# Q3 Report And Financial Results 2025





# **About Desert Control**



### **Technology**

A climate-smart innovation to restore and improve soil, increase water use efficiency, and strengthen economic resilience for our clients.



#### **Solution Areas**

Soil enhancement solutions to reduce water and input usage while increasing plant health for agriculture, forest management, golf courses, turf and landscaping.





**Trees & Forest** 

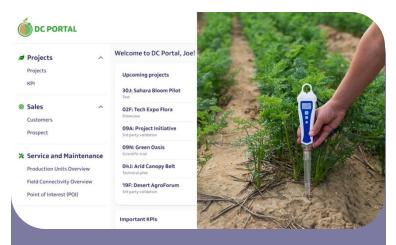


**Golf, Turf & Landscaping** 





#### **HOW IT'S DELIVERED**





- Gain understanding of client needs and location-specific soil and water conditions.
- Desert Control collects soil samples and implements sensors to assess and monitor soil health and water use.
- The optimal soil improvement solution is prescribed with a tailored LNC formulation.



- **O2** LNC is Produced On Site With Tailored Formulation
- Desert Control brings LNC production units (as seen above) to the client location.
- The unit connects to a local water supply, and the specific formulation of natural materials (clay, minerals, etc.) is loaded into the unit.
- The unit processes the raw materials into a highly charged liquid nearly as thin as water.

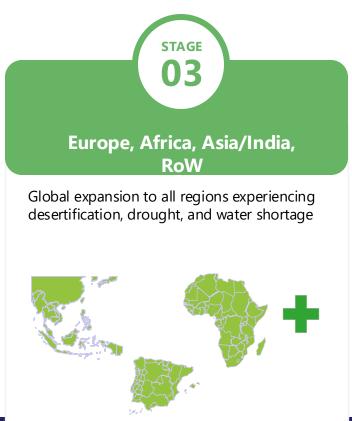


- **03** Apply Easily Through Irrigation Systems (one-time application)
  - The liquid has sub-micron particles and can safely be applied through irrigation systems.
  - The liquid migrates into the ground, forming a soil structure in the root zone that retains water and nutrients like a sponge.
  - One treatment can last for 5 years.



# Unlocking Opportunity In A \$100b+ Water & Soil Tech Market



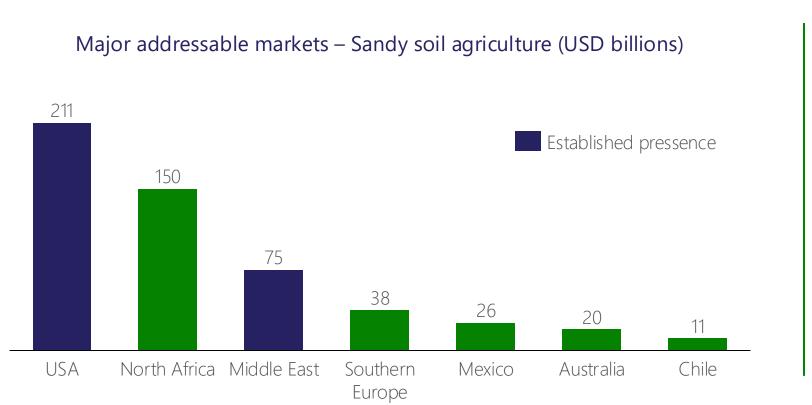


### FOCUSED COMMERCIAL STRATEGY WITH MULTIPLE REVENUE STREAMS

**United States Middle-East California United Arab Emirates Focus Areas** Arizona Saudi Arabia Commercial **Direct sales Licensing partners** Strategy **Licensing revenue** Revenue **Pay on Delivery Hardware sales** Pay-as-you save («PAYS») streams



### **ESTABLISHED PRESENCE IN HIGHLY ATTRACTIVE MARKETS**



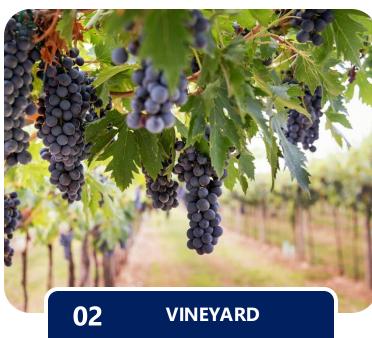
Desert Control has an established presence in USA and Middle East, two of the largest addressable markets in the world

Source: Westwater Research's numbers for US agriculture, National Agriculture statistics service, Independent market research firm, Internal calculations



