



## First Quarter 2022 Earnings Presentation

28 April 2022

CEO Stuart Fitzgerald | CFO Mark Hodgkinson

# Forward looking statements

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Forward-Looking Statements: This announcement may contain 'forward-looking statements'. These statements relate to our current expectations, beliefs, intentions, assumptions or strategies regarding the future and are subject to known and unknown risks that could cause actual results, performance or events to differ materially from those expressed or implied in these statements. Forward-looking statements may be identified by the use of words such as 'anticipate', 'believe', 'estimate', 'expect', 'future', 'goal', 'intend', 'likely', 'may', 'plan', 'project', 'seek', 'should', 'strategy', 'will', and similar expressions. The principal risks which could affect future operations of the Group are described in the 'Risk' section of the Group's Annual Report. Factors that may cause actual and future results and trends to differ materially from our forward-looking statements include (but are not limited to): (i) our ability to deliver fixed price projects in accordance with client expectations and within the parameters of our bids, and to avoid cost overruns; (ii) our ability to collect receivables, negotiate variation orders and collect the related revenue; (iii) our ability to recover costs on significant projects; (iv) unanticipated delays or cancellation of projects included in our backlog; (v) competition and price fluctuations in the markets and businesses in which we operate; (vi) the loss of, or deterioration in our relationship with, any significant clients; (vii) the outcome of legal proceedings or governmental inquiries; (viii) uncertainties inherent in operating internationally, including economic, political and social instability, boycotts or embargoes, labour unrest, changes in foreign governmental regulations, corruption and currency fluctuations; (ix) the effects of a pandemic or epidemic or a natural disaster; (x) changes in, or our failure to comply with, applicable laws and regulations (including regulatory measures addressing climate change); (xi) operating hazards, including spills, environmental damage, personal or property damage and business interruptions caused by adverse weather; (xii) equipment or mechanical failures, which could increase costs, impair revenue and result in penalties for failure to meet project completion requirements; (xiii) the timely delivery of vessels on order and the timely completion of ship conversion programmes; (xiv) our ability to keep pace with technological changes and the impact of potential information technology, cyber security or data security breaches; and (xv) the effectiveness of our disclosure controls and procedures and internal control over financial reporting. Many of these factors are beyond our ability to control or predict. Given these uncertainties, you should not place undue reliance on the forward-looking statements. Each forward-looking statement speaks only as of the date of this announcement. We undertake no obligation to update publicly or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

# Agenda

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1. Highlights
2. Operations update
3. Newbuilds update
4. Financial performance
5. Market outlook
6. Strategic positioning
7. Q&A



*Seaway Strashnov*

# First Quarter 2022 results

## FINANCIAL HIGHLIGHTS

- Revenue \$267 million
- Adjusted EBITDA \$14 million
- Adjusted EBITDA margin 5.4%
- Operating cash flow \$20 million
- Net debt (excluding lease liabilities) \$77 million
- Order intake \$93 million resulting in a backlog of \$1.0 billion at year end
- External Revolving Credit Facility of \$37m was repaid

## OPERATIONAL HIGHLIGHTS

- Continuation of jacket fabrication and offshore installation of foundations and cables on Seagreen
- Completed Kaskasi foundation installation
- Lower seasonal activity - fleet vessel utilisation at 65%

## STRATEGIC HIGHLIGHTS

- Continued progress on *Seaway Alfa Lift* and *Seaway Ventus* newbuild program
- MOU with Sumitomo for collaboration on submarine cable projects in Japan
- Strong bidding environment



## Seagreen project – good progress has been made to date

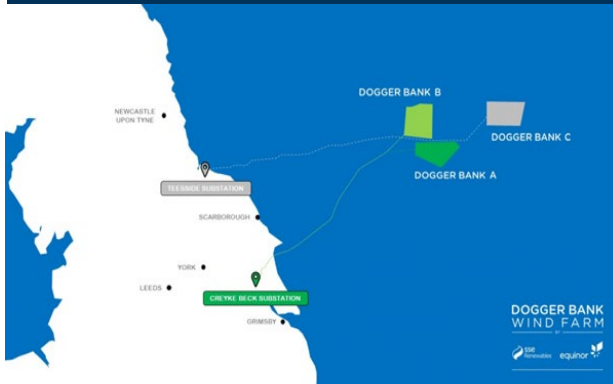
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- Fabrication at yards progressing well.
- Installation progress according to plan in Q1 2022.
- Timing for *Saipem's S7000* vessel return to work on Seagreen being evaluated, after an incident occurred while the vessel was off hire.



