



## OPPORTUNITY DAY Q2/2024

3 September 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

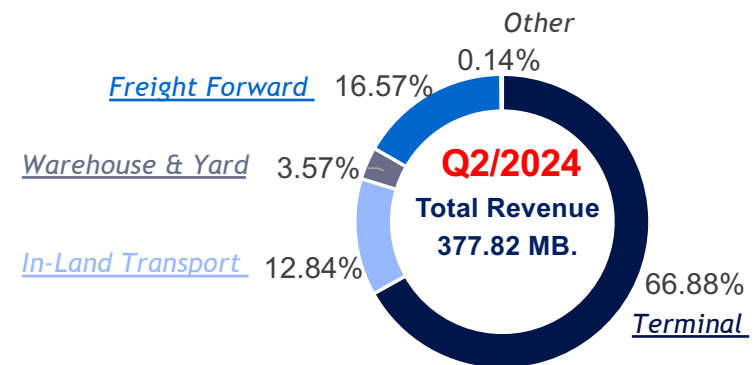
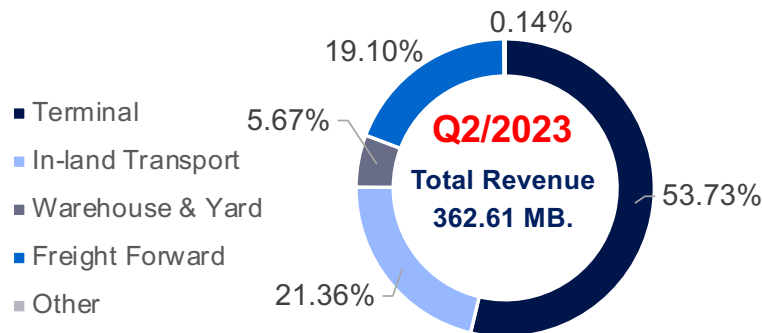
### Others



STT

Freight forward

## 4 Business Units with Terminal as our core business

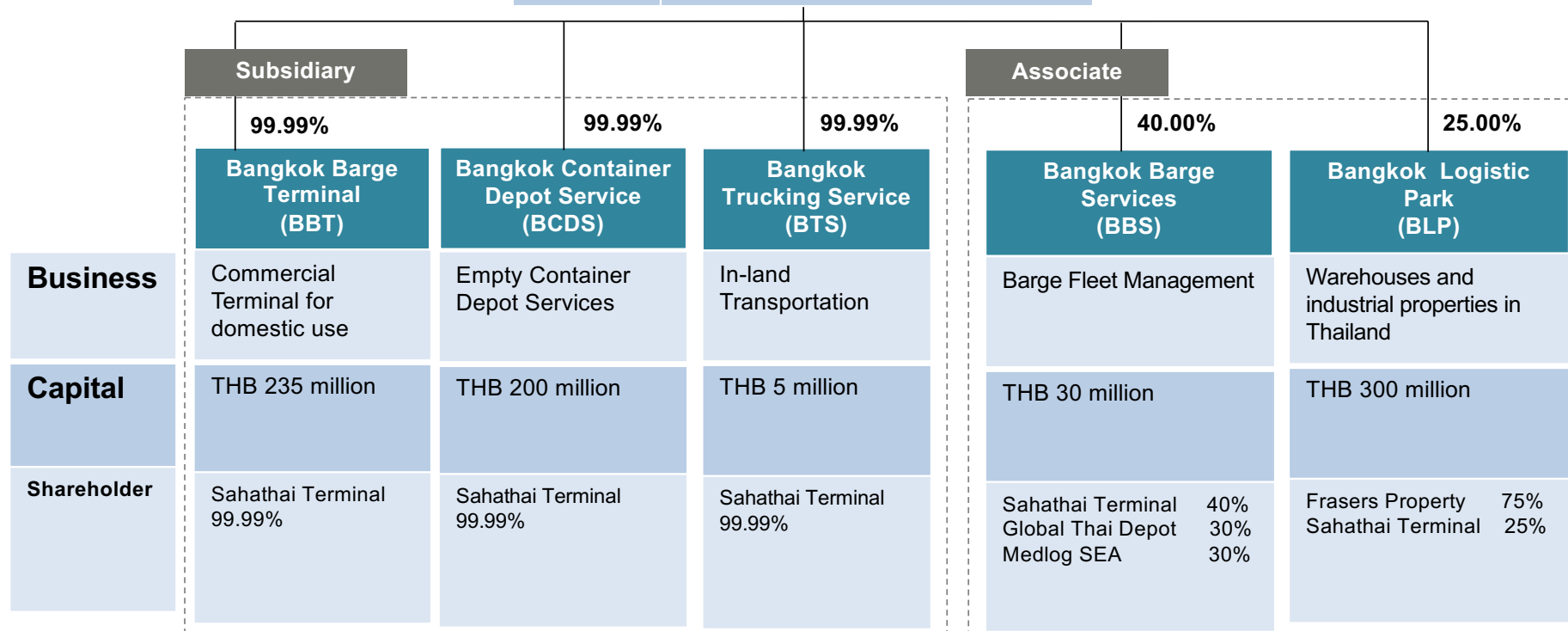


# Group Structure



Sahathai Terminal (PORT)	
<b>Business</b>	- Commercial Terminal for international and domestic uses - Logistic services
<b>Capital</b>	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



