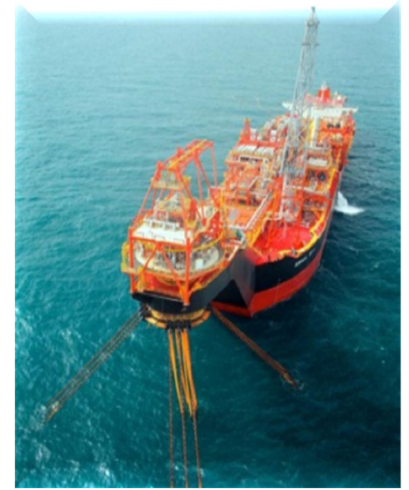


# FPSO revenue recognition Workshop 26 March 2014

## Building Trust



"Knots Ahead of the Rest"



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# Disclaimer

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This document 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.



# Vision, Mission and Core Values

## Our Company's One Vision, One DNA

### Our Vision

*"To be the Trusted Offshore and Marine Energy Services Provider in Every Corner of the World"*

### Our Mission

*"To provide effective integrated floating solutions in a safe, sustainable, reliable and environmentally-friendly manner therefore fuelling the growth of our host nations and communities"*



## Core Values

# Integrated Offshore Oilfield Services Provider

## BUSINESS STREAMS



**OSV** Offshore Support Vessels



**FPSO** Floating Production, Storage and Offloading



**T&I** Transport and Installation



**OFS** Oilfield Services



**GDT** Gas Development and Technology

## ENABLERS



**E&T** Engineering and Technology



**Major Projects**



**AMO** Asset Management and Operations



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# Integrated Offshore Oilfield Services Provider

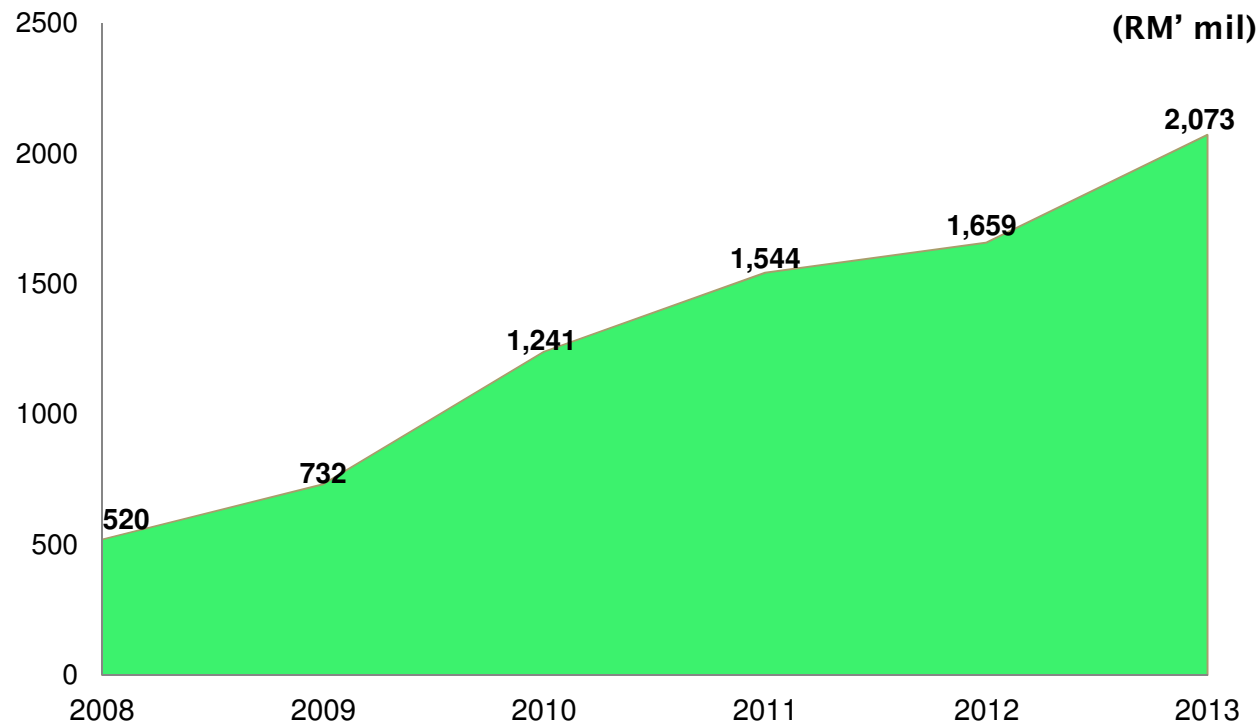


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# Global Execution Local Delivery

