



ASL Marine Holdings Ltd.



9M FY2009 Financial Results

11 May 2009



Presentation Outline

- **Corporate Profile**
- **9M FY2009 Financial Review
(Nine Months Ended 31 March 2009)**
- **Business Review**
 - **Shipbuilding**
 - **Shiprepair and Ship Conversion**
 - **Shipchartering**
- **Business Outlook and Strategies**

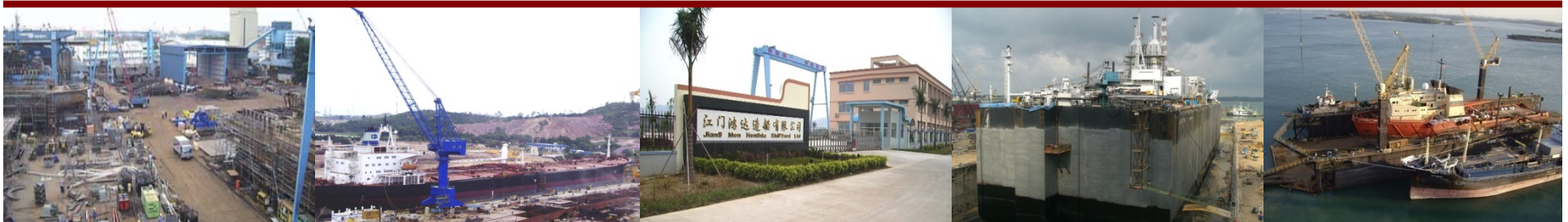


Company Profile

- Listed on SGX-ST Mainboard on 17 March 2003
- Engages in 3 core businesses:-
 - Shipbuilding,
 - Shiprepair & Conversion
 - Shipchartering

Shipbuilding and Shiprepair

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





Company Profile

Shipchartering

- Owns 188 vessels (mainly tugs and barges) as at 31 March 2009
- Engages in
 - Offshore Oil and Gas
 - Marine Infrastructure
 - Dredging, Land Reclamation & Marine Construction Works, and
 - Transportation of Cargoes such as aggregates, heavy equipment etc





9M FY2009 Financial Review

\$' million	9M FY2009	9M FY2008	Change%	3Q FY2009	3Q FY2008	Change %
Shipbuilding	209.7	173.4	21.0%	71.1	56.0	26.9%
Shiprepair	48.8	47.0	3.8%	12.5	14.4	(13.3)%
Shipchartering	74.7	64.7	15.4%	23.3	21.3	9.5%
Total Revenue	333.2	285.1	16.9%	106.9	91.7	16.6%
Gross Profit	58.9	53.2	10.8%	17.2	17.1	0.6%
Gross Margin	17.7%	18.7%	-	16.1%	18.7%	-
Other Operating Income	28.9 ¹	9.2	214.7%	14.4 ¹	4.0	258.1%
Administrative Expenses	(8.3)	(7.4)	11.9%	(2.6)	(2.7)	(4.0)%
Other Operating Expenses	(4.0)	(1.4)	188.4%	(3.2)	-	Nm
Net Profit	63.6	42.1	50.9%	23.4	14.2	65.0%
Net Margin	19.1%	14.8%	-	21.9%	15.4%	-
EBITDA	95.1	67.5	40.8%	32.3	23.2	39.0%

¹ Included a gain of \$12.2 million relating to disposal of a jointly-controlled entity, ASL Energy Pte. Ltd.



