



SOLSTAD OFFSHORE

1st Quarter 2013

1. Solstad Offshore in brief
2. Highlights YTD
3. Financials
4. Vessels and markets
5. Outlook



SOLSTAD OFFSHORE IN BRIEF

- Founded in 1964. In offshore since 1973.
- Operations worldwide – The North Sea, Brazil, US Gulf, West Africa, Asia etc.
- Listed on Oslo Stock Exchange (Ticker: SOFF).
- Main office in Skudeneshavn and branch office in Aberdeen, Rio de Janeiro, Singapore, Manila and Perth
- Total 1,800 onshore and offshore personnel

Segments	Current Fleet	New buildings	Weighted Average Age ¹⁾
CSV	19	2	6.7
AHTS	22		9.0
PSV	9		7.5
Total:	50	2	7.4

¹⁾ Weighted average age excluding newbuildings based on broker valuations of the vessels as of 31.12.2012

SOLSTAD OFFSHORE – HIGHLIGHTS 31.03.2013

Financial & Operational Highlights 1Q 2013

- Net freight revenues NOK 798 mill
- Adjusted EBITDA NOK 299 mill / Adjusted EBITDA margin 36%
- Margin influenced by spot market seasonality, planned periodic maintenance & down time on “Norce Endeavour”
- Annual general meeting 14th May approved dividend of NOK 2,50 per share for 2012

1Q 2013 Events

- CSV ordered for delivery 2Q '14. Secured 5 year T/C with Reach Subsea
- AHTS “Normand Ferking” secured 3 year firm T/C with Statoil
- PSV’s “Normand Trym” and “Normand Vibran” secured 4 year contracts with Petrobras, Brasil
- PSV “Normand Arctic” 2 year contract with BG Norway
- Clients exercised their 1 year options to hire CSV’s “Normand Commander” and “Normand Cutter”
- Several medium term contracts in the PSV segment at favorable market terms

HIGHLIGHTS 31.03.2013 CONT.

Post Q1 2013 events

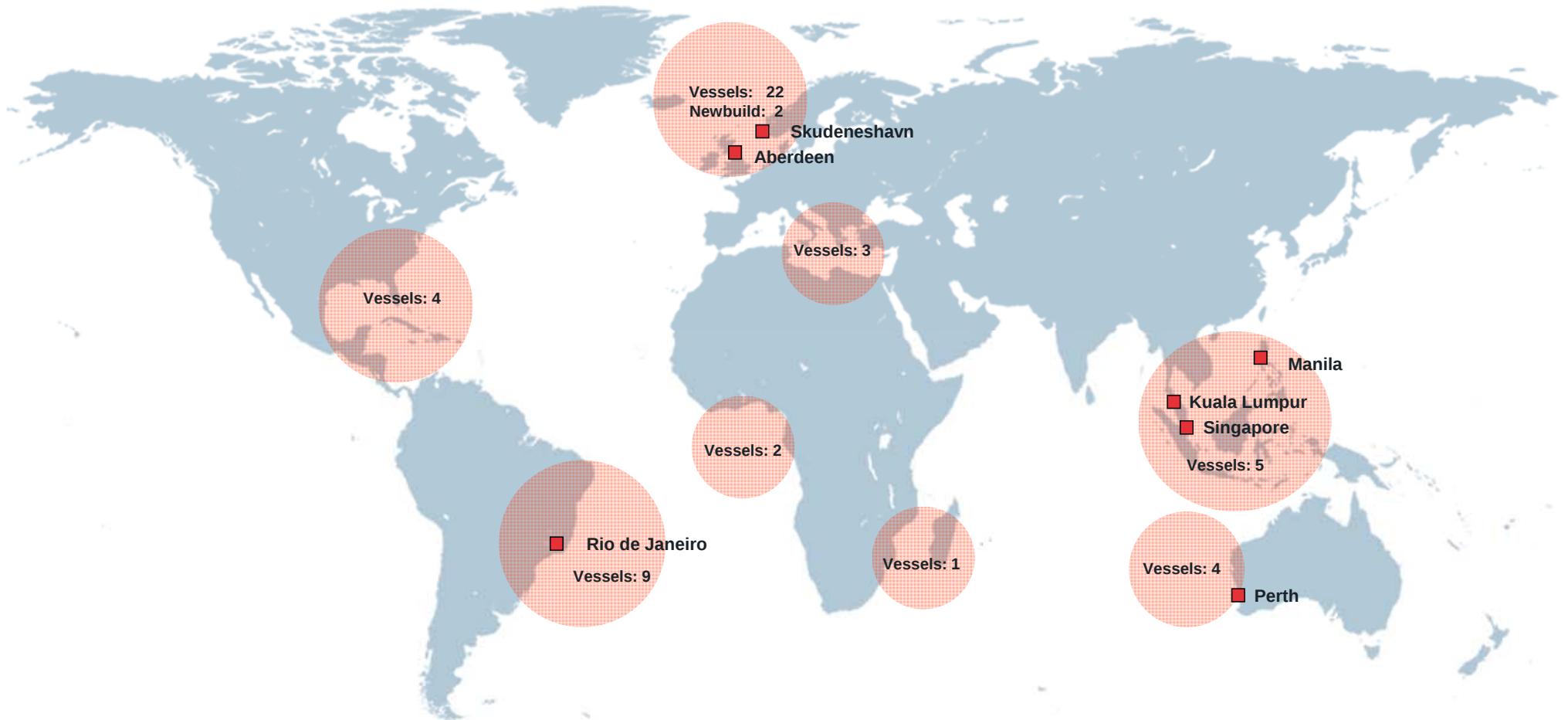
- Agreement for sale of AHTS “Normand Mjolne”. Gain on sale, ~NOK 35 mill, to be booked in 2Q '13
- Sale of shares in training center ResQ AS. Gain on sale , ~ NOK 27 mill, to be booked in 2Q'13

