

# Swiber Holdings Limited

Corporate Presentation  
23 November 2006



*A niche service provider  
to the offshore oil and gas industry*



## Forward Looking Statements – Important Note

The following presentation contain forward looking statements by the management of Swiber Holdings Limited (“Swiber”), relating to financial trends for future periods, compared to the results for previous period.

Some of the statements contained in this presentation that are not historical facts are statements of future expectations with respect to the financial conditions, results of operations and businesses, and related plans and objectives. Forward looking information is based on management’s current views and assumptions including, but not limited to, prevailing economic and market conditions. These statements include known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those in the statements as originally made. Such statements are not, and should not be construed as a representation as to future performance of Swiber. It should be noted that the actual performance of Swiber may vary significantly from such targets.

# Corporate Profile



*A niche service provider  
to the offshore oil and gas industry*



Swiber is a niche service provider to the **offshore oil and gas** industry, with a complementary business in offshore marine support

**E**ngineering,  
**P**rocurement,  
**C**onstruction,  
**I**nstallation &  
**C**ommissioning  
(EPCIC) contractor



In-house  
marine  
support  
capabilities

**EPCIC solutions closely integrated with  
supply of support vessels**

## Exploration

- Seismic surveys
- Drilling of potential oil wells

## Development

- Setting up of production platform
- Assembly of FSOs, FPSOs & SPM buoys
- Offshore pipelines installation

## Production

- Extracting oil and gas from fields
- Storage of oil and gas in FSOs & FPSOs

## Post-production

- Disconnecting components of production platform

**Our services are relevant at each stage of an offshore oil & gas project**



# Services at each stage of an Offshore O&G Project

## Marine Services

## O&G Project Stage

## Offshore EPCIC Services

Charter offshore support vessels and/or offshore logistics support to transport equipment, components, crew/personnel, food and fuel (where applicable)

**Exploration**

**Development**

- Installing mooring systems for FSOs or FPSOs
- Installing SPM buoys
- Laying offshore pipelines
- Launching jackets
- Installing jackets or topsides

**Production**

- Maintaining and refurbishing SPM buoys and mooring systems

**Post-production**

Varying periods for charter contracts & may extend up to 1 year

**Revenue Structure**

Contracts range from **3 to 6 months** for **all or part** of the EPCIC components in a project

Exploration

**Development**

Production

Post-production

## **What is an Offshore Oil Production Platform?**

- ❑ An oil production platform is a large structure used to house workers and machinery needed to drill and then produce oil and natural gas in the ocean.

## **What is a pipeline?**

- ❑ Intrafield Pipeline connects between platforms and connects from Platforms to Floating Storage Unit or to shore in order to deliver oil or gas

## **What is a Floating Storage and Offloading System (FSO)?**

- ❑ Typically are large tankers for storing oil piped from Production Platforms

Exploration

## 2 broad categorizations of offshore platforms

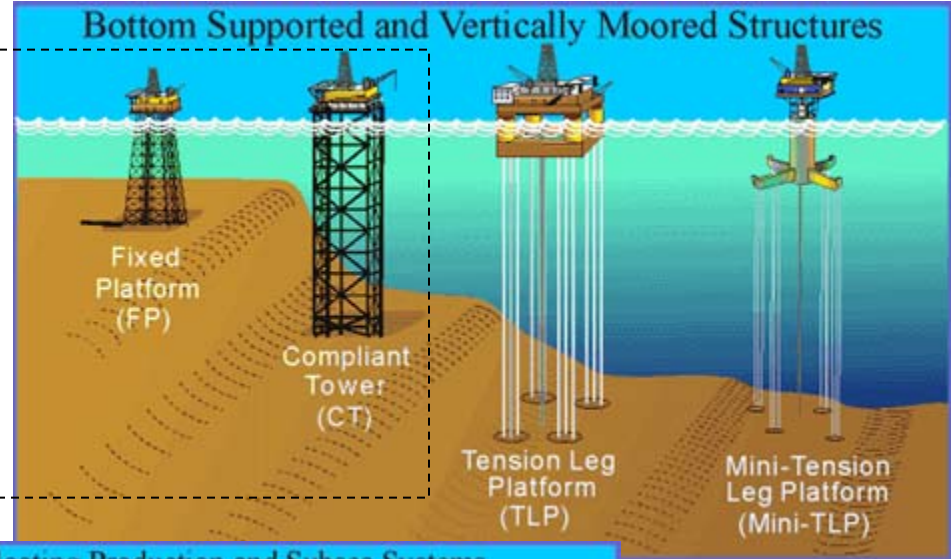
Development

Production

Post-production

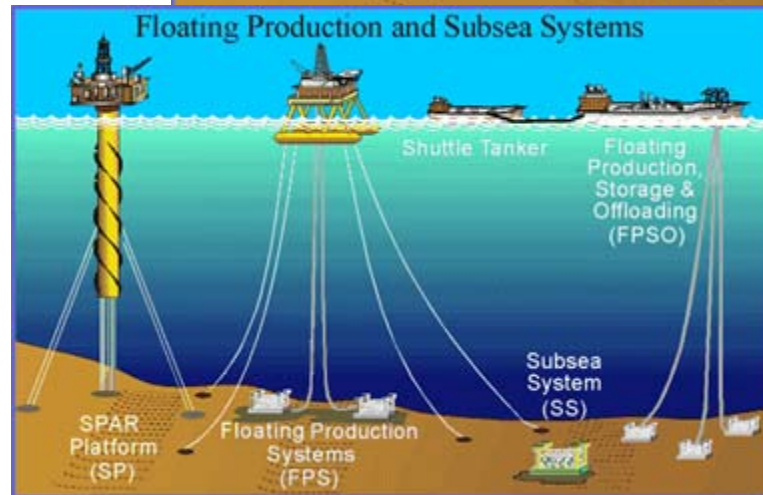
Fixed structures that extend to the seabed:

- ❑ Steel jacket
- ❑ Concrete gravity structure
- ❑ Compliant tower



Structures that float near the water surface:

- ❑ Tension Leg platforms
- ❑ Semi Submersible
- ❑ Spar
- ❑ Ship shaped vessel (FPSO)





Exploration

**Jacketed Platform:** A space framed structure with tubular members supported on piled foundations.

Development

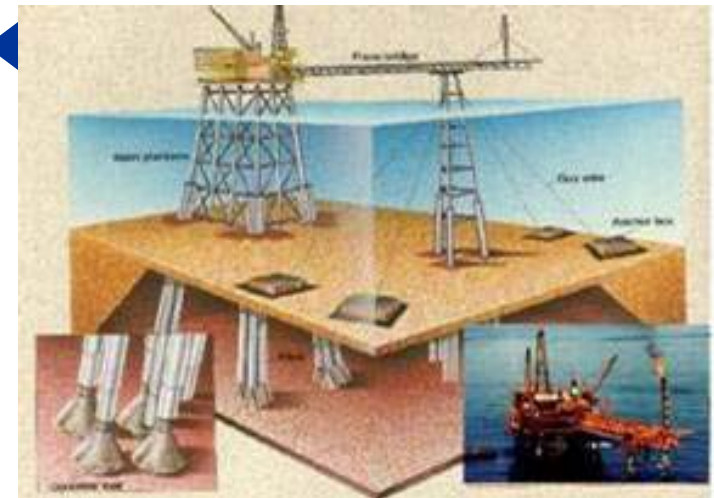
Production

Post-production



- ❑ A typical offshore platform has a deck structure containing a Main Deck, a Cellar Deck and a Helideck.
- ❑ The deck structure is supported by deck legs connected to the top of the piles.
- ❑ The piles extend from above the Mean Low Water through the seabed and into the soil

- ❑ Underwater, the piles are contained inside the legs of a "jacket" structure which serves as bracing for the piles against lateral loads.
- ❑ The jacket also serves as a template for the initial driving of the piles
- ❑ 95% of offshore platforms around the world are jacket supported.



