IR Presentation

August 2018

SAMSUNG HEAVY INDUSTRIES

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1. 2nd Quarter Earnings of 2018

Revenue rebounded while quarterly operating loss continued

■ **Revenue : KRW 1.3t**

- Rebound of revenue(QoQ) after four consecutive quarters of decline

■ **Operating Loss : KRW -101b**

- Increase in loss(QoQ) mainly due to one-off losses from drillship inventory as well as continuing fixed cost burden

* Drillship related loss(net) : KRW -39b

(KRW b)

	2Q 2017 (YoY)	1Q 2018 (QoQ)	**2Q 2018**	QoQ
Revenue	2,300	1,241	**1,347**	8.5%
Operating Profit (Margin)	21 (0.9%)	-48 (-3.9%)	**-101 (-7.5%)**	-110.3%
Pretax Income (Margin)	30 (1.3%)	-91 (-7.3%)	**-173 (-12.9%)**	-91.2%

2. Earnings Outlook in 2018

Earnings in 2018 will be in line with existing forecasts

■ **Revenue : KRW 5.1t**

- Revenue decreases mainly due to the lowest new orders of USD 0.5b in 2016
  * -35% YoY
- Considering 1H revenue, annual revenue is forecasted to be slightly larger than KRW 5.1t
  * KRW 2.6t

■ **Operating Loss : KRW -240b**

- Increased fixed cost burden results in an operating loss for 2018
  * Due to decrease in revenue
- There is a mixture of upside potential and downside risk in annual operating profit
  * Change Order in an offshore project * Additional steel cost hike

〈 Earnings trend(2014~2018) 〉

	Unit	2004-2013 (Avg.)	2014	2015	2016	2017	2018(F)
Revenue	KRW trillion	10.5	12.9	9.7	10.4	7.9	5.1
Gross profit (Ratio)	KRW billion (%)	1,088 (10.4)	763 (5.9)	- 962 (-9.9)	475 (4.6)	- 150 (-1.9)	139 (2.8)
Operating Income (Ratio)	KRW billion (%)	690 (6.6)	183 (1.4)	- 1,502 (-15.5)	- 147 (-1.4)	- 524 (-6.6)	- 240 (-4.7)

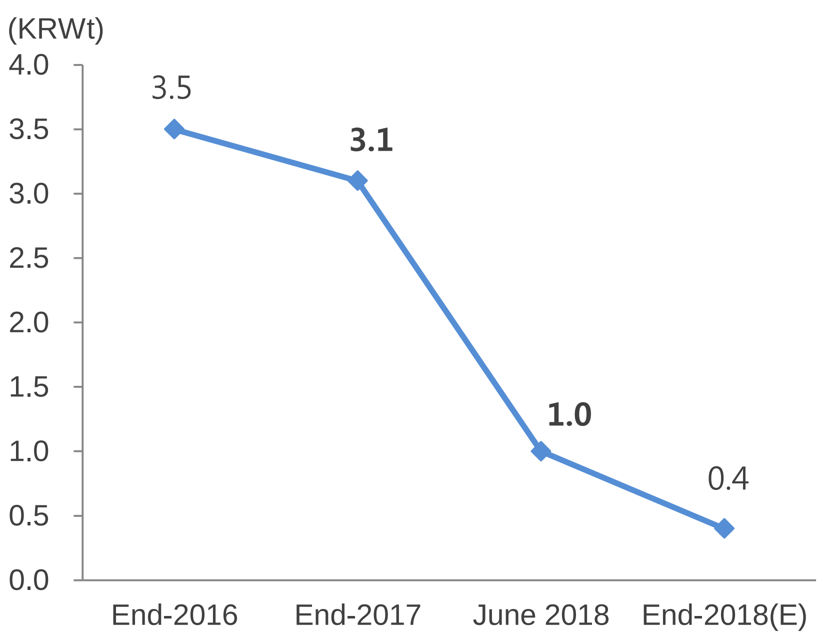
3. Enhanced Financial Stability

Successful capital increase and positive cash flow from operation enhanced company's financial stability significantly

