

# CONFERENCE CALL

## Q1 2024

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23 May 2024



# ABOUT THE CONFERENCE CALL

This video call will be recorded and made public on the company's website as information to the capital market.

The presentation will be listen-only, followed by an interactive Q&A session.

We invite you to ask any questions you might have after the presentation by raising your hand in MS Teams and the moderator will invite you to open your mic so that you can join the conversation.

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# Business Highlights & Performance

# High sales and solid EBIT in Q1 despite competitive US market Bookings signal growing demand, driven by AMS

## Business and Financial Highlights



**Q1 sales at high levels (MEUR 146.7)**, driven by excellent AMS performance. OE faced market pressure in US, compensated by growth in ME (Praxis).  
**Bookings increased q-o-q**



**Group EBIT of MEUR 20.6 was lower y-o-y**, due to lower sales and margin in the OE division. **AMS** delivered another strong quarter with **EBIT at 21.7%**.



**Operating CF of MEUR 9.7** impacted by lower earnings.  
**All balance sheet KPIs improved:** MEUR 169 in cash, equity ratio at 54.7% and gearing at 18.9%



Capacity expansion in **Saudi Arabia and Vietnam** on track  
**3D-printing** capabilities in Europe further expanded  
Product developments in **geothermal** opening new market opportunities

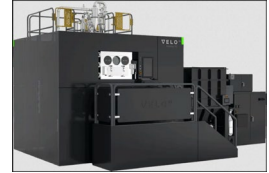
# Business highlights of Q1 - Key building blocks in implementing our strategy

**Technology Day in Abu Dhabi:** successful event with over 75 participants underscoring our strategic focus on the Middle East. By presenting our cutting-edge technology offering, we reinforced our commitment to technology leadership and sustainability.



**Expansion of our location in Saudi Arabia** to increase our presence in the fast-growing ME market: new building will also be equipped with solar panels, in line with our sustainability goals to reduce the carbon footprint of our operations.

**Installation of the first Velo3D Sapphire XC metal printer** at the Austrian facility in Ternitz has expanded our capabilities, enhances our product offering, and sets a new industry standard in Europe.

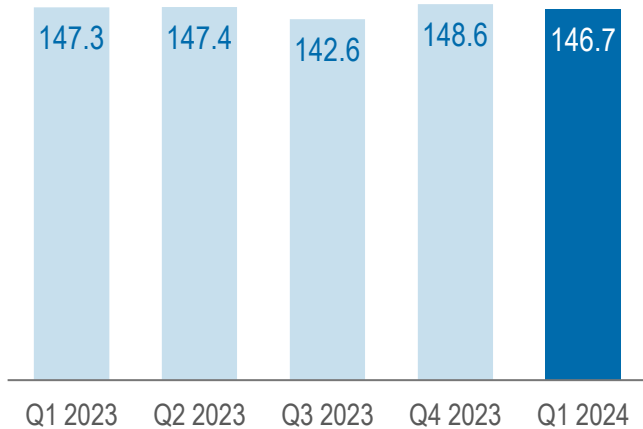


**Position in geothermal further strengthened:** successful collaborations with our customers led to custom-made Boss Hog HT composite frac plug with significantly higher performance than other options.

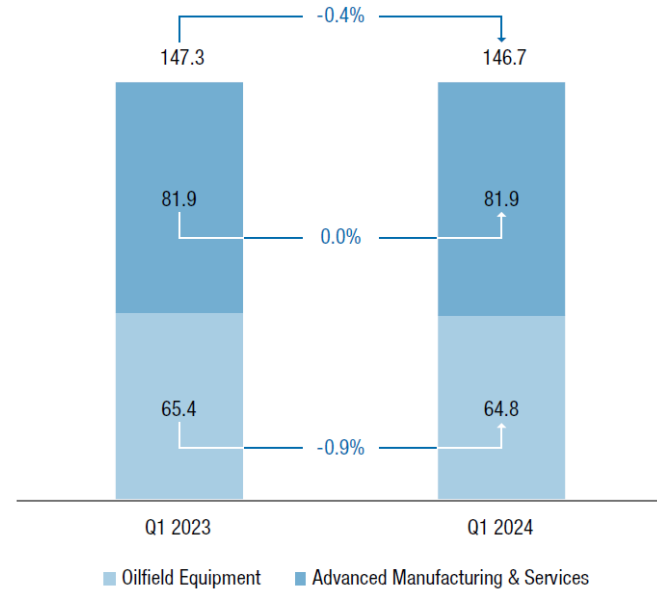
# Sales remained at a high level in Q1, in line with previous quarters

