

MERMAID MARITIME PUBLIC COMPANY LIMITED

Management Presentation

Pulse of Asia Conference

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Presentation team



Sataporn Amornvorapak
Chief Financial Officer
*Mermaid Maritime Public
Company Limited*

- 9 years experience at PricewaterhouseCoopers ABAS Ltd. with last position as Audit Manager
- Former internal audit manager for Thoresen Thai Agencies Public Company Limited
- B.A. (Accounting) *Rajamagala Institute of Technology, Thailand*
- Certified Public Accountant (CPA), Thailand



Vincent Siaw
**Legal Counsel & Investor
Relations Officer**
*Mermaid Maritime Public
Company Limited*

- 10 years experience as a regional corporate & commercial lawyer
- B.Commerce (Accounting), LL.B (Hons.)
Australian National University
- Doctor of Business Administration (Corporate Governance) *University of South Australia*

A LEADING OFFSHORE SERVICES PROVIDER

Delivering a world class service in Asia from within Asia





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	9 vessels & supporting assets ¹
FY 2008 Sales contribution	24% ²	74%
Contractual nature	Long term contracts	Short to mid term contracts with longer contracts emerging
Demand drivers	Additional and enhanced production	New and existing sub-sea infrastructures

Business mix reduces earnings volatility

1. Includes 2 vessels from AME (Mermaid affiliate)

2. Lower contribution due to downtime on one rig for refurbishment & upgrades



Blue chip client base



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

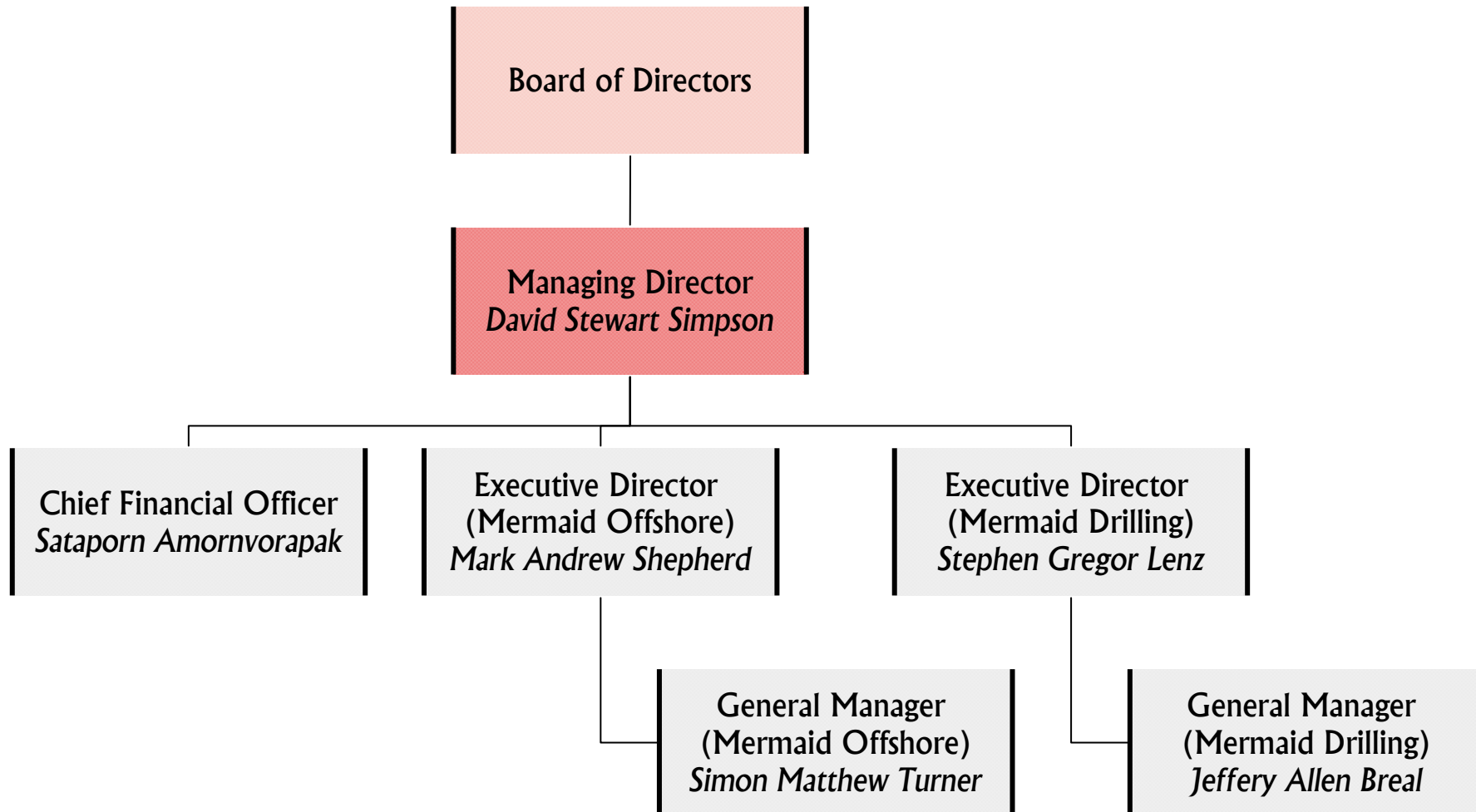
ExxonMobil



Established, strong client relationships and operational track record



Seasoned management team



Experienced professionals in the oil and gas services sector



2008 milestone achievements



Mermaid lists on the Singapore Stock Exchange

Mermaid orders newbuild tender rig 'KM-1' for delivery in CY2009

