

MERMAID MARITIME PUBLIC COMPANY LIMITED

Management Presentation

Pulse of Asia Conference

Organized by DBS Vickers, Singapore, 02 July 2009





Presentation outline



- 🌀 *Video Introduction*
- 🌀 *Business Overview*
- 🌀 *Outlook and Recent Developments*
- 🌀 *Financial Overview*
- 🌀 *Conclusion*
- 🌀 *Questions & Answers*

VIDEO INTRODUCTION



BUSINESS OVERVIEW





Mermaid's operations focuses in two specialized niches within the offshore production sector



| | | |
|--|---|---|
| Area of focus | Production drilling + workovers | Sub-sea engineering |
| Key assets | 2 tender barge drilling rigs (+1 under construction) | 9 vessels & supporting assets ¹ (+3 under construction) |
| FY 2009 Sales to date² | 42% | 58% ³ |
| Contractual nature | Typically long term | Short to mid term contracts with longer contracts emerging |
| Demand drivers | Additional and enhanced production | New and existing sub-sea infrastructures and geo expansion |

Business mix reduces earnings volatility

1. Includes 2 vessels from AME (Mermaid affiliate)

2. As at 1H/2009

3. Includes Seascope Surveys and Mermaid Training



Blue chip client base



中国海洋石油总公司
CHINA NATIONAL OFFSHORE OIL CORP.

ExxonMobil



Established, strong client relationships and operational track record



Board of Directors



M.L. Chandchutha Chandratat
Executive Chairman



David Simpson
Managing Director



Lim How Teck
Independent Director
Member, Audit Committee



Ng Chee Keong
Independent Director
Chair, Nomination Committee
Chair, Remuneration Committee



Pichet Sithi-Amnuai
Independent Director
Chair, Audit Committee



Leslie Merszei
Independent Director
Member, Audit Committee
Member, Nomination Committee
Member, Remuneration Committee



Surasak Khaoroptham
Non-Executive Director



Joey Horn
Non-Executive Director
Member, Nomination Committee
Member, Remuneration Committee



Seasoned management team



M.L. Chandchutha Chandratat
Executive Chairman



David Simpson
Managing Director



Sataporn Amornvorapak
Chief Financial Officer



Mark Shepherd
Executive Director
(Subsea Services)



Simon Turner
General Manager
(Subsea Services)



Stephen Lenz
Executive Director
(Drilling)



Jeffery Breal
General Manager
(Drilling)



Mermaid's subsea fleet



Scope of services

- Inspection, repair and maintenance
- Infrastructure installation (EPIC)
- Emergency call out services
- Salvage

Driven by

Field development commitments

Increase in deepwater activity

Expansion of existing infrastructure

Increased maintenance of ageing fields

M.V. Mermaid Commander

- DP2 Dive Support Vessel
- Twin Bell 16-Man Saturation System
- 60 Ton Capacity Crane
- Two Moonpools
- Proven Work History
- Rough Weather Capabilities





Mermaid's subsea fleet (cont'd)



M.V. Mermaid Performer

- 🚢 Survey / ROV / Dive Support Vessel
- 🚢 Proven Work History
- 🚢 Safety & Standby Vessel
- 🚢 Slow-Speed Manoeuvring Capability



M.V. Mermaid Responder

- 🚢 Dive / ROV Support Vessel
- 🚢 Air & Gas Diving System
- 🚢 Optional ROV Systems
- 🚢 4-Point Mooring Capability
- 🚢 Proven Work History





Mermaid's subsea fleet (cont'd)



M.V. Mermaid Supporter

- ❊ Air & Mix Gas Diving Support
- ❊ ROV & Survey Support
- ❊ Safety & Standby Vessel
- ❊ Hydrophone Moonpool
- ❊ Slow-Speed Manoeuvring Capability
- ❊ Built in Dive System



M.V. Mermaid Challenger

- ❊ Multi-Purpose Support Vessel
- ❊ 65 Ton Bollard Pull
- ❊ Fi-Fi 1 Rated
- ❊ DP1
- ❊ Joystick Control
- ❊ ROV & Survey Support





Mermaid's subsea fleet (cont'd)



M.V. Team Siam (Chartered)

- 🚢 DP2 Construction Support
- 🚢 Saturation Diving System
- 🚢 Central Moonpool
- 🚢 4 Point Mooring Capability
- 🚢 Heavy Lift Capability



M.V. Binh Minh (Chartered)

- 🚢 Survey / ROV / Dive Support Vessel
- 🚢 DP2
- 🚢 Proven Work History





Mermaid's subsea newbuild deliveries



FQ4/2009



- M.V. 'Mermaid Asiana'
- DP2 DSV (Dive Support Vessel)
- 20.5% owned by Mermaid with vessel purchase option after 3rd year
- Awarded CUEL subsea contract

FQ1/2010



- M.V. 'Mermaid Sapphire'
- DP2 ROV Support Vessel
- 100% owned by Mermaid
- Financing secured

FQ1/2010



- M.V. 'Mermaid Endurer'
- DP2 DSV (Dive Support Vessel)
- 100% owned by Mermaid
- Financing secured

Future growth driven by additional asset investments

(Note: Mermaid's Financial Year ends on 30 September)



Mermaid's drilling rigs



MTR-1

| | |
|------------------------------|-----------------------|
| Present Location: | Indonesia |
| Client: | Hess Indonesia |
| Contract Utilization: | 100% |
| Contract Expires: | FQ4/2009 |



