

Singapore Company Update

16 September 2025

Marco Polo Marine (MPM SP)

Growth To Accelerate Next Year; Maintain BUY

- Keep BUY, new SGD0.085 TP (from SGD0.076), 12% upside with c.1% FY26 (Sep) yield. We continue to like Marco Polo Marine for its accelerating growth outlook. Growth is expected to be driven by a new dry dock and four new vessels including its commissioning service operation vessel (CSOV) in FY26. 3Q25 brought a higher-than-expected gross margin, which should be sustained on the attractive CSOV charter and higher vessel utilisation rate from the rest of its fleet.
- CSOV deployed, expect growth to accelerate. MPM has deployed its first CSOV, which made its maiden contribution in 3QFY25. Of the SGD54m revenue recognised in 9MFY25, the CSOV and its three newly purchased crew transfer vessels (CTVs) contributed significantly, with SGD11m. We expect MPM's growth to accelerate, as its CSOV and three new CTVs will contribute a full year's revenue from FY26 onwards. Its fourth dry dock is expected to commence operations in 4QFY25, and will also contribute to a full year's revenue as it ramps up utilisation over FY26. As such, we anticipate growth to accelerate in FY26F.
- 1H25 gross profit in line, margins outperformed as revenue missed expectations. MPM's 3Q25 gross profit was in line with our forecast. Revenue of SGD32m (-9% YoY) lagged our estimate, due to lower shipyard revenue and re-chartering income from third-party vessels in Taiwan. Ship chartering revenue was flattish at SGD22m (-3.8% YoY), as its owned vessels' higher utilisation rate of 71% (3Q24: 65%) helped to offset the lower rechartering income. Lower revenue from the shipyard segment, at SGD9.5m (-19% YoY), stemmed from lower project volumes and fewer shipbuilding projects in the pipeline. Gross profit was in line with our projection at SGD14m (-4% YoY), as gross margins outperformed at 44.2% (+2.3ppts).
- Raise FY26-27F earnings by 12% and 13% each. 3QFY25 GPM outpaced our projection. We now factor in stronger margins at the current run rate, to account for stronger-than-expected CSOV margins and higher utilisation of vessels. Our revenue estimates are unchanged, as it already reflects greater contribution from MPM's new vessels and dry dock. The counter has re-rated to 12x FY25F P/E from 6x FY25F P/E along with the broader market since our last update, on optimism over positive fund flows. In view of the rerating, we now value the stock at 11x FY26F P/E from 9x FY26F P/E, resulting in a higher TP of SGD0.085.
- **Key risks.** Our forecasts and TP are premised on improved charter rates, as well as stronger utilisation rates. We believe any underperformance in these aspects represent downside risks to our earnings estimates and TP. As MPM's ESG score is 3.1 out of 4 on par with the country median we apply a 0% premium/discount to its intrinsic value to derive our TP.

Forecasts and Valuation	Sep-23	Sep-24	Sep-25F	Sep-26F	Sep-27F
Total turnover (SGDm)	127	124	120	151	161
Recurring net profit (SGDm)	21	22	25	29	32
Recurring net profit growth (%)	81.9	3.7	13.8	18.9	9.0
Recurring P/E (x)	13.11	13.02	11.56	9.72	8.91
P/B (x)	1.7	1.5	1.4	1.2	1.1
P/CF (x)	9.75	7.33	7.62	5.83	5.52
Dividend Yield (%)	1.3	1.3	1.3	1.3	1.3
EV/EBITDA (x)	6.04	7.26	6.68	5.07	4.27
Return on average equity (%)	14.7	12.3	12.6	13.4	13.0
Net debt to equity (%)	net cash				

Source: Company data, RHB

Energy & Petrochemicals | Oil & Gas Services

Buy (Maintained)

Target Price (Return): SGD0.085 (+12%)
Price (Market Cap): SGD0.076 (USD222m)
ESG score: 3.1 (out of 4)
Avg Daily Turnover (SGD/USD) 1.37m/1.04m

