



# Mermaid Maritime Plc.

## Corporate Presentation

*Investor Conference with Credit Suisse*

*Exploration & Production and Offshore & Marine Corporate Day*

*21-22 January 2014, 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 & Upcoming New Assets**



# Agenda

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## 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

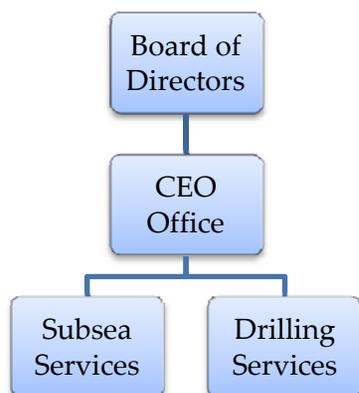


Mr. Joachim Toh  
Independent Director



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 US 0.86 cents 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

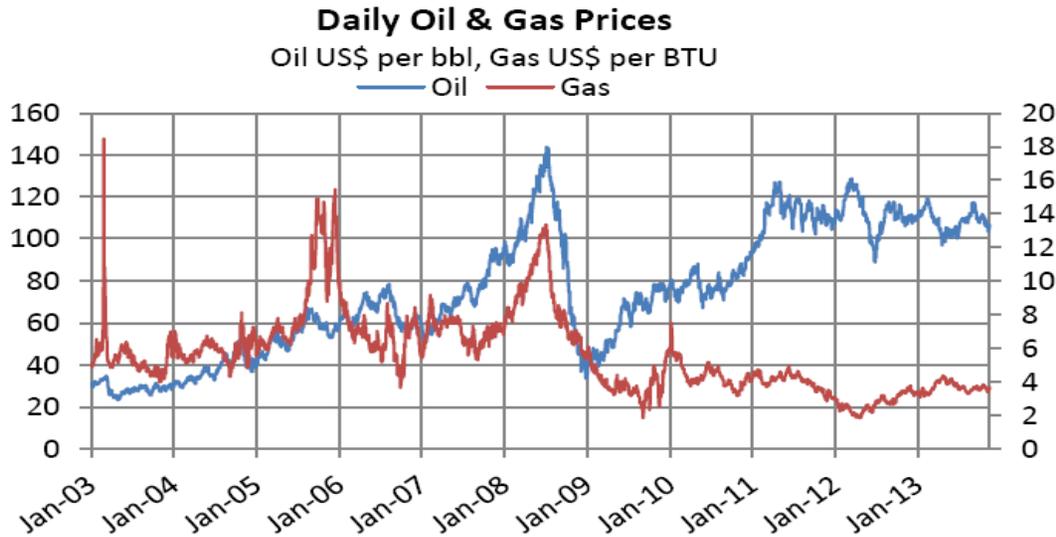


# Agenda

## 2. Market Outlook

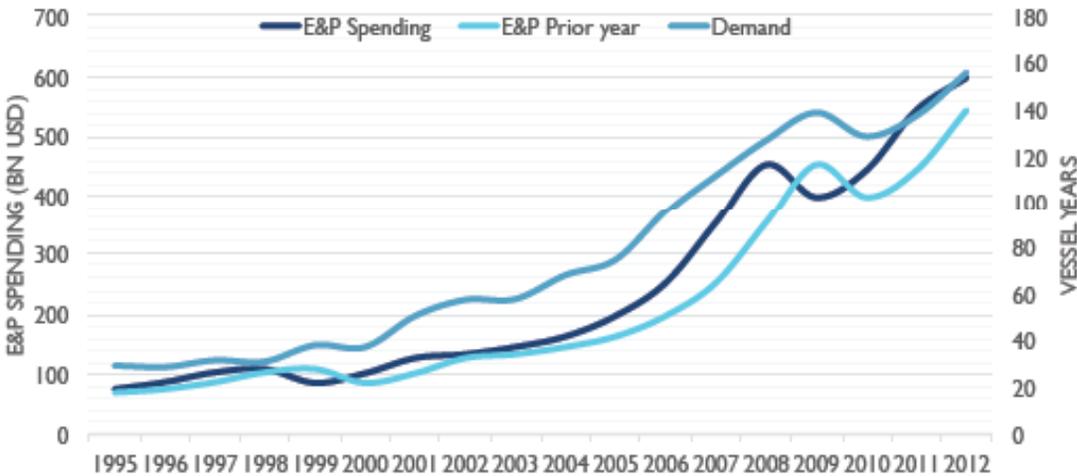


# Market Outlook



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.



