

GRAND BANKS YACHTS LIMITED

FY2019 ANNUAL GENERAL MEETING



GB GRAND BANKS YACHTS

CORPORATE HIGHLIGHTS

RECENT DEVELOPMENTS



GB GRAND BANKS YACHTS

COMPANY MILESTONES

MAY 2018

Acquired Stuart Yacht Corporation in Florida to serve as new U.S. HQ

JANUARY 2019

Acquired 2nd 8-axis CNC robot in Pasir Gudang

APRIL 2019

Palm Beach Motor Yachts opened new sales office in Newport, Sydney

OCTOBER 2019

Palm Beach 70 to debut at Palm Beach Boat Show

SEPTEMBER 2018

Palm Beach GT50 wins 2 awards at Newport International Boat Show in U.S.

FEBRUARY 2019

Established new U.S. sales and marketing HQ in Stuart Yard, Florida

AUGUST 2019

Finished expansion of production facility in Pasir Gudang to 550,000 sq ft.

SERVICE YARD IN STUART, FLORIDA



FINANCIAL HIGHLIGHTS

FY2019



GB GRAND BANKS YACHTS

FINANCIAL SNAPSHOT FY2019

S\$ ('000)	FY2019	FY2018	Change (%)
Revenue	79,568	81,966	(2.9)
Gross Profit	16,933	20,365	16.9
Gross Profit Margin (%)	21.3%	24.8%	(3.5) ppt [^]
Total Operating Expenses	14,405	15,296	(5.8)
Profit Before Tax	1,223	5,199	(76.5)
Tax Credit	277	3,679	(92.5)
Net Profit	1,500	8,878	(83.1)
Earnings Per Share* (cents)	0.81	4.82	(83.1)

[^]Percentage Points

*Weighted Average Basis

#Denotes Not Meaningful

BALANCE SHEET AS AT 30 JUN 2019

S\$ ('000)	30 Jun 19	30 Jun 18	Change (%)
Total Assets	93,616	84,185	11.2
Total Liabilities	38,513	27,858	38.2
Total Equity	55,103	56,327	(2.2)
Cash and Cash Equivalents	8,552	8,437	1.4
Net Asset Value Per Share (cents)	29.91	30.57	(2.2)

FINANCIAL REVIEW FY2019

- FY2019 marked the Group's fourth consecutive full-year profit
- Revenue decreased to FY2019: S\$79.6 million from S\$82.0 million in FY2018 due to fewer boats in production reaching maturity
- Gross profit decreased to S\$16.9 million in FY2019 from S\$20.4 million in FY2018
- Gross margins decreased to 21.3% in FY2019 (FY2018: 24.8%) due to
 - One-off warranty costs
 - Lower brokerage commission income
- Net order book of S\$57.8 million as at 30 June 2019 (30 June 2018: S\$32.8 million)

FINANCIAL SNAPSHOT

Q1 FY2020

S\$ ('000)	Q1FY2020	Q1FY2019	Change (%)
Revenue	26,047	21,610	20.5
Gross Profit	6,164	5,572	10.6
Gross Profit Margin (%)	23.7	25.8	(2.1) ppt [^]
Total Operating Expenses	(3,864)	(3,915)	(1.3)
Profit Before Tax	2,094	1,288	62.6
Tax Expense	(413)	(142)	190.8
Net Profit	1,681	1,146	46.7
Earnings Per Share* (cents)	0.91	0.62	46.8