MTR-2

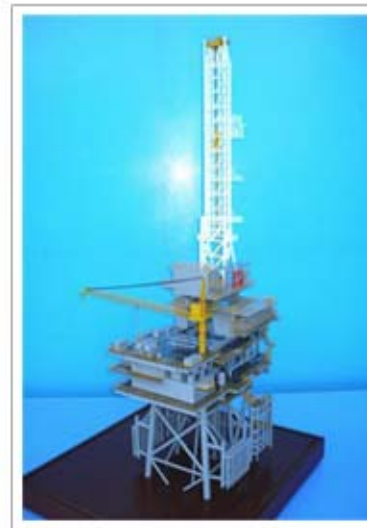
| | |
|------------------------------|--------------------------|
| Present Location: | Indonesia |
| Client: | Chevron Indonesia |
| Contract Utilization: | 100% |
| Contract Expires: | FQ3/2010 |



Mermaid's newbuild drilling rig deliveries



FQ1/2010



- 🚢 'KM-1'
- 🚢 Tender assist drilling rig
- 🚢 75% owned by Mermaid
- 🚢 5 year contract award with Petronas
- 🚢 Financing secured

Future growth driven by additional asset investments

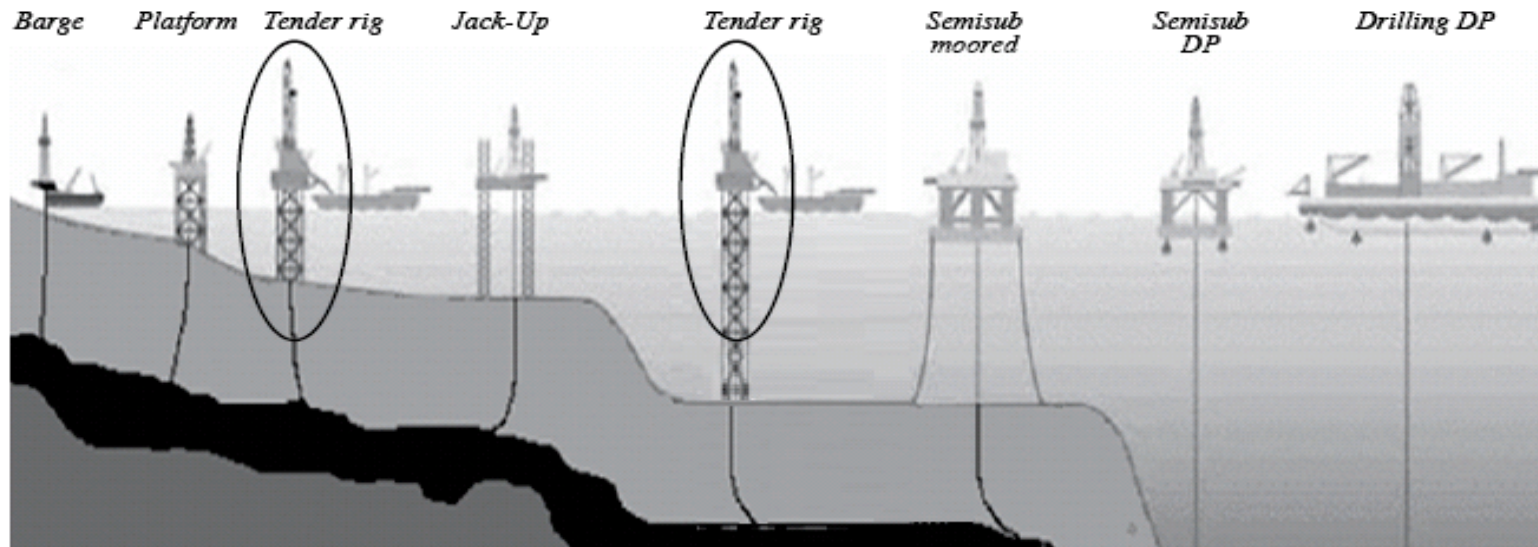
(Note: Mermaid's Financial Year ends on 30 September)



Tender drilling rigs ideally suited for South East Asia and West Africa conditions



