

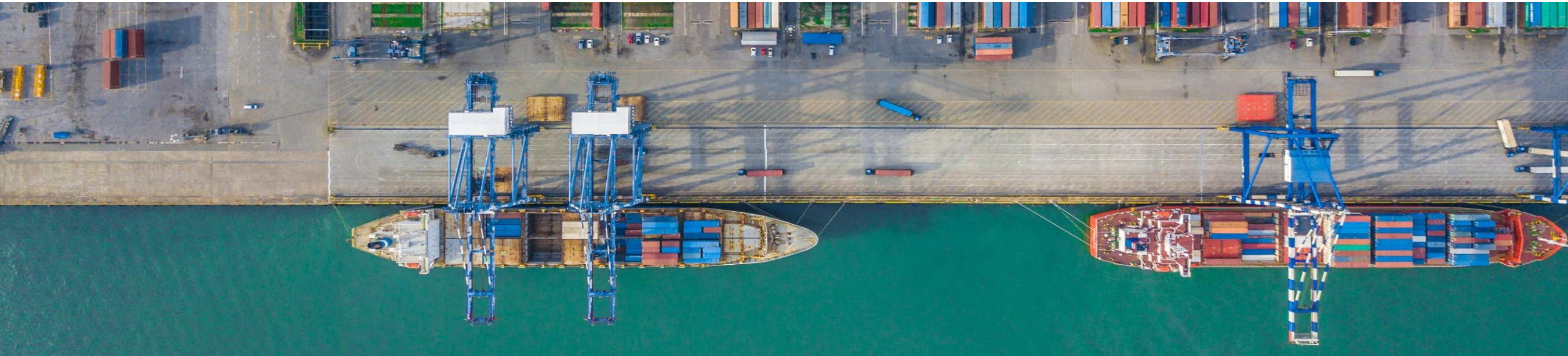


# CORPORATE PRESENTATION

2Q2022

2 September 2022

**ESENTE**  
Advisory  in collaboration with



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# Business Overview

**Quick Facts Highlights**

**Business Snapshot**

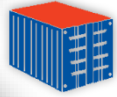
**Diversified Cargo Throughput**

**Rising Vessel Calls**

# QUICK FACTS HIGHLIGHTS



**Largest LNG Export Terminal in East Asia**



**1<sup>st</sup> Port Operator in ASEAN Region to export LNG in ISO Tank**



**Biggest Container Terminal in East Malaysia**



**Main Export Outlet of Palm Oil Products in Sarawak and Malaysia**



**Ranked 3<sup>rd</sup> among Malaysian Ports in 2021 with total cargo throughput of 47.17 million tonnes**

**RM728 million**  
Operating Revenue in 2021







**RM363.19 million**  
Profit After Tax in 2021

**40-50%**  
Historical Dividend Pay-out  
Ratio

**RM134 mil**  
Net Cash Position in 2Q22



# BUSINESS SNAPSHOT

	 <b>Bintulu Port (BPSB)</b>	 <b>Samalaju Industrial Port (SIPSB)</b>	 <b>Biport Bulkera (BBSB)</b>	<b>Overall</b>
<b>Key Customers</b>				
<b>Cargo Capacity</b>	<b>75 Million Tonnes</b>	<b>18 Million Tonnes</b>	<b>N/A</b>	<b>93 Million Tonnes</b>
<b>Utilisation Rate (%)</b>				<b>50.7</b>
<b>Container Capacity</b>	<b>450,000 TEUs</b>	<b>50,000 TEUs</b>	<b>N/A</b>	<b>500,000 TEUs</b>
<b>Utilisation Rate (%)</b>				<b>71.3</b>
<b>Storage Capacity</b>	<b>N/A</b>	<b>N/A</b>	<b>154,600 MT*</b>	<b>154,600 MT*</b>
<b>Export Pipelines</b>	<b>N/A</b>	<b>N/A</b>	<b>17</b>	<b>17</b>



