



Global Ports Holding Plc

Half year results to 30 September 2022

A Business Transformed

December 2022



GLOBAL PORTS
HOLDING PLC

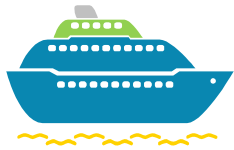


WHO WE ARE



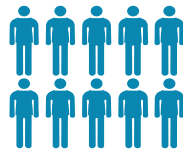
2019

16



Cruise Ports

7.3m



Passengers

2



Commercial Ports

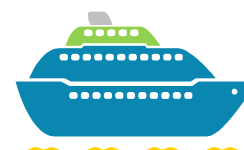
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Countries

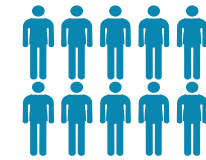
2022

26



Cruise Ports

>15m



Passengers

1



Commercial Ports

14



Countries



Dominant position in the Mediterranean, well established in the Caribbean and Asia and first step into North America



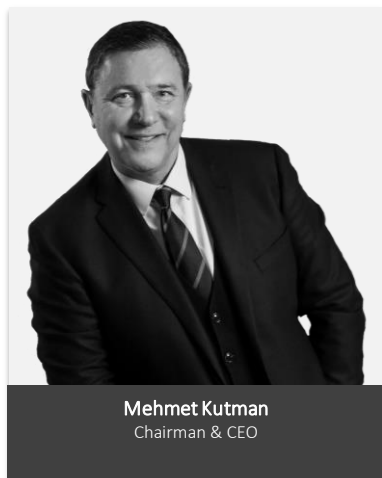
◆ Port acquisition subject to completion

Key Characteristics

- The world's largest cruise port operator
- Established presence in the Mediterranean, Caribbean, Asia-Pacific and recently entered North America
- 26 cruise ports in 14 countries
- GPH portfolio includes major cruise hubs such as Barcelona and high-traffic marquee ports such as Nassau and Valletta
- Presence in all of the world's key cruise markets



Experienced and dynamic management with deep understanding of the cruise industry, a wealth of experience in operating and commercializing ports and strong relationships across the cruise industry



- Co-founder and Chairman of Global Ports Holding
- Was appointed as Chief Executive Officer in 2022
- Prior to founding Global Group in 1990, Project Manager at Net Holding A.Ş., Vice President of North Carolina National Bank, Sexton Roses Inc. and Philip Bush & Associates.
- BA (Hons.) degree from Boğaziçi University and an MBA degree from the University of Texas.



- Appointed Chief Financial Officer of Global Ports Holding in 2020
- Former Director of Corporate Finance at Global Investment Holding
- Previous experience in corporate finance at IEG, Fresenius VAMED and the Deutsche Bahn AG.
- MSc of Business Administration & Management from ESCP Europe.



- Appointed as COO of Global Ports Holding in August 2016
- Over 20 years senior management experience, 14 of which in the cruise industry
- Served as CEO and CFO of Valletta Cruise Port
- Fellow of the Chartered Institute of Accountants and a Henley MBA graduate



- Appointed as CLO in 2018
- Wealth of experience in project finance, infrastructure and private equity
- Recognised by the Legal 500 Awards in 2016 and 2017; and by The Lawyer magazine in its list of 'Hot 100' 2018.

