

First-Half 2015 Earnings Presentation

August 5, 2015

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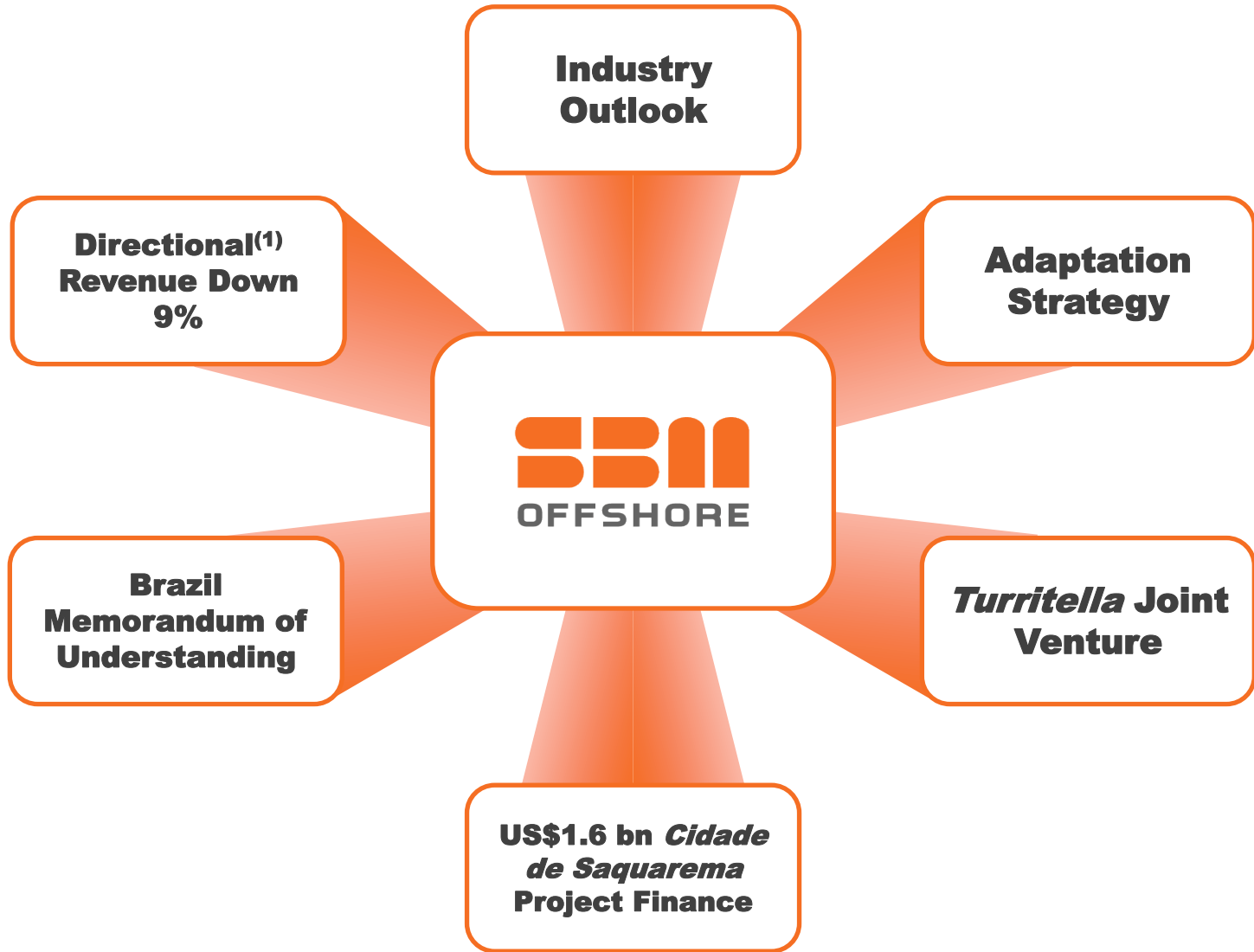




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(1) Directional view is a non-IFRS disclosure, which assumes all lease contracts are classified as operating leases and all vessel joint ventures are proportionally consolidated.



No. 1 FPSO Player Worldwide

The Company

- 5 Regional Centers
- 13 Shore Bases / Operations Offices
- 4 Site Offices
- 9,080 Employees

Lease Fleet

- 10 FPSOs; 3 FPSOs under construction
- 2 FSOs
- 1 Semi-sub
- 1 MOPU

- Regional Centres
- Shared Services Centres
- Site Office
- Shore Bases or Operations Offices
- Operations Head Office



Financials in US\$ billion

| | |
|--|------|
| 2015 Directional ⁽¹⁾ Guidance | 2.6 |
| Directional ⁽¹⁾ Backlog (30/6/2015) | 20.0 |
| Market Cap (as of 4/8/2015) | 2.5 |

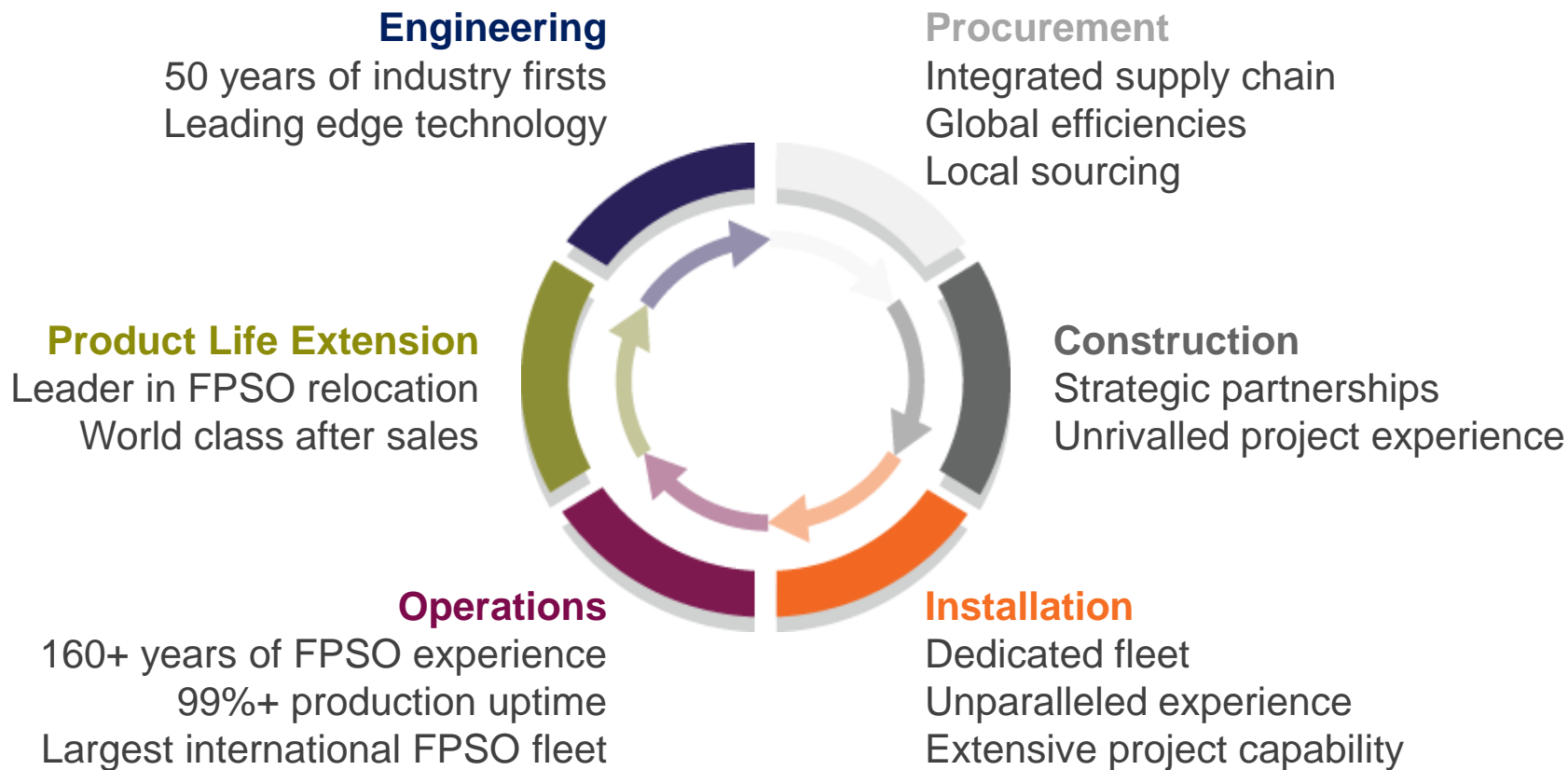
Performance 1H2015

- 264 years of operational experience
- 99% Uptime
- 1.21 MM bbls throughput capacity/day
- 7,477 Tanker Offloads

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Delivering the Full Product Lifecycle





