



B Pacific Basin

1Q 2012 TRADING UPDATE

18 April 2012

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

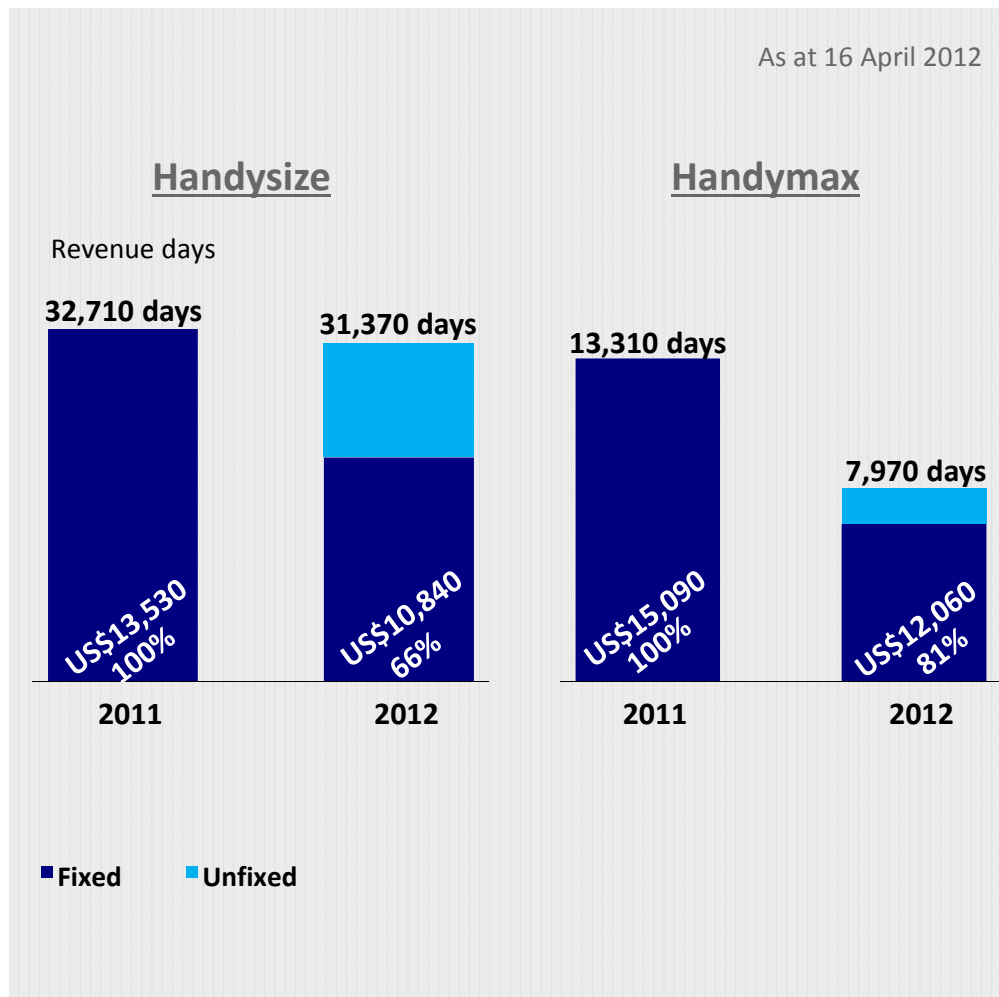
- RoRo charter market remains depressed
- Priority to secure best possible employment and utilisation

Other Company Development

- Klaus Nyborg has now left us
- Mats Berglund appointed as new CEO – joining no later than 3 July 2012

Pacific Basin Dry Bulk - Earnings Coverage

As at 16 April 2012



Pacific Basin Dry Bulk Fleet: 167

As at 16 April 2012

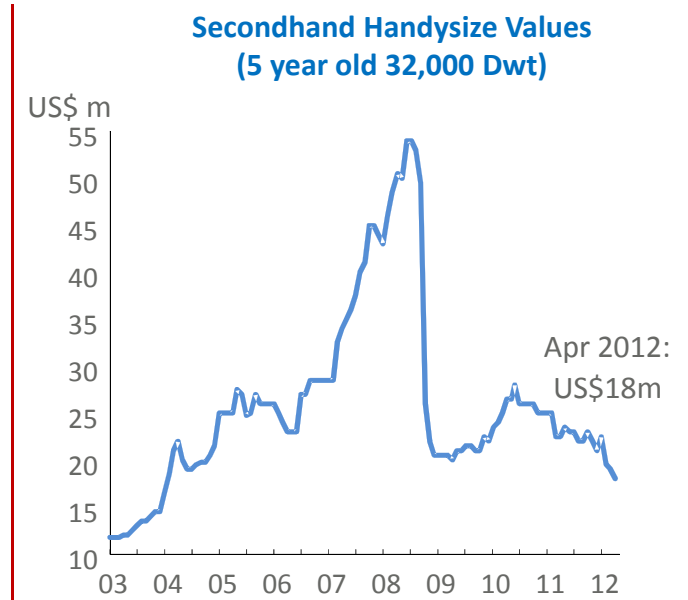
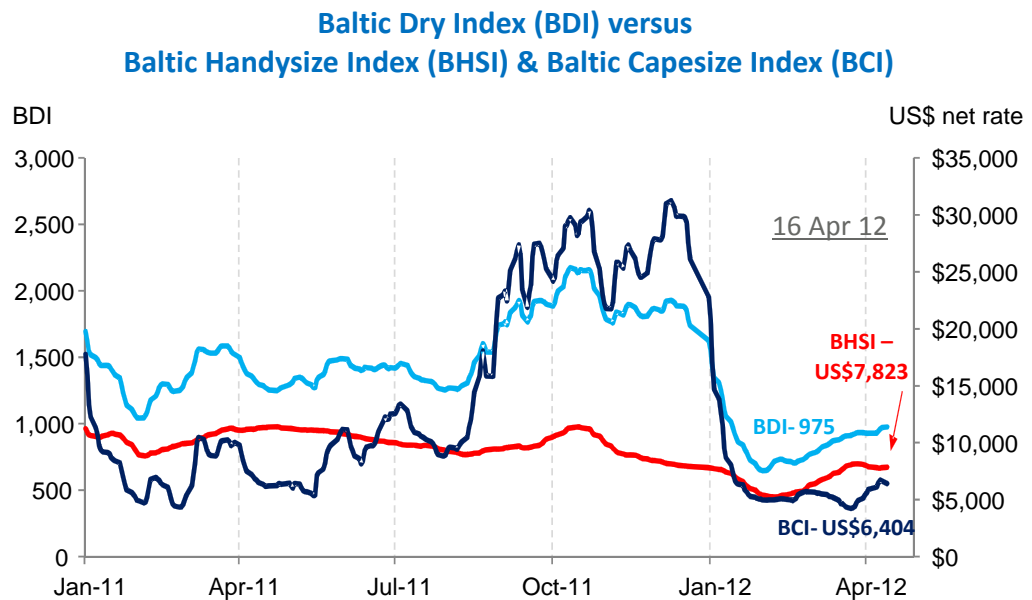
	Owned		Chartered		Total
	On the water	NB	On the water	NB	
Handysize	30	8	74	7	119
Handymax	3	6	35	2	46
Post-Pmax	1	0	1	0	2
Total	34	14	110	9	167

