



MMA Offshore Limited

2016 Financial Year Results Presentation 25 August 2016

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FY2016 Summary

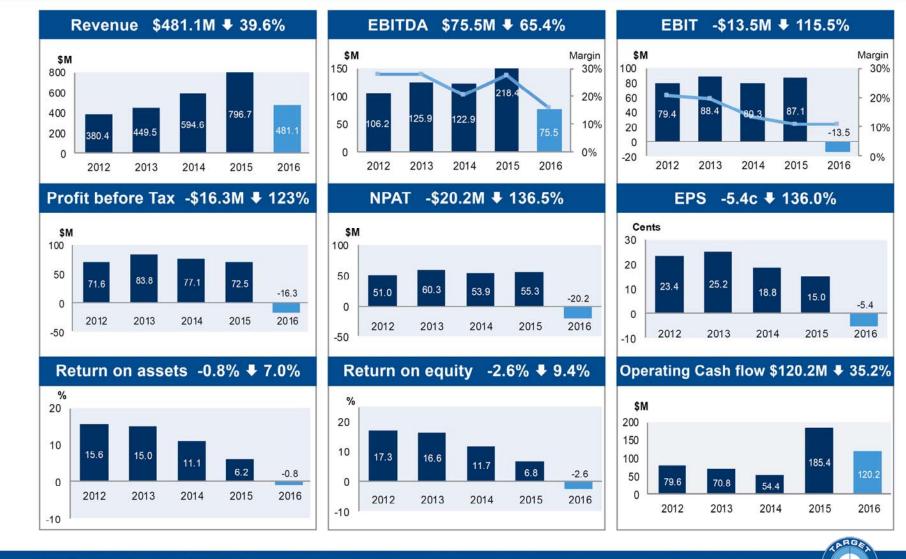


Adverse oil and gas market conditions negatively impacted financial performance during FY2016.

Financial	 Revenue \$481.1m 39.6% EBITDA \$75.5m 65.4% (after redundancy costs of \$3.3m and doubtful debts provision of \$7.4m)
	 EBIT -\$13.5m ■ 115.5% (pre-impairment) EPS -5.4c ■ 136.0% (pre-impairment) Reported Net Loss after Tax \$(144.0)m after \$139m before tax, non-cash impairment charge Operating cash flow \$120.2m ■ 35.2% Cash at Bank \$49.7m Gearing 53.9% (post impairment) Continuing support of Banking Syndicate
Operating	 Operations severely impacted by ongoing adverse market conditions Rates and utilisation at historical lows Vessel sales programme ongoing but market conditions remain difficult Secured a number of significant contract wins during the year Exceeded \$15 million cost reduction target Ongoing focus on operational excellence and business efficiency to position the Company for improved market conditions Maintained excellent safety performance

Key Financials (pre-impairment)

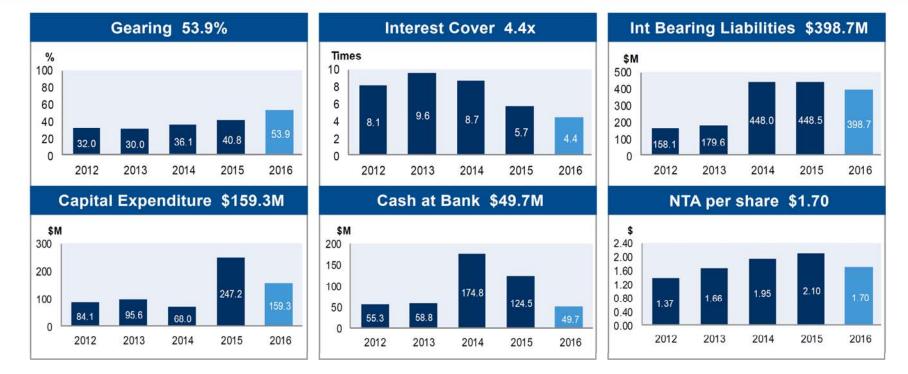




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Balance Sheet (post-impairment)





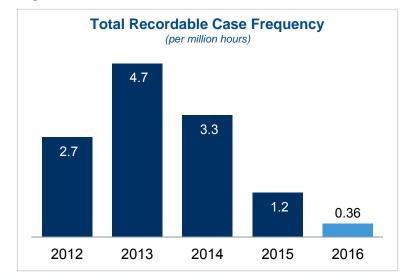
- Gearing has increased to 53.9% as a result of the impairment charge
- Debt Facilities In February 2016, MMA agreed a number of amendments to the terms and financial covenants of its Syndicated Loan Facility with the members of the Syndicate, in response to the difficult trading conditions in the offshore oil and gas industry. On 24 August 2016, the Company received approval of some further amendments to the terms and financial covenants of the Facility from the Syndicate and MMA has committed to an increase in the annual principal repayment over the remaining term of the Facility

Health, Safety and Environment



MMA continues to achieve improvements in its safety culture and performance.

