No onerous contract provision or vessel impairment anticipated
Continue to manage for a weak market in medium term
Weak market may present opportunities that we will carefully consider
Purchased one eight year old 32,000 dwt Japanese Handysize logger
5 years old 32,000 dwt Handysize estimated by Clarkson Platou at US$11.5m

<table>
<thead>
<tr>
<th>US$m</th>
<th>1H2015</th>
<th>2H2015 Guidance</th>
<th>Full Year 2015 Guidance</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA</td>
<td>+42</td>
<td>in line with 1H</td>
<td></td>
</tr>
<tr>
<td>Underlying Result</td>
<td>-15</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MTM Bunker Hedges</td>
<td>+17</td>
<td>similar one-offs unlikely at current bunker prices</td>
<td></td>
</tr>
<tr>
<td>Capital Gain</td>
<td>+4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net Result</td>
<td>+6</td>
<td></td>
<td>Net loss 5-20</td>
</tr>
</tbody>
</table>
Cargo System Business Model – Outperforming Market Rates

- Experienced staff & global office network
- Large fleet of high-quality substitutable ships
- Large portfolio of cargo contracts & relationships → Direct end-user interaction
- High laden percentage (minimum ballast legs)
- Minor bulk as opposed to major bulk exposure
  ➔ Average premium last 5 years = US$2,380/day

Cargo Contract Business Model – Outperforming Market Indices

<table>
<thead>
<tr>
<th>Year</th>
<th>Baltic Handysize Index - net rate</th>
<th>PB Handysize Performance</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>8,070</td>
<td>$9,340</td>
</tr>
<tr>
<td>2012</td>
<td>5,320</td>
<td>$8,070</td>
</tr>
<tr>
<td>2013</td>
<td>7,500</td>
<td>$9,340</td>
</tr>
<tr>
<td>2014</td>
<td>10,000</td>
<td>$9,340</td>
</tr>
<tr>
<td>2015 YTD</td>
<td>12,500</td>
<td>$5,320</td>
</tr>
</tbody>
</table>
Focused in Segmnet – Diversified Cargo and Customers

Our Dry Bulk Cargo Volume in 3Q15

- Minerals
  - Sand & Gypsum: 3%
  - Salt: 3%
  - Soda Ash: 2%

- Energy
  - Coal: 5%
  - Petcoke: 4%
  - Wood Pellets: 2%

- Metals
  - Concentrates & Other Metals: 7%
  - Alumina: 4%
  - Ores: 5%

- Construction Materials
  - Logs & Forest Products: 14%
  - Steel & Scrap: 13%
  - Cement & Cement Clinkers: 10%

- Agricultural Products and Related
  - Grains & Agriculture Products: 16%
  - Fertiliser: 10%
  - Sugar: 2%

Diverse range of commodities reduces product risk
China and North America were our largest market
60% of business in Pacific and 40% in Atlantic

More than 400 customers!

Data as at 24 Sep 2015
3Q15 Trading Update
Dry Bulk Spot Market at 30 Year Lows

- 3Q improvement largely driven by healthier conditions in Atlantic on strong S. American agricultural exports
- Weak demand growth in Pacific largely due to slowdown in Chinese coal imports
- Rates reducing since early September partly due to higher vessel speeds
- Weak rates so far in 4Q

Source: Baltic Exchange
* Net rates are net of 5% commission
Handysize Vessel Values

All time high spread between new building and second hand values

5 years (32,000 dwt): US$11.5m

20 Nov 2015
Newbuilding (35,000 dwt)
US$20.5m

Source: Clarksons Platou
Dry Bulk Supply & Demand

- 1H 2014  Indonesian Export ban
- 2H 2014  Bunker price halved
- 1H 2015  Coal imports to China -38%
- 2H 2015  Strong 3Q weak 4Q

A period of falling commodity prices and stock drawing

Source: Clarksons Platou
Chinese Minor Bulk Imports – Growing Since March

YTD Chinese imports of minor bulks down 2% yoy but growing since March to lend some support to demand for Handysize and Handymax ships

- Chinese imports of Bauxite increased YOY and soybeans and cereal grains are up substantially;
- Chinese steel exports also increased

Source: Bloomberg
**Year-on-year change in Chinese imports of dry bulk commodities so far in 2015**

