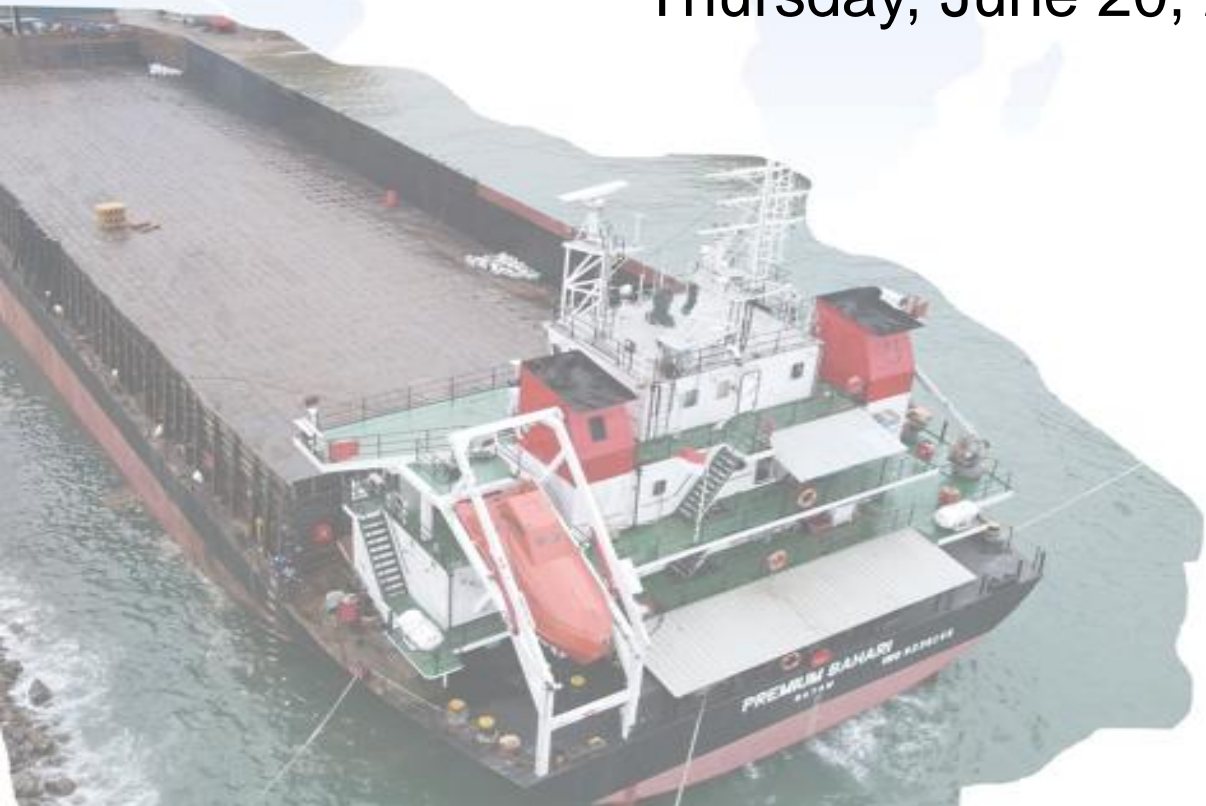




PT PELAYARAN NASIONAL BINA BUANA RAYA TBK PUBLIC EXPOSE

Thursday, June 20, 2024



Agenda



01. COMPANY INFORMATION

Milestones

Management Structure

Business Segment

02. COMPANY PERFORMANCE

Profit and Loss Statement and Financial Position

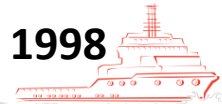
03. PROSPECTS INDUSTRY AND MANAGEMENT EFFORTS

04. QUESTION AND ANSWER SESSION



COMPANY INFORMATION

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.



