



SECOND HALF AND FULL YEAR 2020

Henrik Badin, CEO Vow ASA
Oslo, 25 February 2021

VOW

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ABOUT US

- › Provider of world leading technologies to **eliminate pollution**, enhance **circular economy** and mitigate **climate change**
- › Offering **patented unique solutions** that turn waste and biomass into **CO2 neutral** energy, **decarbonised** energy, **low-carbon** fuels and **biocarbon**
- › Our **technology is ready**, it integrates easily into industrial processes and does not depend on large and complicated infrastructure to be effective
- › **Proven and scalable** delivery model, **record high backlog** of orders and **large installed base** for leading players in a wide range of industries, providing **recurring business**
- › **International footprint**, headquartered in Norway with subsidiaries in US, France and Poland

Our brands

VOW

 **SCANSHIP**
for cleaner oceans


E T I A
ECOTECHNOLOGIES

 **Biogreen®**

 **ASCODERO**
PRODUCTIQUE

The background is a deep blue underwater scene with light rays filtering from the surface. A jellyfish with a glowing blue and purple bell and long, thin tentacles is positioned in the lower right. Two white L-shaped brackets frame the central text: one on the left and one on the right.

FINANCIAL AND OPERATIONAL HEADLINES

VOW

KEY TAKEAWAYS 2020



Before non-recurring items of NOK 8 mill in Landbased

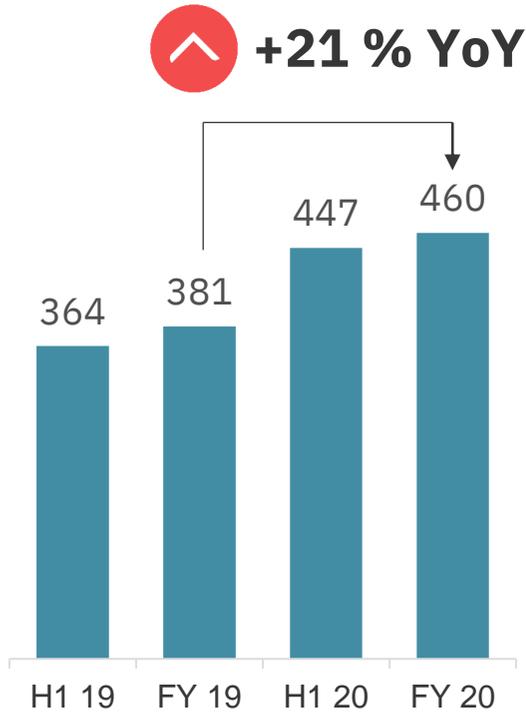
¹ y-o-y

Fifth consecutive year of growth, record high performance within Cruise projects

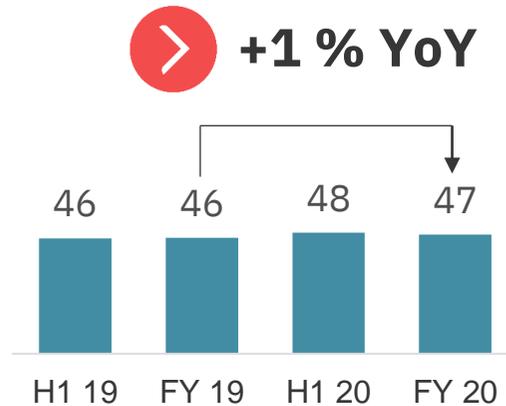
- Annual revenues up 21 percent year-over-year to NOK 460 million, and with EBITDA 47 million including group admin.
 - Continued high activity in cruise newbuilds. **Projects** delivered NOK 71 million in EBITDA in 2020, nearly doubled from 2019
 - **Aftersales** reduced as cruise ships are docked. Would in a normal year have added more than NOK 20 million in EBITDA
 - Gross margins in **Landbased** on par with Projects, segment EBITDA was negative as we build for growth
- **Order backlog** remains high, providing good visibility and revenues well into 2024/25
- For 2020 full year **profit before tax** was NOK 28 million, compared with NOK -7.3 million in 2019
- A year marked by continued **strong performance** in cruise projects and **transformative achievements** on land

