Q3 trading update

9 November 2023

Continued growth in Q3, full year outlook confirmed

John Wood Group PLC (‘**Wood**’ or ‘**the Group**’) announces a trading update for the quarter ended 30 September 2023 (‘**Q3**’).

Ken Gilmartin, CEO, said:

“We have delivered another quarter of strong growth in revenue and EBITDA as we continue to execute against the growth strategy we set out a year ago. I am particularly pleased to see continued progress across sustainable solutions, now making up 35% of our pipeline, and some excellent contract wins in the period.

“Reflecting the momentum that we are building in the business, we remain confident that our actions, business model and strategy are delivering.”

Continued growth in Q3

Group Q3 revenue was $1,477 million, representing growth of 8% (10% at constant currency) compared to $1,365 million in Q3 2022, with all of our business units seeing growth.

Group revenue for the first nine months of the year (YTD) was $4,463 million, representing growth of 13% (15% at constant currency) and Q3 in line with our expectations of around $6 billion, with growth across all business units in the third quarter.

Consulting Q3 revenue was up 22% to $190 million with YTD revenue up 17% to $546 million. Growth was led by a strong performance across digital consulting in the quarter, supported by continued growth in technical consulting across energy.

Consulting YTD EBITDA was broadly flat compared to last year, reflecting strong underlying trading and the timing of sales in our energy asset development business, with a strong performance expected in Q4.

Projects Q3 revenue was up 6% to $604 million, with YTD revenue up 19% to $1,849 million, with very strong growth continuing across energy, and some benefit from higher pass-through revenue. As expected, growth was lower in Q3 than the first half of the year, reflecting both a stronger 2022 comparator and lower volumes in our minerals and chemicals businesses.

Projects YTD EBITDA was higher than last year, reflecting the revenue growth and an improved contract performance overall.

Operations

higher activity levels, particularly in Europe and the Middle East, and higher pass-through revenue compared to last year.

Operations YTD EBITDA was higher than last year, helped by good operational performance.

Investment Services Q3 revenue was up 31% to $71 million, with YTD revenue up 45% to $212 million. This growth reflects higher activity in our heavy civils business, and the facilities business transferred from Projects at the start of the year.

Continued business momentum

We continue to grow and develop our **pipeline**, particularly across sustainable solutions which now represent around 35% of our pipeline compared to 33% at June 2023[2]. We had around $900 million of sustainable revenue in the first nine months of the year, on course for well over $1 billion for the full year.

Significant contract wins in0 Td( )Tj-0.009 Tc -0.00103i709iod

Presentation

A conference call will be held today at 2:00pm (UK time) with Ken Gilmartin (CEO) and David Kemp (CFO). The webcast will be live at https://edge.media-server.com/mmc/p/dehgsrrk.

To join the conference call, and ask any questions, please register via:
https://register.vevent.com/register/BIba52f0f24b0a4b158f8218eb8d93342e.

The webcast and transcript will be available after the event at www.woodplc.com/investors.

For further information:

Simon McGough, President, Investor Relations	+44 (0)7850 978 741
Vikas Gujadhur, Senior Manager, Investor Relations	+44 (0)7855 987 399
Alex Le May / Ariadna Peretz, FTI Consulting	+44 (0)20 3727 1340

Notes

1. *Gulf of Mexico labour operations was sold in March 2023. It contributed $25 million of revenue in Q3 2022 ($74 million in the first nine months of 2022 and $99 million in FY22). It contributed $22 million of revenue in FY23 up to its disposal.*
2. *Estimated share of pipeline related to sustainable solutions: renewable energy, hydrogen, carbon capture & storage, electrification and electricity transmission & distribution, LNG, waste to energy, sustainable fuels & feedstocks and recycling, processing of energy transition minerals, life sciences, and decarbonisation in oil & gas, refining & chemicals, minerals processing and other industrial processes. In the case of mixed scopes including a decarbonisation element, these are only included in decarbonisation if 75% or more of the scope relates to that element.*
3. *At constant currency and excluding the Gulf of Mexico labour operations business.*