



Company Registration Number: 196300098Z

PRESS RELEASE

9M 2012 NET PROFIT AT \$371 MILLION

Singapore, November 5, 2012: Sembcorp Marine recorded a net profit of \$371 million for the first nine months of 2012. This was 29% lower as compared with \$523 million for the same period in 2011. On a quarterly basis, 3Q 2012 net profit was \$116 million on the back of lower turnover at \$892 million, attributable mainly to lower revenue and margin recognition. Overall, 9M 2012 Group turnover was \$3,052 million, 3% higher as compared with \$2,963 million for the same period in 2011.

Financial Highlights

Description (\$'m)	Year			Year		
	3Q 2012	3Q 2011	% Change	9M 2012	9M 2011	% Change
Turnover	892	1,302	(32)	3,052	2,963	3
Gross Profit	167	257	(35)	520	649	(20)
EBITDA	149	231	(35)	472	597	(21)
Operating Profit	126	211	(40)	406	536	(24)
Pre-tax Profit	139	275	(49)	467	637	(27)
Net Profit	116	223	(48)	371	523	(29)
EPS, basic (cents)	5.53	10.69	(48)	17.81	25.14	(29)
NAV (cents)				109.3	104.2	

For the rig building sector, turnover in 3Q 2012 at \$428 million was 52% lower as compared with \$884 million in 2011. The period saw one jack-up rig, the 3rd jack-up from Noble, achieve initial percentage of completion revenue

recognition as compared with 2011 which saw the resumption of revenue recognition for one semi-submersible unit, the *Songa Eclipse*, upon its completion and delivery in 3Q 2011. On a nine month basis, turnover at \$1,486 million in 2012 was 7% lower as compared with the same period in 2011.

The ship conversion/offshore sector in 3Q 2012 registered a 29% increase in turnover to \$300 million as compared with \$232 million for the same period in 2011. The sector saw one project, the conversion of *FSO Banyu Urip*, achieving major revenue recognition with six other projects in varying stages of construction and five units in the planning stage. On a 9M 2012 basis, turnover was 26% higher at \$1,065 million as compared with \$847 million in 2011.

For the ship repair sector, turnover in 3Q 2012 was \$153 million, 13% lower as compared with \$175 million for the corresponding period in 2011, attributable to timing of ship repair projects. For 9M 2012, turnover was \$474 million as compared with \$485 million for same period in 2011.

Group operating profit in 3Q 2012 at \$126 million was 40% lower as compared with \$211 million for the same period in 2011. The third quarter of 2012 witnessed one unit of jack-up rig achieve initial recognition as compared with the same period in 2011 which saw the resumption of revenue and margin recognition of a semi-submersible rig, the *Songa Eclipse*, upon its completion and delivery in 3Q 2011. At 9M 2012, operating profit was \$406 million versus \$536 million in 2011.

On a pre-tax level, Group profit at \$139 million in 3Q 2012 was 49% lower as compared with \$275 million for the same period in 2011. For 9M 2012, it was \$467 million as compared with \$637 million in 2011.

Earnings per share for the Group were 17.81 cents with Return on equity at 21.1%.

OUTLOOK

The Group has secured contract orders worth a total of \$9.1 billion since the start of the year, growing the Group's net order book from \$5.1 billion as at end 2011 to a record high of \$12.1 billion, with completion and deliveries extending till 2019. The Group remains focused on operational efficiency, productivity improvements and the timely deliveries of these record orders to our customers.

The global economy remains fragile and uncertain. Offshore exploration and production (E&P) spending continues to remain buoyant with discoveries in frontier areas and around the primary deepwater basins of the US Gulf of Mexico, Brazil, East and West Africa and Nigeria.

Although the market environment for shipping remains challenging, there is continued demand for repair and life extension work for LNG carriers as well as repair and upgrading work for cruise ships and offshore vessels. Demand for

the Group's big docks remains strong with the yards' Alliance/FCC and long-term customers providing a stable base-load.

