



SOLSTAD OFFSHORE

3rd Quarter 2013

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

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SOLSTAD OFFSHORE IN BRIEF

- Founded in 1964. In offshore since 1973.
- Operations worldwide – North Sea, Brazil, US Gulf, West Africa, Asia etc.
- Listed on Oslo Stock Exchange (Ticker: SOFF) since 1997
- 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	18	2	7,5
AHTS	21		9.5
PSV	9		8.0
Total:	48	2	8,0

¹⁾ Weighted average age excluding newbuildings based on broker valuations of the vessels as of 30.06.2013

SOLSTAD OFFSHORE – HIGHLIGHTS 30.09.2013

Financial & Operational Highlights 3Q 2013 / YTD 30.09.2013

- Net revenues in 3Q '13 NOK 962 mill.
- Adjusted EBITDA NOK 510 mill / Adjusted EBITDA margin 51%
- Margin influenced by improved utilization in all segments and good overall operational performance
- Net revenues YTD NOK 2.668 mill and adjusted EBITDA NOK 1.218 (44%)

3Q 2013 Events

- Several medium and long term contracts signed
- Initiated share by-back program of up to 385.000 own shares – 30% completed
- Financing of newbuilds and refinancing of current part of long term debt according to plan

HIGHLIGHTS 30.09.2013 CONT.

Post Q3 2013 events

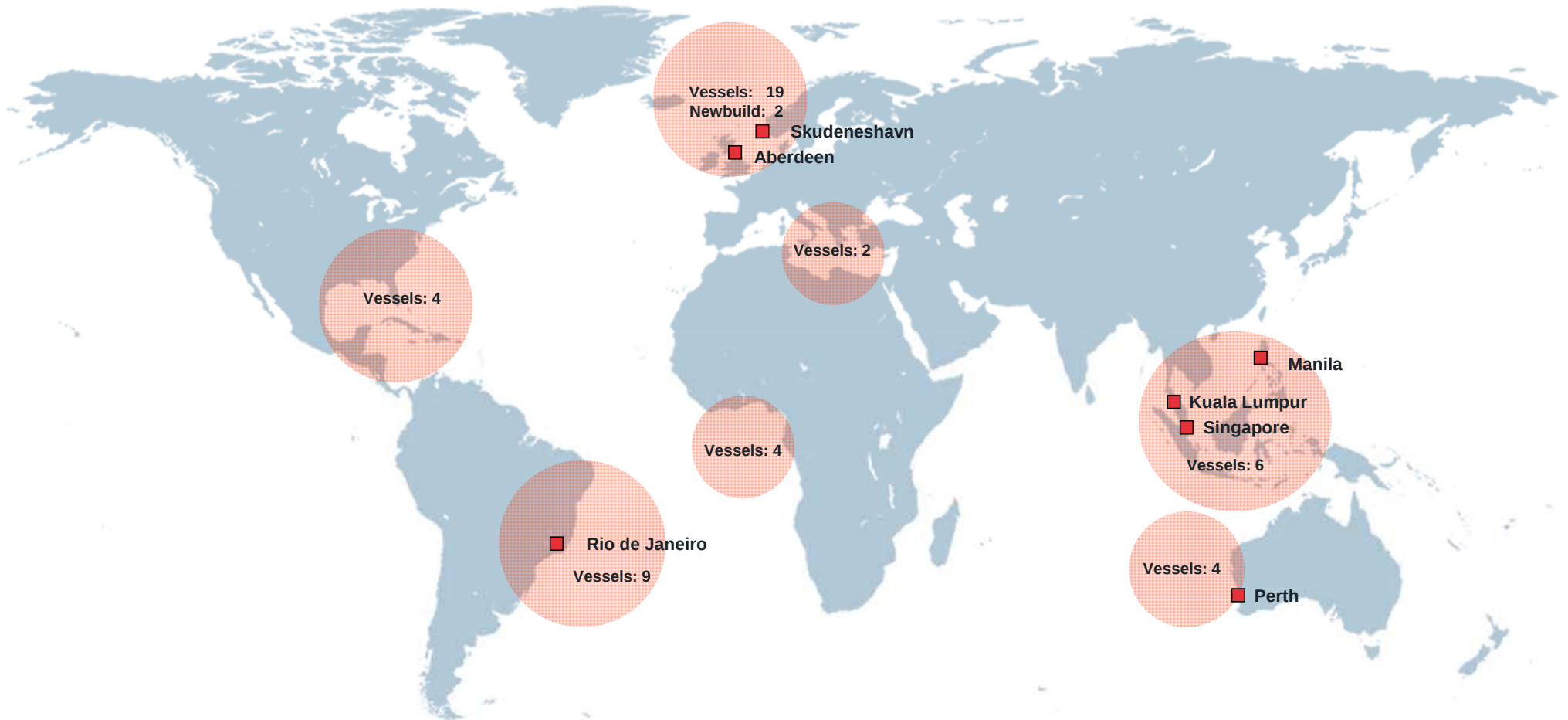
- The sale and delivery of the CSV “Normand Clough” completed 1st November ‘13.
 - Limited accounting effect in 4Q results as booked value equals sales price
 - Positive cash effect ~ NOK 220 mill