Average Age of our core fleet: 6.6 years old

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

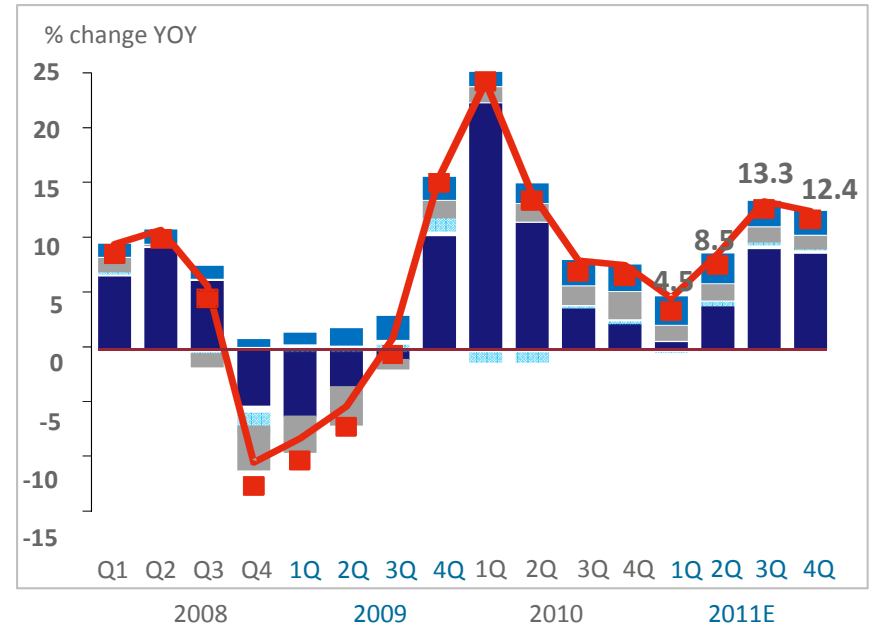
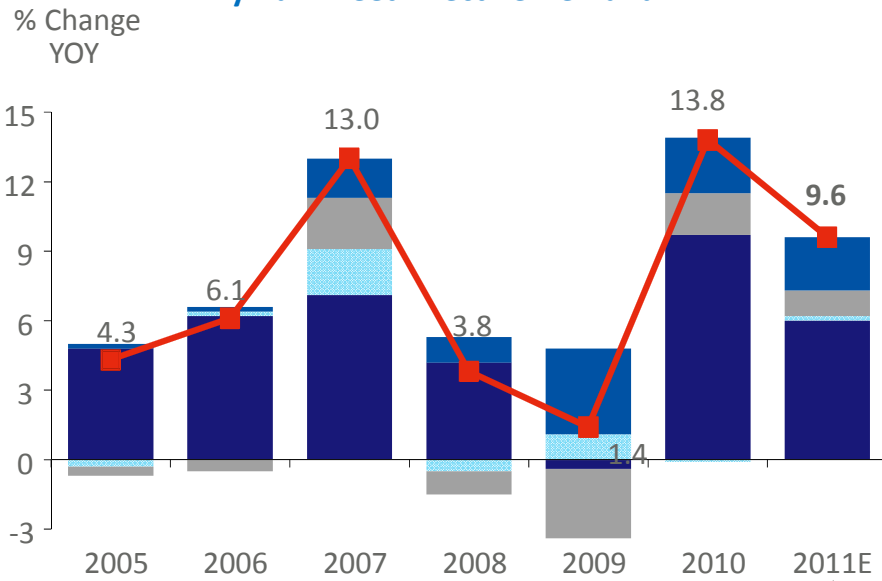
Dry Bulk Market Information

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



Dry Bulk Demand

Dry Bulk Fleet Effective Demand



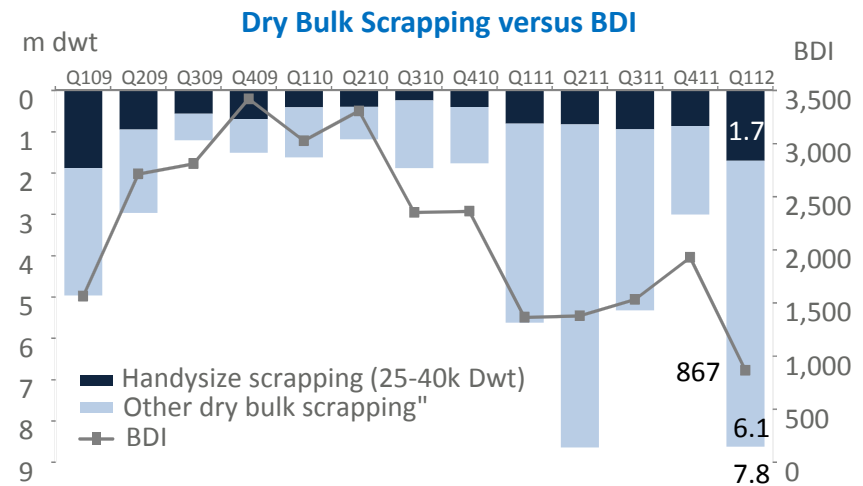
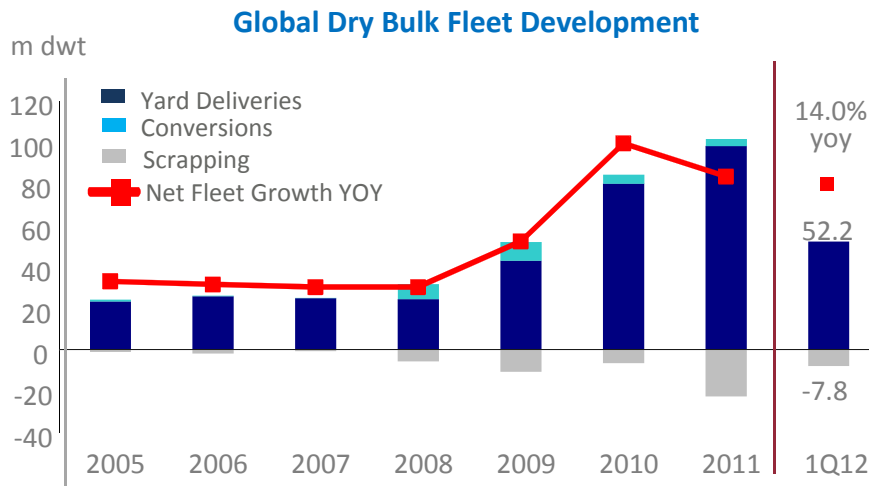
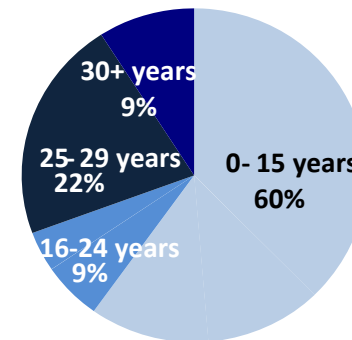
- China coastal cargo, off-hire & ballast effect
- Congestion effect
- Tonne-mile effect
- International cargo volumes
- Net demand growth

