

The background of the entire page is a close-up photograph of a light-colored, textured fabric, possibly linen or cotton, draped in soft, undulating folds. The lighting is even, highlighting the fine weave of the material.

# SPINNOVA®

FINANCIAL STATEMENTS BULLETIN 2022  
28 FEBRUARY 2023



# DISCLAIMER

Certain statements in this communication may constitute forward looking statements. These statements are based on assumptions that are believed to be reasonable at the time they are made and are subject to risks and uncertainties. You should not rely on these forward-looking statements as predictions of future events. Our actual results may differ materially and adversely from any forward-looking statements discussed on this call due to several factors.

# Today on stage & agenda

H2 and FY22 Highlights Discussion

Q&A



**Kim Poulsen**  
Chief Executive Officer



**Ben Selby**  
Chief Financial Officer



**Sophie Jolly**  
Interim Head of Investor  
Relations



# Our mission

We produce the most sustainable textile materials in the world for the benefit of the environment and humanity.

By doing so we will transform the raw material base of the entire global textile industry for the better.





# Spinnova Sustainable by nature

100%

NO HARMFUL CHEMICALS

99.5%

LESS WATER

72%

LESS CO<sub>2</sub> EMISSIONS



# Our values drive our business

## TRUST

Trust to be  
trusted

## COURAGE

Courage to  
change the world

## SUSTAINABILITY

Love our  
planet

## INNOVATION

Passion for  
innovation

## TEAMWORK

Succeed  
as a team



## Highlights H2 and FY 2022

- Woodspin's first factory construction work completed –fibre produced in February 2023.
- Record high top-line.
- The Respin pilot line built by Spinnova produced fibre at the end of the year.
- Team is mostly in place.
- Commercial launches continued with brand partners.
- No lost time incidents.





# This is the future of manufacturing



# Teamwork





OUR 50/50 JOINT VENTURE WITH  
SUZANO AS OUR STRATEGIC PARTNER.

## Woodspin

- Construction work for the first factory was completed at the end of October.
- The first factory has started up and has been producing fibre in February.
- The ramp-up will continue through 2023, gradually increasing capacity.
- Feasibility planning progressed well for the second plant, with optimal size and both brownfield and greenfield sites under evaluation.
- The next Woodspin plant expected to be completed after 2024.

