

### Overweight (unchanged)

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## Oil & Gas

### Waves of OSV Awards On The Horizon

**We upgrade the Offshore Supply Vessel (OSV) segment to Overweight** to reflect an impending wave of contract awards and the sector's inexpensive valuations. We see improving utilisation and steady daily charter rates (DCRs) on better demand. We expect the share prices of Malaysia's OSV operators will react positively as PCSB contracts are rolled out. Alam, Perdana Petroleum and Bumi are primary beneficiaries. We upgrade Alam and Perdana to BUYs (from HOLDs previously) with TPs of MYR0.85 (10x FY13 PER) and MYR1.30 (1.1x FY13 P/BV) respectively. Bumi Armada remains a BUY with an unchanged TP of MYR4.88.

**PCSB needs 34 OSVs.** We gather that Petronas Carigali Sdn Bhd (PCSB) has issued three Invitations-to-Bid (ITBs) for 34 vessels, comprising 20 units of anchor handling tug supply (AHTS), 8 platform supply vessels (PSVs) and 6 straight supply vessel (SSVs). These vessels will be required for PCSB's operations from 2013 onward.

**Long-term contracts.** We understand that the charter contracts range between 3 and 5 years and comprise existing and new jobs. Based on recent OSV fixtures, we estimate the DCRs of: (i) USD1.60-1.80 per bhp for small-sized AHTS/SSV (5,000bhp), (ii) USD1.90-2.10 per bhp for mid-sized AHTS (8,000-10,000bhp) and (iii) USD2.30.bhp or USD28,000 for large-sized AHTS (>12,000bhp) and/or PSVs.

**Contracts worth MYR3b in total.** We estimate the bidding DCRs to be comparatively decent, reflecting Asian market rates, but still 10-18% below the peak DCRs of the Malaysian oil/gas sector seen in 2007-08. Against this backdrop, we estimate the charters for the 34 OSVs to be worth between MYR2.9b and MYR3.2b, based on aggregate engine capacity of 210,000bhp to 266,000bhp.

**Improving OSV cycle, more contracts in the offering.** Demand for OSVs is set to pick up following the acute slowdown of the past three years. These 34 OSV contracts exclude other PSC operators' (e.g. Murphy, Shell) need for OSVs in their campaigns. Also, demand for work and accommodation barges will rise with the commencement of the upcoming brownfield Topside Maintenance & Hook Up, Commissioning (HUC) umbrella contracts.

**Picking the winners.** Alam Maritim, Perdana Petroleum and Bumi Armada are strongly tipped to benefit from these tenders, based on the existing and new vessels at their disposal. We expect: (i) Alam to bid for the small-size AHTS and SSV jobs, (ii) Perdana to bid for the mid-size AHTS, and (iii) Bumi to bid for the PSVs, various AHTS and SSVs.

**Bargain valuations.** Both Alam and Perdana trade at a discount to book value, i.e. below the value of their fleets. With the improving outlook, as demand improves and contract awards speed up, the cheap P/B valuations limit downside. Both Alam and Perdana offer 42% upside to current share prices, based on target valuations of 1.1x P/B.

#### O&G: Summary of recommendations

Stock Name	Ticker	Rec	Shr Price @ 17 Oct	TP (MYR)
Alam Maritim	AMRB MK	Buy*	0.60	0.85
Bumi Armada	BAB MK	Buy	3.69	4.88
Dialog	DLG MK	Buy	2.37	3.05
Gas Malaysia	GMB MK	Hold	2.63	2.76
KNM	KNMG MK	Hold	0.565	0.59**
MMHE	MMHE MK	Buy	4.88	5.70
Perisai	PPT MK	Buy	1.06	1.40
Perdana Pet	PETR MK	Buy*	0.915	1.30
Petronas Gas	PTG MK	Hold	19.68	20.20
SapuraKencana	SAKP MK	Buy	2.44	2.68
Wah Seong	WSC MK	Buy	1.74	2.20
Yinson	YNS MK	Buy	1.85	2.54

Source: Maybank KE, \* upgrade, \*\* adjusted for rights issue

## Contract details

**Contract tenders for up to 20 AHTS, 8 PSVs and 6 SSVs.** We expect PCSB, the operating subsidiary of PETRONAS, to seek up to 34 OSVs. We estimate that the vessels will be tendered at around the following charter rates:

- **Small-size 5,000bhp AHTS/SSV:** DCR of **USD1.60-1.80bhp**
- **Mid-size 10,000bhp AHTS:** DCR of **USD1.90-2.10bhp**
- **Large-size 12,000bhp AHTS, 3,000dwt PSV:** DCR of **USD28,000**.

While we believe these DCRs to be below the “supernormal” rates achieved in 2007-08, they are still profitable. More importantly, these charters will secure the utilisation of the various companies’ vessels, and hence their cashflows.

