



Capital Market meeting

19 September 2021

Ekopak SUSTAINABLE
WATER

Disclaimer

This presentation may contain forward-looking statements. Such statements reflect the current views of management regarding future events, and involve known and unknown risks, uncertainties and other factors that may cause actual results to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Ekopak is providing the information in this presentation as of this date and does not undertake any obligation to update any forward-looking statements contained in this presentation in light of new information, future events or otherwise. Ekopak disclaims any liability for statements made or published by third parties and does not undertake any obligation to correct inaccurate data, information, conclusions or opinions published by third parties in relation to this or any other document issued by Ekopak.



Participants Ekopak



Pieter Loose, CEO



Els De Keukelaere, CFO

Ekopak SUSTAINABLE
WATER

Sustained
momentum for
WaaS business

Unparalleled
pipeline



Ekopak.be



Executive Summary 1H2022 Results

Evolution of Segment Revenue



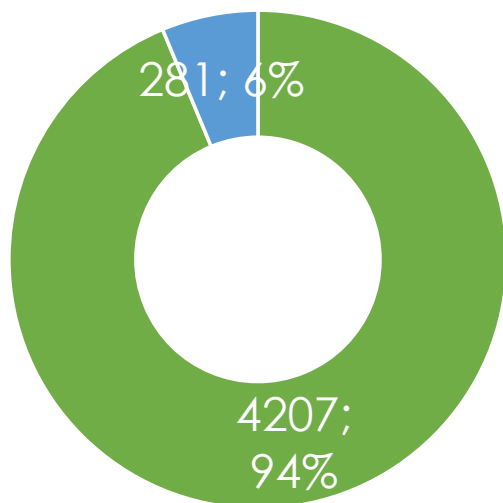
WaaS

Sustained momentum in revenue growth

- 25% YoY revenue growth 1H2021/1H2020
- 283% YoY revenue growth 2H2021/2H2020
- **336% YoY revenue growth 1H2022/1H2021**
- **EBITDA-margin consistently \geq 67%**

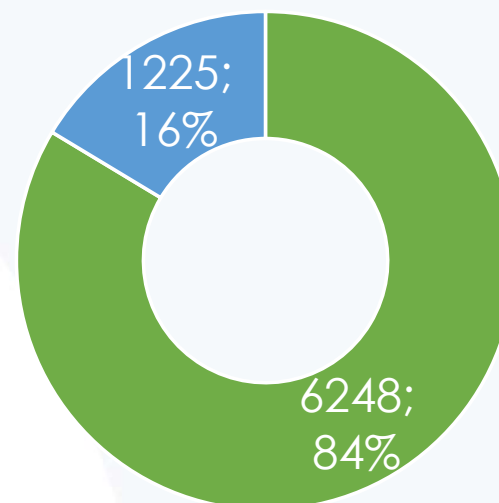
Strategic rebalancing WaaS/non-WaaS

Revenue 1H2021



■ non-WaaS ■ WaaS

Revenue 1H2022



■ non-WaaS ■ WaaS

High satisfaction rate of WaaS clients induces repeat sales opportunities

Pharma giant Takeda invests €300 million in Wallonia plant

Tuesday, 13 September 2022

By The Brussels Times with Belga



The Takeda pharmaceutical company operates worldwide and sees Belgium as a strategic hub for developing treatments. BELGA PHOTO LAURIE DIEFFEMBACQ

The Japanese pharmaceutical giant Takeda has announced that it will invest €300 million in its branch in Lessines, Hainaut province.

The site is already used to process blood plasma into treatments for rare diseases. Takeda now plans to build a new production facility and warehouse, worth an investment of €300 million. It is Takeda's largest



A hand holding a pen over a financial document with charts and tables. The document includes a bar chart for 2013, a table for Company B and Company C, and a loan schedule table.