- TRCF improved by 70% to 0.36 in FY16; 89% improvement over the past 3 years
- Target 365 strategy continues to evolve and produce sustainable improvements in safety performance and culture
- Recently launched Target 365 Critical Controls programme focusing on the 8 highest risk activities across the business
- Continuing to focus on improvements to systems and processes and focus on lead indicators
- Meeting or exceeding environmental standards across the organisation





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Cost Reduction



MMA has taken significant steps to reduce its cost base and will continue to focus on further reducing costs in the current environment

- Overhead costs reduced by \$20m, down 24% on the previous financial year with further savings to occur in FY17
- In addition, achieved significant reductions in direct operating costs:
 - Savings of approximately 25% on key expenditure items through supplier negotiations and retendering of key contracts
 - Business efficiency initiatives
 - Layup programme and strict control of costs on vessels between contracts
 - General culture of cost control across the business
- Headcount reduced by over 50% over the past 2 years (excluding crew)
- Material salary package reductions for non-marine personnel base salaries frozen since July 2015 and no short or long term bonuses paid for the past 2 years
- Focus on minimising all variable costs across the business
- Ongoing focus on reducing cost in all areas of the business whilst maintaining high quality of operations and safety standards

Vessel Operations



Financial overview

- Adverse market conditions significantly impacted performance
- 2H lower than 1H with major Australian contracts completing
- \$100m vessel impairment charge

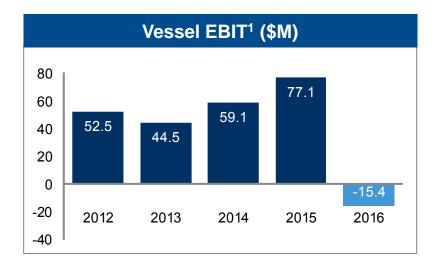
Operational overview

- Utilisation Average 59% (FY15 75%)
- Rates remain under pressure across all regions and vessel segments
- Australia:
 - Secured 2 major long term production support contracts (Woodside, ConocoPhillips)
 - Developed vessel sharing arrangements between key clients to improve utilisation and create direct cost savings for clients
 - INPEX production support contract commenced August 2016
- International:
 - Secured term contract in West Africa for MMA Privilege
 - Extended key contracts in Middle East and Thailand but at lower rates. Key contracts in Malaysia suspended due to rig layup
 - Continuing to expand our presence in the Middle East
- Newbuild Vessels:
 - Delivered 3 new high specification vessels into the fleet with all 3 vessels committed to long term contracts
 - Final 2 newbuild vessels scheduled for completion by October 2016
- Australian EBA negotiations are progressing

Outlook

 Oversupply and low demand conditions expected to continue through FY17

Vessel Operations Financials Variance 30 Jun 2016 30 Jun 2015 **40.7%** \$414.7M \$699.8M Revenue EBITDA **4** 67.5% \$199.1M \$64.8M EBITDA / Revenue 12.9% 15.6% 28.5% Ŧ EBIT (pre-impairment)¹ **120.0%** -\$15.4M \$77.1M EBIT / Revenue¹ **14.7%** -3.7% 11.0% \$1.061.3M Segment Assets 11.6% \$937.7M ♣ 8.7% -1.5% 7.2% ROA (pre-impairment)¹



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¹ EBIT and ROA are shown excluding the impact of the \$100m impairment charge against vessel assets in FY16 and \$100m impairment charge in FY2015

Vessel Sales



MMA has now sold 17 vessels and continues to focus on its vessel sales programme albeit in a very difficult market

- MMA's vessel sales strategy is delivering results but market conditions resulted in the Company falling short of its \$78m target for FY16
- 17 vessels have now been sold for a total of A\$40m
 - 3 Barges
 - 7 Tugs and smaller vessels
 - 7 AHT / AHTSs (4,000 5,150 bhp)
- Continuing to focus on rationalising the 5,000 bhp AHTS fleet and other selected vessels
- Vessels are being actively traded in spot market whilst being marketed for sale
- Cost control programme in place for vessels laid up between contracts
- MMA has recently reviewed and refreshed its vessel sales strategy to accelerate sales through FY17

Newbuild Vessels



MMA delivered 3 high specification vessels into the fleet during FY16 all of which are on long term contracts. The remaining 2 vessels are close to completion and are being tendered in the IMR market.

