



BW OFFSHORE

Q3 2013 presentation

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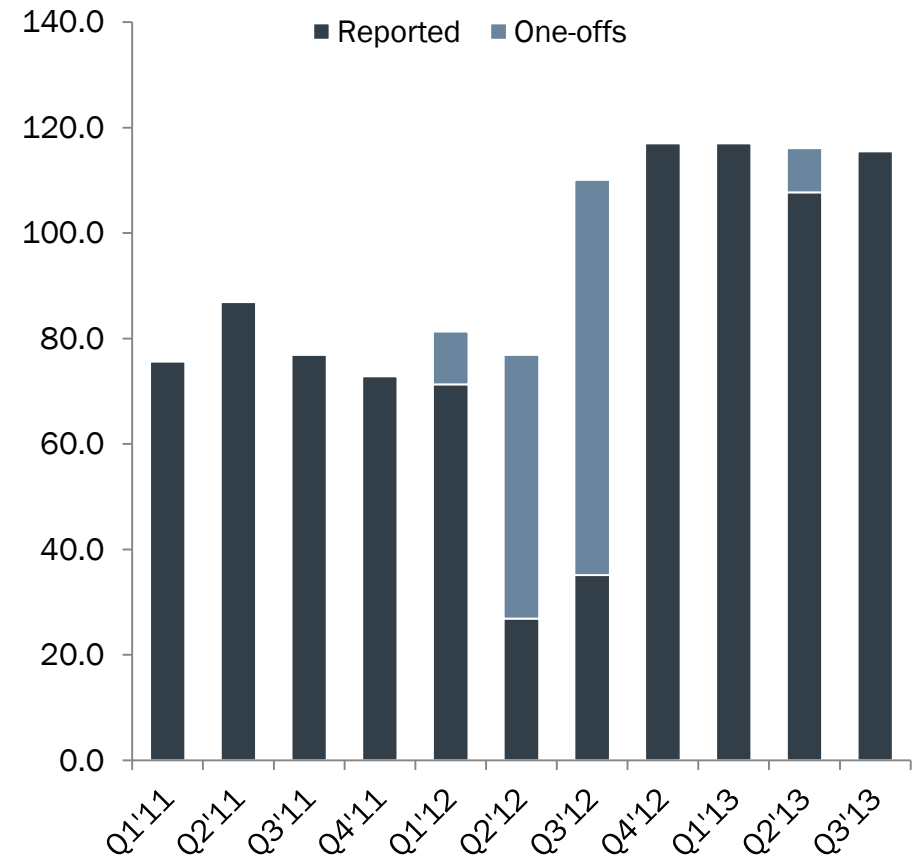
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Highlights Q3 2013

- Stable operations with an uptime of 99.4%
- EBITDA of USD 115.5 million
- FPSO P-63 starts production at Papa Terra field 11 November
- Dividend of USD 0.03 per share

