

FOR IMMEDIATE RELEASE

## Gulf International Services Achieves Strong Performance with Net Profits of QR 573 million for Nine-Months Ending 30 September 2024

- *GIS Reports Sustained Growth with QR 3.4 Billion in Revenue for 9M-24*
- *GIS Achieves Outstanding EBITDA of QR 1 Billion, Surpassing Recent Years' Performance and Showcasing Strong Operational Success*
- *Drilling Segment Continues Positive Trends, Driven by Advantageous Business Dynamics*
- *Earnings per share (EPS) of QR 0.308 versus the same period last year of QR 0.223.*

**Doha, Qatar; 30 October 2024:** Gulf International Services ("GIS" or "the Group"; QE ticker: GISS), today reported a net profit of QR 573 million for the nine-month period ended 30 September 2024, marking a 38% increase compared to the same period last year, with an earnings per share of QR 0.308.

### Group Financial Performance – 9M-24 vs 9M-23.

Key financial performance indicators	9M-24	9M-23	Variance (%)
Revenue (QR' million)	3,357	2,943	+14%
Net profit (QR' million)	573	415	+38%
EBITDA (QR' million)	1,027	792	+30%
Earnings per share (QR)	0.308	0.223	+38%

Note 1: Revenue and EBITDA measures have been reported based on non-IFRS based proportionate consolidation.

Note 2: Previous year EBITDA has been restated.

Gulf International Services (GIS) reported an increase in revenue for the nine-month period ended 30 September 2024. This growth was primarily driven by the aviation, drilling and insurance segments. The key contributing factors to this increase included improved day rates and higher asset utilization in the drilling segment, increased flying hours in the aviation segment and enhanced premiums in the insurance segment, supported by major contract renewals.

The Group achieved strong financial performance for the nine-month period ended 30 September 2024, with uptick in both EBITDA and net profit results compared to the same period of last year. This success was driven by revenue growth and a reduction in finance costs, primarily due to debt restructure in the drilling segment. Even with additional debt from acquiring new Jackup Rigs, the Group effectively managed to lower its finance costs, highlighting its strategic financial management.

On overall basis, the Group's 9M-24 financial performance is robust, with strong revenue and net profits growth as well as healthy margins.

### Financial Performance –Q3-24 vs Q2-24

Key financial performance indicators	Q3-24	Q2-24	Variance (%)
Revenue (QR' million)	1,252	1,060	+18%
Net profit / (loss) (QR' million)	216	195	+11%
EBITDA (QR' million)	413	337	+23%
Earnings per share (QR)	0.116	0.105	+11%

Note: Revenue and EBITDA measures have been reported based on non-IFRS based proportionate consolidation

Revenue for Q3-24 increased compared to the previous quarter, primarily due to of better revenue reported from the drilling and insurance segments. Drilling segment benefited mainly from the full consolidation reporting of Gulfdrill and Gulf Jackup following the transaction with Seadrill in addition to higher earned insurance premiums in Q3 compared to Q2 from the insurance segment.

Net profit for Q3-24 increased compared to the previous quarter. This growth was mainly driven by enhanced bottom-line profitability in the drilling segment due to higher revenues. However, this was partially offset by reduced profitability in the aviation segment, resulting from decreased revenue, and lower profitability in the insurance segment due to increased net claims and re-insurance costs.

#### Financial position

Key performance indicators	As at 30-Sep-24	As at 31-Dec-23	Variance (%)
Cash and short-term investments (QR' billion)	1.2	1.3	-5%
Total Assets (QR' billion)	11.9	10.3	+15%
Total Debt (QR' billion)	5.5	4.4	+23%

The Group maintained robust total assets and cash reserves, despite a decrease in total cash due to the 2023 dividend payment and partial cash injection for the Seadrill transaction. The Group's total debt increased as most of the Seadrill transaction was financed through additional loans.

#### Operational and financial performance highlights by segment

##### Drilling:

Key performance indicators	9M-24	9M-23	Variance (%)	Q3-24	Q2-24	Variance (%)
Revenue (QR' million)	1,254	978	+28%	529	370	+43%
Net profit / (loss) (QR' million)	179	(23)	+867%	90	72	+25%

Note: Segment profits / (losses) have been reported before impact of income taxes.

The drilling segment reported a significant revenue growth for the nine-months ending 30 September 2024. This increase was mainly due to improved performance in the offshore rigs , lift boat and barge operation, supported by better day rates and higher asset utilization. Additionally, the recent acquisition of three Jack up rigs positively impacted revenue growth, as it allowed for the full consolidation of Gulfdrill and Gulf Jack up revenues.

