



10 January 2018



SEB - Nordic Seminar 2018

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# Agenda

- Introduction
- Plan the work Work the plan
- Status and outlook
- Summary





#### Who we are

- World's most diversified fleet of 8 semi-submersible accommodation-, service- and safety vessels and one TSV vessel. Three new builds at Cosco and one monohull under management.
- Mid to late cyclical, typically exposed to brownfield MMO type work as well as hook-up & commissioning and decommissioning
- Book value of total assets is ca. USD 1.7 billion / ca. 500 employees
- Headquartered in Cyprus offices in Brazil, UK, Norway and Singapore
- Working the plan to be the world leader within offshore accommodation





# Our global fleet

#### High End







**Mid Water** 









Caledonia ('82/'12)







Concordia ('05/'15)



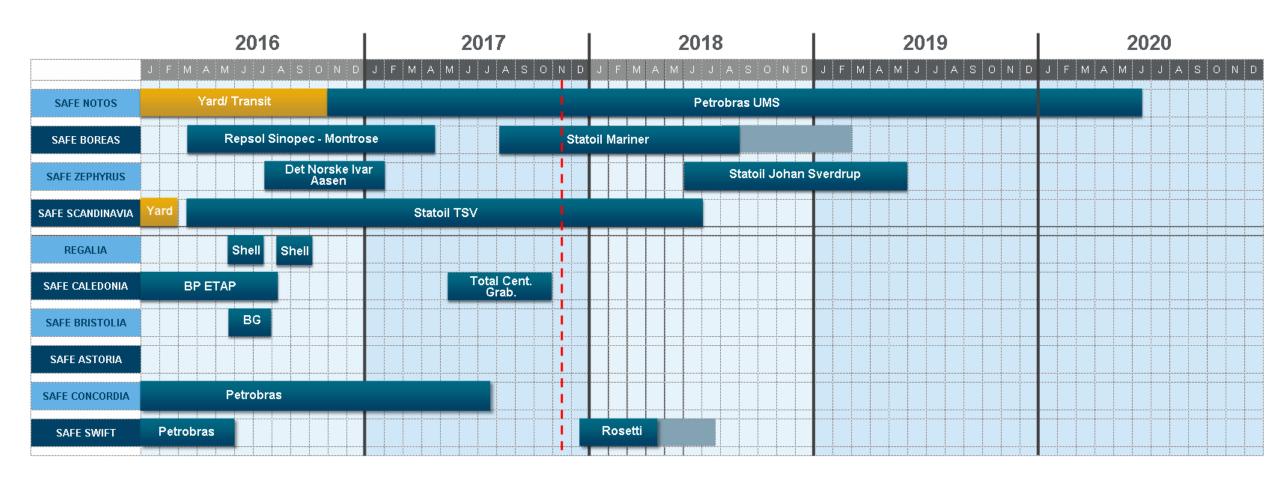
#### **RoW | Marketed**

**Drilling Support** 



## Contract portfolio

Firm order book at end Q3 2017 of approx. MUSD 375





# Agenda

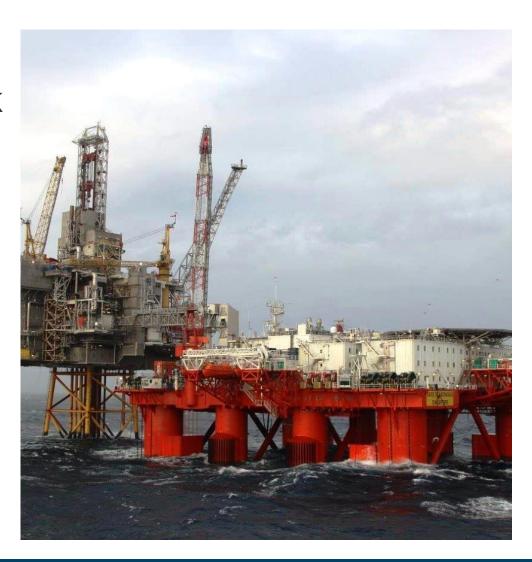
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## TSV Safe Scandinavia – Westcon dispute

