

Half Year 2018 Earnings Update

August 9, 2018

© SBM Offshore 2018. All rights reserved. www.sbmoffshore.com





The companies in which SBM Offshore N.V. directly and indirectly owns investments are separate legal entities. In this presentation “SBM Offshore” and “SBM” are sometimes used for convenience where references are made to SBM Offshore N.V. and its subsidiaries in general. These expressions are also used where no useful purpose is served by identifying the particular company or companies.

This presentation contains forward-looking statements concerning the financial condition, results of operations and businesses of SBM. All statements other than statements of historical fact are, or may be deemed to be, forward-looking statements. Forward-looking statements are statements of future expectations that are based on management’s current expectations and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in these statements. Forward-looking statements include, among other things, statements concerning the potential exposure of SBM to market risks and statements expressing management’s expectations, beliefs, estimates, forecasts, projections and assumptions. All forward-looking statements contained in this presentation are expressly qualified in their entirety by the cautionary statements contained or referred to in this section. Readers should not place undue reliance on forward-looking statements. Each forward-looking statement speaks only as of the date of this presentation. Neither SBM Offshore N.V. nor any of its subsidiaries undertakes any obligation to publicly update or revise any forward-looking statement as a result of new information, future events or other information. In light of these risks, results could differ materially from those stated, implied or inferred from the forward-looking statements contained in this presentation.

© 2018. This presentation is the property of SBM Offshore N.V. or any of its subsidiaries (together referred as “SBM”) and contains material protected by intellectual property rights, including copyrights, owned by SBM. The trademark “SBM Offshore”, the SBM logomark and the SBM trademark “Fast4ward” which covers a proprietary and patented SBM technology, are registered marks owned by SBM. All copyright and other intellectual property rights in this material are either owned by SBM or have been licensed to SBM by the rightful owner(s) allowing SBM to use this material as part of this presentation. Publication or other use, explicitly including but without limitation to the copying, disclosing, trading, reproducing, or otherwise appropriating of information, illustrations etc., for any other purposes, as well as creating derivative products of this presentation, is prohibited without the prior express written consent of SBM.



Leading Global FPSO Contractor

1st

FAST4WARD™ CONCEPT
TO PROJECT AWARD

> 50

FLOATING PRODUCTION
SYSTEMS DELIVERED

2

LARGE PROJECTS UNDER
CONSTRUCTION

> 300 years

CUMULATIVE OPERATING
EXPERIENCE

+ 55%

OIL PRODUCTION CAPACITY
SINCE 2014

15

UNITS IN OPERATION
WORLDWIDE



1H 2018 Review

Macro View

Company Positioning

1H 2018 Financials

Outlook



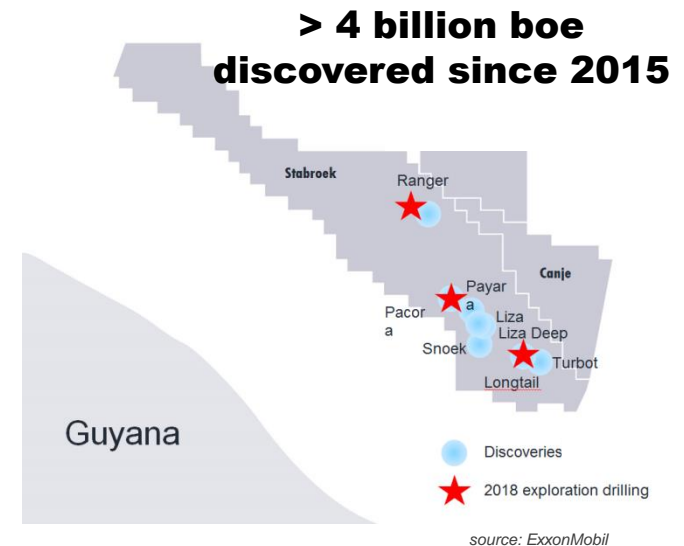


2nd Success in Guyana

- FEED contract awarded for 2nd FPSO Liza field offshore Guyana
- Construction and Installation, Lease and Operate contracts awarded for a period of up to 2 years, subject to project sanction
- Making **Fast4Ward™** a reality
- Oil production capacity of 220,000 bbls/day



source: SBM Offshore (general Fast4Ward™ rendering)





1H 2018 Financial Highlights

Revenue
US\$808 million

Underlying EBITDA
US\$414 million

Pro-forma Backlog
US\$16.1 billion

Net Debt²
US\$2.3 billion

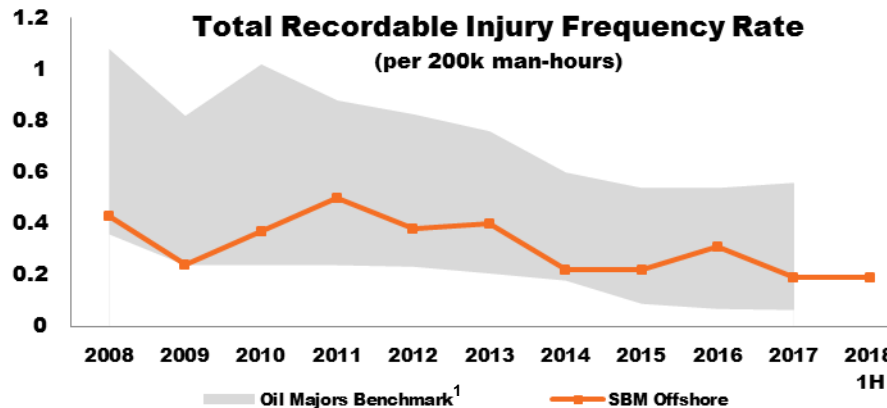
(1) Directional view, presented under IFRS8 Segment reporting, represents a pro-forma accounting policy, which assumes all lease contracts are classified as operating leases and all vessel investees are proportionally consolidated. This explanatory note relates to all Directional in this document.

(2) Net debt as of June 30, 2018 includes a lease liability recognized for US\$202 following the early adoption of IFRS 16.



2017 Safety performance sustained during 1H 2018

Health & Safety



On track to meet 2018 Environmental targets

Environment

- ✓ Greenhouse gas emissions
- ✓ Flaring
- ✓ Energy consumption
- ✓ Oil released in produced water

Embedding Sustainable Development Goals

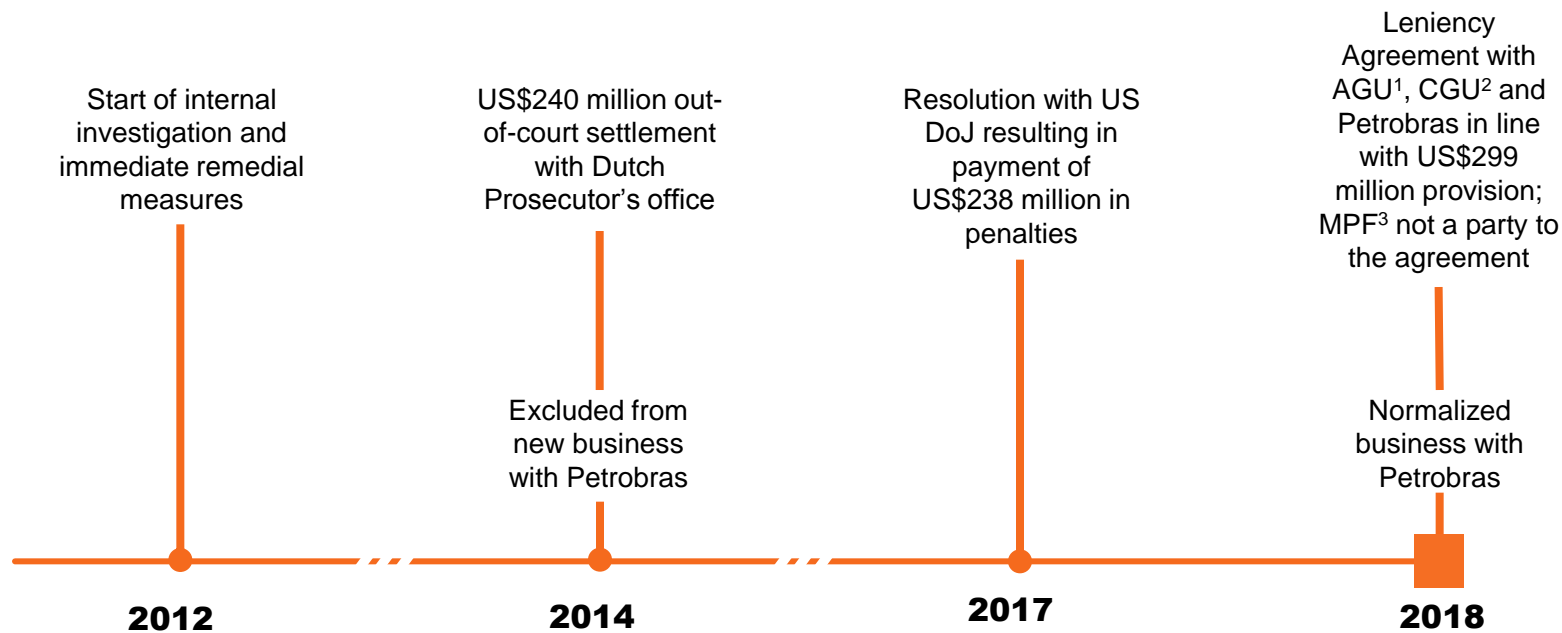
SDGs



(1) Includes Shell, BP, Total, Chevron, Woodside, ExxonMobil, ENI, Statoil



Normalized Business Relations with Petrobras



The Company has re-engaged with the MPF³ to discuss impact of the Leniency Agreement on the Improbability Lawsuit and the request for provisional measures

