

BUMI ARMADA Q2 2017 ANALYST BRIEFING

25th August 2017



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Agenda

1. Operational & Project Updates
2. Q2 2017 Financials
3. Outlook
4. Q&A

Operational & Project Updates



OMS Updates

OSV

- Vessel utilisation moved up to 52% in Q2 2017, compared to 42% in Q1 2017.
- Sale of 4 vessels this year - Armada Aman, Armada Tuah 20 & 22, Armada Tuah Satu.

Subsea Construction

- Very good progress on current 2017 scope for Lukoil.
- Lukoil project 2018 scope signed on 3 July 2017 with value of USD 134 Mil.
- One-off revenue recognised based on work completed in the Lukoil contract arising from the signing of the Supplementary Agreement in July 2017.



Vessel Installer- Bridge Installation



Vessel Installer and Constructor at Offshore Site for 2017 Campaign

FPSO Updates

- 99% uptime on the operating FPSOs.
- Projects:
 1. Armada Olombendo – Stably producing over 65k BBLS/oil.
 2. Karapan Armada Sterling III – First gas received on 6 May 2017. Completed 72h test on 22 July 2017.
 3. Armada Kraken – 1st Oil achieved on 23 June. Interim production period on-going. To address the prolonged ramp up of heavy oil field.



Armada Olombendo



Karapan Armada Sterling III



Armada Kraken

Q2 2017 Financials



Key takeaways

- Revenue in Q2 2017 increased by 71.8% to RM694.4 mil versus RM404.2 mil in Q1 2017.
- Q2 2017 versus Q1 2017 FPO and OMS revenue increased by 40.9% and 116.9% to RM337.6 mil and RM356.8 mil, respectively.
- EBITDA⁽¹⁾ in Q2 2017 increased by 72.4% to RM428.2 mil versus RM248.4 mil in Q1 2017.
- The Group posted a net profit ⁽²⁾ of RM116.6 mil in Q2 2017 versus RM48.1 mil in Q1 2017.
- The Group's total order book as at end 30 June 2017 was RM37.0 bil (RM23.7 bil of firm contracts and RM13.3 bil of optional extensions).

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

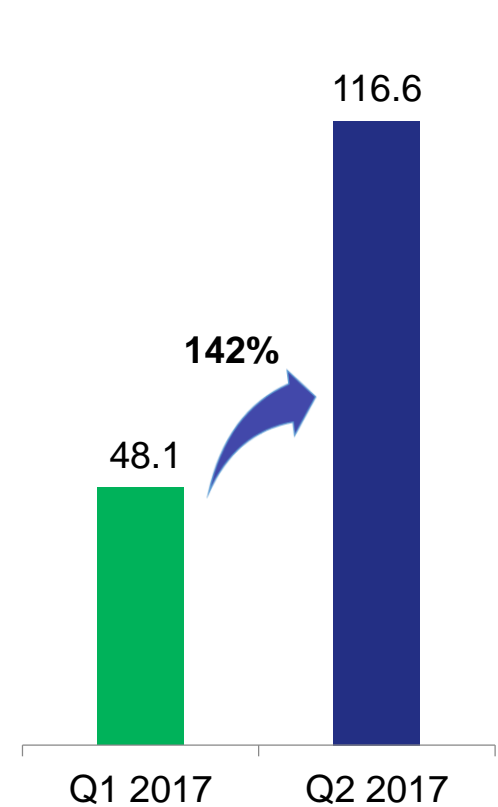
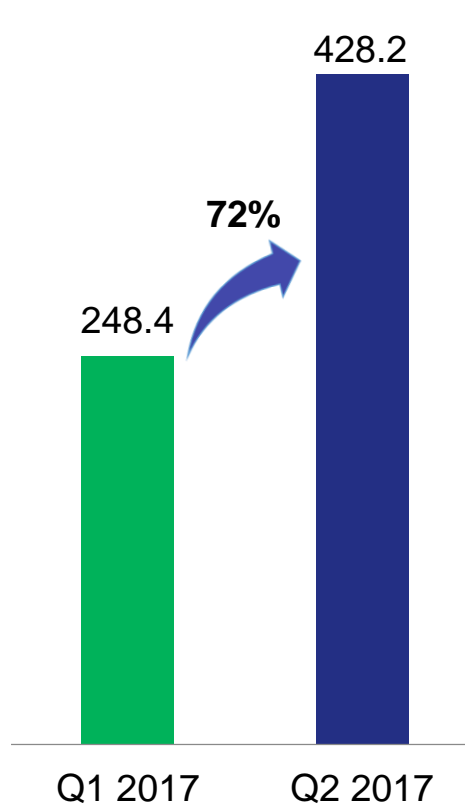
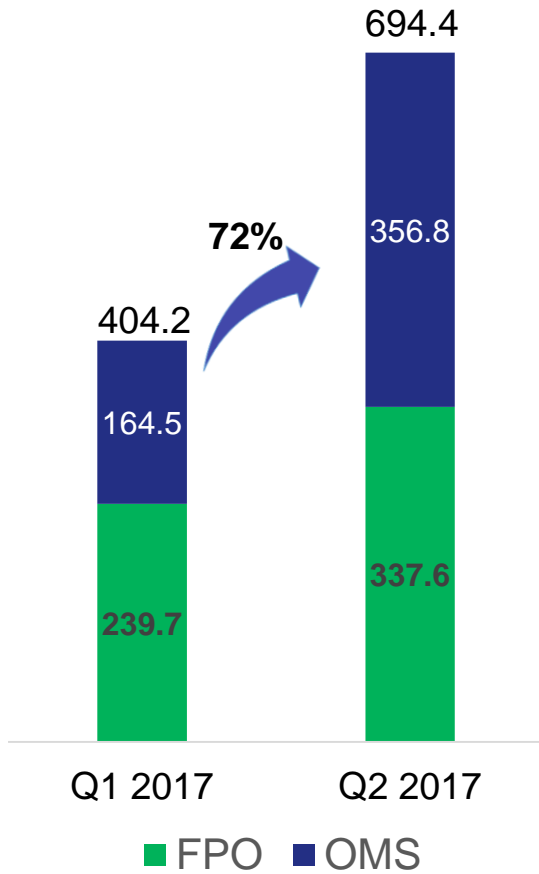
⁽²⁾ Attributable to Owners of the Company

