

Company Update 3Q24

PT Trans Power Marine Tbk



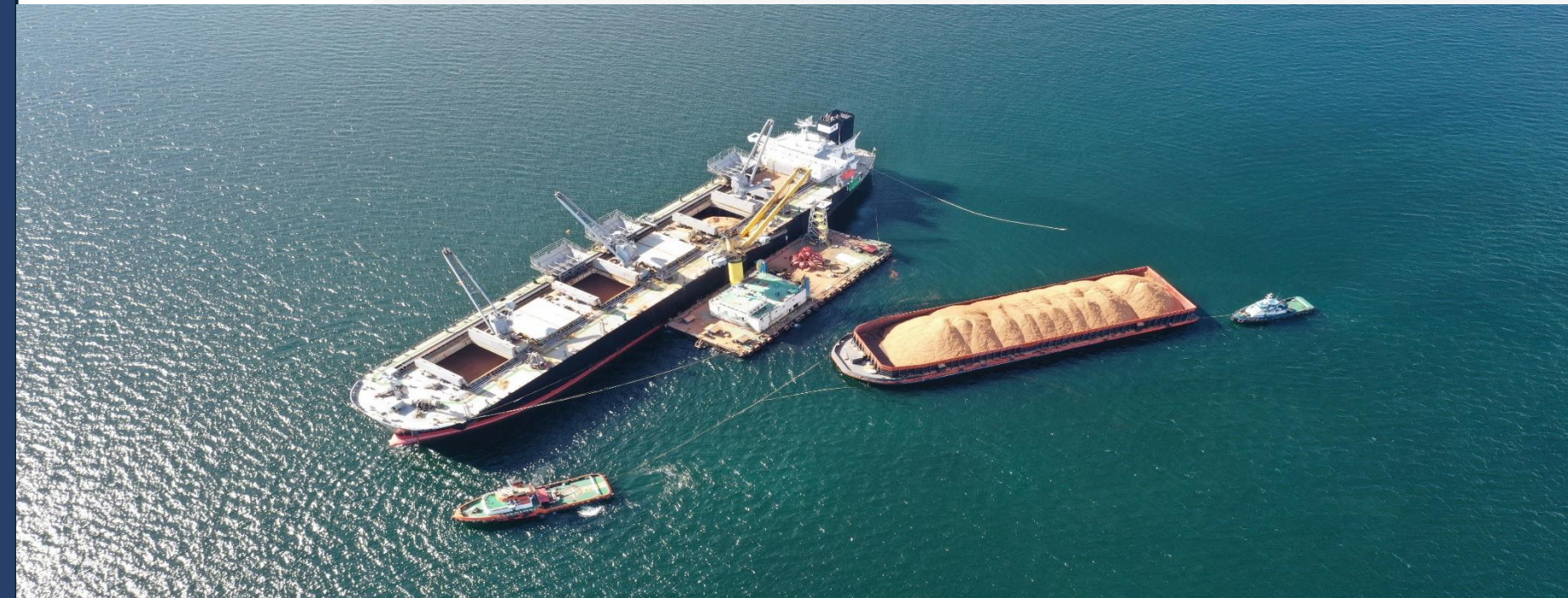
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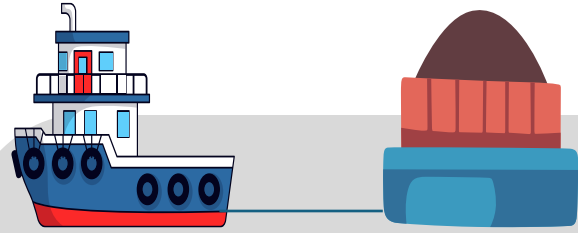
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COMPANY PROFILE

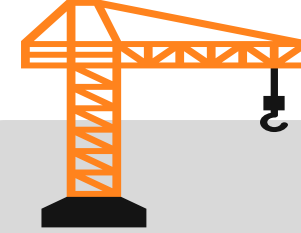
- We aim to be among the largest bulk cargo transportation and handling player in Indonesia. In 2012, the company operated 21 tug boats/23 barges and currently, the company operate 125 sets of tugs and barges (through Transpower Marine, 30% owned Trans Logistik Perkasa and 65% owned PT Bahtera Energi Samudra Tuah).
- We have had over 30 years experience in the bulk cargo transportation industry.
- We pride ourselves in delivering expert, tailored solutions for bulk cargo transportation, particularly Indonesia resources (coal, wood, nickel) sector.





