

KEYFIELD



KEYFIELD INTERNATIONAL BERHAD

(202001038989 (1395310-M))

YOUR OFFSHORE ACCOMMODATION PROVIDER

1Q2024 FINANCIAL RESULTS

Key Highlights



| | 1Q2024 | vs 1Q2023 | % Change |
|-----------------------|--------|-----------|----------|
| Revenue (RM mil) | 106.4 | 55.4 | ↑ 92.1% |
| Gross Profit (RM mil) | 51.1 | 18.0 | ↑ 183.9% |
| EBITDA (RM mil) | 55.4 | 21.6 | ↑ 156.5% |
| PATAMI (RM mil) | 30.3 | 7.4 | ↑ 309.5% |

| | vs 4Q2023 | % Change |
|--|-----------|----------|
| | 119.5 | ↓ 11.0% |
| | 45.8 | ↑ 11.6% |
| | 46.0 | ↑ 20.4% |
| | 22.1 | ↑ 37.1% |

| FYE2023 |
|---------|
| 430.5 |
| 189.2 |
| 197.4 |
| 105.5 |

Key points:

Growth in revenue and gross profit in 1Q2024 compared with 1Q2023 due to:

- Increase in own vessels' number of chartered days to 633 in 1Q2024 as compared to 297 in 1Q2023, mainly due to;
 - additional own vessels (+4 in 1Q2024 compared to 1Q2023, namely Keyfield Lestari, Blooming Wisdom, Keyfield Helms 1 and IMS Aman);
 - increase in our existing 7 own vessels' utilisation rate to 64.8% in 1Q2024 (1Q2023: 47.1%); and
 - increase in average daily charter rates ("DCR") for own vessels by 25.3% in 1Q2024 as compared to 1Q2023.
- Increase in third party vessels revenue by RM1.9 million and gross profit by RM4.4 million due to contribution in 1Q2024 from certain third party vessels for which the margin was higher.

Our overall own vessels utilisation rate for 1Q2024 was 67.1% (1Q2023: 47.1% and 4Q2023: 72.3%).

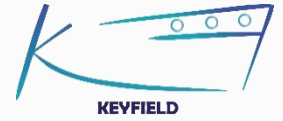
As at 31 March 2024, our remaining order book consisting of contracted charters to date amounts to RM675.0 million, out of which RM370.9 million is in respect of the remaining nine months of FYE 2024 and the balance in future financial years.

Note:

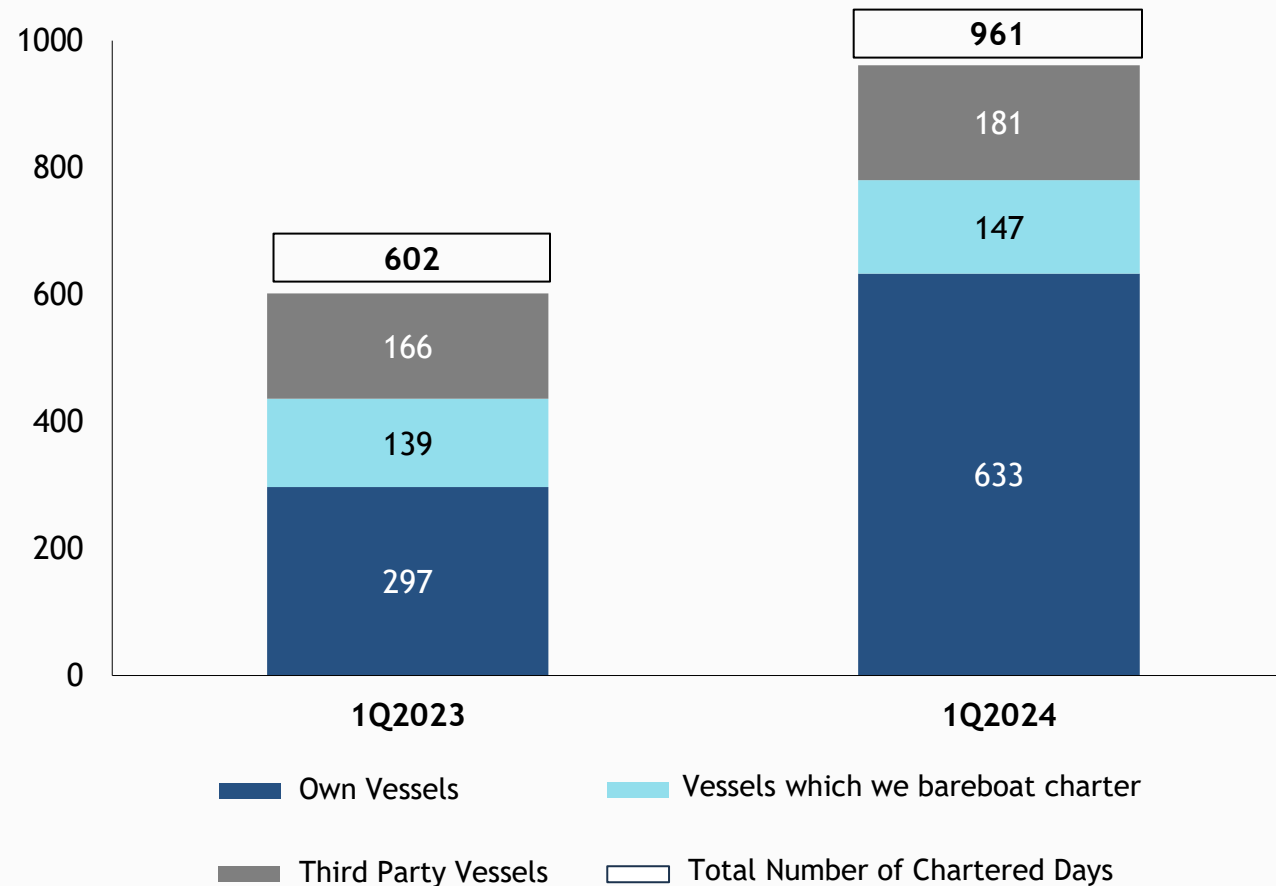
1. Quarter ended 31 Mar ("1Q").

