



# 1H 2005 Financial Results August 1, 2005

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# **Scope of Briefing**



### Part I

Financial Review

#### Part II

- Operations Review & Outlook
- Strategy for Sustainable Growth
- Outlook for 2005

### Part III

Rig Operations

### **Part IV**

Q & A

### **Financial Review**





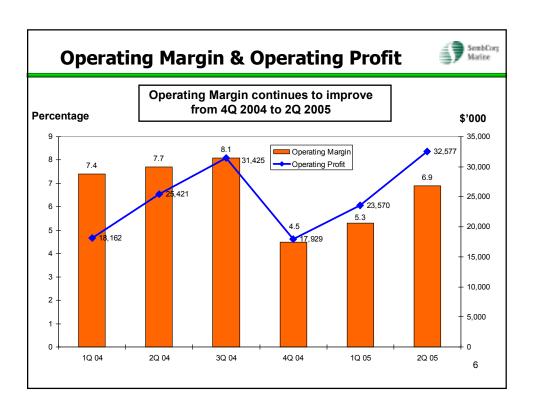
### **1H 2005 Performance Highlights**

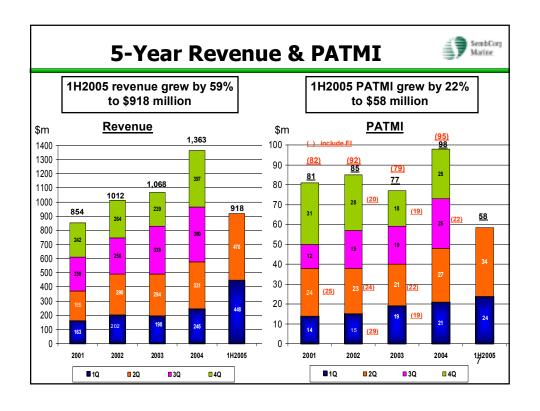


### Stronger Growth in 2Q 2005

- Revenue increased by 59% to a record high at \$918.1million
- Operating profit increased 29% to \$56.1million
- PBT increased 38% to \$75.1million
- PATMI increased 22% to \$58.4 million
- PATMI (exclude tax writeback) increased 34% to \$58.4 million
- EPS at 4.08 cents (1H 2004 : 3.38 cents) : up 21%
- Operating cashflow\*at \$73.4 million (1H 2004 : \$58.4m) :up 26%
- Total dividend for 1H 2005 : 2.5 cents per share : up 67% 1H 2004 Interim & Special Dividend total at 1.5 cents
  - \* before reinvestment in working capital

Earnings & EPS Semble							
PATMI growth at 28% to \$34.6 million in 2Q 2005 & YTD growth at 22% to \$58.4 million							
Year Description	2Q 2005	2Q 2004	% Δ	YTD 2005	YTD 2004	% <b>Δ</b>	
Revenue (\$'m)	470.4	330.8	42.2	918.1	575.8	59.4	
EBITDA	41.1	34.3	19.8	72.9	61.6	18.3	
Operating Profit (\$'m)	32.6	25.4	28.1	56.1	43.6	28.8	
Pre-tax Profit	44.6	31.8	40.2	75.1	54.5	37.7	
PATMI	34.6	27.0	28.3	58.4	48.0	21.6	
PATMI (exclude tax writeback)	34.6	27.0	28.3	58.4	43.7	33.6	
Operating Margin (%)	6.9	7.7	(10.4)	6.1	7.6	(19.7)	
EPS (cents)	2.40	1.90	26.3	4.08	3.38	20.7	





# **Capital and ROE**



- ROE improved to almost 12%
- Net Cash at \$607 million

Year Description	1H 2005	1H 2004	% change
Shareholders' Funds	1,032	937	10.1
Capital Employed	1,074	962	11.6
Net Cash	607	160	279.4
ROE (%) (annualised)	11.7	10.3	13.6
Net Asset Value (cents)	71.6	65.9	8.6

