



Mermaid Maritime Plc.

Corporate Presentation

Non-deal Road Show
21 – 22 August 2014, Singapore

“Delivering a world class service to the region from within the region”



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Agenda

- 1. Mermaid Business Overview**
- 2. Market Outlook**
- 3. Subsea Services**
- 4. Drilling Services**
- 5. Financial Review & Order Book**
- 6. New Assets & Summary**



Agenda

1. Mermaid Business Overview



Who We Are & Our Leadership

We are one of the world's largest oil and gas diving services companies



☑ 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 Business Summary



30
years since Mermaid Maritime's establishment



5
regions which Mermaid operates



1000+
skilled divers, crew, technicians, support service providers & management

SUBSEA BUSINESS



15
subsea vessels*



5 + 12
saturation and air diving systems



16
remotely operated vehicles



* Includes 1 subsea vessel under construction and 8 subsea vessels from charter in and our partner

** Includes 2 tender rigs under construction

*** 33.76% ownership through Asia Offshore Drilling Limited

DRILLING BUSINESS



4
tender rigs**



3
high-spec jack-ups***



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



Mermaid's Industry Positioning

 Specialist 'below the water' segment where barriers to entry are high



 Dual-portfolio 'turnkey' service offering



 Focus on production phase of cycle where demand is more long term and stable



 Multi-regional service capability



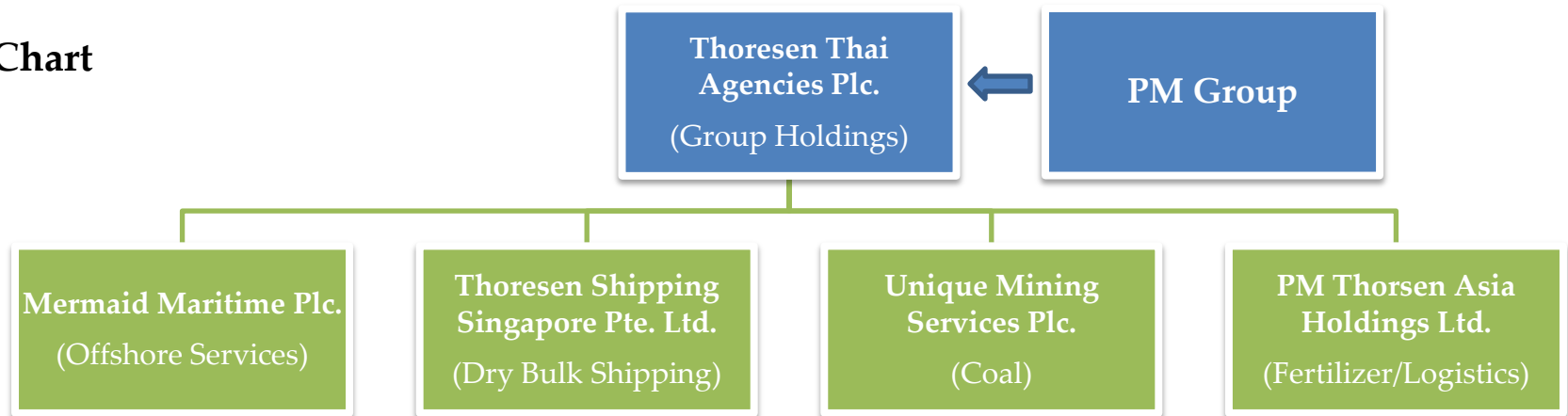
 Multi-customer portfolio diversity

- National Oil & Gas Companies
- International Oil & Gas Companies
- Major EPCIC Contractors

