

2011 Half Year Results Investor Presentation



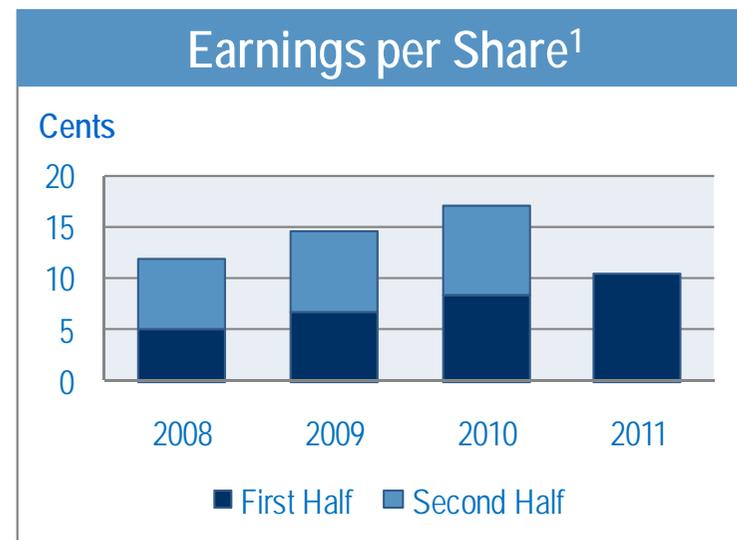
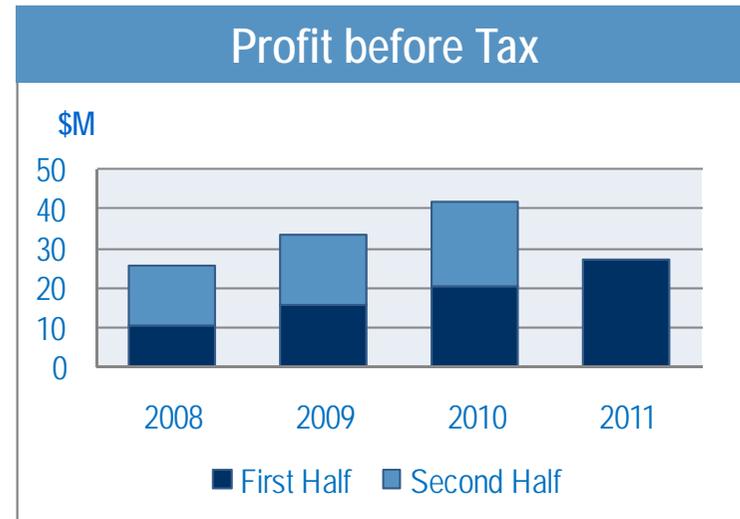
MERMAID MARINE
AUSTRALIA LTD



Continued Profit Growth

- Revenue \$135.3 million, **↑**46% pcp
- Pre-tax profit \$27.0 million, **↑** 33% pcp
- Net profit after tax \$20.4 million, **↑** 31% pcp¹
- Earnings per share of 10.5c, **↑** 25% pcp¹
- Interim Dividend 4c per share, **↑** 33% pcp
- Operating Cashflow \$17.5 million
- Cash at bank \$67.3 million
- Ongoing focus on HSEQ
- Outlook positive

¹ FY2010 normalised to exclude the one-off tax benefit of the Fed Govt investment allowance
PCP = previous corresponding period



Key Performance Ratios

	Variance PCP	6 Months Ended 31 Dec 2010	6 Months Ended 30 June 2010	6 Months Ended 31 Dec 2009
Revenue	↑ 46%	\$135.3M	\$101.5M	\$92.9M
EBITDA	↑ 35%	\$42.0M	\$34.9M	\$31.0M
EBITDA / Revenue ¹	↓ 1.5%	31.1%	33.9%	32.6%
EBIT	↑ 35%	\$32.9M	\$27.0M	\$24.4M
EBIT / Revenue ¹	↓ 1.2%	24.4%	26.1%	25.6%
Profit before Tax	↑ 33%	\$27.0M	\$21.5M	\$20.3M
NPAT (reported)	↑ 2%	\$20.4M	\$17.9M	\$20.0M
NPAT (normalised) ²	↑ 31%	\$20.4M	\$15.9M	\$15.6M
NTA per share	↑ 27%	\$1.21	\$1.05	\$0.95
Earnings per Share (reported)	↓ 3%	10.5c	9.6c	10.8c
Earnings per Share (normalised) ²	↑ 25%	10.5c	8.6c	8.4c
Return on Assets ³	↑ 0.9%	15.7%	14.5%	14.8%
Return on Equity ³	↓ 5.3%	17.9%	19.1%	23.2%