Overall, enquiries continue to be healthy although competition remains keen and affects margin.

For media and analysts' enquiries, please contact:

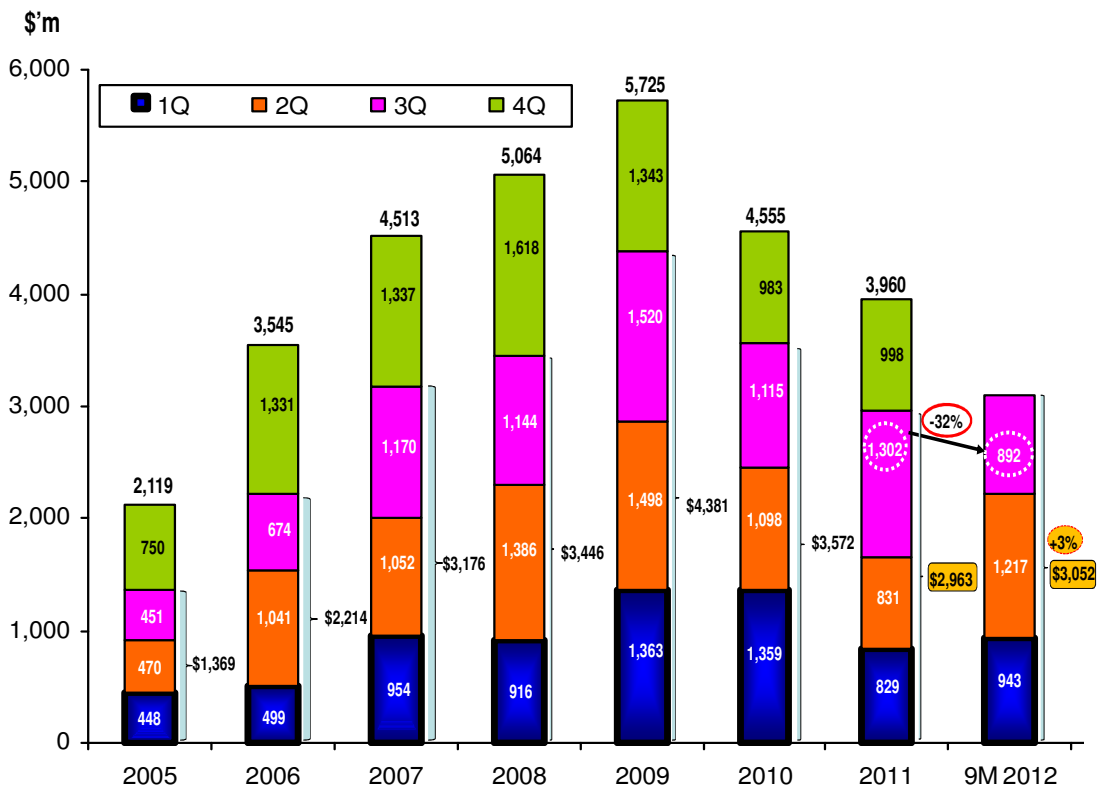
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APPENDIX

TURNOVER

- The timing in progressive revenue recognition of projects, the number of projects that achieve initial recognition, the value and design (whether start of new design or repeated design) of the rig building and conversion/offshore projects are contributory factors that will affect the quarterly profit and turnover, in particular in the two main sectors of rig building and ship conversion/offshore
- For 3Q 2012, Group turnover declined 32% to \$892 million from \$1,302 million in 2011. The higher turnover in 3Q 2011 was mainly due to the resumption of revenue recognition of a semi-submersible rig, the *Songa Eclipse*
- Overall, 9M 2012 Group turnover was \$3,052 million, 3% higher as compared with \$2,963 million for the same period in 2011

