

## Oslo, 6 November 2008

## Q3 2008 results



## **Disclaimer**

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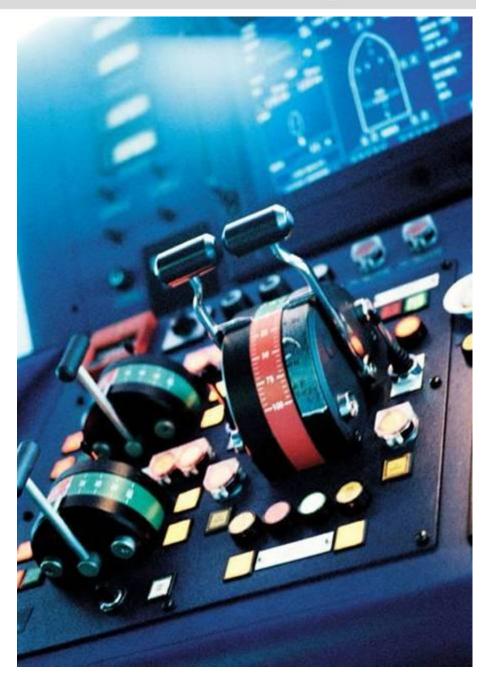
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➡ Highlights Q3 2008

- Financial results
- Debt financing
- Operations
- Outlook

- Summary
- Attachments





## The quarter in brief

- Good financial performance
- Strong financial position
- Slightly lower rig utilisation rate
- Several contract awards
- Continued high day rates
- Positive market outlook



Safe Esbjerg

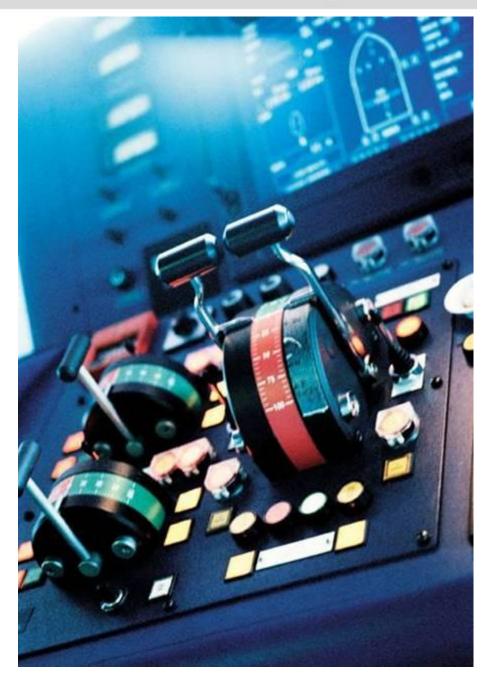
Solid track record and robust financial position ensure further profitable growth



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## **Income statement**

(Unaudited figures in USD million)	Q3 08	Q2 08	Q3 07	YTD 2008	YTD 2007	2007
Operating revenues	126.0	125.9	107.9	356.9	270.3	376.7
Operating expenses	(52.8)	(50.6)	(42.2)	(154.4)	(119.5)	(167.3)
EBITDA	73.2	75.3	65.7	202.5	150.8	209.4
Depreciation	(12.0)	(11.9)	(11.6)	(35.9)	(34.5)	(46.4)
EBIT	61.2	63.4	<b>54.1</b>	166.6	116.3	163.0
Interest income	0.8	1.3	1.3	3.2	4.1	5.6
Interest expenses	(11.8)	(13.4)	(15.5)	(43.5)	(41.5)	(58.8)
Other financial items	3.1	(2.6)	(4.2)	2.9	1.2	(13.9)
Net financial items	(7.9)	(14.7)	(18.4)	(37.4)	(36.2)	(67.1)
Profit before taxes	53.3	48.7	35.7	129.2	80.1	95.9
Taxes	6.1	(0.2)	(5.2)	2.8	(5.3)	(5.1)
Net profit continuing operations	59.4	48.5	30.5	132.0	74.8	90.8
Net profit discontinued operations	0.0	9.9	15.5	38.0	33.5	52.9
Net profit	59.4	58.4	46.0	170.0	108.3	143.7
Earnings per share	0.26	0.25	0.20	0.74	0.47	0.63
EPS from continuing operations	0.26	0.21	0.13	0.57	0.33	0.40