(1) AGU (Advocacia Geral da União – "AGU")
(2) CGU (Ministério da Transparência e Controladoria-Geral da União)
(3) MPF (Ministério Público Federal)



1H 2018 Review

Macro View

Company Positioning

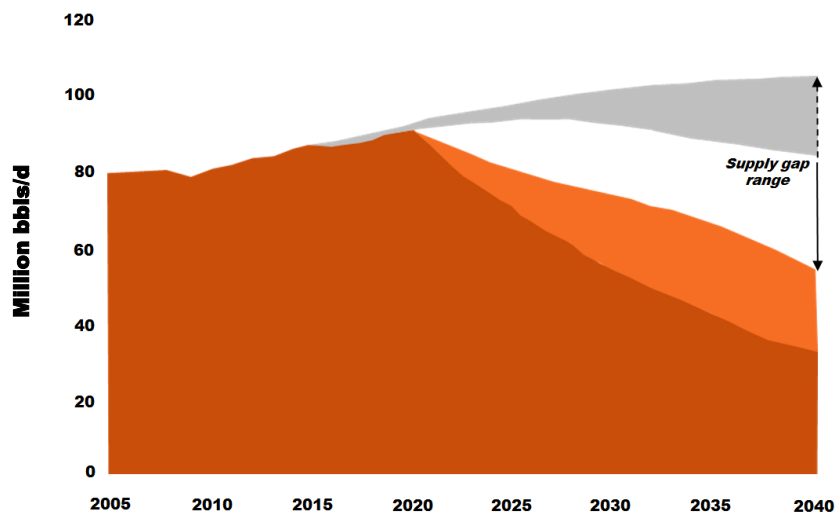
1H 2018 Financials

Outlook





World Oil Supply and Demand



Existing supply + planned fields Extra recovery existing fields Demand range

Lack of investment since 2014

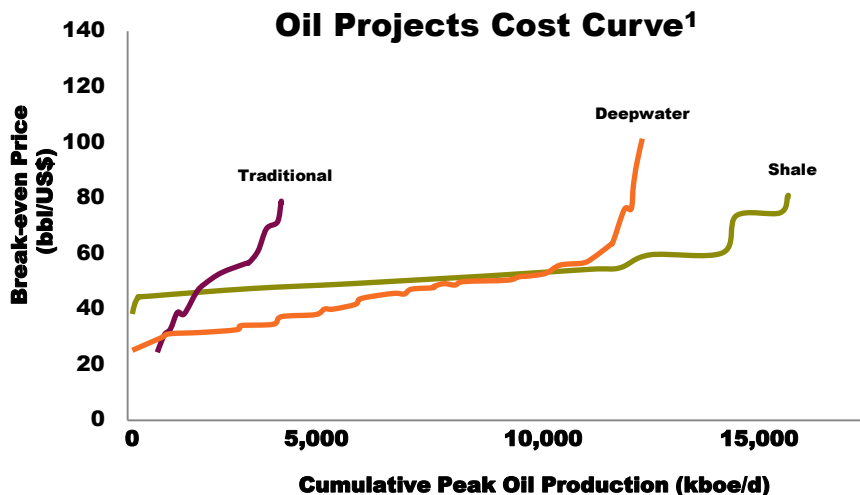
Supply gap projected

Investment required

**Not if,
but when**

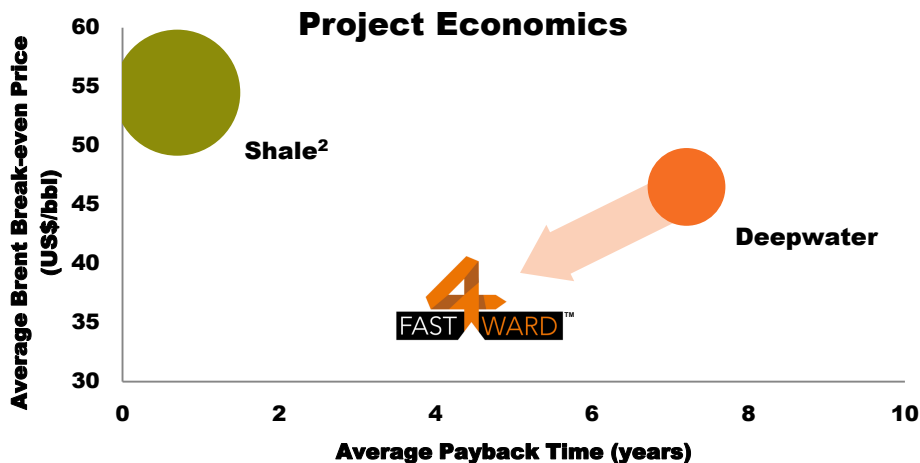


Deepwater is Competitive



Deepwater continues to gain competitiveness

>50% Deepwater projects more competitive than shale



Traditional Deepwater longer cycle

Deepwater cycle time is key

US\$100 billion Greenfield cost³

Source: Goldman Sachs, Rystad Energy, BofAML

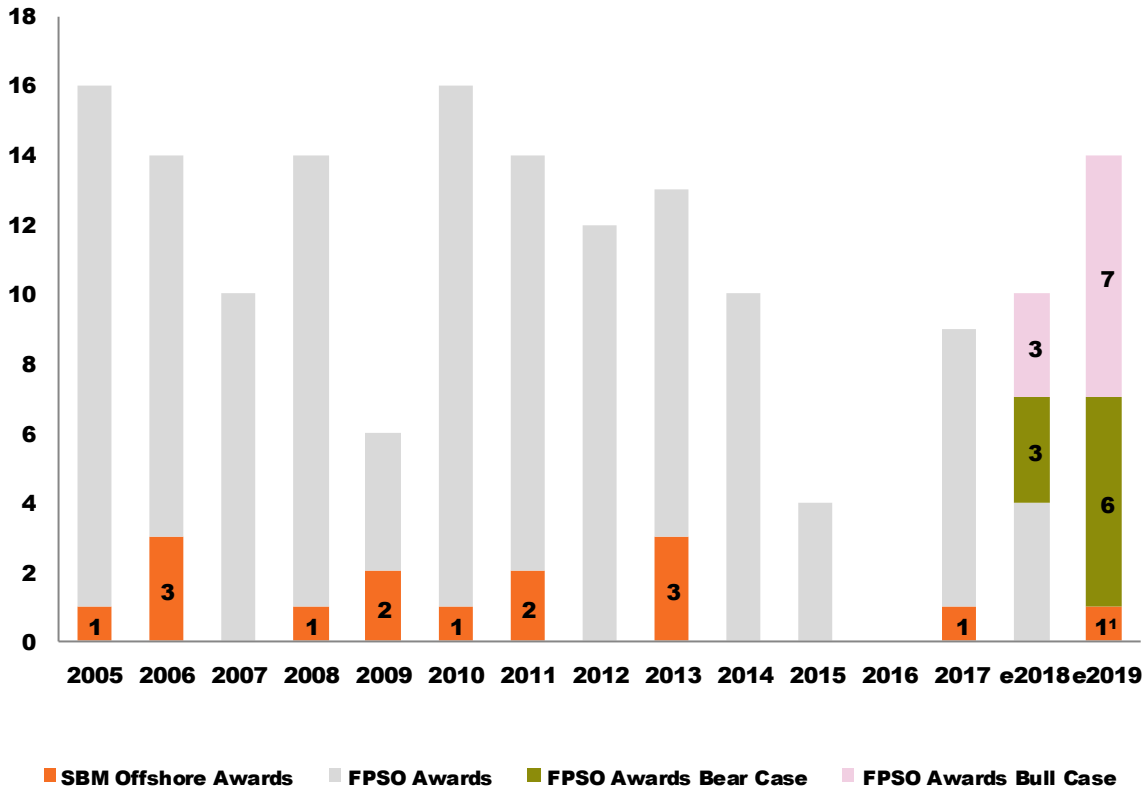
(1) Goldman Sachs Top Projects 2018 cost curve by win zone (prospective projects)

(2) Top five shale plays used as representative example

(3) Size of bubble corresponds to greenfield Capex expected to be sanctioned in 2018



Historical and Estimated Total FPSO Market Awards



Four awards to date in 2018

Up to 10 awards expected in 2018

2019 acceleration anticipated

Improving outlook

Source: SBM Offshore research, company presentations
(1) Award FPSO Liza 2 subject to authorizations



1H 2018 Review

Macro View

 **Company Positioning**

1H 2018 Financials

Outlook





SBM Offshore believes the oceans will provide the world with safe, sustainable and affordable energy for generations to come

We share our experience to make it happen

ENERGY. COMMITTED.





