



Capital Markets Day 2014

Energy / Offshore supply base market

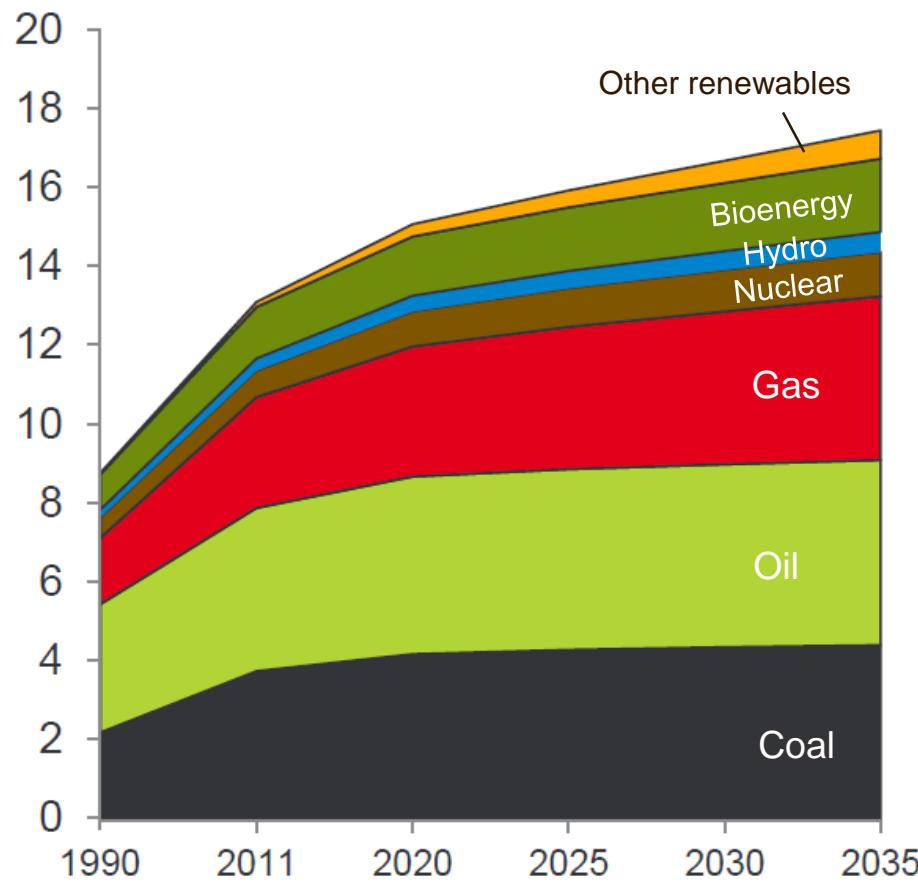
Nils Petter Dyvik
Wilh. Wilhelmsen Holding ASA

17 September 2014

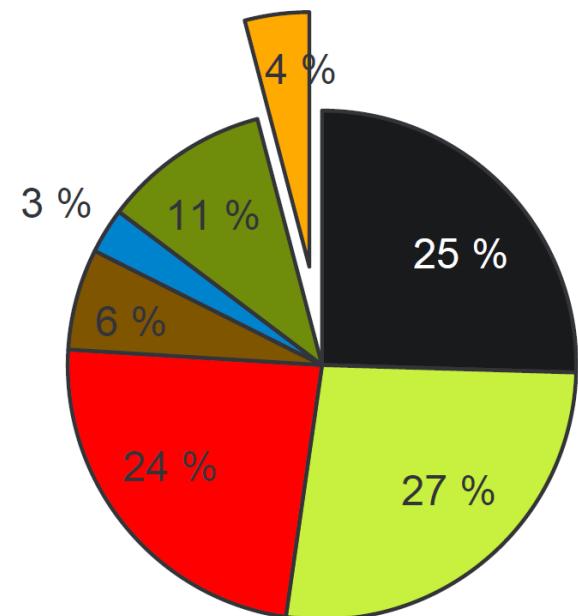
Fossil fuels will be main energy source going forward, but renewable energy will have highest % growth rate

