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## **SBM OFFSHORE Q1 2010 TRADING UPDATE SOLID PERFORMANCE WITH IMPROVING MARKET**

### **Highlights**

- Turnover for the first quarter of 2010 US\$ 722 million, 6% above prior year;
- Total order backlog at 31 March 2010 at US\$ 10.0 billion, same as 2009 year-end;
- One year extension for lease contract for FPSO Kuito;
- Pre-commitment from Petrobras for lease FPSO for pre-salt area;
- FPSO Capixaba arrived on the Cachalote field in Brazil and is ready for oil production.

Tony Mace, CEO of SBM Offshore: "In all three of our business segments we see an increase in realistic opportunities for sanction of projects. The pre-commitment for a lease FPSO for the pre-salt area from Petrobras is an important project for the Company and represents the largest value FPSO we will have ever contracted. We have also seen an improvement in performance in our more recent projects with execution within schedule and budget."

### **Outlook Full Year 2010**

- Turnover in the same range as 2009 – now around 90% secured from current backlog;
- EBIT margin from Turnkey Systems solidly within 5% - 10% range;
- Outlook for EBIT margin from Turnkey Services improving;
- Lease and Operate EBIT contribution below 2009.

### **1. Results**

For the first quarter of 2010, consolidated turnover totalled US\$ 722 million (6% above prior year of US\$ 681 million). Segmental split was for Turnkey Systems US\$ 464 million (64% of total), Turnkey Services US\$ 65 million (9%) and Lease and Operate US\$ 194 million (27%). Operating margins in all three segments in the first quarter are in line with or ahead of plan.

Cumulative order intake for the first three months amounted to US\$ 680 million including variation orders and other portfolio adjustments concerning lease contract turnover recognition. Backlog at 31 March 2010 totals US\$ 10.0 billion of which approximately US\$ 1.9 billion will be recognised as turnover in 2010.

Net debt at 31 March 2010 amounted to US\$ 1,606 million (31 December 2009: US\$ 1,464 million), with cash and cash equivalent balances of US\$ 147 million and committed, undrawn bank facilities of US\$ 493 million. The corporate Revolving Credit Facility is currently being expanded from US\$ 500 million to US\$ 750 million, with completion expected in June 2010. Net gearing was 88%, which is slightly above expectations due to equity adjustments resulting from downward revaluation of foreign exchange and interest rate hedges.

Capital expenditure in the first three months of 2010 amounted to US\$ 178 million (US\$ 158 million for the first three months of 2009).



## 2. Order Portfolio development

The following new orders have been obtained since 1 January 2010:

- A Letter of Pre-commitment (LOP) was received from PETROBRAS NETHERLANDS B.V. (PNBV), PETROLEO BRASILEIRO S.A. – PETROBRAS as Operator of the Consortium BM-S-11, established by companies PETROBRAS (65%), BG E&P do Brasil LTDA (25%), and PETROGAL BRASIL LTDA (10%) for the charter and operation of an FPSO for the pre-salt area, offshore Brazil. The agreement covers the early phase of the project and allows SBM Offshore and QGOG to commence engineering and procurement work on the project;
- An extension of one year for the operating contract of the FPSO Serpentina from ExxonMobil in Equatorial Guinea;
- In Turnkey Services the order portfolio is developing better than expected with orders for CALM buoys, swivel stacks, offshore contracting and other services related orders;
- Variation orders on several contracts including the MOPUstor™ for Yme.

Orders obtained since 31 March 2010:

- An extension of one year for the lease and operations of the FPSO Kuito, offshore Angola, was signed with Chevron;
- A contract with Dubai based Lamprell Energy for the design supply of two windmill installation jack-up vessels including the supply of the continuous jacking systems and large 800 ton offshore cranes that will be fitted on these vessels;
- An extension of one year for the lease and operations of the FPSO Xikomba with ExxonMobil, subject to a three months notice cancellation provision.

## 3. Operations

The FPSO Capixaba has arrived ahead of schedule on the Cachalote field in Brazil and has been hooked up, accepted by Petrobras and is ready for oil production.

The final component of the turret for BP Skarv has been completed and delivered to BP in accordance with the schedule.

Petrobras P-57 FPSO vessel refurbishment and conversion has been completed at Keppel shipyard in Singapore and the vessel is currently at BrasFELS in Brazil for topsides integration and commissioning. The topsides modules fabrication in Brazil is completed and delivery of the FPSO is on schedule for offshore installation in Q4 of 2010.

The Woodside FPSO Okha construction works are progressing according to plan at Keppel shipyard in Singapore with completion planned in Q4 of 2010.

