



# PT. Trans Power Marine Tbk



Investor Update – 9M2022

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- 9M22 sales volume increased by 44% to 12.1 mio MT in 9M2022 from 8.4 mio MT in 9M2021
- Revenues increased by 50% to US\$45.6 mio in 9M2022 from US\$30.3 mio in 9M2021 that was driven by the increment of volume & price.
- Net Income increase by 180% from US\$3.4 mio in 9M2021 to US\$9.6 mio in 9M2022.
- EBITDA increased by 61% from US\$12.6 mio in 9M2021 to US\$20.3 mio in 9M2022.

US Dollars In (000)		
DESCRIPTION	9M2022	FY 2021
Cash in Bank	12,334	10,168
Total Asset	104,534	99,256
Loan	12,500	16,166
Equity	84,519	77,065

## 2022 – Key Strategy

- Balance the inter island/long towing services and transshipment services;
- Effective fleet management by optimizing fleet utilization and profitable route;
- Managed docking schedule to minimize idle fleet;
- Selected trustworthy and higher margin customer;
- New capex to increase performance;
- Cash flow management strategy to maintain liquidity and capex addition;
- Improved human resources quality and skill.



### KAPAL TONGKANG BARGES

Kapal ini digunakan untuk pengangkutan komoditas curah.  
Barges are used to transport bulk commodities.



Total Armada | Fleets

# 33

### KAPAL TUNDA TUG BOATS

Kapal ini digunakan untuk pengangkutan komoditas curah.  
Tug boats are used to transport bulk commodities.



Total Armada | Fleets

# 38

### CRANE BARGE

Memiliki kapasitas sebesar 18.000-24.000 MT/hari yang digunakan untuk jasa pengangkutan *transshipment*.

Have the capacities of 18,000-24,000 MT/day for transshipment services.



Total Armada | Fleets

# 3

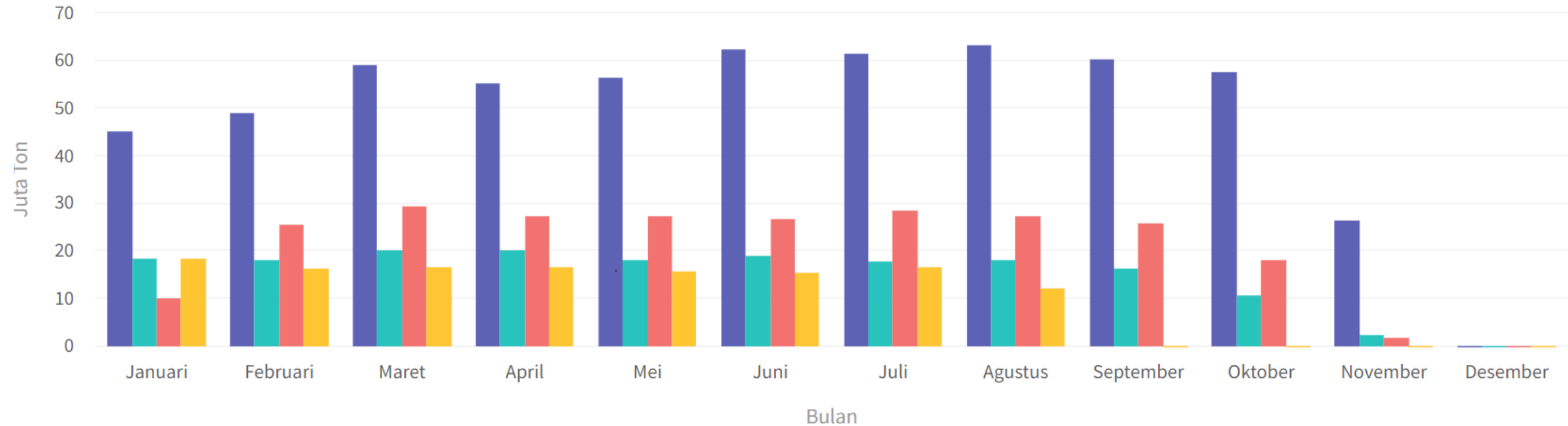


	PT TRANS POWER MARINE TBK	PT TRANS LOGISTIK PERKASA
SETS	5	15
BARGE SIZE	300 – 330 FT	330 FT
BUDGET	US\$ 20mio	US\$ 60mio
FUNDING	Bank Financing 80% + Internal Cash 20%	Bank Financing 80% + Internal Cash 20%