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Number of Chartered Days



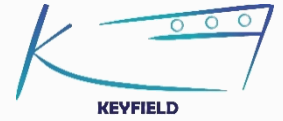
Number of Chartered Days



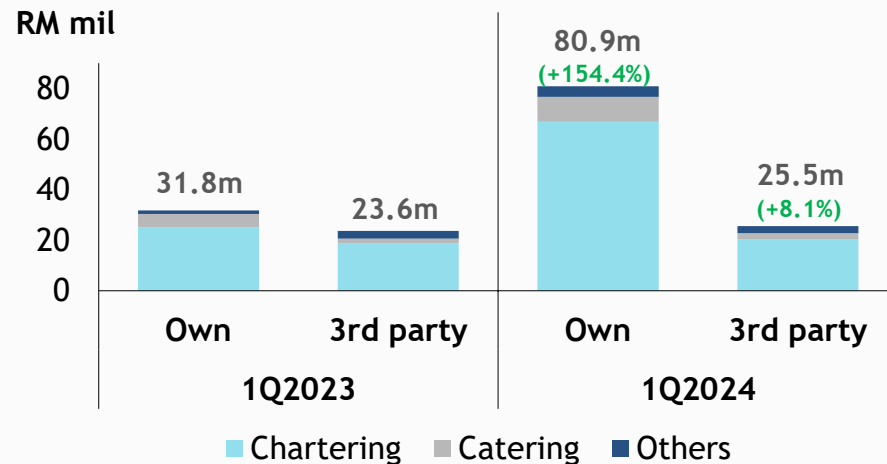
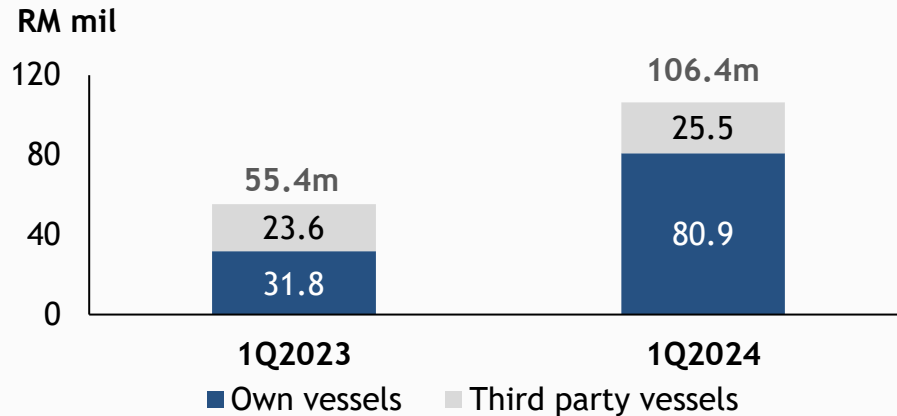
1Q2023 vs 1Q2024

- In 1Q2024, we have 11 own vessels, while in 1Q2023, we only have 7 vessels. Blooming Wisdom, Keyfield Helms 1 and Keyfield Lestari contributed from 2Q2023 and IMS Aman contributed from 1Q2024.
- In 1Q2023, both Blooming Wisdom and Keyfield Helms 1 had contributed to number of third party vessel chartered days.
- Despite Blooming Wisdom and Keyfield Helms 1 being our own vessels in 1Q2024 (i.e. no longer contributing to the number of third party vessel chartered days), we still show an increased on the Y-o-Y number of chartered days for third party vessels.
- Our overall utilisation rate for own vessels in 1Q2024 was 67.1% (1Q2023: 47.1% and 4Q2023: 72.3%).

