



May 2, 2024 – Business Meeting

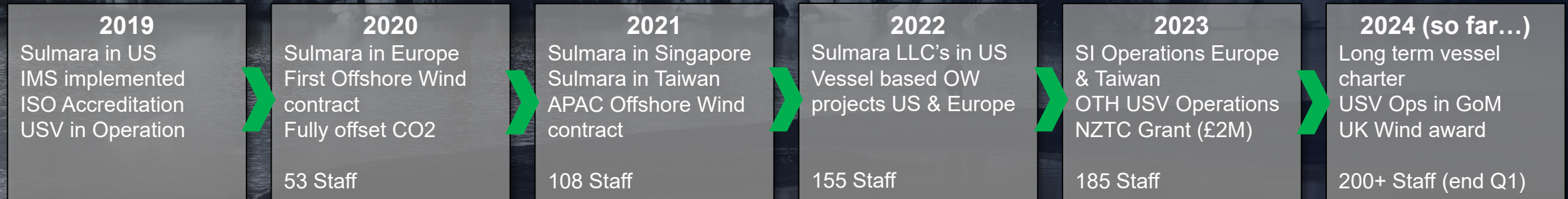
# Who are Sulmara?

Created in 2019, we are a global subsea data services provider.

Our mission is to minimise our carbon footprint onshore and offshore.

We adopt, evolve and apply new technologies and methodologies to deliver carbon-neutral operations and we support decarbonisation of the subsea industry.

International staff footprint, bringing together years of industry experience.



# Where are Sulmara based?

## Global Presence



■ Operational Hub

● Regional office / entity / local partner



# Who are Sulmara?

## DNV ISO Certification:

- Quality Management System **9001:2015**
- Environmental Management System **14001:2015**
- Occupational H&S Management System **45001:2018**

- Signatory to The Climate Pledge agreement

- Winner Scottish Environment Business Awards 2021

- Winner The Scottish Green Energy Awards 2022



# Sulmara “Why”?

Our values



## Environment

The planet is too high a price to pay. True excellence means being accountable for the environmental impact we leave behind, while being a dependable partner for our clients.



## Innovation

We build partnerships focused on driving technology and methodology, to reduce risks and sustainably deliver value for all.



## People

People with experience, integrity and passion – we develop and empower our people to deliver success for our clients.



Our services

## Vessels & Sensors?



### **Vos Gorgeous**

- 60m DP2 Survey Vessel (built 2015)
- Geophys / Geotech / Env. Survey Scopes
- 2D & 3D UHRS
- UXO Surveys
- In operation from April-2024, project/season charter

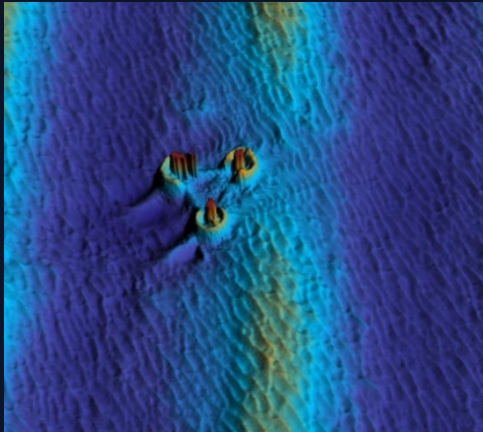
### **Ocean Marlin**

- 68m DP2 ROVSV (2014, conv. 2023, mob 2024)
- Geophys / Geotech / Env. Survey Scopes
- Route Development – boulder clearance, PLGR
- 34T AHC Crane
- UXO Surveys, UXO ID&C
- Triton XLS WROV – 3000m / 150HP
- PL & Structural Inspection
- Light Construction Support
- In operation from July-2024, 3-year charter



Our services

## Vessels & Sensors?

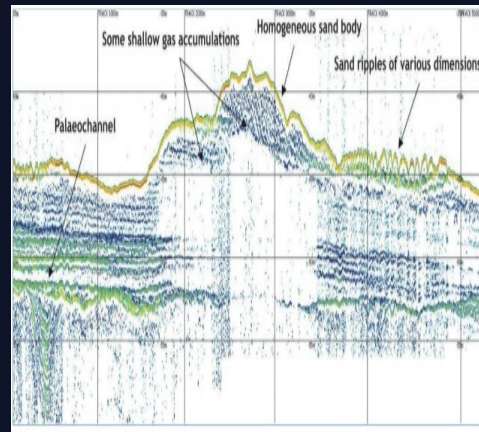


### MBES

Multibeam Echosounder

**WHAT** - Seafloor elevations & backscatter (swath).

**WHY** – To determine the geometry of the seafloor, shoals, hardbottoms, and other features. Confirms object detections and serves as a reference elevation point/plane for sub-bottom surveys and coring.

