# *EMGS ASA – THIRD QUARTER PRESENTATION 2011*

CEO, Roar Bekker CFO, Svein Knudsen Hotel Continental, 17 November 2011

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# HIGHLIGHTS Q3

#### **Financial results**

- Revenues of USD 45.5 million
- EBITDA of USD 11.9 million

#### **Excellent operational performance**

- Record-high productivity by BOA Thalassa
- Seven weeks steaming/dry dock

#### Acquisition of OHM

- · Flexible scalability secured
- Final stages of integration

#### Strong market

- USD 90 million Petrobras contract award
- Ghana-survey for new customers
- Growing demand in Asia and West Africa





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### FINANCIAL HIGHLIGHTS

#### **Financial results**

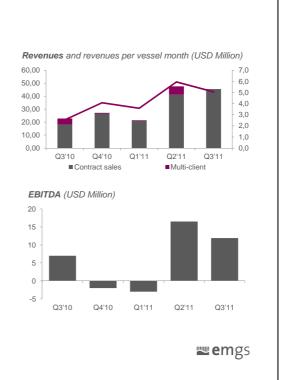
- Revenues of USD 45.5 million
- EBITDA of USD 11.9 million
- Net income of USD 7.5 million

#### **YTD** performance

- Revenues of USD 114.6 million
- EBITDA of USD 25.1 million
- Net income of USD -2.2 million

#### **OHM** acquisition

- 8,305,369 shares in a stock-for-stock transaction
- Goodwill: USD 13.5 million
- Intangible assets: USD 2.4 million



# KEY OPERATIONAL FIGURES

#### Vessel utilisation at 77%

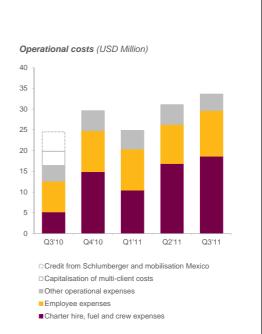
- BOA Galatea: 68%
- BOA Thalassa: 97%
- Atlantic Guardian: 67%

#### Stable cost level per vessel month

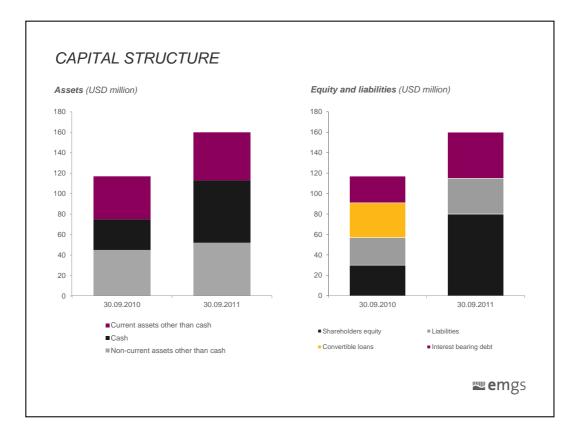
- Q2: USD 3,9 million (8 vessel months)
- Q3: USD 3,7 million (9 vessel months)

#### Fourth quarter 2011

- Higher running costs in Brazil
- BOA Thalassa: Three-week yard stay
- · Fourth crew readiness



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# UPDATE ON CONTRACT WITH PEMEX

#### Strong operational performance

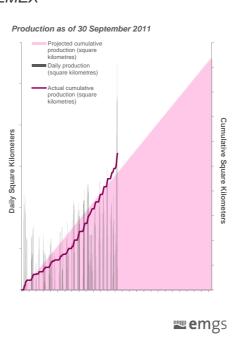
- Thalassa revenues: USD 25.5 million
- · Minimal weather downtime

#### EM integrated in the workflow

- De-risking analysis and value estimates
- Data integration task force

#### Schedule ahead

- Guardian until end of January
- Thalassa dry dock (three weeks) in Q4
- Production dependant on weather



# CONTRACT WITH PETROBRAS

#### One-year campaign

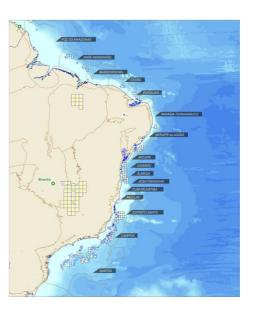
- USD 90 million
- Second largest EM contract
- Portfolio de-risking

