

First quarter FY17 earnings presentation Bristow Group Inc.

= Bristow

### Forward-looking statements

Statements contained in this presentation regarding the Company's or management's intentions, hopes, beliefs, expectations or predictions of the future are forward-looking statements. These forward-looking statements include statements regarding earnings guidance and earnings growth, expected contract revenue, capital deployment strategy, operational and capital performance, impact of new contracts, cost reduction initiatives, capex deferral, shareholder return, liquidity, market and industry conditions. It is important to note that the Company's actual results could differ materially from those projected in such forward-looking statements. Risks and uncertainties include, without limitation: fluctuations in the demand for our services; fluctuations in worldwide prices of and supply and demand for oil and natural gas; fluctuations in levels of oil and natural gas production, exploration and development activities; the impact of competition; actions by clients and suppliers; the risk of reductions in spending on helicopter services by governmental agencies; changes in tax and other laws and regulations; changes in foreign exchange rates and controls; risks associated with international operations; operating risks inherent in our business, including the possibility of declining safety performance; general economic conditions including the capital and credit markets; our ability to obtain financing; the risk of grounding of segments of our fleet for extended periods of time or indefinitely; our ability to re-deploy our aircraft to regions with greater demand; our ability to acquire additional aircraft and dispose of older aircraft through sales into the aftermarket; the possibility that we do not achieve the anticipated benefit of our fleet investment and Operational Excellence programs; availability of employees with the necessary skills; and political instability, war or acts of terrorism in any of the countries in which we operate. Additional information concerning factors that could cause actual results to differ materially from those in the forward-looking statements is contained from time to time in the Company's SEC filings, including but not limited to the Company's annual report on Form 10-K for the fiscal year ended March 31, 2016 and quarterly report on Form 10-Q for the three months ended June 30, 2016. Bristow Group Inc. disclaims any intention or obligation to revise any forward-looking statements, including financial estimates, whether as a result of new information, future events or otherwise.



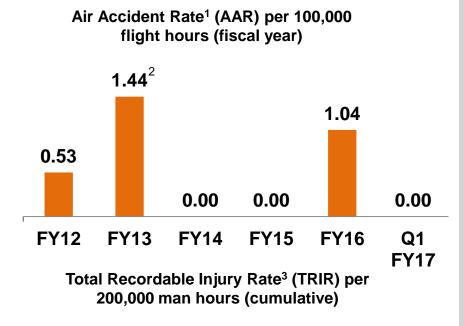


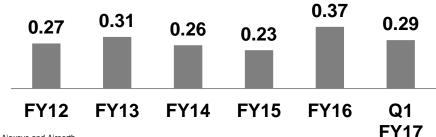
# **Executive summary and safety review**



### Q1 FY17 operational safety review

- Heightened focus on safety performance is yielding positive results
- Significant improvement in our HSE performance in fixed-wing and SAR operations
- Continued leadership in safety recognized through industry safety awards
- Excellent collaboration through HeliOffshore to address H225 grounding and other industry reliability and resiliency issues







<sup>2)</sup> FY13 AAR of 0.96 amended to include confirmed NAIB accident classification for 5N-BFF accident in October 2012

<sup>3)</sup> TRIR beginning in FY15 includes consolidated commercial operations, corporate, Bristow Academy, Eastern Airways, and Airnorth employees







### Market overview and outlook

- Bristow operating revenue impacted by 27% drop in year over year oil and gas revenue; down 1% sequentially from Q4
  - Asia Pacific and U.S. GoM markets were challenged by reductions in utilization and completion of contracts
  - Bristow is capitalizing on our global S-92 fleet to service critical needs for new and existing clients worldwide
- The June 2016 quarter oil and gas results are indicative of the next three quarters' expected performance with upside from cost reduction initiatives offset by foreign currency exchange rate depreciation
- Improving our liquidity through:
  - Finalizing deferral of ~\$95 million of oil and gas aircraft capex
  - Pursuing prudent financing alternatives to bridge liquidity; SAR assets remain attractive financing sources of capital
- Upside from new contract wins and full U.K. SAR contribution expected to begin to impact results in FY18



# FX headwinds intensify due to Brexit; minimal impact from Nigerian naira

- Brexit is not expected to have any operational impact on our North Sea business
- The depreciation of the GBP in late June had limited impact on our Q1 FY17 operating results as the change occurred late in the quarter
- If the USD/GBP rate persists at the June 30 level for the remainder of FY17, the translation of our GBP denominated operating results would decrease adjusted EBITDAR by ~\$15 - 20 million
- Q1 FY17 adjusted EBITDAR was negatively impacted by \$6.3 million of balance sheet FX revaluations, predominately GBP
- The devaluation of the Nigerian naira had a minimal impact on our Q1 FY17 results



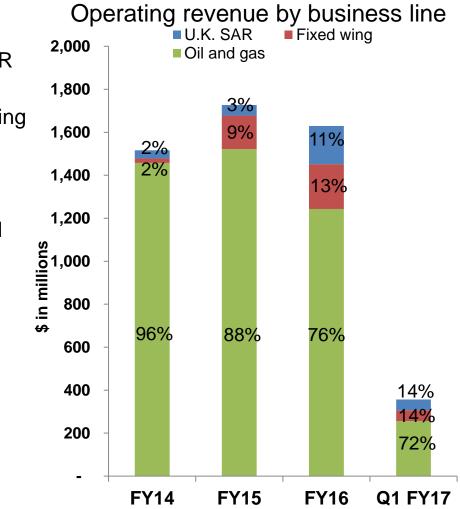
# Oil and gas rotary revenue declines are partially offset by U.K. SAR and fixed wing contribution