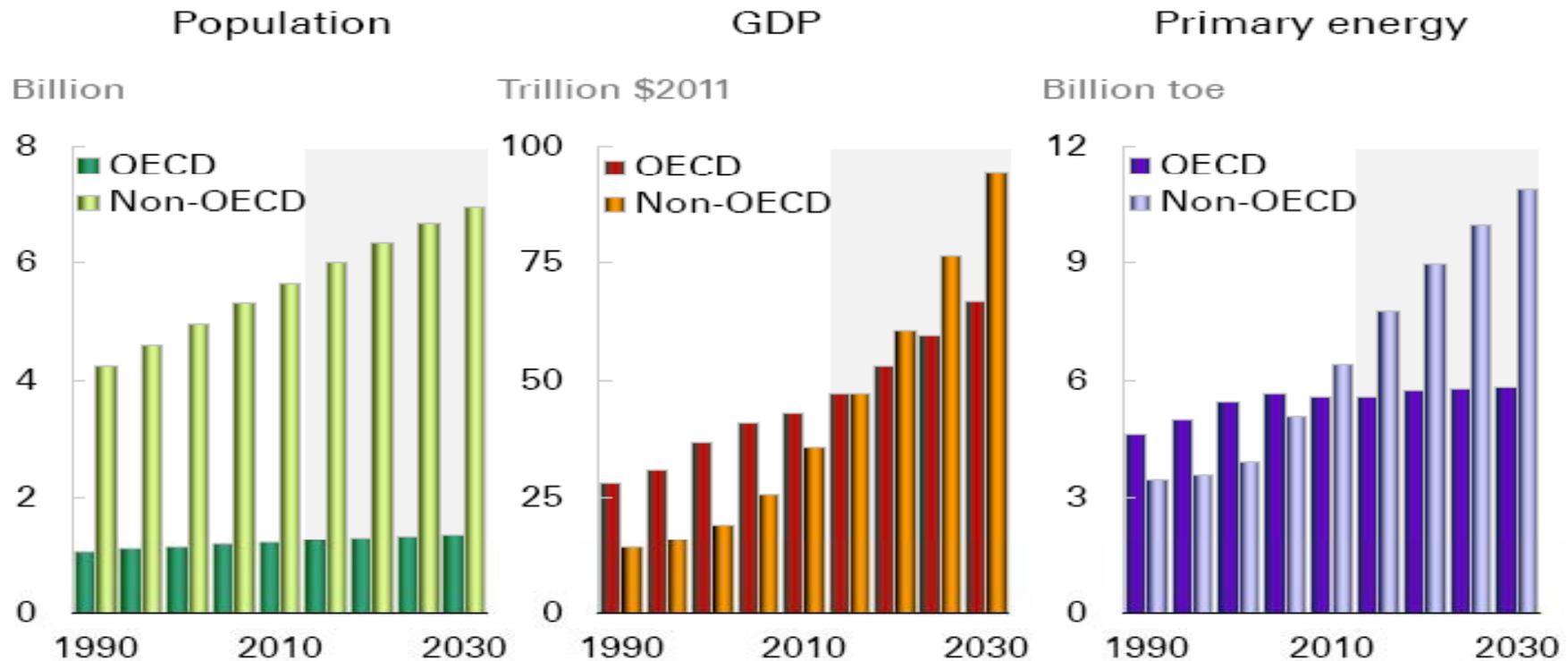
E&P spending continues to increase year-on-year and this drives the demand for offshore drilling and subsea services.

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.

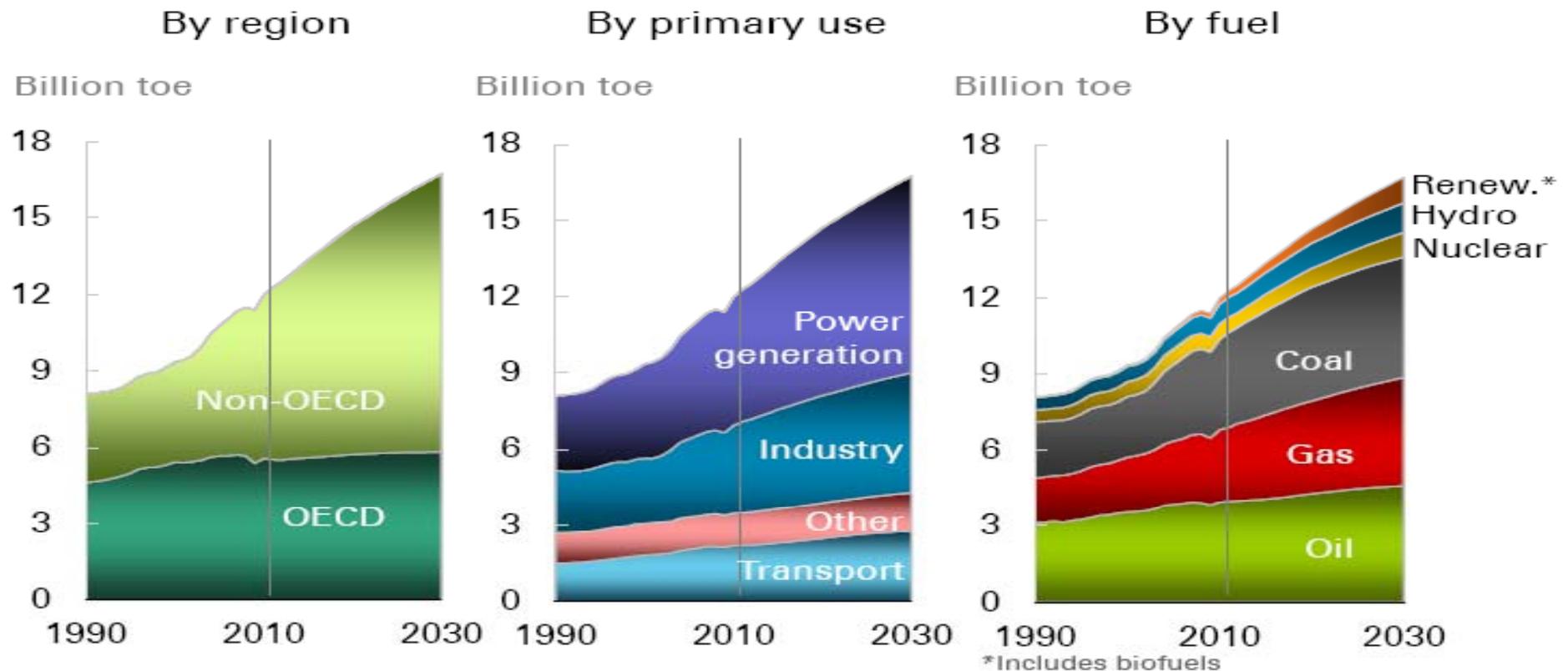
World income in 2030 is expected to roughly double 2011 in real terms with emerging economies contributing to 70% of global GDP growth.

