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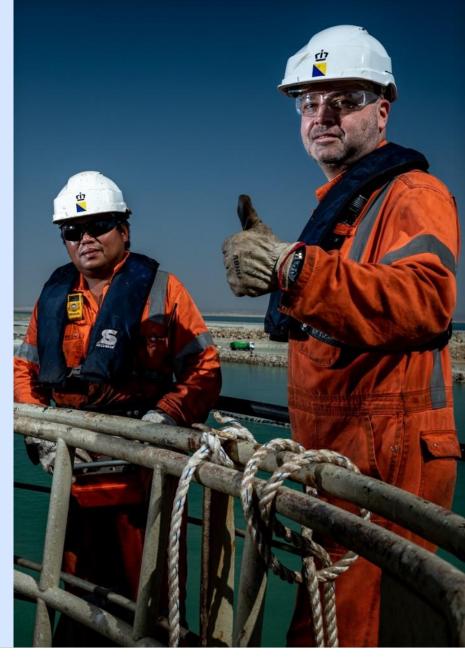
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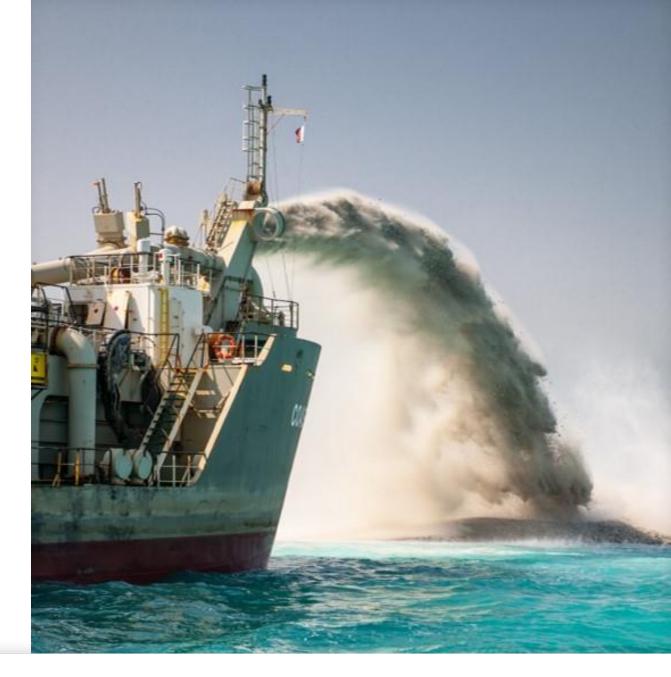
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## **Company overview**

- Leading global dredging & maritime expert
- With 9,900 employees and 650 vessels (incl JV's)
- Active in more than 90 countries across
   6 continents
- Customers in Energy, Ports and Infra
- Headquarters in Papendrecht, the Netherlands
- Listed on Euronext









### Our mission, purpose and values

Mission

To be the leading dredging and marine contracting experts, creating new horizons for all our stakeholders

**Purpose** 

We create and protect welfare and advance the energy transition

**Values** 

- NINA
- Team player
- Entrepreneurial

- Professional
- Responsible



#### Strong contribution to the SDGs: 88% of 2020 revenue





Helping to deliver modern and cleaner energy infrastructure

We contribute through our renewables, (natural) gas and decommissioningrelated activities

~ 33% revenue

3 CLIMATE ACTION



Safeguarding people, nature & assets from the impacts of climate change

We contribute through climate change adaptive measures ie polders and dike-related activities

~ 7% revenue

9 INDUSTRY, INNOVATION AND INFRASTRUCTURE



Creating resilient infrastructure for trade, transport and society

We contribute through maritime infrastructure such as ports, land reclamation for society and inland infra such as roadrelated

~ 41% revenue

14 LIFE BELOW WATER



Preventing and reducing marine pollution through salvage

We contribute through salvaging of vessels and associated pollution prevention

~ 7% revenue

8 DECENT WORK AND ECONOMIC GROWTH



Contribution to an economy and the creation of jobs directly and indirectly through our projects and the supply chain.

(in)directly all revenue





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#### **2021 Half Year Results**

Revenue: EUR 1.32 bln
 H1 2020: EUR 1.26 bln

EBITDA: EUR 226 mln
 H1 2020: EUR 204 mln

Net profit: EUR 72 mln
H1 2020: EUR 96 mln net loss; incl EUR 144 mln exceptional charges

Order book: EUR 5.53 bln End 2020: EUR 5.31 bln

Solid financial position: net cash EUR 213 mln
 End 2020: net cash EUR 439 mln

Solvency: 50 %
 End 2020: 51 %





# **Key figures**

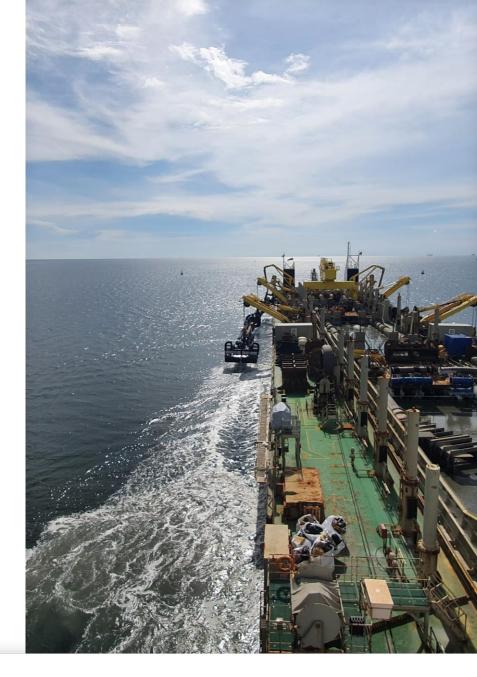
EUR mln	HY2021	HY2020
Revenue	1,318	1,261
Order book	5,528	4,661
EBITDA	226	204*
Net result JVs & associates	18.0	8.2*
Operating result	97.0	72.4
Exceptional items	-	-147.8
EBIT	97	-75.4
Net operating profit (net profit adjusted for exceptional items)	72	47.5
Net profit (loss)	72	-96.4
Solvency	50%	51%





