

### Investor Presentation October 2024

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### Presenting Team

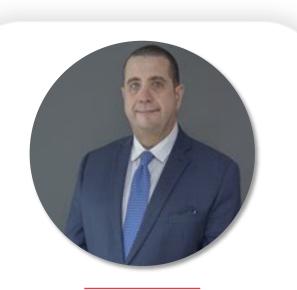


**MANSOUR AL ALAMI** Executive Chairman of the Board

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



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 HighlightsSept 30, 24 Backlog of<br/>US\$ 465.5m =<br/>3x 2023A RevenueUS\$ 76.1m |<br/>60%<br/>60%<br/>Adjusted EBITDA (2024<br/>Q3) | Margin %2.3x<br/>Net Debt / EBITDA<br/>(June 30, 2024)<br/>(Down from 8.1x to<br/>2.6x; from '20A to '24

H1 A)

#### **Asset Class Overview**

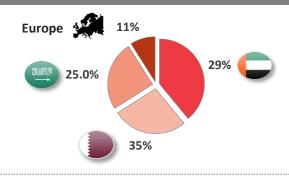


4 Units Avg age: 11 years Max Water Depth: 65-80m 3 Units Avg Age: 9 years Max Water depth: 55m

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

	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
GMS?	4	Commercially agreed with banks the refinancing of its debt for the next five year.
are	5	Ideally positioned for a recovering O&G Market in the Arabian Gulf and a significant upswing in the wind market
Who	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

GMS

### Explaining the GMS Model

Core areas of operation

Q-0

- 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



 $\square$ 

 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**

	Previous management and board							New management and board		
US\$m	2015	2016	2017	2018	2019	2020	2021	2022	2023	24 Q3
Average Utilisation	98. <mark>00</mark> %	70.00%	61. <mark>00</mark> %	69. <b>0</b> 0%	<mark>69.00%</mark>	81.00%	84.00%	88.00%	94.00%	92.00%
Average Dayrate (US '000s)	59	50	39	36	30	25	26	28	30	.32.8
Revenue	219.7	179.4	112.8	123.3	108.7	102.5	115.1	133.2	151.6	126.1
Opex	<mark>61.</mark> 4	52.4	39.1	48	43.3	42.3	41.2	51.2	53.4	40.0
Overhead	19.8	20.2	15.3	17.3	<u>14.1</u>	9.8	9.8	10.5	10.7	9.99
Adjusted EBITDA	138.5	106.8	58.4	58	51.3	50.4	64.1	71.5	87.5	76.1
Adjusted EBITDA margin	63%	60%	52%	47%	47%	49%	56%	54%	58%	60%
Net Bank Debt Net Debt / EBITDA	304.3	362	372.8	400.5	390.1	<b>406.2</b>	371.3	315.8	267.3	221
(Leverage)	2.2x	3.4x	6.4x	6.9x	7.6x	8.1x	5.8x	4.4x	3.1x	2.3x

Three-pillar Approach...