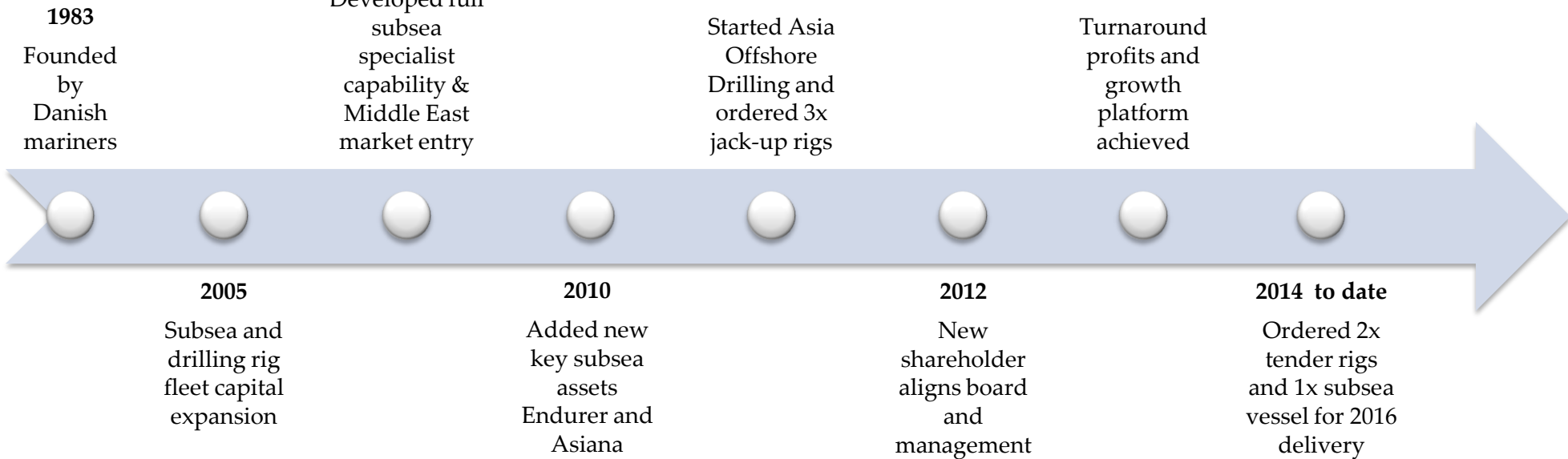


A Member of the Thoresen Group of Companies

Corporate Chart



30 Year Growth Story





Board Members & Key Executives

Board Members *



Mr. Joseph Chia
Executive Director



Dr. Jean Paul Thevenin
Non-Executive Director



Mr. Ng Cher Yan
Independent Director

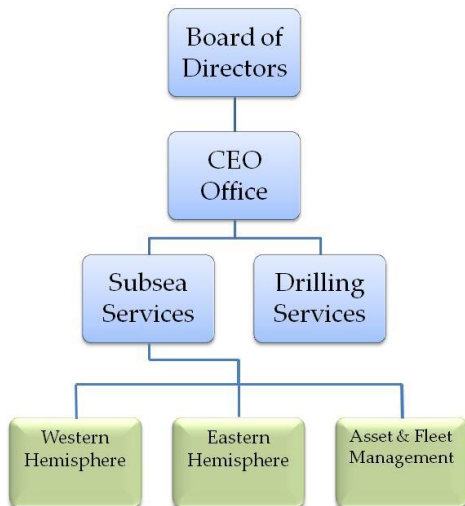


Mr. Joachim Toh
Independent Director



Dr. Jan Skorupa
Independent Director

The New Organization Structure



Key Executives*



Mr. Paul Whiley
Head of Group
Subsea



Mr. Neil Howie
Group Subsea Regional
Director – Western
Hemisphere



Mr. Peter Reichlmeier
Group Subsea Regional
Director – Eastern
Hemisphere



Mr. Joseph Chia
Executive Director
and Acting Drilling
Manager



High Quality Customer Base





Commitment to Customers



☑ Track record of successful projects with reputable clients



☑ Excellent health, safety and environment track record



☑ Strategic local partnerships in various geographies

☑ Fully compliant with international standards on vessel and equipment



☑ First tier international service quality / competitive price mix



☑ Dynamic with quick response to emergency call outs and variation orders

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



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



☑ Dedication to support customers at all times and in all situations

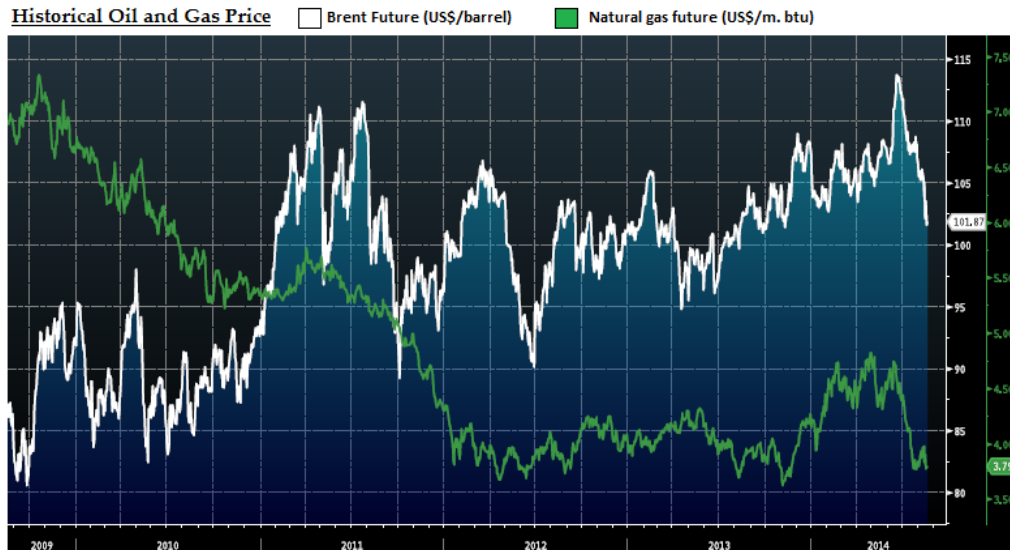


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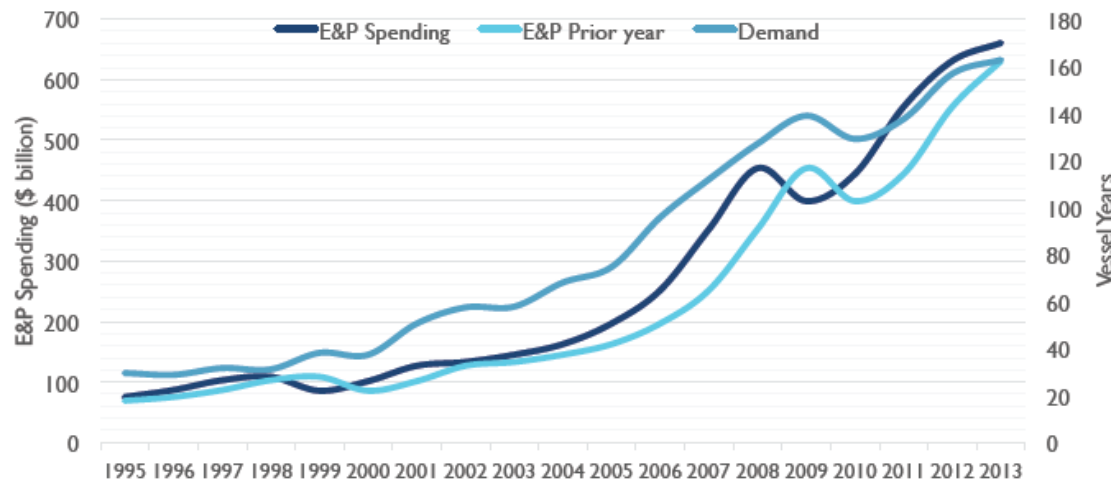
2. Market Outlook



Market Outlook



(Source: Bloomberg)



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

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

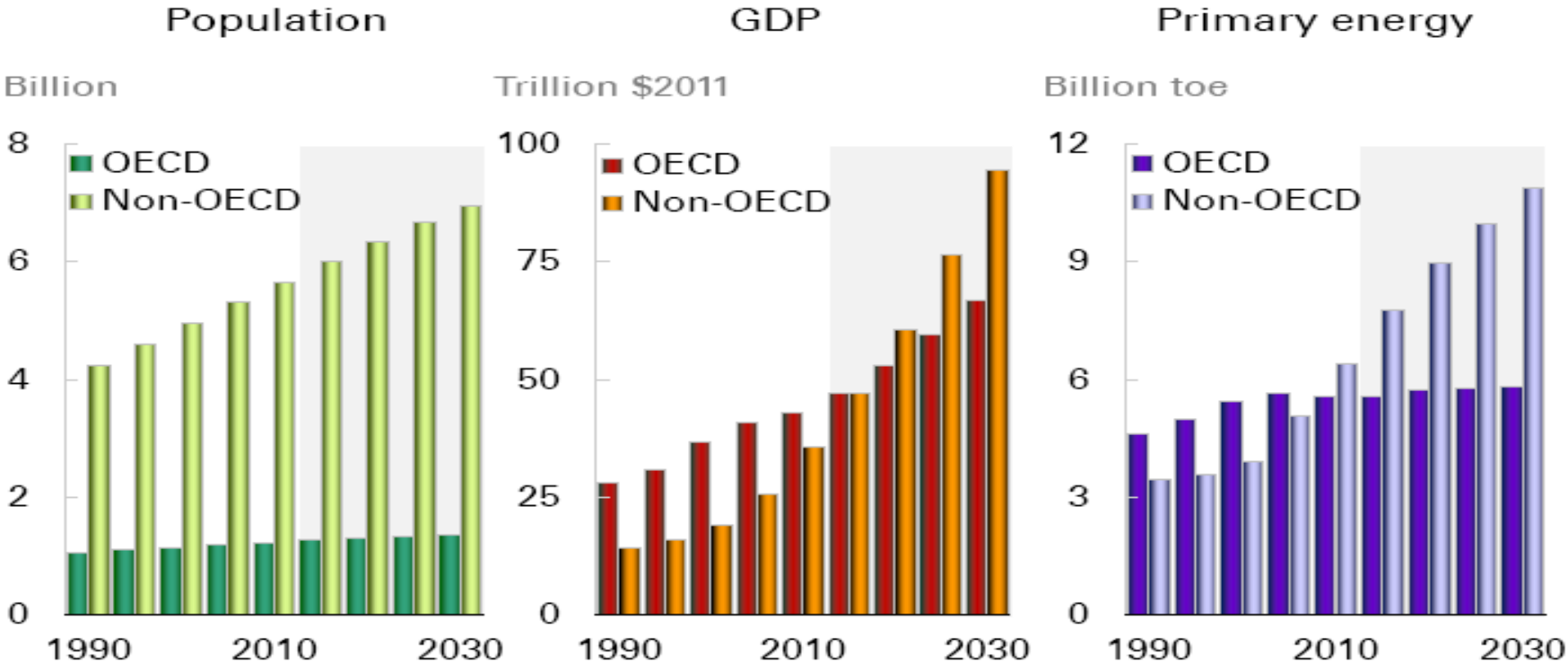
Prices above minimum rate of returns (hurdle rates) on new investments.

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

In 2013, oil and gas companies spent around USD 630 billion in E&P, four times the size of 2000. In 2014, the number is expected to rise to USD 690 billion.



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.

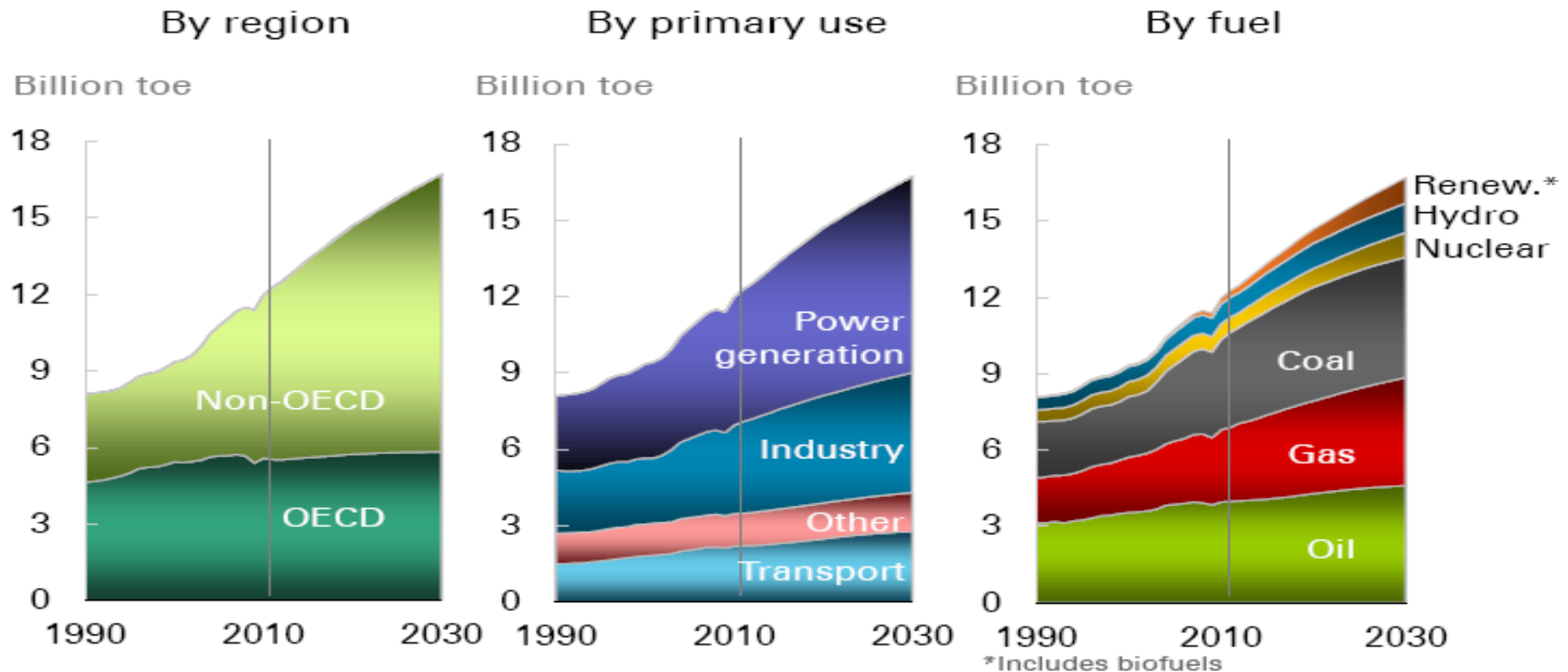
World income in 2030 is expected to roughly double 2011 in real terms with emerging economies contributing to 70% of global GDP growth.