Backlog

- Contract coverage remaining 2013 of 77% (82% incl. options). 54% (66% incl. options) for 2014
- Contract backlog of NOK 6,4 billion (NOK 11,5 billion incl. options) coming 5 years

THE SOLSTAD OFFSHORE FLEET

(48 VESSELS IN OPERATION AS PER 07.11.2013)



■ Solstad offices



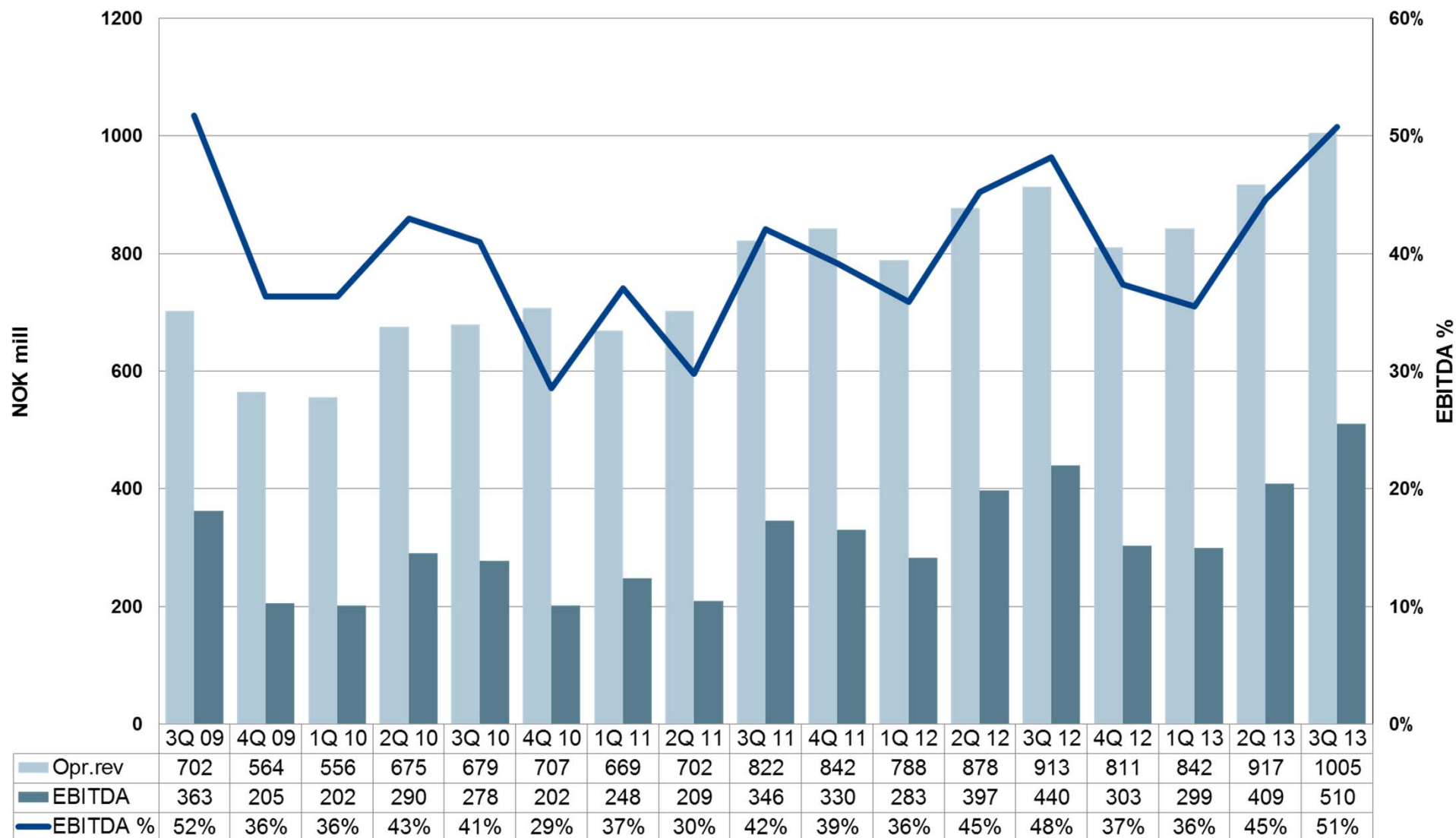
SOLSTAD OFFSHORE

3. FINANCIALS



OPERATING REVENUE AND EBITDA

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



PROFIT & LOSS ACCOUNTS

30. September 2013

(Mill NOK)	3Q 2013	3Q 2012	30.09 2013	30.09 2012	Total 2012
Total Operating Income	962	936	2.668	2.603	3 362
Operating expenses	(480)	(459)	(1.498)	(1.449)	(1 924)
Ord. Depreciation ⁽¹⁾	(113)	(106)	(330)	(337)	(494)
Impairment	0	0		0	(91)
Joint Venture & Associated Companies	16	12	54	27	20
Operating Profit	384	382	893	844	873
Exit from financial leases ⁽²⁾					(87)
Net Agio	(61)	(3)	(124)	(11)	32
Other fin. items	(86)	(86)	(310)	(361)	(452)
Result before taxes	236	294	458	471	366
EBITDA	510	440	1.218	1.125	1 428

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

(2) 2012: NOK 87 mill booked as final settlement related to exit from UK Financial Leases

