



# Q3 2021 results

November 18, 2021

# Disclaimer



THIS PRESENTATION may contain forward looking statements. These statements are based on current expectations, estimates and projections of Envipco's management and information currently available to the company. Envipco cautions that such statements contain elements of risk and uncertainties that are difficult to predict and that could cause actual performance and position to differ materially from these statements. Envipco disclaims any obligation to update or revise any statements made in this presentation to reflect subsequent events or circumstances, except as required by law. Certain figures in this presentation, including financial data, have been rounded. Accordingly, figures shown for the same category presented in different tables may vary slightly and figures shown as totals in certain tables may not be an exact arithmetic aggregation of the figures which precede them. In addition to regular Risk and Uncertainties as detailed in previous published guidance, Covid-19 impact has been reflected in reduced RVM sales in both Europe and the US through 2020 with some continued influence in 2021.

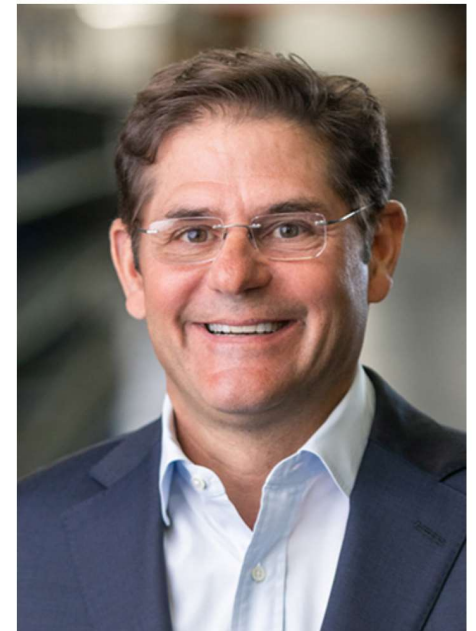
## Presenting team



SIMON BOLTON  
CEO



DERK VISSER  
Group CFO



BOB LINCOLN  
President, COO

# Agenda



Highlights

Strategic review

Operations

Outlook and Summary

Q&A

# Operational highlights



## Business opportunities from new legislation in North America

- Strong sales order book for Q4'21 and 2022
- Sales order of 300 machines received in Connecticut
- Additional awards from range of new retail customers



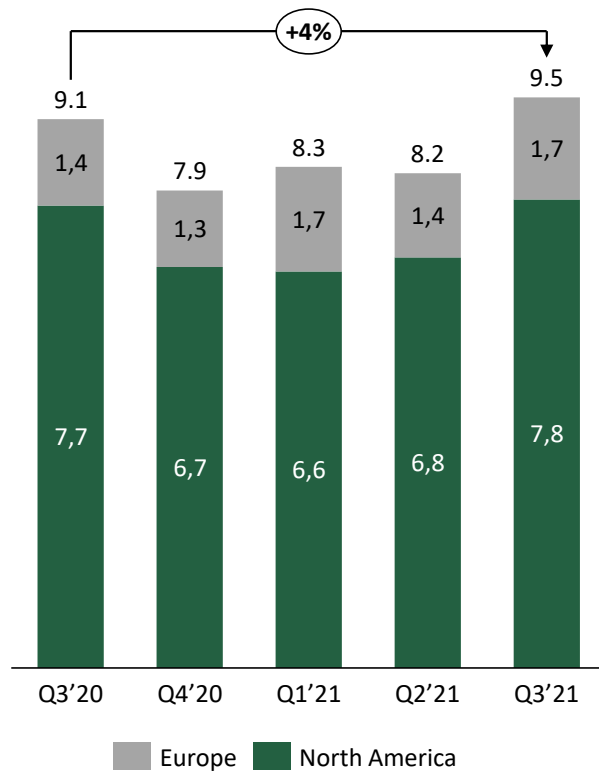
## Increased commercial activity in Europe

- Supply and services contract awarded in Malta
- Growing service revenue and building backlog in Sweden
- Increased engagement before go-Live in Scotland, Ireland, Romania and Portugal
- Investments in market development and European organization