# AGRICULTURAL SUBSEGMENTS



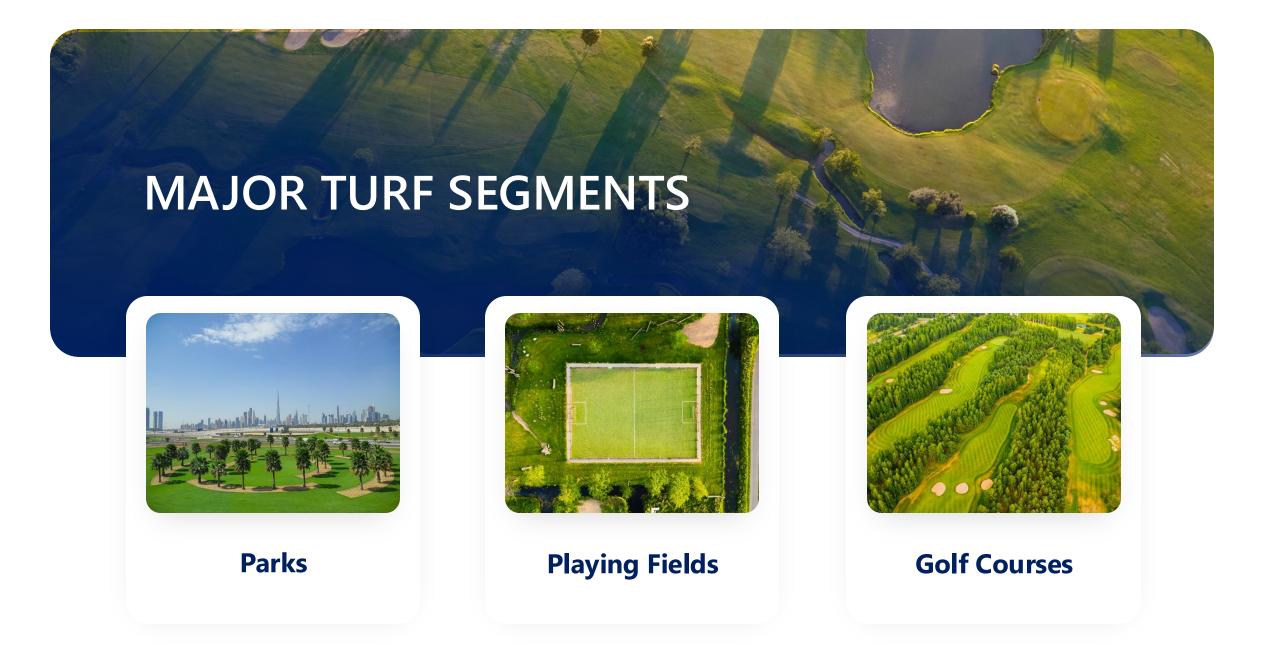




- **Tree nuts**
- **Orchards**

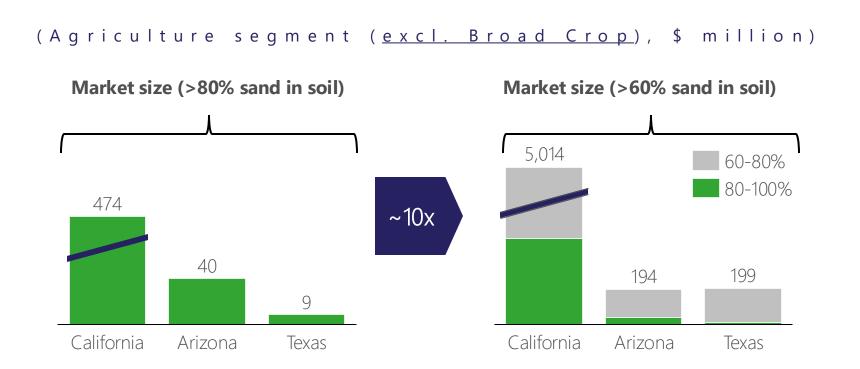


- High value (vegetables, berries, etc.)
- Broad crop (alfalfa, corn, cotton, peanuts, etc.)





# SIGNIFICANT MARKET POTENTIAL WITHIN SERVICABLE ADDRESSABLE MARKET IN TIER 1 TARGET STATES IN THE US



Significant market potential of USD >500m within core Agriculture segments (>80% sand in soil)

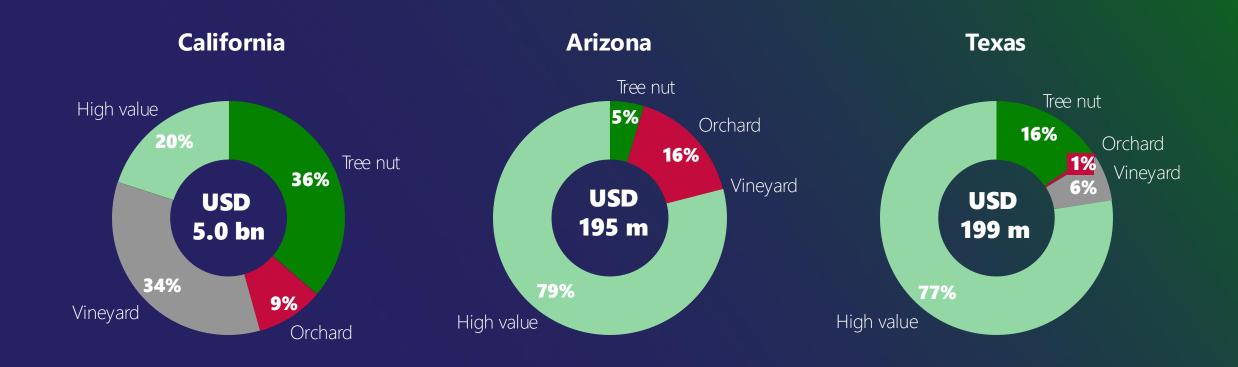
Market potential ~10x larger if also considering areas with 60-80% sand content in soil (Total market potential of USD 5.4 billion)

Core target markets include permanent crops (tree nuts and orchards), vineyards and high value field crop

Westwater Research's numbers for US agriculture, Internal calculations for turf, National Agriculture statistics service

