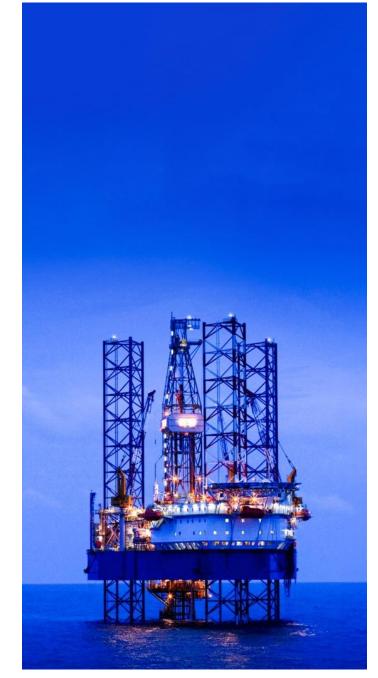


# ADES Holding Company

FY 2023 Trading Update





## **Today's Presenters**





**Dr. Mohamed Farouk** 

Group Chief Executive Officer



**Hussein Badawy** 

Group Chief Financial Officer

AGENDA

1. JU Market Update

2. Business Update

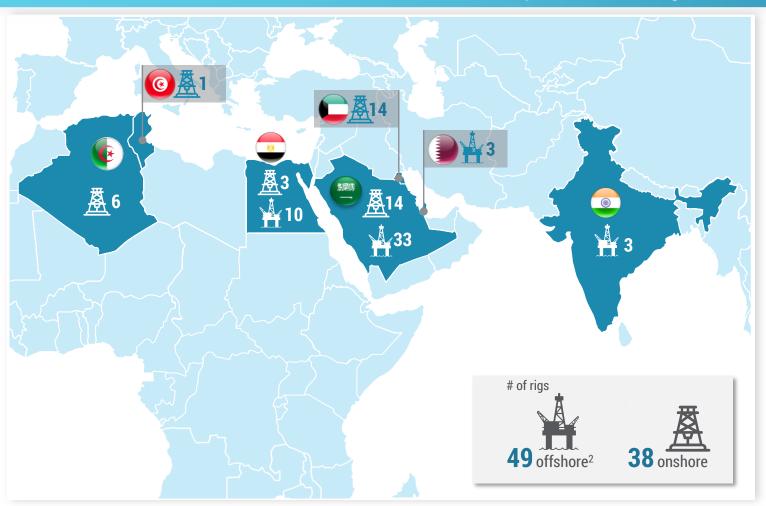
3. Financial Update

3. Q&A

## **Leader in Shallow Water Offshore and Onshore Drilling**



#### **Global Scale Operations with 87 Rigs in 81 Countries**



#### **Proven Consolidator Through Cycles**

**87** rigs<sup>3</sup>

+2.2x4 since 2018

#### Visible, Contracted Growth

SAR 27.5bn backlog<sup>5</sup>

89% with GCC NOCs

+**6.0X**<sup>4</sup> since 2018

**Committed to Operational** 

98%

2023 average utilization

