

ADNOC Logistics & Services

FIRST NINE MONTHS OF 2024 RESULTS PRESENTATION

13 November 2024

ADNOC Logistics & Services

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Agenda & Presenters

1 Health & Safety

- 2 9M 2024 Highlights
- **3** Growth Strategy
- 4 Financial & Operational Performance
- 5 Decarbonization & Sustainability

6 Guidance

7 Closing Remarks

7 Appendix



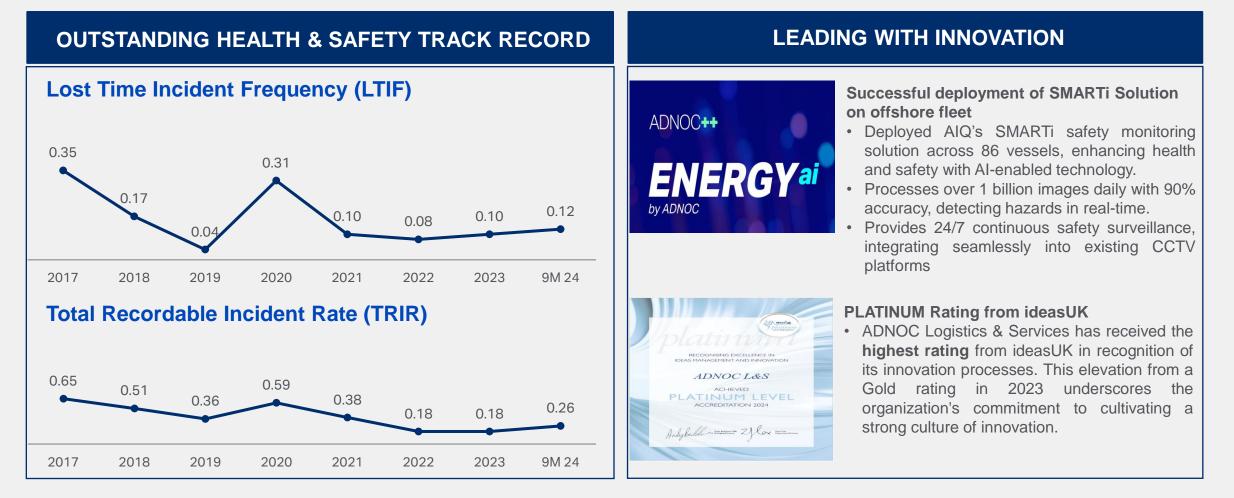




100% Health, Safety & Environment: ADNOC L&S' Leading Principle



Continued strong focus on health & safety KPIs



9M 2024 Results Highlights



HIGHLIGHTS

- Strong growth continues with Revenue up by 38%, EBITDA up by 37% and Net profit up by 27% YoY growth for 9M 2024.
- This robust growth is a result of the ongoing implementation of ADNOC L&S' ambitious transformational growth strategy.
- Continued strong asset base growth with up to 23 new energy efficient vessels.
- Integrated Logistics growth driven by higher transported volumes; an enhanced contribution from JUBs¹, increased rates, and high utilization, fleet growth, and continued delivery of project activities.
- Shipping growth driven by strong charter rates for Tankers and Dry-bulk and additional earnings from 4 new VLCCs² delivered in 2023.
- Services growth driven by increased volumes in petroleum ports and onshore terminal operations.
- Interim 2024 dividend of \$136.5 million (AED501.3 million), equivalent to 6.78 Fils per share.
- Investments growth guidance anticipate an additional \$3bn+ by 2029, beyond the projects already announced. The profit and loss guidance for 2024 remains unchanged³.

5 . ¹ Jack Up Barges. ² Very Large Crude Carriers. ³ Only committed investments impact profit & loss guidance

KEY FINANCIAL HIGHLIGHTS – 9M 2024



	上 Integrated Logistics	Shipping	Services	
Revenue	\$1,671 mm	\$745 mm	\$252 mm	
EBITDA	\$505 mm	\$316 mm	\$46 mm	

Accelerating our Growth Strategy

Expansion of fleet in line with transformational growth strategy to meet rising global demand for energy





Delivery of 6 LNG¹ carriers (2025-2026)

Delivery of 8 to 10 LNG carriers (beginning 2028)

6 LNG carriers:

- 5 of these are already contracted to ADNOC Gas on long-term charters from seven years (one vessel) to fifteen years (four vessels).
- Strong revenue growth (c.20% YoY) expected over 2025-27 for Gas Carriers driven by these new additions partially offset by disposals of older vessels.
- 8 to 10 LNG carriers:
- Time chartered to ADNOC Group subsidiaries for a period of 20 years to support growing export volumes.