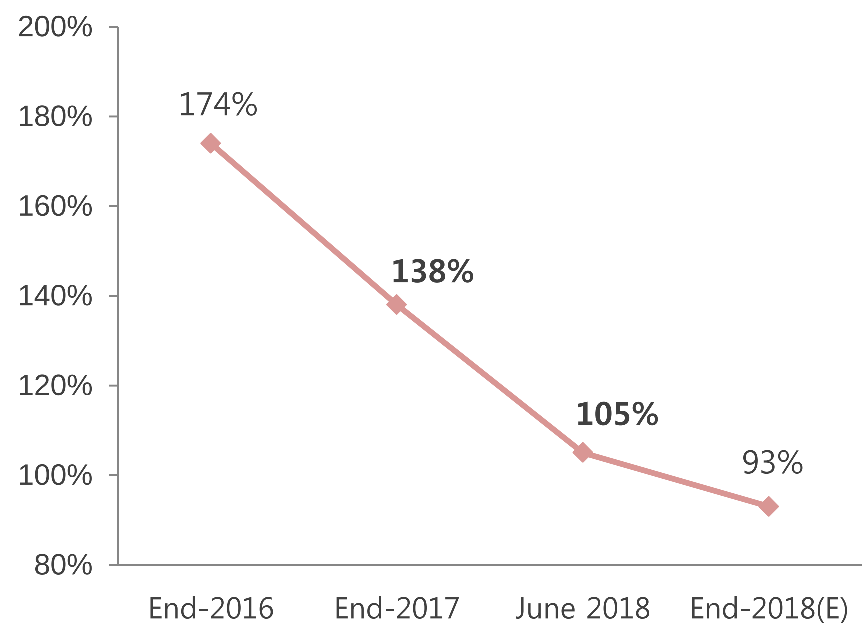
* KRW 1.4t (New shares listed on May 4, 2018)

- **Net debt : KRW 3.1t at end-2017 → KRW 1.0t in June 2018**
- **Debt-to-equity ratio : 138% at end-2017 → 105% in June 2018**

〈 Net Debt 〉



〈 Debt-to-equity Ratio〉



4. Drilling Rig Backlogs

Reducing risks through resale in the market

■ **1 Semi-rig sold, 3 Drillships for resale**

* Jan. 2018

(USD b)

	Project	Contract Price	Cash Received(%)	Delivery	Remark
Resale Completed	Stena	0.72	0.44(61)	Dec. 2018	· Sold at 70% of the contract price
For Resale	PDC	0.52	0.18(35)	-	· Inventory (Fair value : 60% of the contract price)
	Seadrill #11	0.52	0.16(30)	-	
	Seadrill #12	0.52	0.16(30)	-	
Under Construction	OCR #9	0.72	0.34(48)	Sep. 2019	
	OCR #10	0.71	0.16(22)	Sep. 2020	
Total		**3.71**	**1.44(39)**		

■ **Arbitral proceedings are underway regarding Stena and PDC rigs**

- Around 50% of cash received for each rig was recognized as provision

5. Offshore Facility Backlogs

Risks eliminated as Egina project almost completed

- Egina FPSO is to sail away from SHI's Nigerian yard in August 2018
- BP Maddog FPU is well under construction with application of all Lessons Learned in the past projects

〈 Offshore Projects under Construction 〉

(USD b)

	Type	Contract Price	Progress	Delivery	Remark
Egina	FPSO	3.0	95%	Aug. 2018	EPC
Johan Sverdrup	P/F	0.6	86%	Dec. 2018	PC
Petronas	FLNG	1.6	80%	Jul. 2020	Topside: PC
ENI Coral	FLNG	2.5	2%	Jun. 2022	Topside: PC
BP Maddog	FPU	1.3	15%	Sep. 2020	EPC
Total		9.0			

* Progress : As of end of June 2018

6. New Orders

More new orders expected in 2H as market recovery continues

■ **New order(as of July 31, 2018) : USD 2.9b**

- 5 LNGCs(USD 0.9b), 8 Containerships(0.8), 16 Tankers & Others(1.2)