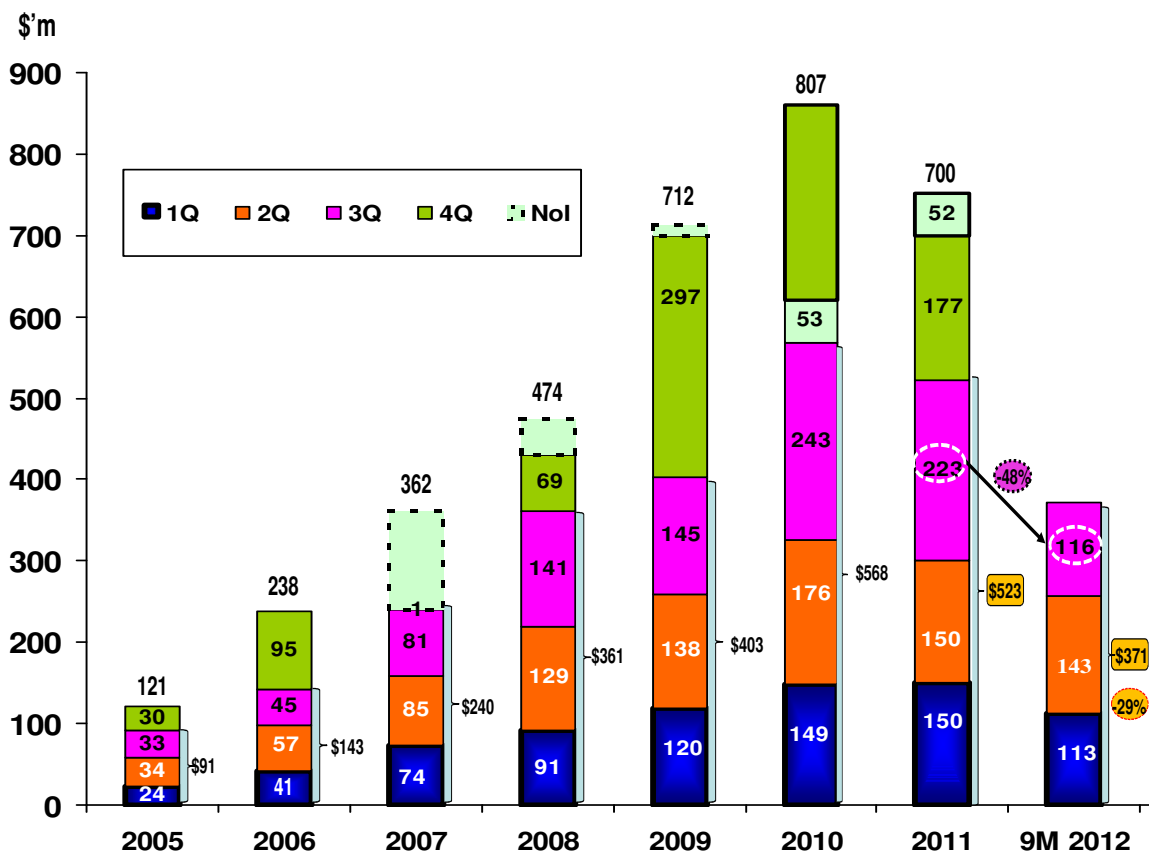
Group Turnover (2005 to 9M 2012)



