



PT. PELAYARAN NASIONAL BINA BUANA RAYA TBK

PUBLIC EXPOSE

19 JUNI 2025



Public Expose Rules



1. Participants are required to write Participants Name and their institution.
(example : Budi – Koran Kontan)
2. For this Public Expose, the raise hand, chat, video and audio functions of all participants are disabled.
3. Questions and suggestions may be submitted through the chat and Q&A function, stating your name and institution. Anonymous questions will not be answered.
4. Moderator will select questions and the answers will be given live.
5. Questions or suggestions can be submitted to email at lapor@bbr.co.id

Annual Report dan Sustainability Report



Both reports can be accessed on the Company's website www.bbr.co.id , in the investor relations section for the Annual Report and the Sustainability section for the Sustainability Report.

Agenda



01. COMPANY INFORMATION

Milestones

Management Structure

Business Segment

02. COMPANY PERFORMANCE

Profit and Loss Statement and Financial Position

03. PROSPECTS INDUSTRY AND MANAJEMENT EFFORTS

04. QUESTION AND ANSWER SESSION





COMPANY INFORMATION

Milestones

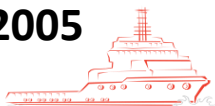


1998



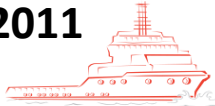
Incorporated on February 7th by providing agency services

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



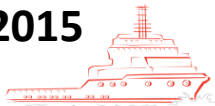
Conducting an Initial Public Offering of Shares on January 9, the proceeds to be obtained by the Company amount to IDR 138 billion

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

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 Vessel 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 memposisikan 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 work and have firefighting capability.

Self Propelled Barge Segment



✓ 2 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.



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.

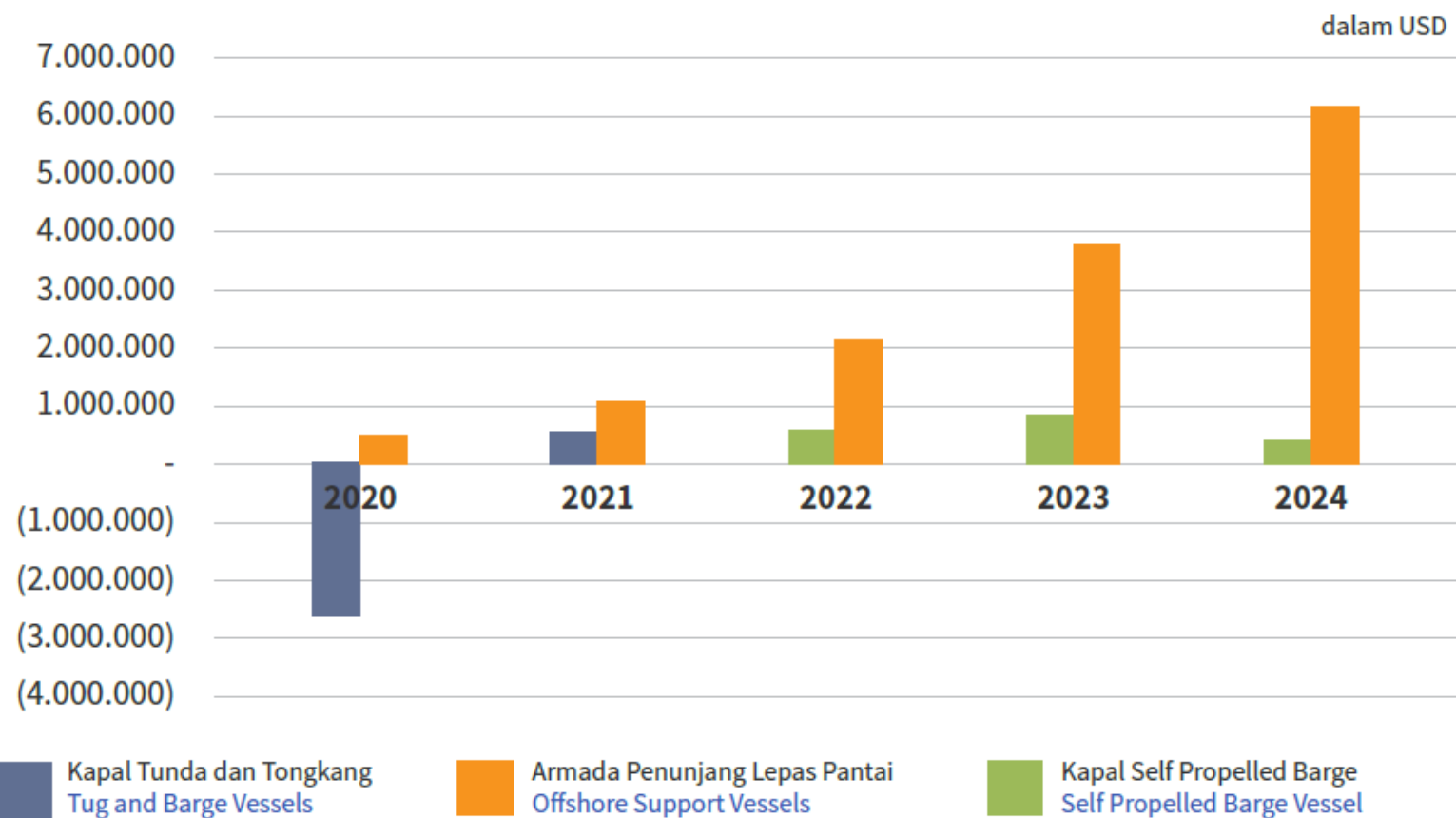
The vessel that form of barge which have own propulsion and have maneuverability and stability compared to a Tug and Barge Vessel.