## Lower sales in the US in OE compensated by sales from Praxis in ME

### SALES IN MEUR

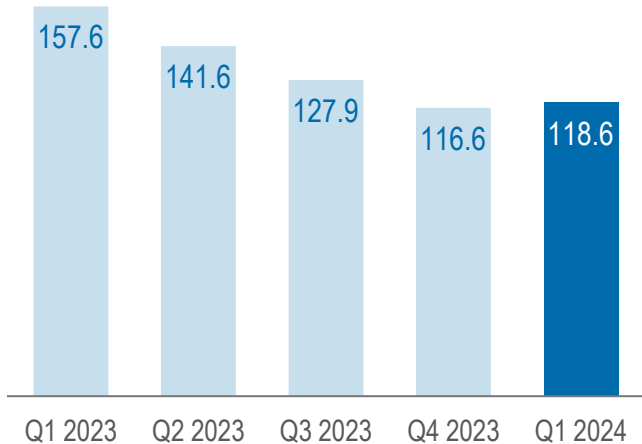


### GROUP SALES BY SEGMENT IN MEUR | GROWTH %



# Bookings increased in Q1 driven by AMS

## BOOKINGS IN MEUR

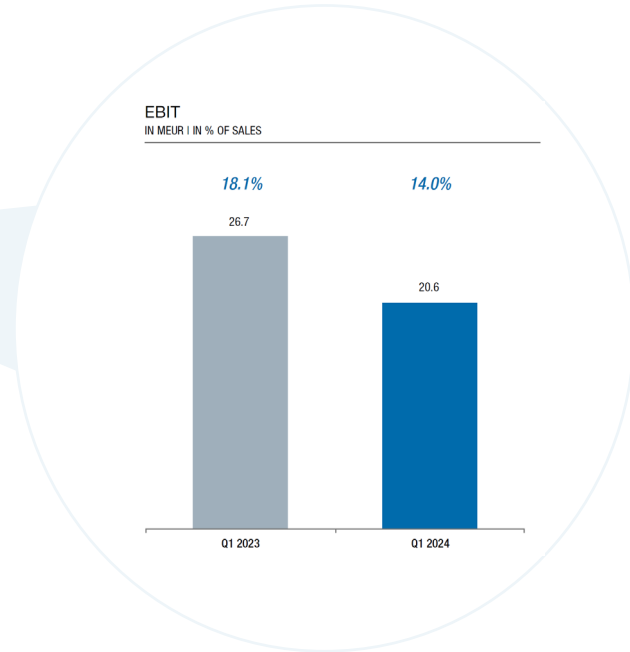
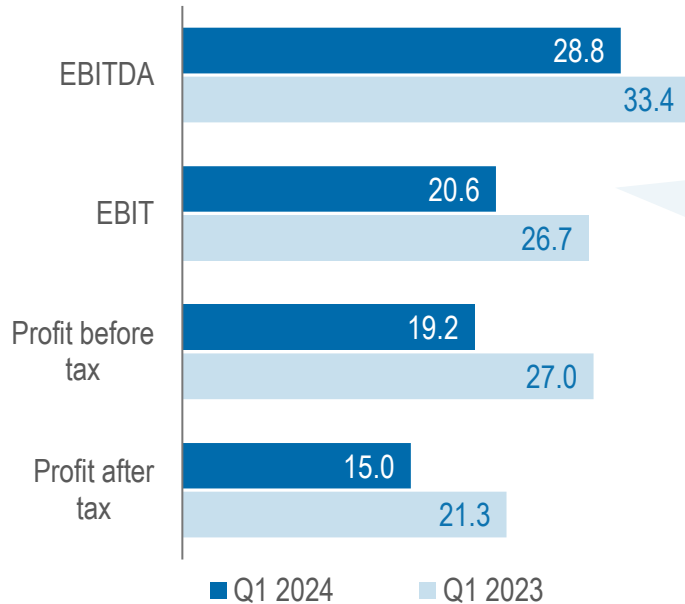


With a slight increase of +1.7% q-o-q, bookings trend signals increase in demand, which is also expected for the second quarter, driven by AMS.