- Court proceedings commenced 22 August 2017
- The yard's budget for the work matured to approx. NOK
   1.07 billion after several revisions
- Total cost claimed by yard approx. NOK 2.4 billion
  - Prosafe has already paid approx. NOK 2.1 billion
  - Yard has claimed additional approx. NOK 300 million\*
- Prosafe has claimed:
  - Re-payments of approx. NOK 300 million\*
  - And compensation for losses in connection with delayed start-up of contract
- Ruling expected by early March 2018

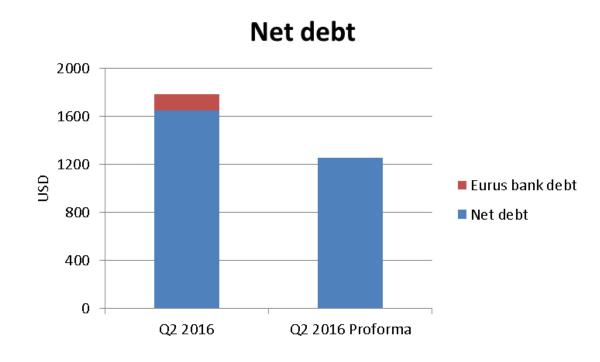




<sup>\*</sup> excl. interest and legal cost

## A billion dollar runway secured through 2020

- Improved cash flow in the period 2017-2020 of more than USD 1 billion from
  - Reduction of debt/new build investment USD 530 million
    - USD 290 mill bonds converted
    - USD 105 mill in equity proceeds
    - USD 135 mill in reduced Eurus commitment
  - Reduction of amortisation of USD 470 million
  - Interest saving from swap restructuring of approx. USD 23m





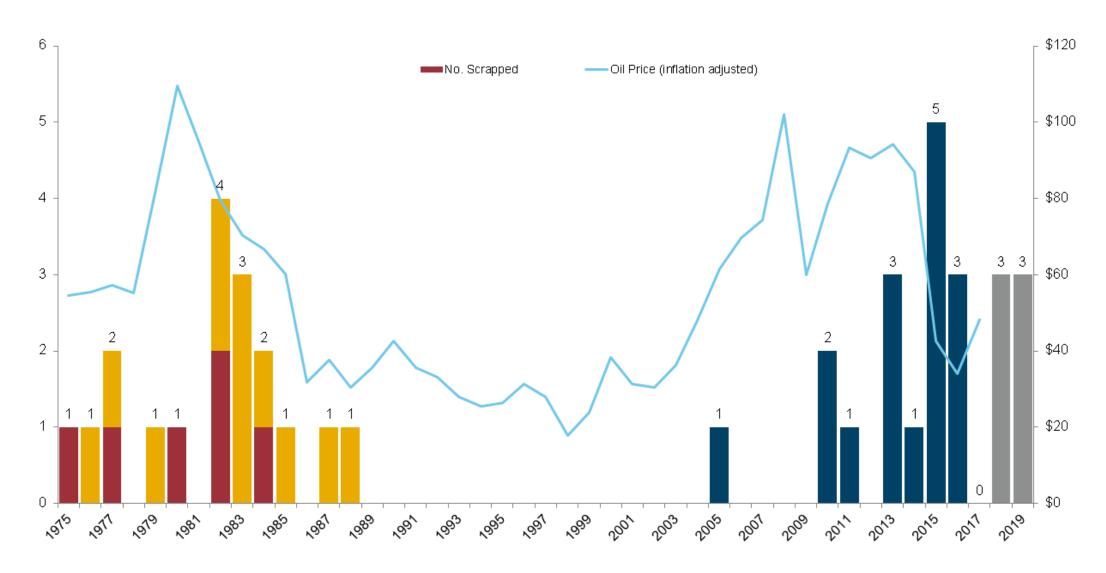
# Significant reductions in cost and capex

	2011-2015 annual average levels	Initial target levels (2016)	Current run rate
Onshore operating cost	USD 40m	USD 28-30m (-25-30%)	USD 22m (-45%)
Annual fleet capex <sup>1)</sup> 1) Excluding new-builds and conversion	USD 60m	USD 20-30m	USD 10-15m
Headcount reduction (in %)		35-40% onshore	Ca. 50% onshore

Opex (CPD k/d)* (figures in USD)	NCS/UK	NCS (TSV)	UKCS	Brazil
* Excl. fuel cost, any additional crew and project related costs	DP	Moored	Moored	DP
2014	75-80/60-65	100-105	50-55	60-65
2017e	60-65/40-45	85-90	30-35	40-45
% reduction	19%/32%	15%	38%	32%



# Contributing to fleet renewal and high-grading





# Proactive in restructuring of the industry



#### **Creation:**

Merger between Procon Offshore and Safe Offshore



#### Growth and consolidation:

- 1. Acq. of Discoverer ASA
- 2. Acq. of Safe Scandinavia
- 3. Acq. of Regalia
- 4. Acq. of Polyconcord/SH
- 5. Acq. of Consafe Offsh.



