

Paris, November 3, 2016

## BOURBON Financial information Q3 and 9 months 2016

**Adjusted revenues for the first 9 months amounted to €858.2 million, down 22.2%;  
 3<sup>rd</sup> quarter adjusted revenues were down 9% compared with previous quarter**

As anticipated, the offshore oil and gas marine services market is hitting a low point in the second half of 2016.

- The decrease of 4.5 points in fleet utilization rates compared with the previous quarter, to 59.7%, was primarily due to the slowdown in activity in the Shallow and Deepwater offshore segments.
- The number of stacked vessels at end-September, excluding Crew boats, was 85 vessels.
- Prices remained stable compared with the previous quarter, but have decreased by 15% year-on-year.
- The current quarter is expected to see comparable performances, with a slight improvement in the Subsea and Crew boat segments, and activity remaining challenging in Shallow and Deepwater offshore.

	Q3 2016	Q2 2016	Q1 2016	Q4 2015	Q3 2015	Q2 2015	Q1 2015
<b>Adjusted revenues</b> (in € millions)	<b>259.1</b>	284.7	314.5	334.2	344.1	375.2	383.6
<i>Sequential change</i>	<i>-9.0%</i>	<i>-9.5%</i>	<i>-5.9%</i>	<i>-2.9%</i>	<i>-8.3%</i>	<i>-2.2%</i>	
Average utilization rate (excl. Crew boats)	<b>58.3%</b>	64.5%	71.7%	76.7%	76.0 %	79.5%	84.3%
Deepwater offshore vessels	66.4%	69.7%	77.2 %	82.6 %	79.8 %	84.0 %	86.0 %
Shallow water offshore vessels	53.1%	62.5 %	71.3 %	76.5 %	75.5 %	78.3 %	84.5 %
Subsea	57.0%	56.0 %	52.3 %	54.0 %	64.3 %	70.2 %	75.9 %
Average daily rate (excl Crew boats US\$/d)	<b>15,260</b>	15,265	16,299	16,809	17,858	18,640	19,301

*“The expectations of a potential rebalancing of oil supply and demand in 2017 on account of the sharp drop in investment by oil companies, as well as the search for agreements between producer countries, may mark the start of a recovery in activity”, declared Jacques de Chateauvieux, Chairman and Chief Executive Officer of BOURBON Corporation.*

*“In this perspective, BOURBON is focusing on operational excellence and cost control, with a long-term vision where the benefits of the digital revolution could prove decisive.”*

	Quarter				9 months		
	Q3 2016	Q3 2015	Var 2016/ 2015	Q2 2016	2016	2015	Var 2016/ 2015
<i>In € millions, unless otherwise noted</i>							
<b>Operational indicators</b>							
Number of vessels (FTE)*	<b>513.0</b>	502.8	+2.0%	511.2	<b>511.9</b>	501.3	+2.1%
Number of vessels (end of period)**	<b>514</b>	507	+ 7 vessels	513	<b>514</b>	507	+ 7 vessels
Average utilization rate (%)	<b>59.7%</b>	73.7%	-14 pts	64.2%	<b>64.4%</b>	76.6%	-12.2 pts
Average daily rate (US\$/day)	<b>9,494</b>	11,167	-15.0%	9,627	<b>9,829</b>	11,632	-15.5%

(\*) FTE: Full Time Equivalent.

(\*\*) Vessels operated by BOURBON (including vessels owned or on bareboat charter).

<b>Adjusted Revenues <sup>(a)</sup></b>							
Marine Services	<b>203.2</b>	279.0	-27.2%	218.5	<b>681.1</b>	891.0	-23.6%
Deepwater offshore vessels	81.4	101.9	-20.1%	84.2	264.2	325.3	-18.8%
Shallow water offshore vessels	60.9	107.2	-43.1%	73.6	229.1	346.7	-33.9%
Crew boats	60.8	69.9	-13.0%	60.7	187.8	219.0	-14.2%
Subsea Services	<b>50.0</b>	61.0	-18.0%	60.9	<b>160.8</b>	199.0	-19.2%
Other	<b>5.9</b>	4.1	+43.6%	5.3	<b>16.3</b>	12.9	+25.8%
<b>Total adjusted revenues</b>	<b>259.1</b>	344.1	-24.7%	284.7	<b>858.2</b>	1,102.9	-22.2%
<i>(change at constant rates)</i>			<i>-26.2 %</i>				<i>-21.7%</i>
IFRS 11 impact***	<b>(19.4)</b>	(23.8)	n/s	(20.1)	<b>(62.0)</b>	(81.4)	n/s
<b>GROUP TOTAL</b>	<b>239.7</b>	320.2	-25.2%	264.6	<b>796.2</b>	1,021.6	-22.1%

(\*\*\*) Effect of consolidation of jointly controlled companies using the equity method.

