

PT PELAYARAN TEMPURAN EMAS, Tbk

FACT SHEETS

For the years ended 31 December 2015/2014 (Audited)



Income Statements

In Rp Million	2015	2014	% Change
Volume (TEUs)	284,175	270,104	5.21%
Service Revenue:			
Shipping	1,072,361	1,023,740	4.75%
Stevedoring	648,604	663,653	-2.27%
Total Service Revenue	1,720,965	1,687,393	1.99%
Net Service Revenue	1,621,364	1,522,131	6.52%
Gross Profit	453,693	387,854	16.98%
Income From Operations	407,999	323,422	26.15%
Income For The Year	317,174	203,631	55.76%
EBITDA	549,204	472,437	16.25%

Financial Highlights

	2015	2014
Gross Profit Margin	27.98%	25.48%
Operating Profit margin	25.39%	21.25%
Net Profit Margin	19.56%	13.38%
EBITDA Margin	33.87%	31.04%
Operating Cash Flow (in Million IDR)	433,639	280,199

Financial Ratio

Ratio	2015	2014
A/R turnover (days)	38	39
Net Debt to EBITDA	1.51x	1.87x
Interest Bearing Debt to Total Asset	47%	54%
Debt Equity Ratio	119%	206%

Balance Sheets

In Rp Million	31 Dec'15	31 Dec'14	In Rp Million	31 Dec'15	31 Dec'14
Cash and cash equivalent	24,430	42,881	Short term loan	353,604	427,638
Account Receivables	181,815	197,978	Account Payables	93,069	134,011
Inventories	22,909	26,728	Taxes payable	5,146	9,161
Fixed Asset	1,458,799	1,295,364	Accrued expenses and other liabilities	11,607	44,811
Advances	32,053	28,749	Long term loan	503,969	477,332
Other Assets	62,055	35,138	Equity	814,666	533,885
Total Assets	1,782,061	1,626,838	Total Liabilities and Equity	1,782,061	1,626,838

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Summary FY2015

- The Company recorded an increase in its Net Service Revenue by 6.52% or equivalent Rp99,233 million due to the increase in its cargo volume by 5,21% equivalent to 14,071 TEUs from 270,104 TEUs to 284,175 TEUs.
- Slight increase in Gross profit margin 25% in 2014 to 26% in 2015 was due to the an efficiency in repair maintenance and lower price in fuel and lubrication.
- Company paid dividends amounting to Rp 20 billion or Rp 17.81/share.
- Capital expenditures for the period AGM 2015 – AGM 2016 (1 year) amounting to Rp 585 Billion with realization of:
 - Acquiring 7 vessels for Rp 475 Billion
 - Purchase of supporting equipment for Rp 110 Billion to improve operational capacity and facilities

AWARDS

- ✓ “TOP Infrastructure Award for the category of TOP Infrastructure on Transportation in 2015” from BusinessNews Indonesia.
- ✓ “ An active role in ensuring the safety of sailing” from Tanjung Priok Harbor Master.
- ✓ “ The Most Cooperative Container Lines” from PT Pelabuhan Indonesia III (PERSERO).



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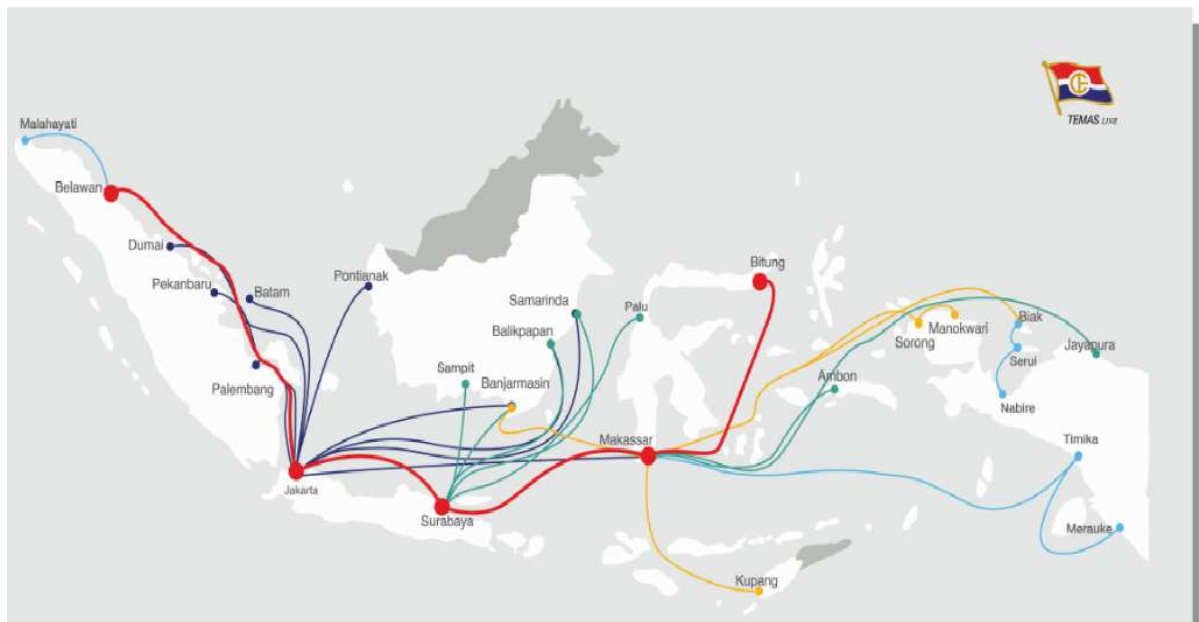


