

Clarksons Platou Securities New York April 6, 2016

# BE **FIRST**



Mark Mey, Executive Vice President and Chief Financial Officer



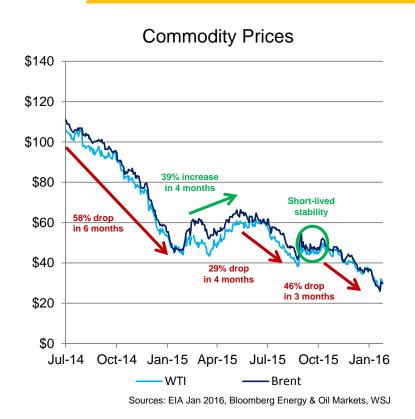
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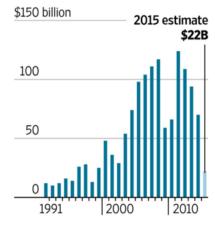


### **Challenging Market**



- "Nothing works at \$30/bbl"
- ➤ O&G exploration programs cut due to current low oil prices
- Growing sentiment of lower oil prices for longer
- ➤ E&P companies focusing on preserving cash and low cost/nearterm production

#### Oil companies' net income\*



- Combined 2015 estimated earnings of BP, Shell, Chevron and XOM
- ➤ Lowest since 1998

Source: DNB Markets, Jan 28, 2016; Market Watch Jan 2016, WSJ



## **Challenging Market**

Low oil prices - rig market is oversupplied - reduced drilling demand

**Ultra-Deepwater** 



Global fleet utilization 77%\*

 Uncontracted newbuild cancellations and delays continue

Deepwater



- Global fleet utilization 68%\*
- Weakening activity with limited prospects

Midwater



- Global fleet utilization 69%\*
- Acceleration of rig retirements

High-Spec Jackups



- Global fleet utilization 75%\*
- Dayrates declining as oversupply intensifies

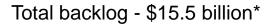


### **Strong Financial Position**

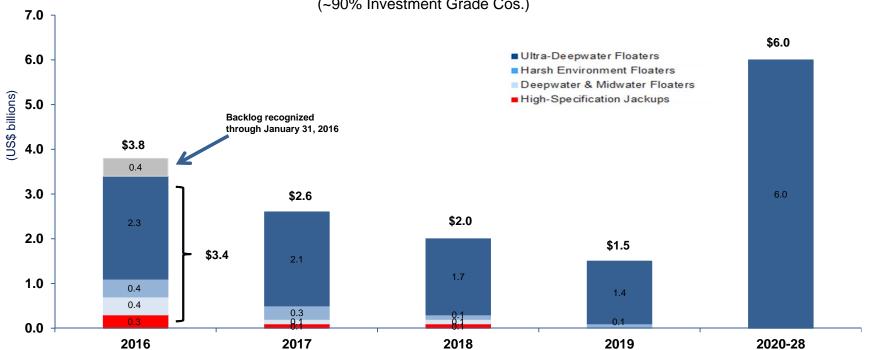
- > \$15.5 billion backlog provides solid cash-generation foundation
- > \$5.3 billion total liquidity at December 31, 2015
  - \$2.3 billion cash
  - \$3.0 billion undrawn revolving credit facility
- > Continued strong operating performance and cash flow generation
- Deferred capital spending



## **Industry Leading Contract Backlog**

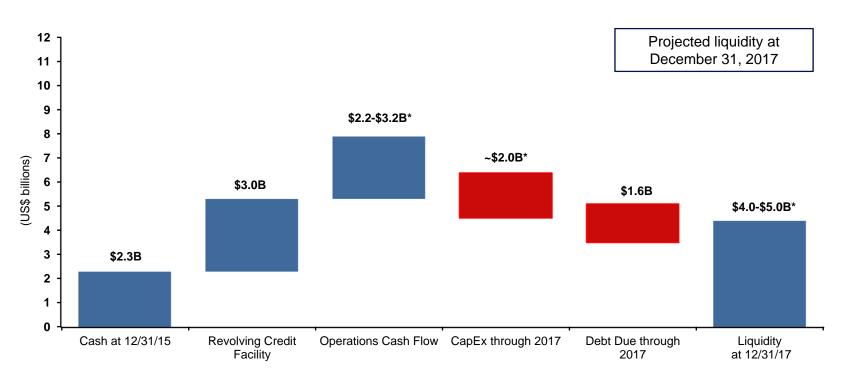


(~90% Investment Grade Cos.)



