



## Q3 2011 Results Presentation

November 11, 2011



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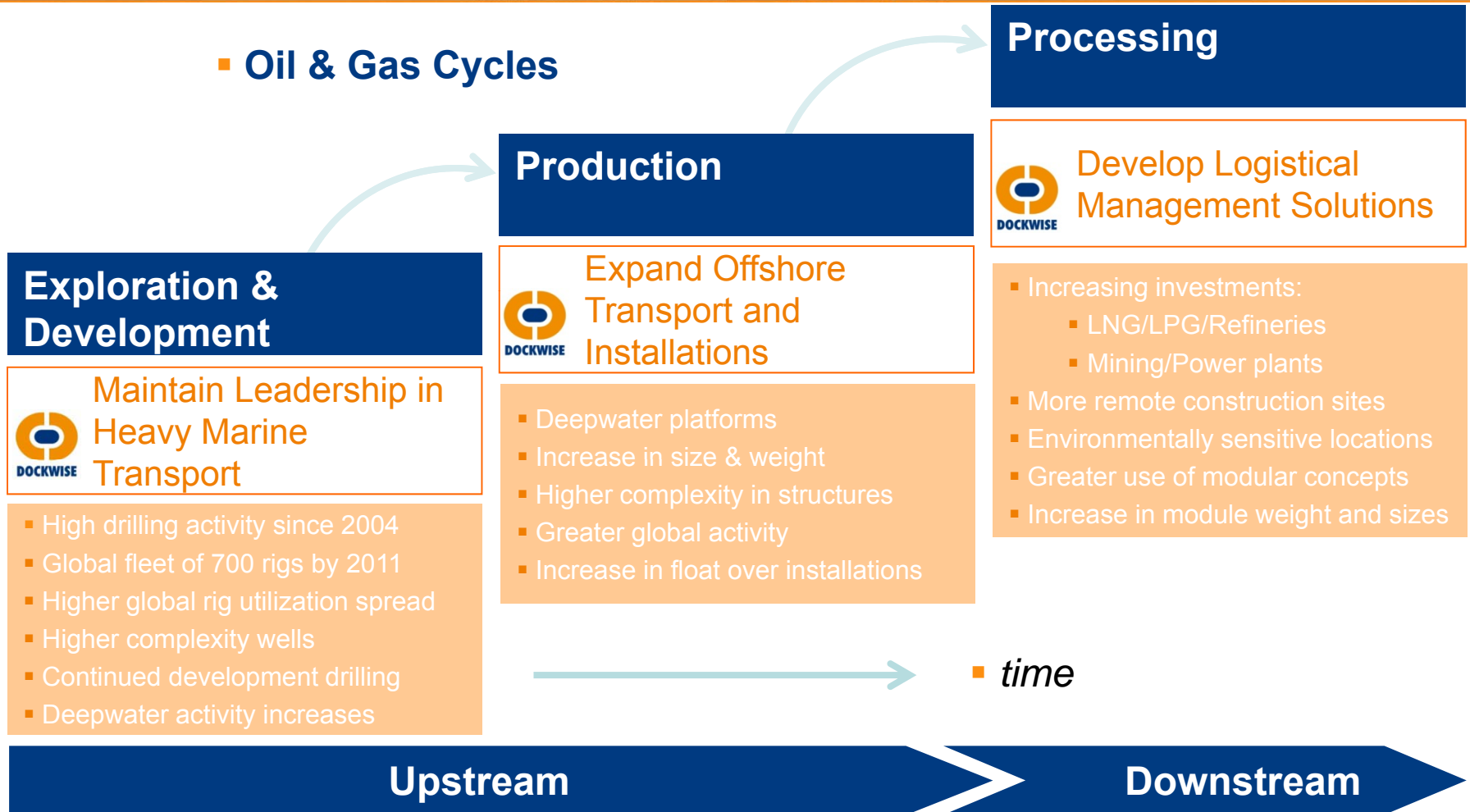
# Agenda

- Quarterly developments André Goedée
- Financials Q3 2011 Peter Wit
- Summary André Goedée
- Questions & Answers



# Strategy to Match the Evolution of the oil & gas Industry

## Oil & Gas Cycles



# Operational Highlights

## ■ Q3 2011 operational highlights

- Vessel utilization of 70% (85% in Q2 2011)
- 26 jack ups and 7 semi submersibles moved
- Steel cutting started on *Dockwise Vanguard*
- Delivery of *MV Explorer* to the new owner
- Contract awards of USD 135 million (USD 157 million in Q2 2011)
  - Includes Clair Ridge project

## ■ Post Q3 2011 operational highlights

- Booked FPSO Goliat (record weight > 60,000 tons) as second cargo for *Dockwise Vanguard*:
- More than USD 25 million booked for execution in 2011 and 2013
- Signed letter of intent on sale of DYT



