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This presentation contains certain forward-looking statements, including but not limited to, the statements and expectations contained in the presentation. Statements herein, other than statements of historical fact, regarding our future results of operations, financial condition, cash flows, business strategy, plans and future objectives are forward-looking statements. Words such as “targets”, “believe”, “expect”, “aim”, “intend”, “plan”, “seek”, “will”, “may”, “should” “anticipate”, “continue”, “predict” or variations of these words, as well as other statements regarding matters that are not historical fact or regarding future events or prospects, constitute forward-looking statements.

Tekmar have based these forward-looking statements on its current views with respect to future events and financial performance. These views involve a number of risks and uncertainties, which could cause actual results to differ materially from those predicted in the forward-looking statements and from the past performance of Tekmar. Although, Tekmar believes that the estimates and projections reflected in the forward looking statements are reasonable, they may prove materially incorrect and actual results may materially differ due to a variety of factors. As a result you should not rely on these forward-looking statements.

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Presentation Team



James Ritchie

CEO

- Joined Tekmar in 2008
- 10 years as an executive director and strong heritage within offshore wind
- Led the management buy-out of Tekmar Energy in September 2011 with Elysian Capital and consequently became CEO
- Chairman of Energi Coast and committee member of Subsea North East



Sue Hurst

CFO

- Joined Tekmar in 2012
- Over 30 years' experience in large companies covering sectors from Oil & Gas and Transportation through to IT and Outsourcing
- Strong background in manufacturing and process driven industry with a focus on continuous improvement and cost control
- Extensive experience of finance & commercial team management as well as Board level experience

Contents

FY19 Update

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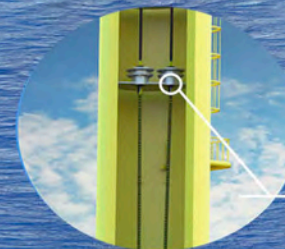




Vessel Back Deck Equipment Design (SIL)



Mooring Solutions (RYD)



Hang-offs (TEL, SIL)



Offshore installation analysis (AEL)

Geotechnical Foundation Design (RYD)



TekTube® J-tube Solutions (TEL)

TekLink® J-tubeless CPS (TEL)

Structural Finite Element Analysis (AEL, SIL)



Bend Stiffeners (TEL)

Buoyancy (TEL)

Piggyback Clamps (TEL)

J-tube Seals (TEL)

Vertebrae Bend Restrictors (TEL)

TekSpace® Crossing Solutions (TEL)

Flange Connectors (SIL)

TekLink® J-tube CPS (TEL)

TekDuct® Ducting (TEL)

Split Pipe (TEL)

Cable burial risk assessment
Geotechnical route data and design
Burial and trenching optimisation (RYD)

Armadillos (TEL)

Sleeve Connectors (SIL)

Emergency Pipeline Repair Systems (SIL)

Ballast Modules (TEL)



HIGHLIGHTS

- Strong result in H2 delivering profits in line with recent market expectations and ahead of EPS guidance.
 - Revenue growth of 28.3% YOY and 21.5% CAGR 5-years
- Ability to deliver on strategy through the equity raise and laid a solid foundation for future growth.
- Tekmar Energy securing 100% market share of all cable protection systems into European OWF.
 - Two acquisitions with the addition of Ryder and Subsea adding value.
 - Diversified model increasing TRL to 47 without losing core market share.
 - Market visibility at a record high of £50m a 44% increase YOY.
 - Strong sales and financial KPI's across group.
- Long term view on market outlook remains positive and set for growth.

Vision

To develop a group of companies to leverage skills and relationships to be the “partner of choice for the supply and installation support of subsea protection equipment to the global offshore energy markets”

Key Objectives

- 1) Sustainable Growth
- 2) Focus on value added technology for subsea and offshore (Niche IP).
- 3) Develop ways to get into projects early and stay in for longer (Full life cycle).
- 4) Leverage group support between companies (Synergies).

Values



Safety



Heritage



Innovation



Collaboration



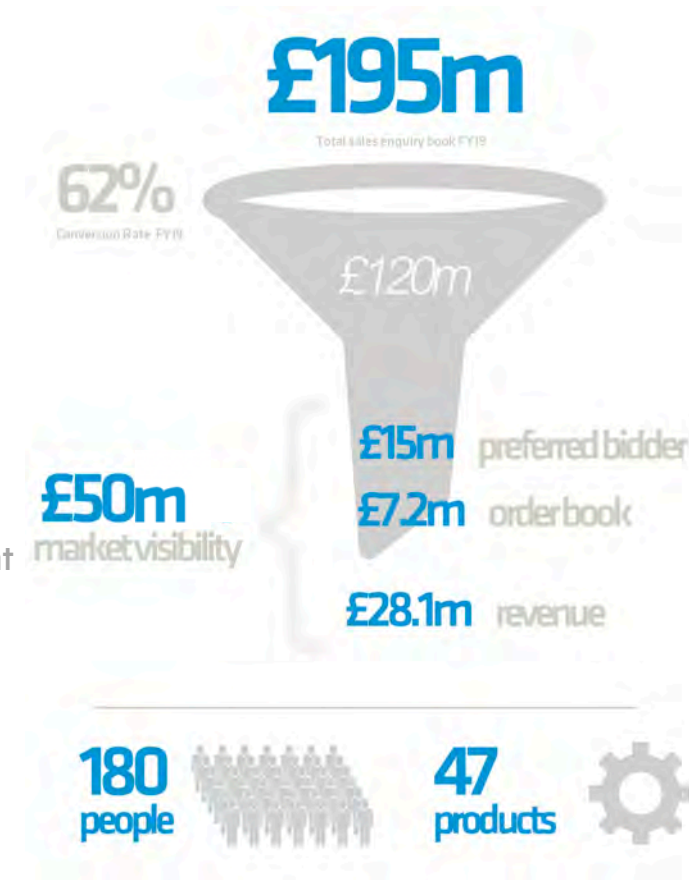
People

Key Enablers

- 1) Our core values
- 2) Growing global demand >20% CAGR
- 3) Strong brand and outstanding reputation
- 4) Balance sheet post IPO
- 5) Our core strategy

