

Company Update 1Q24

PT Trans Power Marine Tbk



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TRANS POWER MARINE

We pride ourselves in delivering expert and tailored solutions for bulk cargo transportation and handling, particularly for the coal sector in Indonesia and South East Asia. We have successfully operated in the shipping industry providing services of coal and other cargo transportation using tugs and barges. We also operated crane barges for transshipment.

Our Mission

To become a renowned professional company with added value in the field of bulk goods transportation services, especially coal.

Our Vision

Providing the best services to customers

Our Milestones

2005

Established as an interisland freight transportation service provider

2010

Signed a shipment contract with PT Pelayaran Bahtera Adhiguna (a subsidiary of PLN) to supply a 10,000 MW power plant.

2012

Procured tugboat and barge units rounding up the Company's fleet to a total of 21 tugboats and 23 barges.

2013

- Listed on IDX with ticker TPMA
- Purchased our first floating crane

2014

Purchased second floating crane

2015

Procured 1 (one) crane barge unit to meet the trans-ship

2019

Signed the shareholders' agreement with PT Pacifik Pelayaran Indonesia and T&J Industrial Holding Limited.

2023

Operates 41 tug boats, 35 barges, and 3 floating crane

OUR SERVICE



TUG AND BARGE

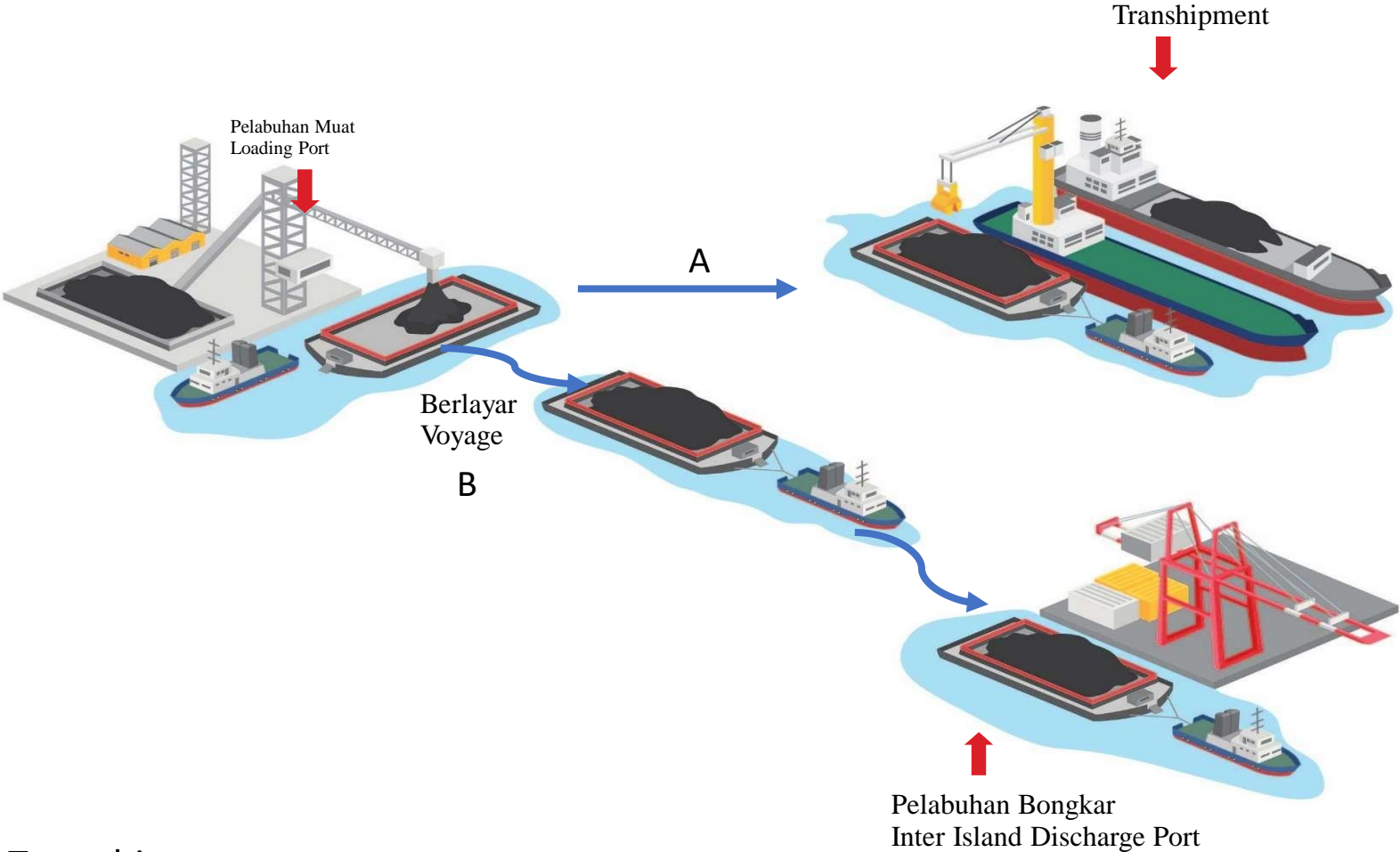
Our services on tug and barges including transshipment and long towing services