# **Offshore Support Services**

(USD million)	Q3 08	Q2 08	Q3 07	YTD 2008	YTD 2007	2007
Operating revenues	126.0	126.5	95.8	350.4	162.2	376.1
Operating expenses	(50.7)	(49.4)	(43.0)	(148.7)	(71.7)	(154.3)
EBITDA	75.3	77.1	52.8	201.7	90.5	221.8
Depreciation	(11.9)	(11.9)	(11.4)	(35.7)	(22.7)	(46.0)
EBIT	63.4	65.2	41.4	166.0	67.8	175.8



## **Corporate and eliminations**

(USD million)	Q3 08	Q2 08	Q3 07	YTD 2008	YTD 2007	2007
Operating revenues	0.0	(0.6)	0.1	6.5	0.2	0.6
Operating expenses	(2.1)	(1.2)	(2.9)	(5.7)	(5.6)	(13.0)
EBITDA	(2.1)	(1.8)	(2.8)	0.8	(5.4)	(12.4)
Depreciation	(0.1)	0.0	(0.1)	(0.2)	(0.2)	(0.4)
EBIT	(2.2)	(1.8)	(2.9)	0.6	(5.6)	(12.8)



## **Balance sheet**

(Unaudited figures in USD million)	30.09.08	30.06.08	31.12.07
Goodwill	226.7	226.7	355.0
Rigs	800.0	760.7	749.6
Ships	0.0	0.0	926.5
Other non-current assets	3.4	3.2	304.6
Total non-current assets	1 030.1	990.6	2 335.7
Cash and deposits	116.3	118.6	162.0
Other current assets	157.9	253.5	126.3
Total current assets	274.2	372.1	288.3
Total assets	1 304.3	1 362.7	2 624.0
Share capital	63.9	63.9	63.9
Other equity	70.3	136.4	974.7
Total equity	134.2	200.3	1 038.6
Interest-free long-term liabilities	103.4	110.2	97.0
Interest-bearing long-term debt	970.6	820.9	1 184.1
Total long-term liabilities	1 074.0	931.1	1 281.1
Other interest-free current liabilities	96.1	91.3	137.3
Current portion of long-term debt	0.0	140.0	167.0
Total current liabilities	96.1	231.3	304.3
Total equity and liabilities	1 304.3	1 362.7	2 624.0



**Key figures** 

	Q3 08	Q2 08	Q3 07	YTD 2008	YTD 2007	2007
Operating margin	48.6 %	50.4 %	47.0 %	46.7 %	42.7 %	43.3 %
Equity ratio	10.3 %	14.7 %	46.4 %	10.3 %	46.4 %	39.6 %
Return on equity	142.1 %	36.8 %	16.2 %	38.7 %	12.9 %	13.5 %
Net interest bearing debt	854.3	842.3	943.5	854.3	943.5	1 189.1



## **Shareholders**

AS AT 27.10.2008	No. of shares	Ownership
Folketrygdfondet	19 628 935	8.5 %
GMO	11 428 773	5.0 %
Pareto	8 960 000	3.9 %
Brown Brothers Harriman	8 220 556	3.6 %
Prosafe SE	7 012 560	3.0 %
State Street Bank & Trust (nom.)	5 965 624	2.6 %
Clearstream Banking (nom.)	5 851 573	2.5 %
JP Morgan Chase Bank (nom.)	4 687 572	2.0 %
Storebrand	4 304 085	1.9 %
Mellon Bank (nom.)	4 234 704	1.8 %
Total 10 largest shareholders	80 294 382	34.9 %



