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## At a Glance

#### "Preferred and Trusted Partner" for the offshore and marine industries



#### **Core Business Units**

Infrastructure Engineering ("IE")



Providing a wide range of engineering services that includes:

- asset integrity solutions
- · repairs and maintenance
- production and supply of customised pedestal cranes and deck equipment
- project management and consultancy services
- turnkey projects

Corrosion Prevention ("CP")



Providing comprehensive corrosion protection services that includes:

- surface preparation
- application of protective coatings

## **Key Customers**





























#### **Our Global Presence**



Headquarter 🔴 Regional Office 🌘 Fabrication Yard

## **Key Stock Info**

SGX-ST Listing First listed in 2004 and transferred to Mainboard in 2007

Bloomberg: BKM:SP

Stock Codes Reuters: BENK.SI

SGX: BEZ.SI (Ordinary share)

SGX: Z3RW (Warrant)

Approximately 207 million

No. of Issued

**Shares** 

No. of Issued Warrants

Approximately 60 million warrants (exercisable at S\$0.22 per new share from 4 March 2025) and listed on a 3-year period from 4 September 202

from 4 March 2025) and listed on a 3-year period from 4 September 2024

## **Transformative Turnaround**

### Driven by a performance-oriented and sustainability approach











Start of our asset-light strategy

FY2021

Revenue: S\$51.31m Gross Profit: S\$11.90m EBITDA: (S\$5.23m)

- Appointment of Chua Beng Yong as Executive Director on 10 May 2021 and re-designation to Executive Chairman on 03 January 2022
- Appointment of CEO Yong Jiunn Run on 02 June 2021
- Strategic review to transform the Group's business model to a service-centric and asset-light approach

Strengthening our business model with a service-centric focus

#### FY2022

Revenue: S\$59.13m Gross Profit: S\$12.52m EBITDA: (S\$13.55m)

- Re-focus on new opportunities within our core activities of Infrastructure Engineering and Corrosion Prevention to create more recurring income streams and enhance the Group's business sustainability
- Streamlining the Group's capex-heavy business activities
- Undertook a decisive action to cease our livestock carrier business

Turnaround that is powered by strong business drivers in 2H2023

#### **FY2023**

Revenue: S\$79.16m Gross Profit: S\$24.91m Profit before tax: S\$10.82m

- With an asset-light and service-oriented business model that is anchored by its two core business divisions, IE and CP, the Group continue to perform resiliently within the offshore and marine market
- Announced partial land sales and asset disposals with an aggregate consideration of approximately \$\$22.5 million in cash as part of its monetisation and deleveraging initiatives
- Exiting our loss-making business operations

Firmly back on the track of profitability

#### FY2024

Revenue: S\$111.88m Gross Profit: S\$38.73m Profit before tax: S\$25.40m

- Completed the second partial land sale of the Group's Batam waterfront yard
- Exited from SGX watch-list on 15 October 2024
- Completed bonus warrants issuance to create additional value to shareholders
- Successfully redeemed outstanding bonds of S\$3.5 million and issued new bonds of a smaller size of S\$3 million

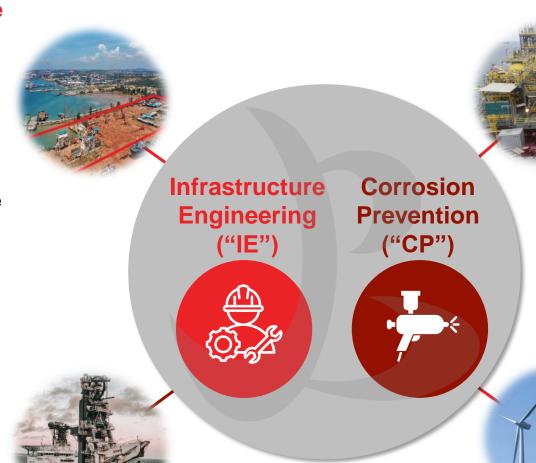
## **Asset-light, Service-centric Model**





