

Q3 2023 webcast

1 January–30 September 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 Strategy and market potential**
Mika Pirneskoski and Johanna Grönroos
- 4 Q&A**
- 5 Summary**



Operational highlights

CEO Mika Pirneskoski

Key takeaways

- Good performance in all the large projects
 - Soil remediation (Kuwait), environmental protection (Saudi Arabia), oil spill response and port waste management (Bangladesh)
- Important orders in the technology business
 - Inbuilt oil spill response equipment in Asia
 - Potable water treatment solution in South America
- Decision-making on new projects delayed

MEUR	Q3 2023	Q3 2022	1-9/2023	1-9/2022
Revenue	31.1	34.2	87.7	99.7
Adj EBIT	3.0	3.1	6.9	11.4
Adj EBIT-%	9.6%	9.0%	7.9%	11.4%



Projects in Kuwait progressing well

- The bioremediation works in the Kuwaiti soil cleanup projects progressed very well during the quarter.
- Soil washing activities to start for the more contaminated soil.
- Activities started in October to treat additional soil volumes on another remediation site as a subcontractor. Lamor's share is estimated to be approximately EUR 8 million, expected signing in November.

Soil remediated (tons)

by 30 Sep 2023

One million tons treated out of 5.6 million tons



Turning plastic waste to raw material with value

Our Porvoo pilot facility for chemical recycling of plastic waste is progressing as planned

- Ground-breaking ceremony held on 31 August in Kilpilahti
- Construction commenced
- Estimated commissioning around mid-2024

Strategic plan in chemical plastics recycling

Medium-term	40,000-tonne capacity in Finland
Long-term	Portfolio of 200,000 tonnes by 2030



Our evolution continues

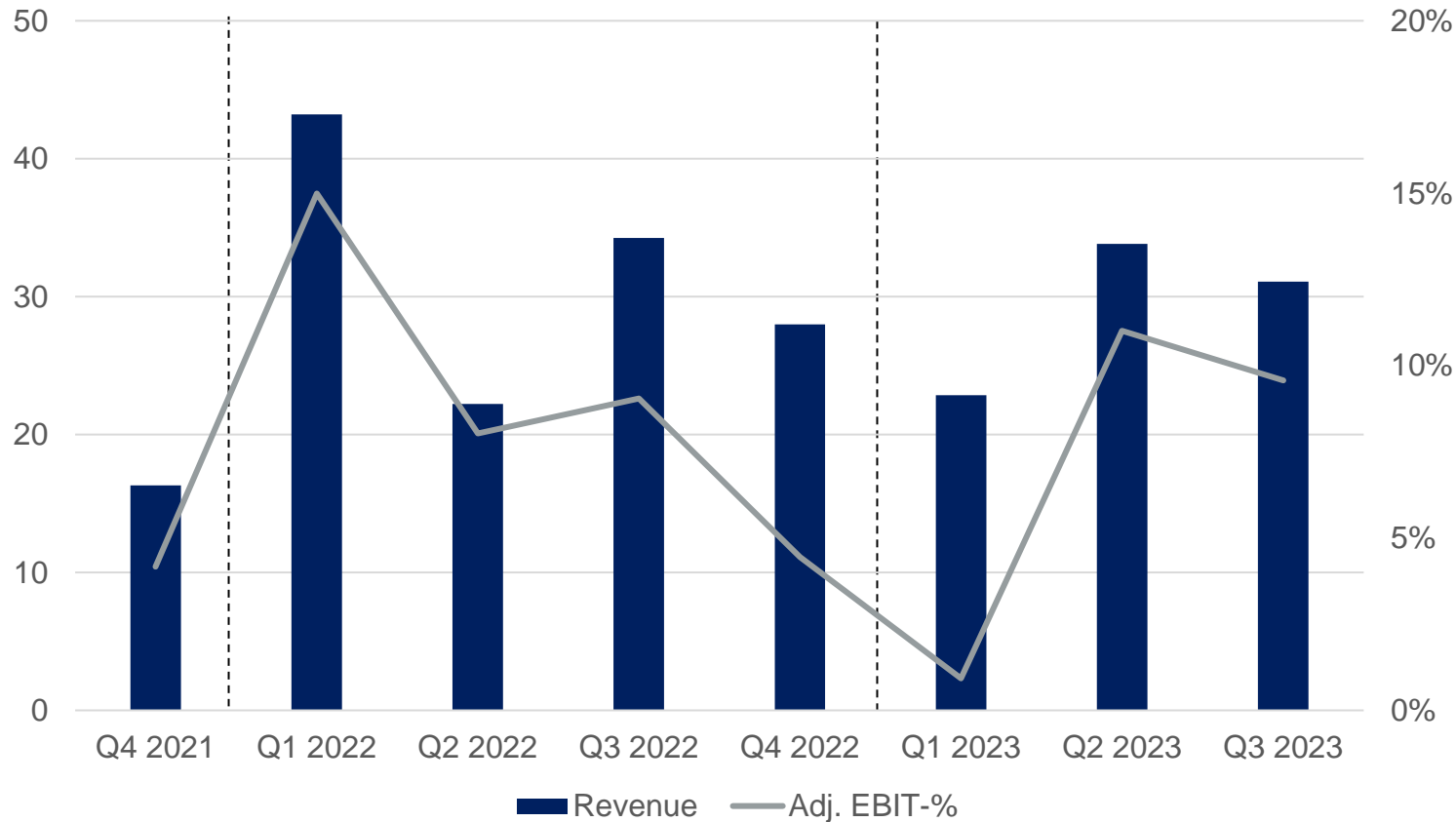
- **In August, we issued our first green bond for EUR 25 million.** The bond reflects our commitment to advance sustainable business models.
- **In September, we announced our aim to transfer to Nasdaq Helsinki main market,** which is expected to support the implementation of our strategic targets.
- **This autumn, we have reviewed the progress of our strategy implementation.** We are investing in the implementation of our growth strategy by increasing the knowledge both externally and internally.



