



FORTIFYING  
OUR  
BRAND

**Jason Marine Group Limited**  
**HY2018**  
**Results Presentation**



- HY2018 Financials
- Outlook & Strategy

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# **HY2018 Financials**

# Narrowed Net Loss by 23%



(S\$'000)	HY2018	HY2017
Revenue	13,583	17,880
Gross Profit	3,655	3,915
Distribution Costs	(2,333)	(2,959)
General and Administrative Expenses	(2,166)	(2,534)
Loss Before Income Tax	(1,684)	(2,206)
Loss After Income Tax	(1,697)	(2,203)
Net Attributable Loss	(1,702)	(2,204)

## HY2018:

- **Revenue:** Fell 24.0% largely due to lower contributions from the sale of goods segment and airtime revenue segment, partially offset by higher revenue from the rendering of service segment
  - ✓ **Sale of goods segment and airtime revenue segments:** Revenue decline mainly due to lower project sales and decrease in number of airtime packages taken up by customers
  - ✓ **Rendering of services segment:** Revenue rose marginally by S\$0.5 million, mainly due to more service work rendered and equipment leasing income generated
- **Cost of sales:** Ongoing efforts to improve operational efficiency and cost management resulted in decrease in cost of sales by 28.9%, from S\$14.0 million in six months ended 30 September 2016 (“HY2017”) to S\$9.9 million in six months ended 30 September 2017 (“HY2018”)
- **Distribution costs and general and administrative expenses:** Declined to S\$4.5 million in HY2018 from S\$5.5 million in HY2017.

# Healthy Balance Sheet



(S\$'000)	As at 30 Sep 2017	As at 31 Mar 2017
<b>Non-current assets</b>	15,798	3,315
<b>Current assets:</b>		
- Cash and cash equivalents	19,789	23,874
<b>Total Current Assets</b>	32,396	34,408
<b>Non-current &amp; current liabilities</b>	19,930	15,368
<b>Equity attributable to owners of the parent</b>	28,225	22,325

- Group's operations are largely funded by its working capital and cash. There are no bank borrowings
- Shareholders' funds of S\$28.2 million is well-supported by a net cash of S\$19.8 million and increase in fair value gain on available-for-sale financial assets of \$7.6 million.

# Cash Flow



(S\$'000)	HY2018	HY2017
Net cash (used in)/from operating activities	(3,953)	6,167
Net cash used in investing activities	(101)	(832)
Net cash used in financing activities	-	-
Net changes in cash & cash equivalents	(4,054)	5,335
Cash at beginning of financial period	23,874	13,956
Cash at end of financial period	19,789	19,333

- **Net cash outflow from operating activities** was largely due to net cash used in working capital of S\$3.0 million, which resulted mainly from:
  - ✓ Increases in inventories as well as trade and other receivables of S\$2.5 million
  - ✓ A decrease in deferred revenue of S\$0.6 million
  - ✓ Offset by an increase in trade and other payables of S\$0.1 million
- **Net cash used in investing activities** in HY2018 was due mainly to purchase of plant and equipment of S\$0.1 million



# Outlook & Strategy

# Challenging Outlook

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- Continued challenging market conditions expected to impact Group's financial performance in next 12 months
- Weak demand for goods and services, coupled with intense market competition, will continue to exert pressure on margins
- The Group will continue to strengthen its existing business while looking for opportunities to increase business activities by creating value for customers and leveraging on technology





**Thank You**