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Agenda

• Group highlights
• Group financials & segment overview
• New segment reporting
• Outlook
• Q & A
Highlights from Q4 2017

• Solid year-over-year growth in profit across all business units
  – Continued momentum in High-Pressure

• Strong Hydrogen volume growth
  – Rail and transportation continue to gain commercial traction

• Steady profitability in Light-Duty Vehicles

• Strong Mobile Pipelines volumes in the quarter
  – North America is still the main growth driver
  – Recovering volume in Rest of world

• Weak quarter for Agility Fuel Solutions
  – However strong growth in profitability for full year 2017

• Low-Pressure delivered on profit and capex milestones
  – Ended a record year with 30% growth of revenue in 2017
4TH QUARTER 2017 FINANCIALS
Financial highlights Q4 2017
Solid Profitability and strong cash generation

Revenues

<table>
<thead>
<tr>
<th></th>
<th>Q4'16</th>
<th>Q4'17</th>
</tr>
</thead>
<tbody>
<tr>
<td>±11 (+3%)</td>
<td>347</td>
<td>358</td>
</tr>
</tbody>
</table>

EBITDA\(^1\)

<table>
<thead>
<tr>
<th></th>
<th>Q4'16(^1)</th>
<th>Q4'17</th>
</tr>
</thead>
<tbody>
<tr>
<td>±73</td>
<td>-33.5 (-10%)</td>
<td>39.9 (11%)</td>
</tr>
</tbody>
</table>

Net profit\(^1\)

<table>
<thead>
<tr>
<th></th>
<th>Q4'16(^1)</th>
<th>Q4'17</th>
</tr>
</thead>
<tbody>
<tr>
<td>±64</td>
<td>-33</td>
<td>31</td>
</tr>
</tbody>
</table>

- Hydrogen and Light-Duty Vehicles drive growth
- Strong volumes within Mobile Pipelines
- Positive profit growth across all business units
- Continued momentum in High-Pressure
- Currency effects negative year over year
- Tax charges effects positive year over year

\(^1\)Excluding reported extraordinary gain on Agility transaction
## Q4 2017 Group income statement

### NOK MILLION

**Operating Income**
- Operating expenses
  - Q4 2017: 358.5
  - Q4 2016: 347.1
  - Variance: 11.4
- Exceptional Gains
  - Q4 2017: 0.0
  - Q4 2016: 348.2
  - Variance: (348.2)

**EBITDA**
- Depreciation on tangibles
  - Q4 2017: (13.5)
  - Q4 2016: (13.4)
  - Variance: (0.1)
- Amortisation and impairment
  - Q4 2017: (6.7)
  - Q4 2016: (12.6)
  - Variance: 5.9

**EBIT**
- Share of profit/(loss) from associates
  - Q4 2017: (12.5)
  - Q4 2016: (7.8)
  - Variance: (4.7)
- Amortisation of associates intangibles
  - Q4 2017: (3.4)
  - Q4 2016: (3.2)
  - Variance: (0.2)
- Other financial items (net)
  - Q4 2017: (1.6)
  - Q4 2016: 27.2
  - Variance: (28.8)

**Profit/(loss) before tax**
- Q4 2017: 2.2
- Q4 2016: 304.9
- Variance: (302.7)
- Tax expense
  - Q4 2017: 28.3
  - Q4 2016: (112.0)
  - Variance: 140.3

