



- 1. Our Dry Bulk Business Model**
- 2. Dry Bulk Market**
- 3. More on Accounting**
 - **Discontinued Operations**
 - **Towage**
- 4. Online Reporting**

Our Dry Bulk Business Model





How we create value

Pacific Basin

Our large, flexible Fleet

- Large scale, high-quality dry bulk fleet
- Interchangeable nature provides flexibility to customers and ability to optimise scheduling
- Comprehensive in-house technical operations function

Our customer focus priority

- Customer-focused model - strong relationship with >300 customers
- Spot cargoes and long-term cargo contracts – affording customers reliable freight cover
- Responsive, accessible and problem-solvers at every turn



Our strong corporate profile

- Founded in 1987
- Strong balance sheet enhancing our profile as a preferred counterparty for cargo customers and tonnage providers
- Well-positioned to invest , expand
- Commitment to good corporate governance and CSR

Our global office network

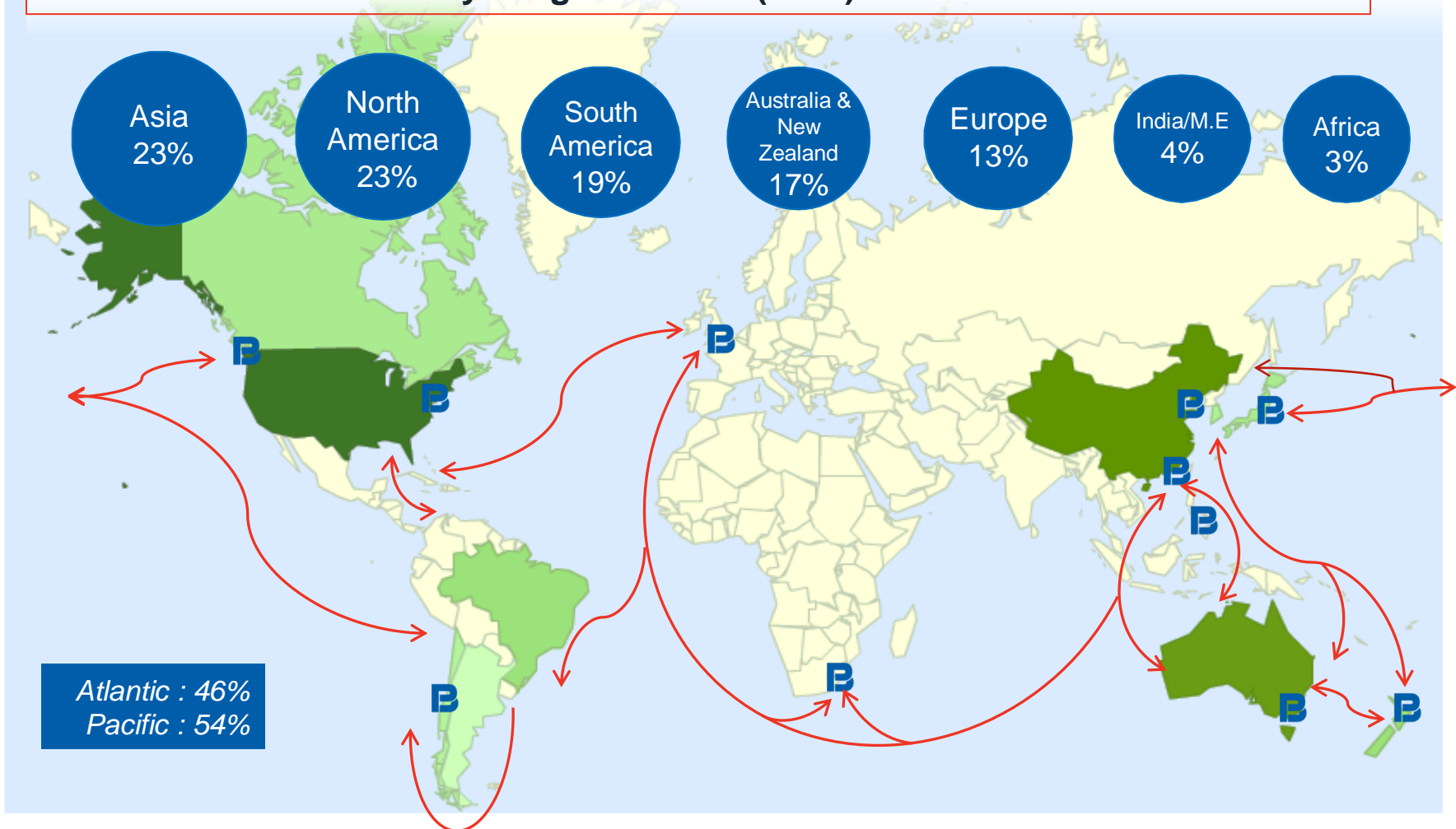
- 10 sales offices, 2 crewing offices
- Localised chartering and operations support
- Facilitates comprehensive, accurate market intelligence



PB Dry Bulk Markets

Pacific Basin

Pacific Basin Business By Cargo Volumes (2012)



