



**SAMUDERA SHIPPING**

# Ready to Adapt

**2020 Annual General Meeting  
Samudera Shipping Line Ltd  
25 June 2020**



Ready to  
Adapt



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# Agenda

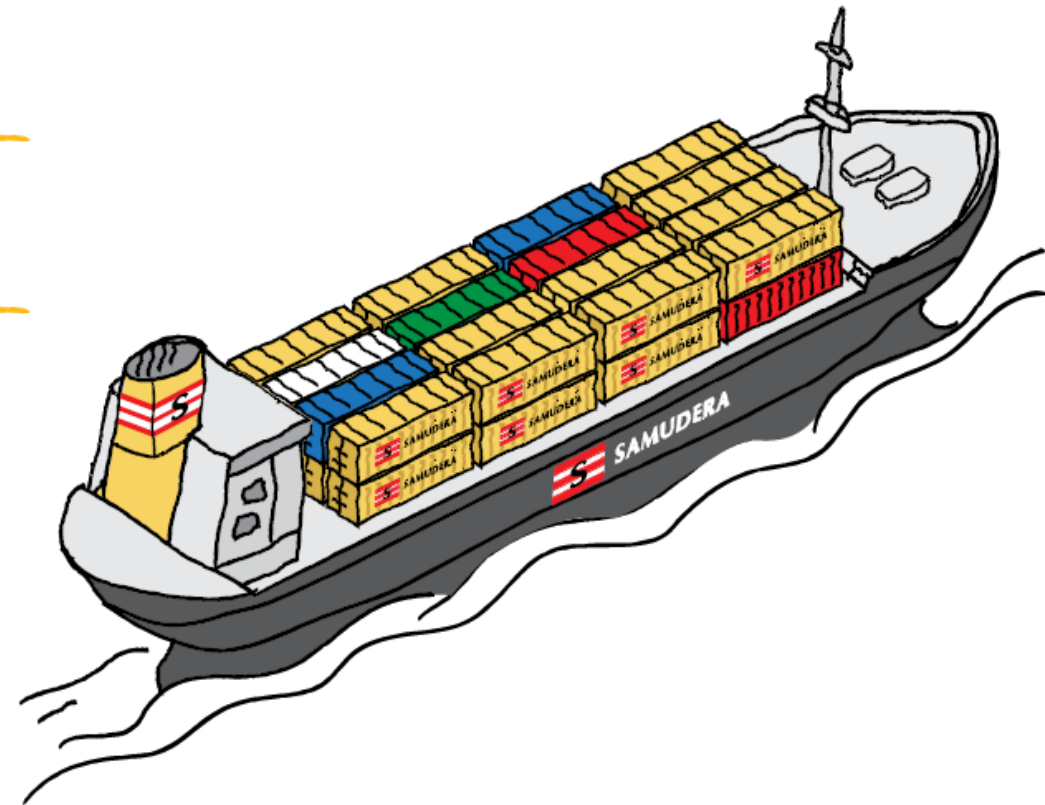
## 1. Our Team

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## 2. Performance Review

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## 3. Operations Review





## Board of Directors



# Senior Management

**Thomas Lee  
Thuan Aun**  
Deputy Director,  
