



Immediate Release

Marco Polo Marine Announces FY2024 Results and Prepares for CSOV Launch in 2025

- **FY2024 gross profit rose by 6.1% Y-o-Y to S\$48.5 million despite a marginal decline in revenue**
- **FY2024 adjusted net profit increased by 4.4% Y-o-Y to S\$26.3 million**
- **Net cash position at S\$35.8 million (S\$0.009/share) and net asset value of S\$0.054/share as of end-FY2024**
- **Declares unchanged final dividend of S\$0.1 cent per share, backed by net cash position**
- **The Group's Commissioning Service Operation Vessel is expected to begin operations in 1H 2025**

SINGAPORE, November 28, 2024 – 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, today announced its financial results for the year ended 30 September 2024 (“FY2024”).

FY2024 Financial Highlights

S\$ million	2HFY2024	2HFY2023	Y-o-Y % change	FY2024	FY2023	Y-o-Y % change
Revenue	62.0	71.2	(12.9%)	123.5	127.1	(2.8%)
Gross Profit	26.3	28.0	(6.1%)	48.5	45.7	6.1%
Gross Profit Margin	42.4%	39.3%		39.3%	36.0%	
EBITDA*	24.0	28.2	(14.9%)	42.7	43.3	(1.4%)
EBITDA Margin	38.7%	39.6%		34.6%	34.1%	
Net Profit	11.9	19.9	(40.2%)	23.9	25.8	(7.4%)
Net Profit to Owners	10.7	18.3	(41.5%)	21.7	22.6	(4.0%)
Adjusted Net Profit to Owners*	15.2	17.1	(11.1%)	26.3	25.2	4.4%

**Excludes foreign exchange losses and non-recurring items such as gains on disposals of PPE and provision for contractual liabilities.*



Despite a 12.9% Y-o-Y decline in the Group's 2HFY2024 revenue to S\$62.0 million due to lower revenue generated from both its core Ship Chartering and Shipyard segments, its 2HFY2024 gross profit dropped by a more moderate 6.1% Y-o-Y to S\$26.3 million, thanks to strong charter rates achieved by its Ship Chartering segment. Consequently, 2HFY2024 gross profit margin improved by 3.1 ppt Y-o-Y. Nonetheless, the Group's 2HFY2024 adjusted net profit to owners declined by 11.1% Y-o-Y to S\$15.2 million as compared to S\$17.1 million in 2HFY2023, due to the incursion of certain provisions and finance costs from the drawdown of term loans in this financial period that were absent a year ago.

For FY2024, the Group managed to achieve an adjusted net profit to owners of S\$26.3 million, reflecting 4.4% Y-o-Y growth. This was despite a 2.8% Y-o-Y decline in FY2024 revenue to S\$123.5 million, as compared to S\$127.1 million in FY2023. These results were achieved on the back of its strong Ship Chartering operations, partially offset by weakness seen in its Shipyard operations.

Segmental Breakdown

S\$ million	2HFY2024	2HFY2023	Y-o-Y % change	FY2024	FY2023	Y-o-Y % change
Ship Chartering Operations ("Ship Chartering")	39.0	41.4	(5.8%)	71.9	65.9	9.1%
Ship Building & Repair Operations ("Shipyard")	23.0	29.8	(22.8%)	51.6	61.2	(15.7%)
Total Revenue	62.0	71.2	(12.9%)	123.5	127.1	(2.8%)

Revenue from Ship Chartering decreased by 5.8% y-o-y to S\$39.0 million in 2HFY2024 from S\$41.4 million in 2HFY2023, mainly due to a lower average fleet utilisation rate partially offset by a higher average charter rate for its offshore vessel fleet in 2HFY2024. This reduction in utilisation rates reflects a return to more typical operating levels for the second-half period. On a full-year basis, revenue from Ship Chartering rose by 9.1% y-o-y to S\$71.9 million in FY2024 from S\$65.9 million in FY2023. This increase was largely driven by high charter rates achieved across the fleet and an uptick in rechartering activity involving third-party vessels.



Revenue from Shipyard decreased by 22.8% y-o-y to S\$23.0 million in 2HFY2024 from S\$29.8 million in 2HFY2023 due to lower ship repair volume recognised because of the Group's ongoing Commissioning Service Operation Vessel ("**CSOV**") construction. Despite maintaining high utilisation across the dry docks, one of the three docks was allocated exclusively to the CSOV construction from May to August 2024, effectively reducing the Group's capacity for revenue-generating ship repair projects. On a full-year basis, revenue from the Shipyard segment declined by 15.7% to S\$51.6 million in FY2024, compared to S\$61.2 million in FY2023.

Looking Ahead

Marco Polo Marine remains focused on navigating the complex and evolving landscape of the offshore and shipping industries. Geopolitical uncertainties in the Taiwan Straits, South China Sea, the Russo-Ukrainian war, and the recent Israel-Hamas conflict present challenges beyond the Group's control. Nevertheless, demand within the offshore oil and gas sectors, as well as renewable energy, continues to demonstrate resilience and growth. The Group is committed to expanding its presence in the renewable energy sector while also enhancing operational efficiency.

Ship Chartering

Demand for Offshore Support Vessels ("**OSVs**") remains robust, fuelled by the needs of both the offshore wind farm and oil and gas sectors. Marco Polo Marine anticipates this positive trend to continue, supporting stable to higher average charter rates in the coming year. Recently, the Group secured the APAC CTV Framework Agreement with Siemens Gamesa. This strategic agreement is a step towards strengthening the Group's foothold in the offshore wind market beyond Taiwan. The Group's CSOV is scheduled to begin its charter in the first half of FY2025, further expanding Marco Polo Marine's service capabilities in this high-growth sector.

Shipyard

In the Shipyard segment, the Group expects an uptick in ship repair volumes supported by the full availability of all three dry docks from September 2024 onwards. During much of 2HFY2024, one of the dry docks was allocated to constructing the Group's Commissioning Service Operation Vessel ("**CSOV**"). Additionally, the Group has commenced construction on a fourth dry dock to meet the rising demand for ship repair services. Scheduled for completion in 1HFY2025, this new capacity will enable



Marco Polo Marine to capture additional repair opportunities as activity in the shipping sector continues to recover. Shipbuilding activities are also expected to remain steady, with ongoing barge construction projects set for progressive delivery through the first half of FY2025.

“While FY2024 presented its share of challenges, we are encouraged by the resilience we’ve seen in key areas of our business,” said Sean Lee, CEO of Marco Polo Marine. “Our commitment to operational efficiency and strategic expansion in the renewable energy sector positions us to navigate ongoing uncertainties in the market. Looking ahead, we remain cautious but optimistic about the growth opportunities in offshore wind and sustainable marine logistics.”

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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 that principally engages in shipping and shipyard operations.

The Group’s shipping business relates to the chartering of OSVs for deployment in 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 and infrastructure.

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

The Group’s shipyard business relates to shipbuilding and providing ship maintenance, repair, outfitting, and conversion services through its shipyard 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, boosting 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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