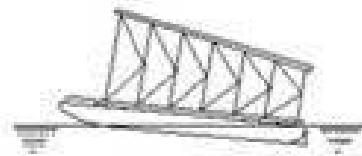
Exploration

Development

Production

Post-production

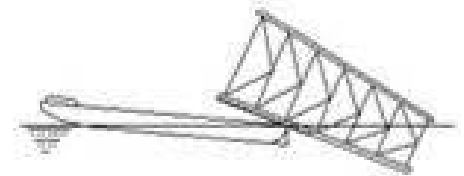
## Launching and installation of jackets at offshore production sites



Balasting the launch end of barge  
**Step 1**



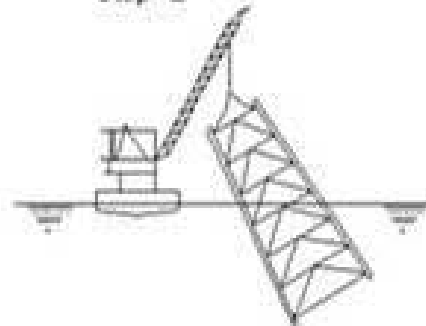
Moving jacket along skid beams  
**Step 2**



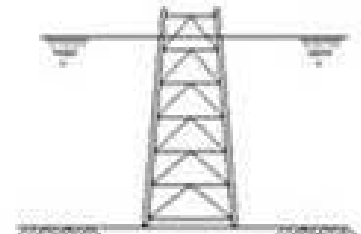
Jacket pivots on rocker arms  
**Step 3**



Floating in water  
**Step 4**



Uprighting with derrick barge  
**Step 5**



In place  
**Step 6**

Exploration

**Development**

Production

Post-production

## Launching and installation of jackets at offshore production sites



Exploration

## Deck installation at offshore production sites

Development

Production

Post-production

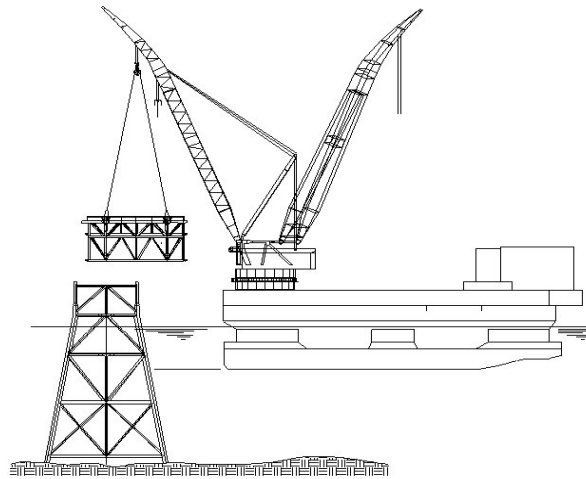


Figure 7 Basic lifting arrangement for a jacket-based topside



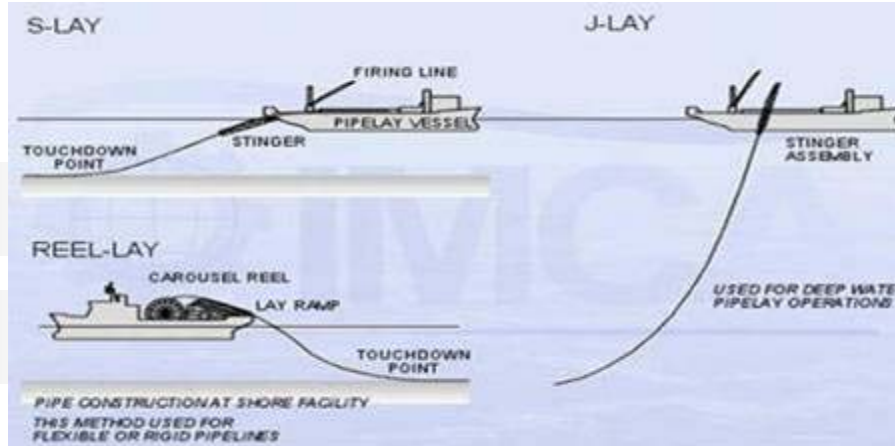
Exploration

## Laying of offshore pipelines

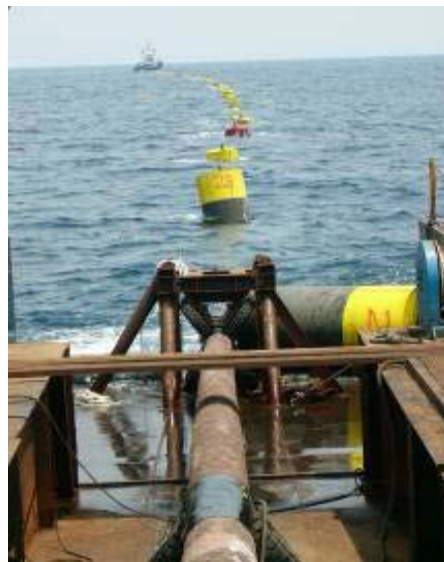
Development

Production

Post-production



◀ Conventional Pipelay using a Pipelay barge



◀ Pipelay using Rentsis Method

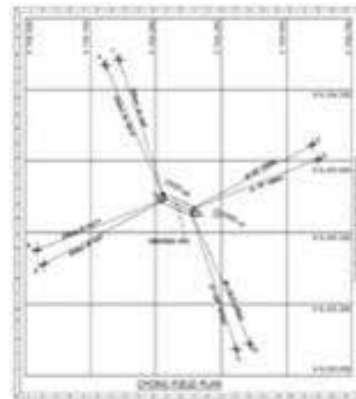
Exploration

## Mooring of FSOs & FPSOs on the seabed

Development

Production

Post-production



## Spread Mooring System





# Key Developments since Listing



*A niche service provider  
to the offshore oil and gas industry*



08 Nov

- Trading debut - Stock opened at S\$0.550, and closed at S\$0.505, a premium of 42% percent above its S\$0.355 a share issue price. Shares hits a high of S\$0.570 on total trading volume of 48,349,000 shares.

13 Nov

- Announced record revenue and earnings for 3QFY06 and nine months ended 30 Sept 2006.

16 Nov

- Secured contracts worth US\$9.36m, boosting \*order book to US\$16.5m as at 13 Nov 2006.
- Signed LOI worth US\$5.75m from India

*\* Note: Management accounts and indication*







## US\$5.75 million LOI from India

**Who** ▶ BG Exploration & Production India Ltd., a subsidiary of BG India who is one of the largest foreign investors in India's oil and gas sector

.....

**What** ▶ To provide marine support to transport jackets and decks

.....

**When** ▶ Expected to be carried out in 1H FY2007

.....

**Where** ▶ **India**

.....

