



## 4QFY2010 & FY2010 – Key Highlights

### 4QFY2010 :

- Revenue up 56.7% to US\$155.9 million due to higher volume of works in South Asia
- Gross profit in 4Q2010 was US\$34.9 million, compared to US\$0.2 million in 4Q2009
- Gross profit margin was 22.4% in 4Q2010 and 0.2% in 4Q2009. Lower margin in 4Q2009 due to lesser projects being executed to absorb the fixed operation costs

### FY2010 :

- Revenue increased 19.4% to US\$469.7 million
- Gross profit surged 82.9% to US\$103.0 million
- Gross profit margin improved 7.6 pts to 21.9% in FY2010, due to higher efficiency in deployment of assets and project cost management
- Other income increased 7.9% to US\$38.0 million due to gain from sale of sheerleg crane barge equipment and gain from termination of cross currency interest rate swap contract

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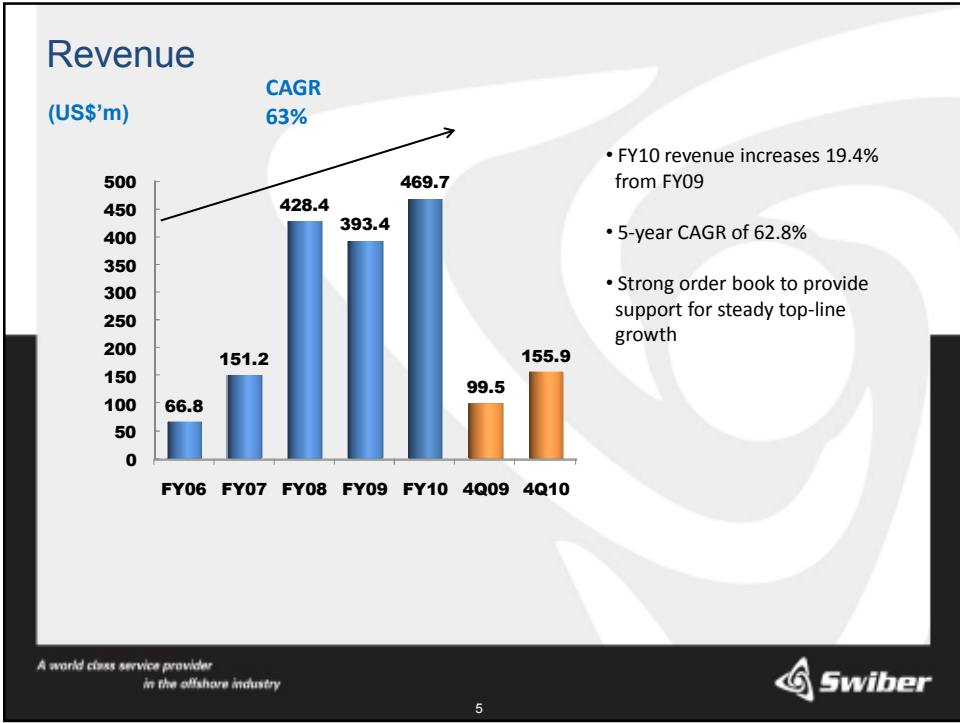
## Financial Highlights

US\$ (million)	<u>4QFY10</u>	<u>4QFY09</u>	<u>Change (%)</u>	<u>FY10</u>	<u>FY09</u>	<u>Change (%)</u>
Revenue	155.9	99.5	+56.7	469.7	393.4	+19.4
Gross Profit	34.9	0.2	nm	103.0	56.3	+82.9
Gross Profit Margin	22.4%	0.2%	+22.2 ppts	21.9	14.31%	+7.6 ppts
Net Profit/ (Loss)	9.0	(8.5)	nm	39.4	39.0	+1.1

