



Investor Presentation
January 2023

Disclaimer

- Any forward looking statements contained in this presentation or communicated during the call may carry significant risks and actual results can materially differ. Gulf Marine Services PLC assumes no liability whatsoever in relation to confirm these forward looking statements.

Presenting team



MANSOUR AL ALAMI

Executive Chairman of the Board

40 year career across the Middle East,
including 15 years in oil & gas

Held various senior roles at ADNOC, a key client

Joined GMS Board in November, 2020



ALEX ACLIMANDOS

Chief Financial Officer

Over 28 years with first-tier companies viz. Procter &
Gamble, ABB and Alvarez and Marsal.

In his recent role, Alex was the Chief Financial Officer at
Qatari Investors Group, a publicly listed company on the
Qatari Stock Exchange.

Appointed as CFO in February 2022.

Who are GMS?

A leading provider and operator of 13 advanced self-propelled, self-elevating support vessels

Average fleet age of 12 years – expected useful life of up to 40 years

Offers clients significant cost & efficiency savings over alternative vessel types

Over 4 decades serving blue chip clients in oil & gas and more recently offshore renewables

Core current areas of operation are MENA and Western Europe

Established in 1977, Headquartered in Abu Dhabi, UAE, and Premium listed on London Stock Exchange

ASSET CLASS OVERVIEW

Large Class (E Class)



4 Units
Avg age: 10 years
Max Water Depth: 65-80m

Mid-Size Class (S Class)



3 Units
Avg Age: 7 years
Max Water depth: 55m

Small Class (K Class)



6 Units
Avg age: 16 years
Max Water depth: 45-55m

Fleet overview

Key specifications of the entire GMS fleet

Name of Vessel	Propulsion	Standard POB	Leg Length	Variable Load (VDL) Elevated/Jacking	Deck Area	Main Crane Capacity
Kamikaze	Self Propelled	150	67.9m	750t	650 m ²	36t
Kawawa	Self Propelled	150	67.9m	750t	650 m ²	45t
Kikuyu	Self Propelled	150	67.9m	750t	650 m ²	45t
Kudeta	Self Propelled	150	67.9m	750t	650 m ²	45t
Keloa	Self Propelled	150	67.9m	750t	650 m ²	45t
Pepper	Self Propelled	150	76.9m	900t	800 m ²	75t
Shamal	DP2 Self Propelled	150	75m	1,500t / 950t	800 m ²	150t
Scirocco	DP2 Self Propelled	150	75m	1,500t / 950t	800 m ²	150t
Sharqi	DP2 Self Propelled	150	75m	1,500t / 950t	800 m ²	150t
Endurance	DP2 Self Propelled	210	94.2m	2,200t / 1,800t	1035 m ²	300t
Endeavour	DP2 Self Propelled	150	94.2m	2,200t / 1,800t	1015 m ²	230t
Enterprise	DP2 Self Propelled	194	104m	2,200t / 1,800t	1035 m ²	400t
Evolution	DP2 Self Propelled	150	104m	2,200t / 1,800t	1035 m ²	200t

Comparative Vessel Capabilities

Description of capabilities	GMS Fleet	Jackup Drilling Rigs	Semi-sub/ Construction Vessels	Accommodation Rigs
Construction & Maintenance				
Construction & installation support	√	×	√	×
Maintenance support	√	×	√	×
Diving support	√	√	×	×
Accommodation	√	×	√	√
Remove/decommission topside modules	√	×	√	×
Well Servicing & EOR				
Coiled tubing	√	√	×	×
Wireline	√	√	×	×
Well workover	√	√	×	×
Well testing/ early production	√	√	×	×
Wind				
Installation	√	×	√	×
Maintenance & repair	√	×	√	×

Fleet & operating strength



Offer clients significant cost and efficiency saving, over the alternative vessel types

- Able to undertake multiple moves quickly, with no additional vessel support, being self propelled
- 4 leg design enhances location versatility, weather tolerance and operating stability
- Vessel capacity supports greater operating flexibility for clients: large deck space, technical USPs



Long term, successful record of safe, reliable and efficient operations

- Well maintained fleet, having an average age of 12 years and a 3 years average of unplanned downtime below 2%
- Strong record of operator experience and operational excellence
- Consistent record of improving safety performance
- ISO accredited Company



Strong and established client base

- Clients are predominantly national oil companies or large EPC contractors
- High level of recurring clients, based on long term, trusted relationships and consistently meeting their expectations