#### **Leading Scale & Profitability**

**FY-22** 

FY-23

Revenue SAR 2.5bn SAR 4.3bn

SAR 1.0bn | SAR 2.1bn

Margin (%) ~43%

~49%

#### **Partner of Choice for Critica Energy Suppliers**













#### **Culture Focused on Safety**

0.09 RIFR<sup>6</sup>

**83%** below IADC average<sup>7</sup>



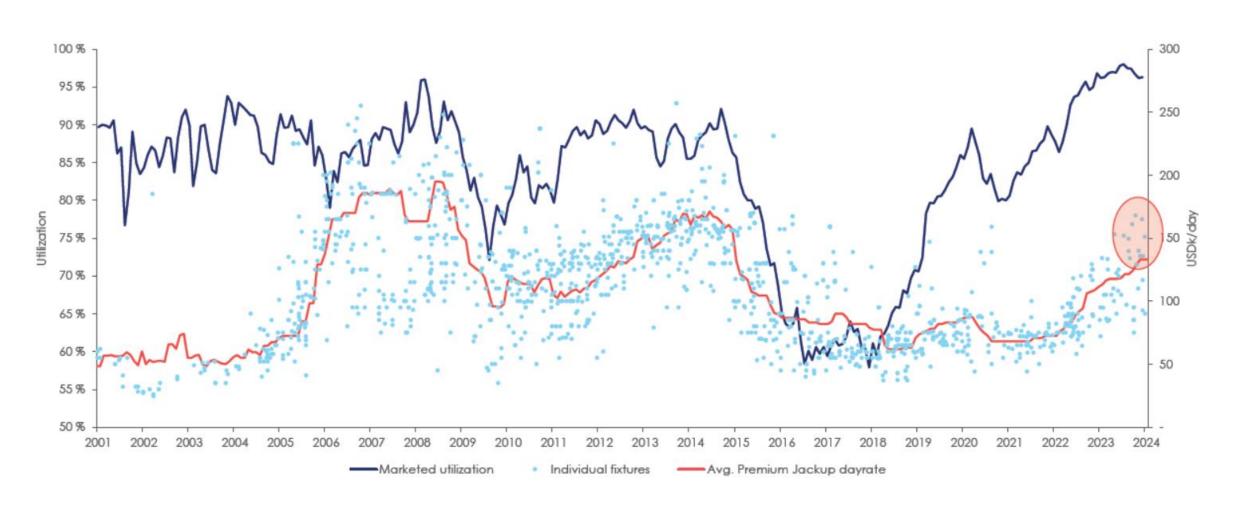


Jack-up Market Update

## Marketed utilization is around 95% globally for jack-ups >300ft



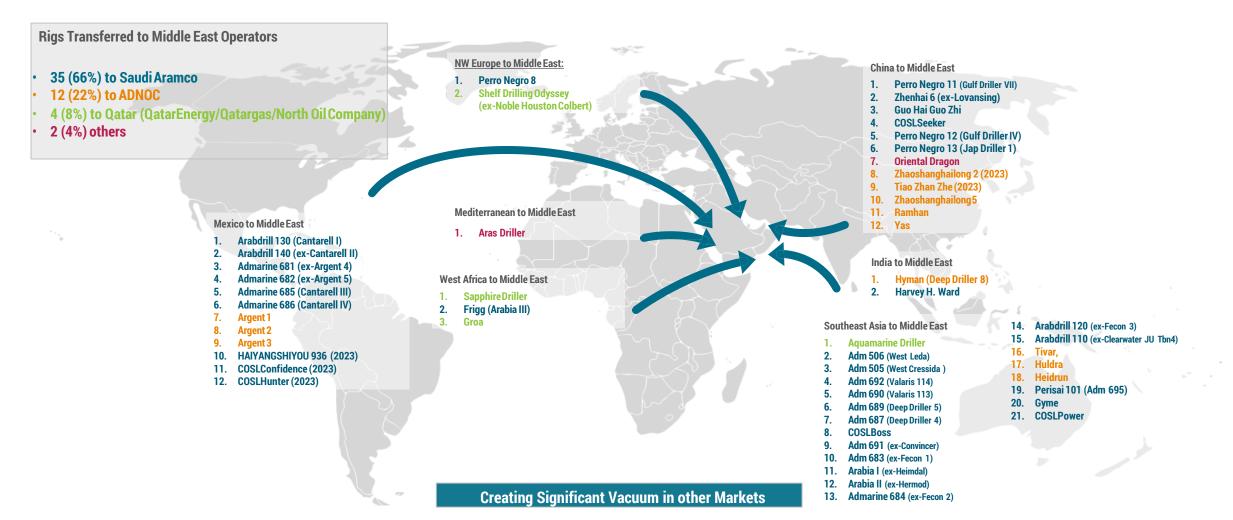
#### **Jack-ups average day rates, individual fixtures and utilization (2001-f2024)**



## Middle East Demand Pressuring Scarce Jack-up Capacity



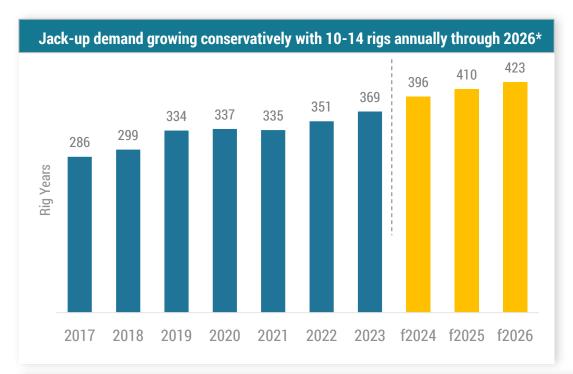
53 rigs moved from 2022 to 2023, creating tightness in other markets