Financial Highlights



REVENUE (RM Mil)



1Q2023 vs 1Q2024

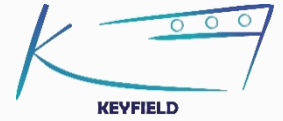
Total revenue growth of RM51.0m (↑92.1%) contributed by:

- Own vessels' revenue increased by RM49.1 million (↑154.4%) mainly due to:
 - (i) 633 chartered days for own vessels in 1Q2024 with utilisation rate of 67.1% compared to 297 days in 1Q2023 with utilisation rate of 47.1%, which was contributed by:
 - (i) Additional 4 own vessels in 1Q2024 (total 11) compared with 1Q2023 (total 7), where Keyfield Lestari, Blooming Wisdom, Keyfield Helms 1 and IMS Aman contributed to 1Q2024's chartered days;
 - (ii) Utilisation rate of our Group's 7 other own vessels increased to 64.8% in 1Q2024 compared with 47.1% in 1Q2023, as these were being chartered earlier in 2024 compared with 2023
 - (ii) Increase in average DCR by 25.3% for our own vessels in 1Q2024 compared with 1Q2023; and
 - (iii) Higher catering and other revenue due to higher passengers served.
- Third-party vessels' revenue increased by RM1.8m (↑7.6%).
 - (i) An increase in number of chartered days to 328 in 1Q2024 from 305 in 1Q2023. This is despite Blooming Wisdom and Keyfield Helms 1 no longer contributing to third party vessels chartered days in 1Q2024 as they are now our own vessels.

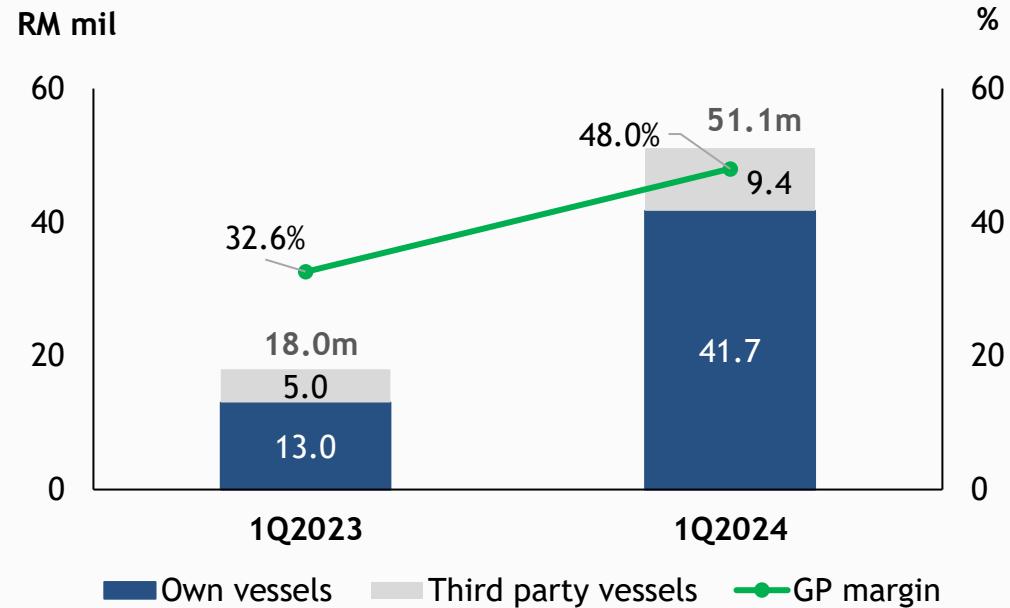
Note:

1. Quarter ended 31 Mar ("1Q").

Financial Highlights - Gross Profit (GP)



GROSS PROFIT (RM mil)



1Q2023 vs 1Q2024

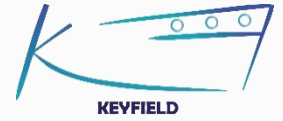
Total GP increased by RM33.1 million or 183.9% to RM51.1 million in 1Q2024 (1Q2023: RM18.0 million).

- Total GP and GP margin for own vessels improvement was driven by higher number of chartered days, higher utilisation rates as well as higher DCR across the board
- Total GP and GP margin for third party vessels' improvement was driven by certain short-term / ad hoc chartering projects for which the margin was higher than our usual range of 15-20%.

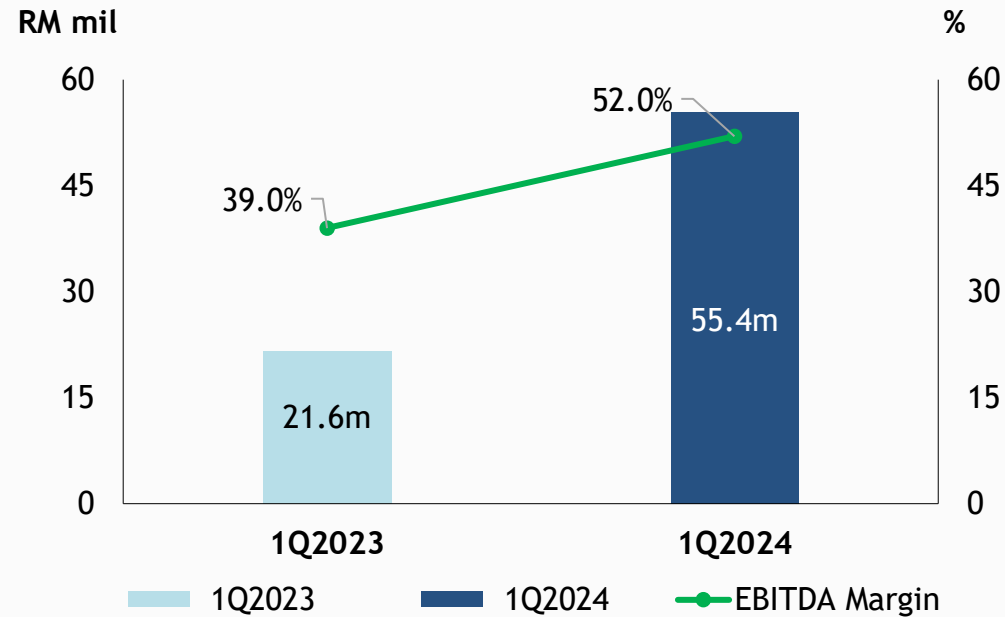
Note:

