# 1Q 2024 Presentation

w/ Lars Peder Solstad, CEO and Kjetil Ramstad, CFO

16<sup>th</sup> May 2024



## Disclaimer

1Q 2024 Presentation

Important information

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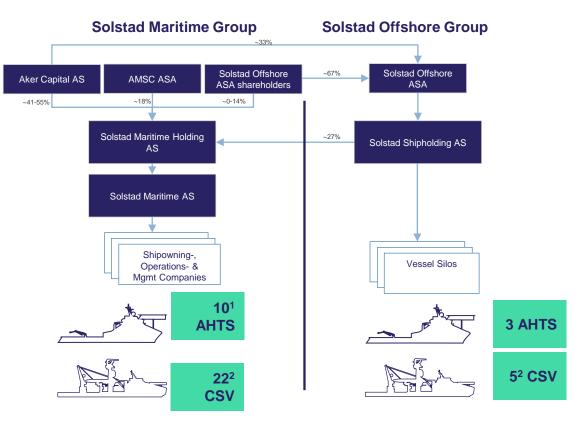
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## Solstad Group Structure

Solstad ("Solstad Companies") consists of two main shipowning structures, Solstad Offshore ASA and Solstad Maritime Holding AS

- The Solstad Companies have different owner structures, but shares management function where ship management services are provided between the Solstad Companies both ways
- The Solstad Companies have 2,300 employees and operate under one brand with a shared approach to the global energy markets
- Operationally the Solstad Companies continues as before with no effect on employees and clients
- Solstad Maritime was financially deconsolidated from Solstad Offshore as of January 16, 2024

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#### Solstad Companies<sup>3</sup>

## 1Q 2024 Highlights

- Improvements across all regions and vessel segments
- High utilization of 88%<sup>1</sup>
- Adjusted EBITDA
  - Solstad Offshore: NOK 247m<sup>2</sup>
  - Solstad Maritime: NOK 668m
- Continued high activity within offshore energy activities
- Expanded service offering through Solstad Services





## Refinancing recap

- Phase 1 of the refinancing of Solstad Offshore was implemented 16 January 2024
  - o NOK 9,7 billion in new bank facility in Solstad Maritime
  - o NOK 3,25 billion equity contribution from Aker Capital AS and AMSC ASA into Solstad Maritime
  - o Maturity of the Maximus Residual Claim in Solstad Offshore postponed from 31 March 2024 until 16 January 2027
- Remaining NOK 750m Solstad Maritime share issue to be finalized during 2Q 2024
  - The share issue is directed at Solstad Offshore ASA shareholders ("Eligible Shareholders") per 27 October 2023, except Aker Capital AS, as shown in VPS on 31 October 2023
  - Eligible Shareholders get 1 one subscription right per Solstad Offshore ASA share owned 27 October 2023
  - Eligible Shareholders will be notified by VPS regarding subscription rights and a stock exchange notice will follow under SOFF ticker that the prospectus for Solstad Maritime Holding AS has been approved with details for then the subscription period begins and ends
  - o Subscription period is expected to start primo June 2024
  - o Aker Capital AS has underwritten the entire share issue and will subscribe for unused rights



# A leading global offshore company

重介

<u>→</u> 5x

**4**x

**8**x

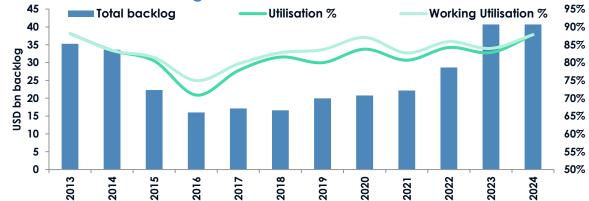
39 vessels and 7 offices worldwide

💡 Office 🛛 🚣 AHTS 🖉 😹 CSV 🎁 Renewable Energy 🧮 Oil & Gas

<u>►</u> 3x

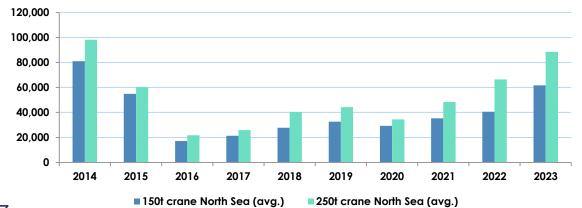
## CSV Market update | Set to grow beyond all-time high

