



NORLED

The greatest travel experiences

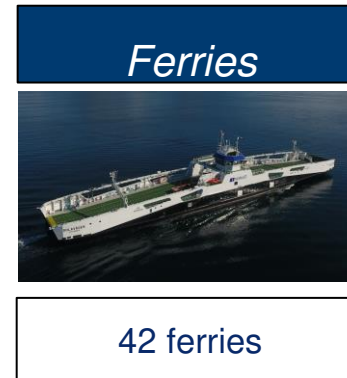


Financial report Norled Q1 - 2021

Norled at a glance



- One of the leading ferry and express boat operators in Norway
- Founded in 1855
- Nationwide operations from Oslo to Tromsø
- 900 employees, HQ in Stavanger
- Norled aims to operate with low and zero emissions and to be the leader in developing green solutions in the ferry and express boat sector
- Operates 14 ferry contracts and 9 express boat contracts (2021)
- Tourism related to contracts, and some charter activities
- Catering



Operational update 2021 – Q1/YTD

- Successful start of 4 new contracts from 01.01.2021.
 - Ferry: Sunnmøre (partly re- win)
 - Ferry: Finnøy (re- win)
 - Ferry: Ryfylkeferjen (new contract)
 - Ferry: Lyngen (re- win)
- Norled won a contract with the Norwegian Directorate of Fisheries for operation and delivery of a hybrid high-speed vessel. The vessel will carry out assignments along the entire Norwegian coast, including fishing controls, rescue of lost fishing equipment and coastal data collection, and it will be operational all year round. Length of the contract is 10 year including options, with start in 2022.
- Apart from reduced catering activity, all agreed operations have been carried out despite the challenges COVID-19 has posed.
- As a result of COVID-19, there is a risk of delays in the construction and delivery of new vessels. The company is constantly working to optimize a plan with temporary vessels on the routes where there may be delays in delivery.
- The pandemic also have an impact on tourism activities.
- Delivered vessels:
 - MF Fodnes. Yard, Remontowa. Will operate in Indre Sogn contract. MF Fodnes was the last delivery of 4 new sister vessels being built at Remontowa.

Illustration of new vessel for Directorate of Fisheries



Financial update 2021 – Q1/YTD



- Revenue:
 - Decrease in revenue is because of changes in the contract portfolio, reduced traffic revenue from less travelers and reduced catering activity.
 - Revenue is affected by COVID-19, mainly with reduced passenger revenue in the express boat segment and less catering activity.
- EBITDA:
 - Decreased EBITDA profitability is mainly related to reduced revenue, due to the factors mentioned above.
 - EBITDA profitability is negatively affected by COVID-19, mainly with reduced tourist related revenue in the express boat segment and reduced catering activity.
- Increased depreciation due to completion of newbuild, infrastructure and retrofit projects.

NOKm	Q1 2021	Q1 2020	Changes	Changes %	Y 2020
Total revenue	478	509	-31	-6 %	2 022
Cost of goods (catering)	2	4	-1	-38 %	13
Personnel costs	196	200	-4	-2 %	776
Other operating costs	193	205	-13	-6 %	766
Net gain on sale of Fixed Assets	1	0	1		-21
Total operating costs:	392	410	-18	-4 %	1 535
EBITDA	86	99	-13	-13 %	487
EBITDA %	18 %	19 %	-2 %		0 %
Depreciation / writedown	70	57	14	24 %	241
EBIT	15	42	-27	-64 %	247
Net financial items	-31	-32	1	-3 %	-106
EBT	-15	11	-26	-240 %	140
Tax expense	3	-2	6	-240 %	-31
Net Income	-12	8	-20	-240 %	109

Quarterly tax expense is calculated based on 22% of EBT. Full year numbers include full tax calculation.

Balance sheet and investments

- Fixed assets. Increase in fixed assets is due to investments in new vessels and retrofit of existing vessels.
- Changes in bank deposits and cash are normal changes in working capital.
- Long term debt. The increase of long-term debt is due to increase of capex debt for building of new vessels and retrofit of existing vessels.
- Norled is compliant with all financial covenants related to bond and other long-term debt to financial institutions per 1Q-21.