Annualised million tonnes

<table>
<thead>
<tr>
<th>Commodity</th>
<th>Change (Million tonnes)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Iron ore</td>
<td>-5</td>
</tr>
<tr>
<td>Coal</td>
<td>10</td>
</tr>
<tr>
<td>Soybean</td>
<td>16</td>
</tr>
<tr>
<td>Cereal</td>
<td>-7</td>
</tr>
<tr>
<td>Logs</td>
<td>-1</td>
</tr>
<tr>
<td>Manganeso</td>
<td>1</td>
</tr>
<tr>
<td>Concentrates</td>
<td>1</td>
</tr>
<tr>
<td>Fertilisers</td>
<td>1</td>
</tr>
<tr>
<td>Bauxite</td>
<td>15</td>
</tr>
<tr>
<td>Nickel ore</td>
<td>-15</td>
</tr>
</tbody>
</table>

10 dry bulk commodities: total minus 73 million tonnes so far this year, equivalent to a 5% decline from last year. Most of the decline is caused by a reduction in coal imports.
Dry Bulk Supply – Self Correcting Factors

New Vessel Ordering is Down

- Per quarter annualised in % of fleet (dwt)
- Delivery Slippage
- Orderbook Cancellations & Conversions

Increased Scapping

- FY14: 16 mil dwt
- Jan - Sep 15: 24 mil dwt

Fleet Growth is Reducing

- Total Drybulk Year-on-Year Net Fleet Growth (%)

- Expecting net fleet growth for 2015 of about 2.5%

Handysize scrapping (25,000-39,000 dwt)
Other dry bulk scrapping

Source: Clarksons Platou

3Q15 Trading Update
Our Increased Focus on Dry Bulk

**Early 2012**
Four business units

- Strong platform but only about 25% of our fleet was owned
- Minor player with no competitive advantage

- US$1.6 billion of long-term assets
  - G&A: US$77 million

**2015**
Fully dry bulk focused

- World's largest Handysize owner & operator
- >40% of our fleet is owned

- US$2 billion of long-term assets including newbuildings
  - G&A: US$57 million

- 81 Dry Bulk Ships in operation
  - 17 Newbuildings
  - ME Towage
  - 81 Dry Bulk Ships in operation

As in Interim Results

With you for the long haul
# 1H15 Balance Sheet

<table>
<thead>
<tr>
<th></th>
<th>30 Jun 15 US$m</th>
<th>31 Dec 14 US$m</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vessels &amp; other fixed assets</td>
<td>1,578</td>
<td>1,585</td>
</tr>
<tr>
<td>Total assets</td>
<td>2,194</td>
<td>2,308</td>
</tr>
<tr>
<td>Total borrowings</td>
<td>930</td>
<td>1,000</td>
</tr>
<tr>
<td>Total liabilities</td>
<td>1,199</td>
<td>1,306</td>
</tr>
<tr>
<td>Net assets</td>
<td>995</td>
<td>1,002</td>
</tr>
<tr>
<td>Net borrowings (total cash: US$392m)</td>
<td>538</td>
<td>636</td>
</tr>
<tr>
<td>Net borrowings to net book value of property, plant and equipment</td>
<td>34%</td>
<td>40%</td>
</tr>
</tbody>
</table>

- Vessel average net book value: Handysize $15.7m, 9.5 years
  Handymax $23.3m, 6.4 years
- KPI: net gearing below 50%
- US$353m of newbuildings commitments
- US$154m CB maturity Apr 2016 and US$125m of 2018 CB can be put in Oct 2016
- Almost US$500m of committed but undrawn financial facilities
Borrowings and Capex

As at 30 June 2015
(2016 CB updated as at 1 Oct 2015)

- Bank borrowings (US$513 million) & finance lease liabilities (US$16 million due 2H 2015) – undrawn committed bank facilities US$498m
- Convertible bonds, face value US$404 million, book value US$375 million
  (as at 1 Oct 2015 after we bought back and cancelled 2016 CB with face value of US$27.4 million in 3Q)

- Vessel capital commitments (US$353 million)

Bought back US$27 million of 2016 CB in 3Q15
**1H15 Daily Vessel Costs – Handysize**

As at 30 June 2015

- **Finance cost**
- **Charter-hire: Short-term (ST) / Long-term (LT)**
- **Depreciation**
- **Opex**

