# **BW Offshore**

Pareto Securities' 31st Annual Energy Conference Marco Beenen, CEO 11 September 2024







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**BW Offshore at a glance** 

- Global operator of FPSOs with a >40-year track record
- OSE-listed since 2006 with a USD ~462m<sup>1</sup> market cap
- BW Group largest shareholder with ~49.9% ownership
- One new FPSO under construction
- ~64% owner of floating wind company **BW Ideol**





40 **Executed** projects



3 Operating units



5.4bn **USD** of firm revenue backlog



99.5% Commercial uptime



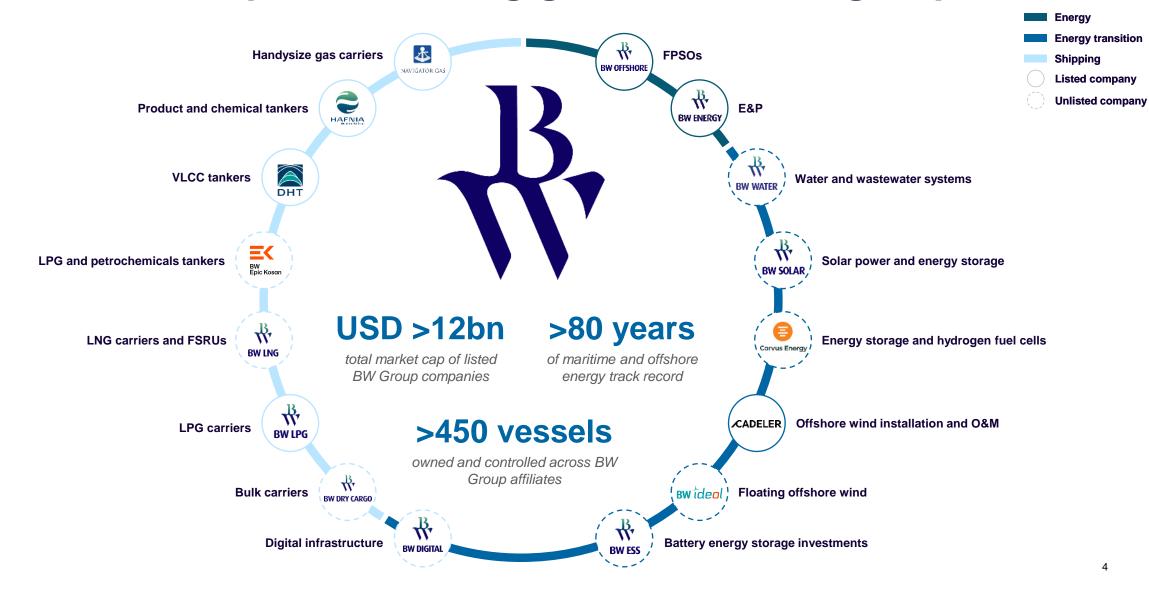
**USD 305 -**315m **2024 EBITDA** guidance



~9.7% Dividend yield<sup>2</sup>



## Part of BW Group – the leading global maritime group





## Strategic priorities addressing energy security and transition







Extracting maximum value from the existing FPSO fleet

Growing the floating production business through new offshore energy infrastructure projects

Building a substantial and growing position in offshore renewable energy infrastructure

FY 2024 EBITDA outlook

305-315

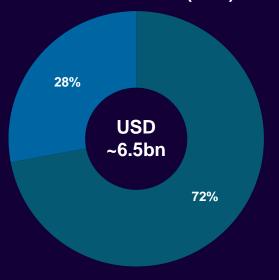
**USD** million

- BW Opal on contract from 2025
- Identified six target FPSO projects
- Disciplined tendering
- Selectively developing new floating energy transition solutions
- ~64% owner of floating wind company BW Ideol



# Strong cash flow underpinned by the core FPSO fleet

Revenue backlog end Q2 2024 of which USD ~5.4 billion (84%) is firm<sup>1</sup>



- ■BW Opal
- BW Adolo, BW Catcher and BW Pioneer

| Unit       | 2018  | 2019     | 2020    | 2021      | 2022 | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | 2031 | 2032 |
|------------|---|----------|---------|-----------|------|------|------|------|------|------|------|------|------|------|------|
| BW Opal    | Santos, Australia: 2025-204 <mark>0 (2050)</mark> |          |         |           |      |      |      |      |      |      |      |      |      |      |      |
| BW Adolo   | BW Energy, Gabon: 2018-2028 (2038) <sup>2</sup>   |          |         |           |      |      |      |      |      |      |      |      |      |      |      |
| BW Catcher | Harbour Energy, UK: 2018-2025 (2043)              |          |         |           |      |      |      |      |      |      |      |      |      |      |      |
| BW Pioneer | Murphy  | Oil, US: | 2012-20 | )25 (2030 | ))   |      |      |      |      |      |      |      |      |      |      |



