

BUMI ARMADA Q4 2017 ANALYST BRIEFING

26th February 2018



BUMIARMADA

Disclaimer

This presentation may contain statements of future expectations and other forward-looking statements based on management's and/or other information providers' current views and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance, or events to differ materially from those in such statements. Such forward-looking statements are subject to various risks and uncertainties, which may materially and adversely impact the actual results and performance of the Company's businesses. Certain such forward-looking statements can be identified by the use of forward-looking terminology such as "believes", "may", "will", "should", "would be", "expects" or "anticipates" or similar expressions, or the negative thereof, or other variations thereof, or comparable terminology, or by discussions of strategy, plans, or intentions. Should one or more of these risks or uncertainties materialise, or should underlying assumptions prove incorrect, actual results may vary materially from those described as anticipated, believed, or expected in this presentation. The Company does not intend, and does not assume any obligation, to update any industry information or forward-looking statements set forth in this presentation to reflect subsequent events or future circumstances.



Agenda

1. Operational & Project Updates
2. Q4 2017 Financials
3. Outlook
4. Q&A

Operational & Project Updates



FPO Updates

Project Updates:

- Armada Kraken – producing approx. 50,000 bbls oil currently. Moving towards final acceptance by Q2.
- Armada Olombendo – High production, completed 20th offload in 4Q 2017. Acceptance progressing as planned by Q1.
- Karapan Armada Sterling III – Receiving 100% of day rate as of end-December.

Operating Vessels:

- Average uptime of 99% on operating vessels.
- Armada TGT 1 – Discussions with client on contract extension progressing.
- Armada LNG Mediterrana – Achieved 1 year LTI free operations.



OMS Updates

OSV

- Vessel utilisation declined to 46% in Q4 2017, compared to 53% in Q3 2017.

Subsea Construction

- Lukoil 2017 scope completed. Lukoil 2018 scope – operation schedule issued for client approval. Procurement activities ongoing.
- Armada KP1 – Secured short term contract for work in Indonesia.



Q4 2017 Financials



Key takeaways

- Revenue in Q4 2017 increased by 3.2% to RM662.1 million compared to Q3 2017.
- Q4 2017 versus Q3 2017
 - FPO revenue increased by 12.5% to RM452.8 million
 - OMS revenue decreased by 12.3% to RM209.3 million
 - EBITDA⁽¹⁾ decreased by 22.2% to RM363.4 million
 - Net profit ⁽²⁾ decreased by 48.4% to RM63.8 million
- The Group's total order book as at 31 Dec 2017 was RM34.8 billion (RM22.3 billion of firm contracts and RM12.5 billion of optional extensions).

(1) Earnings before interest, tax, depreciation, amortisation and impairment

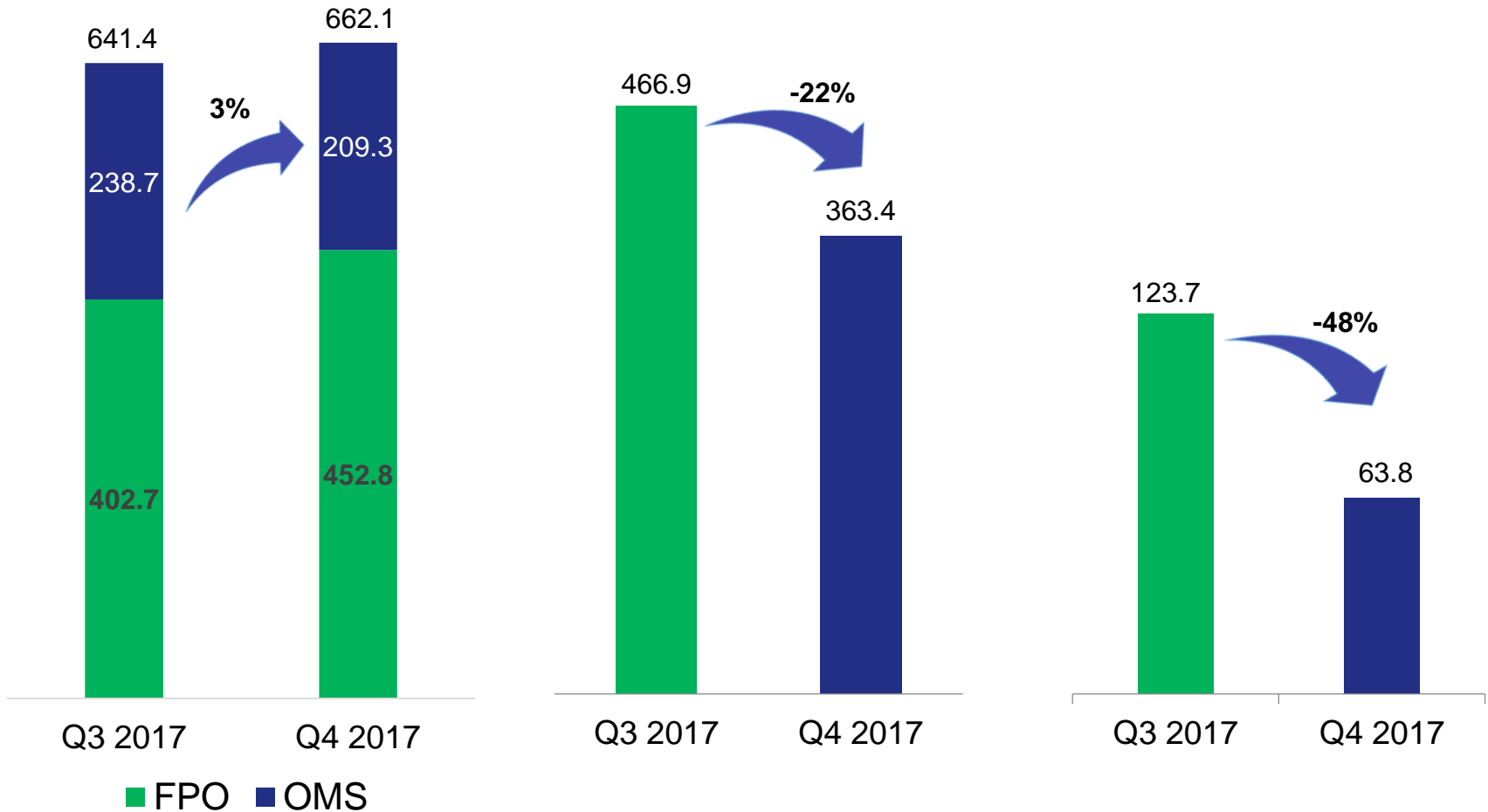
(2) Attributable to Owners of the Company