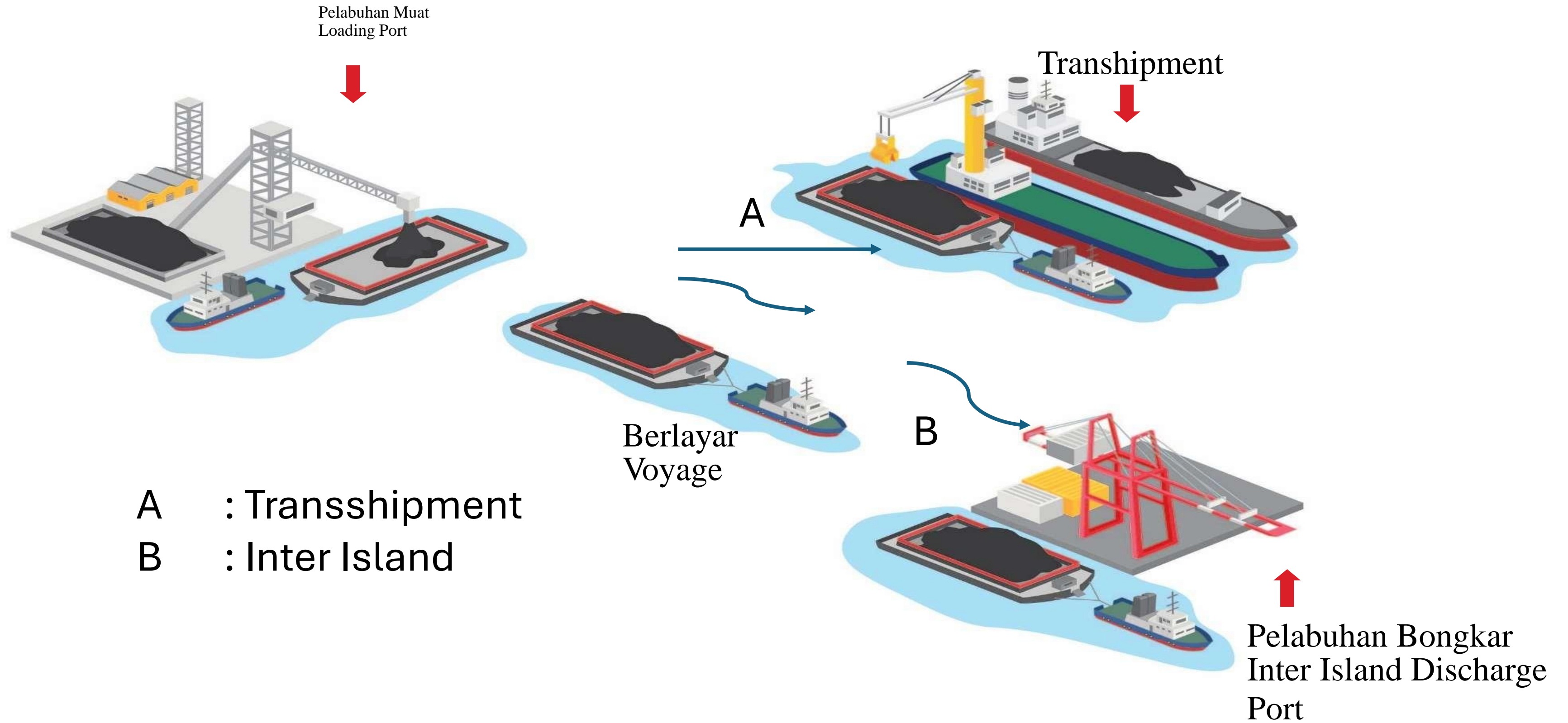
Barging

- **Our services on tug and barges including transshipment and long towing**
- **Our focus on dry bulk product ranging with main focus on coal**
- **We operates barge with specifications 300ft and 330ft**

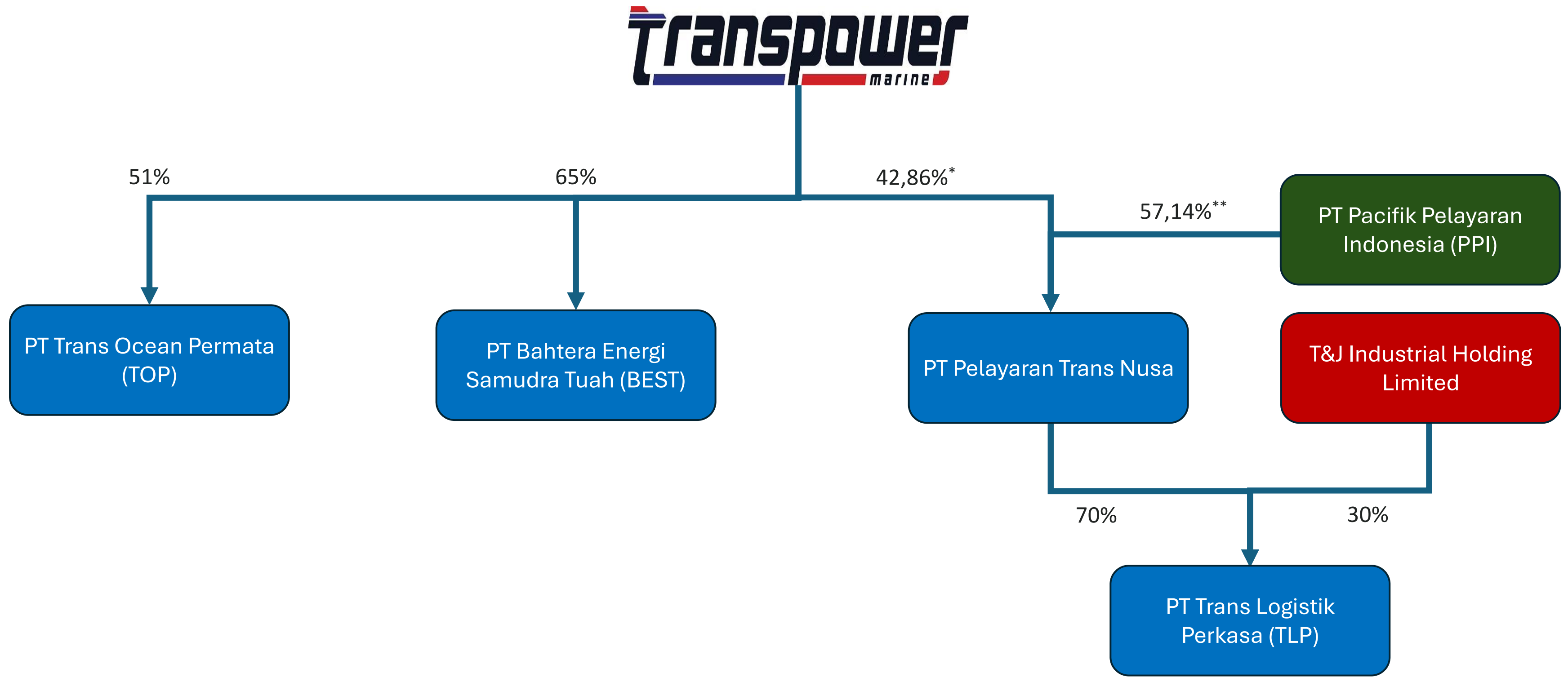


Floating Crane

- **Transport bulk commodities from loaded barges into mother vessel**
- **Our crane loading rate could reach 22,000 MT/day**







