

IHFY14 Results Briefing
Jason Marine Group Limited

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Jason Marine Group Limited
The Group Today

Who We Are



An integrated
**marine communications,
navigation and automation systems
provider**

with a regional presence,
serving international customers

Our value lies in the **skills and
knowledge** of our people

Jason Marine is one of Singapore's
Heritage Brands



What We Do



1. Sale of marine communication, navigation and automation systems

2. Provision of systems integration and maintenance support services

3. Provision of airspace services



Marine Electronics Systems



Design • Supply • Integrate • Install • Commission

Communication

Navigation

Automation



Maintenance & Support



Repair & Replacement

Operational & Maintenance Training

Radio Survey

**Annual Performance Test
& Certification**



Provision of Airtime Services



Wide Geographic Coverage

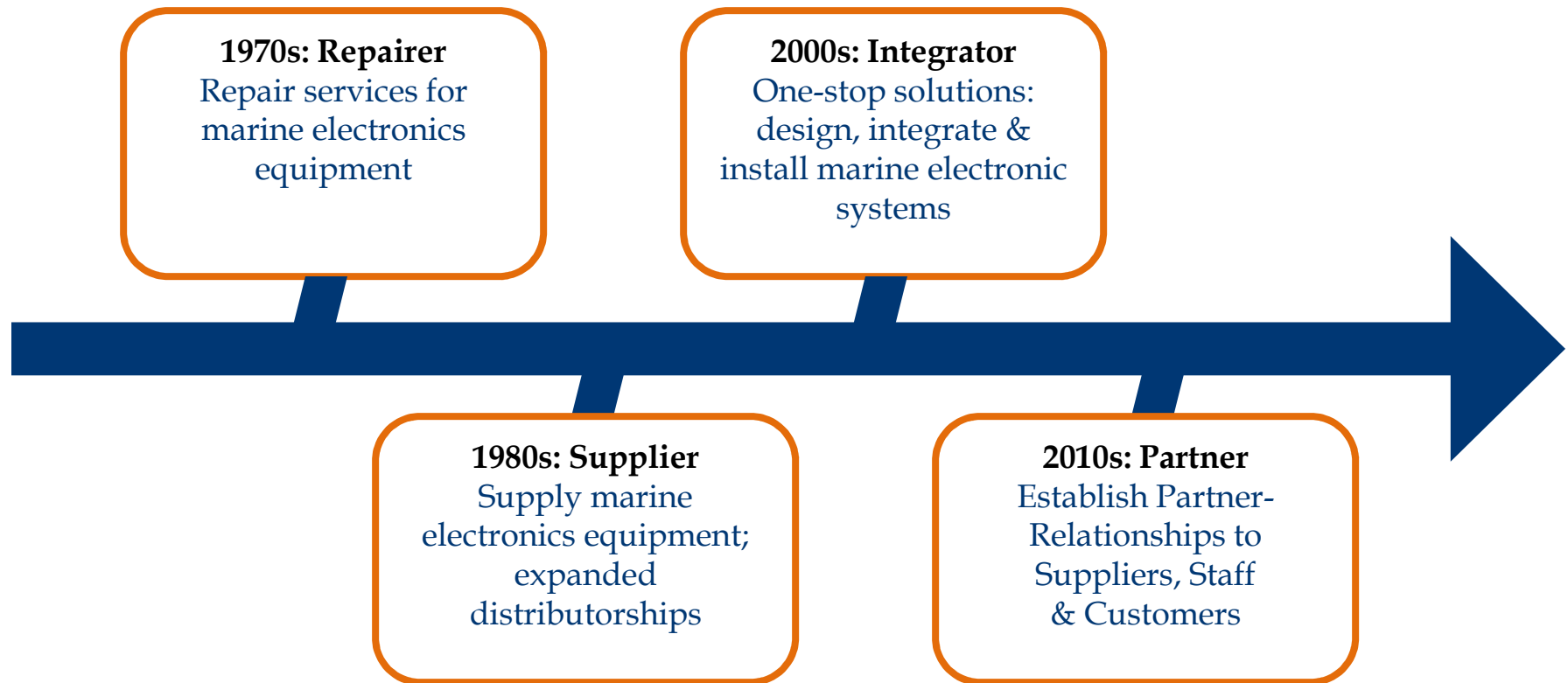
SingTel, Vizada, Stratos Wireless

Comprehensive Plans

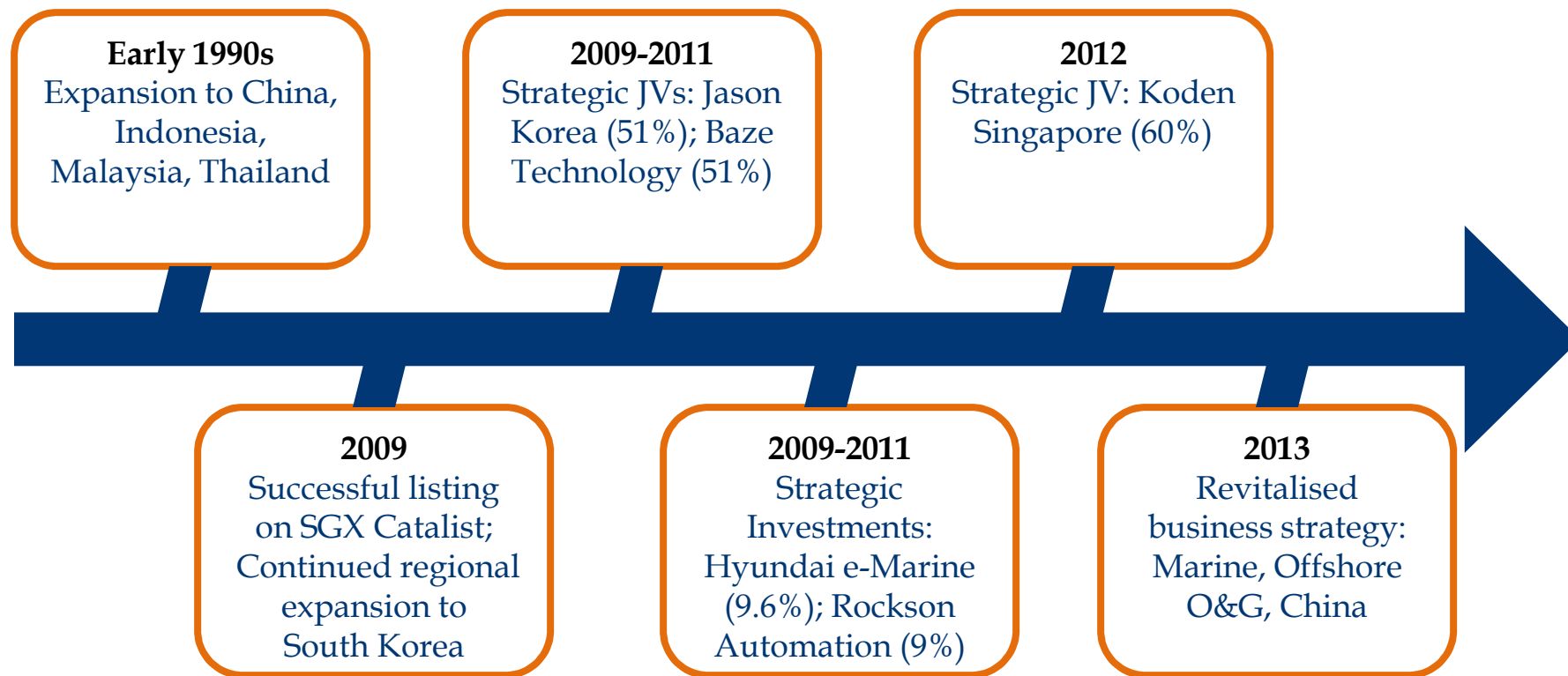
Fixed-plan, Flexi-plan



Moving Up Value Chain



Corporate Milestones





Jason Marine Group Limited
Our Strengths

Helmed By Veterans



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

- ✦ CA Singapore, FCCA
- ✦ >10 yrs experience
FC & company secretary
in listed and non-listed companies



