

MERMAID MARITIME PUBLIC COMPANY LIMITED
Analyst Presentation
Financial Quarter 02/2009

18 May 2009





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Explanation for presenting in USD



- In the financial statements, all financial numbers are recorded in Thai Baht in compliance with Thai Law.
- All financial numbers in this presentation are converted to USD to facilitate use and application by the reader.
- The conversation rate is the average exchange rate between the buying and selling rates as at 31 March 2009.
- This average exchange rate as at 31 March 2009 is Thai Baht 35.53/USD1.00.

Analysis of consolidated P&L statement





Consolidated P&L statements

Period: Q2/08 vs Q2/09 vs Q1/09 (3-month period)



	Q2/08	Q2/09	Q1/09	Increase (decrease) between Q2/09 vs Q1/09		Ref.
	31/3/08	31/3/09	31/12/08	USD'000	%	
	USD'000	USD'000	USD'000			
Service income	30,260	26,771	44,547	(17,776)	(40)	A
Cost of services	(20,671)	(23,392)	(31,569)	(8,177)	(26)	B
Gross profit	9,589	3,379	12,978	(9,599)	(74)	
Service and administrative expenses	(8,332)	(3,758)	(3,119)	639	20	C
Interest income	93	31	373	(342)	(92)	
Gain/(loss) on exchange rates	(453)	432	68	364	535	D
Net gain /(loss) on write off equipment	22	98	471	(373)	(79)	E
Other income	1,974	281	60	221	368	
Operating profit	2,893	463	10,831	(10,368)	(96)	



Consolidated P&L statements

Period: Q2/08 vs Q2/09 vs Q1/09 (3-month period)



	Q2/08	Q2/09	Q1/09	Increase (decrease) between Q2/09 vs Q1/09		Ref.
	31/12/07	31/3/09	31/12/08	USD'000	%	
	USD'000	USD'000	USD'000			
Share of profit from an associate	209	(335)	(111)	224	202	F
Profit before interest expense and income taxes	3,102	128	10,720	(10,592)	(99)	
Interest expenses	(867)	(564)	(901)	(337)	(37)	G
Profit before income taxes	2,235	(436)	9,819	(10,255)	(104)	
Income taxes	971	(1,102)	(993)	109	11	H
Net profit for the period	3,206	(1,538)	8,826	(10,364)	(117)	
EBITDA (Including FX Impact)	6,995	3,914	14,687	(10,773)	(73)	
EBITDA (Excluding FX Impact)	7,448	3,482	14,619	(11,137)	(76)	7



Analysis of P&L statement: Q2/09 vs Q1/09



A	Decreased as a result of MOS's revenue decrease of USD 19.1 million due mainly to lower utilization days as compared with Q1/09, offset with an increase in MDL's revenue of USD 2.0 million.
B	Decreased mainly from MOS's cost of services of USD 7.1 million offset with an increase in MDL's cost of services from relocation of MTR-2 from Thailand to Indonesia of USD 1.0 million.
C	Increased due mainly to payment of financial bonus for performance in the 2008 financial year.
D	Increased from gain on foreign currency exchange rate due mainly to the weakening of USD currency in Q2/09 as compared with Q1/09.
E	Decreased mainly due to gain from disposal of fixed assets in MTR-2 in Q1/09.
F	Increased due to share of loss from an associate, WCI/AME, due to lower utilization.
G	Decreased relative to a lower interest rate in the quarter and due to repayments of long-term loans.
H	Increased due to branch profit tax on MTR-2 of USD 0.1 million from operations in Indonesia.