Billion tonnes of oil equivalents

Total global primary energy demand

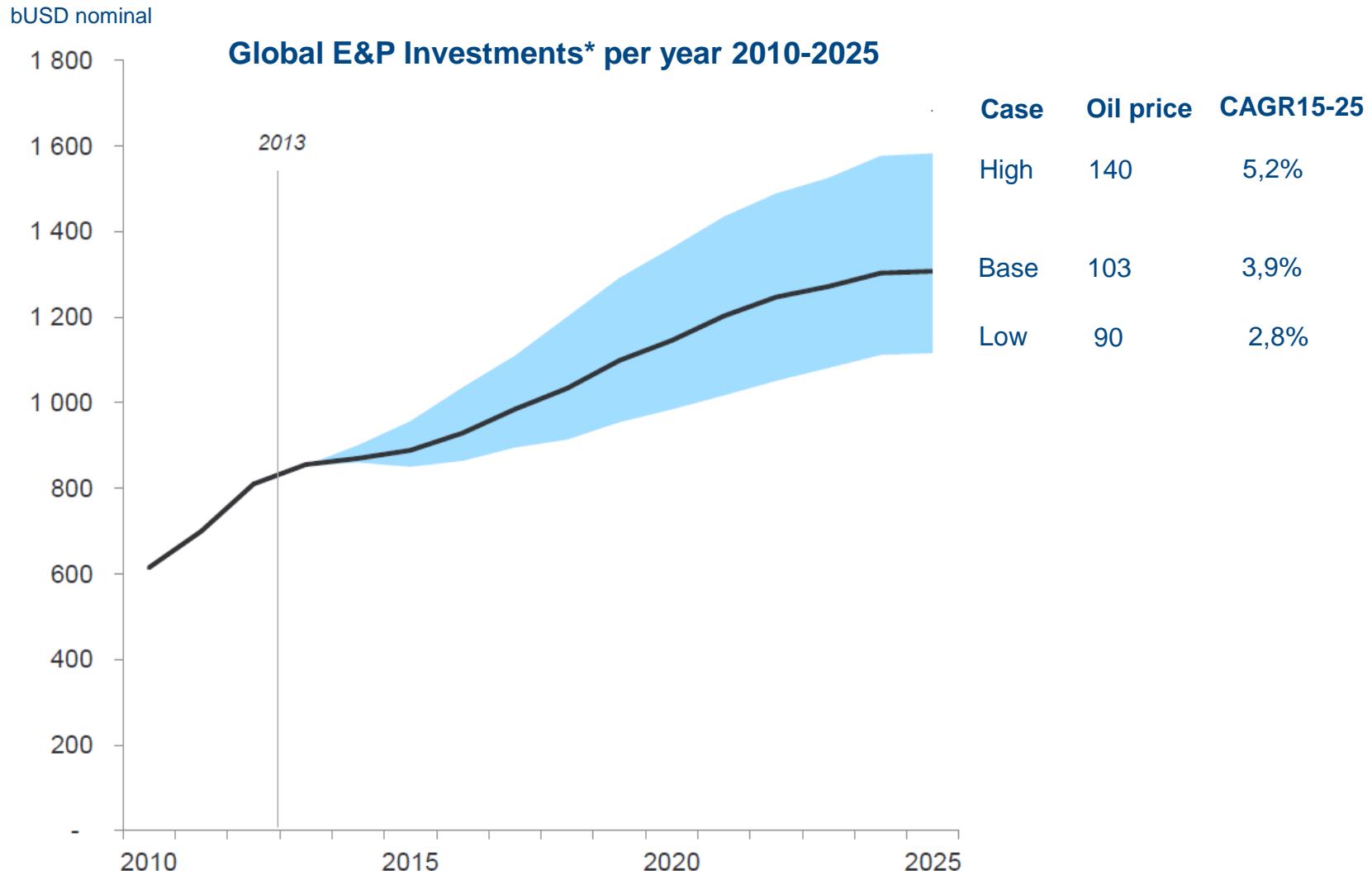


Share of energy mix 2035



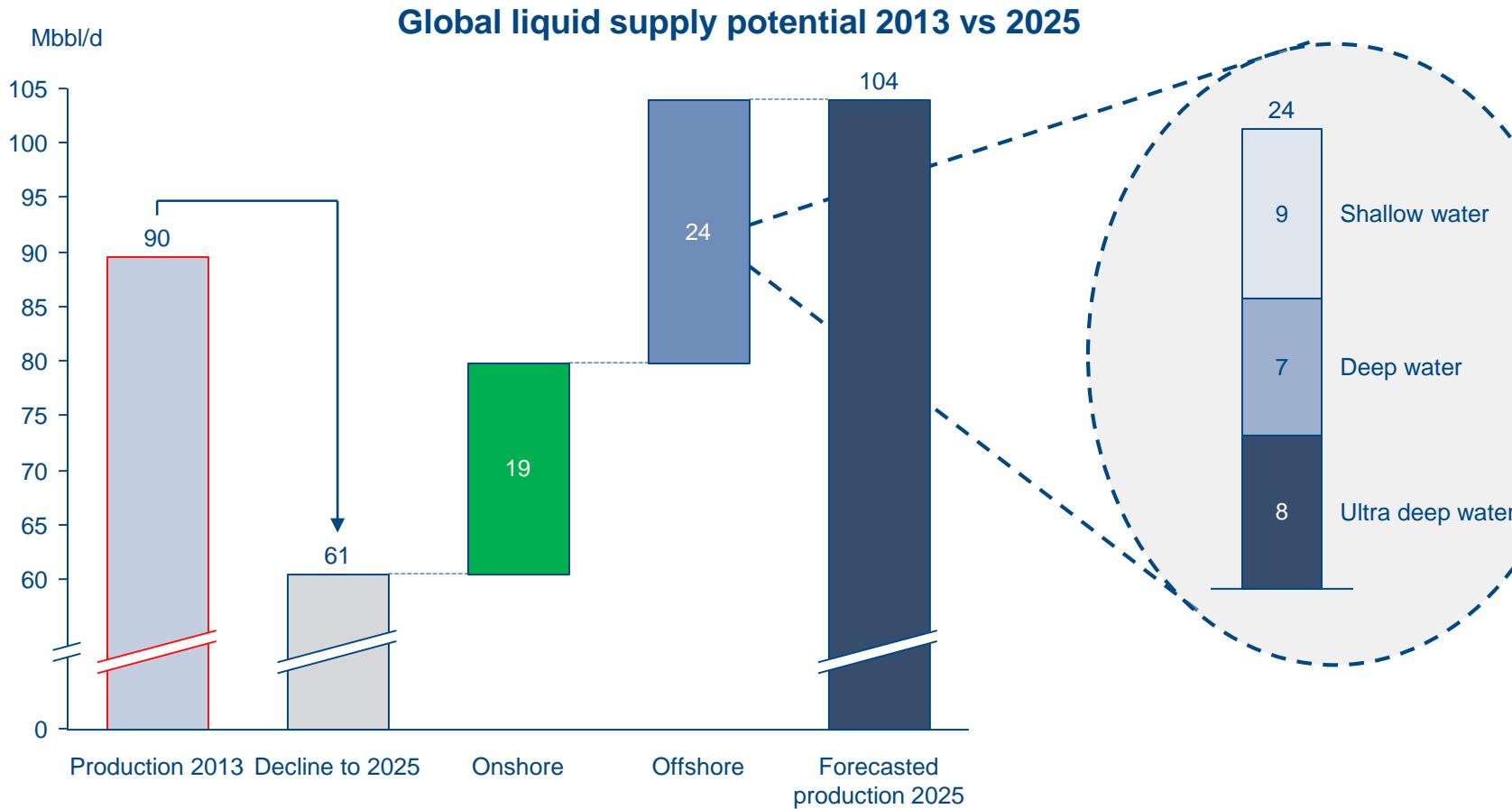


