

# / THIRD QUARTER 2012 PRESENTATION



Bergen, November 16 2012

## / GC RIEBER SHIPPING'S BUSINESS IDEA

- Industrial company with business within offshore shipping
- Owns and operates multi-purpose built vessels
- Focus on project development and portfolio management
- Unique competence on offshore operations in harsh environment



---

## / THIRD QUARTER 2012

---

1. Highlights in the third quarter
2. Financial & Operational review
3. Outlook & Summary

## /KEY MESSAGE Q3 2012

«Q3 was operationally a very strong quarter. The contract coverage founds a basis for good and stable income going forward. This favourable visibility creates a solid basis for investment evaluations.»



## / HIGHLIGHTS IN THE THIRD QUARTER 2012

### Financials

- **EBITDA** of NOK 106.9 million
- **Share of profit from associated companies** of NOK 13.4 million
- **Net profit** of NOK 60.2 million
- **Normalized profit before taxes** of NOK 69.2 million
- **Liquid assets** of NOK 272.1 million; net interest bearing debt of NOK 1 476 million
- **Equity ratio** of 47.4%; **Solid cash position** and **low gearing**
- **Contract backlog** of NOK 1.7 billion

### Events in the quarter / post-quarter

- **Fleet fully booked**
- **Stable operations for all vessels and good fleet utilization in the quarter.**
- **Associated company Reef Subsea announced contract with offshore windfarm project Gwynt Y Mor of appr. GBP 40 million**
- **Post-Quarter: Announcement of new contract for «Polar Queen» with BOA Marine Services and extension of Reef Subsea's contract for «Polar Prince» until December 2014**
- **Post-Quarter: Octio's operation scaled down from end October**

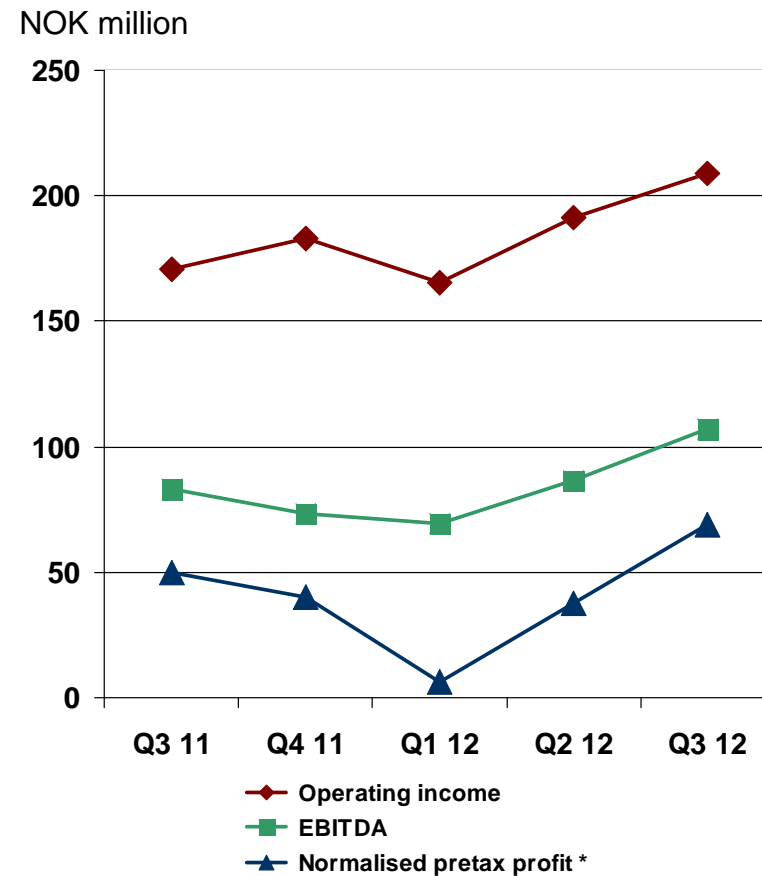
---

---

# FINANCIAL & OPERATIONAL REVIEW

## / HIGHLIGHTS FROM THE INCOME STATEMENT

- Operating income in Q3 2012 22% higher than in Q3 2011
- EBITDA NOK 106,9 mill. in Q3 2012 28% higher than in Q3 2011
- Improved performance YoY explained by all four newbuildings; “Polar King”, “Polar Duke”, “Polar Queen” and “Polar Duchess” all on charter in quarter
- Stable operations in the quarter
- Normalized profit of NOK 69.2 million

