



## **ANNUAL GENERAL MEETING**

**24 April 2013**





**SAMUDERA SHIPPING LINE LTD**

## **Corporate Overview**

**Operations Review**

**Financial Highlights**

**Outlook & Strategy**



**SAMUDERA SHIPPING LINE LTD**

## Corporate Profile

- **Provider of efficient and reliable sea transportation solutions:**



**Regional  
Container Shipping**



**Indonesia Domestic  
Container Shipping**



**Bulk Carrier,  
Offshore & Tanker**

- **Extensive shipping network covering Indian Sub-continent, South East Asia and Far East**
- **Established network in Indonesia**



**SAMUDERA SHIPPING LINE LTD**

## Regional Container Shipping

- **Established feeder services, transporting cargo between Singapore hub and spoke ports in the region for main-line operators**
- **Liner services, transporting cargo between ports in the region for direct cargo owner**
- **Fleet of 20 vessels, with total capacity of over 26,000 TEUs**
- **More than 21 service routes, covering over 50 ports in the region**





**SAMUDERA SHIPPING LINE LTD**

## Indonesia Domestic Container Shipping

- Transport cargo between island ports in Indonesia
- Fleet of 12 vessels, with total capacity of ~2,900 TEUs
- 7 service routes from Jakarta and Surabaya base to outlying ports in Sumatra, Kalimantan and Sulawesi islands
- Capitalizes on extensive network and wide customer base of parent group, Samudera Indonesia





**SAMUDERA SHIPPING LINE LTD**

## **Bulk Carrier, Offshore & Tanker**

- Operates a fleet of 18 chemical, gas and oil tankers, marine offshore support vessels and dry bulk carriers
- Holds a 25% interest in an 145,700 cbm LNG vessel
- Vessels chartered out on time charter, voyage charter and contracts of affreightment
- Offshore support services comprise harbour tug services and operation management





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## Operational Review – 2012 vs 2011

### Regional Container Shipping

- ✓ Improved vessel utilization by carrying more carrier-owned containers (COC)
- ✓ More slot swap arrangements with other regional carriers
  - *better utilize capacity*
  - *widen service network*
- ✗ More direct calls & dedicated feeder by main line operator
- ✗ Increase in bunker price

### Indonesia Domestic Container Shipping

- ✓ Improved vessel turnaround time
- ✓ Handled higher amount of cargo volume
- ✗ Significant increase in bunker (marine gas oil) cost





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## Operational Review – 2012 vs 2011

### Bulk Carrier, Offshore & Tanker

- ✓ Secured long-term service contract for vessel operation management
- ✓ Disposed of 4 self-propelled barges
- ✗ Decrease in revenue mainly due to:
  - *decline in charter rates*
  - *lower number of vessels operated following the above-mentioned disposal*



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## Segmental Results

	<u>Regional*</u>	<u>Indonesia Domestic</u>	<u>Bulk Carrier, Offshore &amp; Tanker</u>	<u>Group</u>
<u>Revenue</u>	5.5% 	9.0% 	12.6% 	3.0% 
<u>Cost</u>	5.5% 	21.5% 	12.6% 	4.7% 
<u>PBT (US\$'000)</u>	US\$ 821 14.4% 	US\$3,406 62.5% 	US\$3,066 26.8% 	US\$7,293 49.2% 
<u>Total Assets (US\$'000)</u>	US\$244,097 1.3% 	US\$27,239 7.2% 	US\$212,046 8.8% 	US\$483,382 3.1% 

*\*Includes contribution from forwarding and agency business*



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## External Operating Conditions

- **Uncertainties in world's major economies likely to impede growth in trade activity**
- **Bunker prices expected to remain high**
- **Regional container shipping**
  - *vessel oversupply leading to increased competition in the intra-Asia routes*
  - *more main-line operators deploying idle capacity in the region*
  - *pressure on freight rates*
- **Indonesia domestic container shipping**
  - *expected increased in cargo volume*
  - *stricter implementation of cabotage law*
- **Bulk carrier, offshore and tanker**
  - *stable freight and charter rates for chemical and oil tankers in Indonesia domestic market*
  - *increased opportunities in offshore support business in Indonesia*
  - *continued oversupply of dry bulk vessels in international market*



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## Going Forward

Following up on strategic review carried out in FY2012:



- Improve operational productivity
  - *fleet utilization*
  - *service network flexibility*
- Grow offshore support operations
  - *increase participation in offshore support business*



- Rebalance asset portfolio
  - *focus on business sectors with potential for higher returns and growth*
  - *evaluate alternatives to enter into other business segments*
- Fund raising
  - *explore various funding options*
  - *await more favourable conditions before initiating the relevant options*

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## **Annual General Meeting**

### **Resolutions:**

- 1. Directors' Report and Audited Accounts for the year ended 31 December 2012**
- 2. Payment of proposed final one-tier tax exempt dividend**
- 3. Re-election of Mr Masli Mulia as a Director**
- 4. Re-election of Mr Torkis David Parlaungan Batubara as a Director**
- 5. Re-election of Mr Hermawan Fridiana Herman as a Director**
- 6. Re-election of Mr Lim Kee Hee as a Director**
- 7. Approval of Directors' fees amounting to S\$162,000**
- 8. Re-appointment of Messrs Deloitte & Touche LLP as Auditors**
- 9. Authority to issue new shares**
- 10. Renewal of Shareholders' Mandate for Interested Person Transactions**