



ASL Marine Holdings Ltd.



FY2007 Results Briefing

Raffles Hotel (Casuarina Suite A)

23 August 2007



Presentation Outline

- **Company Profile**
- **FY2007 Financial Results**
- **Shipbuilding Operations**
- **Shiprepair Operations**
- **Shipchartering Operations**
- **Industry Outlook and Growth Drivers**
- **Q&A Session**



Company Profile

- Listed on SGX-ST Mainboard on 17 March 2003
- Engages in Shipbuilding, Shiprepair, Shipchartering & Other Marine-Related Services

Shipbuilding and Shiprepair

- Owns 3 shipyards in Singapore, Batam (Indonesia) and Guangdong (China)
- 150,000dwt Graving Dry Dock + 20,000dwt Floating Dock in Batam

Shipchartering

- Owns more than 150 vessels engage in
 - Offshore Oil and Gas
 - Marine Infrastructure
 - Dredging, Land Reclamation & Marine Construction, and
 - Transportation of Cargoes such as aggregate, heavy equipment etc



ASL Marine Holdings Ltd.



FY2007 Financial Results



Financial Highlights

- Achieved Record Revenue and Profit of \$318.4 million and \$40.2 million respectively on the back of strong growth in all three business segments.
- 5th consecutive year of record revenue and profit since listing in March 2003.
- Rewards shareholders with higher tax-exempt dividend of 2.8 cents per share.
- Return on Equity has improved from 19.0% in FY2006 to 25.7% in FY2007.
- Record shipbuilding orderbook of \$622 million as at 30 June 2007. Additional \$48 million subsequent new orders (2 Rotor tugs and 5 barges) secured.



FY2007 Financial Results

<u>S\$' million</u>	<u>FY2007</u>	<u>FY2006</u>	<u>Growth</u>
Shipbuilding	202.7	123.3	64.4%
Shiprepair	43.5	23.3	86.6%
Shipchartering	72.2	51.0	41.4%
Total Revenue	318.4	197.7	61.1%
Gross Profit	52.2	29.2	78.9%
Gross Margin	16.4%	14.8%	10.8%
Net Profit	40.2	23.1	74.5%
Net Margin	12.6%	11.7%	7.7%