E&P spending likely to pick-up from 2015 onwards at a growth rate of 3-5%





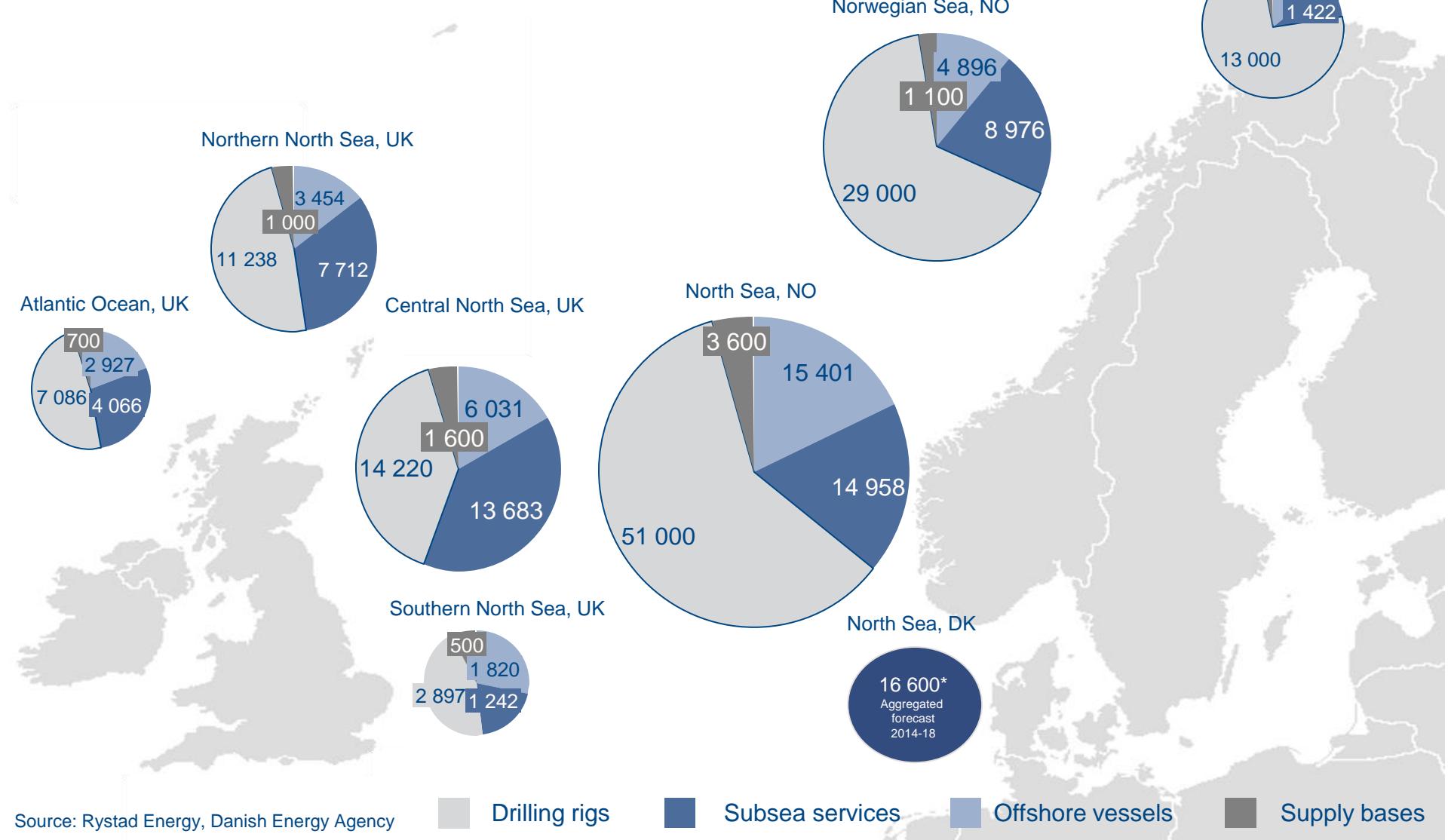
New offshore developments will be key to deliver on global energy demand in 2025



