



Mermaid Maritime Plc.

Corporate Presentation

8 January 2014

Pulse of Asia Conference, DBS Vickers, Singapore



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Agenda

- 1. Mermaid Business Summary**
- 2. Market Outlook**
- 3. Subsea Business**
- 4. Drilling Business**
- 5. Financial Review & Order Book**
- 6. Summary, Questions & Answers**



Agenda

1. Mermaid Business Summary



Who We Are & Our Leadership



☑ A leading international specialist subsea and drilling services company listed on the Singapore Stock Exchange.

☑ Owner and operator of a diversified portfolio of subsea vessels and drilling rigs providing a complete suite of turnkey services.

☑ Quality customer base and significant contract backlog providing earnings visibility.

☑ Excellent operational performance and proven track record with further opportunities for growth.



Mr. Prasert Bunsumpun
Chairman of the Board

Over 30 years experience in the offshore oil and gas industry.

Distinguished career includes CEO of PTT Plc. and Chairman of PTT Exploration and Production Plc., Thailand's national oil and gas company.



Mr. Chalermchai Mahagitsiri
Executive Vice Chairman & Chief Executive Officer

CEO of family holdings PM Groups Co. Ltd.

Proven track record of successfully managing and growing a variety of businesses including coffee, steel, copper, shipping, media, entertainment, resorts and golf courses.



Mermaid – Company Snapshot



30
years since Mermaid
Maritime's
establishment

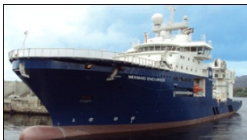


5
regions which
Mermaid
operates



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

SUBSEA BUSINESS



10
subsea vessels



5 + 12
saturation and air
diving systems



17
remotely
operated vehicles



DRILLING BUSINESS



2
tender rigs



3
high-spec
jack-ups*

* 33.76% ownership through Asia
Offshore Drilling Limited

Subsea
inspection,
repair and
maintenance

Subsea
infrastructure
installation
support

Subsea
remotely
operated
vehicle support

Subsea
emergency
callout &
salvage

Subsea
cable
laying

Accommodation
rig services

Offshore drilling
and work over
services



Board Members & Our Key Executives

Board Members *



Mr. Joseph Chia
Executive Director



Dr. Jean Paul Thevenin
Non-Executive Director



Mr. Ng Cher Yan
Independent Director

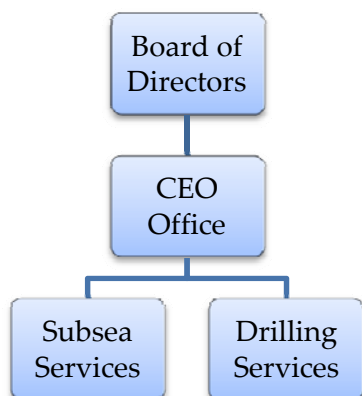


Mr. Joachim Toh
Independent Director



Dr. Jan Skorupa
Independent Director

Key Executives



Mr. Paul Whiley
Subsea MD
(MENA & Europe)



Mr. Mike Ambrose
Subsea MD
(Asia Pacific)



Mr. Peter Reichlmeier
Seascope MD



Mr. Steve Lenz
Drilling Executive
Director

* In addition to Mr. Prasert Bunsumpun & Mr. Chalermchai Mahagitsiri



FY2013 Business Highlights

Corporate Actions

- ☑ Raised ~USD 140 million through rights issue and private placement
- ☑ Focused on growth, operational excellence and delivering shareholder returns
- ☑ Completed final equity raising in AOD and supported its launch with Seadrill
- ☑ Adoption of functional currency reporting in USD

Subsea Services

- ☑ Awarded landmark 5+2 year offshore IRM contract in Saudi Arabia
- ☑ Secured suite of subsea contract awards in Qatar, Indonesia, China, Thailand
- ☑ Achieved geographical expansion plans into Middle East and North Sea
- ☑ Initiated new service capabilities including subsea cable lay

Offshore Drilling

- ☑ MTR-1 completed accommodation barge services contract in Indonesia
- ☑ MTR-2 awarded 2 year drilling contract in Indonesia
- ☑ AOD awarded 3+1 year drilling contract in Saudi Arabia for all 3 new build rigs
- ☑ All 3 AOD rigs successfully delivered from Keppel FELS and started contracts

Achieved record contract backlog of ~USD 650 million*



Delivered FY2013 net profit of USD 15.4 million (3.5x increase from FY2012)



Recom. final dividend of USD 0.0086 per share (due to good performance)



Ready for growth with completed rights issue and D/E ratio of 0.26

* As at 1 October 2013 and not including AOD pro-rata contribution of an additional ~USD 170 million

