



## **NEWS RELEASE – For Immediate Release**

# **RichLand Marks Entry into Indonesia's Chemical Logistics Sector with New Contract Wins from BASF and SMI**

Ramba Energy's logistics subsidiary taps growth demand in transport of bulk liquid chemicals with new 500-strong fleet of ISO tanks

Singapore, 26 January 2011 – PT RichLand Logistics Indonesia ("RLI"), the Indonesian subsidiary of SGX-mainboard listed Ramba Energy Limited, has clinched two new contracts to manage the domestic transportation of bulk liquids for two leading chemical companies in Indonesia. The contracts with PT BASF Indonesia ("BASF") and PT Styrendo Mono Indonesia ("SMI") mark a significant step forward in Richland's expansion plans to become a leading logistics provider for the chemical sector in South East Asia.

Mr Colin Moran, Logistics Director, Ramba Energy Limited said, "The recent wins place RichLand where we want to be -- strategically and squarely on Indonesia's logistics landscape. More notably, they mark Richland's entry into the country's specialised chemical sector where we are now managing about 45 truckloads a day or an estimated 12,000 full loads a year."



"At the heart of our latest success is RichLand's ability to tailor design reliable and cost-effective solutions to meet the unique logistics requirements of customers in the chemical industry. In this instance, we capitalized on RichLand's core competence in transport management and our recent investment in a 500-strong fleet of ISO tanks for the handling of Bulk Liquid Chemicals within the asia region."

Under the contract with SMI, RLI's annual volume is set to exceed 160,000 tons per year. RLI manages the outbound logistics and transport of bulk styrene monomer from the SMI plant in West Java to end-customers located across Java. Valued at about S\$5 million, the 3-year contract which commenced in November 2010 is renewable for a further 2- year term and involves the deployment of a new fleet of special-purpose trucks equipped with ISO tank containers. SMI is the country's largest producer of styrene monomer for the domestic Indonesian market place and is also a major exporter within the region.

Mr David Sutanto, SMI's Commercial Manager said, "Solid local knowledge is important particularly in fast-growing emerging markets, such as Indonesia, which have their own complexities. More than just providing assets, our logistics partner works with us to improve delivery processes and operations and to identify and recommend solutions that fit our changing needs and our customers' dynamic requirements. In fact, Richland has differentiated themselves by operating the assets rather than subcontracting their business."

For the separate contract with BASF, Richland undertakes selected transportation assignments from BASF plants in Cengkareng, Jakarta and Merak, West Java to key customers in Java and Sumatra.

Mr Colin Moran added, "Interest in domestic land transportation services for bulk liquid chemicals has been strong. We are growing capacity to support demand. Likewise, intra-regional demand for ISO tank freight services is improving on the back of Asia's economic recovery. We are confident our continued focus to build strong partnerships with leading chemical companies, underpinned by key asset investments, will drive our reputation as a trusted chemical logistics provider in the region."

### **About PT RichLand Logistics Indonesia**

PT RichLand Logistics Indonesia ('RLI'), the Indonesian subsidiary of Ramba Energy Limited, commenced joint venture operations in 2007 with RichLand Logistics Services Pte Ltd, its Singapore-based sister company, to provide general transportation and warehousing services within Indonesia. In 2010, the management has strengthened its business through new management recruitment, asset investment and a focussed growth strategy which has positioned the company for growth within this dynamic growth economy.

RLI focuses on providing domestic transportation and distribution services as well as warehouse management operations in various key sectors, namely consumer products, technology, petrochemical and industrial sectors. RLI also continues to develop critical competencies to support the expanding oil and gas industry in Indonesia under its Project Logistics division.

### **About BASF**

BASF is the world's leading chemical company – The Chemical Company. With about 105,000 employees, six Verbund sites and close to 385 production sites worldwide, BASF serve customers and partners in almost all countries of the world.

In 2009, BASF posted sales of €50.7 billion and income before special items of approximately €4.9 billion. BASF helps its customers to be more successful through intelligent system solutions and high-quality products. Through new technologies BASF can tap into additional market opportunities. BASF conducts its business in accordance with the principles of sustainable development.

In order to be able to take advantage of the opportunities for profitable growth throughout the world, BASF has subsidiaries in more than eighty countries and supplies products to a large number of business partners in nearly every part of the world. BASF operates six Verbund sites and approximately 380 other production sites worldwide.

The Verbund site in Ludwigshafen is the largest integrated chemical complex in the world that belongs to a single company. This was where the Verbund concept was developed and optimized before it was applied to other sites around the world.

### **About PT Styrimdo Mono Indonesia (“SMI”)**

SMI is a strong niche player in Indonesia’s relatively young petrochemicals industry. Established in 1992, SMI is Indonesia’s only manufacturer of styrene monomer, a raw material for downstream industries manufacturing PS (Polystyrene), EPS (Expanded Polystyrene), SAN (Styrene Acrylonitrile), ABS (Acrylonitrile Butadiene Styrene), SBR (Styrene Butadiene Rubber), SBL (Styrene Butadiene Latex) and UPR (Unsaturated Polyester Resin).

SMI maintains a market share of approximately 80% of the domestic market for styrene monomers and is a key player in export markets of China and Southeast Asia. The company plays an important role in Barito Pacific’s goal to become a fully integrated resource based company.

To produce its styrene monomers, SMI uses ethylene as the main raw materials. Approximately 60% of its raw material is supplied from Chandra Asri. Current SMI installed capacity is 340,000 MTPA of Styrene Monomer and 6,200 MTPA of Toluene. In the coming years it expects to expand production to include Ethylene and Benzene. Chandra Asri acquired 99.99% ownership stake in PT Styrimdo Mono Indonesia in April 2007.

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