

THIRD-QUARTER RESULTS CAMBI ASA



Cambi solutions are transforming wastewater solids and organic wastes into valuable bioresources, enabling the circular economy in cities and industries around the world.

#### **Two business segments**

**Cambi Group** comprises the delivery of thermal hydrolysis process (THP) **Equipment** and complete systems, together with related **Services**, including site and operations support, maintenance, spare parts, upgrades, and consultancy.

**Cambi Invest** delivers on opportunities connected to the THP technologies, including design-build-operate (DBO) projects in which Cambi retains an ownership stake and operations (**DBO Projects**), and soil products **Recycling** (i.e., portfolio company Grønn Vekst).

# Third quarter **Highlights**

**Revenue** in the third quarter was NOK 109 million, NOK 21 million or 16% lower than the same quarter of 2021. Revenue was NOK 21 million lower in the Cambi Group segment, with both Equipment projects (by NOK 10 million) and Services (by NOK 11 million) impacted by project execution slowdowns. Cambi Invest recorded marginally higher revenue.

**EBITDA** was NOK (2.4) million, which is NOK 18.7 million lower compared to NOK 16.3 million recorded in the third quarter of last year. Gross margin was lower in the Cambi Group (by NOK 13.6 million) and Cambi Invest (by NOK 1.2 million) segments, mainly due to lower volume. Sales, general and administrative expenses increased by NOK 4 million, primarily due to general salary increase, travel and other discretionary costs. **Operating cash flow** was NOK (10.1) million compared to NOK 31.4 million in the third quarter of 2021.

**Order intake** for the third quarter was NOK 184 million, a 64% increase from NOK 113 million in the same quarter last year. Equipment orders were NOK 144 million, with a book-to-bill ratio (order intake divided by revenue) of 2.2.

**Order backlog** ended the third quarter at NOK 619 million, up 37% from NOK 452 million in the third quarter last year and 14% from NOK 544 million in the second quarter of 2022.



Key numbers in NOK million, Cambi ASA

# **Order intake**

### Copenhagen, Denmark 🚺

BIOFOS, the Copenhagen wastewater utility company, signed a contract with Cambi to deliver a turnkey THP plant, including civil works and all ancillary equipment, at the Damhusåen wastewater treatment plant. The project is set to increase the site's solids treatment capacity without building new digesters and enables the refurbishing of the existing digesters without interrupting operations. Indirectly, it also increases processing capacity and hence extends the lifetime of the nearby incinerator at the Avedøre wastewater treatment plant. Besides an improved energy balance, the THP plant also contributes to meeting BIOFOS' carbon neutrality targets. Commissioning is scheduled for 2024.

## Fredrikstad, Norway **2**

In July, Frevar awarded Cambi a contract to supply a turnkey sludge treatment plant with thermal hydrolysis pre-treatment to the Øra wastewater treatment plant in Fredrikstad, Norway. Only the value of the project's cooperation phase has been booked as order intake. The cooperation phase kicked off during the quarter and is progressing to define the preliminary design and optimise integration for cost and energy efficiency. A construction contract is expected to be signed in 2023 after the cooperation phase and will be recognised as order intake accordingly.



Copenhagen, Denmark



Fredrikstad , Norway



# **Order backlog**

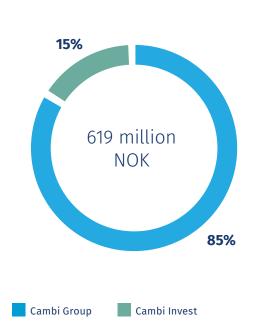
The total order backlog at the end of the third quarter was NOK 619 million. Cambi Group's share of the backlog is 85% versus 15% for Cambi Invest. The majority of the backlog is split between four currencies: Norwegian kroner, Euros, US Dollars, and Danish kroner.

With the two contracts awarded since the quarter close, the backlog would be more than NOK 1 billion. By also adding the value of the construction contracts in collaboration-phase projects, framework agreements, and letters of intent previously announced to the market but which do not yet qualify for backlog recognition, the total order backlog would be more than NOK 1.5 billion.