James Tan

Chief Operating Officer

- ✦ 40 yrs' in operations
& logistics, 25 yrs in management
- ✦ Initiated & implemented many processes which
enhance productivity



Trusted Partner of Renowned Brands



Extensive Regional Presence



- Represented in key shipbuilding and maritime hubs

Key Competitive Advantages



Experienced Management

Established Brand Name

Extensive Technical Expertise &
Strong Product Knowledge

Diversified Customer Base

Healthy Balance Sheet





Jason Marine Group Limited

Latest Financials

1HFY14 Results



REVENUE
(S\$'M)

FY13

1HFY14

37.9

22.6



PATMI
(S\$'M)

FY13

1HFY14

0.5

1.1



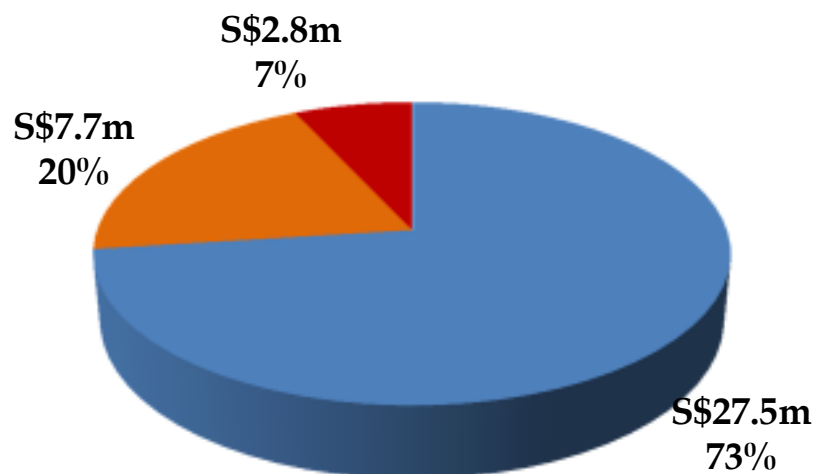
- 1HFY14 net attributable profit of S\$1.1m driven by a 57% revenue increase to S\$22.6m
- Improved results driven by sharpened business focus and cost management



Strong Presence in Asia

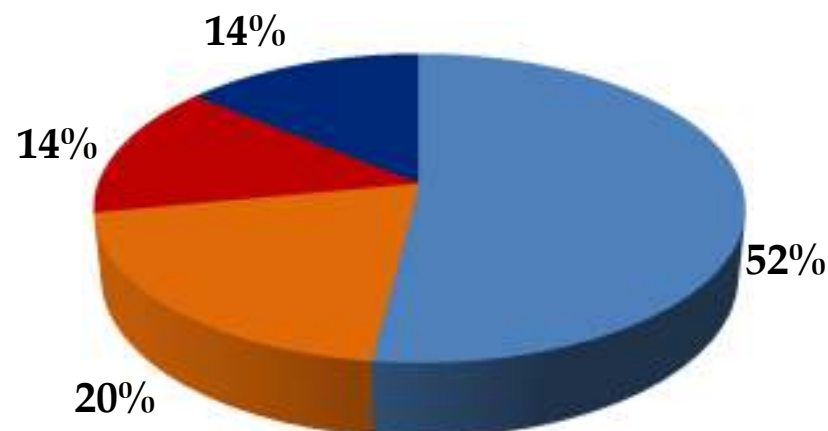


Revenue by Segments



- Sale of Goods
- Rendering of Services
- Airtime Revenue

Revenue by Geography



- Singapore
- People's Republic of China
- Southeast Asia excluding Singapore
- Others

