



Mermaid Maritime Plc.

Corporate Presentation

Investors Non-Deal Roadshow

Maybank Kim Eng Securities Pte. Ltd.

20-21 February 2014, London

➡ *Ready for Growth* ➡



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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

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.



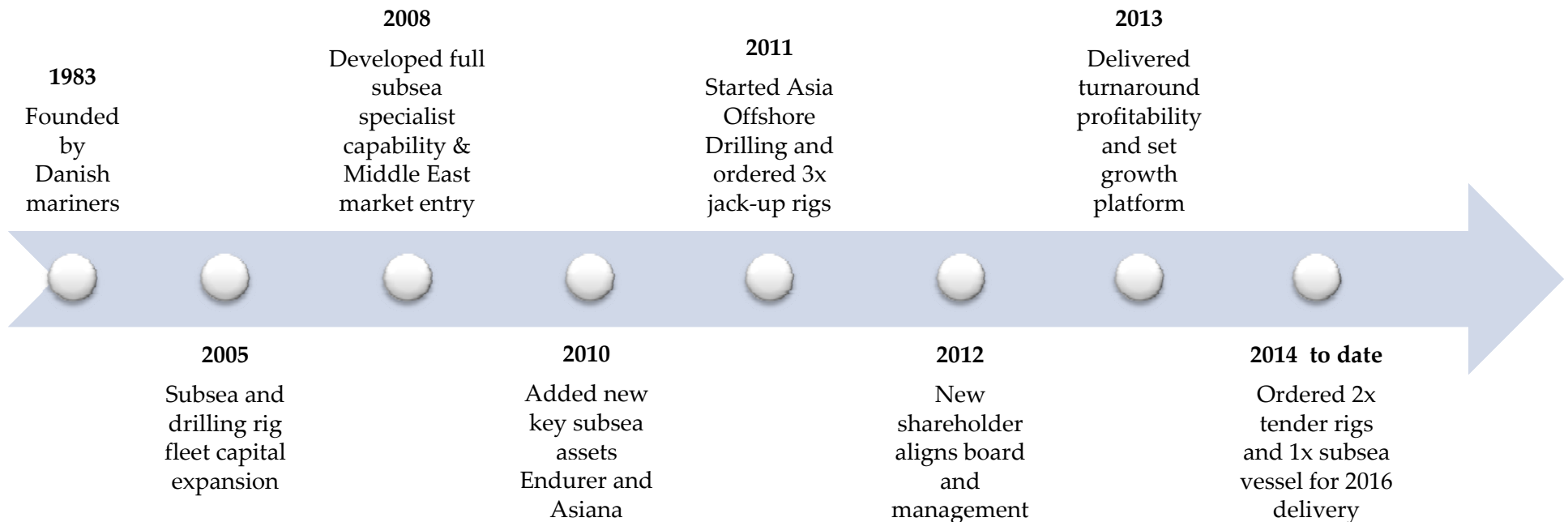
Mr. Chalermchai Mahagitsiri
Executive Vice Chairman & Chief Executive Officer

CEO of family holdings PM Groups Co. Ltd.

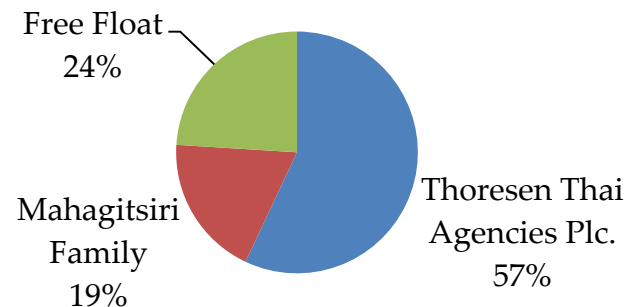
Proven track record of successfully managing and growing a variety of businesses including coffee, steel, copper, shipping, media, entertainment, resorts and golf courses.



Mermaid Growth Story & Shareholding



Shareholders





Mermaid's Industry Positioning

 Specialist segment with high barriers to entry



 Emphasis on production phase where demand is more long term and stable




 Dual-portfolio 'turnkey' service offering



 Multi-regional presence



 Multi-customer mix





Mermaid – Company Snapshot



30
years since Mermaid
Maritime's
establishment

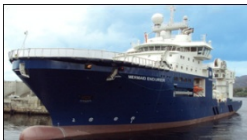


5
regions which
Mermaid
operates



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

SUBSEA BUSINESS



10
subsea vessels



5 + 12
saturation and air
diving systems



18
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

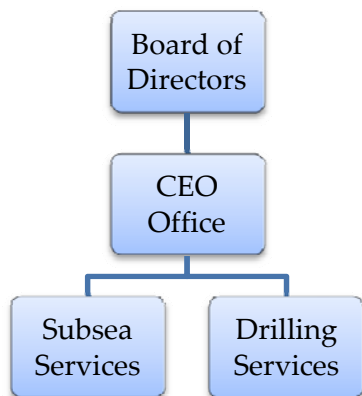


Mr. Joachim Toh
Independent Director



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)



Paid final dividend of US 0.86 cents per share (payment date 21 Feb 2014)



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



High Quality Customer Base





Customers choose Mermaid because ...