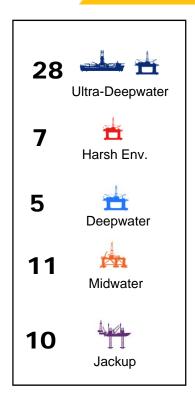


## **Substantial Liquidity**





## **Global Footprint and Diverse Fleet**







### **Extensive Customer Network**





































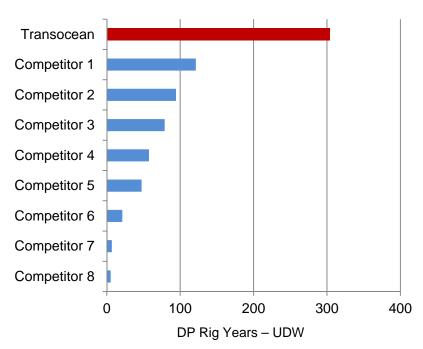








### **Unmatched Experience**



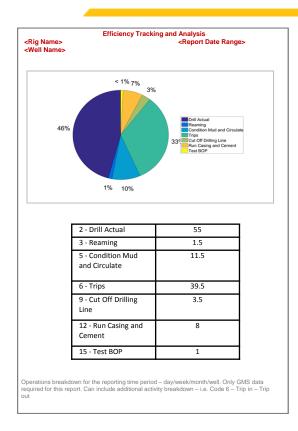
Source: IHS-Petrodata

#### Comprehensive drilling operations database

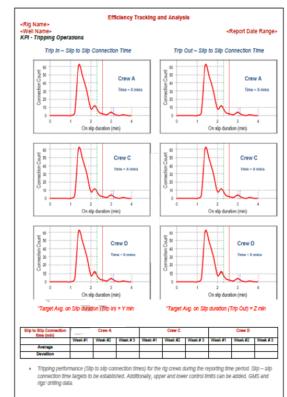
- Includes ~4,000 offshore wells drilled since 2010 (~1,000 UDW wells)
- Activity in all major worldwide UDW basins
- Extensive customer base including Supermajors, Independents, and NOC's
- Detailed logs of activity and durations
- Performance culture focused on incorporating extensive experience-based data
- Reducing the flat spots and the cost per well for our customers



## **Using Crew Data to Improve Drilling Performance**

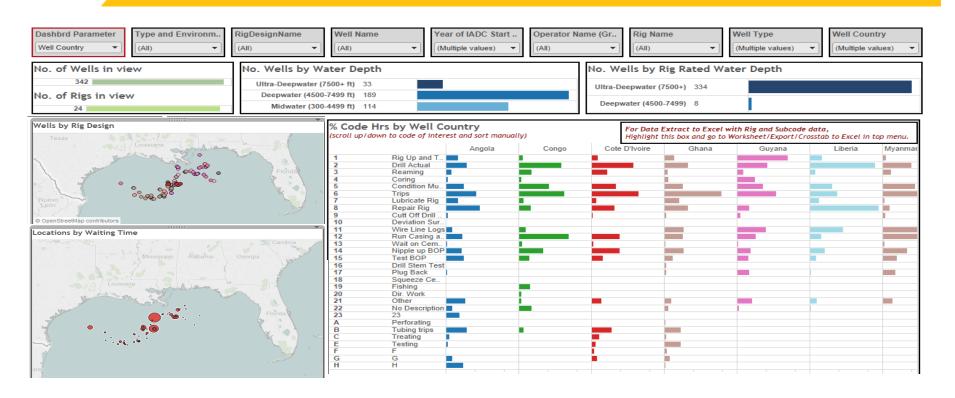








## **Using Well Data to Improve Drilling Performance**





### **Proof of Performance**



#### Polar Pioneer: Arctic Campaign (Shell)

- Drilled and logged exploration well in one summer season
- Achieved an injury and incident free drilling campaign under intense public scrutiny
- ➤ Less than 5% downtime despite remote operation

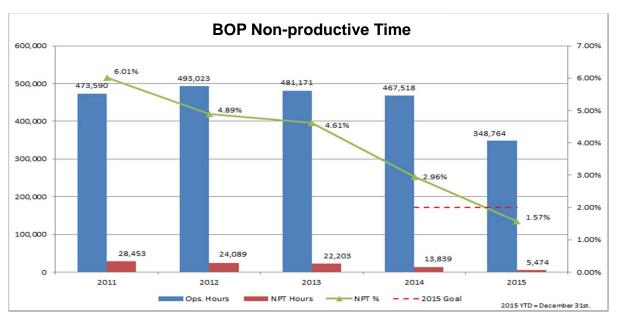
#### Transocean Spitsbergen: Gymir Campaign (Statoil)

- Highlight of Statoil "Market Day"
- > All three wells in their DW campaign beat the curve
- ➤ Gymir beat the technical limit named "The Perfect Well" by Statoil
- > Zero TRIR, 1.5% downtime





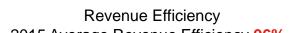
## **Improving Equipment Reliability and Uptime**

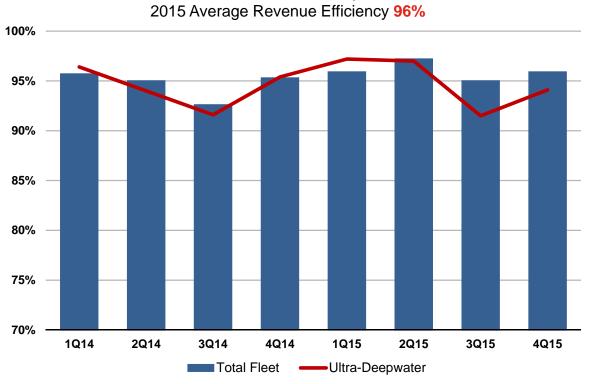


- ~75% reduction in BOP-related downtime
- Non-productive time below 2%
- Performance driven by Transocean / OEM collaboration
- Focus moves to other critical equipment