¹ Excluding share of joint venture profits

² Excluding tax benefit from Govt Investment Allowance

³ Annualised and based on average for the year

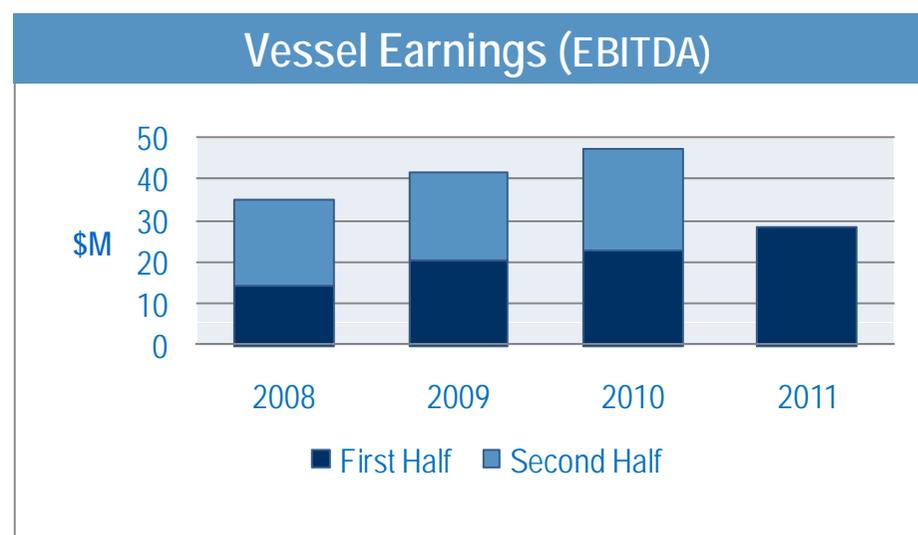
Key Liquidity Ratios

	6 Months Ended 31 Dec 2010	6 Months Ended 30 June 2010	6 Months Ended 31 Dec 2009
Gearing % (Net Debt / Equity)	31.8%	66.7%	75.8%
Interest Cover (EBIT / Interest Expense)	5.6x	4.9x	6.0x
Current Ratio (Current Assets / Current Liabilities)	2.3x	1.7x	1.6x
Operating free cash flow	\$17.5M	\$23.8M	\$27.9M
Interest Bearing Liabilities	\$149.4M	\$158.2M	\$157.3M
Capital Expenditure	\$19.9M	\$15.6M	\$93.8M
Cash at Bank	\$67.3M	\$26.8M	\$23.2M

Vessel Operations

- EBITDA up 25% on PCP
- Margins lower but still strong
- Return on assets consistent at 18.6%
- Demand for vessels continues to be strong with most of the larger fleet under contract
- Average utilisation 80%
- 1 new vessel purchased
- 3 chartered AHTs
- 3 chartered barges
- International operations – current project completing; reviewing ongoing opportunities
- Actively seeking suitable vessels to enter the PSV market
- Currently mobilising additional vessels in Singapore (fuel contract)
- Commenced construction of newbuild OSV

Vessel Financials			
	Variance PCP	6 Months Ended 31 Dec 2010	6 Months Ended 31 Dec 2009
Revenue	↑ 37%	\$100.4M	\$73.5M
EBITDA	↑ 25%	\$28.8M	\$23.1M
EBITDA / Revenue	↓ 2.7%	28.7%	31.4%
EBIT	↑ 20%	\$22.1M	\$18.4M
EBIT / Revenue	↓ 3.0%	22.0%	25.0%
Return on Assets	↑ 0.1%	18.6%	18.5%



Supply Base Operations

Dampier Supply Base

- EBITDA up 61% on PCP
- Margins remain strong
- Wharf activity up approx 20%
- Signed major contract with Chevron for ongoing supply base services – upgrade work commenced (\$5m)

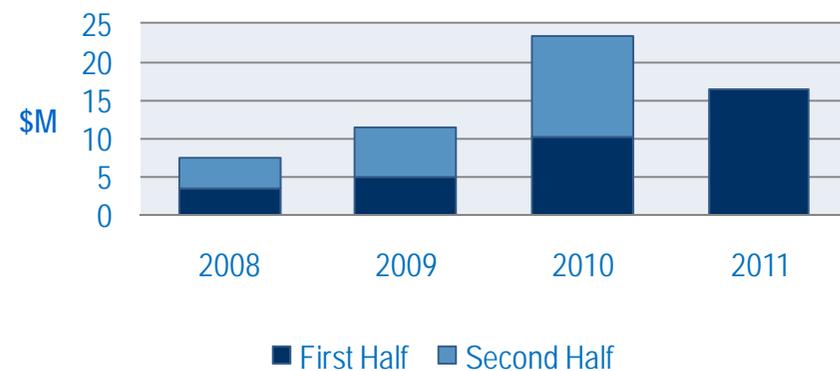
Broome Supply Base

- Limited activity in the region during the first half of the financial year.
- Activity planned to increase from Feb but expecting breakeven result for full year
- Broome continues to be a longer term strategic asset with major projects currently under FEED