Vessel	Details	Completion	Contract
	MMA Privilege Multi-purpose Work boat designed for cost effective platform commissioning, field maintenance tasks and coil tubing operations	 2H FY16 	 Commenced 1 + 1 year contract in Cote d'Ivoire in April 2016
	MMA Prestige ROV Support Vessel designed to offer superior and cost effective Inspection, Maintenance and Repair ("IMR") solutions to clients; 100 man accommodation with 100t AHC subsea crane	 Q1 FY17 	 Currently being tendered for IMR opportunities in MMA's key regions
	MMA Pinnacle ROV Support Vessel designed to offer superior and cost effective Inspection, Maintenance and Repair ("IMR") solutions to clients; 100 man accommodation with 150t AHC subsea crane	 Q2 FY17 	 Currently being tendered for IMR opportunities in MMA's key regions
	MMA Plover and Brewster High specification platform supply vessels with sophisticated chemical carrying capabilities unique to the INPEX's Ichthys LNG project	 2H FY16 	 Contracted to INPEX for Ichthys production support – 5 year contract + 2 x 5 year options

Dampier Supply Base



Financial overview

- Revenue and EBIT (pre-impairment) down 30% due to reduced activity in the region
- Second half activity significantly lower
- Redundancy costs of \$0.9m expensed
- Non-cash asset impairment charge of \$36m

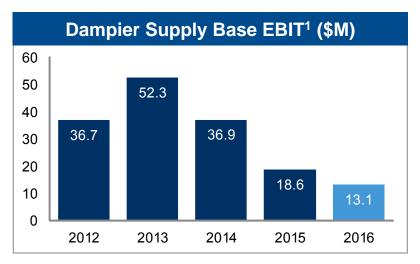
Operational overview

- Maintaining key clients although at lower levels of activity and rates
- Drilling activity at historically low levels impacting wharf visits
- Implemented a range of cost reduction and productivity improvement measures during the year
- Targeting alternative clients to increase land and services utilisation

Outlook

 Experiencing historically low demand for services across exploration, construction and production sectors of the market which will lead to a substantial reduction in earnings in FY17

Dampier Supply Base Financials								
	Variance	30 Jun 2016	30 Jun 2015					
Revenue	₹ 29.7%	\$62.2M	\$88.5M					
EBITDA	₹ 22.8%	\$20.0M	\$25.9M					
EBITDA / Revenue	1 2.9%	32.2%	29.3%					
EBIT (pre-impairment) ¹	₹ 29.6%	\$13.1M	\$18.6M					
EBIT / Revenue ¹	nil	21.0%	21.0%					
Segment Assets	↓ 47.1%	\$71.0M	\$134.3M					
ROA (pre-impairment) ¹	♦ 0.7%	10.8%	11.5%					



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¹ EBIT and ROA are shown excluding the impact of the \$3m impairment charge in FY16

Dampier Slipway

Financial overview

- Revenue \$9.8m, down 56.8%; EBIT loss of -\$2.9m (preimpairment)
- Margins down significantly due to increased competition and fixed overhead
- Redundancy costs of \$0.5m expensed during the year
- Non-cash impairment charge \$3.0m

Operational overview

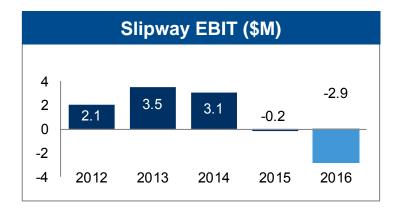
- Significantly reduced activity due to:
 - A reduction in the number of vessels operating in the region;
 - Strong competition from South East Asian shipyards; and
 - Cost cutting by vessel operators impacting the amount of repairs and maintenance work undertaken.
- Docked 28 vessels, including 19 third party vessels (FY15: 46)
- Ongoing focus on servicing terminal tug operators in the region
- Business has been significantly restructured to minimise permanent workforce and utilise contract labour to enable the business to better match costs with workflow
- Using Slipway as a cost effective lay up facility

