



SAMUDERA SHIPPING

MOVING WITH THE TIMES

**2019 Annual General Meeting
Samudera Shipping Line Ltd
29 April 2019**



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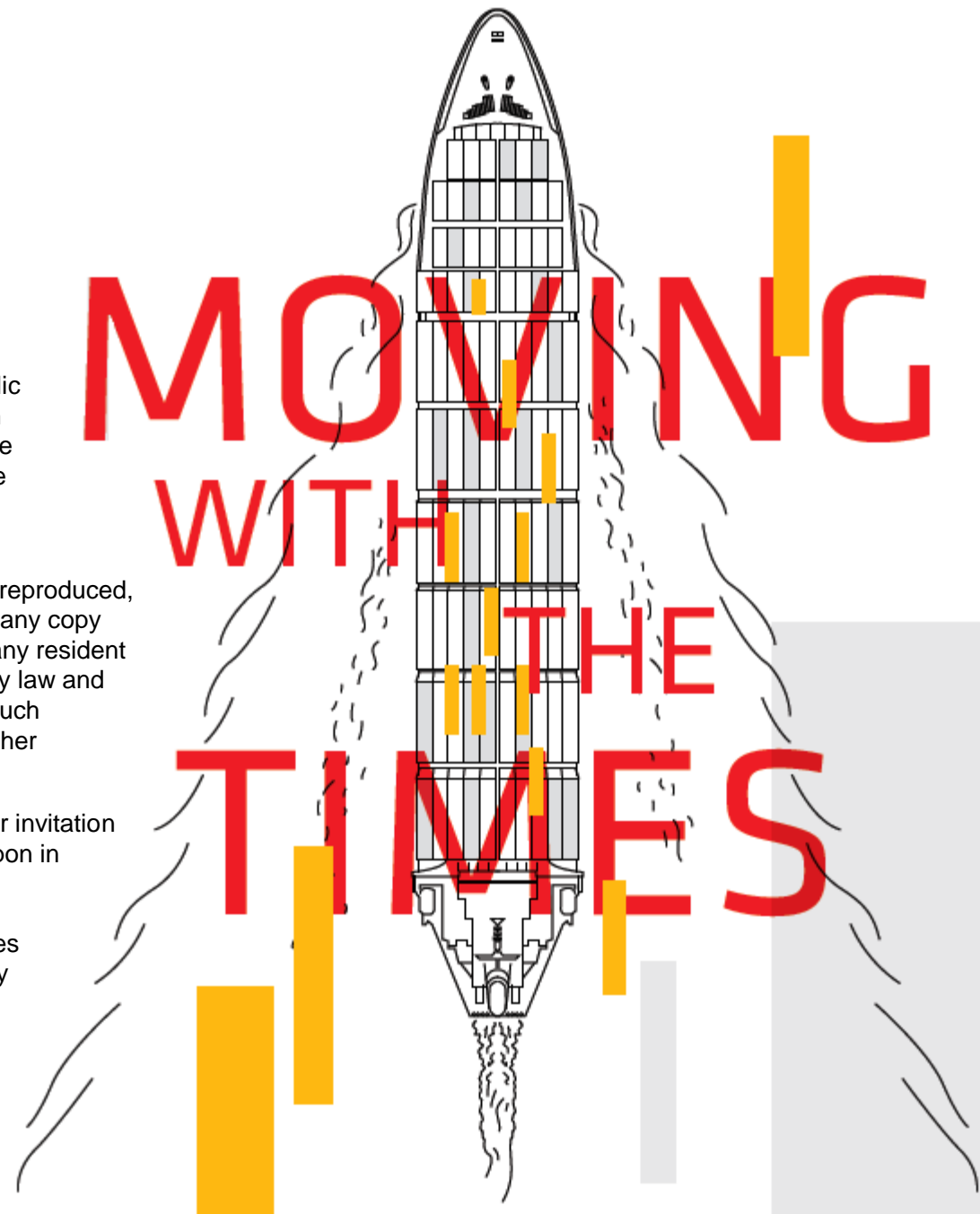
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SAMUDERA SHIPPING