Teamwork

Integrity

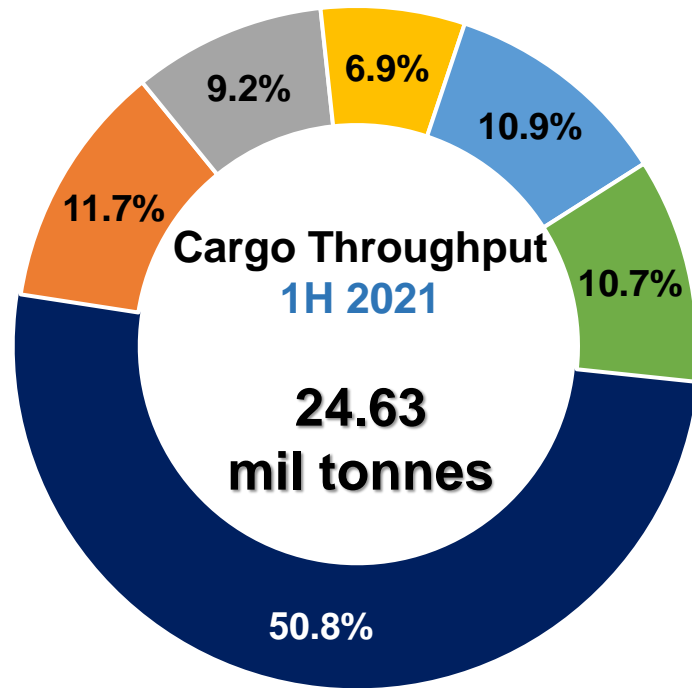
Innovation

Professionalism

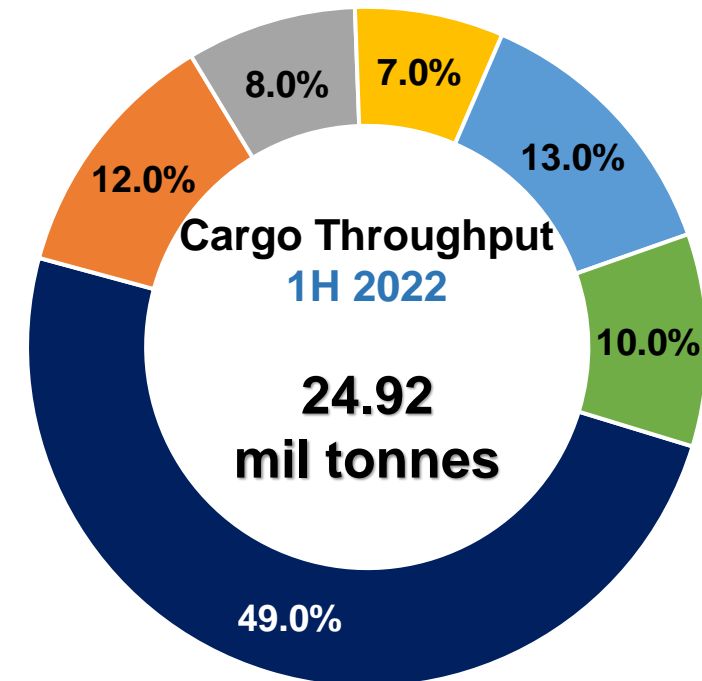
As at IAR2021  
\*MT denotes metric tonnes

# DIVERSIFIED CARGO THROUGHPUT

The cargo type remains similar in the 1H 2021 and 1H 2022.  
LNG remains the leading cargo throughput contributor

