



ANNUAL PUBLIC EXPOSE
PT PELAYARAN NASIONAL BINA BUANA RAYA TBK
Tahun 2023



Agenda



1. Company Profile
2. Factors affecting the Company's performance 2022
3. Summary and Prospects Industry
4. Financial Data Summary





COMPANY PROFILE

MILESTONES



1998

Incorporated on February 7th by providing agency services



2005

Implementation of Cabotage principle, The Company started acquiring and operating its own fleet of vessel.



2011

Marco Polo Group entered as a shareholder and the Company started its chartering of OSV.



2013

Conducting an Initial Public Offering of Shares on January 9, the proceeds to be obtained by the Company amount to IDR 138 billion



2014

Perform Limited Public Offering I With the preemptive right. Total funds obtained BBR is IDR 368 billion and signed for the purchase of 8 (eight) unit OSV with a total transaction value of USD 170 million.



2015

The Company continues to be committed to maintaining the quality of its services and its concern for the environment by obtaining ISO 9001:2008 and 14001:2004 certifications.

MILESTONES



2020



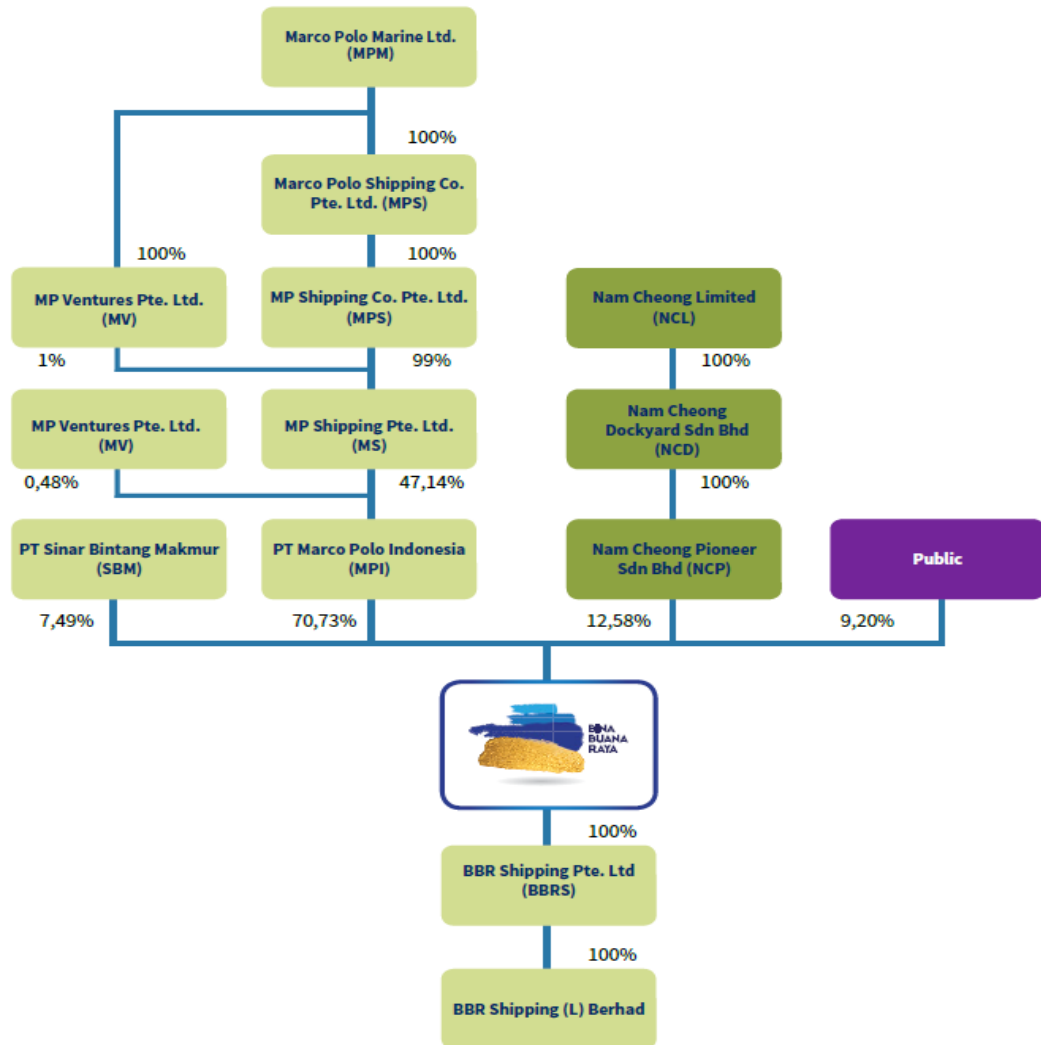
Completed a bank debt restructuring program and signed the purchase of 2 OSV vessels

2022



Perform Limited Public Offering II with pre-emptive rights on February 15, 2022, funds to be obtained by the Company amounting to IDR 245 billion, and signed the purchase of 1 unit of OSV vessel

Share Ownership Structure



Board of Commissioner

LATIP



Komisaris Utama
President Commissioner

LEONG SENG KEAT



Komisaris
Commissioner

KUKUH KOMANDOKO



Komisaris Independen
Independent Commissioner

Board of Director

NA'IM MACHZYUMI



Direktur Utama
President Director

SEAN LEE YUN FENG



Direktur
Director

LIE LY



Direktur
Director

Business – Offshore Support Vessels



- ✓ 3 vessel *Anchor Handling Tug Supply* (AHTS)
- ✓ 1 vessel *Anchor Handling Tug* (AHT)
- ✓ The final customer is an oil and gas company.
- ✓ Used for the cable laying market and offshore wind energy (renewable projects)



Rig Move, Anchor handling and Towing Services

Company fleet and crews have technology and expertise required to handle both to handle both short-distance and long-distance tows. Beside handle rig move the company fleet can serve others object like big vessels, Barge, Crane Barges etc. The company provides anchor handling solutions for a variety of needs.



