# Cal Dive International Raymond James & Associates Institutional Investors Conference Orlando, Florida March 8, 2005



### FORWARD-LOOKING STATEMENTS



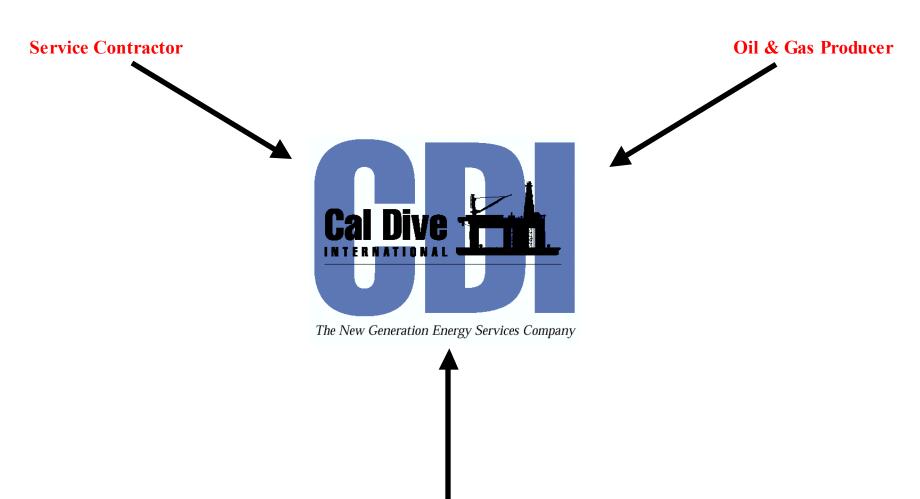
Certain statements in this presentation are "forwardlooking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Forwardlooking statements are neither statements of historical fact nor guarantees of future performance or events. Forward-looking statements involve risks assumptions that could cause actual results to vary materially from those predicted. Among other things, these include unexpected delays and operational issues associated with turnkey projects, the price of crude oil and natural gas, weather conditions in offshore markets, changes in site conditions and capital expenditures by customers. For a more complete discussion of these risk factors, see our Annual Report on Form 10-K for the year ended December 31, 2003, filed with the Securities and Exchange Commission. The Company strongly encourages participants to note that some or all of the assumptions upon which such forward-looking statements are based are beyond the Company's ability to control or estimate precisely and may in some cases be subject to rapid and material change.



# Agenda

- 1. CDI Business Model
- 2. Business Unit Growth Drivers
- 3. Financials

# Cal Dive Strategy: A New Niche Model for our Industry





# Cal Dive's Differentiation

- ➤ We change the economics from what service companies do & what producers have done
- > We sell our services direct to producers
- We partner with producers utilizing one or all of our services
- We acquire economically challenged reservoirs employing all our services to change the economics
- > CDI is a full cycle play on Energy Service



- Cyclical
- Personnel Constrained
- Competitive
- Onerous Contracting Terms / Liabilities
- Over-Supplied
- Utilization / Market Share Driven

# **Many Types of Service Contractors**



















- Upstream
- Downstream
- Asset Based
- People Based
- Product Oriented
- Service Oriented

# **CDI Historic Fit**

## Subsea Contracting – Probably toughest of all niches



- Downstream
- Over-supplied
- High Capital Assets
- People Constrained
- Service Oriented
- Utilization Driven

# Many Types of E & P Companies

#### ExonMobil

















- Prospect Generators
- > Producers
- Explorationists
- Mature Property Producers
- Developers
- Abandonment Specialists



# Historical Relationship Between Service Contractor and Producer

#### Contractors Seek

- Sell a lot of volume
- Improve/Smooth returns
- Avoid risk
- Would love a fair share of value created in reservoir

#### **Producers Seek**

- Perpetual over-supply of services
- Lower cost
- > Transfer of risk
- Retain value created in reservoir

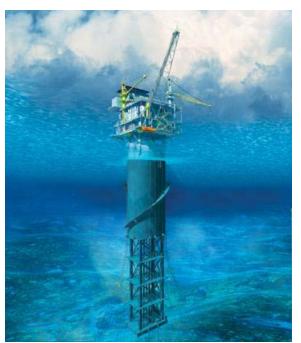




- Balance of supply & demand for services
- Equitable allocation of risk& value in reservoir
- Solution for mature & declining reservoirs
- Solution for cost effective development of small reservoirs
- More cost effective approach for deepwater reservoirs

