



BW Offshore



**BW OFFSHORE**  
Q4 2015 presentation

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CEO Carl K. Arnet  
CFO Knut R. Sæthre



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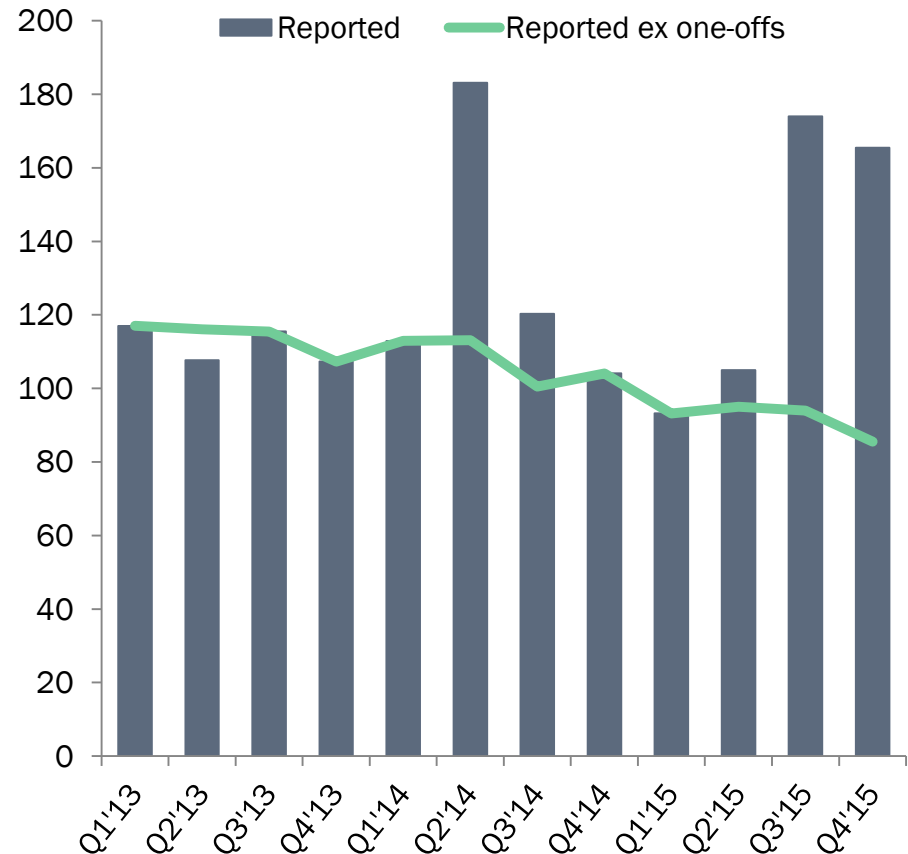
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# Key events Q4 2015

- EBITDA of USD 165.5 million
- Non-cash impairments of USD 321.4 million
- Contract extensions for Polvo and Umuroa
- Catcher project on track for first oil in 2017
- Cidade de São Mateus disconnected and prepared for tow

EBITDA  
USD million





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# OPERATIONS





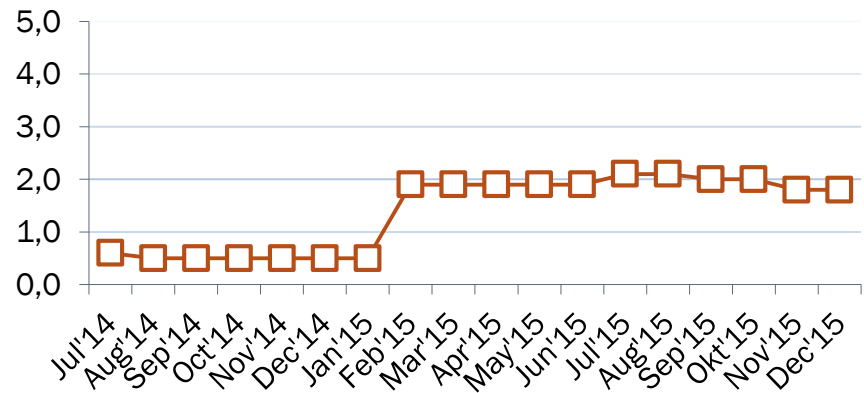
# Operational status

- HSSEQ performance
  - Lost time injuries (LTI\*) frequency of 1.8
- Operating fleet uptime 99.6% in Q4
- Contract extensions for Polvo and Umuroa
- Contract for BW Athena ended and preparing demobilisation from field in February
- FSO Belokamenka has been transferred to SE Asia and is marketed for storage
  - ULCC, 360,000 DWT
- Cidade de São Mateus destined for Singapore
  - Targeted return to field 2H 2017