Financial Highlights

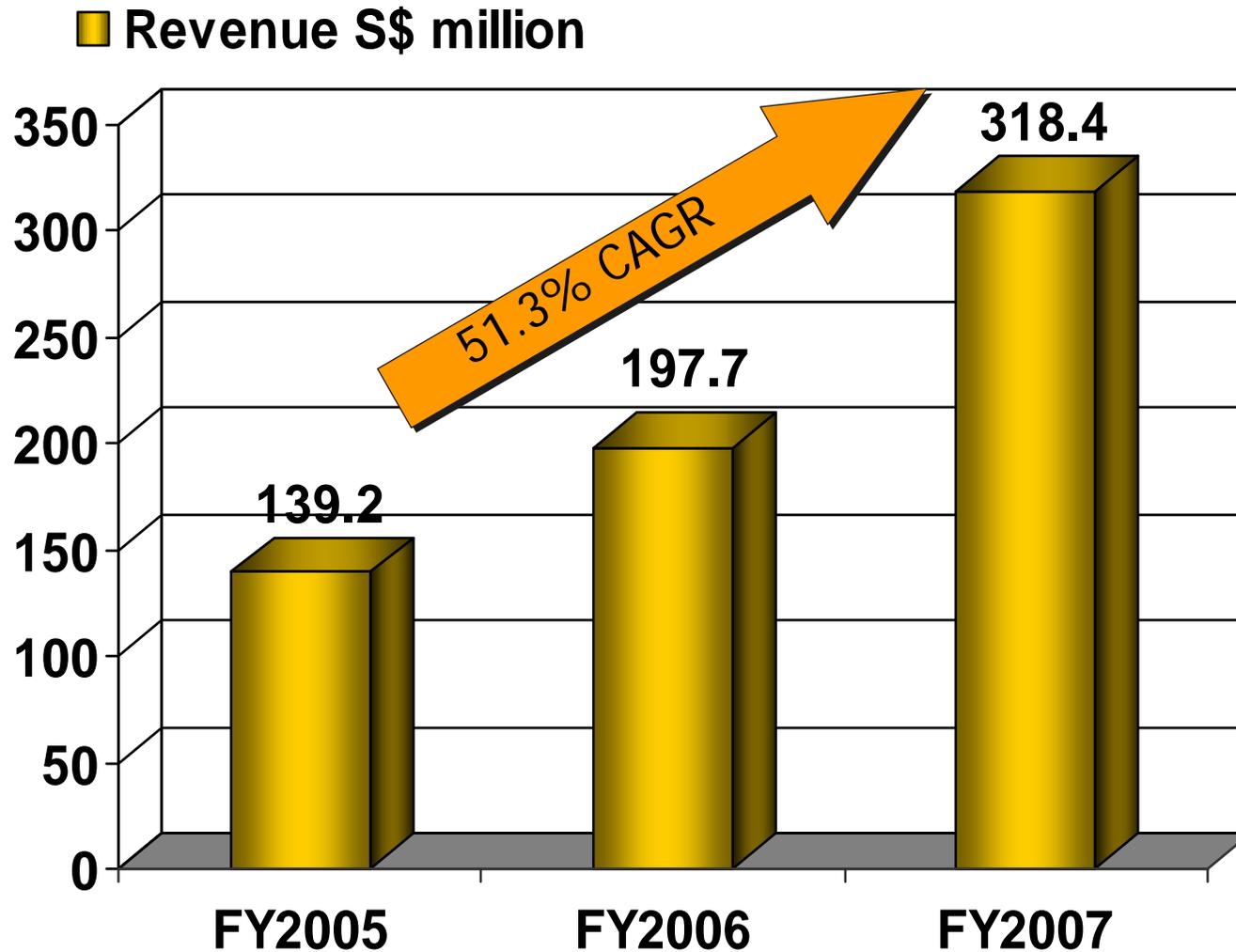
	FY2007	FY2006
Earnings per Share* (cents)	16.01	10.02
Fully Diluted EPS** (cents)	14.66	9.71
Return on Equity	25.7%	19.0%
Return on Asset	9.1%	7.3%
As at	30-Jun-07	30-Jun-06
Net Asset Value Per Share (cents)	59.68	47.91

* Based on weighted average of 251,347,249 (FY2006: 230,197,899)
Ordinary Shares in issue during the year