BP Indonesia awards Mermaid contract for ROV and diving services

Mermaid orders DP2 ROV vessel 'Mermaid Sapphire' for delivery in CY2009

Mermaid purchases strategic stake in Allied Marine & Equipment Sdn. Bhd

Mermaid acquires majority stake in Seascope Surveys Pte. Ltd.

Mermaid tender rig 'MTR-2' commences drilling for Chevron

Mermaid takes delivery of new offshore support vessel 'Mermaid Sovereign'

Mermaid restructures drilling team to optimize efficiency and growth

Mermaid awarded CUEL contract for sub-sea installation

Petronas awards Mermaid 5 year drilling contract for newbuild tender rig 'KM-1'

2008 was a year of focused strategic execution



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 Construction Support Vessel
- Twin Bell 16 man Sat System
- 60 Ton Capacity Crane
- Two Moonpools
- Proven Work History
- Strong Weather Capabilities





Mermaid's Subsea Fleet (cont'd)



M.V. Mermaid Performer

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



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 Moon Pool
- Slow-Speed Maneuvering
- Built in Dive System



M.V. Mermaid Sovereign

- Offshore Support Vessel
- 65 Ton Bollard Pull
- Fi-Fi 1 Rated
- Joystick Control
- DP1
- 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**
- **Built 2002 / Singapore**



M.V. Binh Minh *(Chartered)*

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





Mermaid's Tender Rigs



MTR-1



Present Location:	Indonesia
Client:	Hess Indonesia
Contract Rate:	USD 70,000 net per day*
Current Utilization:	99%
Contract Expires:	FQ3/2009

MTR-2



Present Location:	Indonesia
Client:	Chevron Indonesia
Contract Rate:	USD 67,500 net per day*
Current Utilization:	99%
Contract Expires:	FQ3/2010

* Both contracts entered into in late 2005. These were the prevailing rates at that time.

Recent fixtures reported at USD 115,000-125,000 per day

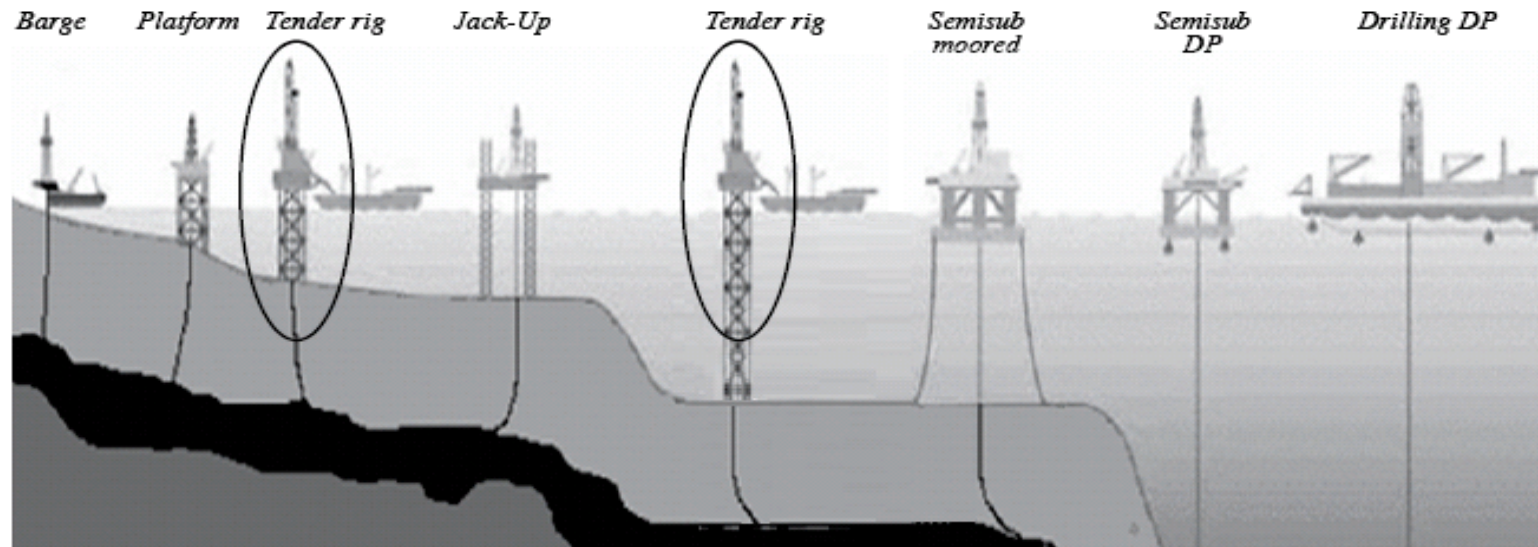
(Note: Mermaid's Financial Year ends on 30 September)