**Significance** ▶ The latest LOI reaffirms Swiber's commitment to the India

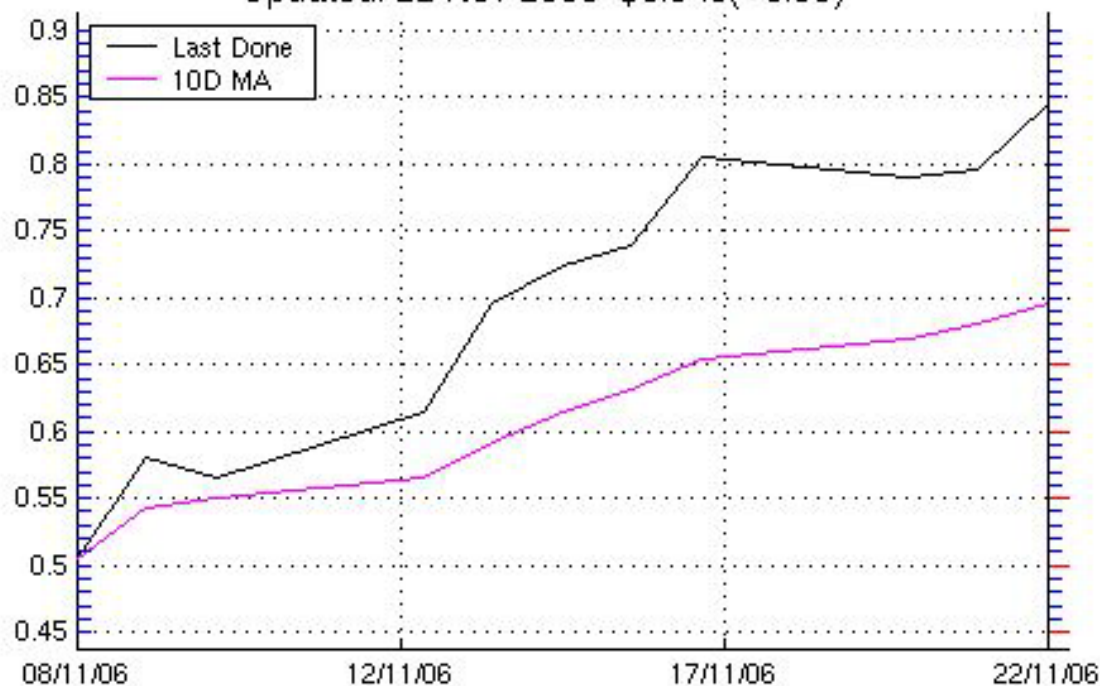
India represents one of the most dynamic and fastest growing market for offshore oil and gas activities given its significant amounts of oil and natural gas resources.



# Share Price Performance since IPO

## Historical Price with Moving Average

Updated: 22-Nov-2006 \$0.845(+0.05)



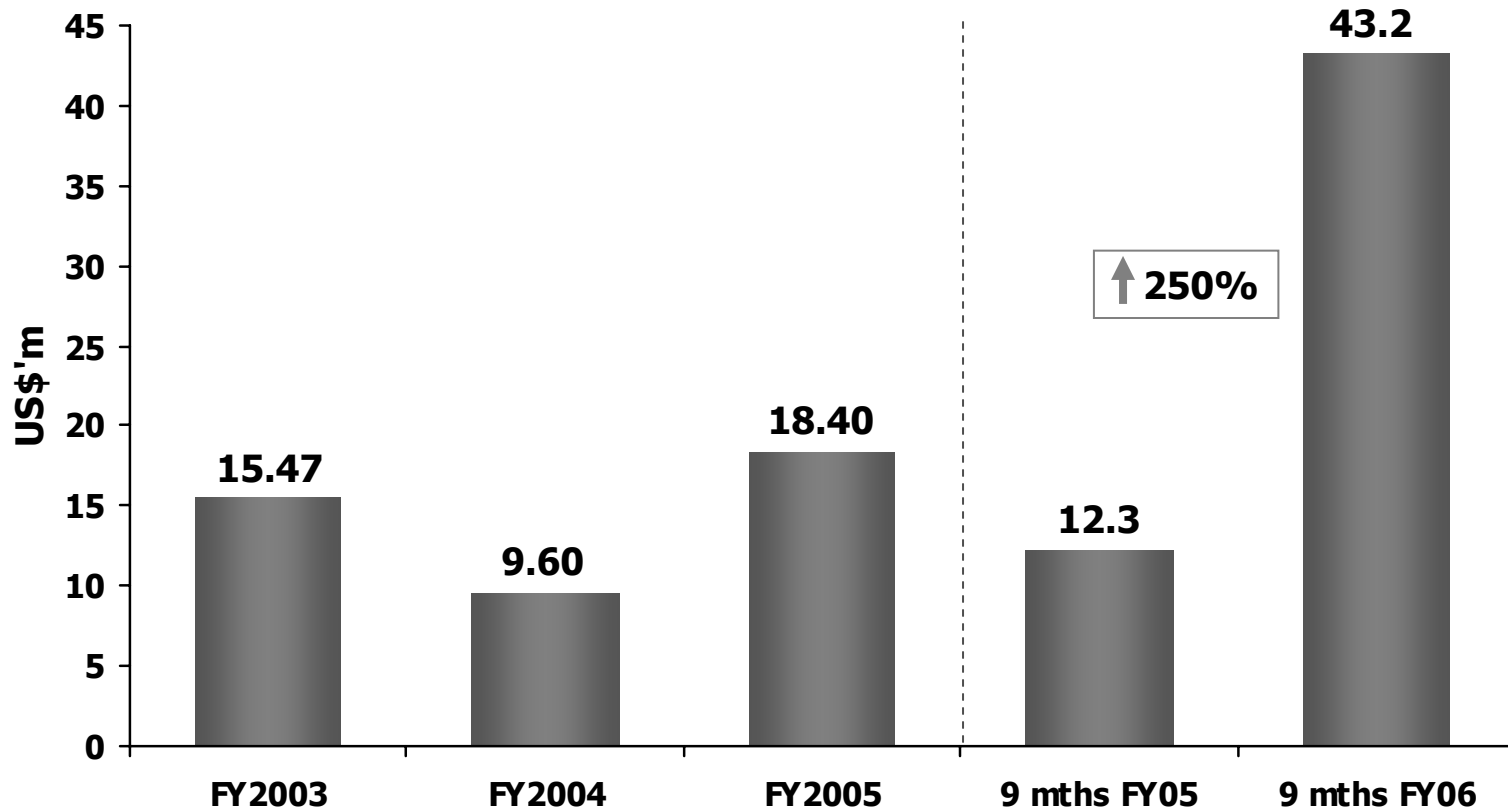
## Current Valuation of Swiber

Share Price (as at 22 Nov 2006)	S\$0.845
Shares Outstanding	369,000,000
Market Capitalization	S\$308.1 million