Segmental analysis

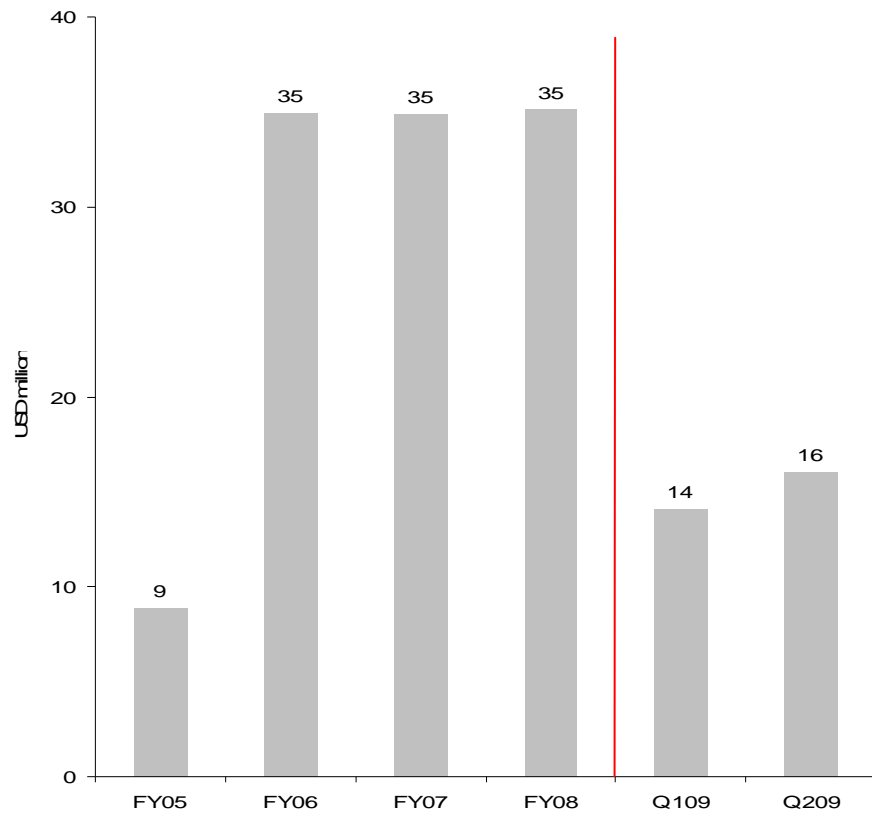




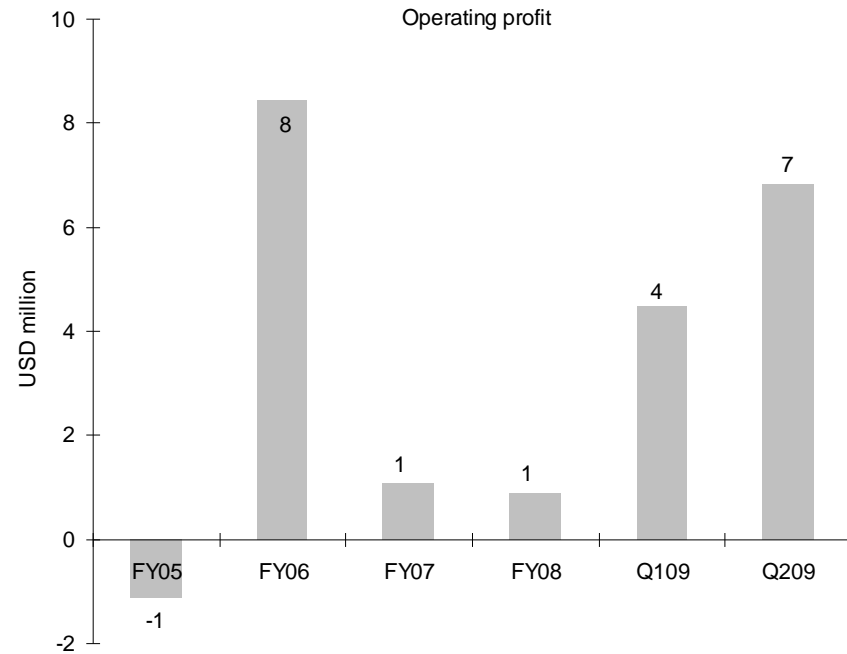
Mermaid Drilling



Sales



Operating profit and margin (Excl. Forex)



Operating margin					
FY05	FY06	FY07	FY08	Q109	Q209
-13%	24%	3%	3%	32%	42%

Mermaid Drilling continues to perform well



Mermaid Drilling



MTR-1

- Under contract with Hess in Indonesia. Utilization - 100%.
- Contract extension option of 100-180 days exercised with increased day rate.
- Contract completion projected in FQ4/2009.

MTR-2

- Under contract with Chevron in Indonesia. Utilization – 99%.
- Contract completion scheduled for FQ2/2010.

