FY 2014 Results

26 February 2015

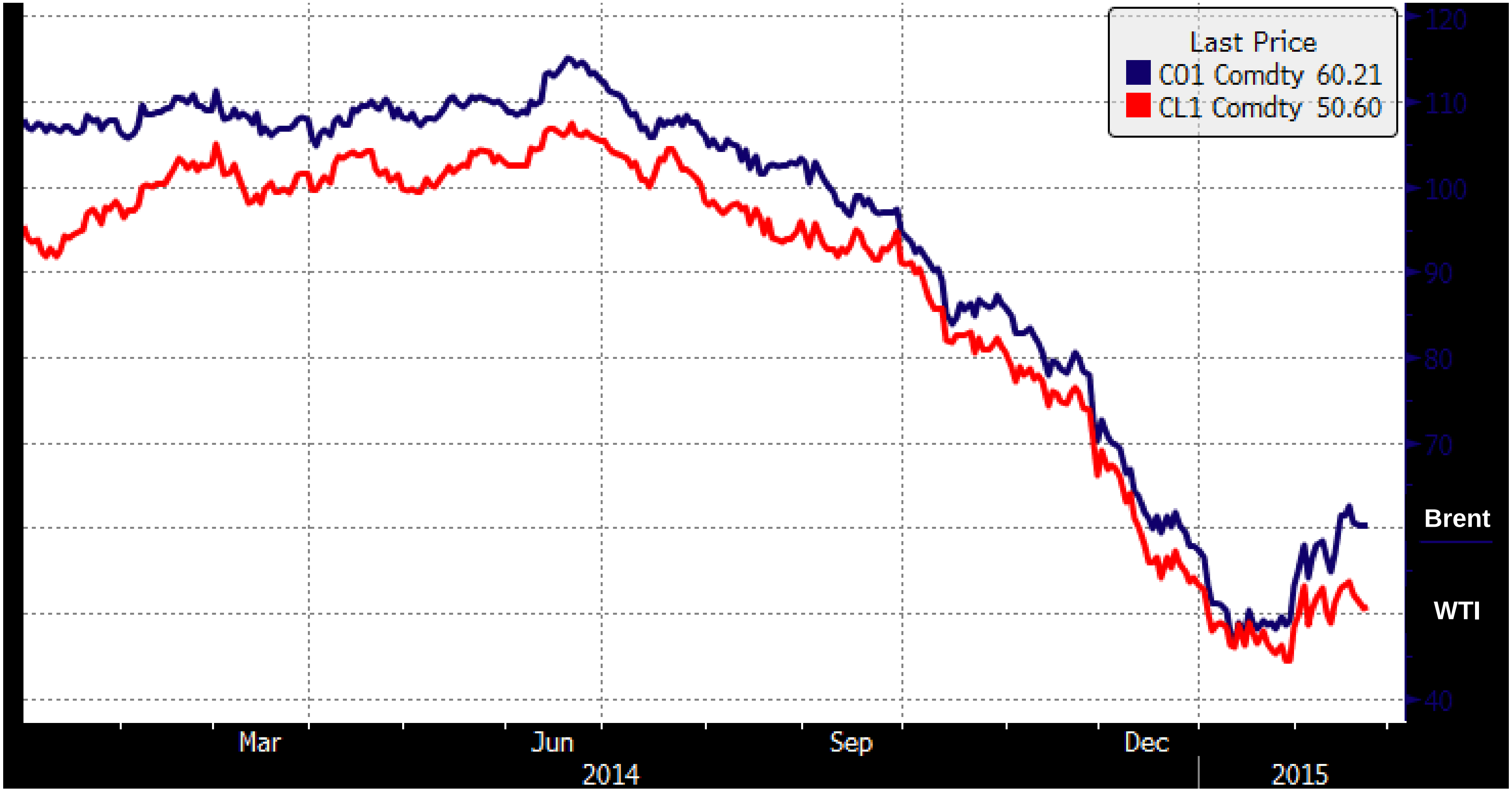
BUMIARMADA

"Knots Ahead of the Rest"

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.

Industry Overview



BRENT AND WTI PRICE JAN 2013 TO End-DEC 2014

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Industry Overview

Lower Capex and Cost Rationalisation Across the Industry

Cuts across the industry

Company	Job Cuts
FMC	2,000
Halliburton	6,000
Baker Hughes	7,000
MH Wirth	750
Weatherford	8,000
BP	300
Chevron	160
Schlumberger	9,000
Talisman Sinopec	300
Apache	250
SBM	1,200
Subsea 7	150 (Norway)

