



Mermaid Maritime Plc.

DNB Asian Investor Conference 2012

Tuesday, 05 June 2012

Fullerton Hotel, Singapore





Disclaimer

This Investor Presentation has been prepared by Mermaid Maritime Plc for investors, solely for information purposes.

The views expressed here contain some information derived from publicly available sources that have not been independently verified.

No representation or warranty is made as to the accuracy, completeness or reliability of the information. Any forward looking information in this presentation has been prepared on the basis of a number of assumptions which may prove to be incorrect.

Financial numbers if presented in other currencies other than THB are strictly for illustrative purpose only and based on prevailing interbank lending exchange rate at the time of presentation.

This presentation should not be relied upon as a recommendation or forecast by Mermaid Maritime Plc. Nothing in this release should be construed as either an offer to sell or a solicitation of an offer to buy or sell shares in any jurisdiction.

Agenda



- 1. Introduction**
- 2. Subsea Business Overview**
- 3. Drilling Business Overview**
- 4. Asia Offshore Drilling Overview**
- 5. Financial Overview**
- 6. Summary & Conclusion**
- 7. Questions & Answers**



1. Introduction

Overview of Mermaid Maritime Plc.



29
Years since Mermaid Maritime's establishment



5
regions in which Mermaid operates



500
skilled workers, crews, technicians, service providers & management

SUBSEA BUSINESS



8 owned + **1** chartered-in subsea vessels



4 saturation diving systems



12 remotely operated vehicles



DRILLING BUSINESS

2 tender rigs



3 high-spec jack-ups*



* 33.75% ownership through Asia Offshore Drilling Limited

Subsea inspection, repair and maintenance

Subsea infrastructure installation support

Subsea remotely operated vehicle support

Subsea emergency callout service

Subsea salvage

Accommodation rig services

Offshore drilling and workover services

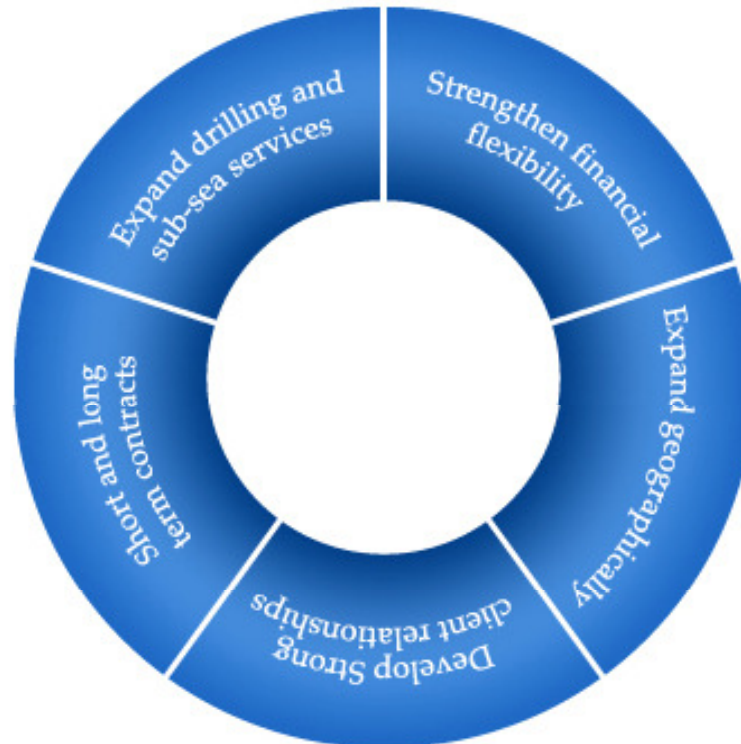


Two Key Businesses to Balance Earnings



SUBSEA BUSINESS

- Short to mid-term contracts
- Existing & new subsea infrastructure driven coupled with deeper exploration



DRILLING BUSINESS

- Typically long-term contracts
- Additional and enhanced production





Key Milestones

1983

Established in Thailand

2005

Expanded subsea business and purchased 'Mermaid Responder' and 'Mermaid Commander'. Incorporated Mermaid Drilling Ltd. and commenced offshore drilling services with purchase of tender rigs 'MTR-1' and 'MTR-2'.

2007

Converted to a public company and listed on the Singapore Stock Exchange. IPO raised ~SGD 218 million. Ordered newbuild 'Mermaid Sapphire'.

2008

Acquired Seascope Surveys for access to hydrographic and positioning services. Took delivery of 'Mermaid Challenger'. Acquired 20% of 'Mermaid Asiana' under construction.

2009

Acquired 'Mermaid Endurer' under construction. Took delivery of 'Mermaid Sapphire' and purchased remaining 80% of 'Mermaid Asiana' under construction. Raised ~SGD 156 million from rights issue.

2010

Acquired Subtech to expand subsea services in the Middle East and Persian Gulf.

Disposed 'Mermaid Responder', purchased 'Mermaid Siam' and took delivery of 'Mermaid Endurer' and 'Mermaid Asiana' bringing total subsea fleet to 8 vessels.

Acquired 49% equity stake in Asia Offshore Drilling (AOD) with two high specification jack-ups under construction with Keppel FELS.

2011

Participated in 2nd round of fund raising, settled at equal 33.75% stake in AOD with Seadrill Limited.

AOD ordered 3rd high specification jack-up bringing total number of rigs to 3. AOD successfully listed in Oslo Bors ASA during the year.

'Mermaid Endurer' and 'Mermaid Asiana' commence maiden contract work in North Sea and Asia Pacific regions respectively.

Opened MOS commercial office in Singapore.



2. Subsea Business Overview



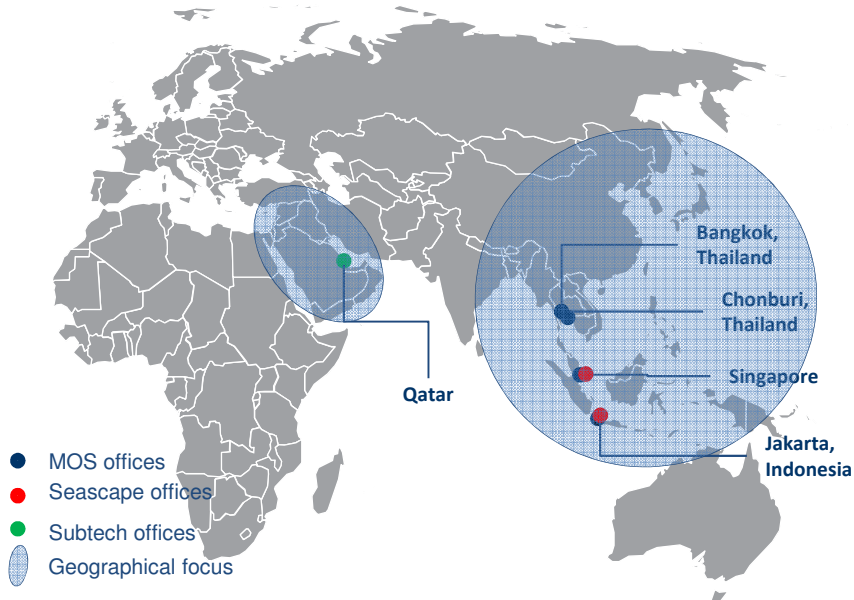
Subsea Services Overview

Overview

- Mermaid provides subsea engineering services including surveying, inspection, repair and maintenance (IMR), light construction and ROV/dive support, to the offshore oil and gas industry
 - 400+ personnel operating in Southeast Asia and the Middle East
 - Current contract backlog exceeds USD 100 million

