

# MODEC, Inc. 2014 Financial Results Analysts Presentation

February 16, 2015





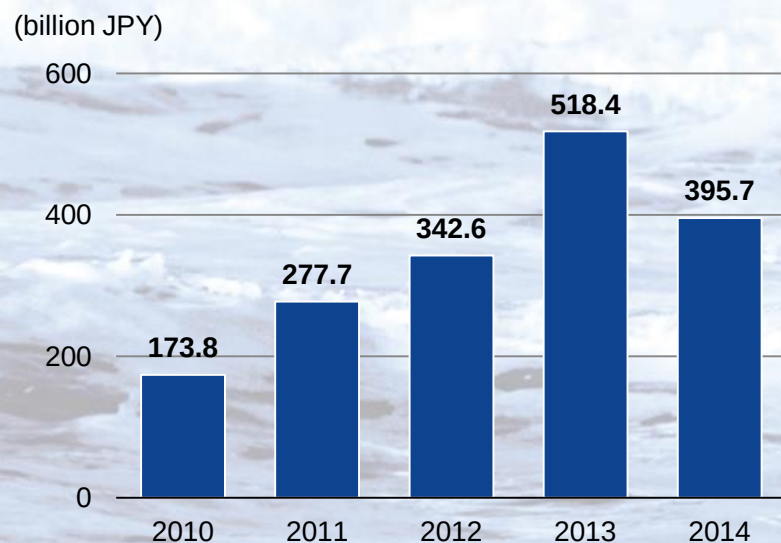
2014 Full-Year  
**Highlight**  
Market Review & Outlook  
Financial Results



# FY2014 : Highlight

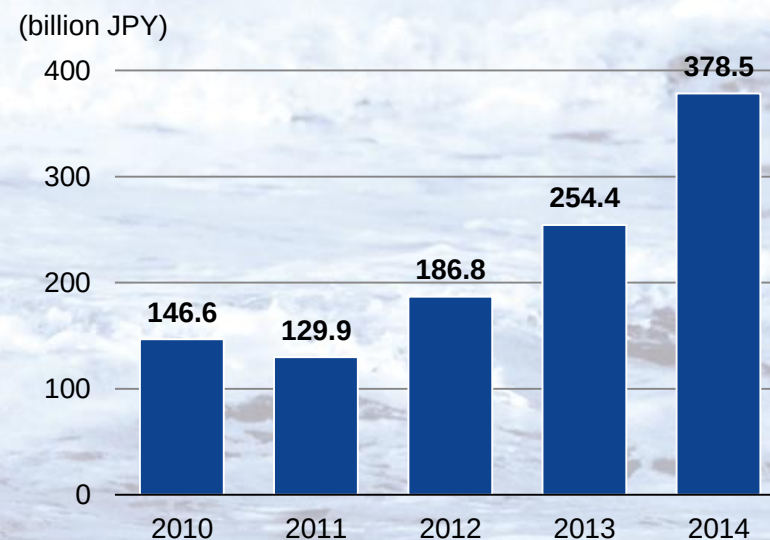
## New Orders

- New Order 395.7 billion JPY
  - New orders for 1 FPSO (Petrobras Tartaruga MV29: EPCI + Charter) and 1 TLP (Hess Stampede: ECM)



## Revenue

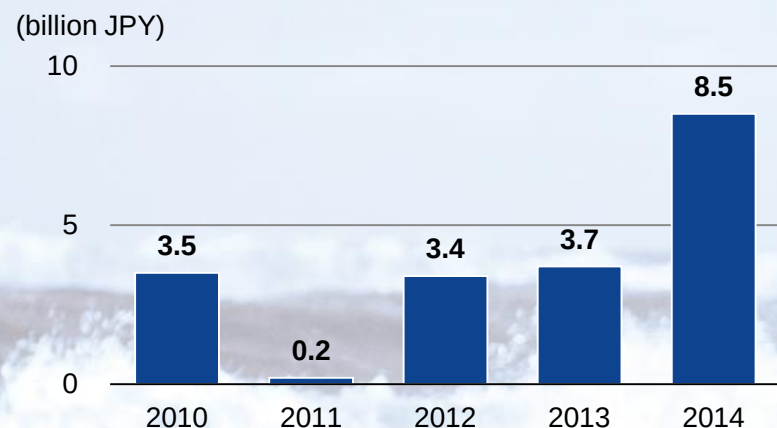
- Revenue hit a record high of 378.5 billion JPY
  - EPCI progressed well on MV25 (Tullow TEN), MV26 (Petrobras Iracema Norte) and MV27 (Petrobras Carioca); revenue from EPCI was an all-time high of approx. 290 billion JPY



