



# FOURTH QUARTER & FULL YEAR 2022 RESULTS PRESENTATION

FEBRUARY 13, 2022



# DISCLAIMER

This presentation has been prepared by ADNOC Drilling Company PJSC (the “**Company**”) based on publicly available information and non-public information to assist you in making a preliminary analysis of the content referenced herein solely for informational purposes. It should not be construed as an offer to sell or a solicitation of an indication of interest to purchase any equities, security, option, commodity, future, loan or currency including a private sale of shares in the Company (the “**Financing Instruments**”).

It is not targeted to the specific investment objectives, financial situation or particular needs of any recipient. It is not intended to provide the basis for any third-party evaluation of any Financing Instrument or any offering of them and should not be considered as a recommendation that any recipients should subscribe for or purchase any Financing Instruments.

The recipient agrees to keep confidential any information contained herein and any other written or oral information otherwise made available in connection with any potential transaction related to this presentation and shall not reproduce, publish, distribute or otherwise divulge such information to any other person(s) other than in accordance with any applicable non-disclosure agreements executed by the recipient with the Company.

None of the Company or any of its affiliates or advisors make any representation or warranty as to the fairness, accuracy, adequacy or completeness of the information, the assumptions on which it is based, the reasonableness of any projections or forecasts contained herein or any further information supplied or the suitability of any investment for your purpose. None of the Company or any of its affiliates or advisors, or their respective directors, officers or employees, share any responsibility for any loss, damage or other result arising from your reliance on this information. Each of the Company, its affiliates and advisors therefore disclaim any and all liability relating to this presentation including without limitation any express or implied representations or warranties for statements contained in, and omissions from, the information herein. No recipient of this presentation should rely upon any information contained in this presentation, including but not limited to any historical financial data, forward looking statements, forecasts, projections or predictions.

The Company, their affiliates and advisors are acting solely in the capacity of an arm’s length counterparty and not in the capacity of your financial advisor or fiduciary. Such information is represented as of the date and, if applicable, time indicated and the Company, its affiliates and advisors do not accept any responsibility for updating any such information.

Nothing in this presentation should be construed as legal, tax, regulatory, accounting or investment advice. The recipients should seek and rely upon the advice of its own professionals and other advisors for such matters.

This presentation may be recorded, and the Company will assume that by attending this presentation the recipient consents to such recording.

# AGENDA & PRESENTERS

- 4Q & FY Highlights
- Strategic Progress
- Operational Highlights
- Financial Performance
- Guidance
- Summary
- Appendix



**Abdulrahman Abdullah Al Seiari**  
*Chief Executive Officer*



**Esa Ikaheimonen**  
*Chief Financial Officer*



**Emri Zeineldin**  
*Senior Vice President, Oilfield Services*



# RECORD FINANCIAL PERFORMANCE WITH HIGHEST-EVER OPERATIONAL RIG COUNT



## Safety & environment

**50,678**

GJ/Rig energy intensity in 4Q22 vs. target of 52,539 GJ/Rig

**537.7**

ktCO<sub>2</sub>eq GHG absolute emissions in 4Q22, vs. target of 661.5 ktCO<sub>2</sub>eq

**0.60 TRIR**

Improvement from 0.82 at the end of FY21



## Financial

**27%**

YoY revenue increase in 4Q22 to record \$733 million

**\$434 million**

CapEx in 4Q22 up 236% YoY

**\$234m**

Net profit in 4Q22, up 61% YoY



## Operational

**16**

New rigs added to the ADNOC Drilling fleet in FY22

**95%**

Rig availability in FY22

**\$10bn+**

Total contract awards added to backlog

ADNOC Drilling



# STRATEGIC PROGRESS

---



# STRATEGIC PARTNER AT THE HEART OF ADNOC UPSTREAM

*Our value creation profile*



## Significant leverage to growth

- Key enabler of delivering ADNOC's long-term upstream targets
- Strong in-house capability set drives accelerated growth into oilfield services (OFS)
- Further potential for disciplined domestic and regional expansion



## Delivering superior financial results

- Undisputed returns leadership throughout the cycle
- Strong cash conversion, robust capital stewardship and solid balance sheet
- Attractive cash return focused dividend policy



## High return, limited risk proposition

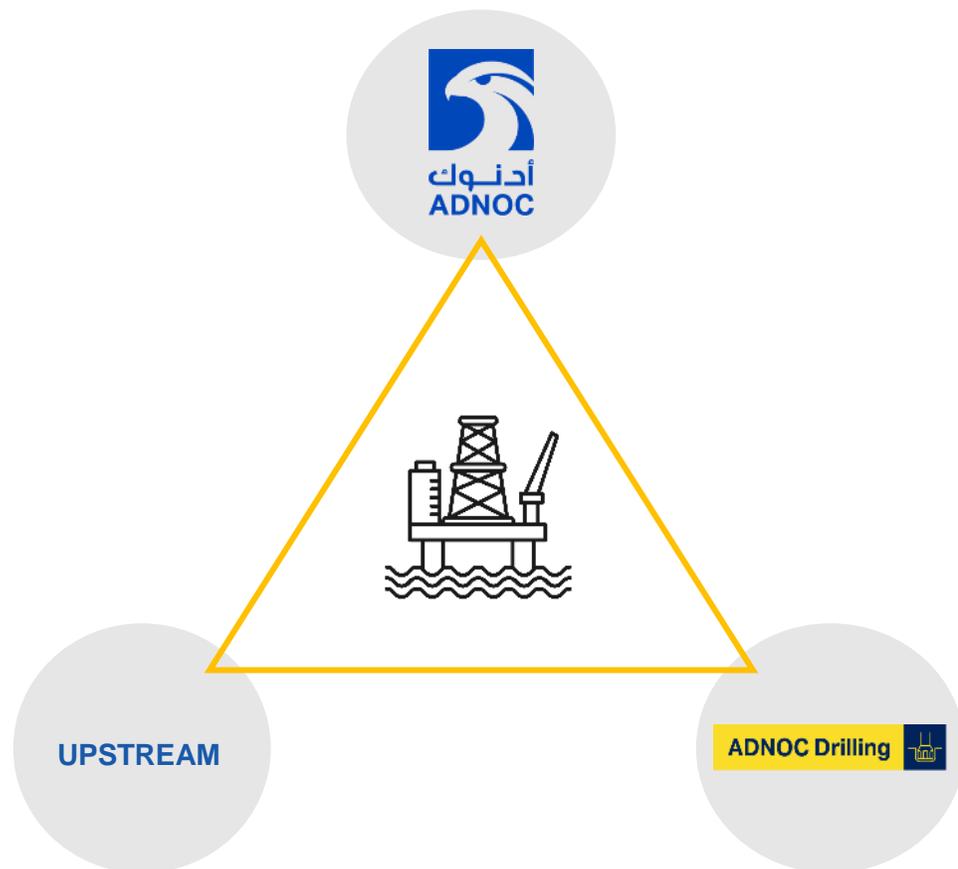
- Integral position to ADNOC operations driving bespoke contractual agreement
- Attractive returns, high visibility and strong downside protection
- Compelling IRRs generated over a long time, driving significant cash generation