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
 - Lighter weight platforms



Fleet utilization rate



Fleet utilization* for offshore service vessels

2008	2007
86.07%	77.17%

Fleet utilization* for drilling rigs

2008	2007
69.13%	73.03%

*Utilization based on available days for work (defined as calendar days less planned off-hire days e.g. for routine inspection/maintenance).

Subsea vessel utilization generally high.

Lower drilling rigs utilization due to repair, refurbishment and upgrades completed in 2007-2008. Current rigs utilization rate is above 99%



New assets to be delivered in next 12 months



FQ4/2009



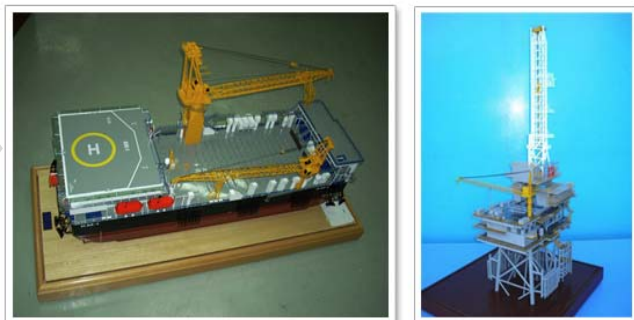
- M.V. 'Mermaid Asiana'
- DP2 DSV (Dive Support Vessel)
- 20% owned by Mermaid with 100% exclusive purchase option after 3rd year

FQ1/2010



- M.V. 'Mermaid Sapphire'
- DP2 ROV (Remotely Operated Vehicle) support vessel
- 100% owned by Mermaid

FQ1/2010



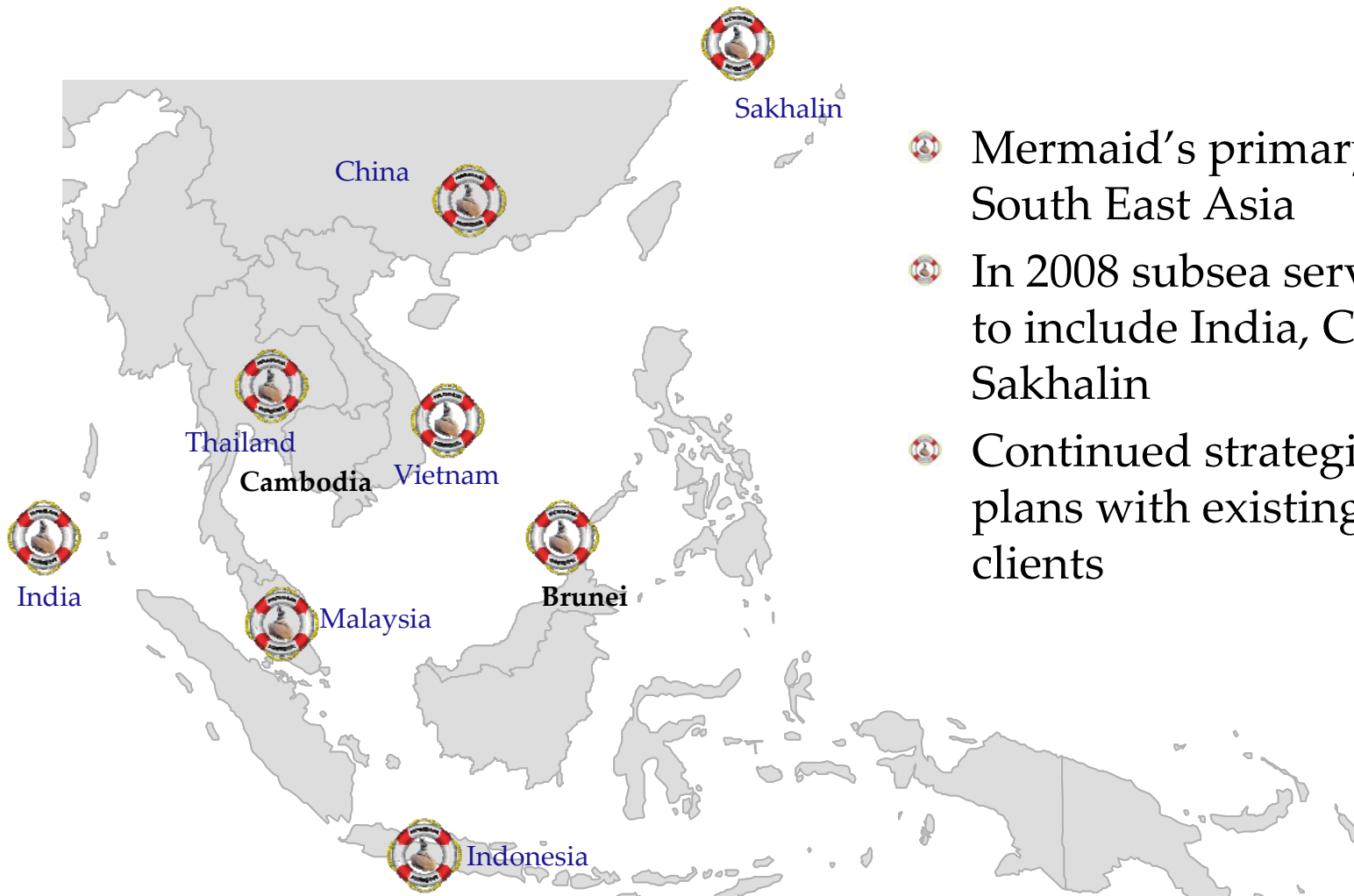
- 'KM-1'
- Tender assist drilling rig
- 75% owned by Mermaid
- 5 year contract award with Petronas