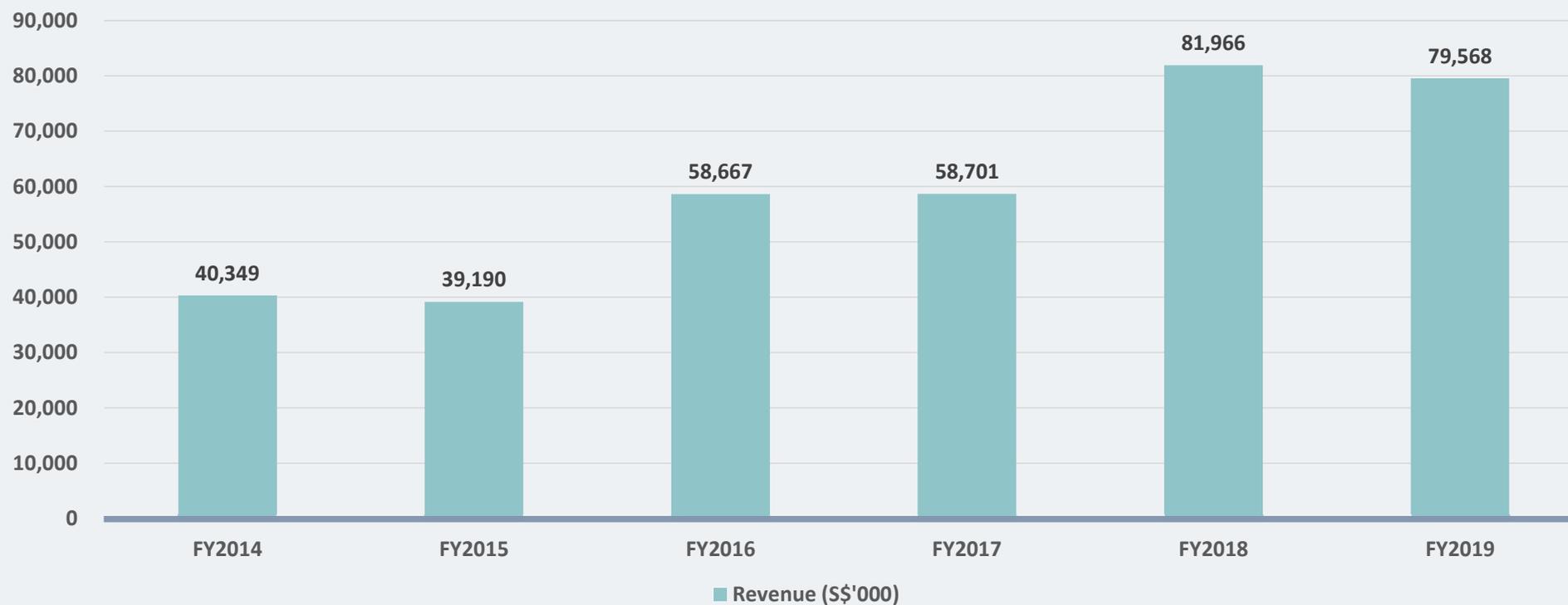
[^]Percentage Points

*Weighted Average Basis

#Denotes Not Meaningful

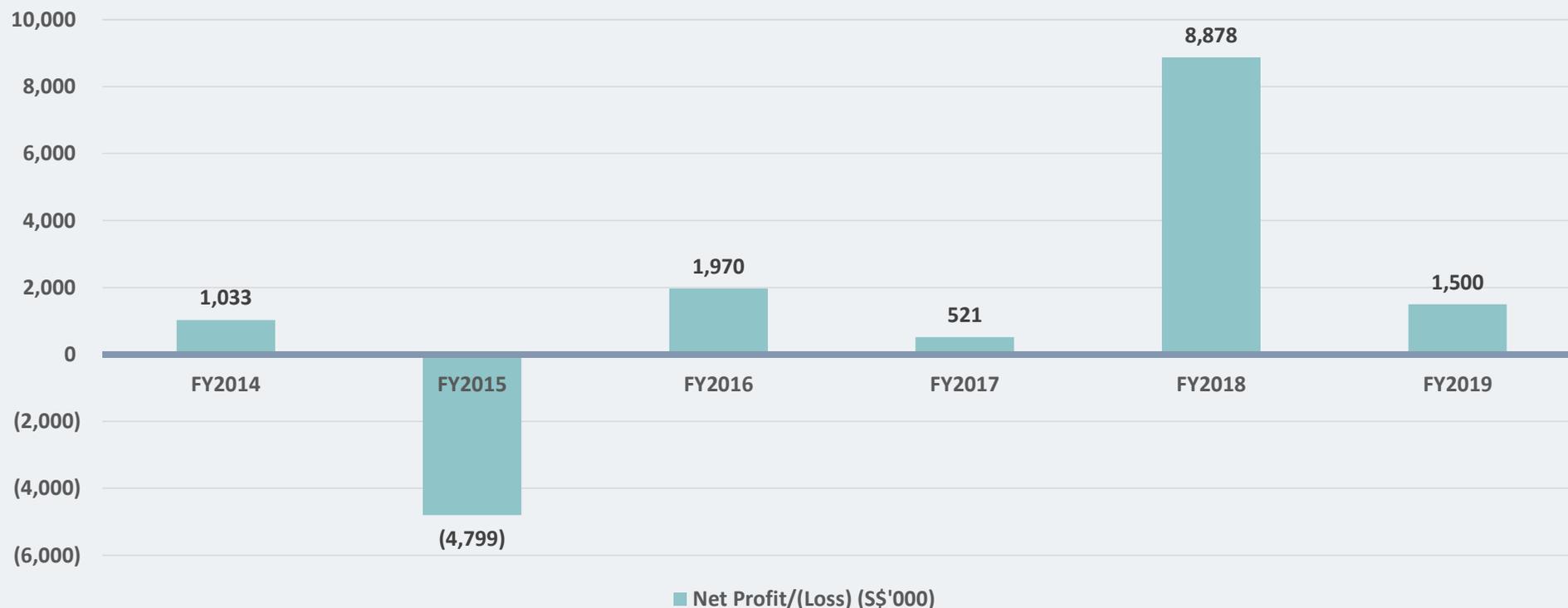
REVENUE TRENDS YEARLY

Revenue has increased significantly since restructuring in FY2015