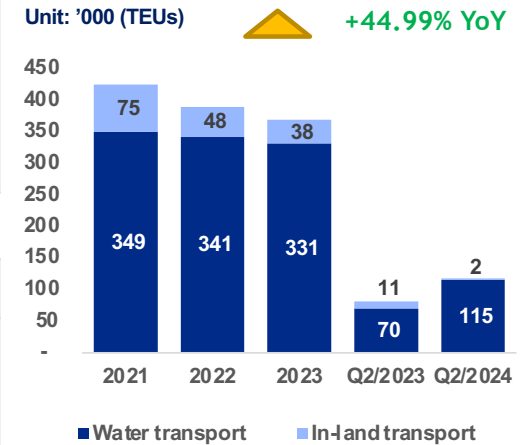
Operating areas	Type of Services	Types of Crane	Main Equipment	Customer References
89 of 116 Rais are utilized for Terminal handling (Lease 100%)	<ul style="list-style-type: none"> <li>Feeder &amp; Barge terminal</li> <li>Barge transportation</li> </ul>	<ul style="list-style-type: none"> <li>4 Gantry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

### 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"> <li>Barge terminal</li> <li>Barge transportation</li> </ul>	<ul style="list-style-type: none"> <li>2 Jib cranes</li> </ul>	<ul style="list-style-type: none"> <li>Reach stackers</li> <li>Yard trucks</li> <li>Material handling equipment</li> </ul>	

### Container Throughput



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

## 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 credibility 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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## 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"> <li>Stuffing</li> <li>Unstuffing</li> </ul>	<ul style="list-style-type: none"> <li>Outsourcing equipment and workers</li> </ul>	Unit: '000 (TEUs) 
<p>Shipper Consignee</p>		LCL/FCL Exported goods Imported goods	2021: 48.30 2022: 36.18 2023: 33.41 Q2/2023: 4.15 Q2/2024: 6.35 +42.61% YoY

## Container Depot

### Bangkok Container Depot Service

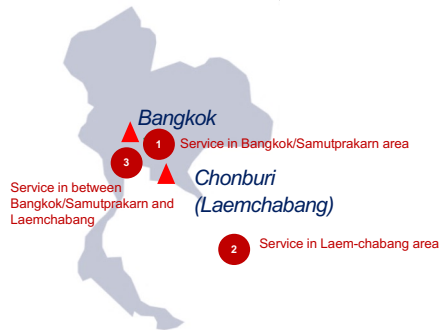


Operating areas	Type of Services	Main Equipment	No. of serviced containers
37 Rais (Own 100%)	<ul style="list-style-type: none"> <li>Cleaning</li> <li>Repair &amp; Maintenance</li> <li>Lifting</li> <li>Storage</li> </ul>	<ul style="list-style-type: none"> <li>Outsourcing equipment and workers</li> </ul>	Unit: '000 (TEUs) 
			2021: 223.47 2022: 208.83 2023: 233.62 Q2/2023: 55.16 Q2/2024: 57.22 +3.74% YoY

# 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"> <li>In-land container transportation by trucks</li> </ul>	<ul style="list-style-type: none"> <li>Outsourcing trucks and drivers</li> </ul> <p><b>Destination</b></p> <ul style="list-style-type: none"> <li>Warehouse</li> <li>Port</li> <li>Factory</li> </ul>	<p>Unit: '000 (TEUs)</p> <p style="text-align: right; color: red;">▼ -46.35% YoY</p> <table border="1"> <tr><th>Year</th><th>Q2/2023</th><th>Q2/2024</th></tr> <tr><td>2021</td><td>149.44</td><td>29.55</td></tr> <tr><td>2022</td><td>118.88</td><td>15.86</td></tr> <tr><td>2023</td><td>113.78</td><td></td></tr> </table>	Year	Q2/2023	Q2/2024	2021	149.44	29.55	2022	118.88	15.86	2023	113.78	
Year	Q2/2023	Q2/2024													
2021	149.44	29.55													
2022	118.88	15.86													
2023	113.78														