#### **Backlog development**

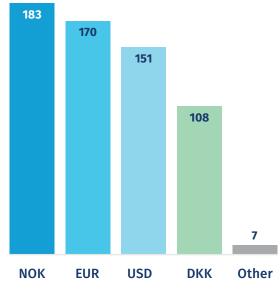


in NOK million



**Backlog by segment** 

#### **Backlog by currency**



in NOK million, equivalent at Q3 2022 FX

# Cambi Group Operational review

New sites coming online | Launched turnkey THP package

## Equipment

In Australia, the Cambi THP system installed for Sydney Water at the St Marys Water Resource Recovery Facility started operations during the third quarter. It can process mixed solids from about 750,000 people in the Sydney metropolitan area. The high-quality biosolids will be recycled to land, ensuring a safe local circular economy.

In Dallas, Texas, the first of three Cambi THP systems installed at the Trinity River Authority's Central Regional Wastewater System started operations in the third quarter, with the digesters ramping up gradually. The remaining two THP systems are installed and ready to start operations.

Manufacturing was completed during the quarter for the THP system contracted by KC Water for their Blue River Biosolids Facility in Kansas City, Missouri. The system, which uses Cambi's new design with stand-by vessels for maximum availability during annual maintenance, has been shipped to the US from Cambi's UK workshop.

In September, Cambi launched Plug&Go, a turnkey, complete solids pre-treatment solution for smaller biosolids processing facilities with existing biogas production. Plug&Go makes it easier to adopt THP. It is modular and suitable to deliver as a service, with Cambi owning and operating the equipment in return for a service fee.

## Services

Tarnów Water in Poland placed an order to increase the processing capacity of its Cambi THP system with an additional reactor. Cambi will deliver the turnkey reactor module early next year, increasing capacity by 50%. The project illustrates the good performance of the Cambi system in operation in Tarnów since 2017 and the system's modularity and flexibility to adapt to changing client needs.



Cambi THP system at St Marys WRRF, Sydney, Australia



Illustration of Cambi's Plug&Go THP retrofit package

# 110

million people serviced by Cambi's THP installations worldwide.

82 facilities have chosen Cambi's thermal hydrolysis solutions

reportable health and safety incidents

# Cambi Group **Financial review**

Site delays continue to weigh on results | Backlog up 55% in the first three quarters

## Third quarter

Third-quarter **revenue** for Cambi Group in 2022 (2021) was NOK 83 million (NOK 105 million). The 20% decrease is due to sustained delays in some clients' project schedules which are beyond Cambi's control, including one project in Ukraine which remains under force majeure. Equipment sales accounted for 78% of the revenue, with Services bringing in 22%.

**EBITDA** ended at NOK (1.9) million in the third quarter of 2022, compared to NOK 15.5 million in the same quarter last year. The decrease is due to lower revenue.

**Order intake** was NOK 168 million (NOK 21 million) in the third quarter of 2022 (2021). It includes the turnkey project in Copenhagen, and smaller Equipment and Services contracts.

**Order backlog** ended the third quarter at NOK 526 million, up 63% from NOK 323 million at the end of the same quarter of 2021.

## 83 -1.9 168 526 Revenue EBITDA Order intake Order backlog



Numbers in NOK million

## First three quarters

Cambi Group **revenue** for the first three quarters of 2022 (2021) was NOK 205 million (NOK 293 million), 30% less than for the same period of 2021. Equipment revenue was down 32% as a result of client delays in reaching project execution milestones. Services revenue ended 22% lower than last year due to fewer ongoing upgrade projects.

**EBITDA** for the first three quarters ended at NOK (28.1) million, compared to NOK 40.7 million for the same period last year. The fall in EBITDA is due to lower revenue.

**Order intake** for the period was NOK 391 million, 60% higher than the NOK 244 million booked in the first three quarters of last year. 87% of the order intake was for Equipment sales.