# **Revenue by region**

EUR mln	H1 21	H1 20	2020
The Netherlands	241	286	581
Rest of Europe	527	370	893
Australia / Asia	271	271	457
Middle East	125	147	244
Africa	25	31	98
North and South America	130	156	252
Total Revenue	1,319	1,261	2,525

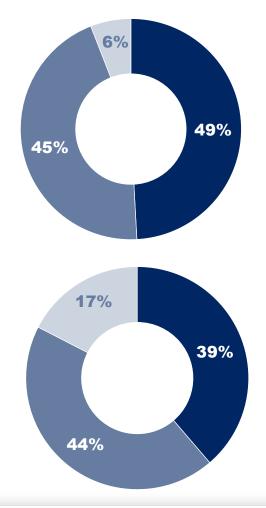




# **Revenue & EBITDA by segment**

Revenue EUR mln	H1 21	H1 20	2020
Dredging & Inland Infra	656	673	1,316
Offshore Energy	600	506	1,065
Towage & Salvage	79	95	174
Holding & Eliminations	-16	-13	-30
Total	1,319	1,261	2,525

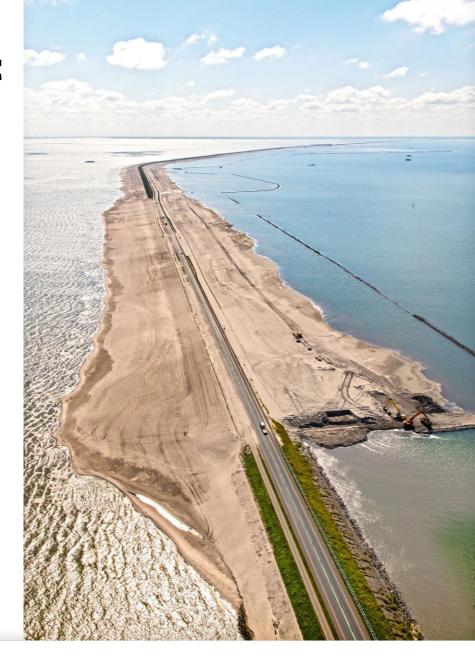
EBITDA EUR mIn	H1 21	H1 20	2020
Dredging & Inland Infra	91	94	177
Offshore Energy	103	88	194
Towage & Salvage	41	25	50
<b>Holding &amp; Eliminations</b>	-9	-3	-17
Total	226	204	404





# **Operating Result & EBIT by segment**

EUR mln	H1 21	H1 20	2020
Dredging & Inland Infra	27	30	53
Offshore Energy	43	26	66
Towage & Salvage	40	23	46
Non-allocated income & expenses	-13	-7	-25
Operating Result	97	72	140
Exceptional charges	-	-148	-195
EBIT	97	-75	-55





#### **Order book**

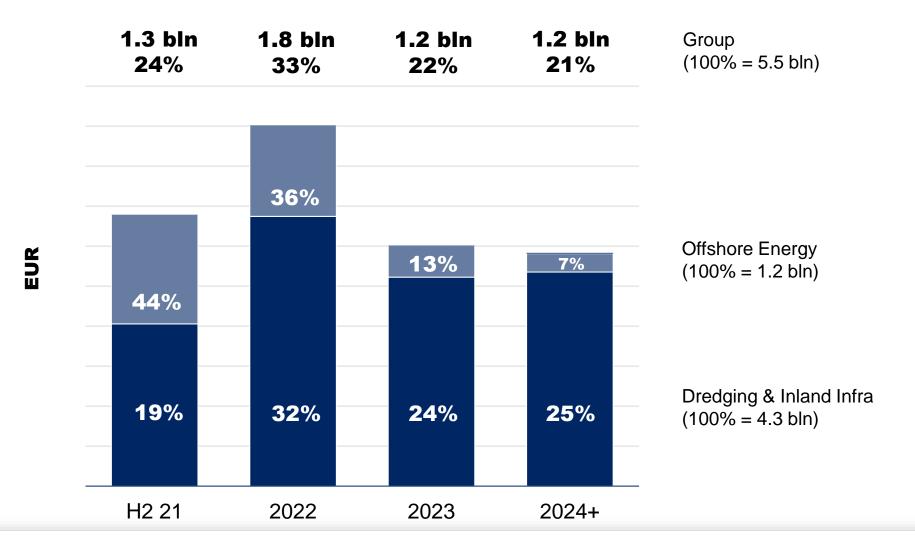
- Total order intake H1 2021 EUR 1.53 bln
- JV order book per end of H1 2021: EUR 1.14 bln (not incl. below) (YE20: EUR 1.08 bln)

EUR mln	30/6/21	31/12/20
Dredging & Inland Infra	4,274	4,075
Offshore Energy	1,247	1,227
Towage & Salvage	7	4
Total	5,528	5,306





#### Order book run off





#### **Outlook second HY 2021**

- Dredging: busy second HY with high fleet utilization
- Offshore Energy: similar picture to first HY
- Towage & Salvage: Towage stable; Salvage unpredictable but no large financial settlements
- EBITDA guidance H2 2021: similar level to H1 2021
- CAPEX: EUR 375 mln
- Expect to complete EUR 100 mln share buyback program





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#### **Dredging & Inland Infra**

