

***“ALL THE RIGHT CONNECTIONS”***

**SAHATHAI**  
T E R M I N A L

OPPORTUNITY DAY YEAR 2020

**SAHATHAI TERMINAL**

29 March 2021

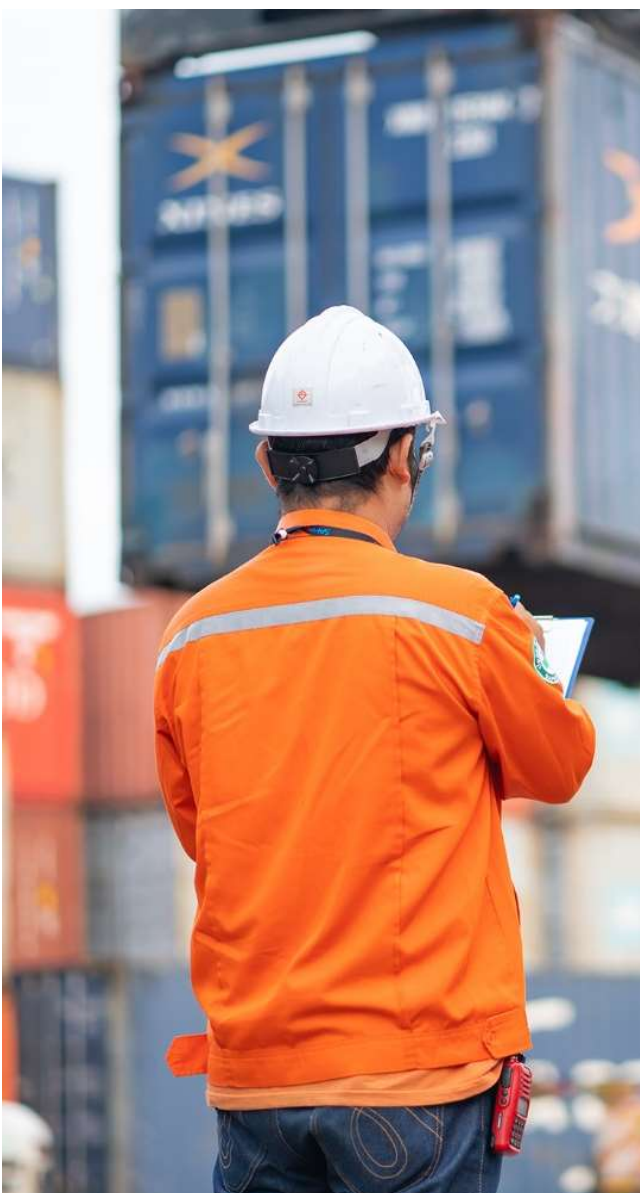


## Disclaimers

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.

