



MERMAID MARINE
AUSTRALIA LTD

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Half Year Results – 31 December 2012

Investor Presentation



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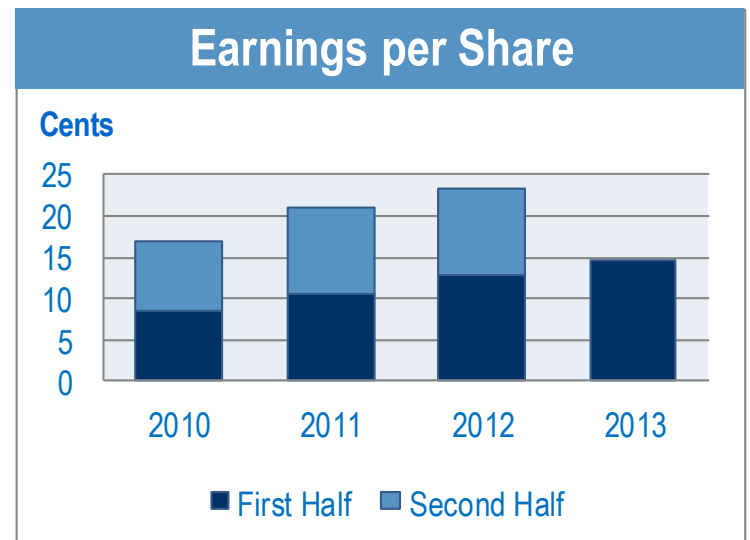
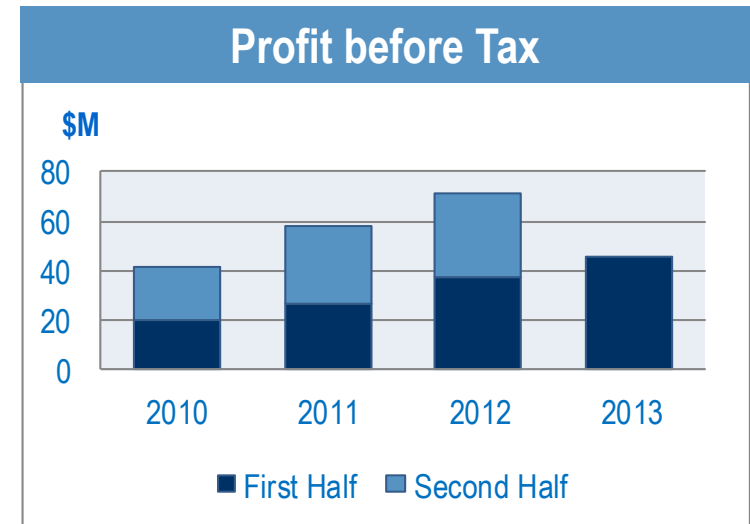
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A strong first half performance

- Revenue \$222.0 million, **↑ 15% pcp**
- Pre-tax profit \$45.7 million, **↑ 22% pcp**
- Net profit after tax \$32.5 million, **↑ 18% pcp**
- Earnings per share of 14.6c, **↑ 14% pcp**
- Interim dividend 5.5c per share, **↑ 10% pcp**
- Operating cashflow \$21.5 million, **↓ 38% pcp**
- Cash at bank \$37.4 million



Key Performance Ratios



	Variance PCP	6 Months Ended 31 Dec 2012	6 Months Ended 30 June 2012	6 Months Ended 31 Dec 2011
Revenue	↑ 15.1%	\$222.0M	\$187.5M	\$192.9M
EBITDA	↑ 15.6%	\$63.9M	\$51.3M	\$55.3M
EBITDA / Revenue ¹	↑ 0.1%	28.8%	27.4%	28.7%
EBIT	↑ 21.2%	\$49.8M	\$38.6M	\$41.1M
EBIT / Revenue ¹	↑ 1.1%	22.4%	20.6%	21.3%
Profit before Tax	↑ 21.5%	\$45.7M	\$34.0M	\$37.6M
NPAT	↑ 17.8%	\$32.5M	\$23.4M	\$27.6M
NTA per share	↑ 12.3%	\$1.46	\$1.37	\$1.30
Earnings per Share	↑ 14.1%	14.6c	10.7c	12.8c
Return on Assets ²	↑ 0.6%	17.7%	14.7%	17.1%
Return on Equity ²	↑ 0.1%	19.4%	15.0%	19.3%

