

A photograph of two men in industrial safety gear. The man on the left is wearing a white hard hat with 'QUANT' on it, safety glasses, and a high-visibility orange and blue jacket. He is pointing upwards with his right hand. The man on the right is also wearing a white hard hat, safety glasses, and a similar high-visibility jacket. They are standing in front of a complex industrial structure, possibly a refinery or chemical plant. The background is slightly blurred, focusing attention on the workers.

Quant Interim Report Q2 2020

André Strömgren CFO
August 31, 2020

QUANTTM

Safety First

Safety with in Quant

- **Safety is our choice.** We are passionate about keeping our people, suppliers and customers safe at all times
- Everybody working for Quant, as an employee or contractor, is required to take care of themselves and their colleagues. We are committed to providing the instructions and training required to ensure they can do so safely
- Improving and developing our safety systems to world class standards is always our focus. Feedback is encouraged and seen as an opportunity to improve and evolve our safety procedures and culture
- **Our ultimate safety goal is ZERO accidents.** We have only done our job when everyone goes home each and every day safe and sound

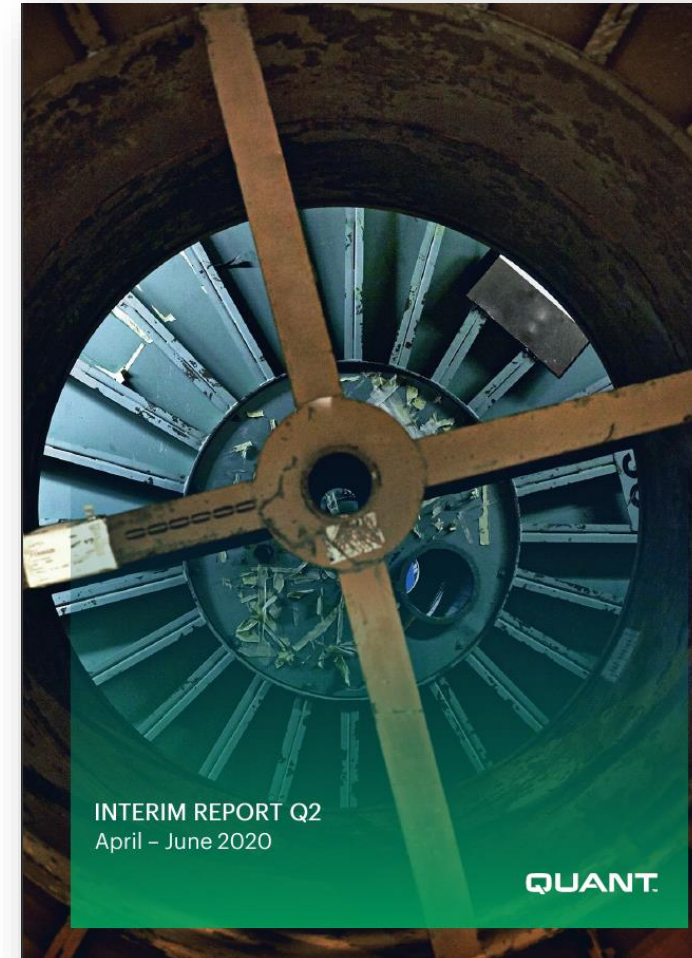
Today's safety orientation



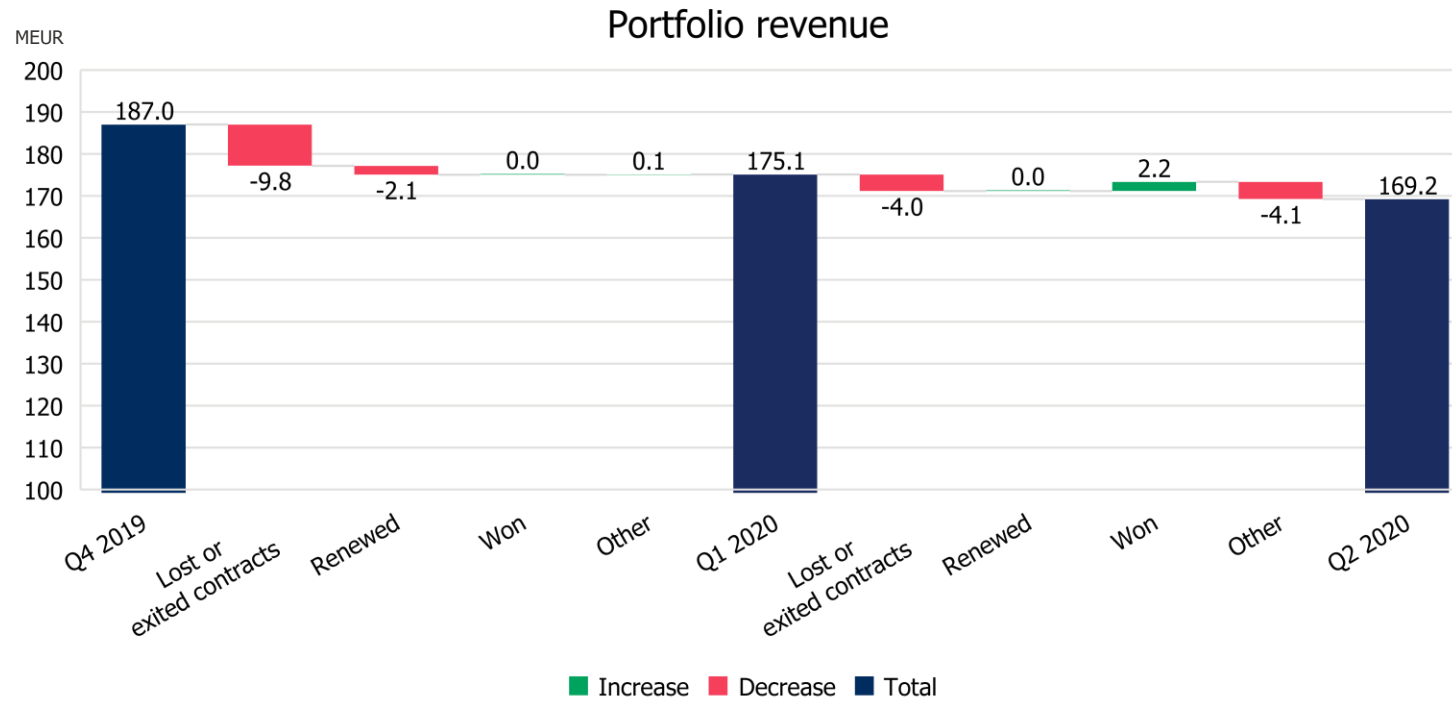
- Emergency exits
- Evacuations and assembly
- Fire extinguishers
- First aid kit / defibrillator
- Personal protective equipment
- Safety coordinator
- Planned exercises
- Emergency number 112

Second quarter development

- Net sales and EBITDA declining
 - Lost contracts during continuing to impact top line
 - Business activity in regions Europe, Finland & Baltics and Rest of the World rebounded late in the quarter
 - The Americas still in the first wave of the pandemic, impacting net sales and profitability
 - Good cashflow
- Contract portfolio decreasing during the quarter
 - Three contracts won
 - Two contracts lost to insourcing
 - Pipeline strengthening, despite Covid 19
- Covid 19 impacts Region Americas
 - Safety is Quant's priority
 - Production has continued at vast majority of sites
 - General slowdown in the market for several customer segments, may impact new sales near term

