

# BW Offshore

## Q3 2009 presentation

19 November 2009



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## Key recent events

- EBITDA of USD 47.7 million
- BW Pioneer conversion nearing completion
- Operational performance 100.0%
- Berge Okoloba Toru sold
- *Signed Letter of Intent for Papa Terra FPSO for Petrobras*
- *Signed contract for 2xSAL terminal systems for harsh environment*



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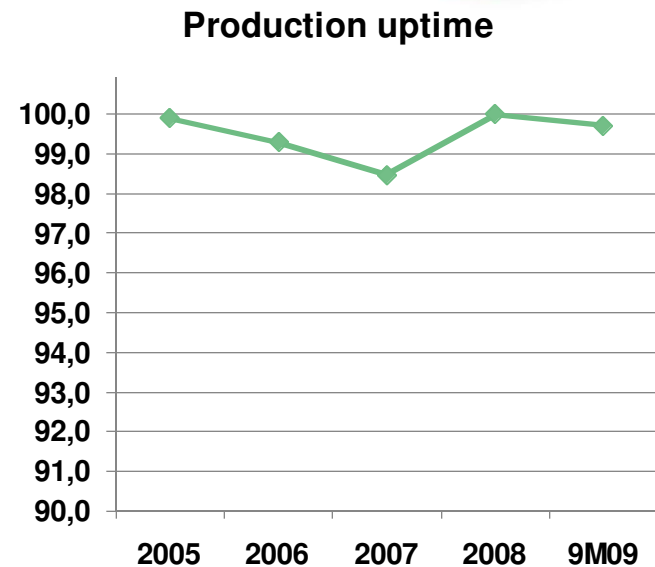
# FLOATING PRODUCTION



# Operations



- Excellent production uptime
  - Q3 2009: 100.0%
- BW Cidade de São Vicente
  - Successful performance through first six months in operation
- Preparations for operations in the US GOM according to plan
- BW Carmen completed charter for decommissioning project for Shell UK
- Berge Okoloba Toru sold





