



DIVERSIFYING FOR THE FUTURE

CONSOLIDATED FINANCIAL STATEMENT GUIDE

FY2022

HOEGH TRACER

KEY HIGHLIGHTS **FY22**

FY22 performance was impacted by lower coal volumes due to weather events disrupting the coal supply chain.

FINANCIAL PERFORMANCE

- Revenue of \$165.2m, down 4.3% on FY21
- EBITDA of \$92.9m, down 4.5% on FY21
- EBITDA Margin remained flat at 56.2%

COAL REVENUE

- FY22 coal volumes of 136.1mt down 13.1% on FY21
- The decrease resulted from the impact of weather restrictions and flooding at the Port, as well as supply chain constraints
- These factors are expected to ease with coal volumes forecasted to return to usual volumes in H2 FY23

DIVERSIFIED TRADE

- FY22 diversified trade volumes of 9.5mt, down 6.1% on FY21
- Diversified trade was relatively stable considering the impacts on the coal supply chain
- Strong Bulk – Agri volumes continued in FY22 due to ongoing favourable conditions for farmers, and stockpiling from prior years

LAND & BUILDINGS VALUATION

- Urbis were engaged to perform a Land & Buildings valuation in 2022
- The fair value was determined as \$680m representing a 70% uplift from the last valuation undertaken at 30 June 2021
- A fair value gain of \$280m was recognised with a consequential reduction in the channel asset through reserves to align with the overall EY business valuation

ATO AUDIT

- The ATO audit and settlement negotiations continued in 2022
- A liability of \$27m has been recognised on the balance sheet as at 31 December 2022
- A settlement is expected to be reached with the ATO in H1 FY23

KEY HIGHLIGHTS **FY22**

FY22 External debt continues to be reduced through amortisation and refinance completed in the year results in no maturities until 2026.

REDUCTION IN REFINANCING RISK

- Completion of refinancing of July 2023 debt maturities with no external debt maturing until May 2026
- External debt continued to reduce through debt amortisation from \$883m to \$867m
 - WAM is currently 5.98 years
- Group policy is to hedge at least 50% of interest rate exposure and 100% of FX exposure on external debt

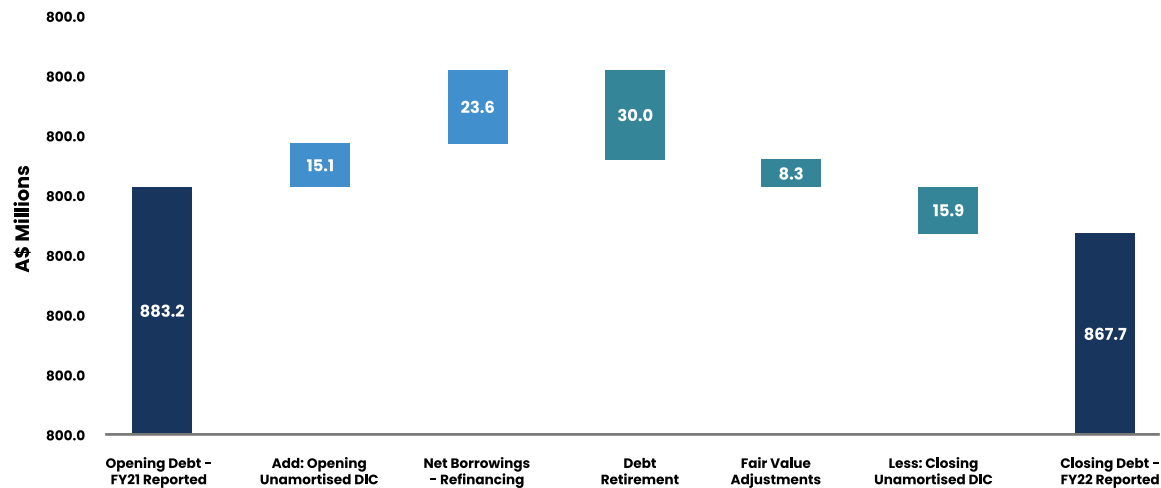
SECURITY HOLDERS LOAN

- The Group has an interest-bearing loan from Security holders to the value of \$358m
- The maturity date is July 2023 and has moved to current liabilities
- Board approval has been given from PON, and approvals are underway with Securityholders to extend the maturity to December 2034

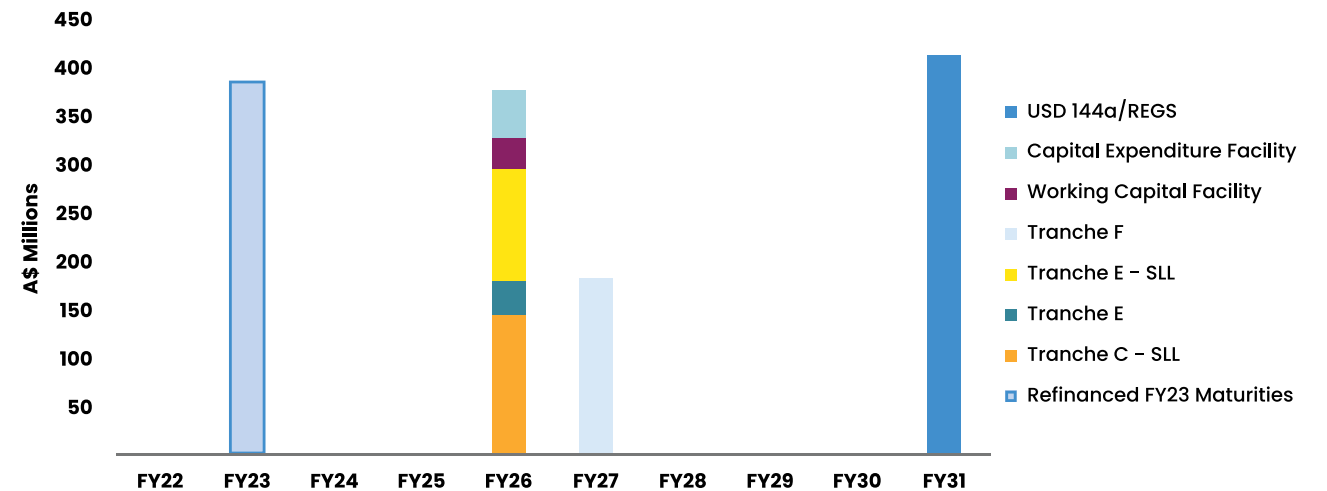
NEGATIVE NET CURRENT ASSETS

- Whilst the Group has negative net current assets of \$360m the Group is a going concern in the reporting year ahead
 - Security holders have shown their intention to support the extension of the \$358m
 - The Group has access to undrawn senior bank debt facilities of \$27m

FY22 DEBT WATERFALL



FY22 MATURITY PROFILE



- USD 144a/REGS
- Capital Expenditure Facility
- Working Capital Facility
- Tranche F
- Tranche E - SLL
- Tranche E
- Tranche C - SLL
- Refinanced FY23 Maturities