Financial update and guidance

CFO Timo Koponen

Quarterly development of revenue (EUR million) and adjusted EBIT-%



Q3 highlights



Revenue EUR **31.1** million
(YoY -9.2%)

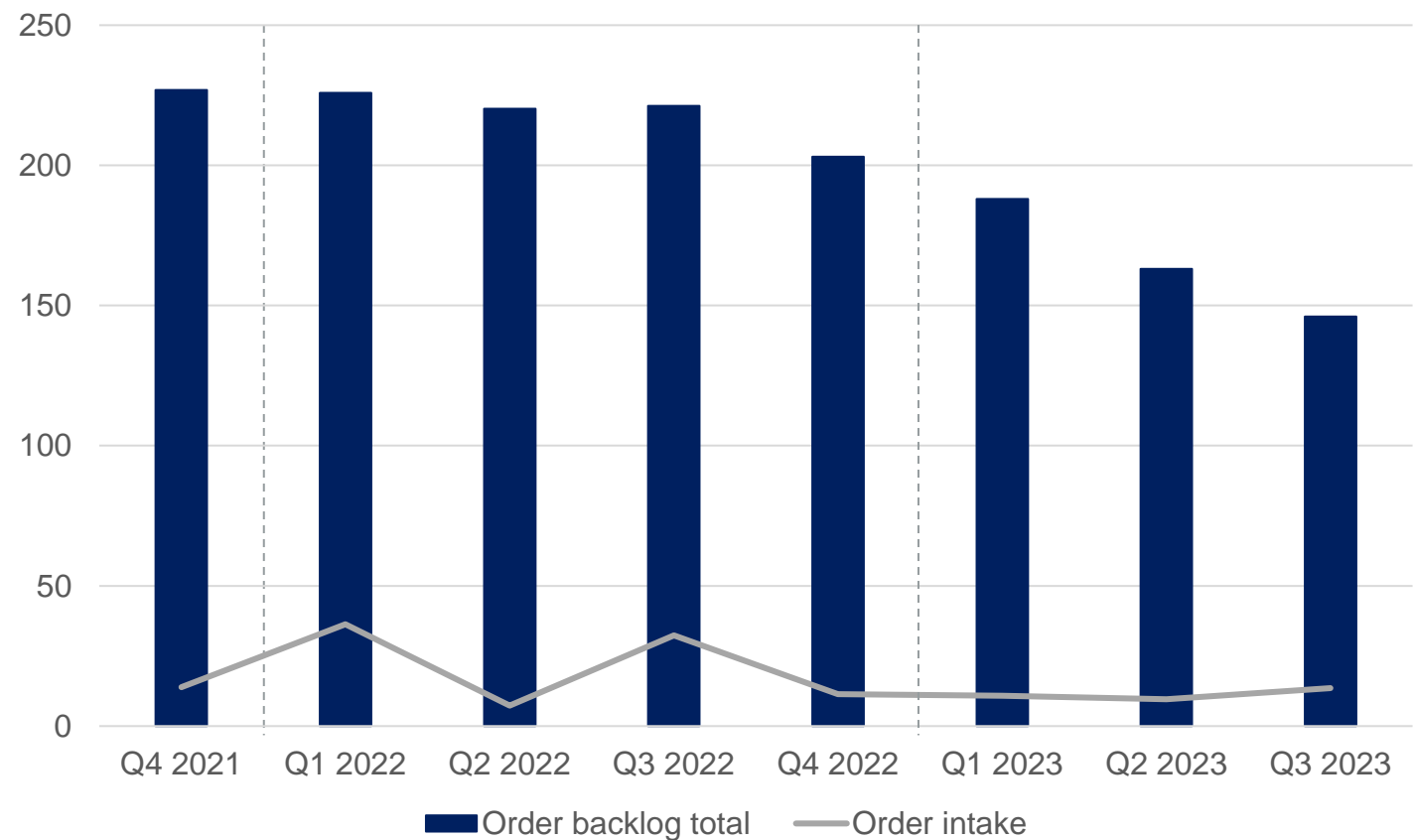


Adjusted EBIT EUR **3.0**
million (YoY -4.0%)



Adjusted EBIT margin **9%**

Order backlog and order intake (EUR million)



Total order backlog EUR **146** million of which EUR **34** million for 2023



Orders received 1-9/2023 EUR **34** million



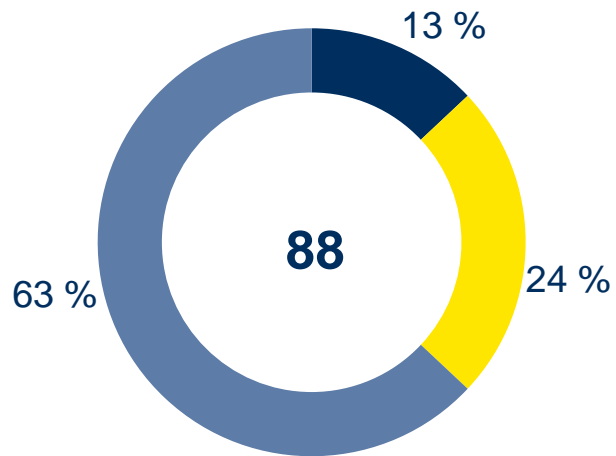
Solid, all time high sales funnel remains

1 January–30 September 2023 in brief

EUR million unless otherwise noted	Q3 2023	Q3 2022	Change %	1-9/2023	1-9/2022	Change %	1–12/2022
Revenue	31.1	34.2	-9.2%	87.7	99.7	-12.0%	127.7
Adjusted EBITDA	4.6	4.9	-5.8%	11.8	16.4	-27.7%	19.0
Operating Profit (EBIT)	1.6	3.0	-48.3%	5.4	9.2	-41.6%	10.0
Adjusted Operating Profit (EBIT)	3.0	3.1	-4.0%	6.9	11.4	-39.2%	12.6
Adjusted EBIT margin %	9.6%	9.0%		7.9%	11.4%		9.9%
Earnings per share, EPS (basic), euros	0.01	0.07	-81.6%	0.08	0.16	-45.4%	0.13
Orders received	13.5	32.4	-58.2%	34.0	76.0	-55.3%	87.4
Number of employees at the period end	660	475	38.9%	660	475	38.9%	508
Number of employees on average	682	477	43.0%	630	637	-1.1%	604

