

# FY2014 Results Presentation

**24 OCTOBER 2014** 



## **Disclaimer**

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# Agenda

# **Ezra Group Overview**

**Subsea Services Division: EMAS AMC** 

Offshore Support & Production: EMAS Offshore

**Financial Highlights** 



## **Ezra Holdings Limited**

## Performance overview

## **Group performance**

- Group revenue grew to US\$1.5 billion in FY2014 (+18% yoy¹)
- Group backlog reached US\$2.4 billion², with ~US\$1 billion subsea orders secured from the start of FY2014 till date
- NPAT adjusted for non-recurring items³ turned around to US\$41.2 million in FY2014



#### **Subsea Services**



- Achieved operational profitability through effective deployment of vessels globally and operational efficiency
- Successfully completed Lewek
   Constellation's first job in West Africa



#### **Offshore Support Services**



- Consolidated into EMAS Offshore Limited, which successfully achieved secondary listing on the Mainboard of SGX-ST in October 2014
- Continues its emphasis to secure mid-tolong term charters for its offshore support vessels ("OSV") fleet in Asia-Pacific

## **TRIYARDS**

## Marine Services



- Continues to focus on Self-Elevating Unit ("SEU") fabrication and has secured its 14<sup>th</sup> liftboat contract since 2005
- Completed and delivered its first proprietary-design BH 450 liftboat



## **Ezra Holdings Limited**

# Key strengths



## **Right Solutions**



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.

## **Ezra Holdings Limited**

## Division overview<sup>1</sup>



**Offshore Production** 

**Services** 

100.0%





60.9%

100.0%



#### **Subsea Services**



- Comprehensive offshore seabed-to-surface installation and engineering services
  - Operates 12 vessels
  - Subsea Umbilicals, Risers and Flowlines ("SURF"), floater & mooring, pipeline installation
  - Heavy lift operation
  - Decommissioning and removal
  - Subsea tie-back contractor

Offshore Support & Accommodation Services





- Separately listed on the Oslo Børs and secondary listing on SGX-ST as EMAS Offshore Limited (formerly known as EOC Limited)
  - Owns / operates 51 vessels
- Offshore Support & Accommodation Services
  - Owns, operates and manages a young and diverse fleet of 41 OSVs, 5 OAVs, 2 barges and a heavy lift and pipelay vessel
- Offshore Production Services
  - Owns or operates 2 Floating, Production, Storage and Offloading ("FPSO") vessels
- Strong presence in the Asia-Pacific market

#### **Marine Services**

**TRIYARDS** 



- Separately listed on the SGX-ST as Triyards Holdings Limited
  - Fabrication of high-end offshore vessels and equipment

#### **Well Services**



- Provides well services, fluid pumping, pipeline & process and oiltools rental
- Market leader in Thailand with project execution experience in Vietnam and the Philippines



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## FY2014 operational 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
  - Work scope included the transportation and installation of two jackets, topsides, flare booms and living quarters for the platforms, as well as living quarters and a gas lift package onto the FPSO Nautipa



#### 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
  - Chevron has extended the contract to 2015 with a further option thereafter



#### Continues momentum in winning subsea contracts



- Since its acquisition in 2011, EMAS AMC has won an aggregate of US\$3.5bn worth of contracts, of which ~US\$1.0bn was secured since 4QFY13
- Current subsea backlog is ~US\$1.1bn with about 25 projects under execution



