



# **Singapore Field Trip ONE GUYANA site visit**

June 2024

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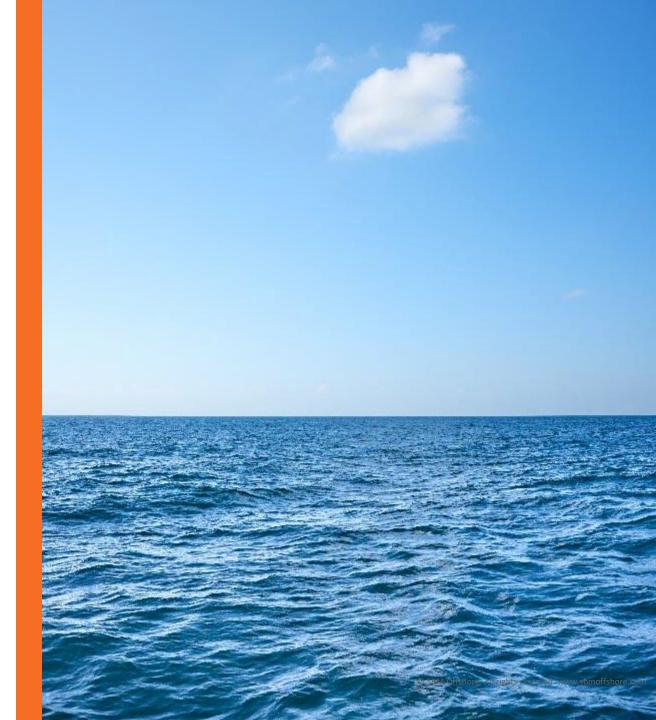
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# **STRATEGY**





# Creating value for all stakeholders



### **ENERGY TRANSITION COMPANY**

# REDUCE COSTS AND EMISSIONS FROM O&G PRODUCTION

# DEVELOP COMPETITIVE LOWER CARBON SOLUTIONS

### **VALUE PLATFORMS**

### **OCEAN INFRASTRUCTURE**



Project Execution



Contractual backlog



Fleet uptime performance



Emission reduction

### **TRANSITION**



Renewable energies



Hydrogen Ammonia



Digital services



# Unique position to enable the energy transition



# 1st **GLOBAL FPSO PLAYER**

with standardized lifecycle product offering

# > 2 **MILLION BARRELS**

of oil per day production capacity

# 98.2% PRODUCTION UPTIME

operational excellence is key for clients<sup>1</sup>

# > 50 **FPSOs**

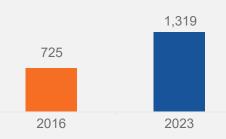
delivered 17 units operational > 385 **YEARS** 

cumulative operating experience

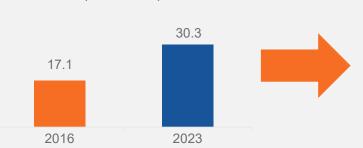
**US\$30.3 BILLION BACKLOG** 

availability based take-or-pay contracts

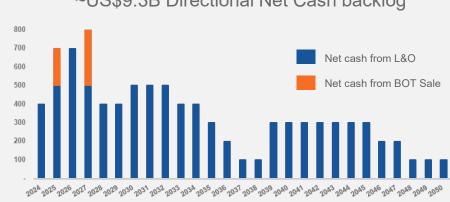
# **Directional EBITDA** (US\$ million)



Directional revenue backlog (US\$ billion)



### ~US\$9.3B Directional Net Cash backlog



# Investment case



### INDUSTRIALIZED FPSO BUSINESS

Only player with Fast4Ward® model







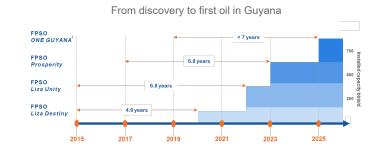
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### MARKET-LEADING TIME TO FIRST OIL

Accelerating production and value for our clients<sup>1</sup>



### **EXCELLENCE IN OPERATIONS**

>385 years of experience, 98.2% uptime<sup>2</sup>, optimized ramp-up time



### STRONG MARKET OUTLOOK

Deepwater demand expected to grow 26% by 2030. High barriers to enter FPSO market3



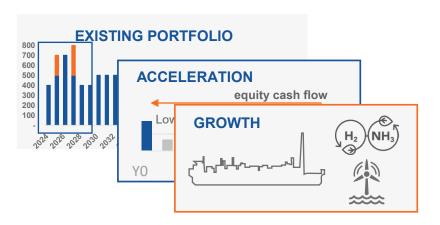
### **ENERGY TRANSITION LEADER**

Developing new offshore energy technology and alternative energies to create value beyond oil & gas



### CASH RETURN TO SHAREHOLDERS

Growing and stable cash return driven by 30 years of net cash flow visibility from backlog4



- 2023, Excluding planned maintenance
- Source: Rystad. Field development performance on 41 deepwater projects achieving first oil between 2012 and December 31, 2023, excluding redeployments and revitalizations.
- Reflects a pro-forma view of the Company's Directional backlog

# FPSO awards and near term prospects



AWARDED 5TH FPSO PROJECT FOR SBM IN GUYANA

SBM Offshore will construct and install FPSO Jaguar for ExxonMobil Guyana

### LARGEST FPSO IN GUYANA

Increasing Guyana's production capacity by 250,000 barrels of oil per day

### FIRST BASED ON A SALE & OPERATE MODEL

Adding accelerated cashflow profile to our backlog

### RECOGNIZING SBM's OPERATIONAL EXCELLENCE

FPSO Jaguar expected to be operated under our existing operating agreement

# 8<sup>th</sup> Fast4Ward® hull reserved for TotalEnergies

In line with FEED studies for first FPSO development in Suriname



# Strategic priorities



**Short term** Until 2025

**Medium term** Towards 2030

Long term 2030 & beyond

**OCEAN INFRASTRUCTURE** 

**EXCELLENCE IN EXECUTION OF GROWING BACKLOG** 



**TRANSITION** 

**ADAPT TO NEW BUSINESS MODELS** 

PROFITABLY ENTER NEW MARKETS





**KEY AMBITIONS** 



**6 FPSOs UNDER CONSTRUCTION EMISSIONZERO® ORDER INTAKES** 



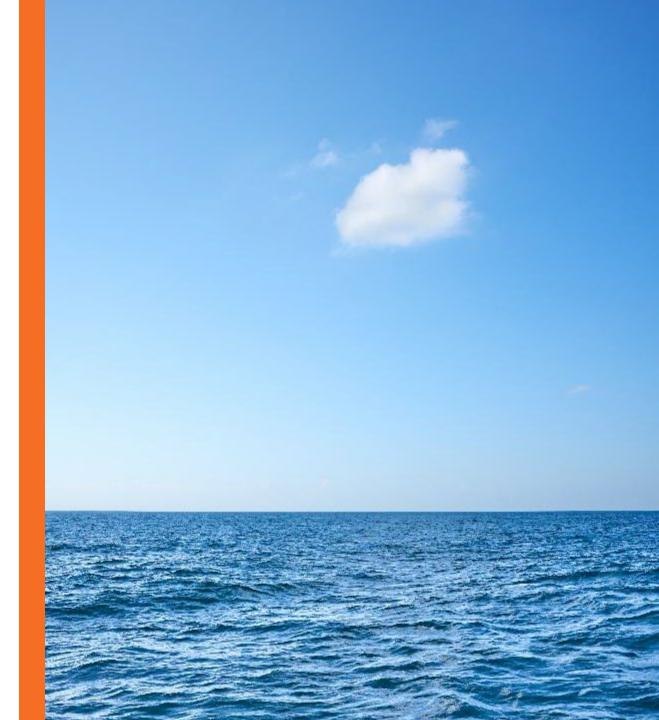
**0 Serious Injuries and Fatalities** 16KG/BOE<sup>1</sup> GHG Intensity

**New alternative energy orders 50% lower GHG intensity**<sup>2</sup>

**FPSO + ALTERNATIVE ENERGY ORDER INTAKE NET ZERO 2050** 

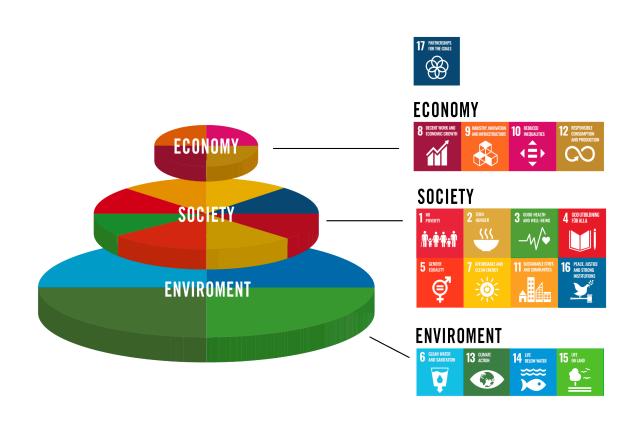
# **SUSTAINABILITY**





# Sustainability definition





Continuous improvement of the balance between economy, society & environment

Driving positive environmental & societal impacts, next to minimizing adverse impacts

Delivering value for generations today without harming the needs of future generations

# Why do we commit to sustainability?



## **Company Vision and Values**

SBM Offshore believes the oceans will provide the world with safe, sustainable and affordable energy for generations to come.



# **Stakeholder Expectations**

- Clients: Environmental and Social
   Performance Expectation
- Financers: Investment Requirement
- NGOs

### Law and International Guidance







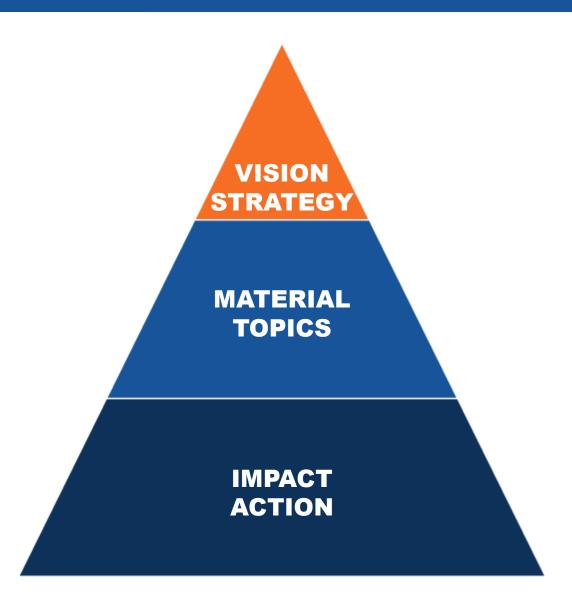


# **Financial Impact**

- World Bank IFC Performance Standards
- Project Finance Social Management
   Requirement
- Financial interest linked sustainability performance
- ESG Rating agencies

# **Embedding sustainability**





SBM Offshore believes the oceans will provide the world with safe, sustainable and affordable energy for generations to come. We share our experience to make it happen

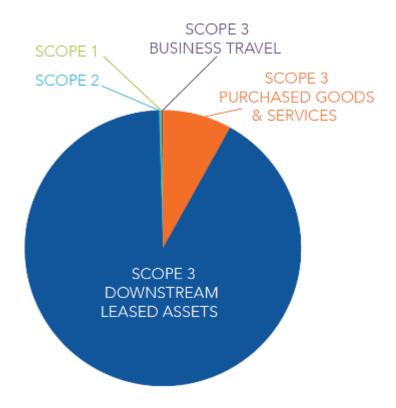
SBM Offshore manages its impacts to environment, society & governance related impacts by applying materiality analysis and stakeholder engagement

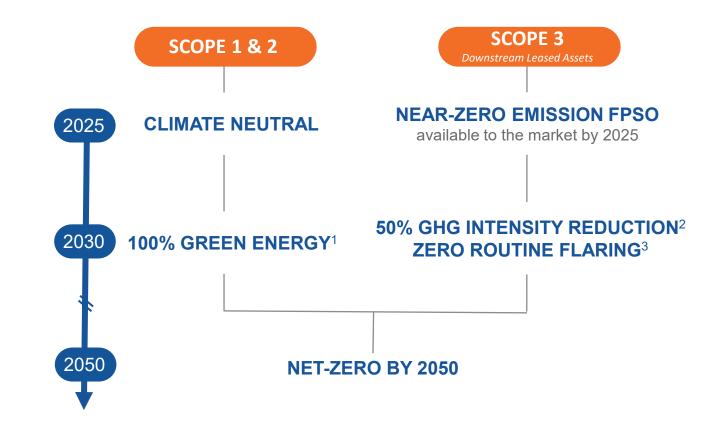
SBM Offshore invests above & beyond in actions linked to UN SDGs – with local impact being a key driver

