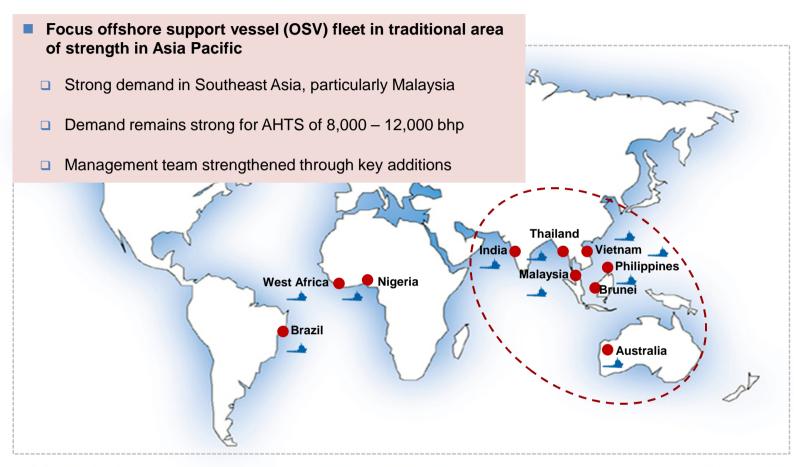
## Offshore Support Services Division: EMAS Marine

## **Offshore Support Services**









## **EMAS Marine Fleet**



Total Fleet Size: 43 vessels

Average Vessel Age: 5.2 years

#### AHTS / AHT (< 8,000 bhp) : 14 vessels







#### AHTS / AHT (≥ 8,000 bhp) : 16 vessels



**PSV (≥ 5,000 dwt) : 2 vessels** 







## **Growth in Revenue and Assets**



#### **Growing Revenue with OSV Fleet Expansion**

## Expansion of Assets

#### OSV Revenue (US\$'m) No. of Vessels 43<sup>1</sup> 50 300 42 PSVs 250 Crew Boats 40 31 AHT/AHTS 200 OSV Revenue 30 150 20 15 100 10 50 0



FY2009

FY2012



FY2013

FY2003

FY2006

## **FY2014 Offshore Support Services Outlook**



#### Positive Outlook with Some Challenges / Constraints

- Growing activity, due to increased number of offshore platforms and rigs, especially in Asia Pacific
  - Increasing demand for OSVs with large deck areas, accommodation capacity, and DP capability.
- Charterers' increasing preference for newer vessels, based on overall performance, fuel economy, economically-friendly and HSE issues
- Impact of past oversupply may continue to restrict charter rates
- Increasing cabotage requirements, especially in Southeast Asia
- Deepwater growth opportunities in Asia Pacific continues to improve, especially in Malaysia
  - □ Demand remains strong for AHTS of 8,000 12,000 bhp
- Looking to add vessels in 2015 and 2016







Source: HSBC 30



## **Marine Services Division: TRIYARDS**

## **TRIYARDS**

#### **◆ TRIYARDS SSY**

- Formerly known as Saigon Shipyard
- Located in Ho Chi Minh City on the banks of the Saigon River
- Quayside access of over 340m, 60km to the South China Sea

#### **◆ TRIYARDS SOFEL**

- Formerly known as Saigon Offshore Fabrication & Engineering
- Located in Vung Tàu at the southern tip of Vietnam
- Quayside access of 450m along the Dinh River

#### TRIYARDS HOUSTON

- Located in Central Houston on 13 acres, with 200,000 sq. feet of covered fabrication facilities
- Design and fabrication of offshore cranes with lifting capacities from 10 to over 1,000 tons
- Supplies platforms, supply vessels, barges and construction vessels

#### Leading Builder of Self Elevating Units (SEU) in Southeast Asia

- ✓ Delivered six SEUs in the last 4 years
- ☑ Delivered two 6,000T oil tankers
- ☑ Delivered two 3,500 dwt Platform Supply Vessels (PSV)
- ☑ Delivered one 2,000 bhp Anchor Handling Tug and Supply (AHTS) vessel
- ✓ Currently under construction:
  - ☑ Two first of its kind 450 ft SEUs and one customised 335 ft SEU







