



# Investor Presentation September 2024

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# Presenting Team



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**MANSOUR AL ALAMI**

*Executive Chairman of the Board*

40-year career across the Middle East,  
including 15 years in oil & gas

Held various senior roles at ADNOC, a key client

Joined GMS Board as an Executive Chairman in  
November 2020



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**ALEX ACLIMANDOS**

*Chief Financial Officer*

Over 30 years with first-tier companies viz. Procter &  
Gamble, ABB and Alvarez and Marsal

In his recent role, Alex was the Chief Financial Officer at  
Qatari Investors Group, a publicly listed company on the  
Qatari Stock Exchange

Appointed as CFO in February 2022

# Overview

## Overview of GMS

- Established in 1977, Headquartered in Abu Dhabi, UAE, and Premium listed on the London Stock Exchange
- GMS is a leading provider and operator of 13 advanced self-propelled, self-elevating support vessels
- Average fleet age of 14 years – and an expected useful life of 40+ years
- Offers clients significant cost & efficiency savings over alternative vessel types
- Boasts a long term, successful record of safe, reliable and efficient operations
- Over 4 decades serving blue chip clients in the oil & gas industry and more recently, serving offshore renewables
- Core current areas of operation are MENA and Western Europe
- GMS' equity book value stood at US\$ 352m (as of June 30<sup>th</sup>, 2024)
- GMS has issued warrants that allow for the subscription of 137 mn shares at a price of 5.75 pence per share; issued to the banks as part of the historical restructuring. As of June 30<sup>th</sup>, 53.5 million shares were issued, and the balance of 83.5 m await remaining warrants yet to be exercised. Warrants will expire on June 30, 2025.

## Key Highlights

Sept 12, 24 Backlog of  
**US\$ 464.8m =**  
**3x 2023A Revenue**

**US\$ 47.7m |**  
**59%**  
*Adjusted EBITDA (2024  
H1) | Margin %*

**2.62x**  
*Net Debt / EBITDA  
(June 30, 2024)  
(Down from 8.1x to  
2.6x; from '20A to '24  
H1 A)*

## Asset Class Overview

### Large Class (E Class)



**4 Units**  
**Avg age: 11 years**  
**Max Water Depth: 65-80m**

### Mid-Size Class (S Class)



**3 Units**  
**Avg Age: 9 years**  
**Max Water depth: 55m**

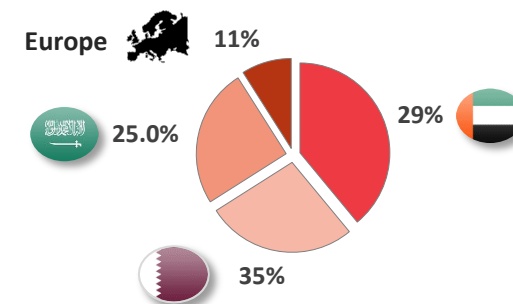
### Small Class (K Class)



**6 Units**  
**Avg age: 18 years**  
**Max Water depth: 45-55m**

*Premium fleet, with the flexibility to secure higher utilisation and client demand*

## Geographic Exposure | 2024 H1A Revenue Breakdown



# Key Investment Highlights

Who are GMS?

**GMS**

1

A leading provider of self-propelled, self-elevating support vessels serving the offshore oil, gas and renewables industries, currently operating in both the Arabian Gulf and the North Sea

2

Owns and manages 13 vessels, wherein all work-related risks are assumed / mitigated by clients. Regularly chartering the 13 owned vessels on long term contracts

3

Boasts long-standing client relationships with leading national & international oil companies, European power companies, as well as major EPC contractors

4

Commercially agreed with banks the refinancing of its debt for the next five year.

5

Ideally positioned for a recovering O&G Market in the Arabian Gulf and a significant upswing in the wind market

6

Demonstrable commitment to implementing the highest standards of ESG practices

7

Benefits from a balanced geographic distribution of revenues and clients

8

Successfully deleveraged by reducing debt to normal levels

9

Led by a highly experienced management team with a strong track-record in the Offshore Energy Sector

# Explaining the GMS Model



## Core areas of operation

- NOC based opex, including well and platform maintenance and enhanced oil Recovery – c.50-70% of revenue
- EPC led capex, including new development construction and commissioning (Greenfield) and major upgrades of existing infrastructure (Brownfield)
- Windfarm installation, maintenance and repair



## Contract durations vary depending on client and workscope

- NOC c. 3-5 years charters, EPC c. 3 -24 months charters, renewable c. 6-year charters



## Vessels chartered on a time basis

- Daily charter rate payable
- Operation and vessel maintenance remain with GMS
- Project execution risk remains with client
- Minimal exposure to liquidated damage risk

# Historical Financial Information



US\$m	2015	2016	2017	2018	2019	2020	2021	2022	2023	24 H1
Average Utilisation	98.00%	70.00%	61.00%	69.00%	69.00%	81.00%	84.00%	88.00%	94.00%	91.00%
Average Dayrate (US '000s)	59	50	39	36	30	25	26	28	30	32
Revenue	219.7	179.4	112.8	123.3	108.7	102.5	115.1	133.2	151.6	80.7
Opex	61.4	52.4	39.1	48	43.3	42.3	41.2	51.2	53.4	26.2
Overhead	19.8	20.2	15.3	17.3	14.1	9.8	9.8	10.5	10.7	6.9
Adjusted EBITDA	138.5	106.8	58.4	58	51.3	50.4	64.1	71.5	87.5	47.7
Adjusted EBITDA margin	63%	60%	52%	47%	47%	49%	56%	54%	58%	59%
Net Bank Debt	304.3	362	372.8	400.5	390.1	406.2	371.3	315.8	267.3	238.5
Net Debt / EBITDA (Leverage)	2.2x	3.4x	6.4x	6.9x	7.6x	8.1x	5.8x	4.4x	3.1x	2.62x

*GMS Achieved a Successful Turnaround by Adopting a Three-pillar Approach...*



**Re-Building a Healthy Backlog Pipeline**



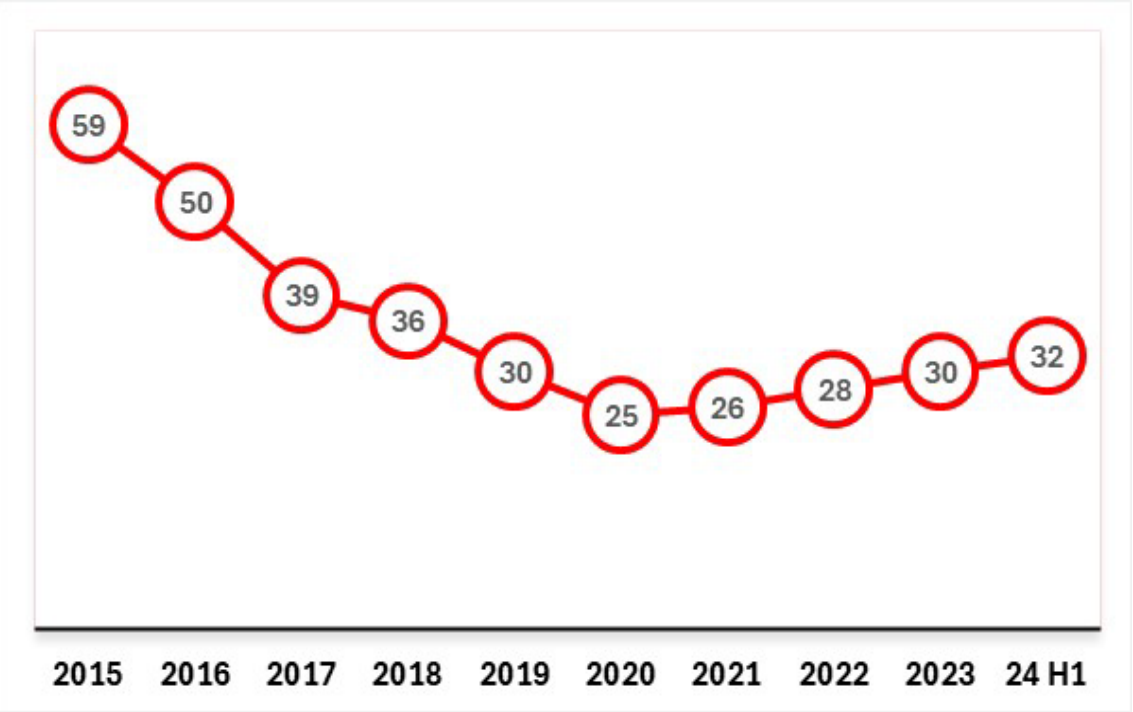
**Reduction in Operating Costs as a % of Revenue**