#### Oil and gas:

- Five LACE renewal for five years in ECR beginning Q1 FY18
- 1½ LACE for five years in ECR beginning Q3 FY17
- Two LACE on short term contracts in Norway
- Ending of several contracts in AMR and APR LACE rate reduction

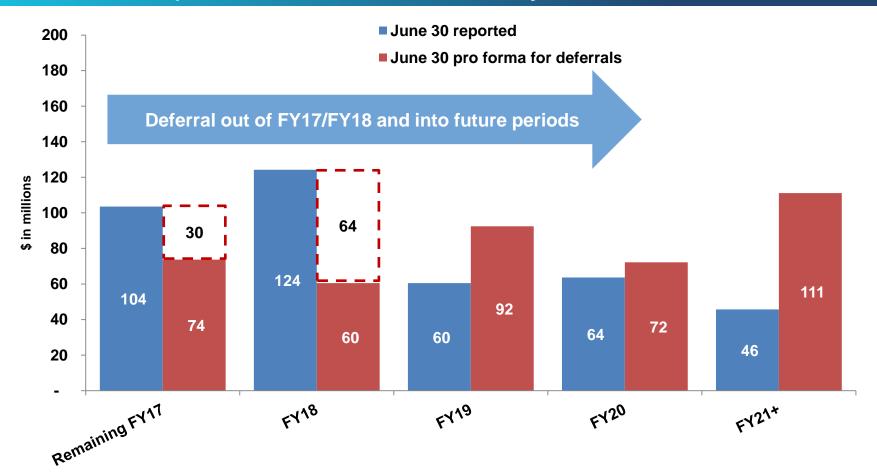
#### SAR:

- U.K. SAR continues to perform as expected with only ~\$115 million of capital spend remaining as of today
- Began offering oil and gas SAR service in Nigeria with one AW139
- Fixed wing: addition of new routes in both Airnorth and Eastern





# Anticipated deferral of ~\$95 million of oil and gas aircraft capex into FY19 and beyond



- We are finalizing an over 40% reduction in aircraft capital expenditures in FY17 and FY18
- We sold six aircraft and other assets for total proceeds of ~\$12 million in Q1 FY17





### Updated FY17 guidance

FY17 guidance as of June 30, 2016 <sup>1</sup>						
U.K. SAR	Revenue	~\$195M - \$225M		G&A expense		
U.N. SAIN	EBITDAR <sup>2</sup>	~\$85M - \$105M		Depreciation expen		
Footown	Revenue	~\$120M - \$135M		Rent expense		
Eastern	EBITDAR <sup>2</sup>	~\$15M - \$20M		Interest expense		
Airnorth	Revenue	~\$70M - \$85M		Non-aircraft capex		
Aimorth	EBITDAR <sup>2</sup>	~\$15M - \$20M				

5 di 15 5 5 , 2 5 1 5					
~\$195M - \$215M					
~\$110M - \$130M					
~\$215M - \$225M					
~\$35M - \$45M					
~\$50M annually					

- U.K. SAR guidance lowered as a result of GBP depreciation
- Tax rate, when adjusted for discrete items, is dependent on earnings mix between higher and lower tax rate jurisdictions; our tax strategy is proven and fully compliant with all relevant jurisdictional authorities









# Bristow has proven resources to survive this downturn as a global sector leader

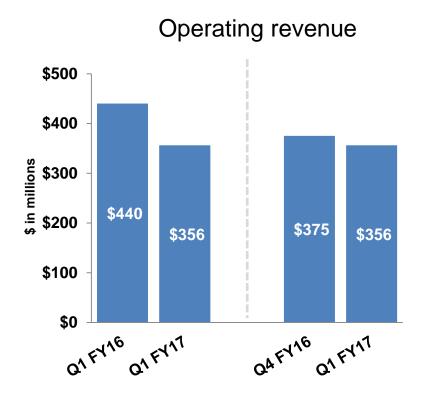
- Primary focus remains on reinforcing Target Zero programs and improving safety performance
- The P&L impact of the GBP depreciation will be realized in future periods if the USD/GBP rate remains at current levels or depreciates further
- The June 2016 quarter oil and gas results are expected to be indicative of the next three quarters' expected performance with upside from cost reduction initiatives offset by foreign currency exchange rate depreciation
- Bristow has the tools to survive this downturn as a global sector leader
  - We have been successful in improving liquidity through deferring/cancelling capex and opex reductions
  - Covenant relief continues to provide us with ample flexibility
  - Multiple financing options anchored by our mostly unsecured U.K. SAR assets and global owned fleet with ~\$2.0 billion estimated value