For full P&L, balance sheet and cash flow statement, please see Report for H2 2020

FINANCIALS

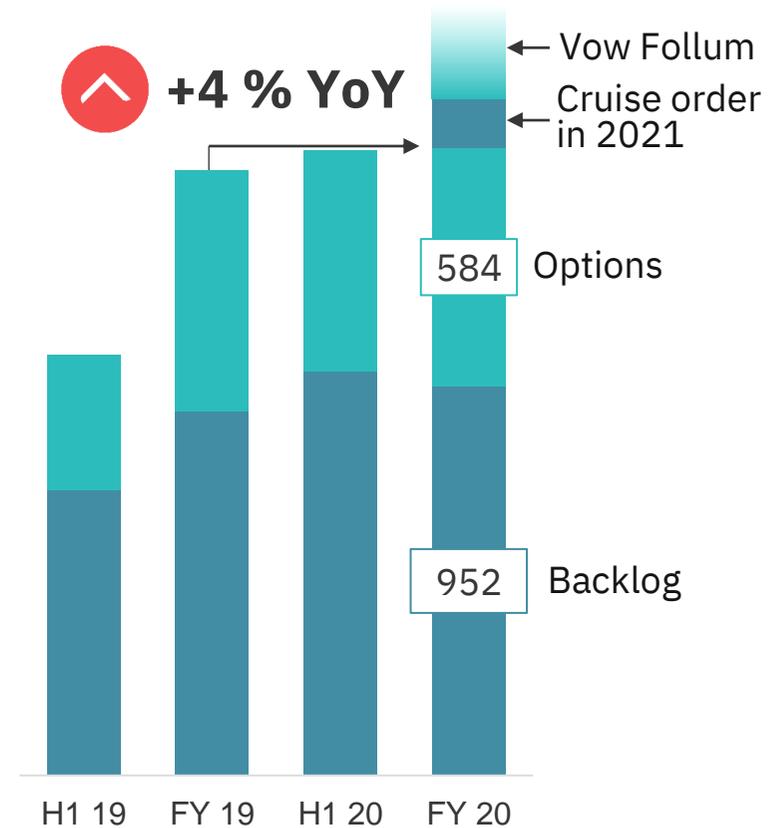


LTM Revenues
(in NOK million)



LTM EBITDA
(in NOK million)

Before non-recurring items in 2019 – NOK 19 million and in 2020 – NOK 8 million

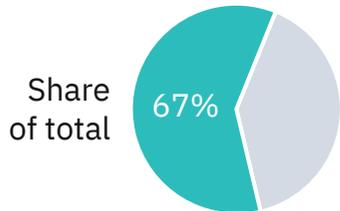


Order backlog and options
(in NOK million)

PROJECTS | CRUISE

- Revenues in 2020 increased by 31 % compared with 2019, driven by increased backlog and several system deliveries in the period
- EBITDA nearly doubled compared with 2019, strong performance resulted in record-high margin of 23 %
- Delivery model now being replicated in Landbased
- Order backlog secures revenues well into 2024/25

NOK 309 million
revenues



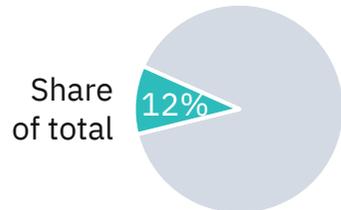
NOK million	2H 19	2H 20	2019	2020
Revenues	114.1	149.1	236.0	309.2
EBITDA	20.8	35.9	37.0	70.8
EBITDA margin (%)	18.2 %	24.1	15.7%	22.9
Backlog			813	924



AFTERSALES | CRUISE

- Covid-19 slowdown in cruise operations continued to affect Aftersales in Q4
- Access to ships was restricted. Revenues and profit margin reduced, since most expenses are fixed
- Gradual rebound expected as cruise operators take their ships back to sea from summer season 2021

