



# JINHUI SHIPPING AND TRANSPORTATION LIMITED

Q2 2019 Results Presentation  
29 August 2019

# Disclaimer

This presentation may contain forward looking statements. These statements are based upon various assumptions, many of which are based, in turn, upon further assumptions, including the Company's management's examination of historical operating trends. Although the Company believes that these assumptions were reasonable when made, because assumptions are inherently subject to significant uncertainties which are difficult or impossible to predict and are beyond its control, the Company cannot give assurance that it will achieve or accomplish these expectations, beliefs or targets.

Key risk factors that could cause actual results to differ materially from those discussed in this presentation will include but not limited to the way world economies, currencies and interest rate environment may evolve going forward, general market conditions including fluctuations in charter rates and vessel values, financial market conditions including fluctuations in marketable securities value, counterparty risk, changes in demand in the dry bulk market, changes in operating expenses including bunker prices, crewing costs, drydocking and insurance costs, availability of financing and refinancing, inability to obtain restructuring or rescheduling of indebtedness from lenders in liquidity trough, changes in governmental rules and regulations or actions taken by regulatory authorities, potential liability from pending or future litigation, general domestic and international political conditions, potential disruption of shipping routes due to accidents, piracy or political events, and other important factors described from time to time in the reports filed by the Company.

# Highlights

## Q2 2019 Financial Highlights

- Revenue for the quarter: US\$14 million
- Net loss for the quarter: US\$1.1 million
- EBITDA: US\$3.8 million
- Basic loss per share: US\$0.010
- Gearing ratio as at 30 June 2019: 3%

# Highlights

- Drop in revenue mainly due to a weaker freight environment and reduction in number of owned vessels from twenty-three as at Q2 2018 to nineteen as at Q2 2019;
- Contracts to acquire two second hand Supramaxes at total consideration of US\$12m in Q2 2019, the first one was delivered in May 2019 and the second one was terminated due to the timely delivery of second vessel cannot be fulfilled by the second vendor, the deposit paid has been refunded to the Group;
- During the quarter, the Group drawn new secured bank loans of US\$16m for working capital purposes.

# Financial Highlights

## For the quarter and six months ended 30 June 2019

| US\$'000                                   | Q2 2019<br>(Unaudited) | Q2 2018<br>(Unaudited) | QoQ   | 1H 2018<br>(Unaudited) | 1H 2018<br>(Unaudited) | YoY  | 2018<br>(Audited) |
|--|------------------------|------------------------|-------|------------------------|------------------------|------|-------------------|
| Revenue                                    | 14,019                 | 22,118                 | -37%  | 26,784                 | 40,094                 | -33% | 76,113            |
| Net gain on disposal of<br>owned vessels   | -                      | -                      | -     | -                      | -                      | -    | 5,437             |
| Operating profit (loss)                    | (38)                   | 3,555                  | -101% | 2,905                  | 6,866                  | -58% | 11,874            |
| Net profit (loss) for the<br>period / year | (1,147)                | 2,841                  | -140% | 818                    | 5,312                  | -85% | 8,713             |
| Basic earnings (loss) per<br>share         | US\$(0.010)            | US\$0.026              | -140% | US\$0.007              | US\$0.049              | -85% | US\$0.080         |