1H 2015 Review

Macro View

1H 2015 Financials

Outlook

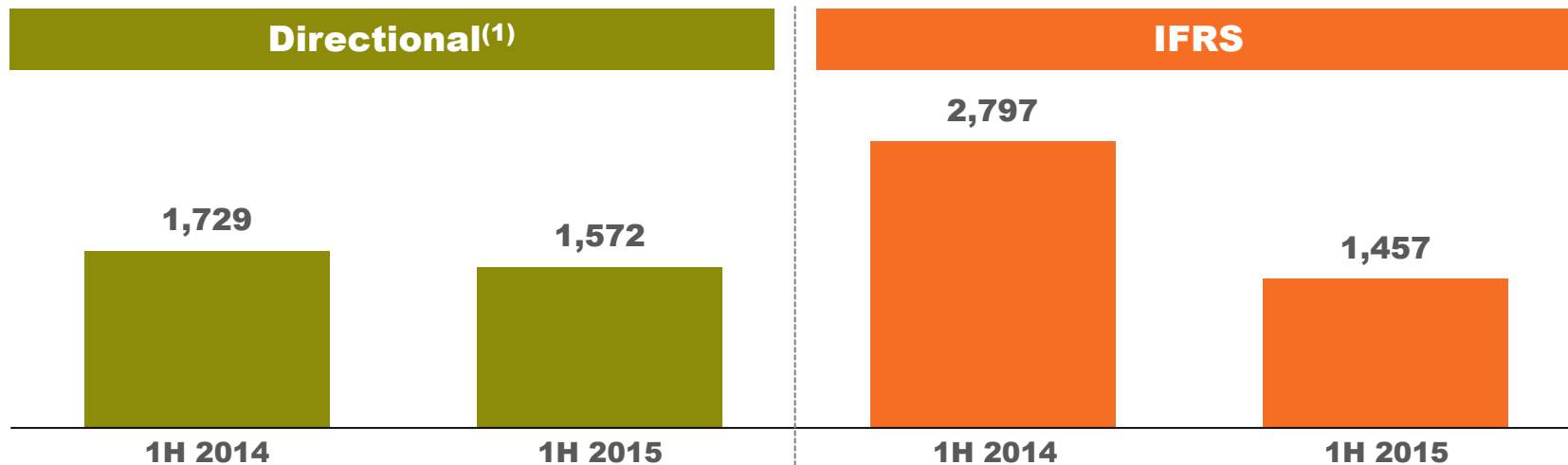




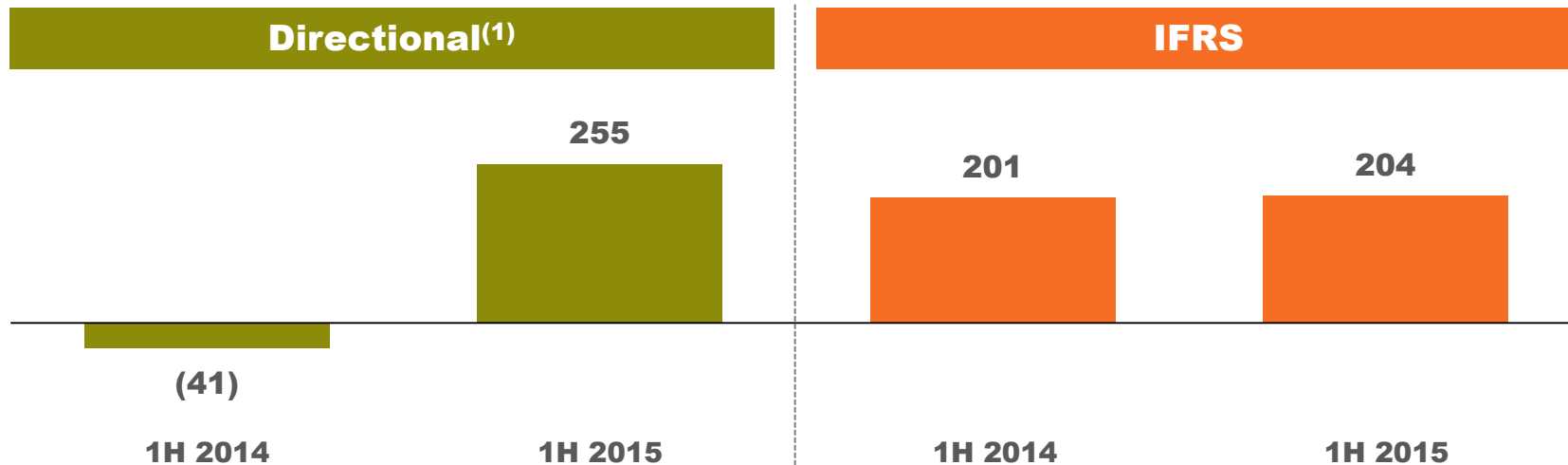
Total Overview

(US\$ Millions)

Revenue



EBIT



(1) Directional view is a non-IFRS disclosure, which assumes all lease contracts are classified as operating leases and all vessel joint ventures are proportionally consolidated.



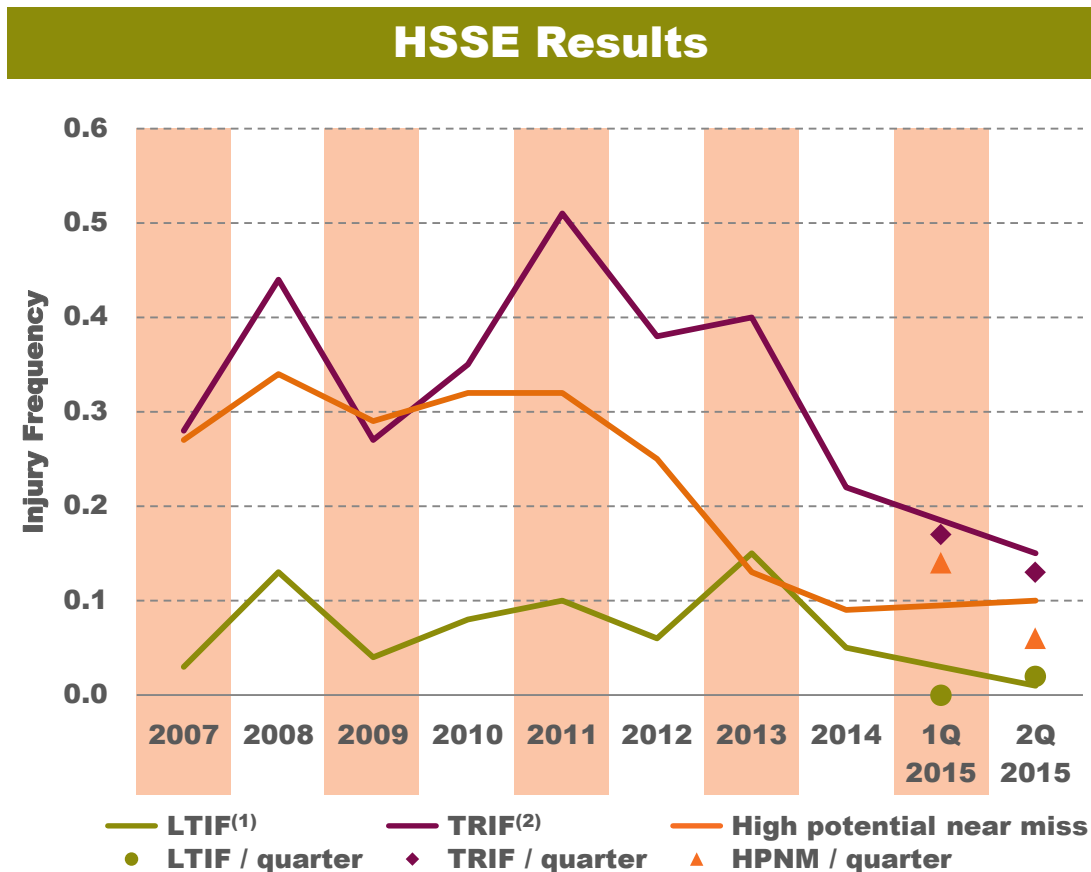
- On March 16, 2015 SBM Offshore announced the signing of a Memorandum of Understanding with the Comptroller General's Office ("CGU") and the Attorney General's Office ("AGU")
 - Sets a framework for discussions on a potential mutually acceptable settlement and for the disclosure by SBM Offshore of information relevant to the CGU's investigations

- The Company continues to cooperate with all requests for information and is in active dialogue with the Brazilian Comptroller General's Office in order to come to an agreement to close the matter in Brazil



HSSE Results

- Lowest recordable injury and lost time injury frequencies since 2007
 - Frequencies reduced by 30% and 80%, respectively, compared to last year
- Frequency of potentially severe incidents reduced by 80% since 2011
- Volume of gas flared on SBM account 25% better than target
- GHG emissions per production 25% above industry benchmark for first half year



(1) Lost Time Injury Frequency = number of lost time injuries per 200,000 exposure hours.

(2) Total Recordable Injury Frequency = number of lost time injuries, restricted work and medical treatment cases per 200,000 exposure hours.



1H 2015 Review

 **Macro View**

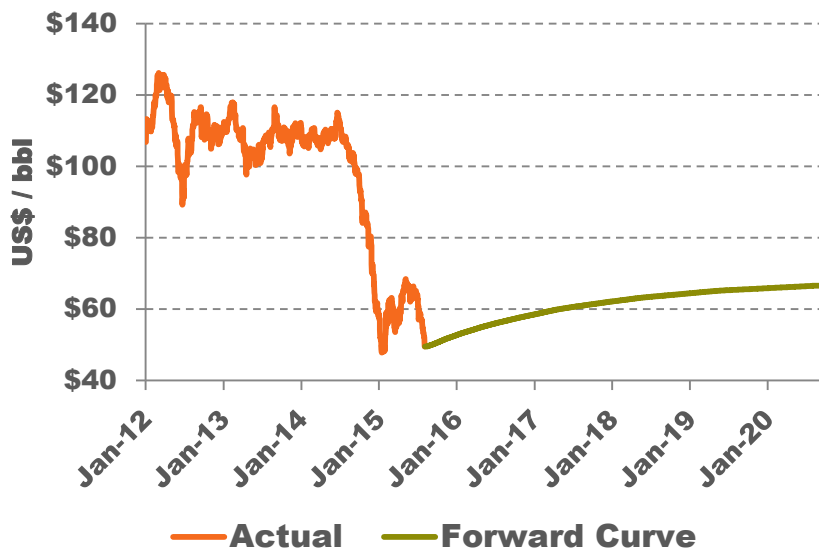
1H 2015 Financials

Outlook


OFFSHORE



Brent Crude Pricing



- Markets expect sustained lower Brent pricing in the short to mid-term
- OPEC is in 'competition' with U.S. shale to balance supply

Life in the New Normal

- 2015-2017 is 'survival mode'
 - Order intake down, pricing pressure up
 - CapEx budgets slashed
 - Earnings to struggle through 2017
- Companies are seeking savings primarily through four initiatives:
 - Reduce fixed costs and downsize
 - Streamline processes and standardize designs to build faster, more efficiently
 - Seek more cost-effective financial solutions
 - Team up to reduce complex interfaces and align interests