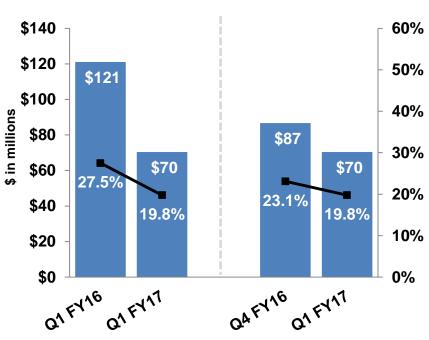
# **Operational highlights**



### Q1 FY17 highlights

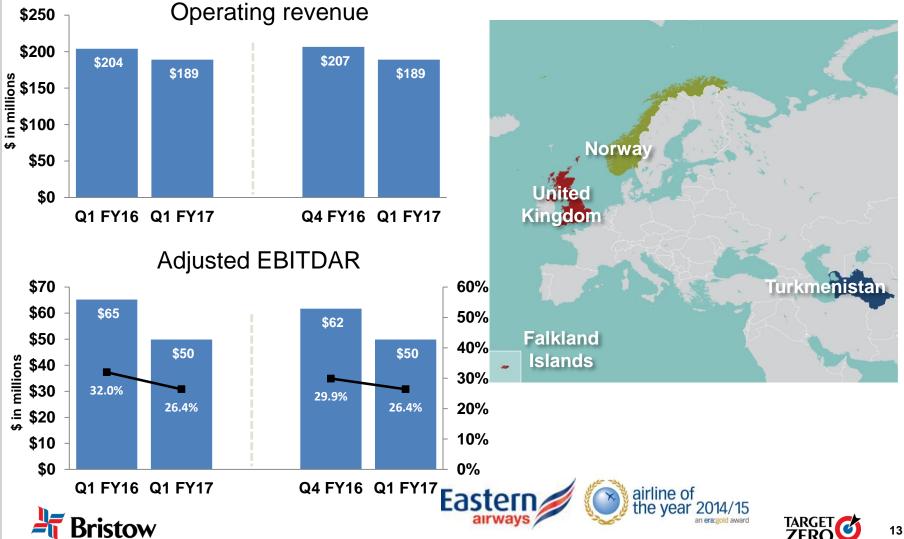


### Adjusted EBITDAR





### **Europe Caspian**



### U.K. SAR

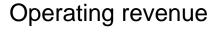
- AW189 full icing protection system certified by EASA in late June, allowing us to deliver the contracted solution of 11 S-92s and 11 AW189s
- Operating bases expected to transition to AW189s ~six months after aircraft delivery

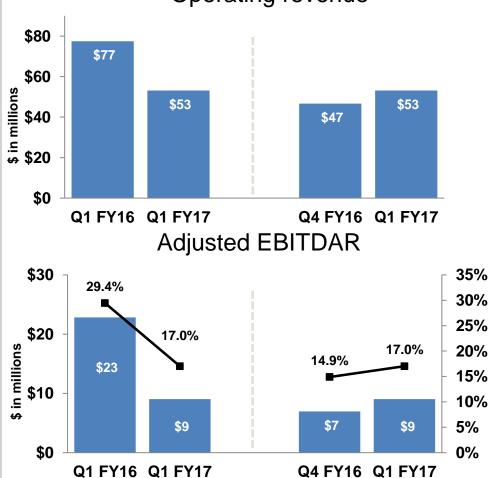
Total U.K. SAR - Q1 FY17							
\$ in millions	GAP SAR	U.K. SAR	Total				
Operating revenue	\$10.2	\$39.6	\$49.7				
Adjusted EBITDAR	4.7	18.9	23.6				
LACE (on contract) <sup>1</sup>	4	14	18				
LACE rate	\$10.2	\$11.3	\$11.1				





### Africa

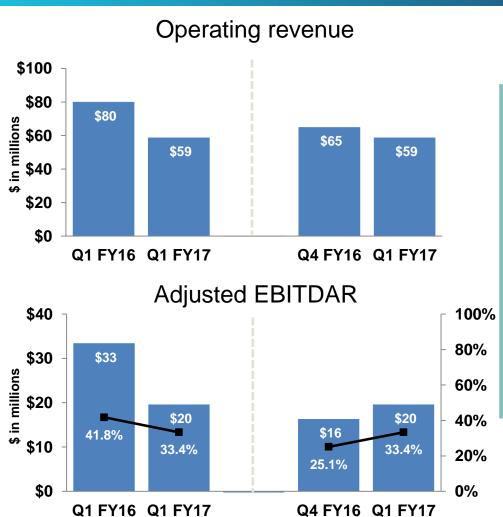








### **Americas**

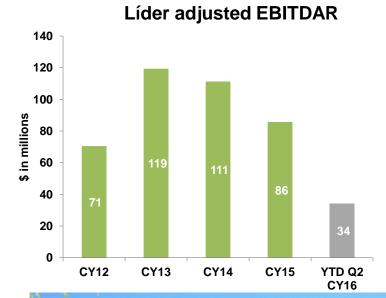






### Líder update

- Petrobras operation of H225 remains suspended
- Potential opportunities to extend current contracts due to H225 grounding
- Líder is the official ground handler provider for executive aviation in Rio de Janeiro during Olympics
- New FBO at Rio de Janeiro International Airport operational