1. Our Team

2. Performance Review

3. Operations Review

AGENDA



Samudera Shipping Line Ltd



SAMUDERA SHIPPING

BOARD OF DIRECTORS



1. **Masli Mulia** - Executive Chairman
2. **Asmari Herry Prayitno** - Executive Director & CEO
3. **Hermawan F. Herman** - Executive Director, Finance
4. **Tan Meng Toon** - Executive Director, Commercial
5. **Lim Kee Hee** - Executive Director, Bus. Development
6. **Quah Ban Huat** - Lead Independent Director
7. **Chng Hee Kok** - Independent Director
8. **Nicholas Peter Ballas** - Independent Director
9. **Ng Chee Keong** - Independent Director
10. **Lee Lay Eng Juliana** - Independent Director

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SENIOR MANAGEMENT



1. **Asmari Herry Prayitno** - Executive Director & CEO
2. **Hermawan F. Herman** - Executive Director, Finance
3. **Tan Meng Toon** - Executive Director, Commercial
4. **Lim Kee Hee** - Executive Director, Bus. Development
5. **Trisnadi S. M. Mulia** - Deputy Director, Commercial
6. **Thomas Lee Thuan Aun** - Deputy Director, Trade



SAMUDERA SHIPPING

1. Our Team

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AGENDA



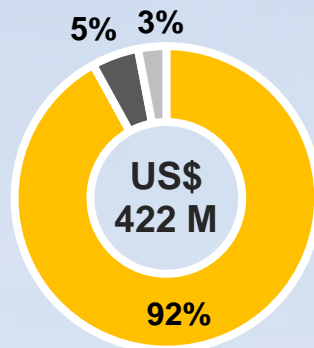
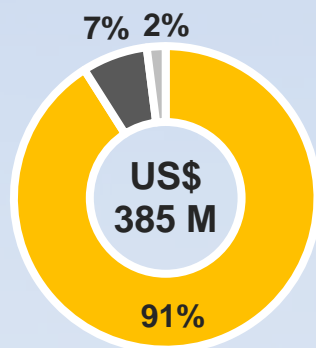
Samudera Shipping Line Ltd

PERFORMANCE REVIEW

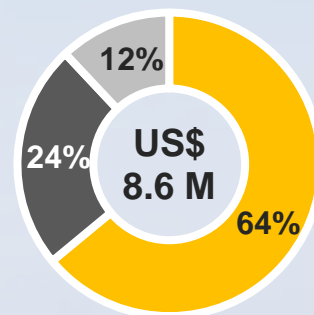
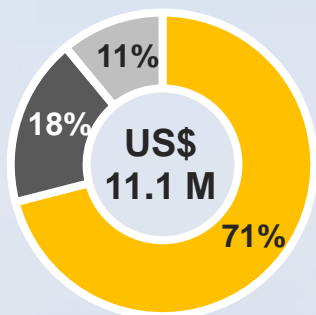
FY2017
(Restated)

FY2018

Segmental Revenue



Operating Income

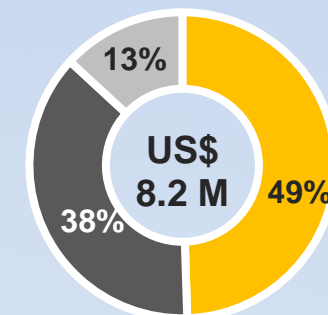
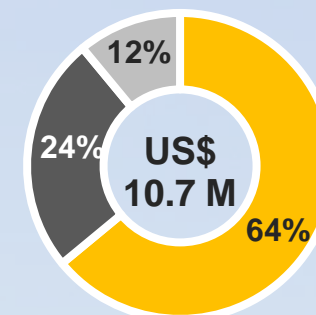


■ Container Shipping
 ■ Bulk & Tanker
 ■ Logistics & Others

FY2017
(Restated)