COMPANY PERFORMANCE

Profit and Loss per Business Segment



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



Profit and Loss Consolidation



Dalam US Dolar

REVENUE	2024	2023	INCREASE / DECREASE	
			AMOUNT	%
REVENUE				
Self Propelled Barge	1,631,613	1,692,742	(61,129)	-4%
Offshore Support Vessel	11,799,001	8,852,813	2,946,188	33%
(LOSS) / GROSS PROFIT	6,500,295	4,665,606	1,834,689	39%
PROFIT FOR THE YEAR	8,233,506	4,040,076	4,193,430	104%

Financial Position



Dalam US Dolar

DESCRIPTION	31-Dec-24	31-Dec-23	INCREASE / DECREASE	
			AMOUNT	%
CURRENT ASSET	12,968,871	10,254,300	2,714,571	26%
NON CURRENT ASSET	30,293,798	24,531,995	5,761,803	23%
TOTAL ASSET	43,262,669	34,786,295	8,476,374	24%
CURRENT LIABILITIES	1,925,626	4,101,734	(2,176,108)	-53%
NON CURRENT LIABILITIES	3,337,880	920,805	2,417,075	262%
TOTAL LIABILITIES	5,263,506	5,022,539	240,967	5%
EQUITY	37,999,163	29,763,756	8,235,407	28%



PROSPECTS INDUSTRY AND MANAGEMENT EFFORTS

Prospects Industry in 2025



DIVISI OFFSHORE SUPPORT VESSEL

The national shipping sector continues to grow during 2024 and is expected to continue in 2025. This optimism is supported by bright prospects in the offshore segment in line with the increase in national and international oil production. The decision of the Ministry of Energy and Mineral Resources to optimize national oil production and the SKK Migas lifting target of 1.61 million barrels of oil equivalent per day (BOEPD) in 2025 will drive demand for offshore support vessels (OSVs). In addition, according to the International Energy Agency (IEA), world crude oil demand in 2025 is projected to increase by 1.1 million barrels per day to 103.9 million barrels per day.

This will potentially open up greater opportunities for fleet needs from customers and of course will have a positive impact on the Company's business which is engaged in shipping services that focus on supporting upstream oil and gas activities.