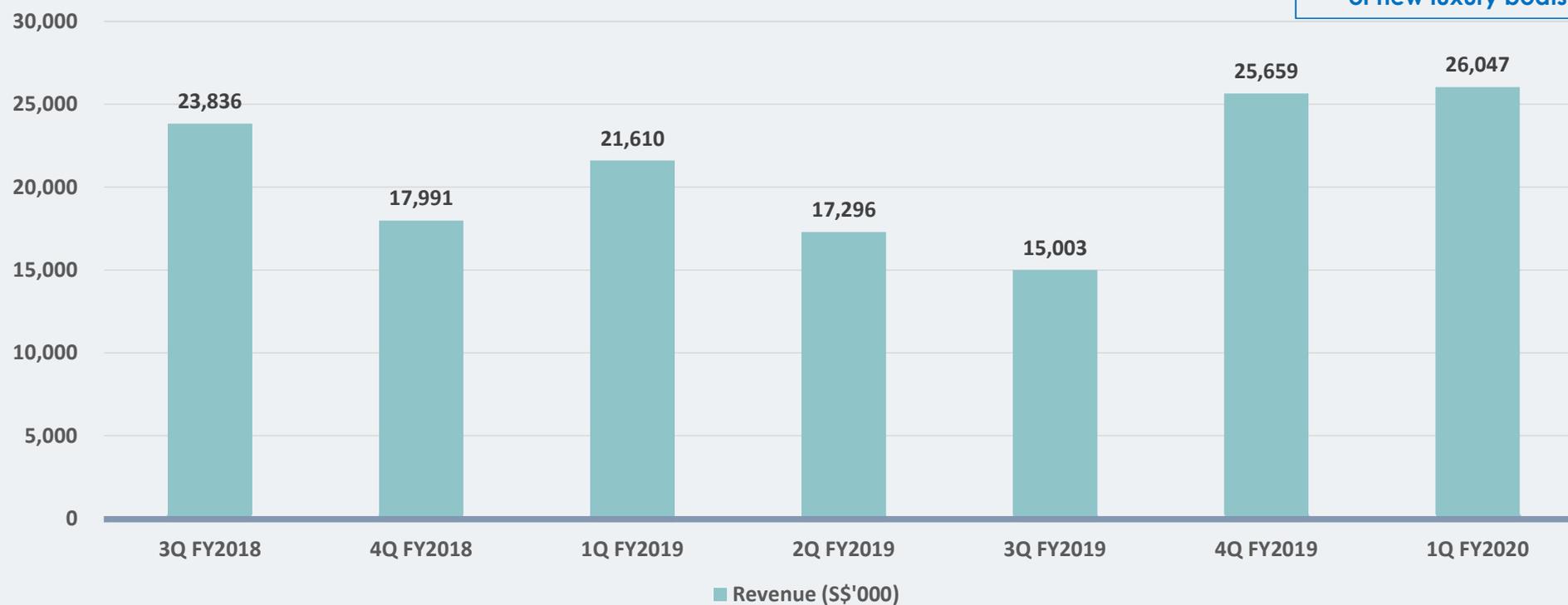
NET PROFIT/(LOSS) AFTER TAX YEARLY

Lower net profit due to fewer boats in production, increased financing cost for Pasir Gudang, Stuart Yard and certain stock boats

