



H1 2018 ANALYSTS' /INVESTORS' BRIEFING

10 AUGUST 2018
TAGUIG CITY, PHILIPPINES



Agenda

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Company Overview

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Financial Highlights

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Acquisitions

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Key Growth Areas

COMPANY OVERVIEW



CHELSEA
LOGISTICS HOLDINGS CORP.
A UDENNA Company

COMPANY OVERVIEW

Market leader in the transport of passengers, cargos, petroleum, oil, chemicals, and other bulk products in the Philippines



Tanker
Operations



Passenger



Cargo



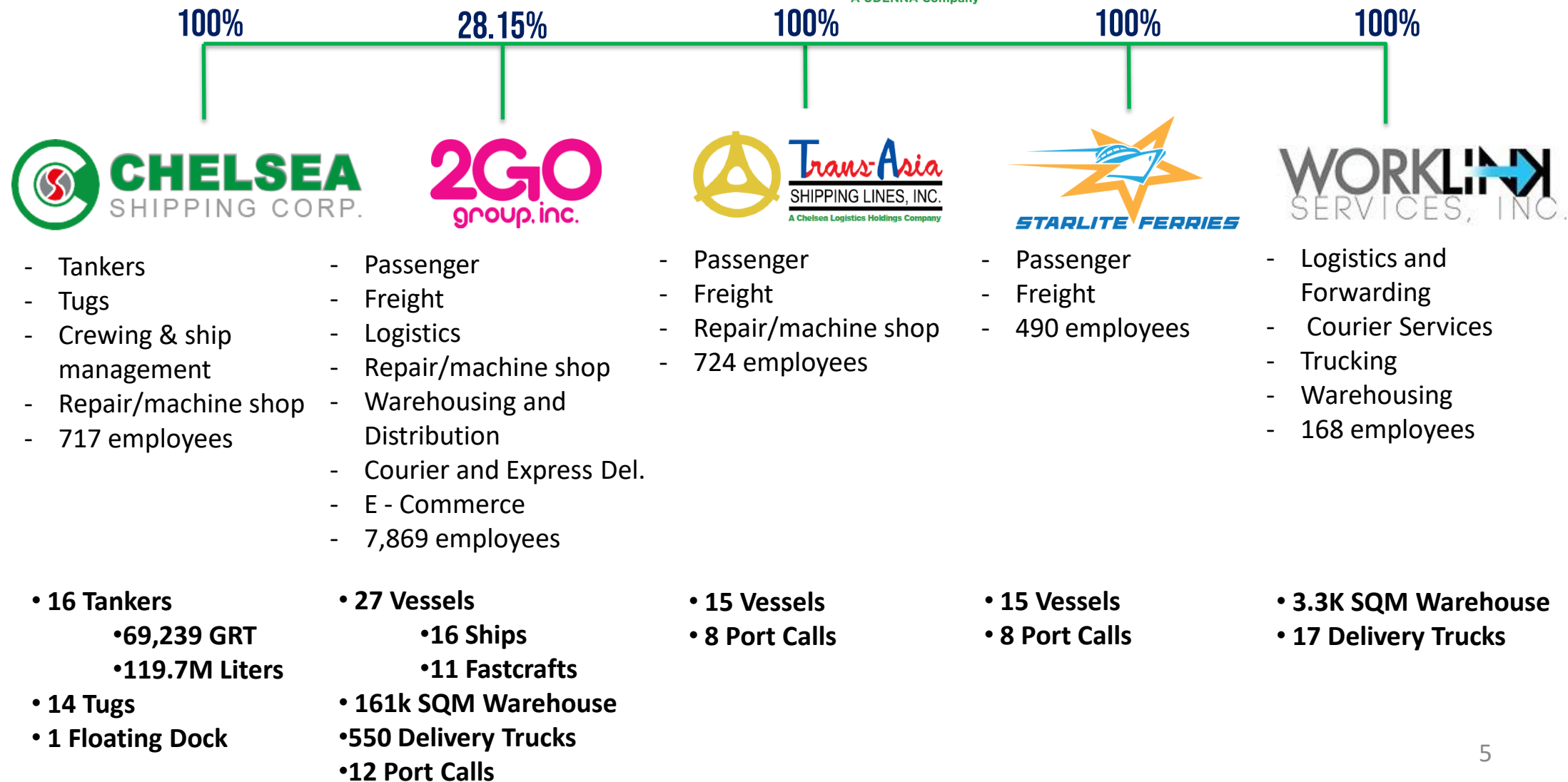
Tugs Services



Logistics and
Distribution



COMPANY OVERVIEW



FLEET SIZE



Tankers and Tugs

- **Total** : 16 tankers; 14 tugboats
- **Gross Registered Tonnage (GRT)** : 72,000 tons
- **Capacity** : 120 million liters