Trade



**Tan Meng Toon**  
Executive Director,  
Commercial



**Hermawan F.  
Herman**  
Executive  
Director, Finance



**Asmari Herry P.**  
Executive Director  
and CEO



**Trisnadi Sukur  
Muslim Mulia**  
Deputy Director,  
Commercial



# Agenda

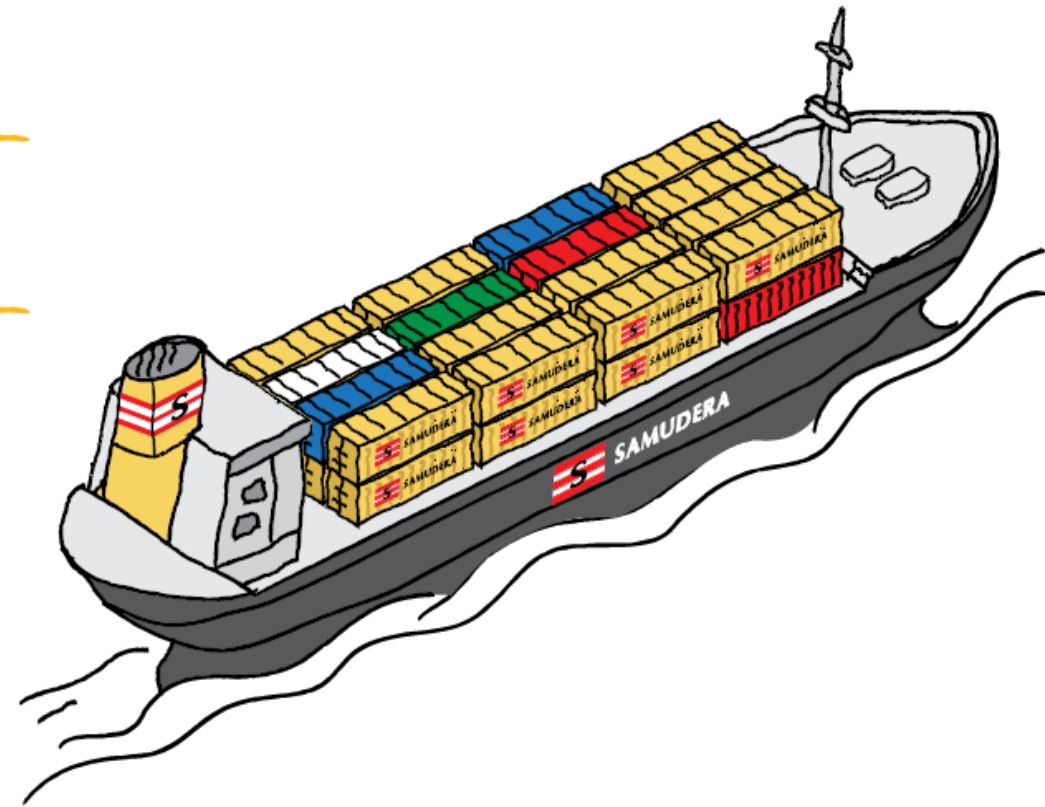
1. Our Team

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**2. Performance Review**

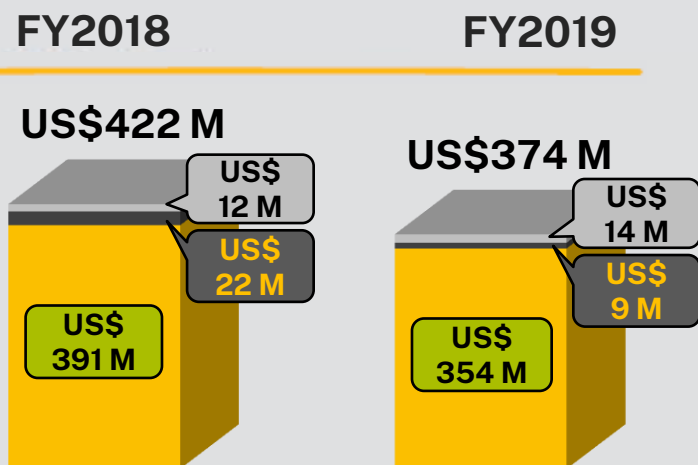
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3. Operations Review

