

Grand Banks Yachts Limited

FY2022 Annual General Meeting

27 OCTOBER 2022



Chairman's Statement



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CEO's Statement



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FY2022 OPERATIONS REVIEW

- Almost 2.5 months of work stoppages amid MCO in Malaysia; Group recognised a loss in 1H FY2022
- Strong recovery in 2H FY2022 as the Group accelerated business operations and made up for lost production time
- Resumption of physical boat shows as travel restrictions eased
- Debuted Grand Banks 85 in March 2022, the Group's largest yacht to date
- Invested in new machinery, upgraded service facility in Stuart, Florida, USA, to optimise operational efficiency and generate economies of scale

FINANCIAL HIGHLIGHTS FY2022



BALANCE SHEET

AS AT 30 JUNE 2022

S\$ ('000)	30 Jun 22	30 Jun 21	Change (%)
Total Assets	112,994	107,428	5.2
Total Liabilities	49,509	46,556	6.3
Total Equity	63,485	60,872	4.3
Cash and Cash Equivalents	36,337	45,213	(19.6)
Total Borrowings	4,663	4,633	0.6
Net Asset Value Per Share (cents)	34.28	32.97	4.3

FINANCIAL SNAPSHOT FY2022

S\$ ('000)	FY2022	FY2021	Change (%)
Revenue	75,177	96,061	(21.7)
Gross Profit	19,963	20,690	(3.5)
Gross Profit Margin (%)	26.6	21.5	5.1 ppt*
Total Operating Expenses	(17,289)	(15,513)	11.4
Profit Before Tax	2,948	5,643	(47.8)
Net Profit	4,014	4,226	(5.0)
Earnings Per Share (cents)	2.17	2.29	(5.0)

*ppt: Percentage Points

FINANCIAL REVIEW

FY2022

- FY2022 revenue totalled S\$75.2 million (FY2021: S\$96.1 million), as the Group recorded less than ten months of production amid business disruptions
- 31 new boat orders recorded; absence of lower-margin trade-in boat orders lifted gross profit margin to 26.6% in FY2022 from 21.5% a year ago
- Profit before tax stood at S\$2.9 million from S\$5.6 million a year ago
- Net profit for FY2022 amounted to S\$4.0 million, compared to S\$4.2 million in FY2021
- Net order book of S\$182.9 million as at 30 June 2022 – an all-time high – compared to S\$116.9 million a year ago

FINANCIAL REVIEW

1Q FY2023

- Resumption of boat building activities lifted revenue to S\$22.4 million, nearly double compared to S\$11.5 million in 1Q FY2022
- In line with higher revenue, Group recorded gross profit of S\$6.0 million, compared to gross loss of S\$0.3 million in 1Q FY2022
- 7 new boat orders recorded amid return of physical boat shows
- Net profit for FY2023 amounted to S\$1.1 million, a sharp reversal from net loss of S\$4.2 million a year ago
- Record high net order book of S\$191.8 million compared to S\$152.5 million a year ago, underscoring demand for yachts

GROUP OUTLOOK

- Demand for luxury yachts remains strong, as pandemic has raised the appeal of boating
- The Group will continue to develop bigger, sleeker yachts with greater fuel efficiency
- Barring unforeseen circumstances, business momentum is expected to accelerate, as the Group plans to increase headcount to accelerate production schedule
- Higher operating costs expected in the near term, amid increased costs of energy and raw materials, and rising labour costs
- The Group is also monitoring impact of rising interest rates on customer sentiment

Q & A

THANK YOU

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