

# HALF YEAR 2021

# **EARNINGS UPDATE**

August 5, 2021



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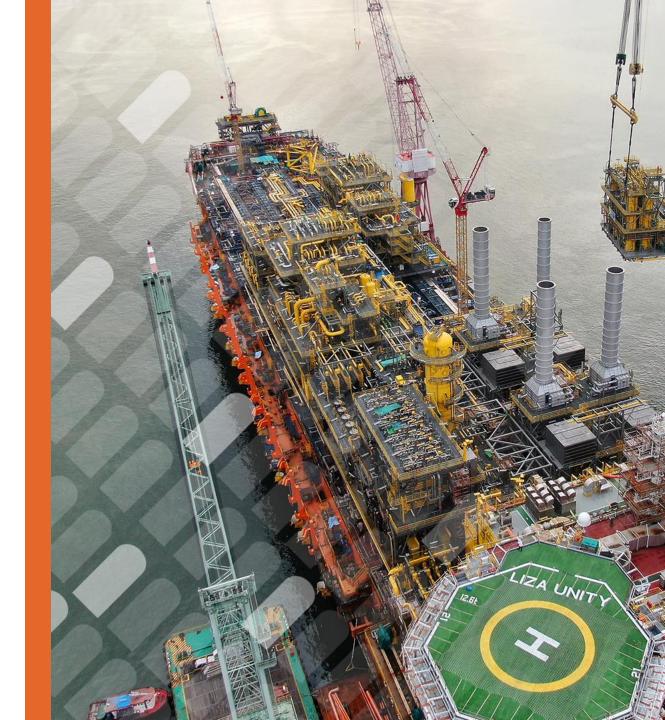
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# **Highlights**

ESG
Ocean Infrastructure
Growing the Core
New Energies
HY 2021 Financials
Outlook





## Highlights

Major growth phase

Net cash flow expansion

Enhanced shareholders with return

Scaling up renewable business

2 Major FPSO Awards

US\$ 29.5 b
Record Backlog<sup>1</sup>

EUR 150 m Share Repurchase Program Fast4Ward® projects under delivery

US\$ 8.7 b
Net cash from L&O<sup>1</sup>

Offshore Wind Initiatives

(1) Reflects a pro-forma view of the Company's Directional backlog and expected net cash from Lease and Operate after tax and debt service. Please refer to slide 27 and 36 for details



#### Vision. Value Creation

"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."

#### **OCEAN INFRASTRUCTURE**





#### **GROWING THE CORE**





#### **NEW ENERGIES**









Highlights

**ESG** 

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#### **ESG** at the heart of our business

## **ENVIRONMENTAL**

Energy transition towards Net Zero

#### SOCIAL

A safe and inclusive environment where people inspire and empower each other

#### GOVERNANCE

Values-based actions to achieve high ethical standards

#### ON TRACK TO ACHIEVE 2021 TARGETS<sup>1</sup>































(1) For further details on 2021 Sustainable Development Goals targets please refer to appendix



## Embedding sustainability across the life cycle



#### **OPERATIONS**

Plympton Farms Guyana: local development, healthier nutrition, lower emissions

#### **TECHNOLOGY**

emissionZERO™ activities to qualify topsides technology to drive down emissions during operations phase

#### **EXECUTION**

Active engagement with yards on workers' welfare

#### **DECOMMISSIONING**

Deep Panuke platform responsible recycling program on track

EXTERNAL RECOGNITION



Rating: #1 amongst peers1

Member of
Dow Jones
Sustainability Indices
Powered by the S&P Global CSA

Rating: top 93<sup>rd</sup> Percentile

Rating: A

[AAA= max, CCC=min]



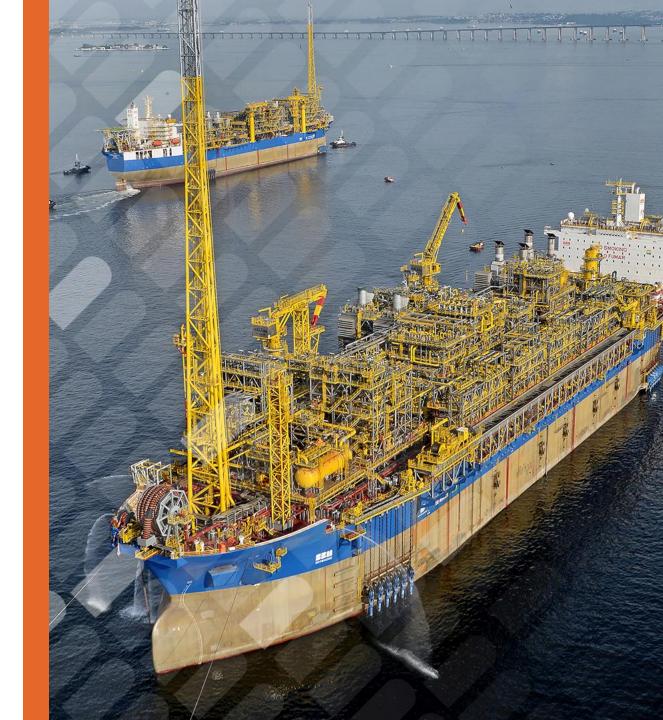
) Based on market capitalization / industry



