



First Quarter 2023  
Earnings Presentation

27 April 2023

# Forward-looking statements

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This document may contain 'forward-looking statements' (within the meaning of the safe harbour provisions of the U.S. Private Securities Litigation Reform Act of 1995). These statements relate to our current expectations, beliefs, intentions, assumptions or strategies regarding the future and are subject to known and unknown risks that could cause actual results, performance or events to differ materially from those expressed or implied in these statements. Forward-looking statements may be identified by the use of words such as 'anticipate', 'believe', 'estimate', 'expect', 'future', 'goal', 'intend', 'likely', 'may', 'plan', 'project', 'seek', 'should', 'strategy', 'will', and similar expressions. The principal risks which could affect future operations of the Group are described in the 'Risk Management' section of the Group's Annual Report and Consolidated Financial Statements. Factors that may cause actual and future results and trends to differ materially from our forward-looking statements include (but are not limited to): (i) our ability to deliver fixed price projects in accordance with client expectations and within the parameters of our bids, and to avoid cost overruns; (ii) our ability to collect receivables, negotiate variation orders and collect the related revenue; (iii) our ability to recover costs on significant projects; (iv) capital expenditure by oil and gas companies, which is affected by fluctuations in the price of, and demand for, crude oil and natural gas; (v) unanticipated delays or cancellation of projects included in our backlog; (vi) competition and price fluctuations in the markets and businesses in which we operate; (vii) the loss of, or deterioration in our relationship with, any significant clients; (viii) the outcome of legal proceedings or governmental inquiries; (ix) uncertainties inherent in operating internationally, including economic, political and social instability, boycotts or embargoes, labour unrest, changes in foreign governmental regulations, corruption and currency fluctuations; (x) the effects of a pandemic or epidemic or a natural disaster; (xi) liability to Fourth parties for the failure of our joint venture partners to fulfil their obligations; (xii) changes in, or our failure to comply with, applicable laws and regulations (including regulatory measures addressing climate change); (xiii) operating hazards, including spills, environmental damage, personal or property damage and business interruptions caused by adverse weather; (xiv) equipment or mechanical failures, which could increase costs, impair revenue and result in penalties for failure to meet project completion requirements; (xv) the timely delivery of vessels on order and the timely completion of ship conversion programmes; (xvi) our ability to keep pace with technological changes and the impact of potential information technology, cyber security or data security breaches; and (xvii) the effectiveness of our disclosure controls and procedures and internal control over financial reporting. Many of these factors are beyond our ability to control or predict. Given these uncertainties, you should not place undue reliance on the forward-looking statements. Each forward-looking statement speaks only as of the date of this document. We undertake no obligation to update publicly or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

## First quarter 2023 – on track

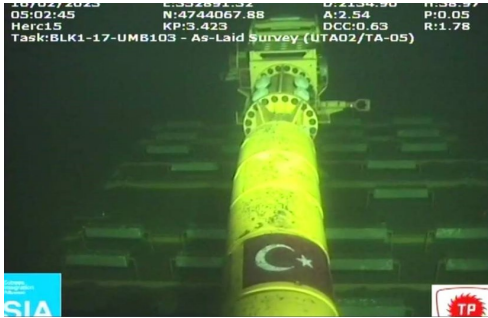
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- First quarter in line with management expectations
  - Normal seasonality in the Northern hemisphere
  - Activity mix weighted to contracts won at a cyclical low
  - Guidance for the full year reaffirmed
- Order intake remains robust with a book-to-bill of 1.5x in the first quarter
- Bidding activity remains high in subsea and offshore wind
- Backlog and tendering support reversion to an Adjusted EBITDA margin range of 15-20%