Lease & Operate - fixed period Lease & Operate - option period Construction / EPC

#### **Santos**



**BW Opal** 

- Annual EBITDA USD 255-265 million
- Cash flow to BW Offshore ~USD 30 million annually





**BW Adolo** 

- Annual EBITDA USD 60-75 million
- Volume based production tariff





**BW Catcher** 

- Annual EBITDA USD 220-230 million
- Expected to remain on contract through 2028





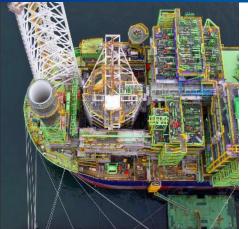
**BW Pioneer** 

- Annual EBITDA USD 55-65 million
- Contract discussions with client progressing

<sup>2)</sup> BW Energy has an option to acquire the unit in 2028 for USD 100 million, the current license expires in 2038.















# **BW Opal FPSO** progressing on schedule

# 88% complete

- All topside modules successfully lifted onboard
- Integration ~75% completed
- Pre-commissioning and commissioning are ramping up
- Focus on maintaining schedule and mitigating project risks
- Long-term project economics remain intact
- FPSO on track to be ready for first gas in 1H 2025



# Targeting six projects in a strong FPSO market with awards lagging

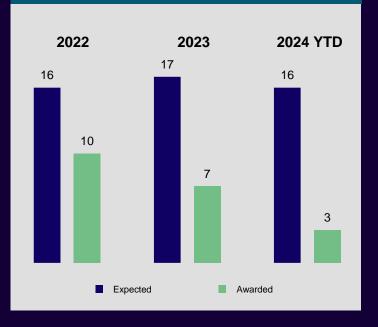
Likely FPSO awards 2024-2030<sup>1</sup>



#### Market backdrop

- Continued high Brent price supports demand for new FPSOs, contract extensions and redeployments
- Increased complexity and higher costs necessitate financial structures with significant prepayments
- Trend towards EPCI plus O&M models

#### **FPSO** awards lagging expectations<sup>2</sup>



<sup>1)</sup> Approximate locations. Source: Energy Maritime Associates Pte Ltd July 2024., Rystad

<sup>2)</sup> Estimated number of contracts to be awarded in the next 12 months, based on EMA reports from January 2022, January 2023 and January 2024



### Awards lagging expectations amid increased costs and complexities

- Selective lenders and equity investors
- Inflation and interest rates have driven up cost
- Continuous development plans changes
- E&P companies struggle to attract bids

#### Maintaining disciplined approach

- L&O and EPCI combined with O&M is the preferred contracting model, focused on balanced risk/reward
- Firm contract periods meeting return requirements with no residual value risk
- Solid NOCs or investment-grade counterparties
- Working and co-investing with partners

#### In a favourable position

- Experience from building large and complex gas FPSOs and all offshore regions
- Rapid Framework Hull design
- Pioneering new FPSO financing solutions such as Barossa
- New contract models with better risk reward balance



# Capturing energy transition opportunities

- Employ project, operational and financial experience to offshore application of proven technologies
- Disciplined approach to allocation of capital

## Floating wind through



# Low-carbon offshore energy productions



#### **Proof of concept**

Two full scale offshore floating wind turbines >5 years of operation



# Low emissions energy production

CCS on newbuild FPSOs CCS on floating gas to power



## Growing co-development portfolio

- ~1 GW of projects under development
- ~6 GW of substantiated pipeline



#### CO<sub>2</sub> value chain

Floating injection hub concept CO<sub>2</sub> transport and storage



#### **Project under construction**

~30 MW of pre-commercial project under construction

Targeting commercial operation date in 2025



#### Clean fuels and water

Hydrogen, ammonia and methanol

Floating desalination for freshwater production



# Solid financial position supports attractive direct returns and financial flexibility

Available liquidity USD 728 million<sup>1</sup>

Annualised dividend ~9.7% yield<sup>2</sup>

USD 266 million returned to shareholders since 2020

All in cost of debt 4.9% 95% hedged Net debt / EBITDA 0.0x Q2 2024

Equity ratio 30.4%



<sup>1)</sup> Includes undrawn amount of USD 267.8 million on the revolving credit facility

<sup>2)</sup> Dividend yield as of 6 September 2024



## Why invest in BW Offshore?

- 1 Leading FPSO operator with four decades of track record
- 2 Strong backlog and predictable cash flow with value triggers in extensions
- Increased free cash flow with BW Opal on contract in 2025
- Solid financial position supportive of future growth
- 5 Consistent and growing dividend paid quarterly since introduction in 2020
- 6 Well positioned for energy transition markets through disciplined investments