Regional Directors



Javier Rodriguez
Regional Director West Med



Mike Maura
Regional Director Caribbean



Regional Directors
Regional Director East Med



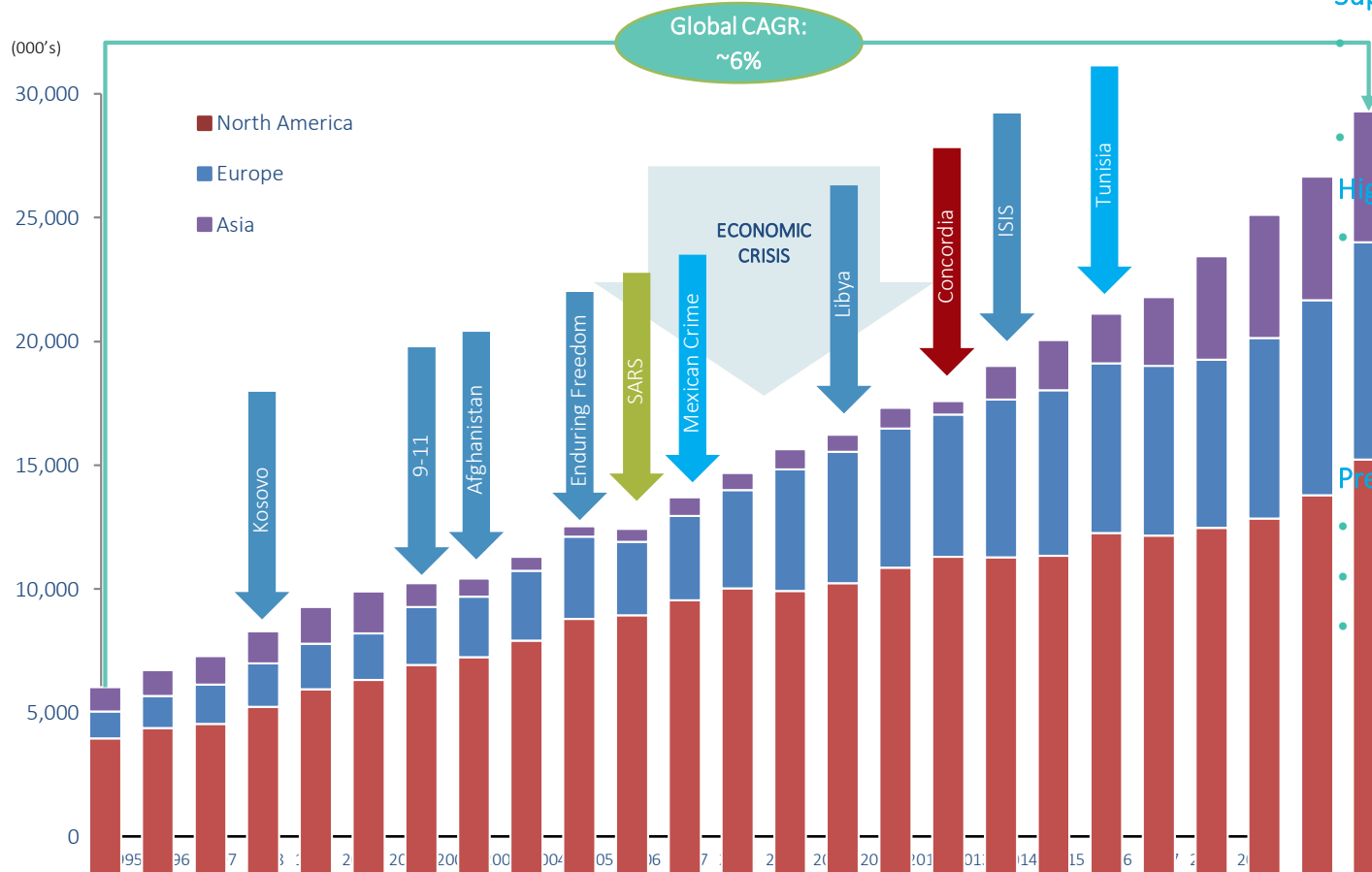
H1-2023 FINANCIALS



Cruise Industry Growth Supported by Strong Long-term Drivers

Continuous growth of global cruise passengers

Global Cruise Passengers 1995 – 2019 (thousand)



Long term drivers

Supply-driven

Cruise industry's long term drivers remain supportive of future growth

High Occupancy

- Still low penetration rate
- Cruise ships usually operating in excess of 100% capacity year round
 - Pre-Covid, Carnival, Royal Caribbean and Norwegian Cruise Lines each have operated in excess of 100% capacity since 2010
 - Occupancy rates expected to recover -

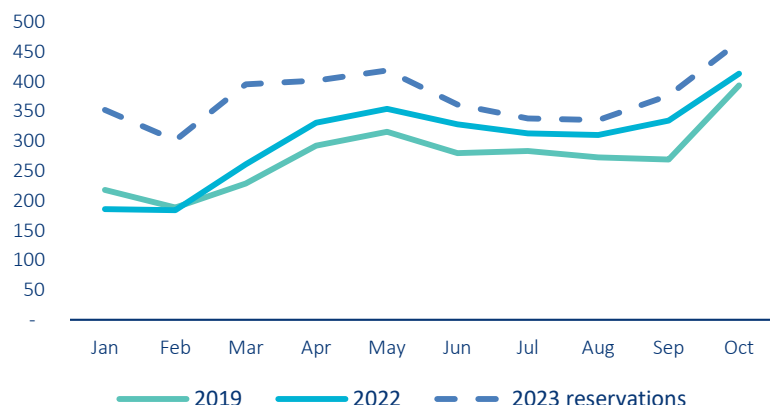
Predictable Outlook

- Generally itineraries scheduled 18 - 24 months in advance
- Higher industry capacity post-Covid despite high withdrawal rate
- Orderbook status:
 - Current cruise ship orderbook is for 72 new cruise ships and extends to out to 2028
 - Total berth capacity on order is 160,907

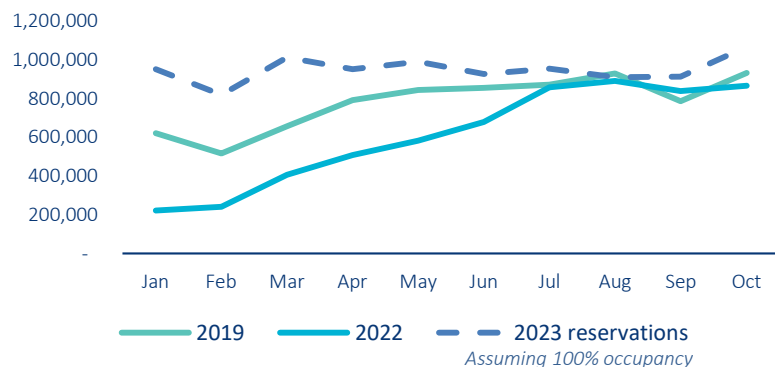


Recovery of passenger volumes during 2022

GPH cruise calls monthly, 2019, 2022 and 2023 expected



GPH cruise passengers monthly, 2019, 2022 and 2023 expected



GPH's cruise operations have transformed in scale and reach vs. pre-pandemic

Strong improvement in cruise KPIs in six months to end September 2022 and calendar year 2022

- Cruise calls up **+673%** in 2023 H1 Reporting Period cored to same period in 2022
 - Cruise calls **+15%** compared to the 2019 pre-pandemic period

