## Small Cap RHB**+ Asean Research**

# Singapore Company Update

8 April 2024

# Marco Polo Marine (MPM SP)

## More Positive On New CTV Arrangement; Keep BUY

- Keep BUY, higher SGD0.081 TP from SGD0.073, 20% upside with c.2% FY24F (Sep) yield. We are more positive on Marco Polo Marine given the recent crew transfer vessel (CTV) arrangement with Siemens Gamesa, which will see MPM's fleet size increase and boost FY25F-26F earnings - we raise earnings by 8-10% as a result. Besides, we do not believe the recent Taiwan earthquake will pose significant negative earnings impact. Our new DCF based TP implies 11.2x FY25F P/E.
- · Safe from Taiwan's earthquake. We see minimal impact to MPM from last week's 7.4 magnitude earthquake at Hualian City. The group, through its ship chartering subsidiary PKR Offshore, derived c.26% of its revenue from Taiwan in FY23. MPM's assets and people are reportedly safe from the earthquake. We also understand that most of the group's projects are located in the western side of Taiwan as opposed to the Hualien City epicentre on the island's eastern coast. Hence, we believe there should be no major negative impact on operations for now. In addition, project owners are typically required to continue paying for ship charters even if they encounter project delays. We believe MPM's ship chartering contracts are unlikely to be exceptionally different from standard industry practices.
- Raise FY25F-26F earnings by 8-10% on more positive Siemens Gamesa CTV arrangement. MPM also earlier announced that it had entered into a chartering agreement with Siemens Gamesa to supply CTVs for the latter's offshore wind projects in Taiwan and South Korea from 2024 to 2026. In view of the new arrangement, we increase our fleet size assumption by two vessels by FY26. We have also imputed slightly better charter rates and margins to reflect the current higher charter rate environment and better operational leverage. Our FY25F-26F earnings are hence increased by 8-10%. In line with our earnings upgrade, our DCF based TP is accordingly lifted by 10% to SGD0.081.
- Buoyant outlook. MPM's outlook remains positive with its commissioning service operation vessel (CSOV) due for delivery and deployment in Sep 2024. The ship chartering business continues to support offshore oil and gas projects, with uplift from an increased fleet going forward, led by the new agreement with Siemens Gamesa. We are now anticipating better margins and operating leverage in our FY25F-26F earnings.
- Key risks. Our forecasts and TP are premised on improved charter rates, stronger utilisation rates, and the successful deployment of MPM's CSOV all over the next two years. We believe any underperformance in these aspects represent downside risks to our earnings estimates and TP.
- ESG. As MPM's ESG score is 3.1 out of 4 on par with our country median we apply 0% discount/premium to its intrinsic value to derive our new TP.

86	127	139	151	159
12	21	24	27	29
329.8	81.9	12.7	14.9	5.6
20.55	11.67	10.68	9.30	8.81
1.7	1.5	1.3	1.2	1.1
11.47	6.24	5.95	5.33	5.09
na	1.5	1.5	1.5	1.5
9.61	5.11	4.64	3.77	3.19
16.8	14.7	13.3	13.6	12.8
net cash	net cash	net cash	net cash	net cash
	12 329.8 20.55 1.7 11.47 na 9.61 16.8	12     21       329.8     81.9       20.55     11.67       1.7     1.5       11.47     6.24       na     1.5       9.61     5.11       16.8     14.7	12         21         24           329.8         81.9         12.7           20.55         11.67         10.68           1.7         1.5         1.3           11.47         6.24         5.95           na         1.5         1.5           9.61         5.11         4.64           16.8         14.7         13.3	12         21         24         27           329.8         81.9         12.7         14.9           20.55         11.67         10.68         9.30           1.7         1.5         1.3         1.2           11.47         6.24         5.95         5.33           na         1.5         1.5         1.5           9.61         5.11         4.64         3.77           16.8         14.7         13.3         13.6

