







## ANALYST BRIEFING 1Q FY2018 Financial Results







## **FINANCIAL OVERVIEW**

By : Mohammad Romzi | Senior General Manager, Finance





## Financial Performance: 1Q FY2018 vs 4Q FY2017

|                    | Q1     | Q4      | QoQ     |
|--------------------|--------|---------|---------|
| In USD Mil         | FY2018 | FY2017  | %       |
| Revenue            | 514.8  | 585.3   | (12.0)  |
| PBT from Operation | 81.3   | 145.5   | (44.1)  |
| Non Recurring Item | -      | (130.8) | (100.0) |
| PBT                | 81.3   | 14.7    | 453.2   |
| Net Profit         | 78.7   | 15.9    | 395.1   |
| EPS (cent)         | 1.8    | 0.5     | 288.0   |
| ROE (%)            | 1.0    | 0.2     | 299.3   |

Lower revenue:

- Petroleum Lower TCE.
- Offshore Lower construction revenue recognized for FSO Benchamas 2 as project is currently at tail end.

Lower PBT from operations:

- Petroleum In tandem with lower revenue.
- Offshore In tandem with lower revenue.

#### Non-recurring items:

Impairment of vessels in Q4 2017.



## Financial Performance: 1Q FY2018 vs 1Q FY2017

| In USD Mil         | Q1<br>FY2018 | Q1<br>FY2017 | QoQ<br>% |
|--------------------|--------------|--------------|----------|
|                    |              |              | 70       |
| Revenue            | 514.8        | 671.2        | (23.3)   |
| PBT from Operation | 81.3         | 149.7        | (45.7)   |
| Non Recurring Item | -            | 6.9          | (100.0)  |
| PBT                | 81.3         | 156.6        | (48.1)   |
| Net Profit         | 78.7         | 156.0        | (49.5)   |
| EPS (cent)         | 1.8          | 3.4          | (46.6)   |
| ROE (%)            | 1.0          | 1.8          | (47.0)   |

Lower revenue:

- Offshore Favorable adjudication result for GKL in 2017.
- Petroleum Lower freight rates.

Lower PBT from operations:

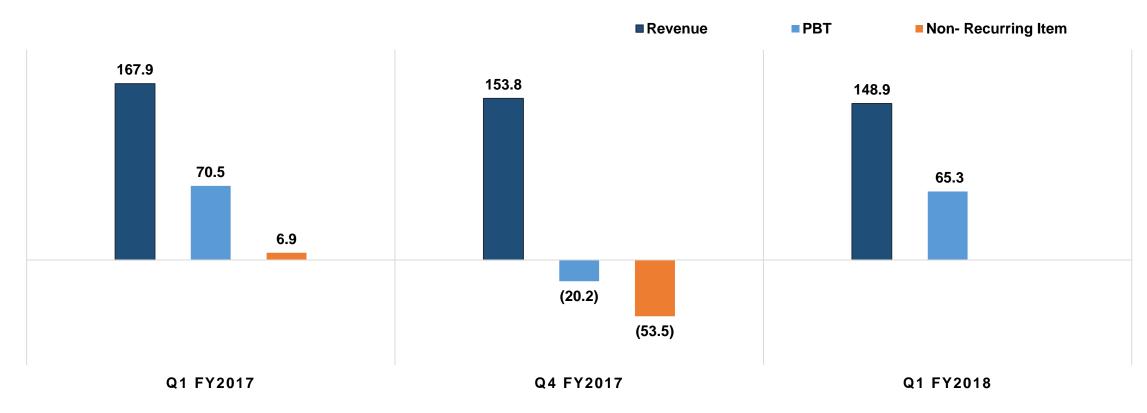
- Offshore Favorable adjudication result for GKL in 2017.
- Petroleum Lower freight rates

Non-recurring items:

• Gain on disposal of Aman Bintulu in 2017.