BALANCE

30. September 2013

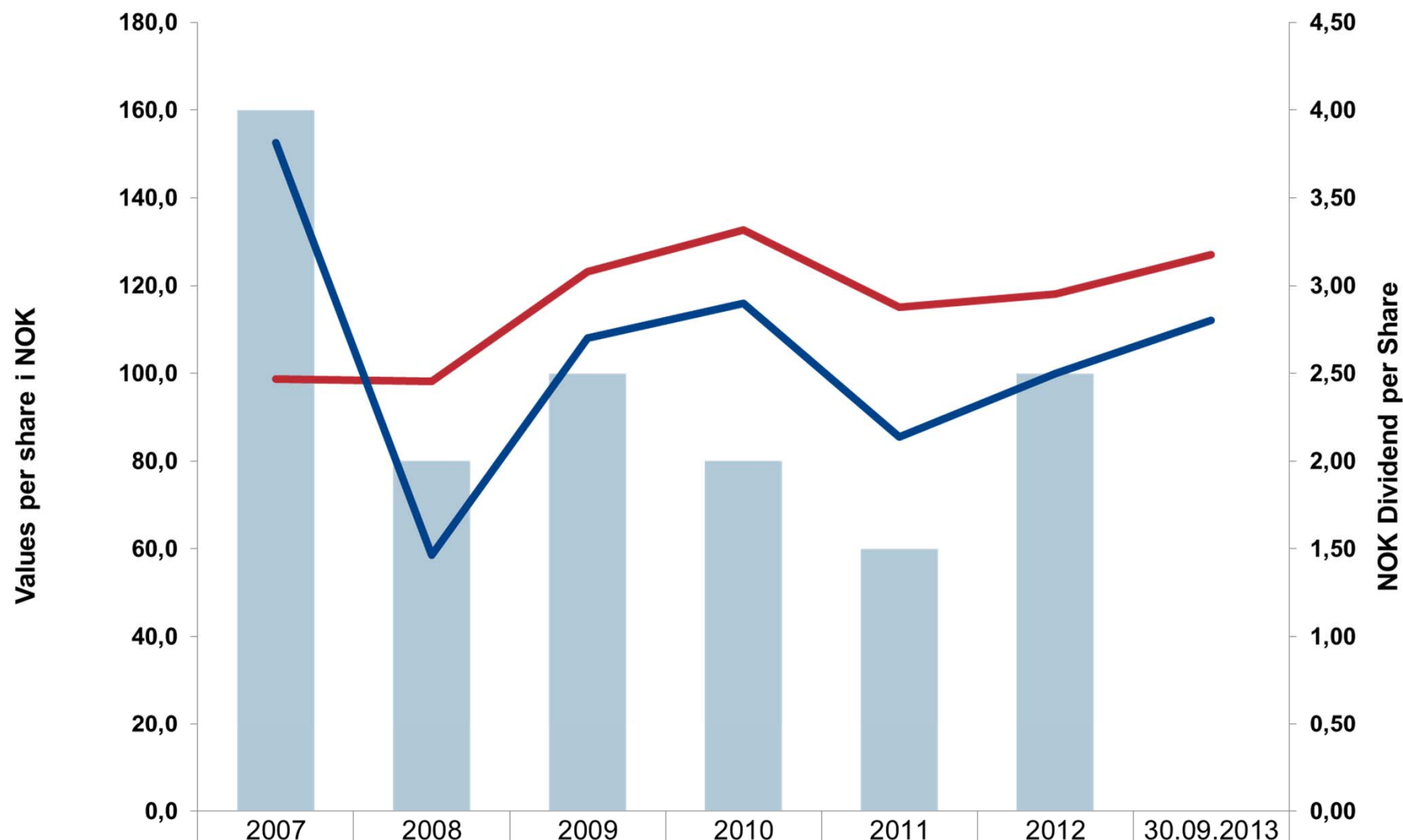
(Mill NOK)	2013 30.09	2012 30.09	2012 31.12
Long Term fixed assets	13 227	13 243	13 086
Current assets	2 122	1 701	1 624
Total assets ⁽¹⁾	15 349	14 944	14 710
Equity	4 924	4 753	4 608
Long Term liabilities	8 601	7 628	7 287
Current liabilities ⁽²⁾	1 824	2 563	2 815
Total equity an liabilities	15 349	14 944	14 710

Booked equity at 30.09.2013 NOK 127,- pr share

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

(2) NOK 1.169 million of Current Liabilities per 30.09.13 is current portion of long term debt.

SOLSTAD OFFSHORE ASA - VALUES & DIVIDEND



	2007	2008	2009	2010	2011	2012	30.09.2013
Dividend/Share	4,00	2,00	2,50	2,00	1,50	2,50	
Book Value/Share	98,7	98,1	123,1	132,7	115,1	118,0	127,0
Share Price 31.12	152,5	58,5	108,0	116,0	85,5	100,0	112,0