### **Engineering and Onshore Support Services**

- Project Management for New **Build Projects**
- Structural Fabrication, Turnkey **Engineering project**
- Topside completion & commissioning support
- Service, Repair & Maintenance for Ocean-going Vessels



### **Floating Production Storage** and Offloading vessels ("FPSOs") and Floating **Storage and Offloading vessels** ("FSOs")

- New Build & Conversion Projects
- Carryover Work for Commissioning and Deployment
- Servicing & Maintenance
- Inspection & Certification
- Special Projects

### **Resident Contractors for Shipyards**

- Servicing & Maintenance
- Special Projects
- Corrosion Prevention

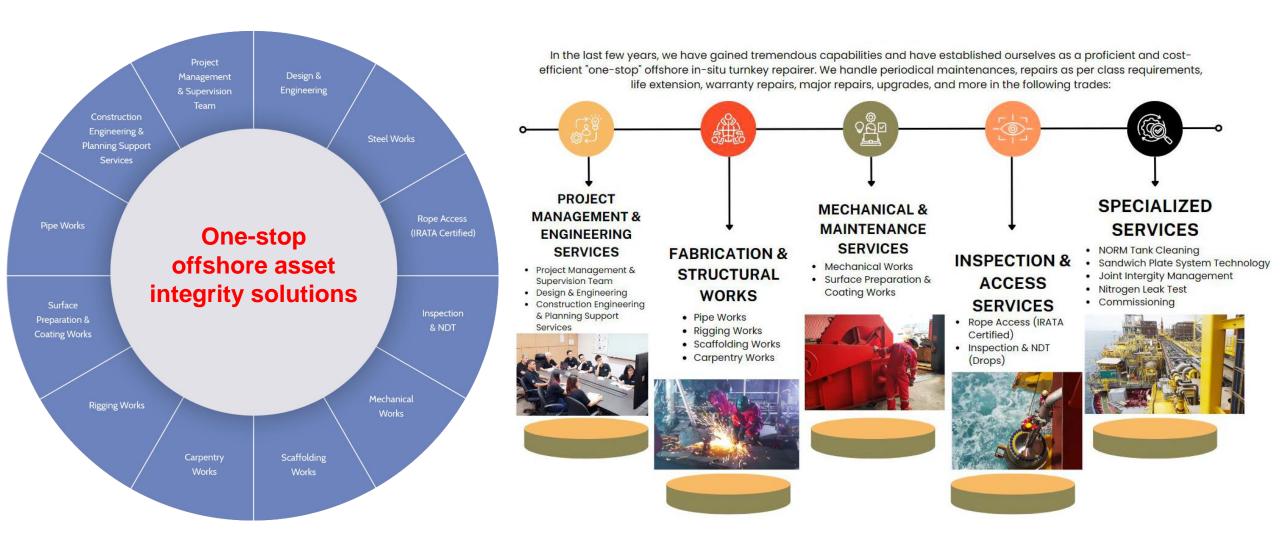
#### Offshore Renewables Assets

Special Projects

## **Infrastructure Engineering ("IE")**

## Unique value propositions driven by a service-centric business model





## **Infrastructure Engineering ("IE")**

Unique value propositions driven by a service-centric business model



#### **Our Strategy**

- Scaling up our business presence within the FPSOs and FSOs market
  - Specialising in asset integrity solutions for operating floating assets such FPSOs and FSOs, among others, for both offshore and onshore markets.
  - Gaining much capabilities over the decade serving the offshore oil & gas market, the Group has established itself as a proficient "one-stop" in-situ turnkey solutions provider, utilising conventional and unique technologies, targeting a larger customer base globally.
- Creating new value propositions at every stage of the asset life cycle with a service-centric business model
  - To strengthen and expand its capabilities within the offshore and marine industry, particularly in the new build sector with onshore support services.
  - Cement our lead market position as a one-stop service provider and expand our track record globally.