### Owned

Including finance lease vessels

<table>
<thead>
<tr>
<th>Year</th>
<th>Vessel Days</th>
<th>Direct overheads</th>
<th>Blended US$7,870 (2014: US$8,750)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>23,880</td>
<td>US$4,370</td>
<td>US$8,510</td>
</tr>
<tr>
<td>1H15</td>
<td>12,130</td>
<td>US$4,210</td>
<td>US$8,460</td>
</tr>
<tr>
<td>2014</td>
<td>32,850</td>
<td>US$3,040</td>
<td>US$8,930</td>
</tr>
<tr>
<td>1H15</td>
<td>14,820</td>
<td>US$1,210</td>
<td>US$7,380</td>
</tr>
</tbody>
</table>

### Chartered

<table>
<thead>
<tr>
<th>Year</th>
<th>Vessel Days</th>
<th>Market Rate</th>
<th>LT days</th>
<th>ST days</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>23,880</td>
<td>US$7,110</td>
<td>4,930</td>
<td>180</td>
</tr>
<tr>
<td>1H15</td>
<td>12,130</td>
<td>US$7,520</td>
<td>1,060</td>
<td>180</td>
</tr>
<tr>
<td>2014</td>
<td>32,850</td>
<td>US$7,110</td>
<td>4,470</td>
<td>180</td>
</tr>
<tr>
<td>1H15</td>
<td>14,820</td>
<td>US$7,520</td>
<td>5,560</td>
<td>180</td>
</tr>
</tbody>
</table>

### Inward Charter Commitments

**Days & rates 2015-2016**

- **1H15**
  - 4,470 days at US$5,870
  - 2,320 days at US$7,520
  - 2,180 days at US$8,830

- **2H15**
  - 5,420 LT days at US$8,860
  - 5,560 LT days at US$8,730

- **2016**
  - 8,830 LT days at US$8,800

- **Vessel Days**
  - 14,820
  - 8,940
  - 11,190

- **Opex**
  - 45% of 2014
  - 58% of 2014

- **Chartered rates**
  - Net of provision

- **Note**
  - Direct overheads of US$660/day
  - Cost of index linked vessels going up with rates in 3Q

*Chartered rates are shown net of provision*
Dry Bulk Market

- Uncertain market situation - Oversupplied global fleet and reduced growth in dry bulk commodity demand – especially coal into China
- Scrapping, NB cancellations & postponements and very little new ordering are helping to mitigate supply growth
- Minor bulks looks better than iron ore & coal

Strategy

- Fully focused on our world-leading Handy dry bulk business, now well structured and out of non-core
- Reduce costs, optimise our teams and fleet and cargo combinations
- Redelivering expiring and long-term chartered-in ships
- Relying more on owned ships, complemented by shorter-term and index-linked chartered ships
- Managing our business for a continued weak market in the medium term, focused on safeguarding our positive EBITDA generation and cash position

Pacific Basin Benefits:

- Now fully Handy focused
- Business Model ➔ Premium
- High-quality predominately Japanese-built fleet
- Experienced staff, globally
- Access to Capital

➔ Well positioned
Disclaimer

This presentation contains certain forward looking statements with respect to the financial condition, results of operations and business of Pacific Basin and certain plans and objectives of the management of Pacific Basin.

Such forward looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual results or performance of Pacific Basin to be materially different from any future results or performance expressed or implied by such forward looking statements. Such forward looking statements are based on numerous assumptions regarding Pacific Basin's present and future business strategies and the political and economic environment in which Pacific Basin will operate in the future.

Our Communication Channels:

- **Financial Reporting**
  - Annual (PDF & Online) & Interim Reports
  - Voluntary quarterly trading updates
  - Press releases on business activities

- **Shareholder Meetings and Hotlines**
  - Analysts Day & IR Perception Study
  - Sell-side conferences
  - Investor/analyst calls and enquiries

Contact IR – Emily Lau
E-mail: elau@pacificbasin.com
ir@pacificbasin.com
Tel : +852 2233 7000

- **Company Website - www.pacificbasin.com**
  - Corporate Information
  - CG, Risk Management and CSR
  - Fleet Profile and Download
  - Investor Relations:
    - financial reports, news & announcements, excel download, awards, media interviews, stock quotes, dividend history, corporate calendar and glossary

- **Social Media Communications**
  - Follow us on Facebook, Twitter, LinkedIn and WeChat!
Appendix: Pacific Basin Overview

- A leading dry bulk owner/operator of Handysize & Handymax dry bulk ships
- Cargo system business model – outperforming market rates
- About 200 dry bulk ships on the water serving major industrial customers around the world
- Also owning/operating offshore tugs and barges in the Middle East
- Hong Kong headquarters, 12 offices worldwide, 340 shore-based staff, 3,000 seafarers*
- Our vision: To be a shipping industry leader and the partner of choice for customers, staff, shareholders and other stakeholders
OUR LARGE VERSITILE FLEET

