

SAHATHAI
T E R M I N A L

**OPPORTUNITY DAY
Q3/2023**

20 Dec 2023

PORT

“ALL THE RIGHT CONNECTIONS”





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Disclaimers

Some statements made in this material are forward-looking statements with the relevant assumptions, which are subject to various risks and uncertainties. These include statements with respect to our corporate plans, strategies and beliefs and other statements that are not historical facts. These statements can be identified by the use of forward-looking terminology such as “may”, “will”, “expect”, “anticipate”, “intend”, “estimate”, “continue” “plan” or other similar words.

The statements are based on our management’s assumptions and beliefs in light of the information currently available to us. These assumptions involve risks and uncertainties which may cause the actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Please note that the company and executives/staff do not control and cannot guarantee the relevance, timeliness, or accuracy of these statements.

COMPANY OVERVIEW



Group Overview

Company's Vision

"To become leader in total logistics service with innovation and solution that truly meet customer's need"

Terminal



1. Feeder terminal
2. Barge terminal and barge transportation
3. Container Freight Station
4. Container Depot

In-land transportation



In-land container transportation by truck fleets

Warehouse & Yard



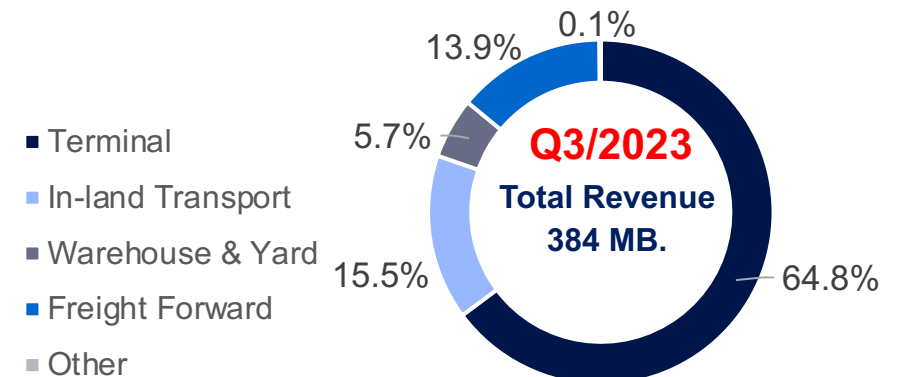
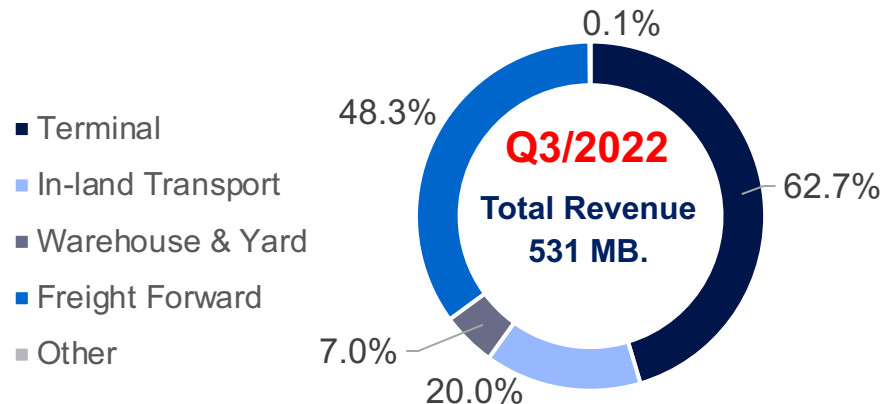
Warehouse and yard rental

Others



Freight forward

4 Business Units with Terminal as our core business

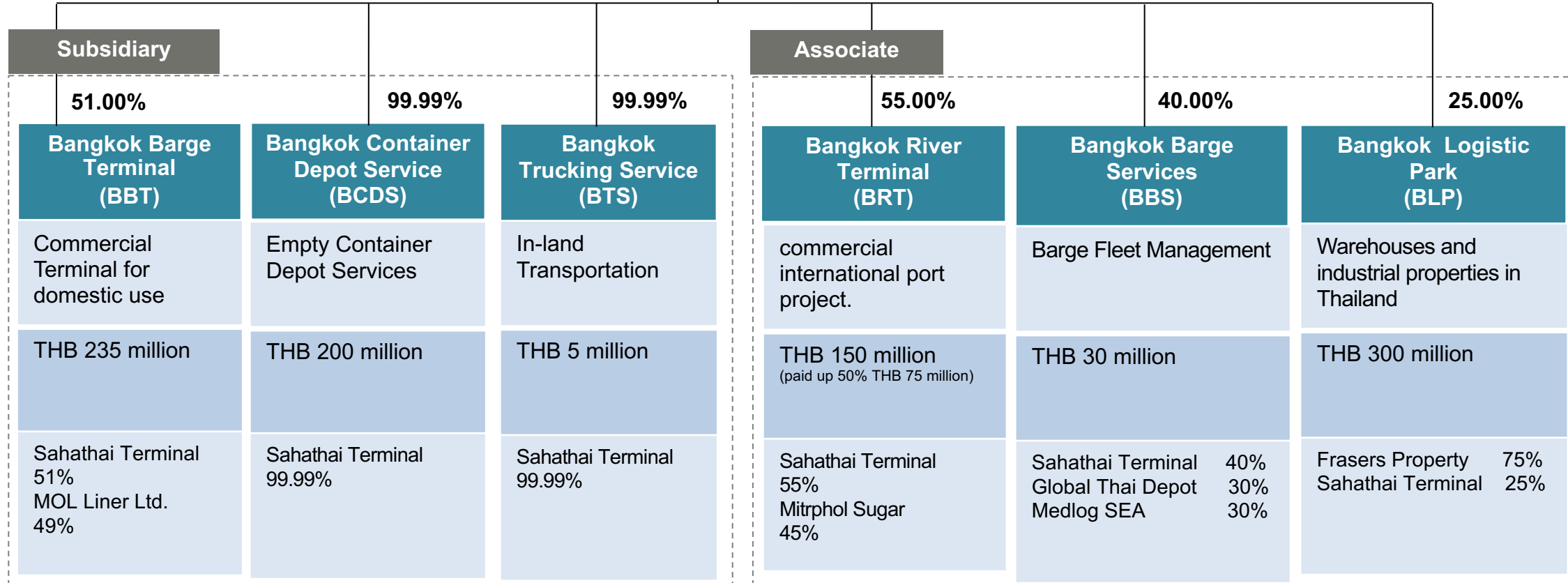


Group Structure



Sahathai Terminal (PORT)	
Business	- Commercial Terminal for international and domestic uses - Logistic services
Capital	THB 511 million (Registered) THB 304 million (Paid-up)

