Information is based on:

i) 1Q12 trading update

ii) RoRo Announcement

18 June 2012
Pacific Basin Dry Bulk - Earnings Coverage

Pacific Basin Dry Bulk Fleet: 167
As at 16 April 2012

<table>
<thead>
<tr>
<th></th>
<th>Owned On the water</th>
<th>Chartered On the water</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Handysize</strong></td>
<td>30</td>
<td>8</td>
<td>74*</td>
</tr>
<tr>
<td><strong>Handymax</strong></td>
<td>3</td>
<td>6</td>
<td>35</td>
</tr>
<tr>
<td><strong>Post-Pmax</strong></td>
<td>1</td>
<td>0</td>
<td>1</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>34</td>
<td>14</td>
<td>110</td>
</tr>
</tbody>
</table>

Average Age of our core fleet: 6.6 years old

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Handysize</strong></td>
<td>US$13,530</td>
<td>US$10,840</td>
</tr>
<tr>
<td><strong>Handymax</strong></td>
<td>US$15,090</td>
<td>US$12,060</td>
</tr>
<tr>
<td><strong>Revenue days</strong></td>
<td>32,710</td>
<td>31,370</td>
</tr>
</tbody>
</table>

Note: NB – newbuilding
* Include 13 finance lease vessels

Dry Bulk net profit
Handysize: US$89.8m
Handymax: US$(8.4)m
Operating cash flow: US$138m
Return on net assets: 11%
Dry Bulk Market Information

- Market freight rates for Handysize and Handymax declined 34% and 49% in first six weeks of 2012 before partially recovering
- By contrast, Capesize rates fell over 80% - no significant recovery to date
- Poor start to 2011 and 2012:
  - Surge in newbuilding deliveries
  - Seasonal demand disruptions in influential dry bulk trade areas
e.g. Indo-Australian monsoon (incl. SE Asia), heavy rain in Brazil, Chinese New Year / winter
- Secondhand values continue to fall due to financial difficulties of a number of ship owners

Baltic Dry Index (BDI) versus Baltic Handysize Index (BHSI) & Baltic Capesize Index (BCI)

Secondhand Handysize Values (5 year old 32,000 Dwt)

Source: The Baltic Exchange, Clarksons
Dry Bulk Demand

- 10% increase in 2011 dry bulk demand* reflecting relatively healthy state of activity, albeit offset by excessive expansion of supply

- China dry bulk net imports represent 28% of global dry bulk trade:
  Forestry products ↑37%; Bauxite ↑49%; Nickel ↑92%; Coal ↑10%; Ore: ↑11%

- India: reduced ore exports drove tonne-mile demand with more sourced from further afield; coal imports increased 11% and log imports from New Zealand grew >30%

* R.S. Platou estimate

Source: RS Platou
Global Dry Bulk Fleet Development

- Dry bulk capacity expanded 3.4% net during 1Q, and 14% net YOY
- Heavy influx of newbuildings was partially offset by record-high scrapping
- Handysize fleet grew only 1% net in 1Q
- 31% of Handysize fleet is over 25 years old

Handysize Age Profile (25,000-39,999 dwt)
2,084 vessels (66.7m dwt)

0-15 years 60%
16-24 years 9%
25-29 years 22%
30+ years 9%

Source: Clarksons, Morgan Stanley, Bloomberg, as at 1 Apr 2012

*Scheduled orderbook as at 1 Jan 2011
Ship owners ordered >50% less new capacity in Jan/Feb due to weak market conditions

- 139m dwt of new capacity scheduled to deliver in FY12 *
- We expect 30-35% delivery shortfall in 2012
- Less onerous Handysize orderbook

**Dry Bulk Orderbook**

**Handysize Orderbook**
482 vessels (17m dwt)

- Ship owners ordered >50% less new capacity in Jan/Feb due to weak market conditions
- 139m dwt of new capacity scheduled to deliver in FY12 *
- We expect 30-35% delivery shortfall in 2012
- Less onerous Handysize orderbook