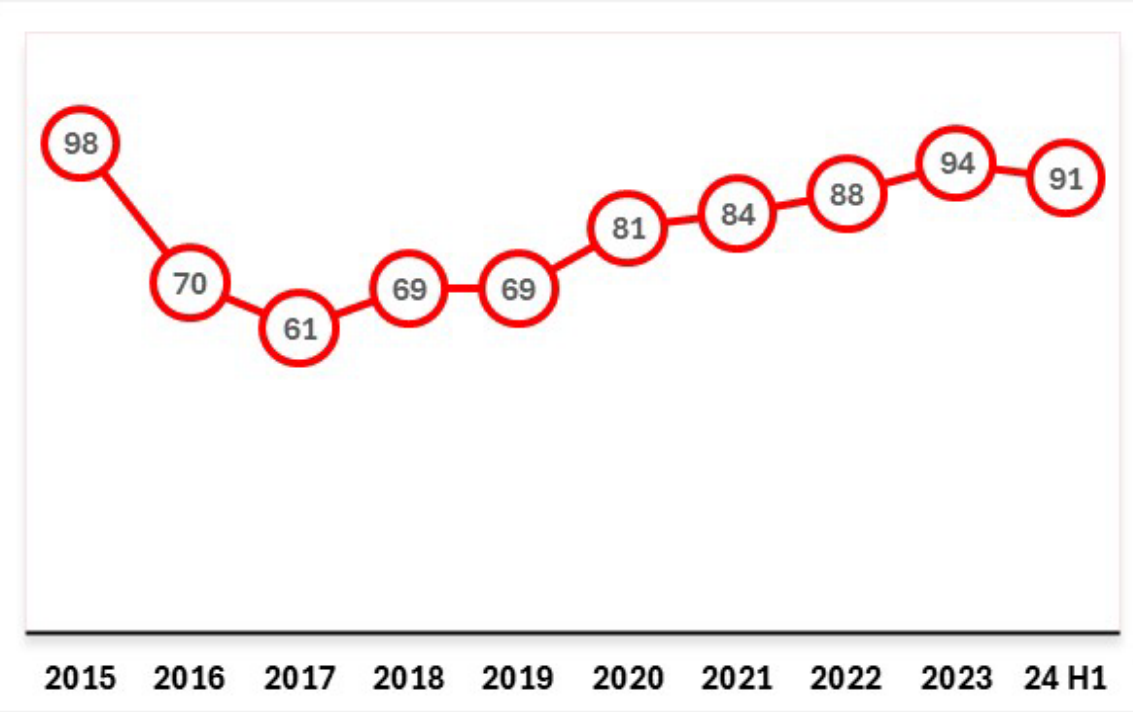
**Deleveraging via Accelerated Debt Repayment**

# Supply and Demand Dynamics are Driving a Resurgence in Dayrates and Utilisations;

Average Dayrate (USD '000s)



Utilisation %

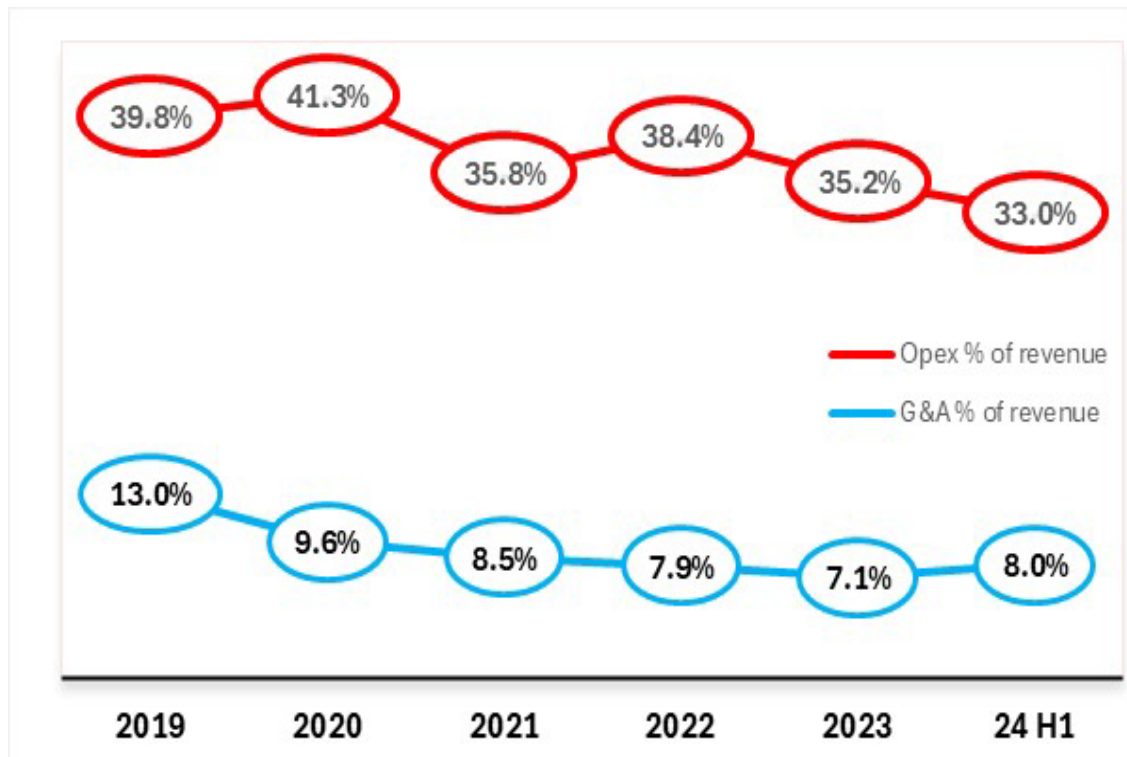


Day charter rates are still far from their 2015 peak of 59; whereas the utilization rate is back above 90%

