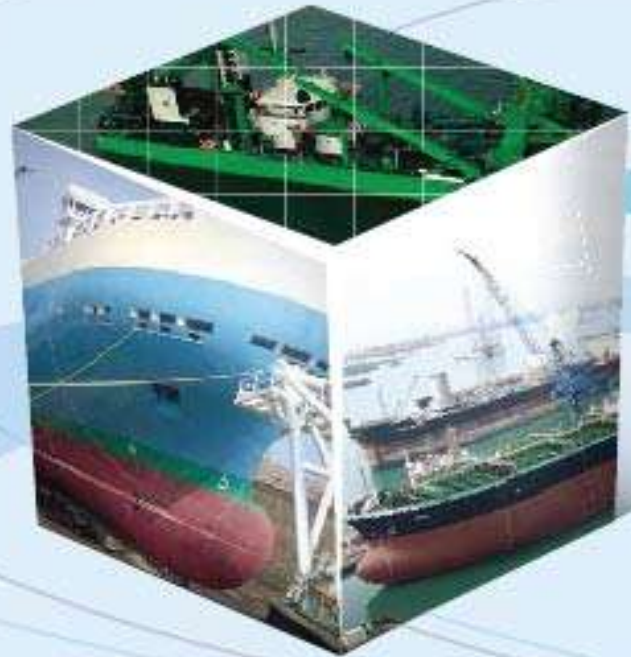




ASL MARINE

Corporate Presentation

1H FY2012



Presentation Outline



- **Group Overview**
- **1H FY2012 Financial Review**
(6 months ended 31 December 2011)
- **Operations Review**
 - **Shipbuilding**
 - **Shiprepair and Conversion**
 - **Shipchartering**
- **Business Outlook**



ASL
ASL MARINE
Group Overview

Company Profile



- **Core businesses:-**

- Shipbuilding
- Shiprepair and Conversion
- Shipchartering

- **Shipbuilding and Shiprepair & Conversion**

- 4 shipyards: 1 in Singapore (4 hectare), 2 in Batam, Indonesia (30 and 16 hectare) and 1 in Guangdong, China (8 hectare)
- Batam yard: 3 graving dry docks (300,000 dwt, 60,000 dwt and 20,000 dwt)
- The big dock is currently one of the largest dry docks in Batam capable of accommodating larger vessels (like Capesize Bulk Carriers, Long Range Product Tankers, Containerships, Heavy-lift Ships, FSO and FPSO)



Company Profile



- **Shipbuilding and Shiprepair & Conversion (cont.)**

- Builds a variety of vessels, specialises in building:

- i) Offshore Support Vessels

- (Heavy-Lift cum Pipelay Vessel, Subsea Operation Vessel, AHTS, PSV, Offshore Maintenance/Accommodation Vessel, Rescue and Standby Vessel)

- ii) Construction Vessels and Dredgers

- (Cutter Suction Dredger and Water Injection Dredger)

- iii) Tugs (Rotor Tugs and Azimuth Stern Drive Tugs)

- iv) Barges (Accommodation, Pipe laying and Work)

- v) Tankers (Chemical Tanker (IMO II/III), Bunkering and Product Tankers)



Company Profile



- **Shipchartering**
 - Fleet size at 31 December 2011: 194 vessels
 - Mainly barges, towing tugs, Anchor Handling Tugs, AHTS, ROV support vessel and other vessels
 - Vessels on time or bareboat charter to following industries:
 - i) Offshore Oil and Gas
 - ii) Marine Infrastructure
 - iii) Dredging, Land Reclamation and Marine Construction Works
 - iv) Transportation of Cargoes e.g. coal, aggregates, heavy equipment



Company Profile



- **Shipchartering (cont.)**

- Out of the 194 vessels in the fleet, 22 vessels are on long term charters
- Of the 194 vessels, 47 vessels are deployed in Singapore, 66 vessels in Indonesia, 21 in Malaysia and 18 in Australia
- Details on the fleet and type of vessels are highlighted below:

Type of Vessels	No. of Vessels	Avg. Age of Vessels
Barges	122	6
Towing Tugs	64	7
AHT	3	5
AHTS	2	1
ROV Support Vessel	1	1
Chemical Tankers	2	2

