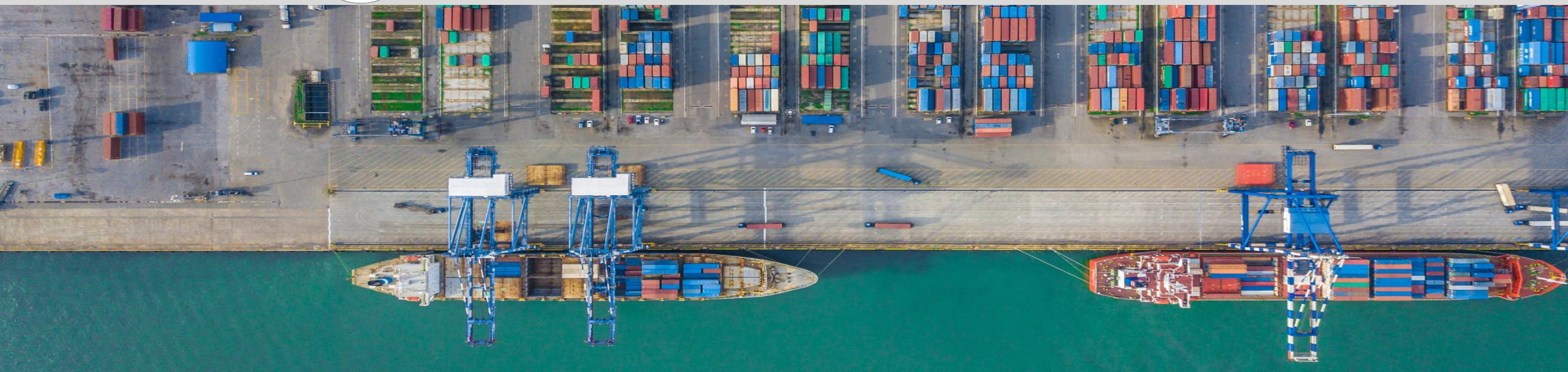




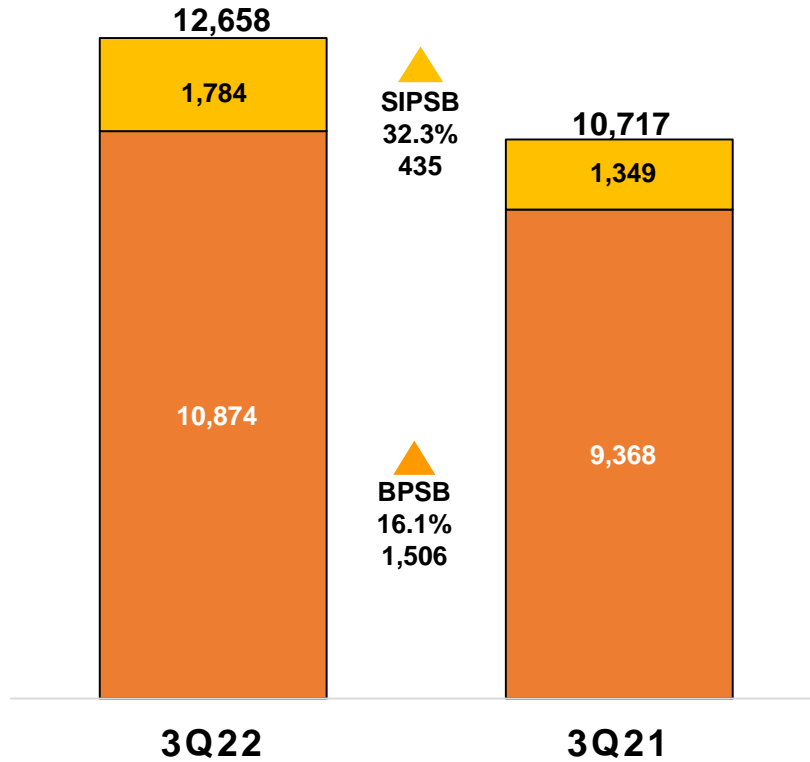
BINTULU PORT HOLDINGS BERHAD
OPERATIONAL AND FINANCIAL RESULTS
3rd Quarter ended 30th September 2022