Diversified and growing revenues

5 Year CAGR: +32%



- Revenue: RM2.1 bn
- EBITDA margin: 48%
- Net Profit margin: 21%
- Solid revenue & earnings growth

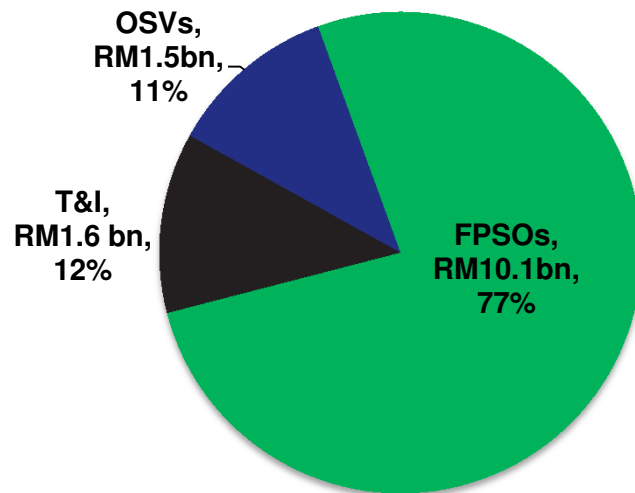
Source: BAB Group's financial statements

# Global Execution Local Delivery

89% year on year growth recorded in our firm orderbook and is set to grow

## Firm contract period

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

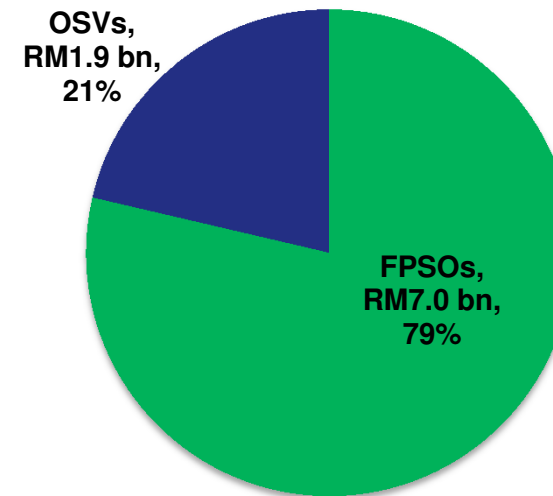


**RM13.2bn\***

Firm contract period orderbook

## Optional extension period

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



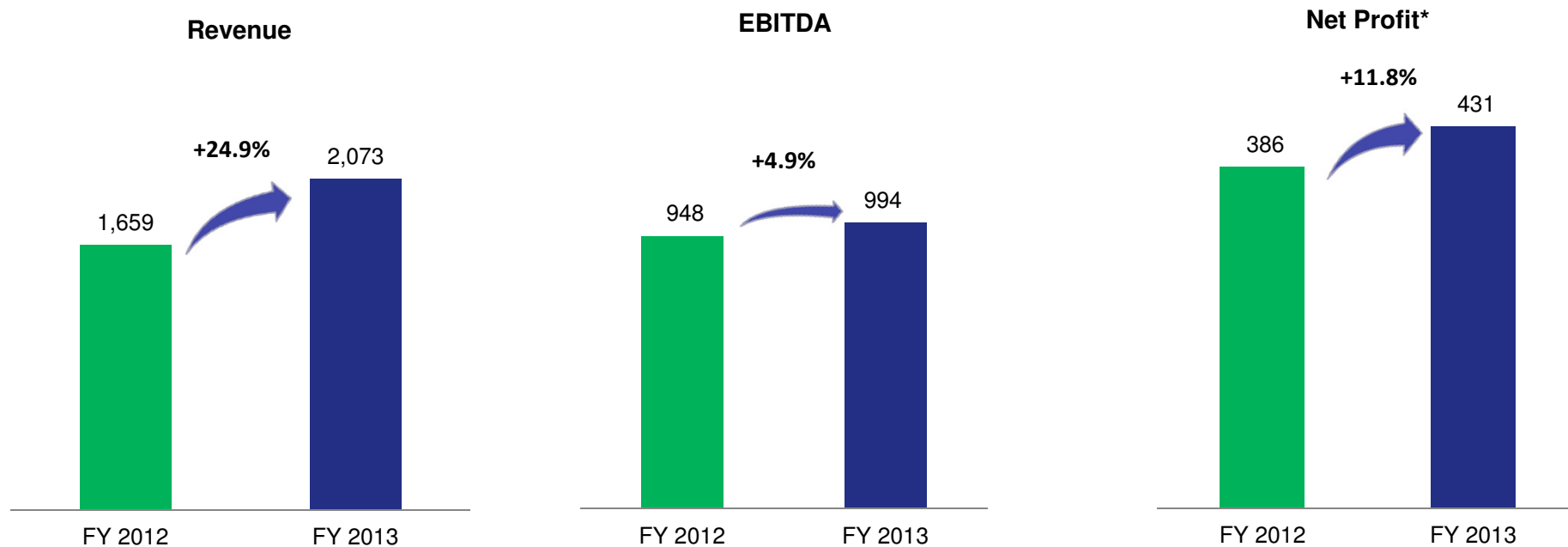
**RM8.9bn \***

Optional extension period orderbook

\*Includes LukOil OSV awards and FPSO Kraken Contract signed in Q4 2013  
(source: Order book as at 31 December 2013)

