



# ***SAMUDERA SHIPPING LINE LTD***

## **Investors and Analysts Briefing**

***Review of  
2<sup>nd</sup> Quarter and 1<sup>st</sup> Half of 2008***



# ***AGENDA***

- **Financial Performance**
- **Performance Review**
- **Updates & Plans**
- **Questions & Answers**



# ***Financial Performance***

***Q2 2008 versus Q2 2007***



# ***Financial Highlights – Q2 2008***

| <b><u>(USD M)</u></b>         | <b><u>Q208</u></b> | <b><u>Q207</u></b> | <b><u>%</u></b> |
|-------------------------------|--------------------|--------------------|-----------------|
| <b>Revenue</b>                | <b>115.1</b>       | <b>91.4</b>        | <b>25.8</b>     |
| <b>Gross Profit</b>           | <b>14.3</b>        | <b>7.3</b>         | <b>96.3</b>     |
| <b>Profit from operations</b> | <b>8.9</b>         | <b>4.3</b>         | <b>106.5</b>    |
| <b>Operating Results*</b>     | <b>8.6</b>         | <b>3.0</b>         | <b>186.7</b>    |
| <b>Profit After Tax</b>       | <b>8.2</b>         | <b>3.6</b>         | <b>124.2</b>    |

\* Profit before Tax, Foreign Exchange Gain/Loss, Gain on Asset disposal and Share of Associated Co. Results



# ***Financial Highlights – Q2 2008***

***(continued)***

|   | <u><b>Q208</b></u> | <u><b>Q207</b></u> | <u><b>%</b></u> |
|---|--------------------|--------------------|-----------------|
| <b>Operating Margin</b>   | <b>7.48 %</b>      | <b>3.30 %</b>      | <b>126.7</b>    |
| <b>(before Tax, Foreign Exchange Gain/Loss, Gain on Asset disposal and Share of Associated Company results)</b> |                    |                    |                 |
| <b>EPS (US cents)*</b>  | <b>1.48</b>        | <b>0.67</b>        | <b>120.9</b>    |
|   | <u><b>Q208</b></u> | <u><b>FY07</b></u> |                 |
| <b>NAV p.s. (US cents)**</b>  | <b>41.70</b>       | <b>40.07</b>       | <b>4.1</b>      |

\* EPS for Q2 2008 and Q2 2007 are calculated based on the number of issued ordinary shares of 539,131,199

\*\* NAV as at end of Q2 2008 and FY 2007 are calculated based on the number of issued ordinary shares of 539,131,199.



# ***Revenue by Business Activity***

|                            | Q208         |            | Q207        |            | Change      |
|----------------------------|--------------|------------|-------------|------------|-------------|
|                            | USD M        | %          | USD M       | %          | %           |
| <b>Container Shipping</b>  | <b>100.9</b> | <b>88</b>  | <b>79.0</b> | <b>86</b>  | <b>27.7</b> |
| <b>Industrial Shipping</b> | <b>12.4</b>  | <b>11</b>  | <b>10.6</b> | <b>12</b>  | <b>17.0</b> |
| <b>Group*</b>              | <b>115.1</b> | <b>100</b> | <b>91.4</b> | <b>100</b> | <b>25.8</b> |

**\* Group includes "Logistics & Others" less Inter-company sales**



# Operating Results by Business Activity

(before Tax, Foreign Exchange Gain/Loss, Gain on Assets disposal and Share of Associated Company results)

|                            | Q208       |            | Q207       |            | Change       |
|----------------------------|------------|------------|------------|------------|--------------|
|                            | USD M      | %          | USD M      | %          | %            |
| <b>Container Shipping</b>  | <b>6.3</b> | <b>73</b>  | <b>1.0</b> | <b>33</b>  | <b>n.m.</b>  |
| <b>Industrial Shipping</b> | <b>1.8</b> | <b>21</b>  | <b>1.8</b> | <b>60</b>  | <b>-</b>     |
| <b>Group*</b>              | <b>8.6</b> | <b>100</b> | <b>3.0</b> | <b>100</b> | <b>186.7</b> |

\* Group includes "Logistics & Others"