Note: FY2013 Revenue



Healthy Balance Sheet

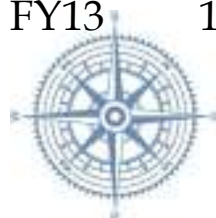
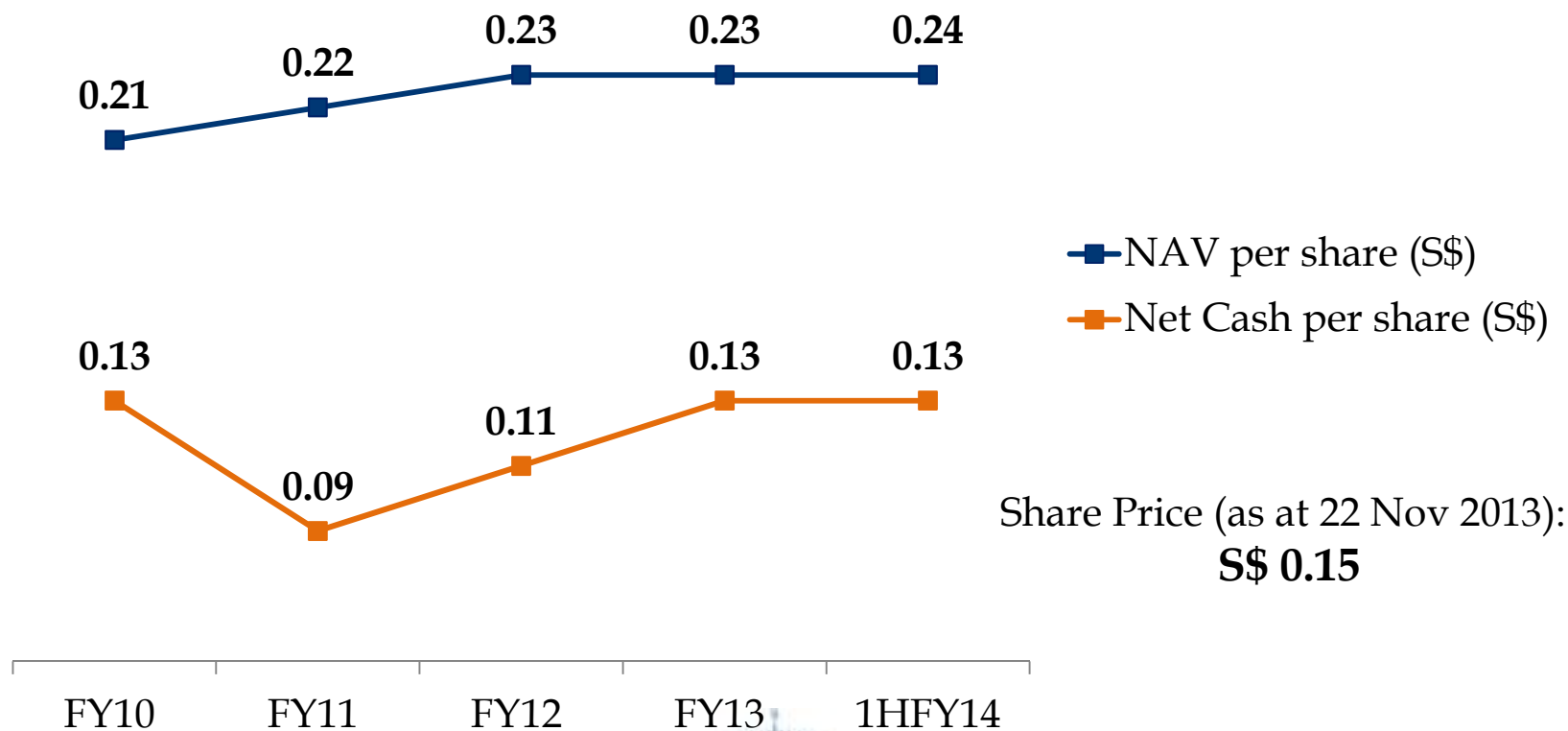