# EBIT and EBITDA declined compared to last year due to lower sales and gross margin in the OE business

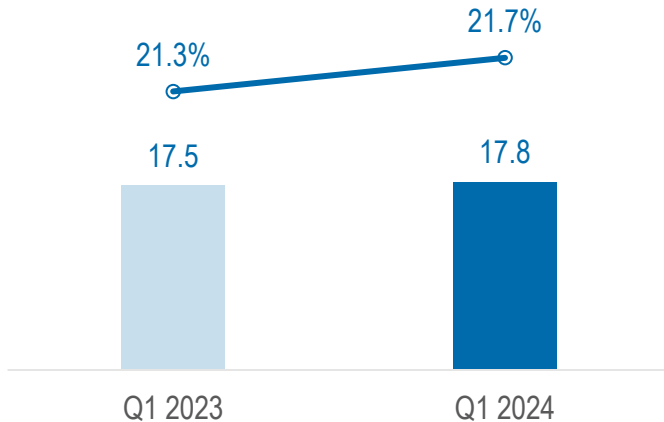
IN MEUR



# AMS delivered strong performance with improved EBIT at 21.7% of sales OE EBIT impacted by US market pressure, unfavorable product mix and higher costs

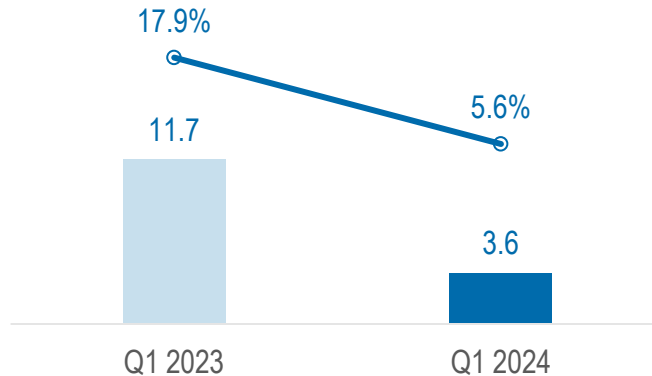
## AMS SEGMENT: EBIT

IN MEUR | % OF SALES



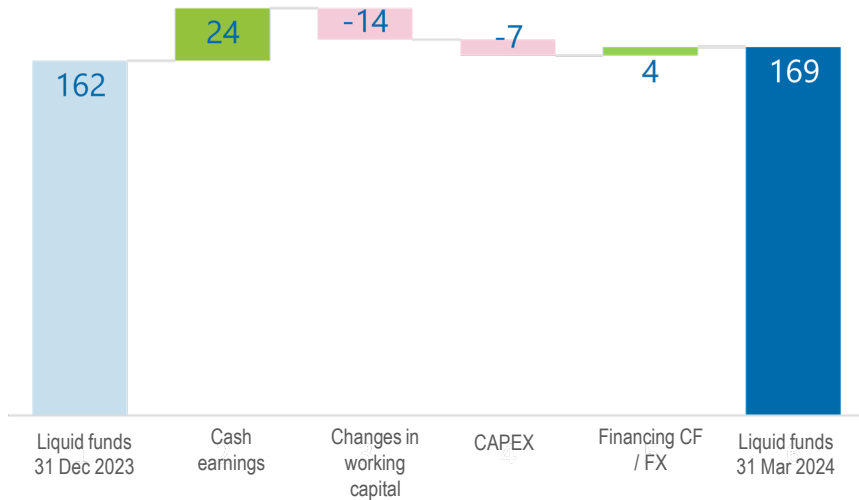
## OE SEGMENT: EBIT

IN MEUR | % OF SALES

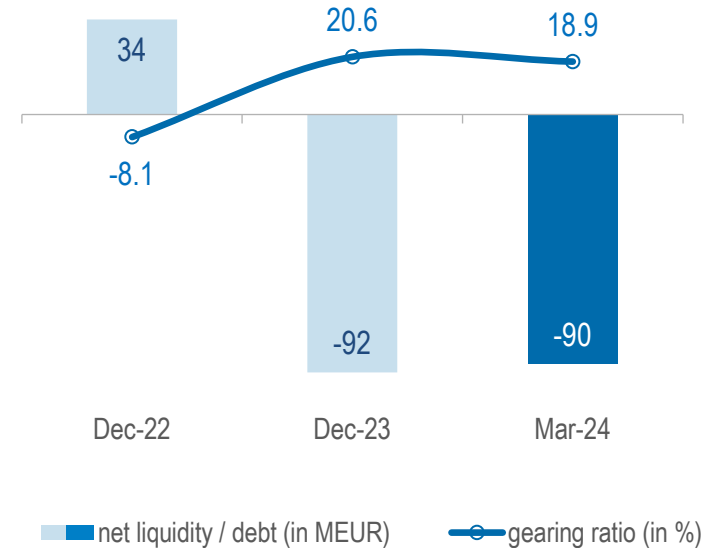


Cash position increased to MEUR 169; net debt reduced to MEUR 90; gearing improved to 18.9%