**Total Dry Bulk Orderbook**
2,338 vessels (192m dwt)

- Ship owners ordered >50% less new capacity in Jan/Feb due to weak market conditions
- 139m dwt of new capacity scheduled to deliver in FY12 *
- We expect 30-35% delivery shortfall in 2012
- Less onerous Handysize orderbook
Pacific Basin Dry Bulk - Outlook

- China’s continued dependence on imported minor bulks
- Slow steaming because of high fuel prices and weak market
- Scrapping increase
- Severe bank lending constraints increase opportunities for cash rich owners

- Continued excessive newbuilding deliveries
- Hesitant global economic recovery impacted by continued crisis in Europe
- Potentially weaker growth in the Chinese economy and industrial production

PB Conclusion:
- Seasonally stronger activity to temporarily support recently improved Handysize and Handymax rates in 2Q
- Freight rates in 2012 expected to be weaker overall than 2011
- Positive longer term market outlook: generally stronger demand + less onerous orderbook from 2013 = more favourable supply / demand balance

Strategy: Invest in further expansion of our dry bulk fleet – patiently awaiting right opportunities at right price
PB Towage

1Q12 Performance

- Australasian oil and gas project activity continues to grow and drive demand for our offshore project towage services
- Container line and dry bulk export activity continues to impact positively on demand for our harbour towage services
- Expect market improvements to continue in 2012

Offshore Towage

- Australian offshore and infrastructure projects on the rise, e.g:
  - Gorgon project expansion
  - Commencement of Queensland Curtis LNG project

Harbour Towage

- Harbour towage improved in 2011 on increased demand and market share
- PB Towage activities in Middle East recovered quicker than expected after FBSL closure

PB Towage Fleet: 43 vessels (as at 16 April 2012)

<table>
<thead>
<tr>
<th>PB EIS net profit</th>
<th>US$10.8m</th>
</tr>
</thead>
<tbody>
<tr>
<td>PB Towage</td>
<td>US$15.2m</td>
</tr>
<tr>
<td>PacMarine Service</td>
<td>US$0.7m</td>
</tr>
<tr>
<td>FBSL</td>
<td>US$(5.1)m</td>
</tr>
<tr>
<td>Operating cash flow</td>
<td>US$29m</td>
</tr>
<tr>
<td>Return on net assets</td>
<td>5%</td>
</tr>
</tbody>
</table>
PB Towage - Outlook

- High oil prices buoying demand for new, cleaner, safer fuel sources
- Australia striving to become a major LNG exporter
- Further improvement in Australian port activity

- Hesitant global economic recovery
- Potential decline in Chinese industrial production impacting Australian commodity exports and port activity
- Increasing market competition & political instability in Middle East
- Ongoing labour market cost pressures

PB Conclusion:
- Improvement in Australasian offshore and harbour towage markets expected to continue in 2012
- PB Towage is well positioned to participate in increasing activity
- Good earnings cover in place for 2012

Strategy: Invest further in towage fleet as specific projects materialise
PB RoRo - Latest Development

- 18 June, announced US$190m non-cash impairment following reassessment of RoRo prospects
- Euro-centric RoRo market severely impacted by protracted European debt crisis and macro-economic and political uncertainty
- Significantly reduced demand for chartered RoRos
- Influx of newbuildings into already over-supplied sector
- We do not have our own route network to fall back on
- Expect flatter recovery in charter rates - not likely to exceed 75% of 2008 peak
- Dysfunctional RoRo sale and purchase market
- Impairment sensitivity: approx. US$30m adjustment for every US$1,000 decrease/increase in daily vessel earnings assumption

Financial Effects:
- Depreciation reduced by approx. 50% to US$3,000/day
- Revised daily vessel costs: US$15,800 to US$11,100, depending if in operation or in lay-up
- Charge allocated to “unallocated others” – not to segment results

As at 18 June 2012
PB RoRo

RoRo Performance
- Growing number of idle RoRo vessels globally, including our newest 2 vessels laid-up in UK
- Earnings cover: currently 41% of 2012 capacity at US$18,600/day

Business Highlights
- RoRo newbuilding programme completed in January
- Employment
  - 1 on charter to DFDS until 3Q12
  - 1 in Med on 1 year time charter
  - 2 on short term charters in US Gulf region
  - 2 newest ships seeking employment (laid-up in UK)