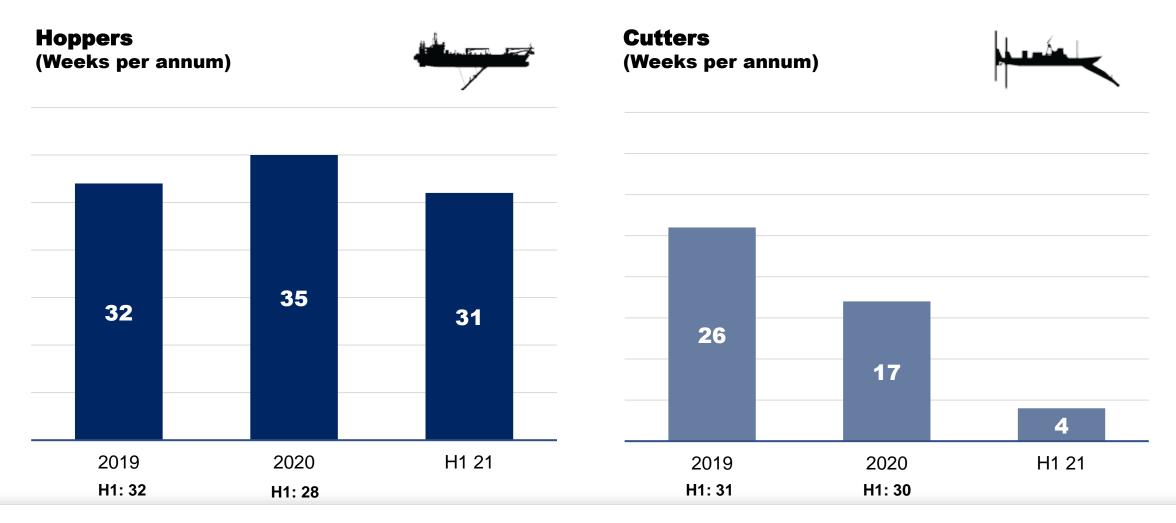
- Solid operational performance, despite
  - Continued COVID-19 related inefficiencies mainly outside of Europe
  - Additional vessel maintenance in anticipation of busy outlook
- Strong contribution from Dutch Inland Infra
- Order intake EUR 854 mln; Meanderende Maas, Oosterweel link, Harwich

EUR mln	H1 21	H1 20	2020
Revenue	656	673	1,316
EBITDA	91	94	177
Net result JVs and associates	0.4	1	3
Operating result	27	30	53
Order book	4,274	3,169	4,075





## **Dredging fleet utilization**









### **Offshore Energy**

Revenue breakdown

- Contracting vs Services: 47%: 53%

- Renewables vs O&G vs other: 43%: 47%: 10%

Contracting: stable revenue YoY and solid performance

Seabed Intervention: successful FSRU project in El Salvador

 Offshore wind: busy HY for cables and successful start for 2021 foundation campaign Changfang & Xidao in Taiwan

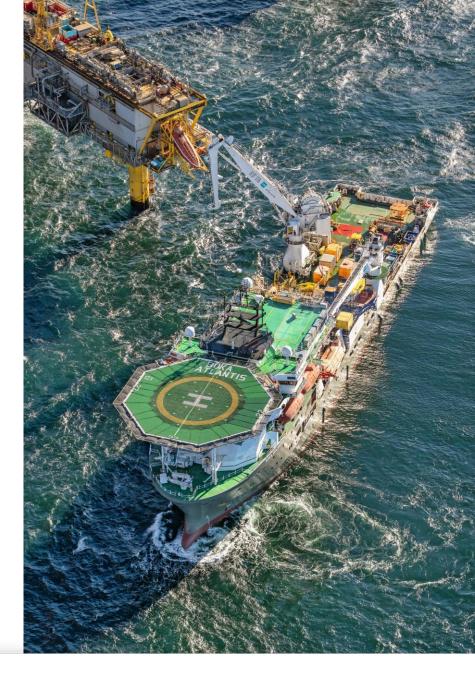
EUR mln	H1 21	H1 20	2020
Revenue	600	506	1,065
EBITDA	103	88	194
Net result JVs and associates	5	1	4
Operating result	43	26	66
Order book	1,247	1,471	1,227





### **Offshore Energy**

- Services: increase in revenue and earnings
  - Marine Transport & Services: good half year with HMT (58% utilization); Marine Services busy on Canakkale bridge and Kincardine floating wind
  - Subsea Services: busy half year and very strong contribution through integration of Rever Offshore; exceeding own financial expectations
  - Marine Survey: stable first half year
- Order book:
  - End H1: EUR 1.25 bln; order intake EUR 615 mln
  - 50% of total order book is renewables







### **Towage & Salvage**

- Salvage:
  - High profile projects Ever Given, Eemslift Hendrika
  - Less busy (lower revenue) relative to very busy 2020
  - Strong result from financial settlement project completed in 2019
- Towage: good half year

EUR mln	H1 21	H1 20	2020
Revenue	79	95	174
EBITDA	41	25	50
Net result JVs and associates	12	7	12
Operating result	40	23	46
Order book	7	21	4

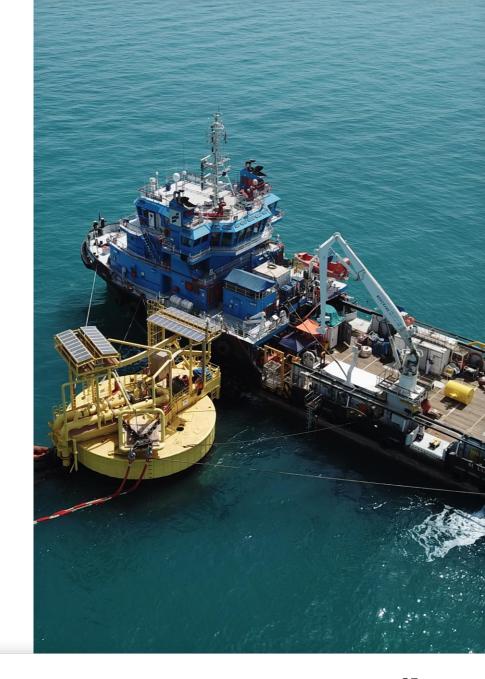




# **Overall Towage financials**

• Financials JVs on 100%

EUR mln	H1 21	H1 20	2020
Revenue	144	159	310
EBITDA	61	59	113
Operating result *	36	29	51
Net result *	23	13	21
Order book	1,141	1,322	1,081
Net debt	179	245	217







## **Holding & Eliminations**

- 2020: strong decline in non-allocated head-office costs due to COVID-19 measures
- Many cost measures still in place in H1 2021