(S\$'M); As at 31 March	2013	30/9/13
Non-current assets	3.0	3.2
Current assets	32.3	37.0
Non-current & current liabilities	10.5	14.6
Equity	24.8	25.6

- ❧ Healthy financial position with net cash of S\$14.2m as at 30 Sep 2013.
- ❧ No bank borrowings.
- ❧ Well-placed to tap into opportunities to grow and expand prudently.



Backed by Net Cash Per Share



Rewarding Shareholders Consistently



Year ended 31 March	2013	2012
Dividend Per Share	S\$0.002	S\$0.002
Total Dividend Payout	S\$212,000	S\$212,000
Full year PATMI	S\$0.5 million	S\$1.4 million
Payout Ratio*	41.0%	15.3%

* Dividends over profit attributable to owners of the parent





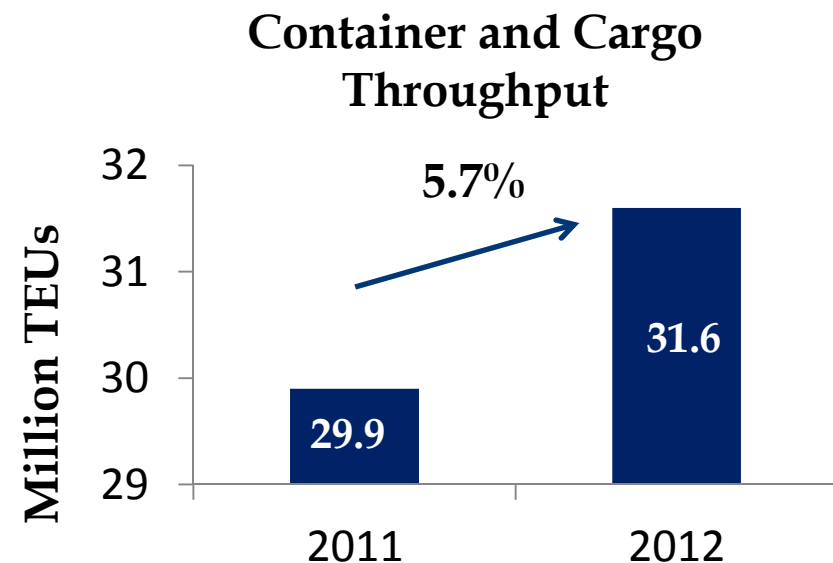
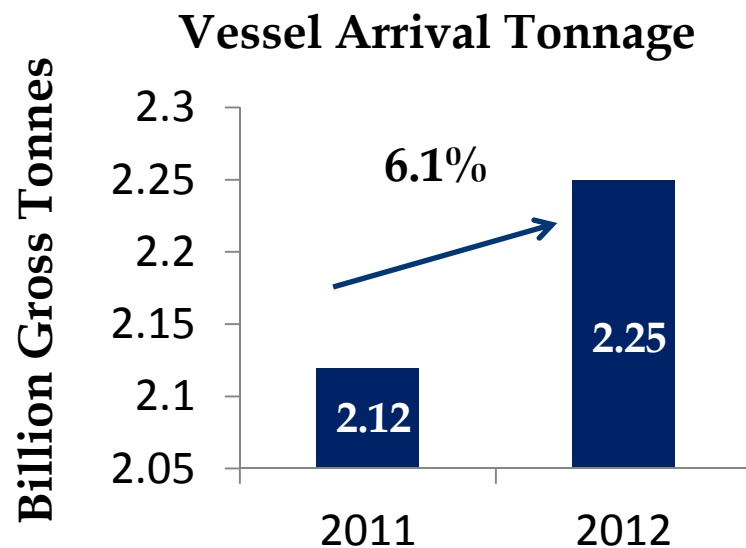
Jason Marine Group Limited