Geography

- Defensible positions in Gulf of Thailand, Middle East marketed through Subtech subsidiary and Indonesia supported by Seascope their surveying subsidiary



Fleet



8+1 subsea vessels



12 ROVs



4 saturation diving systems

Vessel name	Type	Year built	Past selected clients
Mermaid Commander	DNV Classed DP2 DSV	1987	Shell Brunei, CUEL, Global, BP, Chevron, JVPC, Petrobras
Mermaid Endurer	DNV Classed DP2 DSV	2010	ISS, Bibby, Micoperi
Mermaid Asiana	ABS Classed DP2 DSV	2010	PT Timas, CSOTL, COOEC, CACT
Mermaid Siam	DNV Classed DP2 Construction Support Barge	1991 (2002 upgraded)	Total, Maersk, NPCC, Acergy, Occidental Petroleum
Mermaid Sapphire	ABS Classed DP2 ROV & Air Diving Support	2009	CUEL, PTTEP, SEIC
Mermaid Challenger	DNV Classed DP1 Anchor-handling Vessel	2008	EMAS, Mermaid Drilling, KNOC, Subsea 7, Bluewater
Mermaid Performer	DNV Class Utility Vessel	1982	CUEL, Modec, Chevron, PTTEP
SS Barakuda	Utility / Survey Vessel	1982	ConocoPhillips
Endeavour (charter-in)	ABS Classed DP2 IRM Vessel	2008	ConocoPhillips & Premier Oil

Key Clients





Incumbent position in key geographies

- Mermaid has a strong foothold in its key markets – Thailand, Indonesia, and the Middle East
- Mermaid can leverage on its strong presence in these three markets to win repeat business with key clients, while continuing to expanding its geographical footprint in existing markets like China, and new markets like Brazil and India

Thailand: Via subsidiary Mermaid Offshore Services	Indonesia: Via subsidiary Seascope	Middle East: Via subsidiary Subtech
<ul style="list-style-type: none"> • 29 years of market presence in Thailand • The logistics base in Chonburi, being in close proximity to several deep water ports, facilitates efficient mobilization of personnel and equipment • MOS has International Marine Contractor Association (IMCA) compliant diving capabilities, and was awarded the ISO9001:2008 quality management systems certification • Key clients: Chevron Thailand and CUEL, NPCC, PTTEP, and Romona 	<ul style="list-style-type: none"> • Seascope primarily provides hydrographic survey and positioning services in South-East Asia • Contractor member of IMCA • Seascope has a strong network in Indonesia, with most of its projects located in various parts of Indonesia • Key clients: ConocoPhillips Indonesia, Chevron Indonesia, PT Hallin Indonesia, and PT Timas Suplindo 	<ul style="list-style-type: none"> • Subtech (Qatar) is an IMCA member and ISO 9002 approved diving and subsea contractor in Qatar • Subtech is the only locally incorporated diving contractor with a proven track record, allowing MOS to successfully penetrate into the Middle East market • Key clients: Qatar Petroleum, Exxon-Mobil, Occidental, McDermott, Maersk Oil Qatar, and NPCC • Strong local business knowledge

Seascope Surveys Limited



80% owned by MOS since March 2008

- Founded in 2005, Seascope has over 90 personnel employed in offices located in Singapore, Indonesia and Thailand
- Provides survey, positioning, and subsea inspection services in the Asia Pacific region
 - Surface and subsea positioning services onboard DP vessels
 - Provision of offshore construction barge/vessel support survey services
 - Performance of subsea inspection data acquisition, data management and reporting services
- Strong foothold in Indonesia, its primary target market, due to strong local presence and track record in the region
 - Seascope acts as Indonesian Representative Company for Mermaid
- Contractor Member of the International Marine Contractor Association (IMCA)
- ‘Mermaid Supporter’ was transferred to PT Seascope Surveys Indonesia and renamed ‘SS Barakuda’ (Indonesian flag) with primary focus on growing the Indonesian market
- PT Seascope Surveys Indonesia also chartered-in the ‘Endeavour’, a DP2 IRM vessel (Indonesian flag) also with primary focus on growing the Indonesian market

Key customers



SS Barakuda



Wholly owned by MOS since March 2010

- Established in 1995, with operation in Qatar
- Provides turnkey subsea support services to local and international clients:
 - Dive intervention (air & saturation)
 - Salvage operations
 - Subsea installations, repairs, inspections and maintenance
 - Subsea engineering
- Has access to about 600 offshore personnel, out of which 85 are diving professionals
- Strong foothold in the Middle East region, with a presence in the Gulf of Mexico and Far East region and expansion plans into West Africa
- Helped Mermaid to successfully penetrate into the Middle East and Persian Gulf region
 - Strong client relationships in the region helped to drive Mermaid's marketing and vessel utilization
 - Only locally incorporated diving contractor with a proven track record
 - Strong local business knowledge
 - Representative offices and branches in Saudi Arabia and Abu Dhabi

Key customers



ExxonMobil

قطر للبترول
Qatar Petroleum



**MAERSK
OIL**



Subsea – Building on Key Positives

- Mermaid Offshore Services
- Seascope
- Subtech

1 Very favorable industry response to the opening of Singapore office

3 Sold mix of subsea assets and ROVs



8 subsea vessels



12 ROVs

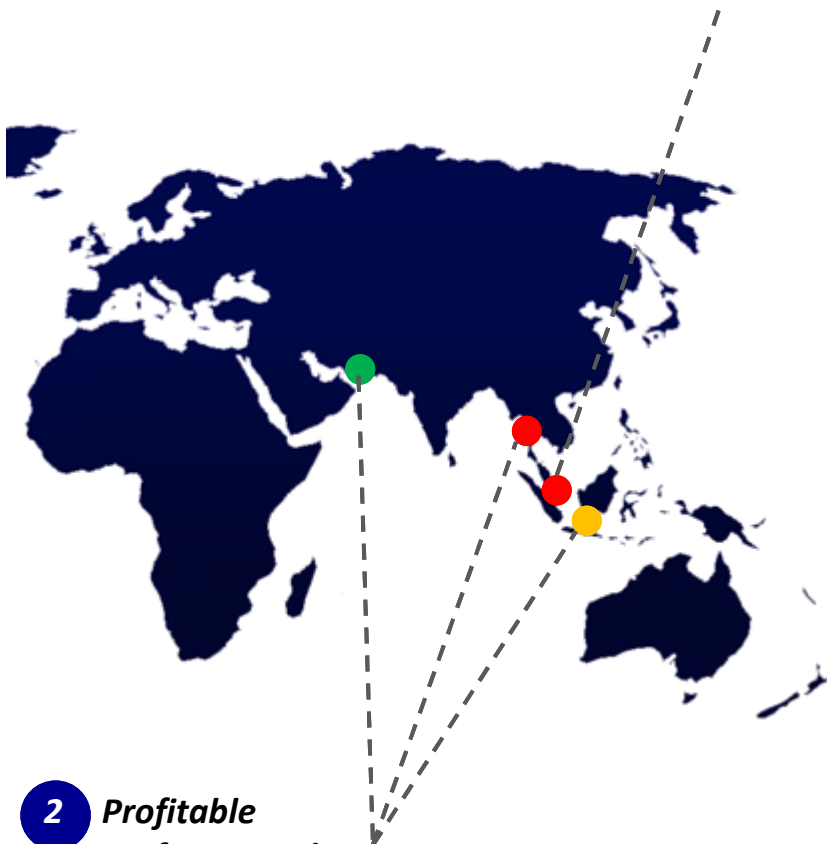
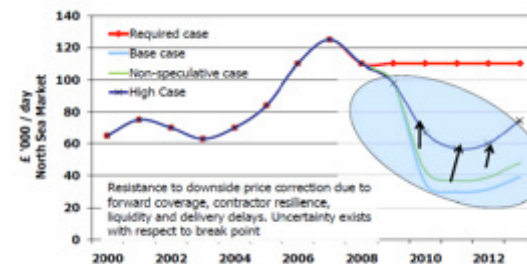