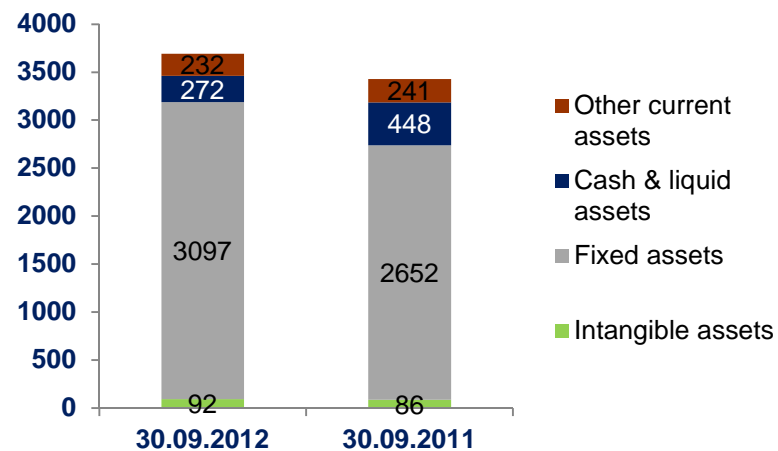


\* Pretax profit adjusted for unrealized currency gain (loss), sales gains/losses and write-downs

## / BALANCE SHEET AS OF Q3 (UNAUDITED)

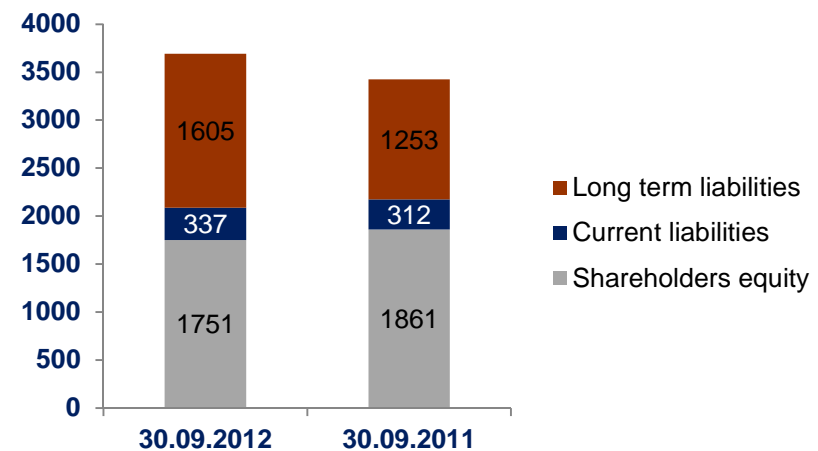
### Assets

NOK million



### Equity & Liabilities

NOK million



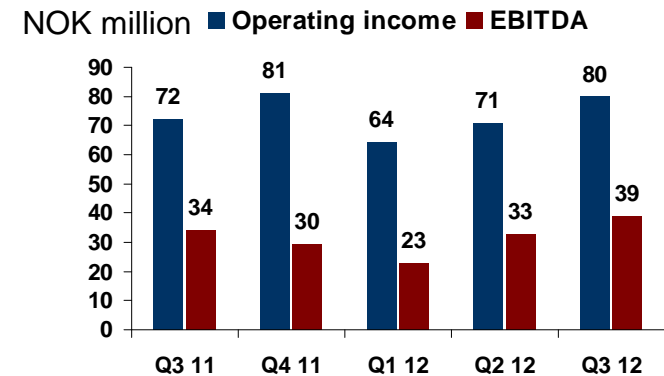
- As of 30.09.2012:
  - Net debt position of NOK 1 476 million
  - Equity ratio 47,4 %