# RIG SERVICES FRAMEWORK AGREEMENT

*Preferential contractual framework with ADNOC provides attractive returns, high visibility and strong downside protection*



**ADNOC Upstream** operating companies procure **rig services solely from ADNOC Drilling** based on agreed contractual terms

**Initial Rig Base Term - 15 years** | rate structured to provide:

- Targeted IRR of 11-13% for **Offshore** rigs
- Targeted IRR of 10-12% for **Onshore** rigs

**Post Initial Rig Base Term** | rate structured to provide:

- **Onshore rigs:** recovery of operating costs on a cost-plus basis
- **Offshore rigs:** The higher of (a) cost-plus basis; and (b) GCC average rate for all active contracts

**Provisions for inflation and cost escalations**

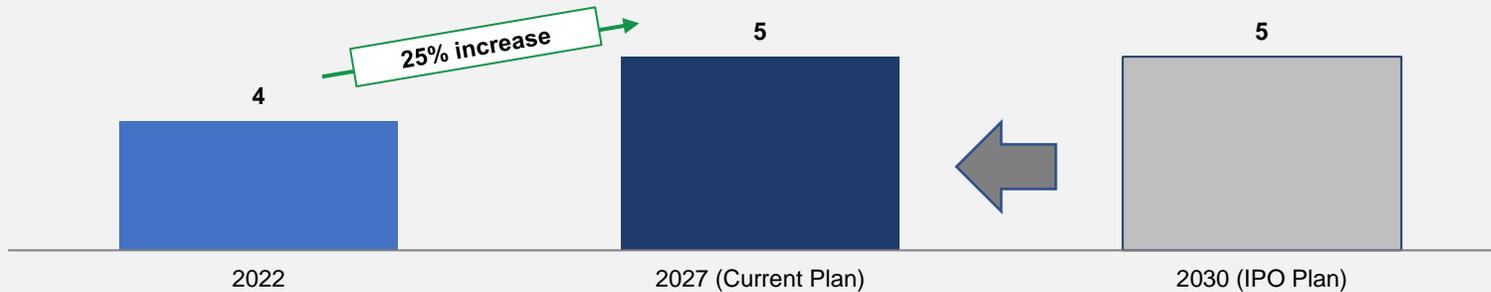


# WELL-POSITIONED FOR FUTURE GROWTH

A critical enabler of ADNOC's accelerated production capacity targets

## Accelerated Growth Targets

### Production Capacity Targets (mm barrels / day)



### Peak Rig Count Requirement



## Commentary

ADNOC Drilling has accelerated its own growth plans to enable ADNOC's strategic imperative of expanding production capacity from four to five million barrels per day by 2027.

Peak owned rig count of 142 by the end of 2024, compared to IPO guidance of 127 rigs by the end of 2030.

### Long-term growth drivers:

- Maintenance of production capacity
- UAE's goal to achieve gas self-sufficiency and the development of unconventional resources
- Continued expansion of the OFS segment's Integrated Drilling Solutions
- Pursuit of regional expansion opportunities
- New revenue streams such as complimentary services, manufacturing opportunities and technology

# EXECUTING ON OUR STRATEGY

Our long-term strategy for growth is focused on four areas



## Capitalize on ADNOC increasing production

Capitalize on ADNOC's plans to increase production capacity to 5 million barrels per day and 1bcf of gas.

- ▶ Added 16 rigs to fleet in FY22



## Unconventional development

Become a Middle East regional leader in **unconventional** development.

- ▶ 2 rigs drilled UC gas wells during FY22



## Integrated Drilling Services ramp-up

Launch a major **rig fleet expansion** program to support **upstream growth** plans.

- ▶ Performed IDS on 40 rigs in FY22



## New Revenue Streams

Pursue new business **inside and outside of Abu Dhabi** for rigs, services and technology