#### Project off to a good start

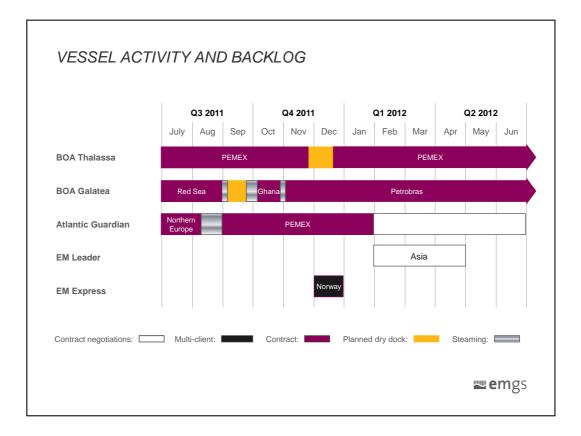
- Mobilisation ran smoothly
- Team in Rio up and running
- First of 20 projects in progress

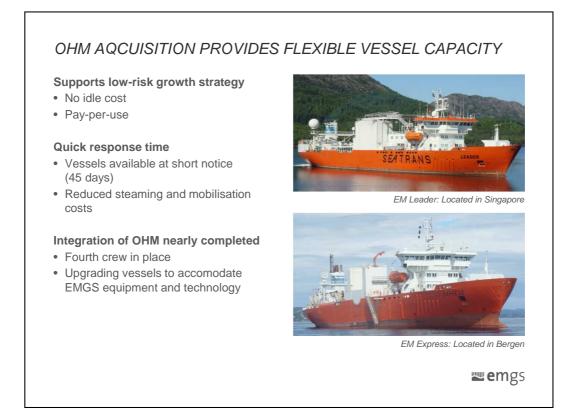
#### Provides strong foothold in Brazil

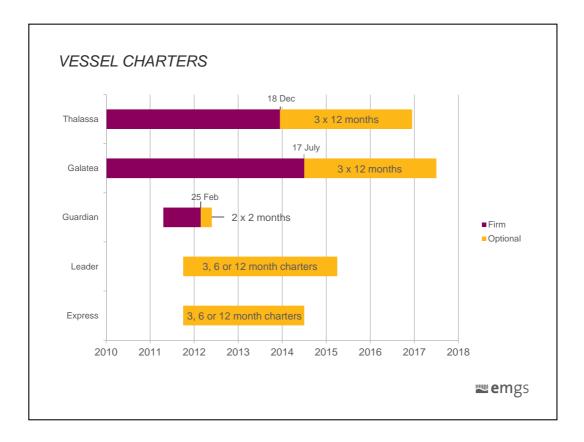
- Excellent starting point for multi-client
- Expand application of EM
- Technology development

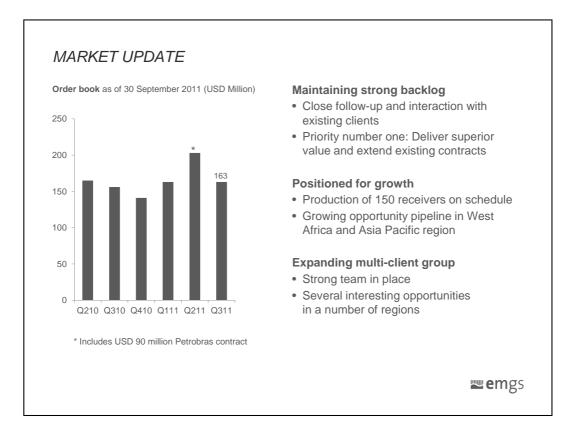


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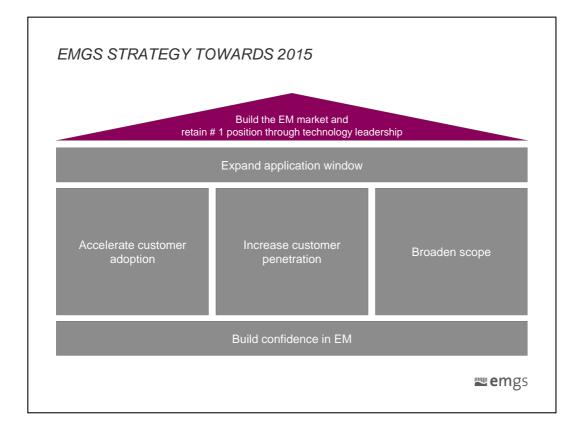