Profitability must be achieved in the current oil price environment



What Clients Are Saying

Cash is still king

Projects must be profitable at lower oil price

There are many deepwater opportunities

CapEx will be cut in 2015 and 2016 could be similar

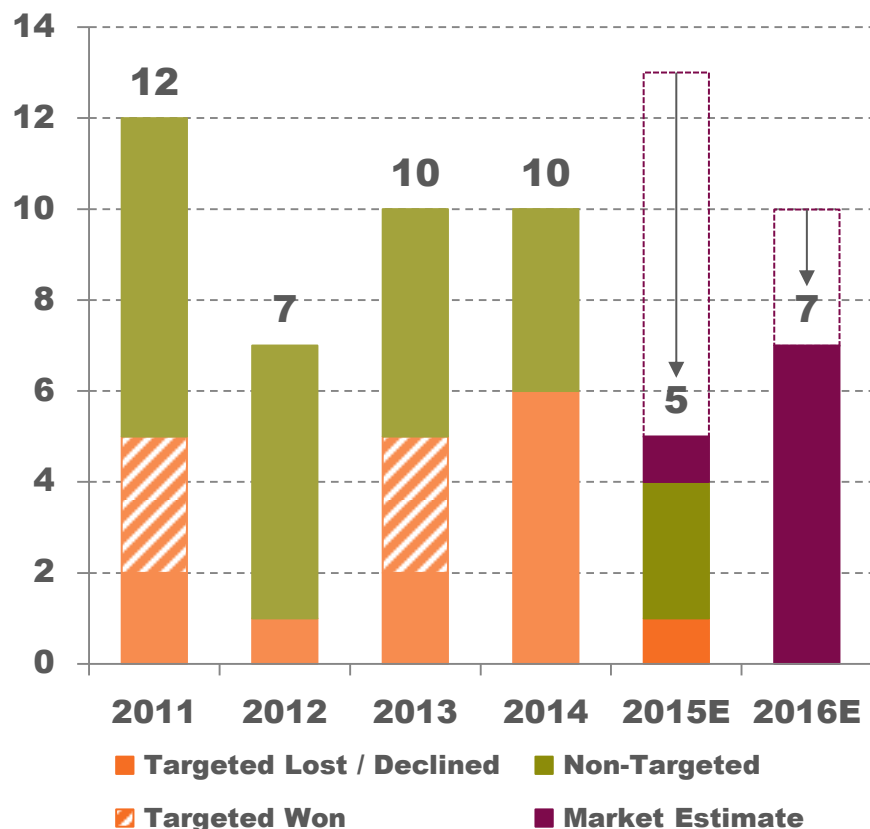


How can we do it cheaper?

- We're **engaging** and here to **collaborate** with you to find cost-efficient technical and financial solutions
- We're a **reliable** operator – our 99% uptime provides your cash flow
- We're financially **robust** – our backlog will see us through



Historical and Estimated FPSO Awards



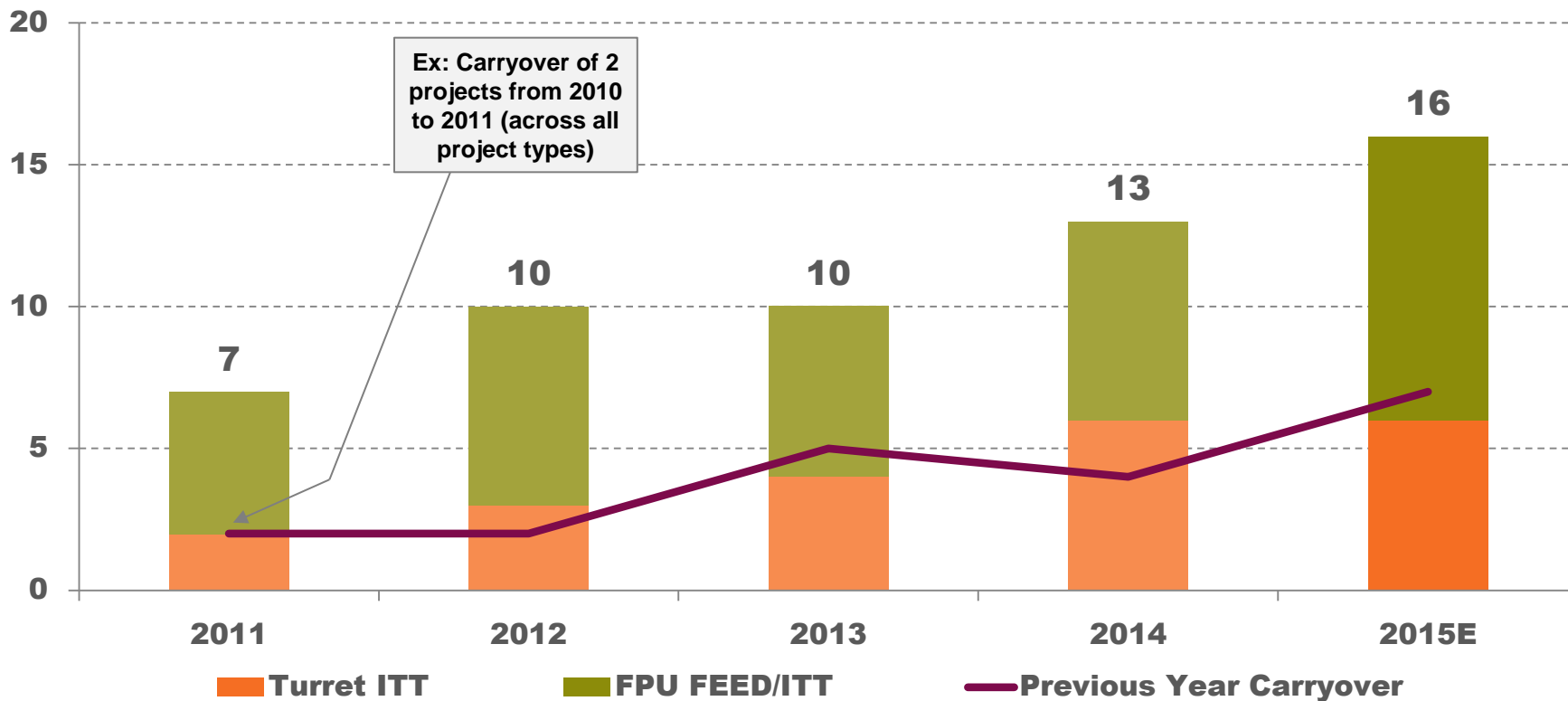
2015-2016 Commentary

- Downward adjustment of 2015 and 2016 estimated awards by 8 and 3 awards, respectively, across all segments
- Near-term demand is uncertain because oil companies are unsure of which projects to sanction and are cutting CapEx
 - Situation could last longer than envisaged
- Recovery prior to 2017 is unlikely
 - Medium-term, activity level may pick up pace as oil companies revisit their projects and validate pricing to position themselves for an upswing
- Operators with fields that are commercial at the current oil price are active in the small conversion segment

Award delays and downward adjustment continue to carryover to 2016 / 2017



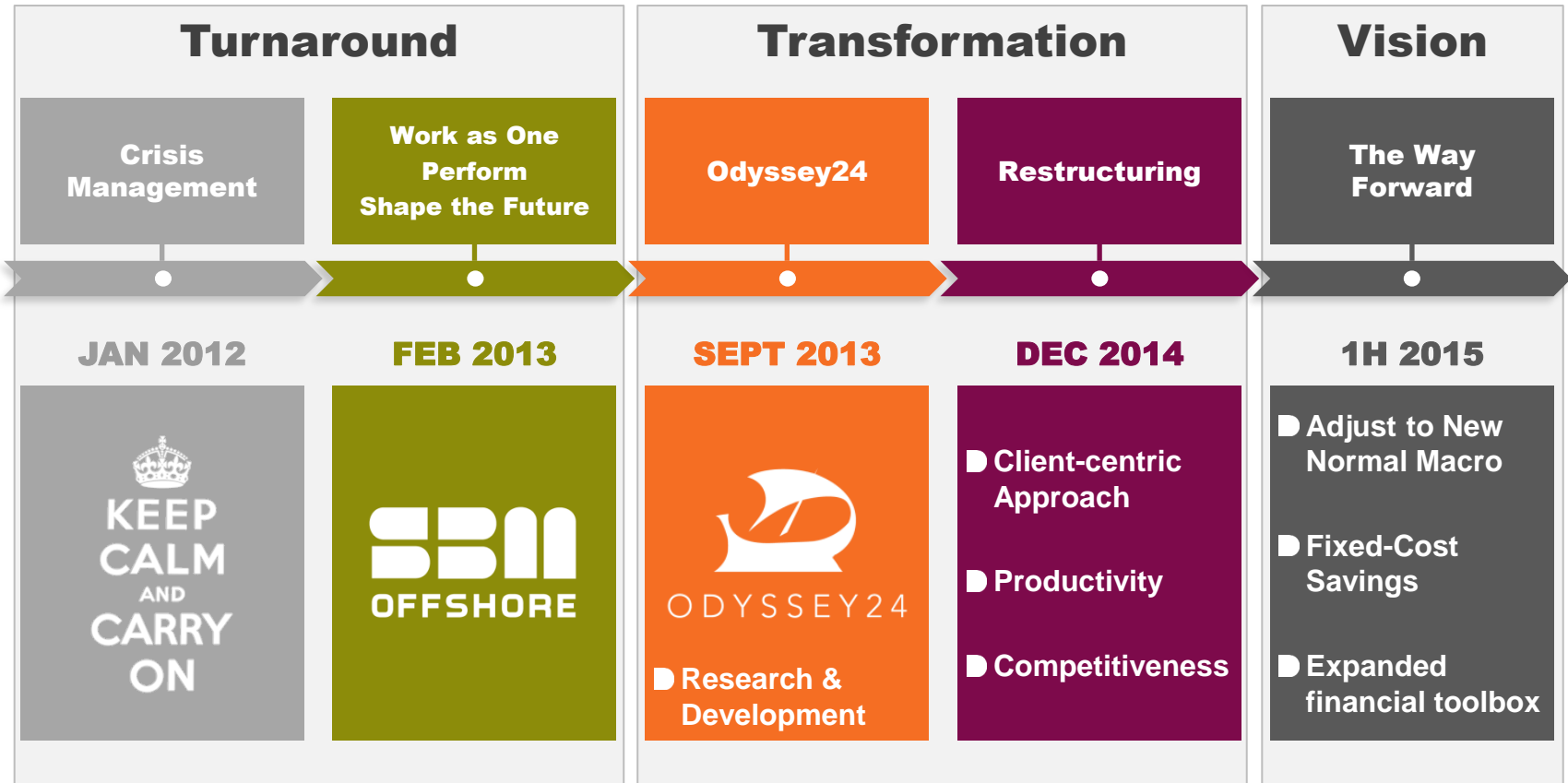
Pre-Award Activity



Less common for FEED/ITT work to be compensated



How SBM is Rising to Meet the Challenge



SBM Offshore started its journey years ago



Sources of Resilience

Backlog

- Contractually secured, near record US\$20.0 billion
- Not price or production volume⁽¹⁾ sensitive

