

# 4Q 2019 RESULT PRESENTATION

28 FEBRUARY 2020

# **A**GENDA



- Business Report
- Financial Review
- **Business Outlook**



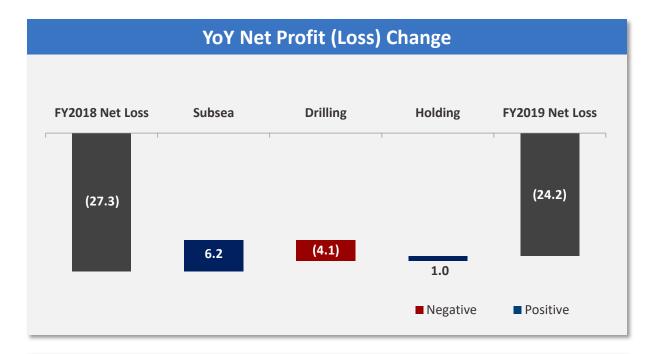
## FY2019 HIGHLIGHTS



- Revenue increased 11.8% YoY due to higher fleet utilization rate at 79% (FY2018: 57%) and additional work in Gulf of Thailand
- EBITDA improved YoY from (12.3)m in FY2018 to (1.5)m in FY2019
- Net cash flow from operation was USD (2.4)m for the year to date of FY2019, mainly resulted from receivables to be collected
- Order book (excl. AOD) was at USD 217m as of 2019 year-end mainly from subsea business which the contract extended for another 3 years since the 3<sup>rd</sup> quarter of 2019.
- Balance sheet position was typically low risk at 3.5% Gearing Ratio, 2.15x Current Ratio and 0.19x D/E Ratio

## **MOVEMENT IN KEY BUSINESS SEGMENT**

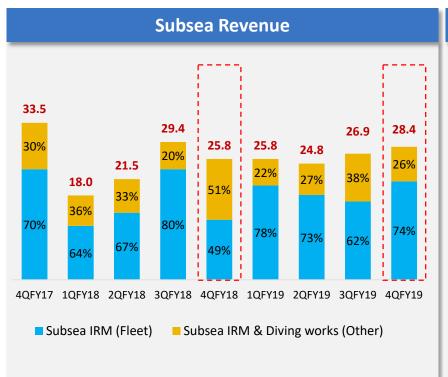


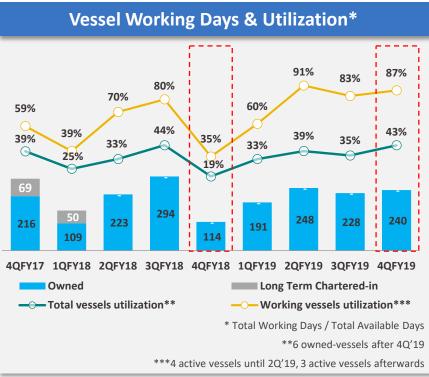


- Net loss decreased from USD (27.3) to USD (24.2)m when compared YoY as the consequence of subsea sector higher utilization and contribution margin.
- Movement in Drilling section was resulted from the adjusted Bareboat chartered rate in FY2019.

## Subsea Revenue and Utilization



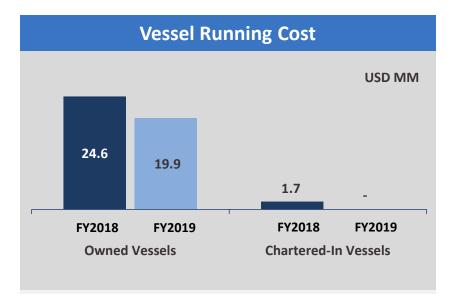




- Revenue from subsea sector increased for USD 2.6m YoY and USD 1.5m QoQ.
- 3 active owned vessels working on projects in the Middle East, no long-term chartered-in vessel in this quarter.
- Utilization rates significantly increased YoY resulted by active owned vessels working at very high utilization in 4Q'2019 whereas one owned vessel was dry-docking in 4Q'2018.

# **COSTS & EXPENSES**



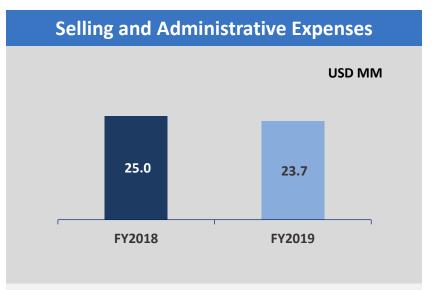




 VRC decreased YoY due to cold stacked vessel in 2Q'2019.

#### **Chartered-In Vessels**

• No long-term chartered-in vessel in FY2019.