- ▶ Regional expansion being explored



ADNOC Drilling



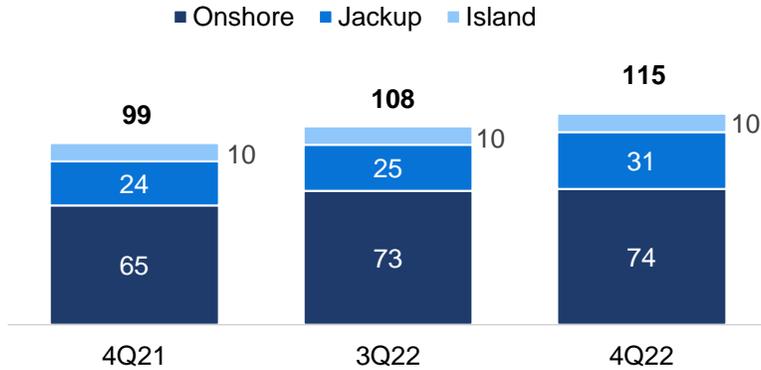
# OPERATIONAL HIGHLIGHTS



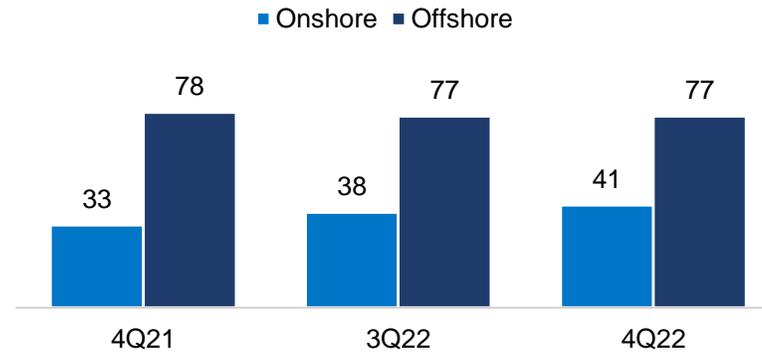
# GROWING FLEET IS DRILLING MORE WELLS

Key operational highlights

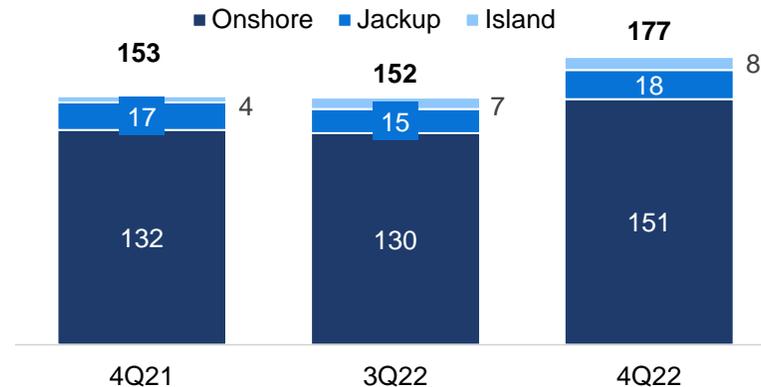
## Owned Rigs



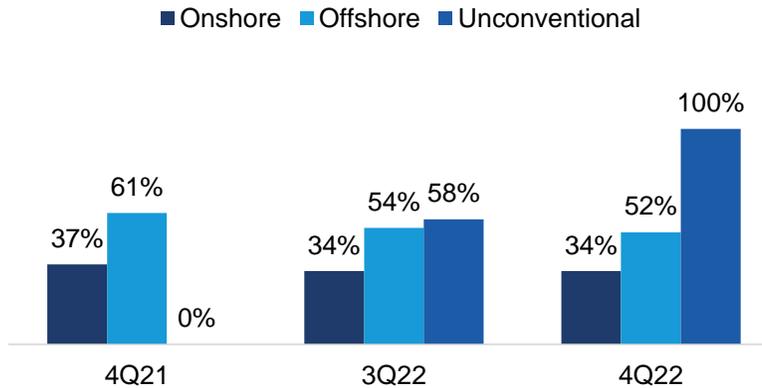
## Drilling Average Duration (days)



## Wells Drilled



## Oilfield Services Market Share



## Commentary



- 620 wells drilled in FY22 compared to 549 wells drilled in FY21

- 8 Onshore H&P FlexRigs integrated into operations in 2022



- OFS performed IDS on 40 rigs (39% market share) in 2022

- 14.3% YoY improvement in drilling efficiency

- Awarded five-year framework agreement valued at up to \$1.6 billion for Integrated Drilling Fluids Services

- Extended the ADNOC Onshore and Offshore IDS contracts for 2 extra years with a total value of \$2.7 billion

- Several new services added to our OFS portfolio driving market share growth such as TRS, Fishing, Mud logging and Coring

# ONSHORE AND OFS DRIVE PERFORMANCE

## Segmental operating highlights

### Onshore



- **91% Rig Availability** for Onshore operations in FY22 (vs. 95% in FY21)
- **93% Rig Efficiency** for Onshore operations in FY22 (vs. 93% in FY21)
- **Drilled longest onshore lateral section** of 17,148 feet, 6.79 days ahead schedule

### Offshore Jackup and Offshore Island



- **98% Rig Availability** for **Offshore Jackup** and **100%** for **Offshore Island** rigs in FY22 (vs. 100% and 100% in FY21)
- **92% Rig Efficiency** for **Offshore Jackup** and **95%** for **Offshore Island** rigs in FY22 (vs. 94% and 91% in FY21)
- **Awarded two contracts** in 4Q22 at a combined value of **\$2.5 billion** to provide 14 jackup rigs and 2 island rigs to ADNOC Offshore

### Oilfield Services



- **205 wells delivered** in 2022. Of 76 benchmarked wells, 56 were delivered ahead of schedule and budget
- **FRAC'd 19 stages in 4Q22, 12 stages in 3Q22, 13 stages in 2Q22, and 17 stages in 1Q22 a total of 61 stage in FY22**
- **Awarded \$1.6 billion framework agreement** by ADNOC for integrated drilling fluids services (IDFS) in November 2022
- **Extended the ADNOC Onshore and Offshore IDS contracts** for 2 extra years with a total value of **\$2.7 billion** in October 2022

# WE CONTINUE TO PURSUE AMBITIOUS ESG GOALS

Our ESG framework and 4Q22 performance highlights



## Climate, emissions and energy

- Support ADNOC's target to decrease GHG intensity by **25% by 2030 and 50% by 2050**
- Energy intensity at a target of 52,539 GJ/Rig vs. the current actual of 50,678 GJ/Rig



## Economic and social contribution

- In-country value (ICV)** at 60.0% versus a target of 60%
- Economic performance of the Company improved with the increase in number of rigs



## Health, safety and security

- Zero recordable incidents** in Offshore and OGS
- TRIR at 0.60** versus target of 1.0 for 2022



## Local environment

- Minimizing impacts through **best-in-class** environmental management system
- Zero spill incidents** in 4Q22



## Workforce diversity and development

- Women Empowerment established**, with 16\* female employees at leadership level
- 79 nationalities across the workforce

\*managers and above



## Business sustainability

- Integrate risk management across operations & business planning
- Strengthen collaboration in environmental protection, conservation and sustainable development



