NMDC ENERGY




1Q 2025

# Management Discussion and Analysis (MD&A)



# Content


1 Key Highlights

Pg. 3

2 Financial Results

Pg. 4

3 Backlog and Awarded Projects

Pg. 6

4 Recent Events

Pg. 7

5 Sustainability and HSE

Pg. 8

# Key Highlights

## 1Q25 Overview and KPIs

**Revenue**

**AED 3.7 bn**

75% increase (Y-o-Y)

**EBITDA**

**AED 309 mn**

35% increase (Y-o-Y)

**Net Profit**

**AED 217 mn**

25% increase (Y-o-Y)

**Secured Backlog**

**AED 56.3 bn**

12% increase (Y-o-Y)

**Earning per Share**

**AED 0.04**

25% increase (Y-o-Y)

**Awarded Projects (1Q25)**

**AED 13.9 bn**



**Cash**

**AED 3.0 bn**

**Total Equity**

**AED 4.8 bn**

**Total Assets**

**AED 16.3 bn**

**Free Cash Flow**

**AED (470) mn**

**Capex**

**AED 101 mn**

**Net Working Capital**

**AED (1.0 bn)***

*Current assets - current liabilities (excluding cash and debt)

# Financial Results

## 1Q25 Income Statement

| AED(million) | 1Q25 | 1Q24 | Y-o-Y |
|---|---|---|---|
| Revenue | 3,735 | 2,135 | 75% |
| EBITDA | 309 | 230 | 35% |
| *EBITDA Margin* | *8.3%* | *10.8%* | |
| Net Profit after Tax | 217 | 174 | 25% |
| *Net Profit Margin* | *6%* | *8%* | |
| Attributable Net Profit | 216 | 173 | 25% |
| Minorities | 1 | 0 | 60% |

- NMDC Energy kicked-off the year on strong footing, with revenues soaring 75% Y-o-Y to reach AED 3.7 billion in 1Q25, to mirror higher projects execution during the quarter. This buoyant growth in revenues reflects NMDC Energy's strategy which focuses on cementing and cherishing its local presence while pushing for regional expansion and diversification.

- EBITDA grew a solid 35% Y-o-Y to record AED 309 million in 1Q25, with EBITDA margin at 8.3%, lower Y-o-Y; reflecting early execution stage of some of projects, as revenue booking is based on percentage of completion.

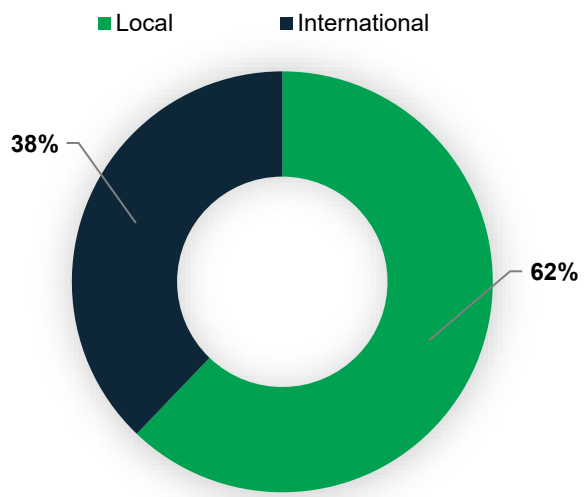
- Net profit after tax reached AED 217 million, up 25% Y-o-Y; on strong revenue growth and contained G&A expenses.

- Revenue contribution from local versus International operations was broadly flat Y-o-Y, with revenues generated from local projects representing 62% of total revenues, versus 38% from international operations in 1Q25. In 1Q24, local revenue generated represented 60% of total revenues; while international operations' revenues represented the remaining 40%.

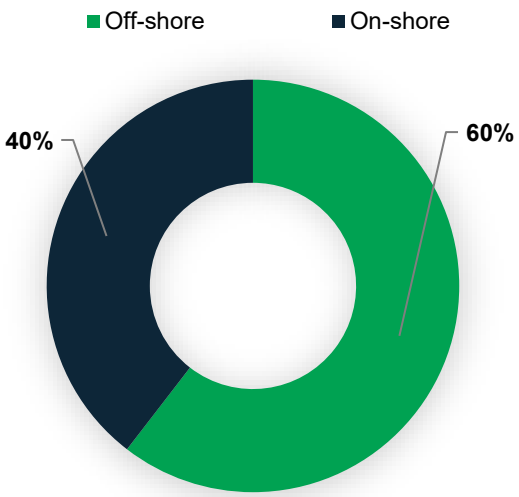
- On-shore revenues contribution to total revenues improved Y-o-Y, with revenues generated from on-shore grew to represent 40% of total revenues, while off-shore revenues represented 60% in 1Q25. Meanwhile, on-shore revenues represented 28% in 1Q24, and off-shore represented the remaining 72%.