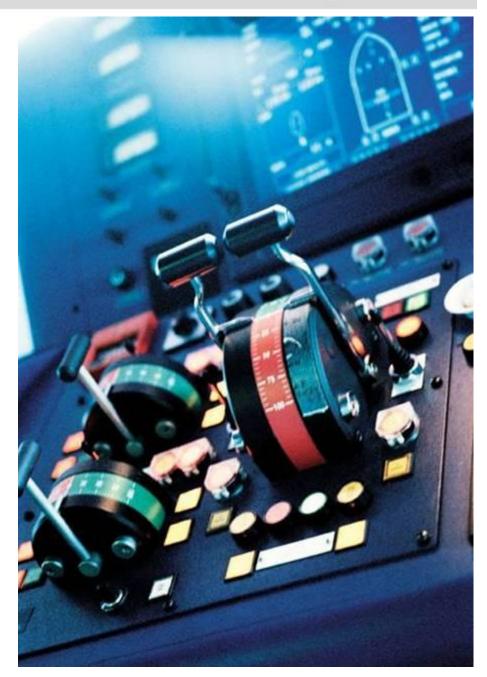
# **Operating revenues Offshore Support Services**

(USD million)	YTD	Q3 08	Q2 08	Q1 08
Charter income	274.8	102.4	98.6	73.8
Mob/demob income	15.9	2.5	0.7	12.7
Other income	59.7	21.1	27.2	11.4
Total	350.4	126.0	126.5	97.9



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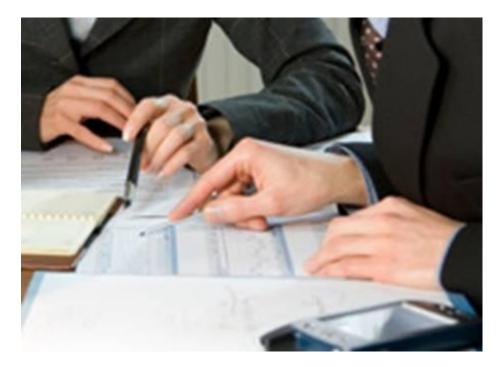
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# **Credit facility**

- USD 1.1 billion facility in May 2008 (seven years maturity)
- Priced at LIBOR + 0.65 0.95% credit margin
- Facility will be reduced by USD 70 million semi-annually
  - First reduction November 2008
- Facility now USD 1.03 billion
- Drawn portion USD 860 million
- Undrawn portion USD 170 million





## **Bond loans**

- NOK 411 million bond loan
  - Maturity March 2010
  - Nibor + 1.15% credit margin
- USD 50 million bond loan
  - Maturity March 2012
  - Libor + 1.40% credit margin





## Financial covenants on credit facility

- Leverage ratio (Total debt / EBITDA) maximum 5 (4.5 after May 2010)
  - Q3 2008: 3.7

- Minimum cash of USD 65 million in the group
  - Q3 2008: USD 116.3 million
- Minimum value adjusted equity ratio 35%
  - Q3 2008: 58%
- Market value vessels/total commitments above 150%
  - Q3 2008: 225%
- Working capital (incl. unutilized credit lines with maturity in excess of 12 months) larger than zero
  - Q3 2008: USD 288.2 million



## **Robust financial position**

Prosafe is in a position:

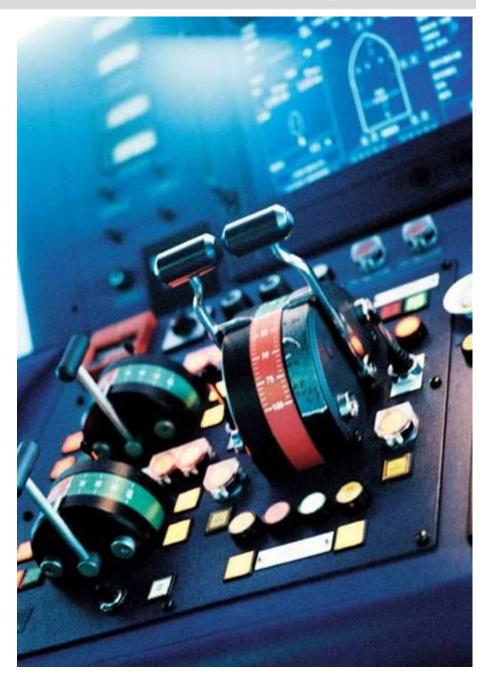
- To execute planned investments
- To continue to pay dividend
- To repay all loans as they fall due