# Financial Highlights

## ■ Q3 2011 financial highlights

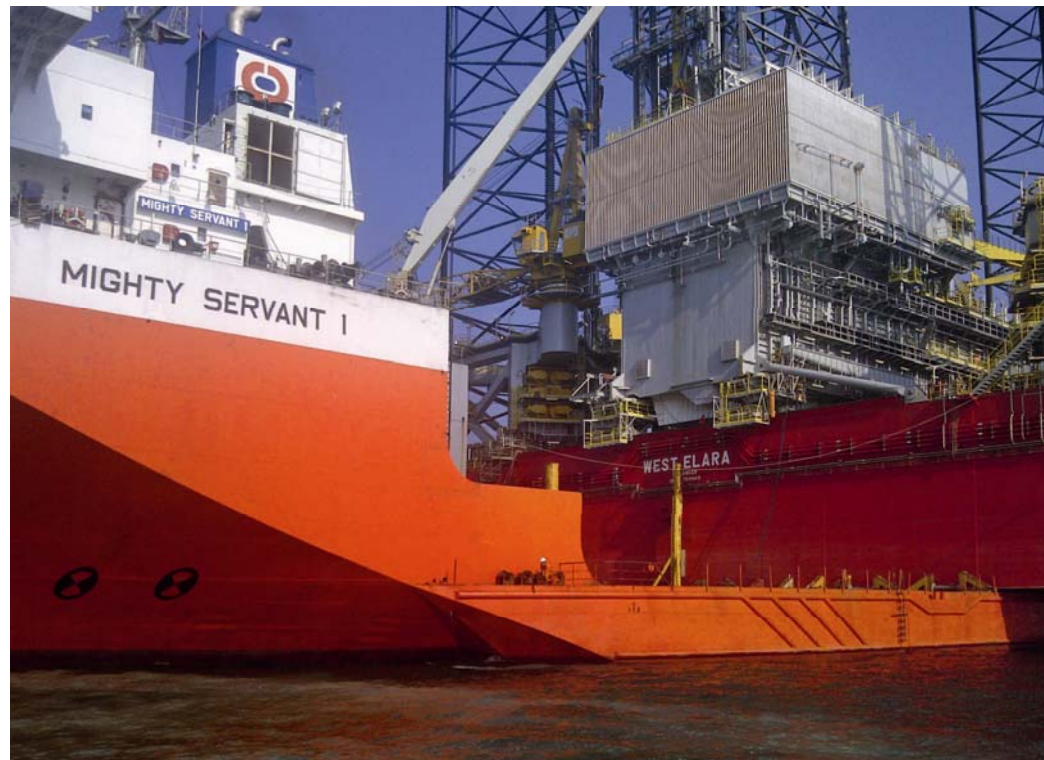
- Revenues of USD 113 million (USD 109 million Q2 2011)
- EBITDA of USD 40 million (USD 35 million Q2 2011)
- Operating margin of 36% (32% in Q2 2011)
- Net profit of USD 8 million (USD 3 million in Q2 2011)
- Cash flow from operating activities of USD 46 million (USD 25 million in Q2 2011)





