
SAMUDERA SHIPPING
Powering
Our Growth
with the
Strengths of Our People
SAMUDERA SHIPPING LINE LTD
AGM 2017

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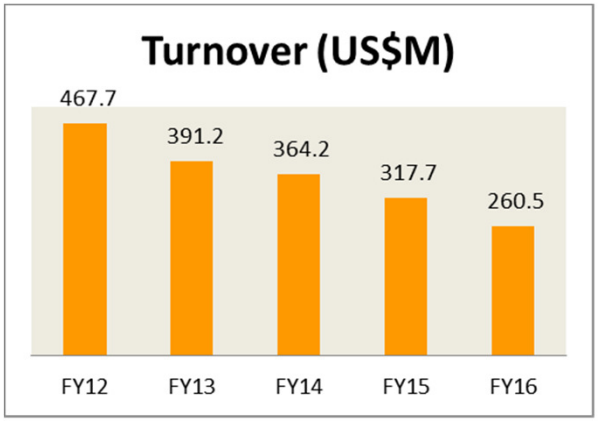
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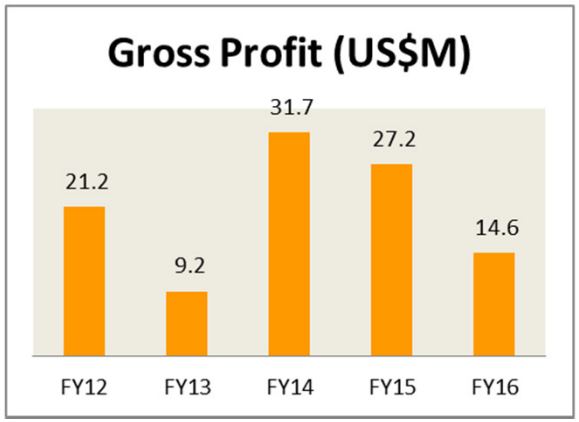


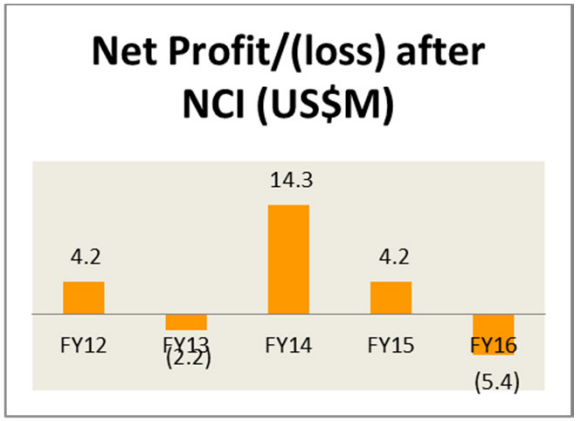
PERFORMANCE HIGHLIGHTS

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FY16 vs. FY15

Lower turnover due to declining freight rates in container shipping; smaller operating fleet of bulk & tankers and depressed charter rates particularly for bulk carrier