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



By 2030, energy demand is expected to be 36% higher than 2011 with almost all growth coming from emerging economies.

Energy used in power generation and directly in industry lead growth trends.

Renewable energy use will grow but oil and gas are expected to still dominate the energy market.



# High Quality Customer Base





## Customers Choose Mermaid Because ...

- ✓ Excellent health, safety and environment track record
- ✓ First tier service quality / competitive price mix
- ✓ Capability and resources to handle large and small projects as required
- ✓ 'One-stop' service point for specialized subsea support and drilling
- ✓ A large pool of in-house experienced and dedicated personnel
- ✓ Strategic local partnerships in various geographies
- ✓ Local talent development program and local content focus
- ✓ Fully compliant with international standards on vessel and equipment
- ✓ Track record of successful projects with reputable clients
- ✓ Regionally based with long-term customer relationships
- ✓ Dynamic with quick response to emergency call outs and variation orders
- ✓ Dedication to support customers at all times and in all situations
- ✓ **Over 90% continued repeat business**





# Agenda

## 3. Subsea Business

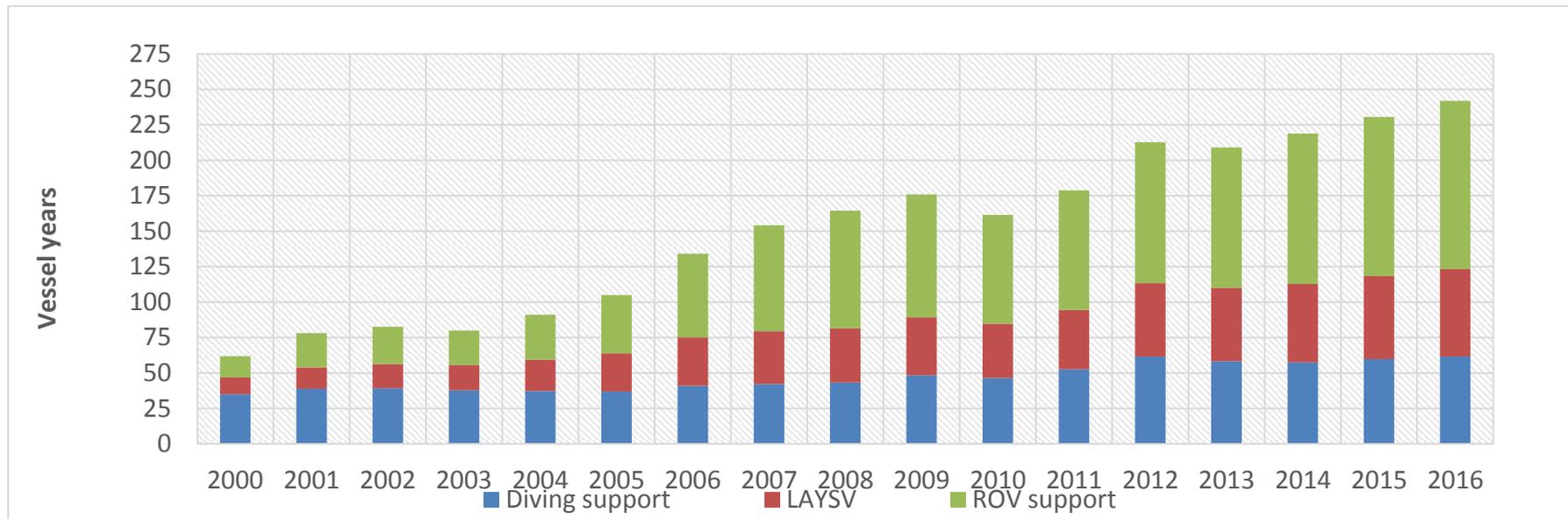
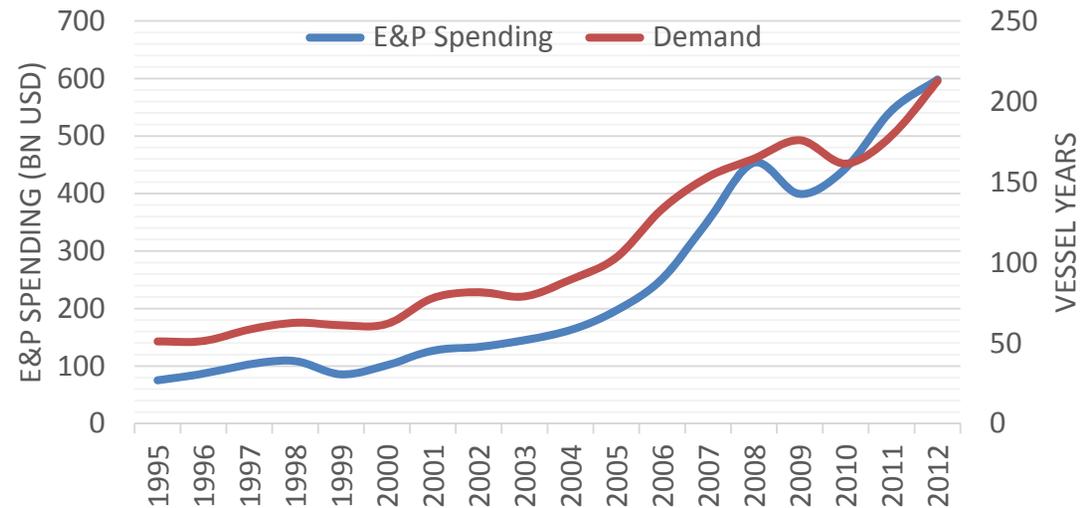


# Subsea dynamics reveals stable growth trends ...

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

- Extensive amount of subsea infrastructure required to extract and transport oil and gas all need subsea services.

### Repeat Business

- Strong presence in key markets of Thailand, Indonesia, and the Middle East allows Mermaid to win repeat business.

### Geographical Expansion

- Expansion plans into more countries such as West Africa, Malaysia and North Sea can fuel further growth.

### Excellent Safety & Performance Record

- 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





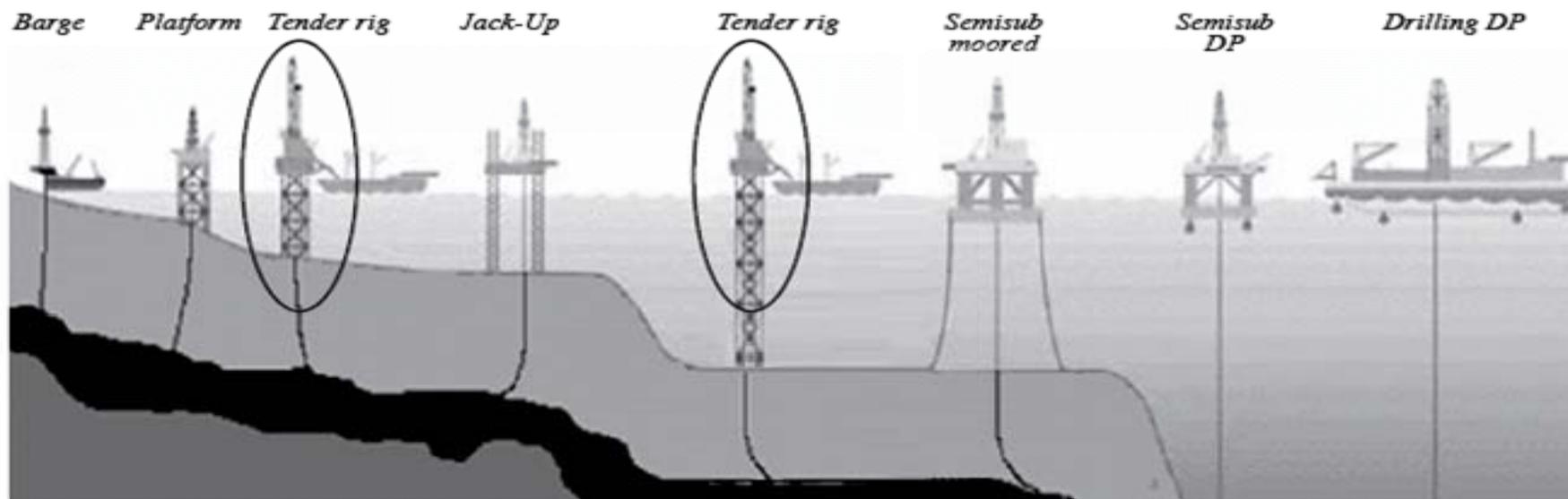
# Agenda

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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.