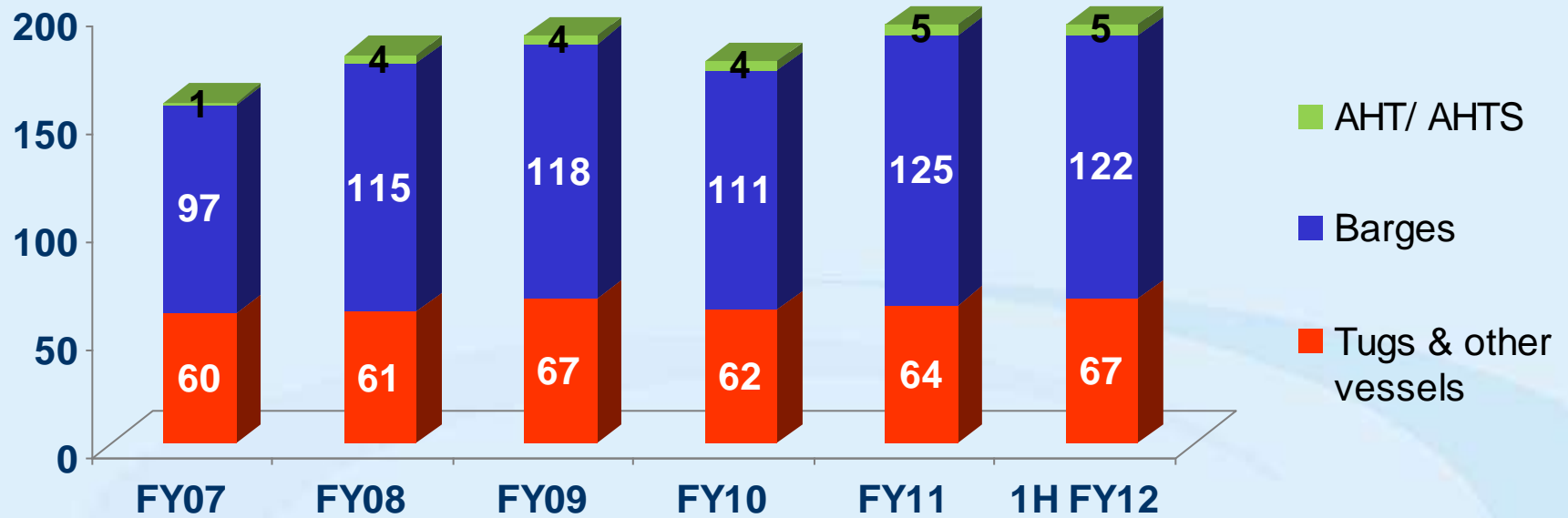


Company Profile



- Shipchartering (cont.)

(No. of vessels)



The logo for ASL Marine features the letters 'ASL' in a bold, blue, sans-serif font, with a red swoosh above the 'A'. Below this, the words 'ASL MARINE' are written in a larger, bold, blue, sans-serif font. Underneath that, the words 'Financial Review' are written in a smaller, blue, sans-serif font. The entire logo is set against a light blue, oval-shaped background.

ASL
ASL MARINE
Financial Review



Results Snapshot



	2Q FY12 (S\$m)	2Q FY11 (S\$m)	chg %	1H FY12 (S\$m)	1H FY11 (S\$m)	chg %
Revenue	77.4	103.1	(25)	160.5	184.5	(13)
Gross Profit	13.4	14.7	(9)	22.9	25.5	(10)
Gross Profit Margin	17.3%	14.3%	-	14.3%	13.8%	-
EBITDA	21.0	23.0	(9)	44.2	42.9	3
Basic EPS (cents)	1.81 ¹	2.39 ¹	(24)	3.83 ²	4.30 ²	(11)

Based on weighted average of

¹ 419,511,294 shares in issue for 2Q FY12 (2Q FY11: 419,463,374)

² 419,511,294 shares in issue for 1H FY12 (1H FY11: 419,454,434)

Business Operations Snapshot (Revenue and Gross Profit Margin)