Fleet scale and interchangeable high-quality dry bulk ships facilitate service flexibility to customers, optimised scheduling and maximised vessel utilisation

In-house technical operations facilitate enhanced health & safety, quality and cost control, and enhanced service reliability and seamless, integrated service and support to customers

OUR MARKET LEADING CUSTOMER FOCUS & SERVICE

Priority to build and sustain long-term customer relationships

Solution-driven approach ensures accessibility, responsiveness and flexibility towards customers

Close partnership with customers generates enhanced access to spot cargoes and long-term cargo contract opportunities of mutual benefit

OUR STRONG CORPORATE & FINANCIAL PROFILE

Striving for best-in-class internal and external reporting, transparency and corporate stewardship

Robust balance sheet and strong track record sets us apart as a preferred counterparty

Hong Kong listing & location facilitates good access to capital

Responsible observance of stakeholder interests and our commitment to good corporate governance and CSR

DEPTH OF STAFF & GLOBAL OFFICE NETWORK

Integrated international service enhanced by experienced commercial and technical staff around the world

Being local facilitates clear understanding of and response to customers’ needs and first-rate personalised service

Being global facilitates comprehensive market intelligence and cargo opportunities, and optimal trading and positioning of our fleet
Appendix: 2015 Third Quarter Highlights

Pacific Basin Dry Bulk

- Our business model enabled us to outperform spot market in 3Q:

<table>
<thead>
<tr>
<th>Average Daily Earnings</th>
<th>Q3 US$/day</th>
<th>Q3 Outperformance</th>
<th>YTD US$/day</th>
</tr>
</thead>
<tbody>
<tr>
<td>Handysize TCE</td>
<td>$8,350</td>
<td>+39%</td>
<td>$8,070</td>
</tr>
<tr>
<td>Handymax TCE</td>
<td>$9,630</td>
<td>+15%</td>
<td>$9,460</td>
</tr>
</tbody>
</table>

- 3Q was highest quarter YTD but market rates have been weakening since early Sep
- Cost reduction program on track
- Currently operate 215 dry bulk ships (83 owned)
- Managing our business for a continued weak market in the medium term, focused on safeguarding our positive EBITDA generation and cash position

PB Towage & RoRo

- Consolidated towage results remain marginally profitable YTD
- Our RoRo exit is complete after our final RoRo vessel delivered to Grimaldi in August generating cash proceeds of around US$31m

Finance

- We bought back and cancelled 2016 convertible bonds of US$27.4m in 3Q15 (YTD total US$55.2m)
Appendix: Earnings Cover

- About same % cover as last year but at lower rates/day

<table>
<thead>
<tr>
<th></th>
<th>Handysize</th>
<th>Handymax</th>
</tr>
</thead>
<tbody>
<tr>
<td>4Q</td>
<td>53,090 Revenue Days</td>
<td>20,630 Revenue Days</td>
</tr>
<tr>
<td>2014</td>
<td>41,510 days</td>
<td>20,450 Revenue Days</td>
</tr>
<tr>
<td>76%</td>
<td>$9,250</td>
<td>79%</td>
</tr>
<tr>
<td>9,570 days</td>
<td>$8,820</td>
<td>$8,400</td>
</tr>
<tr>
<td>100%</td>
<td>$9,670</td>
<td>100%</td>
</tr>
<tr>
<td>3Q</td>
<td>48,860 Revenue Days</td>
<td>16,900 days</td>
</tr>
<tr>
<td>2015</td>
<td>39,290 days</td>
<td>16,590 days</td>
</tr>
<tr>
<td>59%</td>
<td>$8,070</td>
<td>100%</td>
</tr>
<tr>
<td>4Q</td>
<td>34,740 Revenue Days</td>
<td>100%</td>
</tr>
<tr>
<td>2016</td>
<td>20%</td>
<td>20%</td>
</tr>
<tr>
<td></td>
<td>$10,040</td>
<td>$11,170</td>
</tr>
<tr>
<td></td>
<td></td>
<td>$10,480</td>
</tr>
</tbody>
</table>

Currency: US$

Comparative data shows cargo cover secured as at 30 Sep 2015 vs 10 Oct 2014
Uncovered days excludes revenue days related to inward chartered vessels on index-linked rates
### Appendix:
**Fleet List – 30 September 2015**