EBITDA
USD million





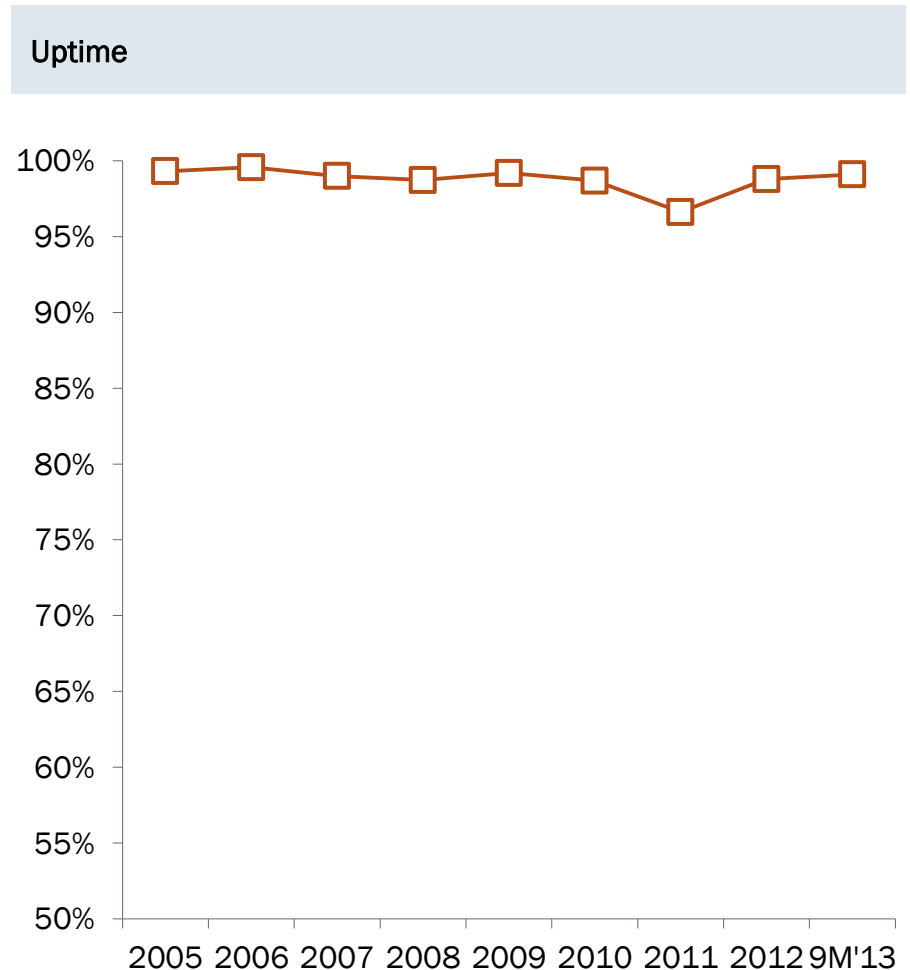
OPERATIONS



Operational highlights

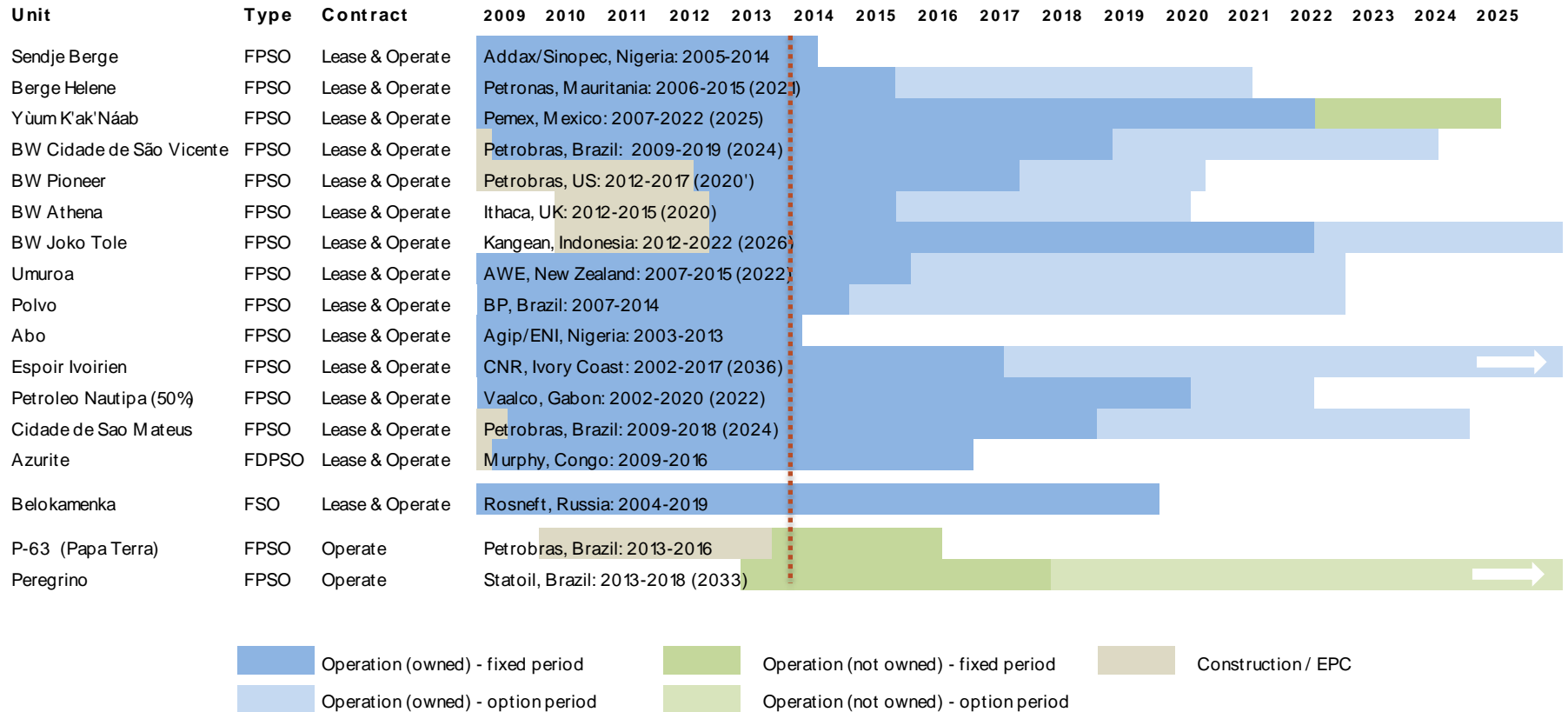
- HSSEQ performance
 - Lost time injuries (LTI*) of 0.47
- Fleet uptime
 - 99.4% in Q3 2013
 - Five year average of 98.3%
- BW Offshore has received a notice of early termination from Murphy to be effective 1 May 2014
- Life extension programs on Abo, Espoir Ivoirien and Sendje Berge performing in line with expectations
- Abo and Sendje Berge under short term contract extensions
 - Negotiations ongoing for long term extensions for both units

* Injuries per million man-hours





Fleet overview



FPSO P-63 in production

- First oil on 11 November
- Project milestones
 - Signed contract in January 2010
 - Sail-away from Cosco Dalian in China in November 2012
