









### **Disclaimer**

This Presentation is not intended to form the basis of any investment decision with respect to MISC Berhad (MISC) and shall not form the basis of or be relied upon in connection with any contract or commitment whatsoever.

No representation or warranty, express or implied, is or will be made by MISC in relation to the accuracy and completeness of the information made available and any liability therefore is expressly disclaimed.

Although MISC believes that the expectations of its management as reflected by forward-looking statements contained in this Presentation are reasonable based on information currently available to it, no assurances can be given that such expectations will materialize as these are dependent on risks, uncertainties and other factors which in many cases are beyond MISC's control.

This Presentation and its contents are strictly confidential and must not be reproduced or disclosed without the prior written consent of MISC.

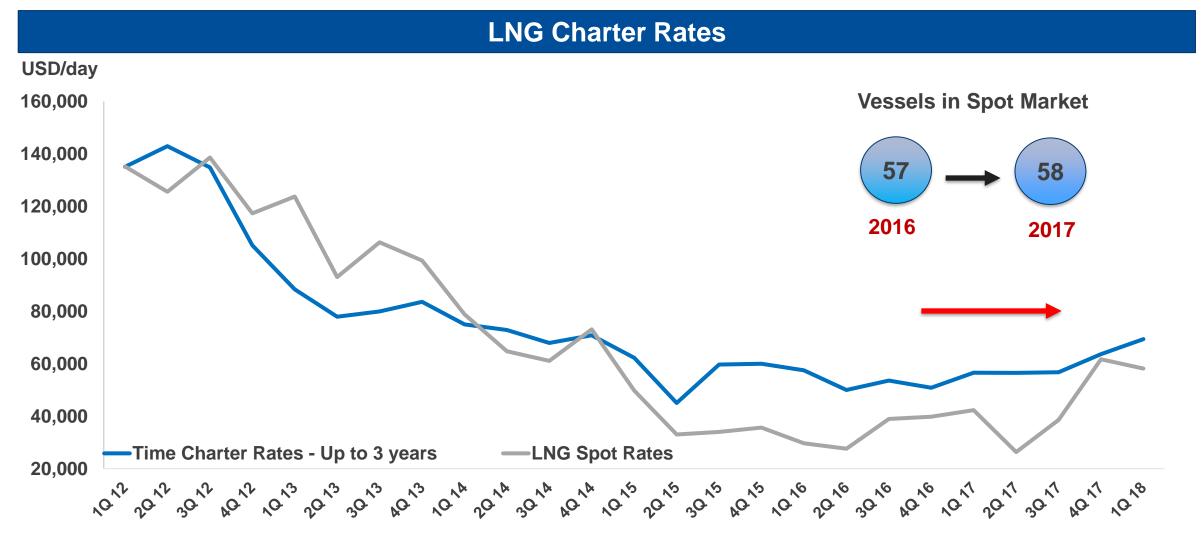


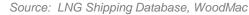
# **2017 IN REVIEW**





# **Excess Vessel Supply Continue to Pressure LNG Freight Rates**





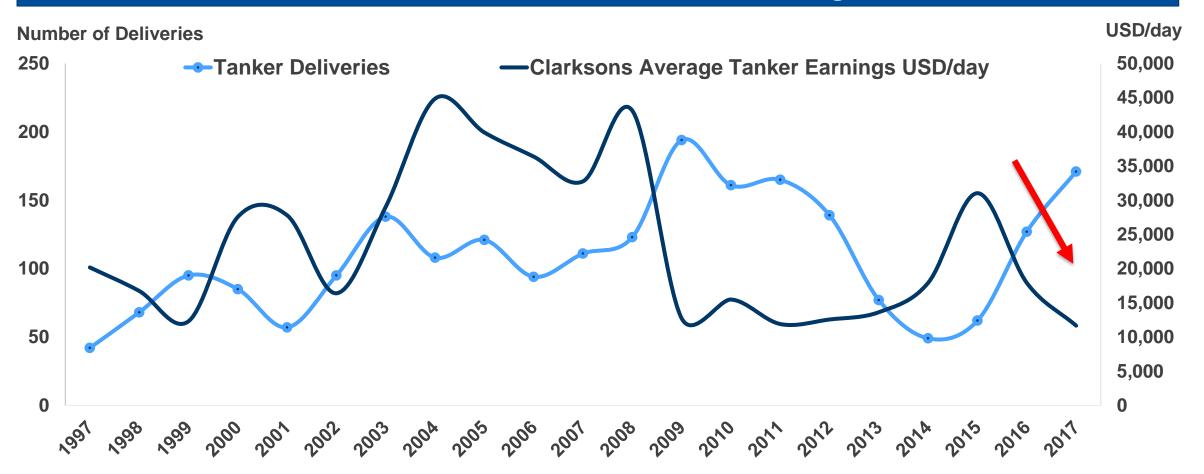
Page 4



strictly confidential

# A Similar Scenario for Petroleum Shipping

### **Tanker Deliveries versus Tanker Earnings**

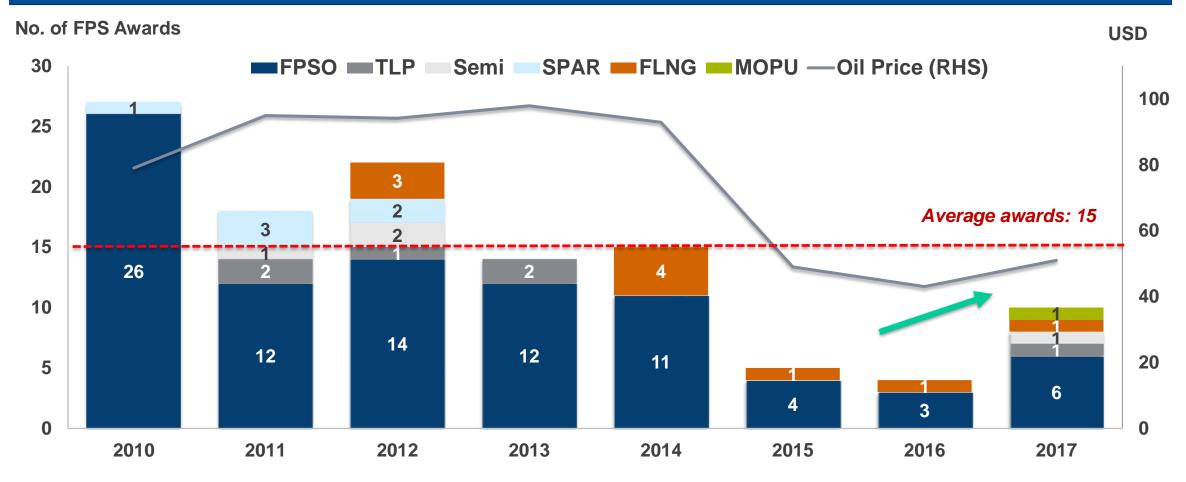


Source: Clarksons



# Stable Oil Price Encouraging Recovery in Offshore Investment





# **Overall Challenging Market**



Tanker Headwinds Push SCF into Loss in 2017