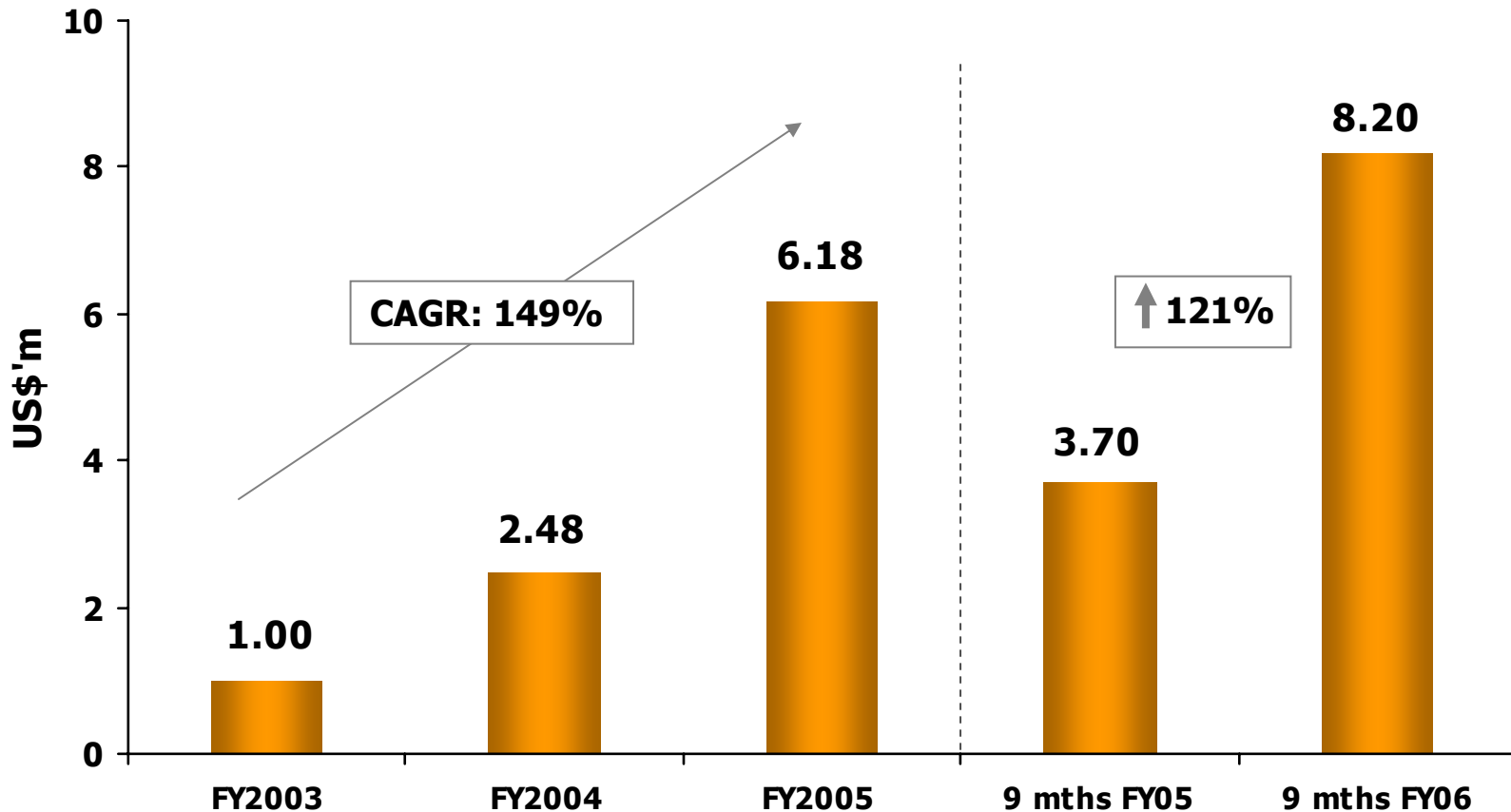
# Financial Performance



*A niche service provider  
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**Latest year-to-date earnings already surpassed earnings for full year FY2005**



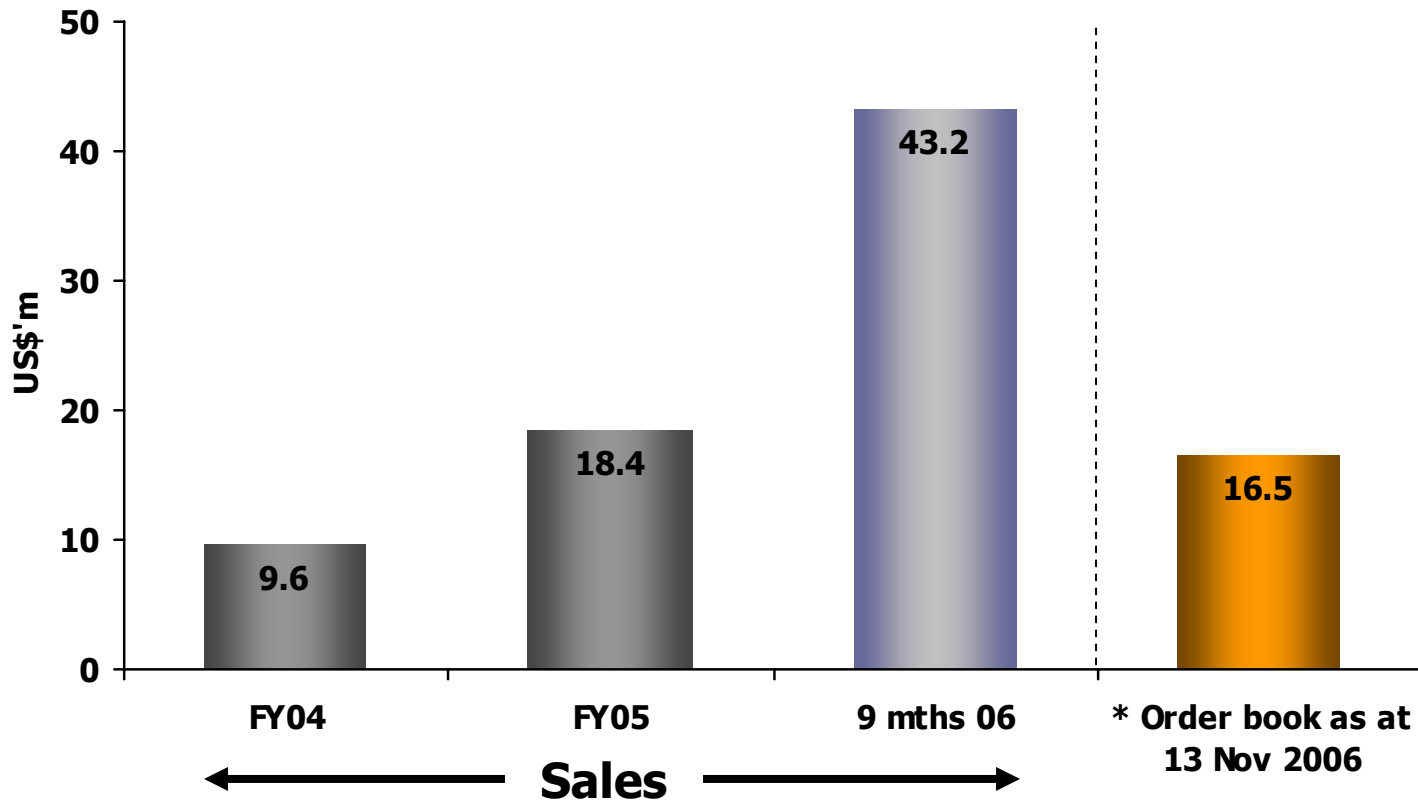


## Key Financial Highlights for 3Q and 9 months ended 30 September 2006

### Record revenue and profits

US\$'m	3QFY06 (3M)	3QFY05 (3M)	Change (%)	3QFY06 (9M)	3QFY05 (9M)	Change (%)
Revenue	29.25	3.45	+748.4	43.19	12.3	+250.3
Gross Profit	6.80	1.50	+352.1	10.61	4.73	+124.4
Profit Before Tax	6.09	1.47	+313.9	9.15	3.97	+130.3
Net Profit	<b>5.62</b>	<b>1.37</b>	<b>+310.3</b>	<b>8.22</b>	<b>3.65</b>	<b>+124.8</b>
Net Profit before MI	5.33	1.33	+301.3	7.93	3.59	+120.6
EPS (US cents)				3.01	1.80	+67.2

## Order book reflects continued strong growth momentum



\* Note:

- Most of the order book to be delivered in FY2006
- Management accounts and indication



## Balance Sheet Highlights

US\$'m	30 Sep 2006	31 Dec 2005
Cash & bank balances	8.11	2.77
Trade receivables	7.62	5.38
Unbilled contract revenue	8.13	-
Current assets	37.63	13.54
Non-current assets	18.98	15.93
Current liabilities	26.44	9.5
Non-current liabilities	4.36	3.58
<b>Total equity</b>	<b>25.81</b>	<b>16.40</b>





## Cash Flow

US'm	FY05	3Q FY05	3Q FY06
<b>Operating cashflow before movement in working capital</b>	6.3	1.4	6.1
<b>Net cash from operating activities</b>	6.9	3.5	5.3
<b>Net cash from investing activities</b>	(12.8)	(7.8)	1.3
<b>Net cash from financing activities</b>	7.8	0.07	3.5
<b>Cash &amp; cash equivalents at end of period/year</b>	<b>2.7</b>	<b>1.0</b>	<b>8.1</b>



## Key Financial Ratios

US\$'m	30 Sep 2006	31 Dec 2005
Net Debt / Equity (times)	0.33	0.29
Return on Equity (%)	31.8	37.7
Return on Asset (%)	14.5	21.0
NTA per share (US cents)	9.38	6.56