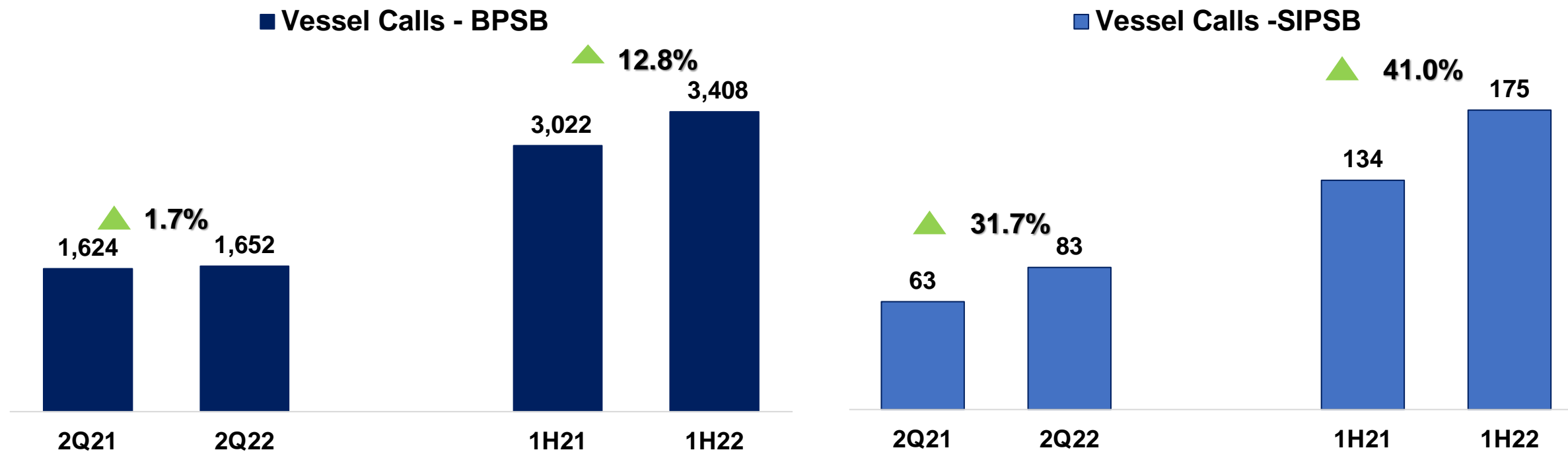


- LNG
- Containerized Cargo
- Crude Oil & Condensate
- Palm Oil
- Samalaju Cargoes
- Others



# GROWING VESSEL CALLS

No. of Vessel Calls have remained stable for BPSB  
SIPSB Vessel Calls has been steadily growing.





# Financial Review

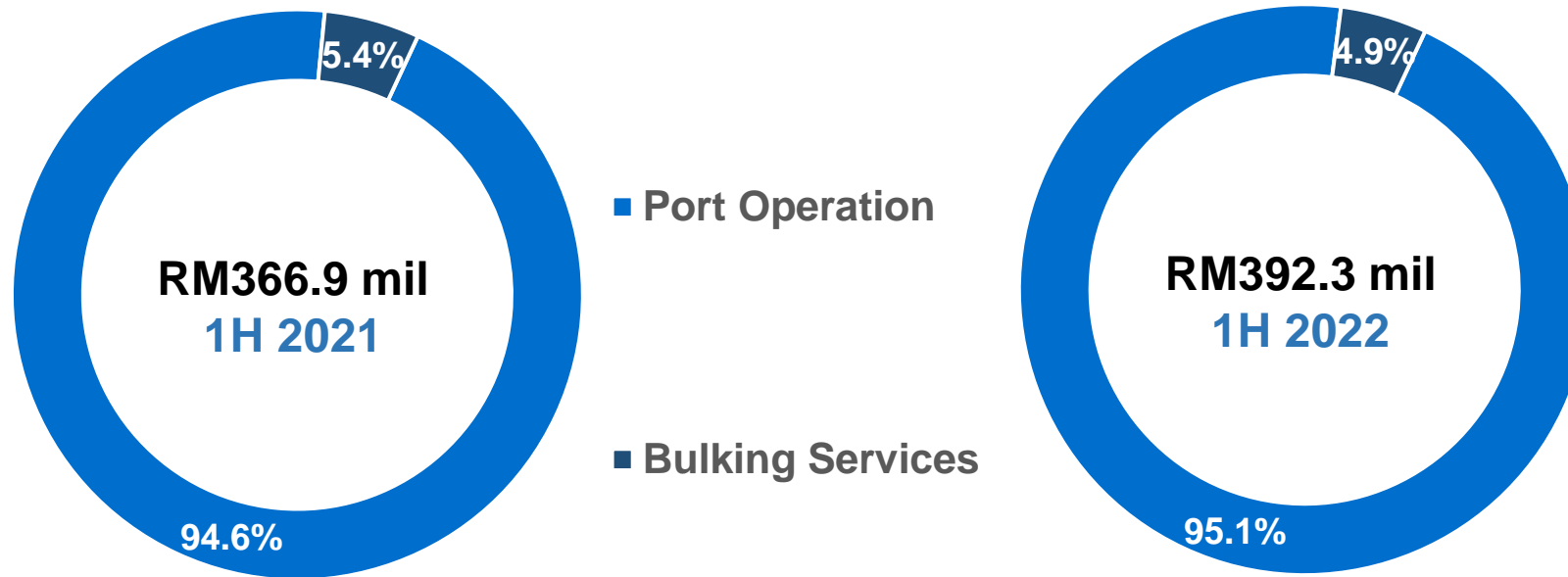
**Port Operation; The Leading Contributor**  
**Growing Cargo Throughput by SPSB**  
**Revenue Growth Trajectory**  
**Stellar Earnings Growth**  
**Prudent Balance Sheet Management**





# PORT OPERATION; THE LEADING CONTRIBUTOR

The revenue segment remains similar in the 1H 2021 and 1H 2022.  
Port Operations remain the leading contributor to the Group's Operating Revenue.