## General & Freezone Areas

### 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

**Freezone yard**  
Service storage yard to customers

### Vertical Bonded & Free Zone Warehouse

Leasable area : 14,400 sqm

## Freight Forward

- ✓ 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*

**SAHATHAI TERMINAL**  
*Negotiate on freight slots*

**Shipping Agents**

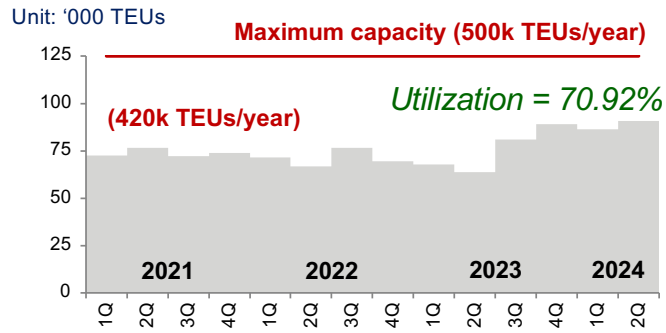
Unit: THB million

▼ -9.60% YoY

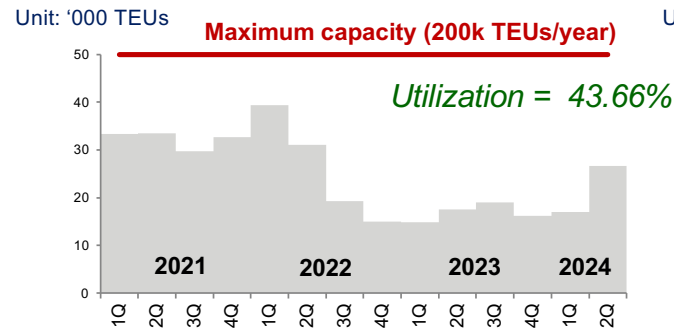
Year	Q2/2023	Q2/2024
2021	218.58	69.26
2022	713.68	62.61
2023	263.22	