4 saturation diving systems

4 Strong technical capabilities, solid offshore performance



5 2012 upbeat forecast from vessel owners – improved day rates



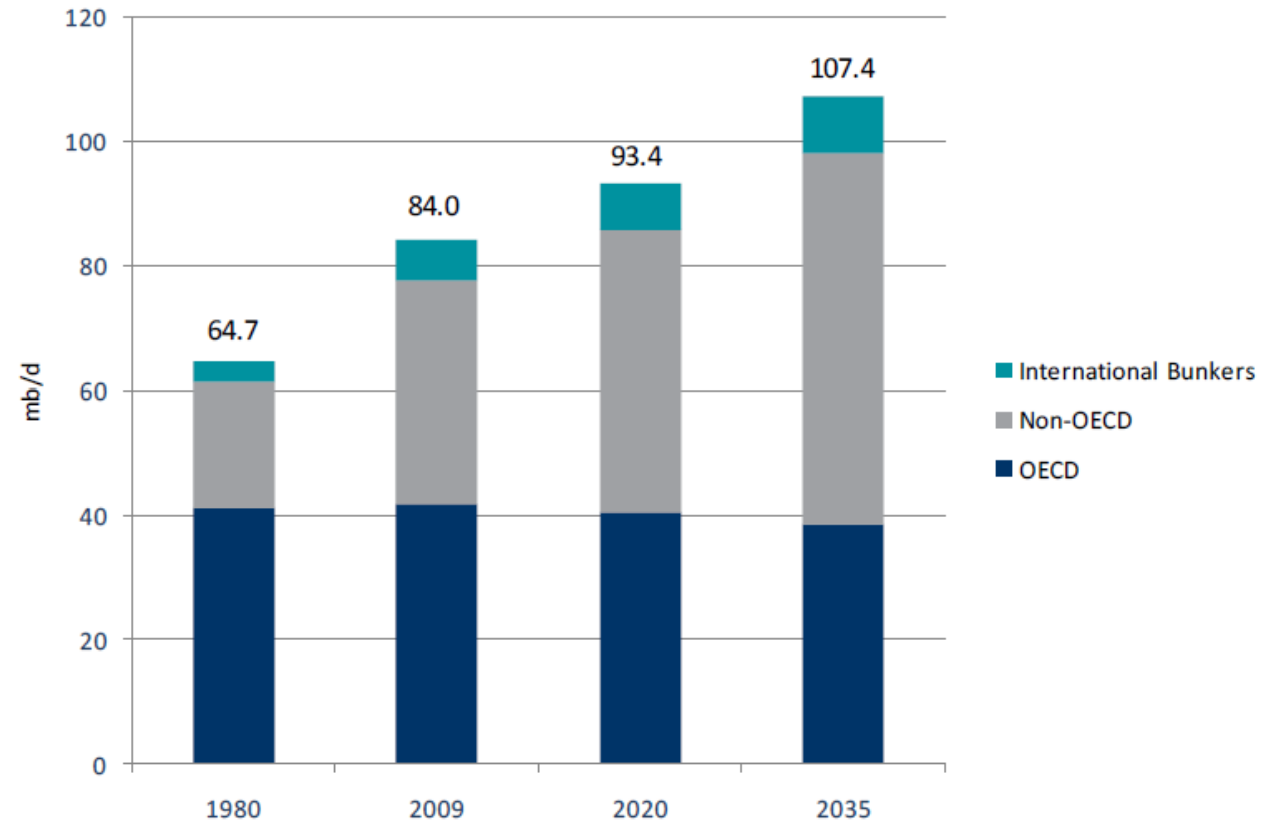
2 Profitable performance by both Subtech and Seascope



Global oil demand is increasing

- Oil demand is projected to continually grow year-to-year
- All the growth is expected to come from non-OECD countries
- The transport sector accounts for the majority of the increase in oil use
- As conventional oil production in non OPEC countries is expected to peak soon, most of the increase in output would need to come from OPEC countries, which hold the bulk of remaining recoverable conventional oil resources

Global oil demand



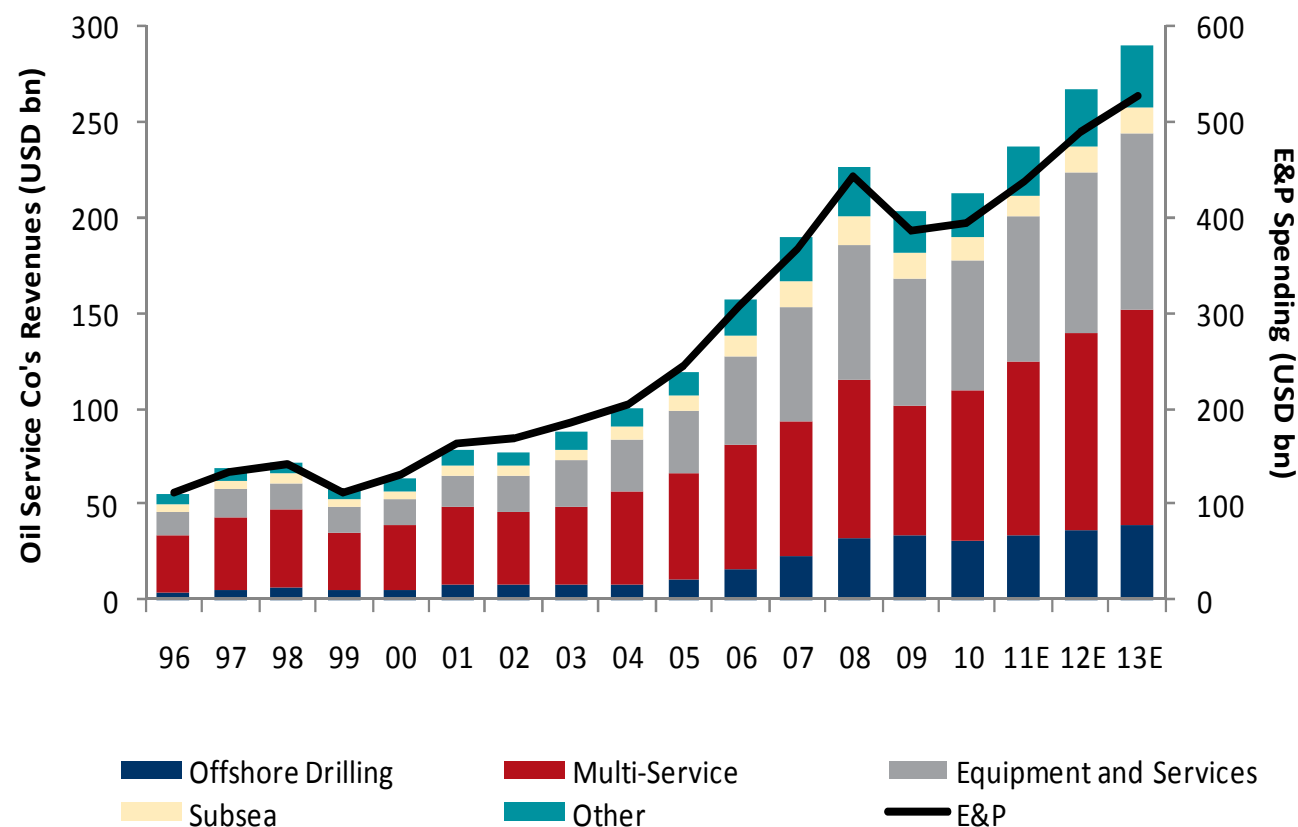
Source: Reference Scenario, World Energy Outlook 2010, International Energy Agency