MTR-1 and MTR-2 maintained excellent operational efficiency



Mermaid Drilling



KM-1 (Newbuild)

- Construction on budget with delivery expected in FQ1/2010.
- 5 year drilling contract (with options) awarded by Petronas Carigali Sdn. Bhd. will commence on delivery of rig.

Market Outlook

- Latest tender rig fixtures now reported at US\$95K-120K/day. This reflects slight downward pressure on drilling day rates for new fixtures.
- Several inquiries received from operators for tender rig requirements.

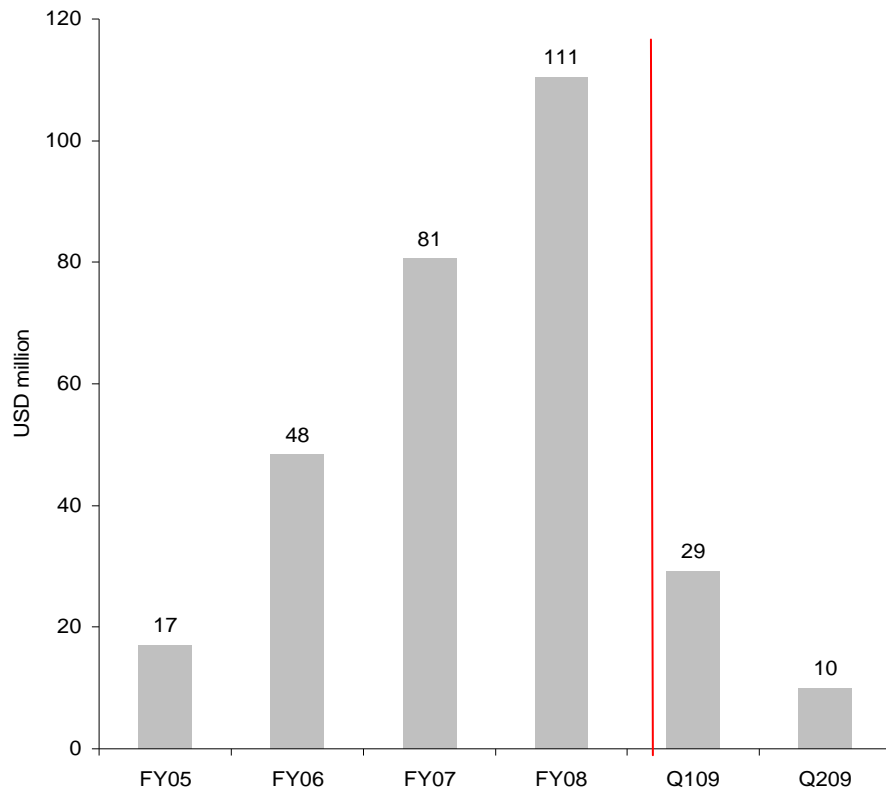
Market trends will be impacted in the short term



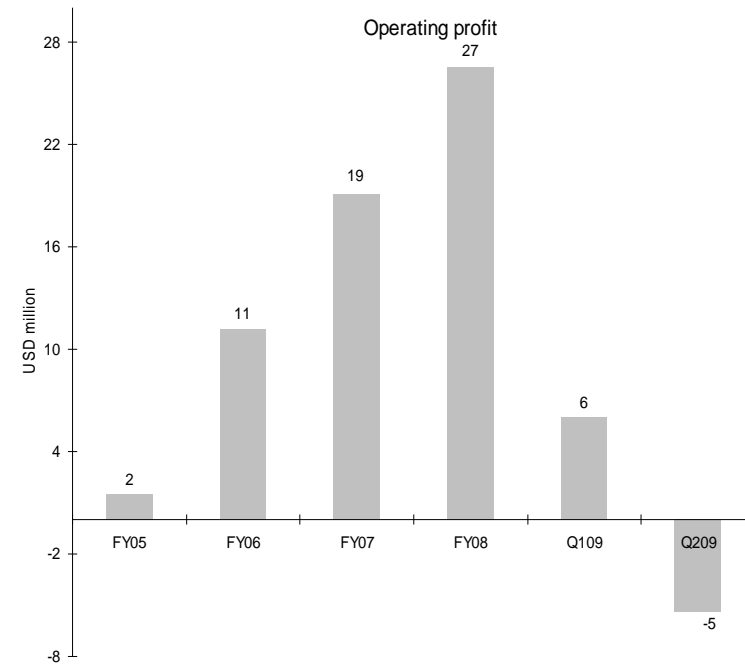
Mermaid Offshore Services



Sales



Operating profit and margin (Excl. Forex)