# PRIORITY 1 STATES: SUBSEGMENTS (excl. broad crop)

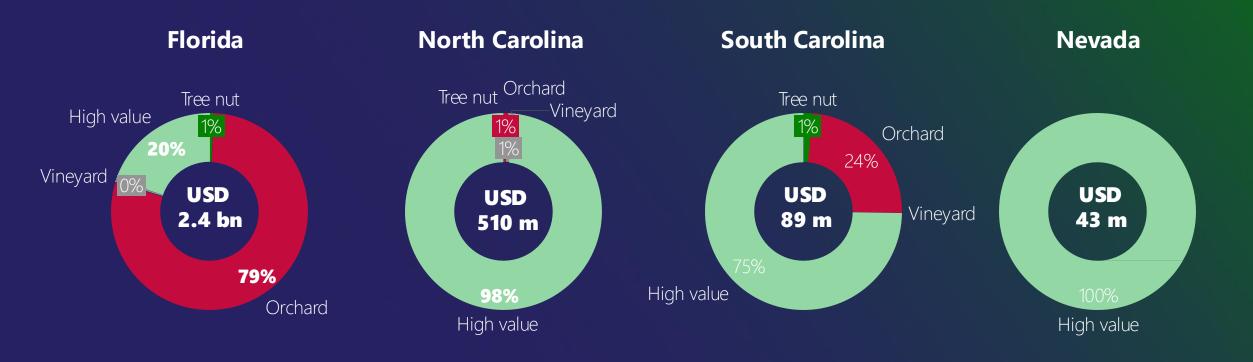
Market size (60-100% sand in soil (excl. broad crop), \$ billion)



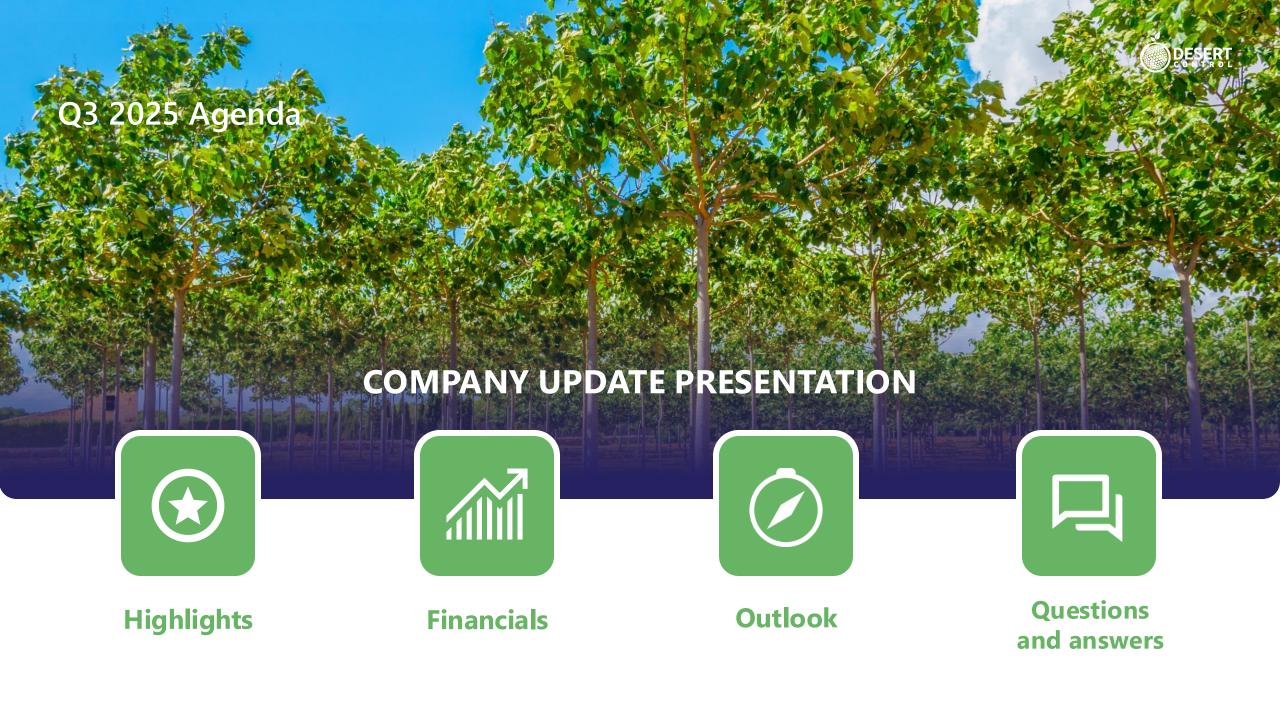
Westwater Research's numbers for US agriculture, Internal calculations for turf, National Agriculture statistics service

# PRIORITY 2 STATES: SUBSEGMENTS (excl. broad crop)

Market size (60-100% sand in soil (excl. broad crop), \$ billion)



Westwater Research's numbers for US agriculture, Internal calculations for turf, National Agriculture statistics service





#### **Applications**

- WHCC: Water savings, incentive programs, and measurable turf health improvements
- Wood Ranch Golf Club: Trial application completed
- · First Almond trials initiated this week
- Arizona Soil Health Grant: Now available to our customers to pay 100% of large trials of LNC cost

#### **Major Award and Further Validations**

- Soyl awarded large residential project in Abu Dhabi
- Completed 1 year demonstration in the desert on tree survival & growth with LNC
- Delivered 1st LNC treatment for new public park
- SDC New University collaboration and strong field validation data

#### **Scientific and Organizational Updates**

- Microbial + LNC trials show improved root health & microbial diversity
- Collaborative research with UiS on advanced techniques for soil-clay interaction analysis
- Detailed engineering & design finalized with Arizona partner for next-gen production unit
- Participation in UN Climate Week with Siemens



# U.S. Golf Course Update – Early Commercial Validation

#### **Woodland Hills Country Club (CA)**

First Pay-As-You-Save (PAYS) program client.
Reduced irrigation costs while maintaining turf quality.