**Profit/(loss) after tax**
- Q4 2017: 30.6
- Q4 2016: 192.9
- Variance: (162.4)

**EBITDA %**
- Q4 2017: 11.1%
- Q4 2016: 90.7%

**EBIT %**
- Q4 2017: 5.5%
- Q4 2016: 83.2%

**NET PROFIT / (LOSS)%**
- Q4 2017: 8.5%
- Q4 2016: 55.6%

### QUARTER

<table>
<thead>
<tr>
<th></th>
<th>Q4 2017</th>
<th>Q4 2016</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating Income</td>
<td>358.5</td>
<td>347.1</td>
<td>11.4</td>
</tr>
<tr>
<td>Operating expenses</td>
<td>(318.5)</td>
<td>(380.6)</td>
<td>62.1</td>
</tr>
<tr>
<td>Exceptional Gains</td>
<td>0.0</td>
<td>348.2</td>
<td>(348.2)</td>
</tr>
<tr>
<td>EBITDA</td>
<td>39.9</td>
<td>314.7</td>
<td>(274.8)</td>
</tr>
<tr>
<td>Depreciation on tangibles</td>
<td>(13.5)</td>
<td>(13.4)</td>
<td>(0.1)</td>
</tr>
<tr>
<td>Amortisation and impairment</td>
<td>(6.7)</td>
<td>(12.6)</td>
<td>5.9</td>
</tr>
<tr>
<td>EBIT</td>
<td>19.7</td>
<td>288.7</td>
<td>(269.0)</td>
</tr>
<tr>
<td>Share of profit/(loss) from associates</td>
<td>(12.5)</td>
<td>(7.8)</td>
<td>(4.7)</td>
</tr>
<tr>
<td>Amortisation of associates intangibles</td>
<td>(3.4)</td>
<td>(3.2)</td>
<td>(0.2)</td>
</tr>
<tr>
<td>Other financial items (net)</td>
<td>(1.6)</td>
<td>27.2</td>
<td>(28.8)</td>
</tr>
<tr>
<td>Profit/(loss) before tax</td>
<td>2.2</td>
<td>304.9</td>
<td>(302.7)</td>
</tr>
<tr>
<td>Tax expense</td>
<td>28.3</td>
<td>(112.0)</td>
<td>140.3</td>
</tr>
<tr>
<td>Profit/(loss) after tax</td>
<td>30.6</td>
<td>192.9</td>
<td>(162.4)</td>
</tr>
</tbody>
</table>

### FULL YEAR

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating Income</td>
<td>1 429.4</td>
<td>1 220.5</td>
<td>208.9</td>
</tr>
<tr>
<td>Operating expenses</td>
<td>(1 255.4)</td>
<td>(1 193.8)</td>
<td>(61.5)</td>
</tr>
<tr>
<td>Exceptional Gains</td>
<td>0.0</td>
<td>348.2</td>
<td>(348.2)</td>
</tr>
<tr>
<td>EBITDA</td>
<td>174.0</td>
<td>374.9</td>
<td>(200.8)</td>
</tr>
<tr>
<td>Depreciation on tangibles</td>
<td>(52.4)</td>
<td>(59.8)</td>
<td>7.4</td>
</tr>
<tr>
<td>Amortisation and impairment</td>
<td>(22.3)</td>
<td>(15.8)</td>
<td>(6.6)</td>
</tr>
<tr>
<td>EBIT</td>
<td>99.3</td>
<td>299.3</td>
<td>(200.0)</td>
</tr>
<tr>
<td>Share of profit/(loss) from associates</td>
<td>(3.0)</td>
<td>2.1</td>
<td>(5.1)</td>
</tr>
<tr>
<td>Amortisation of associates intangibles</td>
<td>(13.6)</td>
<td>(3.6)</td>
<td>(10.1)</td>
</tr>
<tr>
<td>Other financial items (net)</td>
<td>(34.4)</td>
<td>14.1</td>
<td>(48.4)</td>
</tr>
<tr>
<td>Profit/(loss) before tax</td>
<td>48.2</td>
<td>311.9</td>
<td>(263.6)</td>
</tr>
<tr>
<td>Tax expense</td>
<td>21.0</td>
<td>(103.6)</td>
<td>124.6</td>
</tr>
<tr>
<td>Profit/(loss) after tax</td>
<td>69.3</td>
<td>208.3</td>
<td>(139.0)</td>
</tr>
</tbody>
</table>

*2017 = Preliminary and unaudited
Segment shares Q4 2017 | **Before** Group eliminations*

### Operating income Q4’16

<table>
<thead>
<tr>
<th>Segment</th>
<th>NOKm, before group eliminations</th>
</tr>
</thead>
<tbody>
<tr>
<td>High-Pressure: Light-Duty Vehicles (LDV)</td>
<td>127</td>
</tr>
<tr>
<td>High-Pressure: Mobile Pipeline®</td>
<td>15</td>
</tr>
<tr>
<td>High-Pressure: Hydrogen</td>
<td>42</td>
</tr>
<tr>
<td>High-Pressure: MasterWorks &amp; Other</td>
<td>151</td>
</tr>
<tr>
<td>Low-Pressure: LPG (Propane)</td>
<td>42</td>
</tr>
</tbody>
</table>

