



SAMUDERA SHIPPING LINE LTD

Investors and Analysts Briefing

7th May 2007

***Review of
1st Quarter 2007***

AGENDA

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

Financial Performance

Q1 2007 versus Q1 2006

Financial Highlights – Q1 2007

| <u>(S\$ M)</u> | <u>Q107</u> | <u>Q106</u> | <u>%</u> |
|------------------------------------|-------------|-------------|----------|
| Revenue | 139.3 | 172.7 | (19.3) |
| Profit from operation [#] | 10.4 | 10.1 | 3.0 |
| Interest, net | (0.8) | 0.5 | n.m. |
| Operating Results ^{##} | 9.7 | 11.0 | (11.8) |
| Forex Loss [*] | (1.2) | (3.7) | (67.6) |
| Net Profit ^{**} | 8.0 | 6.6 | 21.2 |

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 Q107 & Q106: 1.52 & 1.62;

For P&L purpose, average exchange rate during Q107 & Q106: 1.54 & 1.64

** Net of Minority Interests

Financial Highlights – Q1 2007

(continued)

| | <u>Q107</u> | <u>Q106</u> | <u>%</u> |
|---|---------------|---------------|-------------|
| Operating Margin | 6.94 % | 6.40 % | 8.4 |
| <i>(before Tax, Foreign Exchange Gain/Loss, Gain on Asset disposal and Share of Associated Company results)</i> | | | |
| EPS (c) * | 1.48 | 1.22 | 21.3 |
| | <u>Q107</u> | <u>FY06</u> | |
| NAV p.s. (c) ** | 56.28 | 55.06 | 2.2 |

* EPS for Q1 2006 and Q1 2007 are calculated based on the number of ordinary shares of 539,131,199

** NAV as at end of Q1 2007 and FY 2006 are calculated based on the number of issued ordinary shares of 539,131,199.

Revenue by Business Activity

| | Q107 | | Q106 | | Change |
|---------------------|-------|-----|-------|-----|--------|
| | S\$ M | % | S\$ M | % | % |
| Container Shipping | 120.8 | 87 | 159.0 | 92 | (24.0) |
| Industrial Shipping | 15.4 | 11 | 11.5 | 7 | 33.9 |
| Group* | 139.3 | 100 | 172.7 | 100 | (19.3) |

* 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)

| | Q107 | | Q106 | | Change |
|----------------------------|------------|------------|-------------|------------|---------------|
| | S\$ M | % | S\$ M | % | % |
| Container Shipping | 6.8 | 70 | 9.0 | 82 | (24.4) |
| Industrial Shipping | 2.6 | 27 | 1.3 | 12 | 100 |
| Group* | 9.7 | 100 | 11.0 | 100 | (11.8) |

* Group includes "Logistics & Others"