# **Free Cashflow**



Net Cash as at 1H 2005 at \$607 million after record dividend payment

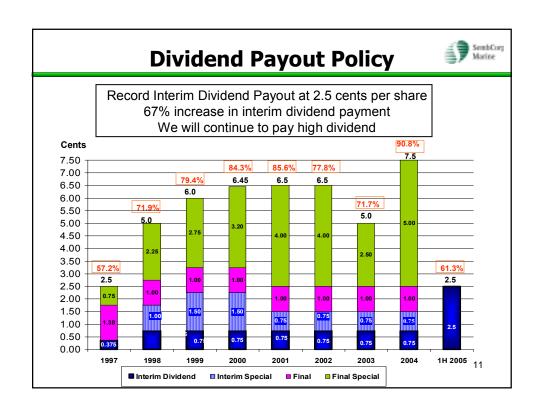
Year Description	1H 2005	1H 2004	% change
Cashflow from operation before reinvestment in working capital	73	58	25.7
Net cash provided by/(used in) operating activities	290	( 19)	n.m.
Net cash provided by/(used in) investing activities	(101)	9	n.m
Dividends paid to shareholders	(69)	(40)	72.5
Net increase in cash & cash equivalent	137	12	1022.3

# Capex

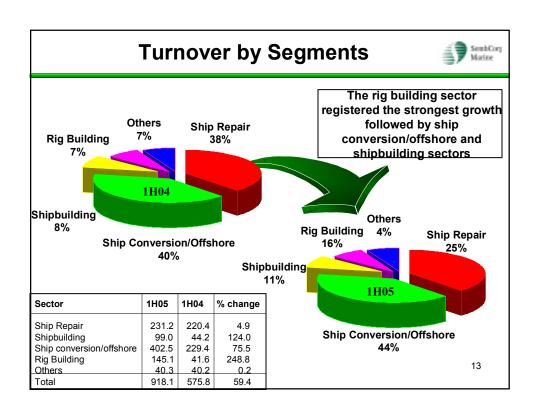


Our 30% investment in Cosco Shipyard Group takes effect in 2005  $\,$ 

Year(\$m) Description	2005 Forecast	2004 Actual	
Rig	100	58	
Buildings	2	4	
Plants, Machinery & Cranes			
& Workshop Equipment	40	27	
	142	89	
Other Investment			
Cosco Corporation (S) Ltd	_	14	
Cosco Shipyard Group	48	_	
Others	8	2	
	56	16	
Total	198	105	







# Turnover by Segments (2Q2005 vs 2Q2004 & YTD2005 vs YTD2004)



Increase in rig building & ship conversion/offshore contributions in 2Q 2005

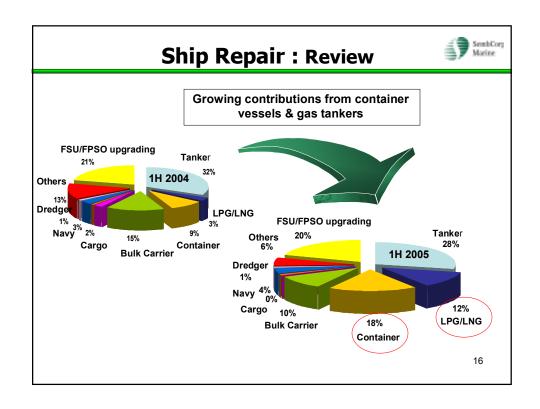
Sector \$m	2Q 2005	2Q 2004	% Change	YTD 2005	YTD 2004	% Change
Ship Repair	135.1	124.5	8.5	231.2	220.4	4.9
Shipbuilding	47.6	42.1	13.1	99.0	44.2	124.0
Ship Conversion Offshore	179.4	124.4	44.2	402.5	229.4	75.5
Rig Building	97.2	18.7	419.8	145.1	41.6	248.8
Others	11.1	21.1	(47.4)	40.3	40.2	0.2
Total	470.4	330.8	42.2	918.1	575.8	59.4 14