Strong recovery in cruise passenger volumes

- 4.35m** passengers for H1 2023 Reporting Period compared to 0.56m in 2022
 - Performance accelerated throughout 2023 H1 Reporting Period
 - Q2 FY2023 passenger volumes **+c50%** compared to Q1 FY2023
 - Growth driven by easing of travel restrictions, higher cruise fleet deployment and seasonality
 - Occupancy levels remain below pre-pandemic levels

Strong call reservations for calendar year 2023

- Cruise call reservations at consolidated ports for calendar year 2023 above 2019
- Cruise lines expect occupancy rates to return to pre-pandemic levels by summer 2023
- Current call reservations imply passenger volumes at GPH ports >11m (at 100% occupancy) vs pre-pandemic peak of just 5.3m

Cruise Performance Drives Financial Recovery



GPH Selected Key Financials H1 and Q2/Q1 FY2023 Reporting Period (\$m)

	HY 2023	HY 2022	YoY Change	Q2 2023	Q1 2023	Q2 2022
Adjusted Revenue (\$m)	64.1	14.8	334%	37.0	27.1	10.0
Cruise Revenue (\$m)	60.0	10.3	482%	35.0	25.0	7.8
Commercial Revenue (\$m)	4.1	4.4	-8%	2.0	2.1	2.1
Segmental EBITDA (\$m)	44.0	2.1	n/m	26.9	17.1	2.9
Cruise EBITDA (\$m)	42.3	0.3	n/m	26.0	16.3	2.0
Commercial EBITDA (\$m)	1.7	1.8	-6%	0.9	0.8	0.8
Group costs (\$m)	(3.6)	(2.6)	37%	(1.9)	(1.7)	(1.4)
Adjusted EBITDA (\$m)	40.4	(0.5)	n/m	25.0	15.4	1.5
Segmental EBITDA Margin (%)	68.6%	14.5%		72.6%	63.2%	29.4%
Cruise EBITDA (%)	70.4%	3.0%		74.2%	65.1%	25.7%
Commercial EBITDA (%)	41.6%	41.0%		45.4%	40.1%	38.3%
Adjusted EBITDA Margin (%)	63.0%	-3.3%		67.5%	56.7%	15.2%

Highlights

Record six month results from cruise operations

- Adjusted Revenue of USD 64.1m, a increase of **334%**
 - Adjusted Cruise Revenue of USD 60.0m, an increase of 482%
 - Commercial (port) Revenue of USD 4.1m, a decline of 8%

Segmental EBITDA of USD 44.0m compares to USD 2.1m in 2022 H1 Reporting Period

- Cruise EBITDA of USD 42.3m, compares to 0.3m in H1 Reporting Period
 - Cruise EBITDA margin of **70.4%**, in line with pre-pandemic levels
 - Commercial EBITDA of USD 1.7m, down 6%

Adjusted EBITDA of USD 40.4m, compares to a loss of USD 0.5m in 2022 H1 Reporting Period

Condensed Cash Flow



GPH Cash Flow Statement H1 FY2023 Reporting Period and Debt Status (\$m)

	HY 2023	HY 2022
Adjusted EBITDA	40.4	(0.5)
Change in Working capital	3.7	(11.8)
Other	(4.1)	0.7
Operating Cash flow	39.9	(11.6)
Net interest expense	(11.5)	(30.6)
Tax paid	(0.9)	(0.2)
Net capital expenditure incl. advances	(43.9)	(50.3)
Free cash flow	(16.4)	(92.7)
Change in Gross debt	(2.2)	5.2
Dividends	--	1.8
Related party financing	5.9	--
Net Cash flow	(12.7)	(85.7)
Gross Debt (\$m)	599.0	598.6
Gross Debt ex IFRS 16 Leases (\$m)	541.7	534.7
Cash (\$m)	79.5	99.7
Net Debt (\$m)	519.4	498.8
Net Debt ex IFRS 16 Leases (\$m)	462.2	435.0

