

# 2009 RESULTS Analyst Presentation February 26, 2010





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#### **CONTENT**

### 2009 Review 2009 Financials Outlook



#### 2009 Review



#### **HIGHLIGHTS 2009**

- Turnover US\$ 2,957 million (US\$ 3,060 million in 2008)
- Net profit of US\$ 230 million (US\$ 228 million in 2008)
- New orders totalled US\$ 3,740 million (US\$ 4,365 million in 2008)
- Record backlog US\$ 10,032 million (2008: US\$ 9,247 million)
- **EPS** of US\$ 1.47 (US\$ 1.54 in 2008)
- Dividend of US\$ 0.67 per share (US\$ 0.93 in 2008)



#### **MAJOR PROJECTS DELIVERED**



**FPSO Frade started operation offshore Brazil** 





Thunder Hawk started operation in Gulf of Mexico



**BP Skarv turret partially delivered** 



#### **CONTRACT DEVELOPMENTS 2009**

#### **Lease Fleet**

- Fifteen year contract for an FPSO for the Aseng field
- Eighteen year contract for the FPSO Espadarte for Baleia Azul field
- Twelve month extension for FSO Unity operations
- Sale of the Turkmenistan MOPU and FSO facilities
- End of lease contract for FPSO Falcon

#### **Turnkey Sales**

- Framework Agreement with Shell for supply of turret mooring systems for Shell's FLNG facility
- A FEED study for an LNG FPSO from Petrobras for the Tupi development in Brazil
- A FEED study for Shtokman FPU for Barents Sea in Russia

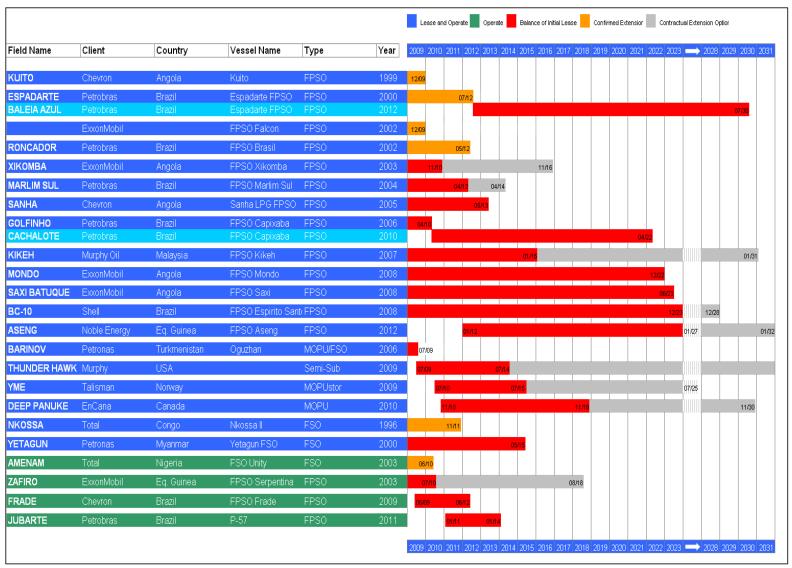
Major share of lease contracts market

#### SBM's LEASE FLEET





#### REMAINING DURATION OF LEASE CONTRACTS





#### PERFORMANCE IMPROVEMENTS

- Corporate Organisation
- Operating units

Project Execution

- Proposals robustness
- Project Controls strengthened

Human Resources

- Talent Management
- Succession Planning
- Risk Management strengthened
- Internal Assurance expanded



### 2009 Financials



## FINANCIAL OVERVIEW 2009 P&L Total Group

In millions of US Dollars	31/12/09	31/12/08	Change	Comment
Turnover	2,957	3,060	(3%)	72% Turnkey, 28% Lease & Operate
Gross Margin (%)	452 (15.3%)	399 (13.0%)	13%	57% Turnkey, 43% Lease & Operate
EBITDA (% Margin)	613 (20.7%)	530 (17.3%)	16%	Depreciation & amortisation increases 25%
EBIT (% Margin)	293 (9.9%)	275 (9.0%)	7%	57% from Lease & Operate.; High selling costs; Land sale (US\$ 10 mln) in 2008; Corporate costs
Net Profit (% Margin)	230 (7.8%)	228 (7.5%)	1%	Net financial costs increase 49%; Tax charge down 61%
New Orders	3,740	4,365	(14%)	FPSOs for Aseng, Baleia Azul
Order Portfolio	10,032	9,247	8%	22% Turnkey, 78% Lease & Operate