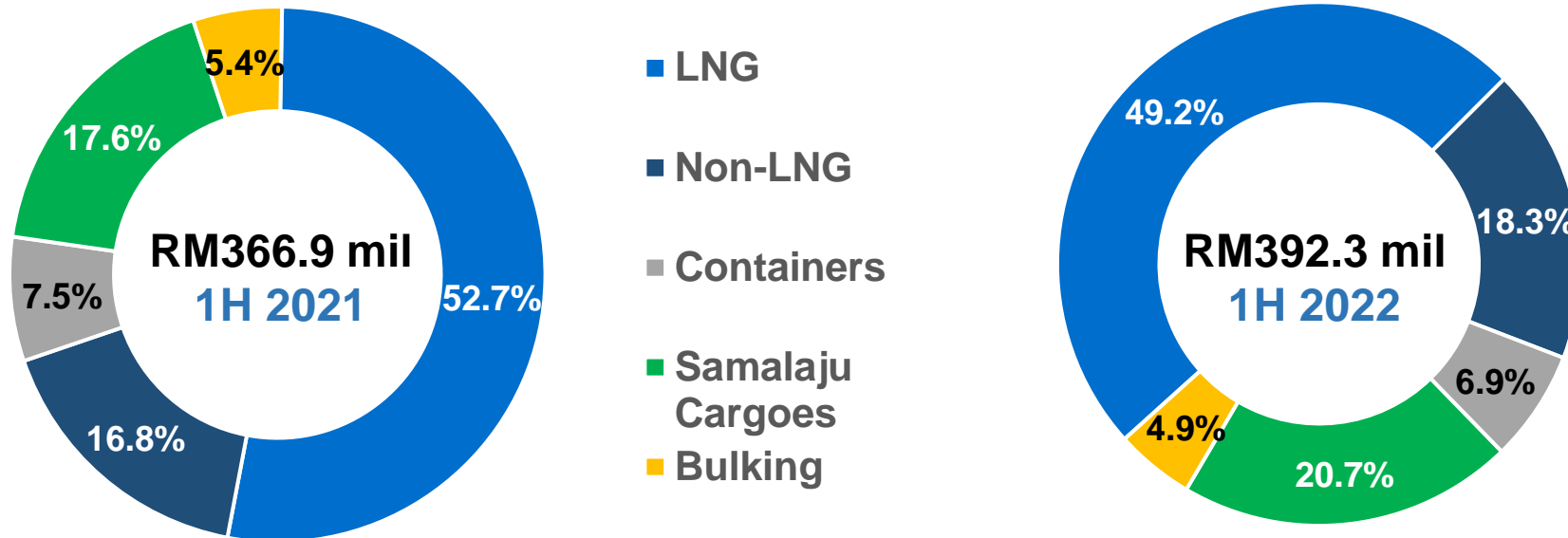


*\*Excluding inter-segment revenue & Others*



# GROWING CARGO THROUGHPUT FROM SIPSB

The revenue by cargo type remains similar in the 1H 2021 and 1H 2022. **LNG** remains **leading contributor** to Group's Operating Revenue.

