



FY2021 FULL YEAR RESULTS

30 August 2021



MMA
OFFSHORE

FY21 SUMMARY

Full year financial performance in line with guidance range, COVID-19 challenging FY22

FINANCIAL RESULT

\$45.9m

Reported EBITDA

Including

- > Debt forgiveness benefit \$14.8m
- > Provision for legal settlement \$(6.4)m¹
- > Doubtful debts recovered \$1.3m
- > Acquisition and debt restructure adjustments \$(0.7)m

\$36.9m

Underlying EBITDA

Including

- > Net Government subsidies \$7.3m

Full year EBITDA in line with guidance range

BALANCE SHEET AND LIQUIDITY

\$96.2m

Cash at Bank

↑ 11% on FY20

▪ Restructured Balance Sheet

- > Total Debt \$163.5m
- > Net Debt / EBITDA 1.8x

▪ Cash ↑ \$9.6m

- > Operating Cash Flow \$26.9m
- > Maintenance Capex \$(9.4)m
- > Asset sale proceeds \$10.2m
- > Lease payments \$(6.2)m
- > FX translation \$(4.1)m
- > Equity raising / debt restructure (Net impact) \$(7.2)m

Strong cash position and improved leverage metrics

PROGRESSING STRATEGY

▪ Maximising Core Business

- > Utilisation – Strategic fleet 68% (overall 53%)
- > Progressing sale of AHTS fleet
- > Delivering integrated projects across O&G and Offshore Wind
- > Projects business securing key logistics scopes although activity reduced in East Africa

▪ Diversification

- > Offshore Wind – active on projects in Taiwan (16% of FY21 Revenue)
- > Opened Taiwan office; local JV agreed
- > Secured 2nd Defence contract

▪ Extend Service

- > Worley MOU to jointly target offshore wind market

Maximising core business and building new revenue streams

COVID-19

▪ Strong operating protocols

- > Continuing to navigate a very complex and dynamic environment
- > Key is protecting our people

▪ Increasing operating costs

- > Increased quarantine requirements for personnel
- > Vessel downtime due to positive cases in SEA

▪ FY22 impacted by Delta

- > Delta variant is impacting activity in key regions and our ability to mobilise projects over international and interstate borders
- > Q1 FY22 to be materially impacted
- > Full year FY22 impact uncertain at this point

Delta variant has increased the challenge and reduced visibility into FY22



KEY MARKETS

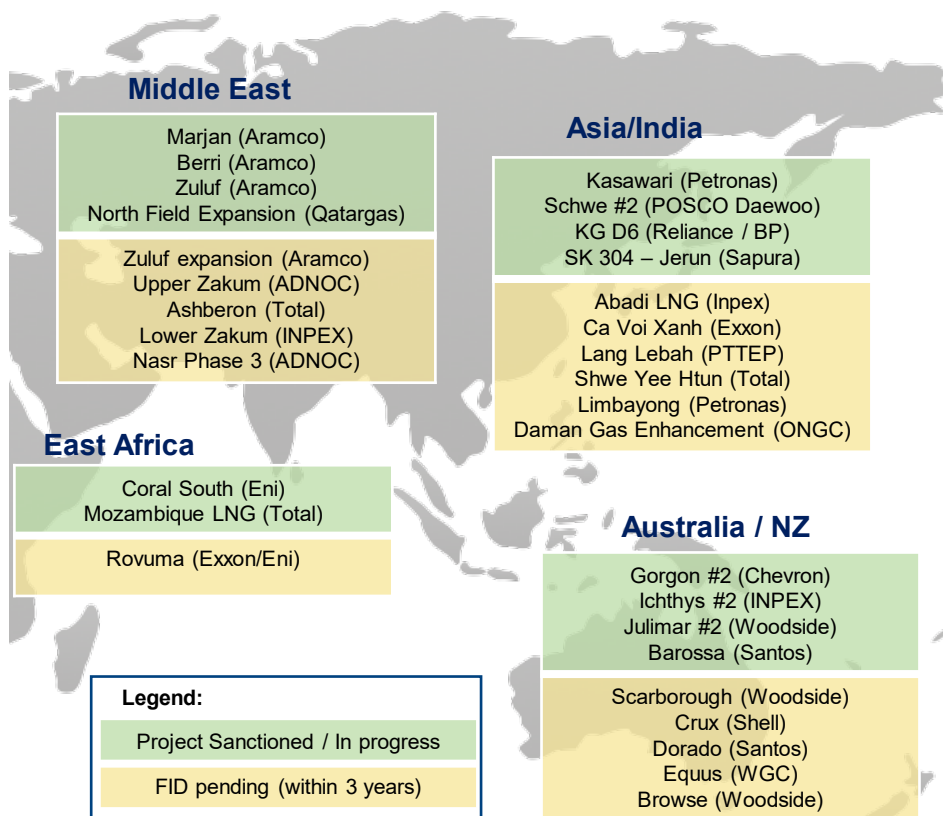


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OIL & GAS

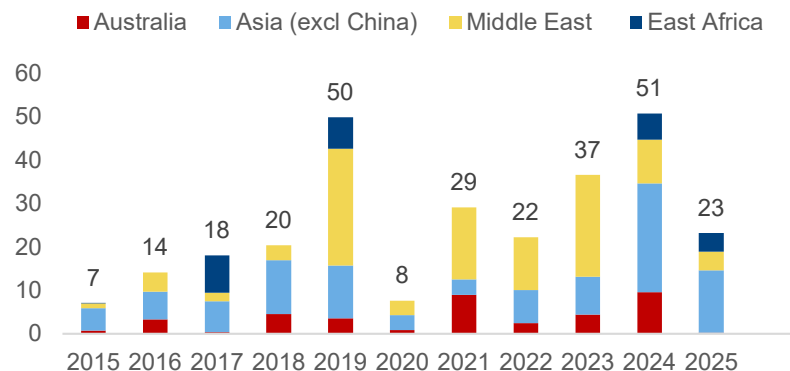
Strong pipeline of projects in MMA's operating regions with FIDs expected to increase