☑ Track record of successful projects with reputable clients

☑ Fully compliant with international standards on vessel and equipment

☑ Capability and resources to handle large and small projects as required



☑ Excellent health, safety and environment track record

☑ First tier international service quality / competitive price mix

☑ 'One-stop' service point for specialized subsea support and drilling



☑ Strategic local partnerships in various geographies

☑ 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

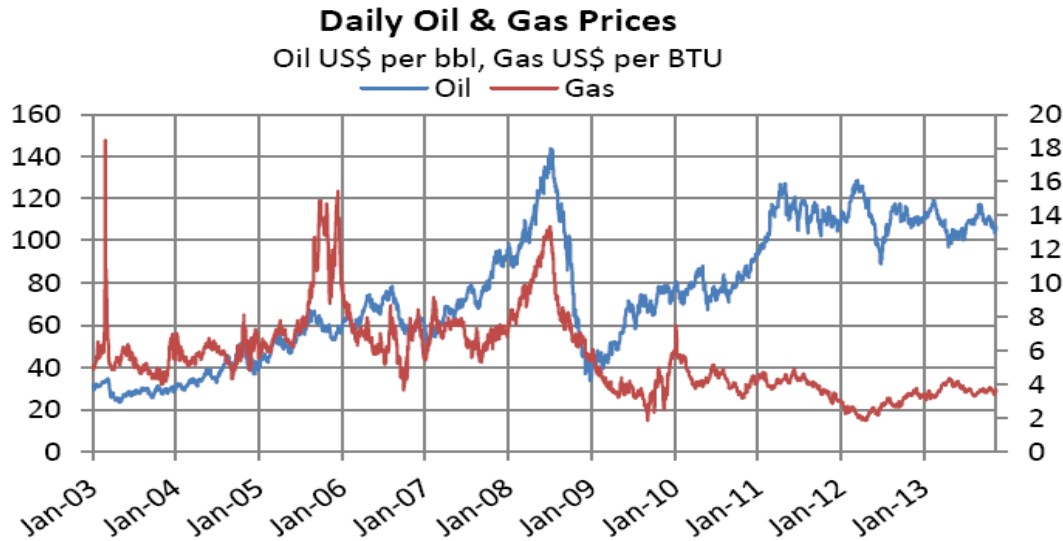


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2. Market Outlook

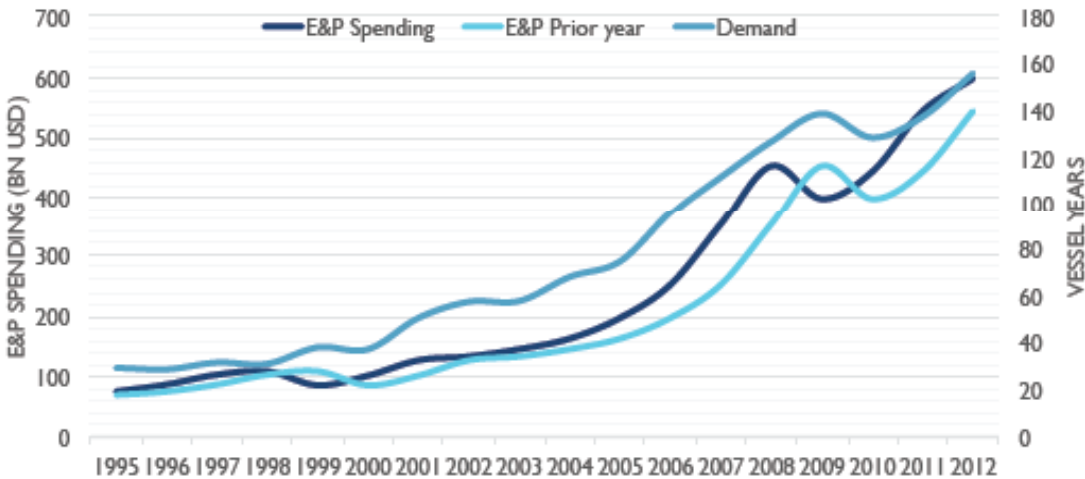


Market Outlook



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.



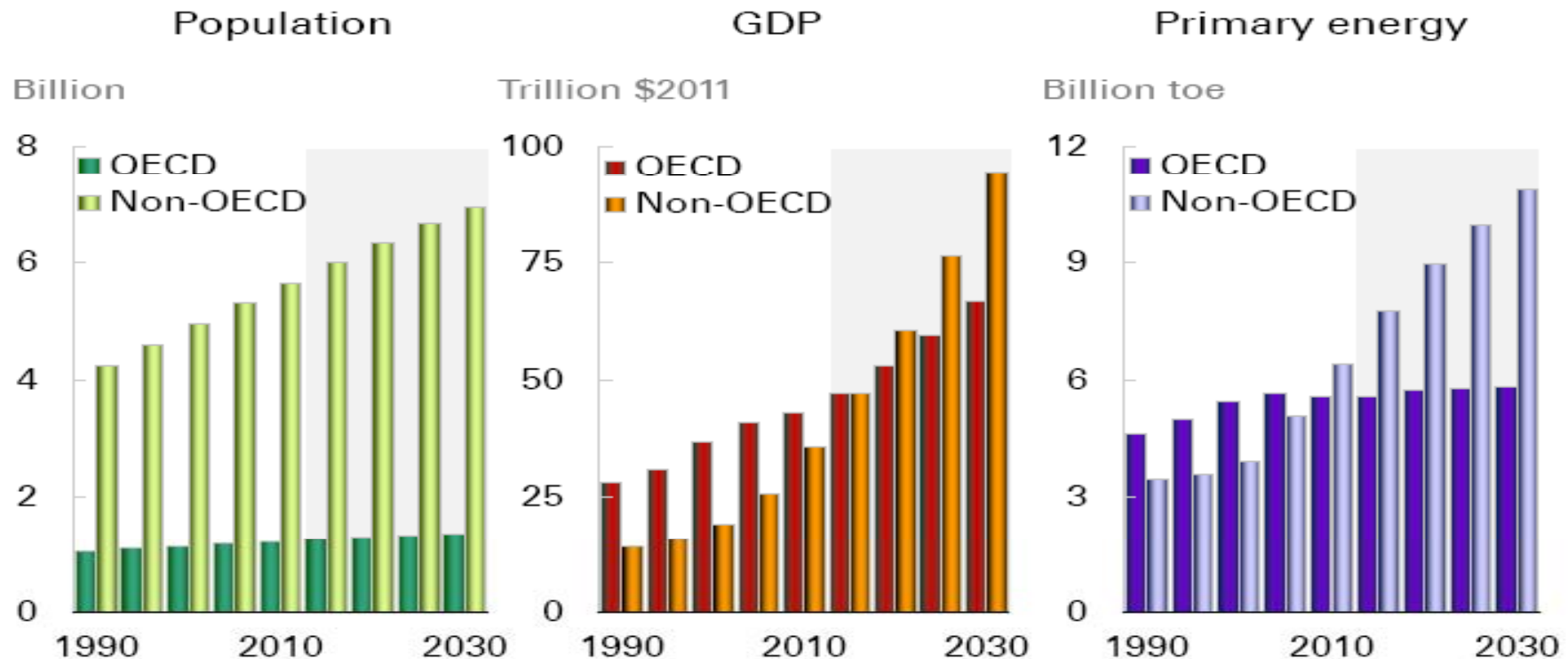
E&P spending continues to increase year-on-year and this drives the demand for offshore drilling and subsea services.