Locations of PB Offices

Note: Top 10 trading regions; Darker shades denote heavier trading

Analyst Day | 4

With you for the long haul

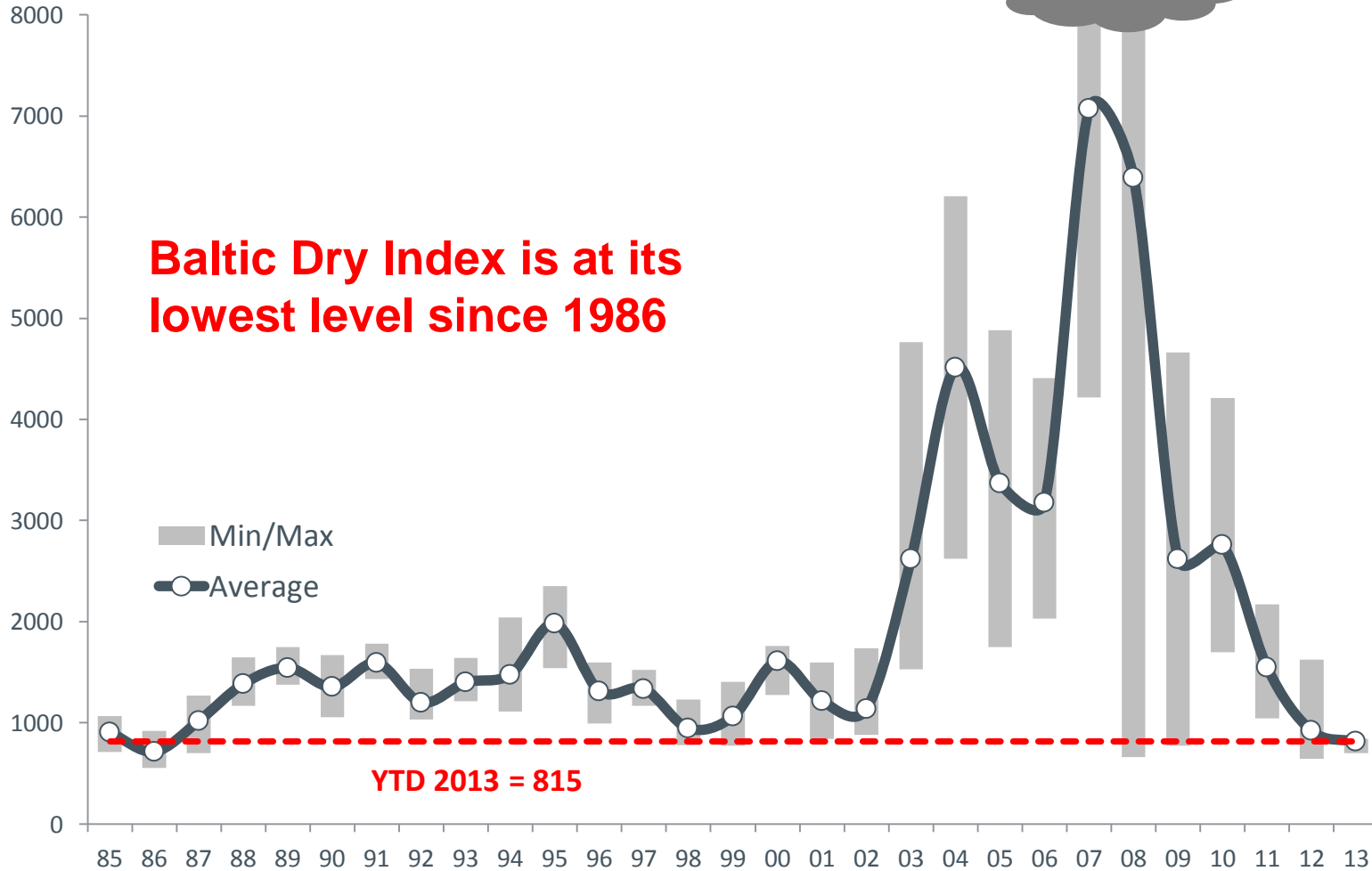
Dry Bulk Market





Drybulk market Update – May 2013

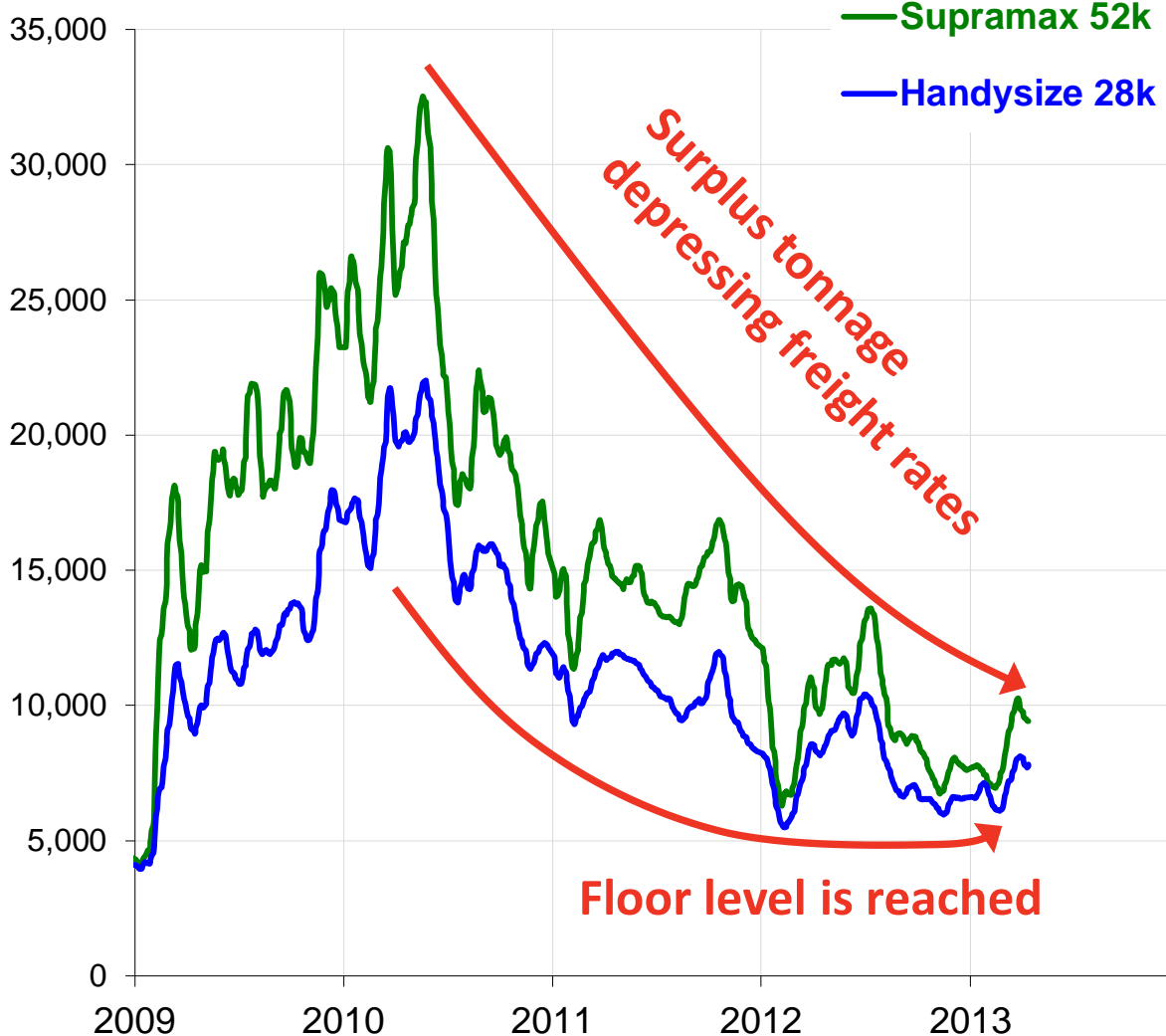
Baltic Dry Index





Spot rates for handysize and supramax

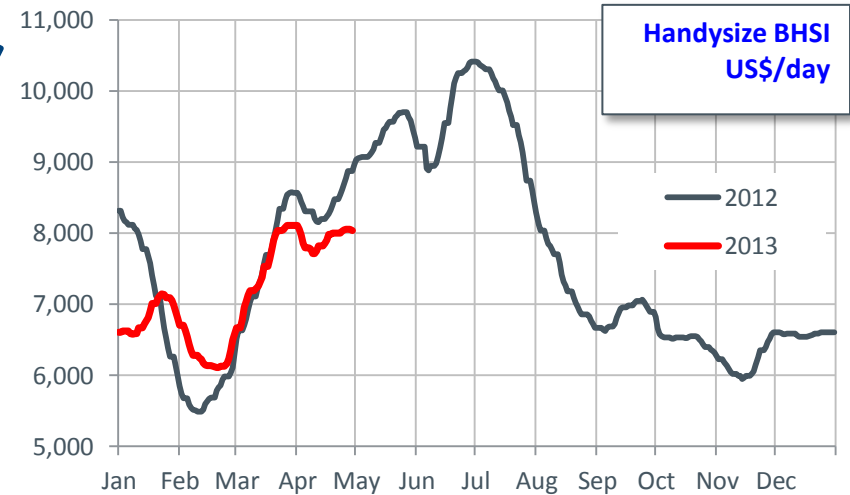
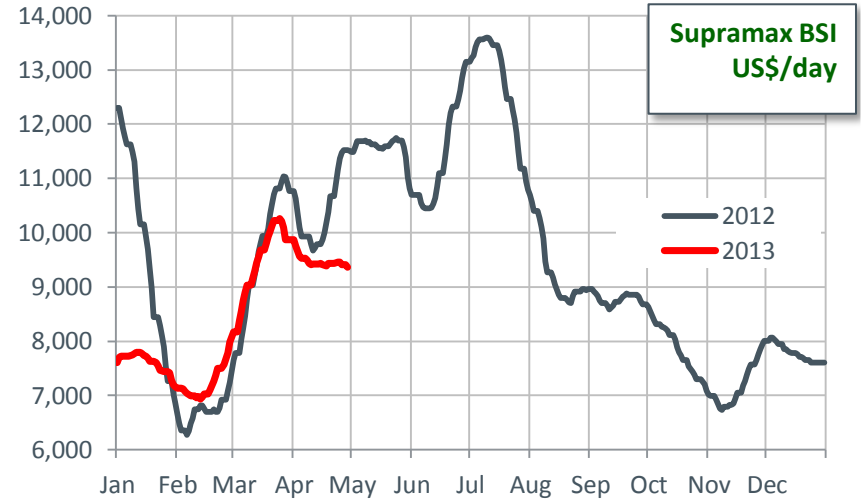
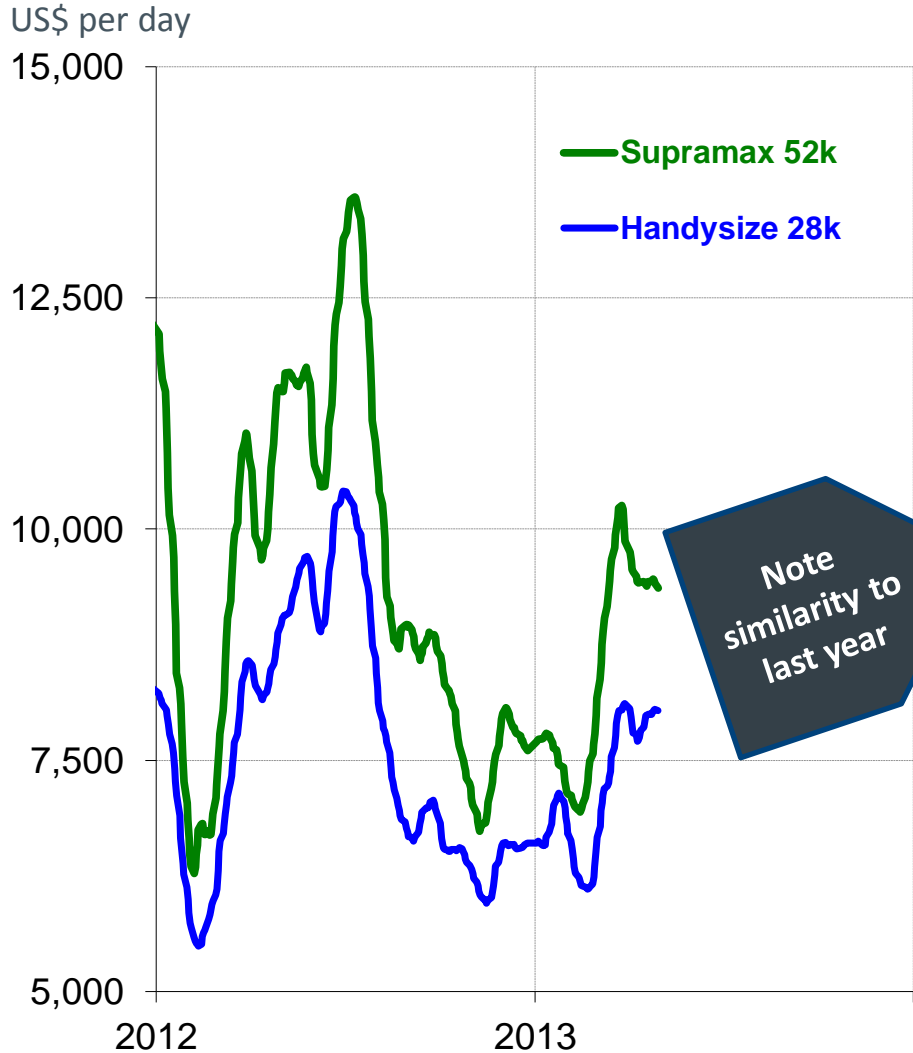
US\$ / day