## Revenue Breakdown

### Local Vs. International




### Off-shore Vs. On-shore



# Financial Results

## 1Q25 Balance Sheet and Cash Flow Statements

### BALANCE SHEET

| AED(million) | Mar-25 | Dec-24 | YTD |
|---|---|---|---|
| Cash | 2,969 | 4,215 | -30% |
| Total Equity | 4,754 | 5,219 | -9% |
| Net Cash | 2,455 | 3,635 | -32% |
| Total Assets | 16,331 | 16,535 | -1% |

- Cash and Bank Balances came at AED 3.0 billion at the end of March 2025, mainly reflecting dividends payment of AED700 million, payments to suppliers and loan repayments. Accordingly, net cash position declined to AED2.5 billion by the end of the quarter.

- Equity stood at AED4.8 billion at the end of the 1Q25, down 9% from December 2024, as the quarter included the distribution of AED700 million of cash dividends distribution; and despite the increase resulting from 1Q25 net profits.

### FREE CASH FLOW

| AED(million) | 1Q25 | 1Q24 |
|---|---|---|
| Cash Flow from Operations | (369) | 457 |
| Capital Expenditures | (101) | (108) |
| **Free Cash Flow** | **(470)** | **348** |

### NET WORKING CAPITAL

| AED(million) | Mar-25 | Dec-24 |
|---|---|---|
| Inventories | 245 | 250 |
| Trade and other receivables | 5,736 | 5,033 |
| Contract Assets | 3,352 | 3,106 |
| Other Current Assets | 9 | 12 |
| Trade & Other Payables | (9,212) | (8,745) |
| Contract Liabilities | (798) | (937) |
| Other Current Liabilities | (357) | (372) |
| **Net Working Capital** | **(1,025)** | **(1,653)** |

*Net working Capital calculations excludes cash and borrowings and includes financial assets

- Free Cash Flow came at AED (470) million; largely attributed to cash from operations of AED (369) million, which was driven mainly by negative working capital; and Capex spending of AED 101 million.

- Net Working Capital came at AED (1.0) billion, as the pace of the increase in trade receivables and contract assets was higher than the increase in trade payables.The increase in receivables and contract assets, was predominately due to the strong execution progression of projects during the quarter.

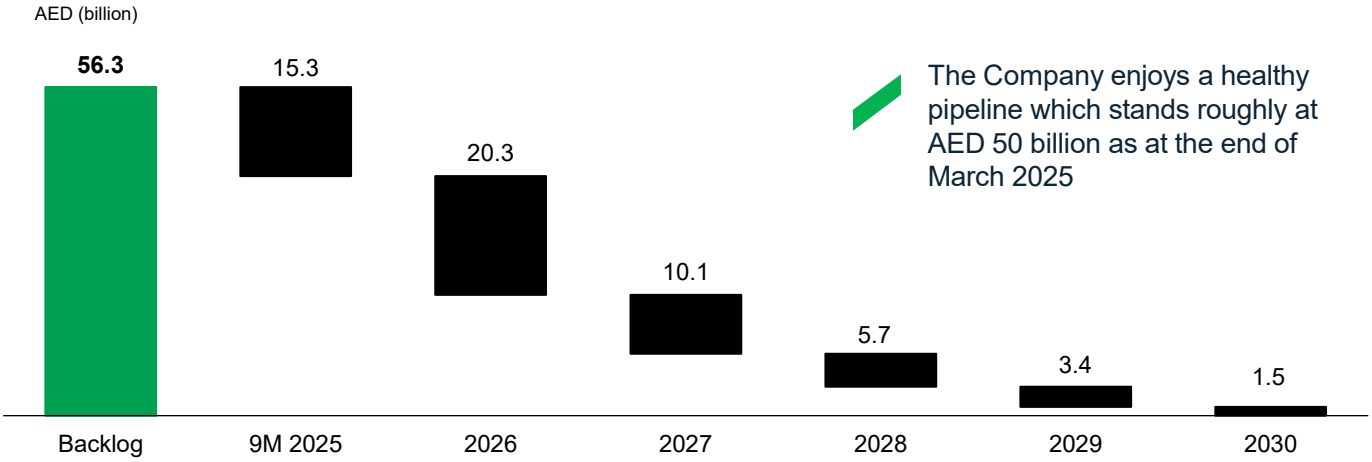
- Capex spending of AED 101 million during 1Q25 includes mainly KSA yard on going costs and the addition of various equipment and the vessels upgrade.

