Navigating with resilience

Experienced team  Exceptional fleet  Customers first
Our results were influenced by:
- One of the weakest ever half-year periods for the dry bulk freight market
- Daily TCE earnings that outperformed the Handysize market index by 60%
- A significant turnaround in our Handymax performance
- Since 2012, approx. US$20m (or 25% annualised) reduction in G&A, due to refocusing on dry bulk and cost savings initiatives

Robust balance sheet:
- New US$125m convertible bond repayable 2021
- About US$500m undrawn committed bank facilities
- Received US$73m towage sale proceeds
- Dry bulk vessel capital commitments of US$353m

### 2015 Interim Results – Group Highlights

<table>
<thead>
<tr>
<th></th>
<th>1H15</th>
<th>1H14</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Profit / (Loss)</td>
<td>US$5.8m</td>
<td>US$(90.7)m</td>
</tr>
<tr>
<td>EBITDA</td>
<td>US$41.5m</td>
<td>US$46.9m</td>
</tr>
<tr>
<td>Cash Position</td>
<td>US$392m</td>
<td>US$320m</td>
</tr>
<tr>
<td>Net Gearing</td>
<td>34%</td>
<td>39%</td>
</tr>
</tbody>
</table>

Robust balance sheet:
- New US$125m convertible bond repayable 2021
- About US$500m undrawn committed bank facilities
- Received US$73m towage sale proceeds
- Dry bulk vessel capital commitments of US$353m
Our Increased Focus on Dry Bulk

Early 2012
Four business units

- Terinals, etc
- RoRo
- Dry Bulk Ships

Minor player with no competitive advantage

Strong platform but only about 25% of our fleet was owned

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

2015
Fully dry bulk focused

- ME Towage
- 17 Newbuildings

World's largest Handysize owner & operator

>40% of our fleet is owned

US$2 billion of long-term assets including newbuildings
G&A: US$57million
## Pacific Basin Dry Bulk – 1H15 Performance

<table>
<thead>
<tr>
<th>US$ million</th>
<th>1H15</th>
<th>1H14</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Dry Bulk net loss</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Handysize contribution</td>
<td>(15.4)</td>
<td>(11.4)</td>
</tr>
<tr>
<td>Handymax contribution</td>
<td>10.4</td>
<td>(10.7)</td>
</tr>
<tr>
<td>Post-Panamax contribution</td>
<td>2.7</td>
<td>2.7</td>
</tr>
<tr>
<td>Direct overheads</td>
<td>(24.6)</td>
<td>(24.7)</td>
</tr>
<tr>
<td>Indirect overheads</td>
<td>(3.3)</td>
<td>(4.9)</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>39.3</td>
<td>49.5</td>
</tr>
<tr>
<td><strong>Vessel net book value</strong></td>
<td>1,535</td>
<td>1,545</td>
</tr>
</tbody>
</table>

- 60% and 49% outperformance vs market rates (Handysize and Handymax)
- Positive turnaround in Handymax as concentrating on key trades
- Chartered in cost reduced by redelivery of medium & long-term charters, instead taking advantage of low cost short-term & index charters
- Maintained good control of our operating costs and intensified our efforts to reduce costs without compromising safety and customer service
Cargo System Business Model – Outperforming Market Rates

- Experienced staff & global office network – Direct end-user interaction
- Large fleet of high-quality substitutable ships
- Large portfolio of cargo contracts & relationships – No outward time-charters
- High laden percentage (minimum ballast legs)

➔ Average premium last 5 years = US$2,400/day
Our cover provides a degree of earnings visibility - ship operators typically face significant exposure to spot market.

2015 uncovered days excludes revenue days related to inward chartered vessels on index-linked rates.
Dry Bulk Market

The Market is Weak

Baltic Handysize Index (BHSI) & Baltic Supramax Index (BSI)

Reversal of market sentiment by the end of 2014 from positive to negative:

- Lower imports of coal to China (-60mt / -38% YOY in 1H15)
- Indian thermal coal imports +22mt/ +34% YOY, but not enough to offset reductions in other coal trades
- China has sourced bauxite & nickel shipments from other countries due to Indonesian export ban since early 2014, but demand has not returned to pre-2014 levels

Source: Clarksons Platou, Baltic Exchange

* Net rates are net of 5% commission
Dry Bulk Supply

Fleet Growth is Reducing
Total dry bulk YOY Net Fleet Growth (%)

Lowest fleet growth since Jan 2004
1 Jul 15: 2.6%

What is going to happen to fleet growth in 2015?