#### **Targeted Markets**

#### **FPSOs and FSOs**

- New Build & Conversion Projects
- Carryover Work for Commissioning and Deployment
- Servicing & Maintenance

# **Engineering and Onshore Support Services**

- Project Management for New Build Projects
- Structural Fabrication, Turnkey Engineering project
- Topside completion & commissioning support
- Service, Repair & Maintenance for Oceangoing Vessels

#### **Offshore Renewables Assets**

- Project Management for New Build Projects
- Servicing & Maintenance
- Special Projects

## **Corrosion Prevention ("CP")**

### Established track record with a diversified group of blue-chip customers



- One of the leading providers of corrosion prevention services in Singapore
- Blue-chip customers in the offshore and marine industry

- With our established track record of more than 30 years, we are appointed as "Resident Contractor" to provide corrosion prevention services to several bluechip customers in the offshore and marine customers.
- Demand for our services continue to remain resilient and healthy in Singapore and Batam yards.

- Ship corrosion continues to be a major hazard for the industry
- Corrosion prevention is essential for prolonging the lifespan of assets, ensuring safety, and maintaining operational efficiency.



# **Key Financial Snapshot for 1H2025**





Revenue

S\$50.79m



**Gross Profit** 

S\$19.42m



Gross Profit Margin

38.2%



Profit before Tax

S\$9.06m



Generated net cash from operating activities in 1H2025

S\$10.01m

- Despite a slower start to the year, the Group's two core business division, IE and CP, continue to deliver positive performance with revenue of S\$41.17 million and S\$9.59 million respectively in 1H2025.
- Corresponding to lower revenue recognised in 1H2025, the Group posted lower gross profit.
- Improved gross margins as cost of sales declined at a faster rate than revenue in 1H2025, which was largely driven by enhanced cost control measures and productivity improvements across key business units, as well as strategic restructuring initiatives and cost optimisation efforts undertaken in recent periods.
- Absence of other gains of S\$7.26 million and foreign exchange losses of S\$1.19 million weighed on financial results in 1H2025.

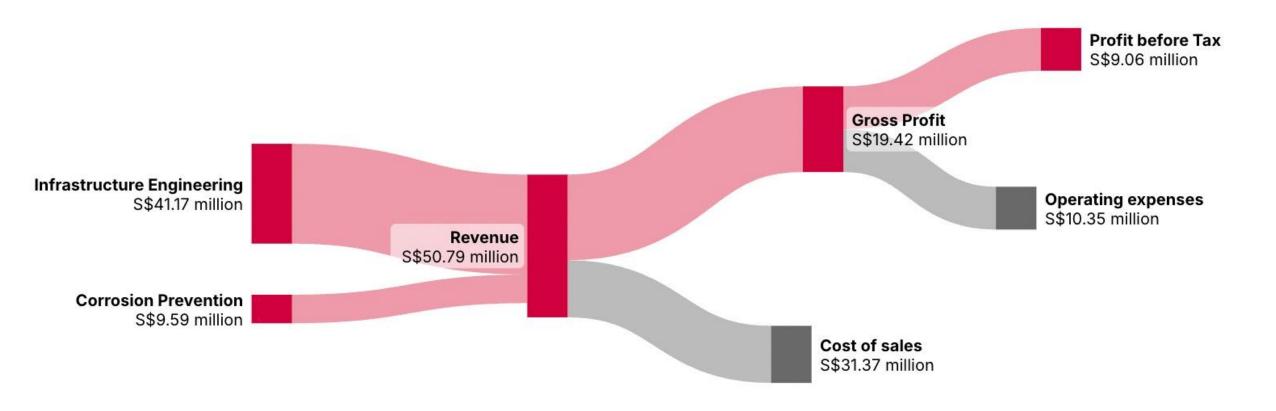
Recorded a higher profit attributable to shareholders of S\$2.91 million for 1H2025, as compared to S\$3.06 million in 1H2024 (excluding a one-time gain of S\$5.81 million), reflecting the resiliency of the Group's underlying financial performance.

Focused on improving our liquidity position with our operating activities.