Business Segments	2Q FY12		2Q FY11		1H FY12		1H FY11	
	Revenue (S\$m)	GPM	Revenue (S\$m)	GPM	Revenue (S\$m)	GPM	Revenue (S\$m)	GPM
Shipbuilding	48.4	11.7%	53.6	7.7%	95.2	9.3%	102.6	8.4%
Shiprepair and Conversion	9.1	30.1%	31.9	20.5%	28.4	23.6%	49.3	19.7%
Shipchartering	19.9	24.8%	17.6	22.8%	36.9	20.1%	32.6	22.0%
Total	77.4	17.3%	103.1	14.3%	160.5	14.3%	184.5	13.8%

Shipbuilding



- 1H FY12 revenue lower by S\$7.4m (7.2%) to S\$95.2m due mainly to lower order book achieved
- 1H FY12 gross profit rose S\$0.2m (2.3%) to S\$8.8m with higher gross margin at 9.3% (1H FY11: 8.4%) due to more profitable projects resulting from lesser costs over-run



Shiprepair and Conversion



- Revenue for 1H FY12 decreased by S\$20.9m (42.5%) to S\$28.4m due to fewer number of bigger shiprepair and conversion jobs
- Gross profit declined by S\$3.0m (30.9%) to S\$6.7m but managed to achieve higher gross profit margin of 23.6% (1H FY11: 19.7%) due to greater number of smaller shiprepair jobs with higher margin