 - Certificate for substantial completion achieved in June 2013
- BW Offshore and Queiroz Galvão Óleo e Gás to support Petrobras' operation for three years

Technical specifications

- *Hull length: 340 m hull*
- *Accommodation: 110 people*
- *Total topside weight 18,500 tons*
- *Local content 65%*
- *Total weight of topside: 18,500 tons*
- *Oil output: 140,000 barrels per day*
- *Gas compression: 1,000,000 m³ per day*
- *Water injection: 340,000 barrels per day*



Photo credit: Petrobras news agency



FINANCIALS

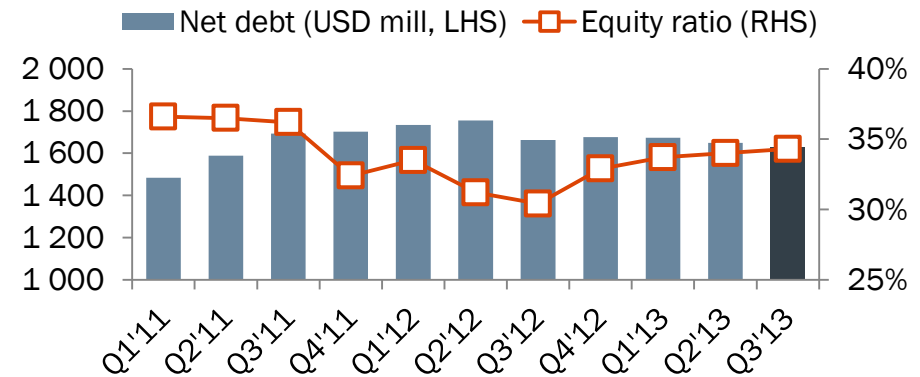


Financials

- EBITDA of USD 115.5 million
- Total equity of USD 1,141 million
 - Equity ratio 34.3%
- Quarterly dividend of USD 0.03 per share
 - Distributed USD 193 million since introduction of dividend in 2011, equal to NOK 1.67 per share