FY2018

Profit Before Tax



Container Volume Carried

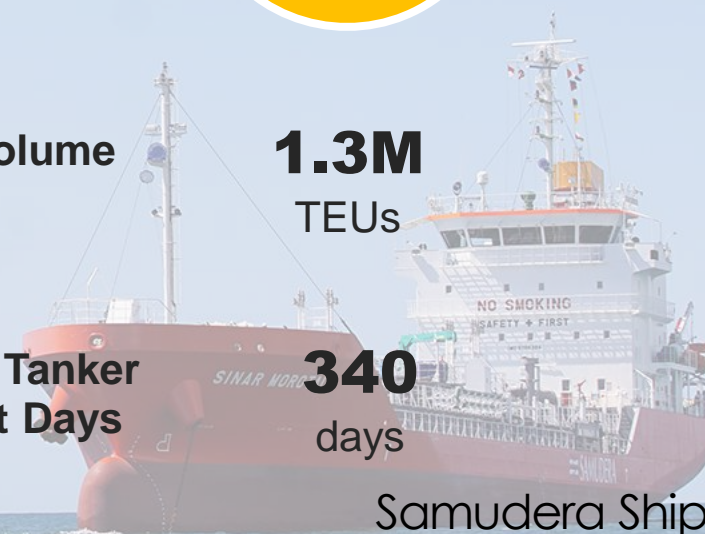
1.3M
TEUs

1.5M
TEUs

Avg. Bulk & Tanker Employment Days

340
days

330
days



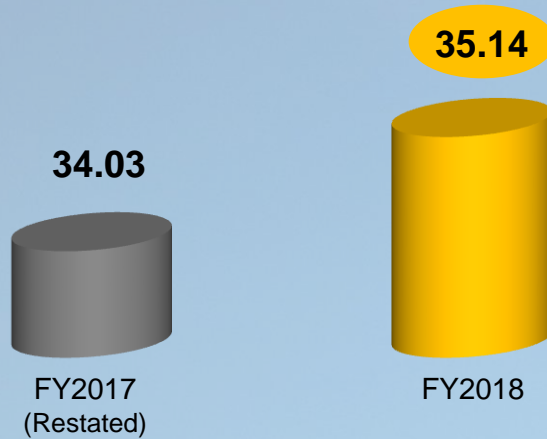
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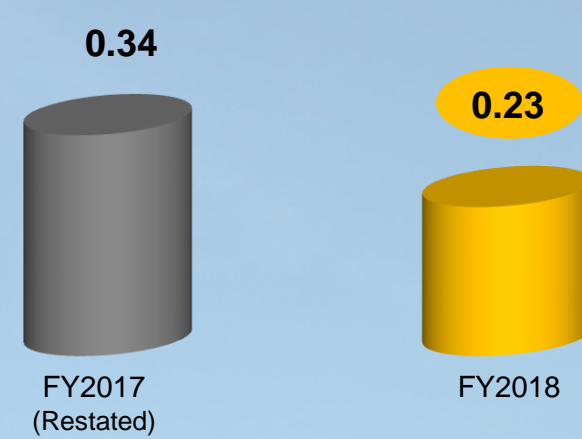
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FINANCIAL SNAPSHOTS

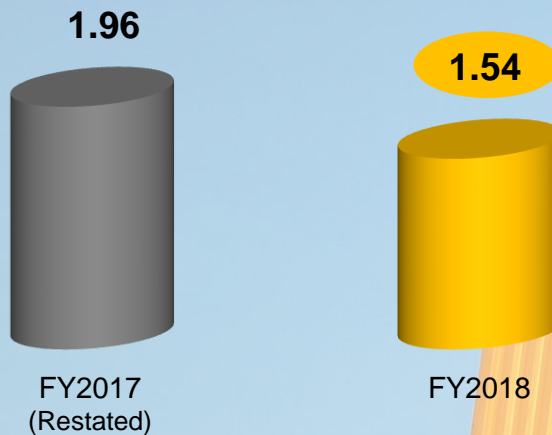
NAV per Share (US cents)



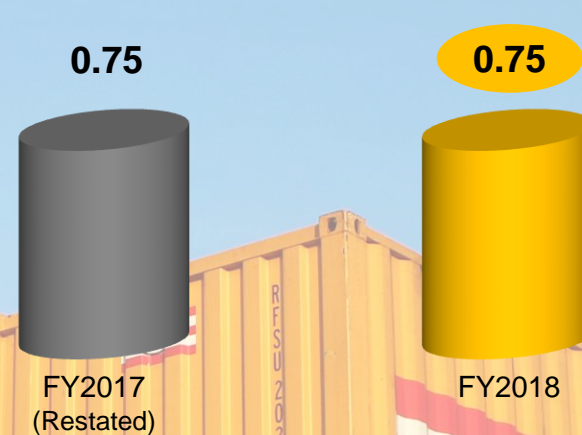
Gearing Ratio (Times)



Earning per Share (US cents)



Dividend per Share (SG cents)