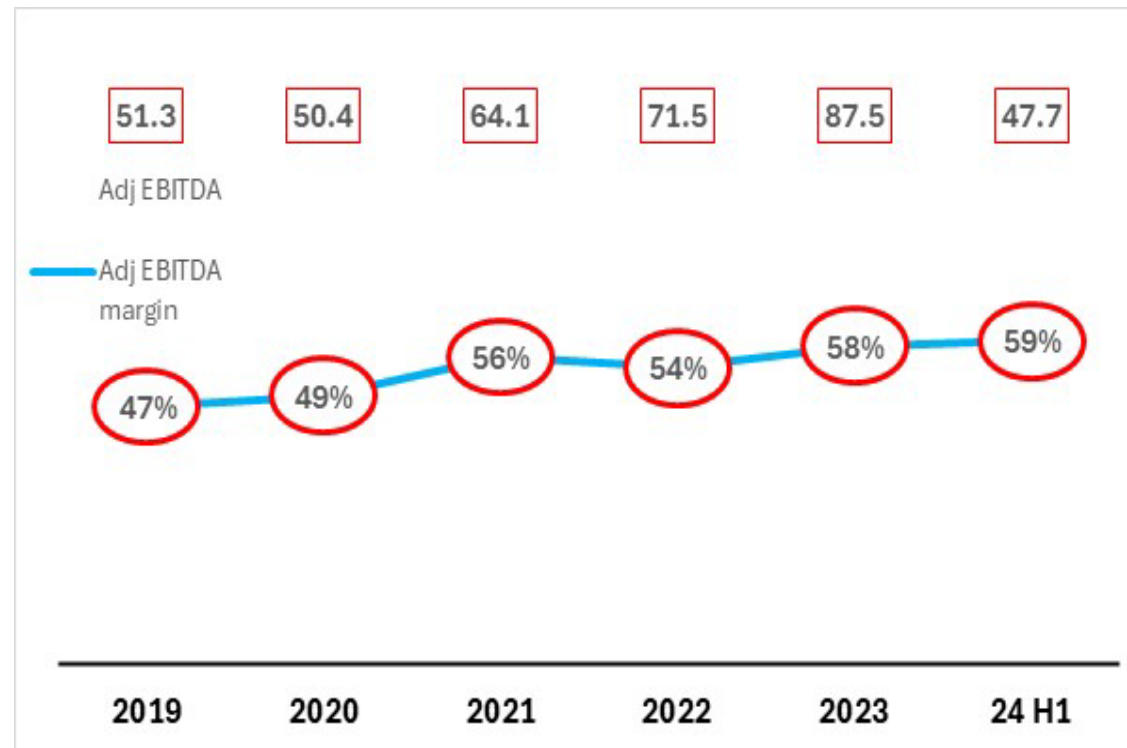


# Proven Track Record in Achieving Efficiencies and Effectively Managing Costs

Operating Costs % of Revenue (%)

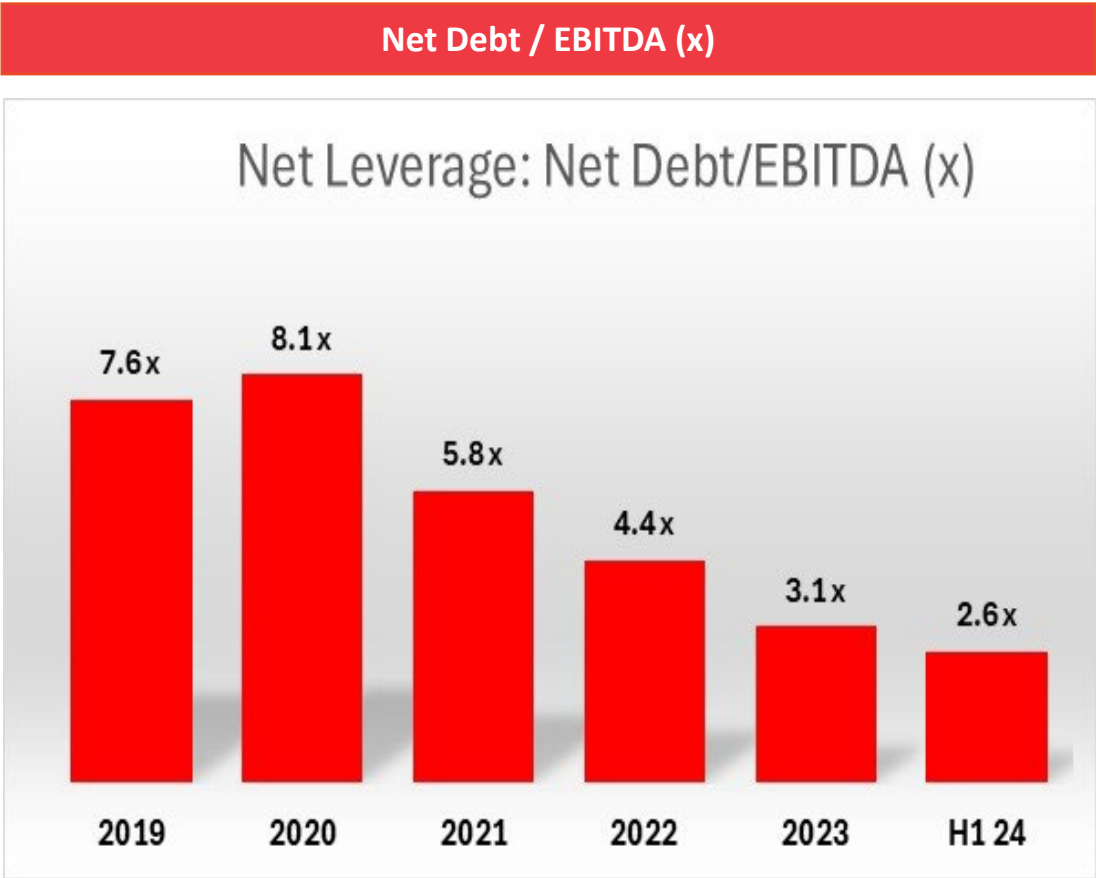
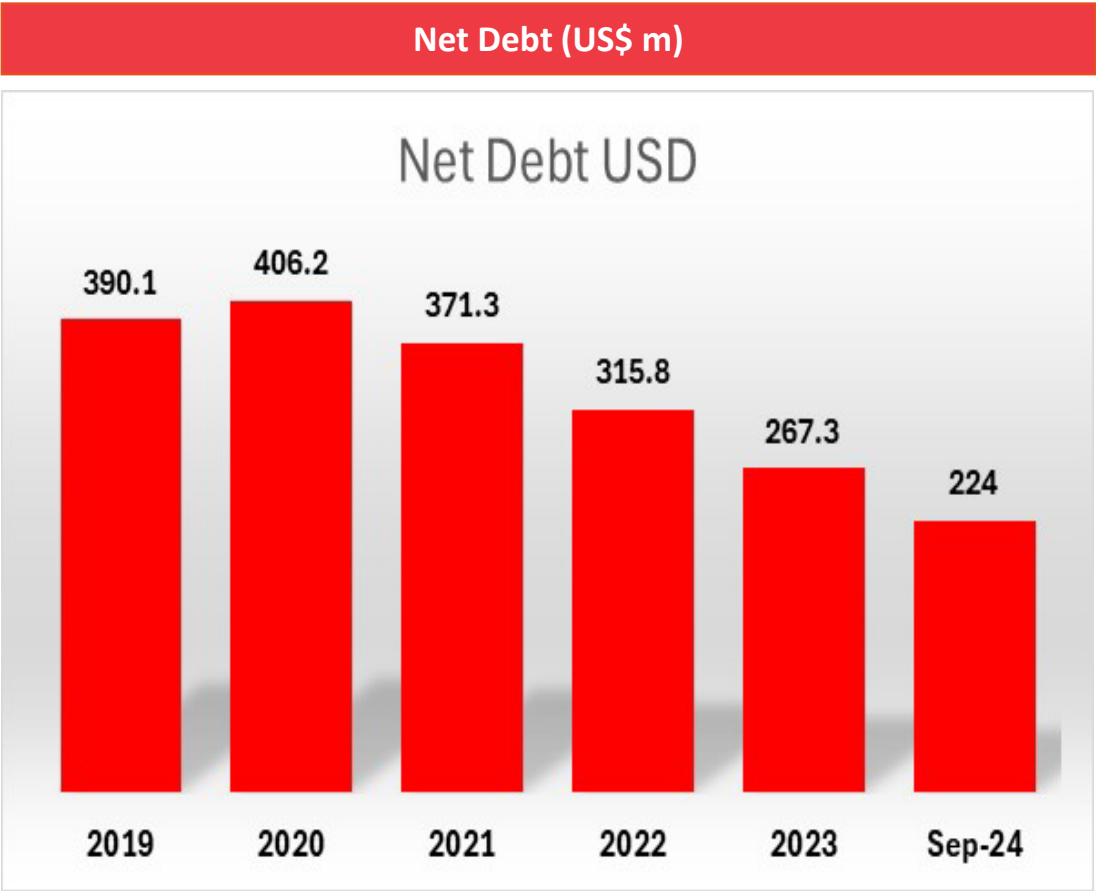