## Capacity Utilization

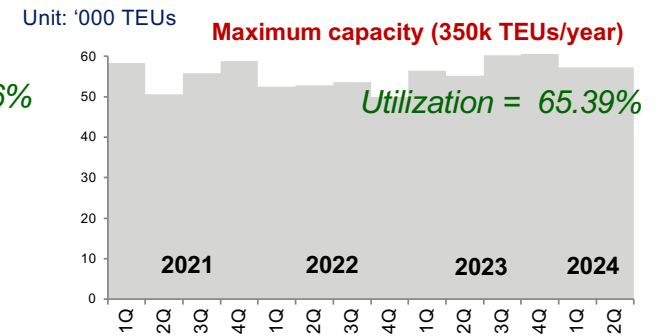
**Container Throughput - Sahathai**



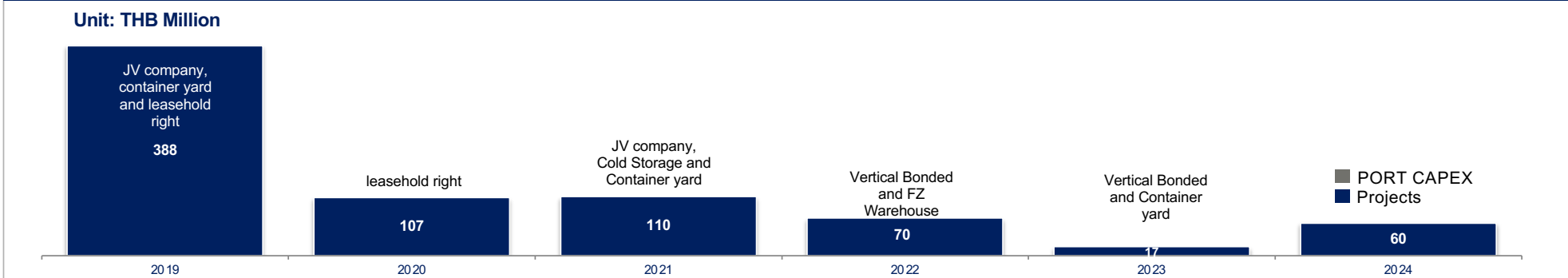
**Container Throughput - BBT**



**Container Throughput - Depot**



## CAPEX in new assets for better performance

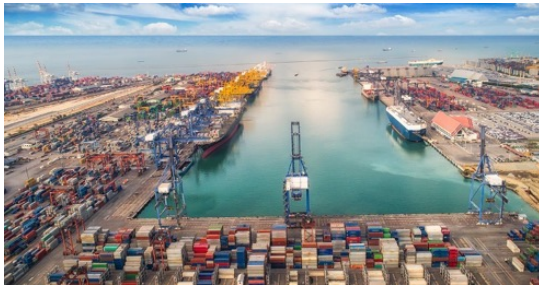




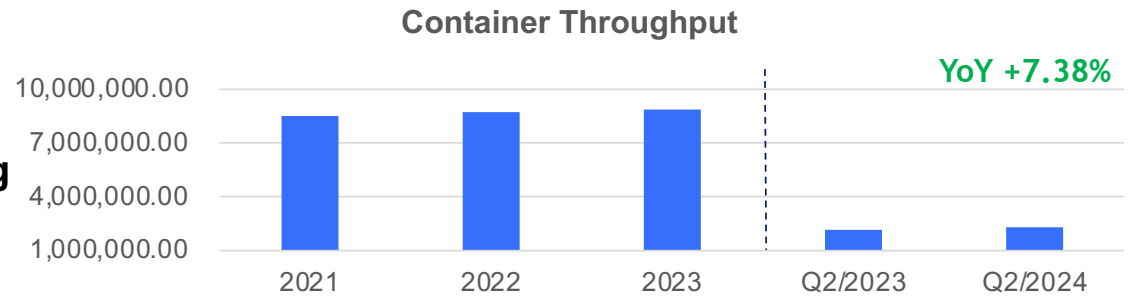
