2013 First Quarter Highlights

**Pacific Basin Dry Bulk**
- PB Handysize vessel earnings outperformed the weak first quarter market
- Spot market Handysize rates averaged US$6,530/day net

<table>
<thead>
<tr>
<th></th>
<th>1Q13 Achieved</th>
<th>2Q-4Q13 Forward Cover</th>
</tr>
</thead>
<tbody>
<tr>
<td>PB Handysize</td>
<td>US$8,820/day</td>
<td>50% at US$9,500/day</td>
</tr>
<tr>
<td>PB Handymax</td>
<td>US$9,930/day</td>
<td>68% at US$11,070/day</td>
</tr>
</tbody>
</table>

- Global Handysize fleet registered zero net capacity growth in 1Q - significant newbuilding deliveries offset by high scrapping
- Purchased 9 secondhand vessels and chartered-in 10 ships long-term charters since Sep 2012
- Looking for more opportunities to buy and charter both new and secondhand ships

**PB Towage**
- Increased stake in OMSA JV reflecting our confidence in OMSA and Australia’s offshore gas sector
- Finalising plans to open a harbour towage operation in Newcastle in mid-2013

**Financing**
- Secured an US$85m, 12-year Japanese export credit agency loan, relating to 4 Japanese-built dry bulk vessels to be delivered by mid-2014
- Balance sheet remains strong
### Pacific Basin Dry Bulk: Outperforming Weak Dry Bulk Market

- Our dry bulk business model facilitates a valuable cargo book
- Enables us to outperform the spot market (av. US$6,530)

#### Pacific Basin Dry Bulk Fleet: 211 (on the water: 195)

<table>
<thead>
<tr>
<th></th>
<th>Owned</th>
<th>Chartered</th>
<th>Total</th>
<th>As at 1Q12 (16 Apr 12)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>On the water</td>
<td>Newbuilding</td>
<td>On the water</td>
<td>Newbuilding</td>
</tr>
<tr>
<td><strong>Handysize</strong></td>
<td>39&lt;sup&gt;3&lt;/sup&gt;</td>
<td>6</td>
<td>104&lt;sup&gt;2&lt;/sup&gt;</td>
<td>5</td>
</tr>
<tr>
<td><strong>Handymax</strong></td>
<td>7&lt;sup&gt;4&lt;/sup&gt;</td>
<td>4</td>
<td>43</td>
<td>1</td>
</tr>
<tr>
<td><strong>Post-Panamax</strong></td>
<td>1</td>
<td>0</td>
<td>1</td>
<td>0</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>47</td>
<td>10</td>
<td>148</td>
<td>6</td>
</tr>
</tbody>
</table>

1. 2013 cover excludes 6,226 (Handysize) & 1,126 (Handymax) revenue days chartered in on index-linked basis
2. Includes 13 finance lease vessels
3. Includes 1 secondhand Handysize acquisition which is committed to join by the end of 3Q13
4. Includes 1 secondhand Handymax acquisition which is committed to join in 2Q13

---

![Graph showing revenue days for Handysize and Handymax](image)

- **Handysize**
  - 2012: 41,000 Revenue Days
  - 2013: 34,010 Revenue Days

- **Handymax**
  - 2012: 14,610 Revenue Days
  - 2013: 11,200 Revenue Days

*As at 15 April 2013*
Handysize spot market has followed a similar pattern to last year
- A weak start giving way to improved rates going into the second quarter
- Lowest quarterly average BDI since 1986
- Average Handysize / Handymax daily market rates again exceeded average Capesize rates
- 5-year old Handysize value: US$17m
  - Tightening sale and purchase market: 1) owners reluctant to sell; 2) weaker Japanese yen relieves pressure on Japanese owners
- We expect freight market to remain weak overall in 2013 with moderate seasonal variations
Nothing Wrong with Demand

Dry Bulk Effective Demand

% change YOY

1Q 13 Chinese Minor Bulk Imports

M tonnes

- Overall dry bulk demand increased 7% in 2012
- 1Q13 Demand growth influenced by:
  - Seasonal weather disruptions and reduced Chinese trading activity during CNY
  - Chinese dry bulk imports in Jan/Feb have remained positive:
    - Chinese imports of Coal YOY: +34%
    - Chinese imports of minor bulks YOY: +14%