1. Quarter ended 31 Mar ("1Q").

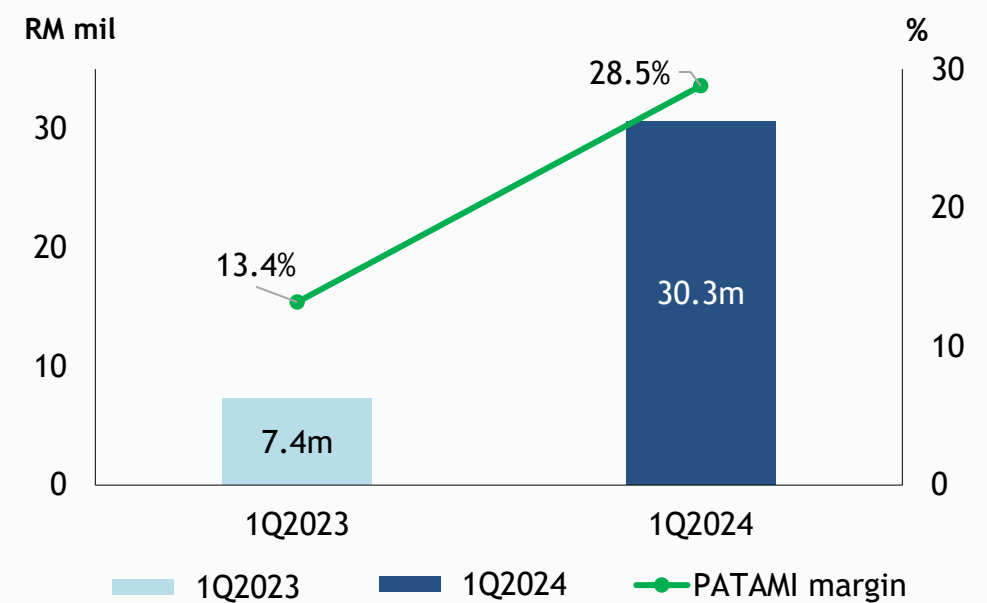
Financial Highlights - EBITDA & PATAMI



EBITDA (RM mil)

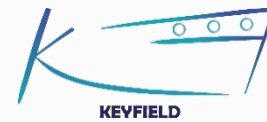


PATAMI (RM mil)



Note:
1. Quarter ended 31 Mar ("1Q").

Statement of Comprehensive Income



| | 3 months 1Q2024 RM'000 | 3 months 1Q2023 RM'000 |
|---|------------------------------|------------------------------|
| Revenue | 106,391 | 55,403 |
| Cost of sales (including vessel depreciation) | (55,284) | (37,357) |
| Gross Profit | 51,107 | 18,046 |
| Other income | 457 | 193 |
| | 52,164 | 18,239 |
| Administrative expenses | (5,737) | (3,552) |
| Other expenses | (1,159) | (890) |
| Finance costs | (2,900) | (2,444) |
| Share of losses of an equity accounted associate | (4) | (8) |
| PBT | 41,764 | 11,345 |
| Income tax expense | (11,130) | (4,052) |
| PAT | 30,634 | 7,293 |
| Other comprehensive expenses | - | - |
| Total comprehensive income for the financial period/year | 30,634 | 7,293 |
| Profit after taxation attributable to: | | |
| Owners of the Company | 30,298 | 7,410 |
| Non-controlling interests | 336 | (117) |
| | 30,634 | 7,293 |
| Total comprehensive income attributable to: | | |
| Owners of the Company | 30,298 | 7,410 |
| Non-controlling interests | 336 | (117) |
| | 30,634 | 7,293 |