# FY2014 : Highlight

- Operating profit, ordinary profit, net income, all hit record highs

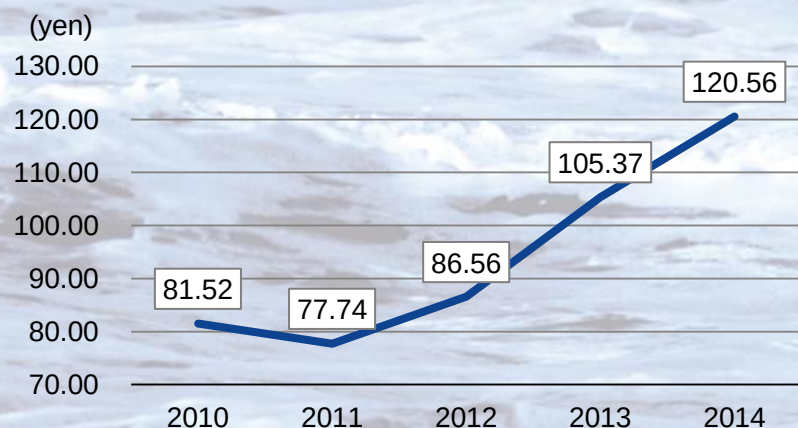
## Operating Profit



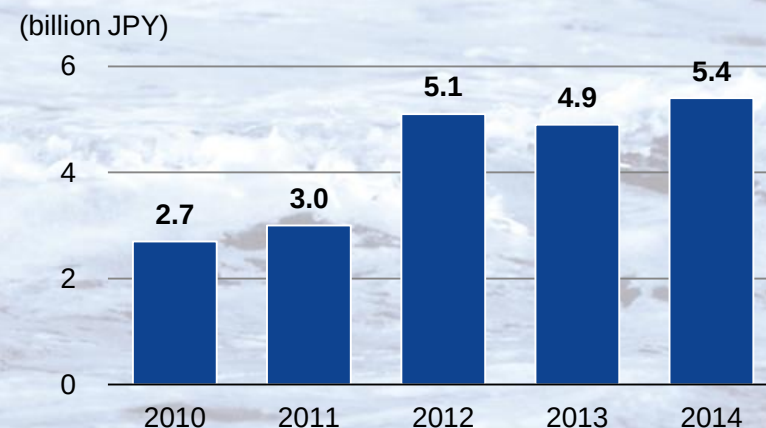
## Ordinary Profit



## Exchange Rate on Closing Dates (\$/¥)



## Net Income

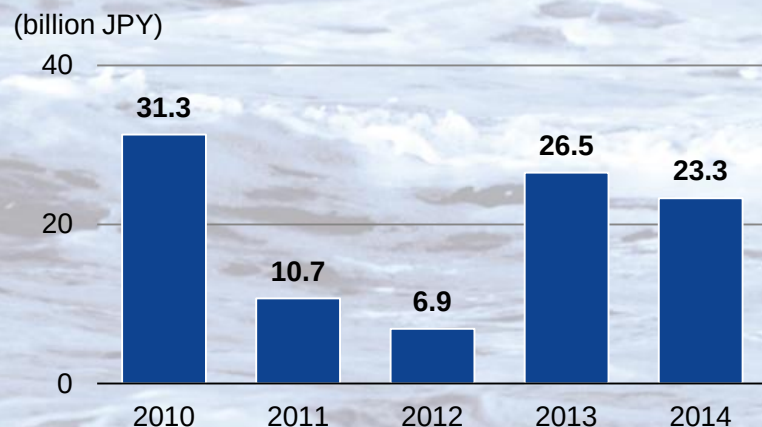


# FY2014 : Highlight

## Equity

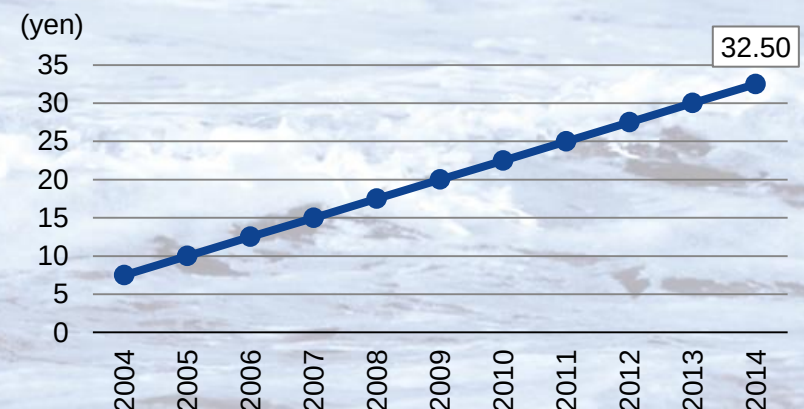


## Interest-Bearing Debt



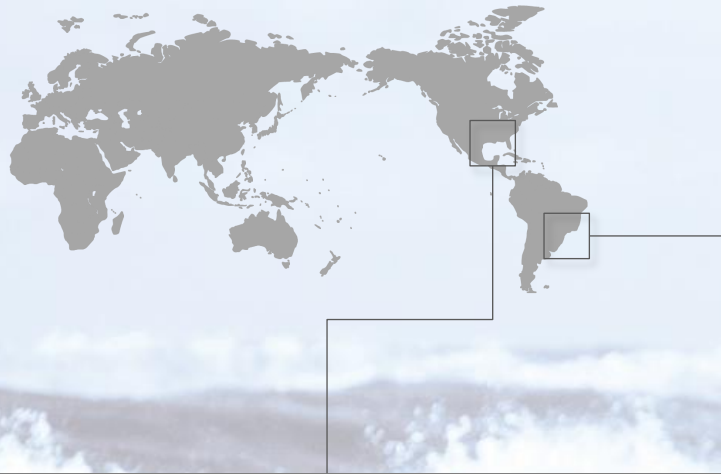
- Raised approx. 20 billion JPY by public offering and third-party allotment; equity increased to 96.7 billion JPY
- Accounts receivable and payable increased by approx. 83 billion JPY and 72 billion JPY respectively, due to EPCI progress and timing difference between progress recognition and actual cash settlement
- Proposed annual dividends: 32.50 yen per share
  - Dividends increased 10 years in a row

## Dividends per Share





# FY2014: New Awards



## Hess Stampede TLP

- **Hess Stampede TLP Project (October 2014)**
  - Client: Hess Corporation
  - Contract: Engineering, Procurement Management and Construction Management
  - Location: Stampede field (US GOM)
  - Water Depth: 1,070m
  - Start Production: 2018 (planned)
  - Oil Production: 80,000 bopd  
Water Injection: 100,000 bwpd  
Gas Production: 80 MMscfd

## Petrobras Tartaruga MV29 FPSO

- **Petrobras Tartaruga Verde / Tartaruga Mestiça FPSO Project (November 2014)**
  - Client: Petrobras
  - Contract: EPCI + Time Charter (20 years)
  - Location: Tartaruga Verde & Tartaruga Mestiça fields (Brazil)
  - Water Depth: 765m
  - Delivery: 2017 3Q (planned)
  - Oil Production: 150,000 bopd  
Water Injection: 200,000 bwpd  
Gas Production: 176 MMscfd  
Storage Capacity: 1,600,000 bbls

# FY2014: EPCI Projects

|                                | FPSO<br>Cidade de<br>Mangaratiba<br>MV24                                                                                                                                   | FPSO<br>Cidade de<br>Itaguaí<br>MV26                                                                                                                                       | FPSO<br>Prof. John<br>Evans Atta Mills<br>(MV25)                                                                                                                             | FPSO<br>Cidade de<br>Caraguatatuba<br>MV27                                                                                                                                     | Petrobras<br>Tartaruga Verde<br>MV29 FPSO<br><div>New Award</div>                                | Hess<br>Stampede<br>TLP<br><div>New Award</div>                                             |
|--------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|
| Client                         | Petrobras<br>                                                                             | Petrobras<br>                                                                             | Tullow<br>                                                                                  | Petrobras<br>                                                                               | Petrobras<br> | Hess<br> |
| Contract                       | EPC + Time Charter<br>(20 yrs)                                                                                                                                             | EPCI + Time Charter<br>(20 yrs)                                                                                                                                            | EPCI + Time Charter<br>(10 yrs + ten 1-year<br>options)                                                                                                                      | EPCI + Time Charter<br>(20 yrs)                                                                                                                                                | EPCI + Time Charter<br>(20 yrs)                                                                  | ECM                                                                                         |
| First Oil/<br>Delivery         | 2014 October                                                                                                                                                               | Planned 2015 4Q                                                                                                                                                            | Planned 2016 2Q                                                                                                                                                              | Planned 2016 3Q                                                                                                                                                                | Planned 2017 3Q                                                                                  | Planned 2018                                                                                |
| Field                          | Iracema Sul                                                                                                                                                                | Iracema Norte                                                                                                                                                              | T.E.N. (Tweneboa/<br>Enyenra/Ntomme)                                                                                                                                         | Carioca                                                                                                                                                                        | Tartaruga Verde &<br>Tartaruga Mestiça                                                           | Stampede                                                                                    |
| Location                       | Brazil                                                                                   | Brazil                                                                                   | Ghana                                                                                     | Brazil                                                                                     | Brazil       | GOM     |
| Storage/<br>Production         | 1,600,000 bbls<br>150,000 bopd                                                                                                                                             | 1,600,000 bbls<br>150,000 bopd                                                                                                                                             | 1,700,000 bbls<br>80,000 bopd                                                                                                                                                | 1,600,000 bbls<br>100,000 bopd                                                                                                                                                 | 1,600,000 bbls<br>150,000 bopd                                                                   | 80,000 bopd<br>80 mmscfd                                                                    |
| Percentage<br>of<br>Completion | <br> | <br> | <br> | <br> |             | n/a                                                                                         |

## Time Charter / O&M Period

As of February 2015

### Time Charter (Own & Operate)

in operation      13 units  $\left[ \begin{array}{l} 10 \text{ FPSOs} \\ 3 \text{ FSOs} \end{array} \right.$