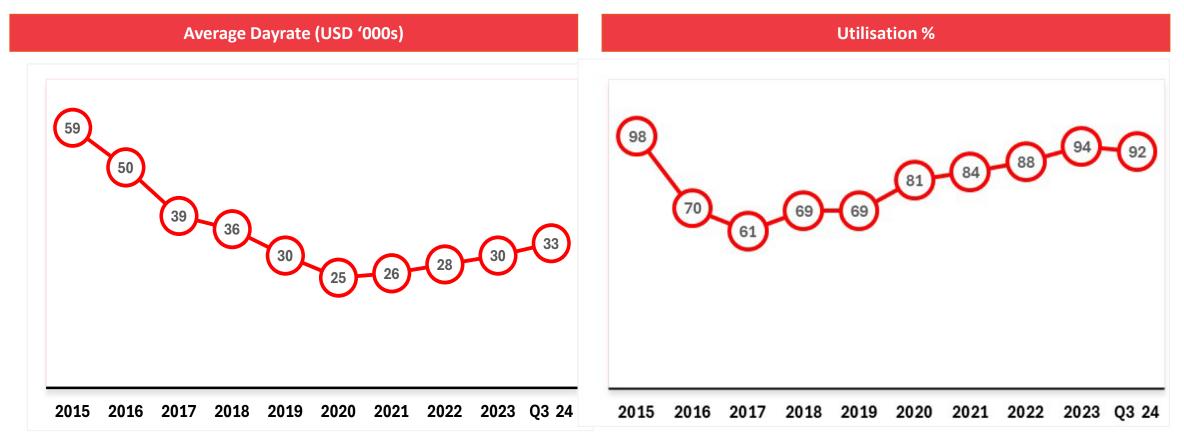
Backlog Pipeline

Costs as a % of Revenue

Repayment



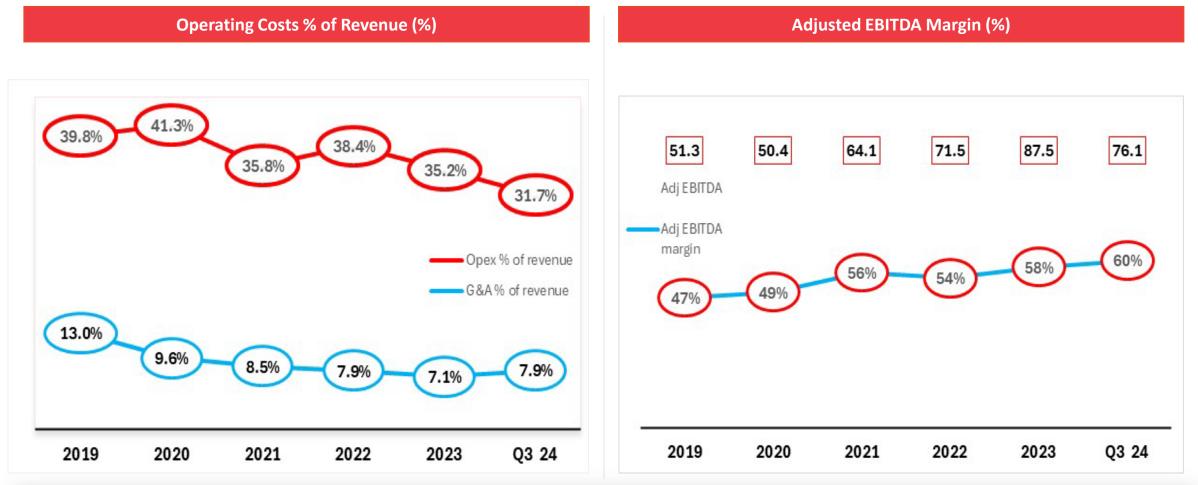
# Supply and Demand Dynamics are Driving a Resurgence in Dayrates and Utilisations;



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



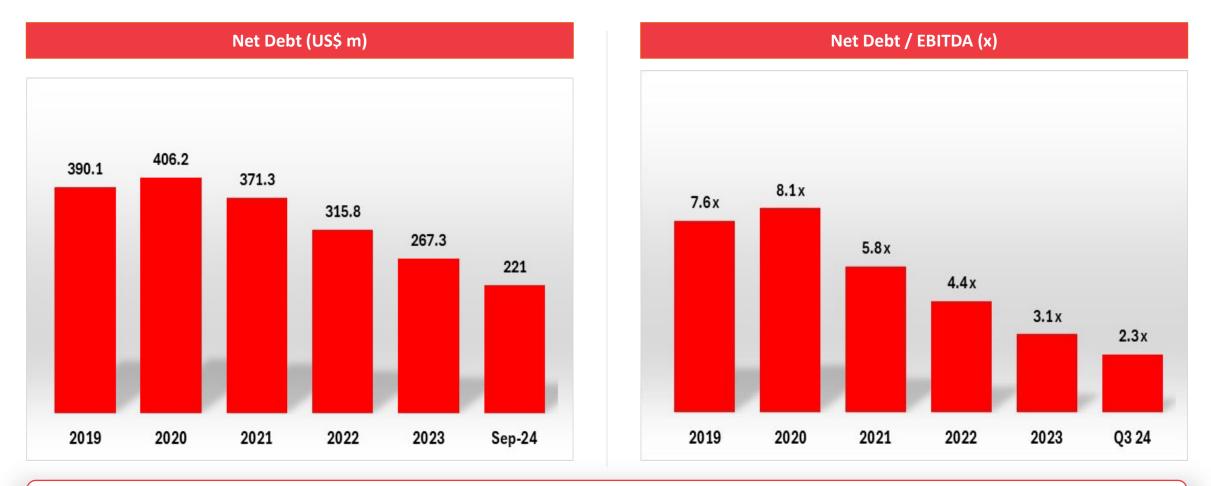
## Proven Track Record in Achieving Efficiencies and Effectively Managing Costs