9M FY2009 Financial Review

CASH FLOW	9M FY2009 \$' million	9M FY2008 \$' million	Change %
Net cash generated from operating activities	60.4	133.7	(54.8)
Net cash used in investing activities (Capital expenditure, net of disposal)	(55.3)	(48.4)	14.3
Net cash generated from/ (used in) financing activities	20.3	(12.0)	(268.4)
Net increase in cash	25.4	73.3	(65.3)
Cash at beginning of period	103.0	47.6	116.1
Cash at end of period	128.4	120.9	6.2



9M FY2009 Financial Review

	9M FY2009	9M FY2008
Earnings per Share¹ (cents)	21.18	15.00
Fully Diluted EPS² (cents)	21.18	14.32
Return on Equity (Annualised)	30.3%	25.8%
Return on Total Assets (Annualised)	12.6%	10.1%

As at	31 Mar 2009	30 Jun 2008
Net Asset Value Per Share³ (cents)	91.41	78.60
Gearing ratio⁴	0.64	0.58
Net Gearing ratio	0.17	0.14

¹ Based on weighted average of 300,226,090 (9M FY2008: 280,988,596) Ordinary Shares in issue during the period

² Based on weighted average of 300,254,704 (9M FY2008: 294,225,032) Ordinary Shares in issue during the period

³ Based on 299,589,002 (30 June 2008: 300,876,002) Ordinary Shares in issue

⁴ Interest bearing loans and borrowings / Shareholders' fund



9M FY2009 Financial Review

As at	8 May 2009	8 May 2008
Share Price (\$)	0.85	1.24
Price Earnings ratio	3.01	6.49
Price / Net Assets Value per share	0.93	1.73
Market Capitalization (\$'million)	254.7	372.4

ASL MARINE HLDGS
as of 8-May-2009

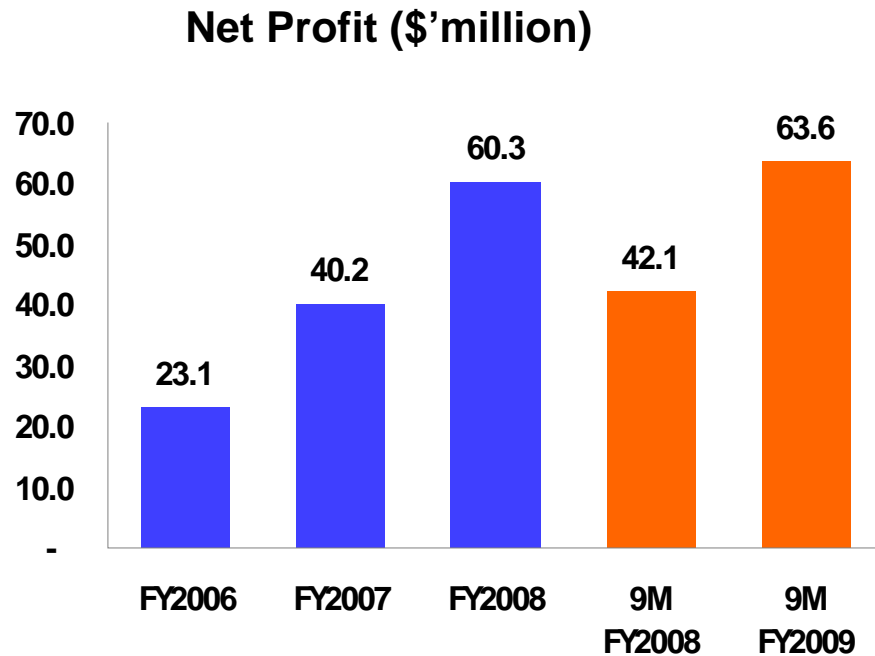
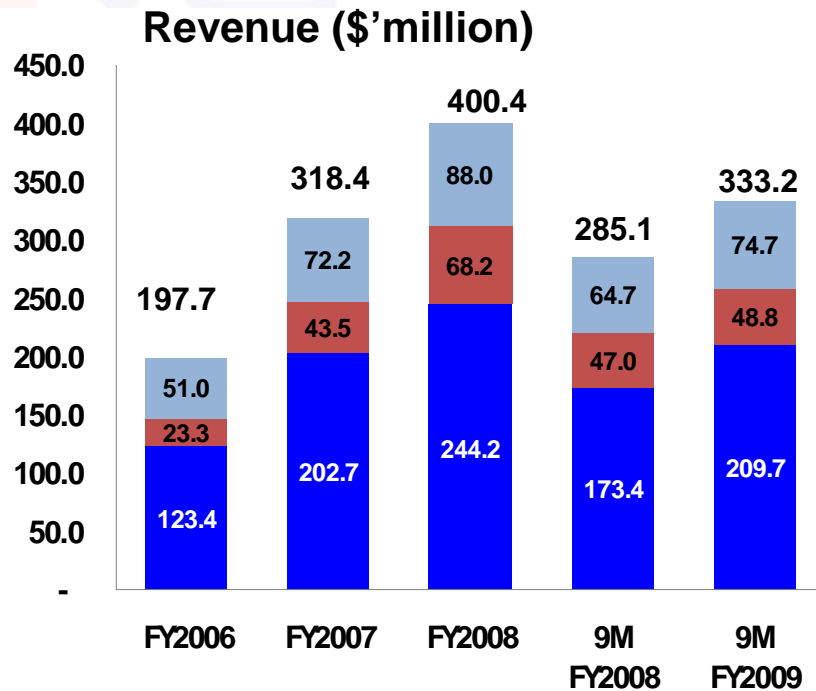