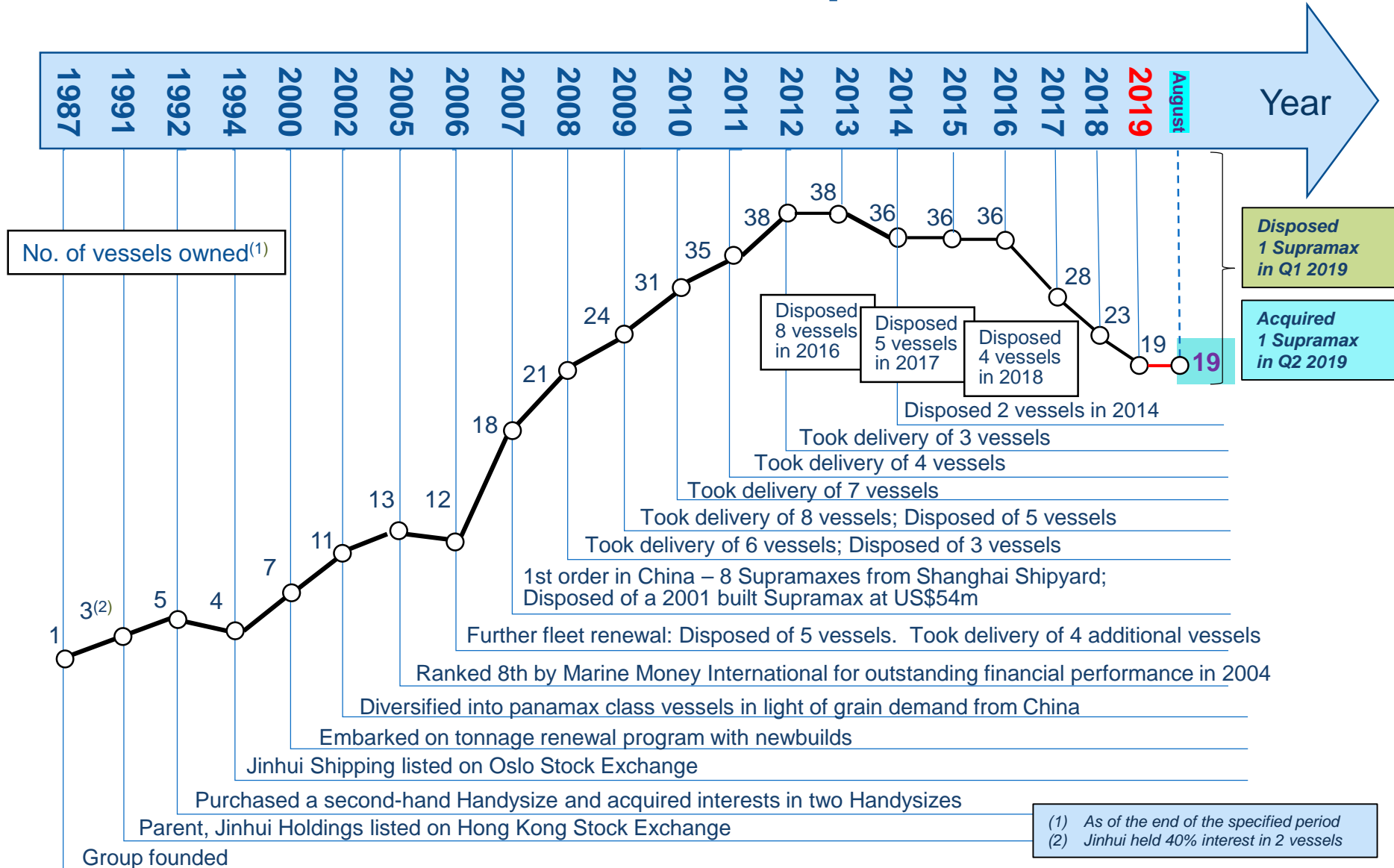
# Key Financial Ratios

## As at 30 June 2019

|   | Q2 2019<br>(Unaudited) | Q2 2018<br>(Unaudited) | 2018<br>(Audited) |
|---|------------------------|------------------------|-------------------|
| Total assets (US\$'000)                     | 387,369                | 357,830                | 361,637           |
| Total debt borrowings (US\$'000)            | 118,219                | 87,568                 | 90,183            |
| Return on equity <sup>1</sup>               | -0.46%                 | 1.15%                  | 3.51%             |
| Return on total assets <sup>2</sup>         | -0.31%                 | 0.74%                  | 2.27%             |
| Current ratio <sup>3</sup>                  | 1.71 : 1               | 1.29 : 1               | 2.54 : 1          |
| Net gearing <sup>4</sup>                    | 3%                     | 11%                    | 0.65%             |
| Working capital (US\$'000)                  | 54,208                 | 18,437                 | 69,172            |
| Available liquidity (US\$'000) <sup>5</sup> | 109,835                | 59,161                 | 88,551            |

1. ROE is calculated based on net profit divided by average equity.
2. ROA is calculated based on net profit divided by average of total assets.
3. Current ratio is calculated based on current assets divided by current liabilities.
4. Net gearing is calculated on the basis of net debts (total interest-bearing debts net of equity and debt securities, bank balances and cash) over total equity.
5. Available liquidity included bank and cash balances, equity and debt securities as of reporting date.

