

EMAS

EMAS

# **Investor Presentation**

**Credit Suisse Oil & Gas Conference** JANUARY 2015

### **Disclaimer**

This release contains forward-looking statements concerning the financial condition, results of operations and businesses of Ezra. All statements other than statements of historical fact are, or may be deemed to be, forward-looking statements. Forward-looking statements are statements of future expectations that are based on management's current expectations and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in these statements. Forward-looking statements include, among other things, statements concerning the potential exposure of Ezra to market risks and statements expressing management's expectations, beliefs, estimates, forecasts, projections and assumptions. Although the Group believes that the expectations reflected in such forward-looking statements are reasonable, it can give no assurance that such expectationary statements contained or referred to in this section. Readers should not place undue reliance on forward-looking statements. Neither the Company nor any of its subsidiaries and associates undertake any obligation to publicly update or revise any forward-looking statement as a result of new information, future events or other information. In light of these risks, results could differ materially from those stated, implied or inferred from the forward-looking statements contained in this release.



### Agenda



### **Company Overview**

Subsea Services Division: EMAS AMC

**Offshore Support & Production: EMAS Offshore** 

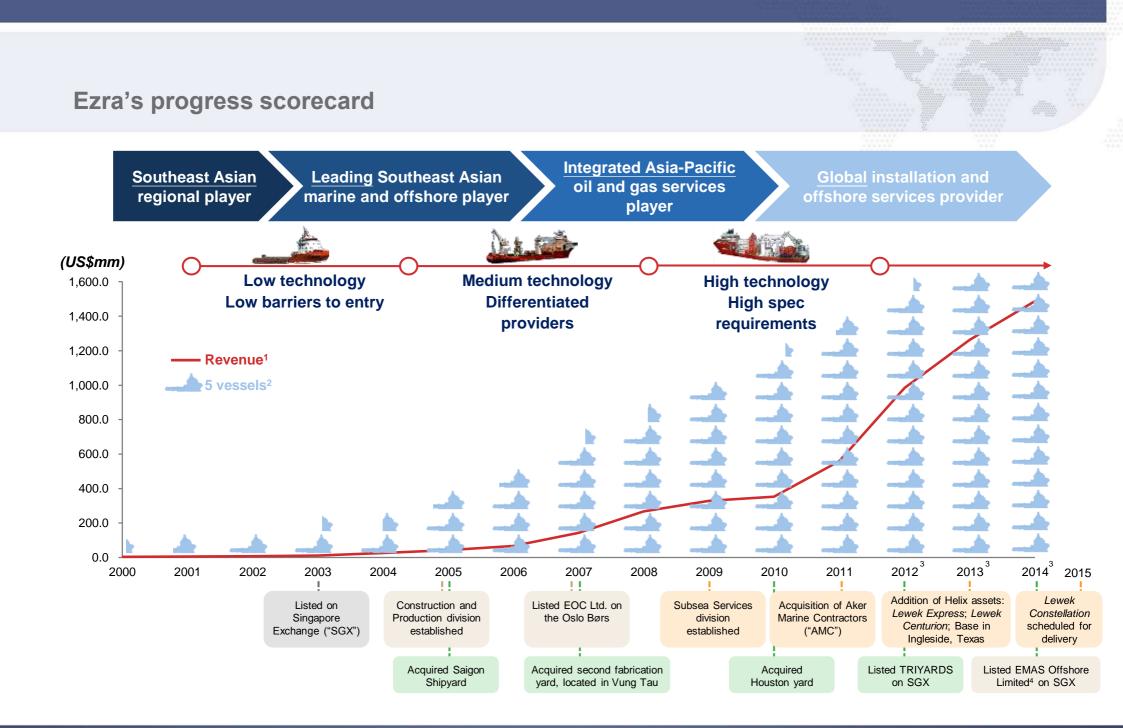
Marine Services Division: TRIYARDS

**EMAS Energy** 

**Financial Highlights** 

Appendix



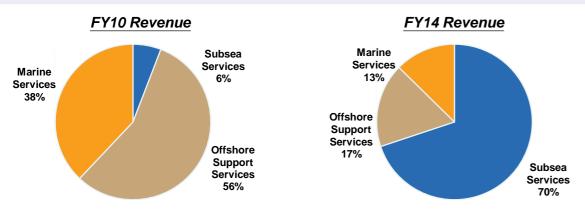


#### Source: FactSet



Note: Revenue and number of vessels are by fiscal year, events are by calendar year; <sup>1</sup> Revenue from FY2000 to FY2006 converted to US\$ using average exchange rates of the respective financial years; <sup>2</sup> Vessels include vessels which are managed, owned or operated (including those from its associated companies and joint ventures); <sup>3</sup> FY2012, FY2013 and FY2014 include vessels to be delivered; <sup>4</sup> Formerly known as EOC Ltd.

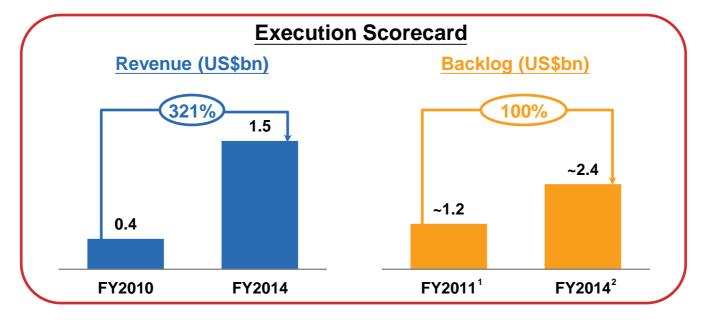
### Delivering Dynamic Deepwater Installation Solutions across the Energy Value Chain



Premier offshore services provider

### Ezra's Scorecard

- Revenue of c.US\$1.5 billion
- Successfully completed <u>Lewek Constellation's</u> first job in West Africa
- Consolidated EMAS Marine into EMAS
   Offshore Limited, which achieved secondary listing on the Mainboard of SGX-ST



Note: <sup>1</sup> As of Oct 2011. Backlog disclosures only commenced in FY2011; <sup>2</sup> As of Oct 2014 after the Business Combination of EMAS Marine and EMAS Offshore Limited; Group's backlog is inclusive of a backlog of US\$520 million from the two FPSOs, *Lewek EMAS* and *Perisai Kamelia* that EMAS Offshore Limited has stakes in.

# Blue-Chip Client Base, focused on key leading and growing offshore basins





## Ezra Holdings Limited

Key strengths





### Together We Deliver

**Right People** 



Lewek Constellation is a stellar example of how Ezra Group has managed to employ a synergistic approach to pool resources and personnel across our divisions to deliver results for our clients.



Embracing the diversity of our global workforce of 8,000 employees, Ezra integrates the multi-cultural talents to achieve the best value solutions for our clients.



Strategically located at the heart of Asia-Pacific with regional offices established across the thriving offshore industries of the North Sea and Gulf of Mexico, Ezra is poised to capture global opportunities across the major offshore oil and gas markets, spanning the Americas, to West Africa, the North Sea and in Asia.