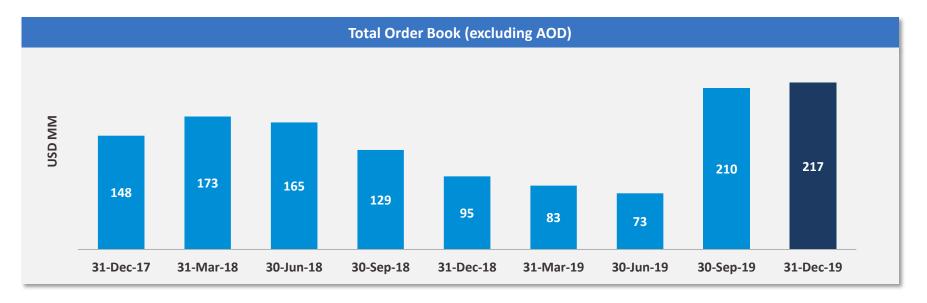


#### **Selling, General and Administrative Expenses**

 Decrease in SG&A expenses YoY was mainly due to employee benefit adjustment regarding to laws and regulation, legal fee and traveling expenses.

# **ORDER BOOK**



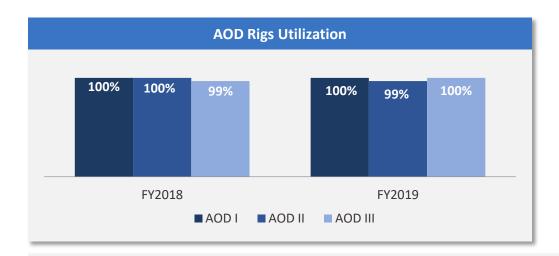


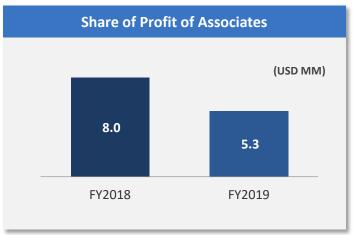




# STRONG PERFORMANCE FOR 3 AOD'S RIGS







- Continue excellent performance in FY2019 with almost full utilization for 3 rigs
- Share of profits decreased YoY as a result of adjusted FY2019 AOD-I Bareboat Chartered rate
- The outstanding balance of Senior Secured Credit Facility as at 31 December 2019 remained at US\$ 210 million.
- AOD I contract committed until June 2022.
- AOD II and AOD III have secured a contract extension until April 2023 and December 2022, respectively.

		2013	2014 - 2018	2019	2020	2021	2022	2023
	J F M A M	J J A S O N D		J F M A M J J A S O N D	J F M A M J J A S O N D	J F M A M J J A S O N D	J F M A M J J A S O N D	J F M A M J J A S O N D
AO	DI							
AO	) II							
AOI	) III							



# FY 2019 PROFIT & LOSS



(USD MM)	FY 2019	FY 2018	YoY Amount Change
Revenue			
Revenue from rendering of services	105.9	94.8	+11.1
Interest income	0.7	0.7	-
Net gain on foreign exchange	0.2	0.1	+0.1
Other income	0.9	2.6	-1.7
Total revenue	107.7	98.2	+9.5
Expenses			
Costs of rendering of services	109.0	103.8	+5.2
Administrative expenses	23.7	25.0	-1.3
Finance costs	3.4	3.9	-0.5
Total expenses	136.1	132.7	+3.4
Share of profit of associates and joint venture	4.8	8.1	-3.3
Profit (loss) before income tax expense	(23.6)	(26.4)	+2.8
Tax expense	0.6	0.9	-0.3
Profit (loss) for the year	(24.2)	(27.3)	+3.1
Earnings (losses) per share (US Cents)	(1.7)	(1.9)	+0.2
Depreciation expenses and amortization expenses	19.2	18.3	+0.9
EBITDA*	(5.8)	(12.3)	+6.5
Impairment losses on assets	5.0	-	+5.0
Gain on deconsolidation of a subsidiary	(0.7)	-	+0.7
EBITDA* excluding non-recurring items	(1.5)	(12.3)	+10.8

# **STATEMENT OF CASH FLOWS**



Cash Flows (USD MM)	For the year ended 31 December		
Cash Flows (USD IVIIVI)	2019	2018	
Cash Flow From Operating Activities:			
Before changes in working capital	0.2	(10.2)	
Changes in working capital	(2.2)	20.9	
Others	(0.4)	(0.9)	
Net cash from (used in) operating activities	(2.4)	9.8	
Cash Flow From Investing Activities:			
Proceed from sale of current investments	7.2	-	
Acquisition of current investments	(2.0)	(17.8)	
Acquisition of investment in associate	-	(5.2)	
Proceeds from sale of property, plant and equipment	-	4.0	
Acquisition of property, plant and equipment and intangible assets	(1.5)	(7.5)	
Interest received	0.7	0.7	
Net cash from (used in) investing activities	4.4	(25.8)	
Cash Flow From Financing Activities:			
Proceeds from short-term loans from financial institution	0.2	-	
Repayment of borrowings	(12.0)	(12.0)	
Finance costs paid	(3.3)	(3.8)	
Net cash used in financing activities	(15.1)	(15.8)	
Net decrease in cash and cash equivalents	(13.1)	(31.8)	
Net cash effect from loss of control in a subsidiary	(1.1)	-	
Effect of exchange rates	0.2	(0.4)	
Beginning balance as at 1 January	36.5	68.7	
Cash Balance as at 31 December (excluding restricted cash)	22.5	36.5	

