



PT. Trans Power Marine Tbk



Investor Update – 1Q2023

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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.



- 1Q2023 sales volume increased by 36% to 4.6 mio MT in 1Q2023 from 3.4 mio MT in 1Q2022.
- Revenues increased by 39% to 17.0 mio in 1Q2023 from 12.3 mio in 1Q2022 that was driven by the increment of volume & price.
- Net Income increase by 156% from US\$1.9 mio in 1Q2022 to US\$4.9 mio in 1Q2023.
- EBITDA increased by 57% from US\$5.2 mio in 1Q2022 to US\$8.2 mio in 1Q2023.

US Dollars In (000)		
DESCRIPTION	1Q2023	FY2022
Cash in Bank	22,372	15,499
Total Asset	111,656	107,382
Loan	10,470	11,498
Equity	93,705	88,831

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 'Wedha 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.



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Kapal Tunda | Tug Boats

Kapal ini digunakan untuk pengangkutan komoditas curah.



33

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 :

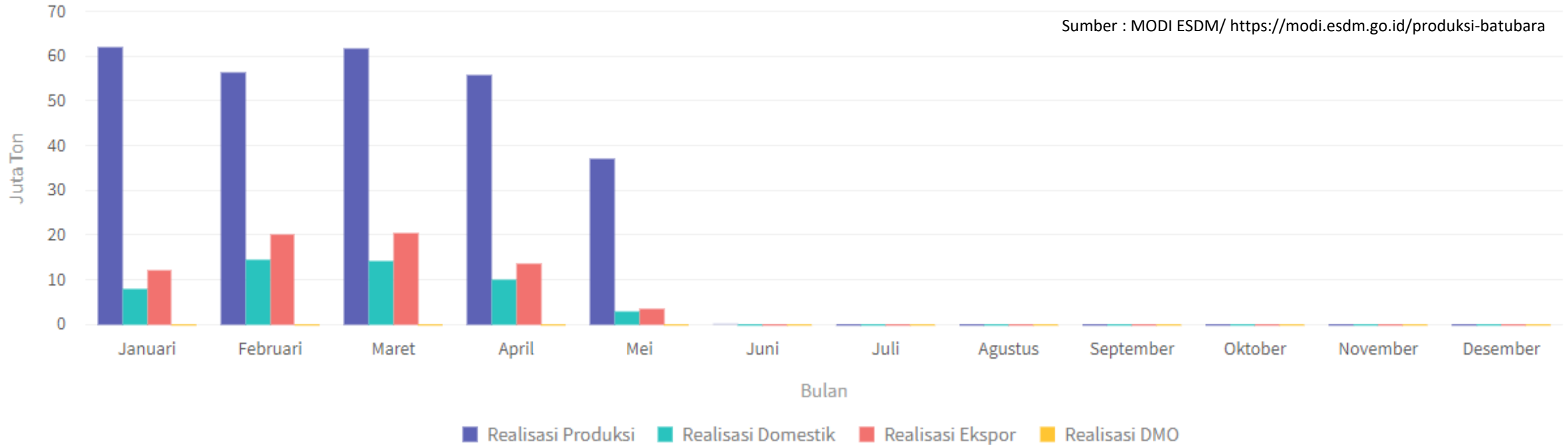
- 5 set untuk Perseroan
- 20 set untuk PT Trans Logistik Perkasa (anak perusahaan)





Realisasi Produksi & Penjualan Batubara 2023

Sumber : MODI ESDM/ <https://modi.esdm.go.id/produksi-batubara>



Y 2023		
	TARGET (million tons)	REALIZATION (million tons)
Production	694.50	273.70
Domestic	-	50.00
Export	460.00	70.09
DMO	-	-