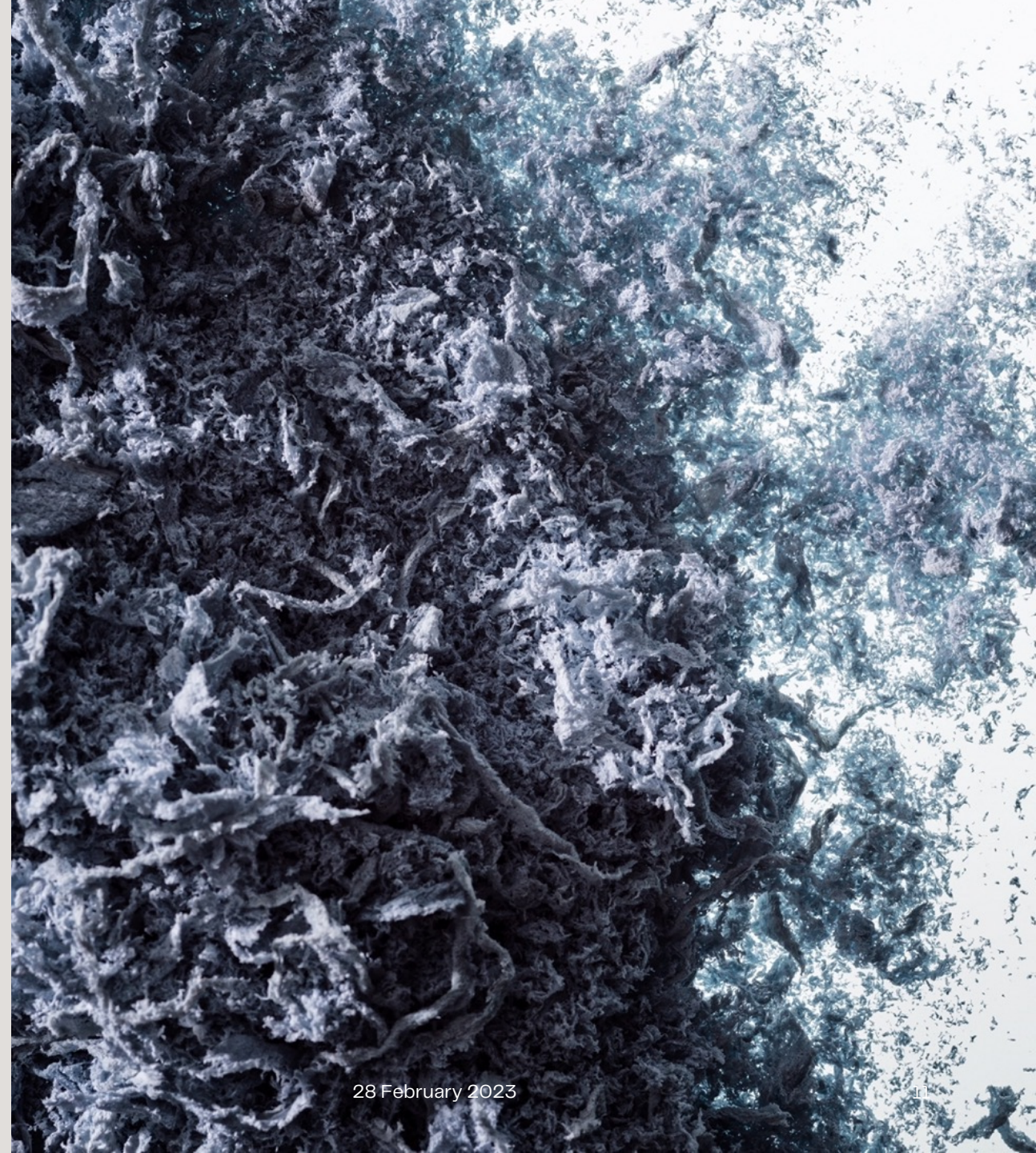




OUR 50/50 JOINT VENTURE WITH ECCO  
AS OUR STRATEGIC PARTNER.

## Respin

- Respin pilot line produced fibre from leather waste raw material in 2022.
- Spinnova and ECCO have decided to proceed with a feasibility study and pre-engineering of the first commercial factory, which is planned to be located in the Netherlands.






Almost any kind of cellulose or protein based material can be turned into SPINNOVA®

- Other raw material sources were tested.
- We continued to evaluate applications beyond apparel.