Capacity Adaptations

- Release 1,500 positions to optimise cost base
- As the market further develops, SBM Offshore will adapt accordingly

Transformation Initiatives

- Odyssey24, fleet maintenance, R&D activities, and reorganisation
- Increase operational efficiency, reduce costs

Economical Production

- US\$6.90 average 2014 Lease & Operate unit cost/bbl
- Production remains economical far below current oil price

(1) With the exception of Thunder Hawk.



Directional⁽¹⁾ Backlog

(US\$ Billions)

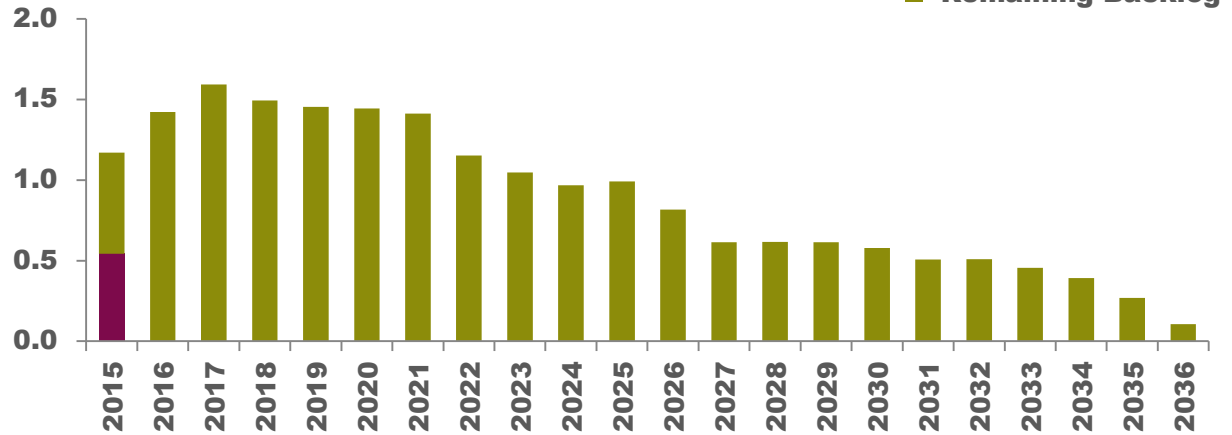
US\$ 20.0 bn

(as of June 30, 2015)

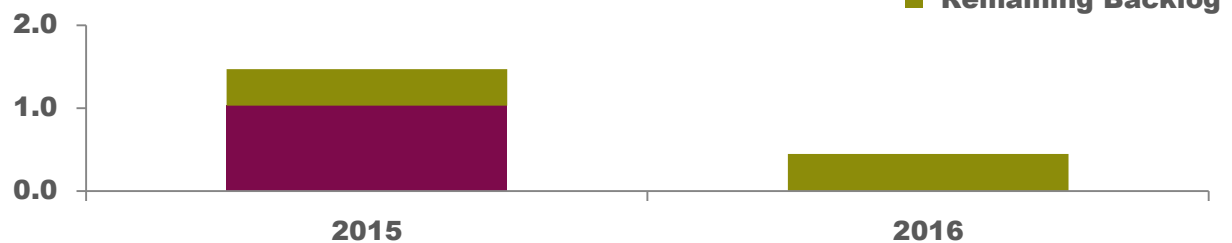


■ Lease & Operate
■ Turnkey

Lease & Operate Backlog



Turnkey Backlog



Upon completion of Generation 3 projects, an average of 63% of L&O backlog represents operating cash flow

(1) Directional view is a non-IFRS disclosure, which assumes all lease contracts are classified as operating leases and all vessel joint ventures are proportionally consolidated.



- Eliminated approximately 900 permanent positions and 600 contractor positions
 - Total redundancy cost of US\$57 million
 - US\$8 million in 2014
 - US\$49 million in 1H 2015
 - Expected annualized savings of US\$80 million
- The Company continues to explore opportunities for cost reduction and efficiency
- The new Amsterdam headquarters is expected to open in September



1H 2015 Review

Macro View

1H 2015 Financials

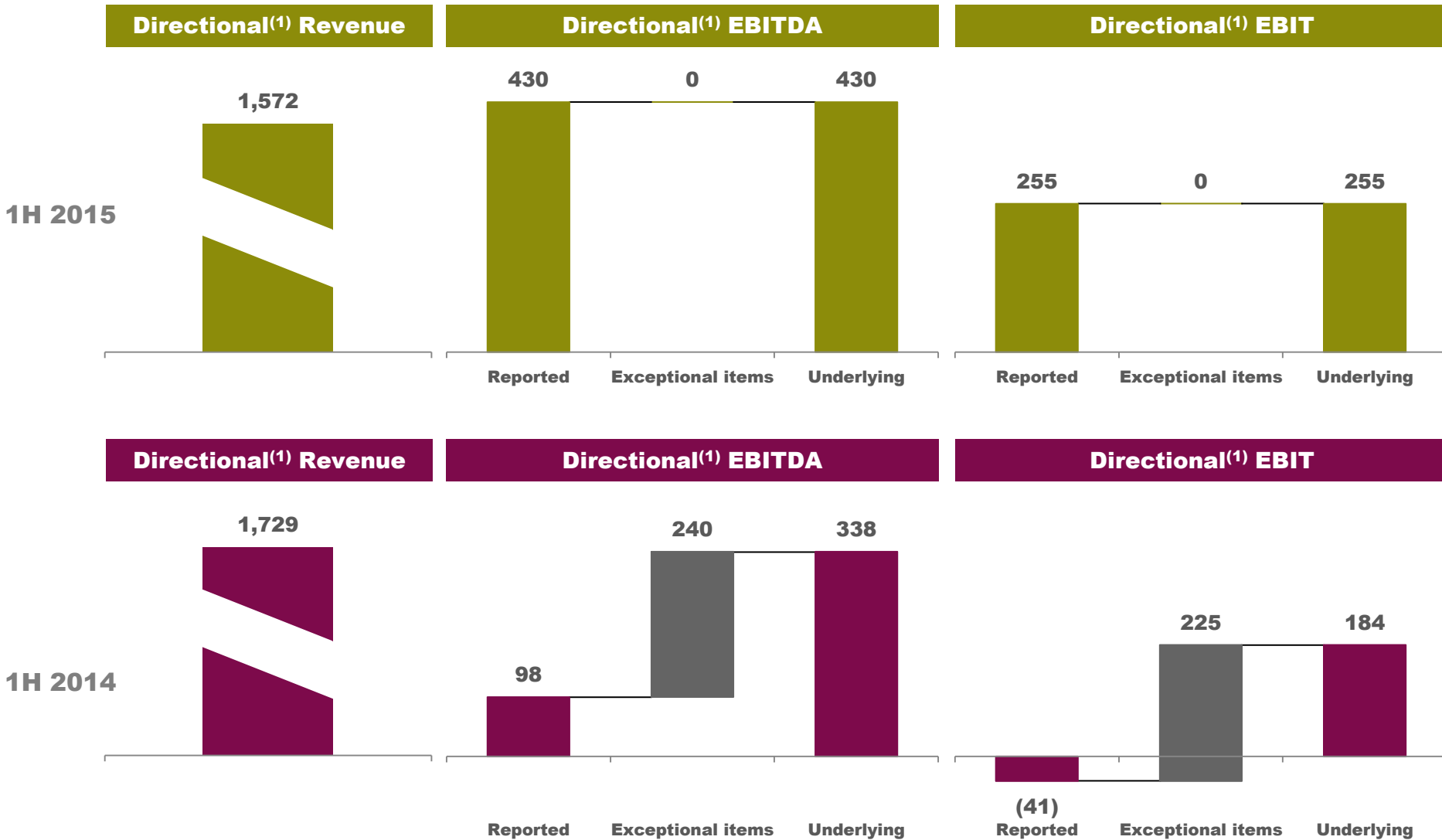
Outlook





Underlying Directional⁽¹⁾ Performance

(US\$ Millions)



(1) Directional view is a non-IFRS disclosure, which assumes all lease contracts are classified as operating leases and all vessel joint ventures are proportionally consolidated.