Statement of Financial Position



| | 31 Mar 2024 RM'000 | 31 Dec 2023 RM'000 | 31 Mar 2023 RM'000 |
|---|-----------------------|-----------------------|-----------------------|
| NON-CURRENT ASSETS | | | |
| Investment in an associate | 202 | 206 | 221 |
| Property, plant and equipment | 531,073 | 501,154 | 388,913 |
| Investment property | 1,516 | 1,524 | 1,548 |
| Right-of-use assets | 11,698 | 14,454 | 16,361 |
| Other investments | 218 | 218 | 218 |
| | 544,707 | 517,556 | 407,261 |
| CURRENT ASSETS | | | |
| Inventories | 3,151 | 3,351 | 1,461 |
| Trade receivables | 97,018 | 93,561 | 74,748 |
| Other receivables, deposits and prepayments | 6,666 | 3,949 | 1,883 |
| Current tax assets | - | - | 76 |
| Fixed deposits with licensed banks | 4,247 | 4,241 | 6,240 |
| Cash and bank balances | 43,719 | 68,540 | 20,724 |
| | 154,801 | 173,642 | 105,132 |
| TOTAL ASSETS | 699,508 | 691,198 | 512,393 |

| | 31 Mar 2024 RM'000 | 31 Dec 2023 RM'000 | 31 Mar 2023 RM'000 |
|--|-----------------------|-----------------------|-----------------------|
| EQUITY | | | |
| Share capital | 125,260 | 125,260 | 125,260 |
| Retained profits | 178,380 | 163,127 | 70,110 |
| Equity attributable to owners of the Company | 303,640 | 288,387 | 195,370 |
| Non-controlling interests | 6,342 | 6,005 | 4,249 |
| TOTAL EQUITY | 309,982 | 294,392 | 199,619 |
| NON-CURRENT LIABILITIES | | | |
| Cumulative redeemable non-convertible preference shares ("CRNCPS") | 140,108 | 139,447 | 137,452 |
| Lease liabilities | 2,787 | 4,384 | 8,826 |
| Other payables | *81,946 | 88,255 | 2,000 |
| Borrowings | 5,526 | 6,186 | 27,297 |
| Deferred tax liabilities | 76,495 | 65,464 | 33,674 |
| | 306,862 | 303,736 | 209,249 |
| CURRENT LIABILITIES | | | |
| Trade payables | 32,054 | 40,673 | 28,300 |
| Other payables and accruals | *34,812 | 32,346 | 9,054 |
| CRNCPS | 356 | 3,563 | 4,631 |
| Lease liabilities | 9,157 | 10,259 | 7,454 |
| Borrowings | 2,640 | 2,625 | 53,885 |
| Current tax liabilities | 3,645 | 3,604 | 201 |
| | 82,664 | 93,070 | 103,525 |
| TOTAL LIABILITIES | 389,526 | 396,806 | 312,774 |
| TOTAL EQUITY AND LIABILITIES | 699,508 | 691,198 | 512,393 |

* Includes amount owing to Sea Steel Sdn Bhd and Azulite Bloom Sdn Bhd as at 31 March 2024 of RM106.6m.

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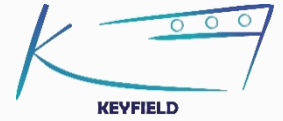
Cash Flow Statement



CASH FLOW STATEMENT FOR 3 MONTHS ENDED 31 MARCH

| | Mar 2024 RM'000 | Mar 2023 RM'000 | | Mar 2024 RM'000 | Mar 2023 RM'000 |
|---|--------------------|--------------------|---|--------------------|--------------------|
| CASH FLOWS FROM/(FOR) OPERATING ACTIVITIES | | | CASH FLOWS FOR INVESTING ACTIVITIES | | |
| Profit before taxation | 41,764 | 11,345 | Interest income received | 301 | 25 |
| Adjustments for:- | | | Purchase of property, plant and equipment | (38,158) | (25,434) |
| Accretion of interest on cumulative redeemable non-convertible preference shares ("CRNCPS") | 661 | 673 | Increase in pledged fixed deposit with a licensed bank | (6) | - |
| Depreciation: | | | NET CASH FOR INVESTING ACTIVITIES | (37,863) | (25,409) |
| - property, plant and equipment | 8,239 | 5,088 | CASH FLOWS FOR FINANCING ACTIVITIES | | |
| - investment property | 8 | 7 | Net drawdown of revolving credits | - | 10,254 |
| - right-of-use assets | 2,756 | 2,707 | Dividend paid | (14,982) | - |
| Other interest expenses | 2,709 | 2,227 | Repayment of third parties | (5,970) | - |
| Interest expense on lease liabilities | 191 | 217 | Repayment of lease liabilities | (2,699) | (2,657) |
| Share of losses of an equity accounted associate | 4 | 8 | Repayment of term loans | (645) | (8,410) |
| Net unrealised losses/(gain) on foreign exchange | 26 | - | NET CASH FOR FINANCING ACTIVITIES | (24,296) | (813) |
| Interest income | (301) | (25) | NET (DECREASE)/INCREASE IN CASH AND CASH EQUIVALENTS | (24,795) | 3,700 |
| Operating profit before working capital changes | 56,057 | 22,247 | EFFECTS OF FOREIGN EXCHANGE TRANSLATION | (26) | - |
| Decrease in inventories | 200 | 679 | CASH AND CASH EQUIVALENTS AT BEGINNING OF THE FINANCIAL PERIOD | 68,540 | 17,024 |
| (Increase)/Decrease in trade and other receivables | (6,174) | 12,113 | CASH AND CASH EQUIVALENTS AT END OF THE FINANCIAL PERIOD | 43,719 | 20,724 |
| (Decrease) in trade and other payables | (6,554) | (3,714) | | | |
| Cash from/(for) operations activities | 43,529 | 31,325 | | | |
| Interest paid | (6,106) | (1,375) | | | |
| Income tax paid | (59) | (28) | | | |
| NET CASH FROM OPERATING ACTIVITIES | 37,364 | 29,922 | | | |