# **Production Targets**





Mature Fields

PUDs (focus on deep marginal reservoirs)

High POS (focus on deep marginal fields)



# **Services**

**Disposable Exploration Drilling** 

Development Engineering

Tiebacks Minimal Pipelay

... Tracking

... Tie-In

Well Intervention (subsea)

**Facilities** 

Brown Field Operating

Field Operating

Abandonment

Well Service Deployment Services

Well P&A

Reservoir Assessment, and

Management

# **Production Contracting: Reservoir Equity Entry Points**

| Reservoir Phase | Risk          | Weighting  |                   |
|-----------------|---------------|------------|-------------------|
|                 |               | Risk       | <b>Entry Cost</b> |
| Exploration     | Dry Hole      | High       | Low               |
| Appraisal       | Commerciality | Decreasing | Increasing        |
| Development     | Cost/Schedule | Low        | High              |
| Operations      | Opex          | Low        | Decreasing        |
| Abandonment     | Salvage Cost  | High       | Low               |

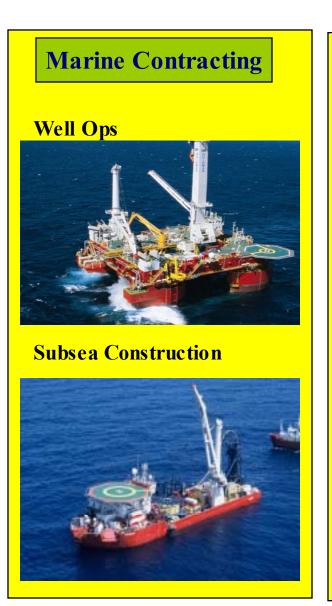


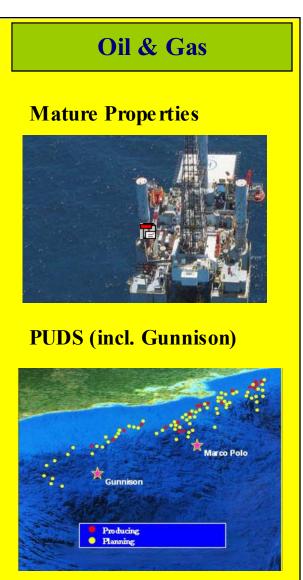
| Reservoir Phase | <u>Risk</u>   | <b>Key Cal Dive Services</b>                              |
|-----------------|---------------|---|
| Exploration     | Dry Hole      | Disposable Drilling                                       |
| Appraisal       | Commerciality | Disposable Drilling                                       |
| Development     | Cost/Schedule | Reusable Production Facilities<br>Low Cost Pipelay/Burial |
| Operations      | Opex          | Rigless Well Intervention<br>Field Operating              |
| Abandonment     | Salvage Cost  | Rigless Well P/A and Salvage                              |

# **Production Contracting: Keys to Success**

- Lower cost effective culture
- Minimal appraisal
- Minimal engineering
- Early production
- Reusable development assets
- New application of proven technologies
- Production enhancement record
- Abandonment management
- > Full cycle smooth cash flow

# Cal Dive Business Model: Three Business Segments







# **Marine Contracting – 2005 Growth Drivers (1)**



#### **Well Operations**

- Increasing drill rig utilization and rates
- Increasing number of subsea tree orders and deployments.
- Increased demand in Norwegian North Sea
- ➤ Tender for dedicated Norwegian vessel
- Hurricane Ivan generated some short term subsea well abandonment work

# Marine Contracting – 2005 Growth Drivers (2)





#### **Subsea Construction**

- Increasing volume of tie back reservoir projects
- ➤ Increasing activity levels in international areas
- ➤ Impact of \$ / Euro exchange rate on foreign competition
- Increasing volume of pipeline burial projects
- ➤ Increased levels of natural gas drilling

## Oil and Gas Production: 2005 Growth Drivers



- ➤ Increasing number of PUD opportunities as HUB facilities are deployed in Gulf of Mexico (GOM)
- ➤ Opportunities for mature property deals possible as several independent E&P companies have divestment plans.
- ➤ International areas opening up for our model e.g. North Sea
- ➤ Reserve enhancement on existing properties
- Participation in "High Probability" exploration prospects