Backlog

- NOK 1,8 billion in new contracts so far in 2013
- Contract coverage remaining 2013 of 65% (76% incl. options). 40% (63% incl. options) for 2014
- Contract backlog of NOK 6,2 billion (NOK 11,3 billion incl. options) coming 5 years
- Advantageous position towards a strengthening AHTS market

THE SOLSTAD OFFSHORE FLEET

(50 VESSELS IN OPERATION)



■ Solstad offices



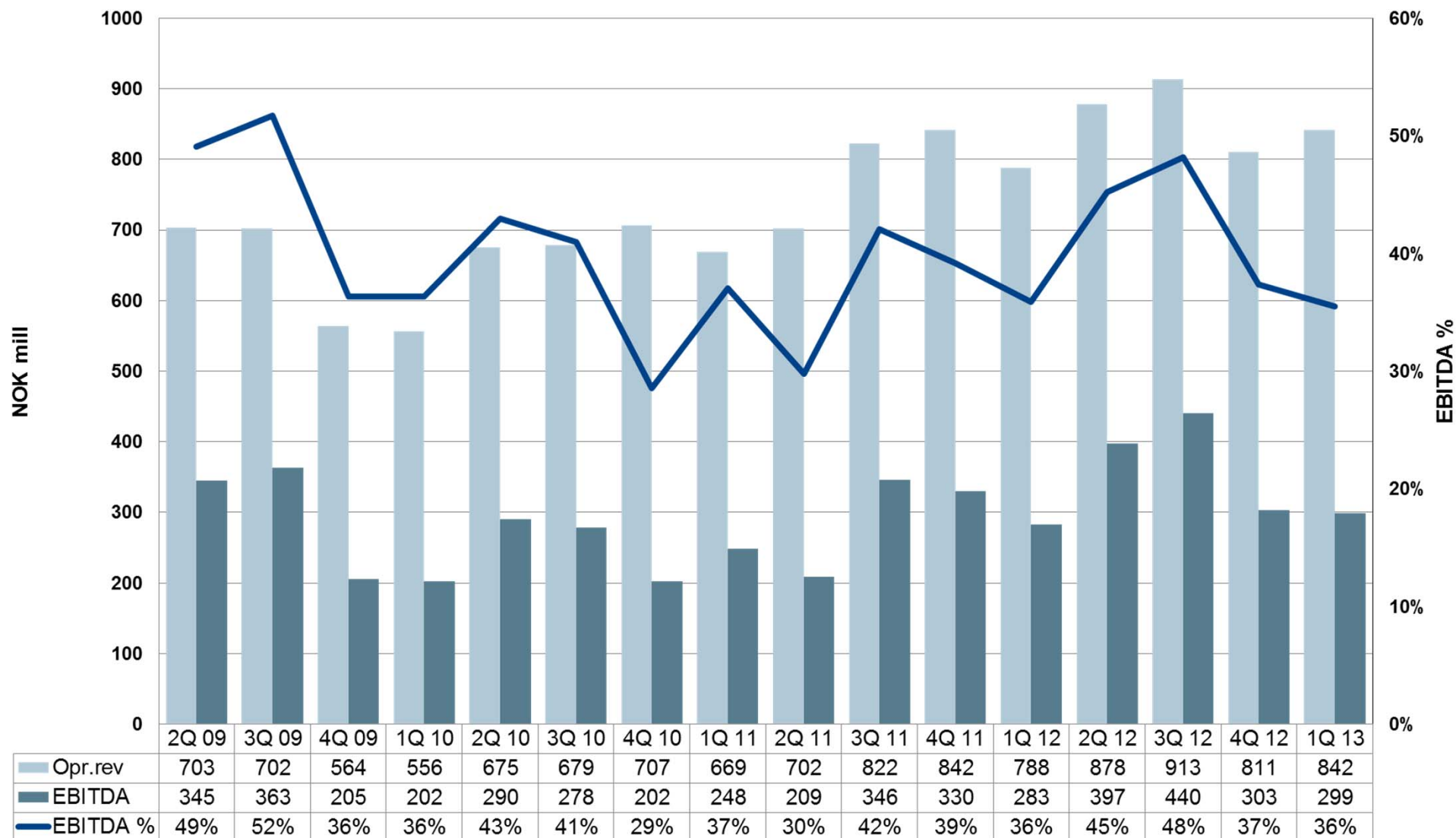
SOLSTAD OFFSHORE

3. FINANCIALS



OPERATING REVENUE AND EBITDA

(EX. GAIN ON SALE OF ASSET / INCL. SHARE IN JV)



PROFIT & LOSS ACCOUNTS

31.March 2013

(Mill NOK)	1Q 2013	1Q 2012	Total 2012
Total Operating Income	798	788	3 362
Operating expenses	(526)	(505)	(1 928)
Ord. Depreciation ⁽¹⁾	(108)	(117)	(494)
Impairment	0	0	(91)
Joint Venture & Associated Companies ⁽²⁾	17	13	20
Operating Profit	180	179	873
Exit from financial leases ⁽³⁾			(87)
Net Agio	(26)	86	32
Other fin. items	(129)	(145)	(447)
Result before taxes	26	120	366
EBITDA	299	287	1 428

(1) 2012: Change of estimates for residual value for vessels from 01.01.2012

(2) 2012: JV booked as per equity method from 01.01.2012 – comparative figures adjusted accordingly

(3) 2012: NOK 87 mill booked as final settlement related to exit from UK Financial Leases