*West Elara on MS1*

- Oil & Gas: Exploration & Development



- Jack-up drilling rig from Singapore to Norway





# SS Amazonia on Trustee

- Oil & Gas: Exploration & Development



- Semi submersible drilling unit from China to Brazil



# Barge and Tugs on Swan

- Port & Marine Infrastructure



- Barges and tugs from USA to Argentina



*Corocoro*

- Oil & Gas: Production



- Corocoro float-over for PDVSA Venezuela



# *Bongkot platform on MV Black Marlin*

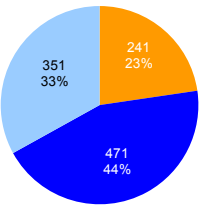
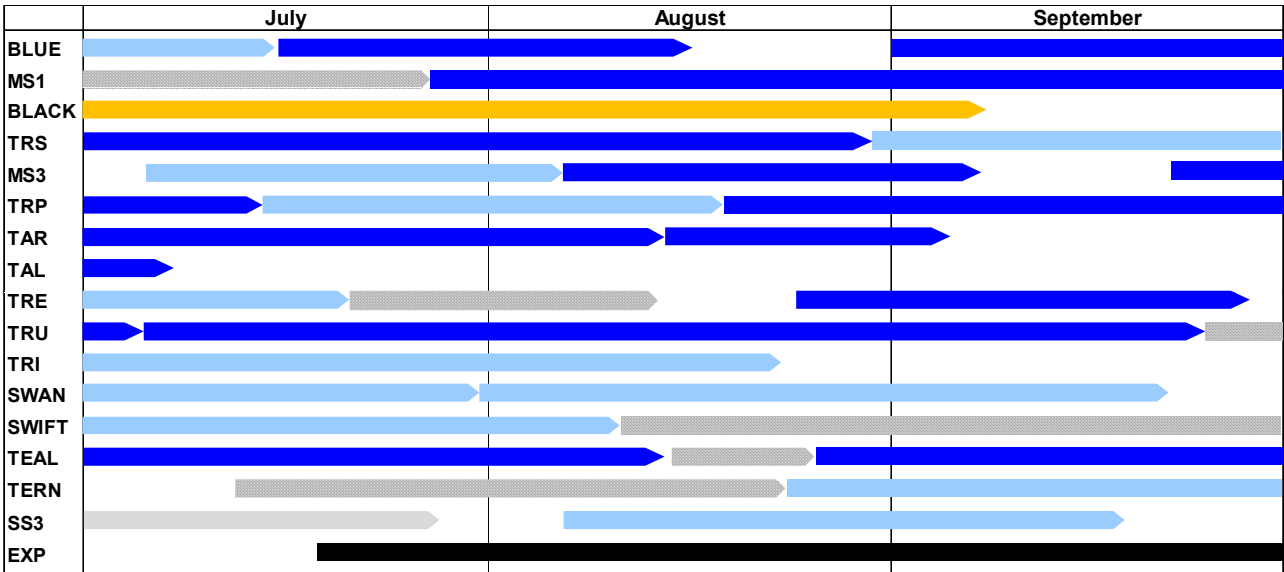
- Oil & Gas: Production



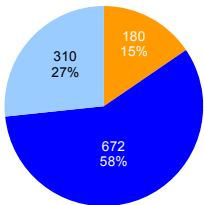
- Bongkot float-over for Hyundai in Gulf of Thailand



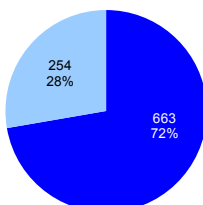
Dockwise Q3 2011 schedule



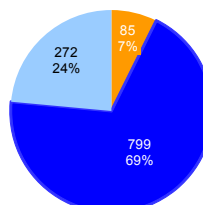
Days Q3 2010



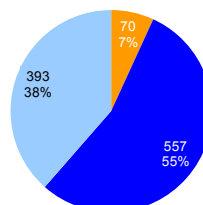
Days Q4 2010



Days Q1 2011



Days Q2 2011



Days Q1 2011



# Dockwise Vanguard; Update on Progress



- New vessel to be named *Dockwise Vanguard*
- Execution on budget and on schedule
- First contract for Jack and St Malo platform, second for Goliat FPSO
- Milestone payment schedule
  - USD 35 million in Q2 2012
  - USD 45 million in Q3 2012
  - USD 45 million in Q4 2012



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# Q3 2011 Income statement

Q3 2011	Q2 2011	Δ Q3 '11 vs Q2 '11	Q3 2010		YTD Q3 2011	YTD Q3 2010	Δ Q3 '11 vs Q3 '10
<i>Amounts in USD million and rounded</i>							
112.9	109.2	3.3%	108.9	Revenue	311.1	316.2	(1.6%)
40.4 35.9%	35.1 32.1%	15.6%	46.1 42.3%	EBITDA Margin	104.0 33.4%	125.2 39.6%	(16.9%)
8.0	2.6	204.9%	13.1	Net Profit / (Loss)	2.7	14.6	(81.9%)
8.0	2.6	204.9%	12.9 *	Adjusted Net Profit / (Loss)	6.9 **	20.0 ***	(65.8%)

\* Excludes USD 0.2 million non recurring finance income and costs relating to debt buy back and loan redemptions in Q3 2010

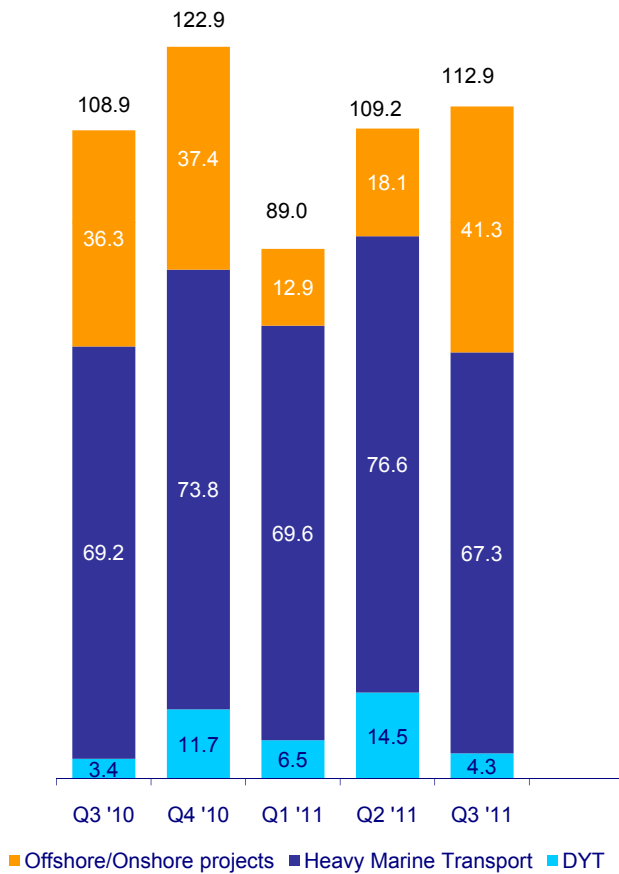
\*\* Excludes impairments on MV Explorer in YTD Q3 2011 totalling USD 4.2 million