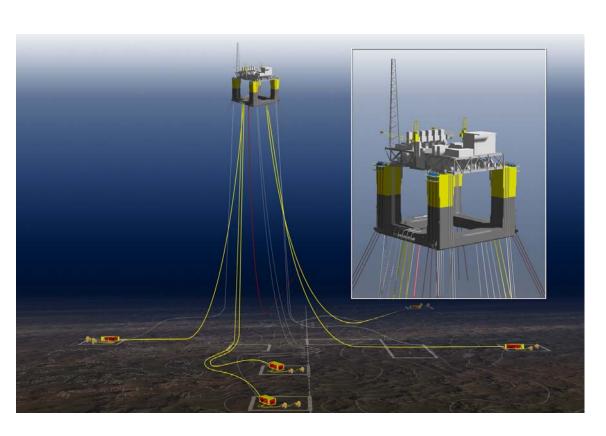
#### **Production Facilities: Outlook**



#### Marco Polo

- ➤ Jointly owned (50%) with Enterprise P.P.
- Commenced production in mid-2004 from *Marco Polo* reservoir.
- ➤ K2/K2 North will be brought on stream during 2005
- Full year of production from all three reservoirs will further boost to earnings in 2006

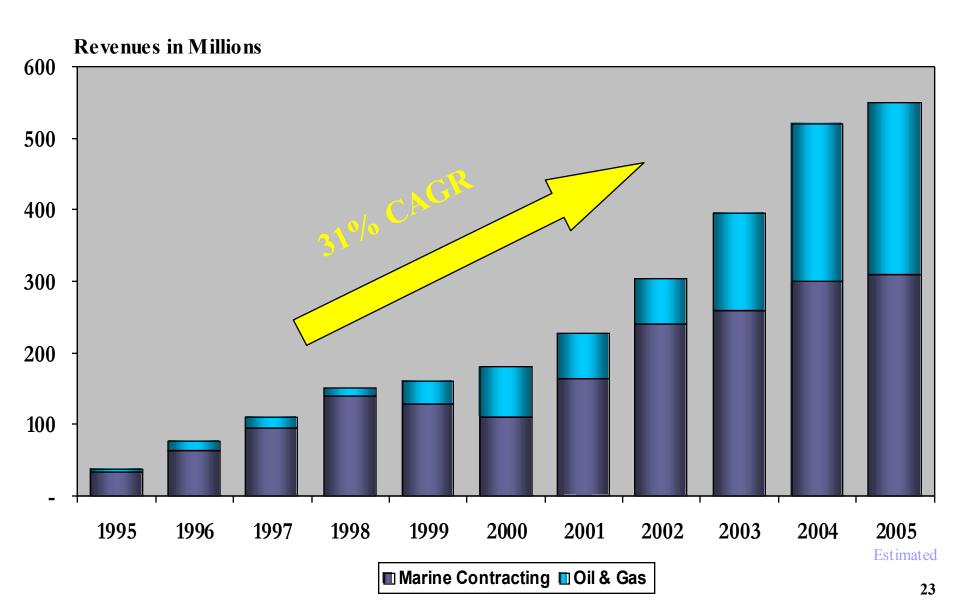
#### **Production Facilities: Outlook**



#### **Independence HUB**

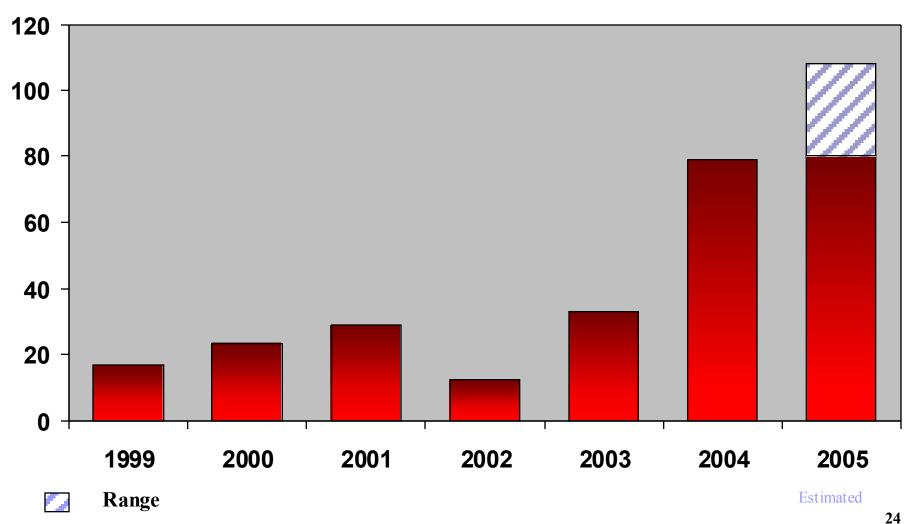
- ➤ Jointly owned (20%) with Enterprise P.P.
- Project is in build phaseand will be deployed in MC920
- ➤ Mechanical completion due in late 2006
- First production expected in early 2007
- ➤ We see good opportunities for both associated construction work and PUD acquisitions in the surrounding area.