** Based on weighted average of 274,585,892 (FY2006: 237,565,907)
Ordinary Shares in issue during the year

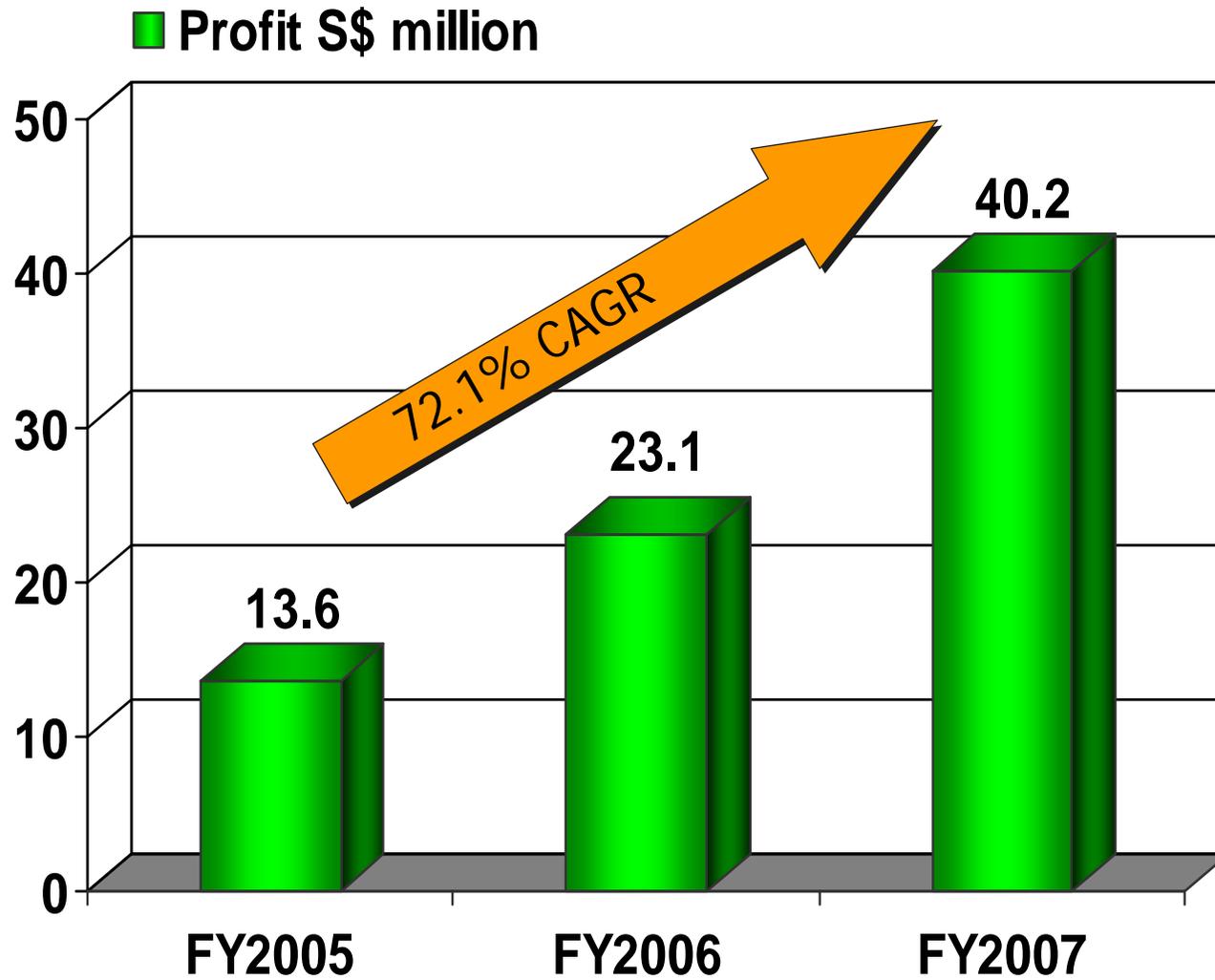


Revenue Growth





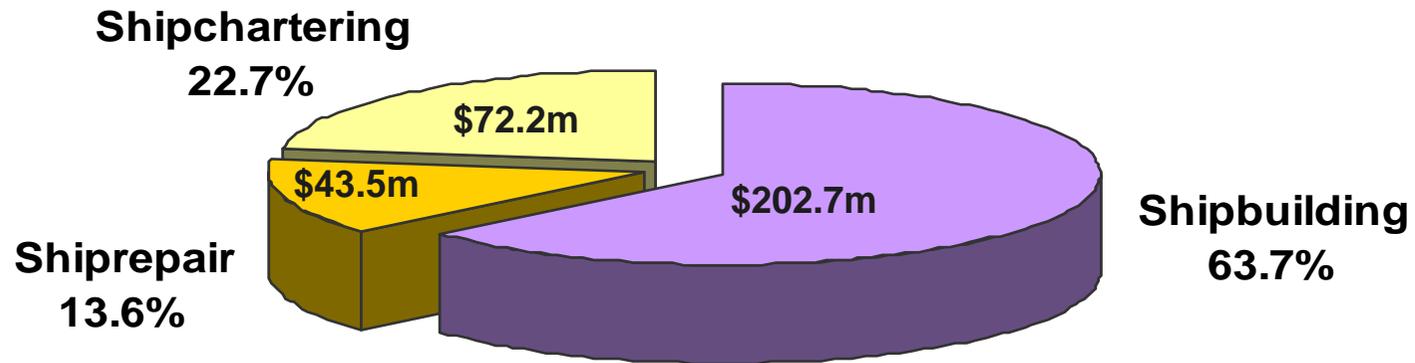
Net Profit Growth



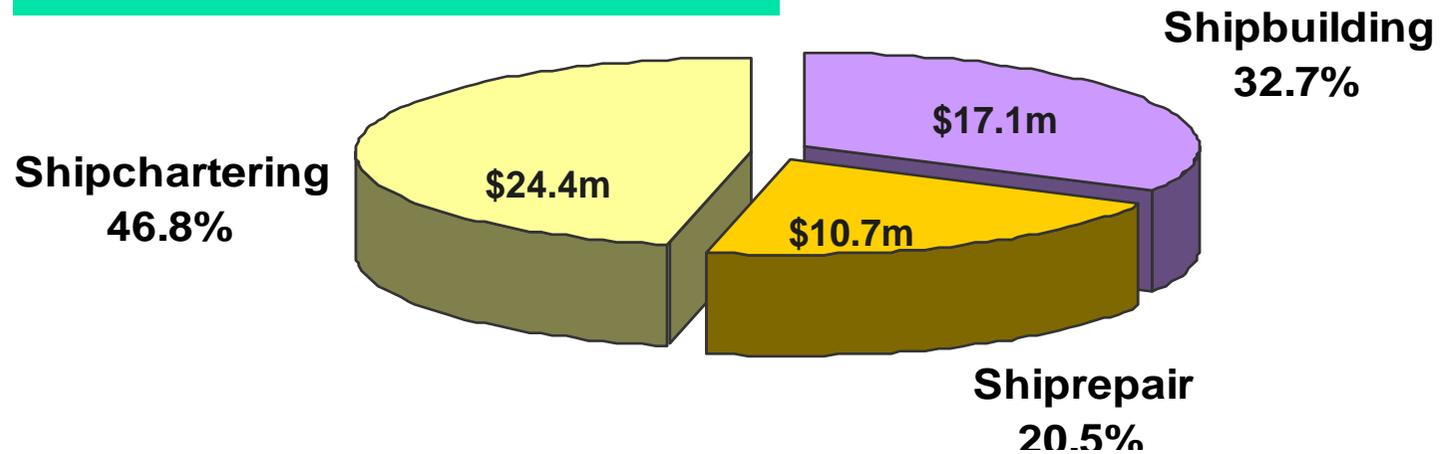


Revenue & GP by Activities

FY2007 Revenue \$318.4 million



FY2007 Gross Profit \$52.2 million



SPORE YARD



SHIP BUILDING

BATAM YARD