# Highlights of contract wins

#### **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

## Europe



- 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

**Gulf of Mexico** 

**West Africa** 

North Sea

#### **Africa**



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

## Asia-Pacific

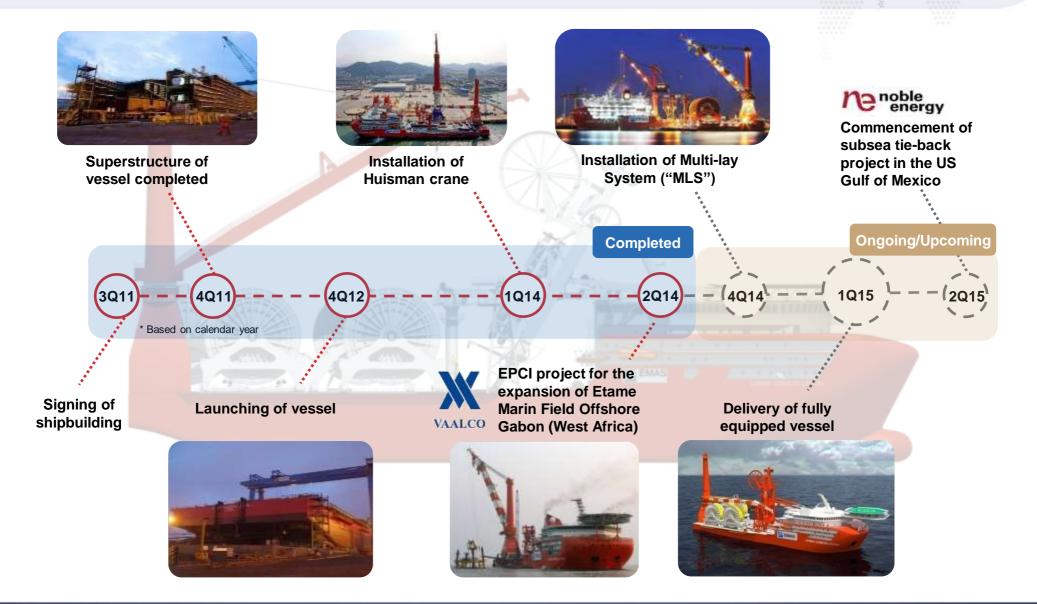


- Installation of flowlines, associated Pipeline End Terminations and spools in water depths up to 1,400m
- Decommissioning and towage of an FPSO





## Indicative timeline for the construction of Lewek Constellation



# Lewek Constellation – VAALCO project offshore Gabon











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## Offshore Support & Production Services – EMAS Offshore Limited

Business combination and offering: completed on 8 October 2014

## Compelling rationale for business combination

#### **EMAS Marine**

- Large, young and diversified fleet geared towards deepwater operations
- Strong presence in Asia Pacific with EMAS branding
- Diverse client base with strong track record

**Growth in key markets** 

## **EMAS Production**

Offshore Accommodation & Construction

Access to growing offshore accommodation market

Offshore Production Services

- FPSO engineering project management and operations & maintenance
- Has interests in 2 FPSOs

**Growth segment** 

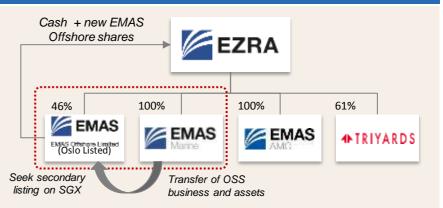
**Room for rationalisation** 

## Creating an offshore services powerhouse

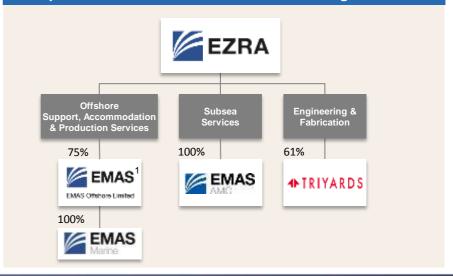
- Leading integrated offshore solutions provider with a sizeable and diverse fleet of 51 vessels
- Offshore support services to customers in the offshore oil and gas industry throughout the oilfield's lifecycle
- Single operational platform allows synergistic benefits
- Diverse customer base that includes Independent Oil Companies ("IOCs") and National Oil Companies ("NOCs")

## Changes to group structure

## Group structure before consolidation



## Group structure after consolidation and offering





## Offshore Support & Production Services - EMAS Offshore Limited

## Fleet overview and global trends



- Engine power capacity of up to 7,340 bhp
- Engine power capacity of up to 30,000 bhp
- 13 out of the 24 vessels are deepwater capable<sup>1</sup>

10 PSV

- Capacity of up to 5,380 dwt
- Five PSVs have capacity exceeding 3,500 dwt

5 OAV



Total capacity of around 1,500 men

2 Barges



Transport cargo and equipment

Heavy lift, pipelay construction vessel



Undertake construction and maintenance works

2 FPSOs



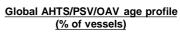
Lewek EMAS and Perisai
 Kamelia were upgraded in 2011
 and 2013 respectively

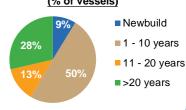
## Positive global trends<sup>2</sup>

1

Ageing global fleet

- ~28% of global fleet is above 20 years of age
- Average age of EMAS Offshore's OSV fleet is ~6 years and the OAV fleet is ~3 years