BALANCE

31.March 2013

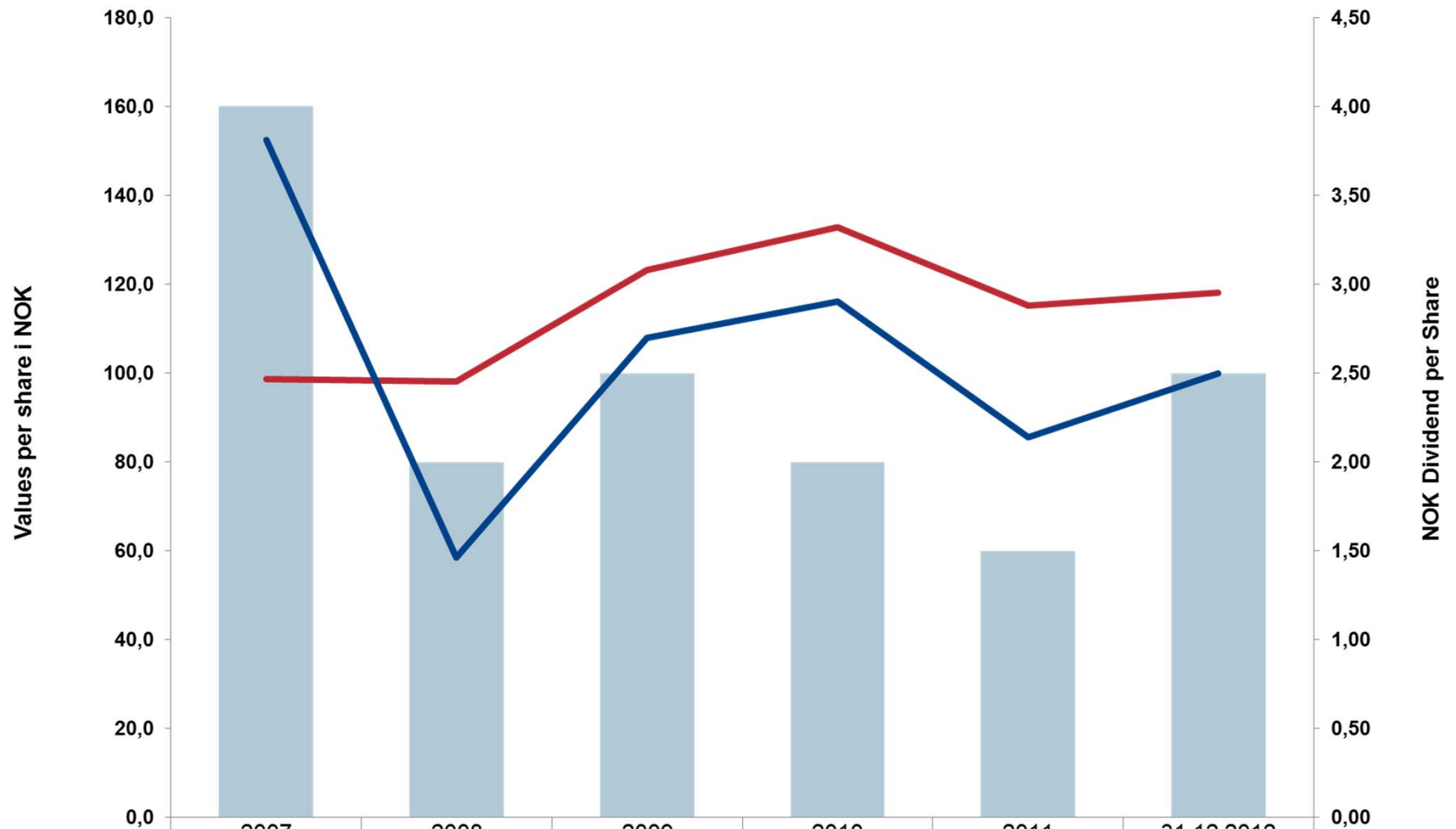
(Mill NOK)	2013 31.03	2012 31.03	2012 31.12
Long Term fixed assets	13 187	14 246	13 086
Current assets	1 655	1 386	1 624
Total assets ⁽¹⁾	14 879	15 632	14 710
Equity	4 591	4 466	4 608
Long Term liabilities	7 612	9 509	7 287
Current liabilities ⁽²⁾	2 676	1 657	2 815
Total equity an liabilities	14 879	15 632	17 710

Booked equity at 31.03.2013 NOK 119,- pr share

(1) JV booked as per equity method from 01.01.2012 – comparative figures adjusted accordingly

(2) NOK 1.980 million of Current Liabilities 31.03.13 is current portion of long term debt. Refinancing according to plan