Adjusted EBITDA Margin (%)



*Management has achieved a sustained reduction in operating costs as a % of revenue, thus improving margins and overall profitability*

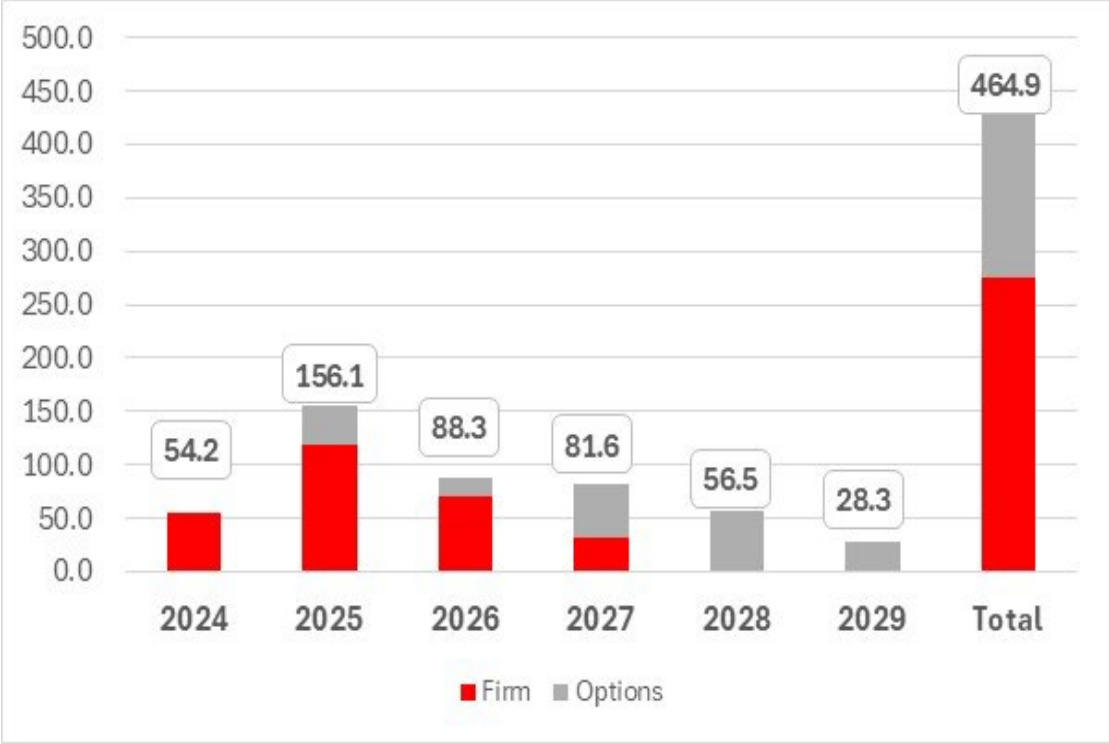
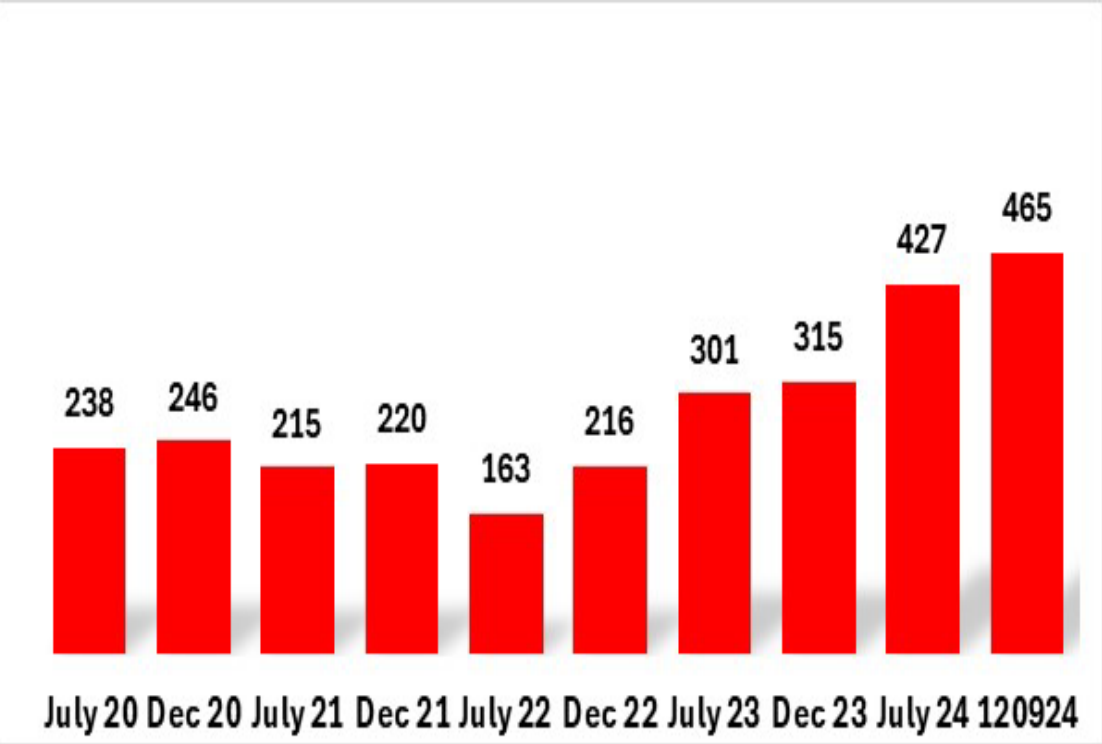
# Successful Deleveraging via Debt Repayment Acceleration



*The sustained deleveraging has enhanced overall balance sheet health and transferred value from lenders to equity holders; providing management with flexibility to pursue growth opportunities or distribute dividends*

