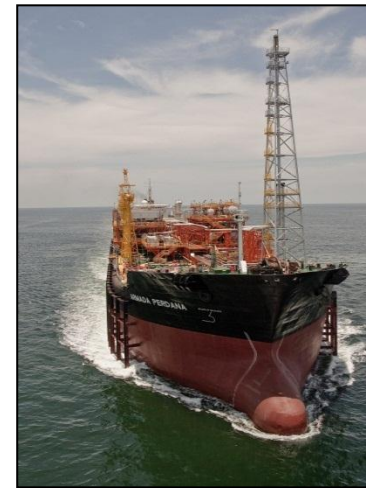


# Q3 2012 Results

21 November 2012



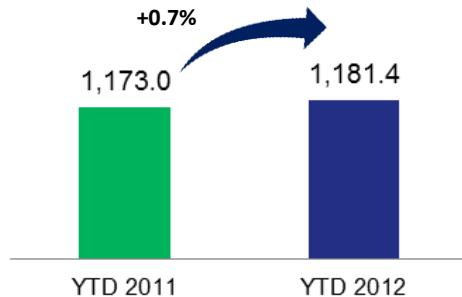
BUMIARMADA

"Knots Ahead of the Rest"

# Results Overview – Q3 YTD 2012 vs. Q3 YTD 2011

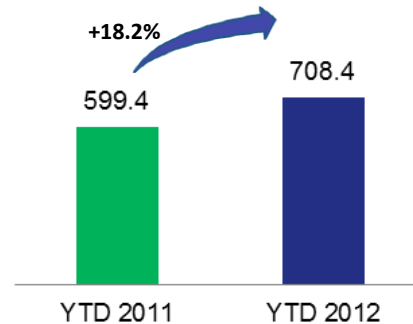
Improved key performance indicator despite delay in FPSO awards

## Revenue



Increase revenue mainly due to higher OSV utilization and new charters, Apache FPSO contract, and LukOil contribution

## EBITDA



Higher EBITDA as a result of higher margins from its FPSOs, new OSV vessels offset by lower margin on LukOil contract

## Net Profit\*

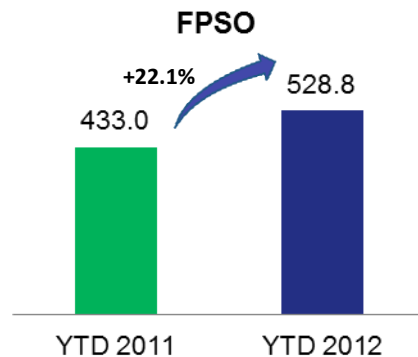


\*Attributable to Bumi Armada shareholders

Higher net profit in line with increase in EBITDA. reduced by depreciation from new OSV vessels and additional finance cost on Armada TGT operating since Aug 2011

# Revenue composition by business units

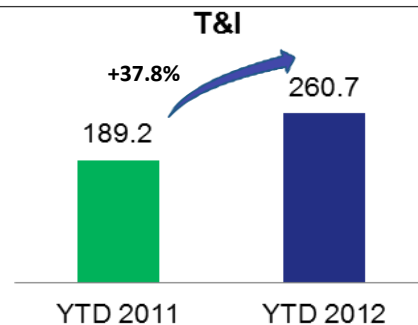
## Improved performance in established sectors



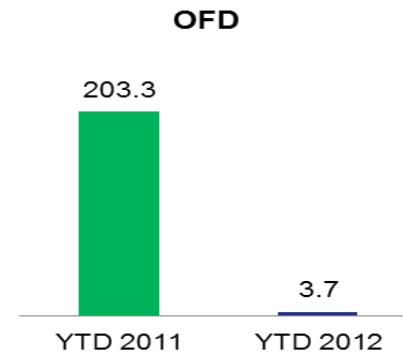
Increasing FPSO performance due to Apache Contract (D1 recorded as part of share of results of JCE)



Increase in fleet size and utilization



Installer guarantee days and higher contribution of LukOil.