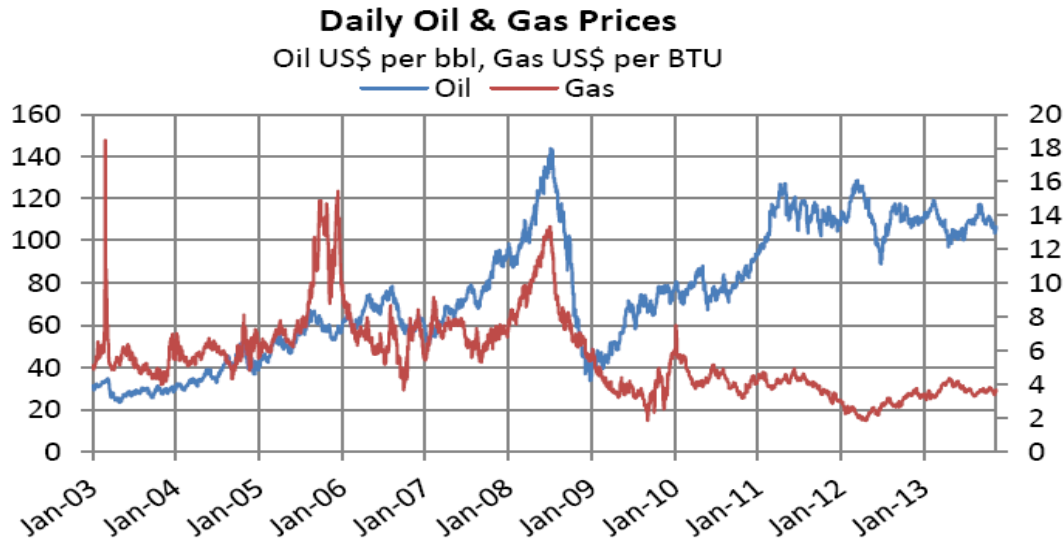


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2. Market Outlook

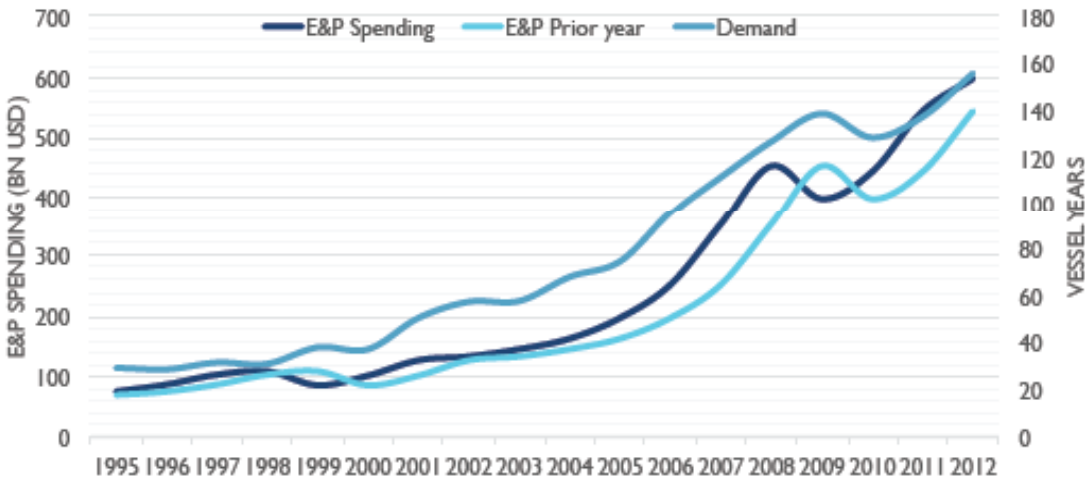


Market Outlook



Stable oil price leads to renewed confidence in exploration and production (E&P) spending by oil and gas companies.

Prices above minimum rate of returns (hurdle rates) on new investments.



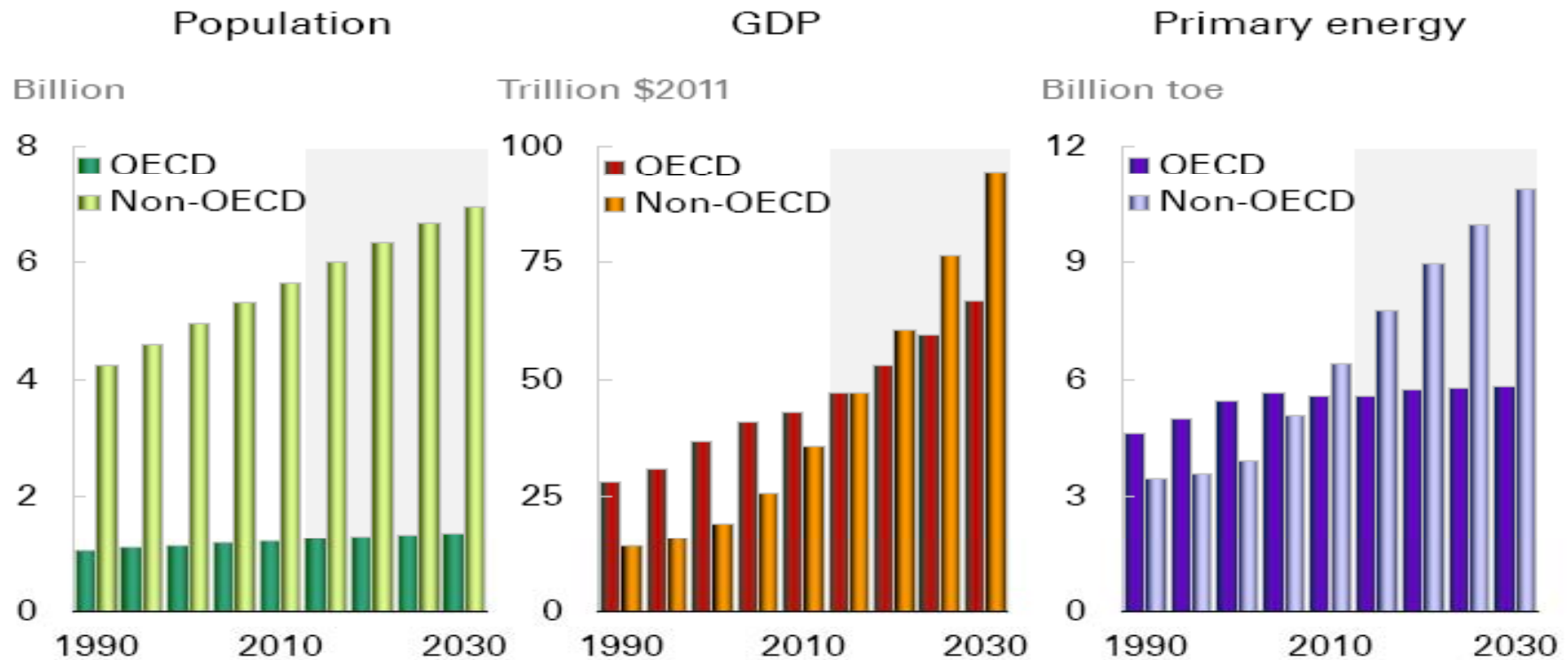
E&P spending continues to increase year-on-year and this drives the demand for offshore drilling and subsea services.