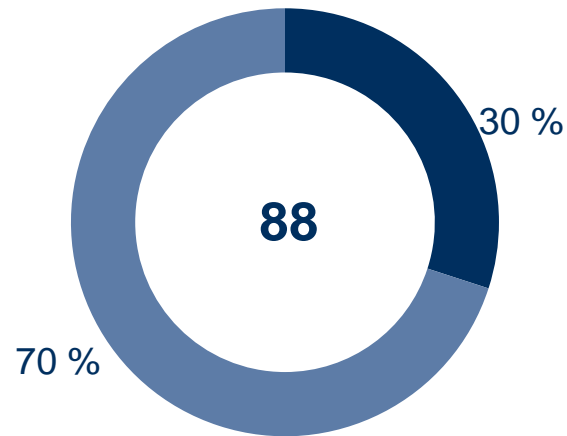
Revenue and solution split Jan - Sep 2023

Revenue split



■ AMER ■ EURASIA ■ MEAF

Solution split

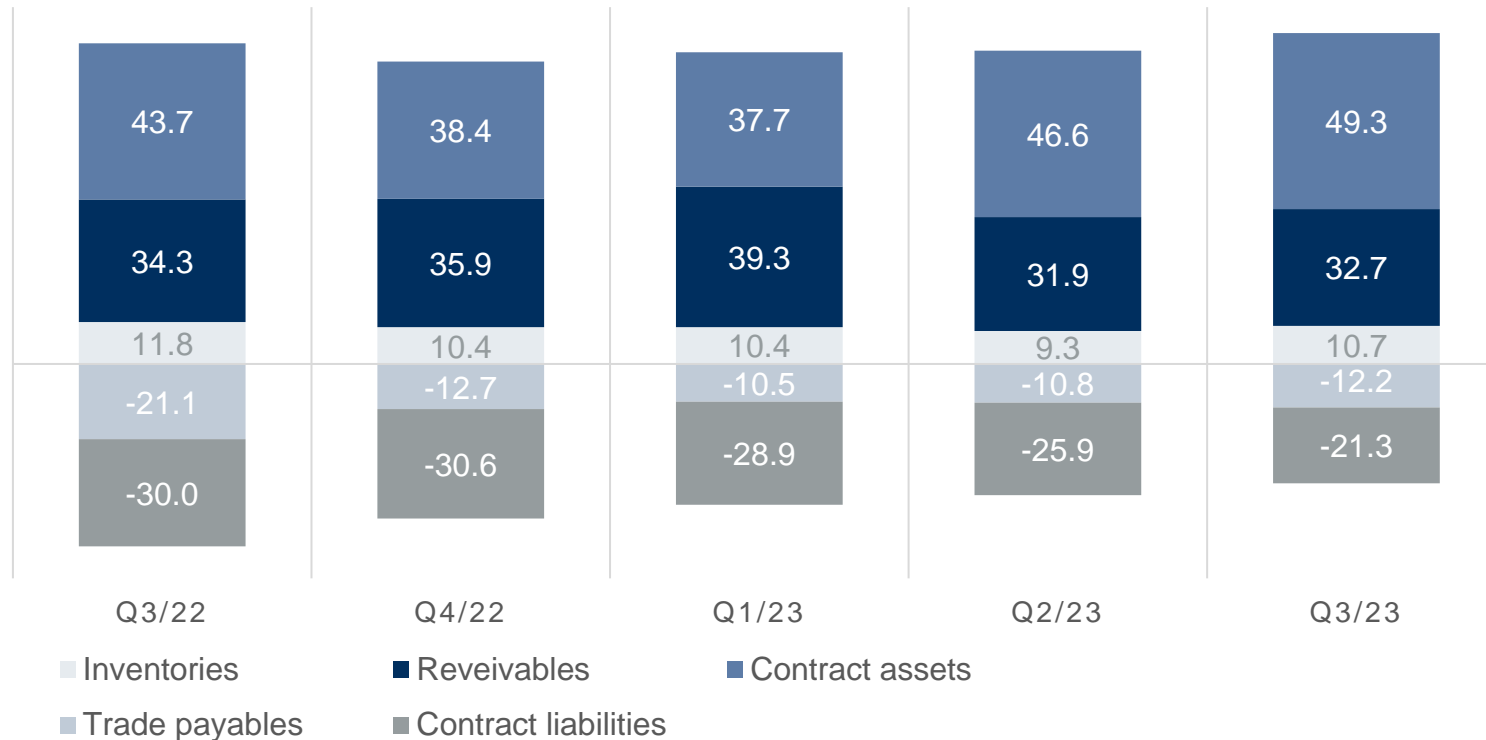


■ Equipment ■ Services

- Middle East continues to drive the revenue with particularly good progress in Kuwait.
- Americas having a challenging year due to political situation in our key countries
- Bangladesh projects as main contributors in Eurasia.

Working capital remaining on high level, turning point approaching

NET WORKING CAPITAL



- Kuwaiti projects continue to tie up working capital – invoicing started to accelerate as planned
- Net cash flow from operations
 - 1-9/2023: EUR **-15.0** million (EUR -7.2m)