Company	Capex cuts			
	Old Capex	New Capex	Total Cut	Percentage
Statoil	$20 bil	$18 bil	$ 2 bil	10%
NNPC	$13.5 bil	$8.1 bil	$5.4 bil	40%
Pemex			$8.3 bil	
CNOOC			$ 13.1 bil	
Shell			$15 bil over 3 years	
BP			$6 bil	
ExxonMobil	$42.5 bil	$37 bil	$ 5.5 bil	13%
Enquest	$800 mil	$600mil	$200 mil	25%
Soco International	$161 mil	$90 mil	$71 mil	44%
ConocoPhillips	$16.9 bil	$13.5 bil	$3.4 bil	20%
Tullow		$1.9 bil		
OMV	$4 bil	$2.5 bil	$1.5 bil	38%
Chevron	$40.3 bil	$35 bil	$5.2 bil	13%
Total	$26 bil	$23.4 bil	$2.6 bil	10%
LukOil			$1.5 bil (10%)	
Petronas			30% Opex cut	
Ithaca Energy			60% capex cut	
Lundin			33% capex cut	

FY 2014 Financials

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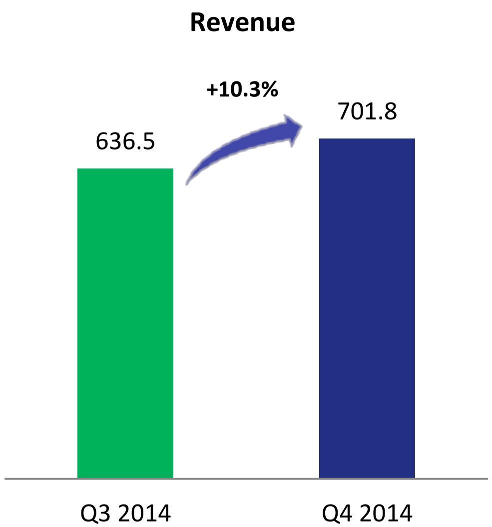
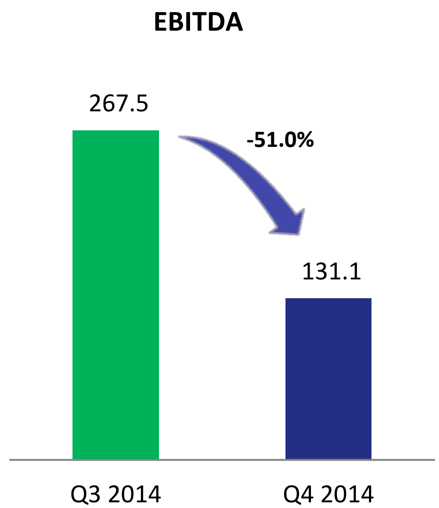
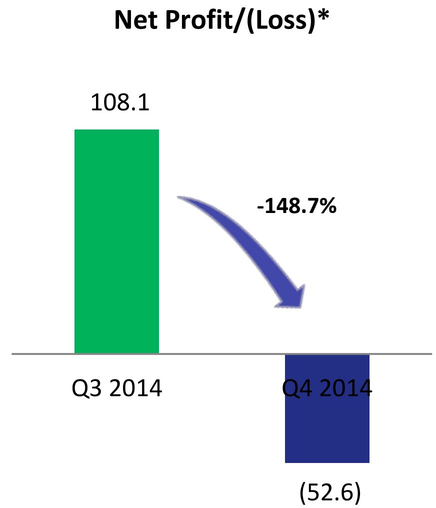
Key takeaways

- FY Net Profit shed 49.3% from RM431.2 mil in 2013 to RM218.7 mil in 2014. Q4 Net Profit decreased 148.7% from RM108.1 mil in Q3 to a loss of RM52.6 mil.
- Q4 EBITDA decreased 51.0% from RM267.5 mil to RM131.1 mil. FY EBITDA reduced 11.0% from RM994.2 mil in 2013 to RM884.4 mil in 2014.
- Cash flows from operations full year increased to RM680.0 mil in 2014 from RM474.4 mil in 2013.
- FY 2014 EBITDA margins at 36.9% as compared to 48.0% in FY 2013.
- OSV utilisation improves to 79% in Q4 2014 (Q3 2014: 74%).
- FY 2014 results included a RM97.0 mil charge related to allowance and impairment of certain trade receivables and available-for-sale financial assets.
- Board proposed dividend of RM1.63 sen per share for shareholders' approval
- Q4 total order book at RM37.2 bn (RM24.5 bn on firm and RM12.7 bn on extensions) which includes 50% share of the Madura FPSO contract secured.
- The Group has initiated cost reduction (which would include headcount rationalization) and capital budgeting measures to enhance efficiency and productivity.