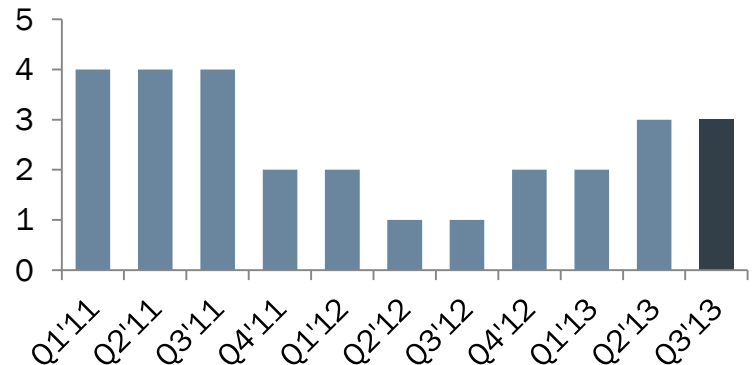
Net debt and equity ratio

USD million and percentage



Dividend

US cent per share





Income statement

USD million	Q3 2013	Q2 2013	YTD 2013
Operating revenues	238.4	255.1	715.7
Operating expenses	-123.0	-147.7	-376.2
Share of profit from associates	0.1	0.3	0.7
EBITDA	115.5	107.7	340.2
Depreciation	-66.5	-65.5	-196.3
Amortisations	-0.4	-0.6	-1.5
Gain (loss) from sale of assets / impairments	0.0	-0.1	-0.1
EBIT	48.6	41.5	142.3
Net interest expense	-15.8	-17.1	-46.2
FX, financial instruments and other financial items	-5.3	6.9	0.8
Profit (loss) before tax	27.5	31.3	96.9
Income tax expense	-9.5	-9.0	-27.5
Net profit (loss)	18.0	22.3	69.4

USD million	Q3 2013
Reported EBITDA	115.5
Adjustment for share of profit of associates	-0.1
Adjustment for FX included in EBITDA	-0.2
Operational EBITDA	115.2



Statement of financial position

USD million	30.09.2013	30.06.2013	31.12.2012
Total non-current assets	2,946.9	2,984.7	3,084.5
Total current assets	382.5	381.7	339.2
Total assets	3,329.4	3,366.4	3,423.7
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Total equity	1,141.4	1,143.0	1,030.4
<i>Total non-current liabilities</i>	<i>1,673.0</i>	<i>1,767.2</i>	<i>1,784.7</i>
<i>Total current liabilities</i>	<i>515.0</i>	<i>456.2</i>	<i>508.6</i>
Total liabilities	2,188.0	2,223.4	2,293.3
Total equity and liabilities	3,329.4	3,366.4	3,423.7

USD million	30.09..2013
Reported interest bearing debt	1,741.0
Cash and deposits	-112.2
Net interest bearing debt	1,628.8

Equity ratio	34.3%
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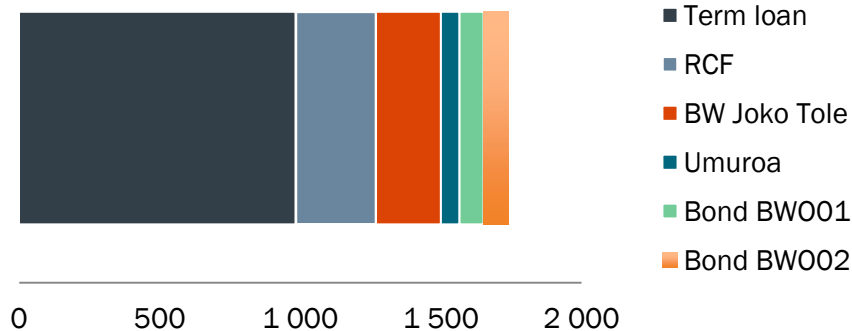