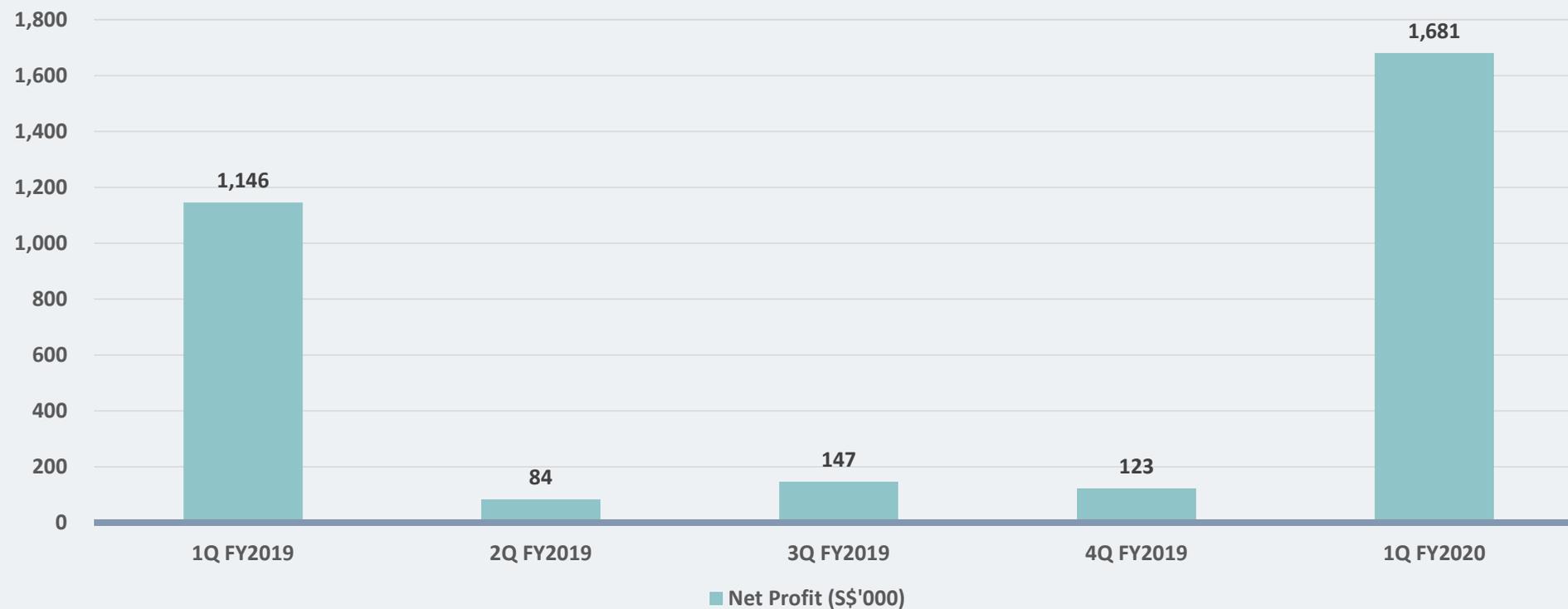


REVENUE TRENDS QUARTERLY

Highest quarterly revenue
in 10 years: increase
mainly due to completion
of new luxury boats