NOK 54 million
revenues



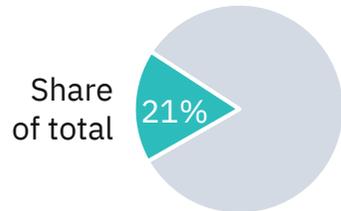
NOK million	2H 19	2H 20	2019	2020
Revenues	65.9	13.6	125.7	53.3
EBITDA	10.4	-5.0	22.5	-0.2
EBITDA margin (%)	15.7%	-	17.9%	-



LANDBASED

- Growing demand for Vow technology already reflected in increasing revenues
- Gross margins like that in Projects. Significant spending on sales, R&D and fixed assets included in EBITDA
- Non-recurring costs related to standardisation and streamlining of landbased activities NOK 8 million
- Several milestone contracts awarded for valorisation of waste, biomass, and industry decarbonising

NOK **97** million
revenues



NOK million	2H 19	2H 20	2019	2020
Revenues	19.1	49.2	19.1	97.2
EBITDA	-1.5	-3.1	-1.5	-10.2
EBITDA margin (%)	-7.8%	-	-7.8%	-
Backlog			78	28

Landbased activities acquired in 2019, in accounts from October that year. EBITDA before non-recurring items



RECENT DEAL FLOW

11 February 2021

Signed letter of intent with Betula Energy in Bamble to deliver equipment to biocarbon plant

Henrik Badin • 1st
Chief Executive Officer at Vow ASA with Scanship and ETIA

We are excited to support Betula Energy with our technology to produce biocarbon for decarbonising the metallurgical industry. With two parallel runs in Norway, one in Bamble with Betula Energy and the other at Follum with Vow Industries, we are accelerating the roll out to meet high industry demand for climate neutral energy.

VOW ASA: Vow ASA and Betula Energy AS aim for biocarbon production in Bamble, Norway
vowasa.com • 3 min read

3 February 2021

Awarded EUR 5.7 million cruise ship contract with major European shipbuilder

VOW Vow ASA
2,687 followers

New contract for our Scanship subsidiary. The contract is for the delivery of two systems for advanced wastewater purification. Full steam ahead! Amazing work by the Scanship team.

Vow wins €5.7m cruise contract with major European shipbuilder
seatracer-cruise.com • 1 min read

2 February 2021

Signed letter of intent with Elkem to deliver biocarbon from Follum plant

VOW Vow ASA
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Delighted to announce that we have signed a Letter of Intent together with Elkem ASA to deliver biocarbon from our new Follum Plant with Vow Industries at the wheel. We are pleased to wish Elkem welcome as our partner at Follum!

VOW ASA: Signed Lol with Elkem to deliver biocarbon from Follum plant
vowasa.com • 3 min read

28 January 2021

Vow and Arcelor Mittal join forces to build biogas plant in Luxembourg

VOW Vow ASA
2,637 followers

New cooperation for a greener future! Only a few weeks after establishing VOW Industries, we are entering a new collaboration agreement and helping the world's leading steel producer, ArcelorMittal, in their journey towards carbon ne...see more

VOW ASA: Vow ASA and ArcelorMittal join forces to build biogas plant in Luxembourg
vowasa.com • 4 min read

30 October 2020

Strategic partnership with Repsol on industry decarbonization

VOW Vow ASA
2,754 followers

We are very proud to enter into a strategic partnership with Repsol through our subsidiary ETIA - Ecotechnologies. Together, we will explore multiple applications and solutions to produce clean and renewable energy for CO2 emissio...see more

Vow ASA: Vow ASA enters into strategic partnership with Repsol on industry decarbonization.
vowasa.com • 2 min read

STRATEGIC PARTNERSHIPS



- › A global multi-energy provider and one of the first energy companies to make a net-zero emissions commitment by 2050 and with intermediate goals for 2025, 2030+ and 2040.
- › Partnership to explore multiple applications such as solutions to produce CO2 neutral and decarbonised energy
- › ETIA technology and Vow's overall delivery model central elements.