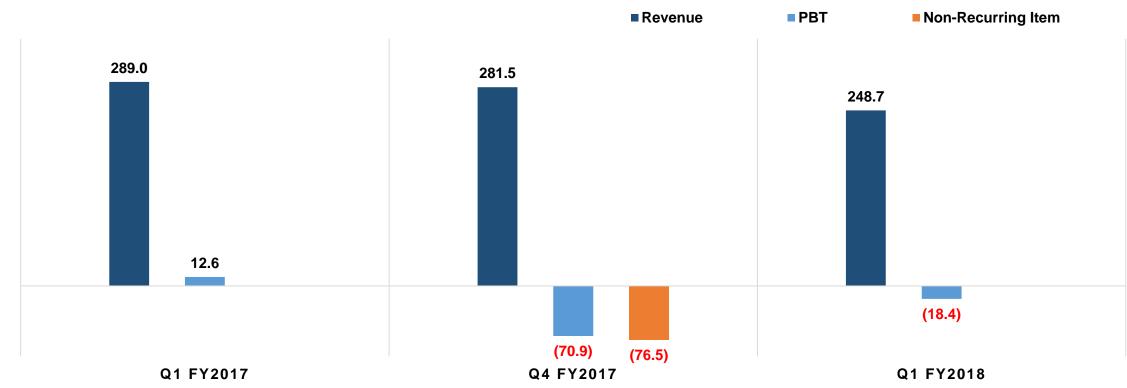


LNG Shipping – Delivery of Seri Camar and Impairment of Vessels in Q4 2017





#### **PETROLEUM Shipping – Lower Freight Rates**



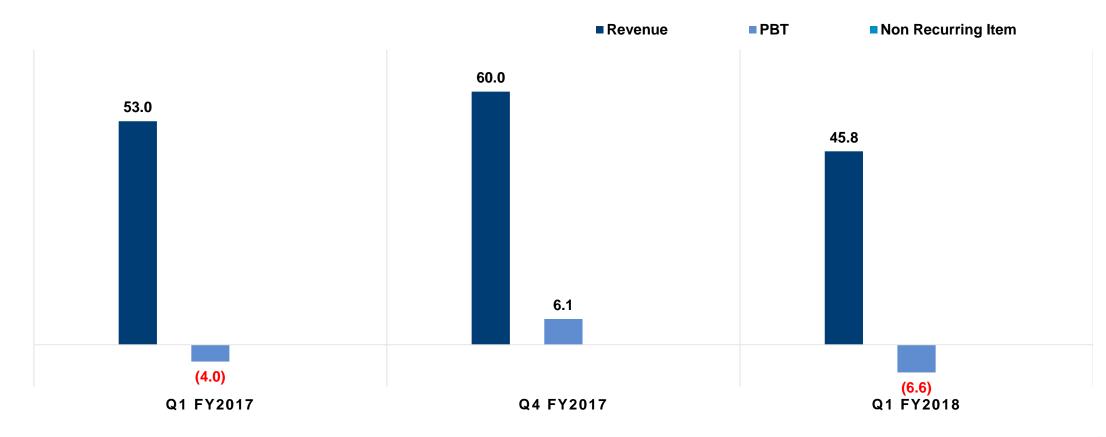


#### **OFFSHORE** Business – FSO Benchamas Construction at Tail-end

**USD** million Non-Recurring Item Revenue PBT 165.2 107.4 83.4 75.1 73.2 32.4 Q1 FY2017 Q4 FY2017 Q1 FY2018



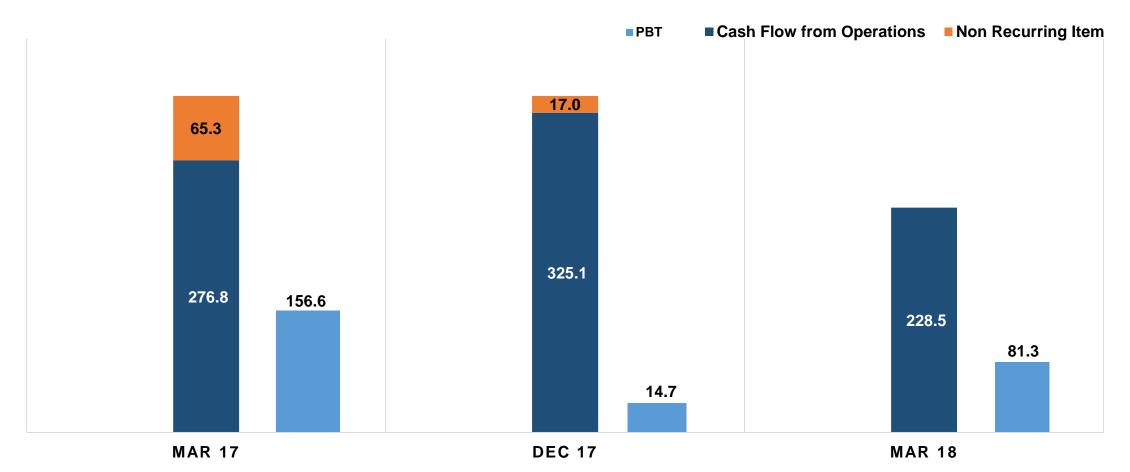
#### **HEAVY ENGINEERING – Tail-end of Key Projects**