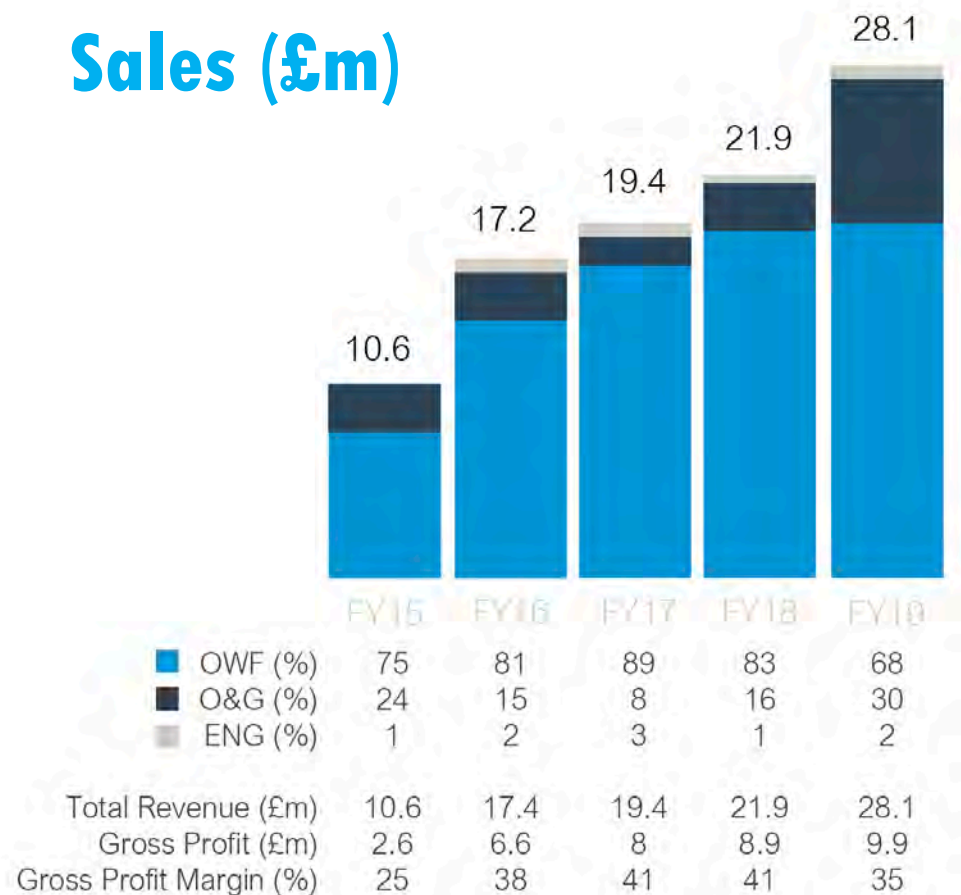
KPI's and Comparisons

Item	FY18	FY19	% comparison		
Enquiry Book	£145m	£195m	↑	34%	increase
Preferred Bidder	£7.6m	£15.0m	↑	97%	increase
Order Book	£5.4m	£7.2m	↑	33%	increase
Sales Conversion	56%	62%	↑	6%	increase
Revenue	£21.9m	£28.1m	↑	28%	increase
Market Visibility	£34.9m	£50.2m	↑	44%	increase
Book to Bill	78%	103%	↑	32%	increase
Lost Time Incident	1.22	0	↑	100%	improvement
People	109	180	↑	65%	increase
Technology	20	47	↑	135%	increase
OWF outlook (GW)	150	227	↑	51%	increase
O&G (Brent \$ppbl)	67.6	69.0	↑	2%	increase



Financials

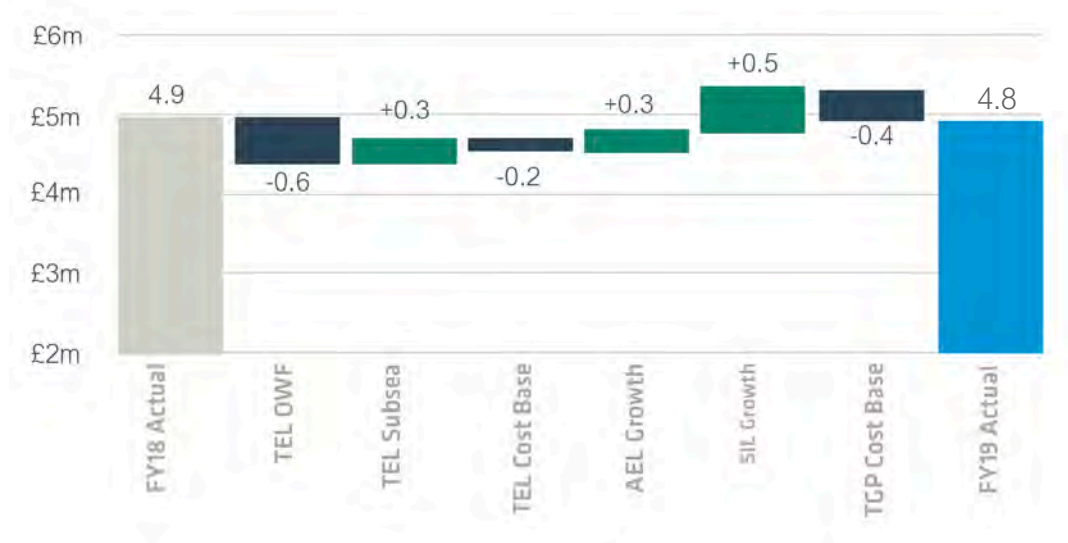
Sales (£m)



Key Points

- Revenue up 28% and 21% CAGR FY15 to FY19.
- EBITDA inline with latest guidance.
- Gross margin levels are as expected given the product mix.
- Procurement delay to higher margin OWF projects.
- H1 / H2 weighting outlook similar to FY19.






















EBITDA Bridge (£m)