Future growth driven by additional asset investments

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



High growth region with substantial opportunity for further expansion



-  Mermaid's primary focus is in South East Asia
-  In 2008 subsea services expanded to include India, China and Sakhalin
-  Continued strategic expansion plans with existing and new clients

Leveraging client relationships to expand geographically

OUTLOOK AND RECENT DEVELOPMENTS





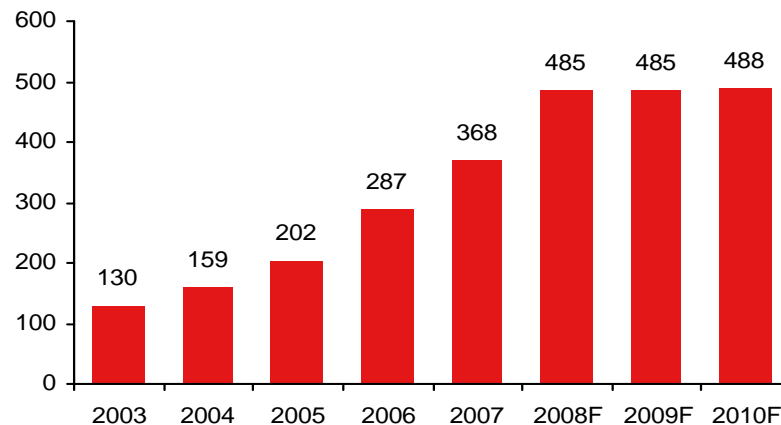
Capital expenditure outlook



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 term
- **Oil and gas companies are continuing to spend significant amounts of exploration and production capex**
 - Expectations of continued strong price environment
 - Replacement of reserves
 - Aging infrastructure
 - Reinvestment of oil revenues
- **According to Platts, 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 continue in the near term**
 - Production drilling - particularly on marginal fields
 - Offshore repair and maintenance – expenditure to ensure continued operations of aging fields

Source: Broker and Analyst Reports

Drilling and offshore related services capex to continue growing



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"> ▪ Continued demand expected: E&P companies evaluate projects based on conservative estimates (<US\$50/bbl) ▪ Strong demand for rigs with deepwater capabilities
Medium term	<ul style="list-style-type: none"> ▪ Opportunity exists for cashed-up companies to acquire assets at low valuations ▪ Companies with operating experience will benefit most 	<ul style="list-style-type: none"> ▪ Production supply constraints 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 react to structural changes in oil prices, long term demand likely to be affected (delay less economical projects, closure of marginal oil fields) ▪ But operating projects will still generally need maintenance and drilling

Source: Broker & Analyst Reports

Capped by supply, the outlook for drilling and offshore services continue to remain favourable on the production side

