

# HALF-YEAR RESULTS 2009 Analysts Presentation August 19, 2009



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#### CONTENT

Highlights Half Year 2009
Overview of the Company
Operations Half Year 2009
Financial highlights Half Year 2009
Outlook



# Highlights Half Year 2009



#### **HIGHLIGHTS HALF YEAR 2009**

- Turnover of US\$ 1.44 billion (2008: US\$ 1.50 billion)
- Net profit US\$ 95.5 million (2008: US\$: 85.3 million)
- Order portfolio US\$ 8.17 billion (2008: US\$ 9.47 billion)
- Commenced production operations on three production units
- Impairment of US\$ 39 million on the Talisman MOPUstor<sup>TM</sup>
- Provisions for drilling rigs taken
- Sale of Turkmenistan MOPU/FSO
- Slow order intake, but confident for two major orders in 2009



# Company overview



#### **ACTIVITIES**

# Design, construction, turnkey supply, leasing & operation of:

- Floating (Production) Storage and Offloading (FPSO)
- Semi-Submersible Production Units
- Tension Leg Platforms (TLP)
- Mobile Production Units and Storage (MOPUstor)
- Turret Mooring Systems & Terminals
- LNG Floating Production, Liquefaction, Storage and Offloading
- Other facilities such as drilling units, mobile units etc.

Offshore Contracting, Overhauls / Spare Parts

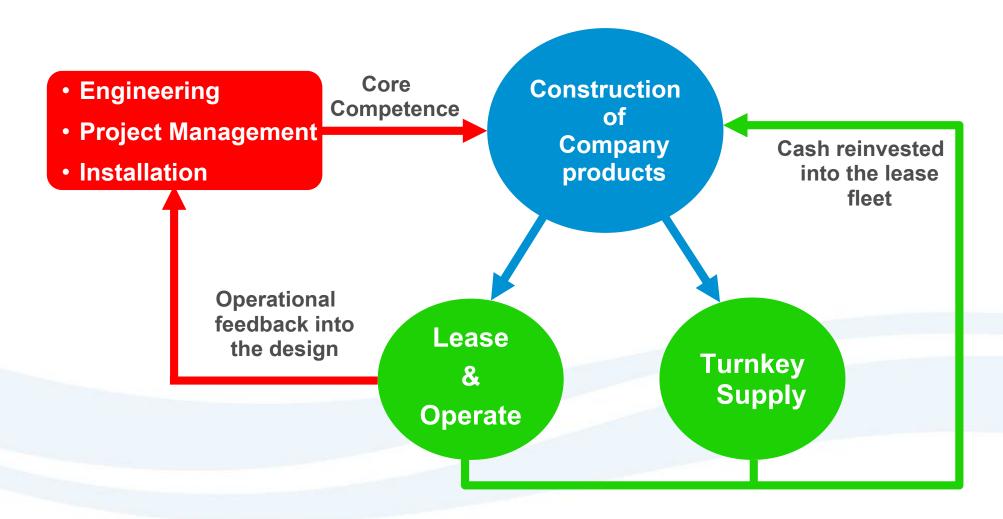
Technology development – arctic, ultra deep, renewable



#### **Technology Creating Value**



#### **BUSINESS MODEL**



Integrated model creates cash flow and knowledge synergies



#### **BUSINESS APPROACH**

- Invest only on the basis of contracts in hand
- Contract for firm lease periods ideally in excess of five years
- Revenues not exposed to oil price variations or reservoir risk
- Interest and currency exchange rate risks hedged upon contract award
- Project debt fully serviced by guaranteed lease income
- Apply conservative policy with respect to depreciation
- Manage fleet operations in-house