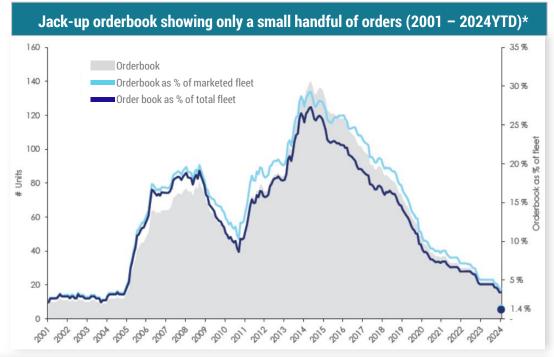


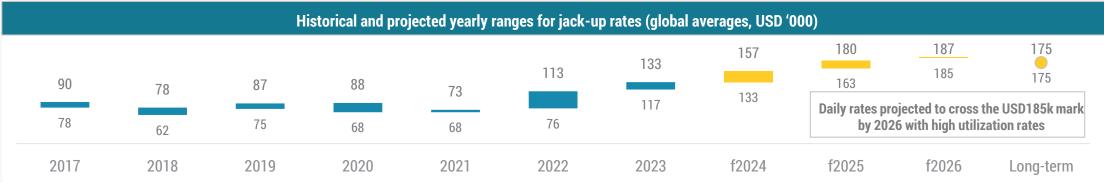
Source: S&P Global Commodity Insights

## **Tight Jack-up Market Conditions Providing for Elevated Day Rates**









Source: Clarksons Securities Research





**Business Update** 

## **Operational Highlights**

98.0% in FY 2023

(vs.98% FY 2022)

**Utilization Rate**<sup>1</sup>

27.54 SAR bn

as at FY 2023

(vs. SAR 27.39 bn in FY 2022)

**Total Backlog** 

**c.5.35** Years

Weighted Average Remaining Contract Tenor<sup>2</sup>

**Tenor** 

in FY 2023

(vs. IADC standard of 0.51)

**RIFR** 

14 rigs out of the 19-rig mega tender in Saudi Arabia were operational as of year-end 2023, and currently all 19 rigs have been deployed. Full revenue contribution from the mega tender to reflect on company financials in 2024

The onshore segment saw contributions in FY 2023 from four rigs in Kuwait out of six awarded contracts - currently all six rigs have been deployed - as well as contribution from two rigs operating in Algeria.

In India, two of the three-rigs award were deployed and commenced operations during 4Q 2023

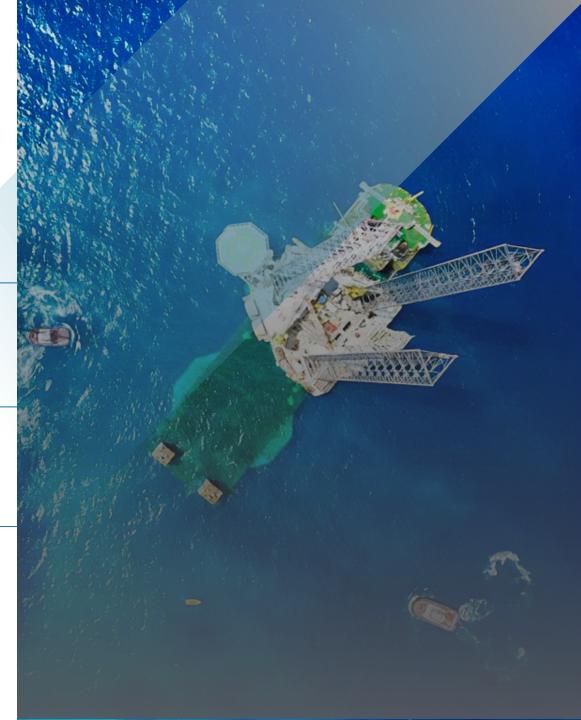


<sup>&</sup>lt;sup>1</sup> The effective utilization is calculated based on the number of operating days for rigs excluding idle, non-contracted rigs.

<sup>&</sup>lt;sup>2</sup> Represents the remaining contract tenor for our backlog, weighted by backlog value of each contract.

## **Financial Highlights**

SARmn, % YoY	FY 2022	FY 202	23
Revenue	2,467	4,332	+ 75.6%
EBITDA	1,049	2,139	+ 104%
As a % of Revenue	42.5%	49.4%	+ 6.9pp
Net Profit	398	452	+13.7%
As a % of Revenue	16.1%	10.4%	- 5.7pp
Normalized Net Profit <sup>1</sup>	257	473	+ 84.2%
As a % of Revenue	10.4%	10.9%	+ 0.5pp



Source: ADES information (all FY 2022 comparative figures in this presentation are sourced from the audited special purpose consolidated financial statements).

