

# Presentation to Shares/Cenkos Innovators and Investors Forum 2015



## **SeaEnergy – an innovation-led offshore energy services business**

February 2015

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# Introduction



- **John Aldersey-Williams: CEO**
- **John has worked in the energy industry for 30 years, initially in technical and commercial roles in oil & gas and associated investment banking activities.**
- **He has worked with SeaEnergy since 2008, initially in business development.**
- **He was appointed CEO in 2012, with the responsibility of implementing the services based strategy.**



# Corporate Information

<b>Ticker</b>	<b>SEA.L</b>
<b>M/Cap</b>	<b>£12.4m</b>
<b>Share Price (26<sup>th</sup> January)</b>	<b>21.0p</b>
<b>ISC</b>	<b>56.4m</b>
<b>Options (average price 61p)</b>	<b>1.5m</b>
<b>Fully Diluted</b>	<b>57.9m</b>

<b>Significant Shareholders</b>	<b>Shares</b>	<b>%</b>
<b>S E Remp*</b>	<b>4,202,272</b>	<b>7.46</b>
<b>Lampe Conway*</b>	<b>4,018,836</b>	<b>7.13</b>
<b>Spreadex Limited</b>	<b>2,495,526</b>	<b>4.43</b>
<b>L Warner</b>	<b>2,271,000</b>	<b>4.03</b>
<b>S R Bertram*</b>	<b>2,230,133</b>	<b>3.96</b>
<b>J H Aldersey-Williams*</b>	<b>1,769,596</b>	<b>3.14</b>
<b>M B Comerford*</b>	<b>1,386,485</b>	<b>2.46</b>
<b>Other Directors*</b>	<b>140,000</b>	<b>0.25</b>



Share price since 1/1/2012. Note tender offer distributed 10p/share in mid 2012

**\*Directors & former directors control c. 25%**  
**NB LTIP shares value above c. 46p/share with participants**

# Strategic focus on energy services

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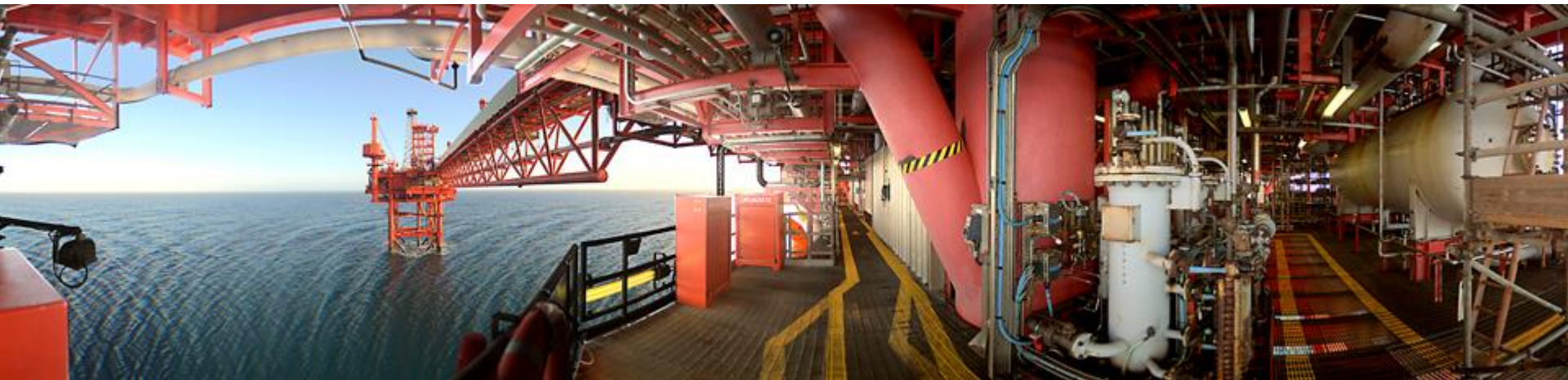
- 2012: focussed strategy on innovation-led energy services
  - R2S VAM
  - Consulting
  - Marine
  - Legacy assets
- Sustainable, profitable and growing business with dividends to shareholders
- Delivering on this strategy; moving to profitability





# R2S VAM - overview

- A unique visual asset management software/service
- Originally developed for crime scene evidence management
- Now rapidly growing in the oil industry
  - UK, US, Canada, Gulf of Mexico





