

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:

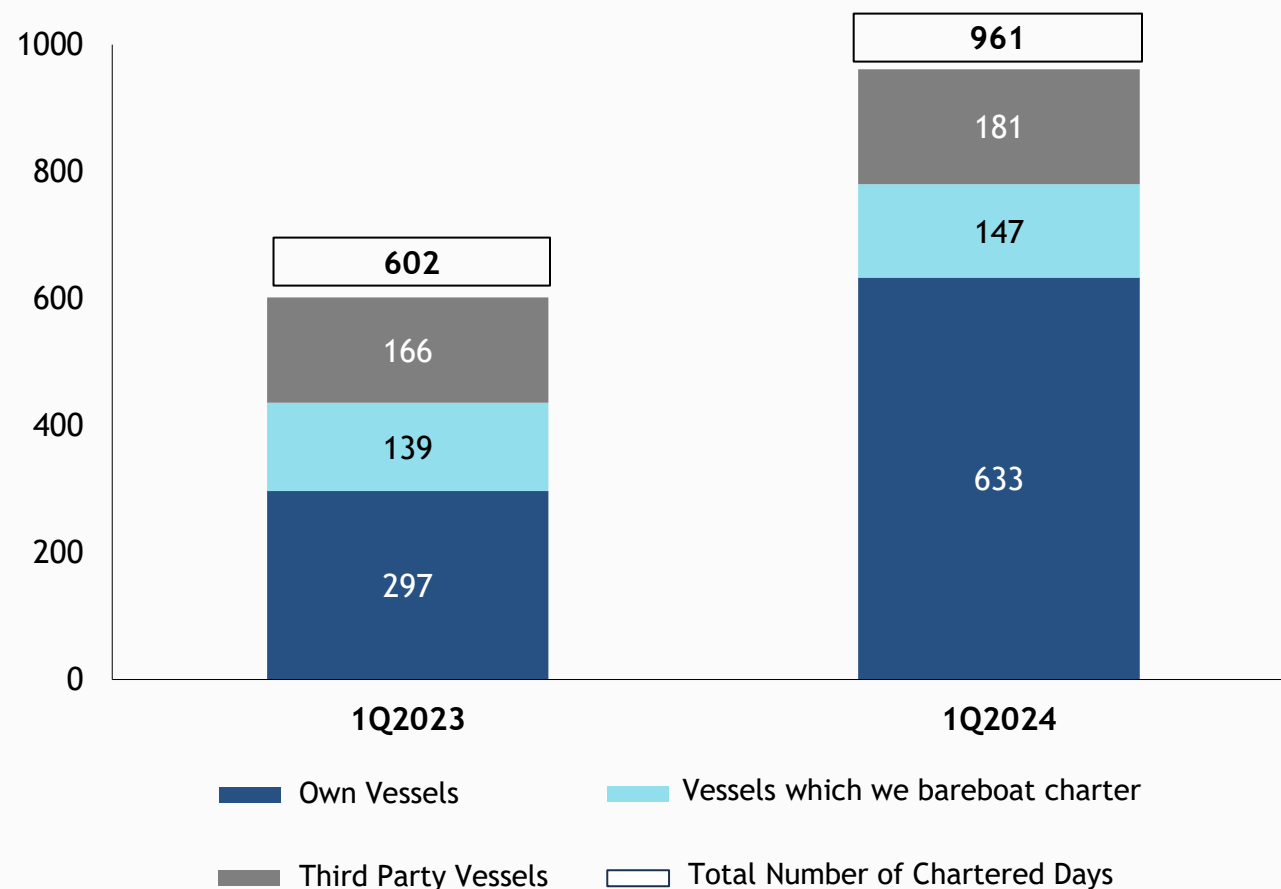
1. Quarter ended 31 Mar ("1Q").