The segment achieved a remarkable turnaround, reporting a strong net profit for the nine-month period ending 30 September 2024, compared to a net loss for the same period last year. This substantial improvement in bottom-line profitability is primarily driven by the growth in the segments topline, reduced finance costs, and one-off income from the transaction with Seadrill.

Quarter-on-quarter, the segment reported a growth in net profit compared to the previous quarter. The improvement is primarily due to an increase in revenue, which resulted from a full quarter of consolidated reporting for Gulfdrill and Gulf Jack up following their acquisition. This contrasts with the previous quarter, where only few days were consolidated.

##### Aviation:

Key performance indicators	9M-24	9M-23	Variance (%)	Q3-24	Q2-24	Variance (%)
Revenue (QR' million)	863	799	+8%	293	301	-3%
Net profit (QR' million)	271	340	-20%	83	88	-6%

Note: Segment earnings have been reported before impact of income taxes.

The Aviation segment reported an increase in revenue for the nine-month period ended 30 September 2024, in comparison to the same period last year. This growth was primarily due to increased flying hours in both domestic and international segments. The domestic segment also benefited from the redeployment of aircraft from international segment, which boosted fixed revenues. Meanwhile, international operations, particularly those driven by the Turkish subsidiary, witnessed growth due to increased flying hours and an expanded fleet size.

The segment's net profit declined compared to the previous period, primarily due to higher operational costs largely associated with the scheduled maintenance of certain aircrafts. Additionally, there was a lower inflationary effect gain recorded as part of IAS 29 adjustment compared to the previous year. Further contributing to the reduction in net profits were lower finance income due to decreased deposit rate and higher losses from foreign current revaluation. However, this decline in net profits was partially offset by an increase in the share of profits from the operations in Morocco.

The segment revenue for Q3-24 versus Q2-24 decreased mainly due to lower revenue reported from the MRO segment which was partially offset by improved revenue from international operations due to higher flying hours. Q3-24 profitability decline versus Q2-24 was offset by higher net monetary gain recorded in the current quarter as compared to the previous quarter which arises from the accounting impact of hyperinflation in Turkey.

#### Insurance:

Key performance indicators	9M-24	9M-23	Variance (%)	Q3-24	Q2-24	Variance (%)
Revenue (QR' million)	939	855	+10%	332	292	+14%
Net profit (QR' million)	104	83	+25%	27	46	-41%

Note 1: Segment profits have been reported before impact of income taxes.

Note 2: Investment income includes dividend income, capital gains, unrealized gain / loss on revaluation of held for trading investment securities and finance income.

The insurance segment reported an increase in revenue for the nine-month period ended 30 September 2024 compared to the same period last year. This upsurge in revenue was primarily attributed to the acquisition of new contracts in the medical line of business and the expansion of premiums in the general line of business.

Furthermore, the net earnings of the segment demonstrated a significant growth in comparison to the corresponding period of the preceding year. This enhancement in bottom-line profitability can be primarily attributed to the augmented revenue stream, complemented by the robust recovery of the segment's investment portfolio. The increase in the investment income can be predominantly attributed to the recovery of unrealized losses and gains recorded in the revaluation of held-for-trading investment securities, in addition to higher finance income derived from fixed deposits.

On quarter-on-quarter basis, the segment revenue for Q3-24 increased compared to the previous quarter due to higher earned premium in the current quarter. However, segmental profitability for Q3-24 declined mainly due to surge in net claims reported and higher re-insurance costs which was partially offset by higher investment income.

#### Catering:

Key performance indicators	9M-24	9M-23	Variance (%)	Q3-24	Q2-24	Variance (%)
Revenue (QR' million)	301	312	-4%	98	96	+2%
Net profit / (loss) (QR' million)	17	2	+717%	5	2	+192%

Note 1: 9M-23 Revenue and Net profit are relating to Amwaj standalone as reported last year.

Note 2: Share of Net profit of Amwaj is reported after impact of income tax.

The Catering segment reported a decrease in revenue compared to the previous year. However, the segment experienced a significant increase in net profit. This increase was primarily driven by the impact of the recent merger with Shaqab and Atyab, which enhanced the segment's profitability despite the decline in revenue.

Quarter-on-quarter, the segment share of revenue for 3Q-24 moderately increased. However, profitability increase was mainly due to non-accounting of income tax during the current quarter.

#### Earnings Call

GIS will host an IR earnings call with investors to discuss its financial results, business outlook and other matters on Tuesday, 5 November 2024 at 1:30 p.m. Doha time. The IR presentation that accompanies the conference call will be posted on the 'financial information' page within the Investor Relations section at GIS' website.

