



# EUROZ CONFERENCE

**10 March 2020**

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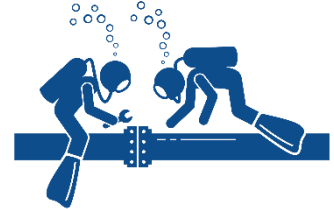
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# MMA MOVING FORWARD

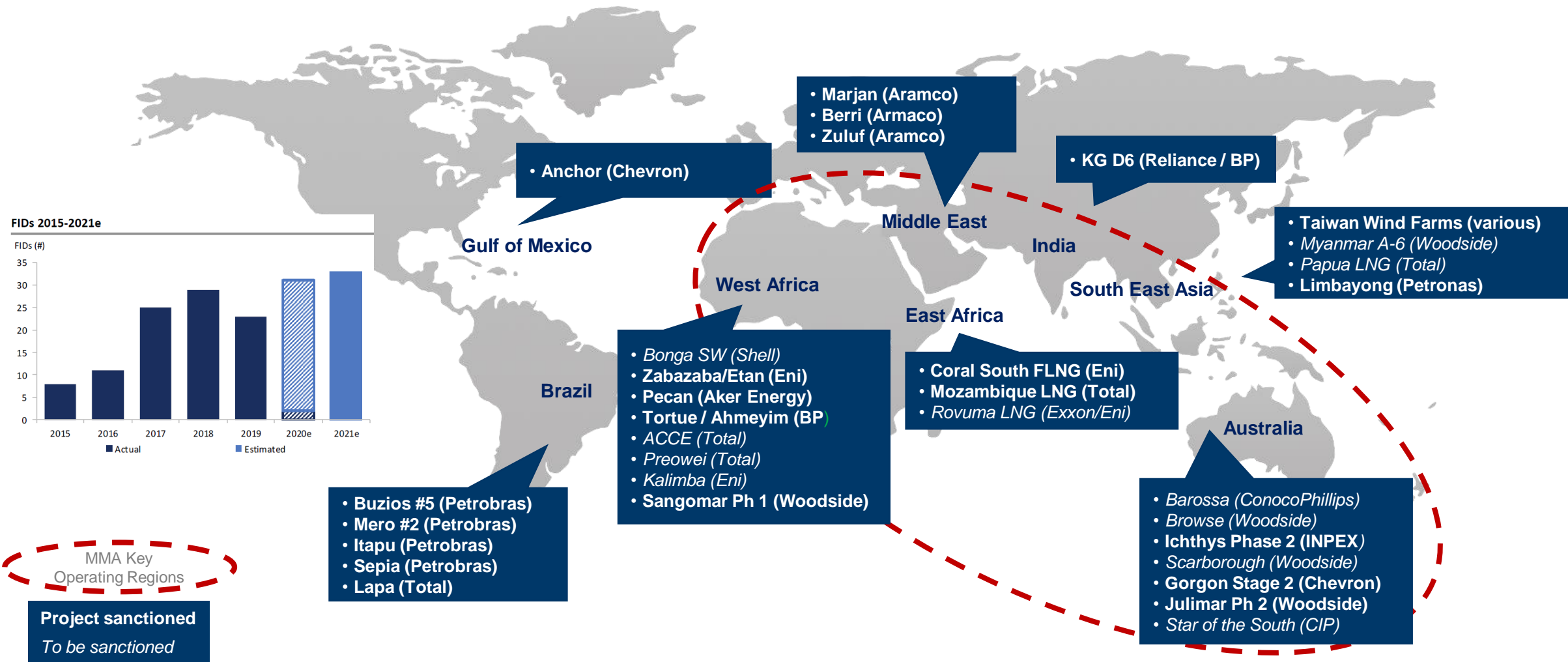
Our goal is to be the predominant marine services provider in the Asia Pacific region, building on our strong marine capabilities to support future energy markets, marine infrastructure and maintenance requirements



**Leveraging our assets and skills**

# STRONG PIPELINE OF MAJOR PROJECTS

Overall increase in project activity to drive activity across our offshore services, subsea and project logistics businesses



Significant number of new projects planned in MMA's operating regions



# OPERATIONAL EXCELLENCE

Operational excellence is core to our strategy



A PERFECT DAY  
EVERY DAY

## STRONG SAFETY LEADERSHIP AND CULTURE

- Target 365 embedded in all aspects of the organisation
- MMA TRCF of 0.5 vs IMCA average of 1.7



## HIGH LEVEL OF COMPLIANCE

- Corporate: ASIC, ISM, Flag State
- Client: ISO, OVMSA, OVID, IMCA



## SUPERIOR SERVICE DELIVERY

- Efficient and cost effective services
- Strong asset reliability
- Innovative and service orientated approach