<table>
<thead>
<tr>
<th></th>
<th>Vessels in operation</th>
<th>Newbuildings on order</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Owned</td>
<td>Chartered</td>
<td>Total</td>
</tr>
<tr>
<td><strong>Dry Bulk Fleet</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Handysize</td>
<td>66</td>
<td>72</td>
<td>138</td>
</tr>
<tr>
<td>Handymax</td>
<td>16</td>
<td>59</td>
<td>75</td>
</tr>
<tr>
<td>Post-Panamax</td>
<td>1</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td><strong>Total Dry Bulk Vessels</strong></td>
<td>83</td>
<td>132</td>
<td>215*</td>
</tr>
<tr>
<td><strong>Towage</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tugs</td>
<td>13</td>
<td>1</td>
<td>14</td>
</tr>
<tr>
<td>Barges</td>
<td>6</td>
<td>-</td>
<td>6</td>
</tr>
<tr>
<td>Other PB Towage Vessels</td>
<td>-</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td><strong>Total Towage Vessels</strong></td>
<td>19</td>
<td>2</td>
<td>21</td>
</tr>
<tr>
<td><strong>Grand Total</strong></td>
<td>102</td>
<td>134</td>
<td>236</td>
</tr>
</tbody>
</table>

* Dry bulk fleet in operation defined as: number of owned ships at 30 September + average number of chartered ships in full month of September
Appendix:
Experienced Management - Team

Chairman & BOD
Mats Berglund
3/29

CEO

Finance & Accounting, CFO
Andrew Broomhead
12/12

Company Secretary & Risk
Kitty Mok
19/19

HR
P.B. Subbiah
12/21

Asset Management
Morten Ingebrigtsen
26/29

Chartering
Pacific & Global
Handysize
Surinder Brrar
8/30

Chartering
Atlantic & Global
Handymax
Kristian Helt
13/15

Commercial Operation
Suresh Prabhakar
15/39

Technical & Crewing, CTO
Charlie Kocherta
15/37

Numbers Indicate Years in Company / Years in Shipping
Appendix: Sustainability

- Applying sustainable thinking in our decisions and the way we run our business
- Creating long-term value through good corporate governance and CSR

Corporate Social Responsibility (CSR)
- Guided by strategic objectives on (i) workplace practices (primarily safety), (ii) the environment, and (iii) our communities (where our ships trade and our people live and work)
- Active approach to CSR, with KPIs to measure effectiveness
- Reporting follows SEHK’s ESG Reporting Guide
- Disclosure also through CDP, HKQAA, CFR for HK-listed companies

Corporate Governance & Risk Management
- Adopted recommended best practices under SEHK’s CG Code (with quarterly trading update)
- Closely integrated Group strategy and risk management
- Transparency priority
- Stakeholder engagement includes in-depth customer and investor surveys
- Risk management committee interaction with management and business units
- Integrated Reporting following International <IR> Framework of IIRC
Appendix: Cash Flow

Operating cash flow | US$58.8m
EBITDA | US$41.5m

Sources and Uses of Group Cash Flow in 1H 2015

US$ Million

<table>
<thead>
<tr>
<th>Date</th>
<th>Description</th>
<th>Amount (US$ Million)</th>
</tr>
</thead>
<tbody>
<tr>
<td>At 1 Jan 2015</td>
<td>Operating cash inflow</td>
<td>+363</td>
</tr>
<tr>
<td></td>
<td>Towage sale proceeds</td>
<td>+59</td>
</tr>
<tr>
<td></td>
<td>RoRo sale proceeds</td>
<td>+73</td>
</tr>
<tr>
<td></td>
<td>Capex</td>
<td>+30</td>
</tr>
<tr>
<td></td>
<td>Decrease in borrowings</td>
<td>-45</td>
</tr>
<tr>
<td></td>
<td>Net interest paid</td>
<td>-61</td>
</tr>
<tr>
<td></td>
<td>Dividend paid</td>
<td>-13</td>
</tr>
<tr>
<td></td>
<td>Others</td>
<td>-12</td>
</tr>
<tr>
<td></td>
<td>At 30 Jun 2015</td>
<td>+392</td>
</tr>
</tbody>
</table>

(Note of US$124m CB proceeds)