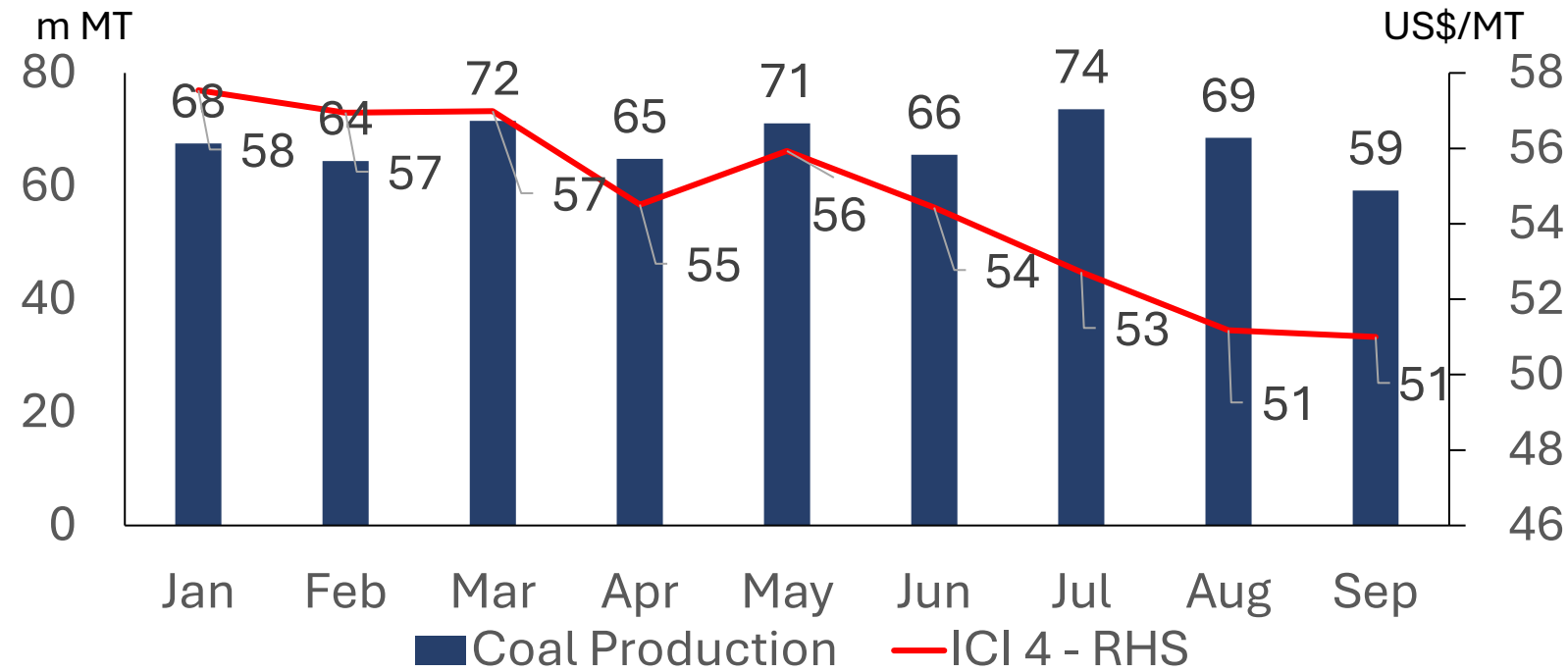
* TPMA indirectly owned 30% in TLP

** PPI indirectly owned 40% in TLP



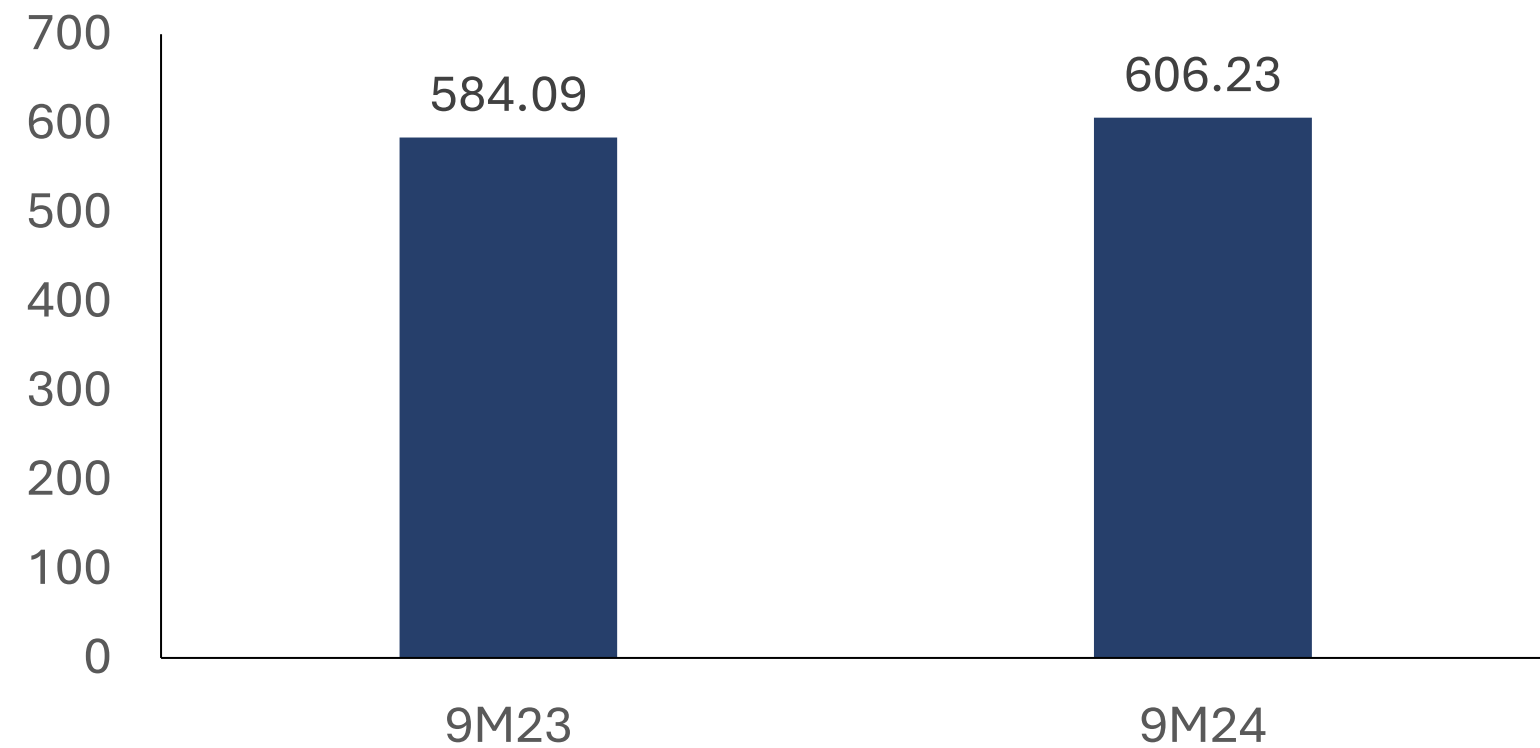
INDUSTRY OVERVIEW

Monthly Indonesia coal production



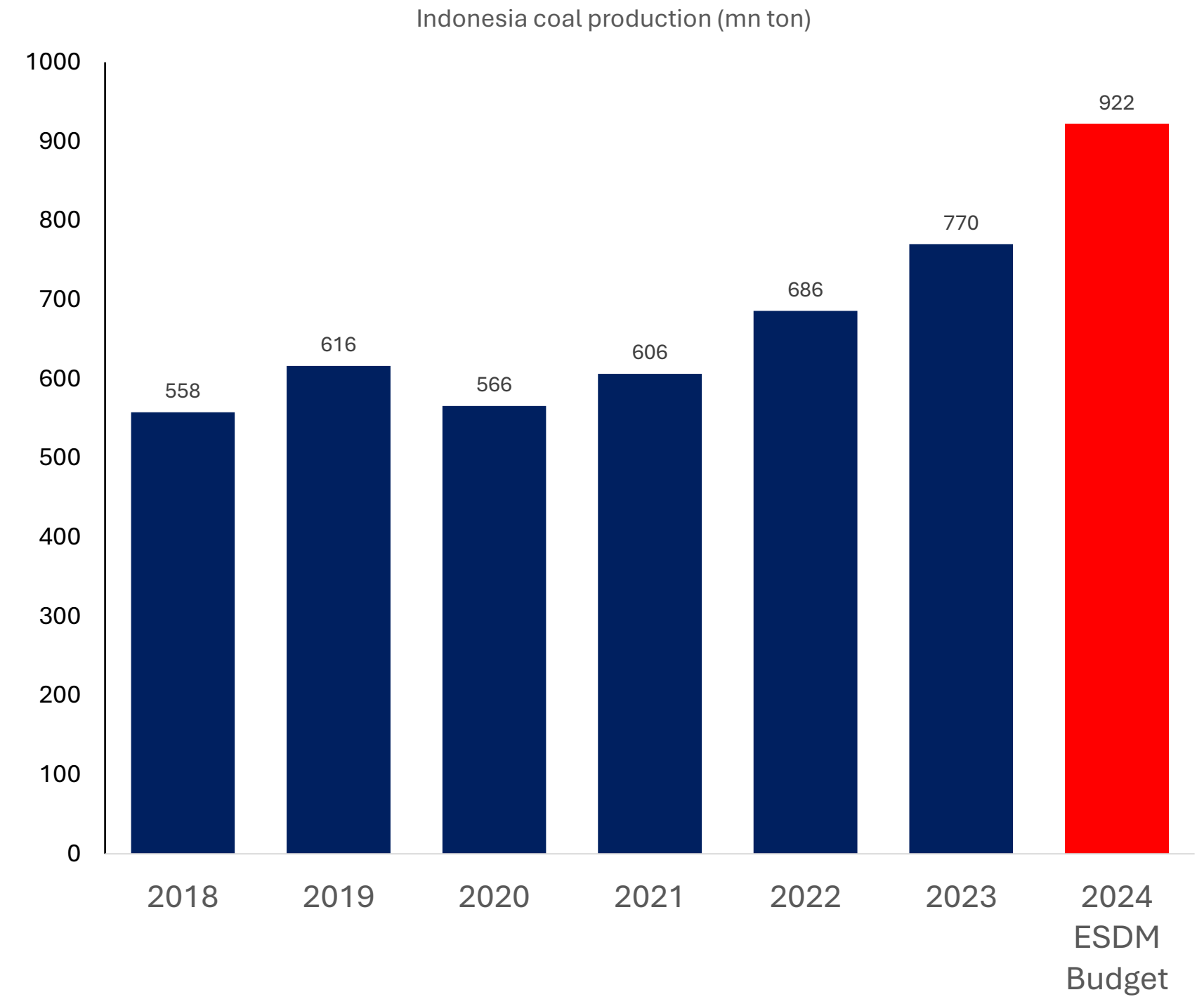
Source: Argus and Ministry of Energy and Mineral Resources

Coal Production (in m MT)



Source: MOEMR

Indonesia coal production – continuous growth



Source: Ministry of Energy and Mineral Resources



OPERATIONAL UPDATE

| | 3Q24 | | | Expected Delivery for FY24F | | |
|----------------|------|------|-----|-----------------------------|------|-----|
| | TPM | BEST | TLP | TPM | BEST | TLP |
| Tug boat | 42 | 35 | 52 | - | 3 | 6 |
| Barges | 37 | 30 | 44 | 3 | 2 | 9 |
| Floating Crane | 3 | - | - | 1 | - | - |
| Tanker | - | - | 1 | - | - | - |

| | YTD Confirmed Order for FY25F-26F | | | |
|----------------|-----------------------------------|------|-----|-----|
| | TPM | BEST | TLP | TOP |
| Tug boat | 6 | 4 | - | 6 |
| Barges | 6 | 4 | - | 6 |
| Floating Crane | - | - | - | 1 |
| Tanker | - | - | - | - |

This confirmed order may be increased if we can secure additional slots.

Note: BEST is 65% owned by TPM. TLP is effectively 30% owned by TPM. TOP is effectively 51% owned by TPM