# *Performance Review*

- **Container Shipping**



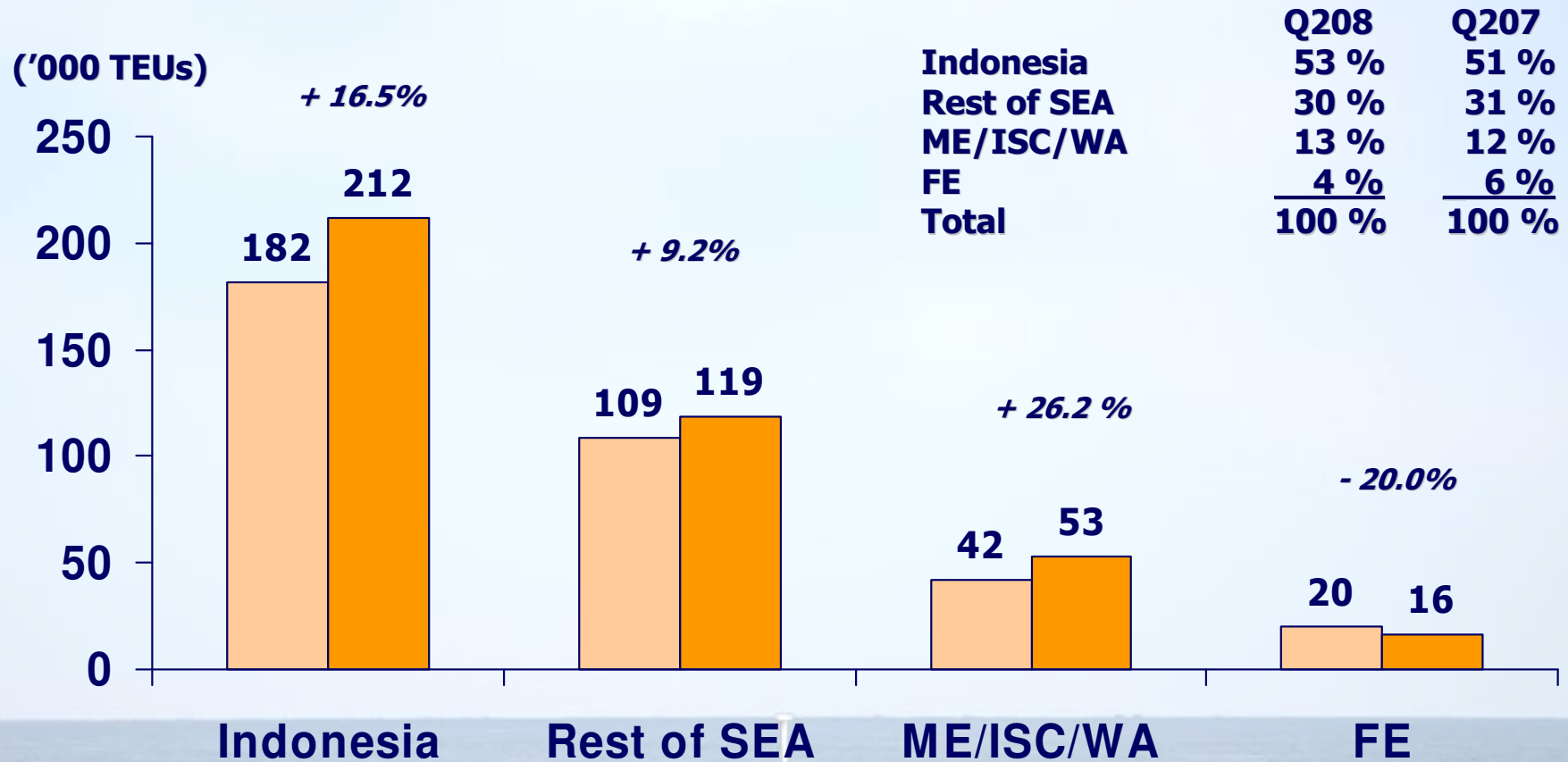


# ***Volume***

|              | <b>Q208</b>      |            | <b>Q207</b>      |            | <b>Growth</b> |
|--------------|------------------|------------|------------------|------------|---------------|
|              | <b>'000 TEUS</b> | <b>%</b>   | <b>'000 TEUS</b> | <b>%</b>   | <b>%</b>      |
| <b>SOC</b>   | <b>325</b>       | <b>81</b>  | <b>283</b>       | <b>80</b>  | <b>14.8</b>   |
| <b>COC</b>   | <b>75</b>        | <b>19</b>  | <b>70</b>        | <b>20</b>  | <b>7.1</b>    |
| <b>Total</b> | <b>400</b>       | <b>100</b> | <b>353</b>       | <b>100</b> | <b>13.3</b>   |