FINANCIAL OVERVIEW

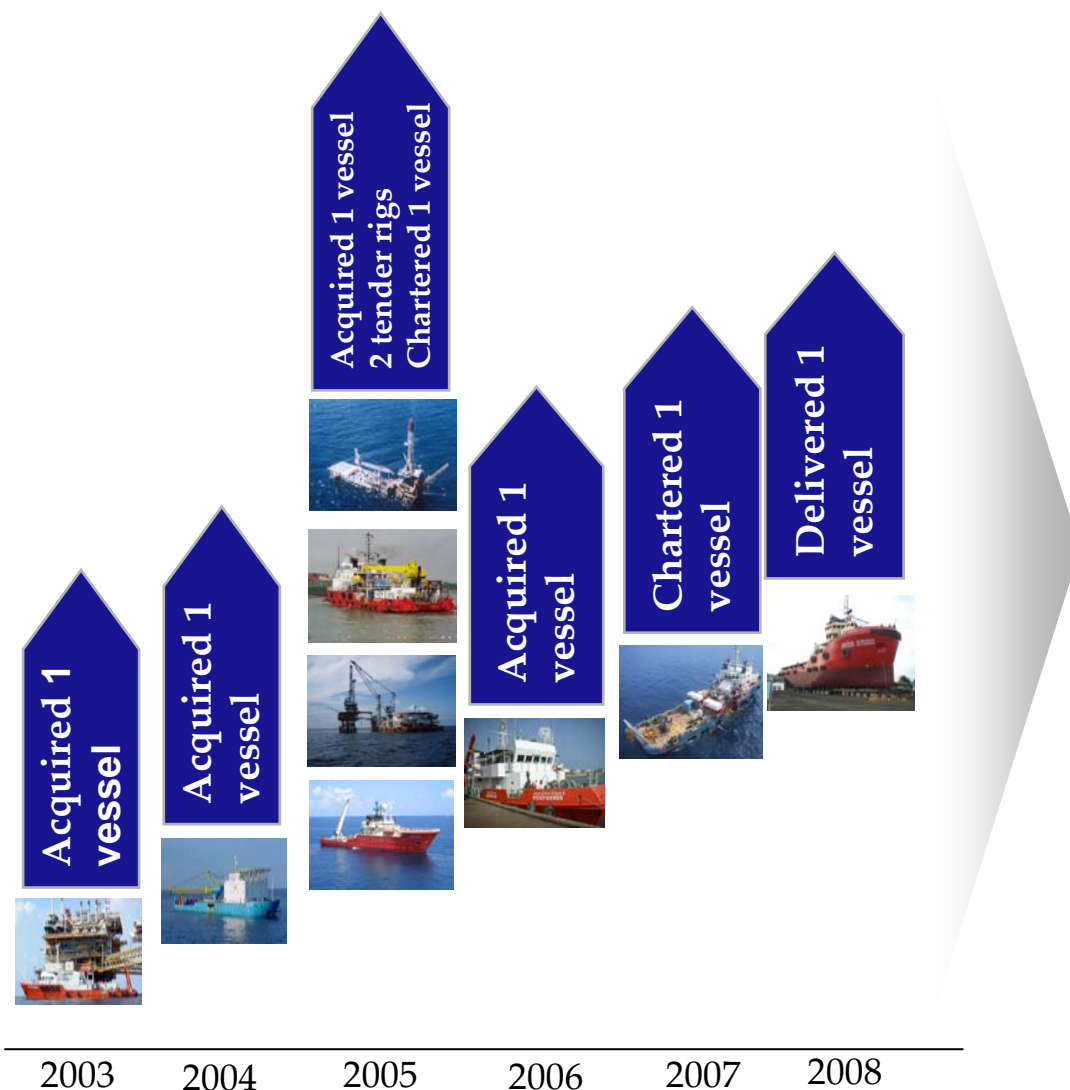




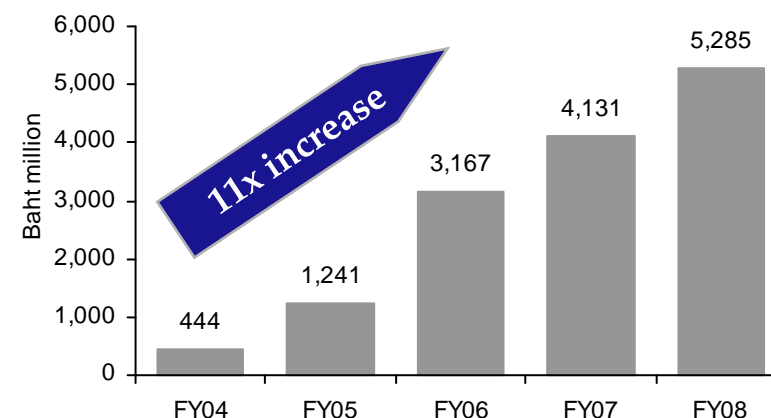
Growth with asset acquisitions



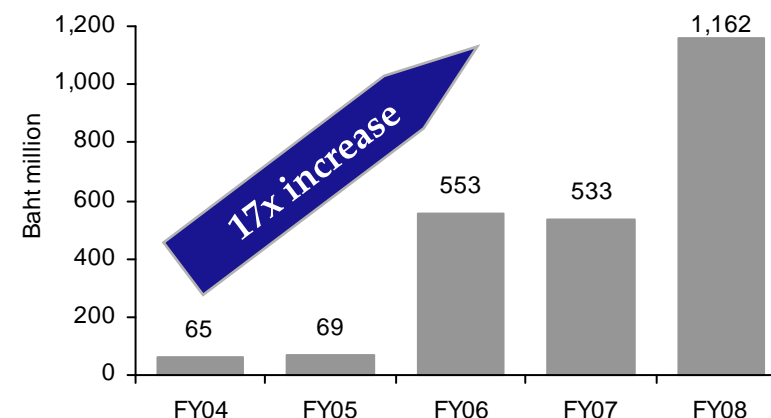
Increased capacity, utilization and