Energy & Petrochemicals | Oil & Gas Services

# **BUY** (Maintained)

Target Price (Return):	SGD0.081 (20.2%)
Price (Market Cap):	SGD0.07 (USD187m)
ESG score:	3.1 (out of 4)
Avg Daily Turnover (SGD/USD)	0.60m/0.38m

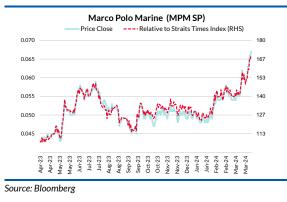
## Analyst

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## Share Performance (%)

	YTD	1m	3m	6m	12m
Absolute	31.4	24.1	34.0	34.0	52.3
Relative	32.1	20.5	32.9	32.0	55.3
52-wk Price low	/high (S	GD)		0.04	-0.07



## Overall ESG Score: 3.1 (out of 4)

### E: EXCELLENT

MPM is committed to reduce energy and water consumption, and is always exploring ways to improve its energy efficiency and water usage. In 2023, MPM's energy and water consumption per SGD1,000 revenue reduced to 0.49GJ and 0.33cu m from 1.32GJ and 0.76cu m in 2021.

## S: EXCELLENT

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

## G: EXCELLENT

MPM has aligned its 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 Aug 2018. The group has formalised its enterprise risk management or ERM process starting from FYE 30 Sep 2019.

### Note:

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



# **Financial Exhibits**

Asia
Singapore
Energy & Petrochemicals
Marco Polo Marine
MPM SP
BUY
Valuation basis
DCF, with the following assumptions:

## Va

- i. WACC of 13%;ii. Terminal growth rate of 0%.

#### Key drivers

i. i. Oil & gas activities picking up after a hiatus; ii. Moving into the renewable energy segment, eg windfarm projects.

#### Key risks

- i. Volatile oil prices;
- ii. Negative effect of any changes in government Regulations.

#### **Company Profile**

Marco Polo Marine is a growing integrated marine logistics group facilitating the growth of investment in South-East Asia. Its amalgamation of ship chartering, ship building, conversion, and repair & maintenance services under one roof has empowered the group to exercise greater flexibility and achieve cost efficiencies for its customers.

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Energy & Petrochemicals | Oil & Gas Services