4 VLACs² from Jiangnan Shipyard in China

- Awarded shipbuilding contracts of 4 VLACs priced ~\$500 million.
- The VLACs are scheduled for delivery from 2026 to 2028.
- The VLACs are not yet contracted and are targeted to serve the emerging ammonia transportation market.
- VLACs will each have a capacity of 93,000 cubic meters of ammonia and can run on dual fuel (LPG or conventional).
- Ammonia is considered a likely key contributor to industrial emission reduction



9 VLECs² from Jiangnan Shipyard in China

- Awarded shipbuilding contracts of 9 VLECs priced ~\$1.4 billion.
- The VLECs are scheduled for delivery from 2025 to 2027.
- Deployed on 20 years' time charter contracts, generating revenue of ~\$4 billion.
- Each VLEC has a capacity of 99,000 cubic meters.
- VLECs run on dual fuel engines powered by either ethane or conventional fuels.

¹ Liquified Natural Gas: Six LNG carriers due for delivery between Q1 25 and Q3 26. ²Very Large Ammonia Carriers ³Very Large Ethane Carriers

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Financial Summary

Strong Financials

(USD millions)	Q3 24	Q2 24	QoQ %	Q3 23	YoY %	9M 24	9M 23	YoY %
Revenue	928	899	3%	702	32%	2,668	1,927	38%
EBITDA	275	306	-10%	218	26%	867	635	37%
Margin	30%	34%	-4%	31%	-1%	32%	33%	-1%
Net Profit	175	208	-16%	148	18%	576	455	27%
EPS (\$ / share) ¹	0.02	0.03	-16%	0.02	18%	0.08	0.06	27%
EPS (AED / share) ¹	0.09	0.10	-16%	0.07	18%	0.29	0.23	27%
OFCF ²	175	251	-30%	340	-49%	708	644	10%
Capital expenditures	136	100	35%	282	-52%	361	504	-28%
Free Cash Flow	39	150	-74%	58	33%	347	140	148%
Net Debt	213	(55)	489%	(102)	309%	213	(102)	309%
Net Debt to EBITDA	0.19x	(0.04)x	N/A	(0.12)x	N/A	0.18x	(0.12)x	N/A



Financial Highlights

Income Statements:

- Revenue rose by 38%, reaching \$2.67 billion in 9M 2024.
- EBITDA surged by 37% to \$867 million maintaining a strong margin of 32% in 9M 2024.
- Net profit \$576 million in 9M 2024, a 27% increase from 9M 2023.

Balance Sheet:

 Net debt increased in Q3/9M 2024 reflecting the financing of the strategic growth, although, Net debt to EBITDA ratio remain low providing ample capacity for debt financing to support planned transformational growth.

Cash Flow:

- Strong free cash flow comfortably funded growth in 9M 2024.
- Strong financial position reflected by low Net Debt to EBITDA ratio.

¹ Number of shares authorized, issued and fully paid as of 30 June 2024 equated to 7.4 billion ordinary shares of USD 0.54 each . ²Operating Free Cash Flow

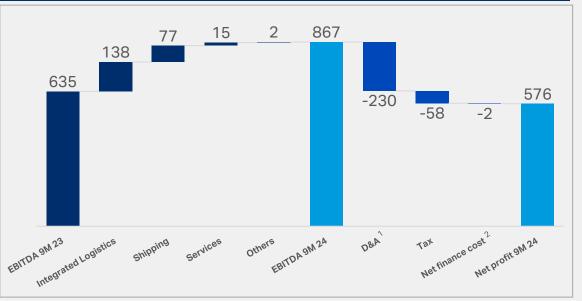
Financial Performance

Consistent robust growth fueled by value-adding investments and continuous efficiency enhancements

REVENUE GROWTH YOY (\$MM)

- Continued revenue growth in 9M 2024 across business segments.
- Integrated Logistics' revenue driven by increase in transported volumes, higher activity rates, resilient utilization and fleet growth.
- Shipping revenues driven by higher charter rates for Tankers and Dry-bulk and additional earnings from four new VLCCs added in 2023.

EBITDA & NET PROFIT GROWTH YOY (\$MM)



- Strong revenue growth and cost efficiencies led to a 37% EBITDA increase in 9M 2024.
- Strong EBITDA margin of 32% in 9M 24 driven by revenue growth and continuing delivery of cost efficiencies.
- Net profit growth remains strong despite UAE corporate tax rate at 9% from 1 Jan 2024.

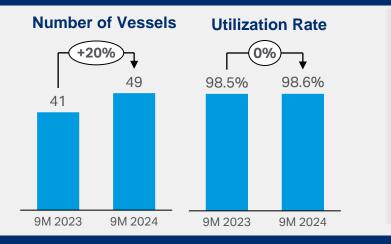


Integrated Logistics: Growth Highlights

Continue to deliver growth across key activities



Offshore Contracting: Number of Vessels



Continued strong demand led to fleet expansion including offshore vessels.