Turnkey P&L

(US\$ Millions)

| | Directional ⁽¹⁾ | | Variance |
|---|----------------------------|------------|-----------|
| | 1H 2015 | 1H 2014 | |
| Revenue | 1,030 | 1,208 | (178) |
| Gross Margin | 282 | 199 | 83 |
| EBIT | 171 | 107 | 64 |
| Depreciation, amortization and impairment | (4) | (7) | 3 |
| EBITDA | 175 | 114 | 61 |

Directional⁽¹⁾ Comments

| | |
|--------------|--|
| Projects In | <i>Turritella 45% joint venture</i> |
| Projects Out | <i>N'Goma FPSO and Cidade de Ilhabela</i> |
| EBIT | 1H14: Additional overheads 1H15: Includes US\$32 million of restructuring costs |
| EBIT Margin | 1H14: 8.9% 1H15: 16.6% |

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Lease and Operate P&L

(US\$ Millions)

| | Directional ⁽¹⁾ | | Variance |
|---|----------------------------|------------|-----------|
| | 1H 2015 | 1H 2014 | |
| Revenue | 542 | 521 | 21 |
| Gross Margin | 168 | 152 | 16 |
| EBIT | 149 | 139 | 10 |
| Depreciation, amortization and impairment | (167) | (129) | (38) |
| EBITDA | 316 | 268 | 48 |

Directional⁽¹⁾ Comments

| | |
|-------------|--|
| Vessels In | <i>Cidade de Ilhabela and N’Goma FPSO</i> |
| Vessels Out | <i>Marlim Sul, Brasil and Kuito</i> |
| EBIT | 1H14: Includes US\$15 million release of impairment on Deep Panuke 1H15: Includes US\$11 million of restructuring costs |
| EBIT Margin | 1H14: 26.7% 1H15: 27.5% |

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Group P&L

(US\$ Millions)

| | Directional ⁽¹⁾ | | Variance |
|--|----------------------------|--------------|--------------|
| | 1H 2015 | 1H 2014 | |
| Revenue | 1,572 | 1,729 | (157) |
| Gross Margin | 450 | 352 | 98 |
| Overheads | (150) | (153) | (3) |
| Other operating income | (45) | (240) | 195 |
| EBIT | 255 | (41) | 296 |
| Depreciation, amortization and impairment | (175) | (139) | (36) |
| EBITDA | 430 | 98 | 332 |
| Net financing costs / loan impairment | (70) | (47) | (23) |
| Income from associated companies | (4) | (16) | 12 |
| Income tax expense | (17) | 6 | (23) |
| Net Income attributable to shareholders | 164 | (98) | 262 |

Directional⁽¹⁾ Comments

| | |
|------------------------|--|
| Overheads | See next page |
| Other operating income | 1H15: Restructuring charges; 1H14: Settlement provision |
| Net financing cost | <i>Cidade de Ilhabela</i> and <i>N'Goma FPSO</i> on hire; 4.2% avg. cost of debt |
| Tax | 9.3% effective tax rate |

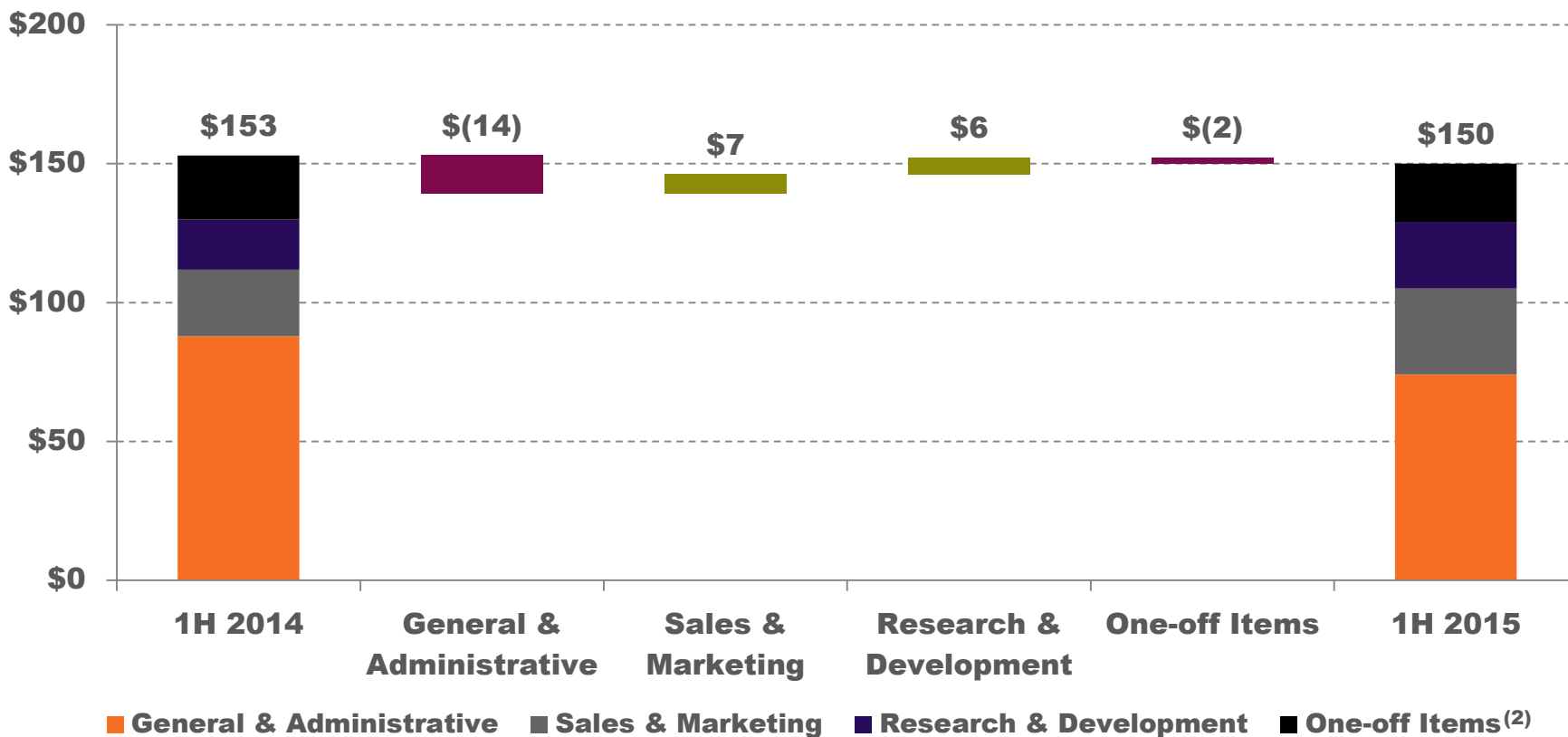
(1) Directional view is a non-IFRS disclosure, which assumes all lease contracts are classified as operating leases and all vessel joint ventures are proportionally consolidated.



Overheads Breakdown

(US\$ Millions)

Directional⁽¹⁾ Expense Bridge



Reduction of General & Administrative expense

(1) Directional view is a non-IFRS disclosure, which assumes all lease contracts are classified as operating leases and all vessel joint ventures are proportionally consolidated.
 (2) Odyssey24 transformation programme, investments in technology, non-capitalised pre-sale costs and costs associated with compliance investigation.



Group Balance Sheet

(US\$ Millions)

| | 30-Jun-15 | 31-Dec-14 | Variance | Comment |
|--|---------------|---------------|------------|--|
| Property, plant and equipment | 1,821 | 1,923 | (102) | Depreciation of assets |
| Investments in associates and other financial assets | 4,197 | 4,288 | (91) | Net results of JVs and redemption of finance lease financial assets |
| Construction contracts | 3,904 | 3,424 | 480 | Three FPSOs under construction |
| Trade receivables and other assets | 988 | 1,007 | (19) | Decrease of Assets Held for Sale and stable receivables |
| Cash and cash equivalents | 389 | 475 | (86) | Separate slide |
| Total Assets | 11,299 | 11,118 | 181 | |
| Total equity ⁽¹⁾ | 3,363 | 3,149 | 214 | Group & NCI results; equity funding from partners in JVs (NCI) |
| Loans and borrowings | 5,548 | 5,227 | 320 | New <i>Cidade de Maricá</i> , RCF and bridge loan drawdown |
| Provisions | 280 | 269 | 10 | No significant variation |
| Trade payables and other liabilities | 2,110 | 2,473 | (363) | Decrease of accruals related to FPSOs under construction and tax liability |
| Total Equity and Liabilities | 11,299 | 11,118 | 181 | |

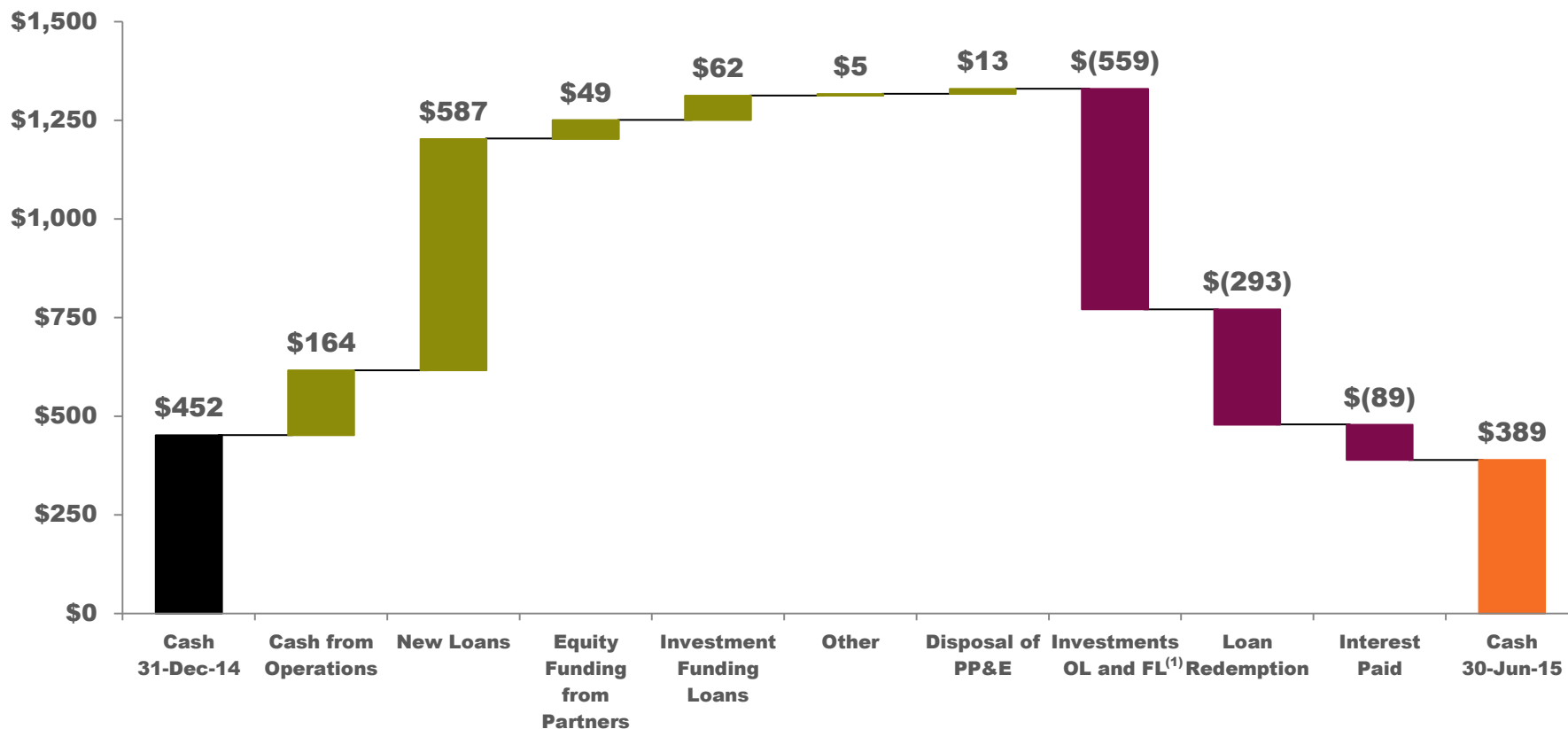
(1) Total equity includes amount attributable to non-controlling interests.