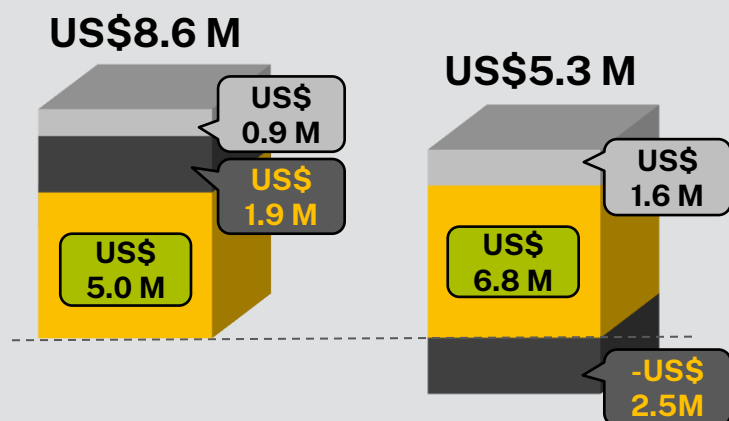


# Performance Review

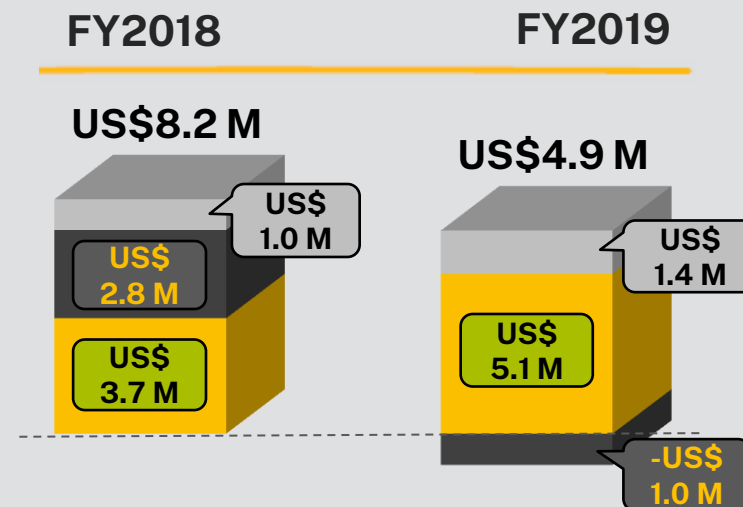
## Segmental Revenue



## Operating Income



## Profit Before Tax



## Container Volume Carried

**1.4 M**  
TEUs

**1.2 M**  
TEUs

## Avg. Bulk & Tanker Employment Days

**333**  
days

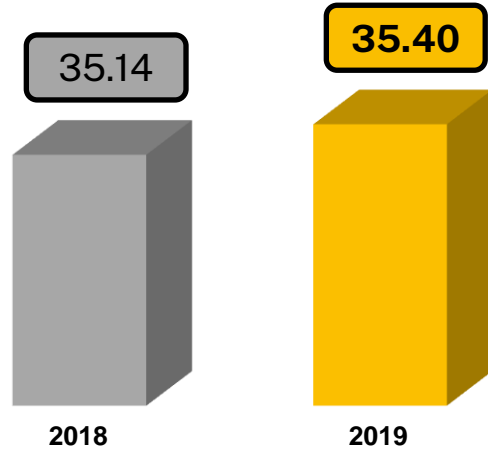
**320**  
days

\*Group figures after consolidation elimination

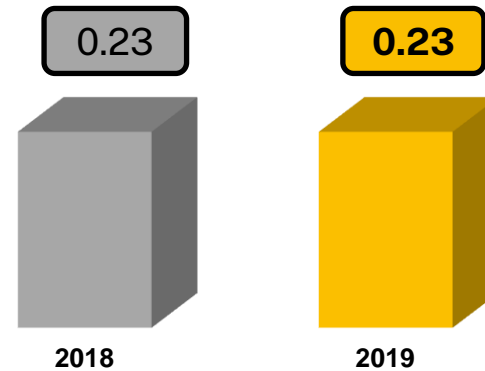
■ Container Shipping    
 ■ Bulk & Tanker    
 ■ Logistics & Others

# Financial Snapshots

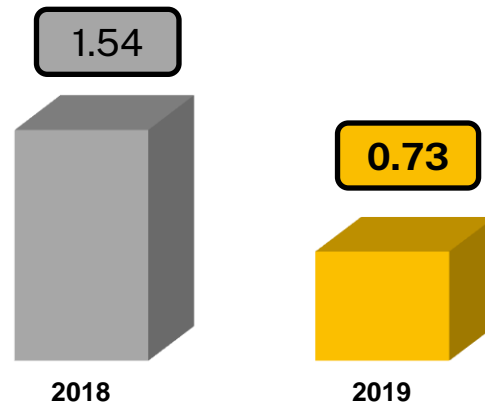
### NTA per Share (US cents)