# Volume by Geographical Region



SEA: Southeast Asia

FE : Far East

ME : Middle East

Q207 Q208

ISC : Indian Sub-Continent

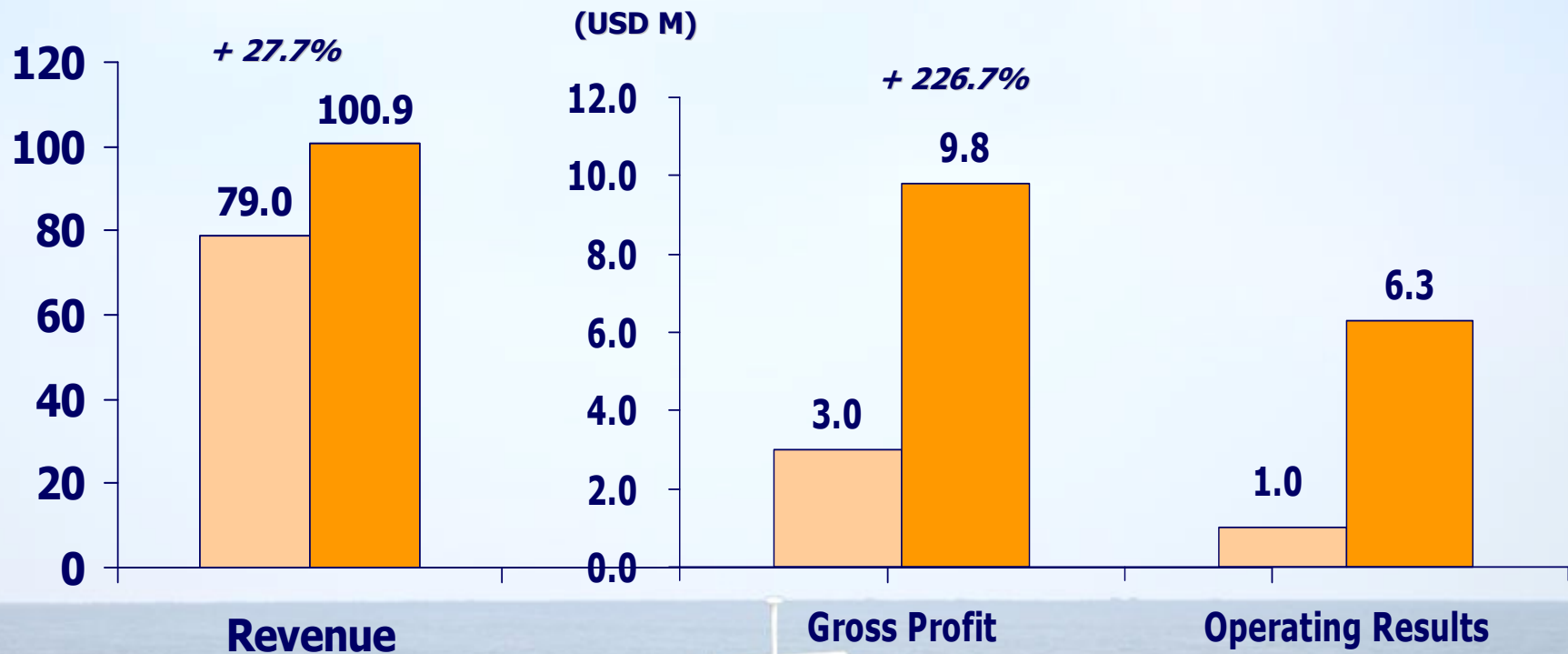
WA : West Africa



# Container Shipping - Operating Results

(before Tax, Foreign Exchange Gain/Loss, Gain on Assets disposal and Share of Associated Company results)

(USD M)