# INDUSTRY UPDATE



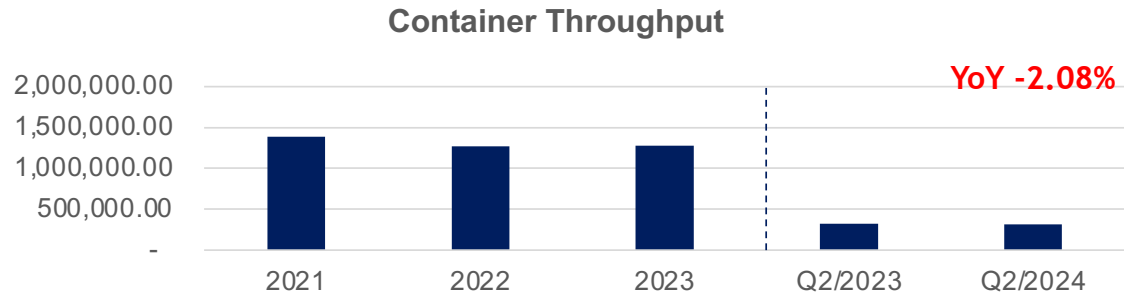
# Industry Update – Thailand



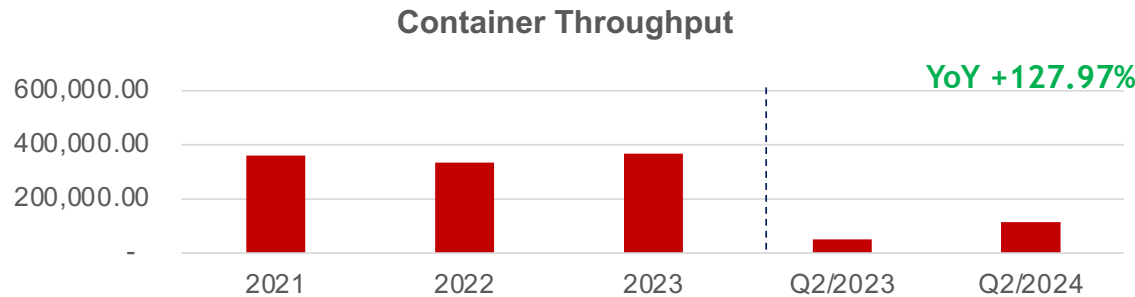
**Laem Chabang**



**Bangkok Port**



**Private Port**



Source : BSAA

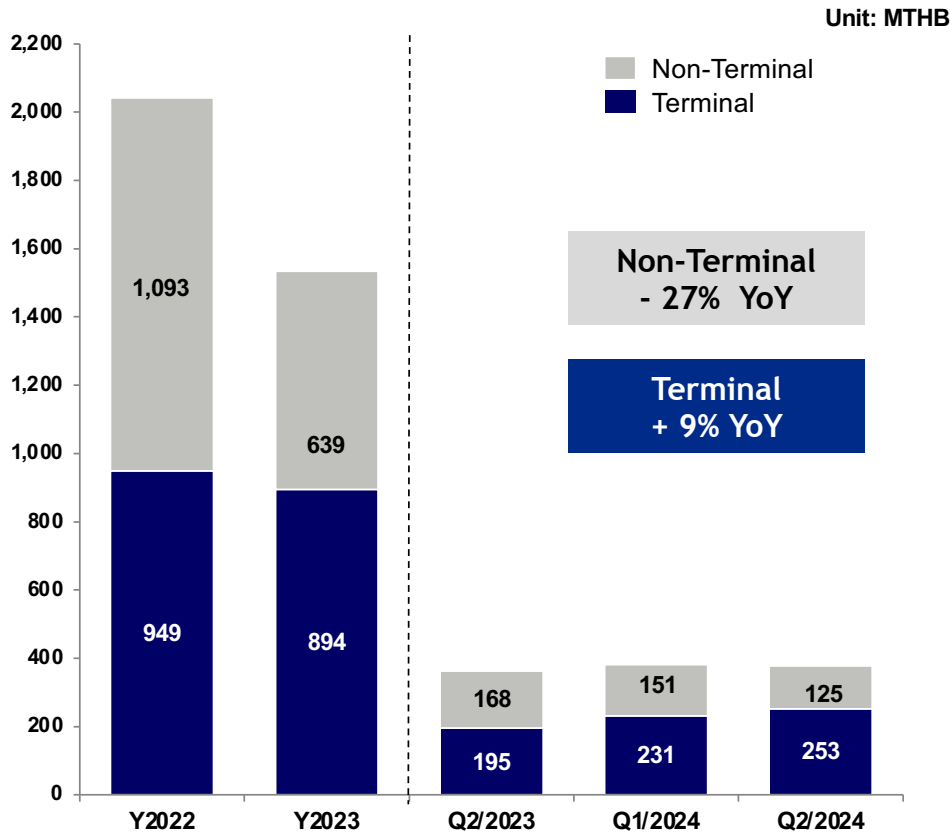
# FINANCIAL HIGHLIGHT



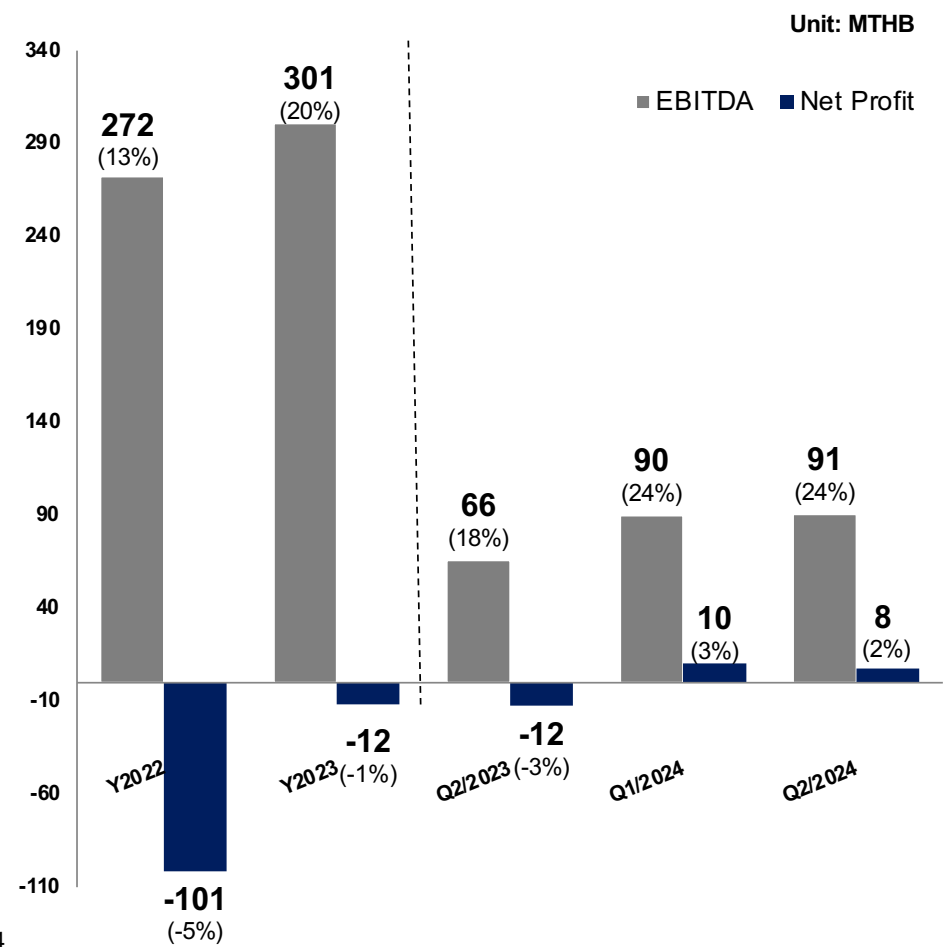