Performance Review

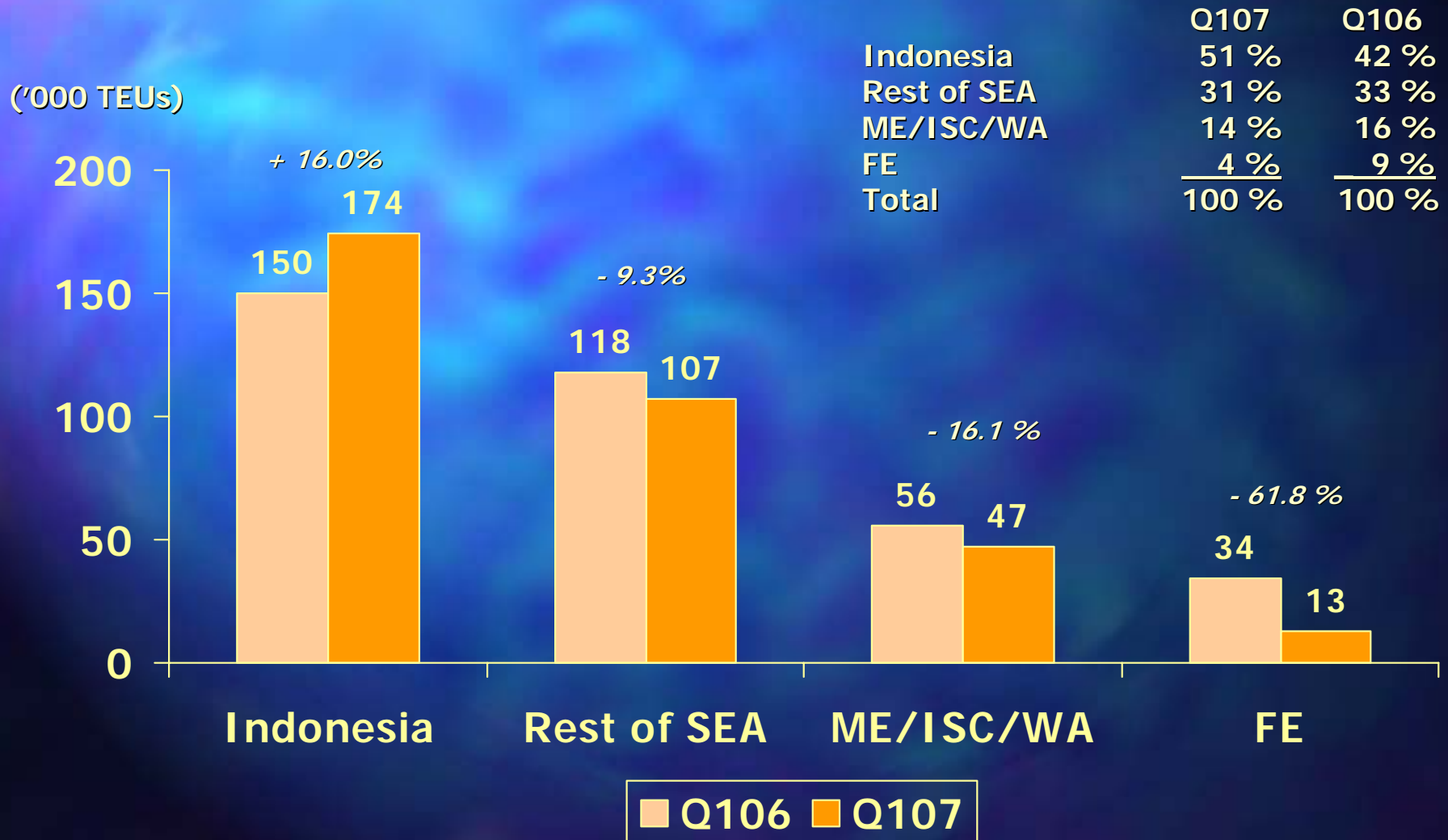
- **Container Shipping**

COC Content & Total Volume

| | Q107 | | Q106* | | Growth |
|--------------|------------|------------|------------|------------|---------------|
| | '000 TEUS | % | '000 TEUS | % | % |
| SOC | 271 | 79 | 273 | 76 | (0.7) |
| COC | 70 | 21 | 85 | 24 | (17.6) |
| Total | 341 | 100 | 358 | 100 | (4.7) |

* Q106 figures are restated to include inter-island container shipping business volume

Volume by Geographical Region



| | Q107 | Q106 |
|-------------|------------|------------|
| Indonesia | 51 % | 42 % |
| Rest of SEA | 31 % | 33 % |
| ME/ISC/WA | 14 % | 16 % |
| FE | <u>4 %</u> | <u>9 %</u> |
| Total | 100 % | 100 % |