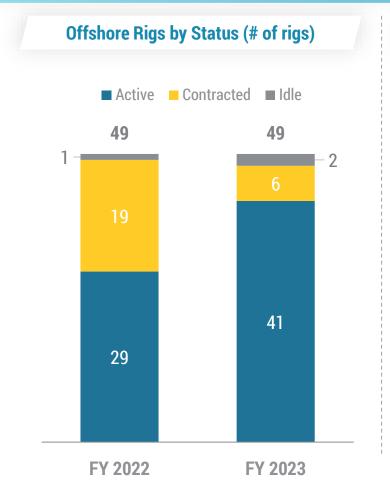
<sup>1</sup> Calculated as the reported net profit after deducting the bargain purchase gain and adding back the Provision for impairment of trade receivables, Provision for impairment of inventories, Provision for impairment of Investment, other provisions and IPO expenses

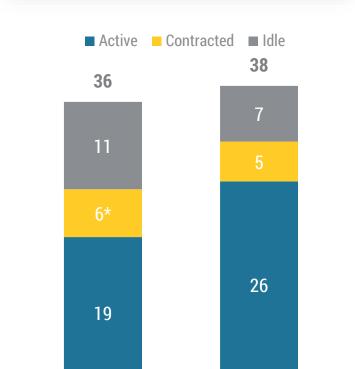
## **Evolution of Rigs by Status and Geography**



#### **Rig Count Evolution**

**Onshore Rigs by Status (# of rigs)** 





FY 2023

FY 2022

#### **Total Rigs by Country**

Country	FY 2023		
	Offshore	Onshore	
Algeria	-	6	
Egypt	10	3	
India	3	-	
KSA	33	14	
Kuwait	-	14	
Qatar	3	-	
Tunisia	-	1	
Total Rigs	49	38	

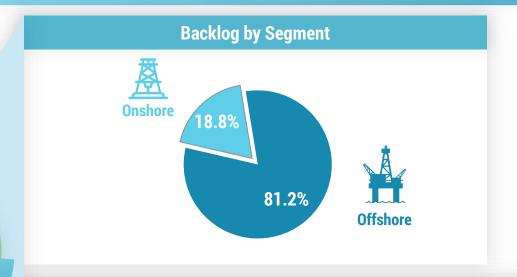
Source: ADES information.

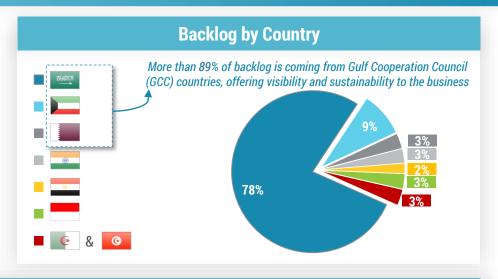
 <sup>\*</sup>Excludes the two new built contracted rigs that would be deployed in Kuwait before yearend, as part of the recent 6 contracts award in the country;

## Strong Backlog Providing Revenue and Cash Flow Visibility



#### Significant Share from Offshore and GCC countries with Long-Term Contracts





SAR 27.54bn

Backlog<sup>1</sup>
(December 2023)



During FY 2023, we were able to further grow the net backlog by SAR 152 mn due to contract renewals at higher daily rates and new contracts, despite the revenue burn-rate of SAR 4.3 bn during the year. This translates to total backlog additions during the year of SAR 4.48 bn.

## **ADES Expands Global Footprint with its First Long-term Contract** in Indonesia and Solidifies its Presence in Algeria and Egypt



**Delivering on Expansion Strategy - Operational in 8 Countries Worldwide** 

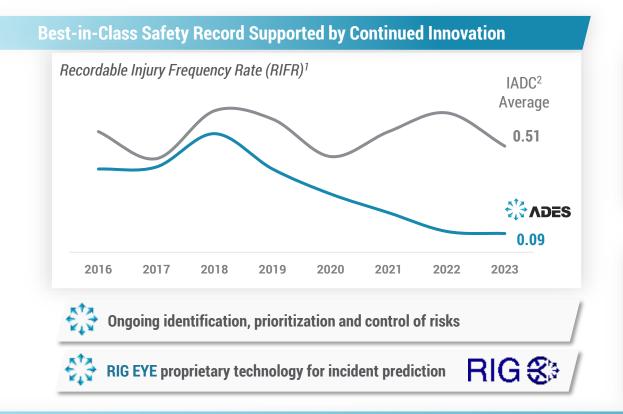
## 1 rig 2H 2024 2 rigs 2H 2024 # of rigs 3 rigs 49 offshore<sup>1</sup>