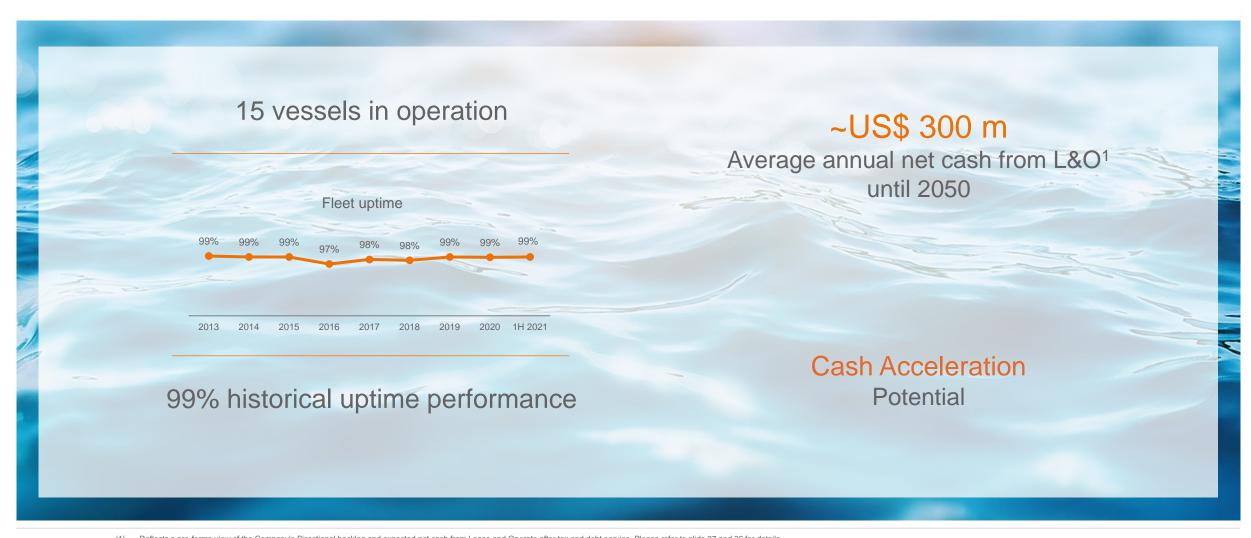
Highlights ESG

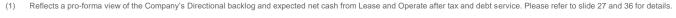
# **Ocean Infrastructure**

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## Ocean Infrastructure







## Delivering value to shareholders US\$ millions





More than US\$ 1.2 billion returned over the period



Stable and growing dividends



More than US\$ 700 million of share repurchased over the period





Highlights
ESG
Ocean Infrastructure

# **Growing the Core**

New Energies HY 2021 Financials Outlook





# Execution on track

			Percentage of completion	Expected First Oil
FAST WARD	Liza Unity (FPSO)	E <b></b> ∕⁄conMobil	> 75%	2022
FAST WARD!	FPSO Sepetiba	BR PETROBRAS	> 50% < 75%	2023
FAST) WARD!"	Prosperity (FPSO)	E <b></b> ≪onMobil	> 25% < 50%	2024
FAST WARD *	FPSO Almirante Tamandaré	BR PETROBRAS	< 25%	2024
FAST WARD	FPSO Alexandre de Gusmão	BR PETROBRAS	< 25%	2025





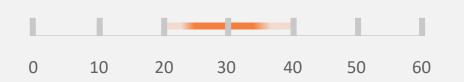
## Double resilience with competitive and low carbon technologies

~US\$25-35

Break-even price of world-class deep water reservoirs



US\$ break-even price per barrel



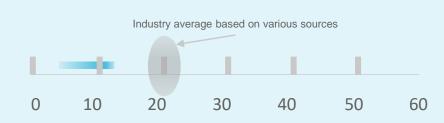
~8-11.5

KgCO<sub>2</sub>e/boe<sup>1</sup> For new FPSO

To net zero



#### Upstream Carbon intensity kgCO2e/boe



(1) Applicable for new units, calculated based on nameplate capacity



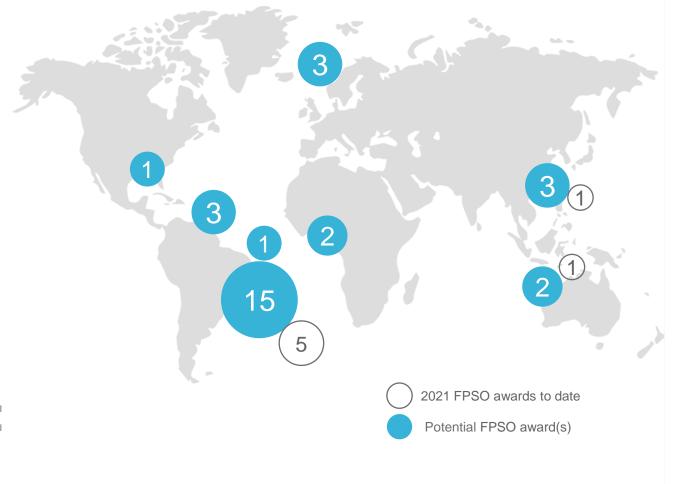
## Potential FPSO Awards 2021-2024

2+ FPSO projects per year capacity

Positive outlook for target market

Selective & Disciplined









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#### Mission and Portfolio

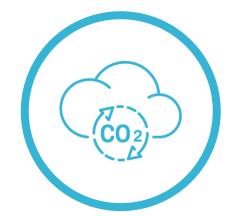
Develop products and services for the sustainable energy of the future leveraging what SBM Offshore is best at:

Ocean Energies, Project Management, Innovation/Technology, Operations and Financial Engineering

#### RENEWABLES



#### CARBON CAPTURE



#### **SMART SERVICES**





## ■ Floating Offshore Wind – Positioning and Progress

#### POSITIONING IN THE FULL VALUE CHAIN

of floating offshore wind business

25 MW

PGL project on track

Development

Execution

Operation & Maintenance

200 MW

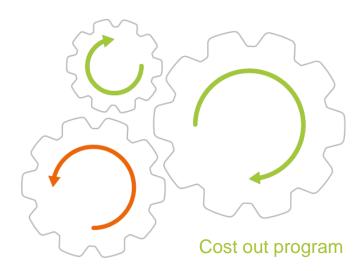
Llŷr project under development

Ongoing services offers

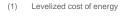


Contributing to LCOE<sup>1</sup> reduction and competitive solutions to our clients.

Technology program next generation floater

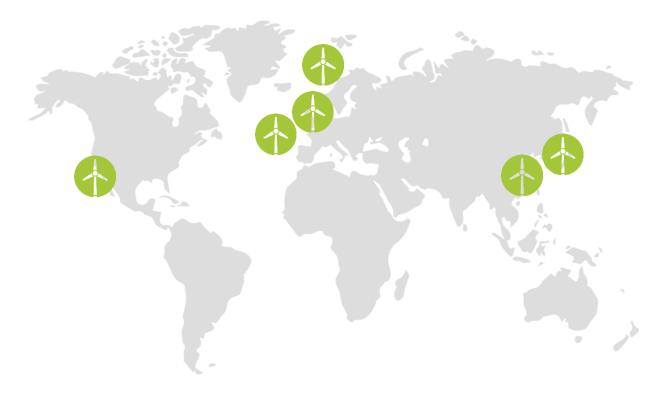


Return on experience





## Floating Offshore Wind – Strong commercial pipeline



KEY FLOATING OFFSHORE WIND AWARD AREAS (2021-2030)