**SAHATHAI**  
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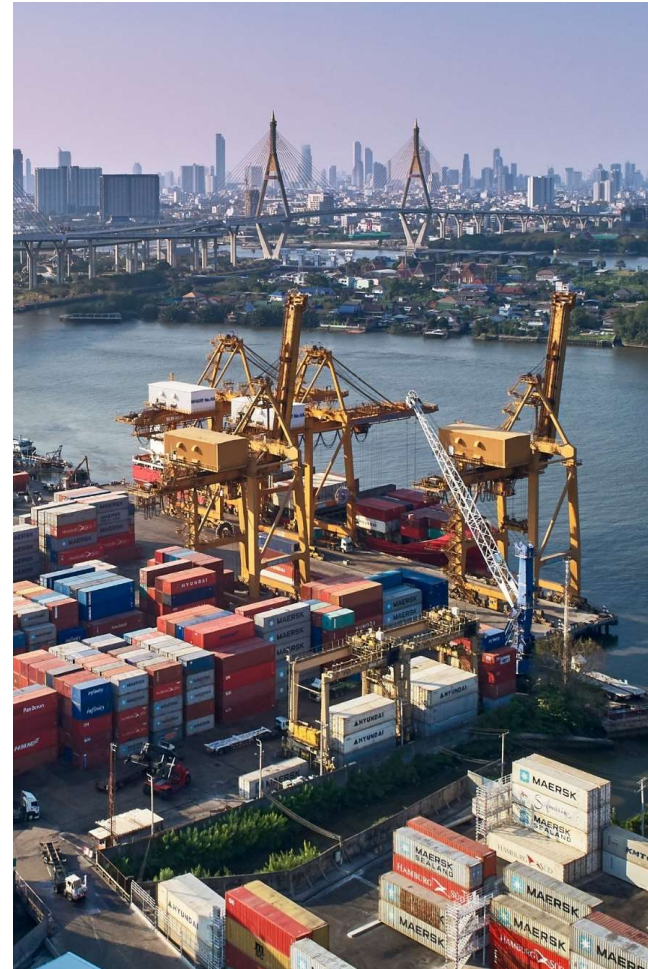


# OUTLINE

- Company Overview
- Financial Highlights 2020
- Business Outlook 2021



# COMPANY OVERVIEW



# Sahathai Terminal 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

General & freezone warehouse and yard rental

### Others



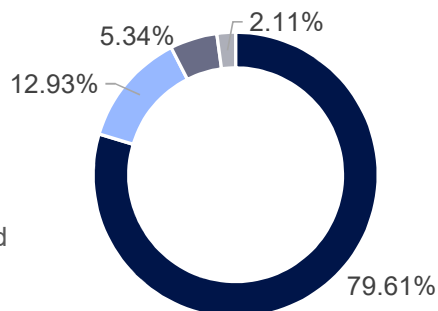
STT

Freight forward

## 4 Business Units with Terminal as our core business

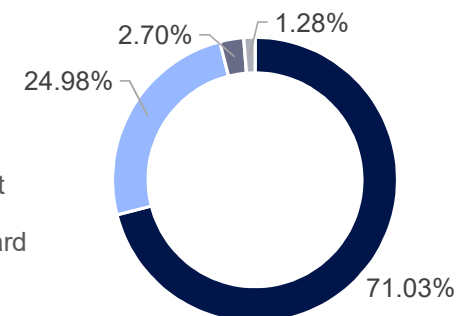
Y2019

- Terminal
- In-land Transport
- Warehouse & Yard
- Other



Y2020

- Terminal
- In-land Transport
- Warehouse & Yard
- Other



# Group Structure



Sahathai Terminal (PORT)	
<b>Business</b>	<ul style="list-style-type: none"> <li>- Commercial Terminal for international and domestic uses</li> <li>- Logistic services</li> </ul>
<b>Capital</b>	THB 511 million (Registered) THB 304 million (Paid-up)

**CG SCORE: 5/5**



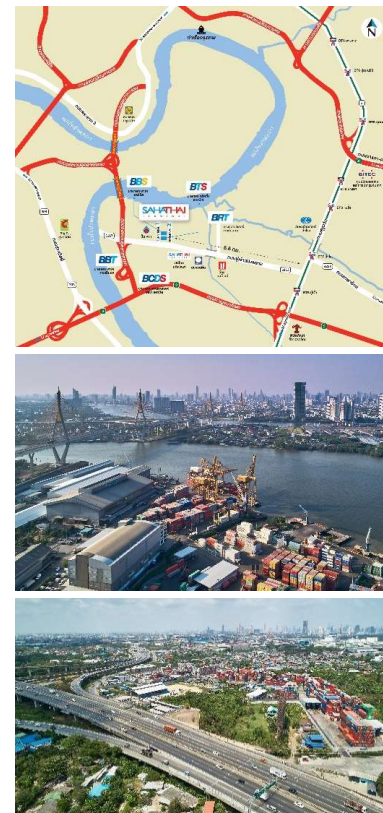
	Subsidiary			Associate		
	51.00%	99.99%	99.99%	55.00%	40.00%	25.00%
	Bangkok Barge Terminal (BBT)	Bangkok Container Depot Service (BCDS)	Bangkok Trucking Service (BTS)	Bangkok River Terminal (BRT)	Bangkok Barge Services (BBS)	Bangkok Logistic Park (BLP)
<b>Business</b>	Commercial Terminal for domestic use	Empty Container Depot Services	In-land Transportation	commercial international port project.	Barge Fleet Management	Warehouses and industrial properties in Thailand
<b>Capital</b>	THB 235 million	THB 200 million	THB 5 million	THB 150 million (paid up 25% THB 37.5 million)	THB 30 million	THB 300 million
<b>Shareholder</b>	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 <sup>1</sup> 30% Medlog SEA <sup>1</sup> 30%	Frasers Property 75% Sahathai Terminal 25%

