



SBI Offshore Limited



1H FY2013 Results Presentation

15 August 2013

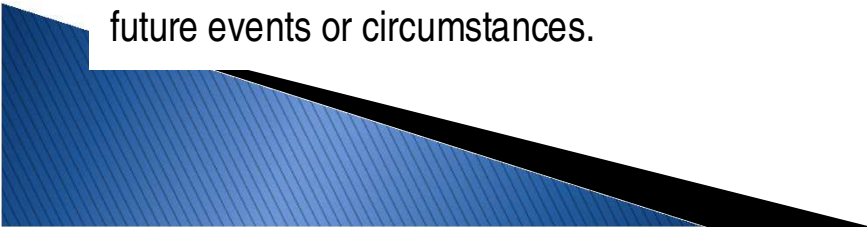


DISCLAIMER

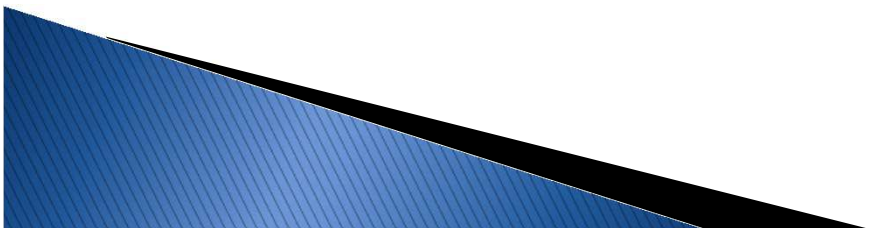
This document contains information that is commercially sensitive, subject to professional privilege and is proprietary and confidential in nature. Any professional privilege is not waived or lost by reason of mistaken delivery or transmission. If you receive a copy of this document but are not an authorized recipient, you must not use, distribute, copy, disclose or take any action in reliance on this document or its contents.

The information contained in this document has not been independently verified. No representation or warranty express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. The information contained in this document should be considered in the context of the circumstances prevailing at the time and has not been, and will not be, updated to reflect material developments which may occur after the date of the presentation. Neither Company nor any of its respective affiliates, advisers or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this document or its contents or otherwise arising in connection with this document.

The document contains statements that reflect the Company's beliefs and expectations about the future. These forward-looking statements are based on a number of assumptions about the Company's operations and factors beyond the Company's control, and accordingly, actual results may differ materially from these forward-looking statements. The Company does not undertake to revise forward-looking statements to reflect future events or circumstances.



- 1H FY2013 Financial Highlights
- 1H FY2013 Operational Highlights
- Stock Data
- Outlook and Strategy



1H FY2013 FINANCIAL HIGHLIGHTS

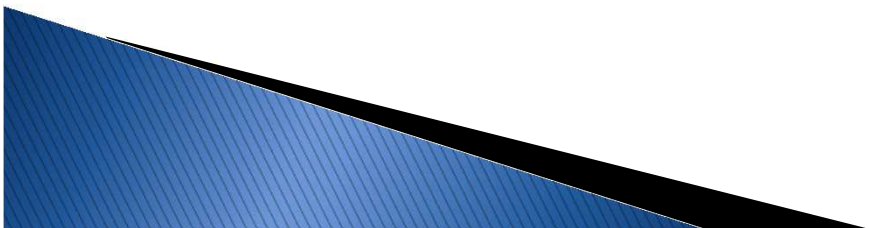
4

- Net profit reversed from small loss of **(US\$1,700)** in 1H FY2012 to profit of **US\$391,668** this year
 - Revenue up 9.5-fold to **US\$31.8M** from **US\$3.3M** in 1H FY2012; progress recognition of EPCC project
 - Gross profit increased 63.8% to **US\$1.7M** in 1H FY2013 (1H FY2012: **US\$1.1M**)
 - Net cash stood at **US\$637,425** as at 30 Jun 2013 (**US\$654,880** at 30 Jun 2012)
 - EPS **0.26 US cent** on fully diluted basis (1H FY'12: **nil**)
 - NAV **8.55 US cents** (31 Dec 2012: **8.31 US cents**)
- 

