

## PT MITRABAHTERA SEGARA SEJATI TBK

*The Company Recorded Revenue of US\$29.0 million in 6M20*

**Jakarta, 25 September 2020** – PT Mitrabahahtera Segara Sejati Tbk (MBSS) closed 6M20 period with revenue of US\$29.0 million, a gross profit of US\$1.5 million, EBITDA of US\$7.7 million and loss attributable to owners of the Company of US\$4.3 million. The complete consolidated financial statements for the six months period can be accessed on the Company's website ([www.mbss.co.id](http://www.mbss.co.id)).

The Company's revenues in 6M20 reflect a 27.8% decline from 6M19 revenue of US\$40.2 million. The decline in revenue is due to lower barging and floating crane revenues compared to 6M19 where barging revenue declined 26.7% from US\$28.8 million to US\$21.1 million and floating crane revenue declined by 30.5% from US\$11.4 million to US\$7.9 million.

The unprecedented event of pandemic impacted to most of all sectors in industries. The Indonesian coal sector faces the possibility of a prolonged period of lower coal prices, as demand for electricity has fallen. It led to significant drop in MBSS' performance, which has domino effect from this condition. During the lockdown policy of some countries, there was a bound ary for export shipment of coal, resulted in the decrease of demand of MBSS' services. Most of our shipments are for export, both barging and floating crane segment.

The decrease in barging segment was in line with the lower demand of coal and longer waiting in loading and discharge ports related to the effect of the pandemic, which have continued to impact MBSS result in 6M20. Lower spot contribution by US\$1.8 million as part of the Company strategy to switch spot shipment to enable certainty of cargo lifting in long-term and short-term contracts. Volume wise, barging segment transported 13.4 million MT in 6M20, an increase of 6.1% compared to 12.6 million MT in 6M19 with lower number of fleet 61 sets compared to 70 sets in 6M19. This increment mainly driven from higher deployed sets for TC basis contract in 6M19.

Furthermore, the floating crane revenue decreased from US\$11.4 million to US\$7.4 million in 6M19 compared to 6M20. Many industries have closed some of their activities that also contributed to the decrease in electricity needs in Indonesia or other countries. On the other hand, longer lead time for supply of spare parts and challenges to engage vendors on this condition impacted to prolonged repaired time for the vessels. It reduced the availability of MBSS' fleet to generate the revenue.

With lower number of sets in barging compared to last year, the Company managed to lower down its direct cost by 15.1% from US\$32.4 million in 6M19 to US\$27.5 million in 6M20. The biggest contribution to this lower direct cost was decreased in fuel by 40.9% from US\$6.3 million in 6M19 to US\$3.7 million in 6M20, align with The Company's strategy for cost efficiencies through operational excellence. Lower sets owned in 6M20 also contributed in the decrease of depreciation and crewing with total reduction of US\$1.4 million. In addition, the Company has managed to keep implementing cost saving initiatives to have a lean cost structure.

Below is the summary of Company's performance in 6M20:

### 1. Operational Highlights

Description	Unit	6M20	6M19	Change(%)
<b>Barging</b>				
Fleets	Set	61.0	70.0	(12.9)
Volume	MMT	13.4	12.6	6.1
<b>Floating Crane</b>				
Fleets	Unit	6.0	6.0	-
Volume	MMT	4.5	5.8	(22.2)
<b>Grand Total Volume</b>	<b>MMT</b>	<b>17.9</b>	<b>18.5</b>	<b>(53)bps</b>