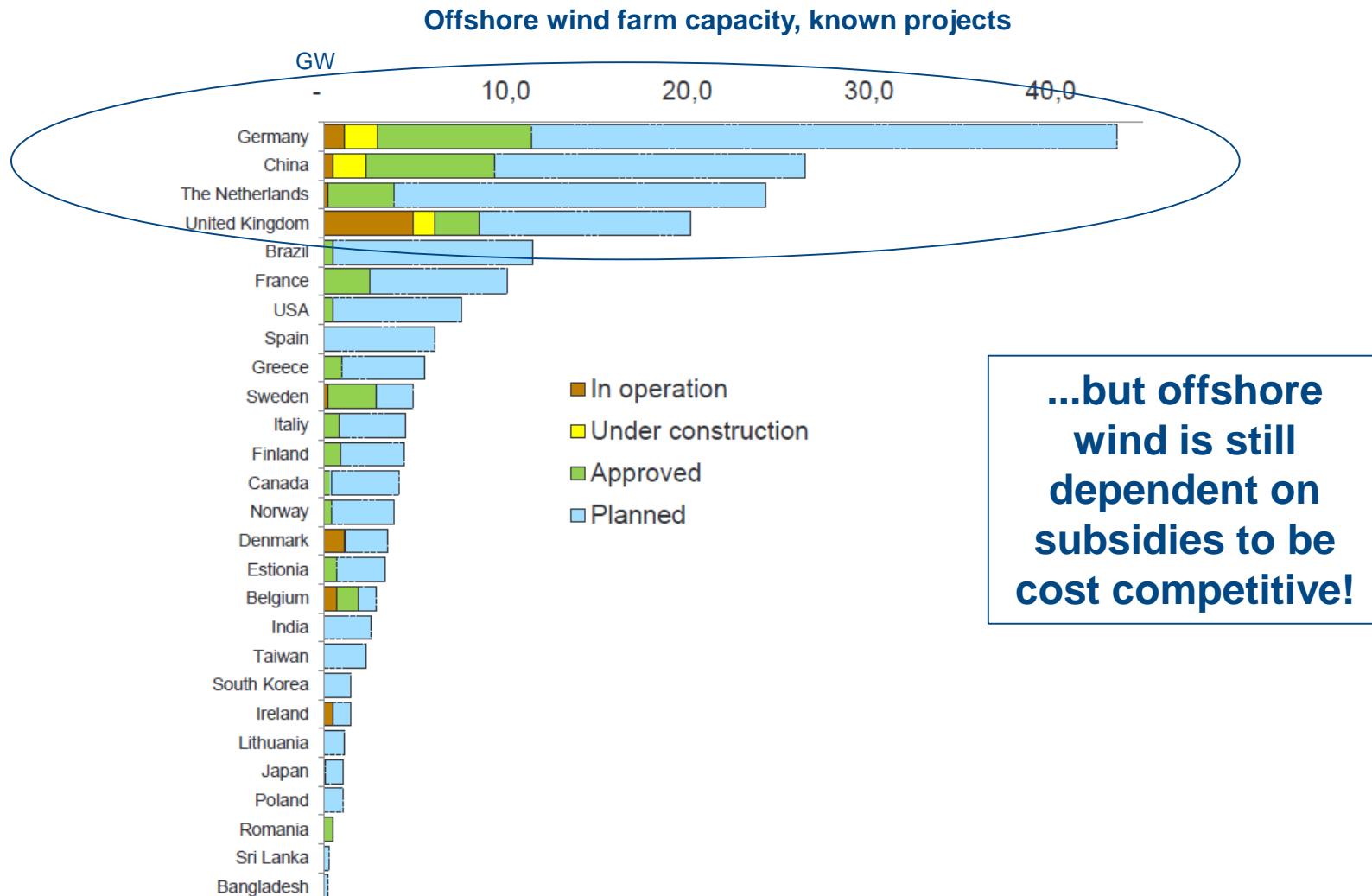
55% of the new volumes in 2025 will come from offshore projects



Cumulative offshore expenditures on UKCS, DCS and NCS 2014-2025 (MUSD)



10-20% yearly activity growth in offshore wind construction will further strengthen supply base market





Regional growth expected in the Offshore Supply Base market

Map of high growth provinces



Offshore supply bases to grow from a market size of USD 3.8 billion globally in 2014 to USD 10.4 billion USD in 2025



Energy exposure and future energy focus

WILH. WILHELMSEN HOLDING ASA

WILH. WILHELMSEN ASA
(72.7%)

WILHELMSEN
MARITIME SERVICES

WILH. WILHELMSEN
HOLDING INVEST

Consumption of bunker fuels for vessel
operation in subsidiaries

Transportation of oil, gas and windmill
components

Customers exposed towards bunker
prices

Customers transporting fossil fuels

NorSea Group ownership (40%)
with customers in:

- Oil & gas offshore industry
- Offshore wind industry

FUTURE ENERGY FOCUS FOR THE GROUP

- Further develop offshore oil and gas offer across the Group
- Strengthen offshore supply bases
- Increase focus on renewable energy and offshore wind
- Utilize Group network and capabilities for international expansion