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 in long-term



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.



Agenda

3. Subsea Services

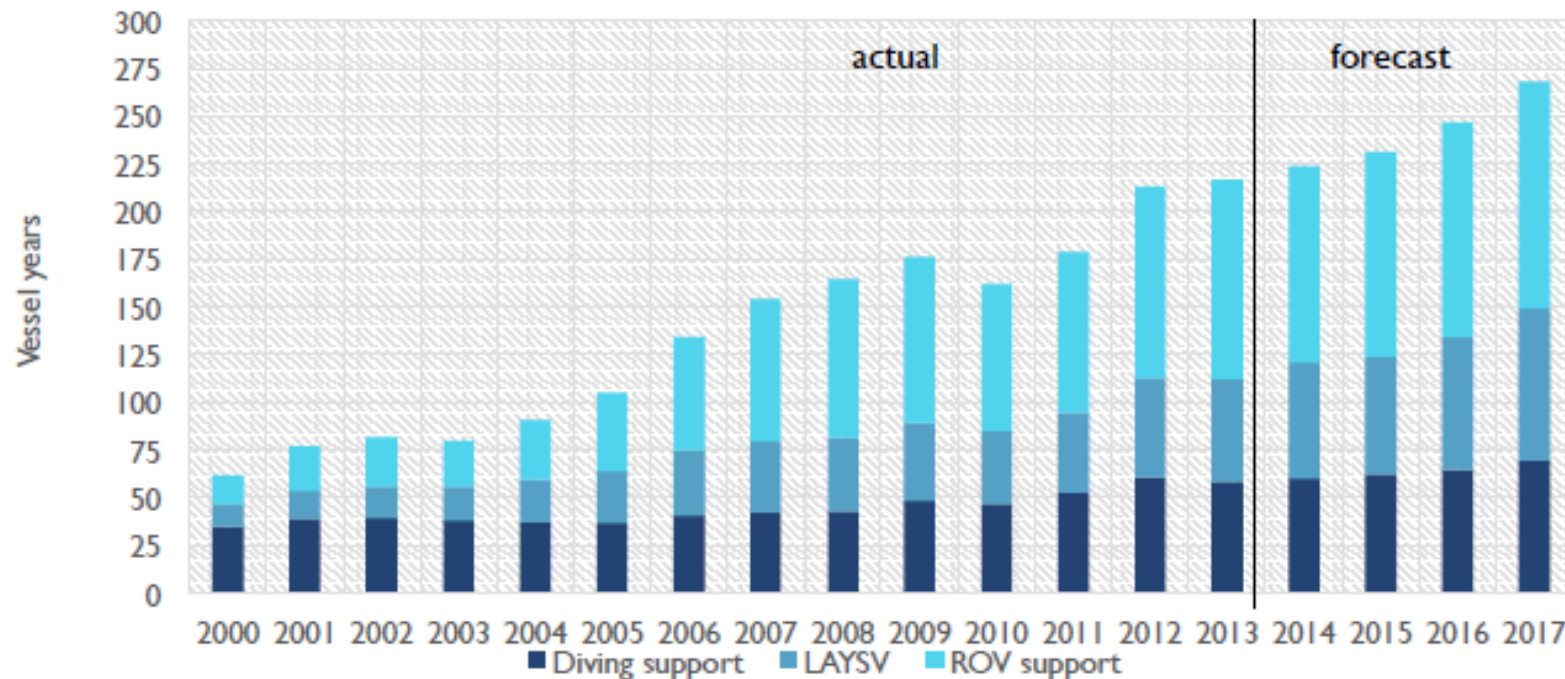


Subsea dynamics reveals stable growth trends ...

Increased E&P spending led by sustainable level of oil price has driven up demand for offshore activities and subsea services.

Sustained growth in demand for all types of subsea vessels forecasted from 2014 - 2017.

Global Demand by Vessel Type 2000 - 2017





...with Mermaid strategically positioned

Our Key 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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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.



...New Integration and Rebranding

Our Subsea Brands

SUBTECH

سبتيك



zamil
mermaid
offshore services company

seascape



With rebranding, we will now operate
under one new Subsea brand

Mermaid
SUBSEA SERVICES

New Integration and Rebranding

- Uncompromising quality of services
- Seamless services
- Sharp focus across regions

New Logo

- Represents new Subsea unit as a whole
- Market recognition
- Integration of services allowing effective cross-sales



Updates on Mermaid's Subsea Fleet

Mermaid Endurer (DSV)



- Has continued working actively in the North Sea on IRM contract with Bibby Offshore and will complete the contract before the end of 2014 with an option for extension.
- Due to her excellent performance resulting in customer's high satisfaction, we expects the Endurer to continually work in the North Sea.

Mermaid Asiana (DSV)



- Currently operating along with 4 Zamil's vessels with Saudi Aramco on the 5 + 2 years (3 + 2 remaining) IRM contract at very high utilization.

Mermaid Commander (DSV)



- Now operating in the Gulf of Thailand on an IRM contract with our valued customer.
- With its continual excellence on performance and its solid reputation in the South East Asia, it has continually been awarded IRM contracts with our repeating customer for the past 3 years.



Updates on Mermaid's Subsea Fleet

Mermaid Sapphire (Air Diving and ROV vessel)



- She has constantly been a very successful revenue generator for the Group.
- Now working in Russia while also having another repeating customer in the area who has continually awarded contracts for the past 3 years.
- She has been able to continually secure IRM contracts in the South East Asia with our repeating customers for the past 3 years.
- From August 2014 to September 2015, she has already secured up to 312 days of IRM works.

Mermaid Siam (Construction Barge)



- She is currently on the stand by for a new offshore crane upgrade and installation which will much improve her performance together with ability to secure more contracts.
- She is actively in bidding for various projects in the Middle East and much opportunities in West Africa.

Mermaid Challenger (OSV)



- Just completed 1-year supply and towing contract with a customer in Vietnam and is now actively in bidding for new contracts.



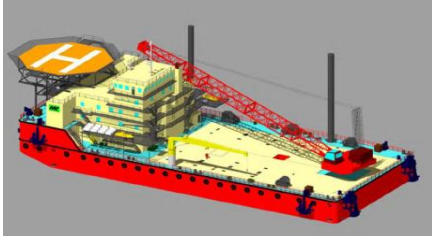
Updates on Mermaid's Subsea Fleet

SS Barakuda (OSV)



- Currently operating to support the Resolution on the IRM contract in Indonesia with 77 days of firm project.

*Mubarak Supporter (Construction barge)



- She has already been delivered in August 2014 after project delayed by customer and is now already starting the cable laying job in Saudi Arabia.

*Endeavour (Air Diving and ROV vessel)



- The Endeavour has been operating continually on a 2-year IRM contract in Indonesia with the national oil company.



Updates on Mermaid's Subsea Fleet

*Resolution (Air Diving and ROV Vessel)



- She is currently operating in Indonesia on an IRM contract.
- During 2014, she has been deployed as supporting vessel performing on various ROV works along with other Mermaid vessels in the Gulf of Thailand and Myanmar.

*Lewek Atria (Multi Purpose Offshore Vessel)



- A short-term charter with flexible chartering option.
- Since the delivery of the vessel on May 2014, she has been busy operating in the Gulf of Thailand on IRM and air-diving contracts and is now being deployed in Myanmar.

**Zamil 63, 64, 403, 404



- With our expertise in diving and strong diving squad of 400+ Mermaid personnel, we have been able to deliver excellent performance to our valued customer, Saudi Aramco, on IRM requirements, generating substantial revenue.

****Zamil owned vessels under Mermaid operational control with vessel income attributable to Zamil & services income to Mermaid**

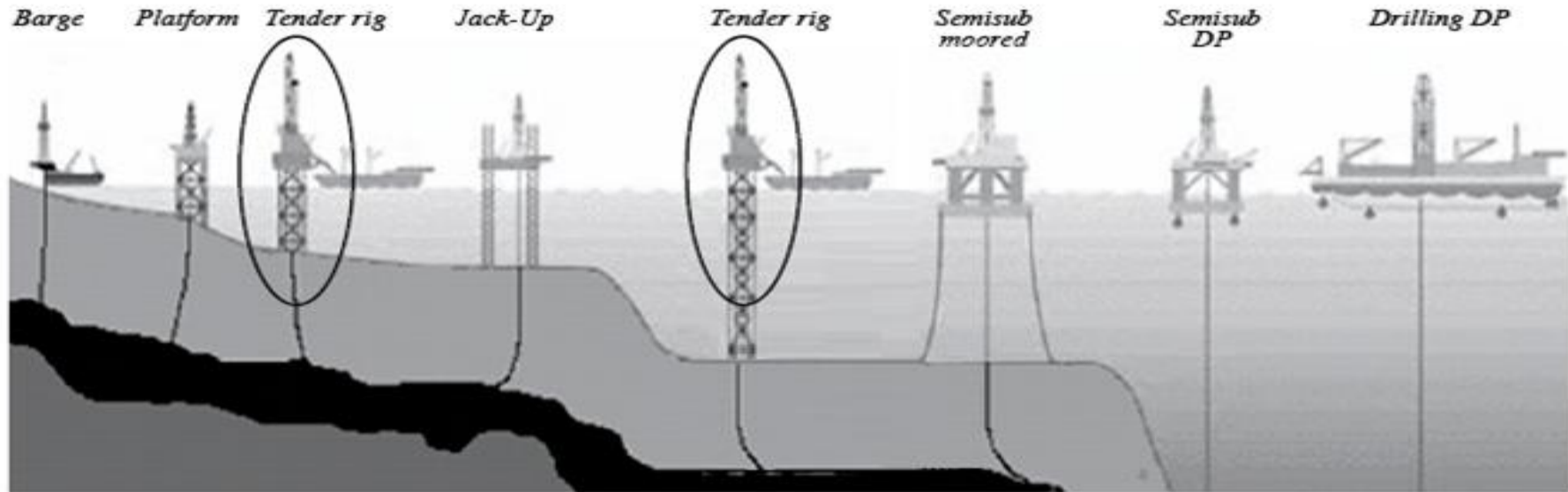


Agenda

4. Drilling Services



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).
- 49 tender rigs globally with 24 on contract (mostly older rigs) plus additional 9 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.

