



# ENETI

Eneti Inc.  
Second Quarter 2022 Earnings Presentation  
August 3, 2022



# Disclaimer

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This presentation includes “forward-looking statements” within the meaning of the safe harbor provisions of the United States Private Securities Litigation Reform Act of 1995. These forward-looking statements reflect Eneti Inc.’s (“Eneti’s”) current views with respect to future events and financial performance. The words “believe,” “anticipate,” “intend,” “estimate,” “forecast,” “project,” “plan,” “potential,” “may,” “should,” “expect” and similar expressions identify forward-looking statements. The forward-looking statements in this presentation are based upon various assumptions, many of which are based, in turn, upon further assumptions, including without limitation, management’s examination of historical operating trends, data contained in Eneti’s records and other data available from third parties. Although Eneti believes that these assumptions were reasonable when made, because these assumptions are inherently subject to significant uncertainties and contingencies which are difficult or impossible to predict and are beyond Eneti’s control, Eneti cannot assure you that it will achieve or accomplish these expectations, beliefs, projections or future financial performance.

Risks and uncertainties include, but are not limited to, the failure of counterparties to fully perform their contracts with Eneti, the strength of world economies and currencies, general market conditions, including fluctuations in charter hire rates and vessel values, changes in demand in the WTIV markets, changes in Eneti’s operating expenses, including bunker prices, drydocking and insurance costs, the fuel efficiency of our vessels, the market for Eneti’s vessels, availability of financing and refinancing, charter counterparty performance, ability to obtain financing and comply with covenants in such financing arrangements, changes in governmental and environmental rules and regulations or actions taken by regulatory authorities including those that may limit the commercial useful lives of wind turbine installation vessels, potential liability from pending or future litigation, general domestic and international political conditions, potential disruption of shipping routes due to accidents or political events, changes in demand for wind turbine installation vessels, and other important factors described from time to time in the reports Eneti files with, or furnishes to, the Securities and Exchange Commission, or the Commission, and the New York Stock Exchange, or NYSE. Eneti undertakes no obligation to update or revise any forward-looking statements. These forward-looking statements are not guarantees of Eneti’s future performance, and actual results and future developments may vary materially from those projected in the forward-looking statements.

Earnings before interest, taxes, depreciation and amortization (“EBITDA”), earnings before interest and taxes (“EBIT”), adjusted net income and related per share amounts, as well as adjusted EBITDA, adjusted EBIT and TCE Revenue are non-GAAP performance measures that the Company believes provide investors with a means of evaluating and understanding how the Company’s management evaluates the Company’s operating performance. These non-GAAP financial measures should not be considered in isolation from, as substitutes for, nor superior to financial measures prepared in accordance with GAAP.

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# Agenda

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1. Q2-2022 Highlights
2. Commercial & Market Update
3. Financial Highlights
4. Conclusion
5. Q&A





# 1. Q2-2022 Highlights





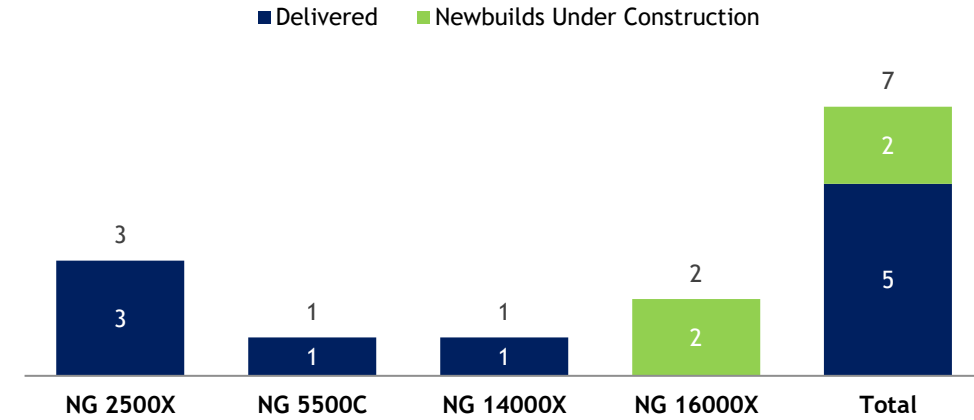
# Q2 2022 Highlights

## Highlights

### Q2-22 Financial Results

- EBITDA of \$60.1 million / Net Income of \$57.7 million <sup>(1)</sup>
- Excluding the unrealized gain on equity investments EBITDA of \$31.7 million / Net Income of \$24.2 million<sup>(2)</sup>
- Dividend of \$0.01 per share
- In May 2022, closed the previously announced \$175.0 Million Credit Facility
- Simultaneous to the drawdown the Company repaid the amounts outstanding under the \$60.0 Million ING Revolving Credit Facility and the \$70.7 Million Redeemable Notes