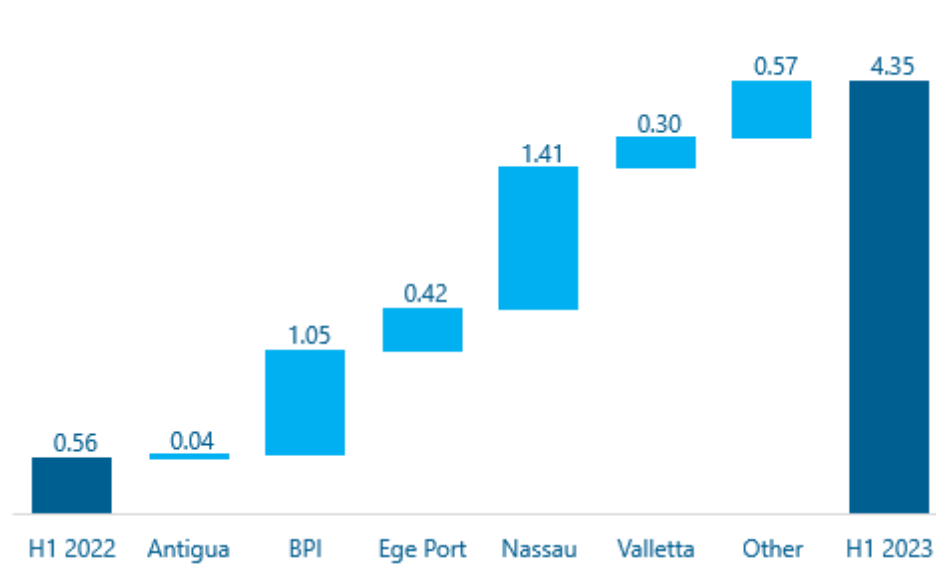
Highlights

- Strong operating cash flow improvements
- No material change in underlying net finance costs and net interest expense
 - P&L net finance costs impacted by non-cash FX position
 - Interest payment in H1-2022 higher due to Eurobond refinancing during the period (including payment of accrued interest) and accumulated interest payment for local bond
 - H1-2023 interest payment low thanks to GPH making use of PIK option under SSP loan
- Capex of **\$43.9m**, primarily focused on further investment into Nassau Cruise Port
- Cash **\$79.5m**
- Net Debt excl. IFRS-16 Leases of **\$462.2m**

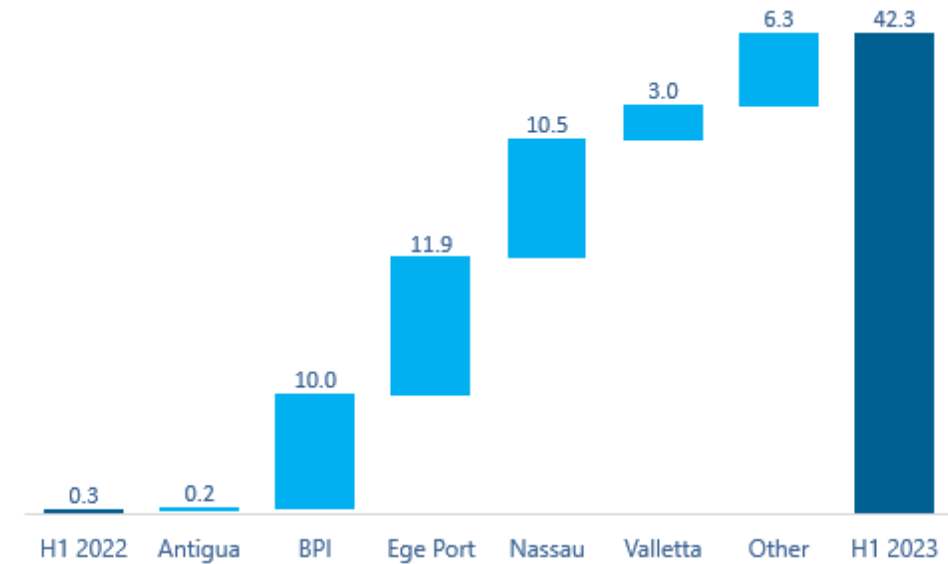
Cruise Recovery Embedded



Cruise Passengers Bridge H1-2022 to H1-2023 (m)



Cruise EBITDA Bridge H1-2022 to H1-2023 (\$m)

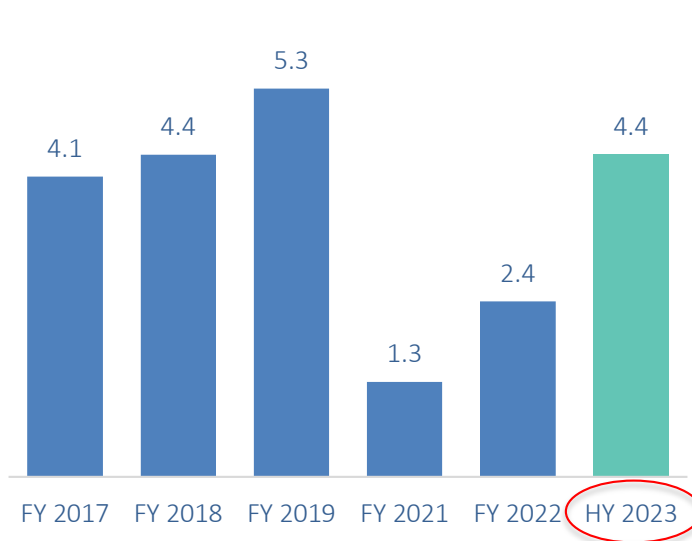


- Industry recovery and growth of the port network has delivered strong growth in passenger numbers
- Growth in consolidated and management agreement cruise passenger volumes of **+673%** yoy
- Strong recovery at major ports
- Ege Port delivering the recovery expected pre-pandemic
- Cruise recovery now well embedded but further recovery in passenger volumes expected well into FY 2024