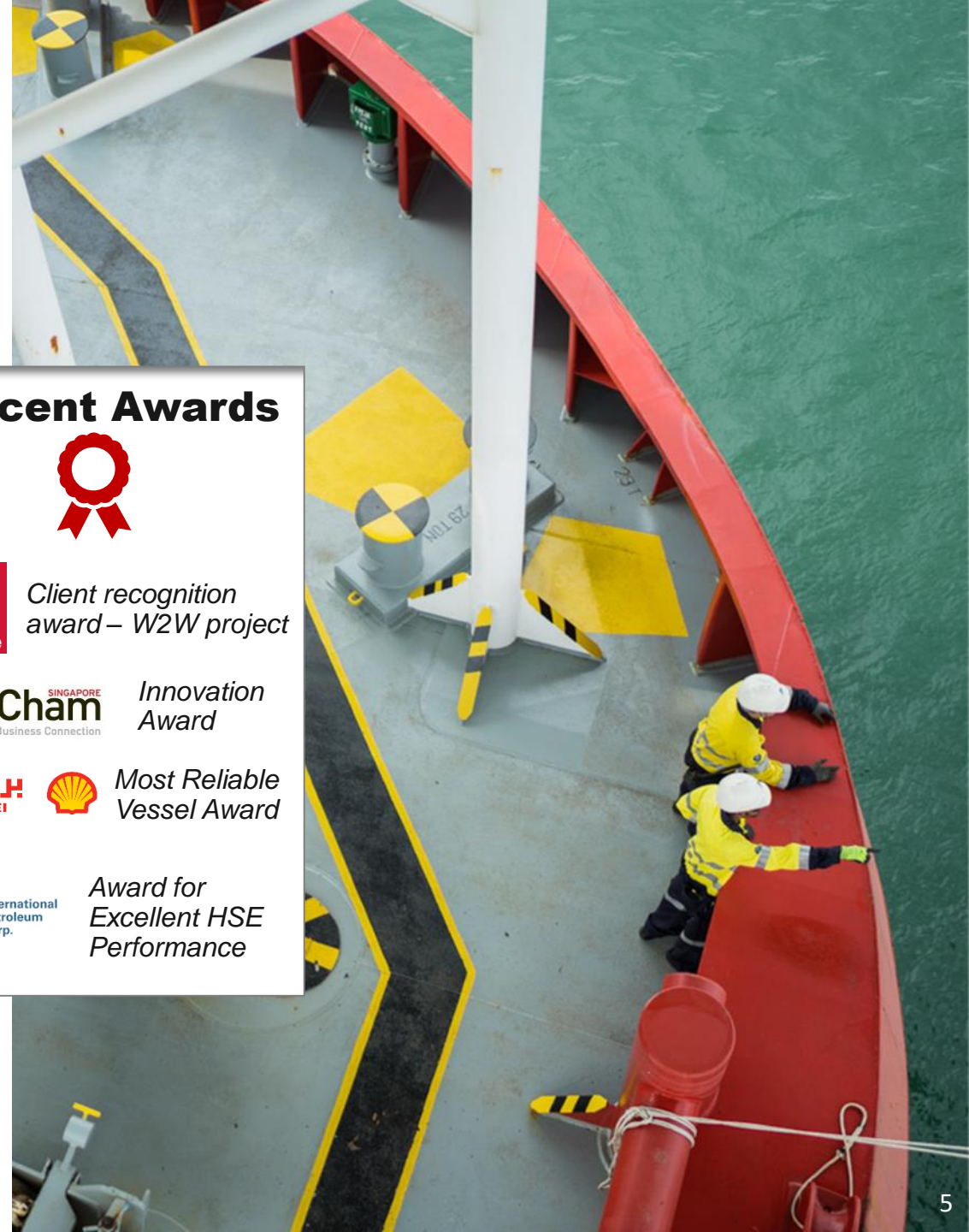
## COMMERCIAL MANAGEMENT

- Improving margins, ROA and cost efficiency



## INDUSTRY LEADERSHIP

- Active leader in industry forums
- International Marine Contractors Association, Maritime Industry Australia Ltd, Safer Together WA/NT