# Company Strategy

## Provide comprehensive logistics services



## Prime Location



## Customer relations & Strategic Partner





# One-stop Solution Provider



## Terminal

## In-land Transportation

## General & Freezone Areas

## Freight Forward

### Expert in terminal handling business

#### Sahathai Terminal



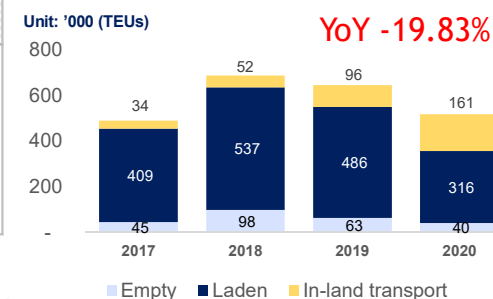
Operating areas	Type of Services	Types of Crane	Main Equipment	Customer References
89 of 116 Rais are utilized for Terminal handling (Lease 100%)	<ul style="list-style-type: none"> <li>Feeder &amp; Barge terminal</li> <li>Barge transportation</li> </ul>	<ul style="list-style-type: none"> <li>4 Gantry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

#### BOI Privilege

**SAHATHAI TERMINAL** 8 years ended May 2023

**BBT** 8 years ended Oct 2024

**BBS** 8 years ended Oct 2025

### 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

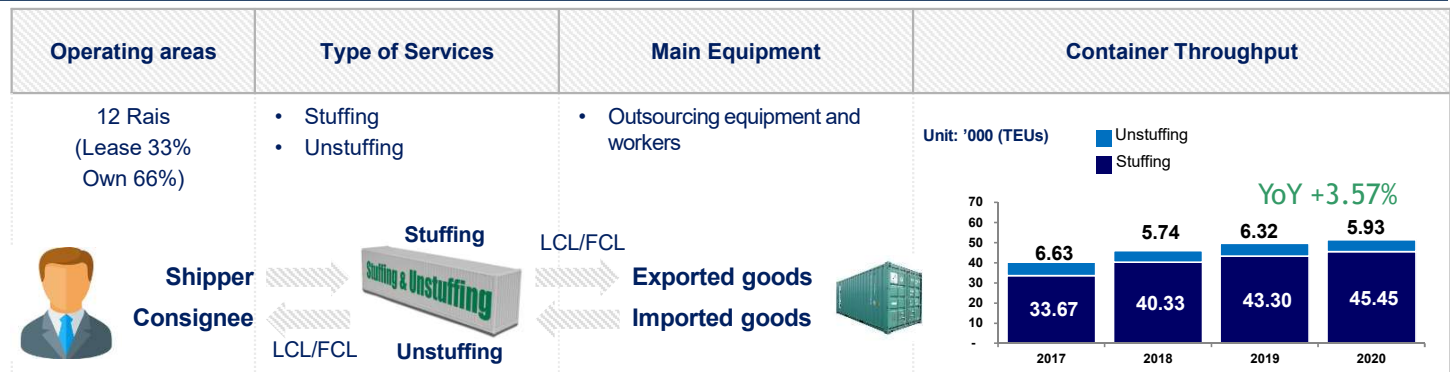
In-land Transportation

General & Freezone Areas

Freight Forward

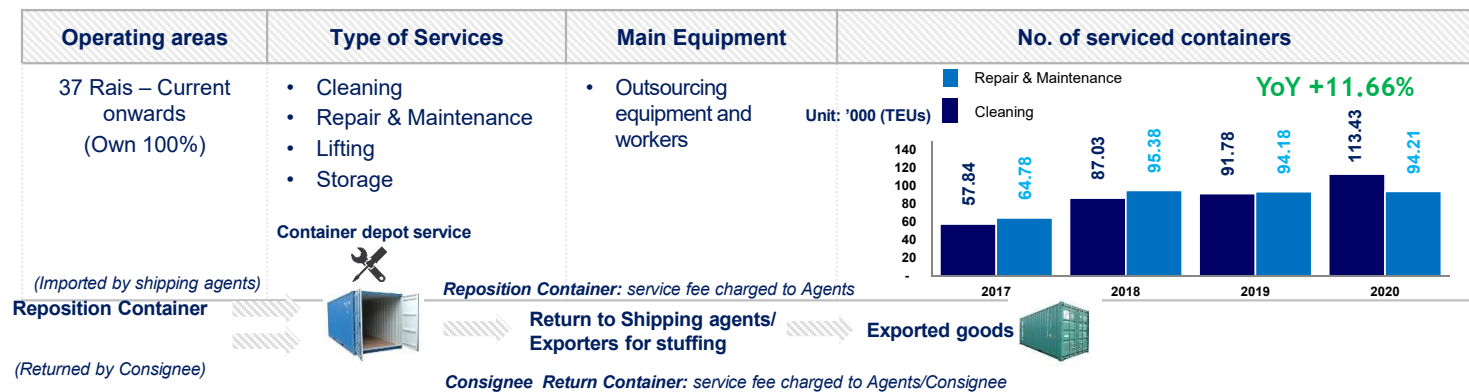
## Container Freight Station

### Sahathai Terminal



## Container Depot

### Bangkok Container Depot Service

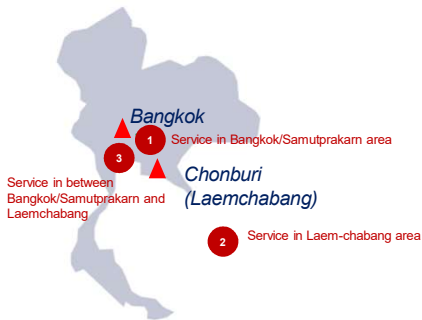


# One-stop Solution Provider



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>	Unit: '000 (Containers) 
 <b>Exporter</b> <b>Importer</b>		<b>Destination</b> <ul style="list-style-type: none"> <li>Warehouse</li> <li>Port</li> <li>Factory</li> </ul>	

## General & Freezone Areas

### Sahathai Terminal

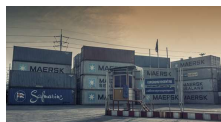


### General warehouse



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

### Bonded Warehouse



Leasable area : 11,640 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



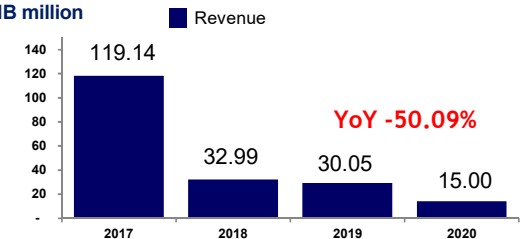
Negotiate on freight slots