# Overall performance – Consolidated

## Total Revenues

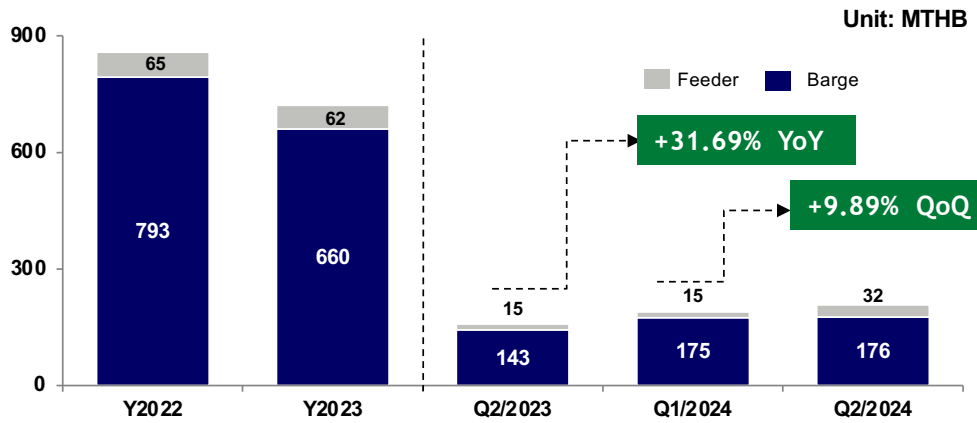


## EBITDA and Net Profit

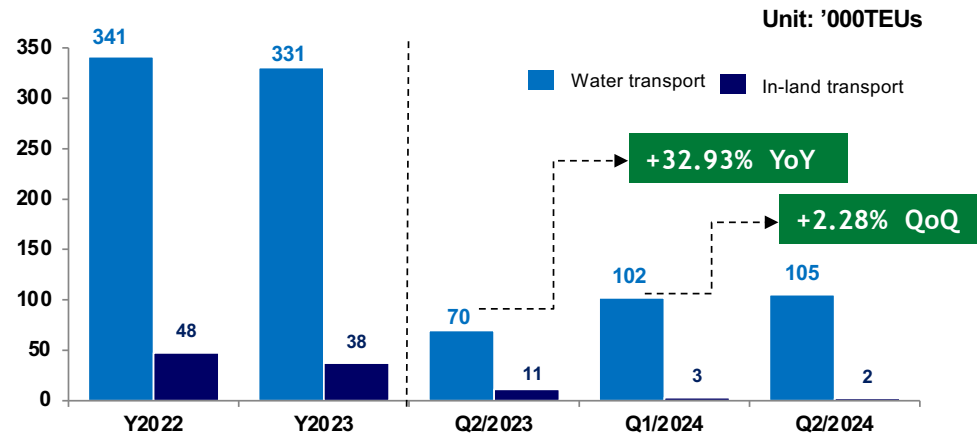


# Terminal Activities

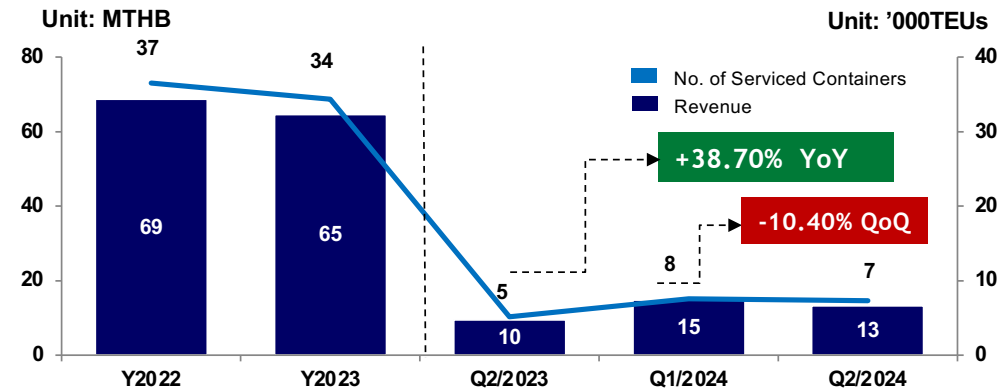
## Terminal Handling - Revenues



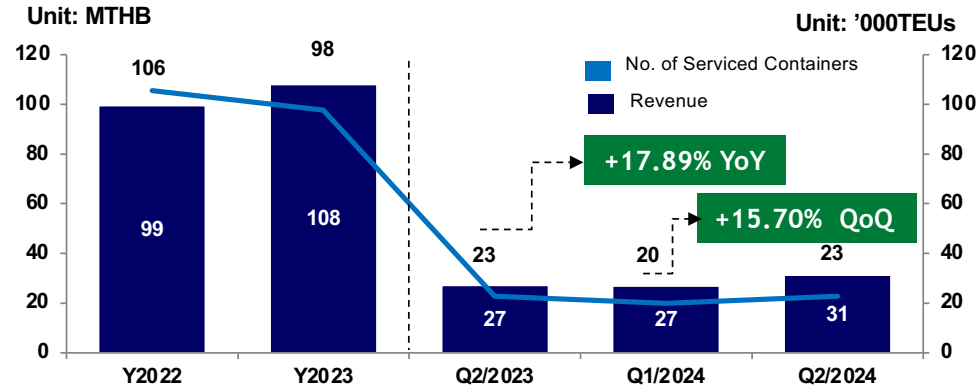
## Terminal Handling - Container Throughput