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>PB RoRo net profit</td>
<td>US$(10.6)m</td>
</tr>
<tr>
<td>Operating cash flow</td>
<td>US$7.5m</td>
</tr>
<tr>
<td>Return on net assets</td>
<td>-3%</td>
</tr>
</tbody>
</table>

RoRo Earnings cover
As at 31 May 2012
- 84% US$21,190
- 41% US$18,600
- 4% US$13,230

Diagram:
- Revenue Days
- Fixed
- Unfixed
- Cover if all optional periods are exercised
- 2,180 days 2012
- 2,150 days 2013
PB RoRo - Outlook

Continuing economic crisis
- Weak intra-European trade
  - Stagnant or limited growth in trailer volumes
  - Significant new RoRo deliveries scheduled in 2012 (Large RoRo orderbook: 16%)
  - Most European RoRo operators still have excess capacity, so not chartering new vessels
  - Growing number of idle RoRo vessels globally

Scraping of older ships to increase
- Potential albeit limited development of new RoRo trades globally

PB Conclusion:
- Near-term recovery in charter market unlikely, despite scrapping and limited newbuilding orders
- Downgraded outlook for RoRo earnings in the long term
- Another very challenging, loss-making year for PB RoRo

Strategy:
- Premise for diversifying into RoRo as tonnage provider no longer compelling
- Near-term exit is unrealistic
- No longer regard RoRo shipping to be a core activity
- We will look to manage our RoRo investment and exit the sector in an economically rational manner that realises the maximum possible value for our shareholders over the medium term.
- Takes time, patience, may require some investment in initiatives to unlock trading opportunities
Outlook

- Dry bulk shipping market is in crisis - market freight rates in 2012 will be weaker overall than 2011
- Seasonally stronger activity to temporarily support recently improved Handysize rates in 2Q
- Outlook for towage market and our PB Towage business is promising
- Another challenging year for RoRo

Key strategic objectives for the Group in 2012:

- On-going dry bulk market crisis should present an acquisition opportunities for well-capitalised owners like us – patience
- Grow our dry bulk customers and cargo contract portfolio
- Invest further in our towage business and fleet as specific projects materialise
- Enhance our towage organisation to improve execution efficiency of our business
- Secure best possible charters and utilisation for our RoRo fleet
- Consider opportunities for further divestment of non-core businesses
**Daily Vessel Costs - Handysize**

**Owned***

<table>
<thead>
<tr>
<th>Year</th>
<th>Charter-hire</th>
<th>Finance cost</th>
<th>Opex</th>
<th>Direct overhead</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>$3,830</td>
<td>$1,040</td>
<td>$990</td>
<td>$2,830</td>
</tr>
<tr>
<td>2011</td>
<td>$3,900</td>
<td>$1,000</td>
<td>$2,810</td>
<td></td>
</tr>
</tbody>
</table>

**Chartered**


<table>
<thead>
<tr>
<th>Year</th>
<th>Charter-hire</th>
<th>Finance cost</th>
<th>Opex</th>
<th>Direct overhead</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>$14,700</td>
<td>$500</td>
<td>$12,340</td>
<td>$530</td>
</tr>
<tr>
<td>2011</td>
<td>$14,200</td>
<td>$11,810</td>
<td>$10,440</td>
<td></td>
</tr>
</tbody>
</table>

Vessel Days:

- **2010:** 13,320 days (45%)
- **2011:** 15,070 days (46%)
- **2010:** 15,980 days (55%)
- **2011:** 17,890 days (54%)

Note: *Include 13 finance lease vessels*
1Q12 Trading Update

Vessels Commitments (including authorised commitments)

- Total US$322m

As at 31 Dec 2011

Capex and Combined Vessel Value

A Combined View of Vessel Carrying Values and Commitments

- Total US$1,842m

- It will go down by US$190m after RoRo impairment

- Vessel carrying values, US$1,355m
- Progress payment made, US$165m
- Future installments amount, US$322m