 Continuous high utilization rate across the fleet.

Offshore Services: Number of Vessels and Utilization Rate

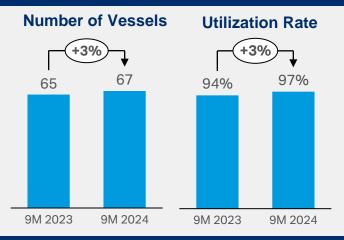
Projects Progress & Asset Additions

Project \$975m

scheduled for

completion

H1 - 2025



 Fleet 100% contracted benefiting from strong Offshore Chartering demand across GCC.

Offshore projects: EPC¹ contract update



- \$975-million artificial island construction contract with ADNOC Offshore (G-Island).
 - Accelerated EPC project execution scheduled in H2 24.
 - Project targeted to be 70-75% completed in 2024.

Hail & Ghasha

Accelerated Drilling & Logistics activities during 9M 2024



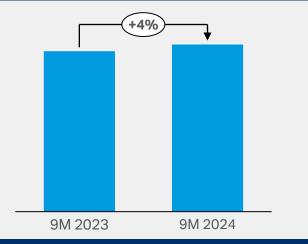
Delivery of non-self propelled accommodation barge and three dynamic positioning offshore vessels

Integrated Logistics: Offshore Contracting

Strong growth across offshore contracting operational activities



Material Handling Volume (KMT¹)



Higher volumes in 9M 24 compared to 9M 23 driven by growing demand.

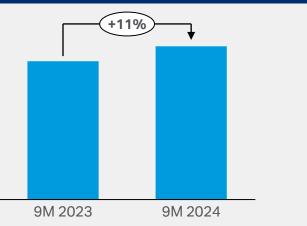
Number of Jack-Up Barges



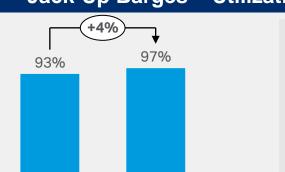
9M 2023

 Fleet expansion (in 2023), reinforcing status as owner/operator of the world's largest fleet of self-elevating, selfpropelled JUBs.

Diesel Sales Volume (MIG)



 Higher diesel sales volumes compared to 9M 2023 due to growth in offshore activities.



9M 2024

Jack-Up Barges – Utilization Rates

 Fleet 100% contracted benefiting from strong JUBs² demand across GCC.

Integrated Logistics – Financials

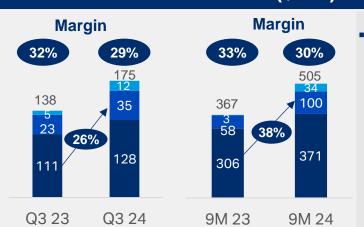
Strong revenue and profitability growth driven by expansion in overall activity levels



REVENUE (\$MM)



- Robust revenue growth fueled by continued strong business activity, resilient utilization & rates and fleet expansion.
- Planned progress on the G-Island EPC¹ contract and accelerated Hail & Ghasha project also contributed to substantial growth.



Offshore

Services

EBITDA (\$MM)

 Higher revenues translated into EBITDA growth mainly due to the expansion of our JUBs² fleet (in 2023) and higher utilization & rates.

NET PROFIT (\$MM)

Offshore Projects



Offshore Services

 Strong revenue and EBITDA growth translated into higher profitability.





¹Engineering Procurement and Construction. ²Jack-Up Barges.

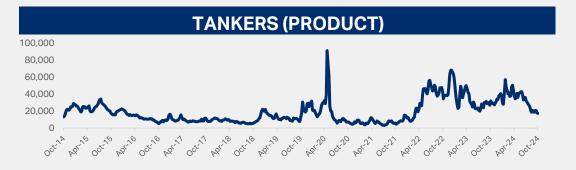
OUTLOOK

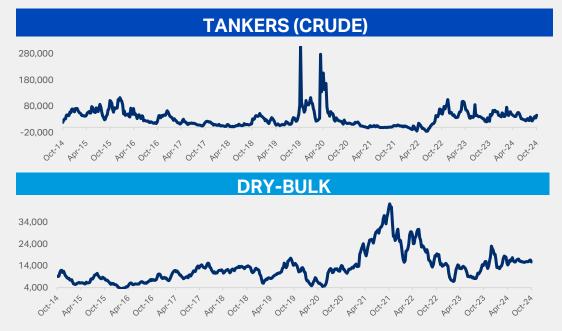
- Overall outlook remains strong across Integrated Logistics segments.
- Continuous growth supported by accelerated projects and expansion of the Offshore Contracting and Offshore Services.

