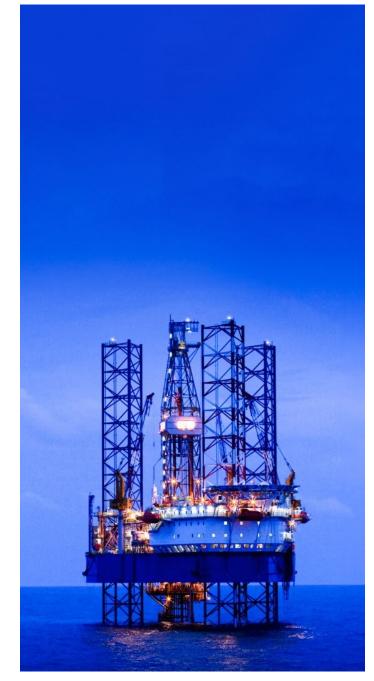


# ADES Holding Company

1H 2024 Trading Update







## **Today's Presenters**





**Dr. Mohamed Farouk** 

Group Chief Executive Officer



**Hussein Badawy** 

Group Chief Financial Officer

#### AGENDA

- 1. Market Update
- 2. Business Update
- 3. Financial Update
- 4. Q&A



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



#### Global Scale Operations with 87 Rigs in 9<sup>1</sup> Countries



Proven Consolidator Through Cycles

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

+2.2x4 since 2018

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

 1H 23
 1H 24

 Revenue
 SAR 2.0bn
 SAR 3.1bn

 EBITDA<sup>5</sup>
 SAR 932mn
 SAR 1.5bn

~49%

Margin (%) ~47%

Visible, Contracted Growth

SAR 28.05bn backlog6

87% with GCC NOCs

Partner of Choice for Critical Energy Suppliers











Committed to Operational Excellence and Efficiency

98%

1H 2024 Average Utilization

**Culture Focused on Safety** 

**0.06** TRIR<sup>7</sup>

**86%** below IADC average<sup>8</sup>

Sources: ADES information Note: Financials and KPIs relate to the 30 June 2024, unless otherwise indicated. <sup>1</sup> Includes Thailand where ADES was awarded drilling contract with operations and revenue contribution expected to commence starting the second half of 2024. <sup>2</sup> Including 46 jack-up drilling rigs, 2 jack-up barges and 1 Mobile Offshore Production Unit (MOPU). <sup>3</sup> Including 4 leased rigs. <sup>4</sup> Growth since December 2018. <sup>5</sup> EBITDA includes non-cash share-based payments expense incurred for the 6-month ending 30 June 2024. <sup>6</sup> The total amount payable to the Group during the remainder of the current relevant contract in addition to any optional extension to the customer stipulated in the contract. <sup>7</sup> Total recordable injury rate per 200,000 working hours for 1H 2024. <sup>8</sup> International Association of Drilling Contractors 1H 2024 average of 0.44. \*Includes three rigs have been mobilized to locations in Qatar, Thailand, and Egypt to fulfill