Results Overview – Q4 2014 vs. Q3 2014 (in RM'mil)







Higher revenue from:
- **FPSO ENI 1506 , Kraken progress & tanker MT Ulysses**
- **Higher OSV vessel utilisation**
- **Additional O&M activity for Installer**

Offset by:
- **Lower LukOil activities in the Caspian due to seasonality**

Lower EBITDA as a result of:
- **Allowance for certain trade receivables and impairment charge on available-for-sale financial assets**
- **T&I cost of additional work scope for FPSO installation**

Net loss as a result of
- **Allowance, impairment charge and T&I cost of additional work scope**
- **Higher depreciation of new OSV vessels**

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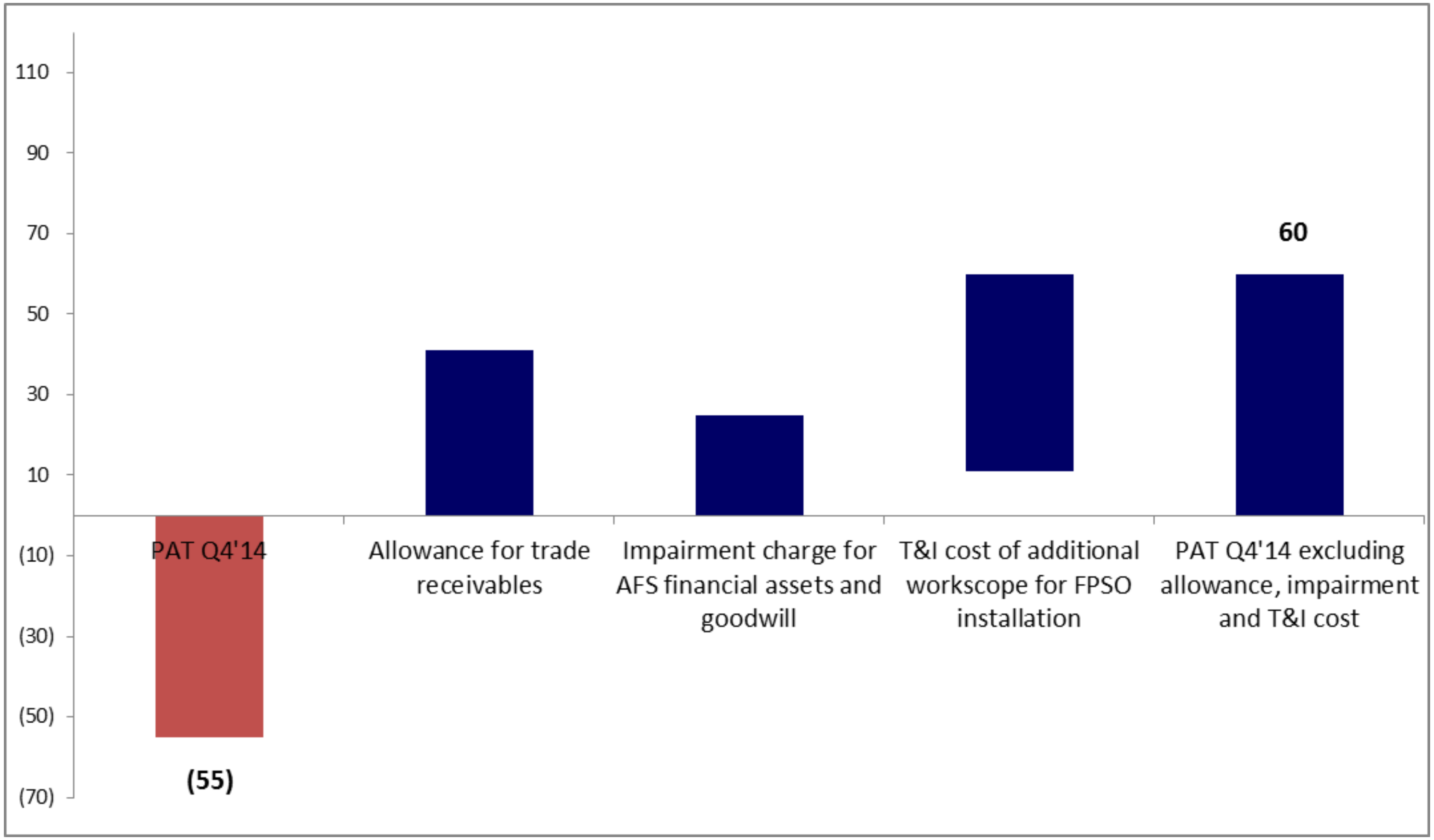
****Attributable to Bumi Armada shareholders***