Development of Group Cash Position

(US\$ Millions)

IFRS Cash Flow Bridge



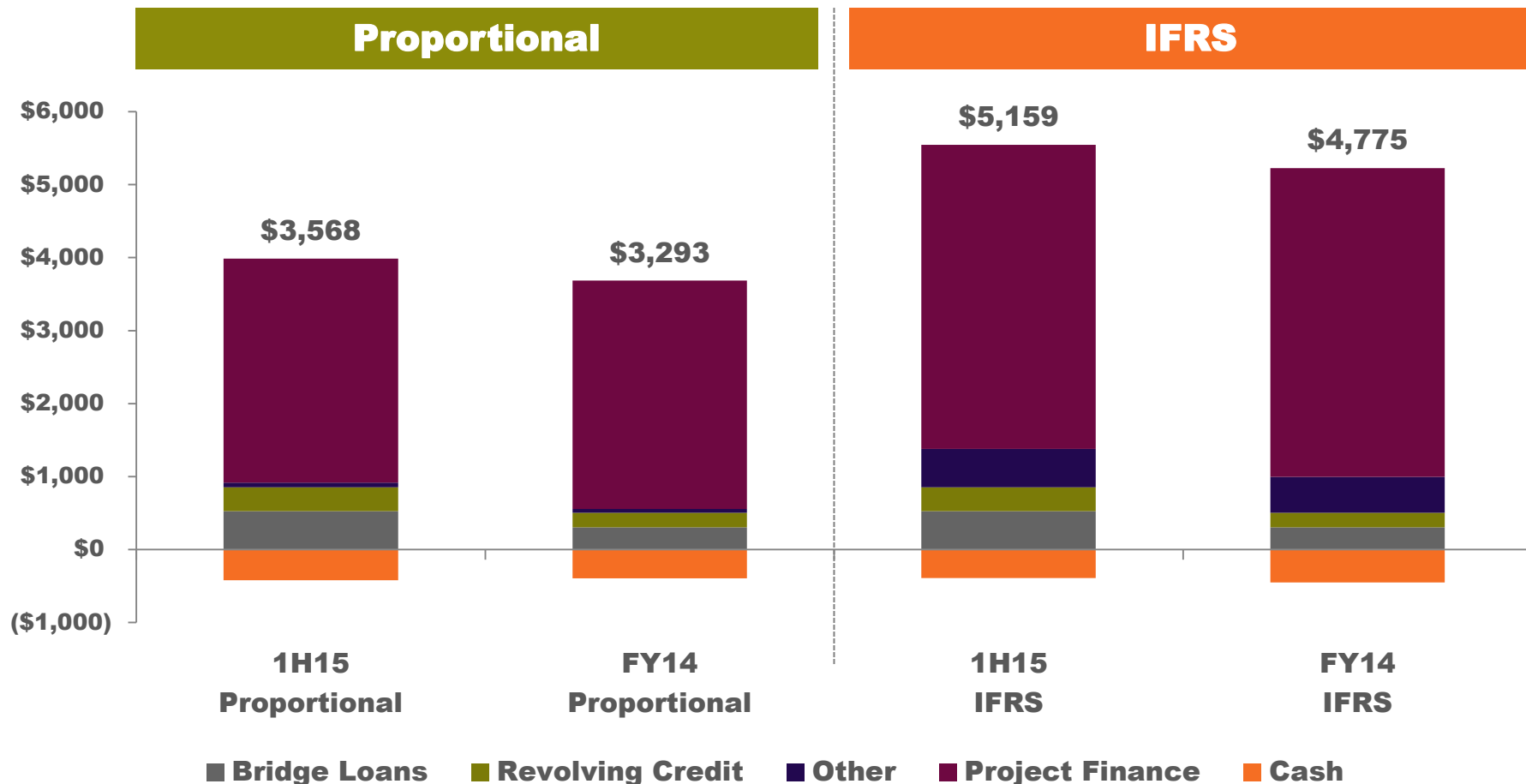
The *Turritella* JV and *Cidade de Saquarema* financing are post-period events that are not reflected in debt facilities or cash as of June 30, 2015

(1) Includes an allocation of the working capital variation, which explains the difference in the figure presented in the interim financial statements.



Group Net Debt

(US\$ Millions)



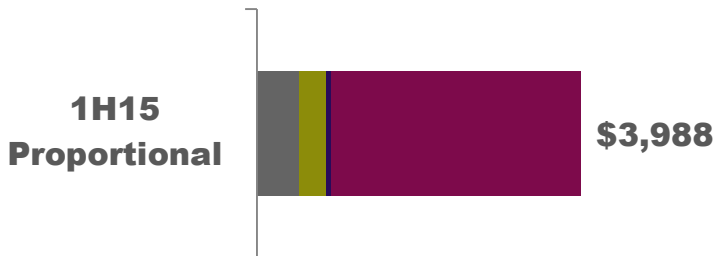
The *Turritella JV* and *Cidade de Saquarema* financing are post-period events that are not reflected in debt facilities or cash as of June 30, 2015



Group Proportional Borrowings Overview

(US\$ Millions)