ADNOC Drilling



# FINANCIAL PERFORMANCE





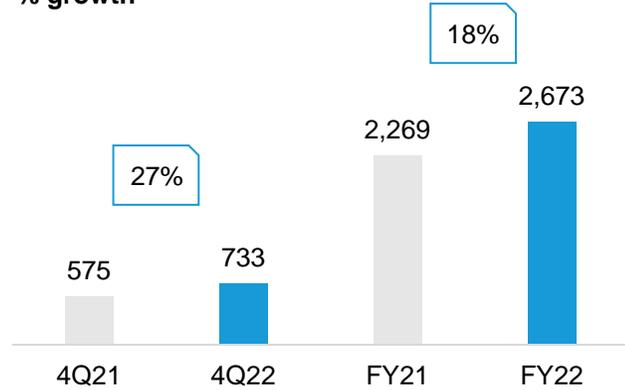
# FINANCIAL HIGHLIGHTS

Strong revenue momentum with industry-leading EBITDA margins

\$ millions

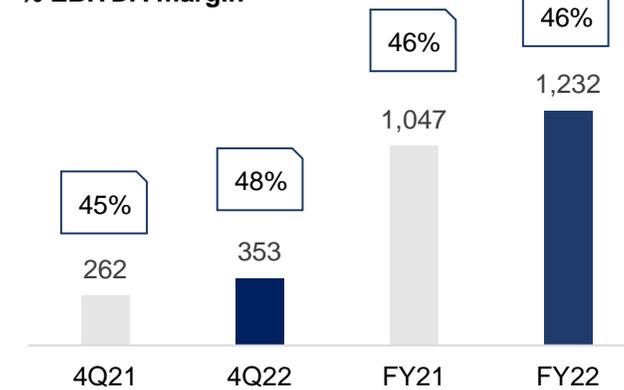
## Revenue

% growth



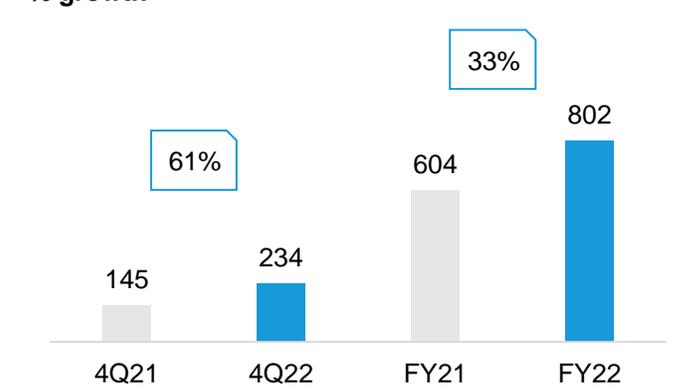
## EBITDA

% EBITDA margin



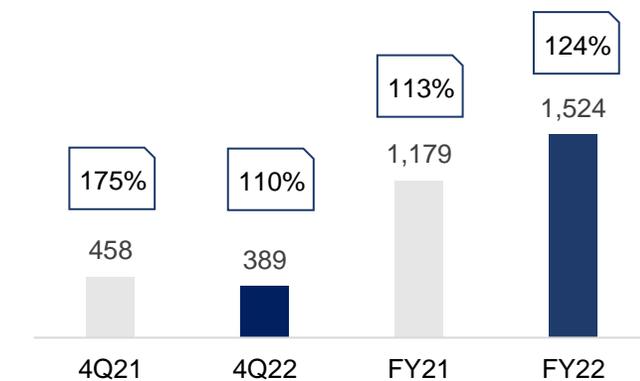
## Net Income

% growth



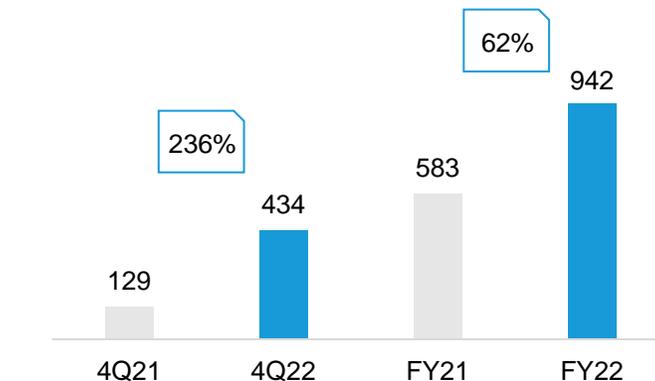
## Cash from Operations

% of EBITDA



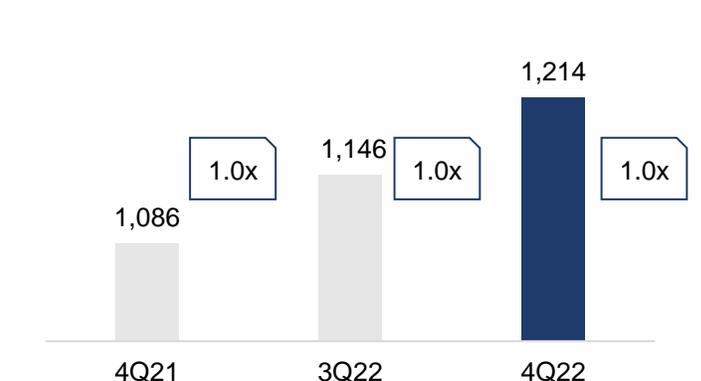
## CapEx

% growth



## Net Debt

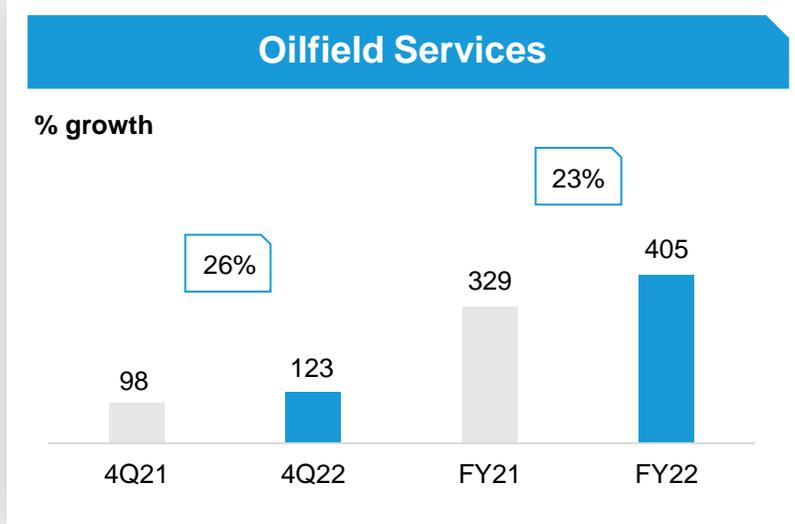
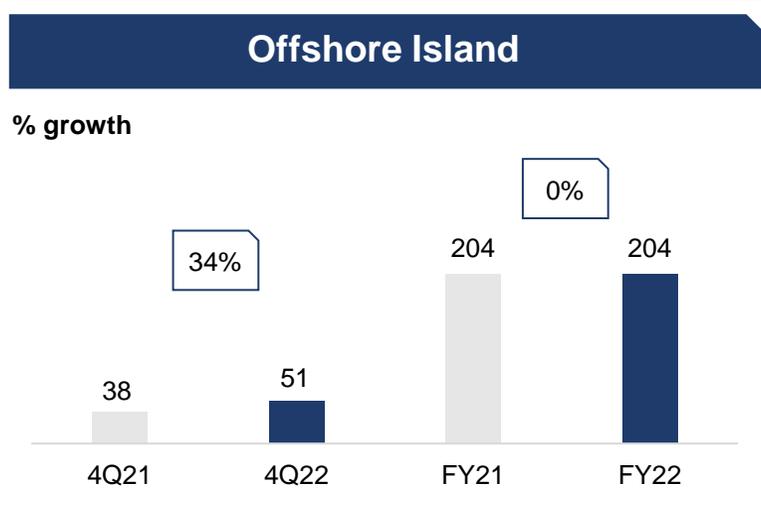
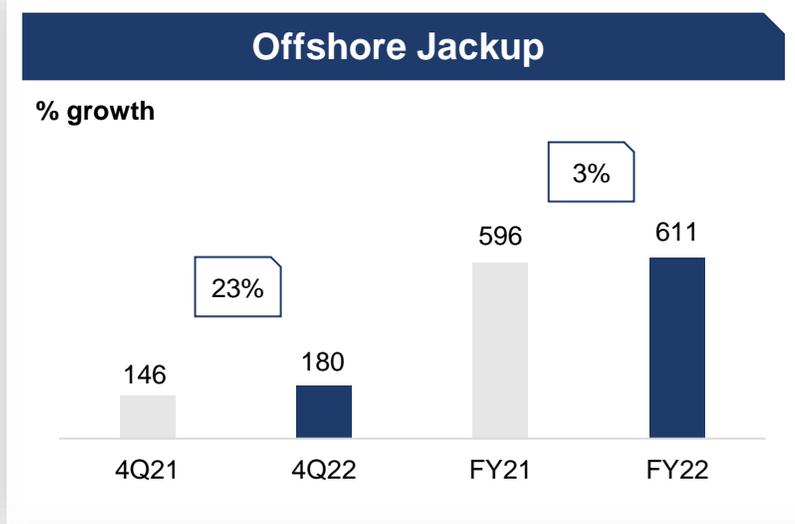
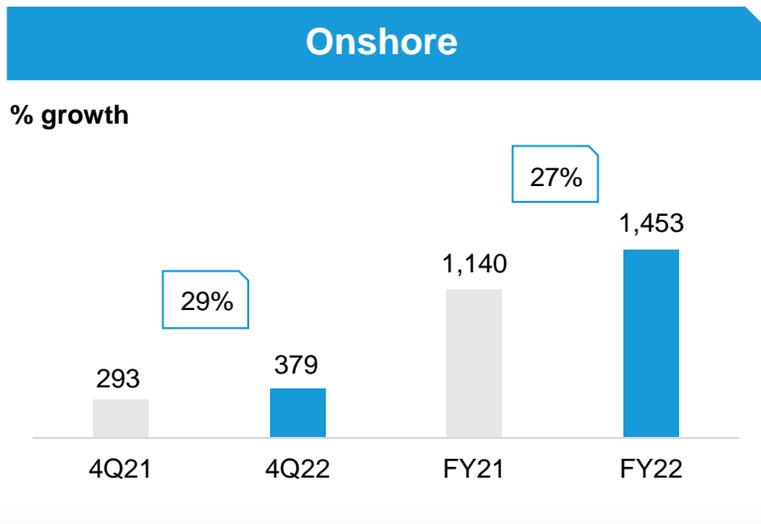
x Net Debt / EBITDA