We Commit to Optimize, Transform, Innovate

Optimize

Best in Class

Transform

Standardization

Innovate

Gas & Renewables
floating solutions

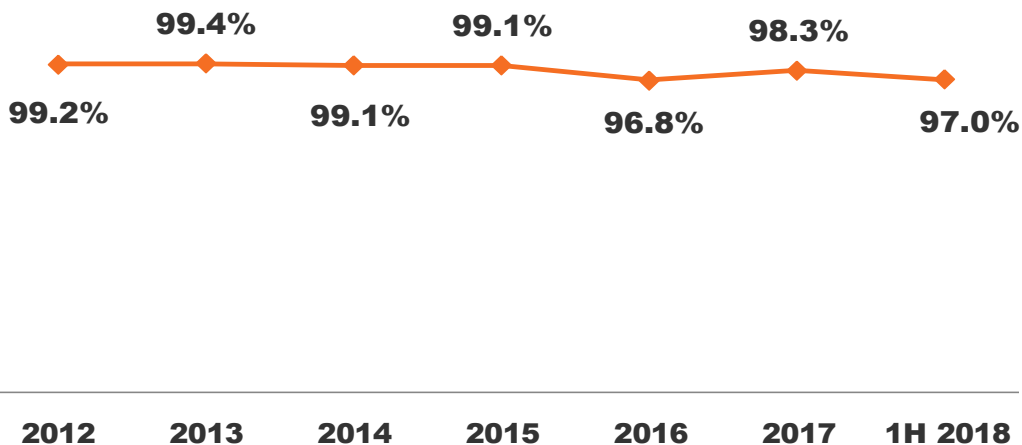
**Operational
excellence**



**Future
growth**



Fleet Uptime



Strong track record: 99% historical uptime

Producing ~10% of global Deepwater oil

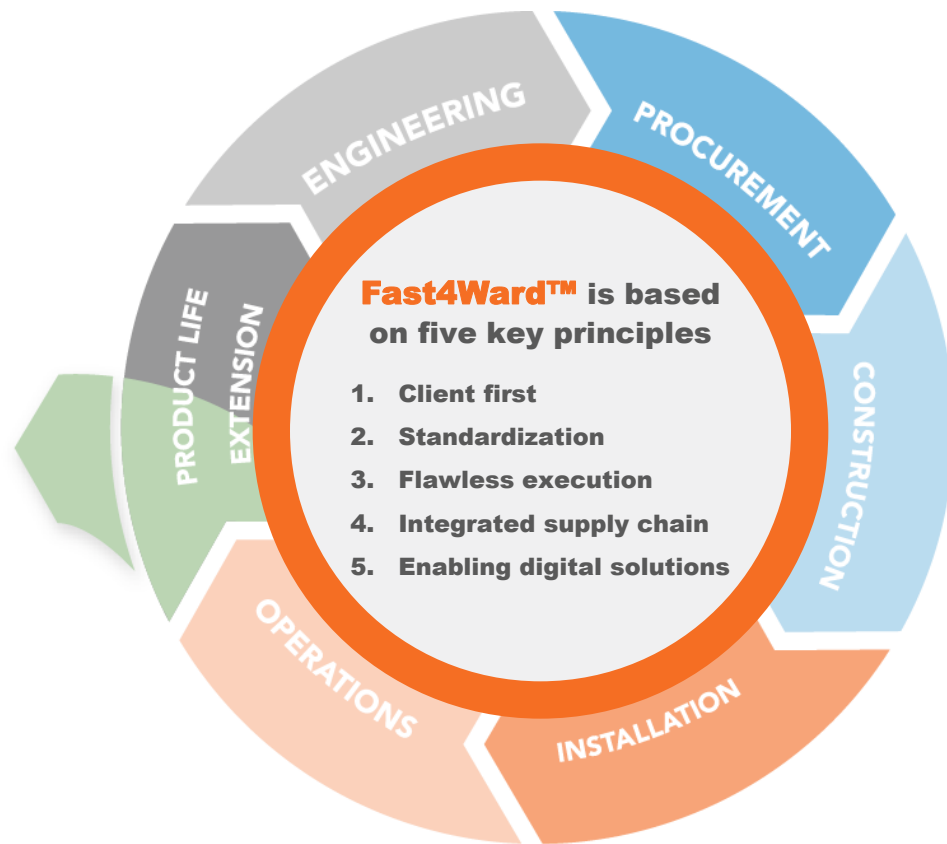
FPSO *Capixaba* life-time extension and maintenance

Leading operator



Our ambition is to transform the business by reducing cycle time to energy delivery, de-risking projects, and improving quality & safety. This is what we refer to as

Fast4Ward™



Fast4Ward™ Better Performance, Delivered Faster



Fast4Ward™ Better Performance, Delivered Faster

Reducing cycle time

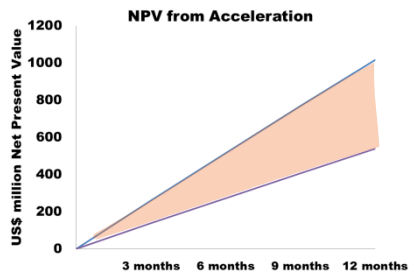
**Up to 12 months faster;
Up to US\$1 bn NPV gain**

De-risking projects

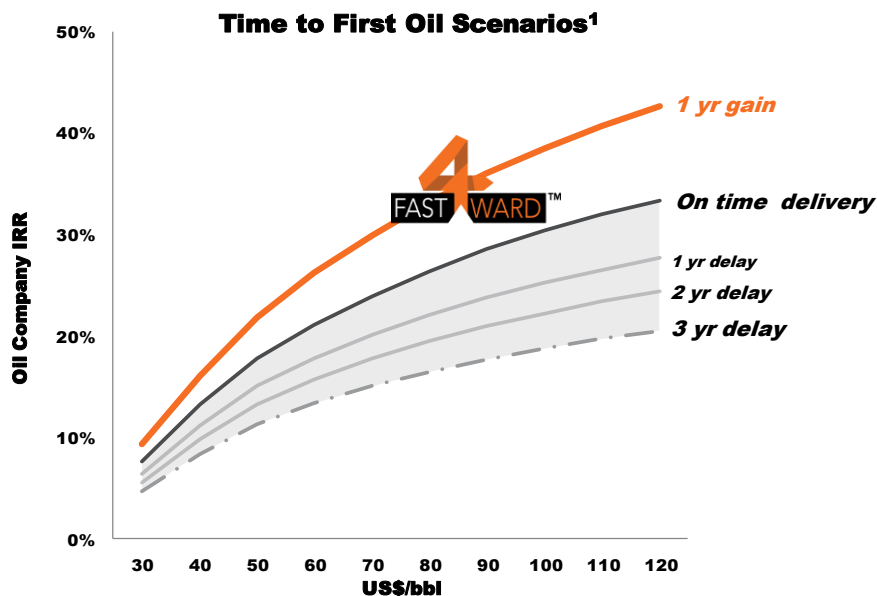
Standardized hull and topsides

Enabling lower break-evens

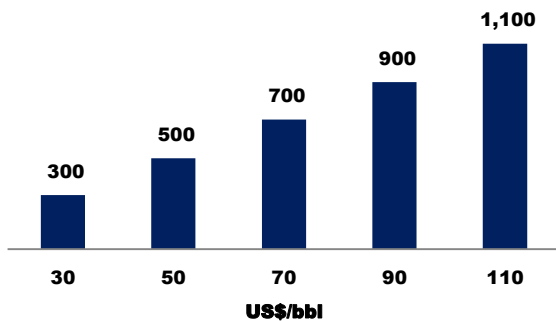
Lower Capex and Opex



- Less engineering hours
- Integrated supply chain
- Greater safety and reliability



Estimated NPV Gain 12 Months Acceleration to First Oil¹
(US\$ million, rounded)