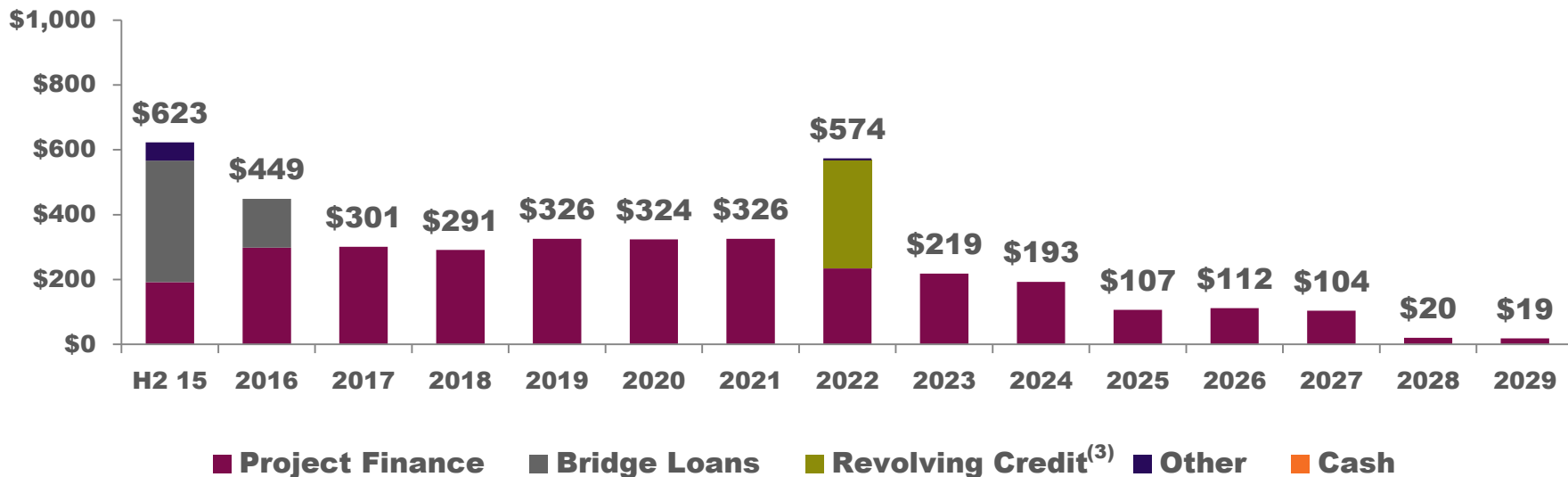
1H15 Borrowings⁽¹⁾



1H15 Undrawn Facilities + Cash⁽²⁾



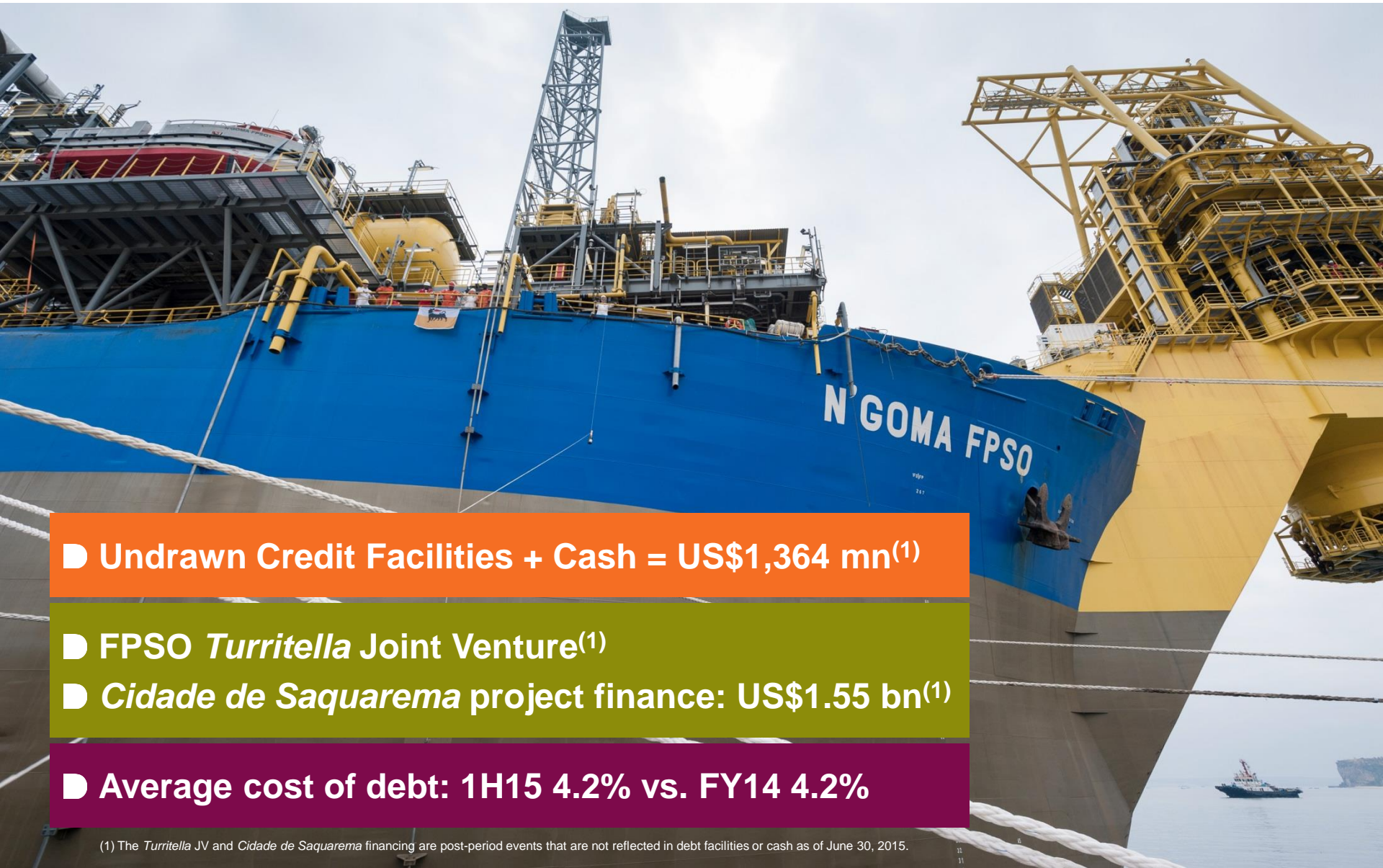
Proportional Debt Repayment Profile⁽¹⁾



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

(2) The *Turritella* JV and *Cidade de Saquarema* financing are post-period events that are not reflected in debt facilities or cash as of June 30, 2015.

(3) The revolving credit facility expires in 2022, but may be repaid any time prior with no penalty.



▮ Undrawn Credit Facilities + Cash = US\$1,364 mn⁽¹⁾

▮ FPSO *Turritella* Joint Venture⁽¹⁾

▮ *Cidade de Saquarema* project finance: US\$1.55 bn⁽¹⁾

▮ Average cost of debt: 1H15 4.2% vs. FY14 4.2%



1H 2015 Review

Macro View

1H 2015 Financials

 **Outlook**


OFFSHORE



Scheduled for Delivery

FPSO *Cidade de Maricá*



- Undergoing topside integration at our Brasa joint venture yard in Rio de Janeiro
 - Expected delivery in first quarter 2016
 - Initial charter contract of 20 years
-

FPSO *Cidade de Saquarema*



- Construction continues in China; sail away during 2H 2015 to yard in Mauá, Brazil
 - Expected delivery in second quarter 2016
 - Initial charter contract of 20 years
-

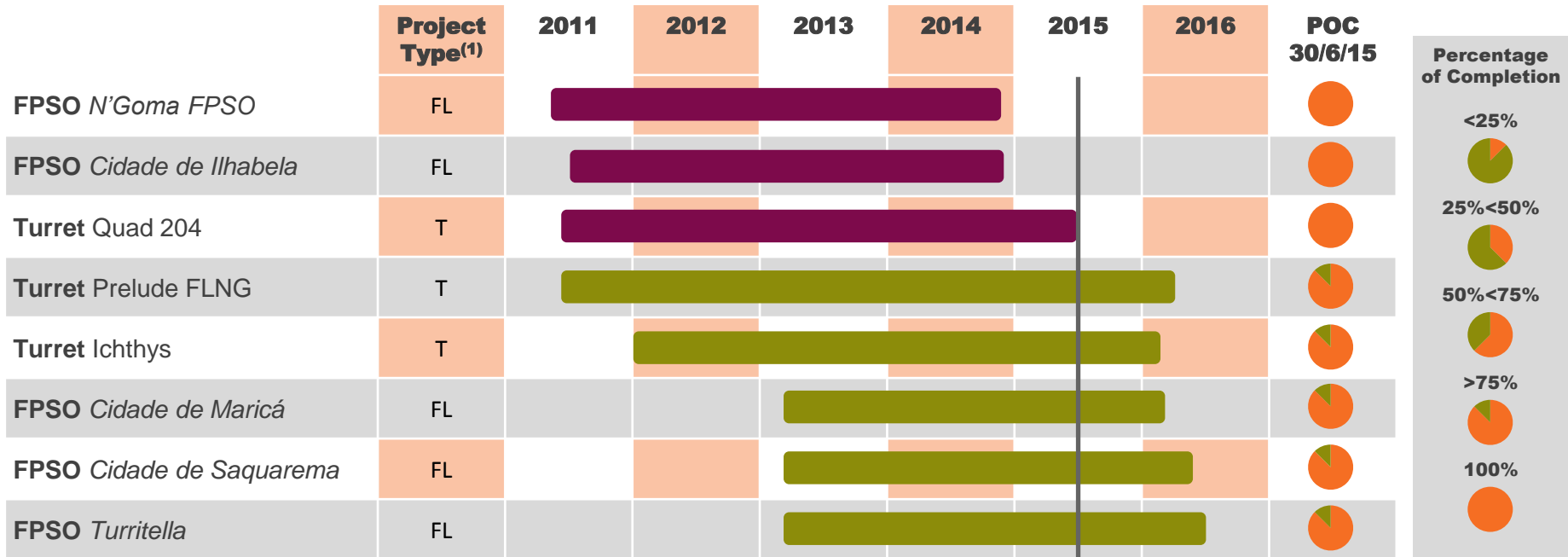
FPSO *Turritella*



- Construction continues in Singapore; sail away during 2H 2015 to U.S. Gulf of Mexico
- Expected delivery mid-2016
- Initial charter contract of 10 years, with extension options up to a total of 20 years



Project Overview



L&O Average Portfolio Duration: 14.5 years⁽²⁾
Does not reflect brownfield projects and FEED studies

(1) FL = Finance lease; T = Turnkey.
 (2) Assumes the exercise of all lease extensions.



Project Scope



Update

- Odyssey24 program ends September 2015, with minimal carryover into 2016
- Project aimed at improvements in project execution, supply chain, controls, and organizational capabilities, supported by fit for purpose control and reporting tools
 - Payback of the two-year investment is expected through increased competitive positioning and tangible cost savings on the next two Generation 3 FPSOs
- Approximately 2/3 of the total US\$75 million budget has been spent through 1H 2015, with an additional 25% expected to be spent in 2H 2015



- Updated Directional⁽¹⁾ Revenue guidance: At least US\$2.6 billion
 - ✓ Turnkey: US\$1.4 billion
 - ✓ Lease & Operate: US\$1.2 billion

- Proportional Net Debt guidance: Less than US\$3.5 billion

- Directional⁽¹⁾ Capital Expenditure⁽²⁾ guidance for the three finance lease vessels under construction:
 - US\$265 million spent in 1H 2015
 - Approximately US\$265 million total remaining cost to complete, of which approximately 75% in the second half of this year



Appendix





Directional vs IFRS: JVs During Construction

- The table below summarizes the accounting consequences under IFRS and Directional⁽¹⁾ of the participation by JV partners in a mature construction project, for a finance lease for a client

| | IFRS Treatment | Directional⁽¹⁾ Treatment |
|---|---|--|
| Income statement before JV participation | <ul style="list-style-type: none">■ The entire EPC is seen as revenue and margin, as client 'buys' the project with a financing arrangement | <ul style="list-style-type: none">■ No P&L, as SBM does not invoice the client until the project is delivered and generates day rate income |
| Income statement after JV participation | <ul style="list-style-type: none">■ No effect, as long as SBM retains control and the venture is fully consolidated | <ul style="list-style-type: none">■ SBM invoices the venture partners for their share in the construction value, and records the revenue and margin through its Directional⁽¹⁾ income |

(1) Directional view is a non-IFRS disclosure, which assumes all lease contracts are classified as operating leases and all vessel joint ventures are proportionally consolidated.



| Joint Ventures | Lease Contract Type | SBM Share % | New Directional ⁽¹⁾ | New IFRS |
|----------------------------------|---------------------|-------------|--------------------------------|--------------------|
| FPSO <i>N'Goma FPSO</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>Turritella</i> | FL | 55% | Proportional | Full consolidation |
| FPSO <i>Kikeh</i> ⁽²⁾ | FL | 49% | Proportional | Equity |
| FPSO <i>Capixaba</i> | OL | 80% | Proportional | Full consolidation |
| FPSO <i>Espirito Santo</i> | OL | 51% | Proportional | Full consolidation |
| FPSO <i>Brasil</i> | OL | 51% | Proportional | Full consolidation |
| <i>Yetagun</i> ⁽³⁾ | FL | 75% | Proportional | Full consolidation |
| <i>N'kossa II</i> | OL | 50% | Proportional | Equity |

Note: Deep Panuke, Thunder Hawk and FPSOs *Cidade de Anchieta*, and *Marlim Sul* are fully owned by SBM and are therefore fully consolidated

(1) Directional view is a non-IFRS disclosure, which assumes all lease contracts are classified as operating leases and all vessel joint ventures are proportionally consolidated.

