

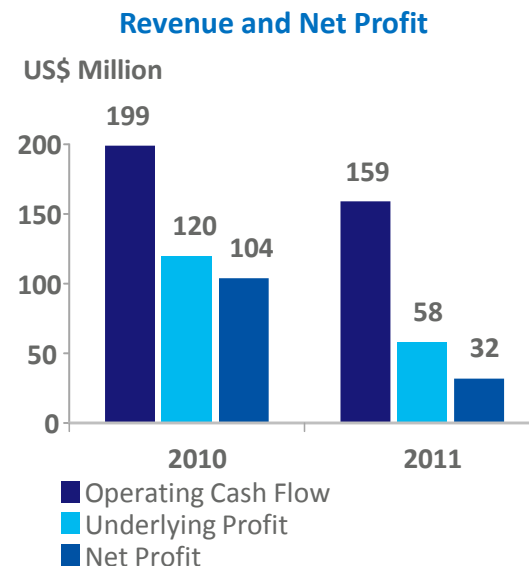


**B Pacific Basin**

**ANNUAL RESULTS 2011**

## 2011 Annual Results – Group Highlights

<b>Net Profit</b>	<b>US\$32m</b>	<b>↓ 69.3%</b>
<b>Underlying Profit</b>	<b>US\$58m</b>	<b>↓ 52.0%</b>
<b>Operating Cash Flow</b>	<b>US\$159m</b>	<b>↓ 19.7%</b>
<b>Cash Position</b>	<b>US\$618m</b>	<b>↓ 12.1%</b>
<b>Earnings per Share</b>	<b>HK¢ 13</b>	<b>↓ 69.0%</b>
<b>Dividend per Share</b> Proposed final dividend HK¢ 5	<b>HK¢ 10</b>	<b>↓ 53.5%</b>



- Group results were impacted by:
  - Weaker Handysize spot rates driving 19% decrease in our Handysize earnings
  - Strong contribution of US\$15m from PB Towage on improved towage markets
  - US\$80m impairment of RoRo investment \*
  - US\$56m profit on sale of a non-core asset (Green Dragon Gas) \*
- Fully funded vessel capital commitments of US\$322m, predominately in dry bulk vessels
- Balance sheet retains substantial buying power with US\$618m cash and low 10.5% group net gearing

# Pacific Basin Dry Bulk – 2011 performance

## Handysize

- Handysize daily rate of US\$13,530 (-19% YOY)
- Outperformed the deteriorating spot market by 35%

## Handymax

- Handymax daily rate of US\$15,090 (-33% YOY)
- Outperformed the spot market by 10%
- Disappointing results due to reliance on relatively expensive short term chartered ships and repositioning costs

## Post-Panamax

- 2 Post-Panamax ships commenced profitable charters (10 & 15 years)

## Other highlights

- 14 dry bulk offices across 6 continents - New offices in Stamford and Durban boost our growing Atlantic platform
- Increased efficiency through:
  - new maritime operating system and
  - “Right Speed Programme” for significant fuel savings

<b>Dry Bulk net profit</b>	<b>US\$81.4m</b>
Handysize	US\$89.8m
Handymax	US\$(8.4)m
<b>Operating cash flow</b>	<b>US\$138m</b>
<b>Return on net assets</b>	<b>11%</b>

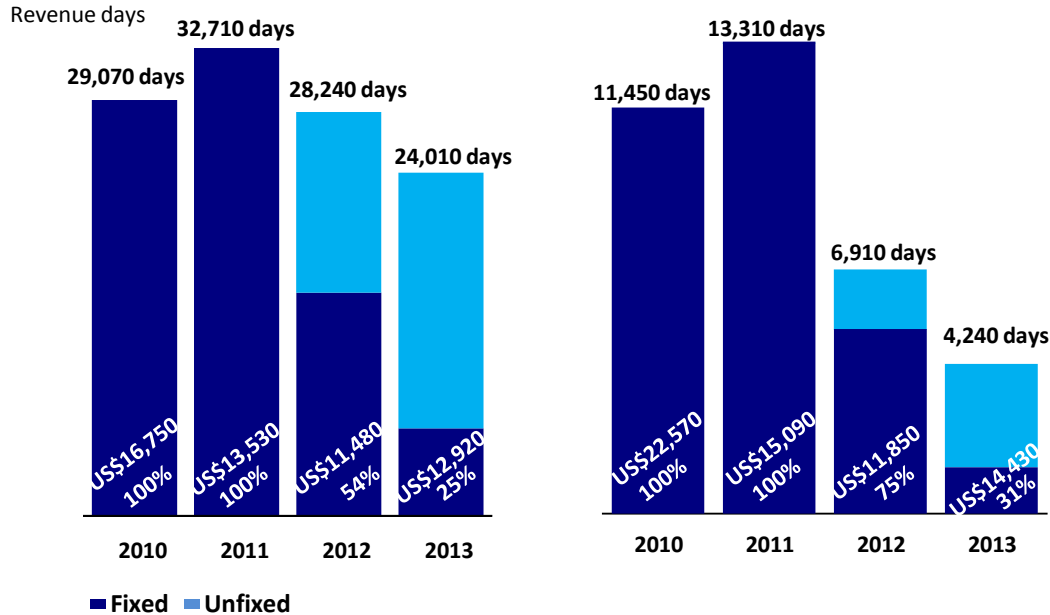


# Pacific Basin Dry Bulk - Earnings Coverage

As at 27 Feb 2012

## Handysize

## Handymax



## Pacific Basin Dry Bulk Fleet: 169

at 23 Feb 2012

	Owned		Chartered		Total
	On the water	NB	On the water	NB	
Handysize	30	8	77	7	122
Handymax	3	6	34	2	45
Post-Pmax	1	0	1	0	2
<b>Total</b>	<b>34</b>	<b>14</b>	<b>112</b>	<b>9</b>	<b>169</b>

Average Age of our core fleet: 6.5 years old

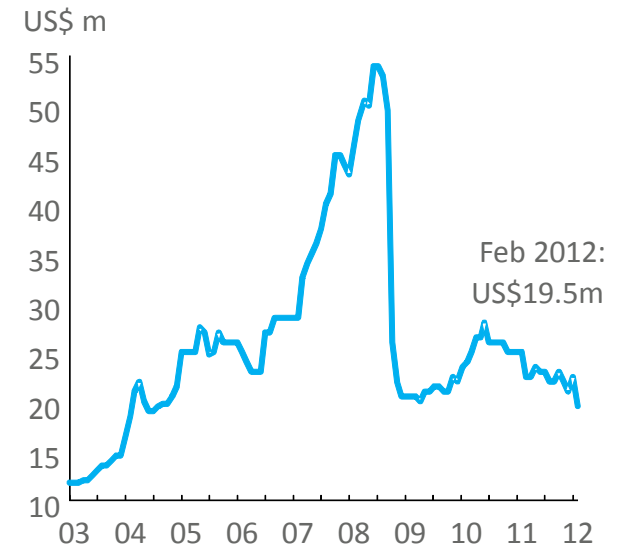
# Dry Bulk Market Information

- Handysize and Handymax remained relatively flat - down 36% overall on 2010
- Poor start to 2011 and 2012:
  - Traditional rush of newbuilding deliveries
  - Seasonal demand disruptions in influential dry bulk trade areas  
e.g. Indian monsoons, heavy rain in Brazil, cyclones in Australia, Chinese New Year / winter
  - Secondhand values continue to fall

