

SAHATHAI
T E R M I N A L

**OPPORTUNITY DAY
YE/2023**

26 Mar 2024

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



STT / BBT / BBS / BCDS

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

In-land transportation



BTS

In-land container transportation by truck fleets

Warehouse & Yard



STT

Warehouse and yard rental

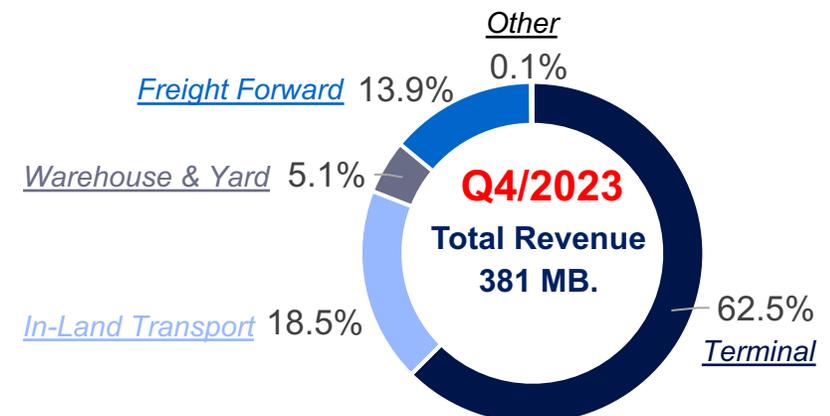
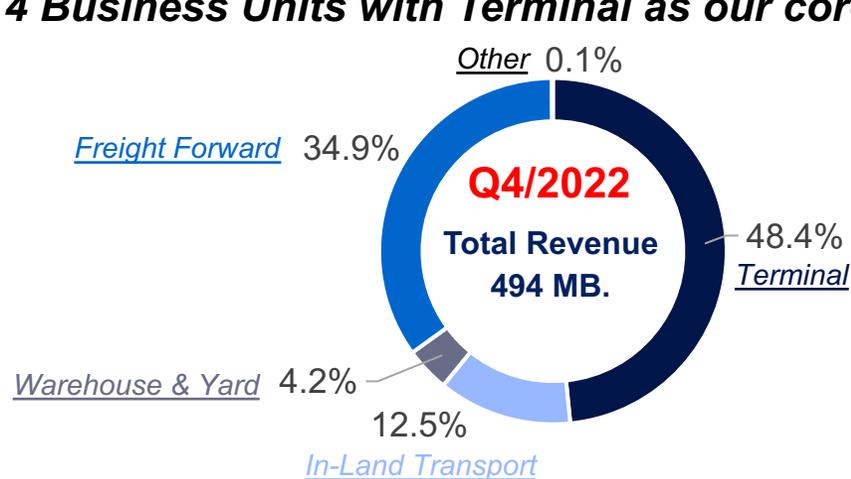
Others



STT

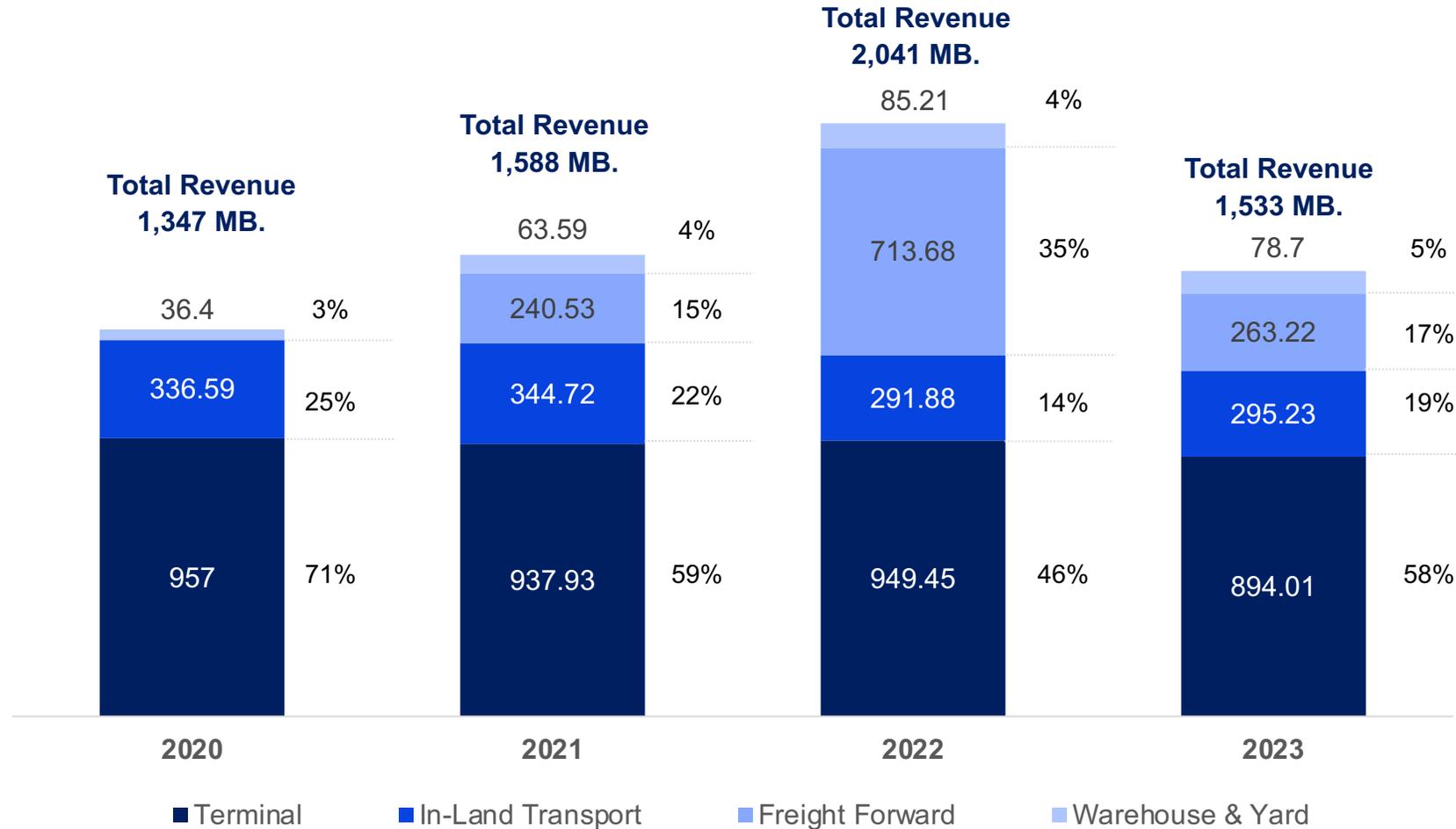
Freight forward

4 Business Units with Terminal as our core business



Group Overview

Revenue by Business Units (Year-Ends)



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



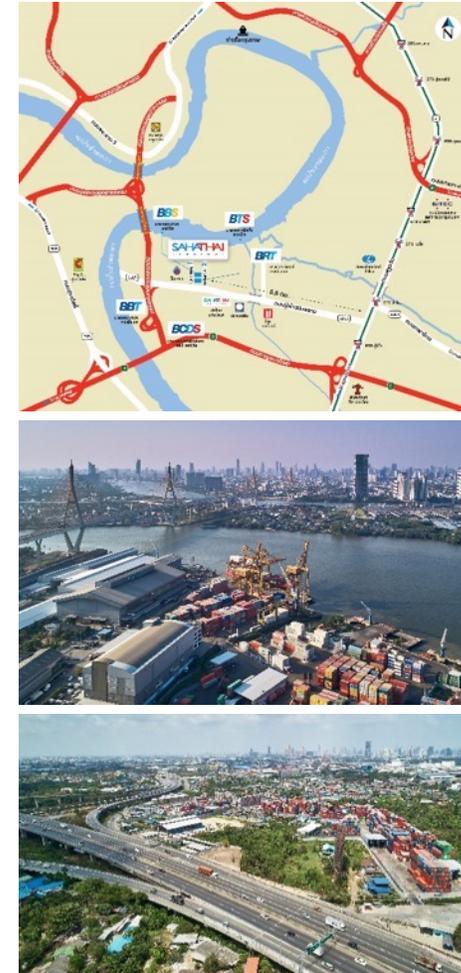
	Subsidiary			Associate		
	51.00%	99.99%	99.99%	55.00%	40.00%	25.00%
	Bangkok Barge Terminal (BBT)	Bangkok Container Depot Service (BCDS)	Bangkok Trucking Service (BTS)	Bangkok River Terminal (BRT)	Bangkok Barge Services (BBS)	Bangkok Logistic Park (BLP)
Business	Commercial Terminal for domestic use	Empty Container Depot Services	In-land Transportation	commercial international port project.	Barge Fleet Management	Warehouses and industrial properties in Thailand
Capital	THB 235 million	THB 200 million	THB 5 million	THB 150 million (paid up 50% THB 75 million)	THB 30 million	THB 300 million
Shareholder	Sahathai Terminal 51% MOL Liner Ltd. 49%	Sahathai Terminal 99.99%	Sahathai Terminal 99.99%	Sahathai Terminal 55% Mitrphol Sugar 45%	Sahathai Terminal 40% Global Thai Depot 30% Medlog SEA 30%	Frasers Property 75% Sahathai Terminal 25%