# **INTERVENTION** - Our Net Zero targets



# SBM Offshore Reported Emissions 2022 based on CO<sub>2</sub>e volumes





Aiming for 100% sourcing of green energy by 2030 and considering investments in certified projects to offset against any residual GHG emissions from Scope 1 & 2

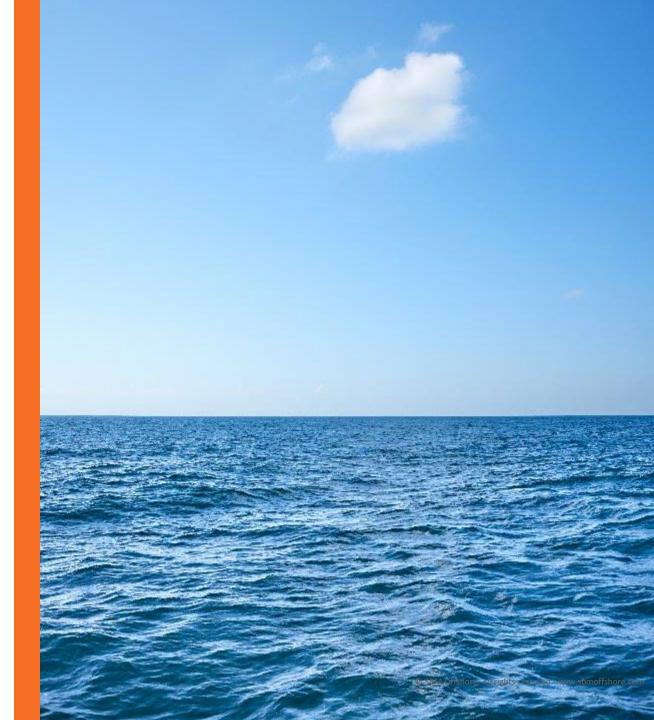
<sup>(2)</sup> Reduce GHG-intensity of Scope 3- Downstream Leased Assets with 50% by 2030, compared to 2016 as a base year

Routine flaring of gas is flaring during normal oil production operations in the absence of sufficient facilities or amenable geology to re-inject the produced gas, utilize it on-site, or dispatch it to a market. Applies to GHG emissions from Scope-3 downstream leased assets.

# HUMAN RIGHTS (HuR) PROGRAM

Shifting from risk mitigation to positive impact





# Human Rights program: our journey





Environmental Social Due Diligence requirements

# Human Rights at SBM Offshore



### **HUMAN RIGHTS STANDARDS**

- People are treated with dignity, respect, and fairness.
- 2. People are free from any form of modern slavery.
- 3. Child labor shall not be tolerated.
- 4. Working and living conditions are safe, healthy, clean, and habitable.
- 5. People are provided with a living wage.
- 6. Unfair and unreasonable working hours shall not be imposed on people.
- 7. People's right to freedom of association, assembly and collective bargaining will be respected, in accordance with local law.
- 8. People are provided access to a grievance mechanism and remedy.

# **SBM Offshore**

assesses Yards and Vendors on compliance with our Standards

# Salient issues are the most important issues impacting workers

SBM OFFSHORE HUMAN RIGHTS SALIENT ISSUES



FORCED LABOR



OVERTIME, PAY AND FINES



**ACCOMMODATIONS** 



MENTAL HEALTH & WELLBEING

# Due diligence – our process



# MAKING AN IMPACT ON HUMAN RIGHTS ISSUES



**Due Diligence** 

Identification of Risk

Prevention, mitigation and Remedy

# Case Study - Supply chain





### Main Issues:

- Lack of management system
- Excessive working hours
- Unpaid overtime
- Verbal abuse

### **Actions:**

- 9 internal policies and procedures issued
- Time and payment done digitally
- Training is paid

# **Audit with Stakeholders:**

- Supplier management interviews
- Sample location
- Random interview employees

# Concluding remarks



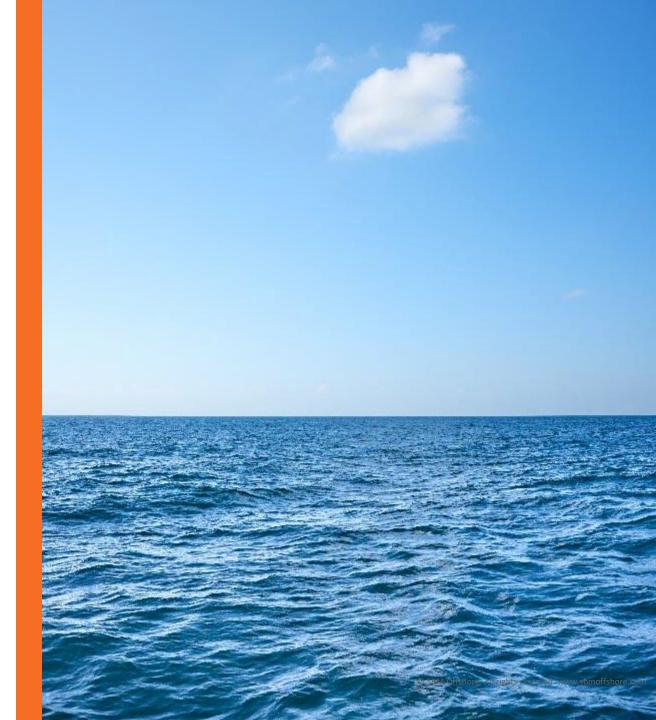
- Net-zero drives our action
- ESG impact embedded in business & projects
- Going above and beyond with local impact projects



You are a key part for a responsible transition, let's keep moving forward together!

# **ONE GUYANA Project**





# Yellowtail Development – Guyana FPSOs



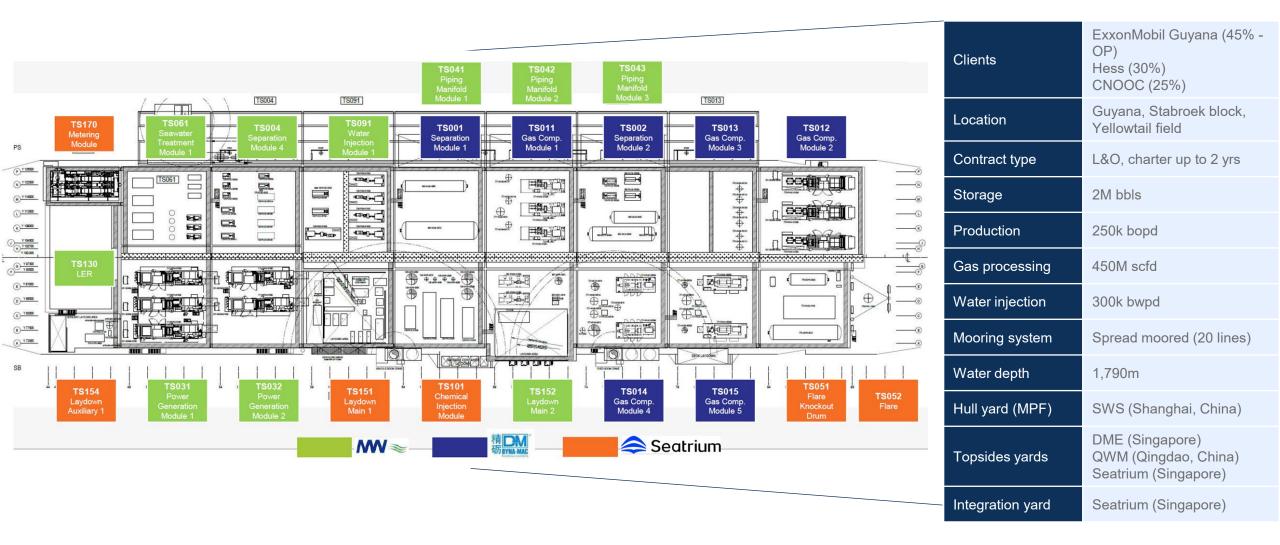


FPSO	Liza Destiny	Liza Unity	Prosperity	ONE GUYANA	Jaguar	
1 <sup>st</sup> Oil	Q4 2019	Q1 2022	Q4 2023	2H 2025	exp. 2027	
Water Depth	1,525m	1,600m	1,600m 1,900m		1,630m	
Installed capacity – Oil <sup>1</sup>	120,000 bopd	220,000 bopd	220,000 bopd	250,000 bopd	250,000 bopd	
Gas	170 MMscfd	400 MMscfd	400 MMscfd	450 MMscfd	540 MMscfd	
Water	200,000 bwpd	250,000 bwpd	250,000 bwpd	300,000 bwpd	300,000 bwpd	