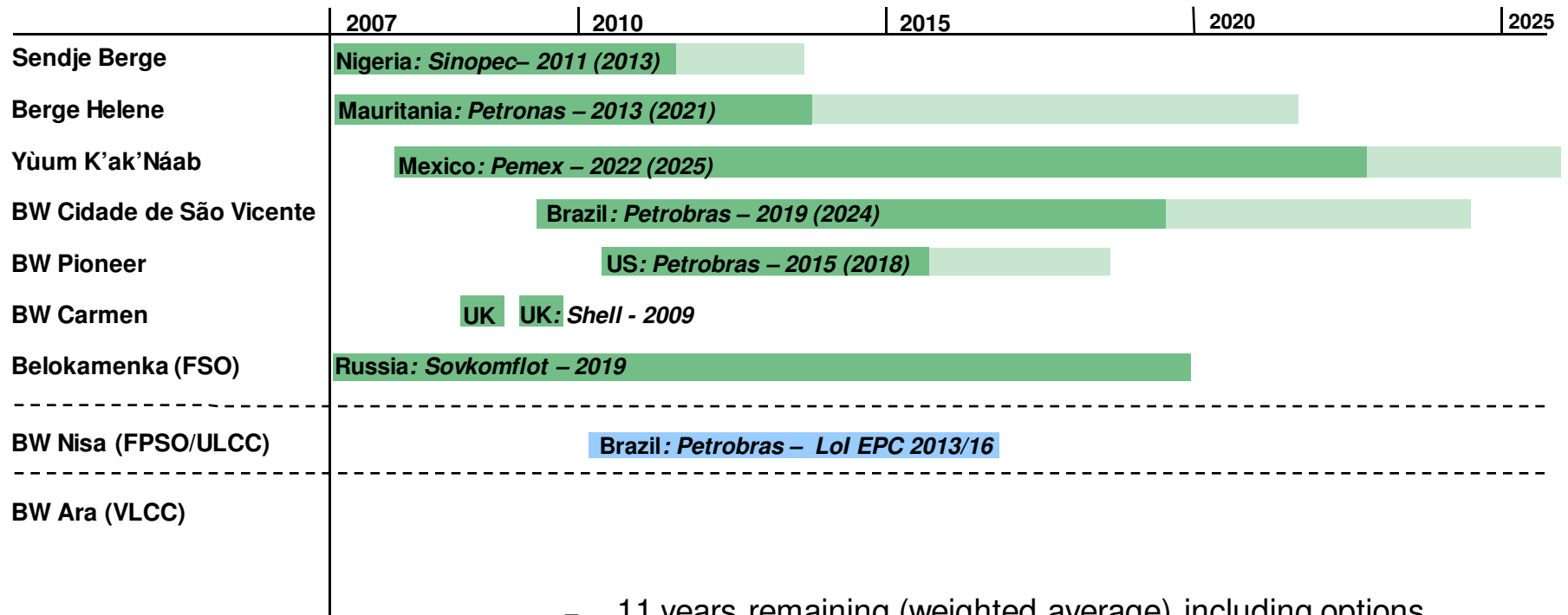
# BW Pioneer

- Conversion nearing completion in Singapore
  - 93% per 31 October 2009
- Preparations for operations in US GOM according to plan
  - Houston and Huma offices manned
  - Operations crew have moved into the vessel
- FPSO ready for operation in Q1 2010
  - Installation of buoy in US GoM completed





# Floating production – contracted cashflow



- 11 years remaining (weighted average) including options
- 8 years remaining excluding options

Fixed period
  Option period
  Turnkey/operation

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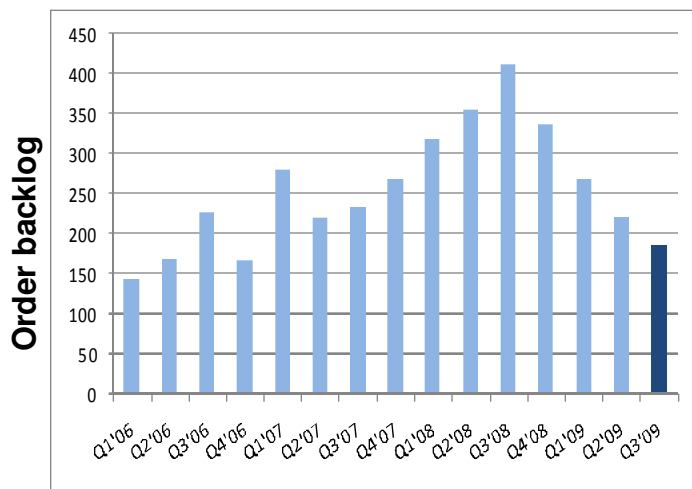
# TECHNOLOGY





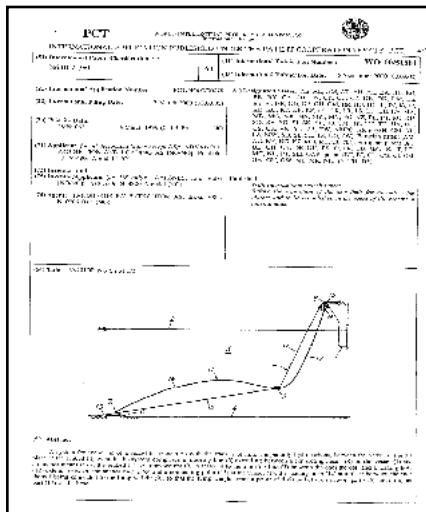
# APL status

- Final stage of several advanced technology contracts
  - Peregrino, Cascade & Chinook
- Capacity adjustment process completed
- Outlook is positive
  - Order inflow started to pick up
  - Several named prospects being worked



# APL technology

- SAL system has become the de facto standard for offshore oil loading terminals in harsh environment
  - 11 systems delivered since introduction in 1997
  - More than 400 million barrels exported through the systems



- Patented solution with international clients
  - Statoil, AmeradaHess, Conoco, PetroCanada, Murmansk Shipping, Tuscan Energy, Venture, PetroFac Energy, Dong

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# FINANCE





# Floating Production segment

- Stable financial and operational performance
  - Operating expenses are gradually being reduced
- Completed several pendent issues
  - Berge Okoloba Toru sold
  - Received full payments from Equator Energy
  - AMC dispute settled

<b>USD million</b>	<b>Q3 09</b>	<b>Q2 09</b>	<b>Q3 08</b>	<b>2008</b>
Operating revenue	65.2	52.4	48.2	190.9
Operating expenses	-26.2	-32.1	-38.9	-188.0
Share of profit (loss) of associates	2.3	2.0	-1.6	-45.3
Impairment charge of associates	0.0	0.0	0.0	-84.7
Gain on sale of shares	0.0	0.0	0.0	-127.0
<b>EBITDA</b>	<b>41.3</b>	<b>22.3</b>	<b>7.7</b>	<b>-0.1</b>
Gain on sale of vessel	-2.2	0.0	0.0	0.0
Depreciation, amortisation and write-downs	-13.7	-9.6	-6.0	-196.3
<b>EBIT</b>	<b>25.4</b>	<b>12.7</b>	<b>1.7</b>	<b>-196.3</b>