### Peer comparison

Company	Country	Mkt cap (USD'm)	EV/ EBITDA (x)		PER (x)		Div yield (%)		Gearing (%)	P/ BV (x)
			2012	2013	2012	2013	2012	2013		
Alam Maritim	Malaysia	152.4	5.7	5.7	8.4	7.7	-	-	74.8	0.8
Perdana Petroleum	Malaysia	132.9	15.6	7.7	92.6	12.8	-	-	43.9	0.8
Dayang Enterprise	Malaysia	388.5	8.1	7.2	12.7	11.1	3.9	4.0	cash	1.9
Wintermar Offshore	Indonesia	167.0	6.5	5.7	8.8	6.4	1.1	2.1	72.7	1.0
Ezra	Singapore	966.7	13.2	10.2	13.9	9.7	0.1	0.6	100.6	0.9
Ezion	Singapore	932.6	14.0	8.3	14.8	8.2	0.1	0.2	87.3	1.7
Swiber	Singapore	325.0	7.7	7.3	7.5	7.0	0.0	0.0	90.5	0.7
CH Offshore	Singapore	306.5	6.3	5.3	9.9	10.0	5.3	5.2	cash	1.1
ASL Marine	Singapore	232.0	5.9	4.5	8.0	7.1	2.4	2.8	52.2	0.7
Otto Marine	Singapore	204.7	21.6	16.7	nm	14.7	0.0	0.0	182.9	0.6
<b>Simple average</b>			10.5	7.9	19.6	9.5				1.0

Sources: Bloomberg, Maybank KE

## Buy (from Hold)

Share price: MYR0.60  
Target price: MYR0.85 (from MYR0.60)

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## Stock Information

**Description:** Offshore marine vessel charterer, ROV & pipelay operator.

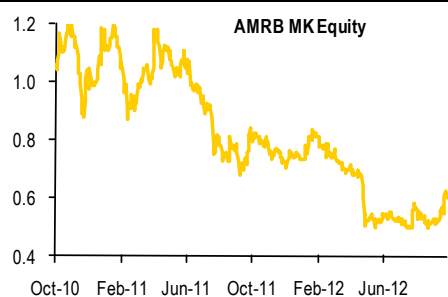
Ticker:	AMRB MK
Shares Issued (m):	787.2
Market Cap (MYR m):	472.3
3-mth Avg Daily Turnover (US\$ m):	0.51
ST Index:	1,660.67
Free float (%):	44.3

<b>Major Shareholders:</b>	%
Sar Venture Hldgs (M)	45.2
LTH	9.9

## Key Indicators

Net cash / (debt) (MYR m):	(465.3)
NTA/shr (MYR):	0.61
Net Gearing (x):	1.0

## Historical Chart



## Performance:

52-week High/Low MYR0.86/MYR0.49

	1-mth	3-mth	6-mth	1-yr	YTD
Absolute (%)	17.6	12.1	(14.9)	(25.0)	(21.1)
Relative (%)	16.6	10.8	(18.8)	(40.3)	(29.5)

# Alam Maritim Resources

## Rising With The Tide

**Upgrade to BUY, TP revised to MYR0.85 (+42%).** We expect Alam to win several of PCSB's 34 OSV tenders, powering its vessel utilisation and earnings recovery beyond 2012. This is a re-rating catalyst, in our view. Our TP is pegged to an FY13 PER of 10x (previously 8x), which implies a P/BV of 1.1x.

**Rising OSV charter wins lift earnings.** Alam is enjoying increasing OSV charter wins. Contract wins surged from MYR92.5m in 2010 to MYR363m in 2011; YTD OSV contract wins stand at MYR316m. This in turn has translated into a gradual improvement in earnings. However, the bulk its contract wins are for its accommodation vessels and other JV assets. While it is estimated that the JV and associate vessels are achieving full utilisation, the utilisation of its own fleet of smaller AHTS (5,000bhp) is only about 60%.

**Bids to be submitted.** Alam will likely be putting in bids for AHTS and SSVs in PCSB's upcoming ITB, either as vessel owners or third-party charterers. As the bulk of Alam's JV and associate vessels are already chartered out, we expect that it will tender its wholly-owned OSVs – a positive, as earnings will then fully accrue to Alam. At present, Alam has seven 5,000bhp AHTS and one SSV without charters, the likely candidates for the tenders.

**Gradual improvement in cashflows.** While profit growth is likely to be modest, cashflow is stable and Alam's gearing is expect to improve. However, Alam may not be able to fully profit from the recovery in the OSV market as its ability to acquire new vessels is limited. For its latest charter contract, Alam had to take a third-party vessel due to a shortage of its own vessels and the likely high purchase price of a new vessel – despite an increase in DCRs of 27% YoY. Still, third-party charter wins will add incrementally to earnings and contribute to cashflows.

**Worries persist on the OIC and underwater units.** While OIC contract wins doubled in 2011 to MYR172m vs. MYR82m in 2010, earnings have been erratic. This poses a risk of negative earnings surprises in the coming quarters. As at 1H12, the underwater services unit suffered EBIT losses of MYR3.5m, offsetting EBIT of MYR15.0m from the vessel division and MYR21.1m in associate and JV income.