Offshore Contracting

Shipping : Benchmark TCE rates

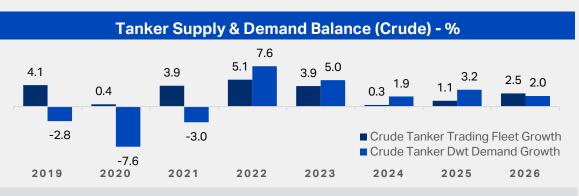






Tanker Orderbook as % fleet





- Tanker market fundamentals expected to remain robust in 2024 and 2025 underpinned by steady increase in ton-mile demand and limited fleet growth, coupled with geopolitical events driving supply disruptions. (despite a recent downturn in product tanker rates)
- Across energy shipping the undersupply of vessels to meet projected demand results in a healthy outlook for rates.

Source: ADNOC L&S. Benchmark Crude: Clarkson's – 50% Bonny Off – Ningbo + 50% Middle East Gulf to China + \$8k/day higher for the combined benefit of eco + scrubber; Benchmark Tankers: Clarkson's – Middle East to China; Benchmark Dry Bulk: Baltic Dry Index Note: TCE = Time Charter Equivalent; Benchmark data are 3-month moving average

Shipping: Operational Highlights

Continue to deliver strong growth in returns as demand outpaces supply



15.542

9M 2023 9M 2024

Dry Bulk

10,587

NUMBER OF SHIPPING VESSELS¹ NUMBER OF CHARTERED-IN VESSELS TIME CHARTER EQUIVALENT (USD) No. of owned vessels **Utilization rate** +28% 57 >95% >95% 49,392 3,823 42,704 106 54 102 3,528 6 a 35,903 6 a 38,719 51 48 9M 23 9M 24 9M 2023 9M 2024 9M 2023 9M 2024 9M 2023 9M 2024 9M 2023 9M 23 9M 24 9M 2024 GAS Carriers Tankers

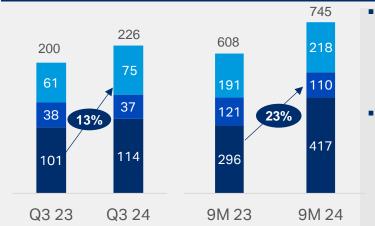
- Continued fleet expansion and strong utilization rates.
- Robust performance driven by favorable supply / demand balance.
- No. of Vessels Chartered-in fleet mainly in Dry-Bulk shipping as ADNOC moved to 100% CFR² sales for Sulphur exports, increasing demand.

No. of Chartered-in Days

 Time charter equivalent earnings for Tankers and Dry-bulk increased significantly driven by continued robust ton-mile demand.

Shipping - Financials

Robust charter rates in Tankers and Dry-bulk, coupled with the expansion of the VLCC fleet, led to substantial revenue growth, which in turn boosted EBITDA and enhanced Net Profit



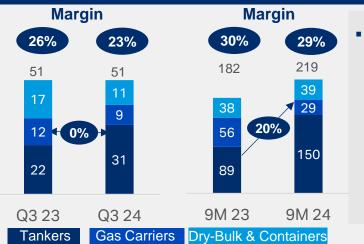
- **REVENUE (\$MM)** Expansion of the VLCC fleet and strong charter rates in Tankers & Drybulk drove revenue growth.
 - Revenue decreased for Gas Carriers in 9M 24 due to cessation of spot charter-in operations and technical off hire days for dry docks.





The increase in EBITDA and margins were the result of significant revenue growth driven by elevated charter rates for Tankers and Dry-bulk offsetting lower contribution from Gas Carriers.

NET PROFIT (\$MM)



 Net profit increased in 9M 24 driven by strong revenue & EBITDA growth and partially offset by a lower profitability from Gas Carriers.





35%

71

20

19





OUTLOOK

Gas Carriers

- Tankers: Continued tight vessel supply expected to persist at least to 2026.
- Gas Carriers: Continued growth driven by newbuild deliveries from 2025.
- Dry-Bulk & Containers: Anticipate stable rates in 2024 and onwards.



Services

Exceptional EBITDA and profitability growth in 9M 2024 driven by increased volumes in petroleum ports and onshore terminal operations



Onshore

mainly driven by one-off other income for liquidated damages recovered on late deliveries of Tail Back Boats for petroleum port operations.