Further commitments expected in Dry Bulk
As at 31 May 2012, the group had unaudited cash balances of US$662 m, borrowings of US$860 m and a net borrowings ratio of 14% against the Net Book Value of property, plant and equipment post impairment.
Cash Flow

2011 Sources and Uses of Group Cash Flow

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount (US$ Million)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating cash flow</td>
<td>+703.4</td>
</tr>
<tr>
<td>Sale of Green Dragon Gas shares</td>
<td>+159.4</td>
</tr>
<tr>
<td>Increase in borrowings</td>
<td>+80.0</td>
</tr>
<tr>
<td>Operating cash inflow</td>
<td>+29.7</td>
</tr>
<tr>
<td>Capex</td>
<td>-174.5</td>
</tr>
<tr>
<td>Convertible bonds repurchase</td>
<td>-105.2</td>
</tr>
<tr>
<td>Dividend paid</td>
<td>-53.4</td>
</tr>
<tr>
<td>Interest paid</td>
<td>-35.9</td>
</tr>
<tr>
<td>Others</td>
<td>+14.7</td>
</tr>
<tr>
<td>Total</td>
<td>+618.2</td>
</tr>
</tbody>
</table>

- Operating cash flow: US$159.4m
- EBITDA: US$149.9m
- Operating cash to EBITDA: 1.1x
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 & Interim Reports
  - Voluntary quarterly trading updates
  - Press releases on business activities

- **Shareholder Meetings and Hotlines**
  - Analysts Day & IR Perception Study
  - Sell-side conferences

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 & announcement, excel downloading, awards & media interviews, stock quotes and dividend history, corporate calendar and glossary

- **Social Media Communications**
  (follow us on Facebook and Twitter!)
Appendix: Pacific Basin Overview

- A leading dry bulk owner/operator of Handysize & Handymax dry bulk ships
- Flexible Pacific Basin Dry Bulk business model
  - Large fleet of uniform, interchangeable, modern ships
  - Mix of owned and long-term, short-term chartered ships
  - Operating mainly on long term cargo contract (COA) and spot basis
  - Diversified customer base of mainly industrial producers and end users
  - Extensive network and offices positions PB close to customers

- Also owning/operating offshore and harbour tugs and RoRo freight ferries
- >220 vessels serving major industrial customers around the world
- Hong Kong headquarters, 21 offices worldwide, 300 shore-based staff, 2,000 seafarers*
- Our vision: To be a shipping industry leader and the partner of choice for customers, staff, shareholders and other stakeholders

* As at Mar 2012
Appendix: Our Dry Bulk Business Model

- Largest owner and operator of modern Handysize ships with 9% share of global fleet of modern (max 15 years) 25,000-40,000 dwt bulk carriers
- Scale and uniformity for reliable service
- Homogeneous fleet of interchangeable ships allows us to optimise our scheduling
- Comprehensive in-house technical operations function

- Strong reputation
- Ability to engage closely with quality partners and stakeholders
- Strong public balance sheet and track record enhance our profile
- CSR and environmental programmes

- 21 offices globally – including 14 dry bulk offices across 6 continents
- Localised chartering and operations support
- Facilities comprehensive, accurate market intelligence

- Customer-focused model - strong relationship with >300 customers
- Spot cargoes and long term cargo contracts – affording customers reliable freight cover
- Committed service delivery to customers
Appendix: 2012 First Quarter Highlights

**Pacific Basin Dry Bulk**
- Handysize and Handymax market rates declined to 3-year lows before partially recovering
- Seasonally stronger activity expected to temporarily support recently improved rates in 2Q
- Global Handysize capacity expanded by only 1% net in 1Q12
  - Significant newbuilding deliveries largely offset by record high scrapping
- Acquisition opportunities for well-capitalised owners like us in on-going dry bulk market crisis
- Our forward cargo cover for year 2012:
  - Handysize: 66% covered at US$10,840/day
  - Handymax: 81% covered at US$12,060/day

**PB Towage**
- Outlook for towage market and our towage business in Australasia remains promising for 2012

**PB RoRo**
- RoRo charter market remains depressed
- Priority to secure best possible employment and utilisation

**Other Company Development**
- Klaus Nyborg has now left us
- Mats Berglund appointed as new CEO – joining us on 1 June 2012
**Appendix: Pacific Basin Dry Bulk – Diversified Cargo**