EUR mln	H1 21	H1 20	2020
Revenue	-16	-13	-30
EBITDA	-9	-3	-17
Operating result	-13	-7	-25





## **Exceptional items**

■ H1 2020: none

2020: EUR 195 mln charges

- Impairments: EUR 184 mln

- Impairment of assets and investments in Smit Lamnalco and Asian Lift (EUR 123 mln)
- Impairment of assets, including 2 cutters (EUR 53 mln)
- Impairment intangibles & right-of-use assets (EUR 8 mln)
- Other: EUR 11 mln





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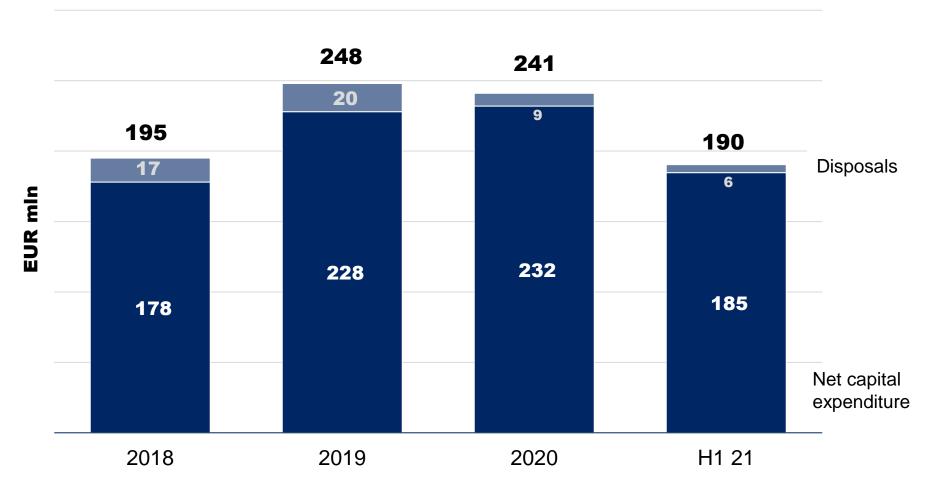
#### **Balance Sheet**

- Net investments of EUR 185 mln results in increase of Property, Plant & Equipment
- Gradual normalization in Net working capital with decline to: EUR 734 mln (YE '20: EUR 813 mln)
- Net financial position: EUR 213 mln net cash (YE '20: EUR 439 mln net cash)
- Solvency 50% (YE '20: 51%)

EUR mln	30/6/2021	31/12/2020
Property, Plant & Equipment	2,455	2,362
Intangibles & other Fixed Assets	357	304
JVs & Associated Companies	233	208
Current Assets	972	829
Cash & Equivalents	610	825
Total Assets	4,627	4,528
Group Equity	2,300	2,286
Interest bearing debt	397	386
Provisions & long term liabilities	195	185
Current liabilities	1,735	1,671
Total Equity & Liabilities	4,627	4,528



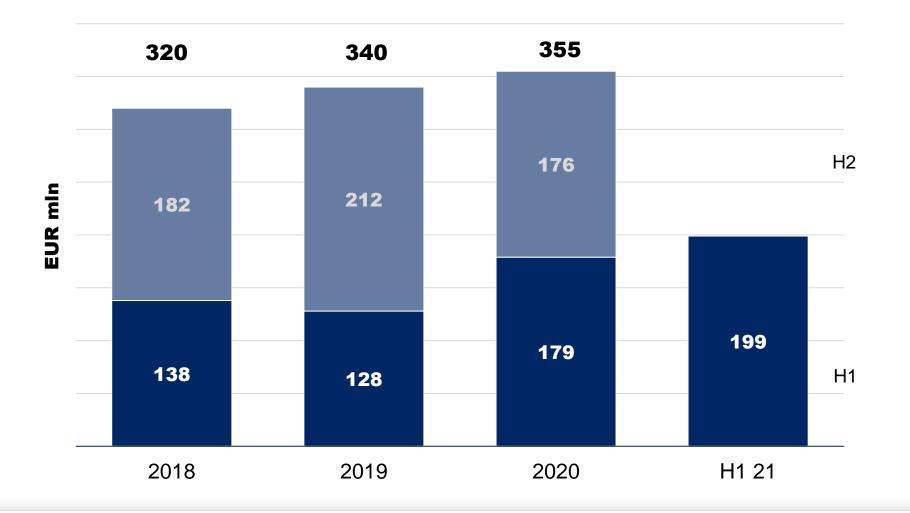
# **Capital Expenditure**







#### **Cash flow**







## **Cash flow**

EUR mln	H1 2021
Net group profit	70
Depreciation and amortization	129
Movement working capital	-82
Result JVs, net of dividends	-17
Income tax paid and others	-20
Cash from operating activities	80
Net capital expenditure	-185
Share buyback program	-19
Dividend 2020	-65
Lease payments	-17
Others	-20
Decline in net cash position:	-226





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## **Connecting to the Sustainable Development Goals**