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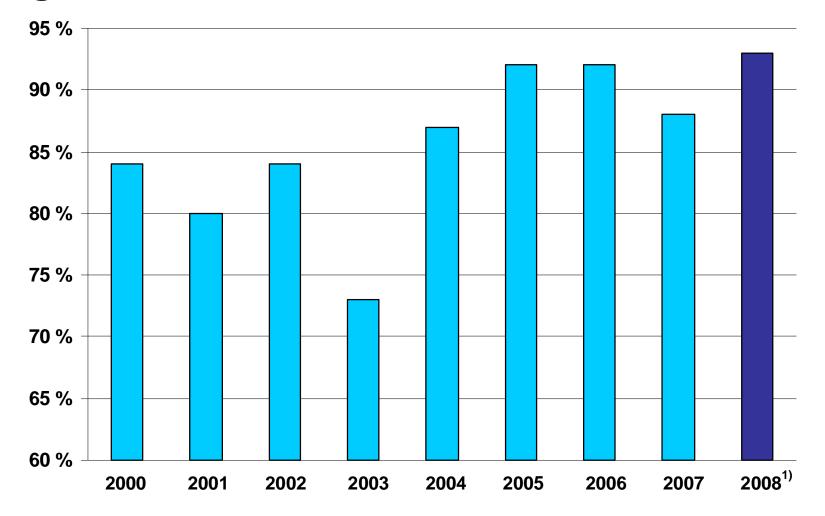
## **Status operations**

- Rig utilisation rate of 93%
- Operational downtime on MSV Regalia in July
- Non-recurring costs of USD 4 million in the quarter
- Safe Regency DP 2 upgrade carried out with no loss in days on hire





## **Rig utilisation rate**



<sup>1)</sup> 2008 - YTD



## **New contracts**

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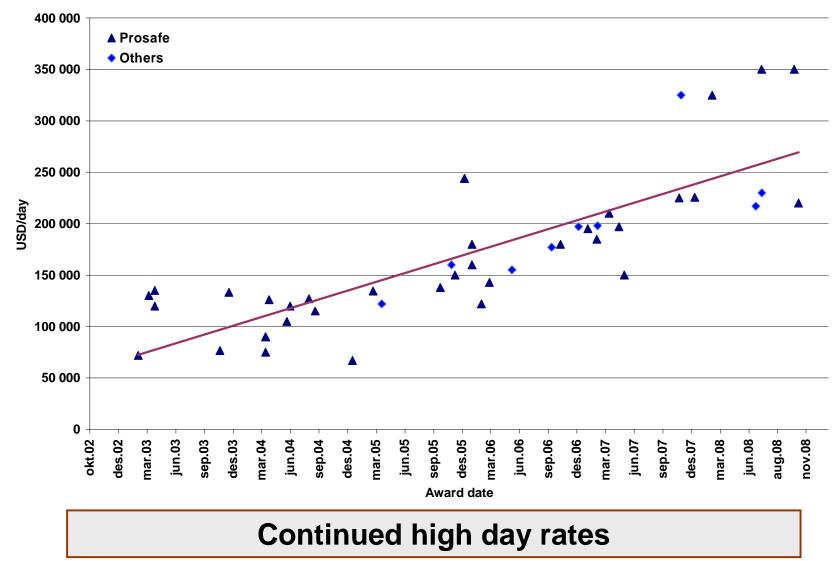
- 26-day contract for Safe Scandinavia in the NCS
  - Day rate: USD 350 000
- Two-year contract + one-year option for Safe Esbjerg in Denmark
  - Day rate: Euro 63 000
- 3-month contract extension for Safe Caledonia in the UKCS
  - Day rate: USD 220 000