<sup>(1)</sup> Based on the nameplate capacity

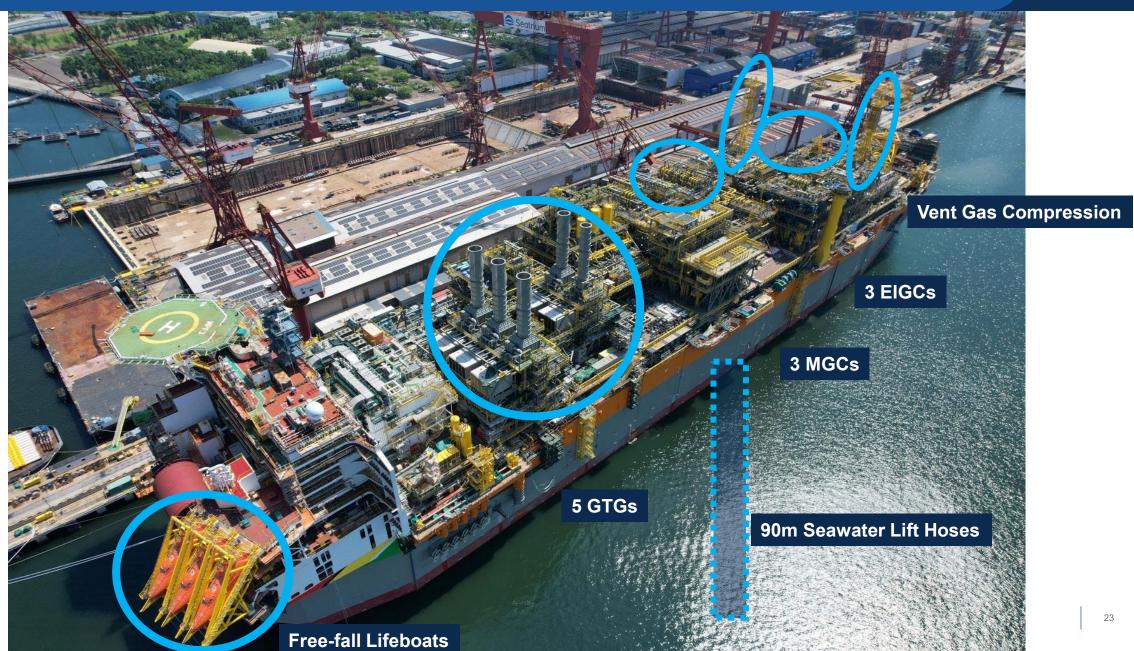
# ONE GUYANA FPSO – Overview





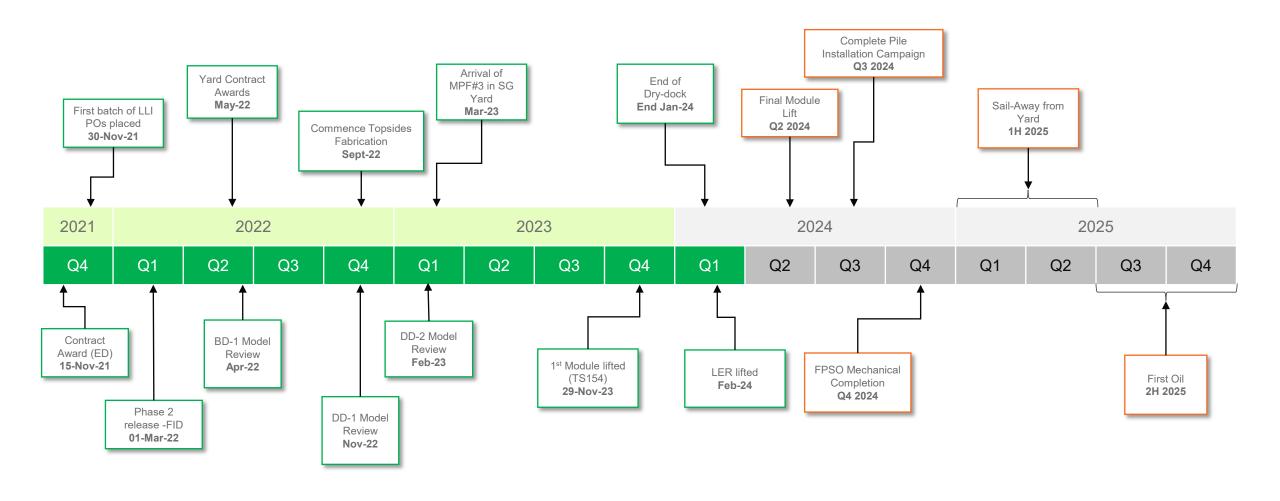
# ONE GUYANA FPSO – A step-change





# ONE GUYANA FPSO – Timeline





# ONE GUYANA FPSO – Current status



**SAFETY INDICATORS** 

> 66,000

**Observation Cards Issued** 

> 22 Million

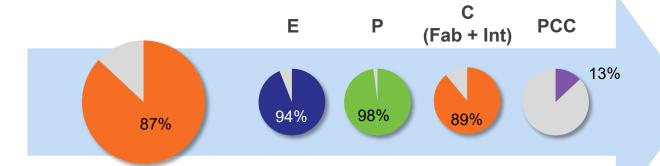
Man-Hours without LTI

> 400

**HSSE Management Walks** Completed

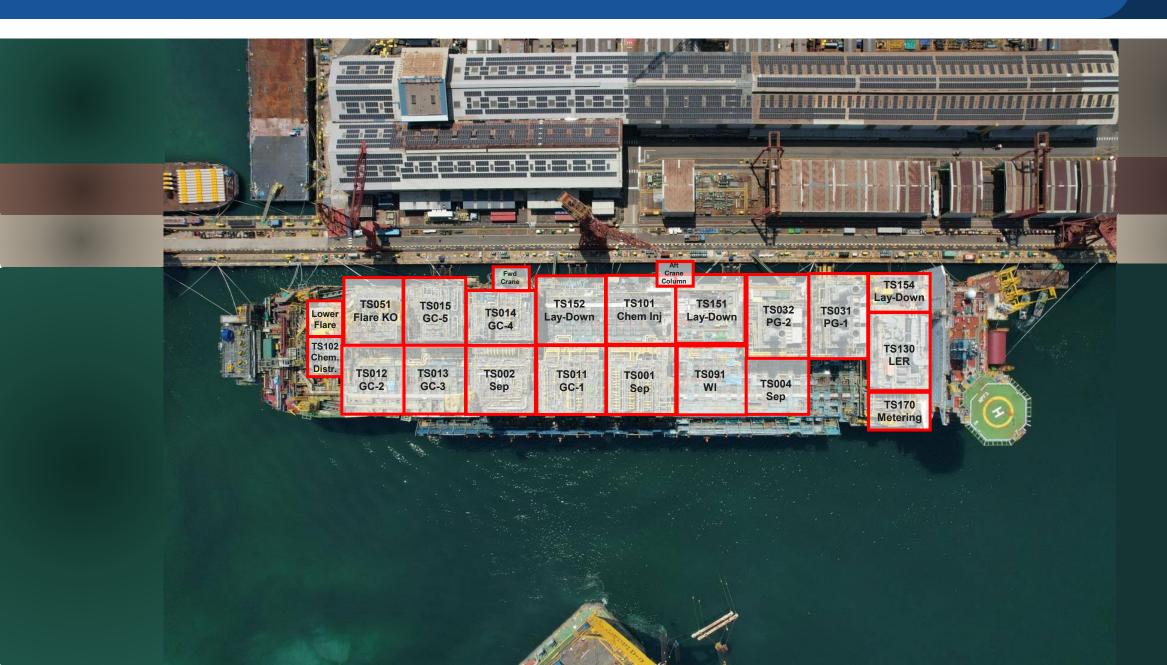
0 LTI 1 MTC 5 FAC **15 NMI** 

**PROGRESS OVERALL** 



# ONE GUYANA FPSO – Current status





# ONE GUYANA FPSO – Installation











Normand Installer

FPSO Sail-Away

Installation Campaign #1 (Mooring Installation)

Installation Campaign #2 (Hook-up Mooring + Risers)

# Performance in Guyana



### THREE FPSOs OPERATING IN GUYANA

Under a 10yrs Operations and Maintenance Enabling Agreement

### **INCREASED TOTAL PRODUCTION**

More than 645,000 bbls/d installed capacity in Guyana

### FPSO ONE GUYANA AND FPSO JAGUAR

On track for first oil in 2025 and 2027 respectively

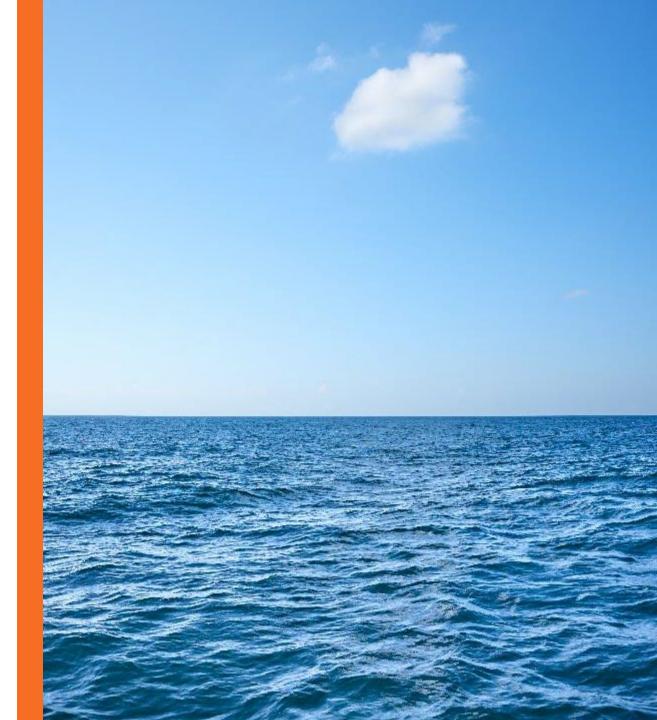
### TARGETING >1.1M BOPD TOTAL PRODUCTION

From SBM Offshore FPSOs in Guyana by 2027, in less than 8 years from first offshore oil production



# **EXCELLENCE IN EXECUTION**





# Client value proposition: Time to first oil & uptime



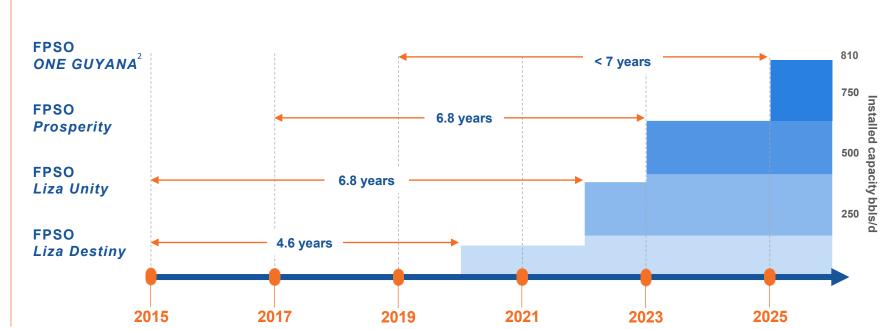
### FIELD DEVELOPMENT PACE

from discovery to first oil1



### FROM DISCOVERY TO FIRST OIL

leading in Guyana



### OPERATIONAL UPTIME<sup>3</sup> OF SBM FPSO FLEET (%)

### **2023: 98.2% FLEET UPTIME**<sup>3</sup>

in line with historical levels

96.8%	98.3%	98.0%	99.4%	99.0%	99.1%	97.2%	98.2%
2016	2017	2018	2019	2020	2021	2022	2023

<sup>1)</sup> Source: Rystad. Field development performance on 41 deepwater projects achieving first oil between 2012 and December 31, 2023, excluding redeployments and revitalizations.

<sup>)</sup> Anticipated first oil

<sup>(3)</sup> Excluding planned maintenance

# Applying our expertise throughout the full FPSO lifecycle





> 60 years of industry firsts
Leading edge technology
FAST4WARD® standardization

ENGINEERING

PROCUREMENTAL

PROCUREMENTAL

EXCELLERING

PROCUREMENTAL

PRO



Brownfield project expertise Responsible recycling



>385 years of experience
98.2% fleet uptime<sup>1</sup>

Extension

Dedicated fleet
Unparalleled experience
Optimized ramp-up time

in

Strategic partnerships
Unrivalled project experience
Extensive project capability



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# SBM"s unique value proposition: Fast4Ward®







A DESIGN THAT FITS A WIDE MARKET, WITH THE FLEXIBILITY

• TO BE TAILORED TO THE SPECIFIC NEEDS OF A PROJECT.

### **REDUCING CYCLE TIME**

# Up to 12 months faster SBM Offshore fleet 7.9 years Other deepwater 9.4 years

### **DE-RISKING PROJECTS**



# ENABLING LOWER BREAK-EVENS

# Lower CAPEX and OPEX

- Reduced engineering hours
- Integrated supply chain
- Greater safety and reliability
- Digitalization

# Standardization in supply chain & ways of working



### STRATEGIC PARTNERING WITH KEY SUPPLIERS

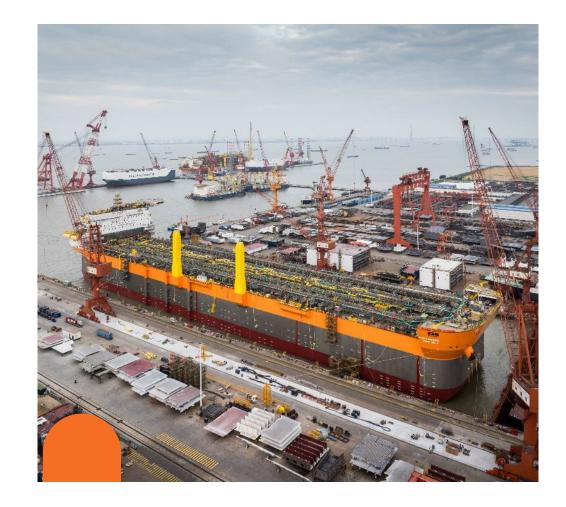
Enhancing the performance of the supply chain

### STANDARDIZED ENGINEERING DESIGN PROCESSES

Optimized use of resources in our execution centers and improved quality

### INTEGRATION OF TOOLS IN CONSTRUCTION YARDS

Ensure best practice safety, quality and construction methods are applied in yards



# SBM making a difference - flawless start-up



### FROM ENGINEERING TO OPERATIONS

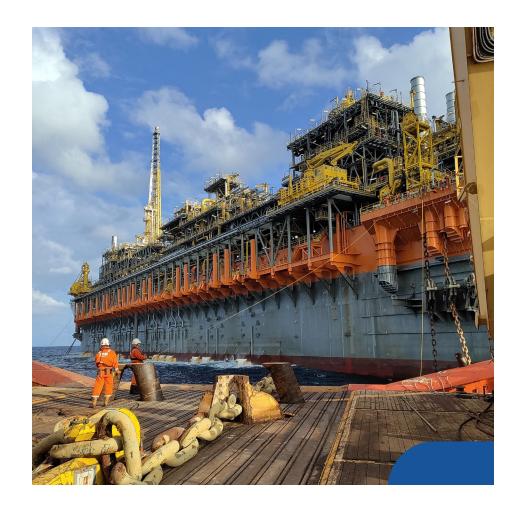
Using our unique know-how through the full lifecycle