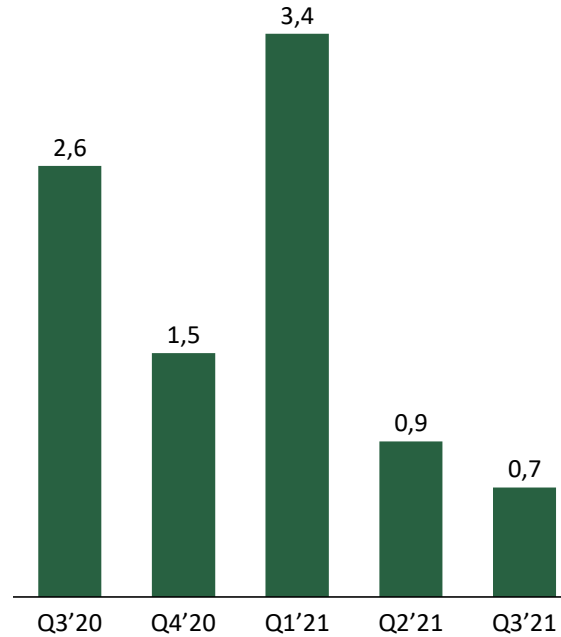


# Key financials

**Revenue**  
EUR million



**EBITDA**  
EUR million



- YoY growth limited by currency adjustments
  - Eur 0.5m positive translation reserve in Q3'20 vs negative EURm 0.2m in Q3'21
- EBITDA peak in Q1'21 due to other non-recurring revenue
  - DPG settlement and PPP forgiveness



## Strategic review



# This is Envipco



## About Envipco

Envipco is a recycling technology company. Over four decades of experience delivering reverse vending machines (RVMs) to leading customers across the world.

We bring a broad technology portfolio, an agile and partnership approach, and deep experience operating and involvement in DRS.



Founded in

**1982**

Machines installed

**>8000**

Listed in



Global presence

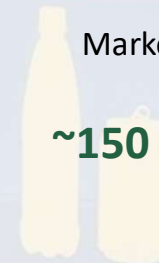


Sales LTM Q3'21

**34.1 EURm**

Market cap.

**~150 EURm**





# Our purpose



## Vision

At Envipco, we are creating a cleaner world for future generations through our recycling technology



## Mission

Emerging as the forward-thinking leader, we continuously invest in developing and offering innovative technology solutions for drinks packaging recycling.

We have a clear strategy for accelerated growth and are committed to deliver excellent products and services to our customers, tangible results to our investors, and a great place to work.