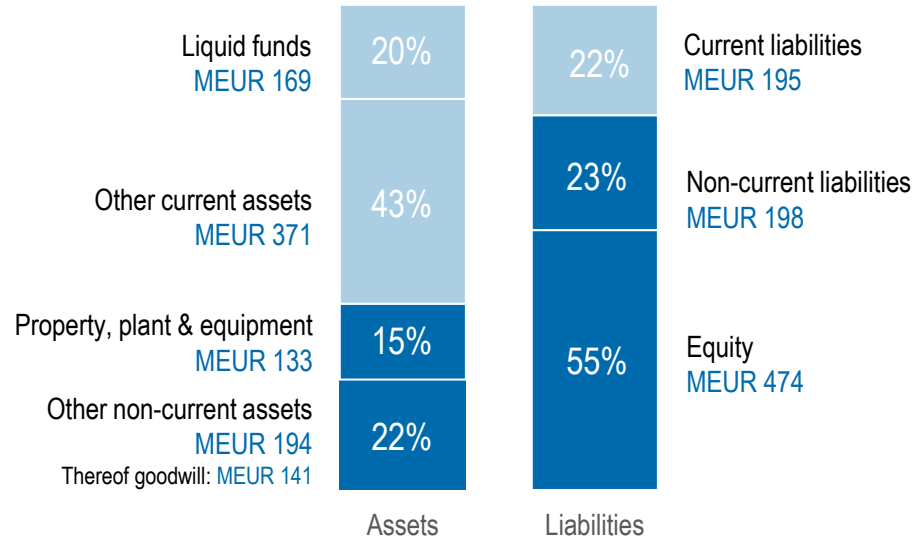
### DEVELOPMENT OF CASH POSITION IN MEUR



### NET LIQUIDITY / DEBT AND GEARING IN MEUR



# Balance sheet remains very solid with further improved equity ratio



*Total assets: MEUR 867*

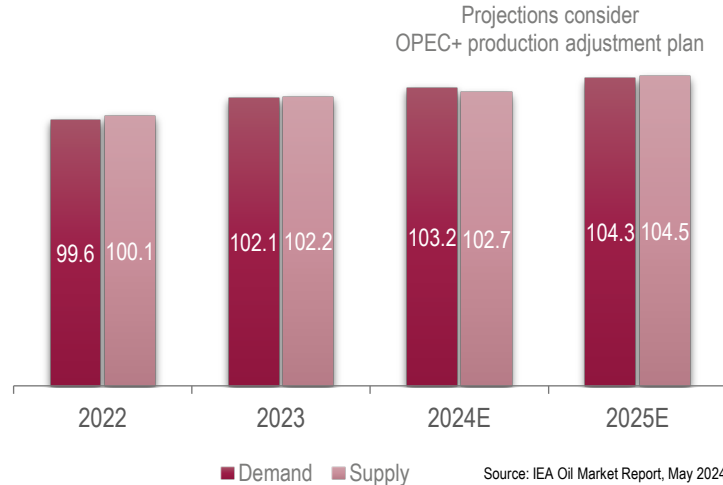
As of 31 March 2024, in MEUR (percentages rounded to reflect 100%)

# Market environment & Outlook

# Core business with favorable market conditions thanks to high oil and gas demand and need for new oil supply sources

## Oil Supply / Demand

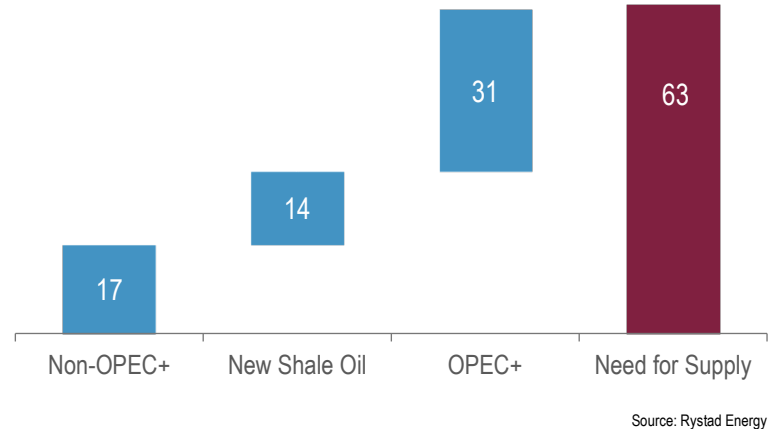
in mb/d



Global oil demand expected to grow further in 2024 and 2025, scaling record highs, led by consumption in India, China and Brazil.