Looking for the **RIGHT OPPORTUNITIES** 

Engaging in **ALL KEY MARKETS** 

**2 GW BY 2030 AMBITION** project portfolio developed

**AMBITION TO BE TOP 3** floating technology provider

Source: SBM Offshore market intelligence



# Floating Offshore Wind - Tension Leg Platform Key Benefits







Low motion and counter pitch



Turbine friendly concept



Concept scalability

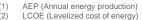


O&M optimization



Higher output<sup>1</sup> — Lower cost<sup>2</sup>







## Transferring our expertise into carbon capture & storage value chain



2 million

tonnes per year of CO<sub>2</sub> captured and reinjected on existing fleet

## Technology and experience

for Transportation, Capture & Reinjection



Applying our

### Tower Loading Unit technology

for carbon transfer to a project with Carbon Collectors



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## Financial Highlights

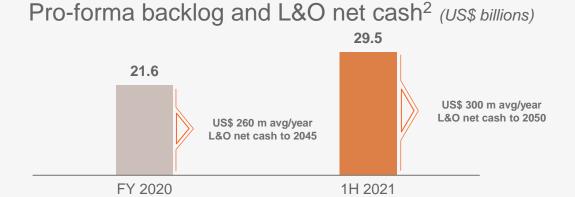


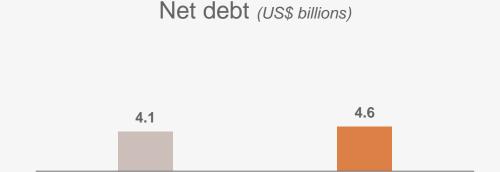


<sup>(2)</sup> Financing closed at SPV levels, full amount disclosed

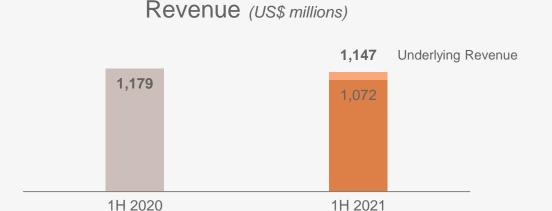


### ■ Directional Overview¹



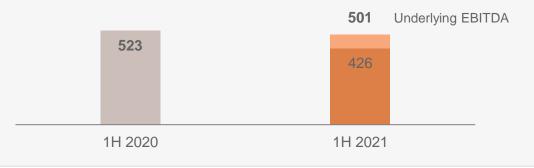


FY 2020





1H 2021



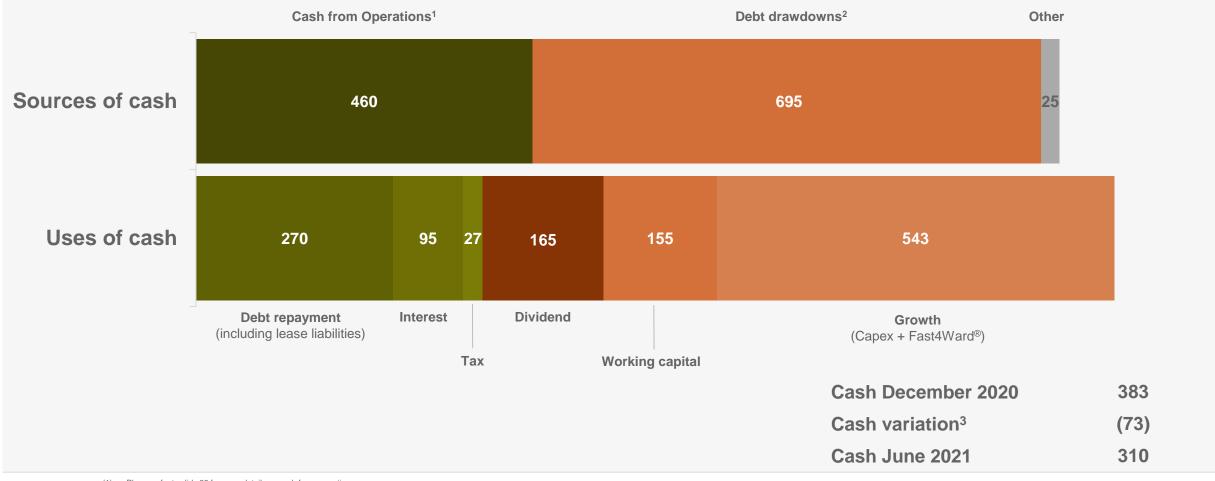
<sup>(1)</sup> Directional view, presented in the Financial Statements under Operating segments and Directional reporting, represents a pro-forma accounting policy, which assumes all lease contracts are classified as operating leases and all vessel investees are proportionally consolidated. This explanatory note relates to all Directional reporting in this document.

<sup>(2)</sup> Reflects a pro-forma view of the Company's Directional backlog and expected net cash from Lease and Operate after tax and debt service. Please refer to slide 27 and 36 for details.



ENERGY. COMMITTED.

## 1H 2021 Sources and Uses of Cash Directional, US\$ millions



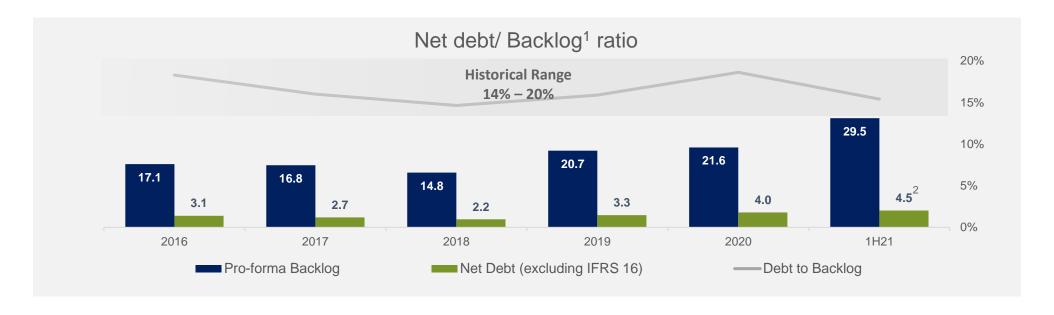


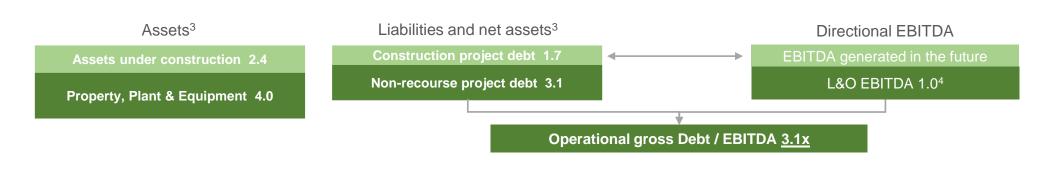
<sup>2)</sup> Includes the net proceeds from the FPSO Cidade de Ilhabela bond issuance