We've already started  
to change the world  
with our partners





SPINNOVA®



BESTSELLER

28 February 2023





marimekko

marimekko  
X SPINNOVA

SPINNOVA®



 HALTI

28 February 2023



# Changing the world for the better



H&M Group

*Bergans*  
OF NORWAY

marimekko



eCCO

icebreaker  
Move to natural

BESTSELLER

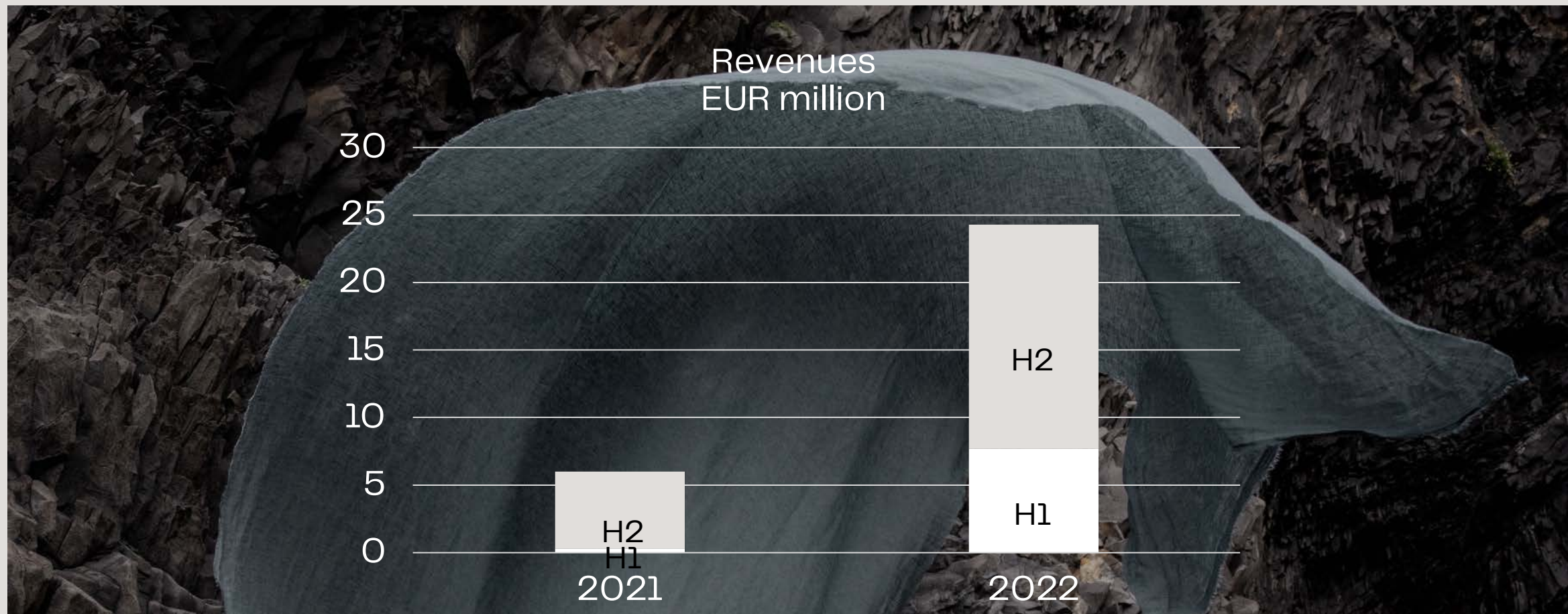
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# Key Financials