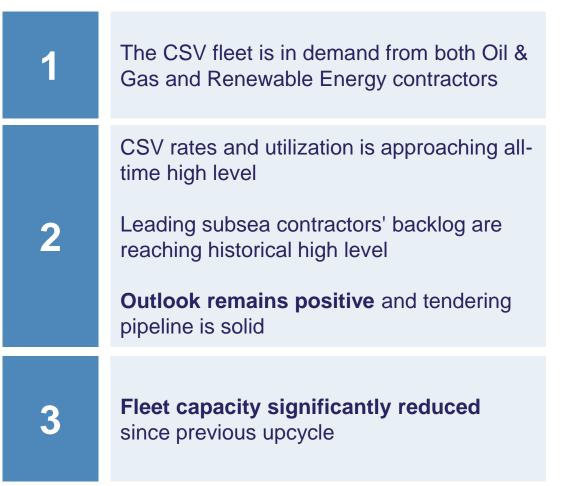
Limited vessel supply and solid demand outlook set to further tighten an already strong market



#### Subsea EPC backlog and utilization



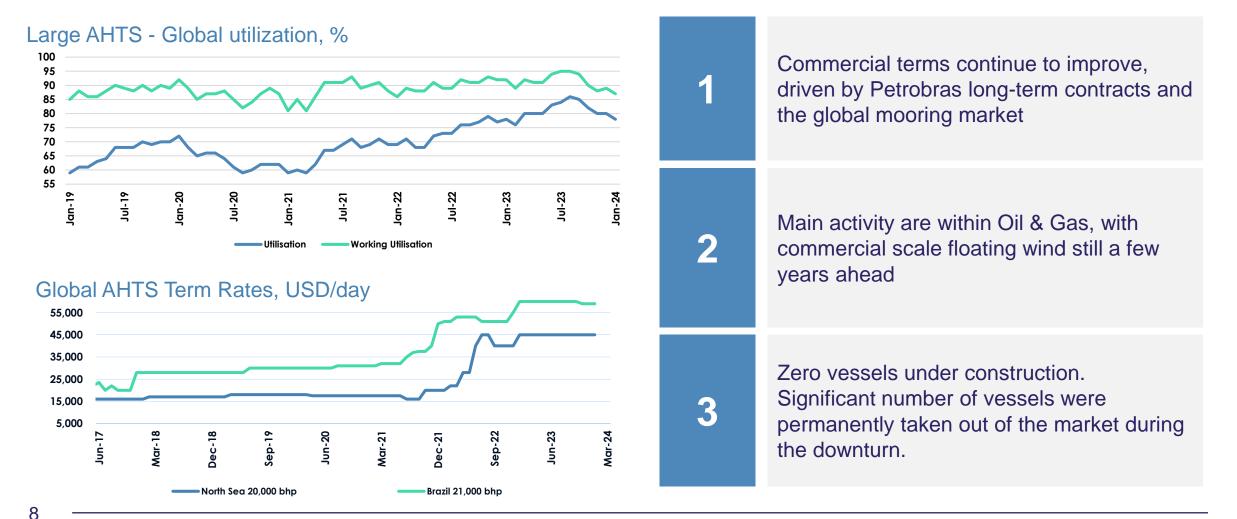






## AHTS Market update | Strong activity

Brazil and the global mooring market drives demand for large AHTS's





## Solstad's presence to capitalize on global upcycle

#### **North Sea**

- Oil and gas and renewable energy
- Key clients are Subsea 7, DeepOcean,
- Ocean Installer and Equinor
- Volatile spot market for AHTS' but with a steady high subsea activity

#### Brazil & Guyana

- Bidding on long-term contracts and projects
- Key clients are Petrobras, Equinor, Saipem & SBM
- FPSO moorings, rig support & subsea

- Expect a strong market the coming years

#### West Africa

- Bidding on several mooring projects and general subsea support
- Key clients are BP, Chevron and Total, directly or via subsea contractors
- High activity is expected going forward

#### Asia Pacific

- Main markets are Taiwan (renewables) and Australis (oil and gas)

- Bidding on several new contracts. Contracts normally have shorter duration than in e.g. Brazil.
- Key clients are Ørsted, Seaway 7, Inpex & Woodside.
- High activity expected going forward.