CG SCORE: 5/5



Company Strategies

One stop logistics services



Prime Location



Strategic Partner



One-stop Solution Provider

- Terminal
- In-land Transportation
- General & Freezone Areas
- Freight Forward

Expert in terminal handling business

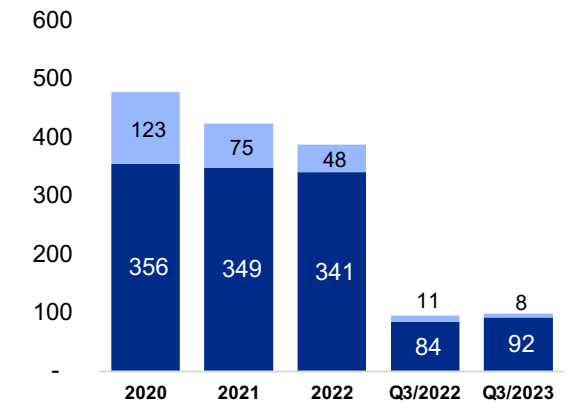
Sahathai Terminal



Operating areas	Type of Services	Types of Crane	Main Equipment	Customer References
89 of 116 Rais are utilized for Terminal handling (Lease 100%)	<ul style="list-style-type: none"> Feeder & Barge terminal Barge transportation 	<ul style="list-style-type: none"> 4 Gantry cranes 2 Jib cranes 2 RTG cranes 1 Mobile harbor crane 	<ul style="list-style-type: none"> Reach stackers Side stackers Yard trucks Material handling equipment 	

Container Throughput

Unit: '000 (TEUs) ▲ +4.06% YoY



Remark: Container throughput on the Company, BBT, and service provided to other ports

■ Water transport ■ In-land transport

Bangkok Barge Terminal



Operating areas	Type of Services	Types of Crane	Main Equipment	Customer References
39 Rais (Own 36%)	<ul style="list-style-type: none"> Barge terminal Barge transportation 	<ul style="list-style-type: none"> 2 Jib cranes 	<ul style="list-style-type: none"> Reach stackers Yard trucks Material handling equipment 	

High efficiency of terminal operating system from professional platform



In-house developed software (PMS)

Booking arrangement and electronic data interchange (EDI), Container depot, CFS



Purchased software (TOS)

Resource optimization tool

- ✓ Efficiency on berth planning, crane scheduling, loading/unload sequencing and space planning
- ✓ Cost reduction on redundant full-time employees
- ✓ High creditability in terminal operation to customers
- ✓ Ability to initiate terminal business in new ports in the future

One-stop Solution Provider

Terminal

In-land Transportation

General & Freezone Areas

Freight Forward

Container Freight Station

Sahathai Terminal



Operating areas	Type of Services	Main Equipment	Container Throughput																		
12 Rais (Lease 33% Own 66%)	<ul style="list-style-type: none"> Stuffing Unstuffing 	<ul style="list-style-type: none"> Outsourcing equipment and workers 	<table border="1"> <caption>Container Throughput (Unit: '000 TEUs)</caption> <thead> <tr> <th>Year/Quarter</th> <th>Stuffing</th> <th>Unstuffing</th> </tr> </thead> <tbody> <tr> <td>2020</td> <td>45.45</td> <td>5.93</td> </tr> <tr> <td>2021</td> <td>45.56</td> <td>2.74</td> </tr> <tr> <td>2022</td> <td>33.12</td> <td>3.06</td> </tr> <tr> <td>Q3/2022</td> <td>8.26</td> <td>0.98</td> </tr> <tr> <td>Q3/2023</td> <td>10.69</td> <td>1.01</td> </tr> </tbody> </table>	Year/Quarter	Stuffing	Unstuffing	2020	45.45	5.93	2021	45.56	2.74	2022	33.12	3.06	Q3/2022	8.26	0.98	Q3/2023	10.69	1.01
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Q3/2023	10.69	1.01																			



Container Depot

Bangkok Container Depot Service



Operating areas	Type of Services	Main Equipment	No. of serviced containers												
37 Rais (Own 100%)	<ul style="list-style-type: none"> Cleaning Repair & Maintenance Lifting Storage 	<ul style="list-style-type: none"> Outsourcing equipment and workers 	<table border="1"> <caption>No. of serviced containers (Unit: '000 TEUs)</caption> <thead> <tr> <th>Year/Quarter</th> <th>No. of serviced containers</th> </tr> </thead> <tbody> <tr> <td>2020</td> <td>245.92</td> </tr> <tr> <td>2021</td> <td>223.47</td> </tr> <tr> <td>2022</td> <td>208.83</td> </tr> <tr> <td>Q3/2022</td> <td>53.65</td> </tr> <tr> <td>Q3/2023</td> <td>60.16</td> </tr> </tbody> </table>	Year/Quarter	No. of serviced containers	2020	245.92	2021	223.47	2022	208.83	Q3/2022	53.65	Q3/2023	60.16
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Q3/2023	60.16														

One-stop Solution Provider

Terminal	In-land Transportation	General & Freezone Areas	Freight Forward
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In-land Transportation



Operating areas	Type of Services	Main Equipment	No. of serviced containers												
Bangkok/ Samutprakarn/ Chonburi Exporter Importer	<ul style="list-style-type: none"> In-land container transportation by trucks 	<ul style="list-style-type: none"> Outsourcing trucks and drivers Destination • Warehouse • Port • Factory	Unit: '000 (TEUs) ▼ -13.96% YoY <table border="1"> <tr><th>Year</th><th>Q3/2022</th><th>Q3/2023</th></tr> <tr><td>2020</td><td>160.90</td><td>29.47</td></tr> <tr><td>2021</td><td>149.44</td><td>25.36</td></tr> <tr><td>2022</td><td>118.88</td><td></td></tr> </table>	Year	Q3/2022	Q3/2023	2020	160.90	29.47	2021	149.44	25.36	2022	118.88	
Year	Q3/2022	Q3/2023													
2020	160.90	29.47													
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2022	118.88														

General & Freezone Areas

Freight Forward

Sahathai Terminal



General warehouse



Leasable area : 12,440 sqm
 Tenant : 3 tenants (companies in foods, steel, ceramic, can, etc.)
 Contract period : 1-3 years



- ✓ Shipment organization for customers to ship imported/exported products from/to desired destinations through water transportation
- ✓ Strategic networks with worldwide shipping agents



