

## Presentation Q1 2009 14th May 2009

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## Agenda - 1st Quarter 2009

- Brief Hexagon overview
- Key figures
- Business Units
- Group financials
- Summary
- ≻ Q & A

## **Hexagon Composites ASA**





















### **Key figures Q1 comparison**

Key figures (NOK 1 000)	Q1 2009	Q1 2008	Change
Sales Revenue	227 973	168 037	59 936
EBITDA	34 745	19 508	15 237
EBIT	20 970	9 405	11 565
Profit before tax	34 069	-134	34 203

36% growth in sales revenue - strongest ever quarter



# Q1 2009 - Business Units

### Key points & outlook



- Quarterly record for LPG cylinder production and turnover
- Passenger car (CNG) production moderate Q1/Q2 increase Q3/Q4
- Strong 2009 order book already greater than 2008 total sales
- Still little "financial crisis" effect noted to date







### Cumulative year to year financial comparison to Q1

RAGASCO			
	2009	2008	Change
Total Sales	109 021	72 718	36 303
EBITDA	28 624	16 096	12 528
EBIT	18 877	9 736	9 141
EBIT %	17.32 %	13.39 %	



### Key points & outlook

#### ➤ TITAN<sup>TM</sup> - unchanged

- Testing & approval specification expected completion in July
- Ground work for country specific approvals well in process
- Interest high
- TUFFSHELL<sup>®</sup> production facility relocation on schedule
- CNG bus activity as expected
  - Stable USA sales
  - Much stronger European sales, renewed MAN agreement
- Continuing strong activity/interest re Hydrogen – new filling stations in Oslo and Drammen (HyNor)





### TITAN<sup>™</sup> Facility









### TITAN<sup>™</sup> module



### Cumulative year to year financial comparison to Q1

Lincoln Composites / Raufoss Fuel Systems				
	2009	2008 Chan		
<b>Total Sales</b>	59 026	34 024	25 002	
EBITDA	4 757	742	4 015	
EBIT	2 685	-656	3 341	
EBIT %	4.55 %	-1.93 %		



### Key Points & outlook

Operating profit from all three operational areas – 4th quarter in a row

#### > Wind power

- Short term slow down
- Medium/long term return to growth
- Effected by: Implementation and scope of Governmental packages – uncertain timelines





### Cumulative year to year financial comparison to Q1

Devold AMT			
	2009	2008	Change
Total Sales	60 339	62 444	-2 105
EBITDA	4 958	5 327	-369
EBIT	3 001	2 982	19
EBIT %	4.97 %	4.78 %	



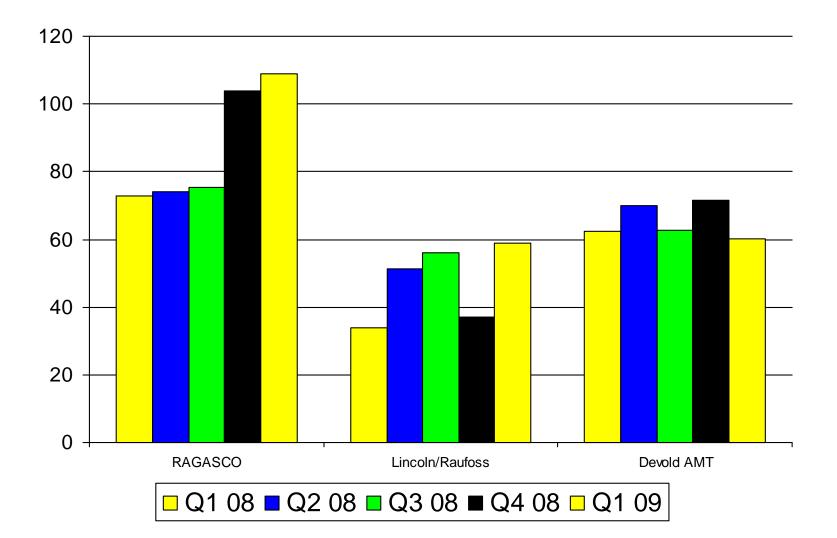
# Q1 2009 - Group Financials

### **Profit and Loss Account Q1 comparison**

P/L Account (NOK 1000)	Q1 2009	Q1 2008	Change
Sales Revenue	227 973	168 037	59 936
EBITDA	34 745	19 508	15 237
EBIT	20 970	9 405	11 565
EBIT %	9.20 %	5.60 %	3.60 %
Profit before tax	34 069	-134	34 203

Over 36% growth in sales revenue

### **Turnover per Business Unit**



### Balance sheet as per 31.03.2009

Assets

Balance Sheet - Assets (NOK 1 000)	31.03.2009	31.12.2008	Change
Intangible assets	125 140	135 926	-10 786
Tangible fixed assets	278 659	279 625	-966
Investments in associates *	57 455	58 087	-632
Other financial fixed assets	873	649	224
Inventories	139 133	145 551	-6 418
Receivables	202 247	176 374	25 873
Bank deposits, cash and similar	4 931	9 938	-5 007
Total Assets	808 439	806 150	2 289

\* 25% of Comrod Communication ASA and 28.3% holding in Carbontech Holding AS

### Balance sheet per 31.03.2009

### **Liabilities and Equity**

.03.2009	31.12.2008	Change
176 451	176 114	337
43 876	24 755	19 121
29 641	37 199	-7 558
309 073	311 825	-2 752
79 136	60 184	18 952
170 262	<u>196 073</u>	-25 811
808 439	806 150	2 289
	176 451 43 876 29 641 309 073 79 136 170 262	176 451176 11443 87624 75529 64137 199309 073311 82579 13660 184170 262196 073

(Nok 1000)

### Cash Flow Statement as at 31.03.2009

Cash Flow Statement (Nok 1 000)	31.03.2009
Profit before tax	34 069
Depreciation and write-downs	13 776
Change in net working capital	-43 384
Net cash flow from operations	4 460
Net cash flow from investment activities	-17 918
Net cash flow from financing activities	8 451
Net change in cash and cash equivalents	-5 007
Cash and cash equivalents at start of period	9 938
Cash and cash equivalents at end of period	4 931
•	
Available unused credit facility	72 621
•	



# Q1 2009 - Summary

# **Summary Q1 2009**

- Revenue growth of over 36% and EBIT growth of 123% in relation to the same period in 2008. Record quarterly turnover.
- Ragasco strong LPG cylinders activity with record turnover and production in the quarter. Moderate production and delivery for Car CNG cylinders. LPG Production levels comfortably in line with 1.25 million annual units goal.
- High Pressure area CNG bus market stable in the USA and much improved in Europe (MAN agreement). Strong gas hauling interest. TITAN testing/approval process in line with revised schedule. Hydrogen activity/interest still good – HyNor stations.
- Composite Reinforcements market temporarily slowing down. Production volumes lower. Likely to be slow for the whole of 2009. Much improved growth for the wind energy industry 2010+



# Q1 2009 - Q & A