Q207 Q208



# *Performance Review*

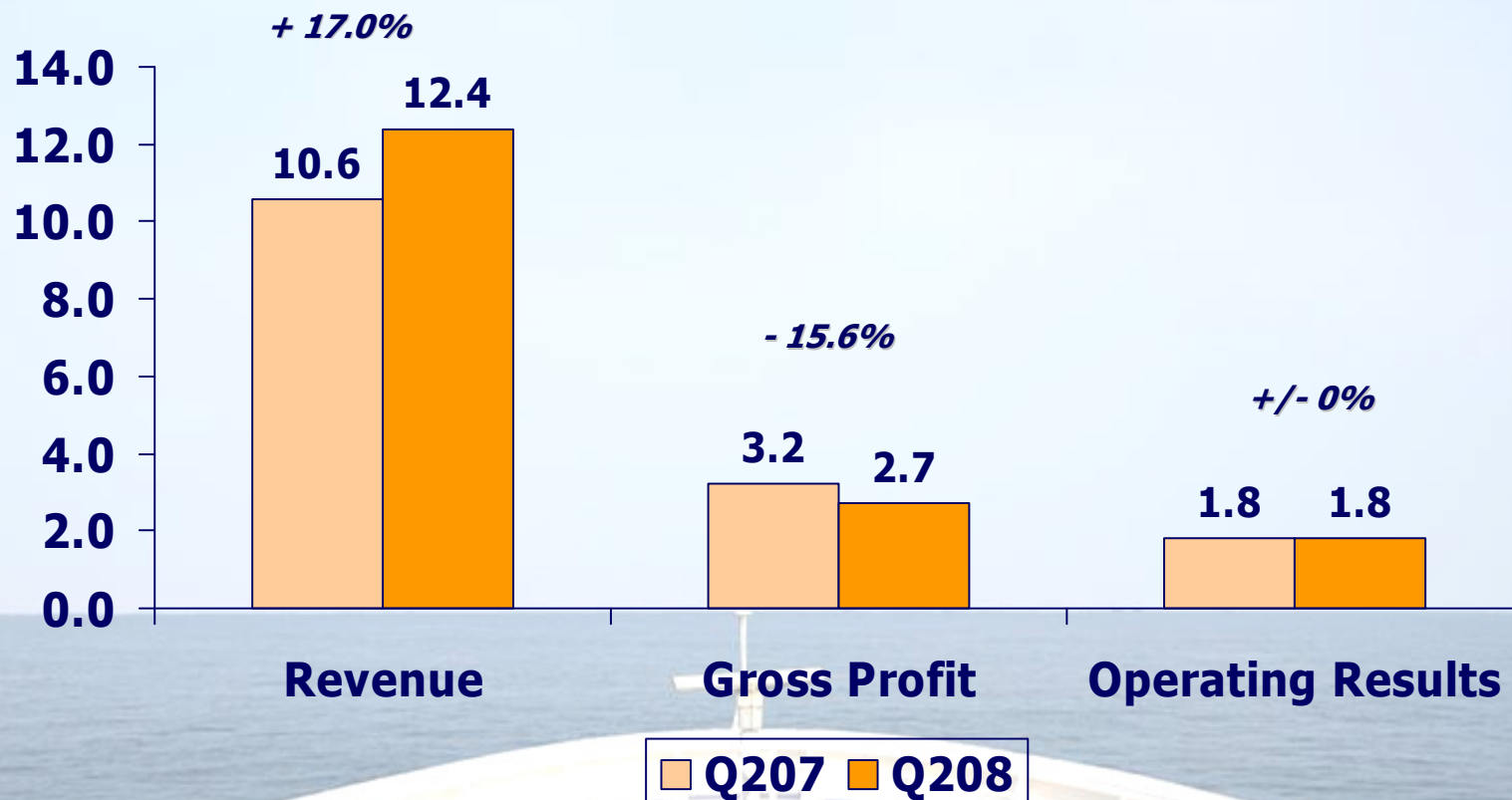
- Industrial Shipping



# Industrial Shipping - Operating Results

(before Tax, Foreign Exchange Gain/Loss, Gain on Assets disposal and Share of Associated Company results)

(USD M)



