An aerial photograph of a dense, lush green forest covering a hillside. The trees are tall and closely packed, creating a vibrant green canopy. The lighting suggests a bright day, with some areas of the forest appearing slightly brighter than others.

ZeroNorth Annual review 2024





INTEGRATING TO UNLOCK TRANSFORMATIVE VALUE

2024 was a defining year for ZeroNorth. We brought together two organisations, nearly doubled our team, and strengthened our global platform – building a resilient company ready to meet the future. While we reported a net loss for the year, this was driven by strategic investments that laid the foundation for long-term profitable growth. Guided by our vision to make global trade green, we continued to support our customers in an increasingly complex market.

Moving ahead, we carry forward the momentum for continued growth, helping our customers lead maritime's energy transition by connecting digital transformation with sustainable impact. Building on our end-to-end optimisation platform, we will continue consolidating the industry and preparing for the next wave of innovation – from generative AI to autonomy – to accelerate the energy transition through data and technology. Our commitment extends to all our stakeholders as we work together toward operational excellence and sustainable success.

Thank you for your continued trust and partnership.

Søren Meyer
CEO of ZeroNorth



ADAPTING TO INCREASED COMPLEXITY AND CHANGE

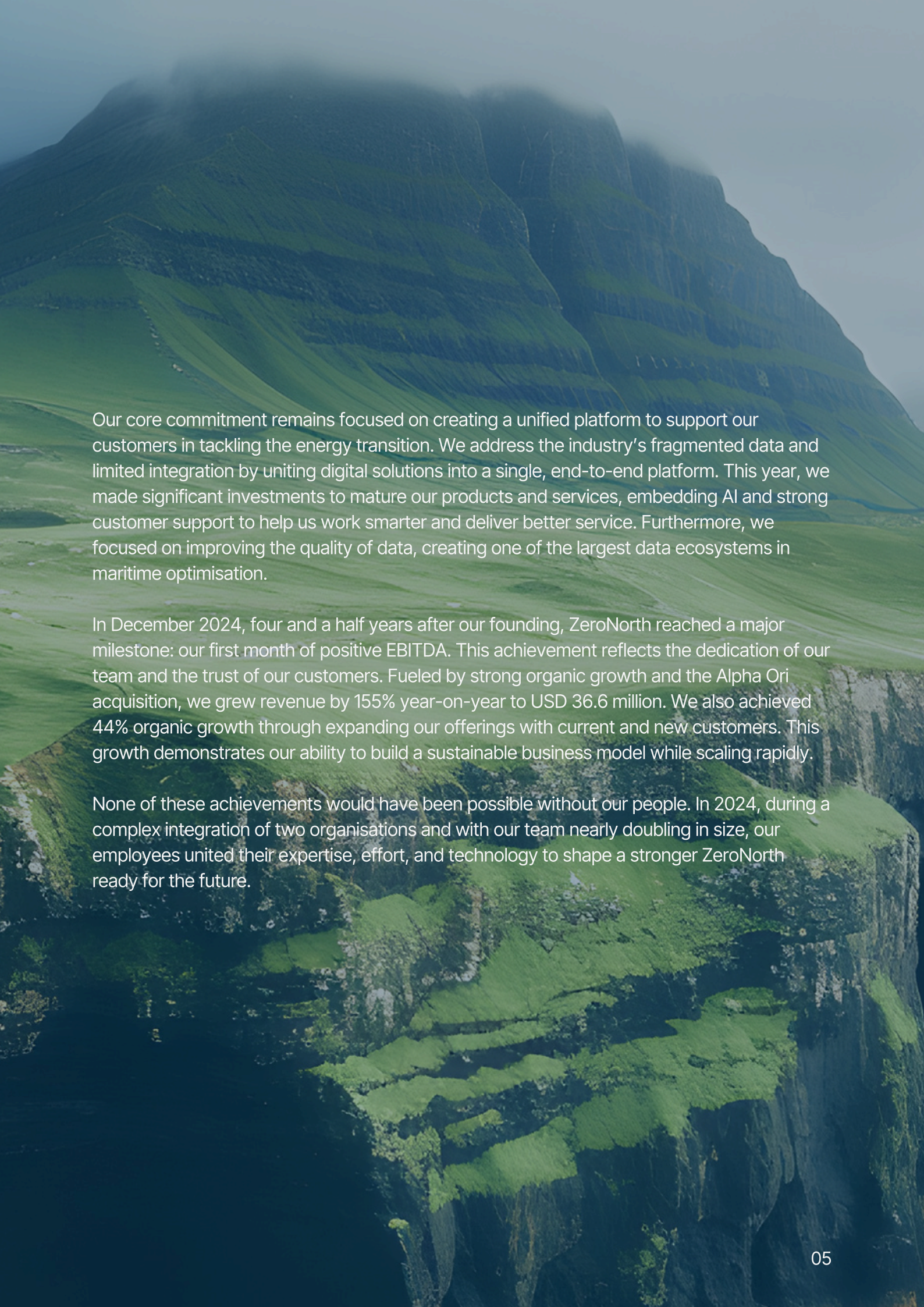
Over the past year, the maritime industry has operated within a global landscape shaped by significant geopolitical events alongside the ongoing pressures of the energy transition. Regulatory changes, such as the EU ETS implementation in January 2024 and preparations for FuelEU Maritime, have intensified demands on shipping companies to reduce emissions and improve fuel efficiency. Heightened economic uncertainty and geopolitical instability - such as disruptions in key waterways like the Red Sea - have further complicated these efforts by continuing to cause longer voyage distances, fluctuating freight rates, and disrupted trade routes.