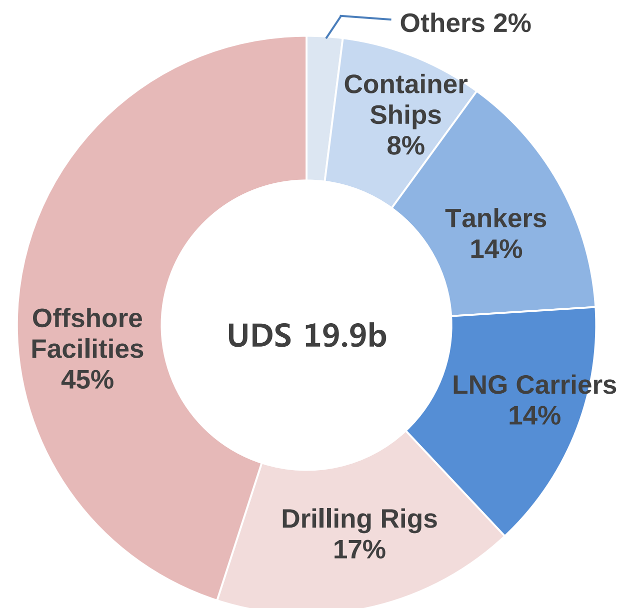
※ New order target in 2018 : USD 8.2b

〈 New Orders as of July 31, 2018 〉

(USD b)

	No	Amount
LNGCs	5	0.9
Containerships	8	0.8
Tankers	13	0.8
Others	3	0.4
Commercial Vessels	29	2.9
Offshore Facilities	-	-
Total	**29**	**2.9**

〈 Order Backlog as of July 31, 2018 〉



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1. Market Recovery Continues

Market recovery in 2017 continues its momentum in 2018

■ **Demand of SHI's core products such as LNGCs, mega containerships and offshore facilities will increase**

- LNGC : Supply is tightening as global LNG export increases, Spot market grows
- Containerships : Smaller vessels is being replaced by 10,000TEU+ vessels
- Offshore facilities : New investment is increasing due to lack of CAPEX in 2015-2017 and lowered BEP level

〈 Forecasted Global New Order Trend 〉

	2011~2015 Average	2016	2017	2018	2019	2020~2023 Average	2024~2027 Average
Sum of LNGCs, Containerships and Tankers	100%	30%	63%	75%	87%	111%	129%

* Source : Clarksons (2011~2015 yearly average new order in 100%)

2. LNGCs

Demand for new LNGC accelerates

- **Long-term demand for LNGCs is solid and yearly 30+ LNGC orders are expected considering LNG trade growth**

	2017	2020	2030
LNG trade(mtpa)	290	350	550~600
LNGC Fleet(No.)	502	605	952~1,039 (Avg. 35~40 vessels/year)

* Forecasts by Gaslog, BP, etc.

- **New LNGC demand by 2020 considering global LNG export plans exceeds current backlogs, which expedited new order flow in 2018**

  * 125 (estimation by SHI)

  * 99 vessels(150K cbm+, delivery by 2020)

- Also, demands targeting spot market are increasing as the market grows

• Over 30 LNGC could be ordered in 2018 after 2 years of downturn

3. Containerships

Containership market is recovering as container trade is increasing and smaller vessels are being replaced by bigger vessels

■ **Global container trade jumps over 5.0% in 2017 and 2018**

(million TEU)

	2015	2016	2017	2018
Container Trade	175	182	192	202
Growth	2.3%	4.0%	5.5%	5.2%

* 2018 : Clarksons forecast

■ **Vessels under 10,000TEU are losing competitiveness and being replaced by 10,000TEU+ vessels**

- Abundant chances of replacement considering 2.2 million TEU orderbook of 10,000TEU+ versus 3.7 million TEU fleet in smaller sizes in Asia/Europe and Asia/North America routes

• Market recovery in 2018 mainly due to replacement demand

- 34 big boxships ordered, and HMM has plan to order 20 vessels in 2H

4. Regulations

Environmental regulations trigger expansion of new building demands

* BWTS, SOx & CO_2 emissions

- **SOx & CO_2 Emission Regulations will require more LNG-fueled vessels and other LNG related solutions**