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Number of Chartered Days



Number of Chartered Days



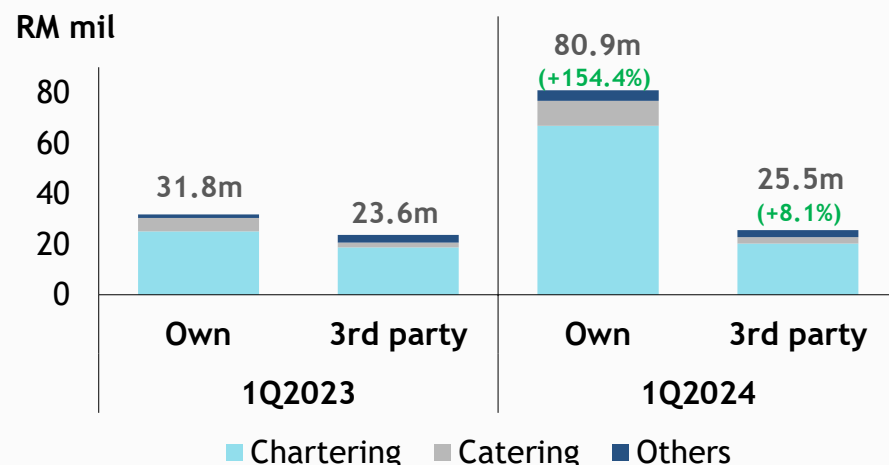
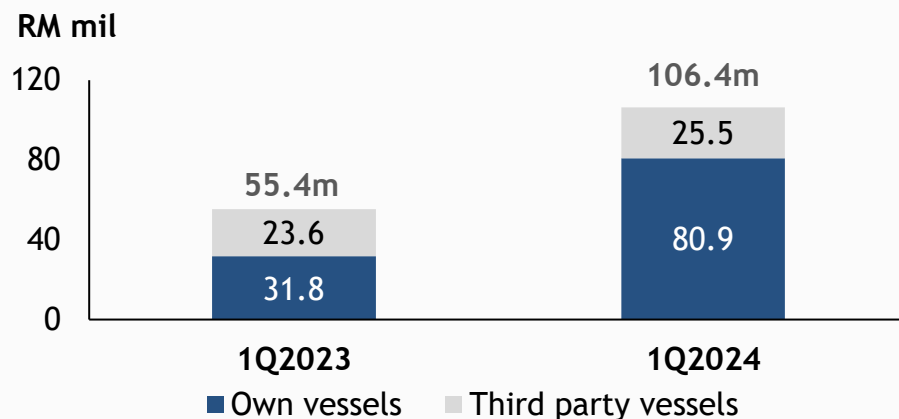
1Q2023 vs 1Q2024

- 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.

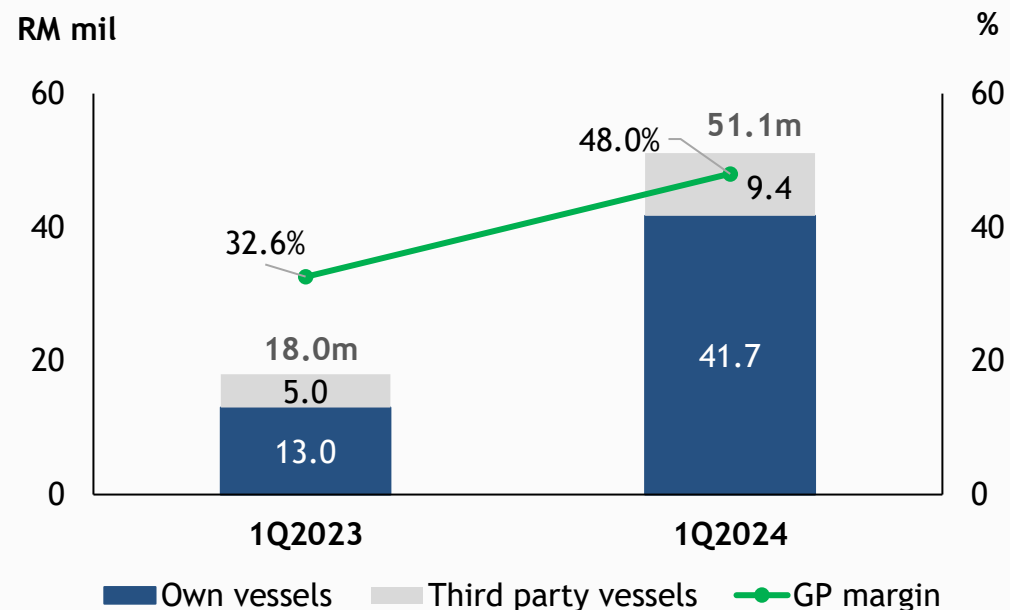
Note:

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

Financial Highlights - Gross Profit (GP)



GROSS PROFIT (RM mil)