Q3 water savings and incentive value exceed USD 100K (pending approval).

#### **Berkeley Country Club (CA)**

Pilot completed with positive performance data. Discussions ongoing for full-scale application.

#### **Wood Ranch Golf Club (CA)**

Pilot showing consistent water-use reduction results.

Next-phase evaluation planned for 2025.

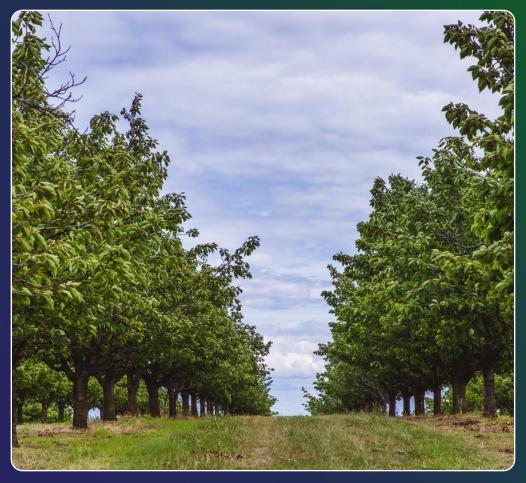
Los Angeles region ->35 golf courses, ~1,000 acres in LADWP area

# California Almond Pilot – Scaling LNC in High-Value Permanent Crops

California produces 80 % of global almonds on 1.4 million acres worth ~USD 10 billion/year. Almonds require  $\approx 4,000 \text{ m}^3$  water per hectare annually, driving > USD 1 billion in irrigation costs.

With most orchards already on micro-irrigation, future efficiency gains depend on better soil structure and moisture retention.

The pilot launched this week aims to quantify LNC's potential for water savings and yield stability in commercial orchards.





# SOYL – Large Landscaping Award and Positioning

#### **Major New Residential Community Project Award**

- Reem Hills gated community in Abu Dhabi under development by Modon Properties
- Over 4 million liters of LNC
- Application phase to follow over next quarters in line with landscaping completion

#### **Recurring Landscaping Work**

- Masdar City Connect Park LNC treatment completed in August first public park installation
- LNC highlighted in Masdar City's 2024 ESG Report as a model for sustainable landscaping

#### **Demonstration and Positioning**

- Completed one-year trials at the Baynounah desert forest project
- Testing survivability and growth rates for different native trees without regular irrigation
- Significant better performance seen for LNC treated trees compared to controls
- Participation and strong interest from relevant governmental entities









