



JASON MARINE GROUP LIMITED

FY2010 Results Presentation: Channelling Growth

26 May 2010





Overview

- *About Us:*
Who is Jason Marine
- *Our Strengths:*
Your Trusted Partner
- *FY2010:*
Year in Review
- *Prospects & Strategy:*
Channelling Growth

About Us:

Who Is Jason Marine



We Are...



**...a leading marine electronics
systems integrator and
support services provider
with a global clientele**

3 Core Businesses



Marine Electronics Systems

Maintenance & Support Services

Airtime Services

Marine Electronics Systems



Design • Supply • Integrate • Install • Commission

Communication

Navigation

Automation



Maintenance & Support



Repair & Replacement

Operational & Maintenance

Radio Survey

Annual Performance Test



Airtime Services



Wide Geographic Coverage

SingTel, Stratos Global, Vizada

Comprehensive Plans

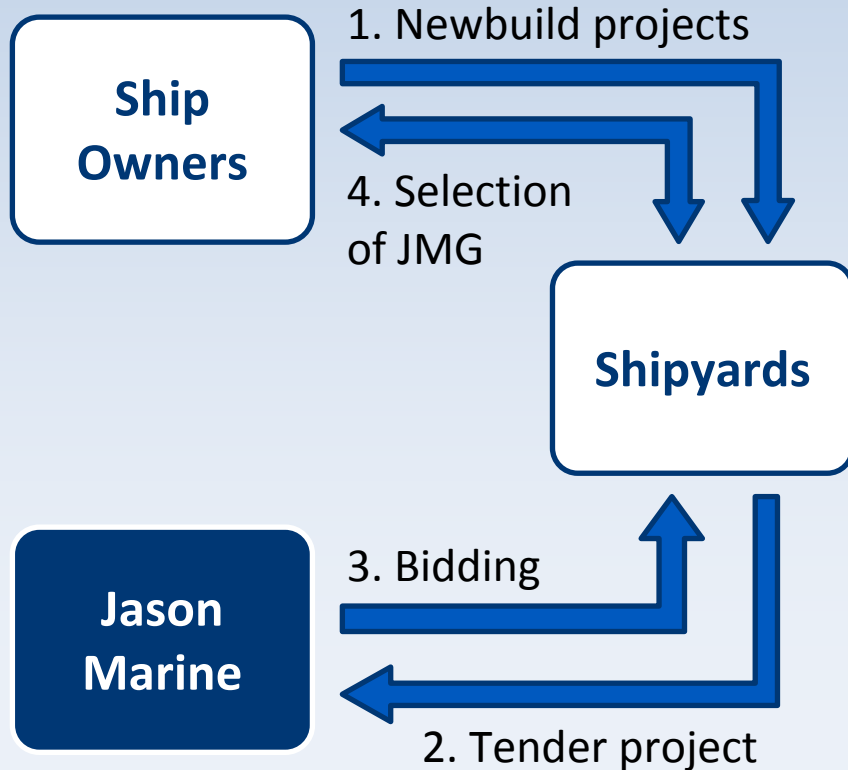
Fixed-plan, Flexi-plan



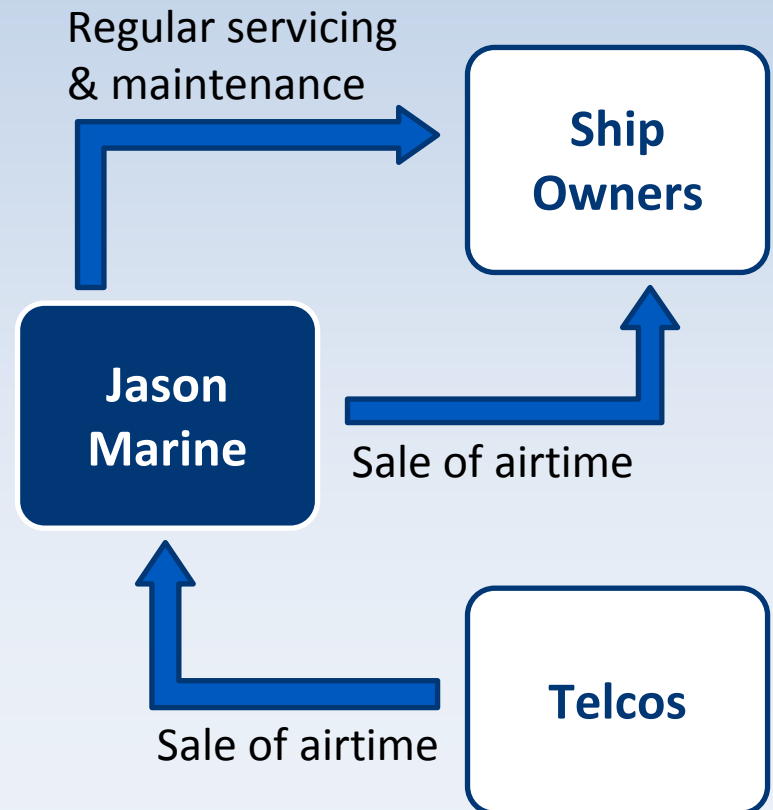
How We Win Contracts



Projects



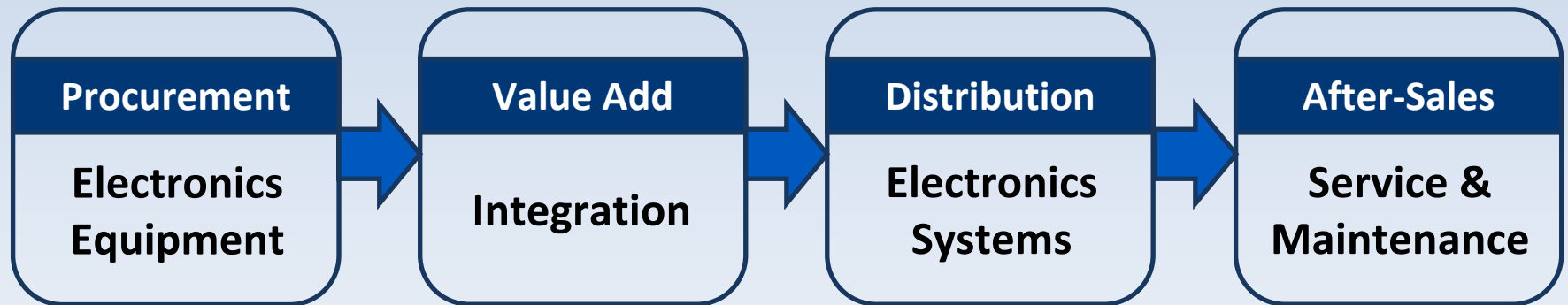
Services



Why We Attract Clients



Local & Regional Offices



Our Growth Over the Years

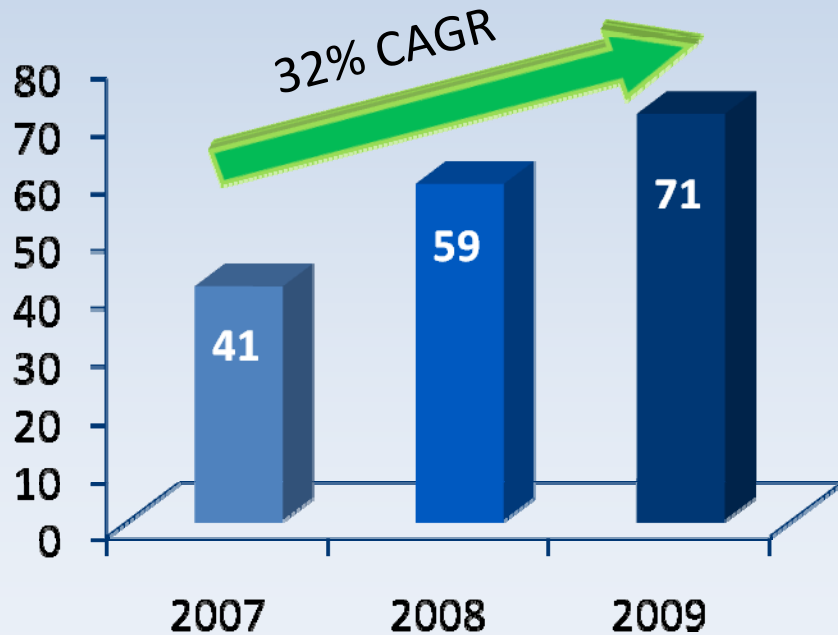


2010	Expansion to South Korea
2009	IPO and listed on SGX Catalist
2000s	One-stop solution: design, integrate & install marine electronics systems
1990s	Expanded overseas to China, Indonesia, Malaysia and Thailand
1980s	Supply marine electronics equipment & expanded distributorships
1976	Founded: Repair services for marine electronics equipment