#### **Segments overview** EZRA 100.0% 75.5% 60.9% 100.0% **EMAS** EMAS 🖉 EMAS TRIYARDS EMAS Offshore Limite **Offshore Support & Accommodation Services Marine Services** Well Services Subsea Services **Offshore Production Services** Comprehensive offshore seabed-Separately listed on the Oslo Børs and secondary listing on SGX-ST as Separately listed on the SGX-ST Provides well services, fluid to-surface installation and EMAS Offshore Limited (formerly known as EOC Limited) as Triyards Holdings Limited pumping, pipeline & process and engineering services Market cap: US\$169mm<sup>1</sup> oiltools rental Market cap: US\$116mm<sup>1</sup> Owns / operates 51 vessels Operates 12 vessels Fabrication of high-end Market leader in Thailand with Subsea Umbilicals, Risers offshore vessels and Offshore Support & Accommodation Services project execution experience in and Flowlines ("SURF"), equipment Owns, operates and manages a young and diverse fleet of 41 Vietnam and the Philippines floater & mooring, pipeline OSVs, 5 OAVs, 2 barges and a heavy lift and pipelay vessel installation Offshore Production Services Heavy lift operation Owns or operates 2 Floating, Production, Storage and Offloading Decommissioning and ("FPSO") vessels removal Subsea tie-back contractor Strong presence in the Asia-Pacific market **EMAS EMAS EMAS TRIYARDS EMAS Production<sup>2</sup>** FY14 revenue **contribution Energy** AMC Marine<sup>2</sup> 13% 2% No revenue contribution 68% 17% FY14 Profit After Tax ("PAT") contribution to Ezra: US\$25.3mm<sup>2,3</sup>

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### Subsea Services – EMAS AMC

### A Leading Global Deepwater Installation Solutions Provider

#### Ranks top 5 globally

- EMAS AMC is one of the top 5 players in the global SURF market and a major subsea EPCI player
  - Young and modern fleet
  - All dynamic positioning based with world-class capabilities, supported by spool bases and specialized equipment
  - Global presence
  - Engineering centers in Houston, Oslo and Singapore
  - Project execution track record spanning over 40 years
  - Strong customer relationships
  - Experienced management team

#### Proven track record in winning subsea projects



EMAS AMC has won an aggregate of US\$3.6bn worth of contracts since its acquisition from Aker Solutions in 2011

SURF installation Floate		Floater, m	ooring and installation	Pipelay and heavy lift		Power cable installation	
<ul> <li>Installation and commissioning of subsea infrastructure</li> <li>Risers, umbilicals, rigid and flexible flowlines, manifolds</li> </ul>		installat submer Reserve	ortation, mooring and ion of FPSOs, semi- sibles, Single Point Anchor birs ("SPARs"), Tension tforms ("TLPs")	<ul> <li>Installation of rigid pipelines (S-lay and reel-lay)</li> <li>Installation of large subsea structures, suction piles and steel jackets</li> </ul>		<ul> <li>Offshore installation of long length subsea power cables for electricity or oil and gas tie-backs</li> </ul>	
Technically advanced assets	in Houst	ng centers ton, Oslo ngapore	Experienced management team	40 years of complex and diverse project execution track record	Global p	presence	Strong customer relationships

### Subsea Services – EMAS AMC

### Recent achievements

#### Achieved significant milestones

#### *Lewek Constellation* – Inaugural installation project

Successfully executed a full field installation for the VAALCO Etame Extension Project offshore Gabon worth US\$120 million, together with Lewek Express



#### *Lewek Champion* – 50 platform completion milestone

Under a multi-year contract that commenced in 2011, successfully installed 50 platforms and laid 376km of subsea pipelines for Chevron in the Gulf of Thailand



#### Highlights of contract wins

#### Africa

- Transport and installation of subsea structures
- FPSO mooring repair work

#### Asia-Pacific

- Secured subsea construction contract with Lewek Constellation for Apache Energy offshore Australia valued in excess of A\$130 million
- Installation of flowlines, associated Pipeline End Terminations and spools in water depths up to 1,400m

#### Americas



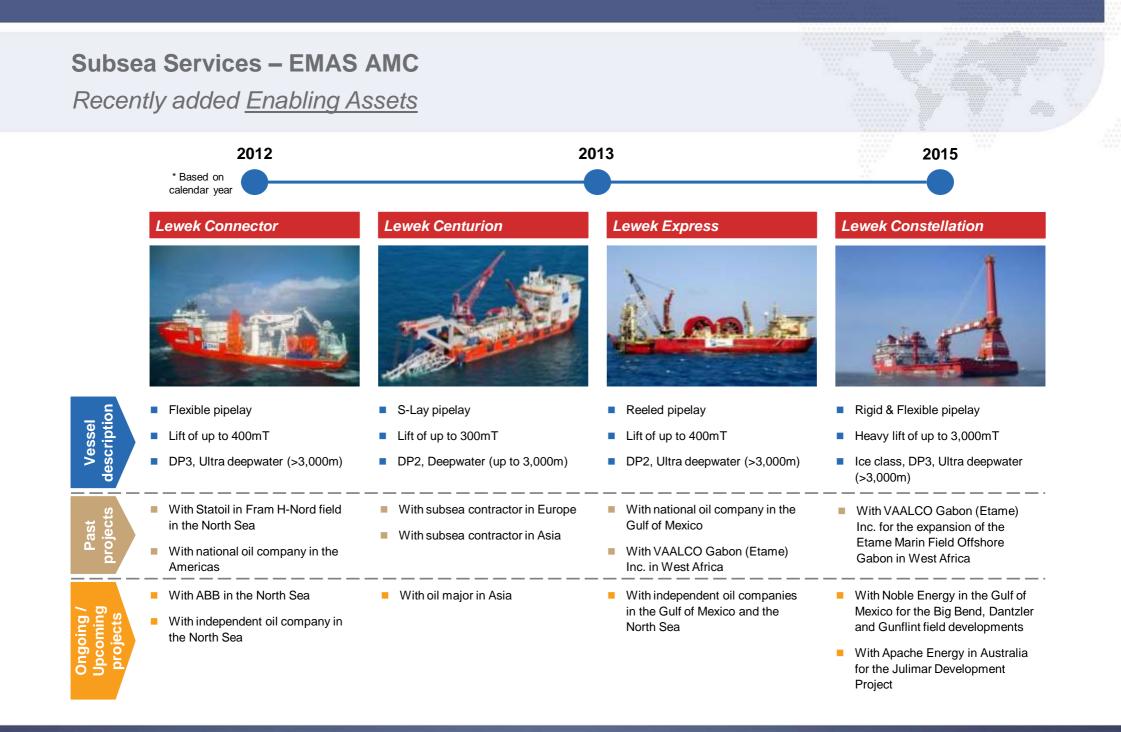
Finalised triple contract signings with Noble Energy for subsea tie-back projects in the US Gulf of Mexico

- Combined contracts valued in excess of US\$300 mil
- Total scope includes over 130km flowlines and 100km of umbilicals in water depths up to 2,200m
- Fabrication of subsea structures and spooling of pipes in progress at the EMAS Marine Base in Ingleside, Texas