Operational Segment

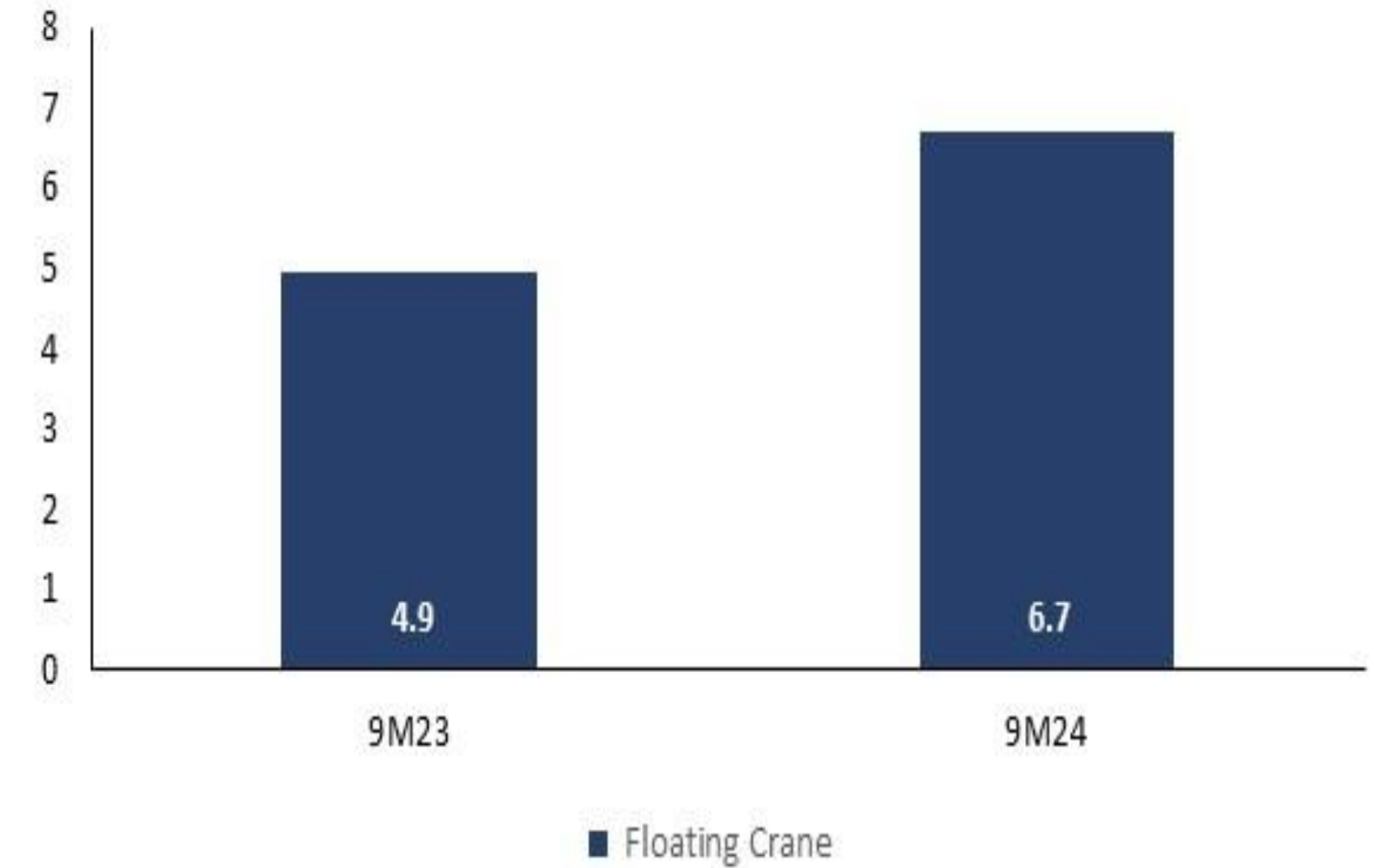
Barging volume in 9M24 vs. 9M23

in m MT



Floating Crane Volume in 9M24 vs. 9M23

in m MT



*9M23 and 9M24 figures are post consolidated with BEST

| in MT | 2021 | 2022 | 2023 | 9M24 |
|---------------------------|------|------|------|-------|
| TPMA Barging | 6.1 | 7.8 | 11.3 | 13.8* |
| Indonesia Coal Production | 606 | 686 | 770 | 606 |
| TPMA market share | 1.0% | 1.1% | 1.5% | 2.3% |

**9M24 figures is post consolidation with BEST*

Source: Company, Ministry of Energy and Mineral Resources

| | 2021 | 2022 | 2023 | 2024 | 9M23 | 9M24 |
|--------------------------------------|------|------|------|------|------|------|
| US Diesel Retail price (US\$/gal) | 3.3 | 5.0 | 4.2 | 4.0 | 4.2 | 3.8 |

Source: Bloomberg, Energy Information Administration



Financial Highlights

Key Financial Highlight

Total Revenue

US\$89.4 million

EBIT

US\$22.5 million

EBITDA

US\$40.8 million

Income from JV

US\$2.8 million

PATMI

US\$15.4m (TPM)

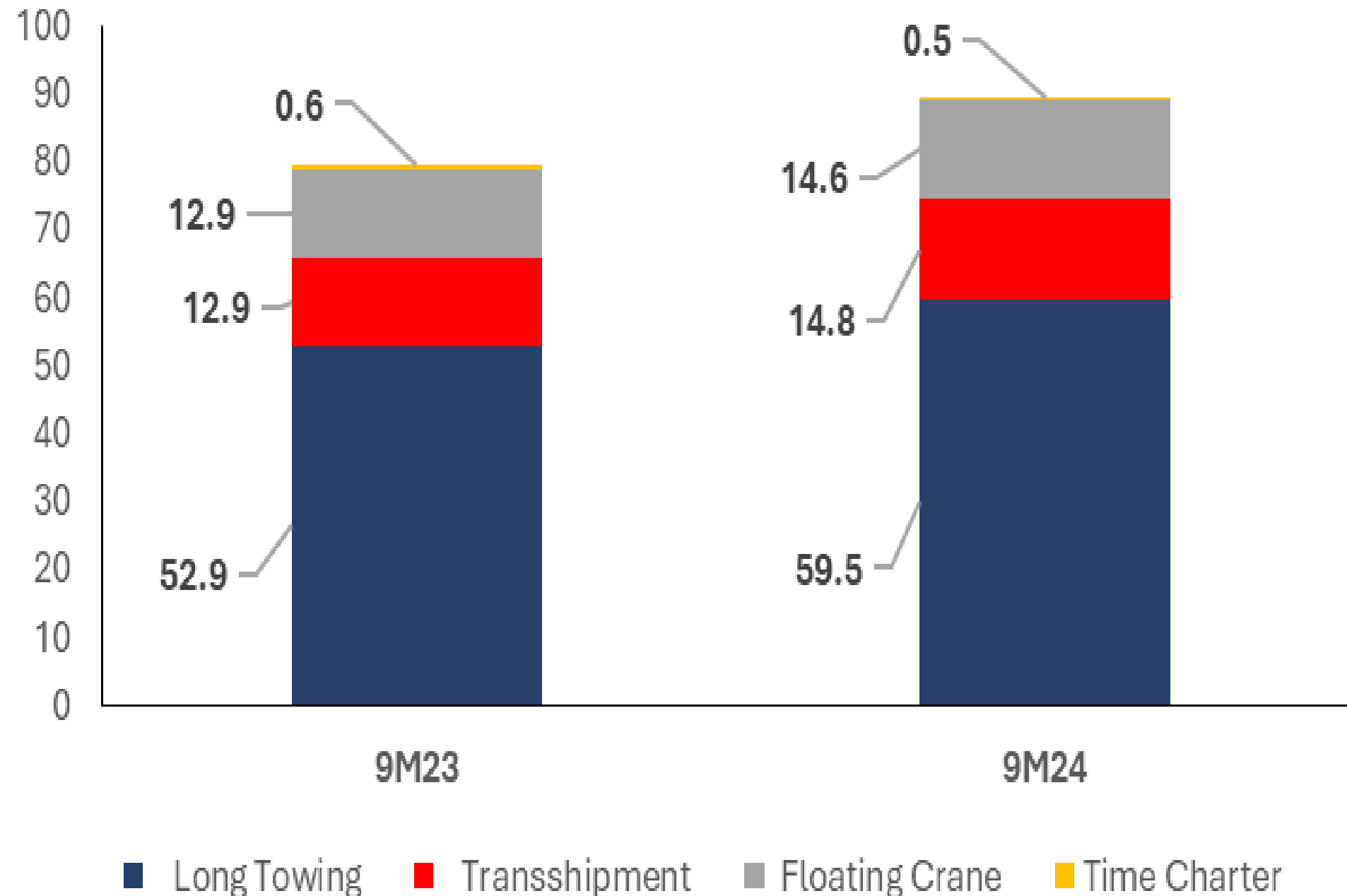
US\$2.2m (BEST)