Passenger and Cargo

- **Total** : 57 vessels
- **Gross Registered Tonnage (GRT)**: 212,000 tons
- **Capacity** :
28,000 - Passengers
6,000 - TEUs

NATIONWIDE REACH

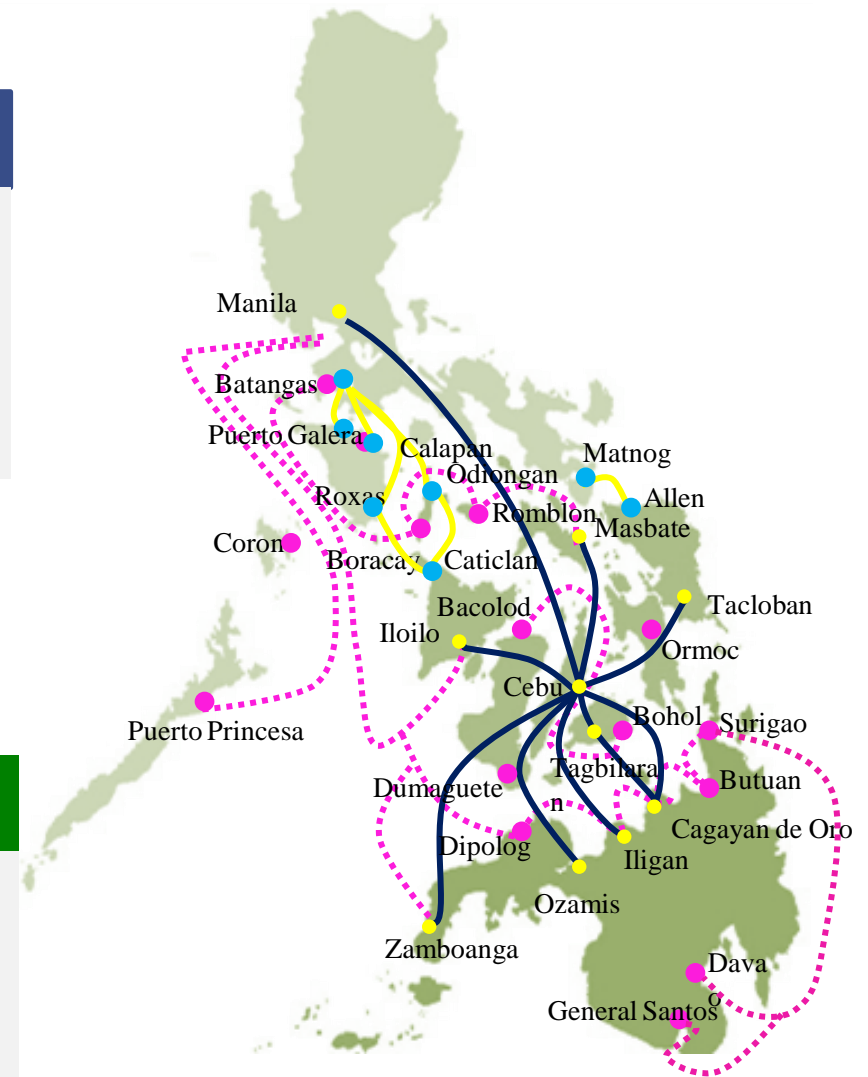
Trans Asia, 2Go and Starlite Routes

- Significant ownership in 2Go and acquisition of Starlite bolstered CLC's existing passenger and freight routes