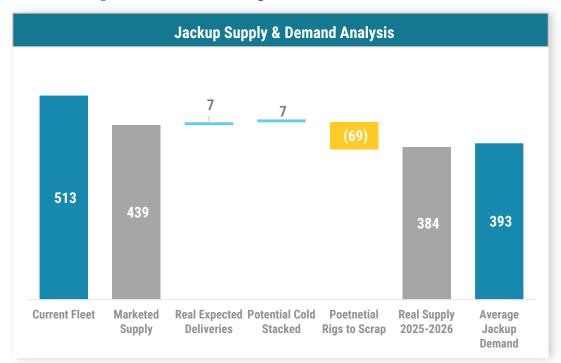


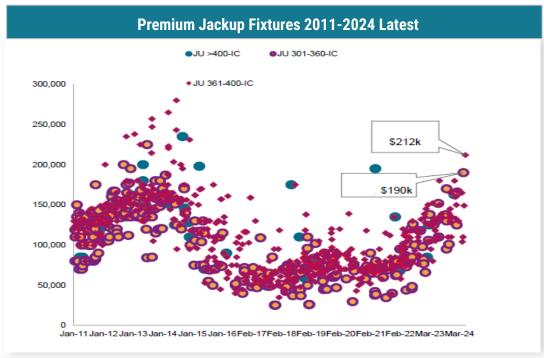


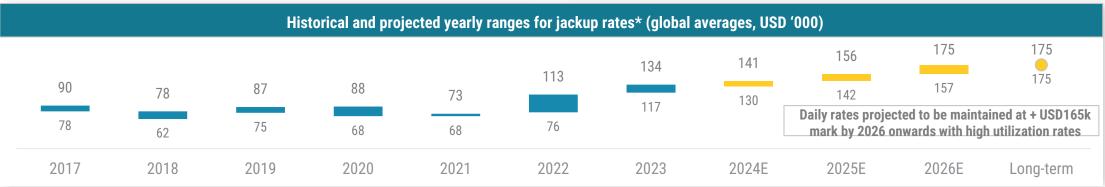
Market Update

## **Jackup Market Dynamics**









Source: Clarksons Securities Research and S&P Global





**Business Update** 



## **Operational Highlights**

98.0%

(vs.98.3% 1H 2023)

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

**c.5.0** Years

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

Tenor

28.05 SAR bn

as at 1H 2024

(vs. SAR 27.54 bn in FY 2023)

**Total Backlog** 

0.06

in 1H 2024

(vs. IADC standard of 0.44)

TRIR<sup>3</sup>

All 19 rigs of the mega tender in KSA were operational as of March 2024 compared to 7 rigs in 1H-2023. Three of the five suspended rigs were awarded new contracts, with one commencing in July 2024. Additionally, a long-term contract extension was obtained for a standard jackup rig in Saudi Arabia.

All six onshore rig contracts awarded in Kuwait were operational as of 1H 2024. Additionally, in May 2024, the Group secured six additional contracts in Kuwait for four existing onshore rigs and two newly built rigs.

The Group's expansion into Southeast Asia is on track, with all three rigs deployed in India currently operational, the Emerald rig transferred from Qatar to Indonesia and commenced operations in June 2024, and the new contract in Thailand finalized and expected to commence operations in 2H-2024.

Secured a USD 3 billion multi-tranche, dualcurrency upsize to the existing syndicated loan facility, providing ADES with the financial flexibility to capitalize on new potential growth opportunities.

Source: ADES information. <sup>1</sup> The effective utilization is calculated based on the number of operating days for rigs excluding idle, non-contracted rigs. <sup>2</sup> Represents the remaining contract tenor for our backlog, weighted by backlog value of each contract.



<sup>&</sup>lt;sup>3</sup> Total Recordable Injury Rate per 200,000 working hours.