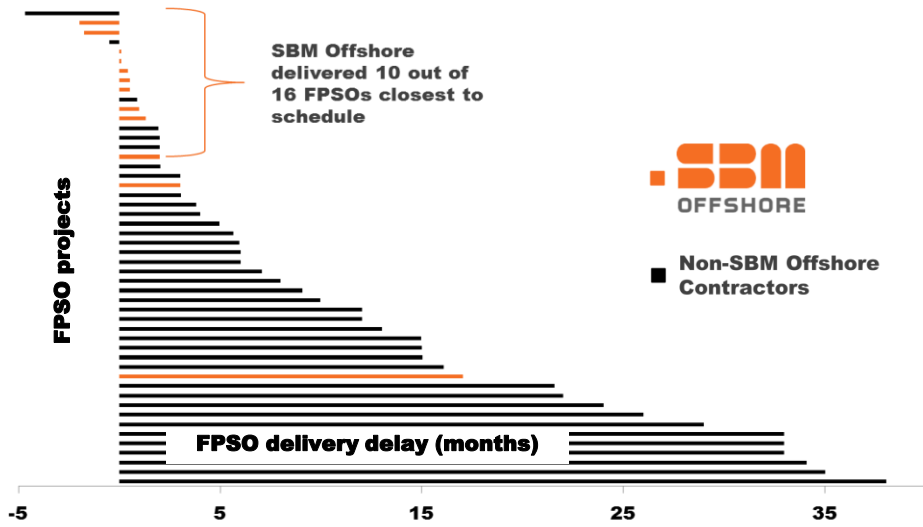
Fast4Ward™ accelerates first oil up to 12 months

Up to US\$1 billion gain

Improves break-even up to US\$10 per barrel (IRR 15%)

Delivering major gains

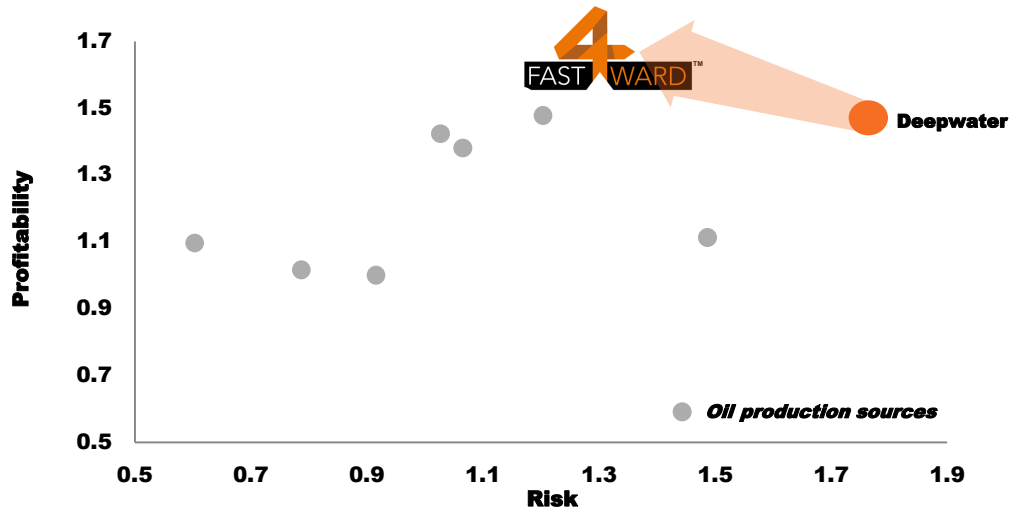
Source: Barclays
(1) Company estimate, based on Barclays data using a 10% discount rate, reflects major world-class greenfield development



Delivery is challenging

Fast4Ward™: lower risk and higher return

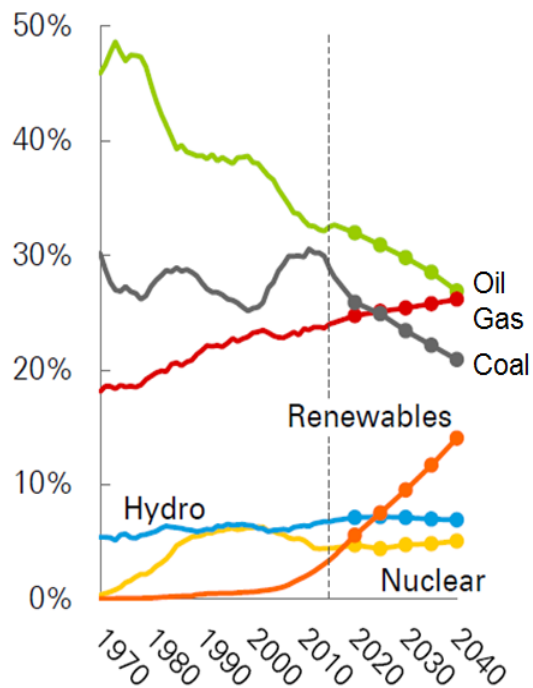
Standardization and supply chain integration



Experience matters

Source: Goldman Sachs, Rystad Energy, SBM Offshore company research

(1) Profitability Index = NPV/ Initial investment. Risk score is Goldman Sachs internal method based on technical and political risk



Changing Energy Mix



- New Age new-build FLNG/LPG FEED
- Associated gas project offshore Cameroon



1H 2018 Review

Macro View

Company Positioning

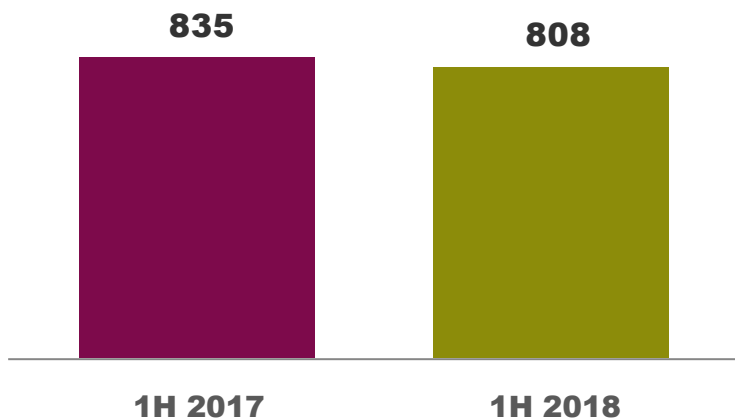
1H 2018 Financials

Outlook

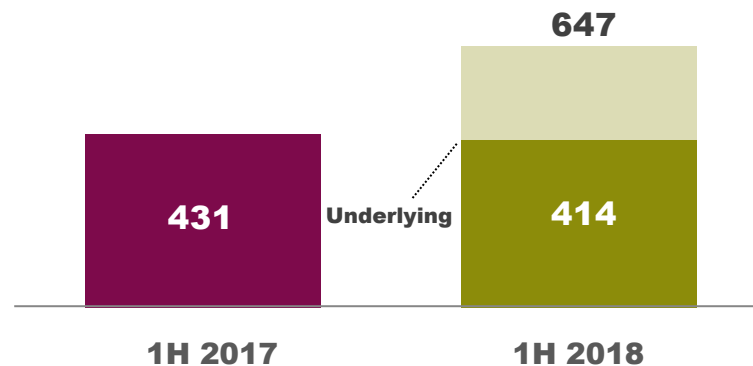




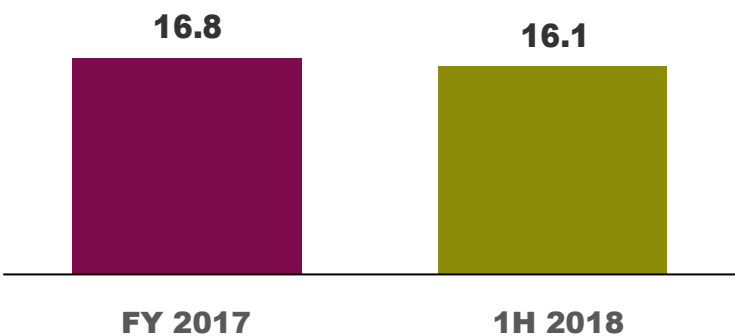
Revenue (US\$ millions)



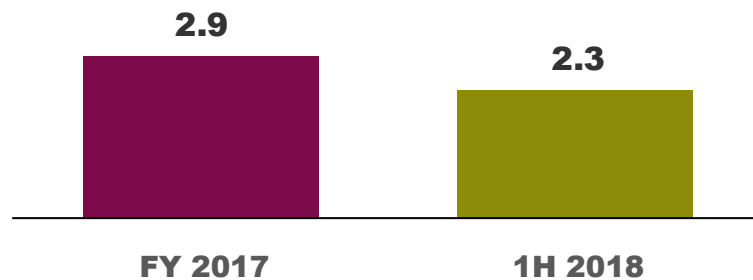
EBITDA (US\$ millions)



Pro-Forma Backlog (US\$ billions)



Net Debt² (US\$ billions)



(1) Directional view, presented under IFRS8 Segment reporting, represents a pro-forma accounting policy, which assumes all lease contracts are classified as operating leases and all vessel investees are proportionally consolidated. This explanatory note relates to all Directional in this document.

