

# Annual General Meeting

Berlin

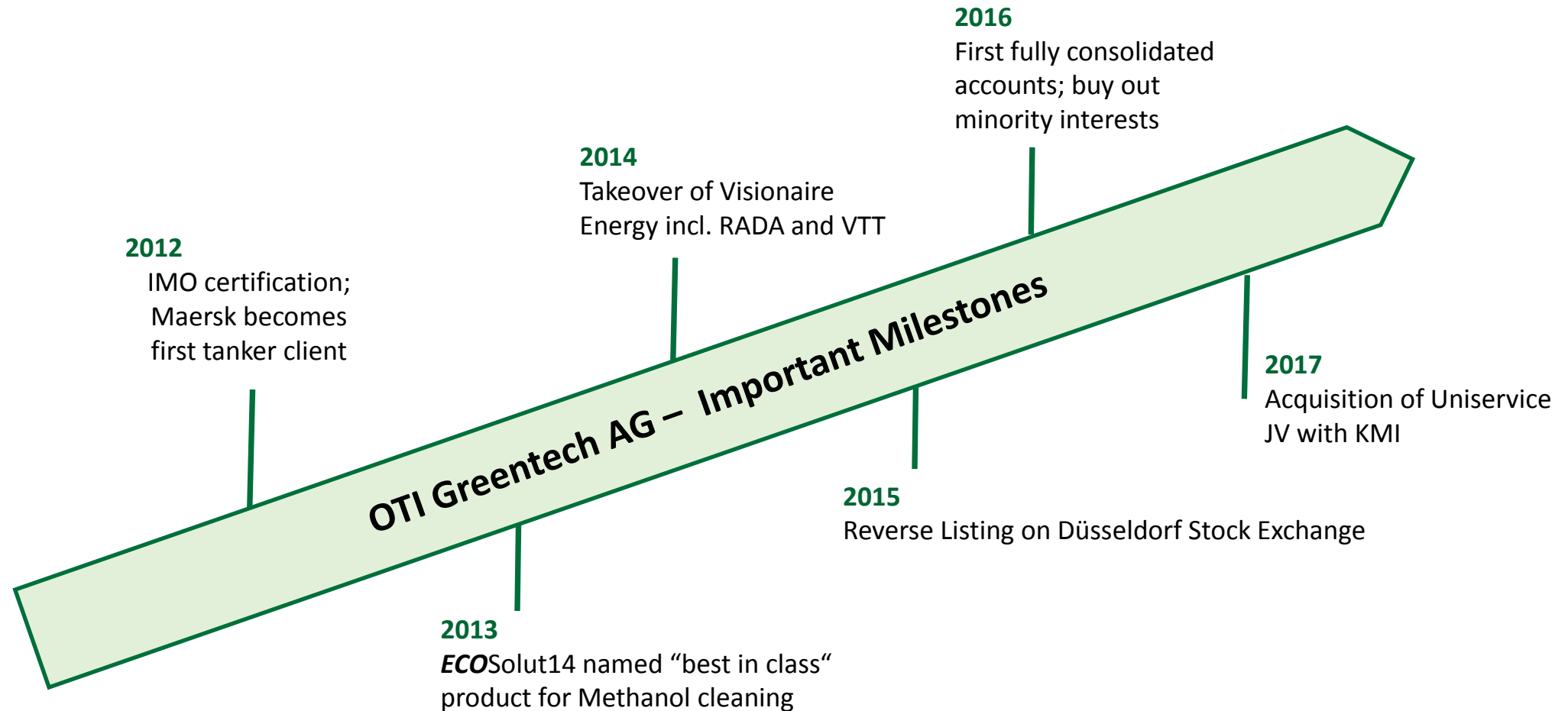
23 June 2017

# Welcome to the 2017 Annual General Meeting

- I. Introduction
- II. Who We Are and What We Do
- III. 2016 Results and Review
- IV. Strategy and Outlook
- V. Request to Increase Authorised Capital
- VI. Share Price and Key Information

- **2016 Revenues** increased to **EUR 8.8m** but below expectations
- Negative **EBITDA** result of **EUR -2.7m**
- Liquidity remains a challenge
  - Cash need in 2016 and H1 2017 financed mainly by management and selected shareholders
- Execution of EUR 4.2m **Debt to Equity Swap** being implemented
- Completed acquisition of **Uniservice Unisafe** and new collaboration with **KMI** to boost chemicals sales
- Promising **VTT projects in West Africa**
- Prognosis for 2017: EUR 16m revenues and slightly positive EBITDA result
  - Cost reductions (>EUR 500k / year) implemented throughout Group in 2016