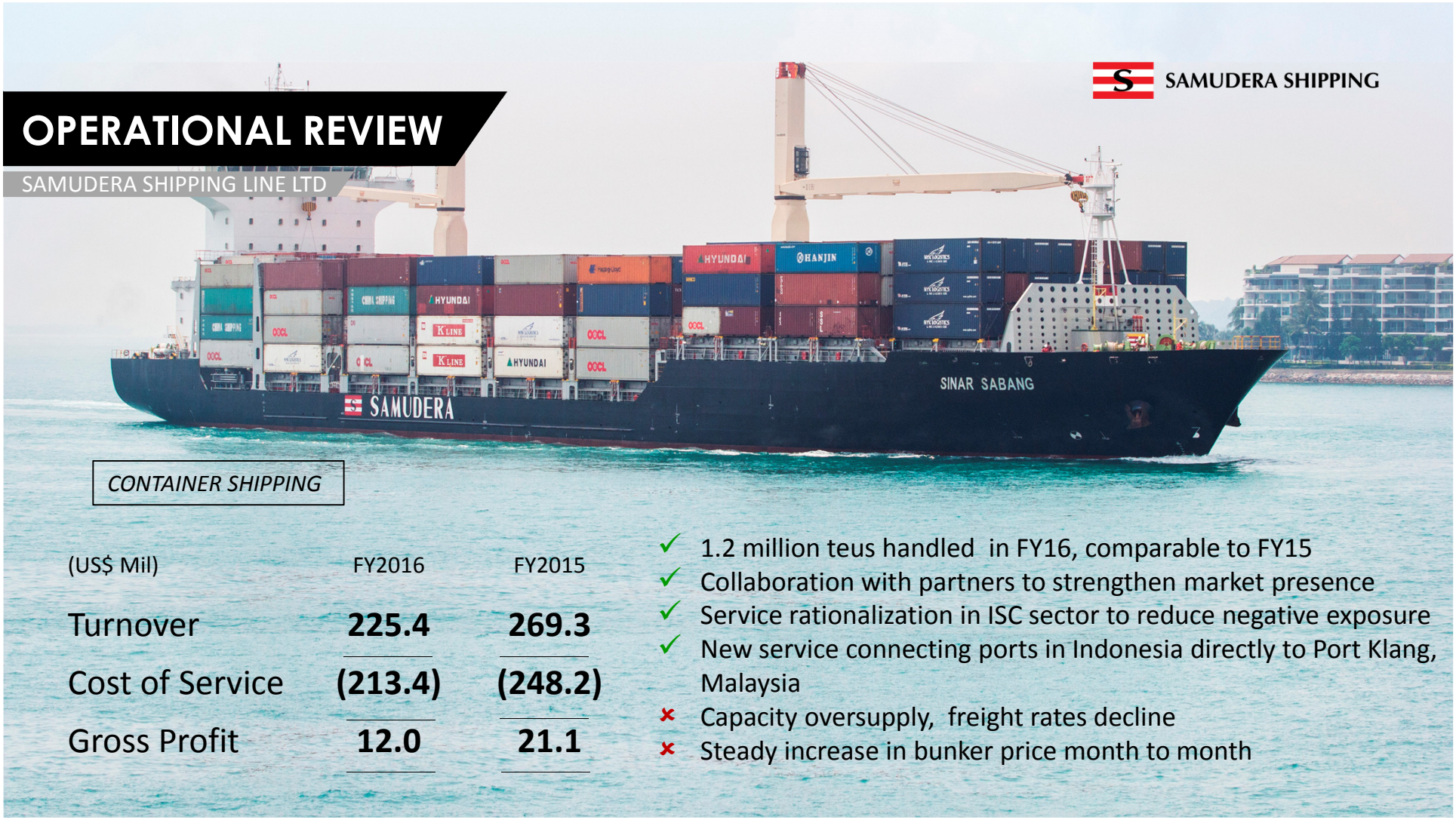
Gross profit margin affected by increasing bunker price in the face of depressed freight rate and charter out revenue

Net loss in FY16 after taking into account an impairment loss of US$7.7m and provision for bad debt of US$2.8m in relation to Hanjin

OPERATIONAL REVIEW

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CONTAINER SHIPPING

(US$ Mil)	FY2016	FY2015
Turnover	**225.4**	**269.3**
Cost of Service	**(213.4)**	**(248.2)**
Gross Profit	**12.0**	**21.1**

- ✓ 1.2 million teus handled in FY16, comparable to FY15
- ✓ Collaboration with partners to strengthen market presence
- ✓ Service rationalization in ISC sector to reduce negative exposure
- ✓ New service connecting ports in Indonesia directly to Port Klang, Malaysia
- ✗ Capacity oversupply, freight rates decline
- ✗ Steady increase in bunker price month to month

OPERATIONAL REVIEW

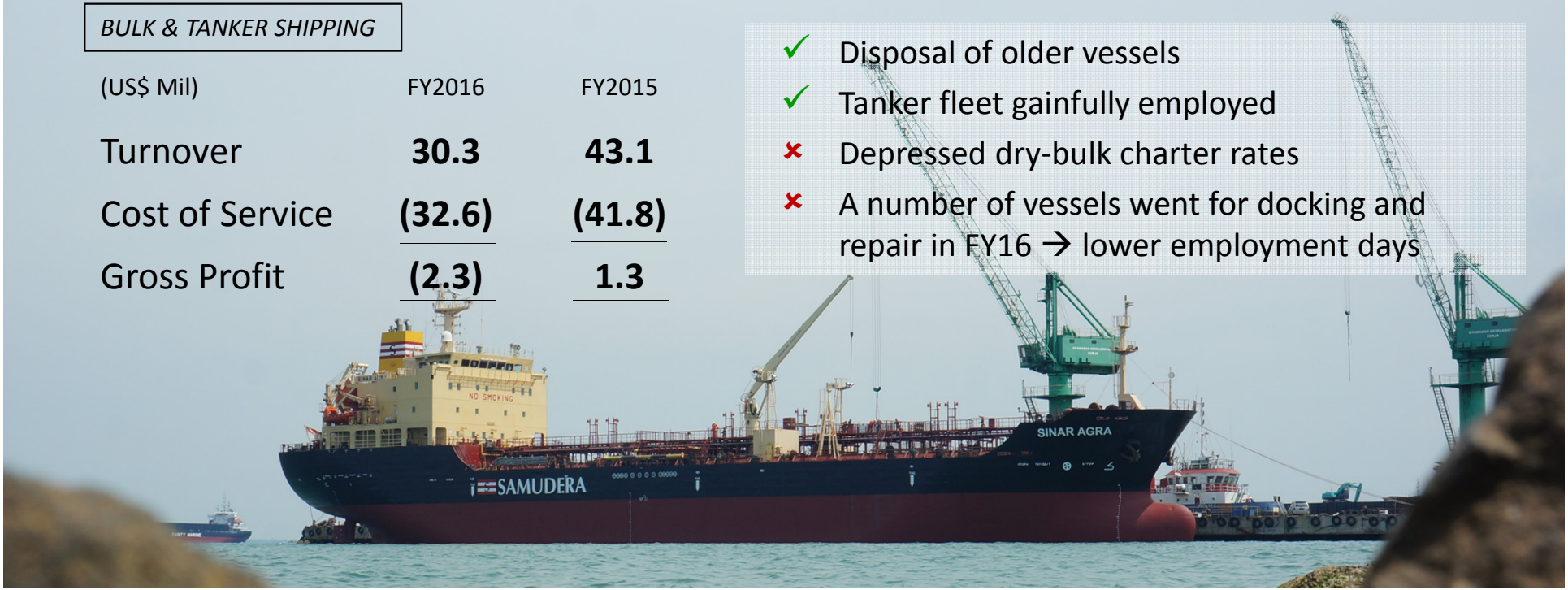
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BULK & TANKER SHIPPING