# A Successful Turnaround Driven by Re-building a Healthy Backlog Pipeline

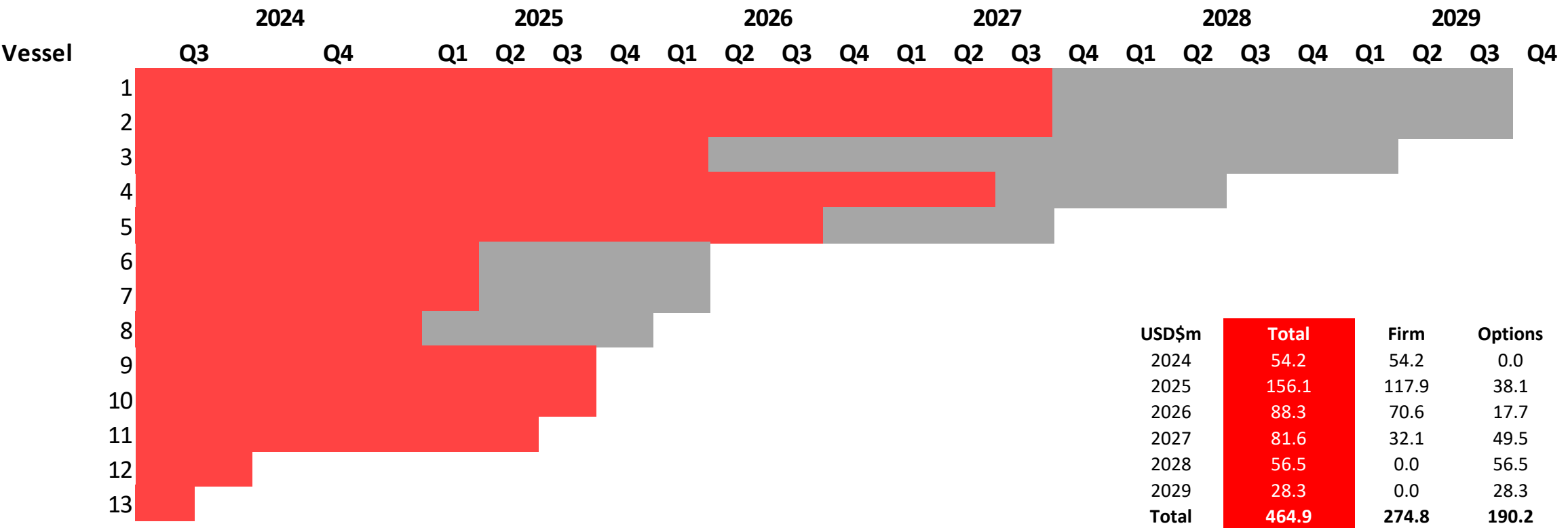
Evolution of Backlog (US\$ m) and split per year



*Backlog in 2024 maintaining a position at c. 3x 2023A revenue (ensuring clear visibility on revenues through the next three years)*

# Backlog: secured future revenue as of Sept 12nd, 2024

Contract Coverage By Asset



USD\$m	Total	Firm	Options
2024	54.2	54.2	0.0
2025	156.1	117.9	38.1
2026	88.3	70.6	17.7
2027	81.6	32.1	49.5
2028	56.5	0.0	56.5
2029	28.3	0.0	28.3
Total	464.9	274.8	190.2

Firm Options

# The Way Ahead

## 2024 Outlook

- Positive outlook continues for 2024; backlog reached a high of US\$459m = c. 3x 2023A revenue (ensuring clear visibility on revenues through the next three years)
- EBITDA Guidance for 2024 at US\$95m to US\$100m
- Dayrates on recent awards are improving and likely to continue, driven by improved supply and demand dynamics
- Deleveraging journey to continue. We expect to reach a net leverage ratio in the range of 2.3 to 2.4:1 by year-end
- Improved operational performance and outlook supports the ongoing transfer of value from lenders to equity holders



## Our Plan

- Continue to take actions to promote creating value for shareholders
- Completing the documentation for the new debt facility, expected to be completed mid Q4.
- Continue to deleverage, thereby transferring value from lenders to equity holders
- Explore growth avenues given the strong market backdrop and the significant shortage in assets by the end of 2024/25

The background of the slide is a dark, high-contrast photograph of an offshore oil rig. The rig's complex lattice structure, including several tall derrick masts and a large crane, is silhouetted against a lighter, textured background of the sea and sky. The overall tone is industrial and somber.

# Appendices

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# Fleet Overview

## Key Specifications of the Entire GMS Fleet

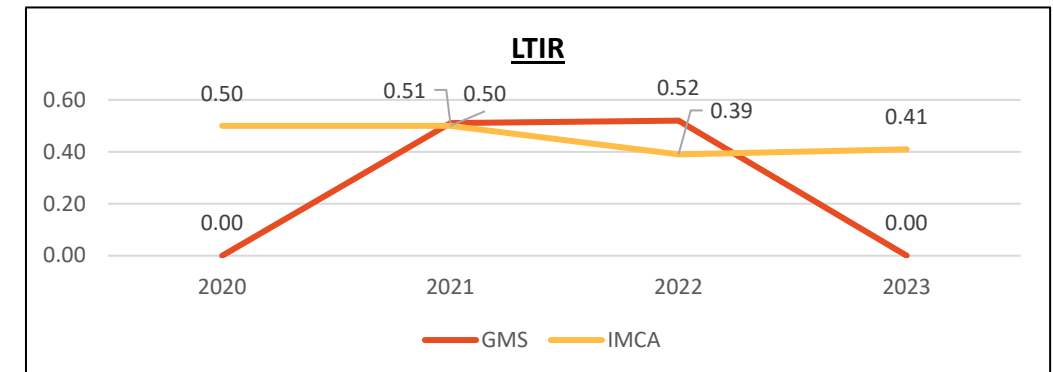
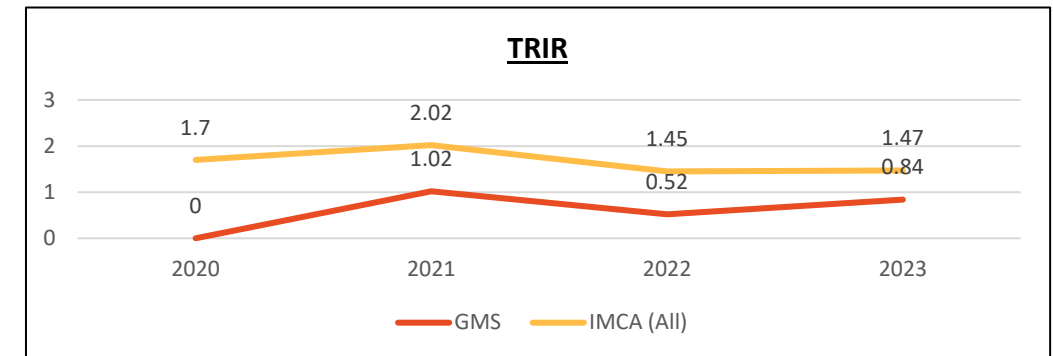
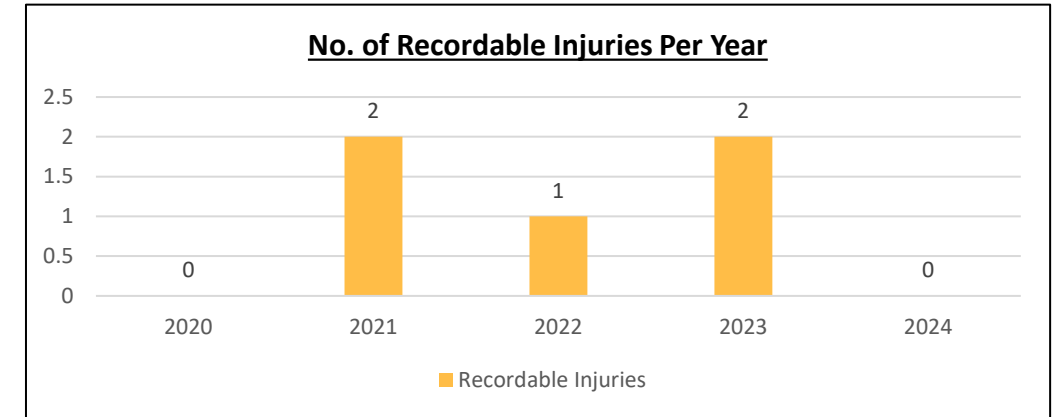
Name of Vessel	Propulsion	Standard POB	Leg Length	Variable Load (VDL) Elevated / Jacking	Deck Area	Main Crane Capacity
Kamikaze	Self Propelled	150	67.9	750t	650 m <sup>2</sup>	36t
Kawawa	Self Propelled	150	67.9	750t	650 m <sup>2</sup>	45t
Kikuya	Self Propelled	150	67.9	750t	650 m <sup>2</sup>	45t
Kudeta	Self Propelled	150	67.9	750t	650 m <sup>2</sup>	45t
Keloa	Self Propelled	150	67.9	750t	650 m <sup>2</sup>	45t
Pepper	Self Propelled	150	76.9	900t	800 m <sup>2</sup>	75t
Shamal	DP2 Self Propelled	150	75	1,500t / 950t	800 m <sup>2</sup>	150t
Scirocco	DP2 Self Propelled	150	75	1,500t / 950t	800 m <sup>2</sup>	150t
Sharqi	DP2 Self Propelled	150	75	1,500t / 950t	800 m <sup>2</sup>	150t
Endurance	DP2 Self Propelled	210	94.2	2,200t / 1,800t	1,035 m <sup>2</sup>	300t
Endeavour	DP2 Self Propelled	150	94.2	2,200t / 1,800t	1,015 m <sup>2</sup>	230t
Enterprise	DP2 Self Propelled	194	104	2,200t / 1,800t	1,035 m <sup>2</sup>	400t
Evolution	DP2 Self Propelled	150	104	2,200t / 1,800t	1,035 m <sup>2</sup>	200t