charter/day rates have driven growth



Revenue



Net profit

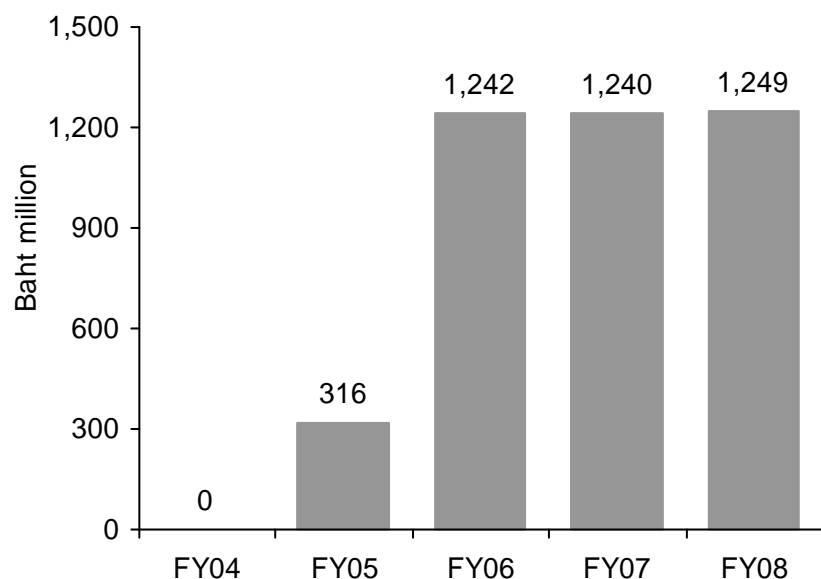




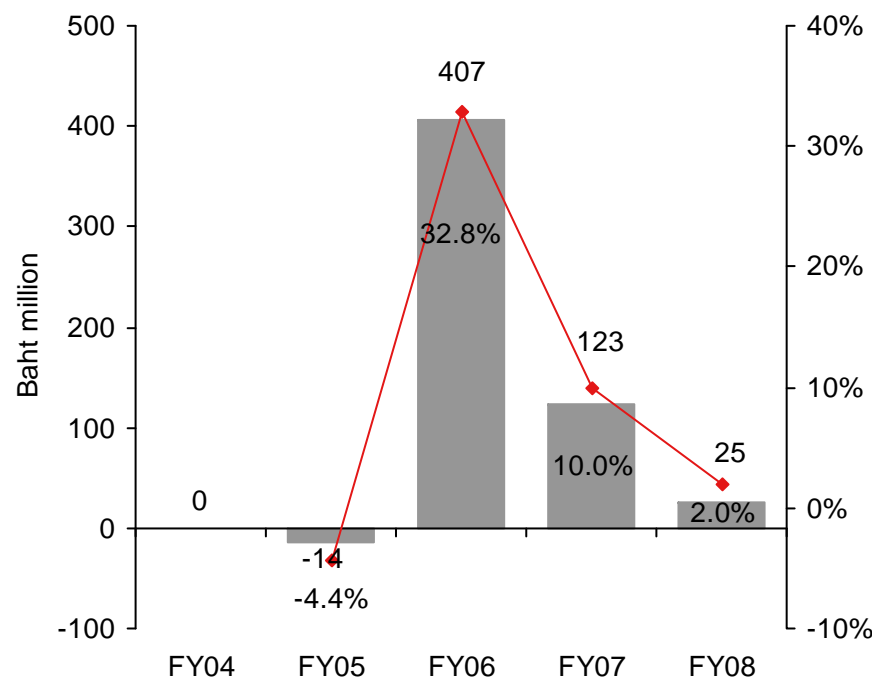
Drilling challenges past, rigs refurbished, upgraded and back to work