China imports of a basket of 7 important minor bulks: logs, soyabeans, fertiliser, bauxite, nickel, copper concentrates and manganese ore – representing 1/3 of Pacific Basin’s 2012 cargo volumes

Source: R.S. Platou, Bloomberg
Fleet Growth is Slowing but Still Oversupply

- 1Q13 net fleet growth: 0% Handysize, 1.6% Dry Bulk overall
- Driven by 18m tonnes of new capacity in 1Q13
- Heavy influx of newbuildings was only partially offset by scrapping of 7m tonnes in 1Q13
- 20% of Handysize fleet is over 25 years old

Handysize Age Profile Looks Better (25,000-39,999 dwt)
2,120 vessels (68.2m dwt) on 1 Apr 2013

Scraping Has Increased

Fewer Yard Deliveries
Zero fleet growth for Handysize in 1Q – fully offset by scrapping.

New orders for Capesize vessels increased significantly in 1Q13, though ordering of other dry bulk ships fell 30%-55% YOY.

At 1 Jan, 101m dwt of new capacity scheduled to deliver in 2013.

1Q13 newbuilding deliveries of 18m dwt were 46% below the scheduled – expect approx. 30% slippage in FY2013.
**Daily Vessel Costs - Handysize**

**As at 31 Dec 2012**

### Daily charter hire rates & days 2013-2015

- **2013**: $9,460, 9,380 days
- **2014**: $10,710, 6,270 days
- **2015**: $10,800, 5,700 days

### Vessel Days

- **2011**: 15,070 (46%)
- **2012**: 15,570 (38%)
- **2011**: 17,890 (54%)
- **2012**: 25,630 (62%)

### Blended US$8,910 (2011: US$9,930)

**Owned**

- 2011: 7,710 US$/day
- 2012: 8,200 US$/day

**Chartered**

- 2011: 11,810 US$/day
- 2012: 9,340 US$/day

* Includes 13 finance lease vessels
Pacific Basin Dry Bulk - Outlook

- Strong Chinese demand for minor bulk commodities
- Global trade imbalances and fleet utilisation inefficiencies
- Stronger than anticipated US economic recovery and revived industrialisation in N. America
- Fewer newbuilding deliveries
- Continued high levels of dry bulk scrapping
- Bank lending constraints limit funding for ship acquisitions
- Still excessive, but reduced, overhang of supply + shipbuilding capacity
- Global economic recovery negatively impacted by further shocks relating to European finances and US government spending
- Premature shipowner optimism resulting in less scrapping, increased ordering activity and increased vessel prices
- Increased national protectionism impacting raw materials trade
- Potentially weaker growth in the Chinese economy and industrial production

PB Outlook:
- Dry bulk market to remain weak overall in 2013
- Dry cargo demand is likely to be similarly healthy as last year
- Supply-side fundamentals are improving, but will take time to absorb oversupply
- Challenging market conditions likely to generate further acquisition opportunities

Strategy:
- Look for more opportunities to buy and charter both new and secondhand ships
- Expand our dry bulk customer and cargo portfolio
- Decentralise our operational support function
1Q13 Performance

- Seasonal, weather-related factors impacted our 1Q fleet utilisation during Australian monsoon
- However, general levels of activity in Australian oil and gas sector continues to support strong utilisation of our offshore towage fleet
- Harbour towage is benefitting from recent market growth and our expanded market share

Offshore Towage

- Western Australia and Queensland oil & gas developments continued to drive demand for offshore marine logistics
- North West Shelf LNG construction projects have progressed further
- Increased our stake in the OMSA joint venture to 50%

Harbour Towage

- Supported by 11% increase in volumes and higher market share in the main liner and bulk ports in 2012
- Finalising plans to open a harbour towage operation in Newcastle in mid-2013

Supply

- Barrier to entry for new entrants in Australian domestic market

PB Towage Fleet: 44 vessels (as at 15 April 2013)