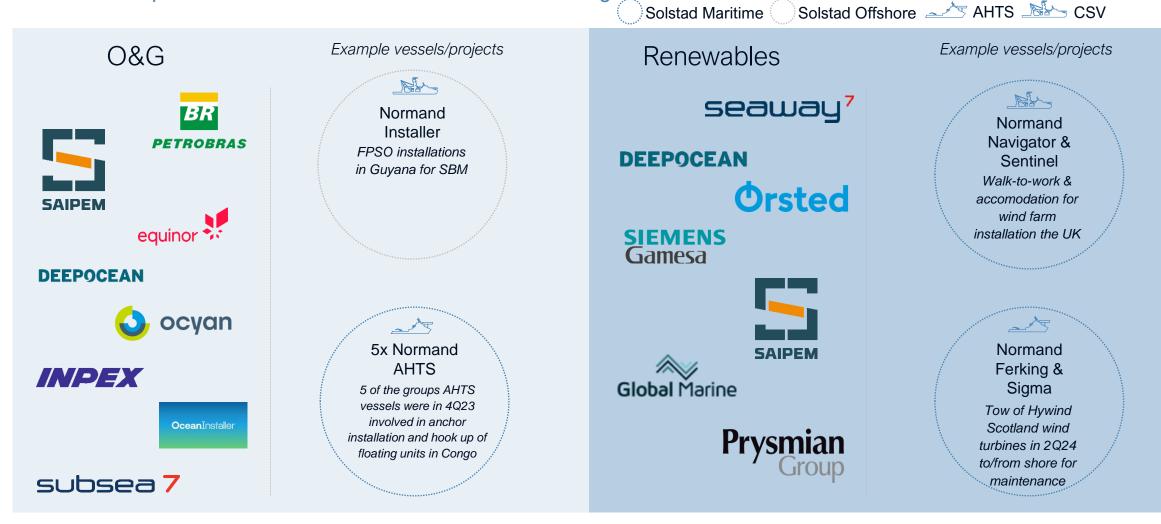
Solstad present and ready to capitalize on opportunities in all key markets for the offshore cycle worldwide

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## Diversified top-tier client list

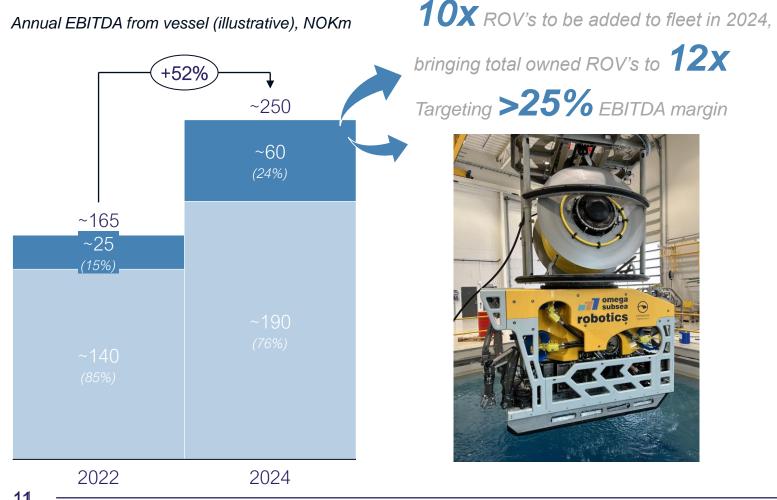
Fleet size & capabilities offer clients unmatched service offering





## Expanding service offering through Solstad Services

Reducing cost and mobilization time for customers while boosting profitability at limited additional risk for Solstad



Vessel Time Charter

#### **Benefits for customer**

- ✓ Avoid unnecessary mobilization time
- ✓ Reduce costs
- $\checkmark$  No need to hire ROVs and equipment from a third-party supplier
- ✓ Complete and well-equipped working platform and service offering from Solstad