¹ Excluding share of joint venture profits

² Annualised

Key Liquidity Ratios



	6 Months Ended 31 Dec 2012	6 Months Ended 30 June 2012	6 Months Ended 31 Dec 2011
Gearing % (Net Debt / Equity)	31.1%	32.0%	34.0%
Interest Cover (EBIT / Interest Expense)	10.4x	7.0x	9.5x
Current Ratio (Current Assets / Current Liabilities)	2.2x	1.9x	1.9x
Operating free cash flow	\$21.5M	\$44.8M	\$34.8M
Interest Bearing Liabilities	\$145.7M	\$158.1M	\$155.3M
Capital Expenditure	\$19.9M	\$34.1M	\$50.0M
Cash at Bank	\$37.4M	\$55.3M	\$52.5M

Vessel Operations

Review of Operations:

- Strong demand for services during the first half (average utilisation 81%)
- EBIT down on pcp but up 26% on 2H12 (pcp boosted by one-off projects)
- Continued to support major construction projects in NWS (Gorgon, Gorgon Dom Gas, Macedon)
- Secured long term FPSO support contracts with BHP Billiton and Santos (combined value \$65m +)
- Continuing to invest in fleet:
 - OSVs: Mermaid Cove– delivered Jan-13
 - PSVs: Mermaid Inscription purchased Jan-13; Further PSV under construction (Nov 13)
- International market remains subdued but Singapore operations expanding with a number of vessels contracted to new clients in SEA; Currently working in Mexico, Malaysia, Thailand and Myanmar

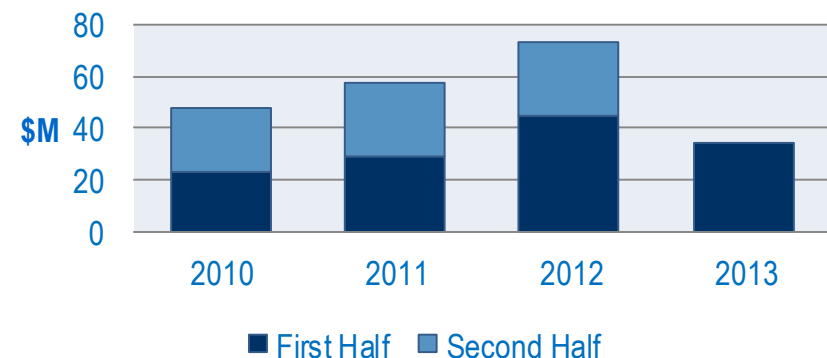
Outlook:

- 2H performance not expected to be as strong as 1H

Vessel Financials

	Variance PCP	6 Months Ended 31 Dec 12	6 Months Ended 30 Jun 12	6 Months Ended 31 Dec 11
Revenue	↓ 8.8%	\$142.1M	\$119.7M	\$155.8M
EBITDA	↓ 23.4%	\$34.3M	\$28.2M	\$44.8M
EBITDA / Rev	↓ 4.7%	24.1%	23.6%	28.8%
EBIT	↓ 28.9%	\$23.9M	\$18.9M	\$33.6M
EBIT / Rev	↓ 4.8%	16.8%	15.8%	21.6%
ROA	↓ 8.0%	15.0%	12.2%	23.0%

Vessel Earnings (EBITDA)



New Vessels



Mermaid Cove



Mermaid Inscription

Supply Base Operations

Review of Operations:

- EBIT up 109% on pcp and 16% on 2H12
- Growth driven by strong demand and increased infrastructure
- Continued high wharf utilisation
- Strong drilling activity - Chevron, Exxon, BHPB, Hess, Santos, Apache, Vermillion
- MLB performing well – new clients, upgraded facilities
- BMF operation contributing to earnings
- Continuing to work to improve Supply Base productivity

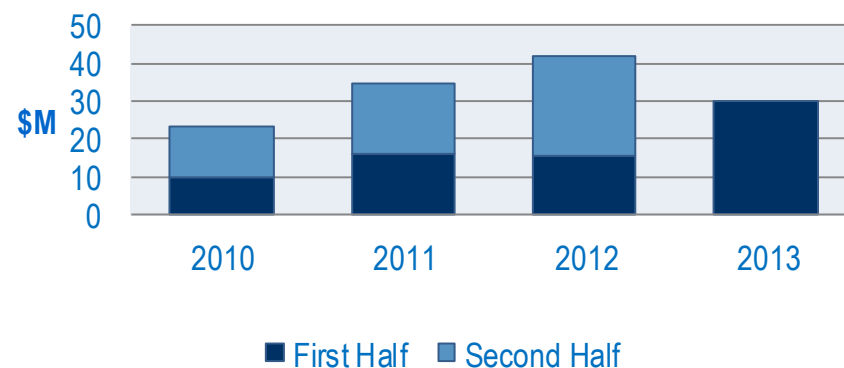
Outlook:

- Continued strong drilling activity in 2H
- Contracts: Broome completed Dec-12; BMF to continue through 2H
- Upgrades to MLB expected to contribute in 2H
- Bolstered management team to support increased activity

Dampier Supply Base Financials

	Variance PCP	6 Months Ended 31 Dec 12	6 Months Ended 30 Jun 12	6 Months Ended 31 Dec 11
Revenue	↑ 114.1%	\$71.4M	\$59.2M	\$33.3M
EBITDA	↑ 96.8%	\$30.3M	\$26.3M	\$15.4M
EBITDA / Rev	↓ 3.8%	42.4%	44.4%	46.2%
EBIT	↑ 109.2%	\$27.4M	\$23.6M	\$13.1M
EBIT / Rev	↓ 0.9%	38.4%	39.8%	39.3%
ROA	↑ 9.4%	32.4%	31.1%	23.1%

Dampier Supply Base Earnings (EBITDA)



Dampier Supply Base Facilities



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Broome Supply Base JV



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Review of Operations:

- \$2.0m NPAT contribution for the first half
- Strong drilling activity (Conoco Phillips, Santos, Shell, Murphy Oil)
- First half bolstered by Gorgon freight contract (completed Dec-12)
- Signed long term (\$20m) Supply Base contract with INPEX
- Continuing to invest in infrastructure:
 - Developing facilities for Shell Prelude and INPEX Ichthys projects
 - Expansion of casing yard to cater for increased drilling activity



Outlook:

- Drilling activity to remain strong (Conoco, Total, Shell)
- Activity levels set to increase as Prelude and Ichthys projects ramp up over the next 12-18 months

Dampier Slipway Operations

Review of Operations:

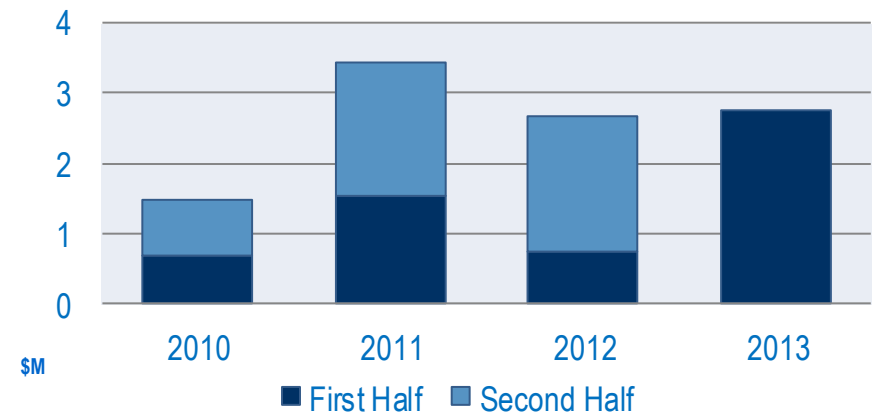
- EBIT up significantly to \$2.4m
- Strong utilisation driven by a number of large and unique third party projects
- Improved margins through cost control and improved work planning