### CREATING VALUE THROUGH OPTIMIZED RAMP-UP TIME

Accelerating production and lowering CO<sub>2</sub> intensity

### **FAST4WARD® STANDARDIZATION**

Enhancing start-up certainty through replication



# Safe & sustainable operations





### 2M BBLS/D INSTALLED CAPACITY

~1M barrels per day produced in 2023

### **10YR GUYANA OPERATING AGREEMENT**

Adding ~US\$3 billion revenue backlog

### **FPSO LIZA UNITY SALE**

Operations continue under 10-year OMEA agreement

### 98.2% FLEET UPTIME<sup>2</sup>

In line with historical levels

# Responsible recycling





### DEEP PANUKE DECOMMISSIONING COMPLETED

in Nova Scotia, Canada, with zero accidents or incidents

### SUSTAINABLE RECYCLING

97% of the waste materials generated by the project were sold, recycled, and reused

### CAPIXABA RECYCLING STARTED IN DENMARK

FPSO *Capixaba* safely arrived at the M.A.R.S. Ship Recycling yard in Frederikshavn, Denmark on 5 May 2024

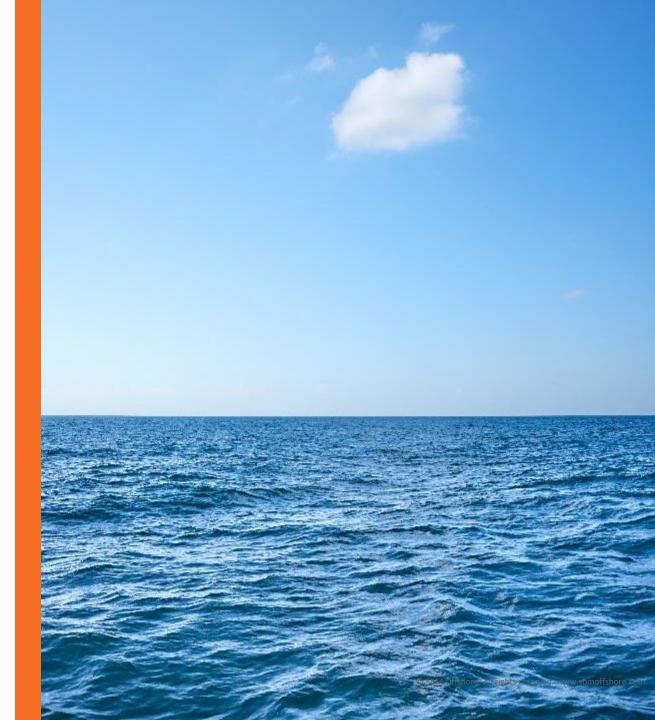
### INDUSTRY LEADING RECYCLING POLICY

for mapping, cleaning and disposal of hazardous materials followed by demolition and recycling



# **BUSINESS OUTLOOK**

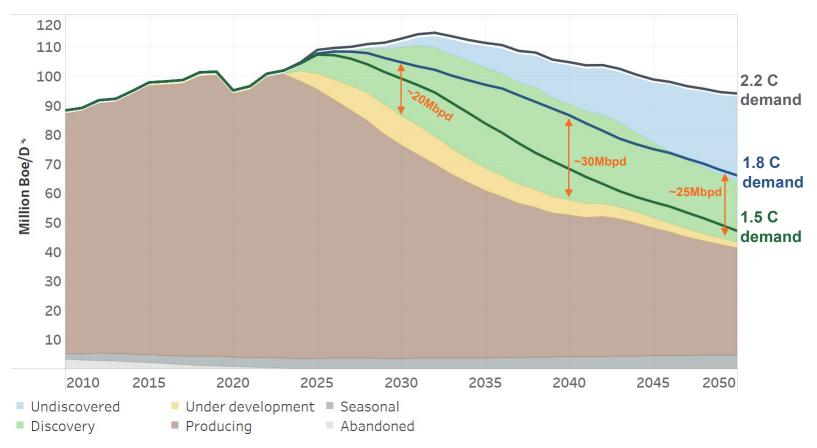




# Deepwater double resilience optimal to address supply gap



#### GLOBAL LIQUIDS SUPPLY FORECAST AND DEMAND SCENARIOS



OIL & GAS REMAIN PART OF THE ENERGY MIX

**CARBON EFFICIENCY** 

Low emission intensity production required

**COST EFFICIENCY** 

Low per barrel break-even prices required

STRONG DEEPWATER GROWTH

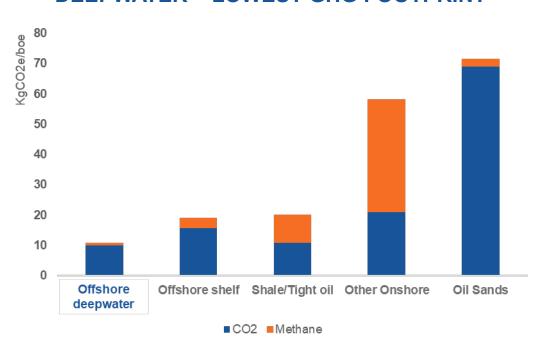
Forecast to grow 26% by 2030

Source: IEA scenarios, Rystad Energy, 2024

# With Deepwater FPSOs being the solution of choice



#### **DEEPWATER - LOWEST GHG FOOTPRINT**





# DEVELOPING PROFITABLE, FAST-TRACKED AND LOW EMISSIONS PROJECTS





Low per barrel breakeven price



~40%

Lower emission intensity than industry average<sup>1</sup>

# Strong FPSO market outlook



# **SELECTIVE & DISCIPLINED**

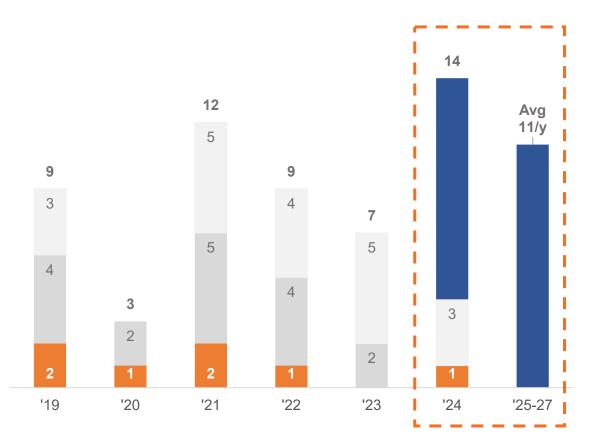
targeting projects delivering value to all stakeholders

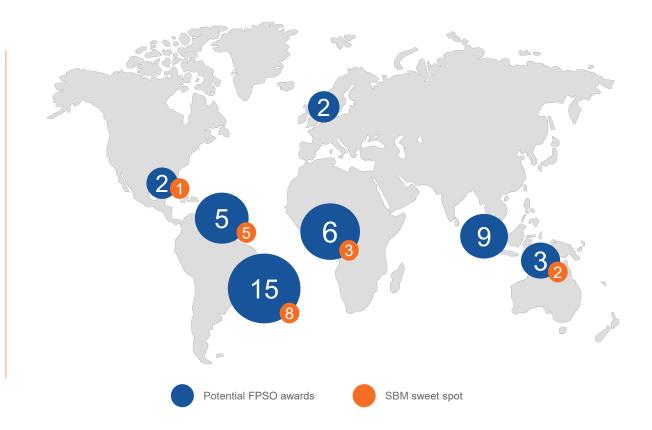
# 6 FPSO CAPACITY

under construction or ~2 wins per year

# 19 PROSPECTS WITHIN TARGET

large and complex FPSOs

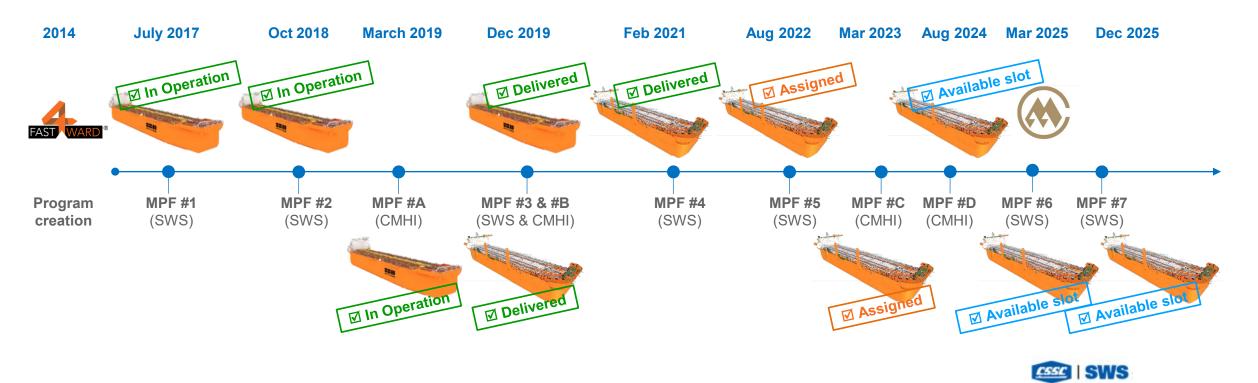




- Potential FPSO Awards
- Other FPSO Awards
- Large capacity FPSO Awards (120kbopd and above)
- ■SBM FPSO Awards

# Fast4Ward Standardization & MPF program





#### **STANDARDIZATION**

MPF generic hull driven by **standardization** as part of our Fast4Ward program, **built ahead of project award**, de-risking and accelerating the time to first oil by taking the hull out of the critical path.

#### **CONTINUOUS IMPROVEMENT**

Standardization has proved to bring **efficiency**, especially by the yard reducing **work-hours change orders** instructed to the yards. SBM has delivered 6 MPFs today and 2 are under construction.

#### **COMPETITIVE POSITIONING**

SBM is the only contractor, which invest **in hulls in anticipation**, which is a key differentiator. We are well positioned for tendering through **slots reserved for additional hulls** in a tight market.

# SBM making the difference: Time to market



# Field development performance

from discovery to first oil<sup>1</sup>

# SBM Offshore fleet 7.9 years Other deepwater 9.4 years

# From discovery to first oil

leading in Guyana

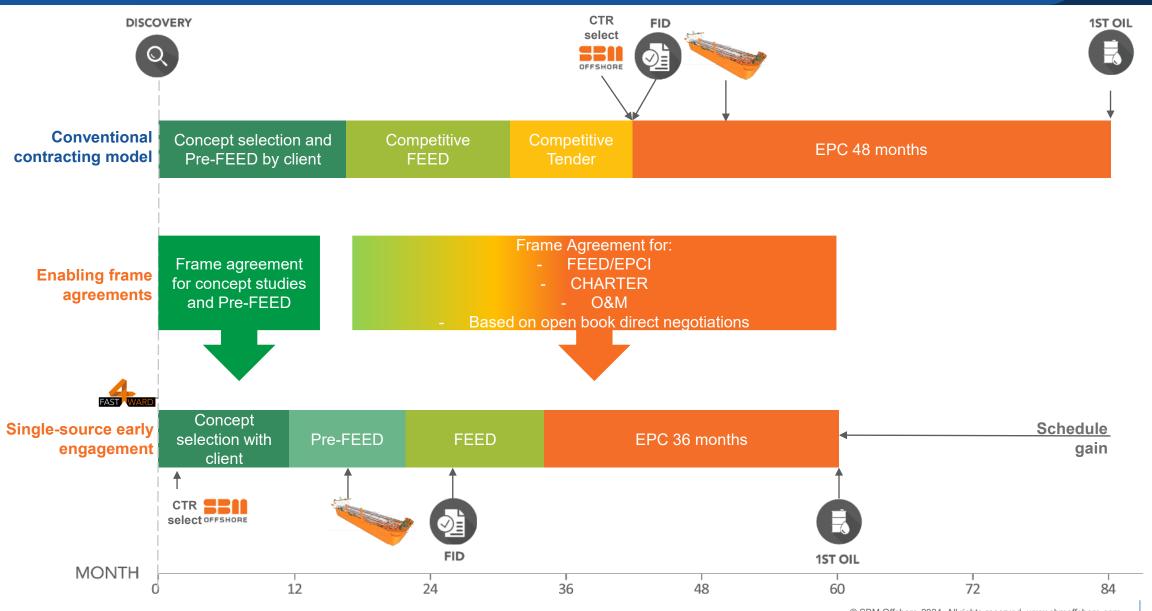


<sup>(1)</sup> Source: Rystad. Field development performance on 41 deepwater projects achieving first oil between 2012 and December 31, 2023, excluding redeployments and revitalizations.