### **Proof of Performance**

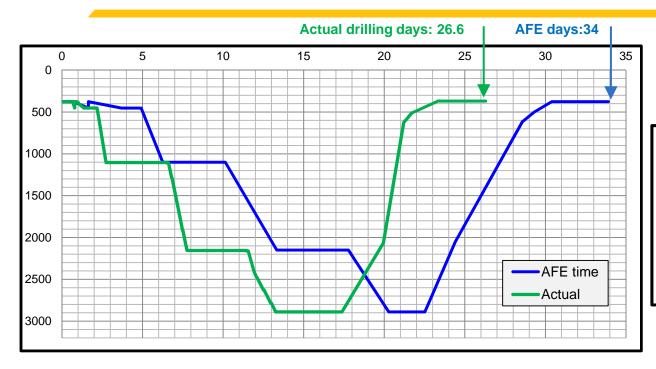




- UDW revenue efficiency averaged ~95% in 2014 and 2015
- Continued progress from current initiatives; focus on operational excellence



## **Aligning with Customers**



\$350k/d = Market rate

\$50k/d Malus applied

\$300k/d = Dayrate x [AFE/Actual]

\$384k/d = Actual rate w/ 50% bonus opportunity

(after bonus)

Contractor = \$84k/d rig bonus
(28%) - 100% SELF FUNDING

**Operator** = \$3.7M saved on well



## **Transforming Transocean**





### **Implementing Innovative Cost-Saving Solutions**

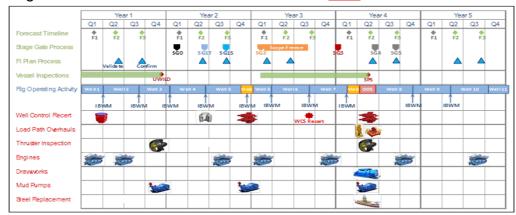
Riser Inspection and Repair Costs: Reduced 25% per joint from 2014



DP Stacking Costs: Reduced to <\$20k/day/rig

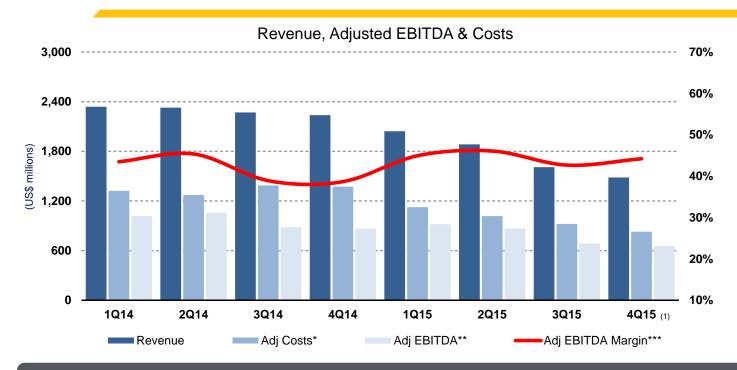


#### Rig Out of Service Time and Cost: Reduced 60% from 2013





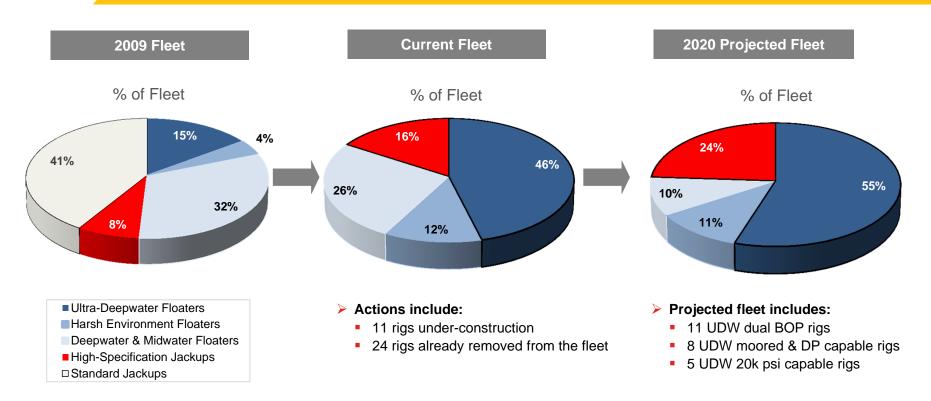
### **Proof of Performance**



Continued progress on margin improvement initiatives partially offset deteriorating market conditions



### **Improving Mix and Overall Fleet Quality**





### The Path Forward

#### > Transocean will:

- Actively manage capital structure and liquidity
- Deliver the safest, most efficient drilling services
- Continue to focus on producing strong operating results through:
  - Strengthening customer relationships
  - Delivering best-in-class uptime and revenue efficiency
  - Streamlining every element of the business
- High grade and reposition the worldwide fleet for the industry recovery



Transocean will build upon its position as the industry's leading offshore driller



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