# Sembcorp Marine heads back into the red

Singaporean shipbuilder returns to loss for the fourth quarter and sees less profit for the full year.

# **Gener8 Maritime ends** 2017 with fourth quarter loss

# Teekay Tankers falls to a loss after TIL merger

Bigger fleet could not translate into higher revenue as TCE rates fell in fourth quarter.

## Frontline third quarter loss deeper than forecast by analysts

Tanker owner slips below consensus expectations and spells out profit on DHT selldown.

# Bahri's earnings fall in soft spot market

Saudi Arabian diversified shipowner sees higher bunker prices as it pulls in less revenue.

## Keppel fine propels it to \$379m loss

Singapore yard group hit by penalty relating to corruption.

# Golar LNG Widens Loss amid Flat Shipping Market



# Exmar plunges to first-half loss

Belgian gas carrier owner hit by rising costs and falling revenue.

Belgium's Exmar has fallen into the red in the first half as revenue fell and costs rose. The gas carrier company posted a net loss of \$34.1m to 30 June, from profit of \$33.7m

## **Fairplay**

Stolt-Nielsen sees chemical tanker market bottoming out, considers options

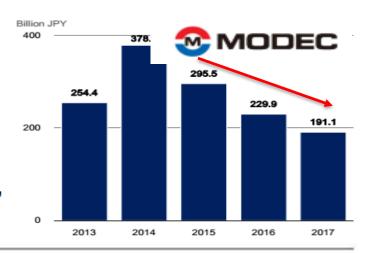
Bumi Armada returns to the black, net profit at RM63.8mil in 4Q17

# **BW Offshore notes** improving market as profit returns

Forth quarter profit helps FPSO specialist return to the black in 2017.

#### SBM Offshore to pay \$238m fine in corruption case

Settlement relates to activities from the mid-1990s through until 2012.