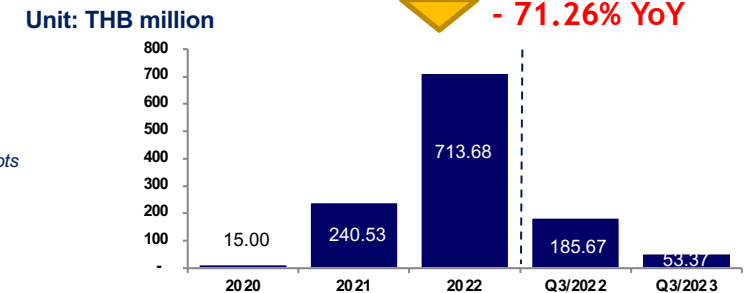
Exporter
Importer
Request order



Negotiate on freight slots

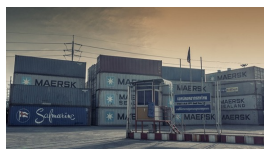


Shipping Agents



Freezone Areas

Vertical Bonded & Free Zone Warehouse



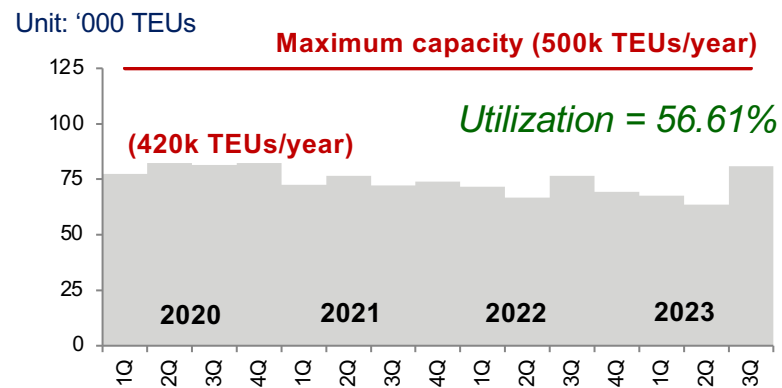
Freezone yard
Service storage yard to customers



