2009 Annual Results – 2 March 2010

Slide 1 – Cover
Spoken by: David Turnbull

Good afternoon ladies and gentlemen, and thank you very much for attending Pacific Basin's 2009 full year results presentation.

I will start with a brief overview of Pacific Basin and our results for the period.

I will then hand over to Jan Rindbo, our Chief Operating Officer, who will talk about our dry bulk shipping activities and the dry bulk market outlook. Klaus Nyborg, our CEO, will provide an overview of our other core activities which are energy and infrastructure services and RoRo shipping.

Andrew Broomhead, our CFO, will be taking you through the financials, and Klaus will then summarise our overall outlook.

I will then invite you to ask any questions you may have.

Slide 2 – Pacific Basin Overview
Spoken by: David Turnbull

Pacific Basin is one of the world's leading owners and operators of modern, versatile handysize dry bulk ships and we are a top 10 handymax vessel operator.

Our fleet trades world-wide and is supported by our network of offices covering every major time zone, so we are able to better service our customers' needs and solicit cargoes. The value of our office network and business model in general was tested and proven during the dry bulk market collapse in 2008 and early last year.

We believe our global reach enhances the flexibility of our business model positioning us well to service China's growing and frequently variable appetite for commodity imports.

In other areas, we are building a good presence in Roll On Roll Off shipping and in what we call "Energy and Infrastructure Services", which in our case primarily comprises:

- offshore towage logistics;
- harbour towage; and
- infrastructure development services.

The senior team that makes this possible is seated here around the table. I would like to highlight a few recently announced management and Board changes:

- Richard Hext, our previous CEO, left the Company to take up a new appointment but he has agreed to remain as a non-Executive Director;

- Klaus Nyborg, who had been Deputy CEO since 2006, was promoted to CEO; and

- Jan Rindbo was promoted to the new position of chief operating officer. Jan has been on our Board since 2007 and running our dry bulk business for much longer than that.

I consider these to be “familiar” changes as Klaus and Jan have been on the Company’s senior management team for quite some time.

Also, very sadly, our Board member and long-time friend and greatest supporter, Dr. Simon Lee, passed away recently at the age of 82. He was a charming, considerate and generous man, and his presence will be greatly missed.

Slide 3 – 2009 Result Highlights
Spoken by: David Turnbull

Pacific Basin made a net profit in 2009 of US$110 million, which is satisfactory given the volatility of the dry bulk market and the extreme low from which the market recovered during the year. These results include a 25 million dollar impairment on our RoRo investment, reflecting concerns we now have about the current limited employment potential for unfixed RoRo vessels over the next 1-2 years.

Profits were of course lower than in 2008 in view of the extraordinarily strong market in the first half of that year and our valuable book of forward cargo which carried us through the fast deteriorating second half.

Our Board has recommended a final dividend of 15 Hong Kong cents per share, bringing the full year dividend to 23 cents per share.

The Group generated an operating cash flow of 145 million US Dollars, and we remain in a comfortable financial position, with cash of US$1.1 billion and net cash of US$229 million so we are very well positioned to grow.

In terms of our outlook and ambition, our dry bulk market view has improved from negative to neutral, and growing demand for energy and infrastructure services gives reason for optimism. Strategically, therefore, we have recalibrated our ambitions and set the following goals for 2010 and beyond:

- We aim to significantly expand our dry bulk fleet subject to vessel price and market developments, and we have already started to acquire vessels;
- We will continue to grow our energy and infrastructure services division, focusing on specialised markets in Australasia and the Middle East; and
- We will work hard to secure profitable employment for our remaining RoRo newbuilding vessels which deliver in late 2010 and 2011.

I will now hand over to Jan Rindbo who will take you through a more detailed review of the Group’s dry bulk development and the bulk markets.

Slide 4 – Dry Bulk – Business Development
Spoken by: Jan Rindbo

Thank you David.

The dry bulk division performed well in 2009 against the backdrop of a volatile market that started the year at a near historic low level. The freight market recovery over the year was unexpectedly positive.

The division made a profit of US$138 million, generated by an average fleet size of 103 ships operating around the globe.

Our strategy has been to build up a high level of cover with primarily blue-chip customers to manage our market exposure and maintain a robust forward cover rate of approximately 50% for the 12 months ahead on rolling basis. On the other side, we strive to own and operate cost-competitive, modern, versatile vessels to maximise our margins and our ability to position our fleet intelligently. This model enabled us to achieve superior earnings on our dry bulk ships compared to average market levels in 2009.