**Shipping Agents**

### Revenue

Unit: THB million



# Industry Update

**SAATHAI**

## Sahathai Terminal

- International throughput : 0.15 M. TEUs<sup>1/</sup> / 0.12 M. TEUs<sup>2/</sup>
- Domestic throughput : 0.19 million TEUs<sup>5/</sup>
- 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

- Domestic throughput : 0.17 M. TEUs<sup>4/</sup> / 0.15 M. TEUs<sup>5/</sup>
- 1 Domestic Berth, with 2 jib cranes.
- Container yard of 30,021 sqm.
- The port has just been open in 2016 for domestic shipment

## Bangkok River Terminal

- **Planned opening in 2022**
- 1 International Berth, with 3 quay gantry
- Plan capacity 0.24 TEUs
- Container yard of 73,048 sqm.

## Siam Suksawat Terminal

- Owned by Siam gas and Petrochemical PLC group (SGP), Operated by River Port Investment Pte. (Singapore)
- International throughput : 0.04 M. TEUs<sup>1/</sup> / 0.00 M. TEUs<sup>2/</sup>
- 1 International Berth, with 2 quay gantry cranes.
- Container yard of 40k sqm
- The port has just been open 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.
- International throughput : 0.08 M. TEUs<sup>1/</sup> / 0.054 M. TEUs<sup>2/</sup>
- 1 International Berth, with 3 mobile harbor cranes

## Bangkok Port (Klong Toey Port)

- Owned by Port Authority of Thailand
- International throughput : 1.46 M. TEUs<sup>1/</sup> / 1.42 M. TEUs<sup>2/</sup>
- 7 International Berth, with 14 quay gantry cranes
- Container yard of 148k sqm
- Estimated capacity : 1.34 M TEUs/3
- The biggest container terminal in Bangkok.
- Over utilized capacity

## Poo Jao Container Terminal

- Owned by Regional Container Lines PCL group (RCL) and Thai Sugar Terminal PCL group (TSTE)
- International throughput : 0.11 M. TEUs<sup>1/</sup> / 0.089 M. TEUs<sup>2/</sup>
- 1 International Berth, with 2 mobile harbor cranes.
- Container yard of 36k sqm.
- The port has just been open in 2016.