Operating margin					
FY05	FY06	FY07	FY08	Q109	Q209
9%	23%	24%	24%	21%	-54%

Mermaid Offshore experienced lower utilization



Mermaid Offshore Services



- ⊗ Performance affected by lower vessel utilization due to:
 - (i) seasonal factors
 - (ii) mobilization of 'Team Siam' to the Middle East
 - (iii) dry-docking of 'Mermaid Commander'
 - (iv) delay in award of work by clients due to uncertainty caused by economic downturn
- ⊗ Utilization trend is consistent with industry sector.
- ⊗ No significant market pressure on day rates.
- ⊗ Overall utilization recovering. Clients now resuming work awards.
- ⊗ Newbuild DP2 DSV 'Mermaid Asiana' launched from slipway. Delivery scheduled for FQ4/2009.
- ⊗ Newbuild DP2 'Mermaid Sapphire' construction progressing. Delivery scheduled for FQ1/2010.

Utilization recovery experienced in FQ3/2009



Mermaid Offshore Services



Allied Marine & Equipment

- 🌀 Newbuild DP2 'Allied Conquests' now providing saturation diving services in South East Asia.
- 🌀 AME receives global ISO 9000 certification for quality management systems.

Seascope Surveys

- 🌀 Mermaid Offshore Services continues to benefit from integration of Seascope to provide complete in-house capabilities.
- 🌀 Seascope opens base in Thailand complementing existing Seascope offices in Indonesia and Singapore. Thailand base received BOI tax-exempt status.

Related companies positioned for growth

Financial Ratios and Debt Repayment Schedule





Selected financial ratios



	Q2/09	Q1/09
Average receivable turnover (days)	112	76
Average payable turnover (days)	34	27
Debt to equity ratio (Times)	0.21	0.18
Net asset value per share* (Baht)	19.07	19.04
Debt to EBITDA (Times)	0.72	0.60

* using outstanding issued shares at end of period

Retaining financial flexibility to fund future opportunities



Debt repayment schedule



As at 31 March 2009, total outstanding long-term debt was equivalent to USD 61,012,039.

Due to repay in years (USD)	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015
Repayment Amount	6,028,233	12,941,596	14,417,952	12,881,479	8,958,640	5,444,139	340,000

91% of total debt denominated in USD including loan swap



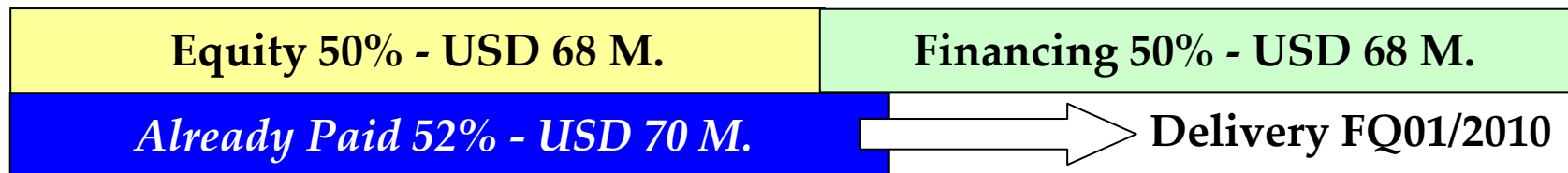
Newbuild projects – payment progress



- DP2 'Mermaid Sapphire' newbuild cost - USD 26.5 M.



- Tender rig 'KM-1' newbuild cost - USD 136 M.



(Note: Newbuild DP2 DSV 'Mermaid Asiana' will be chartered to Mermaid with a purchase option).

Equity investment completed. Loans secured.