As at 30 June 2015
# Appendix: Convertible Bonds Due 2016

| **Issue size** | US$230 million (US$20.5m face value put back and repaid on 14 April 2014; Remaining: US$210m) |
| **Maturity Date** | 12 April 2016 (6 years) |
| **Investor Put Date and Price** | 12 April 2014 (4 years) at par |
| **Coupon** | 1.75% p.a. payable semi-annually in arrears on 12 April and 12 October |
| **Redemption Price** | 100% |
| **Initial Conversion Price** | HK$7.98 (Current conversion price: HK$ 6.97 with effect from 27 April 2015) |

### Conversion Condition
- Before 11 Jan 2011: No Conversion is allowed
- 12 Jan 2011 – 11 Jan 2014: Share price for 5 consecutive days > 120% conversion price
- 12 Jan 2014 – 5 Apr 2016: Share price > conversion price

### Intended Use of Proceeds
To purchase the 3.3% Existing Convertible Bonds due 2013, then redeem the 2013 Convertible Bonds (now all redeemed & cancelled)

### Conditions
- Shareholders’ approval at SGM to approve the issue of the New Convertible Bonds and the specific mandate to issue associated shares.
- If the specific mandate is approved by the shareholders at the SGM, the Company would not pursue a new general share issue mandate at the forthcoming AGM on 22 April 2010

### Conversion/redemption Timeline

**Closing Date**
- 12 Apr 2010

**No Conversion**
- 12 Jan 2011

**PB’s call option to redeem all bonds**
- Trading price for 30 consecutive days > 130% conversion price in effect

**Bondholders can convert to PB shares when trading price > conversion price**
- For 5 consecutive days

**Bondholders’ put option to redeem bonds**
- Share price > conversion price

**Maturity**
- 5 Apr 2016
- 12 Apr 2016

3Q15 Trading Update

With you for the long haul
Appendix: Convertible Bonds Due 2018

<table>
<thead>
<tr>
<th>Issue size</th>
<th>US$123.8 million</th>
</tr>
</thead>
<tbody>
<tr>
<td>Maturity Date</td>
<td>22 October 2018 (6 years)</td>
</tr>
<tr>
<td>Investor Put Date and Price</td>
<td>22 October 2016 (4 years) at par</td>
</tr>
</tbody>
</table>
| PB’s Call Option    | 1) Trading price for 30 consecutive days > 130% conversion price in effect  
                        2) >90% of Bond converted / redeemed / purchased / cancelled |
| Coupon              | 1.875% p.a. payable semi-annually in arrears on 22 April and 22 October |
| Redemption Price    | 100%             |
| Initial Conversion Price | HK$4.96 (current conversion price: HK$4.75 with effect from 27 April 2015) |
| Intended Use of Proceeds | To acquire additional Handysize and Handymax vessels, as well as for general working capital |

Conversion/redemption Timeline

- PB’s call option to redeem all bonds  
  - Trading price for 30 consecutive days > 130% conversion price in effect
- Bondholders’ put option to redeem bonds
- Bondholders can convert all or some of their CB into shares
- Closing Date: 22 Oct 2012, 2 Dec 2012
- Maturity: 22 Oct 2018
- 22 Oct 2016
- 12 Oct 2018
## Appendix: Convertible Bonds Due 2021

<table>
<thead>
<tr>
<th>Issue size</th>
<th>US$125 million</th>
</tr>
</thead>
<tbody>
<tr>
<td>Maturity Date</td>
<td>3 July 2021 (approx. 6 years)</td>
</tr>
<tr>
<td>Investor Put Date and Price</td>
<td>3 July 2019 (approx. 4 years) at par</td>
</tr>
<tr>
<td>Coupon</td>
<td>3.25% p.a. payable semi-annually in arrears on 3 January and 3 July</td>
</tr>
<tr>
<td>Redemption Price</td>
<td>100%</td>
</tr>
<tr>
<td>Initial Conversion Price</td>
<td>HK$4.08</td>
</tr>
<tr>
<td>Intended Use of Proceeds</td>
<td>To maintain the Group’s balance sheet strength and liquidity and to continue to proactively manage its upcoming liabilities, including its Existing Convertible Bonds, as well as for general working capital purposes</td>
</tr>
</tbody>
</table>

### Conditions
Shareholders’ approval at a SGM to approve the issue of the new Convertible Bonds and the issue of new shares upon conversion of the new Convertible Bonds.