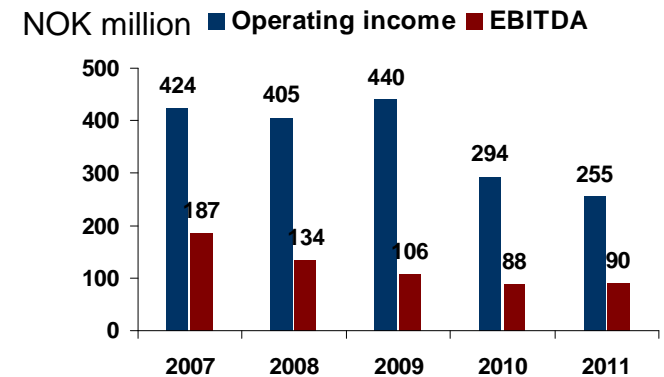
## / SUBSEA

- Operating income and EBITDA in Q3 2012 improved with NOK 8 million and NOK 5 million respectively, compared to Q3 2011
- Newbuilding “Polar Queen” in operation from November 2011 main explanation of improved performance YoY
- Fleet utilization in segment 89%, mainly due to mobilization for a new charterer for “Polar Queen”
- All vessels on charter, new contract with BOA Marine Services – 6 months + 1Y+1Y options
- Post-quarter: 2Y extension of charter with Reef Subsea for “Polar Prince”

### Quarterly development



### Annual development

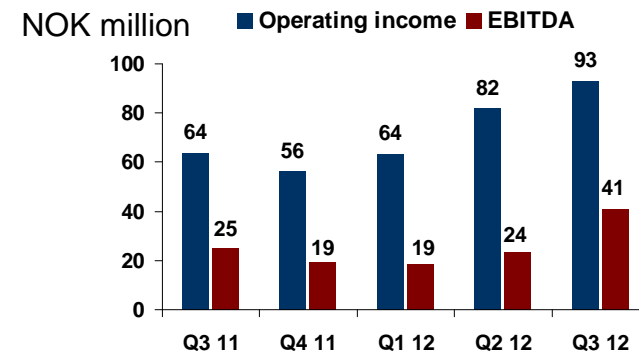


*Note that Q4 and Q1 are seasonally weaker than Q2 and Q3, as Ernest Shackleton operate as an offshore support vessel 120 days during Q2/Q3*

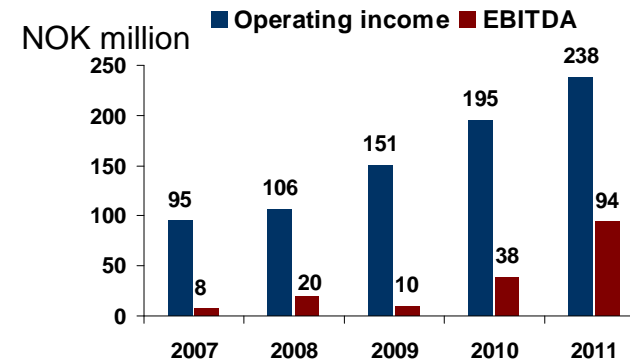
## / MARINE SEISMIC

- Operating income of NOK 93 million and EBITDA of NOK 41 million in Q3 2012 compared to NOK 64 million and NOK 25 million respectively in Q3 2011
- “Polar Duchess” in operation from April 2012
- Fleet utilization of 97%
- All vessels on contract with customers Dolphin Geophysical (3) and Fugro (1)