Balance sheet

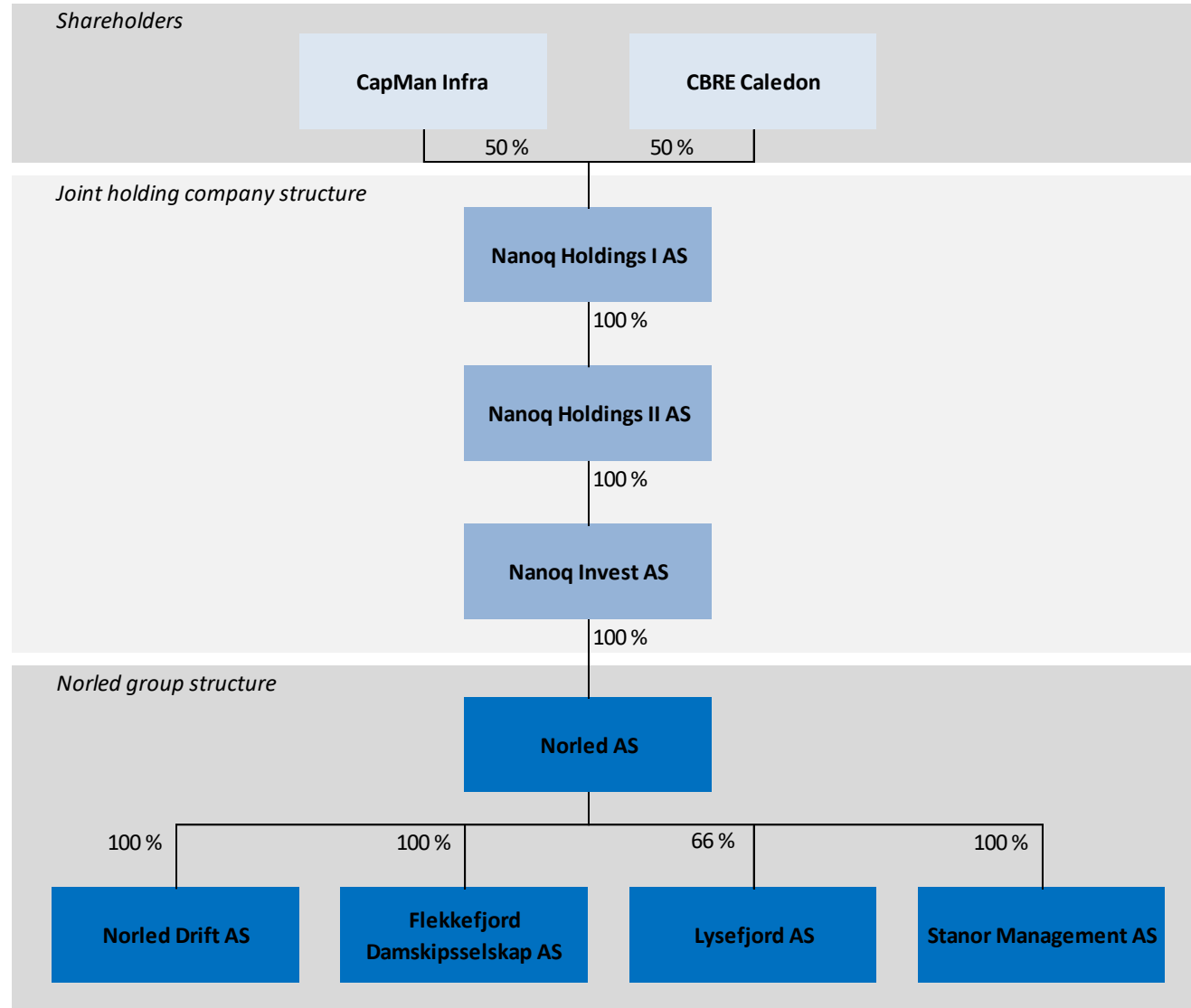
NOKm	31.03.21.	31.03.20.	31.12.20.
Fixed assets	3 911	3 833	3 806
Bank deposits and cash	336	194	411
Other assets	206	234	217
Total assets	4 453	4 262	4 434
Equity	638	620	650
Deferred tax	268	244	272
Long-term debt financial inst.	3 292	3 116	3 222
Other debt	254	282	290
Total equity and liabilities	4 453	4 262	4 434
NIBD	2 956	2 921	2 810

Spec. of long-term debt	31.03.21.
Term loan	1 530
Capex facility	1 261
Bond	500
Total long-term debt	3 292

Cash flow statement

Cash flow from operating activities	Q1-21	Q1-20	YTD 2021	YTD 2020	Y 2020
Net income before tax	-15	11	-15	11	140
Net financial items	31	32	31	32	106
Gain on sale of fixed assets	1	0	1	0	-21
Depreciation	70	57	70	57	241
Write-down	0	0	0	0	0
Changes in inventory	0	-1	0	-1	3
Changes in accounts receivable	-7	-10	-7	-10	48
Changes in accounts payable	-9	-73	-9	-73	-59
Changes in pension commitments	0	1	0	1	12
Income tax payable	0	0	0	0	-1
Changes in other items	-10	-51	-10	-51	-111
Net cash flow from operating activities	61	-34	61	-34	358
Cash flow from investing activities	Q1-21	Q1-20	YTD 2021	YTD 2020	Y 2020
Proceeds from sale of fixed assets	1	0	1	0	282
Purchase of fixed assets	-177	-319	-177	-319	-727
Paid interest	-31	-32	-31	-32	-115
Received interest	0	1	0	1	1
Net cash flow from investing activities	-206	-351	-206	-351	-559
Cash flow from financing activities	Q1-21	Q1-20	YTD 2021	YTD 2020	Y 2020
Proceeds from borrowings of long term debt*	70	300	70	300	650
Repayment of borrowings	0	-1	0	-1	-248
Dividends*	0	0	0	0	-70
Changes in intra-group balance	0	0	0	0	0
Net cash flow from financing activities	70	299	70	299	332
Net change in cash and cash equivalents	-75	-87	-75	-87	131
Cash and cash equivalents at IB	411	281	411	281	281
Cash and cash equivalents at CB	336	194	336	194	411

Group structure



The quarterly report contains consolidated numbers and information for the «Norled group structure» only.



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