

Q1 2023 webcast

1 January–31 March 2023

Lamor Corporation Plc

Lamor's team presented



Mika Pirneskoski
CEO



Timo Koponen
CFO



Johanna Grönroos
CDO

Agenda

- 1 **Operational highlights**
Mika Pirneskoski
- 2 **Financial update and guidance**
Timo Koponen
- 3 **Strategic initiatives**
Mika Pirneskoski & Johanna Grönroos
- 4 **Q&A**
- 5 **Summary**

The year started as expected

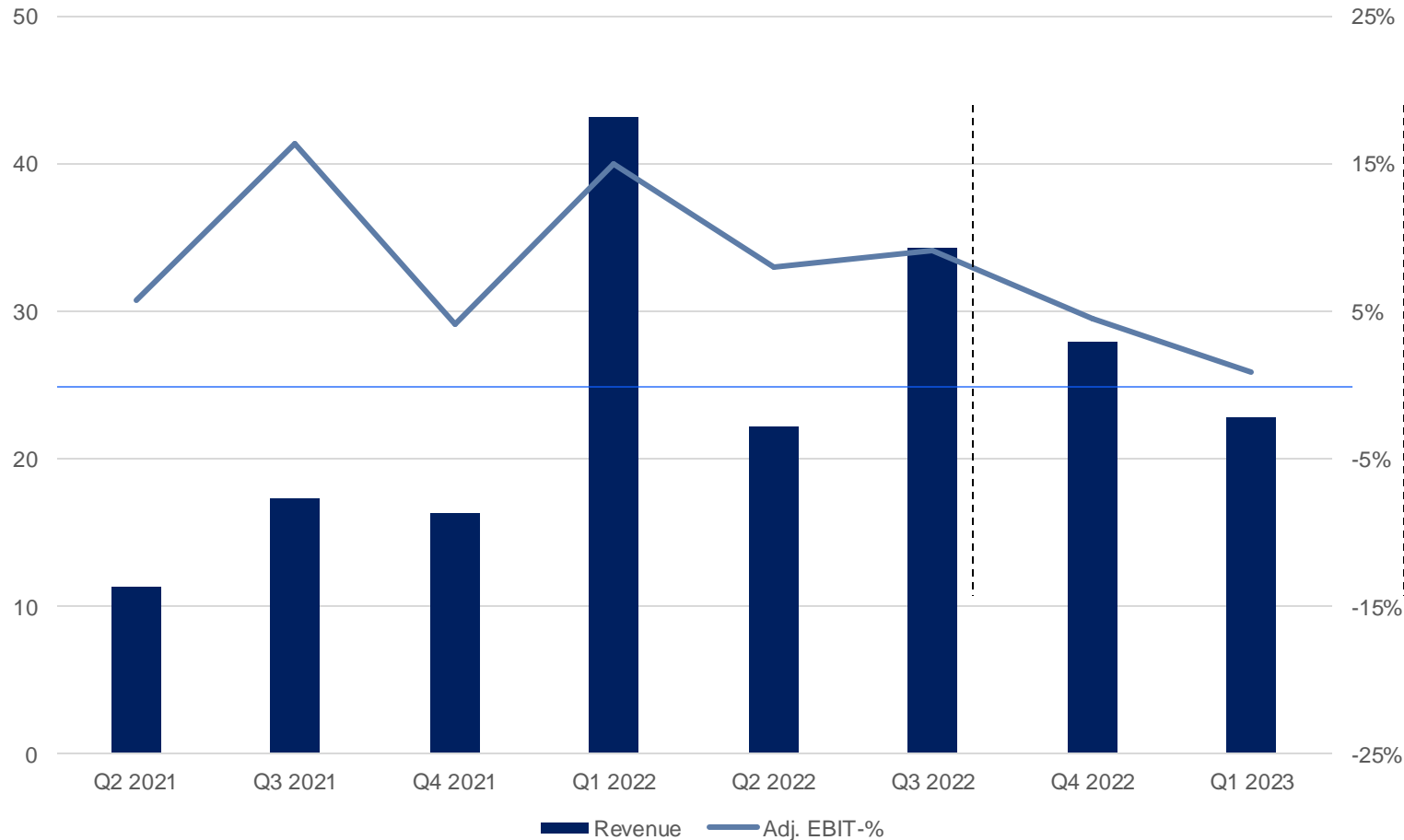
Operational highlights

- Large projects in Bangladesh, Kuwait and Saudi Arabia progressed as planned.
- Chemical recycling of plastics has taken significant steps during the first quarter.