**Total:** NOK 350* million

*NOTE: NOK 13 million reclassified to LDV from Other*

### Operating income Q4’17

<table>
<thead>
<tr>
<th>Segment</th>
<th>NOKm, before group elimination</th>
</tr>
</thead>
<tbody>
<tr>
<td>High-Pressure: Light-Duty Vehicles (LDV)</td>
<td>123</td>
</tr>
<tr>
<td>High-Pressure: Mobile Pipeline®</td>
<td>47</td>
</tr>
<tr>
<td>High-Pressure: Hydrogen</td>
<td>144</td>
</tr>
<tr>
<td>High-Pressure: MasterWorks &amp; Other</td>
<td>8</td>
</tr>
<tr>
<td>Low-Pressure: LPG (Propane)</td>
<td>40</td>
</tr>
</tbody>
</table>

**Total:** NOK 362* million

*NOTE: NOK 13 million reclassified to LDV from Other*
Agility Fuel Solutions Q4 2017

- Weak 4th quarter for revenues and margin after 3 successive solid quarters in 2017
- Good cash and working capital position
  - Fully-funded
- Weak Heavy-Duty Truck deliveries in quarter
  - Order patterns disrupted by delayed launch of new near-zero 12L engine
- Bus volumes relatively soft in quarter
  - Year-over-year decline vs. strong 2016 in US
- Strongest quarter in 2017 for Refuse Truck sales
  - Recovery strong in second half of year
- Powertrain Systems (propane) on track to business plan

### Revenues and adjusted EBITDA*

<table>
<thead>
<tr>
<th>Quarter</th>
<th>USDm</th>
<th>EBITDA (adjusted)</th>
<th>Share based compensation</th>
<th>Transaction &amp; other exp.</th>
<th>EBITDA (reported)</th>
<th>Depr. &amp; amort.</th>
<th>Interest expense</th>
<th>Profit before tax</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q4'16</td>
<td>37</td>
<td>3.3 (9%)</td>
<td>-0.3 (8%)</td>
<td>-0.1 (1%)</td>
<td>-0.5 (2%)</td>
<td>-0.1 (1%)</td>
<td>-2.7 (12%)</td>
<td>-2.9 (12%)</td>
</tr>
<tr>
<td>Q1'17</td>
<td>37</td>
<td>3.5 (10%)</td>
<td></td>
<td></td>
<td>-0.1 (1%)</td>
<td>-0.1 (1%)</td>
<td>-2.7 (12%)</td>
<td>-2.9 (12%)</td>
</tr>
<tr>
<td>Q2'17</td>
<td>40</td>
<td>5.7 (14%)</td>
<td>-0.3 (8%)</td>
<td>-0.1 (1%)</td>
<td>-0.5 (2%)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q3'17</td>
<td>44</td>
<td>4.8 (12%)</td>
<td></td>
<td></td>
<td>-0.1 (1%)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q4'17</td>
<td>32</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Effects for Group reporting Q4 2017

- Additional accounting adjustments including amortization of intangible assets add to loss for quarter
- However, US tax reforms revising tax rate downwards to 21% has positive impact to the Deferred tax liability recognized as part of the initial Agility transaction
- Impact of this adjustment is + NOK 40 million reflected in Net Profit through credits to the tax expense line

<table>
<thead>
<tr>
<th>Agile impact to Group P&amp;L</th>
</tr>
</thead>
<tbody>
<tr>
<td>NOKm unless otherwise stated</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Profit before tax (USDm)</th>
<th>HEX 50% of profit before tax</th>
<th>Accounting driven adjustments</th>
<th>Profit/ (loss) before intangible amort.</th>
<th>Intangible amort. recorded by HEX</th>
<th>Profit/ (loss) from associates &amp; JVs</th>
</tr>
</thead>
<tbody>
<tr>
<td>-2.9</td>
<td></td>
<td></td>
<td>-0.5</td>
<td>-12.1</td>
<td>-3.4</td>
</tr>
<tr>
<td>-11.6</td>
<td></td>
<td></td>
<td></td>
<td>-15.5</td>
<td></td>
</tr>
</tbody>
</table>