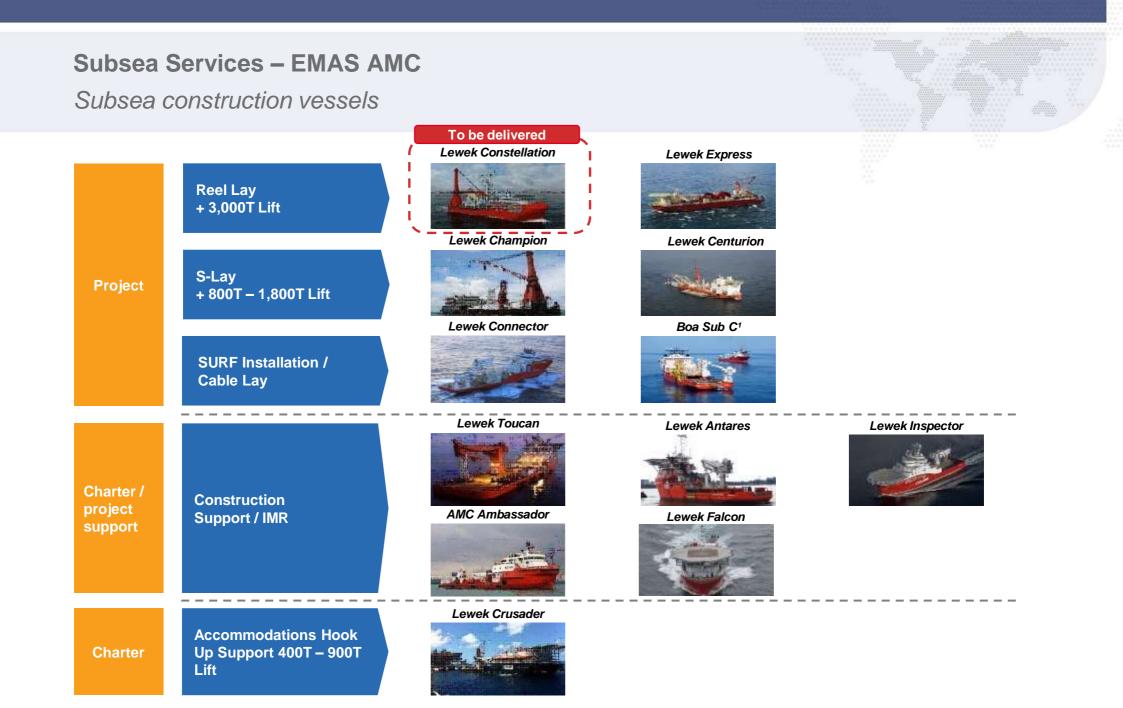




- Awarded three-year frame agreement with Apache North Sea Ltd. for construction services in the UK sector of the North Sea, with options to extend for an additional two years
- Secured project to lay one of the longest High Voltage Alternate Current cables in the world at 160km



EZRA





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### Subsea Services – EMAS AMC

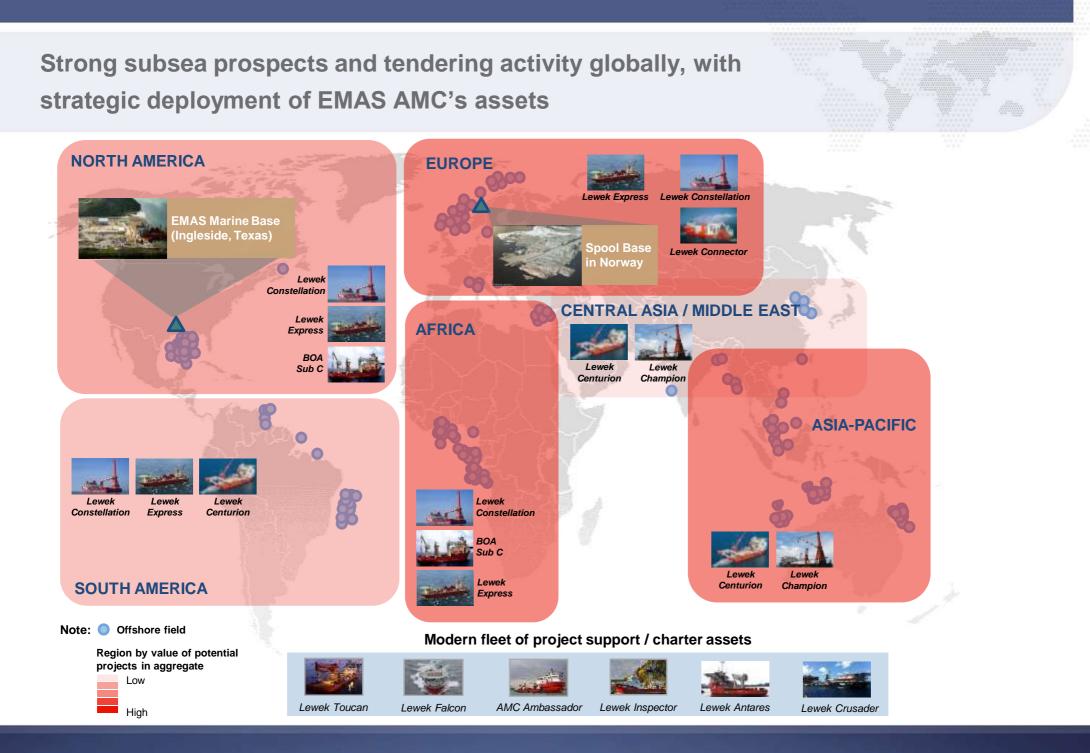
Among the most technically advanced and capable assets in the market

Vessel	Owner	L x B (m x m)	Crane (mTe)	Top tension (mTe)	No of reels	Total Payload (mTe)
Lewek Constellation	EMAS AMC	182 x 46	3,000	800	4	4,800 <sup>1</sup>
Lewek Express	EMAS AMC	161 x 34	400	160	2	2,950
Deep Blue	Technip	206 x 32	400	550	2	5,600
Deep Energy	Technip	194 x 31	150	450	2	5,600
Apache 2	Technip	136 x 27	100	180	2	2,650
Aegir <sup>2</sup>	Heerema	210 x 46	4,000	800	2	4,000
Navica	Subsea 7	109 x 22	60	205	1	2,200
Seven Ocean	Subsea 7	157 x 28	400	400	1	3,500
Seven Borealis	Subsea 7	182 x 46	5,000	937	No reel-lay	2,800
North Ocean 105 / 108	McDermott	132 x 27	400	400	1	2,700
Petrofac JSD 6000	Petrofac	216 x 49	5,000	600	No reel-lay	2,000

Source: Company data; Represents vessels with capabilities to work in deepwater regions

<sup>1</sup> Includes payload of support barge

<sup>2</sup> Aegir, while owned by Heerema, is currently used by Technip under a long term arrangement



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**EMAS Energy** 

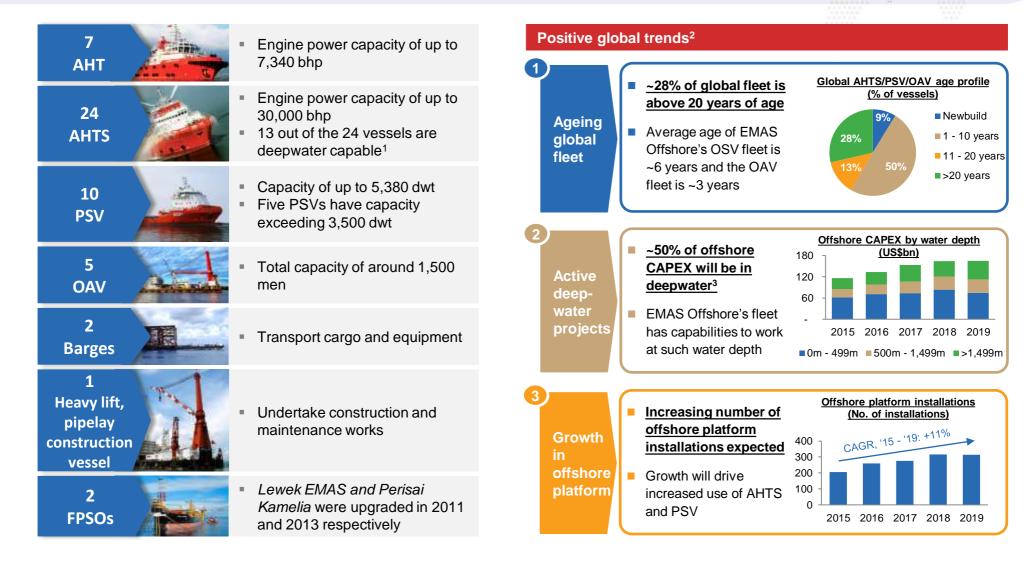
**Financial Highlights** 

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### **Offshore Support & Production Services – EMAS Offshore Limited**

### Fleet overview and global trends



### **EMAS Offshore Limited**

Overview of core segments

#### **Offshore Support & Accommodation Services**

#### Overview

- Global fleet with strong presence in the Asia-Pacific OSV market
- Diverse client base, providing ship management services for both the Group and third party vessels
- Owns, operates and manages a diverse fleet of 41 OSVs (average age of only approximately 6 years<sup>1</sup>), 5 OAVs, 2 barges and 1 heavy lift and pipelay vessel