NorSeaGroup





NorSea Group positioned for future growth

CAPABILITIES

- Strong and strategic presence in Norway, Denmark and UK
- Solid customer portfolio within oil and gas industry
- Moving into renewable energy through offshore wind

AMBITIONS

- Protect current market share in Norway
- Grow market share in UK sector
- Further utilize the presence in Greenland
- Large potential in developing regions like Australia
- Become a global player within offshore supply bases

WWH INVESTMENT IN NSG

- Equity investment (2012/14): USD 85M
- Net result up to 30.6.14: USD 20M
- Book value 30.6.14: USD 100M
- Shareholder loan: USD 14M



Other international:

- Australia, Perth
- Pipeline projects (West Timor)
- Various wind project locations (Turkey, China)



Presentation at WWH Capital Markets Day 17 September 2014
By CFO Steinar Modalslid-Meling

THE LEADING PROVIDER OF SUPPLY BASES &
LOGISTIC SOLUTIONS TO THE OFFSHORE INDUSTRY
norseagroup.com



NorSea Group AS – Key Facts

Owners:

Wilh. Wilhelmsen Holding Invest AS	40 %
Simon Møkster Eiendom AS	27,9 %
Eidesvik Eiendomsinvest AS	27,9 %
Management	4,2 %



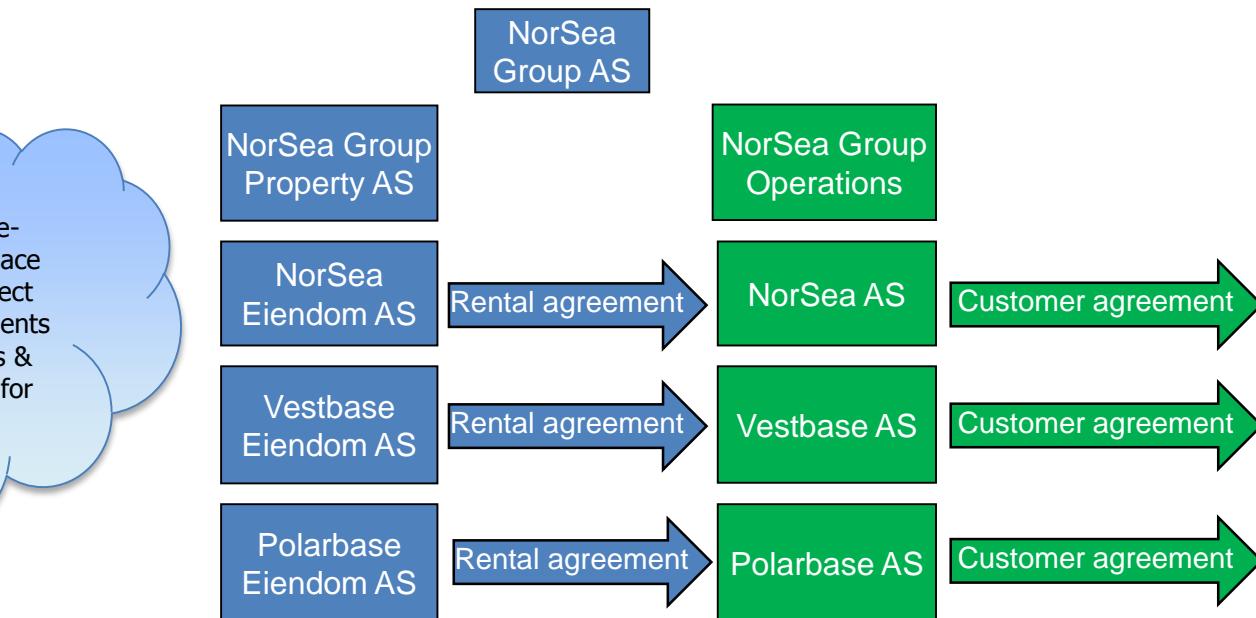
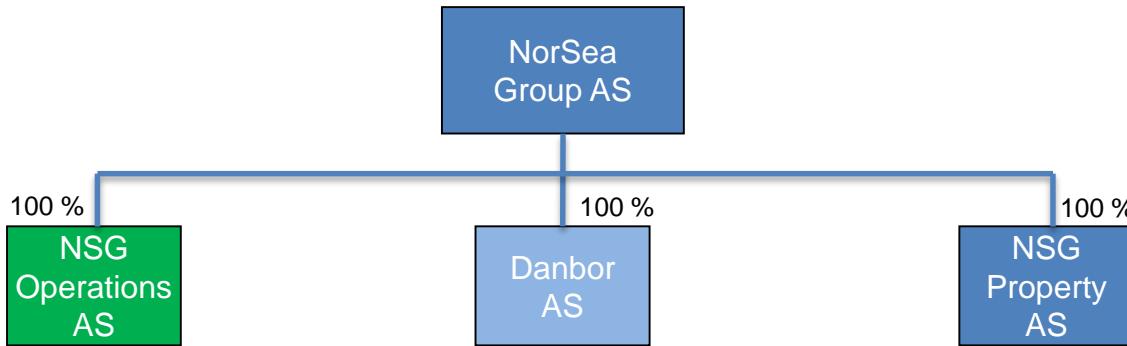
Business Concept:

To be the leading provider of supply base, integrated logistics solutions and marine services to the offshore industry.

