



SAMUDERA SHIPPING LINE LTD

Investors and Analysts Briefing

5th March 2008

Performance Review

Full Year 2007



AGENDA

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



Financial Performance

FY 2007 versus FY 2006



Financial Highlights – FY 2007

<u>(S\$ M)</u>	<u>2007</u>	<u>2006</u>	<u>%</u>
Revenue	569.6	650.0	(12.4)
Profit from operation [#]	39.5	27.5	43.6
Interest inc/(exp)	(2.9)	(0.3)	n.m.
Operating Results ^{##}	37.0	27.3	35.5
Forex Gain/(Loss) [*]	(4.0)	(10.4)	(61.5)
Net Profit ^{**}	30.9	15.6	98.1

[#] Gross Profit after marketing & administrative expenses.

^{##} Profit Before Tax, Foreign Exchange Gain/Loss, Gain on Asset disposal and Share of Associated Co. Results.

^{*} Exchange rates as at Balance Sheet date FY07 & FY06: 1.45 & 1.54;

For P&L purpose, average exchange rates during FY07 & FY06: 1.51 & 1.59.

^{**} Net of Minority Interests.



Financial Highlights – FY 2007

(continued)

	<u>2007</u>	<u>2006</u>	<u>%</u>
Operating Margin	6.50 %	4.19 %	55.1
(before Tax, Foreign Exchange Gain/Loss, Gain on Asset disposal and Share of Associated Company results)			
EPS (c)*	5.73	2.90	97.6
NAV p.s. (c)**	58.10	55.06	5.5

* EPS for 2006 and 2007 are calculated based on the number of issued ordinary shares of 539,131,199.

** NAV as at end of 2007 and 2006 are calculated based on the number of issued ordinary shares of 539,131,199.



Revenue by Business Activity

	2007		2006		Change
	S\$ M	%	S\$ M	%	%
Container Shipping	495.1	87	586.3	90	(15.6)
Industrial Shipping	62.9	11	53.9	8	16.7
Group*	569.6	100	650.0	100	(12.4)

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



Operating Results by Business Activity

(before Tax, Foreign Exchange Gain/Loss, Gain on Asset Disposal & Share of Associated Co. results)

	2007		2006		Change
	S\$ M	%	S\$ M	%	%
Container Shipping	26.4	71	18.4	67	43.5
Industrial Shipping	9.4	25	6.4	23	46.9
Group*	37.0	100	27.3	100	35.5

* Group includes "Logistics & Others"