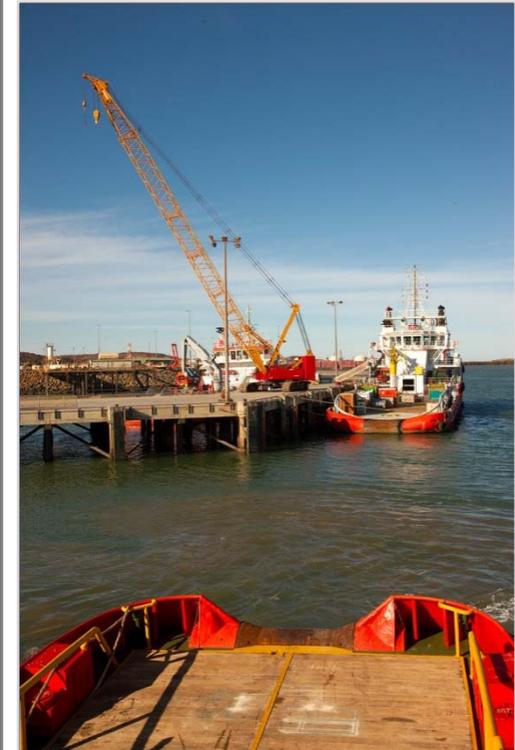
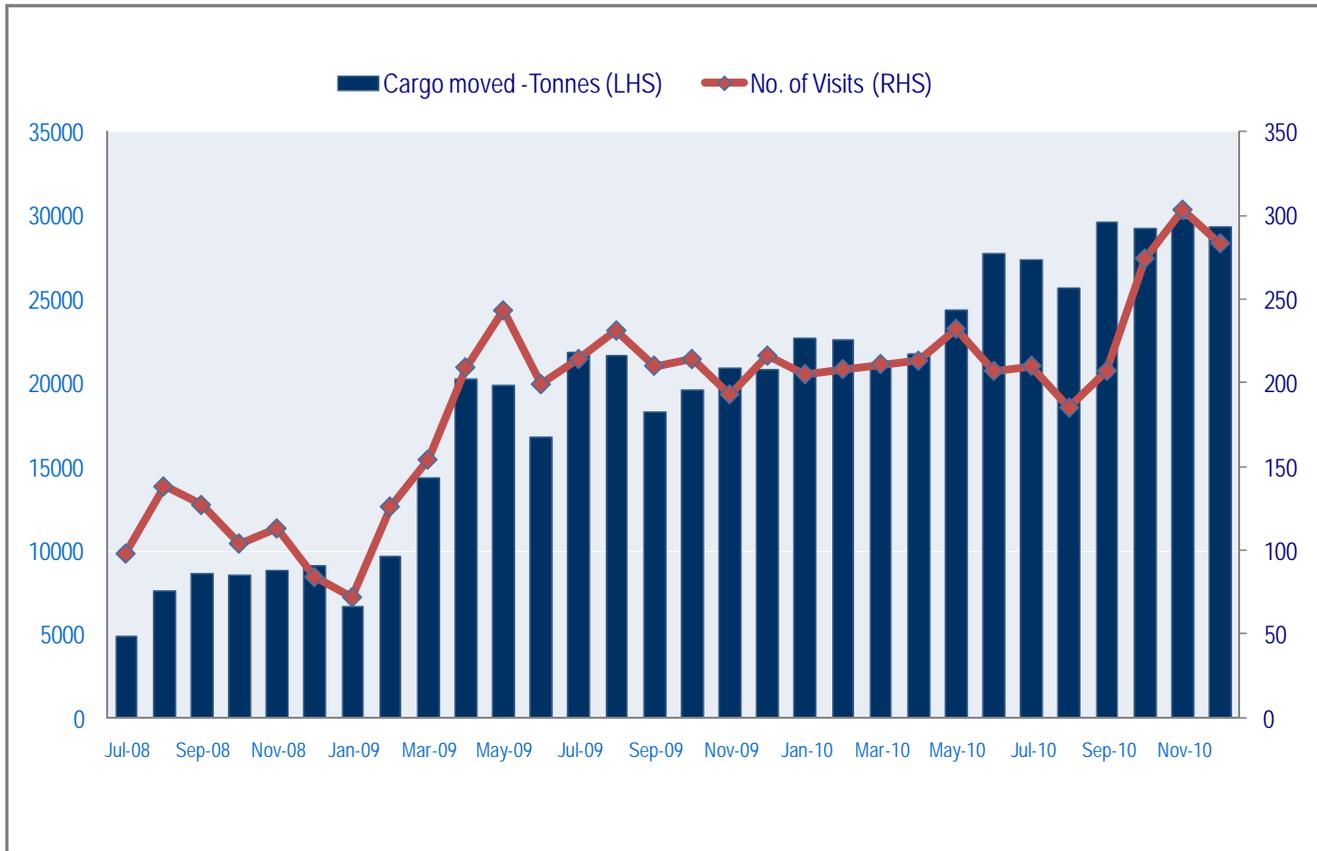
Dampier Supply Base Financials