- 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

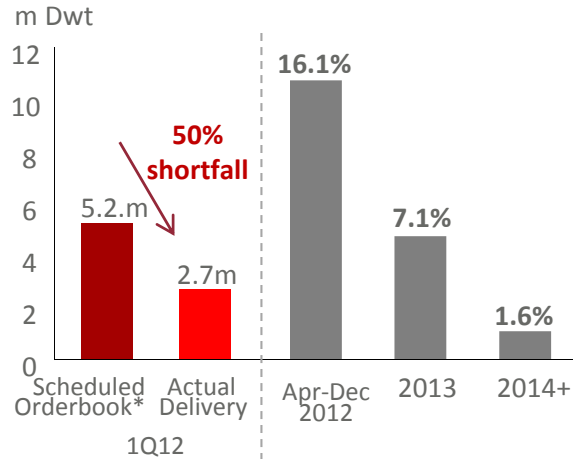
Handysize Age Profile (25,000-39,999 dwt)
2,084 vessels (66.7m dwt)



Dry Bulk Orderbook

Handysize Orderbook

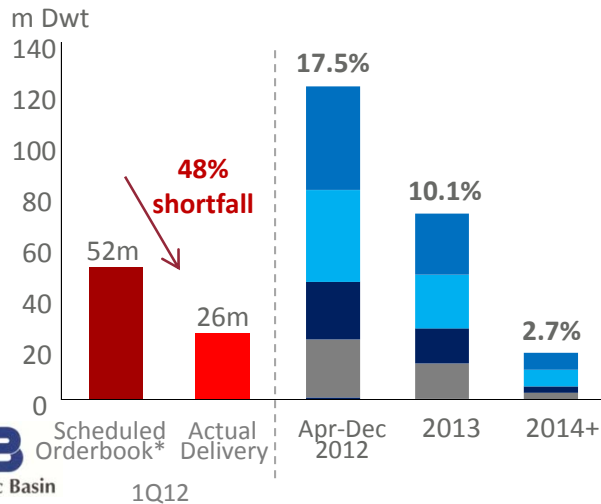
482 vessels (17m dwt)



- 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

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

30.3%

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

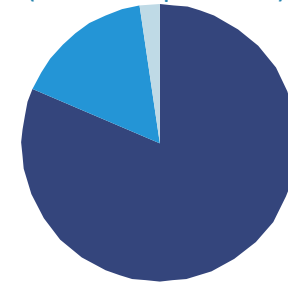
Offshore Towage

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

PB Towage - Outlook



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



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

PB Conclusion:

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

Strategy: Invest further in towage fleet as specific projects materialise

PB RoRo

1Q12 Performance

- RoRo charter market remains depressed
- Earnings cover is currently in place for 36% of 2012 capacity at US\$19,380/day
- More positive outlook in longer term - limited newbuilding orders, scrapping of older ships

Business Highlights

- Completion of RoRo newbuilding programme
- 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
- Nafta Gulf Bridge suspended in Oct due to insufficient cargo support (2 ships redeployed in USG)
- Reassessment of RoRo prospects led to US\$80m impairment in 2011
- 2011 daily operating cost: US\$19,890

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

PB RoRo - Outlook

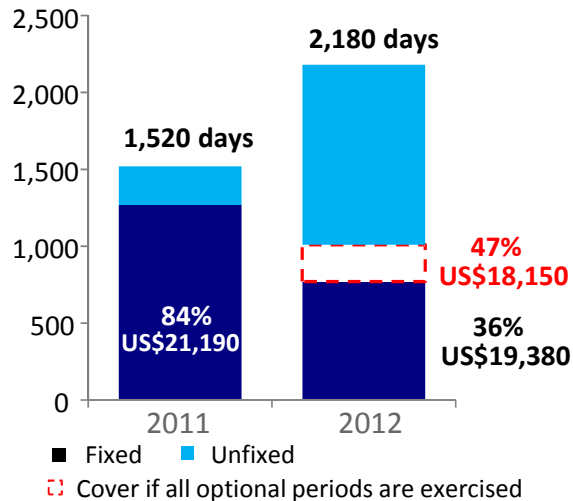
- + Scraping of older ships to increase
 - High fuel prices making modern vessels more attractive
 - Continued albeit limited development of new RoRo trades both in Europe and elsewhere

- Continuing economic crisis
 - Weak intra-European trade
 - Limited growth in trailer volumes
 - Significant new RoRo deliveries scheduled in 2012 (Large RoRo orderbook: 21%)
 - Most European RoRo operators still have excess capacity and are not chartering new vessels

RoRo Earnings cover

As at 16 April 2012

Revenue Days



PB Conclusion:

- RoRo charter market to remain weak throughout 2012
- Another very challenging, loss-making year for PB RoRo
- More positive longer term outlook after orderbook delivers (2012-2013), European economy recovers and new RoRo trades are developed

Strategy: To secure best possible charters, improve utilisation and implement stringent cost control to minimise losses until market recovers – no plans to invest in expansion of our RoRo fleet