# Saudi Desert Control – Validations and Positioning



#### **Research Collaboration**

Partnered with Princess Nourah University to study LNC in high-clay soils

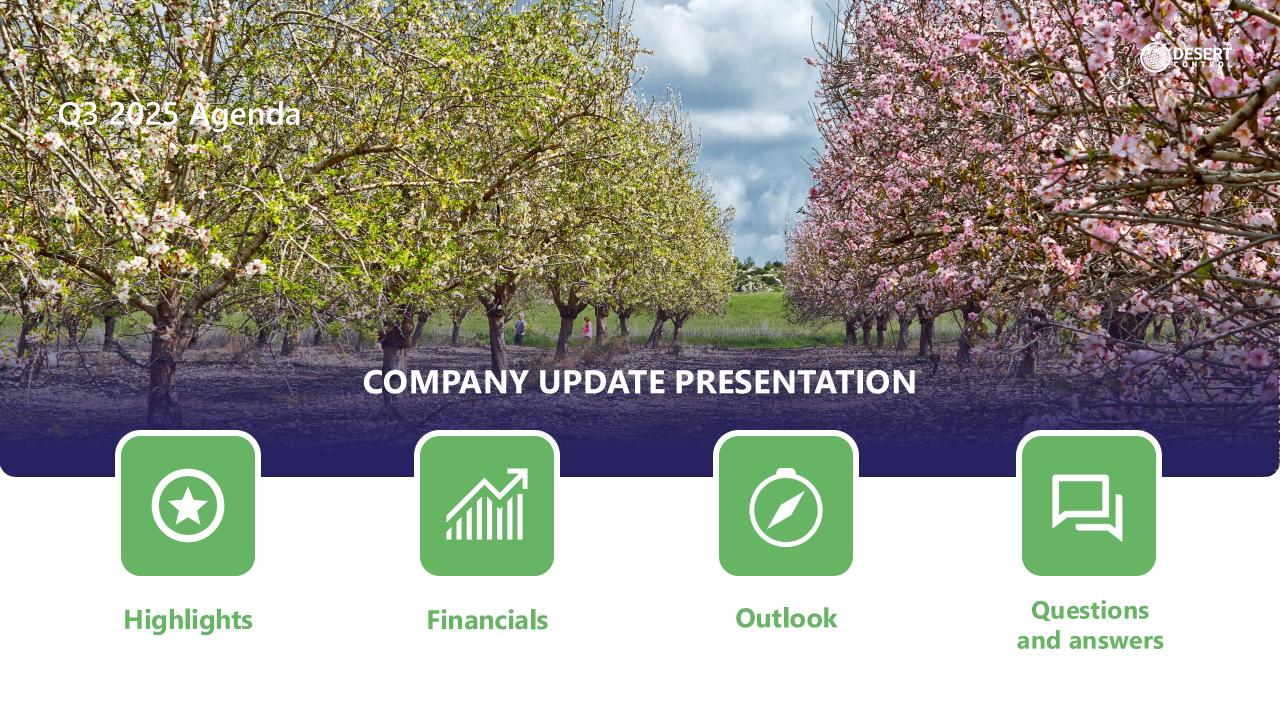
#### **Positive Field Validations**

- > 2× improvement in water retention recorded for different soil environments
- > 3 x increase in nutrient-holding capacity (CEC) in treated plots vs. controls, after 10 months
- Misk City pilot maintaining plant vigor with water reduction through summer heat

#### **Positioning**

- Strengthening reputation as technology and research leader supporting Saudi Vision 2030
- Positioning for long term governmental opportunities







# FINANCIAL REVIEW

Key figures	Quar	ters	Change	First nine	months	
NOK million, unaudited	Q3 2025	Q3 2024	Q3 on Q3	2025	2024	Change
LNC Revenue	0,0	0,1		1,6	1,9	
Licensing Royalties	0,1	0,1		0,1	0,1	
Other Income	-	-		-		
Total revenue and other income	0,1	0,2	(67%)	1,8	2,0	(9%)
Salary and employee benefit expenses	12,6	9,1	38%	27,6	26,4	5%
Other operating expenses	6,4	4,9	32%	23,4	19,6	19%
Depreciation and amortisation	0,7	1,4	(49%)	2,7	3,8	(28%)
Operating profit or loss	(19,7)	(15,2)	(29%)	(52,7)	(48,1)	(9%)
EBITDA Profit / (Loss) for the Period Cash and cash equivalents	(19,0) (20,7) 8,2	(14,0) (15,2) 74,8	(3%) (36%) (89%)	(49,9) (62,0) 8,2	(44,8) (45,4) 74,8	(11%) (36%) (89%)
Equity at 30 September	88,1	86,3	2%	88,1	86,3	2%
Equity Ratio	84,3%	95,4%	(12%)	84,3%	95,4%	(12%)







# Consolidated Statement Of Comprehensive Income

	Qua	rters	First nine	months
(Amounts in NOK thousand, unaudited) Note	Q3 2025	Q3 2024	2025	2024
Revenue from sales 2	60	182	1 779	1 952
Other income	-	-	-	-
Total revenue and other income	60	182	1 779	1 952
Cost of goods sold (COGS)	0	13	686	256
Gross profit	59	169	1 093	1 696
Salary and employee benefit expenses	12 624	9 126	27 587	26 356
Other operating expenses	6 442	4 892	23 448	19 636
Depreciation and amortisation	706	1 397	2 747	3 822
Operating profit or loss	(19 713)	(15 247)	(52 688)	(48 117)
Finance income	(202)	(2 339)	437	7 787
Finance costs	790	(2 055)	9 734	5 026
Profit or loss before tax from continuing operations	(20 706)	(15 531)	(61 985)	(45 356)
Income tax expense	(3)	(O)	20	59
Profit or loss for the year from continuing operations	(20 703)	(15 531)	(62 005)	(45 415)
Discontinued operations				
Profit or loss after tax for the year from discontinued operations	-	(315)	-	(654)
Profit or the loss for the year	(20 703)	(15 846)	(62 005)	(46 069)

	Quarters		First nine months		
(Amounts in NOK thousand, unaudited)	Q3 2025	Q3 2024	2025	2024	
Allocation of profit or loss:					
Profit/loss attributable to the parent	(20 703)	(15 846)	(62 005)	(46 069)	
Other comprehensive income:					
Items that subsequently may be reclassified to profit or loss:					
Exchange differences on translation of foreign operations	1 491	(3 255)	9 449	(3 526)	
Total items that may be reclassified to profit or loss	1 491	(3 255)	9 449	(3 526)	
Total other comprehensive income for the year	1 491	(3 255)	9 449	(3 526)	
Total comprehensive income for the year	(19 212)	(18 463)	(52 556)	(48 957)	
Allocation of total comprehensive income				0	
Total comprehensive income attributable to owners of the parent	(19 212)	(18 463)	(52 556)	(48 957)	