# **Ship Repair: Review**



- Ship Repair remains strong
- 2H 2005 is expected to be strong

Year Description	2Q 05	2Q 04	% change	YTD2005	YTD2004	% change
Revenue contributions	135.1	124.5	8.5	231.2	220.4	4.9
No. of vessels	89	86	3.5	169	172	(1.7)
Average value per vessel (\$m)	1.52	1.45	4.8	1.37	1.28	7.0



# **Shipbuilding:** Review



Increasing shipbuilding contributions with more vessels in work-in-progress stage

Year Description	2Q 05	2Q 04	% change	YTD 2005	YTD 2004	% change
No. of vessels delivered	-	-	-	2*	1	100
No. of vessels (WIP)	8	6	33.3	8	6	33.3
In planning & engineering stage	2	-	na	2	-	na
Percentage completion (\$m)	47.6	42.1	13.1	99.0	44.2	124.0

WIP – work in progress
\* - Fast Boat/tugs

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# **Shipbuilding: Review**



Increasing trend in shipbuilding activities from 2H 2005 & 2006

Project Name/Type	Customer	Delivery schedule
<ul><li>Completed</li><li>2 units 3,200 hp tugs</li></ul>	Pacific Workboats	1Q 2005
Work-In-Progress Stage • 2 units 2,600 TEU container	Wan Hai Lines	3Q & 4Q 2005
• 2 units 2,600 TEU container	Wan Hai Lines	1Q 2006 & 3Q 2006
2 units 4,950 dwt tanker	Kuwait Oil Tanker	2Q 2006
• 2 units 2,600 TEU container Engineering Stage	Reederei F Laeisz	1Q & 3Q 2006
2 units 2,600 TEU container	Wan Hai Lines	2Q & 3Q 2007 <sub>18</sub>

# Ship Conversion & Offshore: Review 🗊 Series Conversion



Stronger conversion/offshore due to major progressive completion of P-50 FPSO conversion and P-54 **Marine conversion** 

Year Description	2Q 05	2Q 04	% change	YTD 2005	YTD 2004	% change
No. of vessels completed	-	1	-	1	1	-
No. of vessels (WIP)	5	5	-	5	5	-
In planning & engineering stage	4	1	300	4	1	300
Percentage completion (\$m)	179.4	124.4	44.2	402.5	229.4	75.5

WIP - work in progress

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# **Ship Conversion & Offshore:** Review



### Several conversion projects in advance stage by year end

Project Name	Туре	Customer	Delivery schedule
Completed  • Modec Venture	FPSO conversion	Modec	1Q 2005
Work-In-Progress • Erha	FPSO Topsides	ExonMobil	4Q 2005
• P-50 • P-54	Installation & comm Topsides Integration Marine Conversion	Petrobras BV Petrobras BV	3Q 2005 1Q 2006
• P-54	Topsides Fabrication & Compressor modules	Petrobras BV	3Q 2006
• P-54	Topsides Integration & Commissioning	Petrobras BV	3Q 2007

# **Ship Conversion & Offshore:** Review



### 2 new (1 FPSO & 1 FSO) conversion projects recently secured

Project Name	Туре	Customer	Delivery schedule
Planning & Engine	eering Stage		
Sapura Crest	Heavy Lift Pipelay vessel	SapuraCrest	4Q 2006
ConocoPhillips	Fabrication & Integration of Topsides Production	ConocoPhillips	2Q 2008
New Projects			
• -	FPSO conversion	-	3Q 2006
• -	FSO conversion	-	3Q 2006