Safe Caledonia

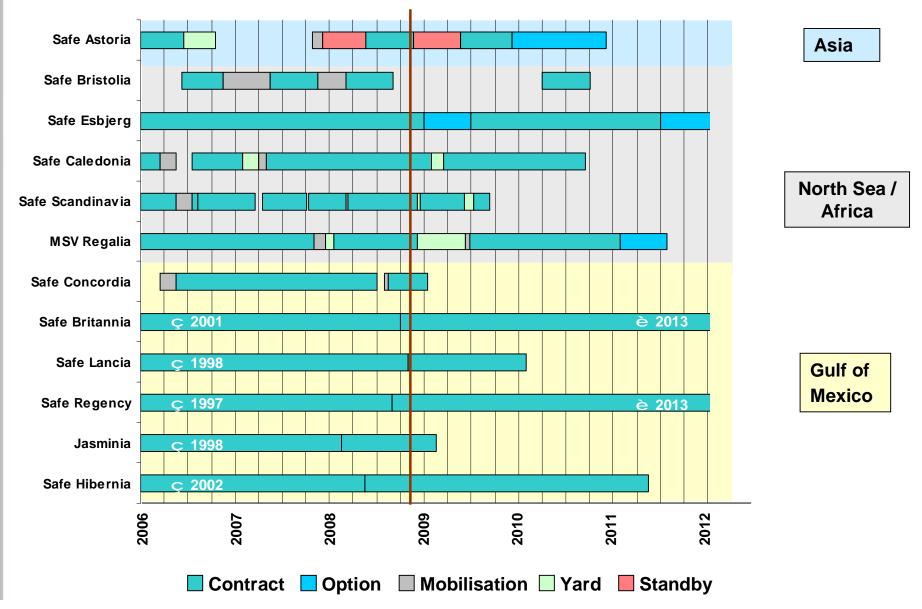


## Day rates for rigs with North Sea capabilities





<sup>23</sup>Contract status





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## **Refurbishment and life extension projects**

- Two main refurbishments planned:
  - MSV Regalia from Dec.
     2008 May 2009
  - Safe Caledonia in 2011/2012
- Refurbishments ensure
   20 year extended life in
   the North Sea



**MSV** Regalia



## The rest of the fleet



Safe Astoria



Safe Bristolia



Safe Esbjerg



Safe Concordia



Safe Britannia



Safe Scandinavia



Jasmina



Safe Hibernia



Safe Regency

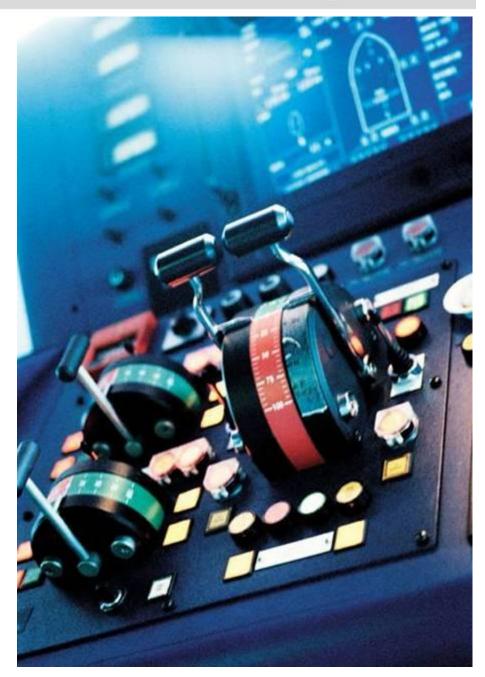


Safe Lancia



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# Oilfield lifecycle – where we fit in Seismic E&D drilling Pre-eng./ concept studies Fabrication/ Operations & Demissioning