# Other ongoing Project Highlights

Doggerbank  
T&I foundations



Hollandse Kust Zuid  
T&I foundations and  
IAG cables



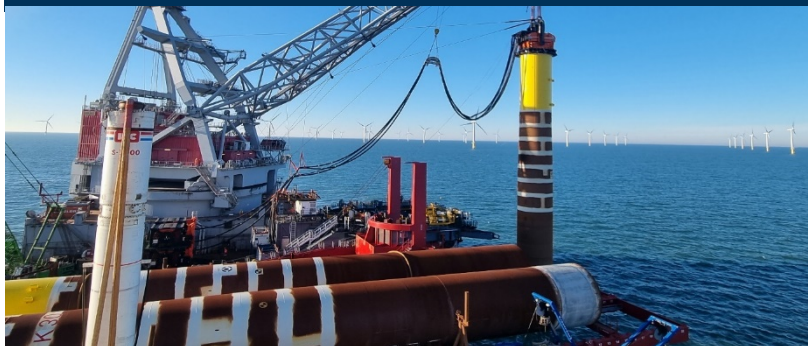
Formosa 2  
T&I foundation  
pin-piles



Taiwan Cable Lay projects  
Yunlin / CFXD / Zhong Neng



Kaskasi  
T&I foundations



Hornsea II  
T&I IAG cables



Heavy Transport  
All five vessels on journeys





## Newbuilding program – *Seaway Alfa Lift* and *Seaway Ventus*

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- *Seaway Alfa Lift*

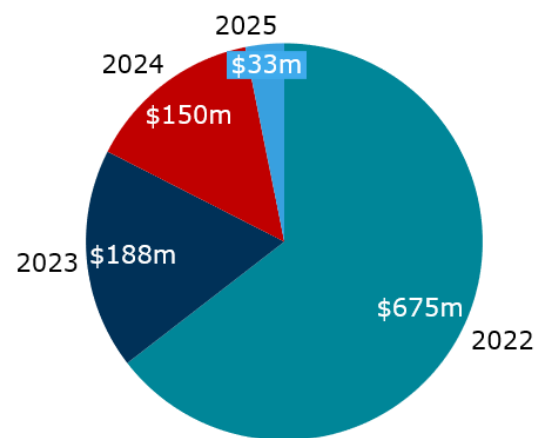
- Crane repair works ongoing and expected complete second half of 2022
- Continued work with key suppliers to secure pile upending and installation mission equipment schedules
- Contingency scenario has been activated utilising *Seaway Strashnov* to progress committed work on Dogger Bank A
- Assessing increased risks from COVID restrictions in China

- *Seaway Ventus*

- Detailed design nearing complete
- Good progress at shipyard, and crane fabrication progressing with GustoMSC



## Backlog of \$1.0 billion at 31 March 2022



**Backlog**  
**\$1.0 billion**

### **Backlog**

- New awards of \$33 million
  - Includes Heavy Transportation voyages
- Escalations of \$60 million

### **Announcements of pre-backlog**

- Sizeable<sup>(\*)</sup> He-Dreight Contract signed with ENBW on 29 March 2022 – EPIC Inner Array Cables – pre-backlog and remains subject to Client FID

*(\*) Sizeable contracts are between \$50m and \$150m.*



# Income Statement summary – Q1 2022

## Three months ended

In \$ millions, unless otherwise indicated	31 March 2022 Unaudited	31 March 2021 Unaudited
Revenue	267	241
Net operating income/(loss)	(8)	(20)
Net income/(loss)	(2)	(27)
Adjusted EBITDA <sup>(a)</sup>	14	(7)
Adjusted EBITDA margin	5%	(3%)
Diluted earnings per share \$ <sup>(b)</sup>	(0.00)	(0.09)
Weighted average number of shares (millions)	436,562,575	314,325,054

(a) Adjusted EBITDA is explained and reconciled in Note 8 'Adjusted EBITDA and Adjusted EBITDA margin' to the Condensed Consolidated Financial Statements.

(b) Diluted earnings per share is explained and reconciled in Note 7 'Earnings per share' to the Condensed Consolidated Financial Statements.