# What's Next

- Prospects -

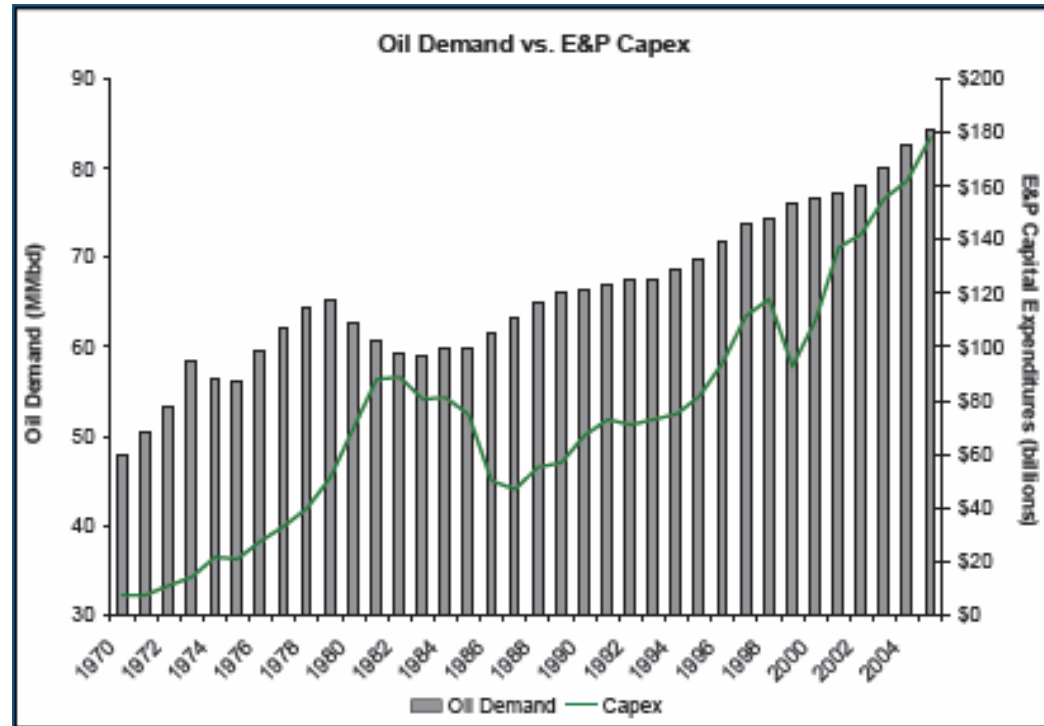


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Worldwide energy consumption is expected to increase over 50% by 2030, requiring \$17 trillion of investment from 2004 through 2030 according to the International Energy Agency ("IEA")

World oil demand is expected to increase over 35% by 2025 according to the Energy Information Administration ("EIA")

Strong correlation between global oil demand and upstream capital spending trends



# World Oil Production (Million Barrels per day)

	September 2006	August 2006	Avg. 2005	Avg. 2004
<b>OPEC - Crude Oil</b>				
Saudi Arabia	8.91	9.02	9.06	8.60
Iran	3.90	4.00	3.88	3.93
Iraq	2.05	2.00	1.81	1.99
United Arab Emirates	2.65	2.65	2.46	2.35
Kuwait	2.21	2.20	2.13	2.05
Neutral Zone	0.58	0.57	0.58	0.60
Qatar	0.82	0.84	0.80	0.77
Nigeria	2.19	2.27	2.40	2.32
Libya	1.75	1.72	1.64	1.55
Algeria	1.35	1.33	1.34	1.20
Venezuela	2.55	2.52	2.71	2.59
Indonesia	0.87	0.86	0.94	0.97
NGLs & condensate	4.70	4.73	4.46	3.93
<b>Total OPEC</b>	<b>34.53</b>	<b>34.71</b>	<b>34.21</b>	<b>32.85</b>
<b>OECD<sup>1</sup></b>				
US	7.29	7.35	7.27	7.66
Mexico	3.63	3.70	3.76	3.83
Canada	3.12	3.18	3.06	3.09
United Kingdom	1.63	1.48	1.83	2.06
Norway	2.75	2.77	2.97	3.19
Europe-others	0.69	0.77	0.80	0.85
Australia	0.57	0.56	0.54	0.54
Pacific-others	0.04	0.04	0.04	0.04
<b>Total OECD</b>	<b>19.72</b>	<b>19.85</b>	<b>20.27</b>	<b>21.26</b>
<b>Non-OECD</b>				
Former USSR	12.16	12.30	11.64	11.23
China	3.72	3.69	3.62	3.48
Malaysia	0.73	0.74	0.77	0.86
India	0.78	0.76	0.78	0.80
Asia-others	1.18	1.14	1.13	1.11
Europe	0.14	0.14	0.16	0.17
Brazil	2.19	2.08	1.99	1.79
Argentina	0.77	0.77	0.78	0.80
Colombia	0.54	0.54	0.53	0.53
Ecuador	0.55	0.55	0.53	0.53
Latin America-others	0.48	0.48	0.47	0.42
Oman	0.73	0.73	0.79	0.80
Syria	0.41	0.41	0.46	0.49
Yemen	0.39	0.39	0.42	0.42
Egypt	0.69	0.69	0.70	0.71
Angola	1.45	1.45	1.25	0.99
Gabon	0.23	0.23	0.23	0.24
Africa-others	1.79	1.70	1.54	1.44
<b>Total Non-OECD</b>	<b>28.93</b>	<b>28.79</b>	<b>27.79</b>	<b>26.81</b>
<b>Processing Gains<sup>2</sup></b>	<b>1.88</b>	<b>1.88</b>	<b>1.86</b>	<b>1.83</b>
<b>TOTAL SUPPLY</b>	<b>85.06</b>	<b>85.23</b>	<b>84.13</b>	<b>82.75</b>

Source: International Energy Agency

<sup>1</sup>Comprises crude oil, condensates, NGLs and oil from non-conventional sources.

<sup>2</sup>Net of volumetric gains and losses in refining (excludes net gain/loss in former USSR, China and non-OECD Europe).

## Demand for Swiber EPCIC services is driven by capital expenditures of offshore operators

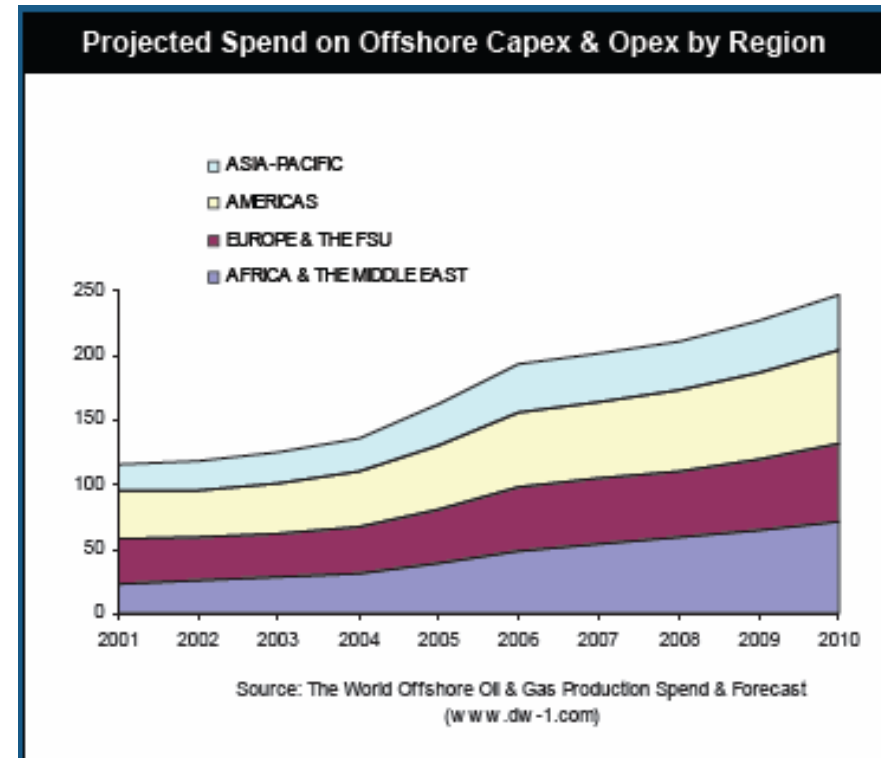
### Recent market research

- “Daily offshore oil and gas production, currently standing at around 43 MMboe, is forecast to grow to 53 MMboe in 2010 and drive industry annual expenditure from \$193bn in 2006 to \$248 bn by 2010”

