# PRECISION ENGINEERING FROM SUBSEA TO SPACE

Hunting PLC 2025 Corporate Presentation



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### Investment proposition

Hunting PLC's investment case is based on technology and precision engineering core competencies, along with a deep knowledge of the global energy and advanced manufacturing industries. Our strategy and expertise will drive long-term growth, providing leverage to deliver our value proposition into new sectors.

#### Our core competencies

- Leadership in components and system design.
- Print-part and bespoke precision manufacturing.
- Expertise in metallurgy and materials performance engineering.

### Our strategic differentiators position us competitively

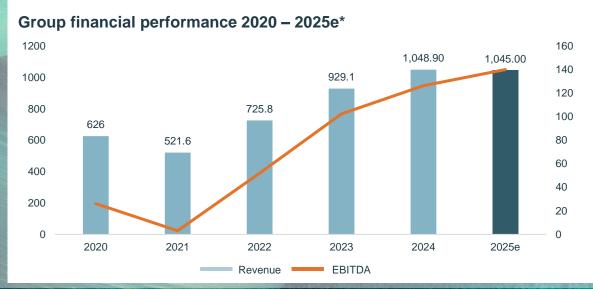
- Diversified product portfolio across high-value, critical sectors.
- Commercial agility to navigate market cycles.
- Focused on robust ESG principles.

### Our sectors of focus are resilient

- Oil and gas onshore/offshore, North America and International.
- Energy transition geothermal and carbon capture.
- · Aviation and other non-oil and gas.

### Our financial returns are gaining momentum

- · Robust revenue and EBITDA growth profile.
- Improving margins, pricing and facility utilisation driving results.
- Focused on cash generation and strong capital returns.







### A diversified product portfolio to leverage energy and non-oil and gas growth

Oil and gas Non-oil and gas

# PERFORATING SYSTEMS



- Market leading perforating components and systems supported by strong IP.
- Key products include: integrated gun systems; detonating cord; energetics charges; and control instrumentation.
- Wheel and spoke manufacturing and distribution model.
- Short cycle business small order book.

### **SUBSEA**



- High performance products and solutions to deliver hydrocarbons safer and faster.
- Key products include: metal-to-metal seal couplings; titanium and steel stress joints; flow access modules; and flow intervention systems.
- Strong IP portfolio.
- Order book driven.

### **OCTG**



- Three key proprietary premium and semi-premium connection families: SEAL-LOCK™; WEDGE-LOCK™; and TEC-LOCK™ covering all energy-related resource types.
- International business supports OCTG pipe supply ranging from carbon steel to high nickel/chromium content.
- · Order book driven.

### ADVANCED MANUFACTURING



- Precision engineered products for the oil and gas, aviation, commercial space, naval, medical, power generation and military end-markets.
- High-value precision components, including turbine shafts, MWD housings, and ruggedised PCBs.
- Order book driven.

# ENERGY TRANSITION



- Key offering includes: geothermal and carbon capture premium and semi-premium connections.
- Robust strategic supply chains delivering high performance alloy tubulars.
- Cross-over product opportunities for perforating and subsea technologies.



# Our global locations as of 2024 year-end

**Operating sites** 

25

**Operating sites** 

14

Year-end employees (including head office)

2,367

### **Hunting global locations**

Hunting Titan

North America

Subsea Technologies

**EMEA** 

Asia Pacific

Joint Ventures and Associates





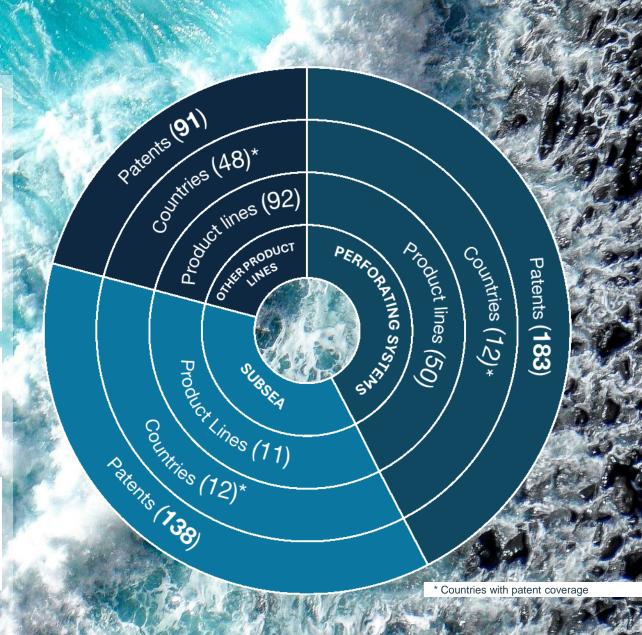
### IP to drive innovation and competitiveness

