



**B Pacific Basin**

**Information is based on:**  
**i) 1Q12 trading update**  
**ii) RoRo Announcement**  
**18 June 2012**

# Pacific Basin Dry Bulk - Earnings Coverage

As at 16 April 2012

## Handysize

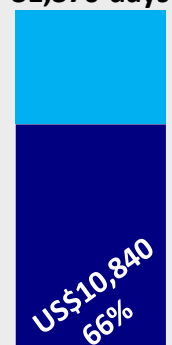
Revenue days

32,710 days



2011

31,370 days

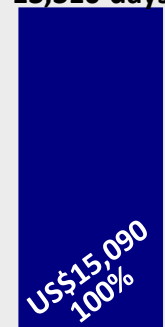


2012

■ Fixed ■ Unfixed

## Handymax

13,310 days



2011

7,970 days



2012

## Pacific Basin Dry Bulk Fleet: 167

As at 16 April 2012

	Owned		Chartered		Total
	On the water	NB	On the water	NB	
Handysize	30	8	74*	7	119
Handymax	3	6	35	2	46
Post-Pmax	1	0	1	0	2
<b>Total</b>	<b>34</b>	<b>14</b>	<b>110</b>	<b>9</b>	<b>167</b>

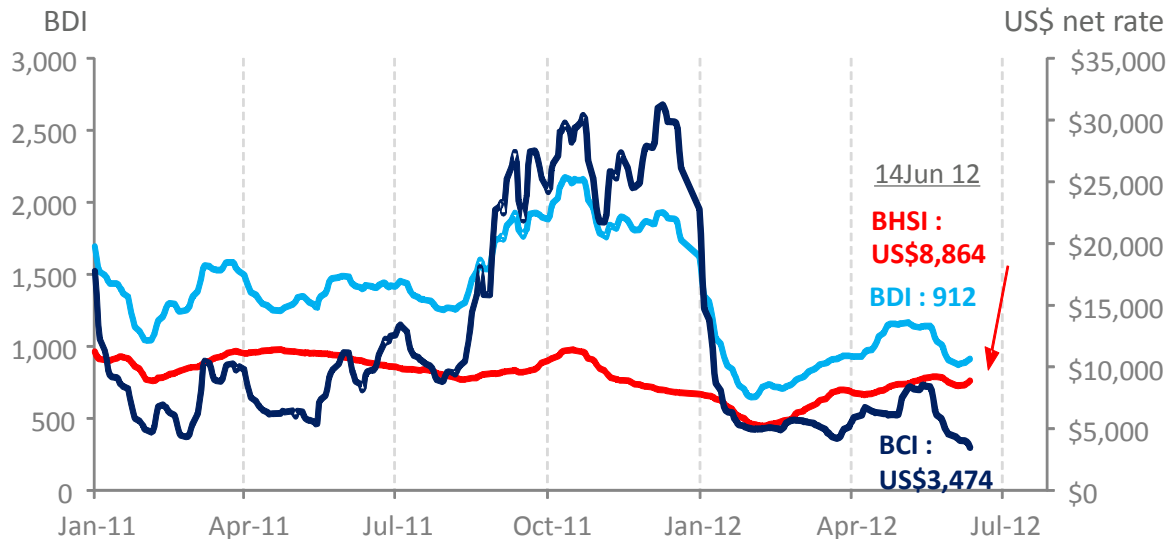
Average Age of our core fleet: 6.6 years old

	2011
<b>Dry Bulk net profit</b>	<b>US\$81.4m</b>
Handysize	US\$89.8m
Handymax	US\$(8.4)m
<b>Operating cash flow</b>	<b>US\$138m</b>
<b>Return on net assets</b>	<b>11%</b>

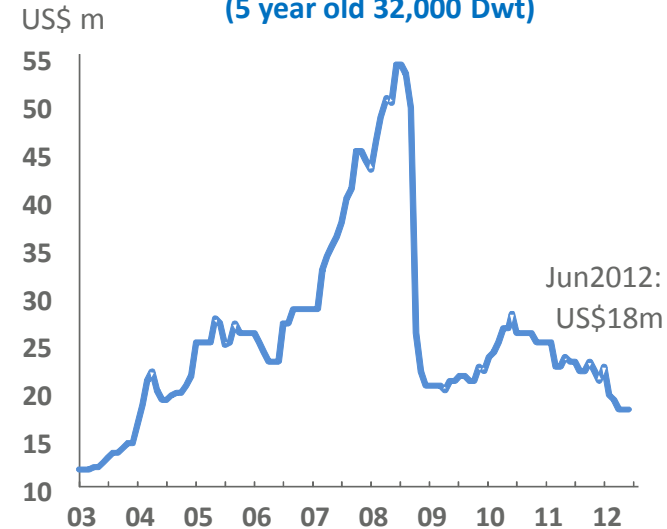
# Dry Bulk Market Information

- 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)**

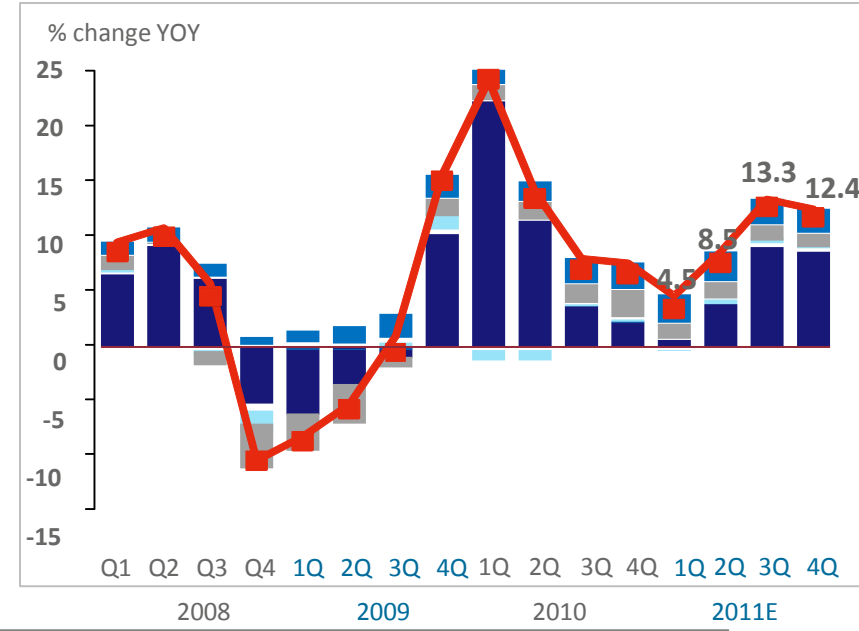
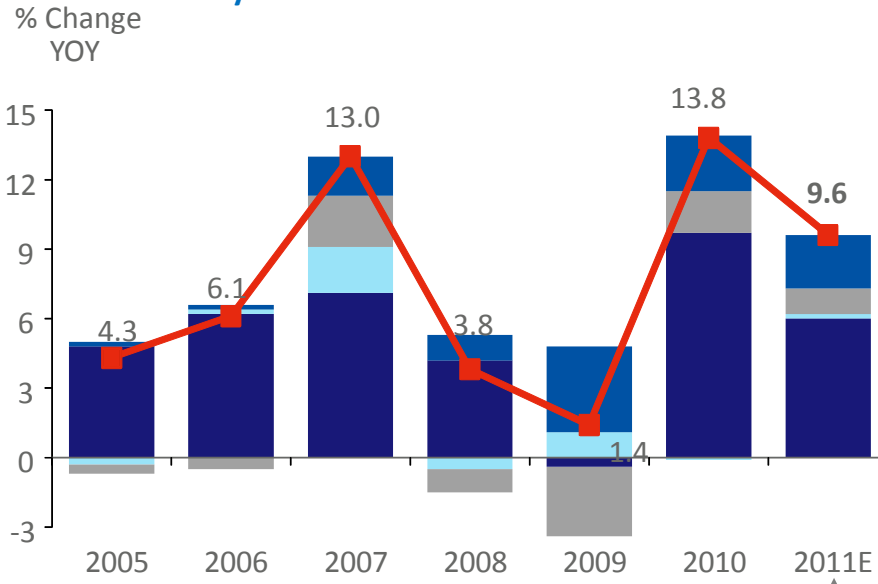