#### Latest update

- 17 July 2014: Entered into shipbuilding contracts for two accommodation/maintenance vessels, with options for a further two similar specification vessels
- 10 July 2014: Entered into a memorandum of agreement to acquire a newbuild accommodation and support vessel that with modifications can accommodate up to 70 men

#### **Offshore Production Services**

Overview	FPSO assets					
<ul> <li>Provider of production vessels and services</li> </ul>	Lewek EMAS		<b>Perisai Kamelia</b> One of the world's largest gas FPSOs			
Expertise in project		First Oil:	Oct 2011		First Gas:	Nov 2013
management, engineering, construction, installation and	1	Gross tonnage:	94,647 (Suezmax- equivalent)		Gross tonnage:	63,101 (Aframax equivalent)
operation & maintenance in		DWT (Tropical):	188,101		DWT (Tropical):	127,540
the fixed and floating	And the second s	Storage:	660,000 bbl		Storage:	725m bbl
production sectors		Oil:	50,000 BOPD	and the second second	Export Gas:	175 MMSCFD
		Gas:	89 MMSCFD			(at 2,000 PSIG)
Owns or operates 2 FPSOs		Water injection:	60,000 bbl/d		Condensate	4,000 bbl/d

50,000 bbl/d

Production:



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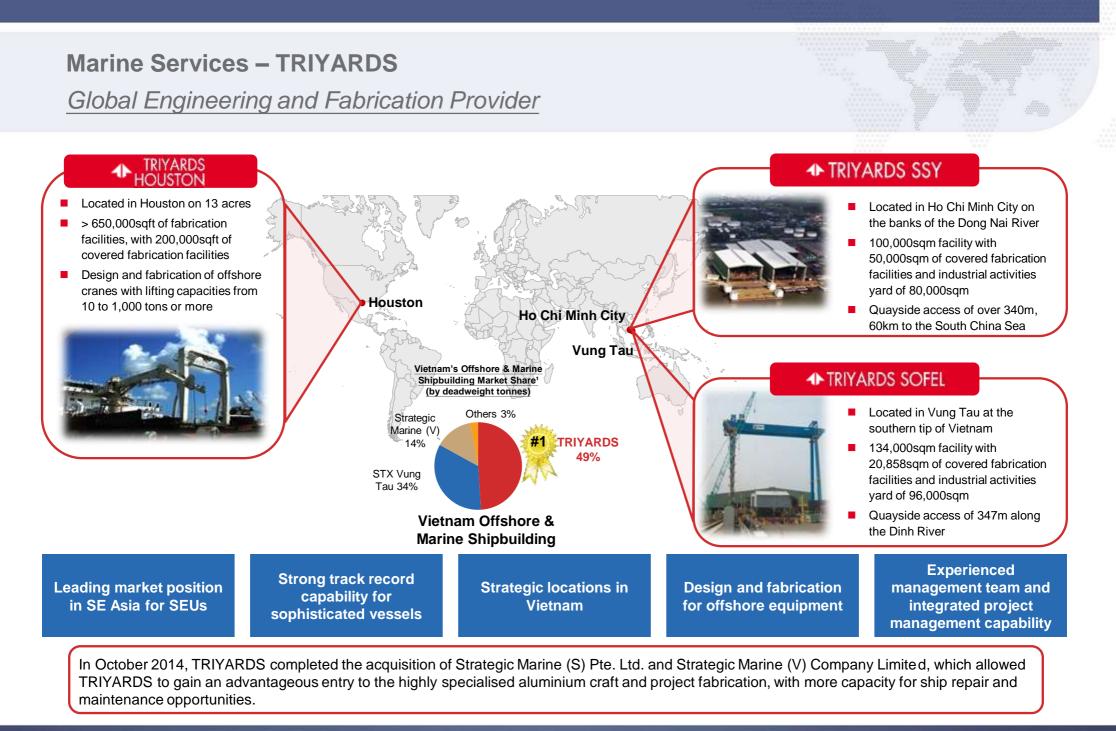
**Marine Services Division: TRIYARDS** 

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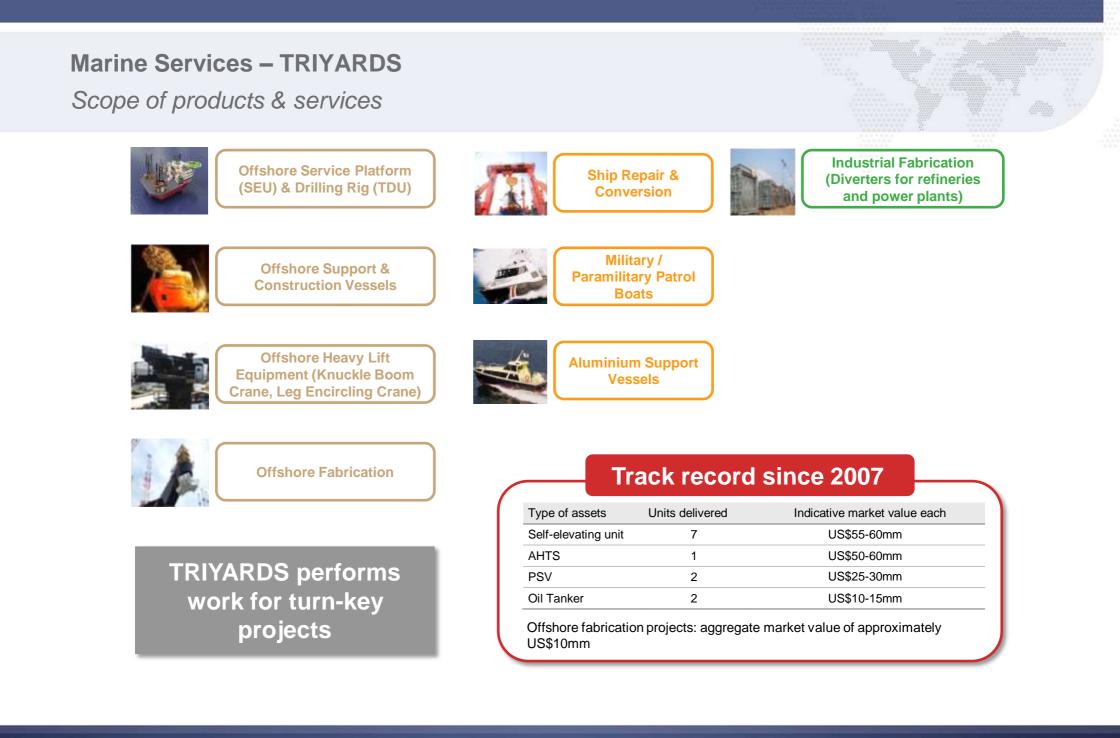
Appendix





Note: <sup>1</sup>Based on Infield Systems Limited, as of Aug 31, 2012.