Due to now more favourable market dynamics we have resumed a measured expansion of our dry bulk fleet since December 2009, with the long-term charter of three ships and the purchase of five ships at some of the lowest prices of the past five years.

Slide 5 - Dry Bulk - Market Information
Spoken By: Jan Rindbo

Dry bulk markets in 2009 were volatile but better than most had expected at the beginning of last year. The Baltic Dry Index recovered through the year to reach levels well above pre-2003 highs, indicating quite a good year on a long-term historical basis.

The year started with the Baltic Handysize spot index at a very depressed US$4,000 per day net and the Baltic Dry Index at 770 points which, excluding the brief dip in early December, represented a 22-year market low. From that point, the market rose strongly, though erratically, throughout the year.

At the beginning of 2010, the BDI stood at 3005 points and has eased slightly to 2738 points as at 28 February.

The chart on the bottom right shows the market's forward expectation in the way of period charter rates. In the case of handysize vessels, the market expectation is that these will trade at around 14,500 Dollars per day over the next 12 months.

Slide 6 – Dry Bulk Demand
Spoken By: Jan Rindbo

The unexpectedly strong freight market improvement in 2009 cannot easily be explained by the changes in market fundamentals last year. According to Clarksons, the dry bulk fleet expanded by 10% year on year, whilst R.S. Platou estimates demand to have experienced zero net growth year on year. Under more normal circumstances this combination would place downward – not upward - pressure on freight rates throughout the year.

To understand this, we need to look at the market at the start of 2009 following the extraordinary market behaviour at the end of 2008 when the market fell to near historic lows. A dramatic change in freight market sentiment in 2009 is indicative of the sharp improvement throughout the year from that exceptionally low starting point, culminating with an estimated 14.6% year on year change in demand in the fourth quarter of 2009.

Slide 7 – Chinese Commodity Demand
Spoken By: Jan Rindbo

By far the strongest freight driver in 2009 was Chinese commodity demand. While demand was muted for most of the world, China imported more iron ore and coal than it ever had before, due to a combination of the Chinese stimulus, stockpiling, and iron ore arbitrage opportunities where, due to favourable rates, it was actually cheaper to import iron ore than purchase it domestically. We saw these trends repeated with the minor bulk commodities as well.

In our business, we saw our cargo volumes into China increase by approximately 70% year on year. Furthermore, our revenue days in 2009 remained unchanged and yet we carried less volume than we did in 2008.

This reflects what we believe is a fundamental change in trading patterns due to the deployment of such a large proportion of the world dry bulk fleet on trades into China, and because China is sourcing commodities from further afield resulting in growth in long-haul routes and repositioning ballast legs which in turn increase tonne-mile demand for shipping.

Slide 8 – Dry Bulk Orderbook
Spoken By: Jan Rindbo

The total dry bulk orderbook currently stands at around 60% of the fleet currently on the water. The handysize orderbook stands at a less onerous 41%. In 2009, handysize newbuilding capacity representing only 7.7% of the fleet delivered, as opposed to the much higher 17% that had been scheduled.

31% of existing handysize capacity is over 25 years old and 46% is over 15 years old making for a relatively old fleet age profile which supports the case for increased scrapping in the years ahead.

Slide 9 – Dry Bulk Fleet Changes
Spoken By: Jan Rindbo

The record high dry bulk fleet expansion of 10% year on year in 2009 looks relatively small in the context of the 2010 scheduled orderbook. At the beginning of January, newbuilding capacity equivalent to 26% of the total dry bulk fleet on the water was scheduled to deliver this year.

However, deliveries in 2009 were much less than scheduled with 41% of the dry bulk orderbook failing to deliver.

When we look at scrapping we see that the handysize sector accounted for approximately 50% of all dry bulk scrapping – or 5 million tonnes – in 2009. This trend continued throughout the year despite the relatively strong handysize market: in the last quarter of 2009, the equivalent of 10 handysize vessels were scrapped each month. Taking into account the newbuilding delivery shortfalls and scrapping, the handysize segment in fact experienced a net fleet reduction overall in the year. Quite a different story to the dry bulk fleet as a whole.

It is unlikely that this handysize fleet reduction will continue in 2010 but we believe that dry bulk newbuilding non-deliveries in 2010 will remain high. Some analysts are predicting non-deliveries of approximately 35-40%, and we too think the shortfall could be around this level or possibly even greater. Early indications this year suggest the shortfall in deliveries will remain significant in 2010.