\*\*\* Excludes USD 6.2 million (non cash) impairment on the divestment of the MV Enterprise and excludes USD 0.8 million non recurring finance income and costs relating to debt buy back, loan redemptions in YTD Q3 2010





# Revenues

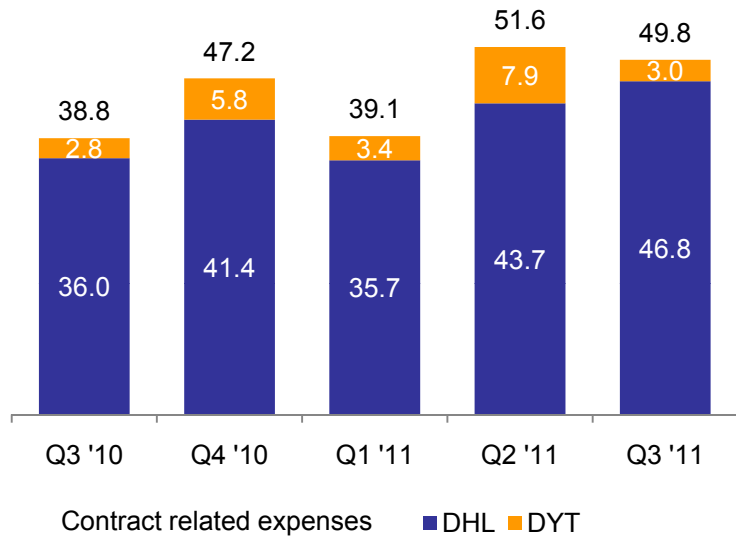


- Q3 utilization of 70% (Q2 2011 85%)
- Onshore/Offshore 37% of revenues
- Rig movements stable (33 rig contracts in 2011 YTD)
- DYT revenues reflect “low season” quarter



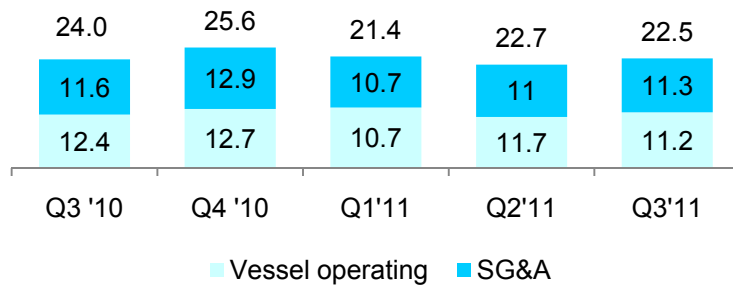


# Expenses



## Contract related expenses reflect

- Lower activity level
- DYT low season



# Balance Sheet

	30 Sep 2011	30 Jun 2011	31 Dec 2010	30 Sep 2010
<i>Amounts in USD 1 million</i>				
Property, plant and equipment	955.0	890.2	886.1	896.2
Intangible assets	591.3	592.2	594.5	595.8
Employee benefits	5.6	6.6	4.6	5.0
<b>Non-current assets</b>	<b>1,551.9</b>	<b>1,489.0</b>	<b>1,485.2</b>	<b>1,497.0</b>
Inventories	24.4	26.0	20.1	17.0
Trade and other receivables	71.4	63.3	49.9	105.7
Cash and cash equivalents	12.5	63.9	73.1	51.8
<b>Current assets</b>	<b>108.3</b>	<b>153.2</b>	<b>143.1</b>	<b>174.5</b>
<b>Total assets</b>	<b>1,660.2</b>	<b>1,642.2</b>	<b>1,628.3</b>	<b>1,671.5</b>
<b>Equity</b>	<b>993.0</b>	<b>982.6</b>	<b>979.9</b>	<b>859.9</b>
<b>NC interest bearing borrow.</b>	<b>505.7</b>	<b>507.8</b>	<b>512.3</b>	<b>624.8</b>
Current maturities IBB	11.1	11.1	9.4	9.4
Trade and other payables	150.4	140.7	126.7	177.4
<b>Current liabilities</b>	<b>161.5</b>	<b>151.8</b>	<b>136.1</b>	<b>186.8</b>
<b>Total equity and liabilities</b>	<b>1,660.2</b>	<b>1,642.2</b>	<b>1,628.3</b>	<b>1,671.5</b>