Realization up to date 2023 – 05 – 26,
equal to 39.40% from Target

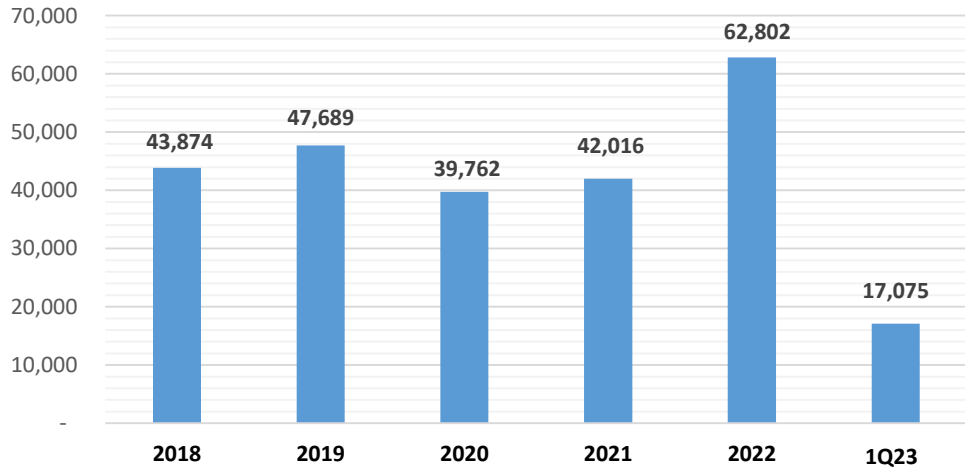


Profit and Loss Statement

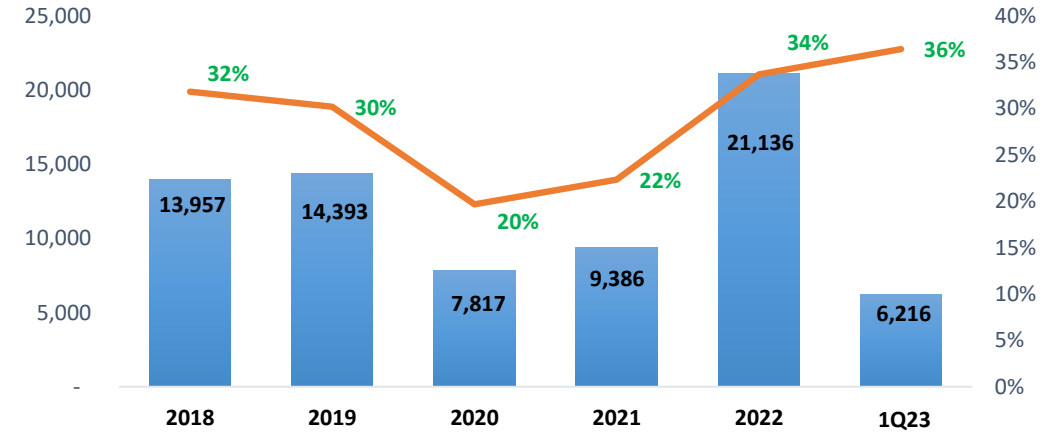
FINANCIAL (US \$ IN 000)	1Q2023	1Q20222	Change
Revenue	17,075	12,305	39%
Direct Cost	10,860	9,001	21%
Gross Profit	6,215	3,304	88%
GA Expense	1,169	927	26%
Operating Income	5,046	2,377	112%
Net Income	4,874	1,906	156%
EBITDA	8,176	5,232	56%
EBITDA in %	48%	43%	