## Comparative Vessel Capabilities

Description of Capabilities	GMS Fleet	Jackup Drilling Rigs	Semi-sub / Construction Vessels	Accommodation Rigs
Construction & Maintenance				
Construction & Installation Support	✓	✗	✓	✗
Maintenance Support	✓	✗	✓	✗
Diving Support	✓	✓	✗	✗
Accommodation	✓	✗	✓	✓
Remove / Decommission Topside Modules	✓	✗	✓	✗
Well Servicing & EOR				
Coiled Tubing	✓	✓	✗	✗
Wireline	✓	✓	✗	✗
Well workover	✓	✓	✗	✗
Well testing / Early Production	✓	✓	✗	✗
Wind				
Installation	✓	✗	✓	✗
Maintenance & Repair	✓	✗	✓	✗

# Safety Record

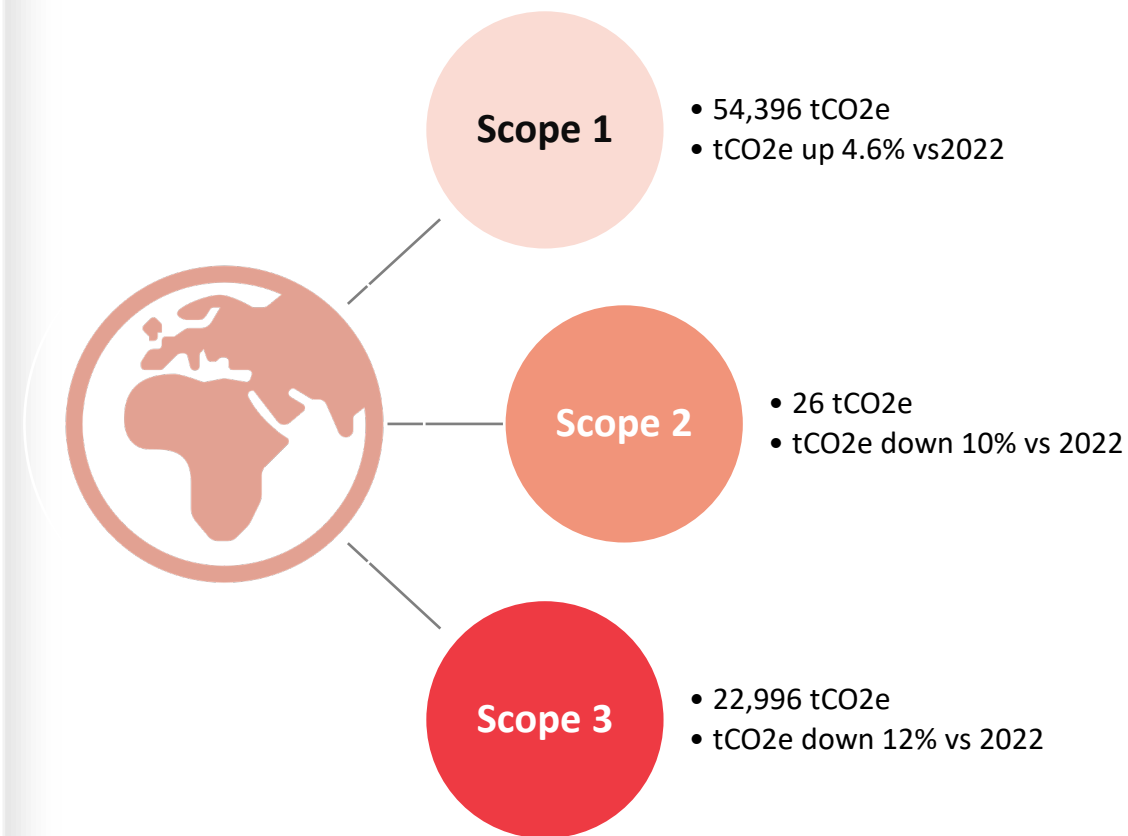
- No recordable injuries in 2024. Recordable injuries include Loss time injuries (LTI), Restricted Work Cases (RWC) and Medical Treatment Cases (MTC).
- Our LTIR and TRIR trend in the last five years continue to maintain a downward trajectory.
- GMS has never been fined by a regulator or suffered a work-related fatality.
- We have not had any serious incident or environmental incidents.
- We continue investing in training for our employees especially those involved in high-risk activities.
- GMS is fully accredited to ISO 9001, 14001 and 45001 and all our vessels are ISM and ISPS compliant





# Environmental Performance

- GMS has implemented several measures to reduce emissions over the last 5 years. Some of those measures are:
  - ✓ Switching refrigerants to lower emission ones
  - ✓ Sequestering some of our CO2 emissions via tree planting
  - ✓ Reducing plastic water bottle usage offshore by installing Air-to-water machines
- We are fully compliant with the requirements of the Task Force for Climate Related Disclosures.
- We have been graded “C” by CDP (Carbon disclosure project) which means we are located in the Awareness band.
- We are also exploring other environmental initiatives such as:
  - Using alternative fuels or refrigerants or additives to improve fuel efficiency
  - Improve data accuracy by collecting emissions data from our major suppliers
  - Choosing freight transport via cargo ship over cargo plane every time is possible



# Global SESV Footprint

GMS's core geographies of the Middle East and Western Europe are the largest SESV markets in the world

