

## Cambi ASA

Pareto Securities' 27<sup>th</sup> Annual Power & Renewable Energy Conference

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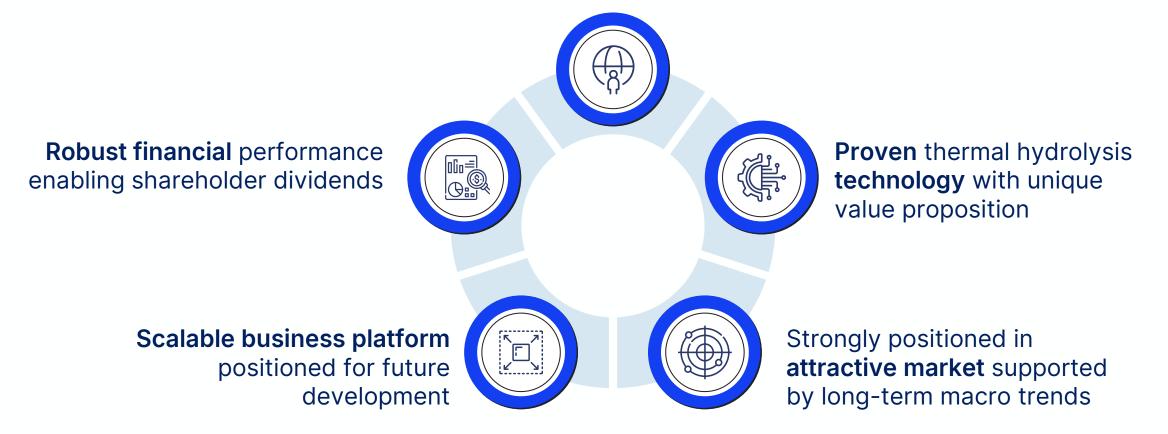
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## Cambi offers a strong value proposition

**Global leader** in wastewater sludge treatment solutions with solid track record



## By 2050, world population will increase by



## billion people

Source: UN World Population Prospects 2024

## Almost 60% of the world's population live in urban areas today

# 

share of the world population to live in urban areas by 2050

**Source:** World Economic Forum, 2022

## Half of the world's wastewater is released untreated back into the environment



#### of wastewater is not treated

Source: United Nations Environmental Program, Wastewater – Turning Problem to Solution (2023)

Wastewater treatment is a unique circular opportunity

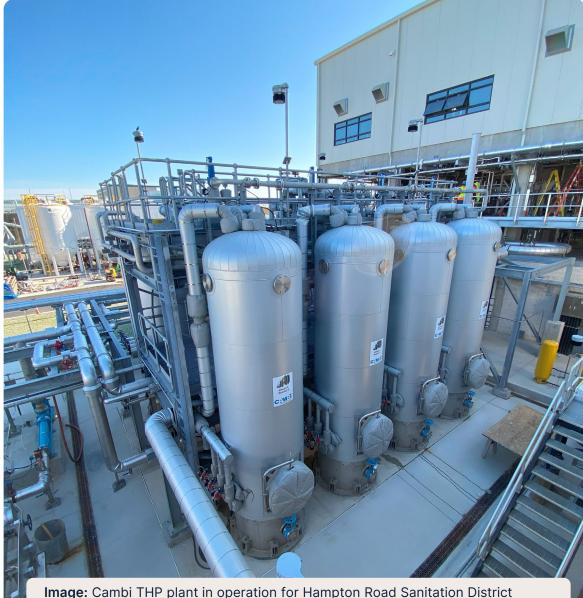
#### Treated properly, wastewater can:



