



## **SEATRIUM LIMITED FY2024 RESULTS BRIEFING**

**Address by Mr Chris Ong, Chief Executive Officer  
21 February 2025 (Friday) 10.00am  
@ Tuas Boulevard Yard**

### **Opening Remarks**

1. Good morning, and welcome to Seatrium Group's Full Year 2024 (FY2024) results briefing. I'm pleased to have with me, Mr Adrian Teng, Chief Financial Officer.
2. 2024 was a fruitful year for Seatrium, marked by strong order wins, a decade-high order book and most importantly, a return to full year profitability. The progress that we have made is reflective of our collective determination and hard work.
3. But this is just the beginning for us in our transformation journey. As we go through the slides, I will outline how we are building a strong foundation to achieve our long-term targets.

### **Seatrium achieves first full year profit (Slide 4)**

4. In FY2024, our revenue grew to S\$9.2 billion, an increase of 27% year-on-year, as we recognised revenue from the execution of our larger order book. We also saw more higher-value activity in Repairs & Upgrades.
5. Underlying EBITDA improved to S\$771 million for FY2024.
6. Reflecting our increased revenue and disciplined approach to cost management, we recorded a turnaround to full year profitability. Underlying net profit for FY2024 was S\$200 million, compared to a net loss of S\$28 million last year.
7. The Board of Directors has proposed a dividend of 1.5 cents per share for FY2024. We want to thank our shareholders for their patience and continued trust in Seatrium.

### **2024 highlights (Slide 5)**

8. 2024 was a busy year for Seatrium as we focused our efforts on operational excellence and strengthening our balance sheet.
9. We delivered seven projects during the year, including Singapore's first newbuild membrane-type liquefied natural gas bunker vessel. The Repairs and Upgrades business segment also saw strong activity with the Group completing 231 projects.
10. We have strengthened our balance sheet, reduced debt, as well as divested non-core assets, which has freed up resources for re-investing into enhancing our capabilities.
11. The cash dividend of 1.5 cents per share for FY2024, if approved by shareholders at the upcoming AGM, will be paid on 19 May 2025.
12. We will continue to focus on growth and re-investing in our capabilities to scale the business.

### **Decade high order book underpinning revenue visibility (Slide 6)**

13. We achieved a strong net order book of S\$23.2 billion, a 43% increase from S\$16.2 billion in the previous period, including S\$15.2 billion worth of new orders secured from both new and repeat customers.
14. On 13 February 2025, we announced a MOU with bp for the Tiber floating production unit (FPU). This will be bp's second project with us, with the first being the Kaskida FPU. The Tiber FPU contract award is subject to FID, which we are expecting later this year.

### **A franchise of series-build projects (Slide 7)**

15. Our sizeable new order wins reflect the continued confidence that customers have in our strong project execution and operational excellence. In particular, it underscores the success of our series-build franchise, which allows us to achieve operational efficiencies from project repeatability.

16. In the offshore wind space, we are executing a series of three 2GW offshore converter platforms, two wind turbine installation vessels and a heavy lift vessel for the installation of larger wind turbine foundations. For Charybdis, the first Jones Act-compliant Wind Turbine Installation Vessel built in the US, we recently completed jacking trials, and have commenced field specific installations. The vessel is 96% complete, and will be delivered this year.
17. In the oil & gas space, our net order book includes six newbuild FPSOs for Petrobras, our third and fourth FPU's that leverage the Group's proven topsides single lift integration methodology, as well as a number of topsides fabrication and integration projects.
18. As we expand our franchise of series-build projects, we will continue to enhance productivity, reduce construction time and re-work, and ultimately improve project margins over time.

#### **Supported by the One Seatrium Global Delivery Model (Slide 8)**

19. When Seatrium was formed, we reviewed our global operations and established our "One Seatrium Global Delivery Model".
20. This unique end-to-end model centralises our global expertise onto a single operating platform, ensuring consistent and efficient delivery of solutions to our customers. To enhance operational excellence, our yards are supported by engineering and technology centres of excellence internationally.

#### **P-78 FPSO integration at Seatrium Benoi Yard (Slide 9)**

21. The slide shows the current status of the P-78 FPSO project for Petrobras at Seatrium's Benoi Yard in Singapore. Topside modules fabricated by our yards in Brazil, China and Singapore are being integrated onto the hull. We expect to deliver this project in the later part of this year.

