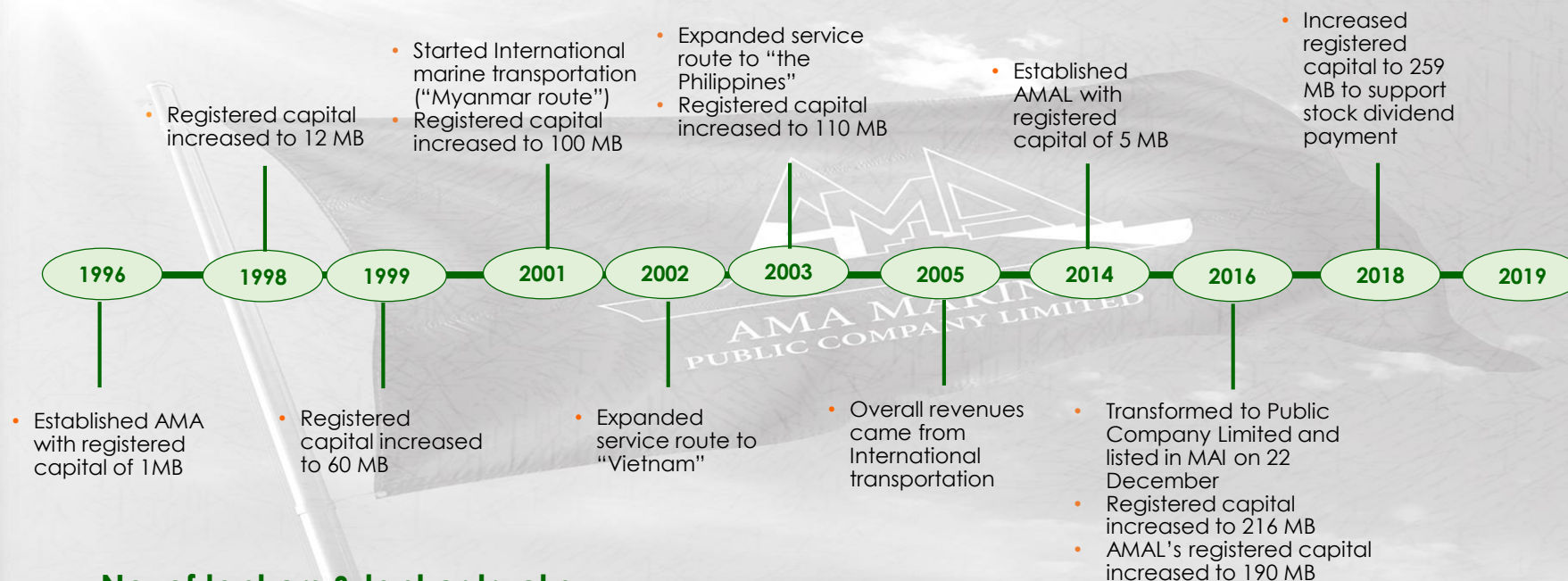


AMA MARINE PUBLIC COMPANY LIMITED

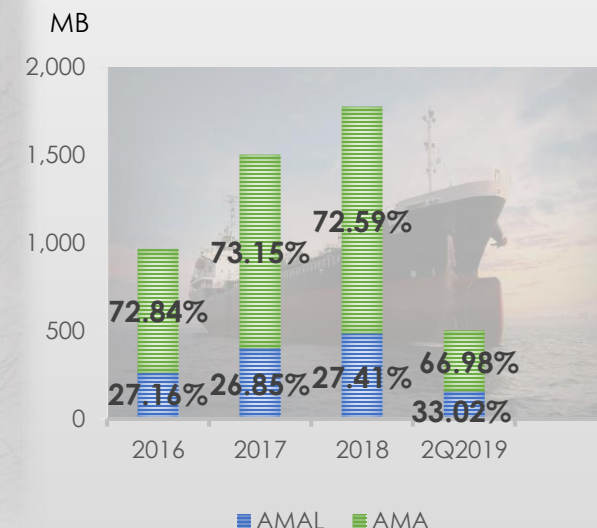
Q2/2019 Results



Our business portfolio



Service Incomes



No. of tankers & tanker trucks

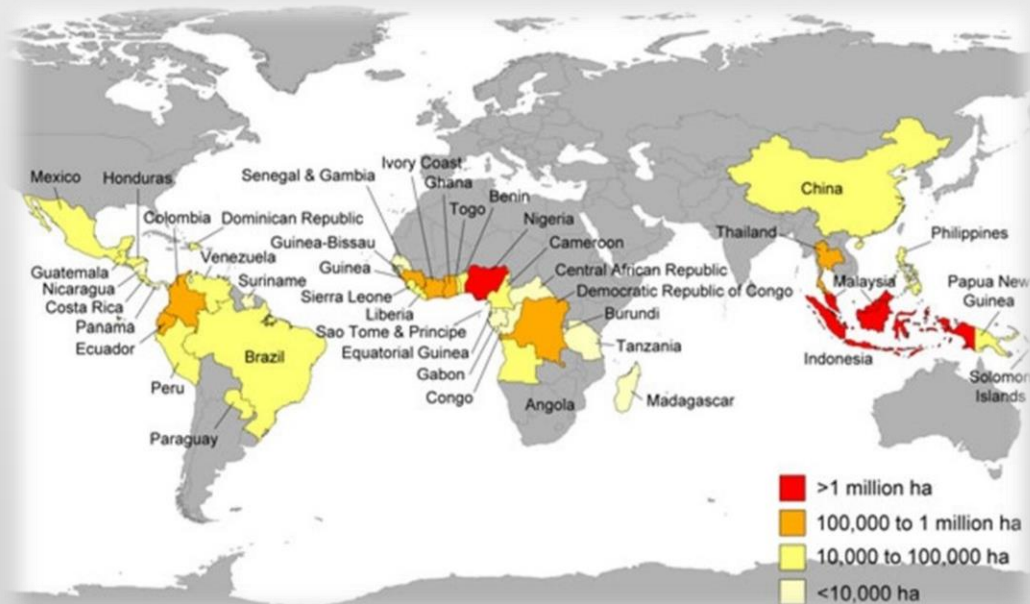
Year	1996	1999	2001	2002	2005	2009	2010	2012	2013	2014	2015	2016	2017	2018	2019
No. of vessels (units)	2	4	4	5	4	3	4	6	5	5	6	7	10	11	11
Total deadweight (DWT)	3,814	10,245	13,861	16,791	14,266	11,440	16,203	23,781	18,876	18,876	23,699	33,641	82,981	96,202	96,202
No. of trucks (units)										5	43	100	150	151	161
Loading quantity (ml)										0.23	1.94	4.50	6.75	6.80	7.25

Palm oil industry

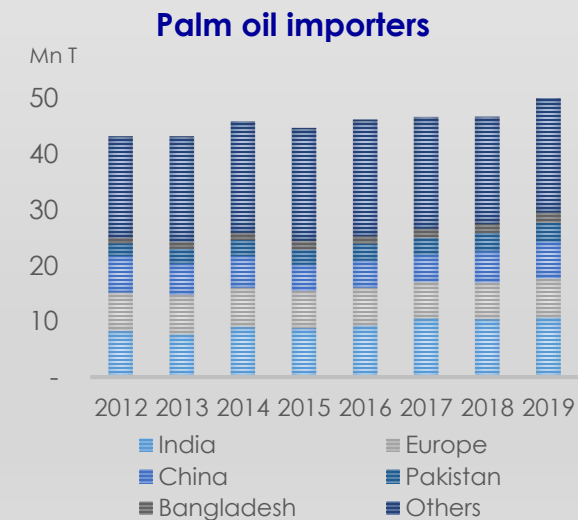
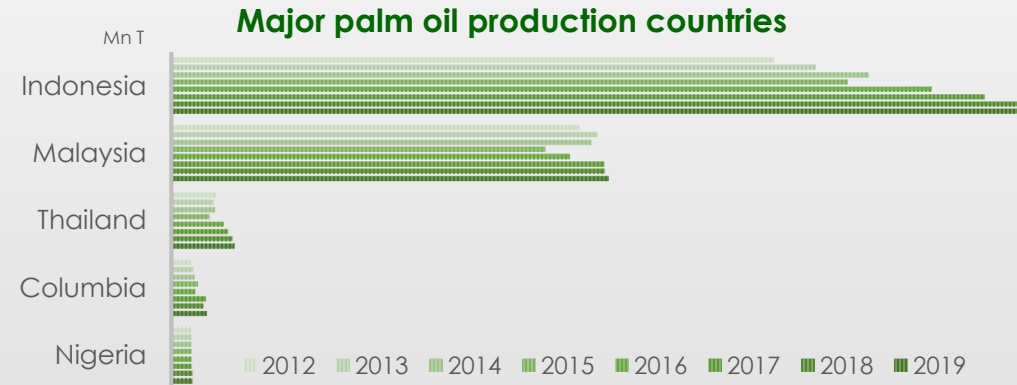


- **Global source of production and exporter of palm**

Palm oil production growth has been highest in Indonesia and Malaysia, and the spike is expected to continue.



Source: The Oil Palm, a project of the Malaysian Palm Oil Council (MPOC)
Remark: red color represents the countries the produce palm



Source: www.indexmundi.com

A leader of palm oil transportation



The service provider of vegetable oil transportation in SEA

Service provider	No. of Vessels	DWT	Market share in SEA (%)
AMA Marine PLC	8	60,496	19.28%
Raffles, Singapore	3	52,843	16.84%
Thai Ship Owner	3	11,169	3.56%
Megaports, Singapore	2	9,272	2.96%
Thai Ship Owner	1	6,712	2.14%
Thai Ship Owner	1	6,275	2.00%
Tien Thanh, Vietnam	2	5,761	1.84%
Samudera Laya Sentosa-Medan, Indonesia	1	4,718	1.50%
Thai Ship Owner	1	2,998	0.96%
Others	17	153,479	48.92%
Total	39	313,723	100.00%



"The Joint Venture Companies between Kuala Lumpur Kepong Berhad, registered company in The Stock Exchange of Malaysia and PT Astra Agro Lestari, registered company in The Stock Exchange of Indonesia"



"An International Company Exporting Consumption Oils and Other Oils"



"The Leading Agriculture Business in Asia. The World Biggest Manufacturer and Distributor Palm Oil"



