



Jason Marine Group Limited
FY2017
Results Presentation



- FY2017 Financials
- Outlook & Strategy

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Moving Forward
40 Years And Beyond

FY2017 Financials

Improved Financial Performance due to Enhanced Operational Cost Efficiency



(S\$'000)	FY2017	FY2016
Revenue	33,155	37,169
Gross Profit	9,992	7,088
Distribution Costs	(4,771)	(6,271)
General and Administrative Expenses	(4,565)	(5,557)
Profit/(Loss) Before Income Tax	642	(5,960)
Profit/(Loss) After Income Tax	373	(5,984)
Net Attributable Profit /(Loss)	363	(5,996)

FY2017:

- **Revenue:** Decreased by 10.8% was contributed by all the business segments.
 - ✓ **Sale of goods segment:** Revenue decreased by S\$0.4 million due to lower project sales in the oil & gas segment.
 - ✓ **Rendering of services segment:** Revenue decreased by S\$1.7 million due to lower demand for repair and maintenance services
 - ✓ **Airtime revenue segment:** Revenue declined by S\$1.9 million due to lower sales of airtime packages
- Ongoing efforts to reduce costs and raise operational efficiency since the onset of the downturn in the O&G sector resulted in:
 - ✓ **41.0% increase in gross profit**
 - ✓ **Progressive reduction in distribution and general & administrative expenses of S\$11.8 million in FY2016 to S\$9.3 million in FY2017**
 - ✓ **Net attributable profit at S\$0.4 million versus FY2016's net attributable loss of S\$6.0 million**

Strong Balance Sheet



(S\$'000)	As at 31 Mar 2017	As at 31 Mar 2016
Non-current assets	3,315	2,173
Current assets:		
- Cash and cash equivalents	23,874	13,956
Total Current Assets	34,408	36,316
Non-current & current liabilities	15,368	16,576
Equity attributable to owners of the parent	22,325	21,889

- Group's operations are largely funded by its working capital and cash. There are no bank borrowings
- Shareholders' funds of S\$22.3 million is strongly supported by a net cash of S\$23.9 million

Positive Net Operating Cashflow



(S\$'000)	FY2017	FY2016
Net cash generated from/(used in) operating activities	11,385	(6,393)
Net cash used in investing activities	(1,536)	(229)
Net cash used in financing activities	-	(1,805)
Net changes in cash & cash equivalents	9,849	(8,427)
Cash at beginning of financial year	13,956	22,294
Cash at end of financial year	23,874	13,956

- Focus on streamlining cost structure and careful working capital management resulted in a positive net operating cashflow, and added S\$9.8 million to Group's net cash position which stood at S\$23.9 million as at 31 March 2017.
- Net cash used in investing activities in FY2017 was due mainly to purchase of plant and equipment of S\$1.0 million and increase in subscription of additional convertible preference shares of S\$0.6 million in the capital of Sense Infosys Pte. Ltd.



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Outlook & Strategy

Challenging Outlook



- Prudent cost management
- Continually invest in staff to strengthen business and seek new opportunities by leveraging on technology to create value for customers



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Thank You