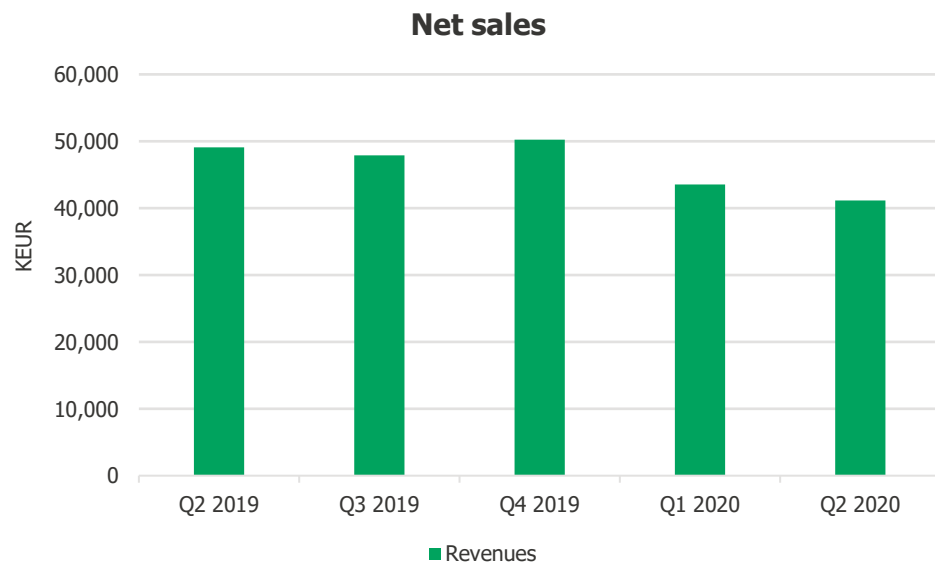


Contract portfolio overview

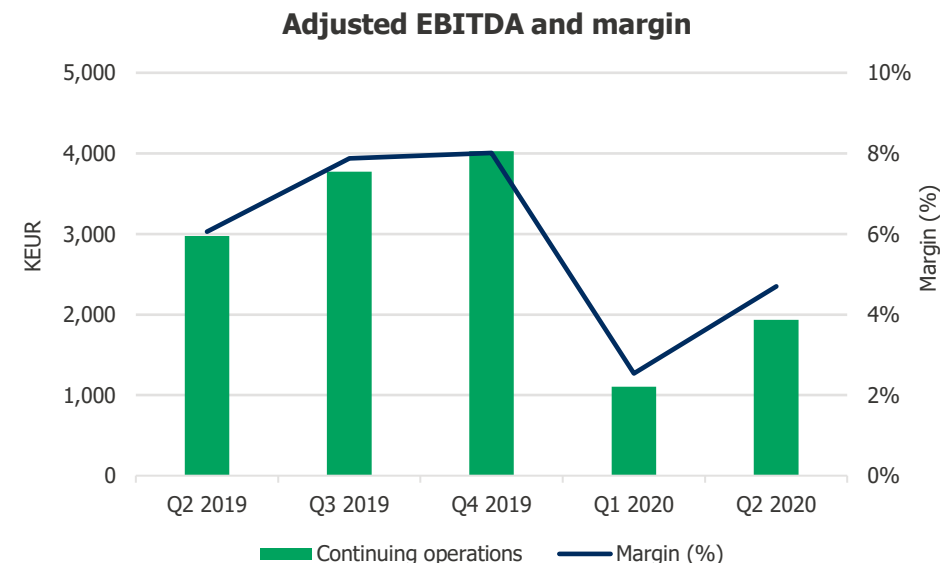


- Currently 89 operational sites
- Contracts with annualized net sales of EUR 45.6 million scheduled for renewal during the next twelve months
- Second quarter development:
 - Three new customer contracts won, with annualized net sales of EUR 2.2 million
 - Two contracts lost or exited, with annualized net sales of EUR 4.0 million
 - One contract was renewed with the same scope
 - Scope changes and exchange rate effects of EUR -4.1 million
- The combined effect of these changes amount to a decrease in the contract portfolio annualized net sales of EUR 5.9 million

Net sales and EBITDA continuing operations



- Net sales for the period decreased by 16.2% to EUR 41.2 (49.1) million. Organically, net sales decreased by 13.1%



- Quarterly adjusted EBITDA decreased to EUR 1.9 million from EUR 3.0 million prior year due to lower gross profit, partly offset by lower SG&A costs.
 - Gross profit decreased mainly due to Covid-17 effects in the Americas
 - SG&A decreased mainly due to the transformation program.
- Adjusted EBITDA with IFRS 16 decreased to EUR 2.9 (4.1) million