# FINANCIAL HIGHLIGHTS





# Financial Highlights FY2017 - Credible Performance Despite Challenging Market Conditions



### **Net Operating Cash Flow**

2017 4,739.1 -9% 2016 5,222.3

# Earnings Per Share

(Sen)
2017 44.4 -23%
2016 57.8

### **Dividends Per Share**

(Sen)



\*All figures in RM million unless otherwise stated

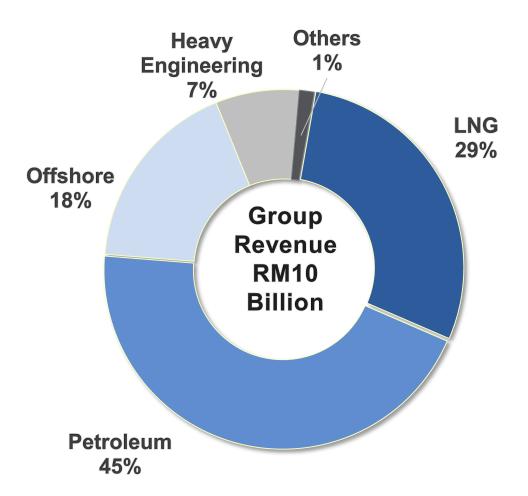
Page 9



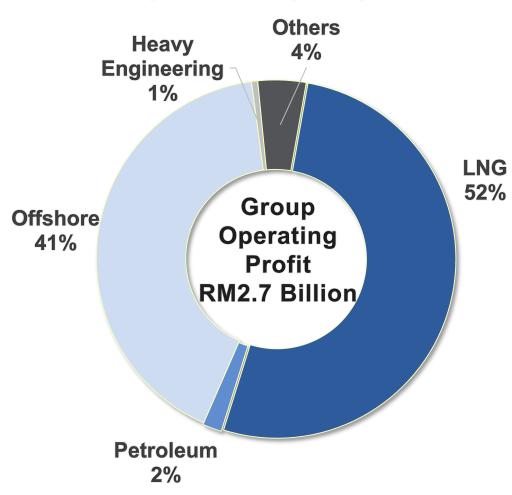
strictly confidential

# **Segmental Contribution in FY2017**



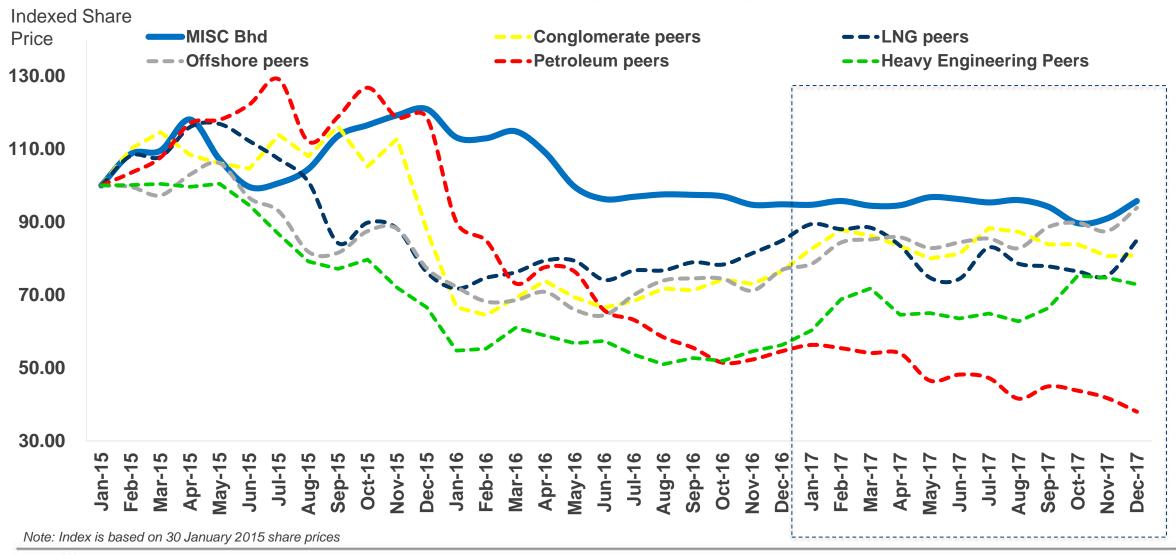


# **Business Unit by % of OPERATING PROFIT**





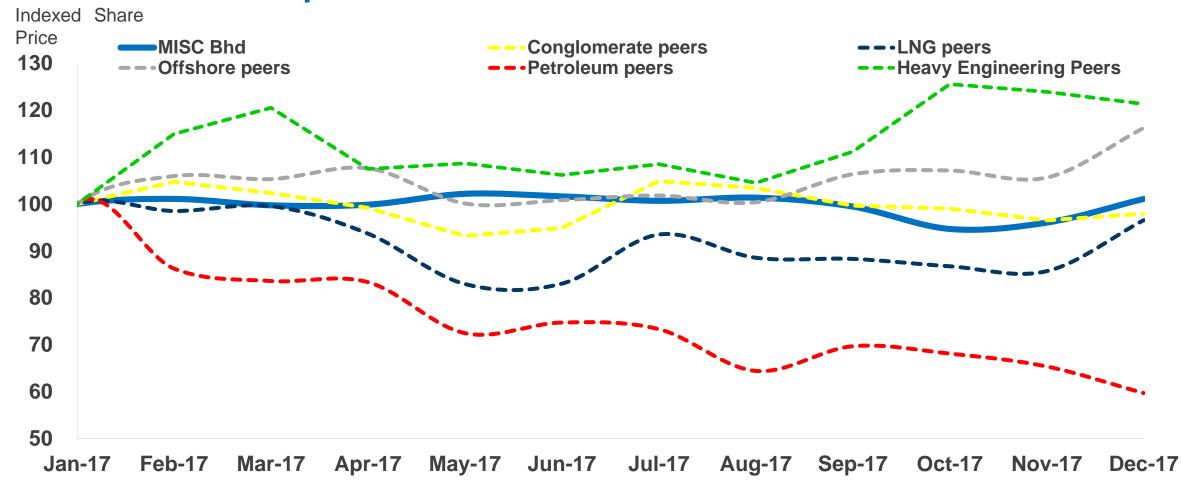
# MISC Share Price Remains Resilient Despite Weak Market Conditions from the Decline in Oil Prices





Page 11

# Offshore and Heavy Engineering Segments have Recovered from Improved Sentiment in Offshore Investment; Meanwhile, Petroleum Tanker Peers Continue to Underperform



Note: Index is based on 31 January 2017 share prices



# A Challenging Year for The Overall Industry

	Revenue		NPAT	
	2016 (+/- %)	2017 (+/- %)	2016 (+/- %)	2017 (+/- %)
MISC Bhd.	<b>-17</b> %	1%	<b>4</b> %	<b>-31%</b>
Conglomerate Peers	<b>-22</b> %	1%	<b>-177</b> %	<b>-116%</b>
LNG Peers	<b>3</b> %	<b>15%</b>	<b>-9</b> %	<b>-19%</b>
Petroleum Peers	<b>-8</b> %	<b>-18</b> %	<b>⊸</b> -56%	<b>-183</b> %