Over 400 patents and trademarks across key technologies and geographies

Strong R&D focus

Competitive edge

Market leadership





### Blue chip customer base across multiple critical markets





















































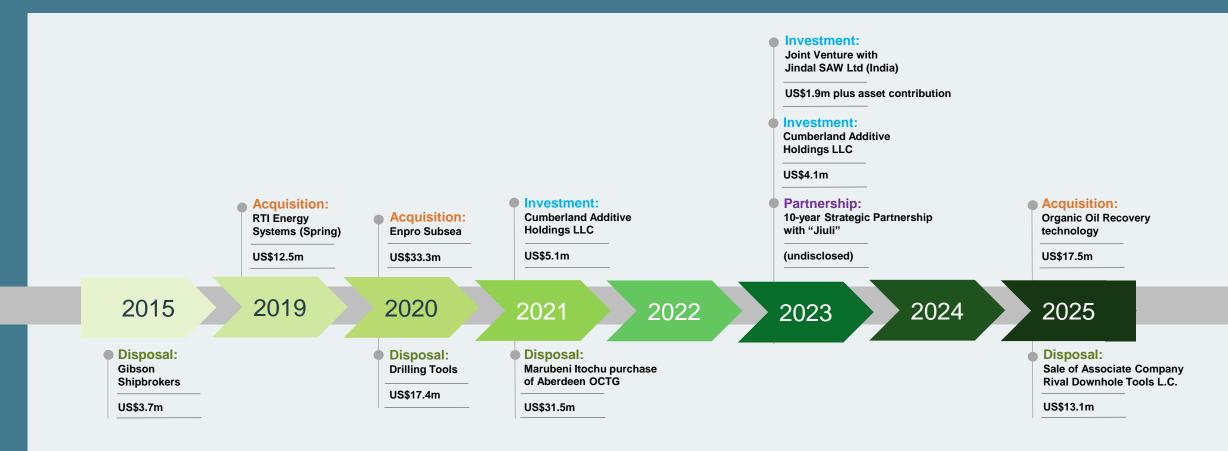






### Hunting's successful acquisition / disposal history

On a cash free / debt free basis



- Opportunities continue to be evaluated, with focus on subsea, intelligent well completions, and non-oil and gas.
- Attractive multiples for oil and gas prepared to acquire non-energy businesses at higher trading multiples if a good fit.