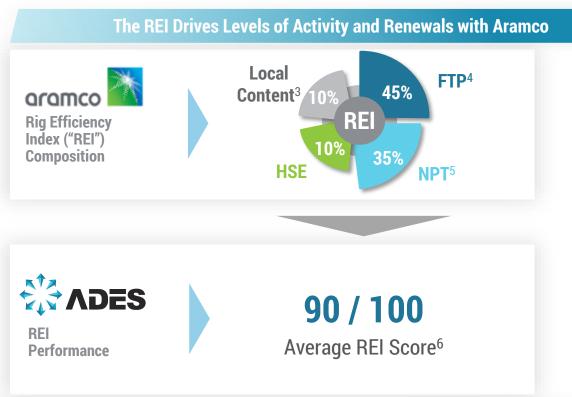
#### **Key Highlights of the Recent Contract Awards**



## **Committed to Operational Excellence & Sustainability**







#### **Selected ESG Initiatives**













**Financial Update** 

## **Strong Ramp-up of Activity Leading to Significant Outperformance**

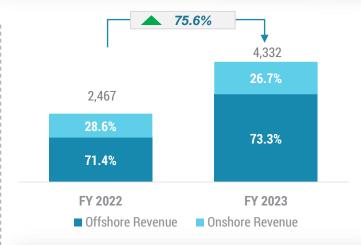


#### Backlog (SAR bn)



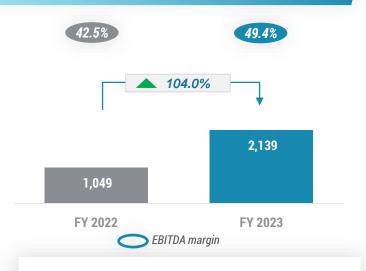
- Backlog grew by SAR 152 mn despite revenue burn-rate of SAR 4.3 bn in FY2023, implying total backlog additions during the year of SAR 4.48 bn mainly due to the positive impacts from:
  - Extension/daily rate increase for two rigs in KSA;
  - Daily rate increase for most rigs in Egypt as well as the addition of a new contract;
  - The addition of two new contracts in India, six contracts in Algeria and one contract in Indonesia;
  - Mobilization impact for the ongoing rigs deployment plan

#### **Revenue (SAR mn)**



- \$ Strong revenue growth of 75.6% y-o-y (+ c.SAR 1.86 bn ) in FY 2023 driven by :
  - The Group's latest acquisition in KSA, completed in 4Q 2022 and added four operational rigs to the company's portfolio;
  - The deployment of 14 rigs out of the 19 contracts of the Aramco Mega Project, a substantial increase compared to the two rigs contributing during FY 2022 and;
  - Full-year revenue contribution from the three rigs acquired in Qatar, in contrast to their c.7 -month contribution in the previous fiscal year.
- Higher utilization rates in KSA and Egypt, coupled with elevated effective daily rates;
- The onshore segment benefited from the addition of six rigs from newly awarded contracts in Kuwait and Algeria.

#### **EBITDA (SAR mn)**



- EBITDA recorded a significant increase of 104% y-o-y in FY 2023, primarily driven by:
  - Impact of the recent KSA acquisition (4Q 2022) and the operations of 14 of the 19 additional contracts won in the KSA;
  - Full-year revenue contribution from the three rigs acquired in Qatar;
  - Higher effective daily rates (mainly for the offshore segment in KSA and Egypt);
- EBITDA margin improvement from 42.5% in FY 2022 to 49.4% in FY 2023 reflecting the Group's lean cost structure and higher contribution from offshore segment.

## **Growth Achieved Across Geographies**



#### **Revenue Evolution by Country (SAR mn)**



Group revenues increased 75.6% y-o-y in FY 2023 on account of:

#### 

• The 82% rise in revenue largely attributable to the Group's latest acquisition in KSA, which was completed in the fourth quarter of 2022 and added four operational rigs to the company's portfolio; the partial contribution from 14 out of the 19-rig mega project with Aramco that gradually commenced operation during 2023 and; higher daily rates and improved utilization of the Group's existing active fleet in KSA.