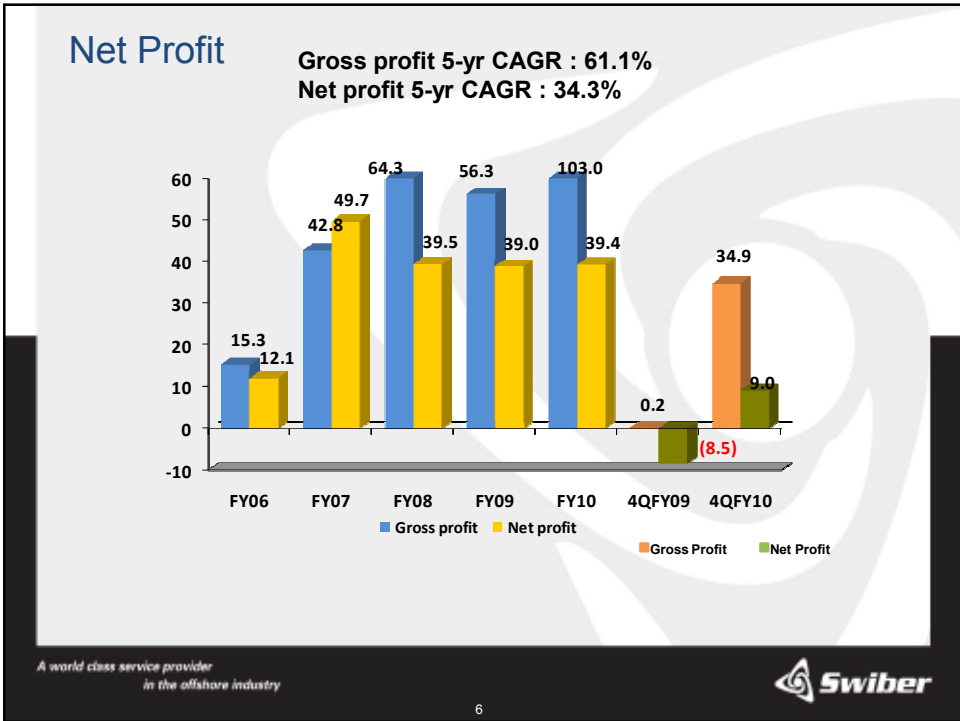
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## Balance Sheet Highlights

US\$m	31 Dec 2010	31 Dec 2009	Change (%)
Cash & bank balances	137.9	83.2	+65.7
Trade receivables and WIP	268.9	344.6	-22.0
Current assets	518.3	607.1	-14.6
Non-current assets	471.6	329.7	+43.0
Current liabilities	303.5	387.8	-21.7
Non-current liabilities	318.4	245.7	+29.6
Total equity	368.0	303.3	+21.3

### 31 Dec 2010 vs 31 Dec 2009

- ▶ **Cash and bank balances** ↑65.7% to US\$137.9m: due to new bank borrowings, proceeds from issue of notes
- ▶ **Current assets** ↓: Due mainly to deliveries of several vessels in FY2010 and lower engineering WIP in excess of progress billings
- ▶ **Current liabilities** ↓: Due mainly to decrease in deposits received from customers as a result of delivery of several barges

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## Key Financial Ratios

Key ratios	31 Dec 2010	31 Dec 2009	Change(%)
Net Debt / Equity (times)	0.87	0.84	+3.6
NAV per share (US cents)	66.8	58.9	+13.4
Return on Equity (%)	11.0	11.7	-0.7 ppts
Return on Asset (%)	4.0	4.2	-0.2 ppts
EPS (US cts) (Basic)	7.4	7.4	-