#### **TRIYARDS**

## Marine Services – TRIYARDS Business Strategy and Progression of Products

#### **TRIYARDS Strategy for Growth**

- Focused on the design and construction of SEUs and sophisticated OSVs
- Develop own offshore equipment product line and branding for offshore equipment (i.e. cranes, A-frames, winches)
- Expand ship repair business, including repair of non-OSVs like passenger cruise ships
- Expand into new product categories such as fabrication of aluminium-based vessels
- Establish presence in new markets (i.e. Brazil, Australia)



#### **Progression of Products**



**1st Generation SEU** 

2nd Generation SEU



3rd Generation SEU

2007: 1st Generation Self Propelled SEU

Leg Length: 335 feet Working Water Depth: 215 feet Accommodation: 160 men 2012: 2nd Generation Self Propelled SEU

Leg Length: 450 feet Water Depth: 300 feet Accommodation: 300 men 2013: 3rd Generation Self Propelled SEU

Leg Length: 530 feet Water Depth: 400 feet Accommodation: 220 men





#### 4 TRIYARDS

# Marine Services – TRIYARDS Latest Developments

#### Launched design for new 400 ft drilling jack-up (TDU-400)

- One of only three Singapore yards able to design and build its own proprietary drilling jack-ups and self-elevating units (SEUs)
- Competitively priced without compromising operating performance
- Target to grow market share of Southeast Asia's SEU and rig market with latest designs

#### Key advantages of design

- Value engineered to optimize build weight while maintaining maximum structural strength to deliver premium performance & capability
- Compared with equally classed and outfitted jack-up rigs, design is lighter in overall weight and still exceeds Classification Society's rules for 100 knot wind and wave criteria for global operations in 400 ft of working water depth
- Utilising an advanced leg design, the lighter jack-up allows for higher payload
- Superior capabilities/ enhancements:
  - Enhanced jacking system designed in collaboration with globally recognised partner
  - Automatic Rack Phase Differential (RPD) monitoring and autocorrection
  - 80 foot cantilever reach is designed to accommodate the latest high pressure, high temperature blowout preventer (BOP) configurations standard
  - ✓ 1,500,000 hook-load
  - ✓ Large accommodation capacity up to 220 persons







## **EMAS Energy and EMAS Production**

## **Overview of EMAS Energy**



- Leading regional service provider of niche well intervention, hydraulic workover (HWO), plug and abandonment (P+A) services and pipeline and process testing and commissioning
- Focus on high-technology and cutting-edge well-intervention equipment and services, as well as a fleet of mobile P+A, workover and HWO units
- Team of experienced operators trained in a host of multi-disciplined well servicing applications

#### **Overview of Business Segments**

#### **Well Services**



#### Well services

- Well intervention / HWO
- Well stimulation
- Plugging and abandonment
- Well deepening and clean outs

#### **Other Services**



#### Fluid pumping

- Water injection, treatment & disposal
- Stimulation
- Well pressure testing
- Bucking and pressure testing services



#### **Pipeline and process**

- Nitrogen purging / helium leak detection
- Skimming / vessel cleaning
- FPSO umbilical testing



#### **Oiltools rental**

 Drillstring subs / crossovers / spools / collars / manual tongs / mud motors / BOP equipment



## **Overview of EMAS Energy Clients and Assets**



Established client network among leading Oil and Gas players in Thailand



• State-of-the-art equipment, including fleet of advanced rigs which are capable of withstanding harsh environments and deployable onshore and offshore











### **Overview of EMAS Production**



#### **EMAS Production Overview**

- Provider of offshore construction and production vessels and services
- Listed as EOC Limited on the Oslo Børs in 2007
- Expertise in project management, engineering, construction, installation and operation & maintenance in the fixed and floating production sectors
- Owns and operates two FPSOs and three construction vessels

#### **FPSO Assets**



Client: Premier Oil Vietnam Offshore

Location: Chim Sao Field, Vietnam

First Oil: Oct 2011

Technical Specs

Gross Tonnage: 94,647 (Suezmax-equivalent)

 DWT (Tropical):
 188,101

 Storage:
 660,000 bbl

 Oil:
 50,000 BOPD

 Gas:
 89 MMSCFD

Water Injection: 60,000 bbl/d

Production: 50.000 bbl/d





One of the world's largest gas FPSOs

Client: Hess Exploration and

Production Malaysia B.V

Location: North Malay Basin, Malaysia

First Gas: Nov 2013

**Technical Specs** 

Gross Tonnage: 63,101 (Aframax-equivalent)