# Results Overview – FY 2013 vs. FY 2012 (in RM'mil)

Operations on track and growth across all business segments



*\*Attributable to Bumi Armada shareholders*

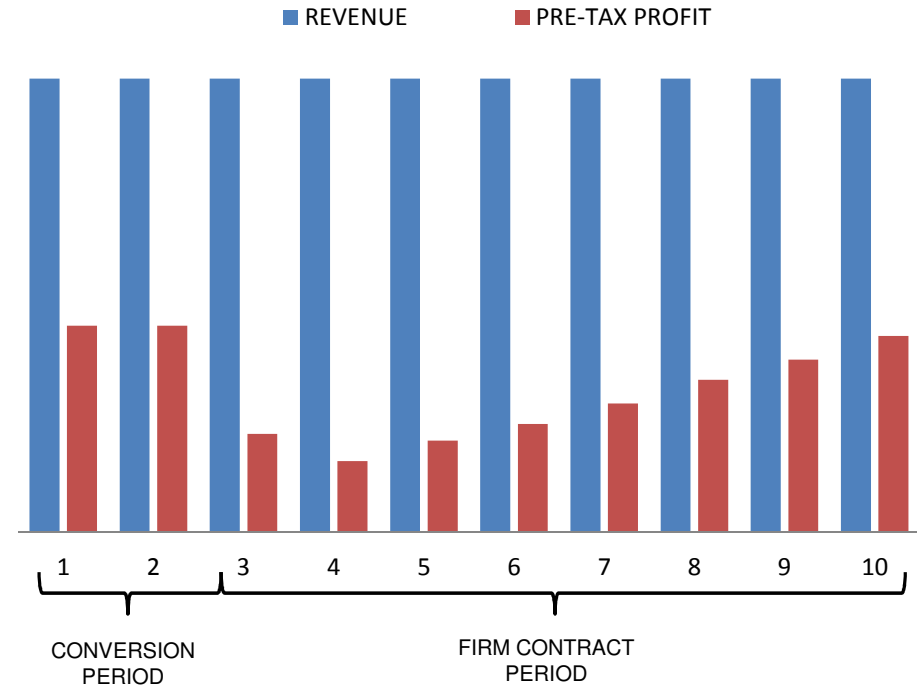


# Large Project Accounting Treatment

## Large Project Accounting Treatment



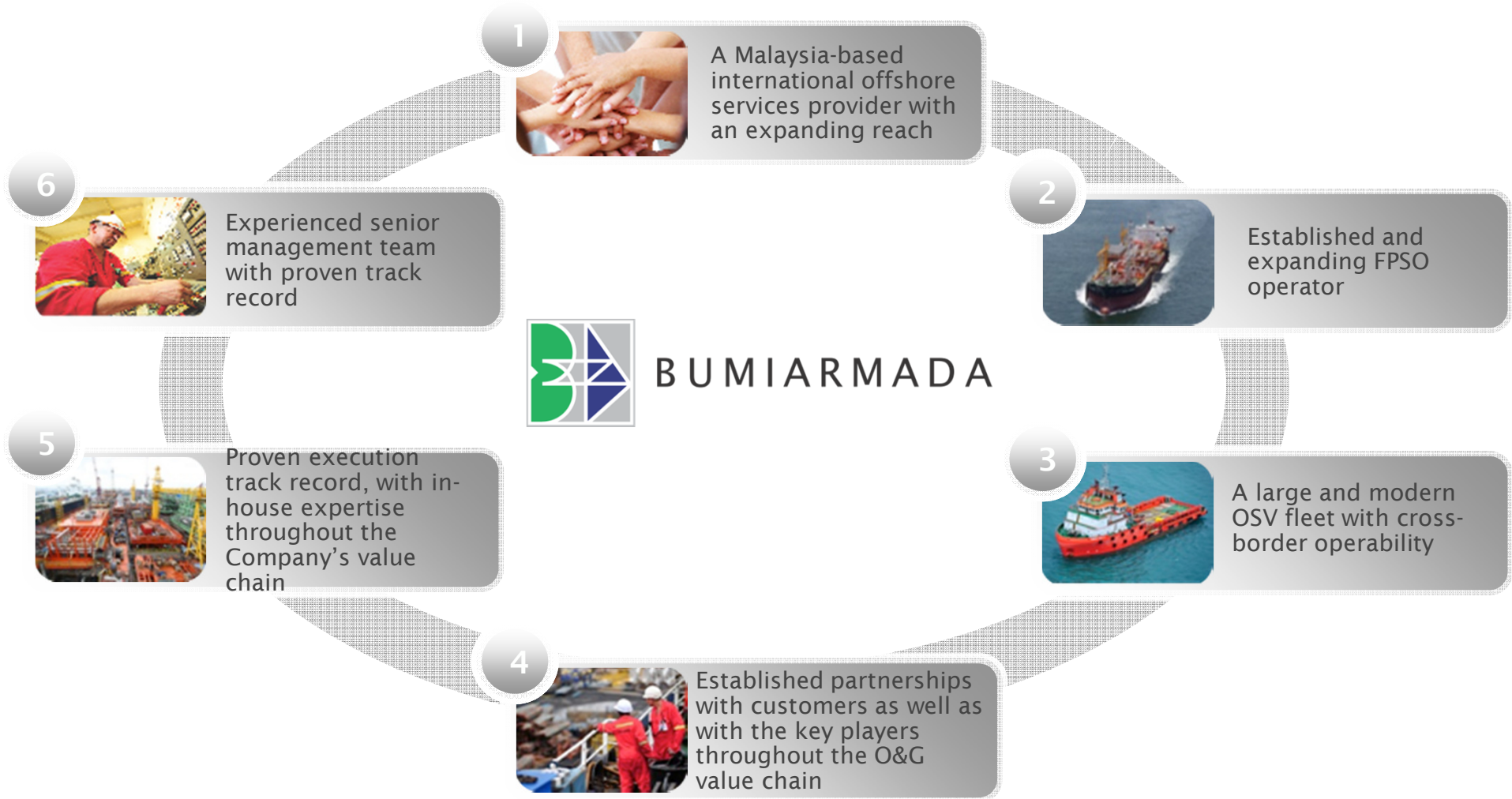
## Accounting Treatment for Past Contracts



- Under the large project accounting treatment, there is no depreciation charge to the P&L. Revenue and profit recognition during conversion period is activity driven and is assumed to accrue evenly.
- Asset is held on the Balance Sheet as PPE during conversion.
- Asset is carried on the Balance Sheet and written off the balance sheet over 15 years.
- Accounting treatment may vary according to the terms and conditions of each FPSO contract.
- Larger capex projects with longer contract tenures are likely to follow the large project accounting treatment.



# Why Bumi Armada

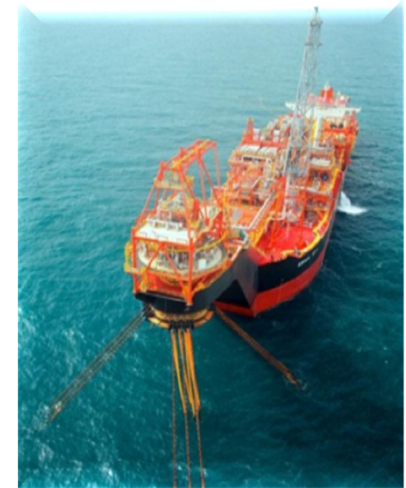


# Integrated Offshore Oilfield Services Provider



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**Thank You**



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*"Knots Ahead of the Rest"*