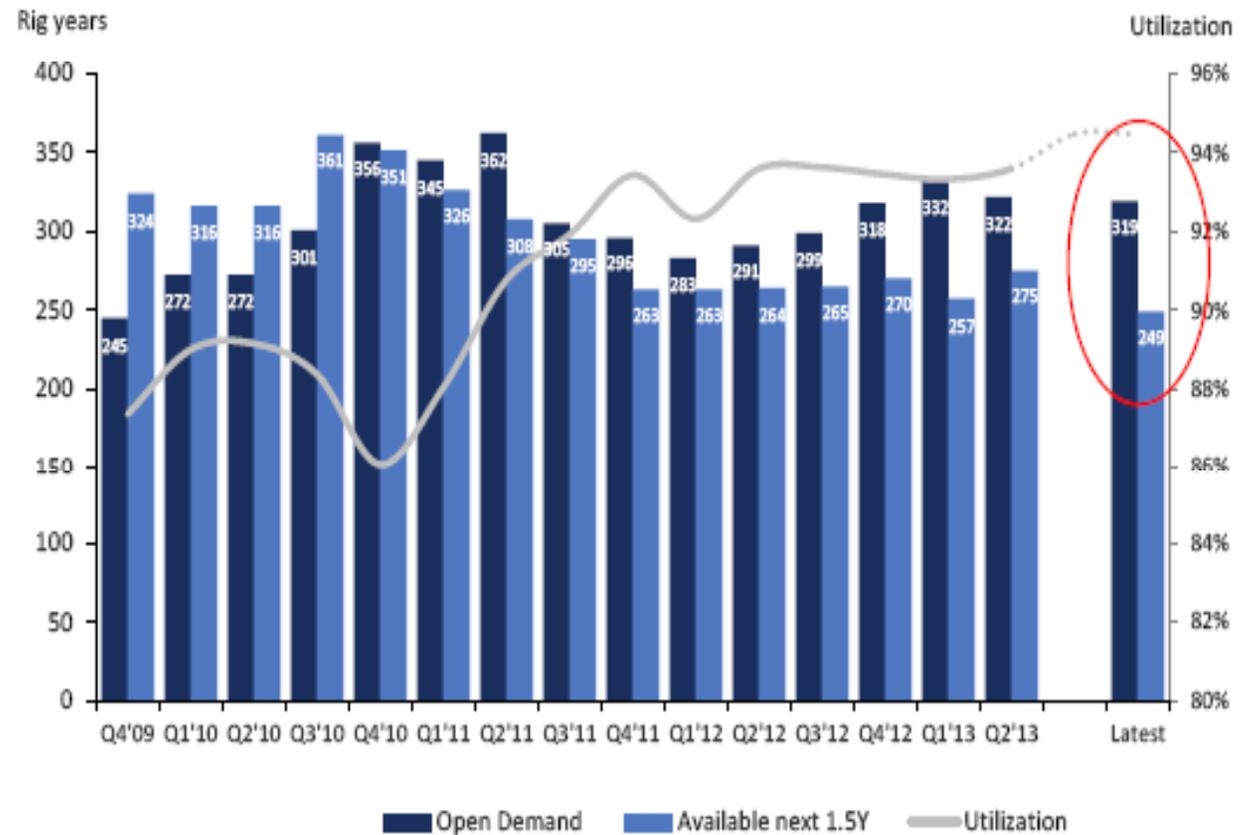


# Jack-up market shows positive trends

## 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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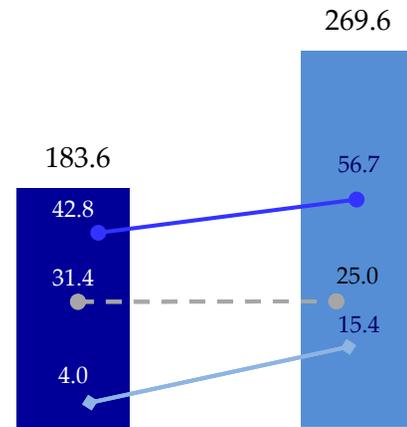
## 5. Financial Review & Order Book