# Our Fleet Development



(1) As of the end of the specified period  
 (2) Jinhui held 40% interest in 2 vessels

# Competitive Fleet with High Cargo Flexibility

| <u>Fleet</u> | <u>Type</u>  | <u>Size (dwt)</u> | <u>Year built</u> | <u>Status</u> | <u>Shipyard</u>    |
|--------------|--------------|-------------------|-------------------|---------------|--------------------|
| 1 Jin Lang   | Post-Panamax | 93,279            | 2010              | Owned         | Jiangsu New Yangzi |
| 2 Jin Mei    | Post-Panamax | 93,204            | 2010              | Owned         | Jiangsu New Yangzi |
| 3 Jin Xiang  | Supramax     | 61,414            | 2012              | Owned         | Oshima             |
| 4 Jin Hong   | Supramax     | 61,414            | 2011              | Owned         | Oshima             |
| 5 Jin Yue    | Supramax     | 56,934            | 2010              | Owned         | Shanghai Shipyard  |
| 6 Jin Ao     | Supramax     | 56,920            | 2010              | Owned         | Shanghai Shipyard  |
| 7 Jin Gang   | Supramax     | 56,927            | 2009              | Owned         | Shanghai Shipyard  |
| 8 Jin Ji     | Supramax     | 56,913            | 2009              | Owned         | Shanghai Shipyard  |
| 9 Jin Wan    | Supramax     | 56,897            | 2009              | Owned         | Shanghai Shipyard  |
| 10 Jin Jun   | Supramax     | 56,887            | 2009              | Owned         | Shanghai Shipyard  |
| 11 Jin Sui   | Supramax     | 56,968            | 2008              | Owned         | Shanghai Shipyard  |
| 12 Jin Tong  | Supramax     | 56,952            | 2008              | Owned         | Shanghai Shipyard  |
| 13 Jin Yuan  | Supramax     | 55,496            | 2007              | Owned         | Oshima             |
| 14 Jin Yi    | Supramax     | 55,496            | 2007              | Owned         | Oshima             |
| 15 Jin Xing  | Supramax     | 55,496            | 2007              | Owned         | Oshima             |
| 16 Jin Sheng | Supramax     | 52,050            | 2006              | Owned         | IHI                |
| 17 Jin Yao   | Supramax     | 52,050            | 2004              | Owned         | IHI                |
| 18 Jin Ping  | Supramax     | 50,777            | 2002              | Owned         | Oshima             |
| 19 Jin Ming  | Supramax     | 50,230            | 2001              | Owned         | Shanghai Shipyard  |