Offshore Peers	<b>-16%</b>	<b>-9</b> %	<b>-251%</b>	<b>161%</b>
Heavy Engineering Peers	<b>-17</b> %	-47%	<b>182%</b>	<b>-120%</b>



strictly confidential

Page 13

# **CORPORATE MILESTONES IN 2017**





### **Corporate Milestones in 2017**

#### **New Contracts Won**

- AET signed second long-term charter contract with Statoil for two DPSTs for North Sea.
- MHB won a RM1 billion contract to develop the central processing platform (CPP) for PETRONAS' Bokor phase 3 redevelopment project.

#### **New Vessels**

- Second and third Seri C class LNG vessels, Seri Cenderawasih and Seri Cempaka were delivered in January and August 2017 respectively. Seri Camar was delivered in February 2018.
- Two second-hand VLCCs from Gener8, currently on long-term charters to KOCH.
- First two LR2 product tanker newbuilds, Eagle Lyon and Eagle Le Havre on long-term charter with TOTAL.

#### **Other Notable Corporate Events**

- Construction of a new dry dock 3 (DD3) at MHB which is expected to commence its operation in Q3 2020.
- Sale of MILS to SWIFT Haulage Sdn Bhd fully completed with all amounts owing to MISC fully settled.
- Integration of fleet management services of MISC and AET, which is now known as the Eaglestar Group.
- Disposal of tank terminal business, Centralised Terminals Sdn Bhd to Dialog Group in September for RM193 million.

