

PT MITRABAHTERA SEGARA SEJATI TBK

The Company Recorded a Profit Attributable to the Owners of the Company of US\$14.9 million in 9M23

Jakarta, 16 November 2023 – PT Mitrabahtera Segara Sejati Tbk (MBSS) recorded revenue of US\$45.6 million, a gross profit of US\$13.4 million, EBITDA of US\$19.5 million and a profit attributable to the owners of the Company of US\$14.9 million in the consolidated financial statements for the nine months period ended September 30, 2023. The complete consolidated financial statements for the period can be accessed through the Company's website (www.mbss.co.id).

The demand for coal remains strong, especially in Asia, where it continues to be the primary source of energy for many countries. Similarly, the demand for nickel is expected to be robust due to government investments in nickel smelting and refining facilities, which will bolster the growth of the domestic electric vehicle (EV) industry.

MBSS encountered a 28.1% dip in revenue in the first nine months of 2023 compared to same period in 2022 of US\$63.4 million. To note that this decrease was primarily driven by the FC segment, which was significantly impacted by the sale of five FCs in the latter half of 2022. The barging segment remained the main driver of the company's revenue, accounting for 97.5%, while the floating crane segment contributed for the remainder.

Barging segment had transported 11.5 million MT in 9M23, marking a 37.9% decrease from 18.5 million MT in 9M22. It was in line with the reduction in the number of owned assets from 54 sets in 9M22 to 42 sets in 9M23, as part of its strategy to optimize operations and modernize the fleet, MBSS made a purposeful move to divest certain aging assets. Consequently, this move led to a 5.3% reduction in revenue, declining from US\$46.9 million in 9M22 to US\$44.4 million in 9M23.

Likewise, floating crane segment underwent a notable transformation influenced by the strategic sale of five floating cranes during 2022. This strategic move resulted in a substantial decrease in the volume of cargo handled, amounting to 1.4 million MT in 9M23 compared to 7.8 million MT in 9M22. Its also brought transition in revenue, signifying a 92.9% reduction amounting to US\$1.2 million in 9M23.

The direct cost experienced a 29.2% decrease from US\$45.5 million in 9M22 to US\$32.2 million in 9M23, in line with the reduced volume of transported cargo. Commercial costs as a component of direct costs naturally decreased as well, especially fuel costs. Moreover, by operating with a streamlined fleet, MBSS managed to reduce its technical cost mainly due to decreased in depreciation and crewing costs.

Below is the summary of Company's performance in 9M23:

1. Operational Highlights

Description	Unit	9M23	9M22	Change(%)
Barging				
Fleets	Set	42.0	54.0	(22.2)
Volume	MMT	11.5	18.5	(37.9)
Floating Crane				
Fleets	Unit	1.0	5.0	(80.0)
Volume	MMT	1.4	7.8	(82.7)
Grand Total Volume	MMT	12.8	26.3	(51.2)

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

Description (In US\$m unless indicated)	9M23	9M22	Change (%)
Revenue			
- Barging	44.4	46.9	(5.3)
- Floating Crane	1.2	16.5	(92.9)
Total Revenue	45.6	63.4	(28.1)
Direct Costs	32.2	45.5	(29.2)
Gross Profit	13.4	17.9	(25.2)
%Gross Profit	29.4	28.3	
Operating Expenses	4.0	4.7	(14.9)
Operating Profit (Losses)	9.4	13.2	(28.9)
%Operating Profit	20.6	20.8	(23)bps
Other Income (Expenses)	7.5	(0.0)	19,367.6
Profit Before Tax	16.9	13.2	28.1
Profit for the Period Attributable Owners	14.9	11.5	29.4
%Net Profit After Tax	32.7	18.1	
Non Controlling Interest	0.0	0.4	(97.3)
EBITDA	19.5	28.9	(32.6)
%EBITDA	42.7	45.6	(287)bps
Capex	26.3	5.4	387.9

Revenues

Revenue for 9M23 declined by 28.1% to US\$45.6 million, in comparison to US\$63.4 million in 9M22, reflecting the decline in cargo transportation volume.

Direct Costs

The decrease in depreciation and crewing costs was related to the reduction in the number of sets owned, leading to a total reduction of US\$7.1 million. Moreover, aligned with the decreased volume of transported cargo, fuel cost, as a component of commercial costs naturally decrease by 45%.

Operating Expenses and Other Income (Expenses)

Operating Expenses (Opex) decline 14.9% in 9M23 compared to 9M22 due to lower head count among higher-grade positions. Additionally, Others category was reduced, partly attributable to gains from the sale of assets, which was reflected in the decrease in the number of owned assets. Furthermore, there was smaller forex loss as rupiah exchange rate against the dollar began to strengthen.

3. Summary Statements of Financial Position

Description (In US\$m unless indicated)	9M23	2022	Change (%)
Cash and Cash Equivalents	124.0	100.7	23.2
Total Current Assets	141.8	111.9	26.7
Total Assets	222.9	211.0	5.6
Current Liabilities	10.8	15.9	(32.0)
Total Debt	13.5	10.7	25.2
Total Liabilities	21.8	24.9	(12.2)
Total Equity	201.0	186.1	8.0
Current Ratio (x)	13.1	7.1	
Debt to Equity (x)	0.1	0.1	

Total Assets

Total assets as of September 30, 2023 were higher compared to 2022, driven by growth in current assets, particularly in cash and cash equivalents which rose from US\$100.7 million to US\$124.0 million.

Total Liabilities

Total liabilities as of September 30, 2023 were reduced by 32.0% compared to 2022, despite an increase in debt due to the drawdown of new facility from BCA in September 2023. This reduction was primarily the result of actual payment made towards taxes payable as well as trade payables caused by settlement of outstanding invoices.

Total Equity

Total equity as of September 30, 2023 were notably increased by 8.0% in comparison to 2022, reflecting net profit recorded in 9M23.

CAPEX

The Capex saw a substantial increase of 387.9% from US\$5.4 million in 9M22 to US\$26.3 million in 9M23, in line with docking cycle schedule of the fleet and the acquisition of newly built barges that were delivered until in the trimester.

MBSS will continue its efforts to improve effectiveness and efficiency by prioritizing productivity through safety and operational excellence.

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 and nickel with its strategic investments in PT Mitra Galley Segara Sejati (formerly PT Mitra Swire CTM) and PT Mitra Alam Segara Sejati.

For further information, please contact:

Susan Faustine – Finance Director

Telephone : +62 21 5060 3688

Email : investor.relations@mbss.co.id

Disclaimer:

All financial information, projections, plans, strategies and objectives of PT Mitrabahtera Segara Sejati Tbk contained in this news release, are statements that cannot be assumed as an estimate of the future statement as defined by applicable provisions.

PT Mitrabahtera Segara Sejati Tbk and/or its affiliates and/or other parties are not responsible for the accuracy and completeness of the forward declaration (if any) in this news release.