FLOATING CRANE

Transport bulk commodities from loaded barges into Mother Vessel

OUR SERVICE



A : Transshipment
B : Inter Island

OUR AREA OF OPERATION



OUR CLIENT

We offers excellences service to our value clients



PT. DIAN CIPTAMAS AGUNG



BORNEO INDOBARA



PT PELAYARAN BAHTERA ADHIGUNA

Subsidiary of



OUR BOARD OF COMMISSIONERS



Ingrid Ade Sundari Prasatya

President
Commissioner



Hongisisilia

Independent
Commissioner

OUR MANAGEMENT TEAM



Ronny Kurniawan
President Director



Daniel Wardoyo
Vice President
Director



Rudy Sutiono
Director



Aman Suaedi
Director

OPERATIONAL FLEETS

TPM

Tug boat

41 unit

Barges

35 unit

Floating Crane

3 unit

TLP

Tug boat

46 unit

Barges

40 unit

Tanker

1 unit



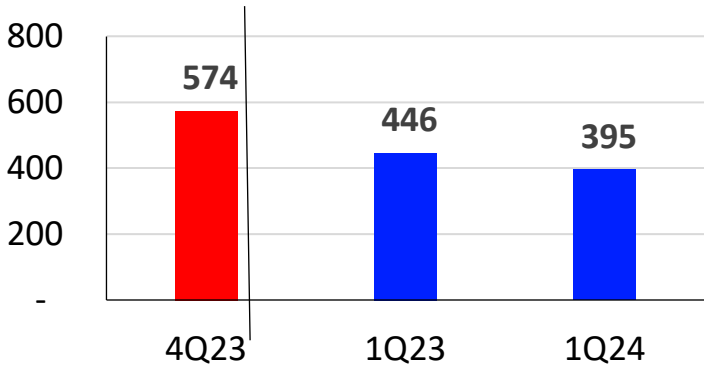
Financial Highlights

Quarterly review

in US\$ million (unless stated otherwise)					
	4Q23	1Q24	qoq	1Q23	yoy
Revenue	18.6	16.0	-13.8%	17.1	-6.4%
COGS	-11.0	-9.4	-13.9%	-10.9	-13.1%
Gross Profit	7.6	6.6	-13.7%	6.2	5.3%
GPM	41%	41%		36%	
G&A	-1.5	-1.2	-16.9%	-1.2	6.4%
EBIT	6.1	5.3	-12.9%	5.1	5.1%
EBIT Margin	33%	33%		30%	
Interest Expenses	-0.8	-0.3		-0.1	
Gain (Loss) on Foreign Exchange	-0.0	-0.3		0.1	
Others (include profit/loss from JV)	1.4	1.2		0.1	
Profit Before Tax	6.8	5.9	-12.7%	5.1	16.0%
Tax	-0.2	-0.2		-0.2	
Net Income	6.5	5.7	-12.7%	4.9	16.9%
Net Income Margin	35%	36%		29%	
EBITDA	9.3	8.5	-8.4%	8.2	4.0%
EBITDA Margin	50%	53%		48%	