#### Egypt

Revenue increased by 56.6%, mainly driven by higher effective daily rates and utilization

#### Kuwait

Revenue growth of 50.5% driven by the commencement of operations of four rigs as part of a newly awarded six-rig contract

#### Qatar

Revenue growth of 71.5% y-o-y which reflects the full-year contribution of the new geography versus only seven months in FY 2022. ADES officially entered the Qatari market in May 2022.

#### Algeria

• Significant revenue growth y-o-y reflecting contributions from two new rigs in Algeria along with higher utilization rates.

#### Tunisia

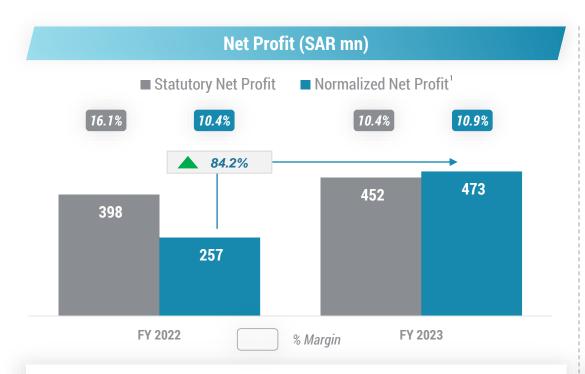
Notable revenue growth of 120.6% in FY 2023, primarily due to improved utilization rates.

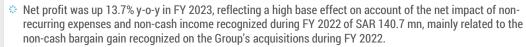
#### India

• Revenue of SAR 17.9 mn in FY 2023 reflecting the contribution of two rigs that started operations at the end of 4Q23 (out of a total of three rigs newly contracted).

## **Net Profitability and Equity Movements**







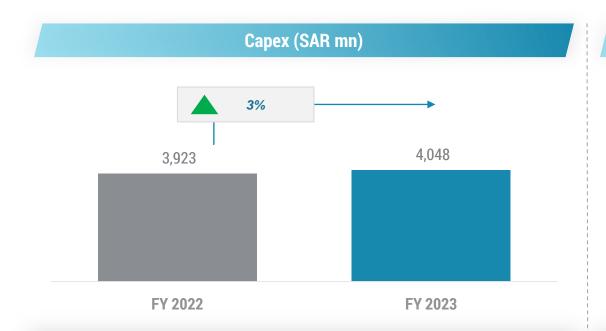
- Normalized net profit was up 84.2% in FY 2023 driven by the significant growth in revenue and EBITDA margin enhancements. This was partly offset by interest expenses incurred on the back of the refurbishment projects that will normalize in 2024 after all rigs under project have been deployed.
- \* It's worth noting that the 84.2% y-o-y growth in normalized net profit in FY 2023 is after excluding the aforementioned net impact of non-recurring expenses and non-cash income in FY 2022, as well as SAR 21.0 mn in non-recurring IPO expenses and provisions booked in FY 2023.

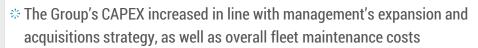


- Group equity increased by 156% y-o-y in FY 2023, mainly driven by the increased capital and share premium resulting from the IPO, as well as the additional net profit contribution of SAR 452 million during the year.
- Other reserves movements and treasury shares also contributed to the change in equity.