Slide 10 – Handysize Vessel Values
Spoken By: Jan Rindbo

Sale and purchase activity in the handysize market was relatively stagnant through most of the year making it difficult for shipbrokers to value ships. In the last few months, we have seen activity returning to the market and, after 15 months, Clarksons resumed publishing ship values, appraising a 5 year old handysize vessel at US$23 million. This represents a slight increase over values estimated by R.S. Platou at the time of our interim results announcement.

These values are at pre-2005 boom prices, which we now consider to be reasonable in view of our market outlook. In line with our strategy of expanding our fleet, I am pleased to announce that we have committed to the purchase of 5 dry bulk vessels since December 2009 at some of the lowest prices seen in the past five years.

Slide 11 – Dry Bulk - Business Outlook
Spoken by: Jan Rindbo

This slide shows what we believe to be the positive and negative market factors that will have most influence on the dry bulk market in 2010. Continued strong commodity demand from China combined with global economic recovery, though slow and gradual, are expected to be of greatest influence.

The supply side looks more uncertain with a large orderbook but potentially also a large shortfall in deliveries.

While it is always difficult in shipping to make predictions, on balance we believe that the market will remain relatively firm as it has been over the last few months and we will see over the coming months what affect accelerating newbuilding deliveries will have. In short, overall, our view of the sector has shifted from pessimistic to neutral for 2010.

As such, we have begun the process of expanding our dry bulk fleet at a measured pace and we intend to continue to build our cargo cover for 2011 whilst employing the majority of our uncovered

2010 capacity in the spot market. In this business with high volatility, we also believe it is very import to maintain a cost competitive fleet so as to be profitable regardless of market circumstances. At our current vessel acquisition prices, we are not significantly increasing our average daily costs and should be able to trade well even in worse market circumstances.

Slide 12– Dry Bulk Earnings Coverage
Spoken By: Jan Rindbo

Pacific Basin has good visibility of its expected earnings due to our book of forward cargo cover. As at 22 February 2010, we had covered 59% of our 2010 handysize revenue days at $14,290 dollars per day and we had covered 64% of our combined revenue days.

Our ability to build cover with strong counterparties is made possible by a number of factors including our attractive fleet of modern ships of uniform design, our excellent reputation and performance track record, and our network of offices which positions our staff closer to our customers to better understand their needs.

Maintaining a certain degree of forward cargo coverage whilst adapting to market changes is an important part of our strategy and we manage this very carefully.

Klaus Nyborg will now present results and outlook for our PB Energy & Infrastructure Services and PB RoRo divisions.

Slide 13 – Business Direction – Energy & Infrastructure Services
Spoken By: Klaus Nyborg

Thank you.

We have now categorised our PB Towage and Fujairah Bulk Shipping businesses under a new division called “PB Energy & Infrastructure Services” to better reflect the mandate they have to provide services to governments, energy groups and construction companies for large infrastructure projects.

PB Towage is engaged in two main areas: offshore support services for construction and energy projects; and harbour towage.

In 2009, the “PB Energy & Infrastructure Services” division did not deliver the financial results which we had hoped for due to difficult conditions affecting the areas in which we operate. Net profit for the division was US$8.2 million generating a 4% return of assets. The majority of profits came from FBSL.

A relatively low oil price caused weak demand for offshore towage and reduced utilization.

A continued slump in the container market impacted our harbour towage business as container lines’ cut back in services and trend towards the use of fewer but larger ships gave rise to a 20% reduction in tug jobs.

Our infrastructure support activity in the Middle East has had a good year and, offshore Western Australia, we have successfully deployed 5 offshore tugs full time on the large Gorgon LNG development project.

Overall, though, we believe we made significant strides in the expansion of our towage fleet, human resources and systems and processes during the year, and secured valuable service contracts that will assist us in developing our business in this sector. Going forward, we look to focus on niche markets in Australasia, India and the Middle East with high barriers to entry that provide more stable and profitable earnings.

Slide 14 – Energy & Infrastructure – Fujairah Bulk Shipping
Spoken By: Klaus Nyborg

Fujairah Bulk Shipping or FBSL is a 50% JV between Pacific Basin and the Government of Fujairah, engaged in land reclamation and infrastructure services. FBSL made a 6.3 million US Dollar contribution to Pacific Basin's results in 2009, which is respectable given the difficult market in the Middle East.

FBSL has made excellent progress has on the Fujairah Northern Land Reclamation project, which requires quarrying and transporting 54 million tonnes of rock and aggregate for the development of an industrial site in Fujairah. The project is ahead of schedule with over 30 million tonnes already delivered. We hope that successful completion will lead to other exciting infrastructure projects in the region.