Agri Oils Pte Ltd



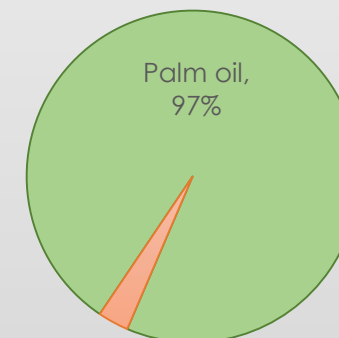
gar
agribusiness and food



Our fleet

No	Vessels	DWT	Year built	Year purchased
1	Chao Anoma	4,763	1995	2010
2	Primrose	4,908	1992	2012
3	AMA	3,110	1994	2012
4	Bergprai	3,165	1993	2012
5	Meson	4,823	2003	2015
6	Meya	9,942	2007	2016
7	Ulaya	13,020	2009	2016
8	Alinya	12,999	2009	2017
9	Anika	13,250	2008	2017
10	Salina	13,001	2008	2017
11	Alisha	13,221	2008	2018
Total deadweight		96,202		

Our product delivery

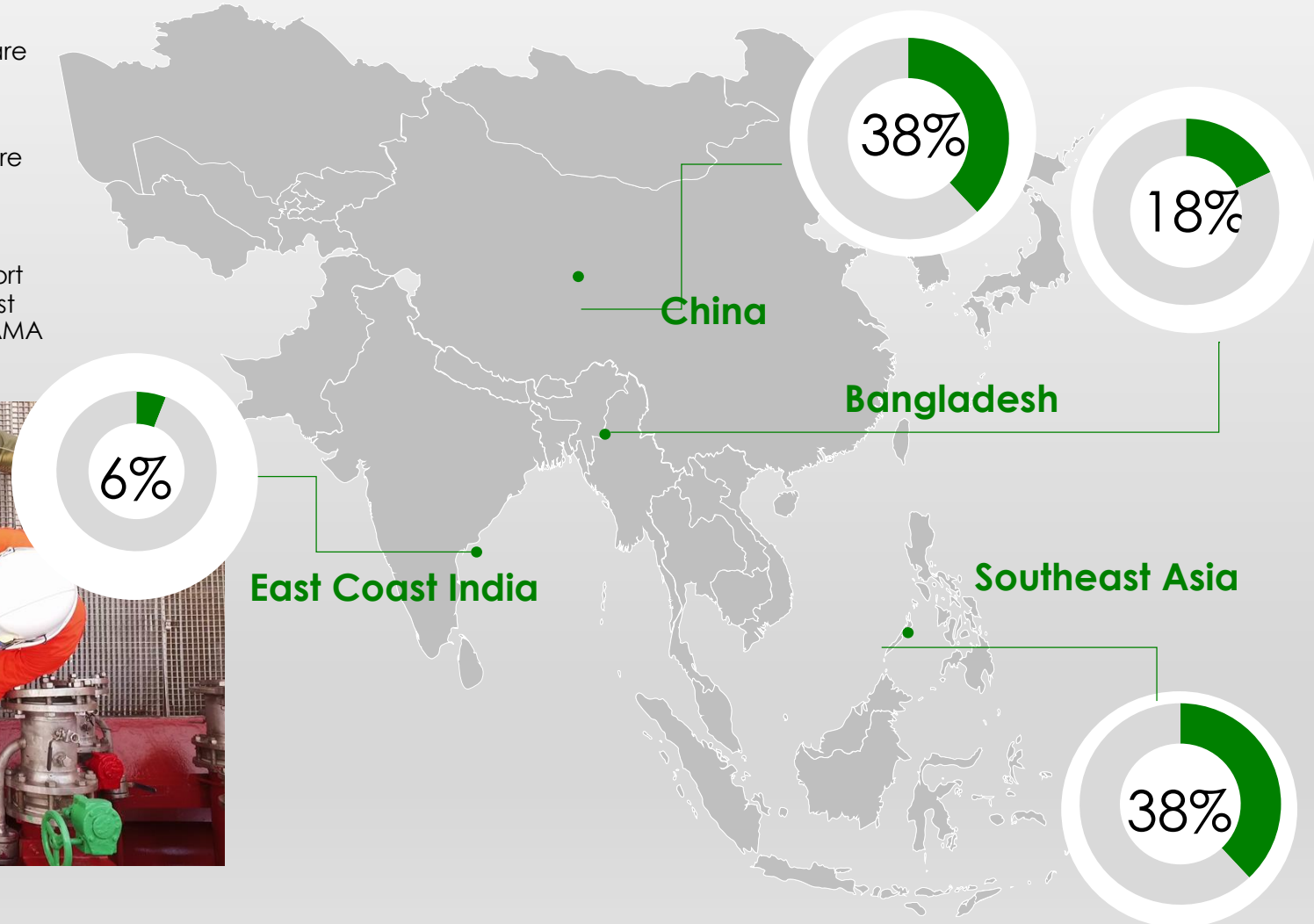


Other vegetable oil
e.g. soy bean oil, coconut oil, 3%

Our portfolio



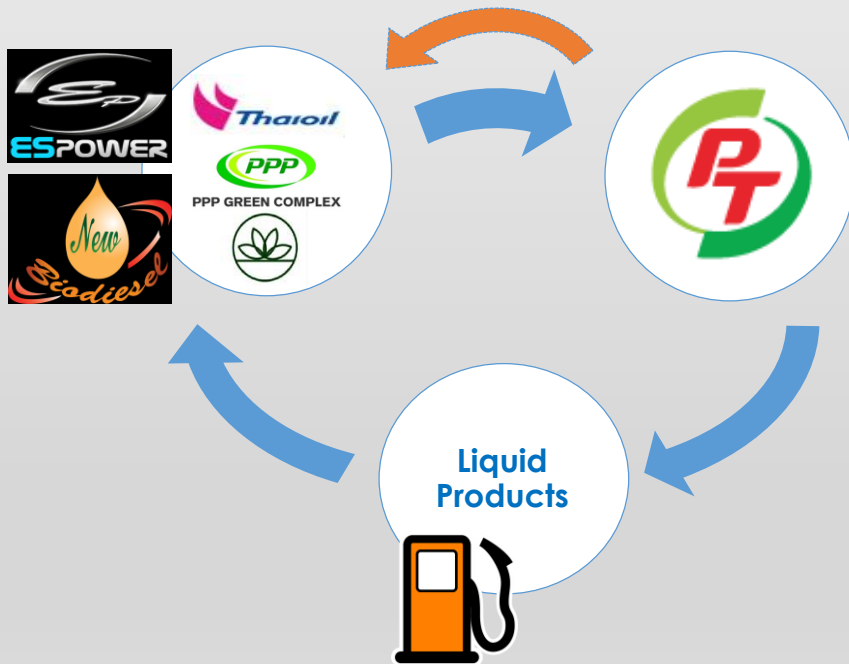