	Variance PCP	6 months ended 31 Dec 2010	6 months ended 31 Dec 2009
Revenue	↑ 56%	\$27.7M	\$17.7M
EBITDA	↑ 61%	\$16.3M	\$10.1M
EBITDA / Revenue	↑ 1.7%	58.8%	57.1%
EBIT	↑ 65%	\$14.2M	\$8.6M
EBIT / Revenue	↑ 2.6%	51.2%	48.6%
Return on Assets	↑ 4.9%	25.2%	20.3%

Dampier Supply Base Earnings (EBITDA)



Dampier Wharf – increased demand



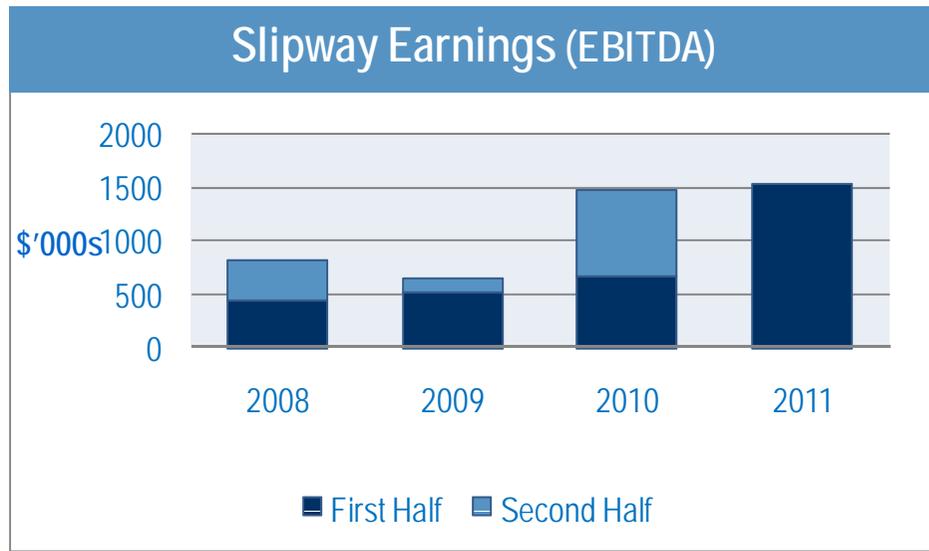
Dampier Slipway Operations

Slipway

- Revenue up 49% to \$11.5m
- EBITDA up 114% to \$1.5m
- Busy first half with 22 vessels docked
- Key to ongoing success of our vessel business



Financials			
	Variance PCP	6 months ended 31 Dec 2010	6 months ended 31 Dec 2009
Revenue	↑ 49%	\$11.5M	\$7.7M
EBITDA	↑ 114%	\$1.5M	\$0.7M
EBITDA / Revenue	↑ 3.9%	13.0%	9.1%
EBIT	↑ 200%	\$1.2M	\$0.4M
EBIT / Revenue	↑ 5.2%	10.4%	5.2%



Market Outlook

Opportunities

- ❑ Significant activity in Australia
 - Gorgon Project ramping up
 - Chevron Wheatstone Project (US\$18b) progressing towards FID
 - Inpex Ichthys Project (US\$20b) – FEED
 - Pluto 2 – (\$12b)
 - Shell Prelude (\$US7.5b) – FEED
 - Woodside Browse – Pre-FEED
 - North Rankin B (\$5b)
 - BHP Macedon (\$1.5b)
- ❑ International opportunities
 - Current project in West Papua completing end Feb
 - Ongoing opportunities – Mexico and SE Asia

