

PT MITRABAHTERA SEGARA SEJATI TBK

The Company Recorded a Profit Attributable to Owners of the Company of US\$11.5 million in 9M22

Jakarta, 28 October 2022 – PT Mitrabahtera Segara Sejati Tbk (MBSS) closed the 9M22 period with revenue of US\$63.4 million, a gross profit of US\$17.9 million, EBITDA of US\$28.9 million and a profit attributable to the owners of the Company of US\$11.5 million. The complete consolidated financial statements for the nine months period can be accessed through the Company's website (www.mbss.co.id).

MBSS managed to continue its positive results in the third quarter as well as a positive result in year-to-date 2022. The energy shortage experiences by Europe prompted it to switch back to use coal, this condition contributed to the surge in coal prices which fueled MBSS' hopes that it will lead to sustainable coal demand and prices.

In 9M22 MBSS recorded a revenue growth of 18% (US\$63.4 million) from 9M21 revenue of US\$53.8 million. This improvement mostly contributed from barging segment, particularly from spot shipments. The decline occurred in the floating crane segment, which mostly caused by the absence of FC Ben Glory. The barging segment contributed 74.0% to the Company's revenue whilst the floating crane segment contributed the remainder.

Certain factors affected revenue from barging segment. The US\$10.0 million increase in barging revenue was mainly due to significant increase in spot shipment by US\$12.0 million which compensated the decline in some contracts together with Time Charter (TC) revenue by US\$ 2.0 million. The barging fleet keep on improving their utilisation compared to 9M21, with an increased demand in the market, resulting in US\$46.9 million of barging revenue.

Furthermore, there was a US\$0.3 million decrease in floating crane revenue from US\$16.8 million to US\$16.5 million in 9M22 compared to 9M21. The absence of FC Ben Glory since she has been sold in July 2022 and FC Blitz's scheduled docking during the first quarter 2022 contributed to the decline.

The direct cost experienced an increase of 6.4% from US\$42.8 million in 9M21 to US\$45.5 million in 9M22, mostly attributable to the increase in fuel cost by 67.2% from US\$9.1 million (9M21) to US\$15.2 million (9M22). This increase was in line with rising global oil prices coupled with MBSS having more long-haul shipments in 9M22 compared to 9M21, as most of the spot shipments were long-haul. On the other hand, the Company managed to have savings in technical costs, such as spare parts and repair and maintenance, align with the Company's strategy for cost efficiencies through operational excellence.

Below is the summary of Company's performance in 9M22:

1. Operational Highlights

Description	Unit	9M22	9M21	Change(%)
Barging				
Fleets	Set	54.0	54.0	-
Volume	MMT	18.5	18.6	(0.5)
Floating Crane				
Fleets	Unit	5.0	6.0	(16.7)
Volume	MMT	7.8	8.6	(9.0)
Grand Total Volume	MMT	26.3	27.2	(3.2)

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

Description (In US\$m unless indicated)	9M22	9M21	Change (%)
Revenue			
- Barging	46.9	36.9	27.1
- Floating Crane	16.5	16.8	(2.1)
Total Revenue	63.4	53.8	18.0
Direct Costs	45.5	42.8	6.4
Gross Profit	17.9	11.0	62.9
<i>%Gross Profit</i>	28.3	20.5	
Operating Expenses	4.7	5.2	(10.0)
Operating Profit (Losses)	13.2	5.8	129.2
<i>%Operating Profit</i>	20.8	10.7	
Other Income (Expenses)	(0.0)	(0.5)	92.2
Profit (Loss) Before Tax	13.2	5.3	150.2
Profit (Loss) For the Period Attributable Owners	11.5	4.1	178.6
<i>%Net Profit After Tax</i>	18.1	7.7	
Non Controlling Interest	0.4	0.5	(9.1)
EBITDA	28.9	21.2	36.1
<i>%EBITDA</i>	45.6	39.5	
Capex	5.4	6.0	(10.6)

Revenues

Revenue increased by 18.0% to US\$63.4 million in 9M22, compared to US\$53.8 million in 9M21 which shown by an improvement of 27.1% in barging segment.

Direct Costs

Commercial costs as a component of direct costs were increased, especially the fuel costs which were also in line with the increase in revenue mostly due to the rising global oil prices. Meanwhile, to align with the Company's strategy for cost efficiencies through operational excellence, MBSS managed to have savings in technical costs, such as spare parts and repair and maintenance.

Operating Expenses and Other Income (Expenses)

Operating Expenses (Opex) reduced by 10.0% from US\$5.2 million in 9M21 to US\$4.7 million in 9M22. This decrease mainly derived from a reduction in the number of employees. While for the others was lower which attributable from gain from sale of assets, which reflected by the decrease in number of FC owned from 6 sets in 9M21 to 5 sets in 9M22. Forex losses due to the weakening of rupiah exchange rate offset the increase in other income which resulted in negative other income (expenses) of US\$38.8 thousand.

3. Summary Statements of Financial Position

Description (In US\$m unless indicated)	9M22	2021	Change (%)
Cash and cash equivalents	58.7	27.2	115.5
Total current assets	72.3	44.5	62.7
Total Assets	203.6	177.6	14.6
Current Liabilities	15.2	6.0	153.3
Total Debt	11.7	-	100.0
Total Liabilities	26.0	8.5	205.1
Total Equity	177.6	169.1	5.0
Current Ratio (x)	4.8	7.4	
Debt to Equity (x)	0.1	-	

Total Assets

Total assets as of September 30, 2022 are 14.6% higher than in 2021, as a result of increased in the current assets and non-current assets. The increased primarily due to increase in cash and cash equivalents from US\$27.2 million to US\$58.7 million as MBSS have been partially drawdown the bank loan facility in April 2022.

Total Liabilities

Total liabilities as of September 30, 2022 are 205.1% much higher than in 2021. As part of a cash preservation strategy, a new term loan was obtained from BCA in January 2022 and July 2022 and were partially drawdown in April 2022.

Total Equity

Total equity as of September 30, 2022 is 5.0% higher than 2021 which represents the net profit recorded during the third quarter of 2022.

CAPEX

Lower CAPEX in 9M22 by 10.6% from US\$6.0 million in 9M21 to US\$5.4 million in 9M22 mostly in line with the 5-years docking cycle schedule.

MBSS will continue to improve its positive trend and deliver customer satisfaction through safety and operational excellence in the future.

About PT Mitrabahtera Segara Sejati Tbk

www.mbss.co.id

PT Mitrabahtera Segara Sejati Tbk is a leading Indonesian provider of integrated maritime transportation and transshipment services which provides integrated solutions and marine transport for bulk materials, particularly coal with its strategic investments in PT Mitra Swire CTM, PT Mitra Alam Segara Sejati.

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