# 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)

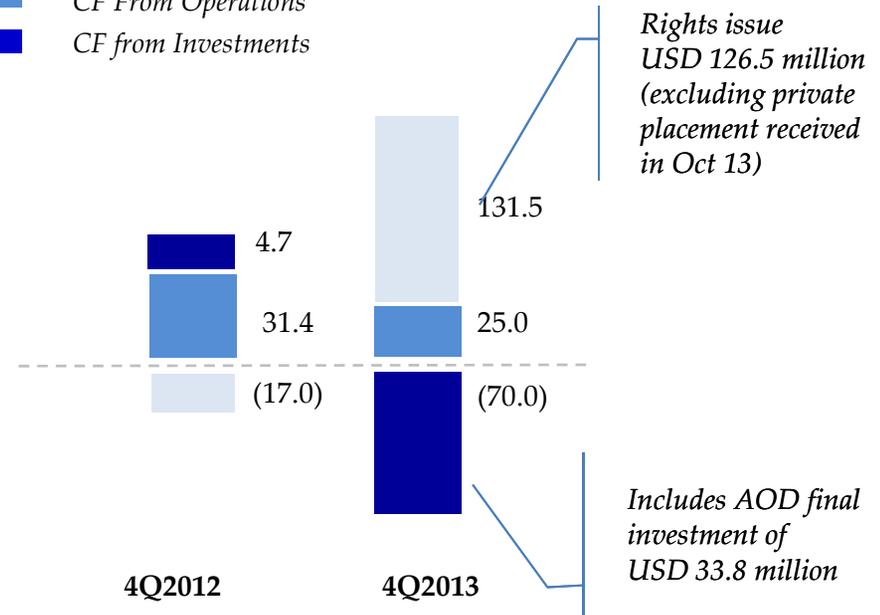


**Revenue Growth, Net Profit & Operating Cash Flow**

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*
<b>Subsea &amp; Survey Services</b>					
<b>Drilling Services</b>					

Revenue Breakdown



Operating Profit/Loss Breakdown



**FY2013**

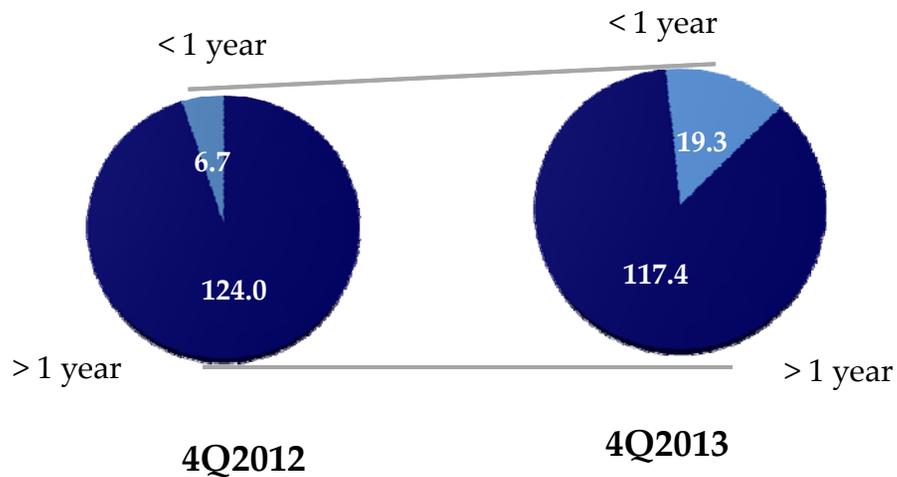
\* Net utilization after deducting maintenance days  
Not to scale. For illustrative purpose only.