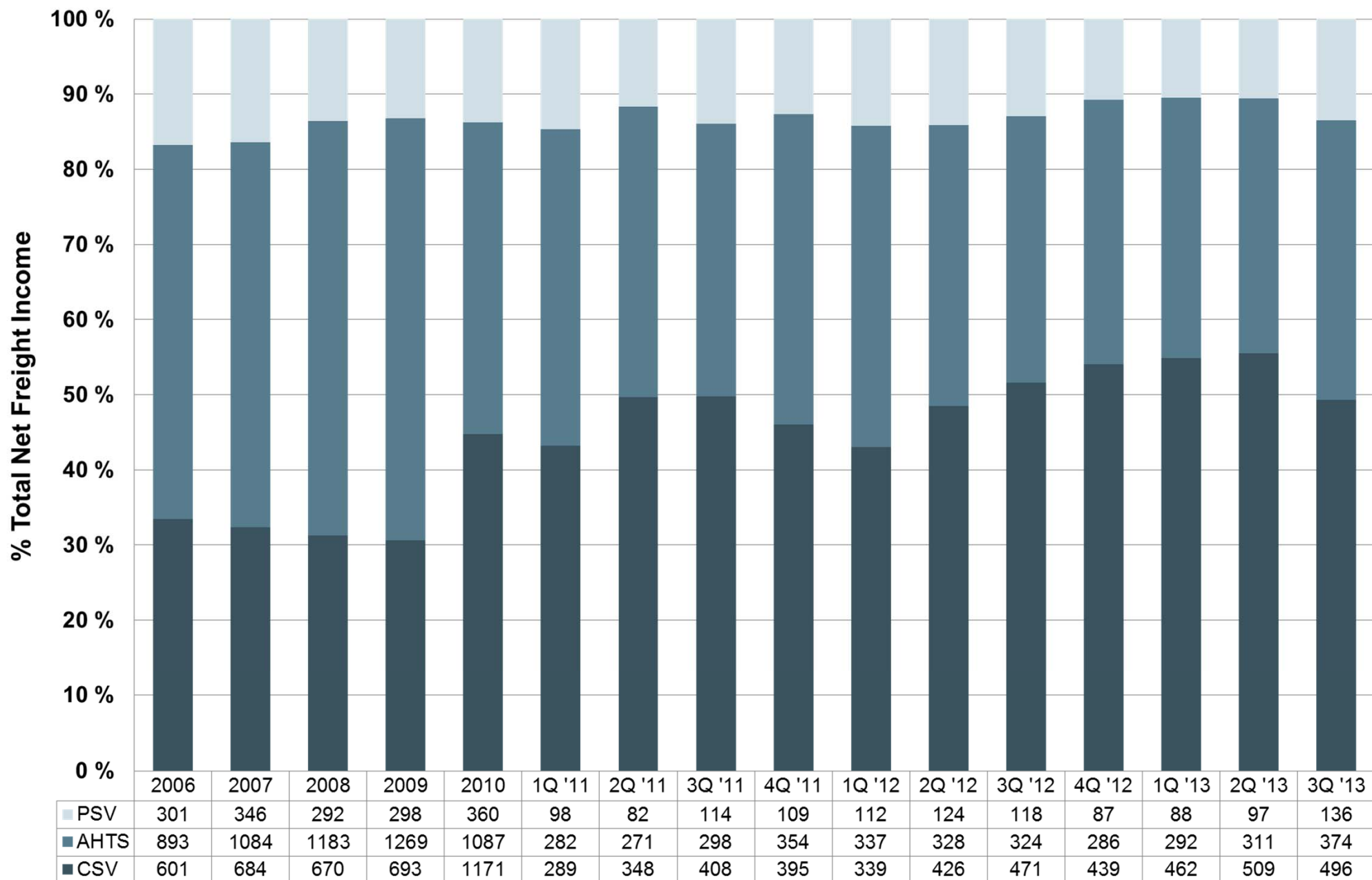
4. VESSELS AND MARKETS



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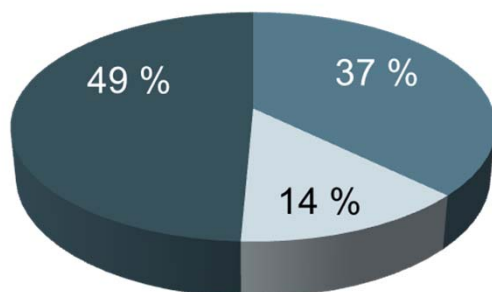
THE SOLSTAD FLEET – MARKET SEGMENTS