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

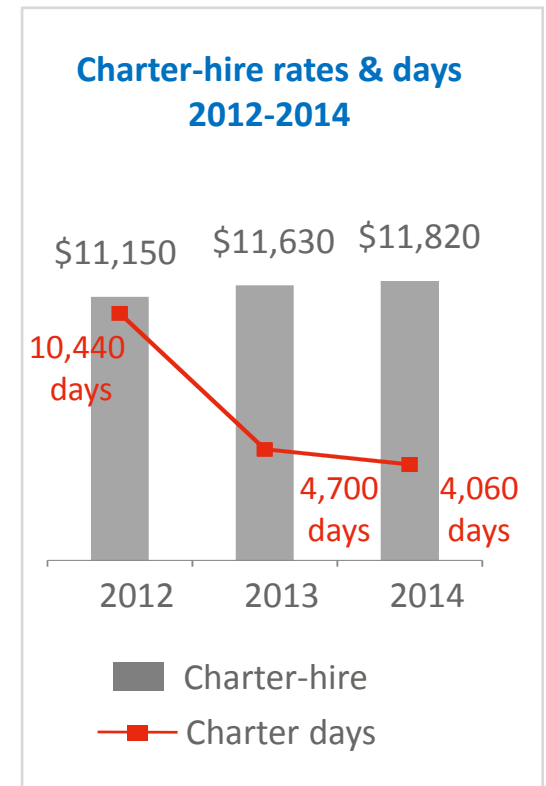
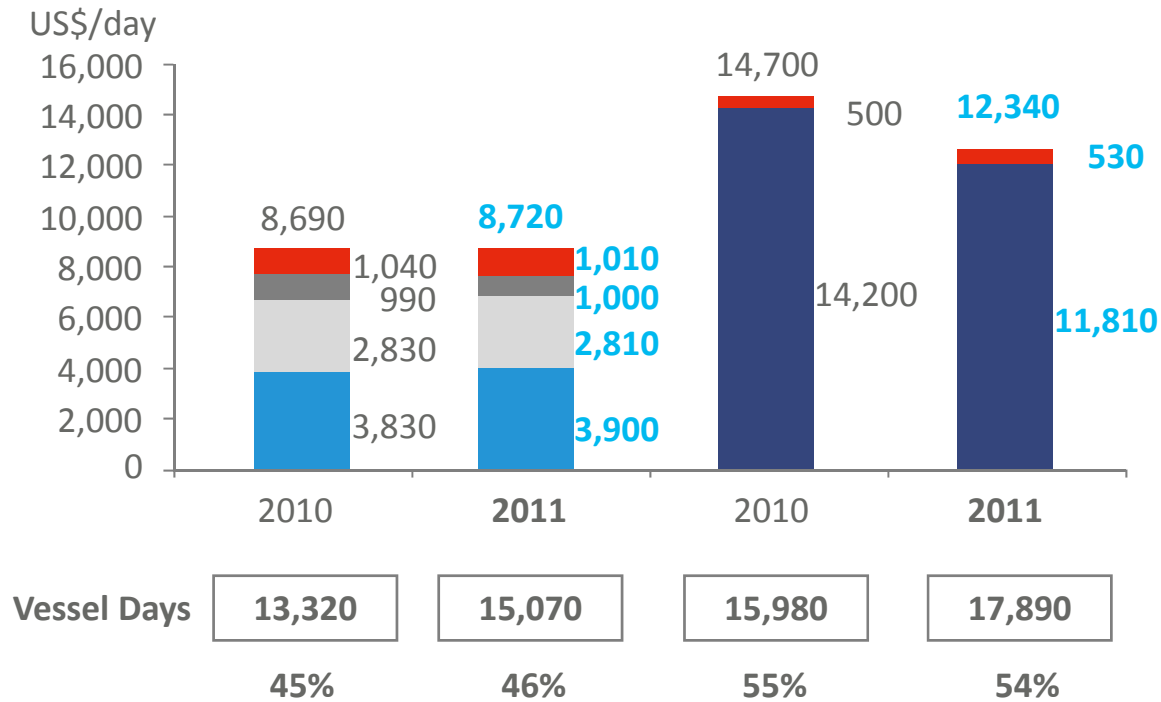
As at 31 Dec 2011