Other Highlights



Declaration of Dividends

The management is proposing for the Board to approve a first interim dividend of 1 sen per share amounting to RM8 million in total, representing 26% of 1Q2024's PATAMI. The timetable is as follows:

| No | Events | Date |
|----|-------------------------|--------------|
| 1 | Declaration of dividend | 27 May 2024 |
| 2 | Entitlement date | 12 June 2024 |
| 3 | Payment date | 24 June 2024 |

Other Highlights



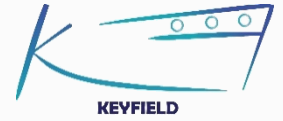
Utilisation of Proceeds

The status of utilisation of proceeds from our recent IPO is as follows:

| Utilisation of proceeds | Time frame (months) | Proposed utilisation RM'm | Actual utilisation* RM'm | Status |
|--|---------------------|---------------------------|--------------------------|---|
| Redemption of Keyfield CRNCPS | 1 | 61.5 | 61.5 | Fully utilised |
| Repayment of bank borrowings | 3 | 3.0 | 3.0 | Fully utilised |
| Settlement of balance purchase consideration for Blooming Wisdom | 1 | 65.0 | 65.0 | Fully utilised |
| Settlement of balance purchase consideration for Helms 1 | 1 | 35.0 | 35.0 | Fully utilised |
| Working capital | 12 | 14.6 | 10.3 | Partially utilised with the balance expected to be utilised by 2Q2024 |
| Estimated listing expenses | 1 | 9.0 | 8.6 | The final total listing expenses is RM8.6 million, all of which has been utilised. The balance RM0.4 million will be utilised for our working capital requirements. |
| Total | | 188.1 | 183.4 | Balance of RM4.7 million to be utilised by 2Q2024 |

* Actual utilisation to date

Keyfield's Summary



Principally involved in the ownership and chartering of accommodation vessels of varying sizes:

- 8 accommodation workboats (“AWB”)
- 1 anchor handling tug & supply vessel (“AHTS”)
- 1 platform supply vessel (“PSV”)
- 1 work barge



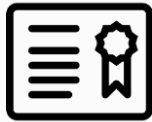
Our fleet consists of 11 own vessels and 2 others managed by us.

We also charter other third party vessels on spot basis to meet the demand of our clients.



We specialise in offshore accommodation with a total capacity for over 2,000 persons.

We can serve various offshore industries and activities.



We are a PETRONAS licence holder and PCSB umbrella holder contract holder for AWB which allows us to directly participate in AWB tenders by PCSB and other PACs in Malaysia.

Notable Clients

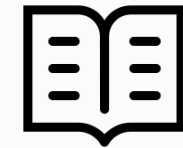
| SWEC | Description |
|-----------|------------------------------|
| 21121510S | Accommodation Workboat/Barge |
| 21121511S | Anchor Handling Tug & Supply |
| 21121518S | Platform Supply Vessel |
| 21121519S | Safety Standby Vessel |



Our main revenue consists of:

- Daily charter rates (DCR)
- Daily catering income
- Daily bunk and laundry income
- Internet connectivity (VSAT) income

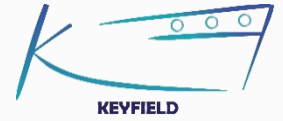
Revenue earned is based on time, and not on project milestones.



Our remaining order book:

- RM675.0m as at 31 March 2024
- RM370.9m to be recognised in FYE2024
- Consists of contracted charters to date

Thank You



Contact Information



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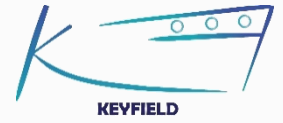


<https://keyfieldoffshore.com>



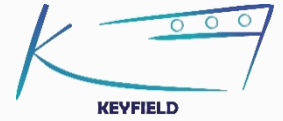
B-31-02, Tower B, Pavilion Embassy,
No. 200, Jalan Ampang, 50450 Kuala Lumpur





APPENDICES

Fleet of Own Vessels

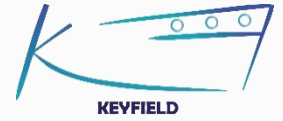


(I) Smaller sized vessels cum AHTS/PSV

| Vessel name | Type of vessel | Available accommodation capacity | Functions |
|----------------------|--|----------------------------------|---|
| 1. Keyfield Kindness | 60M DP1 Anchor Handling Tug Supply vessel (“AHTS”), 65T bollard pull | 50 pax | <ul style="list-style-type: none"> • A smaller accommodation vessel • An AHTS - undertake projects such as anchor deployment & retrieval, towing of vessels and re-stocking of supplies |
| 2. Keyfield Helms 1 | 76M DP2 Geotechnical Platform Supply Vessel (“PSV”) | 48 pax | <ul style="list-style-type: none"> • A smaller accommodation vessel • A geotechnical vessel equipped with moonpool to facilitate offshore geotechnical surveys • Can also be used as a PSV to transport materials and equipment between shore and offshore platforms |
| Subtotal | | 98 pax | |