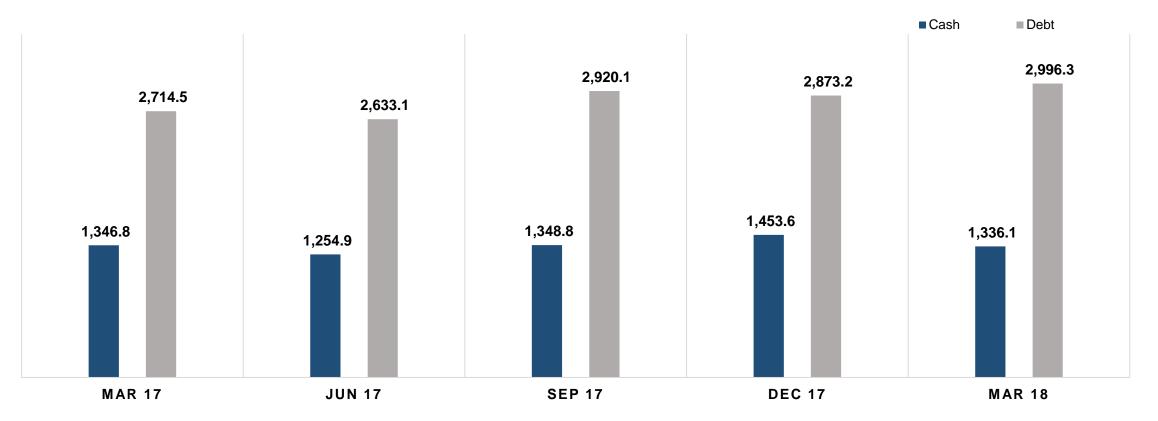


### **Financial Performance – Cash Flow from Operations**

Healthy Cash Flow from Operations Despite Volatility in Earnings



### **Financial Performance – Balance Sheet**





## **MARKET ENVIRONMENT**

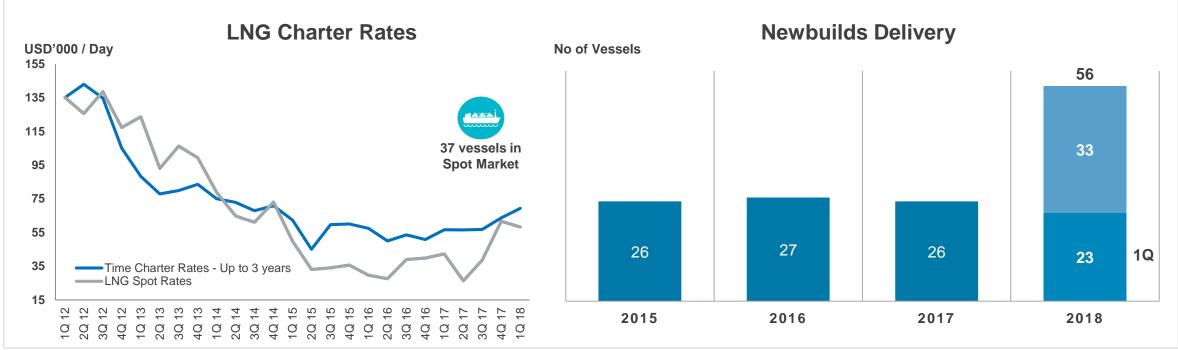
#### By : Teoh Paul Keng | General Manager, CPD