<table>
<thead>
<tr>
<th>Vessel Type</th>
<th>Quantity</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tugs</td>
<td>35</td>
<td>(31 Owned + 4 Chartered)</td>
</tr>
<tr>
<td>Barges</td>
<td>7</td>
<td>(6 Owned + 1 Chartered)</td>
</tr>
<tr>
<td>Bunker tanker</td>
<td>1</td>
<td>owned</td>
</tr>
<tr>
<td>Passenger/supply vessel</td>
<td>1</td>
<td>chartered</td>
</tr>
</tbody>
</table>

PB Towage Doing Well In Australia

<table>
<thead>
<tr>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Towage net profit</td>
</tr>
<tr>
<td>Operating cash flow</td>
</tr>
<tr>
<td>Return on net assets</td>
</tr>
</tbody>
</table>
Towage Segment Operating Performance Before Overheads

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
PB Towage - Outlook

- Growing project activity in Australasia and construction support both domestically in Australia and internationally
  - Increased exploration and production leading to demand for platform support services
  - Continued growth in Australian bulk export volumes
  - International transportation into Australian driving increased harbour towage jobs in container ports

- Hesitation in global economy recovery and Chinese slowdown – impacting Australian port activity
  - Labour market shortages and cost pressures
  - Exchange rate movements affecting Australia’s global competitiveness

**PB Outlook:**
- Well positioned competitively to participate in offshore and harbour opportunities as market develops
- Expect healthy demand for towage activities in Australia to continue in the medium term

**Strategy:**
- Continue to pursue both growth and contract renewal opportunities for PB Towage targeting tug and barge transportation projects and new harbour towage activities
## Balance Sheet

<table>
<thead>
<tr>
<th>US$m</th>
<th>PB Dry Bulk</th>
<th>PB Towage</th>
<th>Discontinued RoRo</th>
<th>Treasury</th>
<th>31 Dec 12</th>
<th>31 Dec 11</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vessels &amp; other fixed assets</td>
<td>1,057</td>
<td>208</td>
<td>-</td>
<td>-</td>
<td>1,270</td>
<td>1,525</td>
</tr>
<tr>
<td>Total assets</td>
<td>1,292</td>
<td>273</td>
<td>131</td>
<td>745</td>
<td>2,470</td>
<td>2,432</td>
</tr>
<tr>
<td>Long term borrowings</td>
<td>301</td>
<td>31</td>
<td>-</td>
<td>599</td>
<td>931</td>
<td>779</td>
</tr>
<tr>
<td>Total liabilities</td>
<td>437</td>
<td>55</td>
<td>4</td>
<td>618</td>
<td>1,138</td>
<td>947</td>
</tr>
<tr>
<td>Net assets</td>
<td>855</td>
<td>218</td>
<td>127</td>
<td>127</td>
<td>1,332</td>
<td>1,485</td>
</tr>
</tbody>
</table>

Net borrowings (after total cash of US$753m) | 178 | 161 |
Net borrowings to net book value of property, plant and equipment | 14% | 11% |

Notes: 31 Dec 2012 total includes other segments and unallocated
The Group had cash balances of US$753m, borrowings of US$931m and a net borrowings ratio of 14% against the Net Book Value of property, plant and equipment.
## Cash Flow

### 2012 Sources and Uses of Group Cash Flow

<table>
<thead>
<tr>
<th>Description</th>
<th>US$ m</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating cash flow</td>
<td>US$148.7m</td>
</tr>
<tr>
<td>EBITDA (excluding impairment)</td>
<td>US$145.1m</td>
</tr>
</tbody>
</table>

### Cash Inflow

- **Opening Cash (1Jan12):** US$618.2m
- **Operating cash inflow:** US$148.7m
  - Increase in borrowings: US$163.1m
  - Capex: US$195.4m
  - Dividend paid: US$12.5m
  - Net Interest paid: US$16.4m
  - Others: US$47.8m