Performance Review

- **Container Shipping**



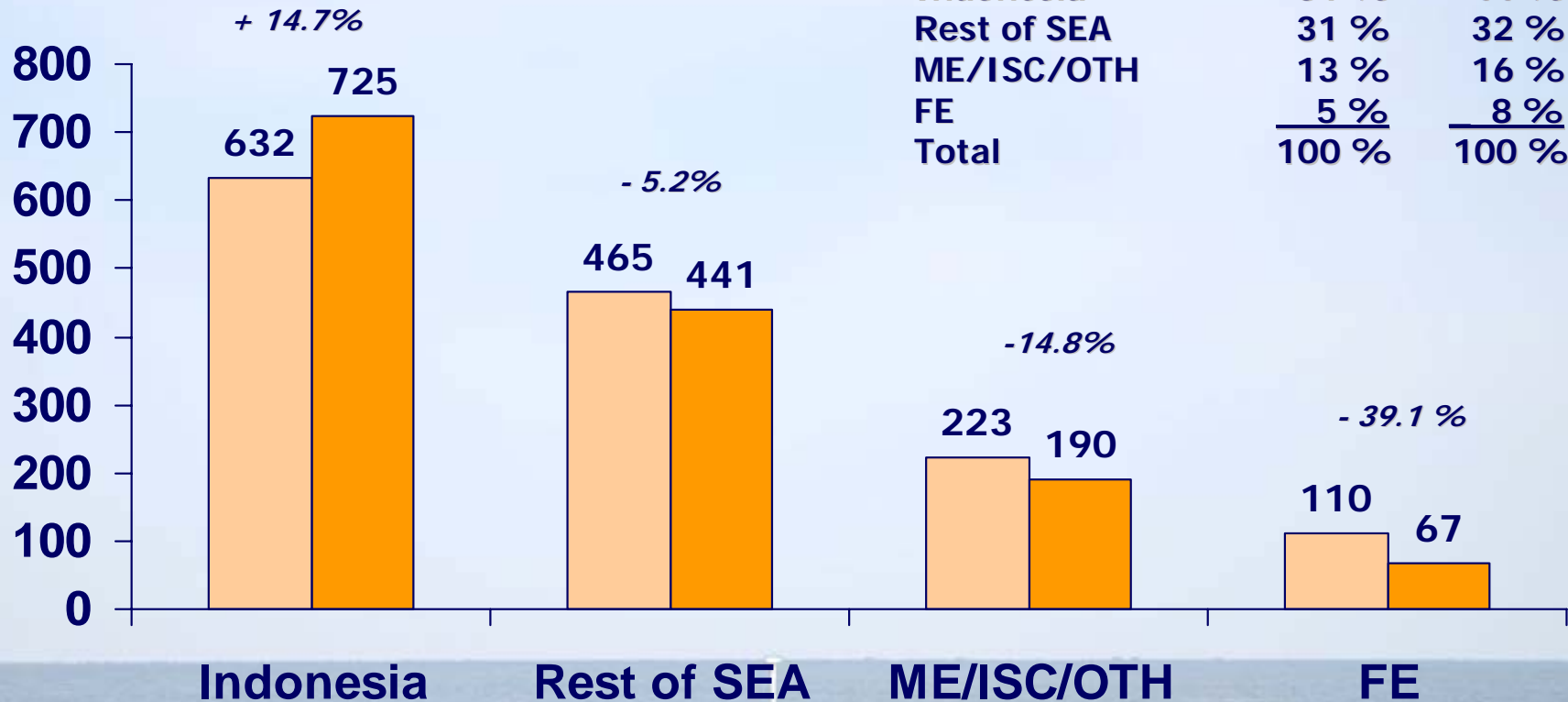
Volume

	2007		2006		Growth
	'000 TEUS	%	'000 TEUS	%	%
SOC	1,143	80	1,097	77	4.2
COC	280	20	333	23	(15.9)
Total	1,423	100	1,430	100	(0.5)



Volume by Geographical Region

('000 TEUs)



	2007	2006
Indonesia	51 %	44 %
Rest of SEA	31 %	32 %
ME/ISC/OTH	13 %	16 %
FE	<u>5 %</u>	<u>8 %</u>
Total	100 %	100 %

