

Ref: PORT-SET-035

November 11, 2019

- Translation -

Subject : Report on the Company's operating results for the third quarter of the year 2019

Attention : President of The Stock Exchange of Thailand

Performance of Sahathai Terminal Public Company Limited ("the Company") for the third quarter ended on September 30, 2019 is as follows:

Performance

Item	For the 3 rd quarter ended on 30 September					
	2019		2018		Change	
	THB mm	%	THB mm	%	THB mm	%
Service revenue	387.22	95.25%	411.70	99.26%	(24.48)	(5.95%)
Cost of Service	(300.75)	(73.98%)	(304.75)	(73.48%)	(4.00)	(1.31%)
Gross Profit	86.47	21.27%	106.95	25.79%	(20.48)	(19.15%)
Other income	19.31	4.75%	3.06	0.74%	16.25	531.05%
Profit before expenses	105.78	26.02%	110.01	26.52%	(4.23)	(3.85%)
Selling and Administrative expenses	(62.28)	(15.32%)	(56.33)	(13.58%)	5.95	10.56%
Operating Profit	43.50	10.70%	53.68	12.94%	(10.18)	(18.96%)
Share of other comprehensive income of associates and joint ventures	(0.67)	(0.16%)	-	0.00%	(0.67)	100.00%
Earnings before interest and tax	42.83	10.54%	53.68	12.94%	(10.85)	(20.21%)
Financial cost	(10.73)	(2.64%)	(12.16)	(2.93%)	(1.43)	(11.76%)
Earnings before tax	32.10	7.90%	41.52	10.01%	(9.42)	(22.69%)
Tax expenses	(2.59)	(0.64%)	(1.00)	(0.24%)	1.59	159.00%
Net profit	29.51	7.26%	40.52	9.77%	(11.01)	(27.17%)
Profit attributable to						
Owners of parent	26.57	6.54%	38.42	9.26%	(11.85)	(30.84%)
Non-controlling interest in subsidiaries	2.94	0.72%	2.09	0.50%	0.85	40.67%

ALL THE RIGHT CONNECTIONS

Service revenue

Item	For the 3 rd quarter ended on 30 September					
	2019		2018		Change	
	THB mm	%	THB mm	%	THB mm	%
Terminal business	289.85	74.85%	341.76	83.01%	(51.91)	(15.19%)
In-land transportation business	64.14	16.56%	26.29	6.39%	37.85	143.99%
Rental area and warehouse business	17.58	4.54%	29.60	7.19%	(12.02)	(40.62%)
Other service business	15.66	4.04%	14.05	3.41%	1.61	11.43%
Service revenue	387.22	100.00%	411.70	100.00%	(24.48)	(5.95%)

Service revenue for the Third quarter ended September 30, 2019 and 2018 are THB 387.22 million and THB 411.70 million respectively. Service revenue decreased by THB 24.48 million or 5.95% resulting from

1. Revenue from terminal business decreased because of less container throughput from terminal service decreasing 26.64% from changing the channel of transportation via feeder and coastal vessels to in-land transportation and the volume of containers through private ports in the Chao Phraya River Basin decreasing. Together with decreasing in container depot volume 4.64% While decreasing in container freight station volume 12.10% caused by the slowdown in Thai imports and exports.
2. Revenue from In-land transportation business increased by 143.99% because of due to increased service volume 146.30%.
3. Revenue from rental area and warehouse business decreased THB 12.02 million due to the customers who leased free zone warehouse expired since May.
4. Revenue from other service increase by freight forwarding service, according to the export quantity of customers.

Cost of service and gross profit

Cost of service for the third quarter ended September 30, 2019 decreased by THB 4.00 million or 1.31 % from the same period of the previous year. Mainly due to the decreased service volume.

Gross profit for the third quarter ended September 30, 2019 decreasing by 20.48 million baht or 19.15 % from the reduced service volume.

ALL THE RIGHT CONNECTIONS

Other revenue

In this quarter, the other revenue from gain from the sale of duty free zone warehouse in the amount of THB 13.59 million. As a result, other income in this quarter increased by 16.25 million baht or 531.05%

Selling and administrative expenses

Selling and Administrative expenses for the Third quarter ended September 30, 2019 increased by THB 5.95 million or increased by 10.56% from the same period of the previous year, the main reason for the increase is rise in selling expense THB 3.68 million and administrative expenses the main reason for the increase is because of employee expenses from both the Company and subsidiaries to support business expansion

Financial cost

Financial cost for the third quarter ended September 30, 2019 decreased by THB 1.43 million or increased by 11.76%, according to long-term loan repayment.

Income tax expenses

Income tax expenses for the third quarter ended September 30, 2019 increased by THB 1.59 million, Due to the growth in Non-BOI income.

Net income

Net income for the third quarter ended September 30, 2019 and 2018 are THB 29.51 million and THB 40.52 million or equivalent to net profit margin of 7.26% and 9.77% respectively. The profit attributable to the owner of the parent company for the third quarter ended September 30, 2019 and 2018 are THB 26.57 million and THB 38.42 million respectively.

Financial Position

Item	As of					
	30 September 2019		31 December 2018		Change	
	THB mm	%	THB mm	%	THB mm	%
Total assets	2,812.05	100.00%	2,810.35	100.00%	1.70	0.06%
Total liabilities	1,344.13	47.80%	1,745.79	62.12%	(401.66)	(23.01%)
Total equity	1,467.92	52.20%	1,064.56	37.88%	403.36	37.89%
Equity attributable to the owner of the parent company	1,380.92	49.11%	982.14	34.95%	398.78	40.60%
Non-controlling interest in subsidiaries	87.00	3.09%	82.42	2.93%	4.58	5.56%

ALL THE RIGHT CONNECTIONS

Total assets as of September 30, 2019 increased by THB 1.70 million or increased by 0.06% from the same period of the previous year. Which has current assets increased by THB 69.77 million mainly from accounts receivable from related companies. Non-current assets decreased by THB 68.07 million, which decreased from sales of warehouses in the free zone area and decreased according to normal depreciation.

Total Liabilities as of September 30, 2019 decreased by THB 401.66 million or decreased by 23.01% according to the repayment of short-term and long-term loans before maturity due to the proceeds from the issuance of new shares for sale to the existing shareholders (right offering)

Total equity as of September 30, 2019 increased by THB 403.36 million or increased by 37.89% from the same period of the previous year, which increased from the issuance of new shares to sell to the existing shareholders in proportion of 92.0 million shares at the price of THB 4.00 per share, which after deducting the expenses for the offering, the remaining amount was approximately THB 364.20 million and increased according to the company has generated more net profit.

Please be informed accordingly,

Your Sincerely,



Mrs. Sauwakun Karuchit
Chief Executive Officer

ALL THE RIGHT CONNECTIONS