- Douglas-Westwood

- “A raft of new deepwater facilities and facility expenditure that averages over \$3bn per annum will continue”
- “In value terms the fixed platform market is still a hugely significant one with annual expenditure in 2004 of \$6.7bn, much of which related to local fabrication”
- “Not only is the [pipeline] expenditure over the next five years predicted to be higher than that of the previous five, but the make-up of projects is more diverse and the geographical split even more so”

- Infield Systems



Source : Mc Dermott presentation 31 May 2006

# What's Next

- Future Plans -



*A niche service provider  
to the offshore oil and gas industry*



## Main Growth Drivers Going Forward

### **Expand Resources**

**Expand existing spread of vessels to include vessels commonly required for offshore EPCIC operations**





# Existing Fleet of 9 Offshore Support Vessels

## Statistics of existing fleet

	Name (Type) of Vessel	Engine Power /Gross Tonnage	Year Built	Stake
<b>Tugs</b>	Swiber Captain (anchor handling tug supply)	2 x 1,046 kW (2 sets) / 836 tonnes	1973	100%
	Sea Speed (towing tug)	2 x 900 BHP / 204 tonnes	1994	100%
	Swisko Phoenix (towing tug)	2 x 940 BHP / 181 tonnes	1998	100%
	Swissco 99 (utility tug)	2 x 907.5 kW / 497 tonnes	1998	100%*
	Swiber Eagle (towing tug)	3,200 BHP / 363 tonnes	2006	100%*
<b>Barges</b>	Swiber Conquest (launch barge)	106.0 m / 5,852 tonnes	2005	100%*
	Swiber 251 (flat-top barge)	73.15 m / 2,288 tonnes	2005	100%*
	Swiber 252 (flat-top barge)	76.20 m / 2,306 tonnes	2005	100%*
	Swiber 253 (flat-top barge)	76.20 m / 2,306 tonnes	2005	100%*



\* Note: Mortgaged to Maybank



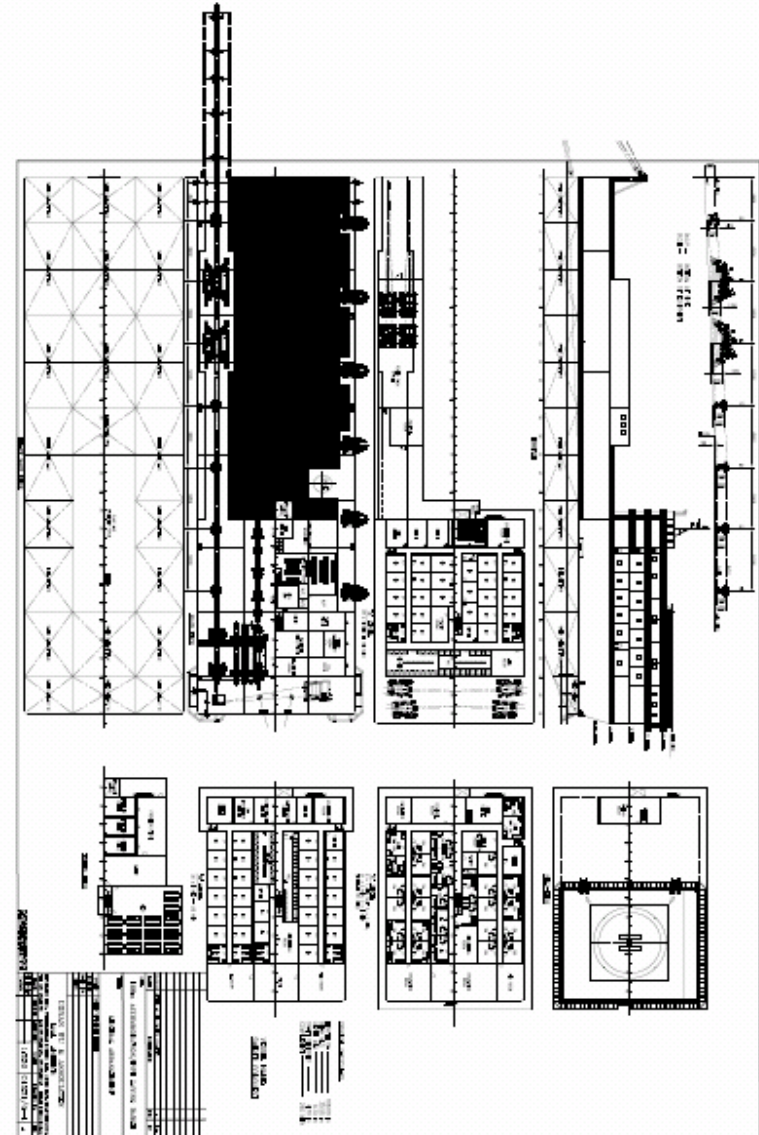
# Completion Dates of our New Vessels

## New vessels driving growth

Type of Vessel	Engine Power/ Gross Tonnage	Sep 06	Oct 06	Nov 06	Dec 06	Jan 07	Feb 07	Mar 07	Apr 07	May 07	Jun 07	Jul 07
<b>Tugs</b>	Anchor handling tug								●			
	Anchor handling tug								●			
	Anchor handling tug											●
	Towing tug											●
	Towing tug											●
<b>Barges</b>	Flat-top barge					●						
	Flat-top barge			●								
	Jack-up barge			●	← ○							
	Flat-top barge		○	→	●							

## Convert an existing vessel into a pipelay barge

- Estimated costs: Up to US\$20 million (S\$4m to be financed from IPO proceeds and the remaining from internal funds and/or bank borrowings)
- Capability : Offshore Pipelay
- Targeted delivery : May 2007





