



SAMUDERA SHIPPING LINE LTD

Investors and Analysts Briefing

31st October 2007

***Review of
3rd Quarter of 2007***



AGENDA

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



Financial Performance

Q3 2007 versus Q3 2006



Financial Highlights – Q3 2007

| <u>(S\$ M)</u> | <u>Q307</u> | <u>Q306</u> | <u>%</u> |
|------------------------------------|--------------------|--------------------|-----------------|
| Revenue | 149.0 | 164.4 | (9.4) |
| Profit from operation [#] | 12.9 | 4.6 | n.m. |
| Interest inc/(exp) | (0.9) | (0.6) | 50.0 |
| Operating Results ^{##} | 12.3 | 4.2 | n.m. |
| Forex Gain/(Loss) [*] | (1.6) | (0.5) | n.m. |
| Net Profit ^{**} | 10.2 | 3.9 | n.m. |

[#] 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 Q307 & Q306: 1.50 & 1.59;

For P&L purpose, average exchange rate during Q307 & Q306: 1.52 & 1.58

^{**} Net of Minority Interests



Financial Highlights – Q3 2007

(continued)

| | <u>Q307</u> | <u>Q306</u> | <u>%</u> |
|---|--------------------|--------------------|-----------------|
| Operating Margin | 8.25 % | 2.58 % | n.m. |
| (before Tax, Foreign Exchange Gain/Loss, Gain on Asset disposal and Share of Associated Company results) | | | |
| EPS (c)* | 1.89 | 0.73 | n.m. |
| | <u>Q307</u> | <u>FY06</u> | |
| NAV p.s. (c)** | 57.85 | 55.06 | 5.1 |

* EPS for Q3 2006 and Q3 2007 are calculated based on the number of issued ordinary shares of 539,131,199

** NAV as at end of Q3 2007 and FY 2006 are calculated based on the number of issued ordinary shares of 539,131,199.



Revenue by Business Activity

| | Q307 | | Q306 | | Change |
|---------------------|-------|-----|-------|-----|--------|
| | S\$ M | % | S\$ M | % | % |
| Container Shipping | 130.4 | 88 | 147.1 | 89 | (11.4) |
| Industrial Shipping | 15.9 | 11 | 14.5 | 9 | 9.7 |
| Group* | 149.0 | 100 | 164.4 | 100 | (9.4) |

* 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)

| | Q307 | | Q306 | | Change |
|----------------------------|-------------|------------|------------|------------|-------------|
| | S\$ M | % | S\$ M | % | % |
| Container Shipping | 9.6 | 78 | 2.0 | 48 | n.m. |
| Industrial Shipping | 2.4 | 20 | 1.8 | 43 | 33.3 |
| Group* | 12.3 | 100 | 4.2 | 100 | n.m. |

* Group includes "Logistics & Others"