Oil and gas companies expected to spend over USD 600 billion in E&P in 2013 with industry on strong sustained up cycle.

(Source: Pareto, Kennedy Marr, Strategic Offshore Research)



Population and income growth will drive more energy demand



By 2030 world population is projected at 8.3 billion which means an additional 1.3 billion will need energy. Emerging economies account for 90% of population growth.

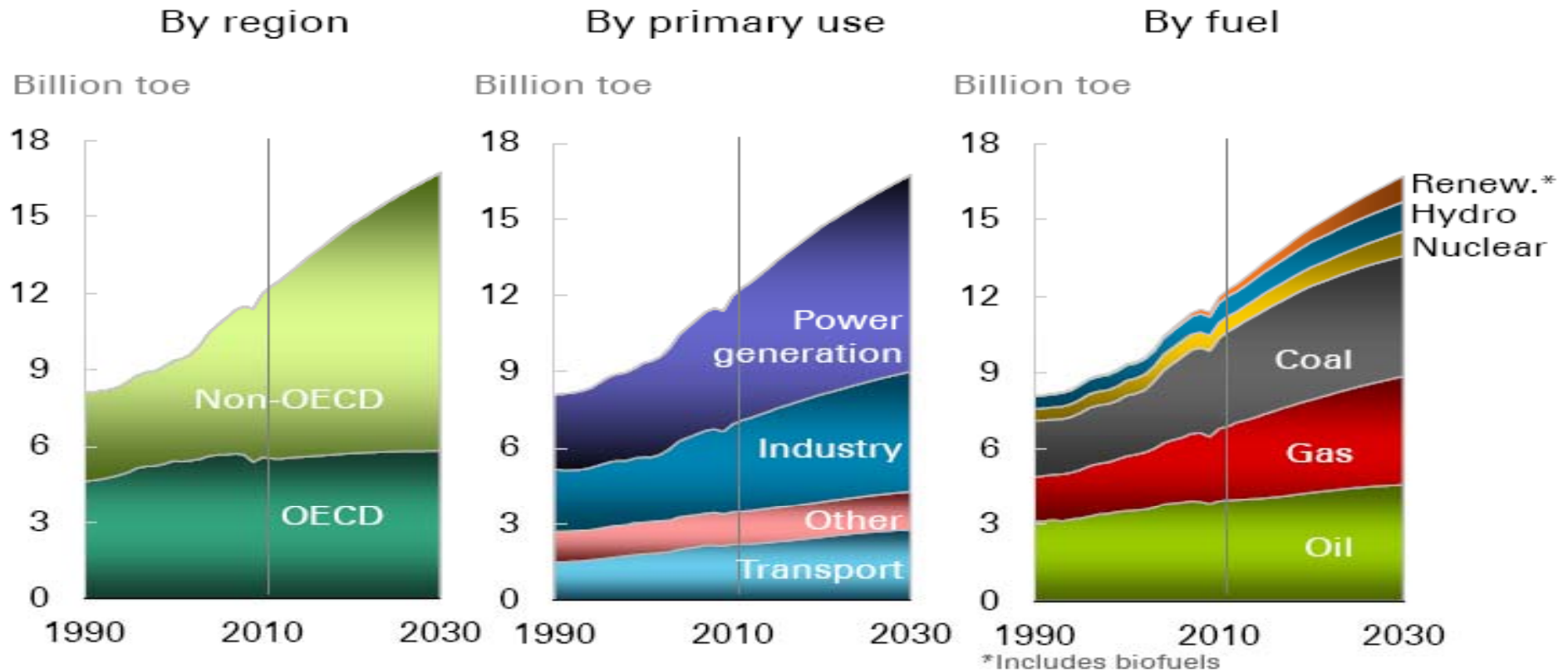
World income in 2030 is expected to roughly double 2011 in real terms with emerging economies contributing to 70% of global GDP growth.

Due to rapid industrialization, urbanization and motorization, emerging economies will also contribute to over 90% of the global energy demand growth.

(Source: BP Energy Outlook 2030)



With Oil and Gas still dominating the energy market



<p>By 2030, energy demand is expected to be 36% higher than 2011 with almost all growth coming from emerging economies.</p>	<p>Energy used in power generation and directly in industry lead growth trends.</p>	<p>Renewable energy use will grow but oil and gas are expected to still dominate the energy market.</p>
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(Source: BP Energy Outlook 2030)