#### **Achievements and Awards**

- Wins Tanker Operator of the Year in the Lloyd's List Asia Pacific Awards 2017.
- ➤ ALAM named the "Best in Maritime Education & Training" at the Seatrade Maritime Awards Asia 2017.
- Continues to maintain its position in the FTSE4Good Bursa Malaysia Index, one of the globally recognised sustainability indices, with an improved score.

moving energy

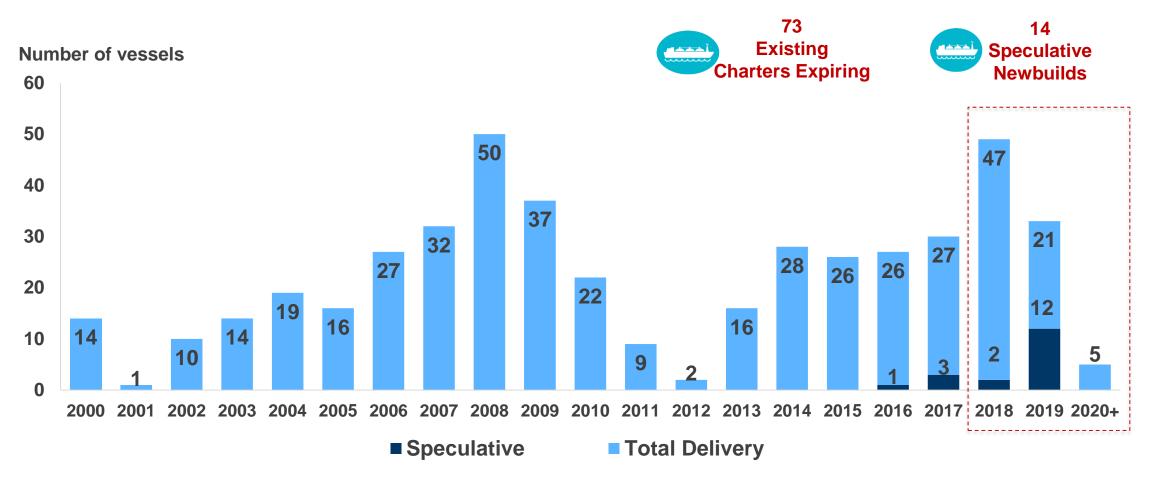
# **EXPECTATIONS FOR 2018**





# **Oversupply of LNG Tankers Continue**

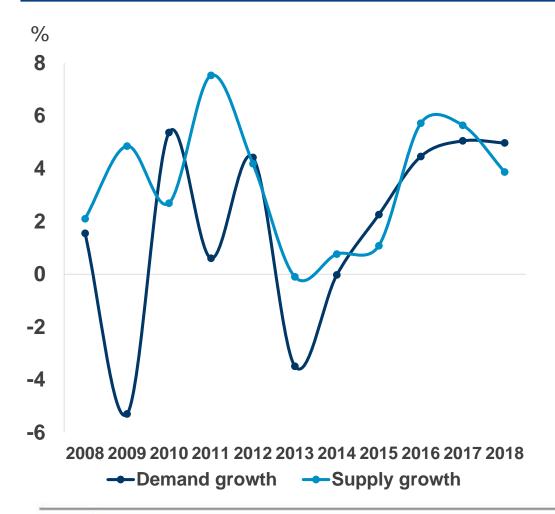
## Newbuilds to be delivered (2018 to 2020+)