- AMA provides the medium tankers which are suitable for SEA due to the shallow watercourse.
- AMA provides the service in the areas where they are the center of production and consumption of the world.
- In 2019 YTD, **5.80%** of total palm oil import volume to Southeast Asia, China, East Coast India and Bangladesh were delivered by AMA Marine.



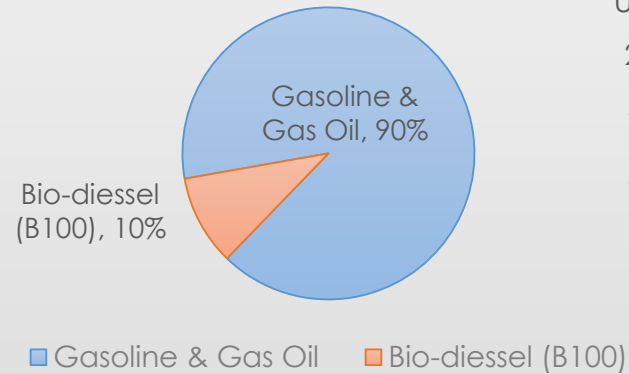
Efficient route management

Backhauling management

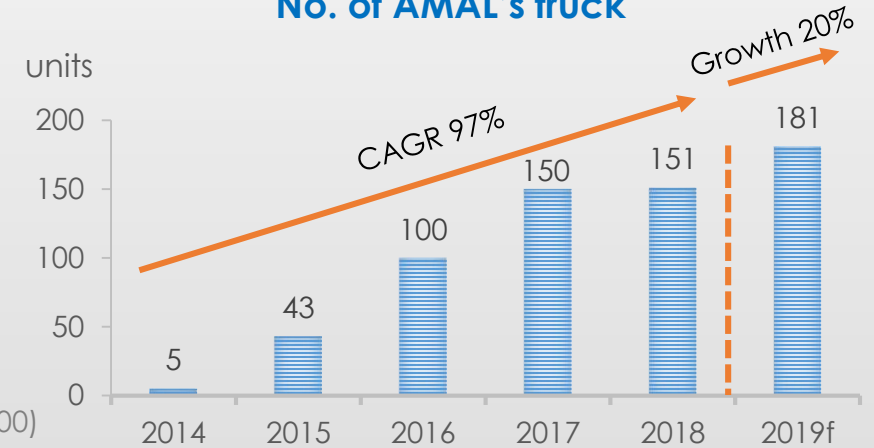
- AMAL constantly extends the service routes, including backhauling services that will continuously drive our revenues.