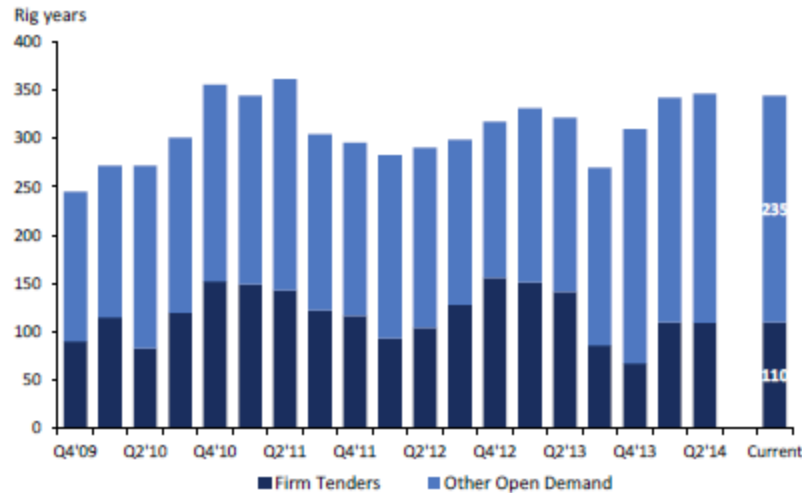


Jack-up shows positive trends

Jack-Up Market

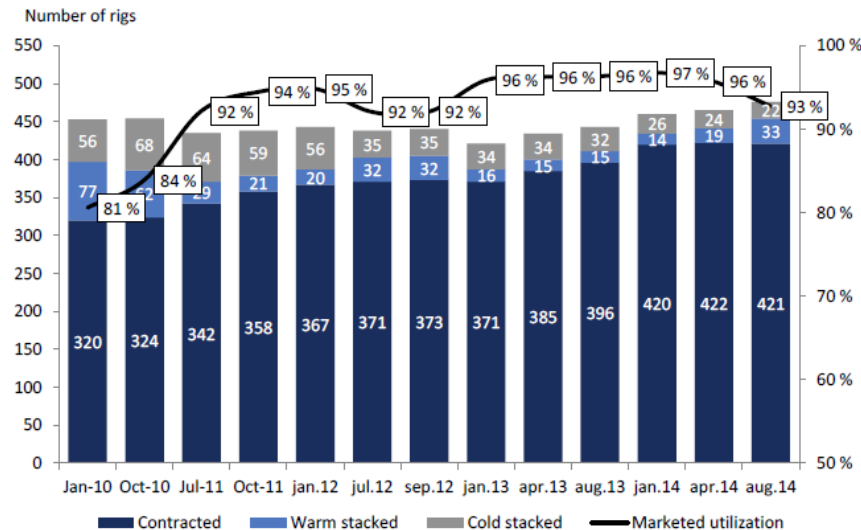
- Supply/demand remains solid and utilization is at high level
- Demand expected to outstrip supply in next 1.5 years.
- Led by strong demand, Jack-up fleet is operating at strong utilization
- During the next decade more than 50% of the current fleet that are 30+ years old are expected to be phased out.
- Customers prefer newer rigs and this should drive their day rates up.

Outstanding Demand (rig years)



(Source: HIS-Petrodata; Pareto)

Jackup fleet overview - Development



(Source: HIS-Petrodata; Pareto)



Mermaid's Drilling Fleet & Investments

Tender Rigs (Existing)

MTR-1 Barge



Available

MTR-2 Tender Drilling Rig



On Contract

Tender Rigs (On Order)

MTR-3 Tender Drilling Rig



Delivery 2016

MTR-4 Tender Drilling Rig



Delivery 2016

Premium Jack-Up Rigs

AOD I Jack-up Rig*



On Contract

AOD II Jack-up Rig*



On Contract

AOD III Jack-up Rig*



On Contract

*AOD performance illustrated on page 34



Agenda

5. Financial Review & Order Book



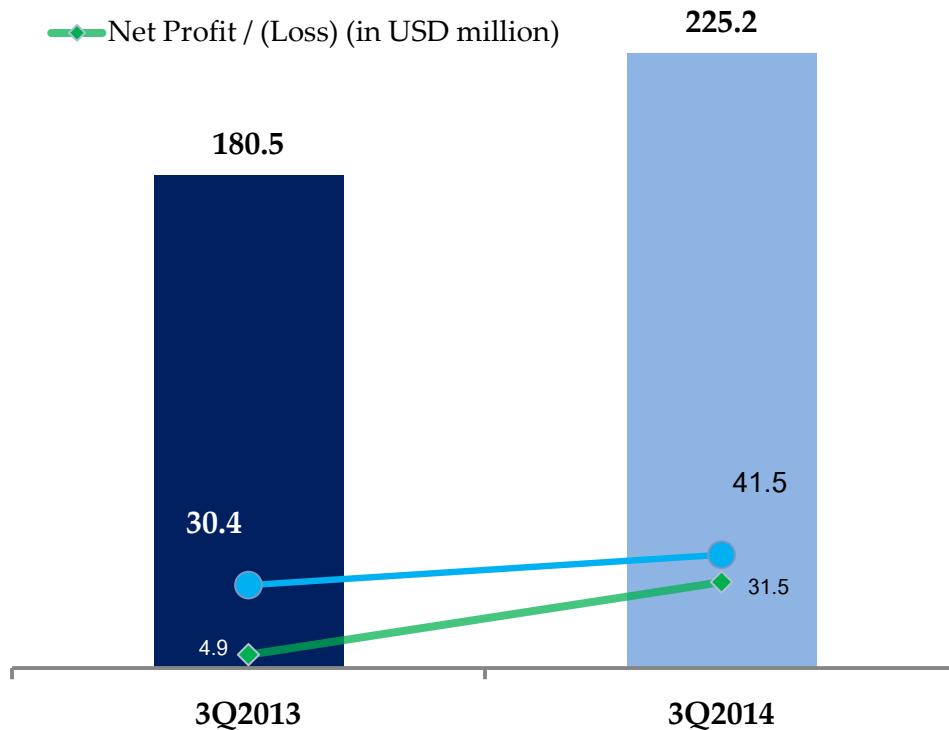
3Q2014 Financial Highlights

Year on Year Comparison

■ Revenue (in USD millions)

● EBITDA

◆ Net Profit / (Loss) (in USD million)



Revenue, EBITDA & Net Profit Growth

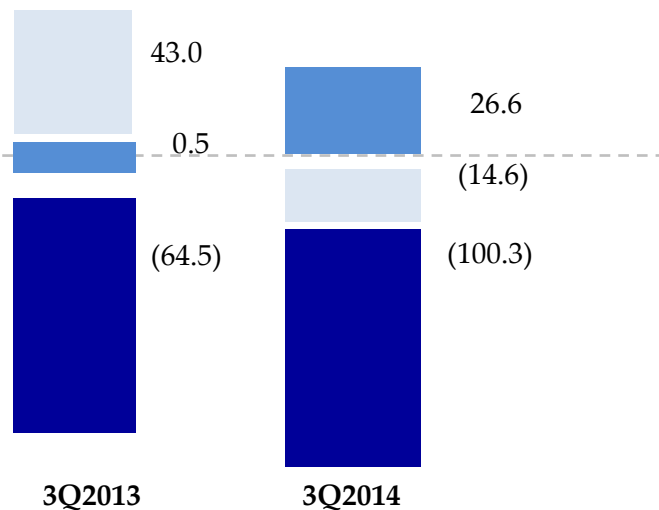
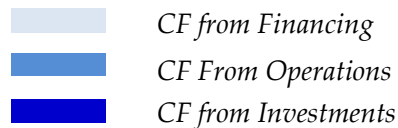
- Revenue of 3Q 2014 was USD 225.2 million increased from that of last year 25% due to improve in drilling and subsea project in Middle East.
- Net Profit of 3Q 2014 was USD 31.5 million increasing 543% compared that of last year.
- At the end of Q3 2014, the year-to-date EBITDA was USD 41.5 million increasing 37%.



3Q2014 Financial Highlights

CASHFLOWS

All units in USD millions



Not to scale. For illustrative purpose only.