**Baltic Dry Index (BDI) versus  
Baltic Handysize Index (BHSI) & Baltic Capesize Index (BCI)**

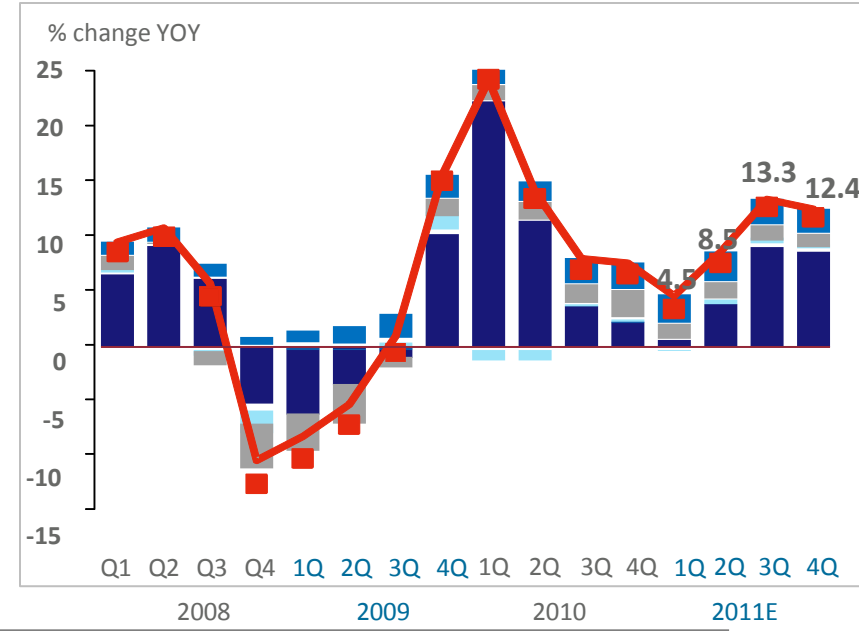
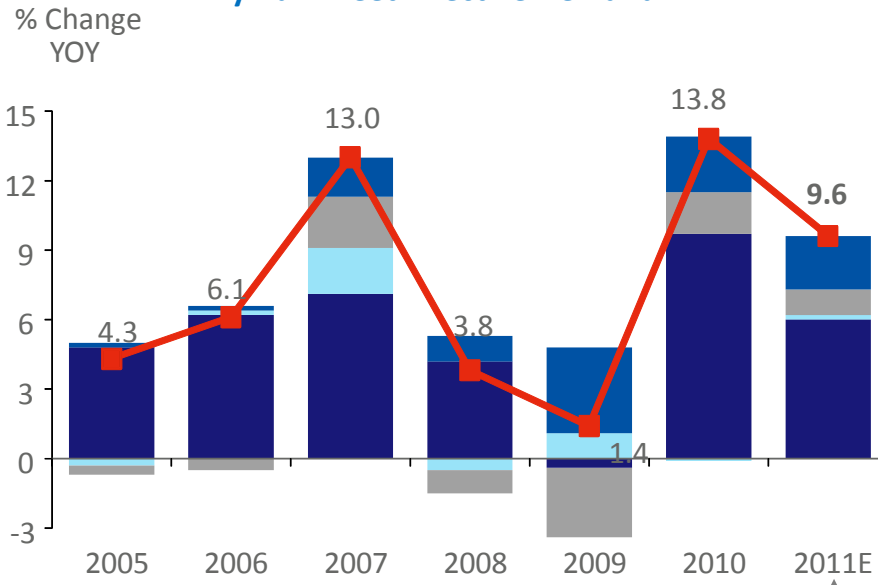


**Secondhand Handysize Vessel Values  
(5 year old 32,000 Dwt)**



# Dry Bulk Demand

## Dry Bulk Fleet Effective Demand



- China coastal cargo, off-hire & ballast effect
- Congestion effect
- Tonne-mile effect
- International cargo volumes
- Net demand growth

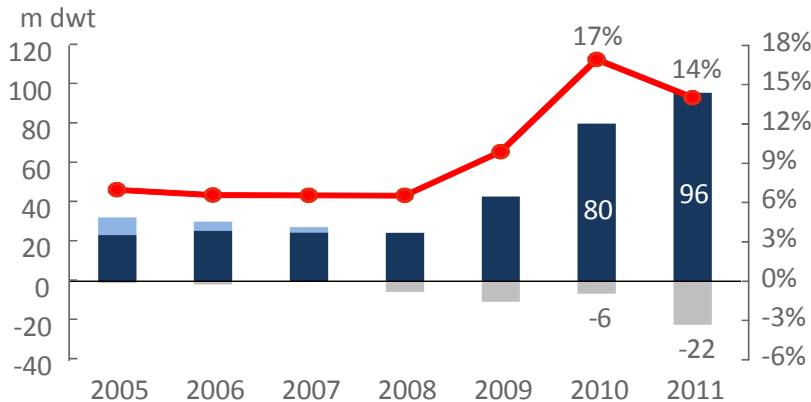
- 10% increase in 2011 dry bulk demand\* reflecting relatively healthy state of activity, albeit offset by excessive expansion of supply
- China dry bulk net imports represent 28% of global dry bulk trade:  
Forestry products ↑37%; Bauxite ↑49%; Nickel ↑92%; Coal ↑10%; Ore: ↑11%
- India: reduced ore exports drove tonne-mile demand with more sourced from further afield; coal imports increased 11% and log imports from New Zealand grew >30%

# Global Dry Bulk Fleet Development

- Dry bulk capacity expanded 14% net YOY – driven by 96m tonnes of new deliveries
- 30% delivery shortfall against scheduled orderbook
- Heavy influx of newbuildings was moderated by record-high scrapping
- Handysize fleet grew 7% net YOY
- 33% of Handysize fleet is over 25 years old

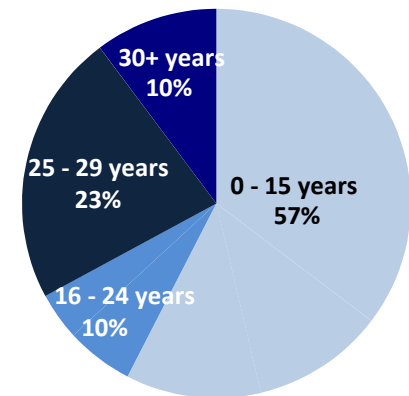
m dwt	Dry Bulk	Handysize
2010	6.4	1.4
2011	22.0	3.4
2012 YTD	3.6	0.8

## Global Dry Bulk Fleet Development



## Handysize Age Profile (25,000-39,999 dwt)

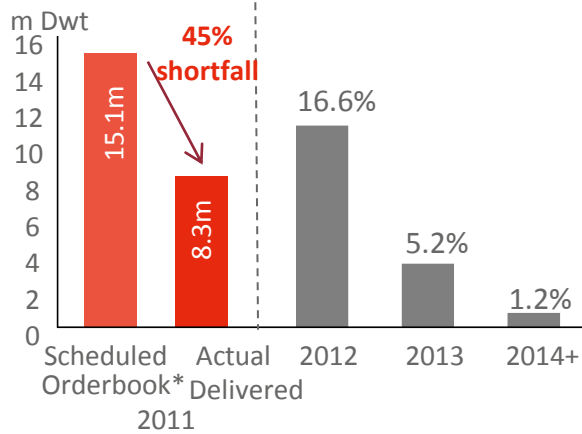
2,091 vessels (66.8m dwt)



# Dry Bulk Orderbook

## Handysize Orderbook

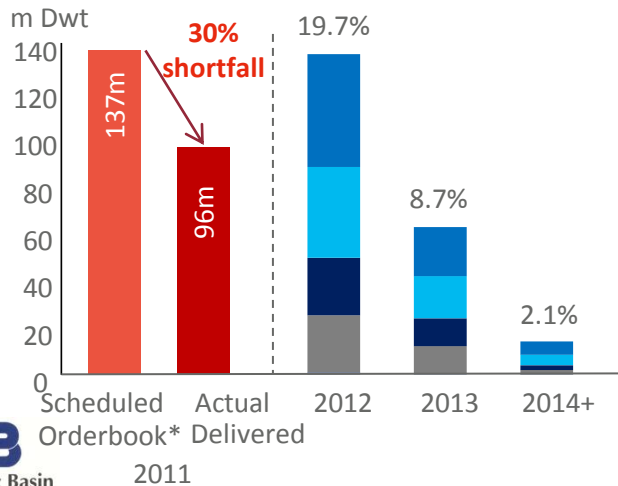
443 vessels (15m dwt)