# Record Revenues



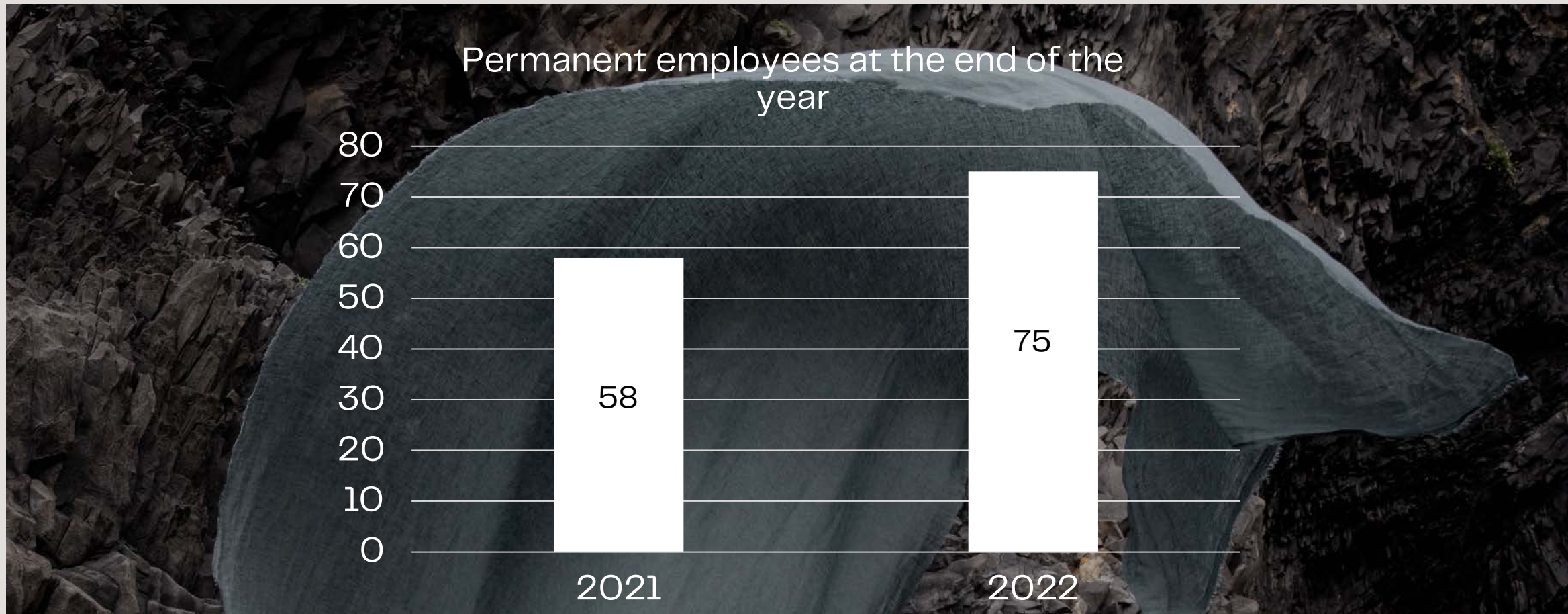


# Operating result was impacted by increased expenses as Spinnova ramps up operations



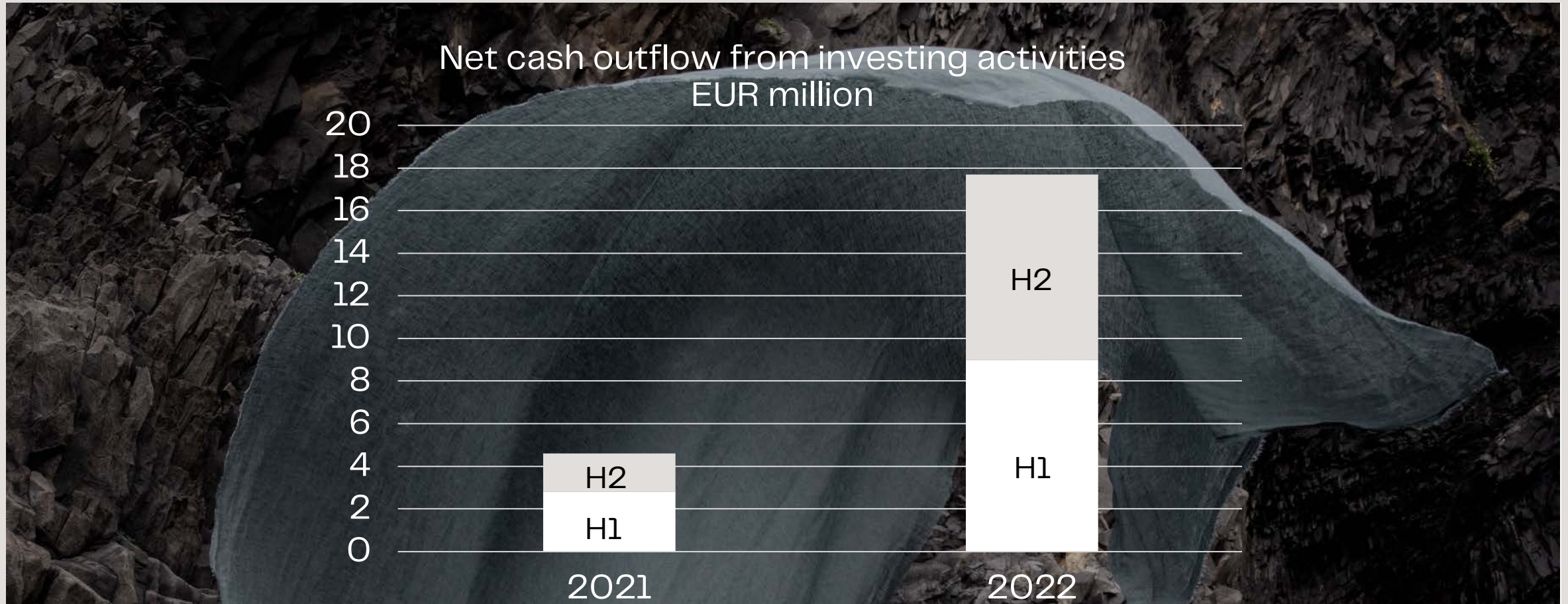


# We continued to strengthen the Team for the scale up



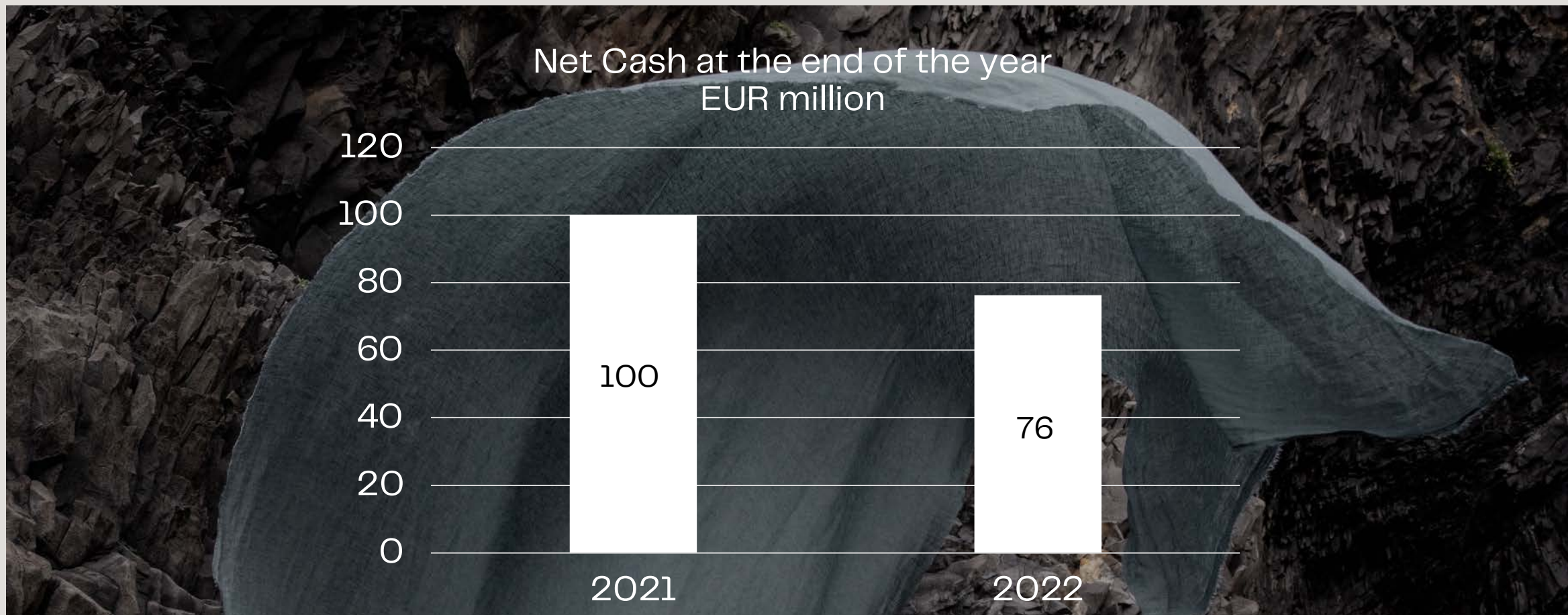


# Investments comprised mainly of investments into Woodspin and development investments





# Strong cash position at end of 2022







# Progress Summary and Outlook



# Summary of progress and outlook

## Woodspin

- The construction work for Woodspin's first factory was completed
  - The factory has started up and has been producing fibre in February 2023.
  - The ramp-up will continue through the year 2023, gradually increasing production capacity.
- Spinnova's textile development work continues, and we are planning to launch our first products using Suzano micro-fibrillated cellulose (MFC) as raw material.
- Feasibility planning for the next plant progressed well.
  - Both optimal size and comparison of brownfield and greenfield sites are under evaluation.
  - The business case for the next Woodspin factory investment is being finalized and will use the learnings from the first factory as it ramps up production.
  - The next Woodspin plant will be completed after 2024.
- The market opportunity and ambition level to scale to one million tonnes with Suzano remains unchanged.



# Summary of progress and outlook

## Respin

- Respin pilot line produced fibre from leather waste raw material in 2022.
- Proceeding with a feasibility study and pre-engineering of the first commercial factory, which is planned to be located in the Netherlands.