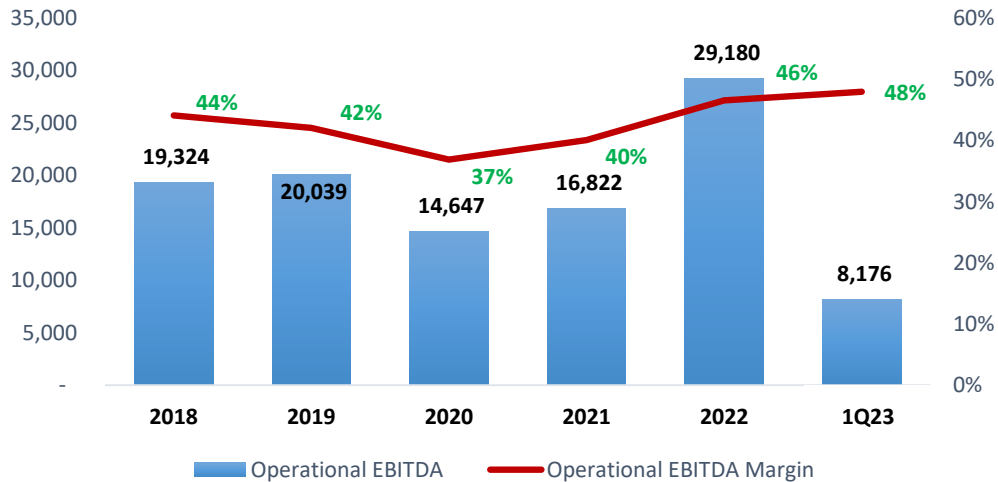
Revenue



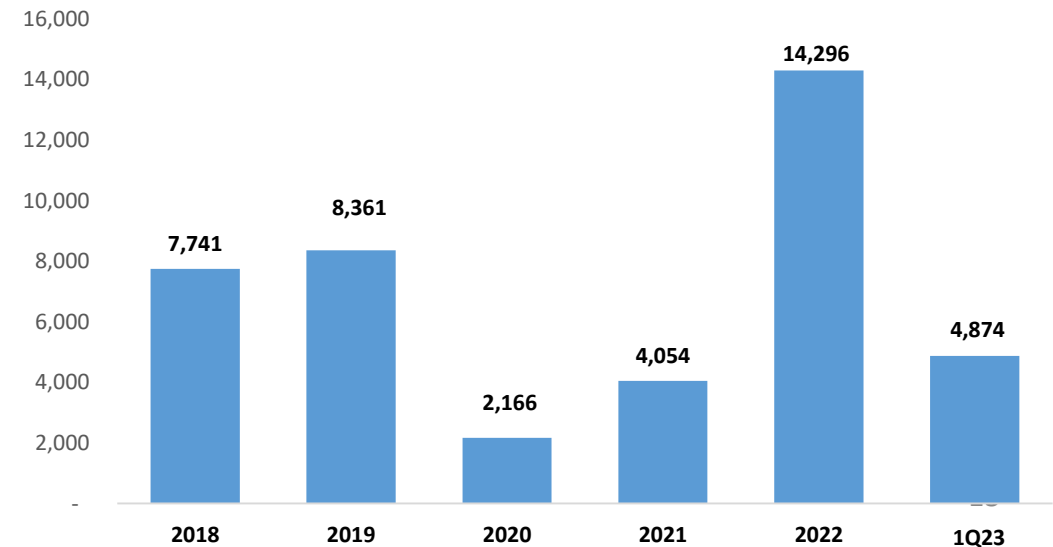
Gross Profit & Margin



Operational EBITDA



NPAT



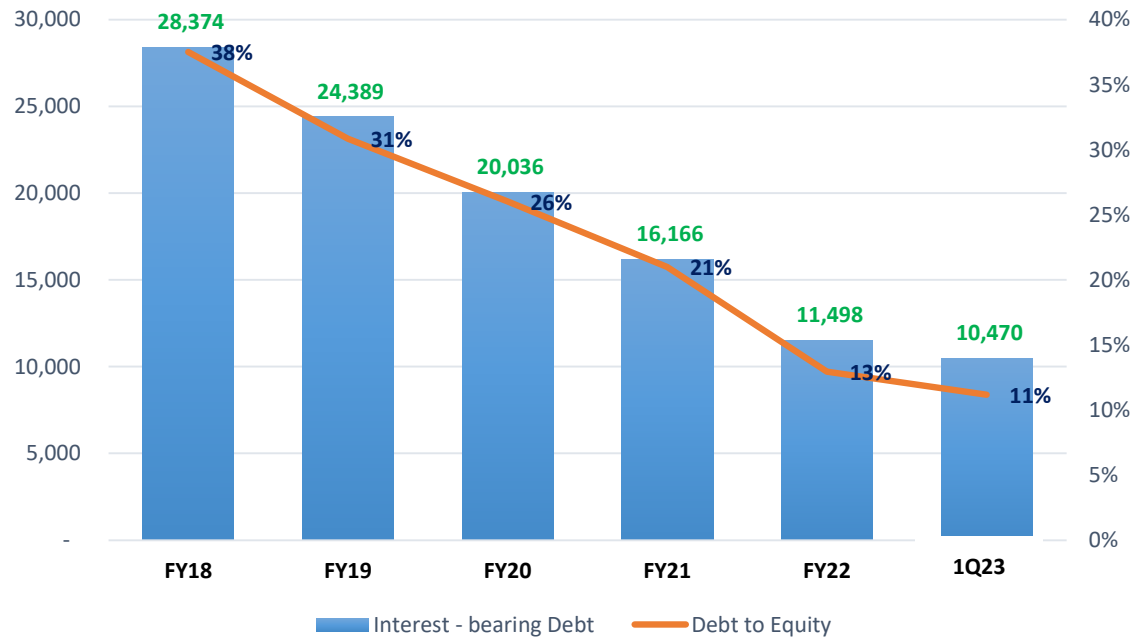
Balance Sheet - (US \$ in 000)