- Ship owners ordered >80% less newbuilding capacity in 2011 due to weak market conditions
- 139m dwt of new capacity scheduled to deliver in 2012
- We expect 35% delivery shortfall in 2012
- Less onerous Handysize orderbook

## Total Dry Bulk Orderbook

2,256 vessels (190m dwt)



### Total Dry Bulk >10,000 dwt

Handysize (25,000-39,999 dwt)



Handymax (40,000-64,999 dwt)



Panamax (65,000-119,999 dwt)



Capesize (120,000+ dwt)



Orderbook as % of Existing Fleet

30.5%

23% 14 33%

27% 10 14%

40% 9 5%

31% 8 4%

Source: Clarksons, as at 1 Feb 2012

\*Scheduled orderbook as at 1 Jan 2011

2011 Annual Results



# Pacific Basin Dry Bulk - Outlook



- China's continued dependence on imported minor bulks
- Slow steaming because of high fuel prices and weak market
- Scrapping increase
- Severe bank lending constraints increase opportunities for cash rich owners



- Continued excessive newbuilding deliveries
- Hesitant global economic recovery impacted by continued crisis in Europe
- Potentially weaker growth in the Chinese economy and industrial production

## PB Conclusion:

- Dry bulk market to remain weak during 1H12 until revival in activity provides scope for buoyancy in 2H12
- Weaker freight rates overall in 2012
- Positive longer term market outlook: generally stronger demand + less onerous orderbook from 2013 = more favourable supply / demand balance

**Strategy:** Invest in further expansion of our dry bulk fleet – patiently awaiting right opportunities at right price

# PB Energy & Infrastructure Services

Now renamed "PB Towage"  
with effect from 1 January 2012

## 2011 Performance

- Much improved year led by towage activity
- Capitalised on improved markets for offshore and harbour tugs in Australasia

## PB Towage

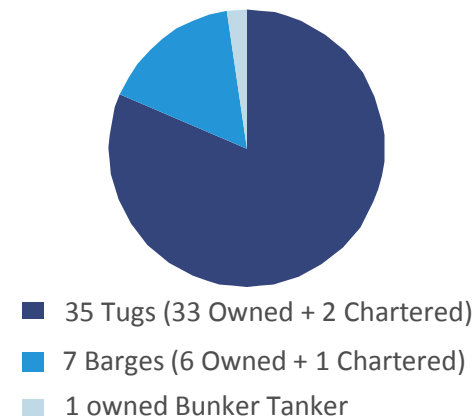
- Australian offshore and infrastructure projects on the rise
  - e.g. Gorgon project expansion, commencement of Queensland Curtis LNG project
- Harbour towage improved on increased demand and market share
- PB Towage activities in Middle East recovered quicker than expected after FBSL closure

<b>PB EIS net profit</b>	<b>US\$10.8m</b>
PB Towage	US\$15.2m
PacMarine Service	US\$0.7m
FBSL	US\$(5.1)m
<b>Operating cash flow</b>	<b>US\$29m</b>
<b>Return on net assets</b>	<b>5%</b>

## Other EIS developments

- After completion of Northern Project, FBSL was closed in June 2011 due to Middle East market challenges
- PacMarine sold

**PB Towage Fleet: 43 vessels**  
(as at 23 Feb 2012)



## PB Towage - Outlook



- High oil prices buoying demand for new, cleaner, safer fuel sources
- Australia striving to become a major LNG exporter
- Further improvement in Australian port activity



- Hesitant global economic recovery
- Potential decline in Chinese industrial production impacting Australian commodity exports and port activity
- Increasing market competition & political instability in Middle East
- Ongoing labour market cost pressures

### PB Conclusion:

- Significant improvement in Australasian offshore and harbour towage markets will continue in 2012
- PB Towage is well positioned to participate in increasing activity
- Good earnings cover in place for 2012

**Strategy:** Invest further in towage fleet as specific projects materialise

# PB RoRo

## 2011 Performance


- Unsatisfactory performance in a very difficult year - continued depression in Euro-centric RoRo market
- Our RoRo fleet recorded 84% utilisation, generating average daily rates of US\$21,190 despite very weak charter market
- Daily operating cost: US\$19,890

<b>PB RoRo net profit</b>	<b>US\$(10.6)m</b>
<b>Operating cash flow</b>	<b>US\$7.5m</b>
<b>Return on net assets</b>	<b>-3%</b>

## Business Highlights

- Completion of RoRo newbuilding programme - final 2 ships delivered in Aug 2011 and Jan 2012
- Employment
  - 1 on charter to DFDS until 3Q12
  - 1 traded satisfactorily in Med on 1 year time charter, recently renewed
  - 2 on short term charters in US Gulf region
  - 2 newest ships seeking employment
- Nafta Gulf Bridge suspended in Oct due to insufficient cargo support (2 ships redeployed in USG)
- Reassessment of RoRo prospects led to US\$80m impairment in 1H11
- 2012: full focus given to chartering effort to secure satisfactory employment

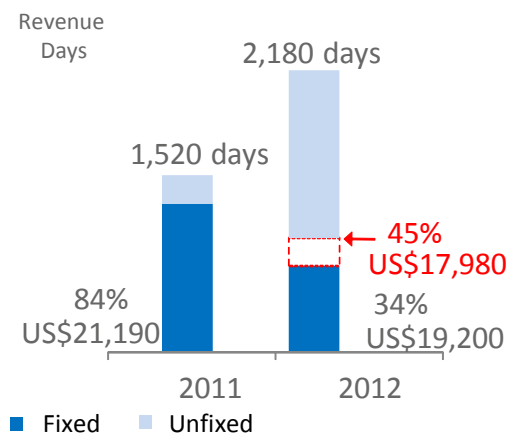
# PB RoRo - Outlook




- 
  - Scrapping of older ships to increase
  - High fuel prices making modern vessels more attractive
  - Continued albeit limited development of new RoRo trades both in Europe and elsewhere

- 
  - Continuing economic crisis
  - Weak intra-European trade
  - Limited growth in trailer volumes
  - Significant new RoRo deliveries scheduled in 2012 (Large RoRo orderbook: 21%)
  - Most European RoRo operators still have excess capacity and are not chartering new vessels

## RoRo Earnings cover

As at 27 Feb 2012



 Fixed   
  Unfixed  
 Hypothetical cover if all optional periods are exercised

## PB Conclusion:

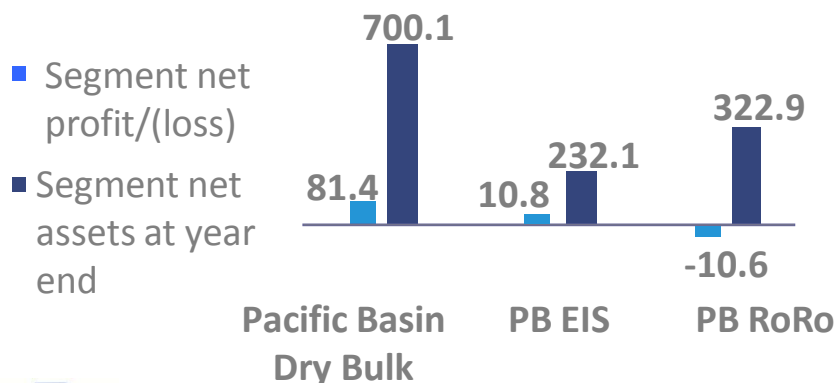
- RoRo charter market to remain weak throughout 2012
- Another very challenging, loss-making year for PB RoRo
- More positive longer term outlook after orderbook delivers (2012-2013), European economy recovers and new RoRo trades are developed