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## About GIS

Gulf International Services, a Qatari public shareholding company listed on the Qatar Stock Exchange, was established on February 12, 2008 in accordance with the provisions of its Articles of Association and Law no. 5 of 2002, promulgating the Commercial Companies Law, especially Article 68 thereof. Subsequently, the Company settled its status and brought its Articles of Association into conformity with the provisions of Law no. 11 of 2015, promulgating the Commercial Companies Law, and in line with the specific nature of its incorporation.

Through the group companies, Gulf International Services Q.P.S.C. operates in four distinct segments - insurance and reinsurance, drilling, helicopter transportation and catering services. QatarEnergy (formerly known as Qatar Petroleum), the largest shareholder, provides all of the head office functions for Gulf International Services Q.P.S.C. through a comprehensive service directive. The operations of the subsidiaries remain independently managed by their respective Boards of Directors and senior management teams.

For more information about the earnings announcement, email [gis@qatarenergy.qa](mailto:gis@qatarenergy.qa) or visit [www.gis.com.qa](http://www.gis.com.qa).

### DISCLAIMER

The companies in which Gulf International Services Q.P.S.C. directly and indirectly owns investments are separate entities. In this press release, "GIS" and "the Group" are sometimes used for convenience in reference to Gulf International Services Q.P.S.C.

This press release may contain forward-looking statements concerning the financial condition, results of operations and businesses of Gulf International Services Q.P.S.C. All statements other than statements of historical fact are deemed to be forward-looking statements, being statements of future expectations that are based on current expectations and assumptions, and involve known and unknown risks and uncertainties that could cause actual results, operations and business performance or events impacting the group to differ materially from those expressed or as may be inferred from these statements.

There are a number of factors that could affect the realization of these forward-looking statements such as: (a) price fluctuations in crude oil and natural gas, (b) changes in demand or market conditions for the Group's services, (c) loss of market share and industry competition, (d) environmental risks and natural disasters, (e) changes in legislative, fiscal and regulatory conditions, (f) changes in economic and financial market conditions and (g) political risks. As such, results could differ substantially from those stated, or as may be inferred from the forward-looking statements contained herein. All forward-looking statements contained in this report are made as of the date of this presentation.

Gulf International Services Q.P.S.C., its Directors, officers, advisors, contractors and agents shall not be liable in any way for any costs, losses or other detrimental effects resulting or arising from the use of or reliance by any party on any forward-looking statement and / or other material contained herein. Gulf International Services Q.P.S.C., its subsidiaries, and associated company are further in no way obliged to update or publish revisions to any forward-looking statement or any other material contained herein which may or may not be known to have changed or to be inaccurate as a result of new information, future events or any reason whatsoever. Gulf International Services Q.P.S.C. does not guarantee the accuracy of the historical statements contained herein.

### GENERAL NOTES

Gulf International Services' accounting year follows the calendar year. No adjustment has been made for leap years. Where applicable, all values refer to Gulf International Services' share. Values expressed in QR billions/ millions. All other values have been rounded to the nearest whole number. Values expressed in US \$'s have been translated at the rate of US \$1 = QR3.64.

### DEFINITIONS

**Cash Realization Ratio:** Cash Flow From Operations / Net Profit x 100 • **Debt to Equity:** (Current Debt + Long-Term Debt) / Equity x 100 • **Dividend Yield:** Cash Dividend / Market Capitalization x 100 • **EBITDA:** Earnings Before Interest, Tax, Depreciation and Amortization calculated as [Net Profit + Interest Expense + Depreciation + Amortization] • **Energy (Insurance):** Refers to the Energy, Plant and Construction, Marine, Fire and Other lines of business • **EPS:** Earnings per Share [Net Profit / Number of Ordinary Shares outstanding at the year-end] • **Free Cash Flow:** Cash Flow From Operations - Total CAPEX • **IBNR:** Incurred But Not Reported (Refers to claims incurred but not yet reported at the statement of financial position date) • **Interest Cover:** (Earnings before Interest Expense + Tax) / Interest Expense • **Net Debt:** Current Debt + Long-Term Debt - Cash & Bank Balances • **Payout Ratio:** Total Cash Dividend / Net Profit x 100 • **P/E:** Price to Earnings multiple [Closing market capitalization / Net Profit] • **ROA:** Return On Assets [EBITDA/ Total Assets x 100] • **ROCE:** Return On Capital Employed [Net Profit before Interest & Tax / (Total Assets - Current Liabilities) x 100] • **ROE:** Return On Equity [Net Profit / Shareholders' Equity x 100] • **Utilization (Rigs):** Number of days under contract / (Number of days available - Days under maintenance) x 100