# SEGMENTAL REVENUE

Onshore and OFS powering record quarterly revenue in 4Q22

\$ millions



## Commentary

Onshore and Oilfield Services drove overall FY22 revenues to \$2.67 billion, up 18% year-on-year. 4Q revenue increased 27%.



**Onshore:** 4Q22 revenue increased 27% YoY, primarily due to additional rigs being added to the fleet



**Offshore Jackup:** 4Q22 revenue increased 23% YoY, reflecting five new jackup rigs joining the operational fleet



**Offshore Island:** 4Q22 revenue increased 34% YoY, mainly due to the reversal of claims to ADNOC Offshore in the comparative period

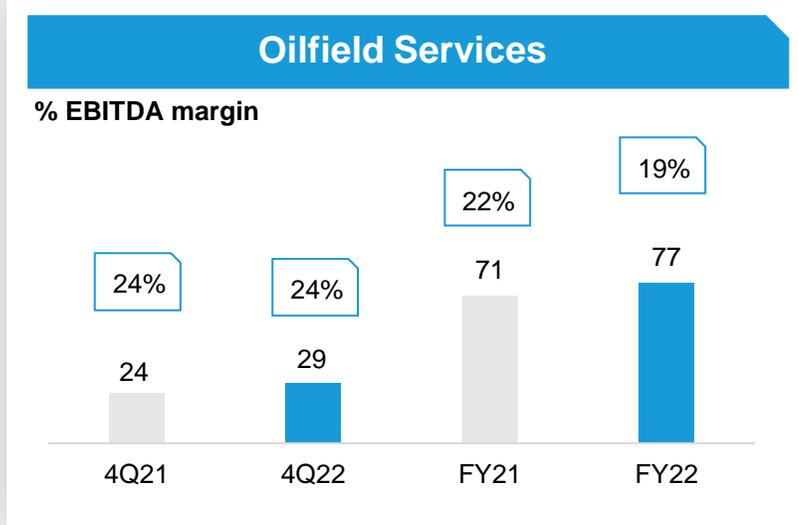
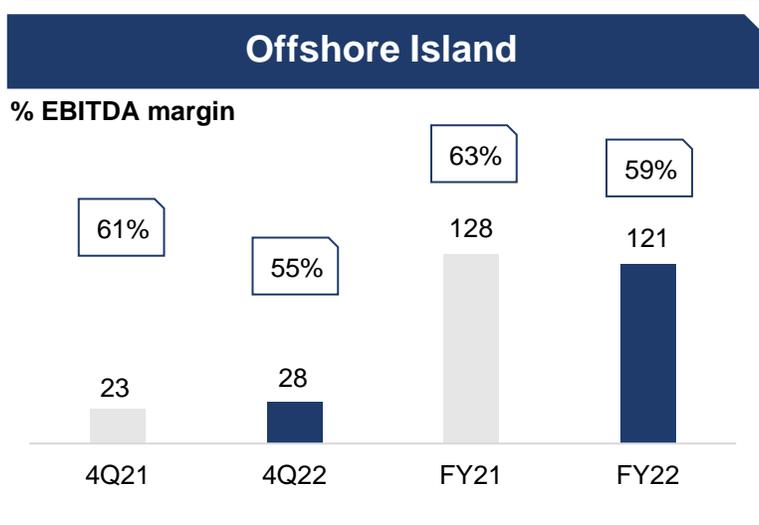
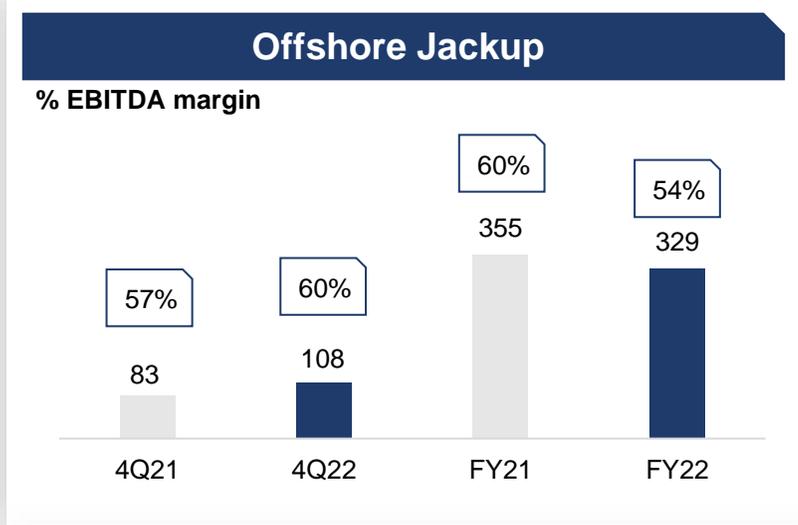
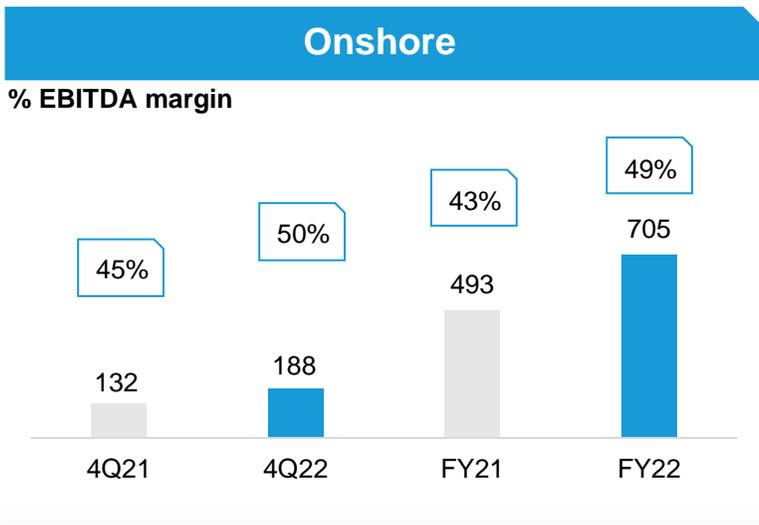