  - New orders in 2017 applied LNG-fueled engines & Scrubbers to comply with regulations

- **SOx & BWTS Regulations will stimulate replacement of old vessels**

	Tankers	Bulkers	Containerships	Gas Carriers
Units (18yr~)	4,896	2,247	1,655	765
(%)	48%	20%	32%	41%

- Expansion of LNG Value-Chain such as LNG fueled, LNG bunkering, FSRU where SHI has competitive advantages will lead to enhanced profitability
- Replacement of old vessels will improve new building prices

5. Offshore Facilities

IOC's lack of investments in 2015-2017 and lowered BEP level will lead to remarkable rebound of new offshore demand

■ **IOC's radical Capex Cuts will return with enormous pressure for New Investments**

* USD 100b in 2014 → USD 48b in 2017(52%↓)

* USD 140b in 2020(forecasted)

- Oil production : 26 million barrels/day in 2017 → 18 in 2025 (31%↓)
- Supply & demand is approaching its balance, which results in the rise of oil & gas prices

■ **IOC's BEP level Lowered to USD 50/bbl range throughout Cost-Saving Efforts**

- Value-chain activities in entire oil-service sector improved by collaboration, standardization and technology enhancement

• Remarkable increase of offshore inquiries which leads to new orders after 2018

- The number of market inquires : 3 (1H 2016) → 30 (Current)

* 1 FLNG, 2 FPU   * 9 FLNG, 8 FPSO, 9 FPU, 2 Platform, etc.

• SHI maintains core competence and know-hows through continuous execution of offshore projects, which provide advantages in future biz opportunities

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1. 2Q Earnings & Financial Status

〈Earnings〉

(KRWb)

		2Q 2018	1Q 2018	QoQ (%)	2Q 2017	YoY (%)
Revenue	Qr.	**1,347**	1,241	8.5	2,300	-41.4
	Acc.	**2,587**	-	-	4,737	-45.4
Operating Profit	Qr.	**-101**	-48	-110.3	21	Turn (-)
	Acc.	**-148**	-	-	48	Turn (-)
Pretax Income	Qr.	**-173**	-91	-91.2	30	Turn (-)
	Acc.	**-264**	-	-	79	Turn (-)
Net Income	Qr.	**-143**	-60	-139.8	23	Turn (-)
	Acc.	**-202**	-	-	81	Turn (-)

〈Financial Status〉

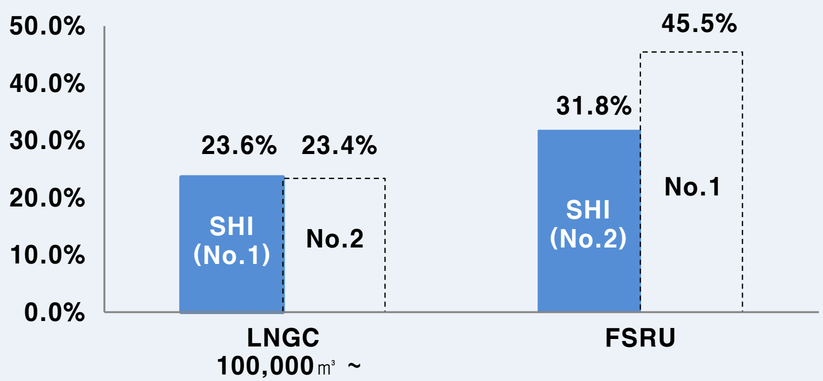
(KRWb)

	End of June 2018	End of 2017	Difference
Total Assets	**14,237**	13,818	419
Cash & Cash Equiv.	**1,649**	1,123	526
Total Liabilities	**7,290**	8,021	-731
Borrowings	**2,675**	4,246	-1,571
Advance Payment	**1,563**	1,514	49
Total Equity	**6,947**	5,798	1,149
Capital Stock	**3,151**	1,951	1,200
Retained Earnings	**2,965**	3,198	-233