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.

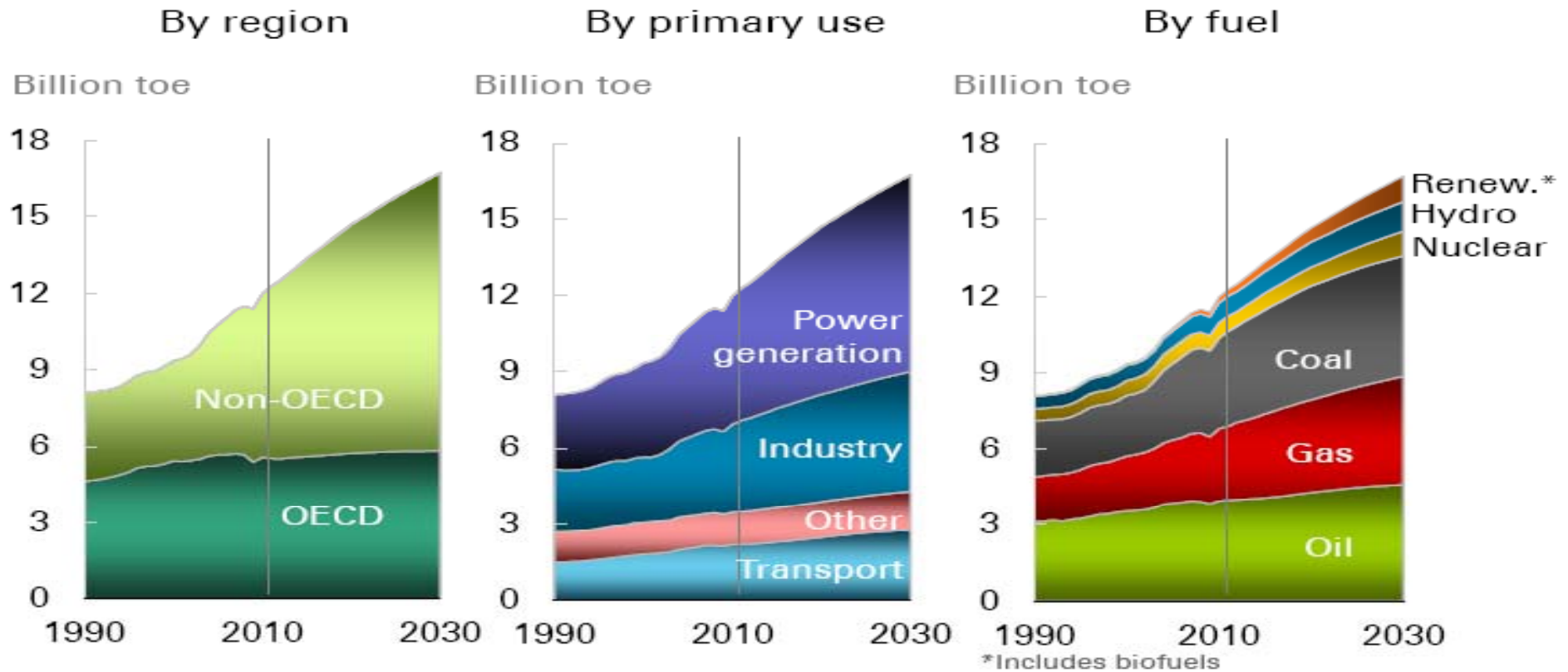
World income in 2030 is expected to roughly double 2011 in real terms with emerging economies contributing to 70% of global GDP growth.

