

# Q2 2022 Financial results

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## Q2 2022 – Leveraging increased capacity and broadened offering

- Record financial results, with revenues doubling and EBIT close to tripling in Q2 2022 compared to Q2 2021
- Optimal positioning for the strong market development:
  - Long-term capacity through charters of Deep Cygnus
  - Successful acquisitions of OCTIO and iSURVEY, broadening competence and offering
- Solid underlying market driven by resurgence of oil & gas activity, and steady increase in demand from renewable energy sectors
- First joint route survey with iSURVEY in June/July
- First major international step for OCTIO with multi-year contract offshore Australia
- Reach Remote on track for 2023 delivery





## Successful strategic transition to next level growth – execution on track



### Successful execution in Q2 and onwards

iSURVEY and OCTIO working closely with rest of Reach. First joint projects delivered

Flexible fleet strategy well suited for transition to unmanned operations

High tender activity, taking on larger and more complex assignments

A solid foundation for further growth



## Serving strong customer base across sectors

### Oil & Gas

Structural decrease in new installations, but ageing installed base requires increasing maintenance

Clients transitioning to offshore wind



#### Offshore Wind

Structural growth market

Technology and solutions from oil and gas applicable for several parts of the value chain



### Offshore Cables

Structural growth market as the world electrifies

Subsea service assets widely used for survey, installation and maintenance

# **Emerging Sectors**

Offshore fish farming, subsea mining, environmental surveillance

Subsea service solutions applicable in many aspects, at the right cost







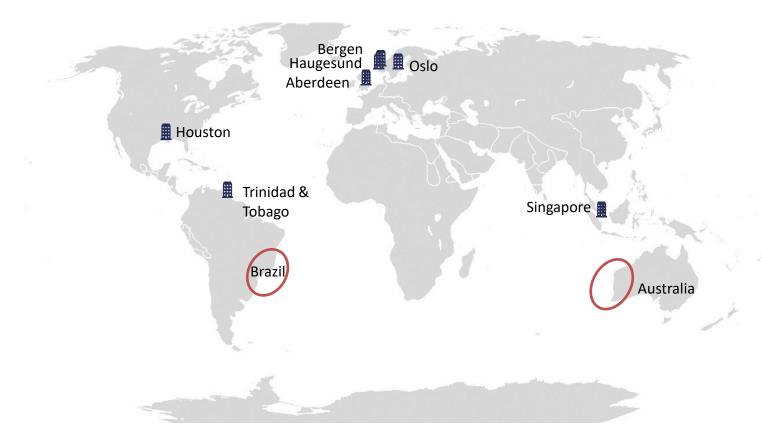








## **Expansion worldwide – ambition to start operating in Australia**





## Vessel fleet 2022



Viking Neptun



Olympic Challenger



Havila Subsea



Olympic Delta



**Olympic Artemis** 



Stril Explorer

Havila Phoenix engaged as needed for short-term assignments



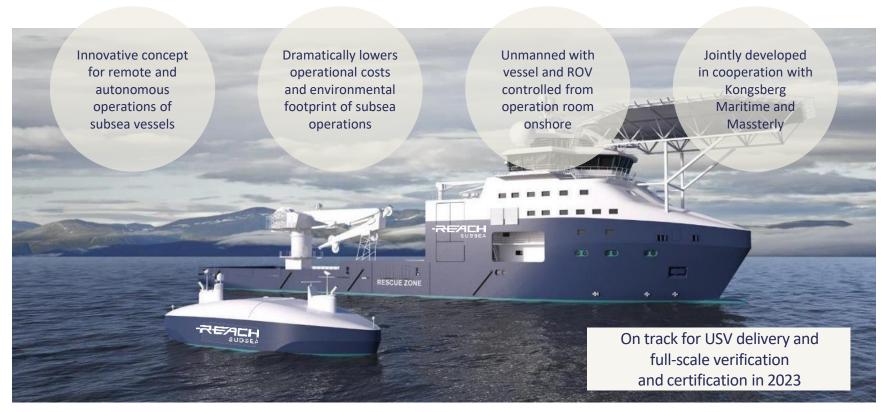
## New vessel well positioned to support transition to unmanned

- Deep Cygnus contracted for 4 years, with an option to extend for 1 year
- Well-suited to support strategy with a mix of manned and unmanned vessel serving customers needs efficiently
- Strong track record from the renewable segment – will serve as door-opener for Reach Subsea





## **Diversifying portfolio into unmanned vessels**





### Reach Remote on track for launch 2023

- Contract signed with Kongsberg Maritime for 2x USVs with 2023 delivery
- Proceeding according to latest timeframe
- Reach Subsea is on track with the Reach Remote service concept
- Interface with internationally Maritime Regulators well on track.

#### **Timeline**

2021

Engineering

Start building USVs

2022

USV building period

Onshore control centers

Subsystems testing in manned operations

2023

USV delivery

Full-scale verification and certification



# **Finance**



## Q2 2022 highlights

### Financial highlights

Q2 2021 in brackets

**REVENUE** 

NOK 341 million (170 million)

**EBIT** 

NOK 50 million (18 million)

**COMPREHENSIVE INCOME** 

NOK 41 million (16 million)

NOK 140 million (73 million)