## Alam Maritim – Summary Earnings Table

FYE Dec (MYR m)	2010A	2011A	2012F	2013F	2014F
Revenue	242.2	308.1	315.7	315.7	316.0
EBITDA	35.3	66.3	117.5	114.5	79.8
Recurring Net Profit	(24.3)	27.9	56.9	62.1	62.4
Recurring Basic EPS (Sen)	(3.7)	3.5	7.2	7.8	7.8
EPS growth (%)	nm	nm	103.8	9.1	0.4
DPS (Sen)	0.7	0.0	0.0	0.0	0.0
PER	nm	17.1	8.4	7.7	7.7
EV/EBITDA (x)	21.5	11.1	5.7	5.7	5.6
Div Yield (%)	1.1	0.0	0.0	0.0	0.0
P/BV(x)	0.8	1.0	0.9	0.8	0.7
Net Gearing (x)	105.5	97.1	74.8	63.5	60.2
ROE (%)	(5.1)	5.7	10.3	10.1	9.2
ROA (%)	1.0	4.0	8.6	9.1	8.8
Book Value (MYR)	0.7	0.6	0.7	0.8	0.8
Consensus net profit (RM'm)	-	-	55.0	70.0	74.8

Source: Maybank KE

## INCOME STATEMENT (MYR m)

FY Dec	2011A	2012F	2013F	2014F
Turnover	308.1	315.7	315.7	316.0
Cost of goods sold	(248.6)	(193.6)	(192.6)	(192.7)
Gross profit	59.6	122.1	123.1	123.4
Other ope. (exp)/ Inc.	(28.5)	(38.0)	(42.0)	(43.6)
EBIT	31.0	84.1	81.1	79.8
Net int (exp)/ Inc	(35.2)	(31.3)	(28.3)	(26.6)
Associates & JV	19.8	20.8	27.3	27.3
Exceptional gain/ (loss)	(15.0)	0.0	0.0	0.0
<b>Pretax profit</b>	<b>13.3</b>	<b>73.6</b>	<b>80.1</b>	<b>80.5</b>
Tax	(0.6)	(13.2)	(14.4)	(14.5)
Minority interest	0.3	(3.4)	(3.6)	(3.6)
<b>Net profit</b>	<b>12.9</b>	<b>56.9</b>	<b>62.1</b>	<b>62.4</b>
<b>Net profit ex-EI</b>	<b>27.9</b>	<b>56.9</b>	<b>62.1</b>	<b>62.4</b>
EBITDA	66.3	117.5	114.5	79.8
Sales Gth (%)	27.2	2.5	0.0	0.1
EBITDA Gth (%)	88.0	77.3	(2.6)	(30.3)
EBIT Gth (%)	nm	170.8	(3.6)	(1.6)
Effective Tax Rate (%)	4.7	18.0	18.0	18.0

## CASH FLOW (MYR m)

FY Dec	2011A	2012F	2013F	2014F
Net Profit	27.9	56.9	62.1	62.4
Dep. & amort	36.2	35.4	36.4	37.4
Chg. In wkg cap	(56.0)	42.1	0.0	(0.1)
Other ope. CF	(18.6)	(17.4)	(23.7)	(23.7)
<b>Operating CF</b>	<b>(10.4)</b>	<b>117.1</b>	<b>74.8</b>	<b>75.9</b>
Net capex	76.8	(50.0)	(50.0)	(50.0)
Chg in LT inv	0.0	0.0	0.0	0.0
Chg in oth assets	0.0	0.0	0.0	0.0
<b>Investment CF</b>	<b>29.3</b>	<b>(50.0)</b>	<b>(50.0)</b>	<b>(50.0)</b>
Net chg in debt	(60.1)	(80.5)	(30.0)	(29.0)
Chg in other LT liab.	20.9	0.0	0.0	0.0
Oth. Financing CF	0.0	0.0	0.0	0.0
<b>Financing cash flow</b>	<b>(39.3)</b>	<b>(80.5)</b>	<b>(30.0)</b>	<b>(29.0)</b>
Net cash flow	(20.4)	(13.5)	(5.2)	(3.1)

## BALANCE SHEET (MYR m)

FY Dec	2011A	2012F	2013F	2014F
Net Fixed Assets	570.3	586.9	603.4	620.0
Invts in Assocs & JVs	184.1	204.9	232.2	259.6
Other LT Assets	1.6	1.6	1.6	1.6
Cash & ST Invts	139.8	124.3	116.1	109.0
Other Current Assets	374.8	293.2	293.2	293.4
<b>Total Assets</b>	<b>1,270.5</b>	<b>1,210.8</b>	<b>1,246.5</b>	<b>1,283.6</b>
ST Debt	181.1	130.6	130.6	131.6
Other Current Liab	100.6	61.1	61.1	61.1
LT Debt	428.2	398.2	368.2	338.2
Other LT Liab	69.7	69.7	69.7	69.7
Shareholders Equity	483.6	540.5	602.7	665.0
Minority Interest	7.3	10.7	14.3	17.9
<b>Total Cap. &amp; Liab</b>	<b>1,270.5</b>	<b>1,210.8</b>	<b>1,246.5</b>	<b>1,283.6</b>
Share capital	795.9	795.9	795.9	795.9
Net Debt	469.6	404.5	382.7	360.8
Working capital	232.9	225.8	217.6	209.7
Gross gearing (%)	126.0	97.8	82.8	70.6

