



Immediate Release

Marco Polo Marine Maintains Strong Growth Momentum in 3QFY2023

Voluntary Business Updates

- 3QFY2023 revenue increased 28.9% y-o-y to S\$36.8 million
- 9MFY2023 revenue surged 65.1% y-o-y to S\$92.7 million¹
- Ship chartering segment saw continual improvement in average charter rates and utilisation rates for its vessels on a y-o-y basis
- Shipyard revenue also grew due to an increase in shipbuilding and ship repair activities

SINGAPORE, 17 August 2023 – Marco Polo Marine Ltd. (SGX:5LY) (“Marco Polo Marine” or the “Company”, and together with its subsidiaries, “the Group”), a reputable regional integrated marine logistics company, wishes to update shareholders on its recent operational performance in this voluntary update for the financial quarter ended 30 June 2023 (“3QFY2023”).

Financial Highlights

S\$ million	3Q FY2023	3Q FY2022	% change	9M FY2023	9M FY2022	% change
Revenue	36.8	28.5	28.9%	92.7	56.2	65.1%
Gross Profit	14.2	9.7	47.2%	31.9	17.8	78.9%
<i>Gross Profit Margin</i>	38.7%	33.9%		34.4%	31.6%	

In 3QFY2023, the Group’s operational performance showed positive improvement y-o-y in both key segments. Revenue increased by 28.9% y-o-y, reaching S\$36.8 million compared to

¹ Due to the full consolidation of results from PT Pelayaran Nasional Bina Buana Raya and PKR Offshore.



S\$28.5 million in 3QFY2022. Gross profit also improved by 47.2% y-o-y, amounting to S\$14.2 million during the same period.

Segment Performance

Ship Chartering

The Ship Chartering segment is experiencing positive developments as the Offshore Vessels ("OSV") market continues to recover driven by favourable energy prices, increased offshore field development, and supply-side constraints for OSVs. There has been a notable increase in demand for OSVs during the quarter, leading to an 8 ppt y-o-y rise in utilisation rates, reaching an impressive 92% operating capacity for the period. This positive trend has also contributed to healthy revenue growth y-o-y. The contributions from PT Pelayaran Nasional Bina Buana Raya ("BBR") and Taiwan-based offshore renewables service PKR Offshore ("PKRO") have further boosted vessel charter and utilisation rates from March and May of 2022, respectively.

Shipyard

The Shipyard segment also had a strong performance in 3QFY2023 driven by stronger demand from end users. Shipbuilding and ship repairs activity ramped up for the quarter with average utilisation rates for ship repairs operating at nearly full capacity. The segment's shipyard was operating at an average utilisation rate of 93%, showing a 9 ppt increase compared to the same period last year.

Outlook

The OSV market in Southeast Asia is continuing to show signs of strength, driven by favourable energy prices, increased offshore field development, and supply-side constraints for OSVs. The Group expects its OSVs to maintain a high average utilisation rate, with the strong take-up stemming from both the offshore wind farm and oil and gas industries.

Meanwhile, the outlook for the Shipyard segment continues to remain positive as the shipyard is expected to continue operating at a high utilisation rate.



“We maintain our strong operating performance in 3QFY2023 as we continue to observe increasing shipbuilding and ship chartering demand in the region,” said Sean Lee, CEO of Marco Polo Marine. ***“Notwithstanding any unforeseen circumstances, we anticipate a positive finish to the year.”*** he added.

#End#

About Marco Polo Marine

Listed on the Mainboard of the SGX-ST since 2007, Marco Polo Marine Ltd is a reputable regional integrated marine logistics company which principally engages in shipping and shipyard operations.

The Group’s shipping business relates to the chartering of Offshore Supply Vessels (“OSVs”) for deployment in the regional waters, including the Gulf of Thailand, Malaysia, Indonesia and Taiwan, as well as the chartering of tugboats and barges to customers, especially those which are engaged in the mining, commodities, construction, infrastructure and land reclamation industries.

Under its chartering operations, the Group has diversified its activities beyond the oil and gas industry to include the support of offshore windfarm projects. The burgeoning offshore wind energy industry in Asia is at a nascent stage where structures are in the process of being installed, which presents tremendous opportunities for the Group whose fleet is able to support the development of these projects.

The Group’s shipyard business relates to ship building as well as the provision of ship maintenance, repair, outfitting and conversion services, which are carried out through its shipyard located in Batam, Indonesia. Occupying a total land area of approximately 34 hectares with a seafront of approximately 650 meters, the modern shipyard also houses three dry docks, which have boosted the Group’s technical capabilities and service offerings to undertake projects involving mid-sized and sophisticated vessels.

For more information, please refer to our corporate website: www.marcopolomarine.com.sg



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