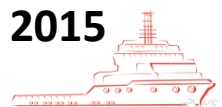
2013

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

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 SEGMENT

Offshore Support Vessels Segment



- ✓ 3 vessel Anchor Handling Tug Supply (AHTS)
- ✓ 1 vessel Anchor Handling Tug (AHT)

The customer base for these vessels, primarily comprises industries involved in offshore operations such as oil and gas exploration and production, offshore construction, and marine transportation. These vessels are essential for tasks like towing and anchoring rigs, supplying offshore platforms with equipment and personnel, and providing support during drilling and construction operations. Additionally, they may also serve clients in the renewable energy sector, particularly in offshore wind farm installations and maintenance.



Anchor Handling Tug Supply (AHTS)

Penarik, peletakan jangkar, pendukung tongkang, pendukung FPSO, memindahkan dan mem posisikan rig pengeboran, mengangkut pasokan dan mendukung kegiatan pengeboran. Kapal ini juga bertugas sebagai kapal darurat siaga dan memiliki kemampuan sebagai pemadam kebakaran

Towing, anchor handling, barge support, FPSO support, moving and positioning drilling rigs, transporting supplies, and supporting drilling rig activities. These vessels also provide standby workd and have firefighting capability.

Self Propelled Barge Segment



✓ 1 vessel Self Propelled Barge.

self-propelled barges serve as versatile assets for mining companies, enabling efficient transportation, logistical support, and operational flexibility across various stages of the mining process.



Self Propeller Barge (SPB)

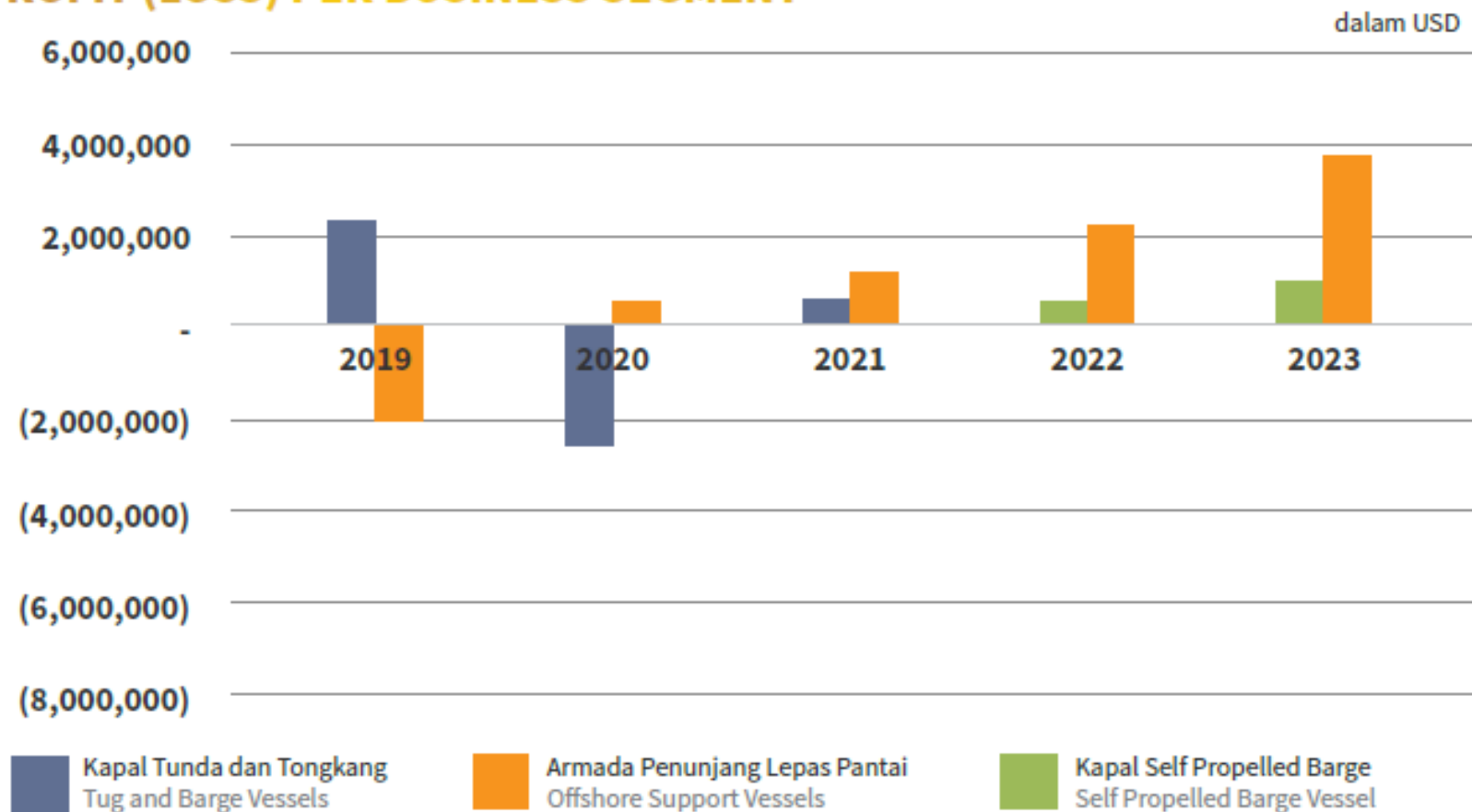
Kapal berbentuk tongkang yang menggunakan tenaga pendorong sendiri. Kapal ini juga mempunyai kemampuan manuver dan stabilitas yang lebih baik dibandingkan dengan kapal tunda dan tongkang