Results Overview – Q2 2017 vs. Q1 2017 (in RM'mil)

Revenue

EBITDA

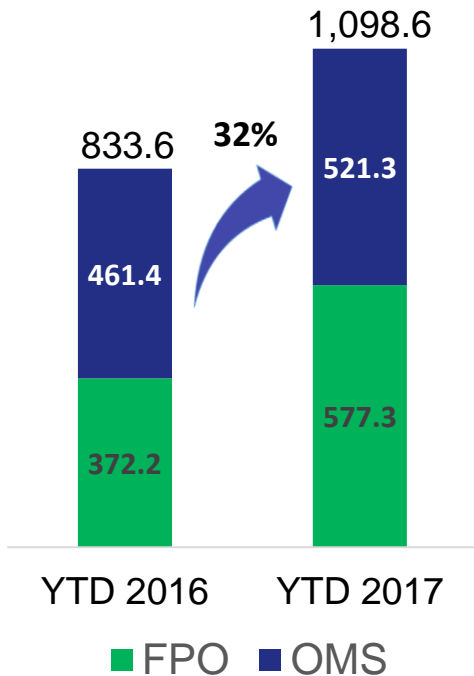
Net Profit⁽¹⁾



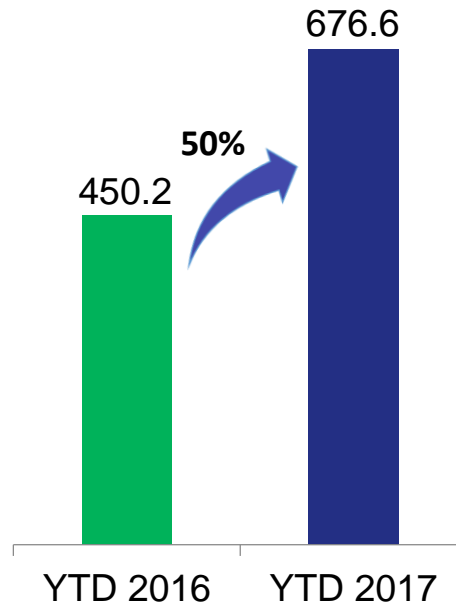
(1) Attributable to Owners of the Company