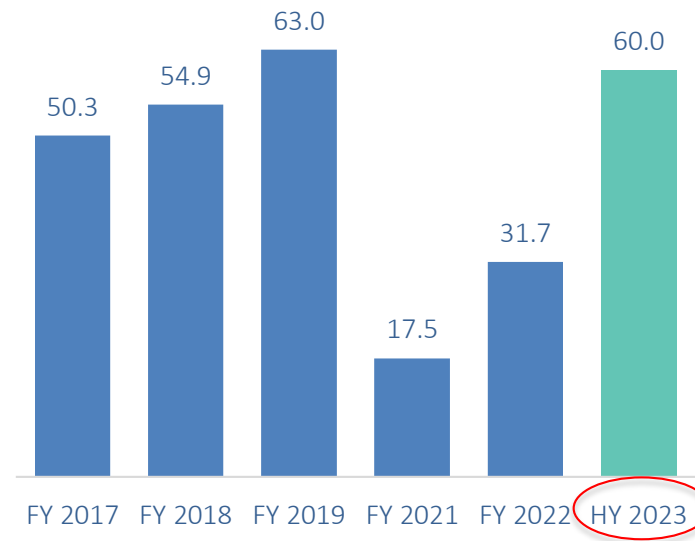


Cruise Recovery Embedded: Longer-term Perspective

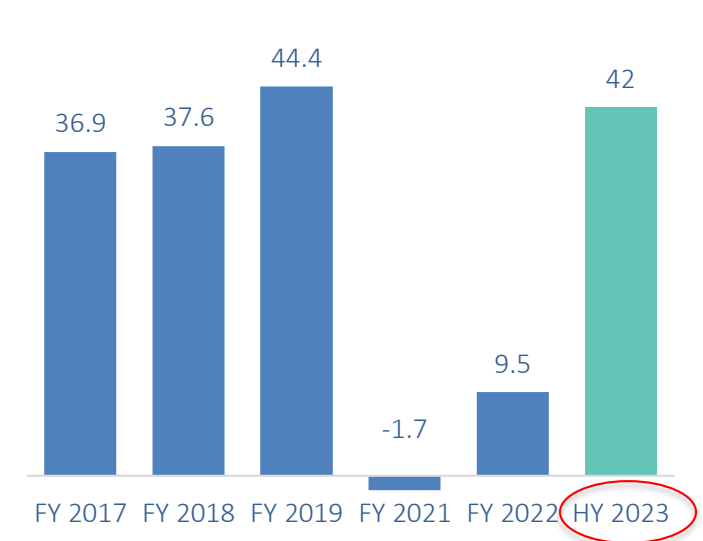
Cruise Passengers FY 2017 to H1-2023 (m)



Cruise Adjusted Revenue FY 2017 to H1-2023 (\$m)



Cruise Segmental EBITDA FY 2017 to H1-2023 (\$m)