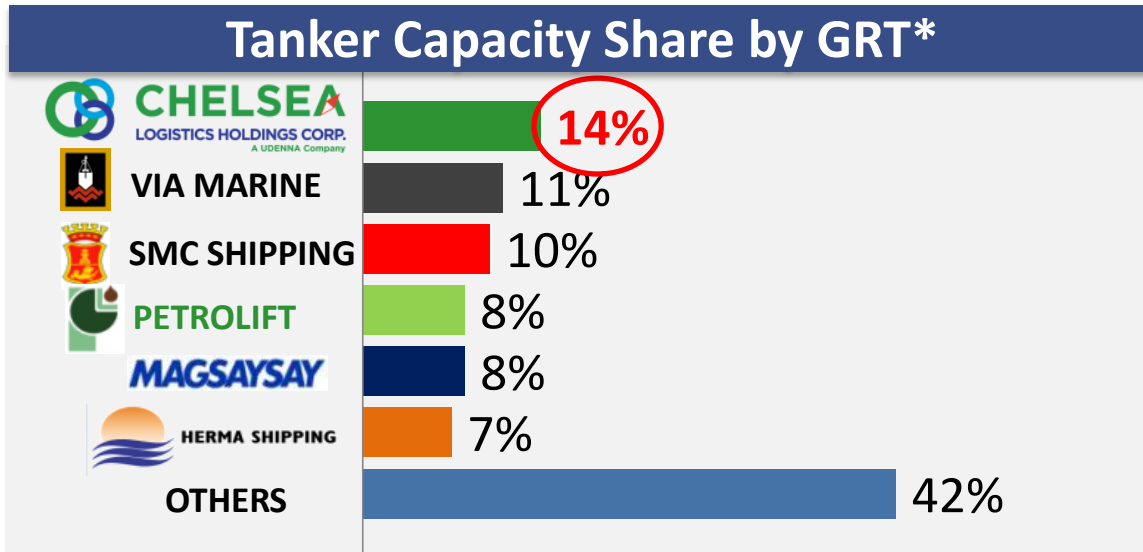
- **Trans Asia Route**
- ⋯●⋯ **2Go Route**
- **Starlite Route**

Worklink

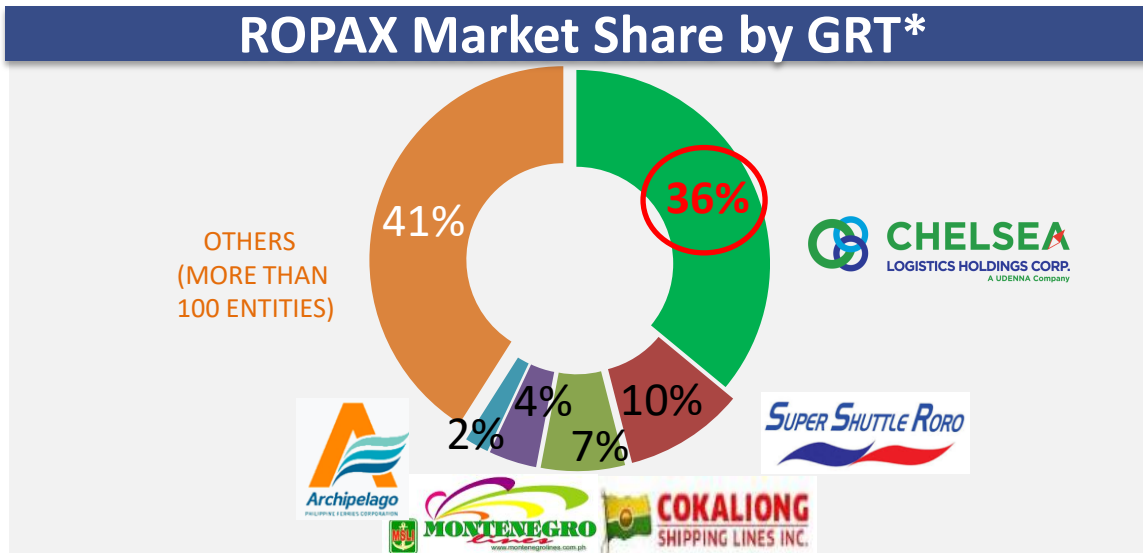
- The acquisition of Worklink complemented CLC's marine logistics network with trucking and warehousing solutions



SHIPPING INDUSTRY MARKET LEADER



*On 25 April 2018, Chelsea Shipping accepted the delivery of the MR Tanker with GRT of 29,877