**Strategy:** To secure best possible charters, improve utilisation and implement stringent cost control to minimise losses until market recovers – no plans to invest in expansion of our RoRo fleet

# 2011 Annual Financial Highlights

	2011	2010
<b>Segment net profit</b>	<b>78.9</b>	146.3
▪ Treasury	(12.8)	(18.5)
▪ Non direct G&A	(8.3)	(8.0)
<b>Underlying profit</b>	<b>57.8</b>	119.8
▪ Unrealised derivative expenses	(1.6)	(12.4)
▪ RoRo vessel impairment charge	(80.0)	-
▪ Gain from sale of shares in Green Dragon Gas	55.8	16.0
▪ Fujairah Bulk Shipping impairment charge	-	(19.1)
<b>Profit attributable to shareholders</b>	<b>32.0</b>	104.3

## Segment Net profit and Net Assets



## Return on net assets

Pacific Basin Dry Bulk	11%
PB Energy & Infrastructure Services	5%
PB RoRo	-3%

## Pacific Basin Dry Bulk - Handysize

		2011	2010	Change
Revenue days	(days)	32,710	29,070	+13%
TCE earnings	(US\$/day)	13,530	16,750	-19%
Owned + chartered costs	(US\$/day)	10,680	11,970	-11%
Net profit	(US\$m)	89.8	136.1	-34%
Return on net assets	(%)	16%	22%	-6%

- Earnings: 2011 Time Charter Equivalent rates reflect weaker spot freight market
- Costs: Blended daily costs reflect lower chartered-in costs of market vessels
- Net profit: excludes US\$0.6m unrealised net derivatives expenses

# Daily Vessel Costs - Handysize

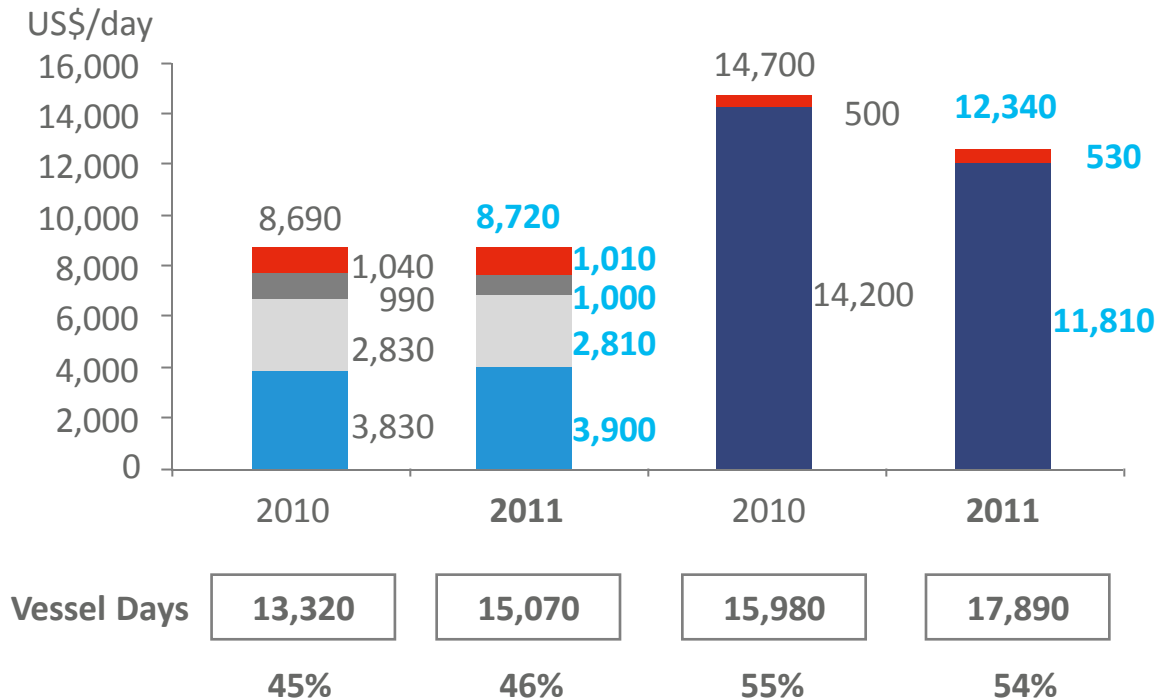
As at 31 Dec 2011

- Direct overhead
- Charter-hire
- Finance cost
- Depreciation
- Opex

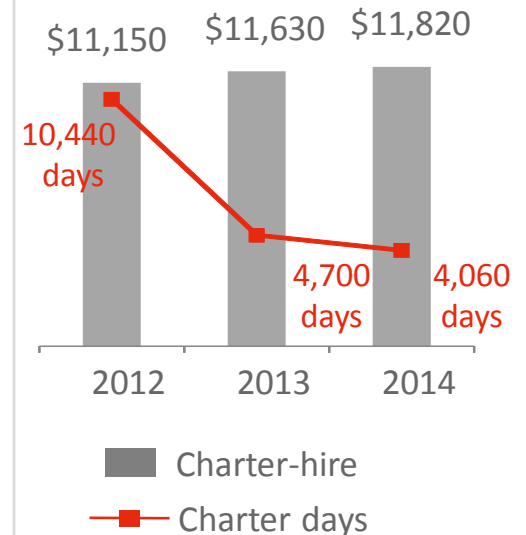
Owned

Chartered

**Blended US\$10,680 (2010: US\$11,970)**



## Charter-hire rates & days 2011-2013





## Balance Sheet

US\$m	PB Dry Bulk	PB EIS	PB RoRo	Treasury	31 Dec 11	31 Dec 10
Vessels & other fixed assets	936	214	370	-	<b>1,525</b>	1,519
Total assets	1,107	291	375	596	<b>2,432</b>	2,555
Long term borrowings	298	34	48	399	<b>779</b>	860
Total liabilities	407	59	52	401	<b>947</b>	1,011
Net assets	700	232	323	195	<b>1,485</b>	1,544
Net borrowings					<b>161</b>	156
Net borrowings to Shareholders' equity					<b>11%</b>	10%

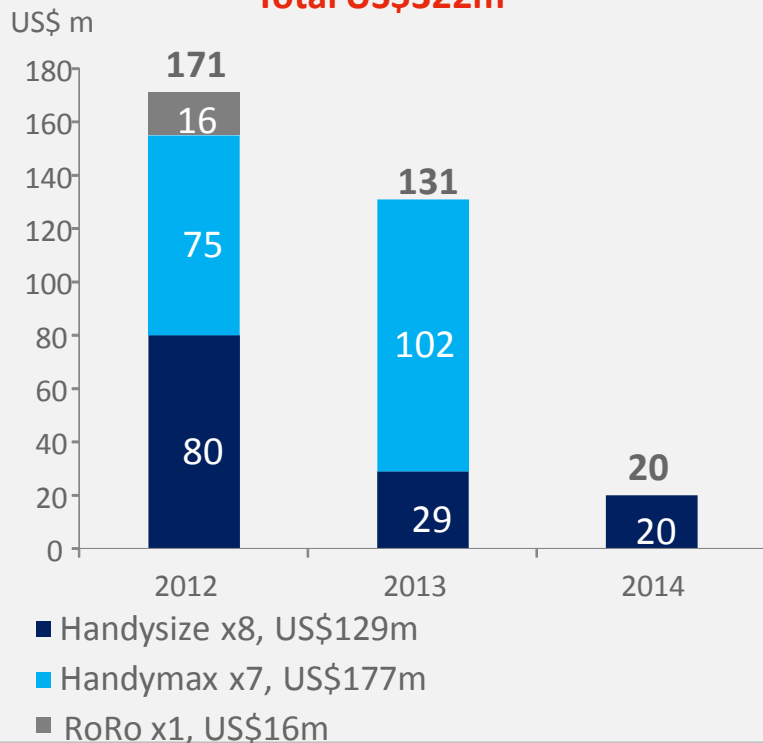
- Long term borrowings reduced following convertible bond repurchases