Types of Drilling Units



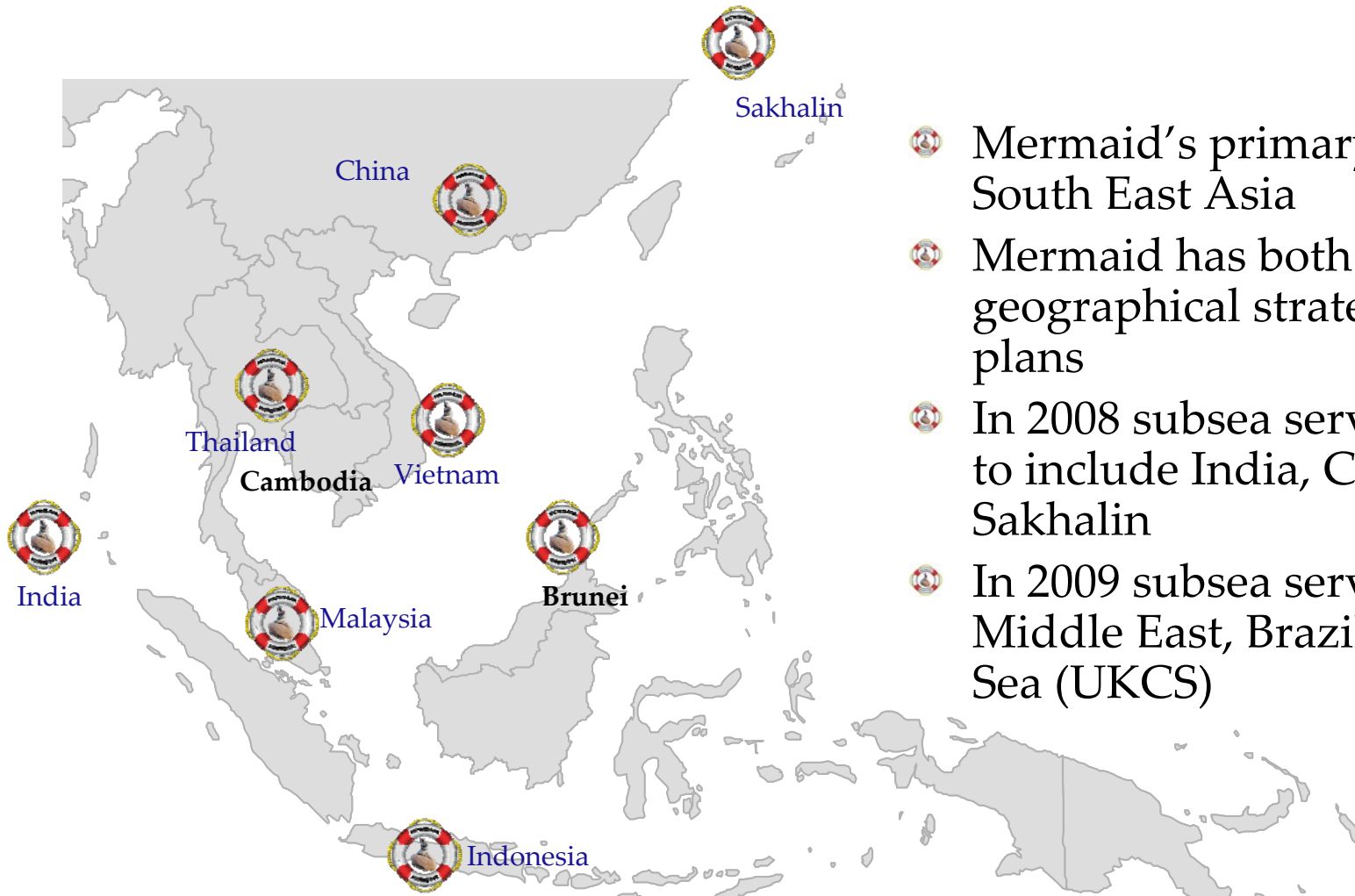
- 35 tender rig units globally including under construction, mainly deployed in South East Asia and West Africa
- Available rigs operating at near full utilization. High level of activity to continue with industry consensus of at least another 1-3 years

(Source: Fearnleys)

- Cost-efficient production drilling
- Advantages over jackups:
 - Lower operating cost
 - No restriction with sub-sea congestion
 - Increased water depth capabilities



High growth region with substantial opportunity for further expansion



- Mermaid's primary service area is South East Asia
- Mermaid has both client and geographical strategic expansion plans
- In 2008 subsea services expanded to include India, China and Sakhalin
- In 2009 subsea services added Middle East, Brazil and the North Sea (UKCS)

Leveraging client relationships to expand geographically

OUTLOOK AND RECENT DEVELOPMENTS





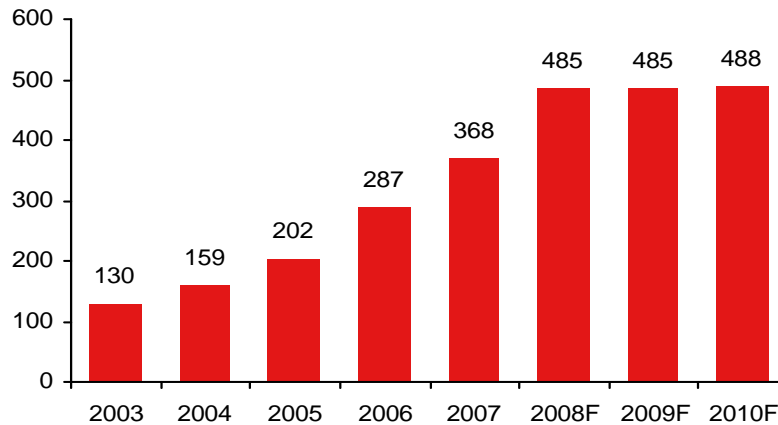
Capital expenditure outlook



Excess production capacity in OPEC countries



Capex for the top 100 listed O&G companies



- **Excess production capacity in OPEC countries continue to remain tight**
 - Unable to meet growing demand in the medium to long term
- **Oil and gas companies remaining exploration and production capex**
 - Market trends impacted in short term
 - Still need replacement of reserves
 - Aging infrastructure
 - Reinvestment of oil revenues
- **Investments of up to US\$21.4tr will have to be spent over the next 20 years to satisfy demand growth**
- **Demand for offshore related services expected to remain high**
 - Production drilling - particularly on marginal fields
 - Offshore repair and maintenance – expenditure to ensure continued operations of aging fields

Source: Broker and Analyst Reports

Market could be impacted in the short term



Offshore drilling and support



Planned fixed platforms globally

| | Construction | Planned |
|---------------------------|--------------|------------|
| Central and South America | 15 | 16 |
| Middle East | 56 | 69 |
| Northwest Europe | 2 | 14 |
| US-Gulf of Mexico | 3 | 13 |
| West Africa | 15 | 36 |
| Indian sub-continent | 0 | 27 |
| Southeast Asia | 35 | 122 |
| Australia and New Zealand | 4 | 16 |
| Total | 130 | 313 |