THE SOLSTAD FLEET – MARKET SEGMENTS

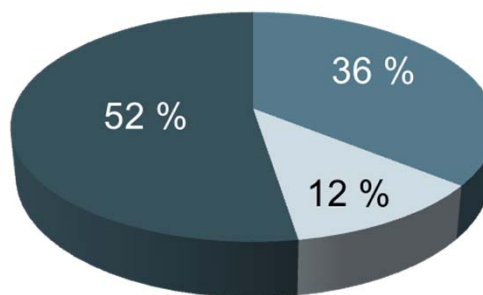
Freight Income 3Q '13

■ AHTS ■ PSV ■ CSV

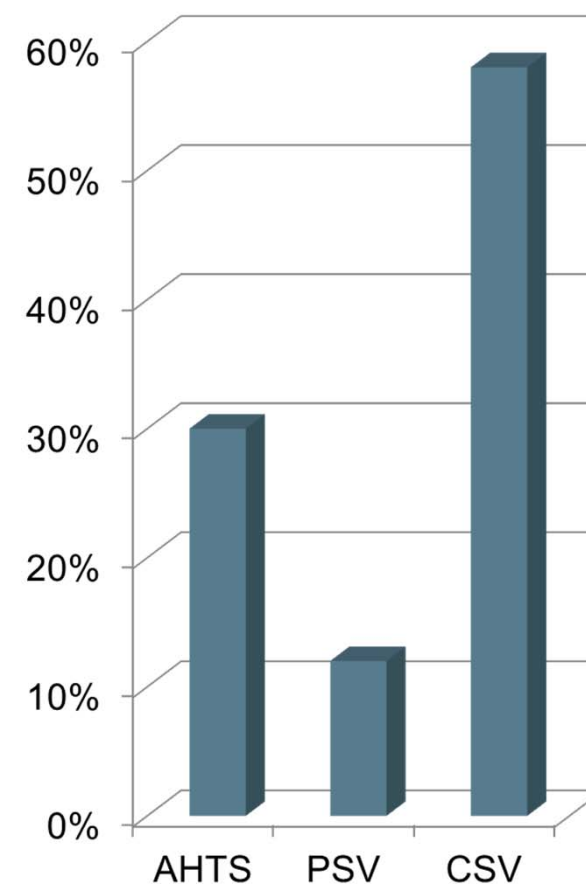


EBITDA 3Q '13

■ AHTS ■ PSV ■ CSV

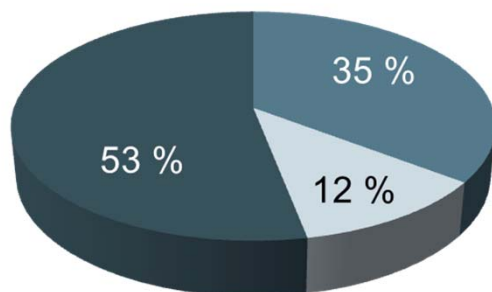


**Segments based on
Vessel Valuation
30.06.13 ⁽¹⁾**



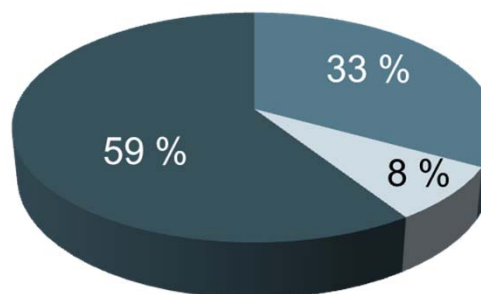
Freight Income YTD '13

■ AHTS ■ PSV ■ CSV



EBITDA YTD '13

■ AHTS ■ PSV ■ CSV



MARKET

Construction Service Vessels (CSV)

- Subsea market driven by solid fundamentals
 - High tendering activity and contract awards
 - The large subsea players are building substantial backlogs
- SOFF - strong position & favorable market exposure
 - 18 CSV's working for all the main players
 - 2 CSV's on order, both with 5 year T/C from delivery
 - High bidding activity.
 - Focus on long- and medium term contracts
 - DLB "Norce Endeavour", full utilization and strong operational performance
 - Limited available capacity during coming winter season.

