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## NEWS RELEASE

# Vallianz Posts Stable Net Profit of US\$5.3M in 3Q2015 Despite Difficult Operating Environment

- Revenue in 3Q2015 rose 52.4% year-on-year to US\$59.8 million
- Net profit and EBITDA for 3Q2015 held steady at US\$5.3 million and US\$19.3 million respectively
- Order book of US\$940.0 million comprising mainly long term charters stretching up to year 2022

**Singapore, 13 November 2015** – Vallianz Holdings Limited (“**Vallianz**” and together with its subsidiaries, the “**Group**”), a fast growing provider of offshore support vessels and integrated marine solutions to the oil and gas industry, today reported that its net profit for the three months ended 30 September 2015 (“**3Q2015**”) held steady at US\$5.3 million.

Notwithstanding the challenging operating conditions in the global offshore marine industry, the Group chalked up strong revenue growth of 52.4% to US\$59.8 million in 3Q2015 compared to 3Q2014. This was contributed by higher revenue from its offshore support vessel (“**OSV**”) chartering operations in tandem with the growth of the Group’s fleet size, as well as new revenue streams from subsidiaries acquired in the last quarter of 2014. Similarly, Group revenue for the nine months ended 30 September 2015 (“**9M2015**”) jumped 75.9% to US\$185.6 million from US\$105.5 million previously.

At the end of September 2015, the Group’s chartering business had a fleet of 40 OSVs, compared to 33 vessels as at the end of September 2014.

The improved top line performance lifted gross profit for 3Q2015 and 9M2015 by 17.4% and 31.3% to US\$16.8 million and US\$50.6 million respectively. The changes in gross profit margin to 28.1% and 27.3% for 3Q2015 and 9M2015 respectively were attributed mainly to the shift in the Group’s revenue mix and expansion of its owned fleet.

The Group’s EBITDA (earnings before interest, tax, depreciation and amortization) increased 4.2% to US\$19.3 million in 3Q2015 from US\$18.5 million in 3Q2014. Net profit in 3Q2015 remained firm at US\$5.3 million, as compared to US\$5.2 million previously. For 9M2015, the Group recorded net profit of US\$15.4 million, marginally lower than US\$16.4 million in 9M2014.

CEO of Vallianz, Mr Ling Yong Wah said, “The Group delivered stable earnings in 3Q2015 despite the current uncertain climate and weakness of the global oil industry. The ability to sustain our profitability under present market circumstances reflects the resilience of our business model which is primarily built on long term vessel charters to national oil companies.”

From 4Q2015, the Group expects to see contribution from the start of a new charter contract to supply two self-elevating platform vessels for up to 7 years, including an extension option. This contract was awarded by a customer in the Middle East earlier in July 2015. The Group has deployed the first self-elevating platform vessel at the end of 3Q2015 and the second vessel is scheduled to start operations by the end of 2015.

Under the current business climate, the Group's focus is on strengthening its relationships with customers through operational and service excellence, while working to optimise its operations and cost structure to align to market conditions.

Said Mr Ling, "The Group focuses on supporting shallow water oilfield operations and has established a strong presence in the Middle East where there is still sustained levels of oil production activity.

Over the years, Vallianz has been working to reinforce our relationship with a Middle East state-owned oil company which is one of the world's largest national oil companies. During this period, we have gained significant experience and understanding from working closely with our major customer on its unique requirements. Together with our dynamic core management team, the Group is confident of sustaining and maintaining smooth operations in the execution of our services. Moreover, our strong in-house design and technical competencies also enable the Group to improve our value-add by offering specialised marine solutions to address the specific needs of our major customer. This customer has continued to award long term charter contracts to the Group in July this year, and we believe it is a testament to our high service standards and operational effectiveness.

The slowdown in the global offshore marine industry has inevitably raised the level of competition. Nevertheless, we believe our unique offering as one-stop integrated solutions provider and proven track record especially in the Middle East, will put the Group in good stead as we continue to bid for new charter contracts in our target markets."

The Group will focus on solidifying its position as a major OSV provider in the Middle East and work on plans to broaden its presence in this major oil producing region. As part of its long-term strategy, the Group will also keep its sights on new project tenders in the markets of Latin America, Asia and West Africa.

The Group's current chartering services order book of US\$940.0 million comprises mainly long term charters that stretch up to 2022.

*This news release should be read in conjunction with the Group's announcement posted on the SGX website on 13 November 2015.*

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### **About Vallianz Holdings Limited**

Vallianz Holdings Limited is a fast growing provider of offshore support vessels and integrated offshore marine solutions to the oil and gas industry. Headquartered in Singapore, the Group provides offshore marine services to oil majors and national oil companies worldwide. Today, Vallianz owns a young fleet of 40 offshore support vessels and covers markets in Asia Pacific, the Middle East, and Latin America. To strengthen its foundation for growth, the Group is currently executing initiatives to expand its geographical reach, as well as broaden its range of marine assets and solutions. The Group also continues to seek opportunities and strategic alliances to increase its penetration in the major and emerging offshore oil and gas markets. Listed on SGX-Catalist, Vallianz is helmed by an experienced Board and management team. For more details, please refer to [www.vallianzholdings.com](http://www.vallianzholdings.com)

*This news release has been prepared by the Company and its contents have been reviewed by the Company's sponsor, Provenance Capital Pte. Ltd. (the "Sponsor"), for compliance with the Singapore Exchange Securities Trading Limited (the "SGX-ST") Listing Manual Section B: Rules of Catalyst. The Sponsor has not verified the contents of this news release.*

*This news release has not been examined or approved by the SGX-ST. The Sponsor and the SGX-ST assume no responsibility for the contents of this news release, including the accuracy, completeness or correctness of any of the information, statements or opinions made or reports contained in this news release.*

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