**Pacific Basin Dry Bulk Cargo Volume 1Q12**

- Sugar: 3%
- Ore: 4%
- Salt: 5%
- Alumina: 6%
- Coal/Coke: 6%
- Other Bulks: 6%
- Steel & Scrap: 7%
- Petcoke: 7%
- Grains & Agriculture Products: 19%
- Fertilisers: 12%
- Logs & Forest Products: 9%
- Concentrates: 8%
- Cement & Cement Clinker: 8%
- Ores: 3%
- Sugar: 3%
- Coal/Coke: 7%
- Petcoke: 7%
- Other Bulks: 6%
- Steel & Scrap: 7%
- Alumina: 4%
- Fertilisers: 12%
- Logs & Forest Products: 9%
- Concentrates: 8%
- Cement & Cement Clinker: 8%
- Ores: 3%

- Diverse range of commodities reduces product risk
- Australia and China were our largest loading and discharging zones respectively
- Increasing proportion of our business in the Atlantic
Appendix: China at late-Industrialisation Stage

Steel Consumption Per Capita

- China growth matches historical trend in Japan and Korea
- Suggests strong growth in dry bulk segment to remain for medium term
- Similar trend for electricity and cement

![Graph showing steel consumption per capita for China, Japan, Korea, and India. The graph indicates that China's growth matches historical trends in Japan and Korea, suggesting strong growth in the dry bulk segment for the medium term. There is a similar trend for electricity and cement.](image)
Chinese Dry Bulk Trade Volume

- Chinese minor bulk imports increased significantly
  - 37% more logs / forestry products imported, and proportionally more sourced from further afield
  - 49% more bauxite driving five-fold increase in bauxite volumes we carried

Source: Bloomberg, Clarksons

1Q12 Trading Update 24
Appendix: China Iron Ore & Coal Demand

China is a net importer of coal in 2012

- Increased ore imports from less traditional sources benefitted demand for smaller vessel types

Source: Bloomberg
## Appendix: 2011 Annual Financial Highlights

### Segment net profit
- Treasury
- Non direct G&A

### Underlying profit
- Unrealised derivative expenses
- RoRo vessel impairment charge
- Gain from sale of shares in Green Dragon Gas
- Fujairah Bulk Shipping impairment charge

### Profit attributable to shareholders

<table>
<thead>
<tr>
<th>Segment Net profit and Net Assets</th>
<th>2011</th>
<th>2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Segment net profit/(loss)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pacific Basin Dry Bulk</td>
<td>700.1</td>
<td>146.3</td>
</tr>
<tr>
<td>PB EIS</td>
<td>232.1</td>
<td>12.8</td>
</tr>
<tr>
<td>PB RoRo</td>
<td>322.9</td>
<td>8.3</td>
</tr>
</tbody>
</table>

### Return on net assets
- Pacific Basin Dry Bulk: 11%
- PB Energy & Infrastructure Services: 5%
- PB RoRo: -3%

### Segment Net profit and Net Assets

<table>
<thead>
<tr>
<th></th>
<th>Pacific Basin Dry Bulk</th>
<th>PB EIS</th>
<th>PB RoRo</th>
</tr>
</thead>
<tbody>
<tr>
<td>Segment net profit</td>
<td>81.4</td>
<td>10.8</td>
<td>-10.6</td>
</tr>
<tr>
<td>Segment net assets at year end</td>
<td>700.1</td>
<td>232.1</td>
<td>322.9</td>
</tr>
</tbody>
</table>
## Appendix: Balance Sheet