Key Projects



Offshore O&G Estimated Greenfield Sanctioning

Est. Greenfield Value (\$ bn)



Source: Rystad, Greenfield Sanctioning Database

Est. Sanctioning value 2021-2025 (US\$b)

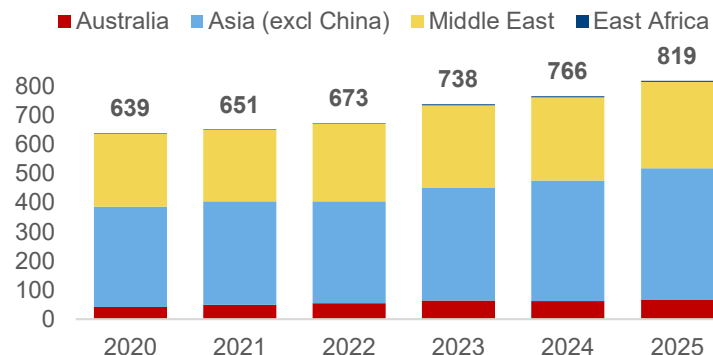
Continent

Australia / NZ
Asia excl China
Middle East
East Africa

21
48
58
8
135

O&G Vessel Demand forecast

Est. O&G Vessel Years



Source: Rystad, Offshore Vessel Database

New upstream oil and gas projects worth about \$15 billion will be sanctioned in Australasia this year, according to Rystad Energy's forecast, representing a huge boost compared to the \$1.2 billion committed to new projects in 2020

Rystad Energy, Feb 2021

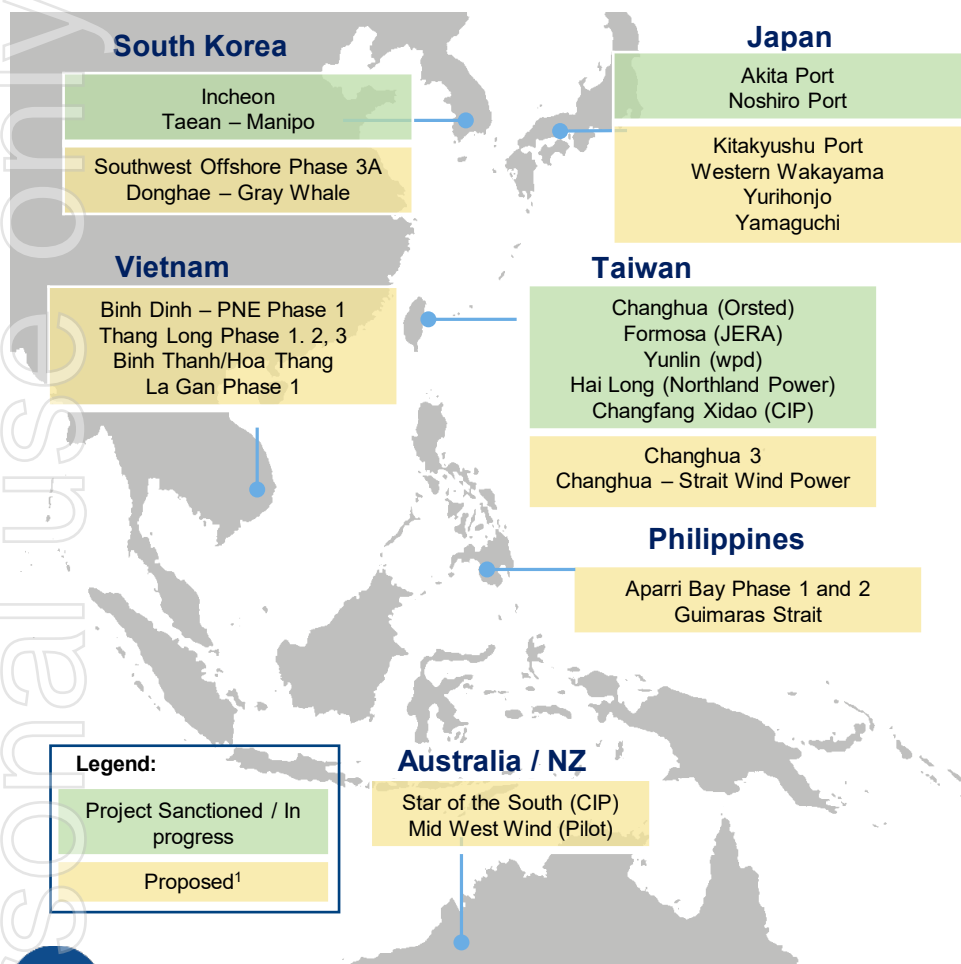


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RENEWABLES

Strong growth in Offshore Wind developments in Asia Pacific region

Key Projects

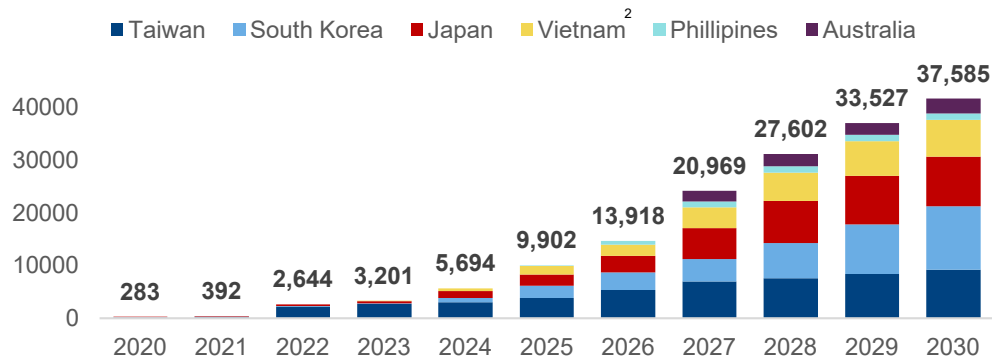


Estimated APAC Offshore Wind Projects (next 5 years)