Analysis of consolidated balance sheet





Consolidated balance sheets as at 31 March 2009, 31 December and 30 September 2008



Assets	31 Mar 09 USD'000	31 Dec 08 USD'000	30 Sep 08 USD'000	Change 31 Mar 09 vs 31 Dec 08		Ref.
				USD'000	%	
Cash & Deposits	68,729	72,179	48,595	(3,450)	(5)	I
Trade Debtors	24,842	35,081	41,146	(10,239)	(29)	II
Related Debtors	2	4	4	(2)	(50)	
Spare Parts and Inventories	3,463	3,520	4,152	(57)	(2)	
Short-term loan to related party	-	-	32,313	-	-	
Other Current Assets	3,753	3,234	10,481	519	16	
Other L-T Assets	29,003	27,319	22,916	1,684	6	III
Fixed Assets and Intangible assets	245,659	226,846	211,367	18,813	8	IV
Total Assets	375,451	368,183	370,974	7,268	2	



Consolidated balance sheets as at 31 March 2009, 31 December and 30 September 2008



Liabilities	31 Mar 09 USD'000	31 Dec 08 USD'000	30 Sep 08 USD'000	Change 31 Mar 09 vs 31 Dec 08		Ref.
				USD'000	%	
Trade Creditors	8,955	8,013	9,208	942	12	V
Related Creditors	183	240	-	(57)	(24)	
Current Portion: L-T Borrowings	12,198	12,097	11,855	101	1	VI
Other Current Liabilities	14,155	16,577	34,457	(2,422)	(15)	VII
Other Non-Current liabilities	246	232	151	14	6	
L-T Borrowings	49,284	40,906	43,005	8,378	20	VI
Total Liabilities	85,021	78,065	98,676	6,956	9	



Consolidated balance sheets as at 31 March 2009, 31 December and 30 September 2008



Equity	31 Mar 09 USD'000	31 Dec 08 USD'000	30 Sep 08 USD'000	Change 31 Mar 09 vs 31 Dec 08		Ref.
				USD'000	%	
Share Capital & Share premium	197,371	197,371	197,371	0	0	
Legal reserves	1,118	1,118	1,118	0	0	
Shareholders Funds	70,648	72,308	63,656	(1,660)	(2)	VIII
Difference of translation adjustment	1,912	1,165	(691)	747	64	
Minorities	19,381	18,156	10,844	1,225	7	IX
Total Equity	290,430	290,118	272,298	312	0	
Total Liabilities + Equity	375,451	368,183	370,974	7,268	2	



Analysis of consolidated balance sheet between 31 March 2009, 31 December and 30 September 2008



I	Decreased mainly from payments of newbuild tender rig installments and loan per schedule.
II	Decreased due to receivables collection and lower MOS revenues in Q2/09.
III	Increased mainly due to the second payment for long-term investment in Seascope Surveys of USD 2.3 million, offset with a decrease in deferred tax assets of USD 0.3 million and share of loss from associates of USD 0.4 million.
IV	Increased mainly due to newbuild tender rig installments of USD 4.8 million, saturation diving system installments of USD 1.0 million, ROV support vessel installment of USD 7.8 million, purchase of two heavy construction class deep water ROVs of USD 5.5 million, purchase of MOS tools and equipment of USD 1.4 million, purchase of MDL equipment of USD 0.8 million, and Seascope Survey's equipment of USD 0.3 million, offset with overall depreciation expense.
V	Insignificant change with accounts payable turnover from 27 days in Q1/09 to 34 days in Q2/09.
VI	Net increase due mainly to additional loan from local bank for 'Mermaid Sapphire' (including its crane and additional equipment) of USD 10.8 million and a loss on foreign currency exchange of USD 0.6 million, offset with repayments of long-term loans of USD 2.9 million.
VII	Decreased mainly from settlement of non-trade payable from newbuild tender rig 'KM-1' of USD 6.0 million, offset with an increase in other accounts payable of MOS for new ROV of USD 1.5 million and other accounts payable from Kencana Petroleum Ventures for over payment for their share subscription of USD 1.5 million for 'KM-1'.
VIII	Decreased due to the net loss in Q2/2009.
IX	Increased due mainly to additional investment of USD 0.8 million received from Kencana Petroleum Ventures in 'KM-1'.

Any questions?