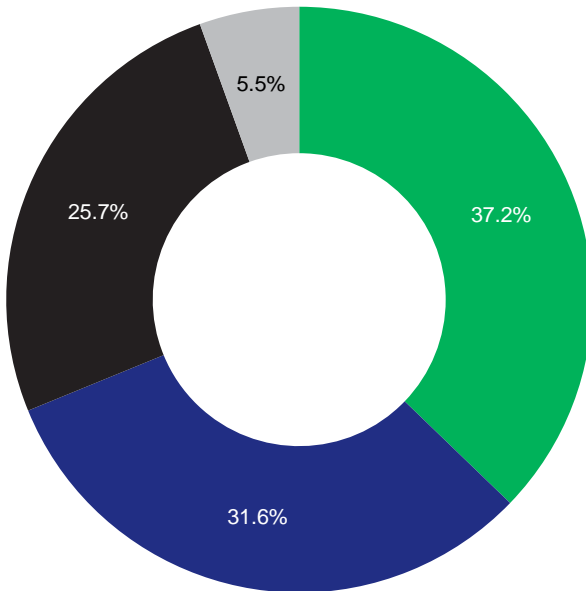
Completion of Sepat in prior year.



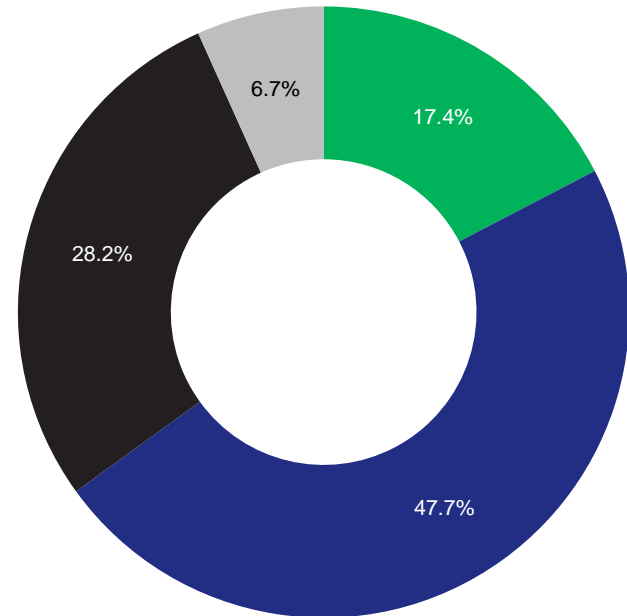
# Revenue composition by geographical %

Malaysia based international company , expansion across key regions

YTD 2011



YTD 2012



- Ltn America
- Africa
- Asia
- Malaysia

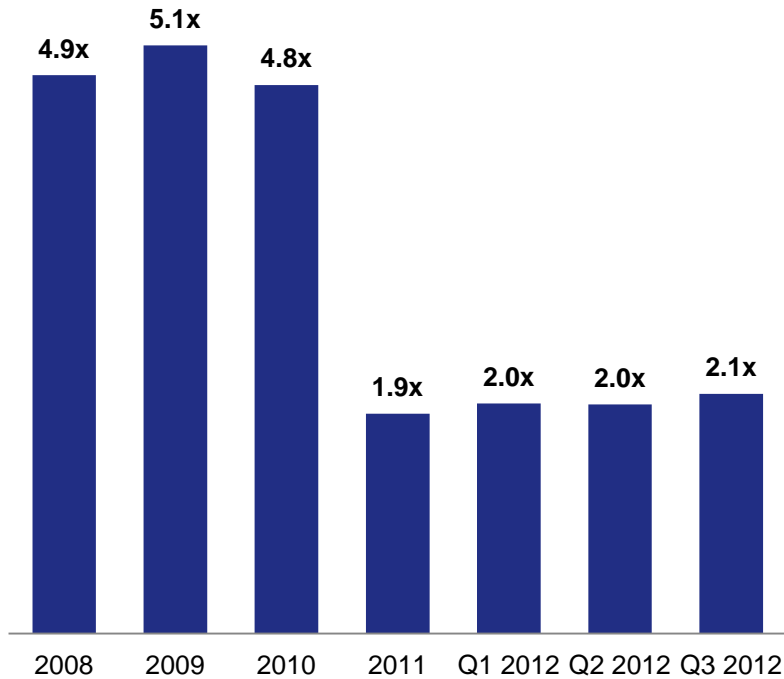


BUMIARMADA

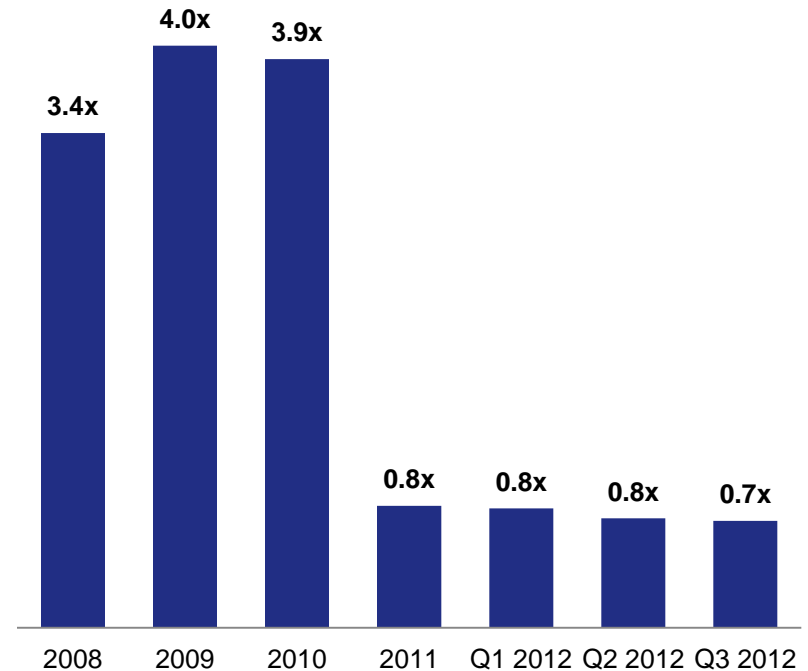
# Leverage and capitalization

## Financial capacity to undertake more projects

Net Debt / EBITDA<sup>(1)</sup>



Gearing ratio



<sup>(1)</sup> Calculated based on annualized EBITDA

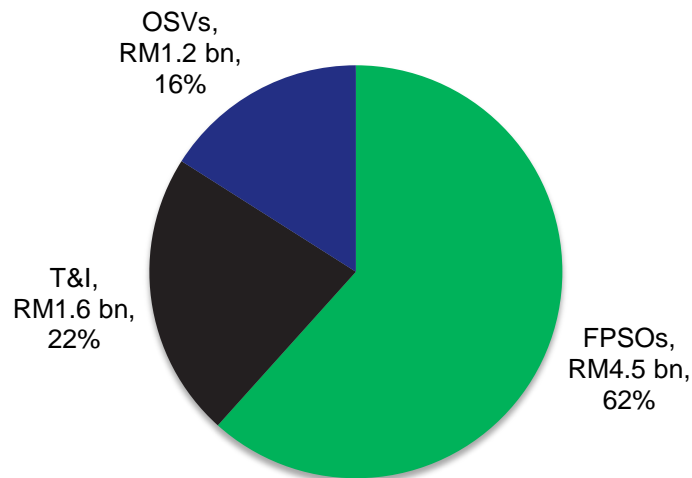


