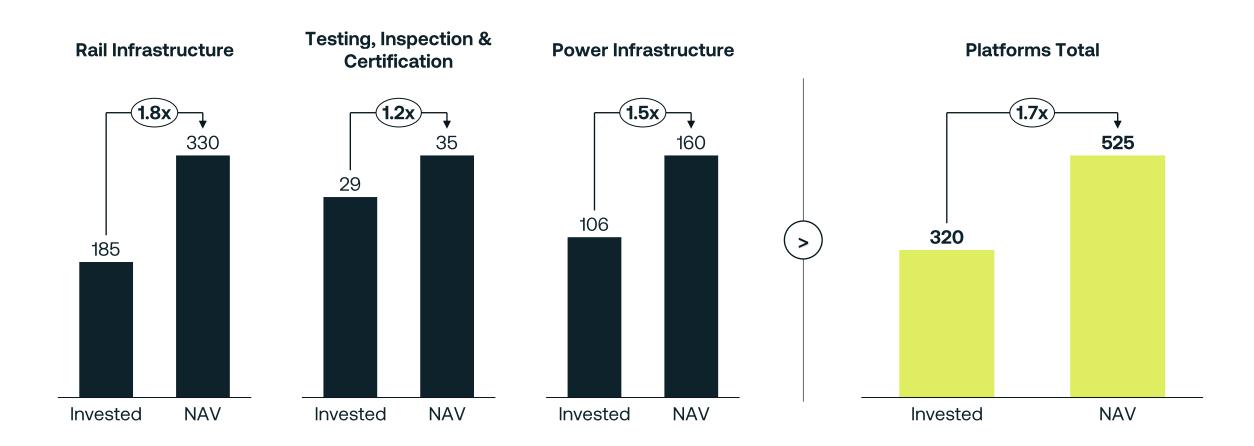
**NAV: NOK 160 million** 



NAV at 100% basis **NOK 610 million** 

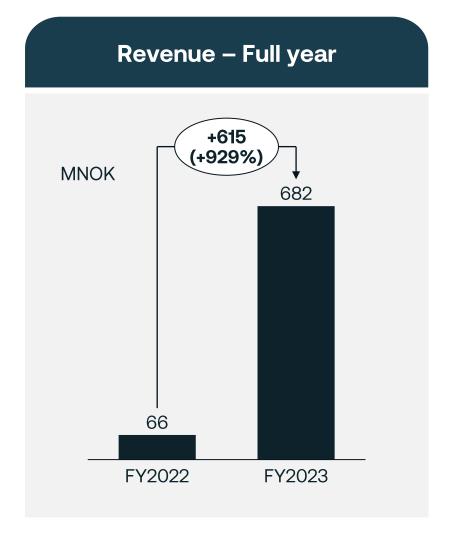


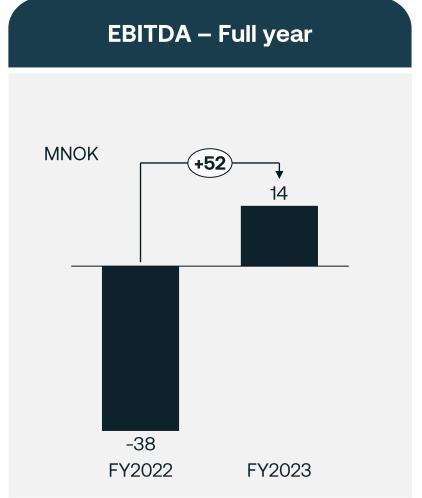
# After roughly one year of operations, we estimate a money multiple of 1.7x on our investments





## Full-year 2023 financial results





The fundamental change that was initiated in mid 2022, and has been ongoing throughout 2023, is showing. A year of changes and growth also comes with additional cost and suboptimal operations – going forward the results are expected to increase as the platforms settle.

The result in 2023 was also burdened by ~14 MNOK in M&A and one-off cost.