CASH POSITION

	Sep 2013	Jun 2014	
Cash & Cash Equivalents	148.8	61.4	Cash and cash equivalents decreased 58.7% by USD 87.4 million due mainly to deposit of new build USD 65 million and loan repayment USD 15 million.
Restricted Deposits at Financial Institutions	4.0	4.0	

- Ending Cash and Cash Equivalent decreased from end of 2013 due to deposit paid for new builds and repayment of bank loan.
- At the end of Q3 2014, the year-to-date CF from Operations was USD 26.6 million.

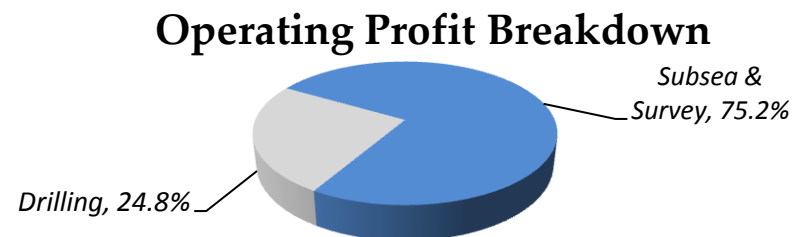
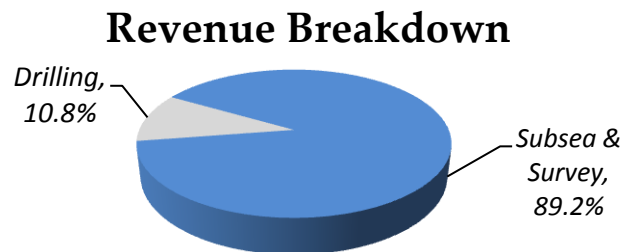


3Q2014 Sector Breakdown

All units in USD millions

	3Q2013	3Q2014	3Q2014 (no Siam)
Subsea & Survey Services	Service Income 265 Operating Profit/(Loss) 16.3 Operating Margin 9.9% Utilization Rate* 65.7%	Service Income 201.0 Operating Profit/(Loss) 16.9 Operating Margin 8.4% Utilization Rate* 65.9%	Service Income 197.4 Operating Profit/(Loss) 24.7 Operating Margin 12.3% Utilization Rate* 73.7%
Drilling Services	Service Income 14.9 Operating Profit/(Loss) (4.3) Operating Margin (28.9%) Utilization Rate* 60.8%	Service Income 24.2 Operating Profit/(Loss) 5.6 Operating Margin 23.1% Utilization Rate* 48.5%	

3Q2014



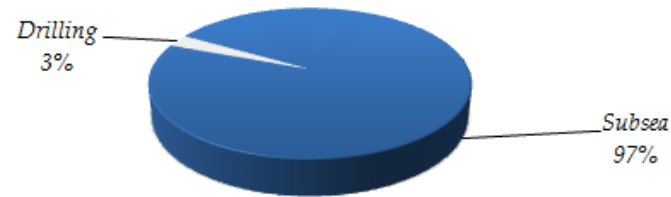


Sector Order Book*

Overall

~USD 480 Million*

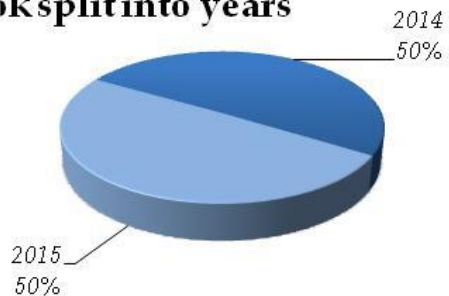
Orderbook split by business



* Order book from 1 July 2014 not including AOD pro-rata contribution of an additional ~USD 127 million (USD 607 million total)

Drilling

Orderbook split into years



Orderbook split by geography

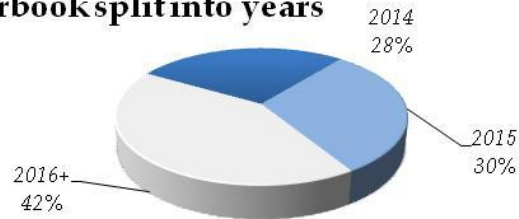




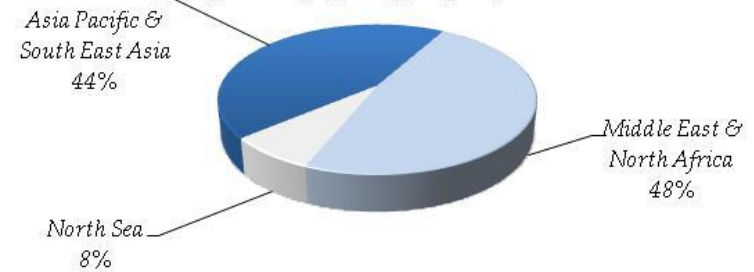
Sector Order Book*

Subsea

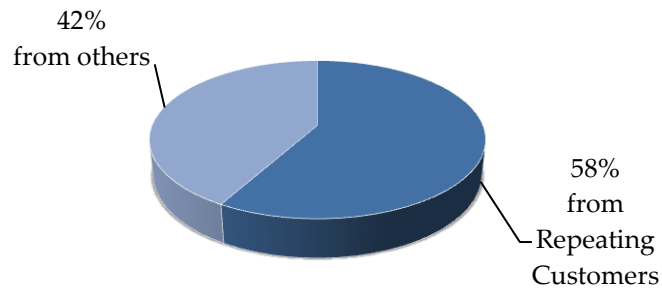
Orderbook split into years



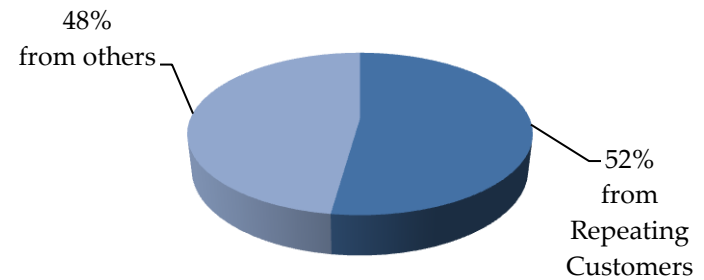
Orderbook split by geography



**Customer Breakdown
2013**



**Customer Breakdown
2014**

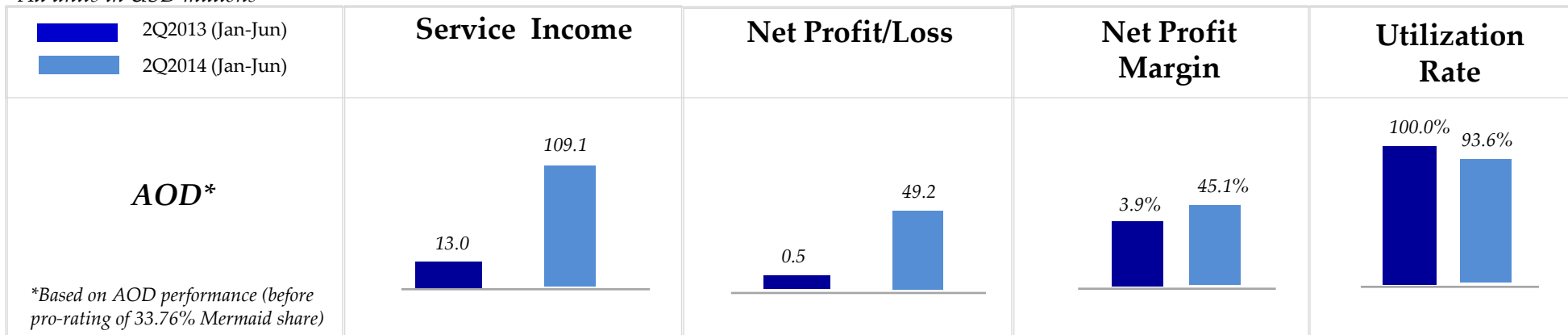


Value Growth
5% →



2Q2014 Associate Performance : Asia Offshore Drilling

All units in USD millions

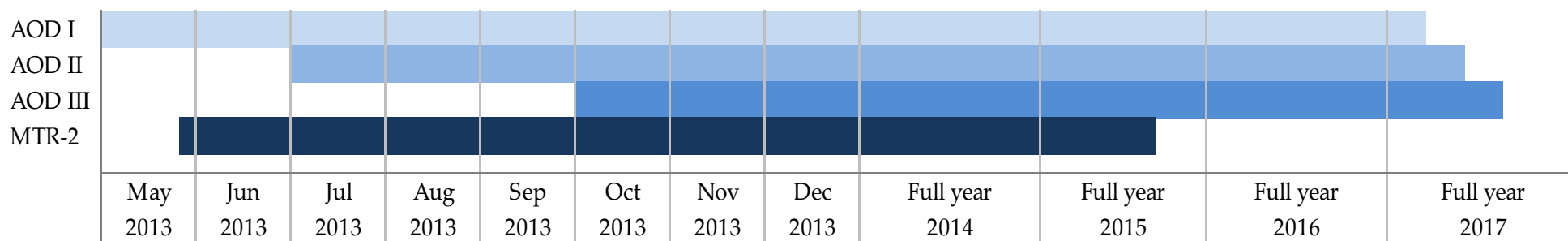


*AOD financial year Jan - Dec

- Long-term contract of 3+1 year. Order book on hand as of June 2014 is USD 380 million.