## RATES &amp; RATIOS

FY Dec	2011A	2012F	2013F	2014F
Gross Margin (%)	19.3	38.7	39.0	39.0
EBITDA Margin (%)	21.5	37.2	36.3	35.8
EBIT Margin (%)	10.1	26.6	25.7	25.2
Net Profit Margin (%)	9.1	18.0	19.7	19.7
ROAE (%)	5.9	11.1	10.9	9.8
ROA (%)	4.0	8.6	9.1	8.8
ROCE (%)	3.2	7.8	7.3	0.0
Div Payout Ratio (%)	0.0	0.0	0.0	0.0
Interest Cover (x)	0.9	2.7	2.9	3.0
Debtors Turn (days)	198.6	214.5	177.0	176.9
Creditors Turn (days)	79.5	105.1	67.7	67.2
Inventory Turn (days)	18.5	15.8	na	na
Current Ratio (x)	1.8	2.2	2.1	2.1
Quick Ratio (x)	1.8	2.2	2.1	2.1
Net Debt/Equity (x)	1.0	0.7	0.6	0.5
Capex to Debt (%)	(0.1)	0.1	0.1	0.1
N.Cash/(Debt)PS (sen)	(59.0)	(50.8)	(48.1)	(45.3)
Opg CFPS (sen)	5.7	9.4	9.4	9.6
Free CFPS (sen)	8.3	8.4	3.1	3.3

Sources: Company, Maybank KE

## Buy (from Hold)

Share price: MYR0.915  
Target price: MYR1.30 (from MYR0.55)

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## Stock Information

**Description:** OSV operator with 14 midsized AHTSs and work boats & barges.

Ticker:	PETR MK
Shares Issued (m):	495.1
Market Cap (MYR m):	453.0
3-mth Avg Daily Turnover (US\$ m):	0.74
KLCI:	1,660.67
Free float (%):	37.2

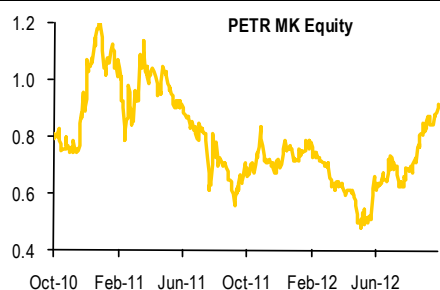
## Major Shareholders:

	%
Dayang Enterprise	19.1
LTH	9.0
Nam Cheong	7.4

## Key Indicators

Net cash / (debt) (MYR m):	(207.4)
NTA/shr (MYR):	0.95
Net Gearing (x):	0.4

## Historical Chart



## Performance:

52-week High/Low	MYR0.925/MYR0.48				
	1-mth	3-mth	6-mth	1-yr	YTD
Absolute (%)	12.3	32.6	45.2	34.6	16.6
Relative (%)	11.2	31.3	41.4	19.2	8.1

# Perdana Petroleum

## Turnaround Time

**Upgrade to BUY; TP revised to MYR1.30** (from MYR0.55). We raise our FY12-14 net profit forecasts by MYR16-72m. Perdana is likely to benefit the most from the OSV awards expected in 2013. It is also likely to supply work barges and boats to Dayang for Dayang's Pan Malaysia contract bid. With vessel utilisation rates tightening in the market, Perdana is likely to be operationally profitable going forward. Our TP is based on an FY13 P/BV of 1.1x (formerly 0.6x).

**Has the most upside...** Perdana is expected to benefit most from the upsurge in AHTS demand, as only one out of its eight young AHTS vessels is chartered out (Petra Marathon; 12,000bhp). Moreover, PCSB's 3+1+1 contract tenures means earnings are locked in until early/mid 2018, which would see the company through the period remaining on their sale and leaseback contracts.

**...and indirect exposure to Pan Malaysian brownfield tenders.** We believe that Perdana's purchase of two newbuild work barges (300 pax accommodation) from Nam Cheong in Sep 2012 is to support Dayang's (DEHB MK: Not Rated) bid for PCSB and Shell's Pan Malaysia Topside Maintenance contracts. The Pan Malaysia contracts are reported to be worth a total of MYR10b for five years. Should Dayang be successful in its bid for the Pan Malaysian job, Perdana would also have its workboats and barges secured on contracts till early/mid 2018.

**OSV values rising.** Demand for select high-spec vessels is strong. Work barges and boats, which make up half Perdana's fleet, have enjoyed a 25% YoY rise in DCRs and large AHTS DCRs are firming up at USD2.00-2.30bhp. With contract wins in the air, we feel Perdana's valuations should at least reflect the value of its fleet for as conditions improve, vessel supply will become even tighter. We thus feel a valuation of 1.1x P/BV would offer a solid base in a rising OSV market.

**Earnings forecasts raised.** We raise our net profit forecasts to MYR2m in FY12 (from -MYR13m) and MYR32m in FY13 (from -MYR7m) to reflect improving demand and the two new barges coming in 2013. We have not yet imputed long term contract wins and only model in a rise in AHTS spot utilisation, from 65% in FY12 to 85% in FY14, which leaves the potential for further earnings upgrades.