Company Strategies

One stop logistics services



Prime Location



Strategic Partner



One-stop Solution Provider

Terminal	In-land Transportation	General & Freezone Areas	Freight Forward
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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 	

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



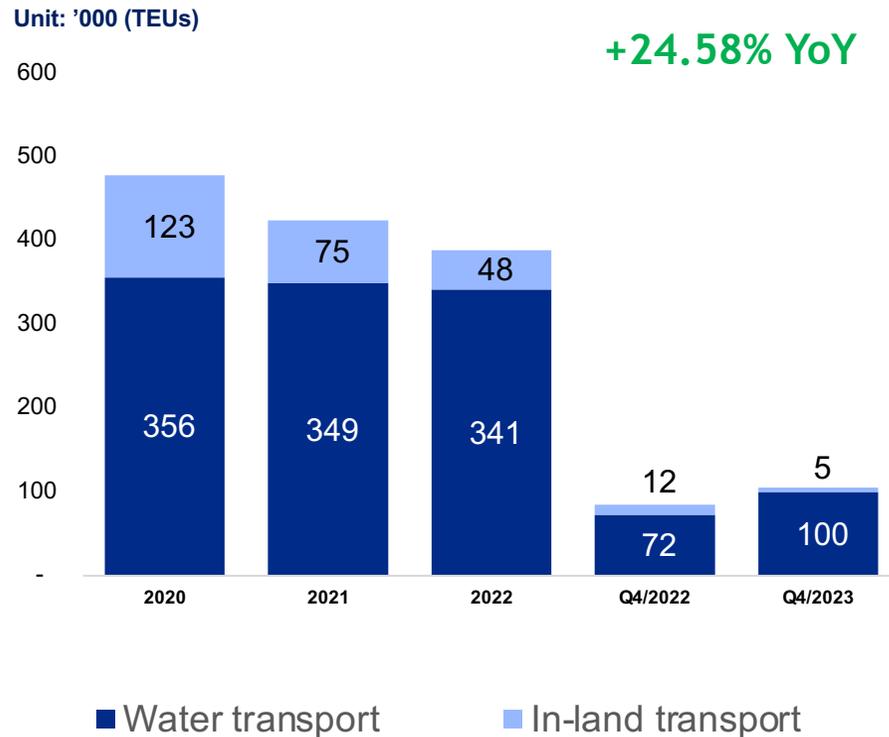
- ✓ Efficiency on berth planning, crane scheduling, loading/unload sequencing and space planning
- ✓ Cost reduction on redundant full-time employees
- ✓ High creditability in terminal operation to customers
- ✓ Ability to initiate terminal business in new ports in the future

One-stop Solution Provider

Terminal	In-land Transportation	General & Freezone Areas	Freight Forward
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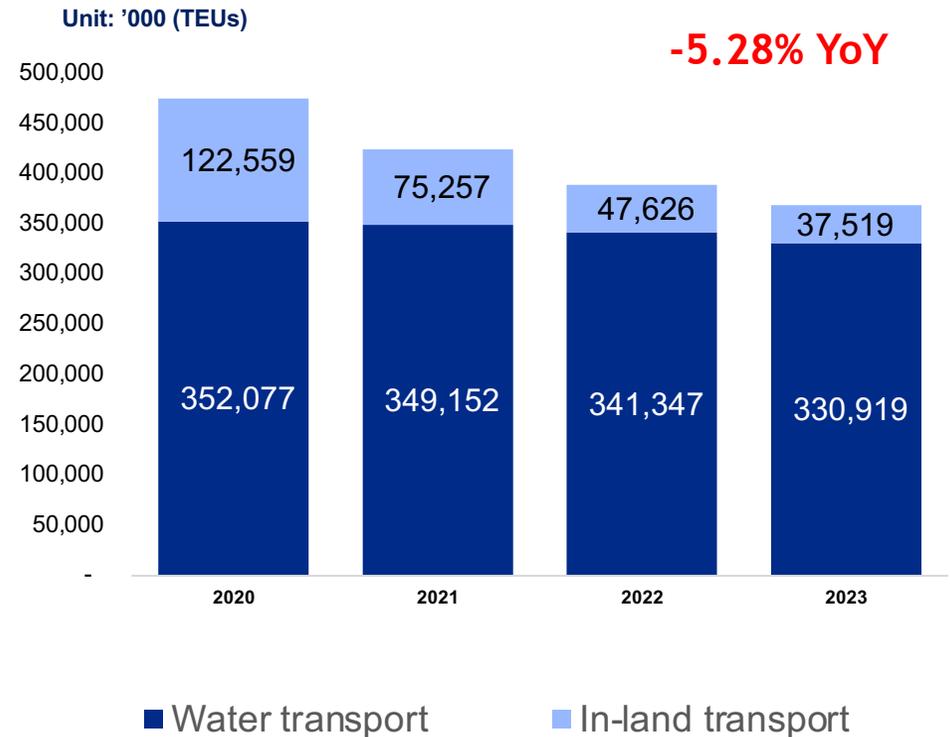
Expert in terminal handling business

Total Container Throughput (Q4)



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

Total Container Throughput (Year Ends)



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

One-stop Solution Provider

Terminal	In-land Transportation	General & Freezone Areas	Freight Forward
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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</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>Q4/2022</td> <td>9.58</td> <td>0.68</td> </tr> <tr> <td>Q4/2023</td> <td>8.48</td> <td>0.61</td> </tr> <tr> <td>YE/2022</td> <td>33.12</td> <td>3.06</td> </tr> <tr> <td>YE/2023</td> <td>30.91</td> <td>3.40</td> </tr> </tbody> </table>	Year	Stuffing	Unstuffing	2020	45.45	5.93	2021	45.56	2.74	2022	33.12	3.06	Q4/2022	9.58	0.68	Q4/2023	8.48	0.61	YE/2022	33.12	3.06	YE/2023	30.91	3.40
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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</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>Q4/2022</td> <td>49.91</td> </tr> <tr> <td>Q4/2023</td> <td>61.90</td> </tr> <tr> <td>YE/2022</td> <td>208.83</td> </tr> <tr> <td>YE/2023</td> <td>233.62</td> </tr> </tbody> </table>	Year	No. of serviced containers	2020	245.92	2021	223.47	2022	208.83	Q4/2022	49.91	Q4/2023	61.90	YE/2022	208.83	YE/2023	233.62
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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	<ul style="list-style-type: none"> In-land container transportation by trucks 	<ul style="list-style-type: none"> Outsourcing trucks and drivers 	<p>Unit: '000 (TEUs)</p>
 Exporter Importer	 Destination <ul style="list-style-type: none"> Warehouse Port Factory 		