2008 figures include effects from impairment charges, provisions , transactions and share sale



# Technology segment

- Ongoing projects are progressing according to schedule
- Full provisions for capacity adjustments have been charged in Q3
- Lower short term activity level

<b>USD million</b>	<b>Q3 09</b>	<b>Q2 09</b>	<b>Q3 08</b>	<b>2008</b>
Operating revenue	68.6	77.2	102.5	395.9
Intercompany revenue	-17.2	-14.7	-35.9	-112.5
Revenue from external customers	51.4	62.5	66.6	283.4
Operating expenses	-62.4	-68.5	-92.8	-354.7
Intercompany expenses	17.4	15.5	35.9	108.8
Net operating expenses	-45.0	-53.0	-56.9	-245.9
Share of profit (loss) of associates	0.0	0.0	0.0	-0.4
Impairment charge of associates	0.0	0.0	-68.8	-81.3
<b>EBITDA</b>	<b>6.4</b>	<b>9.5</b>	<b>-59.1</b>	<b>-40.5</b>
Depreciation, amortisation and write-downs	-4.9	-4.9	-172.3	-189.1
<b>EBIT</b>	<b>1.5</b>	<b>4.6</b>	<b>-231.4</b>	<b>-229.6</b>

2008 figures include negative effects from transactions related to associates

# Income statement



<b>USD million</b>	<b>Q3 09</b>	<b>Q2 09</b>	<b>Q3 08</b>	<b>2008</b>
Operating revenue	116.6	114.9	114.8	474.3
Operating expenses	-71.2	-85.1	-95.8	-433.8
Share of profit from associates	2.3	2.0	-1.6	-45.7
Impairment charge of associates	0.0	0.0	-68.8	-166.0
Gain on sale of shares	0.0	0.0	0.0	127.0
<b>EBITDA</b>	<b>47.7</b>	<b>31.8</b>	<b>-51.4</b>	<b>-44.2</b>
Depreciation and amortisation	-18.6	-14.5	-11.2	-51.3
Impairment charge and write-offs	0.0	0.0	-167.2	-334.1
Gain on sale of assets	-2.2	0.0	0.1	0.1
<b>EBIT</b>	<b>26.9</b>	<b>17.3</b>	<b>-229.7</b>	<b>-429.5</b>
Net interest expense	-3.4	-4.0	-2.9	-33.6
Fx, fin instr and other fin items	-15.2	10.3	-18.8	-54.3
<b>Profit (loss) before tax</b>	<b>8.3</b>	<b>23.6</b>	<b>-251.4</b>	<b>-517.4</b>
Income tax expense	-1.8	-1.8	-4.1	-15.2
<b>Net profit (loss)</b>	<b>6.5</b>	<b>21.8</b>	<b>-255.5</b>	<b>-532.6</b>

<b>Reported EBITDA</b>	<b>47.7</b>
<i>Share of profit of associates</i>	-2.3
<b>Adjusted EBITDA</b>	<b>45.4</b>
<i>Fx gain</i>	-4.8
<b>Operational EBITDA</b>	<b>40.6</b>

EBIT includes a negative PPA impact (amortisation).  
From Q208, the negative PPA impact has been about USD 6 million per quarter. No cash effect.



# Balance sheet

- Equity ratio 39.7% (42.6% adjusted for CIRR financing\*) million
  - Book value of equity USD 928 million (Price/book 0.65)
- Net interest bearing debt USD 870 million

<b>USD million</b>	<b>30.09.09</b>	<b>30.06.09</b>	<b>31.12.08</b>
Total non-current assets	2,069.1	2,019.0	1,962.7
Total current assets	268.9	305.4	338.7
<b>Total assets</b>	<b>2,338.0</b>	<b>2,324.4</b>	<b>2,301.4</b>
Total equity	927.9	923.5	923.4
Total non-current liabilities	1,127.3	1,127.8	979.1
Total current liabilities	282.8	273.1	398.9
Total liabilities	1,410.1	1,400.9	1,378.0
<b>Total equity and liabilities</b>	<b>2,338.0</b>	<b>2,324.4</b>	<b>2,301.4</b>