## Eneti WTIV Fleet & Newbuilds



## Selected Customers



1) Please see the explanation of Non-GAAP Measures in Company's earnings release  
 2) Excludes an unrealized gain of \$28.5 million related to the Company's equity investment in Scorpio Tankers

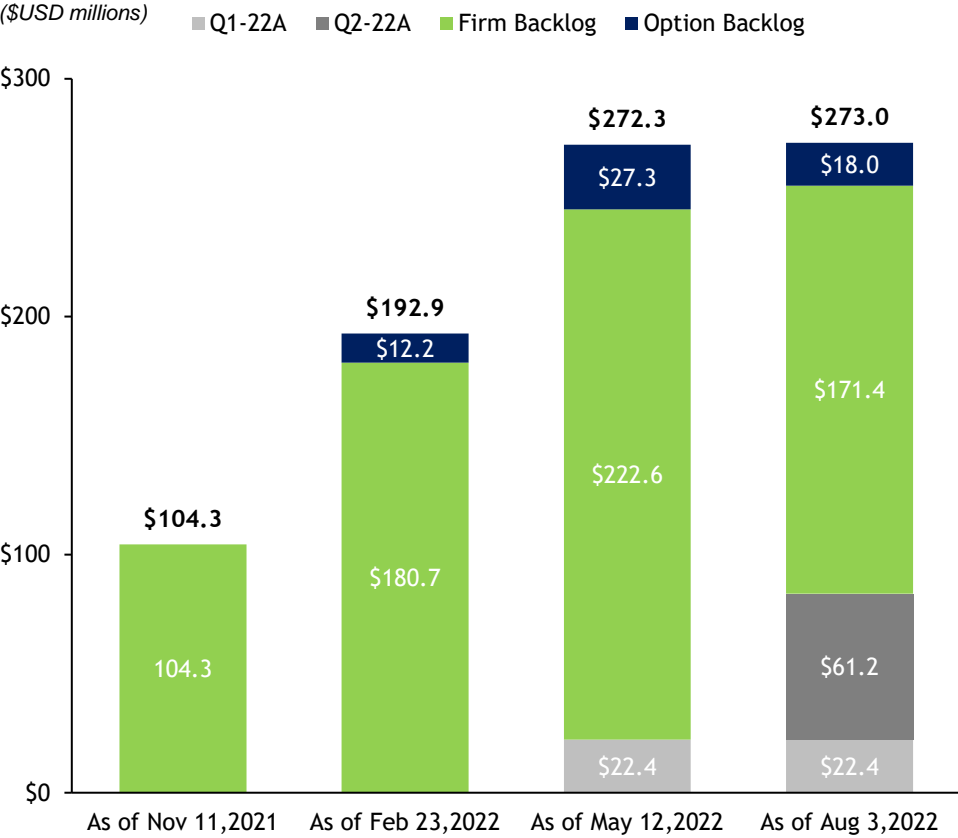


## 2. Commercial & Market Update

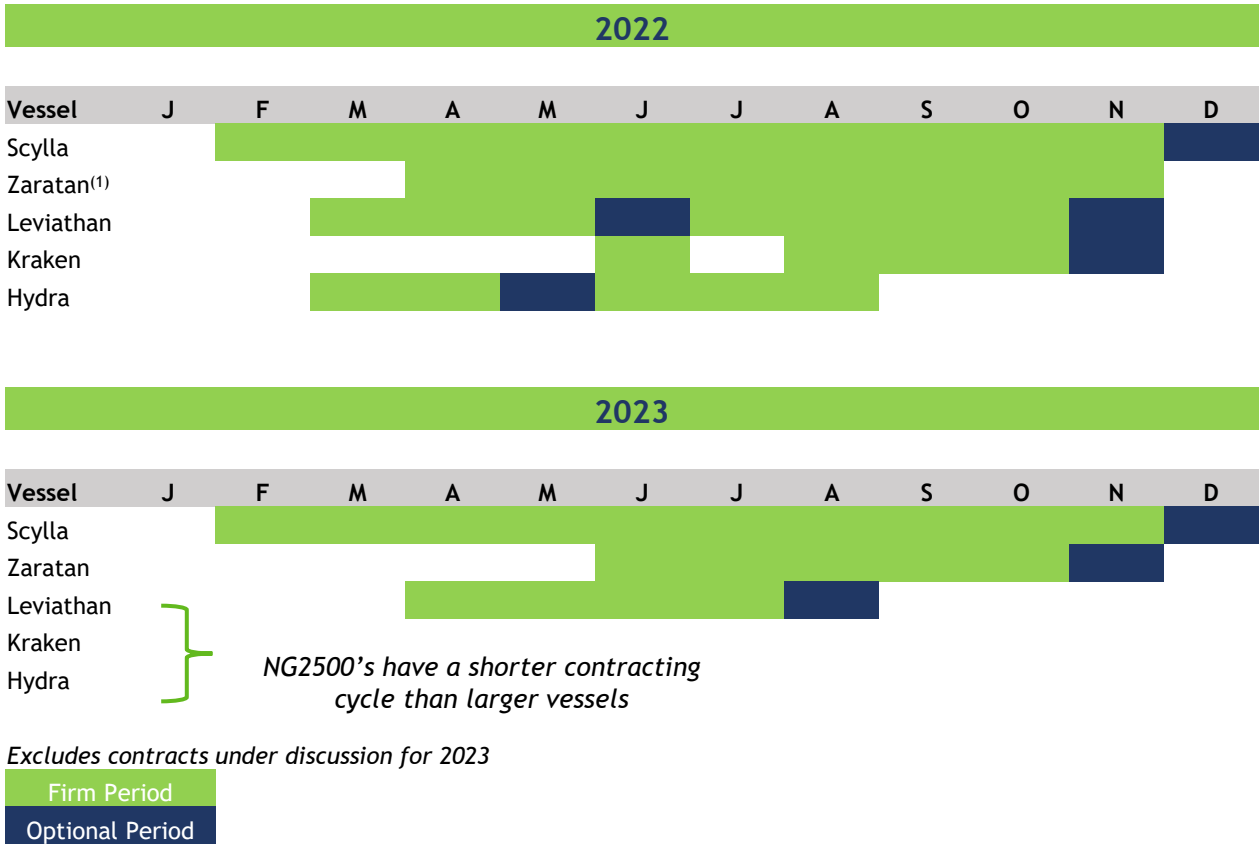


# Revenue Backlog & Project Pipeline

Revenue Backlog for 2022-2023