## CFS/LCL

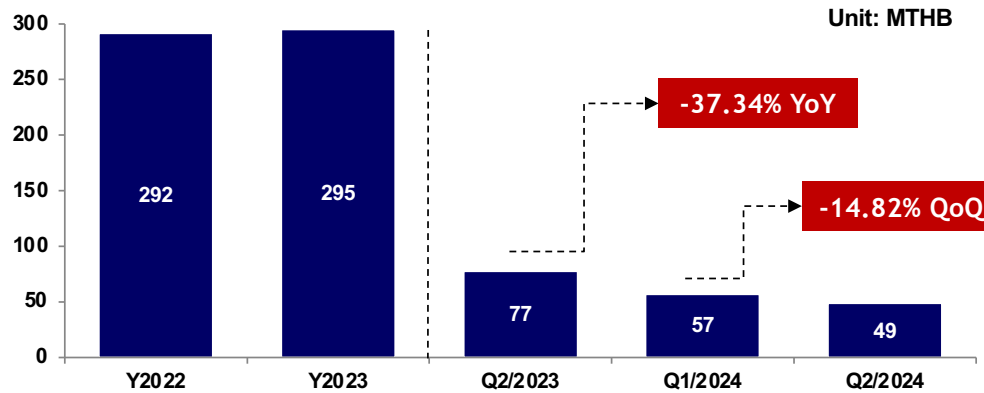


## Container Depot

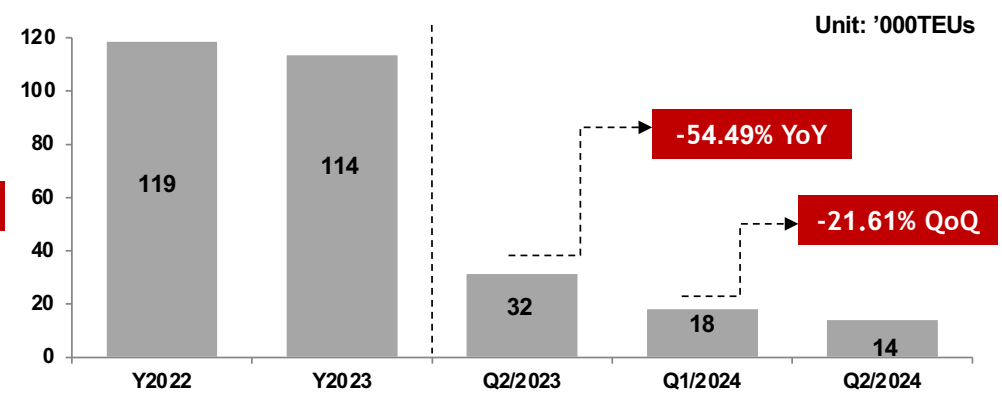


# Non-Terminal Activities

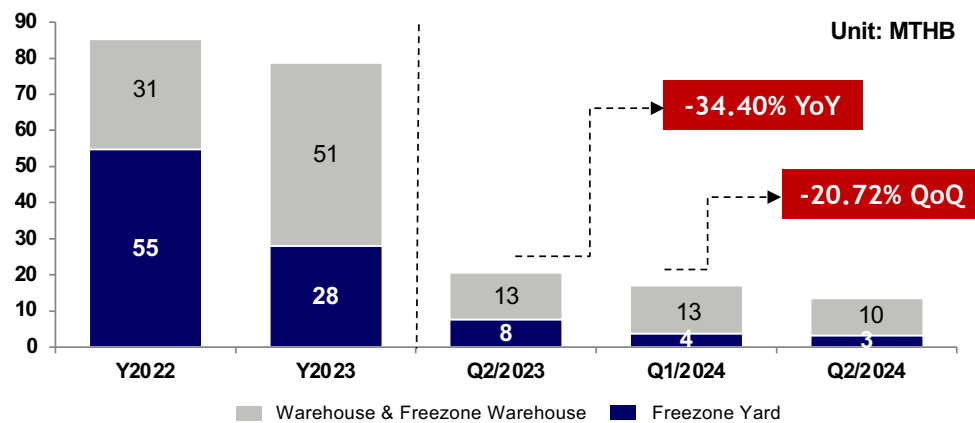
## In-land Transportation - Revenues



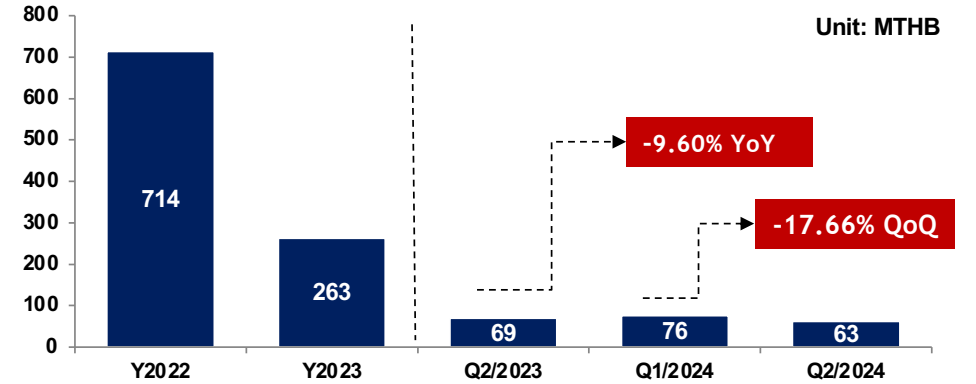
## In-land Transportation - Serviced Containers



## Revenues from Warehouse & Yard



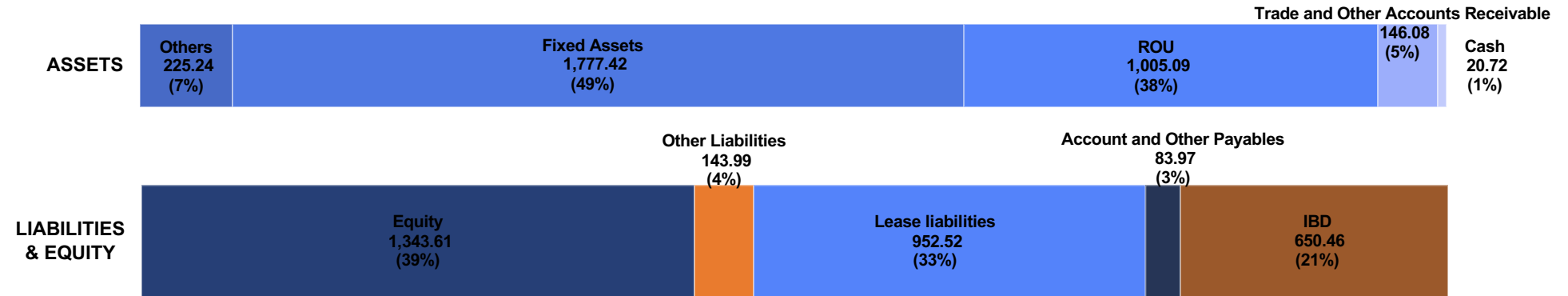
## Revenues from Freight Forward



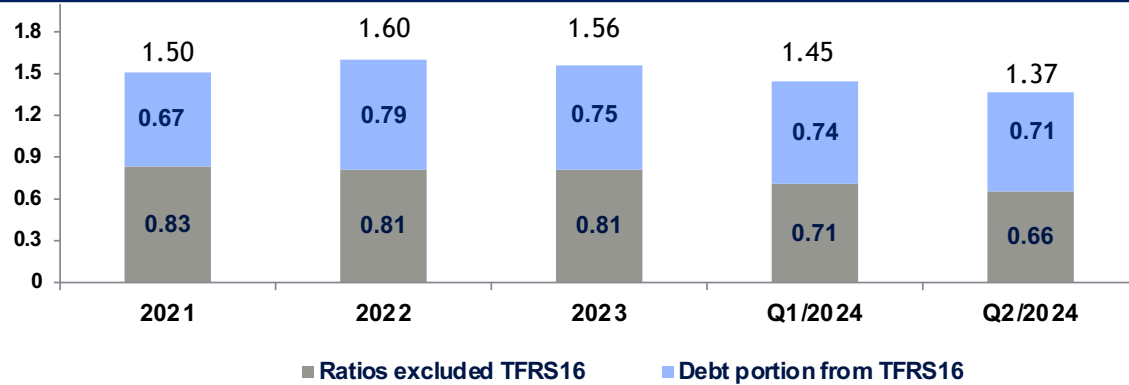


# Overall Financial Position

## Financial Position – Jun 30, 2024



## Debt to Equity Ratio



# BUSINESS OUTLOOK



# Business Expansion

## Bangkok Logistic Park

Warehouses and industrial properties

Planned opening in 2H/2024





# Business Expansion



Galaxy S24 Ultra  
02 กันยายน 2024 11:10 AM



Galaxy S24 Ultra  
02 กันยายน 2024 11:13 AM



Galaxy S24 Ultra  
02 กันยายน 2024 11:08 AM





# 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](mailto:wachirawit.p@sahathaiterminal.com) Tel. +66 (0) 2386 8000 # 1402