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9M FY2009 Financial Review



■ Shipbuilding ■ Shiprepair ■ Shipchartering

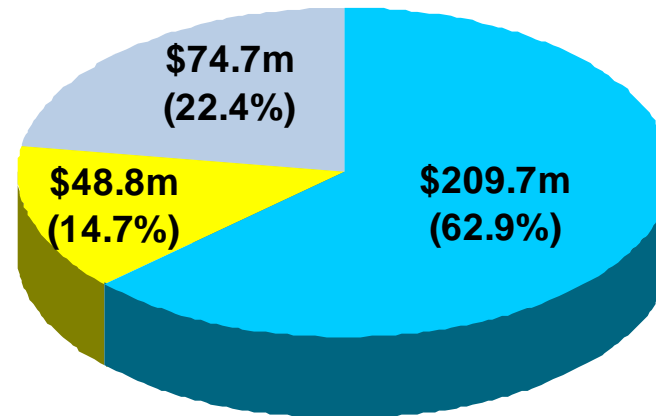
- Revenue up by 16.9% from \$285.1 million in 9M FY2008 to \$333.2 million in 9M FY2009
- Net profit up by 50.9% from \$42.1 million in 9M FY2008 to \$63.6 million in 9M FY2009



Revenue & Gross Profit by Activities

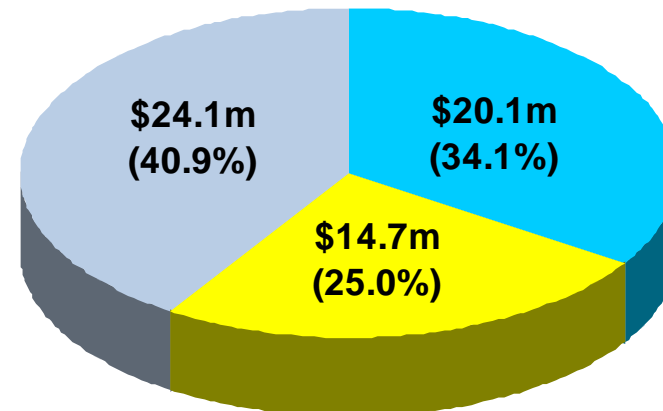
9M FY2009 Revenue \$333.2 million

- Shipbuilding
- Shiprepair
- Shipchartering



9M FY2009 Gross Profit \$58.9 million