### Quarterly development



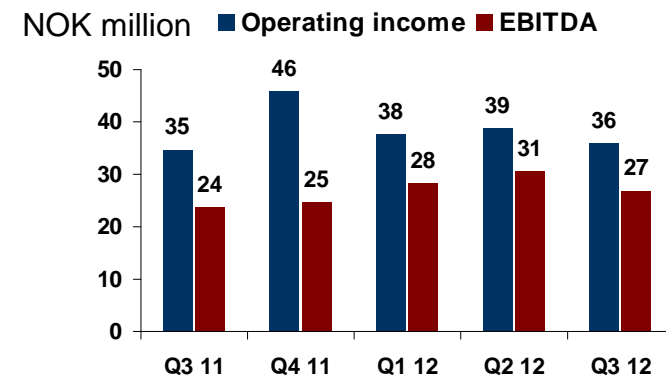
### Annual development



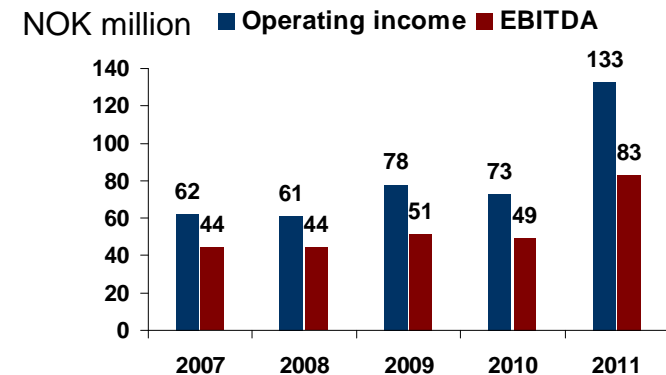
## / ICE & SUPPORT

- Operating income of NOK 36 million in the quarter and EBITDA of NOK 27 million compared to NOK 35 million and NOK 24 million same quarter last year
- Fleet utilization 99 %
- Solid long term contracts in segment creates stable income

### Quarterly development



### Annual development



*Note that Q4 and Q1 are seasonally stronger than Q2 and Q3, as Ernest Shackleton operate as an offshore support vessel 120 days during Q2/Q3*

## / SHIPOWNING – CONTRACT PORTFOLIO

Vessel	Built (year)	Type	Charterer	Contract end
Polar Explorer	1988/2004	2D/source	Dolphin Geophysical	2013
Ernest Shackleton	1995	Ice/subsea IMR	British Antarctic Survey	2014
Polar Prince	1999	Subsea IMR & light CSV	Reef Subsea	2014
Geo Atlantic	2000/2006	3D, 10 streamers	Fugro	2013
Protector	2001	Ice/offshore	UK Ministry of Defence	2014
Polar Pevek	2006	Ice/tug	Exxon Neftegas	2021
Polar King	2011	Subsea IMR & CSV	Reef Subsea	2014
Polar Duke	2011	3D, 14 streamers	Dolphin Geophysical	2016
Polar Queen	2011	Subsea IMR & CSV	BOA Marine Services	2013
Polar Duchess	2012	3D, 14 streamers	Dolphin Geophysical	2015
Polar Piltun	1998/2009	Crew boat	Sakhalin Energy Inv. Comp.	2013
Polar Baikal	2000/2009	Crew boat	Sakhalin Energy Inv. Comp.	2013