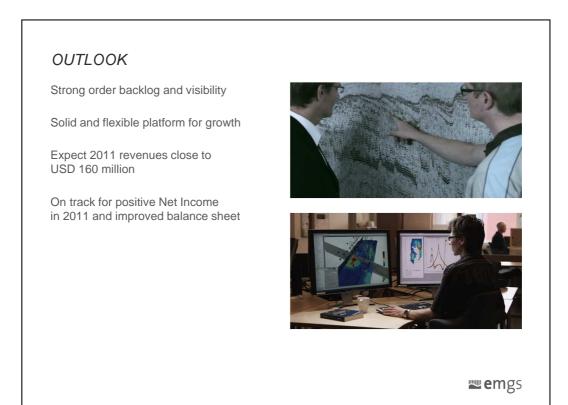




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# CONSOLIDATED INCOME STATEMENT

USD million	QUARTER ENDING		NINE MONTHS ENDING	
	30.09.2011	30.09.2010	30.09.2011	30.09.2010
Revenues	45.5	22.8	114.6	48.2
Charter hire, fuel and crew expenses	18.6	5.2	45.9	17.9
Employee expenses	11.0	7.4	30.3	20.6
Other operating expenses	4.0	3.7	13.3	9.6
EBITDA	11.9	6.5	25.1	0.1
Depreciation and ordinary amortisation	3.1	4.6	9.9	14.7
Multi-client amortisation	-	1.6	2.6	4.1
EBIT	8.8	0.2	12.6	(18.7)
Net financial items	(0.1)	(7.9)	(9.7)	(7.3
Share of profit of joint venture	-	-	-	
Profit /(loss) before tax	8.7	(7.7)	2.9	(26.0)
Income tax expense	1.2	0.6	5.0	0.8
Net profit /(loss)	7.5	(8.3)	(2.1)	(26.8)
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USD million		PERIOD ENDING		
	30.09.2011	31.12.2010		
ASSETS				
Goodwill	13.5			
Intangible assets	8.7	7.8		
Property, plant and equipment	19.3	23.1		
Assets under construction	11.0	9.1		
Investment in joint venture		3.0		
Restricted cash	0.6	7.3		
Total non-current assets	53.1	50.4		
Trade receivables	28.2	20.6		
Other current assets	19.1	13.8		
Cash and cash equivalents	43.0	21.3		
Restricted cash	17.2	10.9		
Total current assets	107.5	66.6		
TOTAL ASSETS	160.6	117.0		
EQUITY AND LIABILITIES				
Total equity	79.8	2.2		
Total non-current liabilities	49.1	28.1		
Trade payables	11.5	12.8		
Current tax liability	4.8	0.9		
Provisions		0.8		
Other short term liabilities	14.1	13.0		
Borrowings	1.3	59.2		
Total current liabilities	31.7	86.7		
TOTAL EQUITY AND LIABILITIES	160.6	117.0		

USD million	QUARTER	QUARTER ENDING	
	30.09.2011	30.09.2010	
Net cash flow from operating activities	0.5	(34.2)	
Net cash flow from investing activities	1.0	(12.4)	
Net cash flow from financial activities	19.7	46.2	
Net increase in cash	21.2	(0.4)	

	SHAREHOLDER	SHARES	HOLDING
1	WARBURG PINCUS	41 873 434	21.30 %
2	FUGRO NORWAY AS	27 777 778	14.13 %
3	ODIN NORGE	7 648 724	3.89 %
4	ODIN OFFSHORE	5 770 518	2.94 %
5	SKANDINAVISKA ENSKILDA BANKEN	3 961 530	2.02 %
6	EURO TRANS SKIPS AS	3 559 444	1.81 %
7	BANK OF NEW YORK MELLON SA/NV	3 496 931	1.78 %
8	DNB NOR SMB, VPF	3 025 000	1.54 %
9	UBS SECURITIES LLC	2 995 824	1.52 9
10	TVETERAAS EIENDOMSSELSKAP AS	2 900 000	1.48 %
11	JP MORGAN CLEARING CORP.	2 869 600	1.46 %
12	STATOIL PENSJON	2 808 360	1.43 %
13	JPMORGAN CHASE BANK	2 687 924	1.37 9
14	VPF NORDEA KAPITAL	2 481 281	1.26 9
15	DELPHINORGE	2 300 000	1.17 %