Project Pipeline as of August 3, 2022



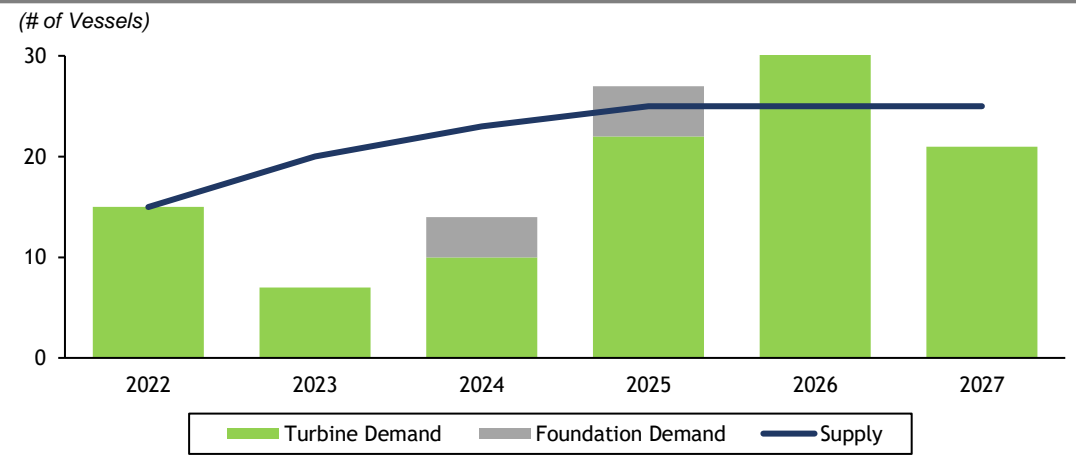
Some contracts are denominated in foreign currency and the USD being presented may therefore change. Revenue backlog excludes project costs and contracts under discussion.  
 1) Extended the contract for the Akita Noshiro project in Japan from April through June to April through November 2022.