#### **LNG SHIPPING**

#### LNG Spot Rates Eased as Peak Winter Demand Wanes

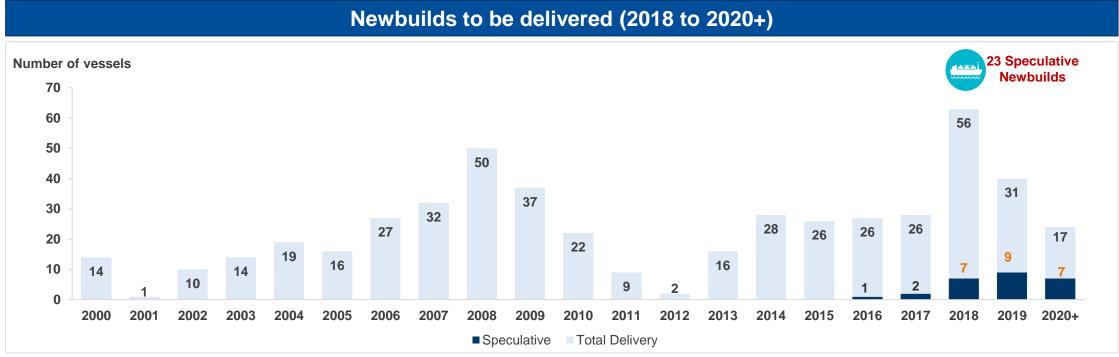


Source: LNG Shipping Database, Woodmac

- High spot vessel availability coupled with lower spot cargo volumes led to softer LNG spot rates in Q1 FY2018.
- The temporary shutdown of the PNG LNG terminal due to an earthquake during the quarter contributed to additional idle vessel tonnage.
- High vessel slippages in 2017 kept deliveries strong in 2018 there were 23 new vessel deliveries during the quarter, further increasing overall vessel supply.

#### **LNG SHIPPING**

#### New Tonnage Coming On Water



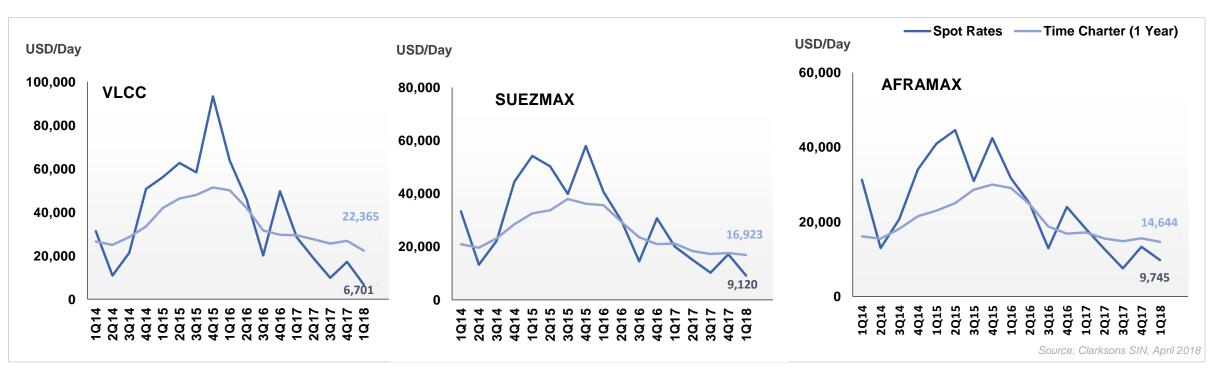
Source: LNG Shipping Database, Woodmac

- There will be a total of 104 new LNG vessels to be delivered from 2018 until 2020+.
- Meanwhile, approximately 69 existing vessels are due to come off charter over the next 3 years.
- China has become the world's no.2 LNG importer and is expected to be a driving force for Asian spot LNG prices. High Chinese LNG imports is expected to help absorb the oncoming excess tonnage in 2018.



