



MERMAID MARINE  
AUSTRALIA LTD

**Mermaid Marine Australia Ltd**

**citi** Australian & New Zealand Investment Conference

**26 October 2011**



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# 2011 Highlights



## Financial

- Revenue \$289.1 million, ↑48.7%
- Pre-tax profit \$58.2 million, ↑39.1%
- Net profit after tax \$43.2 million, ↑37.1% (normalised)
- Earnings per share of 21.1c, ↑24.1% (normalised)
- Final Dividend 5c per share; full year 9c per share ↑12.5%
- Operating Cashflow \$79.5 million ↑53.8%
- Cash at bank \$55.1 million
- Strong Balance Sheet – \$64m equity raising (Oct-10); restructured debt facilities into a new 5 year Club Facility (Aug-11)

## Operating

- Safety performance good – and improving
- Expanded fleet size and capability – executing on PSV strategy
- High utilisation levels at Dampier Supply Base and across the fleet
- Improved earnings and margins on Slipway
- Outlook remains positive through 2012

\* FY2010 NPAT and EPS included a one of tax benefit from Federal Government Investment Incentives – Normalised FY10 NPAT \$31.5m; Normalised FY10 EPS 17.0c

# Key Performance Ratios

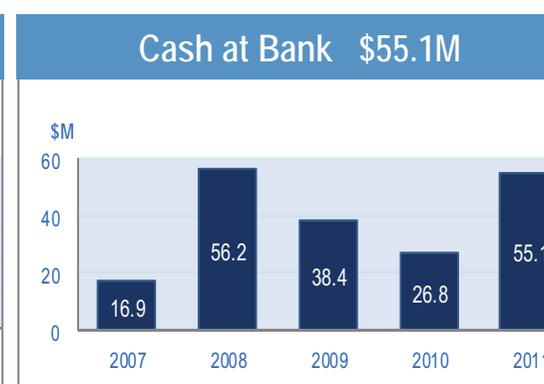
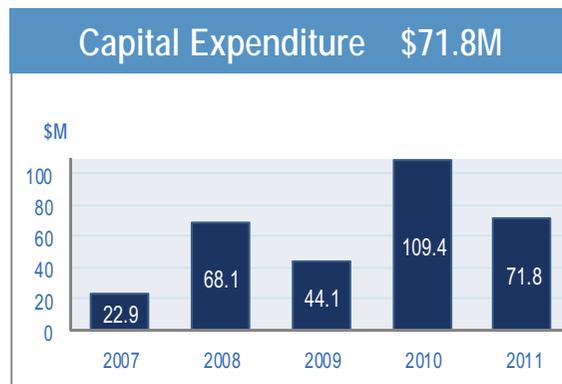
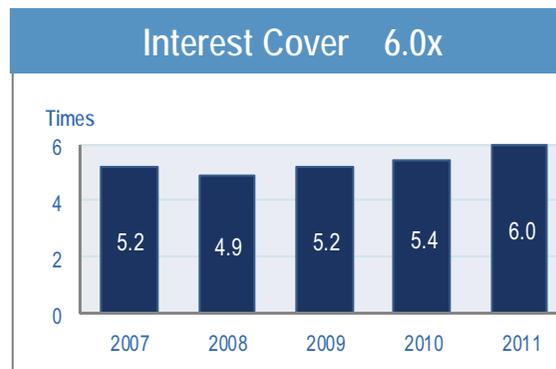
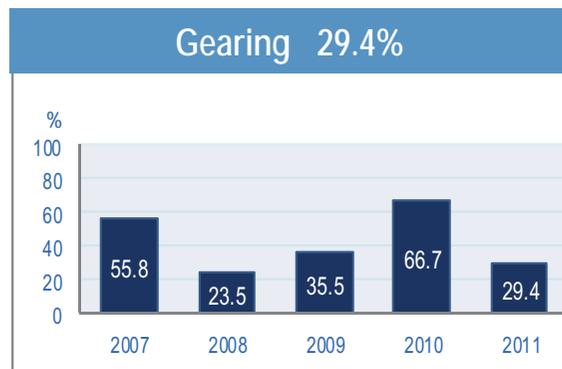