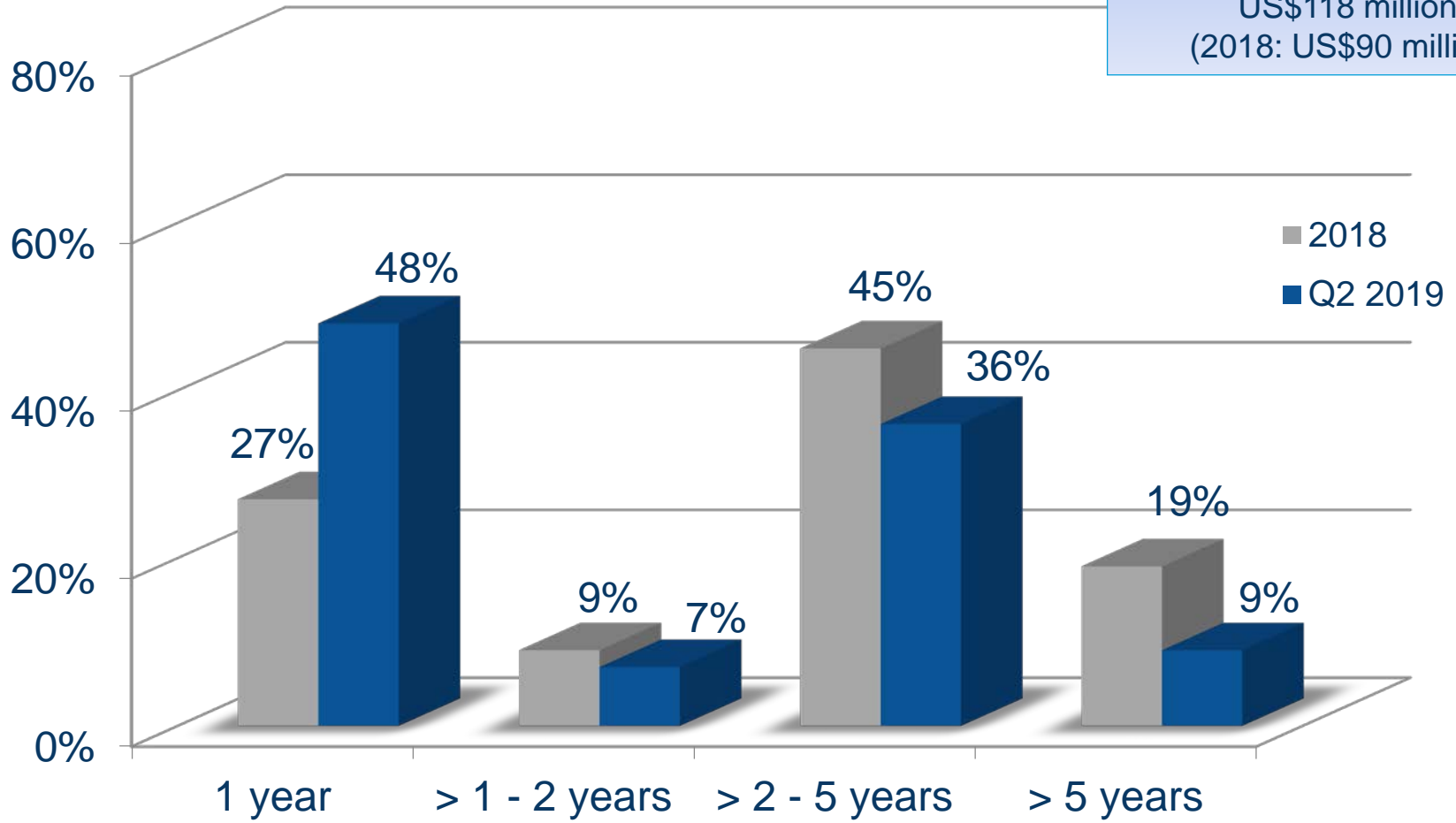
- As of 28 August 2019, we operated 19 motor vessels with total capacity of deadweight 1,136,304 metric tons and average age of 11.16 years -
  - completed the sale of a Supramax;
  - took delivery of a second hand Supramax.