*Seven Oceans spooling pipe for Northern Lights*

## Major projects – on track



Sakarya, Türkiye



Bacalhau, Brazil



SLGC, Angola

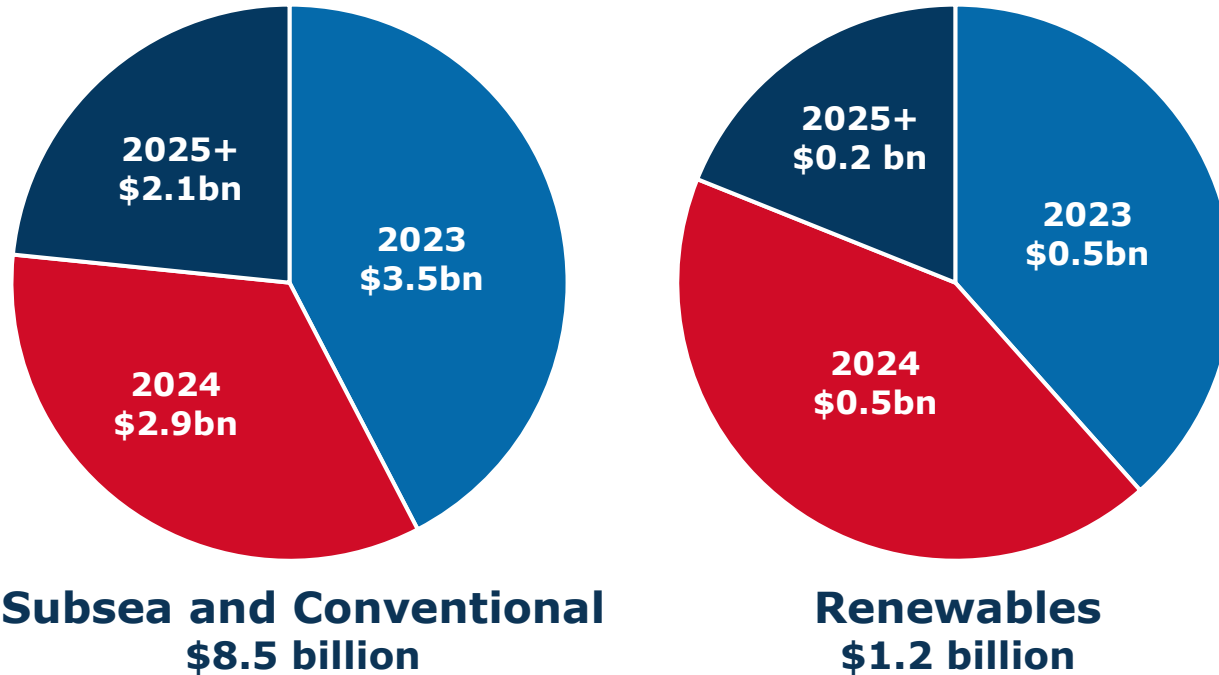


Seagreen, UK

- Sakarya 96% complete
  - First gas mid-April
- Sangomar 77% complete
  - *Seven Vega, Seven Seas, Seven Sisters* continued pipelay
- Sanha Lean Gas 57% complete
  - Jacket installation by *Seven Borealis*
- Bacalhau 57% complete
  - Installation with *Seven Pacific*
- Mero 3 34% complete
  - First linepipe received in Rio
- Seagreen 97% complete
  - Final jacket installed on 16 April

# Backlog – continued growth

Backlog at 31 March 2023 by year of execution

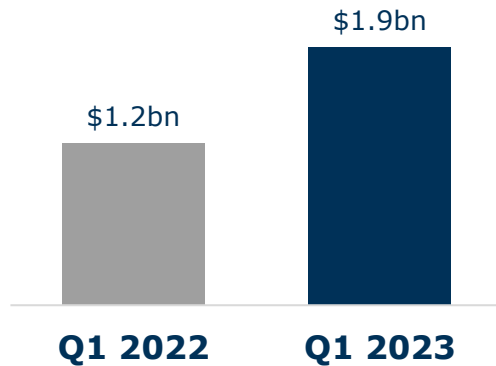


Excludes pre-backlog >\$1 billion

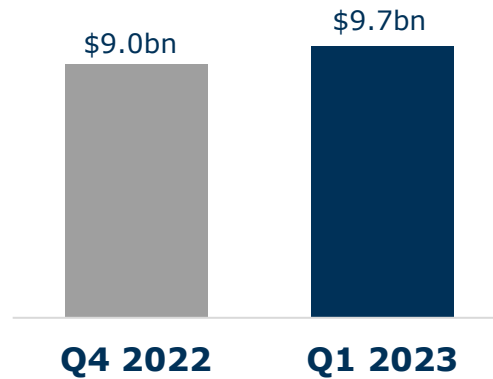
- Order intake \$1.9 billion
  - New awards \$1.2 billion
  - Escalations \$0.7 billion
- Book-to-bill 1.5x
- Backlog \$9.7 billion