## Global new oil supply to 2030 by source

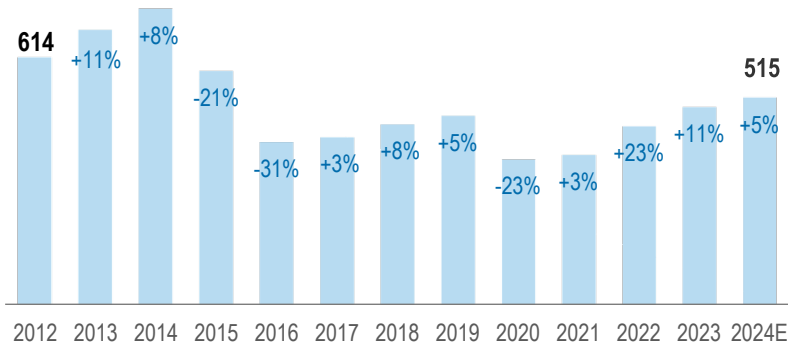
in mb/d



63 mb/d of new oil supply will be needed to cover the depletion of existing fields and the expected oil demand increase.

# E&P spendings are expected to grow by 5% in 2024, driven by international markets and off-shore

## E&P Spending in \$B / %

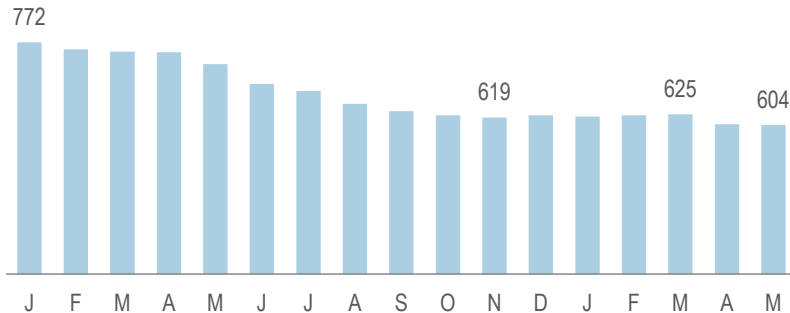


Source: Evercore ISI Research, December 2023

- After years of underinvestment, exploration and production spending has been increasing and is projected to grow by 5% in 2024.
- Growth is predominantly driven by long-cycle projects in the Middle East (including gas projects) and in international offshore basins.

# Rig count has grown internationally, but further declined in the US in April / May

## US Rig Count

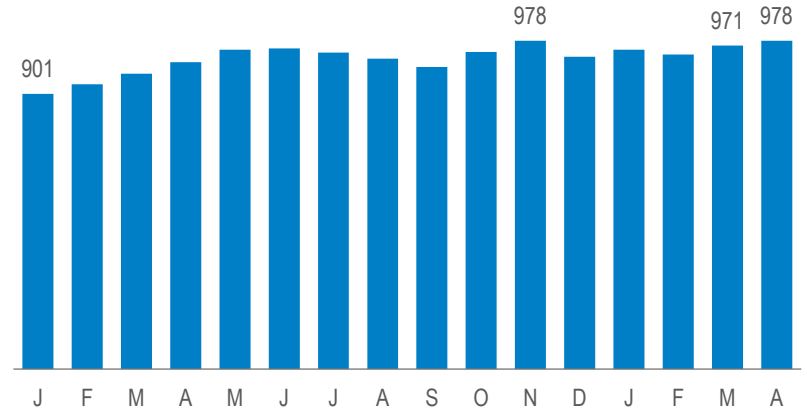


Source: Baker Hughes Rig Count

Decrease in US rig count started in May 2023, reaching a low point in November 2023 but it further reduced in April and May 2024.

Currently US rig count stands at 604 active rigs, down 168 rigs (-22%) in comparison to January 2023

## International Rig Count



Source: Baker Hughes Rig Count

Continuous growth of international rig count since Jan 2023, reaching a high of 978 rigs in November 2023 and again in April 2024, driven by long-term projects in the Middle East, but also in Africa and Asia Pacific.



# Outlook

- Industry fundamentals remain **supportive**, customer sentiment is optimistic, especially regarding international markets
- US market will remain **challenging**
- Bookings expected to continue to grow in Q2, driven by AMS
- Praxis integration well on-track, delivering **additional sales and EBIT in 2024**
- Expansion of our local presence and capacity in the Middle East and in Asia is progressing well and will allow us to take even better advantage of growth opportunities
- Focus on **growth initiatives**:
  - Organic: **geothermal, CCS** and new initiatives into **diversified markets**
  - Inorganic: **scalable innovations and M&A** in green tech industries



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