Business Outlook

Ekopak SUSTAINABLE WATER

LOAN AMOUNT	
ANNUAL INTEREST RATE	1/2
TERM OF LOAN IN MONTH	1/2
FIRST PAYMENT IN MONTH	1/2
MONTHLY PAYMENT DATE	1/2
TOTAL INTEREST	\$ 3,650
TOTAL PAYMENTS	\$ 21,416.7

No.	Payment Date	Payment Due
0	1/1/2013	
1	1/1/2013	
2	1/2/2013	
3	1/3/2013	
4	1/4/2013	
5	1/5/2013	
6	1/6/2013	
7	1/7/2013	
8	1/8/2013	
9	1/9/2013	
10	1/10/2013	
11	1/11/2013	
12	1/12/2013	
13	1/13/2013	
14	1/14/2013	
15	1/15/2013	

2022 Outlook reconfirmed !!!

- Waas revenue: **triple digit** growth
- Non-Waas revenue: **double digit** growth

Medium Term Outlook

- **Ahead of plan** at this stage!
- Medium Term Objective:
 - ~ EUR 50 million revenue by 2026
 - Of which ~ 50% WaaS – ~ 50% non-WaaS
 - Group EBITDA-margin in ~ 40%-50% range



WaaS KPI's

Contracted Revenue (excluding Waterkracht)

2021: EUR 28,6 million

2022: EUR 32 million

WaaS Construction Value



Unparalleled pipeline for mid-term

- Waterkracht and NextGen projects to yield an **impressive level** of contracted revenue (over a lifetime of 35 years)
- Waterkracht contract is in **final stage** of negotiations
- **Great interest** from key industrial players for Waterkracht project, as illustrated by TotalEnergies contract
- Capacity requirements (at start: 9 billion litres of water per year) are frequently upgraded as the scope is continuously expanding



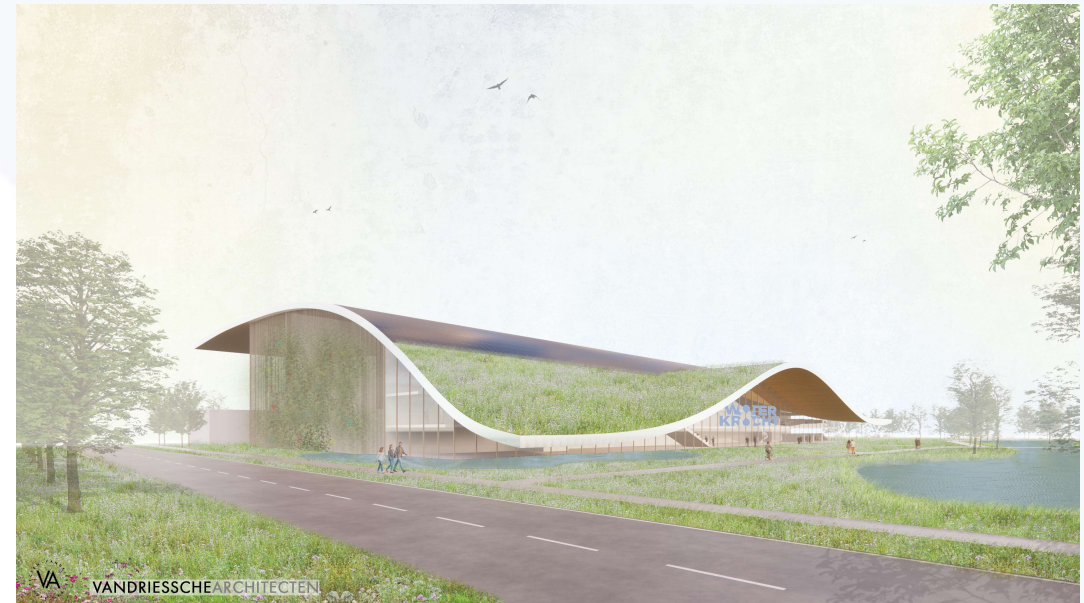
Waterkracht and NextGen projects

- Long-term commitments (35 years)
- Huge volumes (and corresponding revenue)