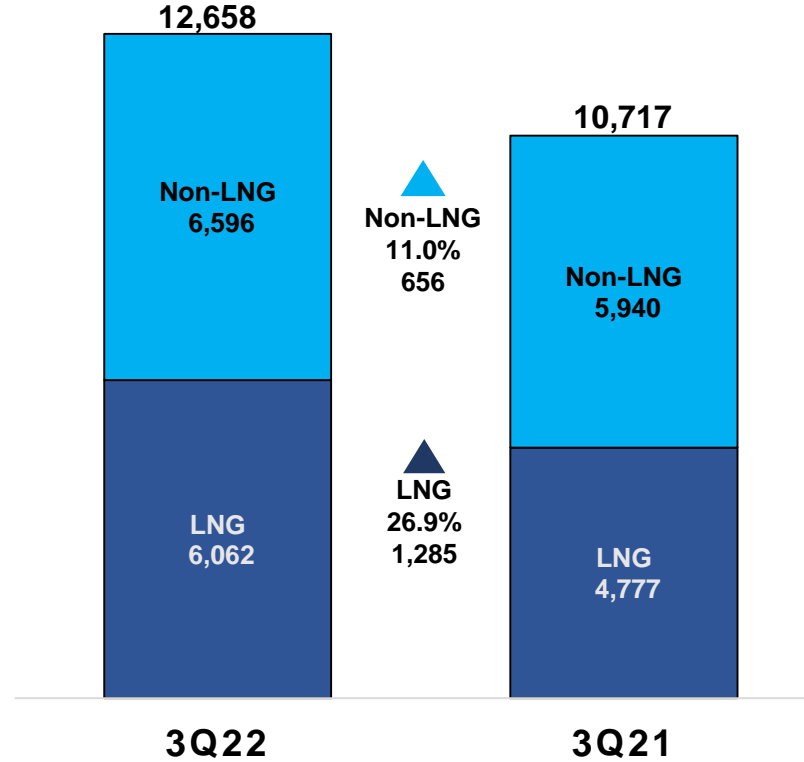
Group's Cargo Throughput and Vessel Calls

3Q 2022 vs 3Q 2021

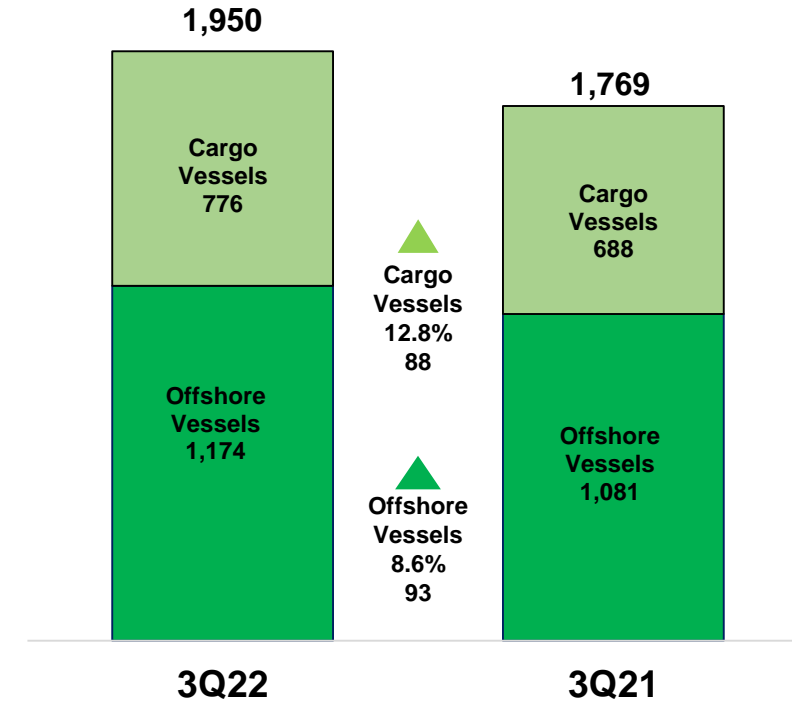
Cargo Throughput
(**'000 tonnes**)



LNG & Non-LNG Cargoes
(**'000 tonnes**)



Vessel Calls
(**unit**)



- ❑ Increase of cargo throughput due to import of diesel and petrol from Singapore, from 73,948 to 144,540 tonnes.
- ❑ Increase demand of urea in Thailand, as well as new export demand in Chile, Taiwan and South Korea in 3Q 2022.
- ❑ Total LNG vessel calls increased from 99 to 114 vessels in Q3 2022 against Q3 2021.