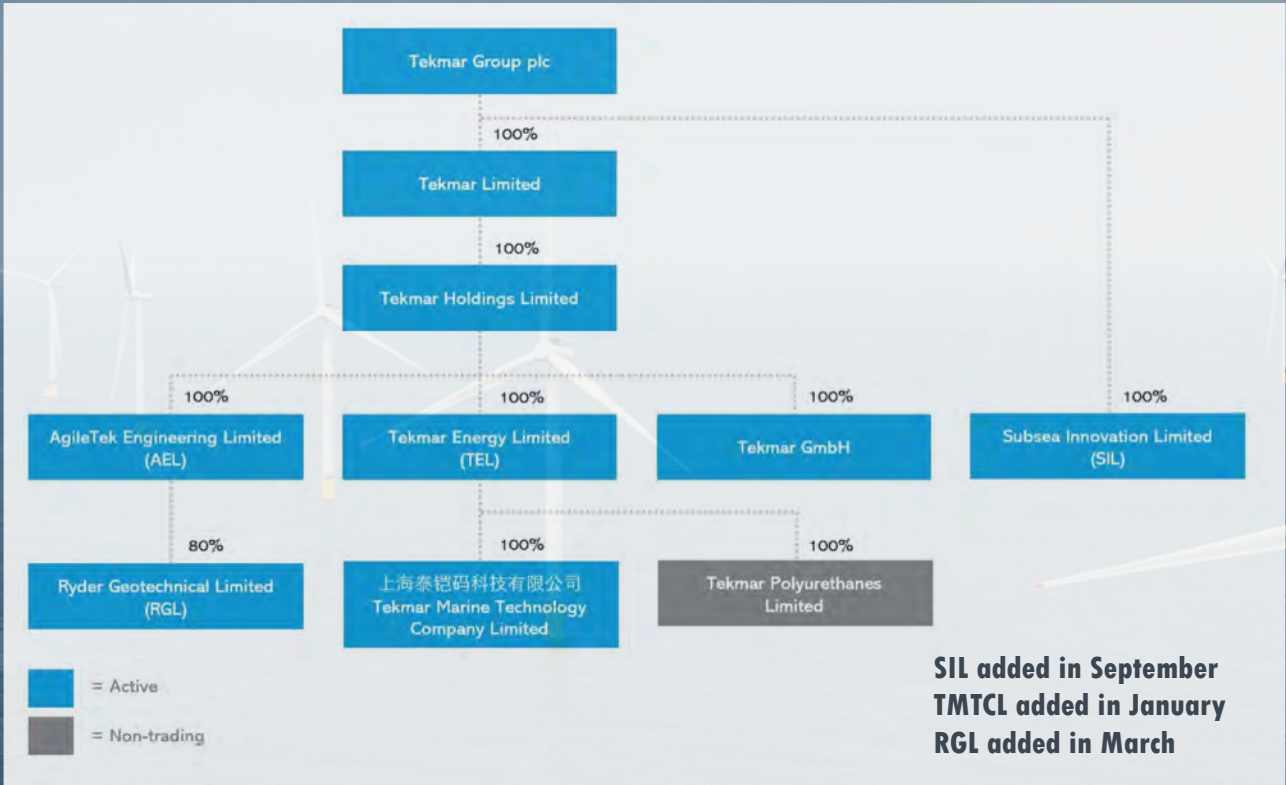
FY19

Group News

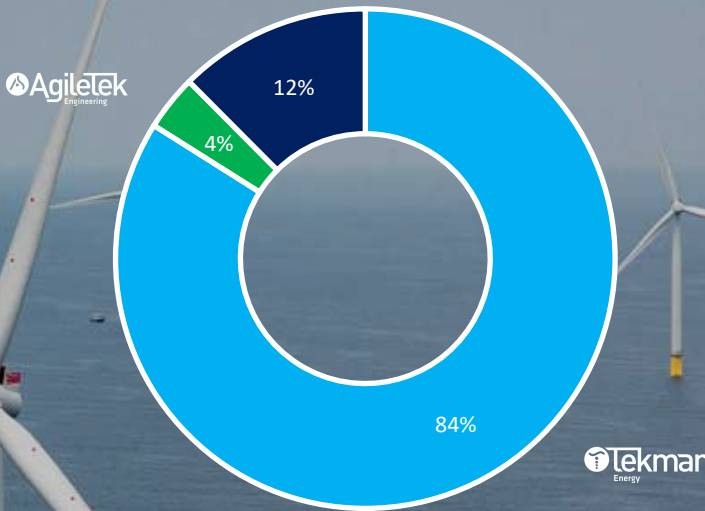
- 📌 Contract wins
- 📌 Framework agreements
- 📌 Acquisitions
- 📌 Industry events
- 📌 Awards
- 📌 Accreditations
- 📌 Safety initiatives

 <p>29/04/19</p> <p>Subsea Innovation deliver Rapid Response Repair Clamps in under 10 weeks</p>	 <p>25/03/19</p> <p>Tekmar Energy awarded Innergy's Triton Knoll cable protection by Boskalis</p>	 <p>28/03/19</p> <p>AgileTek Engineering Limited makes first acquisition with Ryder Geotechnical Limited</p>	 <p>08/03/19</p> <p>North East offshore wind cluster ready to deliver on Sector Deal, says Energi Coast</p>	 <p>26/02/19</p> <p>Tekmar contract win for remedial work</p>	 <p>31/01/19</p> <p>Tekmar selected for Northwester 2</p>
 <p>21/01/19</p> <p>Tekmar Group to exhibit at Subsea Expo 2019</p>	 <p>15/01/19</p> <p>Subsea Innovation achieve world first DNV GL type approval</p>	 <p>10/01/19</p> <p>AgileTek looks forward to 2019 following success in 2018</p>	 <p>29/01/18</p> <p>Subsea Innovation announces two high profile contract awards</p>	 <p>27/11/18</p> <p>Van Oord select Tekmar for Borssele 2</p>	 <p>19/11/18</p> <p>Subsea Innovation host Sir Michael Fallon to discuss UK offshore wind</p>
 <p>05/11/18</p> <p>Renewable UK interview with Jack Simpson</p>	 <p>17/10/18</p> <p>Subsea Innovation announces major contract win with Subsea 7</p>	 <p>12/10/18</p> <p>North East Energy Companies Lead The Way</p>	 <p>27/09/18</p> <p>AgileTek sign MOU to expand in South Korean offshore wind market</p>	 <p>17/09/18</p> <p>Double Win for Tekmar Group and CEO</p>	 <p>03/09/18</p> <p>Tekmar Energy Ltd first offshore company to receive ISO 45001 accreditation</p>
 <p>27/07/18</p> <p>Tekmar Energy Launches 'Tekcare' Health and Safety Initiative</p>	 <p>12/07/18</p> <p>Ørsted selects Tekmar Energy for Borssele I&II along with a 6 year framework</p>	 <p>26/04/18</p> <p>Double win for Tekmar Energy as they support Van Oord on Deutsche Bucht and BorWin3</p>			

Group Structure



Revenue Split:



Factories & Offices:



People



Group Head of Marketing & Strategy

Group Financial Controller

Group In-House Legal Counsel

Group HR & Support Function x7



Sales Director

Technical Director

Director of Engineering

Head of Projects

Fraser Gibson
Managing Director
Ryder Geotechnical
Joined 2019
15-years experience