- **Operators have been moving to deeper waters in search of larger finds for medium to long term growth**
 - However, a large amount of proven, undeveloped reserves are in shallow waters which will be developed in the short term
- **SEA continues to have the largest number of fixed platforms planned globally**
 - Indonesia has 49 planned projects which are <500 ft
 - Thailand has 45 platform projects <300 ft
- **Large opportunities exists for companies with an operating focus in Southeast Asia**
 - Construction
 - Commissioning
 - Repair and maintenance

Source: Broker and Analyst Reports

Companies with an operating focus in SEA are well positioned



Trends in the offshore services and drilling market



| | Supply Factors | Demand Factors |
|-------------|--|--|
| Short term | <ul style="list-style-type: none"> ▪ Likely to remain tight due to difficulty in securing financing for newbuilds. ▪ Difficulties in raising financing has led to some newbuild cancellations. | <ul style="list-style-type: none"> ▪ Latest tender rig fixtures now reported at US\$90K-115K/day. Reflects slight downward pressure on day rates. However, no change to subsea day rates. ▪ Recovery in subsea utilization seen. Tender rig inquires resuming. |
| Medium term | <ul style="list-style-type: none"> ▪ Opportunity exists for cashed-up companies to acquire assets at lower valuations. ▪ Companies with operating experience will benefit most. | <ul style="list-style-type: none"> ▪ Production supply constraints and recovery in crude oil prices will continue to ensure spending on production and infrastructure. ▪ Operating projects will have continued needs for maintenance and drilling. |
| Long term | <ul style="list-style-type: none"> ▪ Debt markets unlikely to remain closed for prolonged periods. ▪ Supply fundamentals will continue to rebalance as financing becomes available. | <ul style="list-style-type: none"> ▪ As markets recover and stabilize, overall demand likely to resume momentum. ▪ Operating projects will still require maintenance and drilling. |

Source: Company, Broker & Analyst Reports

The outlook for production drilling and offshore services continue to remain favourable in the medium to long term

FINANCIAL OVERVIEW





Explanation for presenting in USD



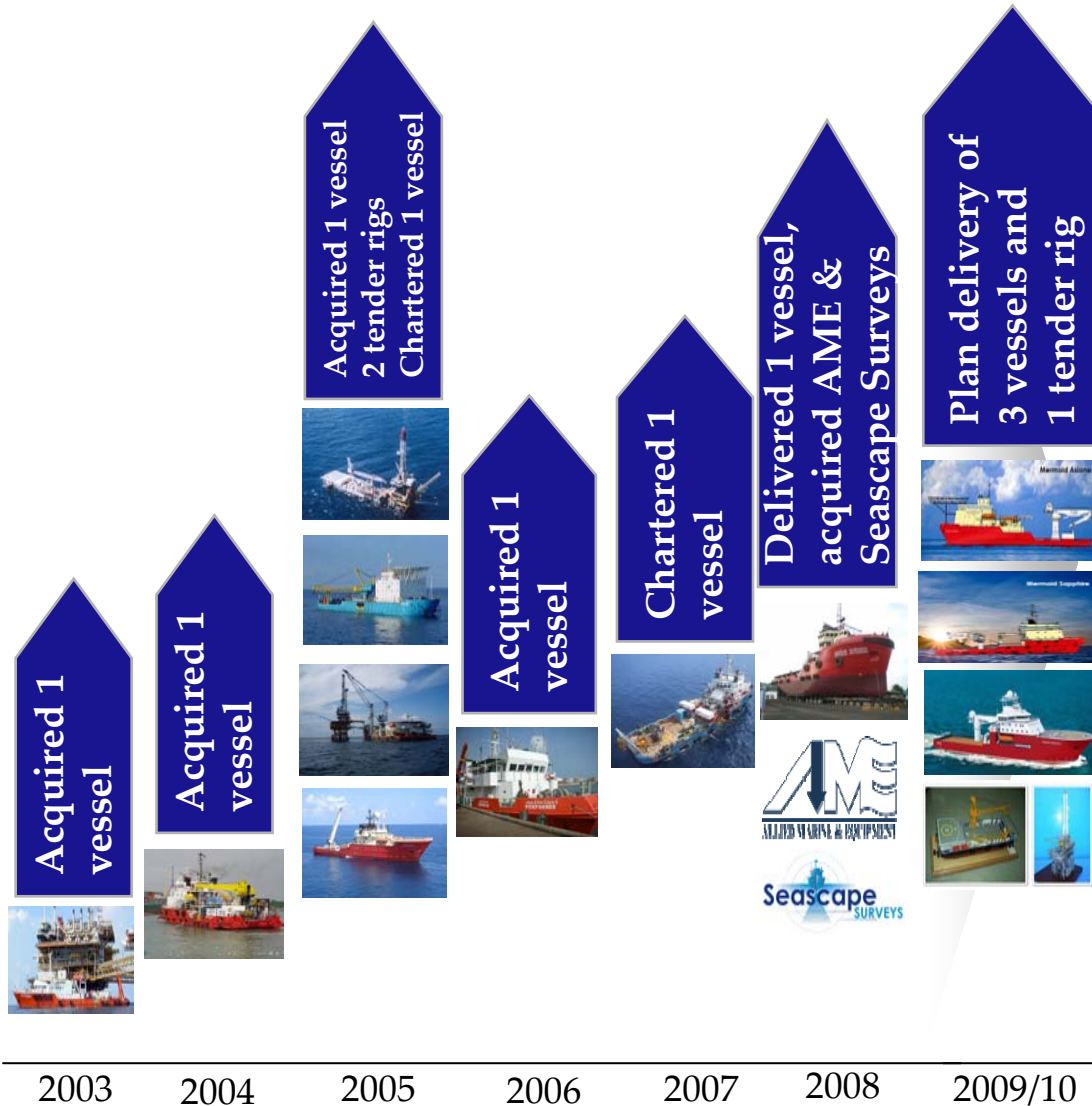
- In the financial statements, all financial numbers are recorded in Thai Baht in compliance with Thai Law.
- All financial numbers in this presentation are converted to USD to facilitate use and application by the reader.
- The conversation rate is the average exchange rate between the buying and selling rates as at 31 March 2009.
- This average exchange rate as at 31 March 2009 is Thai Baht 35.53/USD1.00.