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## **EMAS Energy**

Overview

#### Overview

- 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
- Synergistic with EMAS AMC in pre-commissioning, commissioning and decommissioning activities

#### **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





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### FY2014 review & FY2015 priorities

#### FY14: Turnaround into Sustained Profitability

- Subsea backlog growth with ~US\$1.0bn of new orders
- Operational readiness of Lewek Constellation tested through successful completion of VAALCO project
- Continued backlog momentum for Lewek Constellation with Noble Energy project wins
- Stabilised offshore fleet operations
- Continued subsea revenue growth to drive scale
- Significant turnaround in recurring profit performance
- Successful consolidation and listing of EMAS Offshore Limited to create independent funding platform

#### FY15: Operational Excellence & Cash flow Optimisation

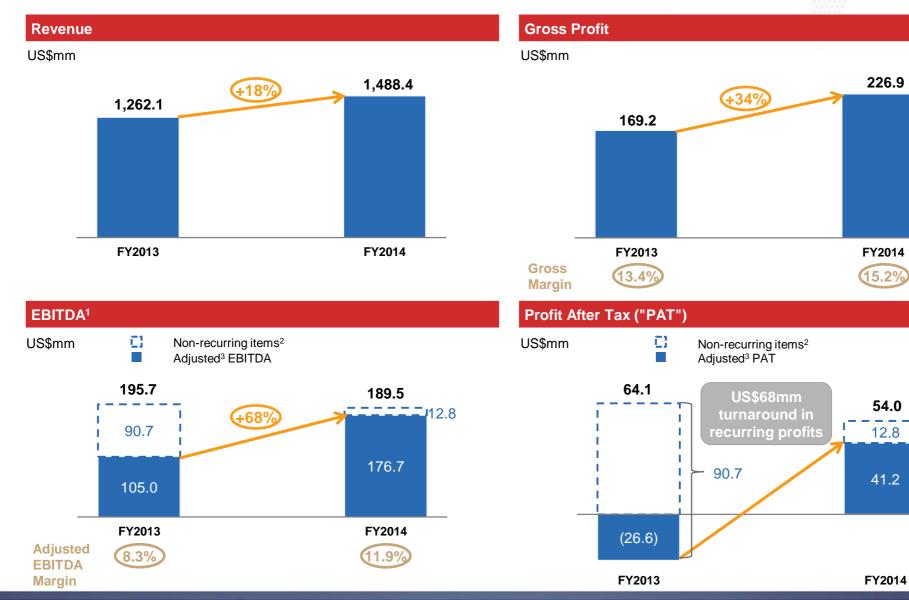
- Consolidate our subsea operational excellence through successful execution of *Lewek Constellation* projects
- Focus on building quality backlog amidst volatile macro environment
- Realise operational efficiency upside in EMAS Offshore Limited's platform
- Focus on cost efficiency to drive margin improvements
- Continued margin improvements through efficiency and scale gains
- Moderate CAPEX spending post delivery of Lewek Constellation
- Drive free cash flow positivity by end 2015
- Focus on balance sheet de-leveraging

Operational

Financial

### FY2014 financial highlights

Sustained operational turnaround achieved



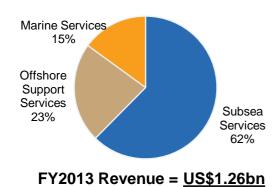
Note: <sup>1</sup> EBITDA calculated as the sum of profit before tax, finance expenses, depreciation and amortisation. <sup>2</sup> Refers to Group's gain/loss from disposal of fixed assets and assets held for sale, gain on disposal of AFS investment, write off and impairment of fixed assets and Group's share of gain from disposal of vessel by EMAS Offshore Limited; **XRA** <sup>3</sup> Adjusted to exclude items listed under Note <sup>2</sup>.

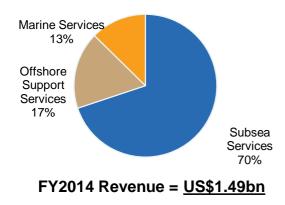
### **Revenue breakdown by segment**

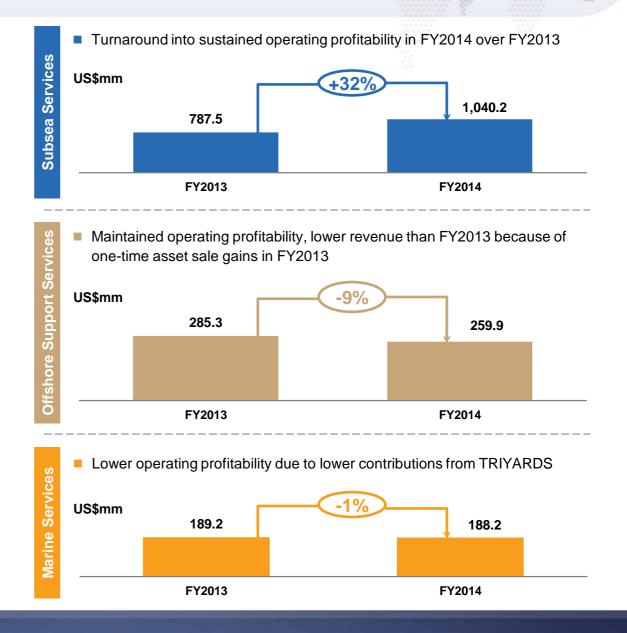
Subsea segment continues to drive growth

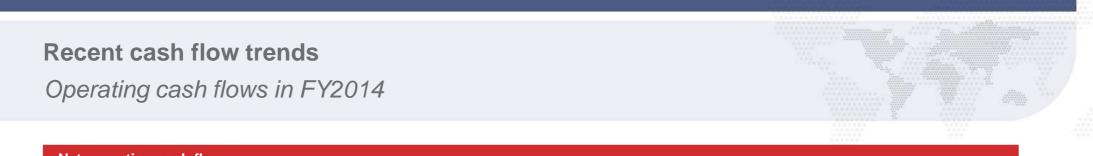
#### Revenue breakdown

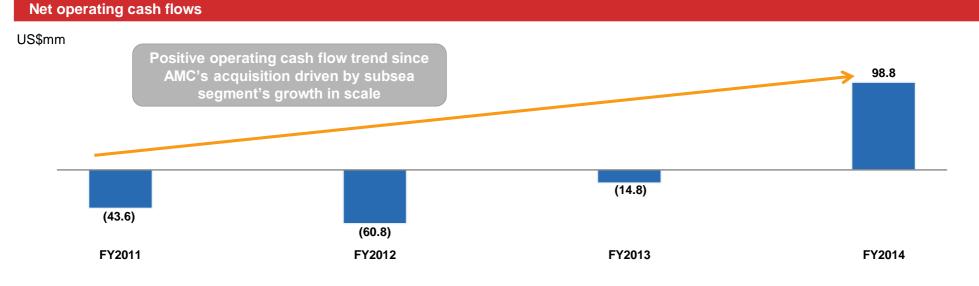
- Group's growth strategy evidenced by increased contribution from Subsea Services division
- Subsea Services division contributed about 70% of total group revenue in FY2014