<table>
<thead>
<tr>
<th>US$m</th>
<th>PB Dry Bulk</th>
<th>PB EIS</th>
<th>PB RoRo</th>
<th>Treasury</th>
<th>31 Dec 11</th>
<th>31 Dec 10</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vessels &amp; other fixed assets</td>
<td>936</td>
<td>214</td>
<td>370</td>
<td>-</td>
<td>1,525</td>
<td>1,519</td>
</tr>
<tr>
<td>Total assets</td>
<td>1,107</td>
<td>291</td>
<td>375</td>
<td>596</td>
<td>2,432</td>
<td>2,555</td>
</tr>
<tr>
<td>Long term borrowings</td>
<td>298</td>
<td>34</td>
<td>48</td>
<td>399</td>
<td>779</td>
<td>860</td>
</tr>
<tr>
<td>Total liabilities</td>
<td>407</td>
<td>59</td>
<td>52</td>
<td>401</td>
<td>947</td>
<td>1,011</td>
</tr>
<tr>
<td>Net assets</td>
<td>700</td>
<td>232</td>
<td>323</td>
<td>195</td>
<td>1,485</td>
<td>1,544</td>
</tr>
</tbody>
</table>

- **Net borrowings**: 161
- **Net borrowings to Shareholders’ equity**: 11%

- Long term borrowings reduced following convertible bond repurchases

Notes: 31 December 2011 total includes other segments and unallocated
### Appendix: Pacific Basin Dry Bulk - Handysize

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2010</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue days (days)</td>
<td>32,710</td>
<td>29,070</td>
<td>+13%</td>
</tr>
<tr>
<td>TCE earnings (US$/day)</td>
<td>13,530</td>
<td>16,750</td>
<td>-19%</td>
</tr>
<tr>
<td>Owned + chartered costs (US$/day)</td>
<td>10,680</td>
<td>11,970</td>
<td>-11%</td>
</tr>
<tr>
<td>Net profit (US$m)</td>
<td>89.8</td>
<td>136.1</td>
<td>-34%</td>
</tr>
<tr>
<td>Return on net assets (%)</td>
<td>16%</td>
<td>22%</td>
<td>-6%</td>
</tr>
</tbody>
</table>

- **Earnings:** 2011 Time Charter Equivalent rates reflect weaker spot freight market
- **Costs:** Blended daily costs reflect lower chartered-in costs of market vessels
- **Net profit:** excludes US$0.6m unrealised net derivatives expenses
### Appendix: Pacific Basin Dry Bulk - Handymax

<table>
<thead>
<tr>
<th></th>
<th>2011</th>
<th>2010</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue days (days)</td>
<td>13,310</td>
<td>11,450</td>
<td>+16%</td>
</tr>
<tr>
<td>TCE earnings (US$/day)</td>
<td>15,090</td>
<td>22,570</td>
<td>-33%</td>
</tr>
<tr>
<td>Owned + chartered costs (US$/day)</td>
<td>15,840</td>
<td>21,690</td>
<td>-27%</td>
</tr>
<tr>
<td>Net (loss)/profits (US$m)</td>
<td>(11.4)</td>
<td>8.8</td>
<td>-228%</td>
</tr>
<tr>
<td>Contribution from Post Panamax (US$m)</td>
<td>3.0</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Net (loss)/profits (US$m)</td>
<td>(8.4)</td>
<td>8.8</td>
<td>-194%</td>
</tr>
<tr>
<td>Return on net assets (%)</td>
<td>-6%</td>
<td>8%</td>
<td>-14%</td>
</tr>
</tbody>
</table>

- **Earnings**: 2011 Time Charter Equivalent rates reflect weaker spot freight market
- **Costs**: Blended daily costs reflect lower chartered-in costs market vessels
- **Net profit**: excludes US$0.3m unrealised net derivatives income
# Appendix: Convertible Bonds Due 2016

### Issue size
- US$230 million

### 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$7.98 (Current conversion price: HK$ 7.26 with effect from 24 April 2012)

### Conversion Condition

<table>
<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td>No Conversion is allowed</td>
<td></td>
<td>Share price for 5 consecutive days &gt; 120% conversion price</td>
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</tr>
</tbody>
</table>

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### Conditions
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### Conversion/Redemption Timeline

- **Closing Date**: 12 April 2010
- **Maturity**: 12 April 2016

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  - Before 11 Jan 2011: No Conversion is allowed
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- **Bondholders’ call option to redeem all bonds**
  1) Trading price for 30 consecutive days > 130% conversion price in effect
  2) >90% of Bond converted / redeemed / purchased / cancelled

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