Outlook

- Activity expected to remain subdued
- Focus is on reducing costs and improving financial performance

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Dampier Slipway Financials							
	Variance 30 Jun 2016 30 Jun 201						
Revenue	↓ \$12.9m	\$9.8M	\$22.7M				
EBITDA	↓ \$2.6m	-\$2.1M	0.5M				
EBITDA / Revenue	₹ 23.6%	-21.4%	2.2%				
EBIT (pre-impairment) ¹	↓ \$2.7m	-\$2.9M	-\$0.2M				
EBIT / Revenue ¹	₹ 28.5%	-29.4%	-0.9%				
Segment Assets	48.3%	\$7.5M	\$14.5M				
ROA (pre-impairment) ¹	♣ 21.9%	-23.1%	-1.2%				





Broome Supply Base JV



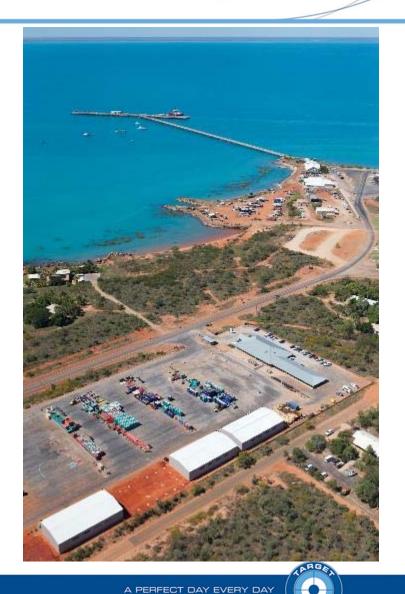
- Reduced drilling activity in the region has impacted earnings during FY16
- MMA's 50% share of NPAT \$2.6m (FY15 \$3.4m)

Operational overview

- Shell drilling programme completed in 1H FY16
- INPEX drilling programme reduced from two rigs to a single rig during 2H FY16
- Significant business restructuring completed during the year to align with reduced activity levels
- Marketing Base to alternative clients and industries

Outlook

- Continuing to support INPEX production drilling campaign through FY17
- Expect market activity in the region to remain subdued through FY17



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Market Outlook – Segments



Lower demand driven by the current oil price combined with an over supply of vessels is expected to result in ongoing challenging conditions for the offshore vessel market.

Production Support	 Activity related to production support remains consistent albeit at lower rates Opportunities relate to new facilities coming online which had been sanctioned prior to the current downturn, and the retendering of existing contracts held by competitors MMA's focus remains on delivering cost effective vessel support services to clients through new vessel configurations or combinations that provide lower cost solutions for clients and maintain utilisation of MMA's fleet
Construction & Project Support	 Construction activities generally only relate to projects sanctioned prior to the market downturn Smaller brownfield scopes are beginning to appear which should marginally increase utilisation Activity in Australia is expected to continue at lower levels as major LNG projects move from construction to commissioning and into production
Exploration Support	 The offshore operating rig count is at historical low levels in most regions throughout the world. The Middle East is one of the few areas showing stability as the region continues to maintain production rates Recent rig charters in SEA , India and Australia are signs that operators may be looking to take advantage of current very low rig hire rates

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Market Outlook – Regions



All regions are experiencing lower rates and utilisation. Lay-up of vessels continues as vessel owners look to conserve cash which may reduce supply.

South East Asia	 Vessel charter rates have stabilised at lower levels with vessel returns now marginal. MMA's strategy is to ensure that lay-up costs are minimised whilst ensuring vessel availability at short notice Malaysia – 1 large AHTS is working on contract and 1 large PSV is contracted in the spot market Myanmar – 1 vessel on short term contract and bidding term PSV work for upcoming drilling scopes Thailand – 2 AHTS vessels and an accommodation barge currently on term contracts Intra-region towage and supply work making up the majority of spot utilisation for fleet Working with key partner to create greater capability on the MMA Prestige to increase marketability of the vessel in the region
Australia	 The Australian market is relatively stable in terms of production support. Construction work is available in short scopes as existing projects move into commissioning and production phases Tendering decommissioning work scope Recently completed a vessel work scope in New Zealand which is opening new markets for MMA Tendering commissioning work scopes for Prelude and Ichthys LNG projects Optimisation of supply and production support work will continue as operators look for more cost effective solutions