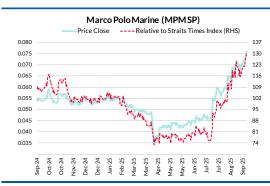
Analyst

Alfie Yeo +65 6320 0810 alfie.yeo@rhbgroup.com



Share Performance (%)

	YTD	1m	3m	6m	12m
Absolute	40.7	16.9	68.9	52.0	46.2
Relative	26.2	14.3	58.0	38.9	24.4
52-wk Price lo	w/high (S	GD)		0.04	-0.08



Source: Bloomberg

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E Score: 3.1 (EXCELLENT) S Score: 3.1 (EXCELLENT) G Score: 3.1 (EXCELLENT)

Please refer to the ESG analysis on the next page

Note

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



Energy & Petrochemicals | Oil & Gas Services

Emissions And ESG

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

Emissions (tCO2e)	Sep-22	Sep-23	Sep-24	Sep-25
Scope 1	6,569	4,617	11,006	na
Scope 2	4,602	5,260	6,113	na
Scope 3	-	-	-	na
Total emissions	11,171	9,877	17,119	na

Source: Company data, RHB

Latest ESG-Related Developments

MPM has taken steps to reduce emissions – its vessels' engines run on marine gas oil (MGO) which has a lower sulphur content. However, it does not track the sulphur dioxide emitted from its vessels as the 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 the International Convention for the Prevention of Pollution from Ships (MARPOL).

Scope 1 and 2 emissions increased in FY24, due to added sources that were absent in FY23 – including air conditioner-filled freon gas, increased fuel consumption, increased electricity usage, and more accurate accounting from the global offices.

ESG Unbundled

Overall ESG Score: 3.1 (out of 4)

Last Updated: 14 Feb 2025

E Score: 3.1 (EXCELLENT)

MPM is committed to reducing its energy and water consumption, and is always exploring ways to improve energy efficiency and water usage. In 2024, its energy and water consumption per SGD1,000 revenue decreased to 1.1GJ and 0.31cu m from 1.32GJ and 0.76cu m in 2021.

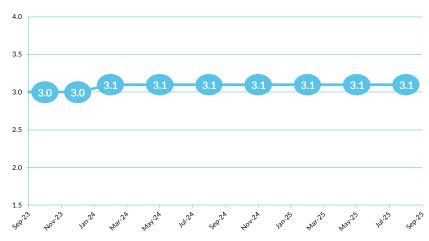
S Score: 3.1 (EXCELLENT)

MPM adopts fair employment practices and treats all employees equally. It complies with local labour regulations across its geographic operations, including minimum wage laws where such laws exist. In 2024, entry-level employees at the Batam shipyard were paid the local minimum wage amounting to IDR4.69m

G Score: 3.1 (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. It has also formalised its Enterprise Risk Management process starting from FY19.

ESG Rating History



Source: RHB



Sep-23

(12)

27

2

30

(5)

23

21

Financial summary (SGD)

Depreciation and amortisation

Operating profit

Net interest

Taxation

Pre-tax profit

Reported net profit

Recurring net profit

Sep-25F

(12)

29

(1)

29

(2)

25

25

Sep-26F

(15)

35

(1)

35

(2)

29

29

Sep-27F

(16)

37

38

(2)

32

0

Financial Exhibits

Asia Singapore Energy & Petrochemicals Marco Polo Marine MPM SP Buy

Valuation basis

DCF, with the following assumptions:

- i. WACC of 12%;
- ii. Terminal growth rate of 0%.

Key drivers

- i. Oil & gas activities picking up after a hiatus.
- ii. Moving into renewable energy like 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, repair and maintenance services under one roof has empowered the company to exercise greater flexibility and achieve cost efficiencies for its customers.