Q4’14 PAT Clarification



No contribution was recorded from the Madura FPSO in Q4’14

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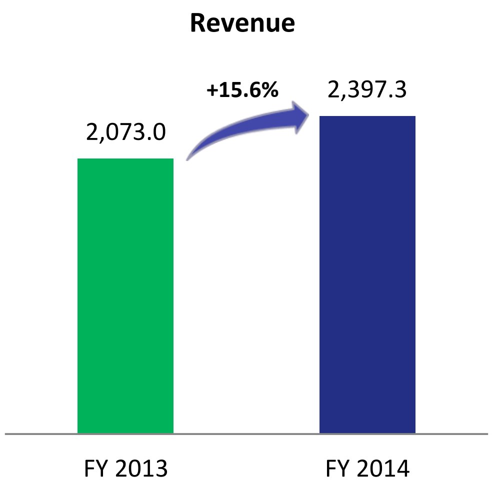
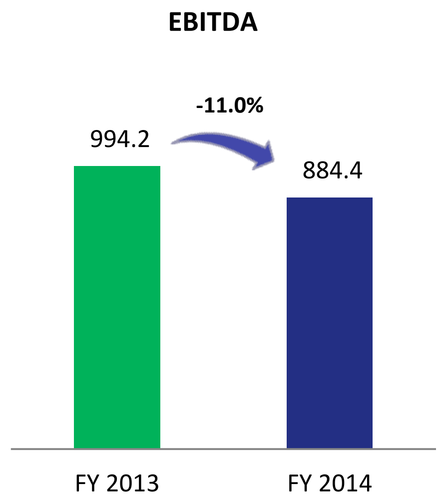
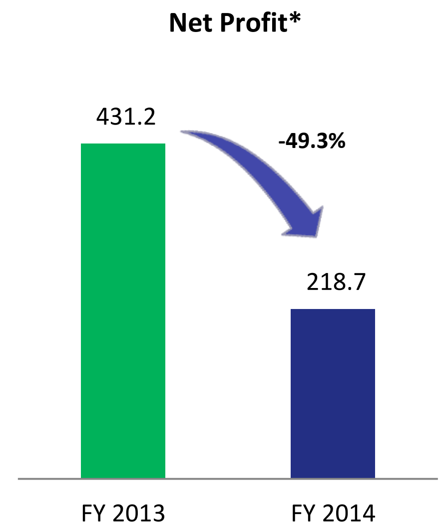
Results Overview – FY 2014 vs. FY 2013 (in RM'mil)







Higher revenue from:

- **FPSO contribution from ENI 1506, Kraken and new tanker MT Ulysses**
- **Hawk and Condor higher utilisation**
- **New OSV vessels**

Offset by:

- **Lower FPSO tanker revenue from Armada Ali**
- **Lower contribution from Class B OSV vessels**

Lower EBITDA after accounting for:

- **Allowance for certain trade receivables and impairment charge on available-for-sale financial assets**
- **T&I cost of additional work scope for FPSO installation**
- **Operating infrastructure cost due to growth and geographical expansion**

Lower Net Profit after accounting for:

- **Allowance, impairment charge and T&I cost of additional work scope**
- **Higher depreciation of new vessels**
- **Higher tax for T&I activities**
- **Higher finance costs from SUKUK loan**

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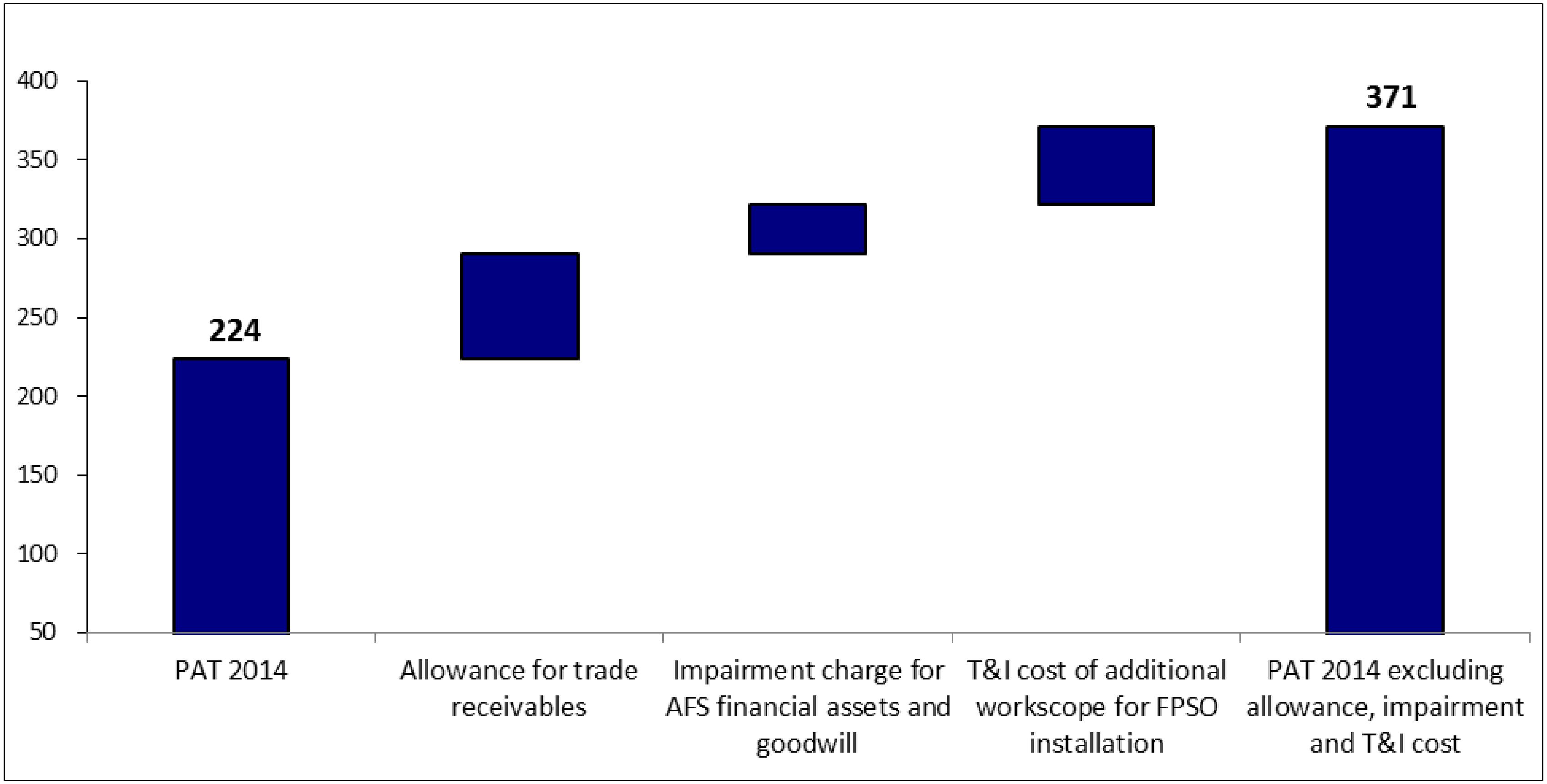
Attributable to Bumi Armada shareholders