## Fleet renewal and rightsizing:

- 1. Renewal
- 2. Conversion to TSV
- 3. Scrapping



#### **Engaging in M&A:**

1. Acq. of Nova/Vega



## «Next phase restructuring»

- 1.Consolidation
- 2. More scrapping

1997 1998-2006 2011-2016 2016 2017+



# Agenda

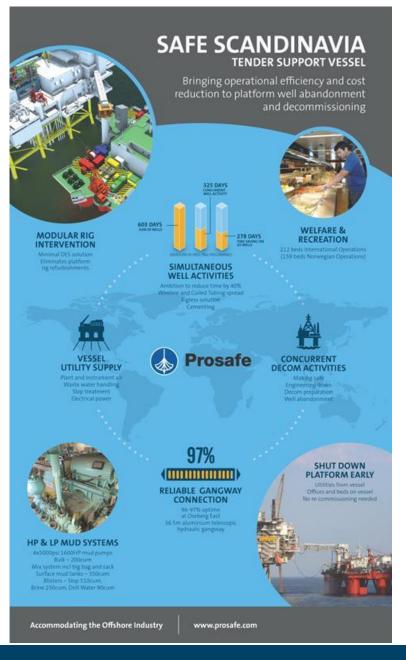
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# TSV Safe Scandinavia – Positioning beyond 2018

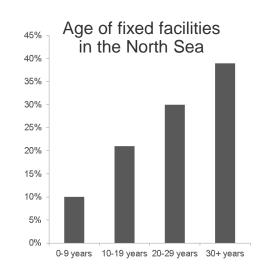
- In dialogue with blue chip companies to collaborate within Plug and Abandonment (P&A) and decommissioning:
  - Permanent P&A
  - Ambition to reduce the total project time for P&A,
     "Making safe" / Decommissioning preparation by
     up to 30-50% with activities undertaken in parallel
  - Well intervention
  - "Making Safe" / other Decommissioning preparation activities concurrently with well abandonment
- Marketing started North Sea focus

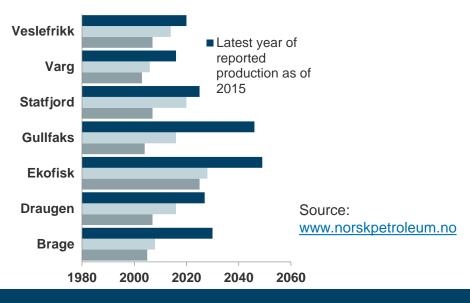




# North Sea: Prospects developing from 2019 onwards

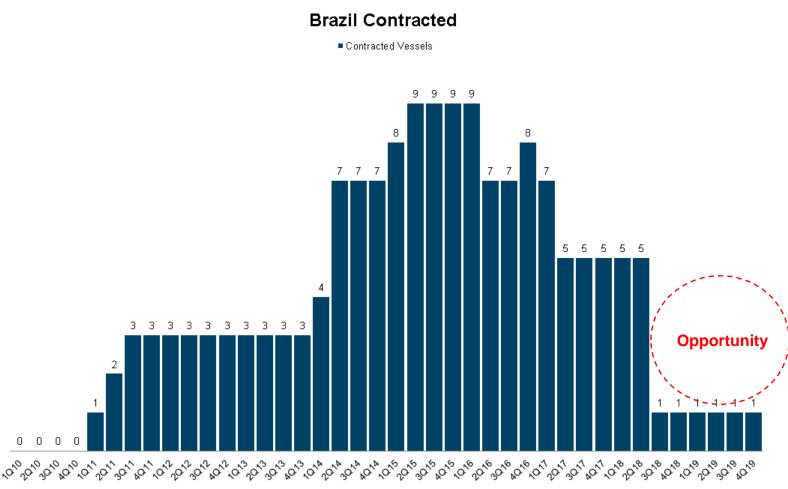
- Currently low tendering activity due to low and deferred operator spending
- Longer term, expect increased tendering and contracts related to support accumulating maintenance backlog and modification work at ageing infrastructure in the North Sea
- Prospects developing, although trending towards 2019 onwards