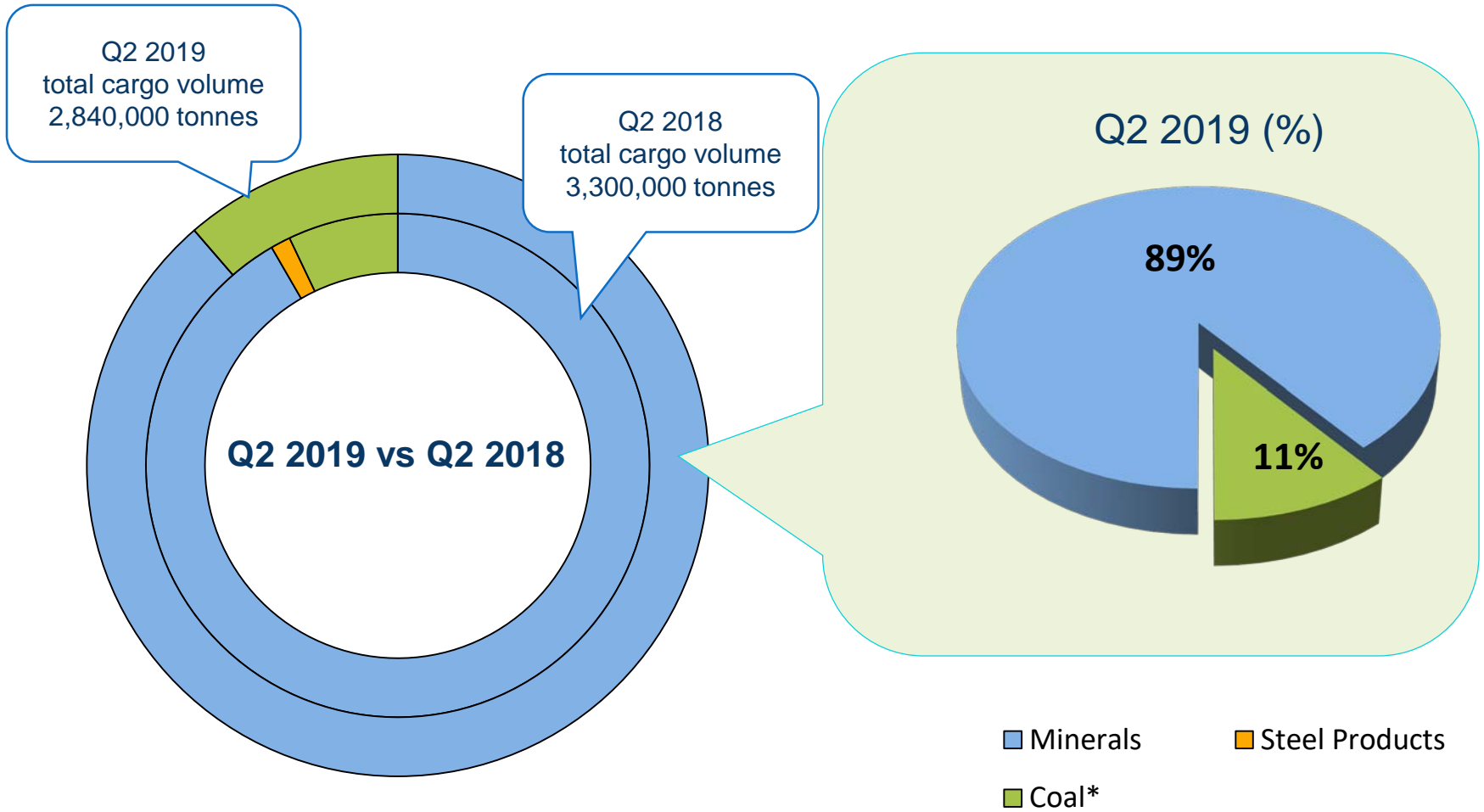
# Debt Maturity Profile

(Based on information up to 30 June 2019)

Total debt as of  
30 June 2019:  
US\$118 million  
(2018: US\$90 million)



