



ASL Marine Holdings Ltd
Financial Results
Full Year ended 30 June 2004

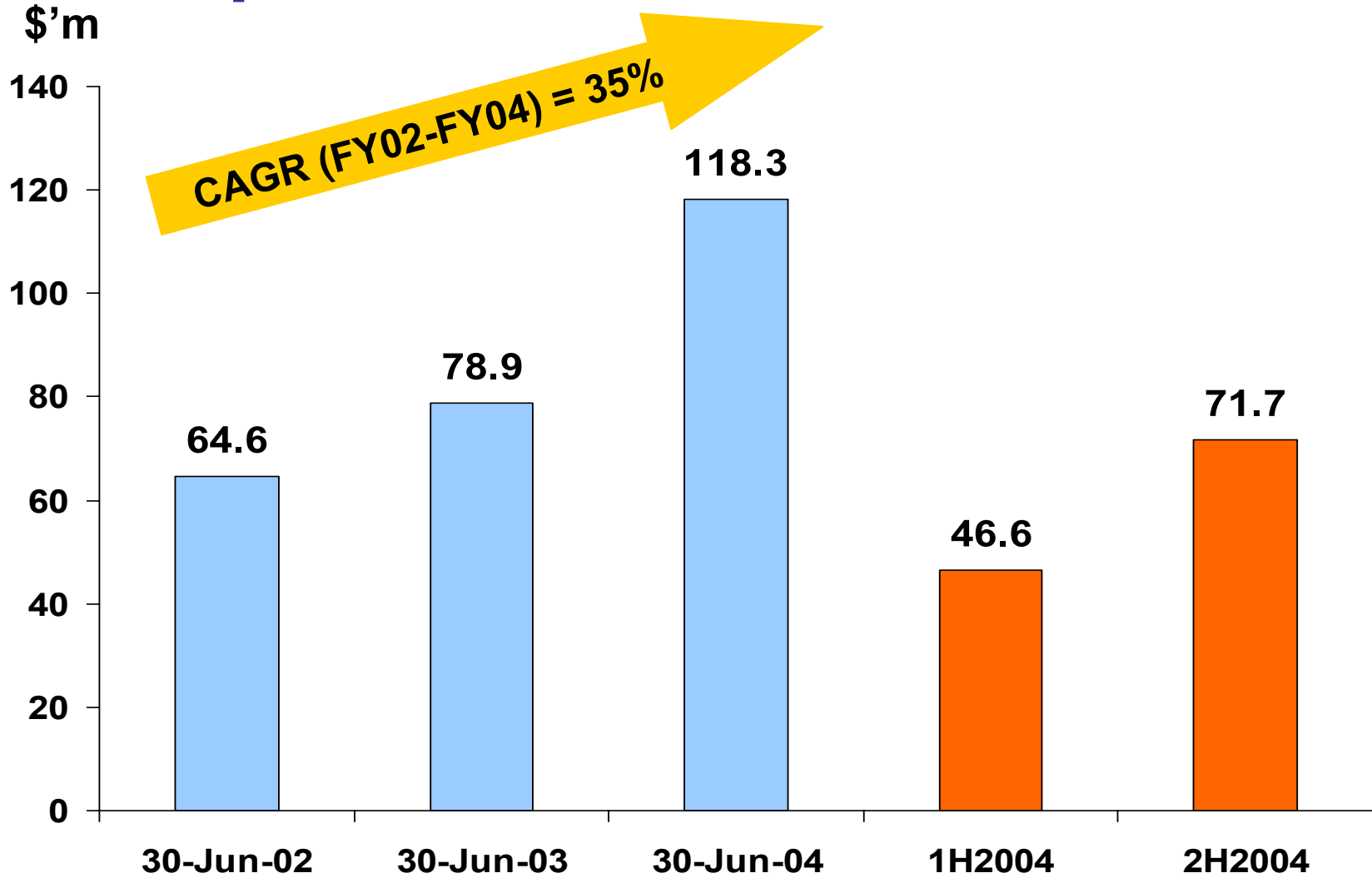


Financial Highlights

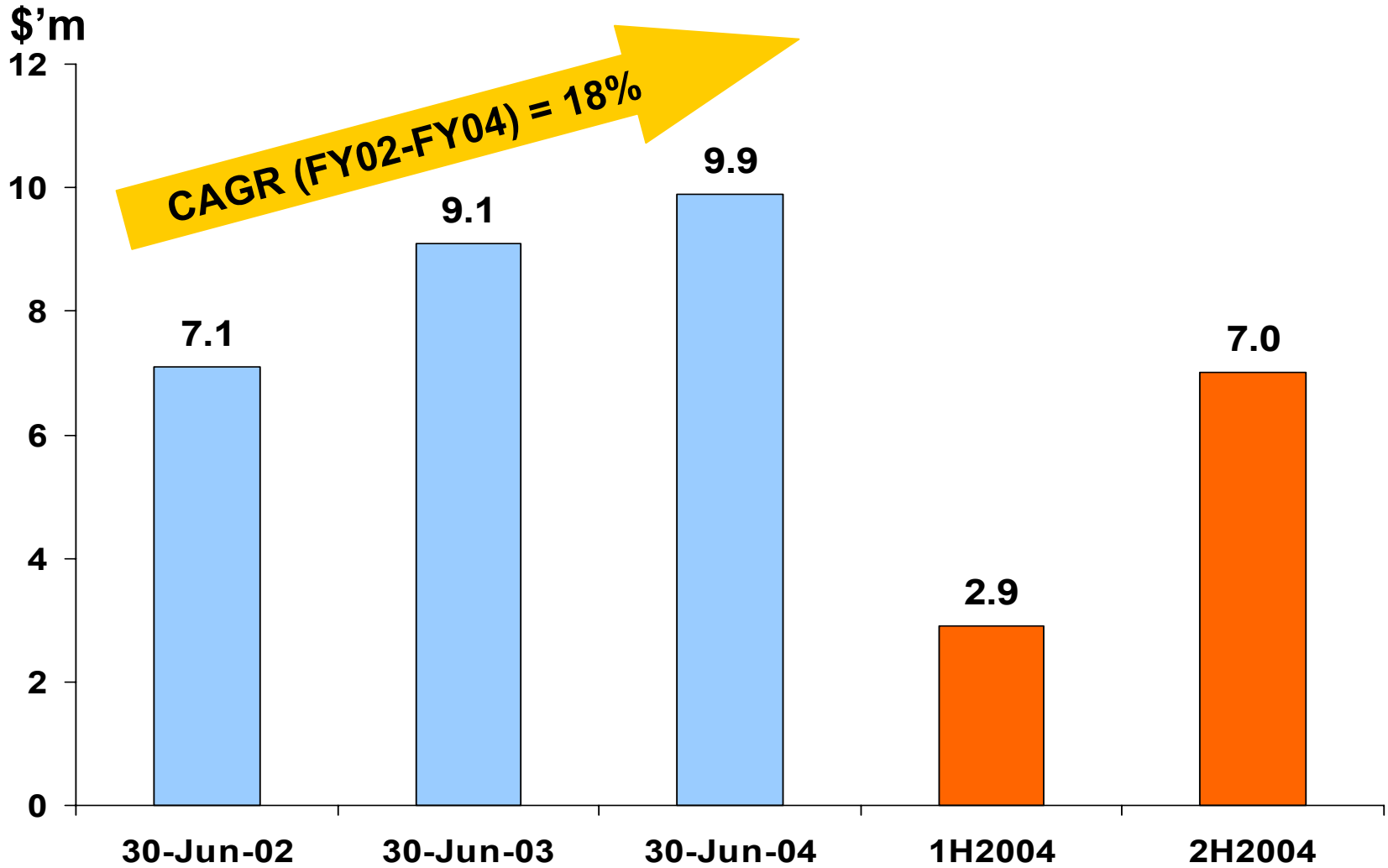
	30-Jun-04 (\$'m)	30-Jun-03 (\$'m)	Change (%)
Revenue	118.3	78.9	49.8
Gross profit	14.5	14.0	3.7
Profit before tax	12.5	10.5	18.7
Net profit for the year	9.9	9.1	9.4