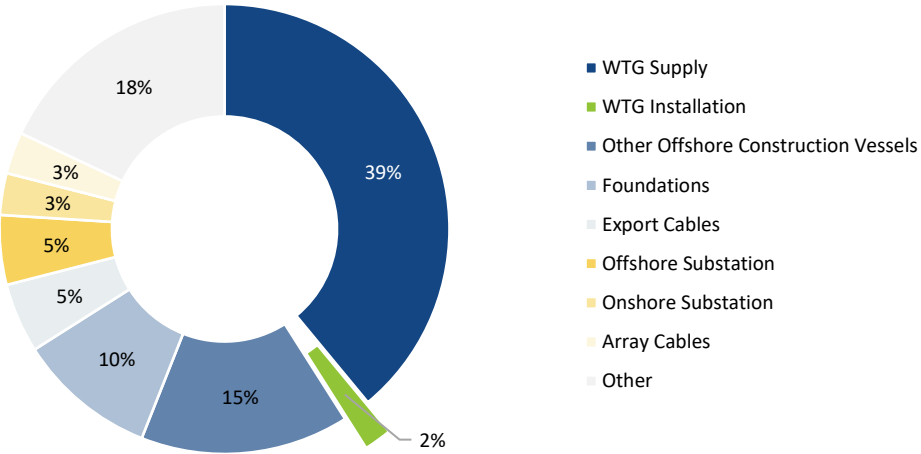
# WTIV's: A Bottleneck in the High Growth Offshore Wind Industry

- Turbine installation only accounts for ~2% of the offshore wind farm CapEx, yet is critical to first power
- As the demand for WTIV's increases in new markets such as Asia and North America, supply will become increasingly tight
- As turbines increase in size, the number of capable installation vessels declines

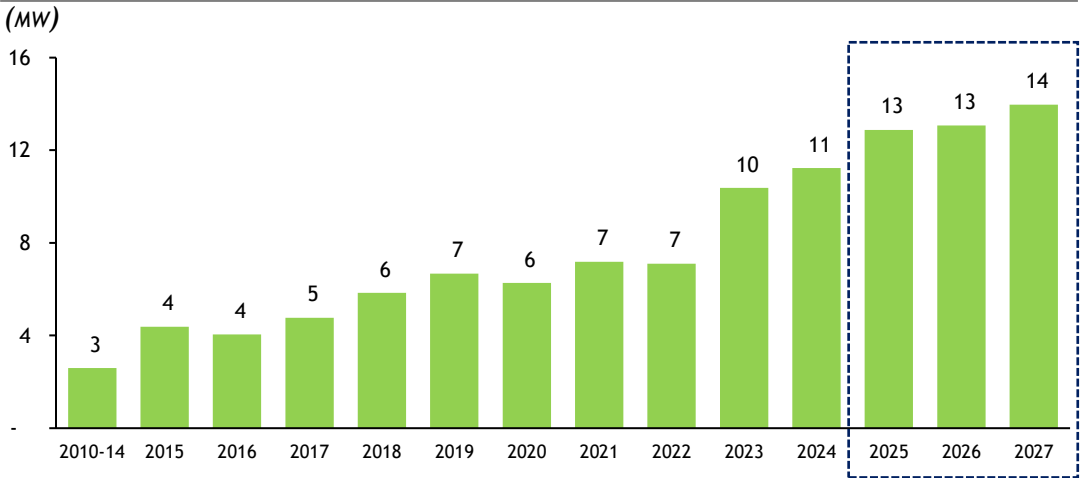
Supply/Demand for All Turbine Sizes & Vessels (1)



Small but Critical Cost in a High Growth Industry (2)



Average Offshore Wind Turbine Size (2)



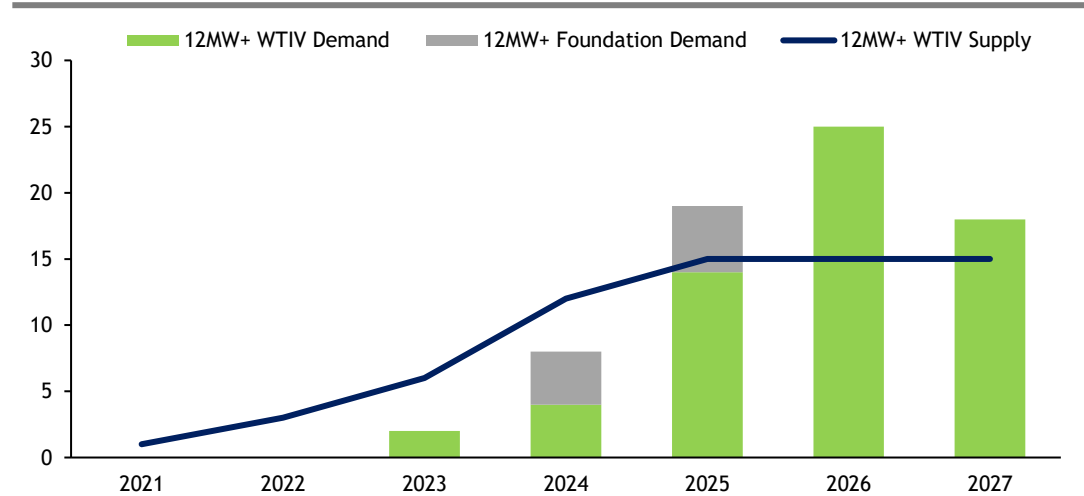
1) 4C Offshore April 2022 Chart includes Dominion Jones Act newbuild and excludes Chinese projects, floating projects and projects <15m water depth. Also, Japanese projects starting turbine installation in 2023 and later excluded. It is assumed that once the new Japanese builds are online, the Japanese market will be a self-served close market.  
 2) 4C Offshore April 2022