*Figures as of 31 December 2017

CARRIER	MARKET SHARE BY ROUTE*
CHELSEA LOGISTICS HOLDINGS CORP. A UDENNA Company	33%
PS/ACC PHILIPPINE SPAN ASIA CARRIER CORP.	16%
OCEANIC CONTAINER LINES, INC.	9%
MAGSAYSAY	8%
SOLID SHIPPING	8%
GO THONG SOUTHERN	6%
MCC TRANSPORT YOUR INTRA-ASIA PARTNER	5%
MORETA SHIPPING LINES INC.	5%
OTHERS	9%
TOTAL	100%

FINANCIAL HIGHLIGHTS

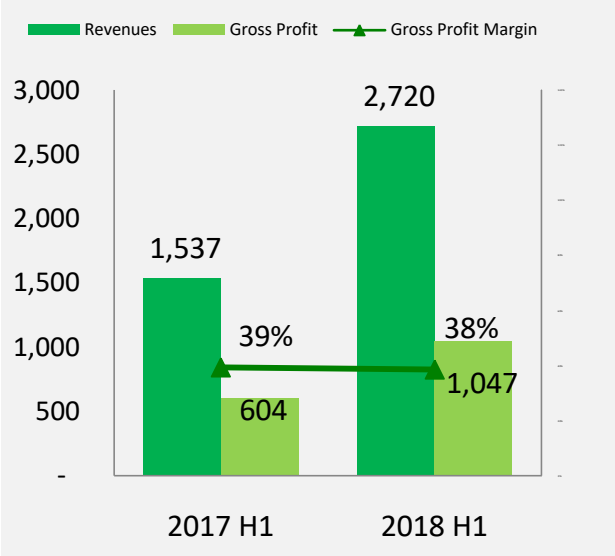


CHELSEA
LOGISTICS HOLDINGS CORP.
A UDENNA Company

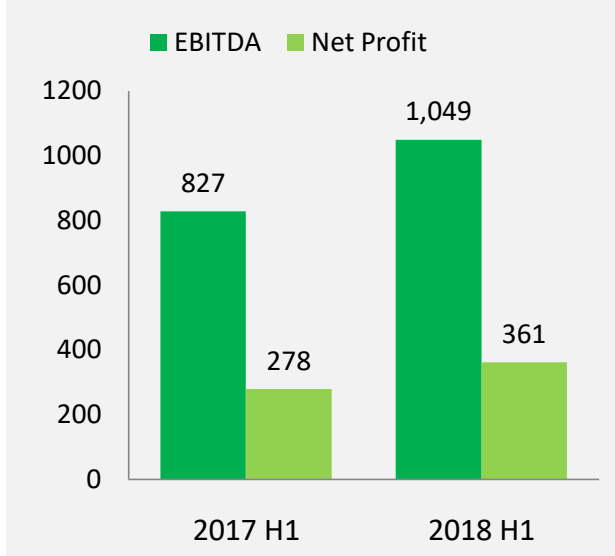
FINANCIAL HIGHLIGHTS

1ST HALF OF 2018

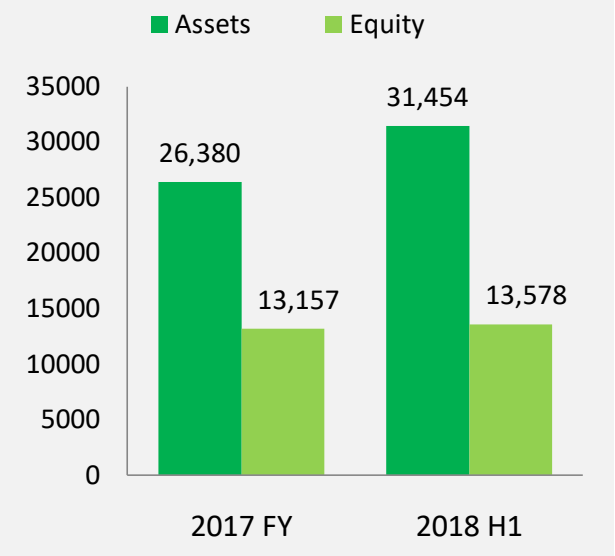
Net Sales and Gross Profit (Pmn)