# Significant Top Line Growth

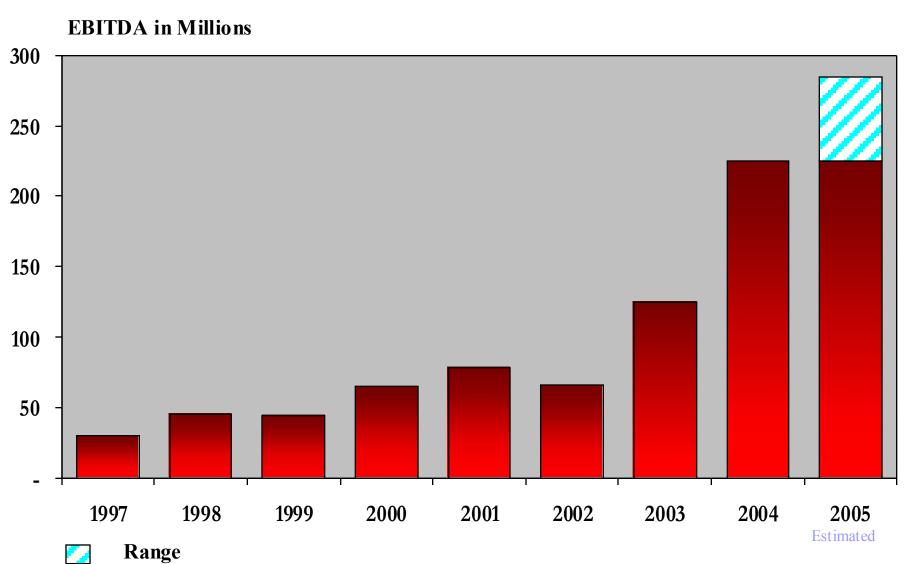


# Record Earnings in 2004 and 2005

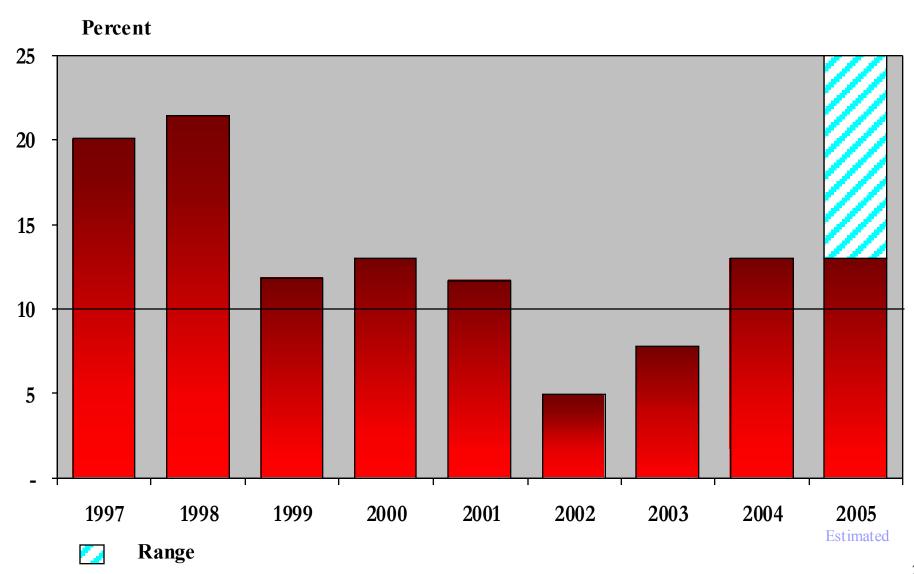
#### **Net Income in Millions**



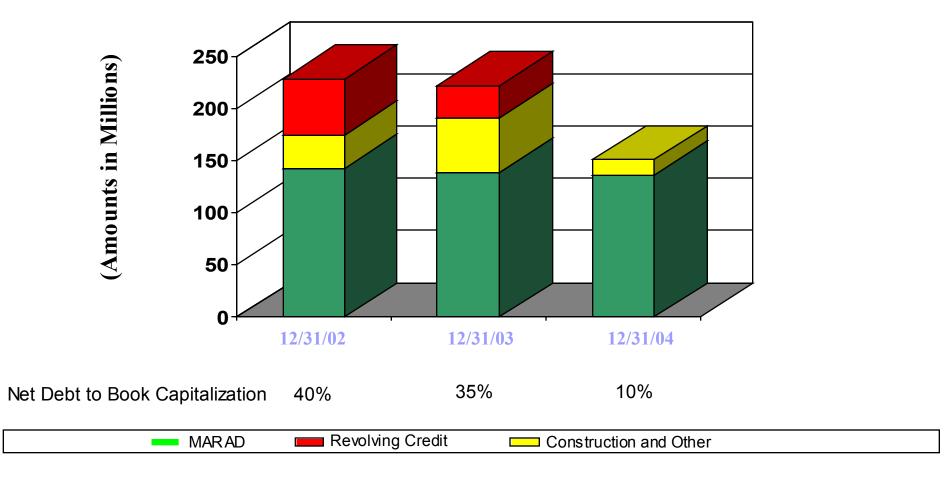
# **Significant Cash Generation**



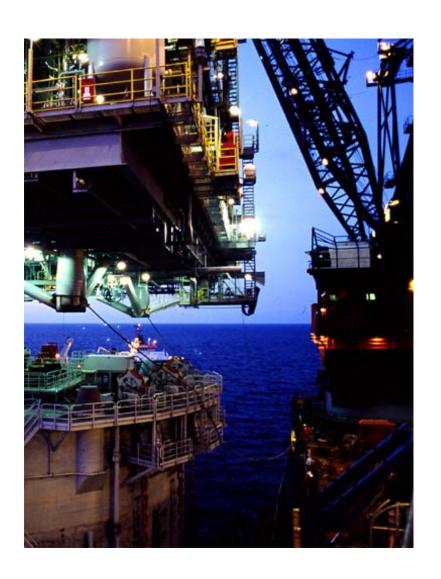
# **CDI Goal: 10% - 15% ROCI**



# **Long Term Debt**



# **2004 Report Card**



|             | Goals                           | Status    |
|-------------|---------------------------------|-----------|
| Mai         | rine Contracting                |           |
| >           | 2% Margin improvement           | $\sqrt{}$ |
| >           | Reduce Direct Cost \$10 million | $\sqrt{}$ |
| Oil         | & Gas                           |           |
| >           | 40 BCFe of Production           | $\sqrt{}$ |
| >           | PUD acquisition in GOM          | $\sqrt{}$ |
| >           | Mature production acquisition   | X         |
| Pro         | duction Facilities              |           |
| >           | One new Gateway deal            | $\sqrt{}$ |
| Fin         | <u>ancial</u>                   |           |
| >           | Flexible credit structure       | $\sqrt{}$ |
| >           | No equity dilution              | $\sqrt{}$ |
| >           | Earnings > \$1.30/Share         | $\sqrt{}$ |
| Safe        | <u>ety</u>                      |           |
| <b>&gt;</b> | TRIR below 2:00                 | $\sqrt{}$ |

# 2005 Objectives



#### Goals

#### **Marine Contracting**

- ➤ Revenues: \$300 330 million
- ➤ Margins: 13% 15%

#### Oil and Gas

- $\rightarrow$  40 45 BCFe of production
- > PUD acquisition
- > Mature property acquisition

#### **Production Facilities**

- ➤ Equity earnings: \$22 27 million
- Start up of production from K2/K2N
- Identify and progress next opportunity

#### **Financial**

- Earnings in range \$2.00 \$2.70/share
- No equity dilution

#### **Safety**

> TRIR below 1.8