## **Key Segmental Presentation for 1H2025**







## **Key Financial Highlights for 1H2025**

# 明 光集 图 BENG KHANG GROUP

### Business momentum expected to pick up in second half of the year

(S\$ million)	1H2024	1H2025	Change (%)
Revenue	59.92	50.79	(15.2)
Gross profit	21.26	19.42	(8.6)
Gross profit margin	35.5	38.2	+2.7 percentage points
Other gains / (losses)	7.26 <sup>1</sup>	(0.01)	N.M.
Profit before tax	17.04	9.06	(46.8)
Net Profit	14.38	6.88	(52.2)
EBITDA	19.06	11.19	(41.3)
Net asset value per share (S\$ cents) as at 30 June 2025		11.43	

### Commenting on the 1H2025 results, Mr Yong Jiunn Run, Chief Executive Officer of Beng Kuang Group, said:

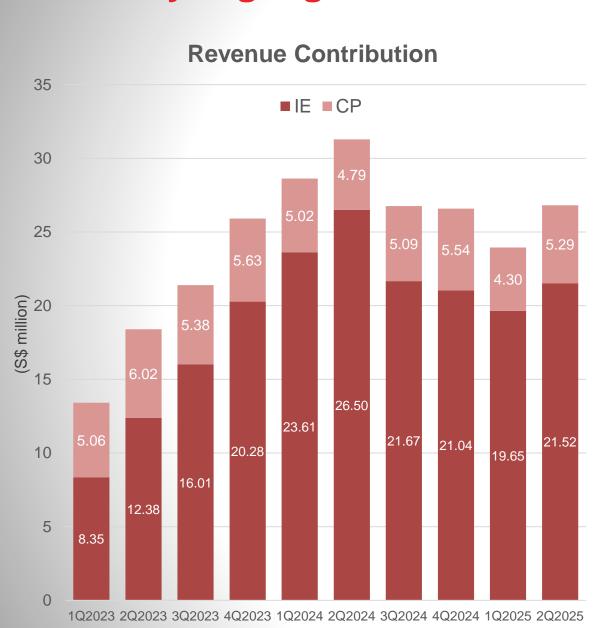
"Despite a slower start to the year and persistent headwinds from a weaker USD, we remain cautiously optimistic on our overall performance. In the face of ongoing economic and geopolitical uncertainties, our first-half results underscore the robustness and resilience of our asset-light, service-oriented business model.

Our continued focus on cash flow, profitability, and sustainability underpins our disciplined cost management and ongoing efforts to enhance operational efficiency. These priorities allow us to remain agile and responsive in a constantly evolving market environment.

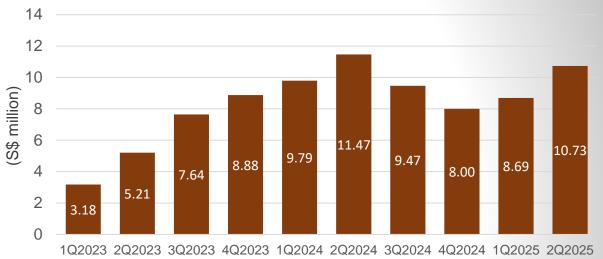
Looking ahead, we expect to sustain and maintain our business momentum in the second half of 2025 and will continue to position the Group strategically to capture emerging growth opportunities across the offshore and marine sectors."

## **Quarterly Highlights**











\*Excluding one-off gain(s)

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## **Advancing Towards BKM 2.0**

### Building sustainable growth within the global offshore and marine industry



# **Anchored by our Two Core Business Units**



Infrastructure Engineering



#### Key Business Pillars

- 1. Strategic Market Positioning
- 2. Value-led Transformation
- Financial Resiliency
- 4. Robust Risk Management
- 5. Talent Optimisation
- **6.** ESG Integration

#### Key Focus Areas

Enhance Core
Capabilities & Entrenching
Lead Market Position

Building Fresh Capabilities & New Revenue Streams

Develop and Incubate New Business & Ventures

Strategic Partnerships

Capex-light and Servicecentric Model

**Talent Acquisition** 

Improve Cost & Operating Efficiency



2.0