These geopolitical tensions have added another layer of complexity to an industry already navigating the long-term shift toward sustainability. In this challenging environment, data and technology have become essential tools for managing these complexities. ZeroNorth plays a vital role by providing technology and data-driven solutions that help stakeholders navigate these complexities effectively.

NAVIGATING CHANGE TO DELIVER GREATER VALUE

In February 2024, we completed our biggest acquisition to date by joining forces with Alpha Ori Technologies, creating a leading entity in maritime optimisation and accelerating the digital transformation of the shipping industry. This partnership strengthened our data flywheel by gathering more data, which continuously improves our fuel models and provides customers with increasingly powerful insights. By joining forces with Alpha Ori, we also improved ZeroNorth's IoT sensor integration and data analysis, enabling the delivery of high-frequency data insights that support smarter decisions and better efficiency across maritime operations. The expansion also increased our global presence as a key part of our growth strategy, which includes both organic growth and acquisitions.

As regulatory demands and global uncertainties increased, our focus remained on meeting evolving customer needs. Trusted by over 225 customers managing more than 5,500 vessels, including shipping companies, energy majors, and commodity traders, we delivered tangible results. In 2024 alone, our platform helped reduce nearly 1.3 million metric tonnes of CO2 emissions by optimising 72,000 voyage legs and generating 1.5 million voyages. Over 50 million metric tonnes of bunker transactions were made through our platform.



Our core commitment remains focused on creating a unified platform to support our customers in tackling the energy transition. We address the industry's fragmented data and limited integration by uniting digital solutions into a single, end-to-end platform. This year, we made significant investments to mature our products and services, embedding AI and strong customer support to help us work smarter and deliver better service. Furthermore, we focused on improving the quality of data, creating one of the largest data ecosystems in maritime optimisation.

In December 2024, four and a half years after our founding, ZeroNorth reached a major milestone: our first month of positive EBITDA. This achievement reflects the dedication of our team and the trust of our customers. Fueled by strong organic growth and the Alpha Ori acquisition, we grew revenue by 155% year-on-year to USD 36.6 million. We also achieved 44% organic growth through expanding our offerings with current and new customers. This growth demonstrates our ability to build a sustainable business model while scaling rapidly.

None of these achievements would have been possible without our people. In 2024, during a complex integration of two organisations and with our team nearly doubling in size, our employees united their expertise, effort, and technology to shape a stronger ZeroNorth ready for the future.



DRIVING SUSTAINABLE GROWTH AND FINANCIAL HEALTH

2024 marked a pivotal year in our journey towards profitability. Four and a half years after its founding, ZeroNorth achieved its first month of positive earnings before interest, taxes, depreciation and amortisation (EBITDA), in December 2024. The year was fueled by significant growth, with revenue reaching USD 36.6 million for the year, representing a 155% increase from 2023. Central to driving this growth was the acquisition of Alpha Ori Technologies. In addition, a strategic initiative to improve cashflow was initiated to close the invoicing gap between contracted and billed ARR. This financial discipline successfully reduced the invoicing gap by 37% and significantly contributed to our progress towards positive EBITDA for 2025. Enhancing the conversion rate remains a key operational focus for 2025, reflecting our commitment to building a sustainable business model while scaling rapidly. Furthermore, synergies from the recent major acquisition have largely been realised, demonstrating our ability to integrate and effectively scale its technology solutions.

Our financial stability was further bolstered by securing a USD 20 million credit facility from CIBC Innovation Banking in December 2024. These funds are designated to support our growth strategy through mergers and acquisitions. They position us to act as a market consolidator when the right opportunity arises, strengthening our platform and amplifying our impact on the industry's sustainable transformation.

While we reported a net loss of USD 65.1 million for the financial year 2024, this loss was primarily driven by strategic investments, notably the Alpha Ori Technologies acquisition, and the associated costs of significant restructuring efforts undertaken to drive synergies and efficiencies. These restructuring efforts, while primarily incurring costs in 2024, are expected to show their full positive effects in 2025. Our balance sheet reflects a positive equity of USD 93.7 million as of 31 December 2024, laying the foundation for sustainable growth going forward. Looking ahead, ZeroNorth is progressing towards its goal of achieving positive EBITDA for the full year of 2025.

About ZeroNorth

ZeroNorth is a technology leader committed to accelerating the energy transition in global shipping. Founded in 2020, we have grown from being a team of six to 600 employees across 10 global locations. We are at the forefront, leveraging technology and data as enablers to drive immediate reductions in emissions — critical steps towards achieving long-term sustainability goals in the maritime industry.

In 2024, ZeroNorth optimised 1.5 million voyages, reducing CO2 emissions by over one million metric tonnes for our customers. By combining advanced technology, expertise, and trusted data at scale, our platform analyses billions of data points to enable seamless information flow from ship to shore and throughout the entire value chain. Our platform turns insights into actions, empowering vessel owners, commercial operators, charterers, cargo owners and bunker suppliers to achieve operational, sustainable, and digital excellence, while steering the maritime industry towards zero emissions.

www.zeronorth.com