Country	Proposed Projects	Projects In Progress	Total Wind Farm Capacity (MW)	Total No. of Turbines	Est. Capex (US\$b)
Australia	2	0	2,300	212	4.2
Japan	25	6	8,470	1,228	20.1
Philippines	3	0	1,200	120	2.7
South Korea	21	14	8,192	1,146	29.4
Taiwan	4	13	5,955	703	13.1
Vietnam ²	12	0	6,519	710	14
	67	33	32,636	4,119	83.5

APAC Offshore Wind capacity growth forecast

Total Capacity (MW), cumulative



- Global annual offshore wind capex forecast to surpass \$100 billion by 2030
- Vietnam is poised to become the next hot spot for offshore wind development in the Asia Pacific region



Rystad Energy



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¹ Proposed refers to wind farm projects in application or concept stage

² Excludes intertidal projects

Source: Rystad Offshore Wind Database

MEDIUM TERM OUTLOOK STRENGTHENING

Growth in offshore wind developments combined with anticipated increase in oil and gas project activity in our operating regions

Key Markets



• Offshore Wind

- Key component of the future energy mix
- Significant growth forecast in our key operating regions (4,000+ turbines to be installed)
- Highly vessel intensive activity



• Oil & Gas

- Notwithstanding the energy transition – significant investment required to replace depleting reserves and meet forecast demand
- COVID delayed work scopes and new project FIDs to drive increase in future activity
- Significant decommissioning works required



• Government & Defence

- New offshore survey scopes coming to market
- Infrastructure spend increasing



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Earnings leverage

• Vessels

- Leverage latent capacity in current fleet
- Potential for utilisation and rate increases to drive growth in earnings
- Increase third party vessels as market improves

• Subsea Services / Project Logistics

- Volume and rate increases without additional capital requirements

• Integrated Services

- Capture increased margins

Example:

- **Rate Increase** – A rate increase of A\$2,000 per day with a vessel operating at 80% utilisation would increase EBIT by \$584,000 per vessel or A\$9.3m across the total Strategic Fleet
- **Utilisation Increase** – An additional 5% utilisation across the strategic fleet would increase EBIT by approx. A\$5-8m per annum



BUSINESS PERFORMANCE



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KEY METRICS



\$45.9m
REPORTED EBITDA

(\$36.9m Underlying)



53%
TOTAL FLEET
UTILISATION



46%
NEXT 12 MONTH
VESSEL REVENUE
CONTRACTED



\$26.9m
OPERATING
CASHFLOW



\$96.2m
CASH AT BANK



18.5%
NET DEBT
TO FIXED ASSETS



80c
NTA PER SHARE



1.13
TRCF



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VESSELS

Activity impacted by COVID-19 however, continuing to secure and extend key contracts, expand into renewables and rationalise the fleet

Key Developments (FY21 H2)

Oil & Gas – secured and extended key contracts

- MMA Vision – three year + options contract with OMV New Zealand; new regional market for MMA
- MMA Plover – two year + options contract extension with INPEX

Offshore Wind – continuing to expand our presence

- Three new vessels contracts in Taiwan
 - MMA Pride – accommodation and walk to work
 - MMA Crystal – pre-installation survey support
 - MMA Responder – bubble curtain noise-mitigation scope
- MMA Prestige successfully completed integrated survey scope
- Seeking to leverage MOU with Worley and newly established Taiwan operating structure to drive growth in this sector

Strategic

- Non-core vessel sales program progressing – 4 sold for A\$7.5m
- Australian EBA negotiation

Key Financials

\$165.8m

REVENUE

\$38.2m

EBITDA

\$12.5m

EBIT

\$387.3m

ASSETS



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SUBSEA

Second half EBITDA improvement of \$0.8m whilst still significantly impacted by COVID-19

Key Developments (FY21 H2)

- **Integrated service offering** seeing demand from clients – scopes completed and multiple bids submitted
- **Offshore Wind** – several survey scopes completed in Taiwan with further contracts awarded for the current season
- **Government** – successfully completed Mavis Reef hydrographic survey; secured 2nd HIPP's scope (Aust Navy)
- **Oil & Gas**
 - Completed several rig positioning scopes incl. Woodside Senegal
 - Integrated inspection scope with MMA Leeuwin (Esso)
 - Pipeline inspection using hybrid AUV technology (Santos)
 - XT recovery system – design, engineer, test (OMV)
 - Okha UWILD air-diving scope (Woodside)
- **Strategic**
 - Taiwan office established with local GM. Local JV agreed with Global Aqua Survey to drive growth
 - Divested Asset Integrity business – \$2.3m profit on sale
- **Operational improvement plan** – progressing well

Key Financials

\$70.6m

REVENUE

\$(1.5)m

EBITDA

\$(4.8)m

EBIT

\$30.6m

ASSETS



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PROJECT LOGISTICS

Successful in winning key project logistics scopes in Australia

Key Developments (FY21 H2)

- **Australia**
 - Secured key project logistics scopes for Gorgon Stage 2, Julimar Stage 2, Ichthys 2
 - Total of six barges and 11 vessels across the three projects
- **Mozambique**
 - Developed early foothold in region
 - H1 – five x third-party vessels supporting Mozambique LNG
 - local partnership arrangements progressed
 - Moz LNG project suspended by Total in Apr-21 until security situation resolved
 - MMA currently supporting project equipment demobilisation from site
- **Strategic**
 - Subleased Batam shipyard facility with US\$15m purchase option
 - \$6.4m provision raised for legal settlement costs associated with 2015 shipyard dispute