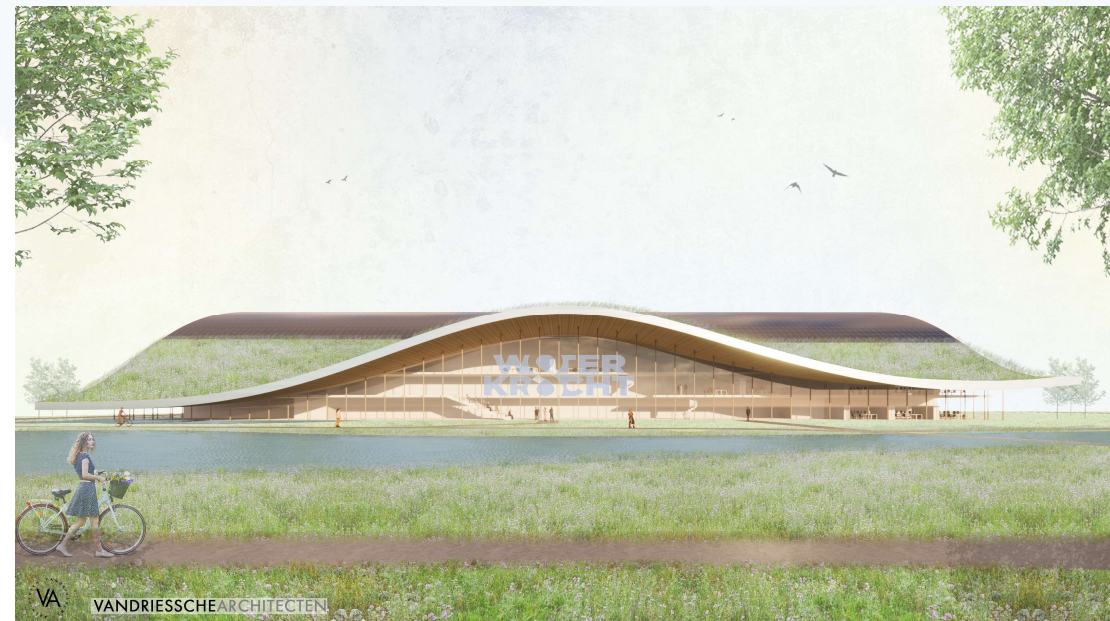
Important Cashflow Impact for Ekopak NV

- Margin on the construction of the factory (sold to JV)
- Recurring O&M revenue
- Dividend income from the JV