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## Cashflow

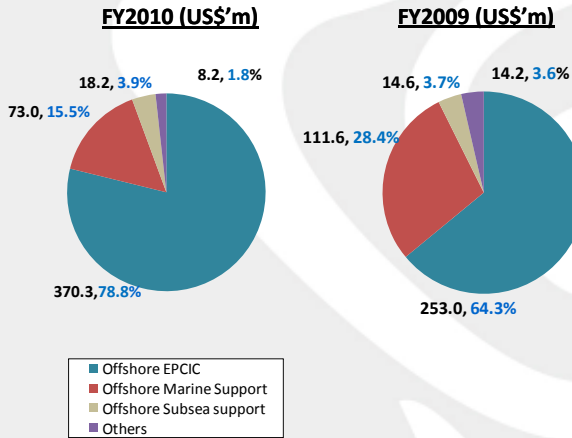
US\$m	FY10	FY09
Operating cashflow before movement in working capital	73.6	42.1
Net cash used in operating activities	(93.7)	(49.2)
Net cash generated from/(used in) investing activities	33.8	(38.6)
Net cash generated from financing activities	107.2	95.9
Cash & cash equivalents at end of year	123.9	76.6

- ▶ **Net cash outflow from operating activities:** Outflow of US\$93.7m mainly attributable to:
  - Cashflow from operating activities of US\$73.6m
  - Working capital requirements of US\$143.2m
- ▶ **Net cash inflow from investing activities:** Inflow of US\$33.8m mainly attributable to:
  - Proceeds from disposal of vessels US\$316.9m partially offset by purchase of PPLE
  - Assets held for sales of US\$281.0m
  - Investment in associates of US\$36.0m
- ▶ **Net cash inflow from financing activities:** Inflow of US\$107.2m was mainly due to:
  - New bank borrowings of US\$257.7m
  - Proceeds from issue of bonds of US\$141.6m
  - Contribution from non-controlling interest to Kreuz Holdings of US\$15.4m
  - Offset by repayment of bank loans and bond repayments totaling US\$299.3m

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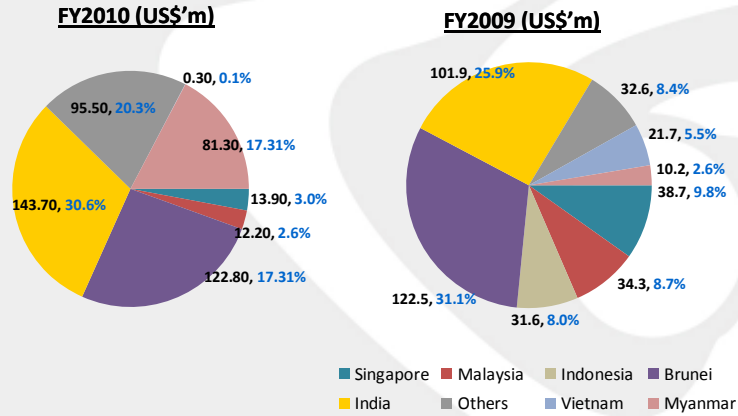
## Revenue by Business Segments



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## Revenue by Geography

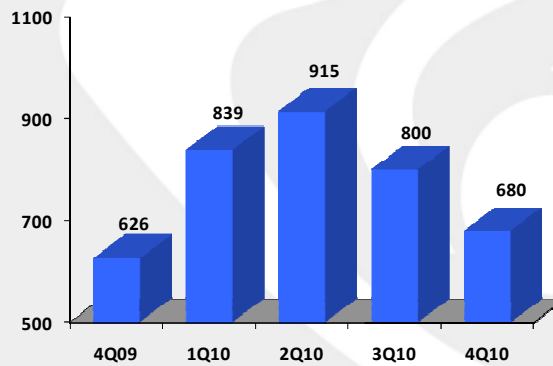


South Asia will continue to be the Group's key markets

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## Order book (US\$'m)



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Corporate Highlights

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### Corporate updates in 4Q2010

**November 2010**  
**Launched Swiber PJW3000**

- ▶ 3000-MT Derrick Pipe-Lay Barge, one of the largest in the Asia-Pacific region
- ▶ Overall length 170m, crane lifting capacity 3000MT, pipelay capability up to 48" diameter, accommodation capacity of 300 men