# **Operations Half Year 2009**



## **MAJOR ACHIEVEMENTS FIRST HALF 2009**

### **Lease and Turnkey Portfolio**



**FPSO Frade started operation offshore Brazil** 



**FPSO Espirito Santo started operation offshore Brazil** 



Thunder Hawk started operation in Gulf of Mexico



#### **MAJOR ACHIEVEMENTS 2009**

#### **Contract Awards**

- One-year extension of the lease and operate contract for FPSO Falcon from ExxonMobil
- Sale of the Turkmenistan MOPU and FSO facilities to Petronas Carigali
- Twelve month extension on the operate contract for FSO Unity from Total

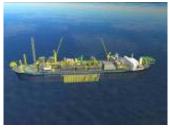
#### After 30 June 2009:

 Framework Contract with Shell for supply of turret mooring systems for Shell's FLNG facility



## **MAJOR PROJECTS IN EXECUTION**

#### Singapore









Petrobras - P-57

Woodside - FPSO Okha

Petrobras - Cachalote

**BP - Skarv Turret** 

#### U.A.E



Talisman - Yme



EnCana - Deep Panuke



**QGP - Drilling Rig** 



Odebrecht -Drilling Rig

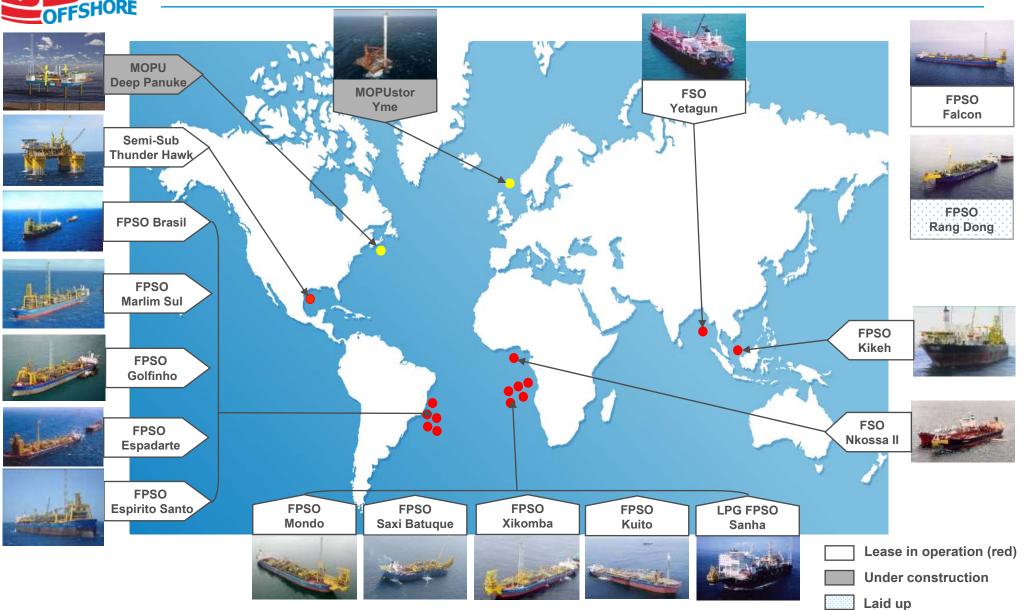


**Delba - Drilling Rig** 

#### Focus on enhanced cost and schedule control

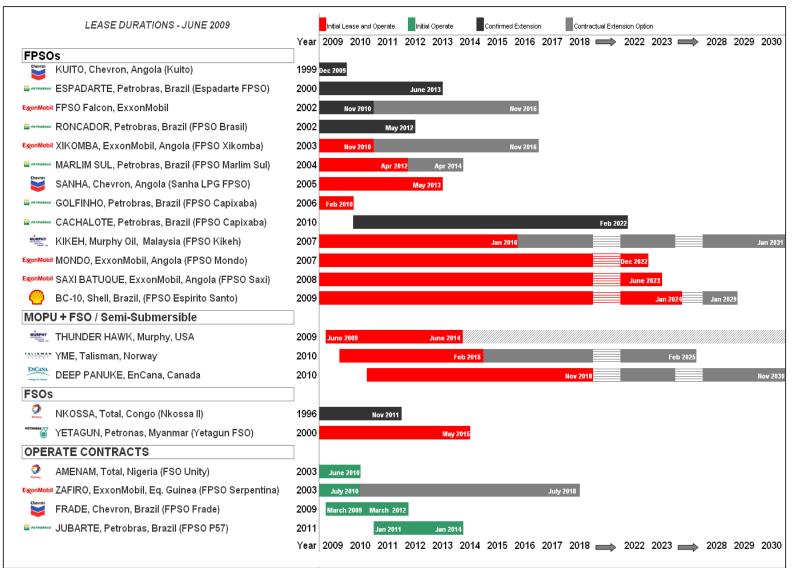


## SBM's LEASE FLEET





#### REMAINING DURATION OF LEASE CONTRACTS





## **SBM OFFSHORE N.V.**

# Financial highlights Half Year 2009



# **P&L Total Group**

In millions of US Dollars	30/06/09	30/06/08	Change	Comment
Turnover	1,435	1,497	(4%)	72% Turnkey, 28% Lease & Operate
Gross Margin (%)	203 (14.1%)	169 <i>(11.3%)</i>	20%	Turkmenistan MOPU/FSO sale; Drilling rigs; MOPUstor impairment; Tanker fleet losses
EBITDA (% Margin)	291 (20.3%)	246 (16.4%)	18%	Depreciation & amortisation increases 23%
EBIT (% Margin)	128 (8.9%)	114 (7.6%)	12%	56% from Lease & Operate.; High selling costs; Land sale (US\$ 10 mln) in 2008
Net Profit (% Margin)	95 (6.7%)	85 (5.7%)	12%	Net financial costs increase 40%; Tax charge down 65%