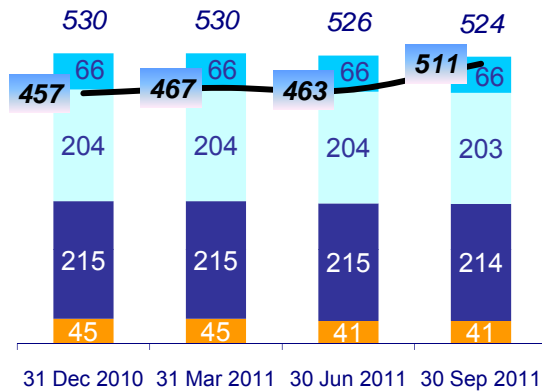
# Cash flow

Amounts in USD 1 million

	Q3 '11	Q2 '11	Q3 '10	YTD Q3 '11	YTD Q3 '10
CF from operating activities before movements in working capital	42.0	35.9	46.9	104.4	125.5
Movement working capital	4.3	(11.1)	(2.2)	5.9	(17.8)
<b>Operating activities</b>	<b>46.3</b>	<b>24.8</b>	<b>44.7</b>	<b>110.3</b>	<b>107.7</b>
Interest and income tax paid/ received	(10.6)	(10.7)	(13.6)	(31.5)	(35.1)
<b>CF from Operating activities</b>	<b>35.7</b>	<b>14.1</b>	<b>31.1</b>	<b>78.8</b>	<b>72.6</b>
Acquisition PPE and intangible assets	(84.5)	(10.2)	(6.8)	(133.5)	(26.2)
<b>Investing activities</b>	<b>(84.5)</b>	<b>(10.2)</b>	<b>(6.8)</b>	<b>(133.5)</b>	<b>(26.2)</b>
Repayments	(2.5)	(3.7)	(11.9)	(6.3)	(46.4)
Share issue	-	-	-	0.4	-
<b>Financing activities</b>	<b>(2.5)</b>	<b>(3.7)</b>	<b>(11.9)</b>	<b>(5.9)</b>	<b>(46.4)</b>
<b>Net cash flow</b>	<b>(51.3)</b>	<b>0.2</b>	<b>12.4</b>	<b>(60.6)</b>	<b>-</b>
<b>Cash at beginning of period</b>	<b>63.8</b>	<b>63.6</b>	<b>39.4</b>	<b>73.1</b>	<b>51.8</b>
<b>Cash at end of period</b>	<b>12.5</b>	<b>63.8</b>	<b>51.8</b>	<b>12.5</b>	<b>51.8</b>



# Debt repayment



- No major repayments scheduled before 2015
- Debt facilities in place until 2015 / 2016
- Net debt at end Q3 2011 at USD 511 million

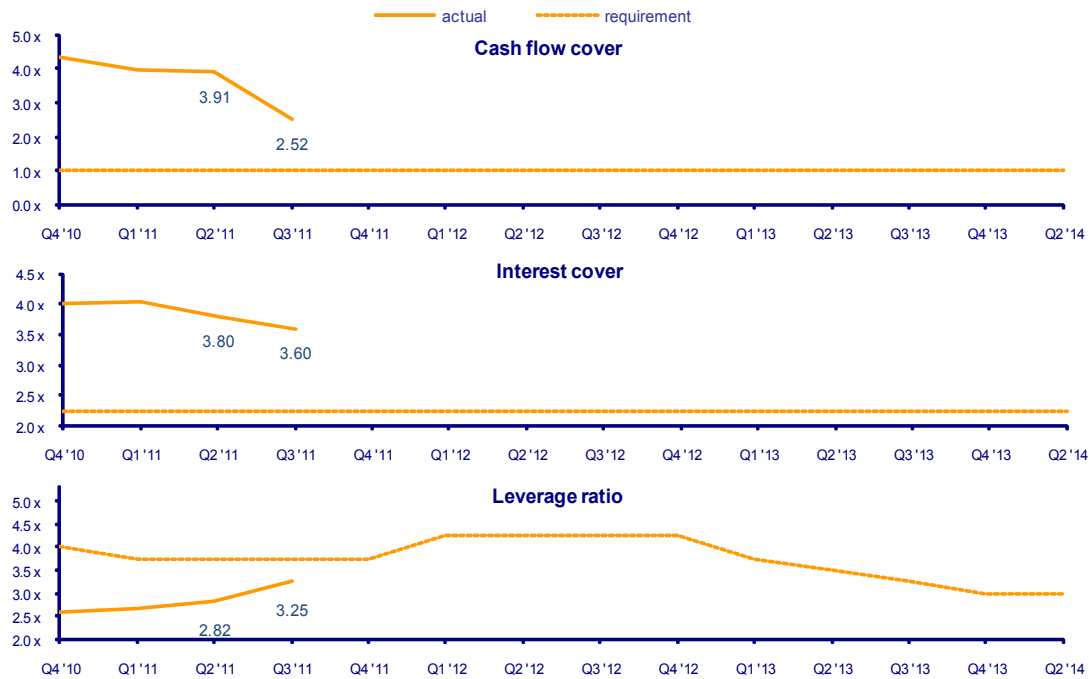


\* including current maturity USD 11.1 million (payable in 2011/2012)