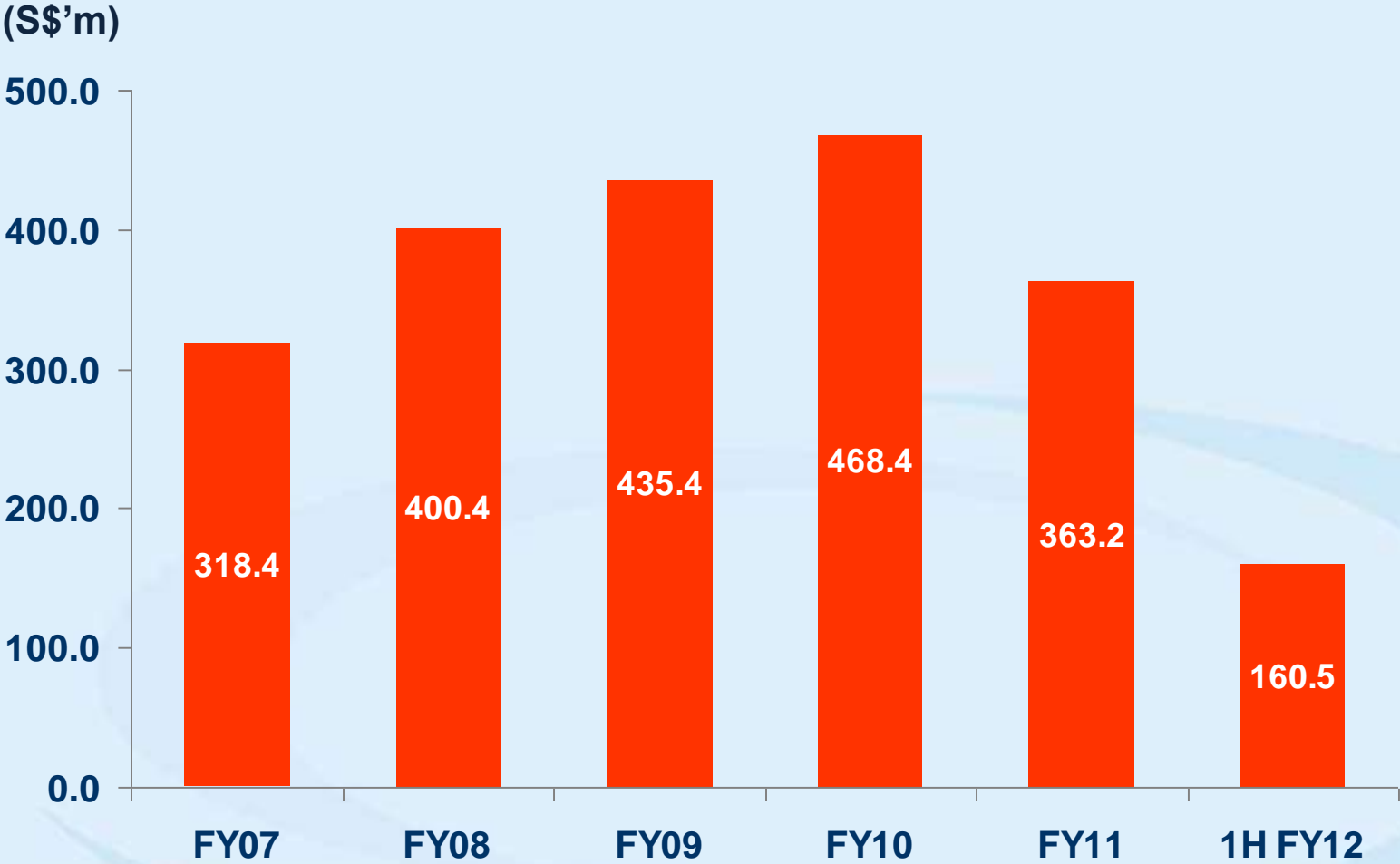
Shipchartering



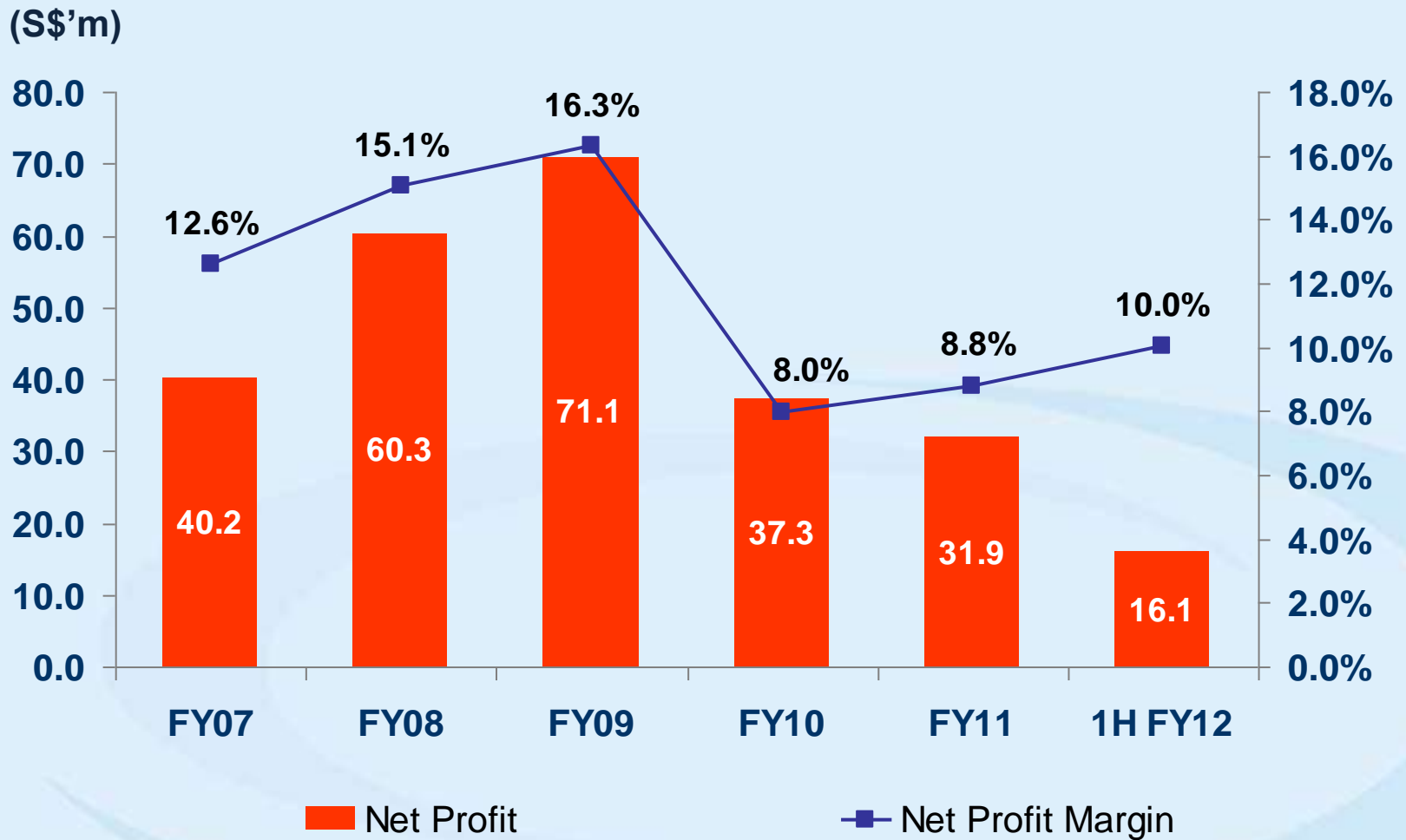
- Revenue for 1H FY12 rose by S\$4.3m (13.1%) to S\$36.9m due to higher income from operation of bigger vessels in spite of lower barges utilisation rate
- Gross profit rose by S\$0.2m (3.1%) to S\$7.4m
- Lower gross margin of 20.1% (1H FY12: 22.0%) due mainly to:
 - lower overall vessel utilisation rate
 - additional depreciation charge of S\$0.7m arose from the cancellation of vessels held for sale