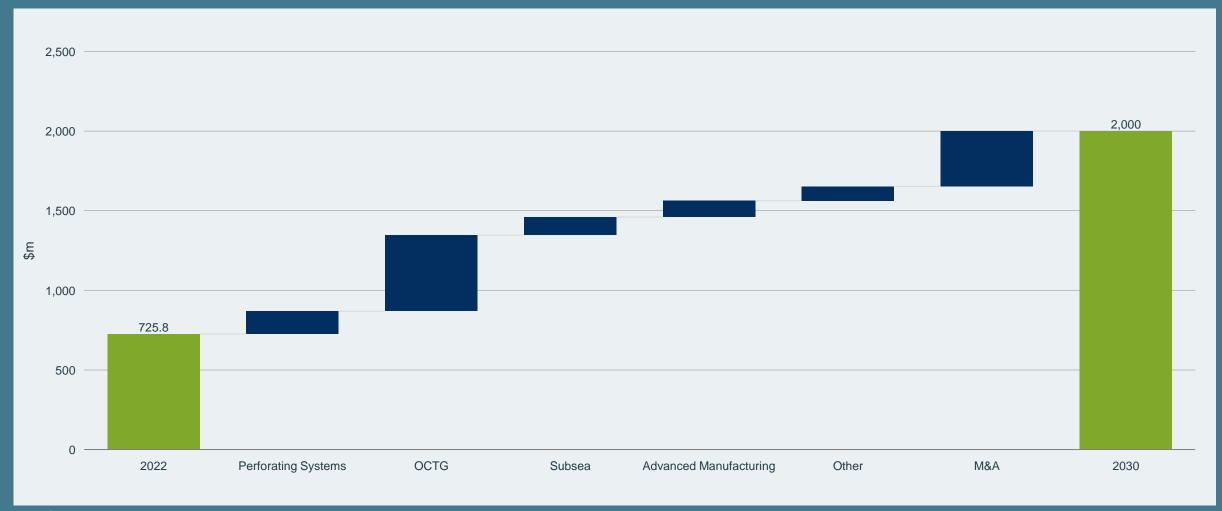
# Hunting 2030

### **Hunting's strategic pillars**

Growth	Strong returns	Operational excellence	ESG and sustainability			
EBITDA margins of 15% or higher by the end of the decade.	Target of 15% ROCE.	Continue to introduce new technologies.	2030 target to reduce scope 1 and 2 emissions to c.17k tonnes.			
		9				
\$2bn revenue p.a. by 2030 achieved through organic growth and M&A.	EBITDA to free cash flow of 50% or greater.	Drive value through Intellectual     Property – maintain strong patent     portfolio.	Continuous improvement of QAHSE performance.			
25% of revenue to be generated by non-oil and gas / energy transition by 2030.	Dividend increase of at least 10% p.a. to the end of the decade.	Working capital to annualised revenue ratio of c.35% or below.	Focus on increased training and development of workforce and leadership team.			
\$250m of revenue p.a. from Subsea markets.	Cumulative FCF of \$750m by 2030 on a pre-capex basis.	Ongoing facility consolidation to improve efficiencies.	Improved organisational diversity.			



## c.\$2bn revenue p.a. targeted by 2030





### Delivering in 2024 on the Capital Markets Day "CMD" journey

Global growth delivered in OCTG – now 44% of Group revenue

#### CMD OBJECTIVE

Increase global presence in OCTG and premium connection markets

\$6.5m of cost savings delivered within Hunting Titan

#### **CMD OBJECTIVE**

Rationalise under performing businesses and streamline cost base

Delivery of strong growth in subsea / offshore revenue

#### **CMD OBJECTIVE**

Long range sales target on track

EBITDA to Free Cash Flow conversation of 111% at \$139.7m

#### **CMD OBJECTIVE**

Medium-term conversion of 50% or more

\$14.7m of Energy Transition sales

#### **CMD OBJECTIVE**

Capture new revenue streams in Geothermal and Carbon Capture

Declared
11.5 cents per share
total dividend +15%

#### CMD OBJECTIVE

Long-term growth of 10% p.a.

**EBITDA** margin 12%

#### **CMD OBJECTIVE**

Medium-term EBITDA margin of 15%

Delivered working capital to revenue ratio of 29%

#### **CMD OBJECTIVE**

Medium-term target of 35%



### Capital allocation policy

01

Invest in the business Capex and investment in organic growth 02

Dividends

Progressive dividend policy

03

Value accretive M&A

Disciplined approach to valuation

04

Additional Shareholder Distributions

Target of 1.0 – 1.25 x depreciation

10% growth per annum i.e. \$220 million in distributions 2023 – 2030

Target sectors include Subsea, Completions and non-oil and gas Surplus cash offers opportunities for buybacks post-2025

Strong balance sheet and liquidity resilient to 2025 and beyond



### Product group review: OCTG

### Global growth driven by leading premium connection technology



- \$231m order from Kuwait Oil Company transformed performance in H2 2024 / H1 2025.
- Strong results delivered in North America with market share gains in US and steady growth in Canada supporting results.
- OCTG well completion packages into South America also contributing to material growth.
- Energy transition sales also being pursued in North America, Europe and Asia Pacific.

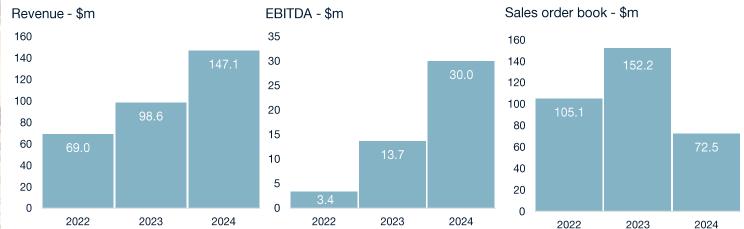


### Product group review: Subsea

Unique, patent protected technologies to accelerate the offshore cash cycle



- Record year of revenue and margin growth driven by Spring business into South America as orders are converted to sales.
- Steady growth delivered from hydraulic valves and couplings.
- Titanium and steel stress joints increasing in use on FPSOs, being recognised as best in class, resulting in lower lifecycle costs and no downtime.
- Flow Access Modules and Flow Intervention Systems sales increasing in year, with cross selling opportunities captured between Spring and Enpro business units.