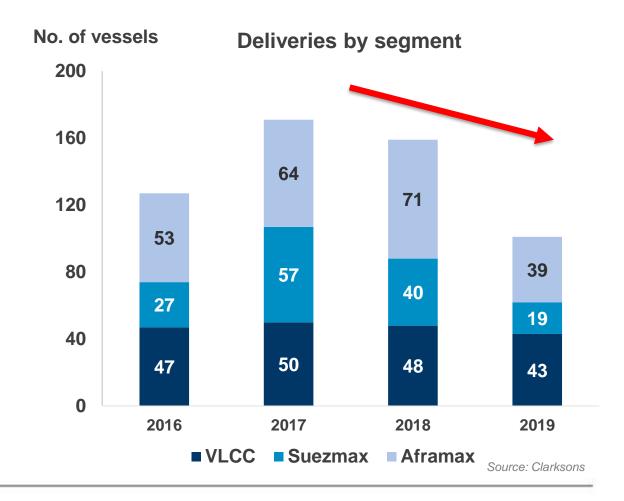
Source: WoodMac

# **Another Difficult Year for Petroleum Shipping**

### **Tanker Demand and Supply Growth in %**

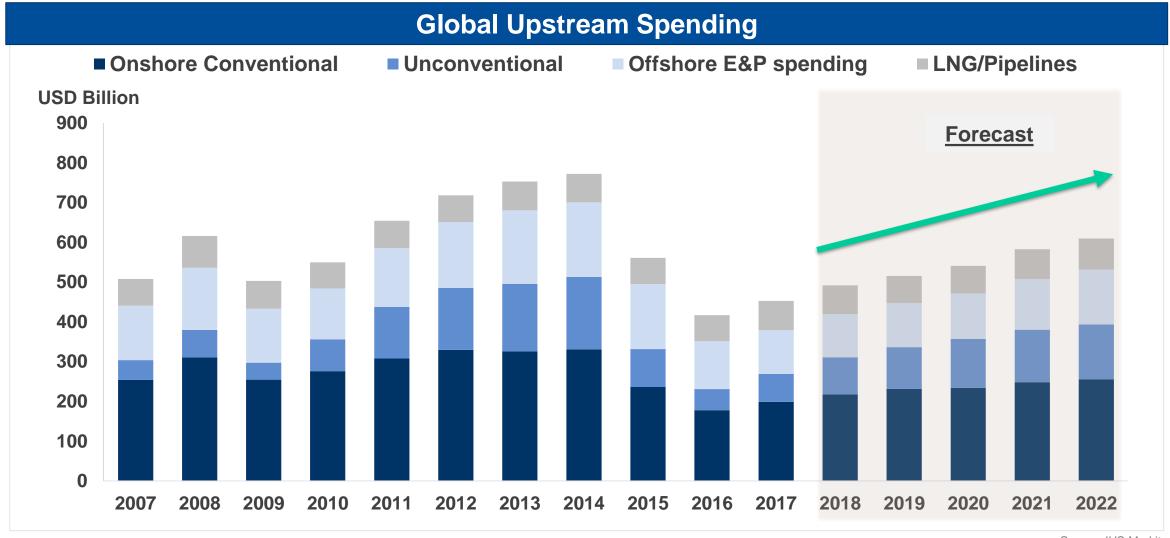


#### **Tanker Deliveries**





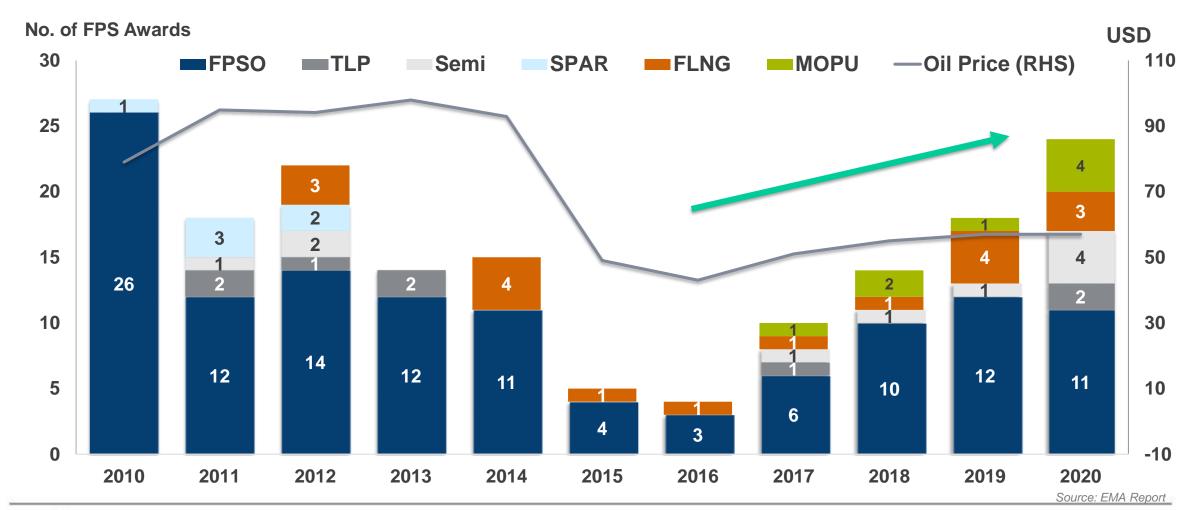
# Recovery in Upstream/Offshore Investments/Spending





# Similar Recovery in Floating Production Project Opportunities

### Floating Production System (FPS) Awards



page 20



# Thank You