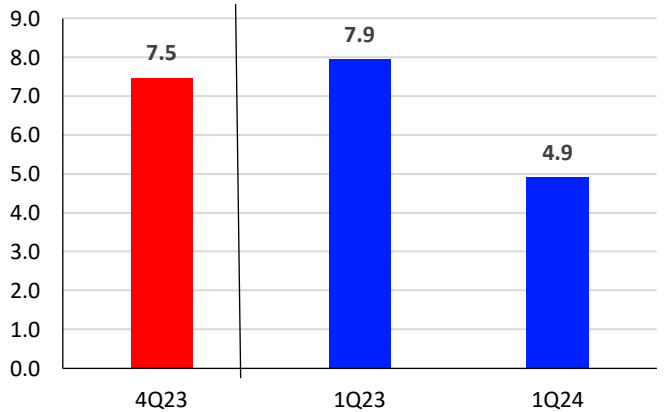
Operation by Segment

LT in '000 MT



- 1Q24 volume declined to 395k, 11% yoy or 31% qoq. This decline was primarily attributed to disruption operation, particularly within inter-island operations, resulting from bad weather transitioning from El Nino to La Nina in the first quarter of 2024

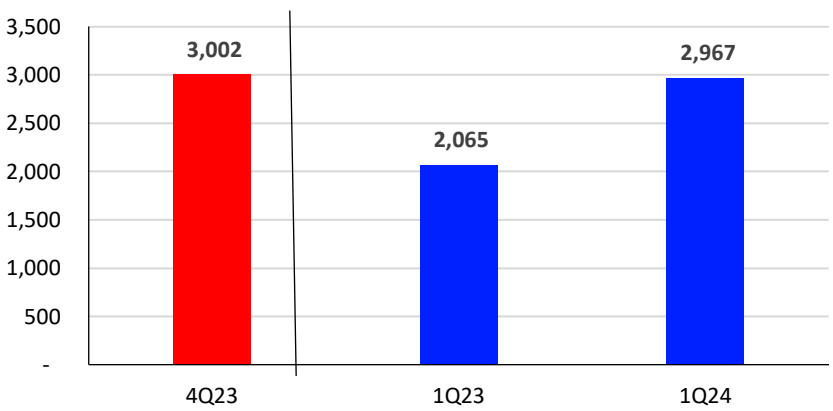
LT in US\$m



- Revenue LT segment declined to US\$4.9m (-38% yoy and 34% qoq) in 1Q24

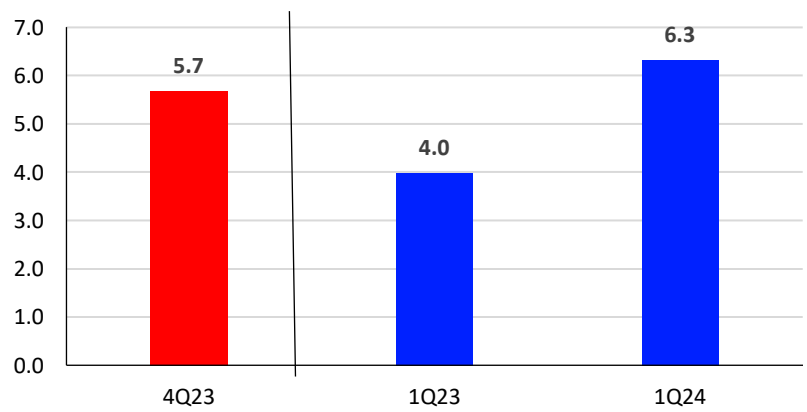
Operation by Segment

Transshipment in '000 MT



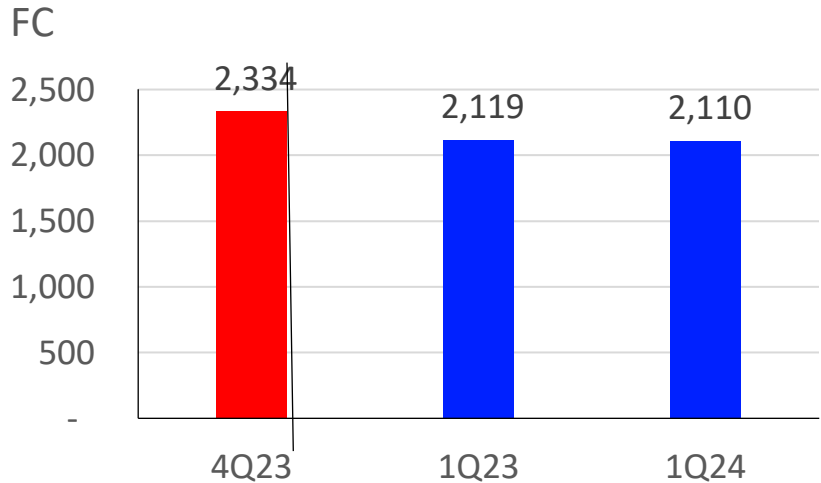
- Transshipment volume in 1Q24 recorded at 2.97m (+44% yoy, -1% qoq). This segment is less impacted to severe weather due closer proximity area operation.