Revenue Trend



Profit Trend



Balance Sheets



	31 Dec 11 (S\$'m)	30 Jun 11 (S\$'m)	chg %
Non-current Assets	513.4	498.1	3
Currents Assets	345.4	280.8	23
Total Assets	858.8	778.9	10
Current Liabilities	316.0	267.8	18
Non-current Liabilities	194.8	165.9	17
Total Liabilities	510.8	433.7	18
Total Equity	348.0	345.2	1
Property, Plant and Equipment	508.5	493.3	3
Bank Balances, Deposits and Cash	94.5	49.5	91
Total Borrowings	284.7	258.8	10

Financial Ratios



	1H FY12	1H FY11
Return on Equity (annualised)	9.2%	10.9%
Return on Total Assets (annualised)	3.7%	5.1%

As at	31 Dec 11	30 Jun 11
Net Asset Value per Share ¹ (cents)	80.51	80.05
Gearing Ratio	0.84	0.77
Net Gearing Ratio	0.56	0.62

¹Based on total number of issued shares of 419,511,294 as at 31 December 2011 and 30 June 2011

The logo for ASL Marine features the letters 'ASL' in a bold, blue, sans-serif font. A red swoosh underline is positioned beneath the 'A' and 'S'. This logo is set against a light blue, stylized oval background. Below the logo, the text 'ASL MARINE' is written in a large, bold, blue, sans-serif font. Underneath that, the words 'Operation Overview' are written in a smaller, bold, blue, sans-serif font.