NET PROFIT

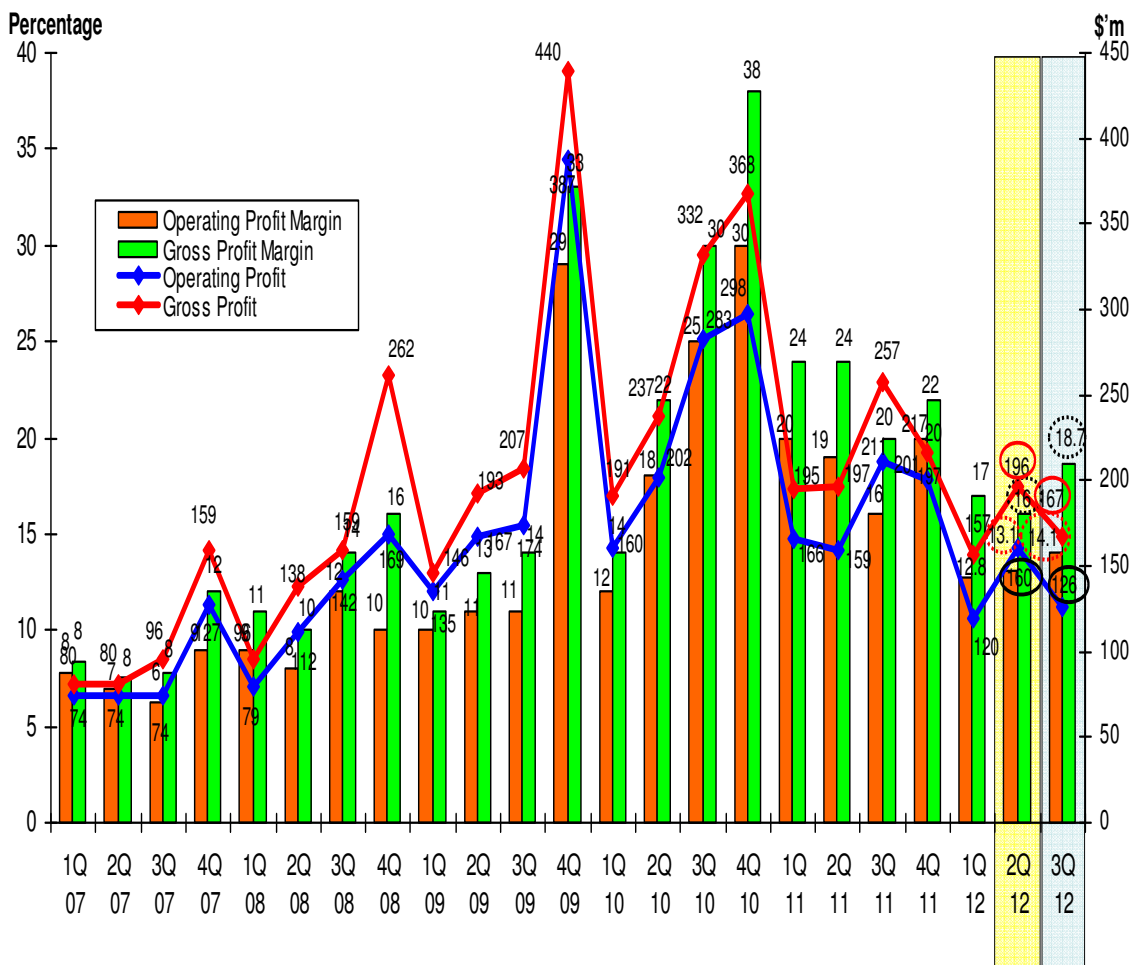
- Net profit for 3Q 2012 was \$116 million. This was 48% lower as compared with \$223 million for the corresponding period in 2011, attributable mainly to lower revenue recognition from the rig building and ship repair sectors
- On a nine-monthly basis, net profit for 9M 2012 was \$371 million. This was 29% lower as compared with \$523 million in 9M 2011

Net Profit (2005 to 9M 2012)