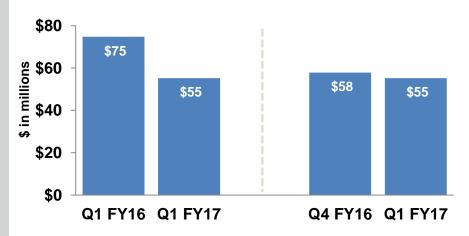


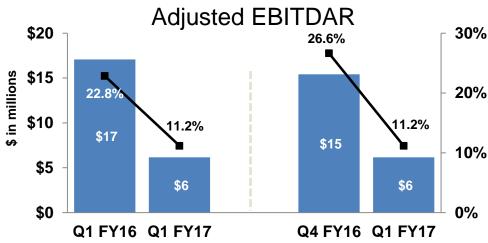




### Asia Pacific

### Operating revenue







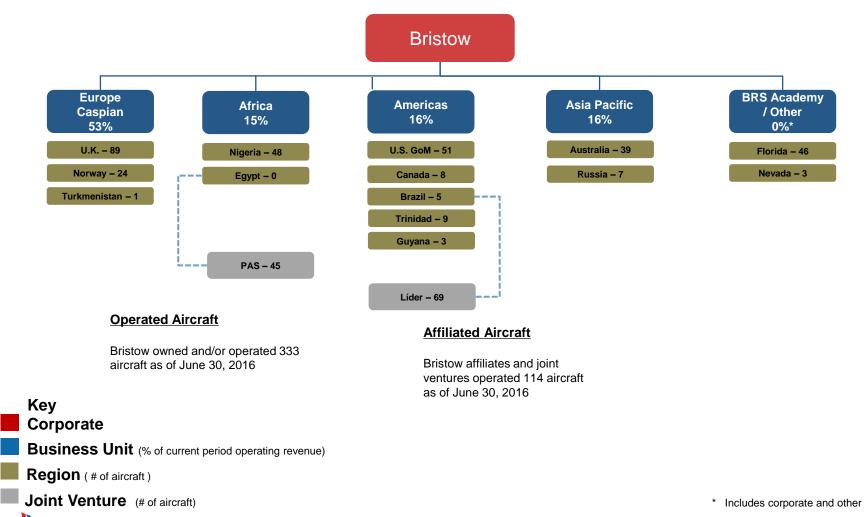




# **Appendix**



### Organizational chart - as of June 30, 2016





### Fleet – as of June 30, 2016

Large capacity 16-25 passengers



Туре	Capacity	Engine	Cons	Unconsl	Total
Large Helicopters					
AW189	16	Twin turbine	5	-	5
H225	19	Twin turbine	27	-	27
Mil Mi 8	20	Twin turbine	7	-	7
Sikorsky S-92	19	Twin turbine	76	11	87
			115	11	126

LACE 115

Medium capacity 12-15 passengers



#### **Medium Helicopters**

AW139	12	Twin turbine	27	2	29
Bell 212	12	Twin turbine	-	14	14
Bell 412	13	Twin turbine	16	15	31
H155	13	Twin turbine	1	-	1
Sikorsky S-76C/C++	12	Twin turbine	48	28	76
			92	59	151

LACE 38

Next Generation Aircraft

Mature Aircraft

Fair market value of our owned fleet is ~\$2.0 billion and leased fleet is ~\$1.7 billion





### Fleet – as of June 30, 2016 (continued)

LACE

**Mature Aircraft** 

Small capacity 4-7 passengers



Туре	Capacity	Engine	Cons	Unconsl	Total
Small Helicopters					
AS 350BB	4	Turbine	-	1	1
Bell 206B	4	Turbine	1	2	3
Bell 206 L Series	6	Turbine	5	6	11
Bell 407	6	Turbine	23	-	23
BK-117	7	Twin turbine	2	-	2
H135	6	Twin turbine	-	3	3
		_	31	12	43

Training capacity 2-6 passengers



Total	333	114	447
Fixed Wing	46	32	78
Training Helicopters	49	-	49
LACE			

TOTAL LACE (Large Aircraft Equivalent)<sup>1</sup> 160





### Leased aircraft detail as of June 30, 2016

	Small	Medium	Large	Total	Leased LACE	Total LACE	% Leased
Europe Caspian	-	5	37	42	40	78	51%
Africa	-	-	2	2	2	16	12%
Americas	1	13	5	19	12	39	30%
Asia Pacific	2	2	8	12	10	27	35%
Total	3	20	52	75	63	160	39% <sup>1</sup>

- Of the 109 aircraft currently leased in our fleet, 75 are commercial (63 LACE), 18 are training and 16 are fixed wing
- 63 LACE aircraft represent approximately 39% of our commercial fleet
- Our goal is for commercial fleet operating leases to account for approximately 35% of our LACE

<sup>1)</sup> The percentage of LACE leased is calculated by taking the total LACE for leased aircraft divided by the total LACE for all aircraft we operate, including both owned and leased aircraft. See 10-Q Note 5 "Commitments and Contingencies" for more information provided on operating leases.



## Consolidated fleet changes and aircraft sales

#### Fleet changes

	Q1 FY17				
Fleet Count Beginning	343				
Delivered			# of aircraft	C	ash
Large	-		sold	race	eived*
Medium	-			1000	- IV Cu
Fixed wing	-	Q1 FY17	6	\$	9.4
Training	1	* Includes writ	teoffs, lease returns, and commencements		

#### Removed

**Total Delivered** 

	333
Total Removed	(11)
Other*	(5)
Sales	(6)

<sup>\*</sup> Includes writeoffs, lease returns, and commencements

See 10-Q Note 5 "Commitments and Contingencies" for more information provided on operating leases.