Increased E&P spending driven by higher oil prices



- Strong growth in E&P spending expected the next few years
- 2008 level of E&P spending is expected to be surpassed in 2011
- Projects postponed as a consequence of the financial turmoil, has accumulated demand
- A continued price level above USD 100 per barrel is expected to be a catalyst to E&P spending

Oil service companies' revenues and E&P spending



Source: Reuters, RS Platou



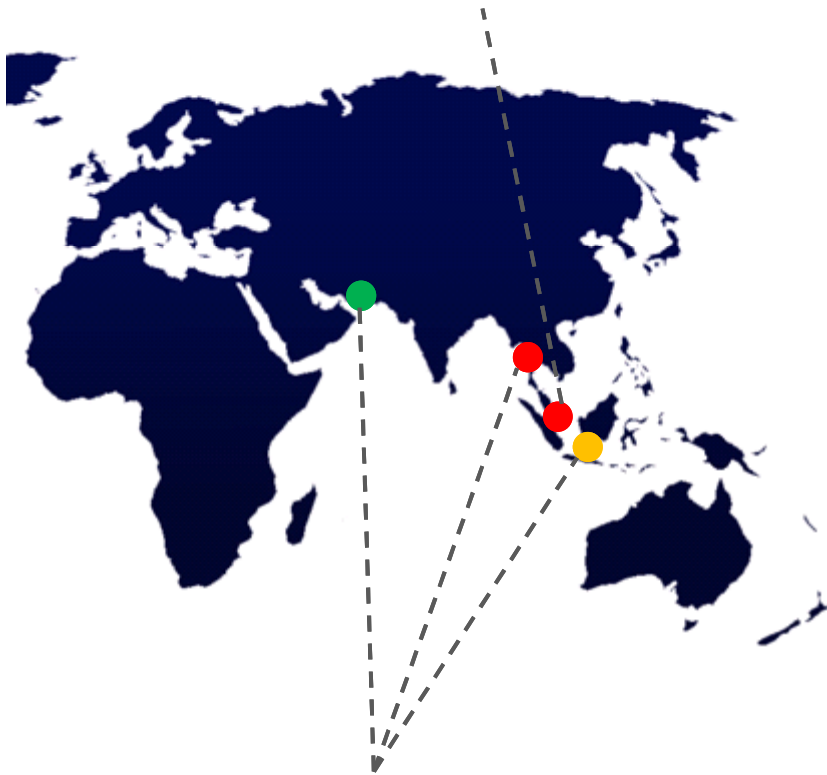
Subsea Key Initiatives

● *Mermaid Offshore Services*

● *Seascope*

● *Subtech*

High profile market presence from Singapore



Leverage presence in Thailand, Middle East & Indonesia

- 1. Consolidate group synergies and share resources and competitive advantages**
- 2. Fiscal discipline & control**
 - *Redefine vessel manning levels*
 - *Reduce vessel operating costs*
 - *Improve procurement processes & controls*
- 3. Increase commercial & marketing activities**
 - *Strengthen the commercial offering – and seek more added value content*
 - *Increase market awareness and increase number of enquiries*
 - *Regionalize commercial offerings through business units*
- 4. Increasing international focus and re-positioning of Seascope and Subtech as Business Units, not subsidiaries**
- 5. Working toward establishment of subsea engineering support capabilities**

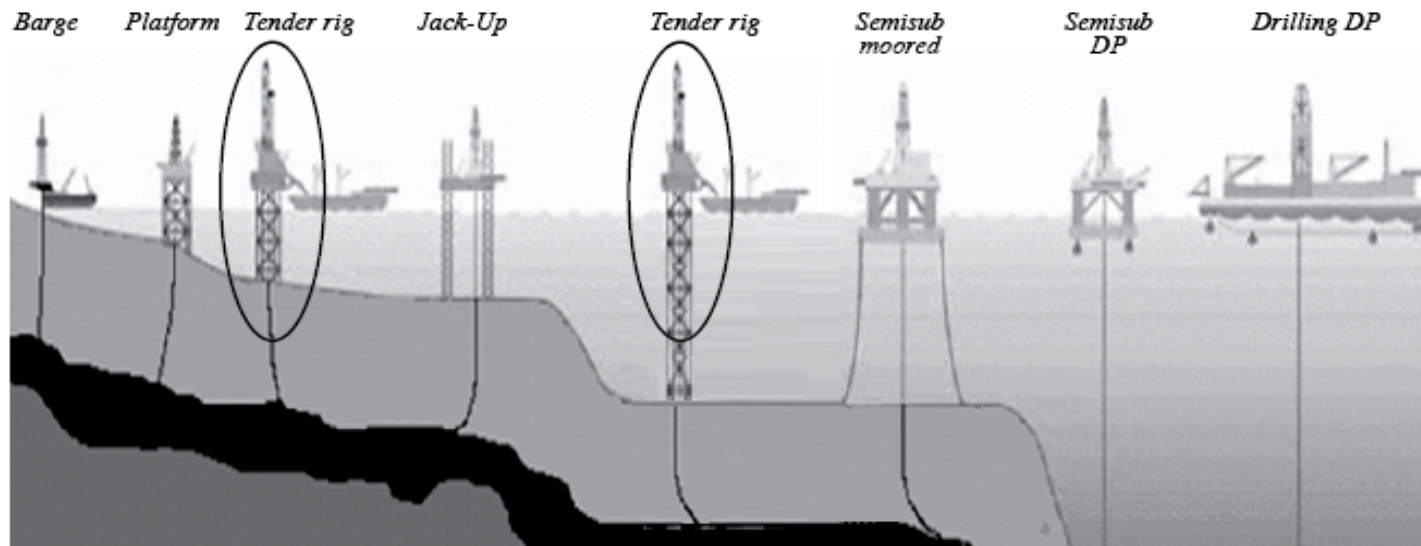


3. Drilling Business Overview



Drilling Rigs Overview

Types of Drilling Units



Tender Rig Statistics

- There are a total of 37 tender rigs in the world.
- In terms of geographical spread, 19 tender rigs are in South East Asia (75%) and 6 tender rigs in West Africa & Central and South America (25%).
- As at April 2012, 25 of these tender rigs are drilling, 7 are under construction, 3 are ready stacked and 2 are cold stacked.