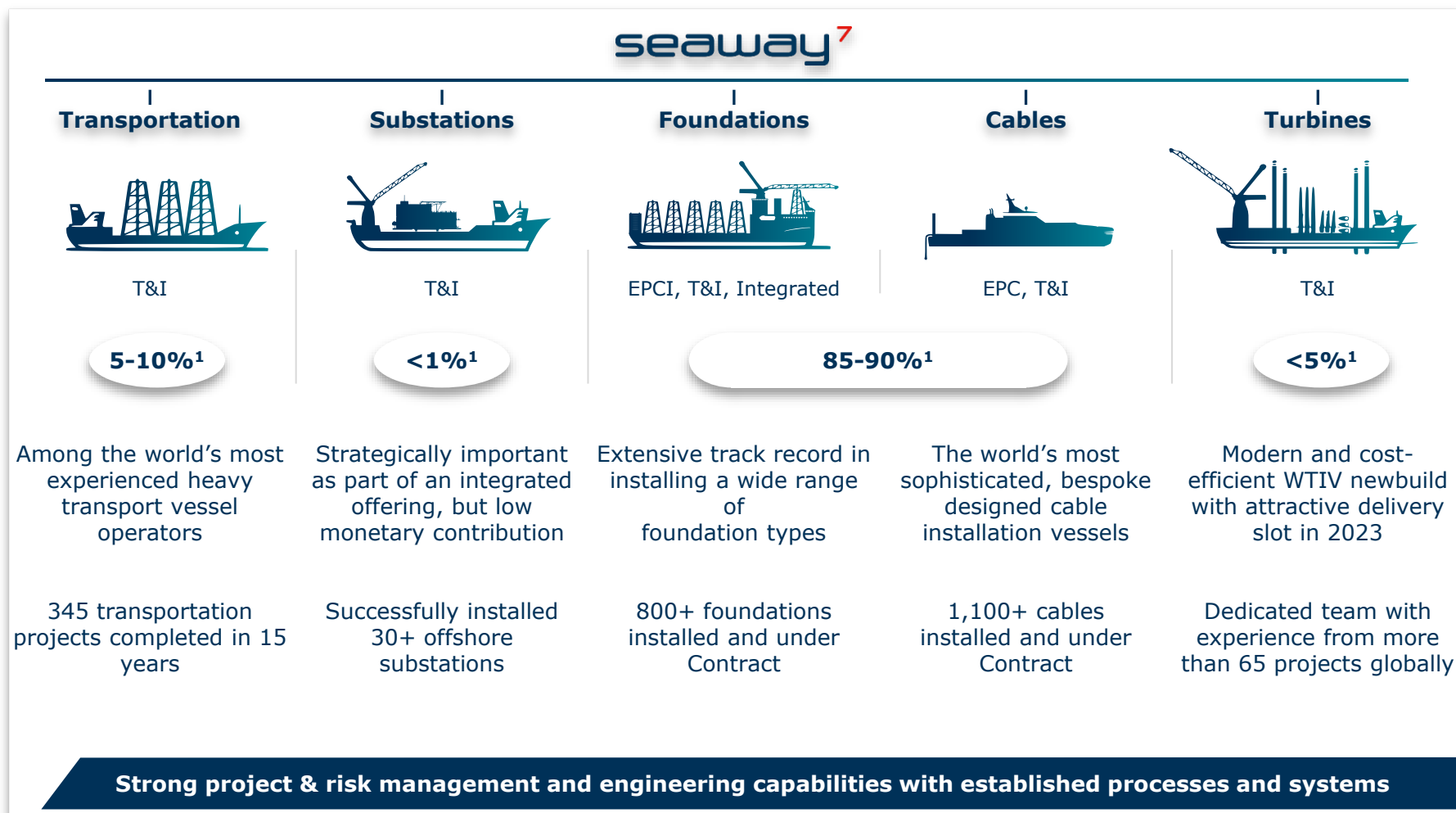
## Supplementary details – Q1 2022

	Three months ended	
	31 March 2022 Unaudited	31 March 2021 Unaudited
In \$ millions		
Administrative expenses	(10)	(6)
Depreciation and amortisation	(22)	(13)
Net operating income/(loss)	(8)	(20)
Net finance cost	-	(2)
Other gains and losses	1	(1)
Income/(loss) before taxes	(7)	(23)
Taxation	5	(4)
Net income/(loss)	(2)	(27)