# First quarter 2023 – Group

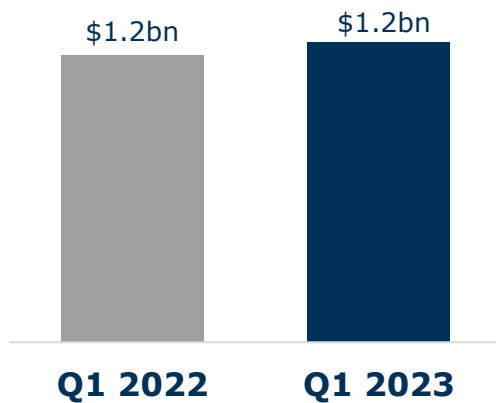
## Order intake



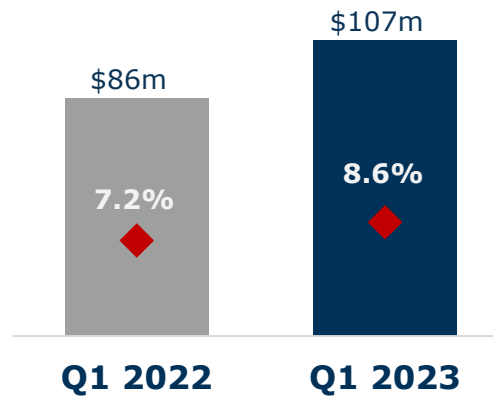
## Backlog



## Revenue



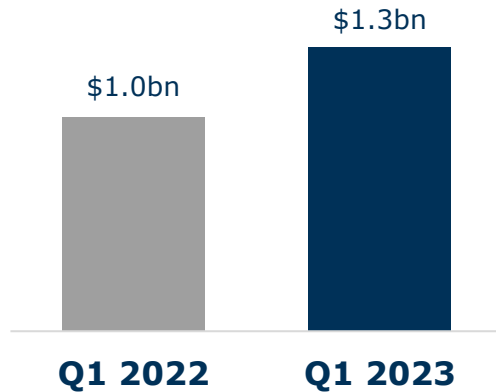
## Adjusted EBITDA



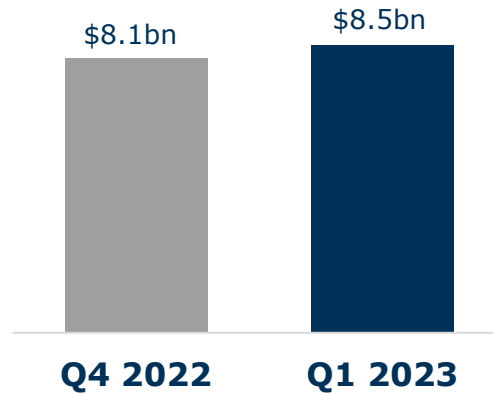
- Backlog +7% to \$9.7 billion
- Revenue +4% to \$1.2 billion
- Adjusted EBITDA margin +140bps to 8.6%
- Net income loss of \$29 million

# First quarter 2023 – Subsea and Conventional

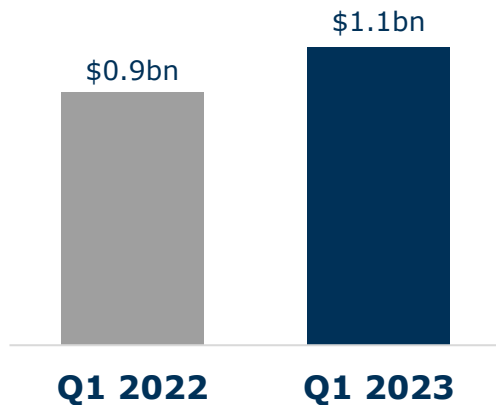
## Order intake



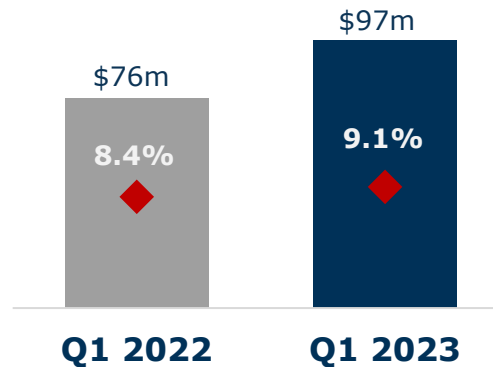
## Backlog



## Revenue



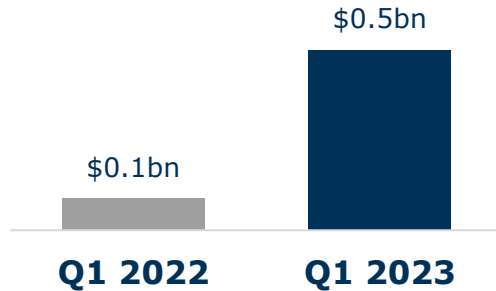
## Adjusted EBITDA



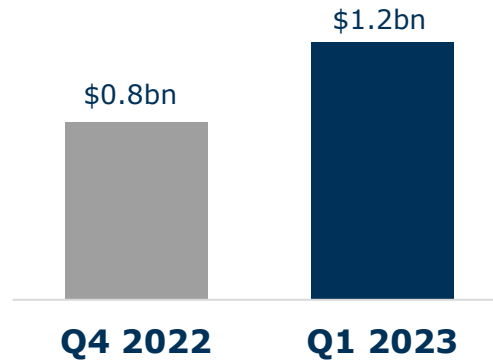
- Backlog +4% to \$8.5 billion
  - New awards included: Agogo, Irpa and Verdande
- Revenue +18% to \$1.1 billion
- Adjusted EBITDA margin +70bps to 9.1%
- Good progress on major projects
  - Including Sakarya, Sangomar and SLGC