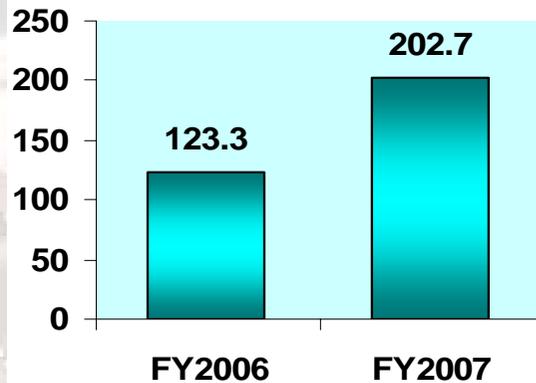




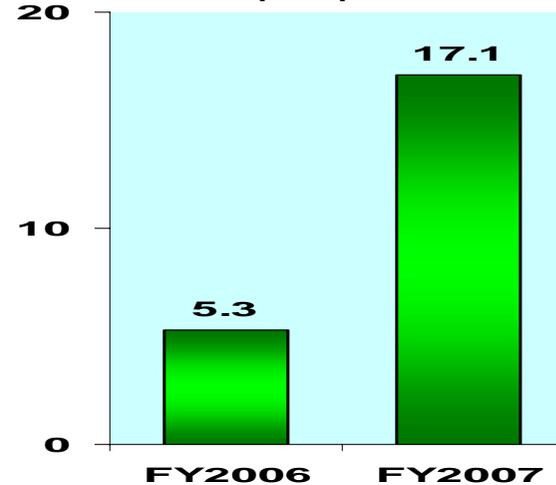
Shipbuilding (Overview)

- Revenue increased by 64.4%
 - Construction of increased number of vessels with higher contract values recognised during the year
- Gross margin improved from 4.3% in FY2006 to 8.4% in FY2007
 - improved pricing derived from higher value projects
 - improved operating efficiency

Revenue (\$'m)