Head of Projects

Lead Engineer x3

Proposals x1

Technical Manager

Manufacturing Manager

Head of Projects

HSQE Manager

x7

x13

x48

x12

x8

x8

x4

Project Managers x2

Production Manager

HSQE Manager

Office Manager

x15

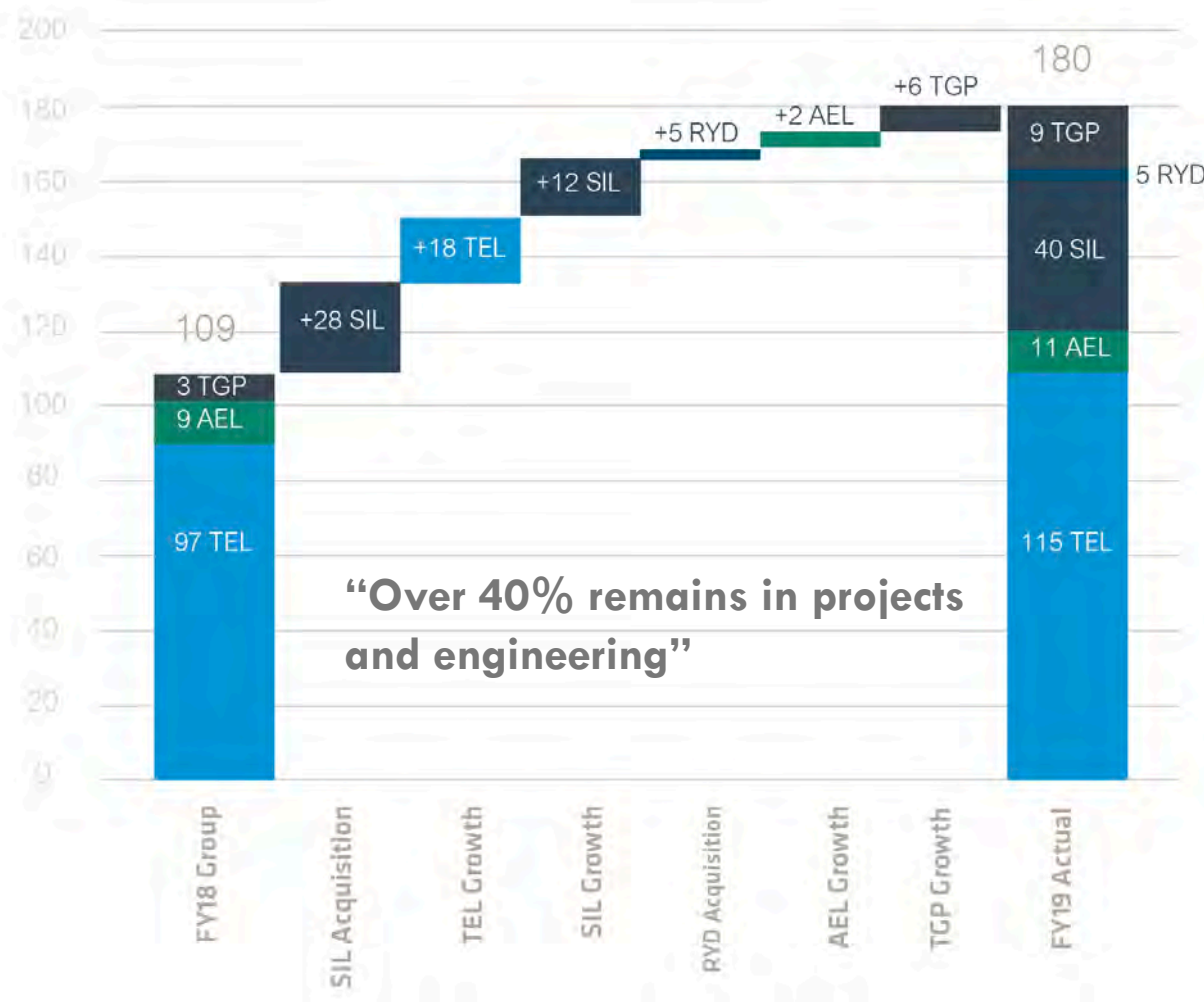
x13

x1

“**People:** Are the foundation on which the business operates through their integrity, intelligence, empowerment and ongoing investment in their development”



Recruitment Bridge



Revenue Analysis

Group Revenue

84%



12%



4%



Not included in FY19 figures



TEL Revenue Split:

40% Teldink
60% Other

Sectors:

OWF - Offshore Wind
O&G - Oil and Gas
IC - Interconnectors
W&T - Wave and Tidal
Marine

Project Phases:

DEVEX Development Expenditure
CAPEX Project Build Phase
OPEX Project Operation and Maintenance

68%

Offshore Wind

£19.2m



Revenues from:

Applications:

Customers:

Technology Provider

Power Cables, SURF, Telecom, Pipeline, Vessel, Topsides

End Users, EPIC, Manufacturers

30%

Oil and Gas

£8.4m



2%

Engineering

£543k

Product Categories

Cable Protection System (CPS)
Pipeline Repair (PR)
Cable Protection (CP)
Hang-Offs (HO)
Bend Protection (BP)
Structural
Mechanical
Engineering

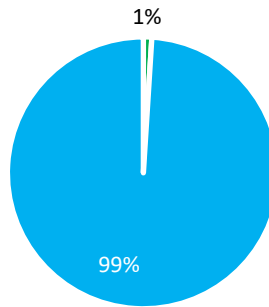
Locations include:

UK, EU, Middle East, North America,
South America, Asia Pacific, China

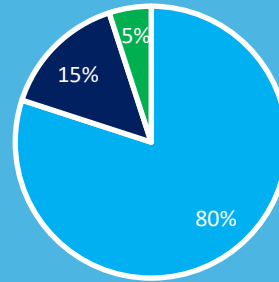
Revenue

COMPANY:

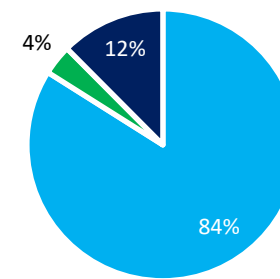
FY18 Actual



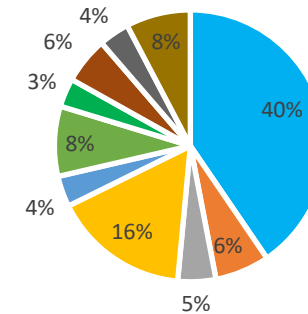
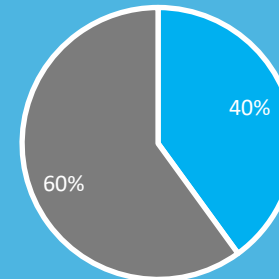
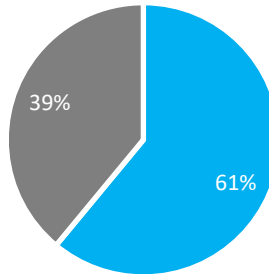
FY19 H1 Forecast



