

INVESTOR BULLETIN

OPERATIONAL UPDATE FY 2023

APRIL 1st 2024

Share Price Data (as of April 1st 2024)

Ticker on IDX	HUMI
Last Closing Price (IDR):	91
Outstanding Shares:	18,046,476,011
Market Cap (IDR Bn):	1,700

Shareholder Structure

PT Humpuss Intermoda Transportasi Tbk (%)	76.50
PT Humpuss Transportasi Kimia (%)	8.50
Public (%)	15.00

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PT Humpuss Maritim Internasional Tbk
 www.humi.co.id

COMPANY OVERVIEW

- Established back in 2016, PT Humpuss Maritim Internasional Tbk ("HUMI" or "The Company") is a subsidiary company of PT Humpuss Intermoda Transportasi Tbk (HITS).
- At present, the Company's business primarily involves ship rental services, notably for the transportation of liquefied natural gas (LNG), premium and crude oil transport services, chemical and petrochemical transportation, Floating Storage Regasification Units (FSRU), and other marine support services. .
- As a key supporter in the energy distribution industry especially in Indonesia, the company also manages and enhances its maritime workforce through proven training services backed by top expertise, ensuring competence in line with international and national shipping standards.

COMPANY HIGHLIGHTS

- HUMI's full year 2023 performance experienced notable revenue growth, with a 16.2% increased compared to full year 2022 , reaching USD 106.4 million. This growth was fueled by increased revenue from vessel charter services, particularly in the Chemical segment, reaching USD 38.2 million, a staggering 305.3% surge compared to the previous year's USD 12.5 million.
- The Company reported a net profit of USD 12.7 million in 2023, showcasing a significant surge of 15.9% compared to the previous year's net profit of USD 10.9 million.

REVENUE BREAKDOWN

Revenue	2022 (USD '000.000)	Percentage to Total	2023 (USD '000.000)	Percentage to Total	YoY Growth
Chemical	12.5	13.7%	38.2	35.9%	205.3%
LNG	28.2	30.8%	24.3	22.8%	(13.86%)
Crude and Fuel Oil	14.4	15.8%	20.6	19.3%	42.6%
Offshore Support Vessel	14.6	15.9%	12.3	11.5%	(16.0%)
FSRU	12.4	13.6%	7.1	6.6%	(43.3%)
Marine Support	1.5	1.6%	2.5	2.4%	70.4%
Crew Management Service	0.9	0.9%	0.9	0.8%	(4.3%)
Ship Management Service	0.4	0.5%	0.5	0.5%	29.1%
Manning Training Center	0.3	0.4%	0.1	0.1%	(65.4%)
Dredging and Reclamation	6.2	6.8%	-	-	-
GRAND TOTAL	91.5	100%	106.4	100%	16.2%

FINANCIAL HIGHLIGHTS

- The Company attained a total revenue of USD 106.4 million, showing a noteworthy 16.2% increase from the previous year.
- This significant rise driven by a substantial surge in vessel leasing revenue, notably in the Chemical segment, reaching USD 38.2 million, a remarkable 205.3% rise from the prior year.
- Moreover, performance growth as of December 2023 is attributed to the Company's efficient vessel utilization and optimized client contracts, driving overall success.

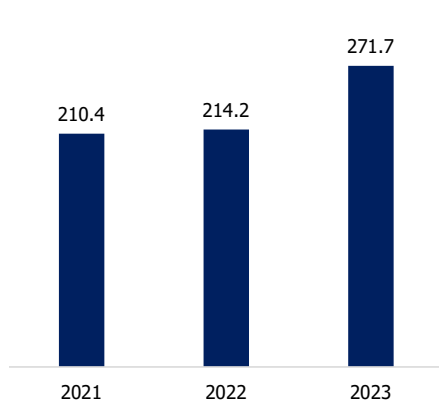
Statement of Profit & Loss

<i>In USD million</i>	2022	2023	YoY
Revenue	91.5	106.4	16.2%
Gross Profit	26.6	29.1	9.5%
Margin	29.1%	27.4%	-
Operating Profit	15.3	14.8	(3.2%)
Margin	16.7%	13.9%	-
Net Profit	10.9	12.7	15.9%
Margin	11.9%	11.9%	-
EBITDA	42.2	37.7	(10.7%)
Margin	46.1%	35.5%	-