DWT (Tropical): 127,540 Storage: 725 mbbl

Export Gas: 175 MMSCFD (at 2,000 PSIG)

Condensate 4,000 bbl/d



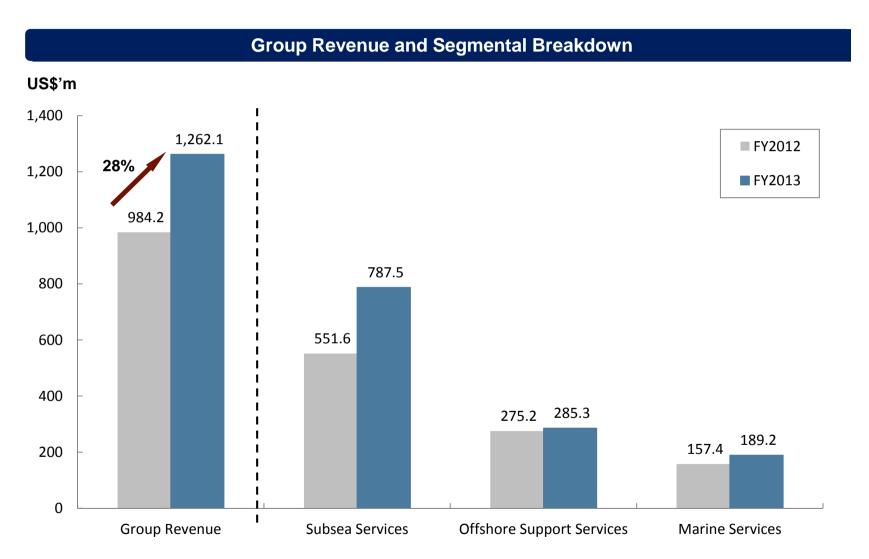
## **Financial Highlights**

## **1QFY2014 Financial Highlights**

| US\$'m         | 1QFY2013 | 1QFY2014 | Change<br>(%) Revenue   |
|----------------|----------|----------|---|
| Revenue        | 278.7    | 339.8    | <ul> <li>Increased revenues from Subsea         Services Division and Marine Services         Division, partially offset by decrease in revenue from Offshore Support Services         Division     </li> </ul> |
| Gross Profit   | 49.9     | 50.6     | 1<br>■ Gross Profit Margin  |
| EBITDA         | 38.7     | 39.4     | Decreased due largely to higher revenue contribution by Subsea Services Division which has comparably lower gross margins from the other divisions  |
| Profit from    | 20.4     | 17.4     | (15) Profit from Operations   |
| Operations PAT | 7.9      | 8.7      | Decreased due to lower other operating income, offset by decrease in administrative expenses  10  |
| PATMI          | 6.8      | 6.3      | (7)   |



## **FY2013 Financial Highlights**





## **FY2013 Financial Highlights**

| US\$'m                    | FY2012 | FY2013  | Change (%)  Revenue  Increased contributions across key business divisions, partially offset by off-hire of vessels for maintenance and delay |
|---------------------------|--------|---------|---|
| Revenue                   | 984.2  | 1,262.1 | in execution of certain subsea projects  28  Gross Profit   |
| Gross Profit              | 186.2  | 169.2   | (9) Decreased due mainly to lower gross profit margins from the Subsea Services Division, caused by higher than expected                      |
| EBITDA                    | 174.3  | 195.7   | cost at the project level in 3QFY13, which was partly due to the recognition of additional costs that were previously unexpected              |
| Profit from<br>Operations | 117.9  | 108.7   | <ul> <li>Profit from Operations</li> <li>Decreased due to lower gross profit, higher administrative expenses offset by</li> </ul>             |
| PAT                       | 66.0   | 64.1    | higher other income mainly from gain in disposal of available for sale investment   |
| PATMI                     | 66.1   | 53.6    | <ul> <li>PATMI</li> <li>Lower gross profit and increase in administrative and finance expenses</li> </ul>                                     |



## Segmental Revenue Breakdown

#### Subsea Services

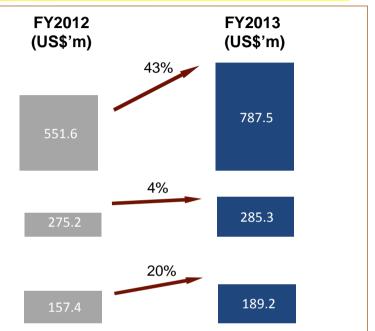
Increase in number of projects undertaken and increase in value of projects, partially offset by delay in execution of certain projects.