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# Rig Building: Review



### Rig Building still in early stages of production

Year Description	2Q 05	2Q 04	% change	YTD 2005	YTD 2004	% change
No. of Rigs delivered	1	1(1)	ı	2	1(1)	100
No. of Rigs (WIP)	3	2	50	3	2	50
No. in planning & Engineering stage	8	-	n.m.	8	-	n.m.
Percentage completion (\$m)	97.2	18.7	419.8	145.1	41.6	248.8

WIP – work in progress ( ) PPL Shipyard

# Rig Building: Review



Successful completion & delivery of 2 units of semi-submersibles in 1Q 2005

### Completed in 1Q 2005

Development Driller I	Semi-submersible	GlobalSantaFe
Development Driller II	Semi-submersible	GlobalSantaFe

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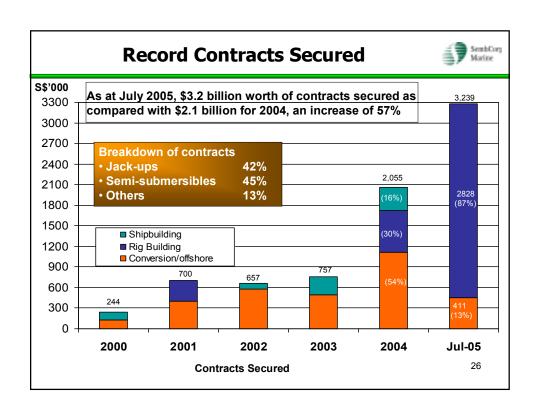
# Rig Building: Review

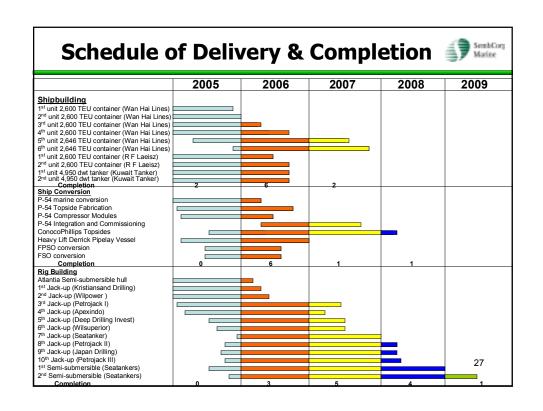


Rig building activities expected to increase from 2H 2005 onwards

Project Name/Type		Customer	Delivery schedule	
Work-In-Progress Stage				
•	Atlantia semi-sub hull	Atlantia Offshore	1Q 2006	
•	1st unit Jack-up	Kristiansand Drilling	1Q 2006	
•	2 <sup>nd</sup> unit Jack-up	WilPower	2Q 2006	
Planning & Engineering Stage				
•	3rd unit Jack-up	Petrojack I	2Q 2007	
•	4 <sup>th</sup> unit Jack-up	Apexindo	1Q 2007	
•	5 <sup>th</sup> unit Jack-up	Deep Drilling Invest	2Q 2007	
•	6th unit Jack-up	WilSuperior	2Q 2007	
•	7 <sup>th</sup> unit Jack-up	Seatanker Management	4Q 2007	
•	8 <sup>th</sup> unit Jack-up	Petrojack II	1Q 2008	
•	9th unit Jack-up	Japan Drilling	1Q 2008	
•	10th unit Jack-up	Petrojack III	4Q 2008	
•	1st unit Semi-sub	Seatankers	4Q 2008 24	
•	2 <sup>nd</sup> unit Semi-sub	Seatankers	2Q 2009	