Sets = 1 unit barge and 1 unit tug



### Realisasi Produksi & Penjualan Batubara 2022



Y 2022		
	TARGET (million tons)	REALIZATION (million tons)
Production	663,03	597,06
Domestic	200,50	180,55
Export	276,54	249,02
DMO	142,99	128,76

Realization up to date 2022 – 11 – 20,  
equal to 90,05% from Target



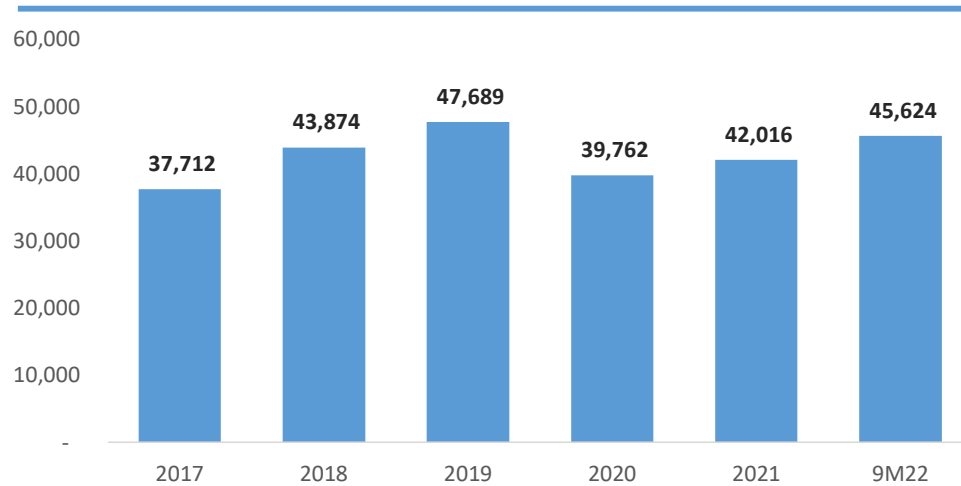


## Profit and Loss Statement

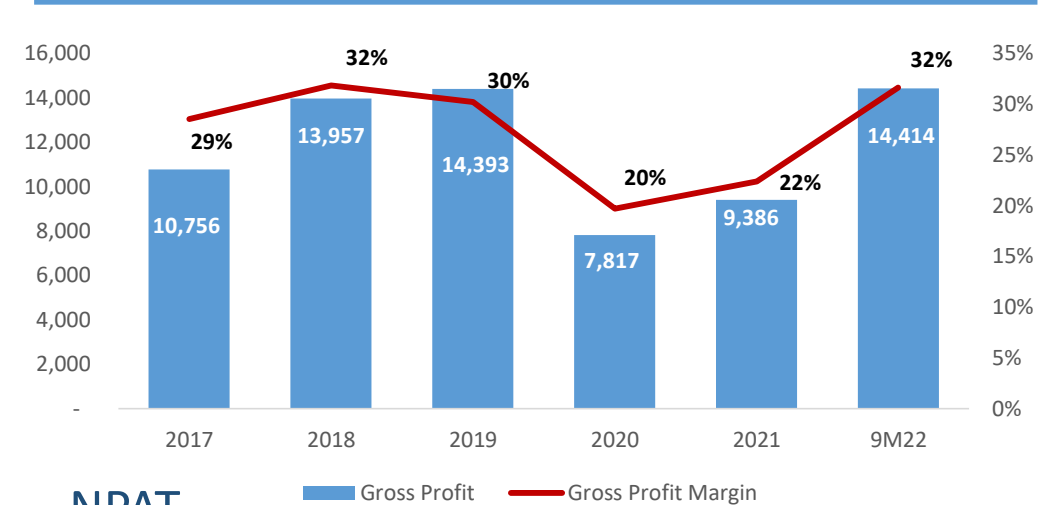
FINANCIAL (US \$ IN 000)	9M22	9M21	Change
Revenue	45,624	30,333	50%
Direct Cost	31,210	22,981	36%
<b>Gross Profit</b>	<b>14,414</b>	<b>7,352</b>	<b>96%</b>
GA Expense	3,007	2,768	9%
<b>Operating Income</b>	<b>11,407</b>	<b>4,584</b>	<b>149%</b>
Net Income	9,592	3,423	180%
EBITDA	20,303	12,643	61%
EBITDA in %	45%	42%	