Product delivery



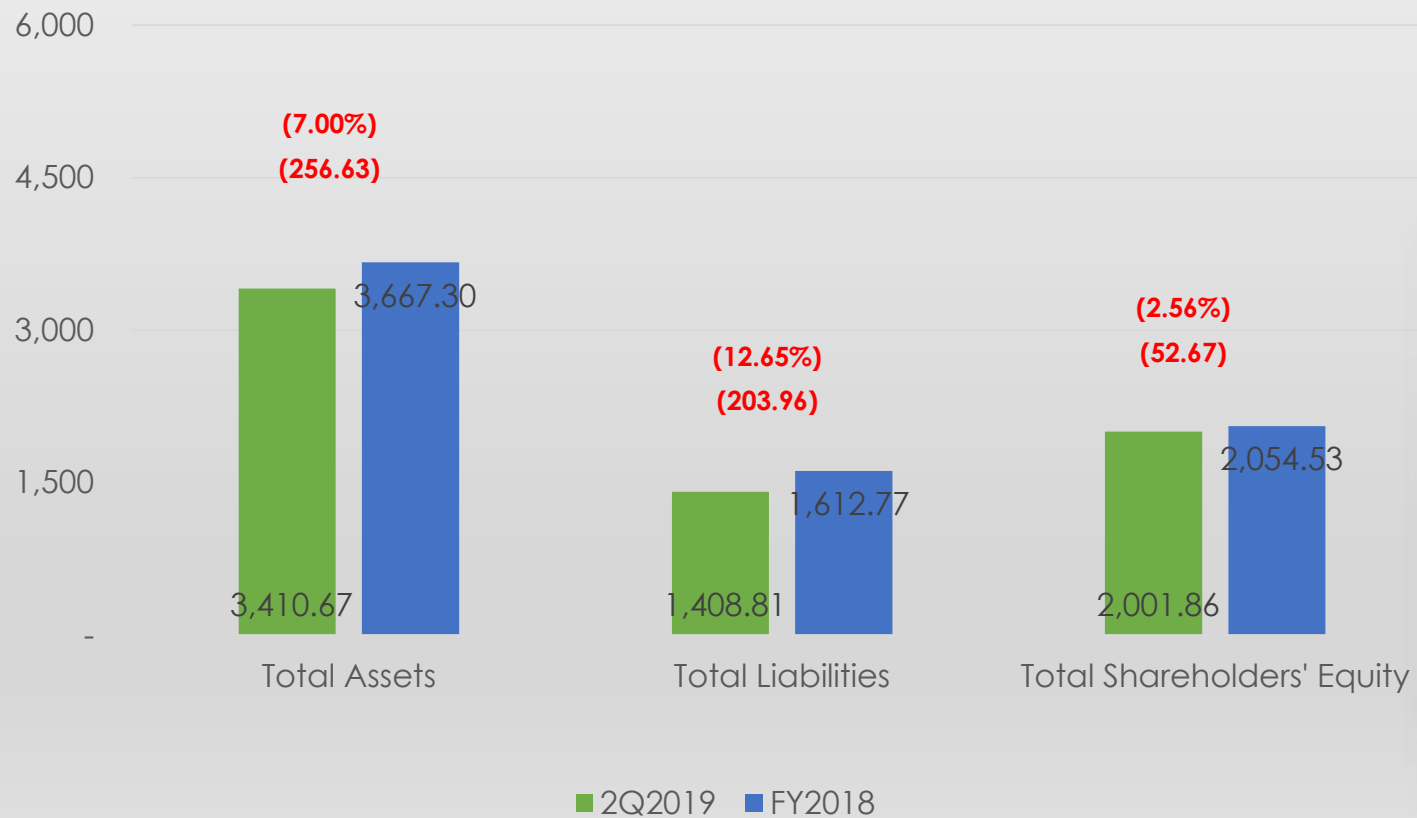
No. of AMAL's truck



Q2/2019 statements of financial position



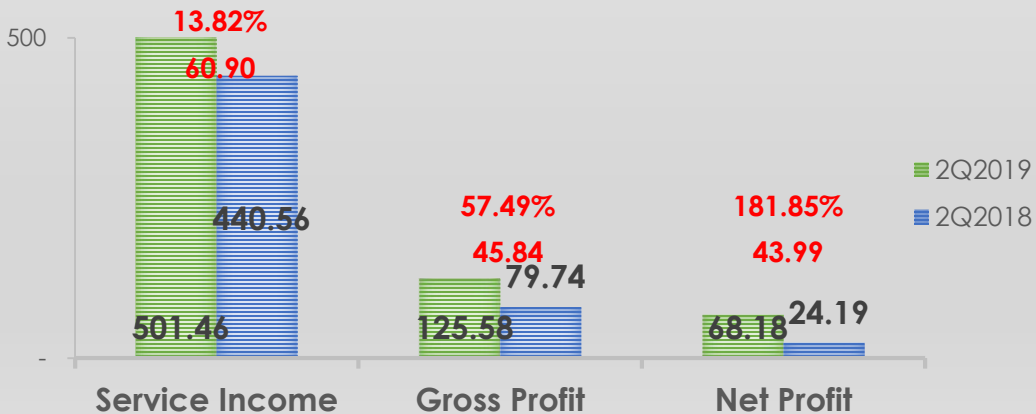
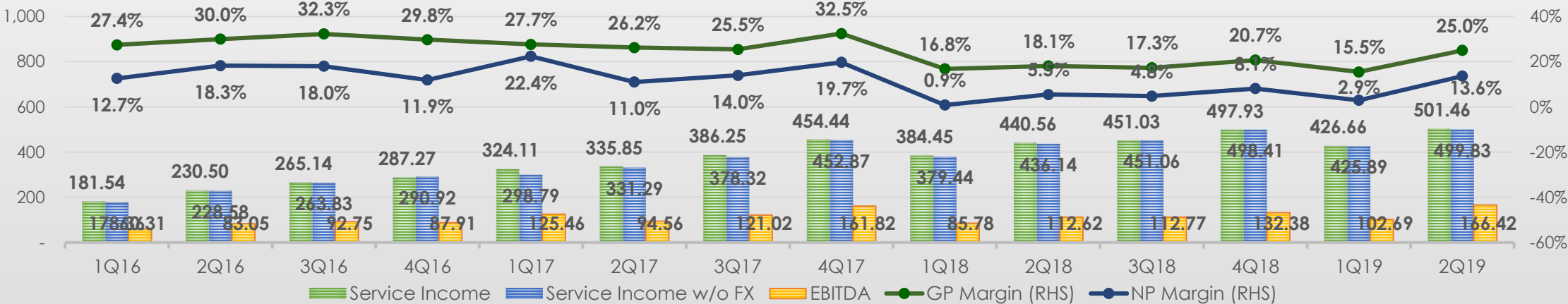
Financial Statement (Consolidated)
as at June 30, 2019