FY2014 PAT Clarification



No contribution was recorded from the Madura FPSO in 2014

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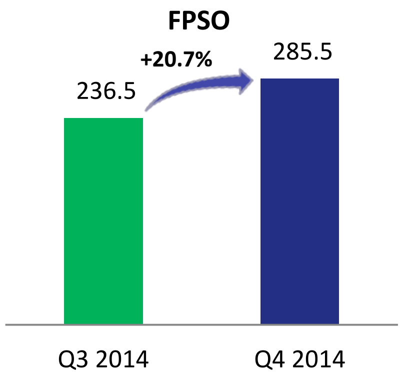
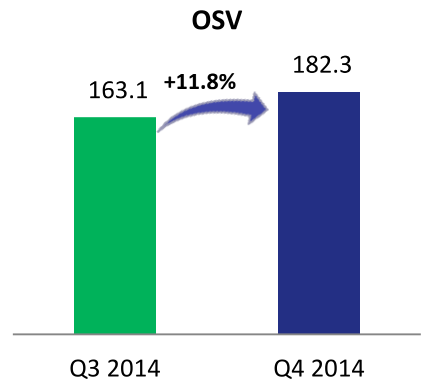
Revenue composition by business units – Q4 2014 vs. Q3 2014 (in RM'mil)

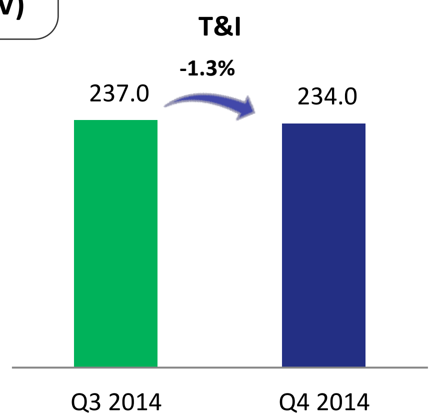
Performance in established segments driven by the underlying activities



Higher FPSO ENI 1506, Kraken and tanker MT Ulysses (D1 and C7 contribution recorded as part of share of JV)



Higher overall vessel utilisation from new charters secured



Lower T&I Lukoil activities in the Caspian

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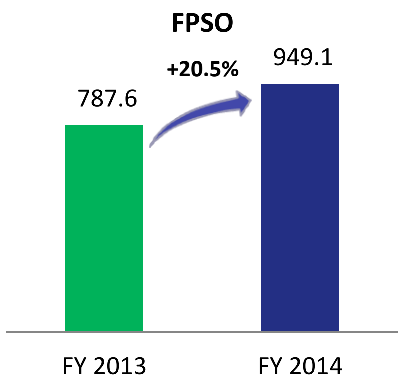
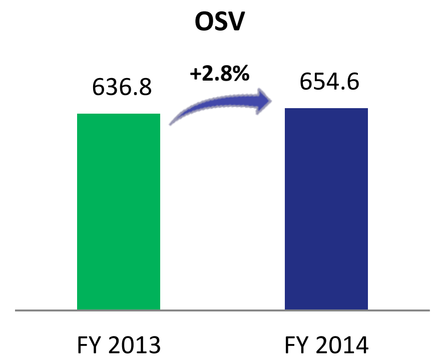
Revenue composition by business units – FY 2014 vs. FY 2013 (in RM'mil)

