



SAMUDERA SHIPPING LINE LTD

Investors and Analysts Briefing

1st August 2007

Review of 2nd Quarter and 1st Half of 2007



AGENDA

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



Financial Performance

Q2 2007 versus Q2 2006



Financial Highlights – Q2 2007

<u>(S\$ M)</u>	<u>Q207</u>	<u>Q206</u>	<u>%</u>
Revenue	139.0	168.8	(17.6)
Profit from operation[#]	5.2	7.0	(25.7)
Interest inc/(exp)	(0.5)	0.6	n.m.
Operating Results^{##}	4.6	7.4	(37.8)
Forex Gain/(Loss)[*]	1.5	(3.1)	n.m.
Net Profit^{**}	5.5	3.5	57.1

[#] Gross Profit after marketing & administrative expenses

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

^{*} Exchange rate as at Balance Sheet date Q207 & Q206: 1.54 & 1.60;

For P&L purpose, average exchange rate during Q207 & Q206: 1.52 & 1.60

^{**} Net of Minority Interests



Financial Highlights – Q2 2007

(continued)

	<u>Q207</u>	<u>Q206</u>	<u>%</u>
Operating Margin	3.30 %	4.38 %	(24.7)
(before Tax, Foreign Exchange Gain/Loss, Gain on Asset disposal and Share of Associated Company results)			
EPS (c)*	1.03	0.65	58.5
	<u>Q207</u>	<u>FY06</u>	
NAV p.s. (c)**	56.99	55.06	3.5

* EPS for Q2 2006 and Q2 2007 are calculated based on the number of issued ordinary shares of 539,131,199

** NAV as at end of Q2 2007 and FY 2006 are calculated based on the number of issued ordinary shares of 539,131,199.



Revenue by Business Activity

	Q207		Q206		Change
	S\$ M	%	S\$ M	%	%
Container Shipping	120.1	86	154.2	91	(22.1)
Industrial Shipping	16.1	12	12.2	7	32.0
Group*	139.0	100	168.8	100	(17.6)

* 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)

	Q207		Q206		Change
	S\$ M	%	S\$ M	%	%
Container Shipping	1.9	41	5.6	76	(66.1)
Industrial Shipping	2.7	59	1.8	24	50
Group*	4.6	100	7.4	100	(37.8)

* Group includes "Logistics & Others"