# First quarter 2023 – Renewables

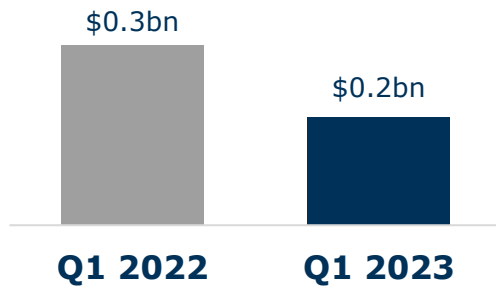
## Order intake



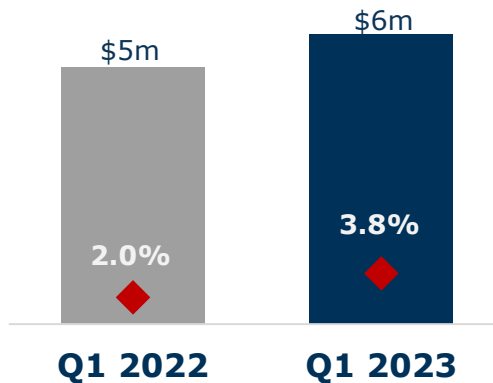
## Backlog



## Revenue



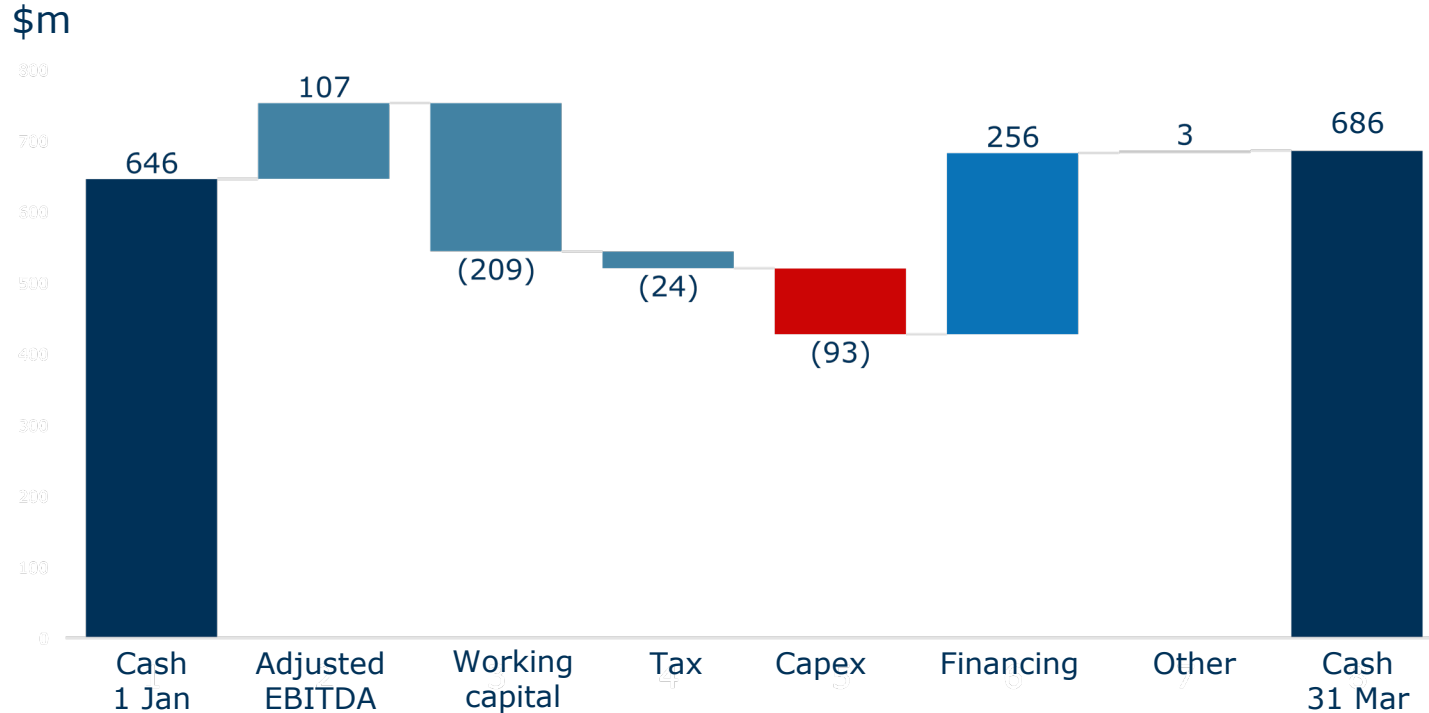
## Adjusted EBITDA



- Backlog +45% to \$1.2 billion
  - New awards included: Hai Long, Taiwan
- Revenue -40% to \$0.2 billion
- Adjusted EBITDA margin +180bps to 3.8%
- Good progress on major projects
  - Including Hollandse Kust Zuid



# First quarter 2023 – as planned



- Free cash flow \$(219) million
- Net debt \$419 million  
Including lease liabilities of \$456 million  
Incremental lease liabilities of \$199 million in the quarter reflect additional chartered vessels