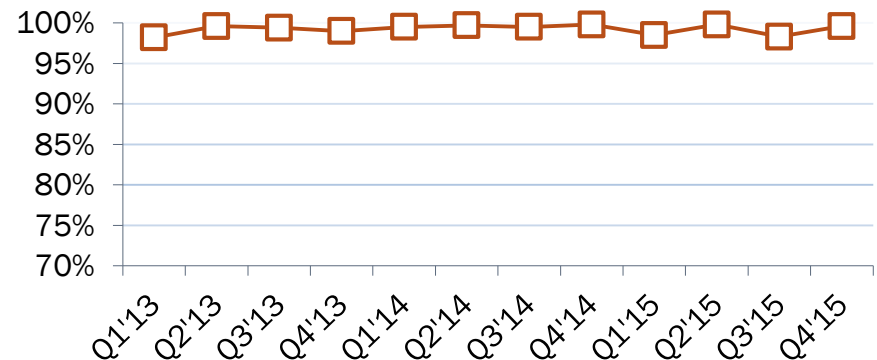
\* Injuries per million man-hours

## HSE record (LTI)

Lost time injuries per million man-hours



## Uptime



# Catcher project

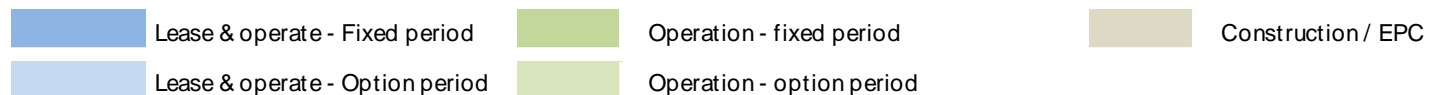
- First oil in 2017
  - The project remains within budget
- Main focus of project remains the hull delivery schedule from IHI
- Turret and mooring system nearing delivery
  - Installation is scheduled for summer 2016
- Topside fabrication is progressing well
  - Majority of heavy equipment installed within modules
  - Piping and outfitting ongoing
- Integration of topside and final commissioning will be performed in Singapore
  - Contract expected to be placed during Q1 2016





# Fleet overview

Unit	Type	Contract	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025
Sendje Berge	FPSO	Lease & Operate	Addax/Sinopec, Nigeria: 2005-2018 (2020)												
Berge Helene	FPSO	Lease & Operate	Petronas, Mauritania: 2006-2017 (2021)												
Yùum K'ak' Náab	FPSO	Lease & Operate	Pemex, Mexico: 2007-2022 (2025)												
BW Cidade de São Vicente	FPSO	Lease & Operate	Petrobras, Brazil: 2009-2019 (2024)												
BW Pioneer	FPSO	Lease & Operate	Petrobras, US: 2012-2017 (2020)												
BW Athena	FPSO	Lease & Operate	Ithaca, UK: 2012-2016*												
BW Joko Tole	FPSO	Lease & Operate	Kangean, Indonesia: 2012-2022 (2026)												
Umuroa	FPSO	Lease & Operate	AWE, New Zealand: 2007-2017 (2022)												
Polvo	FPSO	Lease & Operate	Petrorio(HRT), Brazil: 2007-2018 (2022)												
Abo	FPSO	Lease & Operate	Agip/ENI, Nigeria: 2003-2016 (2023)												
Espoir Ivoirien	FPSO	Lease & Operate	CNR, Ivory Coast: 2002-2017 (2036)												
Petroleo Nautipa	FPSO	Lease & Operate	Vaalco, Gabon: 2002-2020 (2022)												
Cidade de Sao Mateus	FPSO	Lease & Operate	Petrobras, Brazil: 2009-2018 (2024)												
Catcher	FPSO	Lease & Operate	Premier, UK 2017-2024 (2042)												
Azurite	FPSO	Tendering	Murphy, Congo												
Belokamenka	FPSO/ULCC	Tendering	Rosneft, Russia												
P-63 (Papa Terra)	FPSO	Operate	Petrobras, Brazil: 2013-2016												
Peregrino	FPSO	Operate	Statoil, Brazil: 2013-2018 (2033)												