**Secondhand Handysize Values  
(5 year old 32,000 Dwt)**



# Dry Bulk Demand

## Dry Bulk Fleet Effective Demand



- China coastal cargo, off-hire & ballast effect
- Congestion effect
- Tonne-mile effect
- International cargo volumes
- Net demand growth

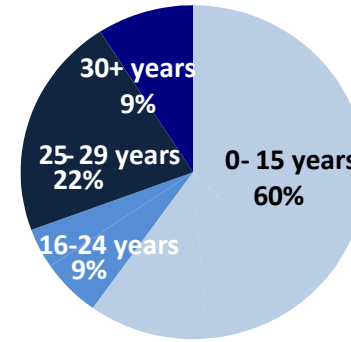
- 10% increase in 2011 dry bulk demand\* reflecting relatively healthy state of activity, albeit offset by excessive expansion of supply
- China dry bulk net imports represent 28% of global dry bulk trade:  
Forestry products ↑37%; Bauxite ↑49%; Nickel ↑92%; Coal ↑10%; Ore: ↑11%
- India: reduced ore exports drove tonne-mile demand with more sourced from further afield; coal imports increased 11% and log imports from New Zealand grew >30%

# Global Dry Bulk Fleet Development

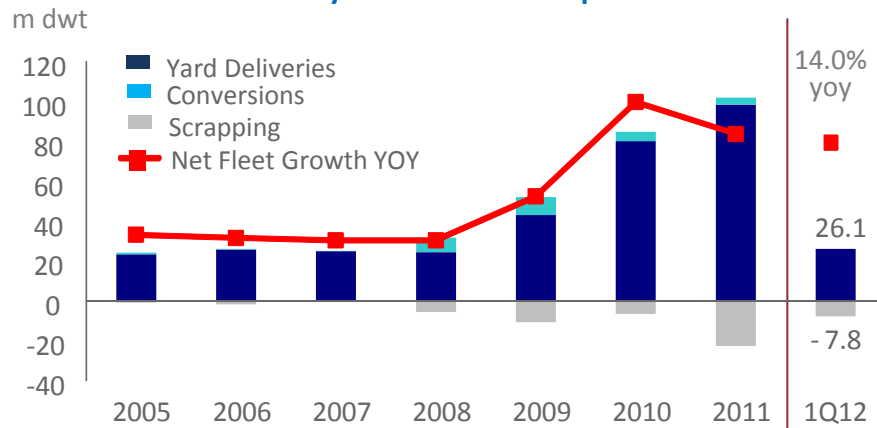
- Dry bulk capacity expanded 3.4% net during 1Q, and 14% net YOY
- Heavy influx of newbuildings was partially offset by record-high scrapping
- Handysize fleet grew only 1% net in 1Q
- 31% of Handysize fleet is over 25 years old

## Handysize Age Profile (25,000-39,999 dwt)

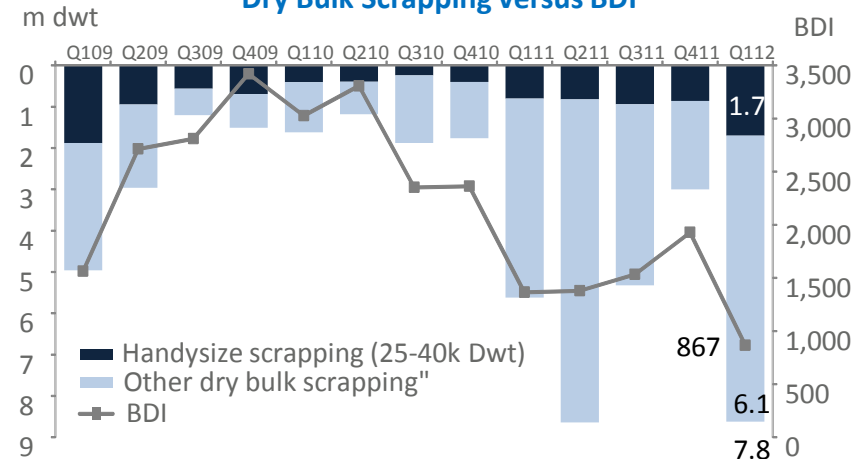
2,084 vessels (66.7m dwt)