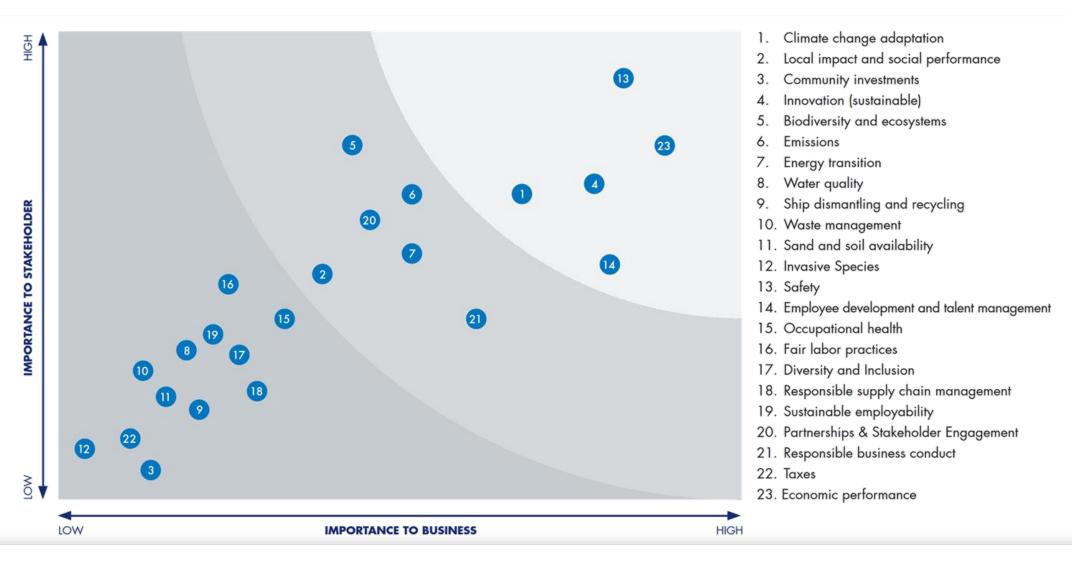


- Most relevant SDG's in relation to our activities:
  - SDG 7: Affordable and clean energy
  - SDG 8: Decent work and economic growth
  - SDG 9: Industry, innovation and infrastructure
  - SDG 13: Climate action
  - SDG 14: Life below water





#### **Boskalis materiality matrix**





# Sustainability strategy: overview

位

Guided by our purpose, business and contribution to the UN SDGs

What we do: core business contributes to global challenges

How we do it: 5 focus areas across the business

Foundation: Responsible business practices aligned with OECD

# CREATING AND PROTECTING WELFARE AND ADVANCING THE ENERGY TRANSITION















CORE BUSINESS AREAS
THAT CONTRIBUTE TO THE SDGs

**OUR SUSTAINABILITY FOCUS AREAS - HOW WE DO IT** 

**BIODIVERSITY** 

SAFETY

EMPLOYEE AND TALENT DEVELOPMENT SOCIAL IMPACT AND LOCAL COMMUNITIES CLIMATE CHANGE MITIGATION

**OUR RESPONSIBLE BUSINESS PRINCIPLES** 



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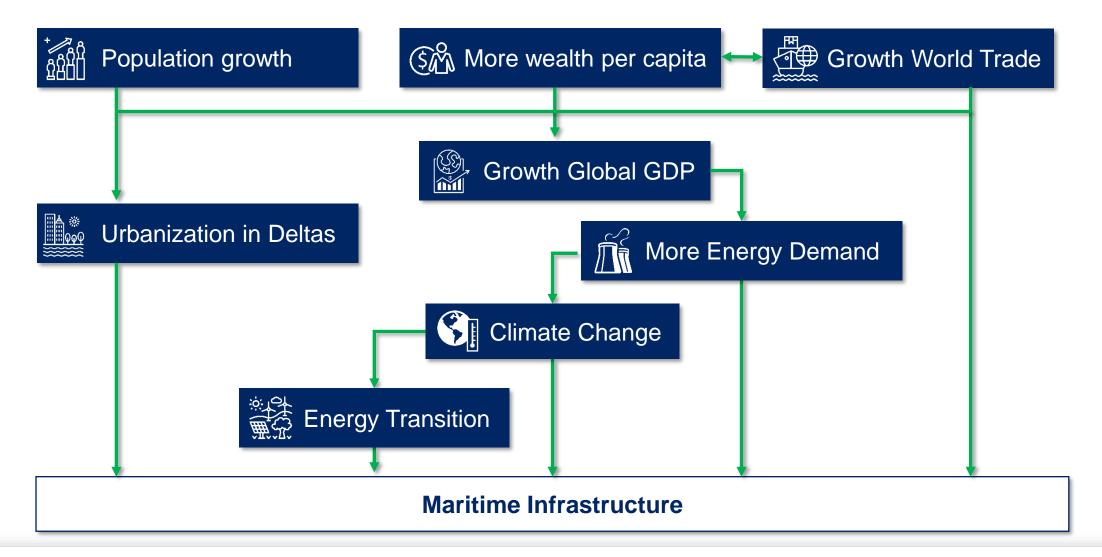
# **Corporate business plan**

- Corporate Plan 2020 2022 presented in March 2020
  - Business driver review, market developments & strategic framework
  - Plan impacted by COVID and market developments
  - Nonetheless good progress made in 2020
- Updated/new plan in March 2022 for the period 2022-2024.