#### **FINANCIAL OVERVIEW 2009**

#### **Turnkey Systems**

In millions of US Dollars	31/12/09	31/12/08	Change	Comment	
Turnover	1,924	1,984	P-57, Okha, Skarv, Rigs, Turkmenistar sale US\$ 51.5 mln		
Gross Margin (%)	187 (9.7%)	71 (3.6%)	X 2.6	Cost overruns on drilling rigs; Includes Turkmenistan sale US\$ 32 mln	
EBITDA (% Margin)	110 <i>(5.7%)</i>	13 <i>(0.7%)</i>	X 8.5	As above	
EBIT (% Margin)	97 <i>(5.0%)</i>	1 (0%)	N/A As above		
New Orders	1,109	2,660	(58%)	FPSO Aseng finance lease "sale"; Skarv VOs, plus small items	
Order Portfolio	1,995	2,796	(29%)	1 year equivalent turnover; 70% for completion in 2010	



#### **FINANCIAL OVERVIEW 2009**

#### **Turnkey Services**

In millions of US Dollars	31/12/09	31/12/08	Change	Comment	
Turnover	262	308	(15%) Mooring components supply & overhouse of the components of t		
Gross Margin (%)	70 (26.7%)	76 (24.6%)	(8%)	Normand Installer drydock; Pyrodriver impairment	
EBITDA (% Margin)	67 (25.7%)	68 <i>(22.0%)</i>	(1%)	As above	
EBIT (% Margin)	53 (20.3%)	61 <i>(1</i> 9.9%)	(13%)	As above	
New Orders	257	268	(4%)	Usan buoy, Asgard swivel, various installations	
Order Portfolio	203	173	18%	Normal level	



#### **FINANCIAL OVERVIEW 2009**

#### **Lease and Operate**

In millions of US Dollars	31/12/09	31/12/08	Change	Comment	
Turnover	816	810	1%	Espirito Santo and Saxi FPSOs full twelve months; 4 smaller units terminated in 2008, Turkmenistan, Falc leases ended in 2009; Tanker fleet in 20	
Gross Margin (%)	195 (23.9%)	253 (31.2%)	(23%)	High bonus levels; Impairment MOPUstor; Tankers loss US\$ 25 mln	
EBITDA (% Margin)	466 (57.1%)	466 (57.5%)	-	As above	
EBIT (% Margin)	175 (21.4%)	230 (28.4%)	(24%)	Tankers loss; Impairment charge	
New Orders	2,375	1,437	65%	Baleia Azul FPSO operating lease; Aseng FPSO finance lease	
Order Portfolio	7,834	6,278	25%	Approaching 10 years of backlog	



### FINANCIAL OVERVIEW 2009 Ratios Total Group

In millions of US  Dollars	31/12/09	31/12/08	Change	Comment
Capital Expenditure	656	1,000	(34%)	Yme MOPUstor, Encana MOPU, Thunder Hawk semi, Cachalote
Long-Term Debt	1,611	1,694	(5%)	New loans arranged for Encana MOPU, Cachalote FPSO
Net Liquidities	147	230	(36%)	Normal level
Net Debt	1,464	1,464	-	Well within bank covenants - capacity for growth
Total Equity	1,817	1,241	46%	Equity issue; Hedge revaluations
Net Debt : Equity	81%	118%	(32%)	Equity issue; Turnkey payments timing
ROACE	9.7%	11.0%	(12%)	Well above WACC
Return on Equity	15.0%	17.7%	(15%)	
EPS (US\$) - Basic	1.47	1.54	(5%)	



#### **ORDER PORTFOLIO BACKLOG**

US\$ billion	Turnkey Systems	Turnkey Services	Lease & Operate	Total
2010	1.4	0.2	0.8	2.4
2011	0.6	-	0.9	1.5
2012	-	-	0.9	0.9
Beyond 2012	-	-	5.2	5.2
TOTAL	2.0	0.2	7.8	10.0



#### **COST INITIATIVES**

- Outsourcing more detailed engineering
- Establish new suppliers and construction subcontractors
- Further develop major project execution in Kuala Lumpur office
- Lease operations improved maintenance framework contracts
- Streamline internal procedures
- More fit for purpose internal standards



### Outlook



#### **OUTLOOK GENERAL**

- Deep water oil and gas field development increasing
- High bidding activity continues
- Oil companies need to maintain production levels
- Gradual release of new oil and gas field project developments during 2010 and beyond



#### **MAJOR PROJECTS IN EXECUTION 2010**

Singapore



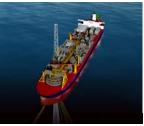




Woodside - FPSO Okha



**BP - Skarv Turret** 



Noble Energy -Benita

U.A.E.



