RHB Small Cap Asean Research

29 May 2023

Marco Polo Marine (MPM SP)

On Track For Growth; Reiterate BUY

Singapore Company Update

Energy & Petrochemicals | Oil & Gas Services

BUY (Maintained)

SGD0.06 (26.6%)
SGD0.05 (USD142m)
3.00 (out of 4)
0.85m/0.63m

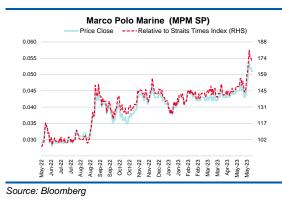
Analyst

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Share Performance (%)

	YTD	1m	3m	6m	12m
Absolute	24.4	15.9	21.4	18.6	75.9
Relative	25.8	18.5	23.7	19.8	76.0
52-wk Price low/	high (SGD)		0.03	- 0.05



Overall ESG Score: 3.00 (out of 4)

E: GOOD

MPM is committed to reduce energy and water consumption, and is always exploring ways to improve its energy efficiency and water usage. In 2022, MPM's electricity and water consumption per S\$1,000 revenue reduced to 0.07MWH and 0.61m3 from 0.26MWH and 1.39m3 in 2020.

S: GOOD

MPM adopts fair employment practices and treats all employees equally. They comply with local labour regulations across their geographic operations, including minimum wage laws, where such laws exist. In 2022, both male and female entry-level employees in their Batam shipyard operations are paid the local minimum wage amounting to IDR 4.19m

G: GOOD

MPM have aligned their governance policies and practices with the principles and guidelines set out in the Code of Corporate Governance issued by the Monetary Authority of Singapore on 6 August 2018 and have formalised their Enterprise Risk Management ("ERM") process starting from financial year ended 30 September 2019

Note:

Small cap stocks are defined as companies with a market capitalisation of less than USD0.5bn.

 Reiterate BUY and SGD0.06 TP, 27% upside. We remain positive on Marco Polo Marine, even though the stock has surged by >20% from SGD0.043 since our last update. MPM remains in a sweet spot to deploy and operate its first commissioning service operation vessel (CSOV) by Dec 2023 or 1Q24 in an environment where such vessels (used to build offshore windfarms) are in short supply. We forecast FY22-24 (Sep) earnings growth at 18% CAGR, led by the new vessel's deployment at attractive charter rates. The stock remains attractive at 0.6x PEG.

- Well-poised for higher charter rates. Our investment thesis for MPM remains intact, with earnings growth led by stronger demand and higher charter rates. This is being driven by elevated demand for offshore vessels in both the oil & gas (O&G) and offshore windfarm sectors vis-à-vis limited vessel supplies in the market. Vessel demand remains robust, as regional O&G exploration is increasing while North Asian nations build up their offshore windfarms to meet green or renewable energy environmental targets. Meanwhile, there is tight supply for vessels, as bank financing for new ones remains tight while older vessels are being scrapped. There are now c.800 vessels down from c.1,000 previously serving both the offshore windfarms and O&G sectors. Additionally, the former market is currently facing a shortage of tier-1 CSOVs with only c.10 now operating mainly deployed in Europe while another 30 or so are on order.
- Momentum building up for chartering and shipbuilding businesses. In 1HFY23, MPM's revenue rose 102% YoY to SGD56m, driven by the ship chartering and shipyard segments. Its average charter rates in 2QFY23 have more than doubled from 1QFY20's numbers, driven by strong vessel demand from the O&G and offshore windfarm sectors. Average vessel utilisation rates for 1HFY23 were decent at 66% vs 58% in 1HFY22. Shipyard utilisation for 1QFY23 and 2QFY23 were healthy at 74% and 84% on strong ship repair momentum, with new shipbuilding contracts for barges tied up till 1HFY24. Our earnings and TP remain unchanged.
- **ESG.** As MPM'S ESG score is 3 out of 4 on par with our country median we apply a 0% discount/premium to its intrinsic value to derive our new TP. As there is now greater focus on the E pillar due to critical climate change issues, we have tweaked our ESG weightage. Henceforth, we assign a weightage of 50% to the E pillar, followed by 25% each to the S and G pillars. Further details are in our 2 May thematic research note titled *Envisioning a Better Future*.