### Cash Outflow

- Closing Cash (31Dec12): US$753.5m

---

With you for the long haul
Our Position, Outlook and Strategy

- Focus on our two core businesses – we are now out of most non-core activities

*Dry Bulk*

- Strong cargo and customer focused business model: outperforming market, outperforming larger ships
- Expect the dry bulk market to remain weak overall in 2013 with seasonal variations
- Expect weaker rates going into the summer period
- Reduced newbuilding deliveries in the second half of the year are expected to combine with resume demand to slightly improve rates after the summer
- Market needs longer to absorb over-supply before sustained recovery becomes apparent
- Acquisition opportunities for shipowners with available cash
- **Strategy:**
  i) Continue to purchase Handysize and Handymax ships at attractive prices
  ii) Expand our dry bulk customer and cargo portfolio in tandem with core fleet expansion
  iii) Enhance aspects of the customer experience through decentralised operational support

*Towage*

- Well positioned competitively to participate in developing opportunities in Australia
- **Strategy:** Continue to pursue both growth and contract renewal opportunities for PB Towage targeting tug and barge transportation projects and new harbour towage activities
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
  - 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 and Linkedin!
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 of offices positions PB close to customers
- Also owning/operating offshore and harbour tugs
- >230 vessels serving major industrial customers around the world
- Hong Kong headquarters, 17 offices worldwide, 320 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

www.pacificbasin.com
Pacific Basin business principles

* As at Feb 2013
Appendix: 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
- Modern fleet of tugs and barges provides reliable service in harbours and for offshore projects
- 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
- 17 offices globally – including 14 dry bulk offices across 6 continents
- 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
Appendix:
Pacific Basin Dry Bulk – Diversified Cargo

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

- 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

Steel Consumption Per Capita

- China (from 1990)
- Japan (from 1950)
- Korea (from 1970)
- India (from 2005)
Appendix:
China Dry Bulk Trade, Iron Ore & Coal Demand

**Chinese Dry Bulk Trade Volume**

- **Import**
- **Export**
- China net import % of total bulk trade

<table>
<thead>
<tr>
<th>Year</th>
<th>Import</th>
<th>Export</th>
<th>Net Import % of Total Bulk Trade</th>
</tr>
</thead>
<tbody>
<tr>
<td>2005</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2006</td>
<td></td>
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<td></td>
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<td>2011</td>
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<td></td>
</tr>
<tr>
<td>2012</td>
<td></td>
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</tr>
</tbody>
</table>

**China Coal Import**

- **Import**
- **Domestic**
- **Net Import**

<table>
<thead>
<tr>
<th>Year (Feb 13 annualised)</th>
<th>Import</th>
<th>Domestic</th>
<th>Net Import</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2007</td>
<td></td>
<td></td>
<td></td>
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<td>2012</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>2013</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**China Iron Ore Sourcing for Steel Production**

- **Import**
- **Domestic**
- Total requirement for steel production (basis international Fe content level 62.5%)

<table>
<thead>
<tr>
<th>Year (Feb 13 annualised)</th>
<th>Import</th>
<th>Domestic</th>
<th>Total Requirement</th>
</tr>
</thead>
<tbody>
<tr>
<td>2004</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2005</td>
<td></td>
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<td></td>
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<tr>
<td>2012</td>
<td></td>
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<td></td>
</tr>
<tr>
<td>2013</td>
<td></td>
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</tr>
</tbody>
</table>

Source: Clarksons, Bloomberg
## Appendix: 2012 Annual Financial Highlights

<table>
<thead>
<tr>
<th>US$ m</th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Segment net profit</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Treasury</td>
<td>74.5</td>
<td>89.5</td>
</tr>
<tr>
<td>Discontinued Operations - RoRo</td>
<td>(6.1)</td>
<td>(12.8)</td>
</tr>
<tr>
<td>Non direct G&amp;A</td>
<td>(12.1)</td>
<td>(10.6)</td>
</tr>
<tr>
<td></td>
<td>(8.5)</td>
<td>(8.3)</td>
</tr>
<tr>
<td><strong>Underlying profit</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unrealised derivative expenses</td>
<td>47.8</td>
<td>57.8</td>
</tr>
<tr>
<td>RoRo vessel impairment charge &amp; exchange loss</td>
<td>(3.3)</td>
<td>(1.6)</td>
</tr>
<tr>
<td>Other impairments</td>
<td>(198.6)</td>
<td>(80.0)</td>
</tr>
<tr>
<td>Gain from sale of shares in Green Dragon Gas</td>
<td>(4.4)</td>
<td>-</td>
</tr>
<tr>
<td></td>
<td>-</td>
<td>55.8</td>
</tr>
<tr>
<td><strong>(Loss)/Profit attributable to shareholders</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>(158.5)</td>
<td>32.0</td>
</tr>
</tbody>
</table>
### Appendix:
Pacific Basin Dry Bulk