## Held for sale and leased fleet by region

#### Held for sale aircraft in consolidated fleet

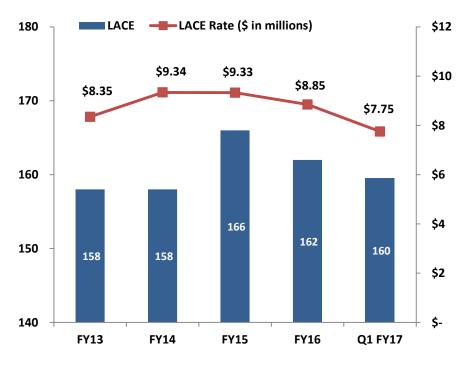
	Small	Medium	Large	Training	Fixed wing	Total
<b>Europe Caspian</b>	-	1	-	-		1
Africa	5	7	-	-	-	12
Americas	-	8	-	-	-	8
Asia Pacific	-	-	-	-	-	-
Academy				3	<u> </u>	3
Total	5	16		3		24

#### Leased aircraft in consolidated fleet

	Small	Medium	Large	Training	Fixed wing	Total
<b>Europe Caspian</b>	_	5	37	-	11	53
Africa	-	-	2	-	2	4
Americas	1	13	5	-	-	19
Asia Pacific	2	2	8	-	3	15
Academy	-	-	-	18	-	18
Total	3	20	52	18	16	109



# Operating revenue, LACE and LACE rate by region



### Operating revenue, LACE, and LACE rate by region as of June 30, 2016

LACE

Q1 FY17 op revenue<sup>1</sup>

Europe Caspian	\$163	78	\$8.39
Africa	52	16	12.90
Americas	58	39	5.98
Asia Pacific	36	27	5.27
Total	\$309	160	\$7.75

- 1) \$ in millions
- 2) LACE rate is annualized
- 3) \$ in millions per LACE
- 4) Excludes Bristow Academy, Airnorth and Eastern Airways





LACE Rate<sup>2,3,4</sup>

# Historical LACE by region

					LACE								
		FY1	3			FY1	4		FY15				
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
Europe Caspian	48	46	52	56	58	60	60	57	62	68	70	72	
Africa	23	23	21	21	21	22	23	24	24	24	22	21	
Americas	48	46	53	52	51	48	48	47	47	45	46	45	
Asia Pacific	29	28	28	30	30	30	34	30	31	29	31	29	
Consolidated	147	142	154	158	161	160	165	158	163	166	168	166	

			FY17		
	Q1	Q2	Q3	Q4	Q1
Europe Caspian	74	76	76	76	78
Africa	22	20	19	19	16
Americas	41	41	41	40	39
Asia Pacific	27	27	26	27	27
Consolidated	164	163	163	162	160



## Historical LACE rate by region

#### LACE Rate<sup>1,2</sup>

		FY	13			FY	14		FY15						
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4			
Europe Caspian	\$10.49	\$10.94	\$9.69	\$9.10	\$9.59	\$9.92	\$10.27	\$10.82	\$10.55	\$9.74	\$9.37	\$8.95			
Africa	11.54	11.70	13.06	13.28	14.26	13.95	13.25	13.34	14.10	14.11	15.86	15.81			
Americas	6.10	6.38	5.82	6.06	6.37	7.31	7.14	7.26	7.38	7.58	7.54	7.72			
Asia Pacific	6.91	7.49	7.64	7.23	7.37	6.48	5.50	6.42	7.14	7.55	7.36	7.93			
Consolidated	\$8.55	\$8.95	\$8.49	\$8.35	\$8.78	\$9.07	\$8.97	\$9.34	\$9.55	\$9.43	\$9.33	\$9.33			

			FY17		
	Q1	Q2	Q3	Q4	Q1
Europe Caspian	\$9.16	\$9.08	\$8.97	\$9.26	\$8.39
Africa	14.42	14.47	14.05	12.95	12.90
Americas	7.41	7.17	7.06	7.02	5.98
Asia Pacific	7.91	7.70	7.87	7.30	5.27
Consolidated	\$9.25	\$9.06	\$8.95	\$8.85	\$7.75

1) \$ in millions

2) LACE rate is annualized



# Order and options book as of June 30, 2016

#### **ORDER BOOK**

		ONDEN BOOK	`
	Helicopter		
#	Class	Delivery Date	Location
6	Medium	September-16	Africa
4	Medium	December-16	Africa
2	Large	June-17	TBD
1	Large	June-17	Europe Caspian
1	Large	September-17	TBD
1	Large	December-17	TBD
2	Large	June-18	TBD
1	Large	September-18	TBD
1	Large	December-18	TBD
2	Large	June-19	TBD
1	Large	September-19	TBD
1	Large	December-19	TBD
2	Large	June-20	TBD
1	Large	September-20	TBD
2	Large	December-20	TBD
28			