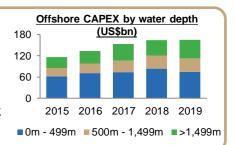




2

Active deep-water projects

- ~50% of offshore CAPEX will be in deepwater<sup>3</sup>
- EMAS Offshore's fleet has capabilities to work at such water depth



3

Growth in offshore platform

- Increasing number of offshore platform installations expected
- Growth will drive increased use of AHTS and PSV





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## **FY14: Turnaround into Sustained Profitability**

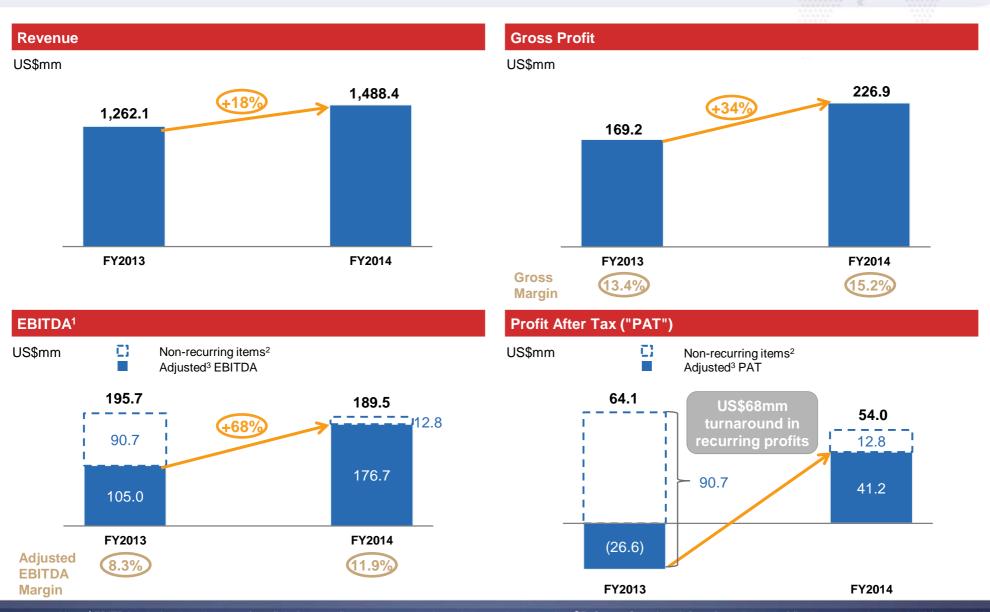
- Subsea backlog growth with ~US\$1.0bn of new orders
- Operational readiness of Lewek Constellation tested through successful completion of VAALCO project
- Continued backlog momentum for Lewek
   Constellation with Noble Energy project wins
- Stabilised offshore fleet operations
- Continued subsea 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

## FY2014 financial highlights

# Sustained operational turnaround achieved



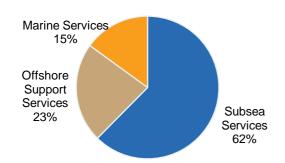


## Revenue breakdown by segment

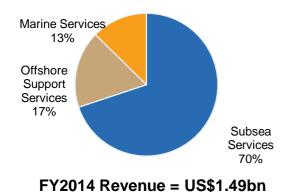
# Subsea segment continues to drive growth