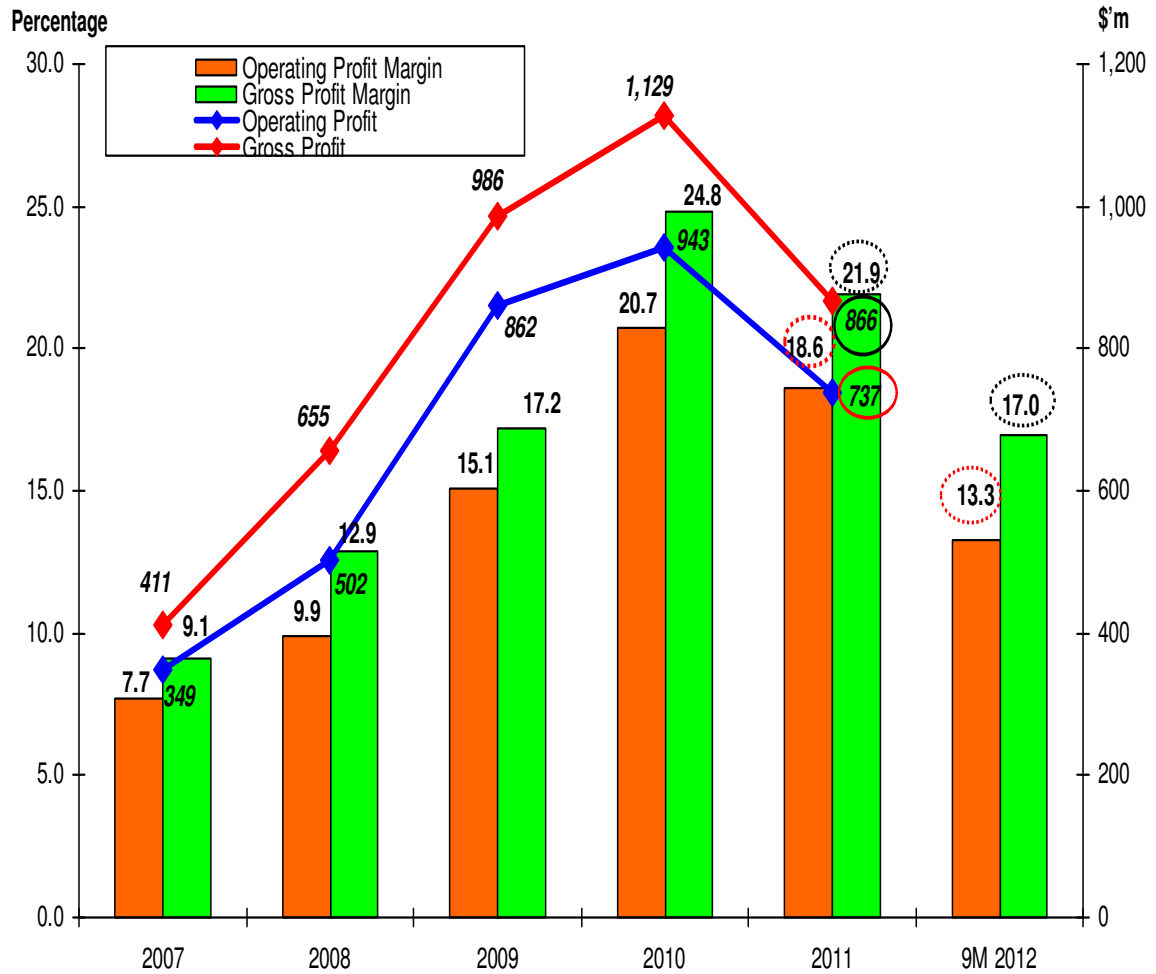
QUARTERLY GROSS & OPERATING PROFIT MARGIN

- Quarter to quarter margin variation is dependent on the business mix and timing in recognition of projects
- On a quarter-to-quarter basis, operating profit margin shows sequential quarterly expansion. For 3Q 2012, operating profit margin was 14.1%
- Gross profit margin for 3Q 2012 was 18.7%



GROSS & OPERATING PROFIT MARGIN

- On a 9M 2012 basis, operating profit margin was 13.3%
- Gross profit margin was 17.0%



PERFORMANCE OF ASSOCIATES & JVs (Profit before tax)

- Contributions from Associates and JVs declined 10% on a nine month basis due mainly to lower contributions from Cosco Shipyard Group

Description (\$'m)	Year		% Change	9M 2012	9M 2011	% Change
	3Q 2012	3Q 2011				
Cosco Shipyard Group	8.5	13.8	(39)	32.5	41.1	(21)
Pacific Workboats	2.2	2.5	(11)	7.4	4.3	72
Others	2.0	1.2	72	1.9	1.2	58
Share of Associates & JVs Results	12.7	17.5	(27)	41.8	46.6	(10)