ArcelorMittal

- › Memorandum of understanding to build biogas production plant to reduce CO2 emissions from metallurgical processes.
- › Cooperation on engineering, business modelling and financing of a dedicated biogas plant, with the aim to have the plant operational in 2022.
- › Plant will be based on Vow's patented 'Biogreen' pyrolysis technology. Biogas will replace use of fossil natural gas in the metallurgical plant.
- › By-products such as biocoke and biochar will add further economics to the concept



- › Joining forces, competence and technology solutions to produce biocarbon at Vow Industries' planned plant in Norway
- › Sustainable feedstock comprised of forestry wood mass, wood waste and other wood materials
- › Elkem aims to secure long-term access to low-cost, high-quality renewable biocarbon to replace fossil reduction material, and further improve its competitive position for the sustainable future

An aerial photograph of a modern industrial complex. The facility features several interconnected buildings with light blue and grey facades. A prominent yellow truck is parked in a paved area in front of the main building, which has the 'VOW' logo and 'Industries Edition' visible. The complex is situated on a riverbank, with a dark river in the foreground and lush green hills in the background. The sky is clear and blue. A large white L-shaped graphic element is overlaid on the image, framing the central text.

STRATEGY AND OUTLOOK

Introducing Vow Industries
and Vow Green Metals

TRENDS AND FORCEFUL DRIVERS

CIRCULAR ECONOMY

Across industries, growing realisation that waste is value, an asset which must be monetised. **Waste no more!**



DECARBONISING INDUSTRIES

Strong demand from heat intensive industries for solutions that can replace fossil coal and fossil energy



POLICIES

National and international law makers and governments are pushing for new legislation and regulation, i.e. EU Green Deal

ECONOMICAL

Cost of capital, EU taxonomy, carbon tax and rising consumer concerns drives business towards sustainable solutions

TECHNOLOGY

Engineers, entrepreneurs and industrialists are bringing down the cost of technology in new solutions

THE INCUBATOR: VOW INDUSTRIES

Valorising waste | Decarbonising industry

Intake (examples)

Organic waste
and biomass

Plastics and
polymers



Business idea

An inhouse incubator for development of
companies based on Vow's technology

Offtake (examples)

Biocarbon (biocoke, biochar,
biocoal)

Carbon products (graphite,
graphene and recycled carbon
black)

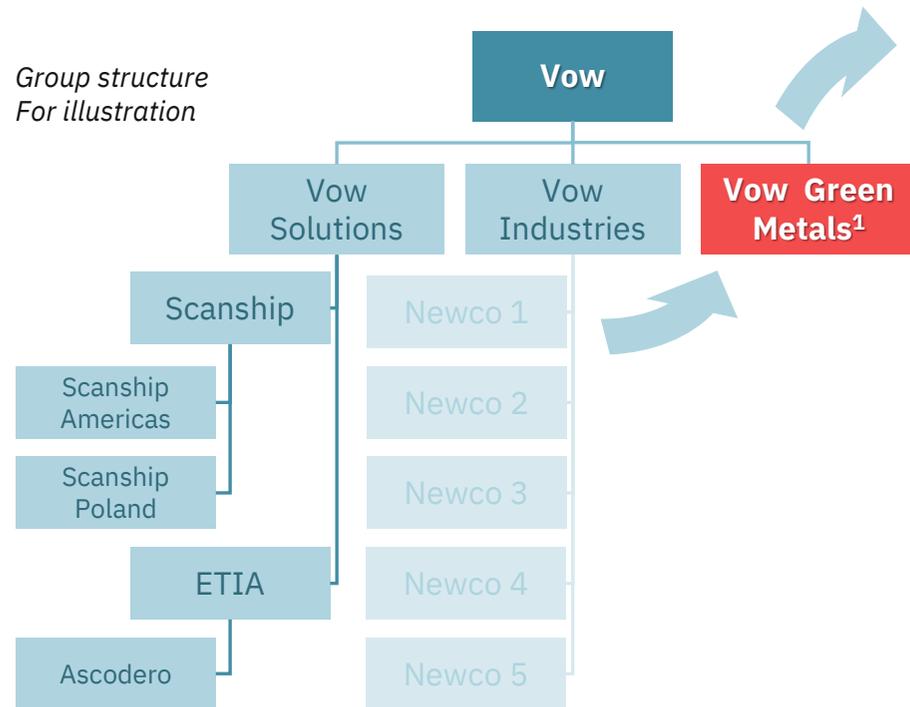
CO2 neutral gas and hydrogen
(decarbonised energy)