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



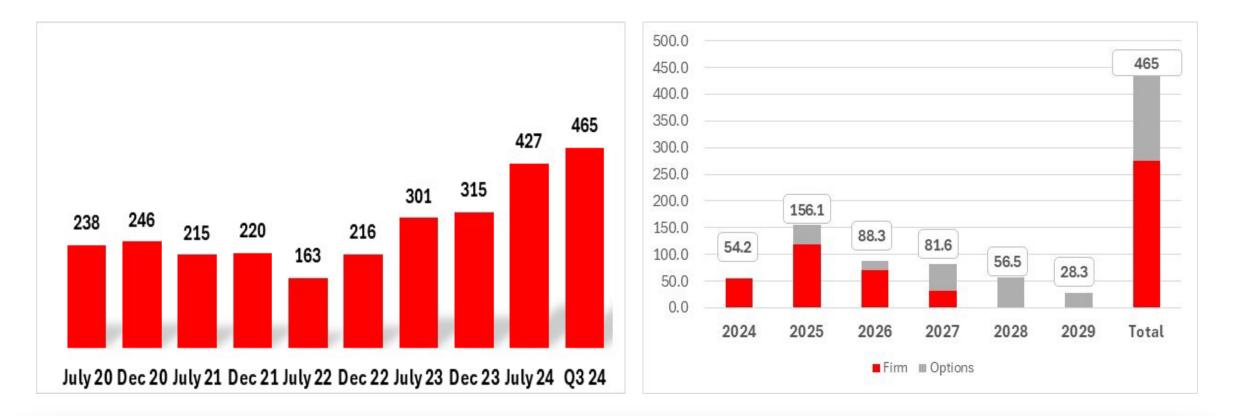
### Successful Deleveraging via Debt Repayment Acceleration



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

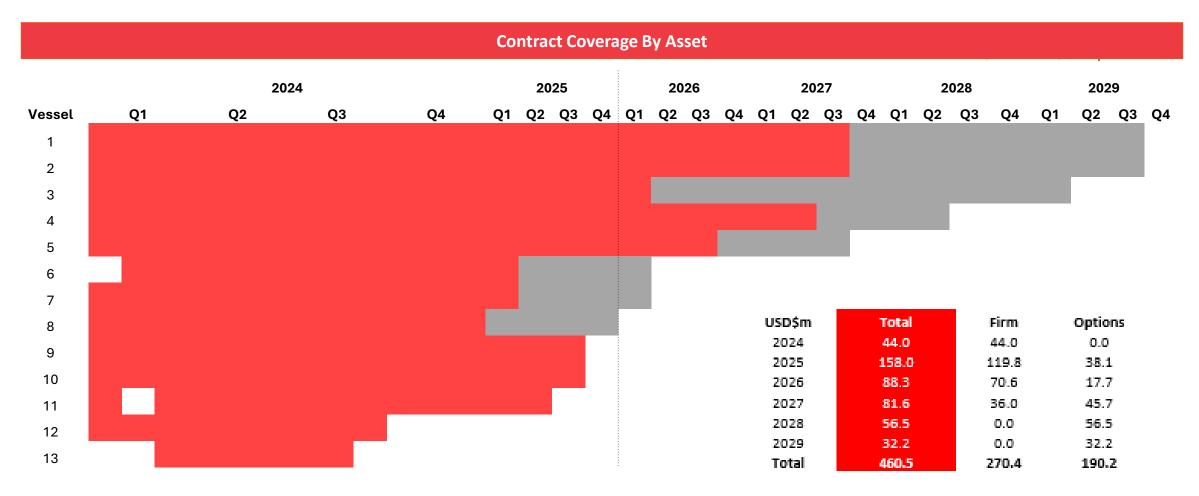
#### Evolution of Backlog (US\$ m) and split per year



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 October 1<sup>st</sup>, 2024