High Quality Customer Base





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3. Subsea Business

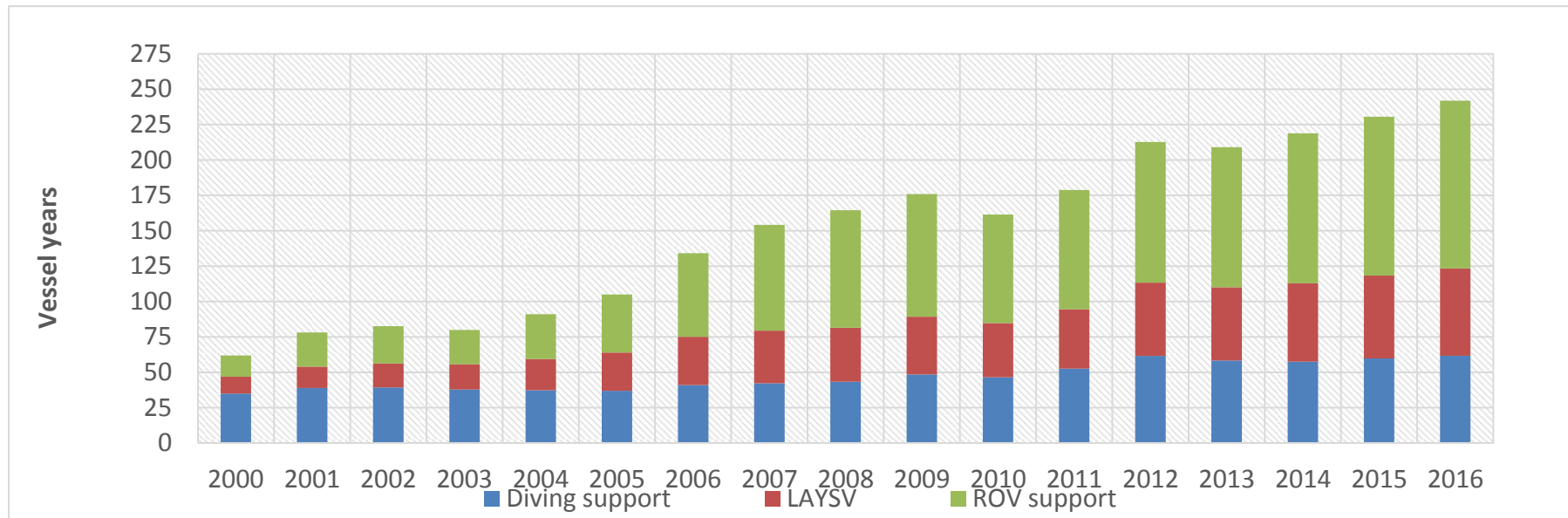
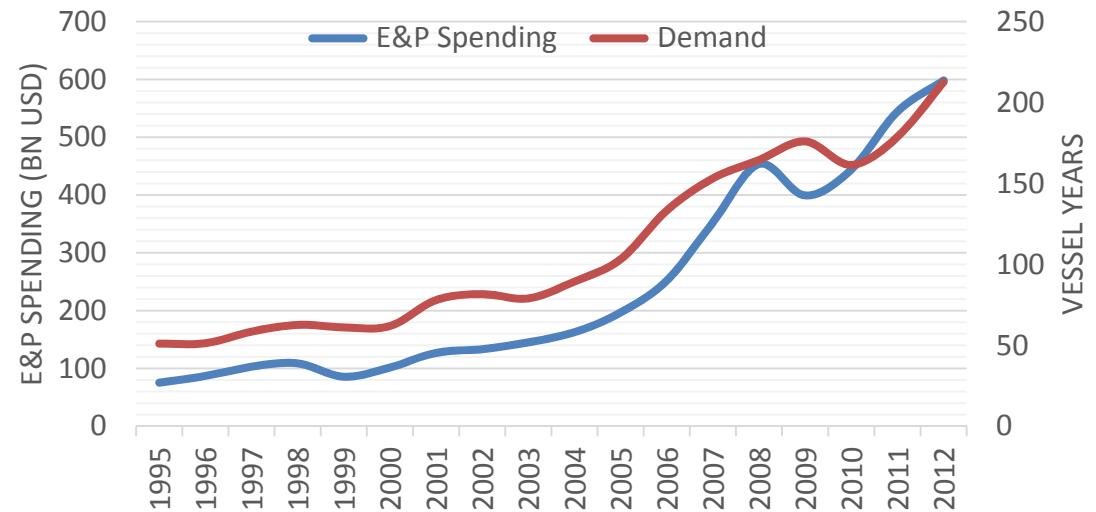


Subsea dynamics reveals stable growth trends ...

Increased E&P spending has driven up demand for subsea services.

Sustained growth in demand for subsea vessels of all types forecasted.

Mermaid's subsea order book is at ~USD 590 million*



* As at 1 October 2013 and excludes contract options

(Source: Strategic Offshore Research)



...with Mermaid strategically positioned

Our Brands



Our Edge

Essential Services	Repeat Business	Geographical Expansion	Excellent Safety & Performance Record
<ul style="list-style-type: none"> • Extensive amount of subsea infrastructure required to extract and transport oil and gas all need subsea services. 	<ul style="list-style-type: none"> • Strong presence in key markets of Thailand, Indonesia, and the Middle East allows Mermaid to win repeat business. 	<ul style="list-style-type: none"> • Expansion plans into more countries such as West Africa, Malaysia and North Sea can fuel further growth. 	<ul style="list-style-type: none"> • Brand synergy together with proven assets, operational & technical capability gives lead on customer preference.

Our Services

Subsea inspection, repair and maintenance	Subsea infrastructure installation support	Subsea remotely operated vehicle support	Subsea emergency callout service & salvage	Subsea cable laying
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Mermaid's subsea fleet continues to grow

Dive Support Vessels (DSV)

Mermaid Endurer



ROV Support Vessels (RSV)

Mermaid Sapphire



- Variety of specialized subsea vessels to fulfill customer work scope requirements.
- Additional vessels chartered-in to support increased contract awards.
- Subsea fleet complimented by specialized equipment, ROVs, divers and project teams for 'turnkey' services.