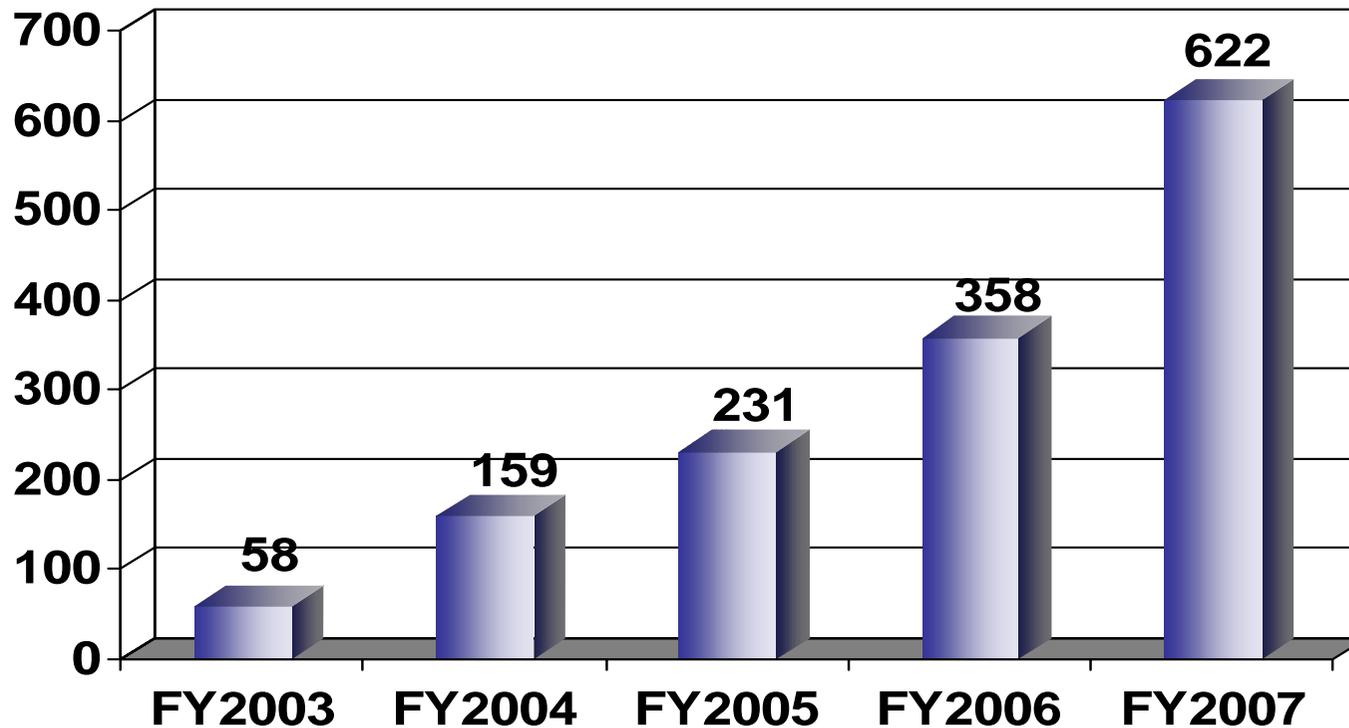
Gross Profit (\$'m)





Record Shipbuilding Order Book

S\$ million



- Approximately 43% is expected to be recognised in FY2008
- Secured additional \$48m of which 11% is expected to be recognised in FY2008



Record Shipbuilding Order Book

		FY2008		FY2009/FY2010		Total	
Type of vessels	Unit	S\$'mil	%	\$'mil	%	\$'mil	%
Offshore Support Vessels	19	148	24	254	41	402	65
Tugs	21	97	15	95	16	192	31
Barges	3	1	-	1	-	2	-
Others	2	25	4	1	-	26	4
TOTAL	45	271	43	351	57	622	100
<p>Offshore Support Vessels comprised AHT(1), AHTS(11), Offshore Construction vessels(3), Emergency Rescue & Standby vessels(4)</p> <p>Tugs comprised Azimuth Stern Drive Tugs(11) and Rotor Tugs(10)</p>							

