



PT. Trans Power Marine Tbk



Investor Update – 1H2023

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Brief History

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.



- 1H2023 sales volume increased by 8% to 8.1 mio MT in 1H2023 from 7.5 mio MT in 1H2022.
- Revenues increased by 13% to 32.4 mio in 1H2023 from 28.8 mio in 1H2022 that was driven by the increment of volume and sales price.
- Net Income increase by 53% from US\$5.9 mio in 1H2022 to US\$9.1 mio in 1H2023.
- EBITDA increased by 18% from US\$12.9 mio in 1H2022 to US\$15.2 mio in 1H2023.

US Dollars In (000)		
DESCRIPTION	1H2023	FY2022
Cash in Bank	17,661	15,499
Total Asset	110,775	107,382
Loan	16,620	11,498
Equity	87,118	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 '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)

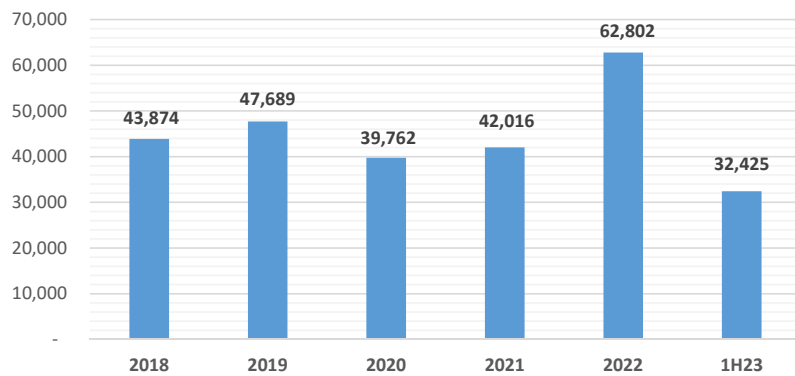




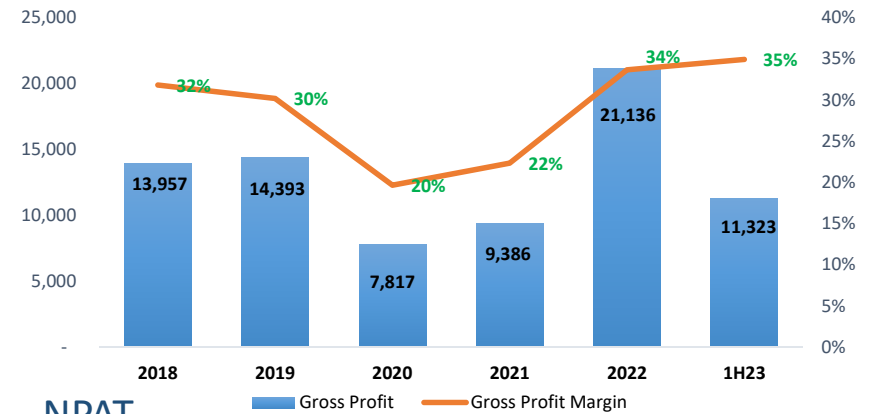


1H2023 P & L - (US \$ in 000)