#### CAMBI

## Enabling a more sustainable water sector through the thermal hydrolysis process

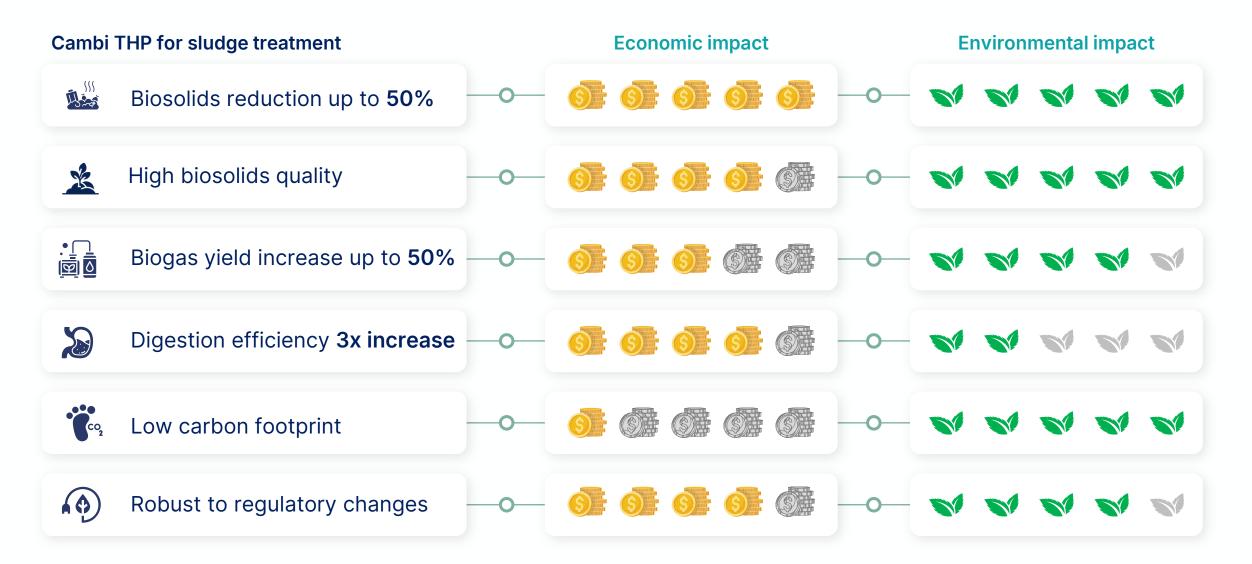
Cambi's thermal hydrolysis process (THP) transforms wastewater sludge and other large organic waste streams into valuable bioresources



**Image:** Cambi THP plant in operation for Hampton Road Sanitation District (HRSD) at the Atlantic wastewater treatment plant in Virginia Beach, VA (USA)