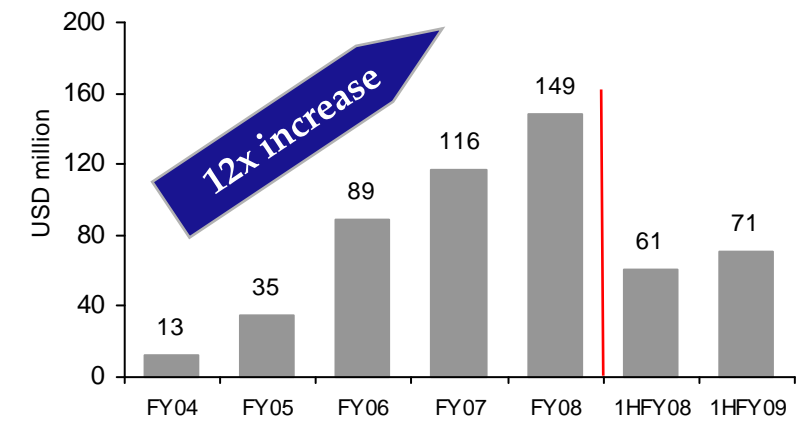
High growth potential



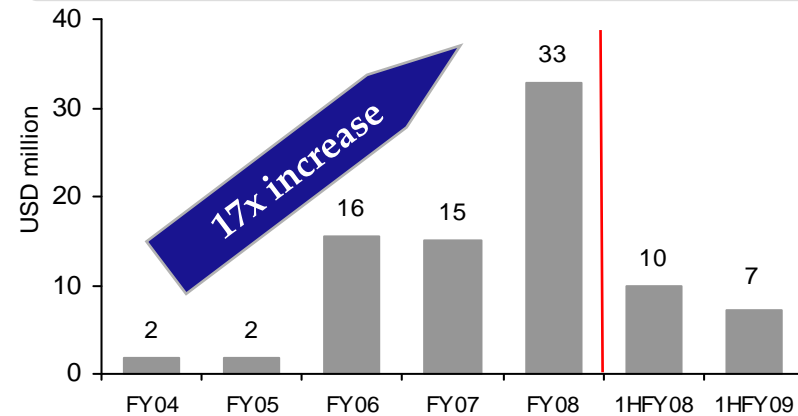
Increased capacity, utilization and charter/day rates have driven growth