1H FY2013 FINANCIAL HIGHLIGHTS

5

- Order book of about US\$30M as at 7 Aug 2013
- Placement of 34M new shares at S\$0.108 each in Mar 2013
- Enlarged share capital base to 155.7M
- Raised S\$3.6M – for project costs



1H FY2013 FINANCIAL HIGHLIGHTS

6

US\$ (Million)	1H FY2013	1H FY2012	Change (%)
Revenue	31.8	3.3	>100
Gross Profit	1.7	1.1	63.8
Gross Profit Margin (%)	5.4	31.6	(26.2)
Net Profit/(loss) (US\$'000) (Attributable to shareholders)	391.7	(1.7)	N.M.
EPS (US cents) *1	0.26	-	-
NAV per Share (US cents) *2	8.55	8.31 *3	2.9

*1 *EPS calculated based on the profit/loss attributable to owners of the parent and divided by the weighted average number of ordinary shares as at the reporting period; fully diluted*

*2 *NAV calculated based on total number of ordinary shares issued as at the reporting period*

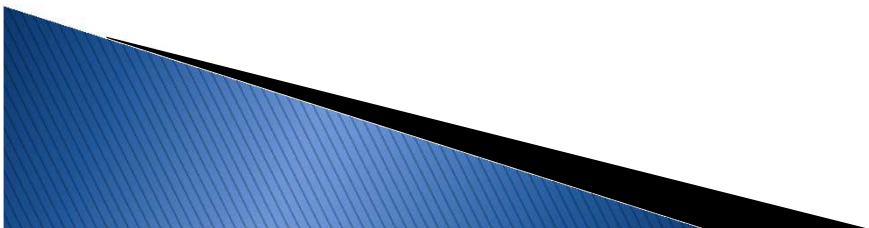
*3 *As at 31 December 2012*

BUSINESS SEGMENTS

7

US\$ (Millions)	1H FY2013	1H FY2012	Change (%)
Marketing (Commission)	1.5	0.4	>100
Distribution (Trading)	3.1	1.1	>100
Engineering & Fabrication	1.5	1.8	(19.2)
Projects	25.7	-	>100
Total	31.8	3.3	>100

Note : excludes revenue of joint venture & associate

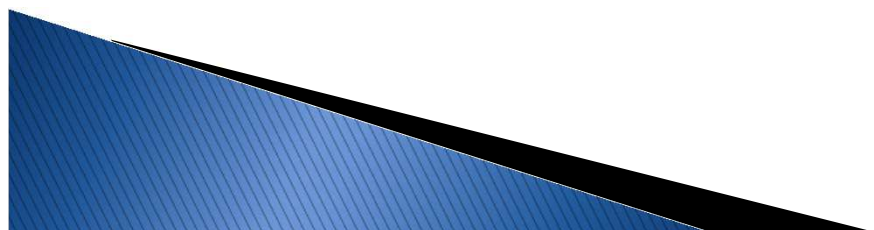


BALANCE SHEET HIGHLIGHTS

8

US\$ (Million)	30.6.2013	31.12.2012	Change (%)
Total Assets	35.8	32.9	8.8
Total Borrowings	8.7	5.5	58.2
Net Current Assets	3.1	0.3	>100
Cash & Cash Equivalents *	7.3	8.0	(8.8)
Shareholders' Equity	13.2	10.0	31.9

** Including deposits pledged for bank facilities*

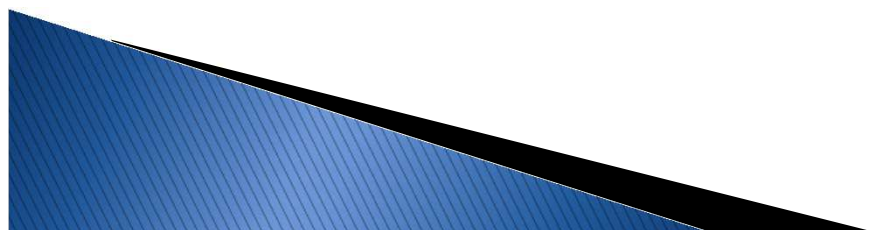


CASH FLOW HIGHLIGHTS

9

US\$ (Million)	1H FY2013	1H FY2012	Change (%)
Net cash from/(used in) operations	(6.5)	(0.3)	>100
Net cash from/(used in) investing	(0.1)	0.1	n.m.
Net cash from/(used in) financing	5.6	(0.5)	>100
Cash & cash equivalents at beginning of financial year	1.6	1.3	n.a.
Cash & cash equivalent at the end of the period *	0.6	0.6	-