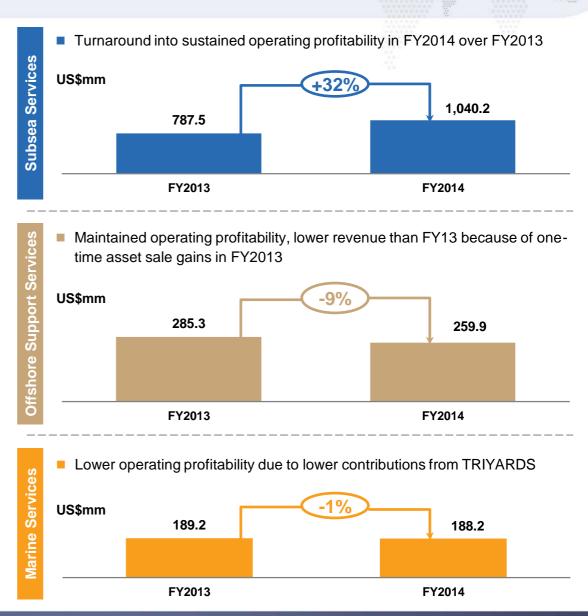
#### Revenue breakdown

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



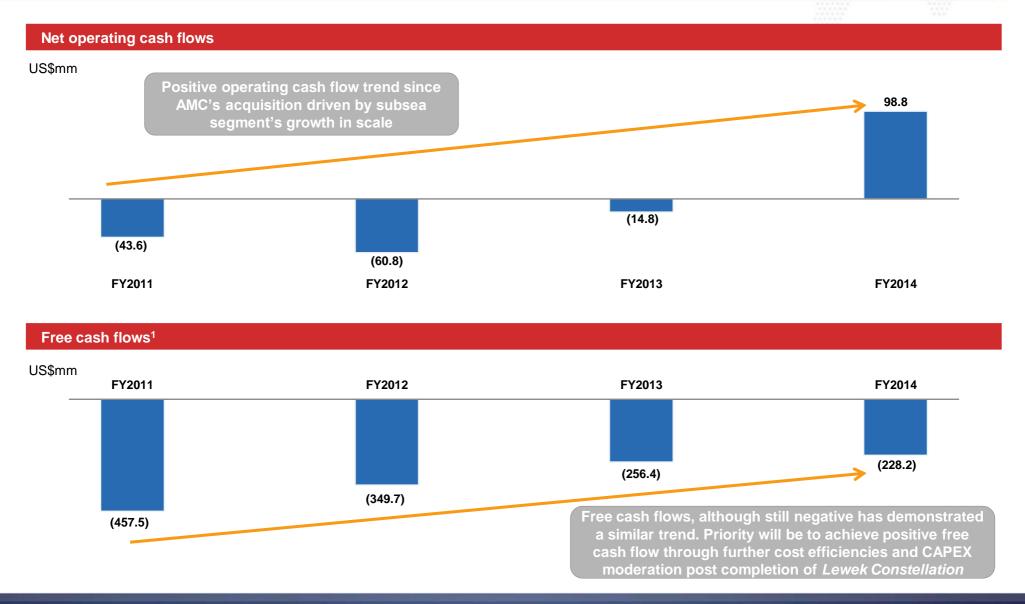
**FY2013 Revenue = US\$1.26bn** 





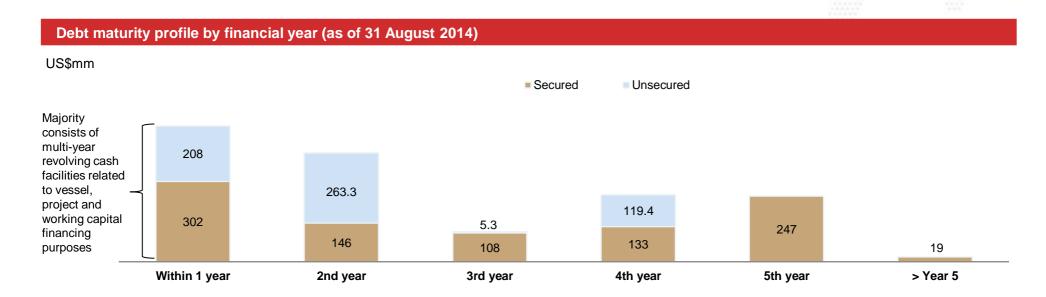
## Recent cash flow trends

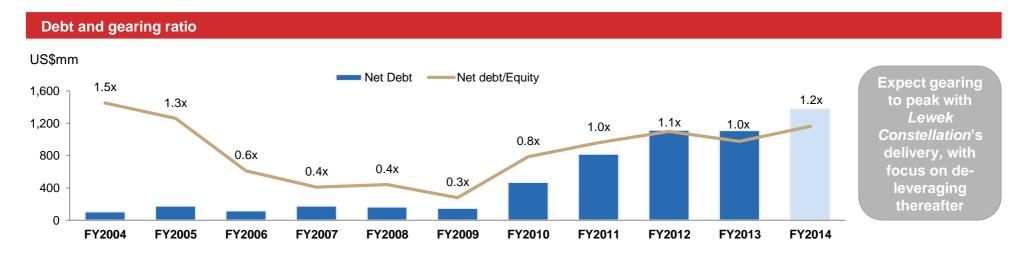
# Operating cash flows in FY14





# Debt maturity profile and gearing ratio







Q&A