## Values

### Commitment

Reliability, authenticity, and integrity

### Passion

Enthusiastic, inspirational, and ambitious

### Excellence

Innovative solutions, continuous improvement, and strong partnerships

### Performance









Results orientated, hands on, and determined to succeed

# Our strategy is based on six pillars



# We offer an advanced and specialised product portfolio

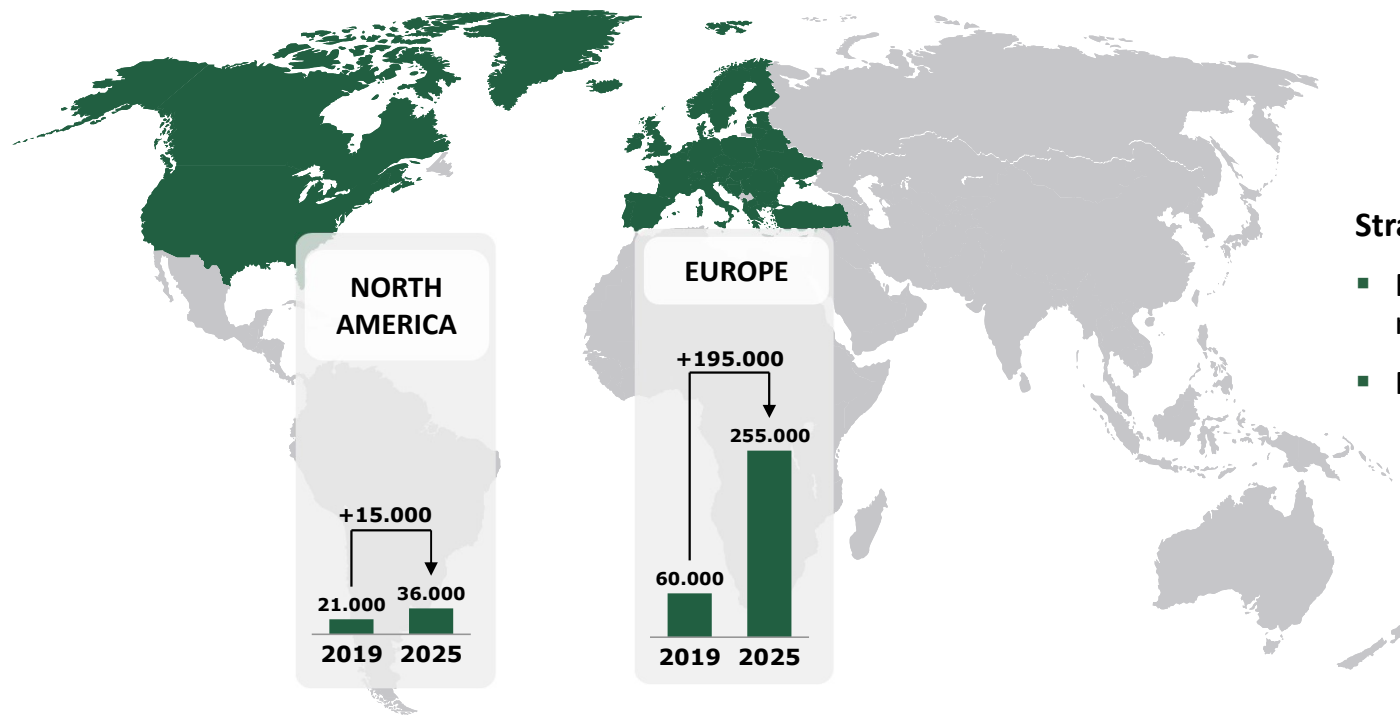


PRODUCT	KEY FEATURES	TARGET MARKET
 <p><b>FLEX</b> Smallest, low-cost RVM</p>	<ul style="list-style-type: none"> <li>40 containers/min</li> <li>Small Footprint (60cm wide)</li> <li>Glass side sort option</li> </ul>	<ul style="list-style-type: none"> <li>Convenience stores</li> <li>Gas stations</li> <li>Schools</li> </ul> 
 <p><b>ULTRA</b> Single commodity feed RVM</p>	<ul style="list-style-type: none"> <li>42 containers/min</li> <li>Market leading compaction</li> <li>In-store / standard size for retail</li> </ul>	<ul style="list-style-type: none"> <li>Supermarkets</li> <li>Hypermarkets</li> </ul> 
 <p><b>OPTIMA</b> All-in-one commodity feed RVM</p>	<ul style="list-style-type: none"> <li>42 containers/min</li> <li>Market leading compaction</li> <li>Shape system</li> <li>Camera recognition</li> </ul>	<ul style="list-style-type: none"> <li>Supermarkets</li> <li>Hypermarkets</li> <li>Redemption centers</li> </ul> 
 <p><b>QUANTUM</b> Breakthrough bulk-feed RVM</p>	<ul style="list-style-type: none"> <li>100 containers/min</li> <li>Maximum convenience</li> <li>Deposit / Non-deposit</li> <li>In-store / Outdoor</li> </ul>	<ul style="list-style-type: none"> <li>Large supermarkets</li> <li>Hypermarkets</li> <li>Recycling centers</li> </ul> 