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

Freezone Areas

Vertical Bonded & Free Zone Warehouse



Freezone yard
 Service storage yard to customers



Leasable area : 14,400 sqm



- ✓ 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

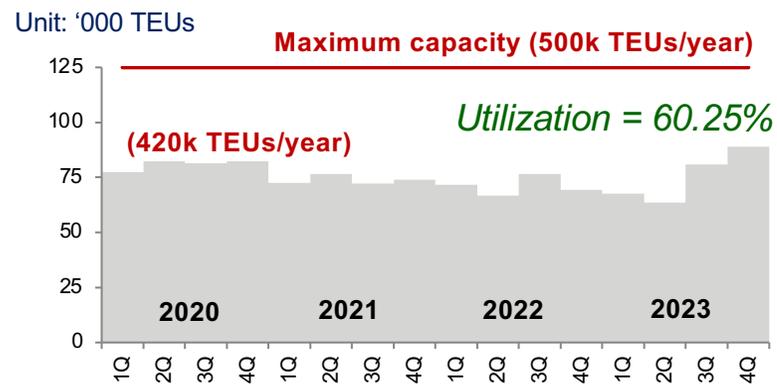


Shipping Agents

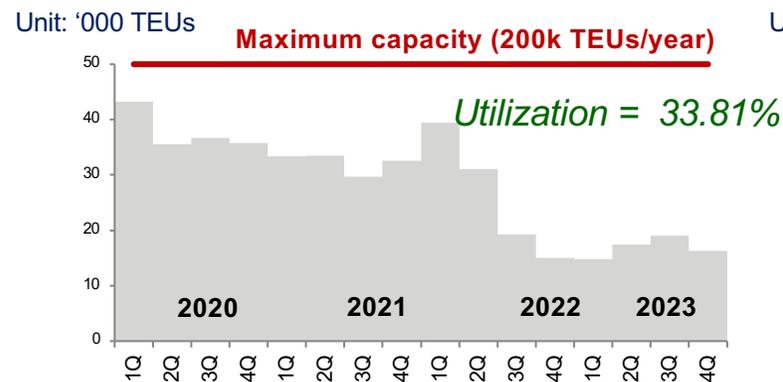


Capacity Utilization

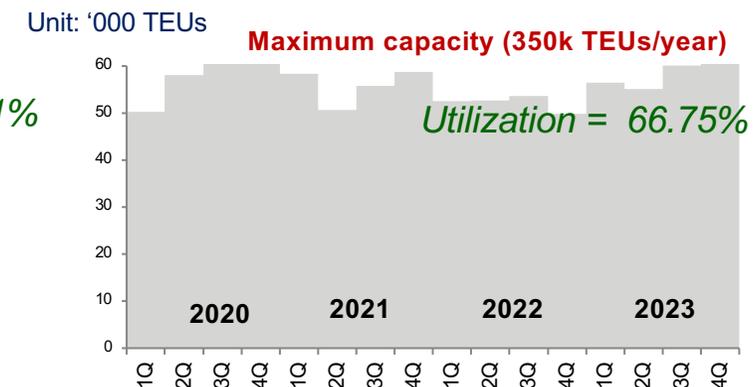
Container Throughput - Sahathai



Container Throughput - BBT

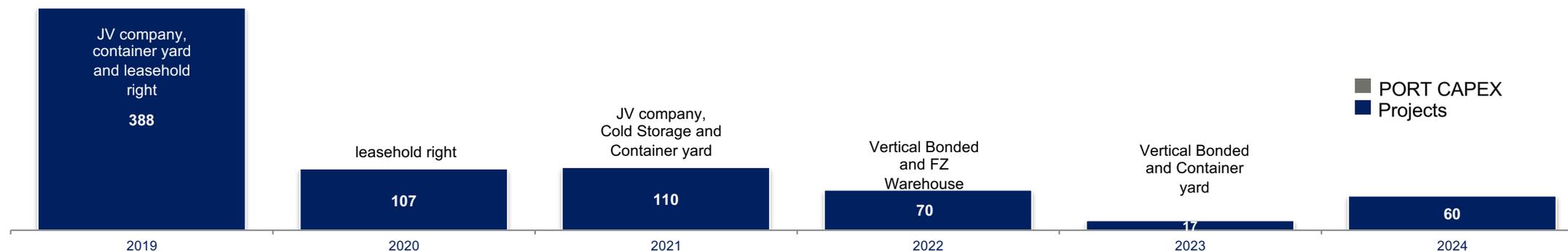


Container Throughput - Depot

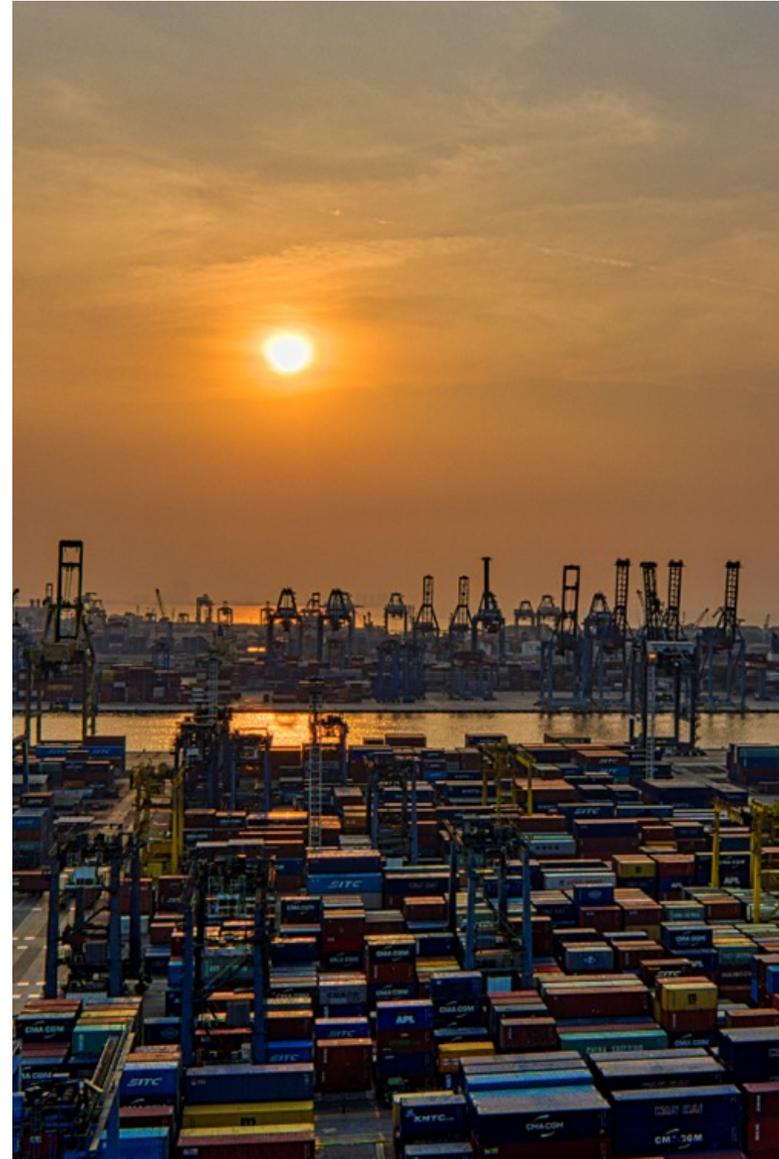


CAPEX in new assets for better performance

Unit: THB Million



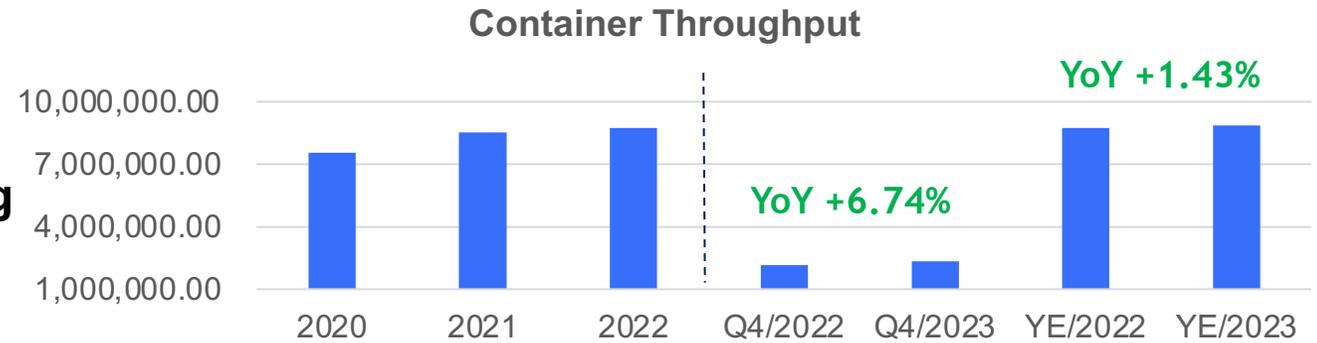
INDUSTRY UPDATE



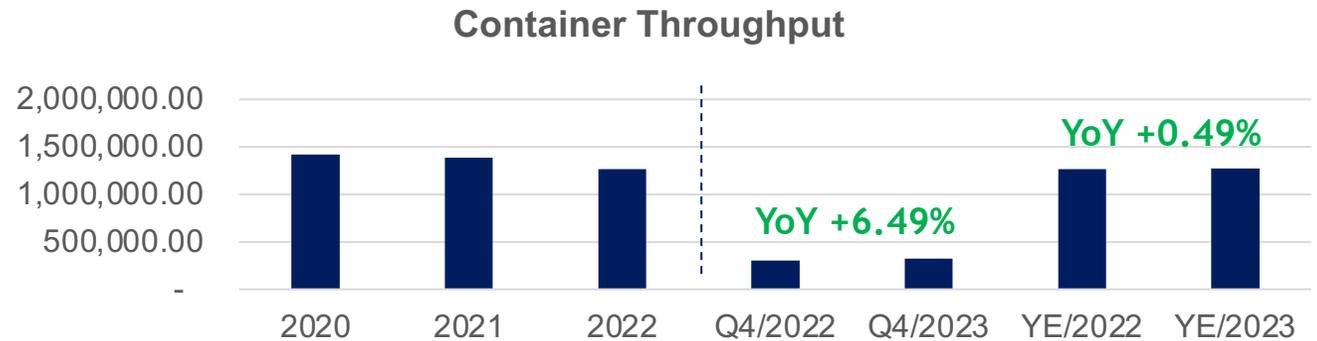
Industry Update – Thailand



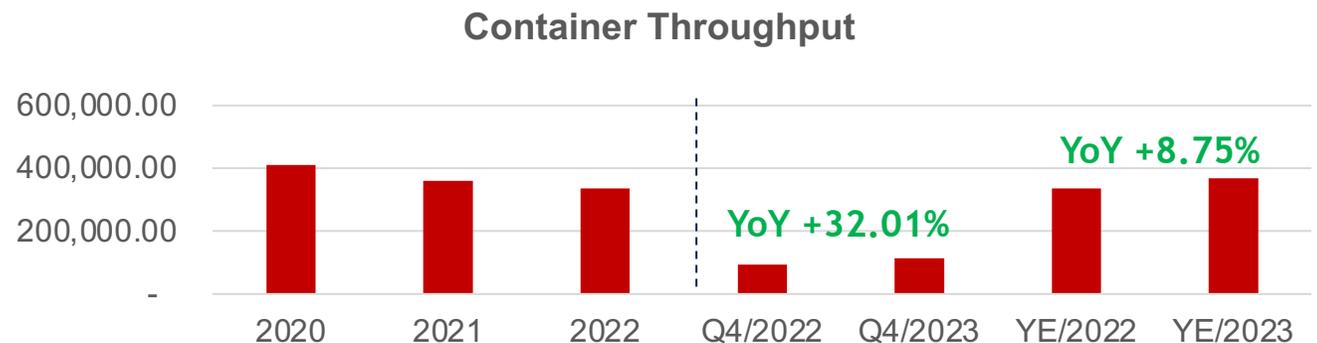
Laem Chabang



Bangkok Port



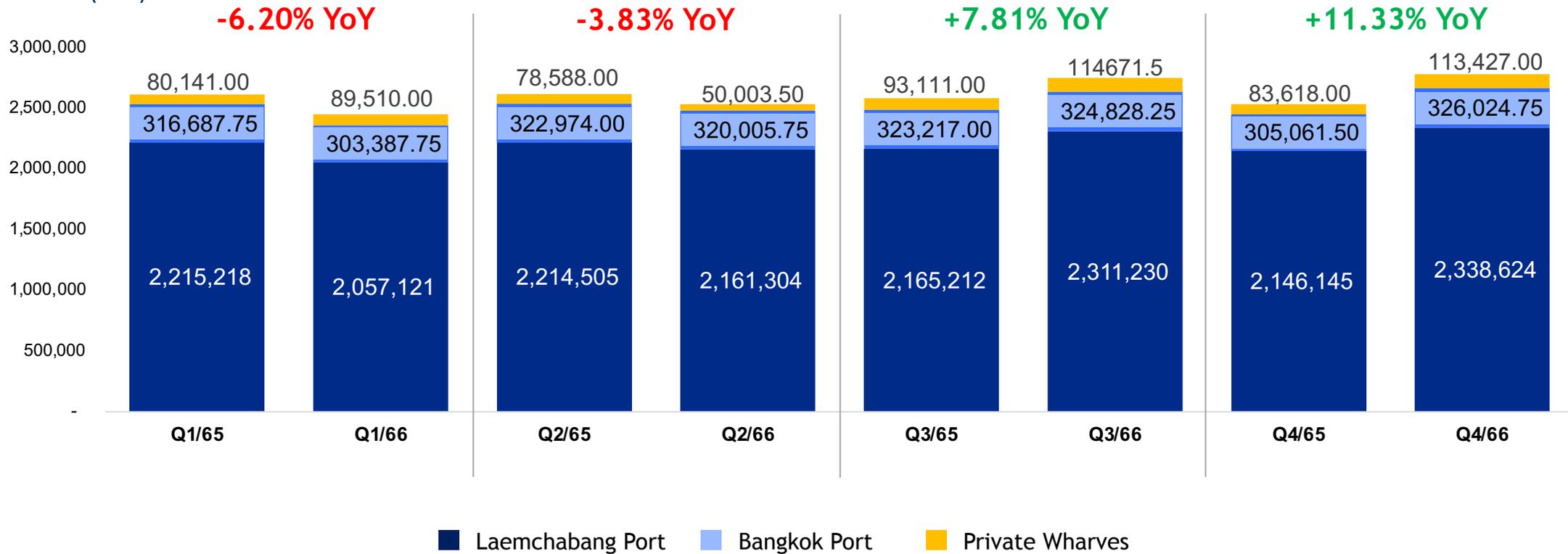
Private Port



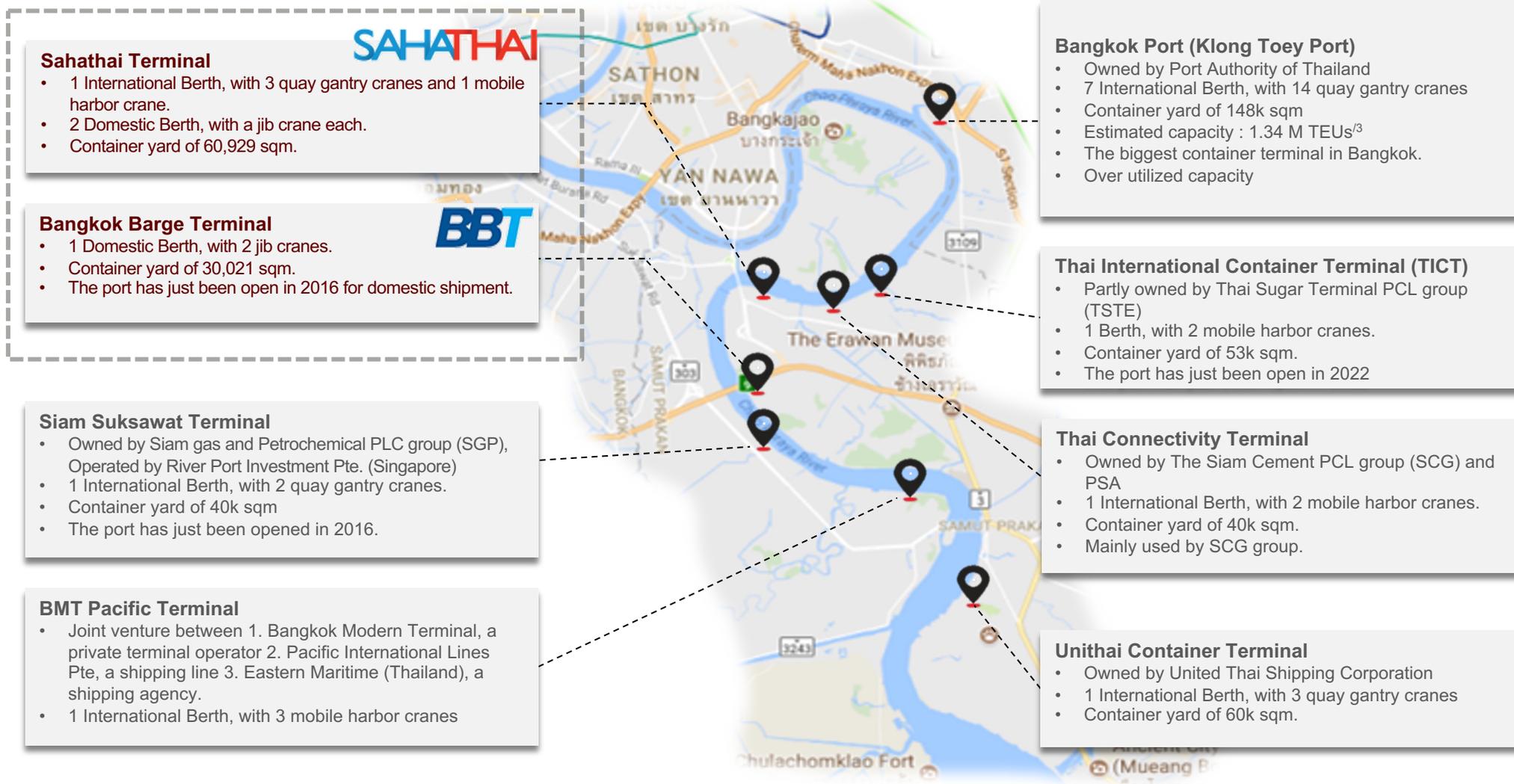
Industry Update – Thailand

Industry Container Throughput by Quarters 2022/2023

Unit: '000 (TEUs)



Industry Update - Terminal Operators in Chao Phraya River



Sahathai Terminal

- 1 International Berth, with 3 quay gantry cranes and 1 mobile harbor crane.
- 2 Domestic Berth, with a jib crane each.
- Container yard of 60,929 sqm.

Bangkok Barge Terminal

- 1 Domestic Berth, with 2 jib cranes.
- Container yard of 30,021 sqm.
