

PT. Trans Power Marine Tbk



Investor Update – 3Q2023

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PT Trans Power Marine (TPM) was established in year 2005 in Jakarta. The company provides marine transportation service for coal Shipment.

Started with only one customer in the beginning, which is Jorong Barutama Greston (Banpu Group), TPM had build competency, accumulated knowledge and experience over time, and continued to grow as one of the best in the industry.

One important milestones in its history was in year 2013, when the company successfully conducted the Initial Public Offering (IPO) and officially listed as public company on Indonesian Stock Exchange (ticker:TPMA). This means higher professionalism, integrity, and transparency, showed by company's adherence to Stock Exchange and Financial Services Authority (OJK) guidelines.

With addition of 8 sets of Tug & Barges and 1 unit of Floating Crane, TPM had gained more acknowledgement and built more trust from prominent customers such as Sinarmas Group, Bahtera Adhiguna (subsidiary of PLN), Trakindo Group, Korindo Group, Semen Indonesia, Holcim etc.

TPM's vision to become a renowned professional company in maritime transportation service, and the mission to provide best service and solutions to its customers, also contributes value added and sustainable growth towards Indonesian's Shipping Industry.

2023 – 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.

Striving for growth and to tap into the newly rising and lucrative sector of nickel commodity, PT Trans Power Marine Tbk sought the opportunity by establishing a joint venture last year.

PT Trans Logistik Perkasa (TLP) is a joint venture company owned by PT Pelayaran Pacifik Indonesia (40%), PT Trans Power Marine Tbk (30%), and T&J Holding (30%), offering shipment service for nickel sector in particular.

Currently TLP own and operates an Oil Tanker 'Weda Pioneer'.

In 2022, TLP has ordered to build new 15 sets of Tug & Barges from Shipyard in Batam and Malaysia, as the first batch of total 60 sets planned in 4 years. This Capex 20% down payment already paid by TLP's internal cash, and 80% will be from bank financing. These 15 sets Tug & Barges are expected to be delivered on 3rd and 4th quarter 2023.

For 2023 capex, TLP plan to order another 15-20 sets of Tug & Barges to be delivered in 2024.



40

Kapal Tunda | Tug Boats

Kapal ini digunakan untuk pengangkutan komoditas curah.



35

Kapal Tongkang | Barges

Kapal ini digunakan untuk pengangkutan komoditas curah.



3

Crane Barge | Crane Barge

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

Capex Kapal Baru

Tahun 2022 - US\$ 38juta

Terdiri dari :

- 5 set untuk Perseroan
- 15 set untuk PT Trans Logistik Perkasa (anak perusahaan)

Tahun 2023 - US\$ 40juta

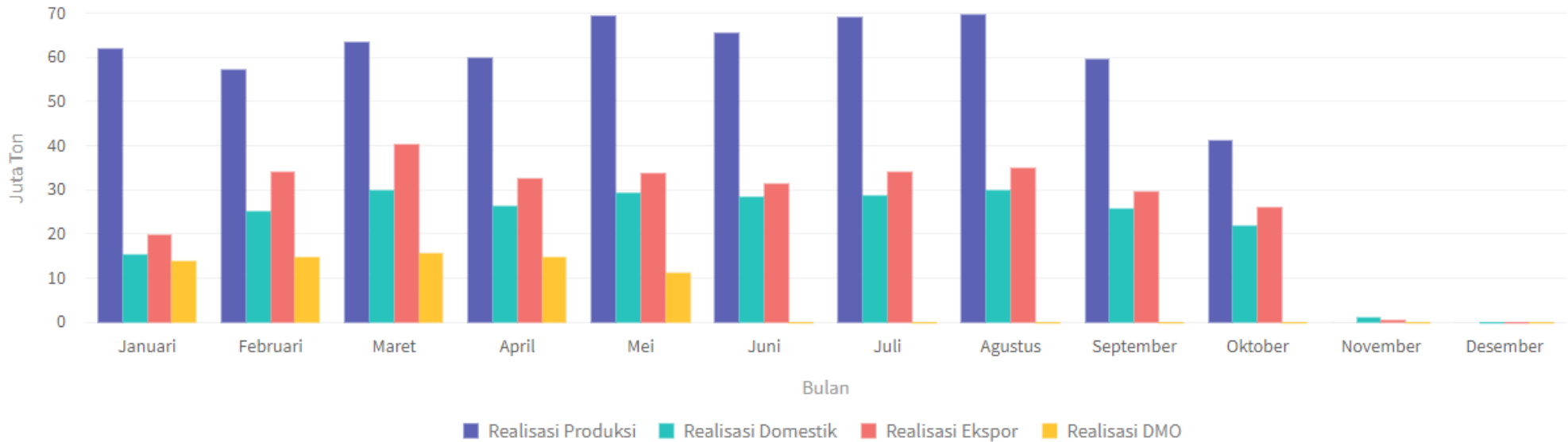
Terdiri dari :