Minimal global fleet growth since end Jan15 due to increased scrapping of oldest vessels (lowest hanging fruit)

We estimate about 2.5% net fleet growth in 2015 overall (vs 5.1% in 2014)

New Vessel Ordering is Down
Per quarter annualised in % of fleet (dwt)

Source: Clarksons Platou
Dry Bulk Self-Correcting Factors

Supply

Number of Chinese yards delivering Handy bulk vessels decreased from 54 in 2012 to 21 in 2015

Delivery Slippage

Orderbook Cancellations & Conversions

Increased Scraping

Demand

Chinese Minor Bulk Imports

-7% YOY but growing since March

Chinese imports of 7 minor bulks including Logs, Soyabean, Fertiliser, Bauxite, Nickel, Copper Concentrates & Manganese Ore

These 7 commodities make up over one third of the cargo volumes we carry

Source: Clarksons Platou, Bloomberg
## 2015 Interim Financial Highlights

<table>
<thead>
<tr>
<th></th>
<th>1H15</th>
<th>1H14</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pacific Basin Dry Bulk</td>
<td>(15.4)</td>
<td>(11.4)</td>
</tr>
<tr>
<td>PB Towage</td>
<td>1.4</td>
<td>(9.2)</td>
</tr>
<tr>
<td>Others</td>
<td>(0.6)</td>
<td>(0.9)</td>
</tr>
<tr>
<td><strong>Underlying loss</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unrealised derivative income/(expense)</td>
<td>16.7</td>
<td>(0.3)</td>
</tr>
<tr>
<td>Sale of interests in bunker tanker joint venture</td>
<td>3.7</td>
<td>-</td>
</tr>
<tr>
<td>Towage impairments and provisions</td>
<td>-</td>
<td>(63.9)</td>
</tr>
<tr>
<td>RoRo exchange loss</td>
<td>-</td>
<td>(5.0)</td>
</tr>
<tr>
<td><strong>Profit/(Loss) attributable to shareholders</strong></td>
<td><strong>5.8</strong></td>
<td><strong>(90.7)</strong></td>
</tr>
</tbody>
</table>

- Dry bulk affected by one of the weakest ever dry bulk half-year periods
- We sold our 50% shares in our New Zealand bunker tanker for a US$3.7m profit
- Our significant reduced Towage operation generated US$1.4m profit
### 1H15 Pacific Basin Dry Bulk

<table>
<thead>
<tr>
<th></th>
<th>1H15</th>
<th>1H14</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue days (days)</td>
<td>26,620</td>
<td>27,200</td>
<td>-2%</td>
</tr>
<tr>
<td>TCE earnings (US$/day)</td>
<td>7,940</td>
<td>10,210</td>
<td>-22%</td>
</tr>
<tr>
<td>Owned + chartered costs (US$/day)</td>
<td>7,870</td>
<td>9,120</td>
<td>+14%</td>
</tr>
<tr>
<td>Handysize contribution (US$m)</td>
<td><strong>(0.6)</strong></td>
<td>26.2</td>
<td>-102%</td>
</tr>
<tr>
<td>Handymax contribution (US$m)</td>
<td>10.4</td>
<td><strong>(10.7)</strong></td>
<td>+198%</td>
</tr>
</tbody>
</table>

- Reduction in Handymax days reflected changed strategy with tighter trade areas
- Weak market condition impacted both Handysize and Handymax TCE
- Redelivering of high cost Handymax charters

<table>
<thead>
<tr>
<th></th>
<th>1H14</th>
<th>1H15</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
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<td><strong>(10.7)</strong></td>
<td>+198%</td>
</tr>
</tbody>
</table>
**1H15 Daily Vessel Costs – Handysize**

**Owned**
Including finance lease vessels

**Chartered**

Blended US$7,870 (2014: US$8,750)

- Direct overheads of US$660/day
- Charter-hire cost benefited from low short-term and index-linked vessels

*Chartered rates are shown net of provision*
Direct overheads of US$660/day
Charter-hire cost benefited from low cost short-term and index-linked vessels