## Cambi THP offers a highly attractive value proposition



# Standardised and modular technology solutions for any customer need

#### Portfolio of standardised products



**B2** 

#### **Small projects**

50-250 thousand people equivalent



#### Medium to large projects

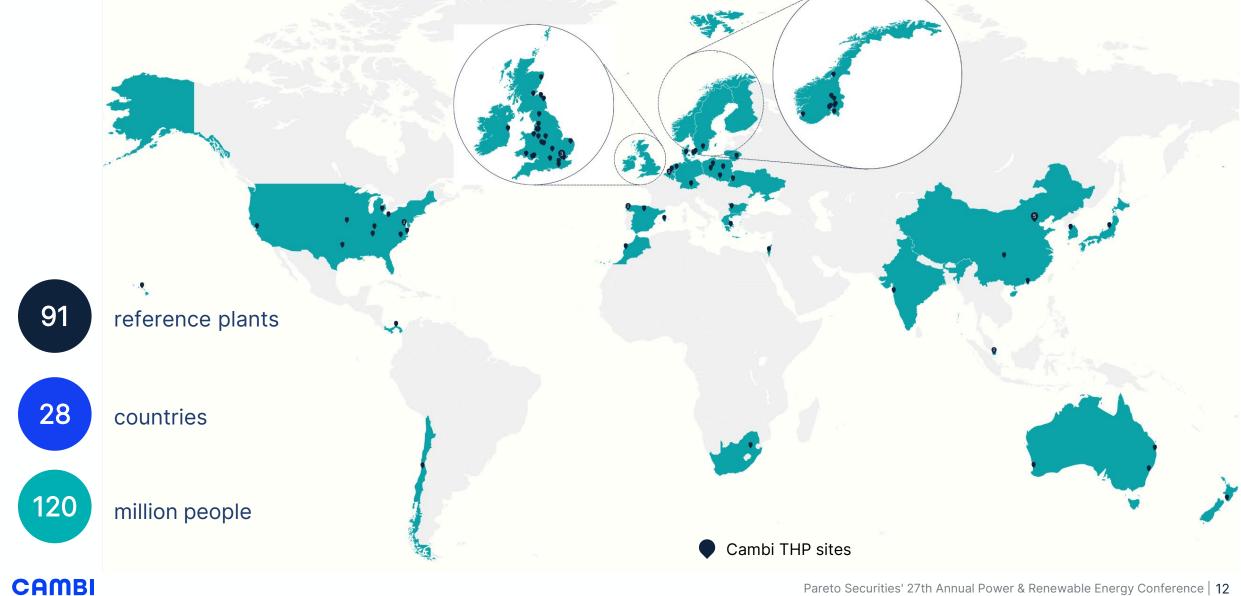
From 250 thousand people equivalent



#### Extra large projects

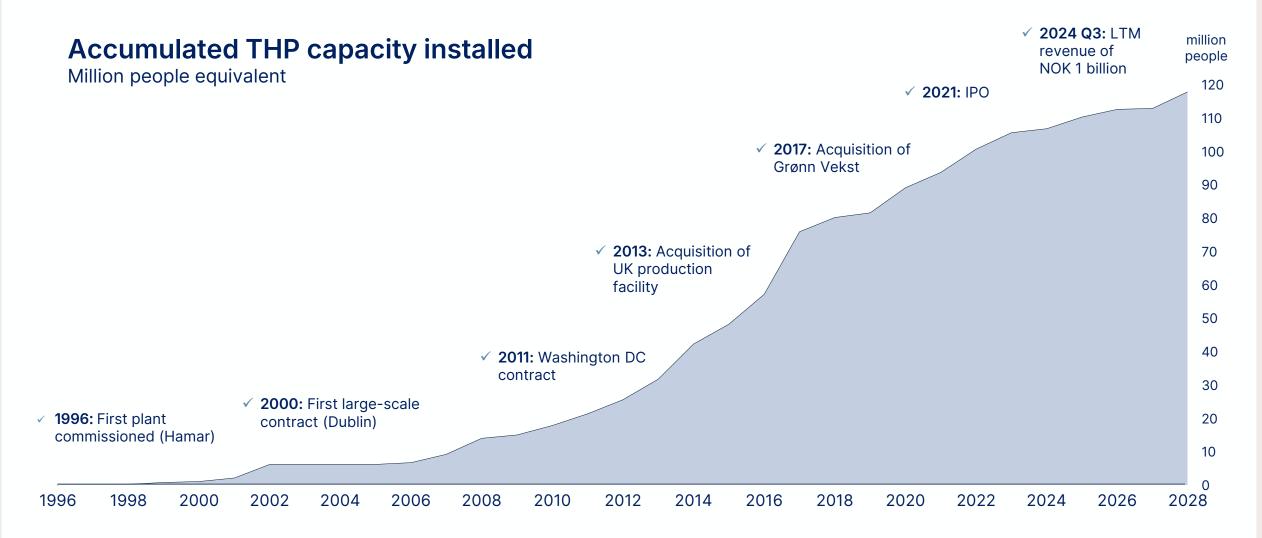
From 1 million people equivalent

## Global presence. Solid track record of delivered installations

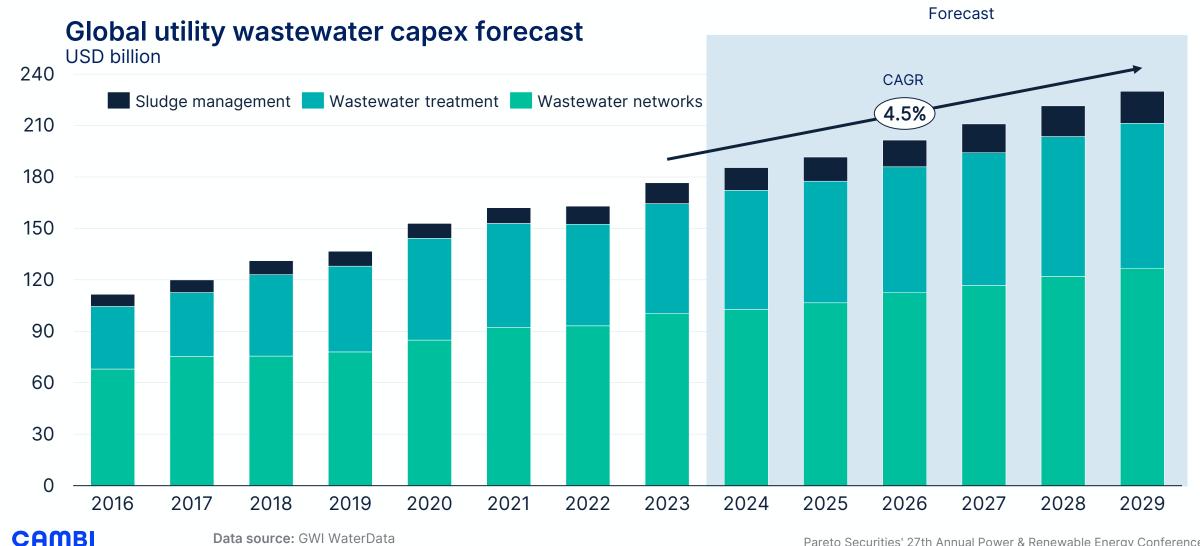