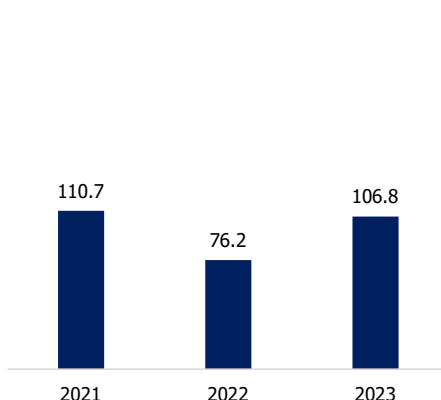
ASSETS & LIABILITIES POSITION

- As of December 31st, 2023, HUMI's total assets of USD 271.7 million exhibited a growth of approximately 26.89% from the figure of USD 214.2 million reported at the end of 2022.
- By December 31st, 2023, the total liabilities had increased by approximately 40.06% from USD 76.2 million to USD 106.8 million.
- As of December 31st, 2023, HUMI's total equity had grown by about 19.61% from USD 137.9 million to USD 164.9 million.
- HUMI continue to maintain its healthy financial position with improved Debt-to-Equity and Current ratios. These ratios are now stand at 0.6x and 1.8x respectively.

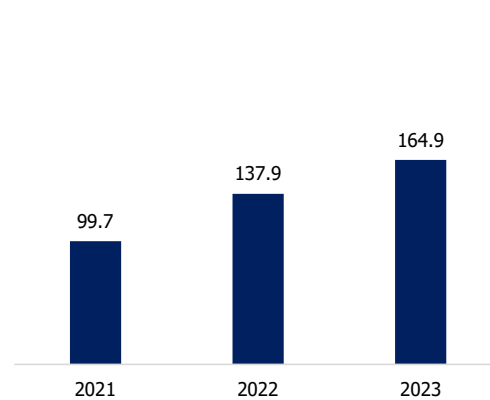
ASSETS



LIABILITIES



EQUITY



Note: in USD million



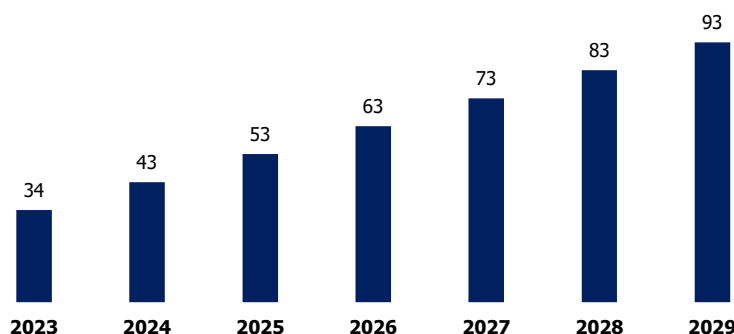
HUMI SEIZES OPPORTUNITY AMID GROWING DEMAND FOR MARINE SUPPORT SERVICES

Providing dependable and reputable services, the company, via its subsidiary PT Humpuss Transportasi Curah (HTC), offers a range of services including offshore and harbor tug assistance, bulk transportation, offshore equipment maintenance, ship management, and ship agency services.

As a result of HTC's contribution, HUMI has observed a significant upswing in revenue from its Marine Support division by the conclusion of the fiscal year 2023. This growth can be attributed to the escalating trade activities occurring in ports throughout Indonesia, driven by the growing demand for commodities such as coal, nickel, and methanol. As these industries continue to thrive, the demand for marine support services has also surged, presenting lucrative opportunities for HUMI's subsidiary.

The government-owned Port Company, PT Pelabuhan Indonesia, has reported an 8% increase in commodity loading and unloading activity compared to 2022, totaling an increase of 39.7 million tonnes. With this surge in activity, there will be a corresponding rise in demand for marine support services. Larger vessels will require assistance from smaller vessels to facilitate the efficient and expedited loading and unloading of commodities, thereby enhancing overall operational efficiency and speed.

HUMI's Fleet Growth Projection
2023-2029



EXPANDING FLEET TO CAPTURE MARKET SHARE

As the demand for marine logistic services continues to rise, HUMI is strategizing to bolster its vessel count to 93 vessels by 2029. To achieve this expansion, the company has allocated a capital expenditure of USD 51.50 million for 2024, intending to incorporate 9 additional vessels into its fleet. This expansion plan includes the acquisition of 3 chemical vessels, 1 LNG vessel, and 5 tugboats. These vessels are strategically chosen based on forecasts indicating heightened demand, particularly within the chemical and marine support sectors. This proactive approach underscores HUMI's commitment to meeting the evolving needs of its clientele and positioning itself for sustained growth in the maritime industry.