<sup>(2)</sup> Anticipated first oil

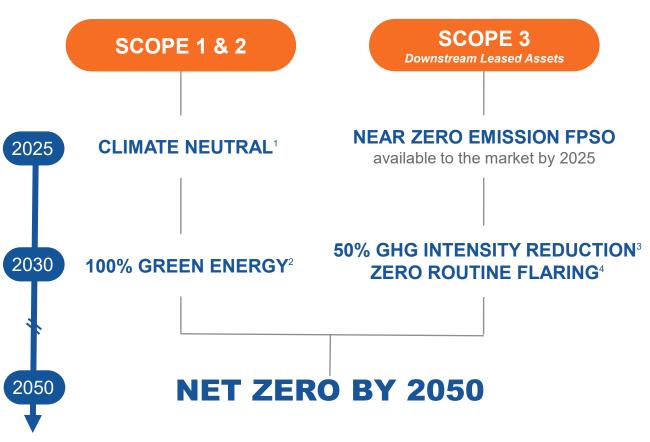
# Tendering 2.0 – Enabling shorter time to market





# On track for our Net Zero ambitions







<sup>(2)</sup> Aiming for 100% sourcing of green energy by 2030 and considering investments in certified projects to offset against any residual GHG emissions from Scope 1 & 2

Routine flaring of gas is flaring during normal oil production operations in the absence of sufficient facilities or amenable geology to re-inject the produced gas, utilize it on-site, or dispatch it to a market. Applies to GHG emissions from Scope 3 downstream leased assets



<sup>(3)</sup> Reduce GHG-intensity of Scope 3 - Downstream Leased Assets by 50% by 2030, compared to 2016 as a base year

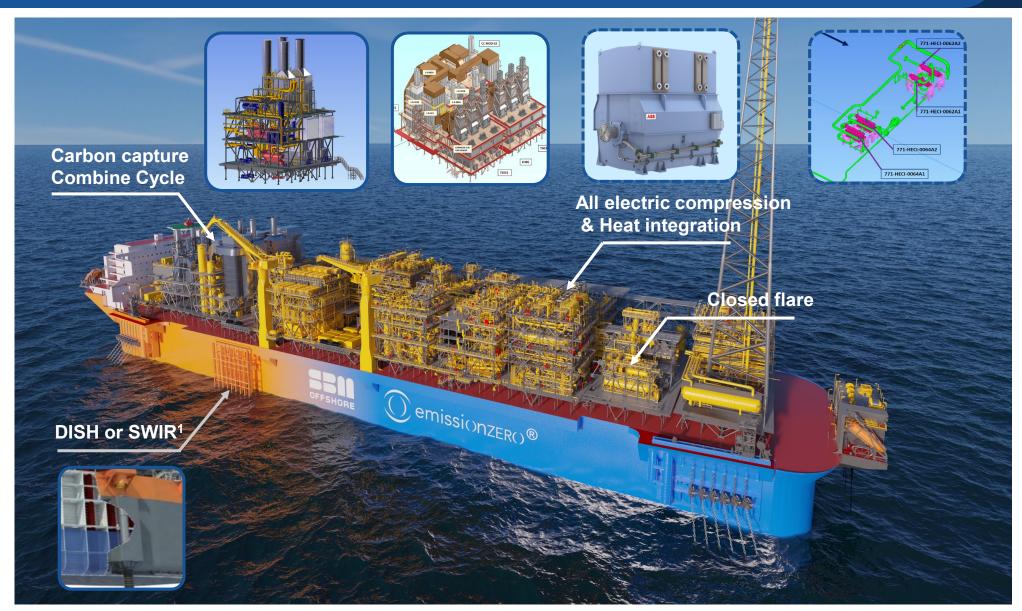
# emissionZERO FPSO: leased assets emissions repartition





# Near zero emission FPSO: what would it look like?



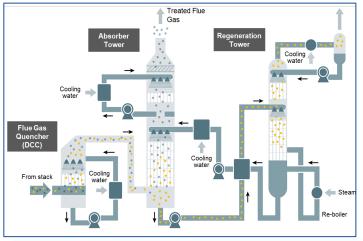


# 2023 – MHI & SBM Partnering for Carbon Capture

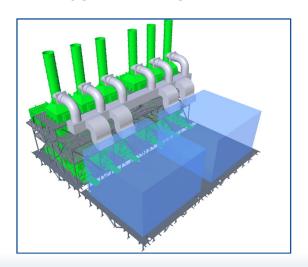




#### PROCESS LICENSOR SCOPE & OWNERSHIP



#### JOINT DEVELOPMENT



#### **FPSO EPC SCOPE & OWNERSHIP**







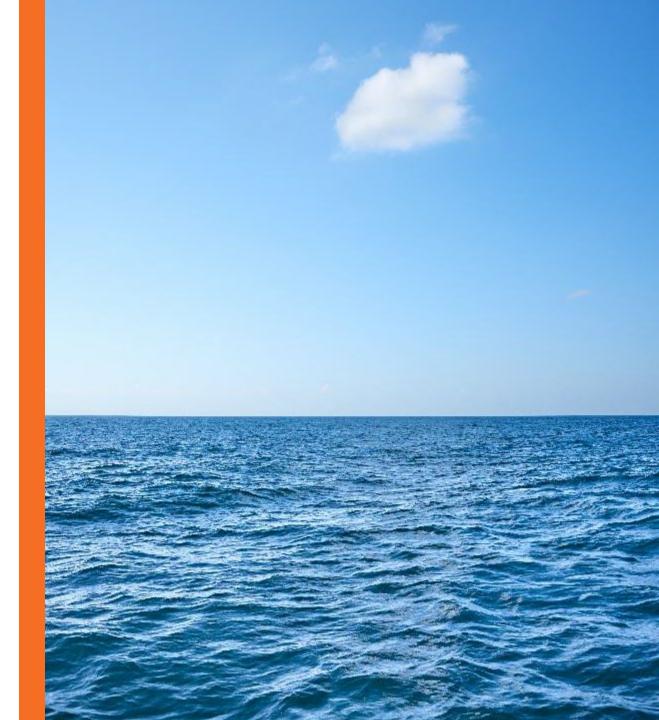
240 GTS to cover all aspects of marinization

Wide range of offshore modules EPC experience



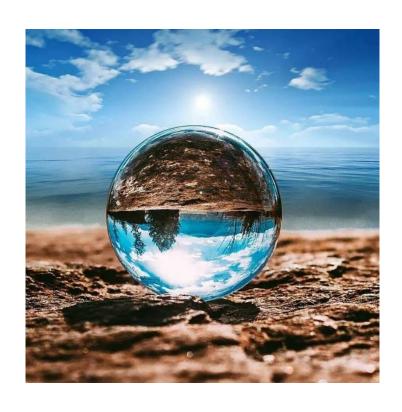
# **ALTERNATIVE ENERGIES**



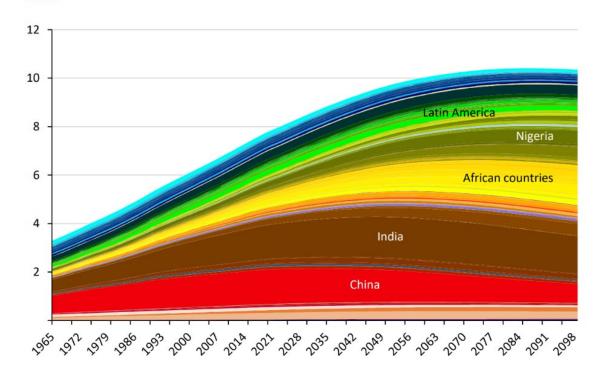


# Appreciating the scale of the challenge of alternative energies





# Global population forecast by country Billions



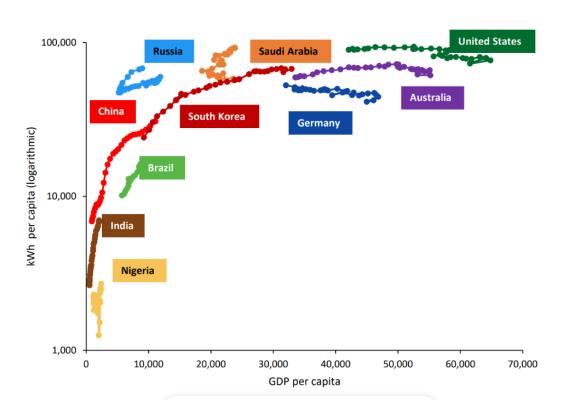
Source: Rystad Long-Term Oil Macro Scenario's Report, December 2023

# GDP and primary energy consumption relation



#### Primary energy consumption per capita (kWh per capita vs GDP per capita)

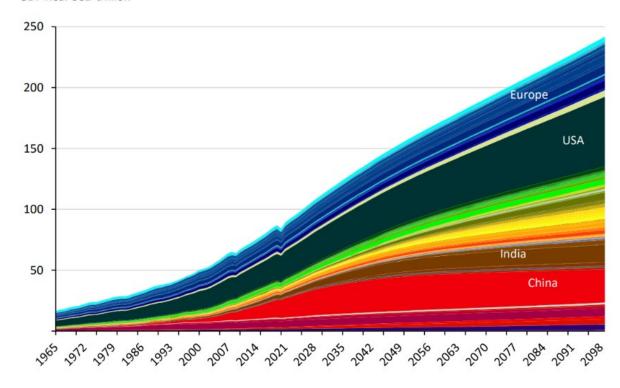
Observations from 1990 to 2021 in selected countries



#### Source: Rystad Long-Term Oil Macro Scenario's Report, December 2023

#### Global forecast for GDP by country

GDP Real USD trillion

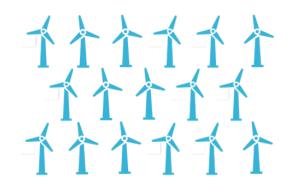


# The Energy Transition: comparing FPSO energy production

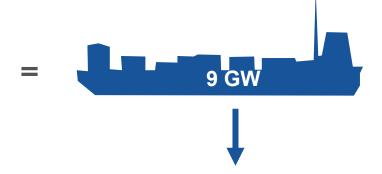


# **Wind Farm**

1,500 wind turbines



# FPSO Produces the equivalent of 77.5 TWh/year of electricity

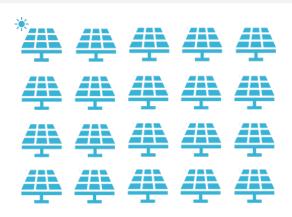


# 

Electric power consumption of 13 million people in Europe

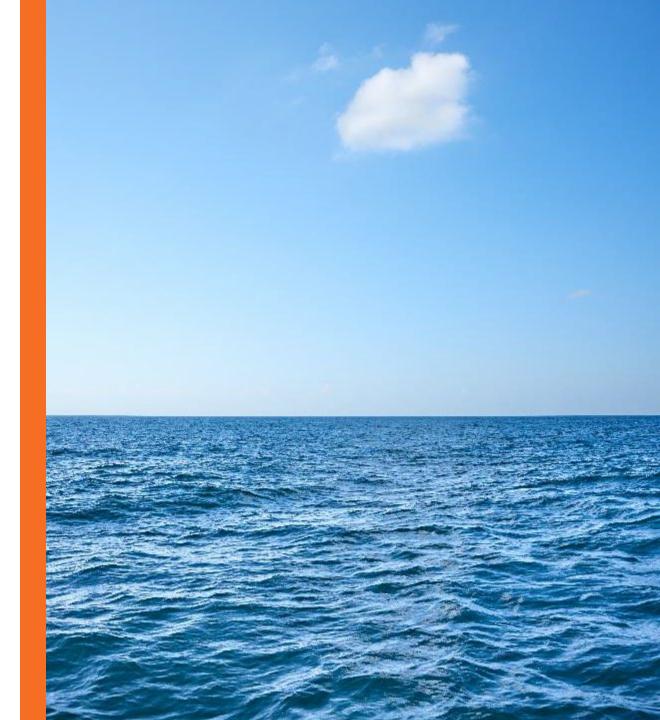
# **Solar Farm**

134 km<sup>2</sup> of PV area



# Floating Offshore Wind





# Demonstrating our expertise in the offshore wind market



# **3 FLOATERS INSTALLED**

Tension-leg floater technology mature

# 1st TENSION LEG FLOATING WIND

3 floaters supporting 8.4MW turbines each

~10%¹ OF TOTAL MW CAPACITY

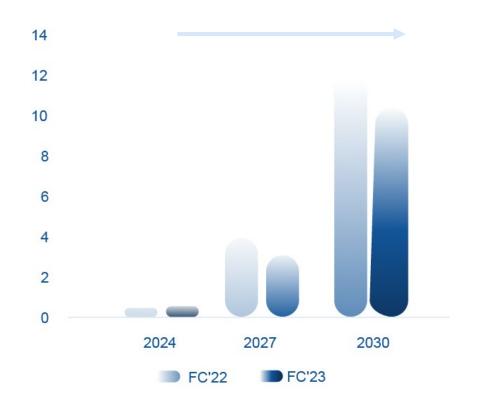
Installed worldwide following commissioning