**Operating \$(127)m**  
Working capital increase of \$209m, as planned

**Investing \$(86)m**  
Capex: \$(93)m  
Mainly related to new-builds and dry docking

**Financing \$256m**  
Lease payments: \$(31)m  
Facility drawdown \$300m

# Group financial guidance for 2023

	2022	2023	
Revenue	\$5.1 billion	Higher than 2022	
Administrative expense	\$245 million	\$255 – 275 million	
Adjusted EBITDA	\$559 million	Higher than 2022	
D&A	\$468 million	\$530 – 550 million	Excluding impairment reversals in 2022
Net operating income	\$149 million	In line with 2022	
Net finance cost	\$14 million	\$45 - 55 million	
Taxation	\$100 million	\$55 - 65 million	
Capital expenditure	\$231 million	\$625 – 650 million	Including Seaway7: \$450 - \$470 million

## Spotlight - Sakarya phase 1

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- First gas achieved by TPAO on 20 April
  - 31 months from initial gas discovery
- Successful project and risk management
  - Ambitious schedule
  - New client in a new country
  - New consortium including SLB Midstream
- Subsea7's scope
  - Project revenue ~\$1.2 billion
  - Project management in Istanbul, Paris, London
  - Drawing on engineering expertise from Türkiye, France, UK, Malaysia, Australia
  - ~1,000 Subsea7 global enabler vessel days and over 4,000 vessel days in total



*Seven Oceanic in Türkiye*

## Spotlight - floating wind

- Subsea7 leverages floating wind expertise across the Group including:
  - Xodus – expertise in planning and consenting
  - Nautilus – floating wind technology
  - 4Subsea – concept analysis and data monitoring
- Strategy continues to make good progress
  - Salamander awarded INTOG lease
  - Simply Blue, Spark Renewables consortium in Australia
  - Siemens Energy technology collaboration
- Focused on
  - Establishing an appropriate risk reward balance
  - Developing supply chain capabilities and capacity

### Making Floating Wind Possible

#### 40+ years in floating systems

Highly transferable expertise in delivering large complex offshore projects involving floating structures, mooring systems and dynamic cables



#### 14 years in fixed wind

Track record in delivering offshore fixed wind



**A technology agnostic partner for floating wind**

## Spotlight - Seaway7 newbuilds

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- *Seaway Alfa Lift*
  - Due to leave China mid-2023 for Europe
  - Mission equipment remains a focus
  - Expected to start work on Dogger Bank in 2024
- *Seaway Ventus*
  - Progressing as planned
  - Expected to be delivered towards the end of 2023
  - Commencing Ørsted's Gode Wind 3 and Borkum Riffgrund 3 from April 2024



*Seaway Ventus*



## Seaway7 – update on the offer

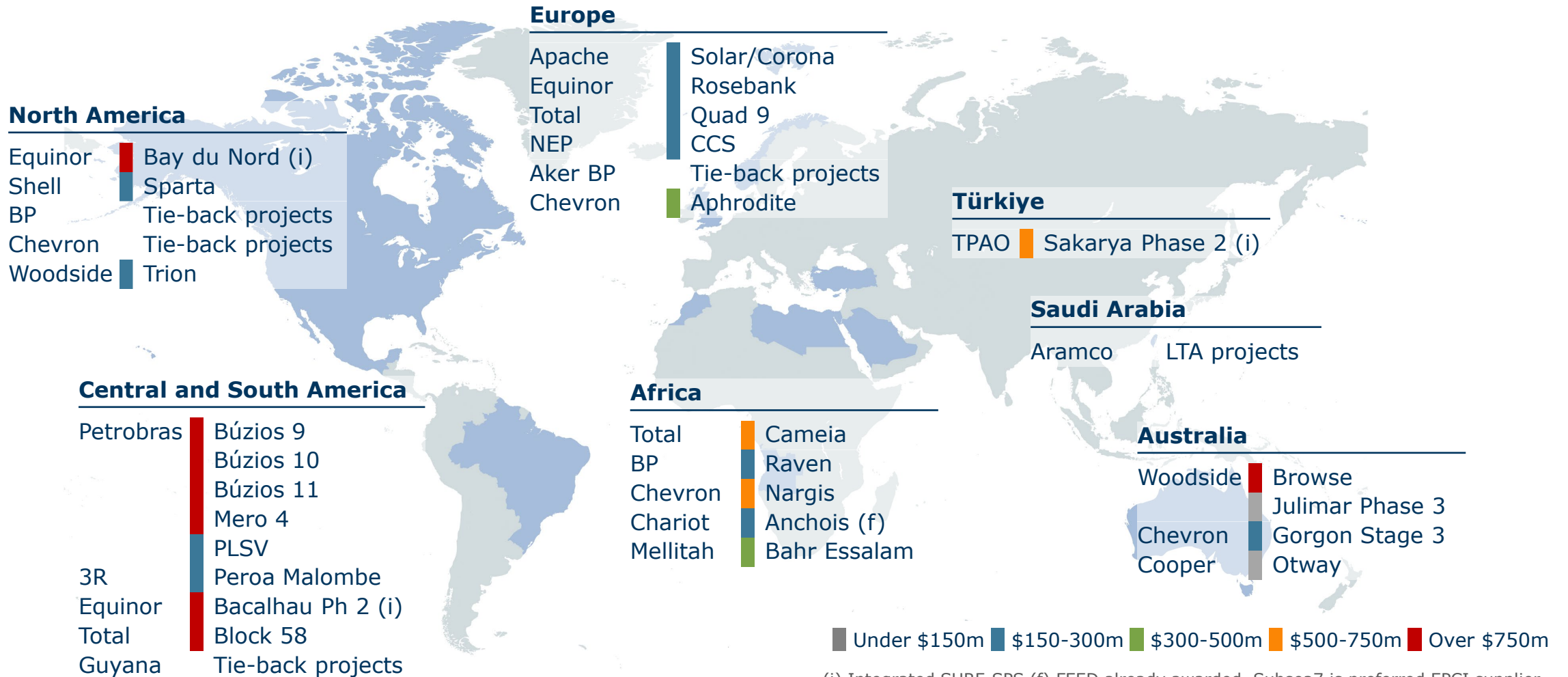
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- Subsea7 holds 99.5% of Seaway7
- Acquisition of remaining minorities launched
  - NOK 6.15 cash per Seaway7 share
  - Delisting anticipated in early May 2023
- Post transaction, Subsea7 shares in issue 304.3 million
  - Of which 4.1 million shares held in treasury
- Value accretive for Subsea7 shareholders
  - Believe the market undervalued Seaway7
  - Confident in the long-term outlook for fixed offshore wind