1Q2023 vs 1Q2024

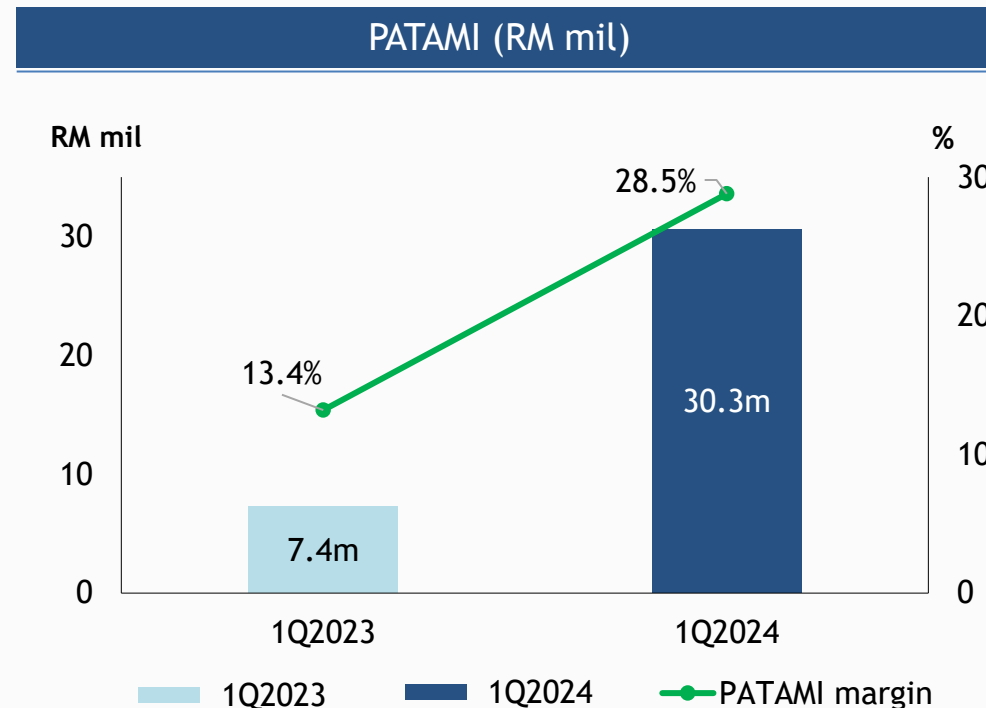
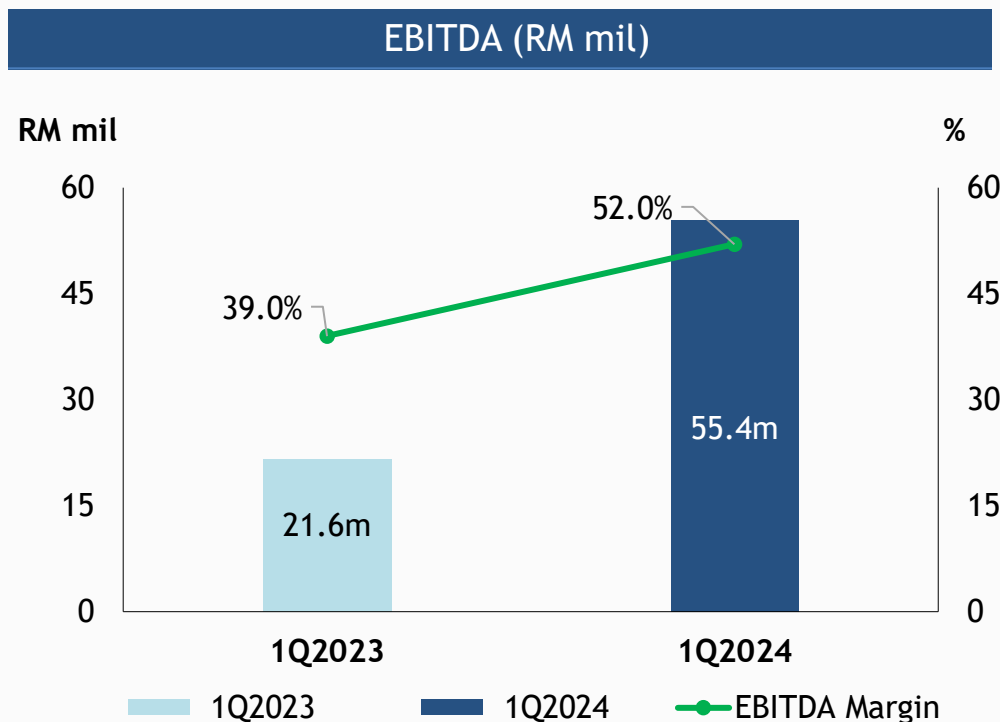
Total GP increased by RM33.1 million or 183.9% to RM51.1 million in 1Q2024 (1Q2023: RM18.0 million).

- 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



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

Statement of Comprehensive Income



	3 months	3 months
	1Q2024	1Q2023
	RM'000	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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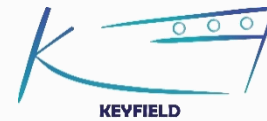
Cash Flow Statement



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			
(Decrease) in trade and other payables	(6,554)	(3,714)	CASH AND CASH EQUIVALENTS AT END OF THE FINANCIAL PERIOD	43,719	20,724
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

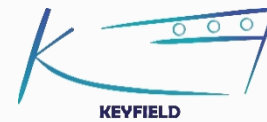


Declaration of Dividends

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

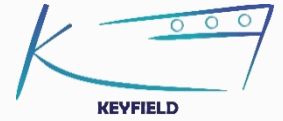
Revenue earned is based on time, and not on project milestones.