Firm Options



### The Way Ahead

#### 2024 Outlook

- Positive outlook continues for 2024; backlog reached US\$465m = c. 3x 2023A revenue (ensuring clear visibility on revenues through the next three years)
- EBITDA Guidance for 2024 at US\$96m to US\$101m
- 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 2.2 to 2.3:1 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



### Appendices

### Fleet Overview

#### Key Specifications of the Entire GMS Fleet

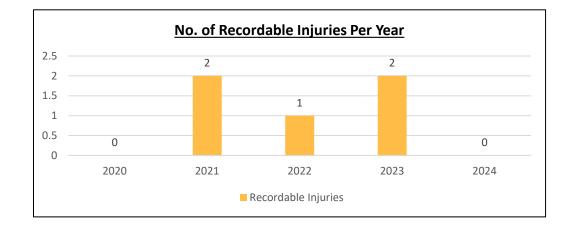
Name of Vessel	Propulsion	Standard POB	Leg Length	Variable Load (VDL) Elevated / Jacking	Deck Area	Main Crane Capacity
Kamikaze	Self Propelled	150	67.9	750t	650 m <sup>2</sup>	36t
Kawawa	Self Propelled	150	67.9	750t	650 m <sup>2</sup>	45t
Kikuya	Self Propelled	150	67.9	750t	650 m <sup>2</sup>	45t
Kudeta	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 m²	200t

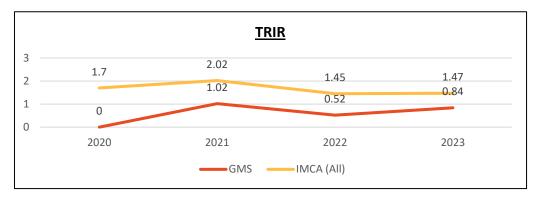
#### Comparative Vessel Capabilities

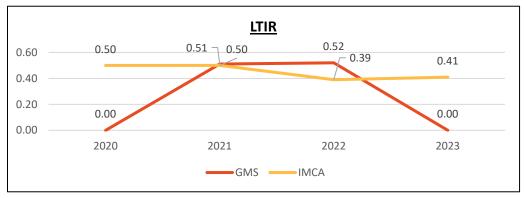
Description of Capabilities	GMS Fleet	Jackup Drilling Rigs	Semi-subs / Construction Vessels	Accomodation Rigs
Construction & Maintenance				
Construction & Installation Support	✓	×	~	×
Maintenance Support	$\checkmark$	×	✓	×
Diving Support	✓	✓	s	x
Accomodation	$\checkmark$	×	✓	$\checkmark$
Remove / Decommission Topside Modules	✓	×	✓	×
Well Servicing & EOR				
Coiled Tubing	✓	✓	x	×
Wireline	✓	✓	×	×
Well workover	$\checkmark$	$\checkmark$	×	×
Well testing / Early Production	✓	~	×	×
Wind				
Installation	~	×	✓	×
Maintenance & Repair	✓	×	$\checkmark$	×

### 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



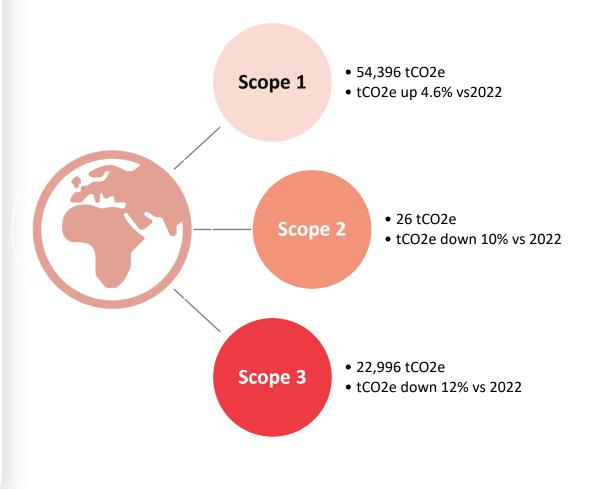




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### **Environmental Performance**