Contract commencement

Not to scale. For illustrative purpose only.





Mermaid Group Statement of Financial Position

USD	<i>FY2012</i> <i>30 Sept 2012</i>	<i>FY2013</i> <i>30 Sept 2013</i>	<i>3Q2014</i> <i>30 Jun 2014</i>
Cash & Equivalents	62.3	148.8	61.4
Current Assets	136.5	267.0	212.3
Non-Current Assets	399.7	443.3	519.2
Current Liabilities	33.9	73.0	71.8
Non-Current Liabilities	126.4	120.5	111.3
Net Debt	68.4	(12.1)	60.1
Shareholder's Funds	375.9	516.8	548.4
Net Debt / Equity (%)	18.2	(2.3)	11.0
Current Ratio (x)	4.0	3.7	3.0

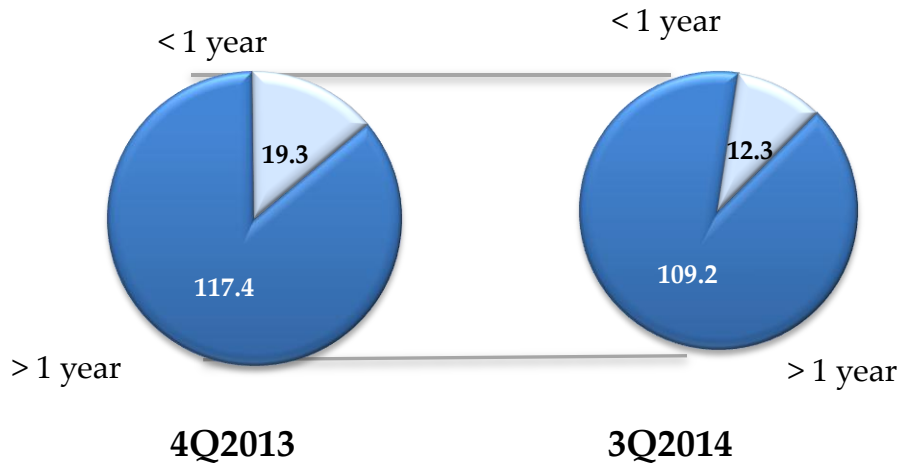
- Sufficient cash
- Strong balance sheet
- Low D/E ratio
- Huge opportunity for growth



Debt Structure

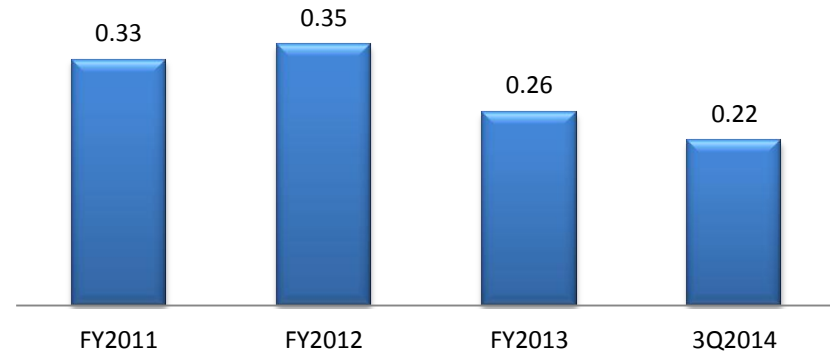
Units in USD millions

Loan Maturity

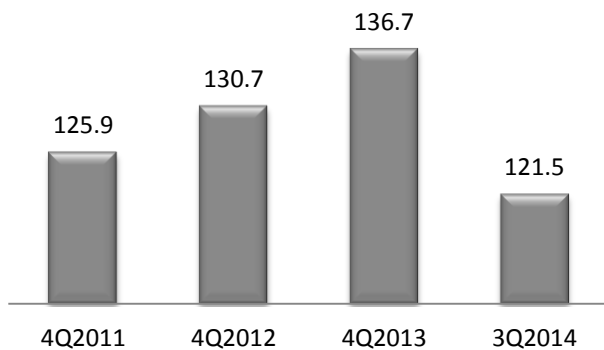


Gross D/E (Times)

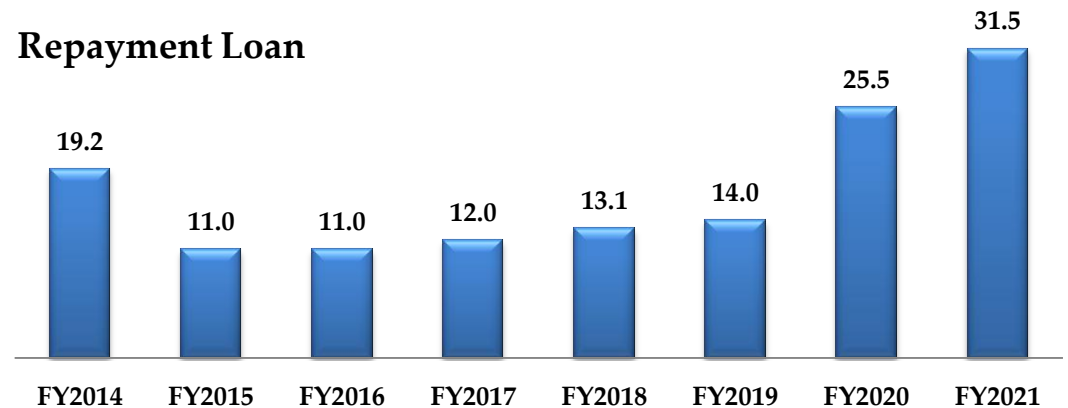
Low D/E ratio allows financial flexibility



Loan Outstanding



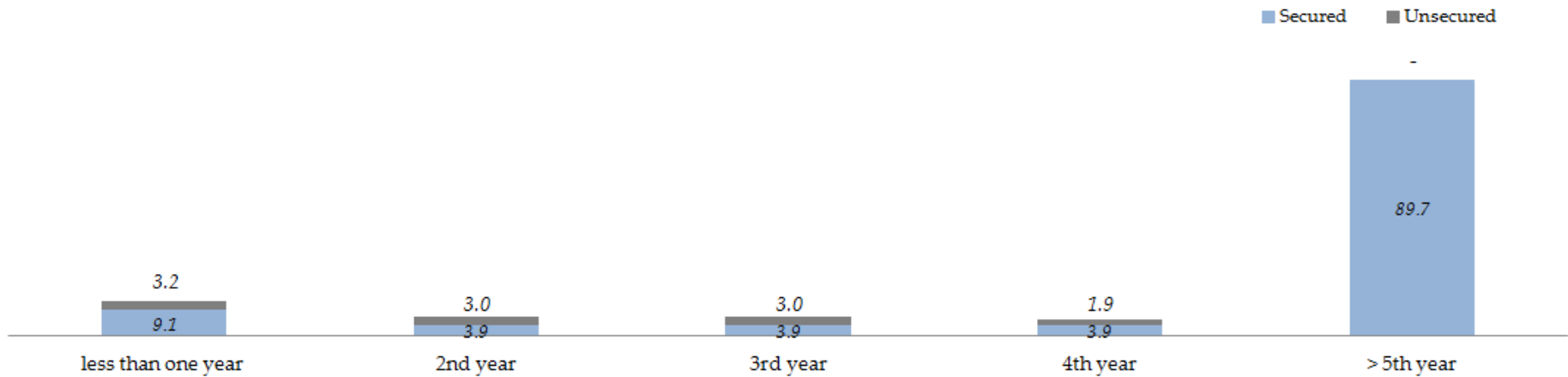
Repayment Loan



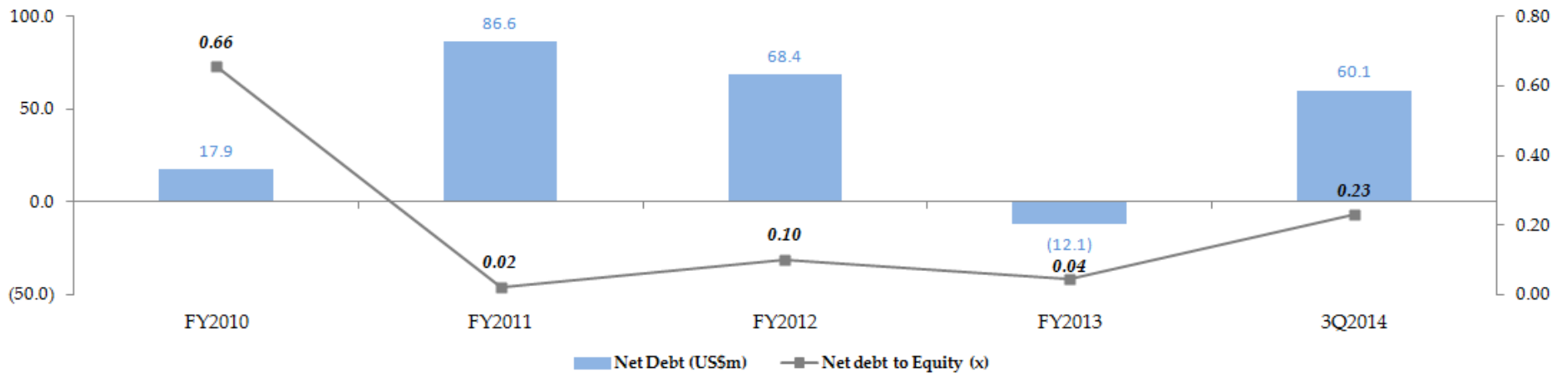


Debt Maturity Profile and Gearing Ratio

Debt Maturity Profile by Financial Year (as of 30 Jun 2014)