# Capex and Combined Vessel Value

As at 31 Dec 2011

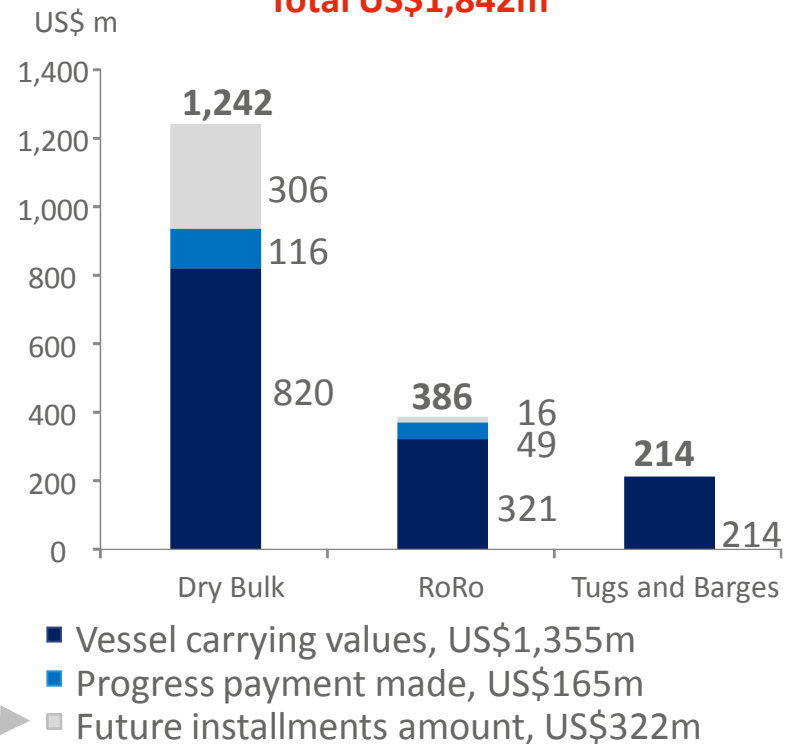
### Vessels Commitments (including authorised commitments)

**Total US\$322m**



### A Combined View of Vessel Carrying Values and Commitments

**Total US\$1,842m**

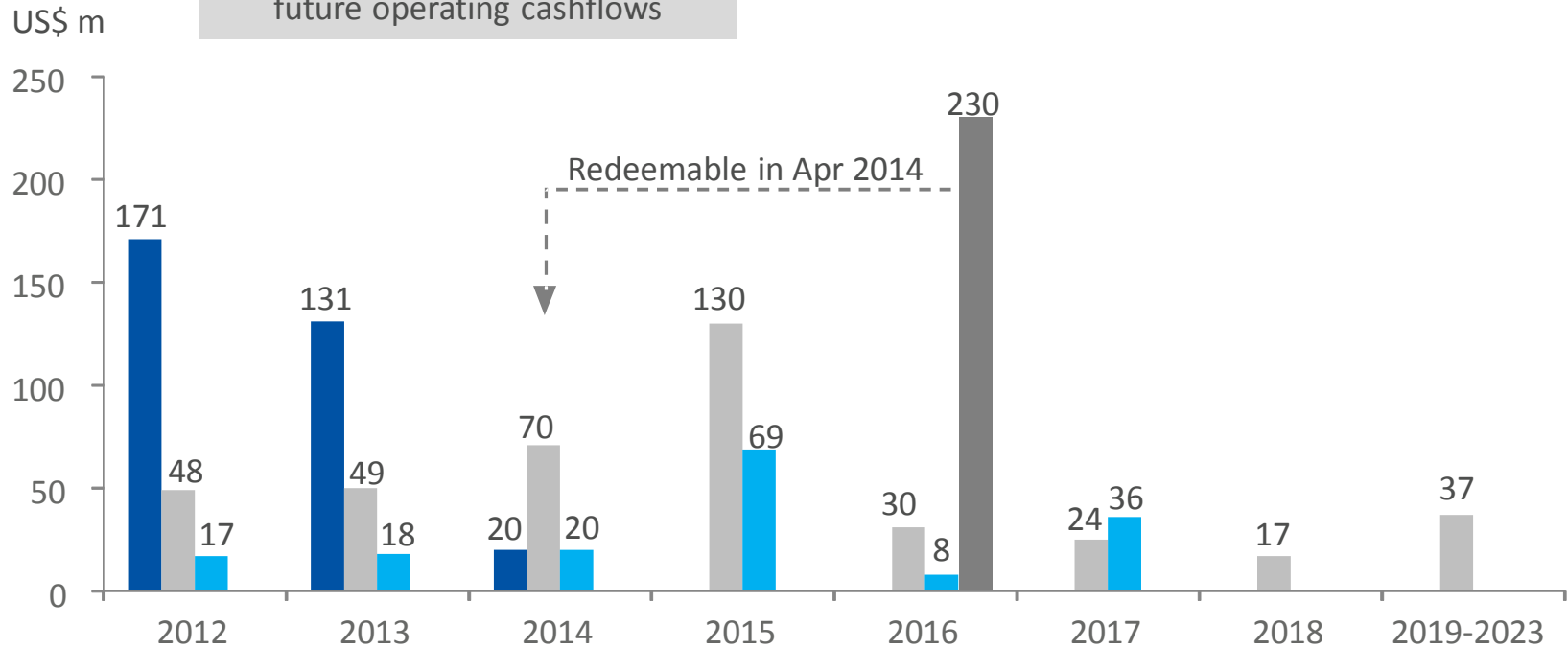


- Further commitments expected in Dry Bulk

# Borrowing and Capex

As at 31 Dec 2011

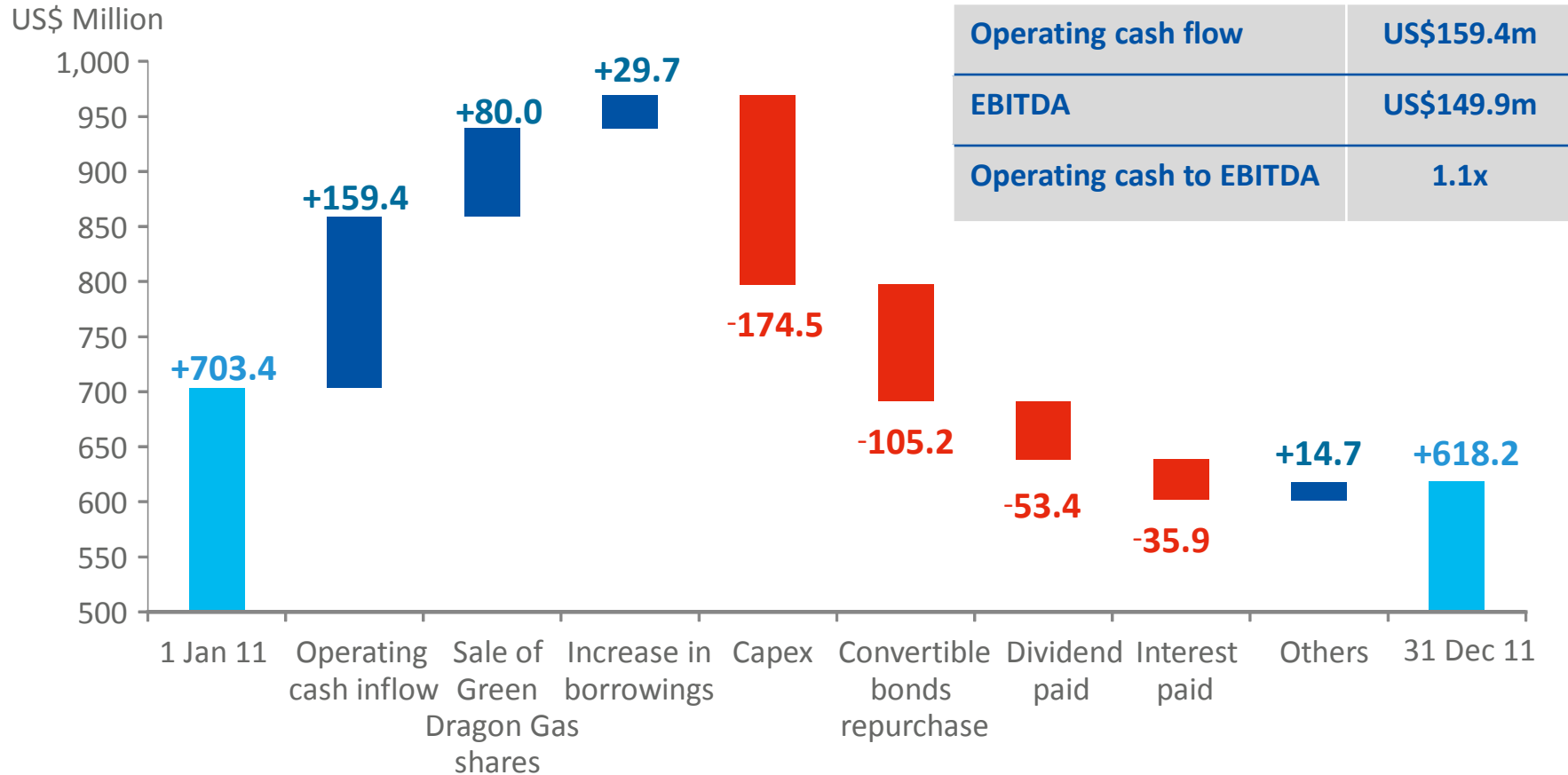
Funded from US\$618m cash, US\$117m undrawn facilities, and future operating cashflows