Prospects Industry in 2025



DIVISI SELF PROPELLED BARGE

Despite having to face regulatory challenges that increasingly emphasize renewable energy, the cargo transportation sector, such as coal and nickel, still has great business prospects for shipping industry players. Coal is still the main foundation in Indonesia's energy mix, especially to meet domestic electricity needs. The Ministry of Energy and Mineral Resources (ESDM) stated that the target for domestic coal supply obligations or Domestic Market Obligation (DMO) in 2025 will be greater than in 2024. The need for coal in Indonesia in 2025 is estimated to reach 239.7 million tons.

In meeting electricity needs, 67% of power plants in Indonesia still use coal as fuel.

Management Efforts in 2025



In 2025, the offshore shipping and SPB industry will likely face a number of new challenges related to technology, environmental sustainability, increasingly stringent regulations, and global market dynamics. To remain competitive and ensure business continuity, the Company's Management needs to consider several strategic efforts, including:

- 1. Adoption of Advanced Technology:** Adopting automation technology to reduce operational costs and increase efficiency. The use of artificial intelligence (AI) for maintenance prediction, shipping route optimization and more effective fleet management can help the Company reduce costs and increase reliability.

Management Efforts in 2025



2. Focus on Sustainable Operations: Prioritize environmental sustainability and comply with regulations governing ship emissions, waste management and ecological conservation. Invest in environmentally friendly technologies such as hybrid propulsion systems, exhaust gas cleaning systems and ballast water treatment systems to minimize the environmental impact of the fleet. Demonstrate the Company's commitment to sustainability to encourage customers to be environmentally conscious and enhance the company's reputation.

Management Efforts in 2025



3. **Customer Relationship Management:** Strengthen relationships with existing customers and foster new partnerships by providing superior, reliable, and responsive service. Serve customers' needs and proactively meet their evolving needs. Receive customer feedback to identify areas for improvement and seek opportunities for innovation

Management Efforts in 2025



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 in 2025



5. **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, marine cable installations and offshore wind farm installations.

By implementing these long-term strategies, The Company is expected to grow sustainably, competitiveness, and success in the maritime industry.



QUESTION AND ANSWER SECTION

Thank You

PT Pelayaran Nasional Bina Buana Raya Tbk
TCC Batavia Tower One 8th Floor, Suite 08-09
Jalan KH. Mas Mansyur Kav. 126
Jakarta 10220
Phone: +62-21 29529461
Website: www.bbr.co.id

Customer



TOTAL



PERTAMINA



MEDCOENERGI



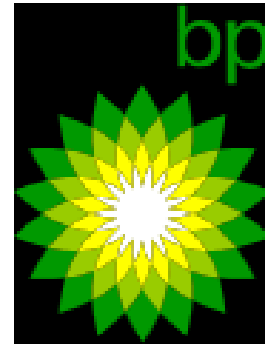
CNOOC

Santos

pgn SAKA
power to discover



PetroChina



PETRONAS



Disclaimer



The information in this presentation is general information about PT Pelayaran Nasional Bina Buana Raya Tbk (“Company”) prepared by the Company for public exposure. The information contained in this presentation has not been independently verified and none of the Board of Commissioners, Directors, employees, affiliates or agents of the Company provide any representation or warranty either expressly or impliedly regarding the accuracy, appropriateness, completeness or truth of the information and conclusions contained in this presentation. Therefore, the accuracy, appropriateness, completeness or truth of this presentation cannot be used as a reference, nor can any conclusions be drawn from this presentation that has been prepared and presented. In addition, no party is authorized to provide information on matters that are not contained in the presentation and/or inconsistent with this presentation.

The Company is not obligated to correct, update the information in this presentation. The opinions expressed in this presentation are subject to change without notice. To the maximum extent permitted by law, the Company, or any Director, employee, affiliate or agent of the Company shall not be liable whatsoever, for any damages whatsoever arising from or in connection with the use of this presentation or arising from anything expressly or implicitly contained or referred to in this presentation.

This presentation has been prepared for information purposes only and is not to be distributed/disseminated/reproduced in any form to any third party without the prior written consent of the Company.