#### U.K. SAR CONFIGURED ORDER BOOK

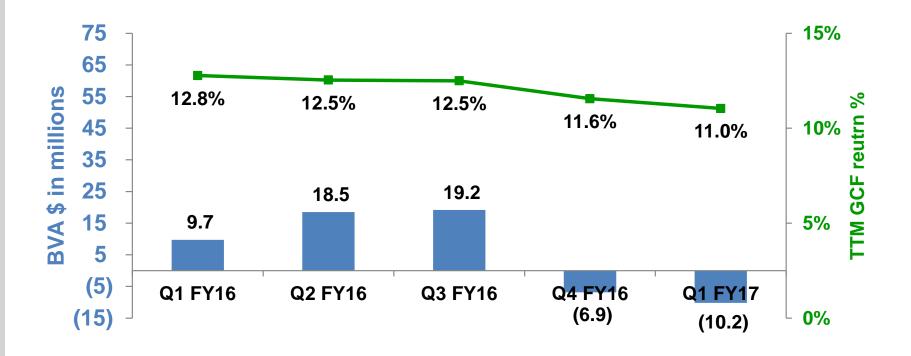
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Ī		Helicopter		
_	#	Class	Delivery Date	Location
	4	Large	September-16	Europe Caspian
	2	Large	September-17	Europe Caspian
	2	Large	March-18	Europe Caspian

#### OPTIONS BOOK

	Helicopter	
#	Class	Delivery Date
1	Large	June-17
1	Large	September-17
1	Medium	December-17
3	Large	December-17
2	Medium	March-18
1	Medium	June-18
1	Large	September-18
40		

10

### Bristow Value Added (BVA)



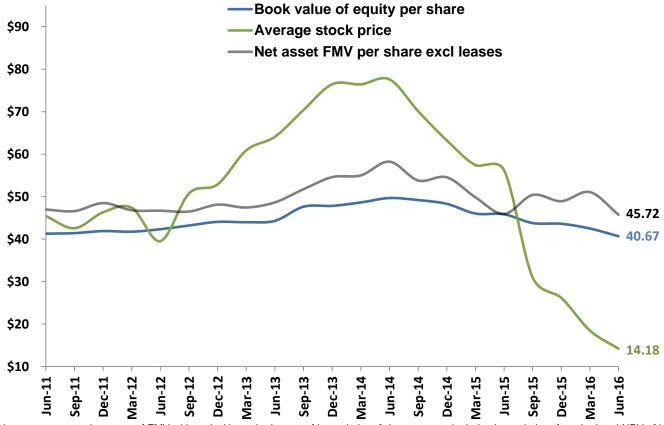
BVA is computed by subtracting a capital charge (10.5%) for the use of gross invested capital from after tax operating cash flow.

GCF Return % is based on trailing twelve months after tax operating cash flows (Gross Cash Flow) over average quarterly gross invested capital (Gross Operating Assets).

Refer to slide 36 for additional details.



### Net asset FMV



NOTE: The gray shaded area represents the range of FMV with and without the impact of leased aircraft (upper range includes leased aircraft and related NPV of lease payments; lower range excludes FMV of lease aircraft as well as the NPV of lease payments). The company derives market value from observable market data if available and may require utilization of estimates, applications of significant judgment and reliance upon valuation specialists' and third party analysts' reports. When using third party reports, the market value is as of the date of such report and is not updated to reflect factors that may impact the valuation since the date of such report, including fluctuations in foreign currency exchange rates, oil and gas prices, and the balance of supply and demand. There is no assurance that market value of an asset represents the amount that the Company could obtain from an unaffiliated third party in an arm's length sale of the asset, the fleet, or the Company.



### Net asset FMV reconciliation as of June 30, 2016

(in millions)	June 30, 2016
(+) FMV of aircraft	\$1,988
(+) NBV of PPE without aircraft	611
(+) Working capital	218
(-) LT debt	(1,123)
(-) Pension liability	(60)
Net asset FMV	\$1,634
# of common shares	35.7
Net asset FMV per share	\$45.72



# Adjusted EBITDAR margin trend by region

_			FY13					FY14		
	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	Q4	Full Year
Europe Caspian	32.0%	34.4%	39.2%	35.8%	35.4%	30.4%	35.3%	35.6%	37.8%	35.0%
Africa	31.5%	26.5%	35.0%	32.0%	31.4%	34.1%	30.1%	31.7%	36.6%	33.3%
Americas	28.5%	28.3%	38.0%	40.0%	33.9%	42.5%	35.7%	37.4%	38.4%	38.1%
Asia Pacific	34.1%	36.6%	34.2%	28.7%	33.3%	25.0%	23.3%	17.4%	28.3%	23.8%
Consolidated	26.3%	26.1%	31.5%	29.4%	28.3%	28.5%	28.7%	27.0%	30.4%	28.6%
_			FY15					FY16		
_	Q1	Q2	<b>FY15</b> Q3	Q4	Full Year	Q1	Q2	<b>FY16</b> Q3	Q4	Full Year
Europe Caspian	Q1 34.1%	Q2 33.5%		Q4 30.9%		Q1 32.0%			Q4 29.9%	
Europe Caspian Africa	·		Q3		32.9%		32.5%	Q3		32.1%
	34.1%	33.5%	Q3 32.8%	30.9%	32.9% 34.7%	32.0%	32.5% 31.3%	Q3 34.3%	29.9%	32.1% 27.2%
Africa	34.1% 25.9%	33.5% 30.7%	Q3 32.8% 34.5%	30.9% 48.6%	32.9% 34.7% 38.7%	32.0% 29.4%	32.5% 31.3% 10.0%	Q3 34.3% 29.4%	29.9% 14.9%	32.1% 27.2% 32.0%