Group's Cargo Performance Highlights for January - September 2022 (9M 2022 vs 9M 2021)

Cargo Throughput and Vessel Calls:



Total Cargo Throughput

- increased by 6.3%
- from 35.346 to 37.582 million tonnes
- Difference of +2.236 million tonnes



Total Cargo Vessel Calls

- increased by 11.1%
- from 4,983 to 5,534 vessel calls
- Difference of +551 vessel calls

+ Include Offshore Vessels from 2,437 to 2,948

LNG & Non- LNG Cargoes:



LNG

- Increased by 6.4%
- from 17.280 to 18.388 million tonnes
- Difference of +1.108 million tonnes

LNG vs NON-LNG Ratio : 49:51



Non-LNG Cargoes

- increased by 5.9%
- from 18.066 to 19.193 million tonnes
- Difference of +1.127 million tonnes

Subsidiary Companies:



BPSB's Total Cargo Throughput
increased by 3.4%
from 31.326 to 32.439 million tonnes
Difference of +0.859 million tonnes



BBSB's Total Cargo Throughput
increased by 4.1%
from 2.700 to 2.814 million tonnes
Difference of +0.114 million tonnes



SIPSB's Total Cargo Throughput
increased by 21.8%
from 4.021 to 5.143 million tonnes
Difference of +1.123 million tonnes

Group's Cargo Performance for 9M 2022 vs 9M 2021

Highlights by Cargo Category



From 17,281 MT
18,389 MT
+6.4%



LNG

- Export demand increase to **Japan by +14%** from 7.531 million tonnes to 8.760 million tonnes, **Thailand by 45.3%** from 0.531 million tonnes to 0.970 million tonnes, and **South Korea by 8.2%** from 3.136 million tonnes to 3.414 million tonnes.
- LNG vessels is increased by 2 vessels to 346 vessel from 344 vessel calls (Big: 312 vs 301, Small: 34 vs 43).



From 2,708 MT
2,962 MT
+9.4%



Palm Oil

- **Increased in export** especially to **African countries, India and South Korea.**
- **Increased in CPO stocks** by 13.5% from 0.784 mil tonnes to 0.907 mil tonnes
- CPO production is higher by 0.26% from 13.305 million tonnes in 9m 2021 to 13.340 million tonnes in 9m 2022.
- Recovery for labour shortage in oil palm plantation.



From 4,218 MT
3,994 MT
-5.3%



Other Liquid

- Lower export for **Crude Oil/Condensate, Gas to Liquid, Ammonia and LPG.**
- Lower demand for Crude Oil/Condensate, **GTL reduced due to planned maintenance** in Q1.
- Less export/production of **Ammonia due to plant shutdown.** (from 26 January – 6 February)
- **LPG only exported to Sabah** and plant to focus more on the production/export of LNG due to price.



From 5,326 MT
6,047 MT
+11.9%



Dry Bulk

- Increased for SIPSB (22%) and a stagnant volume for BPSB
- Increased in **import of Fertilizer** due to high demand from Palm Oil plantations.
- Increased in **export of Palm Kernel Shells (PKS)** to Japan.
- Increased in **import of raw materials for SIP** investors especially for Alumina, Coal, Coke and Mill Scale and **export of Manganese** at SIPSB.



From 1,244 MT
1,522 MT
+18.3%



Break Bulk

- Increased for SIPSB (36%) and reduction for BPSB (0.3%).
- Increased in import and export of cargo for **SIP investors.**
- Increased in **export of Aluminium, Manganese and Microsilica** and **import of Anode Carbon.**