Performance Review

- **Container Shipping**



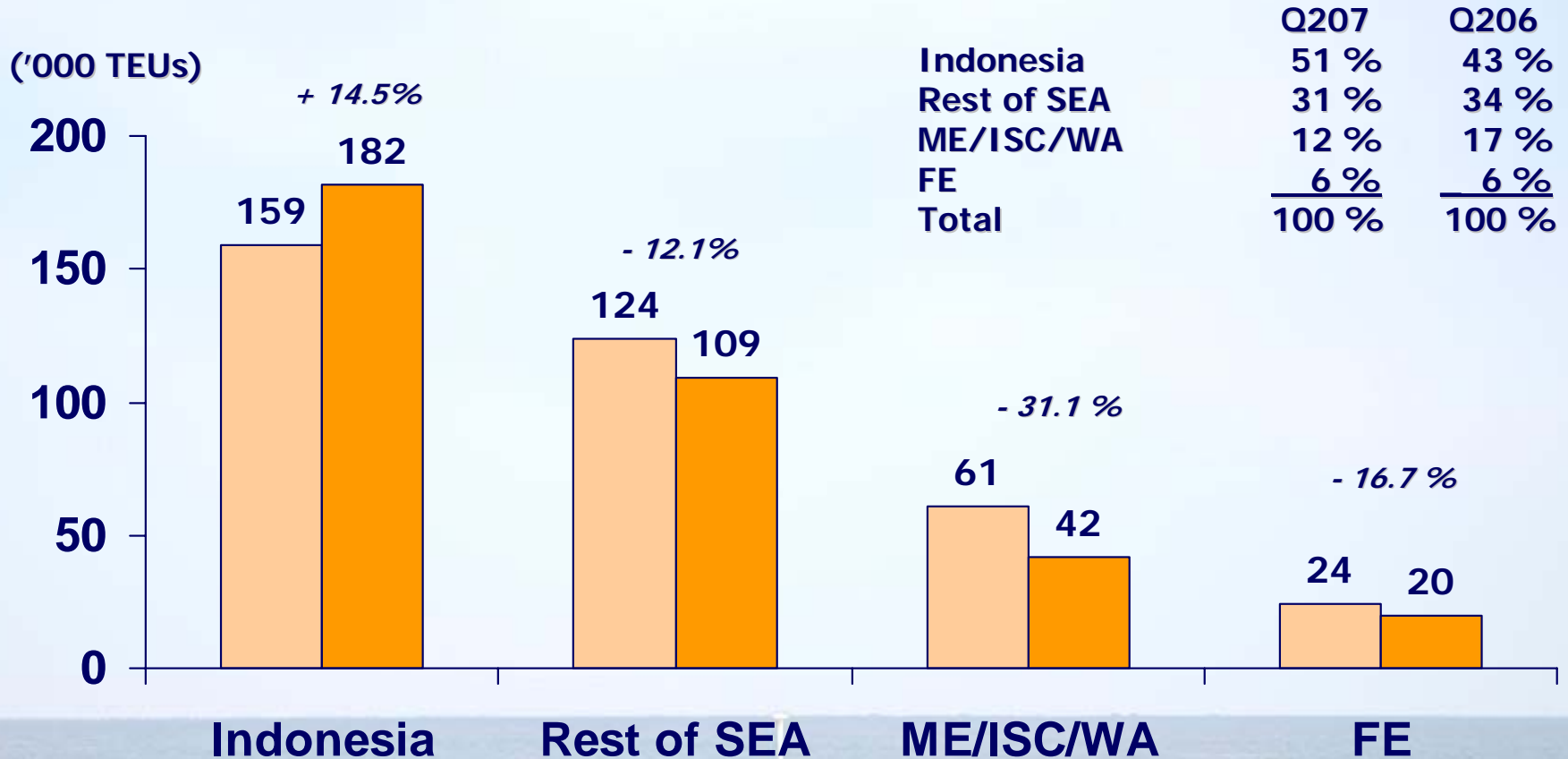
Volume

	Q207		Q206*		Growth
	'000 TEUS	%	'000 TEUS	%	%
SOC	283	80	283	77	-
COC	70	20	85	23	(17.6)
Total	353	100	368	100	(4.1)