With the planned construction of the Abu Dhabi Crude Oil Pipeline to Fujairah and a number of other upcoming infrastructure projects in the region, FBSL is well positioned for growth.

Slide 15 – Energy and Infrastructure – Business Outlook
Spoken By: Klaus Nyborg

We have a positive outlook for the energy and infrastructure market in 2010 due to economic recovery, rising oil and energy prices and the resultant expansion of infrastructure and offshore projects. Harbour towage in Australia is expected to remain sluggish, although our increasing activity in bulk rather than container ports is expected to help our harbour towage business.

We aim to grow the division by expanding into specialized markets or ports offering exclusive licenses and higher returns for added value service, and will look to acquire more assets against specific projects.

We still need to build the scale of this business and optimize systems and processes and realize synergies before we can reap the full advantage of our position in these sectors. Nevertheless, this is still a growth business and we believe we've positioned ourselves well to capitalise on an improved economic environment for energy and infrastructure development.

Slide 16 – Roll on Roll off - Development
Spoken By: Klaus Nyborg

Our first newbuilding, the "Humber Viking" delivered in September 2009 and began trading under a three-year timecharter to Norfolk Line, resulting in a profit of 0.1 million US Dollars for PB RoRo in 2009.

The RoRo market remains depressed and is expected to see only limited short-term improvement due to fragile European economic recovery. We expect this sector to face continued difficulties in the next two years and so have charged to our 2009 results a 25 million US Dollar impairment reflecting our concern about the current limited employment potential for unfixed RoRo vessels.

We are focused on developing preferred employment opportunities for our remaining 5 RoRos which are scheduled to deliver in the second half of this year and in 2011. We do not anticipate investing in any further RoRo vessels until our existing orderbook has been profitably employed.

Slide 17 – RoRo Market
Spoken By: Klaus Nyborg

The RoRo sector faced challenging conditions in 2009 brought on by the financial crisis and resulting recession in its core European market. Underlying trailer demand in Europe fell sharply in late 2008 but stabilised over 2009 at approximately 20-25% below pre-recession levels.

This has inevitably led to weak demand for RoRo tonnage and therefore reduced charter rates. Maersk Broker data shows the one year moving average time charter rate for large RoRo vessels to have fallen by approximately 35% since the onset of the recession.

Longer term, supply side prospects remain positive. The fleet has an older age profile than that of all other main cargo ship sectors with almost half of the world fleet over 25 years old and a small orderbook representing only 16% of vessels on the water.

Slide 18 – RoRo – Business Outlook
Spoken By: Klaus Nyborg

Overall, we expect a challenging but moderately improving trading environment for RoRos in 2010, assuming slow recovery in European trade. However, we remain positive for the long term with the revival of European economic and trade growth, tighter supply, and continued political and social pressure to move freight from road to sea.

I will now pass things to Andrew Broomhead, our CFO, who will present the financial section.

Slides 19 – 2009 Financial Highlights
Spoken By: Andrew Broomhead

The Group reported segment net profit of US$141.9m, which included

- Pacific Basin Dry Bulk - Handysize making US$124m, Handymax making US$14m,

- PB Energy & Infrastructure Services making US$8.2m, and
- PB RoRo making US$0.1m.

Underlying profit of US$115.8m was adversely affected by:

- US$25.0m of RoRo vessel impairment losses;
- US$4.5m of net unrealised derivative non cash expenses; and
- US$1.2m of net dry bulk vessel disposal losses; offset by
- a US$25.2m net write-back of last years onerous charter in vessel contracts relating to future periods

Giving a resultant net profit of US$110.3 million.

Slides 20 – 2009 Pacific Basin Dry Bulk - Handysize
Spoken By: Andrew Broomhead

The main drivers of our dry bulk results are revenue days, TCE earnings and direct vessel costs. Our handysize revenue days increased slightly to 26,100, reflecting on average 3 additional chartered in vessels, compared to last year.

TCE reduced 51% to US$14,500 per day, in a year when the average BHSI rates reduced 61%, as we benefited from the cargo cover locked in at higher rates during earlier years.

Blended operating costs decreased 35% to US$9,690 per day, reflecting cheaper chartered in vessels, the write back of US$27.2m of last years provision for onerous contracts relating to 2009, and our effort to reduce the operating costs of our owned vessels.

The result was a segment net profit from Handysize vessels of US$124.1m in 2009 and a return on net assets of 28%.