# Key volume drivers



# Significant market growth towards and beyond 2025



## Strategic priorities

- New opportunities materializing in Europe
- Next growth phase in the US



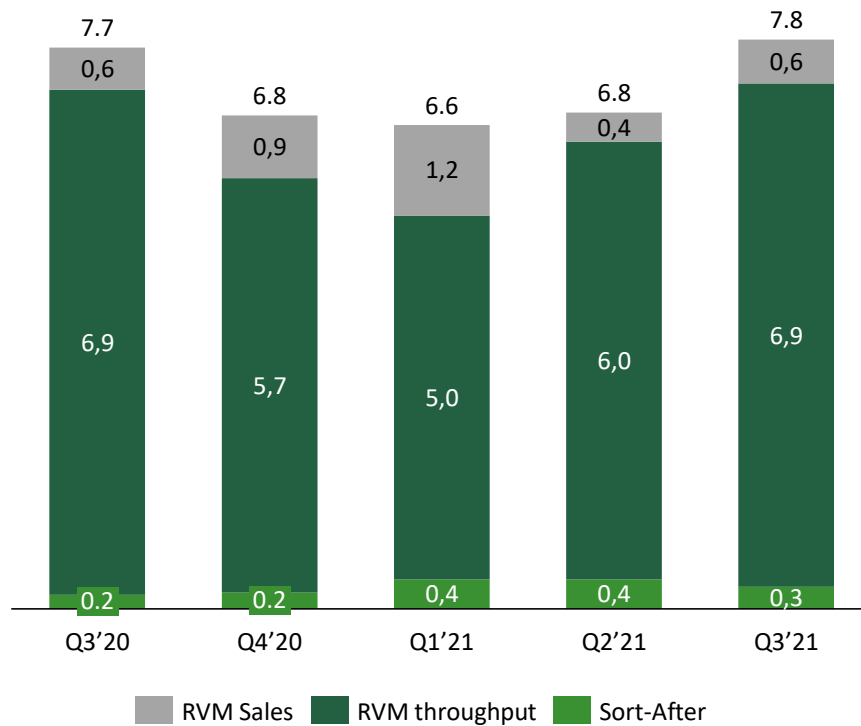
## Operations

# Progress in North America



## Revenue North America

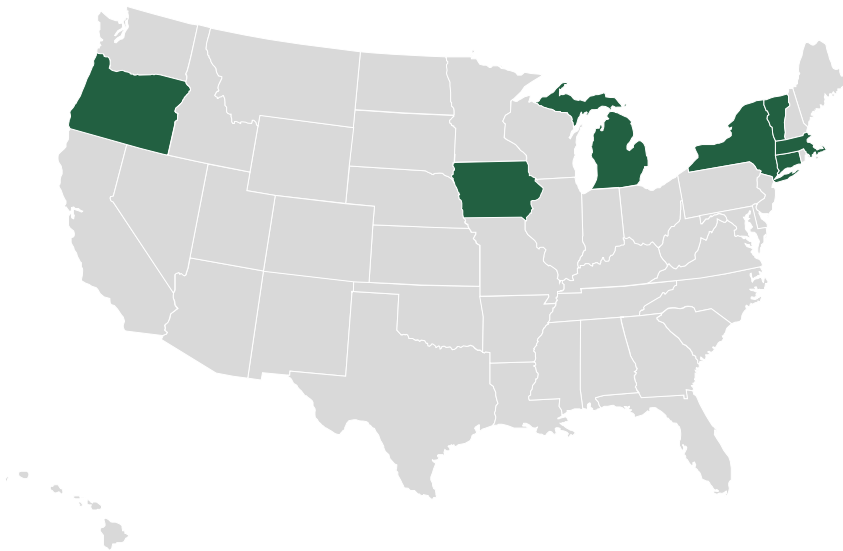
EUR million



- Strong momentum with 16% growth since QoQ
- YTD sales up 6% (13% currency adjusted) compared to 2020 reaching EUR 21.3m
  - Covid and slow return to full re-opening continues to have an impact on program services
  - High commercial activity in Q3'21 strengthening the pipeline
  - EUR 2.0m purchase order from large existing customer beginning in Q4'21
  - Sales order of 300 machines received in Connecticut
  - Supply agreement with OBRC with total sales opportunity of 3-500 machines in the coming years