- The port has just been open in 2016 for domestic shipment.

Siam Suksawat Terminal

- Owned by Siam gas and Petrochemical PLC group (SGP), Operated by River Port Investment Pte. (Singapore)
- 1 International Berth, with 2 quay gantry cranes.
- Container yard of 40k sqm
- The port has just been opened in 2016.

BMT Pacific Terminal

- Joint venture between 1. Bangkok Modern Terminal, a private terminal operator 2. Pacific International Lines Pte, a shipping line 3. Eastern Maritime (Thailand), a shipping agency.
- 1 International Berth, with 3 mobile harbor cranes

Bangkok Port (Klong Toey Port)

- Owned by Port Authority of Thailand
- 7 International Berth, with 14 quay gantry cranes
- Container yard of 148k sqm
- Estimated capacity : 1.34 M TEUs³
- The biggest container terminal in Bangkok.
- Over utilized capacity

Thai International Container Terminal (TICT)

- Partly owned by Thai Sugar Terminal PCL group (TSTE)
- 1 Berth, with 2 mobile harbor cranes.
- Container yard of 53k sqm.
- The port has just been open in 2022

Thai Connectivity Terminal

- Owned by The Siam Cement PCL group (SCG) and PSA
- 1 International Berth, with 2 mobile harbor cranes.
- Container yard of 40k sqm.
- Mainly used by SCG group.

Unithai Container Terminal

- Owned by United Thai Shipping Corporation
- 1 International Berth, with 3 quay gantry cranes
- Container yard of 60k sqm.