Business Segments:

- Supply base and port operations
- Infrastructure development, operations and ownership
- Maritime logistics and Marine Engineering Services
- Product specific companies and departments

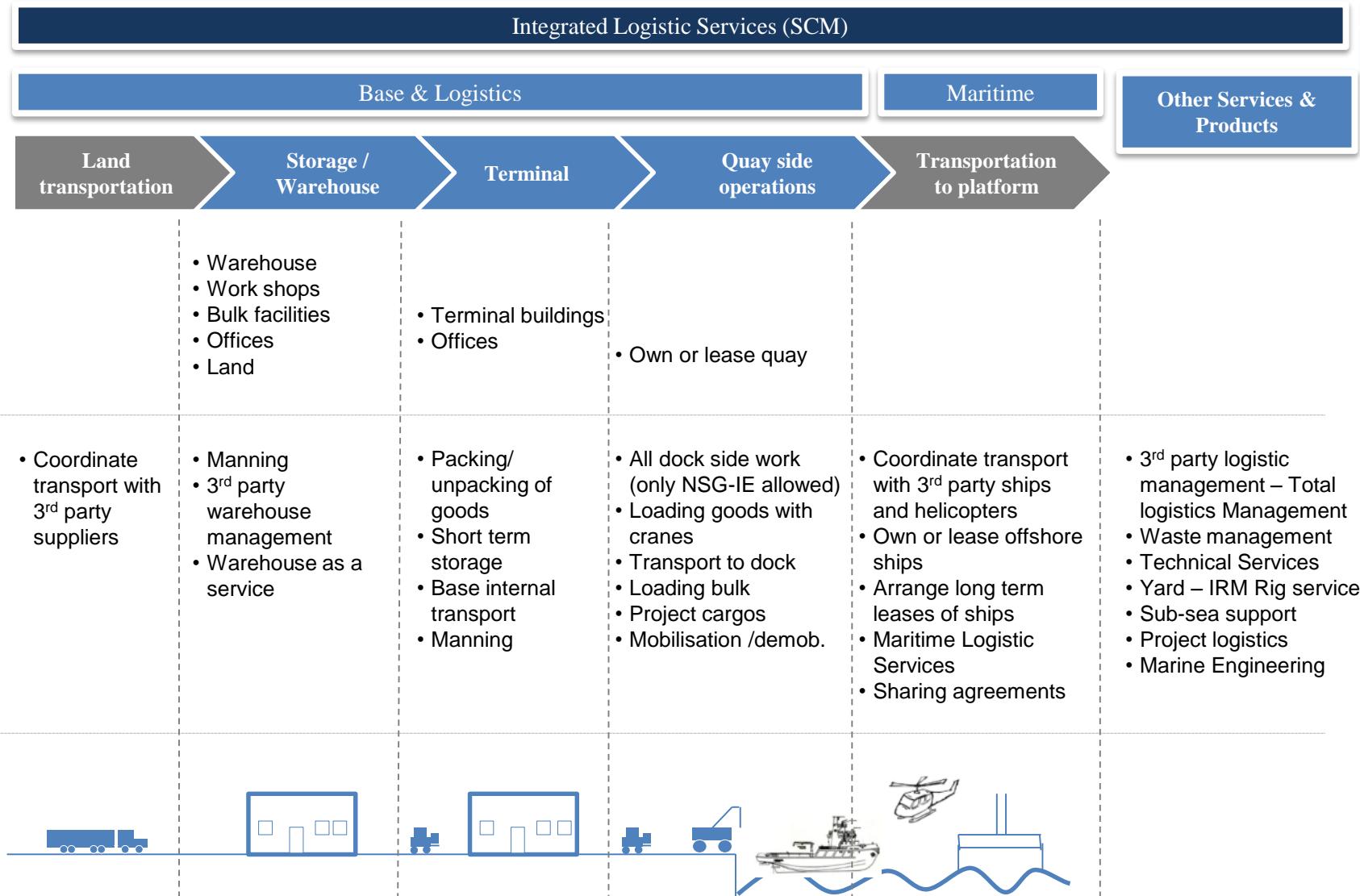
NorSea Group AS – Corporate Structure



NorSea Group, a strong presence around the North Sea and North Atlantic Basin



Overview of NSG value chain and services offered



NorSea Group, a complete supplier of logistics solutions to the energy market

Basics

Marine shore base services, stevedoring, receipt and dispatch of goods, mooring, port and agency services, customs clearance, warehousing and storage facilities, road/sea/airport transport, bulk and bunker services.

NorSea AS
Stordbase AS
CCB AS
Vestbase AS
Helglandsbase AS
Norbase AS
Polarbase AS
Danbor AS
NSG UK Ltd

Value added

Maritime Logistics Services (MLS)
Chartering of vessels, vessel services, Sublet / deviation trips

Maritime Waste Management (MWM)
Total waste management operation, Downstream Solutions, Training courses, Project management, Advisory service

Maritime Engineering Services (NSG Maritime)
Vessel and rig inspections, verification and inspections, design and engineering

Tracking and RFID solutions (Smart Management)
RFID solutions

IRM Rig Services
Classification of ships and rigs. Inspection, repair and maintenance

SubSea Services
Vessel and rig inspections, verification and inspections, design and engineering

Offshore Wind Industry Support
Assembly of structures, logistic support, maintenance of structures

Logistics Centre
Total logistics management and coordination, including 3 party services as freight forwarding, agency services, helicopter, customs handling.