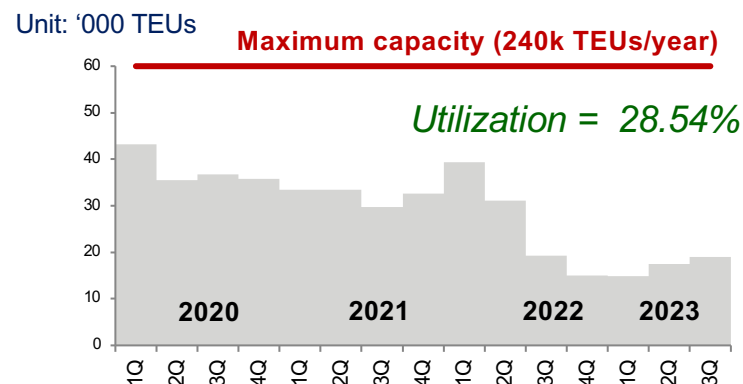
Leasable area : 14,400 sqm

Capacity Utilization

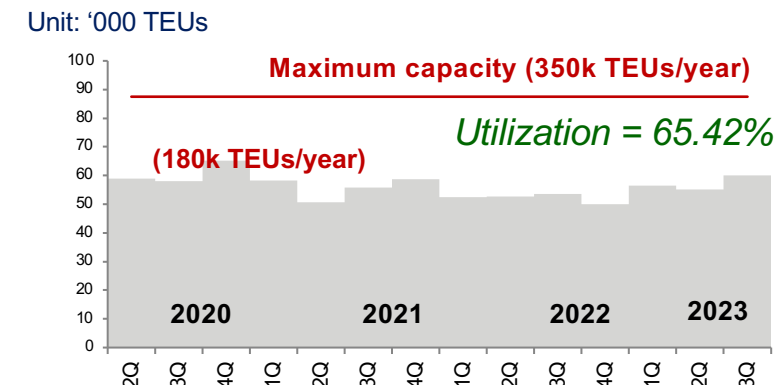
Container Throughput - Sahathai



Container Throughput - BBT

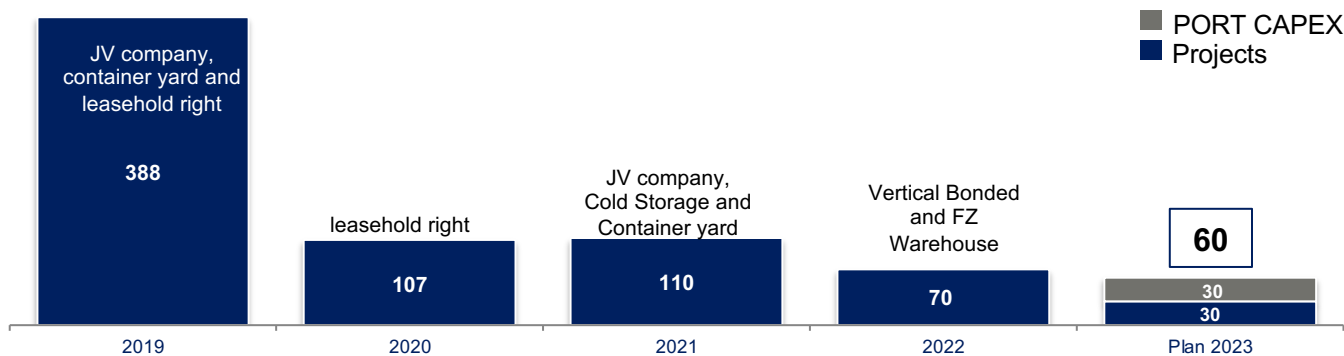


Container Throughput - Depot



CAPEX in new assets for better performance

Unit: THB Million



Sahathai Terminal Project 2023