Performance Review

- **Container Shipping**



Volume

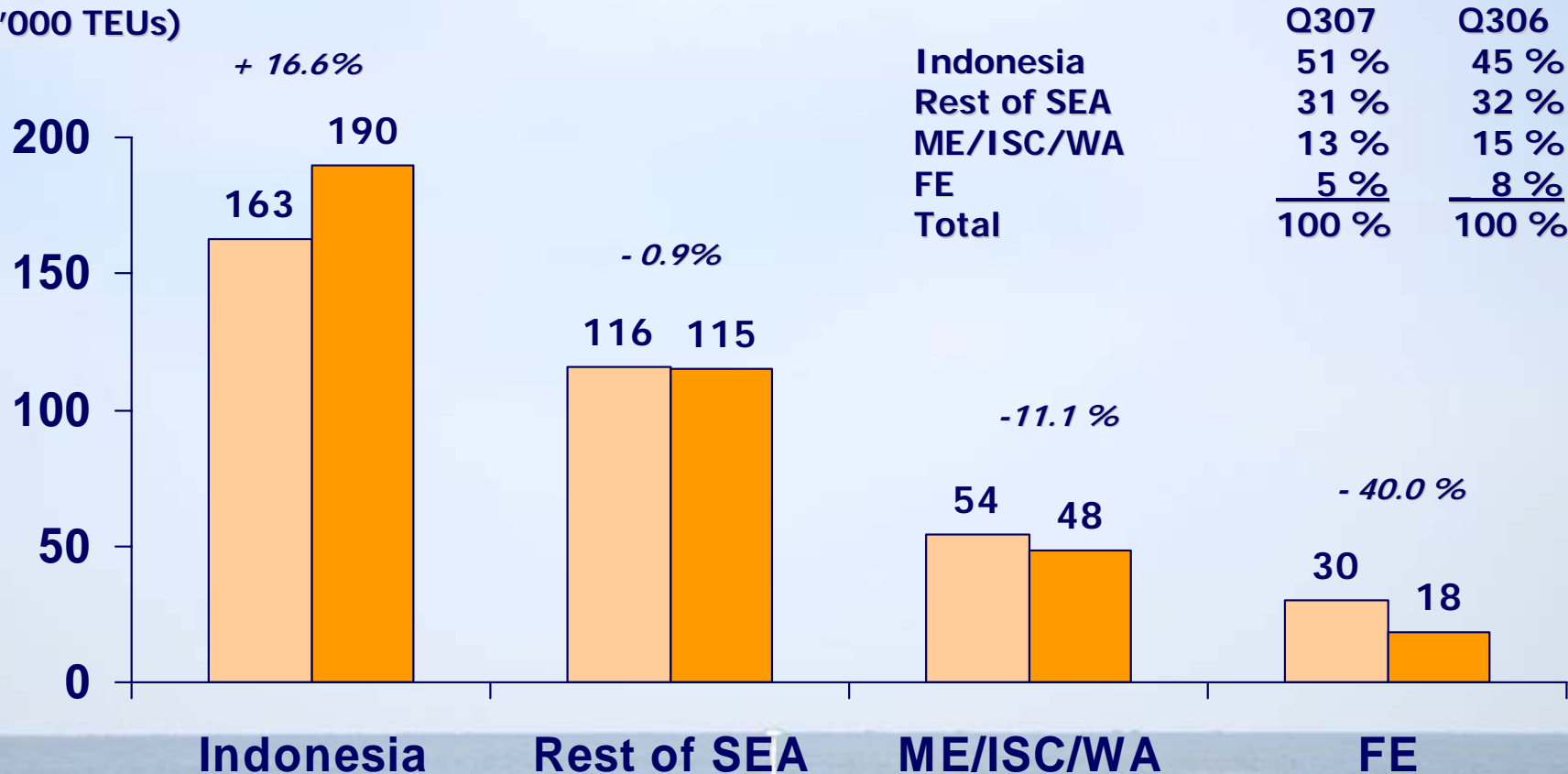
| | Q307 | | Q306* | | Growth |
|--------------|------------|------------|------------|------------|---------------|
| | '000 TEUS | % | '000 TEUS | % | % |
| SOC | 297 | 80 | 279 | 77 | 6.5 |
| COC | 74 | 20 | 84 | 23 | (11.9) |
| Total | 371 | 100 | 363 | 100 | 2.2 |

* Q306 figures are restated to include inter-island container shipping business volume



Volume by Geographical Region

('000 TEUs)