# Backlog and Project Awards

| | | |
|---|---|---|
| EPC Work - off-shore project | UAE | AED 9.7 billion |
| EPC Work - subsea gas pipeline | TaiPower Taiwan | AED 4.2 billion |
| **Total Awarded Projects in 1Q25** | | **AED 13.9 billion** |

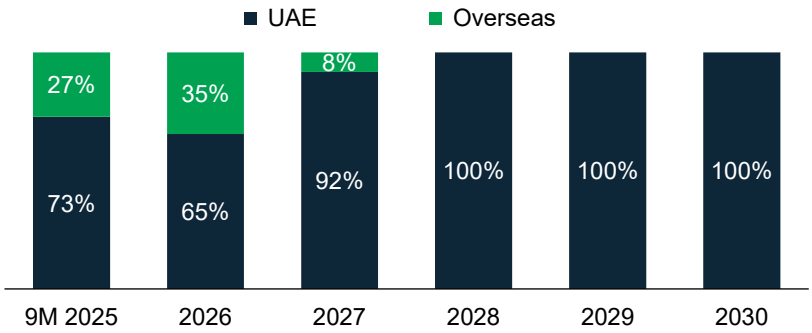
**AED 13.9 bn**
Awarded Projects

## Expected backlog unwinding (AED billion)



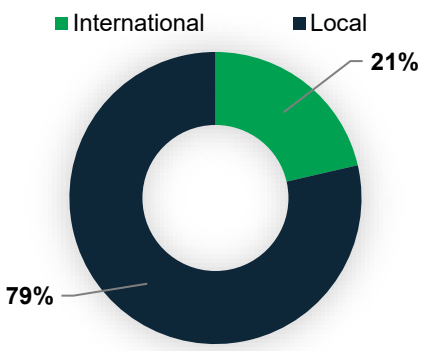

The Company enjoys a healthy pipeline which stands roughly at AED 50 billion as at the end of March 2025

## Backlog unwinding Local Vs. International

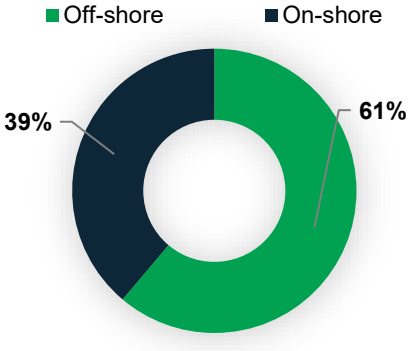



## Backlog Breakdown

### Local Vs. International




### Off-shore Vs. On-shore



# Recent Events

## 1Q25 Key Developments and Achievements

**USD 2.6 billion Award**

### A 3-year extension for the Long-Term Agreement with Aramco

NMDC Energy continues to strengthen its long-lasting relationship with Aramco, with a 3-year extension to its Long-Term Agreement ("LTA") and an option for an additional 3 years. NMDC Energy has been involved in multiple projects with Aramco since their previous LTA was signed in 2016. The services provided by NMDC Energy under the LTA cover detailed engineering, material procurement, fabrication, transportation, installation, and pre-commissioning of offshore facilities in connection with projects to be executed within Saudi Arabian territorial waters.

### Taiwan Pipeline Project

In January 2025, NMDC Energy has been awarded a contract by Taiwan Power Company (Taipower) for the installation of subsea gas pipelines, for the second-phase renewal project of the Tung-Hsiao Power Plant in Taiwan. NMDC Energy will be responsible for the design, construction, and installation of marine pipelines at depths ranging from 10 to 55 meters, extending between Taichung and Tung-Hsiao on Taiwan's west coast. This massive project, valued at $1.136 billion, enhances NMDC Energy's presence in Taiwan and actively supports its contributions to renewable energy initiatives.