under construction      4 FPSOs

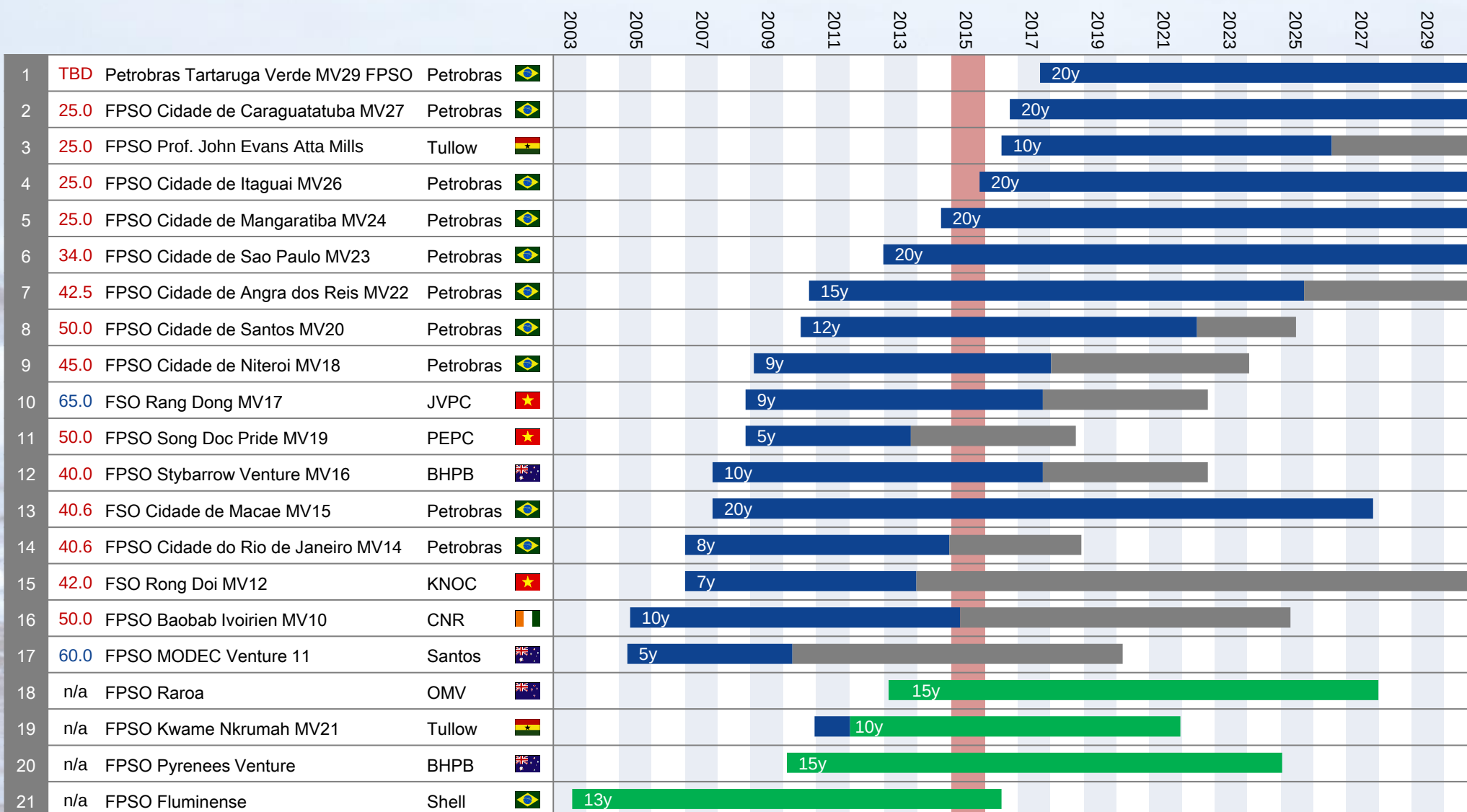
### O&M (Operate)

in operation                      4 FPSOs

- Time Charter fixed period

- Time Charter option period

- O&M period



owned by (%)

Affiliates accounted for by the equity method

Consolidated subsidiary

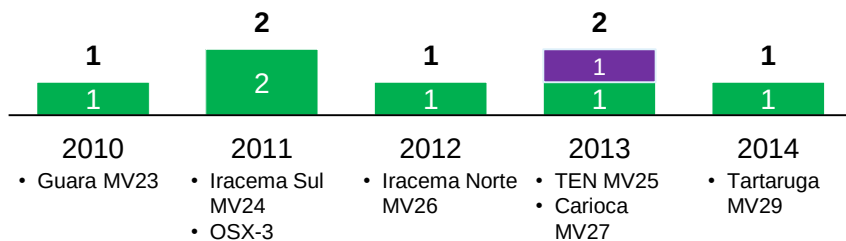
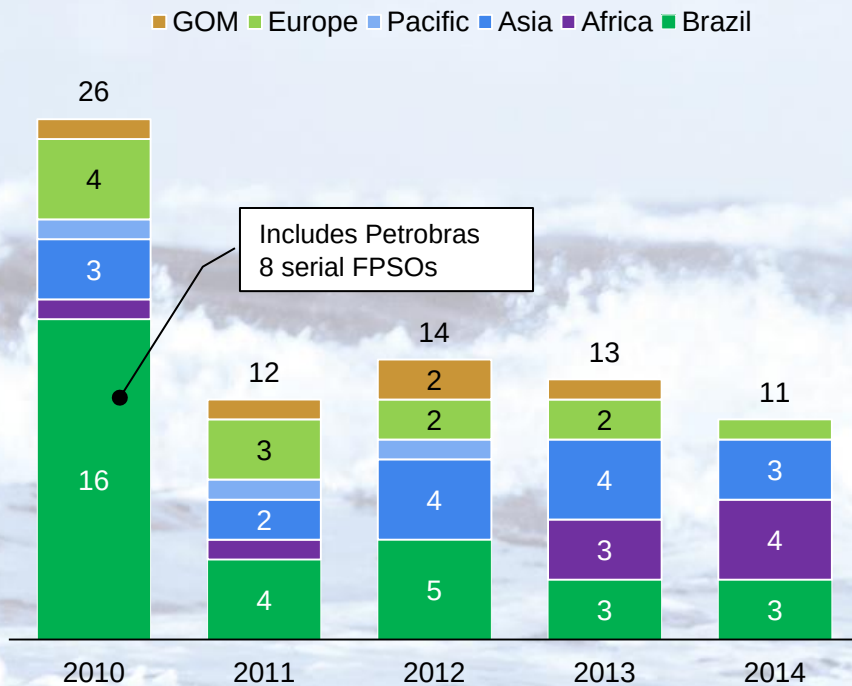


A black and white photograph of an FPSO (Floating Production Storage and Offloading) vessel, the Cidade de Itaguaí, being moved by a large crane barge named Taklift 4. The ship is a large, dark-hulled vessel with complex piping and structures on its deck. The crane barge is positioned to the left, with its massive crane arm extending over the ship. The scene is set on a body of water under a clear sky.

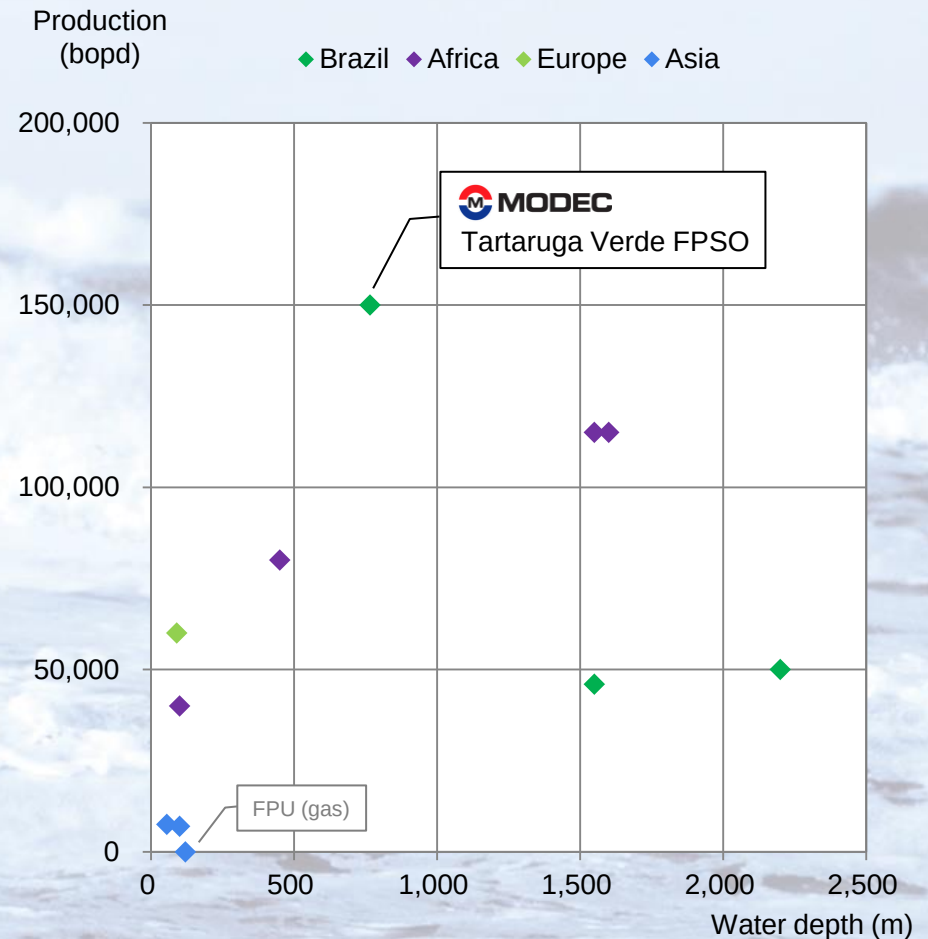
# 2014 Full-Year Highlight Market Review & Outlook Financial Results