## Thai Connectivity Terminal

- Owned by The Siam Cement PCL group (SCG) and PSA
- International throughput : 0.00 M. TEUs<sup>1/</sup> / 0.045 M. TEUs<sup>2/</sup>
- 1 International Berth, with 2 mobile harbor cranes.
- Container yard of 40k sqm.
- Mainly used by SCG group.

## Unithai Container Terminal

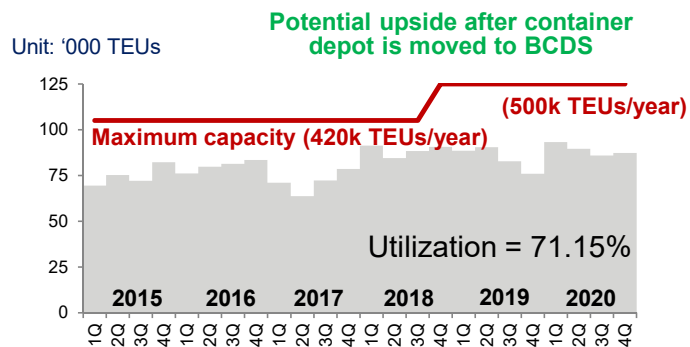
- Owned by United Thai Shipping Corporation
- International throughput : 0.14 M. TEUs<sup>1/</sup> / 0.11M. TEUs<sup>2/</sup>
- 1 International Berth, with 3 quay gantry cranes
- Container yard of 60k sqm.

## Remark :

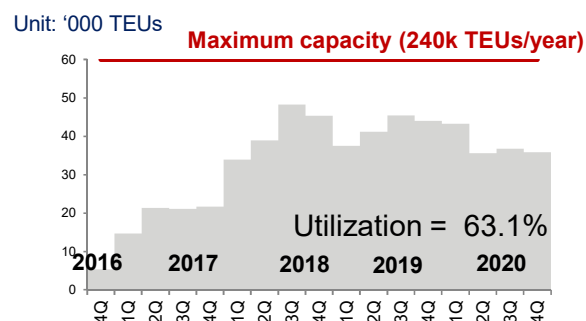
1. Based on international throughput volume (export and import) for 2019
2. Based on international throughput volume (export and import) for 2020
3. From announced capacity of Bangkok Port by the government  
**Source :** Bangkok Ship owners and Agents Association (BSAA)
4. Based on domestic throughput volume (export and import) for 2019
5. Based on domestic throughput volume (export and import) for 2020