### Major Project Award in 1Q25

NMDC Energy was awarded a AED9.7 billion local project in March 2025. The project involves off-shore EPC work and is expected to be completed within 57 months commencing 31st March 2025. This comes as a testament for NMDC Energy's operational excellence and resilient long-standing relationship with our clients.




### NMDC Energy MSCI Inclusion

NMDC Energy was successfully qualified and included in MSCI Small Cap. Index (the Global provider of equity, fixed income, real estate indices) during their rebalancing event in February 2025; thus, resulting in passive funds flow during the period. The inclusion comes post NMDC Energy's listing in September 2024.




### NMDC Energy Inaugurated KSA Yard

In January 2025, NMDC Energy inaugurated its state-of-the-art fabrication yard in Ras Al Khair Special Economic Zone in Saudi Arabia, with investment value of AED 200 million. The 400,000 sqm yard will provide off-shore facilities fabrication as well as on-shore modularization. This includes the construction of off-shore facilities, structures, design and assembly of modular (pre-fabricated) units on-shore.

# Sustainability and Health, Safety & Environment

## Sustainability

### Environmental Preservation




NMDC Energy's Projects include mangrove rehabilitation, bird nesting platforms, and protecting turtle nesting areas. The company updates its emissions inventory using the GHG Protocol to reduce emissions across operations and supply chains (Scope 1, 2, and 3).

### Energy Efficiency



NMDC Energy is transitioning to cleaner electricity, including electrifying construction yards, with a goal of 25-30% energy savings by 2027. Infrastructure upgrades are guided by its Energy Savings Action Plan, with significant investments already deployed.

### Sustainability Governance



A robust governance framework is led by a Sustainability & ESG Committee and supported by Sustainability Champions across departments. Plans include creating a dedicated Sustainability Team to advance ESG performance.

## Health, Safety & Environment

### ARAMCO 2nd Offshore Project Quality Forum

Successfully hosted the ARAMCO 2nd Offshore Project Quality Forum. The event was attended by ARAMCO, major contractors, and equipment suppliers from around the world.

### ISO 9001

Ras Al Khair Fabrication Yard have recently achieved certification to ISO 9001. And started the process for the subsequent prequalification “ARAMCO's 9com”.

# Disclaimer

This document might include forward-looking statements. The forward-looking statements contained in this document speak only as of the date of this document. These forward-looking statements involve known and unknown risks and uncertainties, many of which are beyond the control of NMDC Energy (the Company) and all of which are based on current beliefs and expectations about future events. Forward-looking statements are sometimes identified by the use of forward-looking terminology such as “believe”, “expects”, “may”, “could”, “should”, “shall”, “risk”, “intends”, “estimates”, “aims”, “plans”, “predicts”, “continues”, “assumes”, “positioned” or “anticipates” or the negative thereof, other variations thereon or comparable terminology. These forward- looking statements include all matters that are not historical facts. They appear in a number of places throughout this document and include statements regarding intentions, beliefs and current expectations concerning, among other things, results of operations, financial standing, liquidity, prospects, growth, strategies, and dividend policy and the industry in which the Company operates.

These forward-looking statements and other statements contained in this document regarding matters that are not historical facts as of the date of this document involve predictions. No assurance can be given that such future results will be achieved. There is no obligation or undertaking to update these forward-looking statements contained in this document to reflect any change in the expectations or any change in events, conditions, or circumstances on which such statements are based unless required to do so: (i) as a result of an important change with respect to a material point in this document; or (ii) by applicable laws of the UAE.

Actual events or results may difer materially as a result of risks and uncertainties that the Company faces. Such risks and uncertainties could cause actual results to vary materially from the future results indicated, expressed, or implied in such forward-looking statements.

# Investor Relations

**Hanzada Nessim**
Group Head of Investor Relation & Financial Communications
hanzada.nessim@nmdc-group.com

**Investor Relations Email**
ir@nmdc-group.com

**Address**
35th Floor, T3 Etihad Tower, Abu Dhabi

**Phone**
+971 2 6990000


NMDC
ENERGY