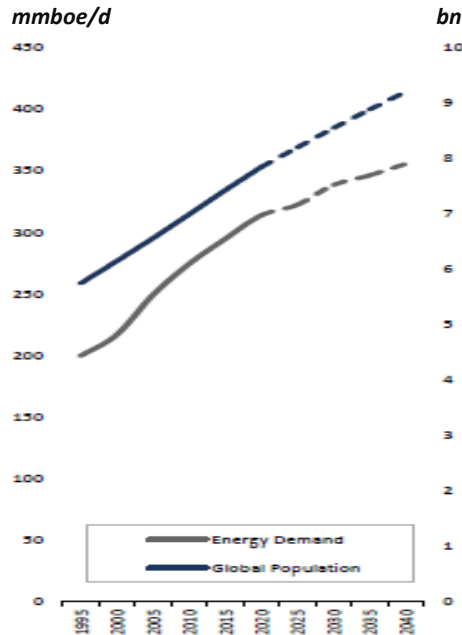
Region	SESVs	Shallow (kboepd)	Fixed Platforms	OWF Turbines	Key Highlights
Western Europe	23	3,708	761	6,488	<ul style="list-style-type: none"> <li>- Major SESV Region</li> <li>- Sizeable OG market and emerging O&amp;M OWF market</li> </ul>
Middle East	63	15,829	959	n/a	<ul style="list-style-type: none"> <li>- Largest shallow water producer</li> <li>- Production growth expected over the next decade</li> </ul>
North America	51	703	1,103	19	<ul style="list-style-type: none"> <li>- O&amp;G market serviced by a large fleet of SESVs, primarily smaller assets</li> <li>- Jones Act likely to limit opportunity for foreign vessels in OWF market</li> </ul>
China	69	1,818	351	6,854	<ul style="list-style-type: none"> <li>- Relatively large shallow water O&amp;G market</li> <li>- Growing OWF sector</li> <li>- Preference for local vessels may limit foreign access</li> </ul>
West Africa	28	1,977	667	n/a	<ul style="list-style-type: none"> <li>- Significant volumes of shallow water O&amp;G infrastructure</li> <li>- Sizeable fleet of smaller assets</li> </ul>
Rest of Asia & AUAS	11	5,856	2,158	689	<ul style="list-style-type: none"> <li>- Large shallow water O&amp;G market</li> <li>- Numerous domestic contractors</li> <li>- Fledging OWF markets in Vietnam, Japan and South Korea</li> </ul>
Taiwan	4	n/a	n/a	211	<ul style="list-style-type: none"> <li>- No upstream oil and gas industry</li> <li>- Though burgeoning and rapidly expanding</li> <li>- OWF sector provides key opportunity for SESV contractors</li> </ul>
Global	249	35,096	7,300+	14,261	

Source: Westwood Analysis, 2024. Notes: (1) Figures as of Q4 2023; (2) Shallow water refers to 0-250m WD; (3) Global SESV includes only active / total self-propelled jack up barges and WTIVs; (4) Global SESV omits those lacking AIS positioning over an extended duration, predominantly in the USA

# Offshore Energy Investment Outlook

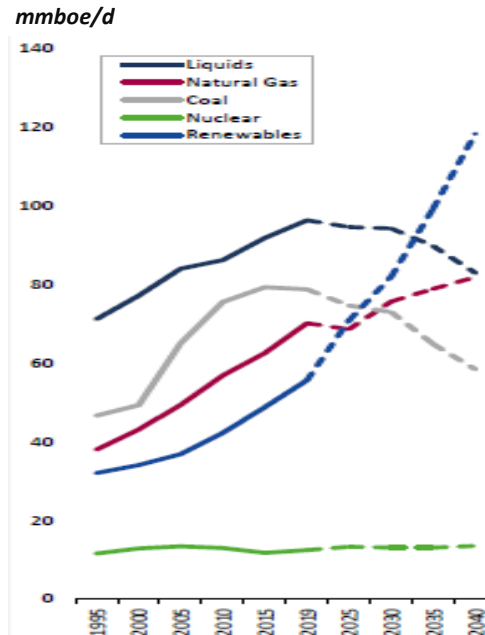
Investment in offshore energy projects is expected to increase significantly over the next five years, driven by a combination of a resurgent oil & gas sector as well as the rapidly growing offshore wind industry

## Global Energy Demand & Population Outlook



*Demand for Oil, Gas and Renewables based energy set to grow*

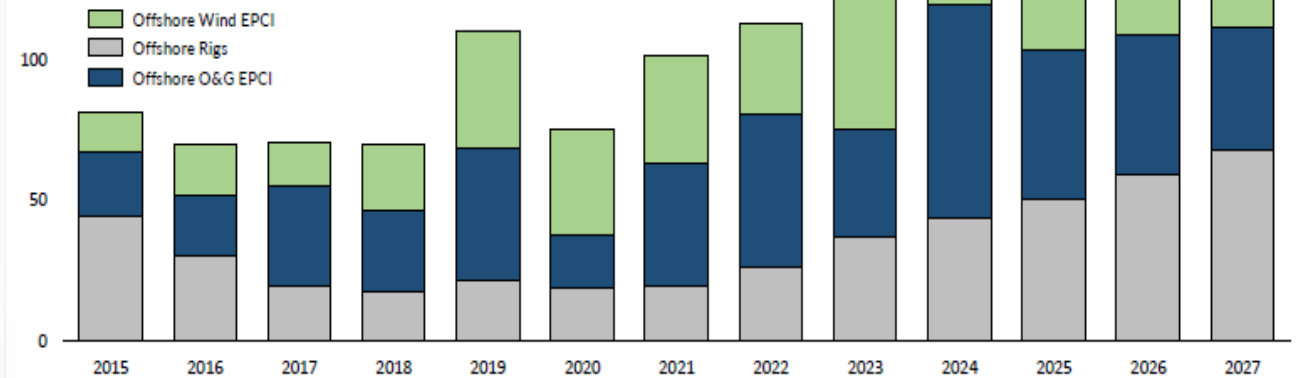
## Global Energy Demand by Fuel



## Global Offshore Energy Investment Outlook (US\$ bn)

US\$ bn

- Over the past several years (and accelerated by the global COVID pandemic), an increasing focus on the energy transition has seen a significant ramping up of investment in new offshore wind farms across the world. In 2020, collapsing oil prices and generally negative industry sentiment saw EPC investment related to offshore wind outpace oil & gas for the first time.
- Offshore oil & gas investment bounced back in 2021 and have seen a significant uptick again in 2022. Whilst offshore drilling activities have seen unprecedented growth in 2023, offshore EPC spend closed at \$38.3bn amidst limited contracting activities in 4Q 2023. Top spending regions for 2023 are the Middle East and Latin America. Beyond 2024 it is likely that the offshore wind industry investment will generally exceed that of oil & gas for the foreseeable future accounting for c.45% of total offshore energy spending over the 2024-27 period.
- This surge in investment is creating significant opportunity for conventional oil & gas contractors given the substantial overlap in products and services as well as allowing them to diversify their backlogs and pivot their business model towards investor friendly renewable energy projects.