*Chartered rates are shown net of provision*
### 1H15 Balance Sheet

<table>
<thead>
<tr>
<th>US$m</th>
<th>PB Dry Bulk</th>
<th>PB Towage</th>
<th>30 Jun 15</th>
<th>31 Dec 14</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vessels &amp; other fixed assets</td>
<td>1,535</td>
<td>39</td>
<td>1,578</td>
<td>1,585</td>
</tr>
<tr>
<td>Total assets</td>
<td>1,703</td>
<td>46</td>
<td>2,194</td>
<td>2,308</td>
</tr>
<tr>
<td>Total borrowings</td>
<td>930</td>
<td>-</td>
<td>930</td>
<td>1,000</td>
</tr>
<tr>
<td>Total liabilities</td>
<td>1,144</td>
<td>9</td>
<td>1,199</td>
<td>1,306</td>
</tr>
<tr>
<td>Net assets</td>
<td>559</td>
<td>37</td>
<td>995</td>
<td>1,002</td>
</tr>
<tr>
<td>Net borrowings (total cash US$392m)</td>
<td></td>
<td></td>
<td>538</td>
<td>636</td>
</tr>
<tr>
<td>Net borrowings to net book value of property, plant and equipment (KPI)</td>
<td></td>
<td></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%

Note: Total includes other segments and unallocated
Borrowings and Capex

2015 Interim Results

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$431 million, book value US$401 million
Vessel capital commitments (US$353 million)
Cash Flow

As at 30 June 2015

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

Sources and Uses of Group Cash Flow in 1H 2015

US$ Million

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>At 1 Jan 2015</td>
<td>+363</td>
</tr>
<tr>
<td>Operating cash inflow</td>
<td>+59</td>
</tr>
<tr>
<td>Towage sale proceeds</td>
<td>+73</td>
</tr>
<tr>
<td>RoRo sale proceeds</td>
<td>+30</td>
</tr>
<tr>
<td>Capex</td>
<td>-45</td>
</tr>
<tr>
<td>Decrease in borrowings</td>
<td>-61</td>
</tr>
<tr>
<td>Net interest paid</td>
<td>-13</td>
</tr>
<tr>
<td>Dividend paid</td>
<td>-12</td>
</tr>
<tr>
<td>Others</td>
<td>-2</td>
</tr>
<tr>
<td>At 30 Jun 2015</td>
<td>+392</td>
</tr>
</tbody>
</table>

(Net of US$124m CB proceeds)
Our Outlook and Strategy

Dry Bulk Outlook

- We anticipate weak market rates in medium term and we continue to manage our business accordingly
- Supply: Scrapping, NB cancellations & postponements and very little new ordering are helping
- Demand: traditionally improved seasonal cargo flows in 2H may benefit from China’s need for some restocking and low commodity prices
- However, health of dry bulk shipping is undermined by oversupplied global fleet and reduced growth in dry bulk commodity demand – especially coal into China…
- We expect it will take longer for a healthier market to be restored

Strategy

- Fully focused on our core 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 medium and long-term chartered-in ships to reduce cost
- We are relying more on owned ships, supplemented with low-cost shorter-term and index-linked chartered ships

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 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 tugs and barges in the Middle East
- About 200 vessels serving major industrial customers around the world
- 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

* As at Jan 2015
Appendix: Strategic Model

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.
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!
Appendix: Fleet List – 1 July 2015*

Pacific Basin Dry Bulk Fleet: 243
average age of core fleet: 7.0 years old

<table>
<thead>
<tr>
<th></th>
<th>Owned</th>
<th>Chartered</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Delivered</td>
<td>Newbuilding</td>
<td>Delivered</td>
</tr>
<tr>
<td>Handysize</td>
<td>64</td>
<td>12</td>
<td>78</td>
</tr>
<tr>
<td>Handymax</td>
<td>16</td>
<td>5</td>
<td>37</td>
</tr>
<tr>
<td>Post-Panamax</td>
<td>1</td>
<td>0</td>
<td>1</td>
</tr>
<tr>
<td>Total</td>
<td>81</td>
<td>17</td>
<td>116</td>
</tr>
</tbody>
</table>

PB Towage: 21

<table>
<thead>
<tr>
<th></th>
<th>Owned</th>
<th>Chartered</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tugs</td>
<td>13</td>
<td>1</td>
<td>14</td>
</tr>
<tr>
<td>Barges</td>
<td>6</td>
<td>0</td>
<td>6</td>
</tr>
<tr>
<td>Others</td>
<td>1</td>
<td>0</td>
<td>1</td>
</tr>
<tr>
<td>Total</td>
<td>20</td>
<td>1</td>
<td>21</td>
</tr>
</tbody>
</table>

* Excluding 1 RoRo ship with completion in Aug 2015
¹ Average number of vessels operated in Jun 2015
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

Asset Management
Morten Ingebrigtsen
26/29

HR
P.B. Subbiah
12/21

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

www.pacificbasin.com
Customer and Investor Surveys
Appendix: PB Towage

- Towage activities significantly reduced after sale of harbour towage business and our shareholding in OMSA
- About US$3.7m gain on disposal of our share in a bunker tanker

