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

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 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

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

With you for the long haul
PB Dry Bulk Markets

Pacific Basin Business By Cargo Volumes (2012)

- Asia: 23%
- North America: 23%
- South America: 19%
- Australia & New Zealand: 17%
- Europe: 13%
- India/M.E: 4%
- Africa: 3%

Locations of PB Offices

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

Atlantic: 46%
Pacific: 54%
Baltic Dry Index is at its lowest level since 1986

YTD 2013 = 815
Spot rates for handysize and supramax

Surplus tonnage depressing freight rates

Floor level is reached

High / Low range is compressed
Recent development of our markets

US$ per day

Supramax 52k
Handysize 28k

Note similarity to last year

Supramax BSI US$/day
Handysize BHSI US$/day

US$ per day
Recent development of handysize pricing

Handysize pricing last 12 months

Newbuilding prices

Secondhand prices

Spread is narrowing

Has a lot to do with US$'/Yen

PB buying vessels from Sept. 2012

Yen / US$ exchange rate

Has a lot to do with US$'/Yen

+24%

Clarkson 32-35k NB

PB 5yr 32k

PB buying vessels from Sept. 2012

With you for the long haul
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

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

So what does this mean?

Until August we were heading for 700M+ dwt by year end...

...but then fleet growth slowed

This line can be extended to start 2010
Significantly reduced BC Net Fleet Growth

Long term view on drybulk fleet growth (annualised % of fleet)

This is why the market bust

8% difference in fleet growth from boom to bust

This is why the market boomed

Low growth around year end and picking up from January due to “New Year effect” on deliveries
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

- **2012 vs 2011**
- **3mos 2013 vs 3mos 2012**

- **TOTAL**
  - 12%
  - 7%

- **8 minor bulks**
  - 8%
  - 10%

- **Coal**
  - 30%
  - 27%

- **Iron ore**
  - 8%
  - 0%

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

- YTD imports growing slower than 2012 but still healthy
- Stronger YTD imports of minor bulk
- YTD growth for coal imports remains strong
- No YTD growth for iron ore imports

3mos 2013 vs 3mos 2012
Strong Growth for Chinese Major Bulk Import

YTD Chinese import of iron ore is steady while coal is up
Chinese imports of manganese + nickel ore + bauxite
(mill tonnes / month on 365/12 basis)

Imports in 2012
were 10% greater
than in 2011

Imports in 2012
were 9% below
2011

YTD is up 6% compared to
2012 and March is second
highest ever

Chinese logs import
(Mill cu.m / month 365/12 basis)

YTD imports in 2013
are 25% greater
than in 2013

Imports in 2013
are 25% greater
than in 2013

With you for the long haul
Supply / Demand development since 2009

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*

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Interest Income - Treasury</td>
<td>7.5</td>
<td>6.1</td>
<td>2.8</td>
</tr>
<tr>
<td>Exchange Losses - Unallocated</td>
<td>-8.3</td>
<td>-5.0</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>-0.8</strong></td>
<td><strong>1.1</strong></td>
<td><strong>2.8</strong></td>
</tr>
</tbody>
</table>
2 Core Segments:
- Dry Bulk
- Towage

RoRo moves to Unallocated

<table>
<thead>
<tr>
<th>Segment Information (continued)</th>
<th>Pacific Basin</th>
<th>PB</th>
<th>All Other Segments</th>
<th>Total Segments</th>
<th>Unallocated</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Dry Bulk</td>
<td>Towage</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>For the year ended</td>
<td>1,292,417</td>
<td>149,516</td>
<td>805</td>
<td>1,442,738</td>
<td>214</td>
</tr>
<tr>
<td>31 December 2012</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Continuing operations</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenue</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(a) Income statement segment information</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Loss for the year</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Profit/(loss) attributable to shareholders</td>
<td>39,275</td>
<td>37,710</td>
<td>(2,471)</td>
<td>74,514</td>
<td>(6,038)</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Towage Performance

As at 31 Dec 2012

<table>
<thead>
<tr>
<th>Operating performance</th>
<th>US$55.3m</th>
</tr>
</thead>
<tbody>
<tr>
<td>Direct overheads</td>
<td>US$(17.6)m</td>
</tr>
<tr>
<td>Segment net profit</td>
<td>US$37.7m</td>
</tr>
<tr>
<td>Operating cash flow</td>
<td>US$52.1m</td>
</tr>
</tbody>
</table>

2012:
- ↑ Offshore towage and support activity in Australasia
- Growth in Harbour Towage Markets
- Salvage support

2013?
- Newcastle?
- OMSA impact?

<table>
<thead>
<tr>
<th>Year</th>
<th>Offshore &amp; Infrastructure projects</th>
<th>Harbour Towage</th>
<th>Middle East &amp; others</th>
<th>Total segment return on net assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>32.3</td>
<td>8.2</td>
<td>-1.5</td>
<td>25.6</td>
</tr>
<tr>
<td>2012</td>
<td>55.3</td>
<td>14.6</td>
<td>1.3</td>
<td>39.4</td>
</tr>
<tr>
<td>2013</td>
<td>?</td>
<td>?</td>
<td>?</td>
<td>Target ROA: &gt;10%</td>
</tr>
</tbody>
</table>

Target ROA: >10%
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
4 Advantages of our Online Report

- Downloadable tables of financial data & other information
4 Advantages of our Online Report

- Hyperlinks to key supporting figures, breakdown analyses and further explanations
- Linkage facilities logical flow and easy access within integrated report
- Environmentally friendly medium
We appreciate your feedback

http://pbconnect.pacificbasin.com/annreportsurvey12/