#### Offshore Support Services

New vessels delivered, partially offset by some vessels undergoing drydock, repair and maintenance in preparation for upcoming long term charters.

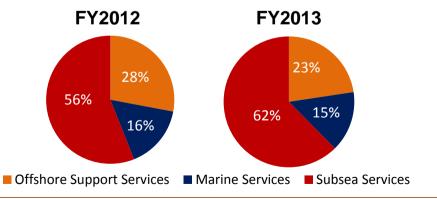
#### Marine Services

 Completion of three offshore support vessels and commencement of construction of three self-elevating units



#### Revenue Breakdown

- Group's growth strategy evidenced by increased contribution since FY2012 from Subsea Services Division
- Subsea Services Division contributed more than 60% of total group revenue in FY2013



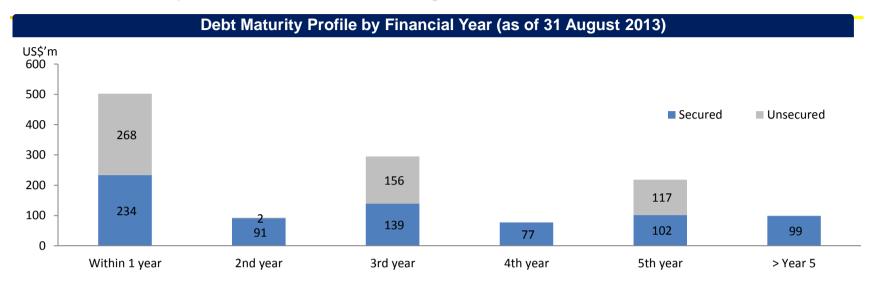


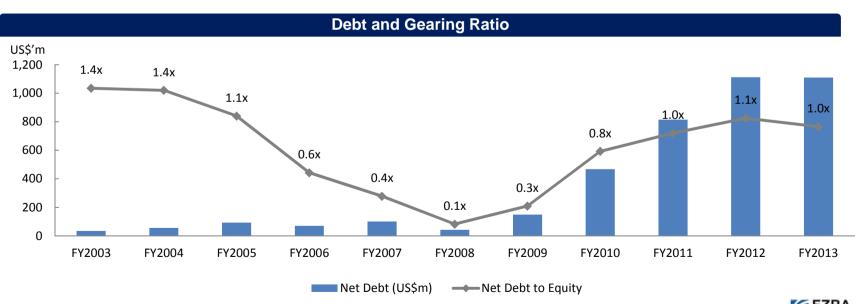
## **Statement of Financial Position**

| US\$'m                  | 31 Aug 2013 | 30 Nov 2013 |
|-------------------------|-------------|-------------|
| Cash & Equivalents      | 176         | 178         |
| Current Assets          | 1,090       | 1,130       |
| Non-Current Assets      | 1,837       | 1,952       |
| Current Liabilities     | 961         | 1,051       |
| Non Current Liabilities | 826         | 883         |
| Net Debt                | 1,113       | 1,180       |
| Shareholders' funds     | 1,091       | 1,097       |
| Net Debt/ Equity (%)    | 102         | 108         |
| Current Ratio (x)       | 1           | 1           |