# Strategic priorities North America



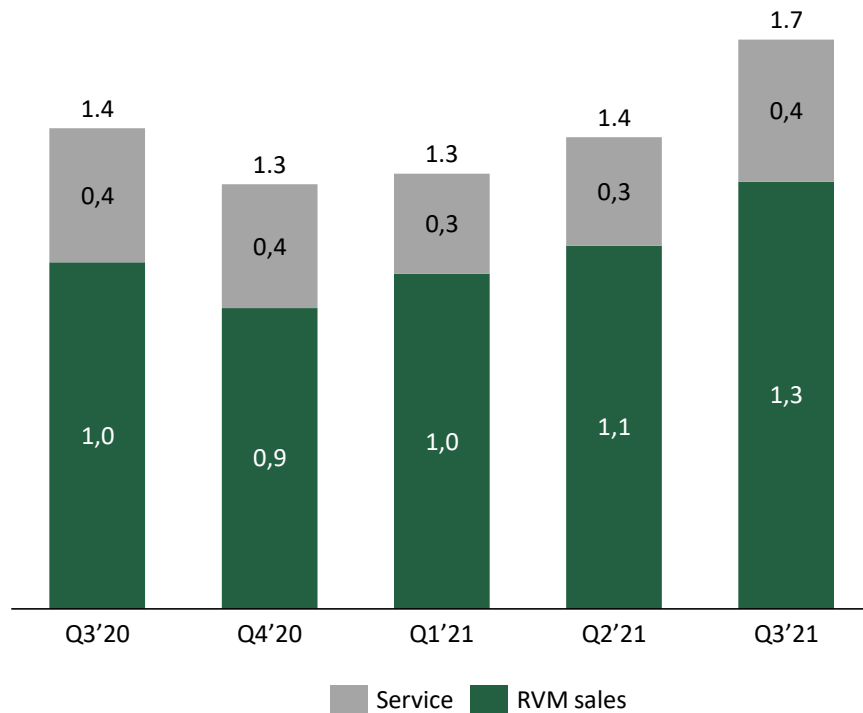
- Key opportunity to expand in North America from our core base
- Strengthening order book for Q4'21 and 2022
- Connecticut modernized bottle-bill providing further opportunities with retailers
- Massachusetts expansion to include water bottles gaining traction
- Expecting further US states in medium/long-term to update legislation providing further growth opportunities

# Progress in Europe



## Revenue Europe

EUR million



- Strong momentum with 21% growth from Q2'21 to Q3'21
- YTD sales up 57% compared to 2020 reaching EUR 4.4m
  - Growth driven by increased sales in Sweden
  - Swedish machine sales improved by 63% and service revenue 43% versus Q3 YTD'20
- Confirmed tender award in Malta in November 2021



# Strategic priorities in Europe

- Targeting new European DRS markets
- Commercial activities currently progressing in Malta, Portugal, Romania, UK, Ireland and Slovakia
- Further opportunities in Europe and ROW to follow



## Key opportunities



### Malta

- Awarded contract by DRS Operator
- All product platforms to be deployed



### Portugal

#### (TAM 3-5k units)

- DRS go-live expected '23
- Engagement with major retailers underway



### Romania

#### (TAM 4-7k units)

- DRS go-live expected '23
- Pilots underway with retailers



### England / Scotland / Ireland

#### (TAM 35-40k units)

- RFPs for all Tier 1 retailers
- Installation of kiosk design
- Expected go-live
  - Ireland: late '22 / early '23
  - Scotland: Early '23
  - UK: '24



## Outlook and Summary

# Outlook and Summary



- Strong sales momentum with solid pipeline
- Sales of 300 machines in Connecticut, more opportunities with retailers
- High commercial activity in new European countries
  - Malta tender award
- Expected growth in North America
  - Positioned to capitalize on new market opportunities
- Legislation paving way for DRS wave in Europe
  - Currently establishing foothold in several European countries





Next event:  
4<sup>th</sup> quarter 2021 results  
February 24, 2022