New Orders	364	2,986	(88%)	No major orders in sector in H1
Order Portfolio	8,171	9,466	(14%)	27% Turnkey, 73% Lease & Operate



## **Turnkey Systems**

In millions of US Dollars	30/06/09	30/06/08	Change	Comment
Turnover	905	980	(8%)	Includes Turkmenistan sale US\$ 51.5 mln
Gross Margin (%)	70 (7.7%)	7 (0.7%)	X 10	Cost overruns on drilling rigs; Includes Turkmenistan sale US\$ 32 mln
EBITDA (% Margin)	28 (3.1%)	(25) (- 2.6%)	N/A	As above
EBIT (% Margin)	22 (2.5%)	(31) <i>(- 3.2%)</i>	N/A	As above
New Orders	121	1,664	(93%)	Pazflor deepwater CALM, plus small items
Order Portfolio	2,003	2,834	(29%)	1 year equivalent turnover; 50% for completion in 2010



## **Turnkey Services**

In millions of US Dollars	30/06/09	30/06/08	Change	Comment
Turnover	153	121	27%	Mooring components supply & overhaul; Offshore installation
Gross Margin (%)	47 (31.1%)	29 (24.4%)	62%	High occupancy of 2 installation vessels; Extra works obtained
EBITDA (% Margin)	41 (27.1%)	24 (19.9%)	<b>72</b> %	As above
EBIT (% Margin)	38 (24.9%)	21 <i>(17.4%)</i>	81%	As above
New Orders	163	127	28%	Usan buoy, Asgard swivel, various installations
Order Portfolio	217	195	11%	50% to be completed in 2009



# FINANCIAL OVERVIEW FIRST HALF 2009 FPSO Lease and Operate

In millions of US Dollars	30/06/09	30/06/08	Change	Comment
Turnover	408	409	-	Espirito Santo and Saxi FPSOs full six months; 4 smaller units terminated in 2008; Tanker fleet
Gross Margin	85	132	(36%)	As above; High bonus levels; Impairment MOPUstor; Tankers loss US\$ 17 mln
(%)	(20.8%)	(32.4%)		
EBITDA	225	243	(7%)	Tankers loss
(% Margin)	(55.2%)	(59.3%)		
EBIT	72	121	(40%)	Tankers loss; Impairment charge
(% Margin)	(17.6%)	(29.5%)		
New Orders	80	1,195	(93%)	Mainly extension for Falcon FPSO
Order Portfolio	5,950	6,437	(8%)	Average 7 years backlog