Low-carbon fuels

CO2 removal certificates

SPINNING OFF VOW GREEN METALS¹

... and distributing to shareholders



¹ Concept name

Contemplating launch of Vow Green Metals as new and separate entity

- › Plans to **spin off Vow Green Metals** and distribute shares to current Vow shareholders
- › Aims for **separate listing** before summer 2021
- › Vow Green Metals will **build, own and operate plants** and deliver high-value biocarbon and CO₂ neutral gas for metal industries
- › Deliveries to **Vow Green Metals** will represent additional order backlog and **NOK 200-250 million** in revenue for **Vow** in 2021/22
- › **Vow Industries will** remain in current structure, as an incubator for other potential spin-offs in the future

VOW GREEN METALS

The Follum plant



- › **Business idea** | Build, own and operate full scale plant based on Vow's process technology
- › **Production** | Biocarbon to replace fossil coke as a reducing agent in the metallurgical industry in Norway, as well as providing CO2 neutral gas for district heating and low-carbon fuels
- › **Setup** | Base for development of fully standardized and replicable facilities
- › **Financing** | Through Enova grants, debt and equity

ACCELERATING GREEN TRANSITION



Forest owners association providing biomass



Demolition wood, waste wood

Low-carbon fuel and raw materials for the petrochemical industry

Biocarbon for the metallurgical industry



Municipal energy company, using CO2 neutral gas for district heating

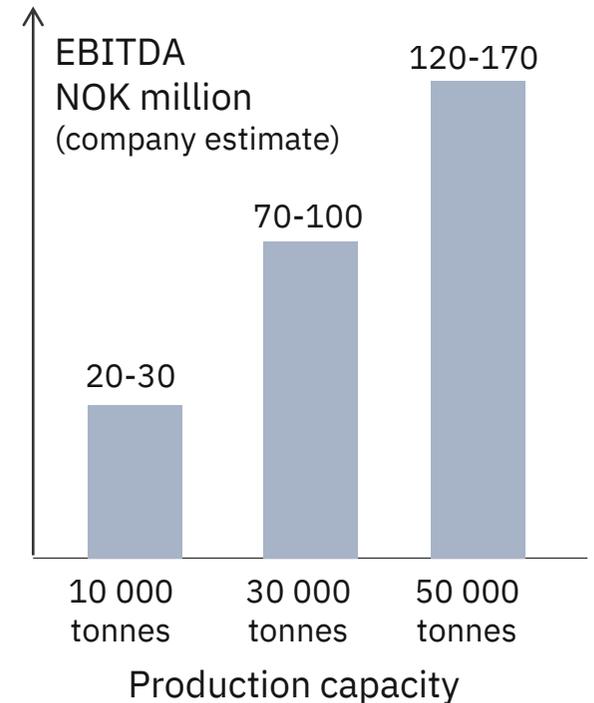


INDUSTRIAL RATIONALE



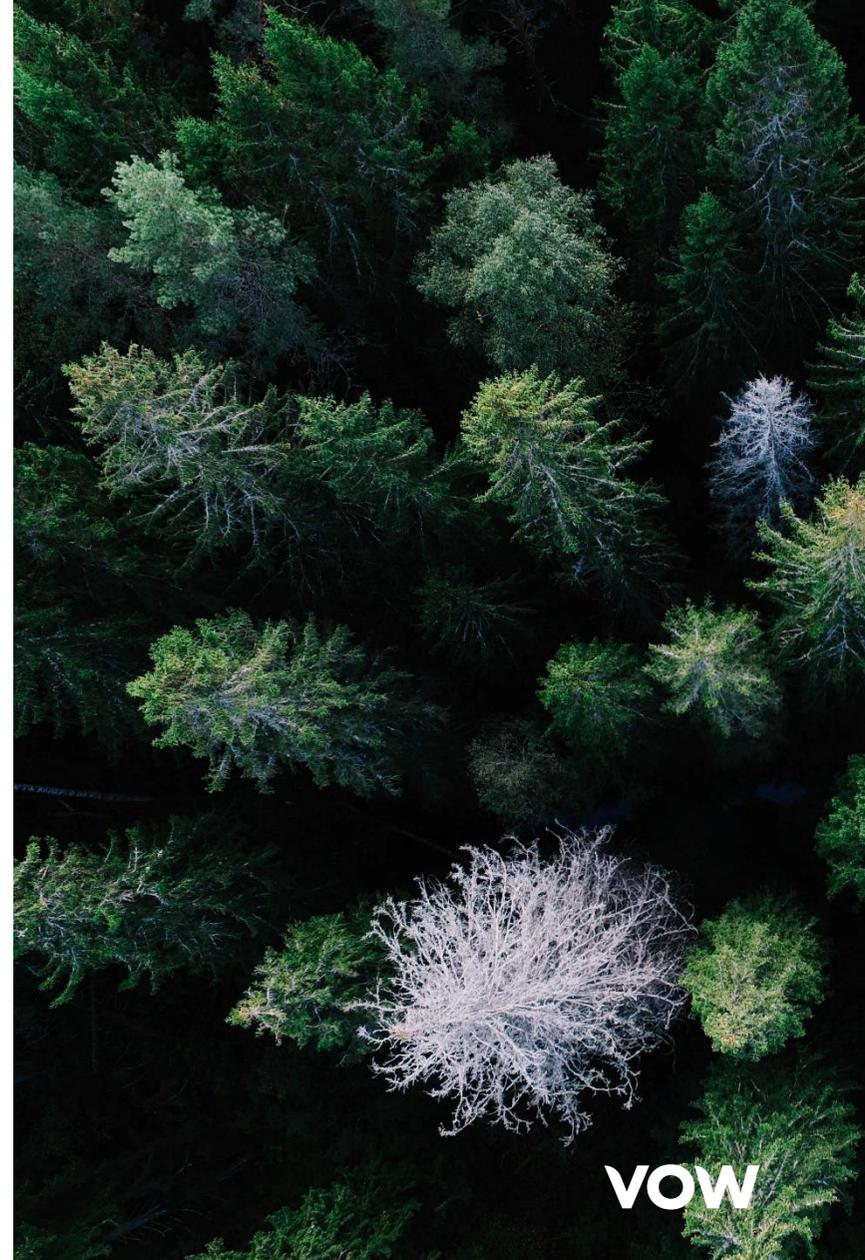
- Large, international **industrial groups** are undergoing a significant restructuring in order to achieve their **goals of CO2 neutrality**