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

(3) *Yetagun* lease classification changed from OL to FL effective 2Q15.



Group Loans & Borrowings

(US\$ Millions)

| | Net Book Value as of June 30, 2015 | | |
|---|------------------------------------|-----------------|--------------------------------------|
| | Full Amount | IFRS | Proportional (Business Ownership) |
| PROJECT FINANCE FACILITIES DRAWN | | | |
| FPSO Capixaba relocation | \$ 61 | \$ 61 | \$ 49 |
| FPSO Espirito Santo | 75 | 75 | 38 |
| FPSO Aseng | 67 | 67 | 40 |
| FPSO Cidade de Paraty | 843 | 843 | 426 |
| MOPU Deep Panuke | 411 | 411 | 411 |
| FPSO Cidade de Anchieta | 436 | 436 | 436 |
| FPSO Cidade de Ilhabela | 1,151 | 1,151 | 717 |
| Normand Installer | 60 | – | 30 |
| OS Installer | 105 | – | 26 |
| US\$ GUARANTEED PROJECT FINANCE FACILITIES DRAWN | | | |
| FPSO N'Goma FPSO | 538 | – | 269 |
| FPSO Cidade de Maricá | 1,126 | 1,126 | 631 |
| BRIDGE LOANS | | | |
| Bilateral credit facilities (Maricá and Saquarema) | 525 | 525 | 525 |
| REVOLVING CREDIT FACILITY | | | |
| Revolving credit facility | 329 | 329 | 329 |
| OTHER | | | |
| Other long-term debt | 578 | 524 | 63 |
| Net book value of loans and borrowings | \$ 6,304 | \$ 5,548 | \$ 3,988 |



New Revolving Credit Facility

Key Characteristics

| | |
|-----------------------------|---|
| Amount | ■ US\$1.0 billion |
| Tenor | ■ 5 years + two one-year extensions ■ Door-to-door maturity of 7 years |
| Accordion Option | ■ SBM may request an increase of the Facility to US\$1.25 billion |
| Opening Margin | ■ 70 bps vs. 125 bps applicable in late 2014 under the previous RCF |
| Financial Ratios | ■ Previous definitions kept and slightly fine tuned, in line with previous IFRS standards excluding IFRS 10 & 11 ■ Proportional reporting remains for the calculation of the ratios ■ Holiday Covenant to accommodate lower EBITDA and the leverage peak in 2015/2016 |
| Permitted Guarantees | ■ Completion Guarantees including debt repayment guarantees up to US\$6.0 billion |

Covenant Calculations

| | |
|-----------------------------|--|
| Solvency Ratio | ■ Tangible Net Worth divided by Total Tangible Assets > 25% – Solvency Ratio = 32.5% vs. FY14 31.1% |
| Leverage Ratio | ■ Consolidated Net Borrowings divided by Adjusted EBITDA < 3.75 – Leverage Ratio = 3.3 vs. FY14 2.6 |
| Interest Cover Ratio | ■ Adjusted EBITDA divided by Net Interest Payable > 5.0 – Interest Cover Ratio = 10.3 vs. FY14 14.1 |

☑ **All covenants are satisfied**



New RCF Covenant Definitions

| Key Financial Covenant | Definition |
|-----------------------------|---|
| Solvency Ratio | ▶ Tangible Net Worth ⁽¹⁾ divided by Total Tangible Assets ⁽²⁾ > 25% |
| Leverage Ratio | <ul style="list-style-type: none">▶ Consolidated Net Borrowings⁽³⁾ divided by Adjusted EBITDA⁽⁴⁾ < 3.75▶ At the request of the Company, the leverage ratio may be replaced by the Operating Net Leverage Ratio which is defined as Consolidated Net Operating Borrowings⁽⁵⁾ divided by Adjusted EBITDA⁽⁴⁾ < 2.75<ul style="list-style-type: none">– This only applies to the period starting from June 30, 2015 to June 30, 2016 |
| Interest Cover Ratio | ▶ Adjusted EBITDA ⁽⁴⁾ divided by Net Interest Payable ⁽⁶⁾ > 5.0 |

- (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 capitalised 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.



Current: Focus on top-end segment

- FPSOs
- Turret moorings
- Turnkey Sale or Lease & Operate



Future: Leverage core competencies

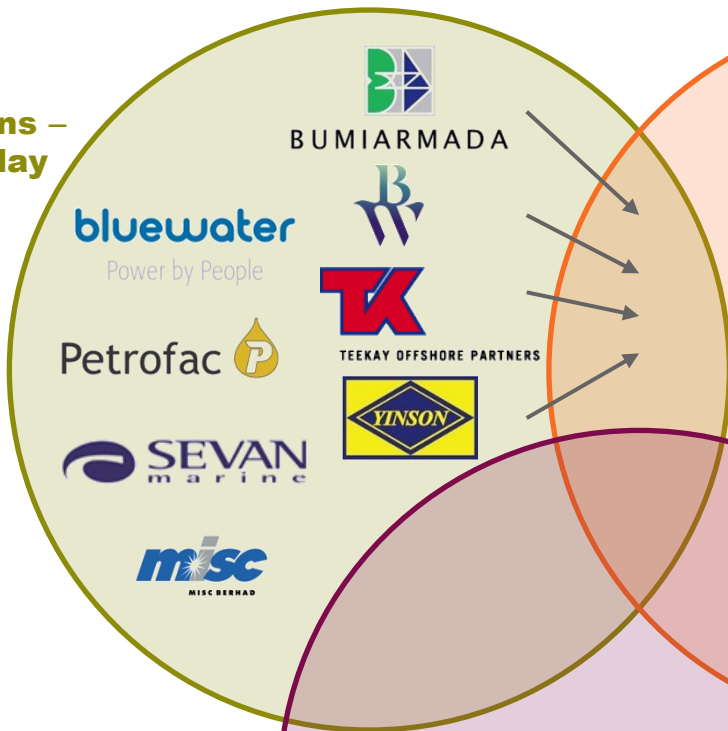
- Floating LNG (FLNG)
- Semisubmersible & TLP production units
- Brownfields; Operating and Maintenance



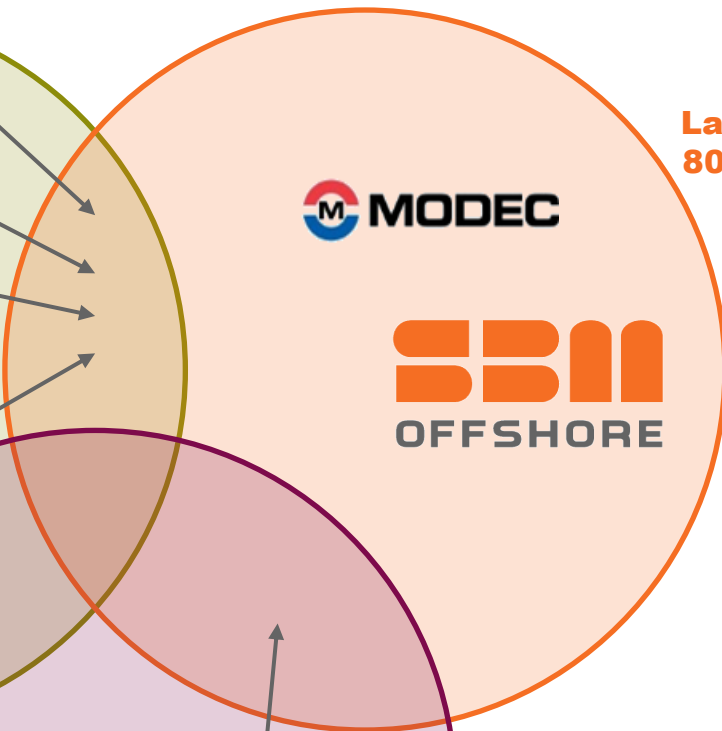


Competitive Landscape

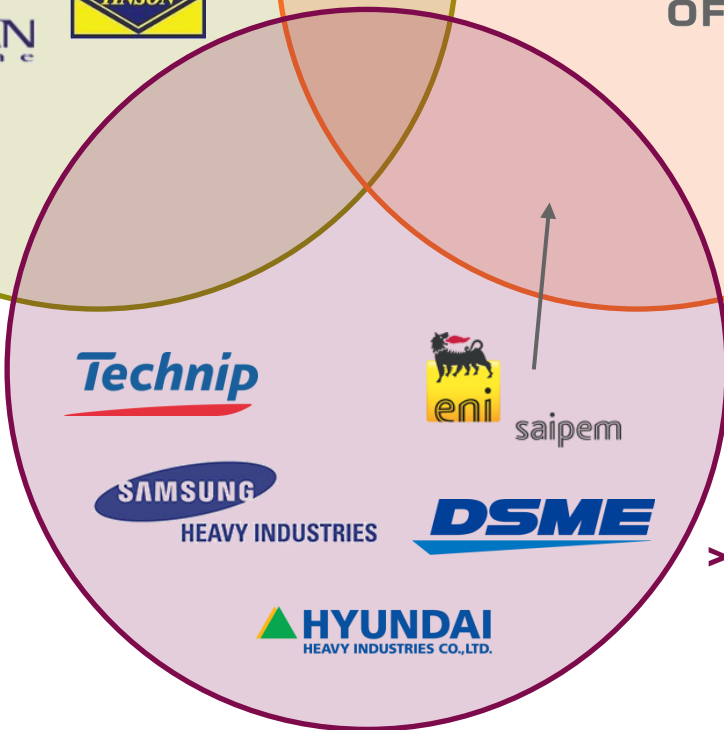
Small Conversions –
<60,000 bbls / day



Large Conversions –
80,000-150,000 bbls / day



Newbuilds –
>200,000 bbls / day





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