- Installation and commissioning of new installations
- Upgrade of fixed and floating installations
- Tie-in of satellite fields to existing installations
- Maintenance and repair
- Decommissioning/abandonment
- Disaster recovery



## **Demand is strong**

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- Repair and maintenance market remains strong, especially in the North Sea and GoM
- Recent high exploration drilling activity is expected to result in higher demand for offshore support services going forward
- Indications that already sanctioned projects will be carried through

Positioned to benefit from strong market outlook

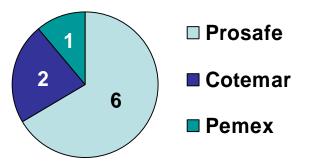




# **Competitor situation**

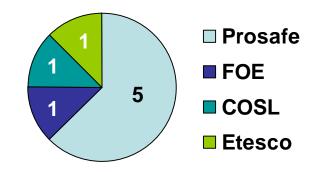
#### Dynamically positioned semi rigs

- Advanced units with high operational versatility:
  - All water depths
  - Any seabed infrastructure
  - Against fixed installations and most floaters like FPSOs, Semis and Spars



#### Anchored semi rigs

- Primary strengths:
  - Shallow to medium waterdepths
  - Fixed installations
  - Some floaters, e.g. TLPs



High quality fleet with versatile applications



## **Potential newcomers**

#### **Semi-submersibles**



## Mono-hulls







- Expected new entrants in the form of both mono-hulls and semi-submersibles
- Deliveries 2009 –
   2011
- Uncertain funding situation and construction cost

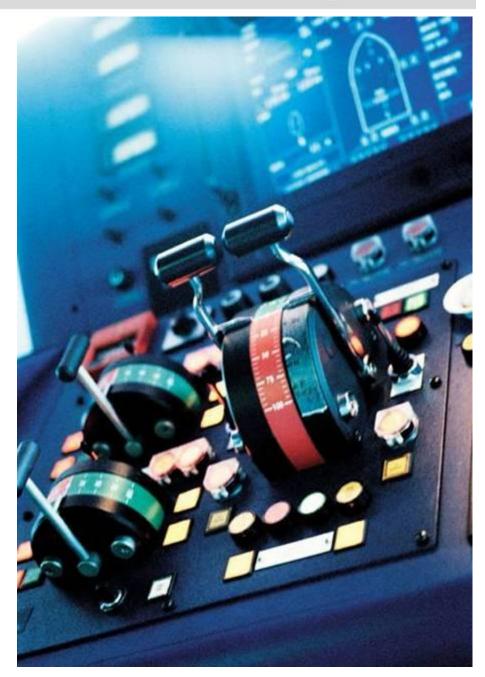


### **Prosafe - dominant in harsh environments** Semis Harsh / semi-harsh<sup>2</sup> Semis and jack-ups environmen Mostly semis Mostly barges **Potential** new mono-hulls Semis and barges Deepwater regions **Mostly semis** Semis Prosafe core areas Possible areas for semis **Deepwater regions** Prosafe rigs as per November 2008 **Mostly barges**



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# Strategy going forward

- Maintain high rig utilisation and secure good contracts for available vessels
- Increase profitability from current fleet
- Manage financial position to facilitate industrial consolidation and capital return to shareholders