## Other raw materials and end uses

- Spinnova continued to develop other raw material sources and to evaluate applications beyond apparel.
- Recent tests with recycled textile fibre showed promising results.
- The company will continue to invest into research and development during 2023.

## Macroeconomic environment

- The macroeconomic environment has continued to change, resulting in higher energy prices, material price inflation, supply chain challenges and possible higher cost of financing.

## Commercial outlook

- The long-term demand for sustainable textile fibres and materials remains strong.
  - Spinnova expects to see increased interest as fibre volumes become available.



# Financial Guidance 2023

- Spinnova will continue to work towards its long- and medium-term business targets and execute its strategy accordingly in 2023.
- The timing of the final investment decisions of the next Woodspin and Respin plants will be key factors in the timing of Spinnova's technology revenues.
- In 2023, revenues are estimated to be lower than in 2022, impacted by expected phasing of technology sales fees.
- The loss will increase during 2023 as the company is ramping up operations.



# Q&A





# Thank you





# Appendix

A woman with curly hair is wrapped in a white cloth, looking upwards. The background features a mossy rock and a dark sky. The word "Appendix" is written in white text in the top left corner.



# Group Income Statement 2022

| EUR (thousand)                                    | 7-12/2022     | 7-12/2021     | 1-12/2022      | 1-12/2021      |