 - Q3/23: EUR **-7.3** million (EUR -5.8m)
- Transaction costs and taxes burdening the period
- Financial position continues very strong
 - Equity ratio **46.1%** (49.9%)
 - Net gearing **51.9%** (20.3%)

Guidance for 2023 unchanged

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%**.

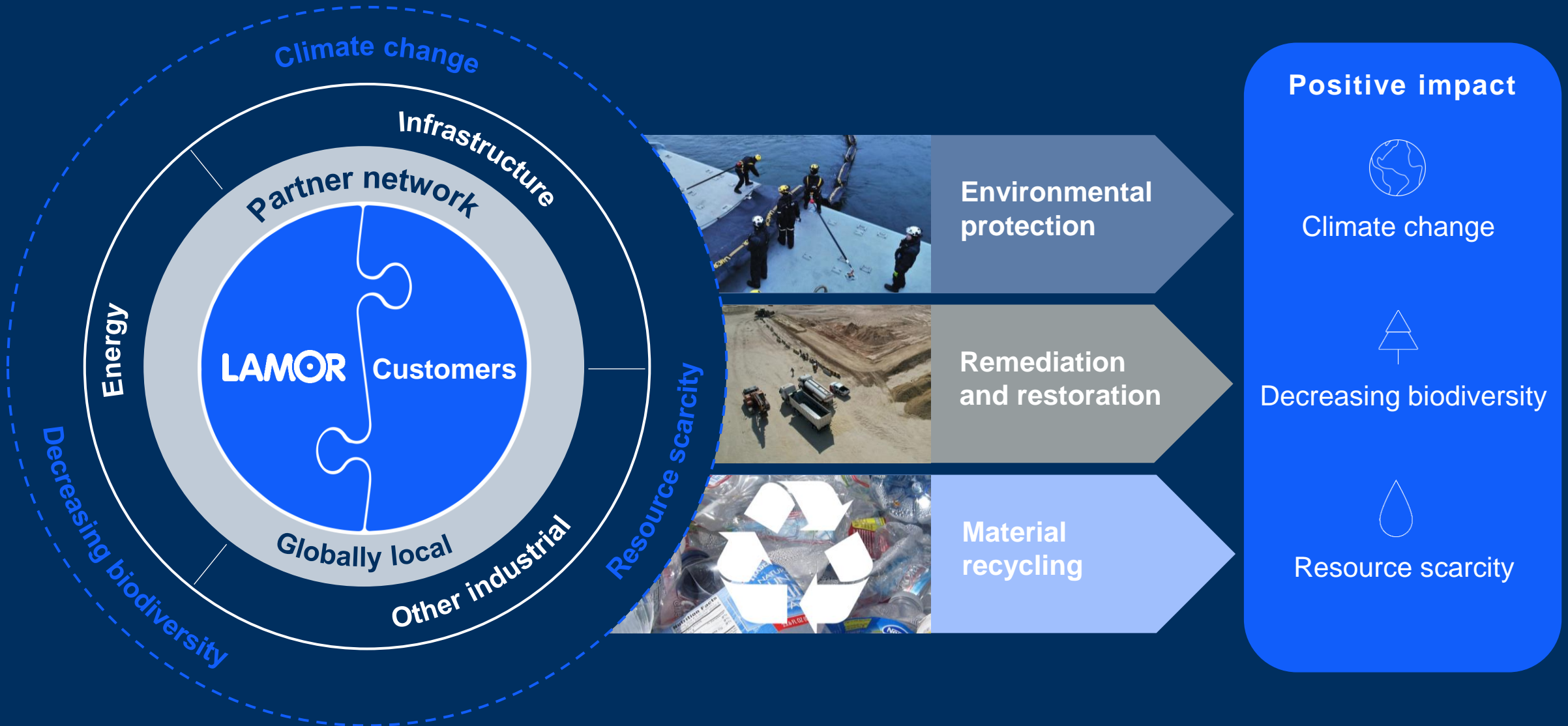
- Lamor has a strong order backlog for 2023. Since a significant part of the revenue is generated by large service project deliveries, any major changes in the project progress would have an impact on revenue and profit for 2023.
- Lamor is participating in several major tendering related discussions 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.