## Q4 2023 - Highlights

## **Operations**

#### **Rail Infrastructure**

- Strong quarter in terms of revenue
- Towards end of year, focus on tendering for 2024 work

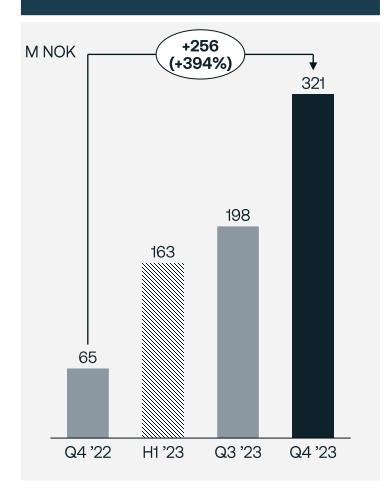
#### **Power Infrastructure**

- Strong quarter in terms of revenue and positive development in profitability as a result of actions taken during 2023
- Implemented measures to strengthen cash management

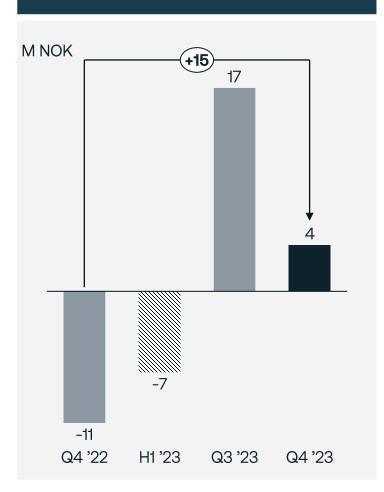
#### **Testing, Inspection & Certification**

- Focus on recruitment and opening new locations
- Business development and tendering

## Revenue (actual)



## **EBITDA** (actual)





## Q4 2023 - Highlights (cont.)

#### **Business development**

#### **Completed acquisitions**

- Energy, infra and telecom construction and maintenance company Laje AS
- ✓ Rail contractor Team 1435 AS
- ✓ Divestment of mass handling, recycling and transportation company TW Gruppen AS (Q1 2024)
- Remaining 35% of electrical contractor Hadeland Elektro AS (Q1 2024)

#### Term sheets in place

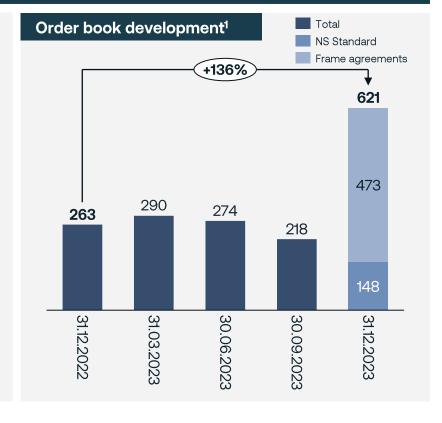
- Railway contractor & signalling experts SLAM Jernbaneteknikk AS (Q3)
- Railway contractor Banefjell AS (Q3)

## New contracts and order book development

#### Major contracts signed:

#### Rail Infrastructure

- NOK 37 million to upgrade to FATC system on railway lines in Oslo
- NOK 37 million for development of new staging areas for trains in Oslo
- NOK 40 million contract for electrical installation at data center, for execution in 2024 (signed Q1 2024)