SOLSTAD OFFSHORE ASA - VALUES & DIVIDEND



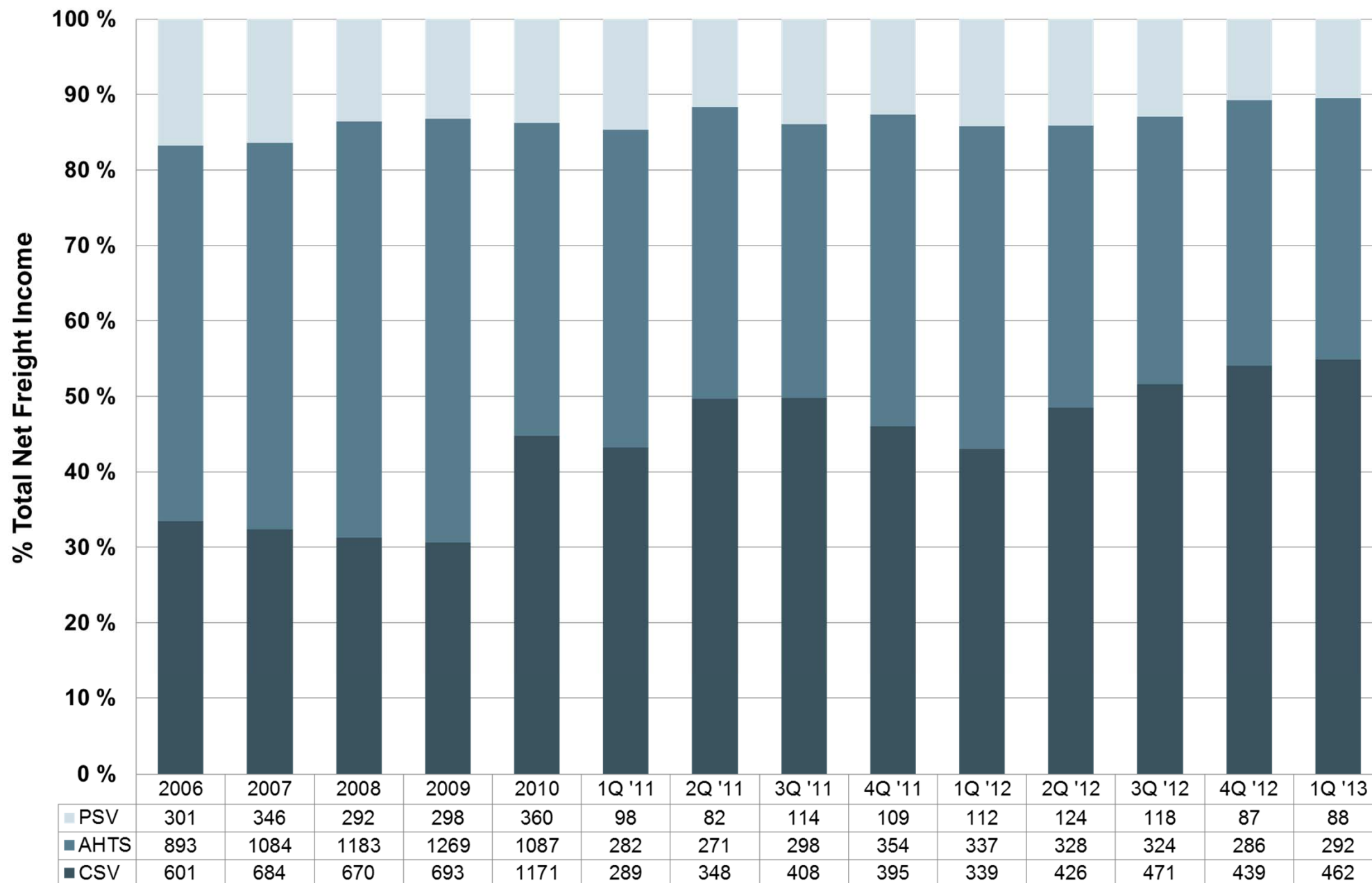
4. VESSELS AND MARKETS



SOLSTAD OFFSHORE



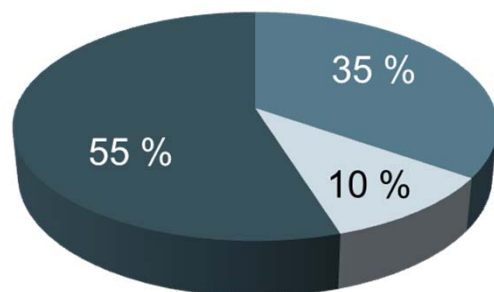
THE SOLSTAD FLEET – MARKET SEGMENTS



THE SOLSTAD FLEET – MARKET SEGMENTS

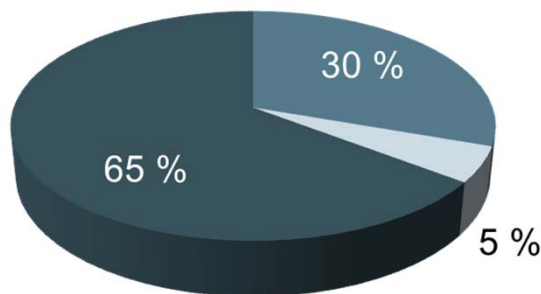
Freight Income 1Q '13

■ AHTS ■ PSV ■ CSV

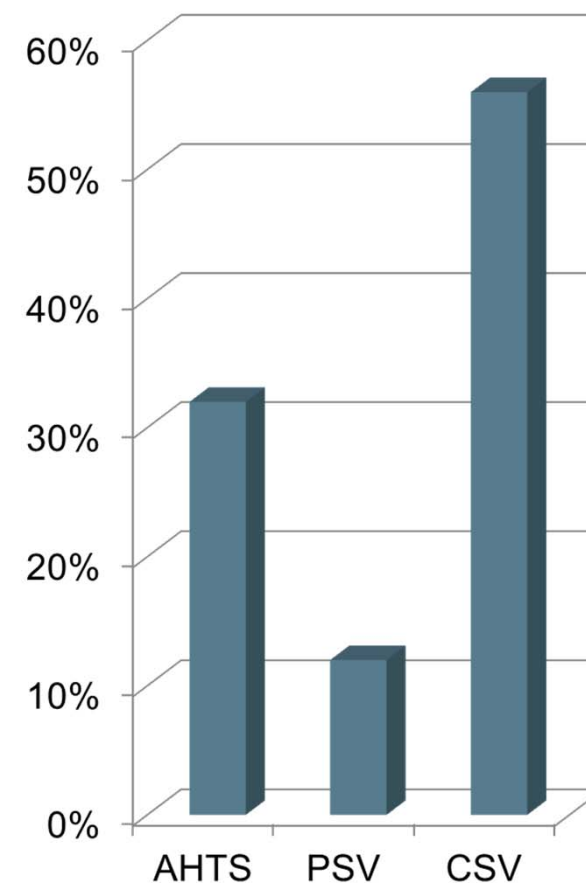


EBITDA 1Q '13

■ AHTS ■ PSV ■ CSV

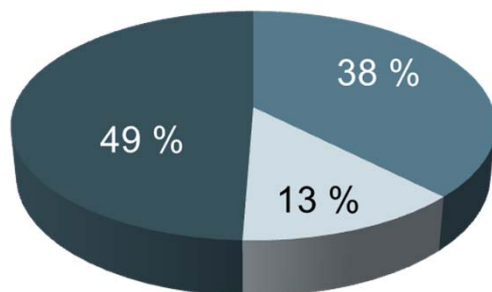


**Segments based on
Vessel Valuation
31.12.12 ⁽¹⁾**



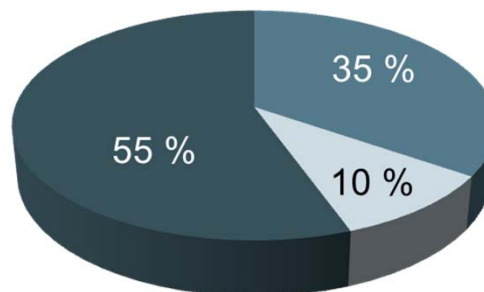
Freight Income 2012

■ AHTS ■ PSV ■ CSV



EBITDA 2012

■ AHTS ■ PSV ■ CSV



MARKET

Construction Service Vessels (CSV)

- Subsea market driven by solid fundamentals
 - High tendering activity and contract awards
 - Clients are building substantial backlogs
 - Limited availability of modern large CSV's.
 - But, mid sized contractors are building up substantial capacities
- SOFF has favorable market exposure
 - 19 CSV's working for all the main players
 - 2 CSV's on order, both with 5 year T/C from delivery
 - Focus on long- and medium term contracts for the subsea vessels
 - Some available capacity in 2nd half 2013



MARKET

Construction Service Vessels (CSV)

- Two advanced CSV's under construction for delivery 2Q '14
 - Both secured 5 year term contracts from delivery
 - TBN "Normand Reach", 5 years TC with reach Subsea ASA.
 - Contract value: ~NOK 650 mill.
 - TBN "Normand Vision", 5 years TC with Ocean Installer AS.
 - Option to increase ownership in TBN "Normand Vision" from 30% to 50%
 - Limited capex in building period. Long term financing secured
- Continued focus towards the favourable subsea segment



MARKET

Construction Service Vessels (CSV)

- Margins in the CSV segment was negatively affected by off-hire on DLB “Norce Endeavour”
 - Crane repair gave in total about 5 weeks off-hire period.
 - Remote operational location and strict environmental procedures gave extended repair period
 - Back in full operations from 22. April ‘13

