

SAMUDERA SHIPPING LINE LTD

ANNUAL GENERAL MEETING

24 April 2014

SAMUDERA SHIPPING LINE LTD



Corporate Overview

Operations Review

Financial Highlights

Outlook & Strategy

SAMUDERA SHIPPING LINE LTD

Corporate Profile

- Provider of efficient and reliable sea transportation solutions:



Container Shipping



Non-Container Shipping

- Container shipping: provides services between Singapore hub port and other spoke ports in Asia
- Non-container shipping: bulk carrier, offshore support, tanker and ship operation management
- Extensive shipping network covering Indonesia and other South East Asia ports, Indian sub-continent, and Far East
- Own offices in Mumbai, Kolkata, Chennai, Bangkok, Klang and Penang

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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 26 vessels, with total capacity of over 27,000 TEUs
- More than 20 service routes, covering over 50 ports in the region



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Non-Container Shipping

- Operates a fleet of 18 chemical, gas and oil tankers, offshore support vessels and dry bulk carriers
- Holds 25% interest in an 145,700 cbm LNG vessel
- Vessels chartered out on time charter, voyage charter and contracts of affreightment (COA)
- Offshore support services comprise harbour tug services and operation management



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Operational Review – 2013 vs 2012

Container Shipping

- ✓ Rationalization of services:
  - ✓ Termination of loss making services: reducing exposure in Far East
  - ✓ Reconfiguration of service routes: Combining China and Karachi services; pendulum services - direct from Jakarta to Ho Chi Minh
  - ✓ Downsizing of operations in Indonesia domestic container shipping

- ✗ Oversupply of vessels in the market
- ✗ Lower freight rates
- ✗ Weakening of currencies in the region against USD (IDR, INR, THB)

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Operational Review – 2013 vs 2012

Non-Container Shipping

- ✗ Sharp decline in supramax charter rates
- ✗ Decline in charter rates of chemical tankers

- ✓ Increase in back-to-back liquid cargo transportation
- ✓ Increase in activity in offshore projects
- ✓ Disposal of non-performing assets

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Operations Review

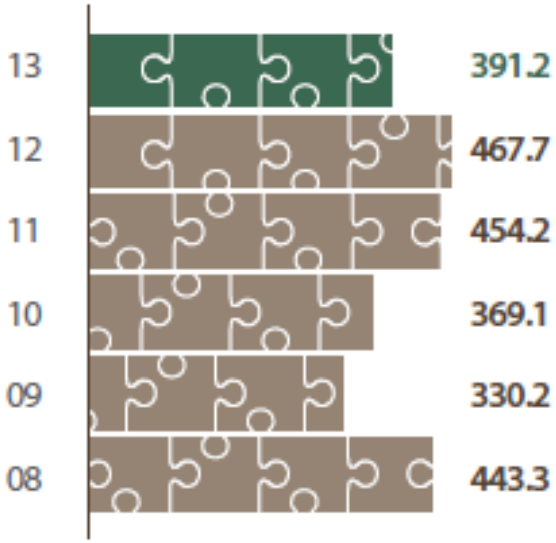
Financial Highlights

Outlook & Strategy

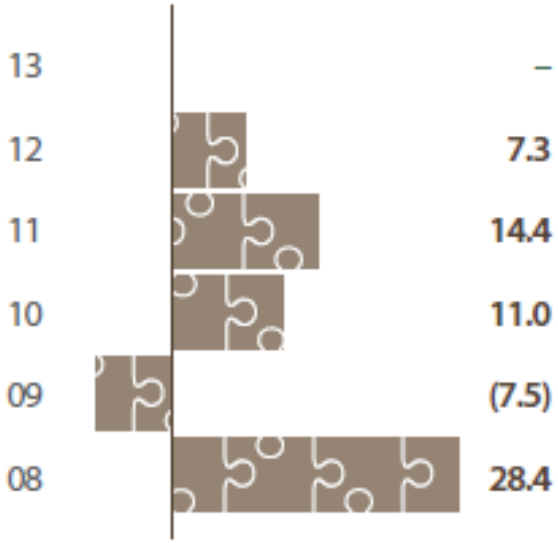
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Financial Highlights

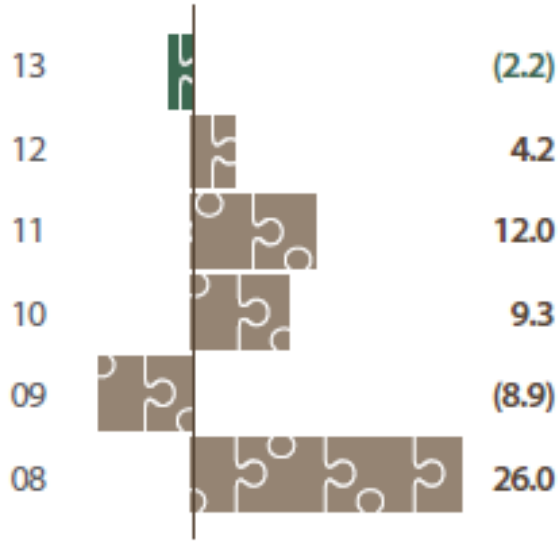
Turnover
(US$M)



Profit/(Loss) Before Tax
(US$M)



Net Profit/(Loss) After Tax & MI
(US$M)



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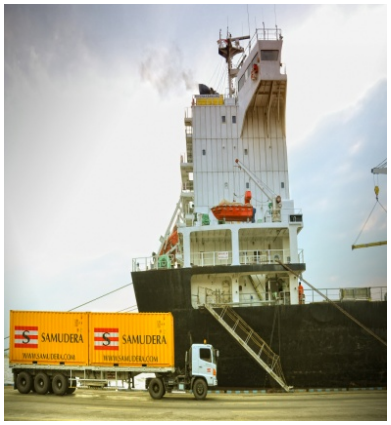
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Outlook - External Operating Conditions

- Slow recovery in world trade activity
- Continued mismatch in the market supply and demand
- Container shipping
  - *vessel oversupply leading to increased competition in the intra-Asia routes*
  - *larger vessels deployed by the main line operators in their services, leading to more feedering requirement*
  - *explore new areas beyond the region*
- Non-Container shipping
  - *improvement in dry bulk charter rates*
  - *limited supply of fuel efficient and environmentally friendly tankers in Indonesia provides an opportunity*
- stricter enforcement of cabotage law in Indonesia limits our expansion of Indonesia-flagged vessels in the current structure

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Going Forward





- Improve asset utilization
- Review our structure in Indonesia to continue participation in domestic shipping
- Dispose of old and inefficient vessels
- Renew container vessel fleet with fuel efficient vessels
- Explore new markets for feeder shipping services beyond the region
- Increase the volume of special cargo (reefer and OOG)

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