

COMPANY FACTSHEET

Chelsea Logistics and Infrastructure Holdings Corp. is the publicly-listed shipping and logistics arm of Udenna Corporation. It was registered with the Philippine Securities and Exchange Commission (SEC) on 26 August 2016 primarily to act as a holding company. Through its wholly-owned subsidiaries, Chelsea Logistics is engaged in the shipping transport and logistics business.



Chelsea Shipping Corp., is engaged in the maritime conveyance or carriage of petroleum products, goods, wares, and merchandise of every kind and description, including but not limited to general cargo handling, loading, transporting, discharging and storing, over waterways in the Philippines. Chelsea Shipping also has its own in-house ship management team employing highly-driven and experienced Filipino men and women.



Trans-Asia Shipping Lines, Incorporated, is engaged in transporting passengers and cargo within the Philippine territorial waters and/or in the high seas. It is one of the major shipping lines mainly operating in the Visayas and Mindanao regions with more than four decades of experience in the shipping industry. The acquisition by the Company of Trans-Asia Shipping and its subsidiaries was completed in the last quarter of 2016.



Worklink Services, Inc. is a reliable and reputable logistics company in the country which offers a wide range of logistics support, from nationwide delivery of general cargo, trucking services and warehouse management, customs brokerage, manpower services, kinetic marketing services, to various logistics solutions. Chelsea Logistics completed its acquisition of Worklink Services in November 2017.



Starlite Ferries, Inc., is engaged in the general business of domestic shipping, and owns and operates passenger transport and cargo vessels. It has established itself as the main choice of shippers for being customer-focused providing safe, comfortable and environmentally responsible marine transport services in the Southern Luzon and Visayas regions. Chelsea Logistics acquired Starlite Ferries in November 2017.



The SuperCat Fast Ferry Corporation is engaged in the transport of passengers through prime sea ferry service. It operates a fleet of high-speed catamarans, plying the routes of Batangas, Bacolod, Cebu, Iloilo, Ormoc, Calapan, and Tagbilaran. The acquisition of SuperCat was completed in October 2019.