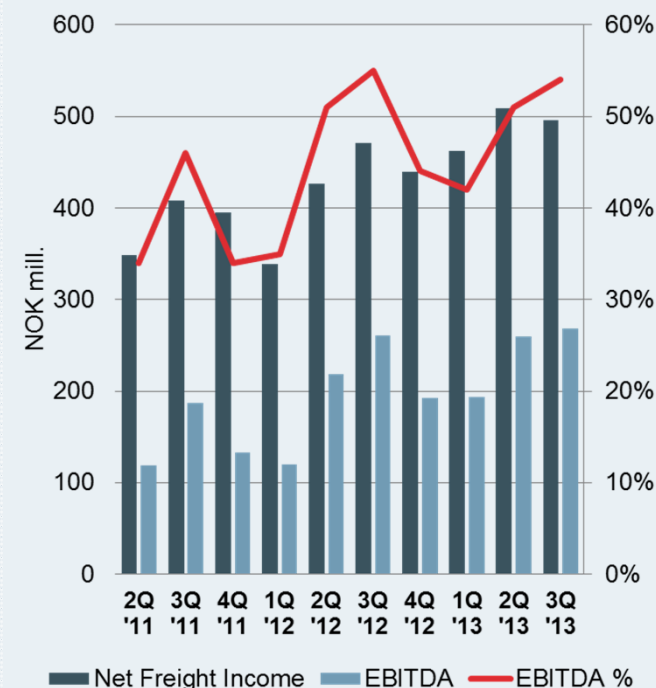


FLEET

Construction Service Vessels (CSV)

- Strong world wide subsea activity
 - 97 % utilization during 3Q '13
- Operational highlights
 - Normand Clough, delivered to new Owner 1st November.
 - Norce Endeavour, new contract with Chevron Thailand for '14 season with options for '15 and '16
 - Several long and medium-term contracts during the quarter
 - Subsea 7 exercised their option to keep N.Subsea 1 more year
 - New 2 year contract for N.Fortress with Diavaz in Mexico
 - New medium contracts for N.Progress in West-Africa and N.Baltic in SE Asia.

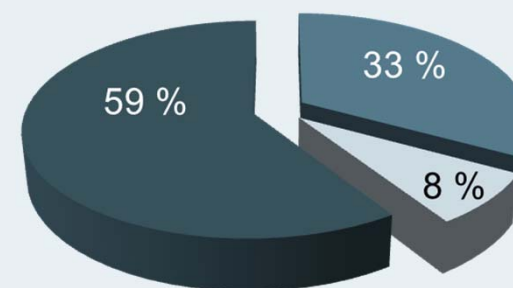
Quarterly Development



EBITDA YTD '13

% from each segment

■ AHTS ■ PSV ■ CSV



MARKET

Anchor Handling Tug & Supply (AHTS)

- Improved market conditions in the North Sea spot-market through 3Q '13
- Positive medium to long term outlook as market balance continues to improve.
 - Increased international bidding activity expected
 - Drilling campaigns in remote areas will give a strong '14 summer season in the North Sea
 - Large number of DW rigs to enter market in coming years
 - Limited number of larger AHTS's under construction

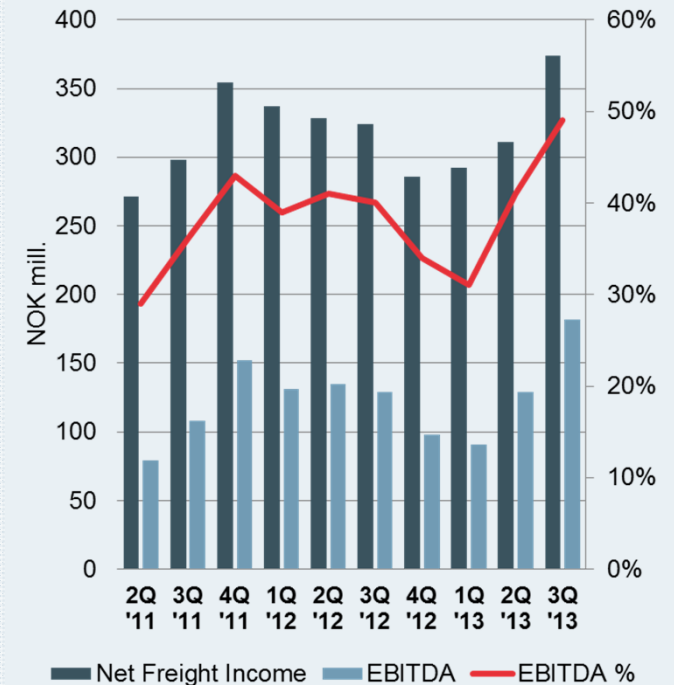


FLEET

Anchor Handling Tug & Supply (AHTS)