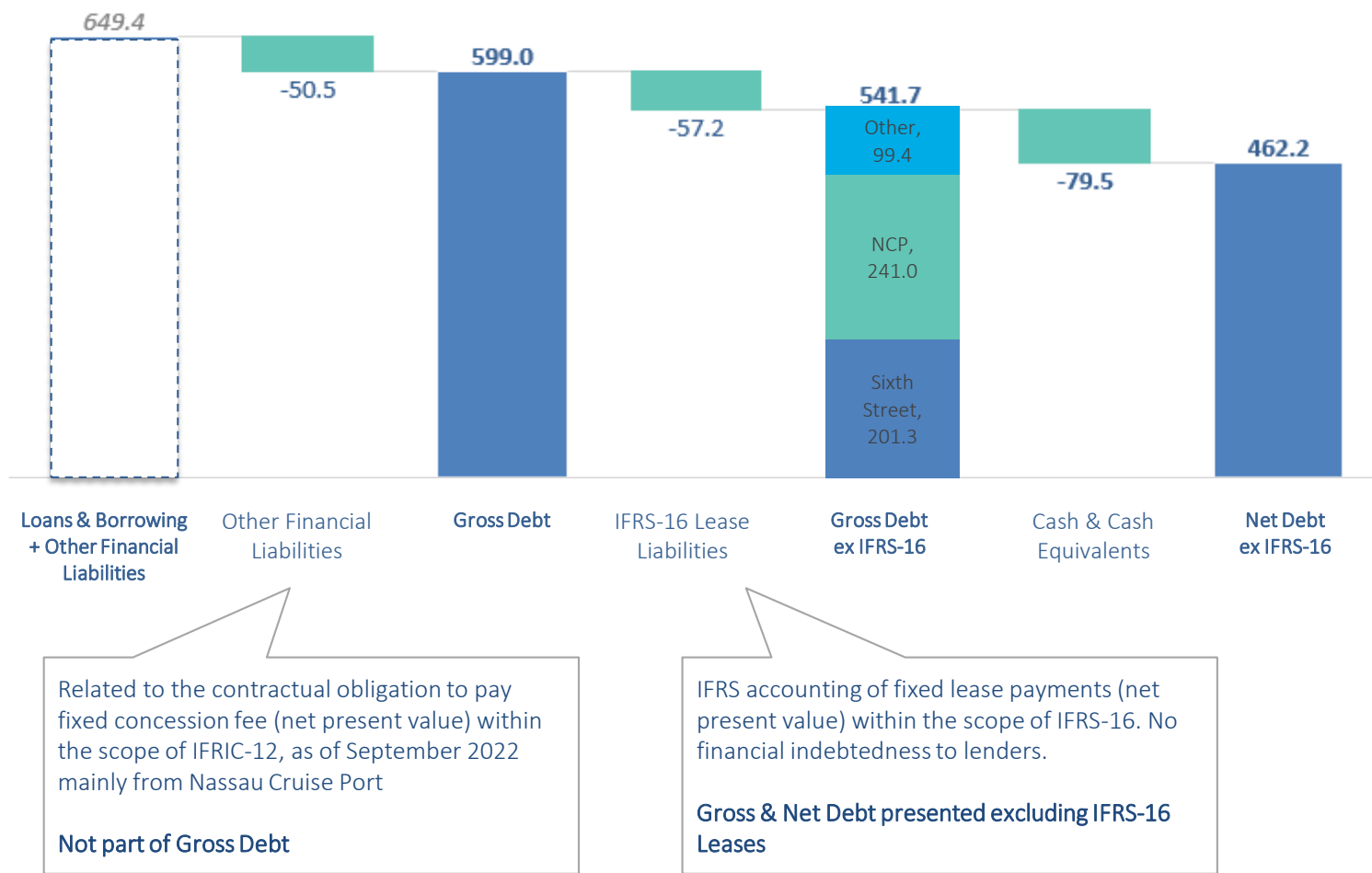


- GPH's cruise operations have transformed in scale and reach since before the pandemic
- In the six months to September 2022, with performance still recovering from Covid related restrictions, EBITDA is in line with pre-pandemic peak for a 12 month period
- Strong yield performance in the period, delivering similar revenue and EBITDA on c1m fewer passengers vs FY 2019

Profile and Reconciliation of Liabilities & Debt



Financial Liabilities and Gross / Net Debt Reconciliation 30 September 2022 (\$m)



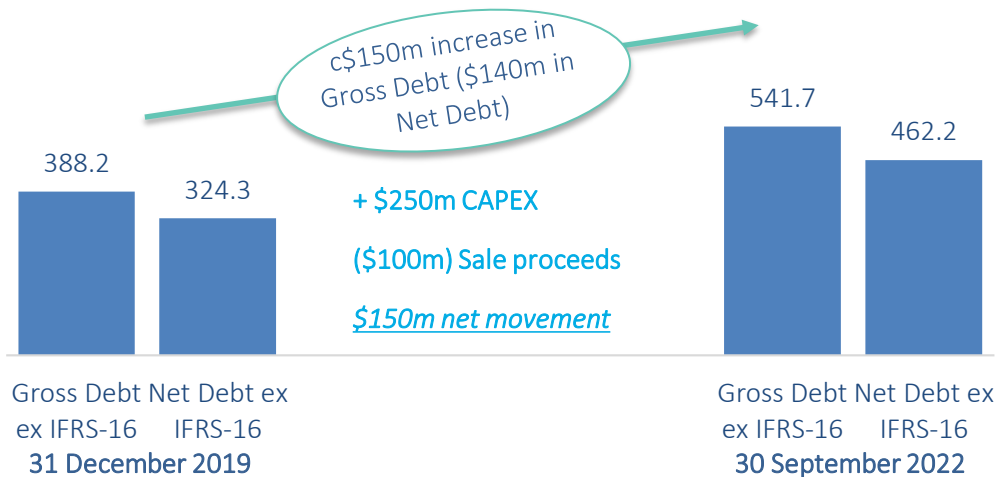
Highlights

- Total gross debt **\$541.7m** excluding IFRS-16 Leases
- Gross debt ex. IFRS-16 Leases to Adjusted EBITDA, net of IFRS-16 impact: **12.4x** – but rapidly improving with growth in EBITDA
- Appr. **50% has fixed interest** rate not subject to any change (including the USD 241 million Nassau bonds and notes)
- Remaining gross debt subject to adjustments of either LIBOR, EURIBOR or SOFR
- IFRS-16 lease obligations or Other financial liabilities not subject to any interest rate changes

Positive Structural Changes in GPH Debt Structure since December 2019

Investment in Future EBITDA & Cash Generation

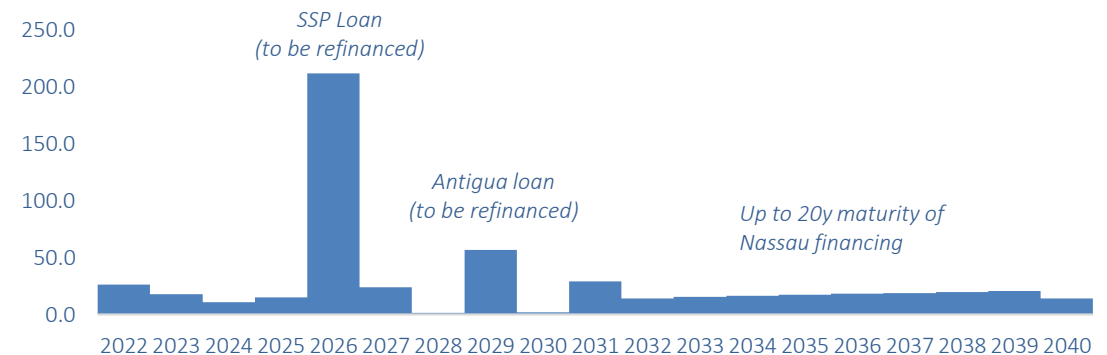
Gross / Net Debt 30 September 2022 compared to 31 December 2019 (\$m)