Group revenue



Group net profit

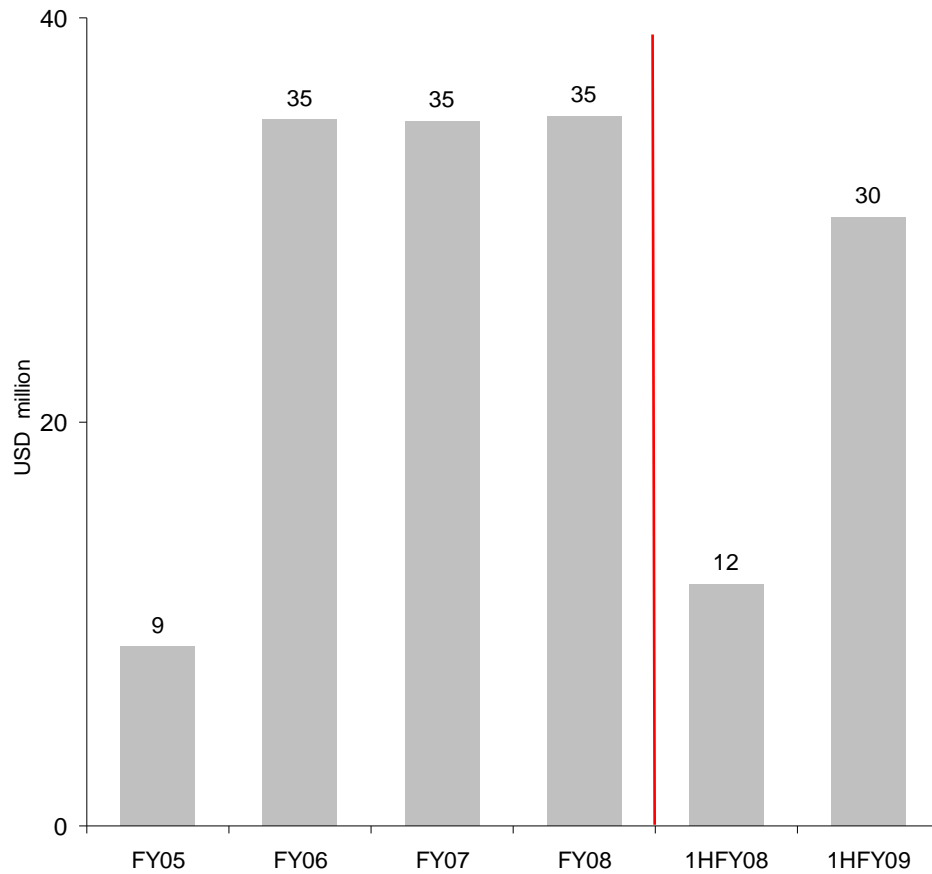




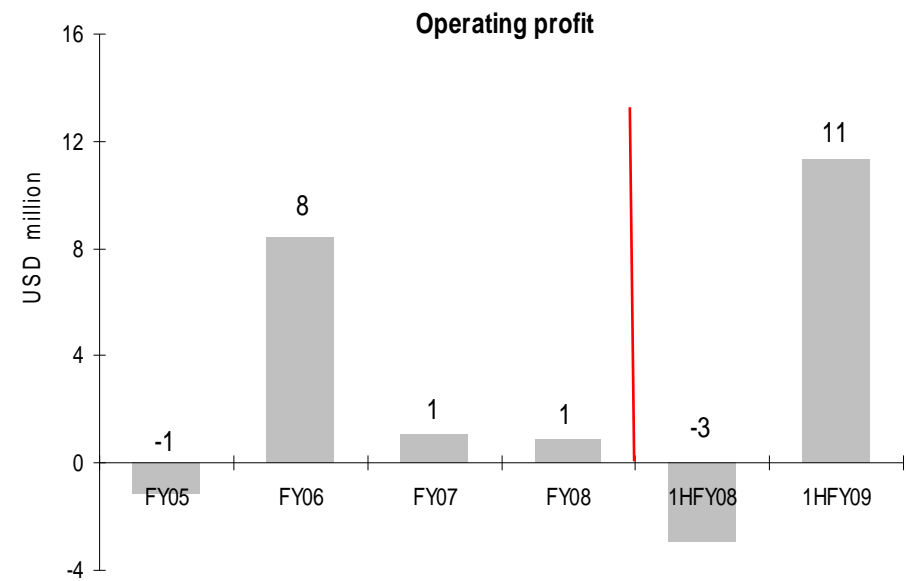
Mermaid Drilling



Revenue



Operating profit and margin (EBIT excl. FOREX)



| Operating margin | | | | | |
|------------------|------|------|------|--------|--------|
| FY05 | FY06 | FY07 | FY08 | 1HFY08 | 1HFY09 |
| -13% | 24% | 3% | 3% | -25% | 38% |

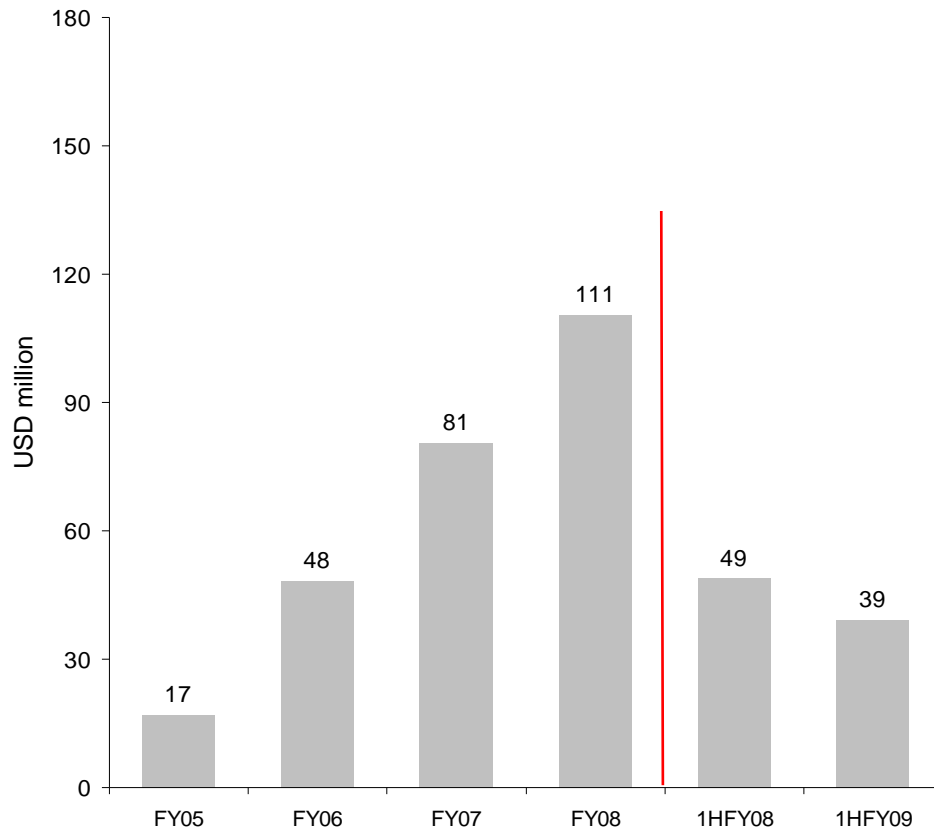
Mermaid Drilling continues to perform well