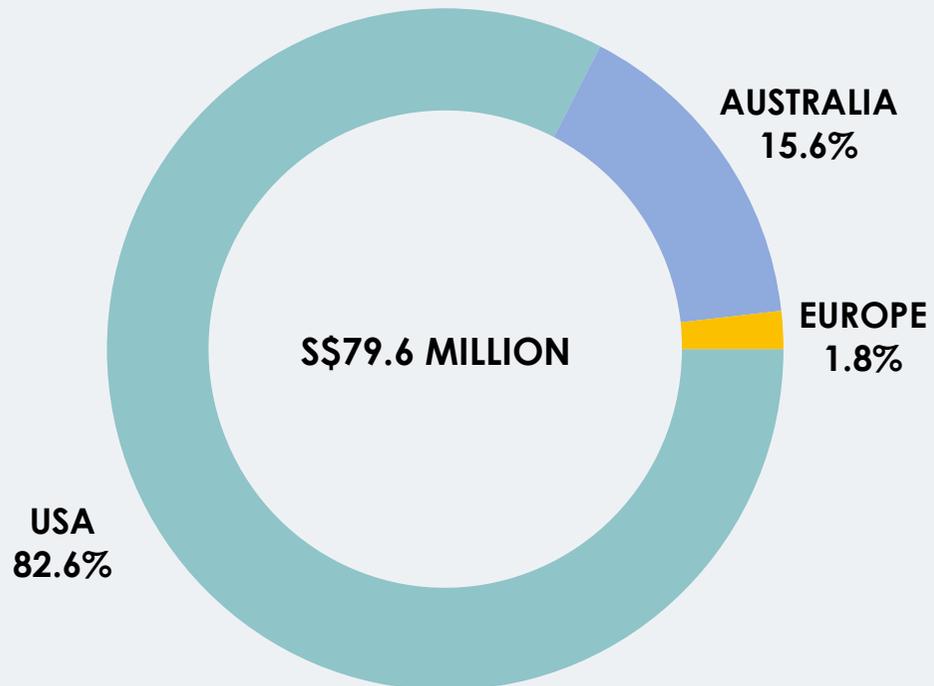


NET PROFIT AFTER TAX QUARTERLY

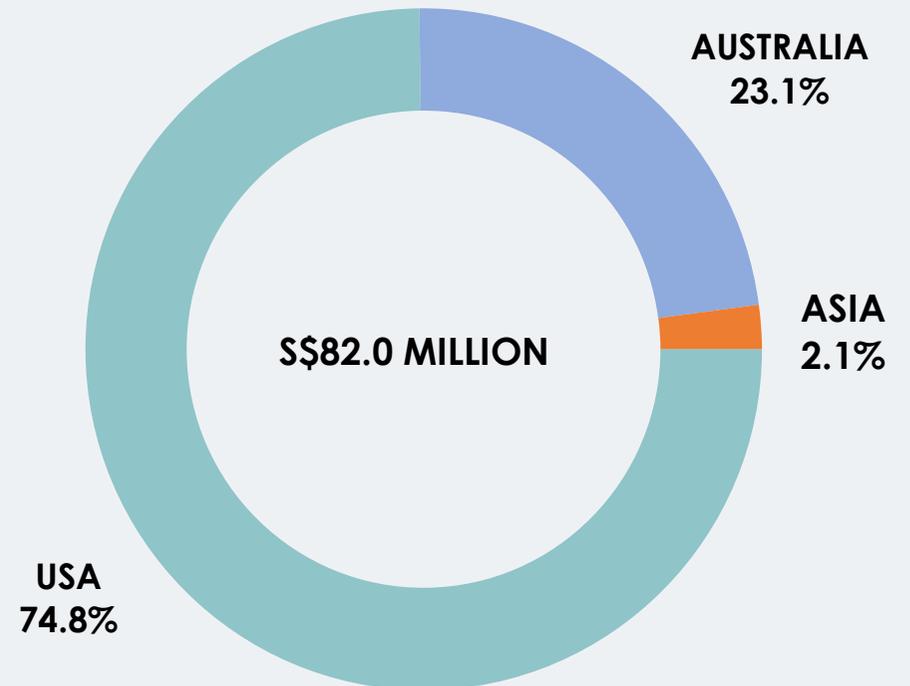


REVENUE BREAKDOWN BY GEOGRAPHY

FY2019



FY2018



OUTLOOK



GROUP OUTLOOK

- **Investments in new yacht models and improvements in production efficiency**
- **New models for FY2020:**
 - **Grand Banks 54, Palm Beach 70, GT60**
- **Increasing market share in the U.S. with help of Mr Peter Truslow, a new Vice President of Sales and Marketing in Stuart Yard, Florida**
- **Will continue to market our boat brands at leading boat shows**

THANK YOU • Q&A

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