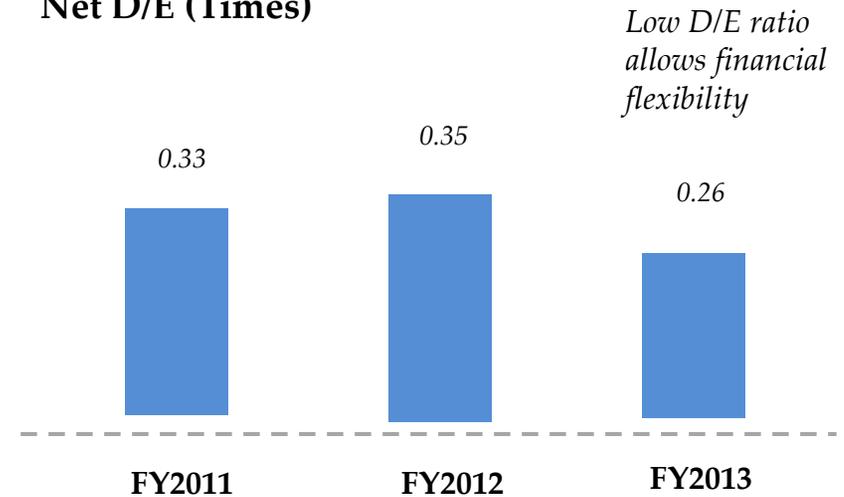
# Debt Structure

Units in USD millions

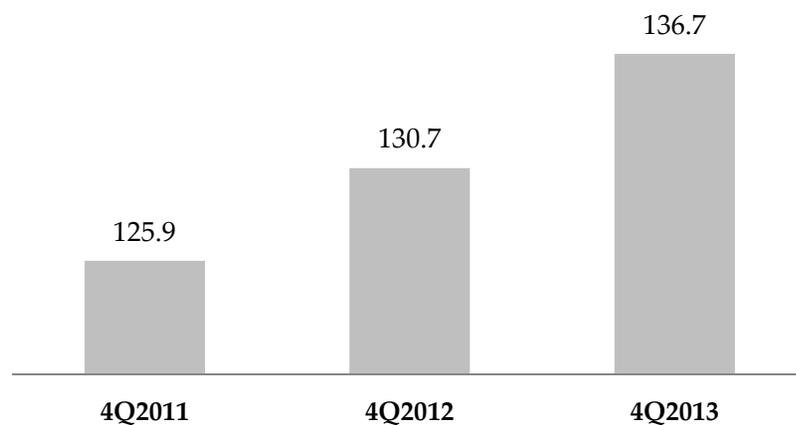
## Loan Maturity



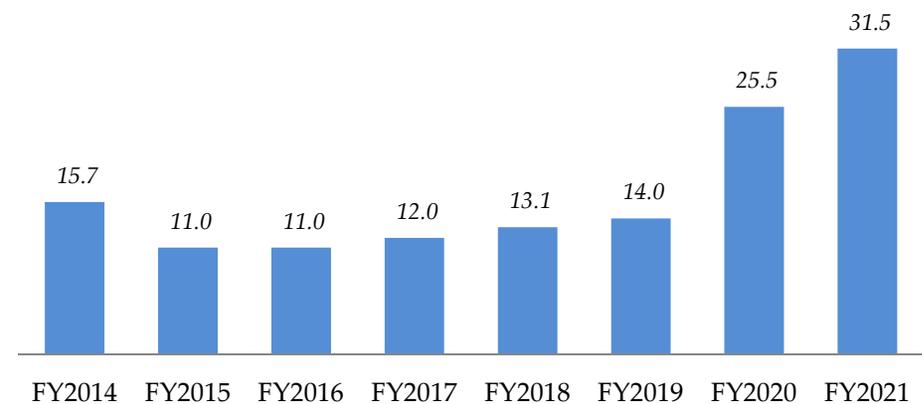
## Net D/E (Times)



## Loan Outstanding



## Repayment Loan





# Sector order book\*

## Over all

~USD 650 Million\*

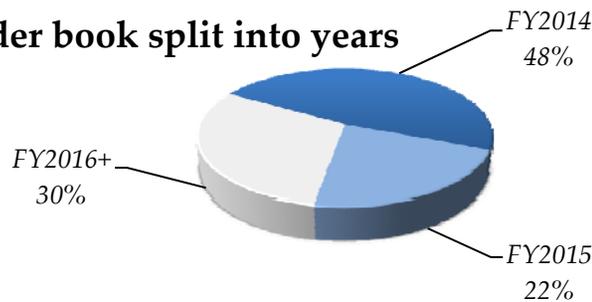
Order book split by business



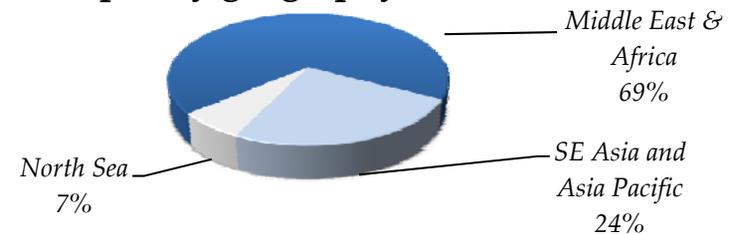
\* As at 1 October 2013 and not including AOD pro-rata contribution of an additional ~USD 170 million

