



**Jason Marine Group Limited**  
**HY2017**  
**Results Presentation**



- HY2017 Financials
- Outlook & Strategy

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# **HY2017 Financials**

# Prolonged Industry Downturn



(S\$'000)	HY2017	HY2016
Revenue	17,880	17,223
Gross Profit	3,915	3,612
Distribution Costs	(2,959)	(3,272)
General and Administrative Expenses	(2,534)	(2,866)
Loss Before Income Tax	(2,206)	(2,469)
Loss After Income Tax	(2,203)	(2,487)
Net Attributable Loss	(2,204)	(2,490)

## HY2017:

- **Revenue:** Increased by 3.8% due to S\$1.7 million higher contribution from the sale of goods segment which was partially offset by lower revenue from the rendering of services and airtime divisions
  - ✓ **Sale of goods segment:** Revenue rose on higher value of projects delivered in China
  - ✓ **Rendering of services segment:** Revenue decreased by S\$0.8 million due to lower demand for services
  - ✓ **Airtime revenue segment:** Revenue declined by S\$0.2 million due to lower sales of airtime packages
- Ongoing efforts to enhance overall cost and operational efficiency resulted in:
  - ✓ **8.4% increase in gross profit**
  - ✓ **10.5% reduction in distribution and general & administrative expenses**
  - ✓ **Net attributable loss contained at S\$2.2 million versus HY2016's net attributable loss of S\$2.5 million**

# Sound Balance Sheet



(S\$'000)	As at 30 Sept 2016	As at 31 Mar 2016
<b>Non-current assets</b>	2,868	2,173
<b>Current assets:</b>		
- Cash and cash equivalents	19,333	13,956
<b>Total Current Assets</b>	34,451	36,316
<b>Non-current &amp; current liabilities</b>	17,565	16,576
<b>Equity attributable to owners of the parent</b>	19,733	21,889

- Operations have been largely funded by its working capital and cash. There were no bank borrowings as at 30 September 2016 and 31 March 2016.
- Shareholders' funds of S\$19.7 million is supported by a net cash of S\$19.3 million

# Cashflow Management



(S\$'000)	HY2017	HY2016
Net cash generated from/(used in) operating activities	6,167	(2,024)
Net cash used in investing activities	(832)	(275)
Net cash used in financing activities	-	(1,280)
Net changes in cash & cash equivalents	5,335	(3,579)
Cash at beginning of financial year	13,956	22,294
Cash at end of financial year	19,333	18,696

- Achieved a positive net cashflow from operations due to proactive working capital management
- Net cash used in investing activities in HY2017 was due to additional investment in Sense InfoSys Pte. Ltd. In May 2016, the Group's wholly-owned subsidiary, Jason Venture Pte Ltd, subscribed for additional convertible preference shares in the capital of Sense InfoSys Pte. Ltd.





Moving Forward  
40 Years And Beyond

# Outlook & Strategy

- Continue to seek business opportunities prudently
- Improve operational efficiency and cost management
- Strengthen skills by tapping on existing and new technologies
- Deploy capabilities across Group's business units to give customers the same level of commitment and quality service they have come to expect over the last 40 years





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**Thank You**