## **Ratios Total Group**

In millions of US Dollars	30/06/09	31/12/08	Change	Comment
Capital Expenditure	355	1,000 (12 m) 516 (6 m)	(31%)	Yme MOPUstor, Encana MOPU, Thunder Hawk semi, Cachalote
Long-Term Debt	1,937	1,694	14%	New Ioan arranged for Encana MOPU
Net Liquidities	194	230	(16%)	Normal level
Net Debt	1,743	1,464	19%	Well within bank covenants
Total Equity	1,388	1,241	12%	Net of cash dividend; Hedge revaluations
Net Debt : Equity	126%	118%	7%	Expected to reduce during H2
ROACE	8.7%	11.0%	(21%)	
Return on Equity	14.5%	17.7%	(18%)	
EPS (US\$) - Basic	0.62	1.54 (12 m) 0.58 (6 m)	7%	

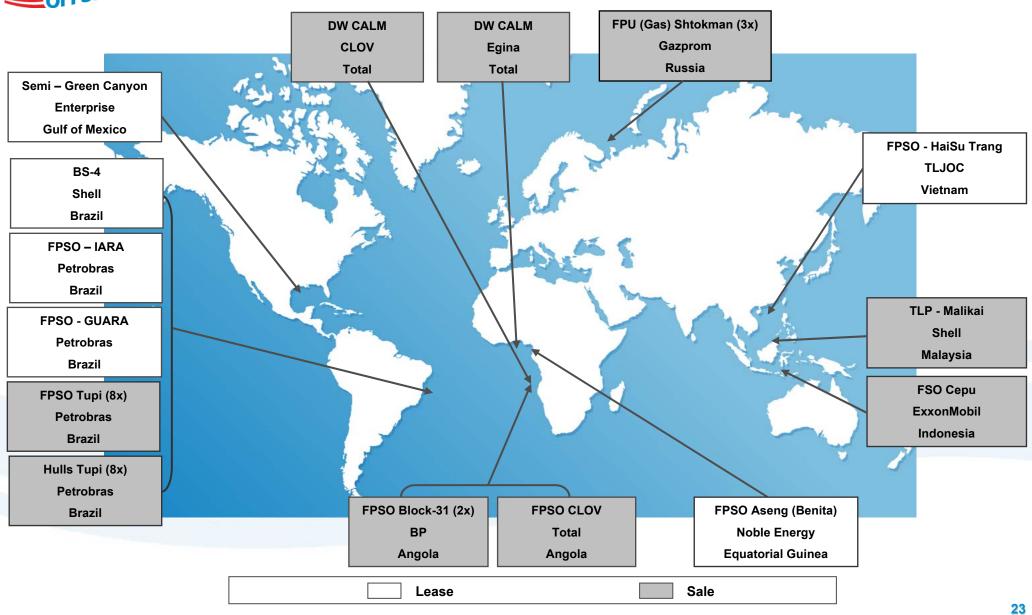


# **SBM OFFSHORE N.V.**

# Outlook



## **SHORT TERM PROSPECTS**





#### **OUTLOOK 2009**

- Net profit is expected to be in the range of the 2008 level
- Turnover is expected to be around US\$ 2.9 billion
- EBIT margin in Turnkey segment in the lower part of the range of 5 – 10% for full year
- EBIT from Lease & Operate segment is expected to be well below 2008 level
- Net interest charge expected to be 50% higher than in 2008
- Capex is expected to be around US\$ 550 600 million
- Net gearing to decrease to around 110-115% in the second half
- Anticipate two orders in the second half



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**QUESTIONS AND ANSWERS**