# ***Financial Performance***

***H1 2008 versus H1 2007***



# ***Financial Highlights – H1 2008***

| <b><u>(USD M)</u></b>         | <b><u>H108</u></b> | <b><u>H107</u></b> | <b><u>%</u></b> |
|-------------------------------|--------------------|--------------------|-----------------|
| <b>Revenue</b>                | <b>217.4</b>       | <b>181.9</b>       | <b>19.5</b>     |
| <b>Gross Profit</b>           | <b>26.6</b>        | <b>17.7</b>        | <b>49.9</b>     |
| <b>Profit from operations</b> | <b>17.7</b>        | <b>10.4</b>        | <b>70.9</b>     |
| <b>Operating Results*</b>     | <b>15.8</b>        | <b>9.3</b>         | <b>69.9</b>     |
| <b>Profit After Tax</b>       | <b>15.8</b>        | <b>8.9</b>         | <b>78.1</b>     |

\* Profit before Tax, Foreign Exchange Gain/Loss, Gain on Asset disposal and Share of Associated Co. Results



# ***Financial Highlights – H1 2008***

***(continued)***

|   | <u><b>H108</b></u> | <u><b>H107</b></u> | <u><b>%</b></u> |
|---|--------------------|--------------------|-----------------|
| <b>Operating Margin</b>   | <b>7.29 %</b>      | <b>5.12 %</b>      | <b>42.4</b>     |
| <b>(before Tax, Foreign Exchange Gain/Loss, Gain on Asset disposal and Share of Associated Company results)</b> |                    |                    |                 |
| <b>EPS (US cents)*</b>  | <b>2.87</b>        | <b>1.64</b>        | <b>75.0</b>     |
|   | <u><b>H108</b></u> | <u><b>FY07</b></u> |                 |
| <b>NAV p.s. (US cents)**</b>  | <b>41.70</b>       | <b>40.07</b>       | <b>4.1</b>      |

\* EPS for H1 2008 and 2007 are calculated based on the number of ordinary shares of 539,131,199

\*\* NAV as at end of H1 2008 and FY 2007 are calculated based on the number of issued ordinary shares of 539,131,199.





# ***Revenue by Business Activity***

|                            | H108         |            | H107         |            | Change      |
|----------------------------|--------------|------------|--------------|------------|-------------|
|                            | USD M        | %          | USD M        | %          | %           |
| <b>Container Shipping</b>  | <b>190.2</b> | <b>87</b>  | <b>157.4</b> | <b>87</b>  | <b>20.8</b> |
| <b>Industrial Shipping</b> | <b>23.5</b>  | <b>11</b>  | <b>20.6</b>  | <b>11</b>  | <b>14.1</b> |
| <b>Group*</b>              | <b>217.4</b> | <b>100</b> | <b>181.9</b> | <b>100</b> | <b>19.5</b> |

**\* Group includes "Logistics & Others" less Inter-company sales**



# Operating Results by Business Activity

(before Tax, Foreign Exchange Gain/Loss, Gain on Assets disposal and Share of Associated Company results)

|                            | H108        |            | H107       |            | Change       |
|----------------------------|-------------|------------|------------|------------|--------------|
|                            | USD M       | %          | USD M      | %          | %            |
| <b>Container Shipping</b>  | <b>11.4</b> | <b>72</b>  | <b>5.4</b> | <b>60</b>  | <b>111.1</b> |
| <b>Industrial Shipping</b> | <b>3.6</b>  | <b>23</b>  | <b>3.5</b> | <b>38</b>  | <b>2.9</b>   |
| <b>Group*</b>              | <b>15.8</b> | <b>100</b> | <b>9.3</b> | <b>100</b> | <b>69.9</b>  |

\* Group includes "Logistics & Others"