## MMA continues its record of strong earnings growth



# Key Liquidity Ratios

**Strong balance sheet position providing flexibility for future growth**

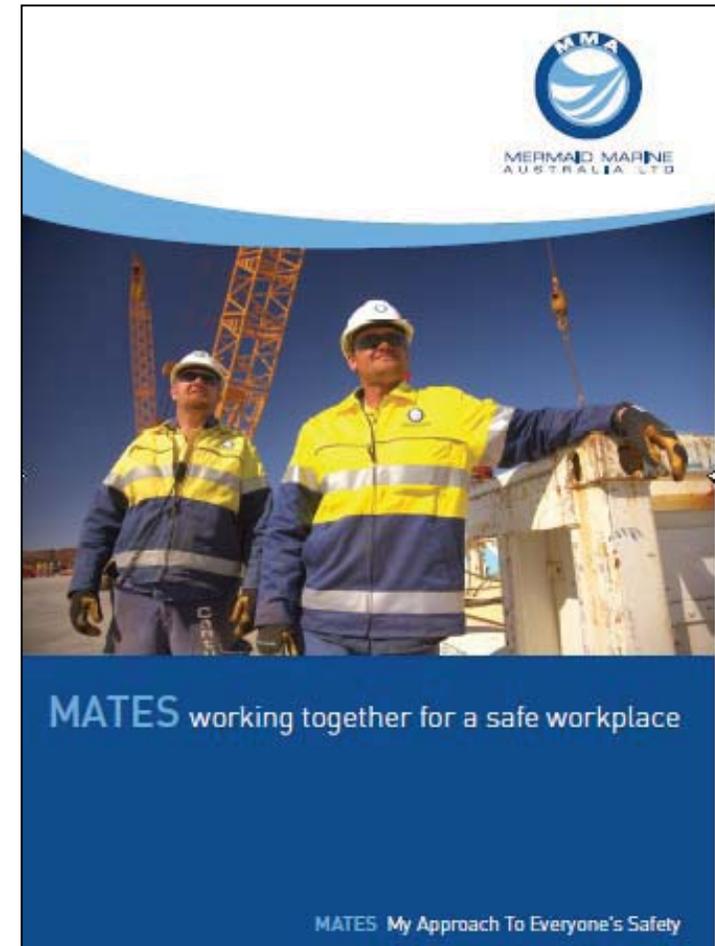
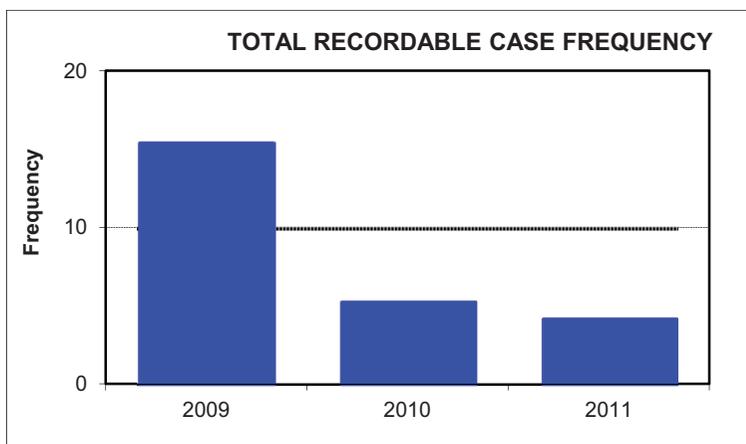


# Safety and Environment



## Commitment to an incident free environment with minimal environmental impact

- Tailored Behavioural Based Safety System “MATES” recently implemented across the organisation
- Other improvement initiatives include Verification of Competency Program, Permit to Work Management System, Online HSE Induction, HSE Passports
- TRCF reduced by 21% to 4.2 in FY2011
- Compliance with all environmental regulations, licenses and Ministerial Conditions



# Vessel Operations



## A strong year both financially and operationally

### Financial highlights

- Revenue up 41.0%; EBIT up 14.5%
- Margins lower - more chartered vessels and higher percentage of contracted work
- ROA lower – newer fleet, higher depn charges