# FY2014: Market Review

## FPSO Awards

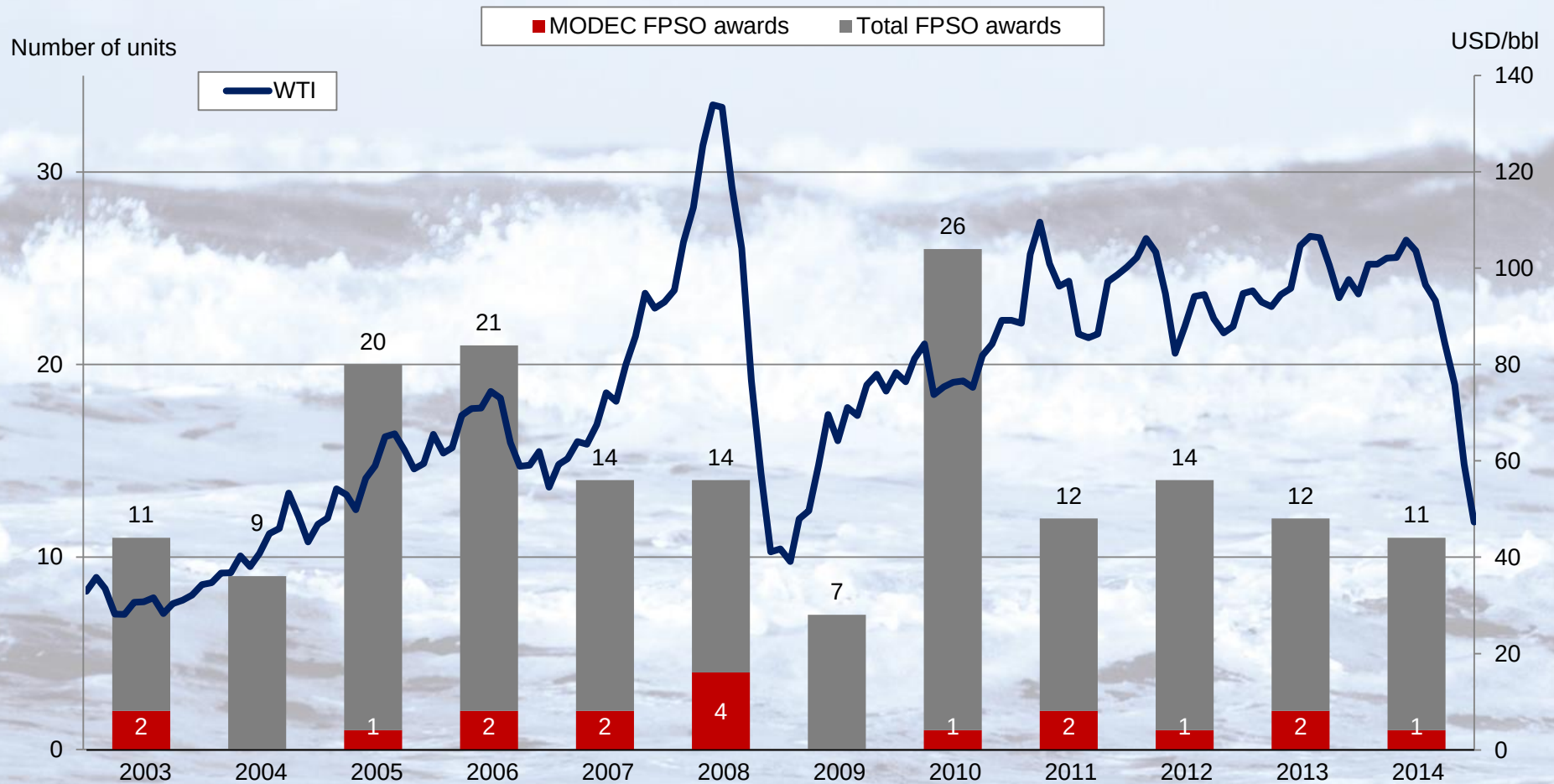


## FPSO Awards in 2014



# FY2014: Market Review

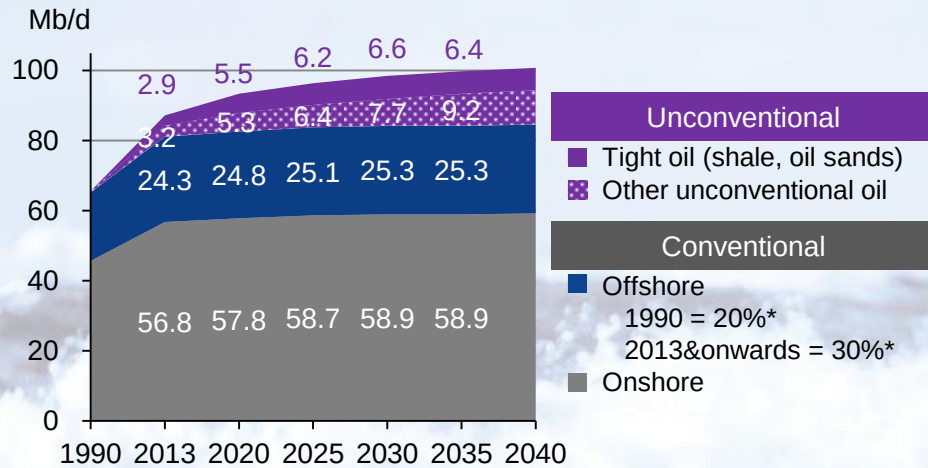
## Oil Price (WTI) & Number of FPSO Awards



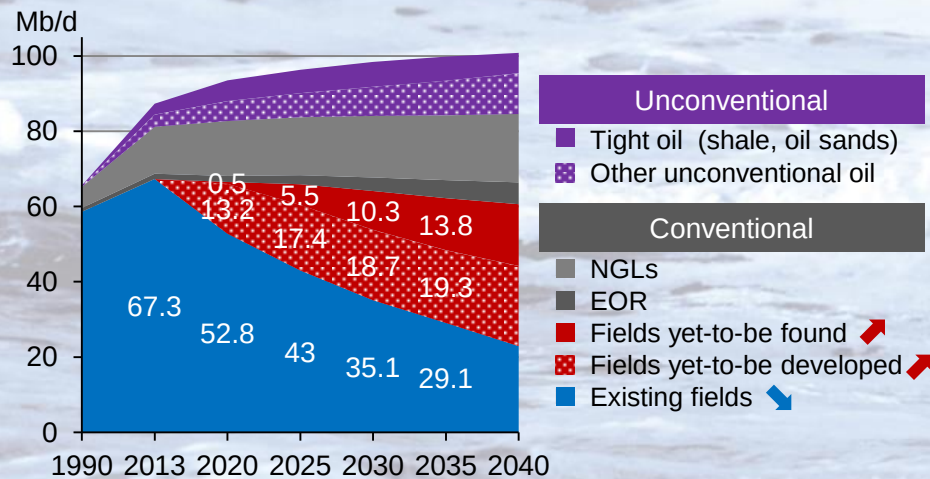


# FY2014: Market Review

## Oil Production

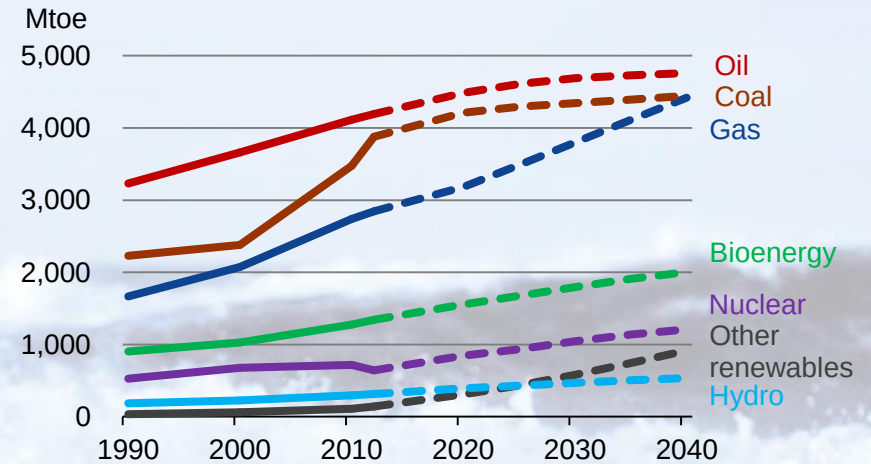


Source: World Energy Outlook 2014 (IEA)  
 \* Offshore ratio: MODEC analysis based on various data