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

Owned

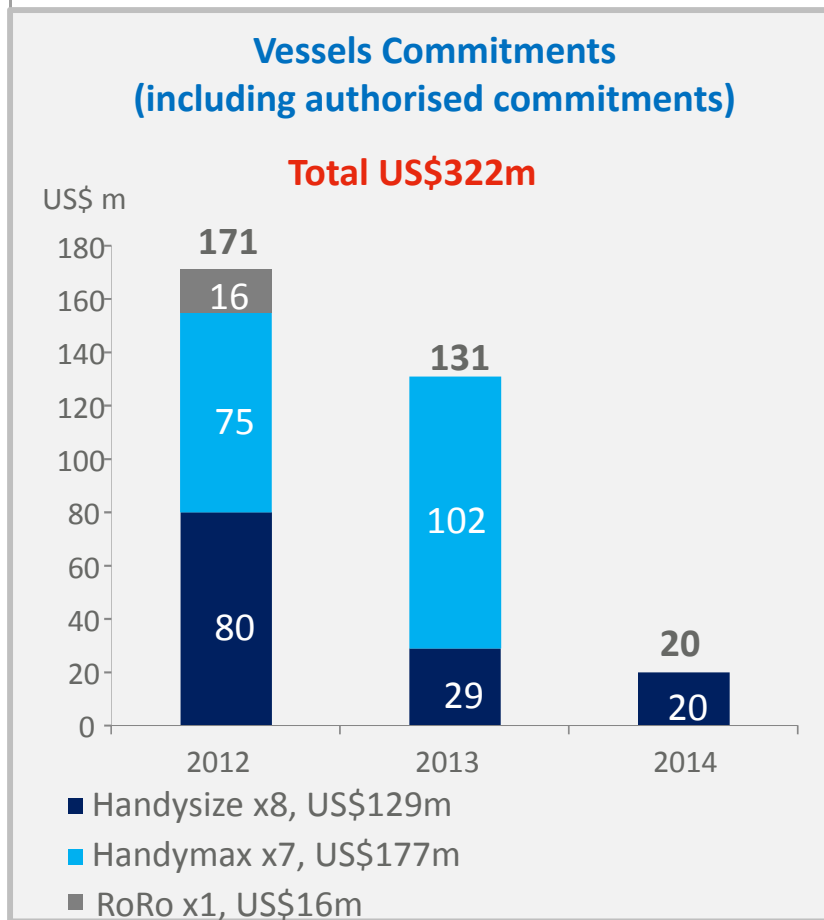
Chartered

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

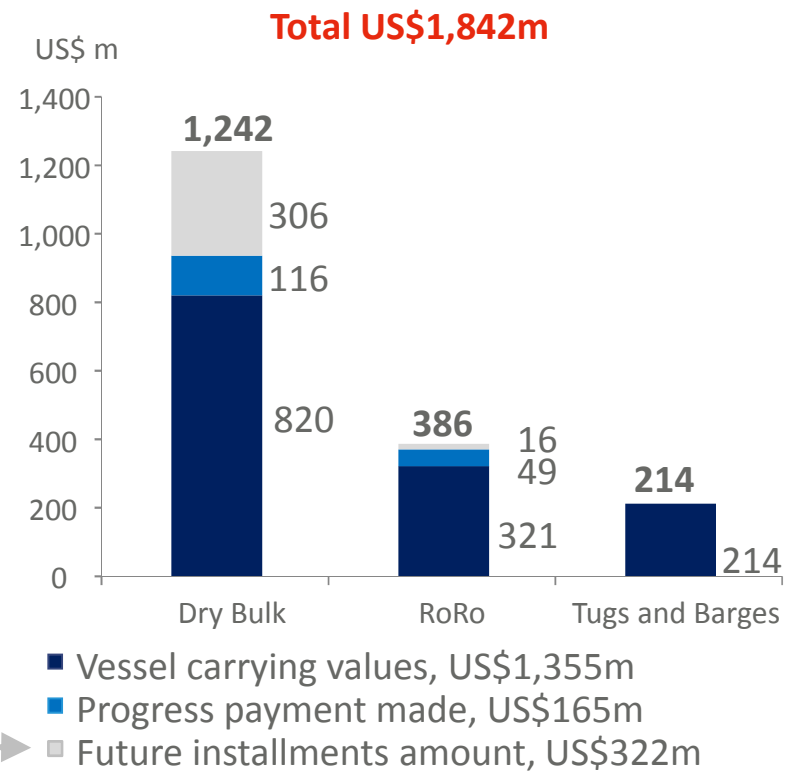


Capex and Combined Vessel Value

As at 31 Dec 2011



A Combined View of Vessel Carrying Values and Commitments



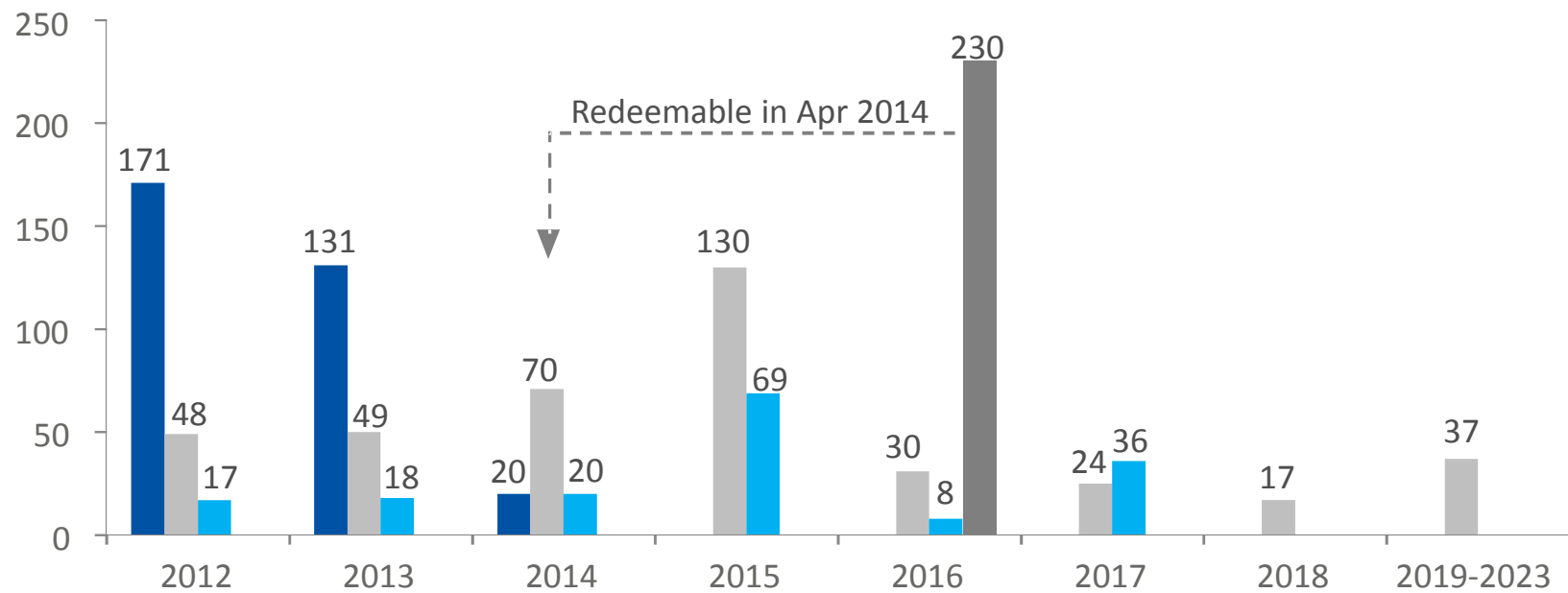
- Further commitments expected in Dry Bulk

Borrowing and Capex

As at 31 Dec 2011

Funded from US\$618m cash, US\$117m undrawn facilities, and future operating cashflows