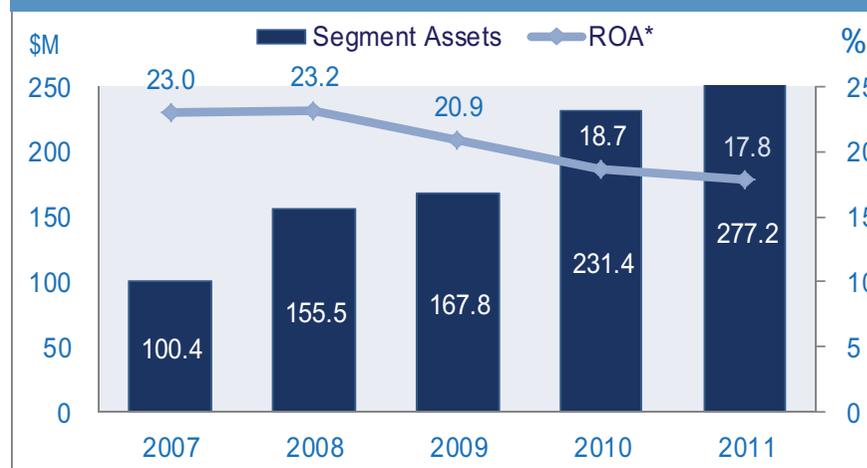
### Operational highlights

- Strong demand for services generating continued high utilisation (Avg. 81%)
- Provided unique customised vessel solutions to our clients
- Continued our fleet expansion strategy:
  - Mermaid Leveque PSV purchased Jun 11
  - 1 new AHT purchased – Mermaid Ranger
  - 2 x 53m OSVs under construction (Mermaid Strait delivery Apr-12; second vessel Dec-12)
- Signed 2 x 3 year FPSO support contracts with Woodside (\$60m) + options to extend
- International Operations continuing – Vigilance in Mexico, Discovery and Vanquish in Brunei

### Vessel Financials

	Variance	30 Jun 2011	30 Jun 2010
Revenue	↑ 41.0%	\$211.7M	\$150.1M
EBITDA	↑ 21.9%	\$57.9M	\$47.5M
EBITDA / Revenue	↓ 4.2%	27.4%	31.6%
EBIT	↑ 14.5%	\$42.6M	\$37.2M
EBIT / Revenue	↓ 4.7%	20.1%	24.8%

### Return on Assets



\* Based on Average Assets

# Vessels



# Dampier Supply Base



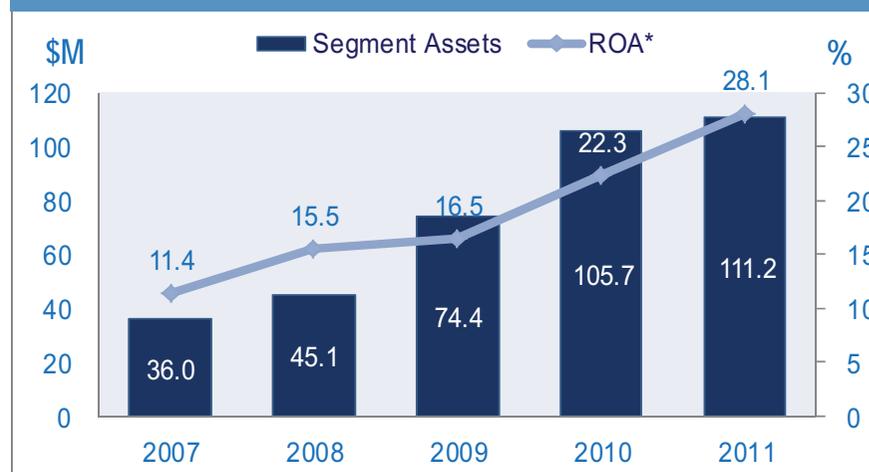
## Strong earnings growth and continued expansion

- Financial highlights
  - Revenue up 50.1%
  - EBIT up 51.2%
  - Maintained strong margins
  - Investment generating strong ROA
- Operational highlights
  - Strong demand for Supply Base services driving high utilisation across the base
  - Signed major new Supply Base contract with Chevron (drilling & production support)
  - Further upgrades completed
    - Laydown
    - Access roads
    - Fuel facilities
  - In principle agreement reached on EBA negotiations

### Dampier Supply Base Financials

	Variance	30 Jun 2011	30 Jun 2010
Revenue	↑ 50.1%	\$61.4M	\$40.9M
EBITDA	↑ 47.9%	\$34.6M	\$23.4M
EBITDA / Revenue	↓ 0.8%	56.4%	57.2%
EBIT	↑ 51.2%	\$30.4M	\$20.1M
EBIT / Revenue	↑ 0.4%	49.5%	49.1%

### Return on Assets



\* Based on Average Assets

# Dampier Supply Base



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# Dampier Supply Base – Aerial view