CASHFLOW

- Net cash at \$933 million mainly due to higher capex and dividend payout

Description (\$'m)	Year		% change
	9M 2012	9M 2011	
Cashflow from operation before reinvestment in working capital	485.8	621.0	(22)
Net cash (outflow)/inflow from operating activities	(124.3)	69.4	n.m.
Net cash outflow from investing activities	(351.3)	(280.3)	25
Net cash outflow from financing activities	(481.3)	(798.4)	(40)
Cash & cash equivalents	1,015.8	1,863.7	(45)
Net Cash (net of borrowings)	932.9	1,863.7	(50)
<i>Progress Billing > WIP</i>	<i>870.6</i>	<i>422.2</i>	<i>106.2</i>

CAPITAL, EVA, GEARING AND ROE

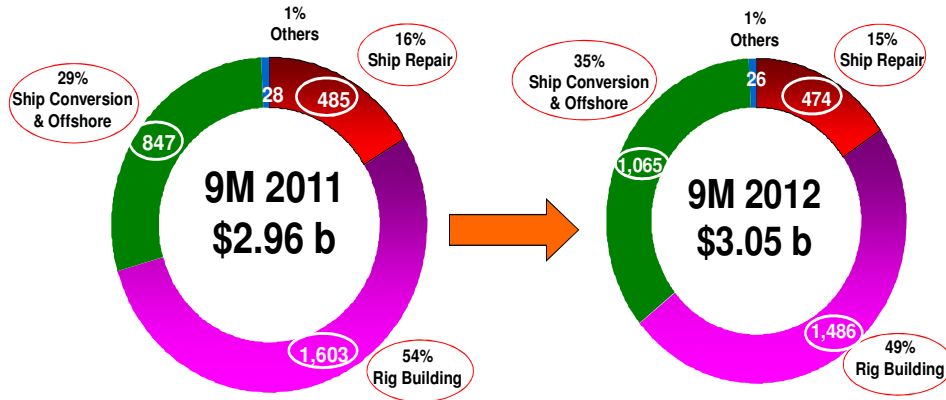
- Annualised ROE for first nine months remained healthy at 21.1%
- Economic Value Added (EVA) was \$226.8 million
- The Group will continue to strive towards delivering creditable performance and value creation to shareholders. We will continue to maintain a healthy balance sheet and to grow our businesses

Year Description (\$'m)	9M 2012	FY 2011	% change
Shareholders' Funds	2,282.1	2,414.3	(5)
Net Cash	932.9	1,954.5	(52)
ROE – annualised (%)	21.1	30.0	(30)
Net Asset Value (cents)	109.3	115.9	(6)
RoTA – annualised (%)	9.5	14.6	(35)
Economic Value Added	226.8	368.2*	(38)