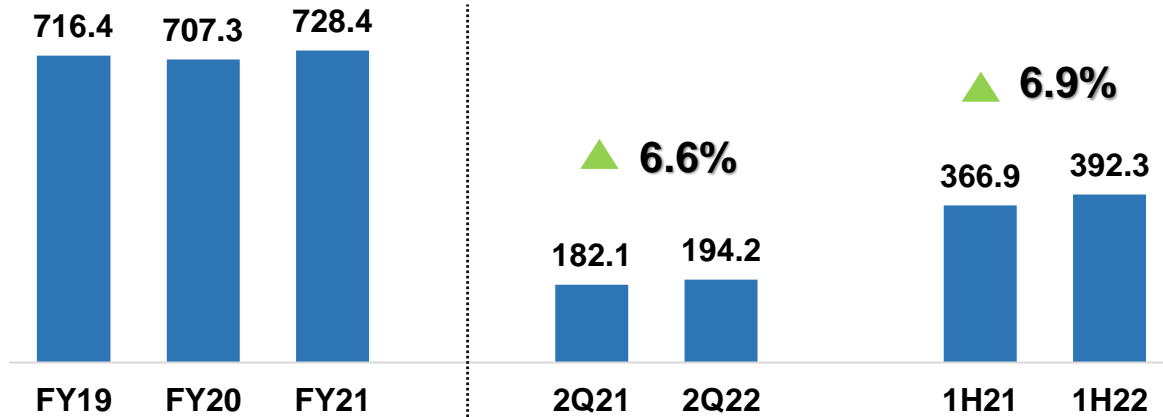


Notwithstanding LNG Cargo being the leading contributor, we are seeing a progressive growing trend in Samalaju cargoes YoY.



# GROWING REVENUE TRAJECTORY

■ Operating Revenue (RM mil)



## Qtr YoY

- Grew by 6.6% in 2Q22 to 194.2 mil.

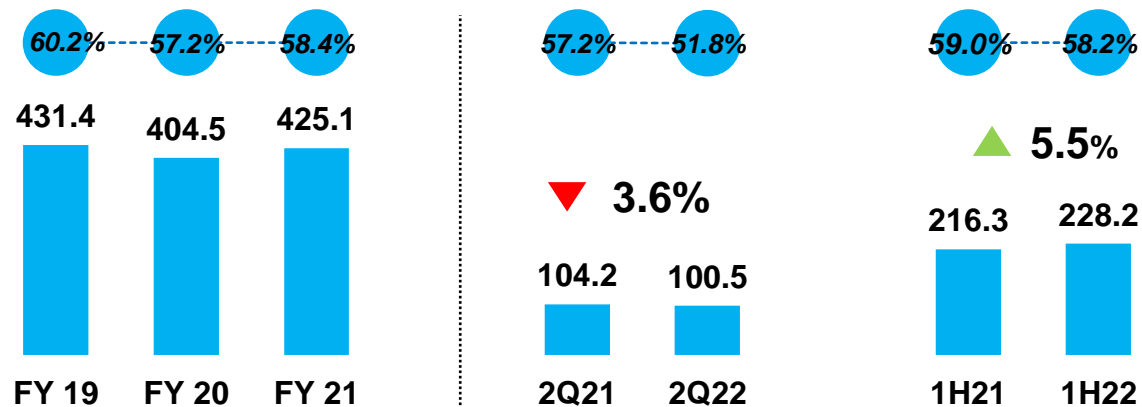
## 1H YoY

- Expanded by 6.9% for the 1H22 to RM392.3 mil.

## Commentary

- Increase overall throughput tonnage to 24.9 mt.
- Marked increase in cargoes from SIPSB.

■ EBITDA (RM mil)    ● EBITDA margin (%)



## Qtr YoY

- Recorded a marginal decrease of 3.6% in 2Q22.