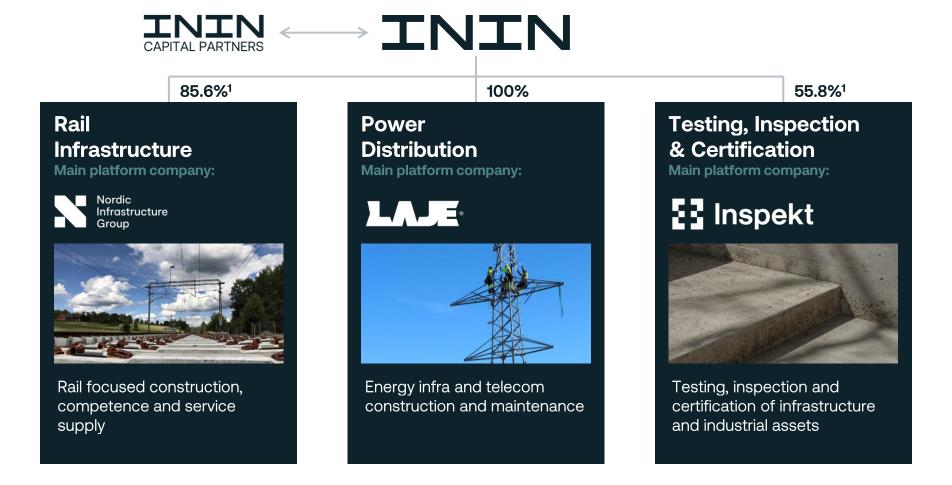




## 03

# Investment platform update

## ININ has three main infrastructure platforms



## Acquisitions and organic initiatives





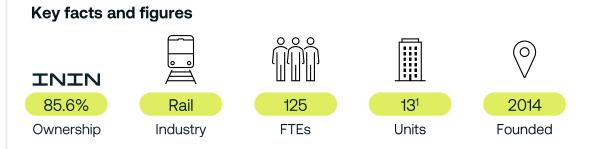
## Rail Infrastructure platform

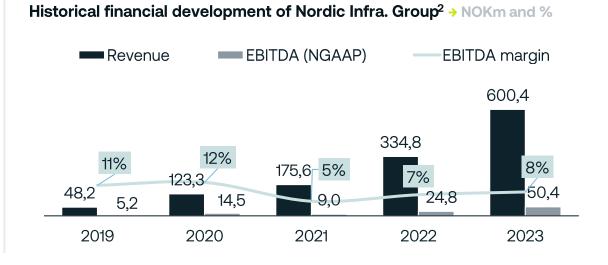
High production activity combined with strong organic growth



- Rail-focused construction, maintenance, competence and service supply
- High production activity, strong organic growth, combined with robust order book
- Group has close to doubled its revenue in 2023 vs. 2022 simultaneously increasing its EBITDA margin with 1 p.p.
- 2 x NOK 37 million contracts signed in Q4 2023, both related to railway in Oslo, for execution in 2024 and 2025

# Presence and companies¹ Nord Consolidation RailSupply Konvei LEKTRO AS ACET GROUP SALCEF GROUP Connectin RailSupply Konvei Konvei Connectin





## **Power Distribution platform**

Services within energy infrastructure, telecom and electrification



- Platform serves three main segments: energy infrastructure, telecom, and electrification
- Started improvement program in 2022, including restructuring and streamlining
- BeMa and Thuve'n acquired during 2023 moving into Power Distribution platform to strengthen charging station and fiber efforts
- Revenue growth of 21%, EBITDA improvement of +76,8 MNOK
- NOK 40 million contract for electrical installation at data center, for execution in 2024 (signed in Q1 2024)

#### Presence and companies<sup>1</sup>



#### **Key facts and figures**



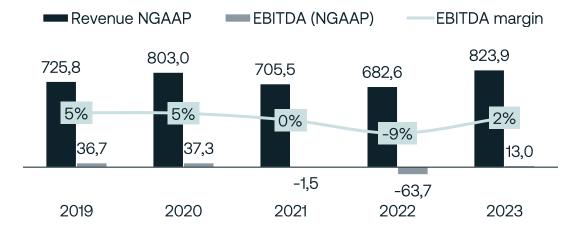








## Historical financial development of Power<sup>2</sup> → NOKm and %





## Testing, Inspection and Certification platform

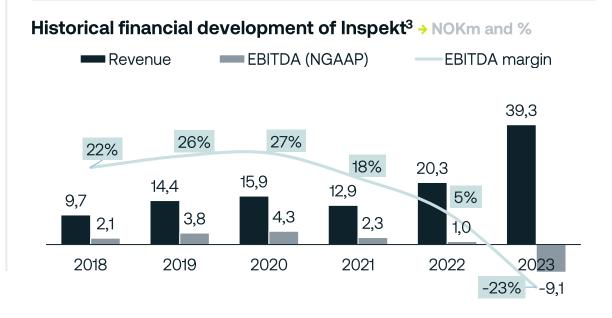
Testing, Inspection and Certification (TIC) – building a focused niche leader in the Nordics



- Platform headed by Nordic Inspekt Group AB (Inspekt)
- Investment platform established in 2022
- Strategy: Utilize M&A to build a leader within the rapidly growing Nordic TIC market, challenging the two incumbents
- Recruited 40+ FTEs during LTM, most joining from key competitors
- Cost of recruiting and building foundation for rapid growth shows in negative EBITDA
- Mid February 2024 run-rate revenue ~50MNOK, high activity season starting in April
- Expecting exponential growth in revenue and improved margins as volume grows