Tender Rig Market Outlook

- Drilling concept focused on production drilling only. Main operational areas are shallow water South East Asia and West Africa. Market expanding to Central and South America.
- Cost-effective and versatile concept. Concept also being applied in deepwater in combination with mini TLPs and Spars.
- Limited availability of quality rigs pushes day rates higher.
- Niche market with Seadrill as the only major driller participating (54% market share).

MTR-1



Rig Design:	Self Erecting Tender Barge
Builder	Marathon Le Tourneau, Singapore
Year	1978
Class	ABS +A1 Barge
Certification	MODU Code 1979, SOLAS 1979
Flag	Singapore
Max water Depth	180m (600ft)
Min water Depth	15m (50ft)

MTR-2



Rig Design:	Self Erecting Tender Barge
Builder	ACSO, Bordeaux
Year	1981, Upgraded 1997
Class	Bureau Veritas, Maltese Cross 1 3/3
Certification	MODU Code 1979, SOLAS 1974
Flag	Thailand
Max water Depth	100m (330ft)
Min water Depth	5.5m (18ft)



Mermaid Drilling Rig Statistics

MTR-1

- Tender drilling rig “Piranha” was purchased from Pride International in 2005 and renamed MTR-1 (Mermaid Tender Rig 1).
- Since 2005, MTR-1 has carried out successful drilling campaigns for PCSB, CTOC and HESS in the both Malaysia and Indonesia.
- After a successful drilling campaign with HESS Indonesia from Dec 2006 to Sept 2009, MTR-1 was surplus to requirement due to HESS ceasing their drilling campaign. MTR-1 was warm stacked in Thailand from Sept 2009 until August 2011.
- MTR-1 registry has recently been changed from Thailand to Singapore flag state.
- MTR-1 is in Indonesia for 150 day charter that commenced in 9 May 2012 working as an accommodation barge with an estimated contract value of USD 4.9 million.

MTR-2

- Tender drilling rig “Ile De Sein” was purchased from Pride International in 2005 and renamed MTR-2 (Mermaid Tender Rig 2).
- Since 2005, MTR-2 has carried out successful drilling campaigns for Unical, Chevron and Pearl Oil in the both Thailand and Indonesia.
- From 2008, MTR-2 has been contracted to work in Indonesia. MTR-2 is currently on a 6 month drilling program that commenced on 15 May 2012 with an estimated contract value of USD 16.1 million.
- Upon completion of its current drilling contract, MTR-2 is due for its 5 yearly SPS class survey which will be a duration of 3-4 months.



4. Asia Offshore Drilling Overview

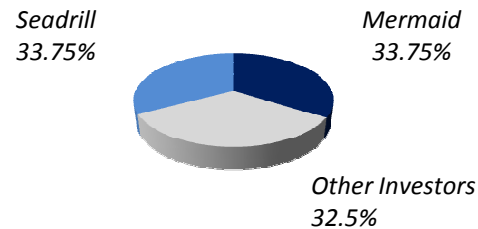


Asia Offshore Drilling – Company Overview

Company Details

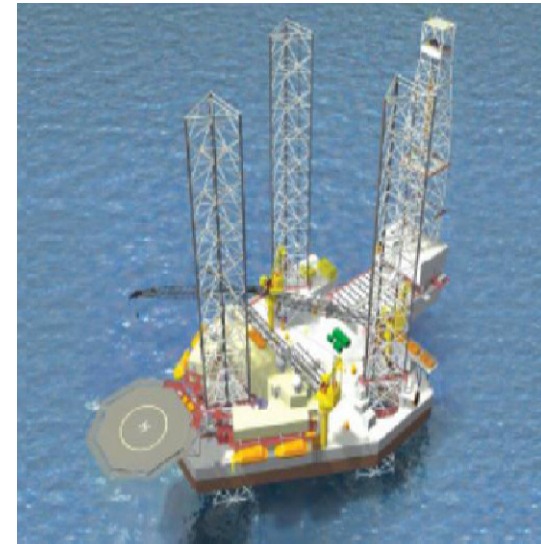
- Incorporated in Bermuda on 29 October 2010
- Pure play newbuild high-spec jack-up rig operator
- Raised USD 180 million through private placements
- Mermaid invested USD 63.8 million for 33.75%
- Listed on Oslo Axess on 15 July 2011

Ownership Structure



Business Case Fundamentals

- Strong macro-economic market fundamentals
- Strong recovery anticipated in the jack-up market
- Aging global jack-up fleet vs. clients preferring new rigs
- Bifurcation in the jack-up market
- First mover advantage on price, terms, quality & delivery



Asia Offshore Drilling – Investment Highlights



Favourable contract terms with best yard

- Constructed by Keppel FELS, a world class rig builder – no late deliveries track record
- Average turnkey price of ~USD 185 million each for the three Mod V-B Class jack-up rigs
- 20% down payment and 80% on delivery
- Delivery of all rigs by 2013E

Access to a highly experienced drilling team & funding

- Managed by Seadrill Ltd.'s experienced management team
- Seadrill Ltd. is world's largest drilling operator
- Strong relationships with oil majors and strong global track record
- AOD listed on Oslo Axess on 15 July 2011

Proven design with potential employment opportunities

- Mod V-B Class is the preferred jack-up rig design by major drilling companies
- Tenders for equivalent modern jack-up rigs are increasing with average fixtures YTD 2011 of USD 135,000/day and peak rate of USD 155,000/day
- Potential employment opportunities have been identified and marketing has commenced for the three rigs
- Soft spot for contract fixtures appears to be 7-9 months before commencement