|---|---------------|---------------|----------------|----------------|
| <b>REVENUE</b>                                    | 16 644        | 5 661         | 24 279         | 6 063          |
| Materials and services                            | -16 094       | -4 750        | -23 116        | -5 020         |
| Personnel expenses                                | -3 998        | -2 685        | -7 878         | -4 500         |
| Depreciation, amortization, and impairment losses | -481          | -405          | -958           | -809           |
| Other operating expenses                          | -1 856        | -1 717        | -3 862         | -2 691         |
| Share of Result in associated companies           | -701          | -183          | -774           | -215           |
| <b>OPERATING RESULT</b>                           | <b>-6 486</b> | <b>-4 079</b> | <b>-12 309</b> | <b>-7 172</b>  |
| Financial income and expenses                     |               |               |                |                |
| Other interest and financial income               | 0             | 0             | 1              | 1              |
| Interest and other financial expenses             | -98           | -958          | -1 809         | -8 251         |
| <b>Total financial income and expenses</b>        | <b>-98</b>    | <b>-957</b>   | <b>-1 808</b>  | <b>-8 251</b>  |
| <b>RESULT BEFORE APPROPRIATIONS AND TAXES</b>     | <b>-6 584</b> | <b>-5 036</b> | <b>-14 117</b> | <b>-15 423</b> |
| <b>RESULT FOR THE PERIOD</b>                      | <b>-6 584</b> | <b>-5 036</b> | <b>-14 117</b> | <b>-15 423</b> |