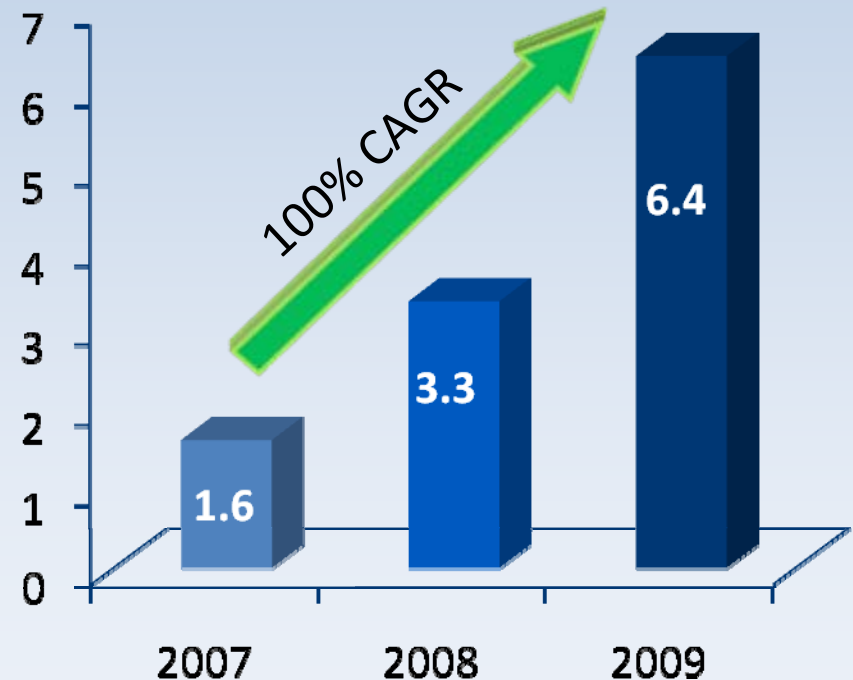
Strong Track Record



Revenue (\$\$ m)



PATMI (\$\$ m)



Our Strengths:
Your Trusted Partner



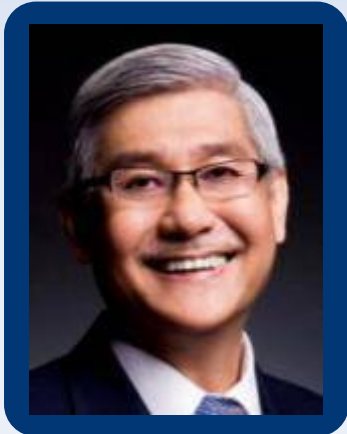
Experienced Management



Joseph Foo

Executive Chairman

- Founder
- Executive director since 1978
- Strategy, expansion plans & business development
- More than 30 years of experience in marine electronics



Ronald Tan

Chief Executive Officer

- Director since 1982
- Strong background in strategic marketing
- Instrumental in initiating & penetrating new markets
- More than 30 years of experience dealing with marine communications equipment

Experienced Management



Foo Hui Min

Chief Financial Officer

- CPA Singapore, FCCA
- >10 yrs' experience (FC & company secretary in listed and non-listed companies)



Ooi Chee Kong

Chief HR Officer

- >10 yrs' experience in HR
- Welfare, performance, recruitment, training of employees and deployment of HR



James Tan

Operations Manager

- 40 yrs' in operations & logistics, 25 yrs in management (American & Singapore PLCs and MNCs)
- Good knowledge on processes which enhance productivity

Extensive Regional Presence



- 2010: entry into South Korean market
- Strong regional sales & services play

Strong Technical Expertise



- ACR Electronics
- Amesys International / Ben Marine
- Kodan
- Navico
- Navis in Control
- Pole Star
- Ratheon Anschutz
- Samsung
- Samyung Enc
- Sea Tel
- Thrane & Thrane

