







### **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

### **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



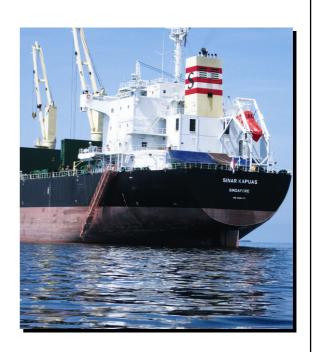
### **Indonesia Domestic Container Shipping**

- 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 outlaying ports in Sumatra,
   Kalimantan and Sulawesi islands
- Capitalizes on extensive network and wide customer base of parent group, Samudera Indonesia



### **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









### 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



### **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





# Segmental Results

	Regional*	<u>Indonesia</u> <u>Domestic</u>	Bulk Carrier, Offshore & Tanker	Group
Revenue	5.5%	9.0%	12.6%	3.0%
<u>Cost</u>	5.5%	21.5%	12.6%	4.7%
PBT (US\$'000)	US\$ 821	US\$3,406	US\$3,066	US\$7,293
	14.4%	62.5%	26.8%	49.2%
Total Assets (US\$'000)	US\$244,097	US\$27,239	US\$212,046	US\$483,382
(034 000)	1.3%	7.2%	8.8%	3.1%

<sup>\*</sup>Includes contribution from forwarding and agency business



### **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



### **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





- evaluate alternatives to enter into other business segments



- 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