**OFS:** 4Q22 revenue up 26% YoY, driven by increased activity volumes and the introduction of new services to the portfolio

# EBITDA GENERATION

Significant EBITDA growth across segments in 4Q22

\$ millions



## Commentary

FY22 EBITDA up 18% at an industry-leading margin of 46%. 4Q22 EBITDA increased by 35% year-on-year.



**Onshore:** 4Q22 EBITDA up 42%, YoY, reflecting increased activity and cost optimization



**Offshore Jackup:** 4Q22 EBITDA increased 30% YoY, from the activation of new jackups



**Offshore Island:** 4Q22 EBITDA increased 22% YoY, due to the reversal of claims in the comparative period



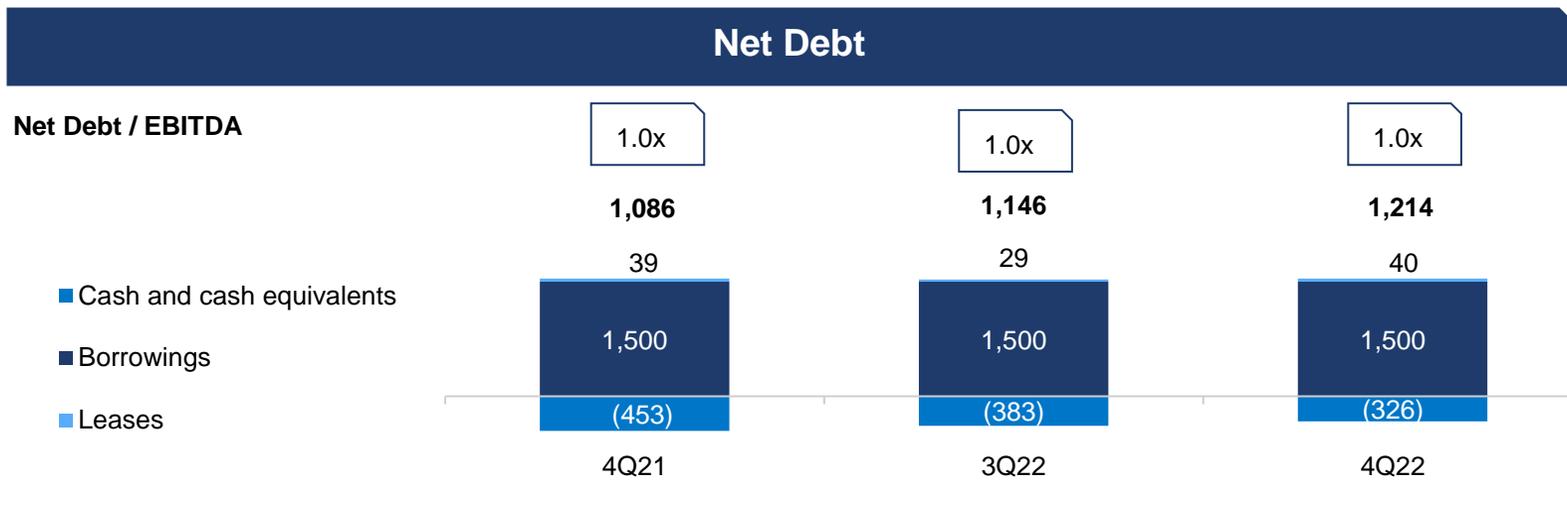
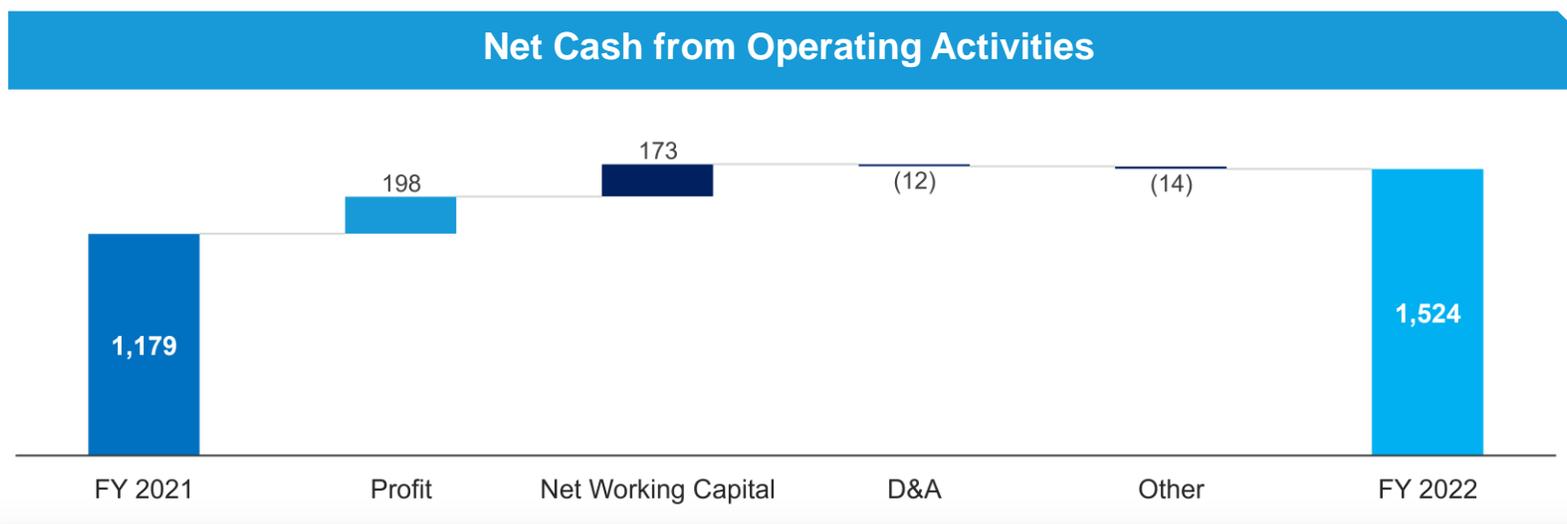
**OFS:** 4Q22 EBITDA increased 21% YoY, supported by revenue growth