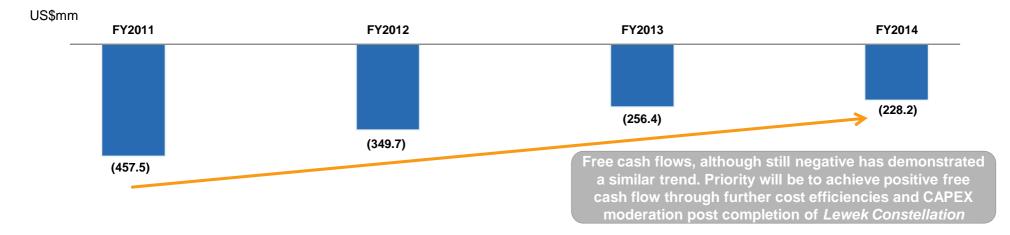








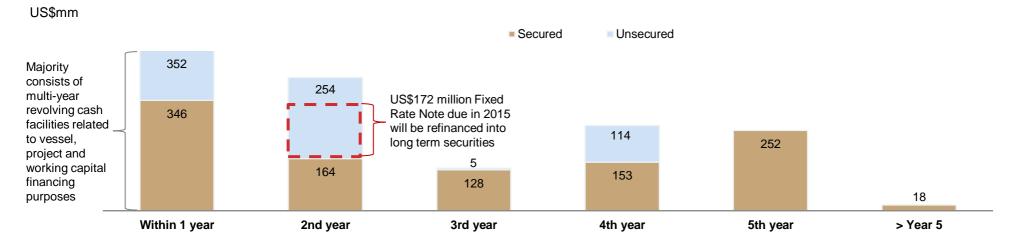
#### Free cash flows<sup>1</sup>



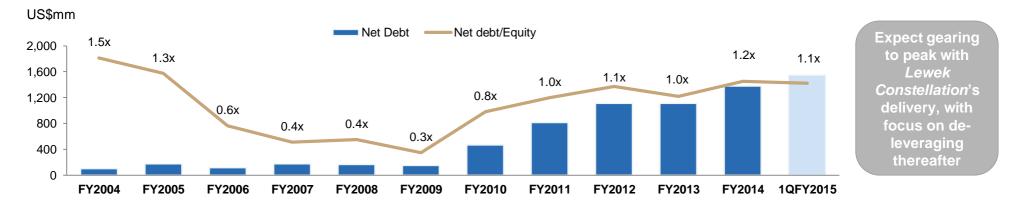


### Debt maturity profile and gearing ratio

#### Debt maturity profile by financial year (as of Nov 30, 2014)

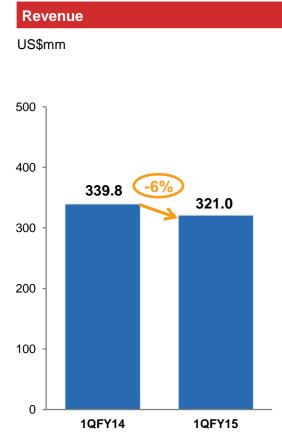


Debt and gearing ratio



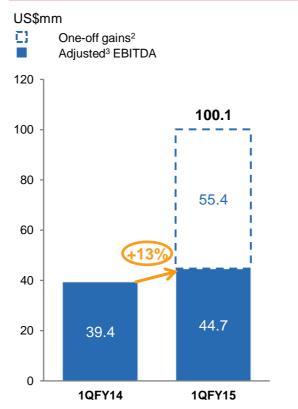
### **1QFY15** financial highlights

Maintains operational profitability



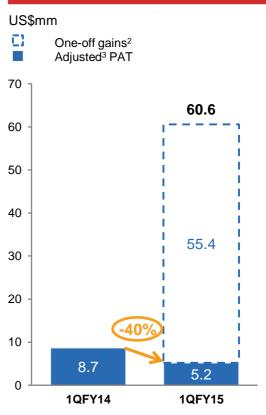
 Decrease in revenue due to lower contributions from the Subsea Services division and Offshore Support and Accommodation Services division

### EBITDA<sup>1</sup>



 EBITDA increase largely due to oneoff gains from consolidation of EMAS Offshore Limited

#### Profit After Tax ("PAT")



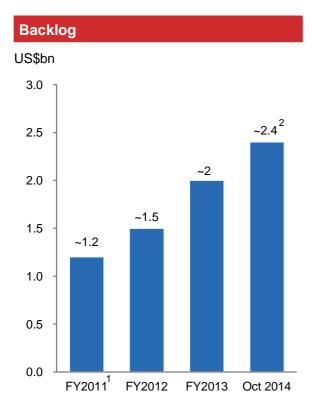
 Decrease in gross profit due to weakness in the shallow water PSV segment and lower profit contribution from two subsea vessels

Note: <sup>1</sup> EBITDA calculated as the sum of profit before tax, finance expenses, depreciation and amortisation. <sup>2</sup> Refers to Group's gain/loss from disposal/written off/impairment of fixed assets and gain from bargain purchase/reclassification due to consolidation of EMAS Offshore Limited. <sup>3</sup> Adjusted to exclude items listed under Note <sup>2</sup>.

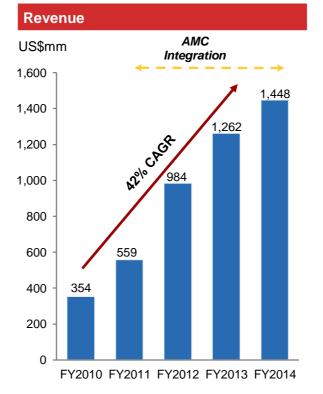


### Historical financial performance

### Accelerating growth in scale

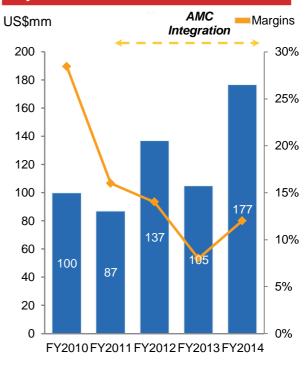


- Backlog growth driven by subsea business
- Increase in quality and value of projects – EPCI, SURF
- Increased activity in Gulf of Mexico and West Africa



- Increased scale of Subsea Services platform – more high-value projects
- Inclusion of newly-delivered assets in the Offshore Support Services and Subsea Services divisions
- Higher value from construction of SEUs in the Marine Services Division

#### Adjusted EBITDA<sup>3</sup>



- FY2012 and FY2013 adjusted EBITDA trend reflects AMC acquisition
- FY2014 adjusted EBITDA improved as Subsea Services division sustained operational profitability

Note: <sup>1</sup> As of Oct 2011. Backlog disclosures only commenced in FY2011; <sup>2</sup> Group's backlog is inclusive of a backlog of US\$520 mil from the two FPSOs, *Lewek EMAS* and *Perisai Kamelia*, that EMAS Offshore Limited has stakes in; <sup>3</sup> EBITDA calculated as the sum of profit before tax, finance expenses, depreciation and amortisation, adjusted to remove non-recurring items.



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### Ezra's macro outlook

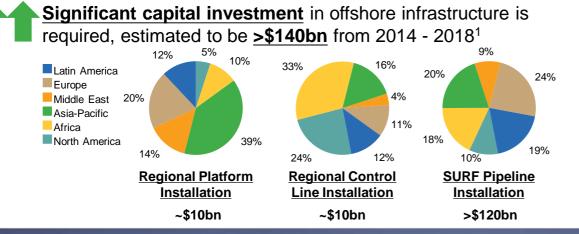
#### Tailwinds

Offshore capex continues to **move towards deeper waters**, while shallow water investment grows moderately

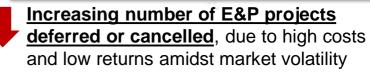
- Deepwater offshore capex expected to increase at 14.1% CAGR between 2013 and 2019, with increased investments in regions such as West Africa and Brazil
- Shallow water capex projected to increase at 4.7% CAGR between 2013 and 2019

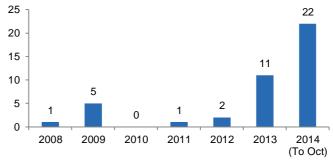
#### Positive fundamentals for offshore development across Ezra's key geographies

- **Gulf of Mexico**: Continued regional recovery post the Deepwater Horizon incident
- North Sea: Resurgence of a traditionally strong mature market
- Asia-Pacific: Emerging deeper water projects
- Africa: Momentum building in subsea projects
- Brazil: Large higher-end market