High / Low range is compressed

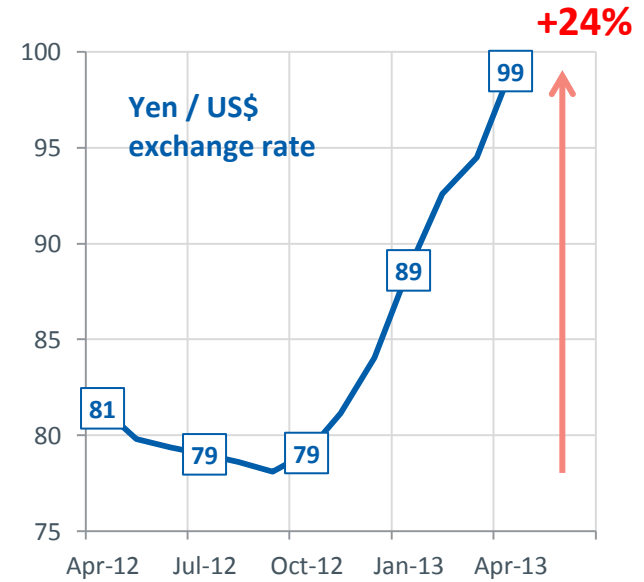
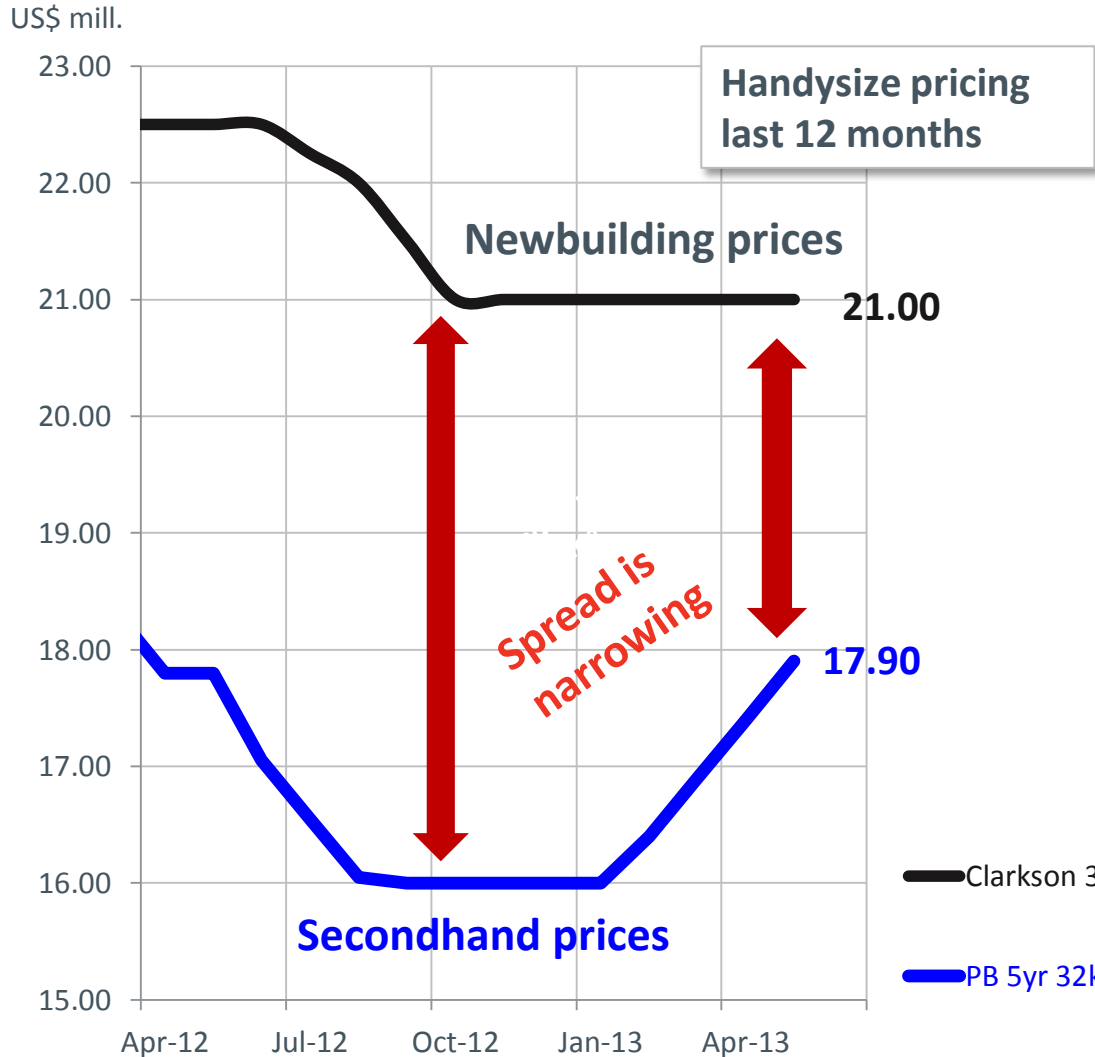