Response

أدنـوك ADNOC

Q3 24

11

9M 23

99%

9M 24

¹Hazardous Noxious Substances 15

239%

3

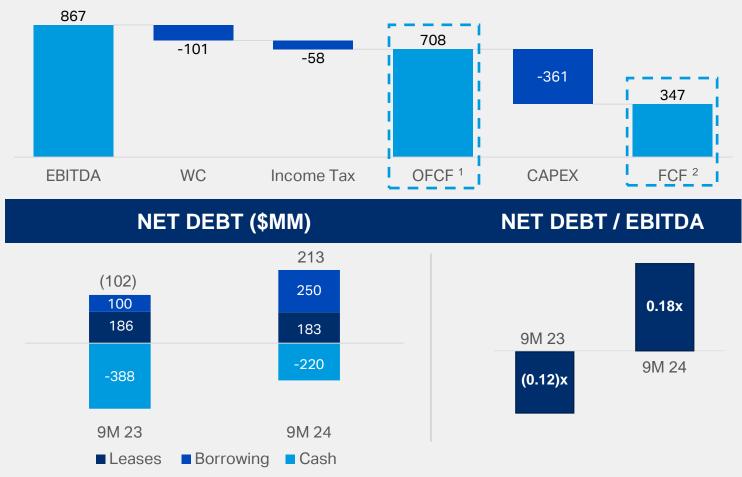
Q3 23

Cash Flow Profile

Continued strong free cash flows boost financial strength for future expansion



FREE CASH FLOW EVOLUTION (\$MM)



COMMENTARY

CASHFLOW

- Strong free cash flow driven by strong growth in core businesses and profitability.
- Value accretive investments continued to be primarily funded through free cash flows and ADNOC group loan, leaving considerable debt financing capacity.

NET DEBT

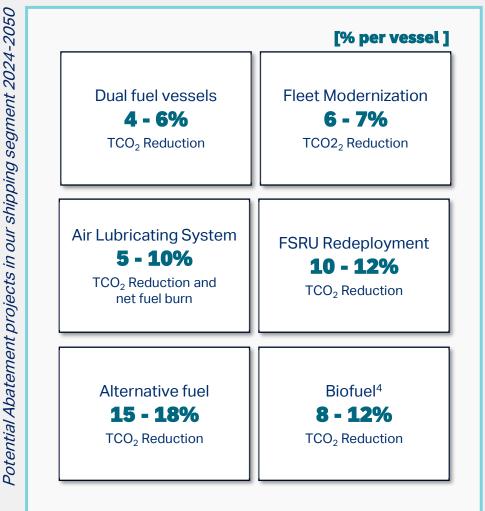
- Continuous strong financial position with a net debt to EBITDA ratio of 0.18x.
- High flexibility and capacity to finance value accretive growth opportunities at efficient cost of debt.

Sustainability Strategy

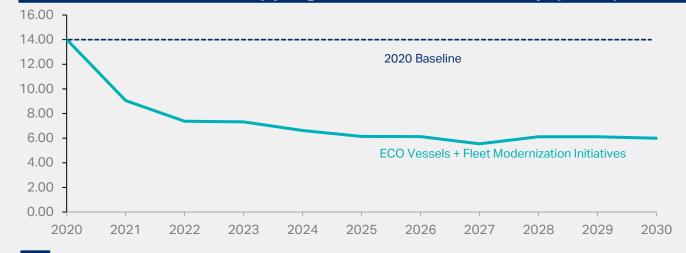
Sustainability abatement opportunities 2024-2050 and case studies



Technical assessment & opportunities



ADNOC L&S Shipping Fleet Carbon Intensity (AER³)





Studies

SP

Oil Spill Detection and Prediction

Integrating the Oil spill AI solution with other ADNOC L&S technical platforms to generate complex response strategies based on asset location and the spill trajectory



Teleoperated

Teleoperated vessels, are ships that are controlled by operators from a remote location

LCT¹

- 25% reduced fuel consumption for functionality (payload and speed)
- Vessel design approved in Q2; investment case being developed to evaluate the project economics

HYBRID POWER SOLUTIONS

Hybrid Power Solution Offshore Logistics

- A pilot project for a hybrid power solution for one of the company's offshore PSVs²
- Optimized engine operation reduced engine transients redundant
- Project expansion under review & emission forecast

Segmental Medium Term (2024-28) Outlook



		REVENUE	EBITDA	
Ir	ntegrated Logistics	2024: Mid-40%s YoY growth MT: Mid to high single digit YoY growth	2024 : Low-30%s YoY growth MT: Mid-single digit YoY growth beyond 2024	
	Offshore Contracting	2024: Higher ISLP Volumes, JUB utilization & Hail & Ghasha project acceleration.	2024: Higher ISLP Volumes, JUB utilization & Hail & Ghasha project acceleration.	
屬	Offshore Services	2024: Increase in offshore chartered vessels owned and third party & Increase number of managed vessels.	2024: Increase in offshore chartered vessels owned and third party & Increase in number of managed vessels.	
	Offshore Projects	2024: 70-75% Completion of G-Island by End of Year 2024.	2024: 70-75% Completion of G-Island by end of year 2024.	
Shipping		2024: Low to mid teens YoY growth MT: Mid single digit YoY growth	2024: High 20%s YoY growth MT: Mid teens YoY growth	
	Tankers	2024: Strong rate environment in the first half, with a slight softening in the second half	2024: Strong rate environment in the first half, with a slight softening in the second half	
0ª	Gas Carriers	2024: Slight reduction due to current spot market rates	2024: Slight reduction due to current spot market rates	
	Dry-bulk & Containers	2024: Strong rates on Dry-bulk	2024: Strong rates on Dry-bulk	
04	Services	2024: Mid single digit YoY growth MT: Low-to-mid single digit YoY growth	2024: High single digit YoY growth MT: Flat to low single digit YoY growth	