Please note this excludes a further US$27.2m write-back of onerous contracts for future periods.

And excludes the US$3.8m of unrealised non cash net derivative gains.

Slides 21 – Daily Vessel Costs - Handysize
Spoken By: Andrew Broomhead

Handysize blended daily costs including direct overheads were **US$9,690**, a decrease of **35%** over 2008, primarily due to the average daily operating lease payments decreasing **47%** to **US$9,900**.

Charter hire costs in 2010 increase to **US$12,300** mainly because of the **US$27.2m** write back of the provision for onerous contracts, but decrease thereafter

The number of contracted charter in days in 2010 almost halves compared to 2009, and more than halves again to **3,020** days in 2011.

Owned vessel costs in aggregate decreased around **7%**, reflecting a reduction in overheads following the Group’s cost saving efforts, decrease in finance costs and lower vessel insurance expenses.

Slides 22 – Balance Sheet
Spoken By: Andrew Broomhead

Our balance sheet is analysed into the Group’s business segments.

Most capital is employed in the dry bulk segment with US$611m of vessel book value including US$178m for sold and chartered back vessels under finance leases.

The book value of our RoRo vessels has been reduced by a US$25.0m impairment charge, reflecting our concern about the ability to deploy newbuilding RoRo vessels profitably in the next two years.

Through our treasury activities we have US$877m of borrowings, some of which are allocated to the specific business segments.

Treasury also manages the US$1.1 billion cash. This is deposited with leading banks, mainly in Hong Kong. At the end of December we had a net cash position of US$229 million.

Slides 23 – Borrowings and Capex
Spoken By: Andrew Broomhead

Turning to borrowings and capex. This graph illustrates the extended repayment schedule of the Group's US$877m of borrowings.

You will see the remaining convertible bonds will expire in 2013, however, the bondholders have the option to redeem them in February 2011. In addition, our vessel capex commitments of US$457m are shown by year. We expect all these payments to be comfortably met by the Group's existing US$1.1 billion of cash, new debt facilities which are being finalised, and future operating cashflows.

Slides 24 – Capex and Combined Value by Vessel Types
Spoken By: Andrew Broomhead

The Group had vessel capital commitments of US$457m of which US$384m is due in 2010.

If we add the commitments to the book value of our delivered vessels and vessels under construction, the combined value of the Group's vessels would amount to US$1.5 billion.

The Dry bulk vessels continue to dominate the Group's assets with 53% of the combined value, and reflect contracts to acquire 5 dry bulk vessels since reviving our fleet expansion activity in December 2009.

The roll on roll off vessels' proportion is 33% and the tugs and barges the remaining 14% of combined value.

We are looking to identify further investment opportunities in dry bulk and tugs at the appropriate valuations.

Slides 25 – Cashflow
Spoken By: Andrew Broomhead

During 2009, the Group generated operating cashflows of US$154m.

Our investing activities included vessel payments of US$305m, mainly for 4 handysize vessels, 1 handymax vessel, 3 tugs and 1 RoRo, all delivered during the year, and instalments for another 12 vessels not delivered by year end.

The Group in early 2009 also sold 5 dry bulk vessels of which 2 were leased back, generating US$105m cash. Jointly controlled entity receipts of US$45m mainly represent the repayment of a loan to Fujairah Bulk Shipping in the Middle East.

During May 2009, we raised US$97m through issuing 175 million new shares. This is to be used for further expansion.

I would now like to hand back to Klaus.

Slide 26 – Outlook
Spoken By: Klaus Nyborg

We will continue to focus on our three core businesses: dry bulk, energy and infrastructure services, and RoRo shipping. New investment will predominantly be directed towards our cornerstone dry bulk activity due to our revised outlook.

We expect to see slow and gradual demand recovery across the world in 2010 as well as continued strong demand in China and rest of Asia – Stronger for longer. We anticipate a relatively tight demand/supply balance and therefore also a high degree of volatility over the next couple of years.

Armed with a flexible business model and a strong balance sheet, we see 2010 as a year of opportunity for Pacific Basin. With asset prices now returned to more reasonable levels, we can work towards expanding our dry bulk fleet. We also seek to grow our energy and infrastructure services division by further developing our position in specialized markets. Are we are focused on securing period time charters to keep our newbuilding RoRos in gainful employment until such time as the RoRo market can offer much more lucrative opportunities for our ships.

We have a great team and business model, good financial resources, and an underlying modern flexible fleet to help support us and ensure our profitability.

I would like to thank you again for attending today and we would be happy to take any of your questions.