Recent development of our markets





Recent development of handysize pricing

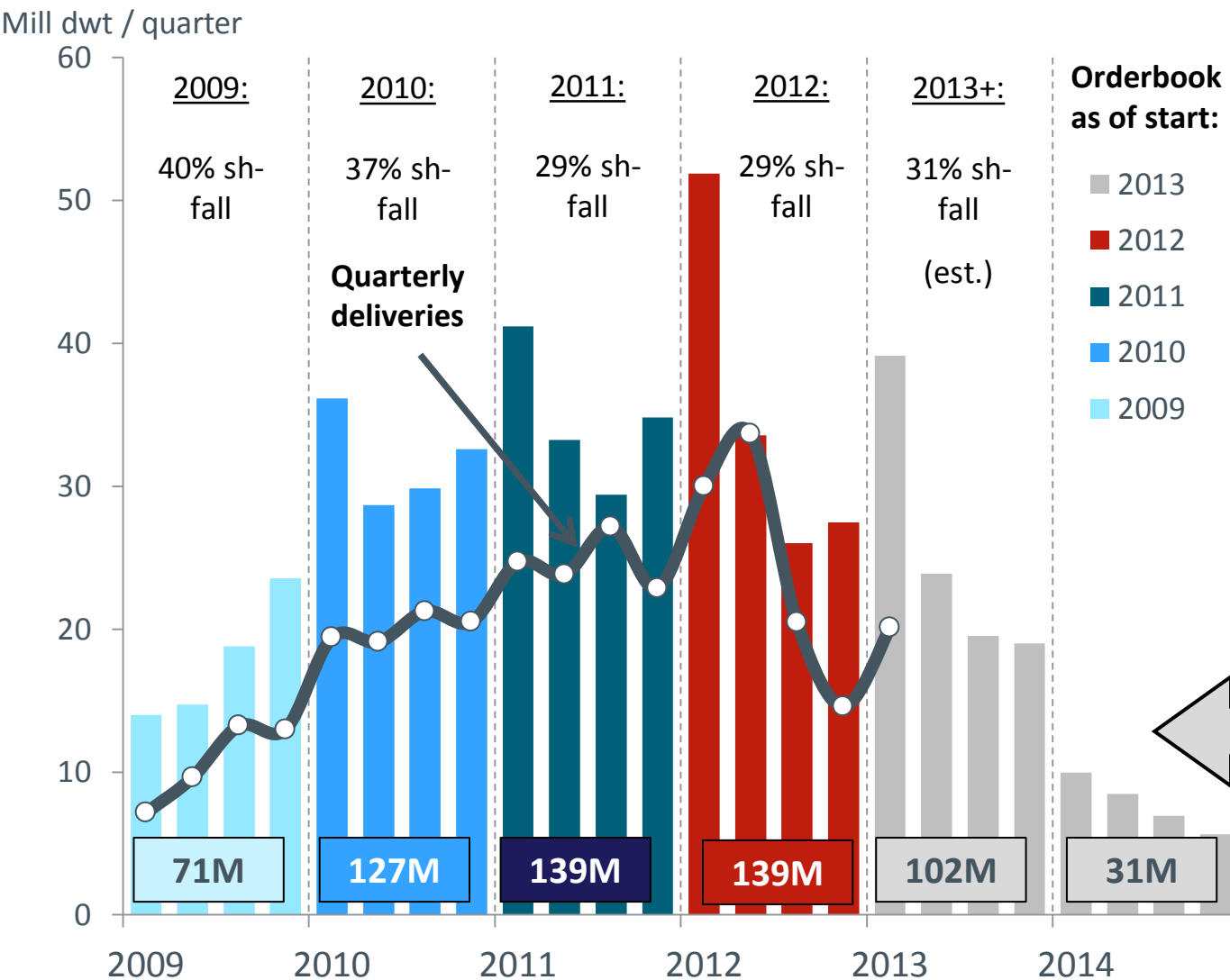


Has a lot to do with US\$/Yen

PB buying vessels from Sept. 2012



Delivery shortfall against o'book schedule

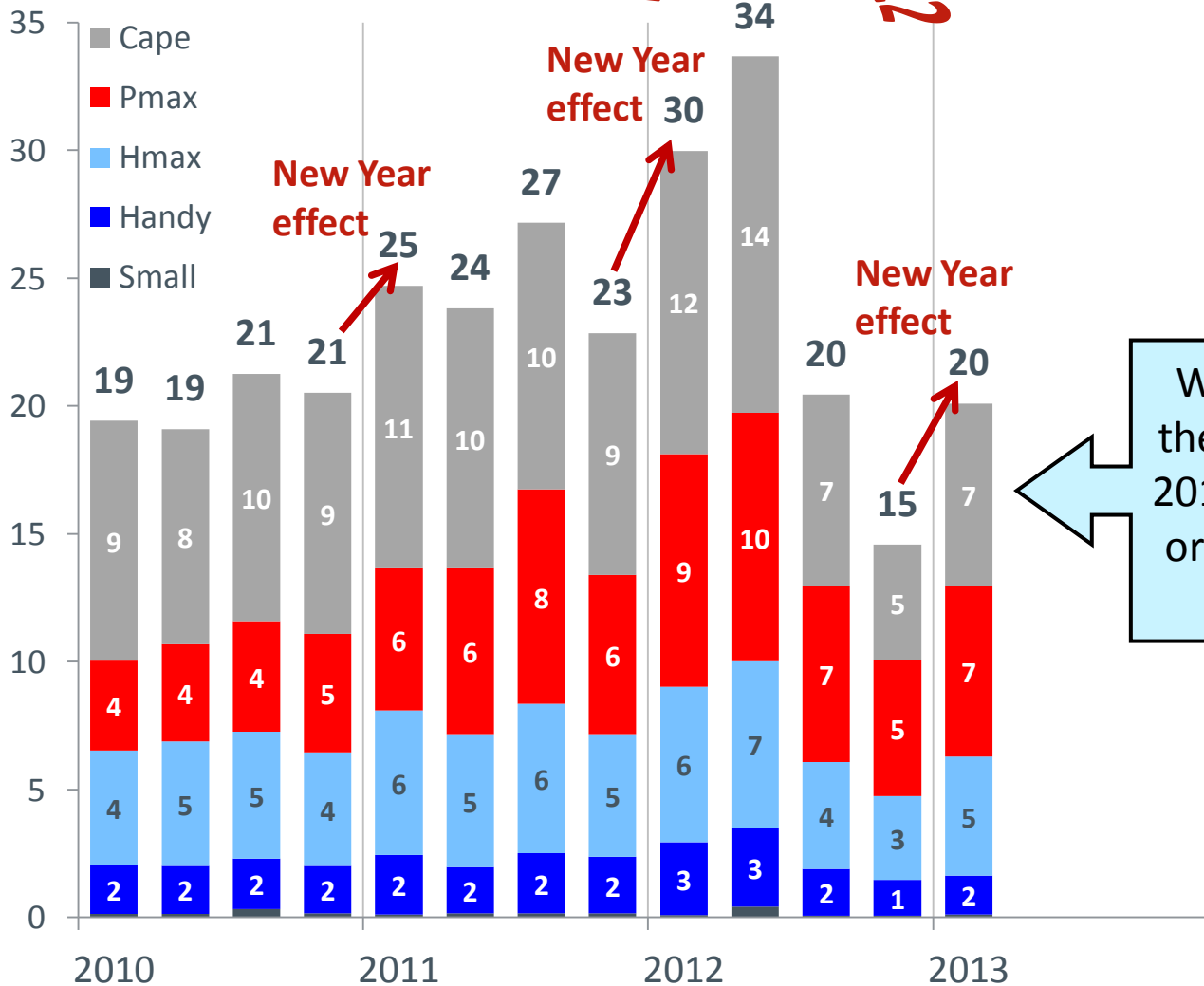


If we are right about 70M dwt deliveries in 2013, a shortfall of about 32M dwt will slip into the 2014 orderbook



Drybulk yard deliveries slowing down

Mill dwt / quarter

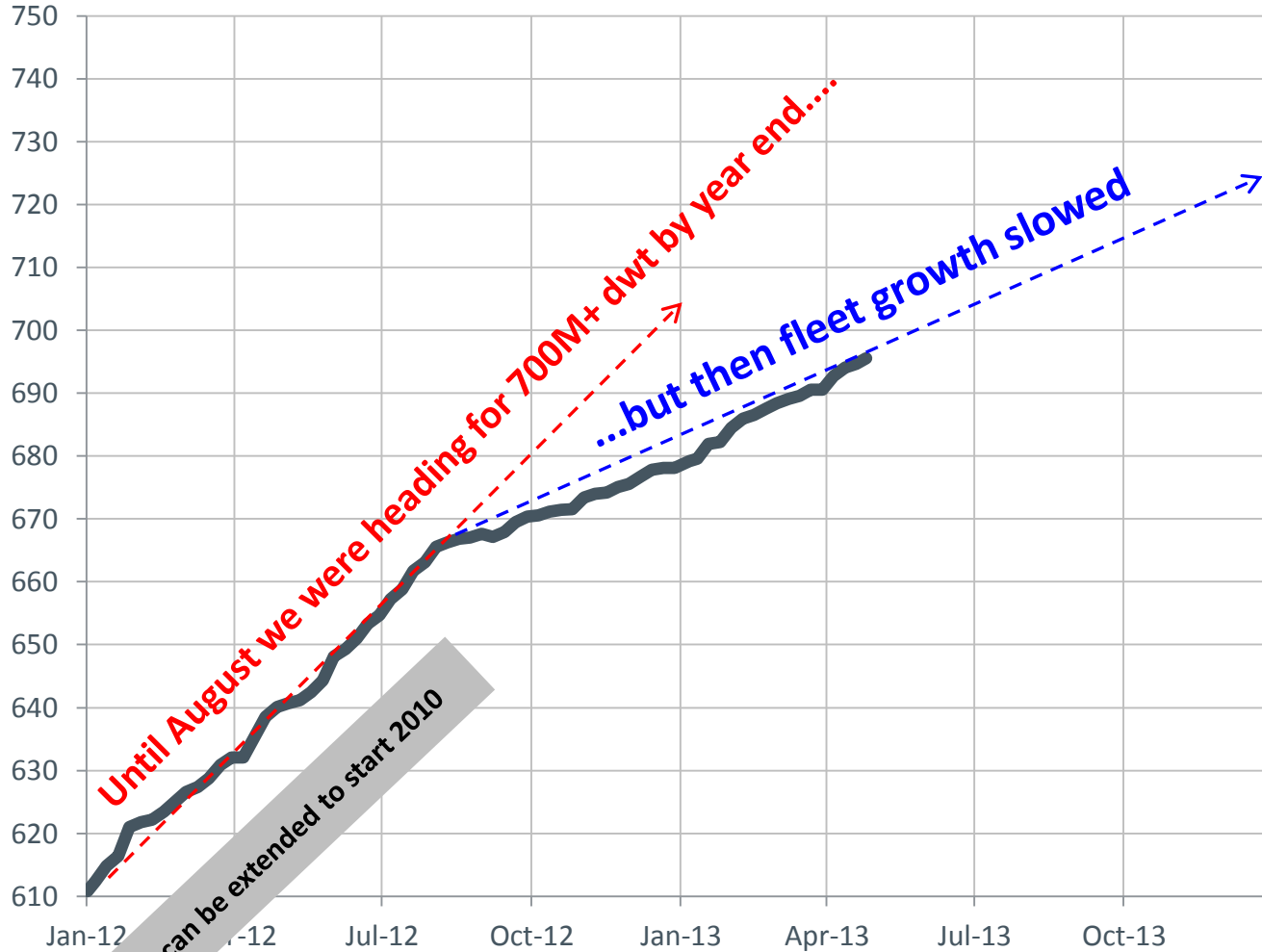


We expect deliveries in the last three quarters of 2013 to average 17M dwt or total 70M dwt for the whole year