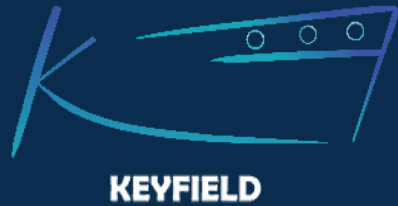
Our remaining order book:

- 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>

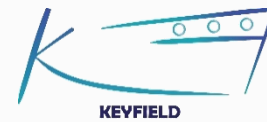


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APPENDICES

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	• 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	• 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	



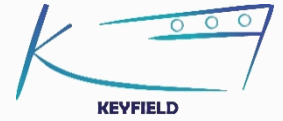
Fleet of Own Vessels



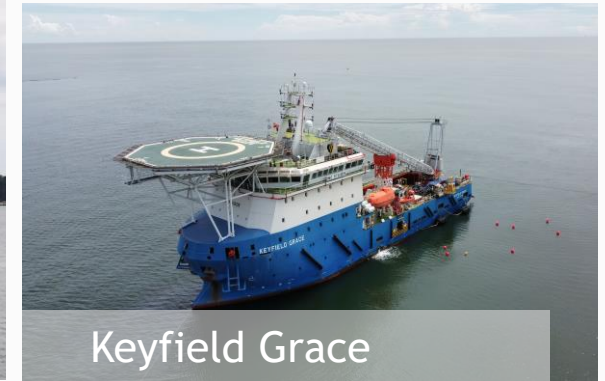
(II) Medium sized vessels - Accommodation Work Boat (“AWB”)

Vessel name	Type of vessel	Available accommodation capacity	Functions
1. Keyfield Falcon	80M DP2 AWB	200 pax	- 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



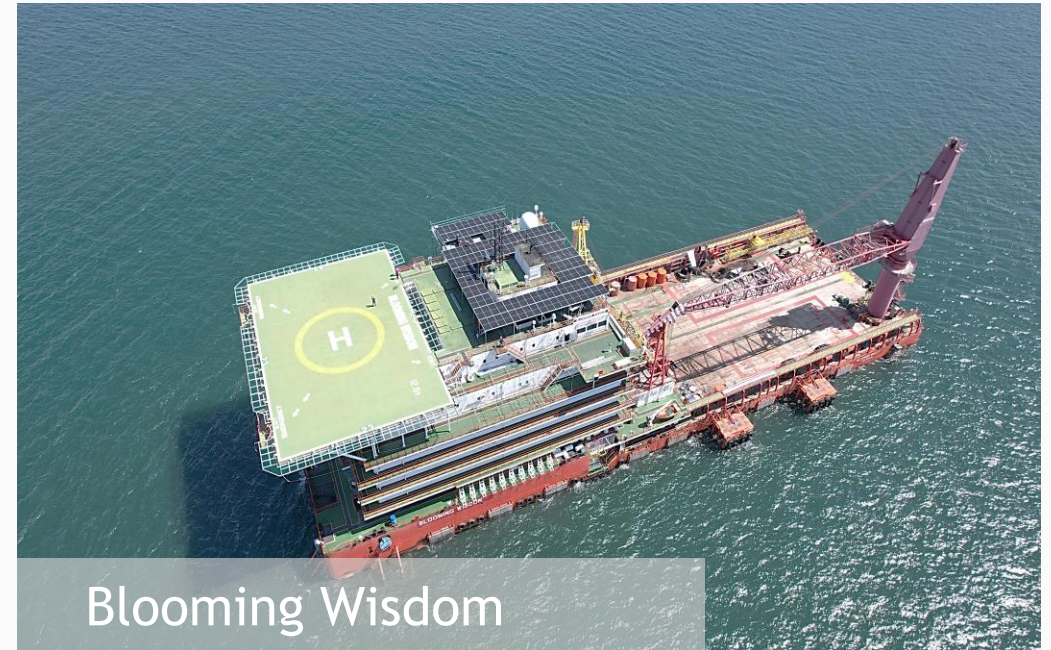
(II) Medium sized vessels



Fleet of Own Vessels

(III) Larger sized vessel

Vessel name	Type of vessel	Available accommodation capacity	Functions
Blooming Wisdom	123M Accommodation Barge	500 pax	• Similar functions as an AWB but on a much bigger scale • One out of only two such large-sized barges in Malaysia ○ 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	• 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

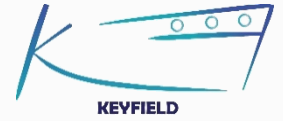
Continuously enhance our own vessels' capabilities in alignment with industry trends and our sustainability agenda

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

3

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

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.

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 • 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 • 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 • 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