# Addressing floating offshore wind market challenges



# PROJECTED INSTALLED CAPACITY (GW)<sup>1</sup>



UNCERTAIN ECONOMICS

POLITICAL STABILITY SUPPLY CHAIN

GRID INFRASTRUCTURE

# **DEVELOPMENT AREAS WORLDWIDE (2023-2030)**



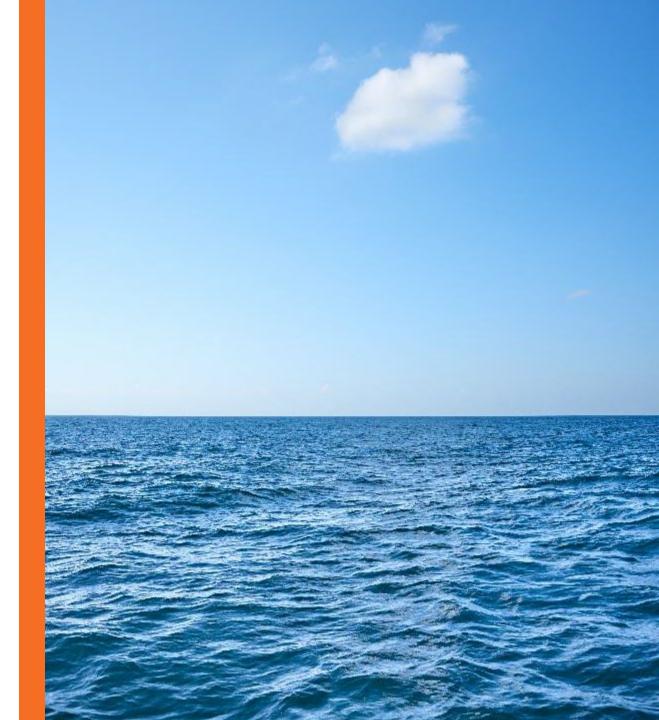
#### **DEVELOPING PARTNERSHIP OPPORTUNITIES**

to facilitate sustainable continued market pursuit – 50/50 JV with T.EN



# Hydrogen and Ammonia





# Introduction



# H<sub>2</sub> Hydrogen

- Liquifies at -253°C
- Explosive within 4% to 75%
- Most steels are permeable to H<sub>2</sub>
- Combustion is GHG free

# **Production**

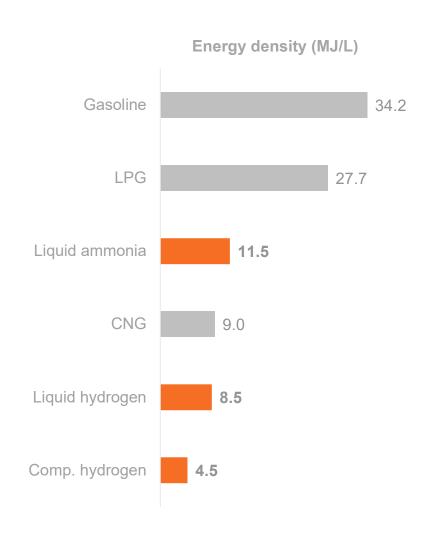
- Methane reforming emits 9kg CO<sub>2</sub>
   per kilo of H<sub>2</sub> (gray and blue)
- Water electrolysis is GHG free (green hydrogen)
- 1 ton of H<sub>2</sub> from 52 MWh

# NH<sub>3</sub> Ammonia

- Liquifies at -33°C
- Explosive in 15% to 33%
- Toxic and corrosive
- Combustion is carbon free (NO<sub>x</sub>)

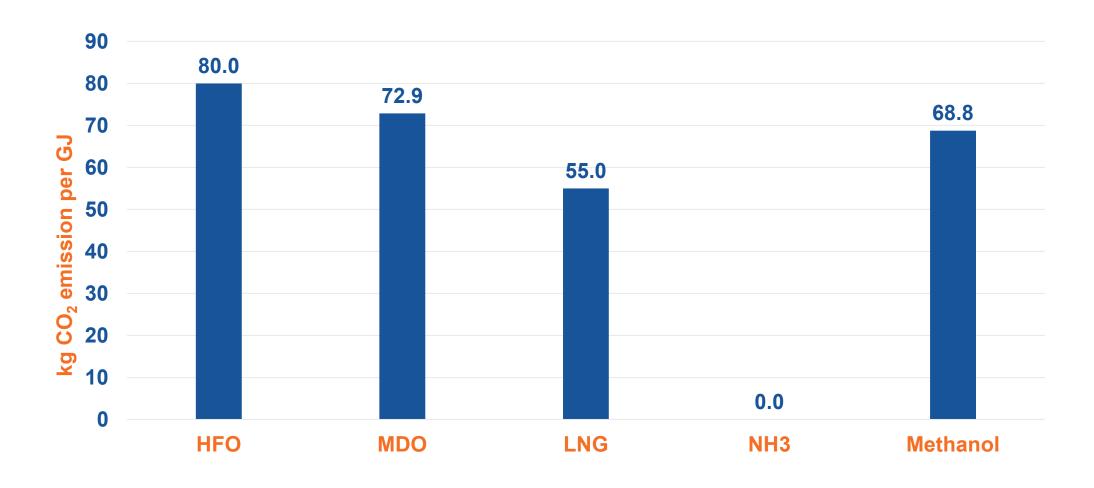
#### **Production**

- Hydrogen derivative with Haber-Bosch process
- 5.6 ton of NH<sub>3</sub> from 1 ton of H<sub>2</sub>



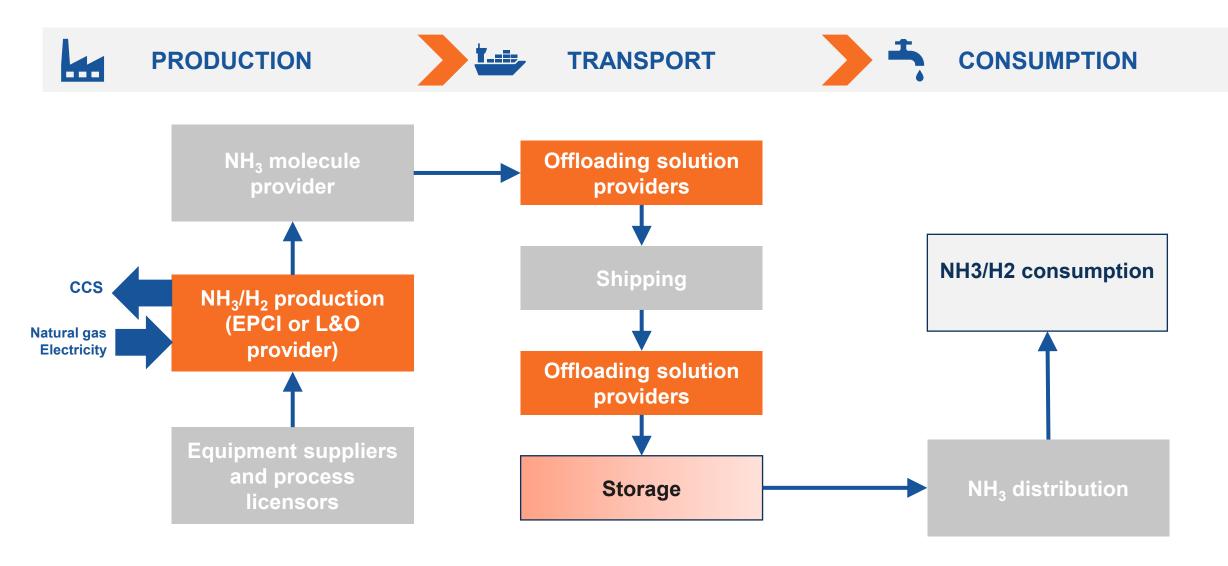
# CO<sub>2</sub> emission coefficient (kg CO<sub>2</sub> / GJ)