## Global Dry Bulk Fleet Development



## Dry Bulk Scrapping versus BDI

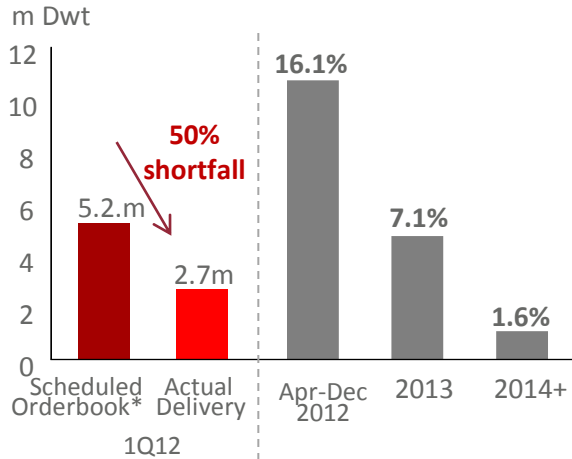




# Dry Bulk Orderbook

## Handysize Orderbook

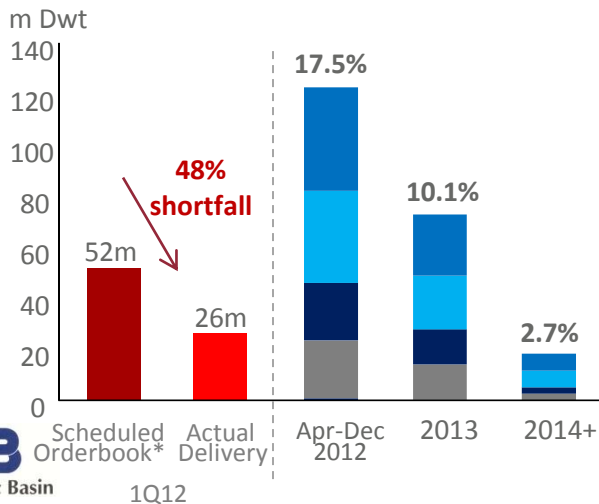
482 vessels (17m dwt)



- 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)



### Total Dry Bulk >10,000 dwt

	Orderbook as % of Existing Fleet	Average Age	Over 25 Years
<b>Handysize</b> (25,000-39,999 dwt)	30.3%		
<b>Handymax</b> (40,000-64,999 dwt)	25%	13	31%
<b>Panamax</b> (65,000-119,999 dwt)	28%	10	13%
<b>Capesize</b> (120,000+ dwt)	40%	9	4%
	29%	8	3%

Source: Clarksons, as at 1 Apr 2012

\*Scheduled orderbook as at 1 Jan 2012

1Q12 Trading Update

6

# 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

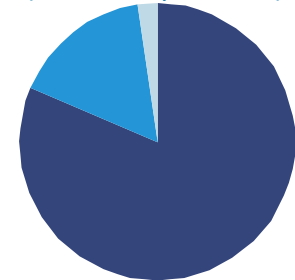
## Offshore Towage

- 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)



- 35 Tugs (33 Owned + 2 Chartered)
- 7 Barges (6 Owned + 1 Chartered)
- 1 owned Bunker Tanker

	2011
<b>PB EIS net profit</b>	<b>US\$10.8m</b>
PB Towage	US\$15.2m
PacMarine Service	US\$0.7m
FBSL	US\$(5.1)m
<b>Operating cash flow</b>	<b>US\$29m</b>
<b>Return on net assets</b>	<b>5%</b>



# 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

- 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

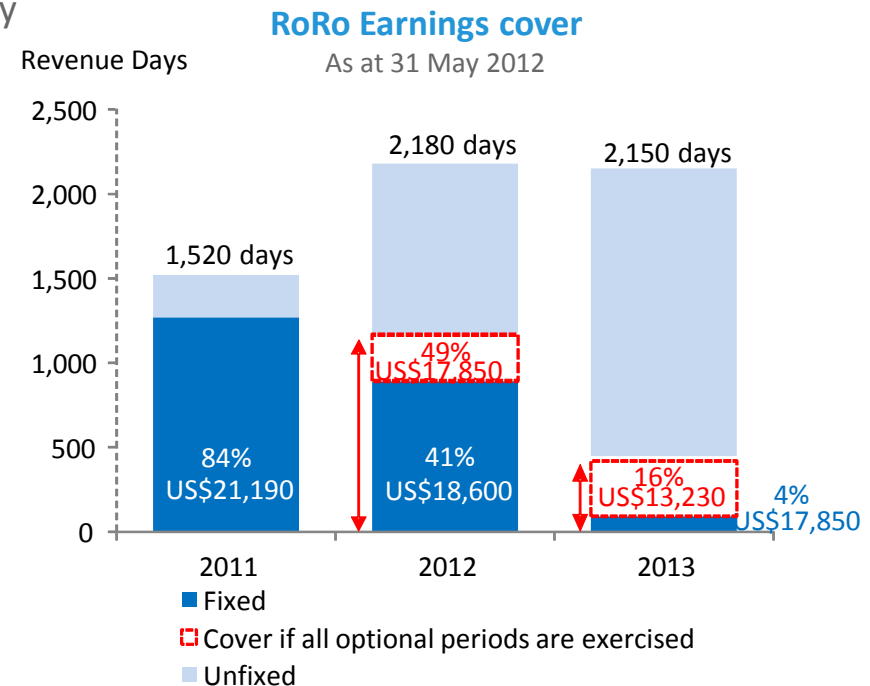
## RoRo Performance

- 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)

	2011
<b>PB RoRo net profit</b>	<b>US\$(10.6)m</b>
<b>Operating cash flow</b>	<b>US\$7.5m</b>
<b>Return on net assets</b>	<b>-3%</b>