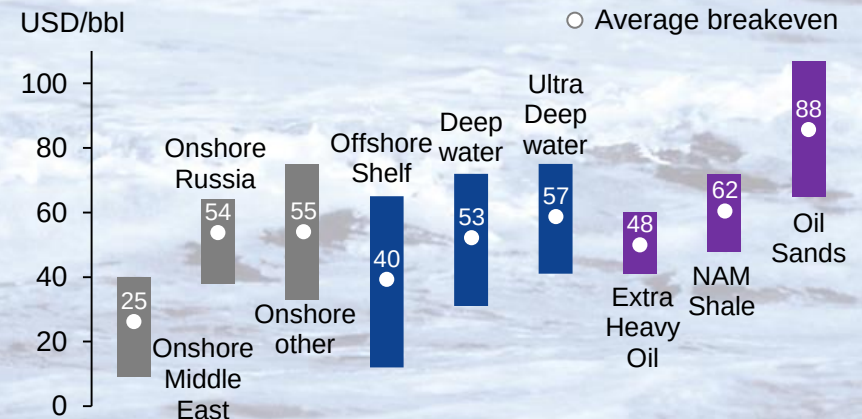
Source: World Energy Outlook 2014 (IEA)

## Energy Demand



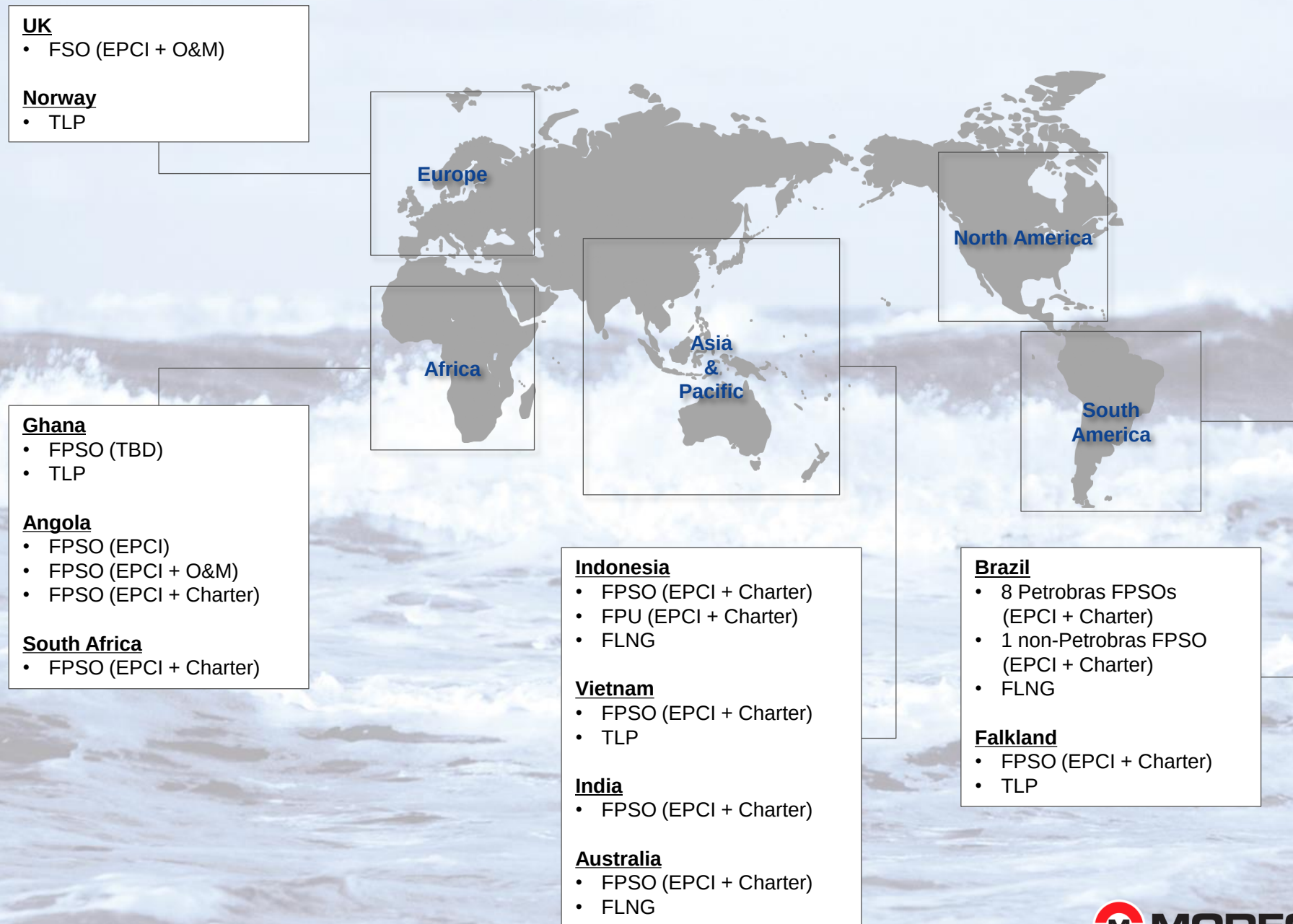
Source: World Energy Outlook 2014 (IEA)

## Oil Production Cost Curve



Source: by MODEC based on Rystad Energy research and analysis data

# Prospective Projects



# FY2015 : Outlook

## Exchange Rate on Closing Dates (\$/¥)

| 2011  | 2012  | 2013   | 2014   | 2015(F) |
|-------|-------|--------|--------|---------|
| 77.74 | 86.56 | 105.37 | 120.56 | 110.00  |

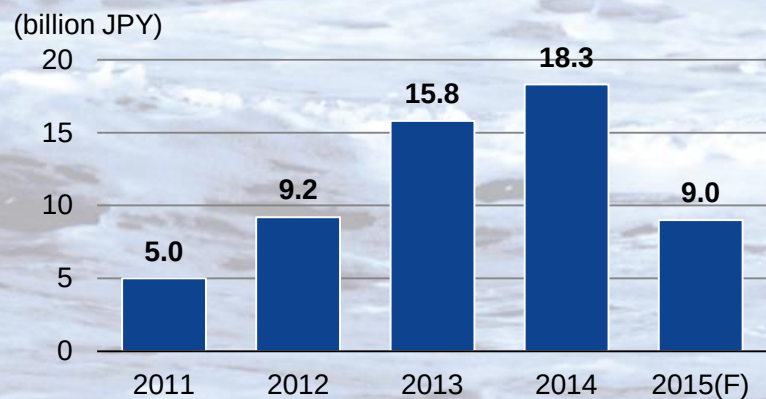
## Revenue



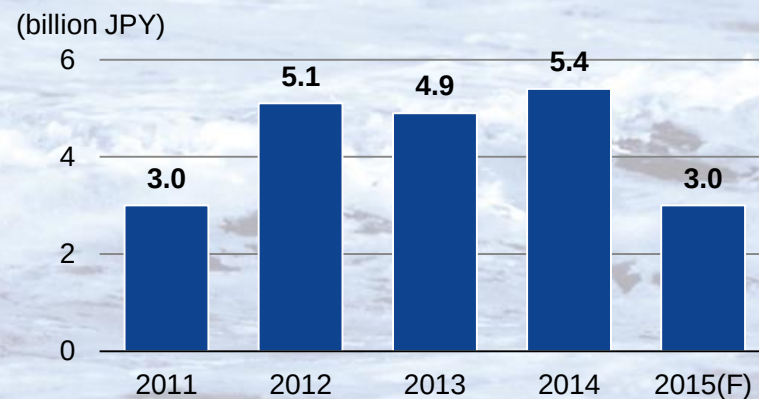
## Operating Profit



## Ordinary Profit



## Net Income





A large FPSO (Floating Production Storage and Offloading) vessel is shown at sea, supported by several tugboats. The vessel has a complex structure with multiple decks, pipes, and a tall derrick. The name 'FPSO CIDADE DE ITAGUAÍ MV26' and 'NASSAU' are visible on the side. The background shows a hazy coastline with hills.