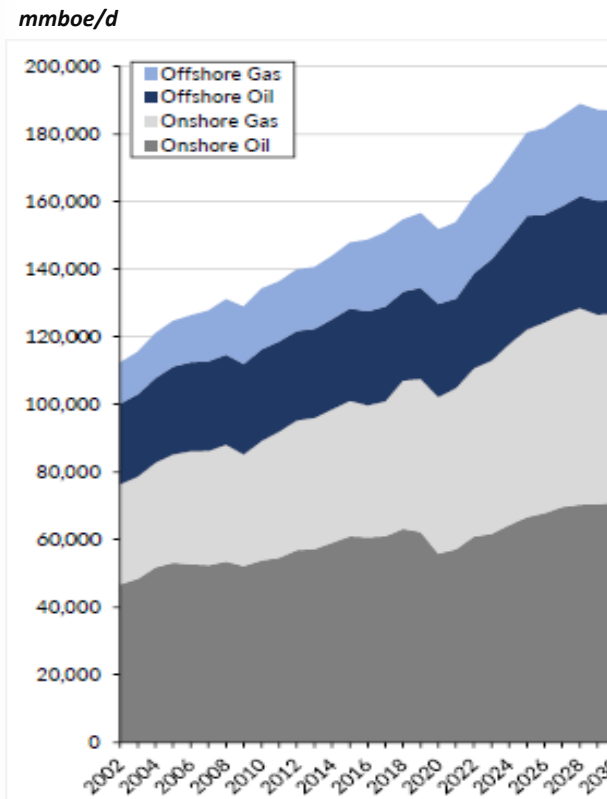


# Offshore O&G Production is Expected to Increase Significantly Over the Next Decade, Driven by a 29% Increase in Middle Eastern Production

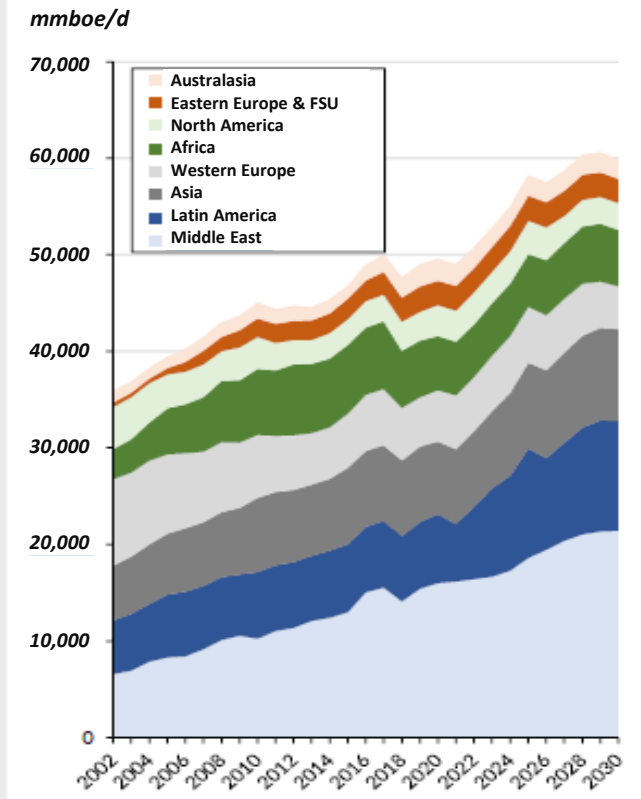
## Global Energy Demand & Population Outlook

- WGE estimates global O&G production at 165.7 mmboe in 2023 – primarily driven by onshore O&G which accounts for 68%. Over the 2023-30 forecast period, global production is expected to grow by a further 26%, translating into a CAGR of 3%
- Offshore O&G will continue to play an important role in supporting global production. WGE estimates 52.8 mmboe from offshore production in 2023 which is expected to grow by 13% to 60 mmboe in 2030
- The Middle East is expected to provide the largest incremental demand of 4.8 mmboe of offshore O&G production – growing by 29% from 16.6 to 21.4 mmboe
- The Latin American market is another key offshore producing region expected to grow by 24% from 9.1 to 11.4 mmboe over the forecast period. Growth in the region is largely supported by Brazil and Guyana which host a significant number of shallow deepwater developments

## Global Oil & Gas Production Outlook



## Offshore Oil & Gas Production by Region



## GMS and potential lenders reached an agreement to refinance

- A club of 3 lenders, 2 being current lenders.
- Five years conventional term loan in AED, with working capital facility of USD 50 million.
- Pricing at 2.5% + Eibor if net leverage is between 2x and 2.5x
- Pricing goes to 2.25% + Eibor when net leverage goes below 2x.
- Hedging of 50% of debt, for 24 months, within a year from the start of the facility. Hedging of 100% of exchange rate to USD for the full period of the loan.
- Conditions more favorable than current CTA for capex, rewarding shareholders and for supporting growth.

*Management is looking to complete the transaction documentation in the next couple of months.*

# Board of Directors



**MANSOUR AL ALAMI**

*Executive Chairman of the Board*

Mansour Al Alami joined the Board of GMS in November 2020. His career spans over forty years in the MENA region and includes experience in the oil, gas & energy sector, construction, IT, transportation, finance and investment. He served fifteen years in various roles in ADCO, now ADNOC Onshore (the leading onshore producer within ADNOC Group) in the areas of drilling and production for upstream onshore operations, later becoming Head of Control & Planning. Mr Al Alami has served also in senior management positions in other companies including Reda Pump Libya, Al Bawardi Enterprises and EMDAD. He sits on the boards and committees of several Amman Stock Exchange listed companies.



**LORD ST JOHN OF BLETSO**

*Senior Independent Non-Executive Director*

Anthony St John is a cross bench peer in the House of Lords. As a practicing lawyer by training, with his LLM in Maritime Law, he worked for Shell (South Africa) and then as an oil analyst and in specialist sales for several institutions in the City of London. Through his subsequent career he has held a number of executive and advisory roles in high growth companies. Anthony is currently Non-Executive Chairman of Integrated Diagnostics Holdings, and a Non-Executive Director of Yellow Cake PLC and Smithson Investment Trust PLC. He is also a Trustee of a number of charities, with a strong focus on education and wildlife conservation, and was formerly a director of Albion Enterprise VCT PLC.



**JYRKI KOSKELO**

*Independent Non-Executive Director*

Jyrki Koskelo joined the Board of GMS in February 2021. He currently serves as a Board member of, Africa Agriculture and Trade Investment Fund (Luxembourg) and, EXPO Bank (the Czech Republic, part of the Expobank Group) as well as a member of the Supervisory Board of FIBank (Bulgaria) and Chairman of Invest Solar (an investment vehicle focused on Botswana). He held various senior positions (between 1987 to 2011) within the Washington based International Finance Corporation (part of the World Bank Group and the largest global development institution focused on the private sector in developing countries).

## Board of Directors (Cont'd)



**CHARBEL EL KHOURY**

*Non-Executive Director*

Charbel El Khoury joined the Board of GMS in August 2021. He is Group CEO of Mazrui International LLC ('Mazrui International'), a UAE based diversified investment company. Mazrui International is a company affiliated with Mazrui Investments LLC, a significant shareholder in GMS. Mr El Khoury started his career in prominent legal practices in Lebanon and the UAE. He holds a number of board positions across international organisations in which Mazrui International has invested. He has a Bachelor's degree in International Law and Legal Studies, and a Master's degree in Private Law, both from Sagesse University. In 2021, he also successfully completed the Harvard Business School executive education program.



**HAIFA AL MUBARAK**

*Independent Non-Executive Director*

Ms Al Mubarak joined the Board of GMS in October 2023. Ms Al Mubarak is the CEO and Founder of Know How for Management Consulting, an organisation that specializes in delivering key learning initiatives for blue-chip clients across the region, helping them create a platform for developing the managers and leaders of tomorrow, through data-driven strategies. She brings over 40 years' experience in the oil & gas sector and other related industries, having started her career at Abu Dhabi Company for Offshore Oil Operations in 1980 before subsequently joining Abu Dhabi Marine Operating Company. Ms Al Mubarak holds a BA in Psychology from the University of Denver, U.S.A, and is a certified practitioner for NLP, Myers-Briggs EQ-I 2.0 and EQ 360, as well as being a Psychometric Assessor.