Outlook:

- Ongoing demand for services in 2H

Slipway Financials				
	Variance PCP	6 Months Ended 31 Dec 12	6 Months Ended 30 Jun 12	6 Months Ended 31 Dec 11
Revenue	↑ 41.1%	\$13.4M	\$15.3M	\$9.5M
EBITDA	↑ 250.0%	\$2.8M	\$1.9M	\$0.8M
EBITDA / Rev	↑ 12.5%	20.9%	12.4%	8.4%
EBIT	↑ 500%	\$2.4M	\$1.6M	\$0.4M
EBIT / Rev	↑ 13.7%	17.9%	10.5%	4.2%
ROA	↑ 25.7%	32.8%	25.7%	7.1%

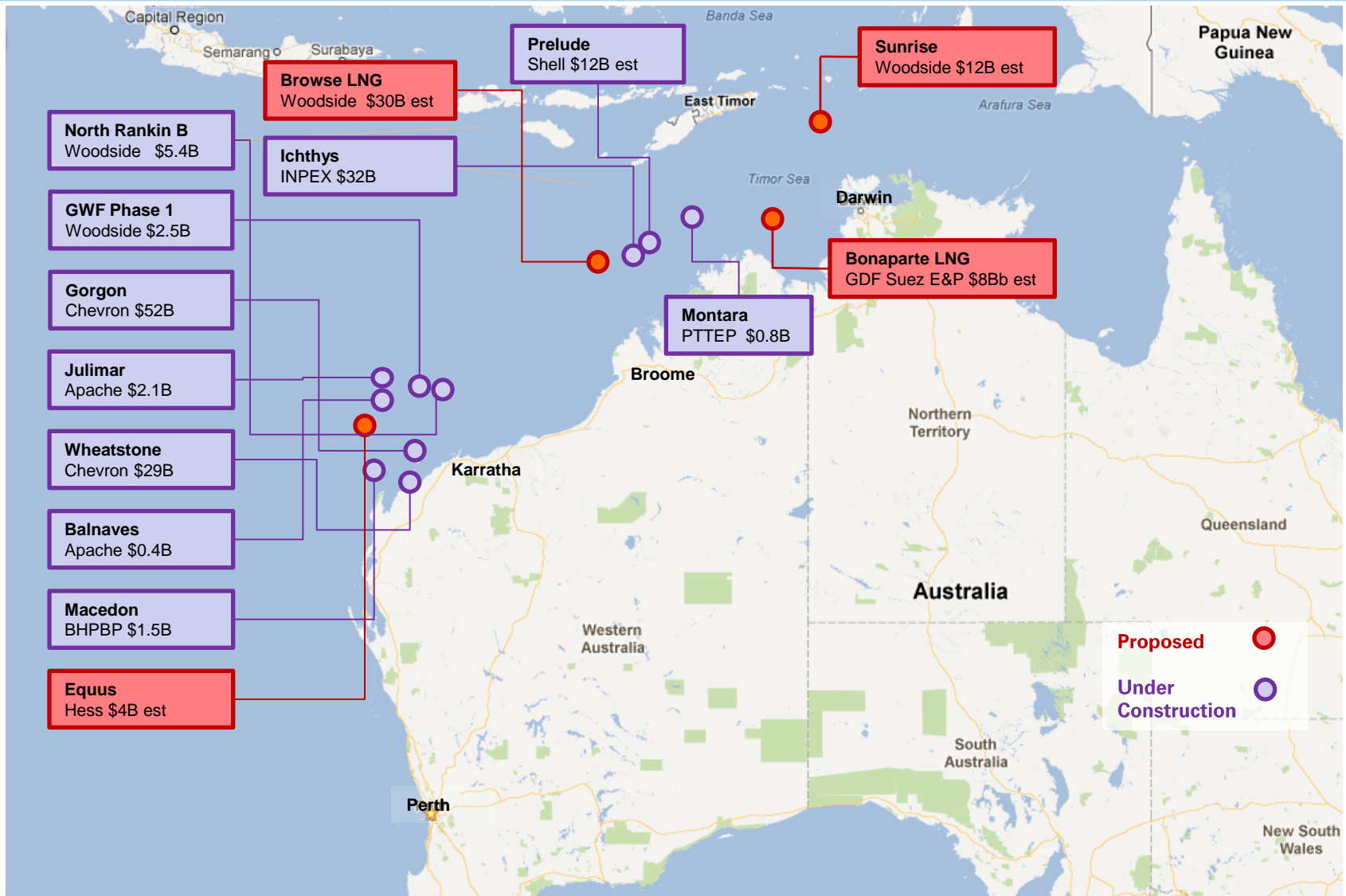
Slipway Earnings (EBITDA)