A noticeable change in fleet growth

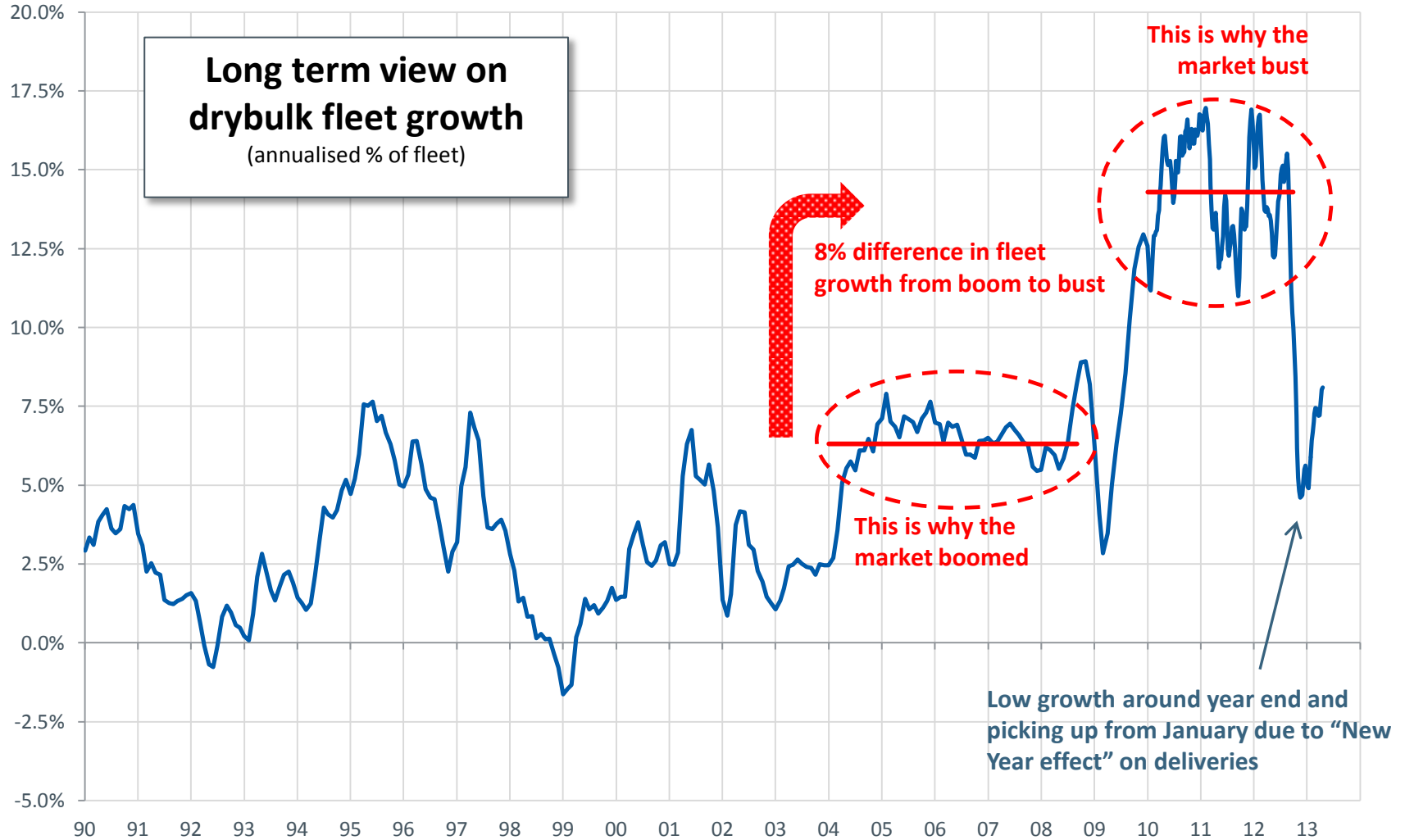
Fleet mill dwt



So what does this mean?

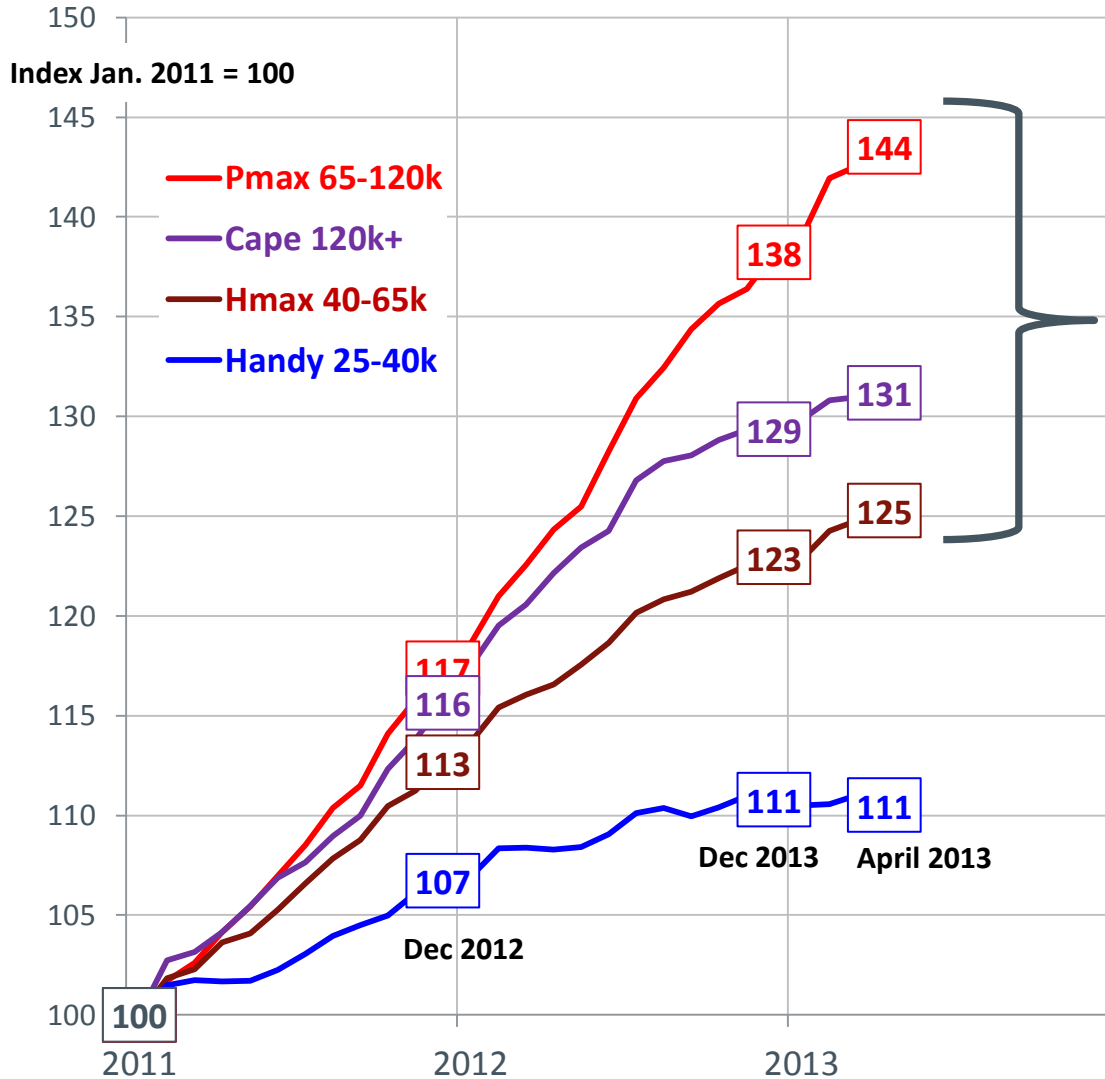


Significantly reduced BC Net Fleet Growth





Drybulk fleet expansion by sector



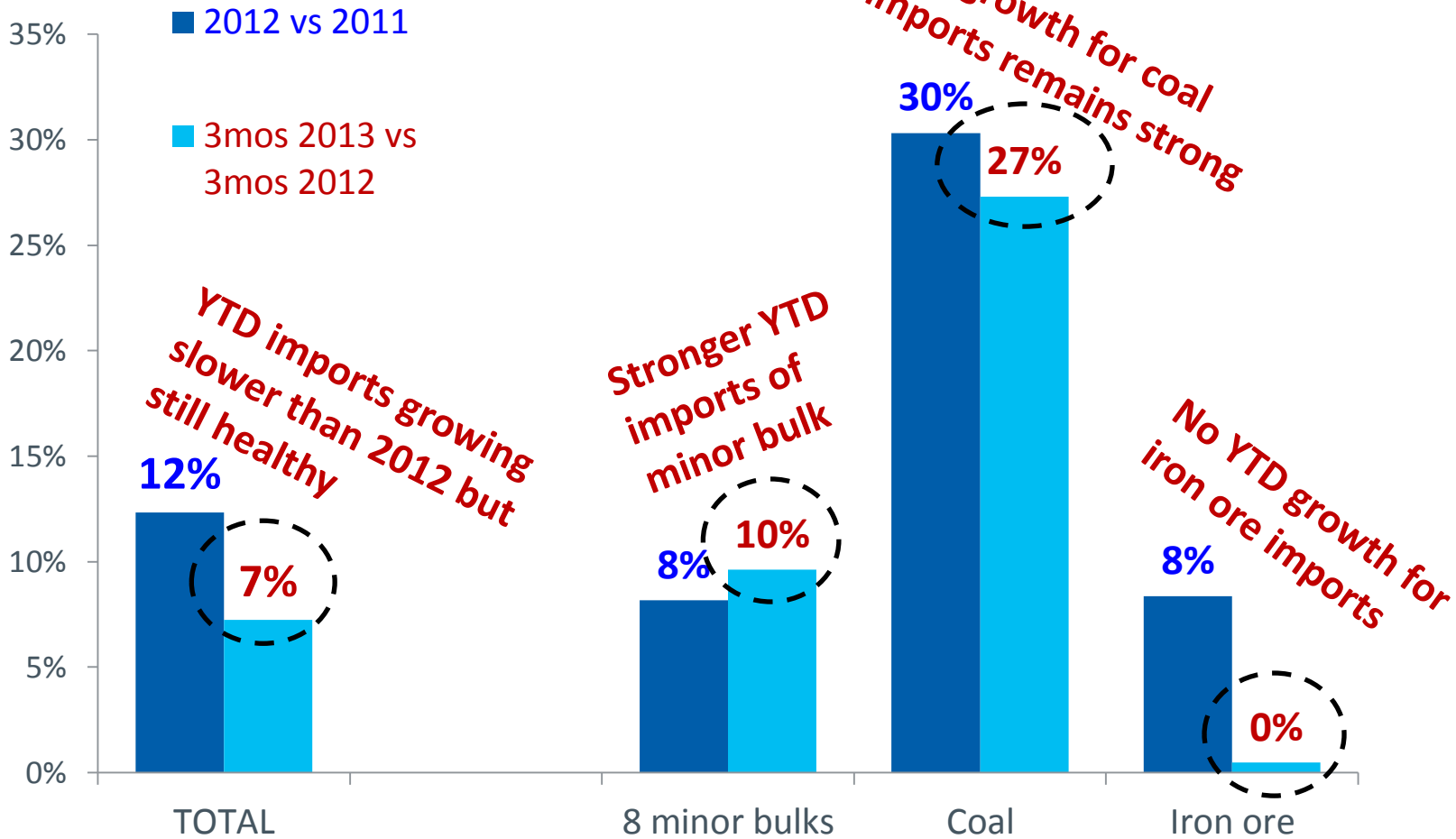
Fleet growth for the larger vessel will decelerate during 2013