Polar King



Polar Queen



Protector



Ernest Shackleton



Polar Duchess



Polar Pevek



Polar Explorer



Polar Duke

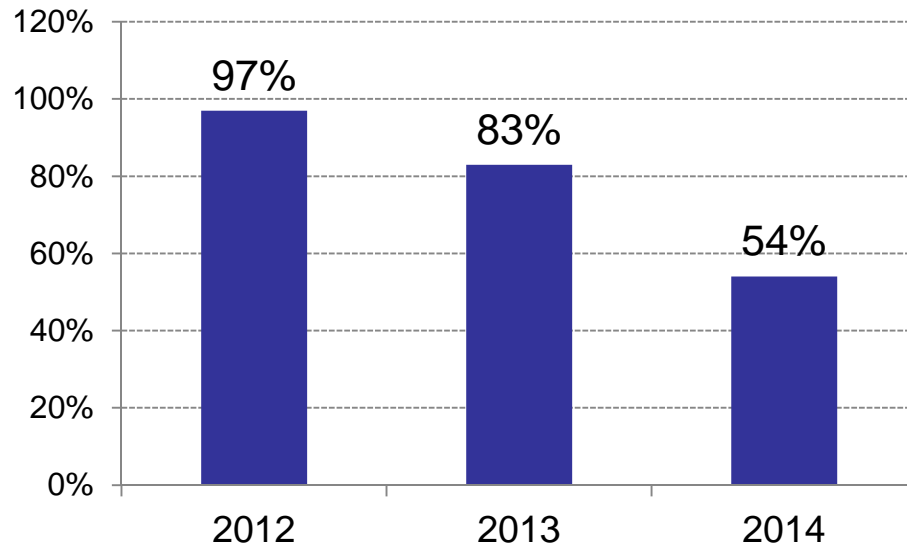
## / CONTRACT BACKLOG

Vessel	2012				2013				2014				2015				2016			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Polar Explorer	█																			
Polar Queen	█				Option (until Apr. 2015)															
Geo Atlantic	█								Option (until Oct. 2017)											
Polar King	█								Option (until May 2016)											
Protector	█								Option (until May 2017)											
Polar Prince	█																			
Ernest Shackleton	█												Option (until end 2019)							
Polar Duchess	█		Option (until May 2023)																	
Polar Duke	█																Option (until May 2022)			
Polar Pevek	Contract until Dec. 2021																			
Polar Piltun					█				Option				Option							
Polar Baikal					█				Option				Option							

- Total contract backlog of NOK 1.72 billion

## / CONTRACT COVERAGE

### Contract coverage



- Whole fleet fully booked
- Average contract length: 2.2 years
- Contract coverage with emphasize on medium-term gives intended stability end predictability
- Average age of vessels: 9 years

---

## / BOA MARINE SERVICES INC – NEW CONTRACT PARTNER

---

- Six months contract with 1 + 1 year option
- Subsidiary of BOA Group, a Norwegian owned offshore shipping company
- BOA Marine Services, focus on subsea installation and offshore construction services



---

## / RELATED INVESTMENTS

---

- **Reef Subsea** contributed positively with NOK 13.4 million in the quarter
- Strategic important contract of GBP 40 million with offshore wind farm secured in Q3
- Company well positioned with comprehensive product portfolio going forward
  
- **Octio** has not managed to close commercial contracts
- Operations scaled down



---

## / MARKET OUTLOOK

---

- Risk in global economy lowered
- Market drivers; E&P spending and oil price; continue to be favourable
- Expected trends in segments:
  - Subsea: Good outlook for advanced vessels
  - Marine Seismic: Still strong demand
  - Ice/Support: Stable

---

## SUMMARY

---

- Q3 operationally very strong quarter
- Fully booked fleet with balanced contract portfolio gives good financial predictability
- Related investment Reef Subsea is maturing operationally
- Market trends in core markets continues to be positive – new investments attractive
- Strong financial position gives freedom to manouver



THANK YOU FOR LISTENING!

/ November 16 2012

---

## / DISCLAIMER

---

- This quarter Presentation includes and is based, inter alia, on forward-looking information and statements that are subject to risks and uncertainties that could cause actual results to differ. Such forward-looking information and statements are based on current expectations, estimates and projections about global economic conditions, the economic conditions of the regions and industries that are major markets for GC Rieber Shipping ASA and its subsidiaries. These expectations, estimates and projections are generally identifiable by statements containing words such as "expects", "believes", "estimates" or similar expressions. Important factors that could cause actual results to differ materially from those expectations include, among others, economic and market conditions in the geographic areas and industries that are or will be major markets for GC Rieber Shipping's businesses, oil prices, market acceptance of new products and services, changes in governmental regulations, interest rates, fluctuations in currency exchange rates and such other factors as may be discussed from time to time. Although GC Rieber Shipping ASA believes that its expectations and the information in this Presentation were based upon reasonable assumptions at the time when they were made, it can give no assurance that those expectations will be achieved or that the actual results will be as set out in this Presentation. GC Rieber Shipping ASA nor any other company within the GC Rieber Shipping Group is making any representation or warranty, expressed or implied, as to the accuracy, reliability or completeness of the information in the Presentation, and neither GC Rieber Shipping ASA, any other company within the GC Rieber Shipping Group nor any of their directors, officers or employees will have any liability to you or any other persons resulting from your use of the information in the Presentation. GC Rieber Shipping ASA undertakes no obligation to publicly update or revise any forward-looking information or statements in the Presentation.