Total Equity

US\$140 million

Revenue (consolidated)

in US\$m

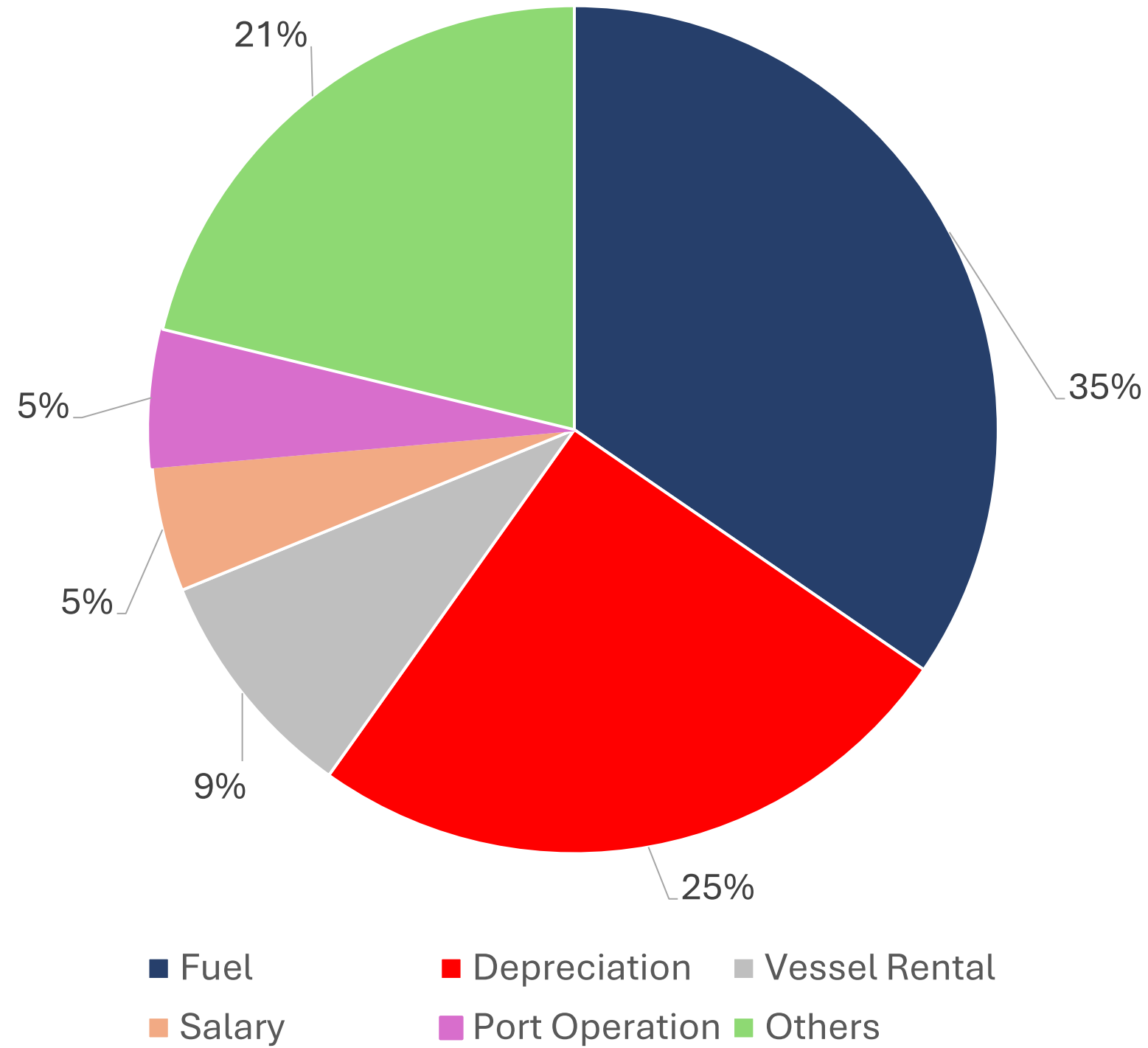


- 1) Post acquisition BEST, consolidated 9M24 revenue recorded at US\$89.4m (+13% yoy)
- 2) Both barging and floating crane segment are improved on year-on-year
- 3) Our subsidiaries able to secured shipment through voyage charter given their docking on their fleets