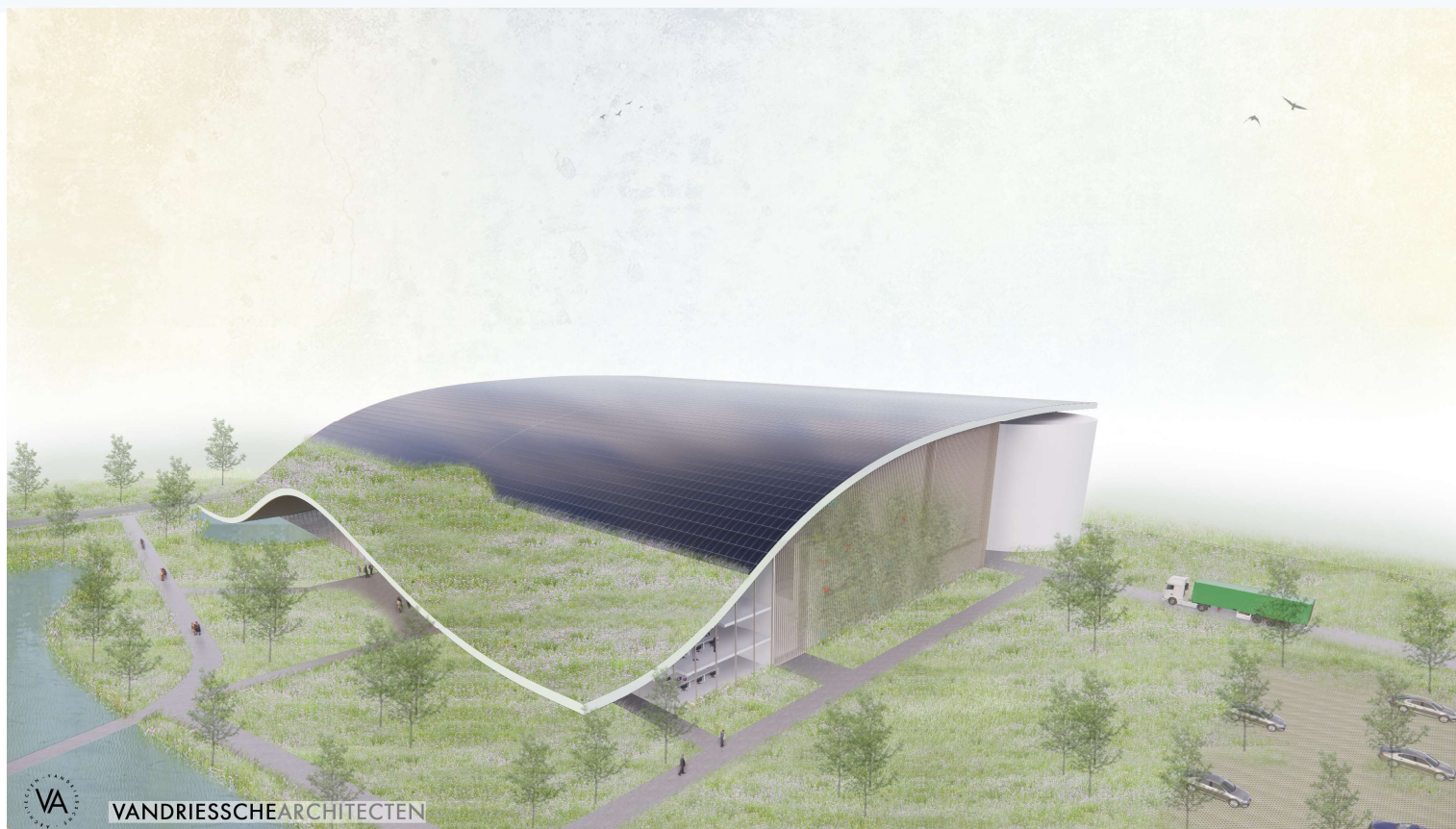


NextGen water plant

- Servicing Waterkracht joint venture as well as direct Ekopak clients in the Port of Antwerp
- New water treatment plant will provide surrounding companies with high-quality and sustainable process water.
- Ekopak will give the NextGen District the opportunity to be responsible for its own water supply.



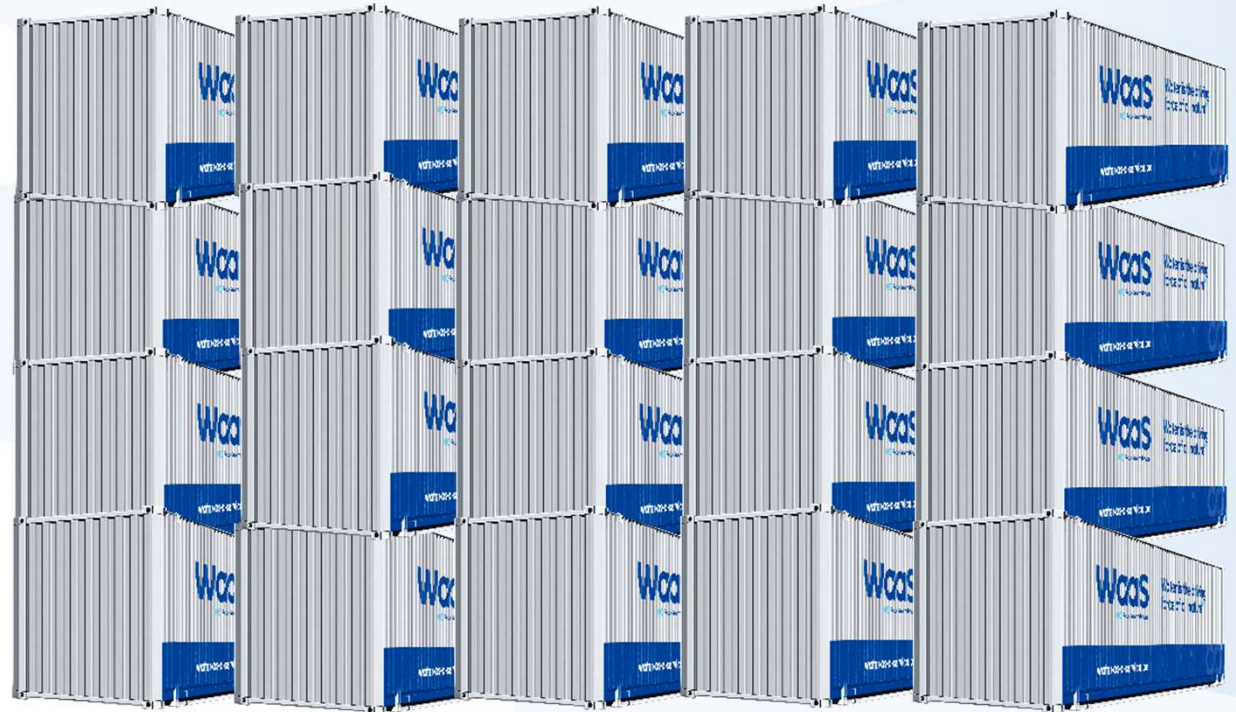
NextGen water plant



VANDRIESSCHEARCHITECTEN



Reproduce successful concepts



Reproduce successful concepts



**WATER
KROCHT**



Geographic expansion Priority France

- Ekopak France: created in August 2021
- Revenue contribution 1H2022: EUR 0.4 million
- Promising bids/tenders/projects for blue chip companies expected to be awarded shortly