## 1H YoY

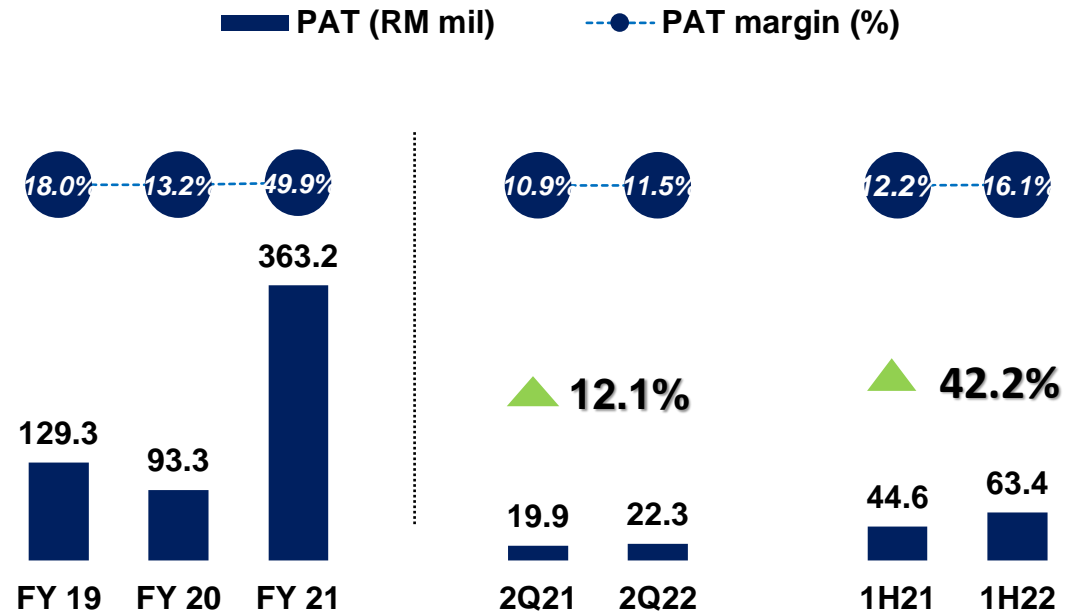
- Overall expanded by 5.5% in 1H22 to RM228.2 mil.

## Commentary

- Higher fuel cost & service contracts expenses.



# STELLAR EARNINGS GROWTH



**Qtr YoY**

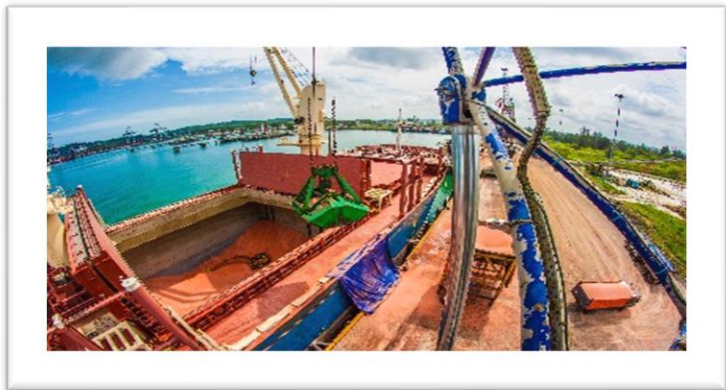
- Increased by 12.1% in 2Q22 to RM22.3 mil.

**1H YoY**

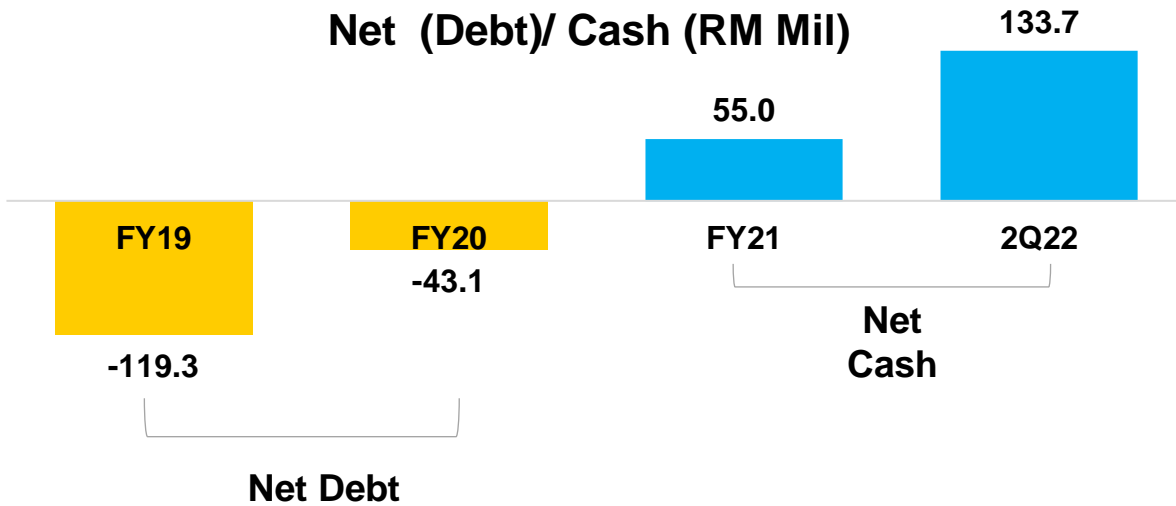
- Overall registered a 42.2% increase in 2Q22 to RM63.4 mil.