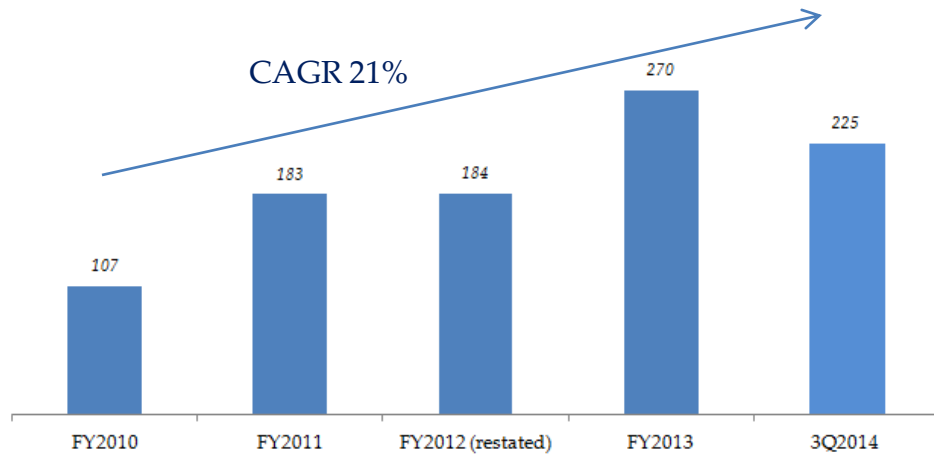
Debt and Gearing Ratio



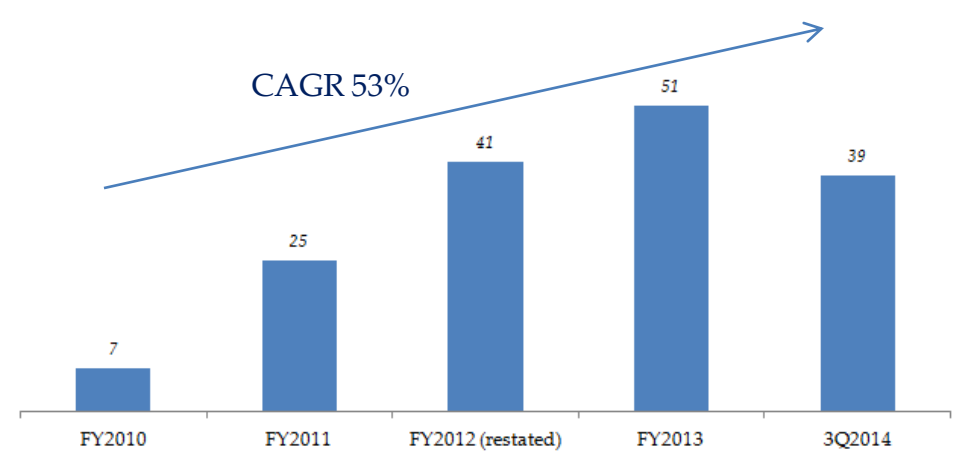


Group Profit and Loss Highlights

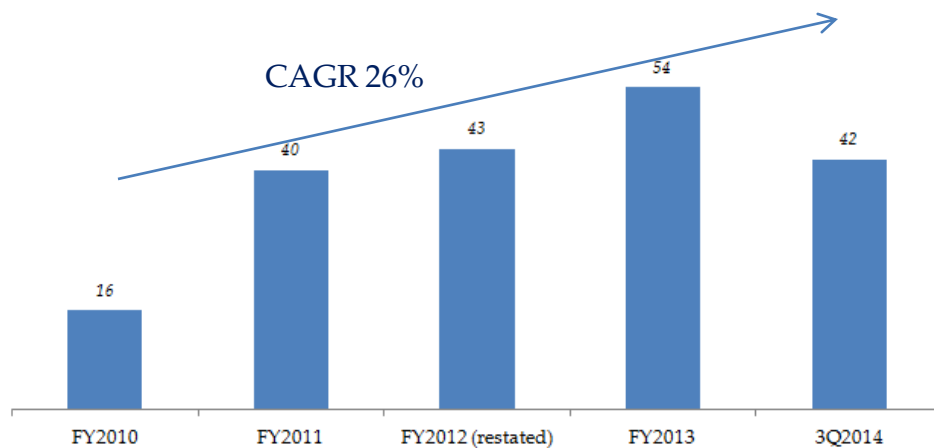
Revenue ⁽¹⁾⁽²⁾



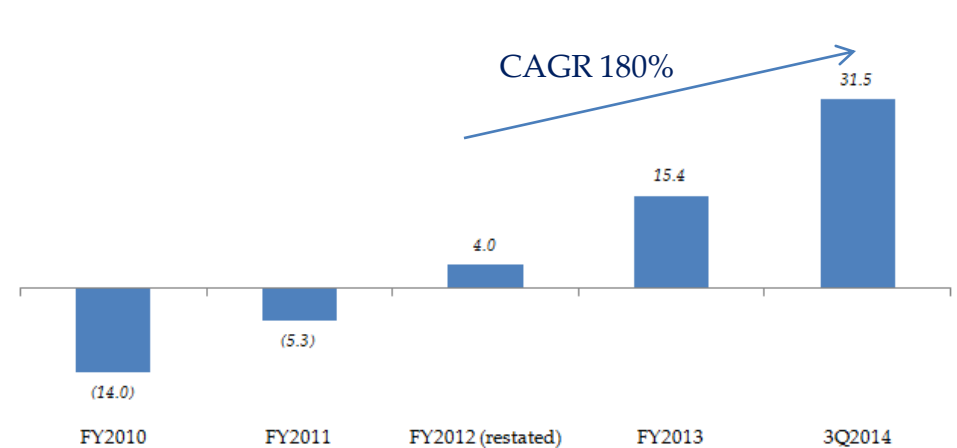
Gross profit ⁽¹⁾⁽²⁾⁽³⁾



EBITDA ⁽¹⁾⁽²⁾⁽⁴⁾



Net profit (losses) ⁽¹⁾⁽²⁾



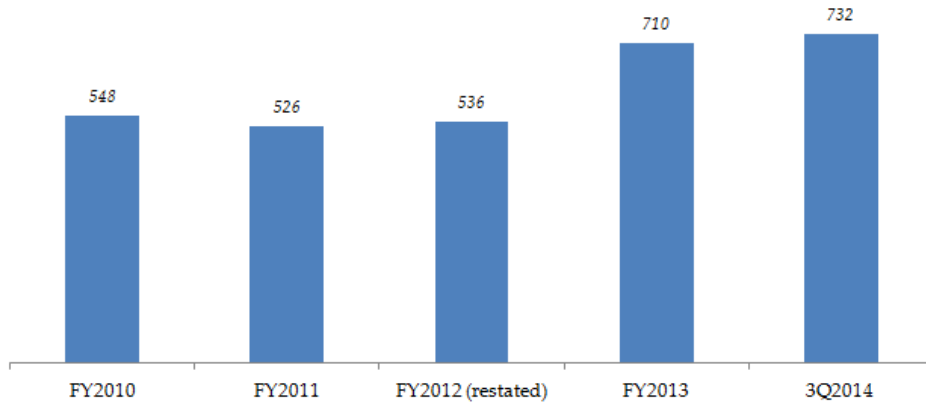
² Net profit attributable to owners of the parent