	FY17
	Q1
Europe Caspian	26.4%
Africa	17.0%
Americas	33.4%
Asia Pacific	11.2%
Consolidated	19.8%

Adjusted EBITDAR excludes special items and asset dispositions and margin is calculated by taking adjusted EBITDAR divided by operating revenue





# Adjusted EBITDAR reconciliation

		Fiscal year ended,																			
	3/31/2015											3/31/2016									
(\$ in millions)		Q1		Q2		Q3		Q4		FY15			Q1		Q2		Q3		Q4		FY16
Net income	\$	45	\$	28	\$	0	\$	16	\$	89		\$	(2)	\$	(46)	\$	4	\$	(33)	\$	(77)
Income tax expense		12		6		1		4		23			3		(3)		10		(12)		(2)
Interest expense		7		8		7		8		30			8		7		10		10		35
Gain on disposal of assets		(1)		(0)		26		10		36			8		14		2		7		31
Depreciation and amortization		25		28		24		37		114			37		37		32		30		137
Special items		6		7		5		1		17			13		28		7		33		82
Adjusted EBITDA Subtotal		95		77		63		75		309			67		38		65		35		206
Rental expense		33		35		46		50		165			54		54		52		51		212
Adjusted EBITDAR	\$	128	\$	112	\$	109	\$	125	\$	474		\$	121	\$	93	\$	117	\$	87	\$	417

	Fis	cal year ended.
	3	/31/2017
(\$ in millions)		Q1
Net income	\$	(41)
Income tax expense		(2)
Interest expense		11
Gain on disposal of assets		10
Depreciation and amortization		35
Special items		7
Adjusted EBITDA Subtotal		19
Rental expense		51
Adjusted EBITDAR	\$	70

Adjusted EBITDAR excludes special items and asset dispositions



## Bristow Value Added (BVA) Sample calculation for Q1 FY17 and Q1 FY16

\$111

Bristow Value Added = Gross Cash Flow - (Gross Operating Assets X Capital Charge)

 $BVA = GCF - (GOA \times 10.5\%^{1})$ 

**Bristow Value Added calculation for Q1 FY17** 

 $(10.2) = 888.8 - (3,772* \times 2.625\%^{1})$ 

**Bristow Value Added calculation for Q1 FY16** 

 $$9.7 = $110.6 - ($3.841* \times 2.625\%^{1})$ 

(in millions)

Total assets

Accumulated depreciation

Capitalized operating leases

Adjusted gross operating assets reconciliation

6 Adjusted gross operating assets - Líder proportional

\$89 Adjusted gross operating assets after Líder

:	\$101	\$83	Adjusted gross operating assets before Líder	\$ 3,630	\$ 3,577
	2	(0)	LT deferred taxes	(169)	(155)
	(6)	(4)	ST deferred taxes	(4)	(2)
	(7)	8	Deferred revenue	(33)	(43)
	13	7	Income taxes payable	(6)	(20)
	8	10	Other accrued liabilities	(79)	(54)
	(4)	6	Accrued wages, benefits and related taxes	(76)	(61)
	54	51	Other accrued taxes	(12)	(8)
	(0)	(0)	Accrued maintenance and repairs	(31)	(21)
	8	11	Accounts payable	(98)	(93)
	37	35	Adj. for gains & losses on assets sales	98	11
\$	(3)	(41)	Assets held for sale: gross	98	133
Q1	FY16	Q1 FY17	Assets held for sale: net	(39)	(41)
			Intangibles	(18)	(7)
			Goodwill	(78)	(29)
			Investment in unconsolidated entities	(223)	(207)
Cas			Cash and cash equivalents	(120)	(123)
			, , ,		



(in millions)

Net income

Rent

Interest expense Interest income

Special items

Gross cash flow reconciliation

Depreciation and amortization

Other income/expense-net

Tax effect from special items

Gross cash flow - Líder proportional Gross cash flow after Lider

Non-controlling interests Gross cash flow before Lider

Earnings (losses) from unconsolidated affiliates, net

Gain/loss on asset sale



\$ 3.841 \$

Q1 FY16

3.243

507

674

Q1 FY17

3.218

538

540

# Líder Bristow Value Added (BVA) Sample calculation for Q1 FY17 and Q1 FY16

**Bristow Value Added = Gross Cash Flow – (Gross Operating Assets X Capital Charge)** 

 $BVA = GCF - (GOA \times 10.5\%^{1})$ 

**Bristow Value Added calculation for Q1 FY17** 

 $$0.9 = $6.1 - ($195* \times 2.625\%^{1})$ 

**Bristow Value Added calculation for Q1 FY16** 

 $$4.0 = $9.5 - ($211* \times 2.625\%^{1})$ 

(	\$ in	mil	lions)