**November 2010**  
**Launched Aziz**

- ▶ 500 ton derrick pipelay barge jointly owner by Swiber and its partner, Rawabi
- ▶ Overall length 112m, pipelay capability up to 60" diameter, accommodation capacity of 300 men



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## Fleet Updates

### 10 vessels delivered in FY2010:

- 5 support vessels
- 5 construction vessels

Construction Vessels: Swiber Atlantis, 1MAS-300, Magnificent, PJW3000, Aziz

Utility & Towing Tug : Swiber Charlton

AHT/ AHTS: Swiber Mary Ann, Swiwar Crusader, Swiber Bhanwar, Vallianz Hope

### Current fleet size

50 vessels: 38 support vessels and 12 construction vessels



PJW3000



Magnificent



1MAS300



Aziz

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## Current Fleet: 50 Vessels : 80% less than 4 Years Old

### Construction Vessels

1. Swiber Conquest (Pipelay barge) \*
2. 1MAS-300 (Pipelay barge)\*\*
3. Swiber Concorde (Pipelay crane barge) \*
4. Aziz (Derrick pipelay Barge)
5. Chai (Derrick pipelay barge) \*
6. Swiber PJW3000 (Derrick lay barge) \*\*
7. Magnificent (Crane vessel)
8. Kreuz Supporter (Dive support work barge)
9. Swiber Victorious (Dive support accommodation barge) \*\*
10. Kreuz Glorious (Accommodation Barge)
11. Swiber Atlantis (Dive support work barge) \*\*
12. Swiber SLB-1 (Submersible barge)

### 12 Construction Vessels

\*Under S&L

\*\*Owned by JV Company

Expanded fleet puts Swiber in a strong position to service outstanding order book and pursue offshore projects  
"Swiber PJW3000"



### Offshore Vessels:

#### Utility / towing tugs

1. Swiber 99
2. Swiber Eagle
3. Swiber Raven
4. Swiber Charlton

#### AHT/AHTS

1. Swiwar Venturer\*\*
2. Swiwar Challenger\*\*
3. Swiwar Victor\*\*
4. Swiwar Crusader\*\*
5. Swiber Trader
6. Swiber Singapore
7. Swiber Navigator\*
8. Swiber Explorer\*
9. Swiber Gallant\*
10. Swiber Valiant\*
11. Swiber Ada\*
12. Swiber Torunn\*
13. Swiber Sandefjord\*
14. Swiber Oslo\*
15. Swiber Else Marie\*
16. Swiber Anne Christine\*
17. Vallianz Hope
18. Swiber Mary Anne\*
19. Swiber Bhanwar

### Cargo / Flat top barge

1. Swiber 123
2. Swiber 251
3. Swiber 252
4. Swiber 255
5. Swiber 282
6. Swiber 283
7. Kreuz 231
8. Kreuz 232
9. Kreuz 281
10. Kreuz 282
11. Kreuz 283
12. Kreuz 284
13. Kreuz 331
14. Kreuz 332
15. Kreuz 241

38 offshore vessels

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## Vessel Delivery Plan Up to 2012 (55 Vessels)

	FY2011	FY2012
<b>Utility Tug / AHTS</b>	Swiber Lina Swiber Carina	
<b>Submersible barge</b>	Swiber SLB-2 Swiber SLB-3	
<b>Derrick Pipelay barge</b>		Swiber PJW4000
<b>TOTAL</b>	<b>4</b>	<b>1</b>

\* Vessels are jointly built with JV partners  
 \*\* Vessels that are under sale and leaseback arrangements