# Who We Are and What We Do



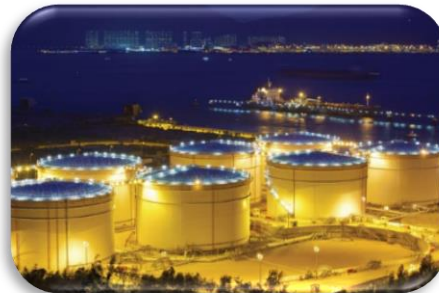
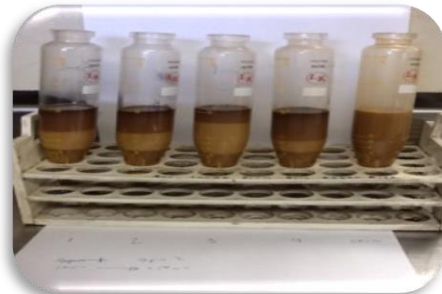






Innovative, environmentally friendly products and solutions for the cleaning and decontamination of oil-based contamination

**Maritime/  
Land-based**



Chemicals, as well as fire protection and safety equipment for our customers in the worldwide shipping industry

**Maritime/  
Land-based**







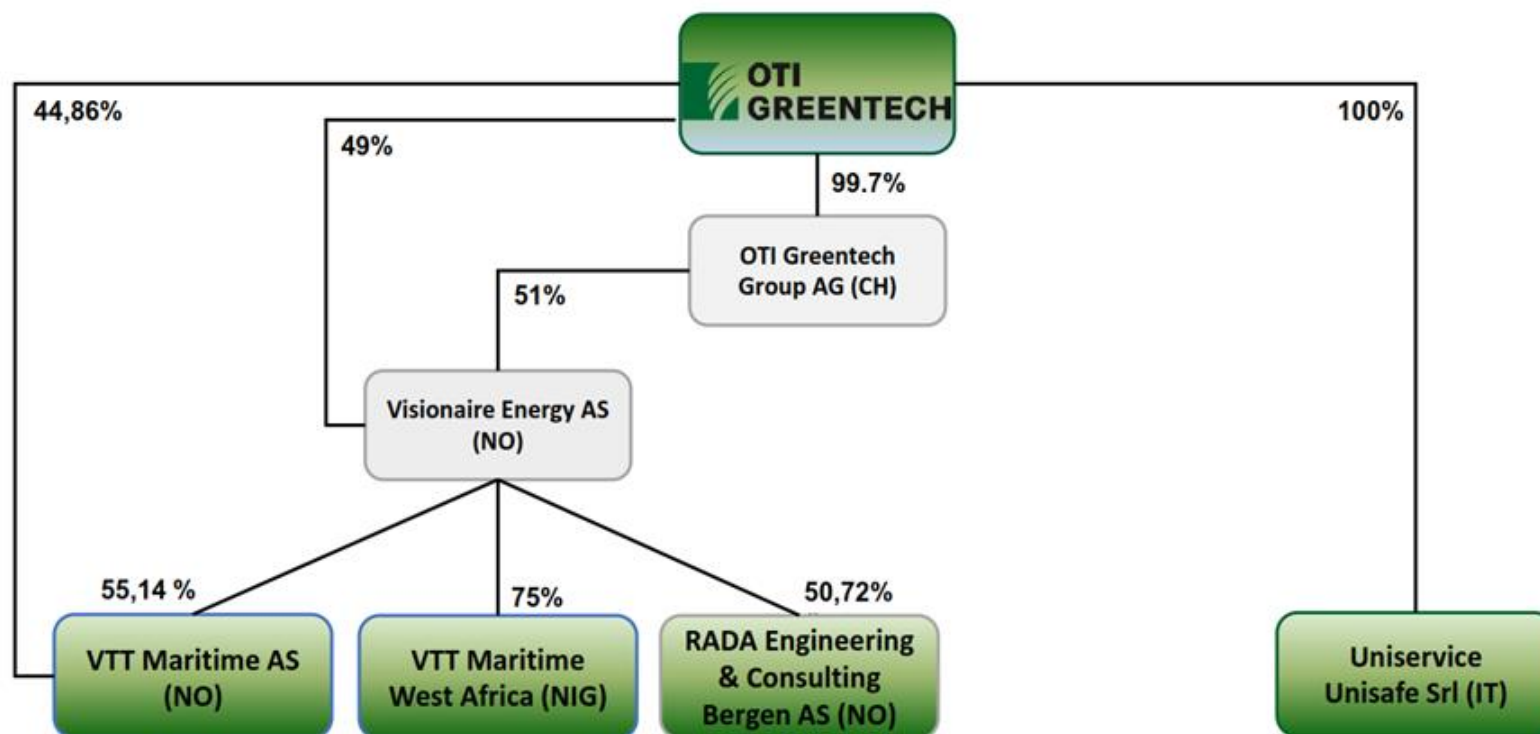
Project management for complex maritime operations  
Focusing on larger projects in LNG and other  
advanced operations in West Africa

**Maritime /  
Land-based**



Highly qualified engineers and other specialists for our  
infrastructure and industrial customers in Scandinavia

**Civil/Maritime**







**Johnny Christiansen**

*Chief Executive Officer*

- 2003 onwards Managing Partner, Visionaire Invest AS
- 2005 – 2008 CEO, Tandberg Storage Asa
- 1998 – 2003 CEO, SensoNor Asa