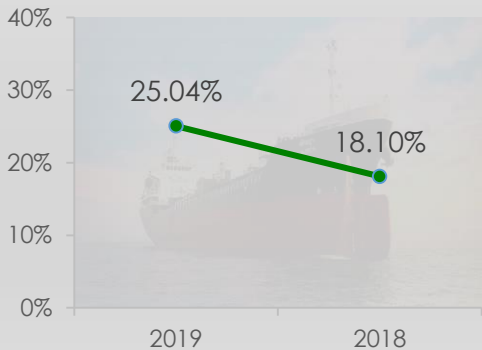
Revenue is on the upward trend



Comprehensive Income Statement (Consolidated)



Gross Profit Margin



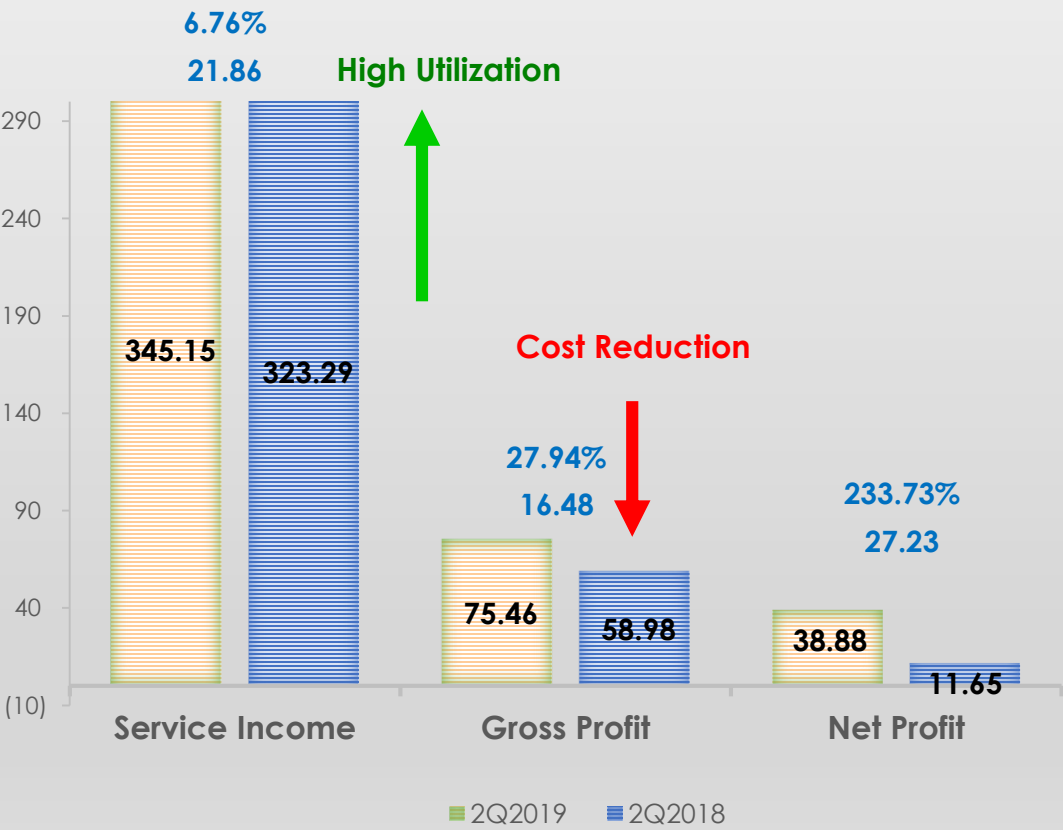
Net Profit Margin



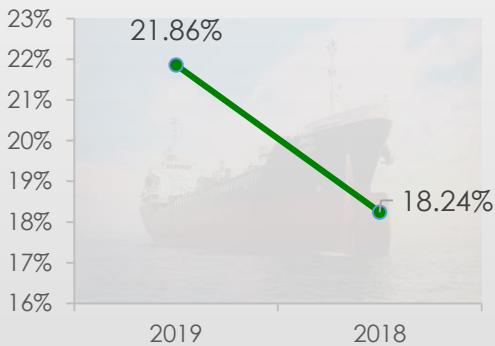
2Q19 marine services



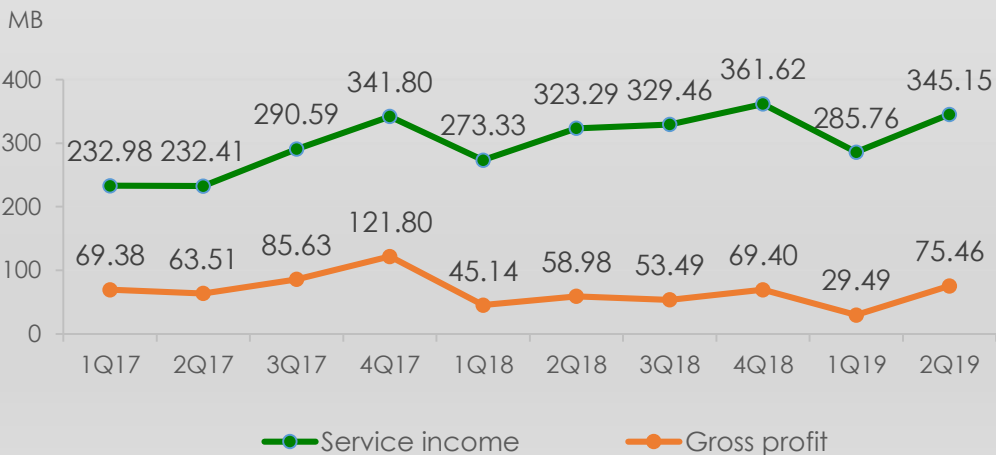
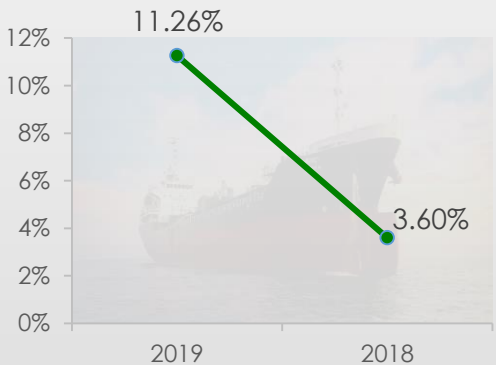
Comprehensive Income Statement (Separate)
for three-month period end June 30, 2019