Prospects & Outlook

Singapore, World Class Maritime Hub



- Jason Marine is located in one of the world's busy ports



- Group has a strong position in Singapore
- Shipping traffic in Singapore will continue to grow
- Long-term demand for the Group's supplies and services remains firm



China, A Growing Powerhouse



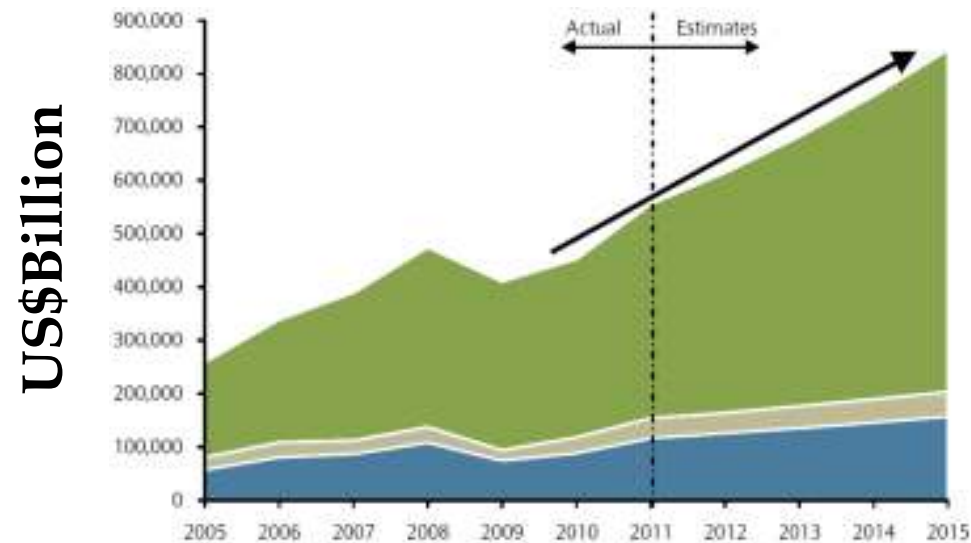
- Year-to-date 9M13, China's finished constructing ships weighing a total of 30.6 million DWT.
- Year-to-date 9M13, China's new ship orders amounted to 38.1 million DWT.
- Demand for the provision of marine electronics equipment and related services in the PRC remains firm**