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## Strategy and Outlook

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## Our Strategy At a Glance



1. Fleet fulfilment	2. Segment focus	3. Markets expansion
<p><b>Sizable fleet</b></p> <ul style="list-style-type: none"> <li>• Geographical expansion</li> <li>• Reduce reliance on 3<sup>rd</sup> party service and equipment providers, hence lowering costs</li> </ul> <p><b>Financing model</b></p> <ul style="list-style-type: none"> <li>• Go asset-light</li> <li>• S&amp;L</li> <li>• Transfer-localise-joint ownership model with JV partners</li> </ul>	<p>Provide fully integrated services in offshore transportation (marine), installation, and subsea services</p> <ul style="list-style-type: none"> <li>• Swiber Offshore Construction Services</li> <li>• Kreuz Offshore Marine Services</li> <li>• Kreuz Offshore Subsea Services</li> <li>• Equatorial Offshore Development Services</li> </ul> <p><b>EODS</b></p> <ul style="list-style-type: none"> <li>• Wind farm installation</li> <li>• Wave energy installation services</li> </ul>	<p><b>Strategic alliances</b></p> <ul style="list-style-type: none"> <li>• Fast, effective</li> <li>• Able to tap on strengths/network of local partners</li> </ul> <p>Focus on the Asia Pacific, India, and Middle East regions while identifying opportunities in other geographical locations</p>

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## Key Strategy: Preparing Now for Future Recovery

▶ **Balancing fundamentals and growth**

<p><b>Prudent Financial Management</b></p> <ul style="list-style-type: none"> <li>▶ Managing risk</li> <li>▶ Managing debt</li> <li>▶ Managing cost                         <ul style="list-style-type: none"> <li>— Reduce reliance on 3<sup>rd</sup> parties</li> <li>— Enhance utilisation of internal services and fleet</li> <li>— Improve operational efficiency</li> </ul> </li> </ul>	<p><b>Business Growth</b></p> <ul style="list-style-type: none"> <li>▶ To provide integrated services</li> <li>▶ Focus on offshore EPCIC activities in Asia Pacific, the Middle East while identifying opportunities in other geographical locations</li> <li>▶ Target subsea opportunities in the region</li> <li>▶ Exploring new areas                         <ul style="list-style-type: none"> <li>— Offshore wind farm installation</li> </ul> </li> </ul>
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## Outlook

### Macro-environment

- ▶ Short-term volatility in oil prices due to political instability in Middle East/North Africa
- ▶ Stabilisation of oil prices in the longer-term → positive impact on demand for Group's services
- ▶ Global oil demand expected to grow in 2011, demand from China continues to rise strongly <sup>(1)</sup>

### Offshore Oil & Gas

- ▶ Demand for EPCIC work, in particular the shallow water segment, is expected to be positive
- ▶ The Asia-Pacific subsea market has already seen a steady stream of contracts being awarded

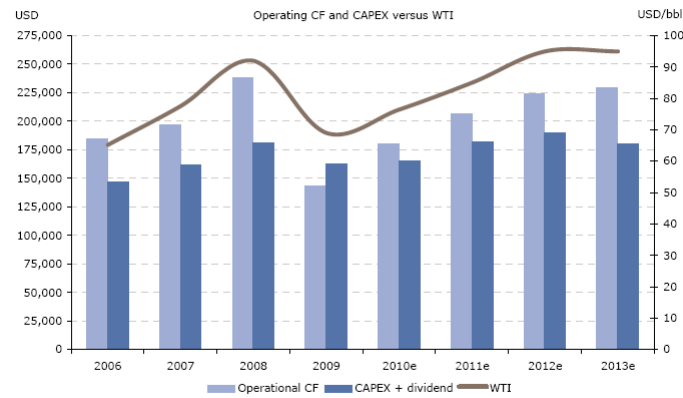
(1) IEA - Oil market Report, Feb 2011

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## E&P spending expected to increase<sup>(1)</sup>

Figure 2 – Oil price must be >USD75 to maintain capex and dividend



Source: DnB NOR Markets, FactSet, Companies

(1) Macro E&P outlook, Dnb Nor Markets, 24 Feb 2011

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Thank You

Q&A session

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