### **PETROLEUM SHIPPING**

Winter Woes

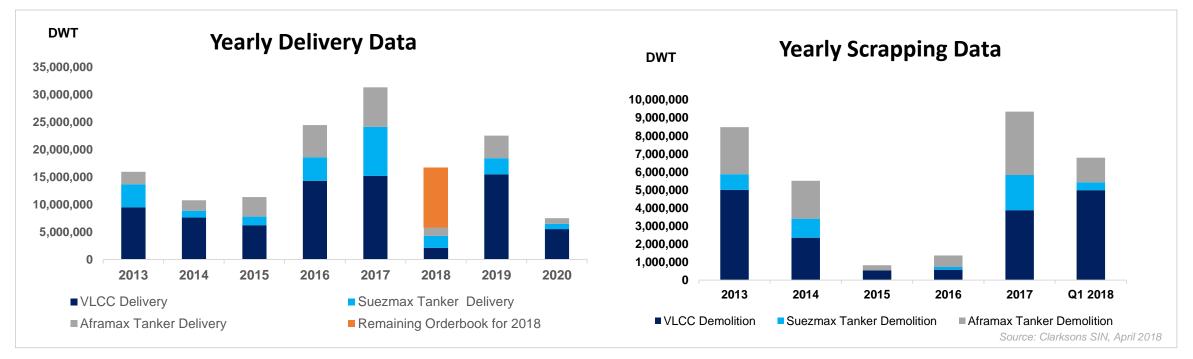


- 2018 started of with a new low across all segments compared to the past 4 years.
- Shipowners were willing to settle for charter rates above cash break even in a depressed market.
- Market however is hopeful with the re-balancing of tonnage from increased scrapping activity.
- Scrapping level exceeded delivery for the first time.



## **PETROLEUM SHIPPING**

#### Demolition to the Rescue

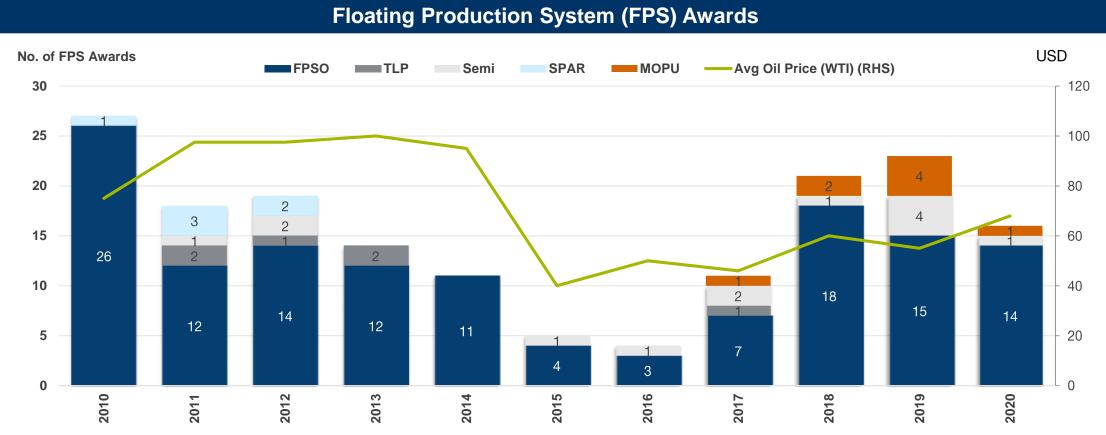


- Crude tanker growth expected to slow down for the remainder of 2018.
- Q1 2018 saw increased demolition activities (highest level since 2013).
- 6% of vessels are above ≥20 years, whereas 20% of vessels are in the age of between 15-20 years.
- Overall orderbook at its lowest.



#### **OFFSHORE BUSINESS**

Stable Oil Price Will Pave the Way for Gradual Recovery in Global Offshore Production System Investment