Gross profit margin	12.3%	17.7%
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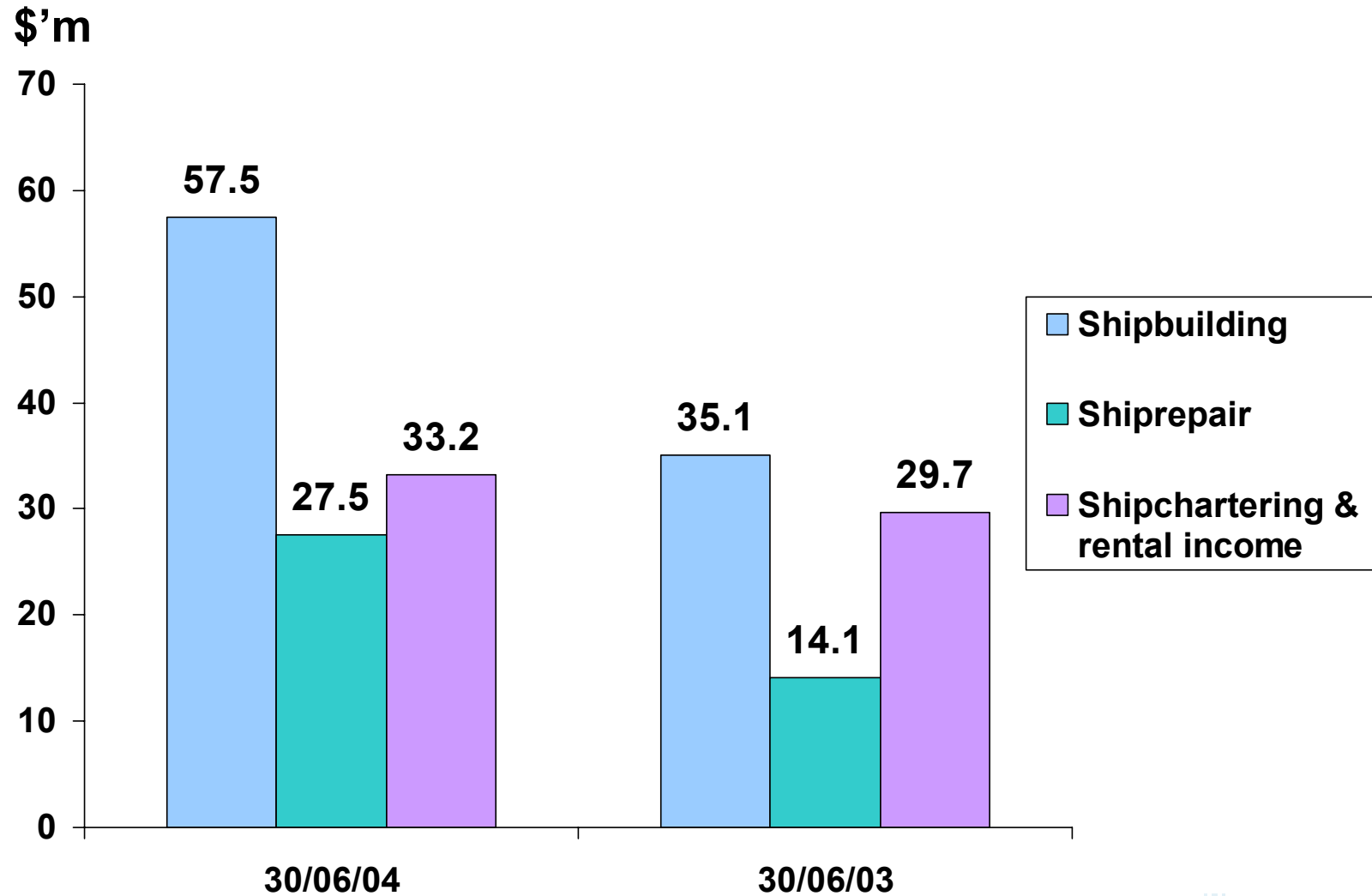
Group Revenue



Group Net Profit



Revenue by Activity



Revenue Analysis

Group revenue increased due to :

 **Higher shipbuilding revenue by 64%**

- 13 tugboats and 33 barges (includes 13 barges for 50%-owned ASL Energy) in FY2004 [*FY2003: 9 tugboats and 24 barges*]
- Average tugboat revenue increased 28% from six Azimuth Stern Drive tugboats which has higher contract value



46 Ton Bollard Pull Azimuth Stern Drive Tug



60 Ton Bollard Pull Azimuth Stern Drive Tug

Revenue Analysis

Group revenue increased due to (cont'd) :