Offshore solutions (Danbor)
Steel production, coating, offshore manpower, catering

Real Estate and Infrastructure

Dusavik Base, a "one stop shop" service centre



Our bases are typically hosts and landlord for 40–60 companies within the oil and gas industry.

- Oil og Gas Companies
- Drilling and rig companies
- Dry bulk and drilling fluid suppliers
- Subsea equipment and services
- Subsea construction, ROV and IRM companies
- Mechanical work shops and machining
- Lifting equipment and inspections
- Containers and cargo units (CCU's)
- Inspections companies
- Engineering and construction
- Waste handling and storage
- Warehouse and storage services

Customers

Main segments	Description	Example Customers
1 	Operators <i>O&G companies with operator status on NCS</i>	Statoil  TOTAL  Marathon Oil Corporation  ConocoPhillips  Shell  ExxonMobil  Eni 
2 	Independents <i>Smaller, drilling oriented companies / consortiums</i>	Lundin  DE NORSKE  wintershall  agr GROUP  Faroe Petroleum  e.ON 
3 	Subsea contractors and IRM <i>Contractors developing subsea fields and supporting installations</i>	subsea 7  EMAS AMC  Technip  ISLAND OFFSHORE 
4 	Subsea system integrators <i>Developers of subsea installations and integrated system solutions</i>	AkerSolutions  FMC  aibel  SERIMAX  GE Oil & Gas 
5 	Major bulk and fuel companies <i>Provides drilling fluids, cement, chemicals and fuel, and handles drill waste for Operators/drilling companies</i>	HALLIBURTON  Schlumberger  BAKER HUGHES  Statoil Fuel & Retail  Cabot Oil & Gas Corporation 
6 	Other service companies <i>Other service providers for offshore activity</i>	Ferguson Containers  bring  SWIRE  FABRICOM  NOFO  GDF SUEZ  Prosafe  APL 
7 	Rig & vessel owners <i>Owners / operators of rigs / vessels</i>	Songa Offshore  Eni  Saipem  Stena Drilling  Transocean  Seadrill  Fred.Olsen & Co.  GDF SUEZ 
8 	Offshore Wind Power <i>Offshore wind power manufacturers and operators</i>	Vestas  SIEMENS 

Wind turbine market a huge potential for NSG

CAPEX Split

Wind turbines 26 %

Switch gear/transformers 12 %

PM, transport, installation 16 %

Foundation 32 %

Other BoP approx. 14 %

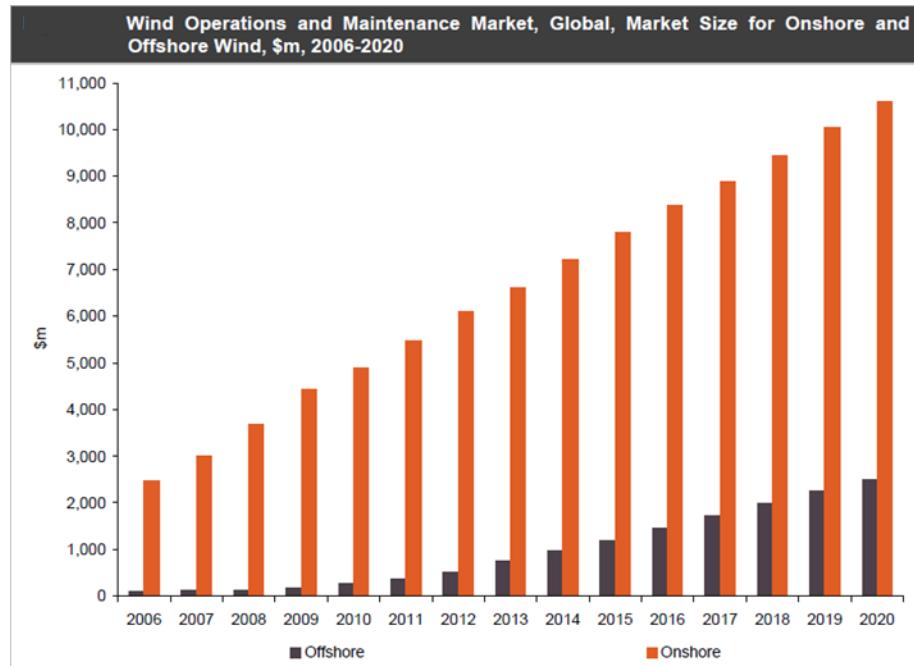


OPEX 25-30 %



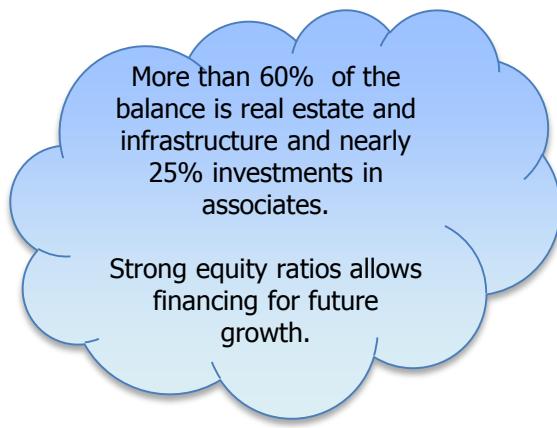
Wind turbine market a huge potential for NSG