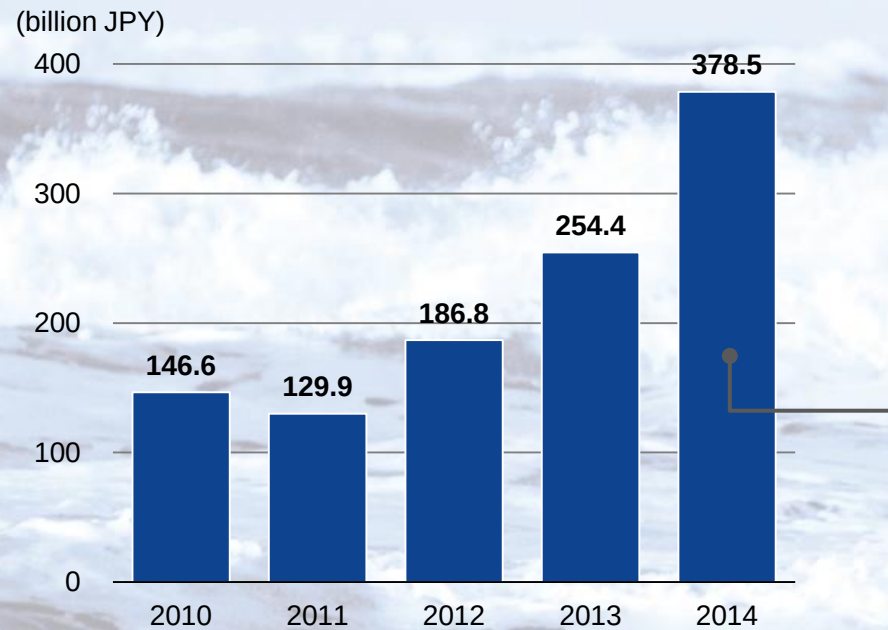
# 2014 Full-Year Highlight Market Review & Outlook Financial Results

# Profit & Loss

|                                                                                  | 2013          | 2014          | Variance     | (million JPY)                                                                                                                                        |
|----------------------------------------------------------------------------------|---------------|---------------|--------------|------------------------------------------------------------------------------------------------------------------------------------------------------|
| Revenue                                                                          | 254,401       | 378,523       | 124,122      | - EPCI projects progressed well                                                                                                                      |
| <b>Gross Profit</b>                                                              | <b>16,713</b> | <b>21,958</b> | <b>5,245</b> | - Gross profit increased due to higher POC achieved in EPCI projects                                                                                 |
| Selling, General and Administrative Expenses                                     | 13,009        | 13,391        | 382          | - Costs incurred for crew cost escalation and asset maintenance in Brazil                                                                            |
| <b>Operating Profit</b>                                                          | <b>3,704</b>  | <b>8,566</b>  | <b>4,862</b> |                                                                                                                                                      |
| Other Income (A)                                                                 | 12,963        | 10,941        | (2,022)      |                                                                                                                                                      |
| Other Expense (B)                                                                | 847           | 1,170         | 323          |                                                                                                                                                      |
| Total Other Income/Expenses (C=A-B)                                              | 12,116        | 9,771         | (2,345)      |                                                                                                                                                      |
| (Equity in Earnings of Affiliates and Unconsolidated Subsidiaries included in C) | 5,622         | 6,694         | 1,072        |                                                                                                                                                      |
| (Exchange gain/loss and Gain/loss on revaluation of derivatives included in C)   | 3,849         | 236           | (3,613)      | - Exchange gain from dollar-denominated assets due to depreciation of Japanese yen was offset by exchange loss due to depreciation of Brazilian real |
| <b>Ordinary Profit</b>                                                           | <b>15,820</b> | <b>18,337</b> | <b>2,517</b> |                                                                                                                                                      |
| Extraordinary Profit                                                             | 101           | -             | (101)        |                                                                                                                                                      |
| Extraordinary Loss                                                               | 4,261         | 2,027         | (2,234)      | - Recognized loss on disposal of property and equipment relating to the <i>skwid</i>                                                                 |
| <b>Income before Income Taxes and Minority Interests</b>                         | <b>11,659</b> | <b>16,309</b> | <b>4,650</b> | - Write-off of deferred tax assets at US subsidiary                                                                                                  |
| <b>Net Income</b>                                                                | <b>4,922</b>  | <b>5,422</b>  | <b>500</b>   |                                                                                                                                                      |
| Exchange Rate (USD)                                                              | ¥105.37       | ¥120.56       | ¥15.19       |                                                                                                                                                      |