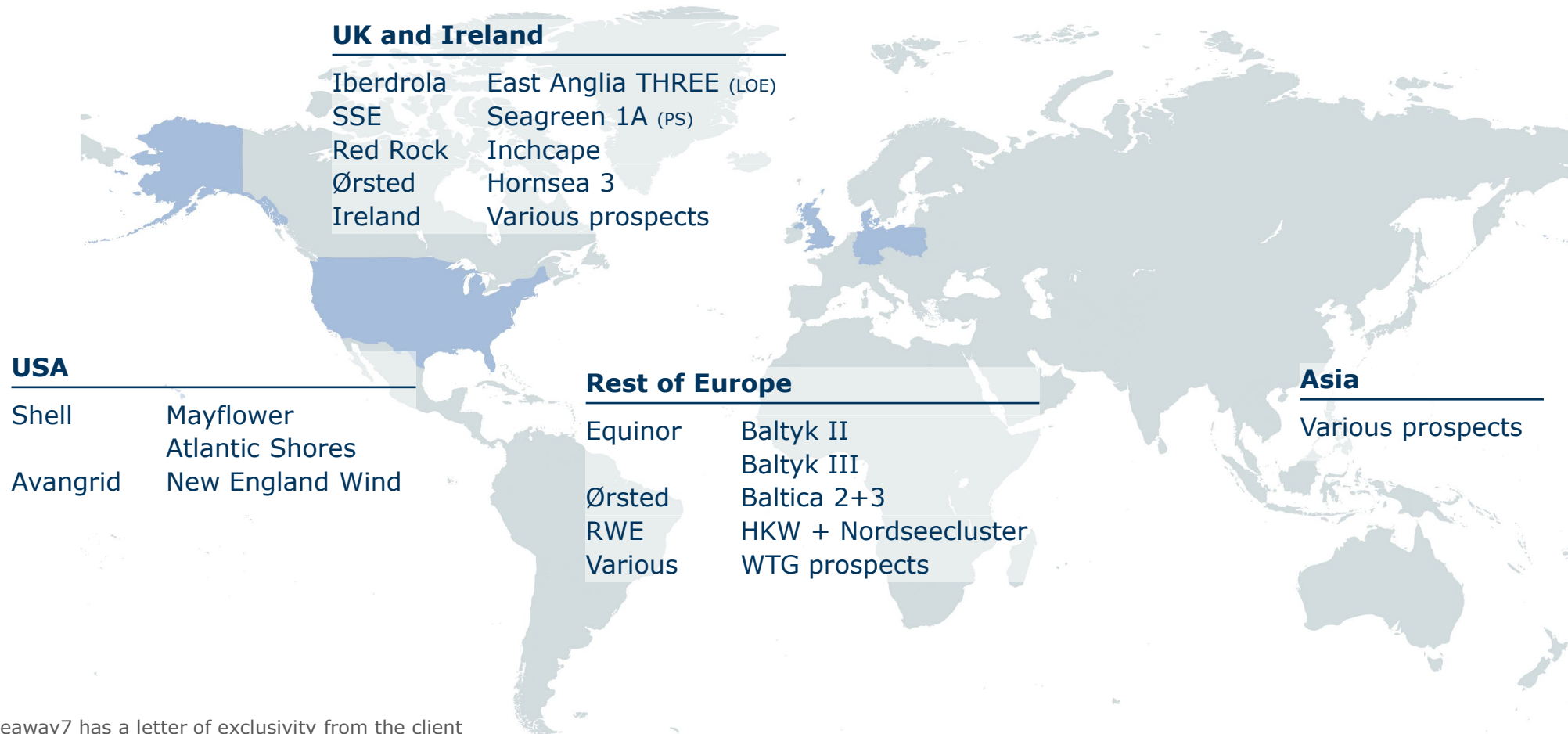
*Seaway Strashnov with Dogger Bank monopiles  
April 2023*