**Commentary**

- Higher operating revenue achieve during 1H22.

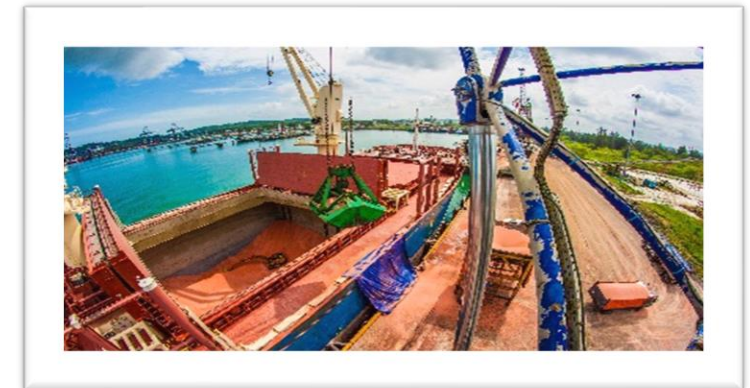
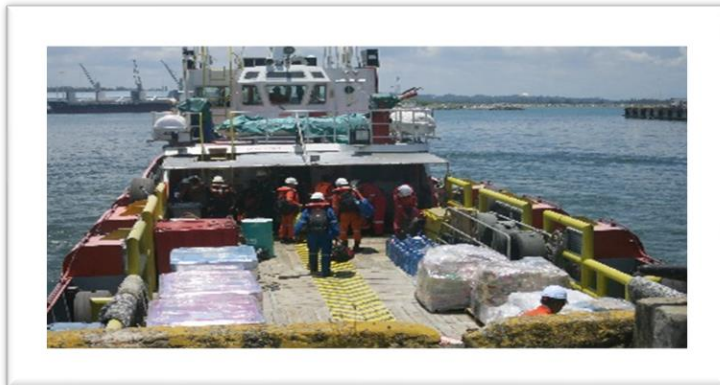