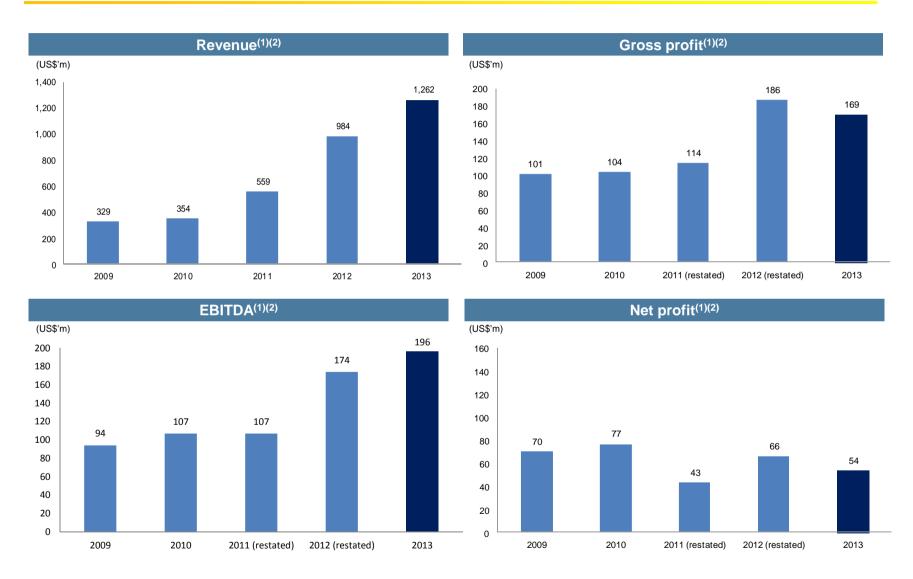
## **Debt Maturity Profile and Gearing Ratio**







## **Group Profit and Loss Highlights**



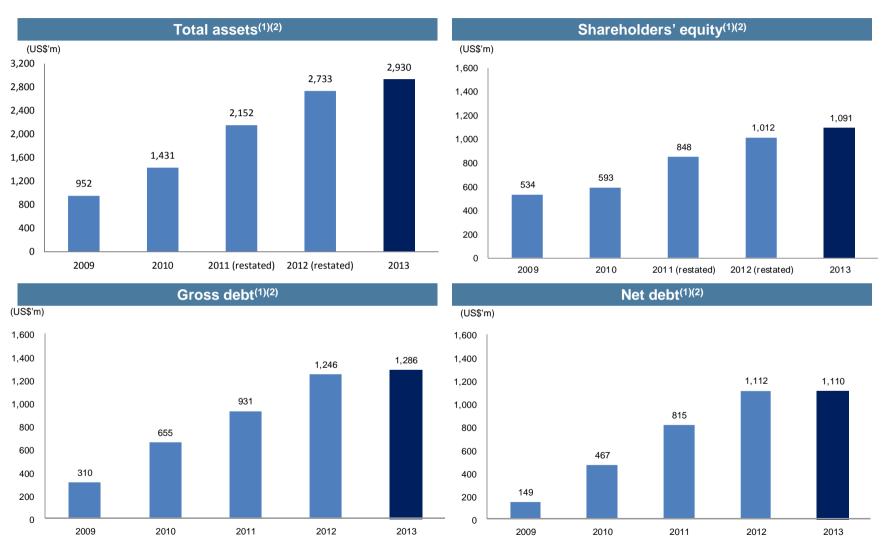
#### Notes:

1 Fiscal year ended 31 August



<sup>2</sup> Net profit attributable to owners of the parent

## **Group Balance Sheet Highlights**



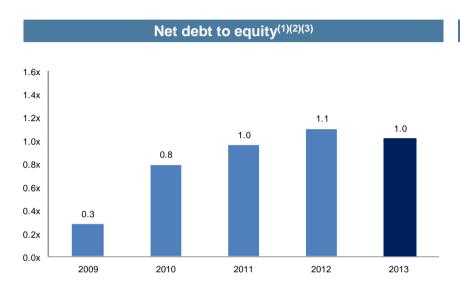
Notes:

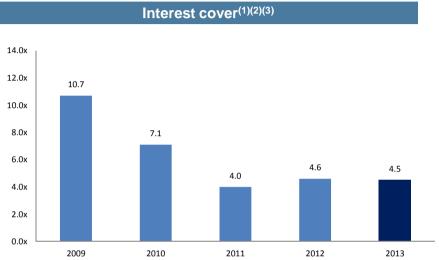


<sup>1</sup> Fiscal year ended 31 August

<sup>2</sup> Excluding non-controlling interest

## **Group Financial Ratios**





- 1 Fiscal year ended 31 August
  2 Defined as ratio of total external indebtedness (net of cash and equivalents) owing to bank and financial institutions to shareholders equity
- 3 Defined as ratio of EBITDA to financial expenses



# Thank you