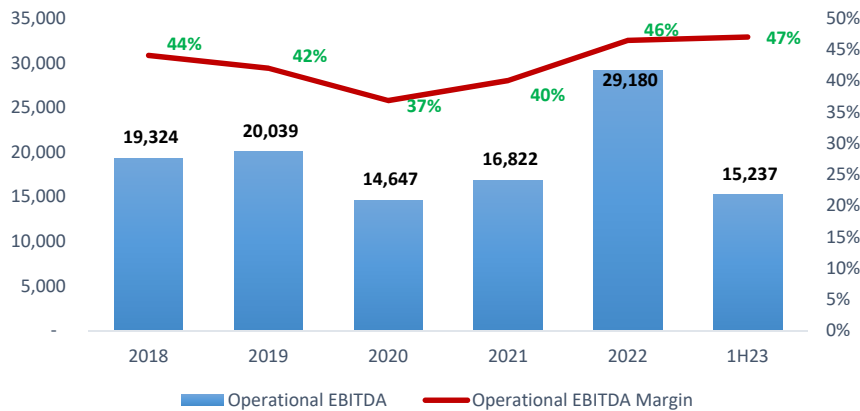
Revenue



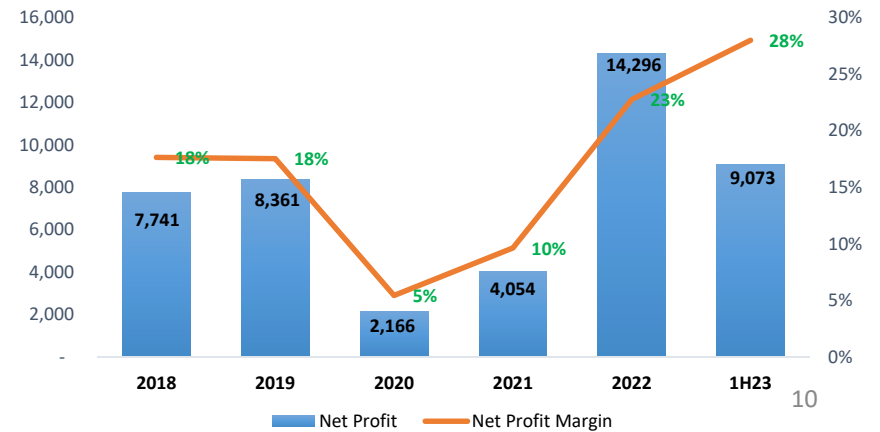
Gross Profit & Margin



Operational EBITDA

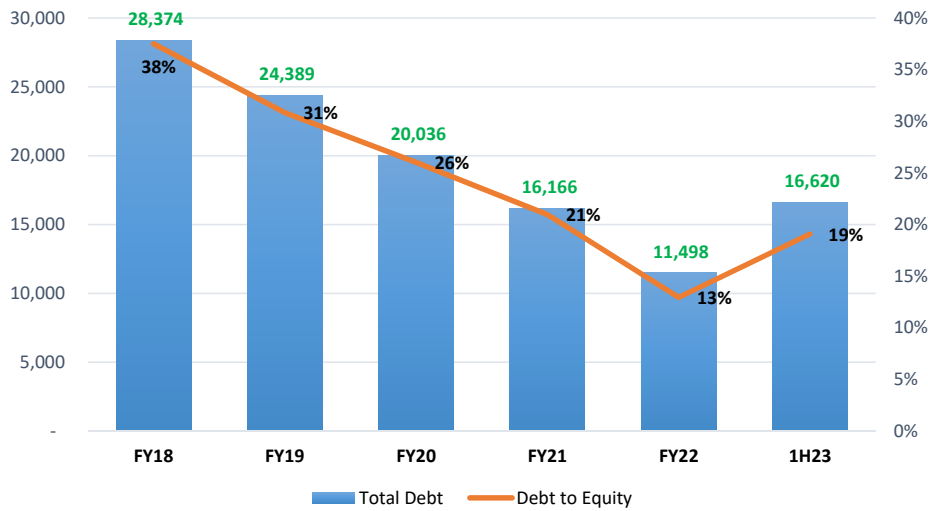


NPAT

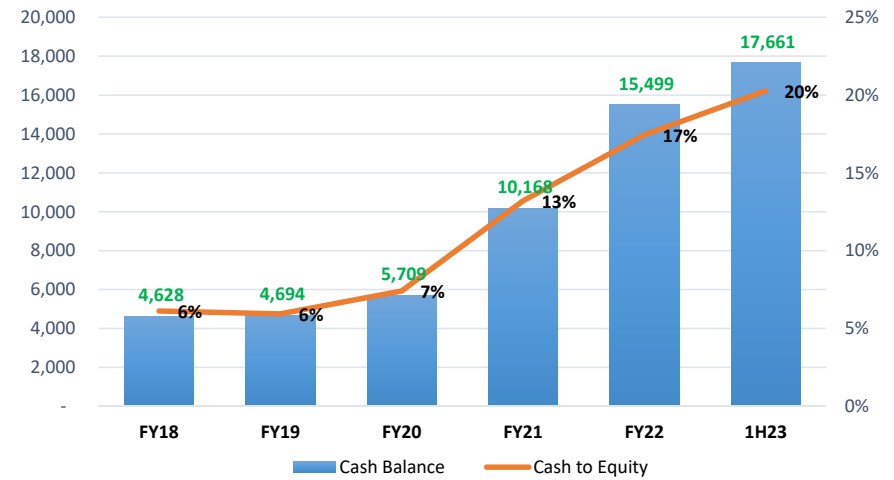


Cash Balance of \$17.7 Million
Debt to Equity Ratio at 19%, Cash to Equity 20%

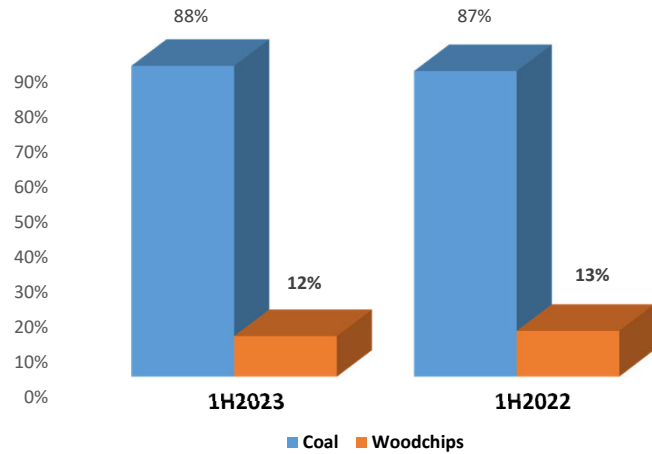
Total Debt and Debt to Equity Ratio US\$ in 000



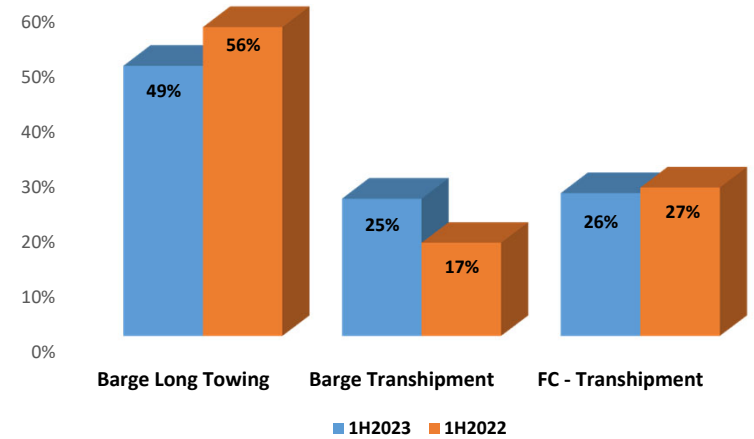
Cash Balance and Cash to Equity Ratio US\$ in 000



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