## **Financial Highlights**

**2Q 2024** 1H 2024 SARmn, % YoY

Revenue

3,057 **1,525** + 48.7% + 54.3%

EBITDA<sup>1</sup>

**754** + 51.3% 1,506 + 61.7%

As a % of Revenue

49.4% + 0.9pp 49.3%

+2.2pp

**Net Profit** 

202

+90%

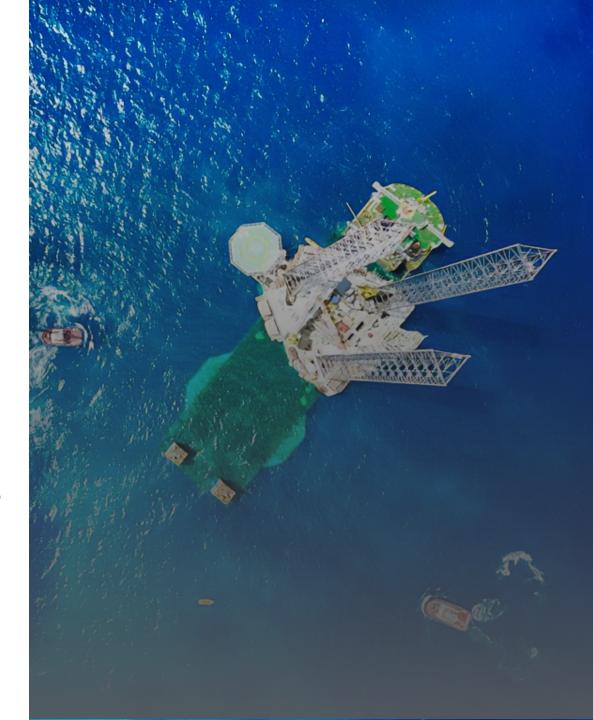
403

+105.9%

**Operating Cash Flow** 

**787** + 61.9%

1,571



<sup>&</sup>lt;sup>1</sup>EBITDA includes a non-cash share-based payments expense incurred for the six months ending 30 June 2024.

<sup>&</sup>lt;sup>2</sup>Operating cash flow before changes in working capital.

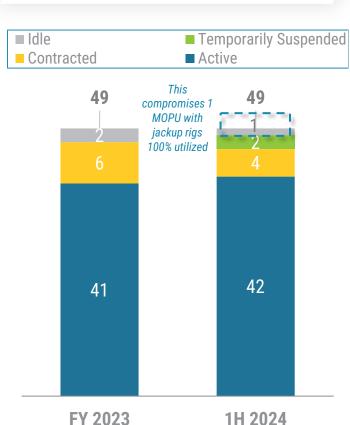


## **Evolution of Rigs by Status and Geography**

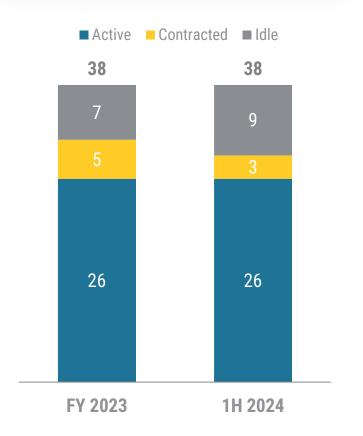


#### Rig Count Evolution as of 1H 2024

## Offshore Rigs by Status (# of rigs)



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



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

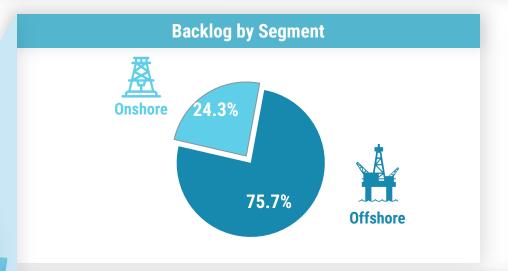
Country	1H 2024	
	Offshore	Onshore
Algeria	-	6
Egypt	10	3
India	3	-
KSA	33	14
Kuwait <sup>1</sup>	-	14
Qatar	2	-
Indonesia	1	-
Tunisia	-	1
Total Rigs	49	38

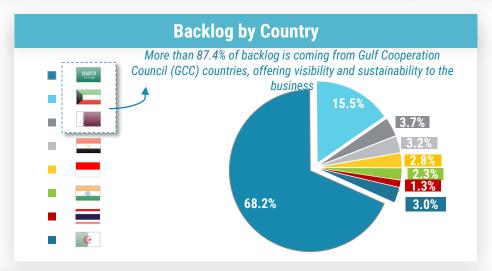


## **Strong Backlog Providing Revenue and Cash Flow Visibility**



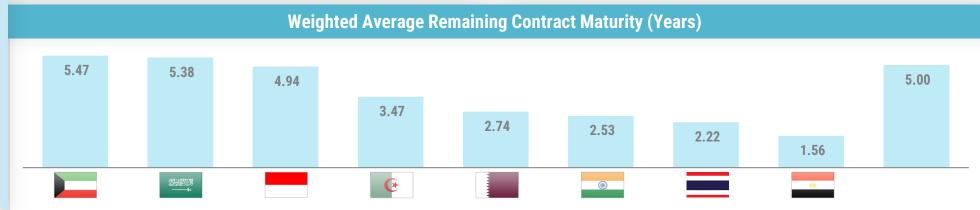
#### Significant Share from Offshore and GCC countries with Long-Term Contracts