* Q206 figures are restated to include inter-island container shipping business volume



Volume by Geographical Region



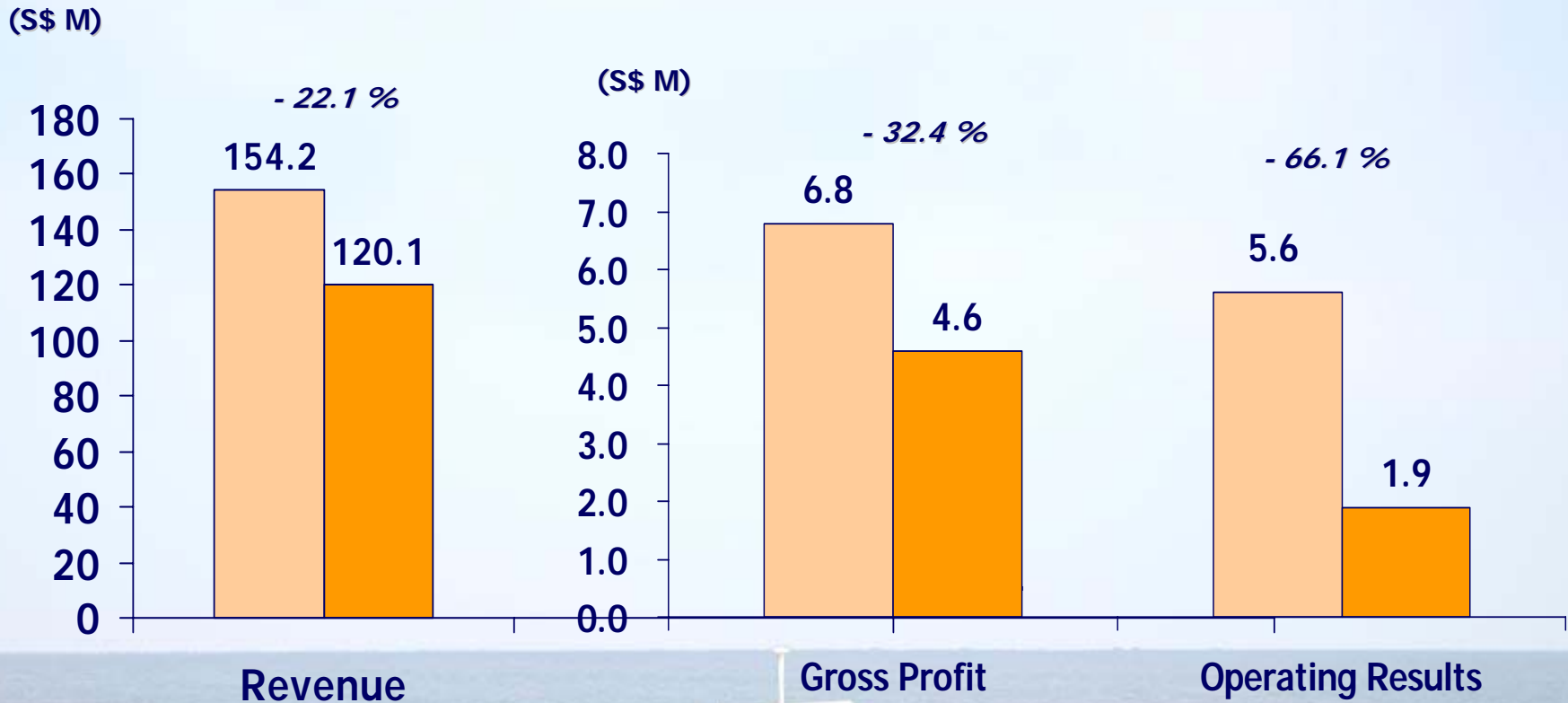
	Q207	Q206
Indonesia	51 %	43 %
Rest of SEA	31 %	34 %
ME/ISC/WA	12 %	17 %
FE	<u>6 %</u>	<u>6 %</u>
Total	100 %	100 %