# Outlook - subsea prospects



(i) Integrated SURF-SPS (f) FEED already awarded, Subsea7 is preferred EPCI supplier

# Outlook – offshore wind prospects



(LOE) Seaway7 has a letter of exclusivity from the client  
 (PS) Seaway7 is preferred supplier



## Approaching the inflection

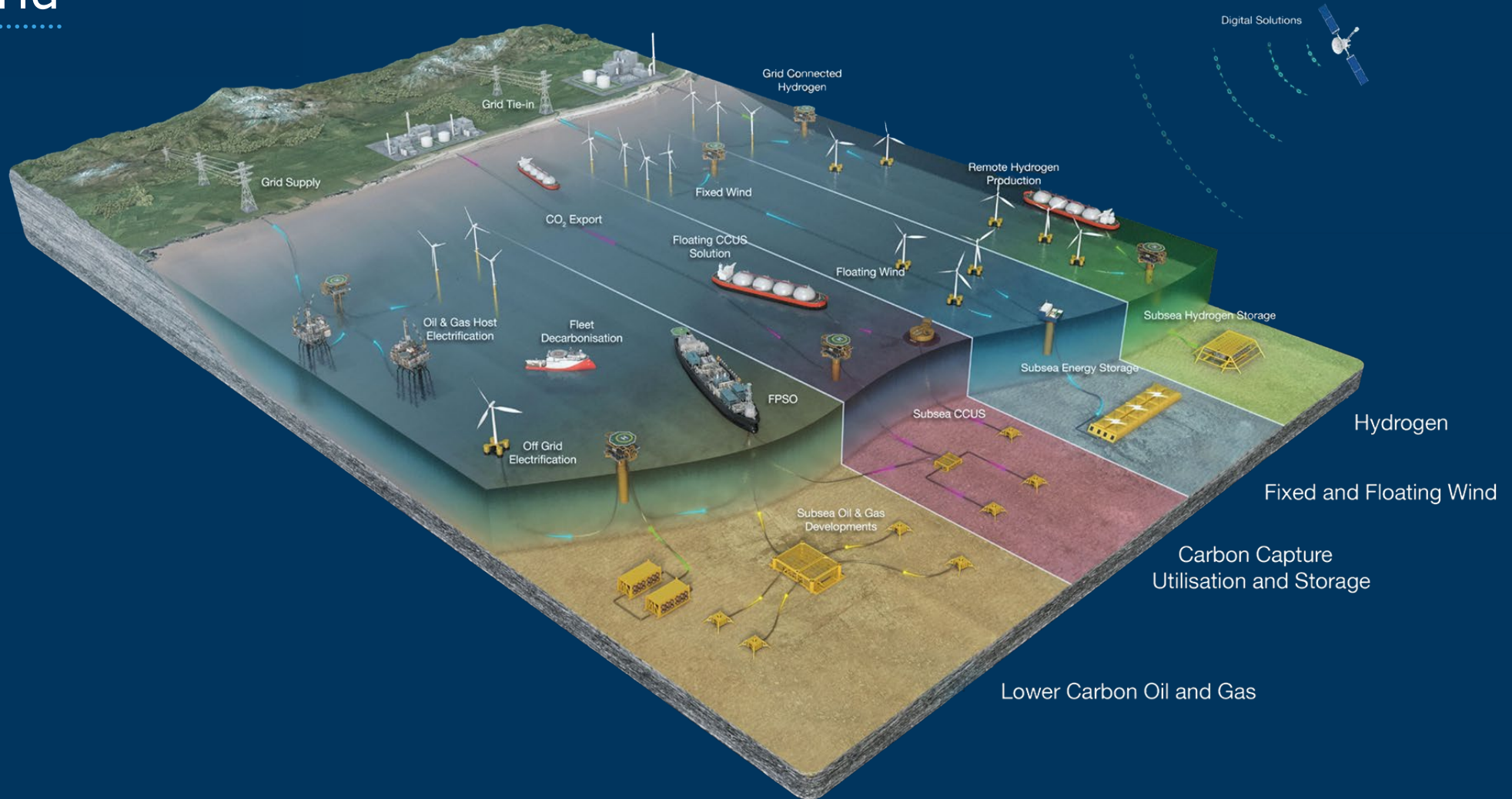
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- First quarter in line with expectations
  - On track to meet full year 2023 guidance
- Continued backlog growth and strong bidding pipeline
  - Subsea clients remain active
  - Offshore wind order intake is improving
- Adjusted EBITDA margins expected to steadily improve year-on-year from H2 2023 onwards
  - New orders and bidding activity support margin expansion
  - Reversion to an Adjusted EBITDA margin range of 15-20%
- Strong free cash flow generation from 2024
  - Reduction in capital investment from 2024
  - Track record of returning excess cash to shareholders