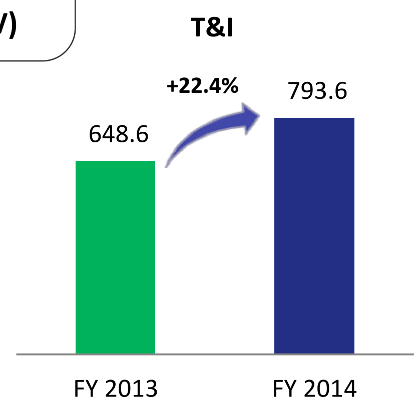
Performance in established segments driven by the underlying activities



FPSO ENI 1506, Kraken, and new tanker Mt Ulysses contribution, offset by lower contribution from Armada Ali (D1 and C7 contribution recorded as part of share of JV)



New OSV vessels (Armada Tuah 304, 305, & 306), offset by lower contribution from Class B vessels



T&I Lukoil activities in the Caspian, Installer O&M and Condor higher utilisation

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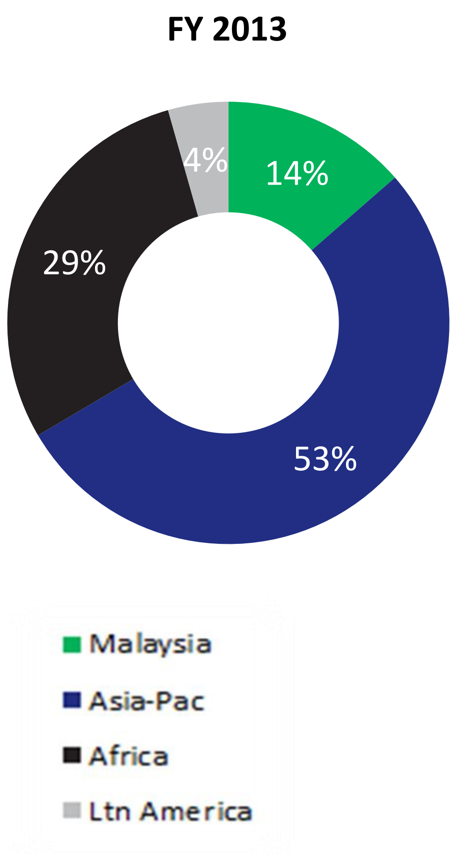
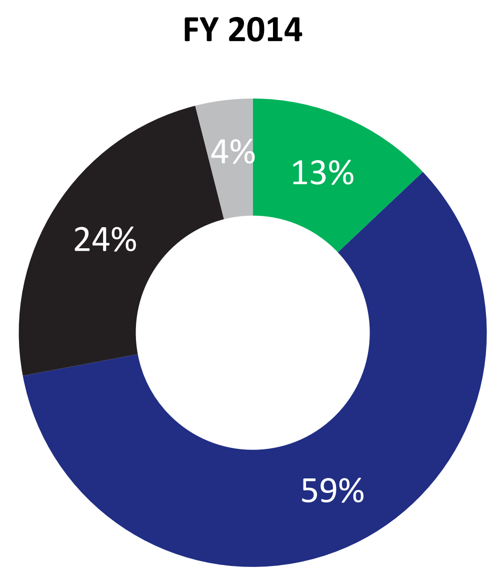
Revenue composition by geographical %