Talisman - Yme



EnCana - Deep Panuke



**QGP - Drilling Rig** 



Odebrecht - Drilling Rig



**Delba - Drilling Rig** 

In Transit



Petrobras - Cachalote

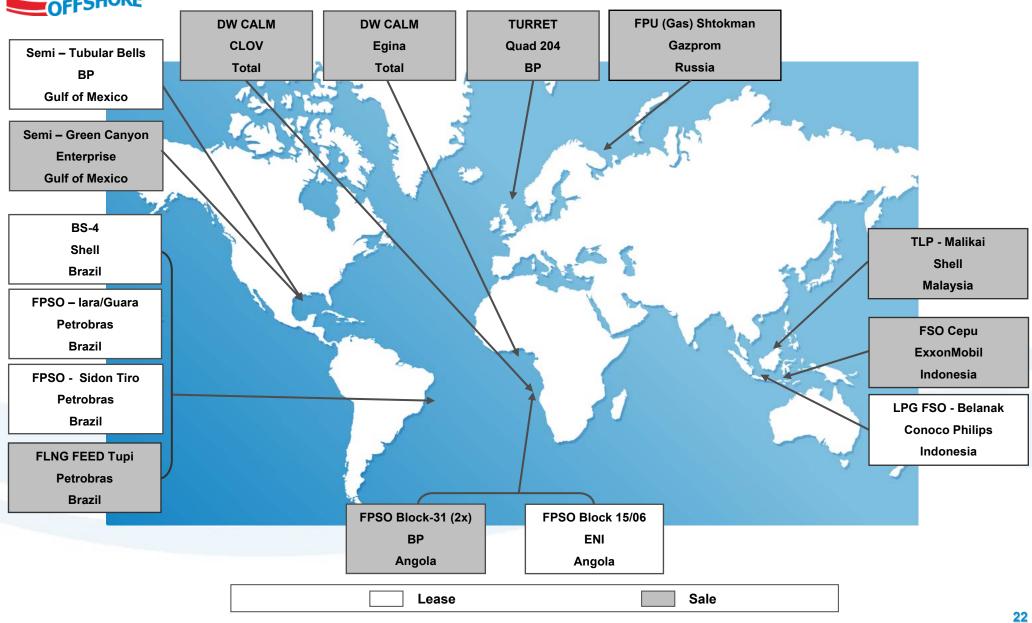
TBA



Baleia Azul

Focus on enhanced cost and schedule control

#### **SHORT TERM PROSPECTS**





#### STRATEGIC OBJECTIVES

- Expand the lease & operate fleet
- Selective approach to turnkey sales
- Maintain market leadership position (converted FPSO's, turrets, swivels, CALMs)
- Floating LNG remains prime focus within gas sector
- Develop technology for strategic growth areas: deep water, arctic,
   LNG and Renewable energy
- To provide EPS growth ahead of the relevant Oil & Gas Industry's Indices



#### **TECHNOLOGY DEVELOPMENT**

#### **Deepwater**

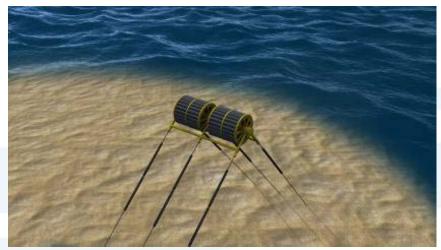


FourStar™ TLP



Moorspar™ Riser Buoy





**Wave Energy Converter** 



### TECHNOLOGY DEVELOPMENT LNG FPSO



**COOL™ LNG Floating Hose** 

**LNG Floating Production, Storage and Offloading (FPSO)** 



#### **FINANCIAL OUTLOOK 2010**

- Turnover in the same range as 2009;
- EBIT in Turnkey Systems solidly within the 5% 10% range
- EBIT in Turnkey Services at lower end of 15% 20% range;
- EBIT in Lease and Operate below 2009 level
- Net interest charge will increase by up to 20%
- Capital expenditure to amount to US\$ 0.5 billion; excluding any new operating lease contracts
- Net gearing at year-end 2010 is expected to remain below 100%, with debt ratios well within all banking covenants.



#### **Q & A**



#### T. Mace, CEO and M. Miles, CFO