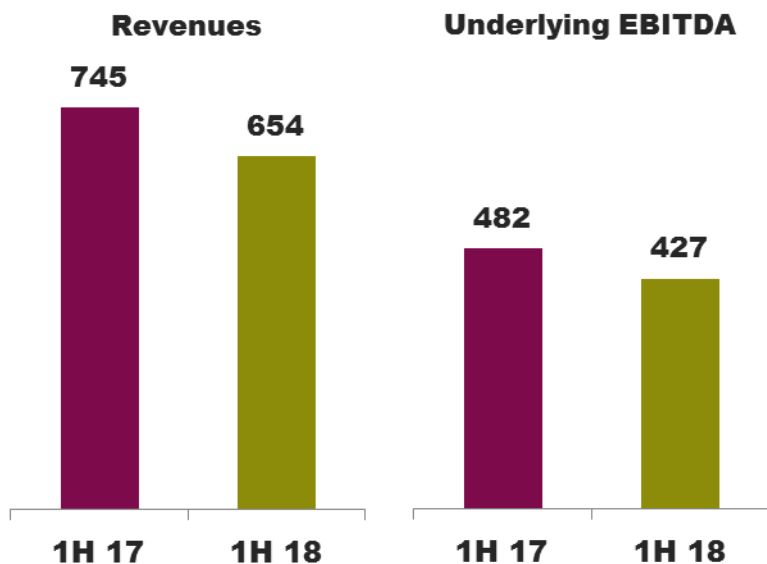
(2) Net debt as of June 30, 2018 includes a lease liability recognized for US\$202 following the early adoption of IFRS 16. For comparison purposes, an amount of US\$218 million related to IFRS 16 was added to the net debt position as of December 2017.



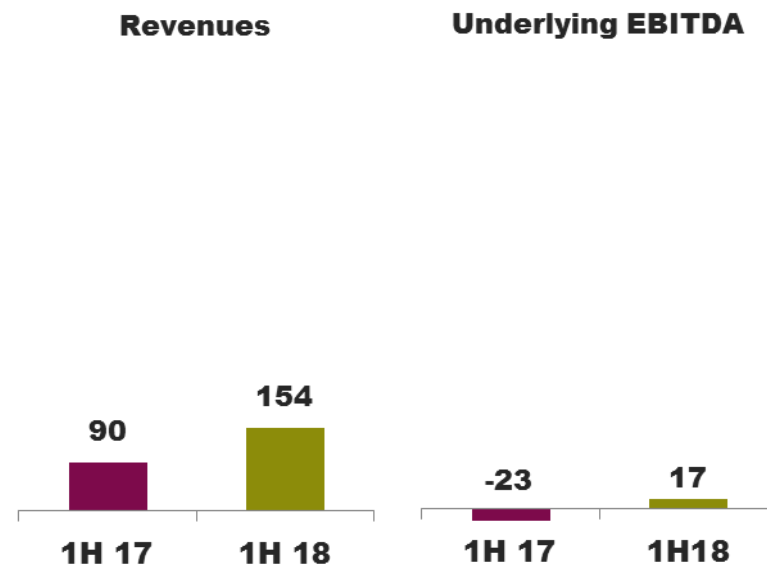
Financial Performance per Segment

Directional (US\$ millions)

Lease and Operate



Turnkey



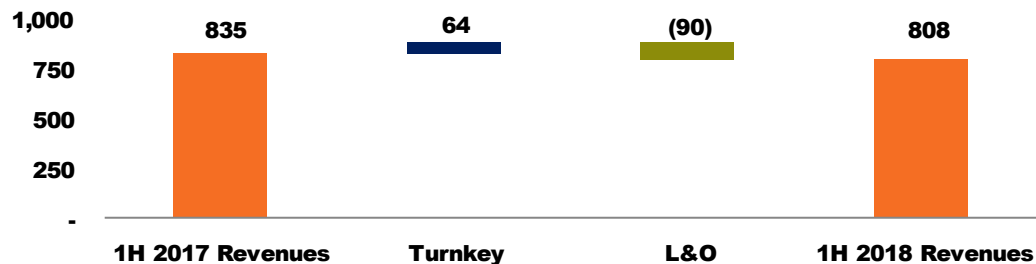
Other segment: Underlying EBITDA 1H 18 US\$(30) million vs 1H17 US\$(29) million



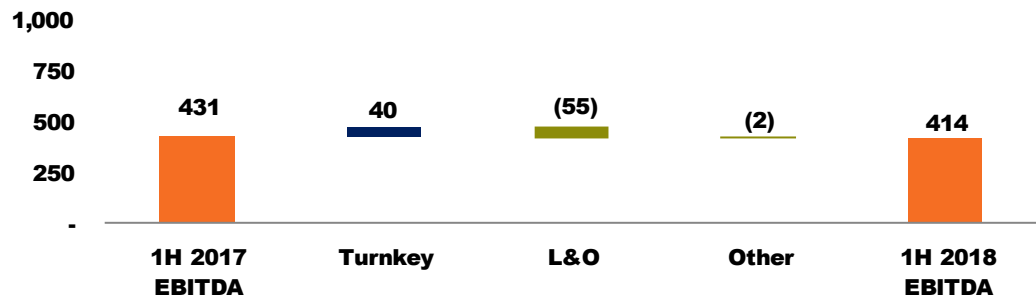
Financial Highlights | P&L

Directional (US\$ millions)

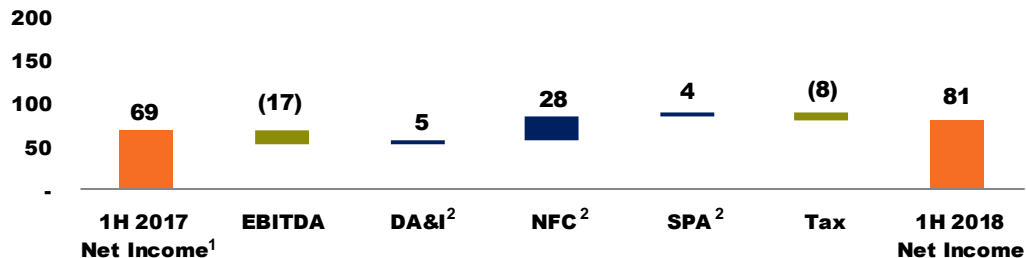
Revenues



EBITDA (underlying)



Net Income (underlying)

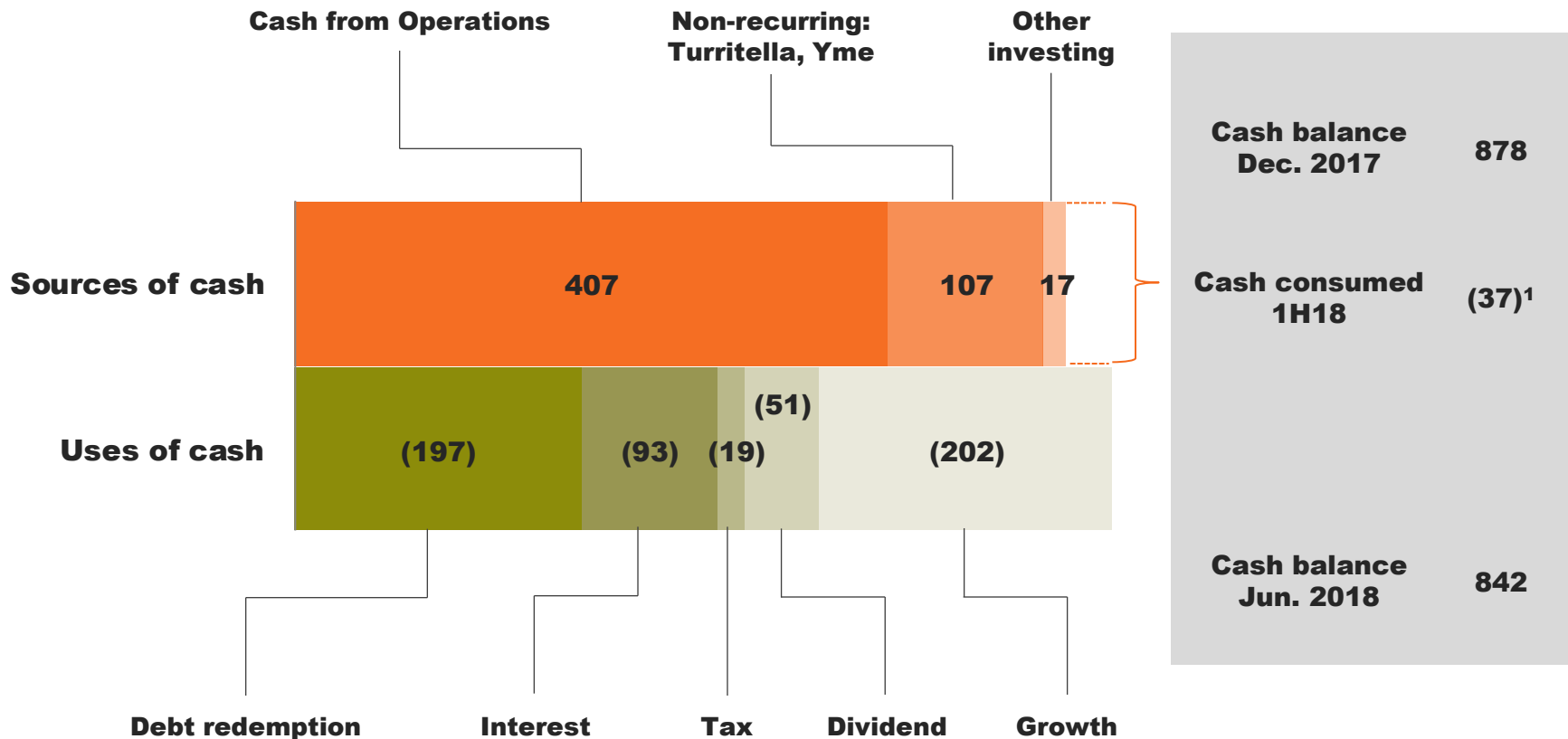


(1) Restated for adoption of updated tax calculation method under Directional
 (2) DA&I = depreciation, amortization and impairments; NFC = net financing costs; SPA = share of profit of associates