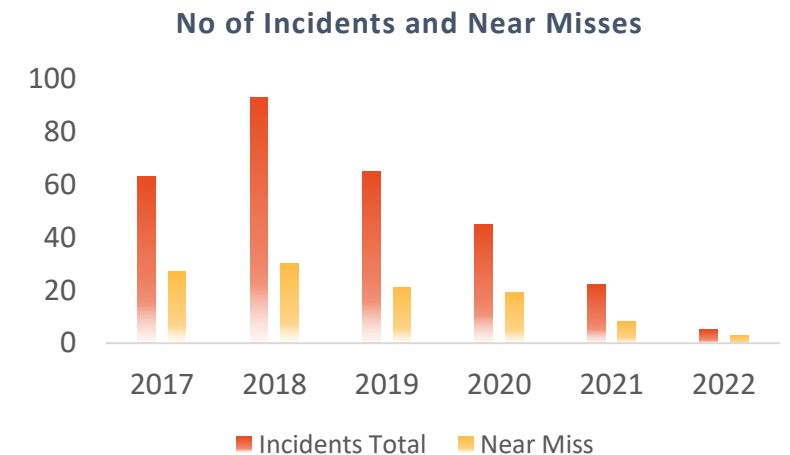
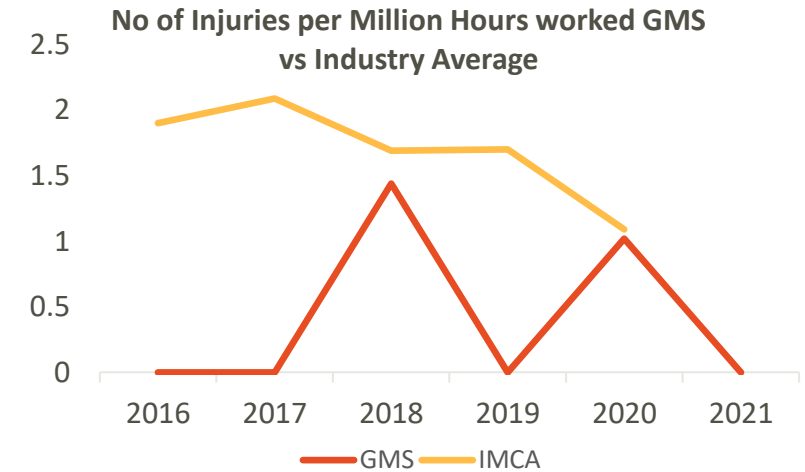
Corporate Governance

- 2 Independent Non-Executive Directors added to Board in first half of 2021
- Mazrui International representative joins board as Non Executive in August 2021
- Search continuing to add further Independent Non-Executive Director

Premium fleet, with the flexibility to secures higher utilisation and client demand

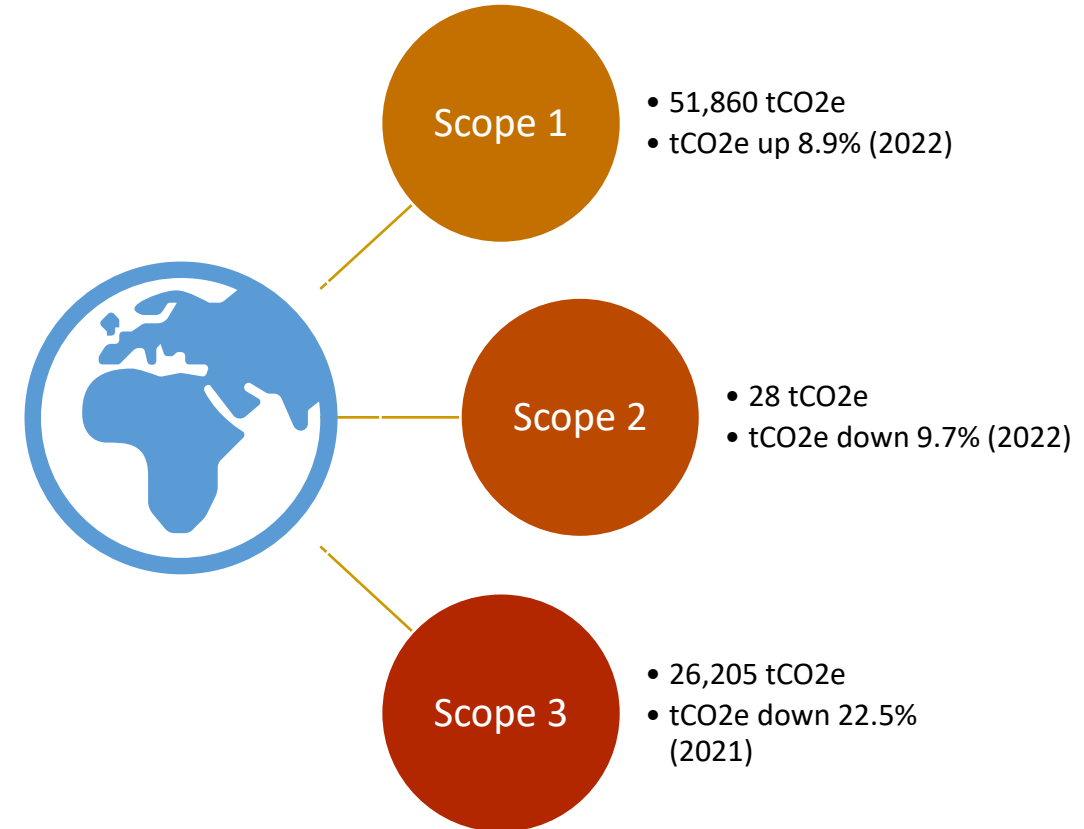
Safety Record

- GMS is fully accredited to ISO 9001, 14001 and 45001 and all our vessels are ISM and ISPS compliant.
- Our injury rate remains among the lowest in the industry.
- The overall number of incidents and near misses has decreased steadily year on year.
- GMS has never been fined by a regulator or suffered a work related fatality.
- We continue to invest in training for our employees especially those involved in high risk activities.