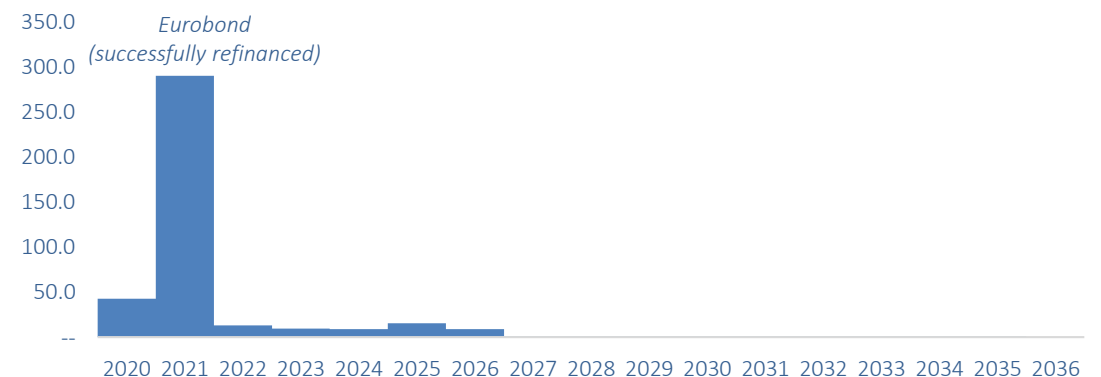
- c\$150m increase in Gross Debt since December 2019 (last 2 ¾ years)
- \$250m spent on capex including advances (mainly in Nassau and Antigua)
 - FY 2021: \$94.1m
 - FY 2022: \$108.3m
 - H1-2023: \$43.9m
- c\$100m net proceeds from Antalya sale January 2021 (FY2021)
- GPH's movement in gross and net debt throughout Covid, entirely driven by new port investments generating

Substantial Extension of Maturity Profile

Debt Repayment Profile as of 30 September 2022 (\$m)



Debt Repayment Profile as of 31 December 2019 (\$m)





Key Developments in the expansion of GPH's Cruise Port Network

- GPH's cruise operations have transformed in scale and reach since pre-pandemic

<ul style="list-style-type: none"> — Prince Rupert Cruise Port, Canada — St Lucia, Memorandum of Understanding — San Juan Cruise Port, San Juan — Canary Islands (3 ports) — Crotone Cruise Port — Vigo Cruise Port — Tarragona Cruise Port — Kalundborg Cruise Port — Taranto Cruise Port 	<ul style="list-style-type: none"> Nov-2022 Oct-2022 Aug-2022 Jul-2022 Jul-2022 Apr-2022 Jan-2022 Oct-2021 May-2021 	<ul style="list-style-type: none"> 10-year, with 10-year extension option 30-year, with 10-year extension option 30-year concession 20-40 year concessions 4-year renewable concession Began operations 12-year concession 20-year lease 20-year concession
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- Full benefit from ports added in Q4 2019 (Antigua Cruise Port and Nassau Cruise Port) still to be seen
- Consolidated and Managed Ports Passenger volumes now expected to be in excess of 11m in calendar year 2023 compared to a pre-pandemic peak of 5.3m
- Additional gross debt since 2019 (+USD 150 million) entirely driven by expansion investments



Positive Outlook

Outlook for cruise industry remains highly attractive

- Booking volumes across the industry remain comfortably within historical ranges and the outlook for the cruise industry in calendar year 2023 and beyond remains positive
- Occupancy rates in the Caribbean cruise market are generally at or close to 100%
- Occupancy levels in the European cruise market lagging behind those experienced in the Caribbean
- Major cruise lines currently expect occupancy rates in the European cruise market to return to pre-pandemic levels by summer 2023

Financial year to date trading is ahead of expectations

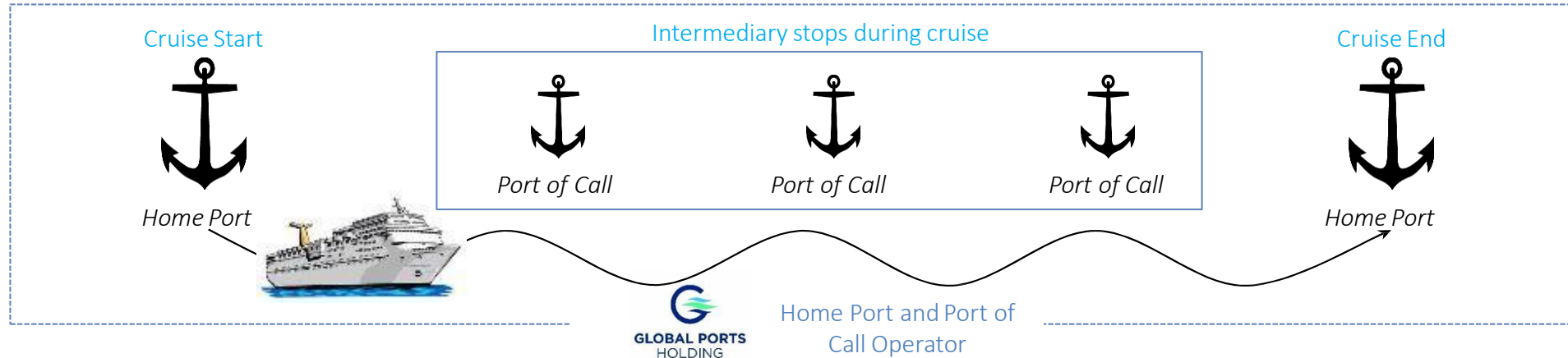
- Driven by higher than expected passenger volumes, driven by a faster recovery in occupancy rates
- Expectation for the financial year ended 31 March 2023 passenger volumes of over 8m (including Las Palmas) and Adjusted EBITDA in excess of USD 60.0m, ahead of current market expectations