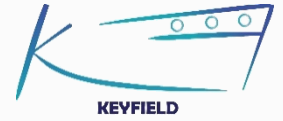
Fleet of Own Vessels



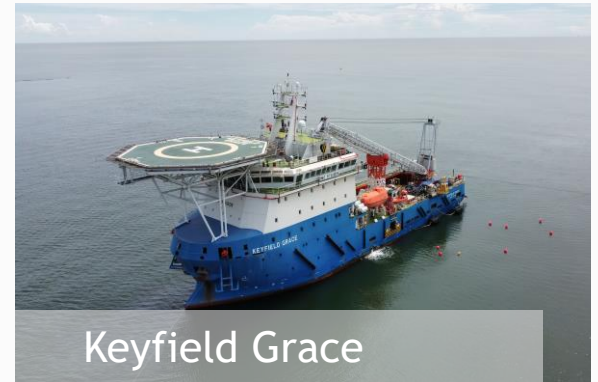
(II) Medium sized vessels - Accommodation Work Boat (“AWB”)

| Vessel name | Type of vessel | Available accommodation capacity | Functions |
|------------------------|---------------------------|----------------------------------|--|
| 1. Keyfield Falcon | 80M DP2 AWB | 200 pax | <ul style="list-style-type: none"> • Primarily used as a floating hotel with various amenities such as accommodation rooms, meals, laundry, and hospital • Used as customer’s offshore office - equipped with meetings rooms, office space and internet connectivity • Deck area used for engineering works performed by our customers and their contractors • Fitted with a main crane for heavy lifting of equipment, between vessel and shore/offshore platforms • DP2 equipped vessels allow for deployment in harsher, deeper and congested seabed locations |
| 2. Keyfield Compassion | 85M DP2 AWB | 192 pax | |
| 3. Keyfield Commander | 75M DP2 AWB | 200 pax | |
| 4. Keyfield Grace | 78M DP2 AWB | 150 pax | |
| 5. IMS Aman | 75M DP2 AWB | 198 pax | |
| 6. Laguna Setia 1 | 78M 4-point Mooring AWB | 208 pax | |
| 7. Laguna Setia 2 | 78M 4-point Mooring AWB | 208 pax | |
| 8. Keyfield Lestari | 70.5M 4-point Mooring AWB | 180 pax | |
| Subtotal | | 1,536 pax | |

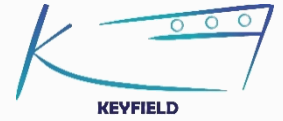
Fleet of Own Vessels



(II) Medium sized vessels

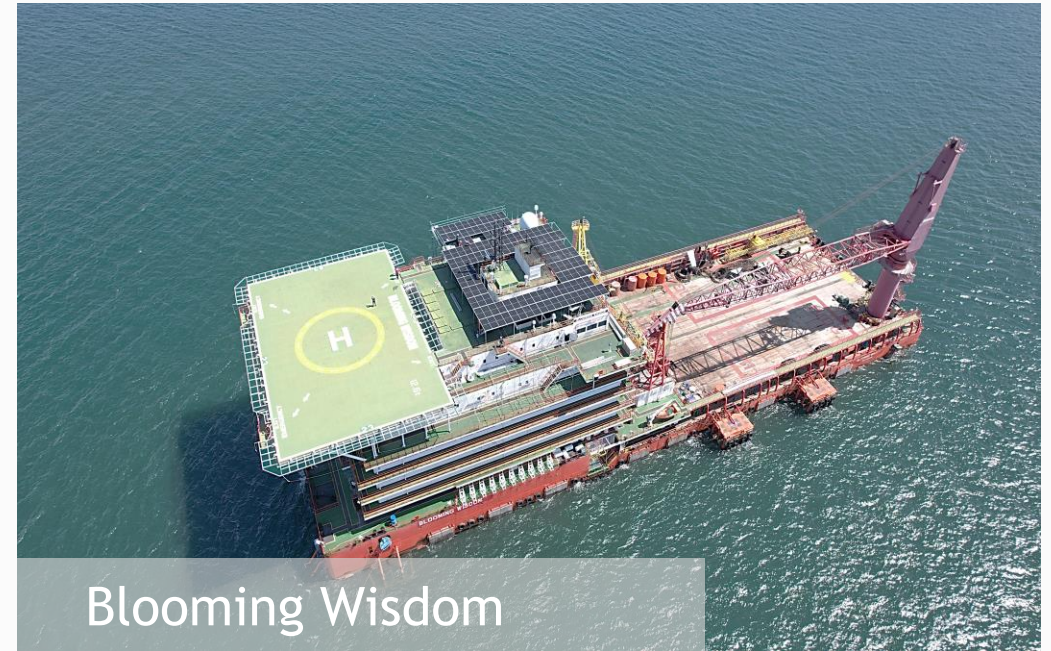


Fleet of Own Vessels



(III) Larger sized vessel

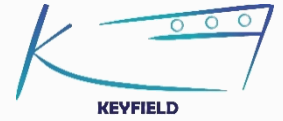
| Vessel name | Type of vessel | Available accommodation capacity | Functions |
|------------------------|--------------------------|----------------------------------|---|
| Blooming Wisdom | 123M Accommodation Barge | 500 pax | <ul style="list-style-type: none"> • Similar functions as an AWB but on a much bigger scale • One out of only two such large-sized barges in Malaysia <ul style="list-style-type: none"> ○ 500 pax capacity, ○ 300MT main crane, ○ 2,220m² workable deck space |