The vessel that form of barge which have own propulsion and have maneuverability and stability compared to a Tug and Barge Vessel.

COMPANY PERFORMANCE

LABA (RUGI) BRUTO PER SEGMENT USAHA

GROSS PROFIT (LOSS) PER BUSINESS SEGMENT



Profit and Loss Statement



In US Dolar

REVENUE	2023	2022	INCREASE/DECREASE	
			AMOUNT	%
REVENUE				
Self Propelled Barge	1.692.742	2.024.381	(331.639)	-16%
Offshore Vessel	8.852.813	7.306.343	1.546.470	21%
(LOSS) / GROSS PROFIT	4.665.606	2.619.249	2.046.357	78%
PROFIT FOR THE YEAR	4.040.076	692.322	3.347.754	484%

Financial Position



In US Dollar

DESCRIPTION	2023	2022	Increase/Decrease	
			Jumlah	%
CURRENT ASSETS	10.254.300	9.147.220	1.107.080	12,1%
NON CURRENT ASSETS	24.531.995	24.861.754	- 329.759	-1,3%
TOTAL ASSETS	34.786.295	34.008.974	777.321	2,3%
CURRENT LIABILITIES	4.101.734	4.969.398	(867.664)	-17,5%
NON CURRENT LIABILITES	920.805	3.325.702	(2.404.897)	-72,3%
TOTAL LIABILITIES	5.022.539	8.295.100	(3.272.561)	-39,5%
EQUITY	29.763.756	25.713.874	4.049.882	16%

PROSPECTS INDUSTRY AND MANAGEMENT EFFORTS

Prospects Industry in 2024



DIVISI KAPAL PENUNJANG LEPAS PANTAI

- ✓ In Indonesia, oil and gas exploration activities are reflected in the government's program for 1 million BOPD (Barrel of Oil Per Day) which will be achieved in 2032 to meet national energy needs. To support this program there will be many offshore oil and gas drilling programs. This also affects the oil and gas supporting industries of which BBR is one of them. For foreign markets, especially Asia, they are starting to move towards renewable energy sources, and one of them is offshore wind energy which we have supported for the last 1.5 years in Taiwan.
- ✓ Global oil supply growth is lower than global oil demand growth.