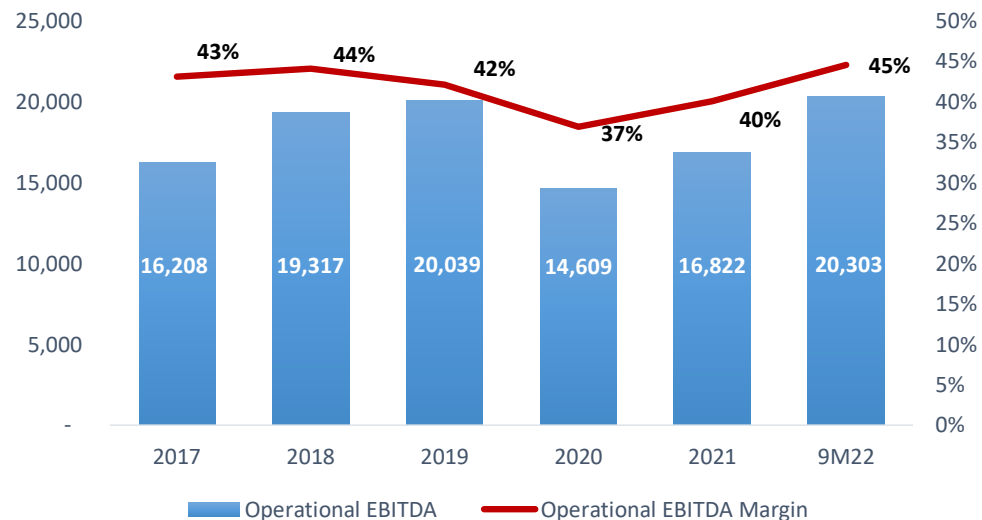
## Revenue



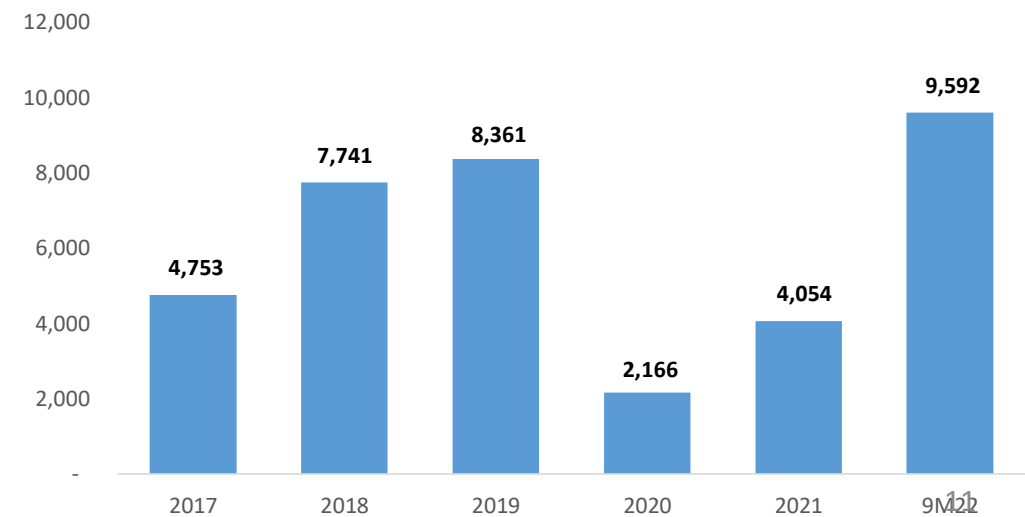
## Gross Profit & Margin



## Operational EBITDA



## NPAT



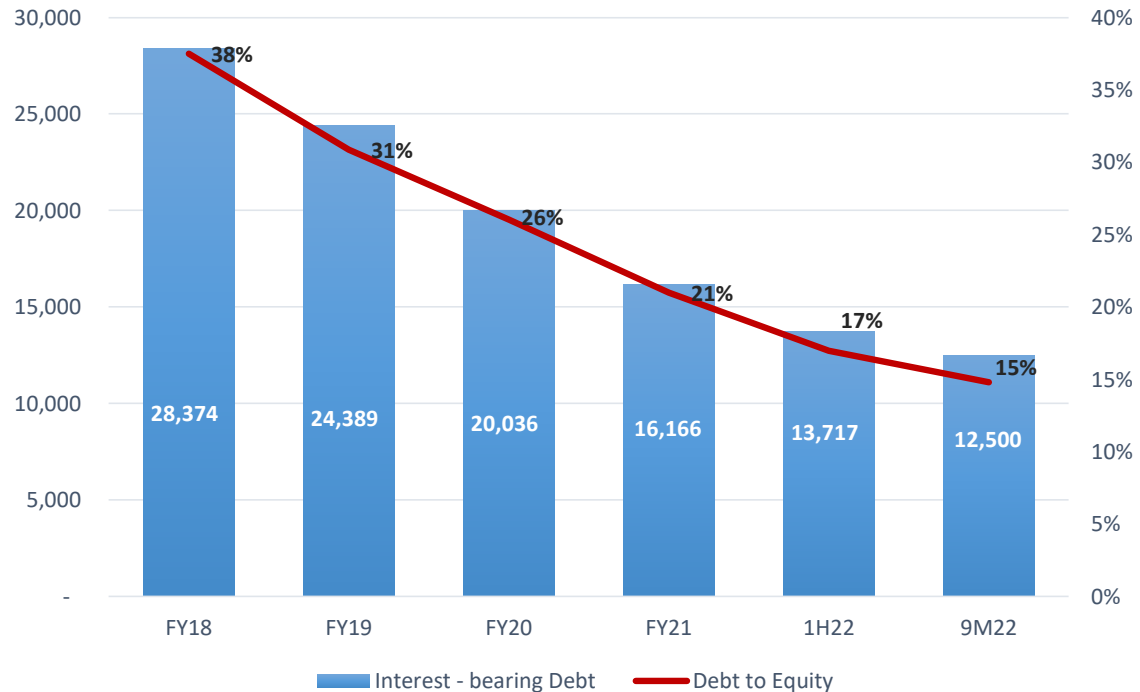
## Balance Sheet - (US \$ in 000)

ASSETS	9M22	FY21	LIABILITIES AND EQUITY	9M22	FY21
<b>CURRENT ASSETS</b>			<b>CURRENT LIABILITIES</b>		
Cash on hand and in banks	12,334	10,168	Short term bank loans	6,111	6,189
Trade Receivables :			Trade Payable-third parties	4,392	3,253
3rd parties	11,537	9,246	Others payable - third parties	2	-
Related parties	38	211	Taxes payable	233	112
Other Receivables - 3rd parties	44	55	Accrued expenses	1,599	1,108
Inventory	950	712	Lease liabilities	120	120
Prepayment	674	325	Current portion of long term debts	3,743	4,359
<b>Total Current assets</b>	<b>25,577</b>	<b>20,717</b>	<b>Total current liabilities</b>	<b>16,200</b>	<b>15,141</b>
<b>NON-CURRENT ASSETS</b>			<b>NON-CURRENT LIABILITIES</b>		
Investment in share	3,032	-	Long term portion of long ter debts	2,645	5,617
Vessel and equipment	70,651	77,642	Lease liabilities	27	144
Right-of-use asset – net	152	258	Employee benefits liabilities	1,143	1,289
Advance of purchase vessel and equipment	4,985	478	<b>Total Non-current liabilities</b>	<b>3,815</b>	<b>7,050</b>
Others assets	137	161			
<b>Total Non-Current assets</b>	<b>78,957</b>	<b>78,539</b>	<b>TOTAL LIABILITIES</b>	<b>20,015</b>	<b>22,191</b>
			<b>EQUITY</b>		
			Capital stock	28,298	28,298
			Additional paid in capital	4,926	4,926
			Treasury Stocks	- 43	-
			STPEEA	-	77
			Retained earning:		
			Appropriated	320	280
			Unappropriated	51,018	43,638
			<b>TOTAL EQUITY</b>	<b>84,519</b>	<b>77,065</b>
<b>TOTAL ASSETS</b>	<b>104,534</b>	<b>99,256</b>	<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>104,534</b>	<b>99,256</b>