Key Financials

\$16.4m

REVENUE

\$0.9m¹

EBITDA

\$0.4m¹

EBIT

\$2.8m

ASSETS



BALANCE SHEET

Balance sheet restructured with continuing deleveraging from asset sales

Balance Sheet – 30 Jun 21

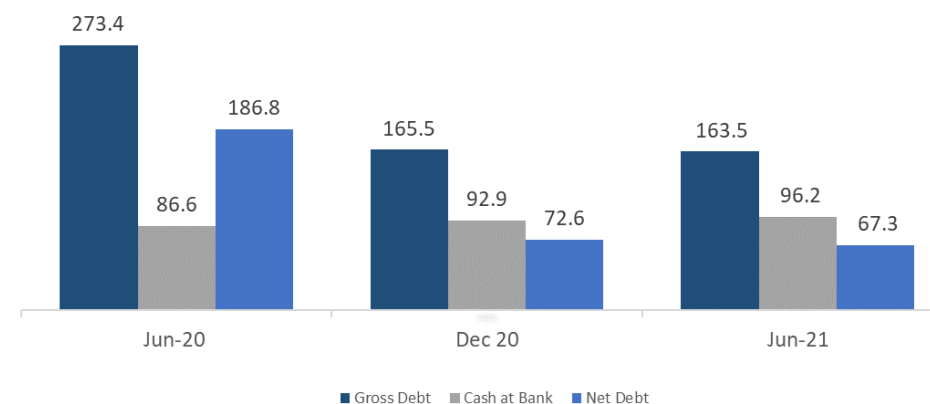
- Cash \$96.2m (up \$9.6m)
- Net Debt \$67.3m
- Completed \$80m equity raising
- Gross Debt reduction \$109.9m (incl. \$13m FX benefit)
- Potential to utilise cash balance to pre-amortise debt and reduce interest costs

Asset Sales

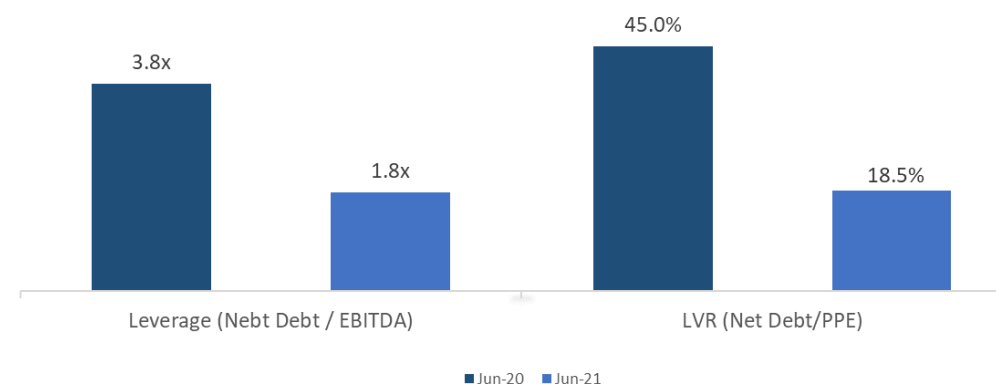
- c.\$40m Vessel sales program underway
 - 4 vessels sold for \$7.5m (Almighty, Concordia, Vantage, Voyager)
 - Continuing to negotiate further sales
 - Sales values generally in line with book value
- Divested Asset Integrity business during H1(\$2.5m)
- Batam Yard sub-leased with US\$15m purchase option

Debt Metrics

Gross and Net Debt



Leverage / LVR



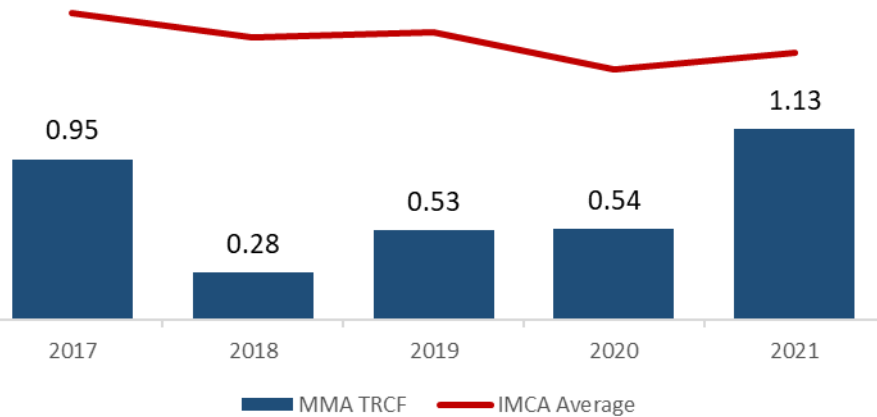
Note: Jun-20 Net Debt of \$186.8m / Underlying EBITDA \$48.9m; Jun-21 Net Debt of \$67.3m / Underlying EBITDA of \$36.9m

PEOPLE AND SAFETY

Focus on safety and employee welfare in a challenging COVID-19 environment

Safety performance

TRCF



Continuing to embed our key safety programs across our global operations



A PERFECT DAY EVERY DAY



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Key initiatives

**STAND
TOGETHER
FOR SAFETY**

- On 16/17 June all offices, work sites and vessels paused work to have a critical discussion about how we can improve our safety performance

Key participant in industry safety forums



Employee Welfare



- Regular Health Bulletins focusing on physical and mental impacts
- Strict protocols in place to protect our people
- New Employee Assistance Program with 24/7 access counselling and support services for all global employees
- Signatory to the Neptune Declaration on Seafarer Wellbeing and Crew Change

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INTRODUCING YOUR EAP PROVIDER



The Neptune Declaration
on Seafarer Wellbeing
and Crew Change

Sustainability is at the core of MMA's purpose and is integral to our strategy as an organisation