DRY DOCK REPAIRS



SHIP REPAIR

FLOATING DOCK REPAIRS

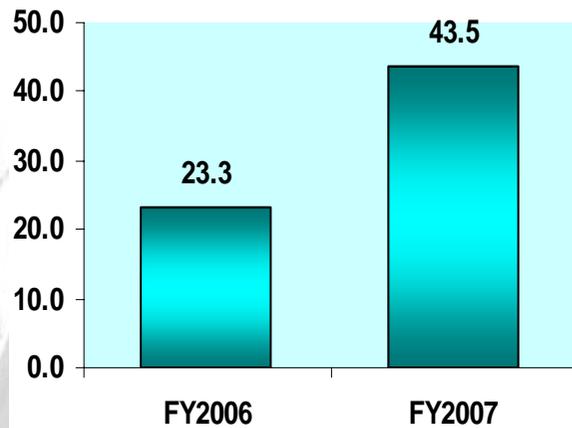




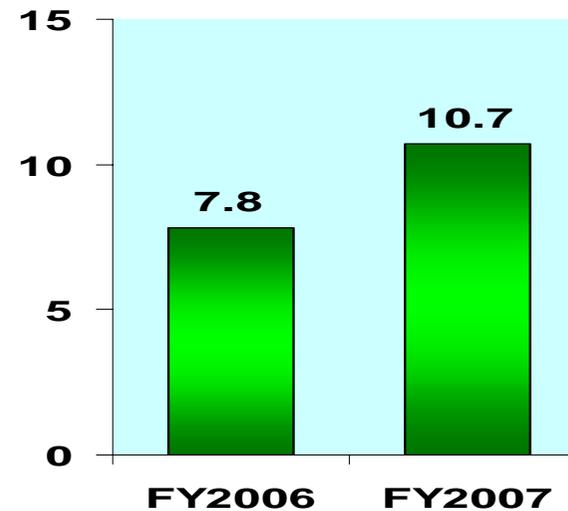
Shiprepair (Overview)

- Revenue increased by 86.6% due to more and bigger shiprepair and ship conversion jobs undertaken at the graving dry dock in Batam, which commenced operation in August 2006
- Gross margin declined from 33.4% to 24.6% due to lower margin ship conversion jobs undertaken

Revenue (\$'m)



Gross Profit (\$'m)





Shiprepair (Overview)

- 20,000 dwt floating dock in operation since May 2005





Shiprepair (Overview)

- 150,000 dwt graving dry dock commenced operation in August 2006
- Measuring 260m x 60m x 11m, capable of repairing Capesize vessels
- The graving dry dock allows the Group to
 - provide a fuller range of repair services
 - take on more and bigger shiprepair and conversion jobs

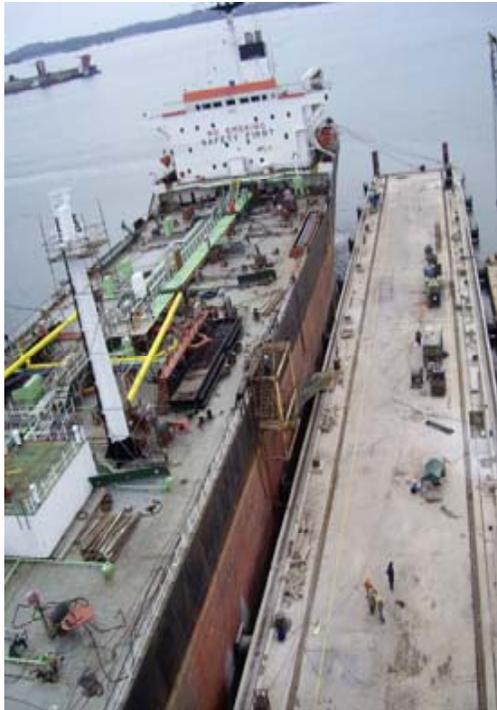




Improved Shipyard Facilities

Batam Shipyard

- 220m finger pier (ready in July 2007) to expand berthing capacity
- Added 2 units traveling luffing cranes
- New steel fabrication workshop completed in July 2007
- New Admin and Production offices