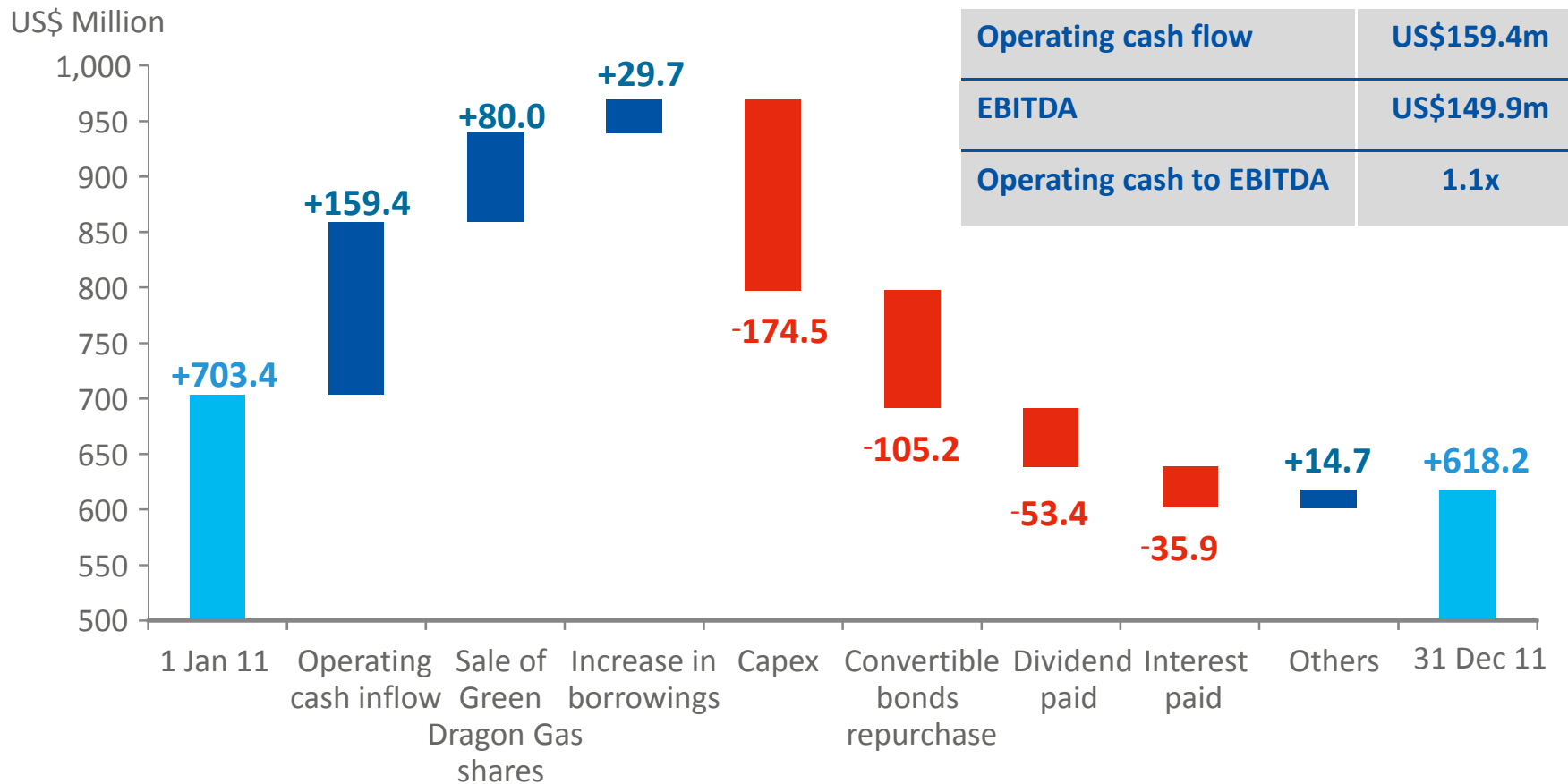
US\$ m



- Vessel capital commitments (US\$322m)
- Bank borrowings (US\$406m): 2012-2023
- Finance lease liabilities (US\$168m): 2015-2017
- Convertible Bonds (Face value US\$230m): April 2016, redeemable in Apr 2014

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.

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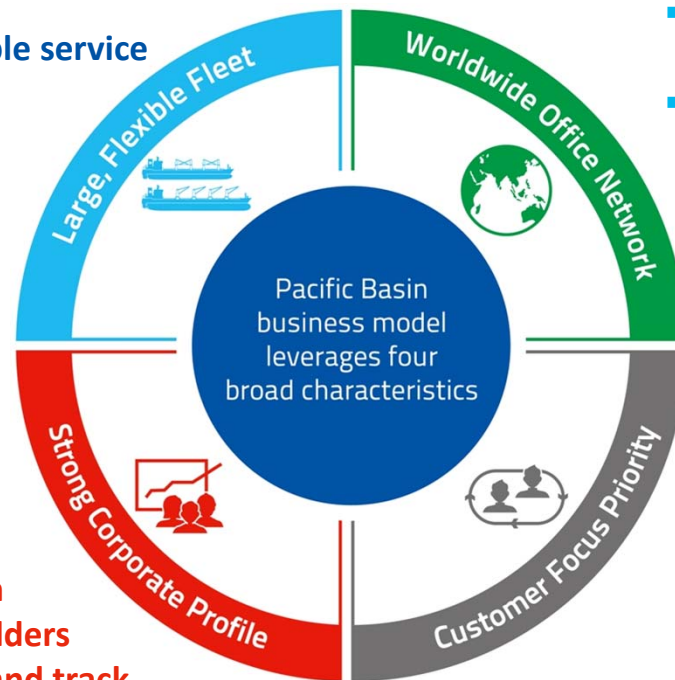
Appendix: Pacific Basin Overview

- 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



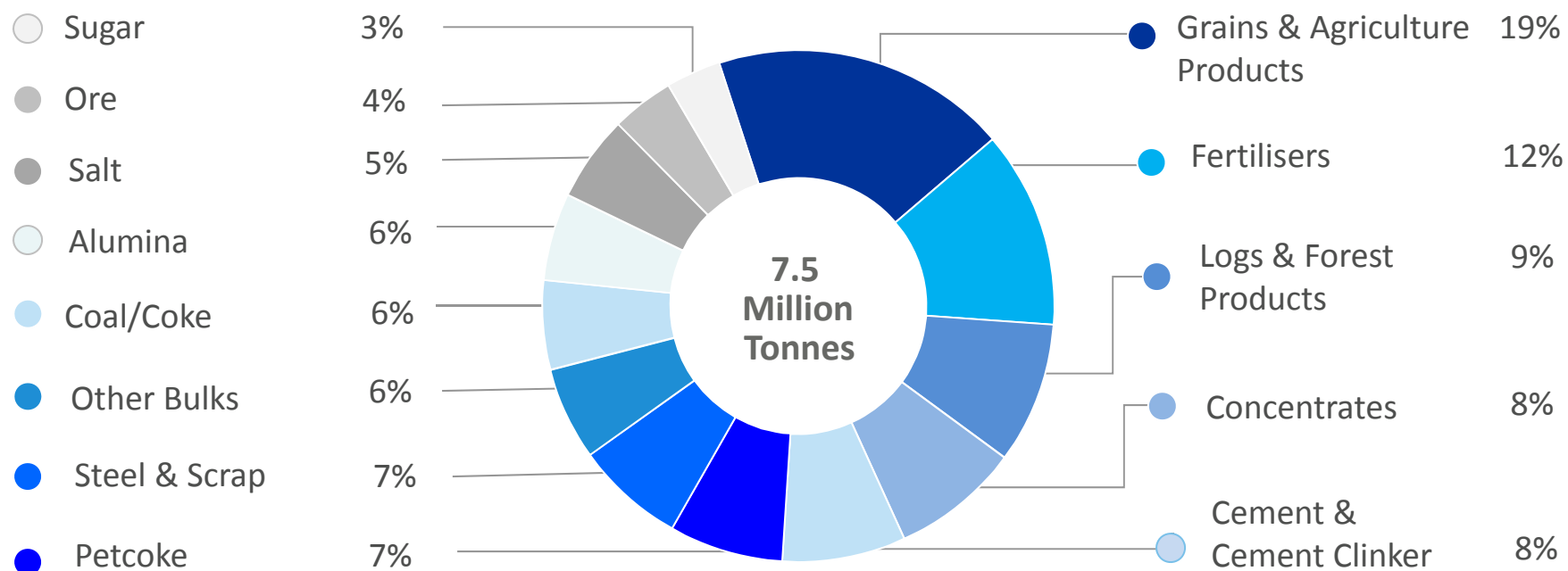
- 21 offices globally – including 14 dry bulk offices across 6 continents
- Localised chartering and operations support
- Facilities comprehensive, accurate market intelligence

- 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: Pacific Basin Dry Bulk – Diversified Cargo