- 5 set untuk Perseroan
- 20 set untuk PT Trans Logistik Perkasa (anak perusahaan)





Realisasi Produksi & Penjualan Batubara 2023

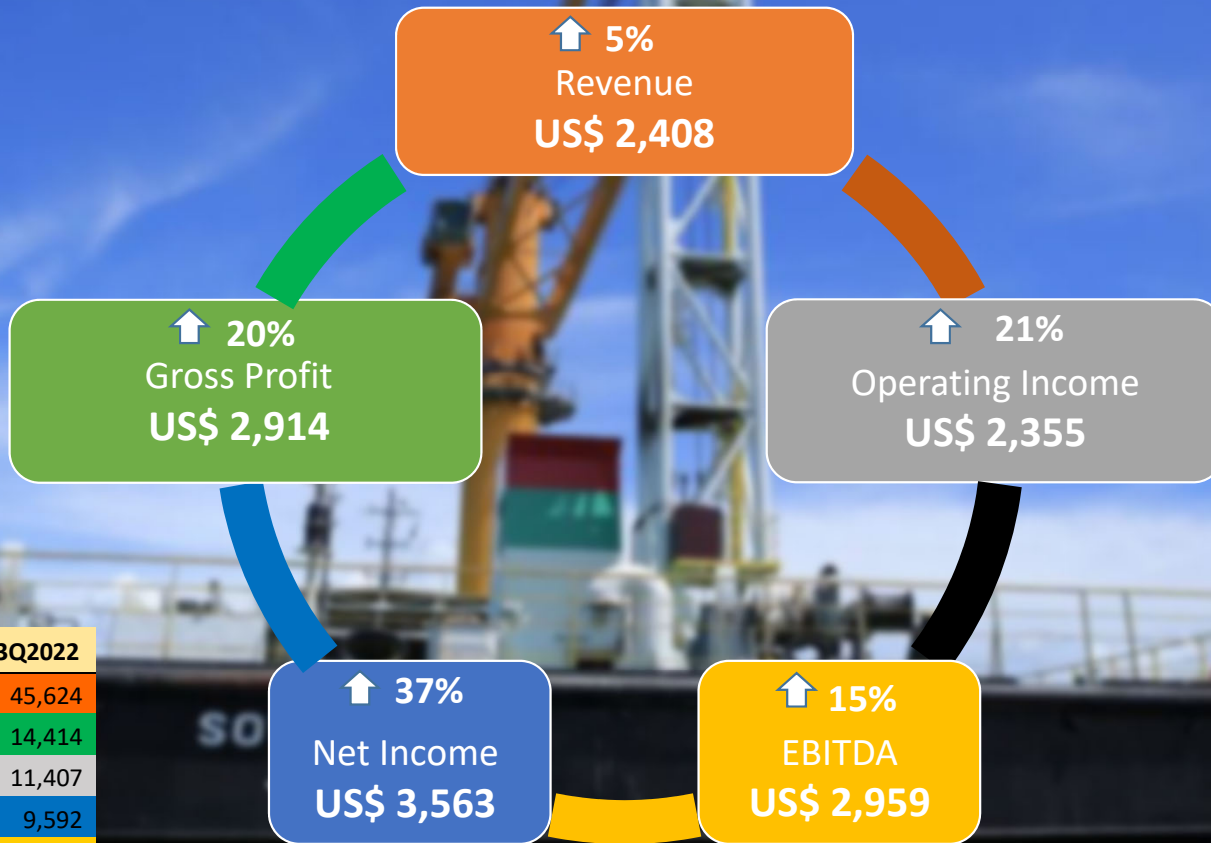


Y 2023		
	TARGET (million tons)	REALIZATION (million tons)
Production	694.50	618.98
Domestic	-	263.61
Export	460.00	318.90
DMO	176.80	71.06

Realization up to date 2023 – 10 – 30, equal to 89.13% from Target



TPM FINANCIAL 9M23 RESULT (US\$ in 000)