Source: Company

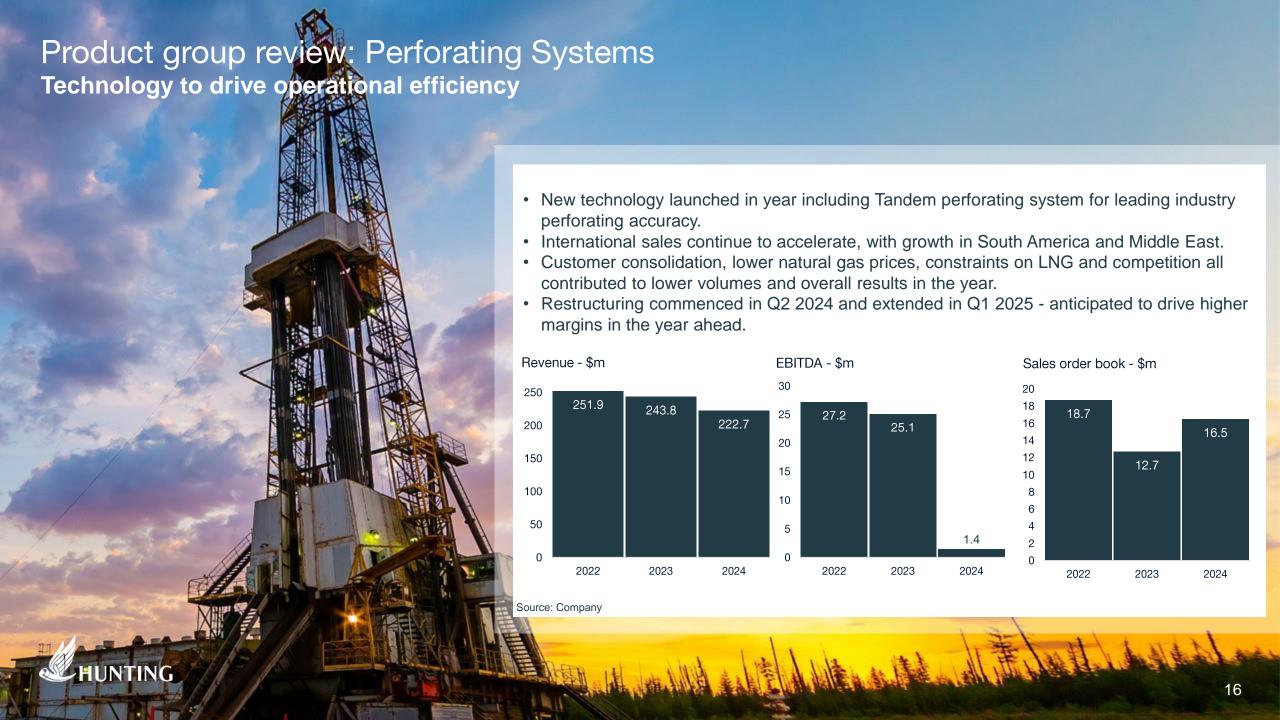
# Product group review: Advanced Manufacturing Precision engineering capabilities underpin diversification strategy

- Electronics and Dearborn businesses exploring diversification into new markets, leveraging its strong heritage in servicing the oil and gas industry.
- Steady growth in energy sales, with switches also being manufactured for Perforating Systems.
- Aviation, commercial space, defence, medical and power generation sales growing in line with strategy.
- New capital equipment purchased driving margin expansion.





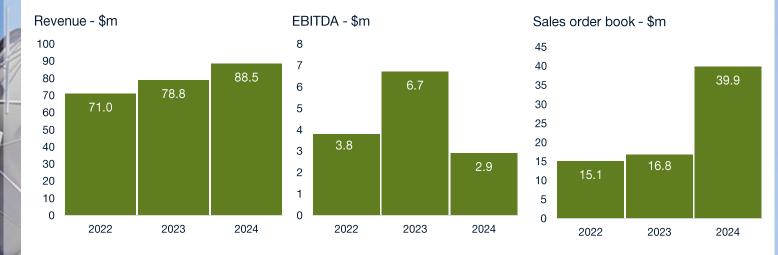




# Product group review: Other Manufacturing

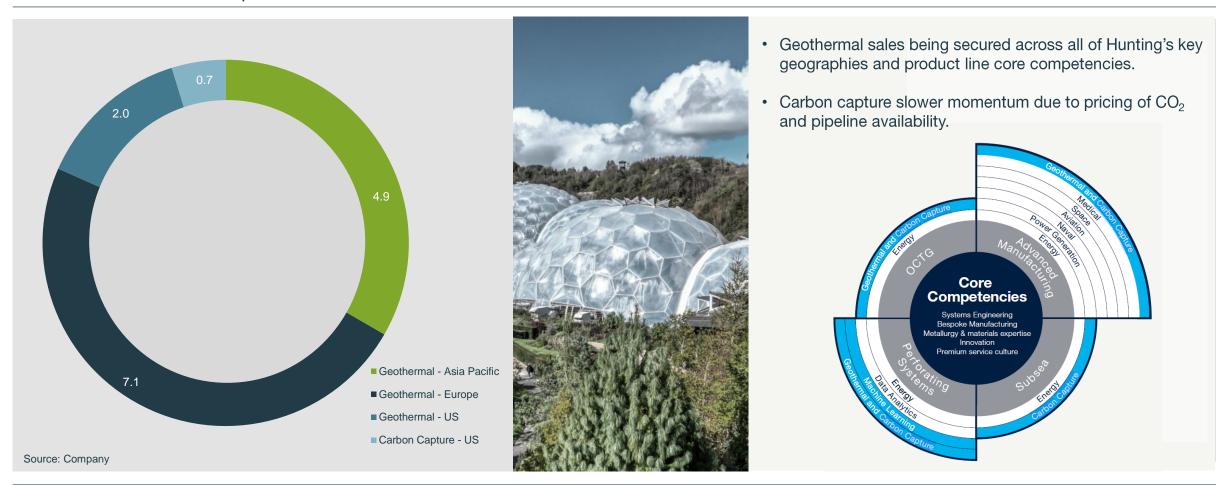
Capabilities to support a changing industry