Pacific Basin Dry Bulk Cargo Volume 1Q12

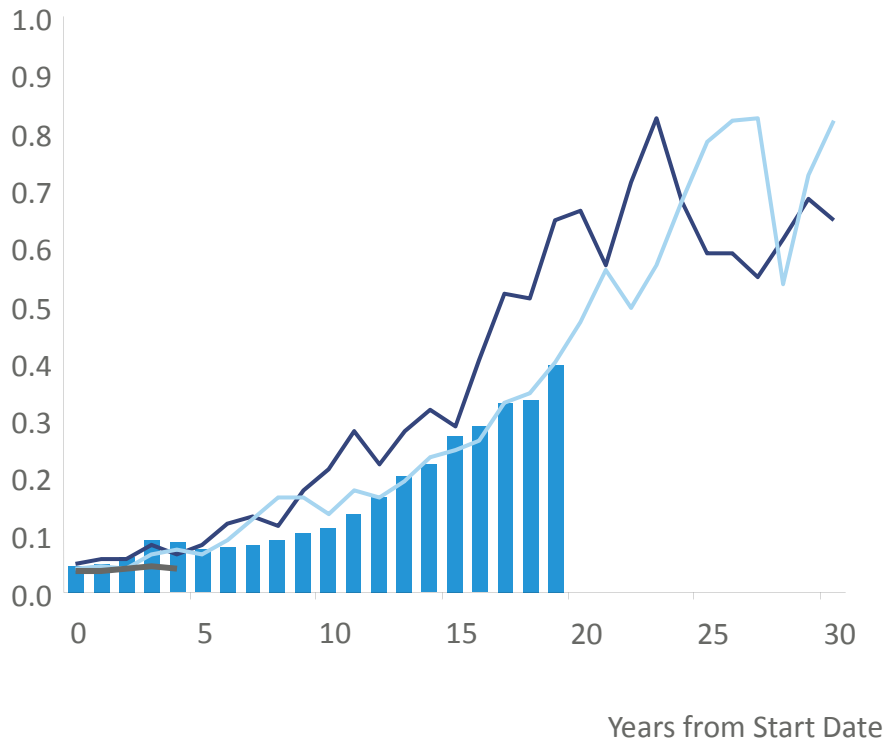


- Diverse range of commodities reduces product risk
- Australia and China were our largest loading and discharging zones respectively
- Increasing proportion of our business in the Atlantic

Appendix: China at late-Industrialisation Stage

Steel Consumption Per Capita

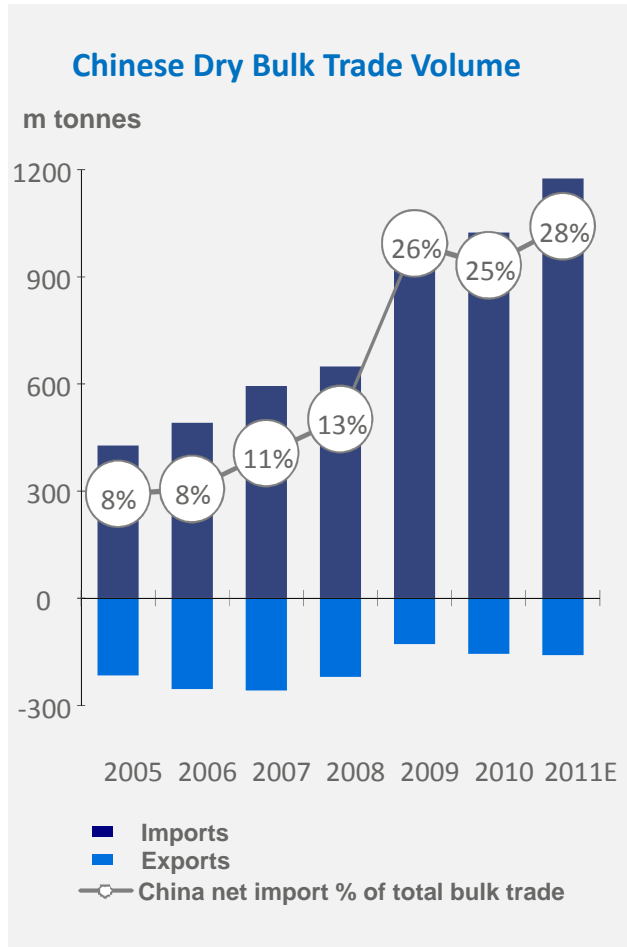
Tons per Capita



- 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

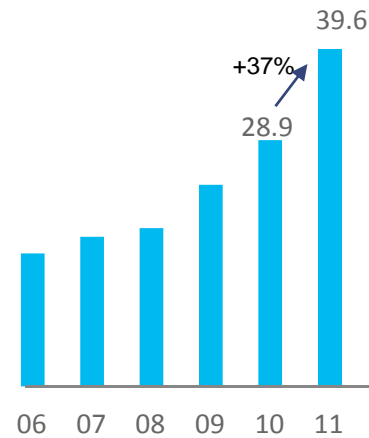
■ China (from 1990)
■ Japan (from 1950)
■ Korea (from 1970)
■ India (from 2005)

Appendix: Chinese Dry Bulk Trade - Minor Bulk

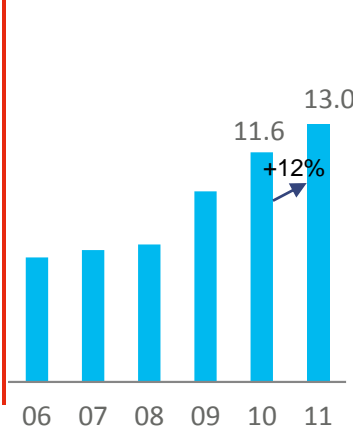


China Imports (m tonnes):