Accounting driven adjustments
Balance sheet | Q4’17 vs Q3’17
NOK 215m Net Interest Bearing Debt & 59% Equity Ratio

No significant movements other than a pay-down of debt in the quarter
Strong contribution from underlying operations allowed for Debt pay-down
Preliminary & unaudited
Full Year 2017
Full-year 2017\(^1\) vs. 2016

### Revenues\(^1\)

<table>
<thead>
<tr>
<th>FY'16</th>
<th>FY'17</th>
</tr>
</thead>
<tbody>
<tr>
<td>1,221</td>
<td>1,429</td>
</tr>
</tbody>
</table>

\(^1\) 429 (+17%)

### EBITDA\(^1,2\)

<table>
<thead>
<tr>
<th>FY'16</th>
<th>FY'17</th>
</tr>
</thead>
<tbody>
<tr>
<td>26.7</td>
<td>29.4</td>
</tr>
</tbody>
</table>

\(^1\) 147 (12%)

### EBIT\(^1,2\)

<table>
<thead>
<tr>
<th>FY'16</th>
<th>FY'17</th>
</tr>
</thead>
<tbody>
<tr>
<td>-49</td>
<td>99</td>
</tr>
</tbody>
</table>

\(^1\) 148 (7%)

### Net profit\(^1,2\)

<table>
<thead>
<tr>
<th>FY'16</th>
<th>FY'17</th>
</tr>
</thead>
<tbody>
<tr>
<td>-18</td>
<td>69</td>
</tr>
</tbody>
</table>

\(^1\) 87 (7%)

---

- **Low-Pressure (LPG) & Mobile Pipelines drive organic growth**
- **xperion contribution offsets Agility carve-out with strong growth in H2**
- **LPG margin of 22%; record EBITDA of NOK 144 m**
- **High-Pressure margin of 6%; EBITDA of NOK 47 m**
- **Lower ordinary depreciation year over year (Y-o-Y)**
- **Offset by full year effect of xperion intangible amortisation**
- **Y-o-Y negative currency effect of NOK -56 m; other finance +8m**
- **Amortisation of Agility intangibles and lower returns NOK -16 m**
- **Y-o-Y tax neutral**

\(^1\) Preliminary and unaudited  \(^2\) Excluding reported extraordinary gain on Agility transaction
**Full Year Preliminary Unaudited 2017 vs pro-forma 2016**

**Pro-forma revenues | NOKm**

<table>
<thead>
<tr>
<th></th>
<th>FY'16 reported</th>
<th>FY'16 pro-forma</th>
<th>Growth</th>
<th>FY'17 reported</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pro-forma revenues</td>
<td>1,221</td>
<td>1,112 (100%)</td>
<td>+317 (+29%)</td>
<td>1,429 (100%)</td>
</tr>
</tbody>
</table>

- **CNG carveout to Agility**: -356
- **xperion Q1-Q3**: 248

**Pro-forma EBITDA | NOKm**

<table>
<thead>
<tr>
<th></th>
<th>FY'16 reported</th>
<th>FY'16 pro-forma</th>
<th>Growth</th>
<th>FY'17 reported</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA</td>
<td>1,221</td>
<td>1,112 (100%)</td>
<td>+174</td>
<td>1,429 (100%)</td>
</tr>
</tbody>
</table>

- **CNG carveout to Agility**: -27 (2%)
- **xperion Q1-Q3**: 0 (0%)

**Growth**

<table>
<thead>
<tr>
<th>Q1-Q3</th>
<th>FY'16 reported</th>
<th>FY'16 pro-forma</th>
<th>Growth</th>
<th>FY'17 reported</th>
</tr>
</thead>
<tbody>
<tr>
<td>Carveout</td>
<td>248</td>
<td>27</td>
<td>-40</td>
<td>0</td>
</tr>
</tbody>
</table>

**Total**

<table>
<thead>
<tr>
<th></th>
<th>FY'16 reported</th>
<th>FY'16 pro-forma</th>
<th>Growth</th>
<th>FY'17 reported</th>
</tr>
</thead>
<tbody>
<tr>
<td>Totals</td>
<td>-356</td>
<td>-27</td>
<td>-40</td>
<td>174 (12%)</td>
</tr>
</tbody>
</table>