Mermaid Asiana



Endeavour*



Construction Barges

Mermaid Siam



Offshore Support/Utility

Mermaid Challenger



Mermaid Commander



Resolution*



Mubarak Supporter* Delivery in April 2014



SS Barakuda



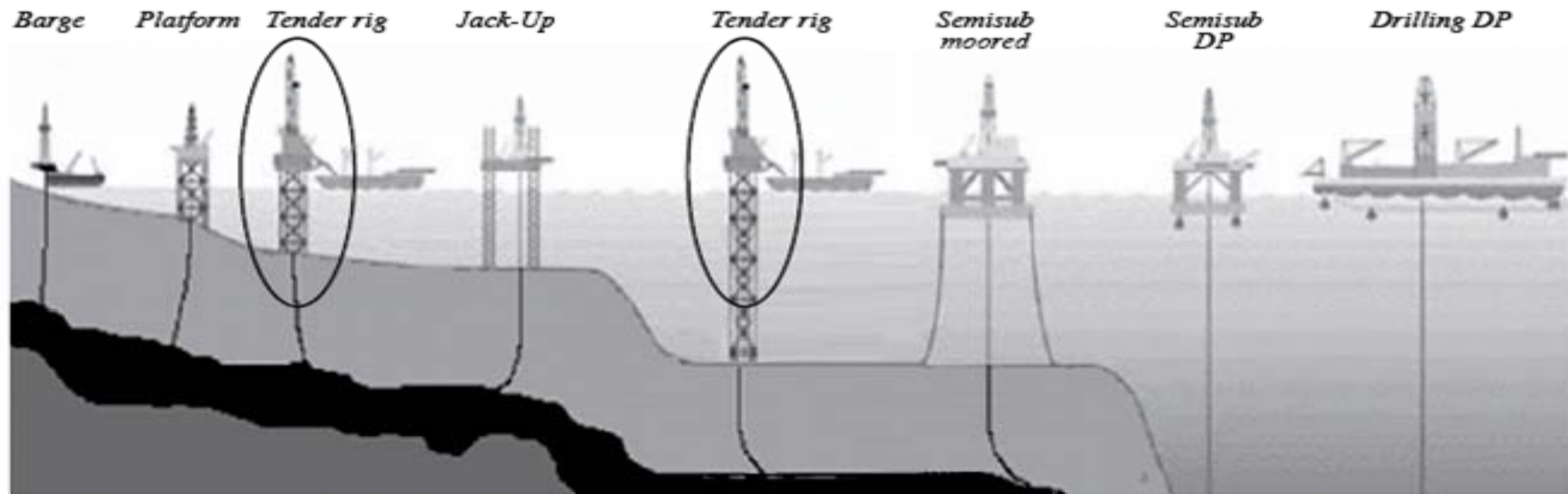


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4. Drilling Business



Tender rigs have their niche



Tender Rig Statistics

- Tender rig fleet is aging with ~50% of the global fleet at 30+ years old (dying fleet).
- 25 tender rigs globally with 17 on contract and 8 recently finishing contract/stacked (mostly older rigs) plus additional 7 new builds under construction.
- Industry utilization traditionally above ~90% with newer rigs all at 100% utilization indicating customer preference of new rigs over older rigs.

Tender Rig Market Outlook

- Established niche market and customer acceptance in South East Asia and West Africa.
- Day rates strengthening since 2010 and now at USD 115,000/day on average. More rigs required to satisfy future potential demand and phasing out of old rigs.
- Tender rigs provide production drilling capabilities and can work in any seabed condition vs. jack-ups hence longer term contracts and stable earnings.