**Order backlog** increased by 55% in the first three quarters, from NOK 340 million at year-end 2021, to NOK 526 million.



Numbers in NOK million

# Cambi Invest Operational review

Soil sales in sync with construction activity I DBO projects advance as expected

## Recycling

Soil sales in the third quarter of 2022 were 59,000 tonnes, 5,000 tonnes below the volume sold in the same quarter last year. The reduction is a result of lower construction activity in Norway. All biosolids handling contracts were executed as planned.

High fuel cost continues to be a challenging factor, leading to increased transportation and production cost at Grønn Vekst's soil production facilities. To mitigate the cost increases, Grønn Vekst is preparing to introduce more efficient composting processes, expected to come into effect when the new composting season kicks off in spring 2023.

**DBO Projects** 

Cambi Invest continued dialogue with projects in the mature stages in the US and the UK throughout the third quarter. Cambi re-iterates its expectation that one project will enter exclusive negotiations in the near future. An announcement on the exclusivity is however yet to be made and may be delayed until 2023. A subsequent contract award will be subject to negotiations and obtaining planning permission. The medium-term DBO Projects pipeline continues to firm up, with potential customers announcing their intention to prepare DBFO (design-build-financeoperate) sludge treatment tenders, for example in the UK. In its selected emerging markets, Cambi is progressing in the search to identify local project development partners.

> **59,000** tonnes of peat-free soils sold in the third quarter of 2022

# 25

soil production facilties in operation in Norway at the end of the third quarter 2022

reportable health and safety incidents



Grønn Vekst soil production facility near Kristiansand, Norway

# Cambi Invest **Financial review**

Stable revenue and EBITDA | Sustained investments in long-term growth

## Third quarter

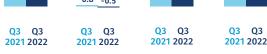
Cambi Invest's third-quarter **revenue** was NOK 26 million, slightly higher than the NOK 25 million recorded in the same quarter of 2021. Grønn Vekst's lower soil sales due to falling construction activity in Norway were offset by price adjustments implemented earlier this year.

Third-quarter **EBITDA** ended at NOK (0.5) million, compared to NOK 0.8 million in the same quarter last year. The lower EBITDA is mainly due to higher soil production costs.

**The order intake** of NOK 16 million (NOK 91 million) is attributed entirely to Grønn Vekst. There were no major tender awards in the Recycling subsegment during the third quarter.

**Order backlog** ended the third quarter at NOK 94 million. Of this amount, NOK 40 million are firm orders, with the remainder booked as extension options for Grønn Vekst's contract portfolio.

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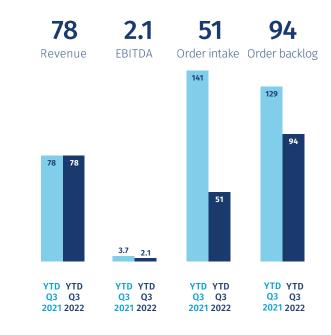
Numbers in NOK million

## First three quarters

**Revenue** for Cambi Invest in the first three quarters was NOK 78 million, on par with the same period last year. Soil sales in the period decreased by 7% compared to last year to 178,000 tonnes but were offset by price adjustments. Contracts are executed as planned.

**EBITDA** for the first three quarters was NOK 2.1 million (NOK 3.7 million). The decrease reflects higher costs in developing DBO projects and higher soil production costs due to higher costs for fuel, energy and transportation.

**Order intake** for the first three quarters was NOK 51 million, reflecting several small contract awards to Grønn Vekst throughout the year. There have been no major contract awards in Norway within the Recycling sub-segment so far this year.



Numbers in NOK million

# Market

Two new equipment contracts | Strong drivers are increasing THP demand

#### **Recent developments**

Earlier this week, Cambi was awarded a **major contract** from the City of San Francisco, USA, to deliver three THP systems to the Southeast Treatment Plant's new Biosolids Digester Facilities This global landmark project for Cambi is set to commence in 2022 and is estimated to reach 80% completion at the end of 2025. Commissioning is planned for 2028.