**Cash Balance of \$12.3 Million**  
**Debt to Equity Ratio at 15%, Net Cash to Equity 15%**

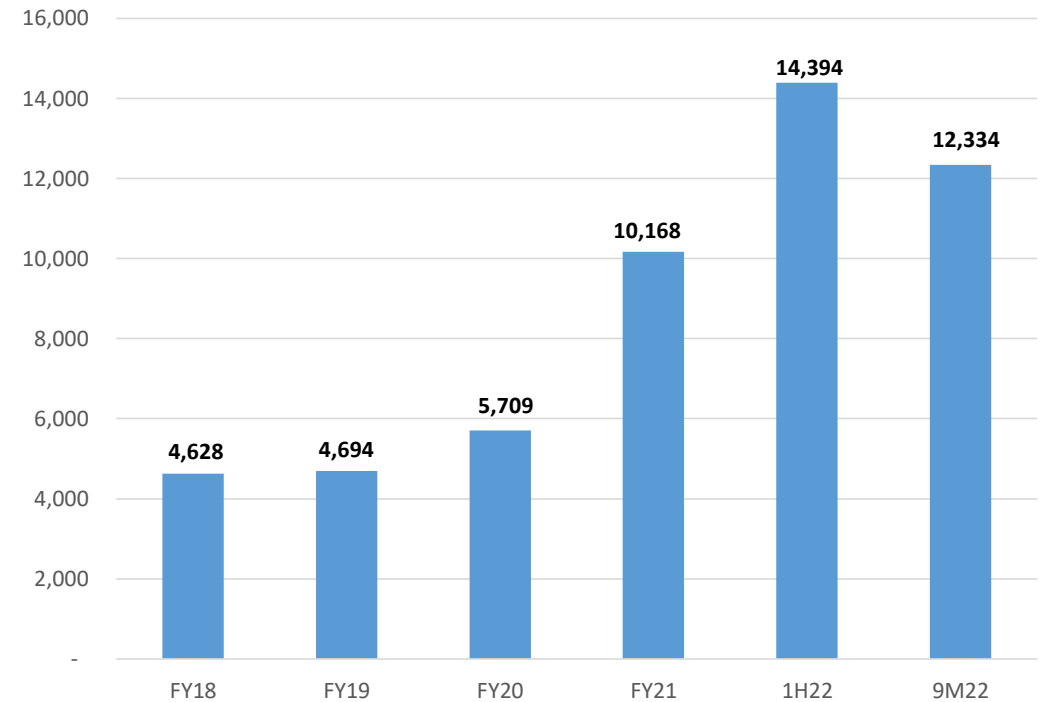
## Debt to Equity Ratio

US\$ in 000



## Cash Balance

US\$ in 000





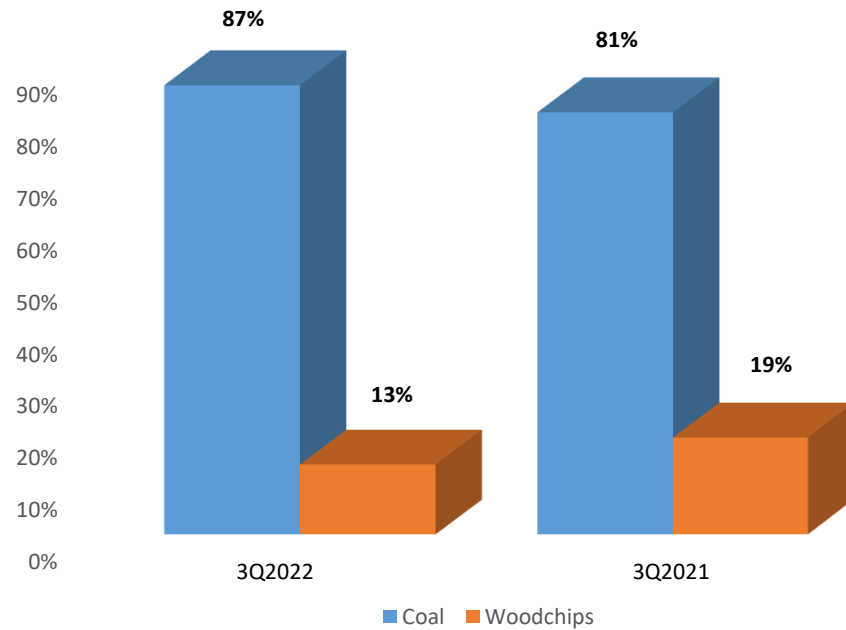
## Revenue per Service

Description	3Q 2022			3Q 2021		
	Volume (in 000 MT)	Amount (in US \$ 000)	% to rev	Volume (in 000 MT)	Amount (in US \$ 000)	% to rev
Barging:						
LT	1,721	23,649	52%	1,974	17,143	57%
Transshipment	3,947	8,320	18%	2,904	4,555	15%
FC - Transshipment	6,420	13,655	30%	3,521	8,635	28%
<b>TOTAL</b>	<b>12,088</b>	<b>45,624</b>	<b>100%</b>	<b>8,399</b>	<b>30,333</b>	<b>100%</b>

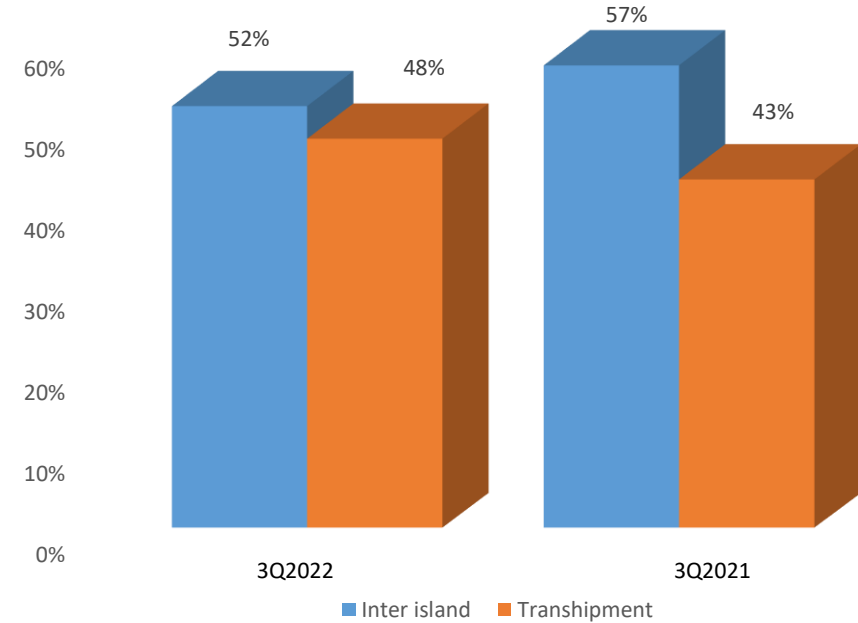
## Revenue per Product

Description	3Q 2022			3Q 2021		
	Volume (in 000 MT)	Amount (in US \$ 000)	% to rev	Volume (in 000 MT)	Amount (in US \$ 000)	% to rev
Coal	11,424	39,478	87%	7,790	24,662	81%
Woodchips	664	6,146	13%	609	5,671	19%
<b>TOTAL</b>	<b>12,088</b>	<b>45,624</b>	<b>100%</b>	<b>8,399</b>	<b>30,333</b>	<b>100%</b>


## Revenue per Product




## Revenue per Service





 Coal (since 2005)




 Coal (since 2010)




 Woodchips (since 2012)




 Coal (since 2020)




 Coal (since 2015)




 Coal (since 2013)




 Coal (since 2018)



 Coal (since 2020)



 Coal (since 2019)

Year	IDR per Saham	IDR	USD	% to Net Income
2014	11	28.966.300.000	2,420,110	30%
2017	4	10.533.200.000	792,089	52%
2018	12	31.599.600.000	2,277,120	48%
2019	26,6	70.045.780.000	4,936,974	64%
2020	23,5	61.882.550.000	4,220,896	50%
2021	22	57.932.600.000	3,991,773	184%
2022	12	31.599.600.000	2,172,690	54%
<b>TOTAL</b>		<b>292.559.630.000</b>	<b>20,811,652</b>	





Thank You