<sup>(3)</sup> Includes foreign currency impact of US\$ 2 million



## Debt enables growth Directional, US\$ billions



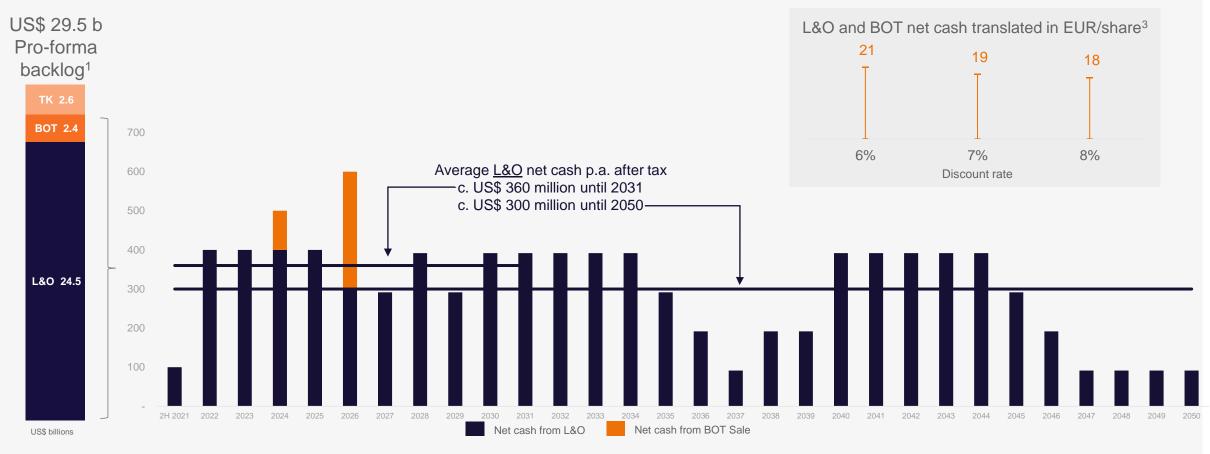




US\$ 4.8 million gross debt, excluding lease liabilities and including net cash

FY20 figure as proxy

## c. 30 years of net cash flow visibility from L&O and BOT<sup>1</sup> Directional, US\$ millions



<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 construction costs. The pro-forma net cash flow includes the following key assumptions: Liza Unity (FPSO) debt amortization assumes no repayment during L&O and Loan redemption upon the sale impacting BOT.



Rounding applied to nearest hundred million in the L&O and BOT sale net cash flow and then minor adjustments applied to reconcile with the total net cash.

EUR/share calculation based on Net Present Value of L&O and BOT sale pro-forma net cash flow discounted at rates commonly used by the financial community. Considering 0.84 US\$/EUR exchange rate as of 04-Aug-21 and 188,671,305 outstanding shares. Value excludes future awards and potential contract extensions.