## Perdana Petroleum Bhd– Summary Earnings Table

FYE (MYR m)	2010A	2011A	2012F	2013F	2014F
Revenue	254.9	255.9	260.0	303.9	335.4
EBITDA	(21.9)	34.1	39.2	82.4	126.1
Recurring Net Profit	(63.4)	(26.9)	2.4	32.0	72.7
Recurring Basic EPS (cents)	(14.1)	(6.0)	0.5	7.1	16.2
EPS growth (%)	nm	0.4%	nm	625.8%	126.0%
DPS (cents)	1.0	0.0	0.0	0.0	0.0
PER	nm	nm	92.6	12.8	5.6
EV/EBITDA (x)	nm	18.2	15.6	7.7	4.3
Div Yield (%)	1.1	0.0	0.0	0.0	0.0
P/BV(x)	0.8	0.9	0.9	0.8	0.7
Net Gearing (%)	0.3	0.4	0.4	0.4	0.2
ROE (%)	(13.0)%	(14.2)%	0.9%	6.5%	13.3%
ROA (%)	(7.1)%	(8.5)%	0.5%	3.8%	7.9%
Consensus Net Profit (MYR m)	-	-	26.8	46.0	55.2

Source: Maybank KE

**Has the right assets to capitalise on upcoming tenders.** We believe the worst has passed for the OSV market and Perdana. In fact, for certain assets, especially workboats and barges, both DCRs and construction costs are on the rise due to their limited availability.

Among local operators, Perdana has the largest collection of boats (2) and barges (6) available for hire. Its decision to remain in the spot market will now boost its potential earnings upside, as Perdana will be able to reap the full benefit of rising DCRs.

Winning the long-term AHTS jobs would also significantly boost Perdana's net profits. We estimate that if the AHTS fleet maintains a 95% utilisation (as required under a charter) vs. its current spot utilisation of 65-70%, Perdana's earnings could rise by MYR30m-40m.

**Perdana's fleet profile (working fleet)**

Vessel name	Type	Delivery date	Est. cost (RM m)	Size (bhp/ pax)	On sales & leaseback
Petra Frontier	AHTS	5-Nov-08	49.7	5,220	Yes
Petra Ranger	AHTS	15-Jul-09	49.7	5,220	No
Petra Adventurer	AHTS	17-Apr-08	94.6	10,800	Yes
Petra Traveler	AHTS	30-May-08	94.6	10,800	Yes
Petra Horizon	AHTS	26-Sep-08	94.6	10,880	Yes
Petra Voyager	AHTS	2-Jun-09	94.6	10,880	Yes
Petra Expedition	AHTS	7-Dec-09	94.6	10,880	Yes
Petra Marathon	AHTS	23-Jun-10	104.1	12,240	No
Petra Enterprise	Work Barge	4Q 2005*	51.3	241	No
Petra Excelsior	Work Barge	6-Mar-10	79.0	300	Yes
Petra Superior	Work Barge	2Q 2010	85.0	300	No
Petra Odyssey	Work Barge	4Q 2011	85.0	300	No
SK308	Work Barge	2Q 2013	91.5	300	No
SK309	Work Barge	2Q 2013	91.5	300	No
Petra Liberty	Workboat	29-Sep-09	57.9	169	Yes
Petra Sovereign	Workboat	1-Mar-10	57.9	169	No

Sources: Company, Maybank KE \*built in 2001

**M&A potential?** We estimate Perdana will have only MYR360m in vessel lease payments by year-end, and net debt of MYR235m (net gearing of 0.4x). At our new MYR1.25 TP, Perdana's market cap would be MYR560m, equating to an Enterprise Value of MYR1.2b, 9% below MYR1.3b cost of its 16 vessels.

With a) its fleet of young vessels that are only 2-3 years old, b) the limited availability of higher-specification AHTS and barges in the market which Perdana has plenty of, and c) its fractured shareholding structure, we would not rule out Perdana becoming an M&A target.

**Dayang's potential role?** Dayang remains a preferred business partner for now. But, we estimate that if Dayang charters all of Perdana's barges and boats for its brownfield works, it could be incurring annual lease costs of MYR170m, an amount Dayang would do well to "internalise" via a merger or acquisition of Perdana.

**The last legacy; seven old vessels.** These vessels are carried at almost MYR40m on Perdana's balance sheet, despite being laid-up for a while now. Recall that Perdana made an impairment charge of MYR39m in 4Q11 for these vessels to facilitate a divestment. To date, only one vessel has been sold. Perdana must resolve this before 4Q12, or further impairment charges may be required.

## INCOME STATEMENT (MYR m)

FY Dec	2011A	2012F	2013F	2014F
Revenue	255.9	260.0	290.1	290.1
EBITDA	34.1	39.2	63.9	77.3
Depreciation & Amortisation	(35.7)	(26.1)	(27.9)	(31.0)
<b>Operating Profit (EBIT)</b>	<b>(1.7)</b>	<b>13.1</b>	<b>36.0</b>	<b>46.3</b>
Interest (Exp)/Inc	(17.5)	(16.3)	(20.8)	(18.7)
Associates	0.8	5.8	0.0	0.0
One-offs	(42.8)	1.8	0.0	0.0
<b>Pre-Tax Profit</b>	<b>(68.9)</b>	<b>4.5</b>	<b>15.2</b>	<b>27.5</b>
Tax	(0.5)	(0.5)	(1.1)	(2.1)
Minority Interest	(0.2)	(0.2)	(0.2)	(0.2)
<b>Net Profit</b>	<b>(69.6)</b>	<b>3.7</b>	<b>13.8</b>	<b>25.2</b>
<b>Recurring Net Profit</b>	<b>(26.9)</b>	<b>1.9</b>	<b>13.8</b>	<b>25.2</b>
Revenue Growth %	0.4%	1.6%	11.6%	0.0%
EBITDA Growth (%)	nm	15.2%	62.7%	21.0%
EBIT Growth (%)	nm	nm	174.5%	28.7%
Net Profit Growth (%)	0.2%	nm	269.4%	82.4%
Recurring Net Profit Growth (%)	nm	nm	611.1%	82.4%
Tax Rate %	nm	11.2%	7.5%	7.5%