- Vessel capital commitments (US\$322m)
- Bank borrowings (US\$406m): 2012-2023
- Finance lease liabilities (US\$168m): 2015-2017
- Convertible Bonds (Face value US\$230m): April 2016, redeemable in Apr 2014

# Cash Flow

## 2011 Sources and Uses of Group Cash Flow



# Outlook

- Dry bulk shipping market is in crisis
- Excess ship supply + significant contraction in funding for secondhand and newbuilding purchases = opportunity for cash rich ship owners
- Dry bulk freight rates will be weaker overall in 2012
- Outlook for towage market and our PB Towage business is promising
- **Key strategic objectives for the Group in 2012:**
  - **Direct new investment predominantly towards expansion of our owned fleet of dry bulk ships – patiently awaiting right opportunities at right price**
  - **Grow our dry bulk customers and cargo contract portfolio**
  - **Invest further in our towage business and fleet as specific projects materialise**
  - **Enhance our towage organisation to improve execution efficiency of our business**
  - **Secure best possible charters and utilisation for our RoRo fleet , with no plans to invest in RoRo fleet expansion**
  - **Consider opportunities for further divestment of non-core businesses**

# Disclaimer

*This presentation contains certain forward looking statements with respect to the financial condition, results of operations and business of Pacific Basin and certain plans and objectives of the management of Pacific Basin.*

*Such forward looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual results or performance of Pacific Basin to be materially different from any future results or performance expressed or implied by such forward looking statements. Such forward looking statements are based on numerous assumptions regarding Pacific Basin's present and future business strategies and the political and economic environment in which Pacific Basin will operate in the future.*

Contact Investor Relations:

Emily Lau

[elau@pacificbasin.com](mailto:elau@pacificbasin.com) / [ir@pacificbasin.com](mailto:ir@pacificbasin.com)

+852 2233 7000

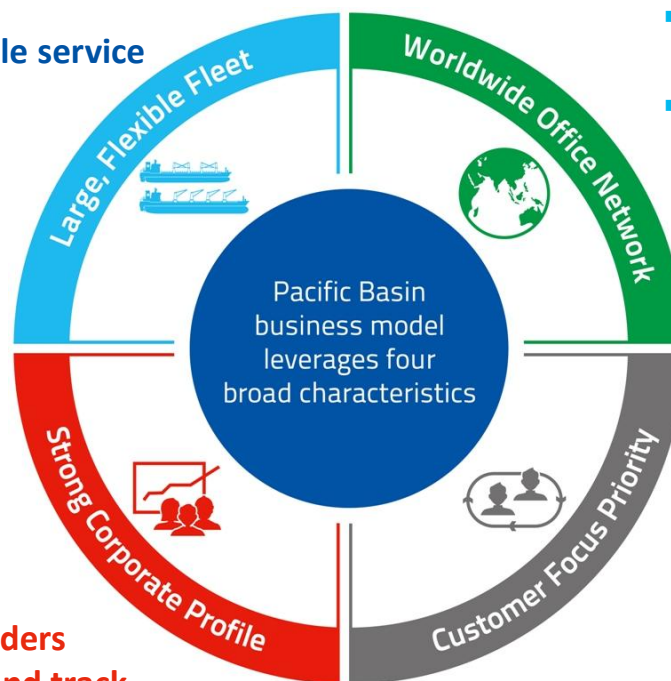
## Appendix: Pacific Basin Overview

- A leading dry bulk owner/operator of Handysize & Handymax dry bulk ships
- Flexible Pacific Basin Dry Bulk business model
  - Large fleet of uniform, interchangeable, modern ships
  - Mix of owned and long-term, short-term chartered ships
  - Operating mainly on long term cargo contract (COA) and spot basis
  - Diversified customer base of mainly industrial producers and end users
  - Extensive network and offices positions PB close to customers
- Also owning/operating offshore and harbour tugs and RoRo freight ferries
- >220 vessels serving major industrial customers around the world
- Hong Kong headquarters, 21 offices worldwide, 300 shore-based staff, 2,000 seafarers\*
- Our vision: To be a shipping industry leader and the partner of choice for customers, staff, shareholders and other stakeholders



## Appendix: Our Dry Bulk Business Model

- Largest owner and operator of modern Handysize ships with 9% share of global fleet of modern (max 15 years) 25,000-40,000 dwt bulk carriers
- Scale and uniformity for reliable service
- Homogeneous fleet of interchangeable ships allows us to optimise our scheduling
- Comprehensive in-house technical operations function



- 21 offices globally – including 14 dry bulk offices across 6 continents
- Localised chartering and operations support
- Facilities comprehensive, accurate market intelligence

