

BUMI ARMADA Q1 2017 ANALYST BRIEFING

31st May 2017



BUMIARMADA



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Agenda

1. Q1 2017 Financials
2. Operational & Project Updates
3. Outlook
4. Q&A

Q1 2017 Financials



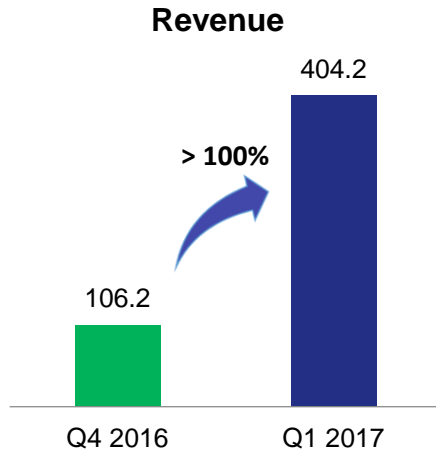
Key takeaways

- Revenue in Q1 2017 improved to RM404.2 mil versus RM106.2 mil in Q4 2016.
- EBITDA for YTD 2017 and Q1 2017 stands at RM248.4 mil versus negative RM70.7 mil in Q4 2016.
- The Group posted a profit attributable to owners for YTD 2017 of RM48.1 mil versus a net loss of RM249.2 mil ⁽¹⁾ in Q4 2016.
- The Group generated net cash flows from operating activities for YTD 2017 of RM183.8 mil.
- The Group's total order book as at end 31 March 2017 was RM37.6 bil (RM23.9 bil of firm contracts and RM13.7 bil of optional extensions).

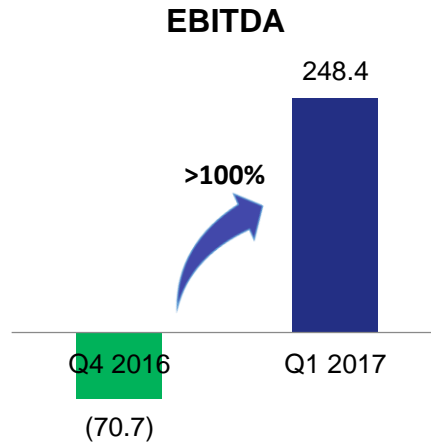
⁽¹⁾ Q4 2016 net loss excludes impairment loss on property, plant and equipment of RM1,145.6 mil.



Results Overview – Q1 2017 vs. Q4 2016 (in RM'mil)

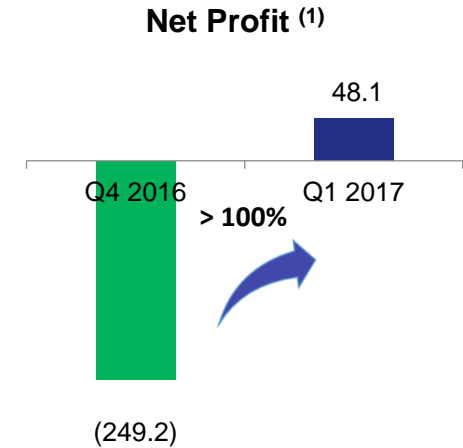


Improvement primarily due to the FPO business



Increase in EBITDA due to:

- Higher contributions from the FPO and JVs



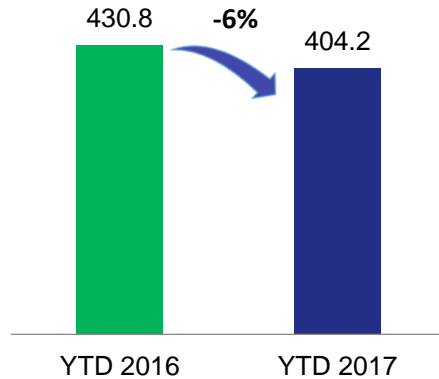
The loss in Q4 2016 as shown above, does not include the following exceptional items:

- Impairment loss on property, plant and equipment of RM1,145.6 mil

⁽¹⁾ Attributable to Owners of the Company

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

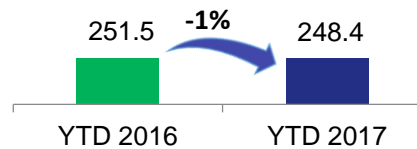
Revenue



Lower revenue Y-o-Y due to:

- Lower OSV vessel utilisation
- Lower contribution from the LukOil project in the Caspian Sea

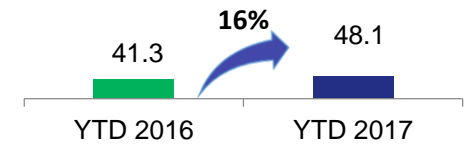
EBITDA



Lower EBITDA due to:

- Lower contribution from the OMS segment
- Lower share of results of joint ventures from Karapan Armada Sterling III

Net Profit ⁽¹⁾

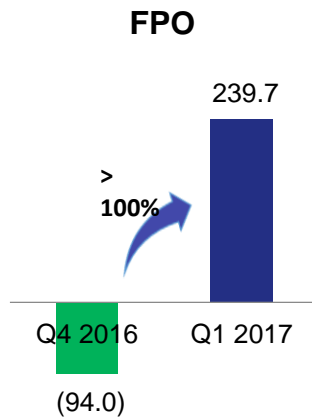


The profit in YTD 2016 as shown above, does not include the following exceptional items:

- Impairment loss on property, plant and equipment of RM17.9 mil

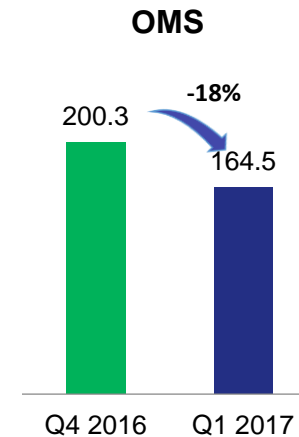
Revenue composition by segments – Q1 2017 vs. Q4 2016 (in RM'mil)

Performance in established segments driven by the underlying activities



Higher revenue due to:

- Higher contribution from Armada Olombendo FPSO and Armada LNG Mediterrana FSU



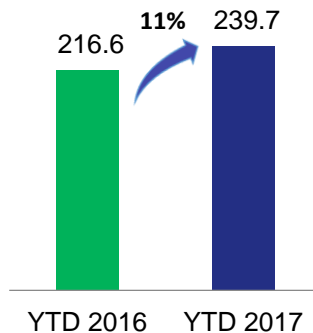
Lower revenue due to:

- Lower contribution from the LukOil project and lower OSV vessel utilisation.

Revenue composition by segments – YTD 2017 vs. YTD 2016 (in RM'mil)

Performance in established segments driven by the underlying activities

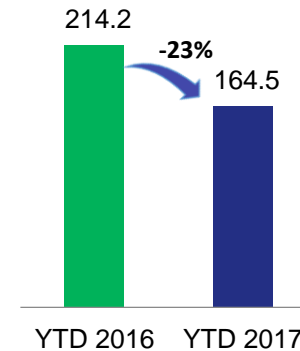
FPO



Higher revenue due to:

- Higher contribution from Armada Olombendo and FPSO Armada LNG Mediterrana FSU

OMS



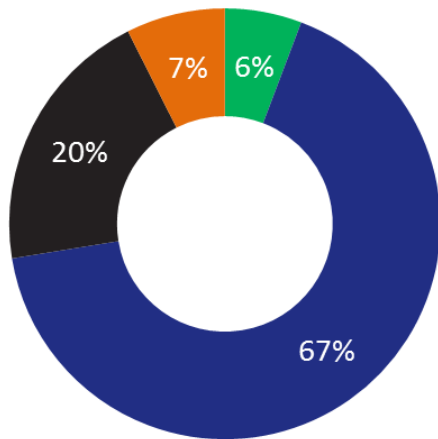
Reduced revenue due to:

- Lower OSV vessel utilisation
- Lower contribution from the Lukoil project in the Caspian Sea

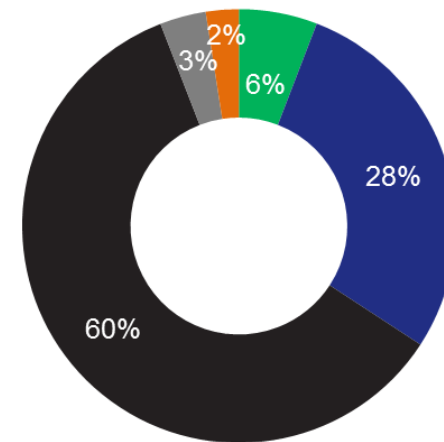
Revenue composition by geographical %

Malaysia based international company continued expansion across key regions

YTD 2016



YTD 2017

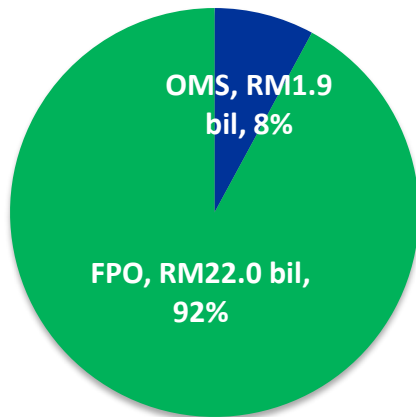


- Malaysia
- Asia (excluding Malaysia) and Australia
- Middle East & Africa
- Europe
- Latin America

Order book as at 31 March 2017

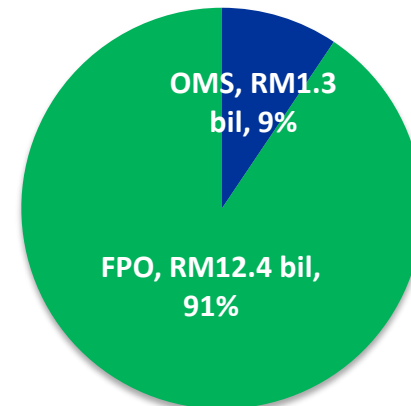
As at 31 March 2017, the Group's firm order book stood at RM23.9 bil compared to RM25.6 bil as at 31 December 2016. Upon expiration of the firm contract period, certain contracts contain extension options which are renewable on annual basis with a total potential contract sum of RM13.7 bil over the entire option periods.