## BALANCE SHEET (MYR m)

FY Dec	2011A	2012F	2013F	2014F
Fixed Assets	523.8	604.2	657.7	631.7
Other LT Assets	117.6	27.6	27.6	27.6
Cash/ST Investments	67.0	45.4	99.3	94.0
Other Current Assets	101.8	115.1	121.3	121.3
<b>Total Assets</b>	<b>810.2</b>	<b>792.2</b>	<b>905.8</b>	<b>874.6</b>
ST Debt	99.5	60.0	60.0	60.0
Other Current Liabilities	60.4	63.2	67.5	67.5
LT Debt	174.9	185.8	281.0	224.3
Other LT Liabilities	5.2	5.2	5.2	5.2
Minority Interest	(0.2)	0.0	0.3	0.5
Shareholders' Equity	470.4	478.0	491.8	517.1
<b>Total Liabilities-Capital</b>	<b>810.2</b>	<b>792.2</b>	<b>905.8</b>	<b>874.6</b>
Share Capital (m)	450.1	450.1	450.1	450.1
Gross Debt/(Cash)	274.4	245.8	341.0	284.3
Net Debt/(Cash)	207.4	200.4	241.7	190.3
Working Capital	8.8	37.2	93.1	87.8

## CASH FLOW (MYR m)

FY Dec	2011A	2012F	2013F	2014F
Profit before taxation	(68.9)	4.5	15.2	27.5
Depreciation	35.7	26.1	27.9	31.0
Net interest receipts/(payments)	(17.5)	(16.3)	(20.8)	(18.7)
Working capital change	39.8	(10.5)	(2.0)	0.0
Cash tax paid	(0.5)	(0.5)	(1.1)	(2.1)
Others (incl'd exceptional items)	49.1	26.7	41.5	37.5
<b>Cash flow from operations</b>	<b>37.7</b>	<b>30.1</b>	<b>60.7</b>	<b>75.2</b>
Capex	(134.4)	(106.6)	(81.3)	(5.0)
Disposal/(purchase)	0.0	0.0	0.0	0.0
Others	57.5	99.8	0.0	0.0
<b>Cash flow from investing</b>	<b>(76.9)</b>	<b>(6.8)</b>	<b>(81.3)</b>	<b>(5.0)</b>
Debt raised/(repaid)	29.5	(28.6)	95.2	(56.7)
Equity raised/(repaid)	31.7	0.0	0.0	0.0
Dividends (paid)	0.0	0.0	0.0	0.0
Interest payments	(17.5)	(16.3)	(20.8)	(18.7)
Others	(7.2)	0.0	0.0	0.0
<b>Cash flow from financing</b>	<b>36.5</b>	<b>(44.9)</b>	<b>74.5</b>	<b>(75.5)</b>
Change in cash	(2.7)	(21.6)	53.9	(5.2)

## RATES &amp; RATIOS

FY Dec	2011A	2012F	2013F	2014F
EBITDA Margin %	13.3%	15.1%	22.0%	26.6%
Op. Profit Margin %	(0.6)%	5.0%	12.4%	16.0%
Net Profit Margin %	(27.2)%	1.4%	4.8%	8.7%
ROE %	(14.2)%	0.8%	2.9%	5.0%
ROA %	(8.5)%	0.5%	1.6%	2.8%
Net Margin Ex. EI %	(10.5)%	0.7%	4.8%	8.7%
Dividend Cover (x)	0.0	0.0	0.0	0.0
Interest Cover (x)	0.0	(0.8)	(1.7)	(2.5)
Asset Turnover (x)	0.3	0.3	0.3	0.3
Asset/Debt (x)	3.0	3.2	2.7	3.1
Debtors Turn (days)	59.0	58.8	62.5	65.9
Creditors Turn (days)	100.3	99.7	98.3	103.6
Inventory Turn (days)	5.6	9.9	9.9	9.9
Net Gearing (x)	0.4	0.4	0.5	0.4
Debt/ EBITDA (x)	8.1	6.3	5.3	3.7
Debt/ Market Cap (x)	0.7	0.6	0.9	0.7