Malaysia based international company continued expansion across key regions





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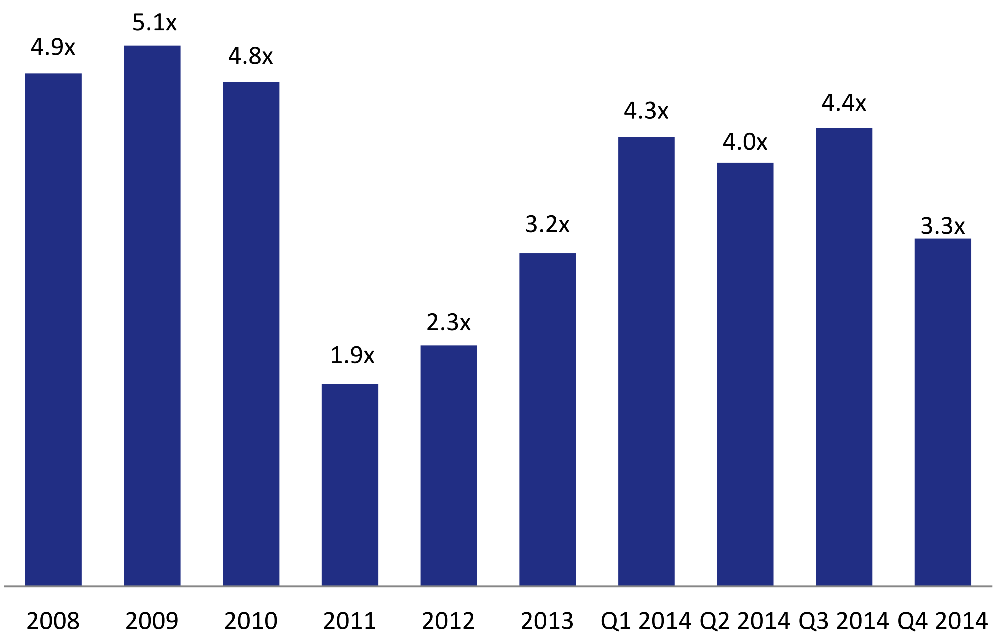
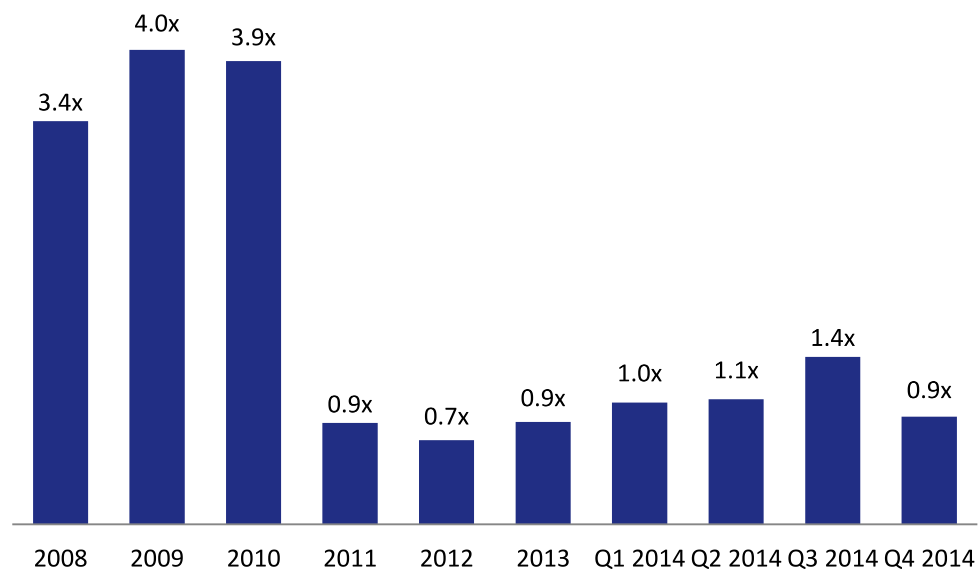
Leverage and capitalisation

Financial capacity intact to undertake more projects with rights issue completed

Net Debt / EBITDA[1]



Gearing ratio[2]



[1] **Calculated based on FY2014 EBITDA**

[2] **Gearing = Gross Debt / Shareholders Equity**

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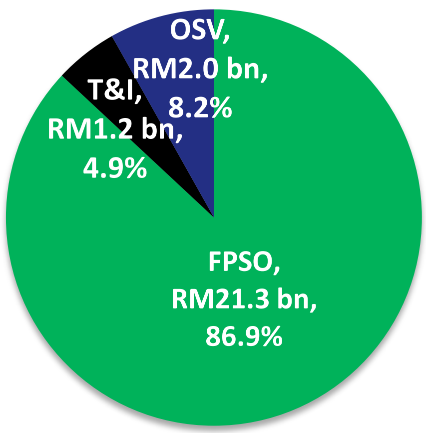
Order book as at 31 December 2014

Quality firm backlog increases to RM24.5 bn (Q3: RM21.8 bn)

As at 31 December 2014, the Group's order book stood at RM24.5 bn compared to RM21.8 bn as at 30 September 2014. 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 RM12.7 bn over the entire option periods.

Firm contract period

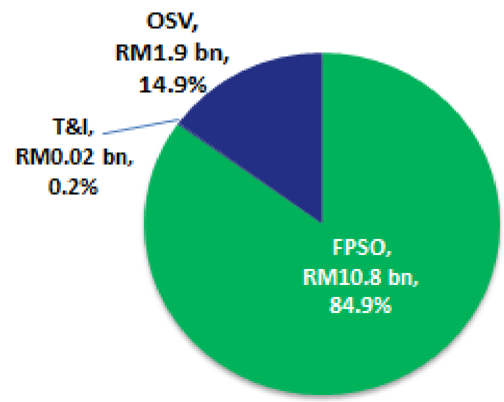
- The breakdown of order book with firm contract period by business segments (fleets) is as follows:



Firm contract period order book: RM24.5bn*

Optional extension period

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



Optional extension period order book: RM12.7bn*

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Includes 50% share of Madura FPSO contract