## Balance Sheet summary – Q1 2022


In \$ millions, unless otherwise indicated	31 March 2022 Unaudited	31 December 2021 Audited
Non-current assets	1,015	1,025
Cash and cash equivalents	22	23
Other current assets	304	305
<b>Total assets</b>	<b>1,341</b>	<b>1,353</b>
Total equity	861	864
Non-current liabilities	27	30
Current borrowings	99	101
Other current liabilities	354	358
<b>Total equity and liabilities</b>	<b>1,341</b>	<b>1,353</b>


# Diversified offering across the value chain




## Integrated contract model provides accelerated timeline and reduced risk to our client

 Decreased interface risk

 Extensive supply chain management

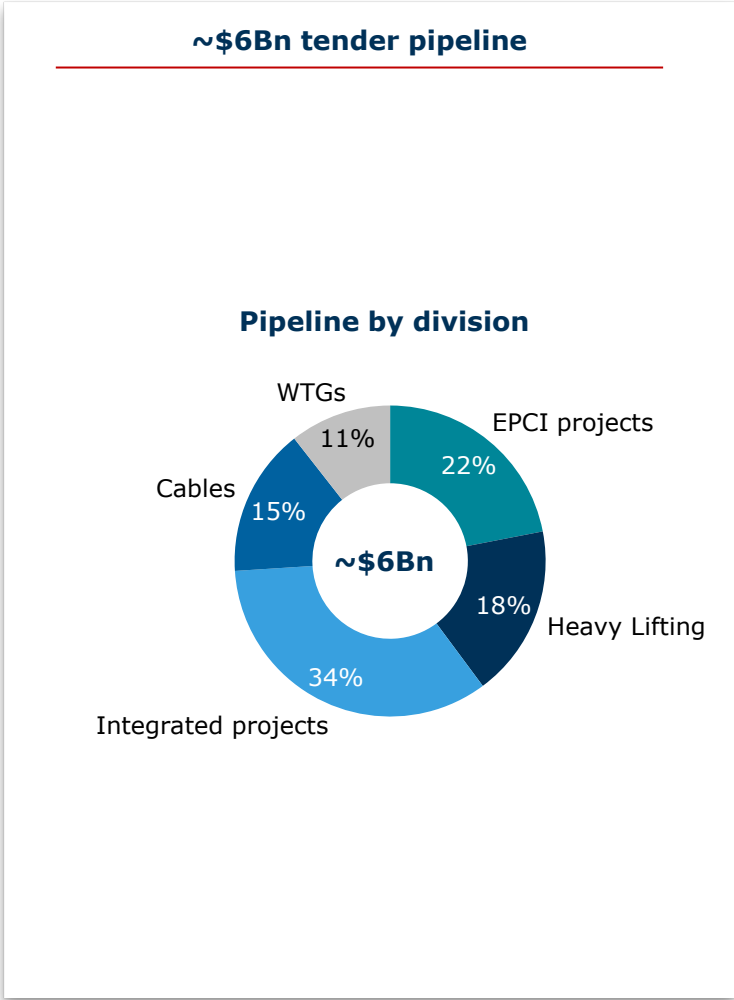
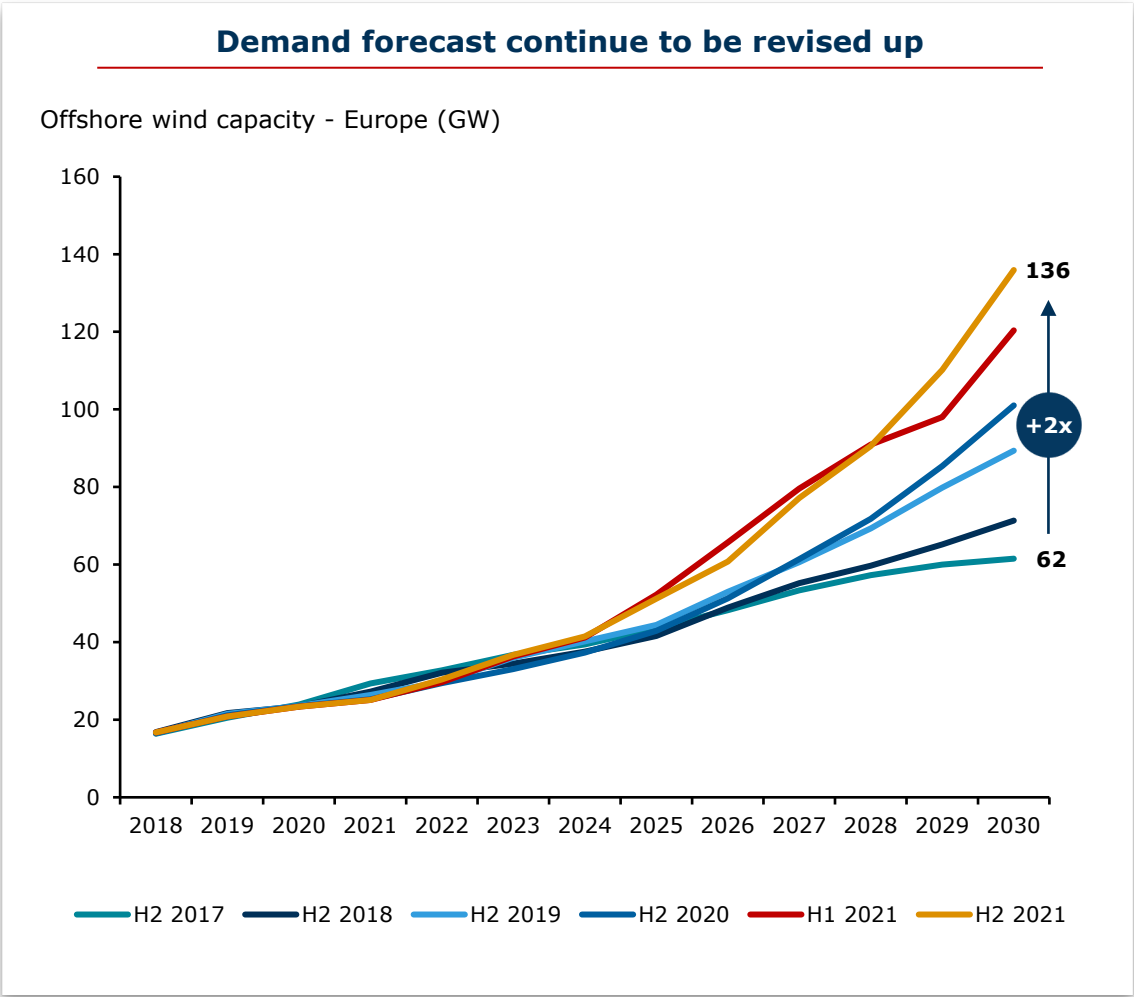
 Earlier completion date