Month	Value (S\$m)	Details
January	\$ 217	1 unit Baker Marine Pacific Class 375 Jack-up rig for Apexindo
February	\$ 161	Fabrication & integration of topsides production modules for newbuild FPSO for ConocoPhillips China
	\$ 123	Design & construction of a Self-Propelled DP2 Heavy Lift
		Pipelay vessel for SapuraCrest Petroleum Berhad
	\$ 82	Fabrication of a deep draft semi-submersible hull for Atlantia Offshore
	\$ 194	1 unit Baker Marine Pacific Class 375 Jack-up rig for
		Deep Drilling Invest
March	\$ 196	1 unit Baker Marine Pacific Class 375 Jack-up rig for
		Wisuperior, a subsidiary of Awilco Offshore ASA
April	\$ 212	1 unit Baker Marine Pacific Class 375 Jack-up rig for Seatankers
	\$ 209	1 unit Baker Marine Pacific Class 375 Jack-up rig for Petrojack
	\$ 215	1 unit Baker Marine Pacific Class 375 Jack-up rig for Japan Drilling
June	\$1,287	2 units of Friede &Goldman ExD designed semi-submersible
		rigs for Seatankers
	\$ 216	1 unit Baker Marine Pacific Class 375 Jack-up rig for Petrojack
July	\$ 127	1 unit FPSO & 1 unit FSO conversions
Total	\$3,239	25





#### SembCorp Marine Total Order Book (exclude ship repair) Order Book remains strong at record high at S\$5 billion S\$m **Contract Value carried** Taken **Balance** Percentage forward from 1Q 2005 2Q 2005 of Total plus new contracts **Order Book Sector** secured as at to-date **Shipbuilding** 436 48 388 8% **Ship Conversion &** 1,443 180 1,263 25% Offshore Rig Building 3,350 67% 3,447 97 Total 100% 5,326 325 5,001 28

# **Ship Repair: Outlook**



- Ship Repair expected to be strong
  - strong demand
  - market still competitive
  - ability to deliver on schedule important
  - owners are more willing to spend in dockings

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# **Shipbuilding:** Outlook



- Shipbuilding supported by strong demand
- Continual demand for niche market in feeder container vessels & offshore supply vessels

### **Ship Conversion & Offshore : Outlook**



### Oil demand continues to grow

- IEA expects global oil demand to increase 3.4% from 2003 to 2004
   & continued growth expected in 2005
- strong economic growth from China & India

### Oil and gas prices remain high

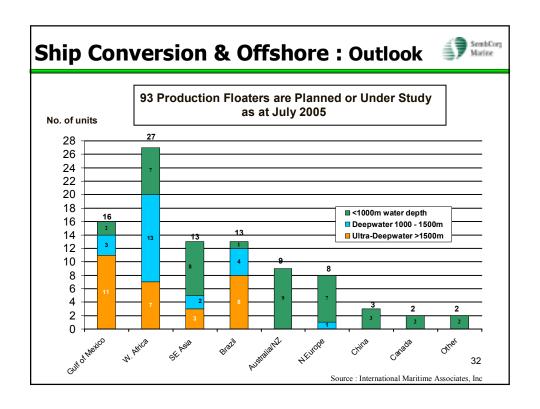
- oil spot prices have soared to above US\$50/barrel
- natural gas prices have also been strong

### E & P Activity reacting to high oil & gas prices

- worldwide exploration & production spending will continue to rise in 2005
- spending expected to climb 5.7% (US\$167.3 billion in 2004 to US\$176.8 billion in 2005)\*

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\* industry survey by Lehman Brothers



### **Rig Building: Outlook**



### High utilisation levels

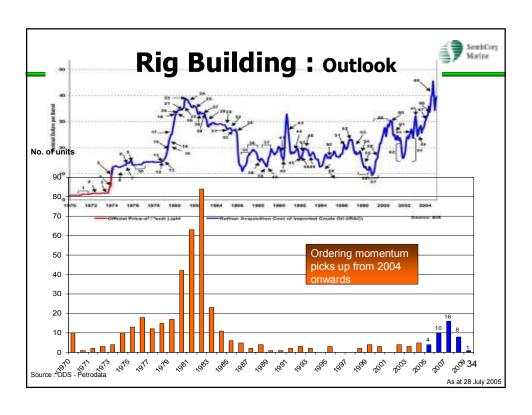
- worldwide utilisation levels expected to increase further
- operators increasingly commit to long-term charters to ensure rig access