- Trusted partner of renowned brands
- Knowledge & capabilities across most international brands

FY2010:
Year In Review



FY10 Results Snapshot



Revenue	S\$ 51.5 m
---------	------------

Gross Profit	S\$ 14.8 m
--------------	------------

PATMI	S\$ 4.3 m
-------	-----------

EPS	4.0 S¢
-----	--------

Sailing Through the Storm



S\$ M	FY10	FY09	YOY Change
Revenue	51.5	70.9	(27.3%)
Gross Profit	14.8	17.7	(16.1%)
PATMI	4.3	6.4	(33.4%)
Gross Profit Margin	28.8%	24.9%	3.9%pt
PATMI Margin	8.3%	9.0%	(0.7%pt)

- Revenue & profits held up well despite subdued marine sectors
- Improved gross margin on lower direct labour & subcontracting costs
- Excluding one-off IPO expenses, PATMI margin improved to 9.9%

Improved Cash Flows



S\$ M	FY10	FY09
Cash Flow from Operations	*2.9	2.4
Cash Flow from Investments	(0.5)	(0.7)
Cash Flow from Financing	#2.8	(0.3)
Net Cash Flow	5.2	1.4

* Strong working capital management despite lower profit

Net proceeds of S\$2.1m from IPO

Strengthened Balance Sheet

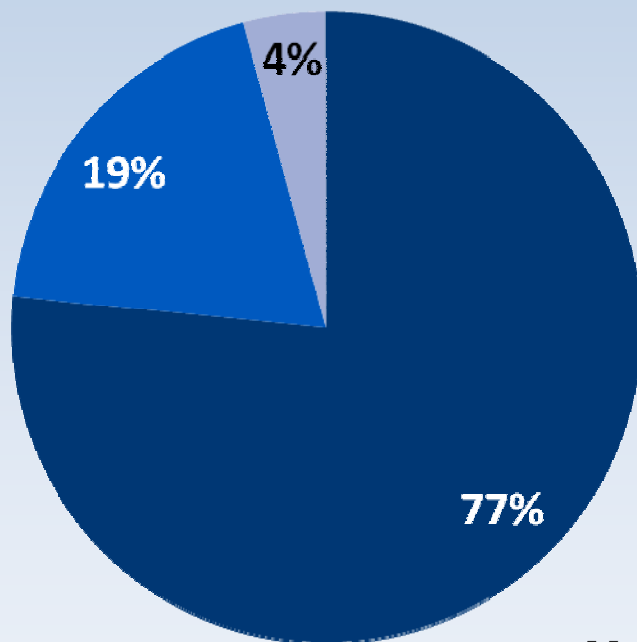


S\$ M	31 Mar 2010	31 Mar 2009
Cash	13.5	8.2
Inventories	7.0	10.0
Receivables	10.9	16.3
Payables	9.7	15.4
Bank Borrowings	-	4.3
Shareholder's Equity	22.2	14.9
Current Ratio	2.8x	1.6x
Net Cash/Equity	60.5%	25.3%