 1 Client holding one contract

 Ability to offer various contracting models



# Demand forecast up more than 100% since 2017



# Outlook – significant offshore wind prospects

## UK

- |                   |                   |
|-------------------|-------------------|
| <b>Iberdrola</b>  | East Anglia Hub   |
| <b>Red Rock</b>   | Inch Cape         |
| <b>EDPR</b>       | Moray West        |
| <b>SSE</b>        | Seagreen 1A       |
| <b>Vattenfall</b> | Vanguard & Boreas |

## USA

- |                 |                 |
|-----------------|-----------------|
| <b>Ørsted</b>   | Revolution      |
|                 | Sunrise         |
| <b>Equinor</b>  | Ocean Wind      |
|                 | Empire Wind     |
|                 | Beacon Wind     |
| <b>Shell</b>    | Mayflower       |
|                 | Atlantic Shores |
| <b>Avangrid</b> | Park City       |

## Poland

- |                  |              |
|------------------|--------------|
| <b>Northland</b> | Baltic Power |
| <b>Equinor</b>   | Baltyk II    |
|                  | Baltyk III   |

## Asia

Various prospects

# Summary

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- Seasonally lower utilisation in Q1 2022, but high volume of operations commenced later in the quarter and expected to continue through much of 2022.
- *Seaway Alfa Lift* and *Seaway Ventus* newbuilds progressing and will deliver top and bottom-line growth for the business.
- Core funding to support ongoing newbuilds is expected to be secured in the next six months.
- High bidding activity and strong market fundamentals with Seaway 7 well positioned.

# Q&A



*Seaway Phoenix*



# THANK YOU



seaway<sup>7</sup>