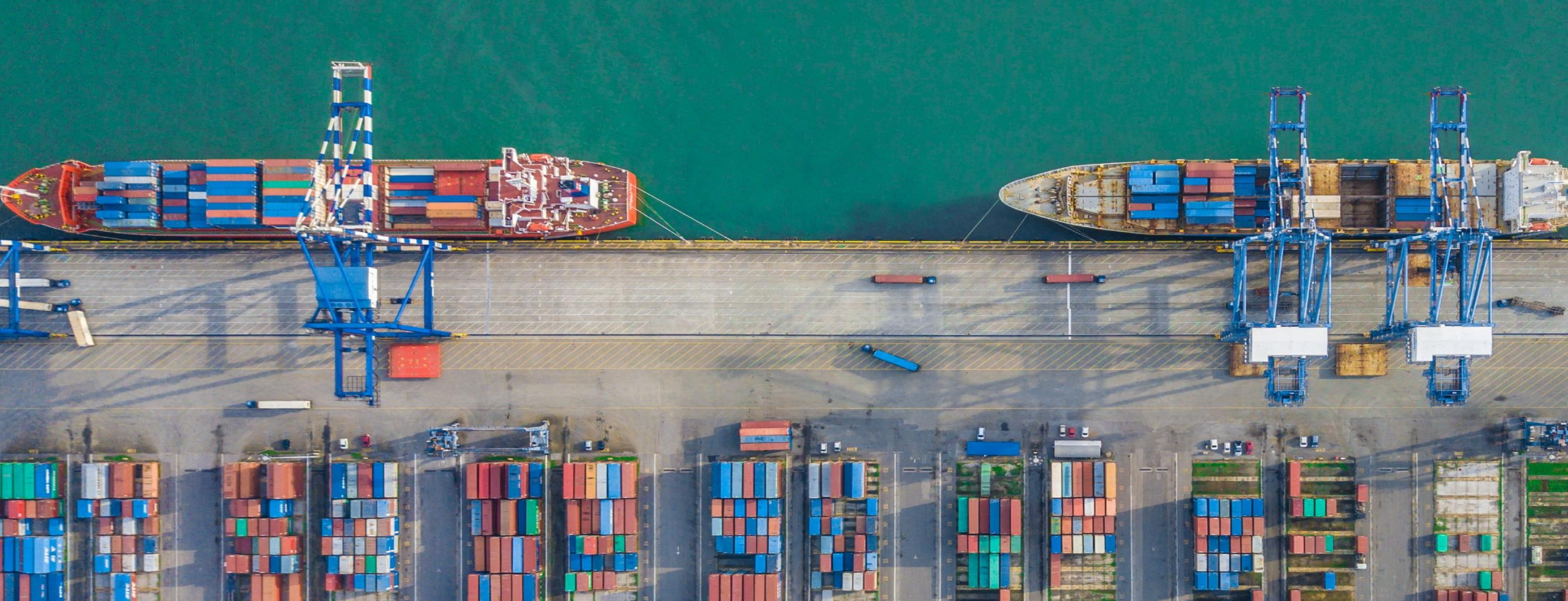
# PRUDENT BALANCE SHEET MANAGEMENT



- The Group has been taking proactive steps in reducing its net debt position through-out the years by progressively building-up its cash reserves resulting in Net Cash Position of **RM133.7 mil** in 2Q22.

\* Computation inclusive of investments in securities





# Key Takeaways

**Earnings Catalysts**  
**ESG Initiatives**  
**Investment Merits**



# EARNINGS CATALYST

1

## New Investor(s)/ Investors Expansion In SIP



- **MPAS** Phase 1 full commercialisation slated in **4Q22**
- **OMH** has plans to add 2 new Mn Alloys furnaces, increasing its total plant output
- **New Investor Entrant:** Able to tap into the growth potential of Samalaju Industrial Park
- Future expansion of SIPSB undeveloped landbank catering for other synergistic industries

2

## Resilient LNG Demand



- **First mover advantage in LNG ISO Tank exports** shall spur the Group's growth in **container volumes** through the recent maiden port of call of the **World Largest** & first dual-fuelled **LNG ISO tank carrier**
- **Containerisation growth** from petrochemical and oil & gas sectors in Bintulu
- **China** which is one to Group's **largest export market** **net zero-carbon emission target**

3

## Port Concession Renewal



- **Target Approval** for concession renewal in **4Q22**
- Potential **step-up** in **tariff rates** and in-turn earnings as current tariff rate is the lowest in the market



# ESG INITIATIVES



## Environment

- ✓ The Group targets to become a Carbon-neutral port in the future.
- ✓ Continuing its on-going green port initiatives through commendable improvements via a 15% reduction in carbon-emissions since 2019
  - ✓ Renewable Energy (RE) Project involving Solar Panel Project with Petronas
  - ✓ Installation LED-type Lighting
  - ✓ Preliminary study on Onshore Power Supply BICT
  - ✓ Installation of Solar Power in Samalaju Port



## Social

- ✓ Socially impactful CSR Programmes based 3Ps concept (People, Planet & Profits) which are predicated on the below principles:
  - ✓ Serving the community;
  - ✓ Education; and
  - ✓ Community Health



## Governance

- ✓ Governance, Risk and Compliance (GRC) culture spearheaded by Group Internal Audit for group-wide implementation.
- ✓ ERM Framework adoption in group-wide operations
- ✓ Code of Business Ethics, Anti-Bribery & Corruption, No Gift Policy



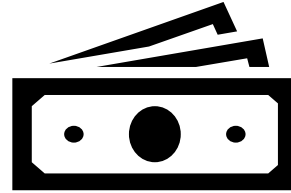


# INVESTMENT MERITS



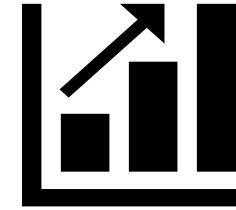
## LEADING PORT OPERATOR IN EAST MALAYSIA

- Largest LNG Export Terminal in East Asia
- Main Export Outlet of Palm Oil Products in **Malaysia**
- Leading BIMP-EAGA Port & 3<sup>rd</sup> ranked Port in **Malaysia** in terms of Cargo Throughput



## STRONG FUNDAMENTALS

- Net Cash Position of RM134 mil as at 2Q22
- Consistent ROE returns to shareholders
- Historical dividend payout ratio of 40-50%



## EARNINGS VISIBILITY & GROWTH

- LNG Segment is expected to remain anchor contributor underpinned by its sustainable earnings profile
- SIPSB expected to spur future earnings growth





Thank you!



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