



# **MMA OFFSHORE LIMITED THORNEY INVESTMENT FORUM**

**14 May 2019**

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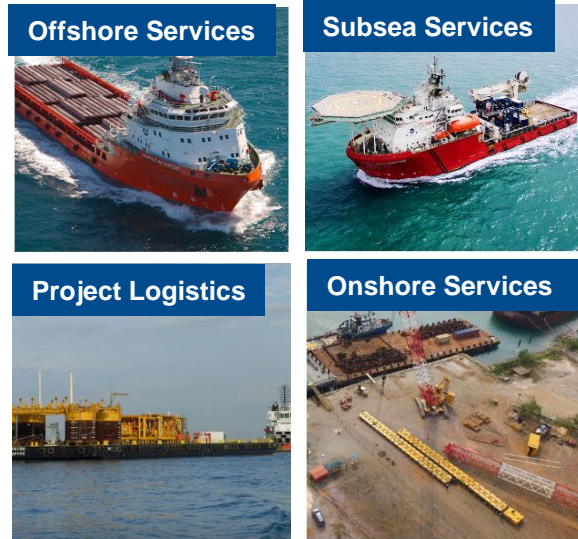
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# COMPANY OVERVIEW

MMA services the oil and gas industry through its specialised offshore vessel fleet and complementary services

## SERVICE AREAS



## REGIONAL FOCUS



Blue chip client base including oil companies and their preferred engineering service providers



# H1 FY2019 HIGHLIGHTS



**\$12.6m**  
EBITDA



**73%**  
UTILISATION



**39%**  
2019 DAYS  
CONTRACTED



**\$7.3m**  
OPERATING  
CASHFLOW



**\$205m**  
NET DEBT



**30**  
VESSELS



**65.8%**  
GEARING



**\$0.36**  
NTA PER SHARE



**0.81**  
TRCF  
PER MILLION  
HOURS



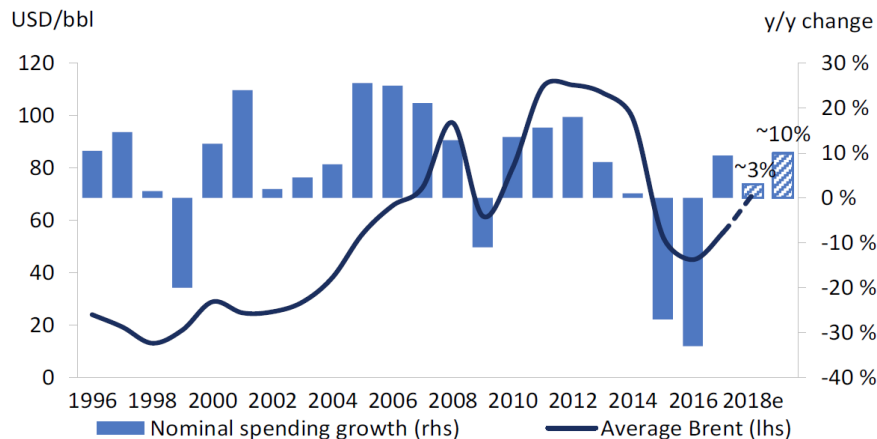
**\$493m**  
ASSET  
VALUE

# MARKET CONDITIONS

The oil price volatility can impact short term sentiment however longer term fundamentals for a recovery in demand for offshore services remain sound

## TOTAL E&P SPEND Y/Y MOVING POSITIVE

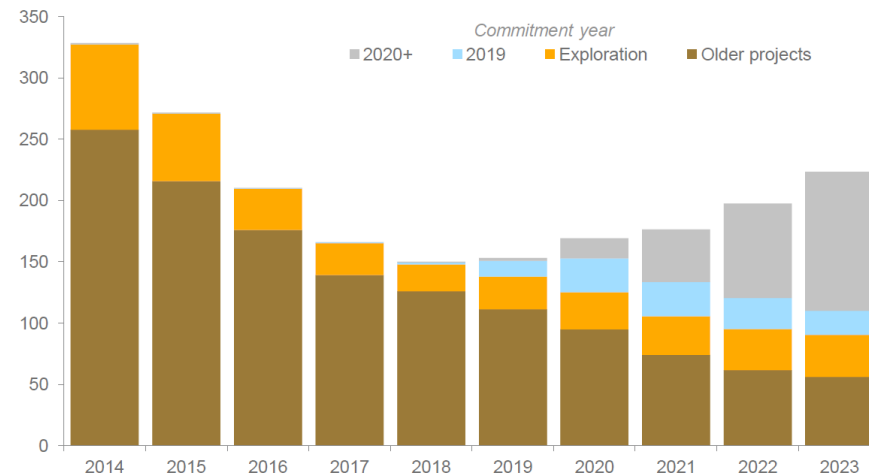
Historical and projected E&P spending growth