ASSETS	1Q23	FY22	LIABILITIES AND EQUITY	1Q23	FY22
CURRENT ASSETS			CURRENT LIABILITIES		
Cash on hand and in banks	22,372	15,499	Short term bank loans	6,098	6,094
Trade Receivables :			Trade Payable-third parties	5,067	5,569
3rd parties	8,083	9,393	Others payable - third parties	3	2
Related parties	121	58	Taxes payable	121	180
Other Receivables - 3rd parties	107	180	Accrued expenses	1,442	542
Inventory	660	908	Lease liabilities	76	108
Prepaid taxes	-	79	Current portion of long term debts	3,042	3,433
Prepayment	1,049	336	Total current liabilities	15,849	15,928
Total Current assets	32,392	26,453			
NON-CURRENT ASSETS			NON-CURRENT LIABILITIES		
Investment in share	4,302	4,141	Long term portion of long ter debts	1,330	1,971
Vessel and equipment	68,286	71,476	Employee benefits liabilities	771	652
Right-of-use asset – net	82	117	Total Non-current liabilities	2,101	2,623
Advance of purchase vessel and equipment	6,440	5,044			
Others assets	154	151	TOTAL LIABILITIES	17,950	18,551
Total Non-Current assets	79,264	80,929	EQUITY		
			Capital stock	28,298	28,298
			Additional paid in capital	4,926	4,926
			Treasury Stocks	- 127	- 127
			Retained earning:		
			Appropriated	320	320
			Unappropriated	60,289	55,414
			TOTAL EQUITY	93,706	88,831
TOTAL ASSETS	111,656	107,382	TOTAL LIABILITIES & EQUITY	111,656	107,382

Cash Balance of \$22.3 Million
Debt to Equity Ratio at 11%, Net Cash to Equity 24%