Risks

- ❑ Increased competition as Asian recovery slower than expected
- ❑ Project delays
- ❑ Industrial activity
- ❑ Access to skilled labour

Summary

- ❑ Another record result for the first half of the year
- ❑ All major divisions performing strongly
- ❑ Balance Sheet capacity - gearing low due to recent capital raising
- ❑ Solid demand for vessels in Australian market
- ❑ International business challenging but emerging opportunities
- ❑ Strong returns from the Dampier supply base, wharf demand increasing and new contract signed with Chevron
- ❑ Continuing to add to our fleet and progress PSV strategy
- ❑ Oil & Gas market in Australia remains strong
- ❑ Expect continued growth in earnings

Dampier Supply Base and Adjacent Facilities



Vessel Listing

Vessel	Name	Flag	Type	Year	Bollard Pull	LOA	BHP	Berths
MERMAID	CHIEFTAN	AUSTRALIA	HARBOUR TUG	1969	18	20	1280	5
MERMAID	COMMANDO	AUSTRALIA	HARBOUR TUG	1981	15	20	1072	12
MERMAID	TITAN	AUSTRALIA	HARBOUR TUG	1983	9	14	800	3
MERMAID	ARROW	AUSTRALIA	FAST RESPONSE CREW VESSEL	2009*	-	20	1080	5
MERMAID	RESOURCE	AUSTRALIA	FAST RESPONSE CREW VESSEL	1996	-	27	2600	6
MERMAID	CONSTRUCTOR	MALAYSIA	BARGE	2003	-	70	-	-
MERMAID	CARVER	AUSTRALIA	AHT	2000	40	32	3500	14
MERMAID	ENDEAVOUR	AUSTRALIA	AHT	1995	45	35	4000	12
MERMAID	GUARDIAN	AUSTRALIA	AHT	2004	50	40	4000	18
MERMAID	SENTINEL	SINGAPORE	AHT	2006	50	40	4000	20
MERMAID	SOUND	AUSTRALIA	AHT	2005	72	50	5800	22
MERMAID	STORM	AUSTRALIA	AHT	1993	40	34	4000	18
MERMAID	PROVIDER	AUSTRALIA	AHT	1995	50	45	4000	12
MERMAID	SUPPORTER	AUSTRALIA	AHT	2001	65	48	4800	24

* Rebuilt

Vessel Listing continued

Vessel	Name	Flag	Type	Year	Bollard Pull	LOA	BHP	Berths
MERMAID	RANGER	SINGAPORE	AHT	2007	50	40	4000	20
MERMAID	VISION	SINGAPORE	AHTS	2009	105	68	8000	32
MERMAID	VOYAGER	AUSTRALIA	AHTS	2009	65	59	5150	42
MERMAID	VANTAGE	SINGAPORE	AHTS	2009	65	59	5150	42
MERMAID	VANQUISH	SINGAPORE	AHTS	2007	65	59	5150	42
MERMAID	DISCOVERY	SINGAPORE	AHTS	2007	65	57	5500	68
MERMAID	INVESTIGATOR	AUSTRALIA	MPV / SURVEY	2005	30	54	3619	42
MERMAID	SEARCHER	AUSTRALIA	MPV / SURVEY	2008	34	54	3200	36
MERMAID	SPIRIT	AUSTRALIA	ACCOMODATION VESSEL	1998	-	30	1099	32
MERMAID	ACHIEVER	AUSTRALIA	STANDBY / SURVEY	1983	-	40	1619	34
MERMAID	VIGILANCE	SINGAPORE	PSV	2009	-	70	4000	50
MERMAID	REGENT	SINGAPORE	BARGE	2010	-	70	-	-

Vessel Listing – Chartered Vessels

Vessel	Name	Flag	Type	Year	Bollard Pull	LOA	BHP	Berths
SWISSCO	SABRE	SINGAPORE	AHT	2010	50	40	2100	20
MERMAID	RELIANCE	SINGAPORE	AHT	2010	65	50	5150	36
MERMAID	RESOLUTION	SINGAPORE	AHT	2010	65	50	5150	36
MICLYN	GLORY	SINGAPORE	SUPPLY	2003	-	53	3200	23
AMS	ESPERENCE	SINGAPORE	BARGE	2010	-	76	-	-
SEALINK	PACIFIC	MALAYSIA	BARGE	2004	-	82	-	-
MARITIME	FALCON	SINGAPORE	BARGE	2008	-	70	-	-
TOLL	SANDFLY	SINGAPORE	LANDING CRAFT	2010		54	1280	13

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