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# Dampier Slipway

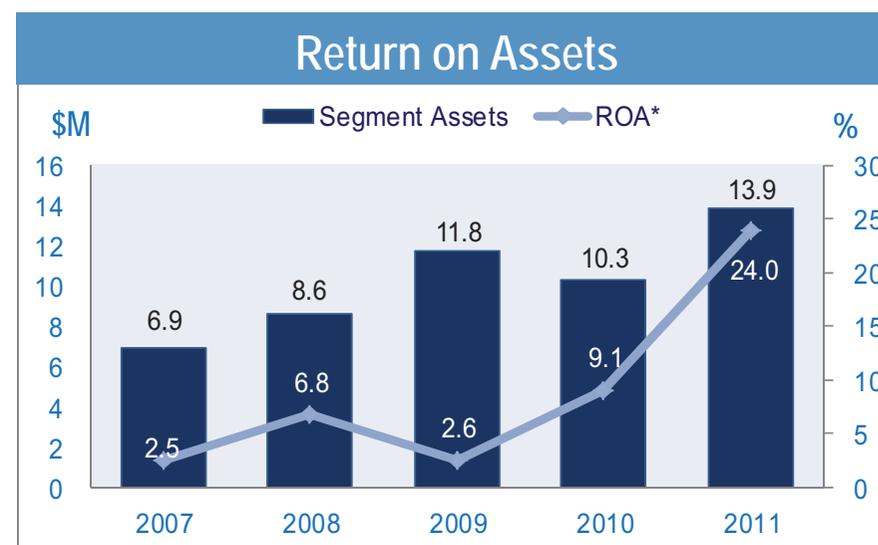


## Strong demand for Slipway services

- Financial highlights
  - Delivered solid financial performance
  - EBIT \$2.9m – up 190% on FY10
  - Return on assets – a record 24%
  
- Operational highlights
  - Increased number of vessels working in NWS driving increased demand for slipway service
  - Docked 42 vessels (FY10: 37)
  - Continuing to upgrade the facility



Financials			
	Variance	30 Jun 2011	30 Jun 2010
Revenue	↑ 81.7%	\$23.8M	\$13.1M
EBITDA	↑ 133.3%	\$3.5M	\$1.5M
EBITDA / Revenue	↑ 3.2%	14.7%	11.5%
EBIT	↑ 190.0%	\$2.9M	\$1.0M
EBIT / Revenue	↑ 4.6%	12.2%	7.6%



\* Based on Average Assets

# Broome Supply Base



## Strategically positioned for future growth

- Financial highlights
  - Small loss for the period due to limited drilling activity in the region during FY11
  - Activity expected to increase in FY12 (Conoco Philips drilling campaign)
- Operational highlights
  - Continuing to invest in infrastructure to meet current and future demand:
    - New offices completed during the year
    - New dangerous goods area and pipe wash-down facility
    - Secured additional land – Total area now 11.6ha
- Strategic Asset
  - Broome Supply Base is a strategic asset with several major projects planned for the region:
    - Shell Prelude FID Announced Jun-11
    - INPEX Ichthys – FID expected end 2011
    - Woodside Browse – FID expected mid 2012



# Broome Supply Base – Aerial View



## Positive outlook for MMA's services, with strong activity forecast

- Construction activity in NWS, Browse Basin and Timor Sea buoyant
  - Estimated \$170 billion of projected construction spend on oil & gas projects between 2011 and 2017
- Production Support
  - Ongoing support of FPSO operations
  - FLNG will require significant production support once in field
- Exploration & Seismic
  - Chevron, Woodside, BHP, Hess, Apache, Santos, Conoco Phillips
  - Ongoing seismic support with Geokinetics – Mexico, Brunei, Browse Basin
- Risks
  - Increased competition, project delays, industrial activity, access to skilled labour

# Construction Projects



**Estimated ~\$170b of expenditure forecast on a range of projects in the NWS, Browse Basin and Timor Sea over the next 7 years**

Project	Operator	Status	Expected Completion
Montara	PTTEP	Development	2012
Macedon	BHP	Development	2013
North Rankin B	Woodside	Development	2013
Gorgon	Chevron	Development	2015
Prelude	Shell	Development	2016
Wheatstone	Chevron	Development	2016
Ichthys	Inpex	FEED – FID expected end 2011	2017
Pluto 2	Woodside	FEED	2015
Browse	Woodside	Proposed	2017
Sunrise	Woodside	Proposed	2018

# Summary



- Continued record of strong earnings growth in FY11
- Continued improvement in our safety performance, processes and culture across the organisation
- All divisions performed well during the year – demand for services in Australia remaining buoyant with strong forward order book
- Continuing to deliver high value marine solutions to customers
- Continuing to expand our vessel fleet
- Executing on PSV growth strategy
- Strong returns from the Dampier Supply Base – wharf demand consistent and new contract signed with Chevron
- Strong Balance Sheet to fund future growth
- Expect to continue earnings growth in FY12