Revenue, profitability and guidance

- Projects proceeding as planned but due to lower revenue and investments in the future growth, the profitability for Q1 was lower.
- Guidance unchanged.
- The size of the sales funnel is significant and the amount of tenders Lamor is participating is higher than ever before in the company's history.

Quarterly development of revenue and adjusted EBIT margin



Q1 highlights



Revenue EUR **22.8** million
(YoY -47.1%)



Adjusted EBIT EUR **0.2**
million (YoY -96.7%)



Adjusted EBIT margin **0.9%**

Project on the chemical recycling of plastics is progressing to the next phase

Preparations for the Porvoo facility progressing as planned

- Competent team in place
- Technology providers selected
- Other commercial negotiations progressing well
- Expected start of the construction by the end of H1

Planned steps for recycling of plastics

- First phase: A 10,000-tonne chemical recycling plant in Porvoo
- Medium-term plan: Decentralised 40,000-tonne chemical plastics recycling capacity in Finland
- Strategy period 2023-2025 plan: Recycled plastics project portfolio of 100,000 tonnes



Soil remediation projects in Kuwait progressed as planned during 2022

- The enabling works of the soil remediation projects were finalised.
- The remediation activities in the treatment area have begun.
 - Amount of soil currently in the treatment areas altogether about 500.000 tonnes.
- The progress of the project will speed-up during the latter part of 2023 when the remediation work will be in full speed.



