

Grand Banks Yachts Records 1Q FY2024 Profit Before Tax of S\$4.7 Million, Net Profit After Tax of S\$2.8 Million

- Revenue rose 38.5% year-on-year to S\$31.0 million, propelled by accelerated boat-building activities
- 1Q FY2024 NPAT of S\$2.8 million is 158.0% higher compared to S\$1.1 million in 1Q FY2023
- 5 new built-to-order boats secured during the period in review; net order book of S\$148.8 million as at 30 September 2023, compared to S\$159.4 million as at 30 June 2023

As at 30 September S\$'000 (unaudited)	1Q FY2024	1Q FY2023	Change (%)
Revenue	31,029	22,396	38.5
Gross Profit	10,108	5,985	68.9
Gross Profit Margin (%)	32.6	26.7	5.9 ppt*
Total Operating Expenses	(5,201)	(4,755)	9.4
Profit Before Tax	4,705	1,092	330.9
Net Profit After Tax	2,789	1,081	158.0

*ppt: percentage points

SINGAPORE, 24 October 2023 – Grand Banks Yachts Limited (“Grand Banks” or the “Group”) announced today that its unaudited profit before tax (“PBT”) and net profit after tax (“NPAT”) for the three months ended 30 September 2023 (“1Q FY2024”) rose 330.9% and 158.0% respectively, compared to a year ago, propelled by internal efficiency improvements and higher sales.

The SGX Mainboard-listed boat builder of renowned boat brands, Grand Banks, Palm Beach and Eastbay boats, said 1Q FY2024 PBT rose to S\$4.7 million (1Q FY2023: S\$1.1 million) while NPAT increased to S\$2.8 million (1Q FY2023: S\$1.1 million).

The higher bottom line was achieved on the back of a 38.5% increase in 1Q FY2024 revenue to S\$31.0 million from S\$22.4 million a year ago, as the Group’s manufacturing yard in Pasir Gudang, Malaysia ramped up boat-building activities.

Gross profit rose 68.9% to S\$10.1 million from S\$6.0 million as the Group improved operational efficiency and revamped workflow and scheduling to increase its man-hours to meet higher orders. Accordingly, 1Q FY2024 gross profit margin increased to 32.6% from 26.7% a year ago.

Total operating expenses for 1Q FY2024 increased 9.4% to S\$5.2 million (1Q FY2023: S\$4.8 million), mainly due to higher expenses for marketing, event sponsorships and boat shows.



Consequently, net profit after tax rose 158.0% to S\$2.8 million, compared to S\$1.1 million in 1Q FY2023.

Grand Banks recorded 5 new built-to-order boat sales in 1Q FY2024, while net order book stood at S\$148.8 million as at 30 September 2023, compared to S\$159.4 million as at 30 June 2023.

The Group maintains a cautiously optimistic outlook despite having witnessed strong attendance at recent boat shows. Amid rising global uncertainty and softer short-term demand, it will strive to maintain a healthy sales volume and expedite its manufacturing activities to shorten delivery times.

Mr. Heine Askaer-Jensen, Chairman of Grand Banks, said: “The strong performance in our first quarter of FY2024 is a heartening sign for the financial year ahead. We remain dedicated to delivering quality luxury yachts while seeking to improve efficiency and shorten delivery times. I am confident our strong order book and improved operations will provide a strong buffer against short-term market challenges.”

Mr. Mark Richards, CEO of Grand Banks, said: “The strong quarter reflects our efforts to streamline workflows and man-hours, which accelerated boat-building processes and revenue recognition. Combined with the planned expansion of our Pasir Gudang yard, we expect production capacity to continue increasing, with improved capabilities which will allow us to build bigger, sleeker, and more energy-efficient boats to meet customer demand.”

End of Release



About Grand Banks Yachts Limited

Grand Banks, a renowned manufacturer of luxury recreational motor yachts for more than 60 years, has designed and developed vessels that have become icons among boaters across the globe. While staying true to this heritage, Grand Banks continues to defy the expectations of yachtsmen with its timeless style, unique innovation and unyielding commitment to quality.

The Group manufactures yachts under the Grand Banks, Eastbay and Palm Beach brands out of its manufacturing yard at Pasir Gudang, Johor, Malaysia and provides customer support out of its service yards at Stuart, Florida, USA and Newport, New South Wales, Australia. The yachts, which range between 42 feet and 85 feet, have a reputation for impeccable quality that delivers unrivalled performance.

Grand Banks was listed on the Singapore Exchange Limited ("SGX") in 1987 and upgraded to the Main Board in 1993.

For more information, visit: www.grandbanks.com; www.palmbeachmotoryachts.com

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