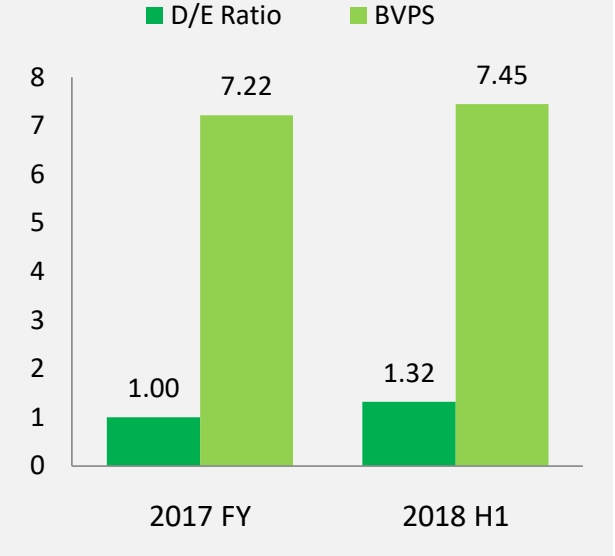
EBITDA (Pmn)



Assets and Equity (Pmn)

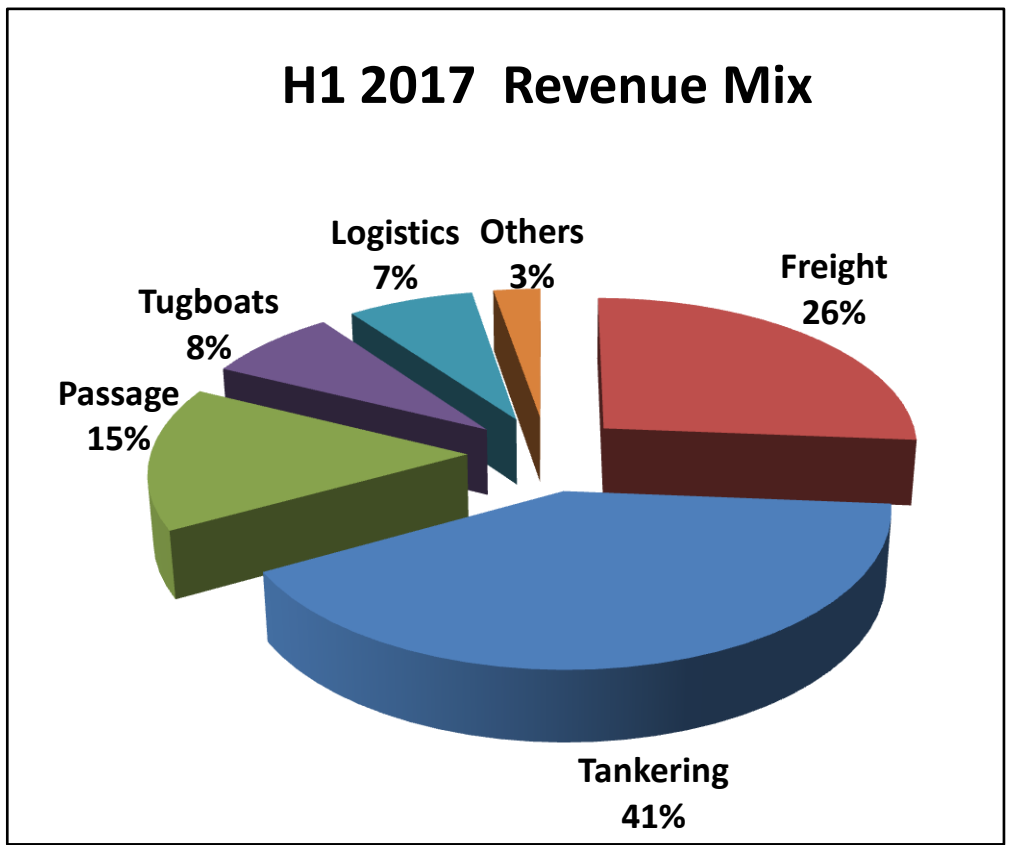
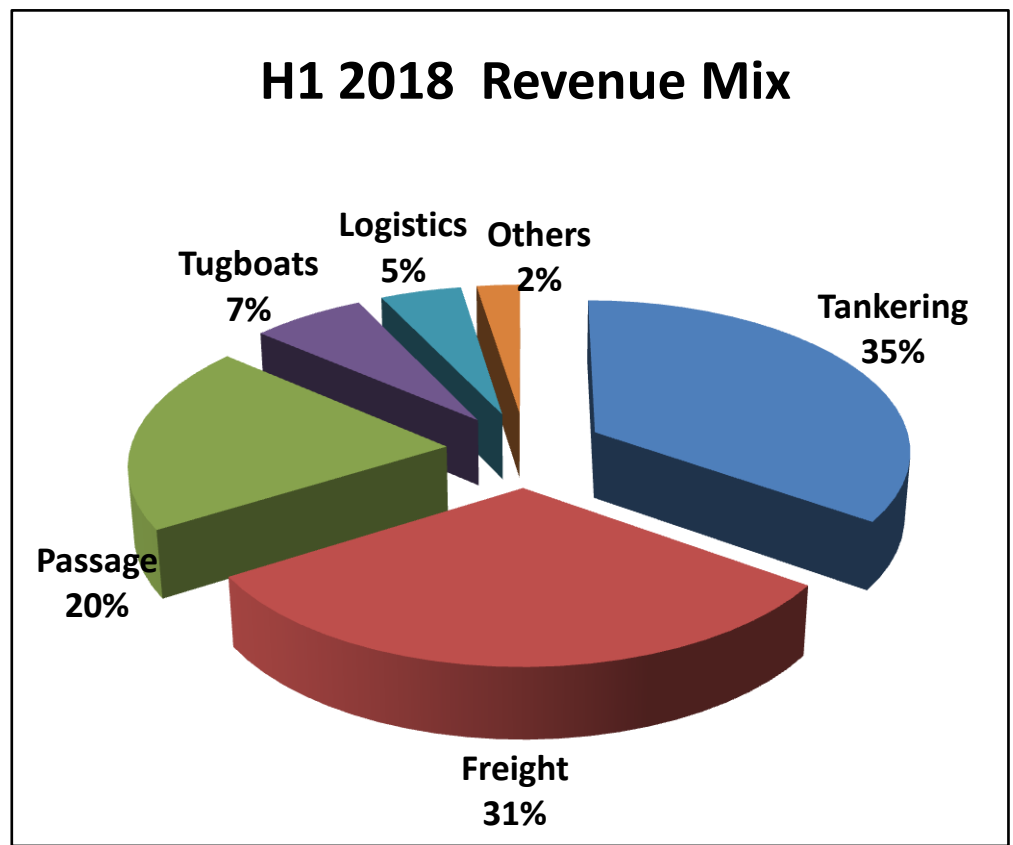