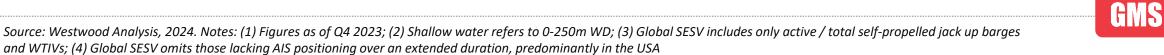
- GMS has implemented several measures to reduce emissions over the last 5 years. Some of those measures are:
  - ✓ Switching refrigerants to lower emission ones
  - ✓ Sequestering some of our CO2 emissions via tree planting
  - Reducing plastic water bottle usage offshore by installing Air-towater machines
- 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 date from our major suppliers
  - Choosing freight transport via cargo ship over cargo plane every time is possible



### Global SESV Footprint

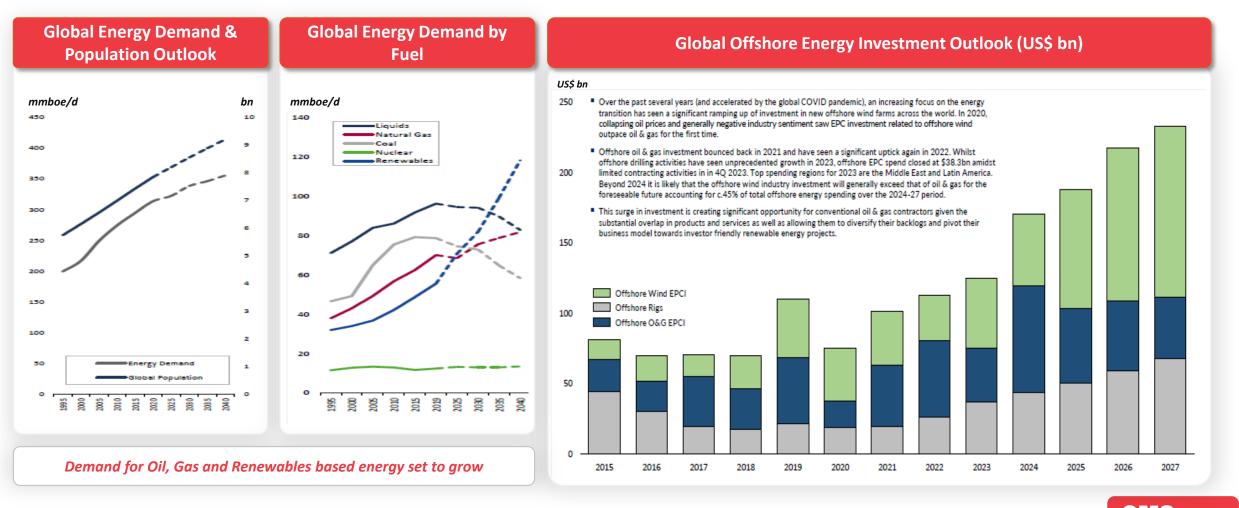
GMS's core geographies of the Middle East and Western Europe are the largest SESV markets in the world

Region	SESVs	Shallow (kboepd)	Fixed Platforms	OWF Turbines	Key Highlights
Western Europe	23	3,708	761	6,488	<ul> <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> <li>Largest shallow water producer</li> <li>Production growth expected over the next decade</li> </ul>
North America	51	703	1,103	19	<ul> <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> <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> <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> <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> <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	



### Offshore Energy Investment Outlook

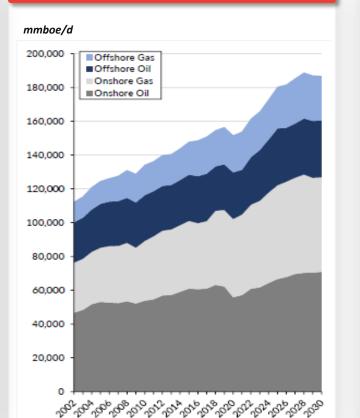
Investment in offshore energy projects is expected to increase significantly over the next five years, driven by a combination of a resurgent oil & gas sector as well as the rapidly growing offshore wind industry



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

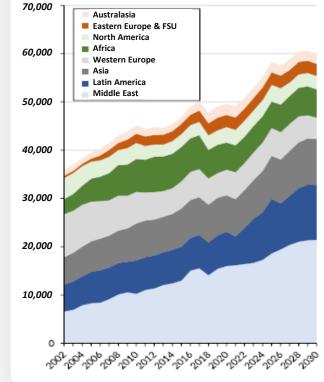
#### Global Energy Demand & Population Outlook

- 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.