- 21 AHTS's in operation world wide
 - Range from 5.500 to 32.000 bhp
 - Some 81% utilization in 3Q '13
- Operational highlights 3Q '13
 - New 4 year contract for N.Drott with Petrobras in Brazil
 - Average rates in spot-market continued it's positive trend
- Currently 6-7 AHTS's of various sizes are trading the spot-market in the North Sea and in SE Asia

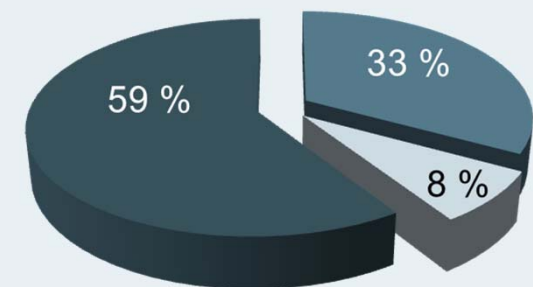
Quarterly Development



EBITDA YTD '13

% from each segment

■ AHTS ■ PSV ■ CSV



MARKET

Platform Supply Vessels (PSV)

- Activity level is high
 - High tendering activity for medium and long-term work.
 - Improvement in day rates expected for '14, as activity level continue to increase
- Demand will continue to rise as new drilling rigs and production units begin their operations
- Still many new vessels under construction, but few new orders last 12 months

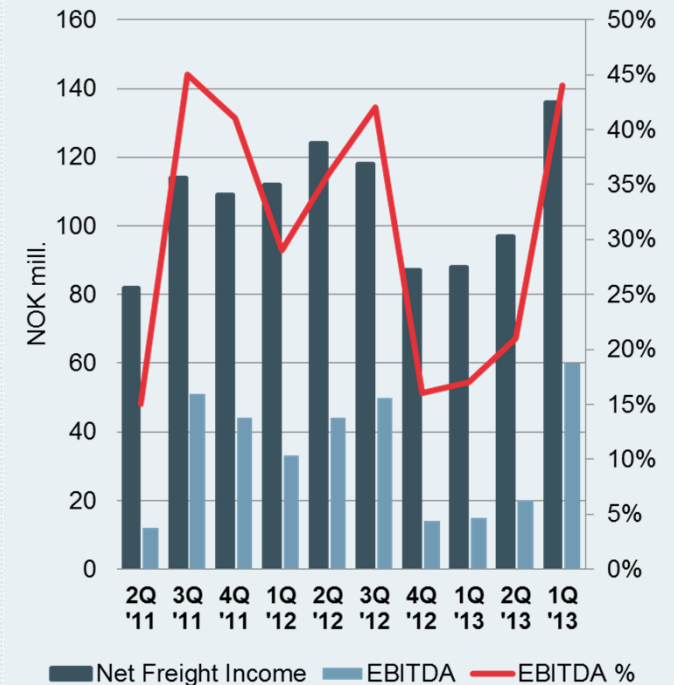


FLEET

Platform Supply Vessels (PSV)

- Operational highlights 3Q '13
 - Positive market development YTD
 - 96% utilization
- Strong utilisation during 3Q '13
 - Pipe transport in West-Africa
 - Well Stimulation in The North Sea
- Currently no vessels in the North Sea spot market
- Potentially some available capacity during 4th quarter 2013

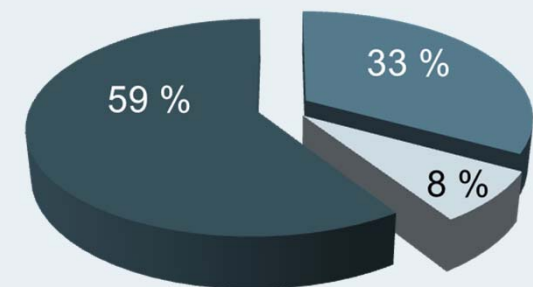
Quarterly Development



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 rates are picking up

The combination of solid long - term contracts in the Subsea segment, and spot exposure in the AHTS segment, Solstad is well positioned for the years to come.

THANK YOU!