Average utilization rate (excl. Crew boats)	<b>58.3%</b>	76.0%	-17.7 pts	64.5%	<b>64.8%</b>	79.8%	-15.0 pts
Average daily rate (excl. Crew boats US\$/d)	<b>15,260</b>	17,858	-14.5%	15,265	<b>15,626</b>	18,599	-16.0%

**(a) Adjusted data:**

The adjusted financial information is presented by Activity and by Segment based on the internal reporting system and shows internal segment information used by the principal operating decision maker to manage and measure the performance of BOURBON (IFRS 8). As of January 1, 2015, the internal reporting (and thus the adjusted financial information) records the performance of operational joint ventures on which the group has joint control using the full integration method. Adjusted comparative figures are restated accordingly.

## MARINE SERVICES

	Quarter				9 months		
	Q3 2016	Q3 2015	Var 2016/ 2015	Q2 2016	2016	2015	Var 2016/ 2015
<b>Adjusted Revenues</b> (in € millions)	<b>203.2</b>	279.0	-27.2%	218.5	<b>681.1</b>	891.0	-23.6%
Number of vessels (end of period)*	<b>491</b>	484	+ 7 vessels	490	<b>491</b>	484	+ 7 vessels
Average utilization rate	<b>59.9%</b>	74.1%	-14.2 pts	64.5%	<b>64.9%</b>	76.9%	-12.0 pts

\* Vessels operated by BOURBON (including vessels owned or on bareboat charter).

Adjusted revenues continue to suffer from the decrease in demand in both Deepwater and Shallow water offshore. This is amplified by vessel overcapacity in these two segments. In contrast, the Crew boats segment is proving robust.

### Marine Services: Deepwater offshore vessels

	Quarter				9 months		
	Q3 2016	Q3 2015	Var 2016/ 2015	Q2 2016	2016	2015	Var 2016/ 2015
<b>Adjusted Revenues</b> (in € millions)	<b>81.4</b>	101.9	-20.1%	84.2	<b>264.2</b>	325.3	-18.8%
Number of vessels (end of period)*	<b>89</b>	86	+3 vessels	89	<b>89</b>	86	+ 3 vessels
Average utilization rate	<b>66.4%</b>	79.8%	-13.4 pts	69.7%	<b>71.0%</b>	83.1%	-12.1 pts
Average daily rate (US\$/day)	<b>16,492</b>	19,518	-15.5%	16,537	<b>16,939</b>	20,543	-17.5%

\* Vessels operated by BOURBON (including vessels owned or on bareboat charter).

Adjusted 3<sup>rd</sup> quarter revenues in the Deepwater offshore segment resisted from one quarter to the next, in particular thanks to higher utilization and daily rates in the Europe/MMI and Americas regions. West Africa area continued to suffer from a very tense market. BOURBON accordingly continued its proactive cost reduction measures, stacking up to 22 vessels in the 3<sup>rd</sup> quarter.

### Marine Services: Shallow water offshore vessels

	Quarter				9 months		
	Q3 2016	Q3 2015	Var 2016/ 2015	Q2 2016	2016	2015	Var 2016/ 2015
<b>Adjusted Revenues</b> (in € millions)	<b>60.9</b>	107.2	-43.1%	73.6	<b>229.1</b>	346.7	-33.9%
Number of vessels (end of period)*	<b>133</b>	134	-1 vessel	133	<b>133</b>	134	-1 vessel
Average utilization rate	<b>53.1%</b>	75.5%	-22.4 pts	62.5%	<b>62.3%</b>	79.4%	-17.1 pts
Average daily rate (in US\$/day)	<b>10,365</b>	12,880	-19.5%	10,712	<b>11,061</b>	13,457	-17.8%

\* Vessels operated by BOURBON (including vessels owned or on bareboat charter).