Blooming Wisdom

Total Accommodation Capacity : 2,134 pax
(passengers and our crew members)

Chartering of Third Party Vessels

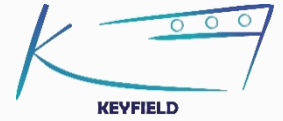


Vessels which we Bareboat Charter

| Vessel name | Type of vessel | Available accommodation capacity | Functions |
|--------------------|----------------------------|----------------------------------|---|
| 1. Daya Indah Satu | DP2 AHTS, 80T bollard pull | 50 pax | <ul style="list-style-type: none"> • Both are smaller accommodation vessels • Both AHTS - undertake projects such as anchor deployment & retrieval, towing of vessels and re-stocking of supplies |
| 2. Daya Ceria | DP2 AHTS, 80T bollard pull | 50 pax | |



Business Strategies



1 Strengthen our market position through fleet expansion

1. Acquiring completed accommodation vessels which are put up for sale.
2. May enter into a shipbuilding contract with suitable shipbuilder(s) to build new accommodation vessel(s).

Total 3 potential new vessels over next 2 years, one of which we have already acquired in January 2024 using internal cash.

2 Broaden our service offerings to PCSB and PACs

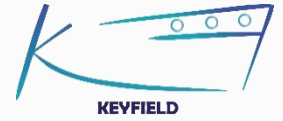
3 Continuously enhance our own vessels' capabilities in alignment with industry trends and our sustainability agenda

| No. | Type of Vessel | Cost | Source of funding | Timeframe |
|-----|---|-------------------------------------|--|---|
| 1 | Completed accommodation vessel - AWB - IMS Aman | RM36.8 mil ¹ | Internally generated funds | January 2024 (Completed) |
| 2 | Newly built accommodation vessel (to be identified) - AWB | Estimated cost of up to RM166.6 mil | Combination of internally generated funds and future debt or equity fundraising exercises. A newly built accommodation vessel will take approximately 18-24 months to complete. | Over the next 2 years from the listing date |
| 3 | AHTS ² | Estimated cost of up to RM52.4 mil | Internally generated funds | Over the next 2 years from the listing date |

Note:

1. Includes RM2.0 million estimated rectification cost of the existing DP2 system, which is expected to be incurred in the 4Q2024.
2. Based on similar specifications to Kindness.

Business Strategies



1

Fleet expansion via acquisition(s) of accommodation vessels

2

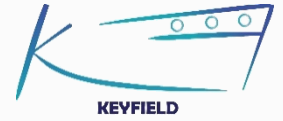
Broaden our service offerings to PCSB and PACs

1. As part of our expansion plan, we have broadened our service offerings to include the chartering of AHTS and PSV, with the acquisitions of Kindness and Helms 1. In 2022, we obtained additional licences from PETRONAS with the following SWEC codes 21121511S (AHT/ AHTS / Tow Tug Boat), 21121518S (PSV).
2. Depending on the market conditions, we may acquire additional AHTS and/or PSV, whether new or completed to expand our fleet in order to serve current and prospective customers.

3

Continuously enhance our own vessels' capabilities in alignment with industry trends and our sustainability agenda

Business Strategies



1 Fleet expansion via acquisition(s) of accommodation vessels

2 Broaden our service offerings to PCSB and PACs

3 Enhance our own vessels' capabilities in alignment with industry trends and our sustainability agenda

1. The recent industry trends in the oil and gas industry include the awareness and focus by PCSB and PACs on ESG and sustainability aspects.
2. PCSB announced its intention to achieve net zero emissions by 2050 and has implemented initiatives to reduce green house gas emissions and embark on new growth opportunities that are sustainable.

| No. | Activities | Cost |
|-----|--|-------------------------------------|
| 1 | Food composting systems onboard our own vessels <ul style="list-style-type: none"> • Installed a food composting system onboard on Blooming Wisdom (Completed) • To install a similar system onboard 3 other own vessels within the next 12 months. | RM0.5 mil Estimated at RM0.9 mil |
| 2 | Solar panels onboard our own vessels <ul style="list-style-type: none"> • To install a solar photovoltaic system on Blooming Wisdom (1st installation phase is completed). The 2nd phase is scheduled by the 1st quarter 2025. • Plan to progressively install similar system on our other own vessels, where suitable. | Estimated at RM3.0 mil |
| 3 | DP2 system onboard LS2 <ul style="list-style-type: none"> • To retrofit a DP2 system onboard LS2 to enhance its capability and potentially increase its DCR. The retrofit is scheduled during LS2's expected off-hire period in 2024 or next docking in 2025. | Estimated at RM6.0 mil |