**Transactions**

<table>
<thead>
<tr>
<th></th>
<th>FY'16 reported</th>
<th>FY'16 pro-forma</th>
<th>Growth</th>
<th>FY'17 reported</th>
</tr>
</thead>
<tbody>
<tr>
<td>Positive variance</td>
<td>-40</td>
<td>13</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Negative variance</td>
<td>27</td>
<td>-27</td>
<td>-40</td>
<td>174 (12%)</td>
</tr>
</tbody>
</table>

**Reported**

+29% headline revenue growth on pro-forma basis (vs. 17% headline growth on reported numbers)

+174m EBITDA increase on pro-forma basis (vs. +147m on reported numbers ex Agility gain)
Agility represents ca. 40% of total balance sheet…

…but is not reported in Hexagon’s EBITDA

Agility Fuel Solutions: Closed in Q4 2016 at value of NOK 971m

xperion acquisition: Closed in Q4 2016 for purchase consideration of NOK 293m in cash and contingent earn-out of up to NOK 103m

Legacy Hexagon: Pre xperion acquisition Mobile Pipelines, Light-Duty, Hydrogen and LPG

The above pro-forma 2017 Group EBITDA includes 50% of Agility’s Reported EBITDA under US GAAP

Using the Adjusted EBITDA number would add another ~ NOK 22 million
Agility Fuel Solutions Full Year 2017

- Satisfactory margin growth despite modest revenue growth
- Solid Heavy-duty truck deliveries
  - 52% Year-over-year growth vs. weak 2016
- Solid Bus volumes
  - However 18% lower than very strong 2016
- Weak Refuse truck sales
  - 20% Year-over-year decline however picked up momentum in second half of 2017
- Significant non-cash items turn an underlying positive into a negative contribution to Hexagon Group profit

Revenues and adjusted EBITDA*

<table>
<thead>
<tr>
<th></th>
<th>Revenue; USDm</th>
<th>Adjusted EBITDA; USDm</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY'16</td>
<td>153</td>
<td>8.3</td>
</tr>
<tr>
<td>FY'17</td>
<td>157</td>
<td>14.7</td>
</tr>
<tr>
<td>% change</td>
<td>+3%</td>
<td>+78%</td>
</tr>
</tbody>
</table>

Agility impact to Group P&L

<table>
<thead>
<tr>
<th></th>
<th>USDm</th>
</tr>
</thead>
<tbody>
<tr>
<td>Profit before tax (USDm)</td>
<td>-0.7</td>
</tr>
<tr>
<td>HEX 50% of profit before tax</td>
<td>-2.6</td>
</tr>
<tr>
<td>Accounting driven adjustments</td>
<td>0.0</td>
</tr>
<tr>
<td>Profit/ (loss) before intangible amort.</td>
<td>-2.6</td>
</tr>
<tr>
<td>Intangible amort. recorded by HEX</td>
<td>-13.7</td>
</tr>
<tr>
<td>Profit/ (loss) from associates &amp; JVs</td>
<td>-16.3</td>
</tr>
</tbody>
</table>

* Proforma figures used for 2016
2017* Financial Scorecard

• **Record LPG performance**
  – 30% Revenue and 46% EBITDA growth

• **Positive EBITDA in High-Pressure**
  – Improvement of NOK 93 million ex Agility gain of NOK 348 million

• **Mobile Pipelines recovery** in volumes

• **Exceptional Hydrogen growth**
  – From 3% to 10% of Group revenue

• **Positive momentum for LDV** with increased focus on biogas

• **xperion acquisition fully integrated** into business units

• **Agility 78% Adjusted EBITDA growth**

• **Strong Balance Sheet**

In 2017 we prioritised integrating the new business combination as a result of strategic plays in 2016; Now we will focus on the significant long-term opportunities within hydrogen and biogas in 2018

*2017 = Preliminary and unaudited*
Sharpening our focus on cleaner energy opportunities
The energy transition is opening up growth opportunities

GLOBAL ENERGY MIX

LOW-CARBON FUELS
Hydrogen, biogas, e-gas

We are adapting our leading composite pressure vessel technology for a wide range of mobility and storage applications
Our position on the Hydrogen and Biogas opportunities