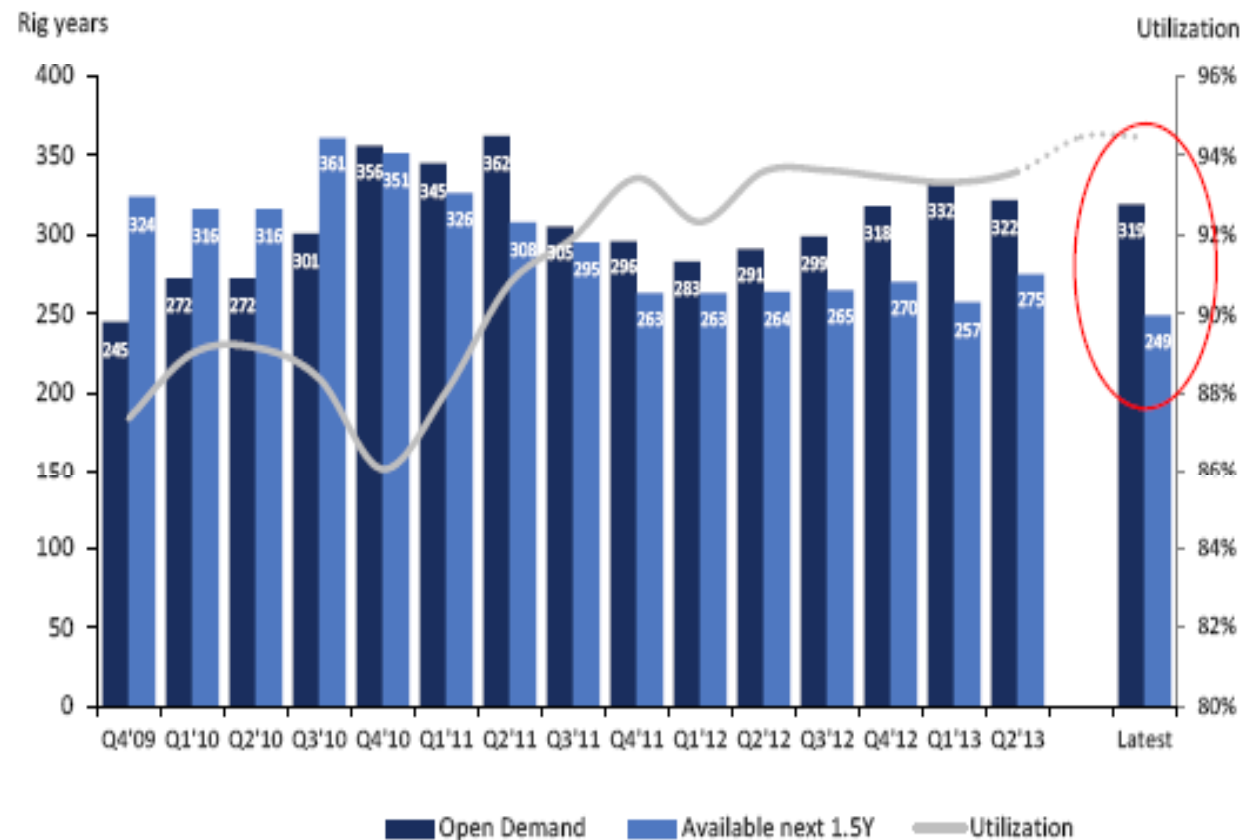


Jack-up market shows positive trends

Jack-Up Market

- Supply/demand remains tight and utilization is above 90%.
- Demand expected to outstrip supply in next 1.5 years.
- Big amount of orders but the “backlog” of demand continues to grow.
- During the next decade more than 50% of the current fleet that are 30+ years old are expected to be phased out.
- Customers prefer newer rigs and this should drive their day rates up.

Demand/supply balance in rig years



(Source: Pareto)



Mermaid & AOD fleet

MTR-1 Accommodation Barge



Available

MTR-2 Tender Drilling Rig



On Contract

**AOD I
Premium Jack-up Rig***



On Contract

**AOD II
Premium Jack-up Rig***



On Contract

**AOD III
Premium Jack-up Rig***



On Contract



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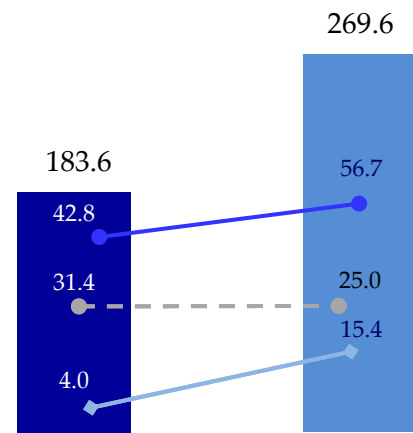
5. Financial Review & Order Book



FY2013 Financial Highlights

Year on Year Comparison

- Revenue (in USD millions)
- Operating Cash Flow (in USD millions)
- EBITDA (in USD millions)
- Net Profit (in USD millions)

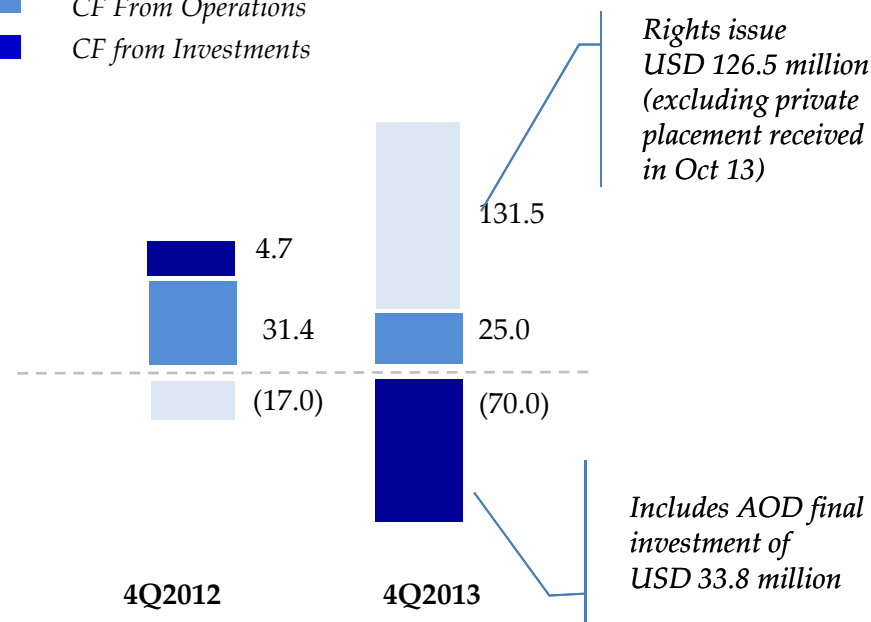


Revenue Growth, Net Profit & Operating Cash Flow

Cash & Cash Equivalents	62.3	148.8	Cash and cash equivalents increased 139% by USD 86.8 million
Restricted Deposits at Financial Institutions	4.0	4.0	

All units in USD millions

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



Cash Flow



FY2013 Sector Breakdown

All units in USD millions

	Service	Income	Operating Profit/Loss	Operating Margin	Utilization Rate*
Subsea & Survey Services	 148.5 (FY2012), 246.4 (FY2013)	 10.3 (FY2012), 24.3 (FY2013)	 5.9% (FY2012), 9.8% (FY2013)	 68.6% (FY2012), 71.4% (FY2013)	
Drilling Services	 35.0 (FY2012), 23.6 (FY2013)	 9.3 (FY2012), (2.4) (FY2013)	 26.4% (FY2012), (10%) (FY2013)	 64.6% (FY2012), 70.1% (FY2013)	