# STRONG CASHFLOW AND BALANCE SHEET

Healthy cash position with ample liquidity to power accelerated rig acquisition program

\$ millions



## Commentary

### Net Cash from Operating Activities

- FY22 cash generated from operating activities was \$1.52 billion, an increase of 29% from the prior year
- Mainly attributable to growth in OFS and Onshore business segments coupled with improvements in working capital management

### Net Debt

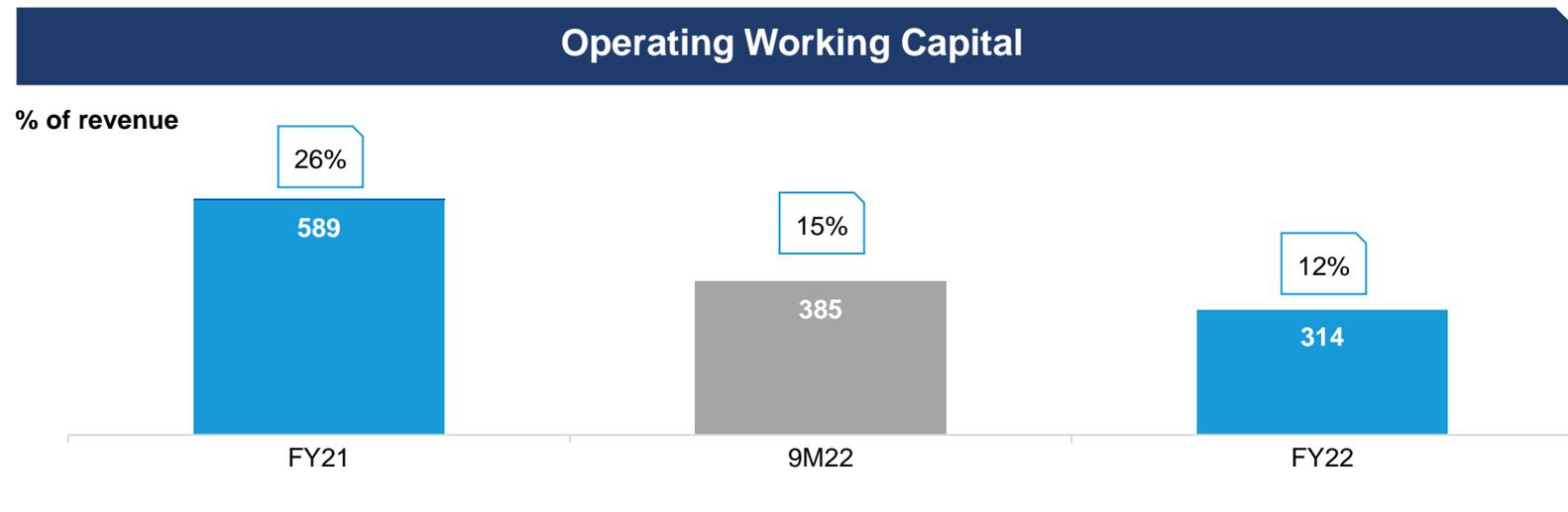
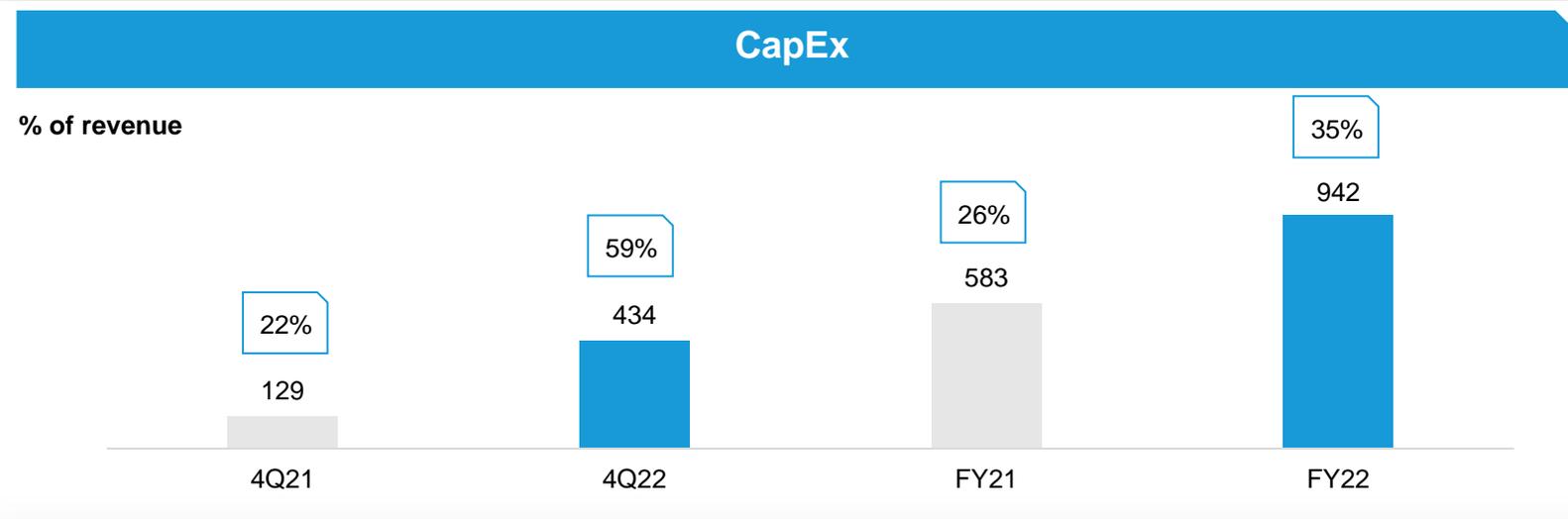
- The Net Debt / EBITDA ratio remained flat versus both the previous quarter and year
- Cash and cash equivalents decreased to \$326 million in 4Q22
- Liquidity (including unutilized syndicated term and revolving facilities) stood at \$1.5 billion



# WORKING CAPITAL OPTIMIZED, CAPEX RAMPS UP

Working capital within targeted range; Capex accelerated significantly in 4Q22

\$ millions



## Commentary

### CapEx

- During FY22, significantly increased CapEx of \$942 million supported rig fleet expansion, with initial payments made towards offshore jackup rigs
- The accelerated rig fleet expansion program is progressing well, with 16 new rigs joining the fleet during the year
- Increased CapEx expected for further rig acquisitions in FY23

### Operating Working Capital

- Operating Working Capital improved by 47% compared to year-end 2021 and 18% Q-o-Q, due to strong collections from related parties
- Working capital is within the targeted range of 10-11% of annualized revenue