Global Oil Demand & E&P Budgets

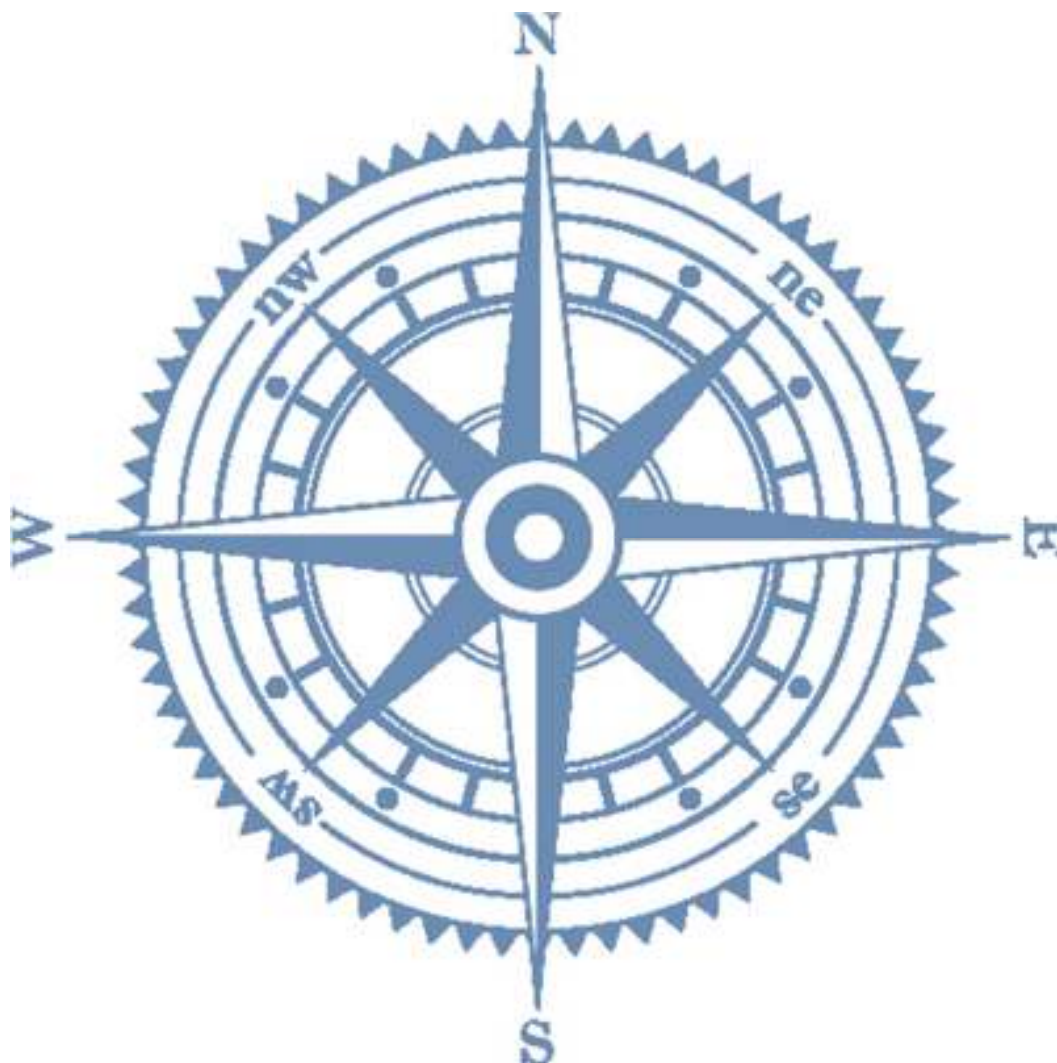


Global E&P Spend



- ❖ Global E&P capital expenditure is expected to reach a new record of US\$614 billion for 2012 and expected to reach a high of close to US\$900 billion in 2015.
- ❖ This will translate to demand for E&P infrastructure like Rigs and Offshore vessels which in turn benefits service providers like JMG





Jason Marine Group Limited

Strategy For Growth

Our Business Strategy



- Re-organization of operations into three distinct divisions – Marine, Offshore and China continue to drive revenue growth.

**Focused
Marketing
Initiatives**

- New scheme to retain talent and training paid off.
- Staff turnover rate decreased to 2% in 2012 from 3-5% in 2010-2011.

**Strategic HR
Initiatives**

- Leaner cost structure.

**Vigilant Cost
Management**

**Prudent
Capital
Management**

Strong net cash of S\$14.2 million.

- Investments in strategic JVs and business capabilities.



Why Invest In Jason Marine



Veteran Management

- Demonstrated ability to read and ride on industry trends.
- Transformed the company from a mere repairer to systems integrator and regional partner distributor

Proven Track Record

- Established heritage brand with four decades of operational excellence.
- Re-strategized and turned the company around in 2HFY13.