1. The transition to cleaner energy, supported by public and private players, is happening now…

2. …driving game-changing opportunities especially within Hydrogen…

3. …and we are making significant investments in 2018-2020 for attractive returns from 2022 and beyond
Market Drivers
Hydrogen Council pronouncements

Key conclusions

• **Significant cost/kW reduction** over a 10 year period

• Commercial products are now being marketed across sectors and along the **full hydrogen value chain**

• Exponential growth is underway in all addressed markets, **supported by clear political backing**

• **Investments** will multiply by 10 over the period and are required along full value chain

• **Investors are encouraged to get in early**

Steering members

The Council Launched at the World Economic Forum 2017, in Davos

Source: Hydrogen Council
FCEVs will play an essential role in decarbonizing transportation

Projected economic attractiveness

Source: Hydrogen Council, Toyota, Hyundai, Daimler
Numerous Hydrogen related plays...

**United Kingdom**
will reduce CO2 with hydrogen grid blend

**Japanese**
majors speeding up the Hydrogen Society

**China**
aims to build a “hydrogen city”

**US**
based Nikola plans $1bn fuel cell truck factory

**California**
hit 3,000 Toyota Mirai
Segment analysis | Light-duty vehicles example

<table>
<thead>
<tr>
<th>#Vehicles</th>
<th>2020</th>
<th>2024</th>
<th>2028</th>
</tr>
</thead>
<tbody>
<tr>
<td>Est. vehicles sold (million)</td>
<td>86</td>
<td>93</td>
<td>100</td>
</tr>
<tr>
<td>H2 adoption rate</td>
<td>0.03%</td>
<td>0.40%</td>
<td>1.00%</td>
</tr>
<tr>
<td>H2 vehicles sold (thousand)</td>
<td>21.5</td>
<td>371</td>
<td>1,000</td>
</tr>
</tbody>
</table>

- Hexagon has development/trial production contracts with several OEMs
- New contract for 2 new FCEV models ongoing through 2019
- Supplied several other OEMs with test tanks
- Building on leading position within production of CNG composite cylinders
- Unique production technology for mass production of composite cylinders
- Potential for scope beyond cylinder manufacturing (systems)

Market potential | Hexagon estimate (NOKbn)

- USD:NOK @ 8.00
- ~1.9% CAGR for #LDV vehicles sold p.a.
- 1% FCV adoption rate in 2028

<table>
<thead>
<tr>
<th>Year</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
<th>2023</th>
<th>2024</th>
<th>2025</th>
<th>2026</th>
<th>2027</th>
<th>2028</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>0.1</td>
<td>0.2</td>
<td>0.6</td>
<td>1.2</td>
<td>3.8</td>
<td>6.4</td>
<td>10.4</td>
<td>14.2</td>
<td>18.2</td>
<td>22.3</td>
<td>28.0</td>
</tr>
</tbody>
</table>
Fuel Cell Electric Vehicle market penetration rate expected to follow adoption rates for BEVs

- Predicted growth validated by past performance (trailing 7 years) of BEV accomplishments
- BEV’s currently have > than 1% market share in China, France, Netherlands, Norway, Sweden and UK
- Embedded OEM also predicting greater than 1% penetration rates for Light-Duty FCEVs

**Demonstrated market adoption**

**Potential FCEV adoption**

Source: evvolumes.com
Key to unlocking the market potential

The Drivers

- Drive for zero emissions
- Fast-fill & Range requirements
- Cost competitive Fuel-cell technology
- An unlimited energy carrier

Overcoming the Barriers

- Building-up Hydrogen infrastructure
- Scaling hydrogen production to be economic
- Forming regulatory frameworks that fairly support sustainability
- Familiarity

Total market potential

The multiple opportunities in Hydrogen can be a game changer for Hexagon Composites
Hydrogen opportunities now materializing in revenue

Trailing last twelve months HEX H2 revenues (NOKm) ¹

Selected HEX Hydrogen customers

Customer base comprising several key OEMs
[2 other prominent OEMs are confidential and not disclosed above]

1 Revenues before eliminations

Significant step-up in Hydrogen revenues

+271%
Large Hydrogen market potential requires investments

Total market potential (NOKbn)