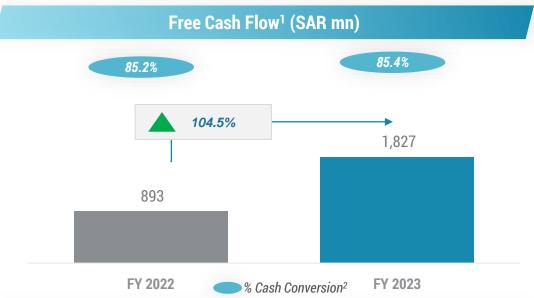
## **Strong Cash Flow Conversion**







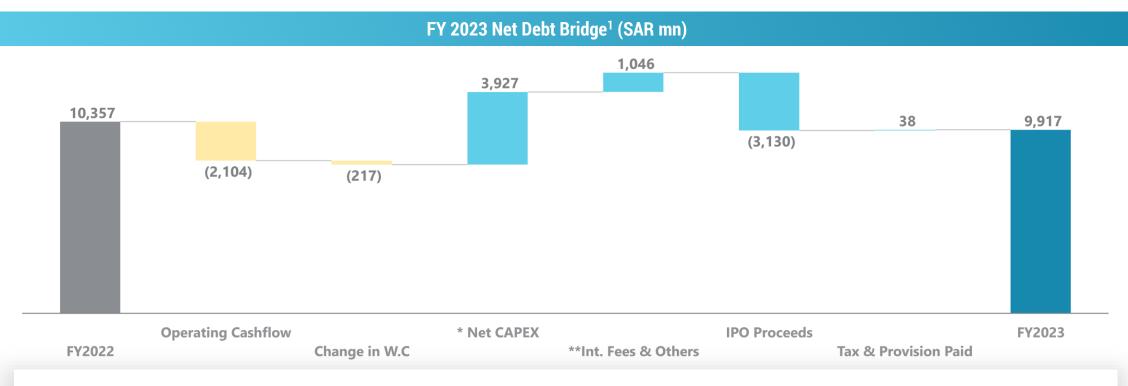
Out of the SAR 4,048mn, the recurring maintenance CAPEX was SAR 312 mn related to 68 operating rigs during FY2023, compared to SAR 155 mn recurring maintenance CAPEX out of a total of SAR 3,923 mn related to 48 operating rigs during FY 2022.



- \* The Group's free cashflow increased by 104.5% y-o-y mainly due to the growth in EBITDA by over 104%.
- Additionally, ADES has enhanced its working capital management abilities and continued developing its refurbishment and maintenance efficiency initiatives (including in-house capabilities), translating into healthy cash conversion rates all while scaling operations.

### **Net Debt Evolution**

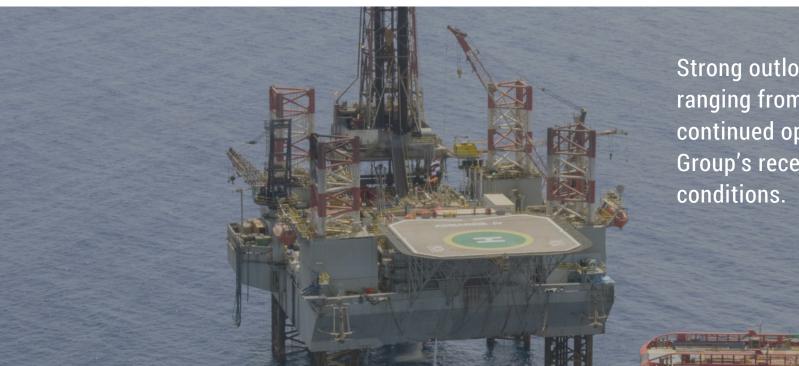




- \* The balance of cash and cash equivalents as of 31 December 2023 amounted to SAR 432 mn.
- \* Out of the net IPO proceeds received as of 31 December 2023, SAR 3.1bn (c. 85%) was utilized in reducing the Group's indebtedness, while the remaining c.15% was utilized to fund ongoing capital projects, in line with the IPO use of proceeds plan announced to the market in the prospectus.
- \* Debt repayment using the IPO proceeds applied towards the un-hedged portion from our outstanding debt. As of 31 Dec 2023, c. 60% from outstanding debt are currently hedged against interest rate risk.

## 2024 Outlook and Guidance





Strong outlook for 2024 with expected EBITDA ranging from SAR 2.89-3.04bn on account of continued operational growth, ramp-up of the Group's recent expansions, and tight market conditions.

Ramp-up of the Group's recent expansions, including the Aramco 19-rig mega tender and the six new rigs in Kuwait, which have all currently been deployed

Additional
deployments and
newly awarded
contracts in Algeria,
India and Indonesia
during 2024

Tightness in the offshore jack-up market with active utilization approaching 95% and limited new-build activity

Higher daily rates as validated by the Group's recent awards Vacuum in attractive markets such as India and Southeast Asia that could largely offset potential excess supply in Saudi following recent developments

Strong global platform, and a vast fleet of scarce jack-up rigs provides significant optionality and competitiveness for ADES