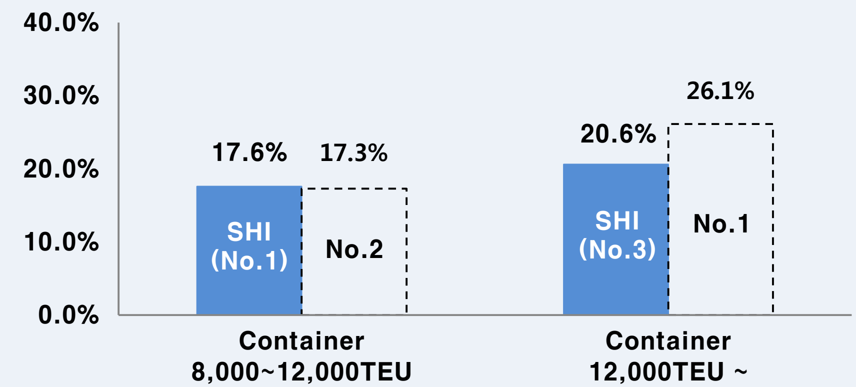
2. Market Share (SHI-built vessels / Global Fleet, As of End-2017)

Global Top-tier Shipbuilder in Major Products

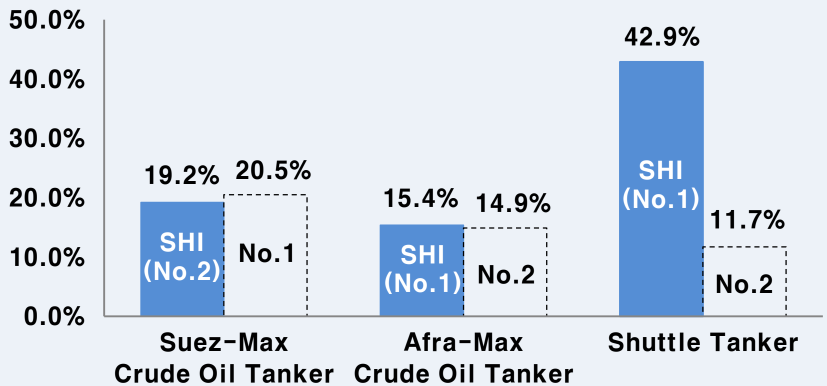
LNGCs/FSRUs



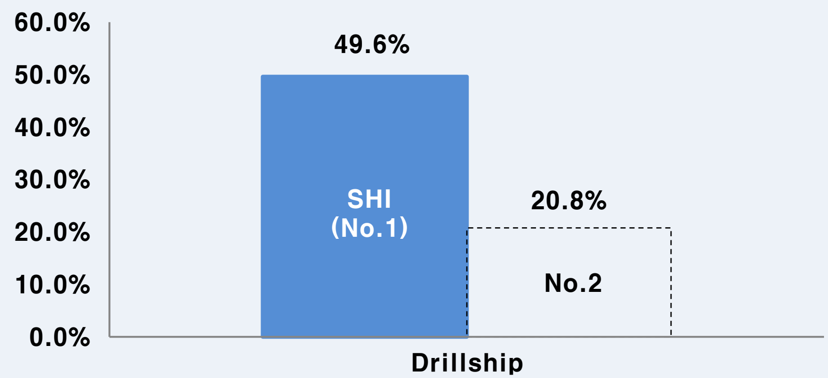
Containerships



Oil Tankers



Drillships



* Source : Clarksons

3. Major Offshore Projects

Continuity in Offshore Biz over the last 7 years

Prelude FLNG
(2011~2017, delivered)

Ichthys CPF
(2012~2017, delivered)

Martin Linge
(2012~2018, delivered)

Egina FPSO
(2013~2018)

Petronas FLNG
(2014~2020)

Appomattox
(2015~2017, delivered)

Johan Sverdrup P/F(2 units)
(2015~2018, 1 unit delivered)

Mad Dog Ⅱ FPU
(2017~2020)

ENI FLNG
(2017~2023)

Under Construction

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