<table>
<thead>
<tr>
<th>Year</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
<th>2022</th>
<th>2023</th>
<th>2024</th>
<th>2025</th>
<th>2026</th>
<th>2027</th>
<th>2028</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>0</td>
<td>1</td>
<td>2</td>
<td>5</td>
<td>12</td>
<td>19</td>
<td>30</td>
<td>41</td>
<td>52</td>
<td>65</td>
<td>81</td>
</tr>
</tbody>
</table>

Hexagon Hydrogen

<table>
<thead>
<tr>
<th>Year</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>#FTEs</td>
<td>41</td>
<td>90</td>
<td>209</td>
</tr>
<tr>
<td>EBITDA (NOKm)</td>
<td>-38</td>
<td>-39</td>
<td>-103</td>
</tr>
<tr>
<td>Capex (NOKm)</td>
<td>64</td>
<td>222</td>
<td>378</td>
</tr>
</tbody>
</table>

2018-2020 is a period of significant investment to pursue the Hydrogen opportunity and maintain market leadership.
Public and private support of Biogas growing…
Lower carbon footprint and reduced greenhouse gas (GHG) emissions
LDV CNG/Biogas market potential

- Includes both steel and type 4 cylinders
- Based on 0.6% NGV adoption rate in 2018, increasing to 2.0% in 2025
- #cylinders '000

<table>
<thead>
<tr>
<th>Year</th>
<th>Cylinders</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>90</td>
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<tr>
<td>2019</td>
<td>108</td>
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<tr>
<td>2020</td>
<td>130</td>
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<tr>
<td>2021</td>
<td>157</td>
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<tr>
<td>2022</td>
<td>189</td>
</tr>
<tr>
<td>2023</td>
<td>227</td>
</tr>
<tr>
<td>2024</td>
<td>273</td>
</tr>
<tr>
<td>2025</td>
<td>329</td>
</tr>
</tbody>
</table>
2017 reporting segments in Hexagon Group

CONSOLIDATED SEGMENTS

LOW-PRESSURE LPG

HIGH-PRESSURE CNG & H2

LIGHT-DUTY VEHICLES

HYDROGEN PRODUCTS

EQUITY ACCOUNTED

AGILITY FUEL SOLUTIONS (50%)

HEAVY-DUTY VEHICLES

Equity accounted 50% owned investment (reported below EBITDA)
2018 segment reporting in Hexagon Group

**CONSOLIDATED SEGMENTS**

- HYDROGEN & LIGHT-DUTY VEHICLES
- MOBILE PIPELINES
- LPG
- OTHER

**EQUITY ACCOUNTED**

- MEDIUM AND HEAVY-DUTY VEHICLES
  - Agility Fuel Solutions (50%)
- Hexagon MasterWorks
OUTLOOK
OUTLOOK
Hydrogen & Light-Duty Vehicles
Strong g-mobility drive in Germany

- Climate targets cannot be reached without CNG with biogas
- Tax relief extension for natural gas until 2026 guarantees CNG LDV owners a cost-effective fuel
- Targeting increase of CNG vehicle fleet in Germany tenfold to 1 million by 2025
-Expanding filling infrastructure from 900 to 2,000 stations

“If we get it right, an 80 percent cut in CO2 emissions can be achieved by using automobiles powered by natural gas.”

- Angela Merkel, Chancellor of Germany

Source: Volkswagen Group
g-mobility

• Volkswagen reconfirms its CNG strategy
  – Grants to customers for switching to CNG vehicles introduced in 2017 has been extended until end March 2018
  – Increasing its CNG LDV range to 16 models
  – Introduction of four mono-fuel CNG models end of 2018

• Double digit growth expected short and medium term

“As far as a natural gas vehicle powered by CNG is concerned, it is irrelevant whether it runs on pure fossil fuel or methane that has been 100 percent regenerated. This characteristic makes the natural gas vehicle extremely important for the current energy transition.”
- Jens Andersen, Group CEO for Natural Gas Mobility at Volkswagen AG

Volkswagen new CNG LDV models: CO2 emissions g/km well below EU 2021 target

Photo: Volkswagen Group
Power-to-gas
Hydrogen as a battery

Hydrogen key to unlocking the full offshore wind potential of the North Sea

Renewable energy → Surplus renewable energy → Power at night → Power & heat → Surplus battery energy