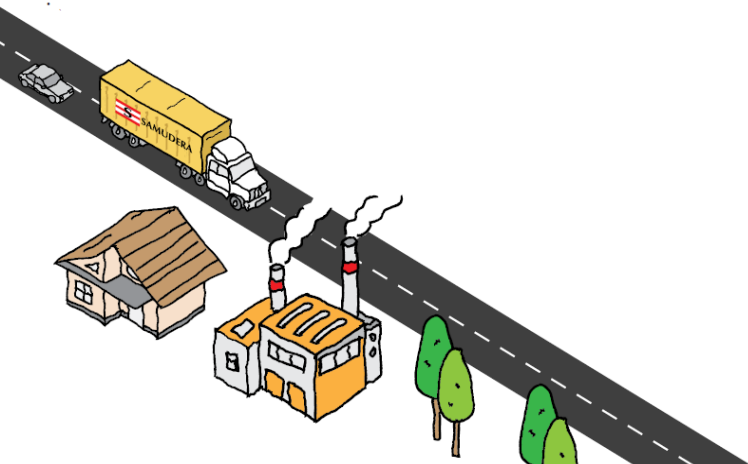
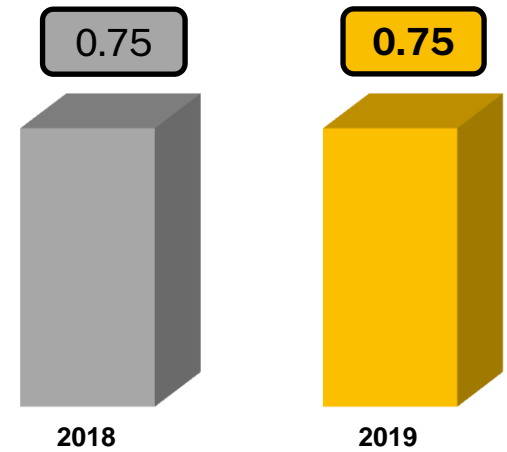
### Gearing Ratio (times)