Sources and Uses of Cash

Directional (US\$ millions)



¹Includes foreign currency impact of US\$ -6 million



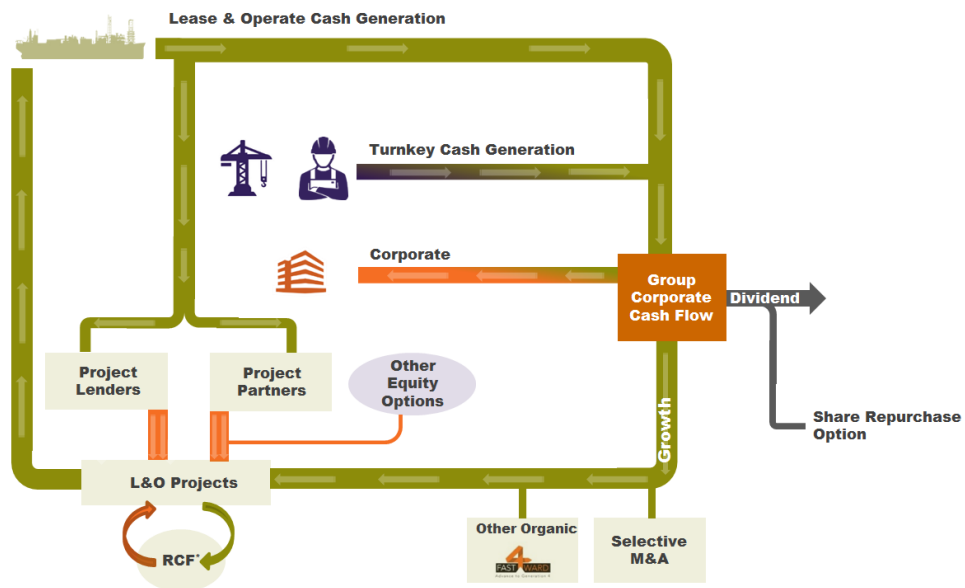
Group Balance Sheet Directional

(US\$ millions)

	Dec-31-17	Jun-30-18	Variance	Comment
Property, plant & equipment and Intangibles	4,692	4,792	100	Asset recognition (IFRS 16) and FPSO <i>Liza 1</i> project Capex partially offset by depreciation
Investments in associates and other financial assets	304	300	(4)	JVs net result
Construction contracts	18	34	16	Turnkey activity increase
Trade and other assets	691	784	93	Higher turnkey project activities and Fast4Ward™
Cash and cash equivalents	878	842	(36)	See Cash Flow statement
Assets held for sale	332	4	(328)	FPSO <i>Turritella</i> disposal
Total Assets	6,915	6,756	(159)	
Total equity	1,097	1,360	263	Group results partially offset by dividends paid
Borrowings and lease liabilities	3,565	3,191	(374)	Liability recognition (IFRS 16) partially offsetting repayment of <i>Turritella</i> and amortization of other project loans
Provisions	971	813	(158)	De-recognition of onerous contract provision (IFRS 16) and <i>Turritella</i> partner compensation
Trade payables, deferred income and derivatives liabilities	1,282	1,391	109	Higher turnkey project activities
Total Equity and Liabilities	6,915	6,756	(159)	



Company Cash Flows



Dividend Track Record

	2015	2016	2017
Annual Dividend (US\$/share)	0.21	0.23	0.25
Y-o-Y Dividend Increase	-	10%	9%
Share Repurchase (US\$, millions)	-	166	-



1H 2018 Review

Macro View

Company Positioning

1H 2018 Financials

 **Outlook**

**SBM**
OFFSHORE



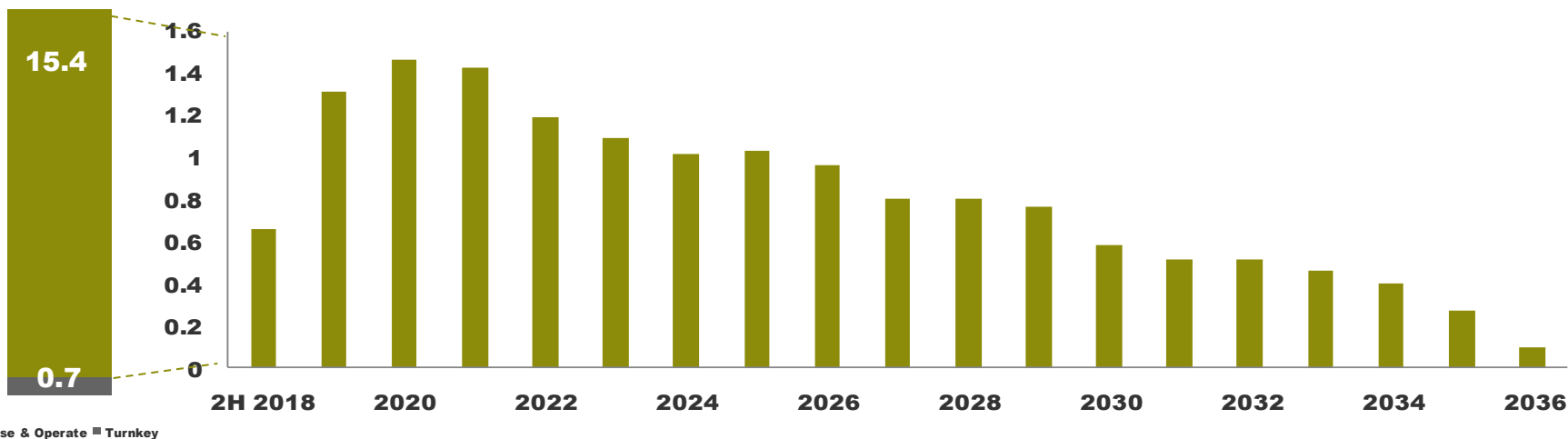
Backlog and Borrowings Repayment

As of June 30, 2018 (US\$ billions)

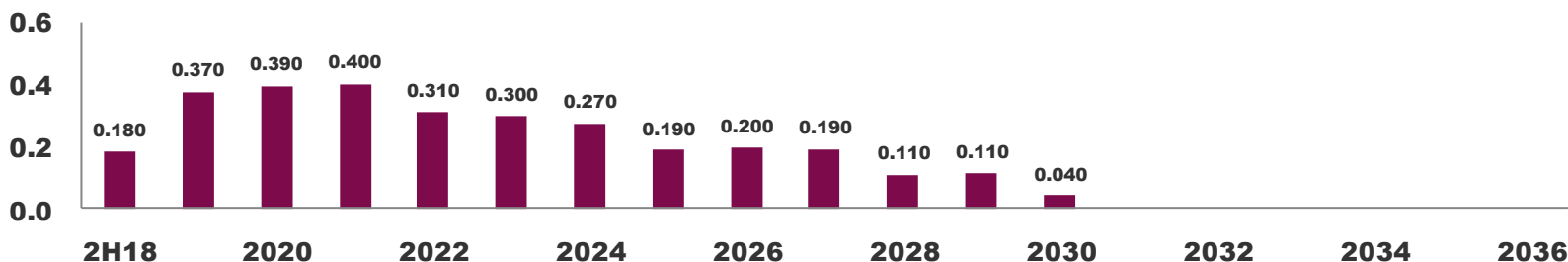
Pro-forma Directional Backlog¹

Average of 63% of L&O backlog represents operating cash flow
L&O Average Portfolio Duration: 11.4 years²

US\$ 16.1 bn



Directional Borrowings Repayment Profile³



(1) Backlog is the undiscounted revenue over the confirmed portion of the contract. Includes FPSO *Liza* contracts