From 264,039 TEUs
282,881 TEUs
+7.1%

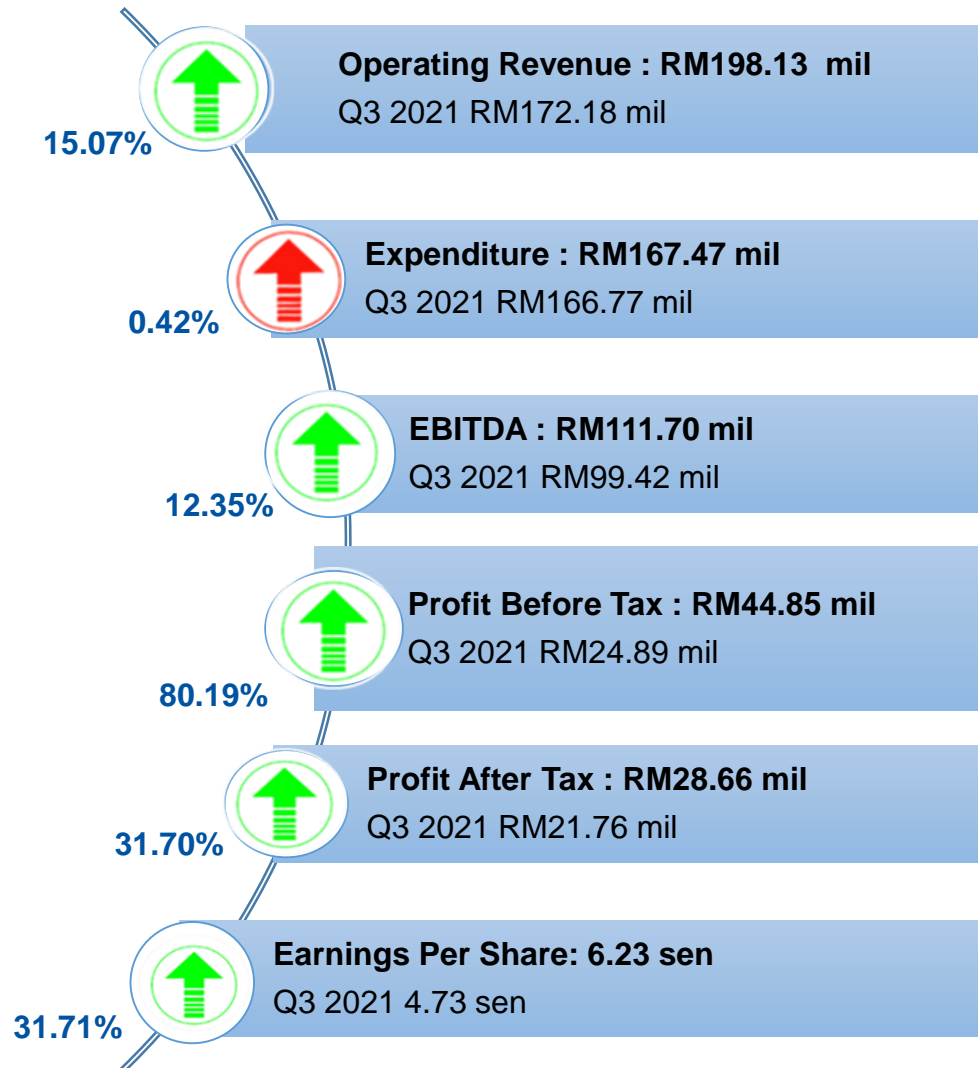


Container

- **Increased in import Laden** by 24% (industrial charcoal lumps and general goods)
- **Increased in export Empty** by 30% (destined to China and Hong Kong)
- Contributed by **Container handled at SIP** with a total of 6,492 TEUs..

Group's Financial Performance Review

3Q 2022 vs 3Q 2021



The Group's operating revenue at RM198.13 million for the quarter under review represented an increase of RM25.95 million or 15.07% from the RM172.18 million achieved in Q3FY21.