# Presence and companies TRYGG INSPECTION CG WELDING AB ALFATEST. The property of the proper

# **ININ**55.8% Inspection 60+ 5 2022¹ Ownership Industry FTEs Units Founded

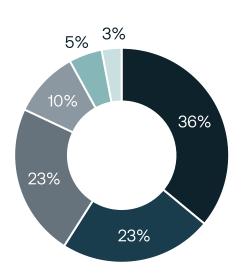


## 04

## Market and outlook

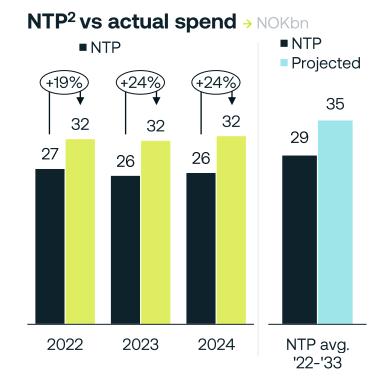
## Rail Infrastructure platform | Market

Growth anticipated due to widespread political backing for national railway system enhancement



### Value creation strategy:

- Operates as a main contractor and subcontractor for railway industry projects
- End client is the local governing body (BaneNOR in Norway and Trafikverket in Sweden)
- Specializes in electrical and signaling work, which accounts for around 50% of revenue
- High market visibility as the Nordic countries operate with 10–12-year investment plans
- Fragmented competitive landscape
- Trend towards larger workscopes
- Niche positions enables risk mitigation and potential for higher margins than generalist contractors
- Rail and Foundation
- Material supply
- Electro
- Tele (fibre) work
- Signal work
- Consulting



#### BANE NOR

Fornyer jernbanen for åtte milliarder – for å bedre punktligheten

15.2.2024 09:32:29 CET | Bane NOR

Del f in 🔰 🗿 🖾 🕓

En storsatsing på Bergensbanen skal gi et nytt strømanlegg til 1,9 milliarder kroner. Dett er ett av mange tillak for å styrke jernbanen. Totalt bruker Bane NOR åtte milliarder til værllikshold on formvelse i 2024.



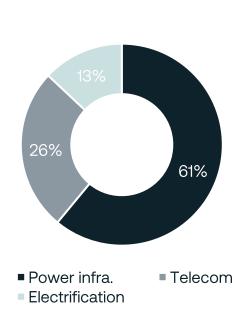
4 208km

Railway network in Norway, of which ~80% has been operational since before 1950



## Power Infrastructure platform | Market

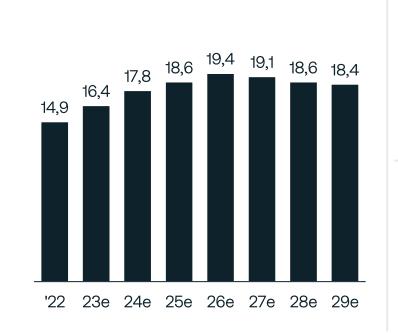
Pressure to invest into power infrastructure in Norway is growing



### Value creation strategy:

- Energy infrastructure segment mainly comprises services towards regional and distribution grid, substations and project related work towards high-voltage cables
- Telecom segment mainly focuses on construction and roll-out of fiber
- Electrification segment focused on construction, service and maintenance of road lights and public EV charging facilities
- Urbanization, industrialization and growth in renewable energy drives demand for electrical infrastructure
- Maintenance deficit on existing infrastructure
- Fragmented industry

#### Annual grid investments in Norway → NOKbn



~33%

Expected growth in Fiber access points towards 2024 in Laje's region (Eidsiva target)

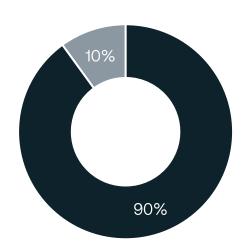
~12%

annual growth in EVs in Norway from 2022 to 2030e



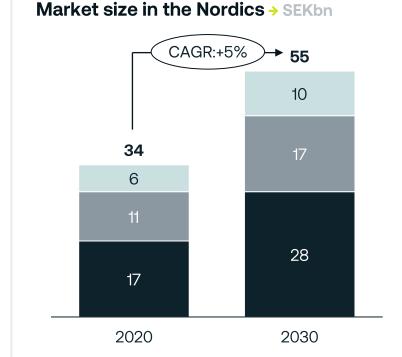
## TIC platform | Market

Opportunity to gain market share in highly fragmented TIC market of SEK >30bn



### Value creation strategy:

- Currently, NDT (Non-Destructive Testing) is the largest service area
- NDT is a way to check various objects, welds and constructions, including concrete structures, without affecting their properties
- Consulting services include industrial procurement inspections and second party vendor inspections, as well as HSSE consulting
- Increased amount of regulations and standards drive demand for TIC services
- Nordic duopoly-like situation opens door for challenger
- Significant organic growth potential through recruitment