## Expand Offshore EPCIC Capabilities

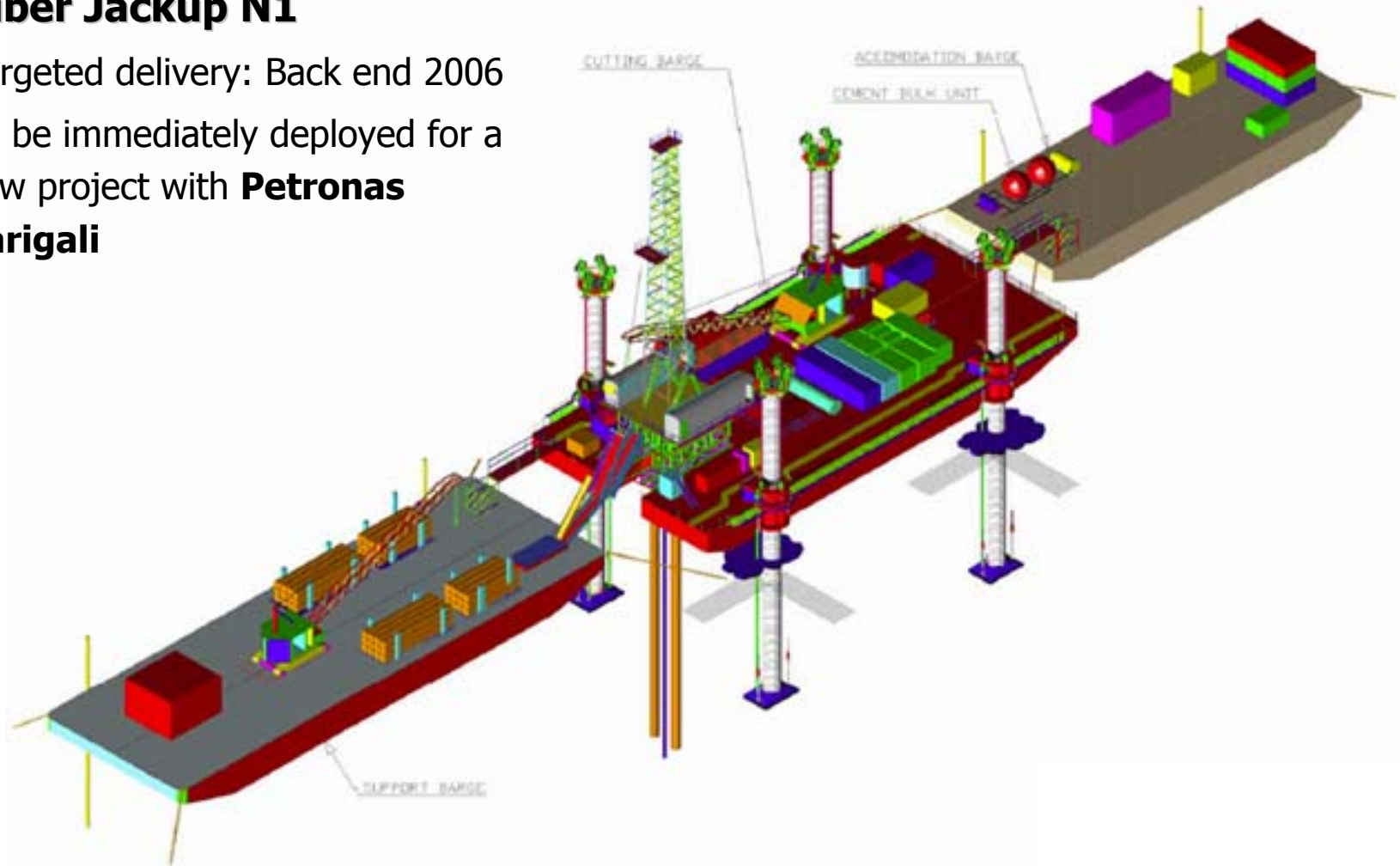
### Long-term Lease of a 2,500 tonnes crane barge

- Tenure: 2 years + 1 year starting from March 2007



## Swiber Jackup N1

- Targeted delivery: Back end 2006
- To be immediately deployed for a new project with **Petronas Carigali**





## **Main Growth Drivers Going Forward**

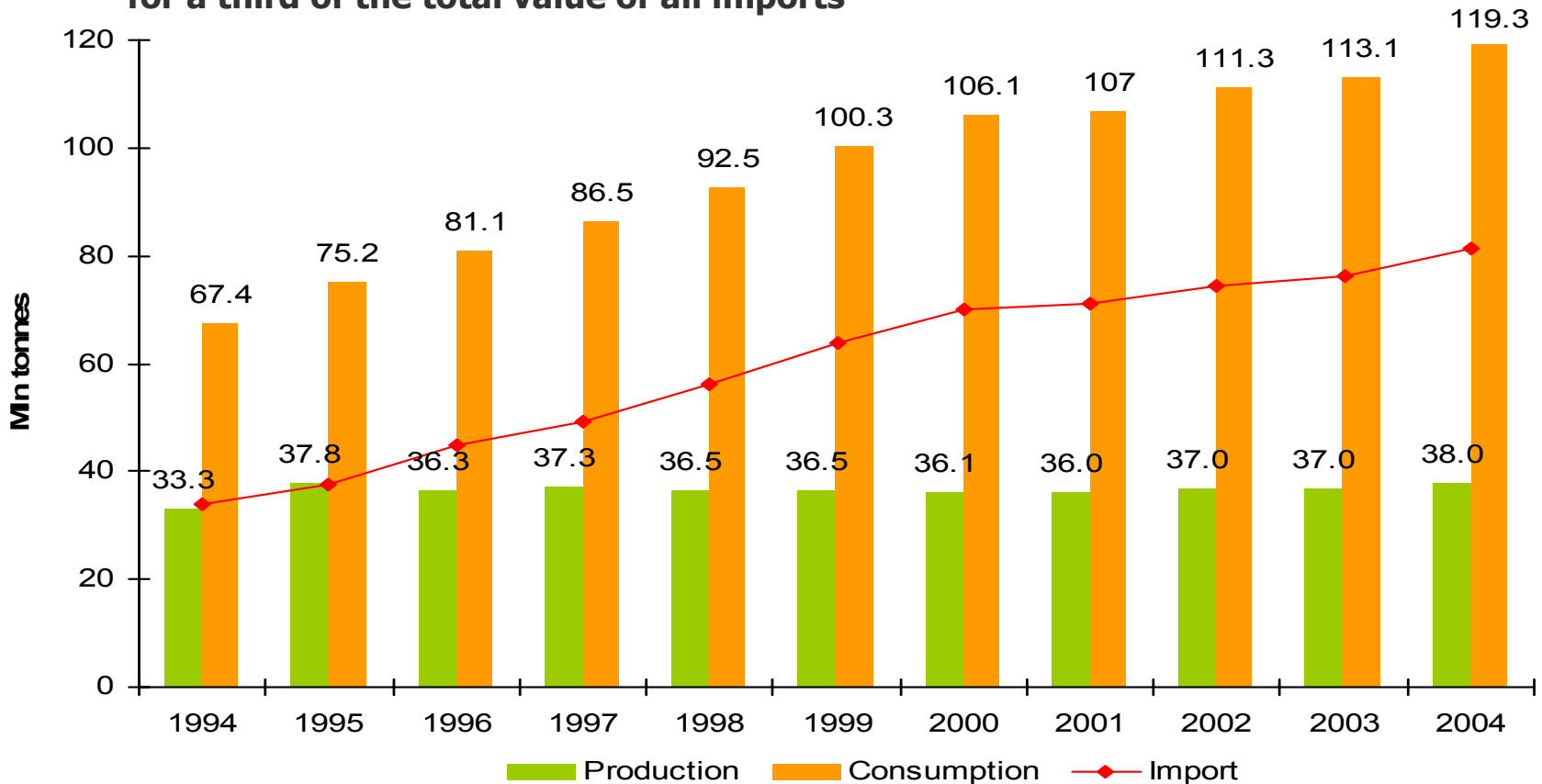
### **Expand Resources**

**Expand existing spread of vessels to include vessels commonly required for offshore EPCIC operations**

### **Market Development**

**Develop the India market**

- India is one of the fastest growing economies in the world.
- India ranks among the top 10 largest oil-consuming countries.
- India imports about three-quarters of its crude oil, and the country's oil bill accounts for a third of the total value of all imports





- ❑ India's increasing **dependence on imports** as energy demand > supply
- ❑ Higher crude prices aggravated this dependence, leading to an ever increasing trade deficit and a huge outflow of foreign exchange.
- ❑ Country Strategy... Development of self sufficiency and achieving energy security in Oil & Gas through a **three pronged approach**:
  - Enhancing domestic production through existing and new oil fields
  - Taking Equity shares in overseas oilfields
  - Entering into long term oil & gas supply contracts with friendly countries.
- ❑ The production to be achieved as visualized in "Hydrocarbon Vision 2025", is **several times the current production**, and would call for a significant amount of investment by Indian and Foreign players.
- ❑ Much of this additional production domestically, is envisaged to be realized from New Blocks awarded under NELP rounds.