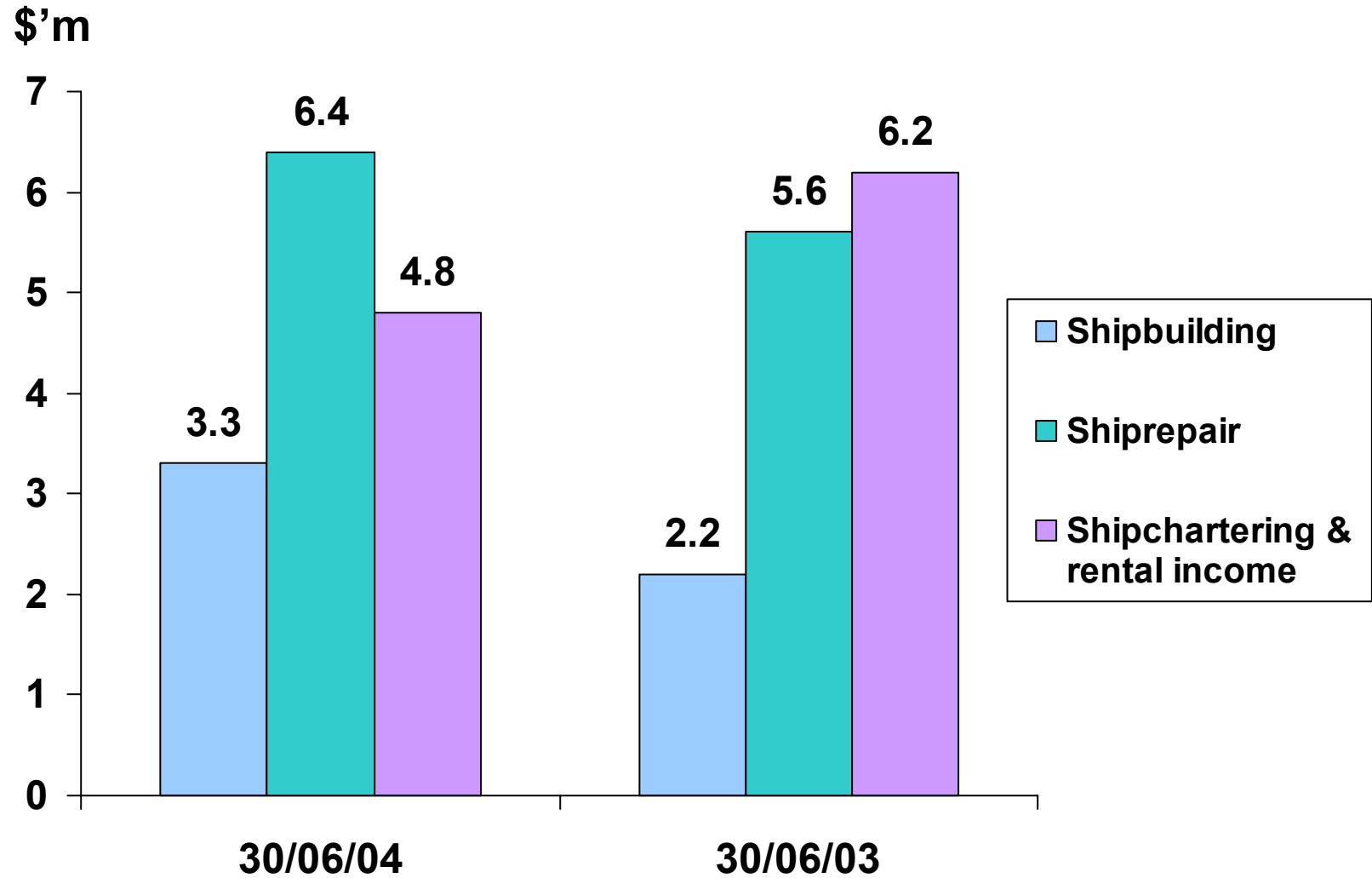
Higher shiprepair and other marine related services revenue by 95%

- Revenue almost doubled with trading sales of vessels, cranes, winches, and scrap metal of approx. \$10.2 million
- More shiprepair jobs in FY2004

Higher shipchartering and rental operations revenue by 12%

- Mainly due to coal shipping contract secured with ASL Energy which commenced in Sep 2003
 - This contract is to support the \$127 million contract that ASL Energy secured to transport coal in Indonesia waters for 5 years

Gross Profit by Activity



Profit Analysis

Overall gross profit increased but gross margin declined :