Northern Australian Oil and Gas Construction Projects



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Note: MMA internal estimates are based on comparable sanctioned projects

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Summary

- ❑ A strong first half performance across all business units
- ❑ Strong vessel demand in the first half
- ❑ Second half vessel performance impacted by lower demand in third quarter
- ❑ Taken delivery of two new vessels in January
- ❑ Dampier Supply Base earnings growth driven by expanded infrastructure and strong demand
- ❑ Broome Supply Base outlook positive with long term contracts secured with both major projects in the region (Shell Prelude and INPEX Ichthys)
- ❑ Slipway earnings increased substantially in the first half, driven by a number of unique projects and improved cost control and work planning
- ❑ International market remains subdued but expanding our presence in SEA
- ❑ Outlook remains positive with investment in the Australian oil and gas sector at historical highs
- ❑ Outlook for second half will be driven by vessel demand, but on track to meet market expectations for the full year

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Vessel Listing



Vessel	Name	Flag	Type	Year	Bollard Pull	LOA	BHP	Berths
MERMAID	LEVEQUE	SINGAPORE	PSV/MULTI PURPOSE	2010	-	75	4100	40
MERMAID	INSCRIPTION	SINGAPORE	PSV/MULTI PURPOSE	2013	-	87	6500	48
MERMAID	VIGILANCE	SINGAPORE	PSV/MULTI PURPOSE	2009	-	70	4000	50
MERMAID	DISCOVERY	SINGAPORE	AHTS/MULTI PURPOSE	2007	65	57	5500	65
MERMAID	VANQUISH	SINGAPORE	AHTS	2007	64	59	5150	42
MERMAID	VANTAGE	SINGAPORE	AHTS	2009	67	59	5150	42
MERMAID	VISION	SINGAPORE	AHTS	2009	105	68	8000	32
MERMAID	VOYAGER	AUSTRALIA	AHTS	2009	67	59	5150	42
MERMAID	CARVER	AUSTRALIA	AHT, AZIMUTH, OSV	2001	44	32	3500	14
MERMAID	COVE	AUSTRALIA	AHT, AZIMUTH, OSV	2013	70	52	5400	22
MERMAID	ENDEAVOUR	AUSTRALIA	AHT, AZIMUTH, OSV	1995	48	35	4000	12
MERMAID	SOUND	AUSTRALIA	AHT, AZIMUTH, OSV	2007	70	50	5400	22
MERMAID	STORM	AUSTRALIA	AHT, AZIMUTH, OSV	1994	48	34	4000	18
MERMAID	STRAIT	AUSTRALIA	AHT, AZIMUTH, OSV	2012	70	52	5400	22
MERMAID	GUARDIAN	AUSTRALIA	AHT, OSV	2005	50	40	4000	18
MERMAID	PROVIDER	AUSTRALIA	AHT, OSV	1999	50	45	4000	12
MERMAID	SENTINEL	AUSTRALIA	AHT, OSV	2006	50	40	4000	20