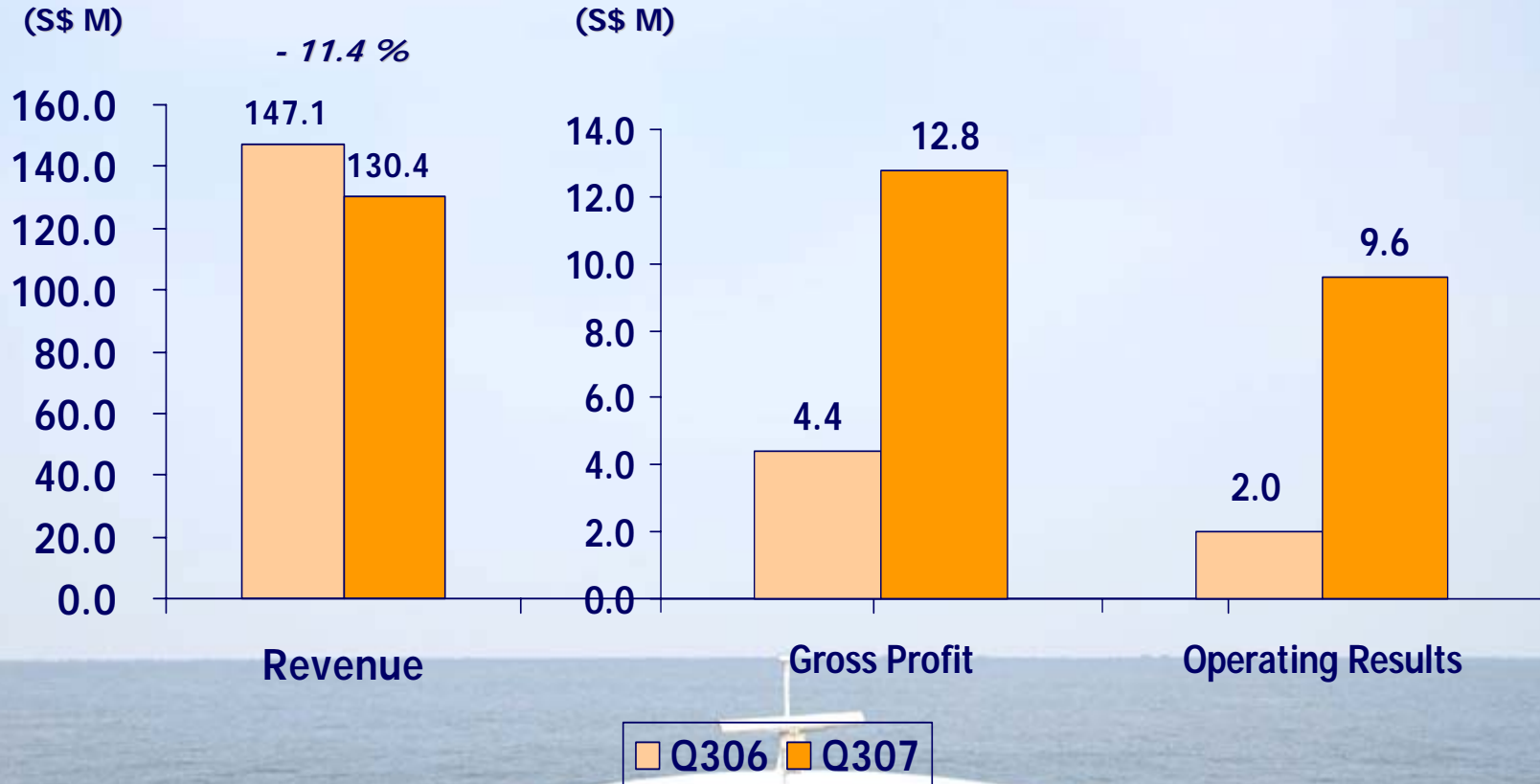
| | Q307 | Q306 |
|-------------|------------|------------|
| Indonesia | 51 % | 45 % |
| Rest of SEA | 31 % | 32 % |
| ME/ISC/WA | 13 % | 15 % |
| FE | <u>5 %</u> | <u>8 %</u> |
| Total | 100 % | 100 % |

SEA : Southeast Asia FE : Far East ME : Middle East Q306 Q307
 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