**Joe Armstrong**

*Chief Operating Officer*

- 2009 – 2011 Investment Director / COO Germany; Patron Capital Advisers (private equity)
- 2006 – 2009 Senior Associate, Lehman Brothers Real Estate Partners (private equity)
- 2002 – 2006 Associate, Gibson Dunn (law firm)
- 2000 – 2002 Trainee Solicitor, Simmons & Simmons (law firm)



**Dr. John C. Kialus**

*Chief Technical Officer*

- Since 2012 Owner, Kialus Energy, LLC - Oil and Gas Production
- 2011 to date: Partner, Tejas Research and Engineering, Providing innovative products, testing and engineering consulting for the petroleum industry
- 1985 - 2007: Nalco and Nalco/Exxon Energy Chemicals, R&D, Sales, Marketing and Corporate Management

# 2016 Results and Review

- Continuing slump in Oil & Gas industry
- Lower demand and more competition in Scandinavian markets (VTT and RADA)
- Great ECOSOLUT products but barriers to route to market (OTI Technical Solutions)
- Delay in completing takeover of Uniservice and collaboration with KMI
- Longer than expected start-up phase in West Africa
- Difficult to raise new equity due to share price and performance
- Lack of adequate funding and stretched resources
- Significant burden (cost and time) of being a listed entity

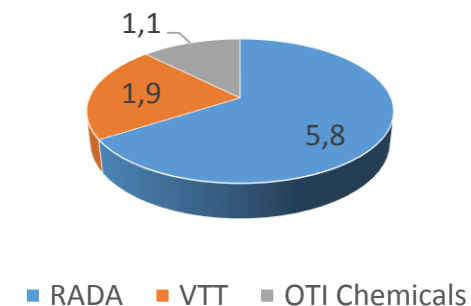
Actions taken to address these challenges are covered in later slides



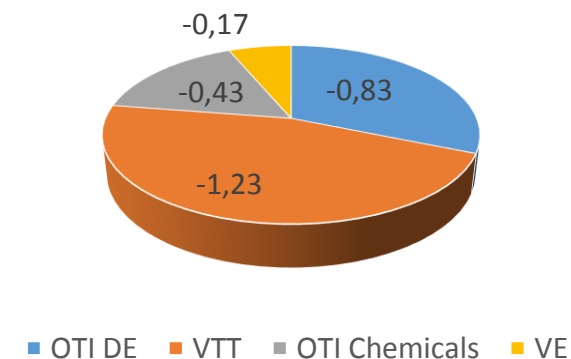
Profit & Loss	2016	2015
Revenues	8,814,188	6,328,457
EBITDA	-2,672,966	-2,245,342
Net Earnings	-7,649,070	-4,307,682
Balance Sheet	2016	2015
Balance Sheet Total	23,825,793	28,298,512
Fixed Assets	20,749,950	24,949,360
Working Capital	2,311,852	2,897,944
Convertible Bonds	2,900,000	2,900,000
Other Liabilities	8,225,635	5,821,343
Equity	9,607,175	16,897,883
Equity Ratio	40%	60%

- 2016 Revenue and EBITDA results below expectations
- Full EUR 800k investments in West Africa included as costs in 2016
- Net Earnings includes scheduled and one off writedowns of Goodwill and Patents of EUR 5.45m

2016 Revenues by BU  
*post consolidation*  
EUR m



2016 EBITDA Loss Breakdown  
EUR m

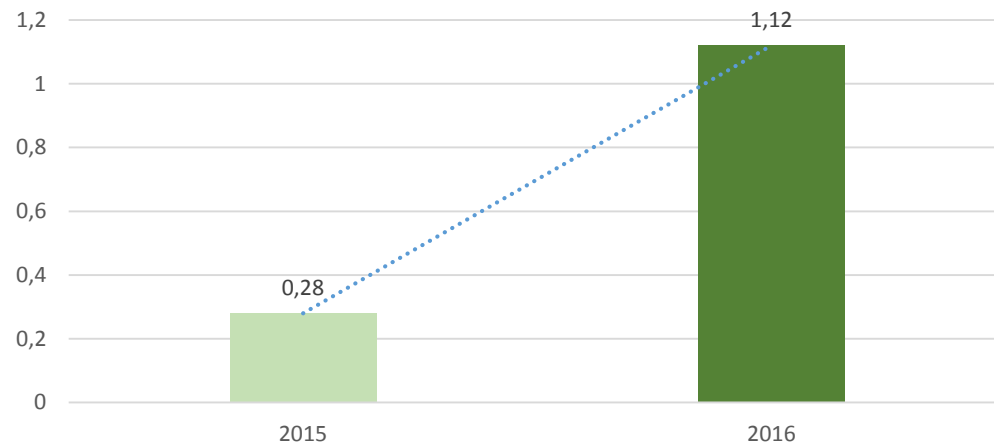


EUR	2016	2015
<b>Revenues</b>	<b>300,069</b>	<b>2,000</b>
Personnel Expenses	-584,547	-429,046
Other Op Expenses	-550,061	-670,407
<b>EBITDA</b>	<b>-834,539</b>	<b>-1,200,849</b>
<b>EBT</b>	<b>-13,615,401</b>	<b>-1,289,748</b>