Middle East	 This market has recently come under additional pressure as operators look to reduce costs MMA forced to reduce rates on key contracts to avoid cancellation Commencing term contract of large accommodation vessel with key construction / maintenance client Expanding skill base in the Dubai regional office to enhance service delivery in region Looking to leverage long term service contracts and alliances to increase utilisation of the spot fleet in the region
Africa	 West African market remains flat with reduced activity and a significant oversupply of vessels, especially PSVs Maintaining limited exposure to the African market with 4 vessels operating in the region: MMA Privilege on term contract in Cote d'Ivoire Remaining vessels working spot market





- MMA's operations continue to be impacted by the ongoing adverse oil and gas market conditions
- Vessel utilisation and charter rates at historic lows
- Ongoing focus on maintaining our competitive advantage through operational excellence and delivering innovative solutions to clients to meet their requirements in the current market
- Signed a number of significant long term contracts during the year and implemented a number of unique vessel sharing agreements
- Supply Base and Slipway earnings significantly impacted by reduced activity
- Cost reduction programme delivered significant savings in FY16 and is an ongoing focus into FY17
- Vessel sales programme delivering results with 17 vessels sold to date
- Newbuild programme almost complete with 3 new vessels delivered into the fleet in FY16 and the final 2 vessels close to completion; minimal capital expenditure requirement post completion
- Maintained an excellent safety record during the year with Target 365 delivering positive results
- Focus on strengthening the balance sheet and repaying debt during FY17 to better match debt levels with earnings in the current environment
- Receiving ongoing support from Banking Syndicate recently negotiated further amendments to the terms and financial covenants of the Company's Syndicated Loan Facility in response to the ongoing difficult trading conditions
- MMA continues to take steps to streamline the business to position itself for when the market recovers
- Given the uncertain outlook in the oil and gas markets, we do not expect to see an improvement in market conditions during FY17

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Glossary of Terms



AHT	Anchor Handling Tug	LNG	Liquefied Natural Gas
AHTS	Anchor Handling Tug Supply Vessel	NPAT	Net Profit after Tax
DP	Dynamic Positioning	NTA	Net Tangible Assets
EBA	Enterprise Bargaining Agreement	OSV	Offshore Supply Vessel
EBIT	Earnings before Interest and Tax	PSV	Platform Supply Vessel
EBITDA	Earnings before Interest, Tax, Depreciation and Amortisation	ROA	Return on Assets
EPS	Earnings per Share	ROE	Return on Equity
FY	Financial Year	SEA	South East Asia
IMR	Inspection Maintenance and Repair	TRCF	Total Recordable Case Frequency

JV Joint Venture

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Vessel Listing (1 of 3)



Vessel	Name	Flag	Туре	Year Built	Bollard Pull	LOA	BHP /DWT	Berths
MMA	INSCRIPTION	SINGAPORE	PSV, DP2	2012	-	87.1	5188 DWT	48
MERMAID	LEEUWIN	SINGAPORE	PSV	2013	-	82.2	4000 DWT	28
MMA	LEVEQUE	SINGAPORE	PSV, DP2	2010	-	75	3100 DWT	40
JAYA	VALOUR	MALAYSIA	PSV	2013	-	83.6	5509 DWT	60
JAYA	VALIANT	SINGAPORE	PSV	2014	-	76	3500 DWT	44
MERMAID	VIGILANCE	SINGAPORE	PSV, MULTI PURPOSE	2009	-	70	2850 DWT	50
JAYA	VICTORY	SINGAPORE	PSV	2014	-	76	3500 DWT	44
JAYA	VIGILANT	SINGAPORE	PSV	2013	-	83.6	5188 DWT	60
MMA	PRIDE	SINGAPORE	MULTI PURPOSE	2013	-	78	5150	148
MMA	ALMIGHTY	SINGAPORE	AHTS	2010	67.3	58.7	5150	42
JAYA	AMANDAM	SINGAPORE	AHTS	2009	61.7	58.7	4824	42
JAYA	AMARA	SINGAPORE	AHTS	2009	60.2	58.7	4824	42
MMA	CAVALIER	SINGAPORE	AHTS	2010	108	70	8000	50
MMA	CENTURION	SINGAPORE	AHTS	2011	102.5	70	5940	50
MMA	CHIEFTAIN	SINGAPORE	AHTS	2010	102	70	8046	42
MMA	CONCORDIA	SINGAPORE	AHTS	2010	100	70.5	7890	42
MMA	CONFIDENCE	SINGAPORE	AHTS	2011	105	70.5	7890	42
MDPL	CONQUEROR	SINGAPORE	AHTS	2010	119.5	70.5	7890	42