Progress on the FPSO Aseng is in accordance with the Company's plans. The construction contracts have been awarded and the vessel has arrived in Keppel yard in Singapore.

The Talisman MOPUstor™ for Yme in Norway is completed and ready for load out in Abu Dhabi for transport to Norway. On arrival in Norway the legs will be fitted inshore and subsequently the unit will be installed offshore with first oil expected in Q4 of 2010.

The semi submersible drilling rigs construction is progressing with delivery of the three units scheduled in Q2, Q3 and Q4 of 2010 respectively. The first rig has been moved from the construction yard to deeper waters in the port of Abu Dhabi for installation of the propulsion system and final commissioning is in progress.

The construction of the MOPU for EnCana is in the assembly stage in the dry dock in Abu Dhabi and completion of the unit is scheduled for the end of 2010.

One of the Company's tankers in inventory will be used for the Petrobras pre-salt development project in Brazil. The three remaining tankers, as well as the FPSO Falcon are currently laid-up and being proposed for new FPSO projects.



#### **4. Market Developments**

The stable higher oil price combined with the lowest input cost base experienced in the past two years provides the right climate for sanction of oil and gas field production developments. Several of these developments relate to deepwater projects, which is the Company's main focus, providing realistic opportunities for the obtention of new orders.

A softening market has led to lower input costs and shorter delivery terms for equipment supply and services being obtained in the Company's more recent projects in execution and on current bids. The Company is keeping close track of several input indicators including steel price to identify and react to the potential heating up of the market in view of the expected acceleration of new projects.

Several projects appear to be firming up for FLNG developments which the Company is actively pursuing.

#### **5. Outlook 2010**

Operating margins in all three segments in the first quarter are in line with or ahead of plan. However, at this stage, the Company maintains its previously announced 2010 outlook except for an improvement in the forecast EBIT margin in the Turnkey Services segment, and an increase in capital expenditure.

- Turnover to be in the same range as 2009;
- Average EBIT margin in the Turnkey Systems segment is expected to be solidly within the 5% - 10% range;
- Turnkey Services average EBIT margin is expected to be within the 15% - 20% range;
- The EBIT contribution from the Lease and Operate segment is expected to be below the level achieved in 2009 due to the end of certain lease contracts in 2009 and lower expected operating bonuses;
- Capital expenditure, excluding any new operating lease contracts to be obtained in 2010 and including variation orders on ongoing projects, is expected to amount to around US\$ 0.6 billion.
- Net interest charge will increase by up to 20% compared to 2009 due to start of operations on major lease contracts and low expected interest income on liquidities;
- Net gearing at year-end 2010 is expected to remain below 100%, with all financial ratios well within banking covenants.

#### **6. Conference Call**

Management of SBM Offshore will be available to discuss the contents of this press release in a conference call at 10:00 hrs (CEST) on Wednesday 12 May 2010. The dial-in number for participants will be +31 (0)10 29 44 224 and the replay number, available for 48 hours, is +31 (0)10 29 44 210, replay code: 18 09 07 #.

There will also be a live Audio Webcast of the Conference Call on SBM Offshore's website: [www.sbmoffshore.com](http://www.sbmoffshore.com)

The call will be hosted by Tony Mace, CEO and Mark Miles, CFO.



## 7. Financial Agenda

Half-year Results 2010 - Press Release	18 August	2010
Half-year Results 2010 - Analysts Presentation (Amsterdam)	18 August	2010
Trading Update Q3 2010 - Press Release	10 November	2010

## 8. Corporate Profile

The Dutch public company SBM Offshore N.V. is the holding company of a group of international, marine technology orientated companies. Its business is to serve on a global basis the offshore oil and gas industry by supplying engineered products, vessels and systems, and offshore oil and gas production services.

The product line comprises:

- Offshore import/export terminals for crude oil, refined products, LPG and LNG, mostly based on the single point mooring principle, Floating Production and/or Storage and Offloading systems (FSOs and FPSOs) and other floating production facilities based on ship hulls, semi-submersibles and Tension Leg Platforms (TLPs);
- Offshore oil and gas production services through the leasing of integrated production and storage facilities owned and operated by the Company;
- Design, construction and supply of semi-submersible drilling platforms;
- Special designs and engineering services and delivery of specific hardware components for dynamically positioned drillships, semi-submersible drilling platforms, jack-up drilling platforms, jack-up platforms for civil construction, large capacity offshore cranes, elevating and lifting systems, crane vessels and other specialised work vessels;
- Offshore construction and installation contracting services.

The Board of Management

Schiedam, 12 May 2010



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