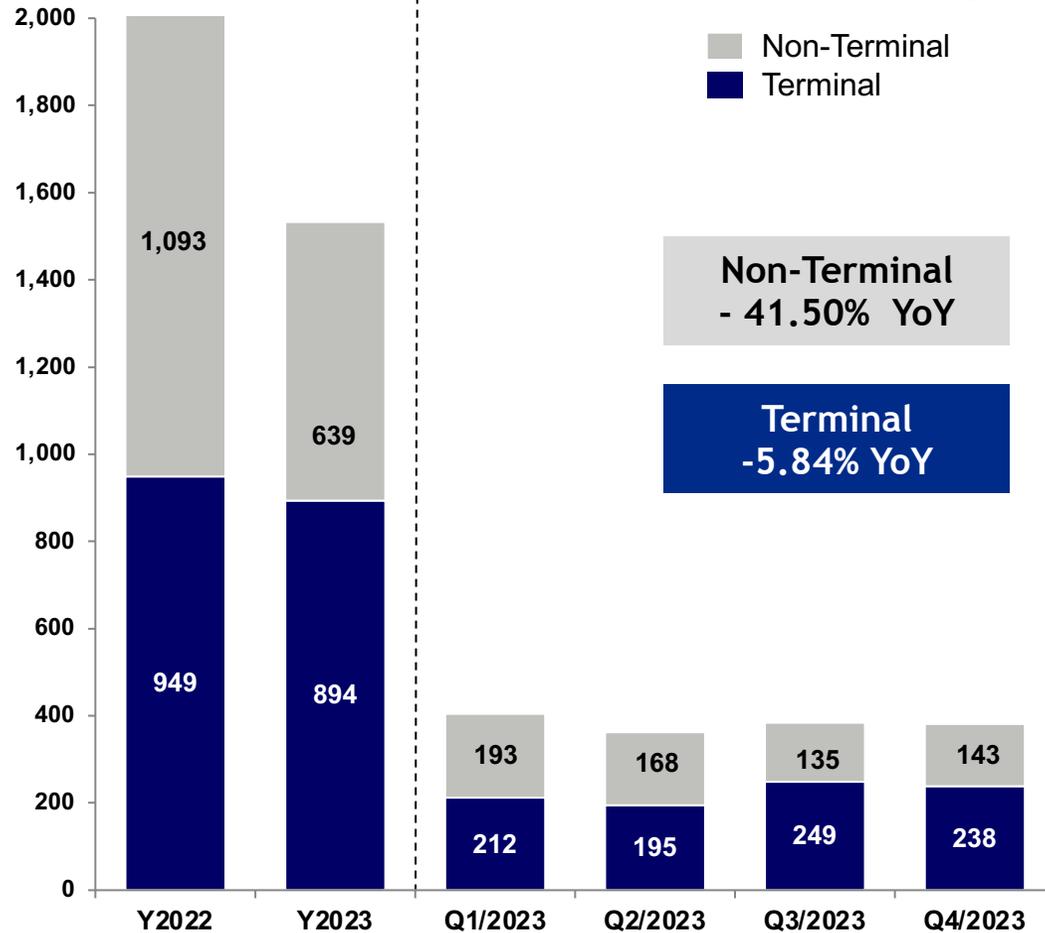
FINANCIAL HIGHLIGHT



Overall performance – Consolidated

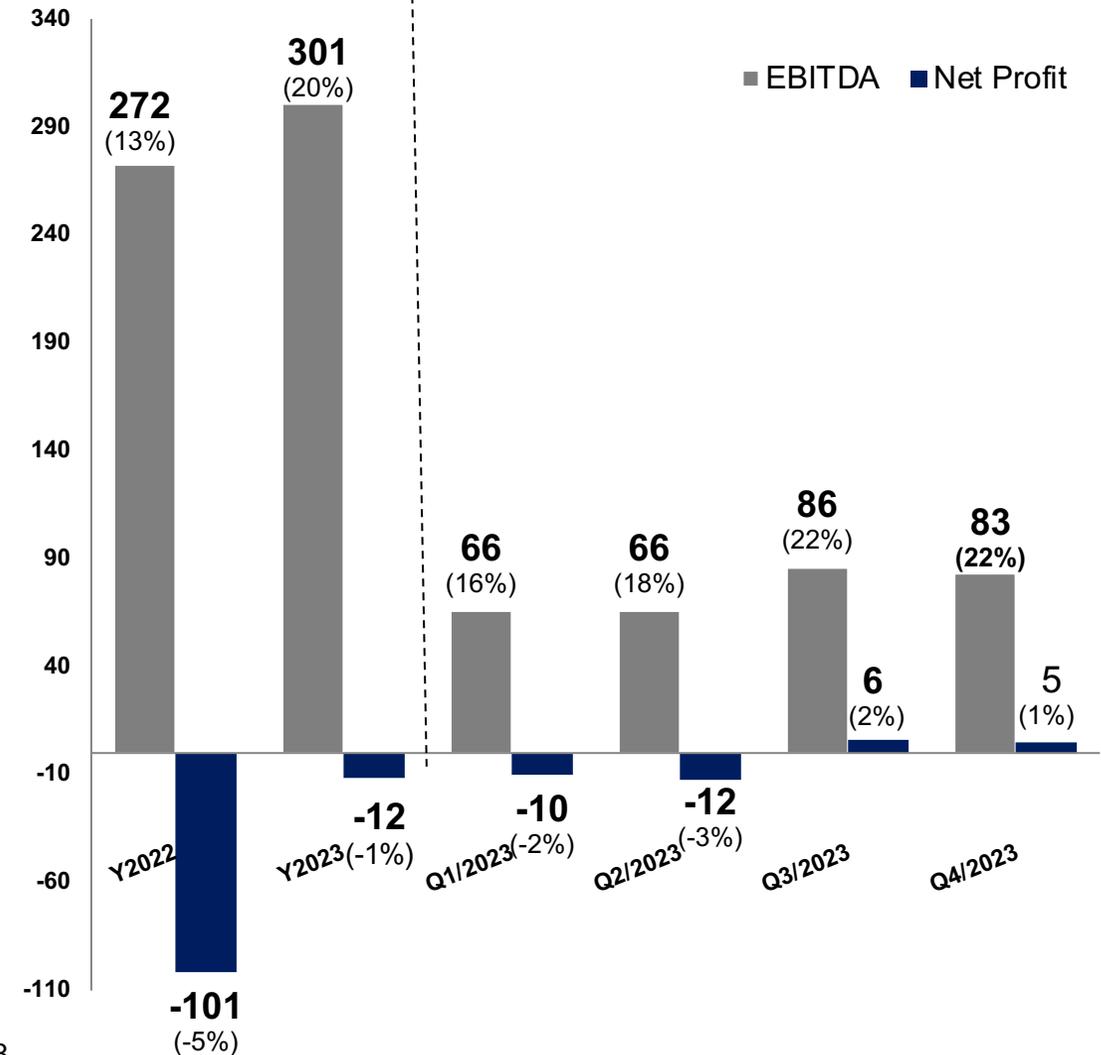
Total Revenues

Unit: MTHB



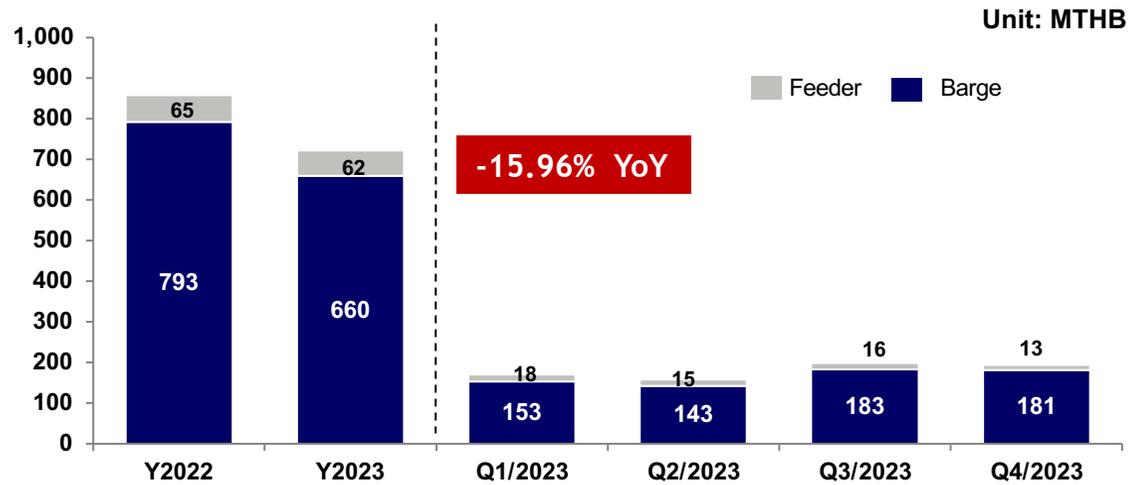
EBITDA and Net Profit

Unit: MTHB