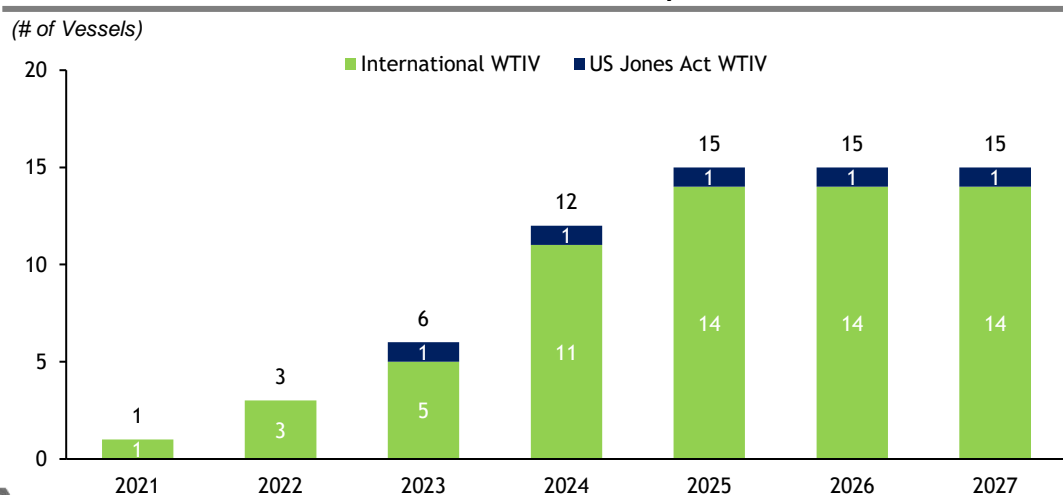
# Significant Demand for 12MW+ Capable WTIVs & Limited Supply

- Despite additional newbuild orders and vessel upgrades, demand for 12MW+ capable vessels outpaces supply from 2025 onwards
- Increasing newbuilding prices and limited remaining vessels capable of upgrading for 12MW+ expected to keep supply subdued
- Favorable supply/demand outlook expected to increase daily vessel earnings

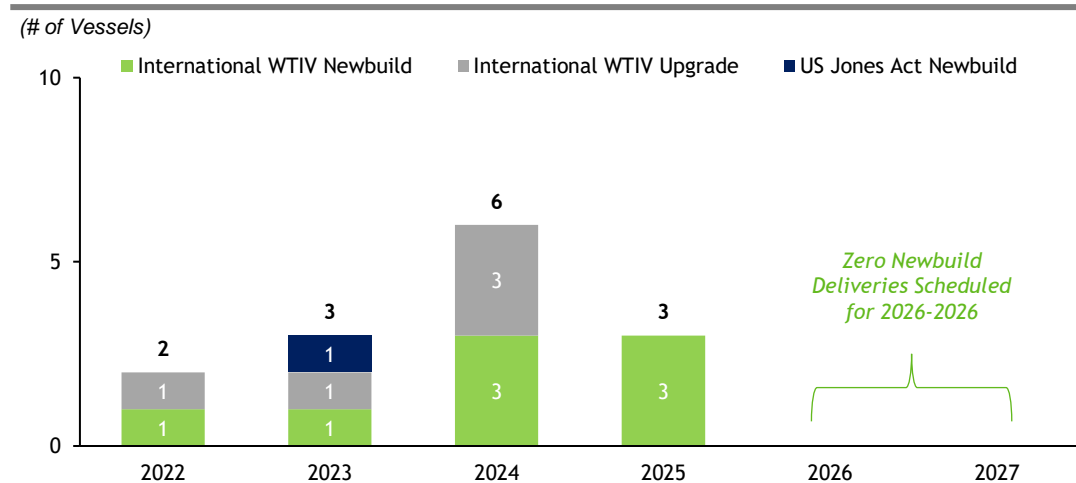
Supply/Demand for 12MW+ Projects & Capable Vessels (1)



12MW+ WTIV Fleet Development(1)



12MW+ WTIV Newbuild & Upgrade Delivery Schedule(1)



1) 4C Offshore April 2022 - Chart includes Dominion Jones Act newbuild and excludes Chinese projects, floating projects and projects <15m water depth. Also, Japanese projects starting turbine installation in 2023 and later excluded. It is assumed that once the new Japanese builds are online, the Japanese market will be a self-served close market.