In October, Cambi also signed a contract with a Bulgarian consortium to deliver two thermal hydrolysis systems for the Kubratovo wastewater treatment plant in Sofia. The project is currently in the holding period according to Bulgarian law, and scheduled for commissioning at the end of 2023.

#### Outlook

Demand for Cambi's solutions continues to be strong, as evidenced by an order intake growth of 60% in the Cambi Group segment compared to the first three quarters of last year. In addition, Cambi has also been selected this year to deliver its solutions to Veas and Frevar, which is yet to be fully reflected in the backlog as of the third-quarter 2022.

Construction projects in the water sector continue to encounter delays and cost overruns, although more of Cambi's projects in several markets are making steady progress. In Norway, subdued construction activity is weakening demand for bulk soil. Grønn Vekst is adapting by building a soil packaging facility to increase retail sales of soil bags.

The Board of Directors and the CEO of Cambi ASA approved the report and unaudited interim financial statements.

#### Asker, 9 November 2022



San Francisco, Golden Gate Bridge

The European Commission's recent proposal to require all large and medium-sized wastewater treatment plants to become energy neutral by 2040, with compulsory energy audits and intermediary targets for 2030 and 2035, could increase demand for Cambi's thermal hydrolysis solutions in the European Union, to maximise on-site biogas production.

With the launch of the innovative Plug&Go retrofit package, Cambi can now provide a complete solids pre-treatment solution to many customers with existing biogas production in smaller facilities. The product reduces the threshold of adopting THP, is modular and suitable to deliver as a service, with Cambi owning and operating the equipment in return for a service fee.

Earlier in 2022, Cambi estimated that it would sign equipment contracts with a total value of NOK 1 billion in the two years 2022-2023 and NOK 1.7 billion in the three years 2022-2024. Cambi reiterates this guidance for the third-quarter report. As per the reporting date, Cambi has achieved 68% of the order intake target for 2022-2023.

Cambi remains focused on organic growth, while also evaluating opportunities to acquire complementary businesses or technologies.

## Q3 2022 Interim financial statements with notes

## Consolidated statement of profit and loss

Unaudited, in NOK million

	Q3	Q3	YTD Q3	YTD Q3
	2022	2021	2022	2021
Operating income	109.2	129.9	283.0	371.0
Costs of goods sold	57.9	63.8	151.7	191.7
Payroll expenses	33.1	31.7	94.3	90.1
Depreciation & amoritsation expenses	3.0	2.2	7.6	6.5
Other operating expenses	20.6	18.1	63.1	46.6
Operating expenses	114.6	115.8	316.7	334.9
Operating profit	-5.4	14.1	-33.7	36.1
Net financial items	2.9	-1.6	1.8	-8.3
Profit (loss) before tax	-2.5	12.5	-31.9	27.8
Tax expense	0.1		1.1	1.0
Net profit (loss)	-2.6	12.5	-33.0	26.8
Attributable to				
Equity holders of the parent company	-2.3	12.6	-32.1	28.1
Non-controlling interests	-0.3	-0.1	-0.9	-1.3
EBITDA	-2.4	16.3	-26.1	42.6
Non-recurring items				1.8
EBITDA before non-recurring items	-2.4	16.3	-26.1	44.4

## Consolidated statement of financial position

Unaudited, in NOK million

Assets	Q3 2022	Q3 2021	Year 2021
Intangible assets	88.0	46.0	44.5
Tangible assets	19.1	19.9	19.8
Financial assets	1.8	2.7	2.1
Total non-current assets	108.9	68.6	66.4
Inventories	47.9	34.8	45.1
Debtors	144.8	149.3	140.0
Financial assets	100.5	200.8	200.9
Bank deposits	110.0	141.3	70.1
Total current assets	403.2	526.2	456.1
Total assets	512.1	594.8	522.5