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

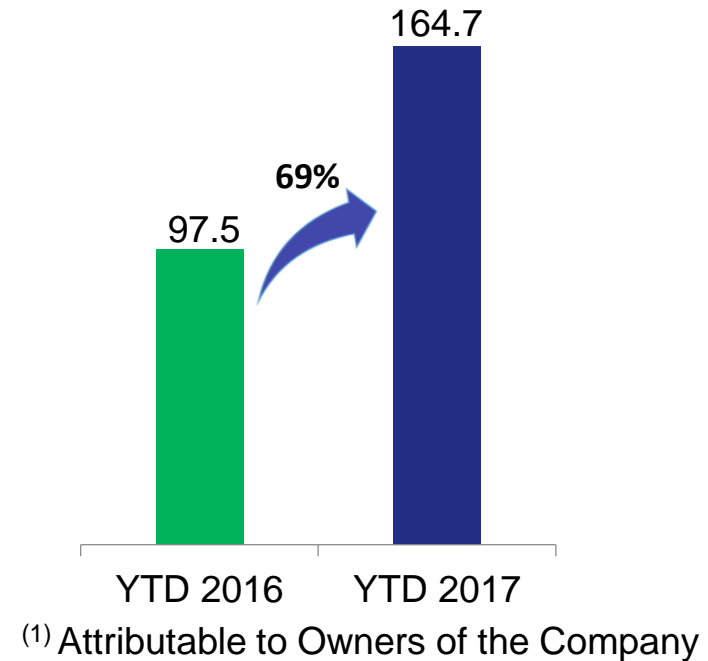
Revenue



EBITDA



Net Profit⁽¹⁾



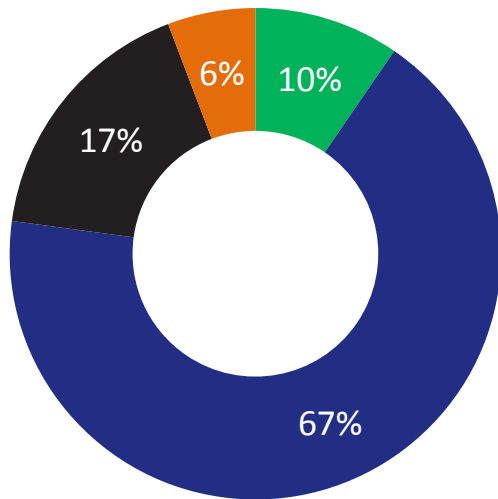
Note: The profit in YTD 2016 as shown above, does not include the following exceptional items:

- Impairment loss on property, plant and equipment of RM592.4 mil

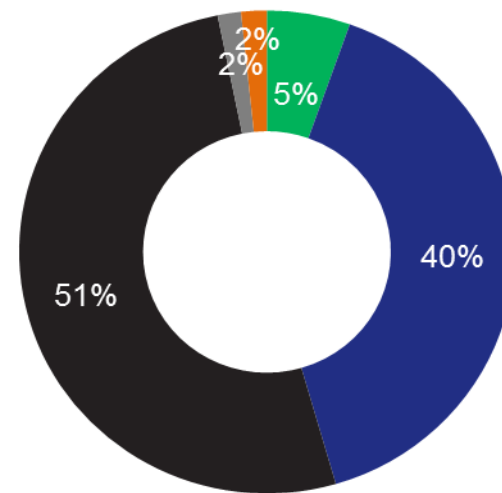
Revenue composition by geographical %

Malaysia based international company continued expansion across key regions

YTD 2016



YTD 2017

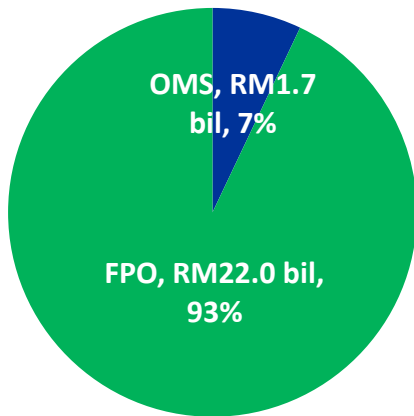


- Malaysia
- Asia (excluding Malaysia) and Australia
- Middle East & Africa
- Europe
- Latin America

Order book as at 30 June 2017

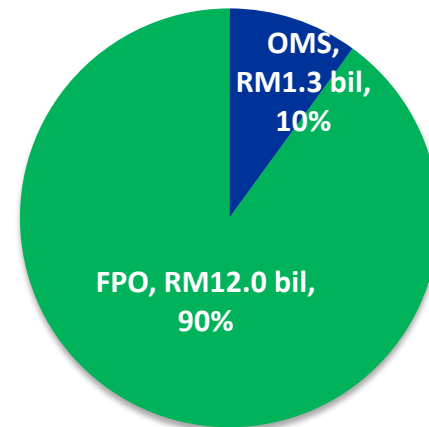
As at 30 June 2017, the Group's firm order book stood at RM23.7 bil compared to RM23.9 bil as at 31 March 2017. Upon expiration of the firm contract period, certain contracts contain extension options which are renewable on annual basis with a total potential value of RM13.3 bil over the entire option periods.

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



Firm contract period order book: RM23.7bil

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



Optional extension period order book: RM13.3 bil

Outlook



Bumi Armada Outlook

- Completion of projects.
- Cost initiatives being progressed.
- Sale of unutilised assets.
- Progressing tender activities.
- Exploring opportunities to improve balance sheet ratios.

Q&A



Thank You



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