SIGNIFICANT EVENTS IN 2015

April	<ul style="list-style-type: none"> Signed a contract agreement to build 6 units of new build vessels to increase the Company service capacity.
June	<ul style="list-style-type: none"> Opened new route: Surabaya – Palu Signed a contract for purchasing 3 units of Harbor Mobile Cranes to enhance stevedoring service through PT Escorindo Stevedoring, the Company’s Subsidiary
September	<ul style="list-style-type: none"> Purchased a shop house to set permanent office to bolster present in Banjarmasin Moved Company’s headquarters to new building.
October	<ul style="list-style-type: none"> Signed MOU with PT Pelabuhan Tanjung Priok regarding Cooperation in Stevedoring Activities in Tanjung Priok Port.
November	<ul style="list-style-type: none"> Signed purchase contract of second hand vessel, and rename to KM Sungai Mas with capacity of 28,876 DWT, 2135 TEUs
December	<ul style="list-style-type: none"> Signed a purchase contract of 1 unit Reach Stacker to support the Company’s operation through PT Olah Jasa Trisari Andal, the Company’s Subsidiary Sold 1 unit vessel named KM Sendang Mas to revitalize its fleet

ROUTES AND FREQUENCY

PENDULUM SERVICE:
Belawan - Jakarta - Surabaya - Makassar - Bitung



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As of March 31, 2016

Jakarta Base	Surabaya Base	Makassar Base
Jakarta - Pontianak	Surabaya - Banjarmasin	Makassar - Kupang
Jakarta - Pekanbaru	Surabaya - Makassar - Sorong - Manokwari	Makassar - Sorong - Manokwari
Jakarta - Dumai	Surabaya - Makassar - Bitung	Makassar - Surabaya - Jakarta
Jakarta - Palembang	Surabaya - Jayapura	Makassar - Bitung
Jakarta - Banjarmasin	Surabaya - Balikpapan - Samarinda	Makassar - Timika - Merauke
Jakarta - Batam	Surabaya - Ambon	Makassar - Biak - Serui - Nabire
Jakarta - Balikpapan	Surabaya - Makassar - Palu	Makassar - Jayapura
Jakarta - Samarinda	Surabaya - Makassar - Timika - Merauke	
Jakarta - Palu	Surabaya - Biak - Serui - Nabire	
Jakarta - Belawan		
Jakarta - Surabaya - Makassar - Bitung		

Loading Port	Unloading Port	Frequency (per month)	Loading Port	Unloading Port	Frequency (per month)	Loading Port	Unloading Port	Frequency (per month)
Jakarta	Pontianak	8x	Surabaya	Banjarmasin	10x	Makassar	Palu	2x
Jakarta	Pekanbaru	4x	Surabaya	Makassar	4x	Makassar	Kupang	4x
Jakarta	Dumai	4x	Surabaya	Sorong	3x	Makassar	Sorong	3x
Jakarta	Palembang	4x	Surabaya	Biak	3x	Makassar	Biak	3x
Jakarta	Banjarmasin	4x	Surabaya	Manokwari	3x	Makassar	Manokwari	3x
Jakarta	Batam	3x	Surabaya	Bitung	4x	Makassar	Bitung	4x
Jakarta	Balikpapan	4x	Surabaya	Jayapura	3x	Makassar	Surabaya	4x
Jakarta	Samarinda	4x	Surabaya	Balikpapan	4x	Makassar	Jakarta	4x
Jakarta	Palu	4x	Surabaya	Samarinda	4x	Makassar	Jayapura	3x
Jakarta	Belawan	4x	Surabaya	Ambon	4x	Makassar	Serui	3x
Jakarta	Surabaya	4x	Surabaya	Palu	2x	Makassar	Nabire	3x
Jakarta	Makassar	4x	Surabaya	Timika	3x	Makassar	Timika	3x
Jakarta	Bitung	4x	Surabaya	Merauke	3x	Makassar	Merauke	3x
Jakarta	Papua	4x	Surabaya	Nabire	3x			
Jakarta*	Malahayati	4x	Surabaya	Serui	3x			
			Surabaya	Sampit	4x			

*New Port by mid of 2016

For further inquiry, please contact:

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