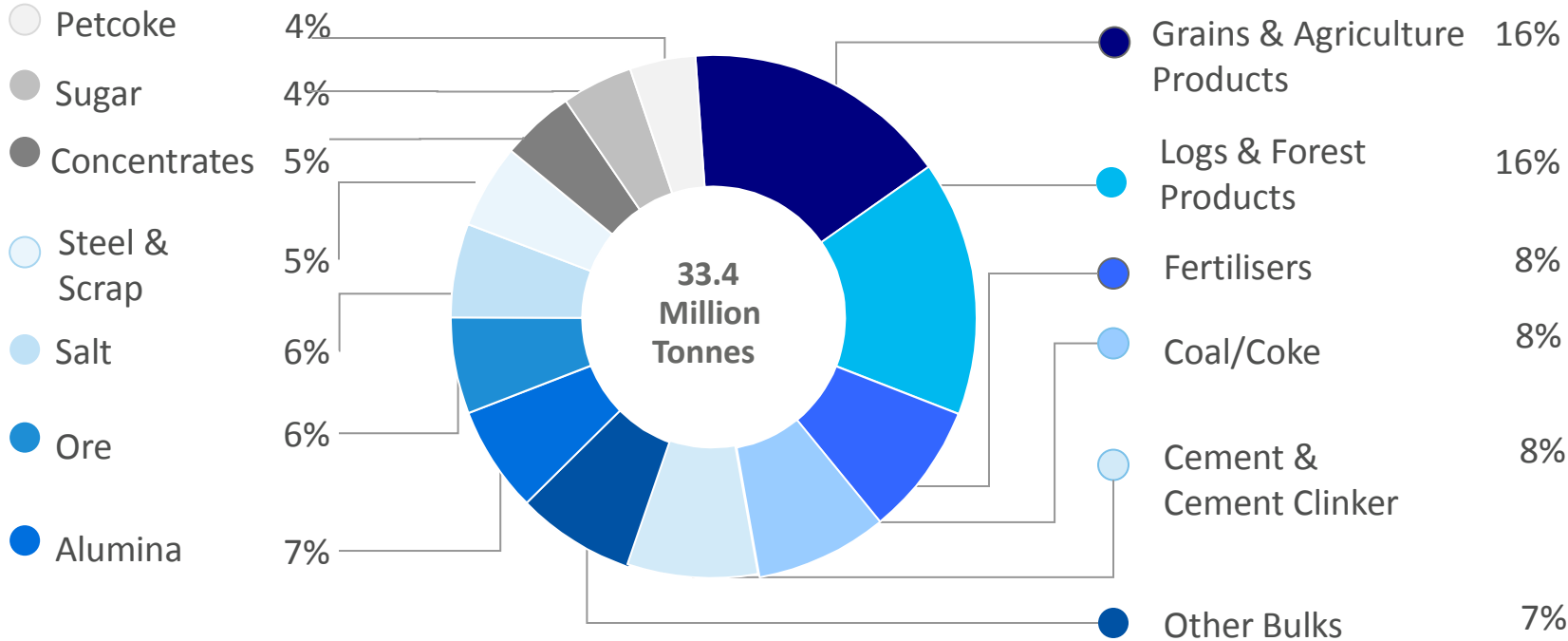
- Strong reputation
- Ability to engage closely with quality partners and stakeholders
- Strong public balance sheet and track record enhance our profile
- CSR and environmental programmes

- Customer-focused model - strong relationship with >300 customers
- Spot cargoes and long term cargo contracts – affording customers reliable freight cover
- Committed service delivery to customers



# Appendix: Pacific Basin Dry Bulk – Diversified Cargo

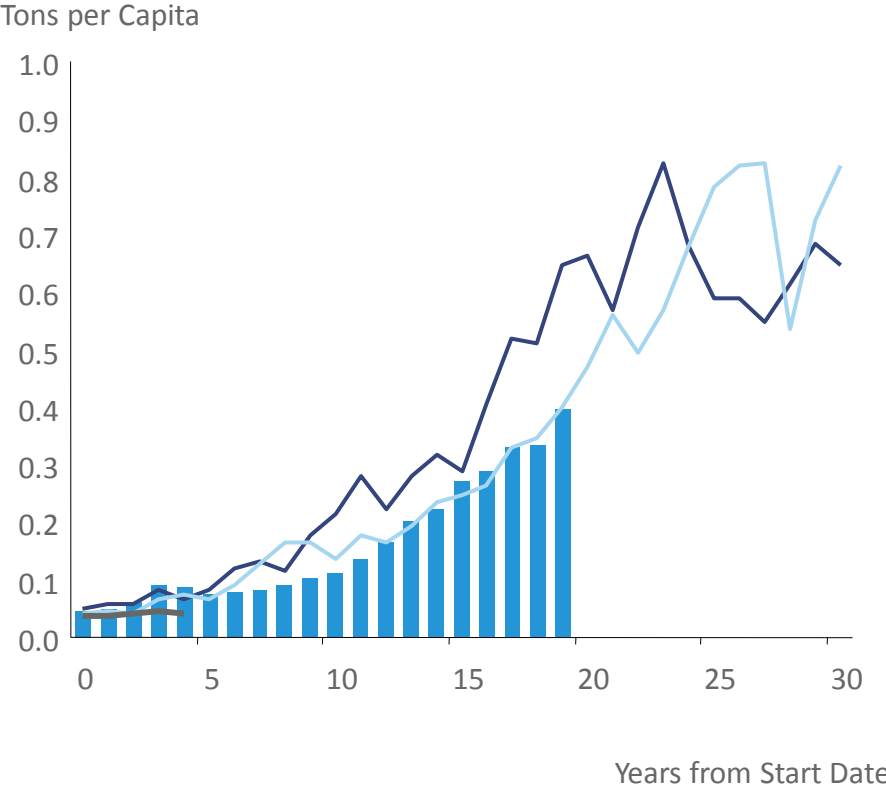
Pacific Basin Dry Bulk Cargo Volume 2011



- Diverse range of commodities reduces product risk
- Australia and China were our largest loading and discharging zones respectively
- Approximately 40% of our business is now in the Atlantic

# Appendix: China at late-Industrialisation Stage

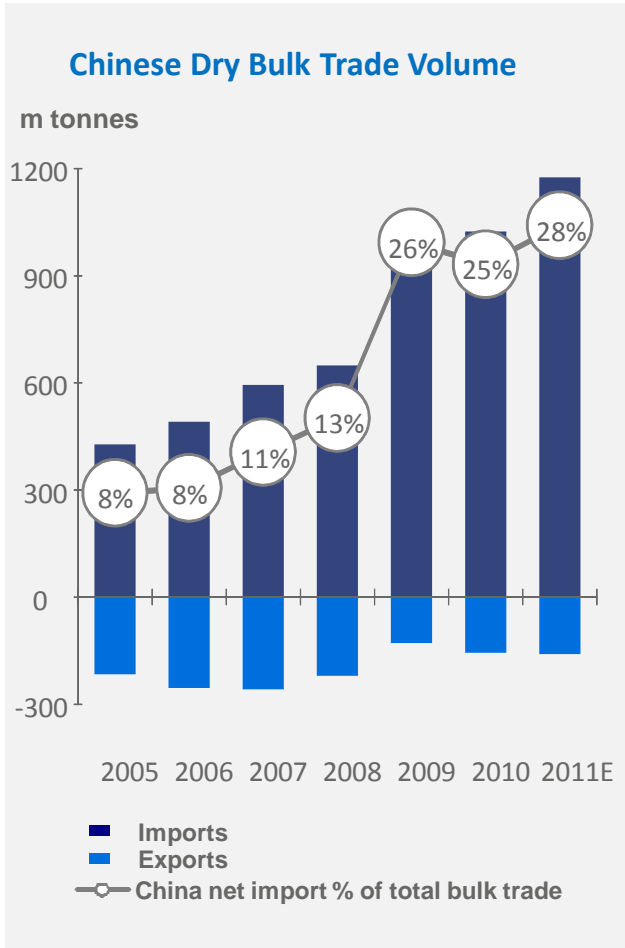
Steel Consumption Per Capita



- China growth matches historical trend in Japan and Korea
- Suggests strong growth in dry bulk segment to remain for medium term
- Similar trend for electricity and cement

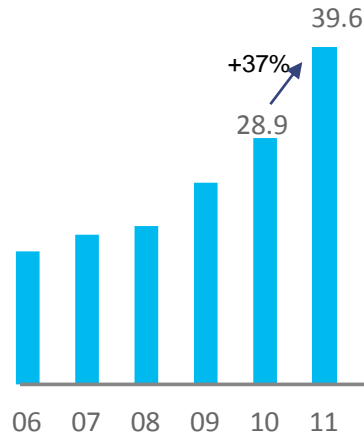
■ China (from 1990)  
— Japan (from 1950)  
— Korea (from 1970)  
— India (from 2005)