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



- 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

## **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

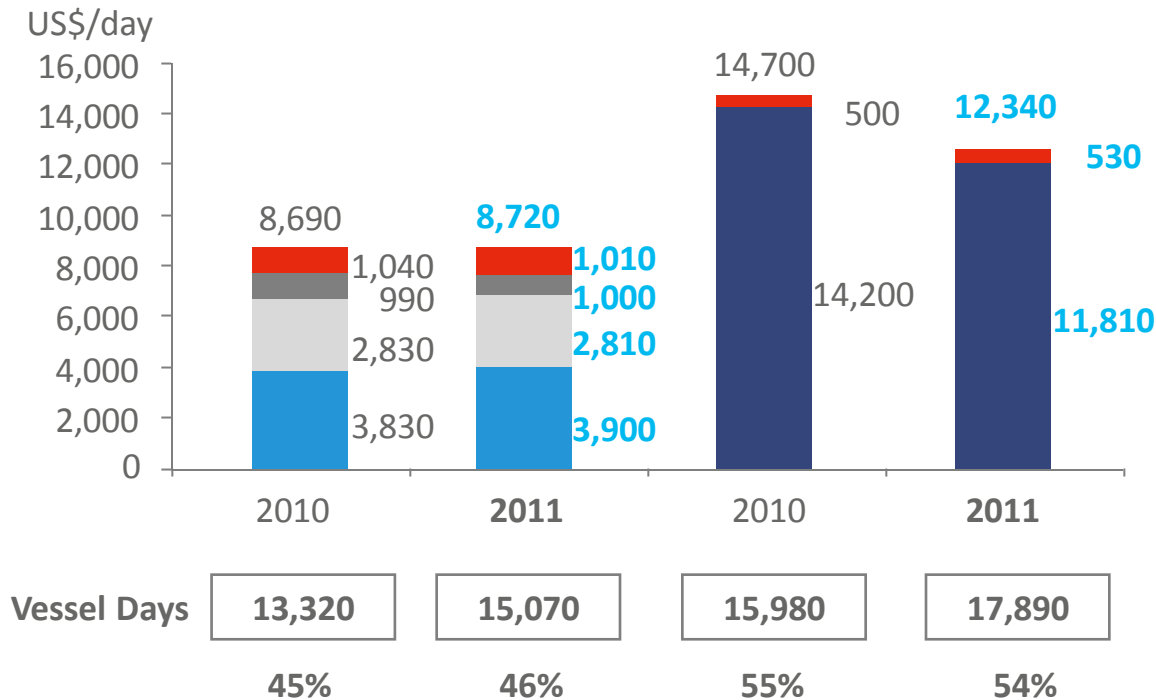
As at 31 Dec 2011

- Direct overhead
- Charter-hire
- Finance cost
- Depreciation
- Opex

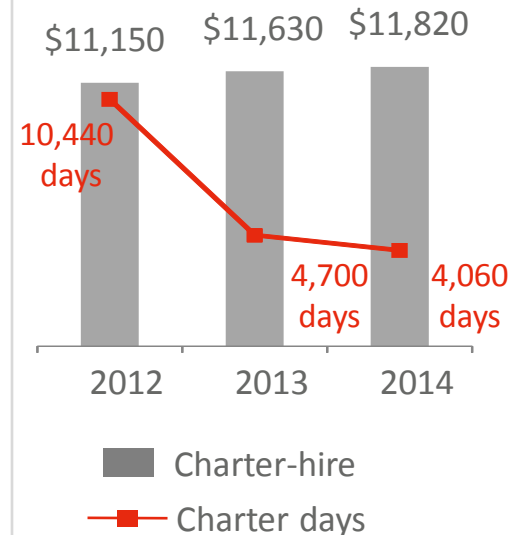
Owned\*

Chartered

**Blended US\$10,680 (2010: US\$11,970)**



## Charter-hire rates & days 2012-2014



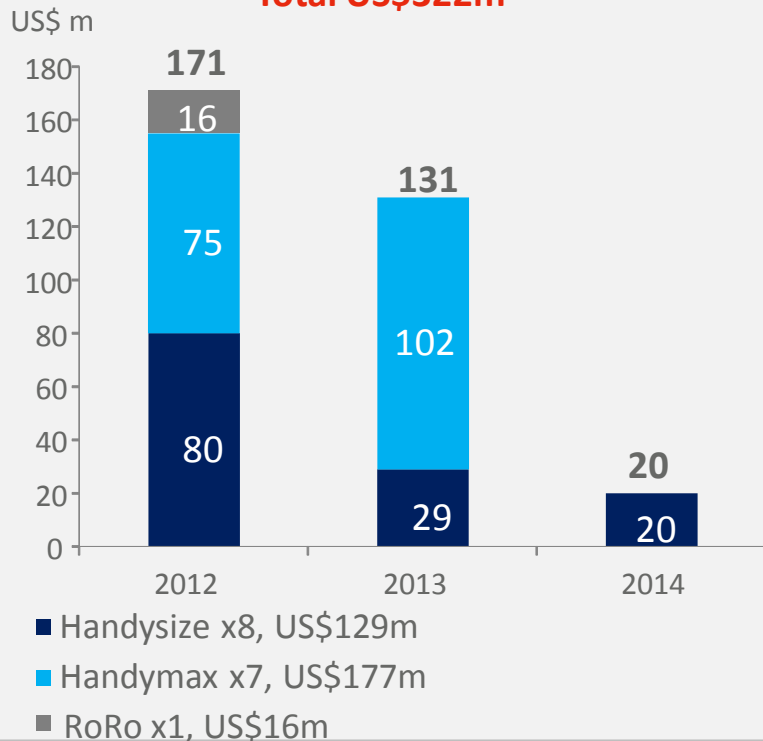


# Capex and Combined Vessel Value

As at 31 Dec 2011

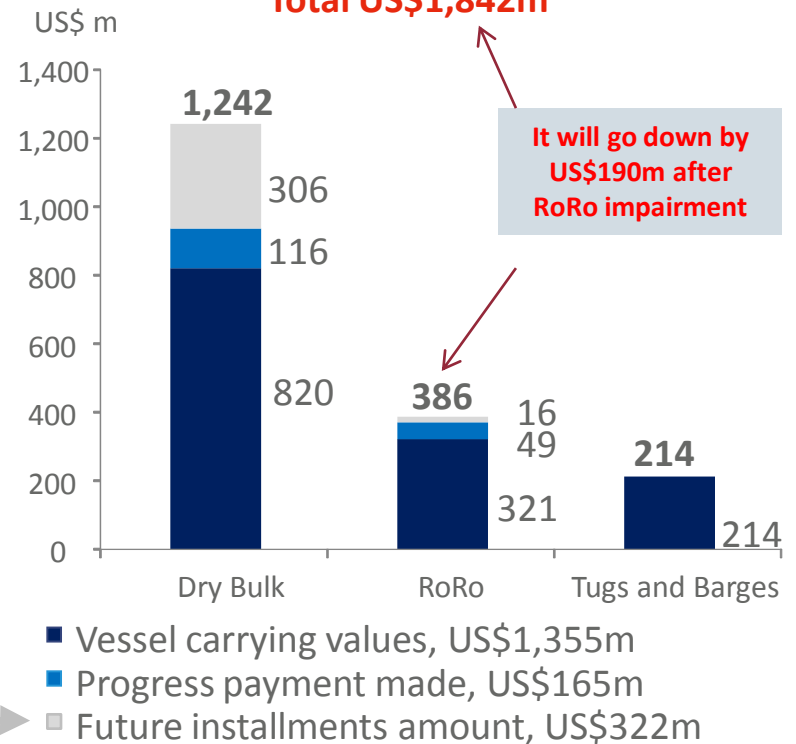
### Vessels Commitments (including authorised commitments)