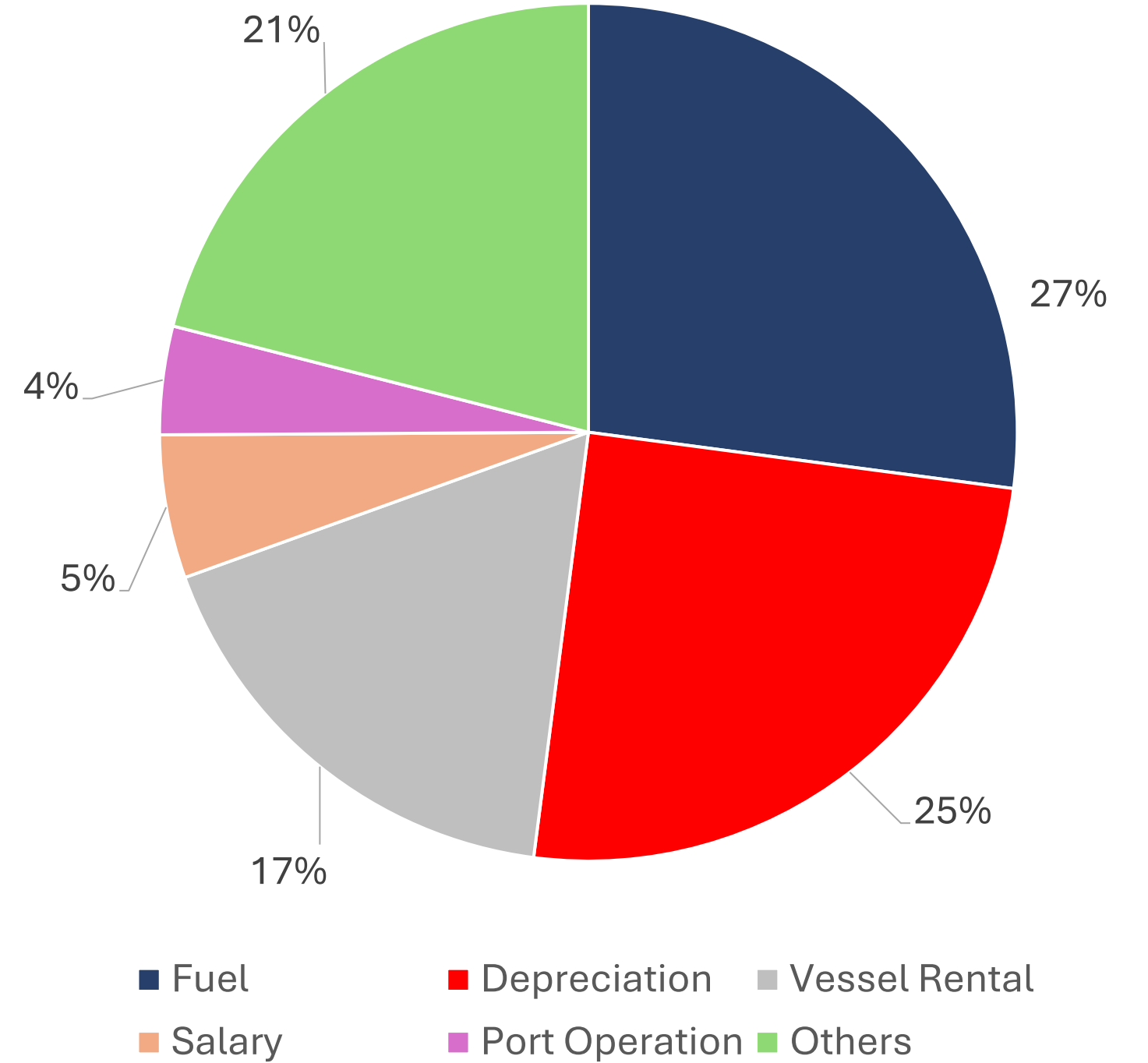
*9M23 and 9M24 figures are post consolidated with BEST