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## 35 years of experience. Serving daily 120 million people



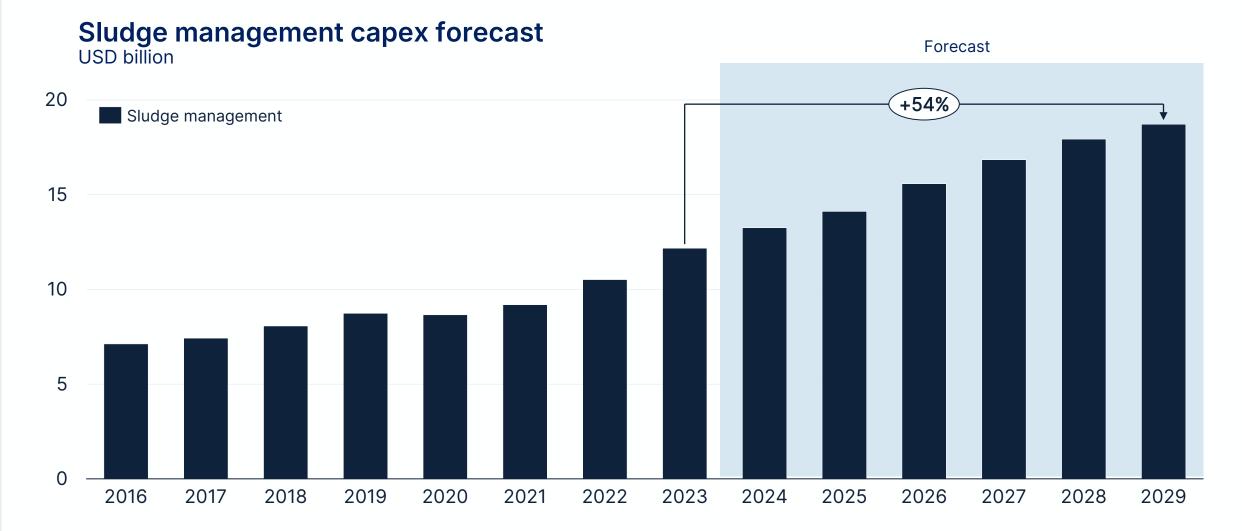
Population growth and urbanisation will be key drivers for wastewater utility capital expenditures towards 2030



Data source: GWI WaterData

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Sludge management market is expected to grow, driven by increasing disposal costs and higher volumes to manage