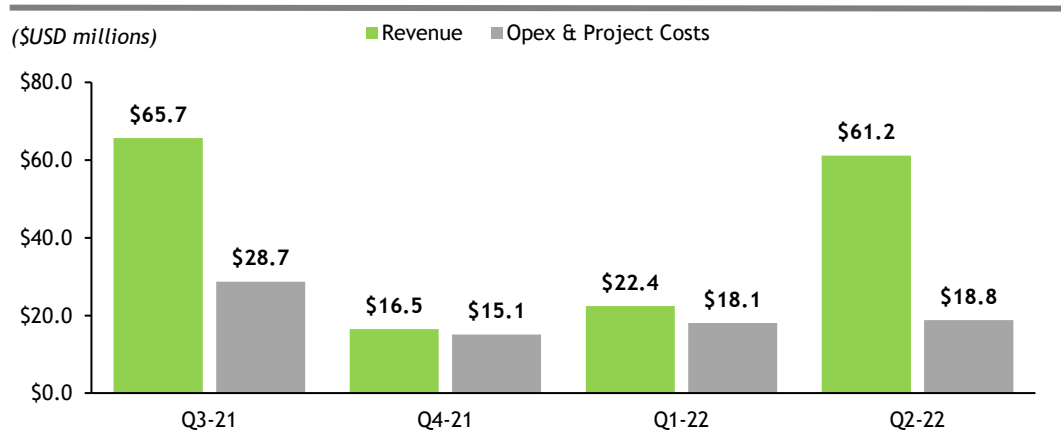
# 3. Financial Highlights



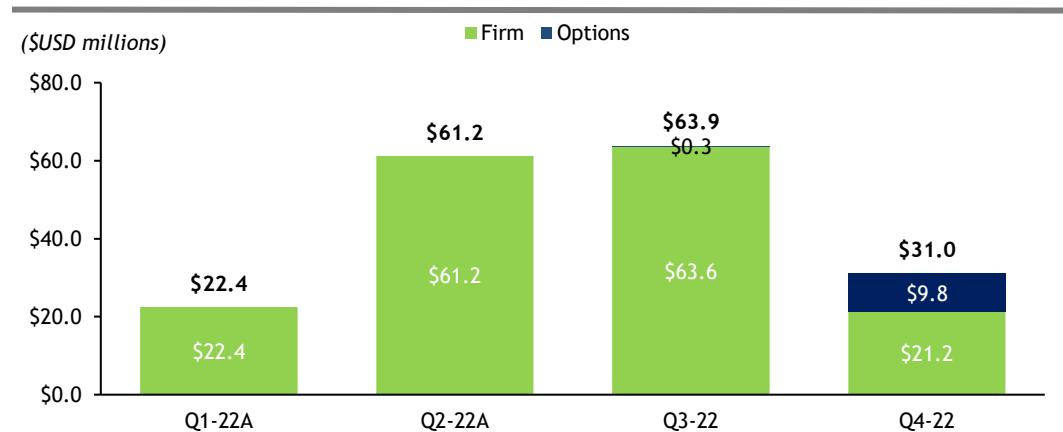


# Revenue, Operating Expenses & Project Costs

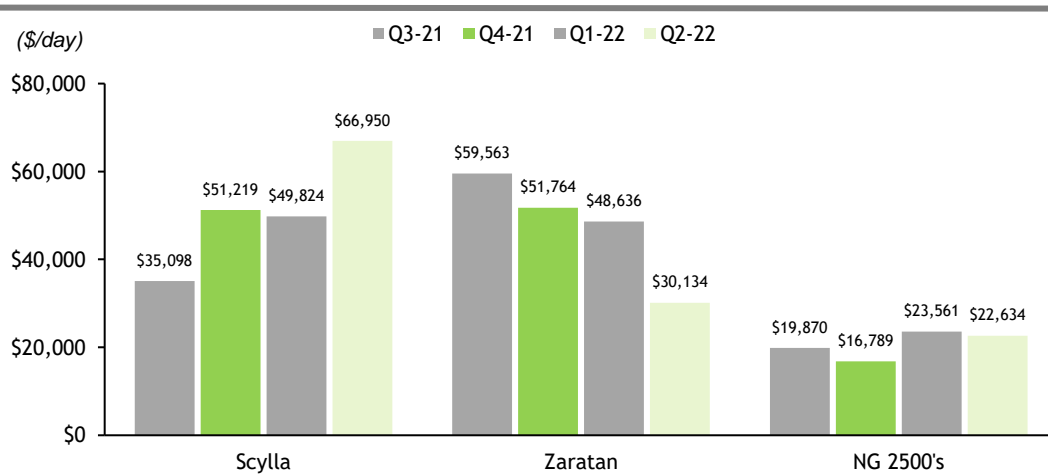
### Revenue & Operating Expenses <sup>(1)</sup>