ASL MARINE

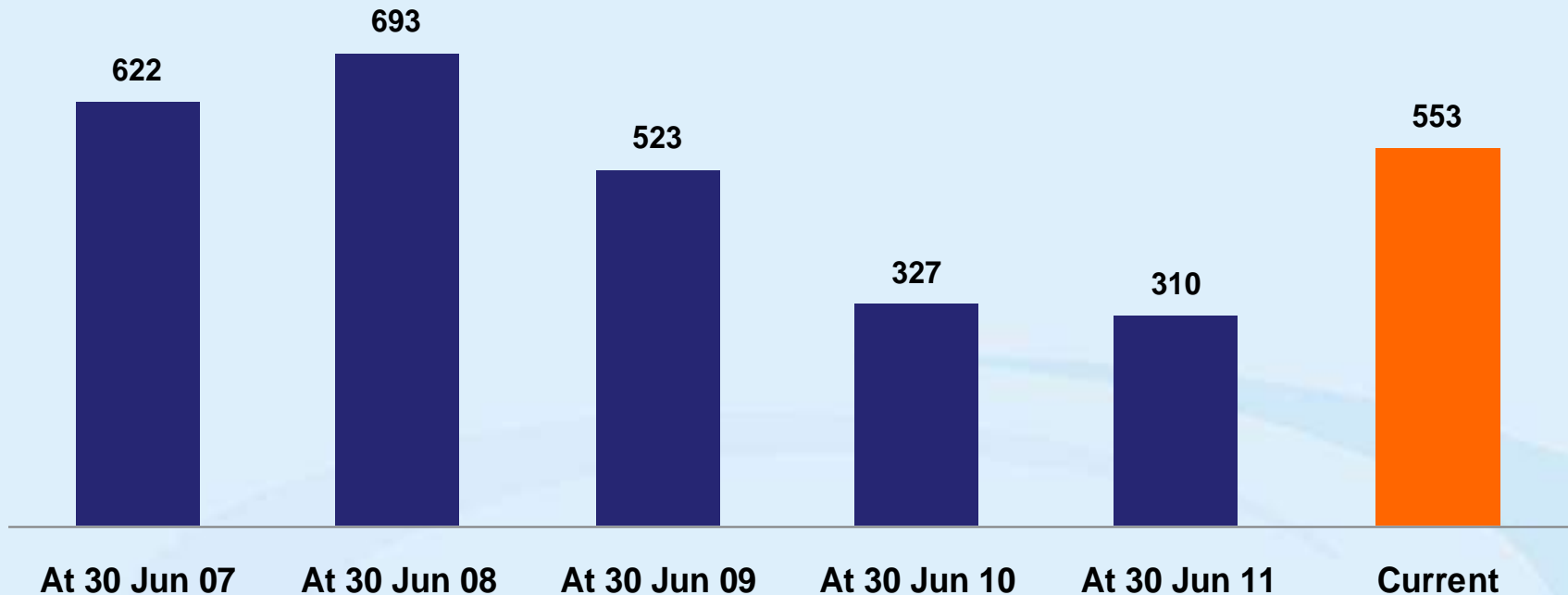
Operation Overview



Shipbuilding Order Book



(S\$m)



- Included recent secured orders worth S\$54 million
- Total outstanding order book of S\$553 million comprised 39 vessels with progressive deliveries up to first quarter of 2014

Shipbuilding Order Book



Type of Vessels	Units	2H FY12		After FY12		Total	
		S\$m	%	S\$m	%	S\$m	%
Offshore Support Vessels ¹	16	35	6	285	51	320	57
Tugs ²	6	28	5	17	3	45	8
Dredgers	2	13	3	159	29	172	32
Barges & other Vessels	15	11	2	5	1	16	3
Total	39	87	16	466	84	553	100

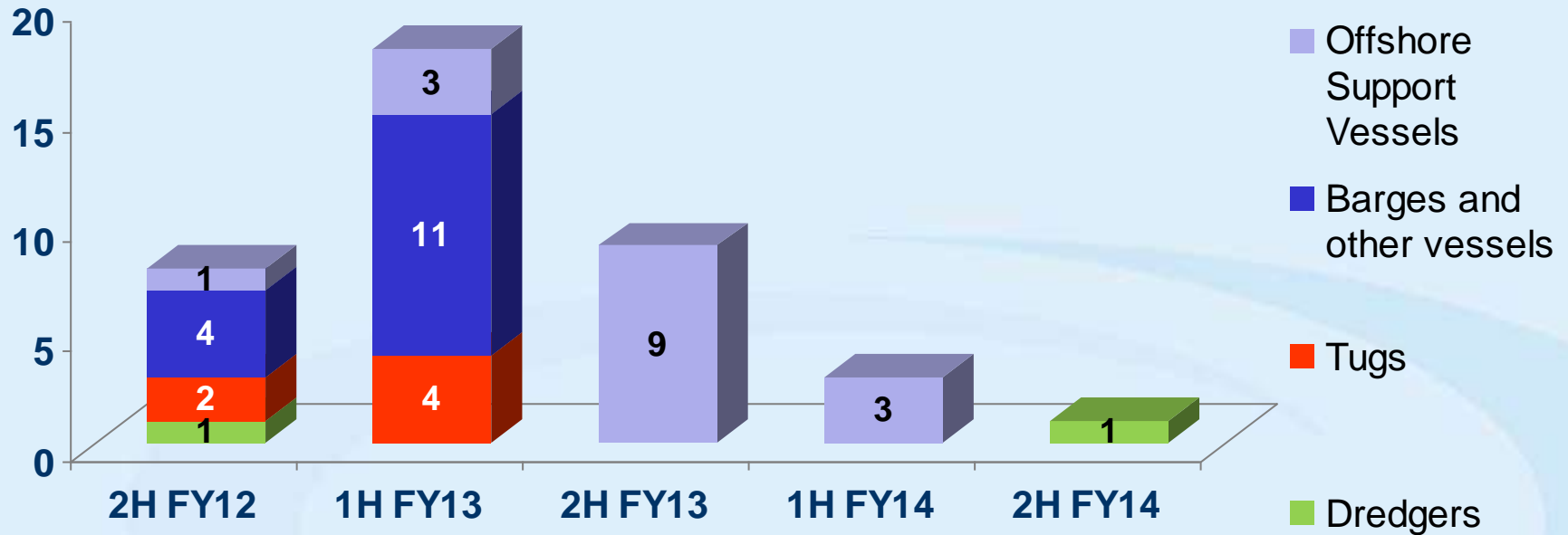
¹ Offtake Support & Supply Vessels, AHTS, Emergency Response & Rescue Vessels and Platform Supply Vessels