Environmental Performance

- GMS has implemented a number of measures to reduce emissions over the last 5 years which has reduced our emissions. Some of those measures are:
 - ✓ Switching refrigerants to lower emission ones.
 - ✓ Sequestering some of our CO2 emissions via tree planting.
 - ✓ Reducing plastic water bottle usage offshore by installing Air-to-water machines.
 - ✓ Reducing business travel while using greener choices for flight booking.
- We are fully compliant with the requirements of the Task Force for Climate Related Disclosures.
- We are also exploring other environmental initiatives such as:
 - Choosing freight transport via cargo ship over cargo plane every time is possible.
 - Using alternative fuels or refrigerants
 - Improve operational efficiency by gaining access to and analysing live operational data from our vessels as part of our digitalisation drive



H1 2022 Highlights

- Revenue growth trend continues: USD 66.4 m vs USD 51.4 m for H1 2021. (+29%)
 - *Utilization of H1 was at 89%, vs 77% in H1 2021 , up to 15%*
 - *Day Rates during H1 were at \$27.2k d vs \$25.5/d in H1 2021, up 7%.*
- Cost Control: While charter revenue increased 24%, costs only increased 1%.
- G&A at USD 5.8 m vs USD 4.9 m in H1 2021.
- EBIDTA growth: USD 37.3 m vs USD 26.5m for H1 2021. (+ 40.7%)
- Interest charges at USD 6.8 m vs USD 11.4 m in H1 2021.
- Net Profit @ USD 13.1 m vs USD 2.0 m for H1 2021.
- Receivable USD 35.4 m vs USD 41.9 m at year end. (- 23%)
- Cashflow from operations: USD 42.2m vs USD 22.1 m in H1 2021, (+ 91%)

2022 Operational Highlights

- Utilization increased with a notable increase in E-Class vessels achieving 82% in the period (FY 2021: 72%). Both K- and S- Class vessels utilization remains the same to 87% and 97% respectively (FY 2021: 87% and 97% respectively).
- Average charter day rates also saw an increase by 7% in the period to US\$ 27.5k (FY 2021: US\$ 25.7k).
- Contract awards announced in 2022 have a combined total charter period of 19.4 years (2021: 8.3 years)
- Border restrictions and quarantine requirements in relation to COVID-19 were fully removed in second half of 2022.

2022 Summary Financials

Income Statement

US\$ m	H1 2022	FY 2021	H1 2021
Revenue	66.4	115.1	51.4
Cost of sales*	(23.5)	(41.2)	(20.2)
General and administrative expenses*	(5.6)	(9.8)	(4.7)
Adjusted EBITDA	37.3	64.1	26.5
Adj. EBITDA Margin	56%	56%	52%
<i>Profit/(Loss) for the Period</i>	13.1	31.2	2.0
Adjusted Profit/(Loss)	13.1	18.0	3.7

*Excluding depreciation

Historical financial information

US\$m	2015	2016	2017	2018	2019	2020	2021	H1 2022
Revenue	219.7	179.4	112.8	123.3	108.7	102.5	115.1	66.4
Opex	61.4	52.4	39.1	48.0	43.3	42.3	41.2	23.5
Overhead	19.8	20.2	15.3	17.3	14.1	9.8	9.8	5.6
Adjusted EBITDA	138.5	106.8	58.4	58.0	51.3	50.4	64.1	37.3
Adjusted EBITDA margin	63%	60%	52%	47%	47%	49%	56%	56%
Average Dayrate	59	50	39	36	30	25	26	27
Average Utilisation	98%	70%	61%	69%	69%	81%	85%	89%

*Excluding exceptional items

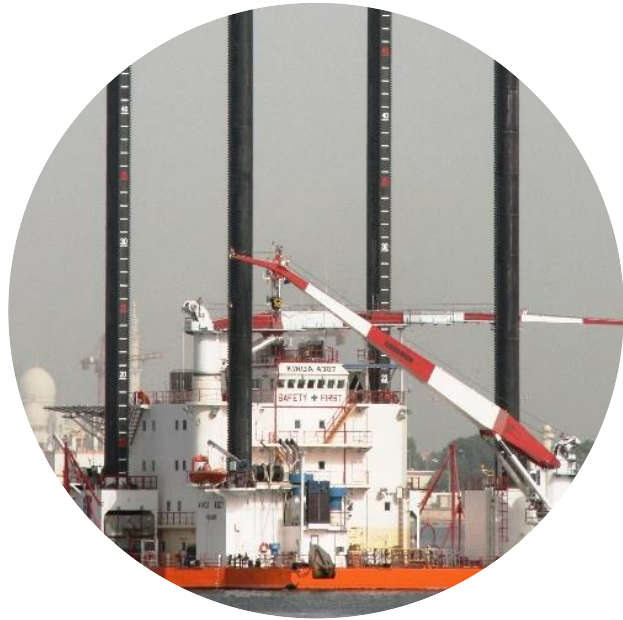
2022 Estimates

- Secured utilization for 2022 stands at 88% against actual utilization of 84% in 2021.
- Anticipate continued improvement on day rates as Middle East vessel demand outstrips supply.
- Average secured day rates 7% higher than 2021 actual levels.
- EBITDA guidance of between US\$ 70-US\$ 72 million for the current year. This doesn't include the impact of WMO bankruptcy and we are still evaluating how much will be the impact on our outstanding receivable.
- We did not achieve a leverage below 4 by December 31st.