SAR 28.05bn

Backlog
(30 June 2024)

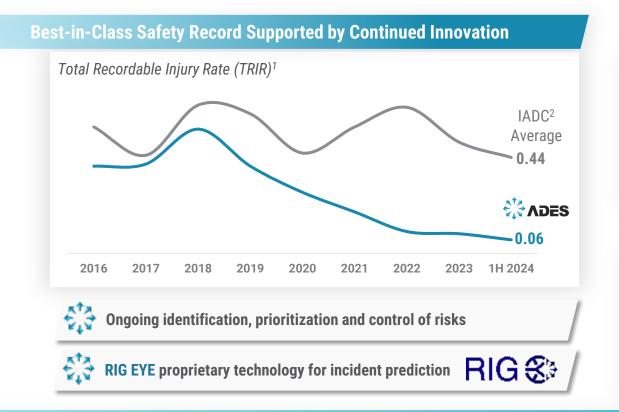


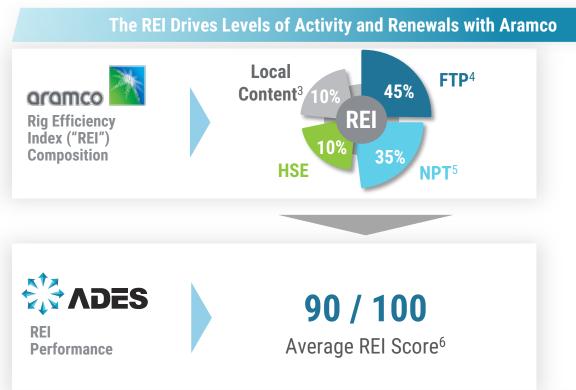
During 1H 2024, the Group's total backlog stood at SAR 28.05 bn compared to SAR 27.54 bn as of FY-2023, an increase of SAR 510mn despite a revenue burn-rate of SAR 3.1 bn during the six-month period. This translates to total backlog additions of SAR 3.6bn in 1H-2024, reflecting the impact of renewals at higher daily rates as well as new awards.



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







#### **Selected ESG Initiatives**













1H 2024 Financial Update



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



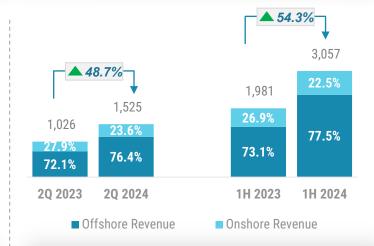
13

#### Backlog (SAR bn)



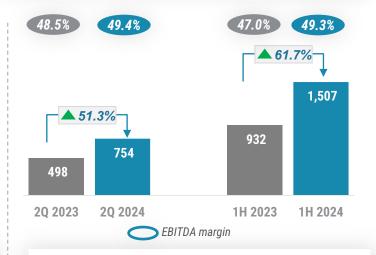
- \* Total backlog increased by SAR 510mn despite a revenue burn-rate of SAR 3.06bn in 1H 2024, implying total backlog additions during the period of SAR 3.57bn mainly due to the positive impacts of:
  - Renewals at higher daily rates for three rigs in Egypt;
  - The newly awarded contract in Egypt, which will be relocated from KSA:
  - Renewals for two rigs in Algeria;
  - The newly awarded contracts in Thailand and Oatar, which will be relocated from KSA at a higher daily rate.
  - The expansion in Kuwait with an award for six onshore contracts.