## Consolidated Statement Of Financial Position

	At 30 Se	eptember	At 31 December			At 30 Se	ptember	At 31 December
	2025	2024	2024			2025	2024	2024
(Amounts in NOK thousand) Note	(unaudited)	(unaudited)	(audited)	(Amounts in NOK thousand)	Note	(unaudited)	(unaudited)	(audited)
ASSETS				EQUITY AND LIABILITIES				
Non-current assets				Equity				
Property, plant and equipment	13 775	7 548	11 292	Share capital	5	161	161	161
Right-of-use assets	-	80	-	Share premium	6	83 095	133 182	135 118
Total non-current assets	13 775	7 627	11 292	Other paid-in capital pending registration	6	63 023	-	-
				Currency translation differences		3 785	(1 565)	(5 664)
Current assets				Retained earnings		(62 005)	(45 460)	(54 845)
Inventory	323	162	152	Total equity		88 059	86 318	74 769
Trade receivables	475	264	376	Current liabilities				
				Current lease liabilities		-	84	-
Other receivables 3	81 646	7 571	6 031	Trade and other payables		2 625	2 498	3 448
Other current financial assets	-	3	3	Public duties payable		229	513	1 383
Cash and cash equivalents 4	8 231	74 833	63 572	Other current liabilities <sup>1</sup>		13 537	1 047	1 826
Total current assets	90 675	82 832	70 133	Total current liabilities		16 391	4 141	6 657
				Total liabilities		16 391	4 141	6 657
TOTAL ASSETS	104 450	90 459	81 426	TOTAL EQUITY AND LIABILITIES		104 450	90 459	81 426

<sup>&</sup>lt;sup>1</sup> Other liabilities increased by NOK 11.97 million in Q3 2025, representing transaction costs related to the rights issue. Of this, NOK 8.07 million was settled through share-based underwriting fees (non-cash) and NOK 3.9 million comprised cash-based capital-raising costs accrued at quarter-end to be paid in Q4 2025.

Sandnes, 05.11.2025

Lars R. Eismark Executive Chairman Marit Røed Ødegaard

James Thomas Chief Executive Officer

Maryne Lemvik Board Member



# Consolidated Statement of Cash Flows

	Quai	rters	First nine months		
(Amounts in NOK thousand, unaudited)	Q3 2025	Q3 2024	2025	2024	
Profit or loss before tax from continuing operations	(20 706)	(15 538)	(61 985)	(45 356	
Profit or loss before tax for discontinued operations	-	(315)	-	(654	
Adjustments to reconcile profit before tax to net cash flows:					
Depreciation and amortisation	1 912	1 397	2 747	3 822	
Net financial income/expense	(110)	737	(464)	(2 311	
Foreign exchange gains or losses	3 203	27	8 509	27	
Share-based payment expense	533	1 409	3 174	4 199	
Adjustments for other non-cash items	7 368		8 638		
Working capital adjustments:					
Changes in accounts receivable and other receivables	4 461	(1 571)	(883)	(2 590	
Changes in trade payables, duties and social security payables	1 564	(1 895)	1 977	226	
Changes in other current liabilities and contract liabilities	(12 053)	(94)	(11 712)	(532	
Net cash flows from operating activities	(13 828)	(15 844)	(49 999)	(43 173	

	Quarters		First nine months		
(Amounts in NOK thousand, unaudited)	Q3 2025	Q3 2024	2025	2024	
Cash flows provided by (used in) investing activities (NOK)					
Capital expenditures and investments	(2 953)	(639)	(5 967)	(2 962)	
Sale (Purchase) of financial instruments	-	(0)	-	19 613	
Proceeds from sale of property, plant and equipment	-	-	-	-	
Interest received	110	1 627	725	1 627	
Net cash flow provided by (used in) investing activities	(2 843)	988	(5 242)	18 278	
Cash flow provided by (used in) financing activities (NOK)					
Proceeds from issuance of equity	-	-	-	-	
Transaction costs on issue of shares	-	-	-	-	
Lease payments	-	(127)	-	(384)	
Interest paid	(O)	-	(19)	-	
Net cash flows provided by (used in) financing activities <sup>1</sup>	(0)	(127)	(19)	(384)	
Net increase/(decrease) in cash and cash equivalents	(16 671)	(14 983)	(55 260)	(25 279)	
Cash and cash equivalents at beginning of the year/period	24 841	90 887	63 575	100 008	
Net foreign exchange difference	62	(1 072)	(83)	104	
Cash and cash equivalents, end of period	8 231	74 833	8 231	74 833	

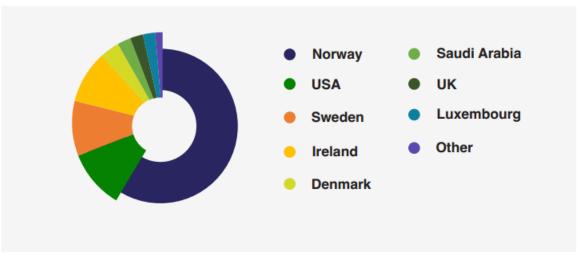


# **DSRT Shareholders**

#### The Group's shareholders:

		Ownership/
Shareholders in Desert Control AS at 30.09.2025	Total shares	Voting rights
Woods End Interests LLC	5 343 472	9,9%
Citibank, N.A.	5 037 386	9,4%
J.P. Morgan SE	4 042 372	7,5%
Nordnet Livsforsikring AS	2 346 921	4,4%
Olesen	1 586 083	3,0%
BNP Paribas	1 577 799	2,9%
Lin AS	1 502 275	2,8%
Olesen Consult HVAC AS	1 475 000	2,7%
Glomar AS	1 368 456	2,6%
Lithinon AS	1 352 976	2,5%
Jakob Hatteland Holding AS	1 222 222	2,3%
Clearstream Banking S.A.	1 205 543	2,2%
OKS Consulting AS	1 180 000	2,2%
Idland	1 010 642	1,9%
Ninas Holding AS	1 003 394	1,9%
The Northern Trust Comp, London Br	958 275	1,8%
Nordnet Bank AB	771 256	1,4%
Sortun Invest AS	722 768	1,3%
Handskjeik AS	670 050	1,3%
Sundvolden Holding AS	419 431	0,8%
ASO Risk Management AS	398 081	0,7%
Others	18 553 575	34,5%
Total	53 747 977	100 %