Sources: Company, Maybank KE

## Alam Maritim's fleet profile

<u>Wholly Owned Fleet</u>		Year Delivered	BHP	Bollard/ Accommodation* (MT)/ pax*	Charter Status	
Type	Name					
1	AHTS	MV Setia Jaguh	1999	8,920	100.0	Spot
2	AHTS	MV Setia Emas	2004	4,750	60.0	Chartered
3	AHTS	MV Setia Nurani	2005	5,150	60.0	Spot
4	AHTS	MV Setia Fajar	2005	5,150	69.3	Spot
5	AHTS	MV Setia Lestari	2005	4,750	60.0	Spot
6	AHTS	MV Setia Padu	2006	5,150	69.3	Spot
7	AHTS	MV Setia Rentas	2007	5,150	69.3	Spot
8	AHTS	MV Setia Wangsa	2007	5,150	63.0	Chartered
9	AHTS	MV Setia Teguh (DP1)	2008	5,150	64.3	Chartered
10	AHTS	MV Setia Tegap	2008	5,000	65.0	Spot
11	SSV	MV Setia Handal	2003	3,000	48.0	Chartered
12	SSV	MV Setia Gagah	2003	4,750	47.0	Spot
13	SSV	MV Setia Kasturi	2005	4,750	50.0	Chartered
14	SSV	MV Setia Indah	2005	4,750	na	Chartered
15	Tug/ Utility	MV Setia Cekap	2005	3,500	42.1	Spot
16	Tug/ Utility	MV Setia Wira	2007	3,500	46.0	Chartered
17	Tug/ Utility	MV Setia Azam	2007	3,880	46.0	Chartered
18	Tug/ Utility	MV Setia Zaman	2008	2,400	na	Chartered
19	Tug/ Utility	MV Setia Budi	2008	2,400	na	Chartered
20	Tug/ Utility	MV Setia Yakin	2008	3,200	na	Chartered
21	Diving Workboat	MV Setia Cekal	1974	4,400	60	Spot
22	Cargo barge	MV Setia Alam 281	2006	na	na	nm
23	Crew boat	MV Setia Setia Kilas	2009	4,200	80	Chartered
24	Crew boat	MV Setia Setia Deras	2009	4,200	80	Chartered
<b><u>JV Vessels</u></b>						
25	FMSV	Brompton Sun (51%)	2000	9,500	200	Spot
26	AHTS	MV Setia Tangkas (60%)	2007	5,150	67.5	Chartered
27	AHTS	MV Setia Unggul (60%)	2007	5,150	67.5	Chartered
28	Diving Support and Maintenance	MV Setia Sakti (DP2) (60%)	2008	5,150	138*	Chartered
29	Work Barge	Setia Station 1 (51%)	2009	na	300*	Chartered
30	Work Barge	Setia Station 2 (51%)	2008	na	402*	Chartered
<b><u>JV Vessels (Alam Alam Swiber DLB 1) – (51%)</u></b>						
31	Pipelay Workbarge	1MAS - 300	13-Jan-10	na	300*	nm
32	Cargo barge	MV Setia Alam 251	1-Mar-12	na	na	nm
33	Cargo barge	MV Setia Alam 252	1-Mar-12	na	na	nm
<b><u>Held as Associate (49%) CIMB</u></b>						
34	AHTS	MV Setia Hebat (DP1)	2008	5,000	65.9	Chartered
35	SSV	MV Setia Gigih	2009	5,220	66.0	Chartered
36	SSV	MV Setia Kental	2009	5,220	63.0	Chartered
37	Acco. Vessel	MV Setia Ulung	2009	5,220	174*	Chartered
38	Acco. Vessel	MV Setia Aman	2009	5,220	174*	Chartered
<b><u>Held as Associate (49%) LTH</u></b>						
39	AHTS	MV Setia Qaseh (DP1)	2010	5,150	67.0	Chartered
40	AHTS	MV Setia Erat (DP1)	2010	5,150	65.7	Chartered
41	AHTS	MV Setia Iman (DP1)	2010	5,150	65.0	Chartered
42	AHTS	MV Setia Luhur (DP1)	2010	5,150	65.5	Chartered
43	AHTS	MV Setia Perkasa (DP2)	2012	12,180	150.0	Under Construction
44	AHTS	MV Setia Jati (DP2)	2012	12,180	150.0	Under Construction

Sources: Companies, Maybank KE



## Perdana Petroleum's fleet profile

			Year Delivered	BHP	Bollard/ Accommodation* (MT)/ pax*	Charter Status
Type	Name					
1	AHTS	Petra Frontier (DP1)	5-Nov-08	5,220	61.5	Spot
2	AHTS	Petra Ranger (DP1)	15-Jul-09	5,220	64.5	Spot
3	AHTS	Petra Adventurer (DP2)	17-Apr-08	10,800	144.9	Spot
4	AHTS	Petra Traveller (DP2)	30-May-08	10,800	146.5	Spot
5	AHTS	Petra Horizon (DP2)	26-Sep-08	10,880	127.0	Spot
6	AHTS	Petra Voyager (DP2)	2-Jun-09	10,880	127.0	Spot
7	AHTS	Petra Expedition (DP2)	7-Dec-09	10,880	125.0	Spot
8	AHTS	Petra Marathon (DP2)	23-Jun-10	12,240	150.0	Chartered
9	Work Barge	Petra Enterprise	2005	na	241*	Spot
10	Work Barge	Petra Excelsior	6-Mar-10	na	300*	Spot
11	Work Barge	Petra Superior	2010	na	300*	Spot
12	Work Barge	Petra Odyssey	25-Nov-11	na	300*	Spot
13	Work Barge	SK308	2Q 2013	na	300*	Spot
14	Work Barge	SK309	2Q 2013	na	300*	Spot
15	Workboat	Petra Liberty	29-Sep-09	3,260	169*	Spot
16	Workboat	Petra Sovereign	1-Mar-10	3,260	169*	Spot