Forecasts and Valuation	Sep-21	Sep-22	Sep-23F	Sep-24F	Sep-25F
Total turnover (SGDm)	46	86	115	126	137
Recurring net profit (SGDm)	3	12	17	18	20
Recurring net profit growth (%)	-	364.7	38.8	6.6	6.9
Recurring P/E (x)	67.15	14.47	10.45	9.82	9.19
P/B (x)	1.6	1.3	1.2	1.0	0.9
P/CF (x)	21.79	8.33	5.99	5.23	4.68
Dividend Yield (%)	na	na	na	na	na
EV/EBITDA (x)	18.91	6.57	4.69	4.11	2.93
Return on average equity (%)	13.8	16.8	11.7	11.1	10.7
Net debt to equity (%)	net cash				

Source: Company data, RHB



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Financial Exhibits

Asia	Financial summary (SGD)	Sep-21	Sep-22	Sep-23F	Sep-24F	Sep-25F
Singapore	Recurring EPS	0.00	0.00	0.00	0.01	0.01
Energy & Petrochemicals	BVPS	0.03	0.04	0.04	0.05	0.05
Marco Polo Marine	Return on average equity (%)	13.8	16.8	11.7	11.1	10.7
MPM SP						
BUY	Valuation metrics	Sep-21	Sep-22	Sep-23F	Sep-24F	Sep-25F
	Recurring P/E (x)	67.15	14.47	10.45	9.82	9.19
Valuation basis	P/B (x)	1.6	1.3	1.2	1.0	0.9
DCF, with the following assumptions:	FCF Yield (%)	3.3	9.5	(3.3)	(0.8)	15.8
i. WACC of 13%;	EV/EBITDA (x)	18.91	6.57	4.69	4.11	2.93
ii. Terminal growth rate of 0%.	EV/EBIT (x)	81.11	10.95	8.30	7.75	5.74
	Income statement (SGDm)	Sep-21	Sep-22	Sep-23F	Sep-24F	Sep-25F
Key drivers	Total turnover	46.1	86.1	115.4	125.7	136.8
 Oil & gas activities picking up after a hiatus; 	Gross profit	12.0	27.5	38.1	41.5	45.1
ii. Moving into the renewable energy segment, eg	EBITDA	8.7	21.7	31.1	35.5	39.7
offshore windfarm projects.	Depreciation and amortisation	(6.6)	(8.7)	(13.5)	(16.7)	(19.4)
	Operating profit	2.0	13.0	17.6	18.8	20.2
Key risks	Net interest	0.6	0.6	0.9	0.8	0.8
i. Volatile oil prices;	Pre-tax profit	15.3	23.3	18.8	20.0	21.4
ii. Negative effect of any changes in government	Taxation	(0.5)	(1.2)	(0.9)	(1.0)	(1.1)
regulations.	Reported net profit	14.8	21.3	17.3	18.4	19.7
Company Profile	Recurring net profit	2.7	12.4	17.3	18.4	19.7
Marco Polo Marine is a growing integrated marine logistics group facilitating the growth of investment in	Cash flow (SGDm)	Sep-21	Sep-22	Sep-23F	Sep-24F	Sep-25F
South-East Asia. Its amalgamation of ship chartering,	Cash flow from operations	8.2	21.6	30.1	34.5	38.6
shipbuilding, conversion, repair, and maintenance	Capex	(2.2)	(4.6)	(36.0)	(36.0)	(10.0)
services under one roof has empowered it to exercise	Cash flow from investing activities	(2.2)	3.4	(36.0)	(36.0)	(10.0)
greater flexibility and achieve cost efficiencies for its	Cash flow from financing activities	(0.3)	(0.8)	0.0	0.0	0.0
customers.	Cash at beginning of period	13.6	20.3	53.5	51.4	52.0
	Net change in cash	5.7	24.3	(5.9)	(1.5)	28.6
	Ending balance cash	18.3	43.6	50.6	53.0	83.6
	Balance sheet (SGDm)	• •	Sep-22	Sep-23F	Sep-24F	Sep-25F
		Sep-21				
	Total cash and equivalents	Sep-21 20	54	51	52	83
	Total cash and equivalents	20	54	51	52	83