SAMUDERA SHIPPING

1. Our Team

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3. Operations Review

AGENDA



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SAMUDERA SHIPPING

COMPANY OVERVIEW

34

TOTAL FLEET

29

CONTAINER VESSELS

2

CHEMICAL TANKERS

2

DRY BULK CARRIERS

1

GAS TANKER

>45

PORTS IN NETWORK

10

OWNED OFFICES

>30

REPRESENTATIVE OFFICES

18

COUNTRIES

>250

EMPLOYEES



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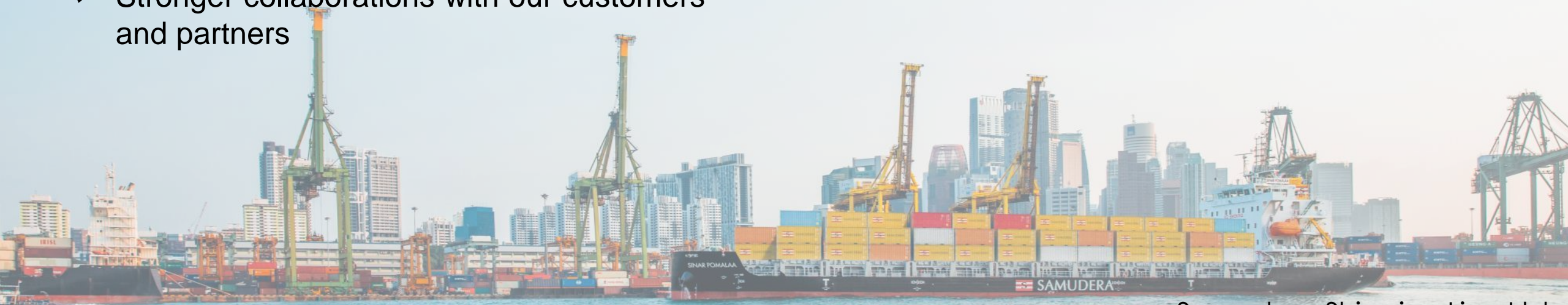


SAMUDERA SHIPPING

OPERATIONS REVIEW

> CONTAINER SHIPPING

- ✓ Higher container volume handled (FY18: 1.5M TEUs vs FY17: 1.3M TEUs)
- ✓ Increase in vessel capacity and service routes offerings through flexible vessel deployment
- ✓ Stronger collaborations with our customers and partners
- ✗ Higher charter-hire rates and bunker prices
- ✗ Freight rates under pressure



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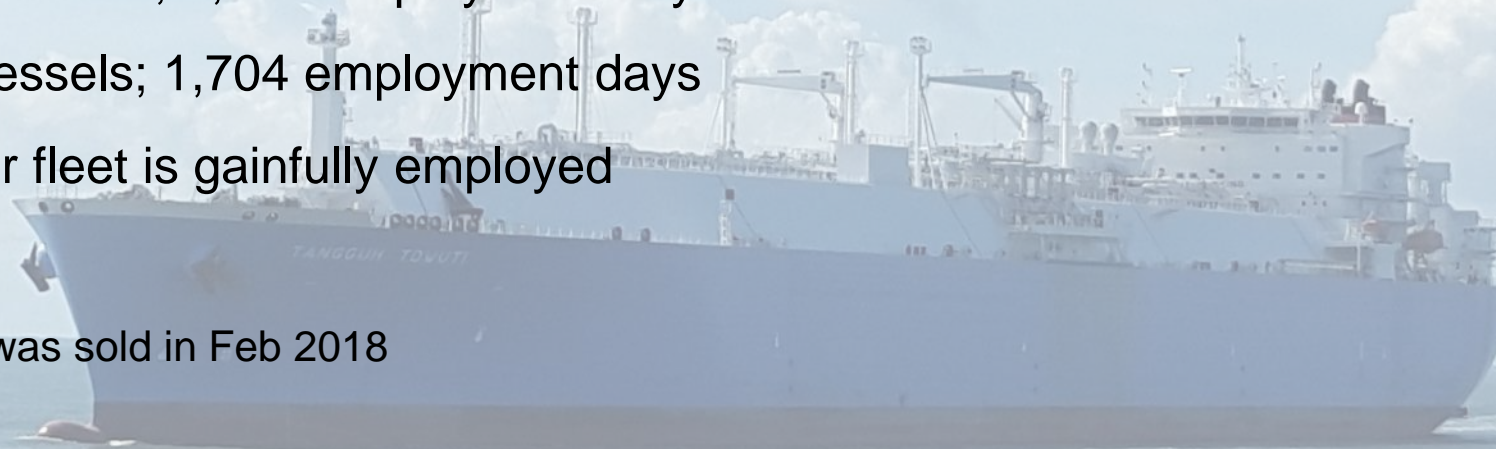
OPERATIONS REVIEW