Electrolyser
Compression

SEASONAL STORAGE

Battery
Fuel cell
Hydrogen
Hydrogen transport

Day Storage

Posted 19 January 2018
Hydrogen for zero emissions fast ferries

- Fast ferries in Norway annually consume 86,000 tons of diesel:
  - CO2: 233,000 tons
  - Nox: 2,570 tons
  - Sulphur: 77 tons

- Fuel cell solutions outperform batteries on key parameters
  - Weight: Hydrogen system considerably lighter than battery system
    - 1/5 in representative configuration
  - Short refueling time
  - Long range

- Sør-Trøndelag County launching development project

1) NOx-fondet
2) "Hydrogen til hurtigbåter i Trøndelag," by SINTEF and Greenstat, December 2017. For Sør-Trøndelag Fylkeskommune (Sør-Trøndelag County Authority)
Mobile Pipelines
Mobile Pipelines

- Vibrant shale oil & gas sector driving demand in North America
- Healthy project flow from other industries
- Several new applications
  - Enhanced oil recovery
  - “Pipeline integrity”
    - ensuring CNG during pipeline down-time (e.g. service)
    - Mobile fleet refueling
- Markets outside North America remain lumpy
- Modal Acoustic Emission (MAE) requalification testing successfully launched in the US
  - Large number of modules up for regulatory requalification in the US in 2018
  - Seeking regulatory approvals in other geographical markets

Hexagon Modal Acoustic Emission (MAE) testing site
Mobile Pipeline® for LNG boil-off gas recovery

- Maritime transport emits around 1 billion mt of CO2 annually
  - About 2.5% of global greenhouse gas emissions
- Boil-off from LNG vessels a significant source
- Boil-off gas recovery systems with TITAN® storage systems can capture and store the gas

150+ shipping industry leaders to drive the decarbonization agenda

Shipping Leaders Join Forces to Drive Decarbonization Agenda

World Maritime News, November 16, 2017
LPG
• Strong order backlog for 1st half of 2018
  – Full order book for Q1
  – Strong order base from European customers
  – Deliveries to Iraq to be completed in Q1

• Increased focus on user-friendliness and safety drives demand in new regions
  – E.g. Middle East

• MNOK 75 expansion program on track
  – Investing in product differentiation, faster cycle-times and capacity improvements

• Differentiation strategy will be continued and further sophisticated
  – Smart cylinders on the agenda

Woqod marketing campaign January 2018
Agility Fuel Solutions

• US Heavy-Duty Vehicle market relatively flat
  – Weak truck market offset by improved refuse and transit bus sales

• Strategic development of new geographical markets

• Cummins Westport introduction of “near zero” emissions 12L natural gas engine expected to be a positive development for CNG
  – Order patterns affecting sales in first half of 2018

• Price delta between diesel and natural gas expected to widen when spring sets in
Fuel price spread has become significantly more favorable

Price development last 12 months

<table>
<thead>
<tr>
<th>Crude WTI</th>
<th>Natural Gas</th>
</tr>
</thead>
</table>

Pump prices

- **Feb 5**
  - DIESEL: $3.09
  - CNG: $2.19

Sources: EIA, NYMEX, cngprices.com, Hexagon Composites

CNG retail prices are currently ~1 USD below diesel, giving CNG trucks/busses 1-3 years payback.
Outlook – Summary

• LPG
  – Full capacity utilization 1st half

• Mobile Pipelines
  – Continued strong momentum into 2018

• Hydrogen and Light Duty Vehicles (LDV)
  – Good outlook for LDV
    – Double digit topline growth expected
  – Broad range of Hydrogen opportunities
    – Diluting EBITDA short term

• Agility Fuel Solutions
  – Healthy medium duty truck, refuse truck and transit bus markets
  – Soft heavy-duty long haul truck market in first half of 2018, but recovery thereafter
    – Oil price > USD 60 and launch of near zero emission 12L Cummins Westport Natural Gas engine expected to stimulate demand

Traditional business units performing very well
Significant dilutive EBITDA effect from Hydrogen
Questions Please

Jon Erik Engeset, CEO
David Bandele, CFO