**Middle East:**
- Remaining towage assets are operating in the oil and gas and construction sectors in ME
- Low charter rates due to low oil price environment but partly offset by continued demand for tug and barge activity in offshore construction and land reclamation projects in UAE and Qatar

**Australasia:**
- Two chartered-in vessels will redeliver later this year
- Remaining small tugs and barges in Australia are idle and being considered for sale
- Administrator’s efforts to sell WDR have been unsuccessful - WDR announced bankruptcy in April 2015 with no likelihood of returns to unsecured creditors

<table>
<thead>
<tr>
<th></th>
<th>1H15 US$ million</th>
</tr>
</thead>
<tbody>
<tr>
<td>Towage net profit</td>
<td>1.4</td>
</tr>
<tr>
<td>EBITDA</td>
<td>2.2</td>
</tr>
</tbody>
</table>

PB Towage Fleet: 21 vessels (as at 30 Jun 2015)

- 14 Tugs (13 Owned + 1 Chartered)
- 6 Barges (6 Owned)
- 1 chartered passenger/supply vessel

* Based on year-end exchange rates
Appendix: Vessel Operating Lease Commitments

As at 30 June 2015

<table>
<thead>
<tr>
<th></th>
<th>1H2015</th>
<th></th>
<th>2H2015</th>
<th></th>
<th>2016</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Vessel</td>
<td>Average daily rate</td>
<td>Vessel</td>
<td>Average daily rate</td>
<td>Vessel</td>
<td>Average daily rate</td>
</tr>
<tr>
<td></td>
<td>Days</td>
<td>(US$)</td>
<td>Days</td>
<td>(US$)</td>
<td>Days</td>
<td>(US$)</td>
</tr>
<tr>
<td>Handysize</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Long-term (&gt; 1 year)</td>
<td>5,420</td>
<td>8,860</td>
<td>5,560</td>
<td>8,730</td>
<td>8,830</td>
<td>8,280</td>
</tr>
<tr>
<td>Short-term</td>
<td>4,930</td>
<td>7,110</td>
<td>1,060</td>
<td>7,520</td>
<td>180</td>
<td>8,800</td>
</tr>
<tr>
<td>Index-linked</td>
<td>4,470</td>
<td>5,870</td>
<td>2,320</td>
<td>Market rate</td>
<td>2,180</td>
<td>Market rate</td>
</tr>
<tr>
<td>Total</td>
<td>14,820</td>
<td>7,380</td>
<td>8,940</td>
<td></td>
<td>11,190</td>
<td></td>
</tr>
<tr>
<td>Handymax</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Long-term (&gt; 1 year)</td>
<td>1,820</td>
<td>10,210</td>
<td>2,030</td>
<td>10,280</td>
<td>3,300</td>
<td>9,090</td>
</tr>
<tr>
<td>Short-term</td>
<td>5,000</td>
<td>7,870</td>
<td>1,630</td>
<td>6,660</td>
<td>40</td>
<td>6,930</td>
</tr>
<tr>
<td>Index-linked</td>
<td>750</td>
<td>6,940</td>
<td>270</td>
<td>Market rate</td>
<td>–</td>
<td>Market rate</td>
</tr>
<tr>
<td>Total</td>
<td>7,570</td>
<td>8,340</td>
<td>3,930</td>
<td></td>
<td>3,340</td>
<td></td>
</tr>
</tbody>
</table>
Appendix: Vessels Commitments

Total US$353m

To be largely funded by US$350m committed Japanese export credit facility

- Handysize x 12, US$239m
- Handymax x 5, US$114m
Appendix: Historical earnings

Performance vs Market  

Handysize

60%  1H2015 outperformance compared to market

Handymax

49%  1H2015 outperformance compared to market

Our 60% and 49% outperformance in first half 2015 compared to spot market indices reflects the value of our fleet scale and cargo book, and our ability to optimise cargo combinations and match the right ships with the right cargoes.

www.pacificbasin.com
Annual Report – Key Performance Indicators
Appendix:
Historical Owned and Chartered-in Cost

Handysize Chartered-in Cost before G&A

<table>
<thead>
<tr>
<th></th>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Cost</td>
<td>7,370</td>
<td>8,190</td>
<td>9,470</td>
<td>12,230</td>
<td>18,890</td>
<td>9,900</td>
<td>14,200</td>
<td>11,810</td>
<td>9,340</td>
<td>8,720</td>
<td>8,830</td>
<td>7,380</td>
</tr>
</tbody>
</table>