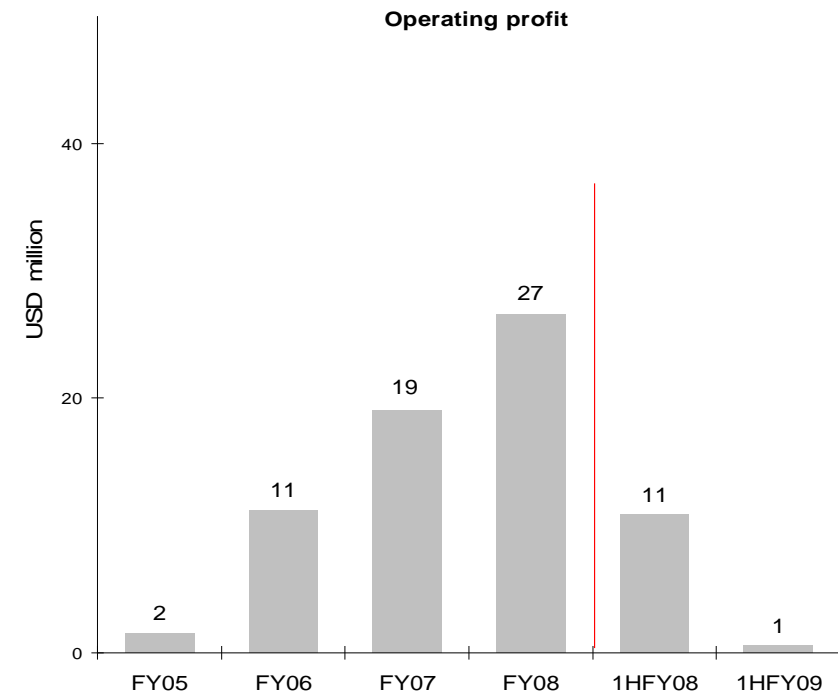
Mermaid Offshore Services



Revenue



Operating profit and margin (EBIT excl. FOREX)



| Operating margin | | | | | |
|------------------|------|------|------|---------|---------|
| FY05 | FY06 | FY07 | FY08 | 1H FY08 | 1H FY09 |
| 9% | 23% | 24% | 24% | 22% | 2% |

Mermaid Offshore experienced lower utilization but recovering



Debt repayment schedule



As at 31 March 2009, total outstanding long-term debt was equivalent to USD 61,012,039.

| Due to repay in years (USD) | FY 2009 | FY 2010 | FY 2011 | FY 2012 | FY 2013 | FY 2014 | FY 2015 |
|-----------------------------|-----------|------------|------------|------------|-----------|-----------|---------|
| Repayment Amount | 6,028,233 | 12,941,596 | 14,417,952 | 12,881,479 | 8,958,640 | 5,444,139 | 340,000 |

91% of total debt denominated in USD including loan swap



Strong balance sheet...



| (USD million) | FY06 | FY07 | FY08 | 1HFY09 |
|--|-------|------|-------------------|--------|
| Shareholders' equity | 67 | 81 | 272 | 290 |
| Total debt | 75 | 68 | 55 | 61 |
| Cash and cash equivalents | 5 | 14 | 81 ^[1] | 69 |
| Ratio analysis | | | | |
| Total debt / equity | 1.1x | 0.8x | 0.2x | 0.2x |
| Total debt/ EBITDA | 2.2x | 1.9x | 1.1x | 1.6x |
| Total Debt/ operating cash flow | 10.5x | 2.7x | 2.4x | 1.7x |
| Net Asset Value/Share ^[2] (USD) | 0.18 | 0.21 | 0.50 | 0.54 |
| EPS ^[3] (USD) | 0.04 | 0.04 | 0.06 | 0.01 |

Healthy ratios ensures sufficient balance sheet capacity for future expansion

[1] Included short-term loans to related parties which were subsequently fully repaid in November 2008