2019 HIGHLIGHTS

77

VESSELS

20 RoPax
12 Fast crafts
11 Cargo ships
16 Tankers
16 Tugboats
2 Floating docks

196,877

GRT

Fleet size

120

MILLION LITERS

Tanker fleet capacity

6,000

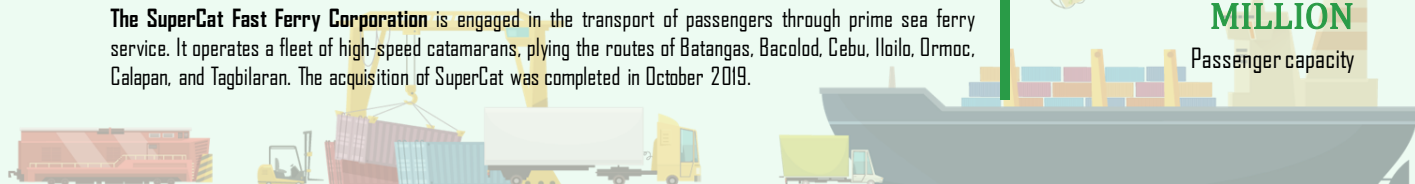
TEU

Cargo capacity

13+

MILLION

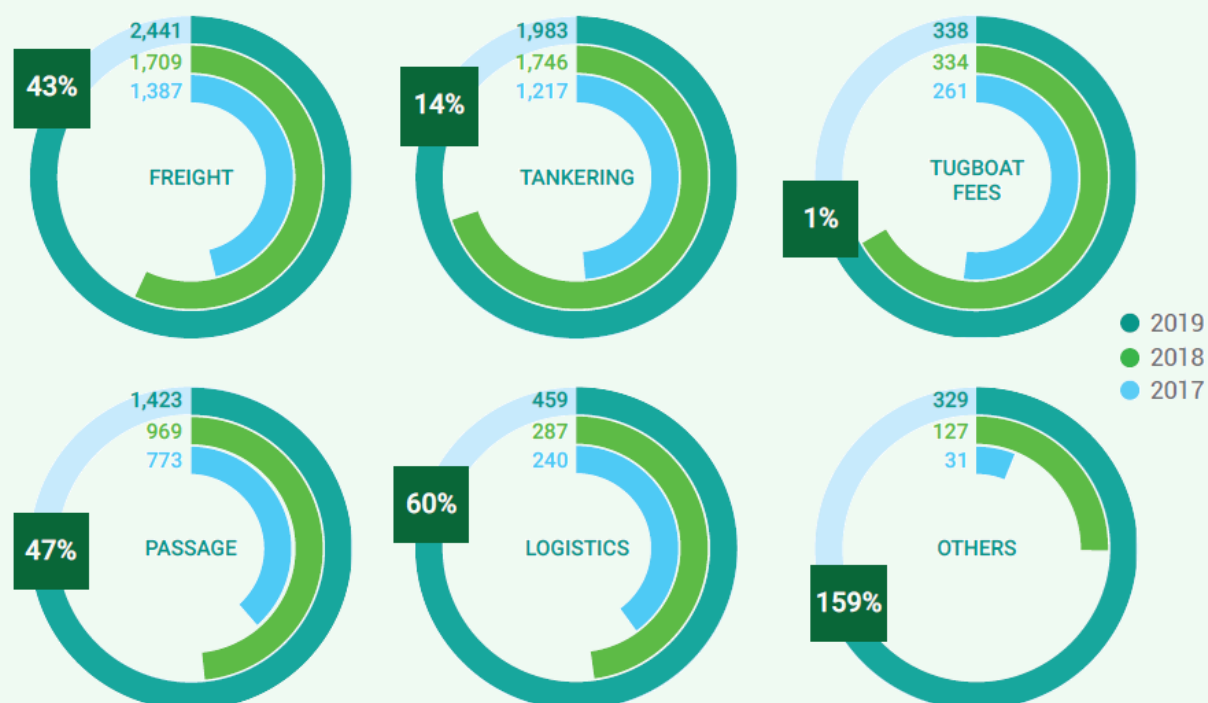
Passenger capacity



FINANCIAL HIGHLIGHTS

	2017	2018	2019	
Revenues	3,909	5,172	6,974	35%
Gross Profit	1,047	1,417	1,548	9%
Operating Profit	517	517	552	7%
EBITDA	1,297	1,472	2,005	36%
Total Assets	26,380	32,291	41,004	27%
Total Liabilities	13,222	19,366	25,505	32%
Total Equity	13,157	12,925	12,454	-3%

REVENUE CONTRIBUTION PER BUSINESS



PHILIPPINE SHIPPING INDUSTRY

- 7,641 islands and 1,934,000 sq. km. of oceanic waters
- One of the developing nations with the largest marine area under national jurisdiction
- Primary means of inter-island transport of both cargo and passengers
- Strategic and vital role to economic development
- Still the most cost-effective way to transport:
 - Airplane can transport 2 to 3 containers
 - Ship can transport 300 containers
- In May 2019, the OECD projected the Global Ocean Economy could double in size from 2010 to 2030, to reach \$3 trillion.
- The industry will be positively affected by development of ports nationwide through the Build Build Build Program.
- Steady growth in the Philippine Shipping Industry as evidenced by Cargo, in both Domestic and Foreign & Passenger Traffic statistics.
- On a regional level, the Asia Pacific industry is projected to also steadily grow by 3.4% annually by Market Line in 2019.

Figure 1. Container Traffic TEUS in Mn

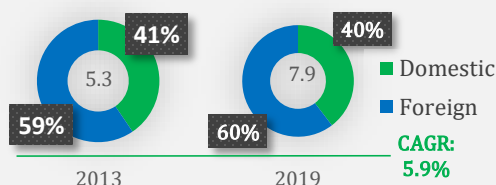


Figure 2. Cargo Throughout MT in Mn

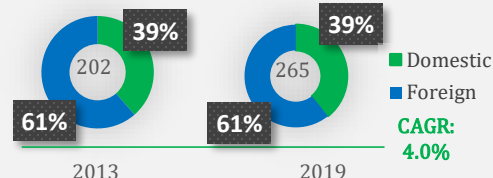
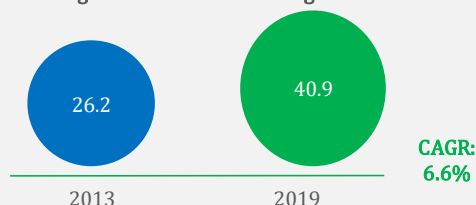


Figure 3. Embarked Passenger Traffic in Mn



PHILIPPINE LOGISTICS INDUSTRY

E-COMMERCE TREND

- As of Jan 2020, 73M Internet Users and 67% Internet Penetration
- Rapid growth in e-commerce
- According to Alexa Report in Jan 2020, Lazada (8th) and Shopee (14th) top the most visited websites in PH.
- The logistics industry will directly benefit from this market trend in the coming years.



*Credits to Ken Research, May 2019; CAGR based on leading Logistics company revenues

Sources

- National Mapping and Resource Information Authority, Philippine Ports Authority, OECD
- Philippine Ports Authority, Market Lione
- Google & Temasek, "e-Conomy SEA 2019: Swipe up and to the right Southeast Asia's \$100b Internet Economy"

KEY GROWTH STRATEGIES

STRENGTHENING THE TOPLINE

- Strengthen Sales Force and improve Customer Experience
- Integrated Website and Mobile App for booking convenience
- Availability of Community Management Team in answering social media and email queries of clients
- Offering of in-vessel products and services for passengers
- Programs to improve customer loyalty through various marketing channels

EXPANSION OF WAREHOUSES AND LOGISTICS CAPABILITIES

- Expand Warehouse Capacity at Existing & New Locations
- Acquire additional delivery trucks and vans
- Improve Systems and procedure: Enhanced Automation & Tracking System

RE-FLEETING AND UPGRADE OF VESSELS

- Acquire larger RoPax vessels & Dispose of Aging Ships
- Improve efficiency and profitability
- Expand tug operations

ACQUISITION OF SHIPPING AND LOGISTICS COMPANIES

- Shipping and logistics are capital-intensive and competitive industries where economies of scale is important.
- The objectives of acquisitions are reduced costs, enhanced efficiency and therefore improved services, through various synergies.
- Especially in situations of financial crisis, alliances among shipping and logistics companies are very important to limit impact.
- M&As are a continuing worldwide trend in our industries.

EXPANSION INTO NEW ROUTES

- Recently Expanded Routes: Cebu-Surigao, Iligan-Cebu via Tagbilaran, Batangas-Culasi via Sibuyan, Batangas-Caticlan

EXPANSION OF REGIONAL SHIPPING OPERATIONS

- Expansion on tankers and gas carriers for regional shipping trade.

DEVELOPMENT OF FACILITIES TO SUPPORT CORE BUSINESSES

- Acquisition, Development or upgrade of:
 - Ports, Airports, port equipment, & facilities
 - Delivery truck and machineries
 - Shipyard Development and Operations
 - Land and warehouse development
- Reduction of operational costs
- Increase operational synergies among subsidiaries & assets