FY19 Actual



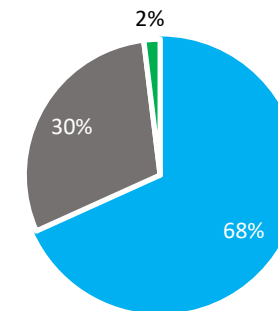
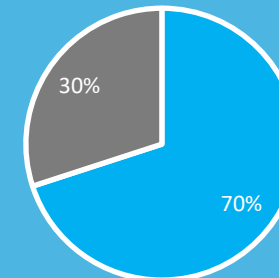
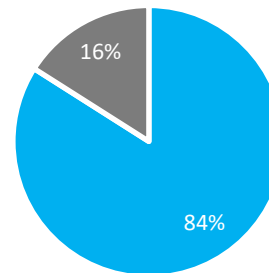
PRODUCT:



TEL
AEL
SIL

TekLink CPS
APAC CPS
Other OWF
TEL Subsea
Cable Hang-off
O&M OWF
Analysis
Pipeline
Backdeck
Design

SECTOR:



O&M OWF
SUBSEA
ENGINEERING

Key clients: Boskalis, Orsted, JDR
Focus technology: Cable Protection Systems
Primary market: Offshore Wind
Material specialty: Polymers
Typical application: Subsea power cables
Core competency: Technology Manufacturing
Products: 15
Staff: 115
Revenue: £24m

Key metrics for FY19:

12% Revenue growth

100%: TEKLINK® secured market share *for OWF array CPS in EU (7 projects 850-systems)

10: new OWF projects added to our track record

1,018: CPS systems contracted to supply

40% increase in Subsea Revenue

143,500: man hours worked without a Lost Time Injury (LTI)

27,500: engineering hours

Strategic highlights in FY19:

- **Saudi:** local content strategy implemented and first In Kingdom (IK) first project delivered. Ballast modules.
- **Frameworks:** with Ørsted and Boskalis, both the respective leaders in their fields in Offshore Wind
- **China:** subsidiary created in Shanghai with four people employed
- **Delivered 132 cable protection systems on one of the largest china projects for a 400mw**
- **Delivered 226 Hang-offs on world's largest offshore wind farm Hornsea 1.**
- **Secured first major O&M project for retrofit cable protection to an exciting wind farm.**



12% Revenue Growth
100% market share*
40% increase in
Subsea Revenue



Key Clients: Global Offshore, Operators, Tekmar Energy
Focus Technology: Dynamic analysis
Primary market: Offshore Wind
Material specialty: Software development
Common application: Vessels
Core competency: Engineering
Services: 16
Staff: 16
Revenue: £1m

	FY18	FY19
Revenue	£0.7m	£1m
Projects:	30	36
Clients awarding:	21	22
Clients tendered to:	28	39
Total staff:	9	16
Server hours:	52,000	82,000
Simulation data:	16TB	30TB

Strategic highlights in FY19:

- 1st Acquisition with Ryder Geotechnical
- 1st Project where cable fatigue analysis was performed at every turbine location (>300 cable ends)
- 1st Project for Taiwanese market
- 1st Project for South Korean market (currently working on 2nd)



43% Revenue Growth
57% increase in server hours
1st Acquisition



Key Clients: Subsea 7, IHC, Saipem
Focus Technology: Bespoke Back-Deck Equipment
Primary market: Oil and Gas
Material specialty: Metals
Common application: Subsea Pipelines
Core competency: First Principle Design
Products: 16
Staff: 40
Revenue: £3.5m

Revenue: 75% Revenue growth
Contracts awarded: 28 38
Total staff: 28 40

Strategic highlights in FY19:

- *Achieve World First DNV GL Type Approval for EPRC between 8" and 44"
- Deliver Rapid Response Repair Clamps in under 10 weeks
- Secured a collaborative framework agreement with IHC for Back-deck pipeline equipment.
Largest enquiry book in companies history at £26m.



75% Revenue Growth
World First Type Approval*
Largest ever enquiry book



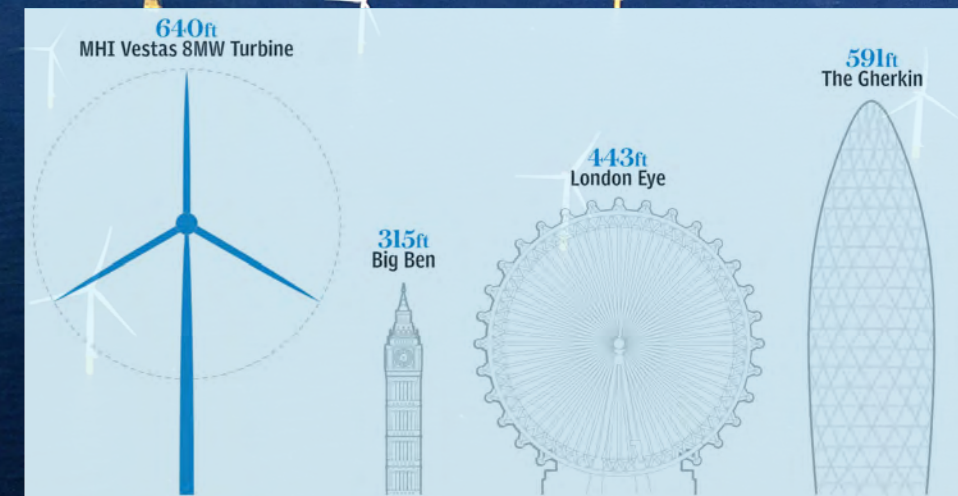
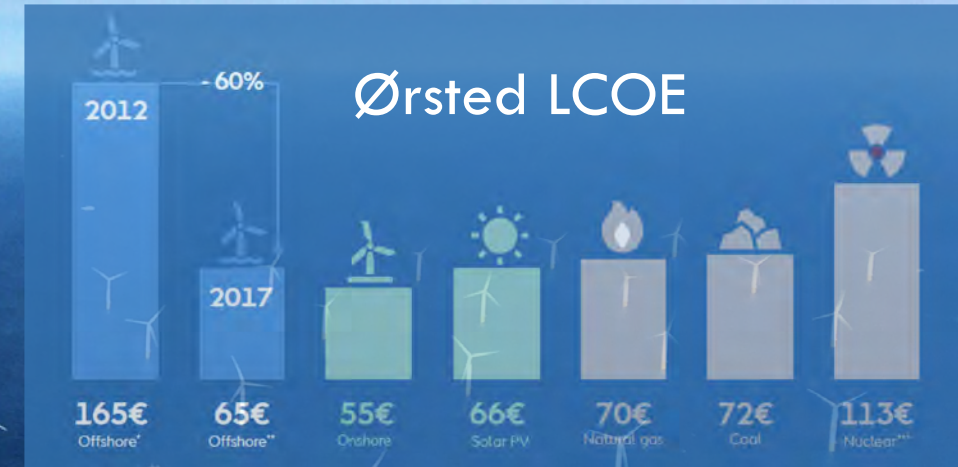
Markets