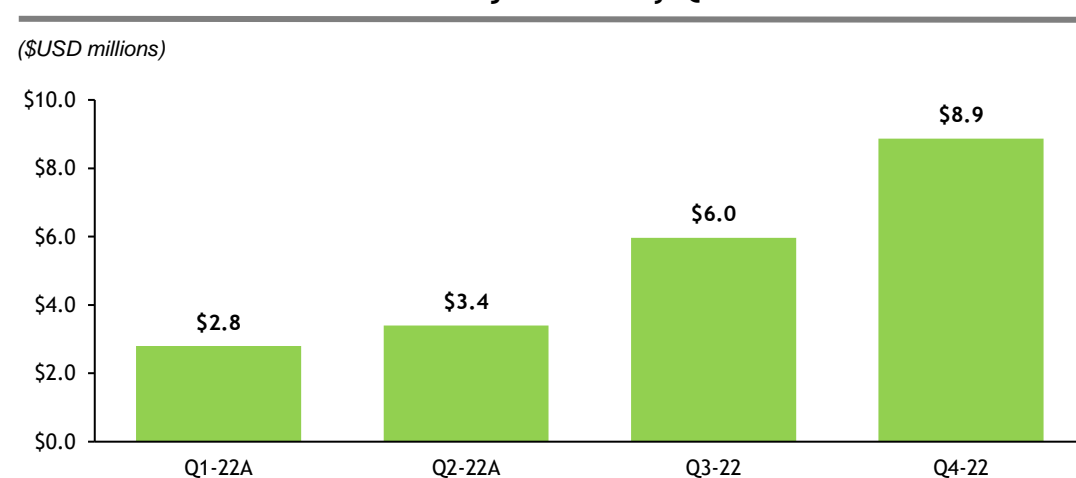
### Estimated Contracted Gross Revenue by Quarter (Excl Project Costs) <sup>(2)</sup>



### Quarterly Vessel Operating Expenses (Excl Project Costs)



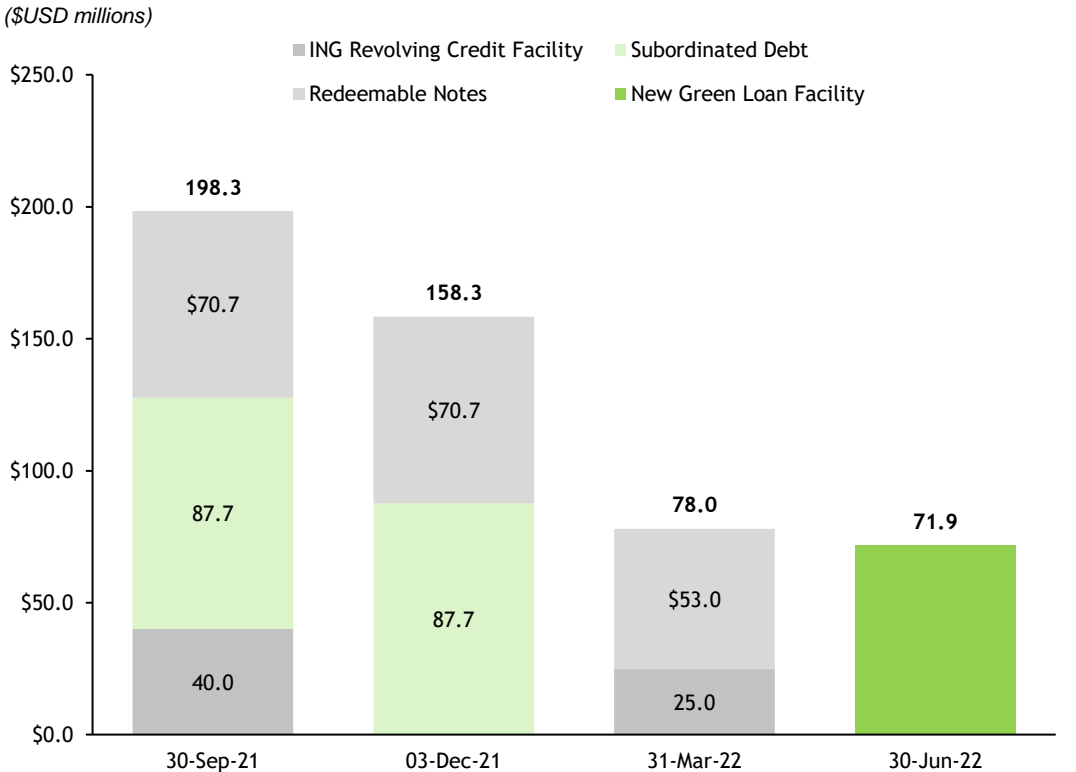
### Estimated Project Costs by Quarter <sup>(2)</sup>