<table>
<thead>
<tr>
<th>Category</th>
<th>2012</th>
<th>2011</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue days</td>
<td>41,000</td>
<td>32,710</td>
<td>+25%</td>
</tr>
<tr>
<td>TCE earnings</td>
<td>10,460</td>
<td>13,530</td>
<td>-23%</td>
</tr>
<tr>
<td>Owned + chartered costs</td>
<td>8,910</td>
<td>9,930</td>
<td>+10%</td>
</tr>
<tr>
<td>Handysize contribution</td>
<td>62.0</td>
<td>115.2</td>
<td>-46%</td>
</tr>
<tr>
<td>Handymax &amp; Post Panamax</td>
<td>12.6</td>
<td>(1.7)</td>
<td>+841%</td>
</tr>
<tr>
<td>Direct overhead</td>
<td>(35.3)</td>
<td>(32.1)</td>
<td>-10%</td>
</tr>
<tr>
<td>Dry Bulk Net profit</td>
<td>39.3</td>
<td>81.4</td>
<td>-52%</td>
</tr>
<tr>
<td>Return on net assets</td>
<td>5%</td>
<td>11%</td>
<td>-6%</td>
</tr>
</tbody>
</table>

- **Earnings:** Time Charter Equivalent (TCE) rates reflect weaker spot freight market.
- **Costs:** Blended daily costs reflect lower chartered-in costs of market vessels.
- **Net profit:** excludes US$2.1m unrealised net derivatives expenses.
## 1Q13 Trading Update

- **Earnings**: 2012 Time Charter Equivalent (TCE) rates reflect weaker spot freight market
- **Costs**: Blended daily costs reflect lower chartered-in costs market vessels
- **Net profit**: excludes US$1.7m unrealised net derivatives expenses

### Appendix: Pacific Basin Dry Bulk - Handymax

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2011</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue days (days)</td>
<td>14,610</td>
<td>13,310</td>
<td>+10%</td>
</tr>
<tr>
<td>TCE earnings (US$/day)</td>
<td>11,720</td>
<td>15,090</td>
<td>-22%</td>
</tr>
<tr>
<td>Owned + chartered costs (US$/day)</td>
<td>11,240</td>
<td>15,390</td>
<td>+27%</td>
</tr>
<tr>
<td>Handymax contribution (US$m)</td>
<td>6.7</td>
<td>(4.7)</td>
<td>+243%</td>
</tr>
<tr>
<td>Post Panamax contribution (US$m)</td>
<td>5.9</td>
<td>3.0</td>
<td>+97%</td>
</tr>
<tr>
<td>Total contribution (US$m)</td>
<td>12.6</td>
<td>(1.7)</td>
<td>+841%</td>
</tr>
</tbody>
</table>

**Change**

- **TCE earnings**: +27%
- **Owned + chartered costs**: +27%
- **Handymax contribution**: +243%
- **Post Panamax contribution**: +97%
- **Total contribution**: +841%
Appendix:
Daily Vessel Costs – Handymax

As at 31 Dec 2012

**Charter-hire**
- Finance cost
- Depreciation
- Opex

<table>
<thead>
<tr>
<th>Vessel Days</th>
<th>2011</th>
<th>2012</th>
<th>2011</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Owned</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>370</td>
<td>940</td>
<td>12,970</td>
<td>13,690</td>
</tr>
<tr>
<td></td>
<td>3%</td>
<td>6%</td>
<td>97%</td>
<td>94%</td>
</tr>
<tr>
<td>Chartered</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Daily charter hire rates & days 2013-2015