## Long Term Value Growth Upside

#### **GROWING THE CORE - FPSO**

~1-2 EUR per share per awarded contract



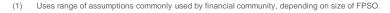


#### **NEW ENERGIES**

2 GW ambition by 2030

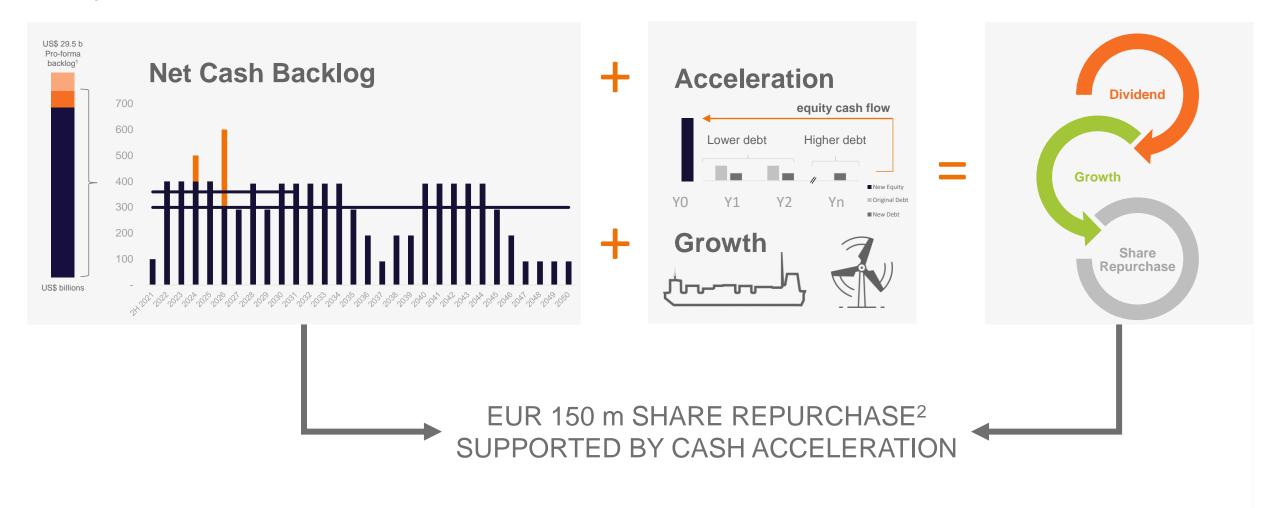








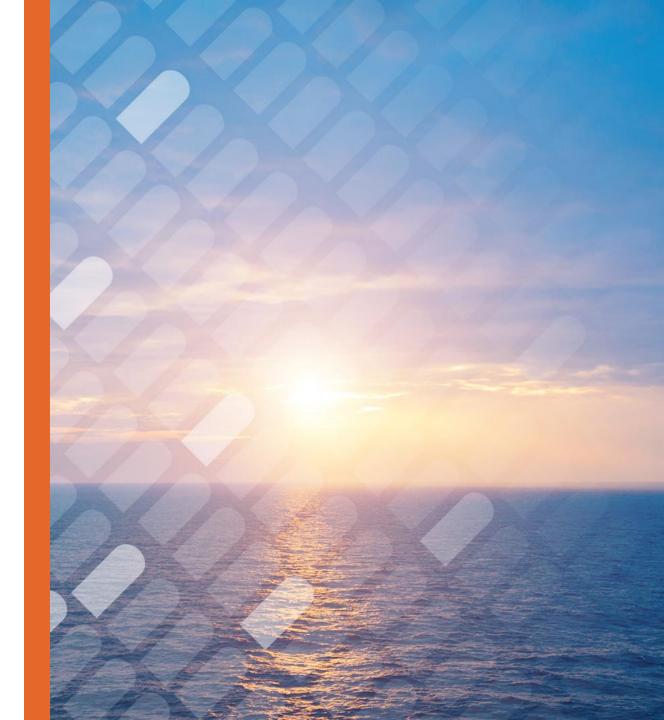
## ■ Capital Allocation & Shareholder Returns Model



 <sup>(1)</sup> Reflects a pro-forma view of the Company's Directional backlog and net cash. Please refer to slide 27 and 36 for details.
 (2) EUR 150 m share repurchase program launched on August 5, 2021 and expected to be finalized by the end of the year



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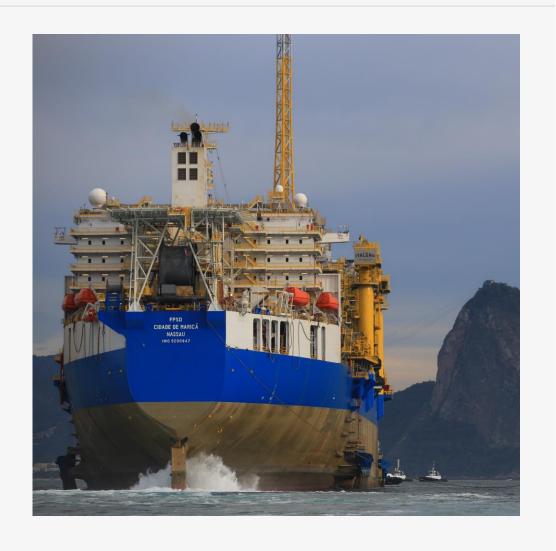
## 2021 Guidance confirmed

DIRECTIONAL EBITDA Around 900 million US\$

**DIRECTIONAL REVENUES** Around 2.6 billion US\$

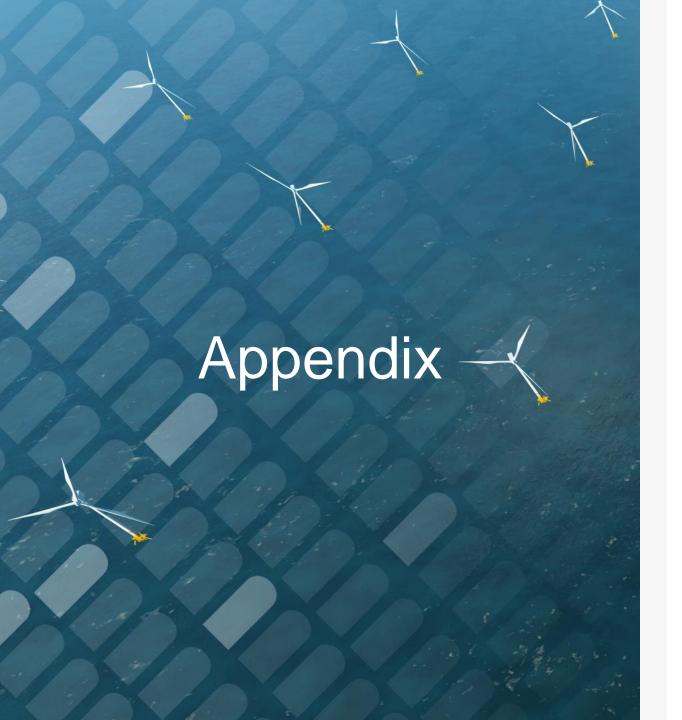
LEASE & OPERATE Around 1.6 billion US\$

TURNKEY Around 1 0 billion US\$





This guidance includes Directional revenues and EBITDA of US\$ 75 million related to the cash receipts in 2021 from the Deep Panuke contract. It also considers the currently foreseen COVID-19 impacts on projects and fleet operations. The Company highlights that the direct and indirect impact of the pandemic could continue to have a material impact on the Company's business and results and the realization of the guidance for 2021.



ENERGY. COMMITTED.



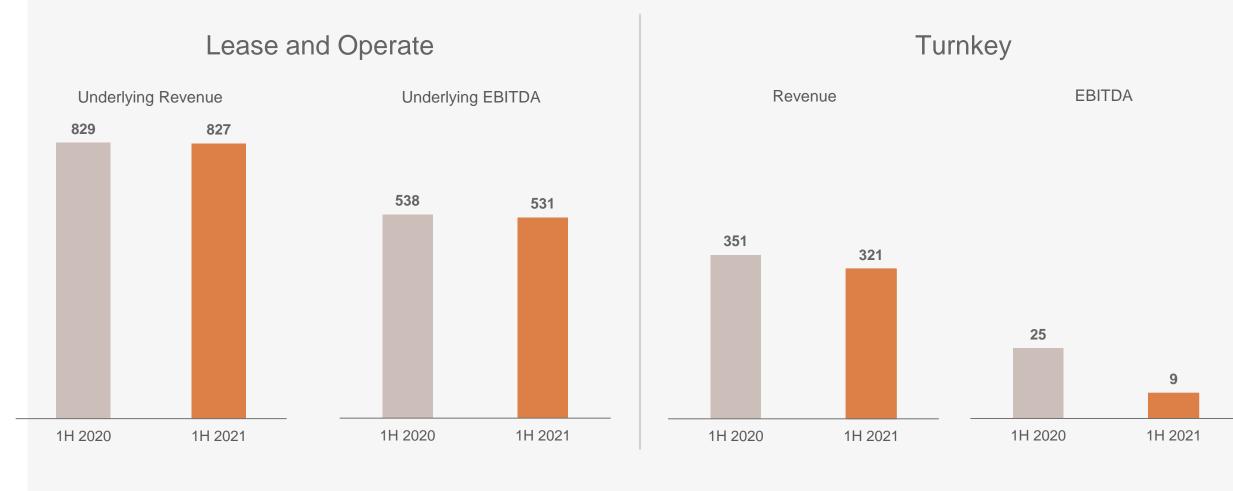
# Sustainable Development Goals – Company targets for 2021