**Total US\$322m**



### A Combined View of Vessel Carrying Values and Commitments

**Total US\$1,842m**

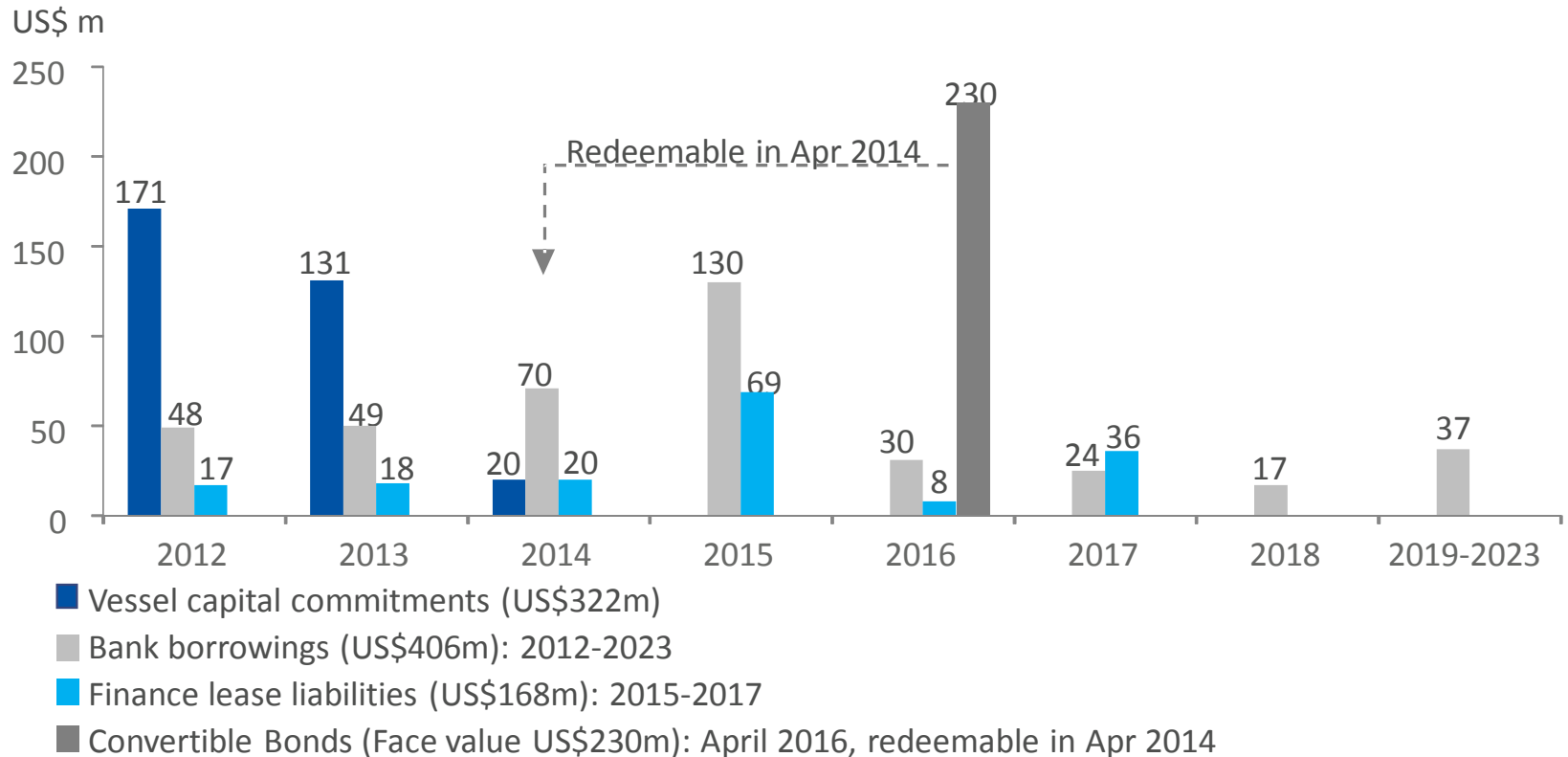


- Further commitments expected in Dry Bulk

# Borrowing and Capex

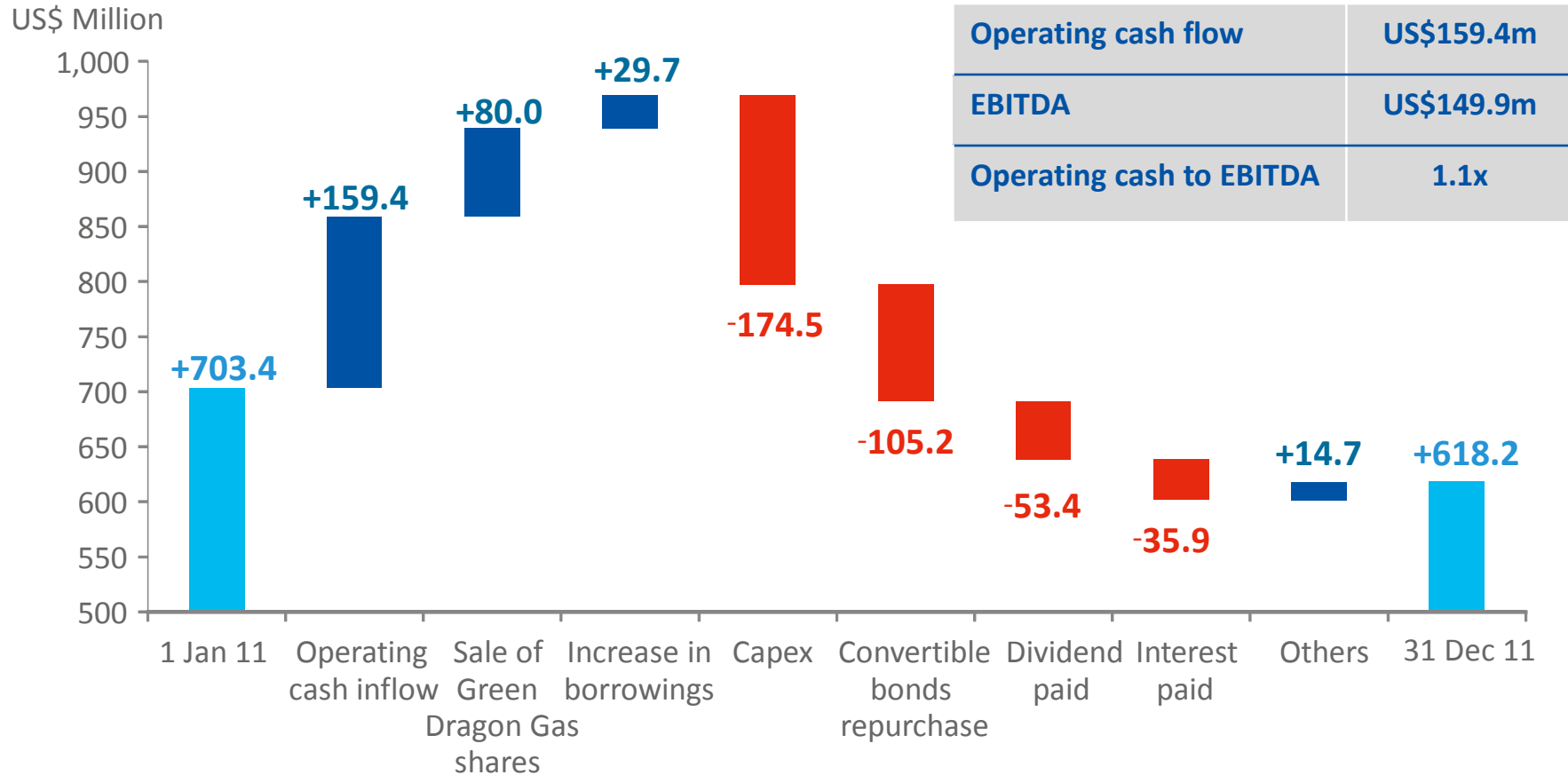
As at 31 May 2012, the group had unaudited cash balances of US\$662 m, borrowings of US\$860 m and a net borrowings ratio of 14% against the Net Book Value of property, plant and equipment post impairment