Outlook 2023

- Utilization for 2023 estimated to be 94% vs 88% in 2022 and 84% in 2021.
- Anticipate continued improvement on day rates as Middle East vessel demand outstrips supply.
- Average secured day rates over 7% higher than 2022 actual levels.
- EBITDA guidance of between US\$ 75-US\$ 83 million.
- We are continuing to work towards achieving the 4 x leverage in 2023.

Outlook and summary



- Positive outlook continues for 2023:
- Expecting significant improvement underpinned by secured contracts in 2022 and beyond supported by strong pipeline of opportunities with limited vessel supply
- Dayrates on recent awards improving and likely to continue driven by improved supply and demand dynamics
- EBITDA Guidance for 2023 at \$75-83 m, up from a projected 2022 EBITDA of USD 70-72 m (before impact of WMO bankruptcy).
- Deleveraging journey to continue.
- Improved operational performance and outlook supports the ongoing transfer of value from lenders to equity holders

The image shows a large offshore oil rig structure in the middle of the ocean. The rig is composed of several levels of platforms supported by a complex lattice of steel legs. A large crane is visible on the upper deck. The entire scene is rendered in a dark, monochromatic style, with the rig appearing as a silhouette against the slightly lighter water. The word "Appendices" is centered in the middle of the image in a clean, white, sans-serif font. A thin red horizontal line is positioned directly below the text.

Appendices

Business model



Core areas of operation

- NOC based opex, including well and platform maintenance and enhanced oil Recovery – c.50-70% of revenue
- EPC led capex, including new development construction and commissioning (Greenfield) and major upgrades of existing infrastructure (Brownfield)
- Windfarm installation, maintenance and repair



Vessels chartered on a time basis

- Daily charter rate payable
- Operation and vessel maintenance remain with GMS
- Project execution risk remains with client
- Minimal exposure to liquidated damage risk



Contract durations vary depending on client and workscope

- NOC c. 3-5 years charters, EPC c. 3 -24 months charters, renewable c. 3-12 months charters



Additional revenue sources

- Hotel services – per person day rate, typically \$2-10k, depending on client requirement.
- Mobilisation/Demobilisation – One off payment at commencement and end of hire
- Manpower to client carrying out platform maintenance from our vessels

Deleveraging the balance sheet



Key terms of Bank facilities

- \$390m amortising Term loan until 30 June 2025
- \$50m working capital facility (\$25m cash and \$25m Bonds) until 30 June 2025
- 6 Bank syndicate – 3 UAE, 1 GCC and 2 International
- Covenants on leverage, debt service, interest cover, loan to value, caps on capex and SG&A
- Warrants and PIK applied if \$50m of new equity not raised by end of 2022 (\$25m raised by 30 June 2021). No PIK if leverage <4.0x)
- Cash sweep mechanism for surplus cash

Renegotiated Bank Deal (March 2021)

Renegotiated bank deal offers clear path to right size the balance sheet:

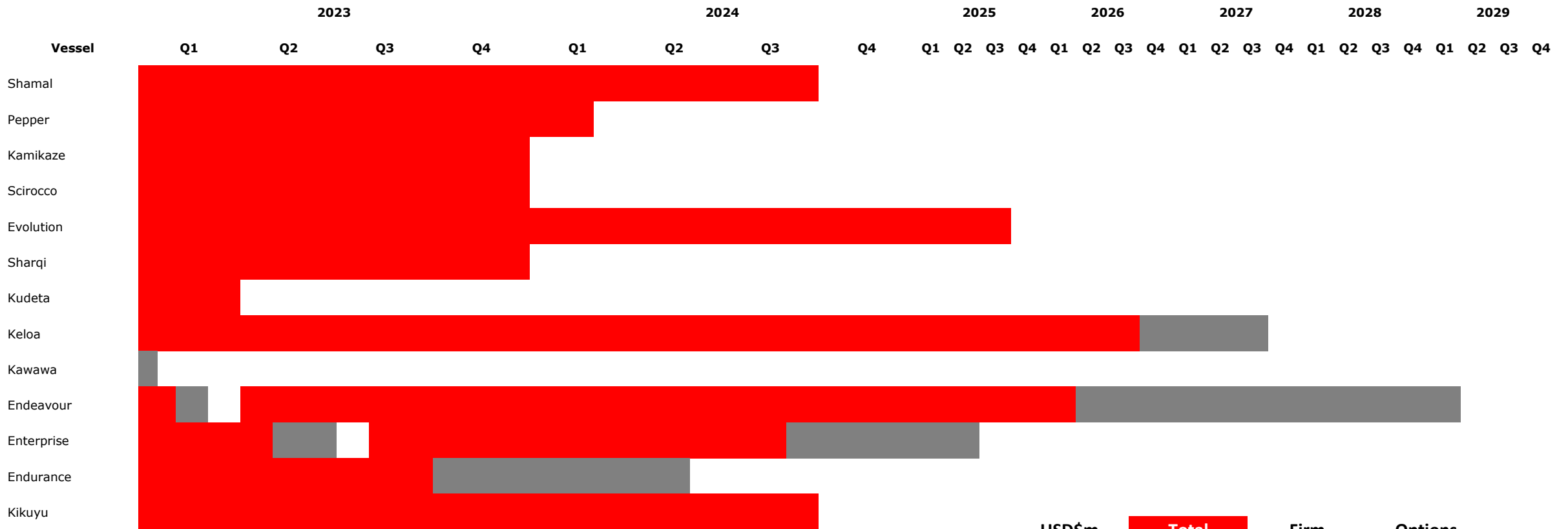
- Deleveraging, leading to a transfer of value from lenders to equity holders