Third quarter revenues were hit by a market that deteriorated severely particularly in this segment (-9.4 pts in utilization rates compared with the previous quarter) and especially in West Africa, in addition to the region's annual seasonal effect during this period. The Europe/MMI region benefited from long-term contracts, notably in Egypt and Saudi Arabia.

BOURBON continued to adapt its costs to market conditions over the quarter, stacking up to 59 vessels.

## Marine Services: Crew boat vessels

	Quarter				9 months		
	Q3 2016	Q3 2015	Var 2016/ 2015	Q2 2016	2016	2015	Var 2016/ 2015
<b>Adjusted Revenues</b> (in € millions)	<b>60.8</b>	69.9	-13.0%	60.7	<b>187.8</b>	219.0	-14.2%
Number of vessels (end of period)	<b>269</b>	264	+ 5 vessels	268	<b>269</b>	264	+ 5 vessels
Average utilization rate	<b>61.1%</b>	71.5%	-10.4 pts	63.8%	<b>64.1%</b>	73.6%	-9.5 pts
Average daily rate (in US\$/day)	<b>4,473</b>	4,632	-3.4%	4,405	<b>4,477</b>	4,771	-6.2%

Adjusted revenues in the Crew boats segment rose slightly compared with the previous quarter, with heightened demand for large Crew boats representing an economic alternative to transport by helicopter. This is the only segment to see average daily rates increase slightly.

## SUBSEA SERVICES

	Quarter				9 months		
	Q3 2016	Q3 2015	Var 2016/ 2015	Q2 2016	2016	2015	Var 2016/ 2015
<b>Adjusted Revenues</b> (in € millions)	<b>50.0</b>	61.0	-18.0%	60.9	<b>160.8</b>	199.0	-19.2%
Number of vessels (end of period)*	<b>22</b>	22	No change	22	<b>22</b>	22	No change
Average utilization rate	<b>57.0%</b>	64.3%	-7.3 pts	56.0%	<b>55.1%</b>	70.1%	-15 pts
Average daily rate (in US\$/day)	<b>37,182</b>	47,657	-22.0%	39,583	<b>40,001</b>	48,679	-17.8%

\* Vessels operated by BOURBON (including vessels owned or on bareboat charter).

Adjusted revenues remained down, with 6 vessels being stacked in the 3<sup>rd</sup> quarter. The 1-point improvement in the utilization rate compared with the previous quarter reflects BOURBON's proactive strategy of entering new Shallow water offshore markets thanks to its partners' network, in particular in East Asia, where 2 Bourbon Evolution vessels are now operating. BOURBON is continuing its strategy of diversification by extending its range of services: installation/laying, inspection & assistance, ROV, diving support, well stimulation, flotels, etc.

## OTHER

	Quarter				9 months		
	Q3 2016	Q3 2015	Var 2016/ 2015	Q2 2016	2016	2015	Var 2016/ 2015
<b>Adjusted Revenues</b> (in € millions)	<b>5.9</b>	4.1	+43.6%	5.3	<b>16.3</b>	12.9	+25.8%

Activities included are those that do not fit into either Marine Services or Subsea Services. Making up the majority of the total are earnings from such items as miscellaneous ship management activities, logistics as well as from the cement carrier Endeavor.

## **OUTLOOK**

In a context marked by the upward revision of the demand for oil in 2017, inventory stagnation and an offering that is expected to contract, given the reduction in investment over the past two years, we are seeing signs of a return to growth, albeit with a time lag.

Clients are going to increase maintenance operations on installations and embark on projects to extend existing facilities.

In the first half of 2017, the impact on our Deepwater and Shallow water offshore supply vessel segments will be very limited, with drilling activity remaining at very low levels; however, this impact will in all likelihood be more visible in our Crew boat and Subsea/ maintenance support activities from early 2017.

BOURBON is therefore continuing its efforts to streamline operations reduce costs and preserve cash, with the same objective of "operational excellence".

## **ADDITIONAL INFORMATION**

BOURBON's results will continue to be influenced by the €/US\$ exchange rate.