Infrastructure projects



New regulations and requirements



Digitalization

>2500

TIC companies in Norway, Sweden and Finland – a fragmented market

Non-destructive testing

Consulting



## **Q4** summary

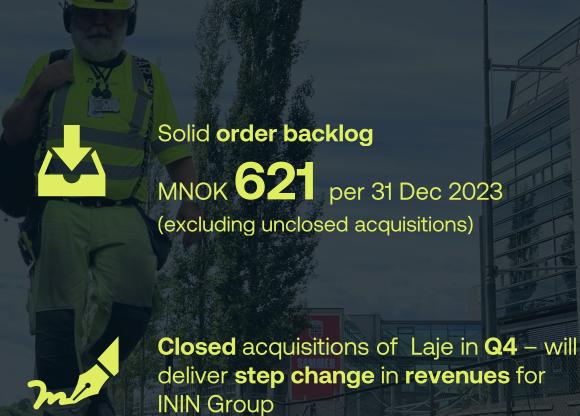
Strong **revenue** growth\*

+394% vs Q4 2022

/

Solid **EBITDA** improvement\*

MNOK 4 vs MNOK -11 in Q4 2022



# Q&A

## 05 Appendix

## **ESG Policy and KPI's**

We commit ourselves to creating lasting value for both the company and society by integrating sustainability into all aspects of our operations.

Innovation, collaboration, and improvement will drive a conscious effort to minimize our climate impact and strive to leave a positive legacy for future generations.

Our vision for sustainability

- 100% recycling of waste and materials
- Zero emissions of greenhouse gases
- Zero work-related accidents and injuries
- Industry-leading employee satisfaction

#### Climate footprint and waste management

- Waste sorting at 80%
- Reduction in greenhouse gas emissions by 55%, adjusted for revenue growth by 2030 (baseline 2024)

#### Job satisfaction and equality

- Turnover below 5% of the workforce (excluding natural attrition)
- Minimum 30% representation from both genders in senior positions
- Minimum 40% representation from both genders on the board of directors

#### Work force and accidents

- No severe accidents, as defined by national regulatory criteria
- 10% reduction in work-related accidents adjusted for revenue growth
- Total sick leave < 3.0%</li>

#### Compliance and governance

- No reported breaches of ethical guidelines or pay equality policies
- No cases of corruption

E1

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## Green infrastructure services



#### Rail infrastructure







#### Status:

ISO 14001 ESG policy Head of sustainability

#### **Opportunities:**

Green infrastructure Climate adaptation Increasing capacity



#### **Power distribution**









#### Status:

"Miljøfyrtårn" certified ESG-policy Head of sustainability

#### **Opportunities:**

Climate adaptation
Capacity measures
Distribution and
electrification
Energy savings



## Testing, Inspection & Certification









#### Status:

ESG work informally started Quality and HSE policy

#### **Opportunities:**

Reliability in infrastructure and industry Reduction of material consumption Extensions of lifespan



## **General**

#### General

ININ Group AS (the Company, previously Elop AS) was founded in 2013 and is a limited liability company who is incorporated and domiciled in Norway, with its head office in Henrik Ibsens gate 100, 0255 Oslo, Norway.

The Company is listed on Euronext Growth Oslo and has the ticker "ININ".

#### **Basis of preparation:**

This condensed consolidated interim financial report for the period ended 31 December 2023 has been prepared in accordance with Accounting Standard IAS 34 Interim Financial Reporting. The figures are not audited.

These interim condensed consolidated financial statements do not include all the information and disclosures required in the annual financial statements, and accordingly this report should be read in conjunction with the Group's annual consolidated financial statements for 2023.

The accounting policies adopted in the preparation of this condensed consolidated financial statements are consistent with those followed in the preparation of the last annual consolidated financial statements for the year ended 31 December 2022.

No significant changes have been made to the accounting policies compared with the principles used in the preparation of the financial statements for 2022. The Company has not implemented any new standards or new accounting principles in this interim financial statement which has had a significant impact. There are no material new standards and interpretations not yet implemented.

These consolidated financial statements are presented in NOK, which is also the functional currency of the parent company.