SEA: Southeast Asia FE : Far East ME : Middle East Q206 Q207
 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)



Q206 Q207



Performance Review

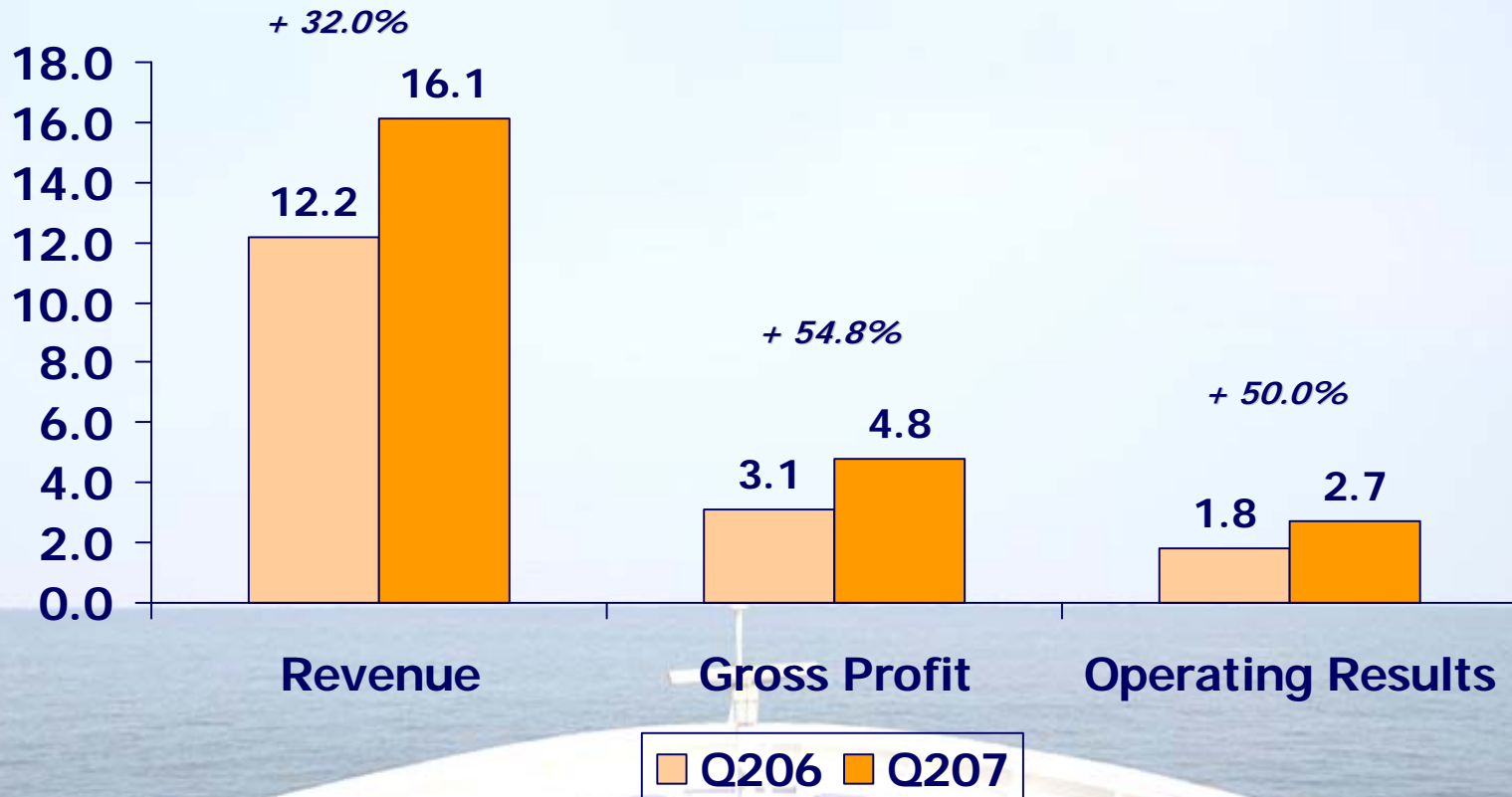
- **Industrial Shipping**



Industrial Shipping - Operating Results

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

(S\$ M)



Financial Performance

H1 2007 versus H1 2006



Financial Highlights – H1 2007

<u>(S\$ M)</u>	<u>H107</u>	<u>H106</u>	<u>%</u>
Revenue	278.3	341.5	(18.5)
Profit from operation [#]	15.6	17.1	(8.8)
Interest, net	(1.3)	1.2	n.m.
Operating Results ^{##}	14.2	18.4	(22.8)
Forex Gain/(Loss) [*]	0.3	(6.8)	n.m.
Net Profit ^{**}	13.5	10.1	33.7

Gross Profit after marketing & administrative expenses

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

* Exchange rate as at Balance Sheet date H107 & H106: 1.54 & 1.60;

For P&L purpose, average exchange rate during H107 & H106: 1.53 & 1.62

** Net of Minority Interests



Financial Highlights – H1 2007

(continued)

	<u>H107</u>	<u>H106</u>	<u>%</u>
Operating Margin	5.12 %	5.39 %	(5.0)
(before Tax, Foreign Exchange Gain/Loss, Gain on Asset disposal and Share of Associated Company results)			
EPS (c)*	2.51	1.88	33.5
	<u>H107</u>	<u>FY06</u>	
NAV p.s. (c)**	56.99	55.06	3.5

* EPS for H1 2006 and 2007 are calculated based on the number of ordinary shares of 539,131,199

** NAV as at end of H1 2007 and FY 2006 are calculated based on the number of issued ordinary shares of 539,131,199.



Revenue by Business Activity

	H107		H106		Change
	S\$ M	%	S\$ M	%	%
Container Shipping	240.9	87	313.1	92	(23.1)
Industrial Shipping	31.5	11	23.7	7	32.9
Group*	278.3	100	341.5	100	(18.5)

* 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)

	H107		H106		Change
	S\$ M	%	S\$ M	%	%
Container Shipping	8.7	61	14.5	79	(40.0)
Industrial Shipping	5.3	37	3.2	17	65.6
Group*	14.3	100	18.4	100	(22.3)

* Group includes "Logistics & Others"