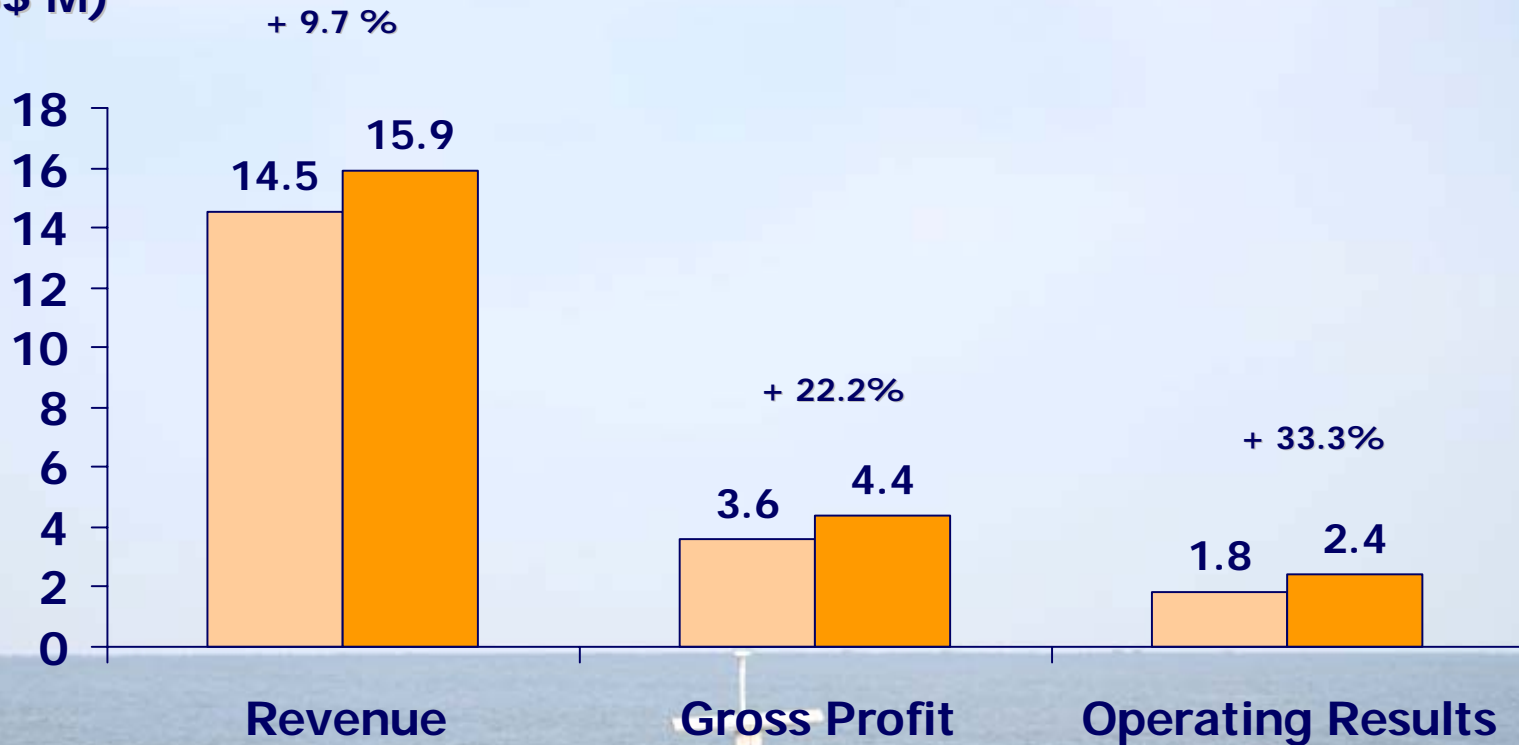
- **Industrial Shipping**



Industrial Shipping - Operating Results

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

(S\$ M)