Results Overview – Q4 2017 vs. Q3 2017 (in RM'mil)

Revenue

EBITDA

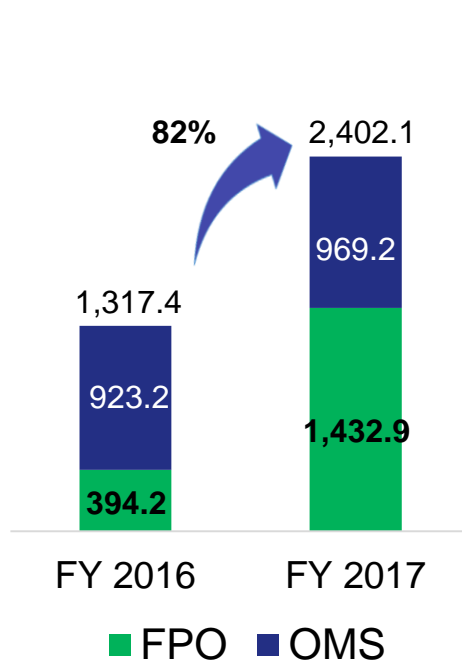
Net Profit (1)



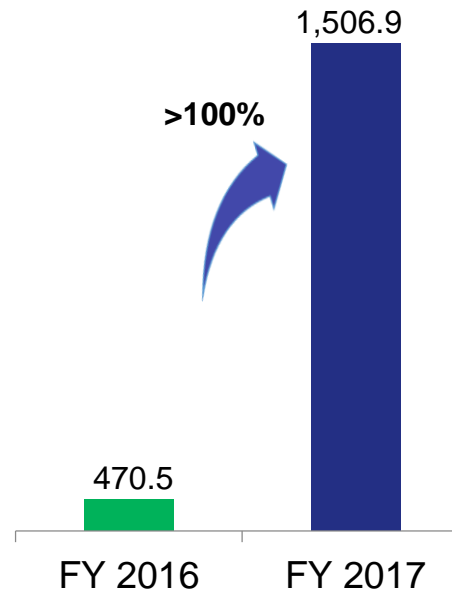
(1) Attributable to Owners of the Company

Results Overview – FY 2017 vs. FY 2016 (in RM'mil)

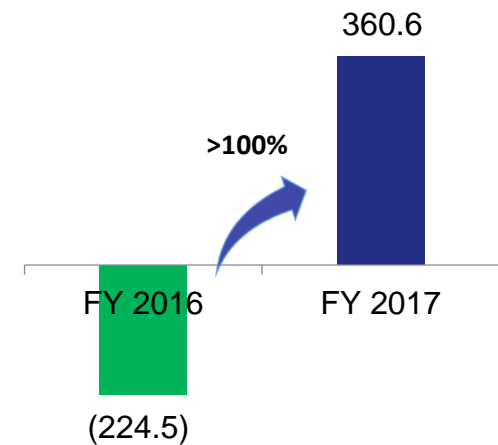
Revenue



EBITDA



Net Profit (1)