Benefits of Offshore Wind

- Sustainable clean renewable energy
- A domestic energy source
- Proximity based near densely populated coastal areas
- Scale
- Speed
- Cost
- Reliability
- Local economic prosperity
- Inspiration for future generations

*Source Ørsted presentation, BVG associates



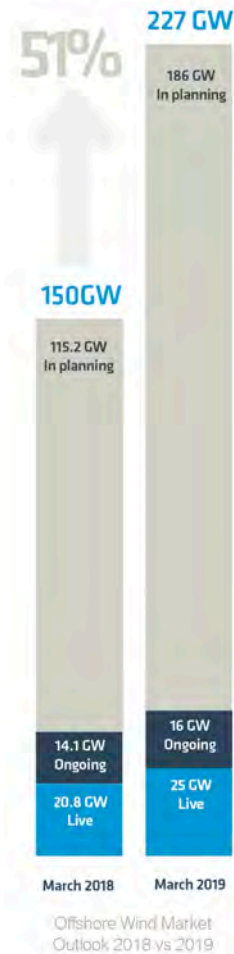
Market Review - Offshore Wind

Key Points

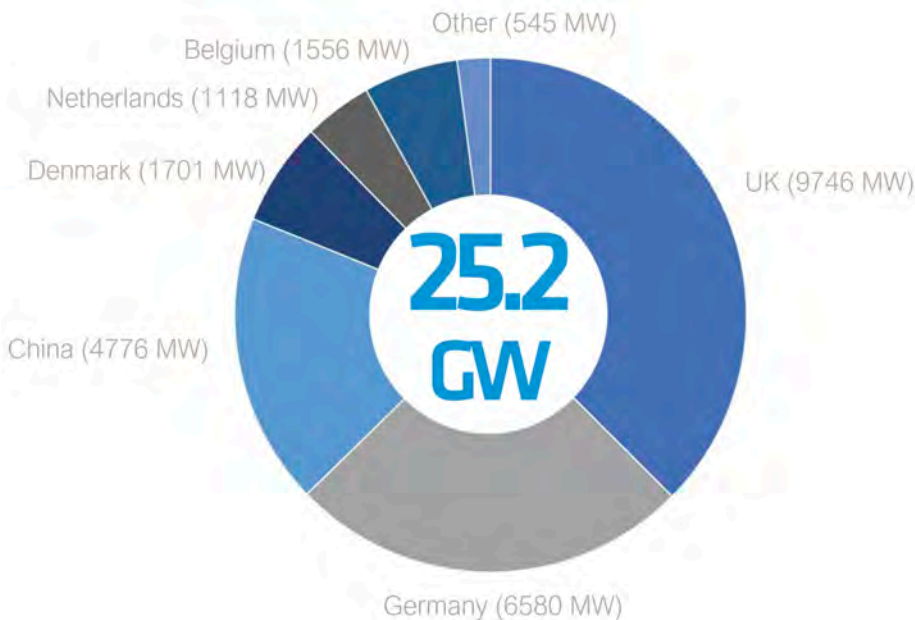
- Global market
- Lead by UK
- 10x growth >20% CAGR

£550 Bn

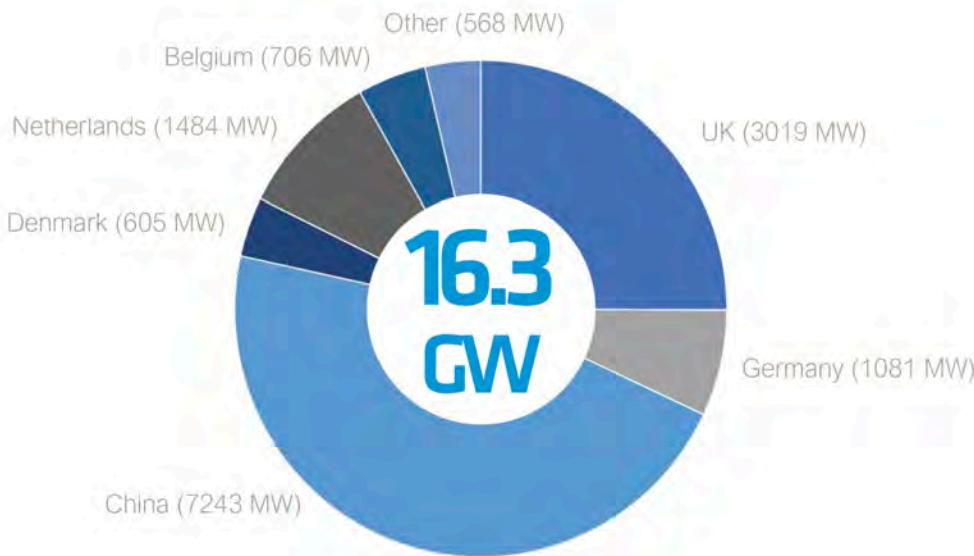
Estimated Spend over 10 years
(90% CAPEX 10% OPEX)



Installed capacity by country 2019



Under construction and pre-construction, capacity yet to be installed



Market Review – Subsea

All Markets are in growth!

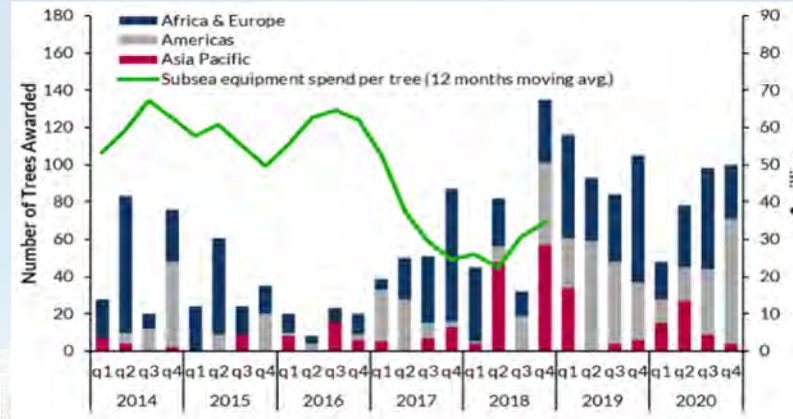
Oil stable above the \$50 trigger point with \$65 forecast resulting in increasing offshore spend.

OWF capital spend per annum expected to reach circa £55b by 2020 (3x increase) while offshore O&G is recovering to circa £130b.