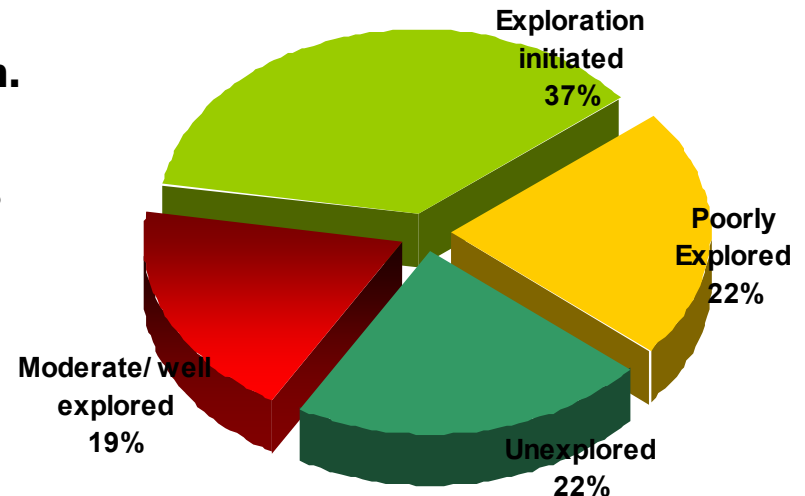


## Resource Base

<b>Sedimentary Area</b>	<b>:</b>	<b>3.14 Million Sq. Km.</b> ( <b>&gt;4% of the world's sedimentary area</b> )
<b>Sedimentary Basins</b>	<b>:</b>	<b>26 (Exploration initiated in 15)</b>
<b>Prognosticated Potential (IHIP)</b>	<b>:</b>	<b>205 Billion Barrels of O+OEG For 15 Sedimentary Basins only; needs up-gradation</b>
<b>Established in place Hydrocarbons</b>	<b>:</b>	<b>60 Billion Barrels of O+OEG As on 01.04.2005</b>

## Exploration Status

- Only 19% of the total 3.14 million sq. km. has been extensively explored
- < 30% of total prognosticated resources established
- Reserves estimated only in 15 of the 26 basins
- Low Drilling Density





## Exploration Blocks Awarded / In Process

Sl. No	BID ROUNDS	Area (in Sq. Km)				No of Blocks
		Deep Water	Shallow Offshore	Onshore	Total	
1	PRE-NELP	-	18,735	56,625	75,360	28
2	NELP - I	54,770	86,008	27,562	168,340	24
3	NELP - II	118,258	53,171	18,074	189,503	23
4	NELP - III	146,405	35,343	22,923	204,671	23
5	NELP - IV	161,655	-	31,155	192,810	20
6	NELP - V	70,660	8,990	29,609	109,259	20
7	NELP - VI	273,291	22,034	56,866	352,191	55 (In Process)
	<b>TOTAL</b>	<b>825,039</b>	<b>224,281</b>	<b>242,814</b>	<b>1,292,134</b>	<b>193</b>



## **Main Growth Drivers Going Forward**

### **Expand Resources**

**Expand existing spread of vessels to include vessels commonly required for offshore EPCIC operations**

### **Market Development**

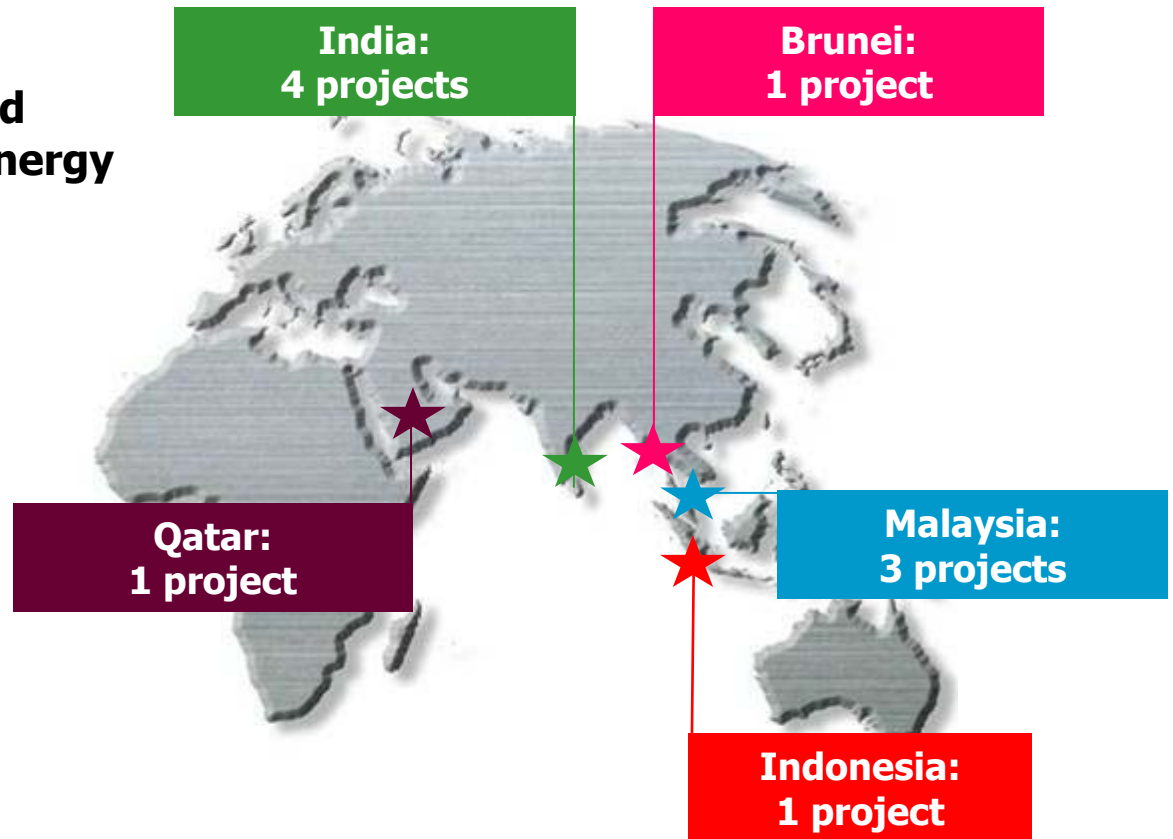
**Develop the India market**

### **Explore Opportunities**

**Acquisitions, strategic investments and/or joint ventures in relation to offshore EPCIC operations**

## Potential projects in Asia and Middle East for oil & gas / energy companies:

- Offshore EPCIC projects
- Offshore marine supply
- Operation and maintenance





## Investment Merits

### Sound operating model

Offshore EPCIC services and complementary business in offshore marine support

### Established market position

- Proven track record & experience in EPCIC projects
- Experienced management team
- Pool of qualified engineers and support team

### Strong financials

- Consistent profitability and growth
- Healthy profit margins
- Strong order book





### Good industry prospects

Increased levels of offshore oil & gas exploration, development and production activities in Asia

### Clear growth strategy

- Expand EPCIC capabilities
- Expand markets




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Name	Title	Relevant Experience
 A professional headshot of Raymond Goh, a man with glasses wearing a dark suit and tie.	Executive Chairman & Chief Executive Officer	14 yrs
 A professional headshot of Jean Pers, a man with a mustache wearing a dark suit and tie.	Senior Executive Vice President Engineering	30 yrs
 A professional headshot of Francis Wong, a man with glasses wearing a dark suit and tie.	Chief Financial Officer & Executive Vice President Corporate Services	19 yrs
 A professional headshot of Darren Yeo, a man with glasses wearing a dark suit and tie.	Executive Vice President Offshore Marine Support	10 yrs

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## Management Team

Name	Title	Relevant Experience	
	Nitish Gupta	Executive Vice President Offshore Construction	12 yrs
	Philippe Supper	Vice President Onshore Fabrication & Construction	24 yrs
	Captain Hendrik Eddy Purnomo	Vice President Indonesian Operations	18 yrs

# Thank You

## Questions & Answers



*A niche service provider  
to the offshore oil and gas industry*