Group Medium Term Outlook PF: Proforma 2024 results including Navig8 as though fully consolidated, basis prior year results

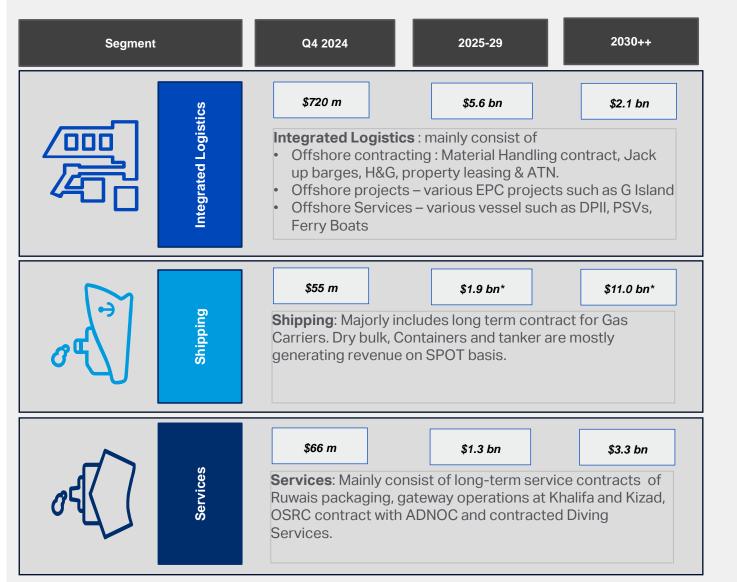
3. Internal Rate of Return

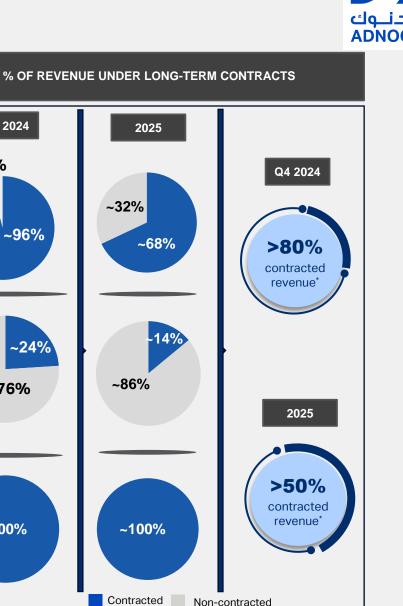


CAPEX
 2024: > \$1.0bn in addition to M&A \$1.0bn for the acquisition of 80% of Navig8 by 31 March 2025 latest Medium term: Anticipate an additional \$3bn+ by 2029, beyond the projects already announced, applying the same investment return criteria Capital allocation policy: Targeting low double digit unlevered IRRs³ in Integrated Logistics; High single digit unlevered IRRs on long term
 contracted high value shipping M&A: Seeking value-accretive M&A to expand and enhance service offering geographically and into adjacent business verticals CAPITAL STRUCTURE
 Medium Term: Target 2.0-2.5x Net Debt to EBITDA Projected average all-in cost of debt finance 6.0%
Others
Effective tax rate below 9% from 1 Jan 2024

Contracted Revenue

Anchored by long-term contracts





Q4 2024

~96%

~76%

~100%

~4%

أدنـوك ADNOC

STRONG CONTINUED EARNINGS GROWTH STRONG EBITDA MARGIN STRONG EBITDA MARGIN STRATEGY EXECUTION

Closing Remarks







APPENDIX

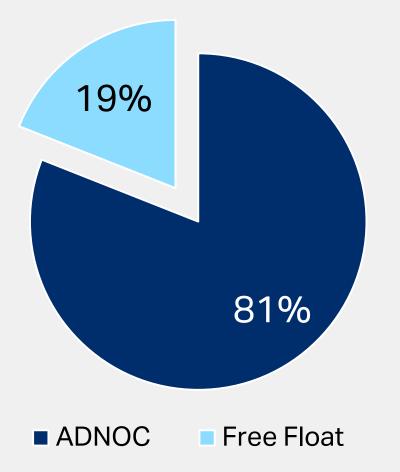
ADNOC Logistics & Services

AVIGB EXCEED

ADNOC L&S Shareholder & Free Float



ADNOC L&S SHAREHOLDERS (%)