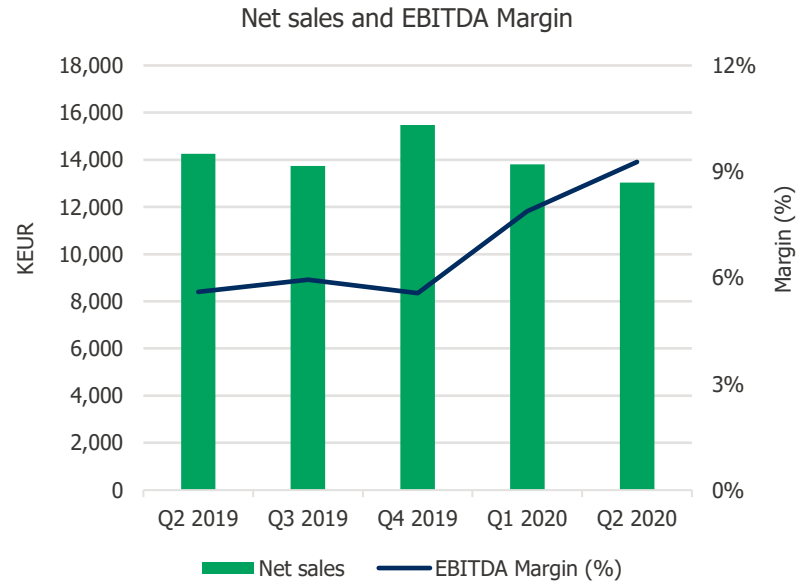
Cash flow

KEUR	Q2		Jan-Jun		LTM	Jan-Dec
	2020	2019	2020	2019	Jun 2020	2019
Continuing operations						
Cash flow from operating activities	7,538	1,821	7,147	2,809	12,742	8,404
Net debt	-	-	120,037	123,891	120,037	121,121
Net debt / Adjusted EBITDA, times	-	-	-	-	11.1	8.6
Net debt / Adjusted EBITDA IFRS 16, times	-	-	-	-	8.5	7.0
Discontinued operations						
Cash flow from operating activities	-292	-133	-913	-8,291	-2,921	-10,299
Group						
Cash flow from operating activities	7,245	1,688	6,234	-5,482	9,821	-1,895
Cash flow from investing activities	-34	-245	-318	-385	3,895	3,828
Cash flow from financing activities	-809	-2,032	7,939	-1,085	648	-8,375
CASH FLOW FOR THE PERIOD	6,403	-588	13,855	-6,952	14,364	-6,443

- Cash flow from operating activities for the quarter amounted to EUR 7.5 (1.8) million
- Change in net working capital was EUR 6.0 (1.6) million for the quarter, due to a significant amount of collected receivables while payables also increased somewhat
- Net debt / Adjusted EBITDA of 11.1
- For the total Group, including both continuing and discontinued operations, cash flow for the quarter was EUR 6.4 (-0.6) million
- At 30 June 2020, the amount drawn on the revolving working capital facility amounted to EUR 16.0 (13.0) million

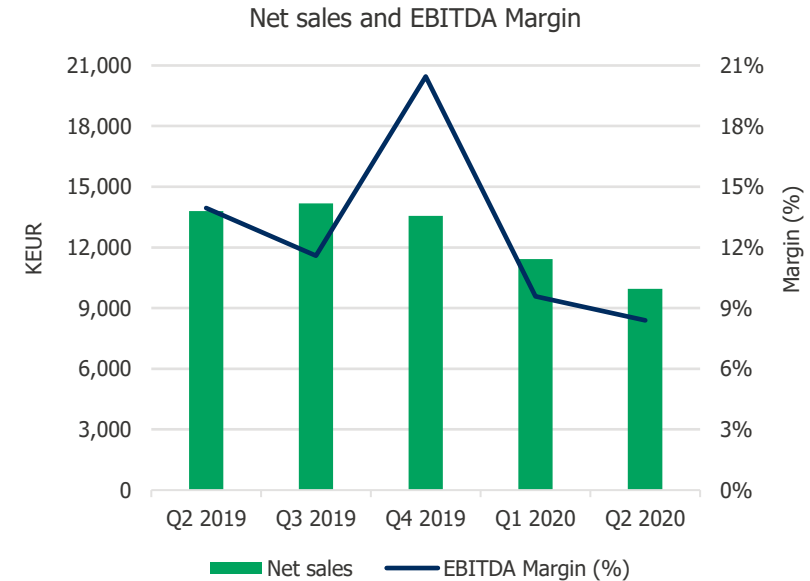
Segment financials

Europe



- Net sales in the quarter decreased to EUR 13.0 million, from EUR 14.3 million prior year, mainly due to one lost contract. This contract was large in terms of revenue but with low profitability
- Adjusted EBITDA for the quarter was EUR 1.2 million, up from EUR 0.8 million prior year mainly due to lower overhead costs as an effect of the transformation program but the performance in existing contracts also improved slightly