# For further information contact



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# Vessel Listing



Vessel	Name	Flag	Type	Year	Bollard Pull	LOA	BHP	Berths
MERMAID	LEVEQUE	SINGAPORE	PSV/MULTI PURPOSE	2010	-	75	6700	40
MERMAID	VIGILANCE	SINGAPORE	PSV/MULTI PURPOSE	2009	-	64	4000	50
MERMAID	DISCOVERY	SINGAPORE	AHTS/MULTI PURPOSE	2007	65	57	5500	68
MERMAID	VANQUISH	SINGAPORE	AHTS	2007	65	59	5150	42
MERMAID	VANTAGE	SINGAPORE	AHTS	2009	65	59	5150	42
MERMAID	VISION	SINGAPORE	AHTS	2009	105	68	8000	32
MERMAID	VOYAGER	AUSTRALIA	AHTS	2009	65	59	5150	42
MERMAID	CARVER	AUSTRALIA	AHT, AZIMUTH, OSV	2001	32	32	3600	14
MERMAID	ENDEAVOUR	AUSTRALIA	AHT, AZIMUTH, OSV	1995	45	35	3900	12
MERMAID	SOUND	AUSTRALIA	AHT, AZIMUTH, OSV	2007	72	50	5400	22
MERMAID	STORM	AUSTRALIA	AHT, AZIMUTH, OSV	1994	40	33	4000	18
MERMAID	GUARDIAN	AUSTRALIA	AHT, OSV	2005	50	40	4000	18
MERMAID	PROVIDER	AUSTRALIA	AHT, OSV	1999	50	45	3900	12
MERMAID	SENTINEL	AUSTRALIA	AHT, OSV	2006	50	40	4000	20
MERMAID	SUPPORTER	AUSTRALIA	AHT, OSV	2000	65	45	4800	24

# Vessel Listing



Vessel	Name	Flag	Type	Year	Bollard Pull	LOA	BHP	Berths
MERMAID	RANGER	SINGAPORE	AHT	2007	50	40	4000	20
MERMAID	RELIANCE	SINGAPORE	AHT	2010	68	50	5150	36
MERMAID	RESOLUTION	SINGAPORE	AHT	2010	68	50	5150	36
MERMAID	INVESTIGATOR	AUSTRALIA	M SURVEY, DP, MULTI PURPOSE	2005	30	54	3619	42
MERMAID	SEARCHER	AUSTRALIA	SURVEY, SUPPLY, MULTI PURPOSE	2008	34	54	3200	36
MERMAID	ACHIEVER	AUSTRALIA	STANDBY, SURVEY, SUPPLY	1982	-	40	1619	34
MERMAID	SPIRIT	AUSTRALIA	ACCOMODATION VESSEL, SURVEY	1997	-	30	1100	32
MERMAID	ARROW	AUSTRALIA	FAST RESPONSE CREW VESSEL	2009*	-	20	1080	5
MERMAID	RESOURCE	AUSTRALIA	FAST RESPONSE CREW VESSEL	1996	-	27	2600	6
MERMAID	CHIEFTAN	AUSTRALIA	HARBOUR TUG	1969	18	20	1280	5
MERMAID	COMMANDO	AUSTRALIA	HARBOUR TUG	1981	15	20	1040	12
MERMAID	TITAN	AUSTRALIA	HARBOUR TUG	1983	9	14	800	3
MERMAID	CONSTRUCTOR	AUSTRALIA	BARGE	2003	-	76	-	-
MERMAID	REGENT	AUSTRALIA	BARGE	2010	-	73	-	-

# Vessel Listing – Chartered Vessels



Vessel	Name	Flag	Type	Year	Bollard Pull	LOA	BHP	Berths
SWISSCO	SABRE	SINGAPORE	AHT	2010	50	40	4200	20
AMS	ESPERENCE	SINGAPORE	BARGE	2010	-	76	-	-
SEALINK	PACIFIC	MALAYSIA	BARGE	2004	-	85	-	-
MARITIME	FALCON	SINGAPORE	BARGE	2008	-	76	-	-
TOLL	SANDFLY	SINGAPORE	LANDING CRAFT	2010		54	1280	13
DANA	CRUZ	USA	SHALLOW DRAFT TUG	2010	14	28	1800	10
CREST	ODYSSEY II	SINGAPORE	DIVE SUPPORT VESSEL DP2	2011	-	82	5150	132



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