[2] Using outstanding issued shares at end of period

[3] Using weighted average numbers of issued shares during the period

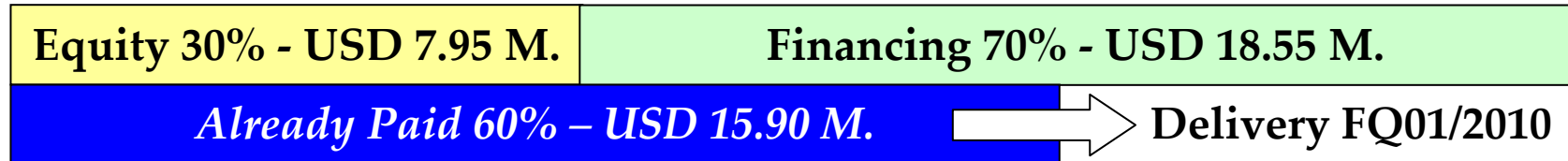
...maintained through high growth phase



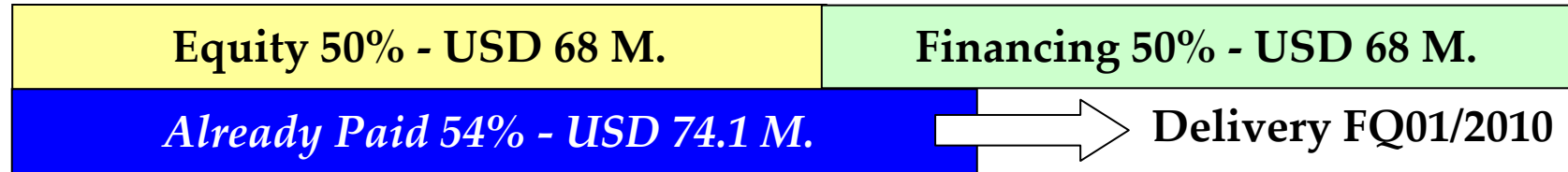
Newbuild projects – payment progress



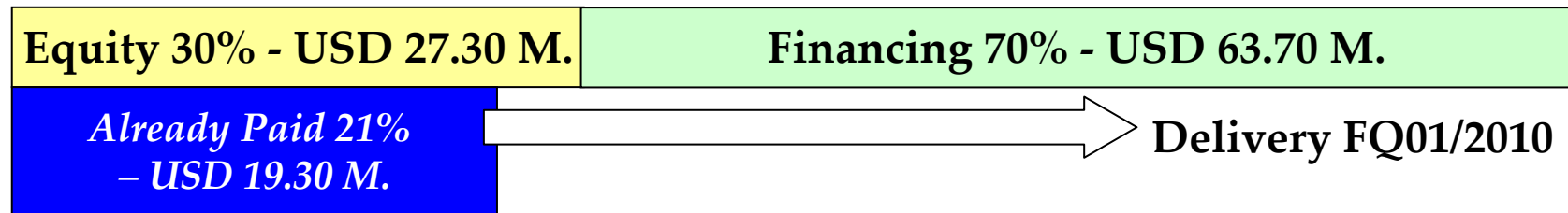
- DP2 'Mermaid Sapphire' newbuild cost - USD 26.5 M.



- Tender rig 'KM-1' newbuild cost - USD 136 M.



- DP2 'Mermaid Endurer' newbuild cost - USD 91.0 M.



(Note: Newbuild DP2 DSV 'Mermaid Asiana' will be chartered to Mermaid with a purchase option).

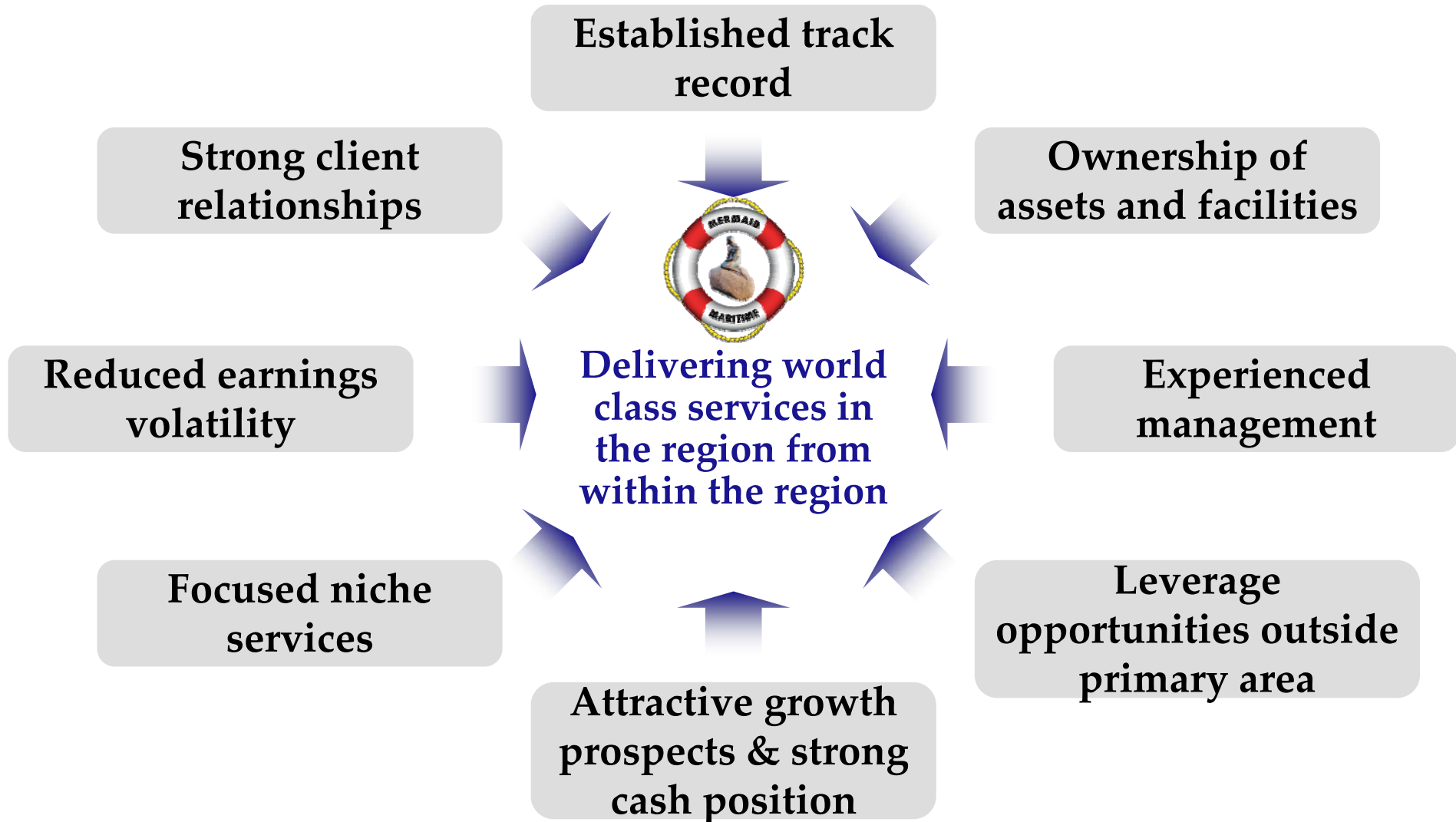
Equity and Loans secured.

CONCLUSION





Mermaid is a leading offshore services provider





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