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)



Agenda

3. Subsea Business

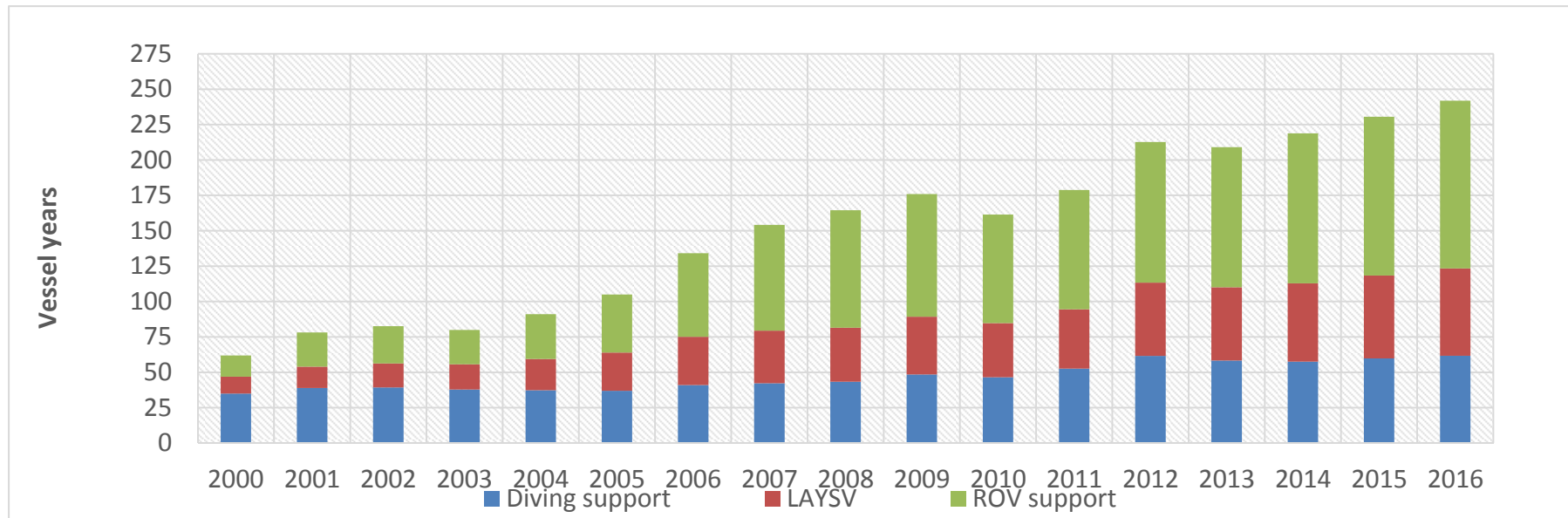
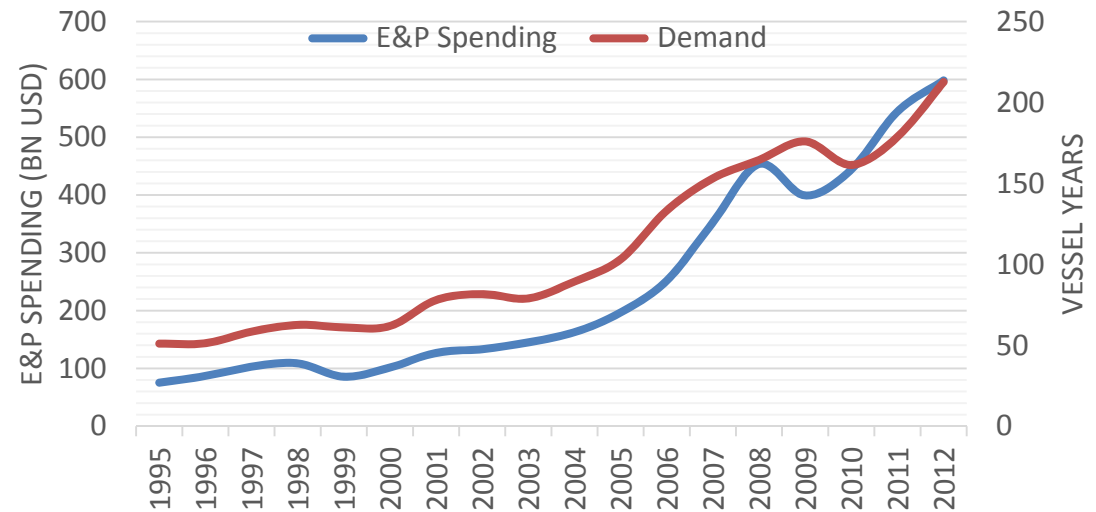


Subsea dynamics reveals stable growth trends ...

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 700 million*



* Orderbook from 1 January 2014 and excludes contract options

(Source: Strategic Offshore Research)



...with Mermaid strategically positioned

Our Brands



Our Edge

<p>Essential Services</p>	<p>Repeat Business</p>	<p>Geographical Expansion</p>	<p>Excellent Safety & Performance Record</p>
<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

<p>Subsea inspection, repair and maintenance</p>	<p>Subsea infrastructure installation support</p>	<p>Subsea remotely operated vehicle support</p>	<p>Subsea emergency callout service & salvage</p>	<p>Subsea cable laying</p>
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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.
- One of the industry's youngest fleet with most vessels not older than five years.
- 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