The handysize fleet will remain flat or decrease during 2013



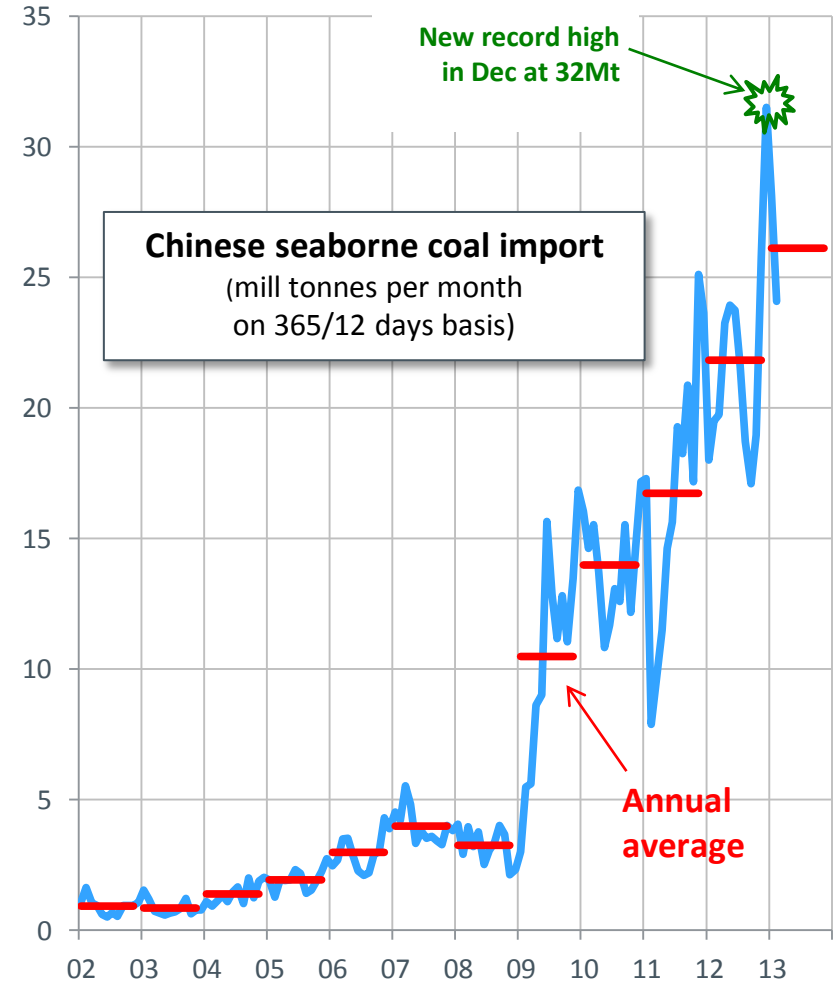
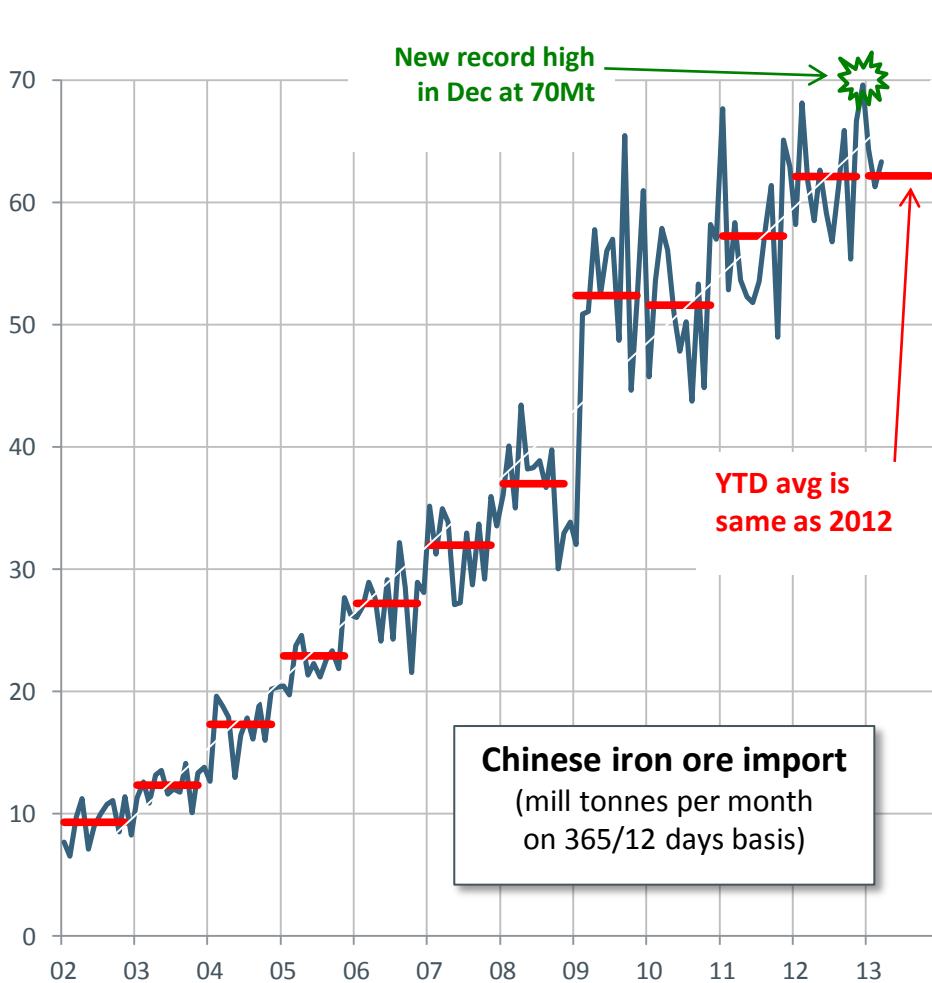
Chinese imports of drybulk cargoes