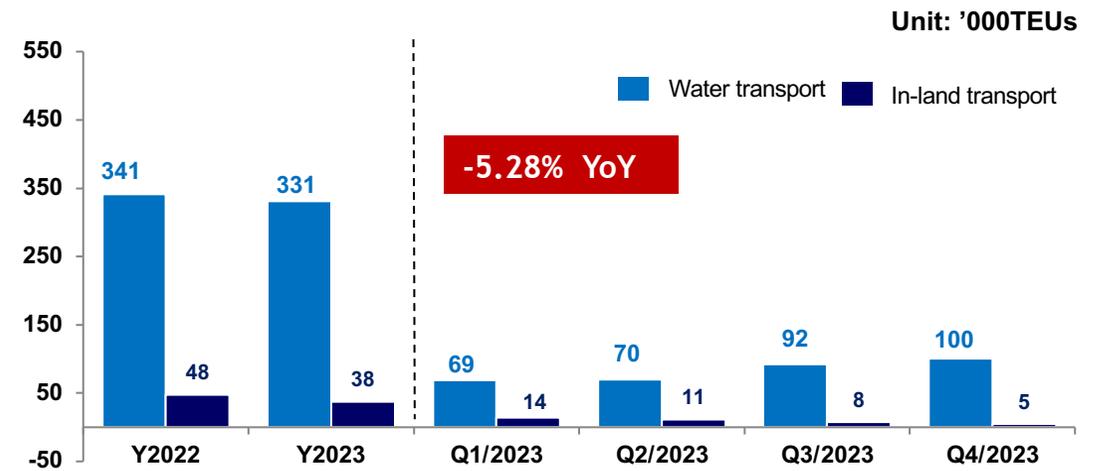


Terminal Activities

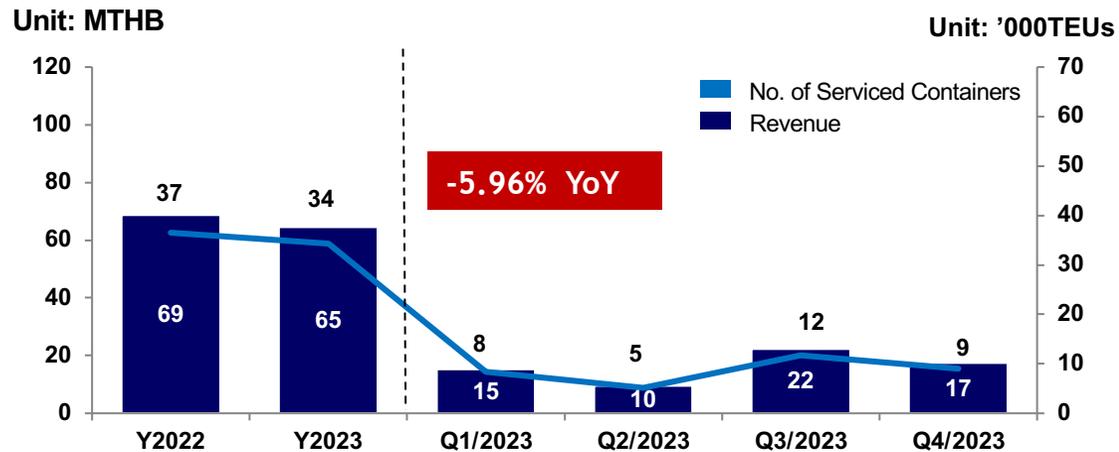
Terminal Handling - Revenues



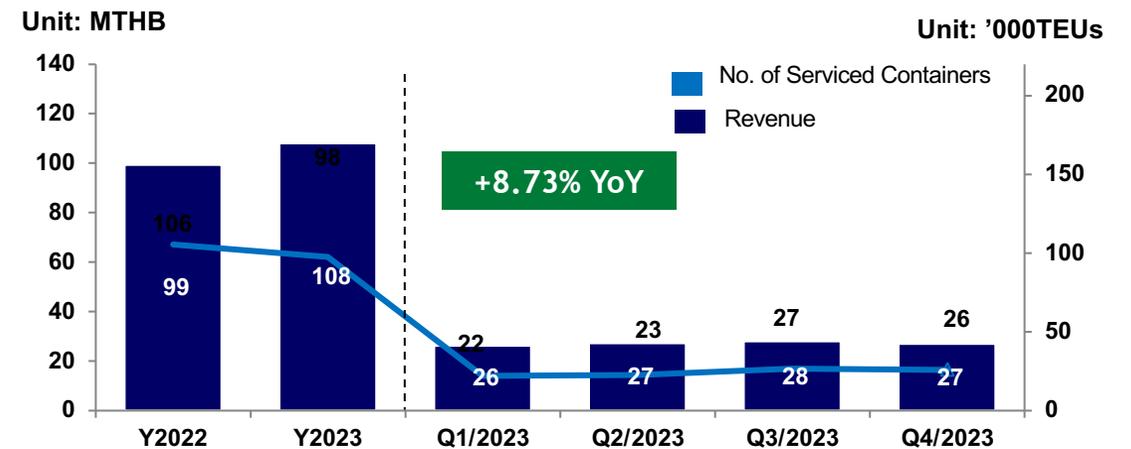
Terminal Handling - Container Throughput



CFS/LCL

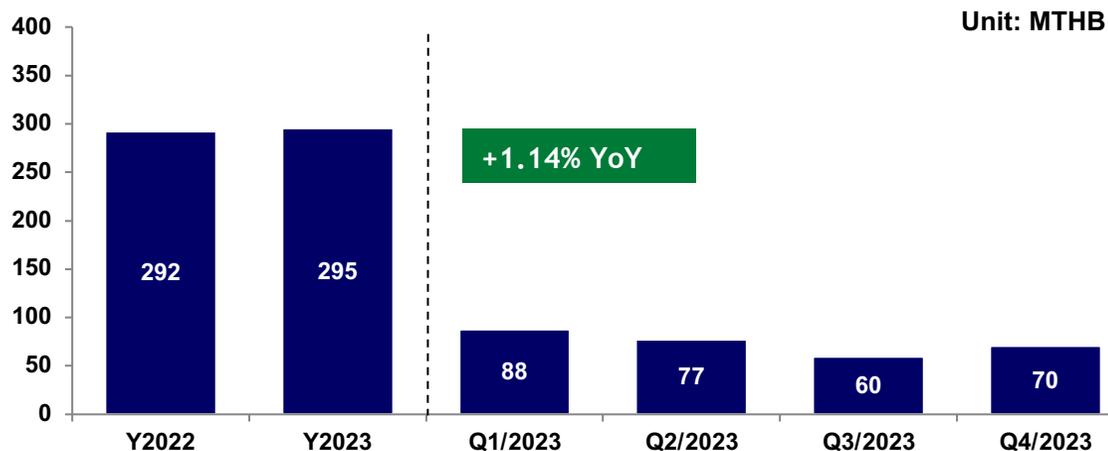