* Based on 9M 2011

TURNOVER CONTRIBUTIONS BY SECTORS

By Value & Percentage Contributions



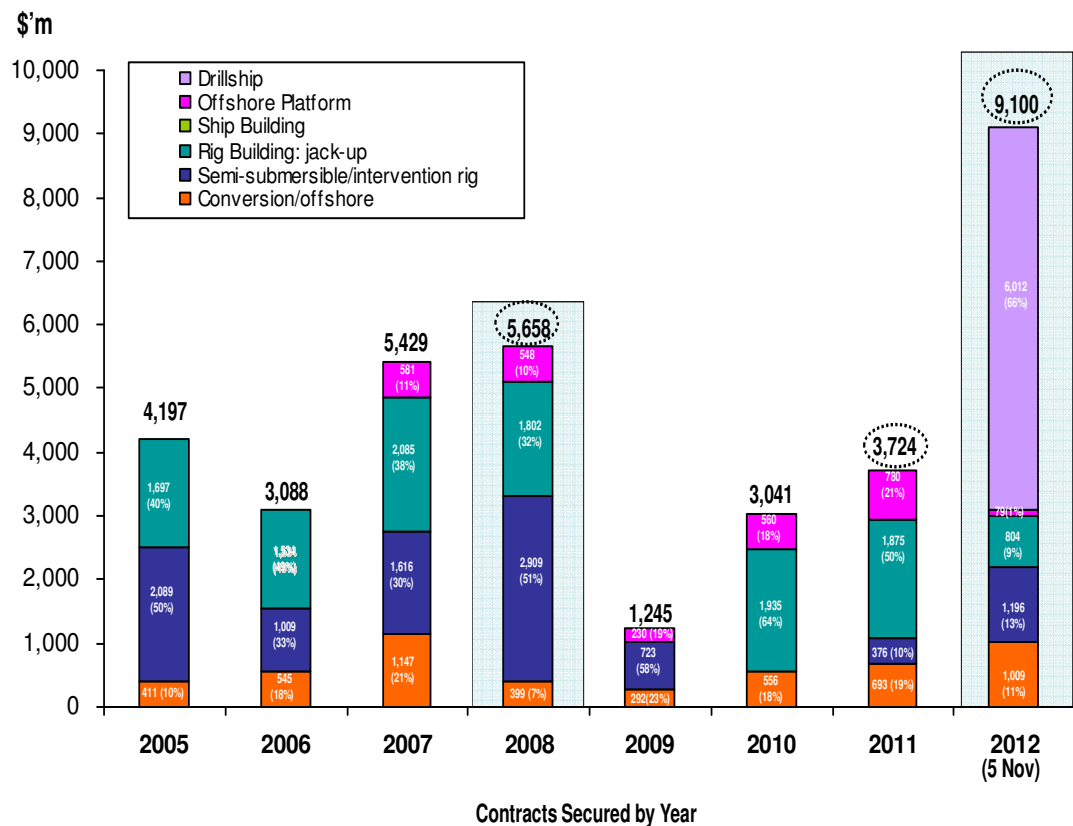
Turnover (\$'m)	3Q 2012	3Q 2011	% Change	9M 2012	9M 2011	% Change
Ship repair	153	175	(13)	474	485	(2)
Rig building	428	884	(52)	1,486	1,603	(7)
Ship Conversion/offshore	300	232	29	1,065	847	26
Others	11	11	3	26	28	(7)
TOTAL	892	1,302	(32)	3,052	2,963	3

- Total turnover for 9M 2012 at \$3.05 billion was 3% higher as compared with \$2.96 billion in 9M 2011
- In terms of sectorial contributions, the rig building sector was the largest sector, constituting 49% in total turnover as at 9M 2012 followed by ship conversion & offshore sector at 35%, ship repair at 15% and others at 1%.
- On a quarterly basis, the rig building sector in 3Q 2012 saw a 52% decline in turnover as only 1 unit of jack-up rig, the 3rd Noble unit, achieved initial recognition. In comparison, one unit of semi-submersible rig, the *Songa Eclipse*, saw the resumption of revenue recognition upon its completion and delivery in 3Q 2011
- The ship conversion and offshore sector saw higher revenue recognition and accounted for the 29% increase in turnover from \$232 million in 3Q 2011 to \$300 million for the same period in 2012 attributable to major recognition of the FSO *Banyu Urip* conversion project
- Turnover for the ship repair sector as at 3Q 2012 was \$153 million, 13% lower as compared with \$175 million in 3Q 2011 due to timing issues

CONTRACTS SECURED BY YEAR (excluding ship repairs)

- Contracts secured to-date stood at a record high of \$9.1 billion, excluding ship repair & upgrades. The previous high was achieved in 2008 with \$5.7 billion in orders secured
- A total of 3 firm orders for jack-up rigs with a total value of US\$639.5 million were secured since January 2012
- Another US\$1,195.9 million in contract orders, comprising a harsh-environment deepwater semi-submersible rig, a well-intervention semi-submersible rig and a semi-submersible rig conversion, was secured since the start of 2012
- 6 drillships worth a total of US\$4,824.7 million were also secured
- Ship conversion and offshore projects secured in 2012 to-date stand at US\$872 million
- Market fundamentals remain strong. The Group expects to build up its order flow