Navig8 Acquisition

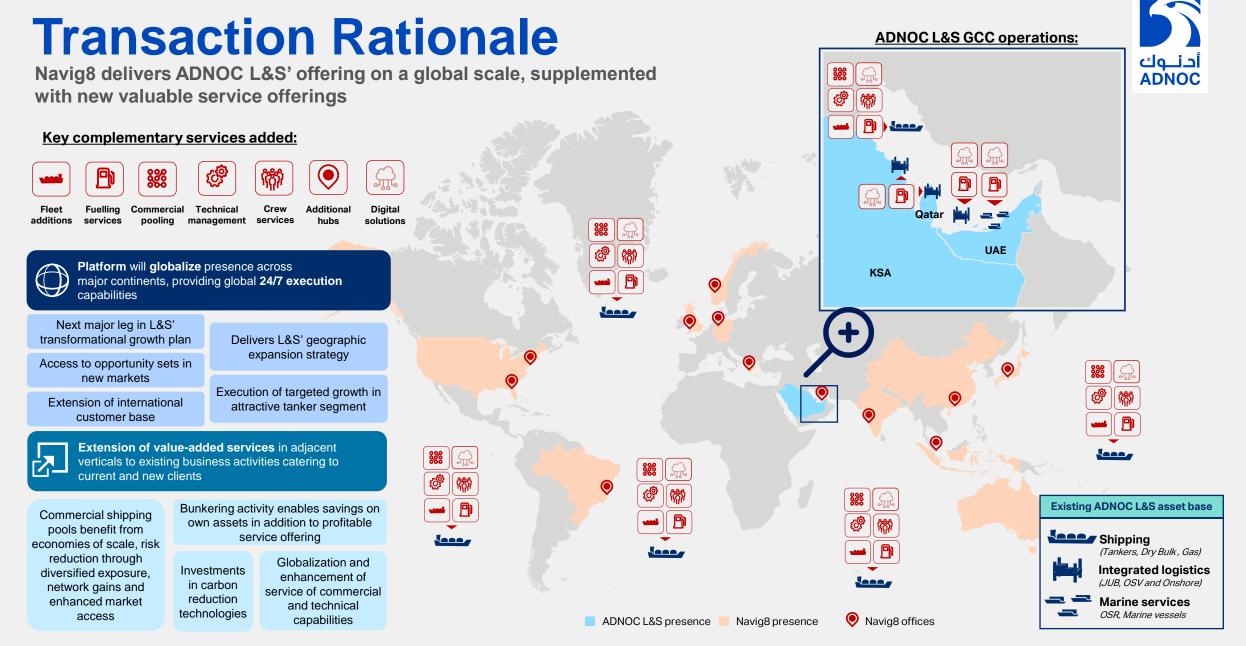
Acquisition of 80% in Navig8 with a path to full ownership in 3 years



EBITDA

						ADNOC
	TRANSACTION OVERVIEW		PRO-FORM	IA FINANCIA	LS (2023)	
\bigcirc	 Global maritime operator with commercial shipping pools and a fleet of 32x¹ high quality, modern tankers 		ADNOC Logistics & Services	A Navigð	ADNOC Logistics 8	Services 🖻 🕂 Navige
	 Service offerings include bunkering, technical 	Revenue	\$2.8bn	∯ \$1.9bn		\$4.7bn +68%
The Target	management, commercial pooling, environmental and digital solutions, and market analytics	EBITDA (% margin)	\$0.9bn (32%)	\$0.4bn (21%)		\$1.3bn (28%) +44%
	 Initial acquisition of an 80% stake for c. \$1.04bn cash consideration 	Net debt / EBITDA	A (0.1x)	● 1.5x		1.4x
	 Remaining 20% stake to be acquired in June 2027 (minimum of c. \$0.34bn with potential c. \$0.12bn uplift subject to financial performance over 2024E-2026E) Implied Enterprise Value of c. \$2.0bn (on a 100% basis) equating to a 4.9x CY23A EV/EBITDA 	# Vessels	57x ²	→ 32x ¹		89x +56%
		NAVIG8 BUSINESS OVERVIEW				
Deal Economics		Shipping o	perations		Shipping services	
LCOHOMICS		Owned vessels	TC-in vessels	Commercial pools	Technical Management & agency	Bunkering
	 Transaction expected to be > 20% EPS accretive in first full year and to deliver a low double-digit unlevered IRR 	 Young and high-quality, modern and eco- oriented fleet Leasing vessels to profit from operation and chartering (consistent 		• 58x vessels incl.	Suntech Ship Management (50%) and	 Bunker fuel trader to both 3rd party and owned vessels in poor
	 Acquisition to be financed using available free cash after dividends and debt capacity 	 28x modern tankers 4x newbuild MR tankers 	with ADNOC L&S business activity)	owned, TC-in and 3 rd party vessels	TB Marine Ship management (50%)	 Back-to-back fuel sale and purchase, limiting
		 Avg. age of 6.1 years 	 12x vessels currently time-chartered in 	volatility through access	•	spot exposure c. 5.5m annual MT
a	 The Transaction is subject to customary regulatory approvals 	2,300 DWT	 8x vessels are currently in their extension period 	to larger client base	 management services Includes also a number of smaller investments in shipping agencies 	trades, +850 customers
Conditionality	 Completion of the Transaction is expected in late 2024 			<u> </u>	Net income	
1	(or early 2025)	\$245m	\$163m	\$2m	\$4m ³	\$14m