Sales



Operating profit and margin ⁽¹⁾



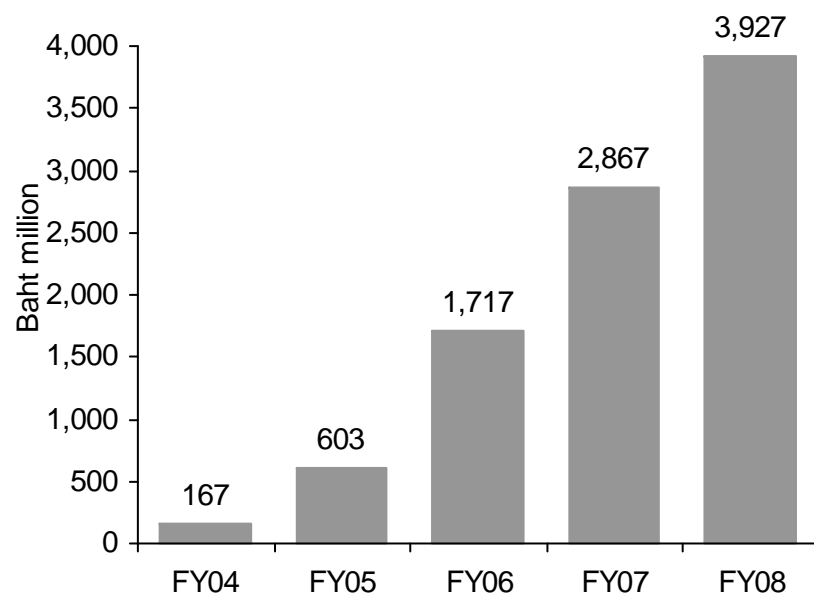
Notes: (1) FY07: MTR-1 returned to contract on FQ4/007 after repairs and completion of its special periodic survey ("SPS").

FY08: MTR-2 was off-hire for six months in the year 2008 and recommenced its contract on FQ3/2008 after completing its SPS and upgrades. This downtime was longer than expected as a result of delays in receiving certain long lead time items to upgrade the rig based on client and SPS requirements.

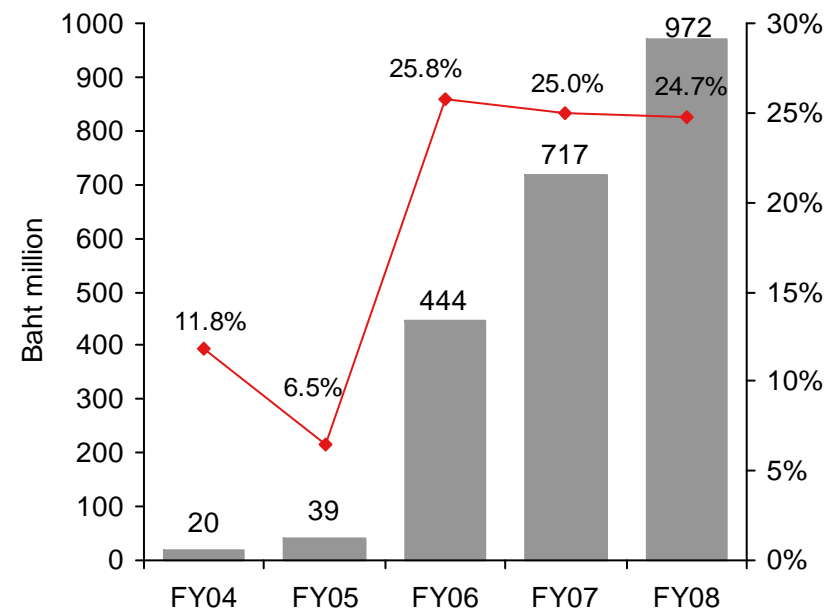


Subsea continues to deliver strong performance

Sales



Operating profit and margin



Successful asset acquisition and integration has driven growth



Strategic expansion – Use of IPO proceeds



Drilling - Planned Capex:
US\$250-300m

Subsea - Planned Capex:
US\$65



Use of IPO proceeds as at 19 December 2008

Executed

☑ USD 46.1 mil. for newbuild rig, KM-1

- ☑ USD 10.9 million for AME share subscription
- ☑ USD 7.2* million for new SAT diving system
- ☑ USD 12.8 million for new DP2 ROV vessel
- ☑ USD 7.4 million for Seascope share acquisition

Future

- ☑ USD 4.9 mil. for newbuild rig, KM-1
- ☑ USD 51 mil. for 2nd newbuild rig (if ordered)

- ☑ USD 9.9* million for new SAT diving system

loan facilities are in place for
2 newbuild rigs with 50%
leverage

Expected leverage on newbuild
vessels 60 – 70%

* To be refunded upon delivery of chartered vessel



Strong balance sheet...