## **FINANCIAL CALENDAR**

4<sup>th</sup> Quarter 2016 & full year 2016 financial information press release

February 9, 2017

2016 Annual Results press release and presentation

March, 16 2017

## APPENDIX

### Quarterly adjusted revenue breakdown

	2016			2015			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
<i>In millions of euros</i>							
Marine Services	203.2	218.5	259.5	275.7	279.0	299.8	312.2
<i>Deepwater offshore vessels</i>	81.4	84.2	98.6	106.1	101.9	109.6	113.8
<i>Shallow water offshore vessels</i>	60.9	73.6	94.6	103.0	107.2	116.1	123.5
<i>Crew boats</i>	60.8	60.7	66.3	66.6	69.9	74.2	74.9
Subsea Services	50.0	60.9	50.0	53.3	61.0	70.9	67.1
Other	5.9	5.3	5.0	5.2	4.1	4.5	4.3
<b>Total adjusted revenues</b>	<b>259.1</b>	<b>284.7</b>	<b>314.5</b>	<b>334.2</b>	<b>344.1</b>	<b>375.2</b>	<b>383.6</b>
Adjustments*	(19.4)	(20.1)	(22.5)	(26.1)	(23.8)	(30.1)	(27.4)
<b>TOTAL CONSOLIDATED**</b>	<b>239.7</b>	<b>264.6</b>	<b>292.0</b>	<b>308.1</b>	<b>320.2</b>	<b>345.1</b>	<b>356.3</b>

\* Effect of consolidation of joint ventures using the equity method.

### Quarterly average utilization rates for the BOURBON offshore fleet

	2016			2015			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
<i>In %</i>							
Marine Services	59.9	64.5	70.3	73.0	74.1	77.4	79.2
<i>Deepwater offshore vessels</i>	66.4	69.7	77.2	82.6	79.8	84.0	86.0
<i>Shallow water offshore vessels</i>	53.1	62.5	71.3	76.5	75.5	78.3	84.5
<i>Crew boats</i>	61.1	63.8	67.5	68.0	71.5	75.0	74.4
Subsea Services	57.0	56.0	52.3	54.0	64.3	70.2	75.9
<b>"Total fleet excluding Crew boats"</b>	<b>58.3</b>	<b>64.5</b>	<b>71.7</b>	<b>76.7</b>	<b>76.0</b>	<b>79.5</b>	<b>84.3</b>
<b>"Total fleet" average utilization rate</b>	<b>59.7</b>	<b>64.2</b>	<b>69.5</b>	<b>72.1</b>	<b>73.7</b>	<b>77.1</b>	<b>79.1</b>

### Quarterly average daily rates for the BOURBON offshore fleet

	2016			2015			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
<i>In US\$/day</i>							
Deepwater offshore vessels	16,492	16,537	17,630	18,360	19,518	20,286	21,942
Shallow water offshore vessels	10,365	10,712	11,967	12,205	12,880	13,507	13,882
Crew boats	4,473	4,405	4,538	4,530	4,632	4,732	4,934
Subsea Services	37,182	39,583	44,119	47,232	47,657	48,847	50,118
<b>"Total fleet excluding Crew boats" average daily</b>	<b>15,260</b>	<b>15,265</b>	<b>16,299</b>	<b>16,809</b>	<b>17,858</b>	<b>18,640</b>	<b>19,301</b>

### Quarterly number of vessels (end of period)

*In number of vessels\**

	2016			2015			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Marine Services	491	490	492	488	484	483	479
<i>Deepwater offshore vessels</i>	89	89	89	88	86	82	79
<i>Shallow water offshore vessels</i>	133	133	133	133	134	138	138
<i>Crew boats</i>	269	268	270	267	264	263	262
Subsea Services	22	22	22	22	22	22	21
<b>FLEET TOTAL</b>	<b>513</b>	<b>512</b>	<b>514</b>	<b>510</b>	<b>506</b>	<b>505</b>	<b>500</b>

\* Vessels operated by BOURBON (including vessels owned or on bareboat charter).