Container Depot

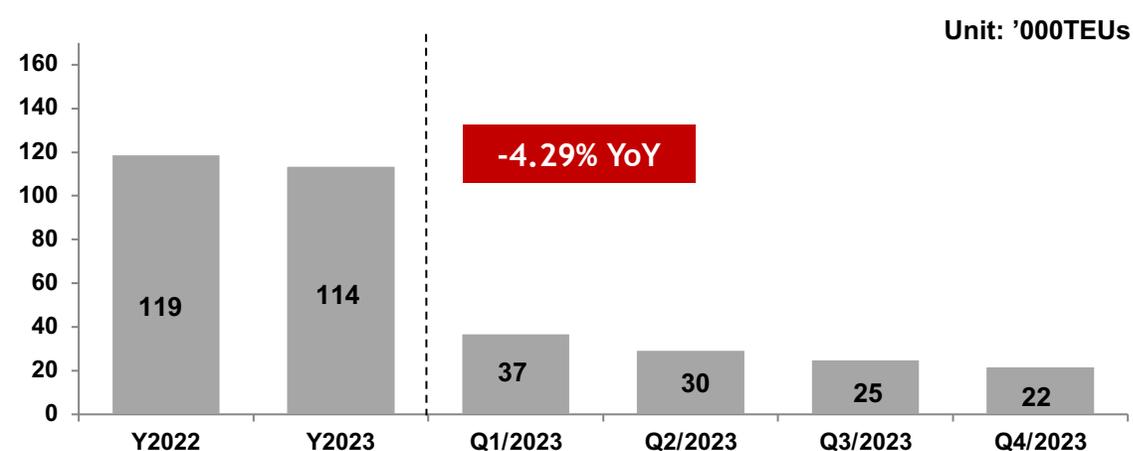


Non-Terminal Activities

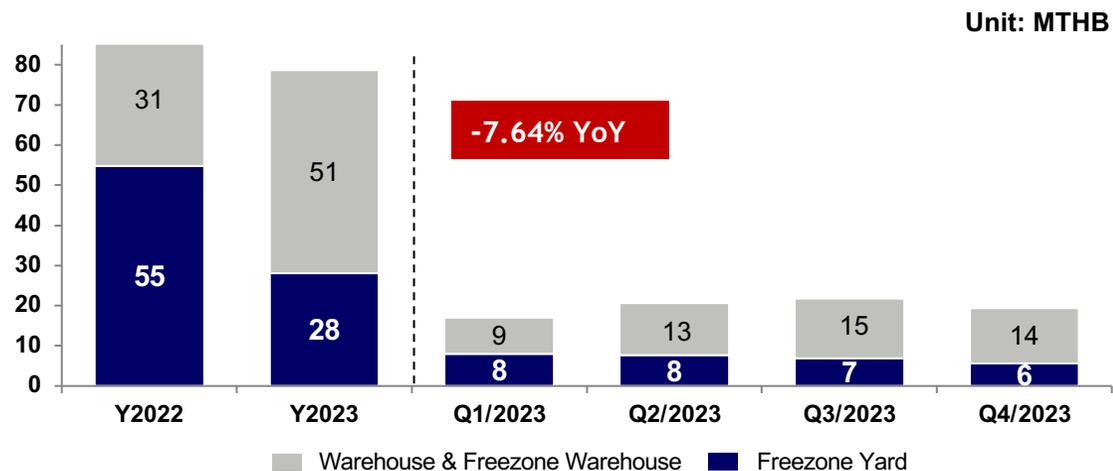
In-land Transportation - Revenues



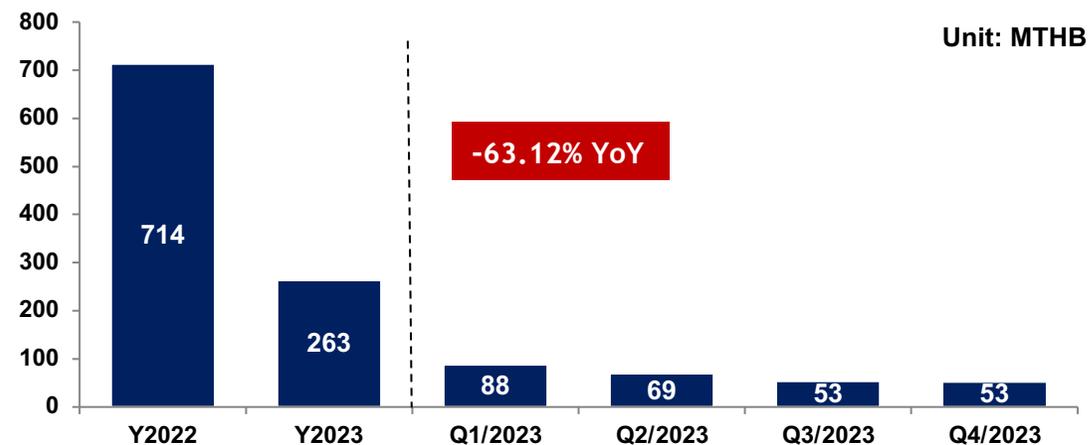
In-land Transportation - Serviced Containers