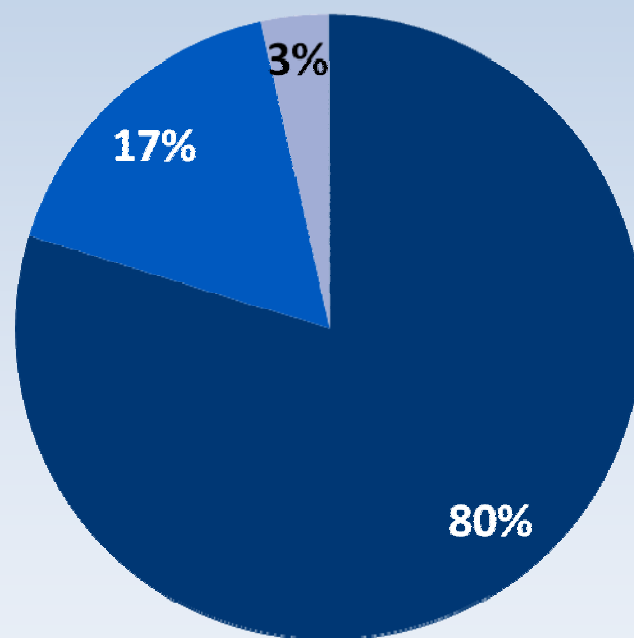
Revenue Breakdown



FY2010



FY2009



- Marine Electronic Systems
- Maintenance & Support Services
- Airtime Services

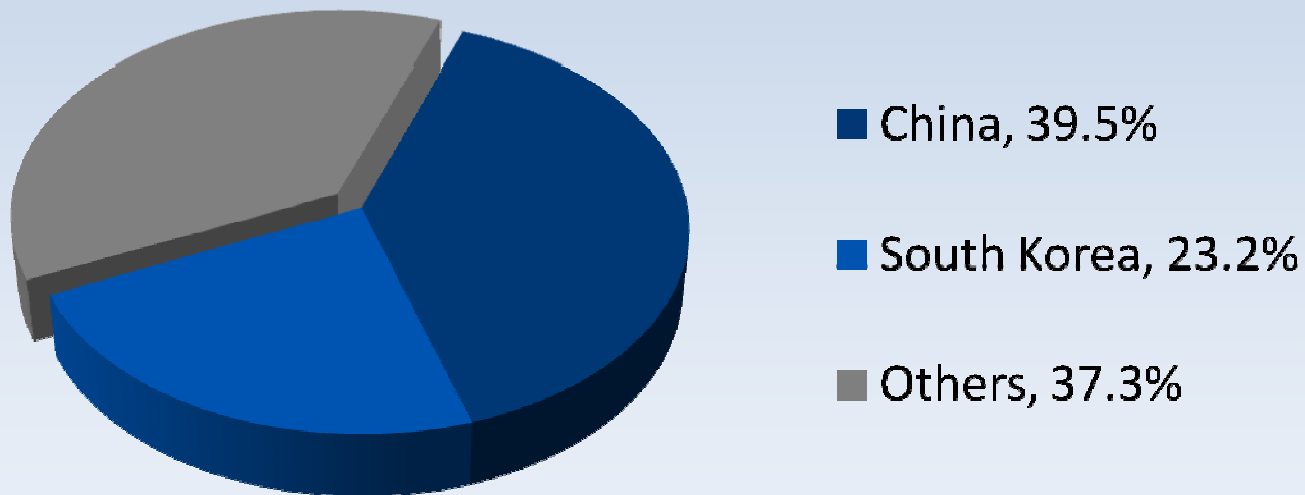
Prospects & Strategy:

Channelling Growth



In World's Top 2 Markets

Global Orderbook Share by Region (Total: 7,954 ship orders)



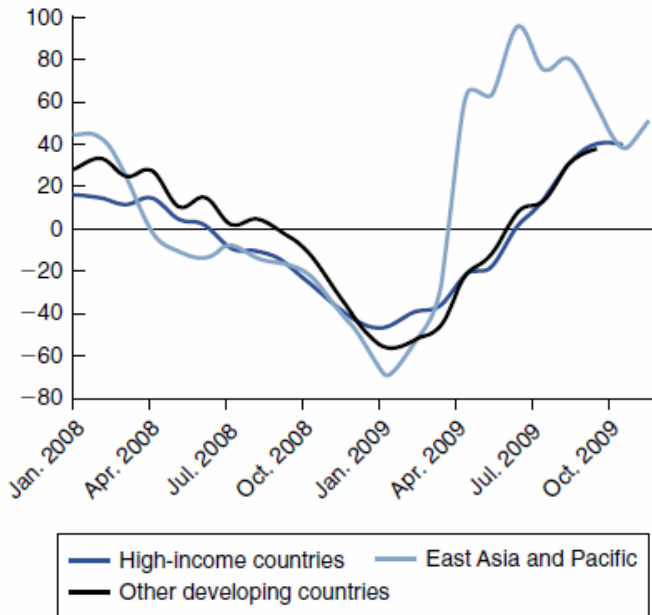
Source: Clarkson Research Services; January 2010