- Shipbuilding
- Shiprepair
- Shipchartering

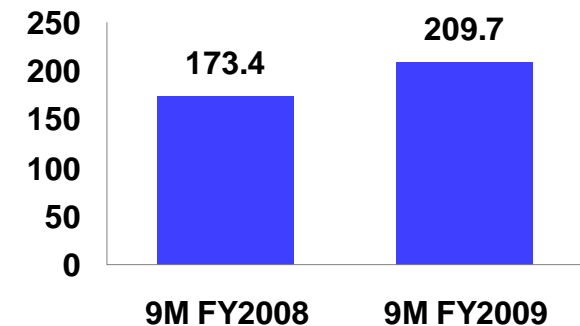




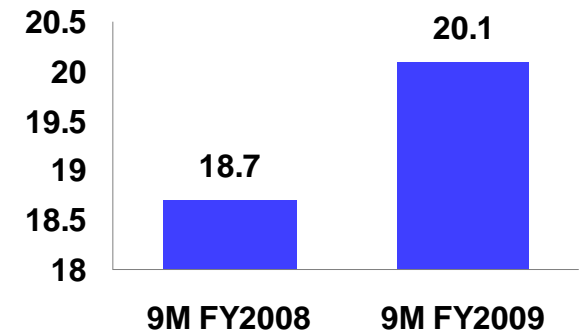
Shipbuilding

- Revenue ↑ 21.0% to \$209.7 million in 9M FY2009
- Gross Profit ↑ 7.7% to \$20.1 million in 9M FY2009
- Gross margin of 9.6% marginally lower than 10.8% in 9M FY2008
 - Progressive recognition of more and higher value shipbuilding projects undertaken
 - Lower margin due to higher cost provisions on select projects

Revenue (\$'m)

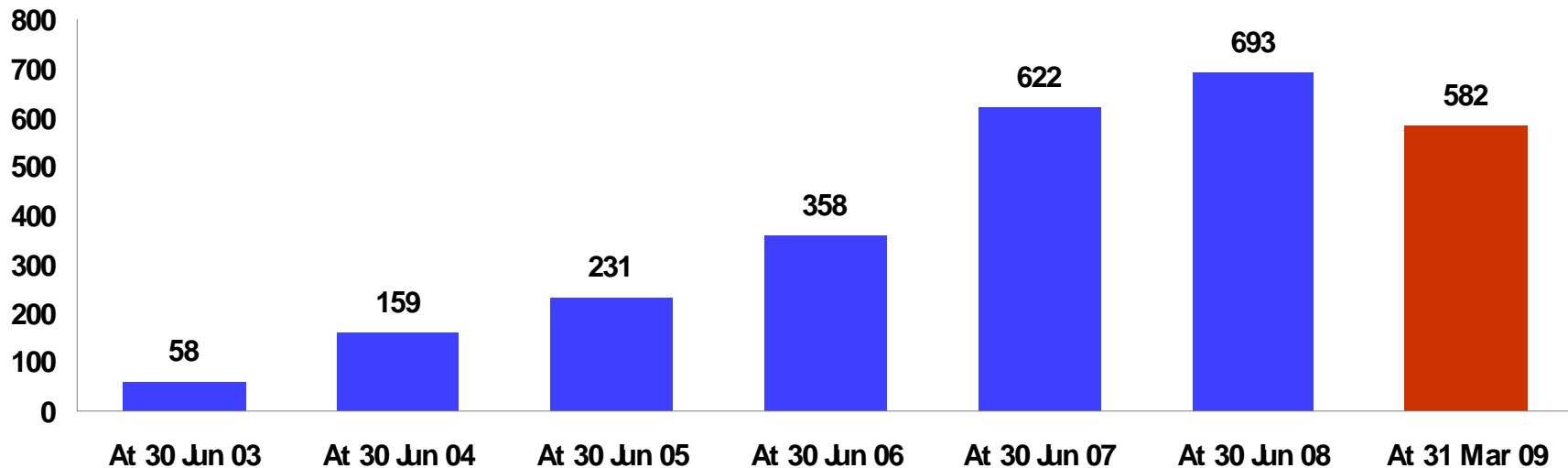


Gross Profit (\$'m)