Performance Review

- **Container Shipping**



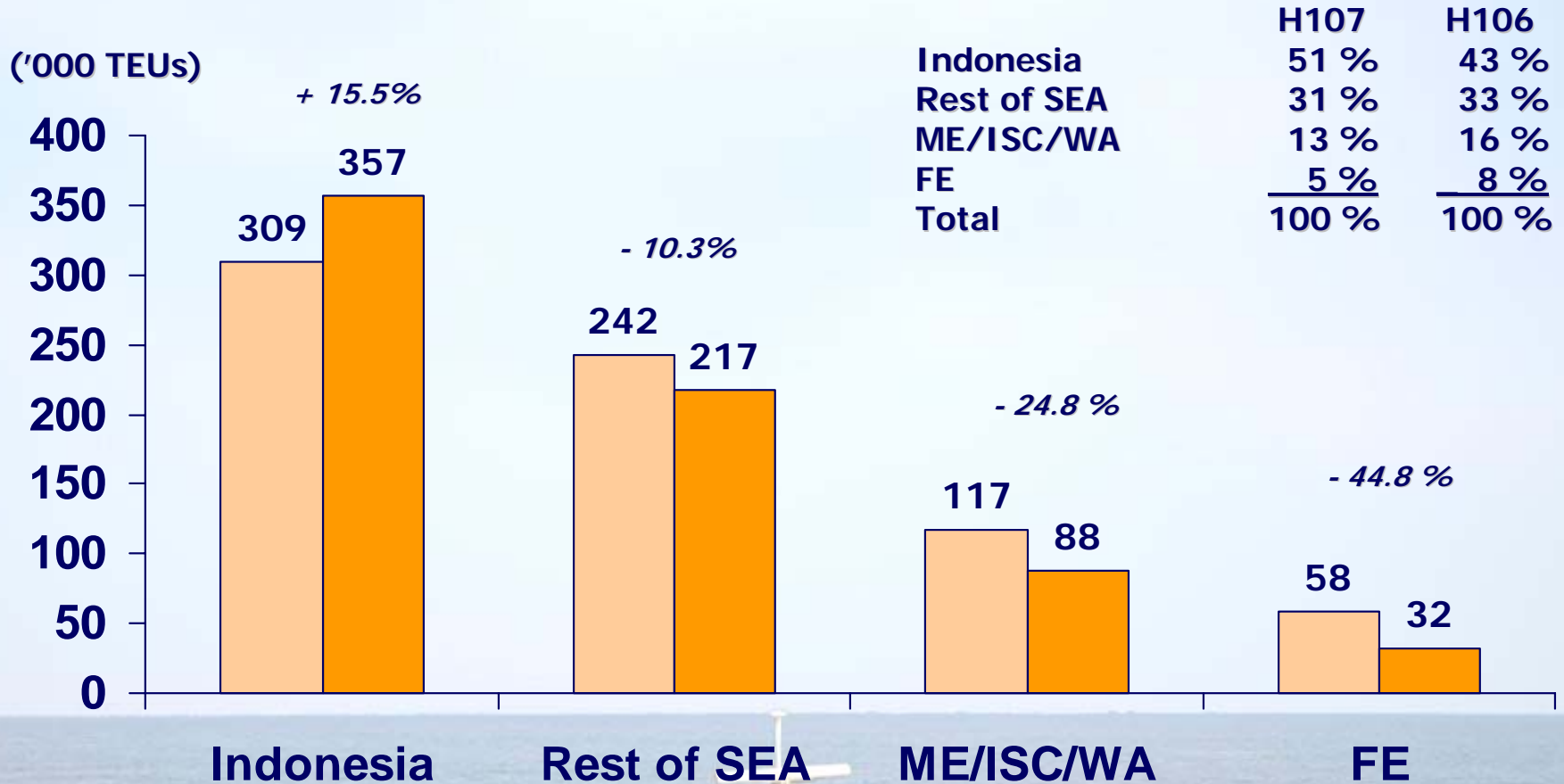
Volume

	H107		H106*		Growth
	'000 TEUS	%	'000 TEUS	%	%
SOC	555	80	556	77	(0.2)
COC	139	20	170	23	(18.2)
Total	694	100	726	100	(4.4)

* H106 figures are restated to include inter-island container shipping business volume