Renegotiated bank deal saving \$53m over 2021 and 2022:

- \$15m on margin reduction & \$38m of PIK Interest,
- Reduced initial equity raise requirement from \$75m to \$25m (Completed June 2021)
- Longer time granted to raise additional \$50m of equity – opens possibility of future refinancing instead of second equity raise

As we didn't raise equity by December 31st, 2022, we issued warrants giving the Banks till June 2025 rights for 137 million shares at a strike price of 5.75 p.

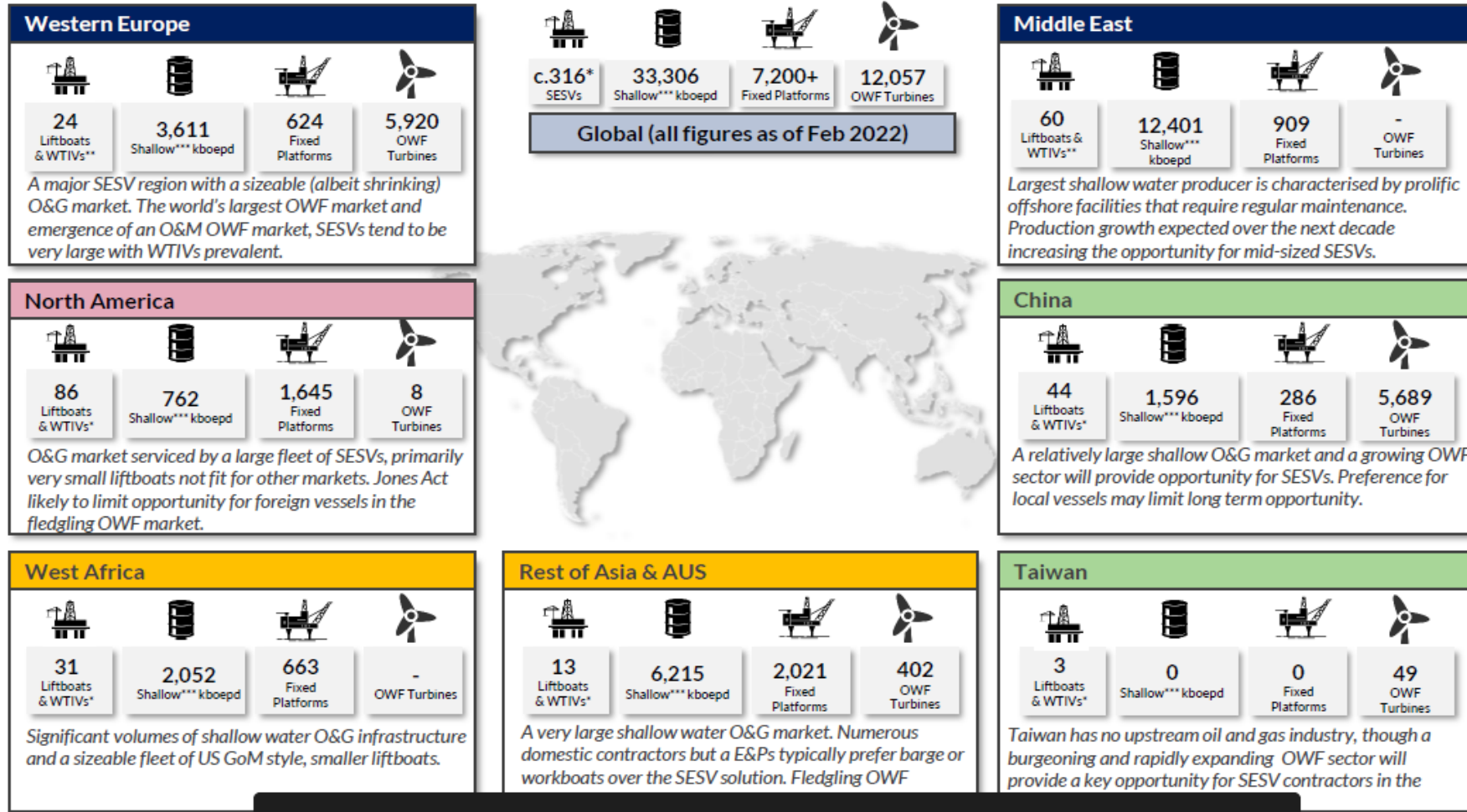
Backlog: secured future revenue as of Jan 1, 2023



■ Firm
■ Options


USD\$m	Total	Firm	Options
2022	0.0	0.0	0.0
2023	147.3	141.7	5.7
2024	90.4	82.6	7.8
2025	55.9	48.5	7.3
2026	28.6	14.6	14.0
2027	26.5	0.0	26.5
2028	16.3	0.0	16.3
2029	4.0	0.0	4.0
Total	369.1	287.4	81.6