# *Performance Review*

- **Container Shipping**

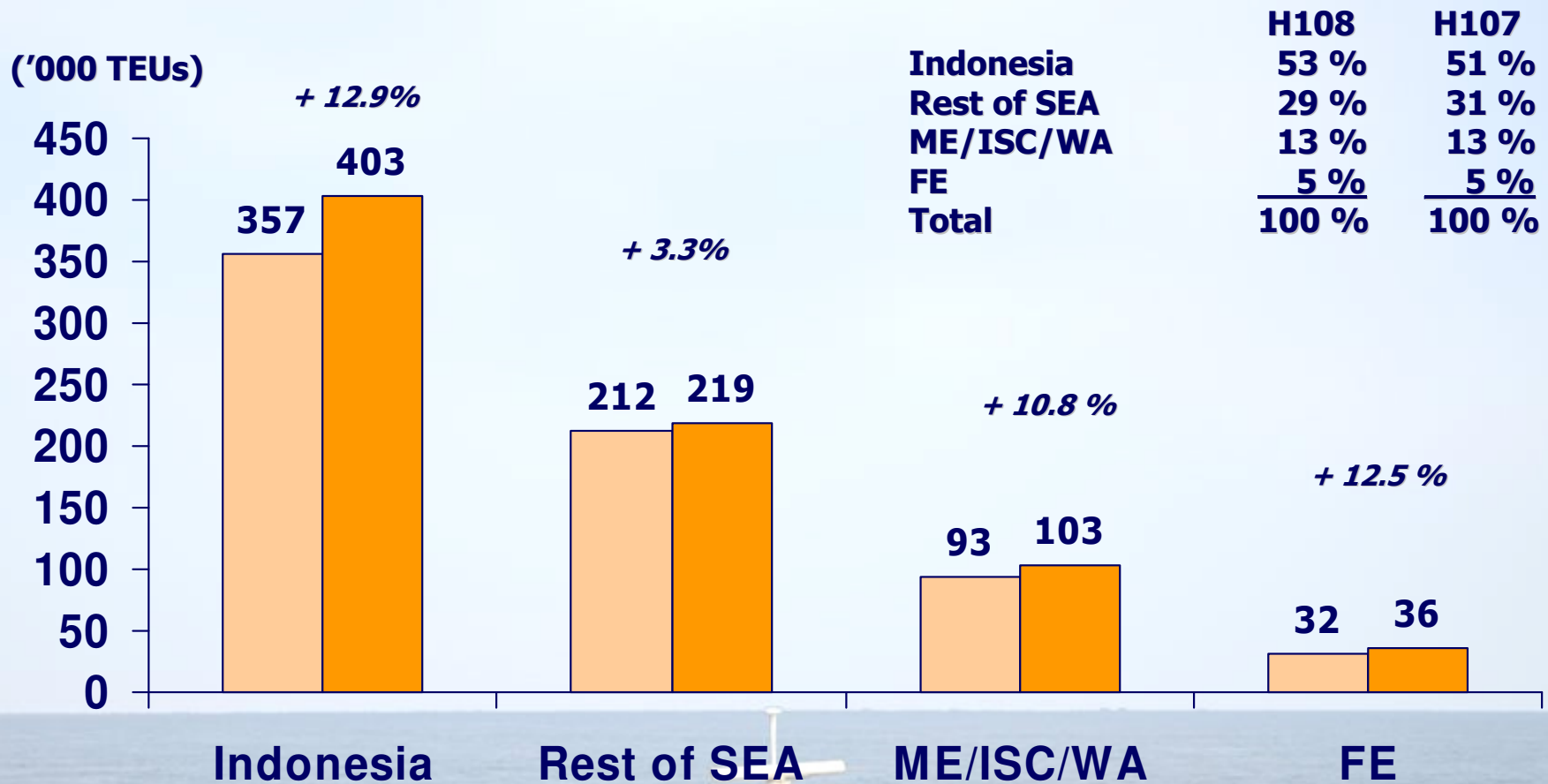


# *Volume*

|              | H108       |            | H107       |            | Growth      |
|--------------|------------|------------|------------|------------|-------------|
|              | '000 TEUS  | %          | '000 TEUS  | %          | %           |
| <b>SOC</b>   | <b>618</b> | <b>81</b>  | <b>555</b> | <b>80</b>  | <b>11.4</b> |
| <b>COC</b>   | <b>143</b> | <b>19</b>  | <b>139</b> | <b>20</b>  | <b>2.9</b>  |
| <b>Total</b> | <b>761</b> | <b>100</b> | <b>694</b> | <b>100</b> | <b>9.7</b>  |