Volume by Geographical Region



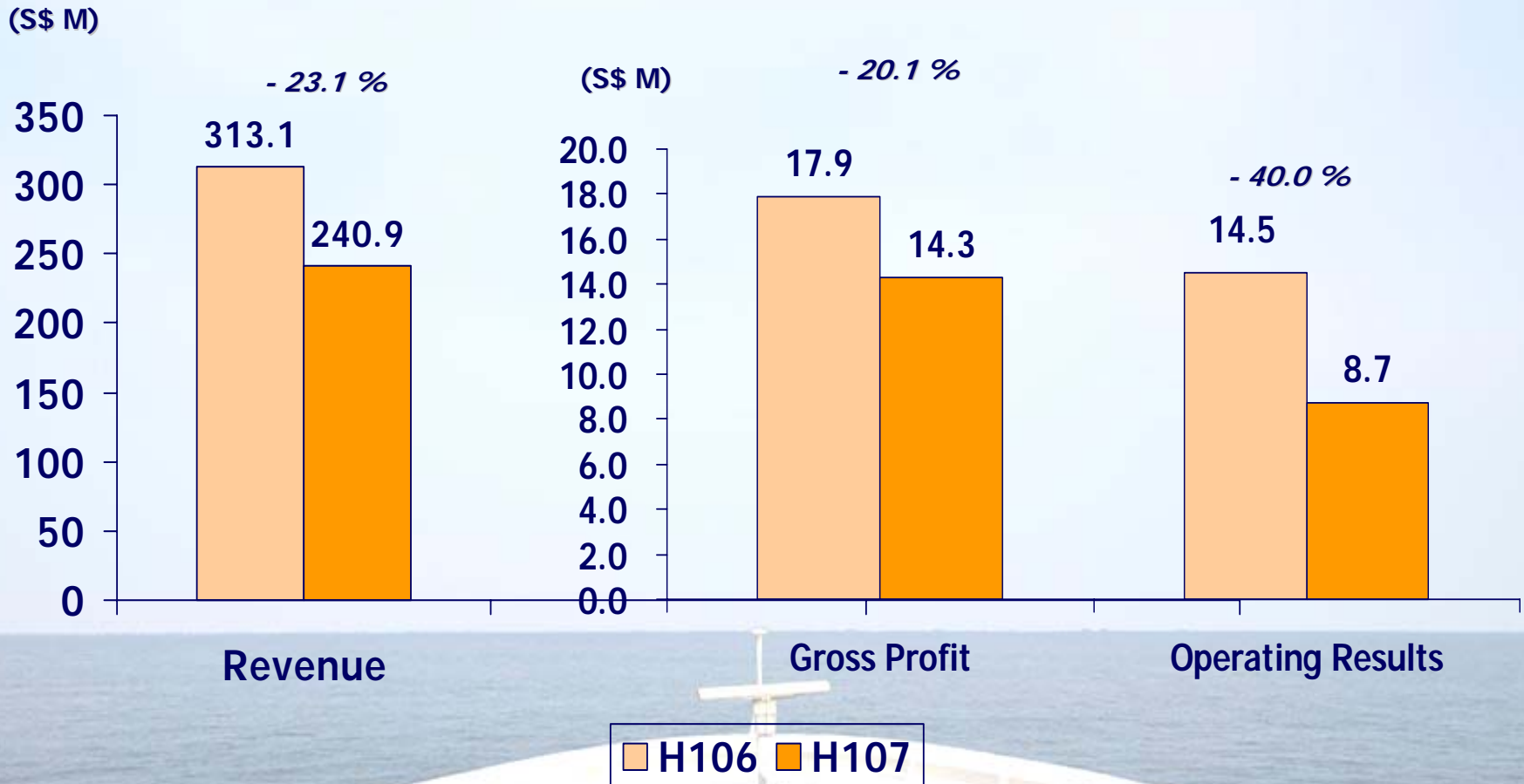
	H107	H106
Indonesia	51 %	43 %
Rest of SEA	31 %	33 %
ME/ISC/WA	13 %	16 %
FE	<u>5 %</u>	<u>8 %</u>
Total	100 %	100 %

SEA: Southeast Asia FE : Far East ME : Middle East H106 H107
 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)