# Forces driving our business





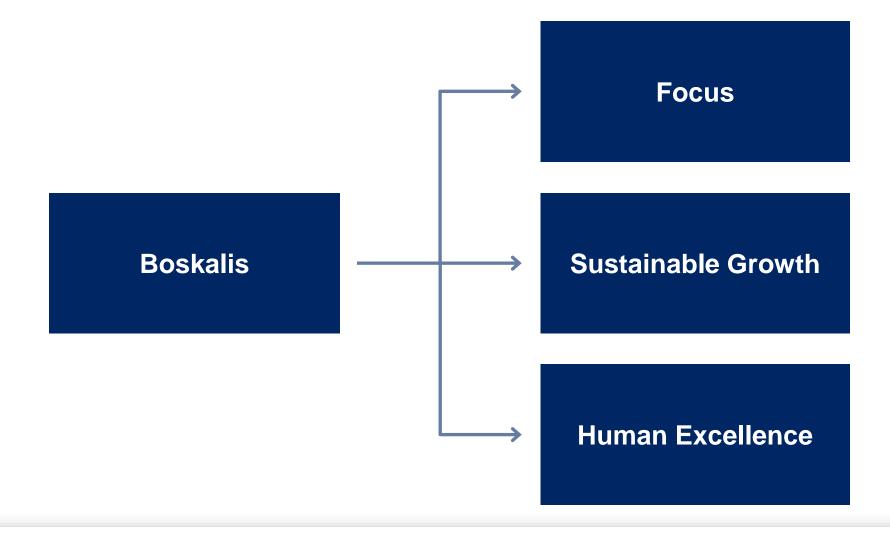
## **Boskalis business drivers**



Maritime infrastructure



# Strategic framework CBP 2020-2022





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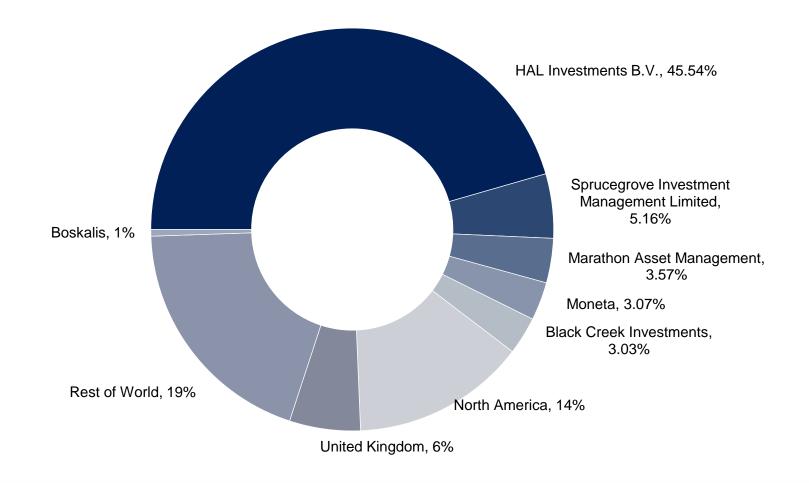
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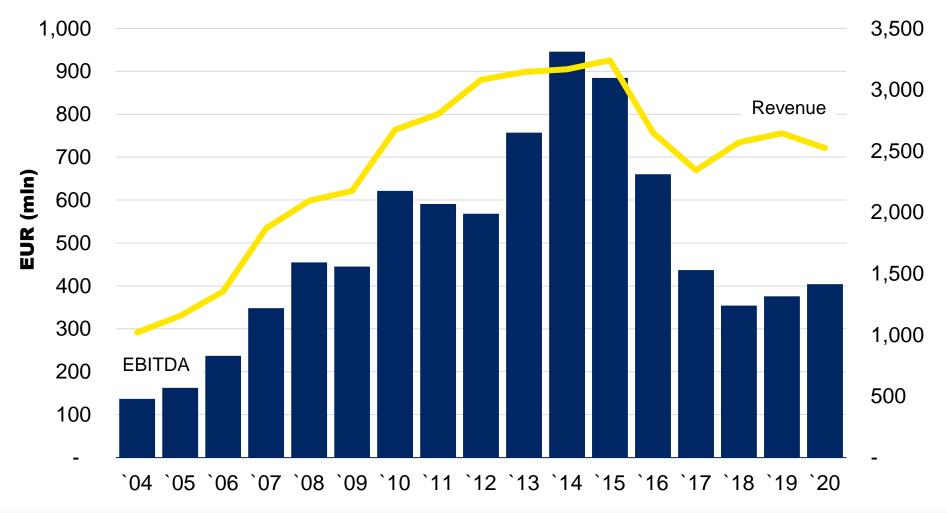
## **Shareholder base**







# **Revenue and EBITDA development**





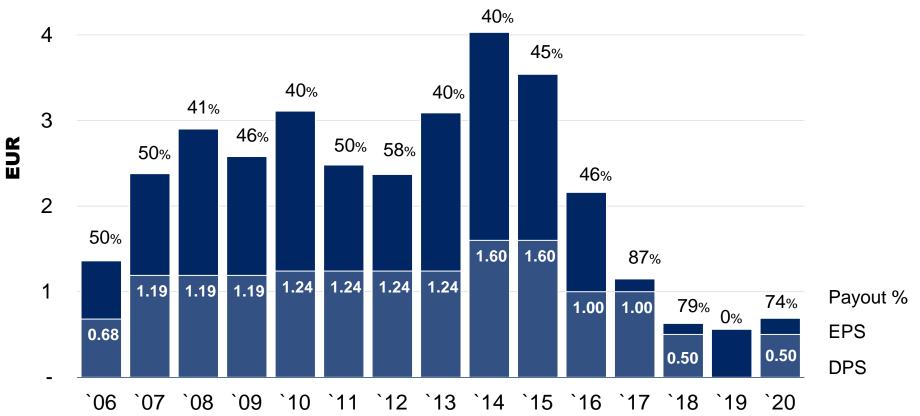


## **EPS & DPS**

5

#### Dividend policy

- distribute 40% to 50% of net profit
- aim to have a stable development when possible
- cash and/or shares (since `18 all cash)







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# **Our history**

- 1910: est. in Sliedrecht, roots of the Dutch dredging industry
- 1933: est. Westminster Dredging Company followed by major land reclamation projects in West Africa
- Post WW II; strong growth related to reconstruction and work in Australia, Canada and Middle East
- 1953: Delta Works following flood disaster in the Netherlands
- 80's and 90's: Various acquisitions (Breejenbout, Zanen Verstoep, Heinrich Hirdes, Baggermij Holland, Terramare). Also large land reclamation projects such as Chek Lap Kok airport Hong Kong and various developments in Singapore
- Recent acquisitions: SMIT Internationale (2010), MNO Vervat (2011), Dockwise (2013), Fairmount (2014), STRABAG Wasserbau (2016), Offshore activities VolkerWessels (2016), Gardline (2017), Bohlen Doyen offshore (2019), Horizon (2019), Rever (2020)



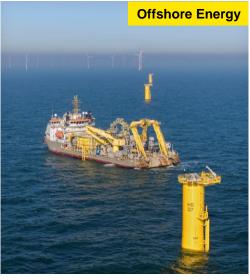


# Three business segments

- Dredging & Inland Infra
  - Construction & maintenance of ports & waterways, land reclamation and coastal defense
  - Earthmoving, roads, civil structures, soil remediation & improvement
- Offshore Energy
  - Key markets: renewables and O&G
  - Activities (market agnostic): Marine Survey, Subsea Services, Marine Transport & Services, Seabed Intervention, Heavy Lifting and Subsea Cables
- Towage & Salvage
  - Harbor Towage, Terminal Services, Salvage