Sources: Companies, Maybank KE

## Jasa Merin's fleet profile (Owned by Silk Holdings)

			Year Delivered	BHP	Bollard (MT)	Charter Status
Type	Name					
1	AHTS	JM Permai	5-Jan-12	5,218	60	na
2	AHTS	JM Purnama	31-Oct-11	5,218	60	na
3	AHTS	JM Perkasa 2	8-Dec-10	5,218	71	na
4	AHTS	JM Gagah 2	21-Oct-10	5,218	71	na
5	AHTS	JM Intan	28-May-09	5,218	60	na
6	AHTS	JM Tenang	30-Apr-09	5,218	60	na
7	AHTS	JM Seri Besut	4-Apr-08	5,516	65	na
8	AHTS	JM Hadhari	29-Feb-08	5,516	65	na
9	AHTS	JM Damai	31-May-06	5,516	77	na
10	AHTS	JM Samudera (DP2)	8-Sep-11	10,888	120	na
11	AHTS	JM Setia (DP2)	14-Oct-11	11,032	120	na
12	AHTS	JM Sepoi (DP2)	5-Jan-11	11,032	150	na
13	AHTS	JM Bayu (DP2)	5-Aug-10	11,032	150	na
14	AHTS	TBN	Q42012	na	120	Under Construction
15	AHTS	TBN	4Q2012	na	120	Under Construction
16	SSV	JM Murni	22-Aug-07	4,620	na	na
17	SSV	JM Aman	24-Nov-05	4,620	na	na
18	SSV	JM Indah	12-Jul-07	4,702	na	na

Sources: Companies, Veristar, Maybank KE

**Tanjung Kapal Services' fleet profile (Owned by Ekuinas)**

Type	Name	Year Delivered	BHP	Bollard (MT)	Charter Status	
1	AHTS	MV Tanjung Huma	Sep-05	5,428	65.0	Spot
2	AHTS	MV Tanjung Dawai	Oct-07	5,444	65.0	Chartered
3	AHTS	MV Tanjung Puteri 1	Aug-08	5,444	65.0	Chartered
4	AHTS	MV Tanjung Puteri 2	May-07	5,444	65.0	Chartered
5	AHTS	MV Tanjung Sari	Nov-09	5,444	65.0	Chartered
6	AHTS	MV Tanjung Biru 1	Oct-09	5,220	65.0	Chartered
7	AHTS	MV Tanjung Biru 2	Dec-09	5,220	65.0	Chartered
8	AHTS	MV Tanjung Dahan 1	Mar-10	5,444	60.0	Chartered
9	AHTS	MV Tanjung Dahan 2	Apr-10	5,444	60.0	Chartered
10	SSV	MV Tanjung Pinang 1	Jul-06	5,110	na	Chartered
11	SSV	MV Tanjung Pinang 2	Jul-06	5,110	na	Chartered
12	SSV	MV Tanjung Pinang 3	Mar-07	5,110	na	Chartered
13	SSV	MV Tanjung Pinang 4	Mar-07	5,110	na	Chartered
14	Utility	MV Tanjung Manis	Jun-05	3,484	na	Chartered
15	Well Testing	MV Tanjung Gelang	May-09	5,444	na	Chartered
16	Tug/ Utility	MV Tanjung Gaya	Dec-08	3,600	na	Chartered

Sources: Companies, Maybank KE

**Omni Petromarine's fleet profile (Owned by Ekuinas)**

Type	Name	Year Delivered	BHP	Bollard (MT)	Charter Status	
1	AHTS	Omni Marissa	2011	5,220	74	na
2	AHTS	Omni Stella	2011	5,220	70	na
3	AHTS	Omni Victory	2010	4,000	100	na
4	AHTS	Omni Solaris	2010	4,400	50	na
5	AHTS	Omni Perkasa	2003	5,500	80	na
6	AHTS	Omni Gagah	2003	5,500	80	na
7	AHTS	Omni Tigris	2009	5,220	70	na
8	AHTS	Omni Emery	2009	4,200	55	na
9	AHTS	Omni Anteia	2008	5,220	70	na
10	AHT	Omni Akira	2007	3,200	43	na
11	AHT	Omni Astrid	2006	4,200	60	na
12	AHT	Omni Andra	2007	3,200	35	na

Sources: Companies, Maybank KE

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Capex = Capital Expenditure	FYE = Financial Year End	QoQ = Quarter-On-Quarter
CY = Calendar Year	MoM = Month-On-Month	ROA = Return On Asset
DCF = Discounted Cashflow	NAV = Net Asset Value	ROE = Return On Equity
DPS = Dividend Per Share	NAT = Net Tangible Asset	ROSF = Return On Shareholders' Funds
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EBITDA = EBIT, Depreciation And Amortisation	P.A. = Per Annum	YoY = Year-On-Year
EPS = Earnings Per Share	PAT = Profit After Tax	YTD = Year-To-Date
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