REPAYMENT SCHEDULE									
USD millions	Q3 '11	Q4 '11	Q2 '12	Q4 '12	Q1 '13	Q1 '14	Q1 '15	Q1 '16	Q2 '16
Facility A		6	5	30					
Facility B	1						214		
Facility C	1							203	
Facility D									66
<b>Total</b>	<b>2</b>	<b>6</b>	<b>5</b>	<b>30</b>	<b>-</b>	<b>-</b>	<b>214</b>	<b>203</b>	<b>66</b>
<b>Outstanding</b>	<b>524</b>	<b>518</b>	<b>513</b>	<b>483</b>	<b>483</b>	<b>483</b>	<b>269</b>	<b>66</b>	<b>-</b>



# Bank covenant ratios



- Net debt going forward impacted by installments on *Dockwise Vanguard*
- De-risked covenant compliance after variation orders and changes to payment conditions
- Dockwise waiver request accepted

## DEFINITIONS

$$\frac{\text{Free cashflow}}{\text{Net debt service}}$$

$$\frac{\text{Consolidated EBITDA}}{\text{Net debt service}}$$

$$\frac{\text{Consolidated total net debt}}{\text{Consolidated EBITDA}}$$





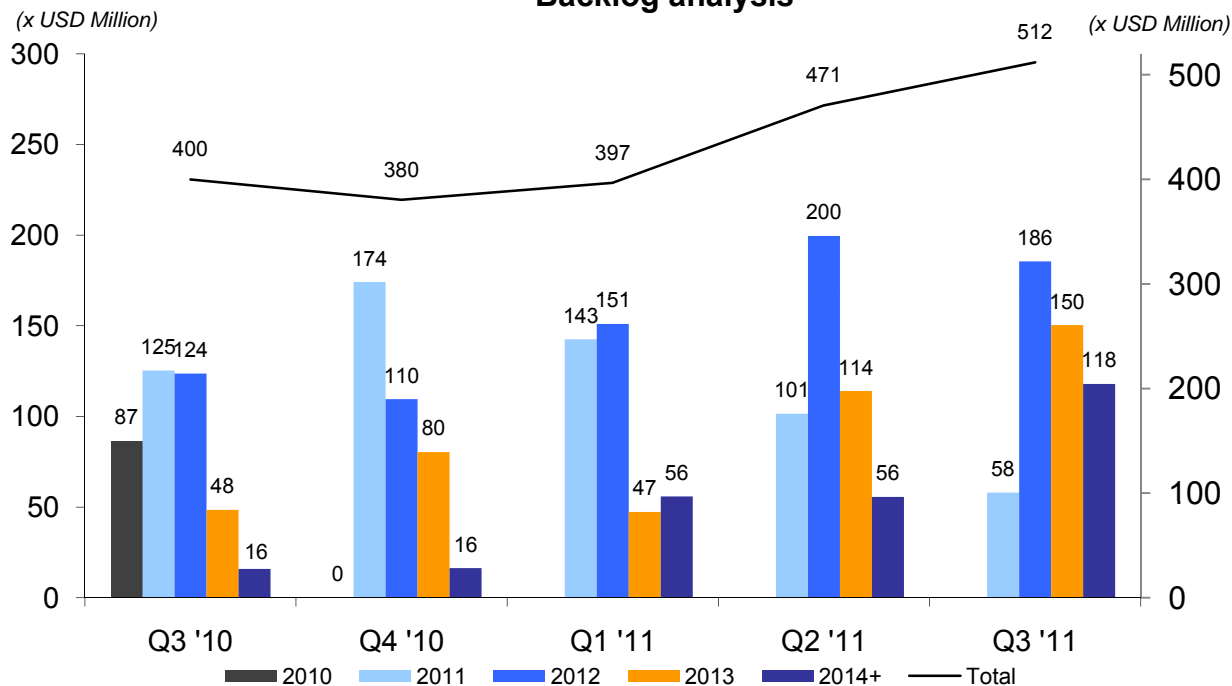
# Protection of cash flow and debt structure

- New client payment arrangements and variation order proceeds
- Rescheduled Dockwise Vanguard payments
- New covenant (leverage) ratios 2012- 2013 following waiver request
- Letter of intent to sell DYT