Potential Markets

Potential markets for the KFELS MOD V B-Class Rigs



AOR-1



AOR-2



AOR-3

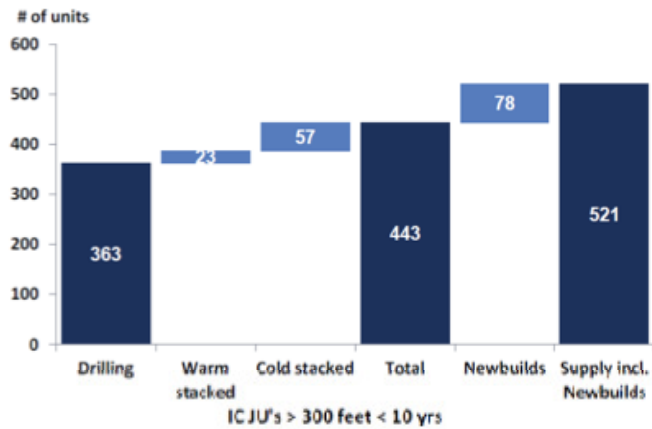


Project Team

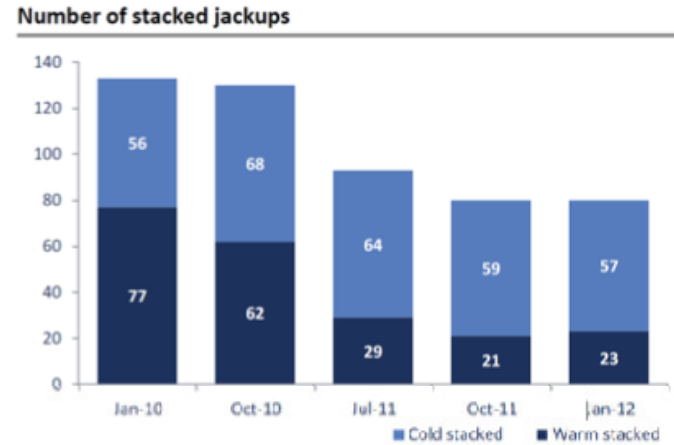


Jack Up Market Development

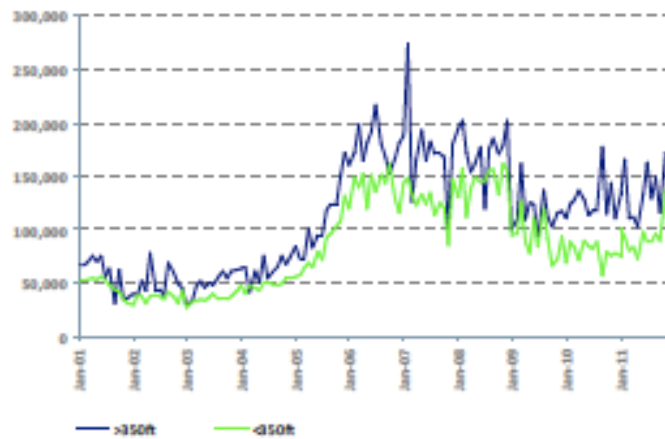
Jack Up Fleet Expansion



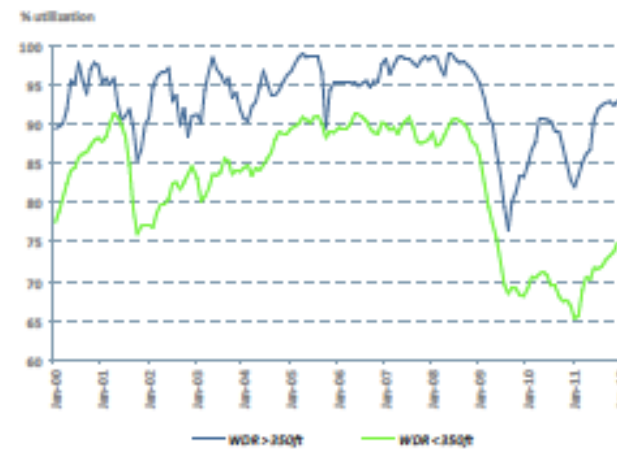
Development in No. of Jack Ups



Average Day Rates Jack Ups

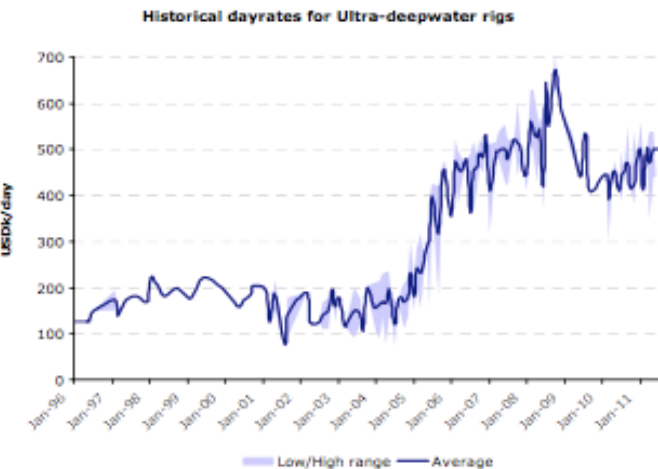
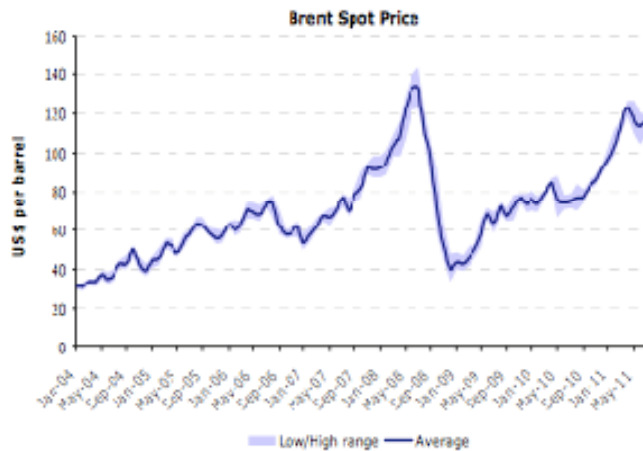


Average Utilization Rates Jack Ups





Market Outlook



Strong Fundamentals

Oil prices remain at historically high levels, with higher growth in E&P spending

Increase in Demand

Utilization is increasing for all asset classes and we observe significant increase in tenders and requests from customers

New Asset Preference

Continue to see strong demand for high specification units that offer superior technical capabilities, operational flexibility and reliability

Asia Pacific Focus

Demand in Asia-Pacific remains strong and has spurred relocation of high specification units from other geographic regions

Market Consolidation

We see several efforts ongoing in order to consolidate the low end of the jack-up market, which could lead to accelerated scrapping of units and a better market balance for the jack-up market going forward

AOD Optimistic

AOD Board remains optimistic about the market outlook and prospects for its enhanced premium jack-up rigs

Rig Construction Progress



On budget and slightly ahead of schedule

	Expected Delivery Date
AOR-1	March 2013
AOR-2	June 2013
AOR-3	August 2013

- According to Keppel FELS, two of the three rigs are expected to be delivered slightly ahead of schedule
- Engineering works have been completed on all three rigs, and all key equipment has been ordered



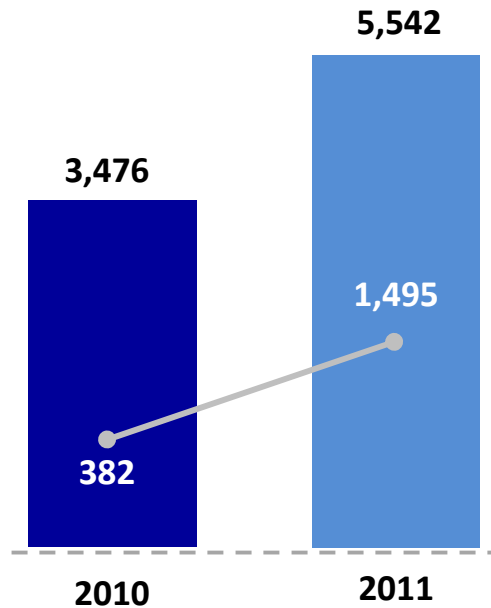
5. Financial Overview



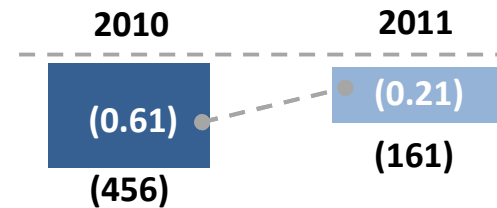
Financial Highlight FY2011

Year on Year Comparison

- Revenue (in THB millions)
- Operating Cash Flow before change in working capital (in THB millions)
- Net Profit (Loss) (in THB millions)
- Basic and Diluted EPS