24 1. Including 4x newbuilds with expected deliveries by end of 2024. 2. Includes 6x new build LNGs and 7x VLGCs under AW Shipping. 3. Net income contribution consisting mainly of ownership interests in joint ventures (equity accounted) shown here



Consolidation Consideration for Navig8



Impact on ADNOC L&S consolidated financial statements

	Items	Acquisition date of 31 Oct 2024	Acquisition date of 31 Jan 2025	
1	Line by line consolidation of Navig8 assets and liabilities	As at 31 Oct 2024 & thereafter	As at 31 Jan 2025 & thereafter	
2	Purchase Price Allocation basis fair value of assets	As at 31 Oct 2024	As at 31 Jan 2025	
3	Line by line consolidation of Navig8 revenue & costs	From 1 Nov 2024	From 1 Feb 2025	
4	Profits made from 1 Jan 2024 (Lock Box date) to Acquisition Date	Goes into fair value of net assets as at acquisition date; An offset against or addition to goodwill / bargain gain on acquisition		

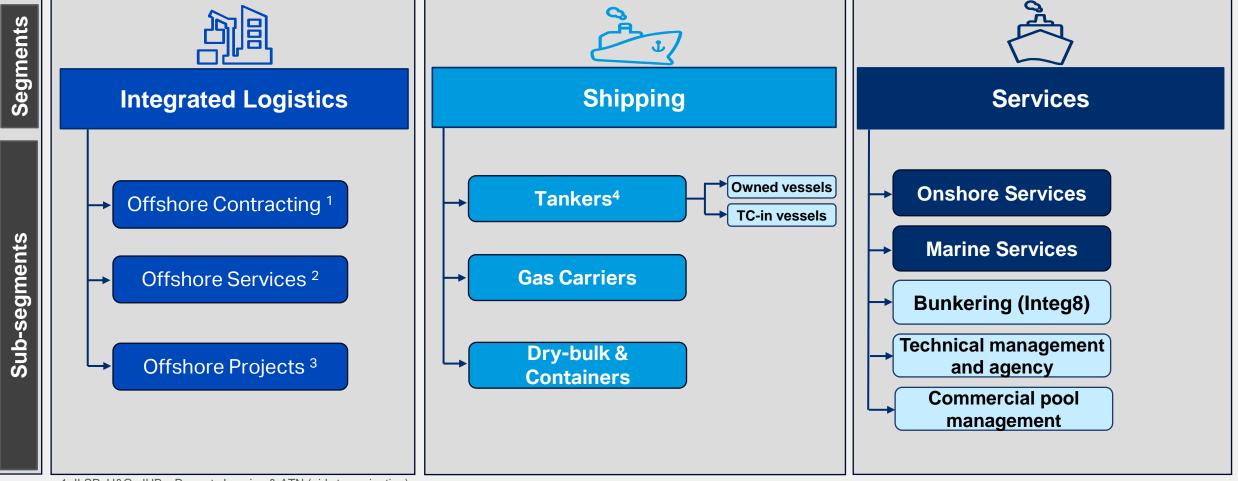
Hypothetical illustration of Purchase Price Allocation on various dates

	Transaction elements	Acquisition Date 1 Jan 2024	Acquisition Date 31 Oct 2024	Acquisition Date 31 Jan 2025
1	Total Purchase consideration	1,040	1,040	1,040
2	Fair value of net assets (hypothetical)	900	1,140	1,200
3	Goodwill / (Bargain purchase gain)	140	(100)	(160)

Note: Bargain purchase gain (if any) goes straight to income statement on Day 1 (Acquisition Date).

Business Segments Structure Post Navig8 Integration





1. ILSP, H&G, JUBs, Property Leasing & ATN (aids to navigation)

2. Jetty Ops, Ferries Terminal, various vessel such as DPII, PSVs, Ferry Boats and spot hire of OSVs

3. EPC (G-island and other minor Projects)

4. Including ADNOC L&S and Navig8 Tankers



THANK YOU

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