# Backlog at end Q3

## Backlog analysis

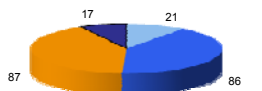


- Total backlog increased by USD 41 million in Q3 2011 to record level of USD 512 million
- Projects 2012 slipped into 2013
- Booking as far out as 2015
- More than USD 25 million new contracts booked post Q3 for execution 2011 and 2013

\*Gross revenue in year of execution

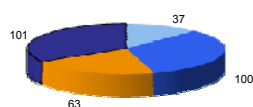
Q3 2011: Offshore and Onshore

Q3 2011: Rigs, Semi's O&GT and Various



Total USD 211 million

■ 2011 ■ 2012 ■ 2013 ■ 2014+



Total USD 301 million

■ 2011 ■ 2012 ■ 2013 ■ 2014+



# Agenda

- Quarterly developments

André Goedée

- Financials Q3 2011

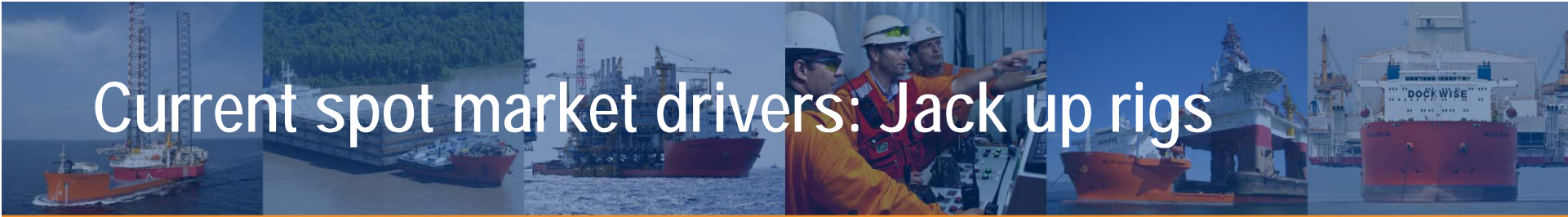
Peter Wit

- Summary

André Goedée

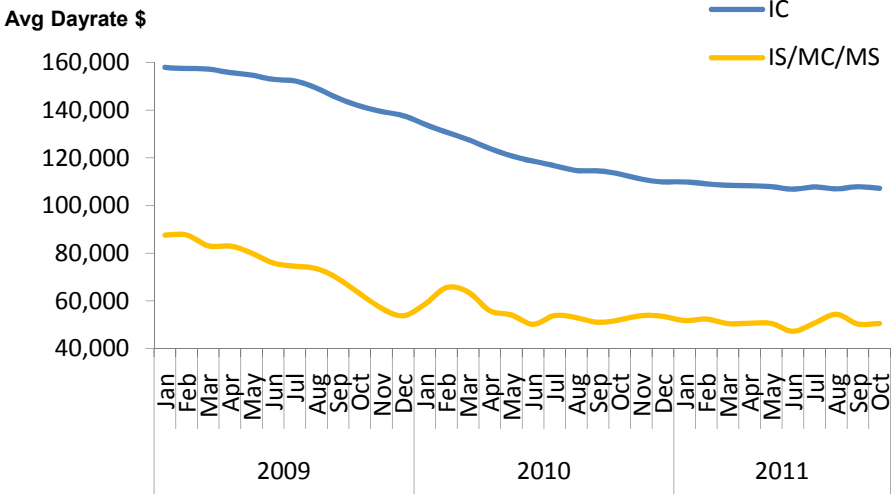
- Questions & Answers



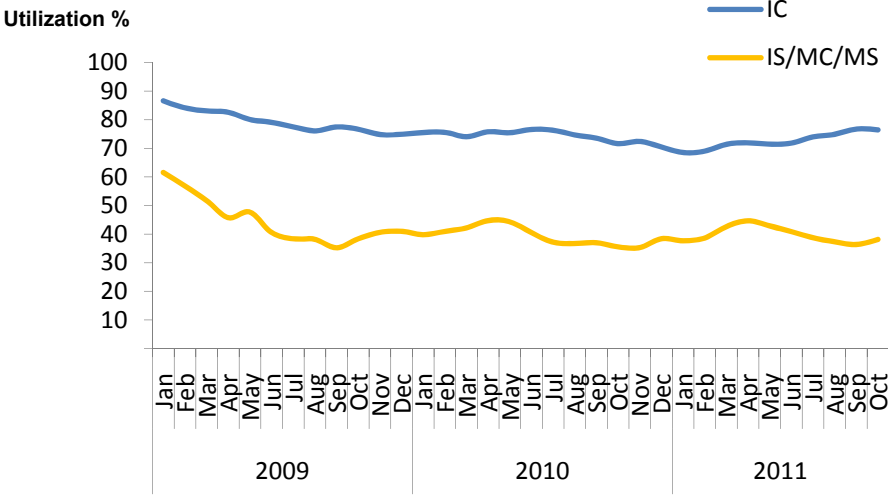