# Group Balance Sheet 31 December 2022

| EUR (thousand)                        | 31.12.2022     | 31.12.2021     |
|---------------------------------------|----------------|----------------|
| <b>ASSETS</b>                         |                |                |
| <b>NON-CURRENT ASSETS</b>             |                |                |
| Intangible assets                     |                |                |
| Development expenses                  | 10 136         | 6 899          |
| Intangible rights                     | 763            | 593            |
| <b>Total intangible assets</b>        | <b>10 899</b>  | <b>7 492</b>   |
| Tangible assets                       |                |                |
| Machinery and equipment               | 159            | 123            |
| Assets under construction             | 1 432          | 1 800          |
| <b>Total tangible assets</b>          | <b>1 591</b>   | <b>1 913</b>   |
| Investments                           |                |                |
| Shares in associated companies        | 13 249         | 1 749          |
| <b>Total Investments</b>              | <b>13 249</b>  | <b>1 749</b>   |
| <b>NON-CURRENT ASSETS TOTAL</b>       | <b>25 739</b>  | <b>11 155</b>  |
| <b>CURRENT ASSETS</b>                 |                |                |
| Receivables                           |                |                |
| Long-term receivables                 |                |                |
| Other receivables                     | 135            | 91             |
| <b>Total long-term receivables</b>    | <b>135</b>     | <b>91</b>      |
| Short-term receivables                |                |                |
| Trade receivables                     | 62             | 575            |
| Receivables from associated companies | 5 496          | 4 432          |
| Other receivables                     | 267            | 311            |
| Prepayments and accrued income        | 618            | 54             |
| <b>Total short-term receivables</b>   | <b>6 443</b>   | <b>5 372</b>   |
| <b>Total receivables</b>              | <b>6 578</b>   | <b>5 463</b>   |
| Investments                           | 49 495         | 99 719         |
| Cash and cash equivalents             | 33 222         | 7 317          |
| <b>TOTAL CURRENT ASSETS</b>           | <b>89 295</b>  | <b>112 499</b> |
| <b>TOTAL ASSETS</b>                   | <b>115 034</b> | <b>123 654</b> |

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| EUR (thousand)                                 | 31.12.2022     | 31.12.2021     |
|--|----------------|----------------|
| <b>EQUITY AND LIABILITIES</b>                  |                |                |
| <b>EQUITY</b>                                  |                |                |
| Share capital                                  | 80             | 80             |
| Reserve for invested unrestricted equity       | 139 865        | 139 599        |
| Retained earnings (loss) from previous periods | -25 786        | -10 363        |
| Result for the period                          | -14 117        | -15 423        |
| <b>TOTAL EQUITY</b>                            | <b>100 042</b> | <b>113 893</b> |
| <b>LIABILITIES</b>                             |                |                |
| Non-current liabilities                        |                |                |
| Loans from financial institutions              | 5 403          | 5 943          |
| <b>Total non-current liabilities</b>           | <b>5 403</b>   | <b>5 943</b>   |
| Current liabilities                            |                |                |
| Loans from financial institutions              | 1 000          | 1 000          |
| Advances received                              | 34             | 329            |
| Trade payables                                 | 6 501          | 1 125          |
| Other liabilities                              | 184            | 189            |
| Accruals and deferred income                   | 1 871          | 1 176          |
| <b>Total current liabilities</b>               | <b>9 589</b>   | <b>3 818</b>   |
| <b>TOTAL LIABILITIES</b>                       | <b>14 992</b>  | <b>9 761</b>   |
| <b>TOTAL EQUITY AND LIABILITIES</b>            | <b>115 034</b> | <b>123 654</b> |