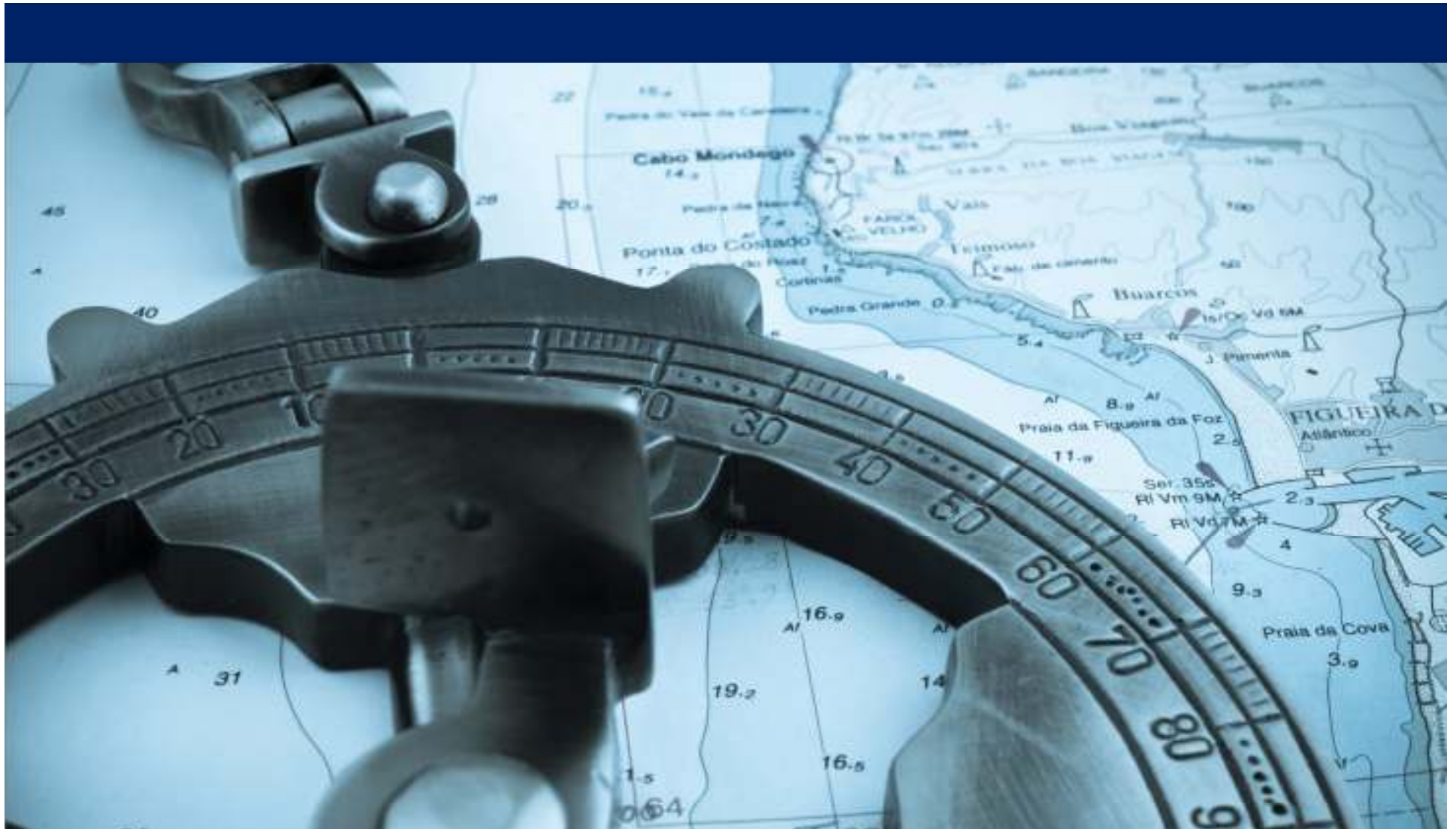
Successful New Strategy

- 1HFY14 PATMI of S\$1.1 million is more than double FY13's PATMI of S\$0.5 million
- New strategy to drive sustainable growth.

Undervalued

- Last closing price of S\$0.153 is just above cash value of S\$0.134 as at 30th September 2013.
- Company trading just above cash value.





Thank You
Questions & Answer