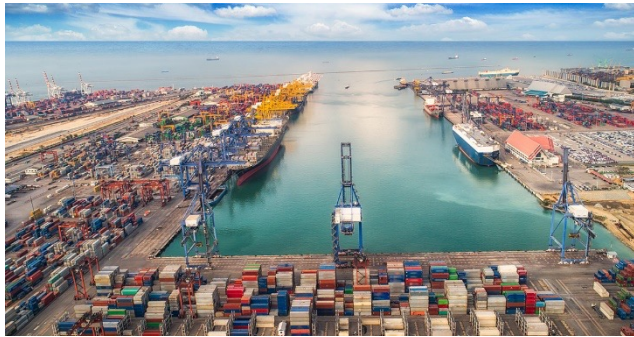


Vertical Bonded & Free zone Warehouse

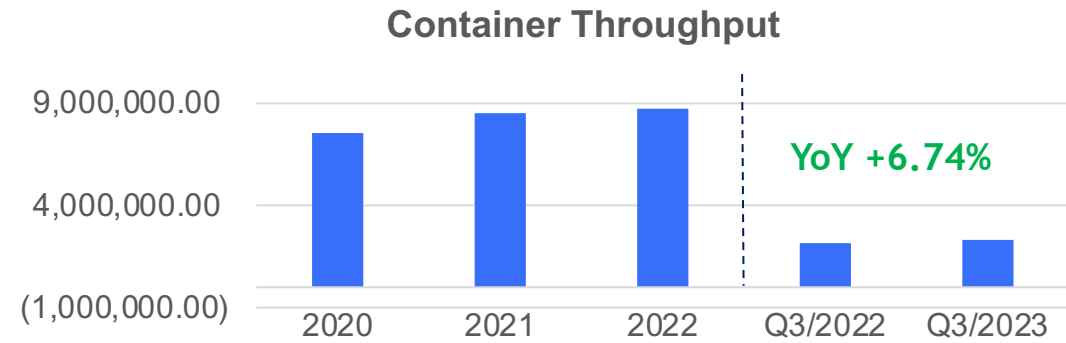
INDUSTRY UPDATE



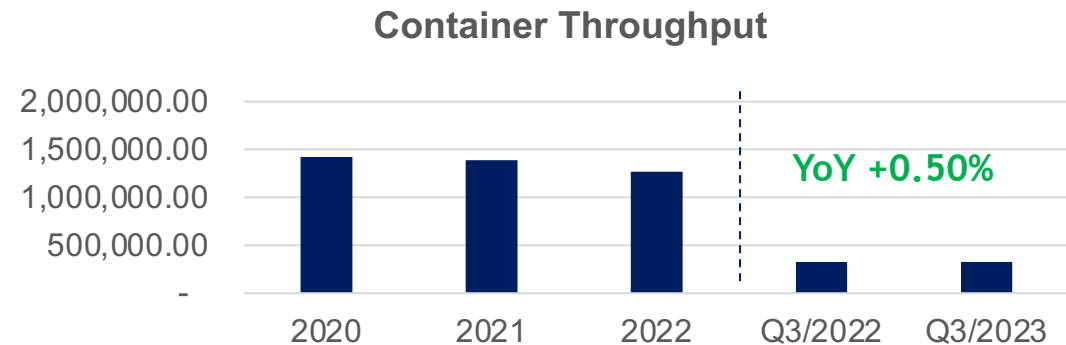
Industry Update – Thailand



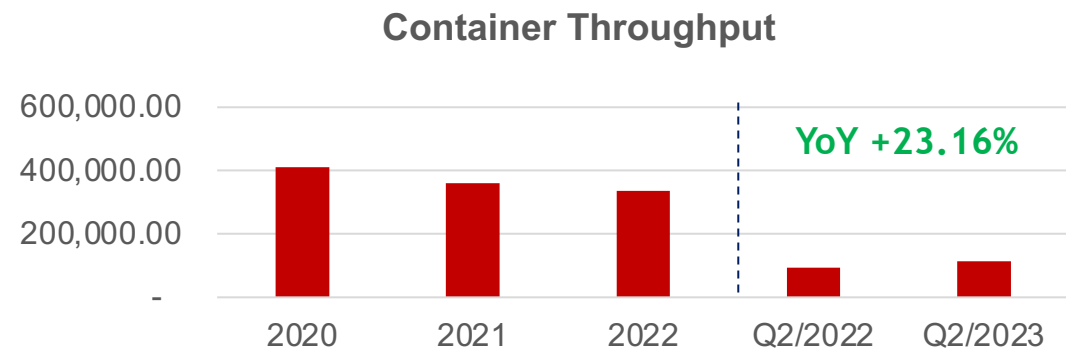
Laem Chabang



Bangkok Port



Private Port



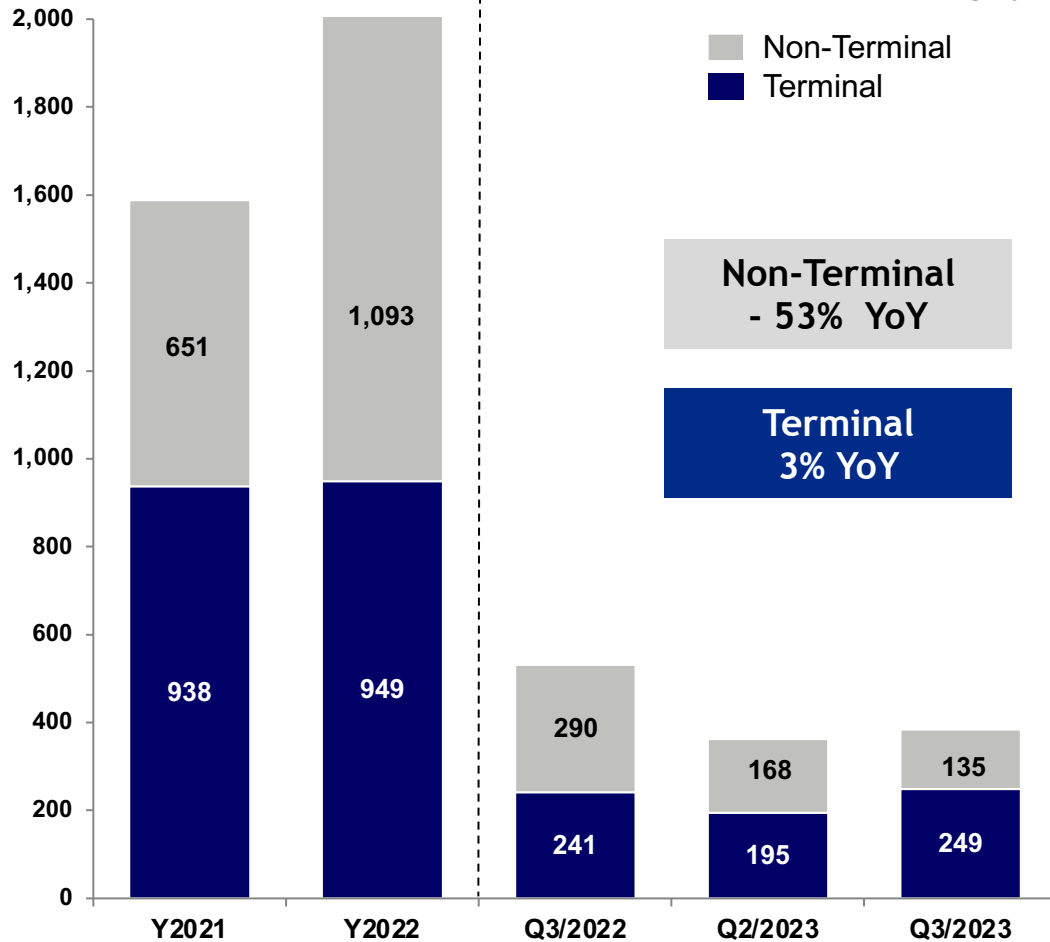
FINANCIAL HIGHLIGHT



Overall performance – Consolidated