## Recent Awards



Client recognition  
award – W2W project



Innovation  
Award



Most Reliable  
Vessel Award

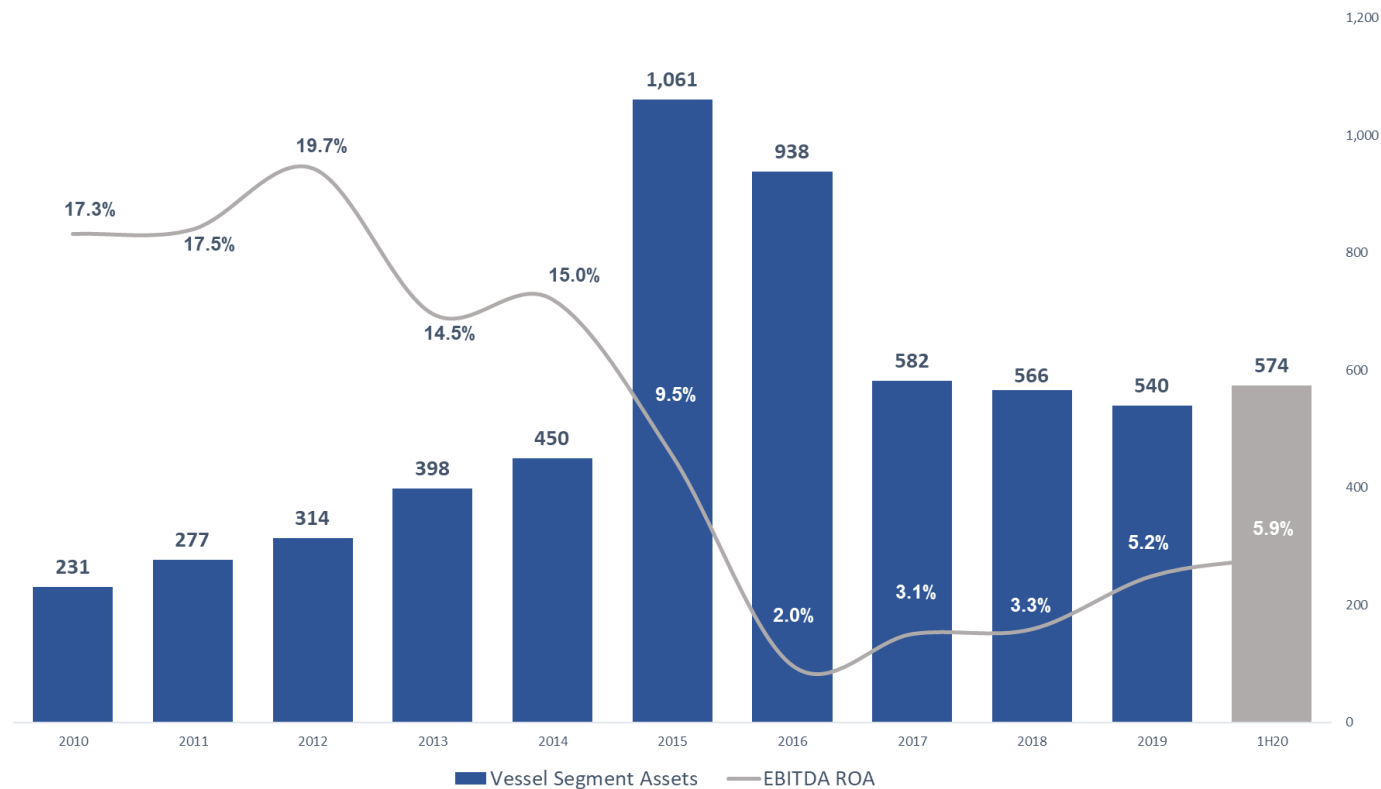


Award for  
Excellent HSE  
Performance

# RETURN ON ASSETS

As market condition continue to improve the latent leverage within the uncontracted vessels has the potential to add significant value