Financial strength

- Gross debt of USD 1,741 million
 - Net debt of USD 1,629 million
- Available liquidity of USD 400 million in November 2013
- Financial capacity to take on a new lease project
 - Fully financed by existing liquidity and new bank loan

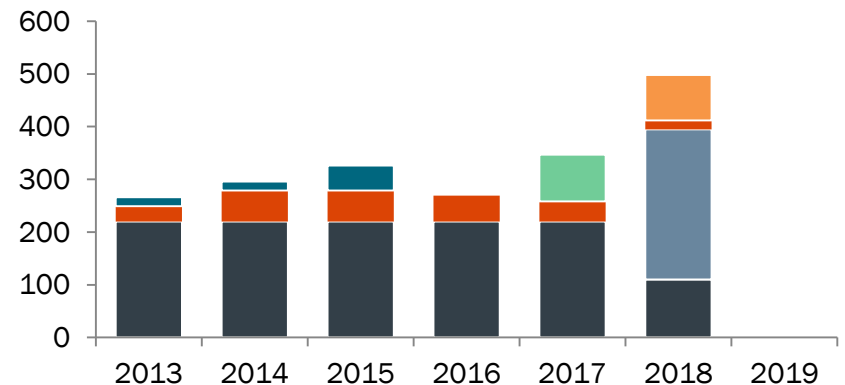
Gross debt
USD million

Per 30.09.2013



Instalments
USD million

Per 30.09.2013

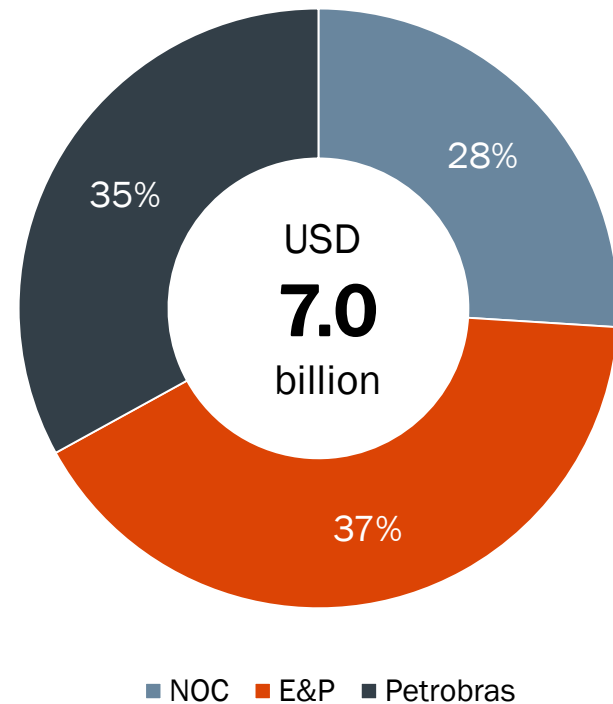




Orderbook

- Orderbook of USD 7.0 billion as of 30 September 2013
 - Whereof USD 3.5 billion are firm contracts
 - Option years for Azurite removed from orderbook
- Long term lease contracts with solid counterparties
 - Visible and sustainable revenue
- Lease portfolio with solid EBITDA margins
 - EBITDA margin 9M 2013 of 48%

Total orderbook and clients





FUTURE





Global footprint



Current priorities

- Project opportunities
 - Catcher
 - Kudu
 - New tenders and FEED studies
- Conclude long term extension contracts for Sendje Berge and Abo
- Execute life extension programs in line with plans
- Start work on Azurite redeployment
- Operational improvements in fleet
- Recruiting technical personnel in Singapore, Oslo and Rio
- Increasing capacity in project management, procurement, planning and cost control



Q & A





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