Unaudited, in NOK million

Equity	Q3	Q3	Year
	2022	2021	2021
Total equity	418.6	456.0	442.0

Unaudited, in NOK million

	Q3	Q3	Year	
Liabilities	2022	2021	2021	
Non-current liabilities	1.5	11.5	2.4	
Current liabilities	92.0	127.3	78.1	
Total liabilities	93.5	138.8	80.5	
Total equity and liabilities	512.1	594.8	522.5	

## Consolidated statement of cash flow

	00			VTD 00
	Q3 2022	Q3 2021	YTD Q3 2022	YTD Q3 2021
Cash flow from operating activities				
Profit/loss before tax	-2.5	12.5	-31.9	27.8
Tax paid for the period	-0.9	••••••	-2.8	-4.5
Ordinary depreciation	3.0	2.2	7.6	6.6
Change in inventory	-0.8	7.8	-2.8	-7.6
Change in accounts receivable	19.9	5.0	7.9	6.2
Change in accounts payable	-6.6	3.2	-4.0	2.5
Effect of exchange rate fluctuations	2.9	1.9	9.6	3.0
Change in other accrual items	-25.1	-1.2	7.2	-25.9
Net cash flow from operating activities	-10.1	31.4	-9.2	8.1
Cash flow from investment activities	0.2	0.7	1.5	
Payments for the purchase of fixed assets	-0.2	-0.7	-1.5	-3.
Payments for the purchase of intangible assets	-0.1		-48.8	
Payments for the purchase of shares in other companies				
Proceeds from the sales of money market fund shares			100.1	
Payments for the purchase of money market fund shares				-200.0
Net cash flow from investment activities	-0.3	-0.7	49.8	-203.2
Cash flows from financing activities				
Proceeds from the issuance of new short-term liabilities				31.(
Instalment payments of long-term liabilities	-0.3	-17.7	-0.9	-20.
Instalment payments of short-term liabilities				
Net change in bank overdraft				-5.
Net proceeds from private placement				285.6
	0.2	-0.7	0.2	-0.6
Change investment equity method			. –	
Change investment equity method Net cash flows from financing activities	-0.1	-18.4	-0.7	290.4
	-0.1	-18.4	-0.7	
Net cash flows from financing activities				<b>290.4</b> <b>95.4</b> 46.0

## Consolidated statement of changes in equity

Unaudited, in NOK million

Equity Q3 2022	Share capital	Own shares	Share premium	Other Equity	Minority interests	Total
Equity at 1 July 2022	3.2	0.0	306.8	105.8	2.5	418.3
Profit Q3 2022	•••••••		•••••••	-2.2	-0.4	-2.6
Currency effects	••••••••		•••••••••••••••••••••••••••••••••••••••	2.9	-0.0	2.9
Equity at 30 September 2022	3.2	0.0	306.8	106.5	2.1	418.6

Equity YTD Q3 2022	Share capital	Own shares	Share premium	Other Equity	Minority interests	Total
Equity at 1 January 2022	3.2	0.0	306.8	129.0	3.0	442.0
Profit YTD Q3 2022				-32.1	-0.9	-33.0
Currency effects	•••••••••••••••••••••••••••••••••••••••		•••••••••••••••••••••••••••••••••••••••	9.6	0.0	9.6
Equity at 30 September 2022	3.2	0.0	306.8	106.5	2.1	418.6

## Notes

#### Note 1 - Reporting entity

Cambi ASA is a limited liability company with headquarters in Asker, Norway. The consolidated interim financial statements comprise Cambi ASA and its subsidiaries.

Cambi is a global technology and solutions supplier for sustainable biosolids management, transforming wastewater solids and organic wastes into renewable energy, fertilisers, and soil products. Cambi's core offer is its patented thermal hydrolysis process (THP) for treating wastewater solids and other organic waste fractions at high temperature and pressure. The process has multiple cost-saving and environmental benefits. Coupled with anaerobic digestion, it increases biogas production, reduces demand for non-renewable energy sources, and produces easy-to-handle, nutrient-rich biosolids that can replace synthetic fertilisers or ease thermal processing in dryers and incinerators.