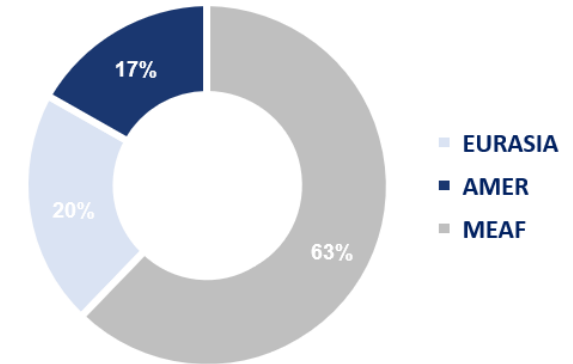
Financial update and guidance

CFO Timo Koponen

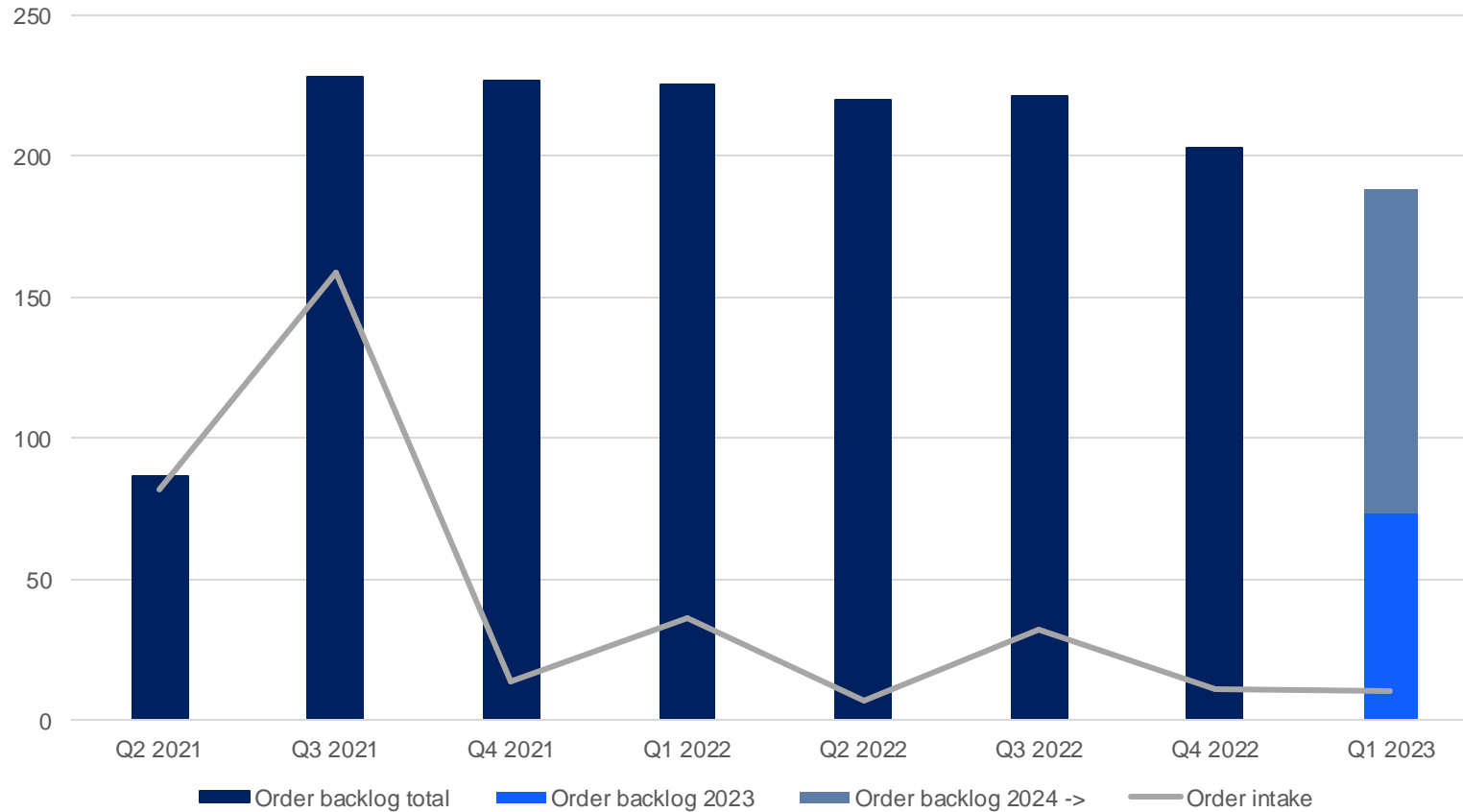
1 January–31 March 2023 in brief

EUR million unless otherwise noted	Q1 2023	Q1 2022	Change %	1–12/2022
Revenue	22.8	43.2	-47.1%	127.7
Adjusted EBITDA	1.8	7.9	-76.7%	19.0
Operating Profit (EBIT)	0.2	4.5	-96.6%	10.1
Adjusted Operating Profit (EBIT)	0.2	6.5	-96.7%	12.6
Adjusted EBIT margin %	0.9%	15.0%		9.9%
Earnings per share, EPS (basic), euros	-0.02	0.07	-128.2%	0.13
Orders received	10.8	36.3	-70.2%	87.4
Number of employees at the period end	550	1 177		508
Number of employees on average	549	968		604