PnL	3Q2023	3Q2022
Revenue	48,032	45,624
Gross Profit	17,328	14,414
Operating Income	13,762	11,407
Net Income	13,155	9,592
EBITDA	23,313	20,354

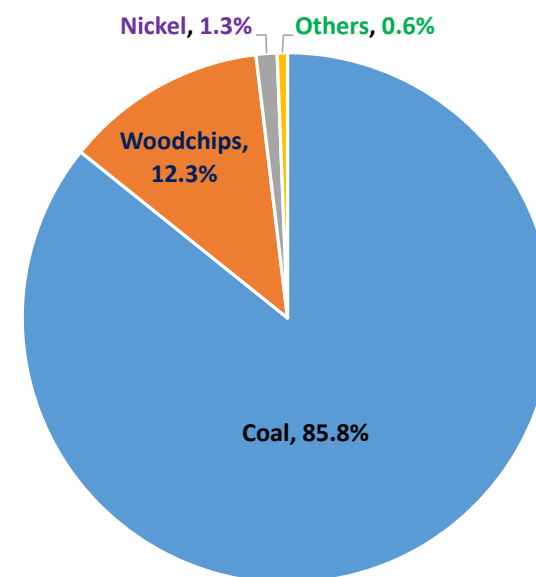
1 BY PRODUCT

Product	3Q2023			3Q2022		
	Volume (in'000 MT)	Amount (in'000 US\$)	% to Rev.	Volume (in'000 MT)	Amount (in'000 US\$)	% to Rev.
Coal	11,795	41,194	85.8%	11,386	39,263	86.0%
Woodchips	745	5,924	12.3%	664	6,146	13.5%
Nickel	70	617	1.3%	-	-	-
Others	46	297	0.6%	38	215	0.5%
Total	12,656	48,032	100%	12,088	45,624	100%

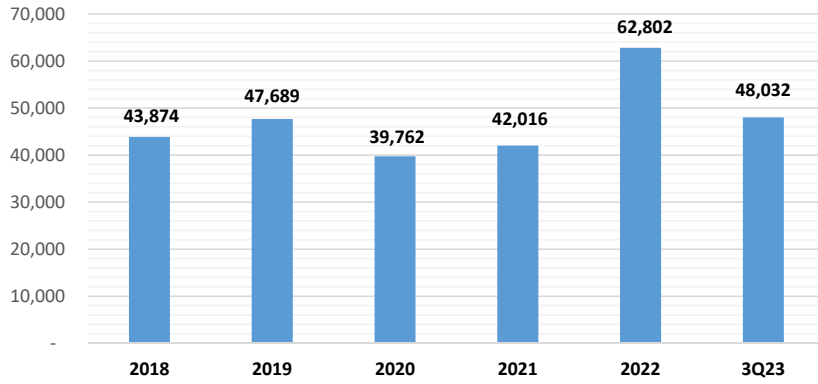
2 BY SERVICE

Service	3Q2023			3Q2022		
	Volume (in'000 MT)	Amount (in'000 US\$)	% to Rev.	Volume (in'000 MT)	Amount (in'000 US\$)	% to Rev.
Barging:						
Long Towing	1,445	22,572	47%	1,661	22,668	50%
Transshipment	6,273	12,562	26%	4,007	9,301	20%
FC- Transshipment	4,938	12,898	27%	6,420	13,655	30%
Total	12,656	48,032	100%	12,088	45,624	100%

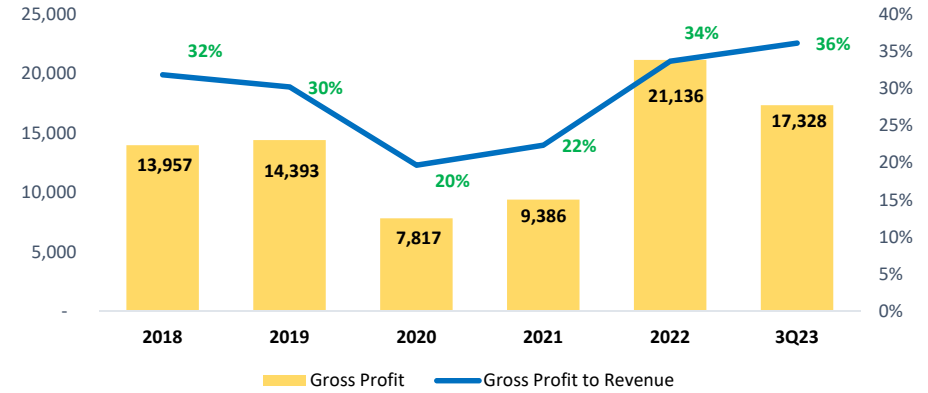
TRANSPORTED PRODUCT DURING 3Q 2023 (in %)