#### **Alternative Performance Measures**

The European Securities and Markets Authority (ESMA) issued guidelines on Alternative Performance Measures ("APMs") that came into force on 3 July 2016. Alternative performance measures are meant to provide an enhanced insight into the operations, financing, and future prospects of the company. The Company has defined and explained the purpose of the following APMs:

**EBIT** – earnings before net finance cost (including interest cost) and taxes, but including amortisation, depreciation and impairments.

**EBITDA** – earnings before net finance cost (including interest cost), taxes, amortisation, depreciation and impairments.



## ININ Group consolidated income statement

| Amounts in NOK thousand                          | Note | Q4 2023     | Q4 2022     | FY 2023     | FY 2022     |
|--|------|-------------|-------------|-------------|-------------|
| Revenue  |      | 320 747     | 64 908      | 681 527     | 66 229      |
| Total revenue                                    |      | 320 747     | 64 908      | 681 527     | 66 229      |
| Cost of sales                                    |      | 158 791     | 31 616      | 367 988     | 32 744      |
| Employee benefit expenses                        |      | 90 680      | 27 651      | 181 257     | 38 599      |
| Other operating expenses                         |      | 67 545      | 16 494      | 118 486     | 32 891      |
| Total operating expenses                         |      | 317 016     | 75 761      | 667 730     | 104 234     |
| Depreciation and amortization                    |      | 15 138      | 1 626       | 31 923      | 7 193       |
| Operating profit/(loss) (EBIT)                   |      | (11 407)    | (12 479)    | (18 127)    | (45 197)    |
| Financial income                                 |      | 2 286       | 764         | 5 015       | 4 177       |
| Financial expenses                               |      | 10 908      | 597         | 15 804      | 1 969       |
| Net financial items                              |      | (8 622)     | 167         | (10 789)    | (768)       |
| Profit/(loss) before income tax                  |      | (20 030)    | (12 312)    | (28 917)    | (42 990)    |
| Tax income +/ tax expense -                      |      | (1 717)     | 1 953       | (7 424)     | 1 953       |
| Profit/(loss) from continuing operations         |      | (21 747)    | (10 359)    | (36 341)    | (41 036)    |
| Profit/(loss) from discontinued operations       |      | -           | (3 657)     | -           | (19 643)    |
| Profit/(loss) for the period                     |      | (21 747)    | (14 016)    | (36 341)    | (60 679)    |
| Profit/(loss) for the period is attributable to: |      |             |             |             |             |
| Non-controlling interests                        |      | (5 541)     | 1 091       | (913)       | 1 091       |
| Owners of Inin Group AS                          |      | (16 206)    | (14 016)    | (35 428)    | (61 770)    |
| Earnings per share in NOK                        |      |             |             |             |             |
| Basic earnings per share                         |      | (0,16)      | (0,11)      | (0,27)      | (0,46)      |
| Diluted earnings per share                       |      | (0,14)      | (0,09)      | (0,23)      | (0,40)      |
| No of shares                                     |      | 134 740 900 | 130 980 771 | 134 740 900 | 130 980 771 |
| Diluted no of shares                             |      | 156 002 933 | 151 909 471 | 156 002 933 | 151 909 471 |



## ININ Group consolidated balance sheet

| Amounts in NOK thousand                 | 31 Dec. 2023 | 31 Dec. 2022 |
|---|--------------|--------------|
| ASSETS                                  |              |              |
| Non-current assets                      |              |              |
| Goodwill                                | 167 163      | 78 976       |
| Intangible assets                       | 54 452       | 54 280       |
| Property, plant and equipment           | 47 343       | 6 201        |
| Right of use assets                     | 78 150       | 18 697       |
| Other non-current receivables           | 64 831       | 51 079       |
| Deferred tax asset                      | 927          | 974          |
| Total non-current assets                | 412 866      | 210 207      |
| Current assets                          |              |              |
| Short term financial Assets             | 23 000       |              |
| Inventory                               | 10 512       | 8 488        |
| Trade receivables                       | 192 335      | 27 546       |
| Other current receivables               | 93 752       | 19 032       |
| Cash and cash equivalents               | 44 336       | 96 909       |
| Current assets in continuing operations | 363 934      | 151 975      |
| Assets in discontinued operations       | -            | -            |
| Total current assets                    | 363 934      | 151 975      |
| TOTAL ASSETS                            | 776 800      | 362 182      |