Revenue Breakdown



Operating Profit/Loss Breakdown



FY2013

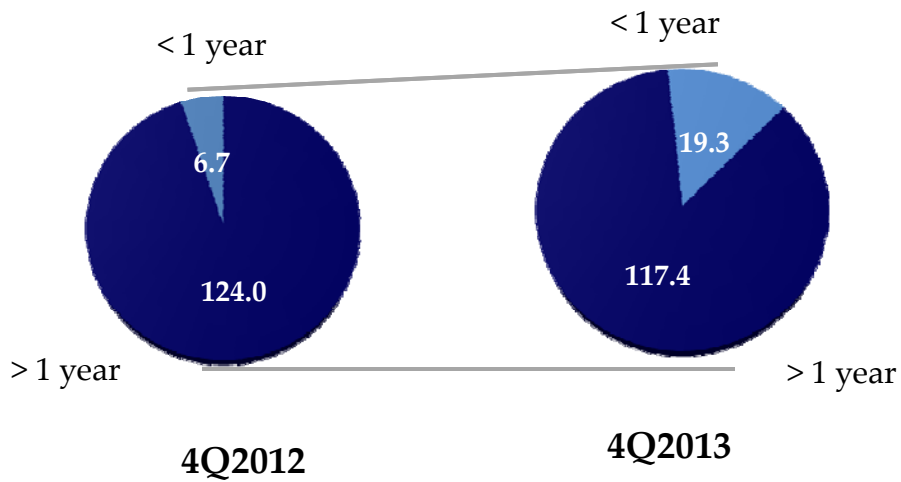
* Net utilization after deducting maintenance days
Not to scale. For illustrative purpose only.



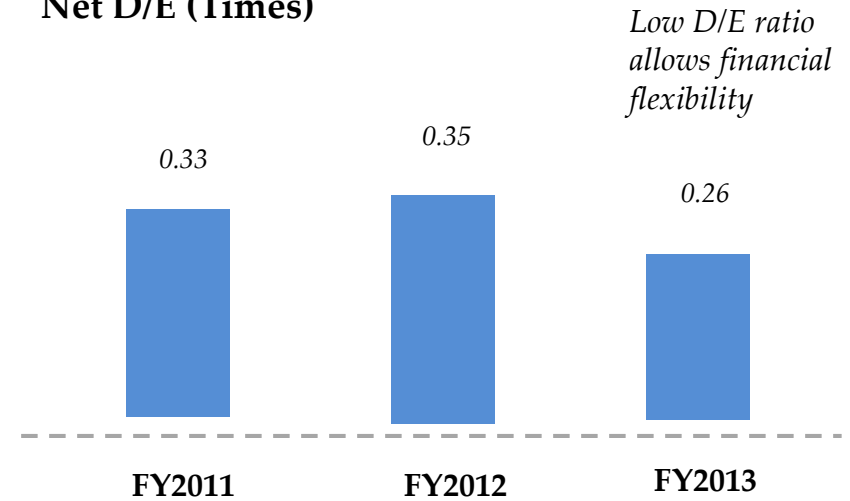
Debt Structure

Units in USD millions

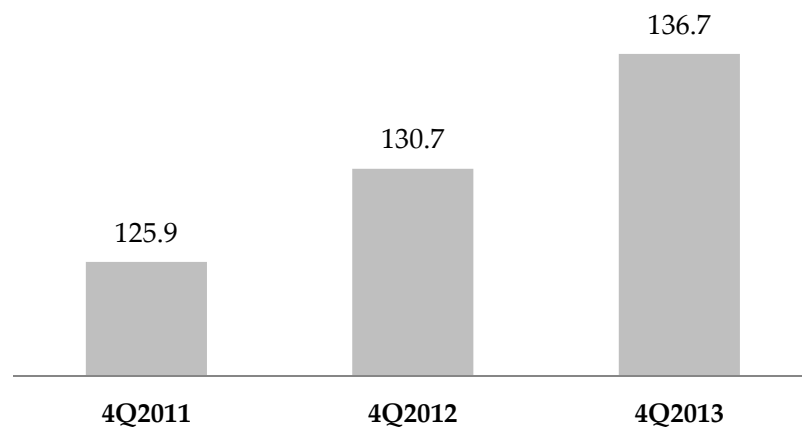
Loan Maturity



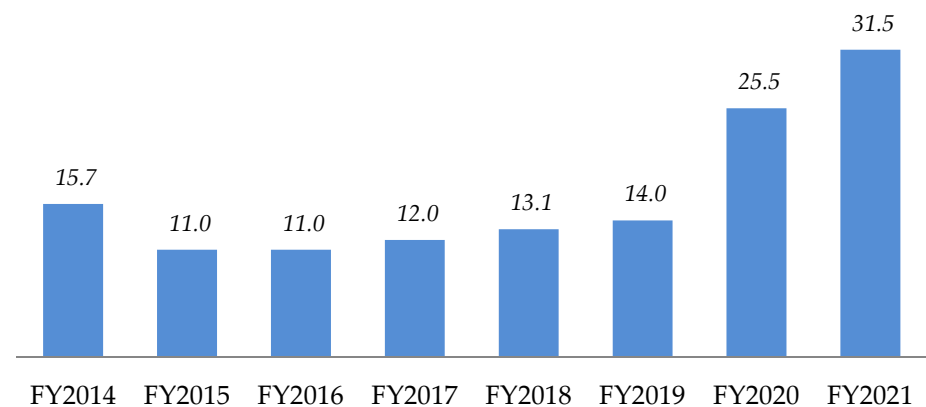
Net D/E (Times)