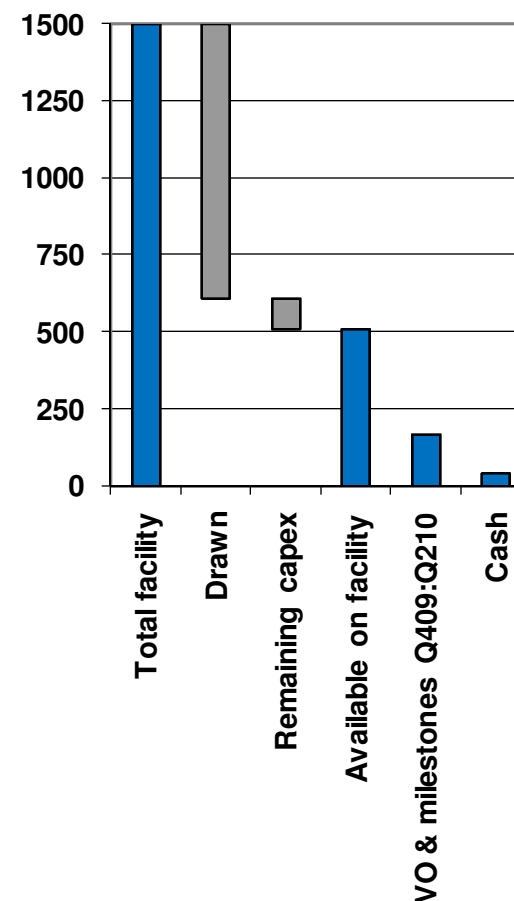
<b>Reported interest bearing debt *</b>	<b>1075.3</b>
<i>Cash and deposits</i>	42.4
<i>Non-current deposits *</i>	162.9
	-205.3
<b>Net interest bearing debt</b>	<b>870.0</b>

\* Per Q3 2009, USD 161.2 million is related to the CIRR financing schemes; increases both long term debt and non-current deposits



# Cash status

- Cash at 30 September 2009 USD 42.4 million
- Remaining capex is USD 100 million
  - Received additional variation orders (VO)
- Remaining cash payments to BW Offshore for VOs and milestones are USD 160 million
  - USD 90 million received so far in Q4
  - Remaining payments are due over the next five months
- Company is fully funded
- Growing operational cash flow
  - Run rate EBITDA on current contract portfolio is USD 200-225 million



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# FUTURE

YUUM KUNAAAB

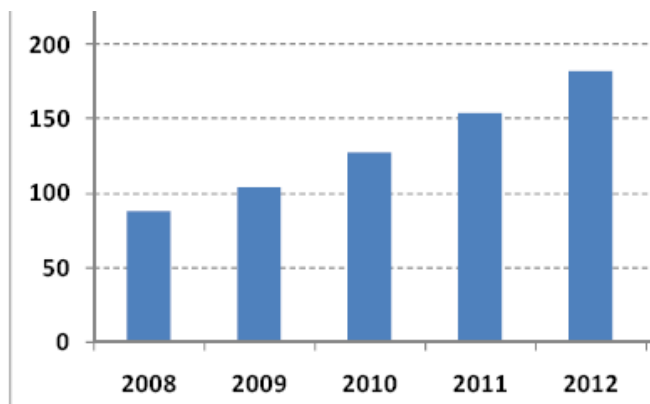




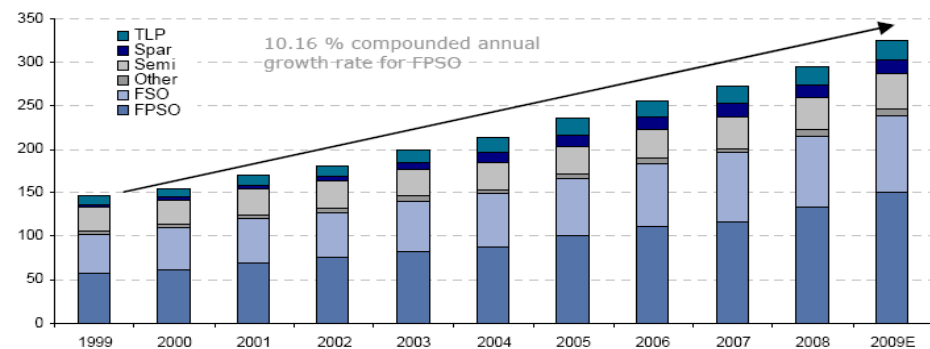
# Market

- Oil price has been stable and high through budgeting period
  - Capacity on supply side
  - Costs coming down
- Increasing confidence in new developments
  - Competition is benign
  - Realism and sanity in terms and conditions

**Deepwater rig fleet**



**FPSO fleet development**



Source: ODS Petrodata, Simmons, DnB NOR



# Key priorities

- Continuous focus on high quality operations
- Excellence in project execution
- Conduct accretive projects to grow the company