# Volume by Geographical Region



Indonesia  
Rest of SEA  
ME/ISC/WA  
FE  
Total

|              | H108         | H107         |
|--------------|--------------|--------------|
| Indonesia    | 53 %         | 51 %         |
| Rest of SEA  | 29 %         | 31 %         |
| ME/ISC/WA    | 13 %         | 13 %         |
| FE           | 5 %          | 5 %          |
| <b>Total</b> | <b>100 %</b> | <b>100 %</b> |

SEA: Southeast Asia      FE : Far East      ME : Middle East      H107 H108  
ISC : Indian Sub-Continent      WA : West Africa

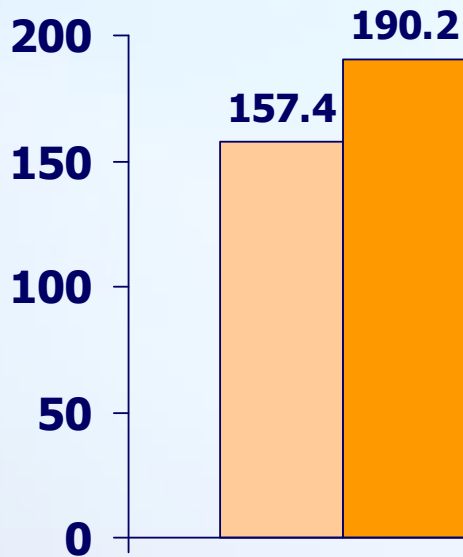


# Container Shipping - Operating Results

(before Tax, Foreign Exchange Gain/Loss, Gain on Assets disposal and Share of Associated Company results)

(USD M)

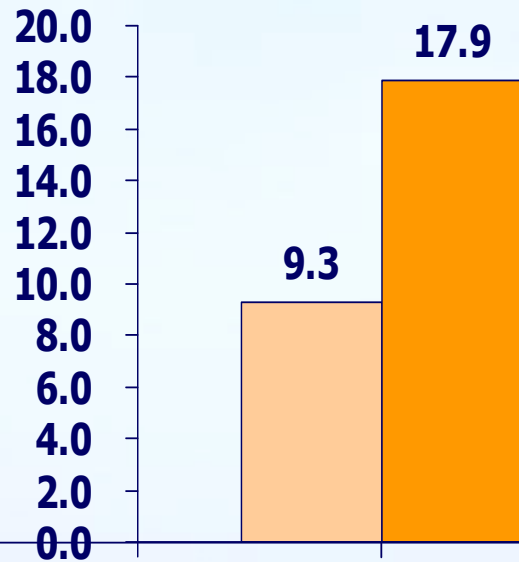
+ 20.8%



Revenue

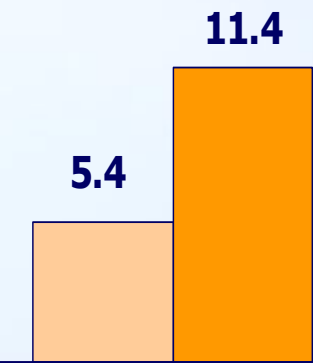
(USD M)