**2. Summary Statements of Profit and Loss and Other Comprehensive Income**

Description (In US\$m unless indicated)	6M20	6M19	Change (%)
<b>Revenue</b>			
- Barging	21.1	28.8	(26.7)
- Floating Crane	7.9	11.4	(30.5)
- Others	-	0.0	(100.0)
<b>Total Revenue</b>	<b>29.0</b>	<b>40.2</b>	<b>(27.8)</b>
<b>Direct Costs</b>	27.5	32.4	(15.1)
<b>Gross Profit</b>	<b>1.5</b>	<b>7.8</b>	<b>80.7</b>
%Gross Profit	5.2	19.4	(1,418)bps
<b>Operating Expenses</b>	5.0	5.0	0.2
<b>Operating Profit (Losses)</b>	<b>(3.5)</b>	<b>2.8</b>	<b>(223.7)</b>
%Operating Profit	(12.0)	7.0	(1,899)bps
<b>Other Income (Expenses)</b>	(0.6)	(1.8)	35.7
<b>Profit (Loss) Before Tax</b>	<b>(4.1)</b>	<b>1.0</b>	<b>491.0</b>
<b>Profit (Loss) For the Period Attributable Owners</b>	<b>(4.3)</b>	<b>0.7</b>	<b>(689.9)</b>
%Net Profit After Tax	(15.0)	1.8	(1,682)bps
<b>Non Controlling Interest</b>	<b>(0.1)</b>	<b>(0.2)</b>	<b>43.7</b>
<b>EBITDA</b>	<b>7.7</b>	<b>14.9</b>	<b>(48.5)</b>
%EBITDA	26.4	37.0	(1,057)bps
<b>Capex</b>	<b>6.7</b>	<b>3.2</b>	<b>108.1</b>

**Revenues**

Revenue lower by 27.8% to US\$29.0 million in 6M20, compared to US\$40.2 million in 6M19.

**Direct Costs**

The Company has done variety of cost efficiencies and rationalization measures, especially for variable components such as fuel, thus resulting in decreased direct costs of 15.1% from US\$32.4 million in 6M19 to US\$27.5 million in 6M20. Fuel costs decreased by 40.9% from US\$6.3 million on 6M19 to US\$3.7 million, which also in line with the lower revenue. There was also a decrease in depreciation and crewing costs that in line with lower number sets owned, from total of US\$16.2 million in 6M19 to US\$14.8 million.

**Operating Expenses and Other Income (Expenses)**

Operating Expenses (Opex) managed to be at the same level with 6M19, a slightly increase by 0.2%. While for the other expenses was higher due to forex losses.

### 3. Summary Statements of Financial Position

Description (In US\$m unless indicated)	6M20	2019	Change (%)
<b>Cash and cash equivalents</b>	45.2	40.2	12.3
<b>Total current assets</b>	63.5	58.0	9.4
<b>Total Assets</b>	218.0	218.1	(0.1)
<b>Current Liabilities</b>	23.9	15.6	52.8
<b>Total Debt</b>	39.3	35.4	11.1
<b>Total Liabilities</b>	50.8	46.3	9.8
<b>Total Equity</b>	167.2	171.9	(2.7)
<b>Current Ratio (x)</b>	2.66	3.71	
<b>Debt to Equity (x)</b>	0.24	0.21	

#### Total Assets

Total assets as of June 30, 2020 is 0.1% lower than 2019, which was in line with the lower number of sets, from 62 sets to 61 sets.

#### Total Liabilities

Total liabilities as of June 30, 2020 are 9.8% higher than 2019 as the Company obtained new revolving loan from Bank Permata in April 2020.

#### Total Equity

Total equity as of June 30, 2020 is 2.7% lower than 2019 due to losses recorded in 6M20.

#### Capex

Higher capex in 6M20 by 108.1% from US\$3.2 million in 6M19 to US\$6.7 million in 6M20, which in line with the docking cycle schedule and down payment for 2 newly built barges which expected to be fully delivered in 2020.

As we may know, the COVID-19 is sweeping through the global economy up to an unpredictable time. In this case, MBSS will keep trying to increase customer satisfaction through safety and operational excellence.

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About PT Mitrahaftera Segara Sejati Tbk

[www.mbss.co.id](http://www.mbss.co.id)

PT Mitrahaftera Segara Sejati Tbk is an integrated service provider of one-stop sea transportation solutions for bulk materials, particularly coal with its strategic investments in PT Mitra Swire CTM and PT Mitra Alam Segara Sejati.

For further information, please contact:

Burhan Sutanto – Finance Director

Telephone : +62 21 5794 4755

Email : [investor.relations@mbss.co.id](mailto:investor.relations@mbss.co.id)

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