Direct Cost Breakdown

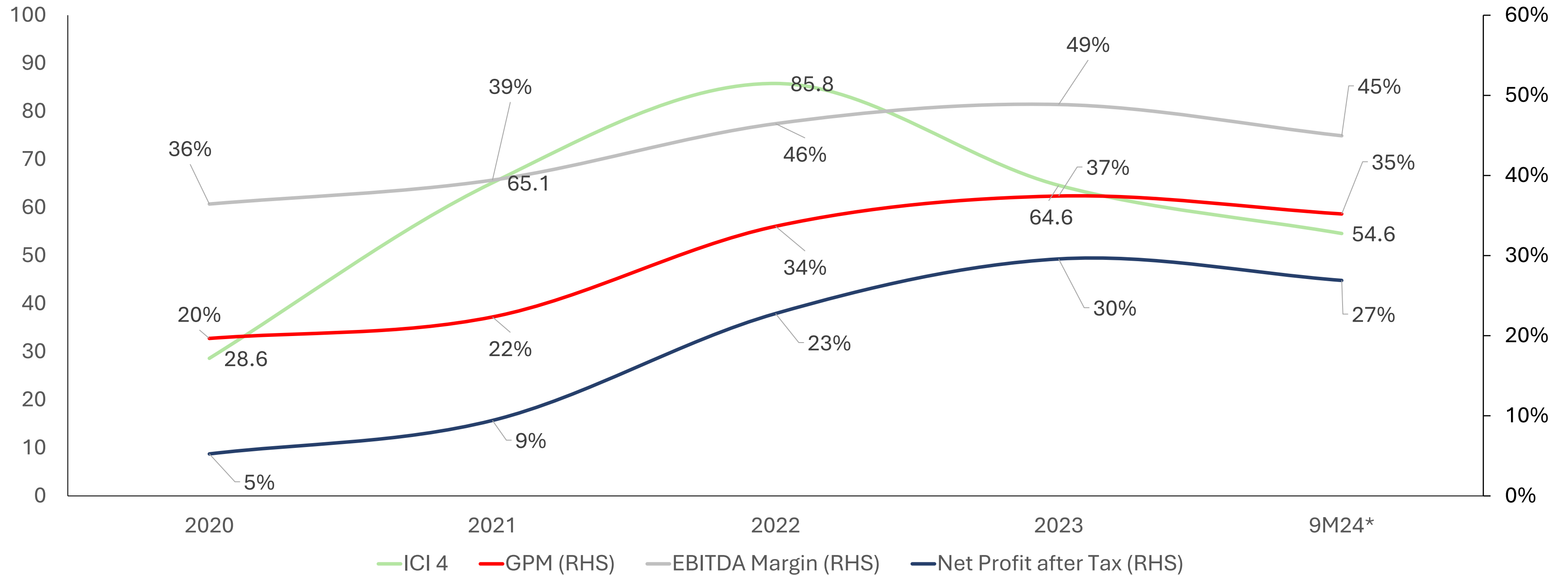
9M23



9M24



ICI 4 vs. profitability Margin



Source: Argus, Company Report

9M24 figures are post consolidated with BEST

EPS still recorded positive growth post right issue

USD 0.0022



1Q24

USD 0.0017



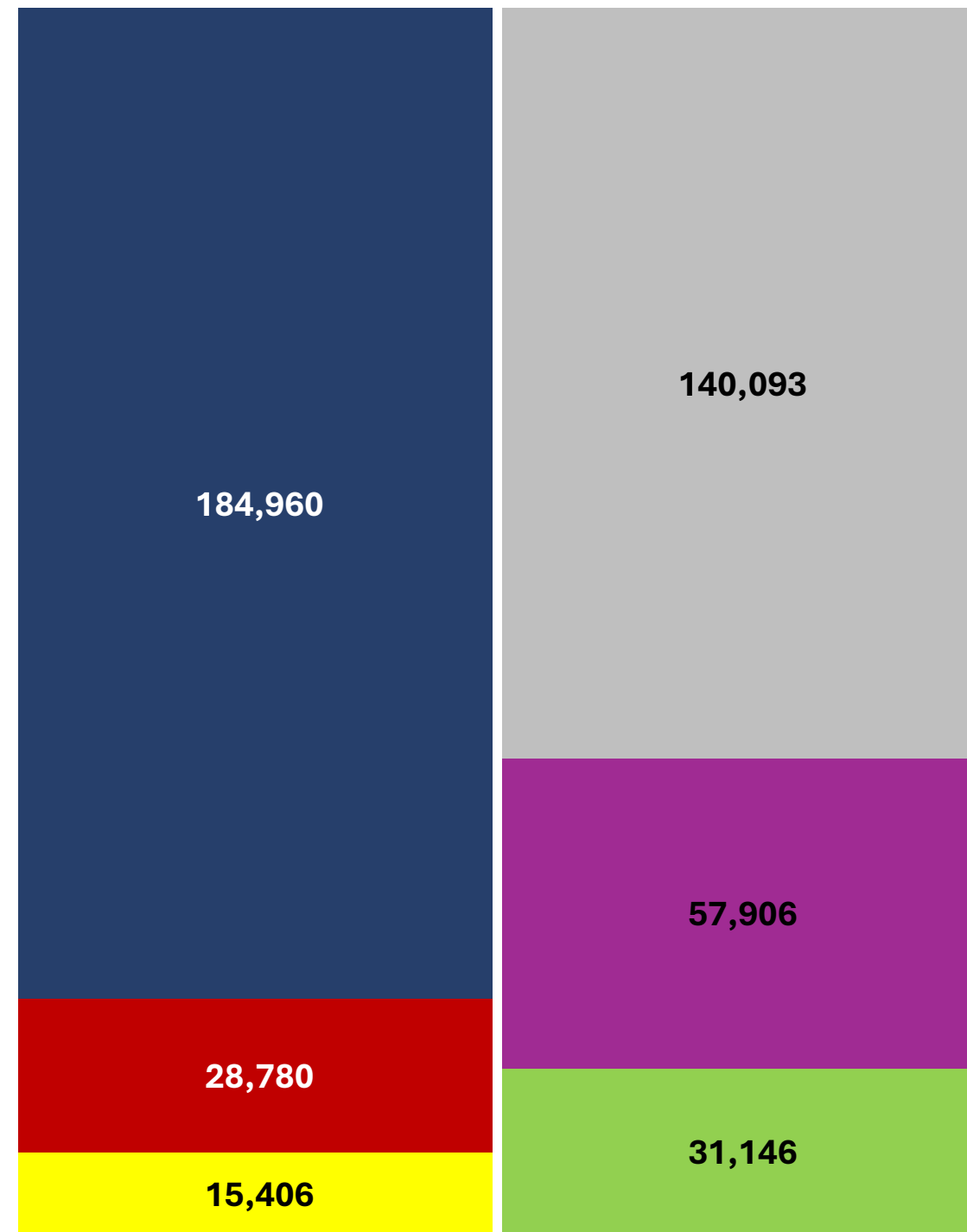
2Q24

USD 0.0019



3Q24

| | 1Q24 | 2Q24 | 3Q24 |
|----------------------------------|---------------|---------------|---------------|
| Profit for the period (in \$) | 5,710,227 | 4,964,089 | 6,973,247 |
| Weghted-average number of shares | 2,628,604,258 | 2,721,972,007 | 3,066,809,451 |



- Cash & equivalent
- Curr. Asset - excl. cash
- Non-curr. Asset
- Curr. Liabilities
- Non-curr. Liabilities
- Equity

| | FY23 (restated) | 3Q24 |
|----------------|--------------------|-------|
| Debt to Equity | 0.36x | 0.50x |
| Net Gearing | 0.24x | 0.39x |

| Financial Year | Type | Rp / sh | DPR | Div Yield (As of ex-date) |
|----------------|---------|---------|------|------------------------------|
| 2013 | Final | 11 | 30% | 3.1% |
| 2016 | Final | 4 | 52% | 1.8% |
| 2017 | Final | 12 | 48% | 5.8% |
| 2018 | Final | 26.6 | 64% | 8.6% |
| 2019 | Final | 23.5 | 50% | 6.0% |
| 2020 | Final | 22 | 184% | 2.6% |
| 2021 | Final | 12 | 54% | 3.3% |
| 2022 | Final | 60 | 75% | 13.7% |
| 2023 | Interim | 30 | 26% | 4.5% |
| 2023 | Final | 45 | 39% | 7.0% |



Thank You!

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Appendix

| | Restated | | | Comments |
|-------------------------------------|---------------|---------------|------------|---|
| | 9M23 | 9M24 | % YoY | |
| Revenue | 79,254 | 89,388 | 13% | 9M24 revenue includes consolidation with BEST, resulting in a 13% year-on-year increase in revenue |
| <i>Tug and Barges</i> | 65,802 | 74,337 | 13% | |
| <i>Floating Crane</i> | 12,898 | 14,583 | 13% | |
| <i>Time Charter</i> | 554 | 468 | | |
| COGS | (46,473) | (57,928) | 25% | Higher COGS arise from increased voyage charters |
| Gross Profit | 32,780 | 31,460 | -4% | |
| <i>% GPM</i> | 41% | 35% | -617bps | |
| General and Administrative Expenses | (6,090) | (6,017) | -1% | |
| EBIT | 26,690 | 25,442 | -5% | |
| <i>% EBIT Margin</i> | 34% | 28% | -521bps | |
| EBITDA | 38,721 | 40,184 | 4% | |
| <i>% EBITDA Margin</i> | 49% | 45% | -390bps | |
| Finance Cost - gross | (1,558) | (2,859) | 84% | Higher finance costs are due to the addition of new fleets in 2024 |
| Gain (Loss) on FX | 78 | (512) | N.M. | |
| Gain (Loss) on associate entity | 940 | 2,834 | N.M. | |
| Other gains and losses | 122 | 211 | N.M. | |
| PBT | 26,272 | 25,117 | -4% | |
| Tax | (951) | (1,073) | 13% | |
| NPAT | 25,321 | 24,044 | -5% | |
| <i>Effect on Proforma</i> | (7,908) | (3,394) | | A solid PATMI growth of 34% year-on-year was achieved following the consolidation with BEST |
| <i>Minority Interest</i> | 4,258 | 3,003 | | |
| PATMI | 13,155 | 17,648 | 34% | |