#### **Our clients and solutions**

**Clients** 

**Solutions** 

Energy

O&G and wind energy companies, mining companies and related EPC contractors and subcontractors

Transport & Installation of floating and fixed structures for O&G and renewables, pipeline & cables, IRM, port construction, logistical management and terminal services

Ports

Government, port and terminal operators, shipping companies, insurance companies

Port design and construction, capital and maintenance dredging, breakwaters, towage services and salvage

✓ Infra

International project developers

Land reclamation; coastal and riverbank protection; road, rail, tunnel and bridge construction





# **Dredging & Inland Infra**

#### **Activities**

- Construction and maintenance of ports and waterways
- Land reclamation & Coastal / riverbank protection
- Dry earthmoving, road constructions, concrete works & soil improvement

#### (Selected) Client Base

- PORTS: Suez Canal Authority,
   Port of Rotterdam, Port of Melbourne
- ENERGY: Shell, Woodside, Qatar Petroleum
- INFRA: Dutch Ministry of Transport, Environmental agency





# **Dredging market characteristics**

#### **Market**

- High entry barriers
  - Capital intensive
  - Scale & versatility of fleet
  - Specialist staff
  - Fixed price contracting
  - Knowledge intense
  - Importance of track record
- Increasingly complex working environment and more client requirements

#### **Competitive Landscape**

- Total free market size ~ EUR 5 bln
- European Players (70-80% share)
  - Boskalis (NL)
  - Van Oord (NL)
  - De Nul (B)
  - DEME (B)
- Asia based: DCI (India), Penta Ocean (JP),
   Hyundai (S-K), Samsung (S-K), CCCC (China)
- USA based: Great Lakes
- Various regional/local players



### **Inland Infra market characteristics**

#### **Market**

- Boskalis primarily active in the Netherlands
- Local business
- Not capital intensive
- Focus on large complex projects

#### **Competitive Landscape**

 Dutch market: BAM, VolkerWessels, Heijmans, Strukton, Smaller local players

#### **Selected Dredging & II projects**

- Manila International Airport
- Singapore FP3
- Singapore Tekong Polder
- Suez Canal
- Gorgon LNG
- Maasvlakte 2
- Port Khalifa
- Ras Laffan
- Marker Wadden
- Markermeer dikes
- Sand Motor
- Various Room for the River projects





# **Offshore Energy**

#### **Markets & Activities**

- Key end markets: Renewables and Oil & Gas
- Mix of contracting and services
- Activities (market agnostic):
  - Marine Survey: geophysical & geotechnical
  - Subsea Services: IRM, SURF
  - Marine Transport & Services: Heavy Marine Transport, wet towage & marine services
  - Seabed Intervention: seabed preparation, landfalls and cable/pipeline protection
  - Heavy Lifting: Installation and removal of floating and fixed structures
  - Subsea Cables: Installation and repairs of export and array cables

#### **Active through**

Boskalis (former Dockwise, VBMS, Fairmount) and Gardline / Horizon





# **Offshore Energy**

#### Renewables

#### Oil & Gas

Marine Survey



Site specific geophysical and geotechnical survey, environmental and UXO survey

Subsea Services



IRM & light construction with air and saturation diving and ROV services

Marine Transport & Services



Transport of floating & fixed foundations and substations

Dry transport of heavy structures, wet tow of floating structures, offshore services with AHTs, CSVs & barges

Seabed Intervention



Seabed preparation and subsea rock installation for cable and scour protection

Seabed preparation, subsea rock installation, landfall construction, pipe pulls

**Heavy Lifting** 



Installation of floating & fixed foundations and substations

Installation and removal of floating & fixed structures

Subsea Cables



Installation and repairs of export and array cables

Installation of cables for electrification projects



# Offshore Energy market characteristics

#### (Selected) Client base

- Majors
  - Equinor
  - Shell
  - Total
  - Chevron
  - ConocoPhilips
  - Ørsted
- Tier 1 Offshore contractors
  - Saipem
  - Heerema
  - Technip

#### **Projects**

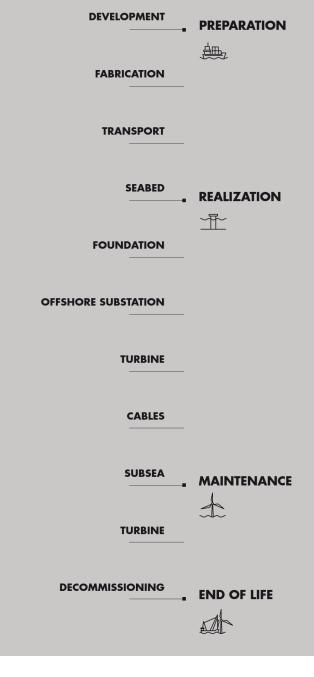
- Contracting
  - Aasta Hansteen topside float-over installation
  - Pipeline intervention Statoil (Norway)
  - Landfall installation Ichthys (Australia)
  - FPSO installation MODEC (Brazil)
  - Wikinger OWF Iberdrola (Europe)
  - Balance of Plant OWF Aberdeen (Europe)
  - OWF cables Borssele Alpha & Beta (Europe)
- Services
  - Subsea IRM & construction Maersk Oil (Denmark)
  - Offshore support to Heerema, Saipem,
     Seaway Heavy Lifting (Gulf of Mexico and North Sea)





# **Broad range of capabilities**

- Geophysical and geotechnical surveys
- Unexploded ordnance detection and removal
- Diving and ROV services
- Foundation transport and installation
- Substation transport and installation, often in combination with;
- Scour protection, seabed preparation and (solid) ballasting solutions
- Boulder clearance & trenching
- Subsea array and export cable installation, including burial
- Cable repair
- Decommissioning