	Total cash and equivalents Total investments	20 83	54 108	51 131	52 151	83 141
	Total cash and equivalents Total investments Total assets	20 83 140	54 108 188	51 131 215	52 151 237	83 141 261
	Total cash and equivalents Total investments Total assets Short-term debt	20 83 140 1	54 108 188 1	51 131 215 1	52 151 237 1	83 141 261 1
	Total cash and equivalents Total investments Total assets Short-term debt Total long-term debt	20 83 140 1 3	54 108 188 1 2	51 131 215 1 2	52 151 237 1 2	83 141 261 1 2
	Total cash and equivalents Total investments Total assets Short-term debt Total long-term debt Total liabilities	20 83 140 1 3 25	54 108 188 1 2 36	51 131 215 1 2 45	52 151 237 1 2 49	83 141 261 1 2 52
	Total cash and equivalents Total investments Total assets Short-term debt Total long-term debt Total liabilities Total equity Total liabilities & equity	20 83 140 1 3 25 115 140	54 108 188 1 2 36 152 188	51 131 215 1 2 45 169 215	52 151 237 1 2 49 188 237	83 141 261 1 2 52 209 261
	Total cash and equivalents Total investments Total assets Short-term debt Total long-term debt Total liabilities Total equity	20 83 140 1 3 25 115	54 108 188 1 2 36 152	51 131 215 1 2 45 169	52 151 237 1 2 49 188	83 141 261 1 2 52 209
	Total cash and equivalents Total investments Total assets Short-term debt Total liabilities Total liabilities Total equity Total liabilities & equity Key metrics	20 83 140 1 3 25 115 140 Sep-21	54 108 188 1 2 36 152 188 Sep-22	51 131 215 1 2 45 169 215 Sep-23F	52 151 237 1 2 49 188 237 Sep-24F	83 141 261 1 2 52 209 261 Sep-25F
	Total cash and equivalents Total investments Total assets Short-term debt Total liabilities Total equity Total liabilities & equity Key metrics Revenue growth (%)	20 83 140 1 3 25 115 140 Sep-21 49.5	54 108 188 1 2 36 152 188 Sep-22 86.7	51 131 215 1 2 45 169 215 Sep-23F 34.1	52 151 237 1 2 49 188 237 Sep-24F 8.9	83 141 261 1 2 52 209 261 Sep-25F 8.8
	Total cash and equivalents Total investments Total assets Short-term debt Total liabilities Total equity Total liabilities & equity Key metrics Revenue growth (%) Gross margin (%)	20 83 140 1 3 25 115 140 Sep-21 49.5 26.1	54 108 188 1 2 36 152 188 Sep-22 86.7 31.9	51 131 215 1 2 45 169 215 Sep-23F 34.1 33.0	52 151 237 1 2 49 188 237 Sep-24F 8.9 33.0	83 141 261 1 2 52 209 261 Sep-25F 8.8 33.0
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Source: Company data, RHB

See important disclosures at the end of this report



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Energy & Petrochemicals | Oil & Gas Services

Recommendation Chart



Date	Recommendation	Target Price	Price
2023-03-30	Buy	0.06	0.04
2022-08-30	Buy	0.05	0.05
2022-01-20	Buy	0.04	0.03
2021-11-29	Buy	0.04	0.03
2021-08-31	Buy	0.04	0.03
2021-06-15	Buy	0.04	0.03
2020-01-29	Not Rated	na	0.02

Source: RHB, Bloomberg

Source: RHB, Bloomberg



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