- 4 to 12 new models expected to reach market in the next decade
- Healthy level of competition within Europe
- UK will account for 11% of the global O&M market in 2020
- Increased share of European energy will come from renewable energy
- 117.3 GW of installed wind energy capacity in the EU (110.7 GW onshore / 6.6 GW offshore)
- Availability of skilled technicians for Wind Farm Service is a key challenge in the O&M market
- Offshore wind attracts higher O&M in comparison to onshore wind
- Many wind manufacturers are planning to double or triple their workforce in the next 3-4 years
- Annual installations of wind power have increased over the last 13 years, from 3.2 GW in 2000 to 11.2 GW in 2013, a compound annual growth rate of 10%



NorSea Group AS – Balance Sheet

	June-14	June-12
Non-Current assets		
Property/tangible assets	3 329	2 668
Investments associates	1 213	649
Goodwill	3	6
Other non-current assets	13	77
Total non-current assets	4 557	3 400
Current Assets		
Accounts receivables	509	388
Other current assets	135	109
Cash	101	23
Total current assets	744	520
Total assets	5 301	3 920



	June-14	June-12
Equity		
Paid in capital	1 257	1 150
Minority interest	23	18
Other Equity	244	
Total equity	1 524	1 168

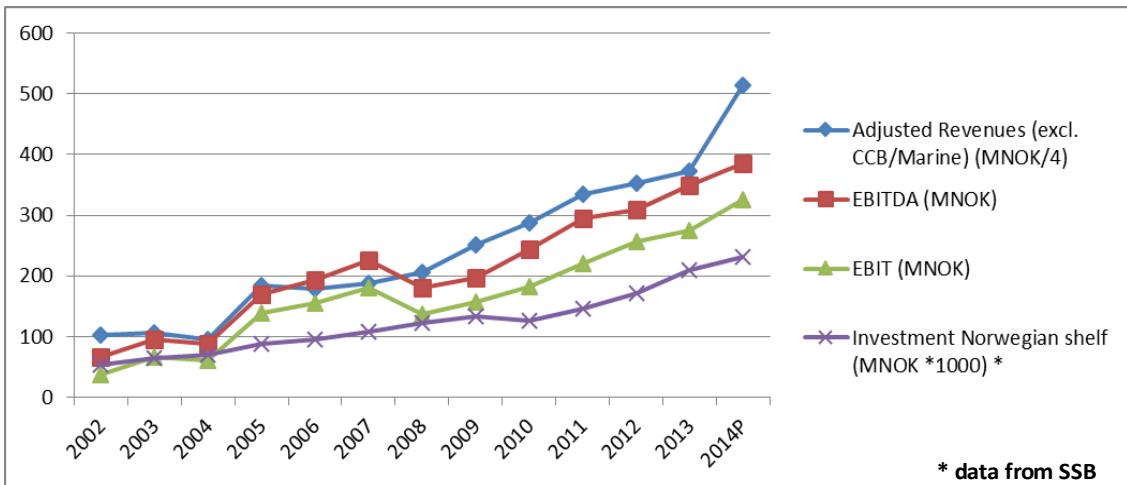
	June-14	June-12
Non-current liabilities		
Long term debt	2 175	1 651
Shareholder loans	519	549
Other non-current liabilities	304	3
Total non-current liabilities	2 997	2 203

	June-14	June-12
Current liabilities		
Short term debt	161	133
Payables	245	218
Public duties payable	79	58
Dividend	30	30
Other current liabilities	265	110
Total non current liabilities	780	549

	June-14	June-12
Total equity and liabilities		
	5 301	3 920
Equity ratio	29 %	30 %
...Including shareholder loans	39 %	44 %

30.06.2012 Balance is the restructured "opening" pro-forma balance on WWHI Share Purchase (not audited)

NorSea Group AS – Key Figures



Correlation

Revenue vs. investments	0,83
EBITDA vs Investments	0,96
EBIT vs Investments	0,96

Key figures NorSea-group (MNOK)	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	1H'2014
Total revenue	521	567	509	1 085	1 340	1 584	1 276	1 399	1 692	2 479	2 359	2 785	1 583
> whereof marine chartering (MLS)	111	144	128	349	552	750	364	297	455	1 050	877	1 194	527
> whereof supply ships (VD/SM/VF)					72	83	91	98	89	91	74	60	29
Adjusted revenue (excl. CCB/Marine)	410	423	381	736	716	751	821	1 004	1 148	1 338	1 408	1 531	1 027
EBITDA - before extraordinary cost (excl. CCB/Marine)	66	96	89	169	193	226	181	197	244	295	309	350	193
EBIT - before extraordinary cost (excl. CCB/Marine)	38	66	61	139	155	181	137	157	183	221	257	275	163
Net Group Results Before Tax*	20	39	47	139	140	173	96	144	149	174	208	175	131
* Excluding agio/disagio on debt, 2012: 357 incl. Profit from sale of 2 supply vessels													
CCB AS & KS-100 %*	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	1H'2014	
Revenue	320	176	269	317	463	509	900	574	615	1935	688	695	
EBITDA	60	47	66	73	104	112	163	151	165	367	230	100	
EBIT	43	34	49	53	79	87	133	117	125	322	166	67	

* NSG owns 50% of CCB