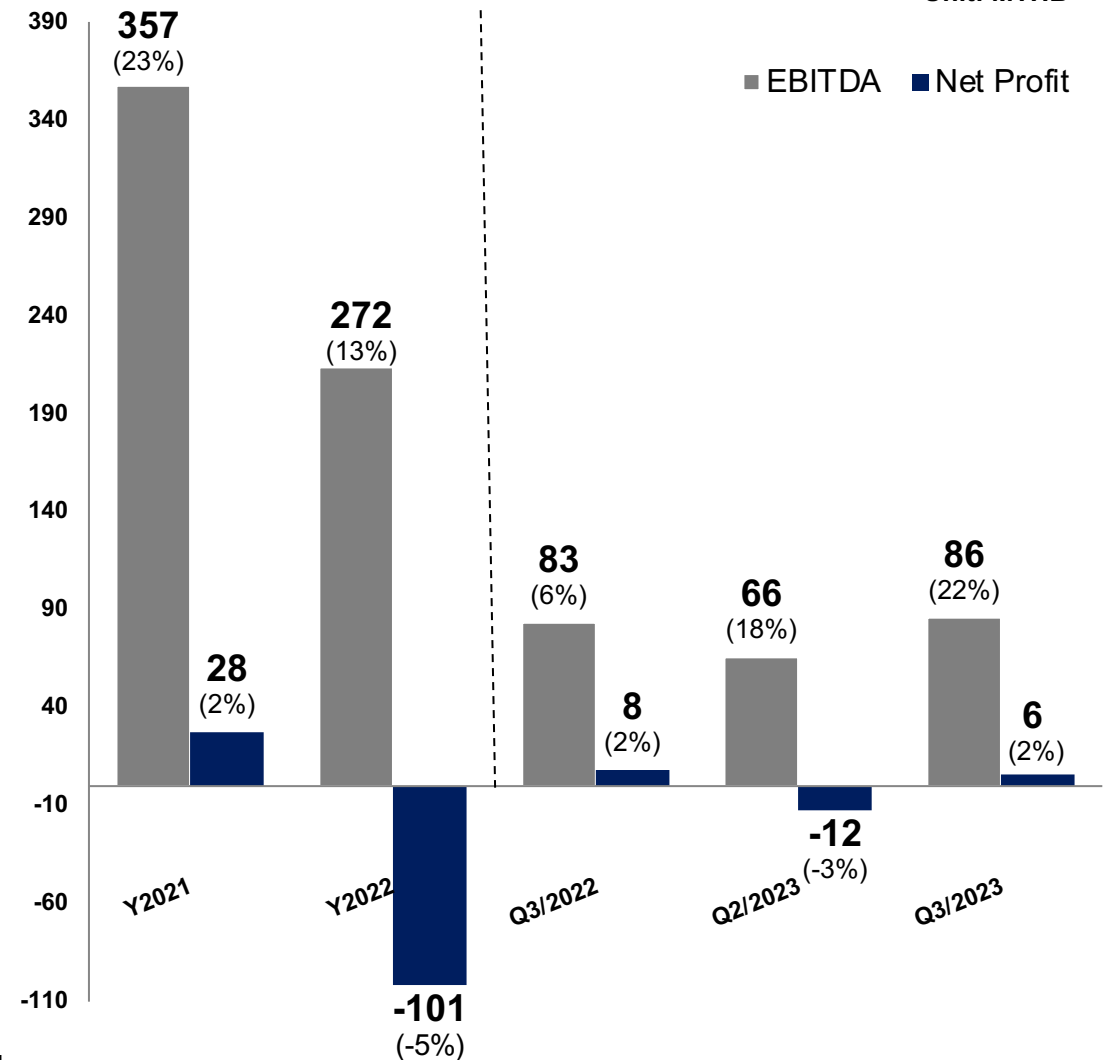
Total Revenues

Unit: MTHB



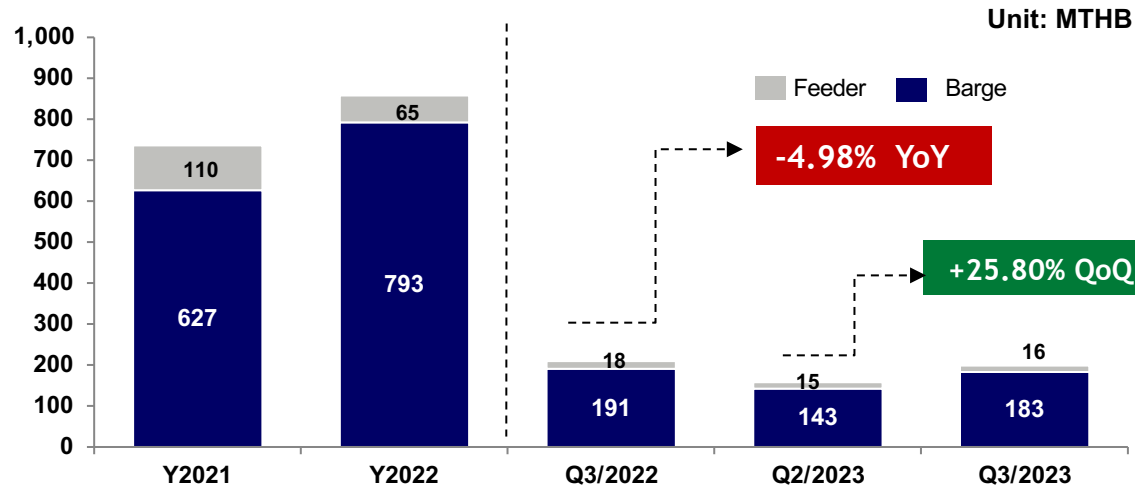
EBITDA and Net Profit

Unit: MTHB

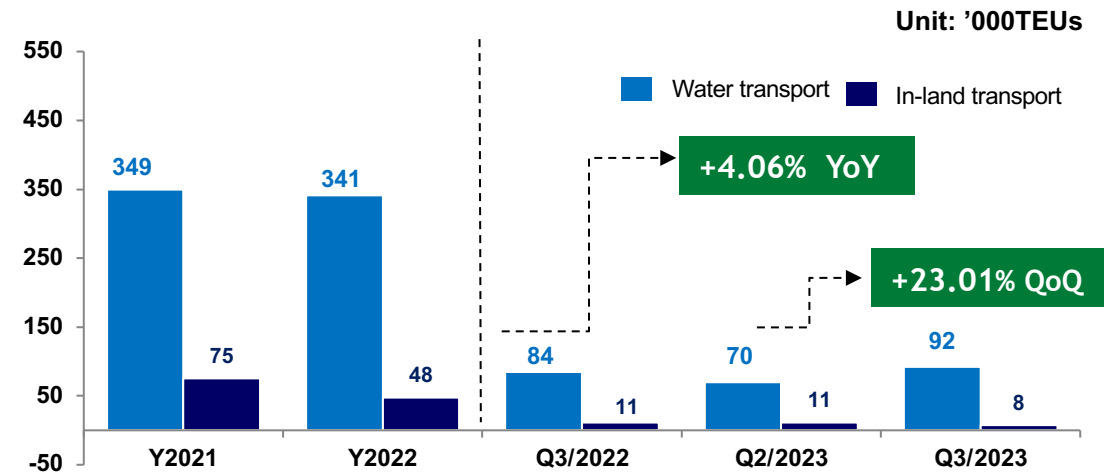


Terminal Activities

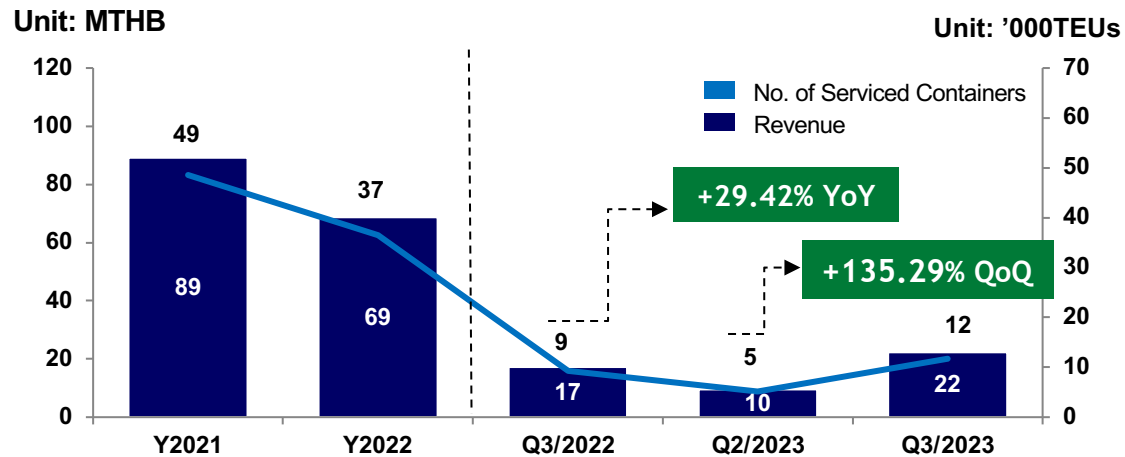
Terminal Handling - Revenues



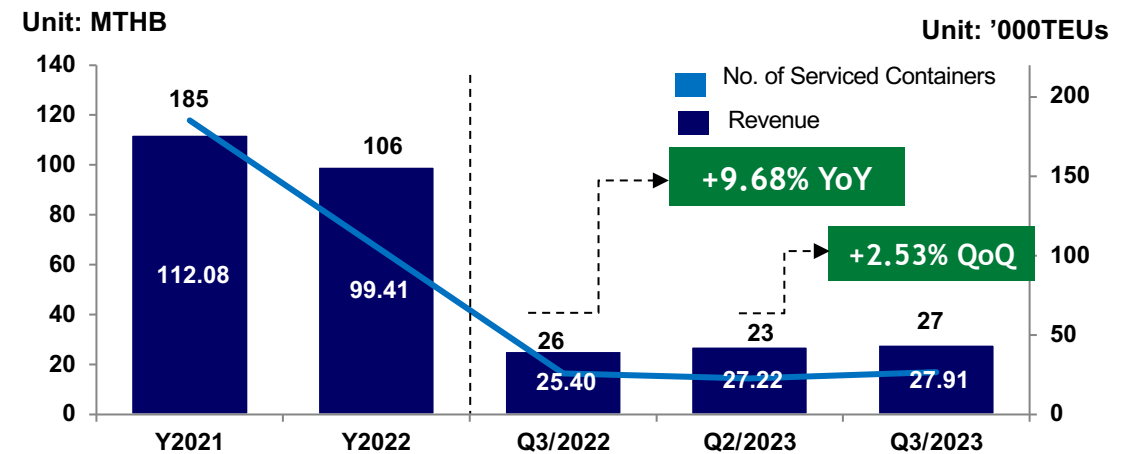
Terminal Handling - Container Throughput