# Versatile fleet to service the offshore wind industry



1 ANCHOR HANDLING TUGS



15 SEMI-SUBMERSIBLE OCEAN GOING BARGES



2 HEAVY LIFT VESSE Up to 4,000 t



SEMI-SUBMERSIBLE
HEAVY TRANSPORT VESSELS
Up to 117,000 DWT



DIVING SUPPORT VESSELS
Air/sat diving, ROV



FLOATING SHEERLEG / CRANE BARGES
Up to 5,000 t



OCEAN TOWAGE TUGS



MULTI PURPOSE /
CABLE-LAYING VESSELS
Up to 7,500 DWT
5,000 t turntable capacity



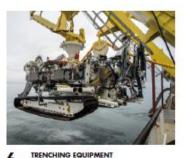
3 FALLPIPE VESSELS Up to 24,000 DWT



CONSTRUCTION SUPPORT VESSELS
Up to 403 T BP



17 SURVEY VESSELS



6 IKENCHING EQUIPME



# Involved in nearly 100 offshore wind farms world-wide

- Present in all high activity regions:
  - NW Europe
  - East Coast USA
  - Taiwan
- Proven track record in:
  - Fixed base and
  - Floating wind farms
- Rapidly growing prospects pipeline in Europe and USA for 2024 and beyond





# OUR OFFSHORE WIND ACTIVITIES IN NORTHWEST EUROPE

Highlighted projects:









**ABERDEEN BAY** 

**EAST ANGLIA** 

**BORSSELE ALPHA/BETA** 

**DOLWIN BETA & GAMMA** 



# OUR OFFSHORE WIND ACTIVITIES IN THE USA



OUR OFFSHORE WIND ACTIVITIES IN TAIWAN







YUNLIN

CHANGFANG & XIDAO



# **Towage & Salvage**

#### **Activities**

- Harbor Towage and Terminal services
  - Activities within strategic partnerships / JV
  - Escorting, berthing & unberthing of seagoing vessels, Pilotage, Launches, Line handling, Fire fighting, Maintenance, Beaconing
- Salvage
  - Emergency response, wreck removal & environmental protection
  - Global coverage from Rotterdam, Houston, Cape Town & Singapore

#### **Active through**

- Harbor Towage (Keppel Smit Towage) and Terminals (Smit Lamnalco)
- Salvage: SMIT





# **Towage & Terminals**

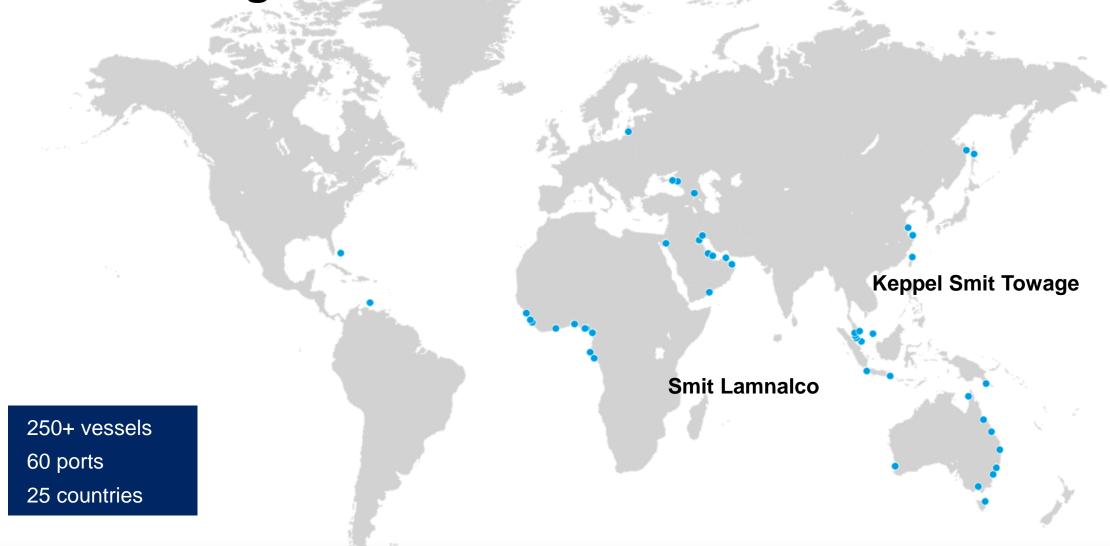
#### **Clients & Locations**

- PORTS: International shipping companies, shipping agents in Singapore, Malaysia
- ENERGY (Terminal Services): IOCs, NOCs, mining companies in remote regions like Caribbean, West Africa, East Africa, Australia, Northwest Europe, Southeast Asia





# Harbor towage & terminals JVs





# Harbor Towage & Terminals market characteristics

#### **Harbour Towage:**

- 10s 100s clients per port
- Pay per tow with indexation
- International shipping companies & agents
- Growth determined by local port growth

#### **Terminal Services**

- One client (O&G major) per port
- Multi year day rate based with indexation
- Growth through new terminal contracts
- IOCs, NOCs, mining companies





# Salvage projects

#### **Clients & Recent Projects**

- Ship owners, governments and insurance companies
- High profile projects:
  - Costa Concordia oil removal contract (Italy 2012)
  - MSC Flaminia (2012)
  - Kulluk (2012/13)
  - USS Guardian (2013)
  - SEP Orion (2013)
  - Perro Negro (2013/15)
  - Baltic Ace (2014/15)
  - Modern Express (2016)

- CSCL Indian Ocean (2016)
- TS Taipei (2017)
- Maersk Honam (2018)
- Kokuka Courageous (2019)
- Front Altair (2019)
- Golden Ray (2019)
- Wakashio (2020)
- Ever Given (2021)
- Eemslift Hendrika (2021)





# Salvage market characteristics

#### **Market**

- Emergency & Environmental response
  - Strong global network for tug boats
  - Speed to get to casualty first
  - (Environmental) track record
  - Reputation with insurance & shipping co's
  - Contract structure: LOF / SCOPIC (cost plus)
- Wreck removal
  - Access to (own) assets
  - Engineering & Innovation
  - Cost estimating know how
  - Track record
  - Contract structure: LOF and fixed price

#### **Competitive Landscape**

- Global players:
  - SMIT
- Many small local players for simple casualties



# **Selected Dredging & Inland Infra projects**









# **Selected Offshore Energy projects**









# **Selected Salvage projects**