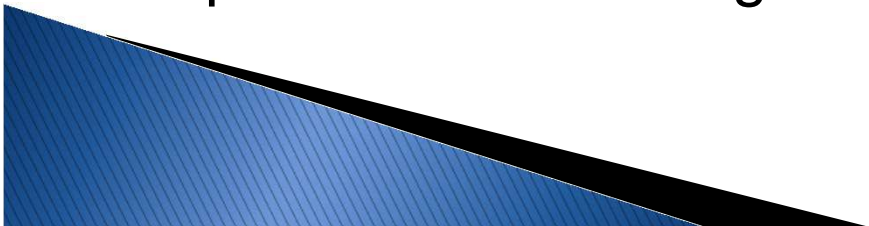
* *Excluding deposits pledged for bank facilities*



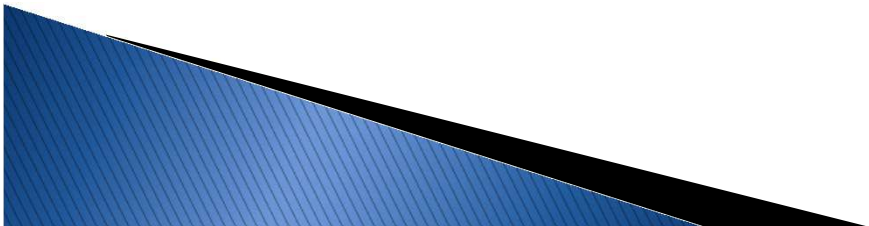
1H FY2013 OPERATIONAL HIGHLIGHTS

10

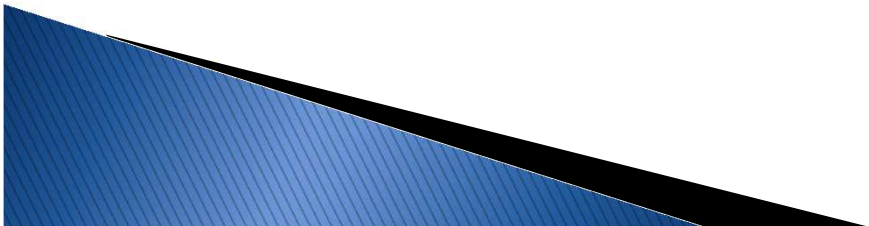
- Progress revenue recognition of US\$25.7M in 1H FY2013 for EPCC project, lifted gross profit to US\$1.7M
- Share of results of JV, RBV Energy (S) Pte Ltd (RBVS), rose 10.3% to US\$288,000 in 1H FY2013
- Strategic shift towards fabrication & engineering services through SRI & JSBI have yielded some results
- Strategic alliance with Shanghai Waigaoqiao Shipbuilding of China to position SBI for O&M projects
- Strategic alliance with Owens Specialty of USA to position SRI for engineering & fabrication services



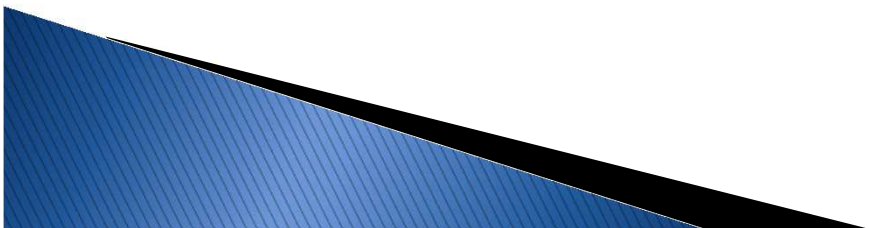
- **Sea Reef International, USA**
 - Improved business processes & controls
 - Re-focused activity from design of deck equipment to providing engineering solutions
 - Strategic alliance with Owens Specialty
 - Working on more enquiries & with higher value