Gross Profit Margin



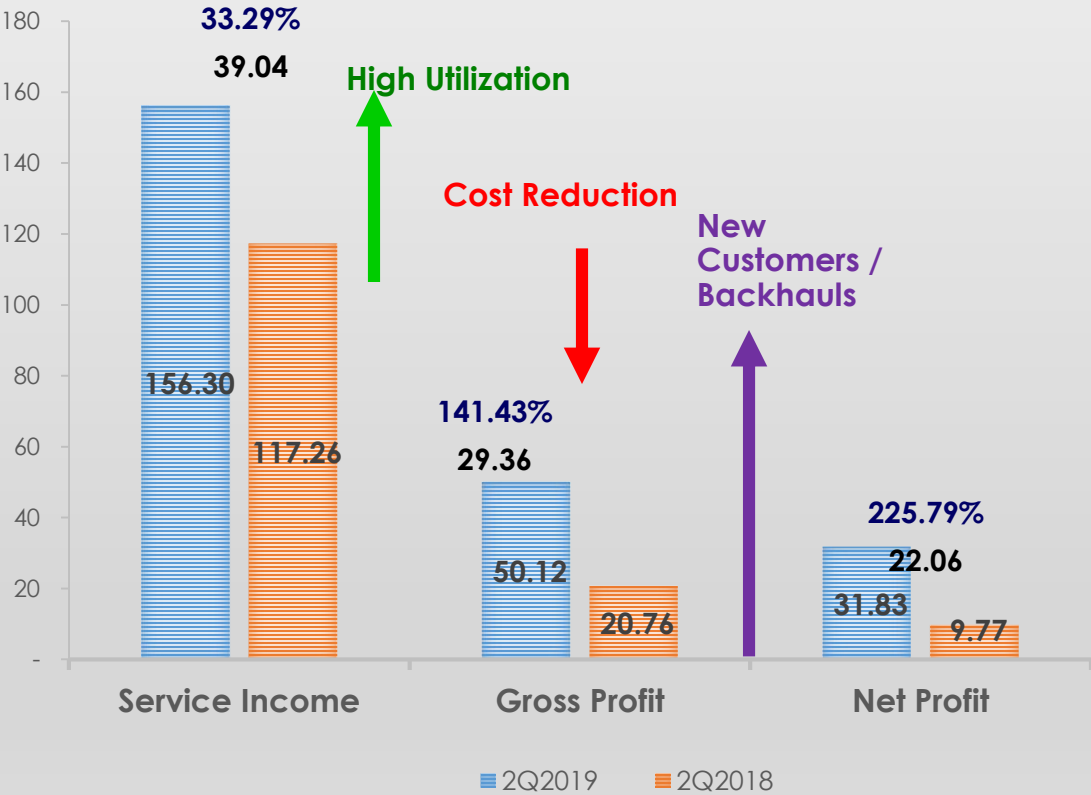
Net Profit Margin



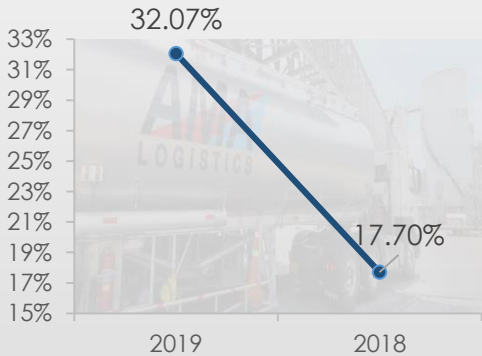
2Q19 inland truck services



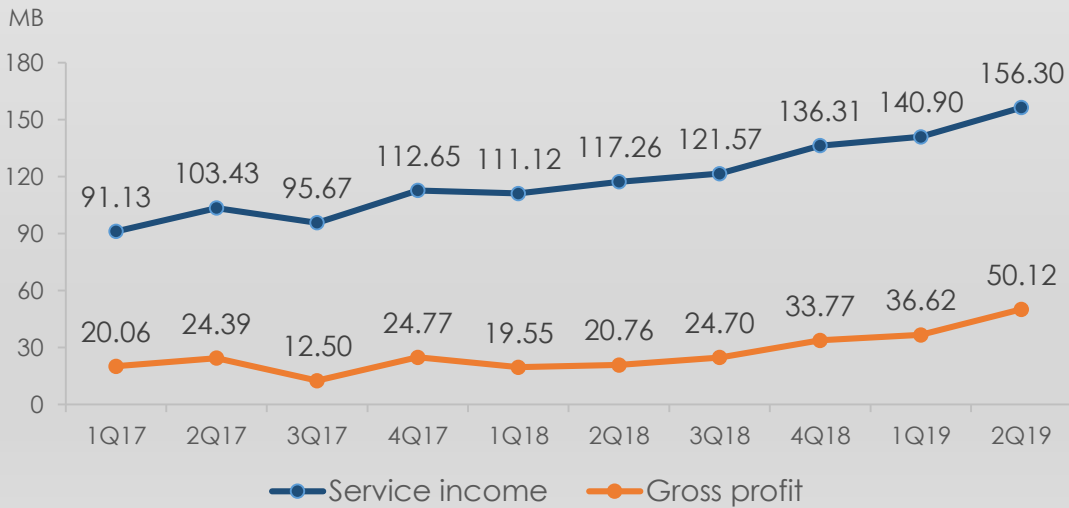
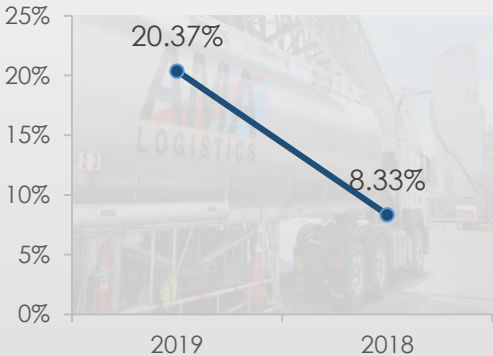
Comprehensive Income Statement
for three-month period end June 30, 2019



Gross Profit Margin



Net Profit Margin



Ready to turnaround



2019 organic growth

Inorganic growth

3 keys to turnover



Marine services