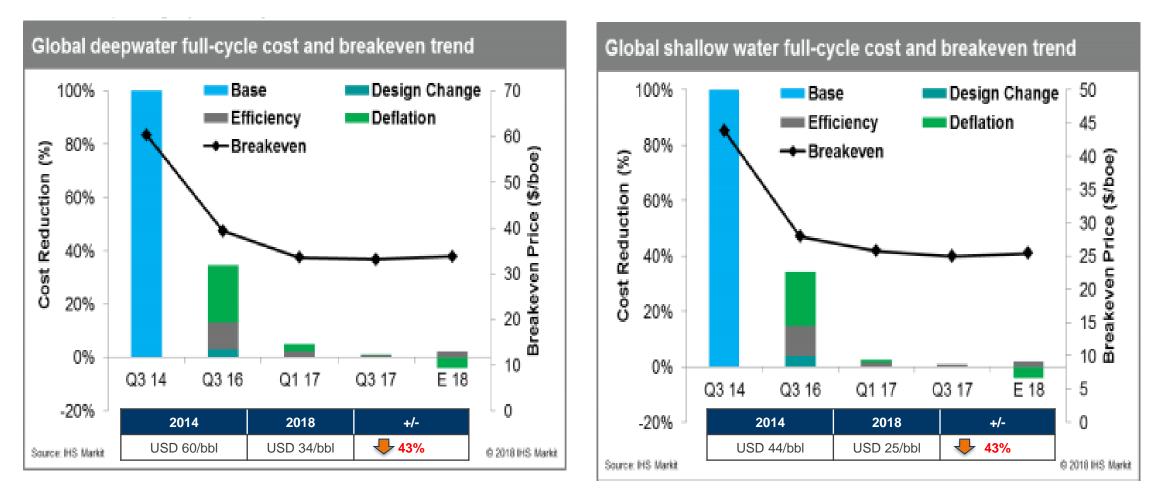


Sources : EMA Report, EIA, iHS

• 11 FPSO projects mostly centered around Brazil and Africa are expected to be tendered in 2018.

### **OFFSHORE BUSINESS**

Reduction in Upstream Offshore Cost

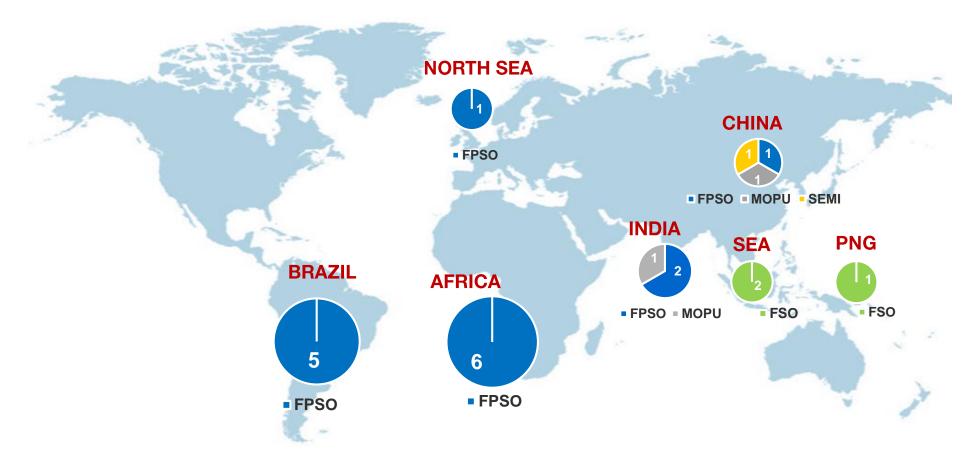


Source: IHS Markit



#### **OFFSHORE BUSINESS**

Opportunities in 2018 Concentrate Mainly in the Atlantic Basin



- Three FPSO awards in Q1 2018.
- Floater opportunities are mainly concentrated in Brazil and Africa with other opportunities in Asia.

Source: EMA Report 2018

## **BUSINESS UPDATES**

#### By : Teoh Paul Keng | General Manager, CPD





#### **LNG Business**

- The 4<sup>th</sup> Seri C Class LNG newbuild, Seri Camar, was delivered at the Hyundai Heavy Industries (HHI) Ulsan Shipyard, South Korea on 27 February 2018.
- The final newbuild to the five Moss-Type LNG Carrier, Seri Cemara was delivered on 30 April 2018.
- Seri Bakti time charter was successfully extended for another 18 months up to 2H FY2019.
- Seri Anggun time charter was also successfully extended for another 12 months up to 1H FY2019.

#### **Petroleum & Chemical Business**

- Current portfolio mix at 55:45 term to spot.
- Lower number of lightering days from previous quarter.
- Redelivery of Eagle Seville.
- Took delivery of one Aframax vessel, Eagle Barcelona in January 2018 with the other Aframax scheduled for delivery in Quarter 2 2018. Two Suezmax newbuilds, Eagle San Francisco and Eagle San Jose were delivered early this year.
- Actively exploring opportunities to build quality secured income stream (DP Shuttle Tankers).