#### Revenue (SAR mn)



- Strong revenue growth of 54.3% y-o-y (+ c.SAR 1,076mn ) in 1H 2024 and 48.7% y-o-y in 2Q 2024 (+SAR 499mn) driven by:
  - Revenue contribution from the 19 rigs of the Aramco mega project in 1H 2024, compared to contributions from only seven rigs in 1H 2023;
  - Revenue from three rigs gradually deployed in India (two in 4Q 2023 and one in 1Q 2024);
  - Increase in Kuwait revenue in 1H 2024 generated from 10 operational rigs - full run rate as of April 2024 - compared to the contribution of six rigs in 1H 2023.
  - More than threefold increase in revenue from Algeria in 1H-2024, reflecting the contribution from five operational rigs compared to two rigs in 1H 2023.

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



- # In line with revenue growth, EBITDA recorded a strong 61.7% y-o-y increase to SAR 1,507mn in 1H 2024 and a 51.3% y-o-y in 2Q 2024, in line with revenue growth.
- # EBITDA margin improvement from 47.0% in 1H 2023 to 49.3% in 1H 2024 reflects higher effective daily rates along with the Group's lean cost structure.

Source: ADES information



## **Growth Achieved Across Geographies**

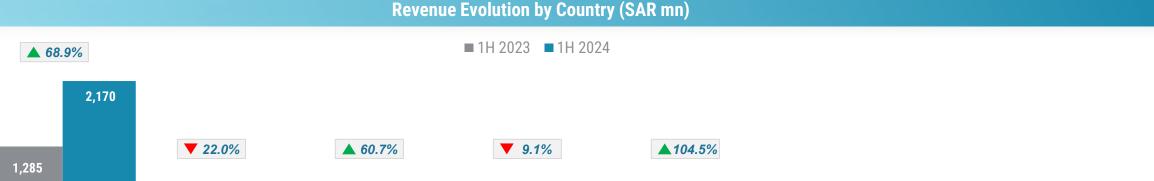
225

199

Kuwait



Indonesia



Algeria & Tunisia

India

Group revenues increased 54.3% y-o-y in 1H 2024 on account of:

KSA

288

Egypt

- \*\* KSA revenue growth of 68.9% driven by the contribution of the 19 rigs of the Aramco mega project in 1H 2024 compared to only seven rigs in the same period last year.
- \*\* Kuwait revenue growth of 60.7% driven by the contribution of 10 rigs in 1H 2024 amounting to SAR 319 compared to contributions from six rigs in 1H 2023 amounting to SAR 199mn.
- \*\* India revenue contribution of SAR 99mn in 1H 2024 reflecting the contribution of three rigs, two of which were fully operational throughout the six-month period and one rig starting operations at the end of 1Q 2024.

Qatar

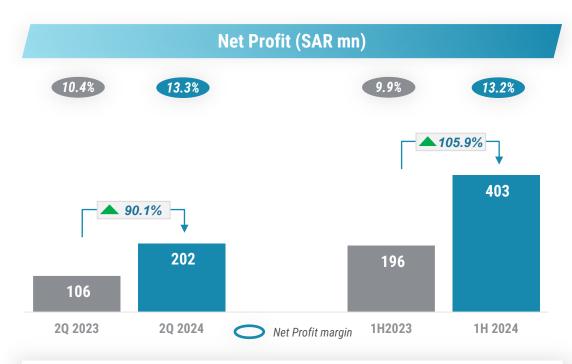
- \* Indonesia revenue contribution of SAR 7mn reflecting the commencement of operations of one rig in 2Q 2024.
- \*\* Qatar revenue declined by 9.1% y-o-y to SAR 152mn compared to SAR 167mn in 1H 2023, following the relocation of the offshore rig to Indonesia.
- \* Egypt revenue declined 22.0% y-o-y reflecting the contribution in 1H 2023 of the leased TOPAZ rig, which was no longer leased in 1H 2024 following the conclusion of its contract in early 3Q 2023. Revenue was also impacted by lower utilization of three onshore rigs.
- \*\* Algeria & Tunisia combined revenue growth of 104.5% y-o-y in 1H 2024 on account of contributions from a total of six rigs compared to three rigs in 1H 2023.