Source: Pareto Securities, Sept 2018

## TURNAROUND IN 2019 WITH MORE MEANINGFUL GROWTH EXPECTED FROM 2020

Offshore spending (capex) per year, split by timing of capex commitment  
Million USD



Source: Rystad Energy, Feb 2019

*"The fact that the world would need to invest heavily in oil, almost irrespective of how the global energy system evolves over the next 20 years is something which I don't think is well understood today"*

Spencer Dale, BP Chief Economist, Feb 2019

# STRATEGY THROUGH THE CYCLE

## REPOSITIONED FOR GROWTH

1

### **RATIONALISE AND STABILISE**

- Non core assets sold
- Reduced exposure to commoditised market
- Restructured debt
- Strengthened Balance Sheet
- Reduced costs

2

### **EXPAND OUR CORE CAPABILITY**

- Operational excellence
- Safety leadership
- Asset reliability
- Tailored marine solutions
- Expertise and innovation

3

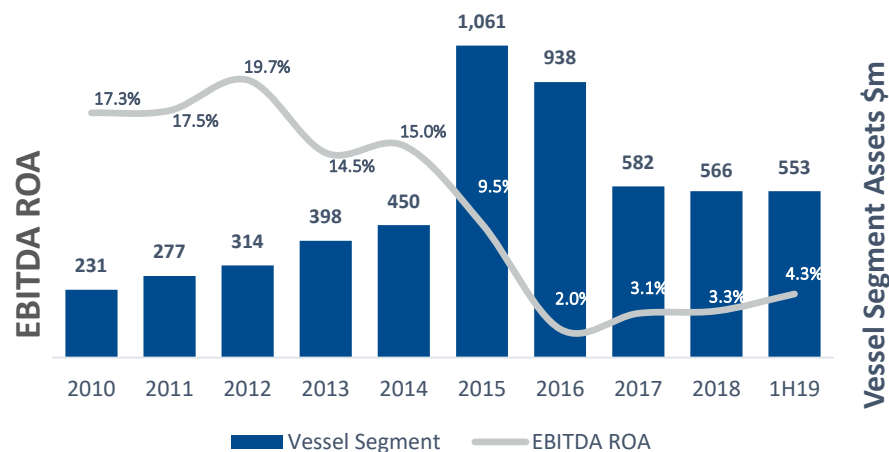
### **GROWTH**

- Higher margin segments
- Technically advanced assets
- Subsea
- Walk to Work
- Project logistics
- M&A

# OPERATING LEVERAGE

MMA has the potential to capitalise on significant operating leverage to increase shareholder value as the offshore investment continues to increase

EBITDA Return on Assets



1 UTILISATION

2 RATES

3 COST CONTROL

4 SUBSEA

5 CHARTERING

6 PROJECT LOGISTICS

## Notes

<sup>1</sup> EBITDA figures are Vessel Segment EBITDA less unallocated corporate overhead adjusting for major one-off projects in 2014 and 2015

<sup>2</sup> FY14 asset base and EBITDA is based on pre Jaya acquisition numbers (Jaya transaction completed on 4 June 2014)

<sup>3</sup> 1H19 ROA based on LTM EBITDA



# SUMMARY



Market is volatile but fundamentals remain sound for a recovery



Our clients are now generating cash at pre-downturn levels



Project FIDs are increasing



MMA is focused on growth and capitalising on opportunities in the current cycle



Increasing our return on assets and debt metrics is a key priority

**73%** utilisation for H1

**67%** Increase in EBITDA on pcp



We confirm our previous guidance of full year operating EBITDA in the order of \$27m



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OFFSHORE





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# GLOSSARY

<b>Capex</b>	Capital expenditure
<b>EBITDA</b>	Earnings before interest, tax, depreciation and amortisation
<b>E&amp;P</b>	Exploration and production
<b>FID</b>	Final Investment Decision
<b>LTM</b>	Last 12 months
<b>M&amp;A</b>	Mergers and acquisitions
<b>NTA</b>	Net tangible assets
<b>PCP</b>	Previous corresponding period
<b>ROA</b>	Return on Assets
<b>TRCF</b>	Total recordable case frequency
<b>W2W / Walk to Work</b>	A Walk to Work vessel is fitted with an active heave compensated gangway which enables personnel to transfer safely from the vessel to an offshore platform or production facility. W2W vessels usually have a larger accommodation capacity and are used as a cost effective offshore access solution to support maintenance and construction in the oil and gas and windfarm industries