SHIP CHARTERING

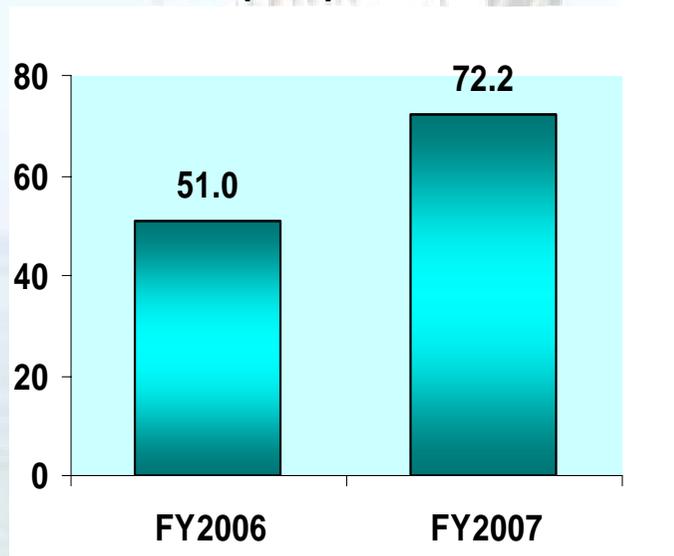




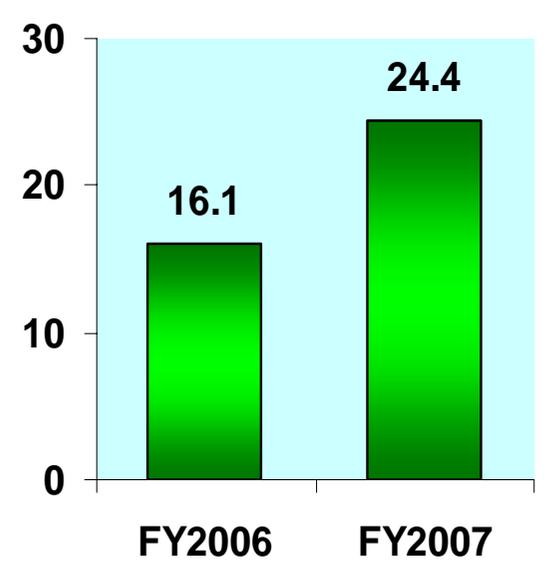
Shipchartering (Overview)

- Revenue increased by 41.4% to \$72.2 million due to enlarged fleet size.
- Gross margin improved from 31.5% in FY2006 to 33.8% in FY2007
 - No. of vessels increased by 32 from 126 to 158
 - Improvement in charter rates

Revenue (\$'m)



Gross Profit (\$'m)





Shipchartering (Overview)

	FY2007	FY2006
Fleet Size (units)		
Tugs	61	53
Barges	97	73
Total number of vessels	158	126
Average age of vessels (years)	5	5
Utilization Rate (%)		
Tugs	82	85
Barges	81	82

ASL Marine Holdings Ltd.



Industry Outlook and Growth Drivers



Group Growth Drivers

Industry Outlook

- Singapore's positioning as a “**Hub for Shiprepair**” for buoyant offshore oil & gas exploration and production activities
(Source: Morgan Stanley report titled “Going deeper in water”)

- On the macro side, there are three key fundamental demand drivers for the shiprepair industry:
 - fleet size;
 - age of world fleet; and
 - regulatory requirements and standards on ships

- On the micro side, we identify two factors driving demand for a shipyard:
 - location and
 - shipyard's capabilities and reputation.



Group Growth Drivers

Industry Outlook (Cont'd)

- **Shiprepair business is less cyclical** than shipbuilding and chartering business due to the recurring need for regular maintenance and repair of vessels.
- **Booming infrastructure development in the Middle-East** generate steady demand for tugs and barges used in the support of land reclamation and dredging projects.
- Increased numbers of **domestic infrastructure construction projects** (eg. IR projects)
- The International Maritime Organization's regulation aimed at phasing out all single-hull tankers by 2010 affords Singapore the opportunity to establish itself as a niche conversion hub.



Group Growth Drivers

Shipbuilding Order Book

- Shipbuilding order book of \$622 million, 43% expected to be recognised in FY2008
- Additional \$48 million shipbuilding contracts secured after year end, 11% to be recognised in FY2008
- Additional \$31 million shipbuilding worth of 10 vessels for internal use

Shipyard in Guangdong, China

- Commenced operations in May 2007 with building of barges
- To take on other type of vessels once the facilities development are completed

Shiprepair

- Enhanced shiprepair capabilities (Graving dry dock, finger pier, new cranes and workshop)
- Full contribution of Batam dry dock in FY2008



Group Growth Drivers

Shipchartering Expanding Fleet

- Shipchartering order book of approximately \$14 million for long term ship chartering contracts
- Expects to take delivery of 37 vessels worth approximately \$85 million in FY2008. These vessels include Azimuth Stern Drive tug, Straight Supply vessel, AHT/S vessel, Anchor Handling tug, towing tugs and barges

ASL Energy Group

- Disposing of its entire interests (50.2%) in Tabang Coal Concession at book value
- Focus on its shipchartering operations, which has a total of 32 tugs, 32 barges and a 65,000 dwt floating terminal



Questions & Answers