Container Shipping - Operating Results

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



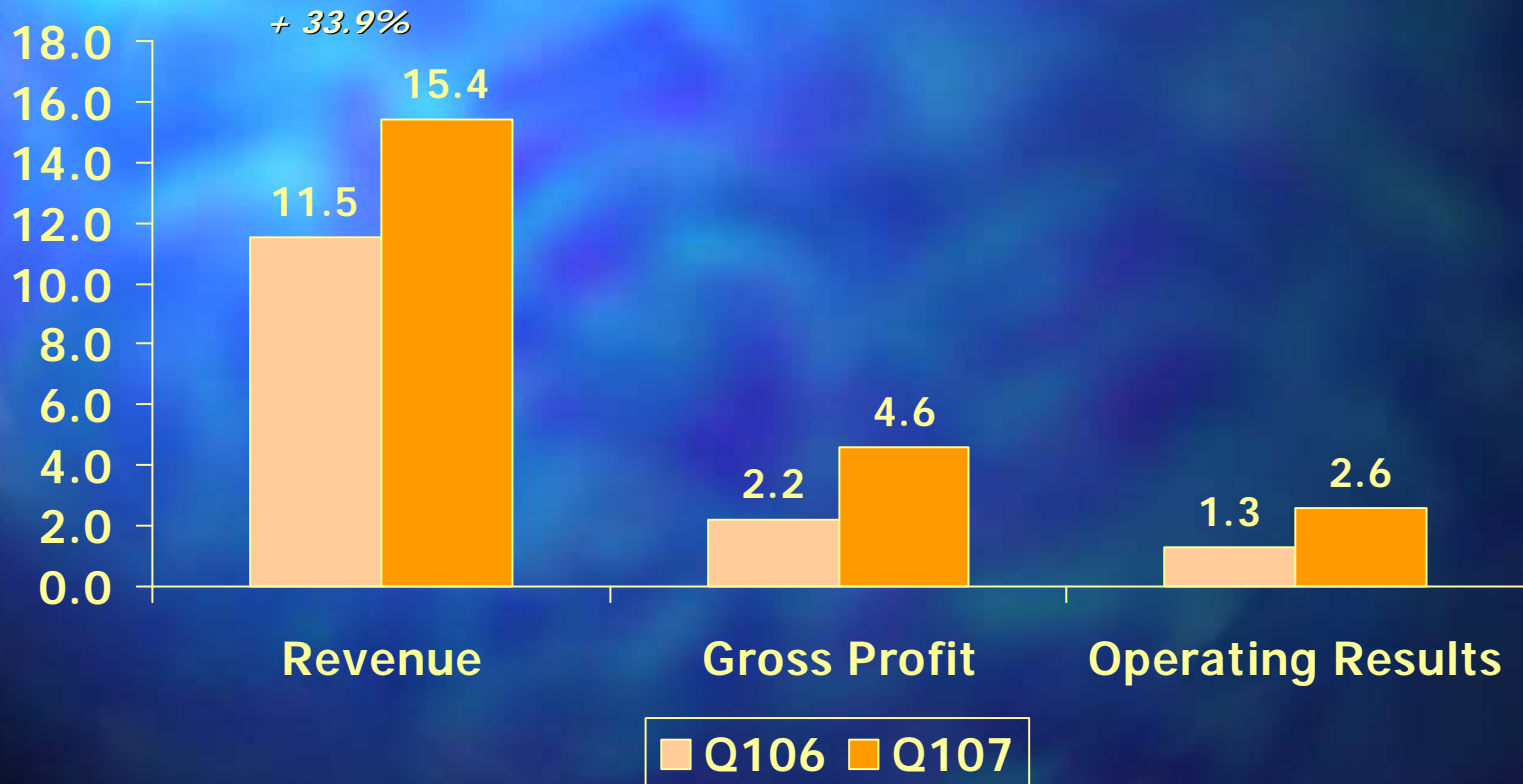
Performance Review

- **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

- Freight rates are expected to remain competitive due to new deliveries of vessels in the shipping industry
- Bunker prices are expected to remain volatile

Services

- Full year positive impact is expected in 2007 from (a) termination of CIX service, (b) reduction of number of vessels deployed in CSI service; both CIX and CSI were loss-making services
- The Group launched its Chittagong Express Service (CGX) in March 2007
- Plans to introduce additional services both in existing networks and other areas

Updates & Plans

(continued)

Container Shipping

Capacity

- 2 new-built container deck-ships were added to the fleet in Q107 for inter-island container shipping in Indonesia

Industrial Shipping

- Full year impact in 2007 from two chemical tankers delivered in Q3 and Q4 2006
- The Group is exploring investment opportunities for new building of dry bulk vessels, product/chemical tankers as well as cement carriers

The Group has available fund for potential investment and continues to explore opportunities in Industrial and Container Shipping businesses

Thank You