# Order book

As at 30 Sep 2012, the Group's order book stood at RM7.3 billion compared to RM7.6 billion as at 30 June 2012. 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 RM3.2 billion over the entire option periods.

## Firm contract period

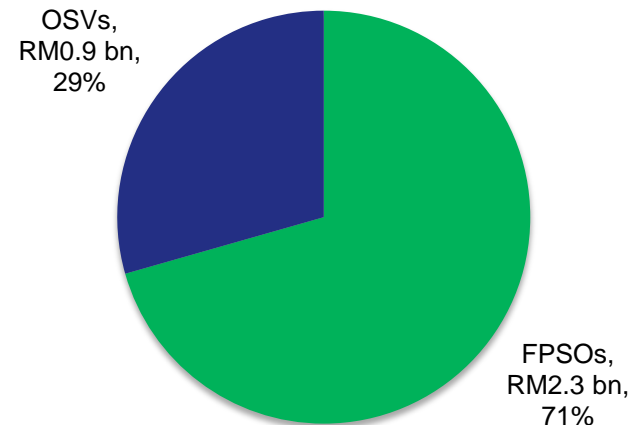
- The breakdown of order book with firm contract period by business segments (fleets) is as follows:



**Firm contract period order book:  
RM7.3bn**

## Optional extension period

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



**Optional extension period order book:  
RM3.2bn**