As at 31 Dec 2011



# Cash Flow

## 2011 Sources and Uses of Group Cash Flow



# 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](mailto:elau@pacificbasin.com)

[ir@pacificbasin.com](mailto:ir@pacificbasin.com)

Tel : +852-2233 7000

### ▪ Company Website - [www.pacificbasin.com](http://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!)

facebook



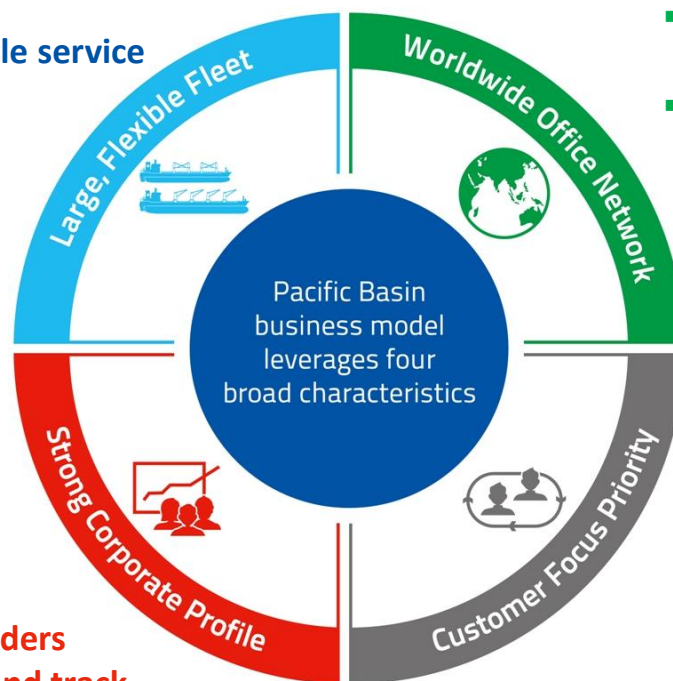
## Appendix: Pacific Basin Overview

- 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



## 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



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

- 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

- 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***

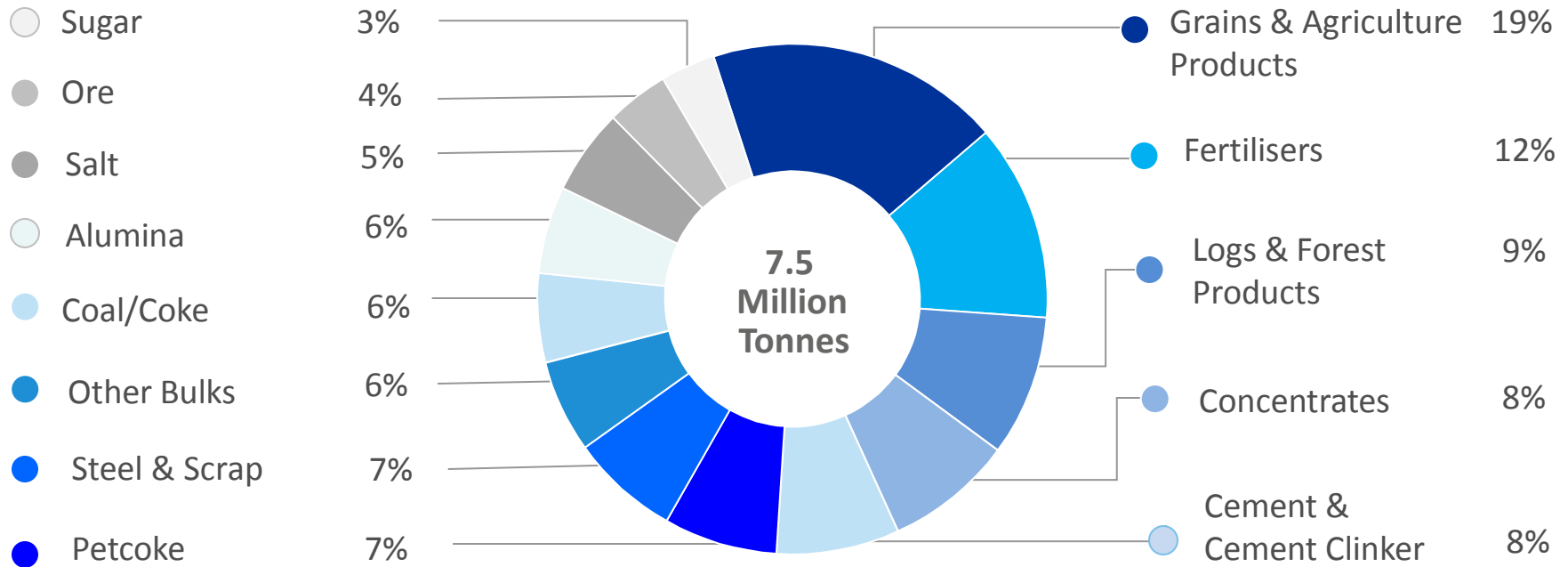
- RoRo charter market remains depressed
- Priority to secure best possible employment and utilisation

### ***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

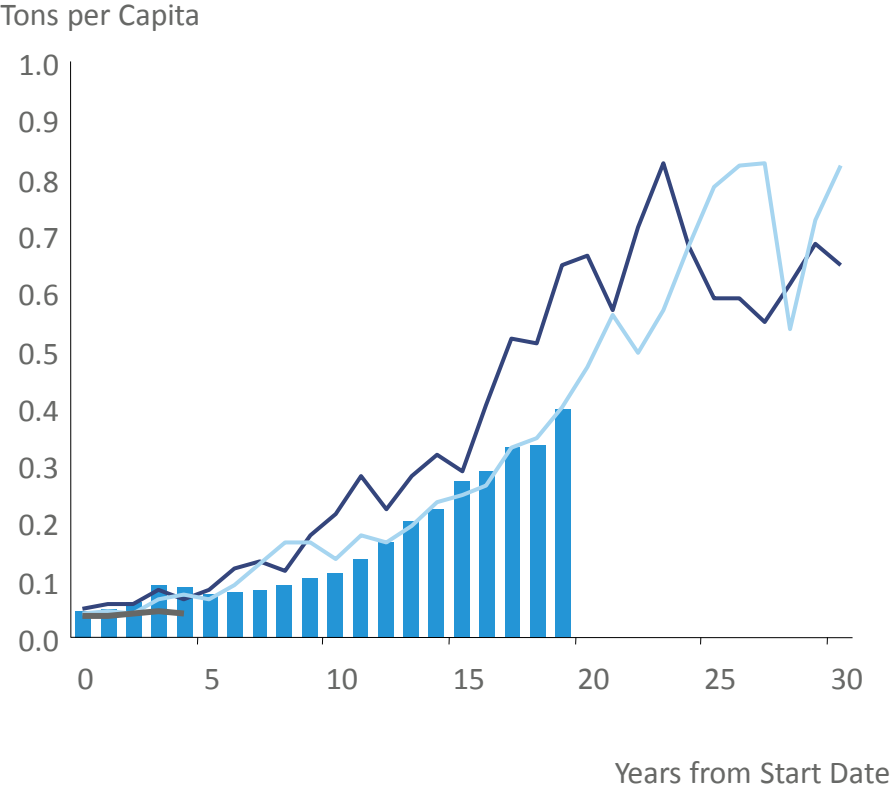
Pacific Basin Dry Bulk Cargo Volume 1Q12