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Vessel Listing (continued)

Vessel	Name	Flag	Type	Year	Bollard Pull	LOA	BHP	Berths
MERMAID	SUPPORTER	AUSTRALIA	AHT, OSV	2001	65	48	4800	24
MERMAID	RANGER	SINGAPORE	AHT	2007	50	40	4000	20
MERMAID	RELIANCE	SINGAPORE	AHT	2010	69	50	5150	36
MERMAID	RESOLUTION	SINGAPORE	AHT	2010	69	50	5150	36
MERMAID	INVESTIGATOR	AUSTRALIA	SURVEY, DP, MULTI PURPOSE	2006	30	54	3619	42
MERMAID	SEARCHER	AUSTRALIA	SURVEY, SUPPLY, MULTI PURPOSE	2008	34	54	3200	36
MERMAID	ACHIEVER	TUVALU	STANDBY, SURVEY, SUPPLY	1982	-	40	1619	34
MERMAID	SPIRIT	AUSTRALIA	ACCOMODATION VESSEL, SURVEY	1998	-	30	1099	32
MERMAID	ARROW	AUSTRALIA	FAST RESPONSE CREW VESSEL	2009*	-	20	1080	5
MERMAID	RESOURCE	AUSTRALIA	FAST RESPONSE CREW VESSEL	1996	-	27	2600	6
MERMAID	CHIEFTAN	AUSTRALIA	HARBOUR TUG	1970	18	20	1280	5
MERMAID	COMMANDO	AUSTRALIA	HARBOUR TUG	1981	15	20	1280	-
MERMAID	TITAN	AUSTRALIA	HARBOUR TUG	1983	9	14	800	3
MERMAID	CONSTRUCTOR	AUSTRALIA	BARGE	2003	-	76	-	-
MERMAID	REGENT	AUSTRALIA	BARGE	2010	-	76	-	-
MERMAID	ESPERANCE	SINGAPORE	BARGE	2010	-	76	-	-

Vessel Listing – Chartered Vessels

Vessel	Name	Flag	Type	Year	Bollard Pull	LOA	BHP	Berths
JMC	3010	SINGAPORE	BARGE	2012	-	92	-	-
BIBBY	RENAISSANCE	BARBADOS	ACCOMMODATION BARGE	1991	-	-	-	660
SEALINK	PACIFIC 287	MALAYSIA	BARGE	2004	-	82	-	-
TOLL	SANDFLY	SINGAPORE	LANDING CRAFT	2010		54	900	12
DANA	CRUZ	USA	SHALLOW DRAFT TUG	2010	14	28	1800	6
BHAGWAN	RENEGADE	NETHERLANDS	MULTICAT	2010	45	31	4000	5

Glossary of Terms



AHT	Anchor Handling Tug	JV	Joint Venture
AHTS	Anchor Handling Tug Supply Vessel	LNG	Liquefied Natural Gas
BMF	Burrup Materials Facility	MLB	Mermaid Logistics Base
DP	Dynamic Positioning	NPAT	Net Profit after Tax
EBIT	Earnings before Interest and Tax	NTA	Net Tangible Assets
EBITDA	Earnings before Interest, Tax, Depreciation and Amortisation	NWS	North West Shelf
FPSO	Floating Production, Storage and Offloading	OSV	Offshore Supply Vessel
FY	Financial Year	PCP	Previous Corresponding Period
GWF	Greater Western Flank	PSV	Platform Supply Vessel
		SEA	South East Asia



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