CFS/LCL

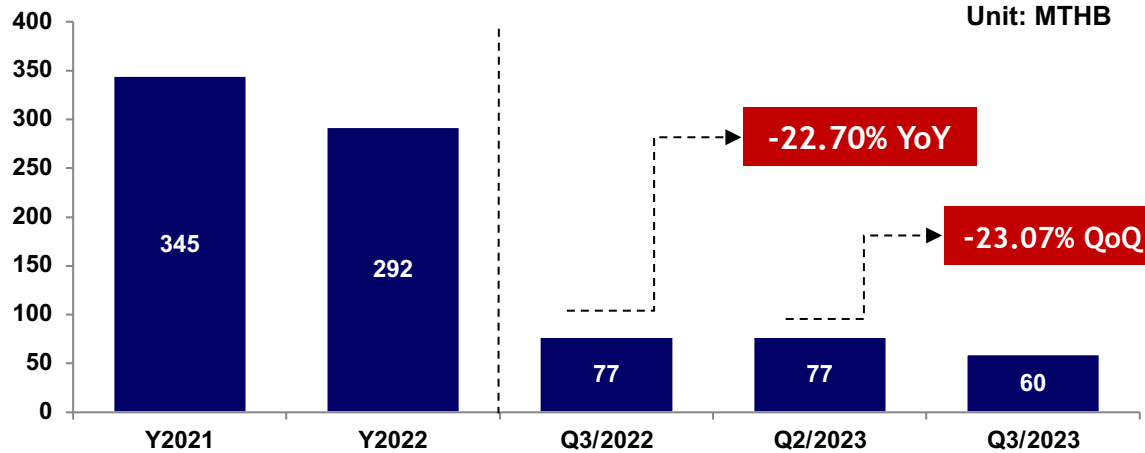


Container Depot

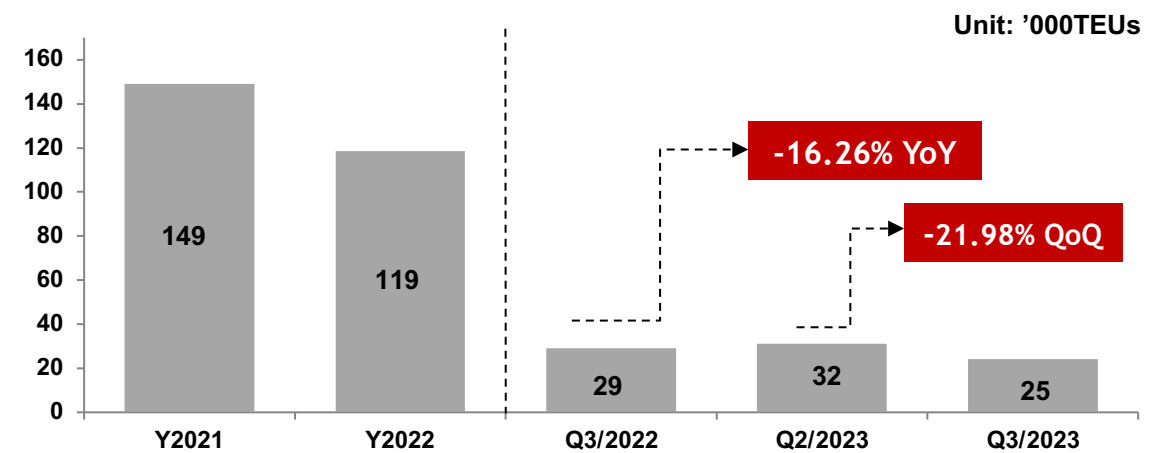


Non-Terminal Activities

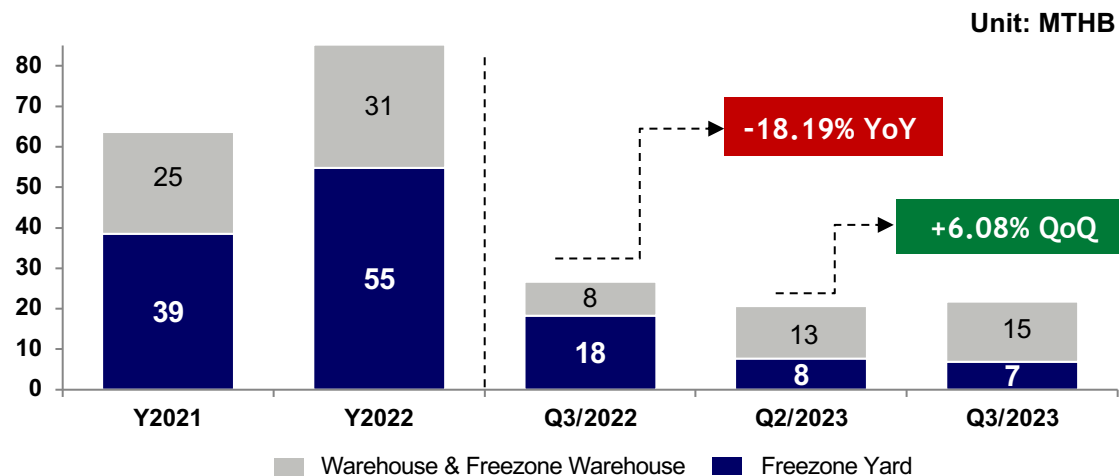
In-land Transportation - Revenues



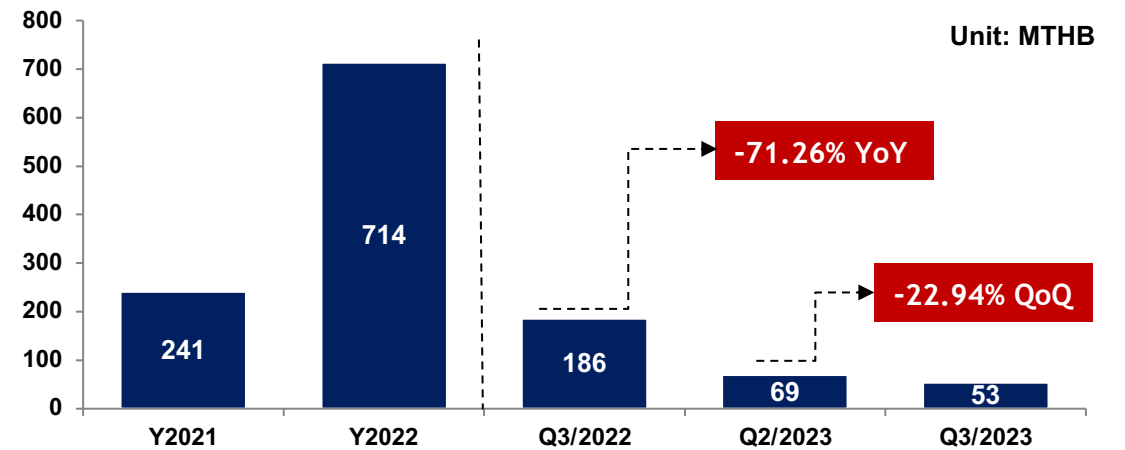
In-land Transportation - Serviced Containers