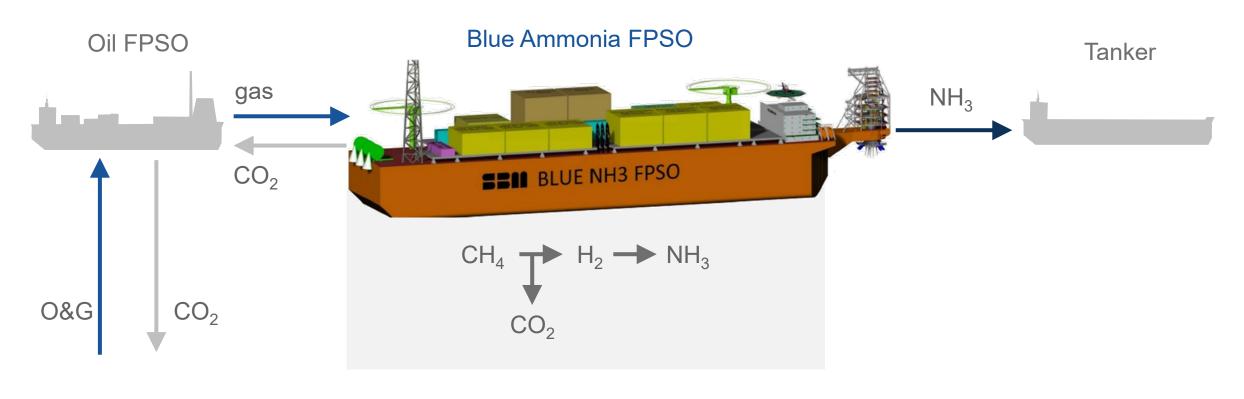
# SBM positioning in the value chain





# Blue ammonia FPSO concept





Monetization of associated gas Improved carbon intensity of Oil FPSO

# Ammonia offloading systems



# Jetty-less weathervane terminals to import or export ammonia



# Other opportunities in the Energy Transition

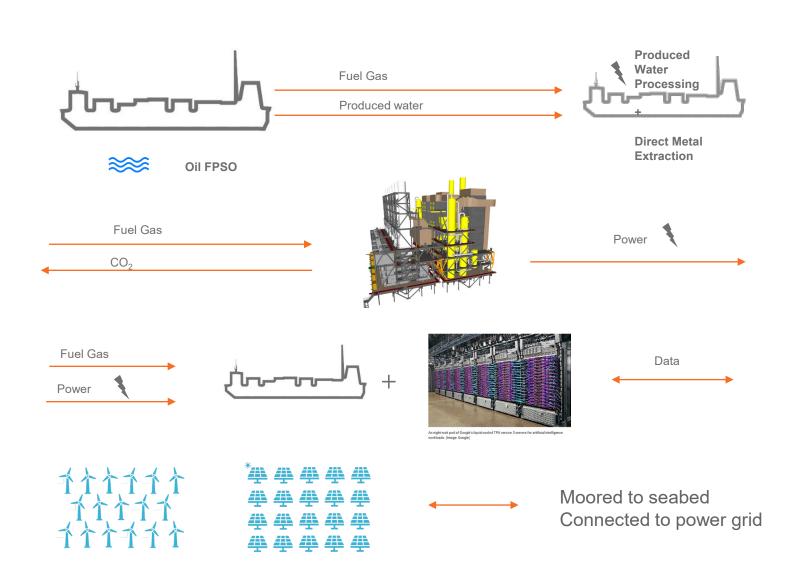


Lithium Extraction from Produced Water

Power Generation with Carbon Capture

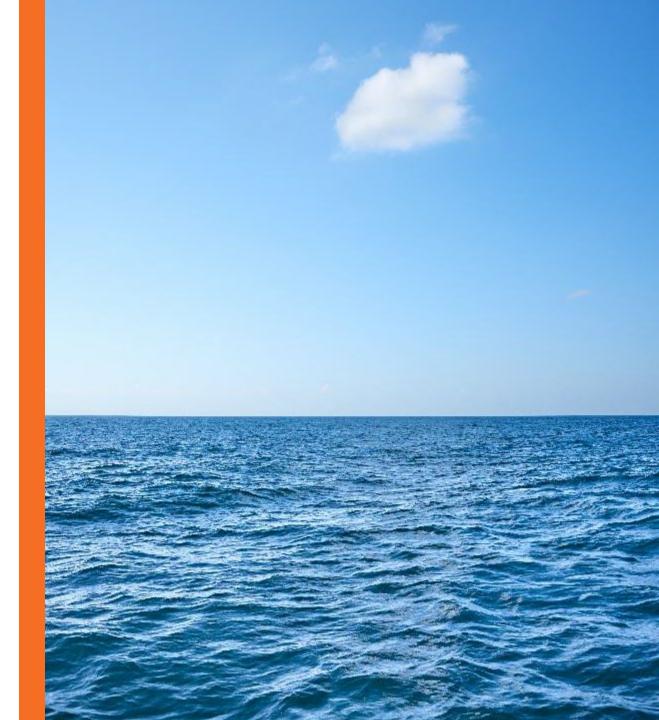
Floating Data Center

Connectors and Mooring Solutions



# **FINANCE**





# Financial highlights – 5 year look back





Stable cash flow visibility until 2050

Directional revenue backlog (US\$ billion)



# **RECORD US\$1,319 MILLION EBITDA<sup>2</sup>**

Weighted average IG rated client portfolio & project debt ratings

Directional EBITDA (US\$ million)

# STABLE AND GROWING SHAREHOLDER REMUNERATION

2024: 12% increase in cash return to US\$220m

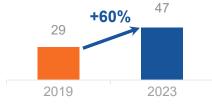
Total cash returned to shareholders since 2019<sup>3</sup>



# STRONG EMBEDDED SHAREHOLDER VALUE

Weighted average IG-rated client portfolio & project debt ratings

Directional net cash backlog per share (EUR)



# **US\$11 BILLION PROJECT FINANCING SECURED**

Funding secured for all FPSOs set for first oil in 2025

Total debt raised 2019-2023<sup>4</sup>

US\$11.2 billion

<sup>1)</sup> Reflects a pro-forma view of the Company's Directional backlog

On underlying basis, no underlying restatement was recognized in 2023

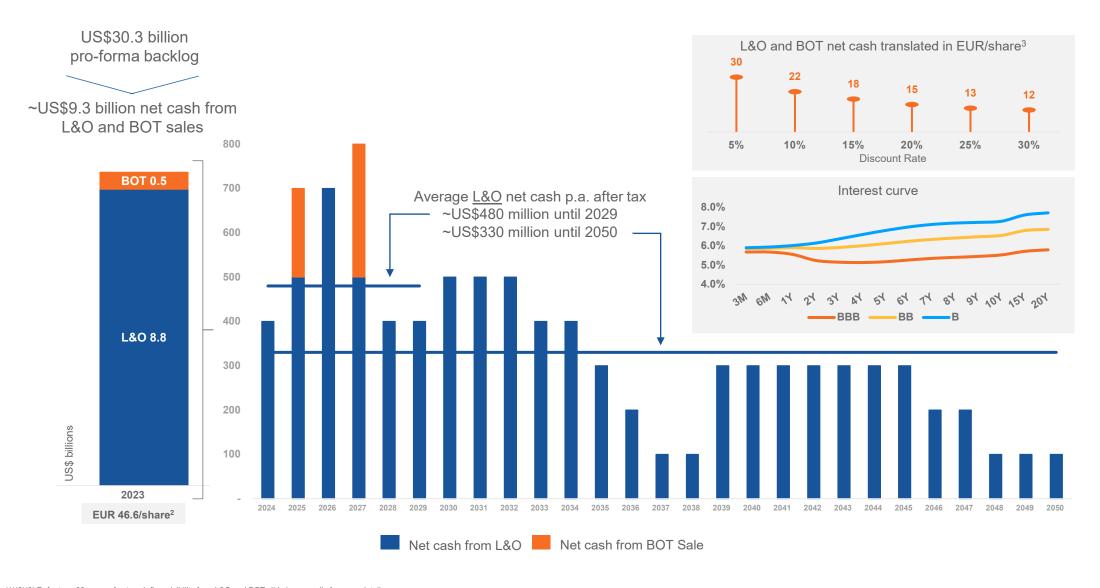
Including \$220m cash return in the form of dividend and buy-back planned for 2024

<sup>4)</sup> Based on IFRS, total facility amounts, excluding bridge loans of USD

# Track record delivering & growing cash from backlog<sup>1</sup>



Directional, US\$ millions





Fast4Ward® - agnostic of commercial model

# **Commercial models**

Lease & Operate

Build-Operate-Transfer

Sale & Operate

Similar margins targeted for each model

The mix of commercial models shortens the capital cycle for SBM Offshore going forward

# **Operations & Maintenance models**

**Services Contracts** 

Operations & Maintenance Enabling Agreement

SBM owns and operates

Client owns the FPSO and SBM operates

# Responsible decommissioning

# Commercial models

Indicative cash flow profiles





#### **SALE & OPERATE FPSO**

100% SBM ownership

No debt financing

Opex reimbursable



#### **BOT FPSO**

100% SBM ownership

2yrs lease term, sale after 2yrs

2yrs debt repayment period

Opex reimbursable



#### **LEASE & OPERATE FPSO**

50-75% SBM ownership

20yrs lease term

10yrs debt repayment period

# Sale & Operate model



# Build-Operate-Transfer model



# Lease & Operate model



# Commercial models

Indicative net cash profiles





#### **SALE & OPERATE FPSO**

100% SBM ownership

No debt financing

Opex reimbursable



#### **BOT FPSO**

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2yrs lease term, sale after 2yrs

2yrs debt repayment period

Opex reimbursable

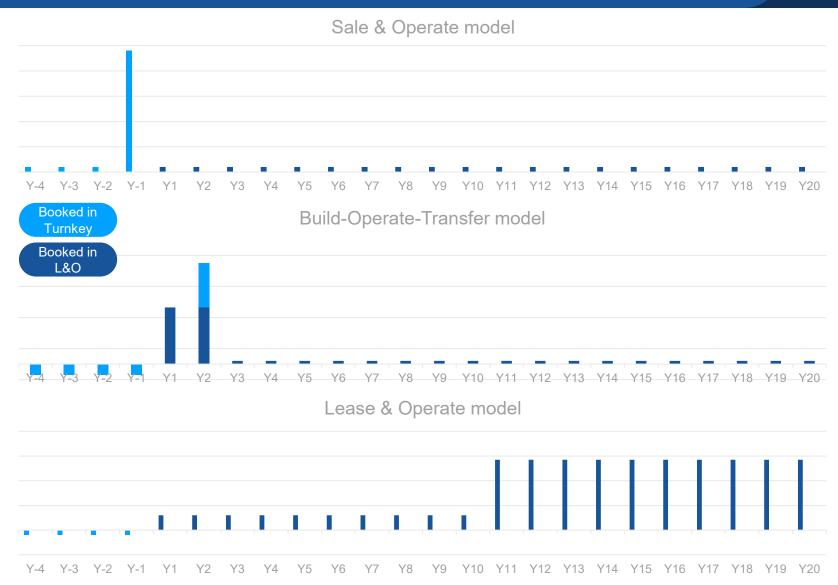


#### **LEASE & OPERATE FPSO**

50-75% SBM ownership

20yrs lease term

10yrs debt repayment period



# Larger FPSOs drive increase in absolute value



2013-2023

Oil production capacity 150-225k bopd



FPSO sale price \$1bn - \$2bn

# 2024 & beyond

Oil production capacity 250k bopd +
Targeting lower emissions through emissionZERO®
Macro-economic impacts



FPSO sale price \$2.5bn - \$3.5bn

We target the same level of return regardless of the selected commercial model

# NPV per FPSO per share EUR/share 1 2 3 4

# NPV per FPSO per share



# Access to multiple sources of financing



# **COMMERCIAL BANKS**

Relationships with 40 banks based on the role FPSOs play in the Energy Transition

# **SELECTIVE ECAs**

Framework agreements in place with Sinosure and The Export-Import Bank of China

# **CAPITAL MARKETS**

144 A / Reg S and USPP markets supportive of FPSOs' stable cash flows, supporting IG project bond rating

# **INFRA FUNDS**

Infrastructure-style availability-based take-or-pay offtake attracts significant interest

# **SALE & LEASEBACK**

Chinese leasing houses opening-up to FPSO sector

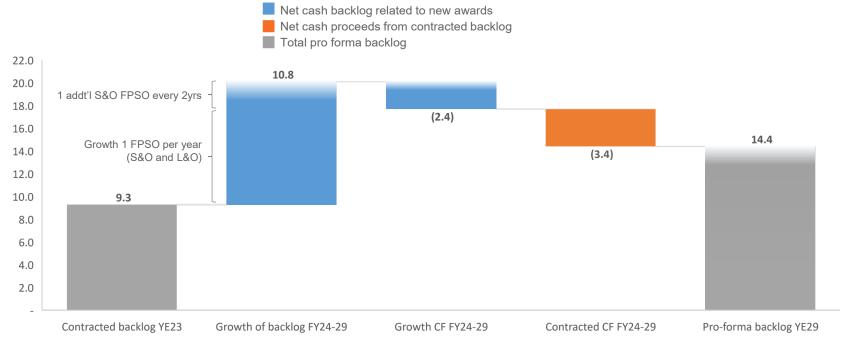


# Strong market outlook to drive growth in backlog



Pro-forma directional net cash backlog growth simulation 2023 to 2029<sup>1</sup>





#### **ASSUMPTIONS**

# 2-3 FPSO awards every 2 years:

- 1-2 FPSOs based on Sale & Operate commercial model<sup>2</sup>
- 1 FPSO based on Lease & Operate commercial model<sup>3</sup>

<sup>(1)</sup> Rounding applied to the nearest hundred million in backlog figures and then minor adjustments to reconcile with reported pro-forma backlog

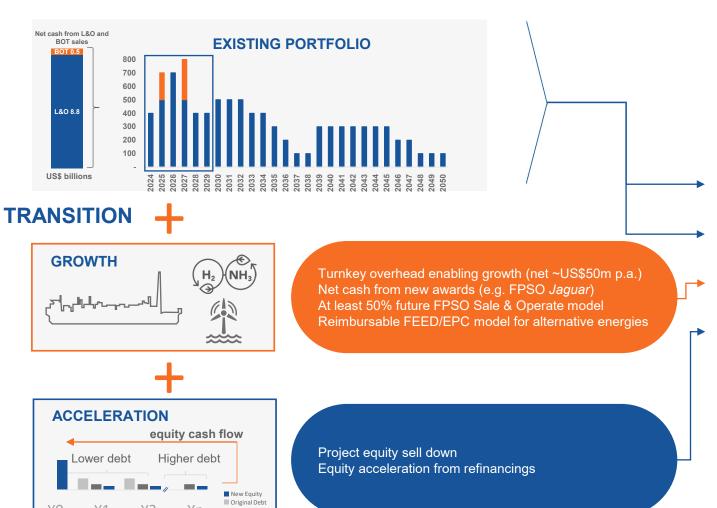
<sup>(2)</sup> Indicative Sale & Operate assumptions include: 1-2 S&O FPSOs awarded every two years, 100% SBM ownership, \$3bn FPSO sale price, 5yrs average IFRS Turnkey margin 18%, no debt financing, and opex reimbursable