Gross cash flow reconciliation	Q1 FY16	Q1 FY17
Net income (loss)	(\$7)	\$14
Depreciation and amortization	3	2
Rent	6	8
Interest expense	3	3
Interest income	(1)	(1)
FX (gains) losses	27	1
Other income/expense-net	(16)	(9)
Special Adjustment- remove Lider tax per income stmt.	7	1
Earnings (losses) from unconsolidated affiliates, net	-	(1)
Non-controlling Interests	1	-
Gross cash flow	\$23	\$18
Special item outside of Líder - add Bristow tax calc.	0	(3)
Gross cash flow	\$23	\$14
Líder proportional consolidation - GCF	\$9	\$6

#### (\$ in millions)

Adjusted gross operating assets reconciliation	Q1 FY16	Q1 FY17
Total assets	\$553	\$539
Cash and cash equivalents	(74)	(152)
Accumulated depreciation	64	60
Capitalized operating leases	116	155
Investments & escrow deposits	(44)	(45)
Intangibles	(4)	(4)
Intangibles, amortization	3	3
Other, non operating assets	(38)	(27)
Accounts payable	(30)	(27)
Other payables	(3)	(8)
Other accrued taxes	(10)	(4)
Accrued wages, benefits and related taxes	(14)	(11)
Income taxes payable	(10)	(6)
Deferred revenue	(7)	(8)
Adjusted gross operating assets	\$503	\$465
Líder proportional consolidation GOA	\$211	\$195





## Líder's adjusted EBITDAR reconciliation

(\$ in millions)	Q3 CY15	Q4 CY15	Q1 CY16	Q2 CY16
Gross revenue	\$74	\$63	\$62	\$61
(-) Revenue deductions	(5)	(4)	(3)	(3)
Net operating revenue	69	59	59	58
(-) Cost of products and services	(52)	(46)	(46)	(46)
Gross profit	17	13	13	11
(-) Selling and administrative expenses	(5)	(6)	(4)	(5)
(+) Equity income of associates	(1)	0	1	0
(+) Other operating income/expenses	1	1	0	0
Operating result	12	9	9	7
(+) Depreciation and amortization	2	2	2	2
EBITDA	14	11	11	9
Leasing costs	7	7	8	6
Adjusted EBITDAR	\$21	\$18	\$19	\$15

Adjusted EBITDAR excludes special items and asset dispositions



### **GAAP** reconciliation

#### Three months ended June 30,

	·,
2016	2015
(In thousands, except pe	er share amounts)
\$70,363	\$121,047
(10,017)	(7,695)
(6,559)	(13,430)
(34,694)	(37,146)
(51,283)	(53,882)
(11,120)	(7,890)
2,238	(2,633)
(\$41,072)	(\$1,629)
(\$12,008)	\$19,752
(6,811)	(5,925)
(21,953)	(17,084)
(\$40,772)	(\$3,257)
(\$0.34)	\$0.56
(0.19)	(0.17)
(0.63)	(0.67)
(\$1.17)	(\$0.27)
	\$70,363 (10,017) (6,559) (34,694) (51,283) (11,120) 2,238 (\$41,072) (\$12,008) (6,811) (21,953) (\$40,772) (\$0.34) (0.19) (0.63)

See information about special items in 10-K or earnings release for Q4 FY16

These amounts are presented after applying the appropriate tax effect to each item and dividing by the weighted average shares outstanding during the related period to calculate the earnings

### Bank financial covenants

Senior secured leverage ratio	
\$ in millions	June 30, 2016
Term loan	\$329
Term loan credit facility	200
Revolving credit facility	207
Covenant PV of leases	558
Letters of credit (secured)	11_
Total covenant debt	\$1,294
TTM Adj EBITDAR	\$367
Non-cash stock comp expense	21
Cash proceeds from assets sales (max: \$20M)	20
Non-cash FX impact	30
Other adjustments	27
TTM Covenant EBITDAR	\$465
Senior secured leverage ratio actual	2.79x
Senior secured leverage ratio maximum	4.25x

Current ratio					
\$ in millions	June 30, 2016				
Total current assets	\$604				
Less: assets HFS	(41)				
Revolver availability less \$25M	167				
Total covenant current assets	\$731				
Total current liabilities	\$385				
Less: Term loan maturity in current assets	-				
Total covenant current liabilities	\$385				
Covenent current ratio actual	1.90x				
Covenent current ratio minimum	1.00x				



## Total leverage reconciliation

	 Debt (a)	Inv	restment (b)	 Capital = (a) + (b)	Leverage (a) / (c)
(in millions) As of June 30, 2016	\$ 1,211.1	\$	1,453.3	\$ 2,664.4	45.5%
Adjust for:					
Unfunded pension liability	60.4			60.4	
NPV of lease obligations @ 6%	541.5			541.5	
Letters of credit	13.3			13.3	
<u>Adjusted</u>	\$ 1,826.3	d) <u></u> \$	1,453.3	\$ 3,280	55.7%

#### Calculation of debt to adjusted EBITDAR multiple

TTM Adjusted EBITDAR<sup>1</sup>: Q1 FY17

\$

366.7 (e)

4.98:1

Adjusted EBITDAR excludes gains and losses on dispositions of assets



# Líder leverage reconciliation

(in millions)	Jun-15	J	lun-16
Total book debt	\$ 338	\$	247
NPV of leases	39		50
Total adjusted debt	378		296
TTM adjusted EBITDAR	\$ 97	\$	74
Adjusted debt / TTM adj. EBITDAR	3.9x		<b>4.0</b> x



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