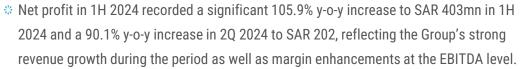
Source: ADES information.



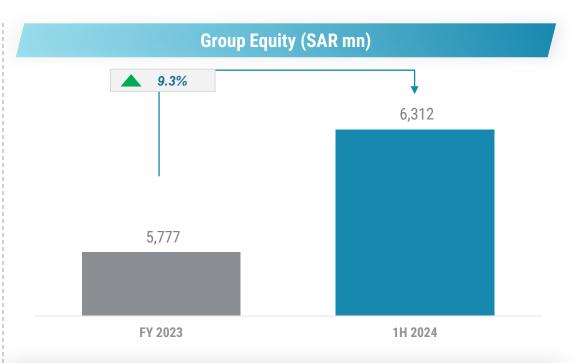
## **Net Profitability and Equity Movements**







Net profit margin increased from 9.9% in 1H 2023 to 13.2% in 1H 2024, reflecting higher EBITDA margin (+2.3%) as well as lower interest to revenue (+3.8%), which was offset by higher depreciation expense (-2.9%) following the deployment of rigs in KSA, Kuwait and India.

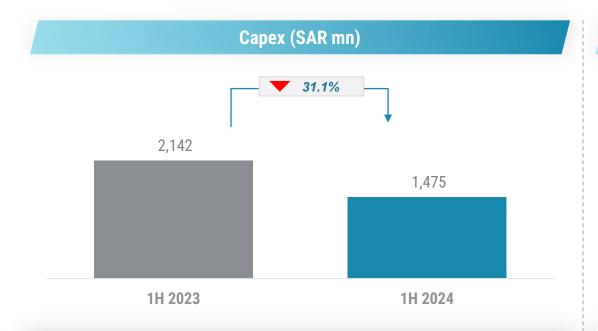


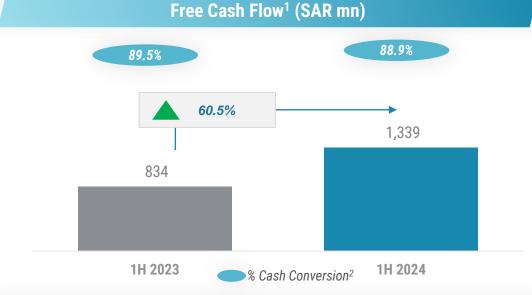
Group equity increased by 9.3% to SAR 6.3bn as of 30 June 2024 compared to SAR 5.8bn as of year end 2023, driven by the additional net profit contribution in 1H 2024, along with other reserves movement<sup>1</sup>.