Environmental

- Certified to ISO14001:2015 Environmental Management Systems
- **Supporting the transition to renewable energy** with offshore wind growing to 16% of revenue
- Introduced systems to measure and report our **GHG emissions** across our global operations
- Established "Emissions Working Group" to develop strategy and **set tangible targets for emissions reduction**
- **Reducing emissions** through a range of energy saving initiatives on our vessels
- Investigating **new vessel technologies** and hybrid / alternative fuel sources
- **Supporting Clean Oceans** – robust waste management practices, plastics reduction
- **Innovation program** with focus on sustainability



Social

- We strive to provide a diverse, high-performance workplace built on **trust, cooperation and mutual respect**
- Protecting the **health, safety and wellbeing** of our people is fundamental to the way we business
- We **support local communities** through procuring from local suppliers and indigenous businesses and employing locally
- **Diversity and inclusion** initiatives focused on fostering diversity, equality and a culture of inclusion and awareness
- We support **local and Indigenous employment** through our traineeship programs for Timor Leste and Indigenous Australians
- We regularly support **community organisations** in kind and monetarily



Governance

- **Strong governance framework** in place aligned with 4th Edition ASX Principles
- **Code of Conduct** focused on operating legally, ethically and safely
- **Anti-Bribery and Anti-Corruption Policy** – zero tolerance approach
- Group **Whistleblower Policy**
- **Modern Slavery Statement** published Dec 2020
- Our operations are conducted in accordance with **Maritime Labour Convention 2006 (MLC)**





STRATEGY AND OUTLOOK



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GROWTH STRATEGY

Our goal is to be the leading diversified marine services provider in the Asia Pacific region



STRATEGY UPDATE

Despite the COVID-19 pandemic we continue progress our strategy

MAXIMISE CORE BUSINESS

- Continued to win and extend key contracts
- Secured first long-term vessel contract in New Zealand and opened local office
- Multiple integrated service scopes completed and under tender
- Subsea delivered survey and inspection/maintenance scopes; business improvement plan underway
- Project logistics gaining traction – secured key logistics scopes for upcoming Australian projects
- Divestment of non-core assets
 - Asset integrity business
 - AHTS vessels
 - Batam yard – sublease with purchase option

DIVERSIFYING INTO NEW MARKETS

- Offshore Wind – c. \$38m revenue from vessel and subsea scopes in Taiwan during the last 12 months
- New local office and Taiwan based General Manager appointed to drive Taiwan renewables business
- JV agreed with Taiwanese local survey company
- Signed MOU with Worley to target offshore wind market
- Defence – two contracts awarded for Australian Navy HIPPS program

EXTEND SERVICE

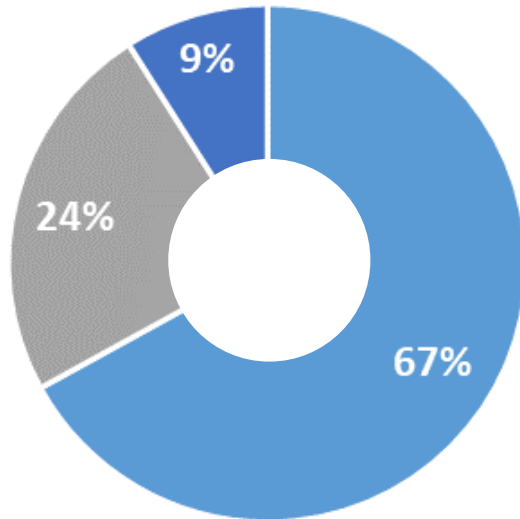
- Establishing new partnerships to enhance technology and skill base
- Building innovation platform for future growth
- Looking at opportunities to broaden marine skills for diversification and growth in new energy markets



REVENUE DIVERSIFICATION

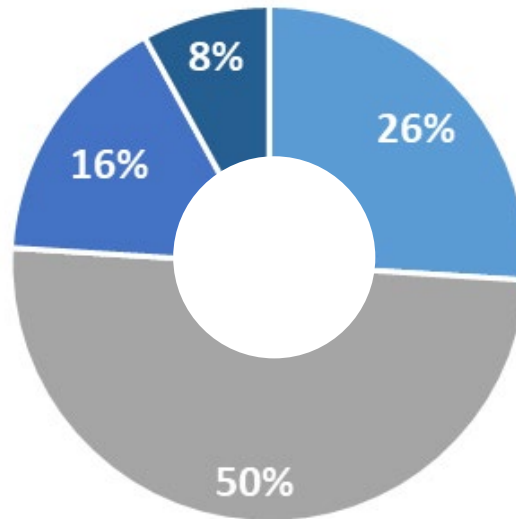
24% of our revenue was from renewables and government / infrastructure