Shipbuilding Order Book



- Order book of S\$582 million comprises of 35 vessels with delivery schedule up to financial year ending 30 June 2011
- Approx 78% of order book are denominated in foreign currency. Beside utilising natural hedge, the Group entered into “plain vanilla” forward contracts to hedge against FX exposures



Shipbuilding Order Book

Type of vessels	Unit	Total	
		S\$' million	%
Offshore Support Vessels	14	225	38.6
Tugs	13	137	23.6
Dredgers	3	192	33.0
Others	5	28	4.8
Total	35	582	100.0
Offshore Support Vessels comprised AHT and AHTS (9), Offshore Construction Vessels (2), Emergency Response & Rescue Vessels (3)			
Tugs comprised Azimuth Stern Drive Tugs (1) and Rotor Tugs (12)			

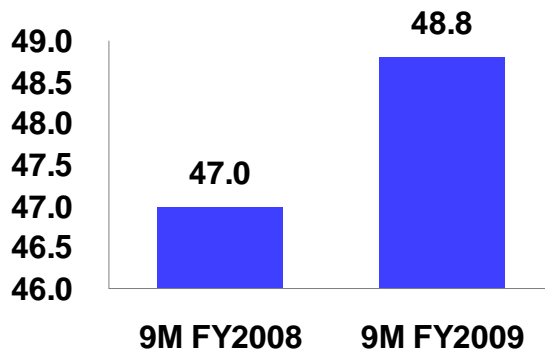
- Portfolio of customers from diverse sectors
- Diverse range of vessels on the order book



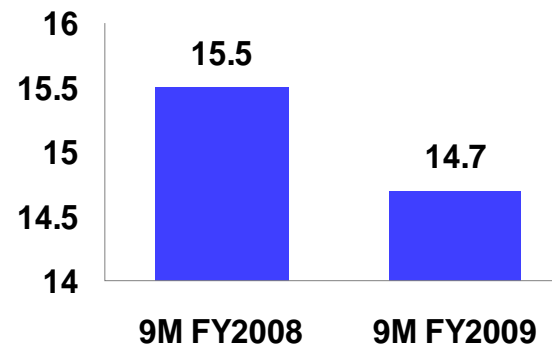
Shiprepair and Ship Conversion

- Revenue ↑ 3.8% to \$48.8 million in 9M FY2009
- Gross Profit ↓ 4.9% to \$14.7 million in 9M FY2009
- Gross margin of 30.2% marginally lower than 32.9% in 9M FY2008
 - increased number of shiprepair jobs undertaken

Revenue (\$'m)



Gross Profit (\$'m)





Shiprepair and Ship Conversion

- Enquiries mainly from offshore oil & gas related sector
- Pricing pressures due to competitive market condition
- Enhancement in progress:
 - Lengthening of existing graving dry dock to approx 360m
 - Addition of a Panamax and a Handymax graving dry dock