## EBITDA ROA<sup>1</sup> trending in the right direction



## Leverage by Numbers

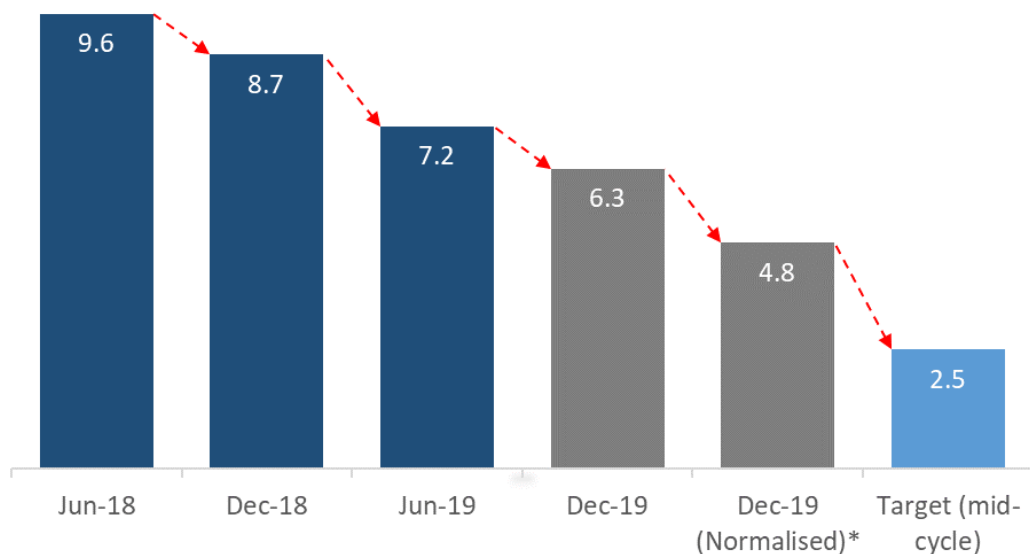
- MMA uncontracted vessel or “spot fleet” currently consist of 17 active vessels
- The spot fleet is currently operating at 55% utilisation
- An AUD \$1,000 increase in day rate to the spot vessels adds approximately AUD \$3.2 million to EBITDA
- A 5% increase in utilisation for the spot fleet adds approximately AUD \$9 million to EBITDA

<sup>1</sup> pre-AASB16

# BALANCE SHEET MANAGEMENT

MMA remains focused on improving our key debt metric (Net Debt / EBITDA) and on exploring alternatives for refinancing the Company's debt facilities by Sep 2021

MMA Target Net Debt / EBITDA (Pre AASB16)



\* 1H FY2020 EBITDA normalised to exclude one-off items

## Refinancing Strategy in progress

- MMA's existing Debt Facility is in place until 30th September 2021
- Currently investigating a range of financing alternatives including discussions with our current Banking Syndicate regarding re-financing / extending the current Facility

1 Gross Debt \$275m (US\$122m; A\$101m)

2 Term expiry 30 Sep 2021

3 Amortisation holiday until Jun 2020<sup>1</sup>

4 Trading within covenants<sup>2</sup>

5 Weighted average interest rate 5.48%<sup>3</sup>

6 LVR (Net Debt / PPE) 42%

<sup>1</sup> Amortisation payment of A\$5.0m due on 30 June 2020

<sup>2</sup> Covenant testing resumed 30 Jun 19 based on earnings from 1 Jan 2019

<sup>3</sup> Weighted spot interest rate at reporting date

# SUSTAINABILITY



## Our Environment

- We are committed to operating to the **highest environmental standards**
- Our services support the development of **cleaner energy sources** such as LNG and Offshore Wind (over 60% of our activity is currently LNG related) and our clients are committed to reducing emissions from operations
- We are focused on **reducing our emissions** through a range of energy saving initiatives on our vessels – solar, battery technology, fuel optimisation
- Research and development team at the forefront of **new vessel technology** including LNG fueled vessels
- **Commitment to Clean Oceans** – targeting 100% reduction in single use plastics on our vessels, correct segregation and disposal of waste, shipbuilding and repair only in compliant facilities



## Our Community

- The **health and welfare of our People** is our No. 1 Priority – we are fully committed to our Target 365 “A Perfect Day Every Day”
- **Training for the future** through our Officer Cadet programme and traineeship programs for Timor Leste and Indigenous Australians
- We **promote diversity** through a culture of inclusion and awareness
- We **support local** contractors and vendors including indigenous businesses
- We are an **Active leader** in key industry forums





# INVESTMENT PROPOSITION

MMA has a clear growth strategy and is well positioned to benefit from a recovery in market demand



## High quality earnings and cashflow

- Long term production support contracts underpin earnings and cash flow
- High specification and well maintained fleet positions the business well to secure higher rates and utilisation as demand increases



## Significant operating leverage

- Long term fundamentals remain compelling with broad market consensus that recovery is underway
- Earnings significantly leveraged to utilisation and rate increases
- Growth in ROA through packaged services and third party charters
- Trading at discount to NTA with asset values at a low point in the cycle



## Strong operational track record

- Leading marine services company with strong operational centres in Australia and South East Asia
- Blue chip client base
- Strong services capability with proven track record in delivering complex projects
- Industry leading safety record
- Experienced leadership team with deep industry knowledge and clear strategy



## Growth strategy

- Maximise operating leverage as the market recovers
- Increase ROA through expansion of higher margin services offering
- Leverage marine skills to expand into adjacent marine sectors
- Innovation and technology to meet future energy market requirements
- Clear focus on strengthening Balance Sheet and improving debt metrics

[corporate@mmaoffshore.com](mailto:corporate@mmaoffshore.com)  
[mmaoffshore.com](http://mmaoffshore.com)