# Appendix: Chinese Dry Bulk Trade - Minor Bulk

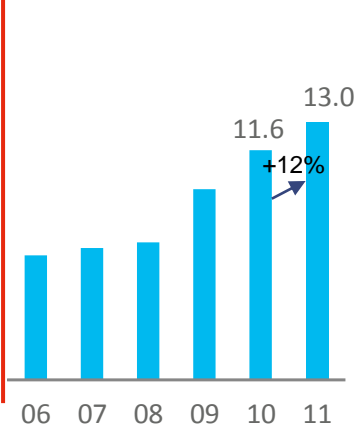


## China Imports (m tonnes):

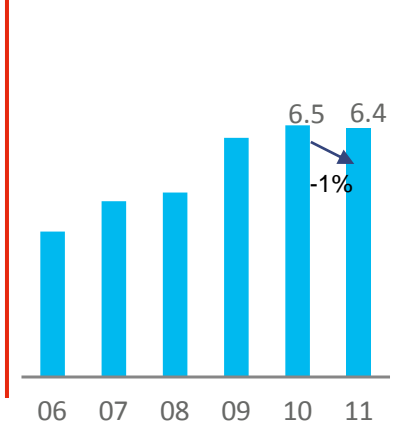
### i) Forestry Products



### ii) Manganese Ore



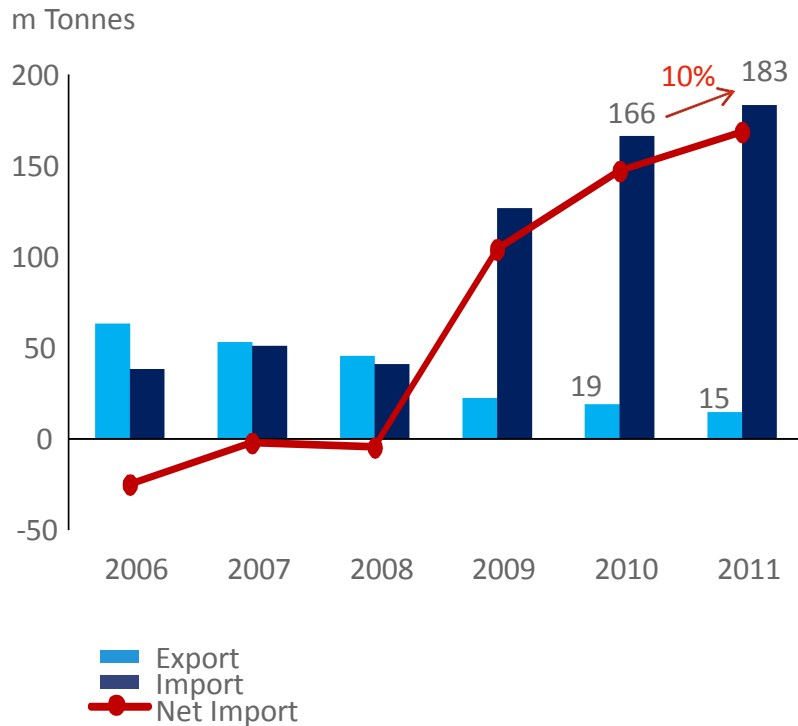
### iii) Copper Concentrates



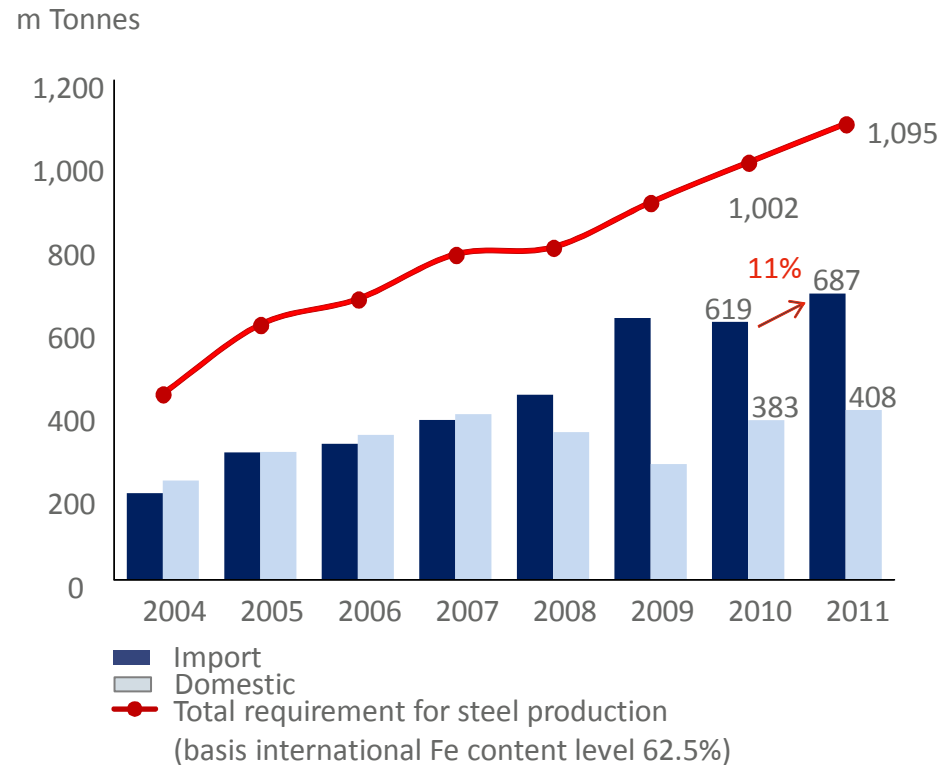
- Chinese minor bulk imports increased significantly
  - 37% more logs / forestry products imported, and proportionally more sourced from further afield
  - 49% more bauxite driving five-fold increase in bauxite volumes we carried

# Appendix: China Iron Ore & Coal Demand

## China is a net importer of coal in 2011



## China Iron Ore Sourcing for Steel Production



- Seaborne iron ore and coal imports experienced a slow 1H and record-breaking 2H to grow 11% and 10% respectively in the year overall
- Increased ore imports from less tradition sources benefitted demand for smaller vessel types

## Appendix: Pacific Basin Dry Bulk - Handymax

		<b>2011</b>	2010	Change
Revenue days	(days)	<b>13,310</b>	11,450	+16%
TCE earnings	(US\$/day)	<b>15,090</b>	22,570	-33%
Owned + chartered costs	(US\$/day)	<b>15,840</b>	21,690	-27%
Net (loss)/profits	(US\$m)	<b>(11.4)</b>	8.8	-228%
Contribution from Post Panamax	(US\$m)	<b>3.0</b>	-	-
Net (loss)/profits	(US\$m)	<b>(8.4)</b>	8.8	-194%
Return on net assets	(%)	<b>-6%</b>	8%	-14%

- Earnings: 2011 Time Charter Equivalent rates reflect weaker spot freight market
- Costs: Blended daily costs reflect lower chartered-in costs market vessels
- Net profit: excludes US\$0.3m unrealised net derivatives income

# Appendix: Convertible Bonds Due 2016

Issue size	US\$230 million
Maturity Date	12 April 2016 (6 years)
Investor Put Date and Price	12 April 2014 (4 years) at par
Coupon	1.75% p.a. payable semi-annually in arrears on 12 April and 12 October
Redemption Price	100%
Initial Conversion Price	HK\$7.79 (Current conversion price: HK\$ 7.35 with effect from 16 August 2011)
Conversion Condition	<p>Before 11 Jan 2011: No Conversion is allowed</p> <p>12 Jan 2011 – 11 Jan 2014: Share price for 5 consecutive days &gt; 120% conversion price</p> <p>12 Jan 2014 – 5 Apr 2016: Share price &gt; conversion price</p>
Intended Use of Proceeds	To purchase the 3.3% Existing Convertible Bonds due 2013, then redeem the 2013 Convertible Bonds (now all redeemed & cancelled)
Conditions	<ul style="list-style-type: none"> <li>Shareholders' approval at SGM to approve the issue of the New Convertible Bonds and the specific mandate to issue associated shares.</li> <li>If the specific mandate is approved by the shareholders at the SGM, the Company would not pursue a new general share issue mandate at the forthcoming AGM on 22 April 2010</li> </ul>

## Conversion/redemption Timeline