Q306 Q307



Financial Performance

***9-Month Results,
2007 versus 2006***



Financial Highlights – YTD 2007

| <u>(S\$ M)</u> | <u>9M07</u> | <u>9M06</u> | <u>%</u> |
|--|--------------------|--------------------|-----------------|
| Revenue | 427.3 | 505.9 | (15.5) |
| Profit from operation[#] | 28.5 | 21.7 | 31.3 |
| Interest, net | (2.2) | 0.6 | n.m. |
| Operating Results^{##} | 26.5 | 22.7 | 16.7 |
| Forex Gain/(Loss)[*] | (1.3) | (7.3) | (82.2) |
| Net Profit^{**} | 23.7 | 14.1 | 68.1 |

[#] 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 9M07 & 9M06: 1.50 & 1.59;

For P&L purpose, average exchange rate during 9M07 & 9M06: 1.53 & 1.61

^{**} Net of Minority Interests



Financial Highlights – YTD 2007

(continued)

| | <u>9M07</u> | <u>9M06</u> | <u>%</u> |
|---|--------------------|--------------------|-----------------|
| Operating Margin | 6.21 % | 4.48 % | 38.6 |
| (before Tax, Foreign Exchange Gain/Loss, Gain on Asset disposal and Share of Associated Company results) | | | |
| EPS (c)* | 4.40 | 2.61 | 68.6 |
| | <u>9M07</u> | <u>FY06</u> | |
| NAV p.s. (c)** | 57.85 | 55.06 | 5.1 |

* EPS for 9M 2006 and 2007 are calculated based on the number of issued ordinary shares of 539,131,199

** NAV as at end of 9M 2007 and FY 2006 are calculated based on the number of issued ordinary shares of 539,131,199.



Revenue by Business Activity

| | 9M07 | | 9M06 | | Change |
|---------------------|-------|-----|-------|-----|--------|
| | S\$ M | % | S\$ M | % | % |
| Container Shipping | 371.3 | 87 | 460.3 | 91 | (19.3) |
| Industrial Shipping | 47.4 | 11 | 38.2 | 8 | 24.1 |
| Group* | 427.3 | 100 | 505.9 | 100 | (15.5) |

* 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)

| | 9M07 | | 9M06 | | Change |
|----------------------------|-------------|------------|-------------|------------|-------------|
| | S\$ M | % | S\$ M | % | % |
| Container Shipping | 18.3 | 69 | 16.5 | 73 | 10.9 |
| Industrial Shipping | 7.8 | 29 | 5.0 | 22 | 56.0 |
| Group* | 26.5 | 100 | 22.7 | 100 | 16.7 |

* Group includes "Logistics & Others"