# GUIDANCE



# ACCELERATED GROWTH TARGETS

*FY 2023 guidance introduced; medium-term guidance refreshed*

<i>(USD Millions)</i>	FY 2023 Guidance
<b>Revenue</b>	<b>3,000 - 3,200</b>
<i>Onshore Revenue</i>	1,500 - 1,600
<i>Offshore Jackup Revenue</i>	800 - 900
<i>Offshore Island Revenue</i>	200- 250
<i>Oilfield Services Revenue</i>	500- 550
<b>EBITDA</b>	<b>1,350 - 1,500</b>
EBITDA Margin	45% - 47%
<b>Net Income</b>	<b>850 - 1,000</b>
Net Income Margin	28% - 31%
<b>CapEx</b>	<b>1,300-1,750</b>
<b>Leverage Target</b>	<b>&lt; 2.0x</b>

## Refreshed Medium-Term Guidance

- Revenue CAGR in the 12-16% range
- EBITDA Margins around 50% with drilling margins exceeding 50% and OFS Margin in a range of 22-26% medium term versus 2021
- Conservative long-term leverage target of up to 2.0x net debt / EBITDA, excluding material M&A
- Net working capital as percentage of revenue target of 10% -11%
- Peak owned rig count to total 142 by the end of 2024, compared to IPO guidance of 127 rigs by the end of 2030
- CapEx over the coming two-year period ending 2024 to increase between \$2.0 - \$2.5 billion
- Maintenance CapEx post-2024 of \$200-\$250 million per annum
- Annual dividend growth of at least 5% per annum over the next four years (2023-2026)



ADNOC Drilling



# SUMMARY

---





# A RECORD-BREAKING YEAR



**Stellar growth enabled by expanded rig fleet and increased drilling activity**



**16 new rigs added in FY22, establishing one of the world's largest operating fleets**



**Onshore and OFS segments enabling powerful top-line performance**



**Significant contract awards with over \$10 billion in contracted backlog**



**Key enabler of ADNOC's accelerated production capacity targets**

ADNOC Drilling



# APPENDIX

---



# FINANCIAL SUMMARY 4Q22 & FY22

4Q22	3Q22	QoQ %	4Q21	YoY %	USD Million	FY22	FY21	YoY %
733	670	9%	575	27%	Revenue	2,673	2,269	15%
(380)	(371)	2%	(313)	21%	Opex <sup>1</sup>	(1,441)	(1,222)	17%
<b>353</b>	<b>299</b>	<b>18%</b>	<b>262</b>	<b>35%</b>	<b>EBITDA<sup>2</sup></b>	<b>1,232</b>	<b>1,047</b>	<b>12%</b>
<b>234</b>	<b>189</b>	<b>24%</b>	<b>145</b>	<b>61%</b>	<b>Net Profit</b>	<b>802</b>	<b>604</b>	<b>23%</b>
48%	45%		46%		EBITDA Margin	46%	46%	
32%	28%		25%		Net Profit Margin	30%	27%	
389	317	23%	458	-15%	Net cash generated from operating activities	1,524	1,179	57%
(434)	(223)	95%	(129)	236%	Capital Expenditure <sup>3</sup>	(942)	(583)	12%
-42	97	NM	329	NM	Free Cash Flow	588	597	135%
2,931	2,697	9%	2,795	5%	Total Equity	2,931	2,795	2%
1,214	1,146	6%	1,086	12%	Net debt <sup>4</sup>	1,212	1,086	-19%
0.015	0.012	24%	0.009	63%	Earnings per Share (\$) <sup>5</sup>	0.050	0.038	-59%
4,610	4,353	6%	4,427	4%	Capital employed	4,610	4,427	2%
16%	17%		14%		Return on capital employed	16%	14%	
1.0	1.0		1.0		Net debt to LTM EBITDA	1.0	1.0	
29%	30%		28%		Leverage ratio	29%	28%	
24%	26%		22%		Return on equity	24%	22%	

NM: Not meaningful

(1) Opex includes allocation of G&A expenses and other income

(2) EBITDA represents Earnings Before Interest, Tax, Depreciation and Amortization

(3) Payments for purchase of property and equipment

(4) Interest bearing liabilities less cash and cash equivalents

(5) Number of shares for earnings per Share calculation in the comparatives are adjusted as if the share split and capitalization had taken place as at 1 Jan 2021.



# SEGMENTAL RESULTS 4Q22 & FY22

USD Million	4Q22	3Q22	QoQ %	4Q21	YoY %	FY22	FY21	YoY %
<b>Revenue</b>	<b>733</b>	<b>670</b>	<b>9%</b>	<b>575</b>	<b>27%</b>	<b>2,673</b>	<b>2,269</b>	<b>18%</b>
Onshore	379	372	2%	293	29%	1,453	1,140	27%
Offshore Jackup	180	143	26%	146	23%	611	596	3%
Offshore Island	51	52	-2%	38	34%	204	204	-
Oilfield Services (OFS)	123	103	19%	98	26%	405	329	23%
<b>Total OPEX<sup>1</sup></b>	<b>(380)</b>	<b>(371)</b>	<b>2%</b>	<b>-313</b>	<b>21%</b>	<b>(1,441)</b>	<b>(1,222)</b>	<b>18%</b>
Onshore	(191)	(195)	-2%	-161	19%	(748)	(647)	16%
Offshore Jackup	(72)	(73)	-1%	-63	14%	(282)	(241)	17%
Offshore Island	(23)	(17)	35%	-15	53%	(83)	(76)	9%
Oilfield Services (OFS)	(94)	(86)	9%	-74	27%	(328)	(258)	27%
<b>EBITDA<sup>2</sup></b>	<b>353</b>	<b>299</b>	<b>18%</b>	<b>262</b>	<b>35%</b>	<b>1,232</b>	<b>1,047</b>	<b>18%</b>
Onshore	188	177	6%	132	42%	705	493	43%
Offshore Jackup	108	70	54%	83	30%	329	355	-7%
Offshore Island	28	35	-20%	23	22%	121	128	-5%
Oilfield Services (OFS)	29	17	71%	24	21%	77	71	8%
<b>Net Profit</b>	<b>234</b>	<b>189</b>	<b>24%</b>	<b>144</b>	<b>63%</b>	<b>802</b>	<b>604</b>	<b>33%</b>
Onshore	145	130	12%	78	86%	537	293	83%
Offshore Jackup	60	32	88%	46	30%	168	206	-18%
Offshore Island	15	23	-35%	10	50%	73	79	-8%
Oilfield Services (OFS)	14	4	250%	10	40%	24	26	-8%

(1) Operational expenses including allocated G&A

(2) Underlying EBITDA includes other income





ADNOC Drilling 

# THANK YOU

[www.adnocdrilling.ae](http://www.adnocdrilling.ae)

[ir@adnocdrilling.ae](mailto:ir@adnocdrilling.ae)