(2) Assumes the exercise of all lease extensions

(3) The difference between current borrowings and the borrowings repayment profile are attributable to capitalized transaction costs, rounding applied on the data labels



- 2018 Directional Revenue guidance of US\$1.7 billion, adjusted from US\$1.9 billion due to Company assuming Liza 1 remaining fully Company owned
 - Lease & Operate Revenue reiterated at around US\$1.3 billion
 - Turnkey Revenue adjusted from around US\$0.6 billion to around US\$0.4 billion

- 2018 Underlying Directional EBITDA guidance maintained at around US\$750 million:
 - Includes: changed assumption of partnering for Liza 1 and positive effect from early adoption IFRS 16 (c. US\$30 million)
 - Excludes: positive one-off effects from Turritella sale (US\$217 million) and Yme net insurance proceeds (US\$16 million)



Appendix





Lease and Operate P&L

(US\$ millions)

	Directional		Variance
	1H 2017	1H 2018	
Revenue	745	654	(91)
Gross Margin	262	218	(44)
EBIT	250	208	(42)
Depreciation, amortization and impairment	(233)	(219)	14
EBITDA	482	427	(55)
Underlying EBITDA	482	427	(55)

Comments

Vessels In	-
Vessels Out	<i>Turritella, Yetagun</i>
Underlying EBITDA	Decrease mainly driven by Turritella leaving the fleet and planned maintenance
EBITDA Margin	1H 2017: 64.8% 1H 2018: 65.3%



Turnkey P&L

(US\$ millions)

	Directional		Variance
	1H 2017	1H 2018	
Revenue	90	154	64
Gross Margin	25	51	26
EBIT	(28)	238	266
Depreciation, amortization and impairment	(5)	(12)	(7)
EBITDA	(23)	250	273
Underlying EBITDA	(23)	17	40

Comments

Projects In	<i>Liza II</i> (FPSO) FEED/EPC, <i>NewAge</i> (FLNG) FEED
Projects Completed	<i>Turritella</i> (US\$ +217m EBITDA impact)
Underlying EBITDA	Ramp-up of Turnkey activity, early adoption of IFRS 16, successful project close-out and saving on overheads



Group P&L

(US\$ millions)

	Directional		Variance
	1H 2017	1H 2018	
Revenue	835	808	(27)
Gross Margin	288	268	(20)
Overheads	(96)	(87)	9
Other operating income / (expense)	1	232	231
EBIT	193	414	221
Underlying EBIT	193	181	(12)
Depreciation, amortization and impairment	(238)	(233)	5
EBITDA	431	647	216
Underlying EBITDA	431	414	(17)
Net financing costs	(112)	(74)	38
Share of profit in associates	(8)	(4)	4
Income tax expense ¹	(14)	(22)	(8)
Net Income attributable to shareholders ¹	59	314	255
Underlying net income attributable to shareholders¹	69	80	12

Comments

Other operating income / (expense)

One-off gain on sale of Turritella and YME settlement in 2018

(1) 1H 2017 figures restated for adoption of updated tax calculation method under Directional



Cash Flow Statement

(US\$ millions)

	Directional
	1H 2018
EBITDA	647
Addition/(release) provision and non-cash items	(218)
Changes in operating assets and liabilities	(121)
Income taxes paid	(19)
Net cash flows from (used in) operating activities	289
Capital expenditures	(141)
Other investing activities	10
Addition to and repayments of funding loans	5
Net proceed from disposal of financial assets and other assets	544
Net cash flows from (used in) investing activities	419
Addition and repayments of borrowings and loans	(595)
Dividends paid to shareholders	(51)
Interests paid	(93)
Net cash flows from (used in) financing activities	(739)
Foreign currency variations	(6)
Net increase/(decrease) in net cash and cash equivalents	(37)
Net cash and cash equivalents as at 31 Dec. '17	878
Net cash and cash equivalents as at 30 Jun. '18	842



Joint Ventures	Lease Contract Type	SBM Share %	Directional	IFRS
FPSO <i>N'Goma</i>	FL	50%	Proportional	Equity
FPSO <i>Saxi Batuque</i>	FL	50%	Proportional	Equity
FPSO <i>Mondo</i>	FL	50%	Proportional	Equity
FPSO <i>Cdde de Ilhabela</i>	FL	62.25%	Proportional	Full consolidation
FPSO <i>Cdde de Maricá</i>	FL	56%	Proportional	Full consolidation
FPSO <i>Aseng</i>	FL	60%	Proportional	Full consolidation
FPSO <i>Cdde de Paraty</i>	FL	50.5%	Proportional	Full consolidation
FPSO <i>Cdde de Saquarema</i>	FL	56%	Proportional	Full consolidation
FPSO <i>Kikeh¹</i>	FL	49%	Proportional	Equity
FPSO <i>Capixaba</i>	OL	80%	Proportional	Full consolidation
FPSO <i>Espirito Santo</i>	OL	51%	Proportional	Full consolidation
<i>N'kossa II</i>	OL	50%	Proportional	Equity
Deep Panuke	OL	100%	100%	Full consolidation
Thunder Hawk	OL	100%	100%	Full consolidation
FPSO <i>Cidade de Anchieta</i>	OL	100%	100%	Full consolidation
FPSO <i>Liza</i>	FL	100%	100%	Full consolidation
Brasa Yard	-	50%	Equity	Equity
PAENAL Yard	-	30%	Equity	Equity
<i>Normand Installer</i>	-	49.9%	Equity	Equity
<i>OS Installer</i>	-	25%	Equity	Equity

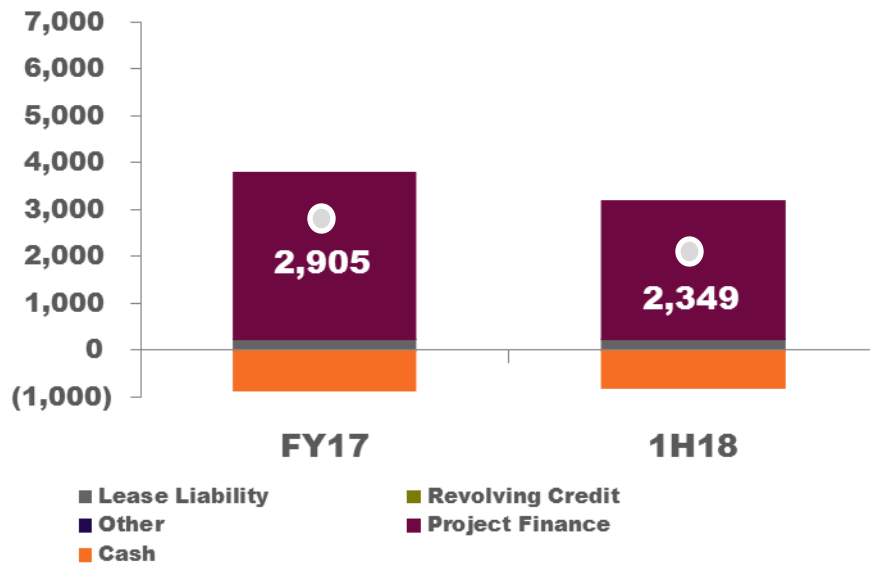
(1) *Kikeh* lease classification changed from OL to FL effective 1Q14



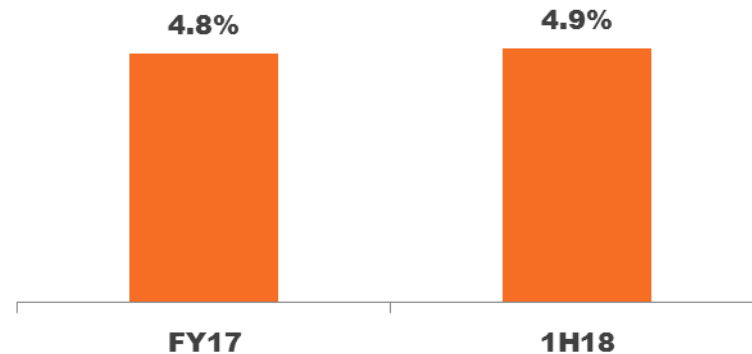
Directional Group Net Debt and Borrowings

(US\$ millions)

Directional Net Debt⁽¹⁾



Average Cost of Debt



1H18 Borrowings⁽²⁾



1H18 Undrawn Facilities + Cash



(1) Net debt as of June 30, 2018 includes a lease liability recognized for US\$202 following the early adoption of IFRS 16. For comparison purposes, an amount of US\$218 million related to IFRS 16 was added to the net debt position as of December 2017.

(2) The difference between current borrowings and the borrowings repayment profile are attributable to capitalized transaction costs.