- Steady growth from well intervention, well testing, trenchless and organic oil recovery delivered.
- Disposal of E&P business in 2023.
- · Move of well testing business from the Netherlands ongoing.
- New facility in Dubai, to be closer to customers, scheduled to be operational by Q3 2025.



### **Energy transition**

### Geothermal and Carbon Capture revenue - \$14.7m



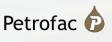


### OOR international project reach and engagement

- \$60 million of contracts secured for licensed OOR technology in August 2024 for deployment in North Sea over the next five years.
- · Good gross margins attached to technology and revenue.
- Pilot testing continuing in Europe, US and Southeast Asia, with multiple blue-chip clients.



































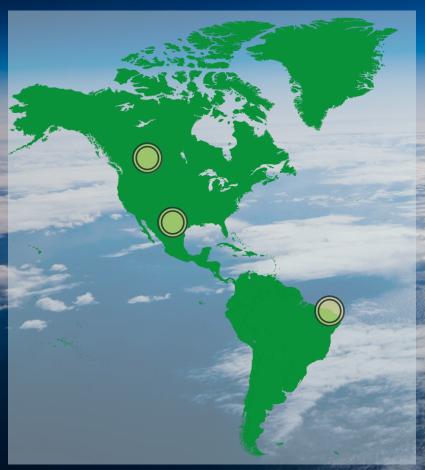








### Americas – key region for revenue and profits













 Supplies broadest range of products including OCTG, Connections, Perforating Systems, Electronics and Precision MWD tools.



- Highly profitable third party OCTG threading business model.
- Strong market position for Perforating Systems portfolio across Alberta.



- Huge success with Exxon through Hunting's titanium stress joint offering.
- US Manufacturing business supplying well completion packages.
- Metal couplings business seeing strong growth.



### EMEA – access to high growth markets in the long term



### Asia Pacific - strong supply chains into International drilling markets

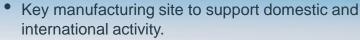












- Key OCTG mill partners who are supporting international strategy.
- Solid domestic market.



- OCTG threading and manufacturing in high efficiency facility.
- Market access into Asia and Middle East.

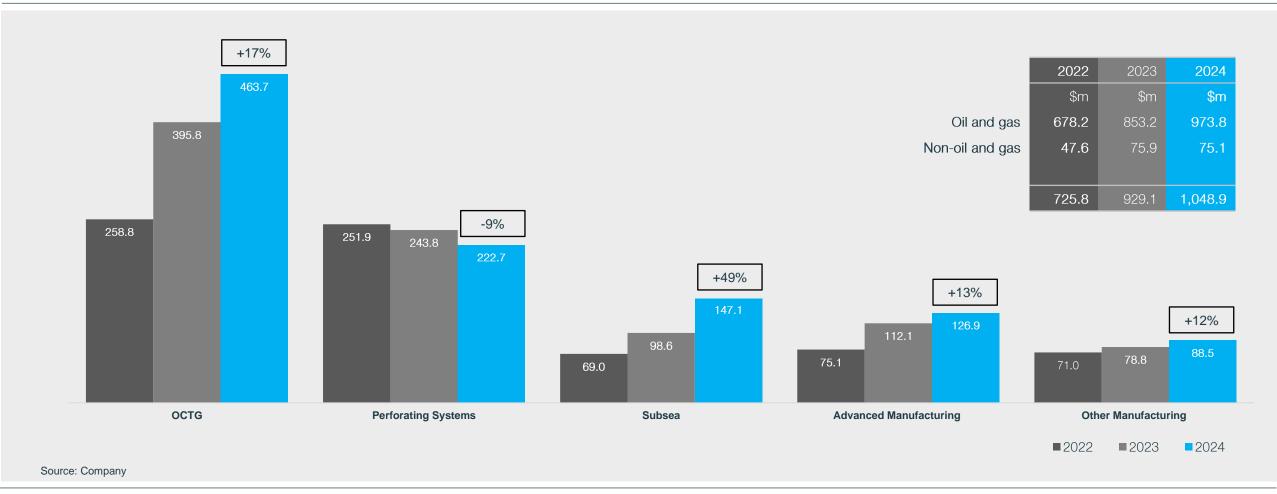


- JV with Jindal SAW to drive medium-term growth through local content mandate.
- Geopolitical optionality for OCTG supply.
- Increasing domestic production to support growth.