*Seven Arctic in Istanbul*

# Our world



subsea 7

Q&A

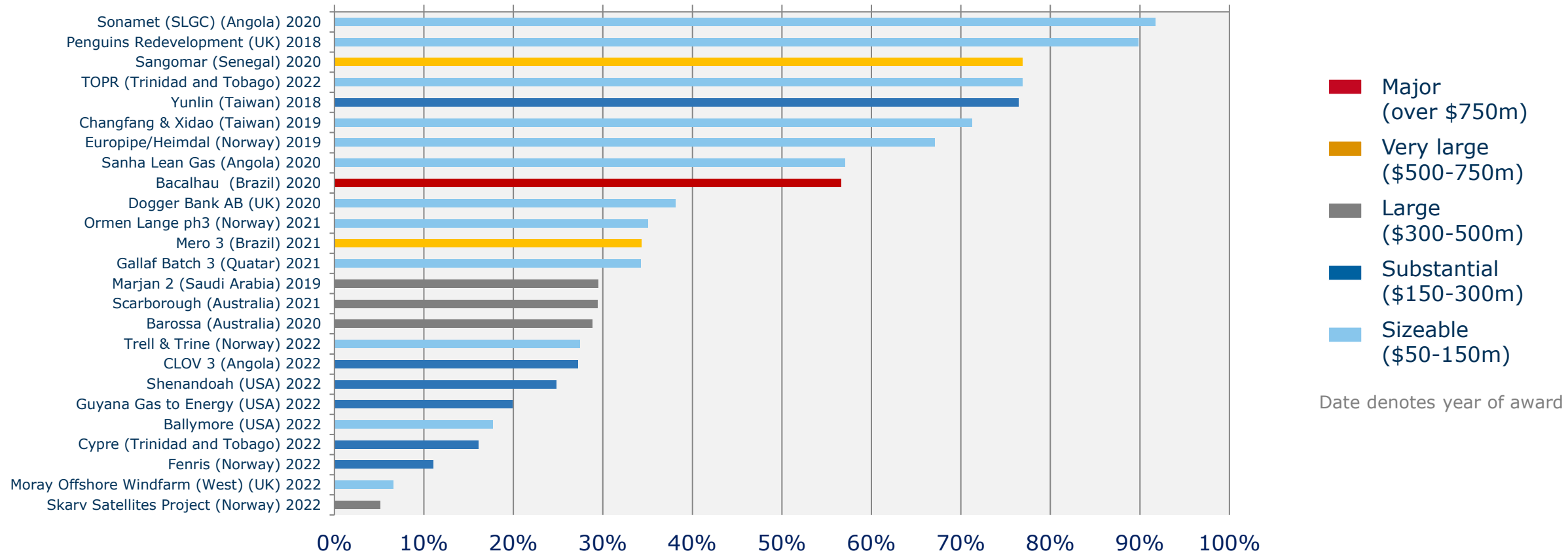


## Appendix

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# Major project progression

- Continuing projects >\$100m between 5% and 95% complete as at 31 March 2023 excluding PLSV and Life of Field day-rate contracts





# Fleet – 38 vessels in the active fleet at the end Q1 2023

## RIGID PIPELAY/HEAVY LIFT VESSELS



## CONSTRUCTION/HORIZONTAL FLEX-LAY VESSELS



## INSPECTION, REPAIR AND MAINTENANCE VESSELS



## DIVING SUPPORT VESSELS



## RENEWABLES



## TRANSPORTATION



Renewables and transportation vessels are operated by Seaway7 ASA

Seaway Alfa Lift and Seaway Ventus are under construction and therefore excluded from the active fleet total. Maersk Connector and Seaway Swan are on long-term charter from third parties

Seven Inagha and Seven Antares have been reclassified as assets held for sale. Seven Champion, Normand Subsea, Grant Candies, Paul Candies, Connor Bordelon, BOKA SubC, Siem Stringray, and Akademik Tofiq Ismayilov are on long-term charters from third parties. Seven Viking is on long-term charter from a joint venture.

**THANK YOU**



**subsea 7**