Revenue by Business Unit



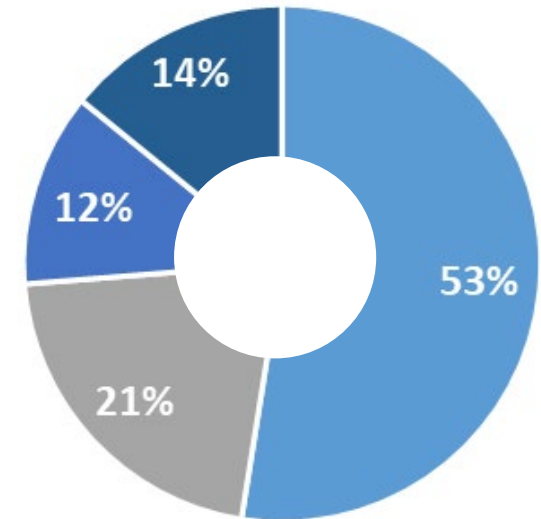
■ Vessels ■ Subsea ■ Project Logistics

Revenue by Industry



■ Oil ■ LNG ■ Renewables ■ Govt/Infra/Other

Revenue by Region



■ Aust/NZ ■ SEA ■ Europe ■ Other

PRIORITIES AND OUTLOOK

Focus on mitigating impact of COVID-19 while preparing medium term growth



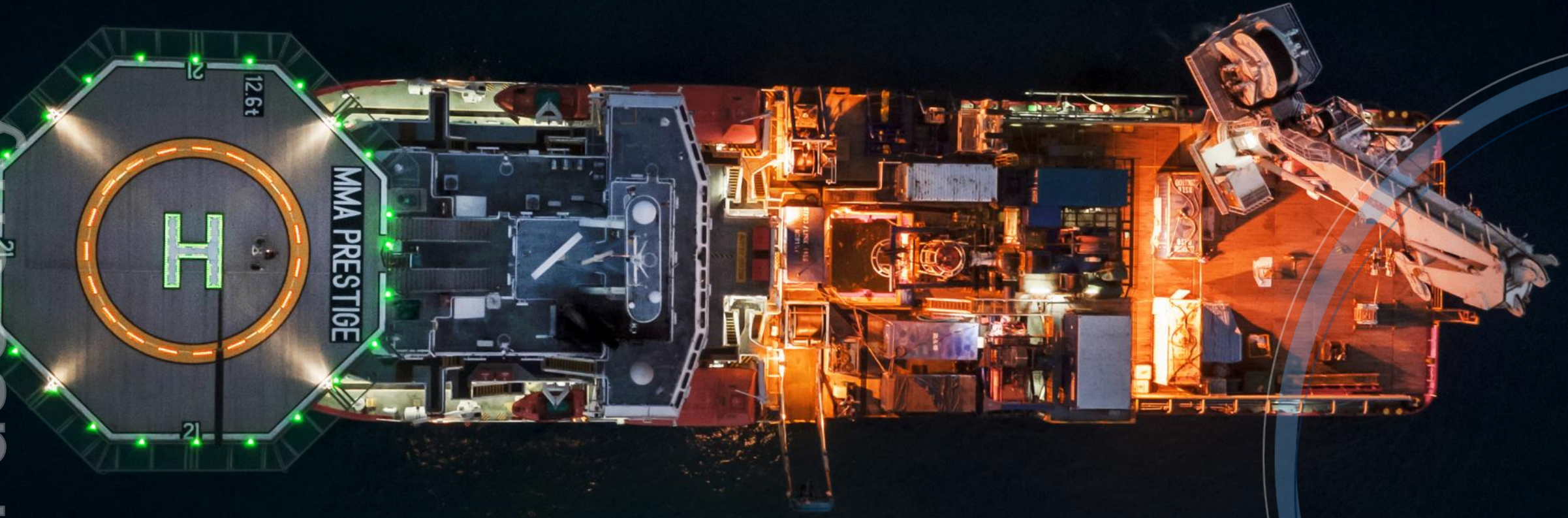
Key Priorities

- Manage impact of Delta variant on our people and operations, minimise cost impacts
- Exploit our operating leverage through increased utilisation and rates as market recovers
- Increase profitability of subsea business through selective tendering and improved execution
- Secure projects in growth markets as delayed activity comes back online
- Strategic cost review aligning business needs
- Balance Sheet management via asset divestment program and cash holdings

Outlook

- Medium-term outlook positive with increased project activity forecast in our sectors and regions
- Short-term impacts of COVID-19 Delta strain are significantly increasing costs and restricting our ability to execute projects
- Q1 expected to be soft with remainder of FY22 dependent on the ongoing impacts of COVID-19

APPENDICES



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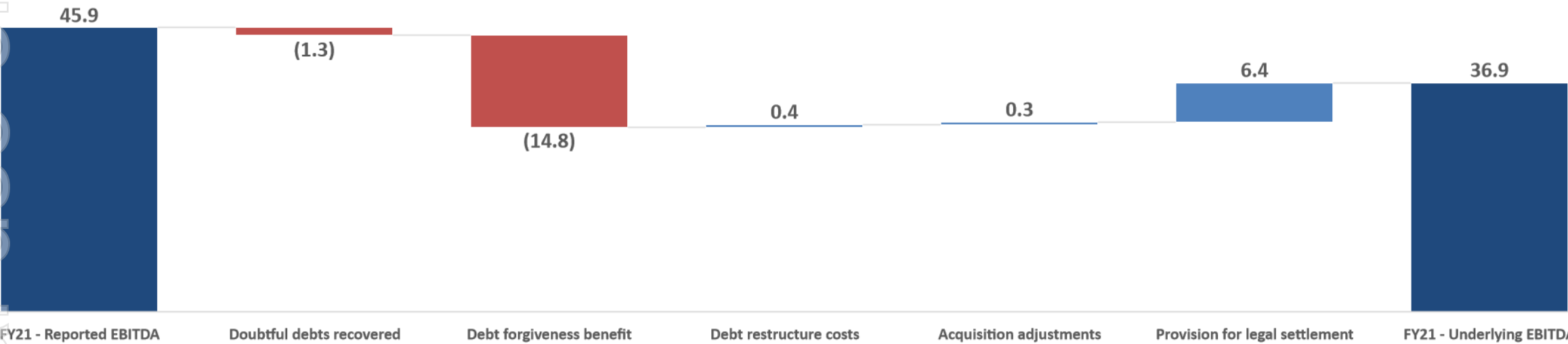
FINANCIAL SUMMARY