SDG	Target Area	2021 CompanyTarget
3 GOOD HEALTH AND WELL-BEING	Employee Health and Well-being	70% of targeted employees participating in health checks
4 QUALITY EDUCATION	Local community training & education	Establish an Offshore Energy & Industry Training Centre in Guyana
7 AFFORDABLE AND CLEAN ENERGY	GHG Emissions	Mass of gas flared under SBM Account (1.6 MMscft/day)  Average per unit
7 AFFORDABLE AND CLEAN ENERGY	Energy Efficiency	100% completed action from 2020 sustainability reports*
8 DECENT WORK AND ECONOMIC GROWTH	Human Rights	90% of identified high risk vendors responding to Human Rights screening
8 DECENT WORK AND ECONOMIC GROWTH	Recordable Injuries	Total Recordable Injury Frequency Rate 0.18 or below
9 INDUSTRY, IMMOVATION AND INFRASTRUCTURE	Energy Transition & Decarbonization	Min. 50 % of the 2021 R&D budget allocated to non-carbon technologies 4 low carbon modules developed for Fast4Ward® catalogue
13 CLIMATE ACTION	Air Travel Emissions	20% reduction of air travel related CO <sub>2</sub> emissions versus 2019
14 LIFE BELOW WATER	Water discharge	Manage oil in water discharge to 50% below IOGP average
* Internal action lis	st	





## Financial performance per segment Directional, US\$ millions



"Other" Underlying EBITDA 1H 2020 US\$ (40) million vs 1H 2021 US\$ (40) million



ther

Lease and Operate

#### **Assets**

Property, Plant & Equipment 0.2<sup>1</sup>
Financial assets 0.1

Cash and cash equivalents 0.3

Other net liabilities 0.2

Assets under construction 2.4

Property, Plant & Equipment 4.0

#### Liabilities and net assets

Net working capital, provisions and other 0.7

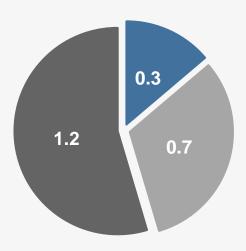
Lease Liabilities (IFRS 16) 0.1

Construction project debt 1.7

Non-recourse project debt 3.1

Deferred income 0.4 Hedging 0.1 L&O net assets 1.1

#### **Group liquidity**



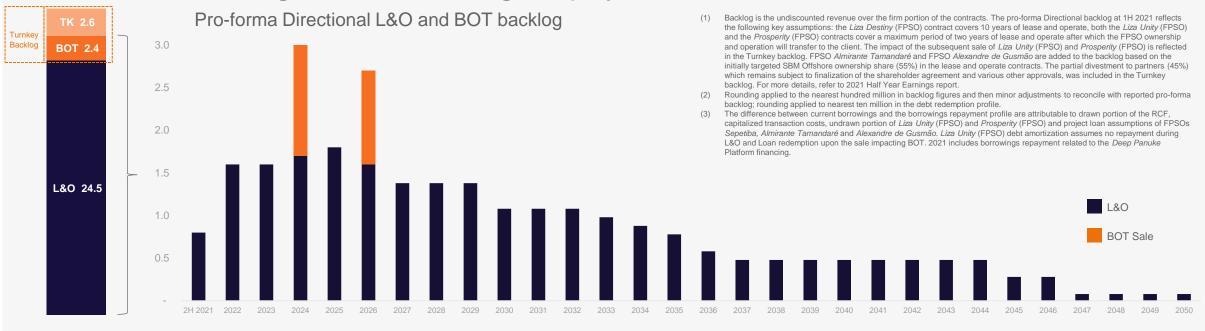
■ Net cash

■Undrawn RCF

■ Undrawn project debt

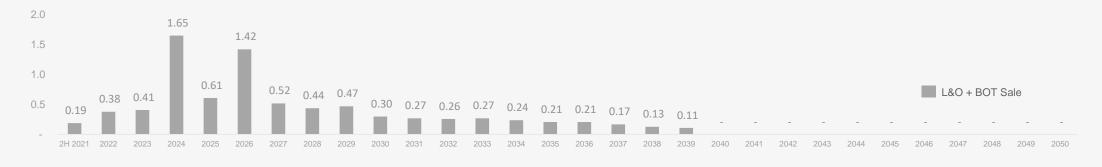


## Pro-forma Backlog<sup>1</sup> and borrowings repayment Directional, US\$ billions<sup>2</sup>



US\$ 29.5 b Pro-forma backlog

Pro-forma Directional L&O and BOT borrowings repayment profile<sup>3</sup>





# Group P&L and underlying items Directional, US\$ millions

#### **Group P&L**

US\$ millions	1H 2020	1H 2021	Variance
Revenue	1,179	1,072	(107)
Underlying Revenue	1,179	1,147	(32)
Gross Margin	270	293	23
Overheads	(110)	(112)	(2)
Other operating income / (expense)	(3)	2	5
Net impairment losses on financial and contract assets	(14)	5	19
EBIT	142	187	45
Depreciation, amortization and impairment	(380)	(238)	142
EBITDA	523	426	(97)
Underlying EBITDA	523	501	(22)
Net financing costs	(89)	(89)	1
Share of profit of equity-accounted investees	2	(1)	(3)
Income tax expense	(17)	(34)	(17)
Net Income attributable to shareholders	38	64	26
Underlying net income attributable to shareholders	94	61	(34)

#### **Directional underlying items**

US\$ millions	1H 2020	1H 2021	Impact P&L
Deep Panuke termination fee	-	(75)	Revenue
Subtotal Revenue impact	-	(75)	
Deep Panuke termination fee	-	(75)	Revenue
Subtotal EBITDA impact	-	(75)	
SBM Installer impairment	(57)	-	Depreciation & Impairment
Deep Panuke depreciation	-	78	Depreciation & Impairment
Subtotal other impact	(57)	78	
Total Net Profit attr. to shareholders impact	(57)	3	



# Turnkey and Lease and Operate P&L Directional, US\$ millions

#### Turnkey

US\$ millions	1H 2020	1H 2021	Variance
Revenue	351	321	(30)
Gross Margin	10	50	40
EBIT	(49)	-	49
Depreciation, amortization and impairment	(74)	(9)	65
EBITDA	25	9	(16)