- 2013: $11,510, 3,500 days
- 2014: $13,720, 1,360 days
- 2015: $14,500, 780 days
Appendix: PB RoRo

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>PB RoRo net loss</td>
<td>US$(12.1)m</td>
</tr>
<tr>
<td>(Excluding US$199m impairment and exchange loss)</td>
<td></td>
</tr>
<tr>
<td>Operating cash flow</td>
<td>US$3.1m</td>
</tr>
</tbody>
</table>

- Considered a discontinued operation
- Continued severe weakness in the RoRo sector impacted results and prospects for our RoRo business
- Mid-year impairment and decision to exit RoRo in medium term
- Agreed sale of all 6 RoRos to Grimaldi for Eur153m (approx. US$188m)
- At least one vessel to be purchase by end of each six month period ending 30 June 2013 through December 2015
- All 6 vessels to be bareboat chartered by buyers until transfer of ownership
- 5 bareboat charters commenced:
  - 2 in Oct 2012
  - 3 in Feb 2013
  - 1 to commence in March 2014, after current time charter
- Our Eur162m, 12-year RoRo loan converted to a dry bulk loan of approx. US$210m
Appendix: 
PB RoRo Impairment & exchange loss in 2012

- Euro-centric RoRo market severely impacted by protracted European debt crisis and macro-economic and political uncertainty significantly reduced demand for chartered RoRos
  - 18 June, announced US$190m non-cash impairment and intention to exit RoRo following reassessment of RoRo prospects

- 6 September, 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
  - Further impairment of US$0.4m and exchange loss of US$8.2m in 2012

- Estimated Future Financial Effects:

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

Based on the 2012 year end rate of EUR 1 to US$1.3231
Appendix: Capex and Combined Vessel Value

As at 31 Dec 2012

A Combined View of Vessel Carrying Values and Commitments

Vessels Commitments

US$ m

Total US$236m

240
220
200
180
160
120
80
40
0

215
102
113
21

2013
2014

US$ m

Total US$1,506m

Dry Bulk

Tugs and Barges

1,298
236
873
208

208

- Vessel carrying values, US$1,081m
- Progress payment made, US$189m
- Future installments amount, US$236m

Further commitments expected in Dry Bulk
## Appendix:
### Convertible Bonds Due 2018

<table>
<thead>
<tr>
<th><strong>Issue size</strong></th>
<th>US$123.8 million</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Maturity Date</strong></td>
<td>22 October 2018 (6 years)</td>
</tr>
<tr>
<td><strong>Investor Put Date and Price</strong></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 |
| **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**
  1) Trading price for 30 consecutive days > 130% conversion price in effect
  2) >90% of Bond converted / redeemed / purchased / cancelled

- **Closing Date**: 22 Oct 2012, 2 Dec 2012
- **Maturity**: 22 Oct 2018, 22 Oct 2018

- **Bondholders’ put option to redeem bonds**: 22 Oct 2016

- **Closing Date**: 2 Dec 2012
- **Bondholders can convert all or some of their CB into shares**: 22 Oct 2016
- **Maturity**: 22 Oct 2018
## Appendix: Convertible Bonds Due 2016

<table>
<thead>
<tr>
<th>Issue size</th>
<th>US$230 million</th>
</tr>
</thead>
<tbody>
<tr>
<td>Maturity Date</td>
<td>12 April 2016 (6 years)</td>
</tr>
<tr>
<td>Investor Put Date and Price</td>
<td>12 April 2014 (4 years) at par</td>
</tr>
<tr>
<td>Coupon</td>
<td>1.75% p.a. payable semi-annually in arrears on 12 April and 12 October</td>
</tr>
<tr>
<td>Redemption Price</td>
<td>100%</td>
</tr>
<tr>
<td>Initial Conversion Price</td>
<td>HK$7.98 (Current conversion price: HK$ 7.26 with effect from 24 April 2012)</td>
</tr>
</tbody>
</table>

### 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

- **PB’s 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

- **Bondholders’ put option to redeem bonds**
  - Bondholders can convert to PB shares when trading price > conversion price
  - Bondholders can convert to PB shares after trading price > 120% conversion price in effect for 5 consecutive days

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1Q13 Trading Update