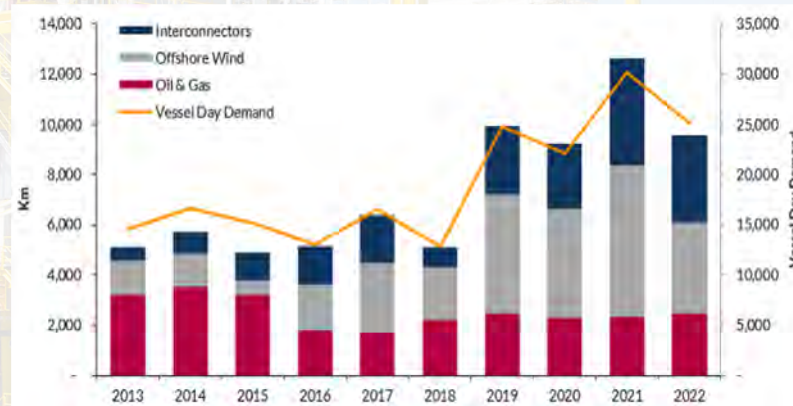
OWF cable demand will grow at a 15% CAGR, accounting for 45% of forecast global cable demand.

Global subsea cable installation vessel day demand will total 114,858 vessel days over the forecast period, a 52% increase on the 2013-2017 period.

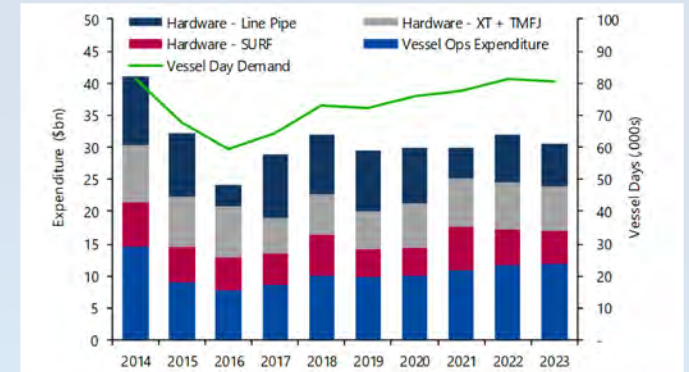
O&G Tree Awards



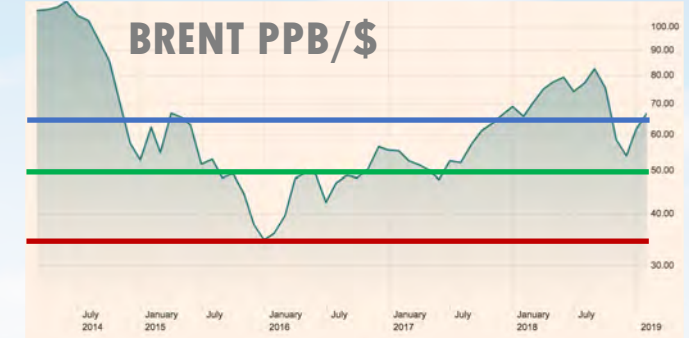
Power Cables



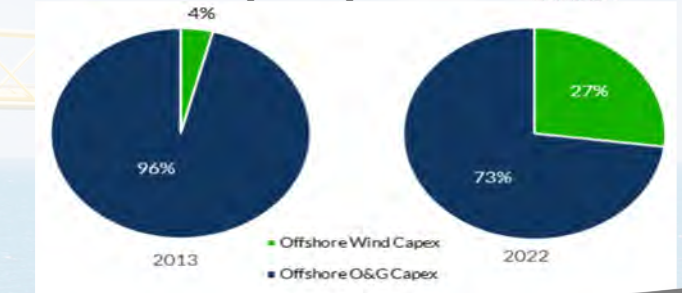
Vessel Days & Hardware Expenditure



Global Subsea Vessel Operations & Hardware Expenditure and Vessel Day Demand 2014-2023



Offshore Capex Spend



Growth Strategy



Growth Strategy Action

Organic Growth

Markets growing;
OWF growing at >20% CAGR
Oil and Gas stable >\$50 PBL

Successes in the year:

- 1) Grew revenues by 28%
- 2) Preferred bidder status a record high at £15m (a 97% YOY improvement).
- 2) Tekmar Energy's core product TEKLINK® CPS retained its leading market position; sustaining its track record of 100% market share in the EU.
- 3) Order book increased 33% to £7.2m
- 4) Total sales enquiry book grew to a record of £194m, (a 35% increase YOY) and conversions at 62%.

Related Risk Factors: General Economic Environment, Project timings, Technology, Key Staff Members

Accelerated Growth

Investment in new technology,
operational efficiency, expand
overseas

Successes in the year:

- 1) Increase TRL from 20 to 47 products.
- 2) Zero Lost time incidents and overall improvement towards quality KPI's.
- 3) Our strategy for international opportunities within the ME for O&G and APAC for OWF are progressing well.

Related Risk Factors: Technology and competition, Risk of claims

Acquisition Strategy

M&A targets;
Shared vision
Technology and sector focus
Leverage group support
Share customers
Project Life cycle

Successes in the year:

- 1) Two acquisitions successfully completed; with Ryder Geotechnical Limited and Subsea Innovation Limited.
- 2) The acquisitions are adding value, generating more full life cycle revenues and a stronger customer proposition within Group.

Related Risk Factors: Systems and Processes, Availability of capital



180
people



47
products



M&A Strategy

Increase project lifecycle revenue and addressable market.



Key Objectives;

Company	Adds AVL (Customers)	Adds TRL (Technology)	Adds Services	Support Oversea Expansion	Adds Engineering Capacity	Leverage TEL Customers	Offset Revenue Timing	Doesn't effect business KPI's	Key Benefit	Key Risks
TARGET 1 SIL	11	12			17					
TARGET 2 RGL	2		5		3					

Key Criteria;

- In our strategic plan and a known business to TGP
- Shares in TGP vision and would strengthen brand
- Would benefit from group support
- Profitable and accretive for TGP within first full year
- Growth in excess of >15% CAGR under similar macro KPI
- Competent management in place
- Vendor willing to share in risk and return
- Does not conflict with customers and or other strategy

Key focus within Due Diligence;

- Commercial DD wouldn't reduce the groups core KPI's
- Contract liability
- Customer feedback
- Intellectual property rights
- All key staff remain, and key management agree to a 2-year contract and non-compete
- HSQE practice in line with ISO 19001, 18001, 14001
- Complies with all statutory law and specifics such as the UK Bribery Act 2010, Health and Safety at Work Act 1974 etc