Revenues from Warehouse & Yard

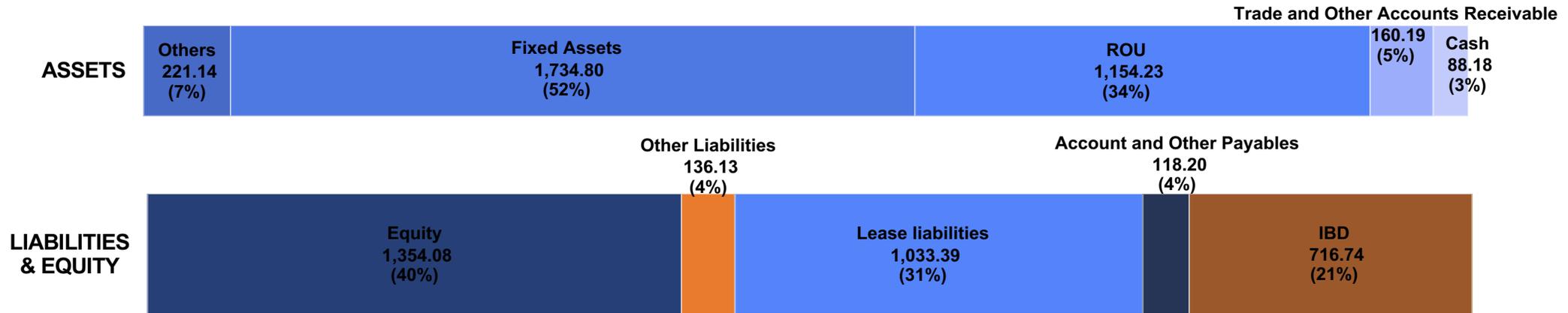


Revenues from Freight Forward

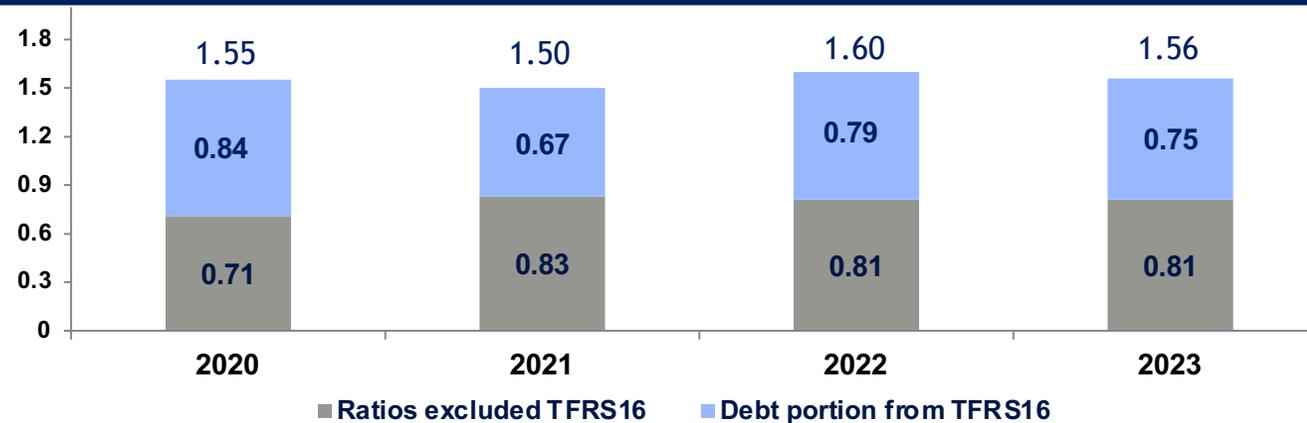


Overall Financial Position

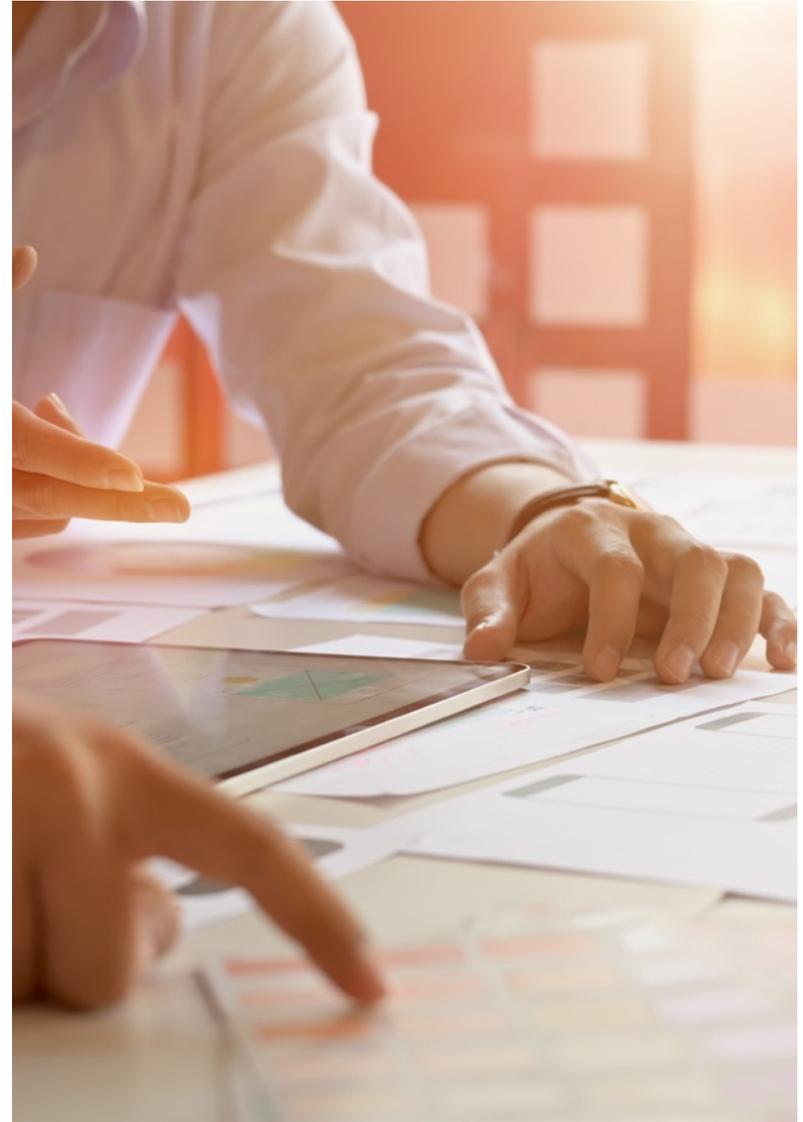
Financial Position – December 31, 2023



Debt to Equity Ratio



BUSINESS OUTLOOK



Business Expansion

Bangkok Logistic Park

Warehouses and industrial properties

Planned opening in 2H/2024



Business Expansion





Q&A



THANK YOU

ALL THE RIGHT CONNECTIONS

For more information, Please visit our website: <http://sahathaiterminal.com>
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