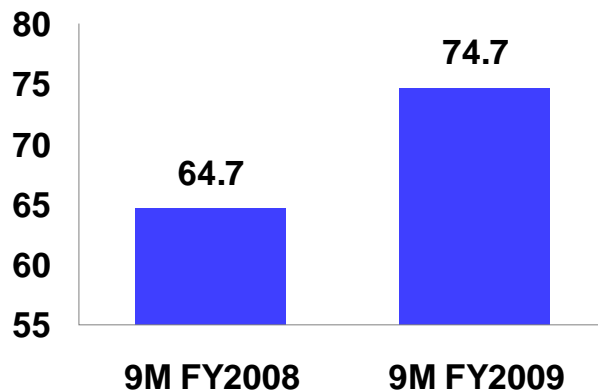




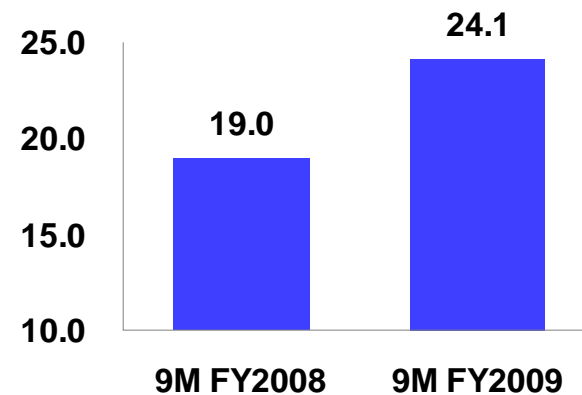
Shipchartering

- Revenue ↑ 15.4% to \$74.7 million in 9M FY2009
- Gross profit ↑ 26.4% to \$24.1 million in 9M FY2009
- Gross margin of 32.3% higher than 29.5% in 9M FY2008
 - Enlarged fleet size (No. of vessels increased from 175 to 188)
 - Higher proportion of time charter which generally commands better pricing; partially offset by
 - Higher upkeep costs and charter hire of third party's vessels

Revenue (\$'m)



Gross Profit (\$'m)





Business Outlook and Strategies

Overall Strategies

Amidst the economic downturn, the Group will continue to

- focus on less cyclical shiprepair and shipchartering segments
- strengthen project execution on existing order book
- tighten costs control and cash flow management
- seek opportunities to exploit strategic investment / acquisition at relatively lower prices in current depressed market



Business Outlook and Strategies

Shipbuilding

- Demand for new shipbuilding order remains weak due to over-supply and global credit crunch situation
- Focus on increasing efficiency and managing costs on existing shipbuilding order book deliveries
- Order book of \$582 million scheduled for execution up to financial year ending 30 June 2011

Shiprepair and Ship Conversion

- Order book of approximately \$22 million for shiprepair and ship conversion project including fabrication and outfitting works to a Heavy Transport Vessel and conversion of a tanker to FSO



Business Outlook and Strategies

Shiprepair and Ship Conversion (cont'd)

- **Long-term outlook remains positive**
 - Increase in world fleet with limited number of repair docks in the region
 - Recurring and mandatory requirements for repair and maintenance of vessels for sea worthiness and classification compliance

- **Enhancement of Shipyard Capabilities**
 - Lengthening of existing 150,000 dwt graving drydock from 260 meter to approx 360 meter for repair of larger vessels such as Capesize bulker, FSO/FPSO etc
 - Adding two new graving drydocks with length of approx 220 meter and 180 meter for repair of medium-sized vessels such as Panamax, Handy/Handymax, medium range tankers etc
 - Total investment approx \$30 million scheduled to complete by end 2009



Business Outlook and Strategies

Shipchartering

- Demand supported by:-
 - Domestic infrastructure construction and land reclamation projects in Singapore (such as port expansion, integrated resorts, etc). BCA has forecasted that average annual construction demand for the next two years, ranging between \$20 billion and \$27 billion
 - Transportation of aggregates and coal in Southeast Asia
 - Offshore oil and gas activities
 - Continued activities in marine infrastructure, harbour and terminal services sectors in Singapore, South-East Asia and Australia
- Shipchartering order book of approximately \$18 million as at 31 March 2009 for long term shipchartering contracts



Business Outlook and Strategies

Shipchartering (cont'd)

- In 9M FY2009, the Group acquired \$132.7 million of plant and equipment, of which \$63.0 million pertained to acquisition of vessels, \$65.3 million for vessels and yard infrastructure development under construction and \$3.9 million for plant and machinery
- Under current market weaknesses:-
 - potential impact of fair value provisions to asset valuations
 - provide opportunities to exploit acquisitions at relatively lower prices
- The Group expects to take delivery of 8 vessels worth approximately \$89 million including towing tugs, barges, Anchor Handling Towing/ Supply vessel and tankers of which 3 vessels have committed charter. Of the 8 vessels, 6 vessels worth \$86 million are being internally built.



Thank You