

# 2022 | 3<sup>rd</sup> QUARTER REPORT - November 15th 2022

CEO – Stein E. Giljarhus, CFO - Morten Hilton Thomassen

### AGENDA

- ✤ M Vest Water in brief
- Highlights and key figures
- Business update
- ✤ Q&A





# M Vest Water in brief

## M Vest Water in brief

- Founded in 2017
- Producer of NorwaFloc®
- Developer of the technology NorwaPol
- Unique and green patented technology
- Offices in Norway and Germany
- 13 Full time employees
- Listed on Euronext Growth Oslo (MVW)



### M Vest Water offers a full suite of treatment chemicals and equipment





**NorwaFloc®** 

**NorwaPol** 

Bio-flocculant

**Polishing reactor** 

# Highlights

### Q3 Highlights

# Project highlights per reporting date:

Proof of MVW technology, resulting from successful full-scale verifications:

**Norwapol and Norwafloc®** field proven to the Oil & Gas industry in Norway for treatment of produced water at an oil terminal.

### Norwapol and Norwafloc®

field proven to the US Oil & Gas industry in pilot program at a major global Oil & Gas operator for treatment of onshore produced water.

**Norwafloc®** field proven to the Aquaculture industry, for treatment of bloodwater at a salmon slaughterhouse.

### Subsequent events:

### Proof of technology - Norwafloc®

Successfully field proven to the dredging/sludge dewatering industry in full scale at the by far largest mechanical dredging sludge dewatering plant in Germany (2000 m3/h treated).

## MVW is executing 3 full-scale qualification programs with Norwafloc® in Q4 2022 at:

 a large treatment plant for Municipal sewage in Norway.
a treatment plant for Municipal sewage in Germany.
a fish farm RAS facility conditioning the

water for the fish and treating the water to meet the discharge limits.

## FINANCIAL POSITION Q3 2022

- Revenues from 2 projects within Oil & Gas Norway
- OPEX 8 MNOK in Q3
- Capex amounts to MNOK 3 in Q3
- Cash burn in Q3 MNOK 10 compared to MNOK 12 in Q2 2022
- Cash balance of MNOK 44 compared to MNOK 54 in Q2 2022
- Increasing number of inquiries, paid projects and tendering requests from larger corporations in Aquaculture and Municipal Wastewater.
- We maintain our expectation to be cash positive by the end of 2023.

### MVW Q3 2022 Financial Key Figures

Figures in MNOK	Q3 2022	YTD 2022
Revenues	0.2	1.1
Operating expenses	8	22
Net Profit	-8	-22
CAPEX and R&D capitalization	3	7
Cash burn	10	37
Cash balance	44	44
Total equity	69	69

# Business update

## **Establishment in Central Europe**

- Expansion of operations to Central Europe
  - Established subsidiary in Germany.
  - Employment of Director of Operations, joining from 1 Nov 2022
  - Outsourcing and local production
- The strategy is aimed at establishing a closer relationship to customers, suppliers, and manufacturers to secure:
  - a centralized sales organization and distribution network in Europe
  - access to important raw materials
  - efficient logistics
  - large scale production of NorwaFloc®
- Germany is the largest market in Europe for wastewater and sludge treatment.



# **4 PRIORITIZED MARKET SEGMENT**



Oil & Gas – produced water, slop water



Aquaculture – fish farming, slaughterhouses



Municipal wastewater and sludge dewatering



Dredging water treatment and sludge-dewatering (River-, lake- and harbour sludge)



## Update Oil & Gas

### Sales:

Continuous supplies in 2022 to 2 onshore wastewater treatment plants with NorwaFloc® for treatment of highly oil-contaminated water related to oil production in the North Sea.

- Produced water
- Slop water



### **Proof of technology**

MVW NorwaPol and NorwaFloc® technology field proven to the Oil &Gas industry in Norway.



### Technological breakthrough

NorwaPol and NorwaFloc® field proven to the US Oil & Gas industry in pilot program at a major global Oil & Gas operator for treatment of onshore produced water, replacing existing old-fashion technology.

This is a strategic important breakthrough attracting market players with operations in the USA and the Middle East.





### Update Aquaculture

The Aquaculture industry is facing environmental requirements that must be solved with environmentally friendly technology to secure sustainability within present operations and for further growth.

### Technological breakthrough - bloodwater

NorwaFloc® field proven to the Aquaculture industry, for treatment of bloodwater at a salmon slaughterhouse.

This is a breakthrough for our cooperation with Downstream Marine, who has access to approximately 70% of the Norwegian market.

**Agreement** with large salmon farmer for verification testing of NorwaPol at RAS plant in Norway. Full-scale verification test is ongoing.

We see increasing number of inquiries, paid projects and tendering requests and firm requests from larger corporations in Aquaculture in 2H 2022.





## Update Municipal wastewater

Municipal wastewater and sludge dewatering accounts for 60% of the total flocculants and coagulants market globally. MVW is involved in municipal wastewater projects in both Norway and Germany.

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MVW is qualified for a full-scale verification at a large water treatment plant for municipal sewage, to be completed in Q1 2023.

A test program is in parallel under planning for a Municipal treatment plant in Germany.

MVW sees strong synergies working with Norway and Germany in parallel with several ongoing projects in both countries and are working towards commercialization in this major industry segment throughout 2022 and into 1H 2023.





# **Update Dredging**

The market for dredging water treatment and sludge dewatering (River-, lake- and harbour sludge) is large internationally.

MVW's establishment in Germany is strategically necessary both in terms of access to the market and access to resources such as expertise and technological solutions for water treatment and sludge dewatering.

### Technological breakthrough:

MVW has, at one of the very largest European mechanical dredging sludge dewatering sites, in a full-scale qualification test, successfully treated 2000 m3/h dredging sludge for dewatering.

In total the qualification test duly verified cost saving potential and environmental gain for the client and the industry in general by obtaining large reduction in use of unwanted synthetic chemicals, cleaner water discharge and substantially more dry sludge for transport to land fill with 25% less synthetic flocculant polymers in this sludge.

- > Next step is a final full-scale verification in the coming winter.
- > Successful testing will bring MVW into the dredging market in Germany in 2023.

NorwaFloc<sup>®</sup> (glass to the right) provides faster and more efficient sedimentation and clearer water phase compared to incumbent synthetic flocculant used previously.



# Thank you for your attention

Next - Q&A

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