Cambi systems are installed at many wastewater treatment facilities owned by the world's leading water utilities. Established in 1992, the company has grown to span all continents, with 82 facilities in 25 countries and an installed capacity sufficient to process the waste of a population equivalent of around 110 million at the end of the third quarter of 2022.

Besides anaerobic digestion solutions using THP, Cambi owns the recycling company Grønn Vekst, the market leader in Norway for transforming sewage sludge and organic wastes into sustainable soil products.

#### Note 2 - Operating segments

Unaudited, in NOK million	Cambi Group				Cambi Invest			
	Q3 2022	Q3 2021	YTD Q3 2022	YTD Q3 2021	Q3 2022	Q3 2021	YTD Q3 2022	YTD Q3 2021
Operating income	83.5	104.5	205.3	292.9	25.7	25.4	77.7	78.1
Costs of goods sold	40.4	47.8	101.1	141.0	17.5	16.0	50.6	50.7
Payroll expenses	27.4	26.8	79.3	77.1	5.7	4.9	15.0	13.0
Depreciation & amoritsation expenses	2.4	1.7	5.7	5.1	0.6	0.5	1.9	1.4
Other operating expenses	17.5	14.4	53.1	35.9	3.1	3.7	10.0	10.7
Operating expenses	87.7	90.7	239.2	259.1	26.9	25.1	77.5	75.8
Operating profit	-4.2	13.8	-33.9	33.8	-1.2	0.3	0.2	2.3
Net financial items	3.2	-2.2	2.7	-8.6	-0.3	0.6	-0.9	0.3
Profit (loss) before tax	-1.0	11.6	-31.2	25.2	-1.5	0.9	-0.7	2.6
EBITDA	-1.9	15.5	-28.2	38.9	-0.5	0.8	2.1	3.7
Non-recurring items				1.8				
EBITDA before non-recurring items	-1.9	15.5	-28.2	40.7	-0.5	0.8	2.1	3.7

The **Cambi Group** segment comprises the sale of thermal hydrolysis process (THP) plants and ancillary equipment, together with related services, including plant upgrades, spare parts, site support, and consultancy.

The **Cambi Invest** segment aims to create investment opportunities connected to the THP technology in companies (e.g., portfolio company Grønn Vekst) and DBO (Design, Build and Operate) projects.

Grønn Vekst recycles organic resources from municipalities and industry, i.e. sewage sludge, garden waste, and stonemeal. From these resources, the company produces high-quality compost-based soil products as substitutes for peat-based soils. Grønn Vekst is Norway's largest soil producer and leading sewage sludge recycling company.

DBO projects are investment opportunities where Cambi and partners own and operate wastewater solids treatment facilities that use Cambi's thermal hydrolysis process at sites with biogas production. All projects in this subsegment are currently in various development stages. Cambi is committed to growing this business area and closing the first DBO contract as soon as possible.

#### Note 3 - Construction Contracts

Unaudited, in NOK million

	Q3 2022	Q3 2021
Earned, not invoiced project revenue (in BS)	85.5	90.0
Accrued project cost, provision and guarantees	47.3	37.2
Accumulated recorded revenue for ongoing projects	447.0	357.5
Accumulated cost related to recorded revenue	195.0	162.7
Net accumulated contribution on ongoing projects	252.0	194.8

Revenues from construction contracts are recognised on the percentage-of-completion method, measured by the percentage of costs incurred to date divided by the estimated total costs for each contract.

Cambi had 19 ongoing construction projects at the end of the third quarter, four more compared to the end of the previous quarter. The accumulated contribution from ongoing projects was NOK 252 million, recognised through profit and loss from the commencement of the projects.

#### Note 4 - Financial investment

At the end of the third quarter, the company had NOK 101 million in money market funds.



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