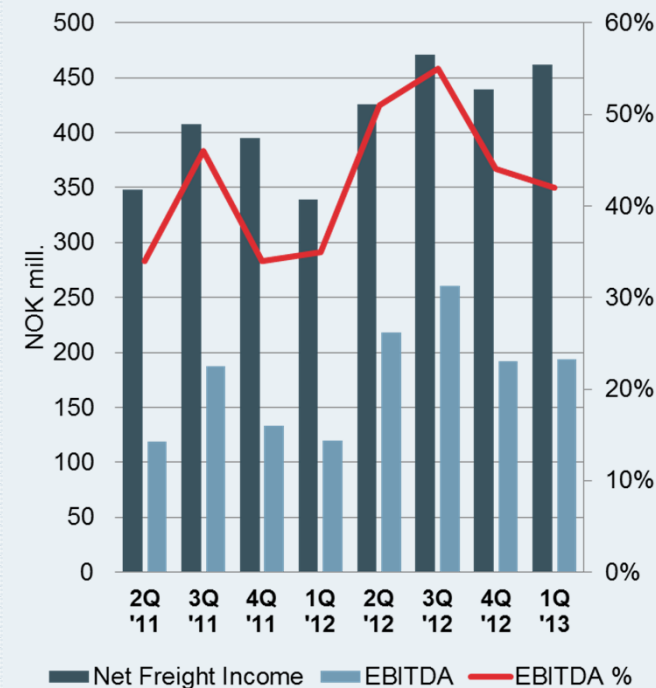


FLEET

Construction Service Vessels (CSV)

- Winter season – slow as expected
 - But still 88% utilization due to majority of vessels on long term contracts
 - “Normand Baltic”, “Normand Mermaid” and “Normand Pioneer” all with full utilization from 1st March 2013
- Operational highlights
 - Options for 1year contract extensions declared for “Normand Cutter” and “Normand Commander”

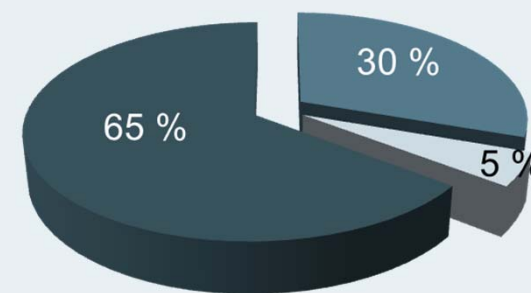
Quarterly Development



EBITDA YTD '13

% from each segment

■ AHTS ■ PSV ■ CSV



MARKET

Anchor Handling Tug & Supply (AHTS)

- Volatile North Sea spot market also through 1Q '13
 - Decent activity but too many vessels
- Positive medium to long term outlook
 - Large number of DW rigs to enter market in coming years
 - Limited number of larger AHTS's under construction
 - Increased international bidding activity expected

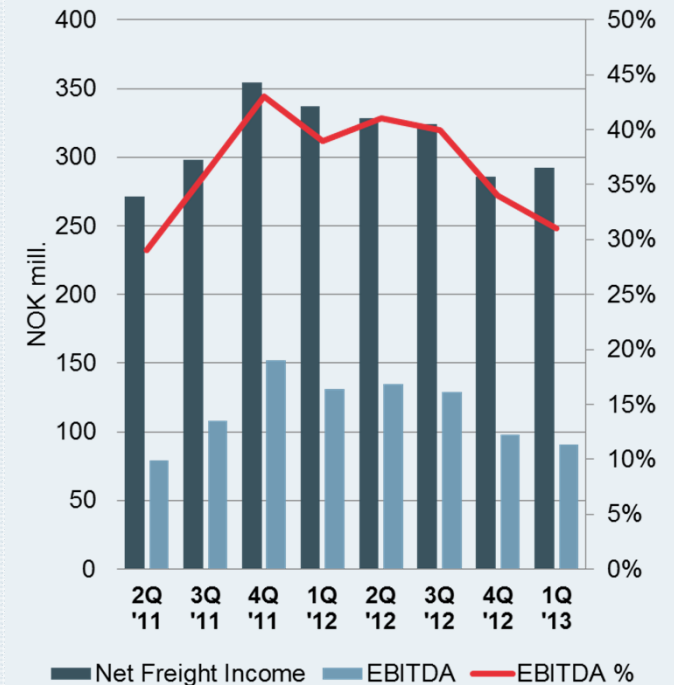


FLEET

Anchor Handling Tug & Supply (AHTS)