# Current spot market drivers: Jack up rigs

**Average dayrate working jack up rigs**



**Under contract utilization jack up rigs**



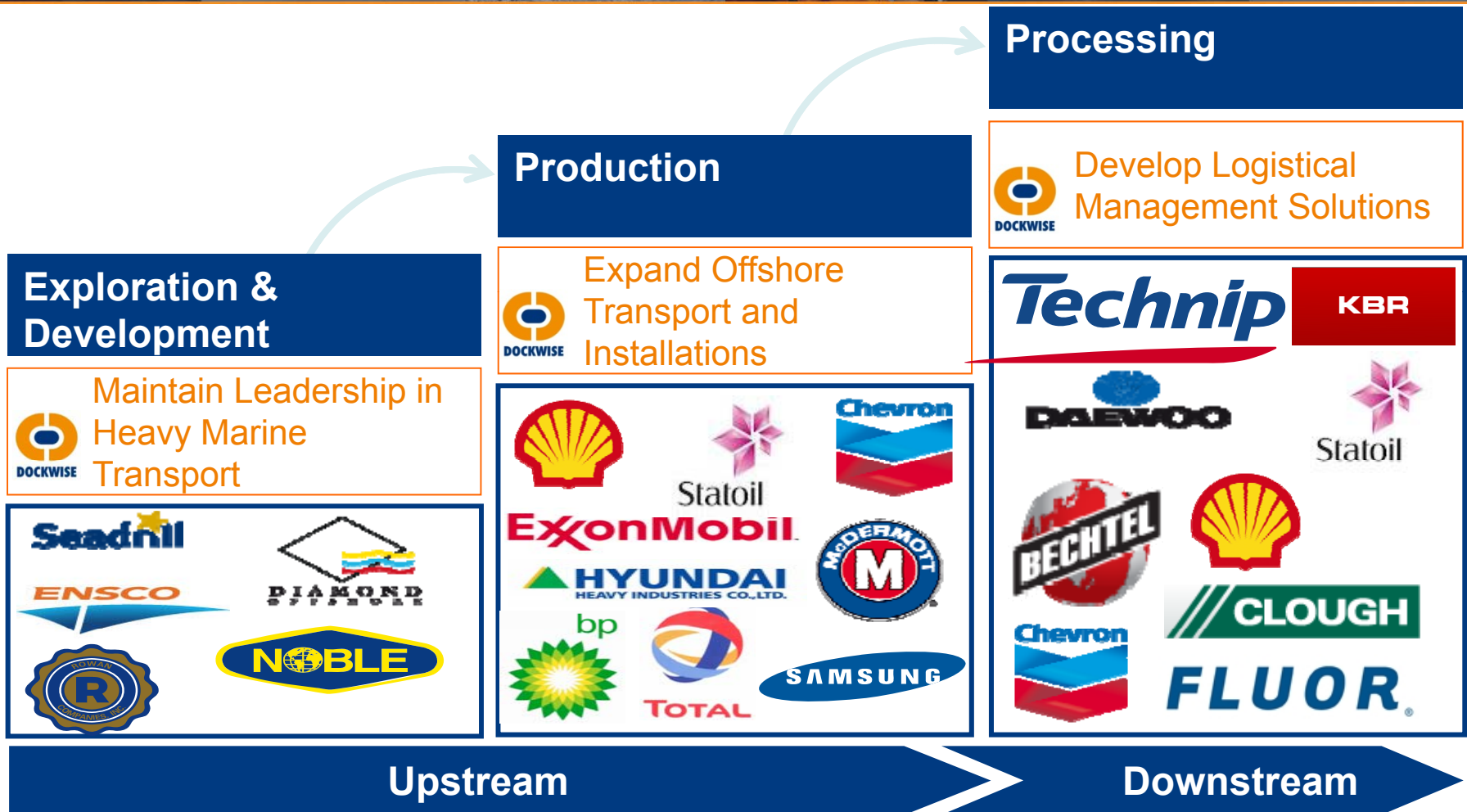
Note: Independent Cantilever (IC), Independent Spud (IS), Mat Cantilever (MC), Mat Supported (MS)



# Current trading and outlook

- Overall pricing weakness for short term work
  - Volume weakness in Port & Marine Industry segment
- Impact on Dockwise may continue into early months of 2012
- Sustained flow from 2013 for Transport & Installation projects
- Successful tendering for Transport & Installation
- Sustainable growth opportunities for Dockwise
  - Clients seeking integrated services: transport, installation, jackets, subsea completion
  - FPSO & LNG opportunities

# Strategy to match the demands from clients in the oil & gas industry



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