Loan Outstanding



Repayment Loan





Sector order book*

Over all

~USD 650 Million*

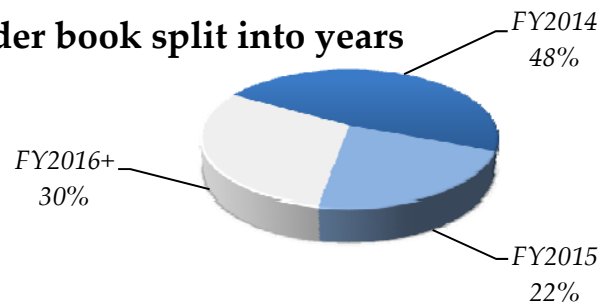
Order book split by business



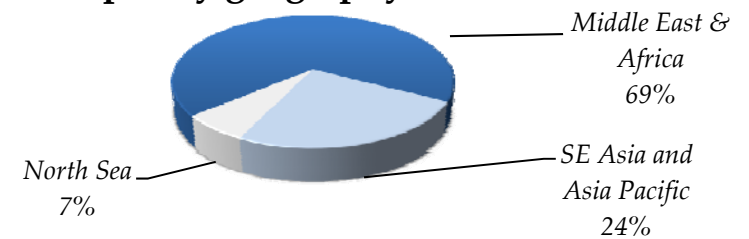
* As at 1 October 2013 and not including AOD pro-rata contribution of an additional ~USD 170 million

Subsea

Order book split into years

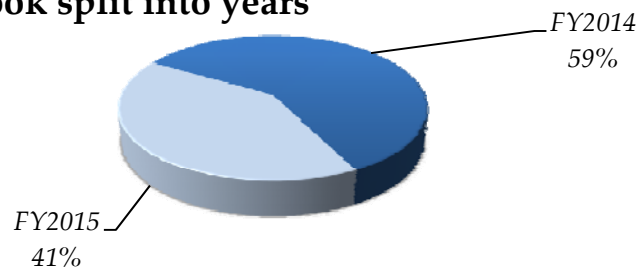


Order book split by geography

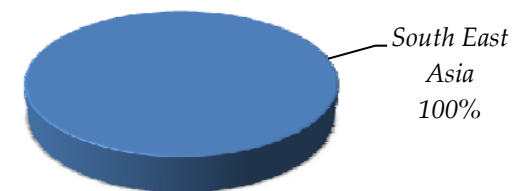


Drilling

Order book split into years



Order book split by geography



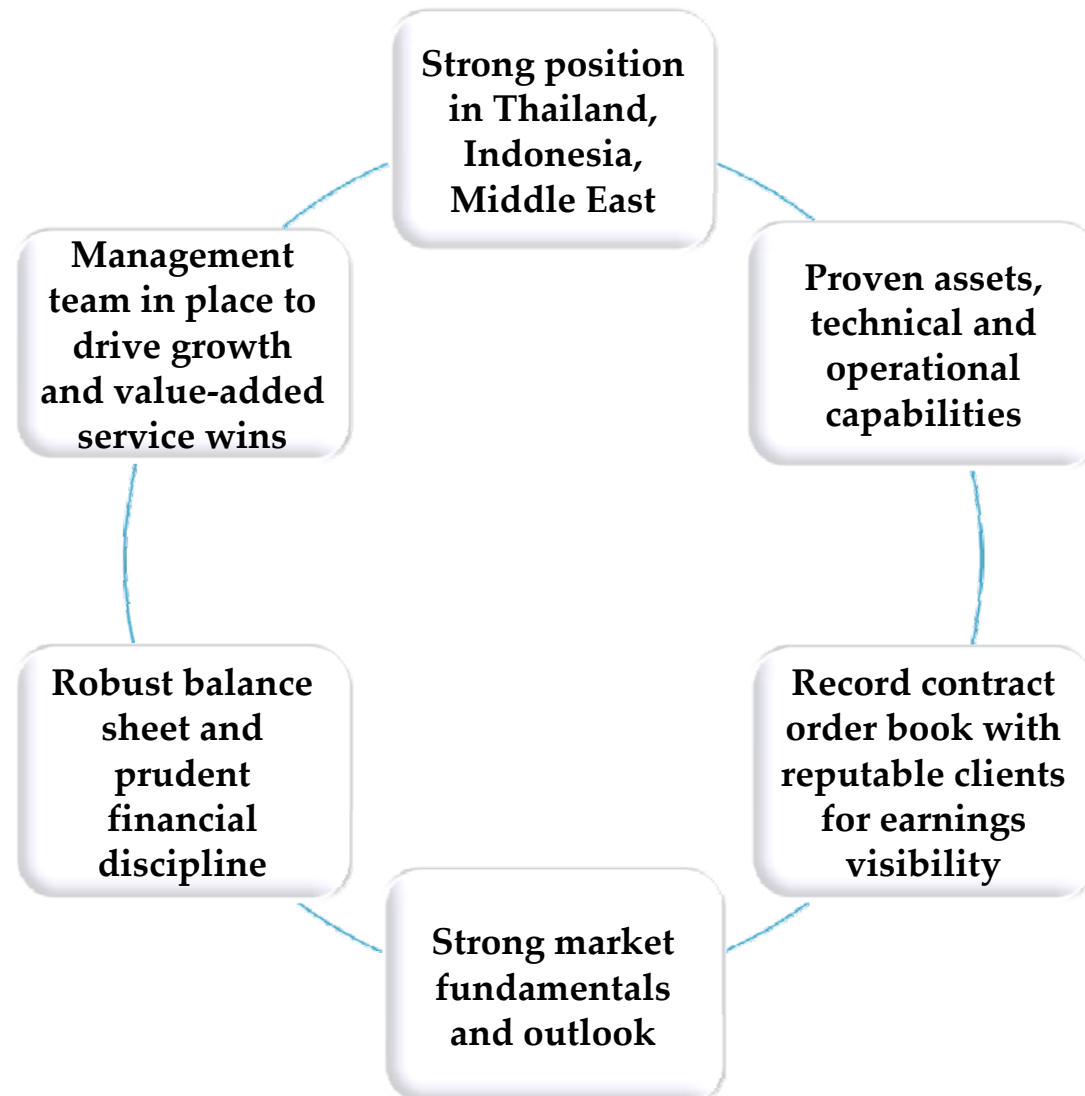


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6. Summary, Questions & Answers



Summary Highlights



Any Questions?