EUR	2016	2015
<b>Balance Sheet Total</b>	<b>21,398,291</b>	<b>31,658,930</b>
<b>Financial Assets</b>	<b>18,349,162</b>	<b>29,643,162</b>
Working Capital	2,987,743	1,929,614
Cash / Cash Equivalent	61,387	86,155
<b>Equity</b>	<b>14,918,626</b>	<b>20,683,027</b>
Liabilities	6,249,099	4,422,983

- Revenues from cost sharing agreement with subsidiaries
- Holding company personnel expenses actually reduced by 30% when taking full 12 months into account
- Increase in Liabilities mainly due to new shareholder loans provided in 2016 (EUR 1.6m)
- EBT result includes one-off writedown of Financial Assets of EUR 12.35m

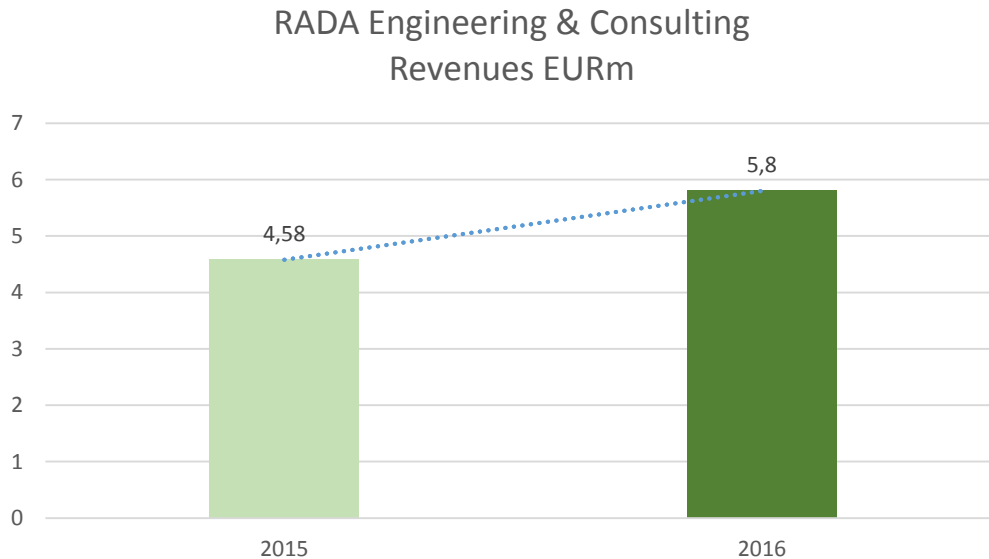
OTI Greentech Technical Solutions  
Revenues EURm



<b>EBITDA (EUR)</b>	2016	-431,015
	2015	-589,755

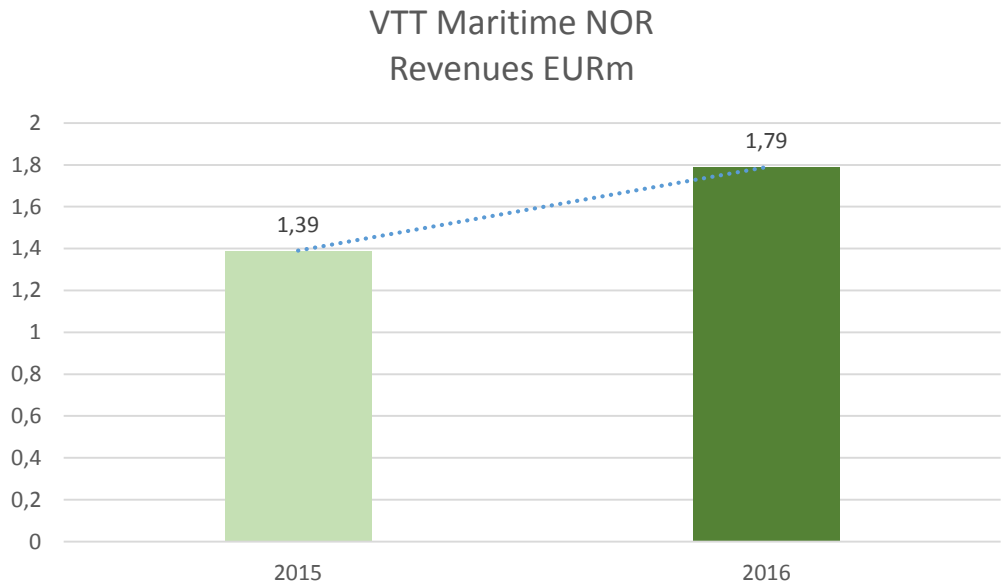
*Note: 2016 includes Uniservice Global AG results following merger*

- Revenues below target
- Great ECOSOLUT products but barriers to reach Market (shipping and land-based)
- Revenue target not met due to delayed expansion into land cleaning sector (KMI JV) and delay in completing Uniservice acquisition
- Merged 3 Swiss entities at end H1 2016
- Reduced fixed costs by more than EUR 20k / month vs 2015
- Outsourced ECOSOLUT production to Uniservice in Q1 2017 – reduced cost of blending