### Timeline

#### Conversion/redemption Timeline
- **PB’s call option to redeem all bonds**
  - Trading price for 30 consecutive days > 130% conversion price in effect
- **Bondholders’ put option to redeem bonds**
- **Bondholders can convert all or some of their CB into shares**

- **Closing Date**
  - 8 Jun 2015
  - 19 Jul 2015

- **Maturity**
  - 3 Jul 2019
  - 23 Jun 2021
  - 3 Jul 2021
### Appendix: Understanding Our Core Market

<table>
<thead>
<tr>
<th>Bulk Carrier Ship Types</th>
<th>Percentage of Global Dry Bulk Capacity</th>
<th>Versatility</th>
<th>Main Commodities Carried</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Major bulks</strong></td>
<td></td>
<td></td>
<td><strong>Major Bulks</strong></td>
</tr>
<tr>
<td>without cranes</td>
<td></td>
<td></td>
<td>- Iron ore</td>
</tr>
<tr>
<td>Capesize</td>
<td>120,000+ dwt</td>
<td>40%</td>
<td>- Coal</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>- Grains</td>
</tr>
<tr>
<td><strong>Panamax &amp; Post-Panamax</strong></td>
<td></td>
<td></td>
<td><strong>Minor Bulks</strong></td>
</tr>
<tr>
<td>65,000-120,000 dwt</td>
<td></td>
<td></td>
<td>- Logs &amp; Forest Products</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>- Agriculture Products</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>- Fertiliser</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>- Cement &amp; Cement Clinker</td>
</tr>
<tr>
<td><strong>Minor bulks</strong></td>
<td></td>
<td></td>
<td><strong>Minor Bulks</strong></td>
</tr>
<tr>
<td>with Cranes</td>
<td></td>
<td></td>
<td>- Bauxite</td>
</tr>
<tr>
<td>Handymax</td>
<td>40,000-65,000 dwt</td>
<td>22%</td>
<td>- Alumina</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>- Ores</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>- Steel &amp; Scrap</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>- Concentrates</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>- Salt</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>- Coal/Coke</td>
</tr>
<tr>
<td>Handysize</td>
<td>25,000-40,000 dwt</td>
<td>10%</td>
<td><strong>Minor Bulks</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>- Patcok</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>- Sugar</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>- Other Bulks</td>
</tr>
</tbody>
</table>

- Few ports, few customers, few cargo types, low scope for triangulation
- Many ports, many customers, many cargo types, high scope for triangulation

---

**Our Focus**

---

3Q15 Trading Update | 28
With you for the long haul
Appendix:
Dry Bulk Supply

Handysize Orderbook
379 vessels (13.9m dwt)

<table>
<thead>
<tr>
<th></th>
<th>m Dwt</th>
</tr>
</thead>
<tbody>
<tr>
<td>Scheduled orderbook 3Q 2015</td>
<td>6.5m (8.7%)</td>
</tr>
<tr>
<td>Actual delivery</td>
<td>4.9m (6.6%)</td>
</tr>
<tr>
<td>2015 remaining</td>
<td>4.7%</td>
</tr>
<tr>
<td>2016</td>
<td>8.9%</td>
</tr>
</tbody>
</table>
| 2017+            | 5.2%   | 24% Shortfall

Handysize (25,000-39,999 dwt)
Orderbook as % of Existing Fleet: 19%
Average Age: 9 years
Over 25 Years: 8%
Scraping as % of Existing Fleet (Annualised): 6%

Handymax (40,000-64,999 dwt)
Orderbook as % of Existing Fleet: 22%
Average Age: 8 years
Over 25 Years: 3%
Scraping as % of Existing Fleet (Annualised): 2%

Panamax (65,000-119,999 dwt)
Orderbook as % of Existing Fleet: 13%
Average Age: 8 years
Over 25 Years: 2%
Scraping as % of Existing Fleet (Annualised): 3%

Capesize (120,000+ dwt)
Orderbook as % of Existing Fleet: 18%
Average Age: 7 years
Over 25 Years: 1%
Scraping as % of Existing Fleet (Annualised): 6%

Total Dry Bulk Orderbook
1,644 vessels (133.7m dwt)

<table>
<thead>
<tr>
<th></th>
<th>m Dwt</th>
</tr>
</thead>
<tbody>
<tr>
<td>Scheduled orderbook 3Q 2015</td>
<td>54.5m (7.1%)</td>
</tr>
<tr>
<td>Actual delivery</td>
<td>39.7m (5.1%)</td>
</tr>
<tr>
<td>2015 remaining</td>
<td>4.7%</td>
</tr>
<tr>
<td>2016</td>
<td>9.1%</td>
</tr>
</tbody>
</table>
| 2017+            | 3.5%   | 28% Shortfall