Performance Review

- **Container Shipping**

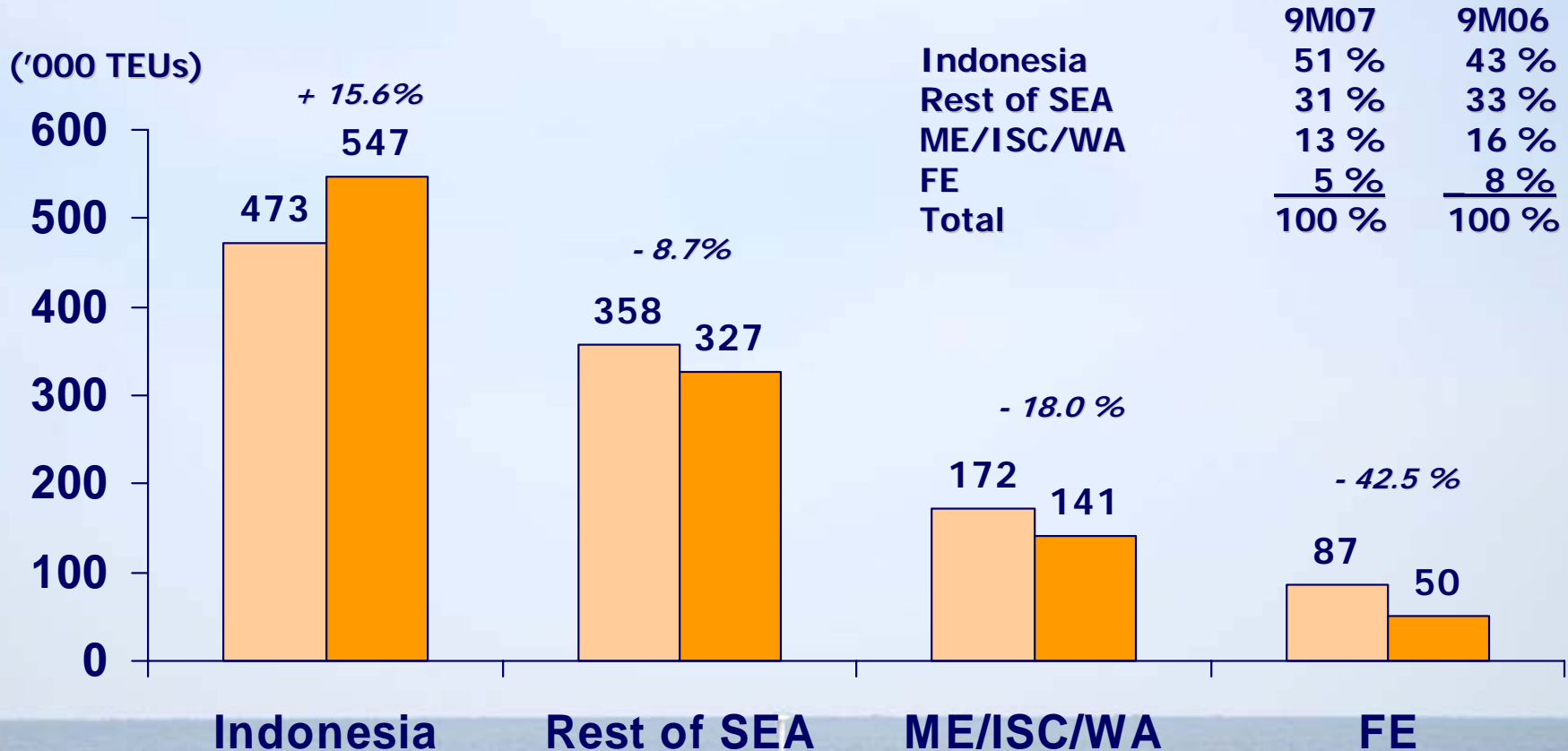


Volume

| | 9M07 | | 9M06 | | Growth |
|--------------|--------------|------------|--------------|------------|---------------|
| | '000 TEUS | % | '000 TEUS | % | % |
| SOC | 852 | 80 | 835 | 77 | 2.0 |
| COC | 213 | 20 | 255 | 23 | (16.5) |
| Total | 1,065 | 100 | 1,090 | 100 | (2.3) |



Volume by Geographical Region



| | 9M07 | 9M06 |
|-------------|------------|------------|
| 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 9M06 9M07
 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)