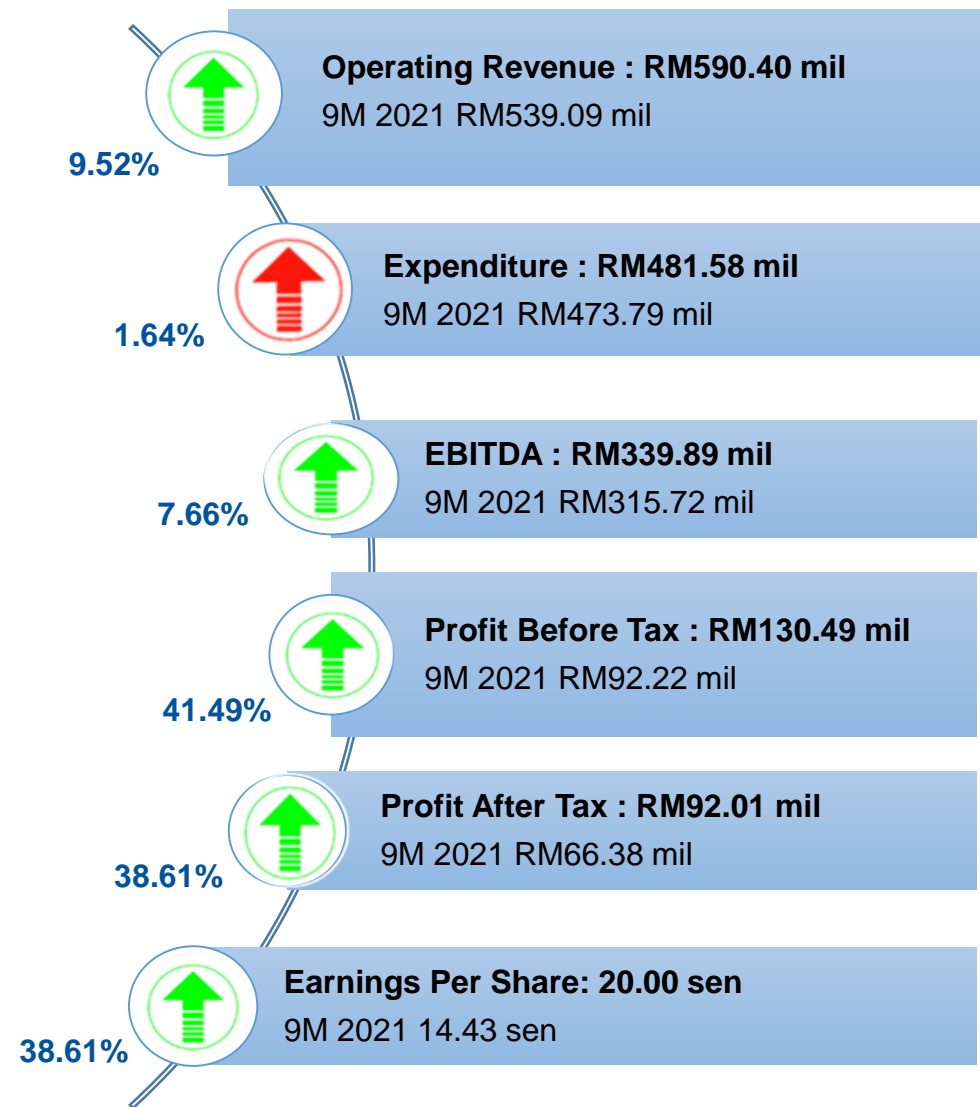
The revenue from port services at Bintulu Port was higher at RM141.80 million in Q3FY22 as compared to RM125.01 million in Q3FY21, while that from the operation at Samalaju Industrial Port rose to RM44.26 million from RM35.42 million. The revenue from bulking facilities, also rose from RM11.75 to RM12.07 million in Q3FY22 as compared to Q3FY21.

For the quarter under review, the Group's Profit Before Tax ("PBT") increased at RM44.85 million as compared to RM24.89 million in Q3FY21.

The Group's Profit After Tax ("PAT") rose by 31.70% to RM28.66 million for the quarter under review from RM21.76 million in Q3FY21. Correspondingly, its Earnings Per Share ("EPS") increased to 6.23 sen from 4.73 sen.

Group's Financial Performance Review

9M 2022 vs 9M 2021



EBITDA is higher by RM24.17 million mainly due to the higher operating revenue.

Revenue generated from port services at Bintulu Port is RM433.64 million against RM407.49 million during period under review while Samalaju Industrial Port generated RM125.63 million in revenue.

The expenditure is higher by RM7.79 million contributed by higher fuel expenses, higher service contract and repair and maintenance costs.

The Profit before Tax reported is RM130.49 million for the nine months ended 30 September 2022, which is higher by RM38.27 million compared to RM92.22 million in the preceding year.



The Group expects to perform better in the year 2022 spurred by the positive growth from the cargo handled at Samalaju Port as well as cargo from LNG, palm oil and container at Bintulu Port. Revenue from handling of LNG cargo will remain as the main contributor to the Group despite the disruption caused by the Petronas' Sarawak Sabah Gas Pipeline (SSGP) incident that happened towards end September 2022.