Shipbuilding margins : 5.7%

- Gross profit increased by 50% to \$3.3 million
- -0.5% margins of 1HFY2004 was offset by recognition of more profitable projects in 2HFY2004 which recorded gross profit margin of 9.2%

Shiprepair margins : 23.5%

- Gross profit increased by 14% to \$6.4 million
- Margins lower due to substantially higher proportion of trading sales of vessels, cranes, and equipments → generally lower gross profit margins
- Several shiprepair jobs involved ship-plate replacement → generally lower gross profit margins but sold as metal scraps for other income

Profit Analysis

Overall gross profit increased but gross margin declined (cont'd) :



Shipchartering margins : 14.3%

- Gross profit decreased by 23% to \$4.8 million
- 2HFY2004 gross profit margins recovered to approx. 20% and mitigated substantially lower margins of 8.6% in 1HFY2004
- Overall lower gross profit margin due to lower utilisation of vessels, higher repair and improvement costs, higher third-party vessels charter costs, and one-off mobilization costs incurred for mobilising vessels for coal transportation business in 1HFY2004

Financial Highlights

	30-Jun-04	30-Jun-03	Change (%)
EPS	5.02 cents #	5.38 cents	(6.7)

- Based on weighted average of 198,055,014 ordinary shares (FY2003: 168,833,333)

	30-Jun-04	30-Jun-03	Change (%)
NTA	31.24 cents	25.32 cents	23.4
ROE	14.59%	18.13%	(19.5)

Cash Flow Summary

	30-Jun-04 (\$'m)	30-Jun-03 (\$'m)
Net cash inflow from operating activities	16.8	3.0
Net cash outflow from investing activities	(31.2)	(7.2)
Net cash inflow from financing activities	19.8	17.4
Net increase in cash and cash equivalents	5.4	13.1
Cash and cash equivalent as at end of the year	15.2	9.9




Going Forward



Outlook for FY2005

 **Local marine industry expected to continue positive outlook**

 **Group has strong order books for shipbuilding and shipchartering operations totalling \$196 million**

 **Group expects to achieve revenue and profit growth for FY2005, barring the adverse impacts that may be caused by further increases in insurance premium and prices of steel and fuel**

Outlook for FY2005



Shipyard Operations

- **As at 30 June 2004, outstanding shipbuilding order book of \$158.9 million**
 - Approx. 68% of these projects expected to be recognised within FY2005
 - Balance to be substantially recognised in FY2006

- **Revenue and gross profit margin for shipbuilding and shiprepairs and other marine related services expected to be higher**
 - Vessels with higher contract value and margins expected to be delivered in FY2005

Outlook for FY2005



Shipyard Operations (cont'd)

- **5,000 dwt floating dock facility in Batam**
 - Commence operation in 2HFY2005
 - Provide additional revenue and margin contribution to shiprepairs and other marine related services

- **240m x 60m graving dry dock in Batam**
 - Approx. 12 times the size of a 50m x 25m Olympic-sized swimming pool
 - Expected to be completed and operational in 1HFY2006
 - Expand the Group's capability to build and repair larger vessels

Outlook for FY2005



Shipchartering Operations

- **As at 30 June 2004, outstanding shipchartering order book of approx. \$36.7 million**
 - Group also enjoys a substantial portion of shipchartering revenue that is short-term and ad-hoc in nature
- **From 1 July 2003 to 30 June 2004, the Group has taken delivery of three tugboats and 12 barges worth an aggregate \$11.9 million**
- **Active discussion with various parties to form strategic alliances/joint ventures to take advantage of the booming shipchartering market in the region**

Outlook for FY2004



Jointly-controlled Entity Operations

- **ASL Energy taken delivery of 12 tugboats and 17 barges worth an aggregate \$22.2 million**
 - Most of the third parties vessels charter from the local operators have been retired → margin expected to further improve

- **Tabang Coal Concession**
 - First shipment of coal expected to leave Tabang by end-1HFY2005
 - Production of coal likely to take some time to reach optimum capacity
 - Guaranteed minimal operating cashflow of US\$2.3 million for FY2005 would be the likely gross profit contribution expected for the coal mining and marketing business

Outlook for FY2004

Jointly-controlled Entity Operations (cont'd)

- **65,000 dwt Floating Terminal**
 - Expected to be completed and operational by end-1HFY2006

- **Strategic investment further strengthen foothold in Indonesian coal industry and secures continuity to the operations**





Q & A