(US$ Mil)	FY2016	FY2015
Turnover	**30.3**	**43.1**
Cost of Service	**(32.6)**	**(41.8)**
Gross Profit	**(2.3)**	**1.3**

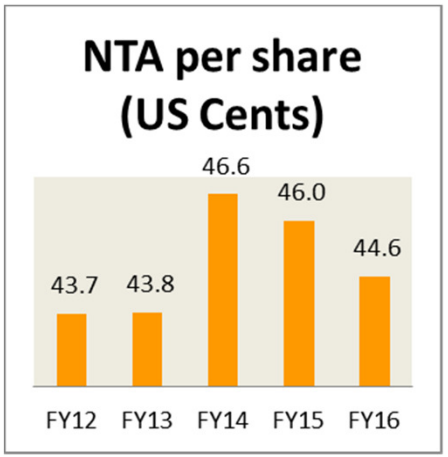
- ✓ Disposal of older vessels
- ✓ Tanker fleet gainfully employed
- ✗ Depressed dry-bulk charter rates
- ✗ A number of vessels went for docking and repair in FY16 → lower employment days

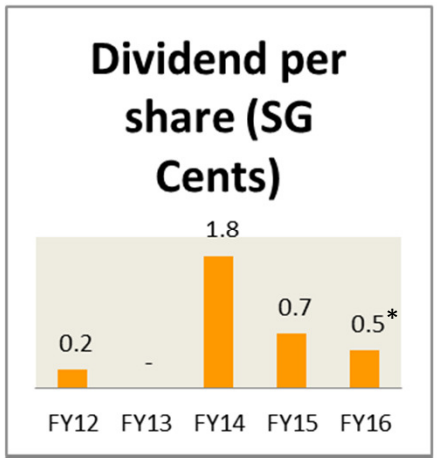


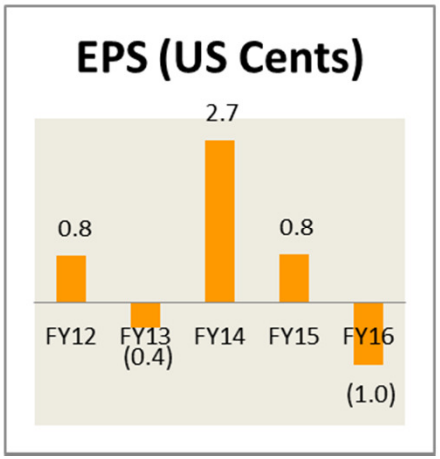
FINANCIAL HIGHLIGHTS

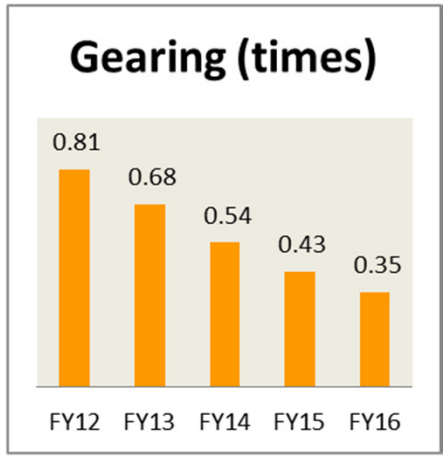
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** Subject to shareholders' approval*

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GOING FORWARD

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1. Tap opportunities arising from consolidation of main line shipping operators
2. Stay nimble and responsive
3. Seek additional income streams by
   - expand into logistics business (warehousing and ISO tank)
   - partnerships with overseas players to provide shipping services in other regions
4. Assets
   - improve asset utilization
   - monitor market for opportune time to rejuvenate our fleet




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