#### **Lease and Operate**

US\$ millions	1H 2020	1H 2021	Variance
Revenue	829	752	(77)
Underlying Revenue	829	827	(2)
Gross Margin	260	243	(17)
EBIT	233	228	(6)
Depreciation, amortization and impairment	(304)	(228)	76
EBITDA	538	456	(82)
Underlying EBITDA	538	531	(7)

#### Comments

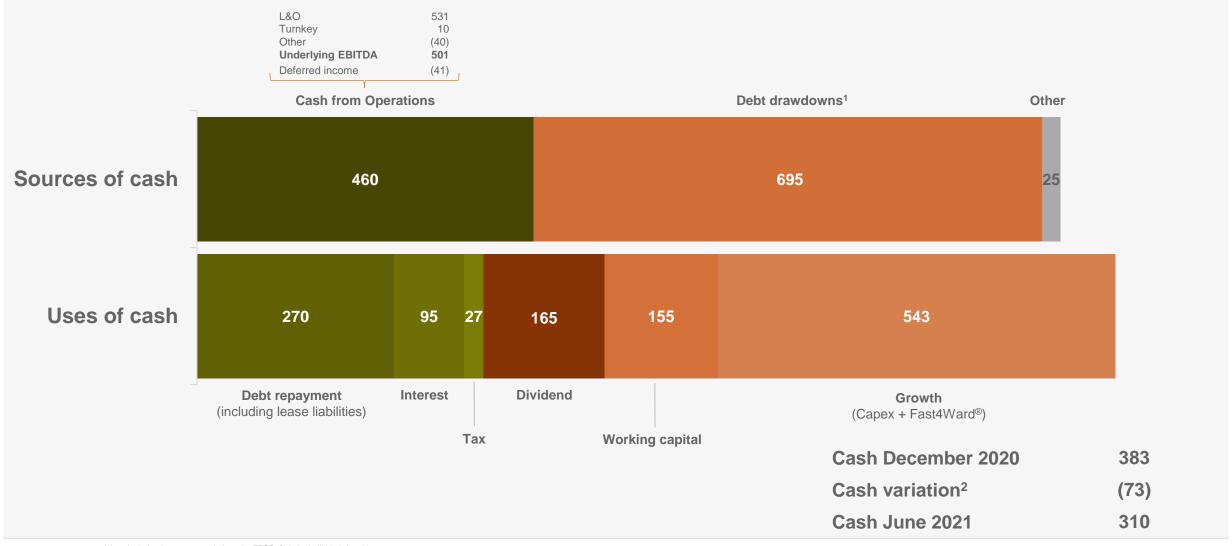
Ongoing Projects	Liza Unity, Prosperity, Sepetiba, Almirante Tamandaré, multiple FEEDs and other various business
D, A & I	SBM Installer impairment in 2020 of US\$(57) million
EBITDA	Comparative contribution of Johan Castberg turret project

#### **Comments**

Vessels In/Out	-
D, A & I	Deep Panuke redelivery and associated depreciation
EBITDA	Deep Panuke redelivery in 2020 (2021 cash receipts already accounted for as accrued income at December 30, 2020)
Underlying EBITDA	Stable including Deep Panuke 2021 cash receipts
Underlying EBITDA Margin	1H 2021: 64.2% 1H 2020: 64.9%



## 1H 2021 sources and uses of cash Directional, US\$ millions





<sup>(2)</sup> Includes foreign currency impact of US\$ 2 million



# Cash Flow Statement Directional, US\$ millions

US\$ millions	1H 2021
EBITDA	426
Changes in operating assets and liabilities	(210)
Income taxes paid	(27)
Net cash flows from (used in) operating activities	188
Capital expenditures	(452)
Other investing activities	23
Net cash flows from (used in) investing activities	(429)
Addition and repayments of borrowings and lease liabilities	425
Dividend	(165)
Interests paid	(95)
Net cash flows from (used in) financing activities	166
Foreign currency variations	2
Net increase/(decrease) in net cash and cash equivalents	(73)
Net cash and cash equivalents as at 31 December 2020	383
Net cash and cash equivalents as at 30 June 2021	310



# Balance Sheet Directional, US\$ millions

US\$ millions	FY 2020	1H 2021	Variance
Property, plant & equipment and Intangibles	6,133	6,393	259
Investment in associates and other financial assets	311	322	11
Construction contracts	69	88	19
Trade and other assets	997	989	(8)
Cash and cash equivalents	383	310	(73)
Total assets	7,894	8,102	208
Total equity	858	807	(51)
Borrowings and lease liabilities	4,476	4,913	437
Provisions	549	546	(3)
Trade payables and other liabilities	1,616	1,482	(135)
Deferred income	395	354	(41)
Total equity and liabilities	7,894	8,102	208

#### **Comments on variation**

Progress of main FPSO projects partially compensated by depreciation
Investments in Renewable
Progress in Sepetiba
Investment in non-allocated MPFs compensated by decrease in receivables mainly related to Deep Panuke
See cash flow statement
Dividends paid partially compensated by the result of the period and increase of the hedging reserves
Mainly Cidade de Ilhabela project bond issuance, Unity project loan and RCF drawdowns, partly offset by other project financing repayment
Hedging instruments IRS Marked-to-Market value increase
Release of deferred income on lease contracts with declining

bareboat profile



# Lease qualification and consolidation methods IFRS 10 & 11.

Assets	Lease Contract Type	SBM Share %	Directional	IFRS
FPSO N'Goma	FL	50%	Proportional	Equity
FPSO Saxi Batuque	FL	50%	Proportional	Equity
FPSO Mondo	FL	50%	Proportional	Equity
FPSO Cidade de Ilhabela	FL	75%	Proportional	Full consolidation
FPSO Cidade de Maricá	FL	61%	Proportional	Full consolidation
FPSO Aseng	FL	60%	Proportional	Full consolidation
FPSO Cidade de Paraty	FL	63.13%	Proportional	Full consolidation
FPSO Cidade de Saquarema	FL	61%	Proportional	Full consolidation
FPSO Kikeh	FL	49%	Proportional	Equity
FPSO Sepetiba	FL	64.5%	Proportional	Full consolidation
FPSO Almirante Tamandaré	FL	100%	100%	Full Consolidation
FPSO Espirito Santo	FL	51%	Proportional	Full consolidation
FPSO Capixaba	OL	100%	100%	Full consolidation
Deep Panuke	_1	100%	100%	Full consolidation
Thunder Hawk	OL	100%	100%	Full consolidation
FPSO Cidade de Anchieta	OL	100%	100%	Full consolidation
Liza Destiny (FPSO)	FL	100%	100%	Full consolidation
Liza Unity (FPSO)	FL	100%	100%	Full consolidation
Prosperity (FPSO)	FL	100%	100%	Full consolidation
FPSO Serpentina	-	60%	Proportional	Full consolidation
Brasa Yard	-	50%	Equity	Equity
PAENAL Yard	-	30%	Equity	Equity
Normand Installer	-	49.9%	Equity	Equity
SBM Installer	-	100%	100%	Full Consolidation