# Revenue

## Revenue

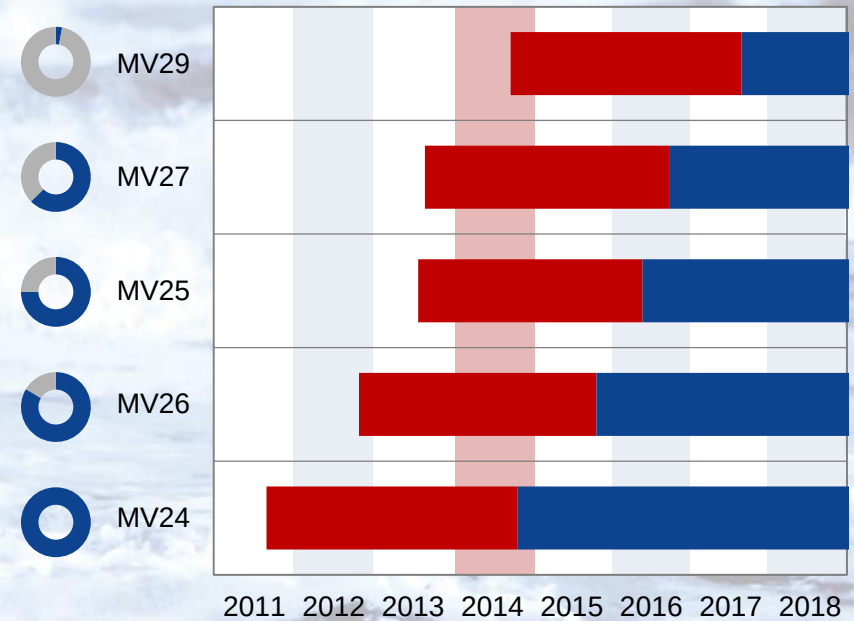


Main EPCI projects

- MV24
- MV26
- MV25
- MV27
- MV29

## Project Timeline

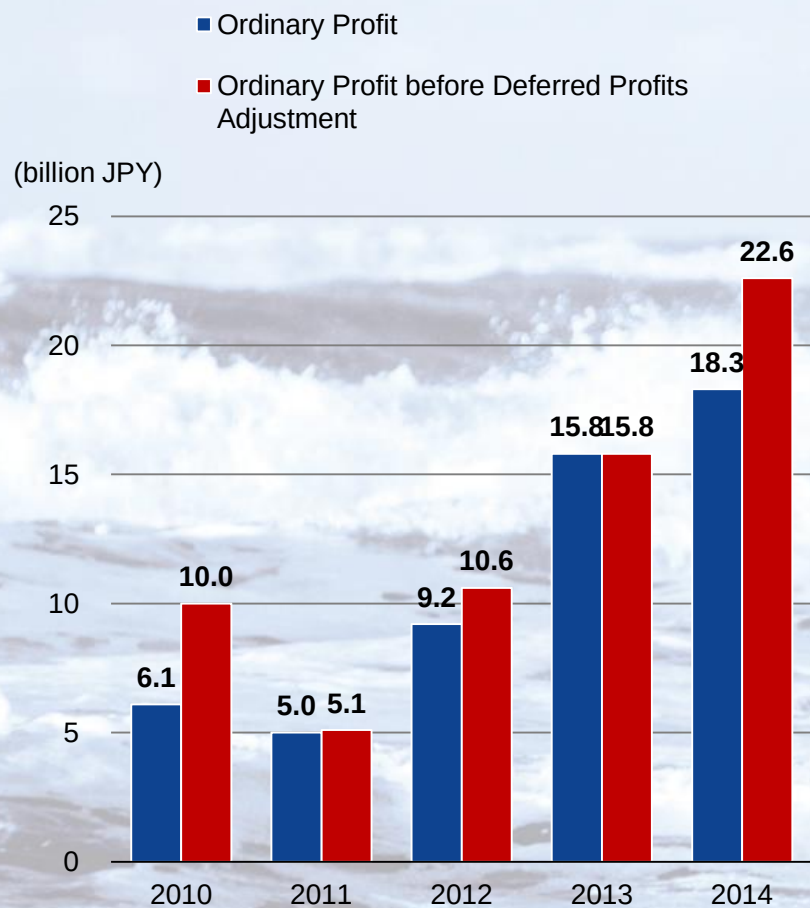
■ EPCI Period ■ Time Charter Period



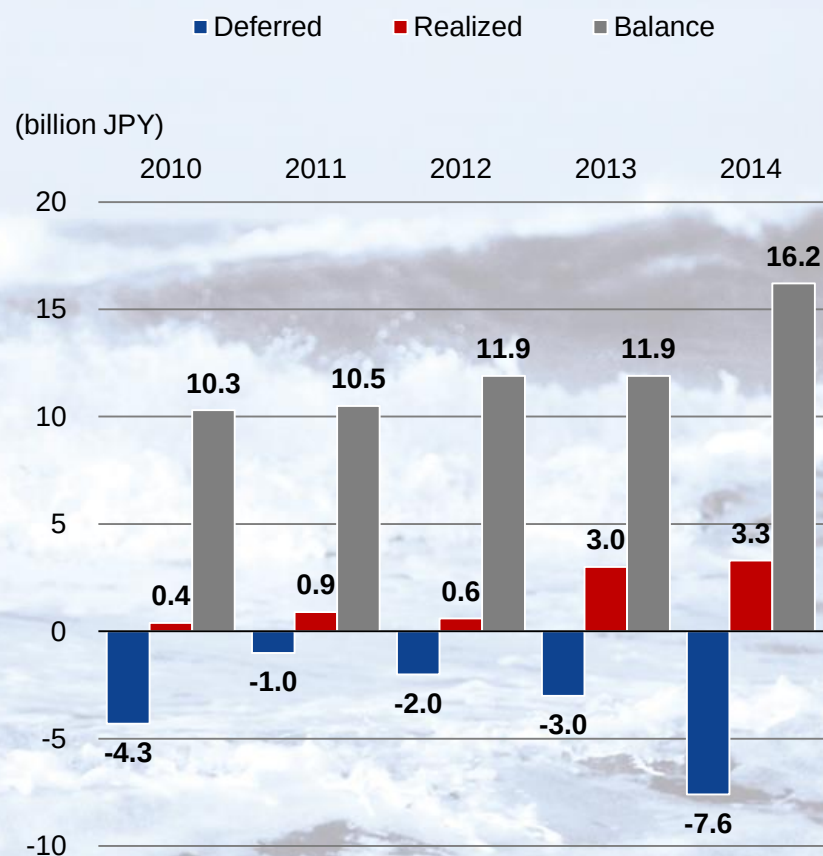


# Ordinary Profit

## Ordinary Profit

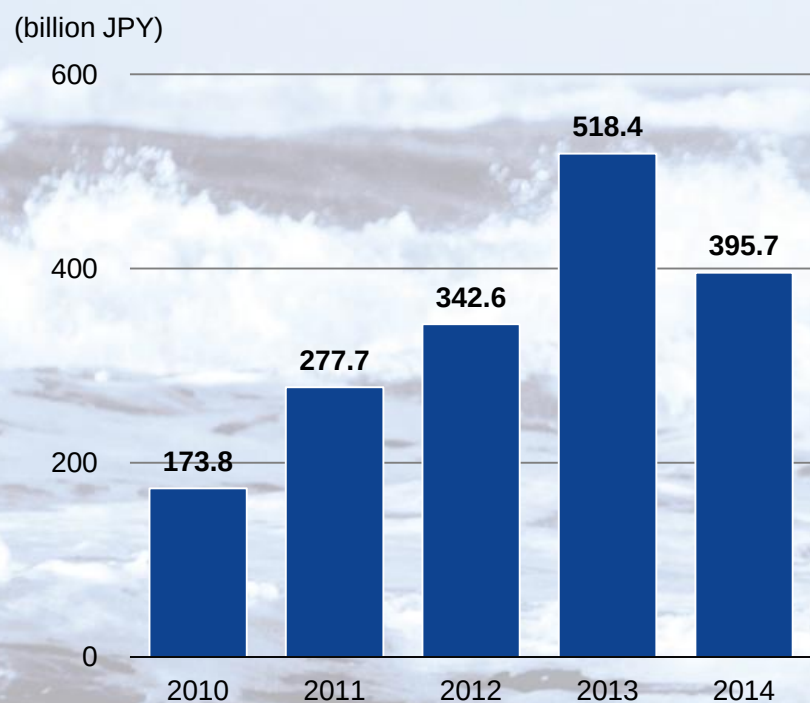


## Influence of Deferred Profits



# New Orders & Order Backlogs

## New Orders



## Order Backlogs



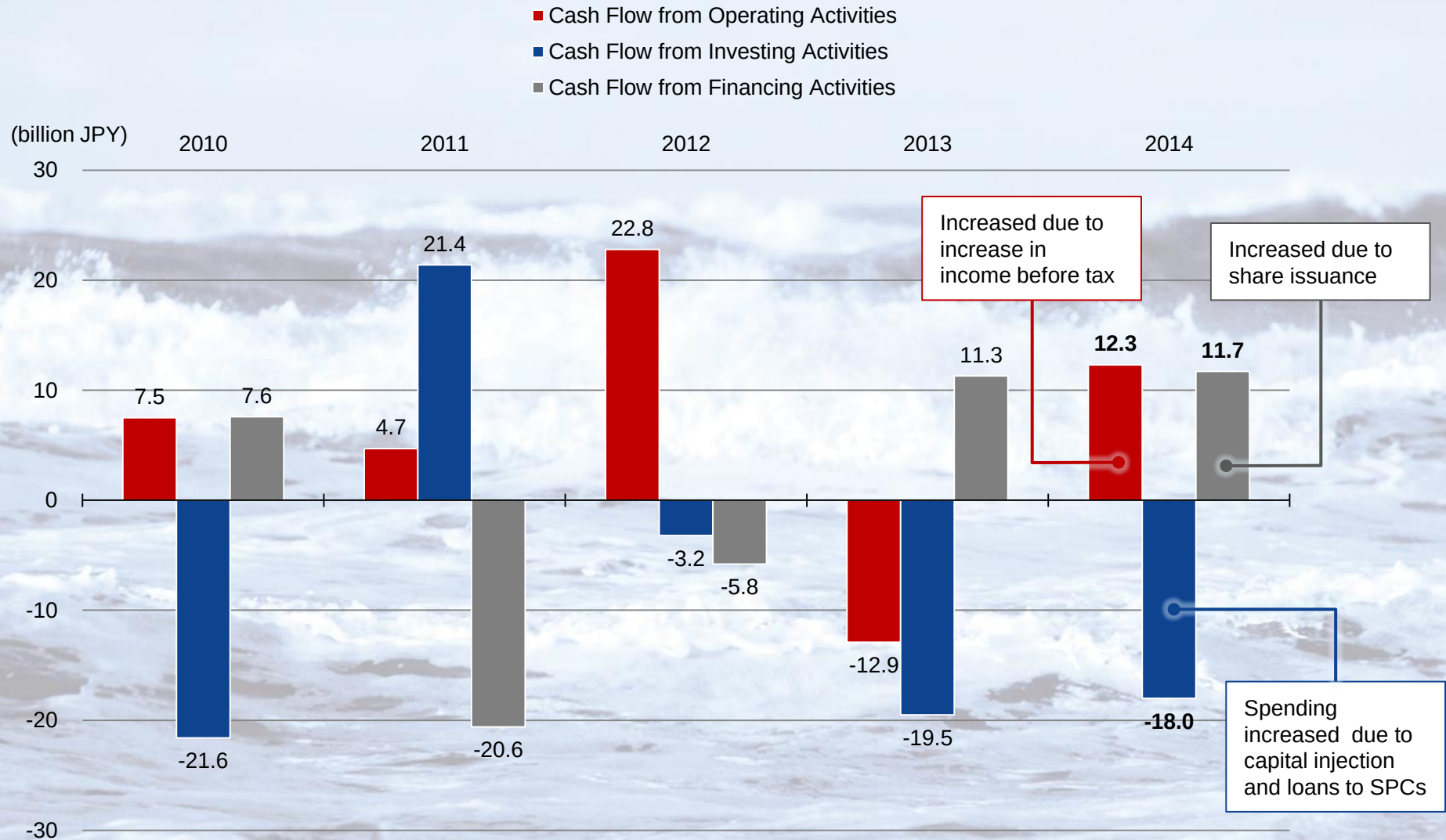
# Balance Sheet

|                                                                     | 2013           | 2014           | Variance       | (million JPY)                                                                                                                                                                                                         |
|---------------------------------------------------------------------|----------------|----------------|----------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Short-term Loans Receivable                                         | -              | 41,008         | 41,008         | <b>Total Assets:</b><br>- Accounts receivable temporarily increased in accordance with EPCI progress<br>- Reclassification of loans to MV24 (from long-term to short-term)<br>- Increase in construction loan to MV29 |
| Total Current Assets                                                | 120,889        | 259,992        | 139,103        |                                                                                                                                                                                                                       |
| Property and Equipment                                              | 17,602         | 16,924         | (678)          |                                                                                                                                                                                                                       |
| Intangible Assets                                                   | 7,394          | 7,795          | 401            |                                                                                                                                                                                                                       |
| Investments and Other Assets                                        | 69,788         | 63,763         | (6,025)        |                                                                                                                                                                                                                       |
| Total Fixed Assets                                                  | 94,785         | 88,484         | (6,301)        |                                                                                                                                                                                                                       |
| <b>Total Assets</b>                                                 | <b>215,674</b> | <b>348,477</b> | <b>132,803</b> |                                                                                                                                                                                                                       |
|                                                                     | 2013           | 2014           | Variance       | (million JPY)                                                                                                                                                                                                         |