<sup>(3)</sup> Indicative Lease & Operate assumptions include: 1 L&O FPSO awarded every two years, 55% SBM ownership, \$3bn FPSO sale price, 20yrs lease term, \$1m day rate, and 10yrs debt repayment profile

# Stable and growing cash returns to shareholders



#### **OCEAN INFRASTRUCTURE**



6-year cash flows <sup>2</sup>	<b>2024-2029</b> US\$m
L&O net cash contribution	2,880
Average BOT sales net cash	500
Corporate overhead <sup>1</sup>	(450)
Remaining net investments in AT, AdG, OG	(550)
Total net cash for equity	2,380
Committed cash return to shareholders (\$220m p.a.)	1,320
Remaining cash before growth	1,060
Incremental cash from growth	- Arthuran
Equity acceleration options	$\triangleright \triangleright$

<sup>(1) &</sup>quot;Other" EBITDA excl. one-off charges used as a proxy

<sup>(2)</sup> Rounding applied to the nearest ten million in backlog figures and then minor adjustments to reconcile with reported pro-forma backlog

# Stable and growing cash return to shareholders



# 12% INCREASE IN CASH RETURN TO US\$220M IN 2024

Strong track-record of growing total cash returns to shareholders

#### **EUR 65M SHARE BUYBACK PROGRAM UNDERWAY**

Shares repurchased will be cancelled, program 36% completed<sup>1</sup>

#### MAINTAIN MATERIAL BASE LEVEL OF DIVIDEND

Guiding for a US\$150 million base level of dividend component of cash return

#### **GROWTH OF BACKLOG DRIVES INCREMENTAL CASH RETURNS**

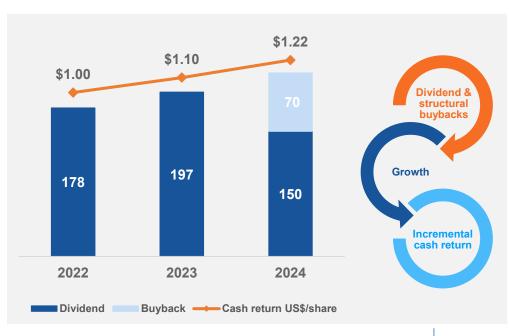
Focus will be on the share repurchase element of the cash return

#### Shareholder returns policy

The Company's policy is to maintain a stable annual cash return to shareholders which grows over time, with flexibility for the Company to make such cash return in the form of a cash dividend and the repurchase of shares.

Determination of the annual cash return is based on the Company's assessment of its underlying cash flow position.

The Company prioritizes a stable cash distribution to shareholders and funding of growth projects, with the option to apply surplus capital towards incremental cash returns to shareholders.



<sup>(1)</sup> Based on the number of shares repurchased up and including June 4, 2024

# Investment case



#### INDUSTRIALIZED FPSO BUSINESS

Only player with Fast4Ward® model



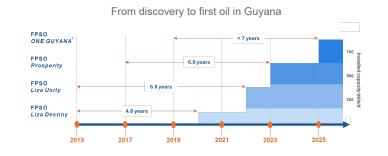






#### MARKET-LEADING TIME TO FIRST OIL

Accelerating production and value for our clients<sup>1</sup>



#### **EXCELLENCE IN OPERATIONS**

>385 years of experience, 98.2% uptime<sup>2</sup>, optimized ramp-up time



#### STRONG MARKET OUTLOOK

Deepwater demand expected to grow 26% by 2030. High barriers to enter FPSO market3



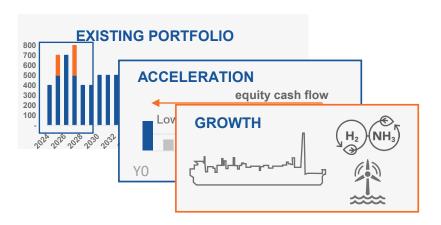
#### **ENERGY TRANSITION LEADER**

Developing new offshore energy technology and alternative energies to create value beyond oil & gas

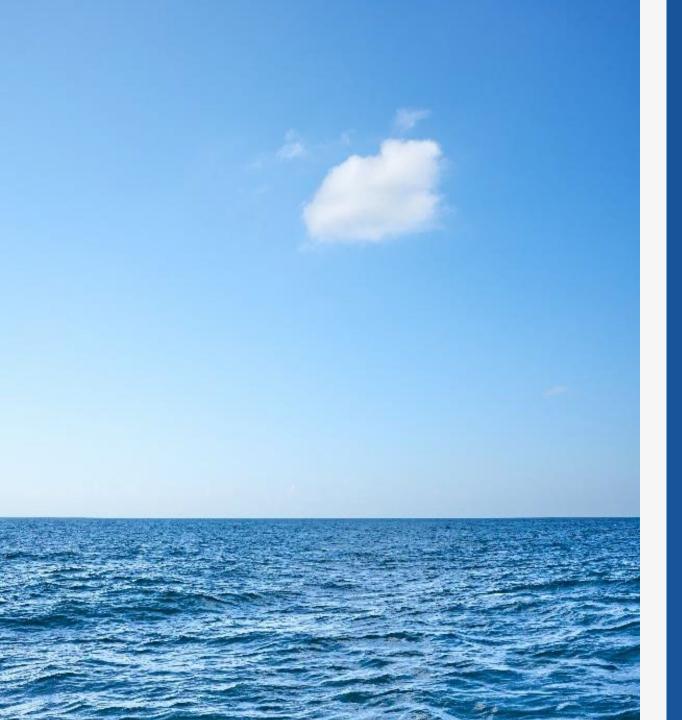


#### CASH RETURN TO SHAREHOLDERS

Growing and stable cash return driven by 30 years of net cash flow visibility from backlog4



- 2023, Excluding planned maintenance
- Source: Rystad. Field development performance on 41 deepwater projects achieving first oil between 2012 and December 31, 2023, excluding redeployments and revitalizations.
- Reflects a pro-forma view of the Company's Directional backlog



# **APPENDIX**



# Sale & operate model



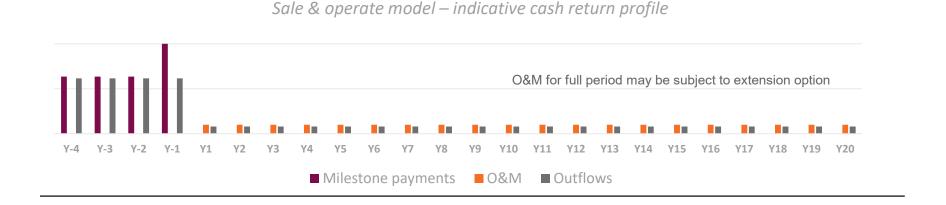


#### **SALE & OPERATE ASSUMPTIONS**

100% SBM ownership

No debt financing

Opex reimbursable





#### **IFRS**

**DIRECTIONAL** 

**CASH FLOWS** 

**FINANCING** 

#### CONSTRUCTION

Revenue and margin recognized during construction period

Same as IFRS

Majority of cash flows during construction, timing will vary depending on contract.

#### **OPERATION**

Operating revenue and margin recognized over time during the operating period

Same as IFRS

Based on operating and maintenance margin

Funded through milestone payments from client during construction. SBM may provide construction financing (e.g. FPSO Jaguar)

# **Build-Operate-Transfer model**





#### **BOT ASSUMPTIONS**

100% SBM ownership 2yrs lease term, sale after 2yrs 2yrs debt repayment period Opex reimbursable







#### **IFRS**

**DIRECTIONAL** 

**CASH FLOWS** 

**FINANCING** 

#### CONSTRUCTION

Revenue and margin recognized during construction period based on finance lease methodology

Revenue is recognized to the extent of milestone payments received from the client during construction on a zero-profit basis

SBM net capex contribution after drawdowns and milestone payments

#### **OPERATION**

Lease receivable on balance sheet. Delta between gross receivable and the present value of the lease receivable is recognized as revenue

Operating Lease. Revenue and margin recognized based on charter contract income and final profit on asset sale recognized at sale date

Cash flow during short term lease period, back-ended based on purchase timing. Thereafter based on operations and maintenance margin.

Partly funded through milestone payments from client during construction. Short-term financing (C+2yrs, for example FPSO ONE GUYANA)

# Lease & operate model







# LEASE & OPERATE ASSUMPTIONS

50-75% SBM ownership

20yrs lease term

10yrs debt repayment period



Lease & operate model – indicative net cash return profile





#### **IFRS**

**DIRECTIONAL** 

**CASH FLOWS** 

**FINANCING** 

#### CONSTRUCTION

Revenue and margin recognized during construction period based on finance lease methodology

No revenue and margin recognized on SBM's share. Revenue and margin reported on share of equity partners

SBM net capex contribution after drawdowns and margin on partner

#### **OPERATION**

Lease receivable on balance sheet. Delta between gross receivable and the present value of the lease receivable is recognized as revenue

Proportional consolidation, Operating Lease. Revenue and margin recognized based on charter and operating contract income and costs

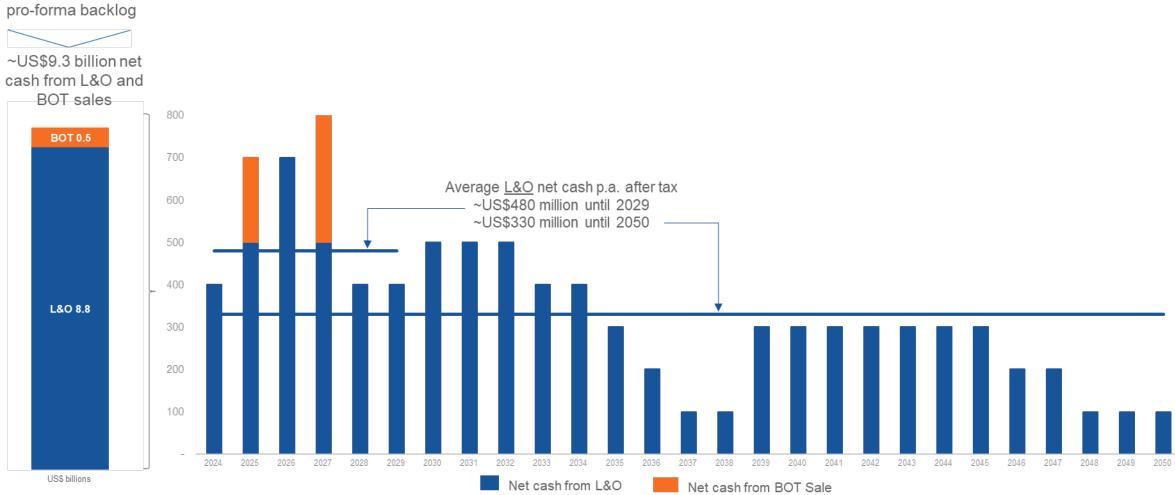
Stable cash flow to equity after opex, tax and debt service based on charter income. Majority after 4+10 years, after repayment of debt

Long-term financing (from) a combination of selective ECAs, banks, client advance payments, capital markets, infra-funds, and leasing houses.

# c. 30 years of net cash flow visibility from L&O and BOT1 Directional, US\$ millions



US\$30.3 billion



<sup>(1)</sup> Company estimated pro-forma net cash flow based on a variety of long-term assumptions which are subject to change, including pro-forma Directional backlog, operational expenses, debt redemptions, interests and tax but does not include net equity investment during construction. Refer to the Pro-forma backlog and borrowings repayment slide in the appendix for more details. Rounding applied to nearest hundred million in the L&O and BOT sale net cash flow and then adjustments applied to reconcile with the total net cash.

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