## Subsea

Order book split into years

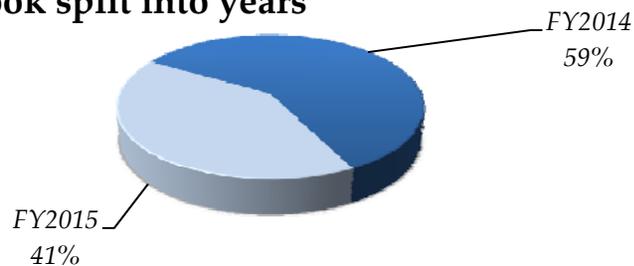


Order book split by geography

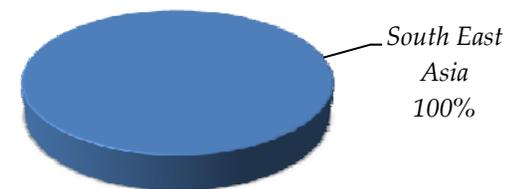


## Drilling

Order book split into years



Order book split by geography





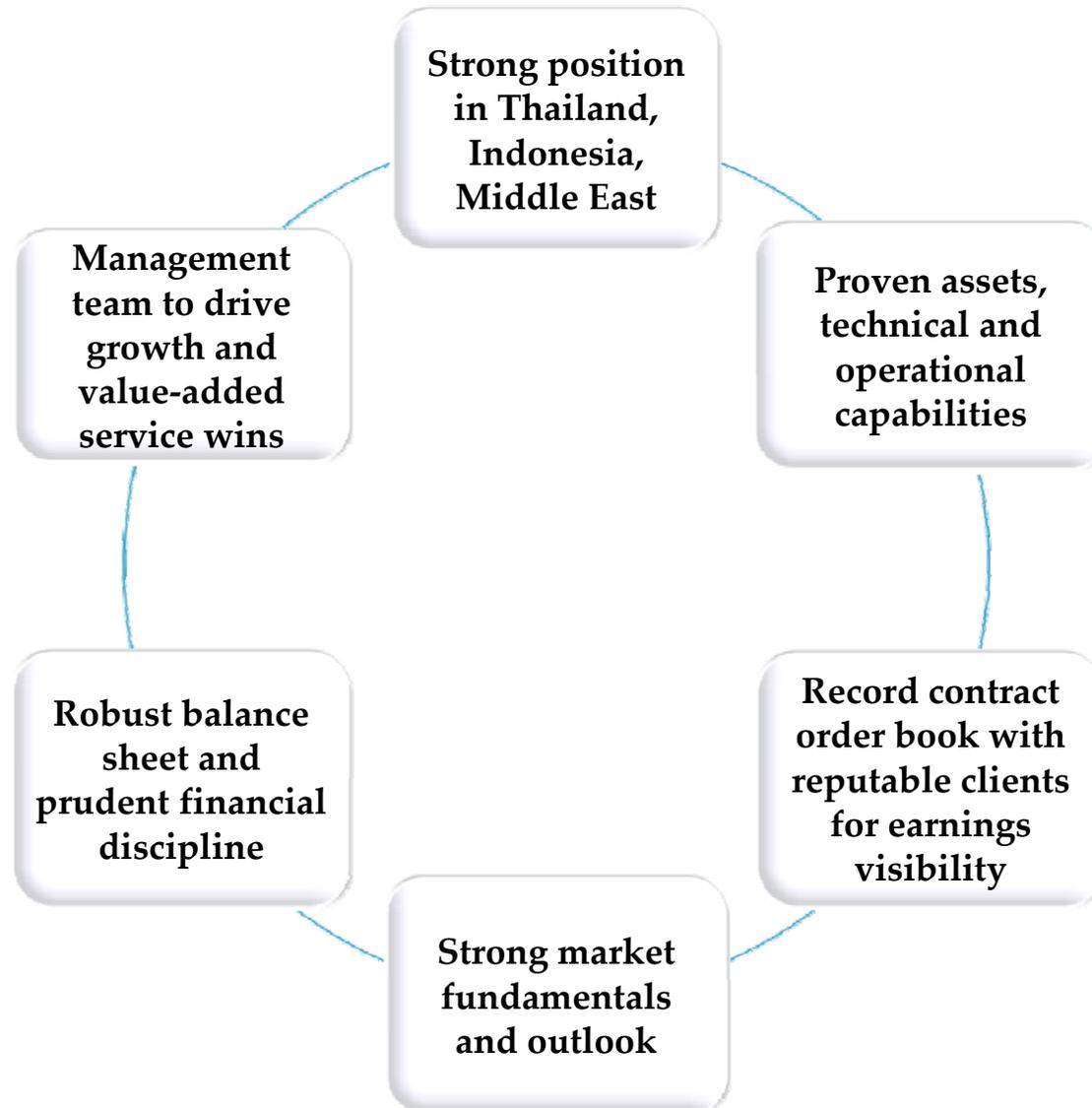
# Agenda

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## 6. Summary & Upcoming New Assets



# Summary





## Latest update : Upcoming New Assets

**9 January 2014:** Secured 3x new build orders with China Merchants worth USD 436 million with delivery to Mermaid scheduled for 2016. New builds to be fully funded with existing cash reserves, operating cash flows and debt with no requirement for additional equity.



### Performance Class Tender Drilling Rigs

- ☑ Larger deck & storage space
- ☑ More accommodation onboard & 21<sup>st</sup> century design
- ☑ Drilling package faster rig up time
- ☑ Heave compensated heavy lift crane
- ☑ Auto trim high volume seawater ballast system



### Multipurpose Subsea Dive Support & Construction Vessel

- ☑ Diving operations with 18-man twin bell systems
- ☑ ROV and seabed construction work capabilities
- ☑ Excellent speed and sea keeping properties
- ☑ Reduced fuel consumption and high safety level
- ☑ MT6024 proven design for deployment worldwide