Prospects Industry in 2024



DIVISI KAPAL SELF PROPELLED BARGE

Despite grappling with regulatory hurdles and a growing emphasis on renewable energy, the bulk cargo transportation sector, notably in coal and nickel, remains ripe with substantial business prospects for shipping industry players. This is chiefly because coal remains a primary energy source in numerous countries, particularly across Asia like Indonesia. The persistent rise in energy demand is expected to sustain the need for coal transportation.

The Indonesian Coal Mining Association (APBI) holds an optimistic outlook regarding the ongoing necessity and utilization of coal. Several companies are reportedly ramping up their production capacities in 2024. Given the favorable conditions in the domestic market, we are expanding their fleet of Special Purpose Built (SPB) vessels to capitalize on existing opportunities.

MANAGEMENT EFFORTS



1. **Fleet Modernization and Expansion** : Continuously invest in upgrading and expanding the fleet to meet growing demand and evolving industry standards. This may involve acquiring new vessels equipped with advanced technology, increased towing capacity, and improved fuel efficiency. Consider diversifying the fleet with specialized vessels tailored to specific client needs or emerging market segments.

2. **Market Diversification** : Explore opportunities to diversify the company's client base and geographic presence. Expand operations into new markets such as offshore wind energy, marine construction, and deep-sea mining, where demand for vessel services is expected to grow. Develop strategic partnerships with key industry players to access new business opportunities and mitigate market risks.

MANAGEMENT EFFORTS



3. Focus on Sustainable Operations : Prioritize environmental sustainability and compliance with regulations governing vessel emissions, waste management, and ecological conservation. Invest in eco-friendly technologies such as hybrid propulsion systems, exhaust gas cleaning systems, and ballast water treatment systems to minimize the environmental footprint of the fleet. Demonstrate commitment to sustainability to attract environmentally conscious clients and enhance the company's reputation.

4. Investment in Training and Development : Develop a skilled and competent workforce capable of operating and maintaining the fleet efficiently and safely. Invest in training programs, certifications, and continuous professional development opportunities for crew members and shore-based staff. Foster a culture of safety, teamwork, and innovation to ensure high-performance operations and customer satisfaction.

MANAGEMENT EFFORTS



5. **Digitalization and Automation** : Embrace digitalization and automation technologies to optimize vessel operations, streamline processes, and enhance decision-making capabilities. Implement predictive maintenance systems, real-time monitoring tools, and data analytics to improve fleet performance, reduce downtime, and minimize operational costs. Explore opportunities to deploy autonomous or remotely operated vessels for specific tasks to increase operational efficiency and safety.

6. **Customer Relationship Management** : Strengthen relationships with existing clients and cultivate new partnerships by providing superior service quality, reliability, and responsiveness. Tailor service offerings to meet the unique needs and preferences of clients, and proactively address their evolving requirements. Seek feedback from clients to identify areas for improvement and opportunities for innovation.

MANAGEMENT EFFORTS



7. Risk Management and Resilience : Implement robust risk management practices to identify, assess, and mitigate potential risks and uncertainties that may impact fleet operations. Develop contingency plans and business continuity strategies to respond effectively to emergencies, market fluctuations, and other disruptive events. Maintain financial resilience by diversifying revenue streams, optimizing costs, and prudently managing investments and debt.

By implementing these long-term strategies, a company operating AHTS and AHT vessels can position itself for sustainable growth, competitiveness, and success in the maritime industry.



QUESTION AND ANSWER SECTION

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Thank You

Pelanggan



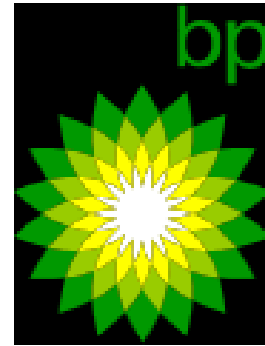
TOTAL



Santos



PetroChina



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