Revenue Growth & Operating Cash Flow

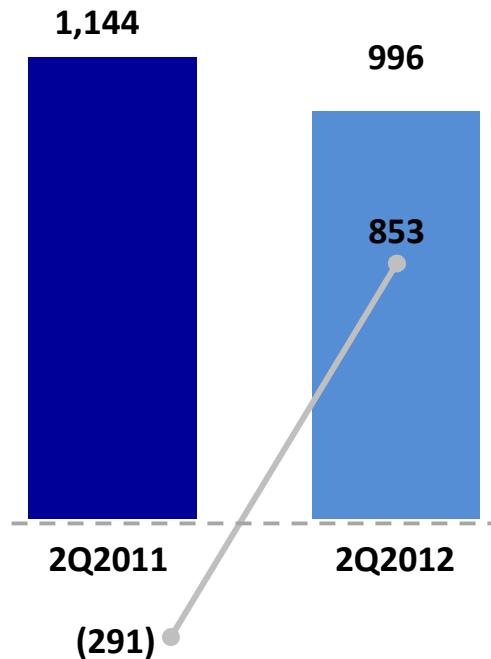


Net Profit (Loss) Growth/Decline & Basic and Diluted EPS

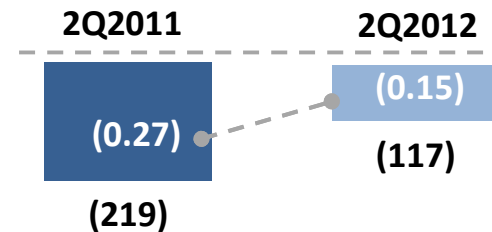


Financial Highlights 2Q2012

Year on Year Comparison



**Revenue Growth/Decline
& Operating Cash Flow**



**Net Profit (Loss) Growth/Decline
& Basic and Diluted EPS**

Not to scale. For illustrative purpose only

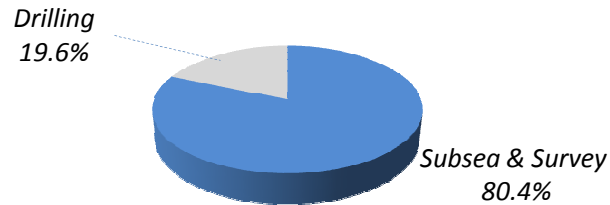


2Q2012 Sector Breakdown

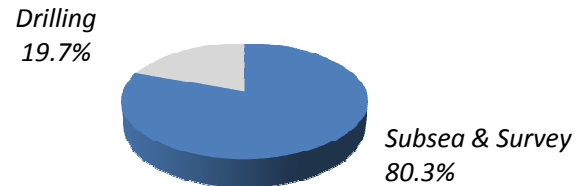
	Description	Service Income	Operating Profit/Loss	Operating Margin	Utilization Rate*
Subsea & Survey Services 	Inspection, repair and maintenance; Infrastructure installation; Deepwater ROV support; Emergency call out services; Salvage, Marine Survey & Positioning	2Q2011: 898.3 2Q2012: 801.1	2Q2011: (160.1) 2Q2012: (38.6)	2Q2011: (17.8%) 2Q2012: (4.8%)	2Q2011: 58.2% 2Q2012: 69.9%
Drilling Services 	Floating rigs, Accommodation rigs	2Q2011: 246.8 2Q2012: 195.5	2Q2011: 11.1 2Q2012: (9.5)	2Q2011: 4.5% 2Q2012: (4.9%)	2Q2011: 91.0% 2Q2012: 38.0%