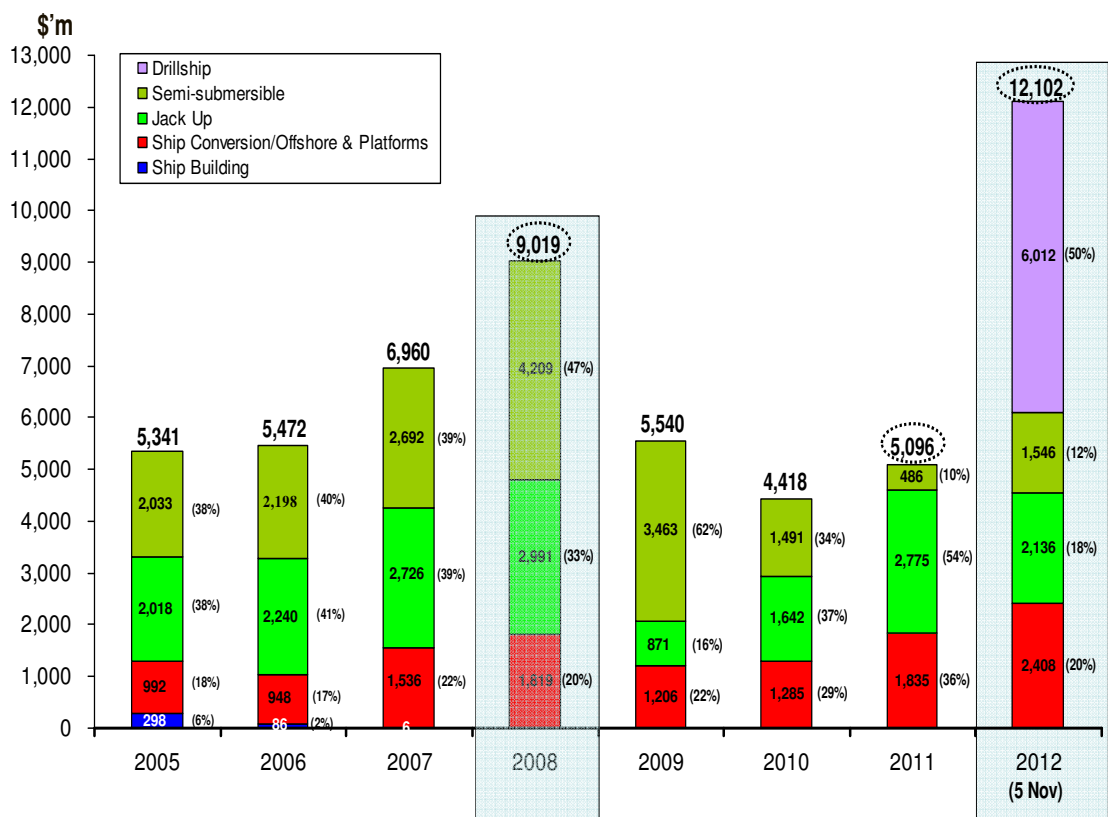
Contracts Secured By Year (2005 to 5 November 2012)



NET ORDER BOOK (excluding ship repairs)

- Net order book, including new contracts secured to-date, stands at a record high of \$12.1 billion with completion and deliveries till 2019
- Operational efficiency, productivity improvements and the timely delivery of the projects remain the top priorities of the Group
- Going forward, the Group expects to grow its net order book

Net Order Book By Year (2005 to 5 November 2012)



Disclaimer

This release may contain forward-looking statements that involve risks and uncertainties. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, exchange rate movement, cost of capital and capital availability, competition from other companies and venues for sale and distribution of goods and services, shifts in customer demands, customers and partners, changes in operating expenses, including employee wages, benefits and training, governmental and public policy changes. The forward looking statements reflect the current views of Management on future trends and developments.