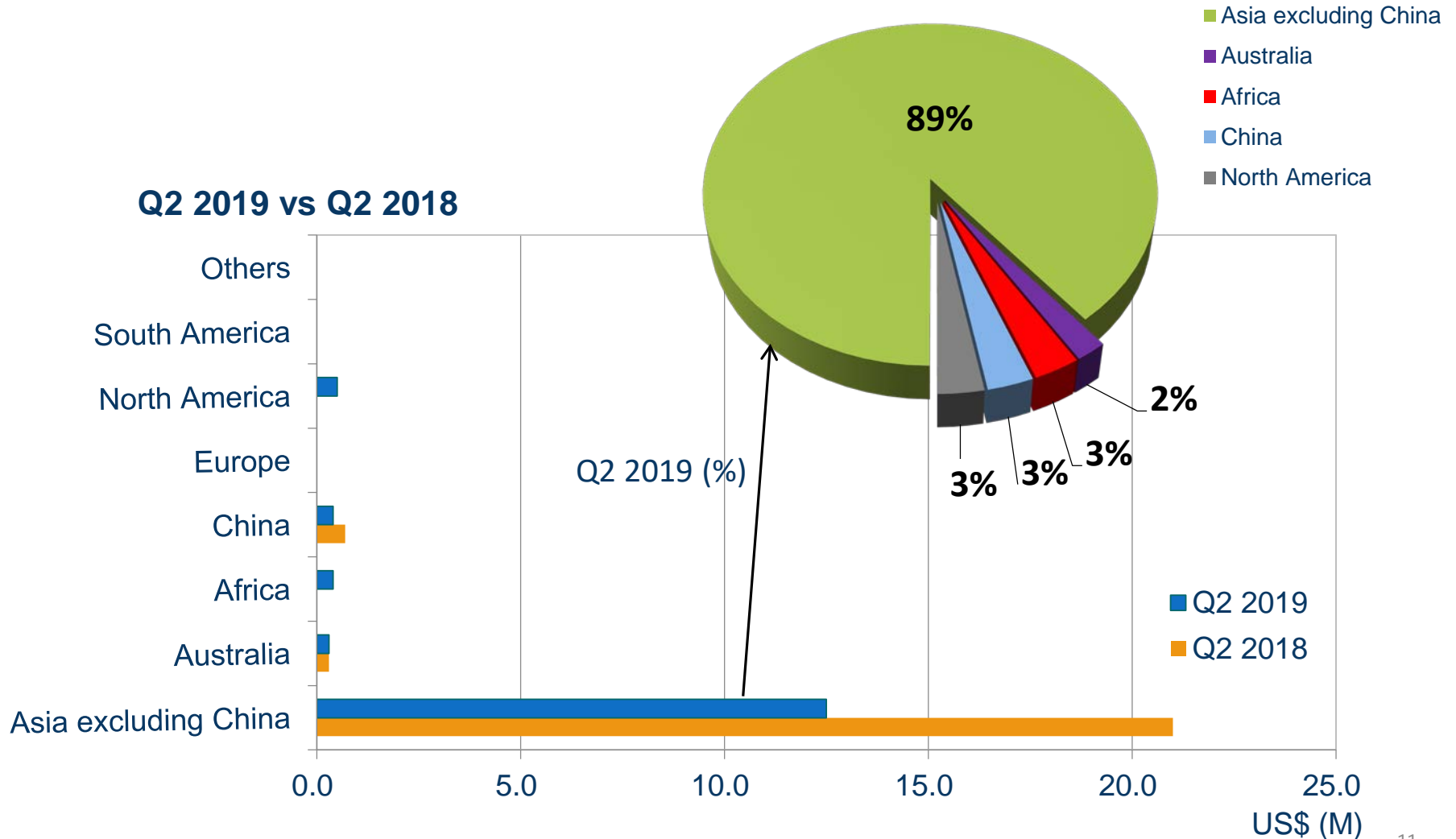
# Cargo Volume Analysis Q2 2019



\* Including steaming coal and coking coal

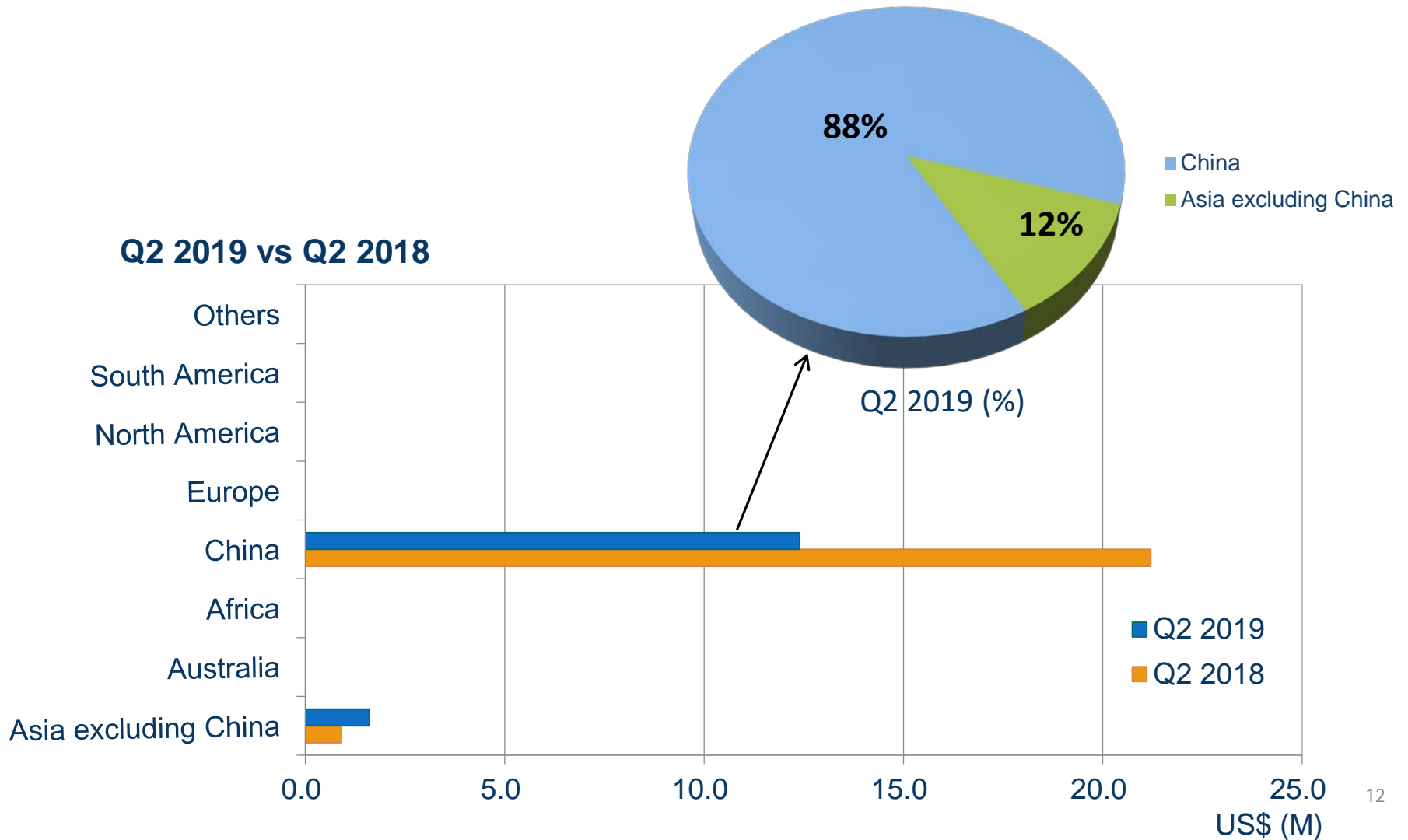
# Loading Port Analysis Q2 2019

## Chartering revenue expressed by loading ports



# Discharging Port Analysis Q2 2019

## Chartering revenue expressed by discharging ports

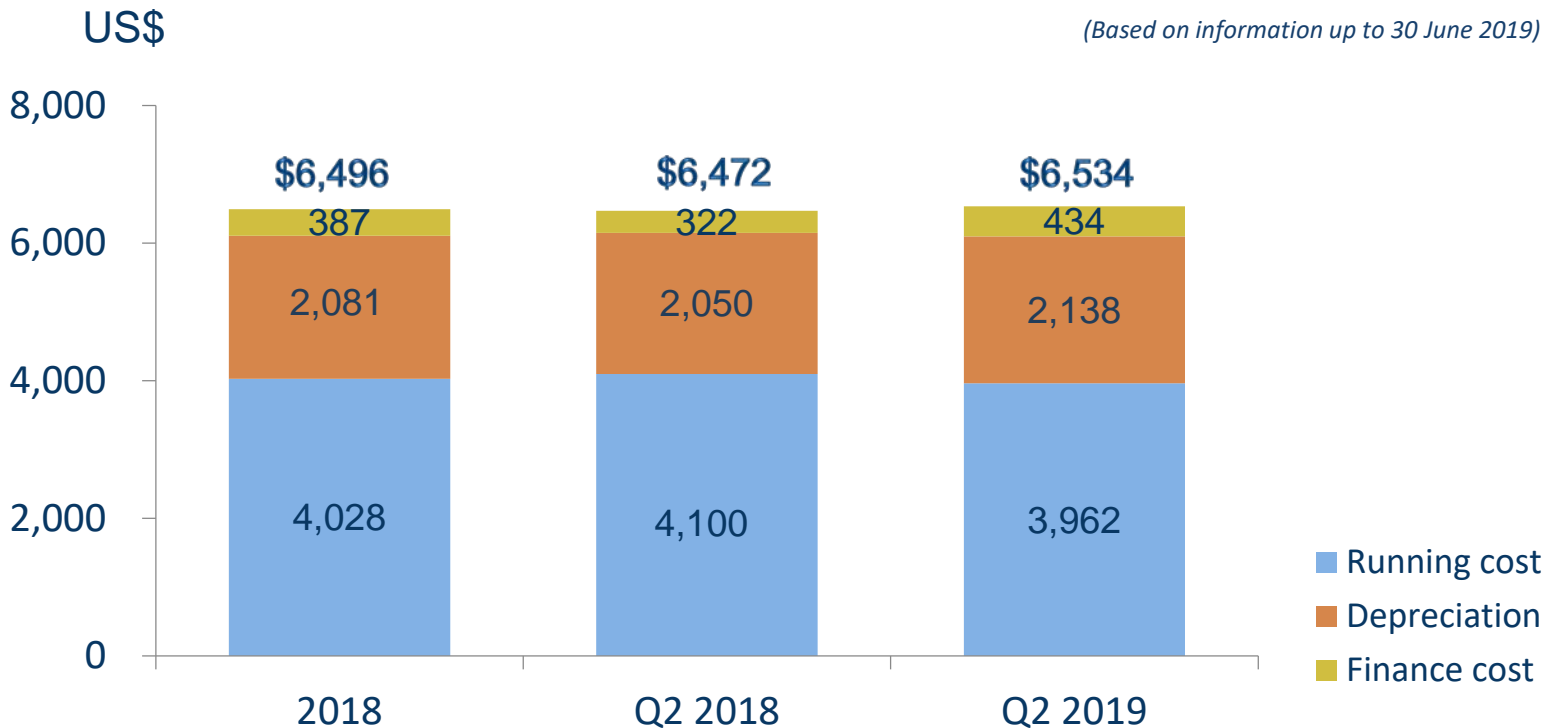


# TCE of Jinhui Shipping's Owned Vessels

*(Based on information up to 30 June 2019)*

| Average daily time charter equivalent rate (TCE) | 2019 Q2 | 2018 Q2 | 2019 1H | 2018 1H | 2018   |
|--|---------|---------|---------|---------|--------|
|  | US\$    | US\$    | US\$    | US\$    | US\$   |
| Post-Panamax Fleet                               | 8,711   | 11,992  | 7,473   | 11,722  | 11,689 |
| Supramax Fleet                                   | 8,963   | 10,923  | 8,376   | 9,725   | 9,743  |
| In average                                       | 8,934   | 11,008  | 8,277   | 9,892   | 9,922  |

# Daily Vessel Costs of Owned Vessels



Daily running costs is calculated as the aggregate of crew expenses, insurance, consumable stores, spare parts, repairs and maintenance and other vessels' miscellaneous expenses divided by ownership days during the period.

Increase in finance cost in Q2 2019 mainly due to the impact of rising LIBOR as the Group's bank borrowings were committed on floating rate basis and increase in new secured bank loans for current quarter.

# Market Outlook

- Trade tension is the biggest overhang in the shipping market;
- Fear of global economic slowdown, demand uncertainty;
- Newbuilding orders at the lowest in a decade;
- Spread between LSFO and HSFO may not be as large as predicted;
- Remain nimble in order to respond to increasingly frequent unexpected events.