- **Demand for biocarbon** is expected to increase significantly in the next few years, driven partly by increasing CO2 taxation and corporate net zero strategies
- **Pipeline includes expansion** in the Nordics as well as larger production facilities to meet industry needs
 - Norwegian market 400.000 tonnes (40% of 1 mill tonnes total fossil market by 2030)
 - Nordic market 1.8-2 mill tonnes (40% of 4.5-5 mill tonnes total fossil market by 2030)
- Several possible locations. Access to feedstock, infrastructure and proximity to client will be key

Scalable and profitable



CONCLUDING REMARKS

- › 2020 – a year marked by continued **strong performance** in cruise projects and **transformative achievements** on land
- › **Global trends**, regulatory and financial drivers create **strong interest and demand** for our technology and patented unique solutions
- › Vow provides industry with the means to turn waste and biomass into **CO2 neutral** energy, **decarbonised** energy, **low-carbon** fuels and **biocarbon**
- › With the **launch of Vow Green Metals**, we are expanding our business, developing, owning and operating plants, **stand alone** or **together with partners**, gearing up to offer ‘**decarbonisation as a service**’
- › Spinning off **Vow Green Metals** with **separate listing** before summer 2021 to **accelerate growth** and **increase shareholder values**



An aerial photograph of a dense forest, likely a coniferous forest, with a dirt road winding through it. The trees are mostly green, with some showing signs of autumn or winter. The lighting is natural, creating a mix of dark and light green tones. The text is overlaid on the center of the image.

**THANK YOU
FOR YOUR ATTENTION**

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VOW