Recovering World Trade

Figure 1.21 World trade is recovering

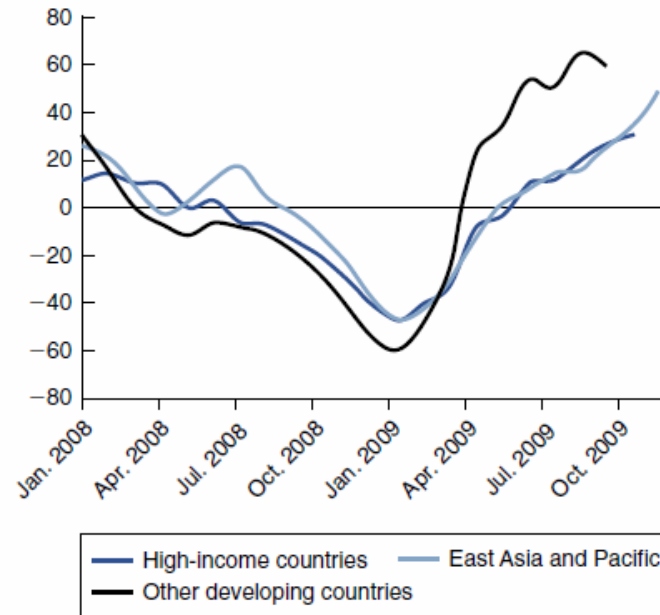
a. Annualized quarterly increase in import volumes

Percent growth



b. Annualized quarterly increase in export volumes

Percent growth

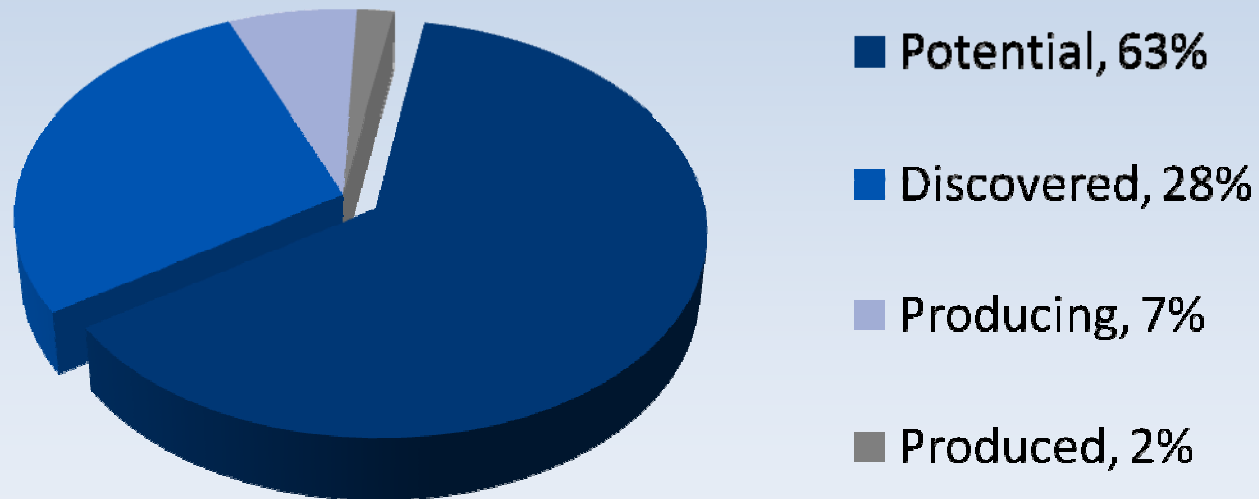


Source: World Bank.

Source: *Global Economic Prospects*, World Bank, January 2010

Offshore Potential

Deepwater Oil Reserves (Total 250 – 300bn barrels of oil equivalent)



Source: Shell, Total; 2009

Channelling Growth

Strategy

- Expand product range
- Expand geographical network
- Explore investments & JVs
- Grow recurrent income

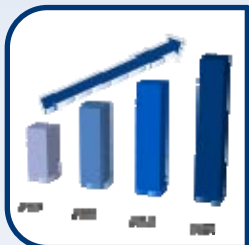
Key Investment Merits



Loyal following from repeat customers around the world



Growing presence in key Asian markets



Recovering marine & offshore sectors to drive demand



Thank You

Questions & Answers