<sup>(1)</sup> Unit redelivered to SBM Offshore in July 2020, upon redelivery contract does not qualify as lease contract anymore

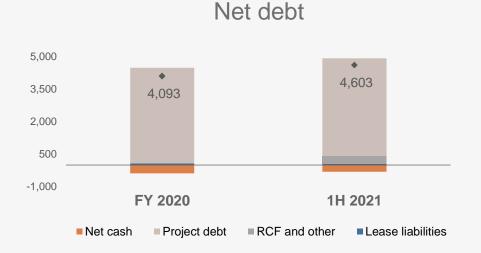


# External loans and borrowings Directional, US\$ millions

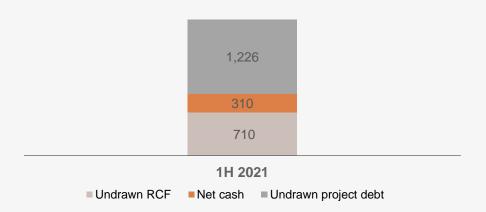
Net book value as of June 30, 2021	Full Amount	IFRS	Directional
PROJECT FINANCE FACILITIES DRAWN			
FPSO Cidade de Paraty	254	254	160
MOPU Deep Panuke	10	10	10
FPSO Cidade de Anchieta	257	257	257
FPSO Cidade de Ilhabela	823	823	618
FPSO N'Goma	356	-	178
Normand Installer	30	-	
SBM Installer	62	62	62
FPSO Cidade de Maricá	963	963	587
FPSO Cidade de Saquarema	1,064	1,064	649
Liza Destiny (FPSO)	637	637	637
Liza Unity (FPSO)	961	961	961
FPSO Sepetiba	599	599	386
Revolving Credit Facility and other	343	343	343
NET BOOK VALUE OF LOANS AND BORROWINGS	6,359	5,975	4,850



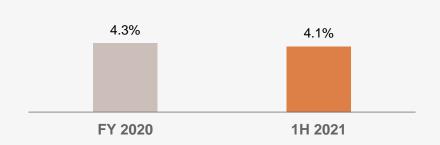
## Group net debt and borrowings Directional, US\$ millions



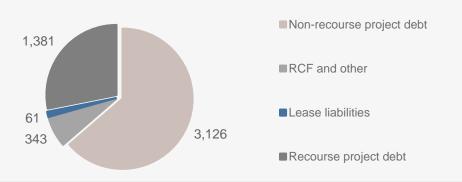
#### Undrawn facilities + cash



#### Average cost of debt



#### 1H 2021 borrowings and lease liabilities





# Revolving Credit Facility Covenants

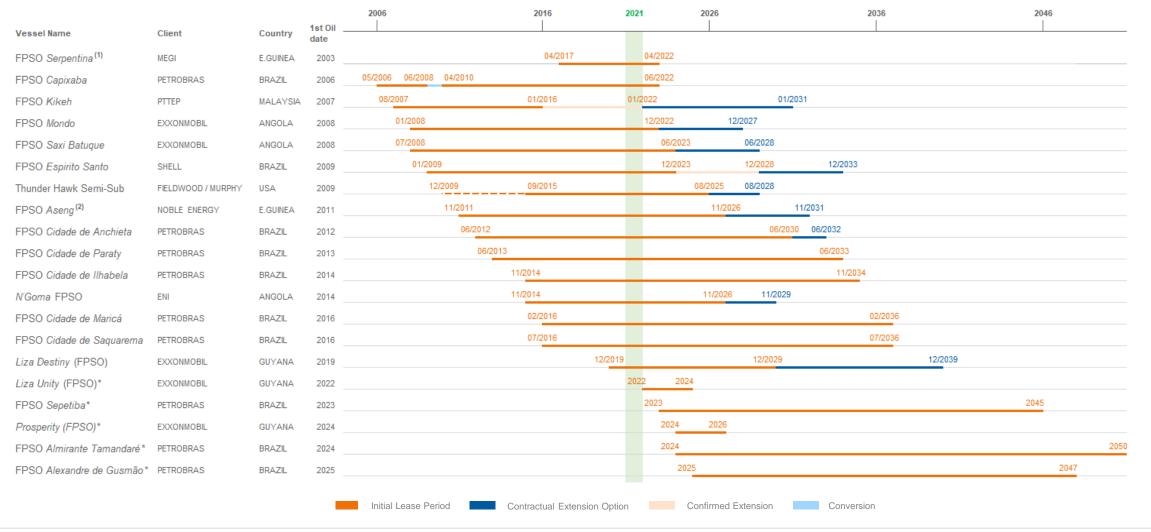
Key financial covenant		1H 2021	Definition <sup>1</sup>
Solvency ratio	> 25%	<b>√</b> 33%	IFRS Tangible net worth divided by total tangible IFRS assets
Interest cover ratio	> 4.0	<b>√</b> 5.3	Directional Underlying EBITDA divided by net interest payable
Lease backlog cover ratio	N/A	✓ US\$ 2.1bn	Represents maximum theoretical lending capacity, calculated as net present value of lease backlog divided by 1.5

**✓** All covenants are satisfied

<sup>(1)</sup> Further explanation on definitions and covenant calculations can be found in the Company's Annual Report 2020 section 4.3.24 borrowings and lease liabilities



## Lease and Operate portfolio



<sup>(1)</sup> FPSO Serpentina is owned by the client and is operated by Gepsing – a subsidiary between SBM Offshore (60%) and GEPetrol (40%)

<sup>(2)</sup> Client change yet to be confirmed as Chevron/Noble Energy transitioning as part of takeover \* Under construction