Transshipment in US\$m

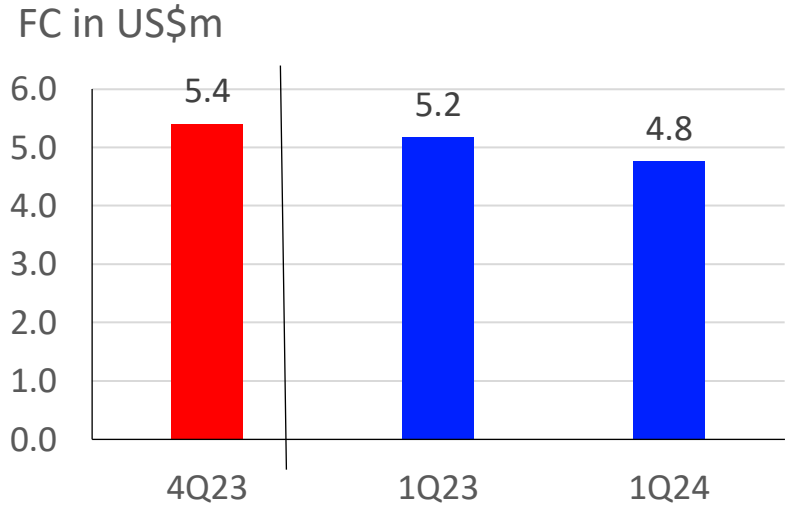


- Transshipment revenue was US\$6.3m (+59% yoy, +11% qoq)

Operation by Segment



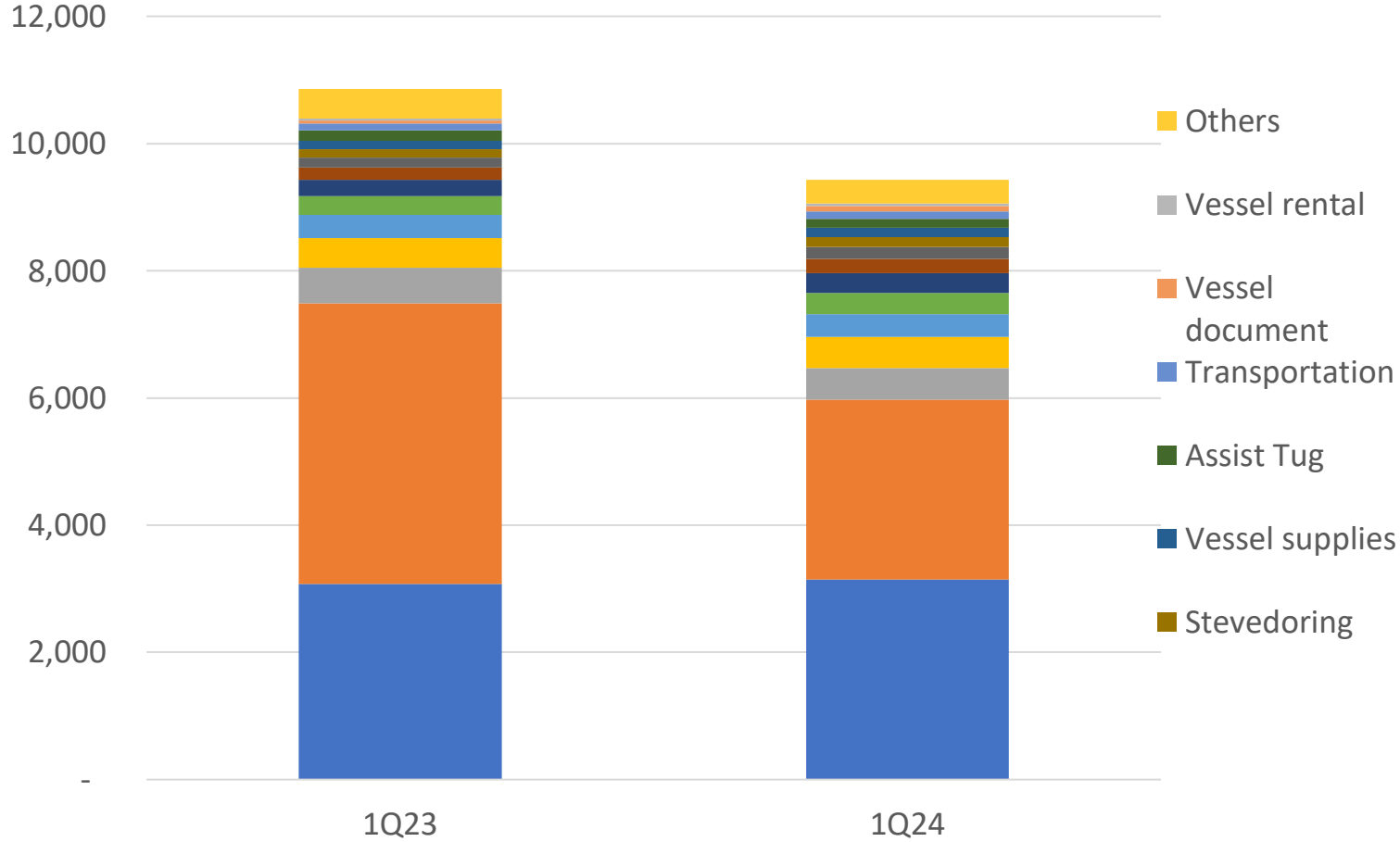
- Floating crane volume in 1Q24 recorded at 2.1m MT (-4% yoy)