Global SESV O&G and OWF offshore market



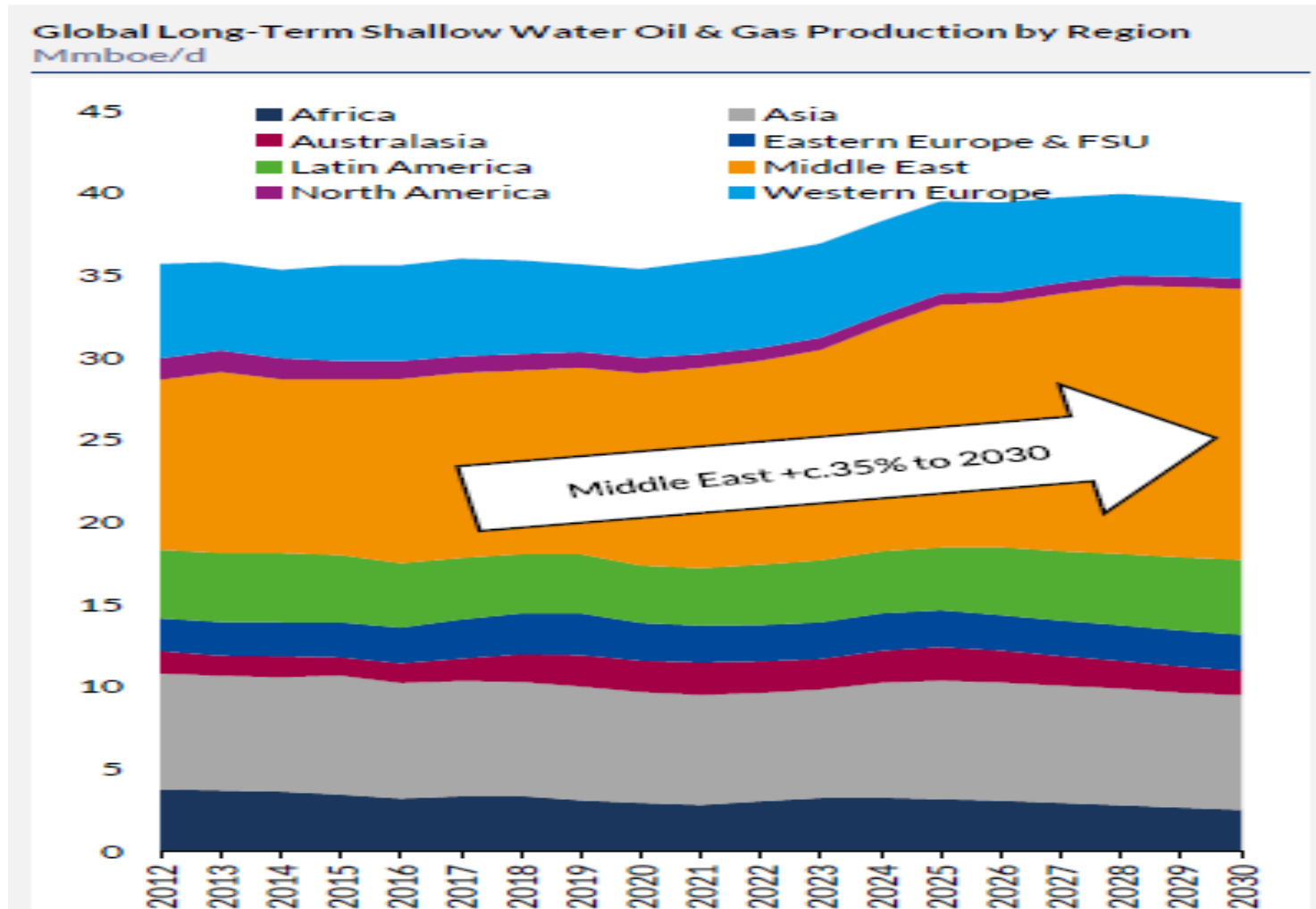
Source: Westwood, 2021

KEY NOC producers with offshore capacity in the Middle East

Key Middle East Producer Profiles				
Country	O&G Reserves	Fiscal B/E Oil Price	Offshore EPC Spend	National Oil Company Strategy
 Saudi Arabia	255 Bn boe	\$67/bbl 2022	\$12.7 bn 2022-26	 <p>Saudi Aramco has plans to increase maximum sustainable oil production capacity to 13 mmbbl/d by 2027, with the majority of this coming from offshore fields. <i>"We are still going to be the last man standing, and every molecule of hydrocarbon will come out"</i> - Abdulaziz bin Salman (Saudi Arabia Minister of Energy) July 2021</p>
 UAE	160 Bn boe	\$64/bbl 2022	\$5.8 bn 2022-26	 <p>ADNOC recently announced a \$127 bn capital spending plan for 2022-26 aimed at raising oil production capacity by 1mmbpd to 5mmbpd. The UAE is also aiming to add an additional 3 bcf of natural gas production capacity over the next several years in a bid to become a major LNG exporter.</p>
 Qatar	141 Bn boe	\$44/bbl 2022	\$12.5 bn 2022-26	 <p>Qatar is currently the world's second largest LNG exporter (just behind Australia) with an estimated annual capacity of 77 million mt/year. However, Qatar Energy recently announced a \$82.5 bn capex plan for 2021-25 aimed at increasing LNG export capacity by 60% to 126 million mt/year by 2027, which should see it leapfrog both the US and Australia as the world's largest exporter.</p>