- 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

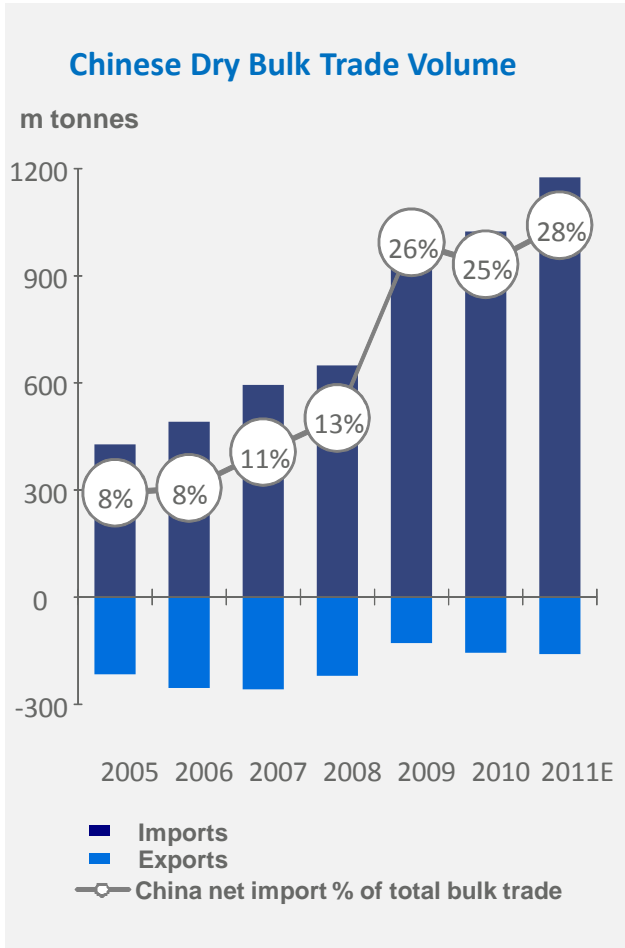
### Steel Consumption Per Capita



- 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

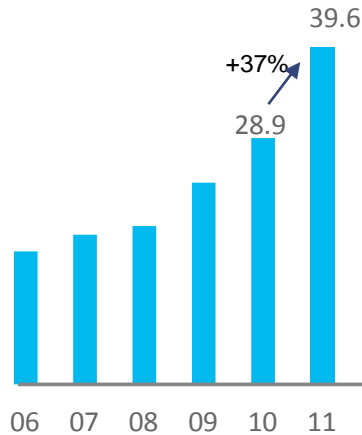
■ China (from 1990)  
■ Japan (from 1950)  
■ Korea (from 1970)  
■ India (from 2005)