<sup>\*</sup>Restricted Cash = USD 11.3m \*Investment Cash = USD 12.2 m

# STATEMENT OF FINANCIAL POSITION



Balance Sheet (USD MM)	31 Dec 2019	31 Dec 2018	Change
Cash & Cash Equivalents and Current Investment	34.7	54.5	-36.3%
Trade Accounts Receivable	42.2	35.9	17.5%
Other Current Assets	11.8	8.5	38.8%
Total Current Assets	88.7	98.9	-10.3%
Restricted Deposit at Banks	11.3	14.6	-22.6%
Investment in Associates & Joint Venture	123.9	121.5	2.0%
Property, Plant and Equipment	145.2	169.4	-14.3%
Other Non-Current Assets	4.9	5.2	-5.8%
Total Non- Current Assets	285.3	310.7	-8.2%
Total Assets	374.0	409.6	-8.7%
Short-term borrowing from financial institutions	0.2	-	100.0%
Trade Accounts Payable	8.3	5.2	59.6%
Current Portion of Long-term Borrowings	12.0	15.9	-24.5%
Other Payable	20.7	19.2	7.8%
Total Current Liabilities	41.2	40.3	2.2%
Long-Term Borrowings	43.8	51.8	-15.4%
Other Non-Current Liabilities	2.0	2.6	-23.1%
Total Non-Current Liabilities	45.8	54.4	-15.8%
Total Liabilities	87.0	94.7	-8.1%
Total Equity	287.0	314.9	-8.9%

(USD MM)	31 Dec 2019	31 Dec 2018	31 Dec 2017
Interest Bearing Debt			
Asset-backed Financing	55.8	67.7	79.6
Unsecured Loan	0.2	-	-
Finance lease	-	0.1	0.2
Total Debt	56.0	67.8	79.8
Cash, Deposits and Bank Balances	(46.0)	(69.1)	(81.5)
Total Debt, Net of Cash	10.0	(1.3)	(1.7)
Shareholders' Equity	287.0	314.9	342.2
Net Gearing	3.5%	N/A	N/A

#### **Financial Ratio:**

- Current Ratio = 2.15x
- Liabilities to Equity Ratio = 0.30x
- Net Debt to Equity Ratio = 0.19x
- Net Gearing = 3.5%

# **DEBT MATURITY PROFILE**



### **Interest-Bearing Debt Maturity Yearly Repayment Scheme USD 56.0 MM** (31 December 2019) **USD 56.0 MM** As at 31 December 2019, there is USD 56.0 million of long-term loan until 1Q 2024. 12.0 12.0 12.0 12.0 • Short-term liquidity risk is still low. 8.0 2020 2021 2022 2023 2024



# **BUSINESS OUTLOOK**



- 1
- The EIA has reported that it expects that crude prices will remain elevated in the first few months of 2020, reflecting a price premium on crude oil from recent geopolitical events in the Middle East. This price premium will diminish in the first half of 2020, and market fundamentals will drive the crude oil price forecast in the second half of 2020 and in 2021.
- 2
- The offshore and onshore conventional service market in 2020 will benefit from increasing project sanctions, the total value of which is expected to grow to as much as \$225 billion in 2020 from US\$200 billion in 2019
- 3
- Offshore project sanctioning could total some US\$100 billion in 2020, keeping offshore service purchases flat for the year before a wave of projects matures into execution mode, driving purchases up 5% and 7% in 2021 and 2022, respectively.
- 4

Oil prices in the range of US\$60p/b to US\$70p/b will underpin 7% annual growth in the subsea sector until 2025. Even if oil falls to US\$50p/b, growth in the subsea sector would be 5% annually until 2022. Rystad Energy is warning that the growth rate will drop to zero after 2022 if oil falls in price.

# **BUSINESS OUTLOOK**



5

MSS continues to position itself to secure lucrative subsea installation engineering projects both in the Middle East & North Sea Regions. Additionally, MSS continues to focus on the Gulf of Thailand decommissioning projects with alignments with heavy lift service providers.

6

The Asiana, Sapphire continue to operate in the Middle East and will remain in the region for the foreseeable future as we still expect to achieve higher utilization rates throughout 2020. The Endurer is scheduled to depart the Middle East during Q1 to execute contracts in the North Sea.

7

There remains to be highly competitive pricing landscape for Mermaid within its DSV IRM and ROV segments which continue to show depressed vessel rates. Mermaid continues to adjust its capabilities in offering a wider range of integrated subsea services and increasing its fleet capability by venturing into new markets in the North Sea, Mediterranean, Egypt and West Africa.

8

All three jack-up drilling rigs 'AOD I', 'AOD II' and 'AOD III' remain on contract in the Middle East thus reducing downside risk as market recovers.



A Company Moving Forward

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