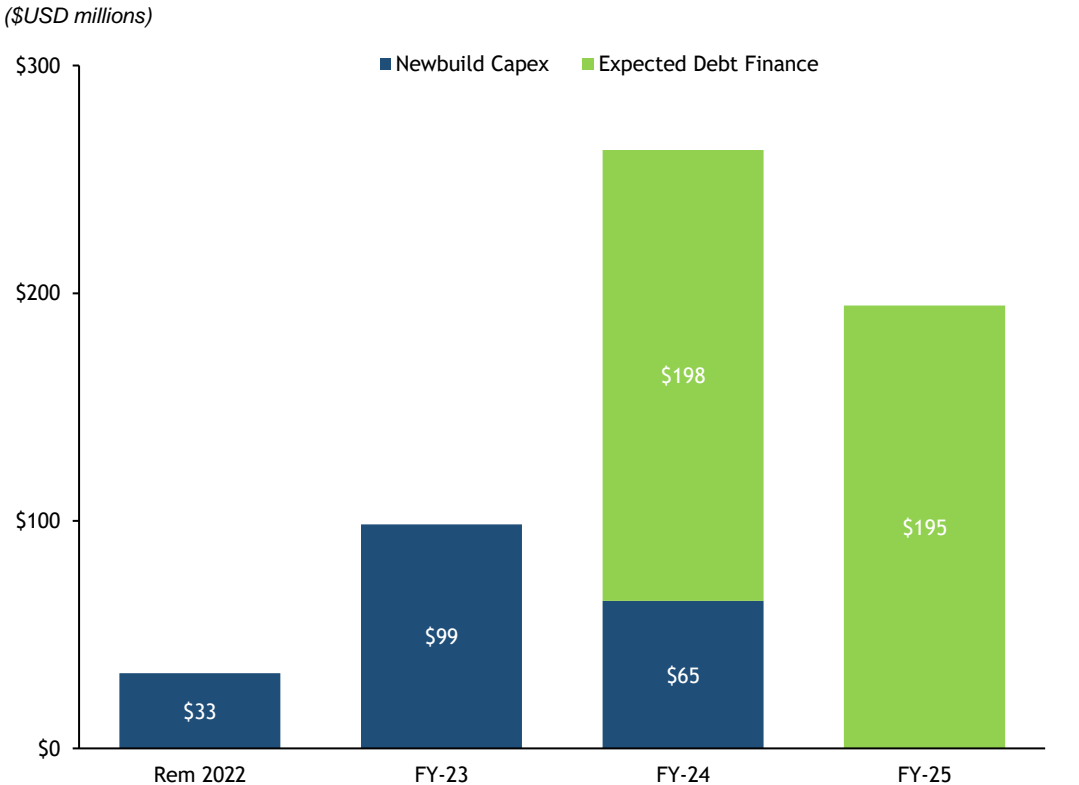
<sup>1)</sup> The Company's financial results for the three months ended September 30, 2021 include the impact of Seajacks International Limited's ("Seajacks") earnings during the period from August 12, 2021 (the date the acquisition was complete) through September 30, 2021. The figures include the Seajacks revenue and operating expenses from July 1 to August 12, 2021.  
<sup>2)</sup> Some contracts are denominated in foreign currency and the USD being presented may therefore change. Revenue and project costs are estimates and subject to change based on project timing. \$8.5 million of the \$18.5 million related to Zaratan extension was recognized in second quarter. Figures assume remaining \$10.0 million of Zaratan extension is recognized in the third quarter.

# Summary of Indebtedness & Newbuild CapEx

Summary of Indebtedness



Newbuild CapEx & Expected Debt Finance <sup>(1)</sup>



1) Newbuilding vessels are expected to be financed at 60% of their contracted value.



## 4. Conclusion



# Investment Highlights

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The Only U.S.-Listed Company Focused on Installing the Next Generation of Wind Turbines

Developed Global Platform (Europe, Asia and U.S.) Designed for Scale & Growth

Experienced Management Team with Customer Relationships that Matter

Increasing Contract Coverage on Existing Asset Base

High Specification Newbuilds on Order with Attractive Returns

Limited Availability of WTIVs creates a Favorable Supply/Demand Imbalance





# 5. Q&A