28 February 2023

31



# Group Cash Flow Statement 2022

| EUR (thousand)   | 7-12/2022      | 7-12/2021      | 1-12/2022      | 1-12/2021      |
|--|----------------|----------------|----------------|----------------|
| <b>Net cash from operating activities</b>  |                |                |                |                |
| Result before appropriations and taxes   | -6 584         | -5 036         | -14 117        | -15 423        |
| Adjustments:   |                |                |                |                |
| Depreciation and amortization  | 481            | 405            | 958            | 809            |
| Financial income and expenses  | 98             | 957            | 1 808          | 8 251          |
| Group eliminations   | 701            | 183            | 774            | 217            |
| <b>Cash flow before changes in working capital</b>                                 | <b>-5 304</b>  | <b>-3 491</b>  | <b>-10 577</b> | <b>-6 146</b>  |
| <b>Changes in working capital</b>  |                |                |                |                |
| Increase (-) / decrease (+) in current non-interest-bearing receivables            | -3 866         | -2 795         | -1 200         | -4 638         |
| Increase (+) / decrease (-) in current non-interest-bearing liabilities            | -953           | -4 530         | 5 592          | 1 508          |
| <b>Cash flow before financial items and taxes</b>                                  | <b>-10 124</b> | <b>-10 816</b> | <b>-6 184</b>  | <b>-9 277</b>  |
| Interest paid and payments for other operating financial expenses                  | -138           | -140           | -262           | -184           |
| Interest received from operating activities  | 0              | 0              | 1              | 1              |
| <b>Net cash from operating activities (A)</b>                                      | <b>-10 262</b> | <b>-10 955</b> | <b>-6 446</b>  | <b>-9 460</b>  |
| <b>Net cash from investing activities</b>  |                |                |                |                |
| Investments in tangible and intangible assets                                      | -1 239         | -1 488         | -3 871         | -2 577         |
| Investments in associated companies  | -7 500         | 0              | -12 250        | -1 752         |
| Re-valuations and proceeds from the sale of investments                            | 40             | -281           | -1 547         | -281           |
| <b>Net cash from investing activities (B)</b>                                      | <b>-8 699</b>  | <b>-1 769</b>  | <b>-17 668</b> | <b>-4 610</b>  |
| <b>Net cash from financing activities</b>  |                |                |                |                |
| Proceeds from paid-in increases in equity  | 216            | 15 000         | 334            | 120 578        |
| Transaction costs from the share issues  | 0              | -537           | 0              | -7 787         |
| Proceeds from long-term loans  | 460            | 574            | 460            | 1 193          |
| Repayments of long-term loans  | -500           | -500           | -1 000         | -1 000         |
| <b>Net cash from financing activities (C)</b>                                      | <b>176</b>     | <b>14 537</b>  | <b>-206</b>    | <b>112 984</b> |
| <b>Net change in cash and cash equivalents (A+B+C) increase (+) / decrease (-)</b> | <b>-18 785</b> | <b>1 813</b>   | <b>-24 319</b> | <b>98 914</b>  |
| Cash and cash equivalents in the beginning of the period                           | 101 501        | 105 223        | 107 036        | 8 122          |
| Cash and cash equivalents at the end of the period                                 | 82 716         | 107 036        | 82 716         | 107 036        |



# Business targets

|                                    | COMMERCIAL   | PRODUCTION  | BUSINESS   |
|------------------------------------|--|---|--|
| MEDIUM TERM TARGETS<br>(2025–2027) | Up to 20 commercial textile brand partnerships, which have SPINNOVA® materials in their product lines  | 150 thousand tonnes of SPINNOVA® fibre production capacity. | EBIT positive  |
| LONG TERM TARGETS<br>(2031–2033)   | Up to 80 commercial textile brand partnerships, which have SPINNOVA® materials in their product lines. | One million tonnes of SPINNOVA® fibre production capacity.  | More than EUR 200 million EBIT p.a. from share of profits from JV's, recurring technology fees, and service maintenance fees.<br><br>Cumulative more than EUR one billion cash margin from technology sales. |