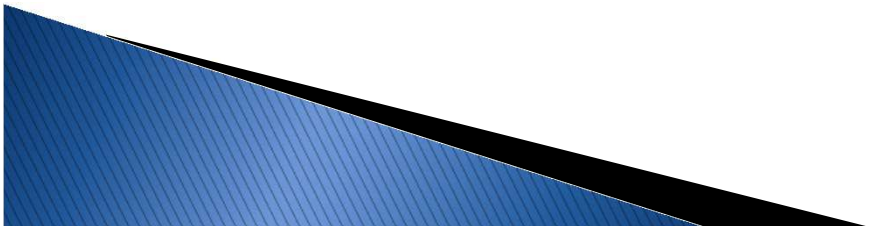
- **Jiangyin SBI Offshore, China**
 - Tidied up factory & re-organized operations
 - Secured Aker approval & first order
 - Actively looking for more partners to offer facility & capacity



- **Sea Reef Offshore, Singapore**
 - Reorganized distribution of lifeboats & davits
 - Expanded business to include distribution of O&M life-saving & related equipment
 - Aligned service team to focus on life-saving appliances MRO
 - Immediate focus is on hook replacement (new IMO requirements)



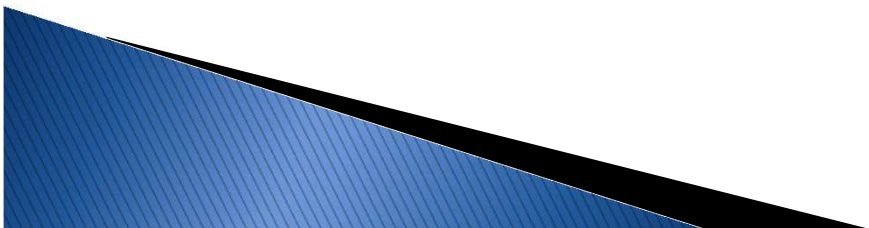
- Still in discussion with principal on disputed commission
- Amount in question reduced to less than US\$10M due to change order



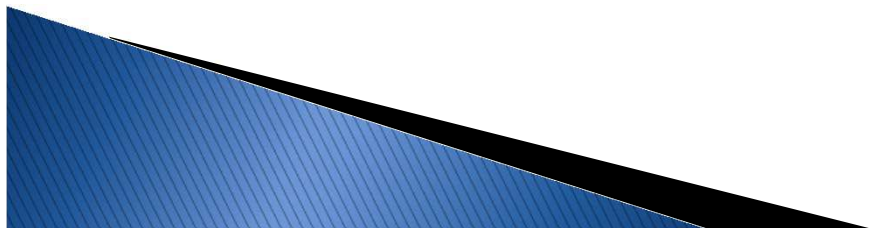
STOCK DATA

15

Basic Share Data	As at 14 Aug 2013
Share Price	S\$ 0.114
Average Daily Volume	64,000
No. of Issued Shares	155.7 Million
Market Capitalization	S\$17.7 Million
NAV per Share (as at 30 June 2013)	8.55 US cents



- Global oil & gas industry expected to remain buoyant
- Growing demand for offshore construction, pipe laying, production, inspection, repair and maintenance activities in offshore oil fields
- Positive outlook for Singapore's O&M industry driven by sustained growth in offshore expenditure, allowing Singapore rig builders to receive substantial order



- Strategic shift towards fabrication & engineering services since FY2012 has started to pay off
- Actively marketing to potential customers, leveraging on experience, EPCC track record & extensive network
- Working on various potential projects involving FPSO, MODU, O&M vessel and topside complex
- Barring unforeseen circumstances, the Group expects the FY2013 revenue and net profit to exceed that of FY2012