### Strong revenue growth



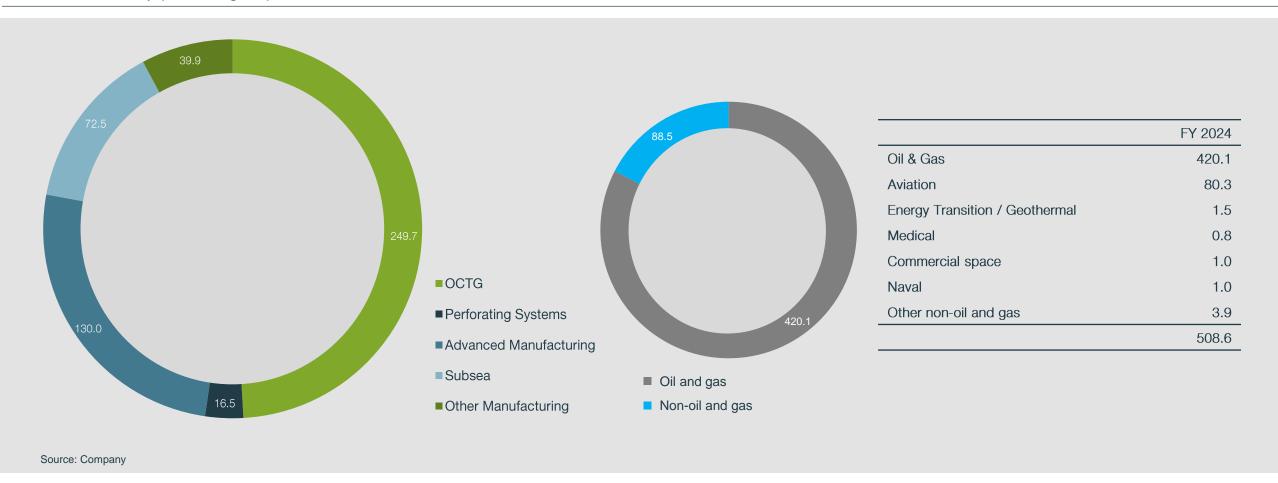




### Order book providing visibility for 2025 and beyond

Order book by product group - \$508.6m

Order book by operational activity - \$508.6m





## Earnings and profitability growth in the year

Adjusted Group Income Statement*	2024		Restated* 2023		
	\$m	Margin	\$m	Margin	
Revenue from oil and gas	973.8		853.2		
Revenue from non-oil and gas	75.1		75.9		7% (2023 – 8%)
Revenue	1,048.9		929.1		13% increase
Gross profit	271.9	26%	227.7	25%	
EBITDA*	126.3	12%	102.4	11%	
Adjusted operating profit	88.0	8%	60.4	7%	
Adjusted profit before tax	75.6		50.0		
Tax charge	(19.8)		(14.1)		Tax rate 26% (2023 – 28%)
Profit for the year	55.8		35.9		
Adjusted diluted earnings per share	31.4c		20.3c		55% increase
Final dividend per share proposed	6.0c		5.0c		
Total dividend per share declared	11.5c		10.0c		15% increase

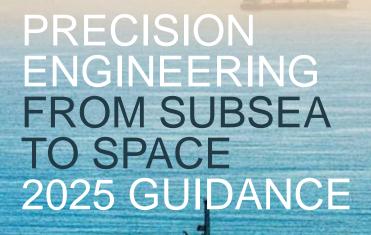
<sup>\*</sup>Results for the year, as reported under IFRS, adjusted for certain items as determined by management.



### Product groups and operating segments 2024 performance

	Hunting Titan	North America	Subsea Technologies	EMEA	Asia Pacific	External Revenue	EBITDA	EBITDA Margin
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
OCTG	2.7	199.8	0	27.5	233.7	463.7	80.2	17%
Perforating Systems	211.1	0	0	11.6	0	222.7	1.4	1%
Advanced Manufacturing	6.7	120.2	0	0	0	126.9	11.8	9%
Subsea	0	0	147.1	0	0	147.1	30.0	20%
Other Manufacturing	0	37.3	0	47.5	3.7	88.5	2.9	3%
Revenue	220.5	357.3	147.1	86.6	237.4	1,048.9		
EBITDA	0.6	62.2	30.0	(7.9)	41.4		126.3	
EBITDA margin %	<b>0</b> %	17%	20%	<b>(9)</b> %	<b>17</b> %			12%
Adjusted operating (loss) profit	(8.3)	45.5	25.6	(12.4)	37.6			
Operating margin %	<b>(4)</b> %	13%	<b>17</b> %	(14)%	16%			