|   |           | 31 Dec. 2021 |
|---|-----------|--------------|
| EQUITY AND LIABILITIES                                |           |              |
| Equity  |           |              |
| Share capital   | 6 737     | 6 549        |
| Treasury shares                                       | (32)      | (166)        |
| Share premium   | 497 333   | 460 418      |
| Share-based payments reserves                         | 19 848    | 19 848       |
| Translation differences                               | 42        | (144)        |
| Retained deficit                                      | (277 083) | (223 350)    |
| Equity atributable to equity holders of Inin Group AS | 246 845   | 263 155      |
| Non-controlling interests                             | 62 023    | 4 923        |
| Total equity  | 308 868   | 268 078      |
|   |           |              |
| Non-current liabilities                               |           |              |
| Deferred tax  | 6 132     |              |
| Non-current liabilities to financial institutions     | 13 392    | 7 939        |
| Non-current lease liabilities                         | 53 986    | 12 608       |
| Other non-current liabilities                         | 7 162     | 6 289        |
| Total non-current liabilities                         | 80 671    | 26 836       |
|   |           |              |
| Current liabilities                                   |           |              |
| Trade payables  | 121 876   | 21 838       |
| Tax payable   | 7 177     | 1 632        |
| Current liabilities to financial institutions         | 21 100    | 857          |
| Current lease liability                               | 24 014    | 6 945        |
| Public fees payable                                   | 68 484    | 14 006       |
| Other current liabilities                             | 144 609   | 21 990       |
| Current liabilities in continuing operations          | 387 260   | 67 268       |
| Liabilities in discontinued operations                | -         |              |
| Total current liabilities                             | 387 260   | 67 268       |
| Total liabilities                                     | 467 931   | 94 104       |
| TOTAL EQUITY AND LIABILITIES                          | 776 800   | 362 182      |



## **Cashflow statement**

| Amounts in NOK thousand                                       | Q4 2023  | Q4 2022  | FY 2023  | FY 2022  |
|---|----------|----------|----------|----------|
| Cashflows from operating activities                           |          |          |          |          |
| Profit/(loss) before income tax                               |          | (14 683) | (28 917) | (45 361) |
| Adjustments for   |          |          |          |          |
| Taxes paid  | (518)    | -        | (2 727)  | -        |
| Depreciation and amortization                                 | 15 138   | 6 063    | 31 923   | 11 629   |
| Share-based expenses  | -        | 5 390    | -        | 5 594    |
| Valuation and loss of financial instruments                   | 5 422    | -        | 6 956    | -        |
| Change in trade and other receivables                         | 123 672  | (19 339) | 19 197   | (26 112) |
| Change in inventory   | 749      | (5 103)  | 3 624    | (7 754)  |
| Change in trade and other payables                            | (32 029) | 12 969   | 43 727   | 16 802   |
| Change in accruals  | 4 807    | 24 712   | 13 205   | 21 707   |
| CF from operating activities - continued operations           |          | 10 009   | 86 988   | (23 495) |
| CF from operating activities - discontinued operations        | -        | -        | -        | (2 916)  |
| Total Cashflow from operating activities                      | 97 210   | 10 009   | 86 988   | (26 411) |
|   |          |          |          |          |
| Cash flows from investing activities                          |          |          |          |          |
| Investment in subsidiaries                                    | (24 193) | 17 987   | (29 622) | 5 459    |
| Investment in property, plant and equipment                   | (5 420)  | (476)    | (8 223)  | (2 877)  |
| Investment in intangible assets                               | (325)    | (4 268)  | (7 220)  | (20 987) |
| Other financial investments                                   | (5 160)  | -        | (16 860) | (1 102)  |
| Receipt of government grants                                  | 0        | 248      | 4 114    | 4 535    |
| Cashflow from investing activities - continuing operations    | (35 098) | 13 492   | (57 811) | (14 971) |
| Cashflow from investing activities - discontinuing operations | -        | -        | -        | 63 294   |
| Total Cashflow from investing activities                      | (35 098) | 3 863    | (57 811) | 48 322   |