## Covered investment to capture growth

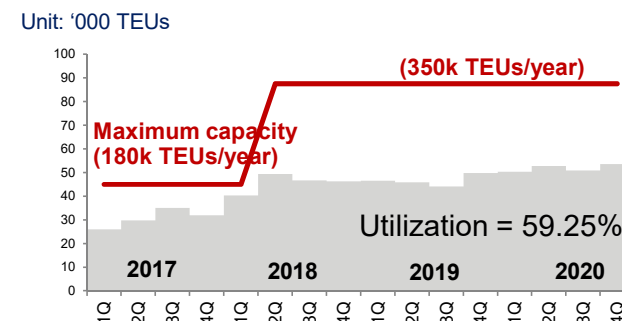
### Container Throughput - Sahathai



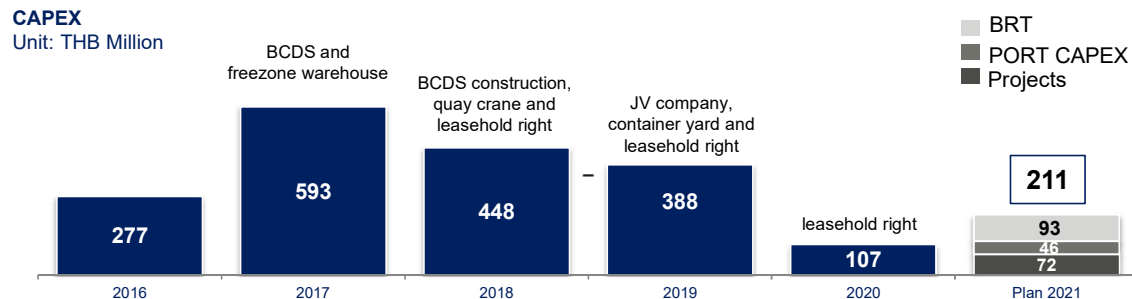
### Container Throughput - BBT



### Container Throughput - Depot



## CAPEX in new assets for better performance



### Sahathai Terminal Projects



Cold Storage

Solar Roof top

Renovate

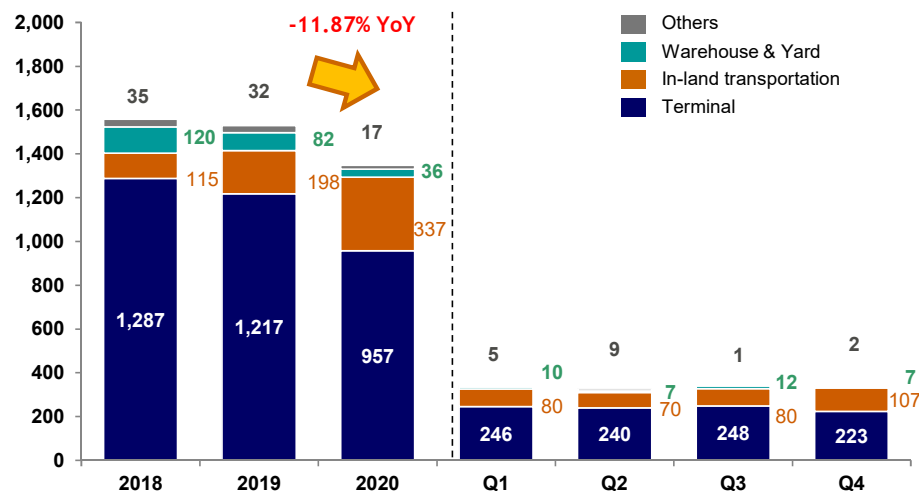


# FINANCIAL HIGHLIGHT



# Overall performance – Consolidated

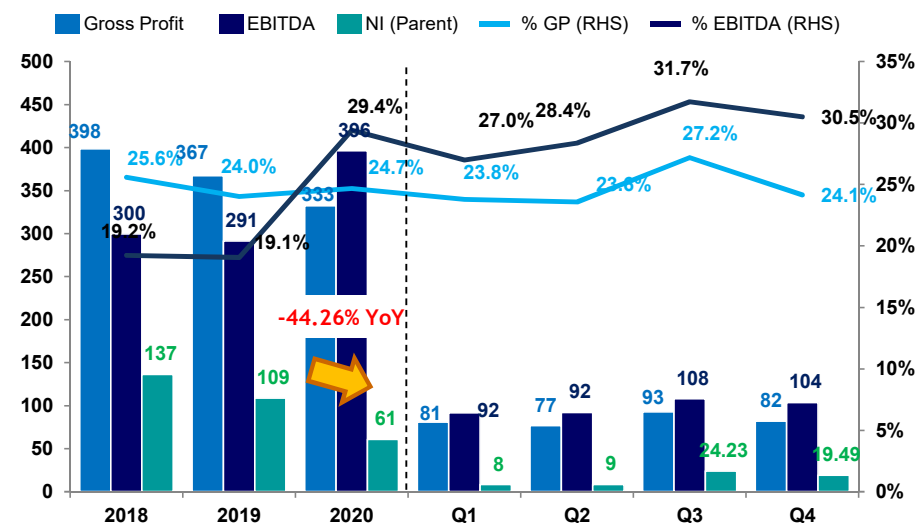
## Total Revenues (THB million)



Total revenues show continuous growth from 2015 – 2018, but in 2019 was impacted from global trade war and 2020 was impact from COVID-19