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ARGE

Vessel Listing (2 of 3)



Vessel	Name	Flag	Туре	Year Built	Bollard Pull	LOA	BHP /DWT	Berths
MDPL	CONTINENTAL ONE	SINGAPORE	AHTS	2010	121	70.5	7890	42
JAYA	CORAL	SINGAPORE	AHTS	2011	108	70	8000	50
JAYA	CRYSTAL	SINGAPORE	AHTS	2012	104.2	70	7965	50
JAYA	DAUPHIN	SINGAPORE	AHTS	2009	120	72.5	10730	42
JAYA	DEFENDER	SINGAPORE	AHTS	2009	129	72.5	10730	42
DJM	FORTUNE 3	SINGAPORE	AHTS	2004	60	57.5	4750	42
JAYA	MAJESTIC	SINGAPORE	AHTS	2014	160.7	78.2	12070	46
SEA	HAWK 1	MALAYSIA	AHTS	2009	155	75.4	12070	50
JAYA	SEAL	SINGAPORE	AHTS	2004	65	62.9	5500	42
MERMAID	VANQUISH	SINGAPORE	AHTS	2007	56	59.2	6772	42
MERMAID	VANTAGE	SINGAPORE	AHTS	2009	66	59.2	5150	42
MERMAID	VISION	SINGAPORE	AHTS	2009	105	67.8	8000	32
MERMAID	VOYAGER	AUSTRALIA	DP1, AHTS	2009	66	59.2	5150	42
MERMAID	RANGER	AUSTRALIA	AHT	2007	50.9	40	3872	18
MERMAID	RELIANCE	SINGAPORE	AHT	2010	68.6	50	5218	30
MERMAID	SUPPORTER	AUSTRALIA	AHT	2001	60	45	4800	20
MERMAID	COVE	AUSTRALIA	AHT	2013	70.3	4	5620	22

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Vessel Listing (3 of 3)



Vessel	Name	Flag	Туре	Year Built	Bollard Pull	LOA	BHP /DWT	Berths
MERMAID	SOUND	AUSTRALIA	AHT, AZIMUTH, OSV	2007	70	50	7341	22
MERMAID	STORM	AUSTRALIA	AHT, AZIMUTH, OSV	1993	48	34	4000	15
MERMAID	STRAIT	AUSTRALIA	AHT OSV, AZIMUTH, DPA	2012	69	52.4	7341	24
MMA	CARVER	AUSTRALIA	AHT, AZIMUTH TUG	2000	47	32	3500	14
MMA	INVESTIGATOR	AUSTRALIA	SUPPLY, MULTI PURPOSE	2006	30	54	3620	42
MERMAID	SEARCHER	AUSTRALIA	SUPPLY, MULTI PURPOSE	2008	34	54	3200	34
MERMAID	RESOURCE	AUSTRALIA	UTILITY	1996	-	27	2600	6
MERMAID	ESPERANCE	SINGAPORE	BARGE	2010	-	76.2	-	-
MERMAID	REGENT	AUSTRALIA	BARGE	2010	-	73.2	-	-
JAYA	300	SINGAPORE	BARGE	2008	-	87.8	9114 DWT	-
JAYA	INSTALLER 10	PANAMA	MULTI PURPOSE	2011	-	111.6	9582 DWT	300
MMA	PRIVILEGE	SINGAPORE	MULTI PURPOSE	2015	-	90	10459	239
MMA	PLOVER	AUSTRALIA	PSV	2015	-	81.7	4000 DWT	27
MMA	BREWSTER	AUSTRALIA	PSV	2016	-	81.7	4000 DWT	27
Newbuild V	essels							
MMA	PRESTIGE	SINGAPORE	IMR	2016	-	87.8	3000 DWT	100
MMA	PINNACLE	SINGAPORE	IMR	2016	-	87.8	3000 DWT	100

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