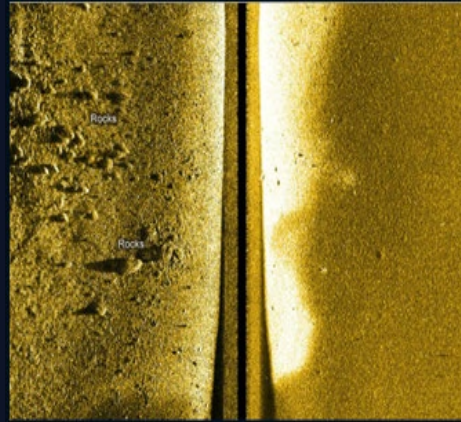


### SBP

Sub Bottom Profiler

**WHAT** – Sub-bottom features.

**WHY** – To determine architecture of the sub bottom, and zones of different geologic units. Must be confirmed / ground-truthed by coring. Can also be utilized to confirm & identify objects such as cultural resources, pipelines, etc.



### SSS

Side Scan Sonar

**WHAT** - Seafloor imagery (no elevation).

**WHY** – To determine the sediment texture of the seafloor, identify geomorphic features (sand waves, shoals, etc.), identify shipwrecks, rock outcrops and hardbottoms, UXOs/munitions, & marine debris.



### MAG & TVG

Traverse Gradiometer

**WHAT** – Magnetic change (Fe).

**WHY** – To identify and survey cultural resources sites such as ship and aircraft wrecks and to characterize mineralogy. TVG is an industry standard and widely used in UXO/munition surveys.



Our services

## What business lines/services?



### Uncrewed & Remote

- Hydrographic, geophysical and UXO survey
- Towed sensor deployment
- Data harvesting
- Positioning services
- AUV survey support



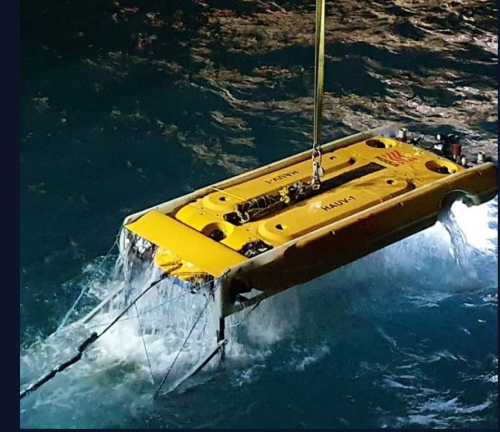
### Site Characterisation

- Geophysical and geotechnical survey
- Multichannel seismic data acquisition
- AUV survey
- ROV and inspection services
- Advanced interpretation and data products



### Route Development

- Detailed Geophysical Survey
- Boulder identification and relocation
- Route engineering
- UXO ID&C



### Offshore Support Services

- 3<sup>rd</sup> party positioning services
- Construction and trenching support
- Experienced personnel provision
- Specialist survey services





# Where have Sulmara worked?

Global Presence

- Ørsted
- Total
- Chevron
- Seaway7
- Boskalis
- Asso
- Aqueos
- Woodside
- Prysmian

● Projects



Our approach

## How do we add value?



### Methodology

We take an agile, pro-active approach. We are not constrained by conventional solutions.

We actively challenge ourselves to find a better methodology that will reduce the carbon footprint or costs or time on a project.



### Technology

Through extensive trials across the globe, we have and continue to de-risk new technologies for our clients. When there are limitations in the technology, we still challenge the conventional approach and use the technology or a change in methodology as a force multiplier.



### People

At Sulmara we empower our people to question the conventional approach. We embrace new technology and if we can see a better way, we aren't shy to present it, even if it is not what we have been asked for. We solve problems with as least impact on the planet as possible.

Transforming the curve

# Investment and return – value throughout the project lifecycle



## Project Lifecycle

The project lifecycle spend curve is weighted to the construction phase. It is well recognized that this investment phase presents a significant opportunity for optimization. Benefits throughout the O&M phase should also be expected.