D/E Ratio and BVPS



	Revenues	Gross Profit	EBITDA	Net Income	Assets	Equity
Growth Rate	77%	73%	27%	29%	19%	3%

REVENUE CONTRIBUTION BY SEGMENT - CONSO



PERIOD (Amounts in P millions)	TANKERING	FREIGHT	PASSAGE	TUGBOAT	LOGISTICS	OTHERS
H1 - 2018	945	855	545	179	128	68
H1 - 2017	675	435	253	128	121	45
Growth Rate	40%	97%	116%	40%	6%	51%

ACQUISITIONS



CHELSEA
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VESSEL ACQUISITIONS



**MT Chelsea Providence
(Medium-range Oil/
Chemical Tanker)**



**Acquisition of
Five (5) Tugboats**



**Chelsea Exuberance
(Floating Dock)**

VESSEL ACQUISITIONS



MV Sakura



MV TRANS-ASIA 17
Cargo Freighter Vessel

www.transasiashipping.com



www.transasiashipping.com



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VESSEL ACQUISITIONS

MV SWM Salve Regina



LAND ACQUISITION



WORKLINK GROUNDBREAKING CEREMONY PROJECT JOSEPH, JULY 5, 2018

2.5 hectares of land to be converted into a warehouse facility in Brgy. Tipas, Taguig City

KEY GROWTH STRATEGIES



CHELSEA
LOGISTICS HOLDINGS CORP.
A UDENNA Company

KEY GROWTH STRATEGIES



Establish regional presence

Re-fleeting and upgrade of vessels

Expansion into new routes

Acquisition of medium-range tankers

Acquisition of Shipping and Logistics Companies

Develop facilities to support core business

BETTER SHIPPING.
BETTER LOGISTICS.
BETTER LIFE.

Thank You!



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LOGISTICS HOLDINGS CORP.
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