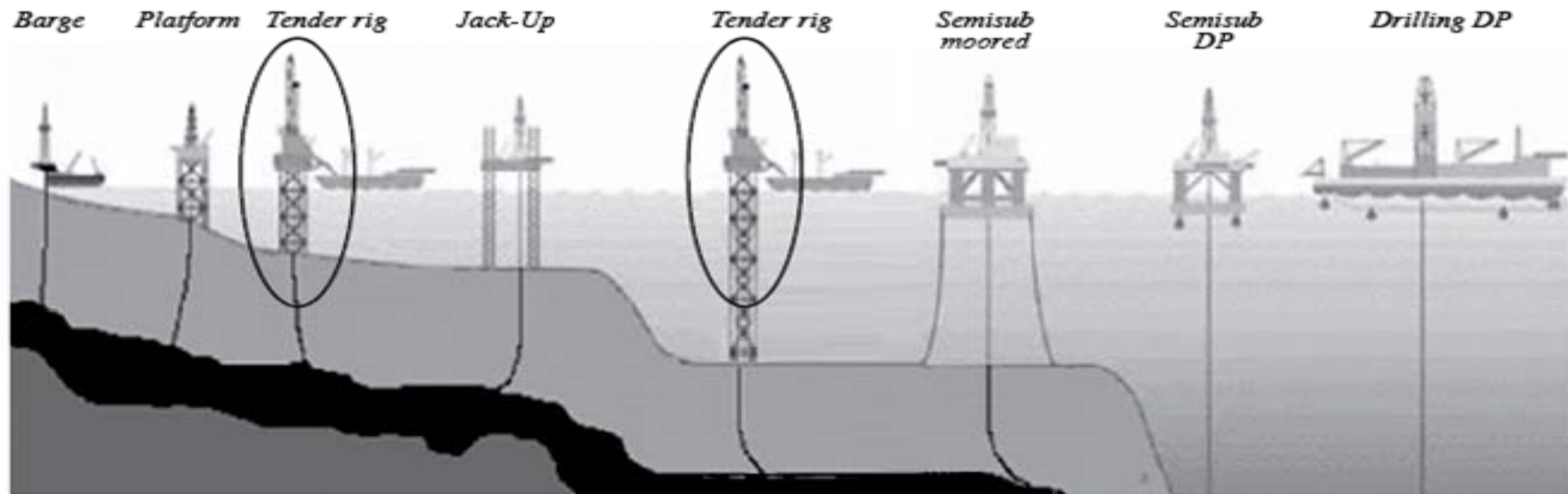


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4. Drilling Business



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.

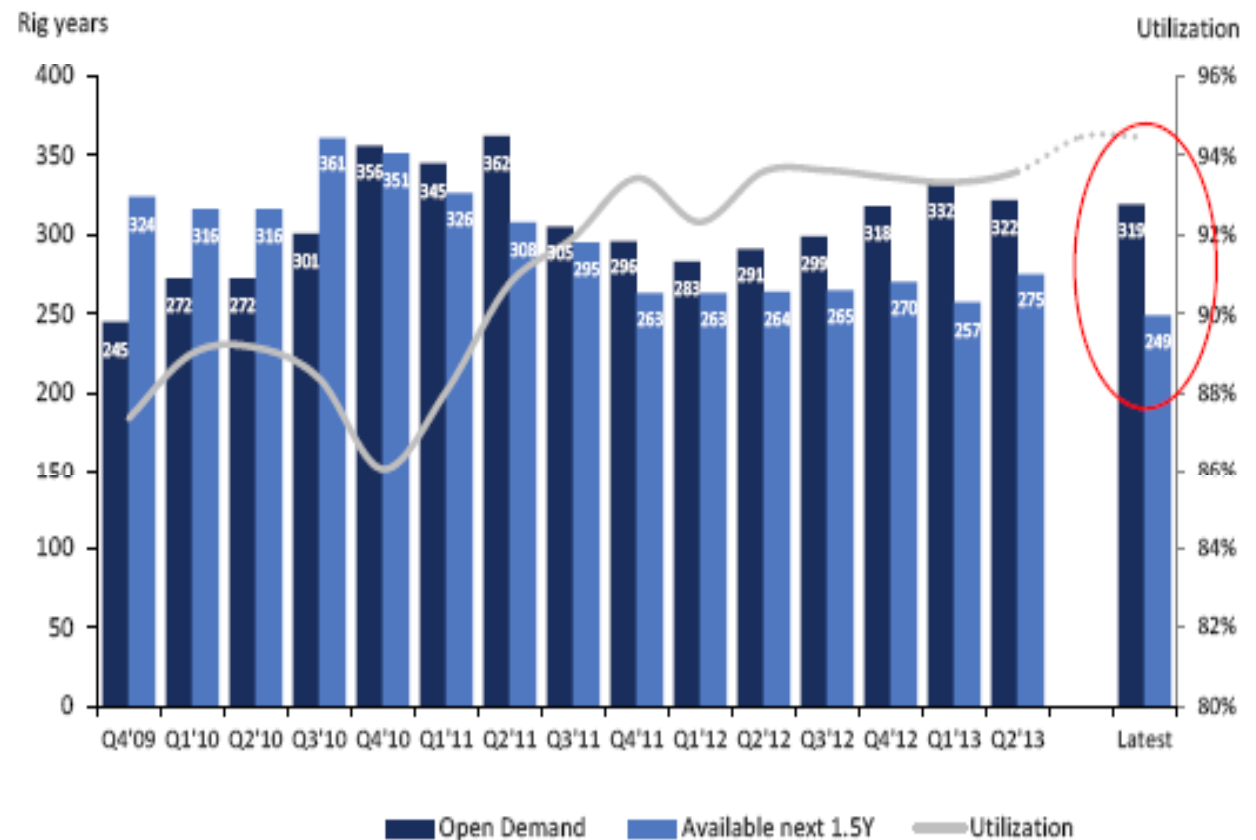


Jack-up market shows positive trends

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



Contract

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



Contract

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



On Contract

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



On Contract



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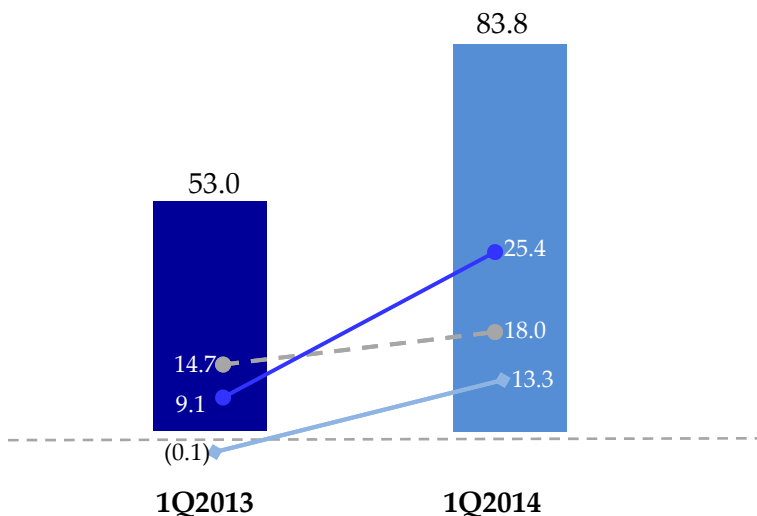
5. Financial Review & Order Book