- 22 AHTS's in operation world wide
 - Range from 5.500 to 32.000 bhp
 - 84% utilization in 1Q 2013
- Operational highlights 1Q '13
 - Completed planned dry-docking of 2 vessels
 - "Normand Ferking" fixed to Statoil for a firm 3 year period
 - Completed bare-boat/sale of the '85 built "Normand Mjolne"
- Currently 4 large AHTS working in the spot market

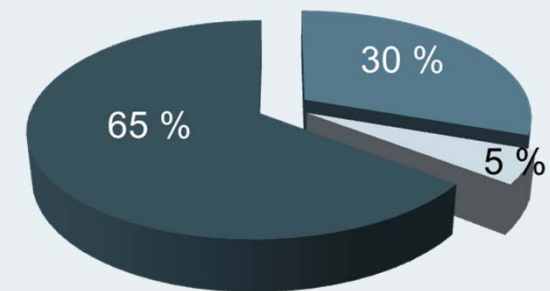
Quarterly Development



EBITDA YTD '13

% from each segment

■ AHTS ■ PSV ■ CSV



MARKET

Platform Supply Vessels (PSV)

- Activity level is high,
 - High tendering activity
 - Rates are picking up
- Demand will continue to rise as new drilling rigs and production units begin their operations
- Still many new vessels to enter the market during 2013

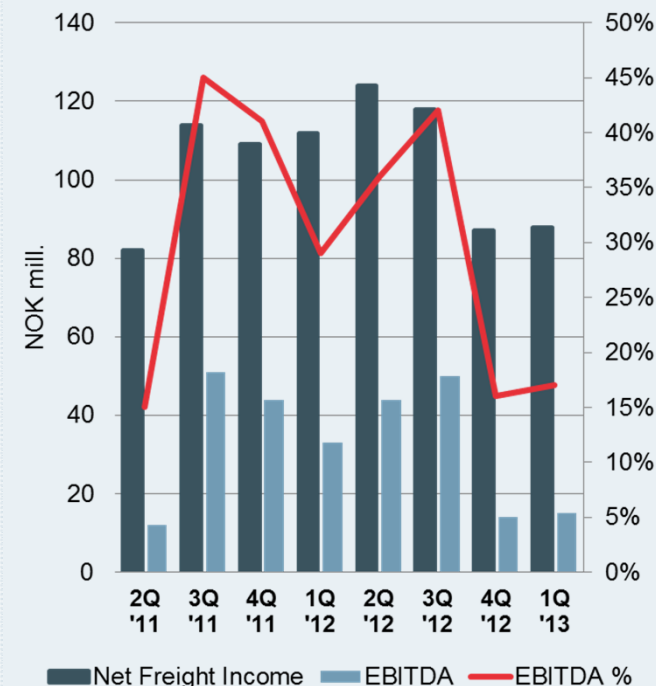


FLEET

Platform Supply Vessels (PSV)

- Operational highlights 1Q '13
 - Positive development in market during first 4 months of 2013
 - 5 PSV's in planned periodic maintenance during the quarter
 - 82% utilization
- Improved backlog during 1Q '13
 - "Normand Trym" and "Normand Vibran" secured 4 year contracts with Petrobras, Brazil
 - "Normand Arctic" 2 years firm to BG
 - Several medium term contracts in the PSV segment at favourable terms
- Currently 1-2 vessels exposed to the North Sea spot market

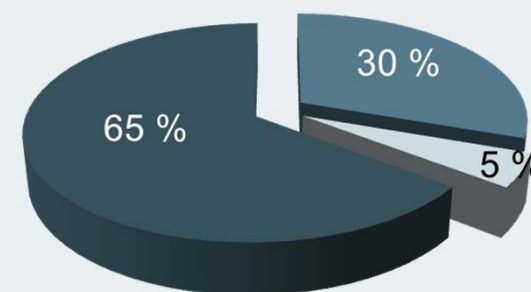
Quarterly Development



EBITDA YTD '13

% from each segment

■ AHTS ■ PSV ■ CSV





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5. MARKET/OUTLOOK



FUTURE OUTLOOK

- A continued high oil price gives E&P budgets on a steady high level
- Demand for vessels, equipment and people, will continue to grow
- Strong focus on keeping cost on a competitive level
- Demand for Subsea construction vessels will continue to be strong as a consequence of increased activity level.
- AHTS & PSV market is volatile but can surprise positively

Solstad are well positioned to take advantage of a growing demand for offshore vessels

THANK YOU!