Change in imports



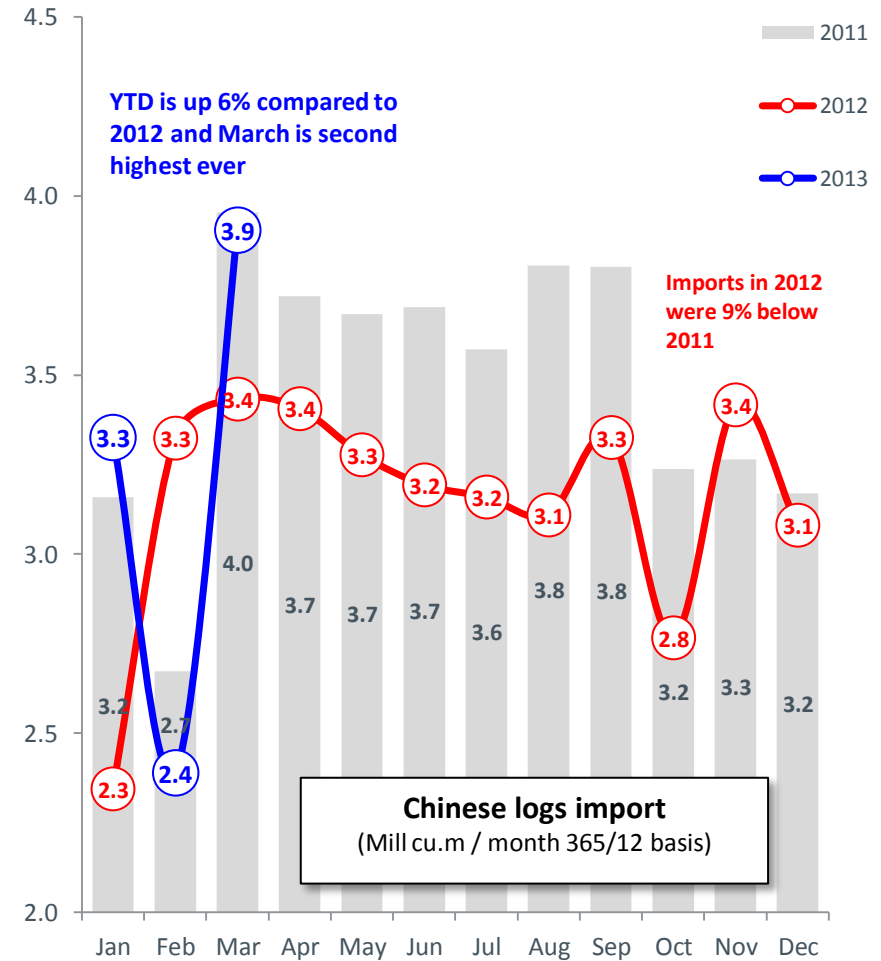
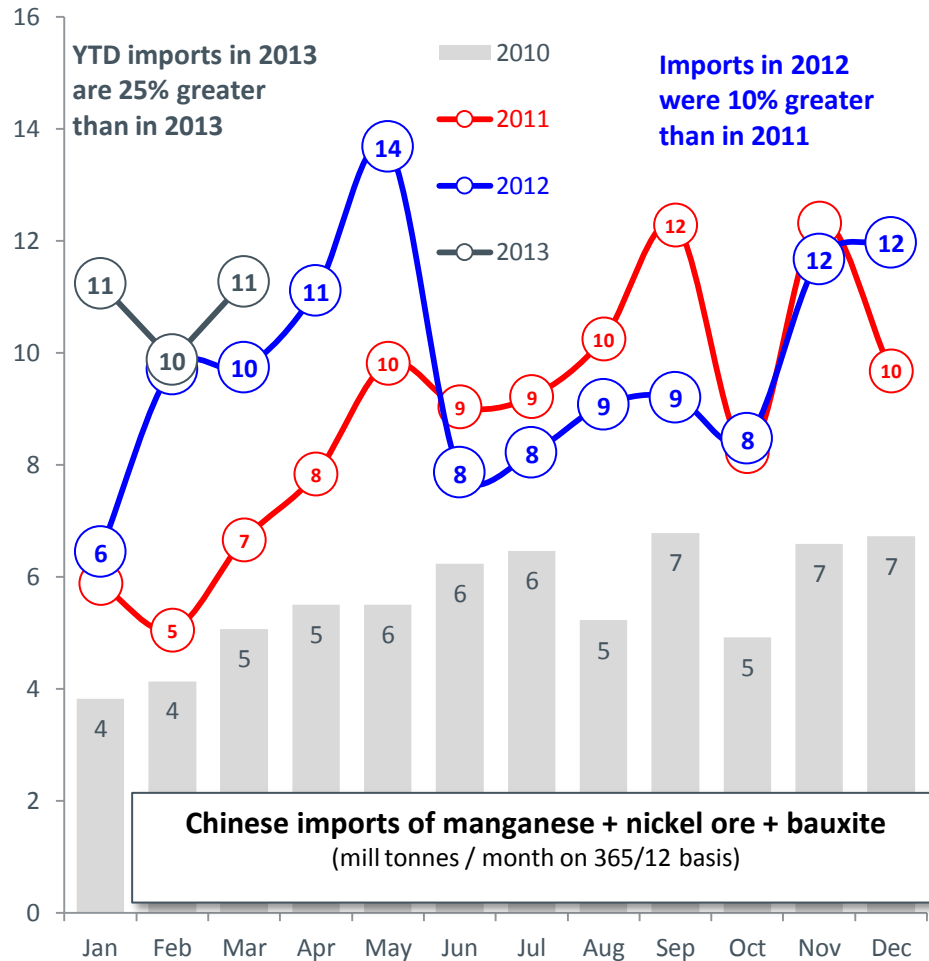
8 minor bulks: logs, soybean, nickel ore, copper conc., fertilizer, wheat, manganese ore

Strong Growth for Chinese Major Bulk Import



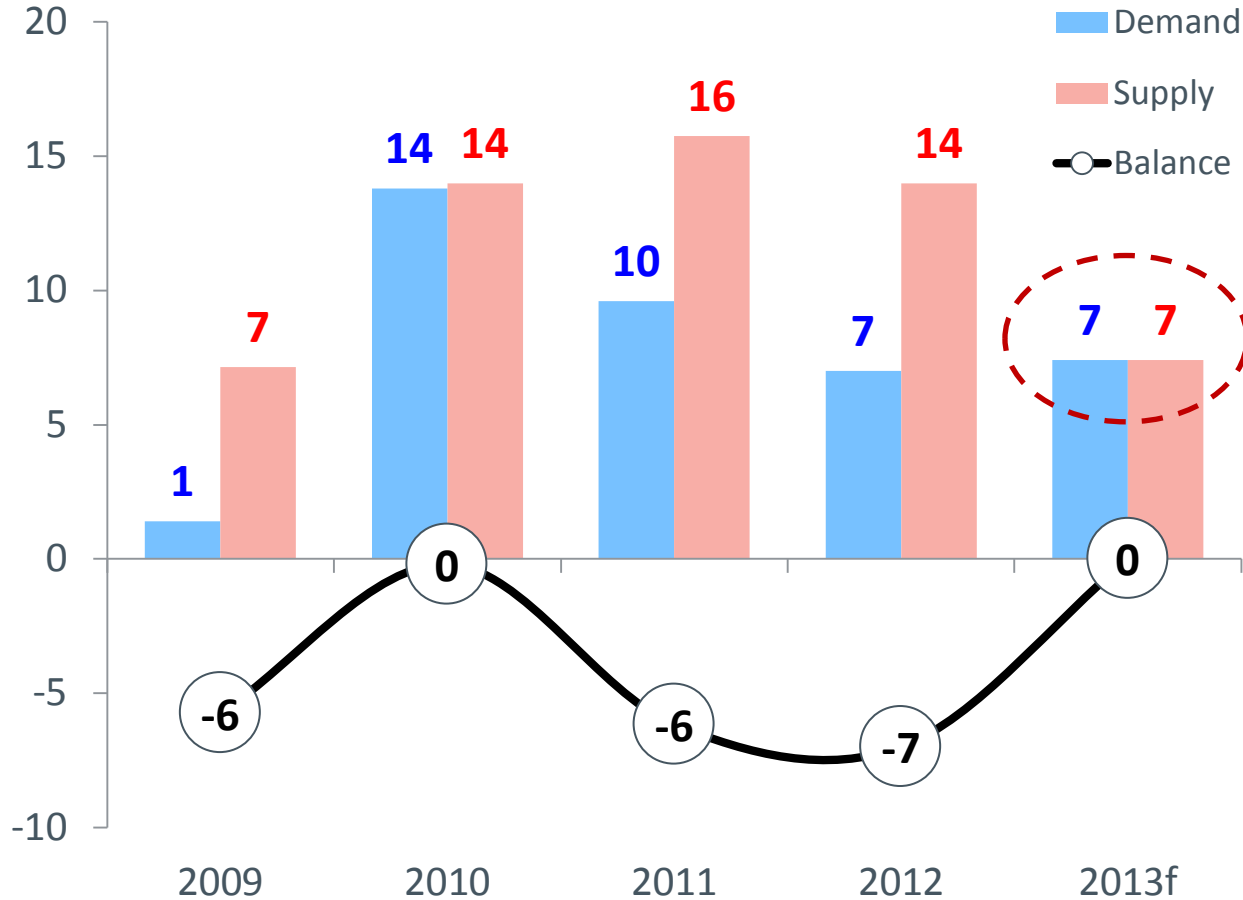
YTD Chinese import of iron ore is steady while coal is up

Strong Growth for Chinese Minor Bulks



Supply / Demand development since 2009

YoY percent change



We expect no change in the balance for cal 2013 but 2h is likely to be better than 1h