(Baht million)	FY04	FY05	FY06	FY07	FY08
Shareholders' equity	685	1,833	2,385	2,895	9,674
Total debt	174	2,401	2,680	2,402	1,938
Cash and cash equivalents	191	133	185	512	1,726 ¹
Ratio analysis					
Total debt / equity	n/m	1.3x	1.1x	0.8x	0.2x
Total debt/ EBITDA	n/m	8.2x	2.2x	1.9x	0.8x
Total Debt/ operating cash flow	n/m	n/m	10.5x	2.7x	2.4x

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

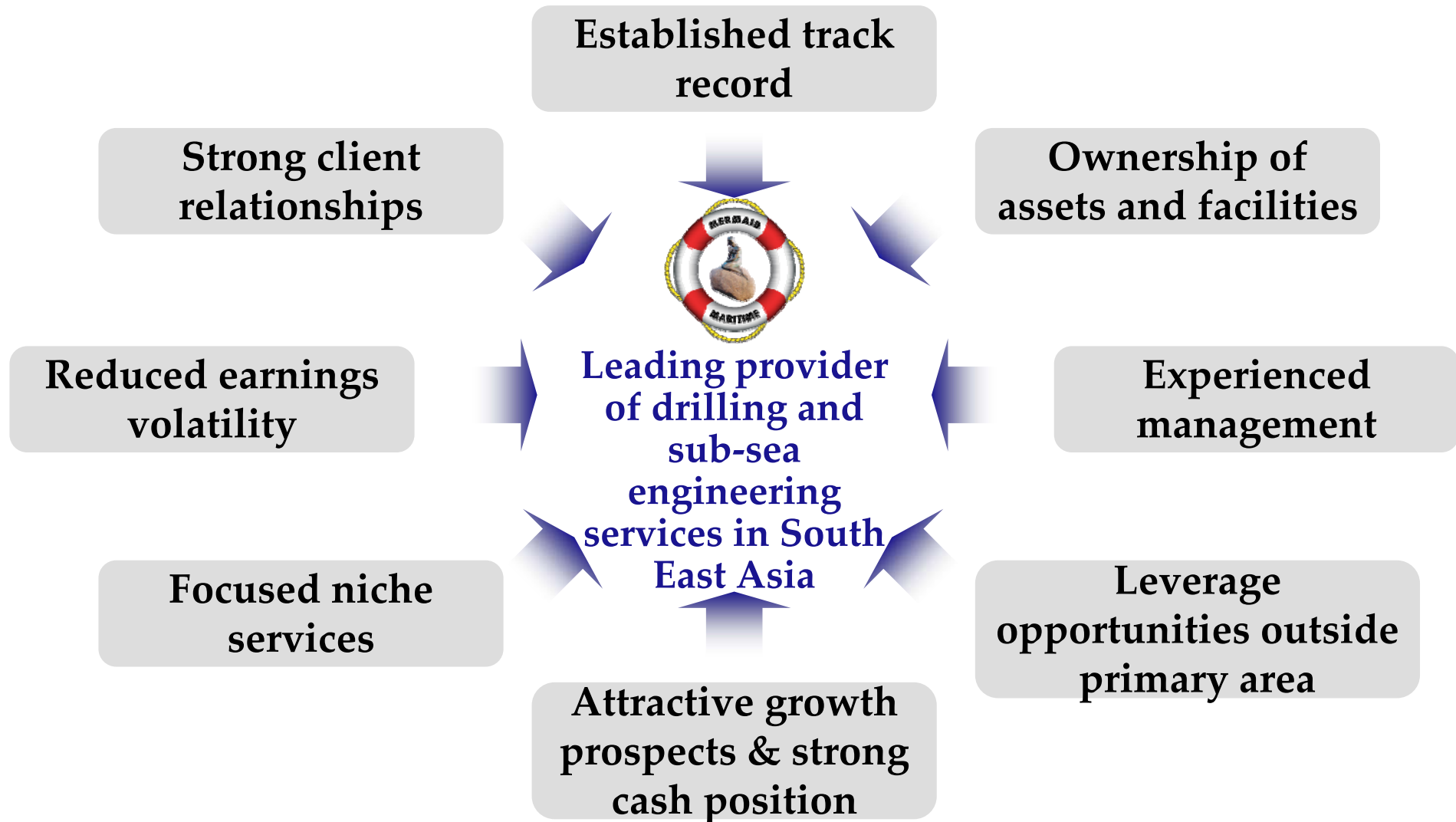
...maintained through high growth phase

CONCLUSION





In summary





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