	YEAR ENDED 30 JUN 21	YEAR ENDED 30 JUN 20	VARIANCE \$	VARIANCE %
Revenue	\$237.5M	\$273.0M	↓ \$35.5M	↓ 13.0%
EBITDA	\$45.9M	\$26.1M	↑ \$19.8M	↑ 75.9%
Depreciation	\$(32.7)M	\$(45.8)M	↓ \$13.1M	↓ 28.6%
EBIT	\$13.1M	\$(19.7)M	↑ \$32.8M	↑ 166.5%
Profit / (loss) on sale of assets	\$2.1M	\$1.0M	↑ \$1.1M	↑ 110.0%
Impairment of assets	-	\$(57.7)M ¹	↓ \$57.7M	↓ 100.0%
Net Finance Costs	\$(11.9)M	\$(17.3)M	↓ \$5.4M	↓ 31.2%
Profit / (Loss) before Tax	\$3.4M	\$(93.7)M	↑ \$97.1M	↑ 103.6%
Tax expense	\$(1.0)M	\$(0.5)M	↑ \$0.5M	↑ 100.0%
Reported Net Profit / (Loss) after Tax	\$2.4M	\$(94.2)M ¹	↑ \$96.6M	↑ 102.5%

UNDERLYING RESULTS

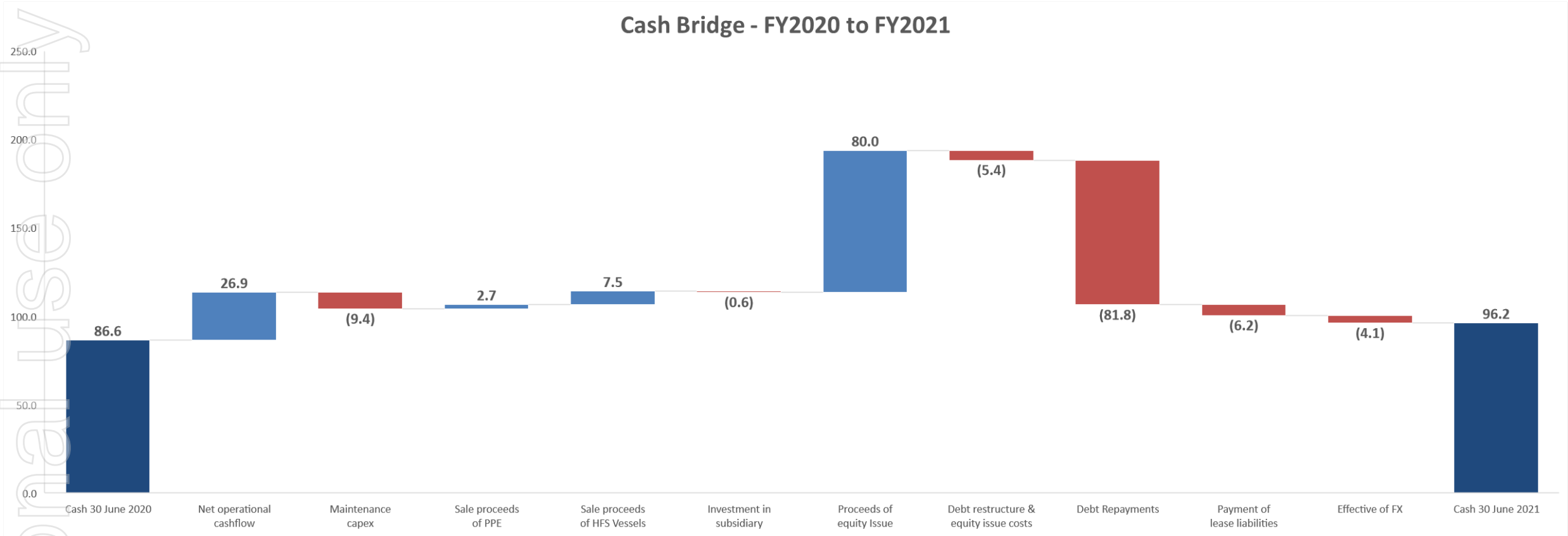
Excluding the impact of one-off items Underlying EBITDA was \$36.9m

Reported EBITDA to Underlying EBITDA Bridge



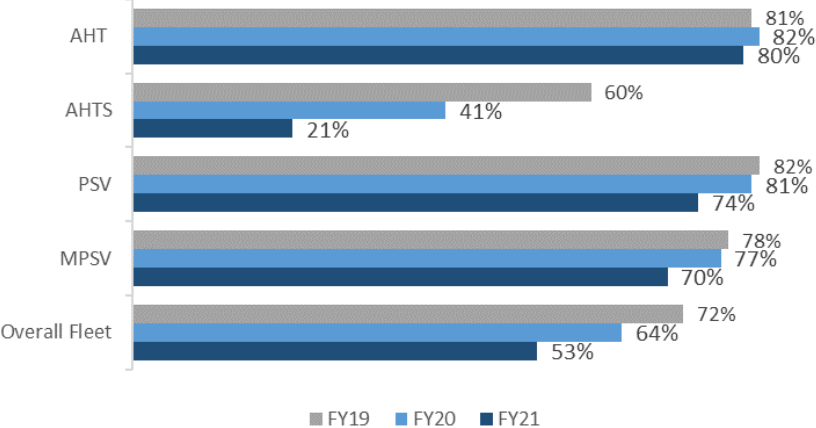
CASH BRIDGE

Cash Balance increased by \$9.6m including the impact of a negative \$4.1m FX movement on translation of US\$ cash balances