## Large addressable market of more than 3,000 plants has been identified

## Addressable market 3,000+

#### Sales pipeline



#### **Reference** sites

91

## Started 2025 with entering the world's potential largest market

#### First contract in India

- Market breakthrough following sustained investments in marketing and project development over several years
- Medium-sized project at the new Versova wastewater treatment plant for the Brihanmumbai Municipal Corporation (BMP)
- Contract with DRN Infrastructure, a large and experienced construction and engineering company
- Delivery in 2027

#### Potential for more projects in Mumbai and many other cities



Cityscape of Mumbai, India

## Important market for Cambi in the medium-to-long term

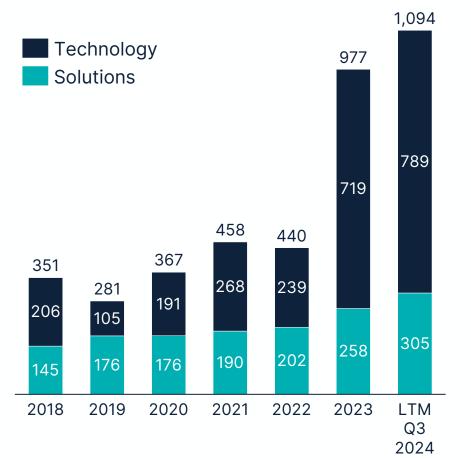
- World's largest country by population, with high population density
- Tremendous sanitation problems are a top government priority
- Rapid population growth: expected to add more than 200 million people from 2025 to 2050
- Rapid urbanisation: from 35% in 2025 to 50% in 2050 a net increase of 350 million urban dwellers
- World's 5<sup>th</sup> largest economy with a steadily high growth rate 3<sup>rd</sup> largest economy by 2030



## Two business segments

#### Revenue development per segment

NOK million



#### Technology

Sales, R&D, manufacturing and delivery of world-class sludge treatment technology

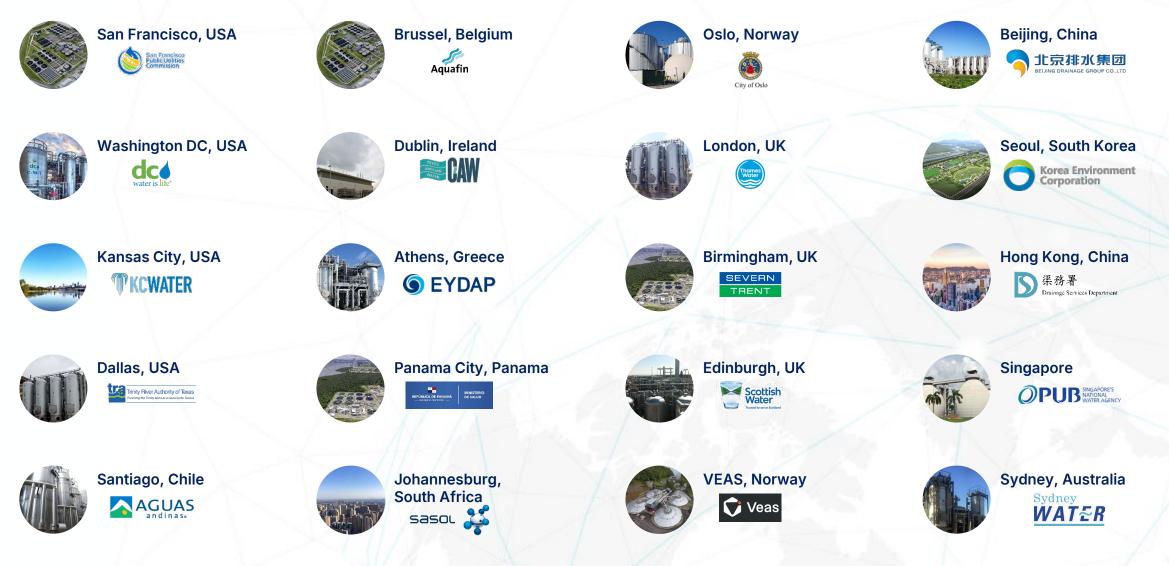


#### **Solutions**

Value-adding services beyond delivery of world-class sludge treatment technology



Cambi is a trusted partner for leading water utilities worldwide



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# Thank you!