Acquisition H₂O Production - Strengthen Ekopak in French market



- Annual turnover of over EUR 2.5 million
- Commercial network
- Ideally located – complementary to Ekopak France's Lyon and Rouen branches
- Instant technical support (15 staff) for installations in France
- 20 years of experience – ISO 9001 certified

Acquisition H₂O Production Strengthening Ekopak's know-how

H₂O Production le savoir-faire
Les trois technologies de production d'eau déminéralisée

- + DÉMINÉRALISATION
- + L'OSMOSE INVERSE
- + LES CHAINES DE REGENERATION AUTOMATIQUES

Solutions for
PFOS
PFAS
contamination

<https://www.h2oproduction.fr/>



Ekopak solutions for water supply

Ekopak offers different solutions so that every company can recycle water, one way or the other



- major industrial players with or without waste water
- SME's
- Public-private partnerships

Structural improvements for the future, temporary impact on profitability

In EUR thousands	In 000 €		1H2022/ 1H2021	As a % of revenue	
	1st Half 2022	1st Half 2021		1H2022	1H2021
EBITDA					
WaaS segment	822	199	+313%	67%	71%
non-WaaS segment	111	1 097	-90%	2%	26%
Corporate segment	-1 402	-1 220	+ 15%	19%	27%
<i>Total</i>	-469	76		-6%	2%
Excl. start-up costs new projects**	85	76	+12%	1%	2%

Innovation never stops



**WATER
KROCHT**



Ekopak SUSTAINABLE
WATER

**Building a strong
organisation
to support future
growth**

Ekopak.be



The future is NOW

- Water market is evolving at a fast pace
- The summer droughts have made this tangible and visible
- Now is the time to establish Ekopak's position in the market

Ekopak's future is being built TODAY

- Strengthen Ekopak's workforce
- Create additional capacity
- Further explore geographic expansion
- Continue to invest in technologic know-how and in innovation

Strengthen our workforce

- June 2021: **42,3** FTE
- June 2022: **82,3** FTE
- Successfully recruited and retained highly talented staff in a challenging labour market
- Quality of our business = quality of our staff
- Intensive training in initial period (temporary impact on efficiency)



Create additional capacity

- New corporate building (Deinze, Belgium), including warehouses and engineering workshops
- NextGen water plant in the Port of Antwerp

New corporate building

- Deinze (Belgium), easily accessible
- 21 hectares
- Offices, warehouses, workshops (into which current Tielt, Ghent and Roeselare sites will be integrated – Genk site to remain operational)
- Construction work to start in 1 Q2023, commissioning is expected for 2H2024

New corporate building



- Beyond legal environmental requirements
- Energy neutral, or even energy positive
- Circular water system
- BREEAM/WELL certified

Ekopak SUSTAINABLE
WATER

Coping in turbulent times

Ukrain war
Energy prices
Supply chain shortages

Ekopak.be



Turbulent times

Ukrain war: no direct impact

Indirect impact - **Inflation**

- Energy prices : minor impact of energy prices. No industrial operations, mainly engineering, limited impact on installation costs Energy cost of WaaS installations is carried by the client
- Salaries and wages: +6%
- Components and consumables



Turbulent times – How we cope

- WaaS: annual indexation clauses are included in all WaaS contracts
- Non-WaaS
 - Price adjustments have been implemented to our clients for services and consumables
 - Anticipating in all bids and tenders for new projects, including an indexation clause for bids with long awarding periods (also for Waterkracht)
- Gross margins are not impacted!