³ Gross profit included depreciation & amortization

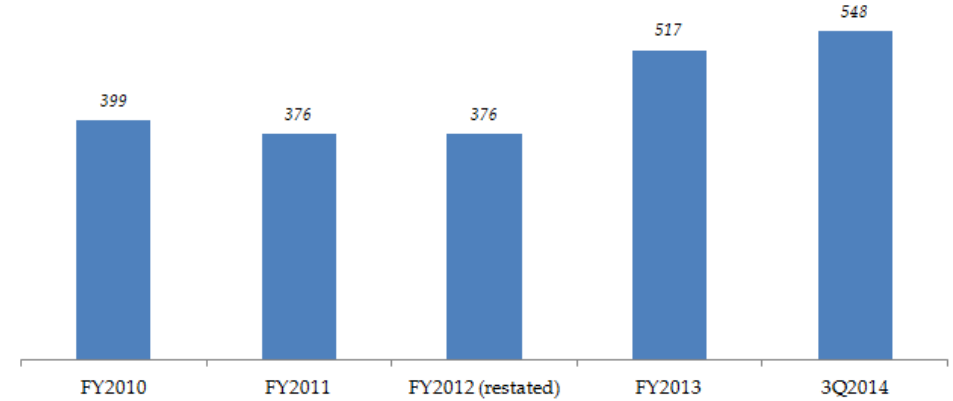


Group Balance Sheet Highlights

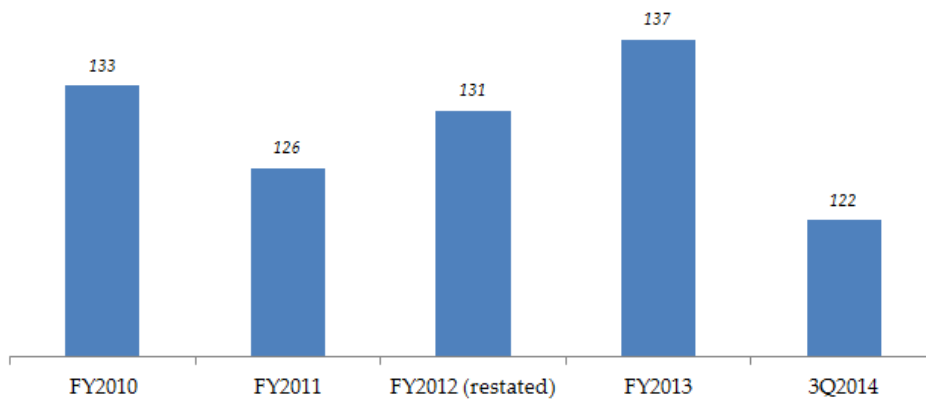
Total assets ⁽¹⁾⁽²⁾



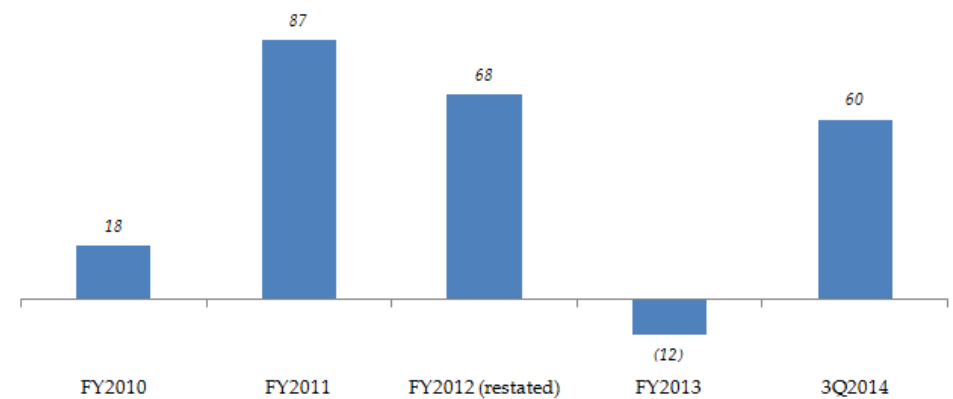
Shareholders' equity ⁽¹⁾⁽²⁾



Gross debt ⁽¹⁾⁽²⁾



Net debt ⁽¹⁾⁽²⁾



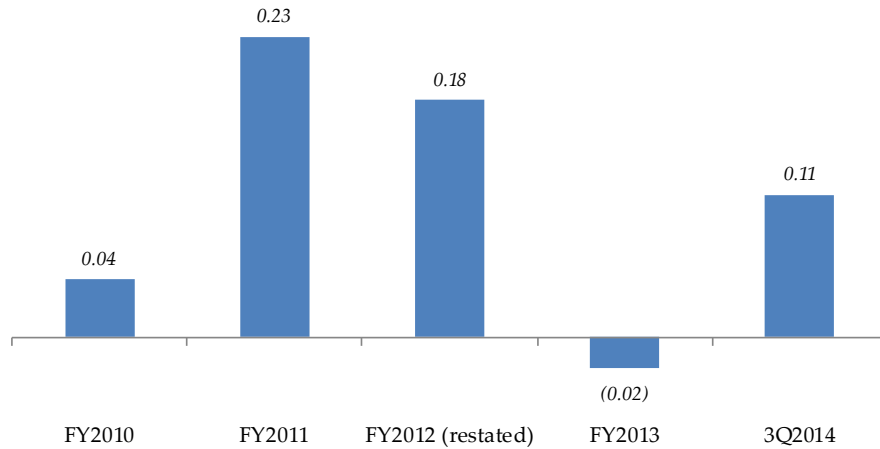
1 Fiscal year ended 30 September

2 Excluding non-controlling interest

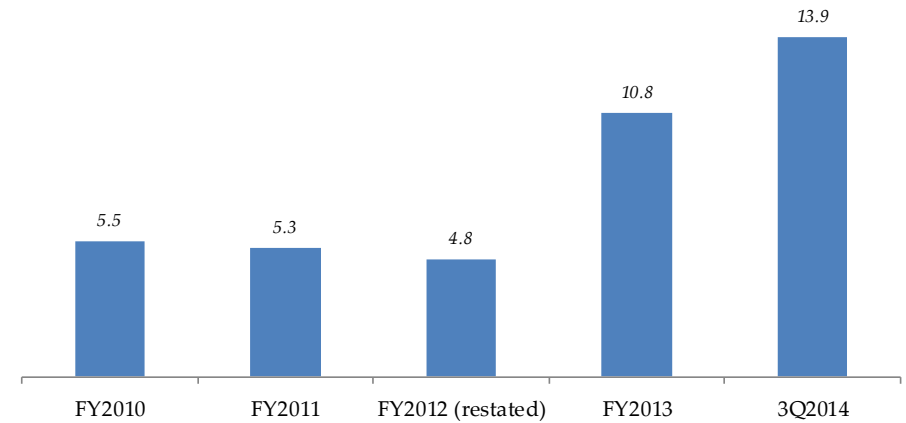


Group Financial Ratios

Net debt to equity ⁽¹⁾⁽²⁾⁽³⁾



Interest cover ⁽¹⁾⁽²⁾⁽³⁾



Note:

1 Fiscal year ended 30 September

2 Defined as ratio of total external indebtedness (net of cash and equivalents) owed to bank and financial institutions to shareholders' equity

3 Defined as ratio of EBITDA to financial expenses



Agenda

6. New Assets & Summary



New Assets Under Construction

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



Delivery 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



Delivery 2016

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



Updates on the New Builds

The Two New Build Tender Drilling Rigs – MTR 3 & 4



The New Build DSV – MT6024 DSCV

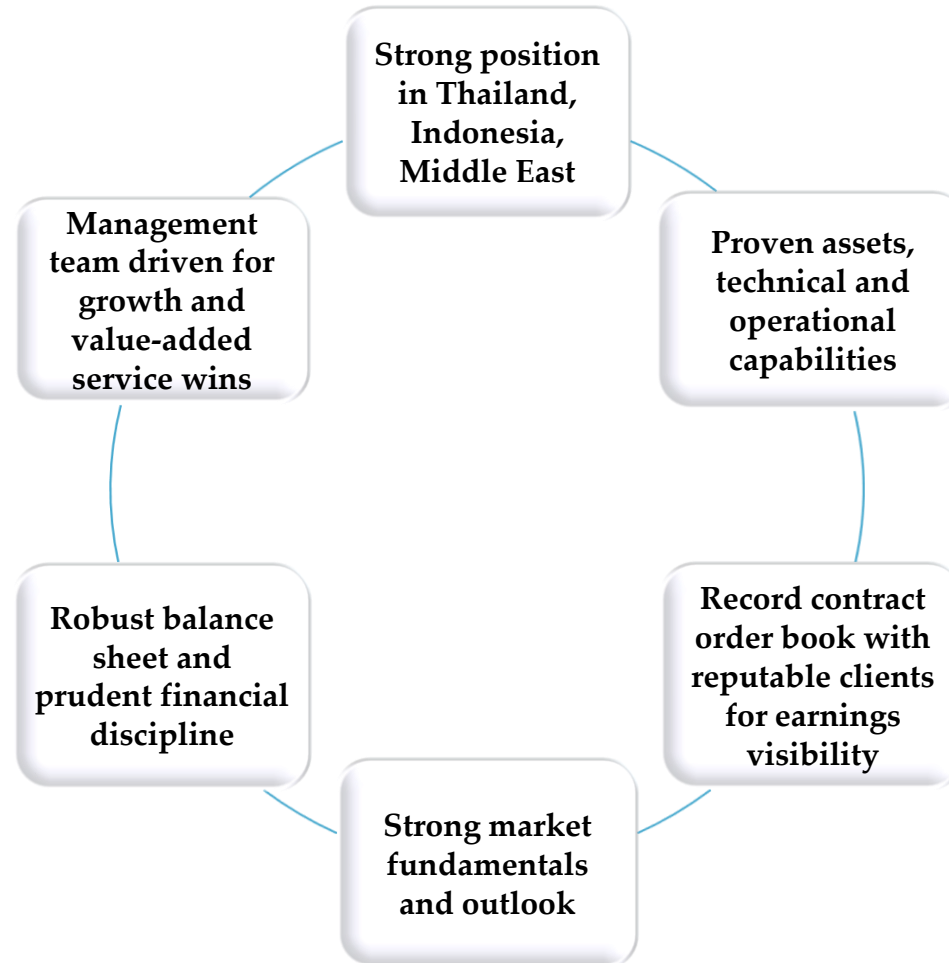


- After contract signing in January 2014, up until now, we are still on track in terms of timeline and currently about to complete the basic design phase.
- We are in the process of building up a new commercial team for drilling so that to provide marketing edges in securing contracts prior to delivery.

- The whole process is now right on track.
- We are also currently in the process of putting a new name for the vessel so that marketing can be commenced shortly.



Summary



We are actively pursuing opportunistic growth that will contribute to bottom line results