Country of origin	No of shares	%	No of shareholders
Norway	31 438 277	58,5%	3 027
United States	5 645 666	10,5%	3
Sweden	5 284 006	9,8%	35
Ireland	5 037 836	9,4%	11
Denmark	1 859 358	3,5%	20
Saudi Arabia	1 300 000	2,4%	1
United Kingdom	1 225 545	2,3%	13
Luxembourg	1 205 543	2,2%	1
Others	751 746	1,3%	56
Grand Total	53 747 977	100%	3 167

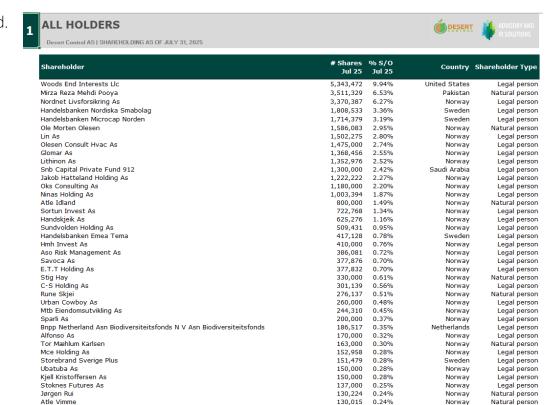


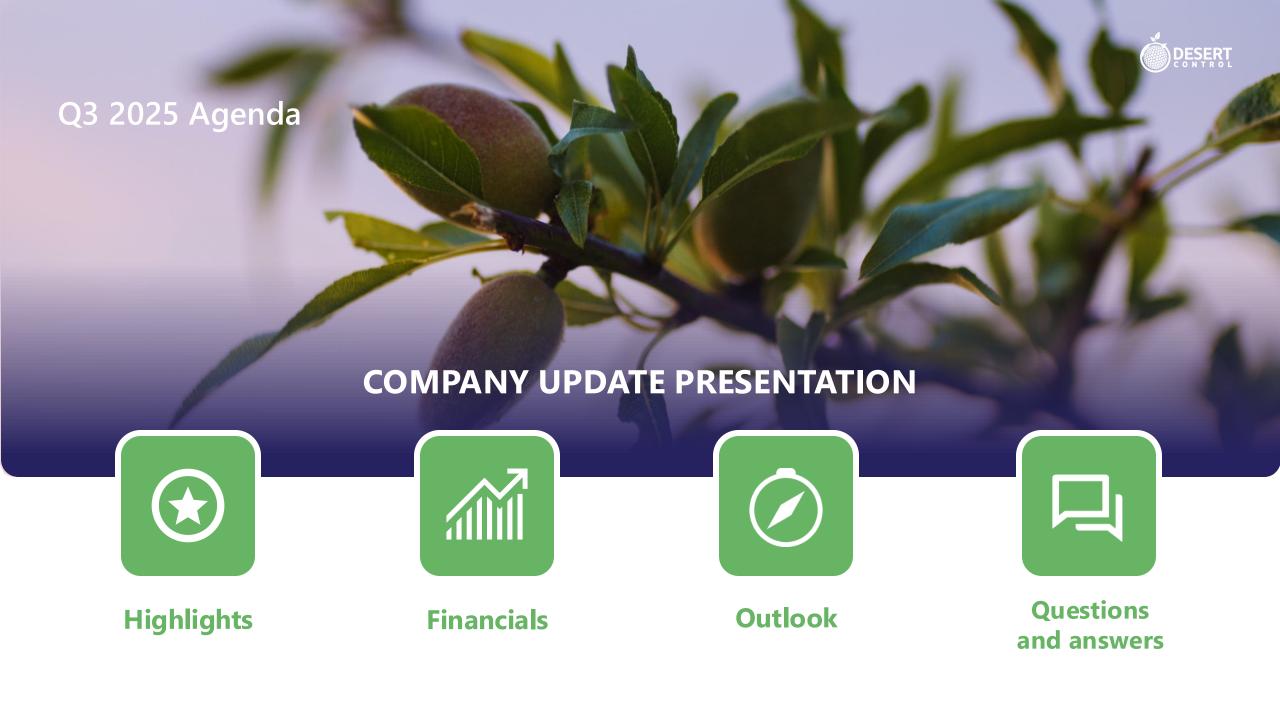


### Nominee Accounts

- •New Norwegian rules (§4-1) require issuers to identify and make public the beneficial owners behind nominee-registered shares.
- •We executed an SRD II/SWIFT identification via Euronext/VPS with manual follow-ups.
- ≈ 95% of outstanding shares identified (incl. J.P. Morgan); small residual positions remain undisclosed.
- •The latest overview will be published on our website.
- •Current process meets regulatory expectations.