Recurring EPS	0.01	0.01	0.01	0.01	0.01
DPS	0.00	0.00	0.00	0.00	0.00
BVPS	0.05	0.05	0.05	0.06	0.07
Return on average equity (%)	14.7	12.3	12.6	13.4	13.0
Valuation metrics	Sep-23	Sep-24	Sep-25F	Sep-26F	Sep-27F
Recurring P/E (x)	13.11	13.02	11.56	9.72	8.91
P/B (x)	1.7	1.5	1.4	1.2	1.1
FCF Yield (%)	(1.6)	(4.3)	(0.2)	10.5	11.4
Dividend Yield (%)	1.3	1.3	1.3	1.3	1.3
EV/EBITDA (x)	6.04	7.26	6.68	5.07	4.27
EV/EBIT (x)	8.76	10.91	9.42	7.25	6.11
Income statement (SGDm)	Sep-23	Sep-24	Sep-25F	Sep-26F	Sep-27F
Total turnover	127	124	120	151	161
Gross profit	46	49	51	63	68
FBITDA	39	37	42	50	54

(12)

25

1

26

(2)

22

22

Sep-24

Cash flow (SGDm)	Sep-23	Sep-24	Sep-25F	Sep-26F	Sep-27F
Cash flow from operations	28.1	38.6	37.4	48.9	51.6
Capex	(32.4)	(50.8)	(38.0)	(19.0)	(19.0)
Cash flow from investing activities	(22.8)	(56.0)	(38.0)	(19.0)	(19.0)
Dividends paid	0.0	(3.8)	(3.8)	(3.8)	(3.8)
Cash flow from financing activities	6.0	24.3	(3.8)	(3.8)	(3.8)
Cash at beginning of period	53.5	63.1	68.8	64.5	90.6
Net change in cash	11.3	6.9	(4.3)	26.1	28.9
Ending balance cash	63.1	68.8	64.5	90.6	119.5

Balance sheet (SGDm)	Sep-23	Sep-24	Sep-25F	Sep-26F	Sep-27F
Total cash and equivalents	63	69	65	91	120
Total investments	110	163	189	193	196
Total assets	229	274	296	331	364
Short-term debt	1	25	25	25	25
Total long-term debt	6	13	13	13	13
Total liabilities	45	73	71	78	80
Total equity	184	201	225	253	285
Total liabilities & equity	229	274	296	331	364

Key metrics	Sep-23	Sep-24	Sep-25F	Sep-26F	Sep-27F
Revenue growth (%)	47.6	(2.8)	(2.5)	25.2	6.7
Recurrent EPS growth (%)	77.9	0.6	12.7	18.9	9.0
Gross margin (%)	36.0	39.3	42.7	42.0	42.0
Operating EBITDA margin (%)	30.6	30.0	34.5	33.3	33.3
Net profit margin (%)	17.8	17.6	20.5	19.5	19.9
Dividend payout ratio (%)	16.6	17.3	15.2	12.8	11.7
Capex/sales (%)	25.5	41.1	31.5	12.6	11.8
Interest cover (x)	87.7	15.1	11.2	13.3	14.2

Source: Company data, RHB



Recommendation Chart



Sep-20 Mar-21 Sep-21 Mar-22 Sep-22 Mar-23 Sep-23 Mar-24 Sep-24 Mar-25

Source: RHB, Bloomberg

Date	Recommendation	Target Price	Price
2025-06-04	Buy	0.07	0.04
2025-02-14	Buy	0.08	0.05
2025-01-13	Buy	0.08	0.05
2024-10-17	Buy	0.08	0.05
2024-05-27	Buy	0.08	0.07
2024-04-08	Buy	0.08	0.07
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

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:
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Not Rated: Stock is not within regular research coverage

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KUALA LUMPUR

RHB Investment Bank Bhd Level 3A, Tower One, RHB Centre Jalan Tun Razak Kuala Lumpur 50400 Malaysia

Tel:+603 2302 8100 Fax:+603 2302 8134

SINGAPORE

RHB Bank Berhad (Singapore branch) 90 Cecil Street #04-00 RHB Bank Building Singapore 069531 Fax: +65 6509 0470

JAKARTA

PT RHB Sekuritas Indonesia Revenue Tower, 11th Floor, District 8 - SCBD Jl. Jendral Sudirman Kav 52-53 Jakarta 12190 Indonesia

Tel: +6221 5093 9888 Fax: +6221 5093 9777