Financials

FY19 P&L

SUMMARY INCOME STATEMENT

£000 (year ended 31 March)	2017 Audited	2018 Audited	2019 Audited
Revenue	19,388	21,891	28,082
Revenue growth %	12.5%	12.9%	28.3%
Cost of sales	(11,400)	(12,962)	(18,190)
Gross profit	7,988	8,929	9,892
Net operating expenses	(4,787)	(5,121)	(6,987)
Group operating profit	3,201	3,808	2,905
Analysed as:			
Adjusted EBITDA ⁽¹⁾	4,199	4,947	4,833
Depreciation	(729)	(563)	(808)
Amortisation	(224)	(453)	(476)
Exceptional Items	(45)	(123)	(226)
Share based payments charge	-	-	(418)
Group operating profit	3,201	3,808	2,905
Net finance costs	(4,365)	(4,188)	(919)
(Loss)/Profit before taxation	(1,164)	(380)	1,986
Taxation	(331)	270	407
(Loss)/Profit for the year	(1,495)	(110)	2,393

COMMENTARY

- Significant increase in revenue in H2 supported 28% growth YOY – including 16% from the acquisition of Subsea Innovation Ltd (SIL)
- Additional operating expenses due to the expanded group – SIL cost base & plc costs
- Adjusted EBITDA is a primary KPI across the business. The change in product mix in the period resulted in our maintaining EBITDA
- Depreciation increased due to early adoption of IFRS16
- Amortisation includes charge relating to acquisition of intangible assets on purchase of SIL
- Elimination of interest cost on equity debt as a result of the IPO reduced the FY charge by £3.1m

Note 1: Adjusted EBITDA is profit before finance costs, tax, depreciation, amortisation, share based payments charge and exceptional items

FY19 Balance Sheet

SUMMARY BALANCE SHEET

£000 (year ended 31 March)	2017 Audited	2018 Audited	2019 Audited
Fixed assets	1,717	1,401	5,501
Goodwill & other intangibles	20,334	20,005	21,837
Deferred tax asset	40	177	-
Non Current Assets	22,091	21,583	27,338
Inventory	1,237	1,842	1,914
Trade and other receivables	8,438	8,756	19,996
Cash	1,535	2,617	4,190
Current Assets	11,210	13,215	26,100
Total Assets	33,301	34,798	53,438
Share Capital & Share Premium	3,020	3,020	65,600
Consolidation reserve	-	-	(12,685)
Retained losses	(12,645)	(12,704)	(10,098)
Non-controlling interest	(83)	(134)	-
Total equity / (deficit)	(9,708)	(9,818)	42,817
Long Term borrowings	32,773	32,521	487
Trade and other payables	4,349	5,430	361
Non Current Liabilities	37,122	37,951	848
Short Term Borrowings	-	-	378
Trade and other payables	5,587	6,665	9,395
Provisions	300	-	-
Current Liabilities	5,887	6,665	9,773
Total Liabilities	43,009	44,616	10,621
Total Equity and Liabilities	33,301	34,798	53,438

COMMENTARY

- Balance Sheet has significantly strengthened by the IPO
- Fixed assets - £3m from SIL acquisition (property & plant) plus impact of IFRS 16
- Goodwill & other intangibles include acquired intangible assets for SIL (1.2m) and product development within Tekmar Energy (£0.8m)
- Unusually high levels of accrued income due to high production volume in final quarter
- All equity debt repaid upon IPO. Non-current liabilities relate to lease liabilities (under IFRS16) and deferred grant in SIL
- Trade and other payables includes £1m earn-out due under the SIL acquisition agreement
- The business also has bank bonding facility of circa £5.0m off balance sheet

FY19 Cashflow

SUMMARY CASH FLOW STATEMENT			
£000 (year ended 31 March)	2017 Audited	2018 Audited	2019 Audited
Adj. EBITDA	4,199	4,947	4,833
<i>Exceptional items</i>	(45)	(123)	(226)
<i>Others</i>		(54)	(168)
Movement in inventories	(297)	(605)	176
Movement in debtors	629	(40)	(10,493)
Movement in creditors	1,638	2,318	2,876
Movement in provisions	126	(300)	(131)
Tax recovered (paid)	(61)	(250)	180
Net cash from operating activities	6,189	5,893	(2,953)
Purchase of property, plant & equipment	(514)	(248)	(996)
Purchase of intangible assets	(102)	(124)	(865)
Acquisition of subsidiary net of cash acquired	-	-	(168)
Other investing activity	13	5	150
Net cash from investing activities	(603)	(367)	(1,879)
Net payment of borrowings	(2,406)	(2,250)	(35,053)
Proceeds from issue of shares	-	-	49,429
Expenses of the IPO	-	-	(400)
Capital of finance lease payments	(59)	-	-
Interest paid	(2,358)	(2,194)	(7,571)
Net cash from financing activities	(4,823)	(4,444)	6,405
Net increase / (decrease) in cash	763	1,082	1,573
Cash & Cash equivalent	1,535	2,617	4,190

COMMENTARY

- Significant movement in debtors due to increase in accrued income at the end of the year
- Investment in tooling within Tekmar Energy along with product development accounts for the majority of PPE and intangible spend
- Repayment of borrowings relates to repayment of equity debt on IPO (£33.3m) and repayment of directors loan account on SIL acquisition (£1.8m)
- Closing the year with a healthy cash balance following investment in new businesses and product development initiatives

Acquisitions

COMMENTARY

- Two acquisitions completed in the year:
 - Tekmar Group acquired 100% of the share capital of Subsea Innovation
 - AgileTek Engineering acquired 80% of Ryder Geotechnical, with an option over the remaining 20%
- The purchase consideration for Subsea Innovation was for fixed assets and intangibles assets, with the deferred tax liability on the intangibles being recognised as goodwill (£0.2m).
- The Ryder acquisition generated a gain on bargain purchase of £95k
- £1m of deferred consideration in respect of Subsea expected to be paid during FY20, as a result of performance targets being reached
- Subsea contributed £3.5m of revenue and £0.5m of Adjusted EBITDA
- The Ryder acquisition only concluded at the end of March 2019 and therefore there was no trading impact



Chairman's Statement
Ally McDonald

CHIARMAN'S OUTLOOK STATEMENT

“The Group remains focused on its strategy as stated at IPO to deliver long-term growth through the expansion of new products, organic growth and by selective and complementary acquisitions.

The market outlook for offshore wind and oil and gas are both strong, with offshore wind CAGR forecasts above 20% between 2018-2028 and demand for products for the oil and gas market at a three-year high

I am pleased to report that the new financial year has started well and, with current order visibility levels, believe that the Group is making good progress to deliver results in line with market expectations in FY20.”



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