\* Unit to demobilise in February 2016



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**FINANCE**



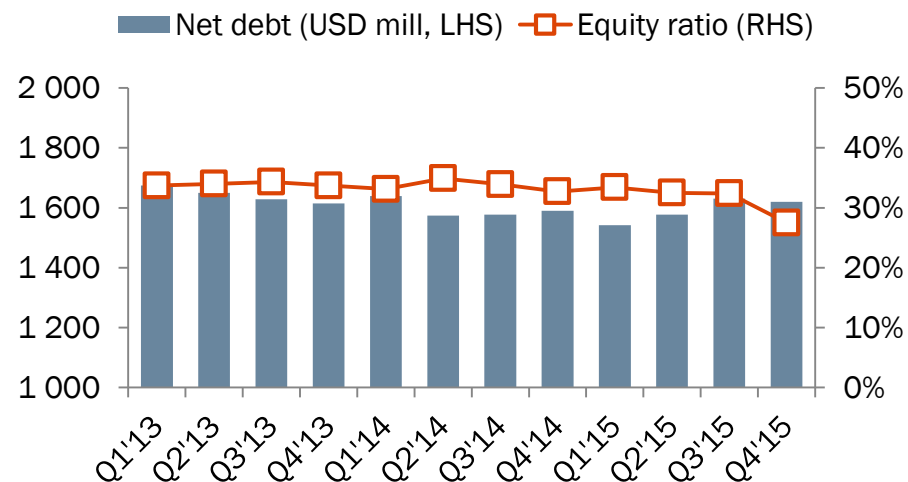


# Financials

- EBITDA of USD 165.5 million
  - Impairment of USD 85.0 million for Cidade de São Mateus
  - USD 5 million in demobilisation fee for BW Athena
  - USD 10 million in various provisions
  - Operational cash flow of USD 127 million
- Non-cash impairments
  - Goodwill USD 186.9 million
  - FPSOs USD 49.3 million

## Net debt and equity ratio

USD million and percentage





# Income statement

USD million	Q4 2015	Q3 2015	2015	2014
Operating revenues	318.8	308.7	1,108.0	1,070.4
Operating expenses	-153.1	-134.4	-570.6	-564.7
Share of profit from associates and joint ventures	-0.2	-0.3	0.4	21.8
<b>EBITDA</b>	<b>165.5</b>	<b>174.0</b>	<b>537.8</b>	<b>527.5</b>
Depreciation	-66.4	-64.4	-260.0	-220.7
Amortisations	-0.7	-0.4	-2.5	-2.3
Impairment	-321.4	-75.0	-396.4	0.0
Gain on sale of assets	0.0	0.0	1.4	0.2
<b>EBIT</b>	<b>-223.0</b>	<b>34.2</b>	<b>-119.7</b>	<b>304.7</b>
Net interest expense	-11.3	-10.6	-46.8	-63.0
FX, financial instruments and other financial items	9.0	-16.6	-9.3	-16.3
<b>Profit (loss) before tax</b>	<b>-225.3</b>	<b>7.0</b>	<b>-175.8</b>	<b>225.4</b>
Income tax expense	-9.2	-14.3	-40.5	-38.4
<b>Net profit (loss)</b>	<b>-234.5</b>	<b>-7.3</b>	<b>-216.3</b>	<b>187.2</b>





# Statement of financial position

USD million	31.12.2015		30.09.2015	
Total non-current assets	2,839.8	82.6%	3,113.3	86.1%
Total current assets	599.9	17.4%	504.4	13.9%
<b>Total assets</b>	<b>3,439.7</b>	<b>100.0%</b>	<b>3,617.7</b>	<b>100.0%</b>
<hr/>				
Total equity	944.4	27.5%	1,173.2	32.4%
<i>Total non-current liabilities</i>	1,886.9		1,831.0	
<i>Total current liabilities</i>	608.4		613.5	
Total liabilities	2,495.3	72.5%	2,444.5	67.6%
<b>Total equity and liabilities</b>	<b>3,439.7</b>	<b>100.0%</b>	<b>3,617.7</b>	<b>100.0%</b>

USD million	31.12.2015
Reported interest bearing debt	1,741.5
Cash and deposits	-121.8
<b>Net interest bearing debt</b>	<b>1,619.7</b>



# Cash flow statement

USD million	Q4 2015	Q3 2015	2015	2014
Net cash flow from operating activities	127.3	101.2	438.4	548.9
Net cash flow from investing activities	-106.6	-150.8	-396.2	-419.7
Net cash flow from financing activities	11.9	-53.4	-135.8	-46.3
Net change in cash and cash equivalents	32.7	-102.9	-93.6	82.9
Cash and cash equivalent at start of period	89.1	192.1	215.4	132.4
Cash and cash equivalent at end of period	121.8	89.1	121.8	215.4