Handymax Chartered-in Cost before G&A

<table>
<thead>
<tr>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Cost</td>
<td>5,540</td>
<td>16,170</td>
<td>24,750</td>
<td>41,060</td>
<td>17,690</td>
<td>21,560</td>
<td>15,590</td>
<td>11,430</td>
<td>10,840</td>
<td>11,810</td>
<td>8,340</td>
</tr>
</tbody>
</table>
Appendix: Convertible Bonds Due 2016

<table>
<thead>
<tr>
<th>Issue size</th>
<th>US$230 million (US$20.5m face value put back and repaid on 14 April 2014; Remaining: US$210m)</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$7.98 (Current conversion price: HK$ 6.97 with effect from 27 April 2015)</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
  - Trading price for 30 consecutive days > 130% conversion price in effect
- Bondholders’ put option to redeem bonds
  - Trading price > conversion price
  - No Conversion
  - Bondholders can convert to PB shares when trading price > conversion price for 5 consecutive days

Closing Date: 12 April 2010
Maturity: 12 April 2016

2015 Interim Results
## 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

- **Closing Date**: 22 Oct 2012, 2 Dec 2012
- **Maturity**: 22 Oct 2018
- **Bondholders’ 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**
- **Bondholders’ put option to redeem bonds**
  - 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>
<tr>
<td>Conditions</td>
<td>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.</td>
</tr>
</tbody>
</table>

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**

<table>
<thead>
<tr>
<th>Closing Date</th>
<th>8 Jun 2015</th>
<th>19 Jul 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Maturity</td>
<td>3 Jul 2021</td>
<td>3 Jul 2021</td>
</tr>
<tr>
<td>Bondholders' put option to redeem bonds</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bondholders can convert all or some of their CB into shares</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
## Appendix: Understanding Our Core Market

### Bulk Carrier Ship Types

<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> with cranes</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Capesize 120,000+ dwt</td>
<td>40%</td>
<td>Less Versatile</td>
<td>Major Bulks</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>• Iron ore</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>• Coal</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>• Grains</td>
</tr>
<tr>
<td>Panamax &amp; Post-Panamax 65,000-120,000 dwt</td>
<td>28%</td>
<td>More Versatile</td>
<td>Minor Bulks</td>
</tr>
<tr>
<td></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> with cranes</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Handymax 40,000-65,000 dwt</td>
<td>22%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Handysize 25,000-40,000 dwt</td>
<td>10%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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

### Our Focus

- **Major Bulks**
  - Iron ore
  - Coal
  - Grains

- **Minor Bulks**
  - Logs & Forest Products
  - Agriculture Products
  - Fertiliser
  - Cement & Cement Clinker
  - Bauxite
  - Alumina
  - Ores
  - Steel & Scrap
  - Concentrates
  - Salt
  - Coal/Coke
  - Pet coke
  - Sugar
  - Other Bulks
Appendix: Dry Bulk Supply

**Handysize Orderbook**
378 vessels (13.9m dwt)

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

- **Handymax** (40,000-64,999 dwt)
  - Orderbook as % of Existing Fleet: 24%
  - Average Age: 8
  - Over 25 Years: 4%
  - Scrapping as % of Existing Fleet (Annualised): 2%

- **Panamax** (65,000-119,999 dwt)
  - Orderbook as % of Existing Fleet: 14%
  - Average Age: 8
  - Over 25 Years: 2%
  - Scrapping as % of Existing Fleet (Annualised): 4%

- **Capesize** (120,000+ dwt)
  - Orderbook as % of Existing Fleet: 19%
  - Average Age: 8
  - Over 25 Years: 1%
  - Scrapping as % of Existing Fleet (Annualised): 8%

**Total Dry Bulk Orderbook**
1,719 vessels (140.1m dwt)

- **Total Dry Bulk >10,000 dwt**
  - Orderbook as % of Existing Fleet: 18%
  - Average Age: 9
  - Over 25 Years: 3%
  - Scrapping as % of Existing Fleet (Annualised): 5%

Source: Clarkson's Platou, as at 1 Jul 2015

2015 Interim Results

With you for the long haul
Appendix:
Dry Bulk Effective Demand

Source: Clarksons. Platou, Bloomberg
Appendix:
China Dry Bulk Trade, Iron Ore & Coal Demand

**Chinese Dry Bulk Trade Volume**

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

**China Coal Demand**

- **% of total dry Bulk trade**
- **Mil Tonne**

**China Iron Ore Sourcing for Steel Production**

- **Import**
- **Domestic**
- **Net Import**
- **Total requirement for steel production**

Source: Clarksons Platou, Bloomberg