1Q2014 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)



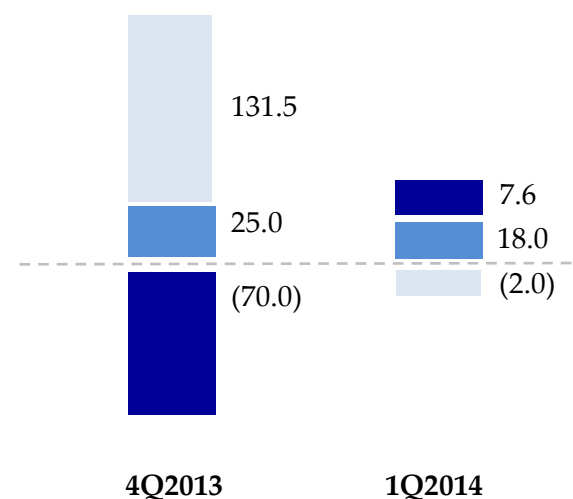
Revenue Growth, Net Profit & Operating Cash Flow

Cash & Cash Equivalents	148.8	172.2
Restricted Deposits at Financial Institutions	4.0	4.0

Cash and cash equivalents increased 15.7% by USD 23.4 million

All units in USD millions

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

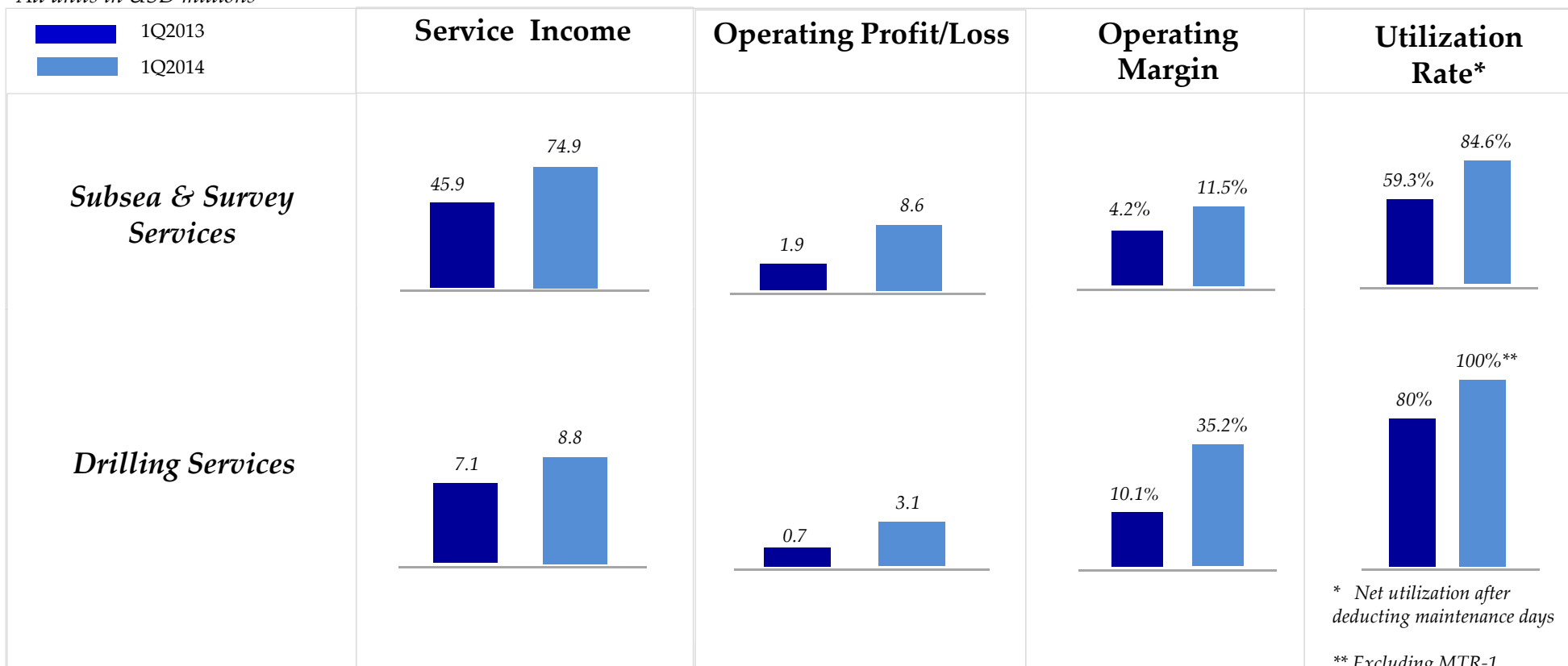


Cash Flow



1Q2014 Sector Breakdown

All units in USD millions

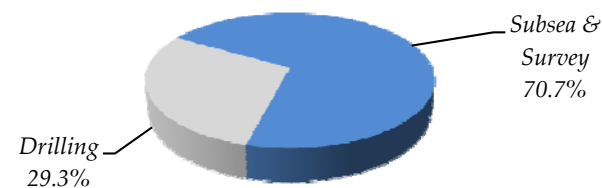


1Q2014

Revenue Breakdown



Operating Profit Breakdown





Sector order book*

Overall

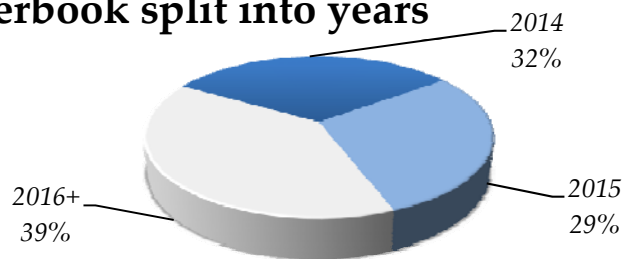
~USD 750 Million*

Orderbook split by business

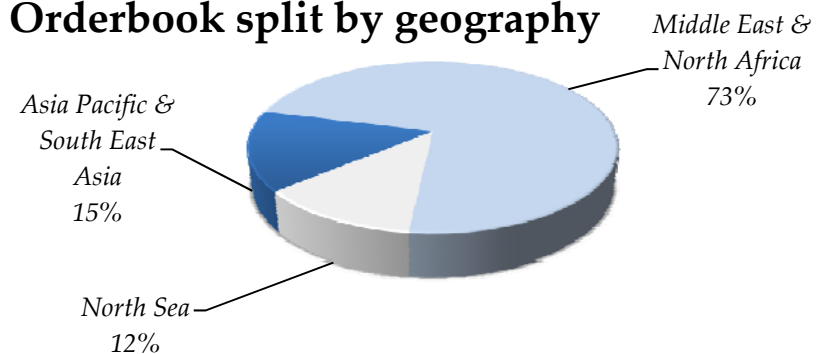