Ekopak SUSTAINABLE
WATER

**Solid
balance sheet**

**Careful financial
management**

Ekopak.be



Solid balance sheet (30 June 2022)

• Total Equity	EUR 57 576 (000)
• Balance Sheet Total	EUR 71 970 (000)

→ Available funds for

- Acquisitions (e.g. iSERV, H²O Production)
- Geographic expansion (e.g. creation Ekopak France)
- Autofinancing of WaaS-projects when appropriate

2. Financial update – Balance sheet

in 000 €	P 6 2022	P 12 2021	Variance
Goodwill	1.035	1.035	0
Intangible assets	305	245	60
Property, plant and equipment	17.455	14.842	2.613
Deferred tax assets	1.247	1.023	224
Other financial assets	38	16	22
Total non-current assets	20.080	17.161	2.919
Contract assets	4.280	1.733	2.547
Inventories	3.560	2.152	1.408
Trade receivables	3.440	2.981	459
Other current assets	325	1.296	-971
Cash and cash equivalents	40.285	42.100	-1.815
Total current assets	51.890	50.262	1.628
Total assets	71.970	67.423	4.547



PPE increased with EUR 2,6 million. **2,1 million** of this increase is related to CAPEX of **Water-as-a Service (WaaS) installations** and **pilot containers**. An amount of EUR 0,6 million is related to the construction of our new HQ at Deinze.



Contract assets increased with EUR 2,5M. Inventory increased with EUR 1,4 million as a result of the strategical increase of stock levels.




Other current assets decreased with EUR 1,0 million compared to 2020 and is mainly related to the settlement of the VAT position of 2021.



Decrease of EUR 1,8 million which is mainly the result of building up stock levels and prefinancing of CAPEX investments. Decrease is partly offset with an increase in cash due to the proceeds related to engaged borrowings for WaaS installations amounting to million EUR 4,7.

2. Financial update – Balance sheet

in 000€	P 6 2022	P 12 2021	Variance
Equity	57.576	58.583	-1.007
Borrowings	6.155	2.232	3.923
Lease liabilities	420	393	27
Provisions	584	542	42
Deferred tax liability	0	19	-19
Total non-current liabilities	7.159	3.186	3.973
Borrowings	1.043	522	521
Lease liabilities	318	282	36
Trade and other payables	4.807	3.828	979
Tax payables	995	963	32
Other current liabilities	72	59	13
Total current liabilities	7.235	5.654	1.581
Total equity and liabilities	71.970	67.423	4.547

 Increase in borrowings mainly due to the proceeds related to engaged borrowings for WaaS installations amounting to million EUR 4,7.

 Trade payables increased with EUR 1,0 million compared to 2021. This is the overall result of the increase in the Ekopak activity in combination with a tight monitoring of cash flow positions.

2. Finance update - PL P6 2022

Ekopak Group € 000	Actual P6 2022	Actual P6 2021	Δ Actual P6 2021
Total revenue	7.473	4.488	2.985
Non WaaS revenue	6.248	4.207	2.041
Consumables	1.032	977	55
Services	1.519	1.392	127
One-offs	3.697	1.838	1859
WaaS revenue	1.225	281	944
Other Operating income	177	154	23
Total operating income	7.650	4.642	3.008
Purchases of materials	-3.351	-2.094	-1.257
Gross margin %	55,16%	53,34%	1,82%
SG&A	-2.192	-1.400	-792
Other operating expenses	-43	-37	-6
Employee benefit expenses	-2.531	-1.024	-1.507
Total operating expenses	-8.117	-4.555	-3.562
Adjusted EBITDA	-467	87	-554
Non recurring result	-2	-11	9
EBITDA	-469	76	-545
	-6%	2%	
EBITDA *	86	76	10
EBITDA* margin	1%	2%	-1%

67% increase in total revenue compared to prior year.

Non WaaS revenue increased with 49% compared to prior year. This is mainly related to the increase in One-offs revenue (101 %).

Triple-digit growth in WaaS revenue (336%) compared to prior year.

Positive evolution in gross margin.

The increase in SG&A (57%) and employee benefit expenses (147%) reflects the increase both in terms of activity, as well as further expansion of the group structure.

EBITDA* is excluding the impact of projects Waterkracht, Nextgen, ... Turnover of these projects will be realised in the future

Ekopak

SUSTAINABLE
WATER

- **WaaS business** momentum extended: triple digit YoY revenue growth in 2022
- **Non-WaaS:** double digit revenue growth in 2022
- **Unparalleled pipeline** for the medium term



The winning spirit

Video and sound provided by



The best is yet to come...