EBITDA (EUR)	2016	37,913
	2015	-67,315

- Revenues nearly on target
- Move away from mostly Oil & Gas customers to infrastructure completed
- Market change proven with new customers signed running Norwegian government supported infrastructure projects
- Framework agreements entered into with 7 new key customers
- Added growth in the Oslo area
- Entering into several new business areas eg. Green energy



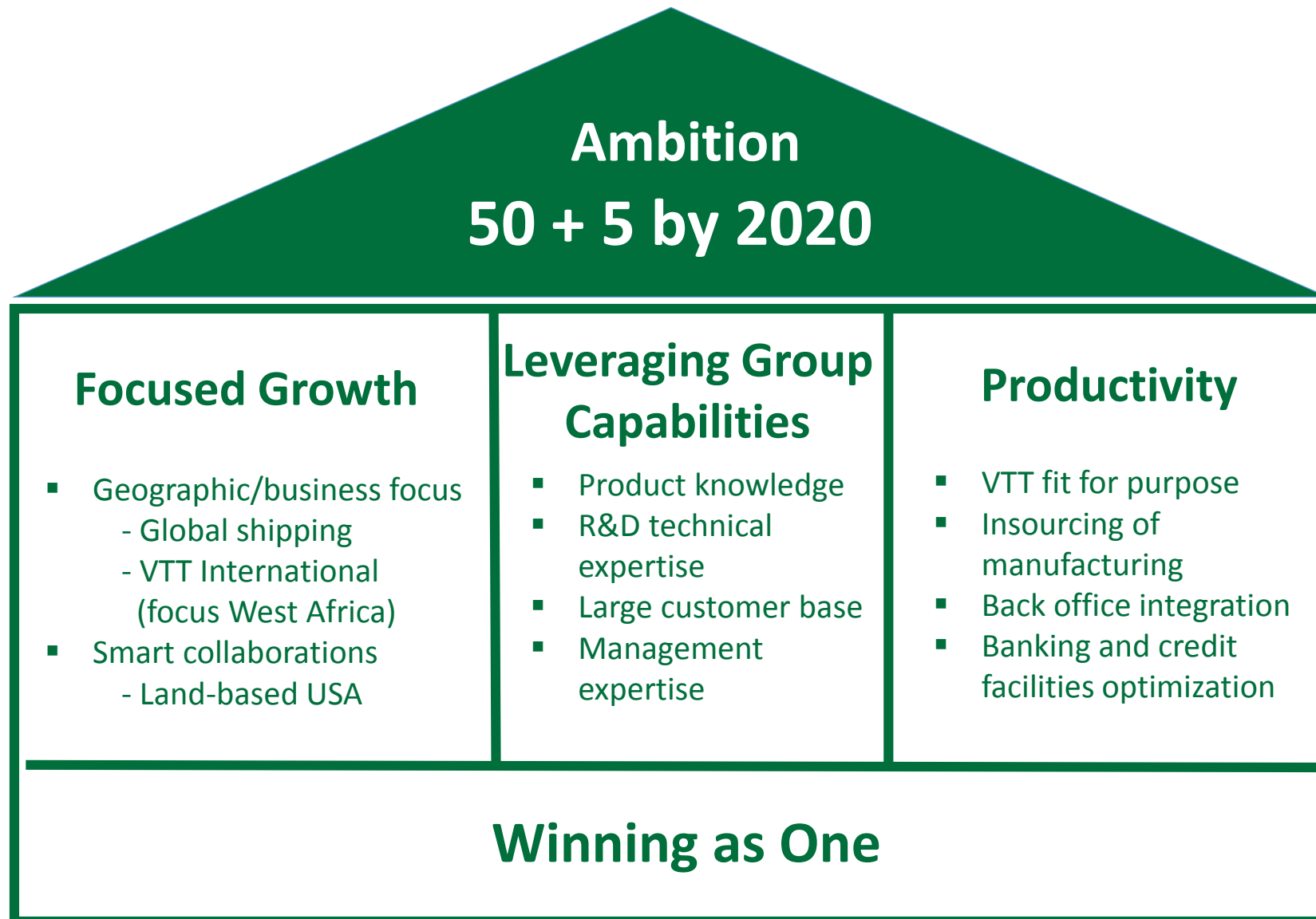
EBITDA (EUR)	2016	-520,746
	2015	-208,617

*Note: VTT Maritime West Africa results not included to allow direct comparison*

- Revenues significantly below target
- Larger projects hard to win due to extremely competitive market in Norway
  - Completed major project announced in Feb
  - Not competitive bidding in significant project – lost in March 2016
- Initiated sale of NOR inspections / verifications business (completed in Q1 2017)
- Establishment of new subsidiary and activities in West Africa with EUR 800k investment