#### **TenneT 2GW HVDC offshore converter platform (Slide 10)**

22. We have also achieved a significant milestone on the Beta offshore converter platform for TenneT. After almost 18 months of engineering and procurement work, we celebrated the topside strike steel ceremony in September 2024. This marks the start of construction on the platform.

### **Repairs & Upgrades (Slide 11)**

23. In FY2024, revenue from the Repairs & Upgrades grew 7% to S\$1.1 billion, driven by higher revenue per vessel as compared with FY2023, despite fewer vessels worked on.
24. Maritime decarbonisation and fleet rejuvenation continue to drive demand in this part of our business.
25. We signed and renewed several favoured customer contracts in 2024, bringing our total favoured customer contracts to 22 today. These contracts provide us with revenue visibility and enable forward capacity planning.

### **Making headway into decarbonisation (Slide 12)**

26. Seatrium plays a critical role in greening the maritime industry, which is a key contributor to global carbon emissions. We recently completed the world's first onboard carbon capture & storage (or CCS) retrofit on *Clipper Eris* for Solvang. The vessel is expected to be able to capture and store up to 70% of its CO<sub>2</sub> emissions.
27. We have secured a second CCS retrofit project from Mitsui O.S.K. Lines, establishing our track record in this growing space.

### **Advancing technology development (Slide 13)**

28. At Seatrium, we are advancing the development of new technologies. Our vision is to harness technology to engineer new solutions for the offshore, marine and energy industries.
29. We achieved several milestones on this front during the year.
30. One of the exciting developments is developing our own Onboard Carbon Capture System. Our technology company, Aragon, delivered a CO<sub>2</sub> liquefaction unit for Capsol Technologies in Germany and Sweden. Together, we are also designing the world's first CO<sub>2</sub> Handling Hub for CCB Energy in Norway.
31. In the new energy space, we launched the Green/Blue Ammonia FPSO solution as part of our low carbon energy solutions.

32. On offshore floating wind, we received in-principle approval from DNV for two of our proprietary designs.

#### **Capitalising on the rig MRO market (Slide 14)**

33. About two-thirds of the world's jack-up rig fleet are based on Seatrium's designs. Our suite of design offerings enable us to provide solutions in rig design, equipment supply and maintenance.

34. In 2024, we expanded our footprint with a new office in Saudi Arabia and entered into partnerships with ARO Drilling and Cochin Shipyard.

35. We announced yesterday that we have been awarded a contract from International Maritime Industries for the supply of equipment and license for jack-up rig, Kingdom 3.

#### **Driving sustainability in our business (Slide 15)**

36. At Seatrium, sustainability is at the core of our business. We aim to be a positive force for change as we create long-term value for our stakeholders.

37. On the Environment front, about 34% of our net order book comprises cleaner/green projects. In addition, we achieved a 30% reduction in Scope 1 and 2 greenhouse gas (GHG) emissions, moving us closer to our goal of a 40% reduction from 2008 levels by 2030.

38. A sustainable and resilient business requires strong corporate governance. We are committed to upholding the highest standards of discipline, ethics and compliance worldwide. Our major operating entities globally achieved the ISO37001 Anti-bribery Management System certification in 2024.

39. Regarding the joint investigation by the Monetary Authority of Singapore and the Commercial Affairs Department, we are cooperating fully with the relevant authorities and hope to resolve this matter soon.

## **Outlook (Slide 16)**

40. 2024 was a pivotal year for Seatrium as we established our foundations as a newly-formed company. Today, Seatrium is a much stronger global player providing engineering solutions for the offshore, marine and energy industries.
41. The need to address energy security while transitioning towards cleaner energy globally presents significant market opportunities, despite near-term geopolitical volatility. Our focus on oil & gas and renewables solutions, as well as maritime upgrades, positions us favourably to capitalise on the energy market tailwinds.
42. We have set out our 2028 EBITDA and ROE targets and have established the pathways to achieving them. Supported by a diversified portfolio and multi-pronged strategy, the Group is making good progress towards these targets.
43. Looking into 2025, Seatrium will continue to seek profitable growth. With a strong order win momentum in 2024, the Group will stay focused on executing its robust order book, which underpins revenue and cashflow visibility over the next few years.
44. I will now hand the time over to Adrian, to take you through the financial review. Thank you.

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