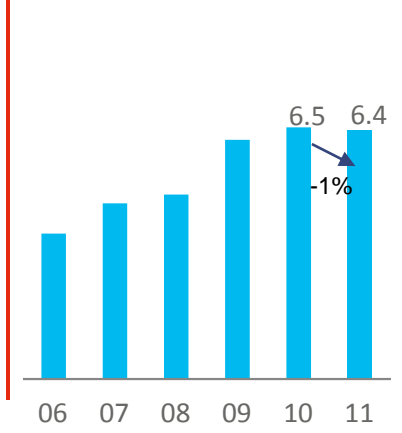
i) Forestry Products



ii) Manganese Ore



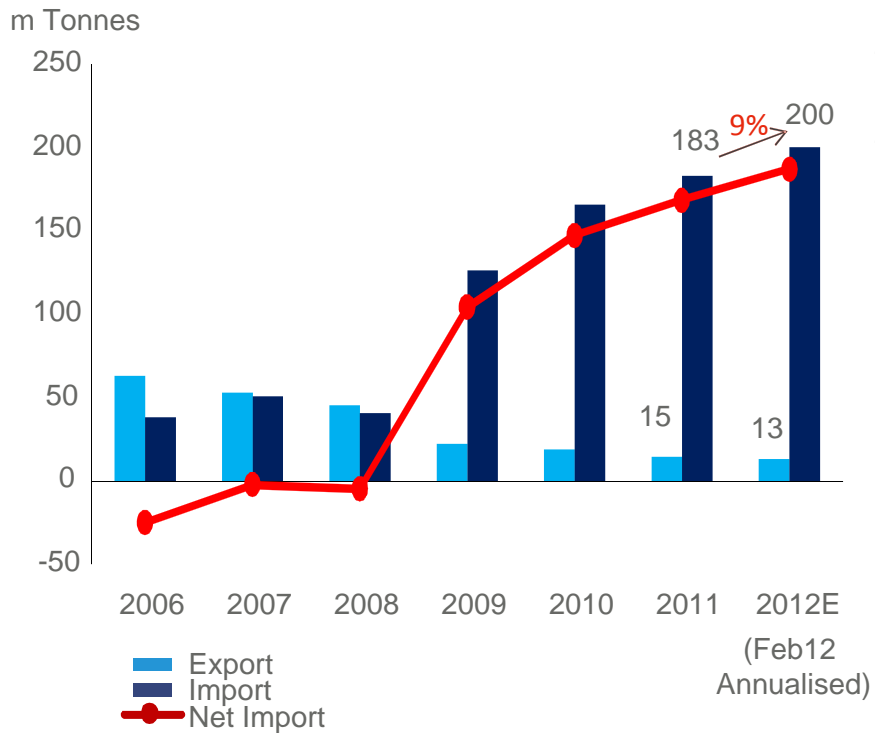
iii) Copper Concentrates



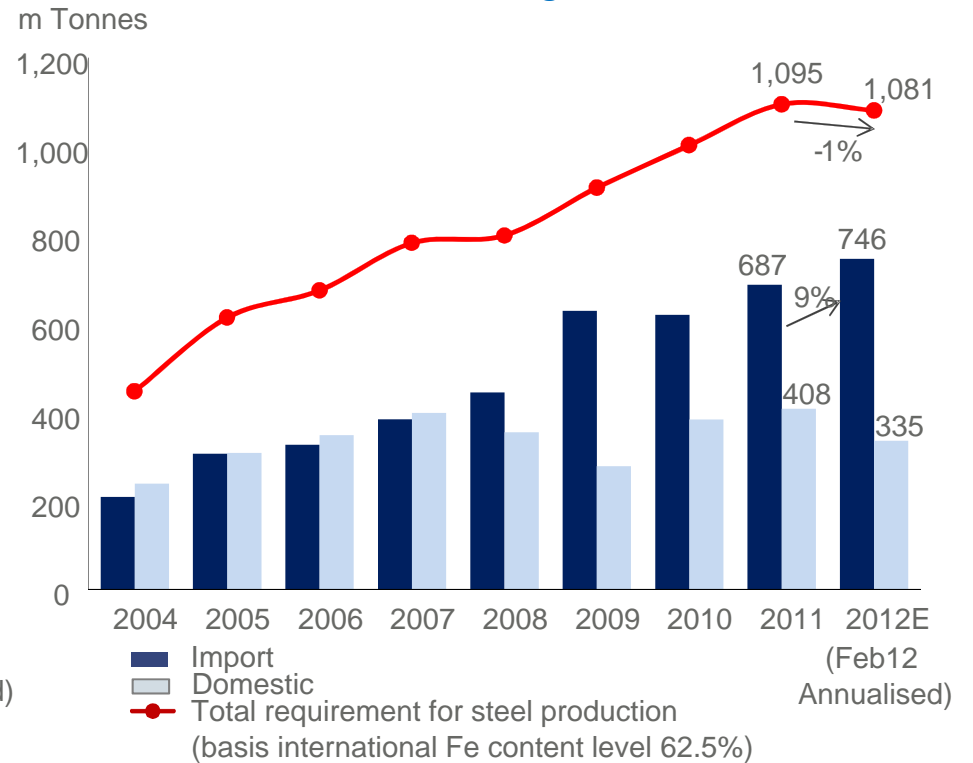
- Chinese minor bulk imports increased significantly
 - 37% more logs / forestry products imported, and proportionally more sourced from further afield
 - 49% more bauxite driving five-fold increase in bauxite volumes we carried

Appendix: China Iron Ore & Coal Demand

China is a net importer of coal in 2012



China Iron Ore Sourcing for Steel Production

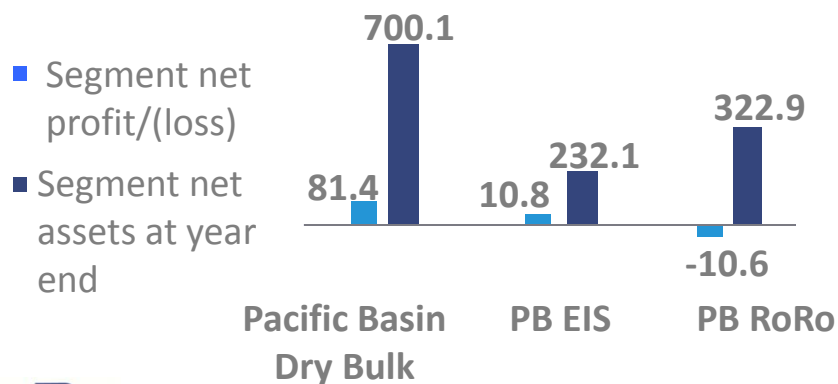


- Increased ore imports from less tradition sources benefitted demand for smaller vessel types

Appendix: 2011 Annual Financial Highlights

	2011	2010
Segment net profit	78.9	146.3
▪ Treasury	(12.8)	(18.5)
▪ Non direct G&A	(8.3)	(8.0)
Underlying profit	57.8	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)
Profit attributable to shareholders	32.0	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	-	1,525	1,519
Total assets	1,107	291	375	596	2,432	2,555
Long term borrowings	298	34	48	399	779	860
Total liabilities	407	59	52	401	947	1,011
Net assets	700	232	323	195	1,485	1,544
Net borrowings					161	156
Net borrowings to Shareholders' equity					11%	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

		2011	2010	Change
Revenue days	(days)	13,310	11,450	+16%
TCE earnings	(US\$/day)	15,090	22,570	-33%
Owned + chartered costs	(US\$/day)	15,840	21,690	-27%
Net (loss)/profits	(US\$m)	(11.4)	8.8	-228%
Contribution from Post Panamax	(US\$m)	3.0	-	-
Net (loss)/profits	(US\$m)	(8.4)	8.8	-194%
Return on net assets	(%)	-6%	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\$ 7.35 with effect from 16 August 2011)
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 > 120% conversion price</p> <p>12 Jan 2014 – 5 Apr 2016: Share price > 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"> 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