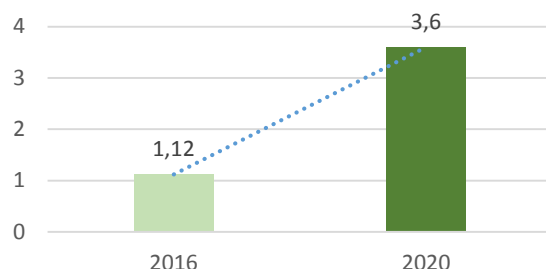
# Future Strategy and Outlook





## OTI Greentech Technical Solutions

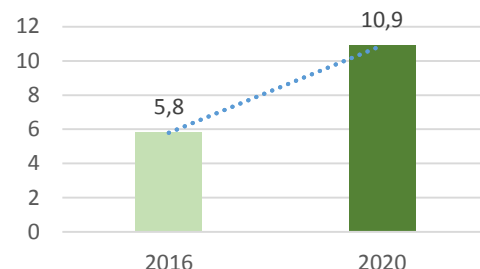
Revenue Growth EURm



- Target EBITDA margin 25 %
- Outsourcing of ECOSOLUT production to Uniservice
- Collaboration with KMI in land-based cleaning sector
- Continued R&D to develop new tailored products for customers

## RADA Engineering & Consulting

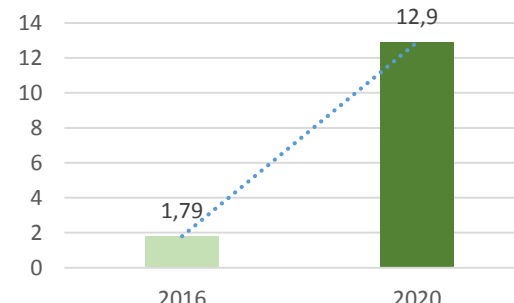
Revenue Growth EURm



- Target EBITDA margin 5 %
- More framework agreements
- Expansion to Oslo
- Strong support VTT WA projects

## VTT Maritime

Revenue Growth EURm



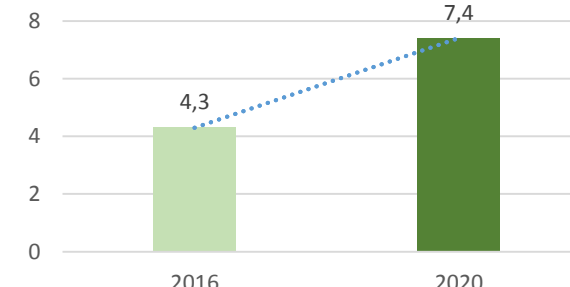
- Target EBITDA margin 18 %
- Refocus on large projects
- Expansion to West Africa

### PROJECTS

Sea transports, logistics, Port Administration, harbor and yard development  
Infrastructure programs including piping and LNG supplies

## Uniservice Unisafe

Revenue Growth EURm

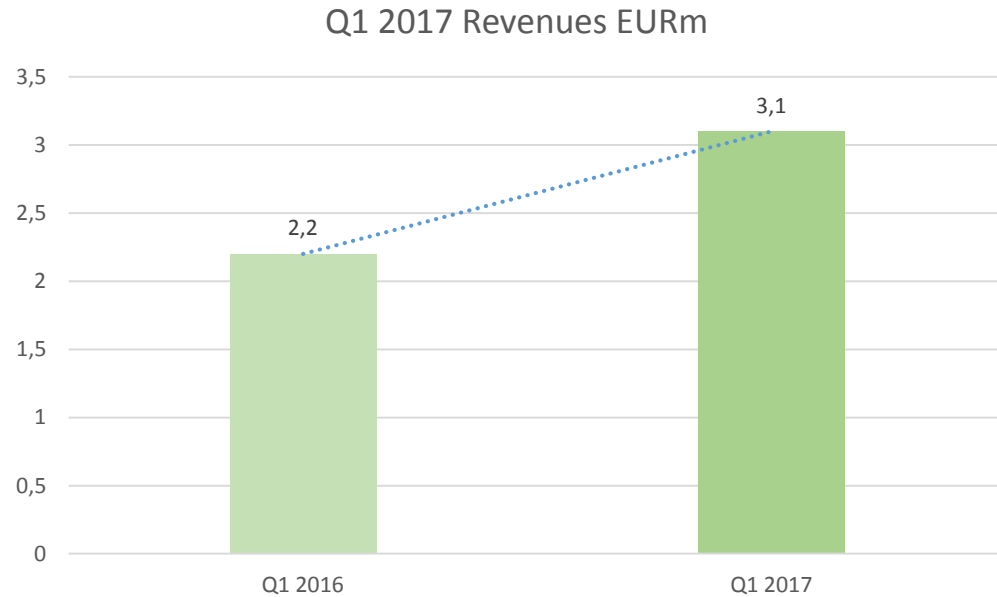


- Target EBITDA margin 12 %
- Increase ECOSOLUT sales
- Focus more on larger identified customers
- Add new distribution partners
- Distribution and blending collaboration with KMI