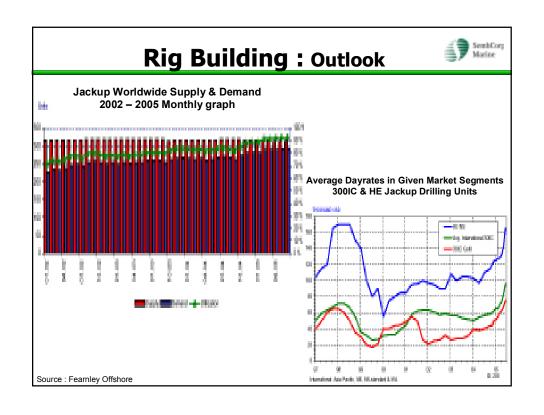
### Growing demand for high-specification rigs

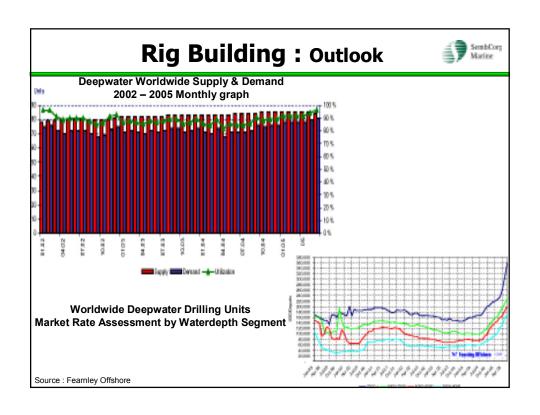
- operators prepared to commit ahead of time in anticipation of their drilling programs

### Demand for floaters continues to grow

- both standard and deepwater sectors are tightening worldwide
- dayrates increasing across the board







# **Strategy for Sustainable Growth**



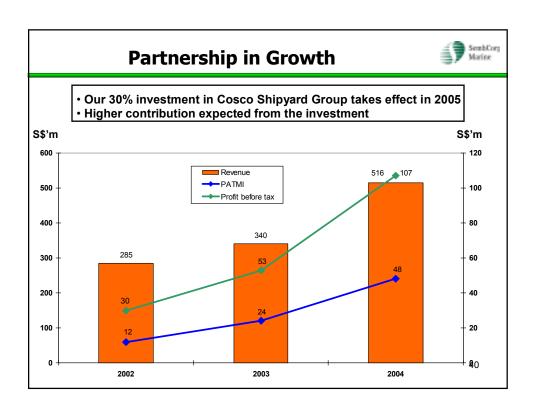


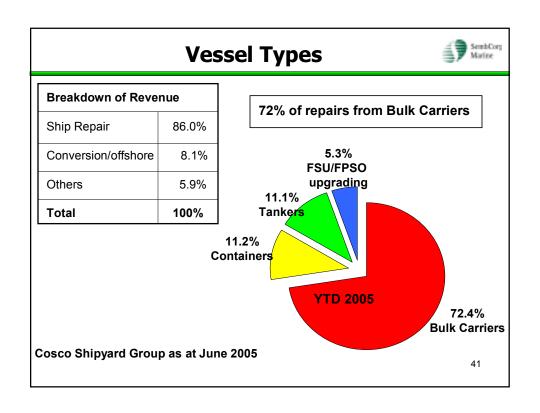
# **Strategy for Sustainable Growth**

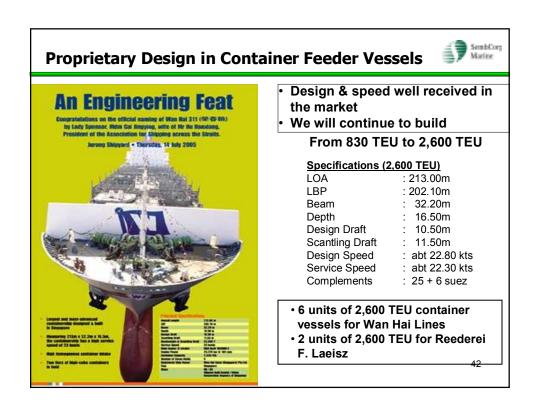


- Leveraging on Complementary Overseas Facilities
  - Singapore and Brazil
  - Singapore and China
- Technology-based
  - proprietary designs for container vessels
  - proprietary designs for rigs
  - semi-submersibles track record
- Strategic Alliances with customers
  - facilities within the group