### **Offshore Business**

- FSO Benchamas 2 Project had successfully sailed away from MHB yard on the 9 April 2018, en-route to Chevron's operated Benchamas Field in the Gulf of Thailand. The facility arrived at the field on 14 April 2018.
- FSO Orkid Contract extension is for 10 years, which was signed recently.
- Update on Gumusut-Kakap Semi-Floating Production System (L) Limited ("GKL") and Sabah Shell Petroleum Limited ("SSPC") proceedings:
  - The hearing dates for the Arbitration Proceedings has been fixed in Q1 2019 and Parties expect for the hearing to be completed within 2019.
- Actively looking at acquiring on water assets.

### Heavy Engineering

- Heavy Engineering milestones : Sail-away of 5 units of Dangote Calm Buoy and completion of centralized piping fabrication (CPF) for RAPID package 5.
- Marine Repair milestones: Completed repair and maintenance of 20 vessels and secured 20 vessels business.
- Orderbook as of March 2018 stands at RM1.22 billion.
- Approximately RM5.6 billion on going tenders.



## **APPENDIX**





#### Appendix 1 : Fleet Information As at 31 March 2018

|           | Vessel        | Total Vessel | Owned | Chartered-In | Average Age (yrs) |          | Contracted<br>Newbuilds/ |
|-----------|---------------|--------------|-------|--------------|-------------------|----------|--------------------------|
|           | Type Operated | Operated     |       |              | MISC              | Industry | Conversions              |
| LNG       | LNG           | 28           | 28    |              | 13.9              | 11.7     | 1                        |
|           | FSU           | 2            | 2     |              | 36.5              |          |                          |
| Petroleum | VLCC          | 14           | 12    | 2            | 8.9               | 9.6      |                          |
|           | Suezmax       | 6            | 6     |              | 3.8               | 9.7      |                          |
|           | Aframax       | 46           | 35    | 11           | 12.1              | 10.3     | 3                        |
|           | LR2           | 2            | 2     |              | 0.7               | 8.3      |                          |
|           | MR2           | 3            |       | 3            | 7.4               | 10.6     |                          |
|           | Shuttle       | 4            | 4     |              | 4.4               | 9.9      | 2                        |
| Chemical  | Chemical      | 13           | 7     | 6            | 7.4               | 10.8     |                          |
|           | LPG           | 1            |       | 1            | 19.4              | 15.3     |                          |
| TOTAL     |               | 119          | 96    | 23           |                   |          | 6                        |
| Offshore  | FPSO/FSO/SS   | 10           | 12    |              | 8.7               |          | 1                        |
|           | MOPU          |              | 2     |              | 7.2               |          |                          |



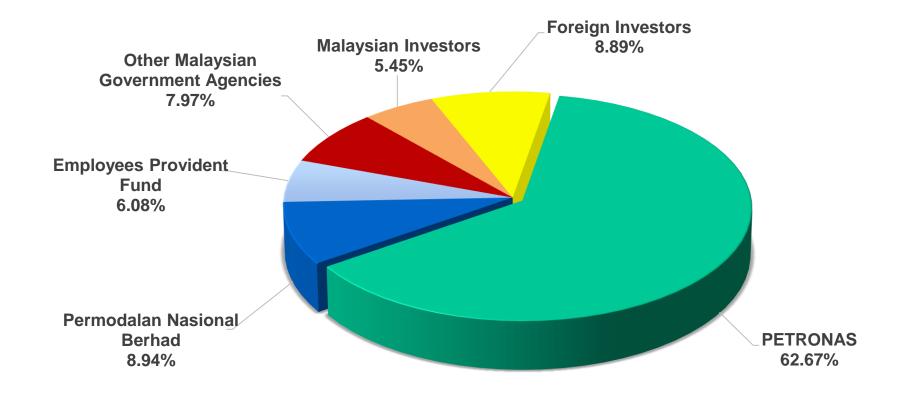
## Appendix 2 : Delivery Schedule

As at 31 March 2018

|         | LNG          | Petroleum |         |     |      |
|---------|--------------|-----------|---------|-----|------|
|         | LNG Carriers | Suezmax   | Aframax | LR2 | DPST |
| 1H2018  | 1            |           | 1       |     |      |
| 2H2018  |              |           | 1       |     |      |
| 1H2019  |              |           | 1       |     |      |
| 2H2019  |              |           |         |     | 1    |
| 1H 2020 |              |           |         |     | 1    |



#### **Appendix 3 : Shareholders' Profile** As at 31 March 2018





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