| Short-term Loans Payable                                            | 10,888         | 8,165          | (2,723)        | <b>Total Liabilities:</b><br>- Accounts payable temporarily increased in accordance with EPCI progress                                                                                                                |
| Total Current Liabilities                                           | 115,050        | 203,152        | 88,102         |                                                                                                                                                                                                                       |
| Long-term Loans Payable                                             | 15,615         | 15,205         | (410)          |                                                                                                                                                                                                                       |
| Total Long-term Liabilities                                         | 20,179         | 35,693         | 15,514         |                                                                                                                                                                                                                       |
| <b>Total Liabilities</b>                                            | <b>135,230</b> | <b>238,845</b> | <b>103,615</b> | <b>Total Net Assets:</b><br>- Equity increased due to new share issuance                                                                                                                                              |
| Total Shareholders Equity                                           | 71,628         | 95,311         | 23,683         |                                                                                                                                                                                                                       |
| Total Accumulated Losses from Valuation and Translation Adjustments | (817)          | 1,464          | 2,281          |                                                                                                                                                                                                                       |
| Minority Interests in Consolidated Subsidiaries                     | 9,633          | 12,855         | 3,222          |                                                                                                                                                                                                                       |
| <b>Total Net Assets</b>                                             | <b>80,444</b>  | <b>109,631</b> | <b>29,187</b>  |                                                                                                                                                                                                                       |
| <b>Total Liabilities, Net Assets</b>                                | <b>215,674</b> | <b>348,477</b> | <b>132,803</b> |                                                                                                                                                                                                                       |



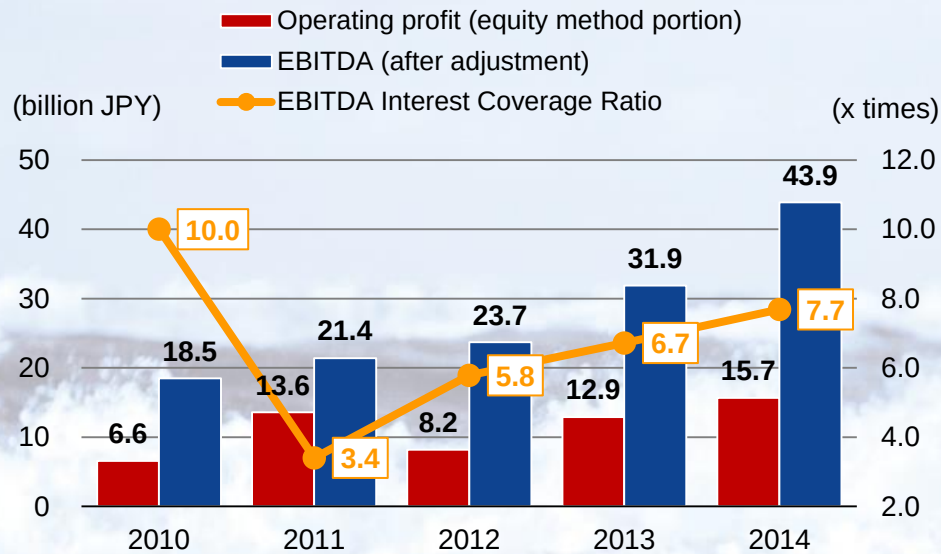
# Cash Flow

## Cash Flow

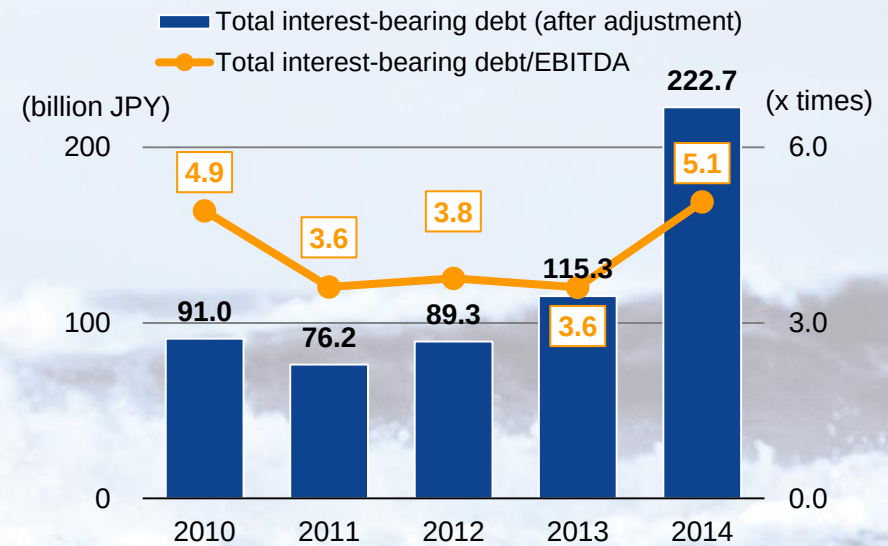


# Key Financial Figures

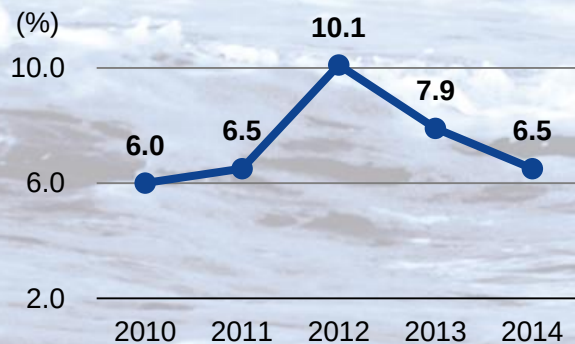
## Operating Profit & EBITDA



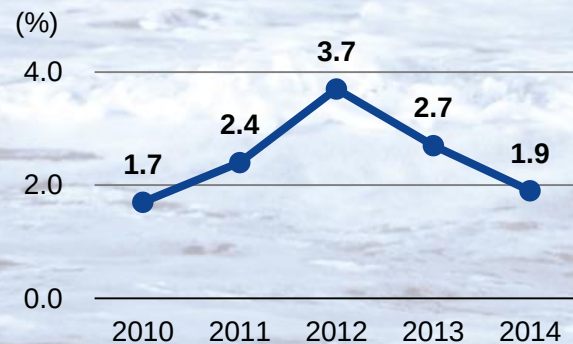
## Interest-Bearing Debt



## ROE



## ROA



## Equity Ratio