## **Strong Cash Flow Conversion**







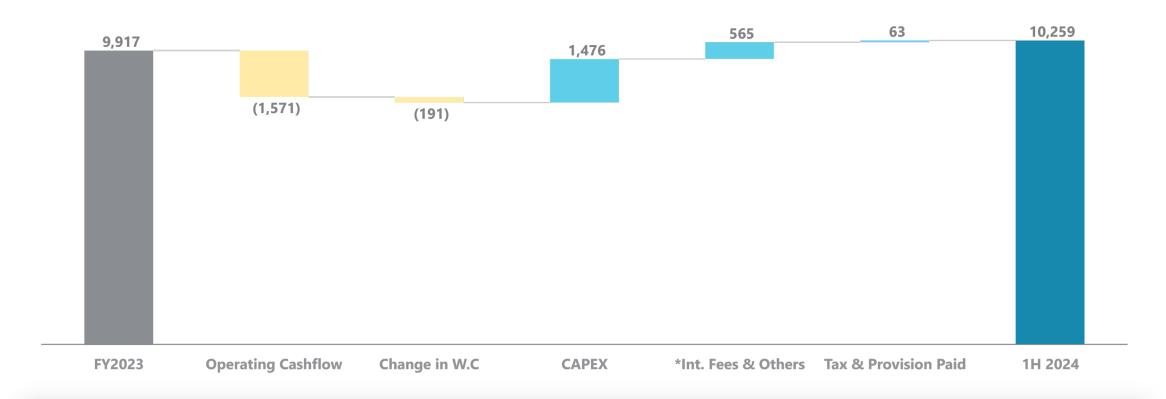
- \* The Group's CAPEX decreased by 31.1% y-o-y, mainly reflecting the completion of the refurbishment projects regarding the group's recent expansions.
- Out of the SAR 1,475 mn, the recurring maintenance CAPEX was SAR 168 mn related to 77 operating rigs during 1H 2024, compared to SAR 98 mn recurring maintenance CAPEX related to 55 operating rigs during 1H 2023, out of a total of SAR 2,142 mn in CAPEX for the period.
- \*\* The Group's free cash flow increased by 60.5% y-o-y mainly due to the growth in EBITDA by over 61%.
- Additionally, continued development of refurbishment and maintenance efficiency initiatives (including in-house capabilities), along with maintenance CAPEX normalization following the deployment of the recent expansions translating into healthy cash conversion rates all while scaling operations.



### **Net Debt Evolution**



#### H1 2024 Net Debt Bridge<sup>1</sup> (SAR mn)



\* The balance of cash and cash equivalents as of 30 June 2024 amounted to SAR 768 mn.

<sup>&</sup>lt;sup>1</sup>Net debt equals Interest-bearing loans and borrowings, less cash excluding lease liability.

<sup>\*</sup>The total amount of SAR 565mn includes SAR 358mn for interest expense paid and the remaining SAR 207mn related to lease obligation, purchase of financial instrumnets, and other fees.



## **New Financing Overview**



To fund ADES' growth prospects, ADES secured USD 3.0bn through upsizing the existing syndication

#### **Transaction Overview**

#### **Tranche D&E**

The transaction marks one of the largest private sector financing in the region and one of the largest syndicated facilities in the history of KSA

USD 2.7<sub>bn</sub>

Stand by Facility To finance potential acquisitions and organic growth **USD 300m** 

Revolving Credit Facility Dual Currency

38.5% in USD and 61.5% in SAR

**8.5**yrs

Tenor for Standby term Tranche

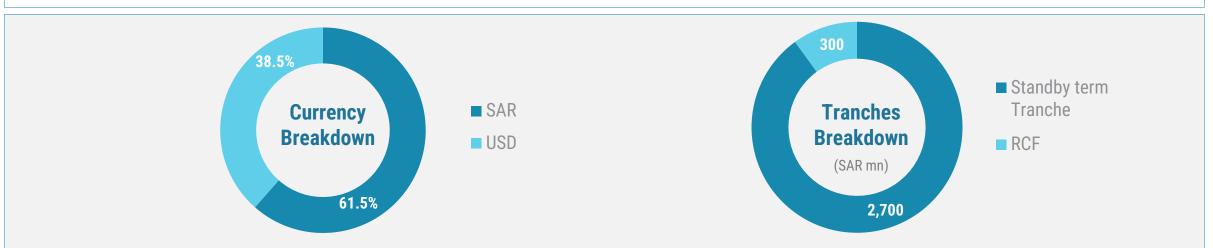
**8.0** yrs

Tenor for RCF tranche

Semi-Annual

Principal Repayment with 12 months grace period 31.5%

Bullet payment at maturity to be paid in the last year





## Dividend Distribution and FY 2024 Guidance





Management reiterates its outlook and guidance for 2024 with an expected EBITDA ranging from SAR 2.89-3.04bn in FY 2024 on account of continued operational growth and the ramp-up of recent expansions – with no anticipated changes to the Group's operating fleet.





## **Important Notice**



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