### Earning per Share (US cents)



### Dividend per Share (SG cents)





# Agenda

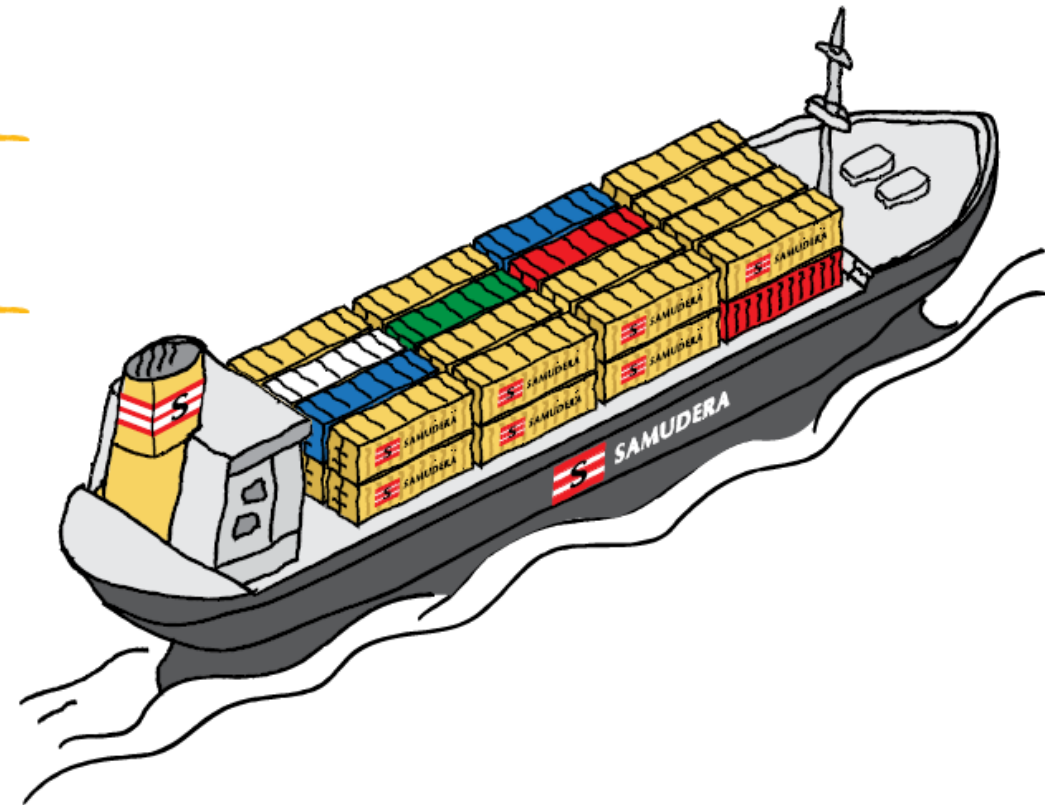
1. Our Team

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2. Performance Review

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**3. Operations Review**



## Operations Overview

### Container Shipping

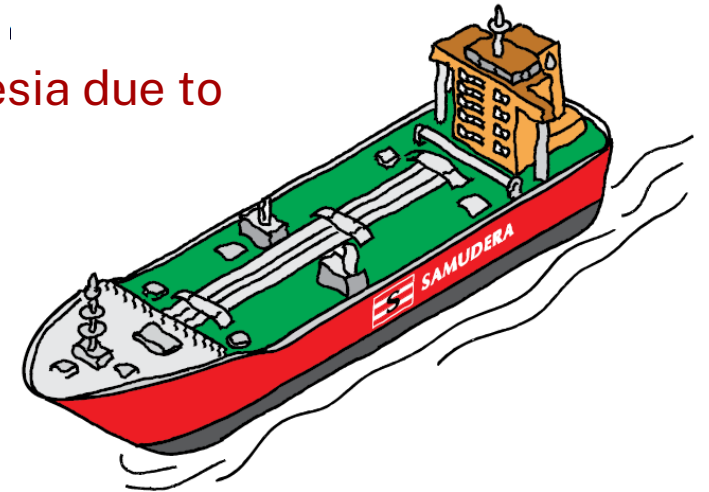
- Performed asset-light strategy
  - > strong collaborations with our customers and partners for slot and other arrangements
  - > flexible vessel deployment
- Improvement in operations management, more efficient in vessel operation and better equipment (container) management
  - Weaker global growth and shipping demand due to trade war between China and the US
  - Lower container volume handled (FY19: 1.2M TEUs vs FY18: 1.4M TEUs)



## Operations Overview

### Bulk & Tanker Shipping

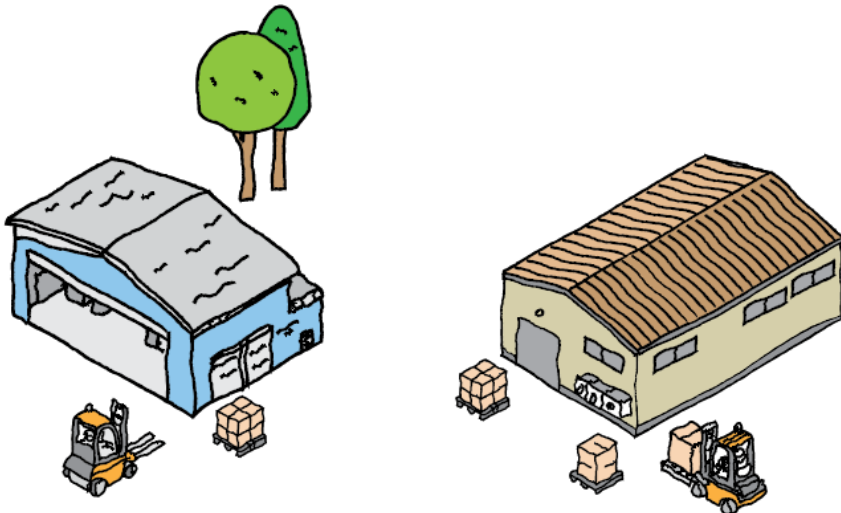
- Two bulk carrier vessels were disposed in Sept 2019
- Tanker fleet
  - > 2019: 3 vessels, 1,050 employment days
  - > 2018: 4 vessels, 1,395 employment days
- Existing tanker fleet remained gainfully employed
- Our LNG shipping business continued to contribute positively
- Discontinuation of ship management and operation service in Indonesia due to contract expiration
- Vessel impairment of USD2.4 million