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Financial summary (SGD) Recurring EPS	Sep-22 0.00	Sep-23 0.01	Sep-24F 0.01	Sep-25F 0.01	Sep-26
DPS	0.00	0.00	0.00	0.00	0.01
BVPS	0.04	0.04	0.05	0.06	0.00
Return on average equity (%)	16.8	14.7	13.3	13.6	12.8
Return on average equity (76)	10.0	14.7	10.0	15.0	12.0
Valuation metrics	Sep-22	Sep-23	Sep-24F	Sep-25F	Sep-26
Recurring P/E (x)	20.55	11.67	10.68	9.30	8.81
P/B (x)	1.7	1.5	1.3	1.2	1.1
FCF Yield (%)	6.8	2.8	2.5	11.6	12.5
Dividend Yield (%)	-	1.5	1.5	1.5	1.5
EV/EBITDA (x)	9.61	5.11	4.64	3.77	3.19
EV/EBIT (x)	16.54	7.30	6.47	5.21	4.41
Income statement (SGDm)	Sep-22	Sep-23	Sep-24F	Sep-25F	Sep-26F
Total turnover	86.1	127.1	138.6	151.5	159.1
Gross profit	27.5	45.7	52.7	58.3	61.3
EBITDA	20.7	40.2	46.4	52.0	54.5
Depreciation and amortisation	(8.7)	(12.1)	(13.2)	(14.4)	(15.1)
Operating profit	12.0	28.1	33.3	37.6	39.4
Net interest	0.6	0.2	(2.5)	(2.2)	(2.0)
Pre-tax profit	23.3	30.5	31.0	35.6	37.5
Taxation	(1.2)	(4.7)	(4.1)	(4.7)	(5.0)
Reported net profit	21.3	22.6	23.6	27.1	28.6
Recurring net profit	11.5	20.9	23.6	27.1	28.6
Carle (Income)	Sep-22	Car 22	Sep-24F	Sep-25F	Sep-26F
Cash flow (SGDm) Cash flow from operations	20.6	Sep-23 39.2	42.3	47.2	3ep-26F 49.4
Capex	(4.6)	(32.4)	(36.0)	(18.0)	(18.0)
Cash flow from investing activities	3.4	(22.8)	(36.0)	(18.0)	(18.0)
Dividends paid	0.0	0.0	(3.8)	(3.8)	(10.0)
Cash flow from financing activities	(0.8)	6.0	32.2	(3.8)	(3.8)
Cash at beginning of period	20.3	53.5	63.1	98.7	122.1
Net change in cash		55.5	05.1	70.7	
	23.3	22.4	38.6	25.5	
-	23.3 42 7	22.4 78.9	38.6 104.7	25.5 127.1	27.7
Ending balance cash	23.3 42.7	22.4 78.9	38.6 104.7	25.5 127.1	
Ending balance cash Balance sheet (SGDm)	42.7 Sep-22	78.9 Sep-23	104.7 Sep-24F	127.1 Sep-25F	152.8 Sep-26F
Ending balance cash Balance sheet (SGDm) Total cash and equivalents	42.7 Sep-22 54	78.9 Sep-23 63	104.7 Sep-24F 99	127.1 Sep-25F 122	152.8 <b>Sep-26F</b> 148
Ending balance cash Balance sheet (SGDm) Total cash and equivalents Total investments	42.7 Sep-22 54 108	78.9 Sep-23 63 110	104.7 Sep-24F 99 133	127.1 Sep-25F 122 136	152.8 Sep-26F 148 139
Ending balance cash Balance sheet (SGDm) Total cash and equivalents Total investments Total assets	42.7 Sep-22 54 108 188	78.9 Sep-23 63 110 229	104.7 Sep-24F 99 133 290	127.1 Sep-25F 122 136 319	152.8 Sep-26F 148 139 350
Ending balance cash Balance sheet (SGDm) Total cash and equivalents Total investments Total assets Short-term debt	42.7 Sep-22 54 108 188 1	78.9 Sep-23 63 110 229 1	104.7 Sep-24F 99 133 290 1	127.1 Sep-25F 122 136 319 1	152.8 Sep-26F 148 139 350 1
Ending balance cash Balance sheet (SGDm) Total cash and equivalents Total investments Total assets Short-term debt Total long-term debt	42.7 Sep-22 54 108 188 1 1 2	78.9 Sep-23 63 110 229 1 6	104.7 Sep-24F 99 133 290 1 42	127.1 Sep-25F 122 136 319 1 42	152.8 Sep-26F 148 139 350 1 42
Ending balance cash Balance sheet (SGDm) Total cash and equivalents Total investments Total assets Short-term debt Total long-term debt Total liabilities	42.7 Sep-22 54 108 188 1 2 36	78.9 Sep-23 63 110 229 1 6 45	104.7 Sep-24F 99 133 290 1 42 83	127.1 Sep-25F 122 136 319 1 42 85	152.8 Sep-26F 148 139 350 1 42 87
Ending balance cash Balance sheet (SGDm) Total cash and equivalents Total investments Total assets Short-term debt Total long-term debt Total liabilities Total equity	42.7 Sep-22 54 108 188 1 1 2 36 152	78.9 Sep-23 63 110 229 1 6 45 184	104.7 Sep-24F 99 133 290 1 42 83 207	127.1 Sep-25F 122 136 319 1 42 85 234	152.8 Sep-26F 148 139 350 1 42 87 263
Ending balance cash Balance sheet (SGDm) Total cash and equivalents Total investments Total assets Short-term debt Total long-term debt Total liabilities	42.7 Sep-22 54 108 188 1 2 36	78.9 Sep-23 63 110 229 1 6 45	104.7 Sep-24F 99 133 290 1 42 83	127.1 Sep-25F 122 136 319 1 42 85	152.8 Sep-26F 148 139 350 1 42 87 263