Total Dry Bulk >10,000 dwt
Orderbook as % of Existing Fleet: 17%
Average Age: 9 years
Over 25 Years: 3%
Scraping as % of Existing Fleet (Annualised): 4%

Source: Clarksons Platou, as at 1 Oct 2015

With you for the long haul
Appendix:
China Dry Bulk Trade, Iron Ore & Coal Demand

Chinese Dry Bulk Trade Volume

<table>
<thead>
<tr>
<th>Year</th>
<th>Import</th>
<th>Export</th>
<th>Net Import</th>
</tr>
</thead>
<tbody>
<tr>
<td>2005</td>
<td>300</td>
<td>0</td>
<td>300</td>
</tr>
<tr>
<td>2006</td>
<td>400</td>
<td>200</td>
<td>200</td>
</tr>
<tr>
<td>2007</td>
<td>500</td>
<td>300</td>
<td>200</td>
</tr>
<tr>
<td>2008</td>
<td>600</td>
<td>400</td>
<td>200</td>
</tr>
<tr>
<td>2009</td>
<td>700</td>
<td>500</td>
<td>200</td>
</tr>
<tr>
<td>2010</td>
<td>800</td>
<td>600</td>
<td>200</td>
</tr>
<tr>
<td>2011</td>
<td>900</td>
<td>700</td>
<td>200</td>
</tr>
<tr>
<td>2012</td>
<td>1,000</td>
<td>800</td>
<td>200</td>
</tr>
<tr>
<td>2013</td>
<td>1,100</td>
<td>900</td>
<td>200</td>
</tr>
<tr>
<td>2014</td>
<td>1,200</td>
<td>1,000</td>
<td>200</td>
</tr>
<tr>
<td>2015</td>
<td>1,300</td>
<td>1,100</td>
<td>200</td>
</tr>
</tbody>
</table>

China Coal Net Import

<table>
<thead>
<tr>
<th>Year</th>
<th>Import</th>
<th>Export</th>
<th>Net Import</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006</td>
<td>300</td>
<td>0</td>
<td>300</td>
</tr>
<tr>
<td>2007</td>
<td>400</td>
<td>200</td>
<td>200</td>
</tr>
<tr>
<td>2008</td>
<td>500</td>
<td>300</td>
<td>200</td>
</tr>
<tr>
<td>2009</td>
<td>600</td>
<td>400</td>
<td>200</td>
</tr>
<tr>
<td>2010</td>
<td>700</td>
<td>500</td>
<td>200</td>
</tr>
<tr>
<td>2011</td>
<td>800</td>
<td>600</td>
<td>200</td>
</tr>
<tr>
<td>2012</td>
<td>900</td>
<td>700</td>
<td>200</td>
</tr>
<tr>
<td>2013</td>
<td>1,000</td>
<td>800</td>
<td>200</td>
</tr>
<tr>
<td>2014</td>
<td>1,100</td>
<td>900</td>
<td>200</td>
</tr>
<tr>
<td>2015</td>
<td>1,200</td>
<td>1,000</td>
<td>200</td>
</tr>
</tbody>
</table>

China Iron Ore Sourcing for Steel Production

<table>
<thead>
<tr>
<th>Year</th>
<th>Import</th>
<th>Export</th>
<th>Net Import</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006</td>
<td>300</td>
<td>0</td>
<td>300</td>
</tr>
<tr>
<td>2007</td>
<td>400</td>
<td>200</td>
<td>200</td>
</tr>
<tr>
<td>2008</td>
<td>500</td>
<td>300</td>
<td>200</td>
</tr>
<tr>
<td>2009</td>
<td>600</td>
<td>400</td>
<td>200</td>
</tr>
<tr>
<td>2010</td>
<td>700</td>
<td>500</td>
<td>200</td>
</tr>
<tr>
<td>2011</td>
<td>800</td>
<td>600</td>
<td>200</td>
</tr>
<tr>
<td>2012</td>
<td>900</td>
<td>700</td>
<td>200</td>
</tr>
<tr>
<td>2013</td>
<td>1,000</td>
<td>800</td>
<td>200</td>
</tr>
<tr>
<td>2014</td>
<td>1,100</td>
<td>900</td>
<td>200</td>
</tr>
<tr>
<td>2015</td>
<td>1,200</td>
<td>1,000</td>
<td>200</td>
</tr>
</tbody>
</table>

Source: Clarksons Platou, Bloomberg