### Quarterly deliveries of vessels

*In number of vessels*

	2016			2015			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Marine Services	1	0	4	5	6	4	0
<i>Deepwater offshore vessels</i>	0	0	1	2	4	3	0
<i>Shallow water offshore vessels</i>	0	0	0	0	0	0	0
<i>Crew boats</i>	1	0	3	3	2	1	0
Subsea Services	0	0	0	0	0	1	0
<b>FLEET TOTAL</b>	<b>1</b>	<b>0</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>5</b>	<b>0</b>

### Nine months adjusted revenue breakdown

*In millions of euros*

	9 months	
	2016	2015
Marine Services	681.1	891.0
<i>Deepwater offshore vessels</i>	264.2	325.3
<i>Shallow water offshore vessels</i>	229.1	346.7
<i>Crew boats</i>	187.8	219.0
Subsea Services	160.8	199.0
Other	16.3	12.9
<b>Total adjusted revenues</b>	<b>858.2</b>	<b>1,102.9</b>
Adjustments*	(62.0)	(81.4)
<b>TOTAL CONSOLIDATED**</b>	<b>796.2</b>	<b>1,021.6</b>

\* Effect of consolidation of joint ventures using the equity method.

### Nine month average utilization rates for the BOURBON offshore fleet

In %

Marine Services
<i>Deepwater offshore vessels</i>
<i>Shallow water offshore vessels</i>
<i>Crew boats</i>
Subsea Services
<b>"Total fleet excluding Crew boats"</b>
<b>"Total fleet" average utilization rate</b>

9 months	
2016	2015
64.9	76.9
71.0	83.1
62.3	79.4
64.1	73.6
55.1	70.1
<b>64,8</b>	<b>79.8</b>
<b>64,4</b>	<b>76.6</b>

### Nine month average daily rates for the BOURBON offshore fleet

In US\$/day

Deepwater offshore vessels
Shallow water offshore vessels
Crew boats
Subsea Services
<b>"Total fleet excluding Crew boats" average daily rate</b>

9 months	
2016	2015
16,939	20,543
11,061	13,457
4,477	4,771
40,001	48,679
<b>15,626</b>	<b>18,599</b>

### Nine month deliveries of vessels

In number of vessels

Marine Services
<i>Deepwater Offshore vessels</i>
<i>Shallow water Offshore</i>
<i>Crew boats</i>
Subsea Services
<b>FLEET TOTAL</b>

9 months	
2016	2015
5	10
1	7
0	0
4	3
0	1
<b>5</b>	<b>11</b>

### Breakdown of BOURBON adjusted revenues by geographical region

In millions of euros

	Third quarter			9 months		
	Q3 2016	Q3 2015	Change	2016	2015	Change
Africa	131.0	188.7	-30.6%	480.4	621.0	-22.6%
Europe & Mediterranean/Middle East	45.7	53.2	-14.1%	116.3	169.5	-31.4%
Americas	52.9	68.1	-22.3%	171.2	201.2	-14.9%
Asia	29.5	34.1	-13.5%	90.3	111.2	-18.8%



## Other key indicators

### Quarterly breakdown

	2016			2015			
	Q3	Q2	Q1	Q4	Q3	Q2	Q1
Average €/US\$ exchange rate for the quarter (in €)	1.12	1.13	1.10	1.10	1.11	1.11	1.13
€/US\$ exchange rate at closing (in €)	1.12	1.11	1.14	1.09	1.12	1.12	1.08
Average price of Brent for the quarter (in US\$/bbl)	46	46	34	44	50	62	54

### Nine month breakdown

	9 months	
	2016	2015
Average nine month €/US\$ exchange rate (in €)	1.12	1.11
€/US\$ exchange rate at closing (in €)	1.12	1.12
Average nine month price of Brent (in US\$/bbl)	42	55

## **ABOUT BOURBON**

*Among the market leaders in marine services for offshore oil & gas, BOURBON offers the most demanding oil & gas companies a wide range of marine services, both surface and sub-surface, for offshore oil & gas fields and wind farms. These extensive services rely on a broad range of the latest-generation vessels and the expertise of almost 10,000 skilled employees. Through its 34 operating subsidiaries the group provides local services as close as possible to customers and their operations throughout the world, of the highest standards of service and safety.*

*BOURBON provides two operating Activities (Marine Services and Subsea Services) and also protects the French coastline for the French Navy.*

*In 2015, BOURBON'S revenue came to €1,329.6 million and as of September 30, 2016, the company operated a fleet of 514 vessels.*

*Placed by ICB (Industry Classification Benchmark) in the "Oil Services" sector, BOURBON is listed on the Euronext Paris, Compartment B.*

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