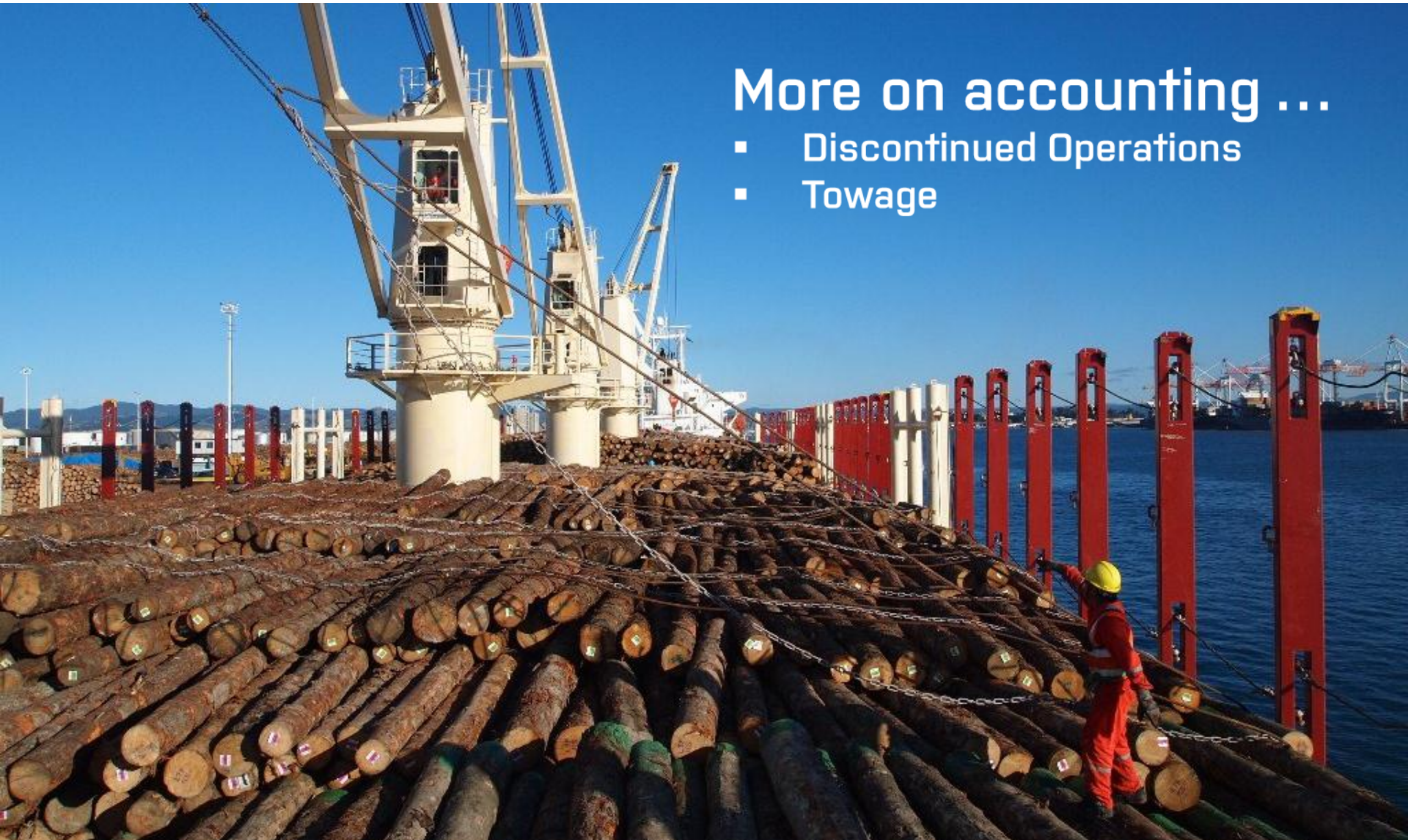
Demand: RS Platou including forecast for 2013

Supply: Change in avg fleet size. Data from Clarkson & PB est for 2013



More on accounting ...

- Discontinued Operations
- Towage



- 6 September 2012, announced sale of all six RoRo vessels for €153 million
 - Buyer is obliged to purchase at least one vessel by the end of each of the six month periods ending 30 June 2013 through 31 December 2015
 - Buyer to bareboat charter vessels at agreed charter rates until sale
 - Resulted in further impairment of US\$0.4m and exchange loss of US\$8.2m in 2012

- **Estimated Future Financial Effects:**
 - Additional costs will be incurred in putting the vessels into bareboat and managing the process
 - *Based on the 2012 year end rate of EUR 1 to US\$1.3231*

US\$m	2013	2014	2015
Interest Income - Treasury	7.5	6.1	2.8
Exchange Losses - Unallocated	-8.3	-5.0	-
Total	-0.8	1.1	2.8

Segment Reporting

2 Core Segments:

- Dry Bulk
- Towage

RoRo moves to Unallocated

4 SEGMENT INFORMATION (continued)

(a) Income statement segment information

For the year ended
31 December 2012

US\$'000

	Pacific Basin	PB ¹	All Other	Total	Unallocated			Total
	Dry Bulk	Towage	Segments	Segments	Treasury	PB RoRo	Others	
Continuing operations								
Revenue	1,292,417	149,516	805	1,442,738	-	-	214	1,442,952
Discontinued operations								
Loss for the year	-	-	-	-	-	(12,112) ^a	(198,581) ^a	(210,693)
Profit/(loss) attributable to shareholders	39,275	37,710	(2,471)	74,514	(6,038)	(12,112)	(214,836)	(158,472)

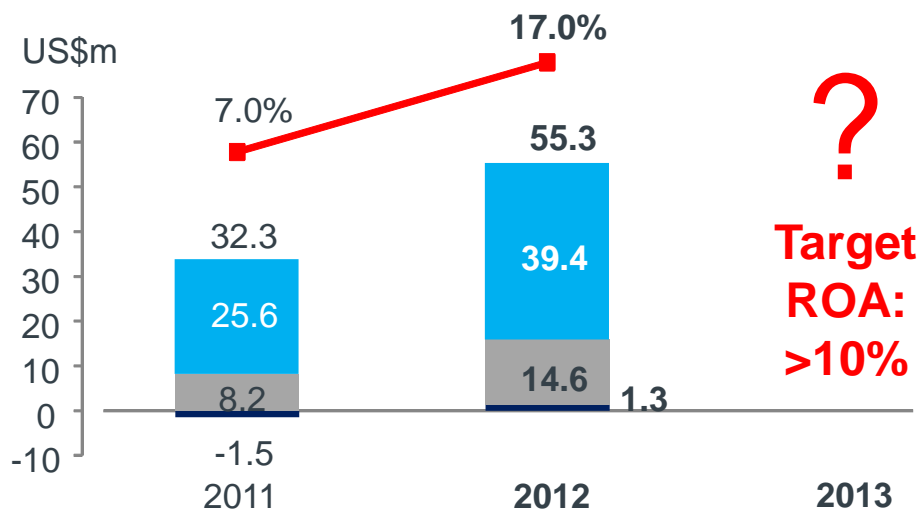


Towage Performance

Pacific Basin

As at 31 Dec 2012

Operating performance	US\$55.3m
Direct overheads	US\$(17.6)m
Segment net profit	US\$37.7m
Operating cash flow	US\$52.1m



- Offshore & Infrastructure projects
- Harbour Towage
- Middle East & others
- Total segment return on net assets

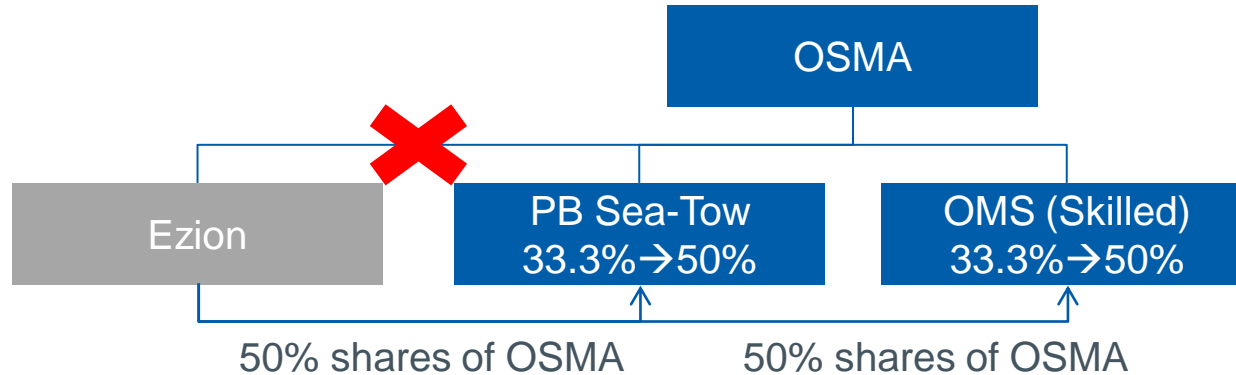
2012:

- ↑ Offshore towage and support activity in Australasia
- Growth in Harbour Towage Markets
- Salvage support

2013?

- Newcastle?
- OMSA impact?

Increased OMSA Shareholding



- Ezion agreed to sell its stake on 28 February 2013
- Aggregate consideration of AUD35m (each party: AUD17.5)

Financial Effects of the Acquisition by PB Sea-Tow:

- Recognised in the consolidated b/s of the Company within “interests in jointly controlled entities”
- Future consolidated EBITDA will be enhanced by the additional shares of OMSA’s EBITDA that is attributable to the Sale Shares purchased by us
- Profit going forward will also reflect:
 - 1) performance of any new business that OMSA secures;
 - 2) amortisation over the existing OMSA contract’s life of that part of the consideration recognised as a deferred asset



Pacific Basin

2013 Analyst Day
3 May, HK


2012 Online Report






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