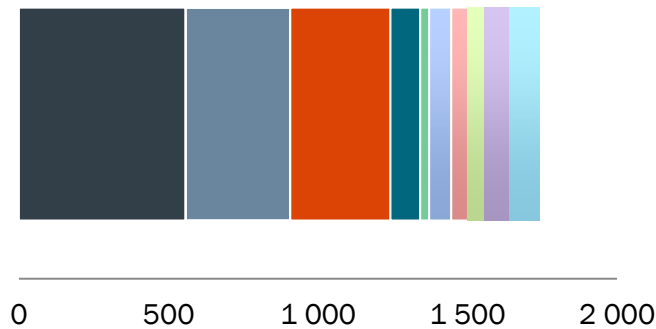
# Financing

- Extended Umuroa bank loan up to 20 months (to March 2018)
- Available liquidity including corporate facilities USD 348 million
- Utilised USD 334 million of USD 800 million bank financing for the Catcher project

## Gross debt USD million

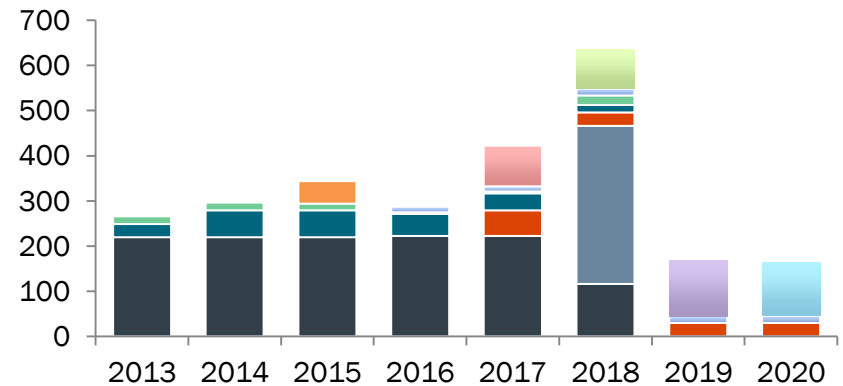
Per 31.12.2015

- Term loan
- RCF
- BW Catcher
- BW Joko Tole
- Umuroa
- PN
- Bond BW001
- Bond BW002
- Bond BW003
- Bond BW004
- Brazil loan



## Instalments USD million

Per 31.12.2015





# High revenue visibility

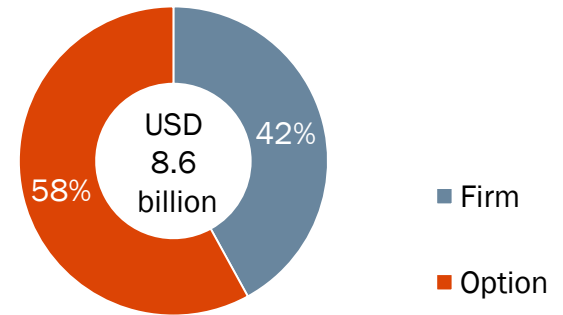
- Orderbook of USD 8.6 billion as of 31 December 2015
  - Whereof USD 3.6 billion are firm contracts

## Client overview:

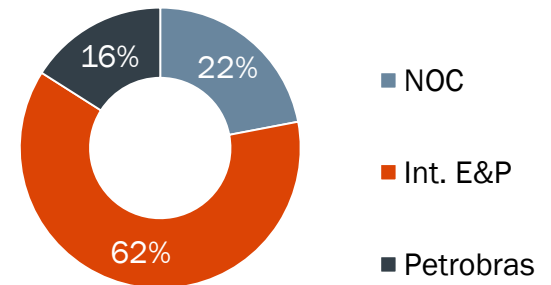


Logos from web

## Backlog: Firm and option



## Backlog: Counterparties





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# OUTLOOK



# Our landscape

## ■ Positive

- Cost efficient production
- Extensions
- Good quality fleet
- Competitiveness of conversions

## ■ Uncertainties

- Oil price
- Redeployments
- Counterparty risk
- Asset values



# Current priorities

- Catcher project
- Cidade de São Mateus recovery project
- Continued covenant compliance
- Fleet performance
- Life extension programs
- Redeployment prospects





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Q & A





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Further information: [www.bwoffshore.com](http://www.bwoffshore.com)

IR contact: Kristian Flaten, Vice President IR and Corporate Finance  
[kristian.flaten@bwoffshore.com](mailto:kristian.flaten@bwoffshore.com)