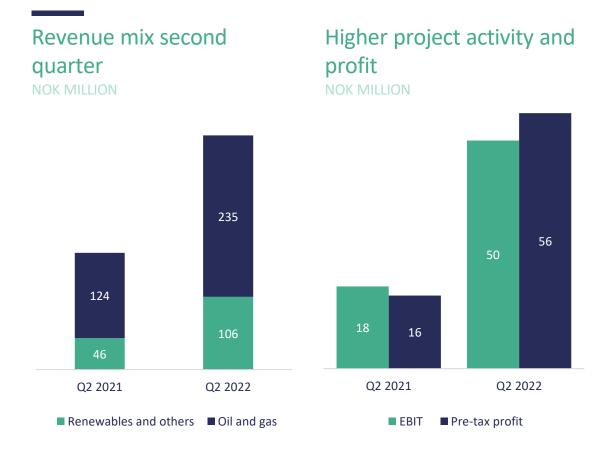
NOK -106 million (-34 million)

### Operational highlights

- High activity, near full utilization and improved pricing drives profitability to record levels
- Improved ROV utilization of 76% in the first half of 2022, compared to 60% in the same period last year
- On track for the delivery of first Reach Remote USVs in 2023. Long lead items such as the USVs and eROVs secured by signing contracts with Kongsberg and Kystdesign, respectively
- Integration of iSurvey and Octio businesses with Reach going as planned, and now well positioned going into H2 2022
- First landmark full scale route survey executed by a Reach-iSurvey integrated spread, with excellent client feedback
- Improving market conditions going forward across all sectors fueled by higher commodity prices, increased focus on energy security, and structural growth in renewables



## **Q2 2022 key developments**



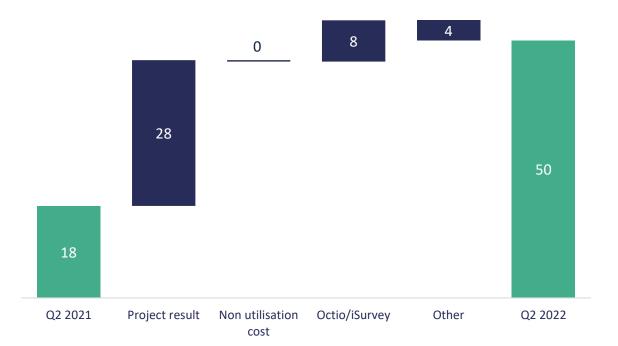
- High activity and near full utilization
- Positive commercial effect from the newly acquired entities
- Improving market conditions going forward across all sectors



## **Strong growth in EBIT**

## YoY EBIT bridge

**NOK MILLION** 



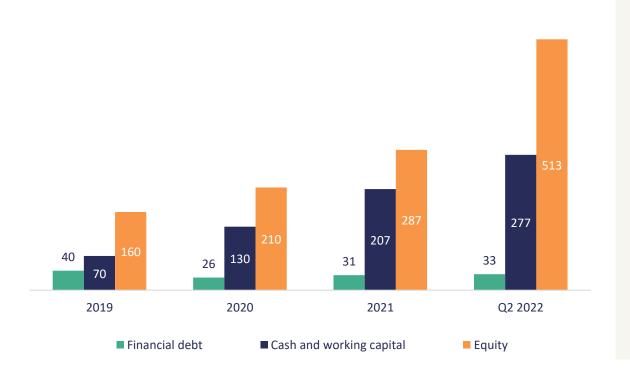
- Project result improvement driven by solid execution and pricing improvements
- High utilization keeps nonutilization cost low
- Octio and iSurvey performing well and contributes to improvement



## Positioned for growth

### Solid financial position

**NOK MILLION** 



#### **Strong balance sheet**

- Consolidated balance sheet after M&A transactions
- Strong liquidity and equity positions
- Positioned for Reach Remote investment
  - Remaining investments of NOK 340m
  - Debt financing of NOK 200m
  - Remaining NOK 140m well covered by existing funds of NOK 277m



## **Progress on achieving ESG targets – H1 2022 status**

#### Responsible business

Develop and implement audit plan for suppliers

Ongoing

#### **Environment**

Increase activity within non-Oil&Gas segment to 50%

Ongoing

Zero major spills of hazardous materials to the sea

Achieved

Invest in Unmanned Surface Vessels

Achieved

Reduce COE emissions compared to activity levels

Achieved

Increase use of remote operations

Achieved

Participate in Ocean Cleanup campaign

Ongoing

**Employees** 

Work-related sick leave at low level (less than 1.0%)

Achieved

Implement campaign with focus on metal and physical health

Achieved

Develop REACH-ED with new e-learnings for employees

Ongoing

Zero work-related injuries

Not achieved

Increase percentage of female employees in offshore employment categories

Achieved

Maintain turnover below 8%

Achieved

Maintain customer satisfaction score at 4 and higher

Achieved

Develop REACH-ED with new e-trainings for suppliers

Ongoing

Maintain technical uptime at 99% or higher

Achieved



# Summary



## The trusted data and subsea service provider for ocean-based industries

# Rapidly growing ocean-based industries market

- Stable oil and gas market mid to long-term, demand for maintenance and decommissioning to accelerate
- Green energy transition creating attractive business opportunities
- New verticals emerging

# Creating sustainable value for all stakeholders

- Continuous operational improvements to enhance efficiency and reduce emissions
- Stringent HSEQ standards and solid safety track record
- Goal of zero harm to personnel, environment and equipment

# Well-positioned to capture profitable growth opportunities

- Leveraging 10+ years of spotless execution and global customer network consisting of several energy supermajors
- Highly experienced management and operational team
- Digitally-enabled, cost-efficient, technologydriven services and solutions

# Pursuing value accretive bolt-on acquisitions

- Exploring opportunities to deepen technology base and expand value chain
- Lean and agile organization
- Supportive majority shareholders

#### **Robust financial profile**

- Solid balance sheet
- Positive cash flow and liquidity buffer
- Attractive and sustainable dividend





Q&A