# Brazil: Anticipate tender activity for long term



GTD: General Technical Description (minimum technical requirements)
Source: Prosafe

- Petrobras technical specifications ('GTD') have evolved substantially since 2010 – some of the highest requirements of any operator
- 9 vessels of 8 owners operating in 2015
- Presently 5 vessels contracted, reducing to 1 vessel by mid-2018
- Anticipated tender activity to address vessel shortage



## Mexico expected to return to a strong market longer term

- Mexico remains a major oil producer
- At the peak of the flotel market, around 9000 POB were in Mexico (2015)
- In 2017, the total capacity in Mexico is around 4000 POB
- Ageing infrastructure will mean an ongoing demand for maintenance
- Currently only 5 vessels active
- Pemex expected to demand better, high-end vessels
- Longer term also demand from other E&P companies now positioning in Mexico in connection with 'farm out' projects

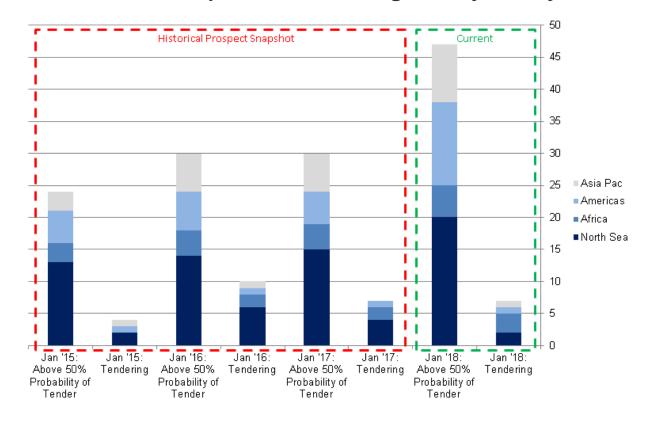




# Prospects and tendering – Prosafe business intel

- Seven tenders ongoing for 2018
   through 2020 two in the North Sea
- The prospect list with a three-year look-out remains at a relatively high level
- 24 prospects with high probability of going to tender

#### **Tenders and Prospects - outlook is generally three years**



P90, P50 and P10 are prospects probability of moving to a tender.

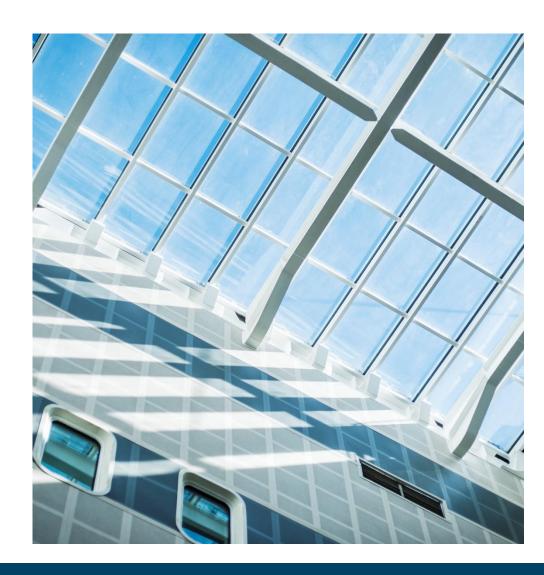
Source: Prosafe



# EBITDA and capex guidance

Guidance				
2017 EBITDA	Ca. MUSD 120			
Average capex per year	Ca. MUSD 10-15 1)			

 Incl. SPS for the Safe Caledonia and OTG 13/14 works on Boreas in 2017 and without any new build deliveries



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# Prosafe: well positioned in global niche

- Prosafe is a leading company in a global niche
- Prosafe is the only listed, pure play offshore accommodation company in the world
- Prosafe is restructured and streamlined
- Market indicators: oil price up, break-even levels down, oil industry cash positive



 Prosafe as a mid to late cyclical company will benefit from several demand drivers across the value chain in a recovering market