² Rotor Tugs and Azimuth Stern Drive Tugs

Vessel Delivery Schedule



(No. of vessels)





ASL
ASL MARINE
Business Outlook

Business Outlook



Shipbuilding

- Overall operating environment to remain challenging but believes that it can continue to tap on pockets of demand in Indonesia and Australia.
- Signs of picking up in Offshore Support Vessels sector
- Total outstanding order book of S\$553 million for 39 vessels will sustain shipbuilding operations up to first quarter of 2014

Shiprepair and Conversion

- Market conditions remain competitive
- Demand underpinned by:
 - Increasing world fleet
 - Recurring and mandatory requirements to maintain sea worthiness of vessels and to comply with requirement of classification societies
 - Regional demand particularly the Indonesian offshore oil & gas and resource sectors

Business Outlook



Shiprepair and Conversion (cont'd)

- Well equipped facilities at Batam yard:
 - 1 dry dock of 340 metres length (300,000 dwt)
 - 2 medium-sized dry docks of 230 metres and 180 metres length (60,000 dwt and 20,000 dwt)
- Establishing offshore services division to target on higher value offshore oil and gas related conversion and repair contracts (such as FSO and FPSO)

Shipchartering

- Demand supported by:
 - Domestic marine infrastructure, construction and land reclamation projects
 - Transportation demand (e.g. coal & aggregates) in Indonesia and South East Asia regions
 - Offshore oil and gas activities in South East Asia and Australia
 - Marine infrastructure, harbour and terminal services sectors in Australia
- Order book of S\$57 million for long term charter contracts

Business Outlook



Capital Expenditure

- Total capex of S\$36 million in 1H FY12 comprised mainly:

	S\$'m
Vessels	8
Assets under construction for yard infrastructure and vessels	22
Plant and machinery	5

- Shipchartering operations have outstanding delivery order for 11 new vessels worth approximately S\$35 million comprising :

Shipchartering outstanding delivery orders	Unit
Barges	9
Anchor Handling Tugs	2
Total	11

Share Price Information



As at	8 Feb 12	9 Feb 11
Share Price (S\$)	0.57	0.69
Price Earnings Ratio	7.44	8.02
Price / Net Asset Value per Share	0.71	0.90
Market Capitalization (S\$m)	239.1	289.5



Source: Bloomberg

ASL vs Indices



Source: Bloomberg

ASL's share price versus STI and FTSE Straits Times Oil & Gas Index (FSTOG) (for 8 Feb 2011 to 8 Feb 2012 – normalised graph based on %)

Peer Comparison



Company	Bloomberg Ticker	Mkt Cap (S\$m)	P/E	P/B
ASL Marine Holdings Ltd	ASL SP	241	7.5	0.7
STX OSV Holdings Ltd	SOH SP	1,741	6.2	2.8
Jaya Holdings Ltd	JAYA SP	458	7.9	0.8
Marco Polo Marine Ltd	MPM SP	135	7.7	1.1
Otto Marine Ltd	OTML SP	321	-	0.8
Swiber Holdings Ltd	SWIB SP	376	7.6	0.8
Ezra Holdings Ltd	EZRA SP	1,020	19.5	1.0
Ezion Holdings Ltd	EZI SP	579	8.2	1.8
KS Energy Ltd	KST SP	396	-	1.1
CH Offshore Ltd	CHO SP	279	6.1	0.9
Median		279	6.1	0.9

Source: Bloomberg (8 February 2012)