* Orderbook from 1 January 2014 not including AOD pro-rata contribution of an additional ~USD 160 million (USD 910 million total)

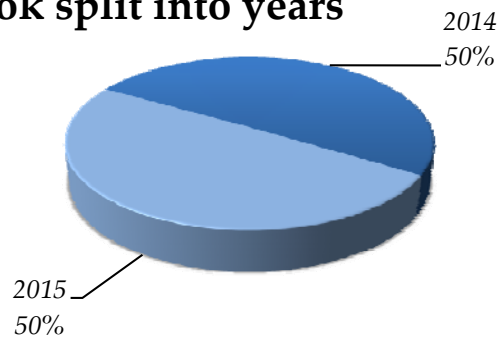
Subsea Orderbook split into years



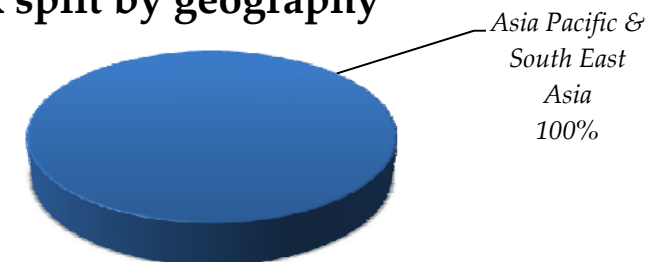
Orderbook split by geography



Drilling Orderbook split into years



Orderbook split by geography





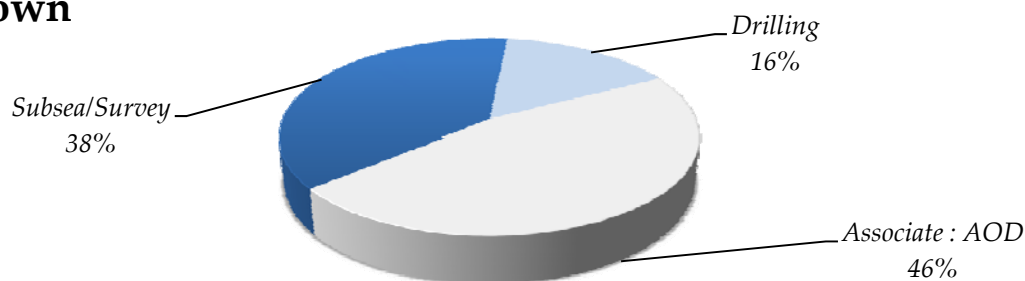
1Q2014 Associate Performance : Asia Offshore Drilling

All units in USD millions

	Service Income	Operating Profit/Loss	Operating Margin	Utilization Rate
AOD*	55.3	(1.1)	51.9%	95.7%

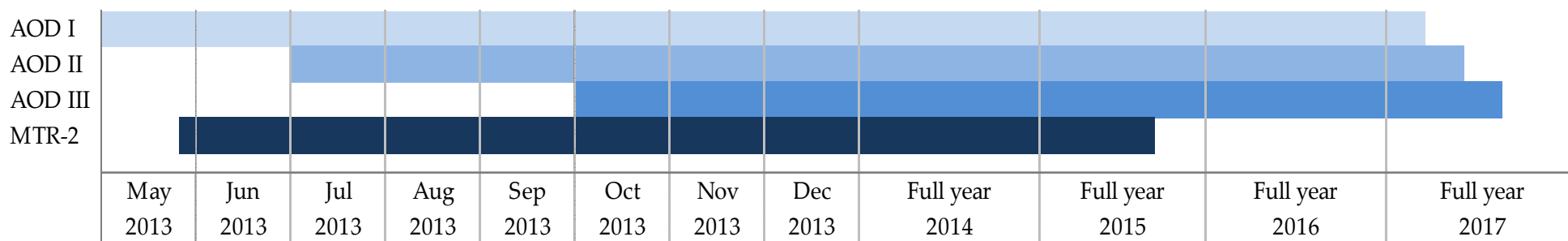
* Based on AOD performance (before pro-rating of 33.76% Mermaid share)

Net Profit (loss) breakdown



Contract commencement

Not to scale. For illustrative purpose only.