## Operations Overview

### Logistics & Others

- Our warehouse (both covered and open yard) in Port Klang Free Zone, Malaysia was fully utilised to store mining products and oil & gas cargoes, and contributed positively to our performance
- Started to provide ISO tank handling services to direct customer in the 2<sup>nd</sup> half of 2019
- Additional agency activities in India and UAE
- Potential growth in logistics services in the region



## Going Forward

### General Impact of COVID-19

- **Reduction in trade activity**
  - > Lower production and manufacturing volumes across all industries due to internal movement restrictions imposed by various countries
  - > Export limits imposed on goods by various governments to sufficient supply for domestic consumption
- **Disruptions to supply chain system**
  - > Border closures and lockdown policy limiting movement of goods, especially in China, India, and Bangladesh
- **Expected reduction in productivity**
  - > of workers in across regional ports and logistic networks in view of safe distancing requirements, movement restrictions and/or quarantine measures
  - > of workers across various industries as businesses suffer from the secondary effects of measures implemented to contain the outbreak



## Going Forward

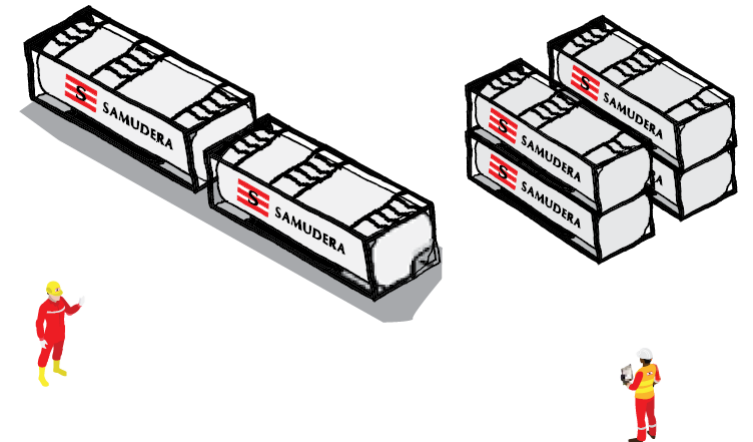
### Impact of COVID-19 on Samudera

- **Lower demand for regional container services** across all markets
  - > reduced trade activity and decreased production volumes
  - > longer lead time required for demand recovery with new normal
  - > reduction in number of vessels deployed and slots operated on services to some ports, including **Kolkata, Chittagong and Yangon**
- **Higher cost of operations**
  - > longer vessel turnaround times arising from port congestions
  - > following the need to implement safe distancing and other safety measures to reduce local spread of COVID-19 (at shores & on-board)



## Going Forward Ready to Adapt

- Continue **asset-light strategy**
- Remain **nimble and responsive** to evolving COVID-19 and industry developments
- **Enhance income streams** by:
  - > maintaining win-win partnerships with other regional players and MLOs to upsize capacity
  - > expanding specialised cargo services, i.e. ISO tank business
  - > building up presence in the Indonesia domestic bulk & tanker sector
  - > expanding on-shore logistics business
- Progressively rejuvenate our fleet
- Leverage **technology and digitalisation** to improve operational efficiency and productivity, as well as to enhance network security





[samudera.id/ssl](http://samudera.id/ssl)