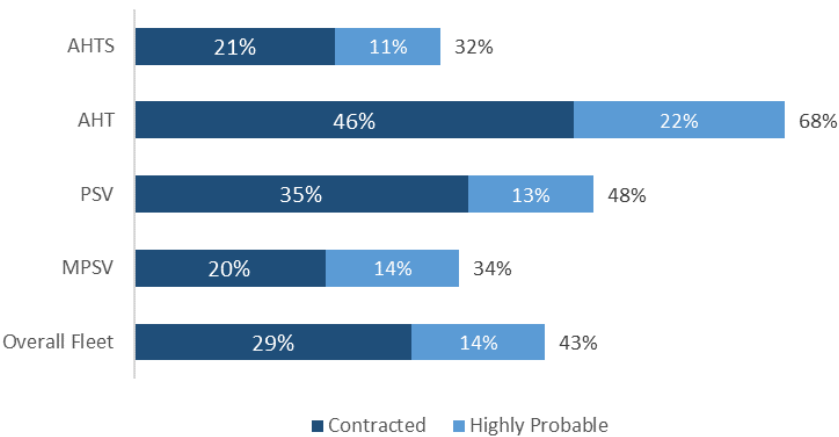


KEY FLEET METRICS

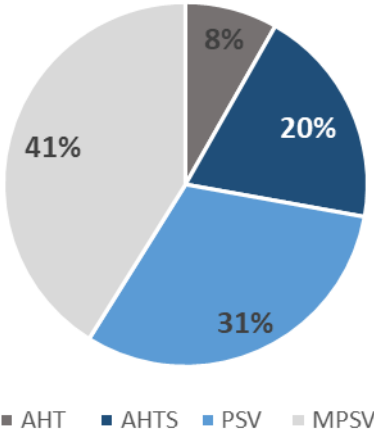
Utilisation



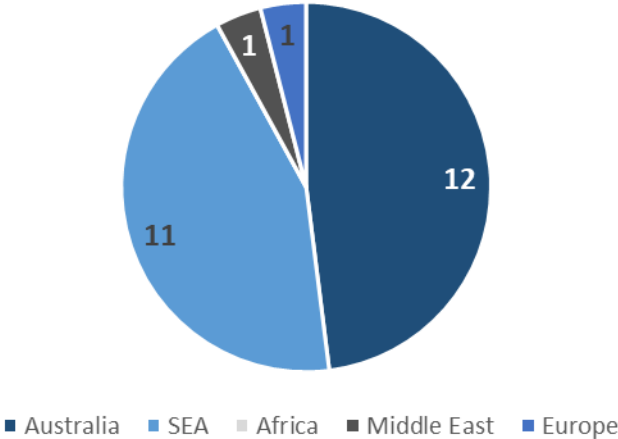
Next 12M Days Contracted



Fleet Breakdown (% of Book Value)



Regional Fleet Breakdown



VESSEL LISTING

Vessel	Name	Flag	Type	Year Built	Bollard Pull	LOA	BHP /DWT	Berths
Anchor Handling Tugs (AHT)								
MERMAID	SEARCHER	AUSTRALIA	AHT	2008	34	54	3200	34
MERMAID	COVE	AUSTRALIA	AHT	2013	70.3	52.4	5620	22
MERMAID	SOUND	AUSTRALIA	AHT	2007	70	50	7647	22
MERMAID	STRAIT	AUSTRALIA	AHT	2012	69	52.4	7341	24
Anchor Handling Tug Supply Vessels (AHTS)								
MMA	CAVALIER	SINGAPORE	AHTS	2010	100	70	8000	50
MMA	CENTURION	SINGAPORE	AHTS	2011	105.1	70	8000	50
MMA	CORAL	SINGAPORE	AHTS	2011	108	70	8000	50
MMA	CRYSTAL	SINGAPORE	AHTS	2012	104.2	70	8000	50
MMA	VISION	SINGAPORE	AHTS	2009	105	67.8	8000	32
MMA	CHIEFTAIN	SINGAPORE	AHTS	2010	102	70	8046	42
MMA	MAJESTIC	MALAYSIA	AHTS	2014	160.7	78.2	12070	46
MMA	MONARCH	MALAYSIA	AHTS	2010	155	75.4	12070	50
Platform Supply Vessels (PSV)								
MERMAID	VIGILANCE	SINGAPORE	PSV	2009	-	70.0	2850 DWT	50
MMA	LEVEQUE	SINGAPORE	PSV	2010	-	75.0	3100 DWT	40
MMA	LEEUEWIN	SINGAPORE	PSV	2013	-	82.2	4000 DWT	28
MMA	PLOVER	AUSTRALIA	PSV	2015	-	81.7	4000 DWT	27
MMA	BREWSTER	AUSTRALIA	PSV	2016	-	81.7	4000 DWT	27
MMA	INSCRIPTION	SINGAPORE	PSV	2012	-	87.1	4849 DWT	48
MMA	VALOUR	MALAYSIA	PSV	2013	-	83.6	5509 DWT	60
MMA	RESPONDER	ISLE OF MAN	PSV	2015	-	81.7	3956 DWT	28
Multi-purpose Support Vessels								
MMA	PRIDE	SINGAPORE	MPSV	2013	-	78.0	5150 BHP	148
MMA	PRIVILEGE	SINGAPORE	MPSV	2015	-	90.0	10459 BHP	239
MMA	PRESTIGE	MALAYSIA	MPSV	2016	-	87.8	13731 BHP	100
MMA	PINNACLE	MALAYSIA	MPSV	2016	-	87.8	13731 BHP	100
MMA	VIGILANT	SINGAPORE	MPSV	2013	-	83.6	8000 BHP	60

GLOSSARY

AHT	Anchor Handling Tug
AHTS	Anchor Handling Tug Supply
AUV	Autonomous Underwater Vehicle
Capex	Capital expenditure
EBA	Enterprise Bargaining Agreement
EBIT	Earnings before interest and tax
EBITDA	Earnings before interest, tax, depreciation and amortisation
FID	Final Investment Decision
FX	Foreign exchange
GHG	Greenhouse gas
IMCA	International Marine Contractors Association
LNG	Liquefied natural gas
LVR	Loan to value ratio
MPSV	Multi-purpose support vessel
NPAT	Net profit after tax
NTA	Net tangible assets
PBT	Profit before tax
PPE	Property, plant and equipment
SEA	South East Asia
Strategic Fleet	Total fleet excluding vessels held for sale
TRCF	Total recordable case frequency

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