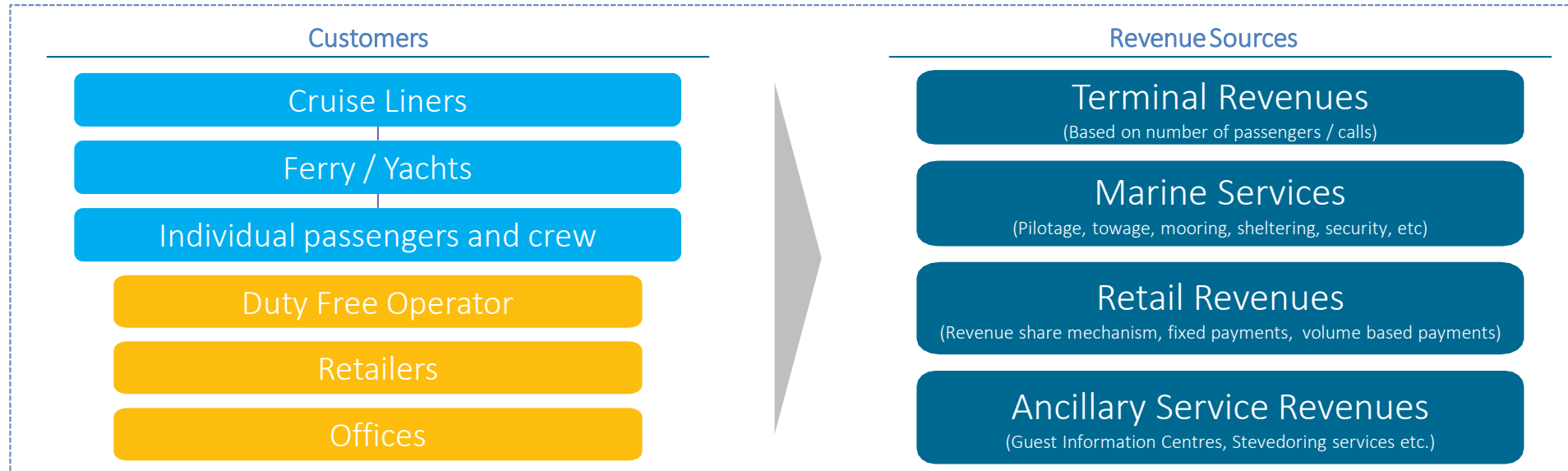
APPENDIX: INTRODUCTION TO GPH'S BUSINESS MODEL



Flow of Cruise Lines from Home Port to Final Destination



Revenue Streams

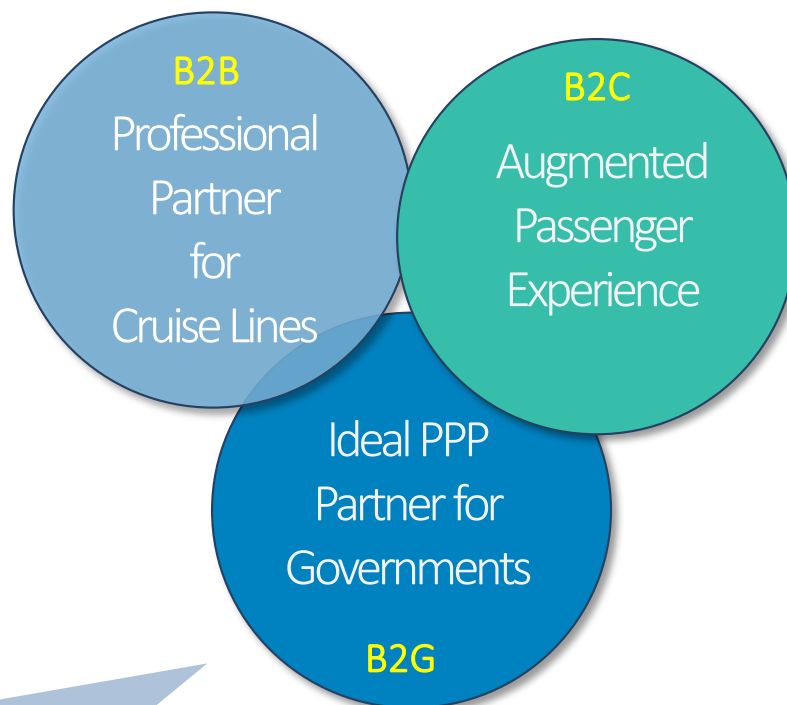




Leverage global cruise line relationships and know how to drive growth of the destinations

B2B

- A professional counterpart and partner
- Solution oriented approach
- Innovation & investment in infrastructure modernization
- Operational excellence
- Sizeable port network with critical mass



B2C

- Continuous passenger research
- Owning the experience in city
- Masking ports into a "point of interest"
- Replicating best-in-class airport experiences

B2G

- Generating value for destinations
- Local stakeholder focus & social responsibility
- Track record as a dependable and professional partner

Representing governments (selection):





Essential infrastructure designer and developer



Key terminal locations
"Must visit" locations



High network density
*Partner of choice for cruise lines
Highly synergistic network with
ports adding value to each other*



Critical size
*More than 30% share of total
passenger traffic in the
Mediterranean*

Leveraging the network



Sharing operational know-how & best practices such as Instant Best Price Sharing System and Emergency Plans (recent example Corona Virus Emergency Plan rollout at GPH Ports worldwide)



Global marketing and cross-marketing to over 15m passengers visiting GPH Ports worldwide



Building economies of scale via Cloud Based Reservation and Operating Systems developed by GPH

GPH drives growth through an optimized, integrated cruise port network



GLOBAL network