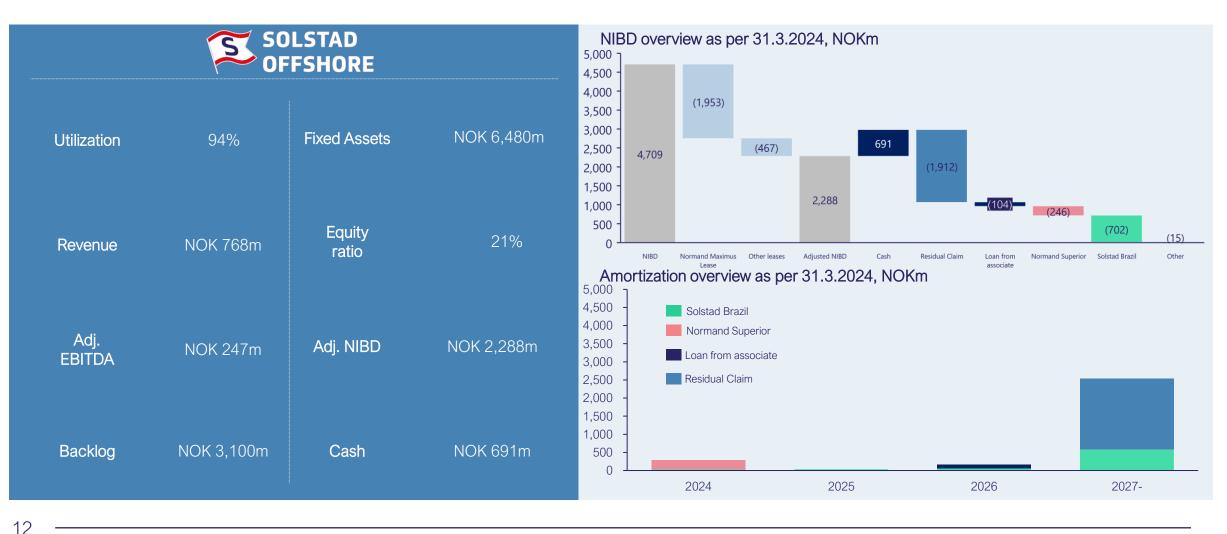
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Services

Solstad Maritime Holding AS

## Solstad Offshore | 1Q 24 Financial Highlights

Strong operational quarter at the back of successful refinancing





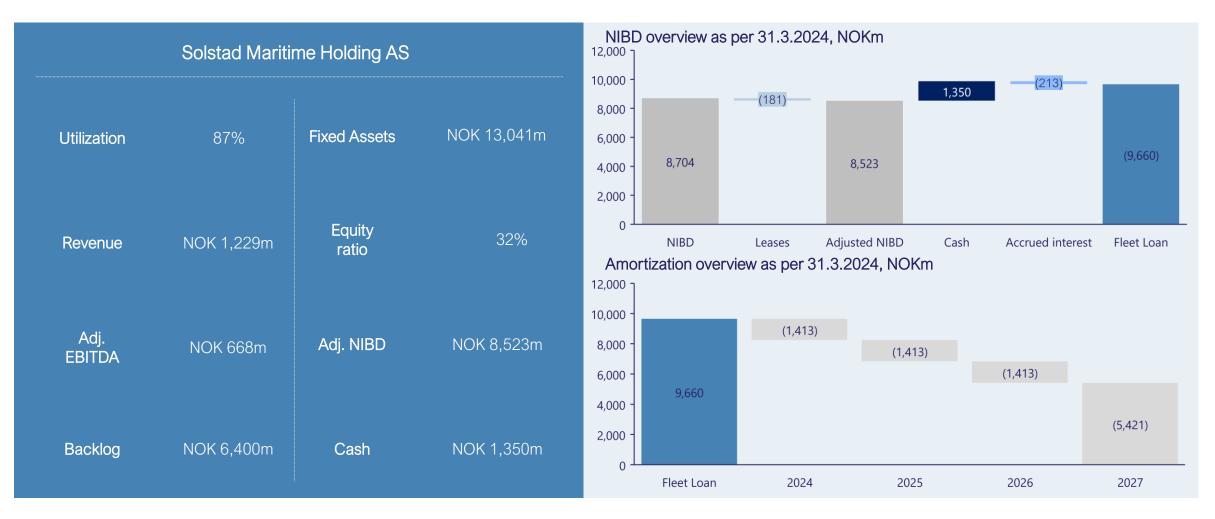
## Solstad Offshore | Backlog



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1: Includes backlog for Solstad Maritime vessels operated through Brazil structure in addition to 7 owned and controlled vessels in Solstad Offshore. 2: Includes backlog for 7 owned and controlled vessels in Solstad Offshore. Solstad Maritime | 1Q 24 Financial Highlights