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Ending balance cash Balance sheet (SGDm) Total cash and equivalents Total investments Total investments Short-term debt Total long-term debt Total liabilities Total equity Total liabilities & equity	42.7 Sep-22 54 108 188 1 2 36 152 188	78.9 Sep-23 63 110 229 1 6 45 184 229	104.7 Sep-24F 99 133 290 1 42 83 207 290	127.1 Sep-25F 122 136 319 1 42 85 234 319	152.8 Sep-26F 148 139 350 1 42 87 263 350 Sep-26F
Ending balance cash Balance sheet (SGDm) Total cash and equivalents Total investments Total assets Short-term debt Total long-term debt Total liabilities Total equity Total liabilities & equity Key metrics	42.7 Sep-22 54 108 188 1 2 36 152 188 Sep-22	78.9 Sep-23 63 110 229 1 6 45 184 229 Sep-23	104.7 Sep-24F 99 133 290 1 42 83 207 290 Sep-24F	127.1 Sep-25F 122 136 319 1 42 85 234 319 Sep-25F	152.8 Sep-26F 148 139 350 1 42 87 263 350 Sep-26F 5.0
Ending balance cash Balance sheet (SGDm) Total cash and equivalents Total investments Total assets Short-term debt Total long-term debt Total liabilities Total liabilities & equity Key metrics Revenue growth (%)	42.7 Sep-22 54 108 188 1 2 36 152 188 Sep-22 86.7	78.9 Sep-23 63 110 229 1 6 45 184 229 Sep-23 47.6	104.7 Sep-24F 99 133 290 1 42 83 207 290 Sep-24F 9,1	127.1 Sep-25F 122 136 319 1 42 85 234 319 Sep-25F 9,3	152.8 Sep-26F 148 139 350 1 42 87 263 350 Sep-26F 5.0
Ending balance cash Balance sheet (SGDm) Total cash and equivalents Total investments Total assets Short-term debt Total long-term debt Total liabilities Total liabilities & equity Key metrics Revenue growth (%) Recurrent EPS growth (%)	42.7 Sep-22 54 108 188 1 2 36 152 188 Sep-22 86.7 329.2	78.9 Sep-23 63 110 229 1 6 45 184 229 Sep-23 47.6 76.1	104.7 Sep-24F 99 133 290 1 42 83 207 290 Sep-24F 9.1 9.3	127.1 Sep-25F 122 136 319 1 42 85 234 319 Sep-25F 9.3 14.9	152.8 Sep-26F 148 139 350 1 42 87 263 350 Sep-26F 5.0 5.0 5.6 38.5
Ending balance cash Balance sheet (SGDm) Total cash and equivalents Total investments Total assets Short-term debt Total liabilities Total liabilities Total liabilities & equity Key metrics Revenue growth (%) Recurrent EPS growth (%) Gross margin (%)	42.7 Sep-22 54 108 188 1 2 36 152 188 Sep-22 86.7 329.2 31.9	78.9 Sep-23 63 110 229 1 6 45 184 229 Sep-23 47.6 76.1 36.0	104.7 Sep-24F 99 133 290 1 42 83 207 290 Sep-24F 9.1 9.3 38.0	127.1 Sep-25F 122 136 319 1 42 85 234 319 Sep-25F 9.3 14.9 38.5	152.8 Sep-26f 148 139 350 1 42 87 263 350 Sep-26f 5.0 5.6 38.5 34.2
Ending balance cash Balance sheet (SGDm) Total cash and equivalents Total investments Total assets Short-term debt Total long-term debt Total liabilities Total liabilities Total liabilities & equity Total liabilities & equity Key metrics Revenue growth (%) Recurrent EPS growth (%) Gross margin (%) Operating EBITDA margin (%)	42.7 Sep-22 54 108 188 1 2 36 152 188 Sep-22 86.7 329.2 31.9 24.1	78.9 Sep-23 63 110 229 1 6 45 184 229 Sep-23 47.6 76.1 36.0 31.6	104.7 Sep-24F 99 133 290 1 42 83 207 290 Sep-24F 9.1 9.3 38.0 33.5	127.1 Sep-25F 122 136 319 1 42 85 234 319 Sep-25F 9.3 14.9 38.5 34.3	152.8 Sep-26F 148 139 350 1 42 87 263 350 350 Sep-26F 5.0 5.6
Ending balance cash Balance sheet (SGDm) Total cash and equivalents Total investments Total assets Short-term debt Total liabilities Total equity Total liabilities & equity Key metrics Revenue growth (%) Recurrent EPS growth (%) Operating EBITDA margin (%) Net profit margin (%)	42.7 Sep-22 54 108 188 1 2 36 152 188 Sep-22 86.7 329.2 31.9 24.1 24.8	78.9 Sep-23 63 110 229 1 6 45 184 229 Sep-23 47.6 76.1 36.0 31.6 17.8	104.7 Sep-24F 99 133 290 1 42 83 207 290 Sep-24F 9,1 9,3 38.0 33.5 17.0	127.1 Sep-25F 122 136 319 1 42 85 234 319 Sep-25F 9.3 14.9 38.5 34.3 17.9	152.8 Sep-26F 148 139 350 1 42 87 263 350 Sep-26F 5.0 5.6 38.5 34.2 18.0