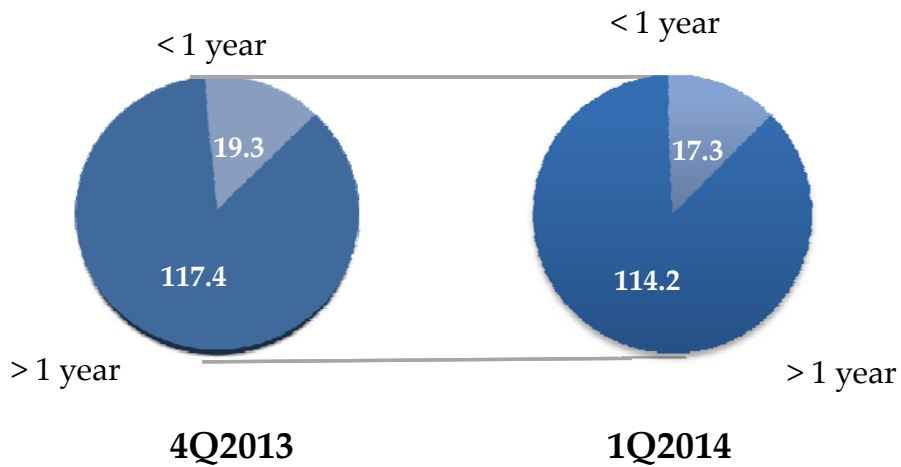




Debt Structure

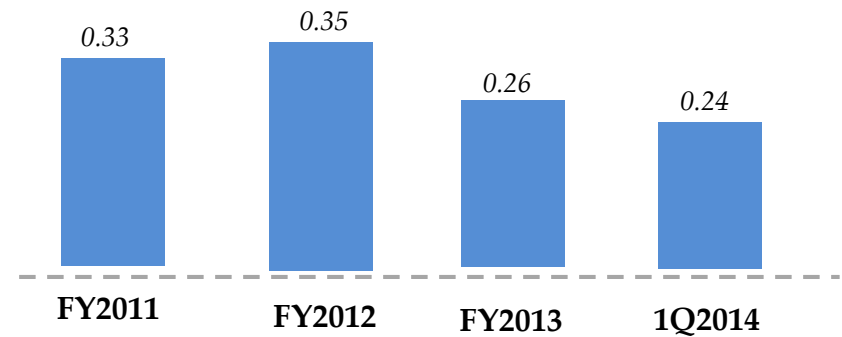
Units in USD millions

Loan Maturity

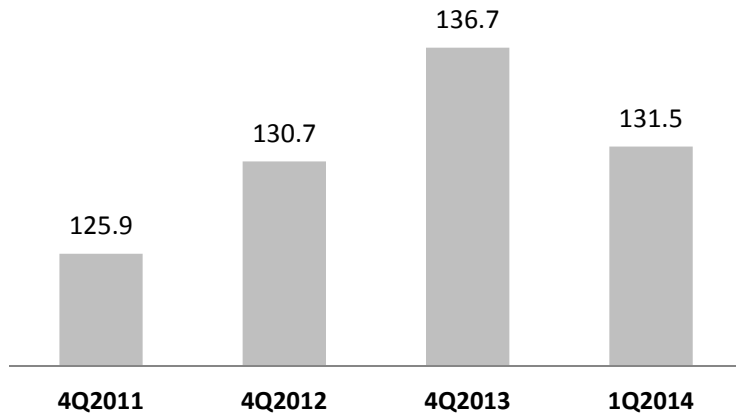


Gross D/E (Times)

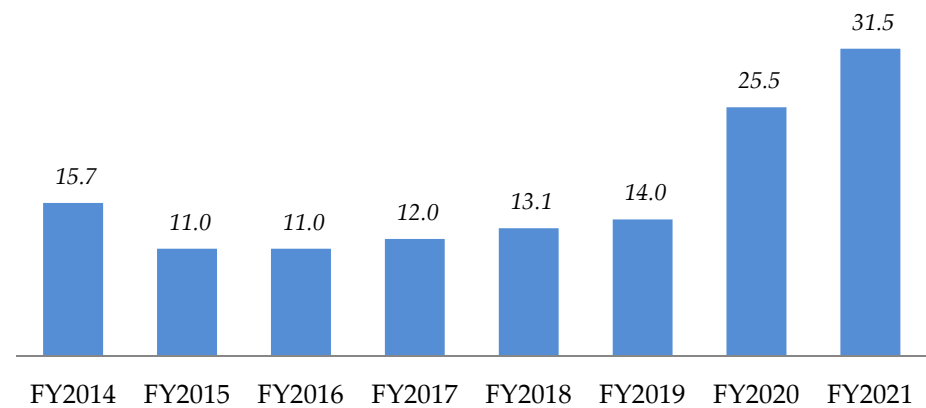
Low D/E ratio allows financial flexibility



Loan Outstanding



Repayment Loan





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6. 2016 New Assets & Summary



2016 New Assets

January 2014: Secured 3x new build orders with China Merchants worth USD 436 million with delivery to Mermaid scheduled for 2016.



Performance Class Tender Drilling Rigs

- ☑ Larger deck & storage space
- ☑ More accommodation onboard & 21st 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

New builds to be fully funded with existing cash reserves + operating cash flows + debt with no planned requirement for additional equity.



Summary