Safe Scandinavia

Maintain high rig utilisation and increase profitability



# Summary

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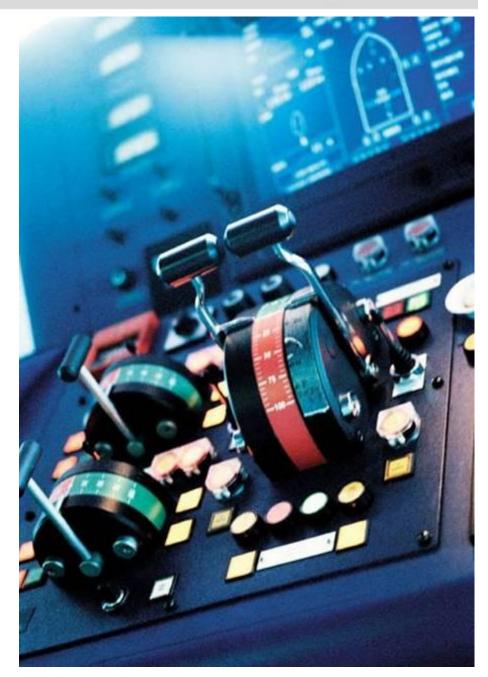
- Good market outlook
- Leading market position
- Unique, versatile rig fleet
- Solid track record
- Robust financial position
- Solid earnings visibility



Solid track record and robust financial position ensure further profitable growth



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Harsh environment, NCS

**MSV** Regalia

NMD3

160/380

3,250 m<sup>2</sup>

1,000 – 2,000 t



Geographical area Mooring system Station keeping No of beds Deck area Payload

#### **Current contract**

Client Field Water depth Type of installation Aker Kværner MCP-01, North Sea 94m Concrete platform



Safe Scandinavia Harsh environment, NCS 12 point chain winches Moored 583 400 m<sup>2</sup> 1,000 t



Safe Caledonia Harsh environment 10 point wire winches DP2 / TAMS 516 900 m<sup>2</sup> 700 t

StatoilHydroTotalSleipner B, North SeaDunbar Elgin/Franklin, NS110m93mUnmanned wellhead platformJack-up







#### **Current contract**

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Client Field Water depth Type of installation Safe Astoria Moderately harsh env. 8 point wire winches Moored 245 620 m<sup>2</sup> 1,800 t

Samsung

40-50m

Sakhalin, Russia

Jacket structure platform

Safe Bristolia Moderately harsh env. 8 point wire winches Moored 612 400 m<sup>2</sup> 1,800 t

Safe Esbjerg Harsh environment 4 point wire winches Jack-up 139 750 m<sup>2</sup> variable, max 725 t

Maintenance at Firth of Forth yard

Maersk Gorm, Denmark 40-50m Jacket structure platform







Name Geographical area Mooring system Station keeping No of beds Deck area Payload Safe Britannia Harsh env. 9 point wire winches DP2 / TAMS 812 1,300 m<sup>2</sup> 1,245 t (620 DP mode)

#### **Current contract**

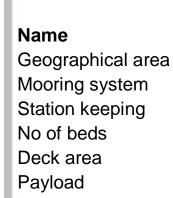
Client Field Water depth Type of installation Ocean Oil Cantarell, GoM 40-50m Jacket structure platform Safe Lancia Moderately harsh env. 8 point chain winches DP2 600 1,100 m<sup>2</sup> 626 t

Safe Hibernia Harsh environment 12 point wire winches Moored 500 750 m<sup>2</sup> 1,000 t

Ocean Oil Cantarell, GoM 40-50m Jacket structure platform Ocean Oil Cantarell, GoM 40-50m Jacket structure platform







#### Safe Regency Harsh environment 8 point wire winches DP1 771 800 m<sup>2</sup> 550 t

Safe Concordia Benign environment 4 point wire winches DP2 390 1,300 m<sup>2</sup> 1,400 t

Chevron Tahiti, US Gulf Deep water SPAR

Ocean Oil Cantarell, GoM 40-50m Jacket structure platform



Jasminia Benign environment 8 point wire winches Moored 535 690 m<sup>2</sup> 640 t

**Current contract** 

Client Field Water depth Type of installation

Ocean Oil Cantarell, GoM 40-50m Jacket structure platform



## **Financial calendar and IR contacts**

## **Financial calendar**

#### 12 Feb 2009

Publication, presentation and web cast of Q4 2008 result

## **IR contacts**

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