+ 92.5%



Gross Profit

+ 111.1%



Operating Results

■ H107 ■ H108



# *Performance Review*

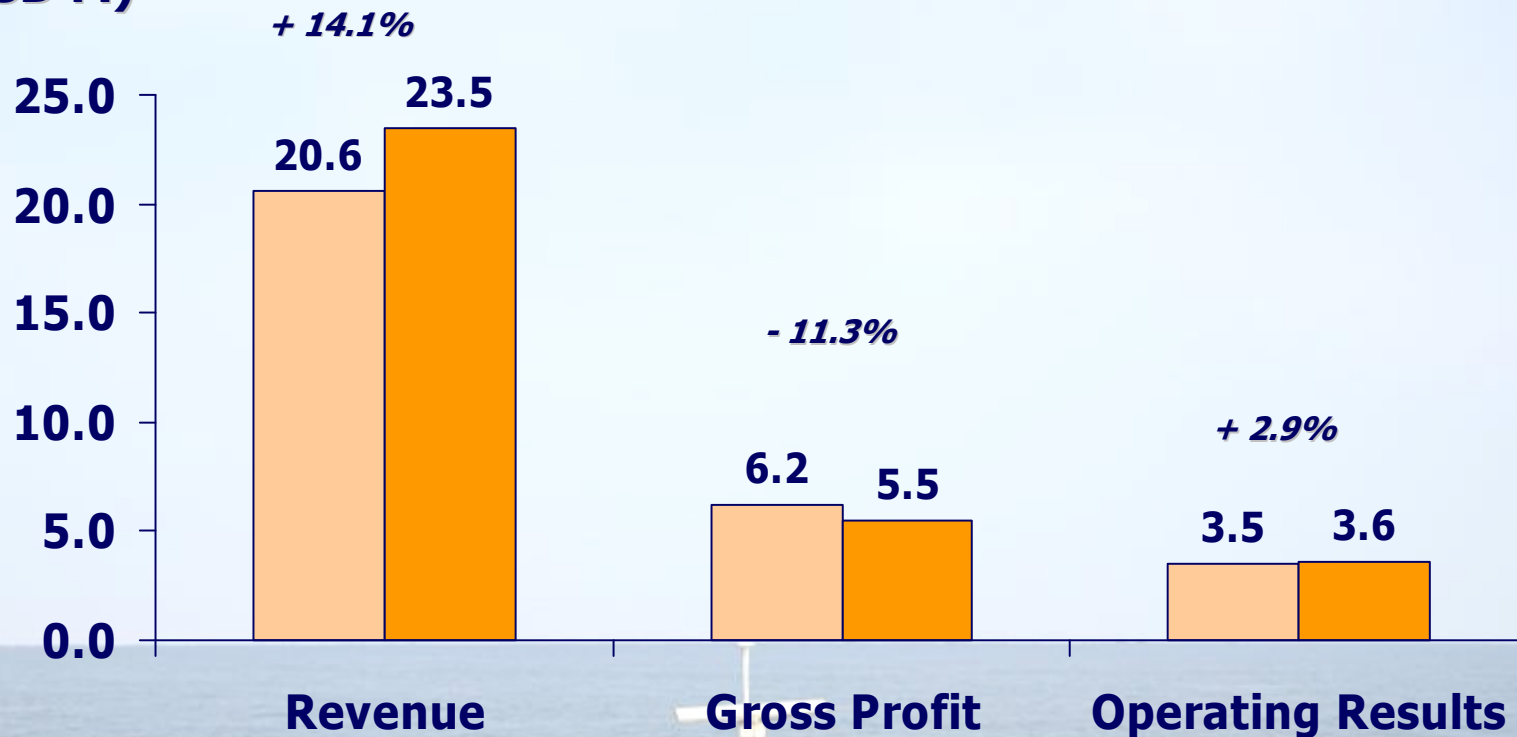
- Industrial Shipping



# Industrial Shipping - Operating Results

(before Tax, Foreign Exchange Gain/Loss, Gain on Assets disposal and Share of Associated Company results)

(USD M)



H107 H108





# ***Updates & Plans***

## **Container Shipping**

### **Revenues & Costs**

- *The growth in demand for container shipping services is expected to continue.*
- *Bunker price is anticipated to remain volatile and the Group will manage this through the imposition of appropriate fuel surcharges.*

### **Services**

- *The Group took delivery of a 1,700 teus container vessel in May '08, the 2<sup>nd</sup> of 5 vessels under long-term time charter contract scheduled for delivery by end of the year.*
- *The Group took delivery of Sinar Sumba, a 1,740 teus container vessel, the 2<sup>nd</sup> of 3 owned container vessels scheduled to be delivered this year.*
- *Introduced 2 new services, Chittagong – Haldia Express Service and Yangon Express Service in July '08.*
- *Plans to deploy container vessel in Jakarta – Belawan service.*
- *Plans to acquire 4 container vessels - 2 x 1,100 teus and 2 x 200 teus about*



# ***Updates & Plans***

## ***(continued)***

### **Industrial Shipping**

- ***LNG Tangguh Towuti, a 145,700 cbm LNG vessel, in which the Group holds 25% stake, is scheduled to be delivered and in operation in Q4 2008.***
- ***The Group has concluded the financing for 2 bulk carriers scheduled to be delivered in 2011.***





*Thank You*