9M06 9M07



Performance Review

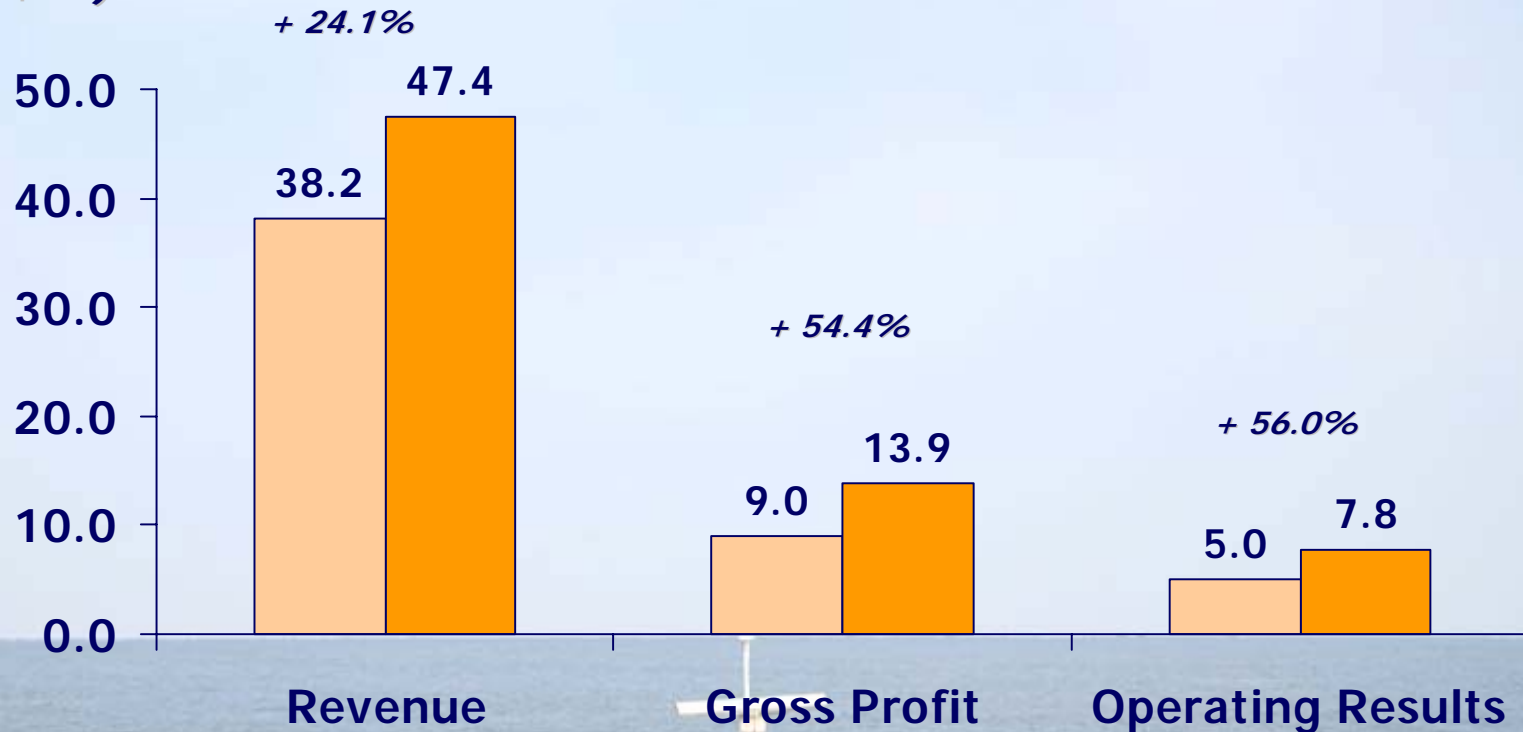
Industrial Shipping



Industrial Shipping - Operating Results

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

(S\$ M)



9M06 9M07



Updates & Plans

Container Shipping

Revenues & Costs

- **USD depreciates against SGD and expected to continue**
- **Bunker price is increasing and the Group takes measure to address the increase**
- **Charter hire rates are expected to stay firm**
- **The Group continues to implement rate restoration in its network**



Updates & Plans

(continued)

Container Shipping

Services

- **The Group entered into an agreement to purchase 2 x 1740-TEUs container vessels in September'07 with expected delivery in Q4 2008**
- **The Group will take delivery of 2 vessels under long-term time charter (LTTC) with capacity of 1060-TEUs and 1700-TEUs respectively in H1 2008**

2 vessels of 1060-TEUs each and 1 vessel of 1700-TEUs under LTTC will be delivered in H2 2008



Updates & Plans

(continued)

Industrial Shipping

- **LNG vessel in which the Group holds 25% stake expected to commence operation in November 2008**
- **Pursuing long-term marine off-shore services opportunity in relation to BP Tangguh LNG terminal in Indonesia**

Others

- **The Group established a new subsidiary in Vietnam which became operational since September in Ho Chi Minh**
- **Two new offices located in Kolkata and Chennai have begun operation in October 2007**





Thank You