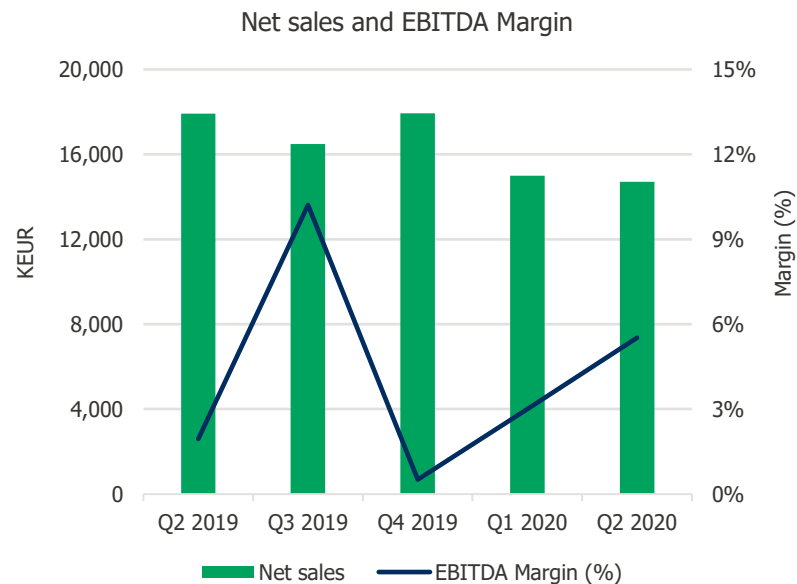
Americas



- Net sales in the quarter decreased to EUR 10.0 million, from EUR 13.8 million due to a lost contract in Brazil and lower revenue for certain contracts in Chile
- Adjusted EBITDA in the quarter was EUR 0.8 million, down from EUR 1.9 million prior year due to decreased profitability in Chile connected to the lower revenue and due to Covid-19 effects. This was partly compensated with better profitability in Brazil as well as lower overhead costs due to the transformation program

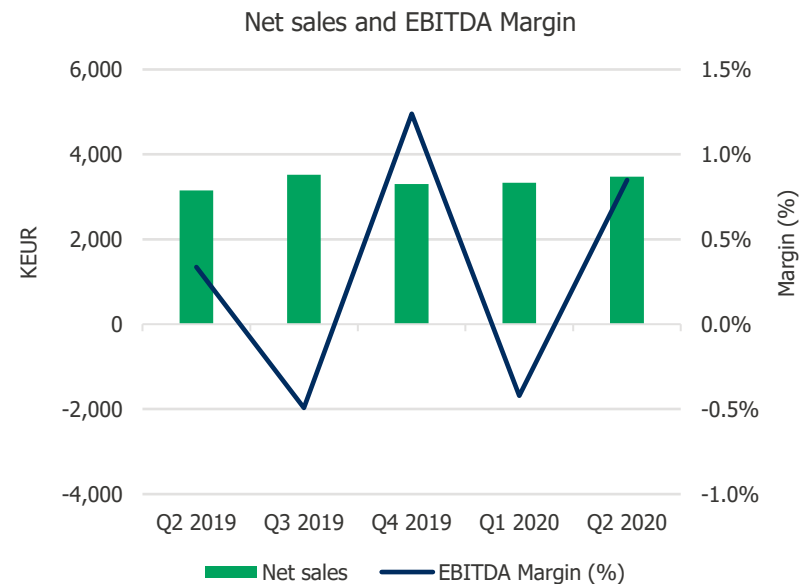
Segment financials

Finland & Baltics



- Net sales in the quarter decreased to EUR 14.7 million, from EUR 17.9 million due to lost contracts and low revenue in the field service business in Finland, partly compensated with revenues from a new contract
- Adjusted EBITDA in the quarter was EUR 0.8 million, up from EUR 0.4 million due to lower overhead costs as a result of the transformation program. Lower gross profit due to lost sites was compensated with increased profitability in existing contracts

Rest of World



- Net sales in the quarter increased to EUR 3.5, from EUR 3.2 million due to higher revenues in UAE
- Adjusted EBITDA was EUR 0.3 million, up from EUR 0.1 million last year due to increased performance in UAE

Thank You