Source: Westwood, 2021

Global shallow water Oil and Gas production by region



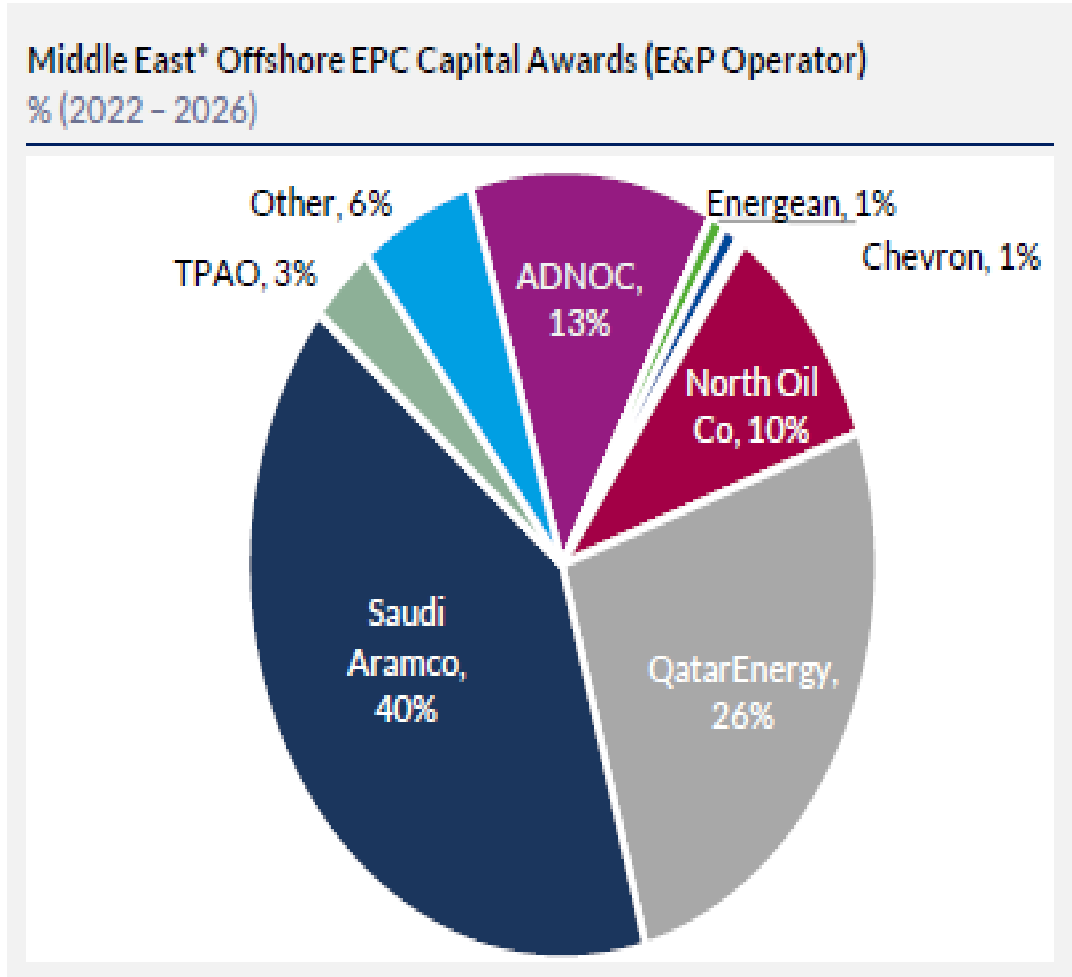
Source: Westwood, 2021

Middle East platforms and EPC capital awards

United Arab Emirates						
281 Installed Platforms						
Operator	# Platforms	Avg. WD (m)	Max WD (m)	Avg. Age (Year)	EPCI	Max WD (m)
ADNOC	141	23	50	29	5	50
Dubai Petroleum	74	49	60	37	0	
ADOC	27	19	20	48	2	30
TotalEnergies	24	31	43	36	0	
Rakopet	7	97	97	37	0	
Bunduq Oil Company	6	19	21	36	0	
Sinochem	1	34	34	14	0	
Dana Gas	1	24	24	6	0	
Total/Average	281	44	97	32	7	50

Qatar						
224 Installed Platforms						
Operator	# Platforms	Avg. WD (m)	Max WD (m)	Avg. Age (Year)	EPCI	Max WD (m)
QatarEnergy	159	31	65	30	26	65
North Oil Company (NOC)	38	69	70	15	4	70
Qatargas	14	62	66	20	0	
TotalEnergies	11	56	59	19	0	
Dolphin Energy	2	50	50	15	0	
Total/Average	224	61	70	24	30	70

Saudi Arabia						
181 Installed Platforms						
Operator	# Platforms	Avg. WD (m)	Max WD (m)	Avg. Age (Year)	EPCI	Max WD (m)
Saudi Aramco	178	35	65	16	57	40
KJO	3	40	40	16	0	
Total/Average	181	65	65	16	57	40



Source: Westwood, 2021

Board of Directors



MANSOUR AL ALAMI

Executive Chairman of the Board

Mansour Al Alami joined the Board of GMS in November 2020. His career spans over forty years in the MENA region and includes experience in the oil, gas & energy sector, construction, IT, transportation, finance and investment. He served fifteen years in various roles in ADCO, now ADNOC Onshore (the leading onshore producer within ADNOC Group) in the areas of drilling and production for upstream onshore operations, later becoming Head of Control & Planning. Mr Al Alami has served also in senior management positions in other companies including Reda Pump Libya, Al Bawardi Enterprises and EMDAD. He sits on the boards and committees of several Amman Stock Exchange listed companies.