Group Loans & Borrowings

(US\$ millions)

	Net Book Value as of June 30, 2018		
	Full Amount	IFRS	Directional
PROJECT FINANCE FACILITIES DRAWN			
FPSO Cidade de Paraty	574	574	291
MOPU Deep Panuke	233	233	233
FPSO Cidade de Anchieta	354	354	354
FPSO Cidade de Ilhabela	848	848	528
FPSO N'Goma FPSO	300	0	150
Normand Installer	39	0	0
OS Installer	84	0	0
FPSO Cidade de Maricá	1,263	1,263	707
FPSO Liza	(9)	(9)	(9)
FPSO Cidade de Saquarema	1,315	1,315	736
REVOLVING CREDIT FACILITY			
Revolving credit facility	(2)	(2)	(2)
OTHER			
Other long-term debt	284	12	1
Net book value of loans and borrowings	5,283	4,588	2,989



Revised RCF Covenant Definitions

Key Financial Covenant	Definition
Solvency Ratio	■ Tangible Net Worth ⁽¹⁾ divided by Total Tangible Assets ⁽²⁾ > 25%
Leverage Ratio	■ Consolidated Net Borrowings ⁽³⁾ divided by Adjusted EBITDA ⁽⁴⁾ – <4.25x at December 31, 2017 – <3.75x thereafter
Interest Cover Ratio	■ Adjusted EBITDA ⁽⁴⁾ divided by Net Interest Payable ⁽⁶⁾ > 4.0

(1) Total Equity (including non-controlling interests) of SBM Offshore N.V. in accordance with IFRS excluding the mark to market valuation of currency and interest derivatives undertaken for hedging purposes by SBM Offshore N.V. through Other Comprehensive Income.

(2) SBM Offshore N.V.'s total assets (excluding intangible assets) in accordance with IFRS Consolidated Statement of Financial position less the mark to market valuation of currency and interest derivatives undertaken for hedging purposes by SBM Offshore N.V. and included as consolidated total assets in the consolidated financial statements.

(3) Outstanding principal amount of any moneys borrowed or element of indebtedness (excluding money borrowed from partners in joint ventures) aggregated on a proportional basis for the Company's share of interest less the consolidated cash and cash equivalents available.

(4) Consolidated earnings before interest, tax and depreciation of assets and impairments of SBM Offshore N.V. in accordance with IFRS except for all lease and operate joint ventures being then proportionally consolidated, adjusted for any exceptional or extraordinary items, and by adding back the capital portion of any finance lease received by SBM Offshore N.V. during the period.

(5) Consolidated Net Borrowings adjusted by deducting the moneys borrowed or any element of indebtedness allocated to any project during its construction on a proportional basis for the Company's share of interest.

(6) All interest and other financing charges paid up, payable (other than capitalized interest during a construction period and interest paid or payable between wholly owned members of SBM Offshore N.V.) by SBM Offshore N.V. less all interest and other financing charges received or receivable by SBM Offshore N.V., as per IFRS and on a proportional basis for the Company's share of interests in all lease and operate joint ventures.



Key Characteristics

Amount	<ul style="list-style-type: none"> US\$1.0 billion
Tenor	<ul style="list-style-type: none"> 6 years + one-year extension Door-to-door maturity of 7 years
Accordion Option	<ul style="list-style-type: none"> SBM may request an increase of the Facility to US\$1.25 billion
Opening Margin	<ul style="list-style-type: none"> 70 bps vs. 125 bps applicable in late 2014 under the previous RCF
Financial Ratios	<ul style="list-style-type: none"> See previous slide
Permitted Guarantees	<ul style="list-style-type: none"> Completion Guarantees including debt repayment guarantees up to US\$6.0 billion

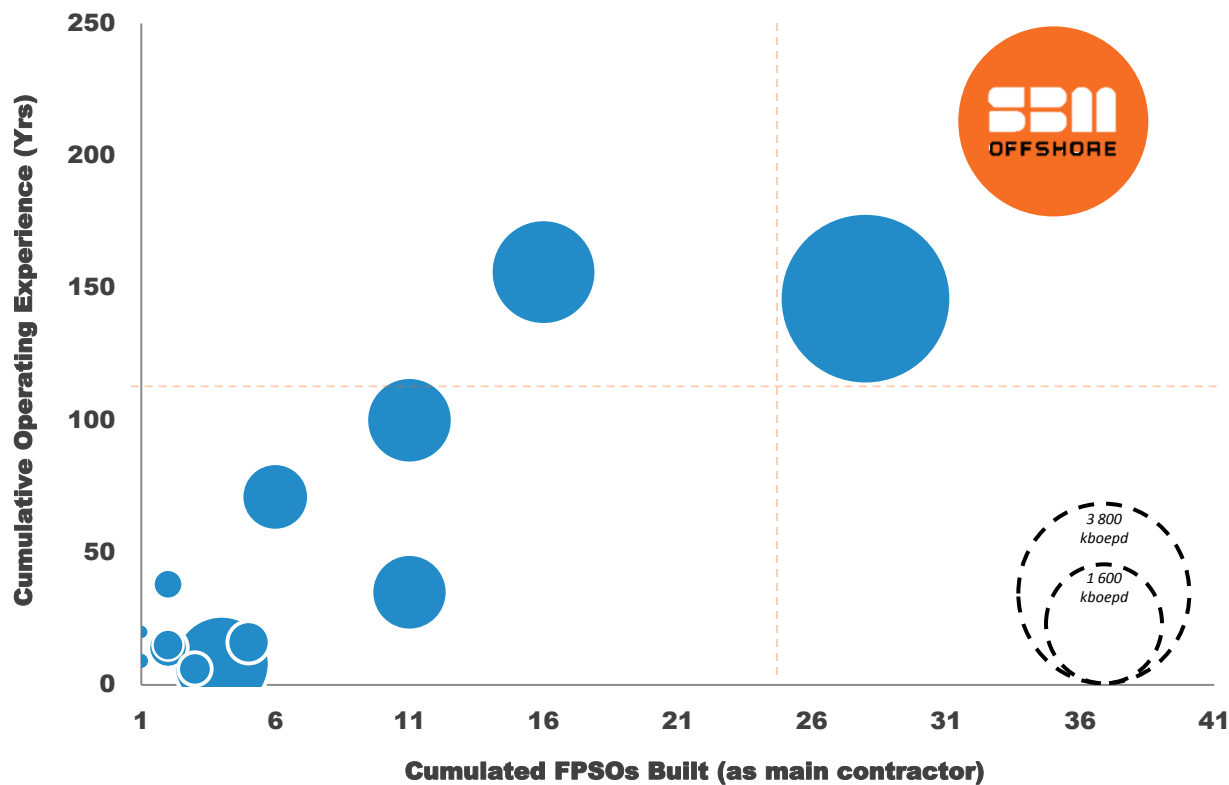
Covenant Calculations

Solvency Ratio	<ul style="list-style-type: none"> Tangible Net Worth divided by Total Tangible Assets 	Min	FY17	1H18
		25%	32.5%	35.5%
Leverage Ratio	<ul style="list-style-type: none"> Consolidated Net Borrowings divided by Adjusted EBITDA 	Max	FY17	1H18
		3.75	3.0	2.4
Interest Cover Ratio	<ul style="list-style-type: none"> Adjusted EBITDA divided by Net Interest Payable 	Min	FY17	1H18
		4.0	5.2	5.8

All covenants are satisfied



Concentrated Industry Experience



● = Industry peers, bubble size relates to cumulative throughput capacity of FPSOs built (kboepd)

Unique track record in EPC, FPSO delivery and operations

**SBM Offshore's
unique experience**



Delivering the Full Product Lifecycle

Engineering

60 years of industry firsts
Leading edge technology

Procurement

Integrated supply chain
Global efficiencies
Local sourcing

Product Life Extension

Leader in FPSO relocation
World class after sales

Construction

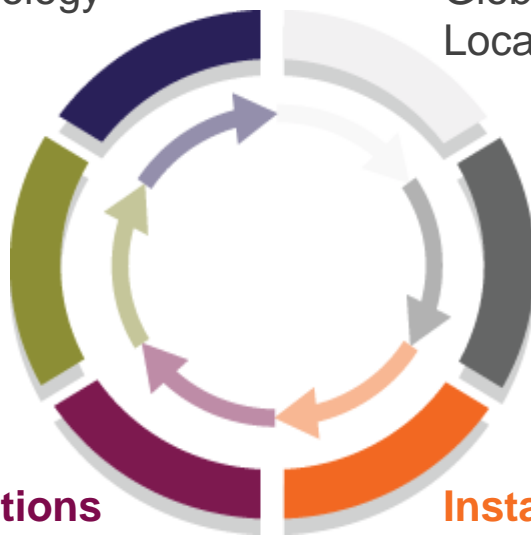
Strategic partnerships
Unrivalled project experience

Operations

Over 300 years of experience
99% historical production uptime
Largest production capacity FPSO fleet

Installation

Dedicated fleet
Unparalleled experience
Extensive project capability





© SBM Offshore 2018. All rights reserved. www.sbmoffshore.com