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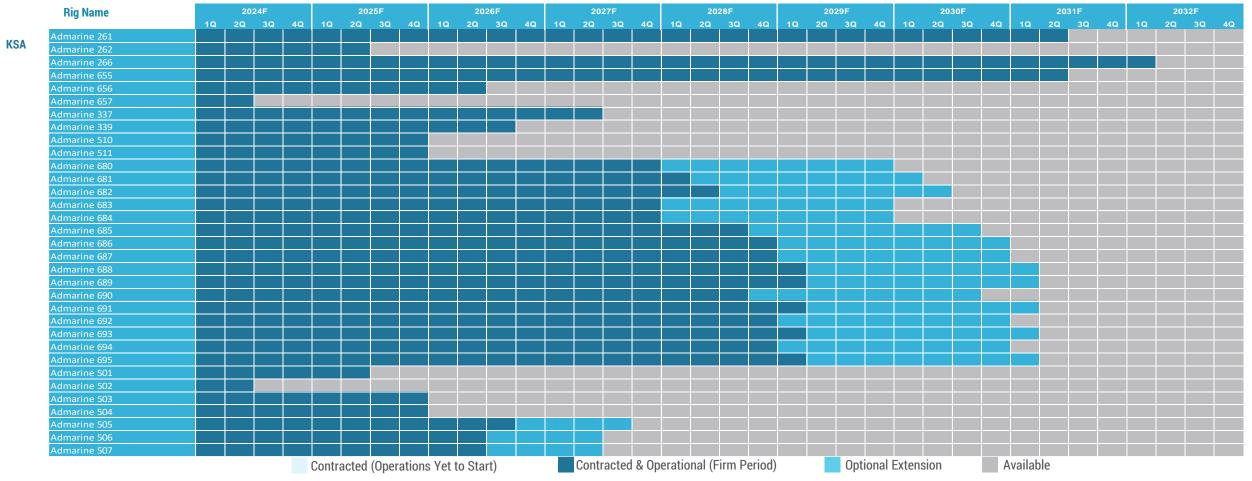
**Appendix** 

## Fleet Status – Offshore (1/2)



#### **Backlog Overview by Rig**

#### **Rig Status**



Source: ADES information. Note: Data as of 31 December 2023.

## Fleet Status – Offshore (2/2)



#### **Backlog Overview by Rig**

#### **Rig Status**



Contracted (Operations Yet to Start)

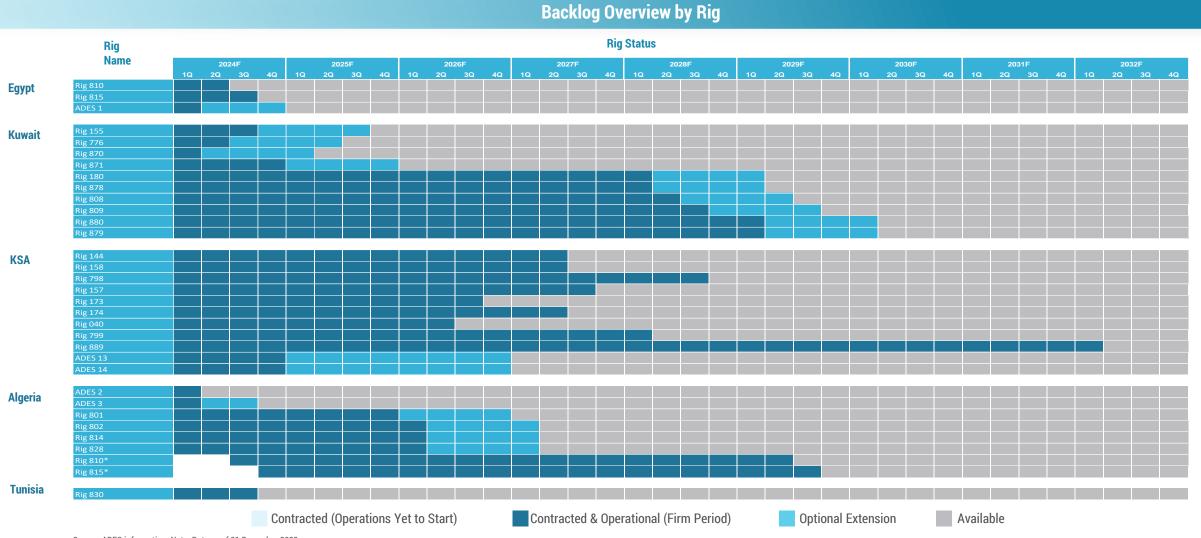
Contracted & Operational (Firm Period)

Optional Extension

Available

## Fleet Status - Onshore





Source: ADES information. Note: Data as of 31 December 2023.

<sup>\*</sup> Regarding the two rigs 810 and 815 they will be moved from Egypt to start operations in Algeria in Q3'24 and Q4'24 Respectively