### Headwinds





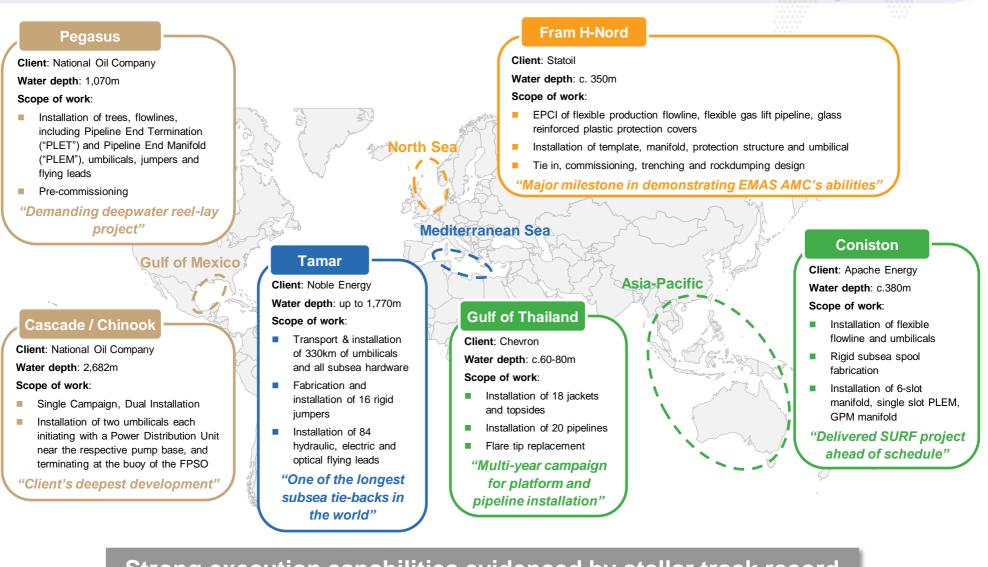
- Emergence of unconventional forms of energy (shale & tight oil) may shift attention away from offshore development
- Shale is not expected to replace offshore oil & gas in the foreseeable term; both sources will be needed to fully satisfy growing global energy demand
- Shale and offshore oil & gas are supplied in distinct geographic areas and are not expected to become perfect substitutes
- Decline rate from legacy tight oil plays has reached a new high in both percentage and level, with month-over-month legacy decline in US production of 221kbd (-5.5%) in Jan 2014, largest decline since 2007

Source: Infield Systems, EMAS AMC, Infield Services, Bernstein, Schlumberger Business Consulting Survey, EIA Note: <sup>1</sup> Incorporates market assumptions with Infield data; Middle East includes Caspian Sea, Asia-Pacific includes Australia



### Subsea Services – EMAS AMC

### Project highlights



Strong execution capabilities evidenced by stellar track record

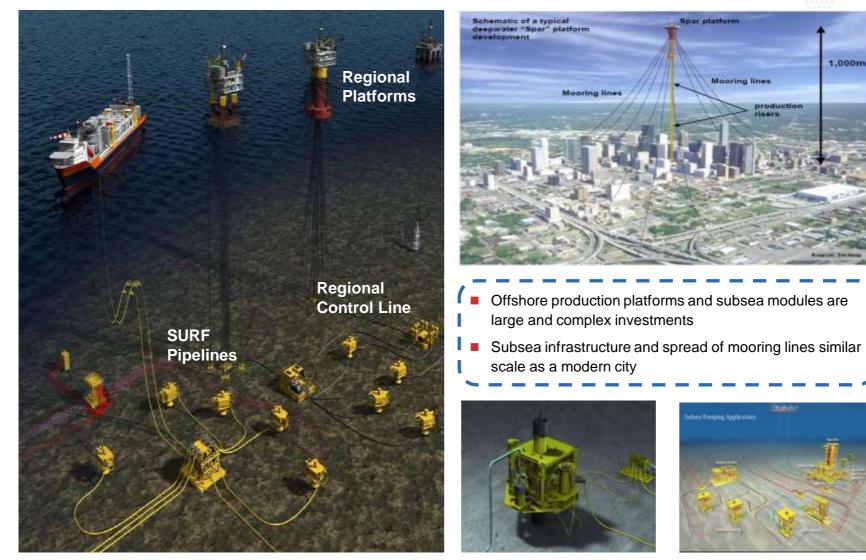


1.000m

Mooring lines

production

### Large-scale subsea infrastructure developments



Source: Broker research

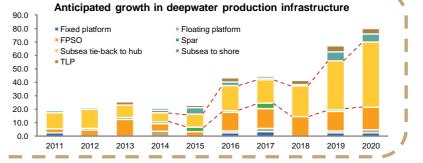
### Subsea tie-back 101

What?

Why?

How?

- Subsea wells tie-back refers to project related to existing or upgraded platform / FPSO / structure ie. not a full initial subsea field development
  - Comprise primarily of flowlines (rigid / flexible), risers, umbilicals, power cables, PLET / SLED / subsea processing units
  - By extension, it can include mooring / jacket / processing topside modules installation
- Subsea tie-back development is the fastest growing market segment in deepwater production infrastructure
- Average length of tie-backs is increasing in line with the development of more remote and deeper fields

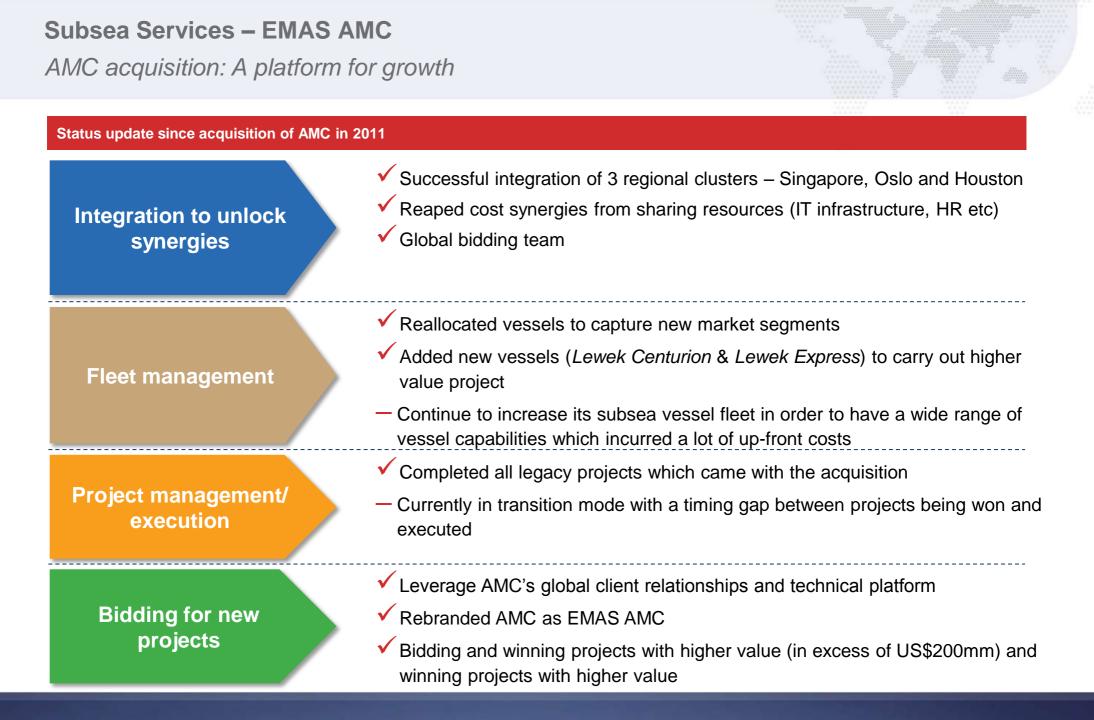


- Our fleet allows us to cover effectively all aspects of (deepwater) SURF work
- Our Reel-Lay Fleet allows us to economically install limited lengths of pipe in remote areas
- Our S-Lay Fleet complements our offering on the tie-back segment