**EBITDA** 

\$135m - \$145m

**EBITDA** margin

c.12%-13%

Effective tax rate

**25% - 28%** 

Capex

\$35m - \$40m

Free cash flow conversion (post capex)

c.**50**%

Total cash and bank / (borrowings)

\$135m-\$145m



### **Board of Directors**



Stuart M. Brightman
Non-executive Company Chair
Chair of Nomination Committee



Jim Johnson Chief Executive



**Bruce Ferguson**Finance Director



Margaret Amos Non-executive Director Chair of Ethics and Sustainability Committee



Carol Chesney
Non-executive Director
Chair of Audit Committee



Paula Harris
Non-executive Director
Chair of Remuneration Committee



Cathy Krajicek
Non-executive Director



**Keith Lough** Senior Independent Director



### **ESG & Sustainability**

The environment

Scope
1 and 2
GHG data
assurance
completed for a
second year

Waste and environmental impact:

Zero environmental fines or noncompliance environmental incidents (2023 – zero).

People and society

Safety remains a priority

Zero fatalities (2023 – zero)

25 recordable incidents (2023 – 24)

3.15 near-miss frequency rate (2023 – 2.69)

Workforce diversity 25% of workforce are women

(2023 - 25%)

Senior Management diversity 32% of senior management are

women (2023 - 32%)

The 2023 employee engagement survey recorded an engagement score of 42%, compared to 36% recorded in 2019.

50% of the Board are women\* (29 February 2024 – 44%)

\* At 6 March 2025

Voluntary turnover rate 10.3% down from 13.5% in 2023

Responsible products

76% of our facilities are compliant with ISO 9001:2015, a globally recognised standard for quality management.

Governance

Continued focus on Board accountability for ESG Ethics and Sustainability Committee met twice in 2024 (2023 – twice).

ISO 14001:2015

Our Quality Management System is aligned with ISO 14001:2015 (Environmental management system) with 68% of facilities accredited

ISO 50001:2018

We align our Quality Management System with ISO 50001:2018 the international standard for designing, implementing, and maintaining an energy management system **ESG** scores

sustainalytics 20.4

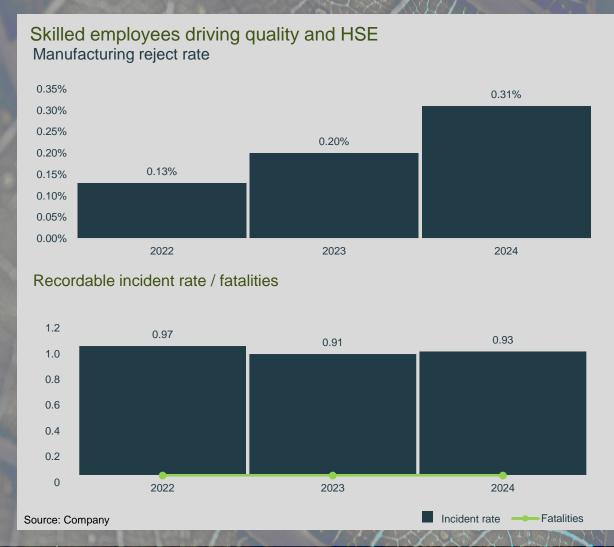
S&P Global 40

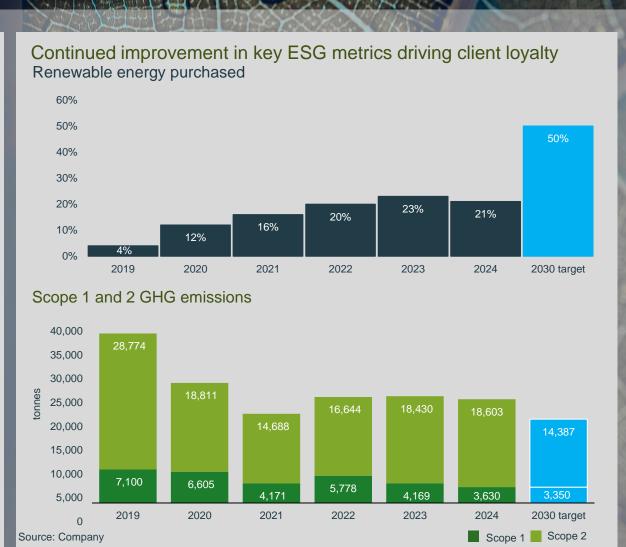
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### ESG & Sustainability