Source: Company data, RHB



Small Cap **Asean Research** 

## 8 April 2024

## **Emissions And ESG**

### **Trend analysis**

MPM is able to reduce energy consumption over three years (based on a ratio per dollar of revenue earned metric) by switching to inverter technology in welding sets and graving dock pumps at its shipyard. It has also switched its general lighting from fluorescent/mercury lights to low energy savings LED lights. In addition, MPM is currently exploring installing solar panels at its shipyard.

Emissions (tCO2e)	Sep-21	Sep-22	Sep-23
Scope 1	3,282	6,569	4,617
Scope 2	3,640	4,602	5,260
Scope 3	-	-	-
Total emissions	6,922	11,171	9,877
Source: Company data RHB			

ce: Company data, RHE

## Latest ESG-Related Developments

- MPM has taken steps to reduce emissions, where the engines on its vessels run on marine gas oil or MGO, which has lower amounts of sulphur content. However, MPM does not track the sulphur dioxide emitted from its vessels, as charterers are responsible for supplying the vessels with bunkers.
- MPM will continue to monitor the emissions from its vessels by ensuring that charterers use only fuel oil that complies with the sulphur content limit as stipulated by ISO 8127:2017 and International Convention for the Prevention of Pollution from Ships or MARPOL.

## 4.0 3.5 3.1 3.0 2.5 2.0 1.5 ADY-2A Ŷ ÞÓ

# **ESG** Rating History

Source: RHB

## **Recommendation Chart**



Date	Recommendation	Target Price	Price
2024-02-19	Buy	0.07	0.06
2023-12-05	Buy	0.07	0.05
2023-08-24	Buy	0.06	0.05
2023-05-29	Buy	0.06	0.05
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



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Buy:	Share price may exceed 10% over the next 12 months
Trading Buy:	Share price may exceed 15% over the next 3 months, however longer-
	term outlook remains uncertain
Neutral:	Share price may fall within the range of +/- 10% over the next
	12 months
Take Profit:	Target price has been attained. Look to accumulate at lower levels
Sell:	Share price may fall by more than 10% over the next 12 months
Not Rated:	Stock is not within regular research coverage

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