A financially robust platform set to initiate quarterly dividend payments during 2024



Solstad Shipholding AS

SOFF RemainCo

1: Ownership structure following completion of the NOK 750 million private placement directed at existing shareholders of Solstad Offshore ASA



## Solstad Maritime | Backlog



## Summary

- Refinanced with significantly improved financial position
- High activity across all segments and geographical region
- Bidding activity continues at high level and commercial terms continue to improve
- Expanded service offering through Solstad Services



### Thank you for your attention



### Solstad Offshore | Income statement & EBITDA adjusted

Unaudited	2024	2023	2023
MNOK	1.1-31.03	1.1-31.03	1.1-31.12
Continued operations			
Operating income	768	1,363	6,979
Vessel operating expenses	(409)	(749)	(3,410)
Administrative expenses	(98)	(88)	(762)
Total operating expenses	(507)	(837)	(4,172)
Net gain/ loss on sale of assets	131	537	518
Operating result before depreciations	392	1,062	3,324
Depreciation	(183)	(290)	(1,103)
Impairment	-	148	(297)
Income from investments in joint ventures	16	(1)	20
Operating result	225	920	1,944
Income from investments in associates	46	(0)	(5)
Net financing	(300)	(636)	(1,594)
Result before taxes	(29)	284	345
Taxes on result	8	(31)	(57)
Result from continued operations	(21)	252	288
Discontinued operations			
Net result from discontinued operations	-	38	119
RESULT	(21)	290	407
EBITDA adjusted from continued operations	247	459	2,830

Unaudited	2024	2023	2023
MNOK	1.1-31.03	1.1-31.03	1.1-31.12
Total operating income	768	1,363	6,979
Total operating expenses	(507)	(837)	(4,172)
Net gain/loss on sale of assets	131	537	518
EBITDA	392	1,062	3,324
IFRS-16 leases	(138)	(93)	(395)
Restructuring cost/other non-recurring events	62	14	72
Net gain/loss on sale of assets	(131)	(537)	(518)
Net result from Joint Venture	16	(1)	20
Net result from associates	46	(0)	(5)
Accrued loss on accounts receivables	(0)	15	19
VAT adjustment	-	-	312
EBITDA adjusted from continued operations	247	459	2,830



## Solstad Offshore | Balance sheet

Unaudited	2024	2023	2023
MNOK	31.03	31.03	31.12
ASSETS			
Fixed Assets			
Deferred tax assets		4	2
Tangible fixed assets	1,314	12,428	1,315
Right-of-use assets	3 168	3,349	2,789
Investment in assosiates and joint ventures		161	189
Loan to associates and joint ventures	66	59	63
Non-current receivables	43	75	32
Total fixed assets	6,480	16,077	4,391
Current Assets Stocks	36	196	23
Accounts receivables	105	1,178	312
Accounts receivables associates and joint ventures	50	-	-
Other current receivables	452	960	550
Market based shares	-	21	-
Deposits, cash, etc	691	2,209	501
Total current assets	1,334	4,564	1,386
Assets held for sale	<u> </u>	5,842	13,858
TOTAL ASSETS	7,814	26,483	19,635

Unaudited	2024	2023	2023
MNOK	31.03	31.03	31.12
EQUITY AND LIABILITIES			
Equity			
Paid-in equity	272	258	272
Other equity	1,373	1,482	1,555
Non-controlling interests	31	(13)	(3)
Total equity	1,675	1,727	1,825
Liabilities			
Non-current provisions	17	24	6
Other non-current liabilities	-	1	1
Loan from associate	104	-	-
Debt to credit institutions	683	490	631
Leasing liabilities	3,945	2,018	1,796
Total long-term debt	4,749	2,532	2,434
Current liabilites			
Current portion of non-current debt	285	18,627	11,381
Current leasing liabilities	388	1,959	1,965
Other current liabilities	717	1,638	547
Total current liabilities	1,390	22,224	13,893
Liabilites directly associated with the assets held for sale	-	-	1,484
Total liabilities	6,139	24,757	17,811
TOTAL EQUITY AND LIABILITIES	7,814	26,483	19,635
Equity ratio	21.4%	6.5%	9.3%