The Outlook

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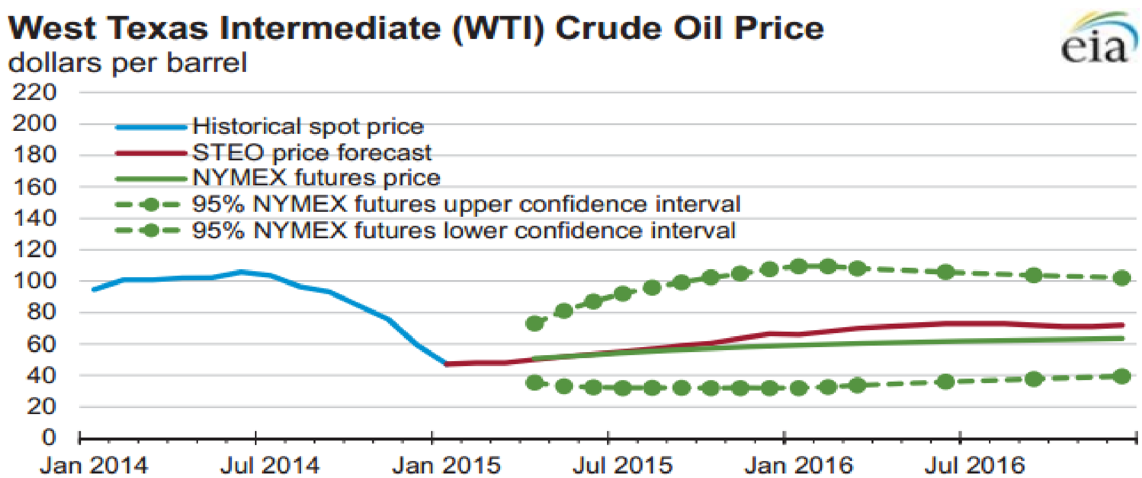
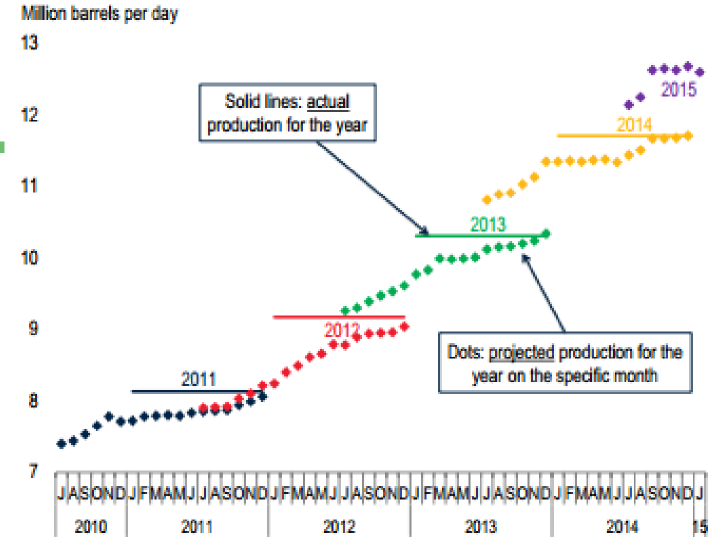
Outlook



Note: Confidence interval derived from options market information for the 5 trading days ending Feb. 5, 2015. Intervals not calculated for months with sparse trading in near-the-money options contracts.

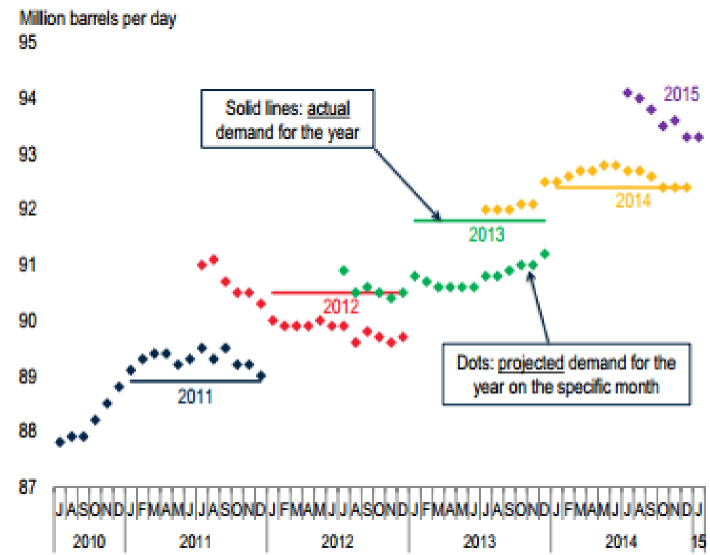
Source: Short-Term Energy Outlook, February 2015.

- Oil prices remain weak and the O&G industry remains under pressure.
- 2015 is expected to be a challenging year in light of the capex reductions being made by the E&P Companies.



Source: International Energy Agency.

Projected & Actual U.S. Oil Production



Source: International Energy Agency

Projected & Actual Global Oil Demand

Thank You

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