# A look at R2S VAM

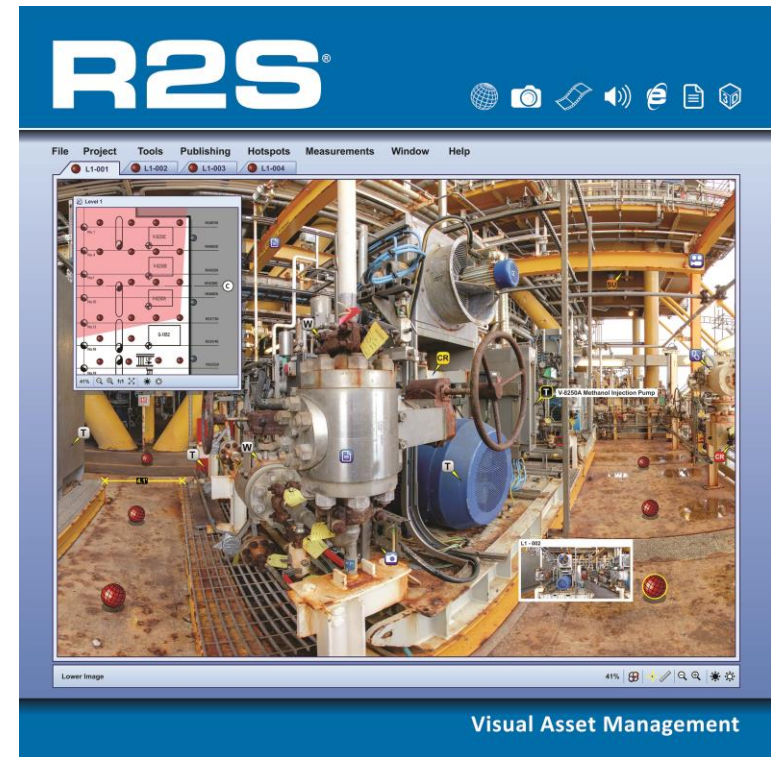
The screenshot displays the R2S VAM software interface, which is used for managing and visualizing offshore platform data. The interface is divided into several panels:

- Structure Panel (Left):** Lists the project hierarchy, including plans, levels, and equipment tags. The current selection is "05 Level 1".
- Properties Panel (Bottom Left):** Shows the title "L1 - 127" and a description field.
- 3D Model View (Center):** Displays a 3D model of the platform deck, showing various equipment tags (red spheres) and structural elements. The model is labeled "LEVEL 1" and "TDS, EL. 23000".
- Asset Store Panel (Right):** Lists the assets associated with the selected level, including plans, photos, spherical measurements, and equipment tags.
- Photograph View (Right):** Shows a photograph of the actual equipment on the platform deck, corresponding to the selected level. The photograph is labeled "L1 - 127".

The interface includes a menu bar at the top with options: File, Project, Tools, Publishing, Hotspots, Measurements, Window, Language, and Help. The bottom status bar shows the zoom level (17%) and the "Lower Image" button.

# What is it used for

- Planning
  - Engineering Projects
  - Turn Around Projects
  - Decommissioning
- Briefing
  - Asset familiarisation
  - Safety
  - Training
- Linking to databases
- Benefits
  - Cost/risk savings
  - Better control of information
  - Safer and more profitable operation





# Market opportunity





The market opportunity is huge

- R2S captures to date: c. 55 projects, average c. 2 platforms/project
- UK number of oil & gas platforms: c. 290 (R2S research)
- Gulf of Mexico oil platforms: c. 2,700 “non-removed structures” (Bureau of Ocean Energy Management)
- Worldwide number of oil & gas platforms: c. 10,700 + 400 FPSOs (Infield Energy)



## Diversification approach

New territories

Existing clients, new territories 	New clients, new territories 
Existing clients, existing territories 	New clients, existing territories 

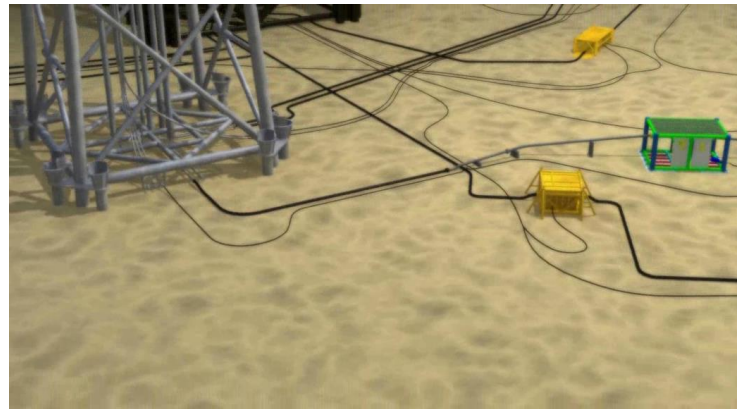
New clients

# Other activities

- Ship management
- O&M vessels opportunity
- Consulting
- Legacy assets



**Lansdowne**  
oil & gas



**DONG**  
energy

# Summary

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- R2S is unique and poised for further international growth
- Consulting is growing and delivering cross-selling opportunities
- Marine has three ships under management
- Legacy assets will add cash over time
- Profits and dividends in prospect







**Thank you for listening**

for more information please visit Stand 22 or  
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