# Inflection Point broadens commercial expansion

#### **Scalable expansion**

Additional Locations and Licensors in United States, Middle East, and Europe

#### **Balanced capital strategy**

High-capacity production units allow for efficient capital allocation

#### **Strong market drivers**

Water costs, resource scarcity and regulatory shifts accelerate demand

#### **High-growth potential**

10x revenue expansion targeted from '25 to '27 with scalable profitability

#### **Inflection point**

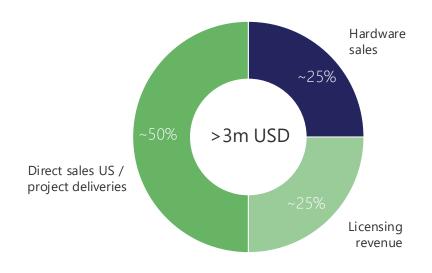
Recent technological breakthroughs drive the transition from pilots to accelerating commercialization





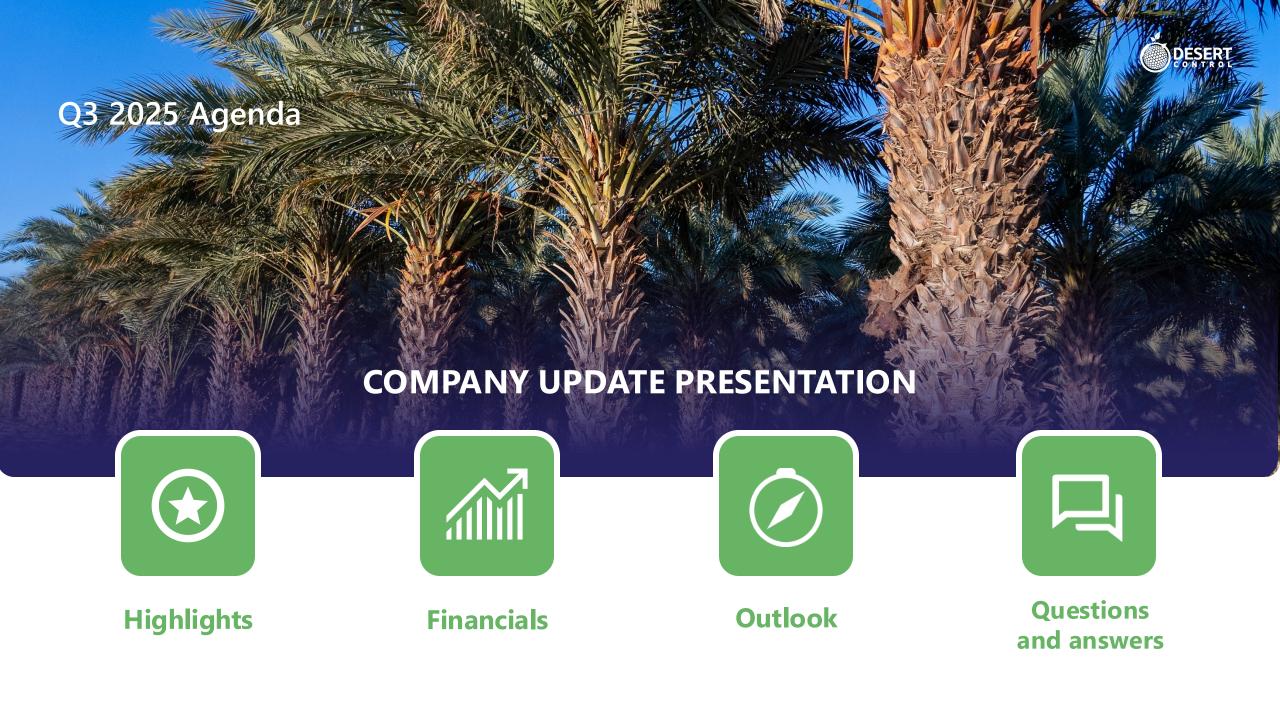
# Milestones expected over The next 18 months

#### **Estimated revenue 2026**



#### **Key milestones for 2025/2026**

- Better execution in all areas, particularly in California
- Construction and delivery of new production units
- 8 golf course pilots
- 7 agriculture pilots California
- 2 full golf course applications
- Initiation of large-scale contract in the Middle East
- Continuation of research confirming additional use cases and yield increase within agriculture segment





# **Cautionary Note**

This report contains forward-looking statements related to Desert Control's business, financial condition, operational results, and industry developments. These statements are based on management's current expectations, estimates, and projections about future events and trends, including but not limited to market adoption, regulatory developments, financial performance, and strategic growth initiatives.

Forward-looking statements are inherently subject to risks, uncertainties, and assumptions that could cause actual results to differ materially from those expressed or implied. These include, among others, risks related to market conditions, competition, regulatory changes, technology validation, supply chain constraints, macroeconomic factors, foreign exchange fluctuations, and the ability to secure and scale commercial contracts.

Terminology such as "expects," "intends," "plans," "believes," "anticipates," "projects," "targets," or similar expressions indicate forward-looking statements. While Desert Control considers these assumptions reasonable, there is no assurance that they will be realized. Investors are cautioned not to place undue reliance on forward-looking statements, as actual outcomes may differ due to external factors beyond the Company's control.

Except as required by law, Desert Control assumes no obligation to publicly update or revise forward-looking statements in light of new information or future events. This statement is made in accordance with applicable securities laws, including Section 5-12 of the Norwegian Securities Trading Act.





# Thank you!

Q3 Report And Financial Results Presentation 2025