- Signed Distribution and Collaboration Agreements with KMI Cleaning Solutions, USA
- KMI will distribute ECOSOLUT product line in the US and Canada for land-based cleaning applications
  - Field trials with ECOSOLUT have been successful
- KMI and OTI will collaborate on the development of new products for road tankers and isotainers
  - New products have been introduced in the past month
  - Field trials conducted with the largest road tanker cleaning company in the US. All trials have all been successful



# Q1 2017 Performance



EBITDA (EURm)	Q1 2017	+/- 0
	Q1 2016	-0,3

- Q1 2017 Revenues up 40% vs 2016 and in line with budget
- Improved EBITDA result vs Q1 2016
- FY 2017 budget revenues weighted towards H2
- Overall cost reductions and fewer extraordinary group level cost supports overall better EBITDA result
- Main target is to become cash flow positive at Group level

*Note: all numbers are preliminary and unaudited*

# Request to Increase Authorised Capital



- Management is asking shareholders to authorize EUR 10m of new authorized capital
- The capital required for the Debt to Equity Swap will be taken from the authorized capital approved at the last AGM
- The remainder of the authorized capital approved at the last AGM will be cancelled
- The new authorized capital is intended to be used as follows:
  - Cash Capital Increase (private placement)
  - Potential accretive acquisitions
- Preemption rights may be excluded in certain circumstances

# Proposed Supervisory Board Members

**Andrew Schwager**



***Current Chairman***

Global FMCG Executive

*Previous*

British American Tobacco

- European Regional Marketing and Sales Director
- Americas Regional Marketing and Sales Director
- General Manager Netherlands, Austria

Mars Inc

**Paul R. Morris**



***Current Vice Chairman***

Advisor, VC Unit, UK Government Dept for  
International Trade

President, GCV Government Venturing Leadership  
Society

*Previous*

Director, Dow Chemical

Senior Director, New Businesses, Europe, Africa,  
Middle East

**Nick Elmslie**



***New Member***

*Non-Executive Director with extensive experience in  
global Energy sector*

*Previous*

37 years at BP

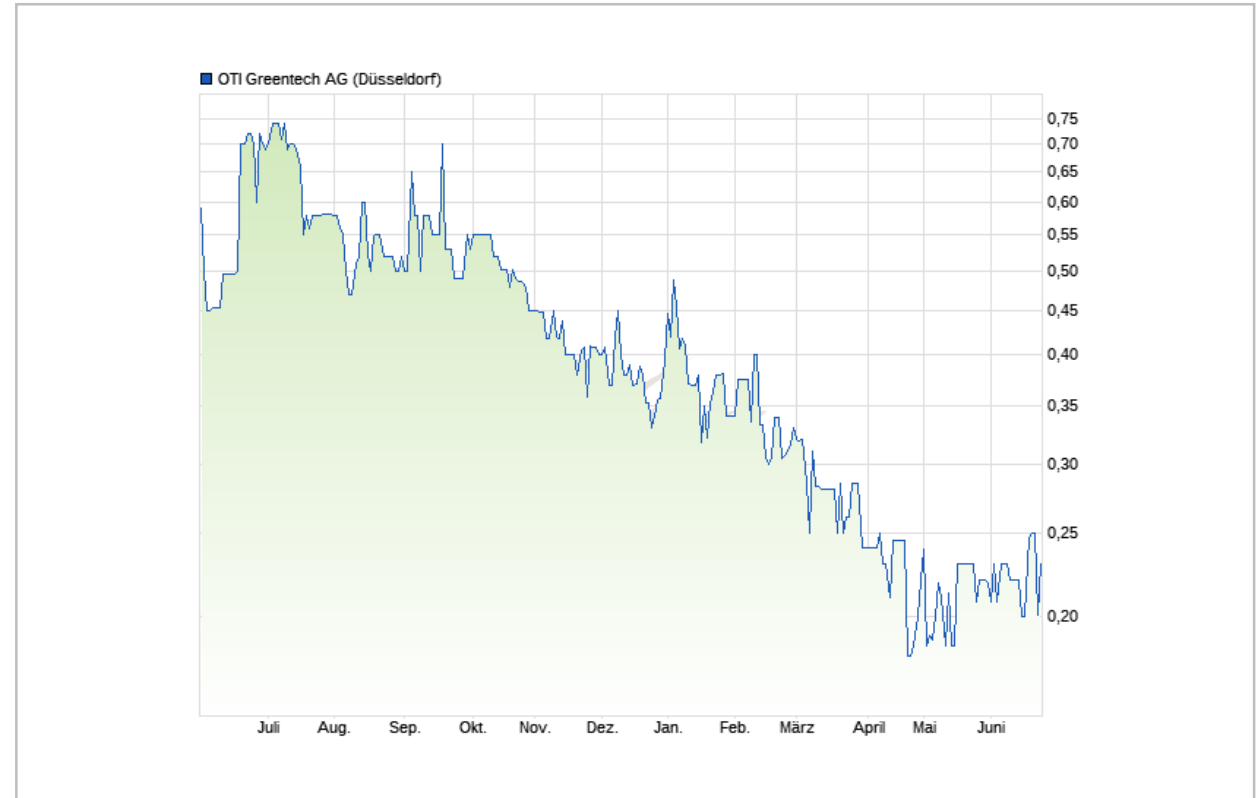
Chief Executive of BP Global Petrochemicals Business