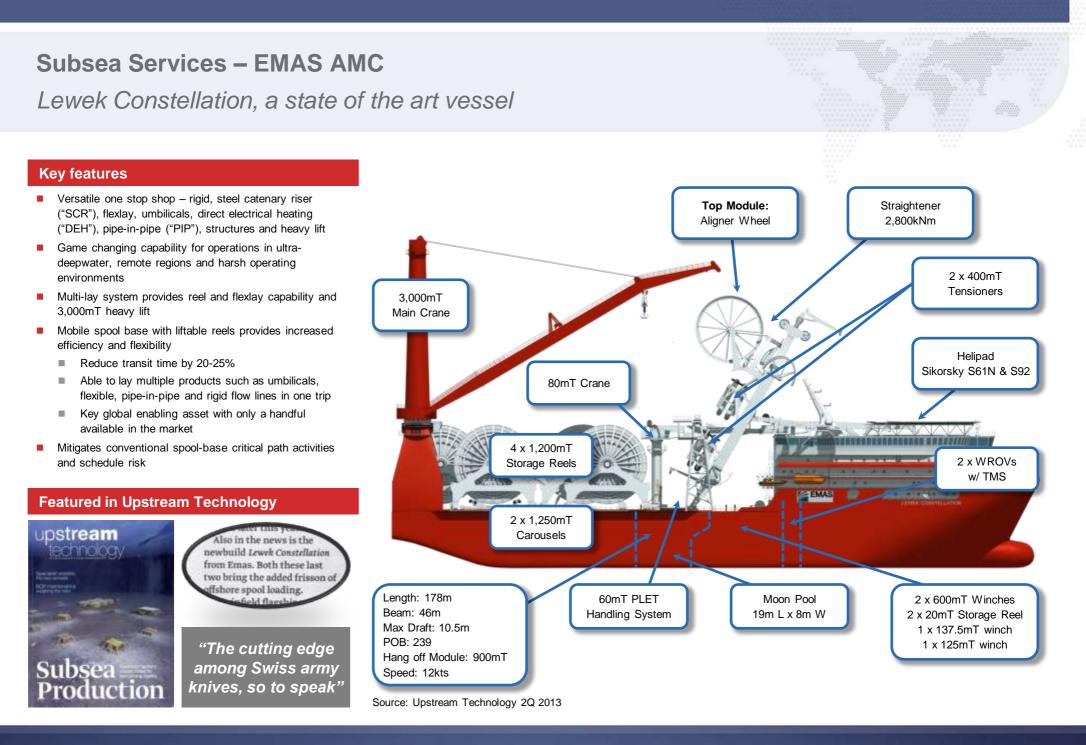
To be the Premier Subsea Tie-Back Contractor in the global SURF industry

Source: Deutsche Bank, Wood Mackenzie deepwater study 2013, Infield Systems



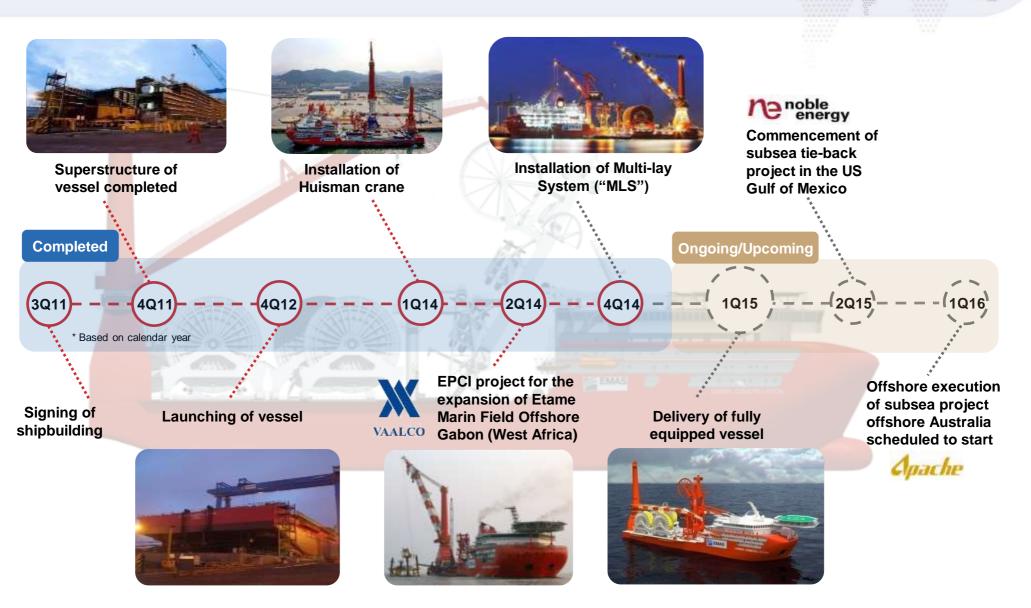


EZRA



### Subsea Services – EMAS AMC

Indicative timeline for the construction of Lewek Constellation



### **Experienced** leadership

N N	Xoh Poh Tiong         Ion-Executive and         Ion-Independent         Chairman         Image: Im	<ul> <li>Appointed as Director on October 1, 2011</li> <li>More than 42 years of corporate experience in sectors ranging from food and beverages to shipping</li> <li>Most recently the Chief Executive Officer of the food and beverage division of Fraser and Neave</li> </ul>	Eugene Cheng Chee Mun Group Chief Financial Officer JPMorgan Cfti Morgan Cfti Morgan M	d t ore /es
	<b>Lee Kian Soo</b> Group Founder,	Appointed as Director on August 1, 2000		
23	Non-Executive and Non-Independent Director	<ul> <li>More than 30 years of experience in the shipping and offshore support services industry</li> <li>Responsible for strategic planning, business development and marketing of Ezra Group since its inception in 1992</li> </ul>	C. J. D'Cort Chief Executive Officer, EMAS AMC Support Miseas	gir bs ate orlc
	ee Chye Tek, ionel Group Chief Executive Officer and Managing Director	<ul> <li>Appointed as Director on March 23, 1999</li> <li>Responsible for overall management and operations of the Group</li> <li>Led the IPO and spearheaded the Group's entry into subsea construction industry, with the acquisition of AMC in 2010</li> </ul>	Cheryl Yap Chief Financial Officer, EMAS AMC ANTON	ore cou nd
			Maydor Ho	
	Capt. Adarash Kumar A/L Chranji Lal Amarnath Group Chief Operating Officer and Executive Director	<ul> <li>Appointed as Director on March 24, 2003</li> <li>Assists the Group CEO and Managing Director with the day-to-day running of the Group</li> <li>Previously the CEO of the Group's Offshore Support Services Division, with more than 25 years of experience in the marine industry</li> </ul>	Jon Dunstan Chief Executive Officer, EMAS Offshore Joi app Pre CE	sh ine po evi
D.S.	Eng Heng Nee Philip Lead Independent	<ul> <li>Appointed as Director on July 1, 2012</li> <li>Spent 23 years with Jardine Cycle &amp; Carriage Group, retired in February 2005 as Group Managing Director</li> </ul>	Jason Goh Chief Financial Officer, EMAS Offshore Me	A

Frasers Centrepoint Asset Management Ltd and mDR

Limited, as well as Singapore's Non-Resident High

Also the Independent Non-Executive Chairman of

- sponsible for all financial matters of the Group, luding financial reporting, strategic financial planning, treasury functions
- re than 10 years of experience in bulge-bracket estment banks where he executed a range of crossder Mergers & Acquisitions advisory and financing ndates across Southeast Asia
- arly 30 years of 'on the job' experience in gineering, project management, construction and osea marine operations (both deep and shallow ter) in the upstream O&G industry throughout the rld
- eviously the CEO of SapuraAcergy
- re than 15 years of experience in finance and ounting gained from various industries where she ndled financial reporting and planning, cash flow nagement and tax planning
- eviously the Group Financial Controller of Ezra dings Limited
- re than 20 years of industry experience in the shore oil & gas sector
- ned London Marine Consultants Ltd in 1998 and pointed Managing Director in 2008
- viously was the Chief Operation Officer and acting O of EOC Limited



- EMAS Offshore cîti
- STAMFORD AN
- as in legal practice with Stamford Law Corporate, then Associate Director of Investment Banking at CLSA Merchant Bankers Limited focusing on IPOs, placements and corporate advisory services
- Previously was the General Manager for Corporate Finance at Ezra Holdings Limited

Commissioner to Canada

Jardine Cycle & Carriage

Director