SEA : Southeast Asia

FE : Far East

ME : Middle East

2006 2007

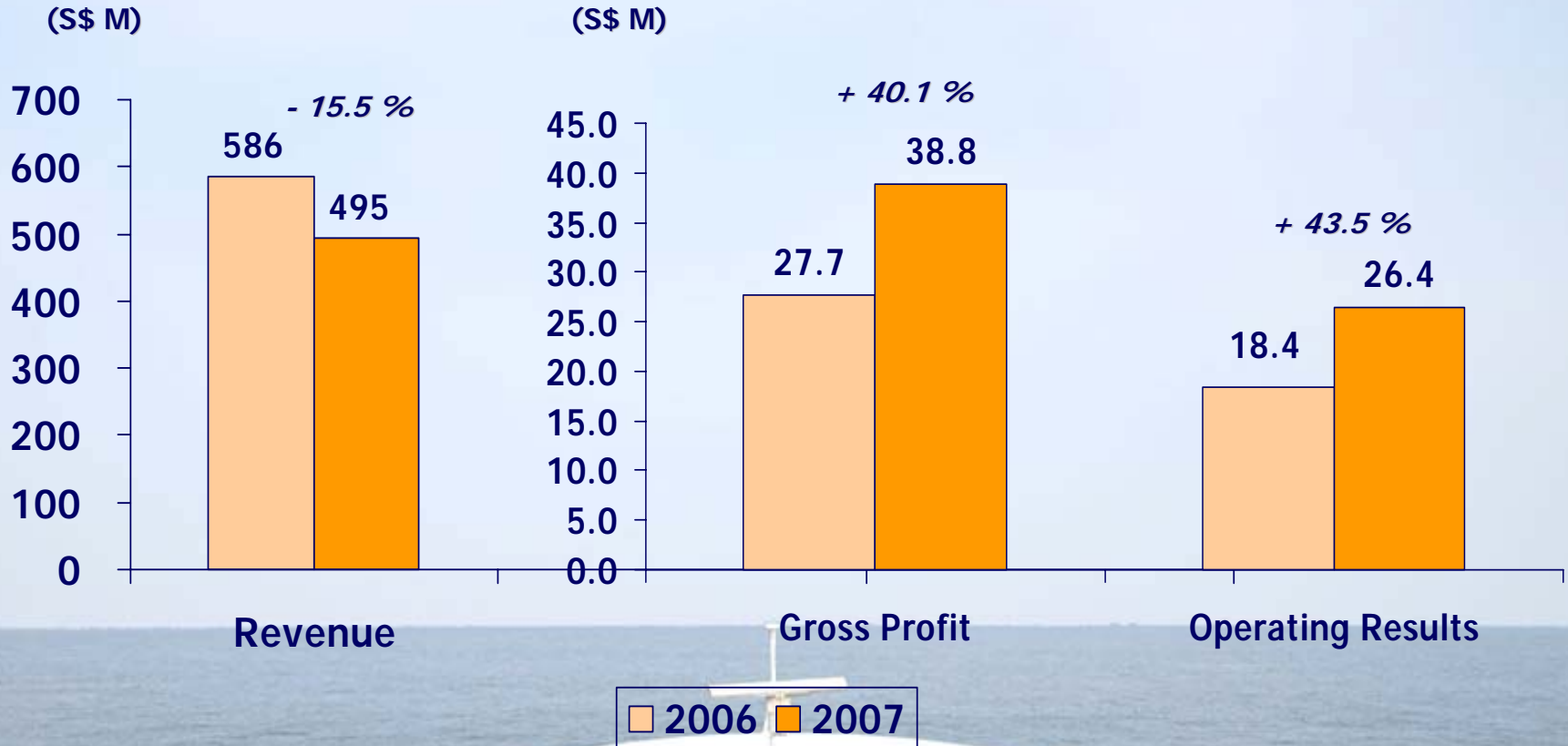
ISC : Indian Sub-continent

OTH : Others



Container Shipping - Operating Results

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



Performance Review

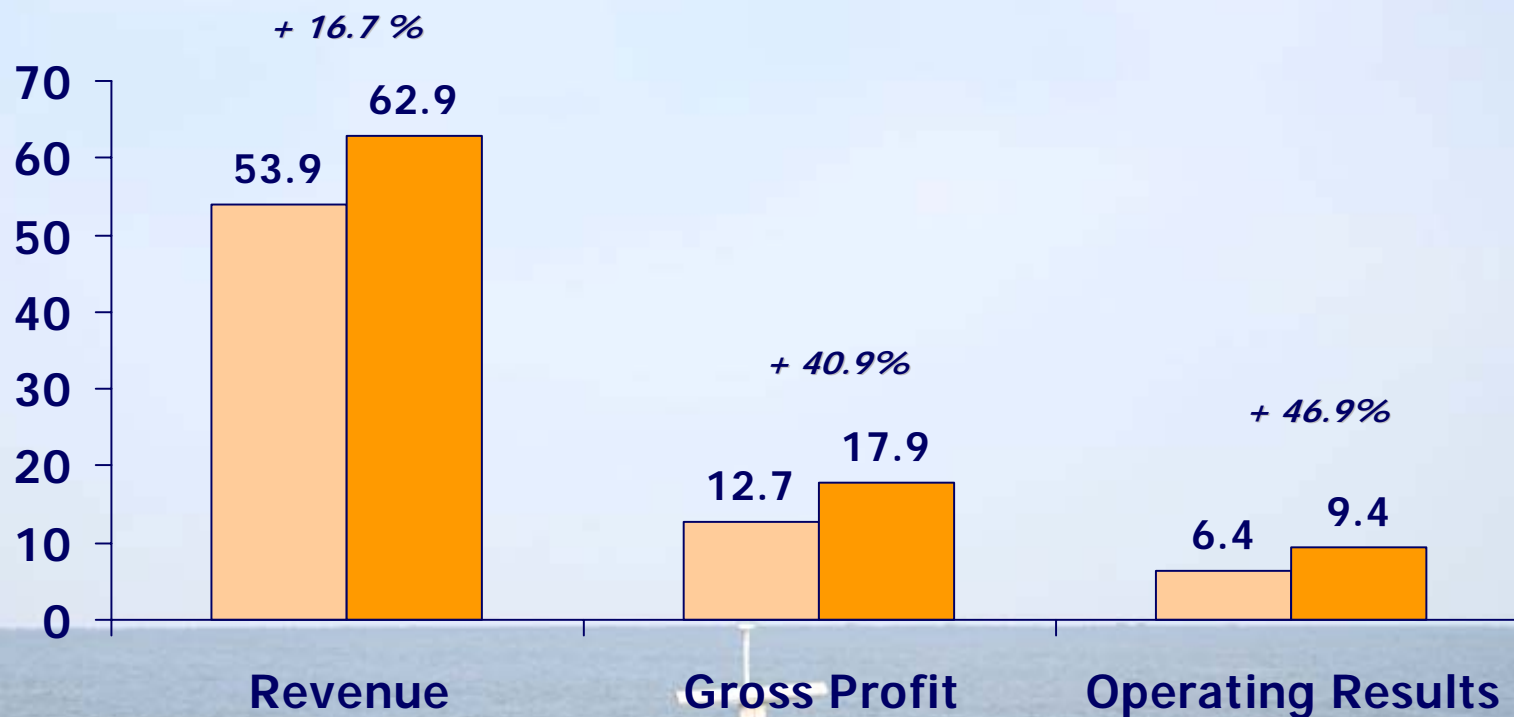
- **Industrial Shipping**



Industrial Shipping - Operating Results

(before Tax, Foreign Exchange Gain/Loss, Gain on Asset Disposal & Share of Associated Co. results)

(S\$ M)



2006 2007



Updates & Plans

Container Shipping

Services

- **Cargo demand is expected to grow , driven by Asia-Europe and Intra-Asia trades.**
- **The Group took delivery of one 1,100-TEUs container vessel in January 2008.**
- **Expect to take delivery of two 1,740-TEUs container vessels in H208.**
- **Three 1,060-TEUs and two 1,700-TEUs container vessels will be taken under long-term time charter (LTTC) in 2008.**
- **These vessels are expected to contribute more volume from new services and enable the company to achieve better efficiency.**



Updates & Plans

(continued)

Container Shipping

Revenues & Costs

- **The Company's revenues and costs will be reported in USD due to the proportion of revenues collection in USD has increased.**
- **Bunker prices remain high and volatile. The Group will continue its efforts to manage the impact by implementing fuel surcharges.**
- **Charter hire rates are expected to stay firm.**
- **The borrowing interest rates are expected to be lower which are favourable to the Group.**



Updates & Plans

(continued)

Industrial Shipping

- **The 145,700-CBM LNG vessel in which the Group holds 25% stake is expected to be delivered and commence operation in Q4 2008.**
- **The Group has entered into new building contract for two 57,700-DWT bulk carriers to be delivered in 2011.**
- **The Group is exploring opportunities in off-shore business and other segments in Industrial Shipping.**

Others

- **The Group established own offices in Ho Chi Minh, Kolkata and Madras in H2 2007 to strengthen its position in the region and provide a platform for business development and better cost control.**





Thank You