### Leveraging on Proprietary Design in Jack Up



#### Strong Demand for our high specifications Baker Marine Pacific 375 Class Rig



#### Rig Specifications - enhanced design

Design :Baker Marine Pacific class mobile offshore self-elevating

drilling unit

Operating water: shallow water/375 ft

Depth: 375 ft
Drill depth: 30,000 feet
Cantilever: 70 ft no skid off
Drawworks: 3,000 HP
Accommodation: 120 persons

- 57 Baker Marine rigs in operation worldwide
- 10 such units secured so far with more to come
- World's market share at 26% as at end July 2005

### Leveraging on track record in semi-submersibles

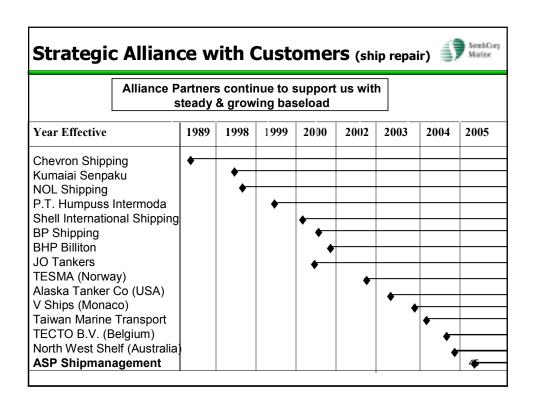




# Growing Demand for Deepwater Semi-submersible rigs

#### **Specifications**

- Friede& Goldman Ex-D-Designed 5<sup>th</sup> Generation Deepwater Semi-submersible Drilling Rig
- Capable of drilling as a dynamically positioned drilling rig in water depths up to 2286m for operations in moderate environment & conventionally moored in water depths up to 1524m
- Designed for operations in Gulf of Mexico, offshore Brazil & West Africa, etc
- 2 units of semi-submersibles secured at US\$780 million
- 2 (29% market share) out of 7 units ordered worldwide



# Contributions (ship repair)

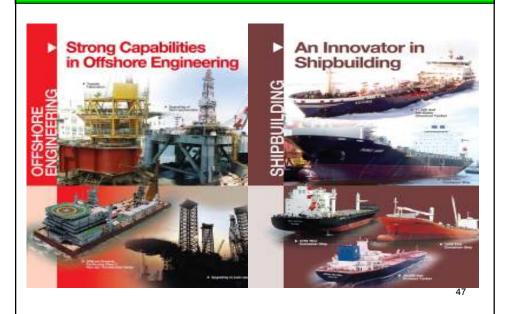


Emphasis on Quality, Safety & delivery on schedule

Туре	1H 2005	1H 2004
Alliance Partners	32%	30%
Regulars	53%	53%
Total	85%	83%

### **Outlook for FY 2005**





# **Outlook for 2005 (macro level)**



- Strong fundamentals in offshore conversion
- Strong demand for high specifications rigs and deepwater drilling units
- Ship repair demand expected to be strong in 2H 2005 amid competitive environment
- Good demand for niche shipbuilding

### **Financial Targets**



- Growth in shipbuilding, ship conversion/offshore
   4 rig building businesses estimated at 15%
   5 surpass estimates
- Increasing contributions from overseas yards (Brazil & China): about 15%
  - surpass estimates
- ROE target of 12% annualised at 11.7%