> BULK & TANKER SHIPPING

- ✓ Leaner tanker fleet due to disposal of older vessel
 - 2018: 4 vessels*; 1,045 employment days
 - 2017: 5 vessels; 1,704 employment days
- ✓ Existing tanker fleet is gainfully employed

✗ Weaker dry-bulk charter rates in 2H18

*One tanker vessel was sold in Feb 2018



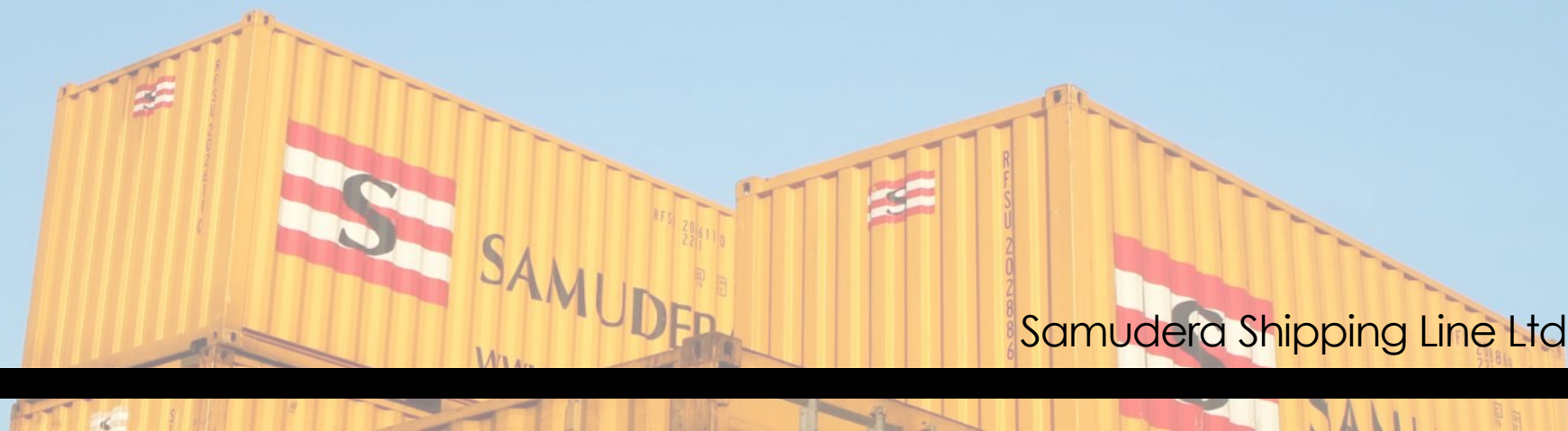


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OPERATIONS REVIEW

> LOGISTICS & OTHERS

- ✓ Commenced business activity in Port Klang Free Zone in 2H18
- ✓ Completed construction of warehouse in 1Q19
- ✓ The warehouse (both covered and open yard) will be utilised by the general cargo, mining, and oil & gas industries



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SAMUDERA SHIPPING

OPERATING ENVIRONMENT

1. Stronger competition for cargo arising from consolidation of mainline carriers
2. More opportunities to provide feeder services as more mega containerships call at Singapore
3. Increase in commodity and energy price leading to higher trading volume
4. Volatile bunker price
5. Opportunities for trade growth between China and other Asian countries



SAMUDERA SHIPPING

GOING FORWARD

- 1. Stay nimble and responsive**
- 2. Improve income streams by:**
 - i. Expanding logistics business**
 - ii. Partnerships with other regional players and MLOs to upsize capacity**
 - iii. Restructuring our presence in Indonesia**
- 3. Rejuvenate our fleet to meet new IMO regulations (low sulphur, BWM)**
- 4. Embracing information technology to enhance workplace and productivity**

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