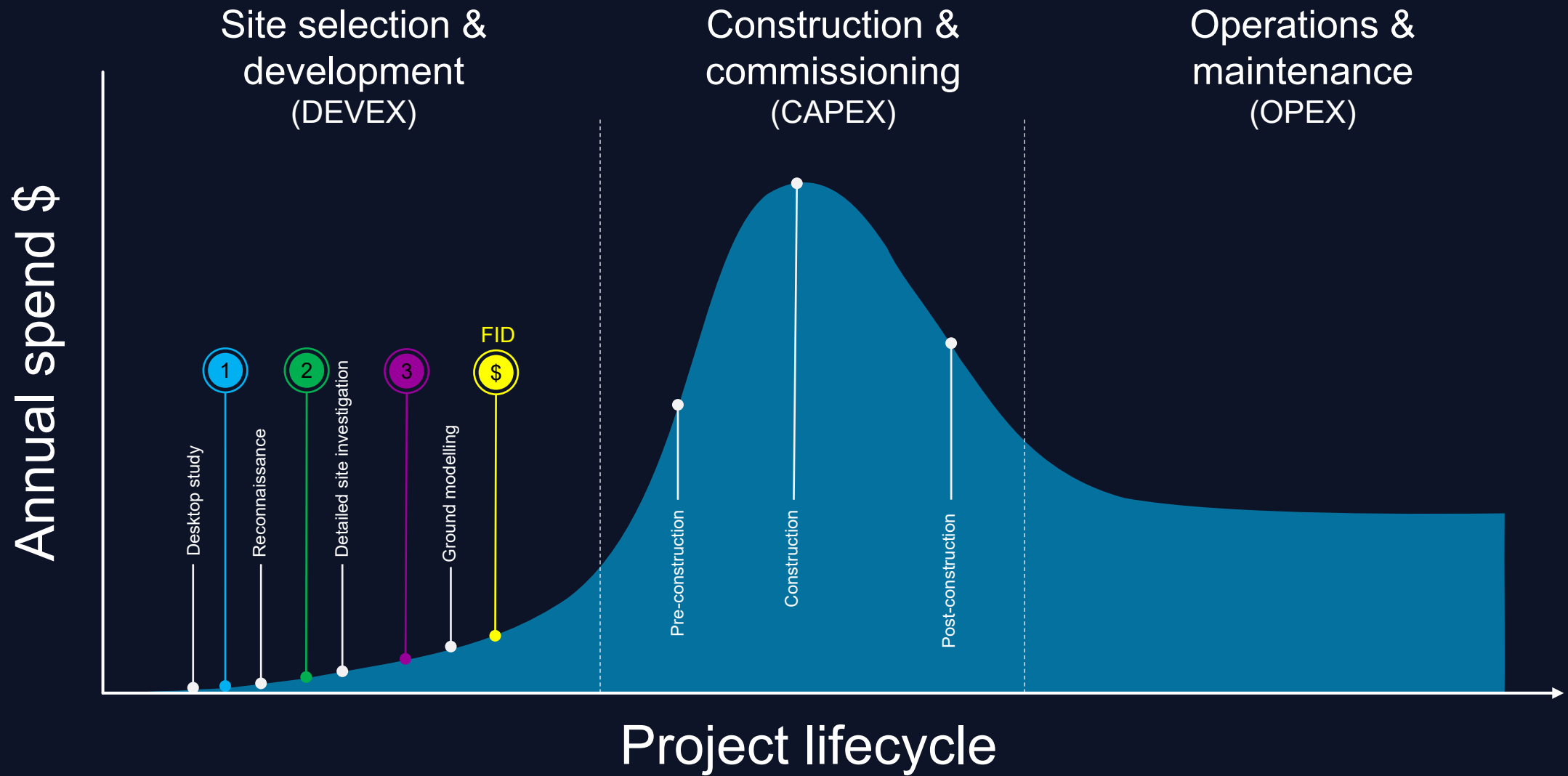
## Early Engagement

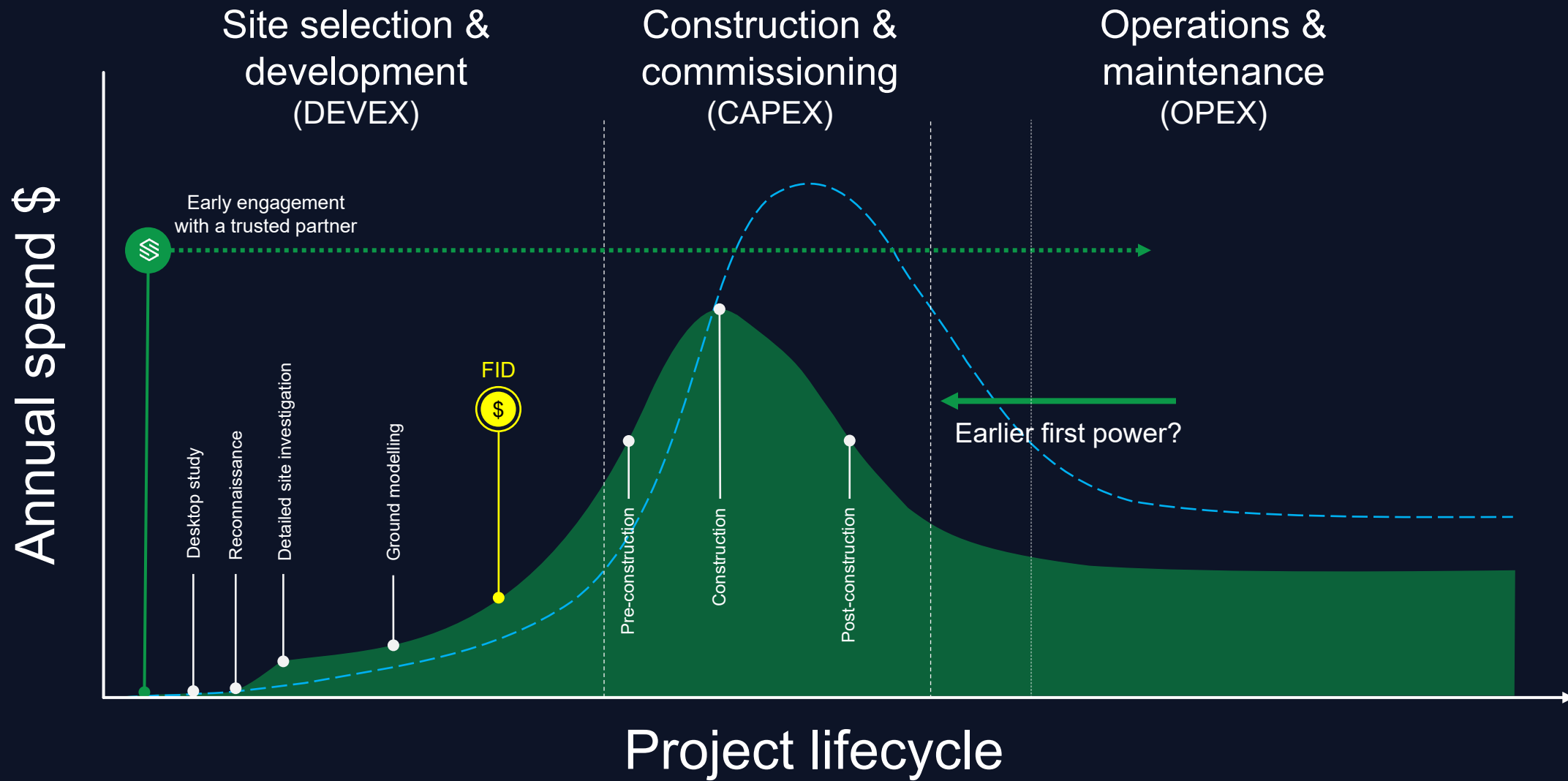
Additional investment at the early-stage site investigation will be repaid many times over in the construction phase with improvements in foundation design. Pre-FID spend is challenging for developers, and the benefits will materialize in a different budget at a later stage. Decisions are likely made at a higher management level where overall project budgets are visible.



## Data Driven

Design and engineering decisions require data. These decisions and financial commitments are built on the quality, detail and integrity of the site investigation data, and their critical impact on the efficiency of the design and cost implications must be taken into account.





Since our foundation in 2019, we have tested the technology surrounding USVs, AUVs, and other groundbreaking survey methods in the world's toughest marine environments.

Time and time again, we've proven this technology works – and it works well. And when things go wrong, we have the callouses to show how responsive we are to getting the technology repaired, replaced or even re-invented.

How we do it

# It's not easy.

New technology is difficult and the roadmap to acceptance is full of challenges.



# Thank you. Any questions?



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