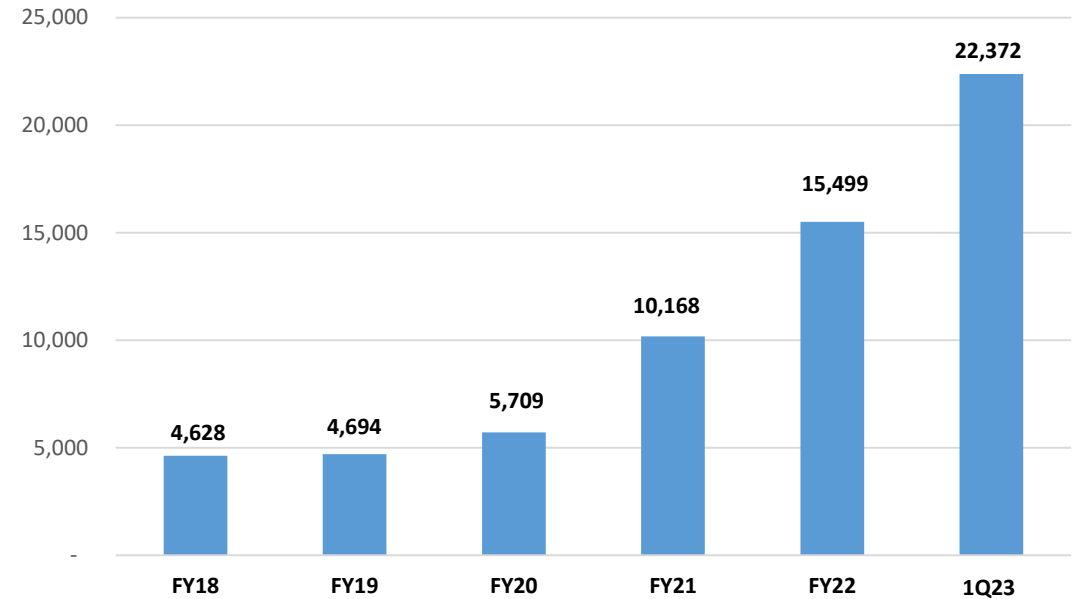
Debt to Equity Ratio

US\$ in 000



Cash Balance

US\$ in 000



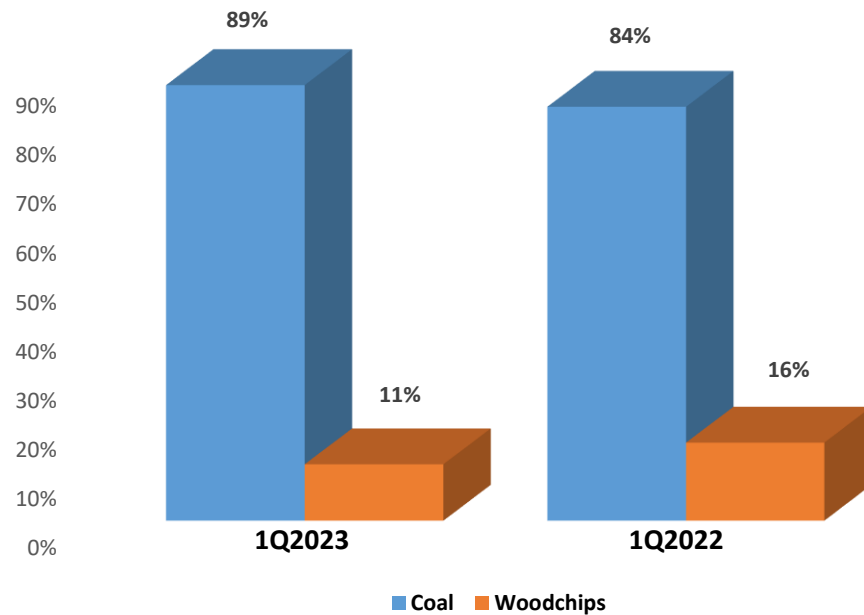
Revenue per Service

Description	1Q2023			1Q2022		
	Volume	Amount	% to rev	Volume	Amount	% to rev
Barging:						
LT	446	7,927	46%	603	6,751	55%
Transshipment	2,065	3,983	24%	987	1,947	16%
FC - Transshipment	2,119	5,165	30%	1,814	3,607	29%
TOTAL	4,630	17,075	100%	3,404	12,305	100%

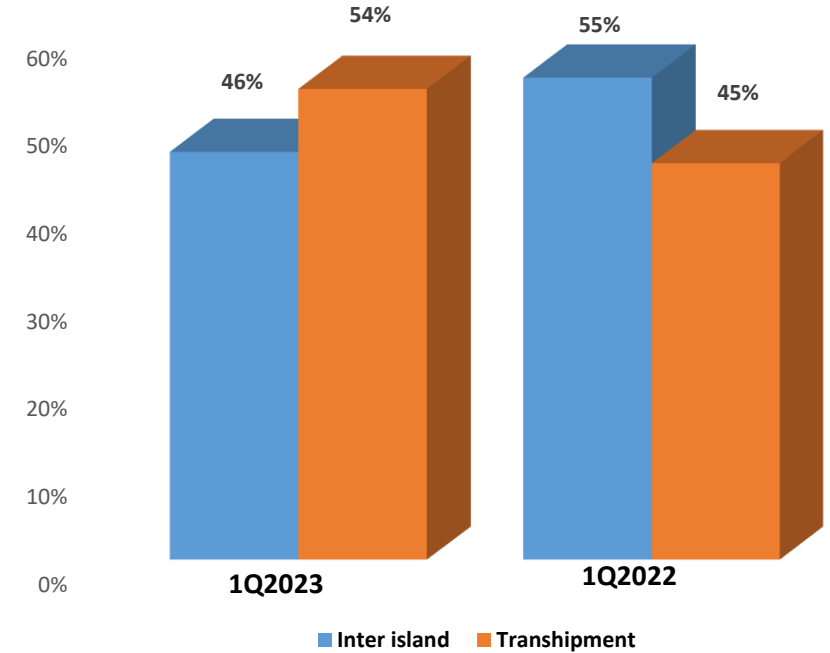
Revenue per Product

Description	1Q2023			1Q2022		
	Volume	Amount	% to rev	Volume	Amount	% to rev
Coal	4,338	15,116	89%	3,202	10,351	84%
Woodchips	292	1,959	11%	202	1,954	16%
TOTAL	4,630	17,075	100%	3,404	12,305	100%

Revenue per Product



Revenue per Service





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