# Appendix: Chinese Dry Bulk Trade - Minor Bulk

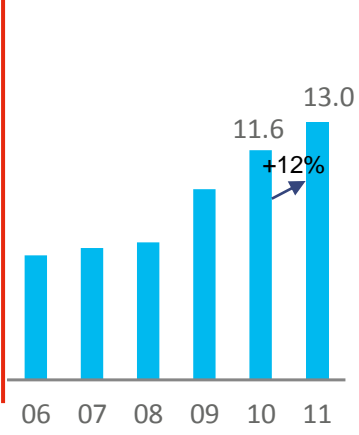


## China Imports (m tonnes):

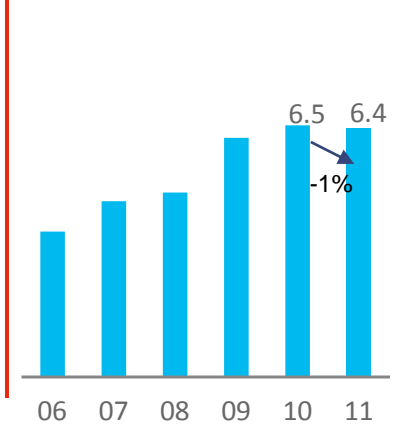
### i) Forestry Products



### ii) Manganese Ore



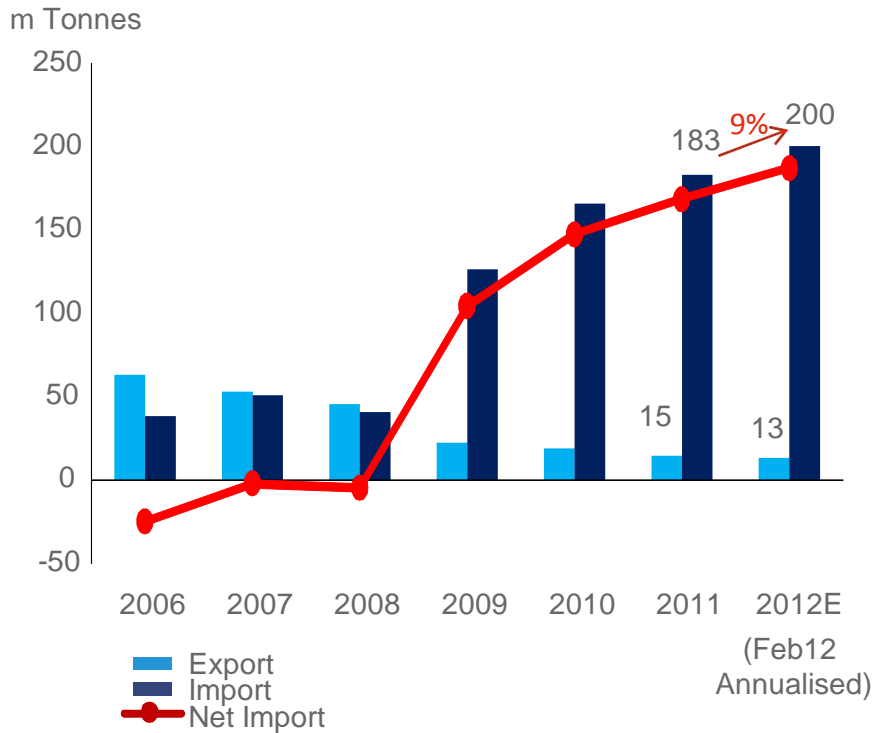
### iii) Copper Concentrates



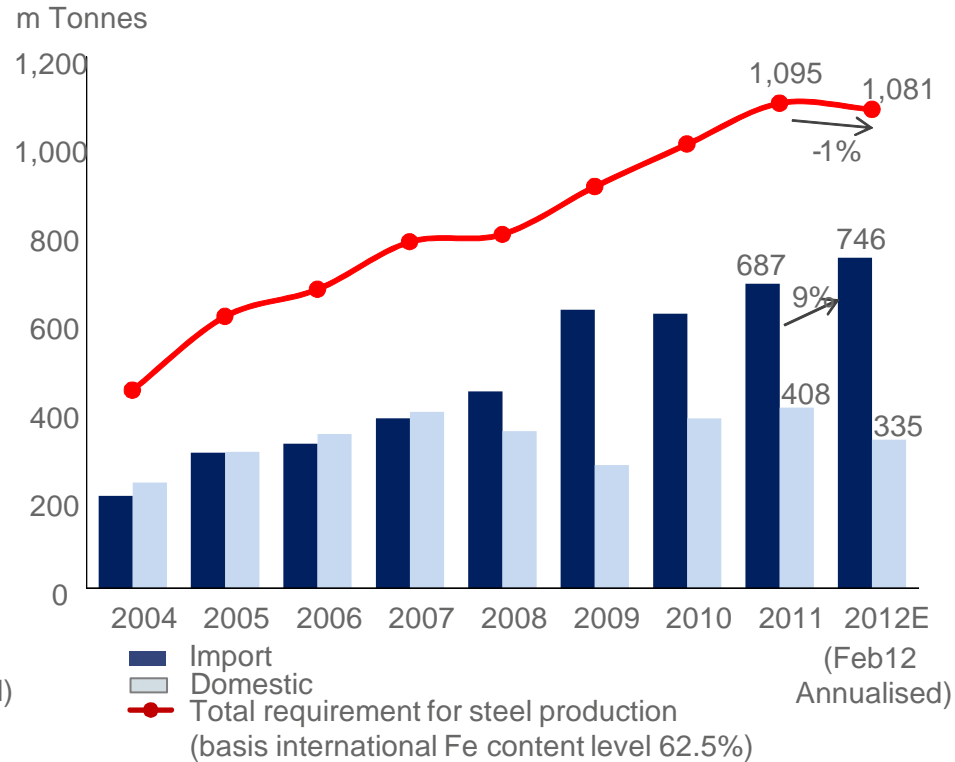
- Chinese minor bulk imports increased significantly
  - 37% more logs / forestry products imported, and proportionally more sourced from further afield
  - 49% more bauxite driving five-fold increase in bauxite volumes we carried

# Appendix: China Iron Ore & Coal Demand

## China is a net importer of coal in 2012



## China Iron Ore Sourcing for Steel Production

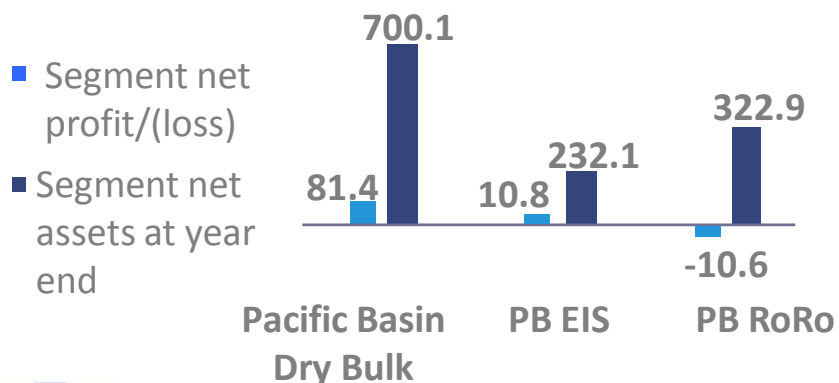


- Increased ore imports from less tradition sources benefitted demand for smaller vessel types

## Appendix: 2011 Annual Financial Highlights

	2011	2010
<b>Segment net profit</b>	<b>78.9</b>	146.3
▪ Treasury	(12.8)	(18.5)
▪ Non direct G&A	(8.3)	(8.0)
<b>Underlying profit</b>	<b>57.8</b>	119.8
▪ Unrealised derivative expenses	(1.6)	(12.4)
▪ RoRo vessel impairment charge	(80.0)	-
▪ Gain from sale of shares in Green Dragon Gas	55.8	16.0
▪ Fujairah Bulk Shipping impairment charge	-	(19.1)
<b>Profit attributable to shareholders</b>	<b>32.0</b>	104.3

### Segment Net profit and Net Assets



### Return on net assets

Pacific Basin Dry Bulk	11%
PB Energy & Infrastructure Services	5%
PB RoRo	-3%



## Appendix: Balance Sheet

US\$m	PB Dry Bulk	PB EIS	PB RoRo	Treasury	31 Dec 11	31 Dec 10
Vessels & other fixed assets	936	214	370	-	<b>1,525</b>	1,519
<b>Total assets</b>	<b>1,107</b>	<b>291</b>	<b>375</b>	<b>596</b>	<b>2,432</b>	<b>2,555</b>
Long term borrowings	298	34	48	399	<b>779</b>	860
<b>Total liabilities</b>	<b>407</b>	<b>59</b>	<b>52</b>	<b>401</b>	<b>947</b>	<b>1,011</b>
Net assets	700	232	323	195	<b>1,485</b>	1,544
Net borrowings					<b>161</b>	156
Net borrowings to Shareholders' equity					<b>11%</b>	10%

- Long term borrowings reduced following convertible bond repurchases

## Appendix: Pacific Basin Dry Bulk - Handysize

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

- 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

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

- 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	<p>Before 11 Jan 2011: No Conversion is allowed</p> <p>12 Jan 2011 – 11 Jan 2014: Share price for 5 consecutive days &gt; 120% conversion price</p> <p>12 Jan 2014 – 5 Apr 2016: Share price &gt; conversion price</p>
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	<ul style="list-style-type: none"> <li>Shareholders' approval at SGM to approve the issue of the New Convertible Bonds and the specific mandate to issue associated shares.</li> <li>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</li> </ul>

## Conversion/redemption Timeline