Business with a purpose

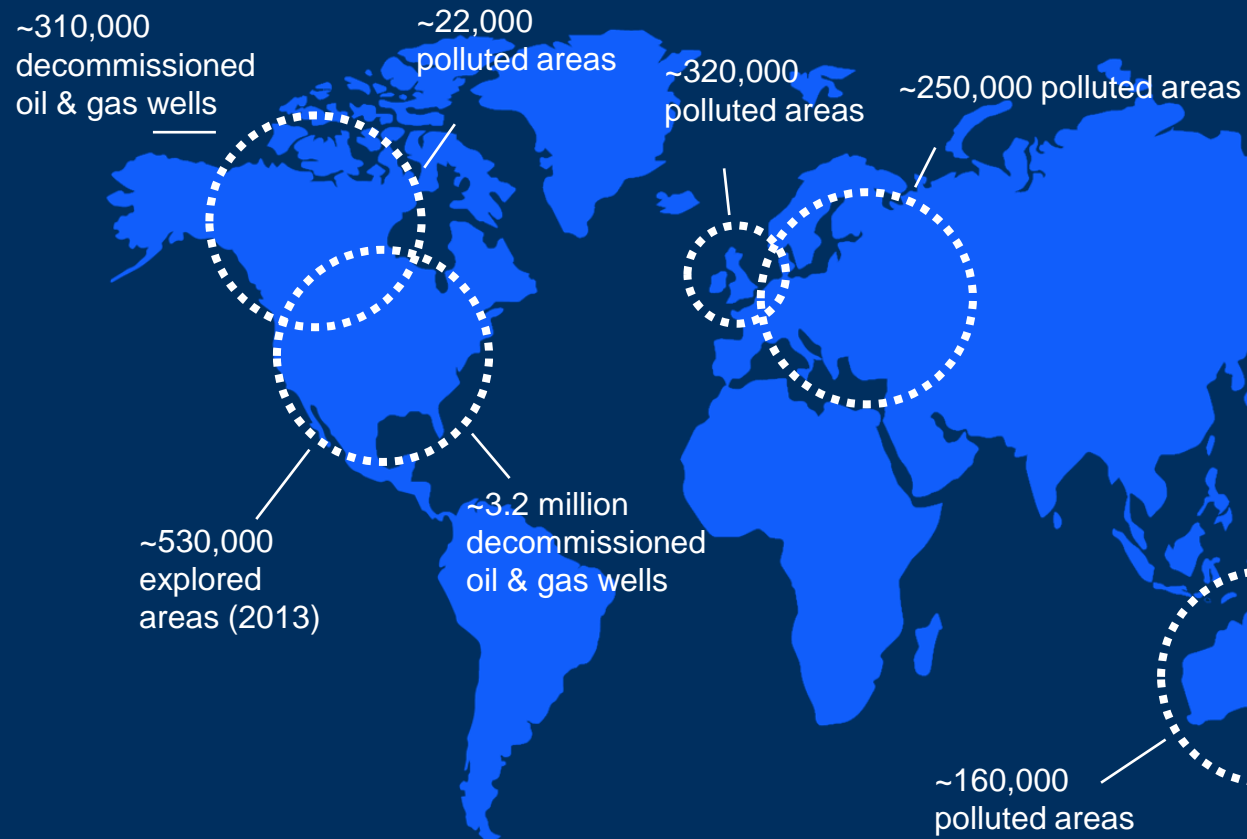
CEO Mika Pirneskoski

CDO Johanna Grönroos

The world and what we do

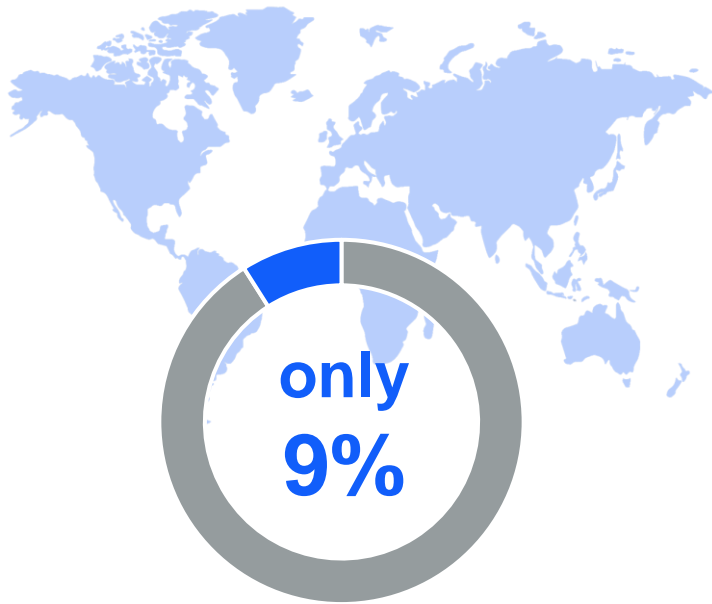


Pollution in soil harms life everywhere



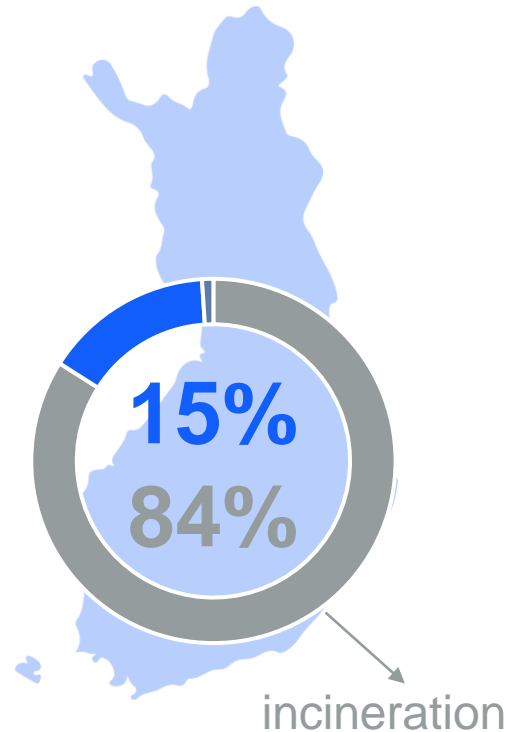
The magnitude of the global plastic challenge

Of the 8.3 billion tons
of plastic waste



have ever been recycled

Small part of plastic
is recycled



Estimated market size for
plastics recycling



USD 120 billion
in 2030

Strategy: Vision 2025

TARGETS



No.1 partner in selected strategic countries



3 new strategic countries 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**

FOCUS

Developing sustainable solutions

Enhancing our integrated way of working

Increasing capabilities and competences

FOUNDA-
TION

Strong shared values
Passion • Innovation • Trust

Problem-solving culture
driven by a strong sense of purpose

LAMOR

Q&A

MISSION



Let's clean
the world!

VISION



A world with clean waters
and soil during our lifetime



Thank you.

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

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Let's clean the world