Note: The profit in FY 2016 as shown above, does not include the following exceptional item:

- Impairment loss of RM1,743.2 mil

The profit in FY 2017 as shown above, does not include the following exceptional item:

- Impairment loss of RM8.3 mil

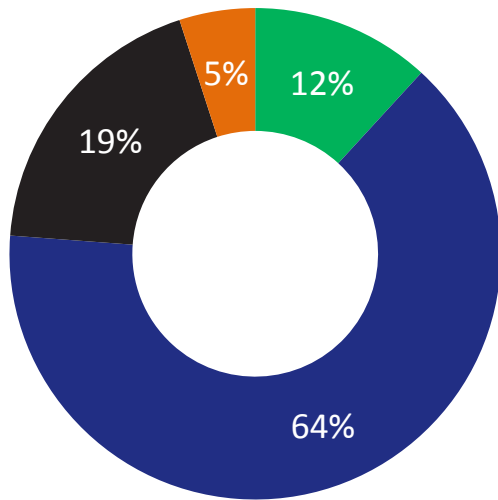
(1) Attributable to Owners of the Company



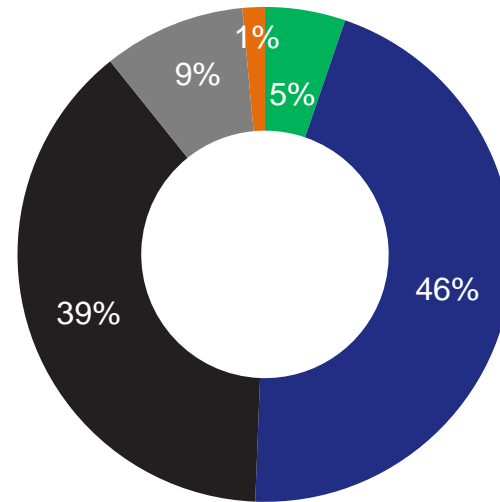
Revenue composition by geographical %

Malaysia based international company continued expansion across key regions

FY 2016



FY 2017

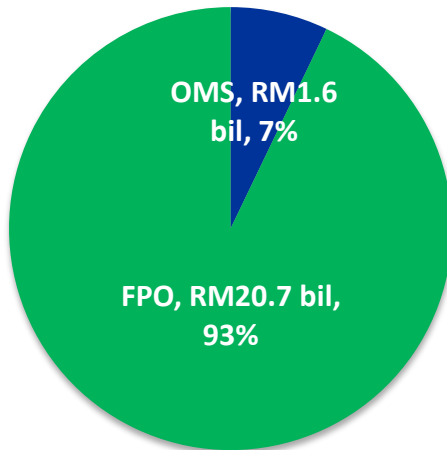


- Malaysia
- Asia (excluding Malaysia) and Australia
- Middle East & Africa
- Europe
- Latin America

Order book as at 31 December 2017

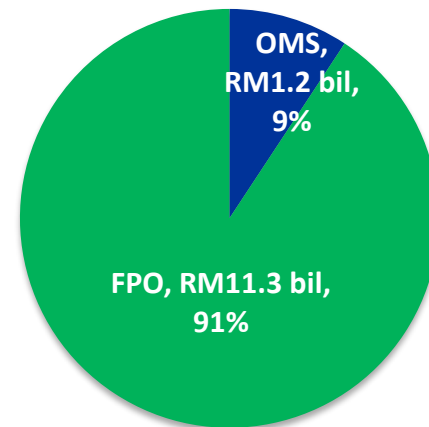
As at 31 Dec 2017, the Group's firm order book stood at RM22.3 bil compared to RM22.7 bil as at 30 Sep 2017. Upon expiration of the firm contract period, certain contracts contain extension options which are renewable on annual basis with a total potential value of RM12.5 bil over the entire option periods.

- The breakdown of order book with firm contract period by business segments (fleets) is as follows:



Firm contract period order book: RM22.3bil

- The breakdown of order book with optional contract period by business segments (fleets) is as follows:



Optional extension period order book: RM12.5 bil

Outlook



Bumi Armada Outlook FY2018



FPO

- Focusing on key client tenders.
- Upside opportunities - Armada Claire, Woodside litigation.

OMS

- Focus OSV business on positive cashflow.
- Subsea construction – discussing new opportunities in Caspian & SE Asia with clients.

Reviewing potential balance sheet management structures for growth.

Continuously re-enforce safety culture.



Q&A



Thank You



BUMIARMADA