Revenues from Warehouse & Yard

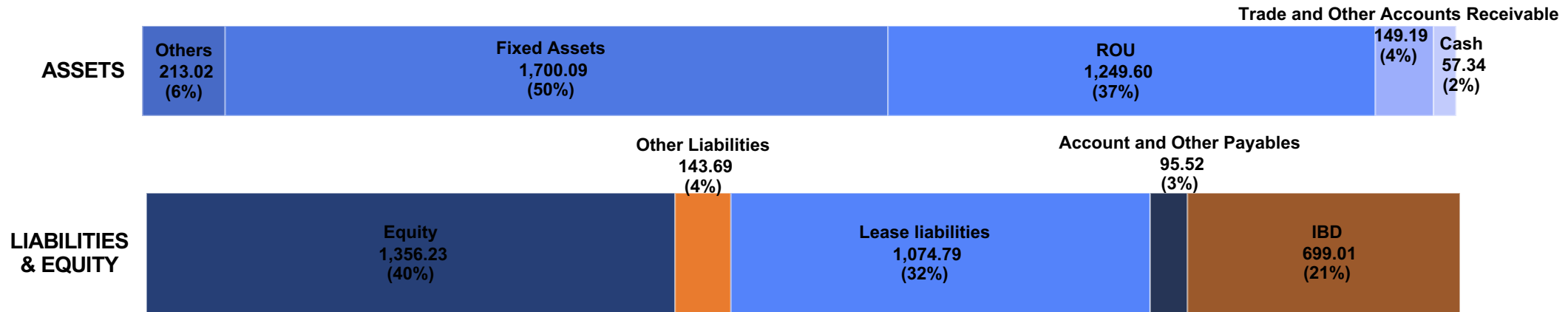


Revenues from Freight Forward

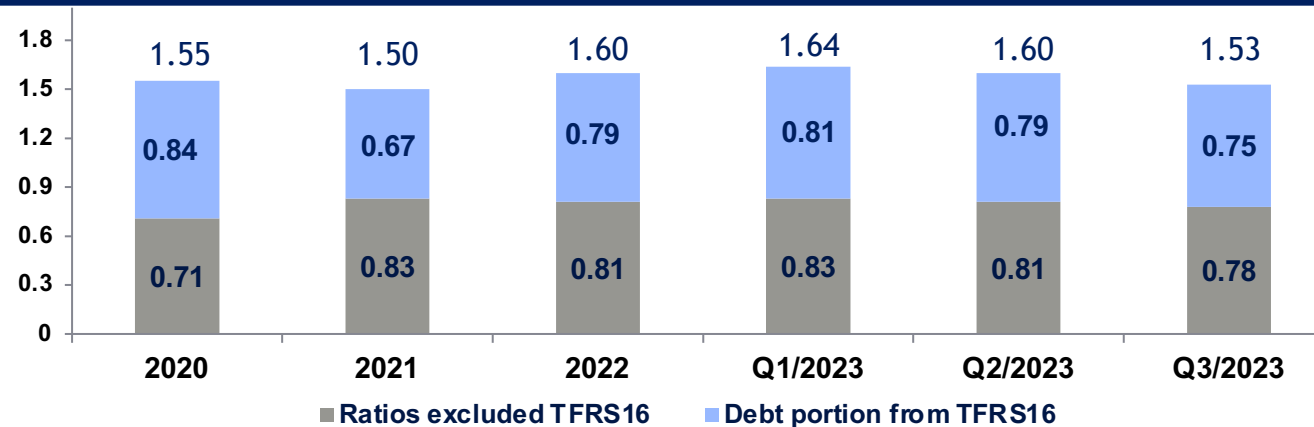


Overall Financial Position

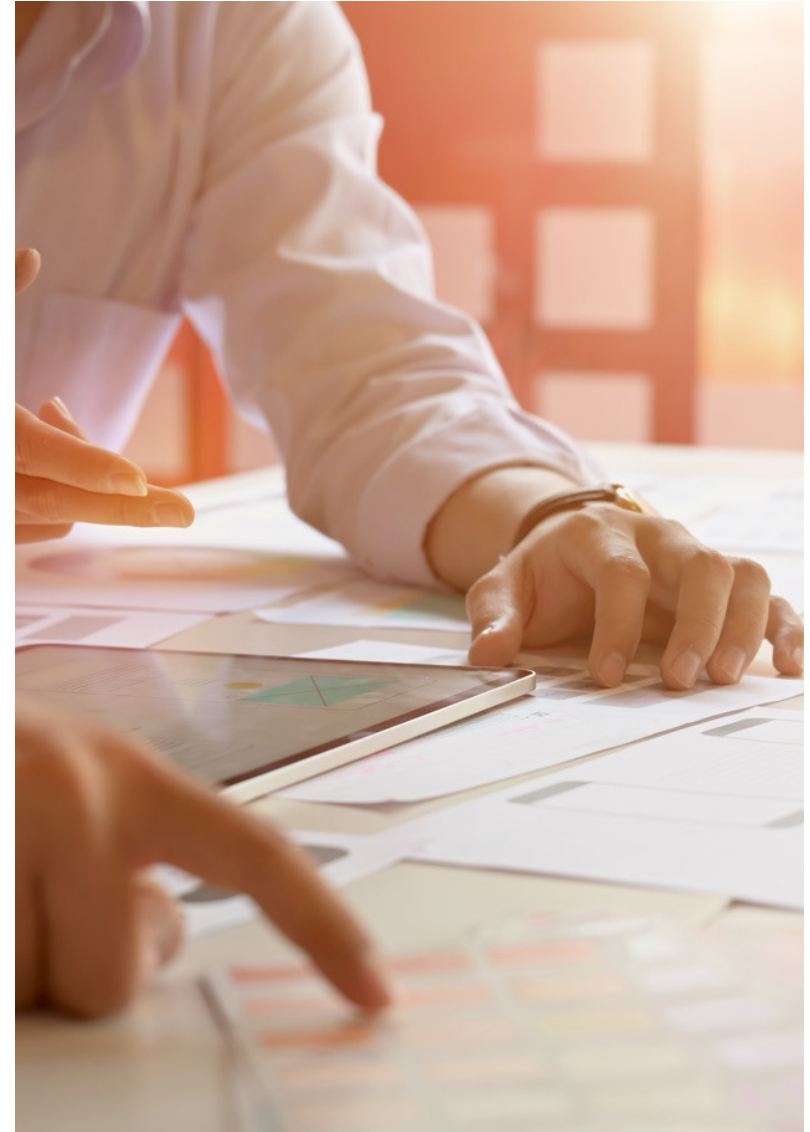
Financial Position – September 30, 2023



Debt to Equity Ratio



BUSINESS OUTLOOK



Business Expansion

Bangkok Logistic Park

Warehouses and industrial properties

Planned opening in 2H/2024





Q&A



THANK YOU

ALL THE RIGHT CONNECTIONS

For more information, Please visit our website: <http://sahathaiterminal.com>
or contact us at wachirawit.p@sahathaiterminal.com Tel. +66 (0) 2386 8000 # 1402