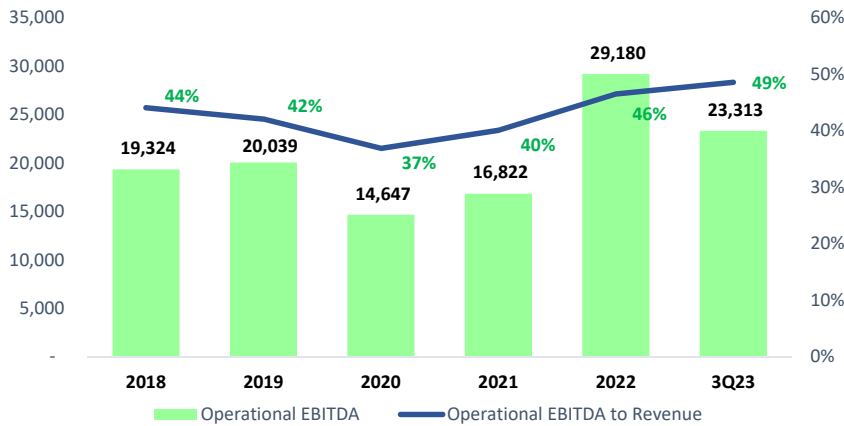
Revenue



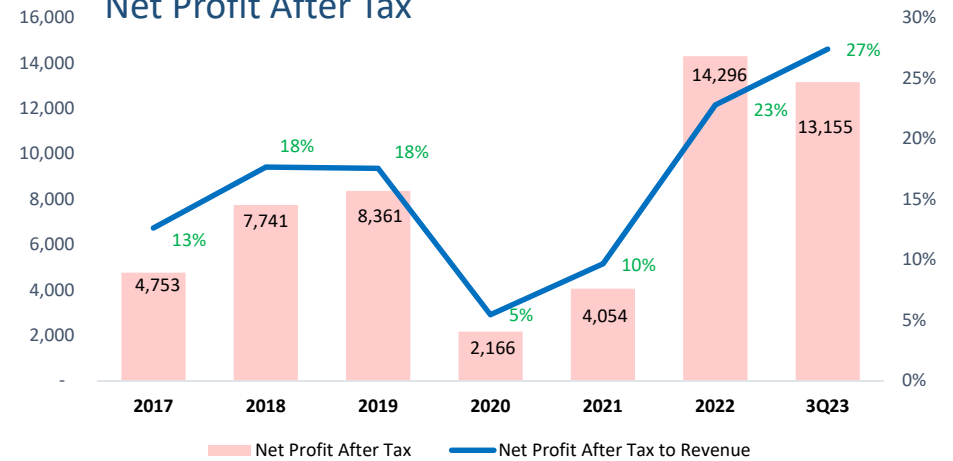
Gross Profit



Operational EBITDA

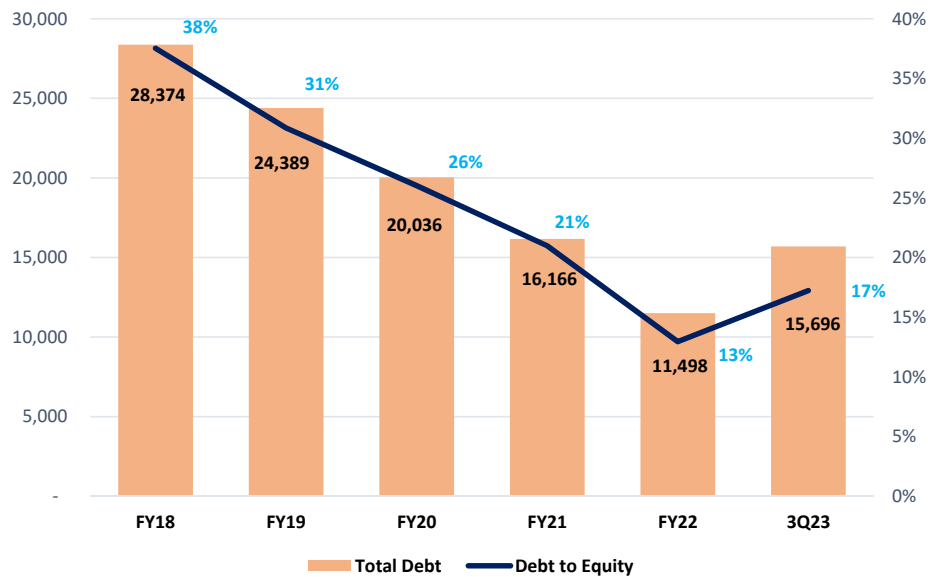


Net Profit After Tax



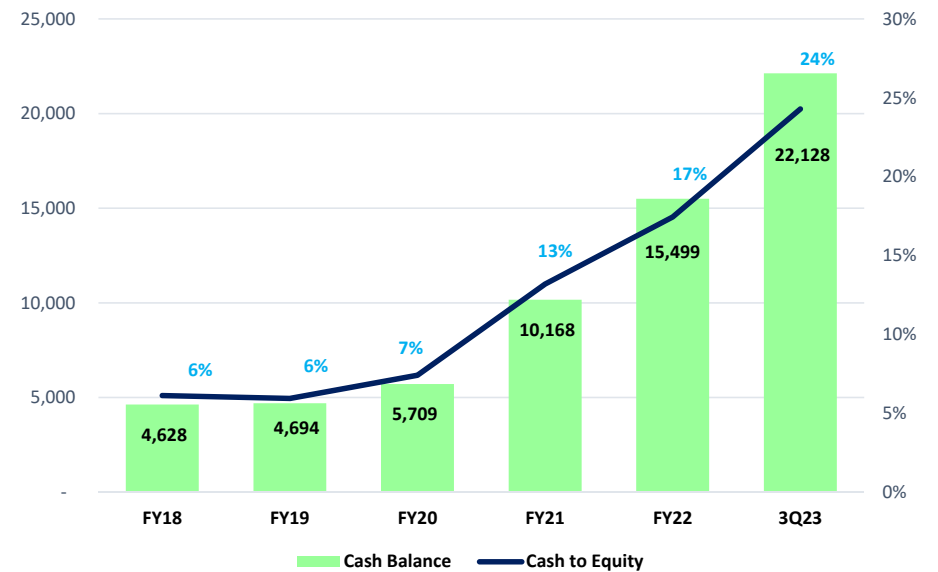
Total Debt and Debt to Equity Ratio

US\$ in 000



Cash Balance and Cash to Equity

US\$ in 000



ASSETS	3Q23	FY22	LIABILITIES AND EQUITY	3Q23	FY22
CURRENT ASSETS			CURRENT LIABILITIES		
Cash on hand and in banks	22,128	15,499	Short term bank loans	5,965	6,094
Trade Receivables :			Trade Payable-third parties	4,469	5,569
3rd parties	8,765	9,393	Others payable - third parties	2	2
Related parties	-	58	Taxes payable	142	180
Other Receivables - 3rd parties	167	180	Accrued expenses	1,100	542
Inventory	705	908	Lease liabilities	-	108
Prepaid taxes	-	79	Current portion of long term debts	4,288	3,433
Prepayment	929	336	Total current liabilities	15,966	15,928
Total Current assets	32,694	26,453			
NON-CURRENT ASSETS			NON-CURRENT LIABILITIES		
Investment in share	4,340	4,141	Long term portion of long ter debts	5,443	1,971
Vessel and equipment	72,556	71,476	Employee benefits liabilities	924	652
Right-of-use asset – net	11	117	Total Non-current liabilities	6,367	2,623
Advance of purchase vessel and equipment	3,847	5,044			
Others assets	-	151	TOTAL LIABILITIES	22,333	18,551
Total Non-Current assets	80,754	80,929	EQUITY		
			Capital stock	28,298	28,298
			Additional paid in capital	4,926	4,926
			Treasury Stocks	- 330	- 127
			Retained earning:		
			Appropriated	370	320
			Unappropriated	57,851	55,414
			TOTAL EQUITY	91,115	88,831
TOTAL ASSETS	113,448	107,382	TOTAL LIABILITIES & EQUITY	113,448	107,382



PT PELAYARAN BAHTERA ADHIGUNA

Subsidiary of



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%
2023	60	157,998,000,000	10,695,052	76%
TOTAL		450,557,630,000	31,506,704	

Thank You