Revenue split January–March 2023 per area



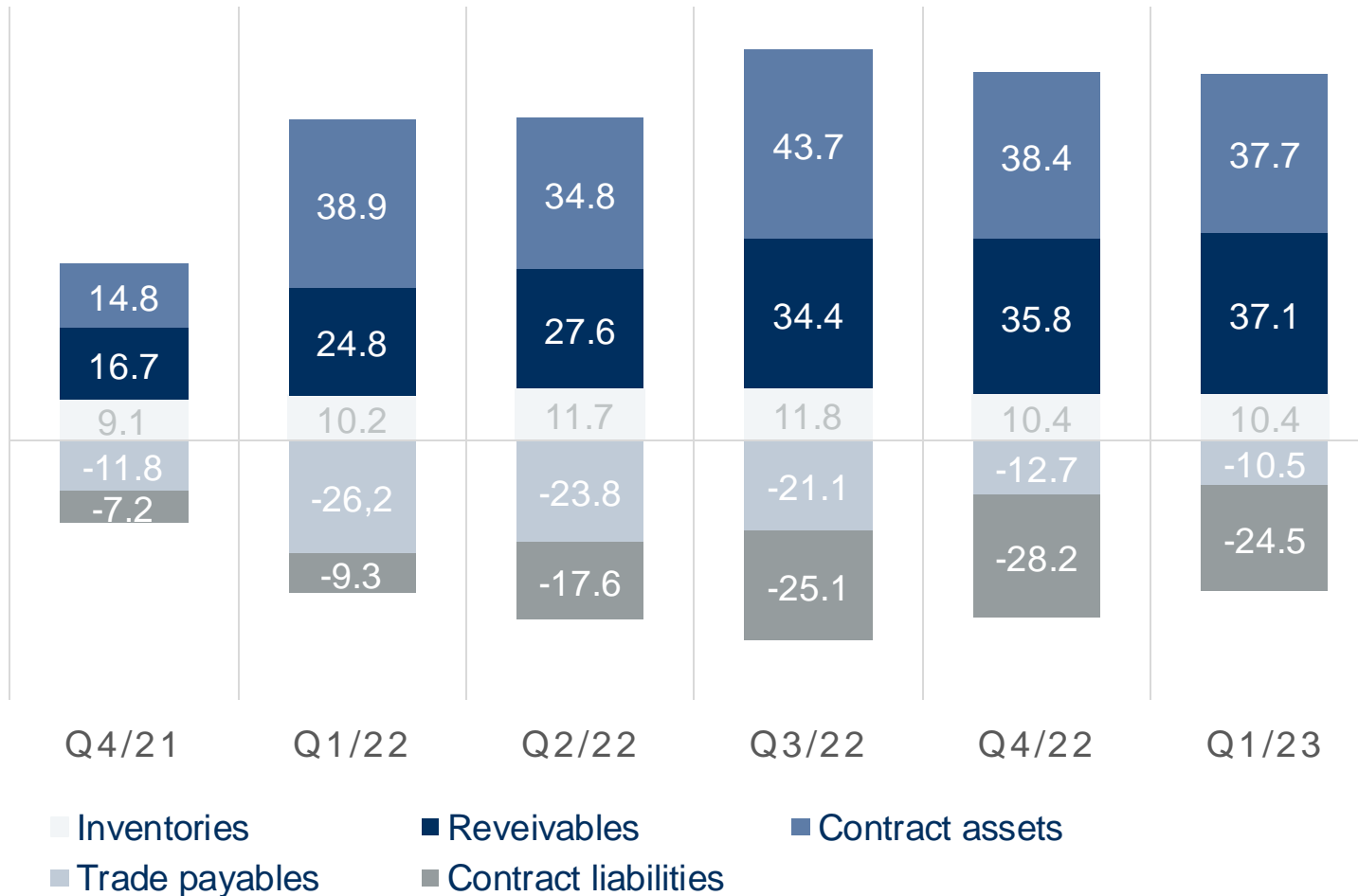
Strong order backlog



- Total order backlog EUR **189** million - EUR **73** million for 2023
- Orders received 1-3/2023 EUR **11** million
- Several tender processes on-going

Working capital levelling continues

Operating Working Capital



- Kuwaiti and Saudi projects continue to tie up working capital
- Net cash flow from operations
 - 1-3/2023 EUR **-8.8** million (EUR -7.7m)
 - Payment of EUR **6.8** million received after the period end in Saudi Arabia
- Financial position continues very strong
 - Equity ratio **46.6%** (50.4%)
 - Net gearing **38.5%** (15.5%)

Guidance for 2023

Lamor estimates that its **revenue** for 2023 will be in the range of **EUR 120–135 million** and that the **adjusted operating profit (EBIT)** margin for the full year 2023 will be in the range of **8–11%**.

- Lamor has a strong order backlog for 2023. Since a significant part of the revenue is generated by large service project deliveries, any major changes in the project progress would have an impact on revenue and profit for 2023.
- Lamor is participating in several major tendering related discussions and expects requests for tendering to open and the decisions in the tenders to be made during 2023. The timing of the tenders as well as Lamor's success in the processes will have an impact on the revenue and profitability in 2023.
- Lamor has recruited a significant number of new professionals in 2022. This will support reaching the company's long-term financial targets but will increase the relative share of fixed expenses in 2023.
- Lamor follows closely the changes in the geopolitical environment in its operating countries. These changes may have either a negative or a positive impact on Lamor's business, for instance through changes in the schedules or cost structures of the projects.

Strategic Initiatives

Watch the recording from Lamor's Capital Markets Day held in November 2022 and find out more on Lamor's strategic priorities for the coming years: lamor.videosync.fi/cmd-2022

Mika Pirneskoski & Johanna Grönroos

Strategy and Vision 2025



No.1 partner in selected strategic markets



3 new markets to create a positive environmental impact



5 new projects to solve significant environmental challenges



Plastics recycling with 100 ktn project portfolio to support solving the global plastics problem



Efficient and effective solutions to our customers with our globally local operating model

**PREFERRED PARTNER DURING THE JOURNEY
TOWARDS A CLEANER TOMORROW**

What we focus on to be successful

Continuously developing our offering to help our customers

Enhancing the "Lamor way of working"

Building capabilities and competences for business diversification

VALUES

Solutions built on shared values
Passion • Innovation • Trust

CULTURE

Lamorians solving problems together
Purpose-driven culture

Sustainable Development Initiatives

- Sustainability reporting for 2022 in accordance with Global Reporting Initiative (GRI) with material topics defined
 - Enabling environmental protection and efficient material recycling
 - Targeting protection of biodiversity, efficient use of natural resources and climate change mitigation
 - Social sustainability
 - Financial value creation
- Quarterly activities initiated to increase positive and lower negative impacts
- Nasdaq Green Equity Designation renewed in January 2023



Q&A

MISSION



Let's clean the world!

VISION



A world with
clean waters
and soil during
our lifetime

VALUES



Passion, innovation
and trust

Thank you.

All reports and
presentations are available
on our investor website at
investors.lamor.com.

LAMOR

Let's clean the world