| Amounts in NOK thousand  | Q4 2023  | Q4 2022  | FY 2023   | FY 2022  |
|--|----------|----------|-----------|----------|
| Cash flows from financing activities                                 |          |          |           |          |
| Dividend payment   | -        | -        | (2 106)   | -        |
| Lease payment - IFRS 16  | (10 070) | (1 759)  | (17 135)  | (3 886)  |
| New Loan   | 2 071    | -        | 2 071     | 5 100    |
| Repayment of other debt (Non-current / Current)                      | (72 867) | (224)    | (75 196)  | (977)    |
| Net payment of treasury shares                                       | (2 324)  | (1892)   | (9 093)   | (46 615) |
| Capital increase received funds                                      | -        | -        | 450       | -        |
| Cashflow from financing activities - continuing operations           | (83 190) | (3 875)  | (101 009) | (46 378) |
| ${\it Cash flow from financing activities-discontinuing operations}$ | -        | 0        | -         | (2 863)  |
| Total Cashflow from financing activities                             | (83 190) | (3 875)  | (101 009) | (49 241) |
|  |          |          |           |          |
| Net increase/(decrease) in cash and cash equivalents                 | (21 079) | 9 998    | (71 833)  | (27 329) |
| Cash and cash equivalents in the beginning of period                 | 46 917   | 102 656  | 96 909    | 124 237  |
| Cash and cash equivalents in acqired companies                       | 18 091   | (15 746) | 18 612    | -        |
| Effect of change in currency rates                                   | 406      | -        | 647       | -        |
| Cash and cash equivalents at the end of the period                   | 44 336   | 96 909   | 44 336    | 96 909   |



## 20 largest shareholders

|    | _                                |                  |             |            |      |         |
|----|----------------------------------|------------------|-------------|------------|------|---------|
| #  | Investor                         | Number of shares | % of top 20 | % of total | Туре | Country |
| 1  | GIMLE INVEST AS                  | 13 733 599       | 15,7%       | 10,2%      | PRIV | NOR     |
| 2  | MELANDSØ INVEST AS               | 11 571 081       | 13,2%       | 8,6%       | PRIV | NOR     |
| 3  | SOGN INVEST AS                   | 11 197 129       | 12,8%       | 8,3%       | PRIV | NOR     |
| 4  | ININ GROUP AS                    | 5 485 671        | 6,3%        | 4,1%       | PRIV | NOR     |
| 5  | DNB MARKETS AKSJEHANDEL/-ANALYSE | 4 538 000        | 5,2%        | 3,4%       | PRIV | NOR     |
| 6  | LEOVILLE AS                      | 4 095 339        | 4,7%        | 3,0%       | PRIV | NOR     |
| 7  | GRANSHAGEN INVEST AS             | 3 753 616        | 4,3%        | 2,8%       | PRIV | NOR     |
| 8  | HKL HOLDING AS                   | 3 659 582        | 4,2%        | 2,7%       | PRIV | NOR     |
| 9  | BHM HOLDING AS                   | 3 616 230        | 4,1%        | 2,7%       | PRIV | NOR     |
| 10 | LANI INVEST AS                   | 3 563 330        | 4,1%        | 2,6%       | PRIV | NOR     |
| 11 | HE-INVEST AS                     | 3 110 601        | 3,6%        | 2,3%       | PRIV | NOR     |
| 12 | TIGERSTADEN AS                   | 2 900 000        | 3,3%        | 2,2%       | PRIV | NOR     |
| 13 | B.T. HOLDING AS                  | 2 510 902        | 2,9%        | 1,9%       | PRIV | NOR     |
| 14 | TIGERSTADEN INVEST AS            | 2 353 924        | 2,7%        | 1,7%       | PRIV | NOR     |
| 15 | MP PENSJON PK                    | 2 189 468        | 2,5%        | 1,6%       | PRIV | NOR     |
| 16 | SONGA INVESTMENTS AS             | 2 187 004        | 2,5%        | 1,6%       | PRIV | NOR     |
| 17 | A.PRO.M AS                       | 1 918 938        | 2,2%        | 1,4%       | PRIV | NOR     |
| 18 | KMR AS                           | 1 750 000        | 2,0%        | 1,3%       | PRIV | NOR     |
| 19 | CLEARSTREAM BANKING S.A.         | 1 737 923        | 2,0%        | 1,3%       | NOM  | LUX     |
| 20 | NIMBUSTECH AS                    | 1 594 213        | 1,8%        | 1,2%       | PRIV | NOR     |

- ININ Group AS holds treasury shares as listed in the table
- Employee shareholder option program: 20,928,700 outstanding options as of December 31st, 2023
- Warrants to ININ Capital Partners: Issued 3,274,519 warrants of total approved program of 9,773,519 warrants



Source: VPS 21.2.2024 31