- Floating revenue decline to US\$4.8m, declined by 7% yoy.

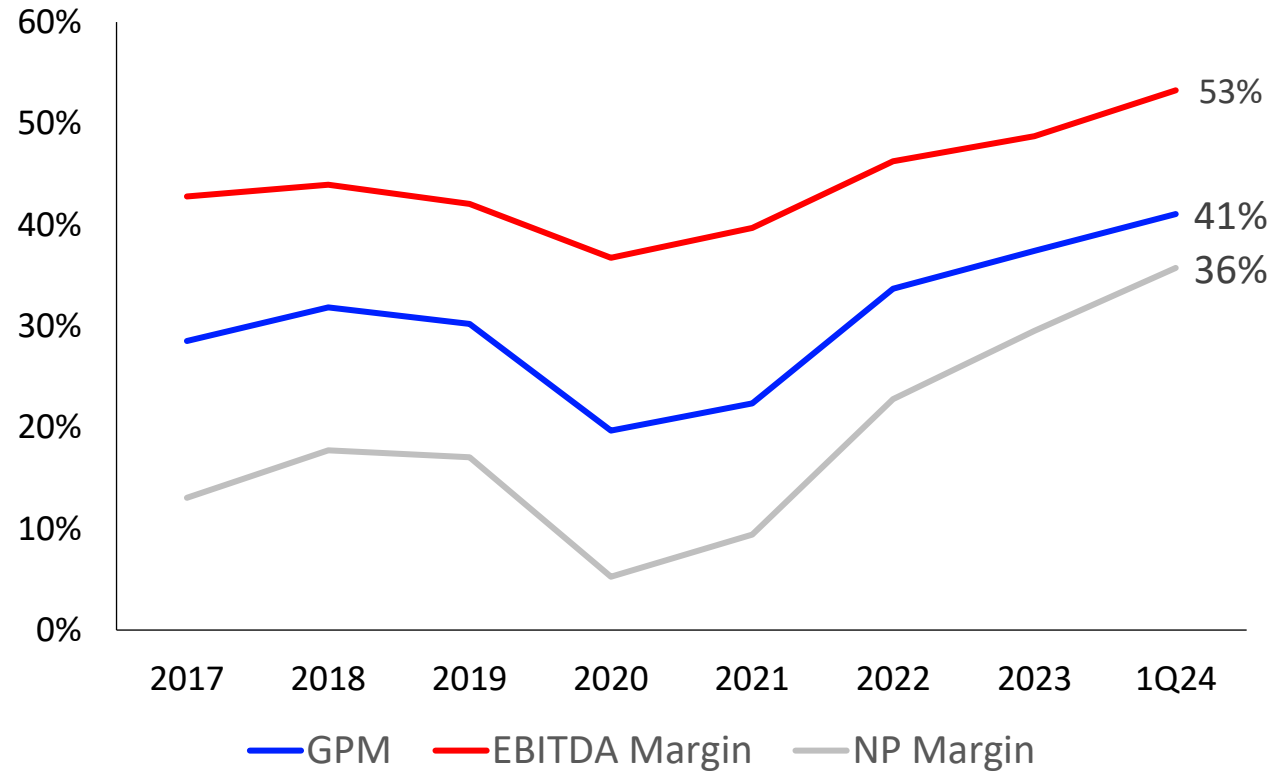
DIRECT COST BREAKDOWN

In '000 US\$



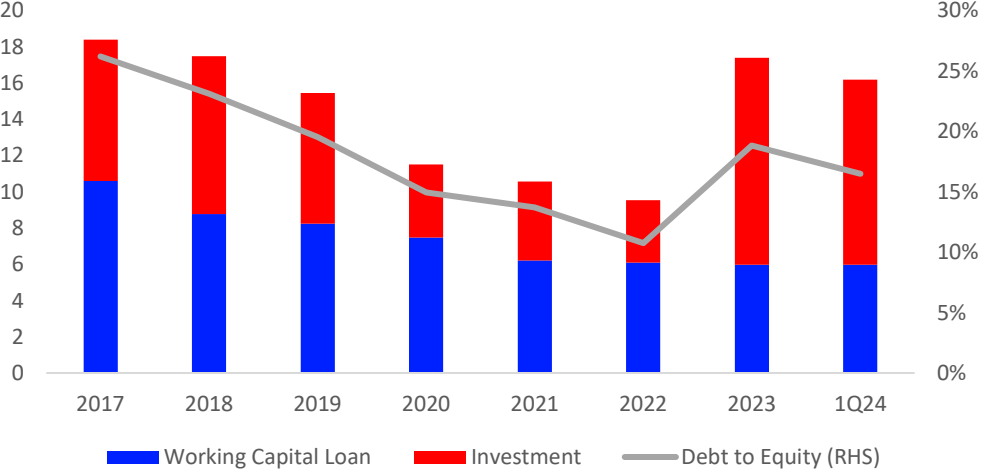
Fuel expenses declined by 36% in 1Q24. Mainly attributed to lower fuel cost and higher transshipment volume.

PROFITABILITY RATIO



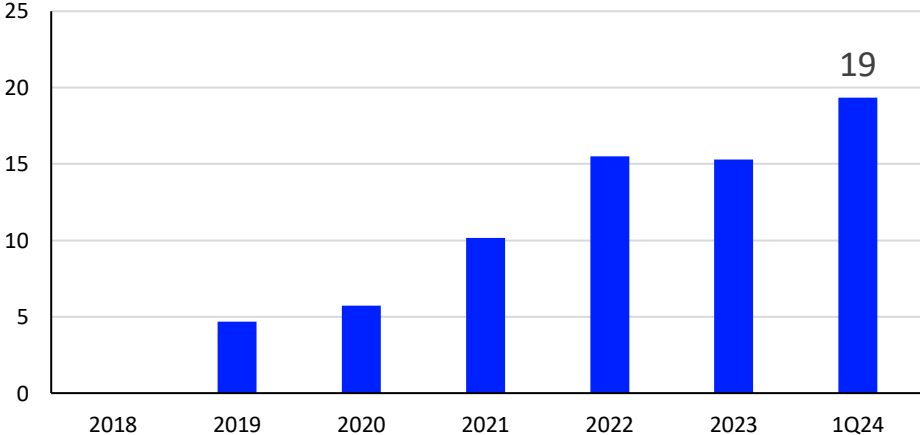
Our productive and efficient operations lead to better margin 1Q24

Balance Sheet



As of 1Q24, our gearing ratio stood at 16%

Cash



Our cash balance recorded at US\$19m in 1Q24

STRATEGY 2024

Adding more fleets

In order to grow further in 2024, we are on track to received delivery of 6 barges, 2 tug boats, and 1 floating crane.

Optimizing route leads to better profitability

Our strategy to balance between long towing and transshipment. Hence, our revenue could grow in the right path.

Cash flow management

Cash flow management strategy to maintain liquidity and capex addition

Q&A