HASSAN HEIKAL

Deputy Chairman/Non-Executive Director

Hassan Heikal joined the Board of GMS in November 2020 (having previously served on the board between August and October 2020). He also acts as Chairman of Seafox International Limited, a significant shareholder in GMS, and Chairman of Kazyon, a supermarket chain in Egypt. He is the Co-Founder of EFG Hermes, a leading investment bank based in the Middle East where he served for eighteen years, latterly seven years as Co-Chief Executive Officer. Prior to EFG Hermes, Mr Heikal worked in Goldman Sachs, where he served in the Corporate Finance Division.



RASHED SAIF AL JARWAN

Senior Independent Non-Executive Director

Rashed Al Jarwan joined the Board of GMS in November 2020. He has served in Danagas (from 2006 to present) as General Manager, Executive Director and currently acts as Vice Chairman and Chairman of the Board Steering Committee. Prior to joining Danagas, he served in various technical and general management roles at ADNOC and its group of companies over a twenty-eight year period. Mr Al Jarwan sits on the Board of other companies including, Emirates General Petroleum Company (EMARAT), Dubai International Financial Centre (DIFC), Oman Insurance Co, MASHREQ Bank, and Al Ghurair Investment Co.

Board of Directors



JYRKI KOSKELO

Independent Non-Executive Director

Jyrki Koskelo joined the Board of GMS in February 2021. He currently serves as a Board member of, Africa Agriculture and Trade Investment Fund (Luxembourg) and, EXPO Bank (the Czech Republic, part of the Expobank Group) as well as a member of the Supervisory Board of FIBank (Bulgaria) and Chairman of Invest Solar (an investment vehicle focused on Botswana). He held various senior positions (between 1987 to 2011) within the Washington based International Finance Corporation (part of the World Bank Group and the largest global development institution focused on the private sector in developing countries).



LORD ST JOHN OF BLETSO

Independent Non-Executive Director

Anthony St John is a cross bench peer in the House of Lords. As a practicing lawyer by training, with his LLM in Maritime Law, he worked for Shell (South Africa) and then as an oil analyst and in specialist sales for several institutions in the City of London. Through his subsequent career he has held a number of executive and advisory roles in high growth companies. Anthony is currently Non-Executive Chairman of Integrated Diagnostics Holdings, and a Non-Executive Director of Yellow Cake PLC and Smithson Investment Trust PLC. He is also a Trustee of a number of charities, with a strong focus on education and wildlife conservation, and was formerly a director of Albion Enterprise VCT PLC.



CHARBEL EL KHOURY

Non-Executive Director

Charbel El Khoury joined the Board of GMS in August 2021. He is Group CEO of Mazrui International LLC ('Mazrui International'), a UAE based diversified investment company. Mazrui International is a company affiliated with Mazrui Investments LLC, a significant shareholder in GMS. Mr El Khoury started his career in prominent legal practices in Lebanon and the UAE. He holds a number of board positions across international organisations in which Mazrui International has invested. He has a Bachelor's degree in International Law and Legal Studies, and a Master's degree in Private Law, both from Sagesse University. In 2021, he also successfully completed the Harvard Business School executive education program..

Management team



MANSOUR AL ALAMI

Executive Chairman of the Board

Mansour Al Alami joined the Board of GMS in November 2020. His career spans over forty years in the MENA region and includes experience in the oil, gas & energy sector, construction, IT, transportation, finance and investment. He served fifteen years in various roles in ADCO, now ADNOC Onshore (the leading onshore producer within ADNOC Group) in the areas of drilling and production for upstream onshore operations, later becoming Head of Control & Planning. Mr Al Alami has served also in senior management positions in other companies including Reda Pump Libya, Al Bawardi Enterprises and EMDAD. He sits on the boards and committees of several Amman Stock Exchange listed companies.



ALEX ACLIMANDOS

Chief Financial Officer

Alex ACLIMANDOS was appointed as CFO in February 2022. Alex brings with him a wealth of progressive international financial management experience gained in over 27 years with first-tier companies viz. Procter & Gamble, ABB and Alvarez and Marsal. In his recent role, Alex was the Chief Financial Officer at Qatari Investors Group, a publicly listed company on the Qatari Stock exchange. He holds an MBA and is a US Certified Management Accountant.



MARK HARVEY

Chief Operating Officer

Mark joined GMS in 2015. He holds an MSc in Naval Architecture from University College London and is a Chartered Engineer. Mark has over 30 years of experience in the marine and offshore industry; he previously held senior project positions with FPSO operators based in Asia and engineering management positions with several leading shipyards in the UAE.

Management team



JAMIE TAYLOR

Business Development Director

Jamie started his career at GMS in 2004 as a Safety and Environment officer and was later promoted to Group Health and Safety Manager. During his career with GMS he has gained extensive experience working in different parts of the business and operating regions . In 2022 Jamie was promoted to Business Development and Commercial Director. He holds an MBA from Strathclyde Business School.