Cargo Handling for Rig Supply

Company fleet also have facilities that can be used to support rig activity with carrying equipment, chemical material and etc with prioritize in Saset and environmental aspects.

Business – Self Propelled Barge



- ✓ 1 vessel Self Propelled Barge
- ✓ The final customer is an mining company.



Coal Barging

The Company has a Self Propelled Barge rental service which is used to transport coal from the port to the unloading port to support the provision of steam power plants.



Factors affecting The Company's Performance 2022



- ✓ Increasing oil prices ;
- ✓ Additions Offshore Support Vessel ;
- ✓ Additions to the Company's capital by converting Company's debt for the purchase of 2 vessel into capital.



SUMMARY AND PROSPECTS INDUSTRY

Company's Financial Condition



FINANCIAL CONDITION

- ✓ In 2022, the Company's financial condition began to improve, this happened because the Company had completed the debt restructuring process in 2021, and the Company also received funds from the implementation of PUT II, where the funds were used by the company to add 1 fleet of offshore support vessels and convert debt for the purchase of 2 new vessel into shares. In addition, the Company's revenue has also increased in line with the increase in the utilization of offshore support vessels.

Prospect Industry in 2023



OFFSHORE SUPPORT VESSEL DIVISION

World oil and gas (oil and gas) exploration is increasing again, in line with rising oil and gas prices and world oil demand. In addition, one of the Company's ships has worked for a windfarm project in Taiwan. The company also has prospects in future wind farm or offshore wind power projects.

SELF PROPELLED BARGE VESSEL DIVISION

The Indonesian Coal Mining Association (APBI) is optimistic that the need for and use of coal will increase. Several companies are reported to be increasing their production capacity in 2023. The Company's opportunities in the domestic market are still good, so the Company will add SPB fleets to capture existing opportunities.

Management Efforts in 2023



- ✓ Remain focused on the OSV segment to anticipate recovery in the oil and gas industry by providing efficient and high-tech fleets for projects.
- ✓ Expand customer base in the offshore oil and gas sector and pursue opportunities in the cable laying and offshore wind energy (renewable project).
- ✓ Expanding the customer base that is not only focused on domestic customers but also abroad.
- ✓ Adding 1 Self Propelled Barge fleet to capture opportunities in the coal transportation industry.
- ✓ Consistently improving the quality of the Company's human resources which includes ship crews and office employees.
- ✓ Conduct cost efficiency programs to increase business margins.



FINANCIAL DATA SUMMARY

Grafik 2022



LABA (RUGI) BRUTO PER SEGMENT USAHA GROSS PROFIT (LOSS) PER BUSINESS SEGMENT



Ac

Profit and Loss Consolidation 2022



In US Dolar

REVENUE	2022	2021	INCREASE / DECREASE	
			JUMLAH	%
REVENUE				
Tug and Barges Vessels	2.024.381	2.716.124	(691.743)	-25%
Offshore Vessel	7.306.343	4.835.747	2.470.596	51%
(LOSS) / PROFIT BRUTO	2.619.249	1.603.060	1.016.189	63%
PROFIT OF THE YEAR	692.322	673.121	19.201	3%

- ✓ In tugboats and barges segment, the Company's revenue decreased by USD691.74 thousand or 25.5%, this was due to the fact that until June 2021 the Company still received revenue from 2.5 sets of tugboats and barges owned by the Company. Whereas in 2022 the Company only earns revenue from 1 Self Propelled Barge.

Profit and Loss Consolidation 2022



- ✓ Revenue in the offshore support vessel (OSV) segment have a significant increase of USD2.470 million or 51%. This increase was mainly due to an increase in vessel utilization and the addition of 1 (one) offshore support vessel, namely the MP Endurance which was purchased and received by the Company in January 2022.
- ✓ There was an improvement in gross profit and net profit for the current period in line with the increase in revenue in the Offshore Support Vessel (OSV) segment as a result of the addition of the Company's fleet in January 2022.
- ✓ Utilization of Offshore Support Vessel in 2022 is 86%, increase 8% compared to 2021 which is 77,88.

Customers



TOTAL



PERTAMINA



MEDCOENERGI



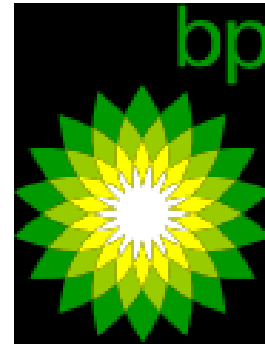
CNOOC

Santos

pgn SAKA
power to discover



PetroChina



PETRONAS



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