- Diversify to other products
- Back haul

1.07%

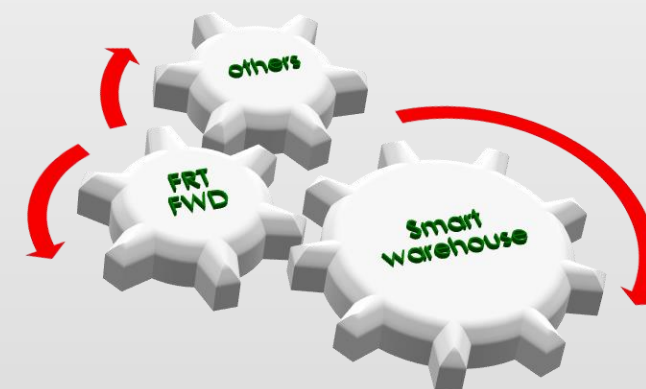
11%

Revenue growth

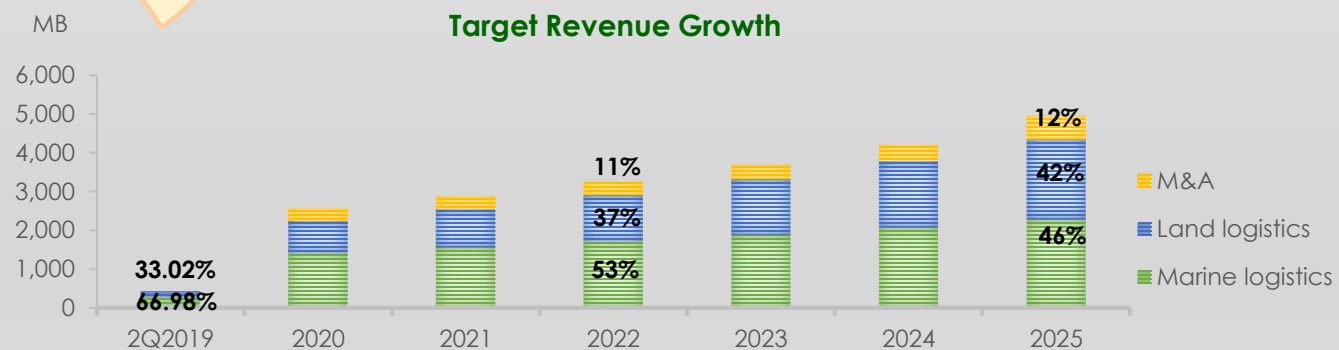
36.71%

Inland tank services

- 30 additional tank trucks
- Diversify to other products
- Back haul



Target Revenue Growth





www.amamarine.co.th

SEARCH

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email: ir@amamarine.co.th, chayanin.a@amamarine.co.th
Feedback: <http://www.amamarine.co.th/feedback.php>