2Q2012

Revenue Breakdown



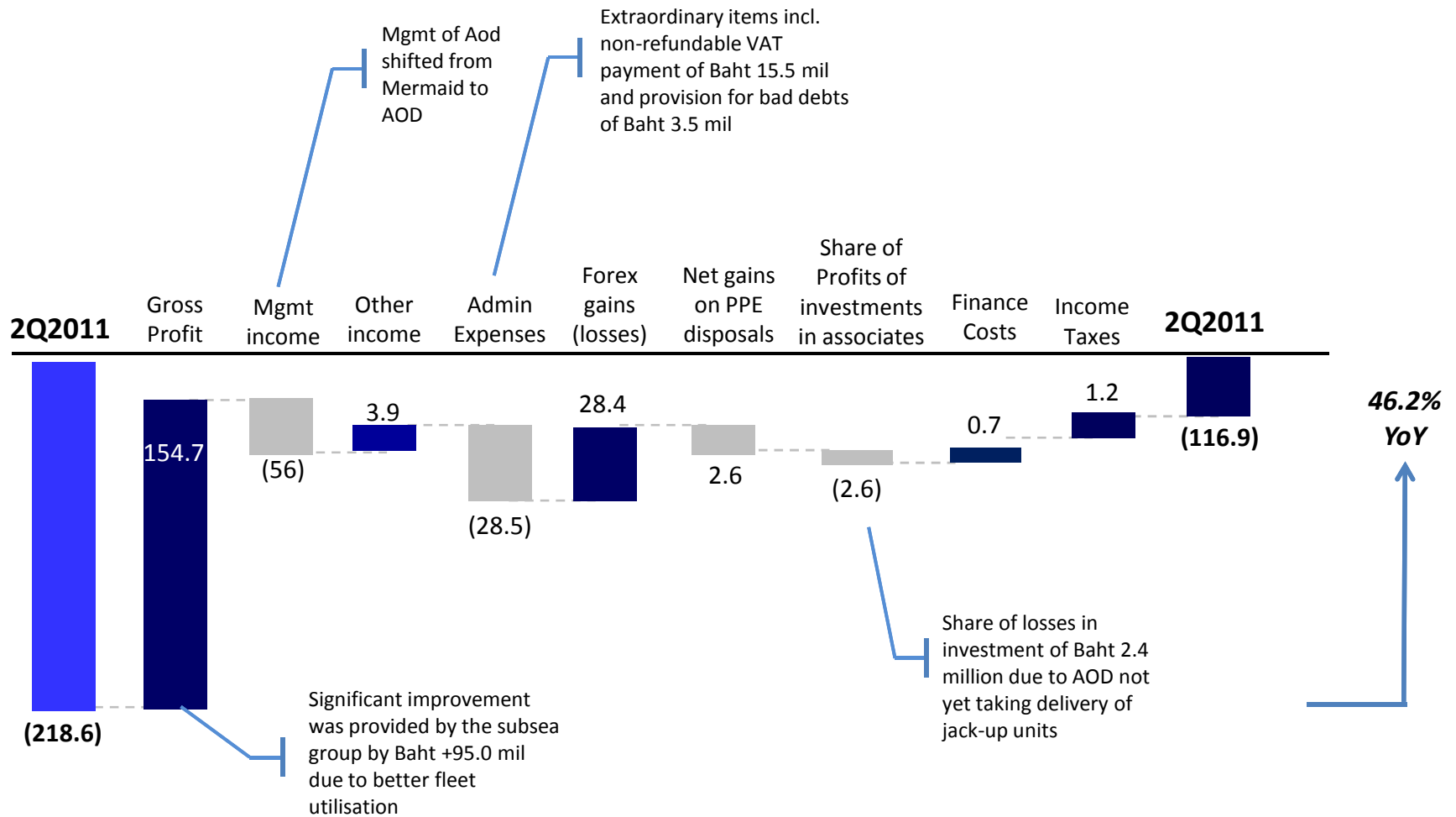
Operating Profit/Loss Breakdown





2Q2012 Profits & Losses

All units in THB millions



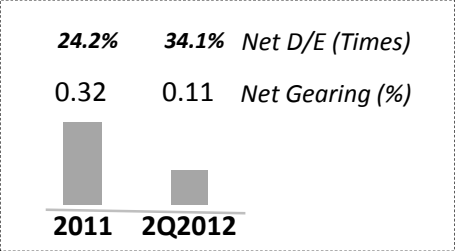
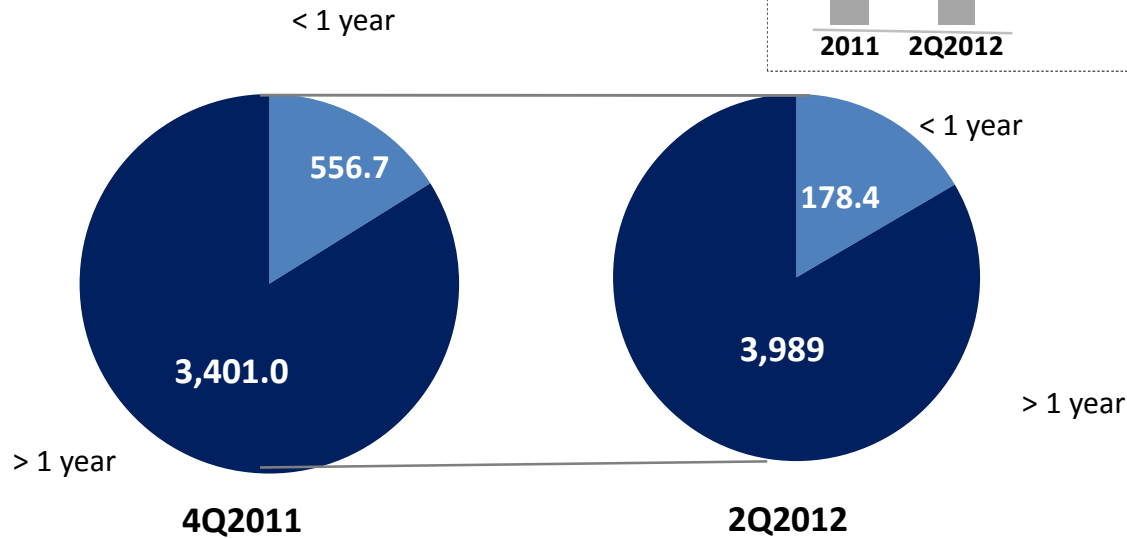
Not to scale. For illustrative purpose only



Debt structure

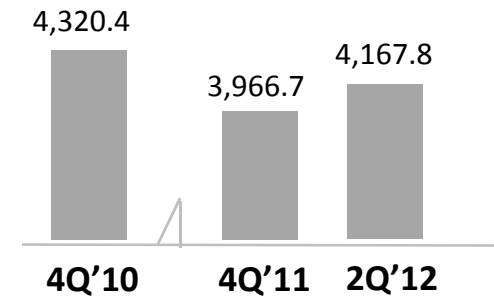
Units in THB millions

Loan Maturity



Total Loans Outstanding

Loans still decreasing since 2010



* EXIM Loans have not been fully drawn down

Repayment amount	Loan Repayment Schedule (USD Million)									
	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
	40.3	7.8	9.7	9.0	11.0	13.0	13.1	16.0	31.0	21.0

Remark: Exchange rate for conversion of loans in THB to USD was Baht 31.6912: USD 1
Not to scale. For illustrative purpose only

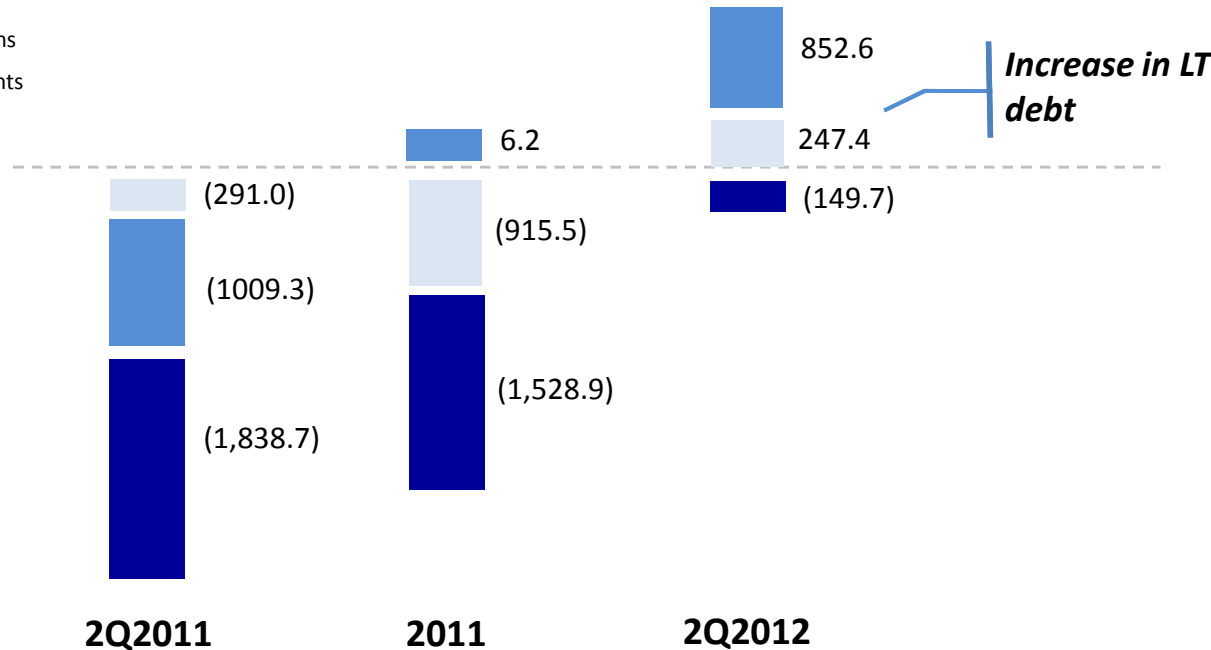


Cash flow

Cash & Cash Equivalents	1,352.4	1,352.4	2,297.2	Cash and cash equivalents increased 15.6 % by Baht 211.0 million
Restricted Deposits at Financial Institutions	206.5	330.6	191.4	

All units in THB millions

- CF from Financing
- CF From Operations
- CF from Investments





6. Summary & Conclusion



Key competitive advantages

Strong position in Thailand, Indonesia and the Middle East

- Parent company, Mermaid Maritime established in Thailand in 1983
- Incumbent positions in Gulf of Thailand, Middle East and Indonesia
- Long-term relationships with blue chip clients in the region

Solid assets, technical & operational capability and competencies

- IMCA compliant; provided diving services to blue chip operators in the global oil & gas industry
- Received numerous safety and operational excellence awards from clients which will become more important moving forward

New management team put in place to drive employment and value-added service wins

- Management team has an average experience of over 20 years in the industry with leading players
- Recent senior team hires set to enhance commercial and project management capabilities
- Management hub relocated to Singapore to raise the company's profile with customers

Investment in AOD to drive future revenue growth

- 3 jack-up rigs ordered with Keppel FELS at favorable price and payment terms (20/80)
- Solid reputable partner in Seadrill Limited, world leading drilling contractor to achieve economies of scale and leverage on considerable marketing reach and client network
- Recent jack-up transactions indicate that the 3 jack-up rigs are firmly in the money

Improving market outlook

- Oil price near historical highs, resulting in higher E&P spending
- Improving utilization for subsea fleet and tender rigs to drive revenue growth in 2012

Robust balance sheet and prudent financial management

- Management committed to maintain low DE ratio and strong cash position
- Financial flexibility allows us to participate in meaningful opportunities e.g. AOD
- Generating strong cash flow from operations



7. Questions & Answers