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



Firm contract period order book: RM23.9bil

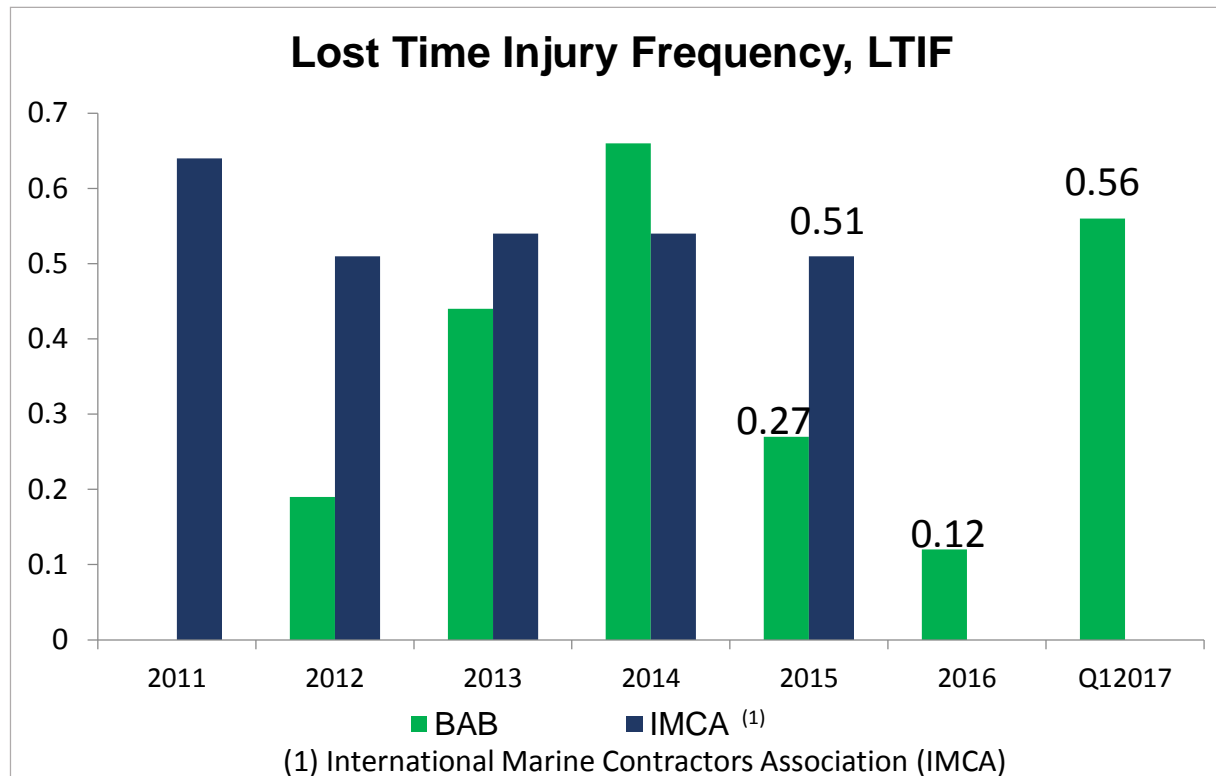
- The breakdown of order book with optional contract period by business segments (fleets) is as follows:



Optional extension period order book: RM13.7 bil

Operational & Project Updates





- One BAB LTI recorded in Q1 2017 on FPSO Projects (Kraken) , LTIF spike as averaged over Q1 only – in 2016 there was only 1 LTI throughout BAB
- Higher risk period for the business as we go from Projects into Operations phase

OMS Updates

- 44% vessel utilisation in Q1 2017, compared to 48% in Q4 2016.
- Currently 21 OSVs cold stacked.
- Sold 1 vessel, Armada Aman in Apr 2017.



- New OMS projects secured in Q1 2017:
 - **Armada Tuan 303 & Armada Tuan 305** – 6 months charter in Malaysia.
 - **Armada Salman** - 100 days charter in Malaysia.
 - **Armada Tuan 24** - 7 months charter in Malaysia.
 - **Armada Tuan 21 & Armada Tuan 23** - 3 months charter in Malaysia.
 - **Armada Tuan 302** - 4 days charter in Nigeria.
 - **Armada Tuan 81** - 7 days charter in Ghana.



FPSO Updates

- 99+% uptime on the operating FPSOs.
- Completed documentation for sale of Perkasa FPSO.
- Projects:
 1. Armada LNG Mediterrana – On hire.
 2. Armada Olombendo – First oil achieved 8th February. Currently producing over 40k BBLs/oil.
 3. Karapan Armada Sterling III – First gas received on board.
 4. Armada Kraken – Final commissioning underway in preparation for 1st Oil.



Armada Olombendo



Karapan Armada Sterling III



Armada Kraken



Outlook



Bumi Armada Outlook

- Completion of projects
- Continuing cost restructuring
- Sale of unutilised assets
- Bidding on new projects for growth:
 - i. ENI Zaba Zaba
 - ii. ONGC 98/2
 - iii. Hess Ghana
 - iv. Petrobras Buzios 5



Karapan Armada Sterling III FPSO - First Gas 6 May 2017



Q&A



Thank You



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