### Summary

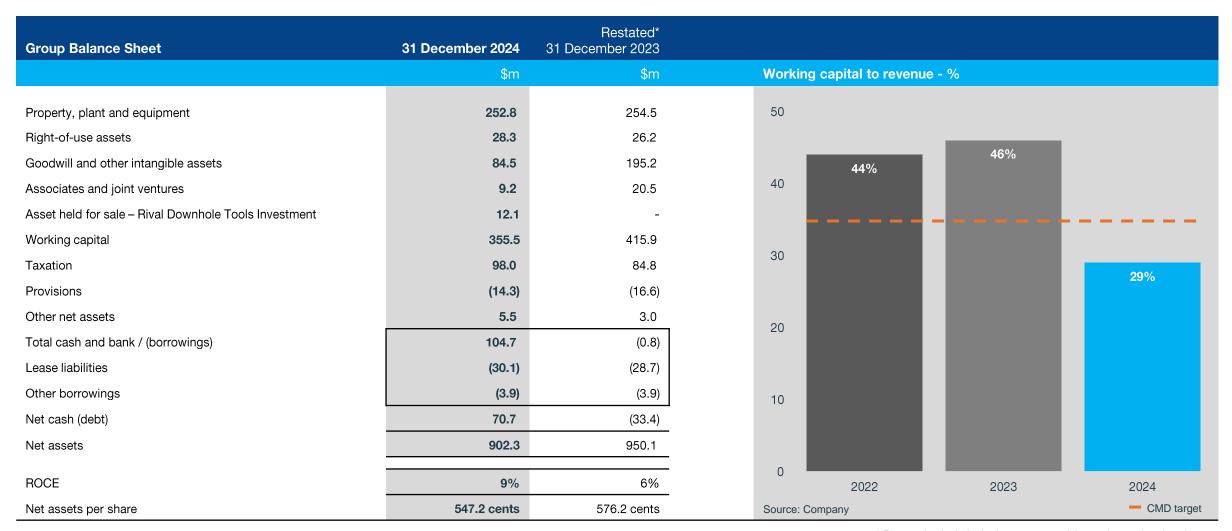
- 2024 another strong year of growth in revenue and profits.
- Hunting 2030 Strategy on track, given the milestones achieved in the year.
- Strong liquidity including c.\$60 million of cash balances provides significant resources for acquisitions.
- 2025 guidance indicates a further year of good growth.







### Strong balance sheet



<sup>\*</sup> Restated to include the import tax provision and associated tax impact.



# Working capital

Working Capital	2024	2023
	\$m	\$m
Inventories		
- Hunting Titan	107.8	140.5
- North America	98.7	107.8
- Other segments	96.8	80.1
Net inventories	303.3	328.4
Receivables	262.4	251.5
Payables	(210.2)	(164.0)
Total	355.5	415.9
Working capital to annualised revenue	29%	46%
Inventory days	123 days	175 days
Receivables days	67 days	89 days
Payables days	81 days	49 days
Advances from customers	12.4	31.0
Payments on account to suppliers	16.8	12.4



# Strong cash flow generation

Group Cash Flow	2024	2023
	\$n	sm \$m
EBITDA	126.3	102.4
Add: share based payments	14.	1 13.5
	140	115.9
Working capital movements	53.3	<b>3</b> (55.0)
Capital investments (tangible and intangible assets)	(30.1	(34.6)
Lease payments	(8.9	(10.4)
Net interest and bank fees paid	(12.9	(7.3)
Net tax paid	(3.5	(9.1)
Proceeds from business and asset disposals	1.	7 1.9
Net gains on business and asset disposals	(0.9	(1.7)
Other	0.0	6 (0.2)
Free cash flow	139.	7 (0.5)
Net investment in associates and joint ventures	(0.9	(1.6)
Dividends received from associates		- 0.6
Dividends paid to equity shareholders	(16.7	(15.0)
Net purchase of treasury shares	(13.9	(8.7)
Net cash inflow (outflow)	108.	2 (25.2)
Foreign exchange	(2.7	(0.1)
Movement in total cash and bank / (borrowings)	105.	5 (25.3)



## Statutory Income Statement

	2024		2023*	
	\$m	Margin	\$m	Margin
Revenue	1,048.9		929.1	
Gross profit	271.9	26%	227.7	25%
Restated operating (loss) profit*	(21.1)	<b>(2)</b> %	51.5	6%
(Loss) profit before tax	(33.5)		41.1	
Tax credit (charge)	8.0		71.1	
(Loss) profit after tax	(25.5)		112.2	
Diluted (loss) earnings per share	(17.6)c		65.9c	

<sup>\*</sup> Results for 2023 have been restated to include import tax provision and the Group's share of associates' and joint venture's results in operating (loss) profit.