Various Senior Business General Management and  
Finance and Strategy roles

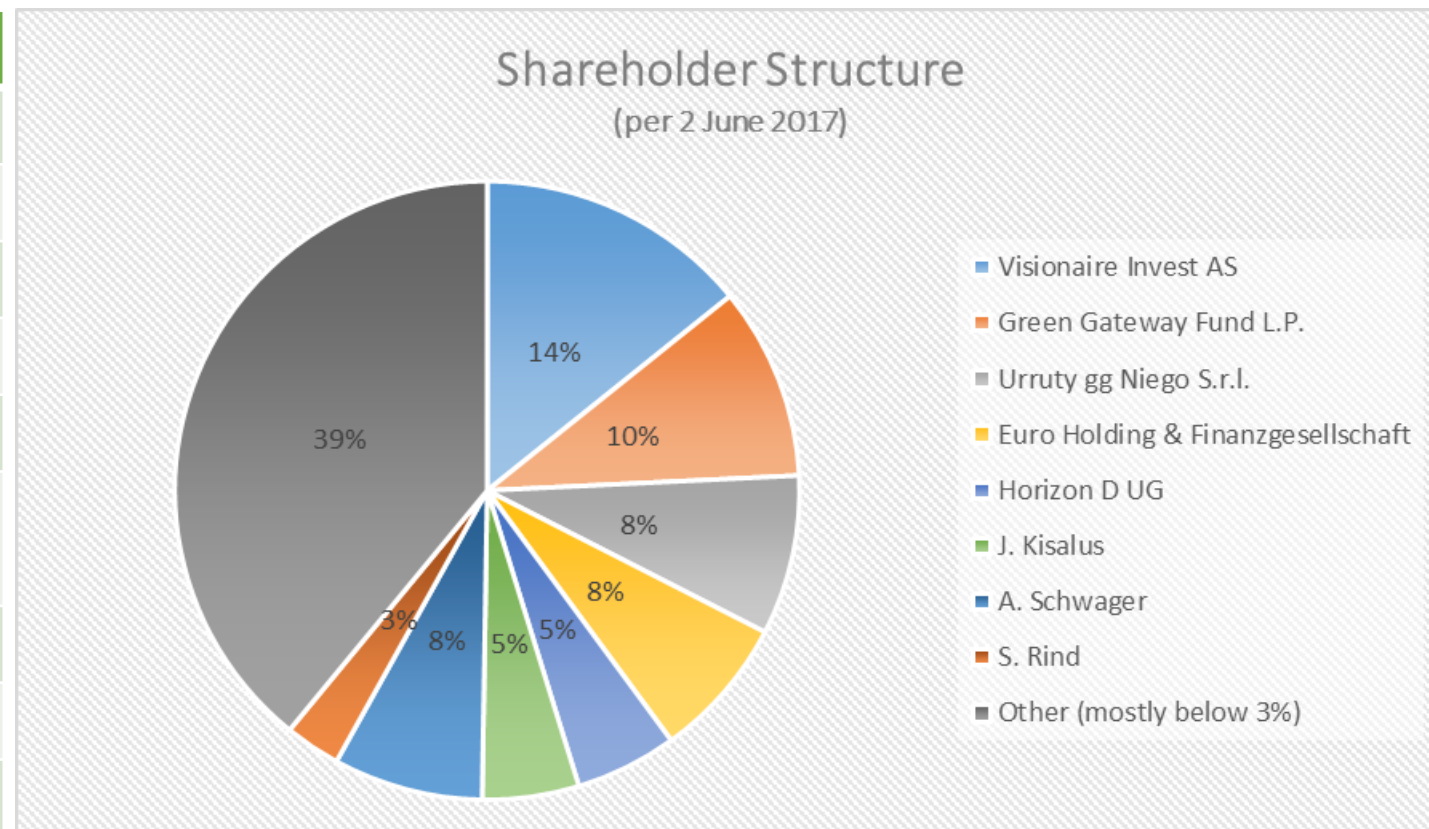
Worked in UK, US, Switzerland and China

# Share Price and Key Information

- Share price reached new low in 2017
- Strong downward pressure since November 2017 (increased selling)
- No liquid functioning market in our stock; stock price does not reflect fundamental value
- Focus on operational performance coupled with IR activity will result in higher share price
- Debt to Equity Swap being executed at EUR 1.00 / share



Key Data	31.12.2016
Number of issued shares	27,478,162
Share price	EUR 0.40
WKN	A0HNE8
ISIN	DE000A0HNE89
Ticker symbol	NSA
Exchange	Freiverkehr, Börse Düsseldorf
Financial Year	01.01. to 31.12.
Accounting Standard	HGB
Issuer	OTI Greentech AG



*Note: Shareholder Information based on registrations for AGM and confirmations from shareholders. Shareholders not required to notify changes to shareholdings above 3% in Freiverkehr.*





Thank you for your attention and continued support