Performance Review

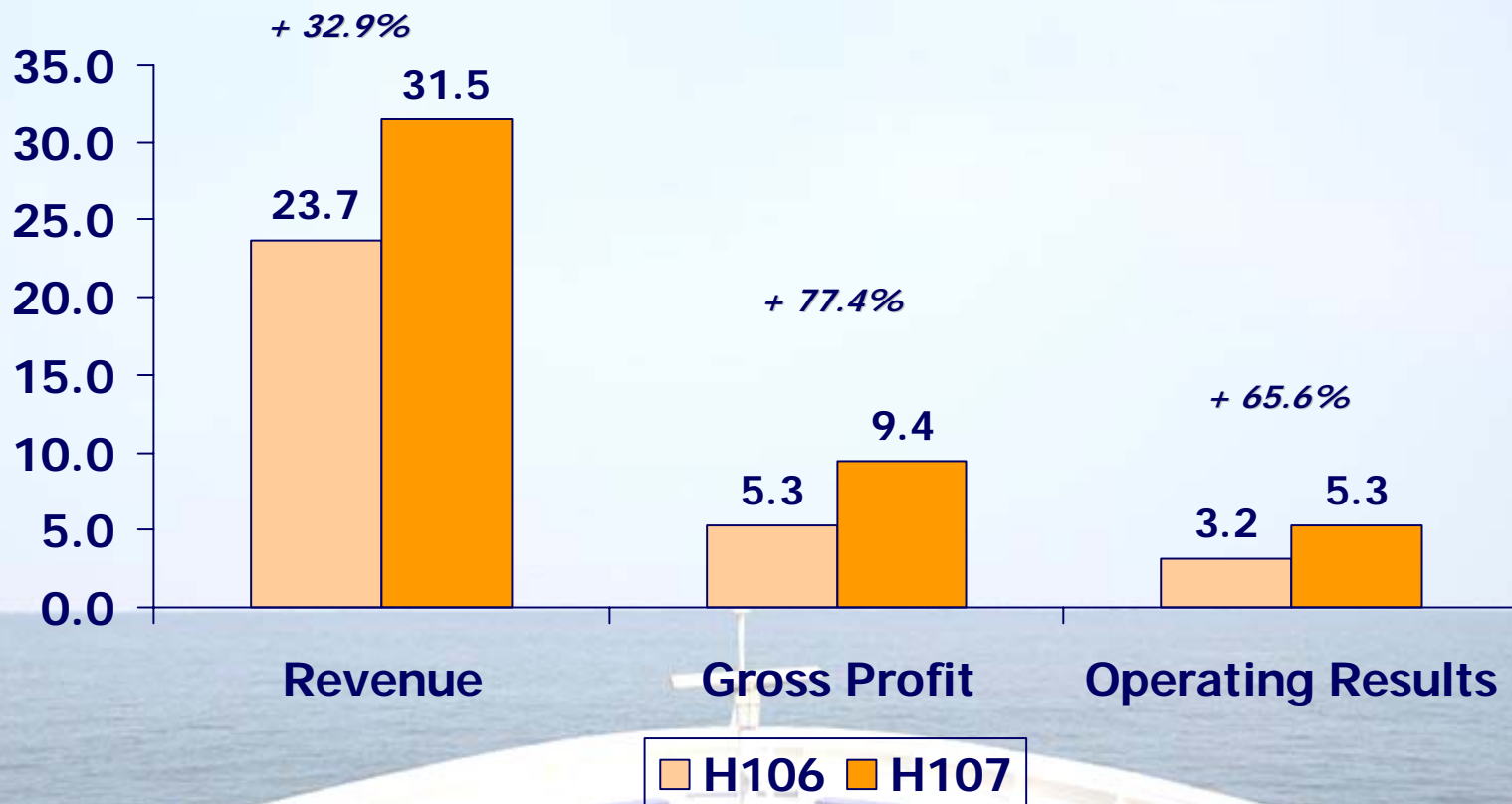
- **Industrial Shipping**



Industrial Shipping - Operating Results

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

(S\$ M)



Updates & Plans

Container Shipping

Revenues & Costs

- Exchange rate of USD against SGD affects the Group's revenue
- The Group is implementing freight rate restoration in most part of its network
- Since bunker price is very volatile at the moment, the Group shall take other measure to address further increases in bunker price

Services

- The termination of CIX service and less ship deployment in CSI service has affected the container volume.
- Discontinuation of some services in inter-island container business in Indonesia (inter-island business) due to loss making operation
- Reductions of capacity in some services in inter-island business to improve its vessel utilization
- Introductions of new Singapore-Chittagong service in H1 2007



Updates & Plans

(continued)

Industrial Shipping

- **The addition of two chemical tankers in H206 will give full year impact in 2007**
- **The Group continues to explore investments opportunities in dry bulk, cement carriers as well as product/chemical tankers**





Thank You