- In 2018 total revenue increased from higher container throughput from feeder and barge and Bangkok Barge Terminal Co., Ltd. has been able to fully support commercial services for both inbound and outbound cargo.
- In 2019 total revenue slightly drop by impact of the global trade war and strong Thai Baht Exchange Rate.
- In 2020 total revenue mainly dropped from terminal activity and warehouse activity which impact of COVID-19

## Profits (THB million)

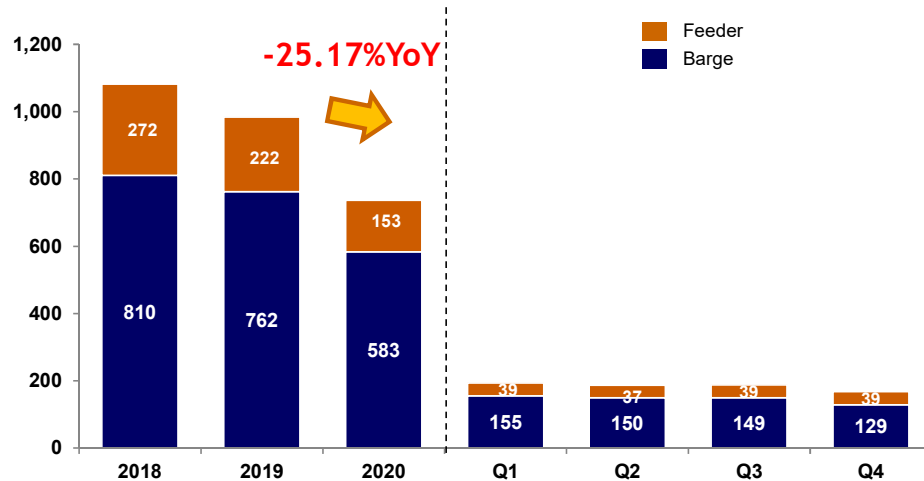


In 2019 The Profit was impacted by the global trade war and strong Thai Baht Exchange Rate and in 2020 was impact from COVID-19

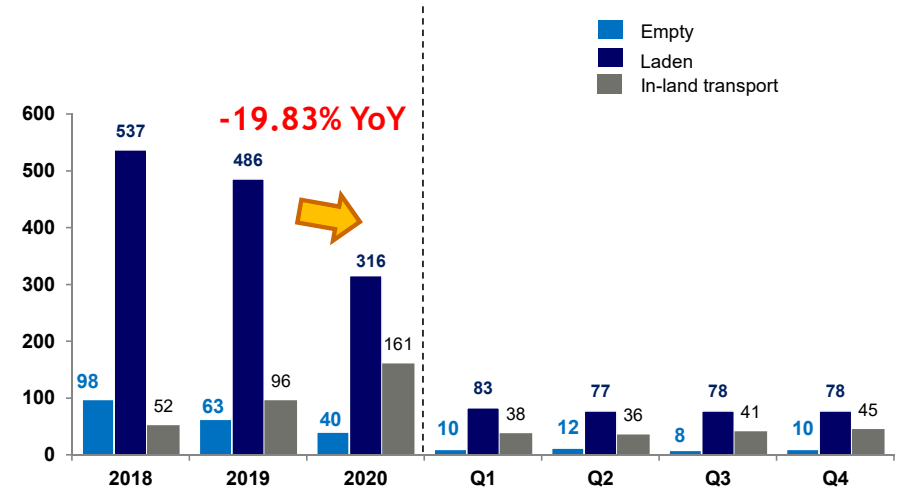
- In 2018, Gross profit, EBITDA and net profit increased from the company has more volume from feeder and barge activity together with Bangkok Barge Terminal Co., Ltd. which can provide fully service resulting in an increase in gross profit.
- In 2019, Gross profit, EBITDA and net profit decreased from the company has less volume from terminal activity 5.99% as impact of the global trade war and strong Thai Baht Exchange Rate.
- In 2020 Gross profit, and net profit decreased from the company has less volume from terminal activity and warehouse activity. EBITDA increased as a result of IFRS no.16 – Leases

## Terminal – Terminal handling (Feeder & Barge)

Revenues (THB million)



Container Throughput ('000 TEUs)



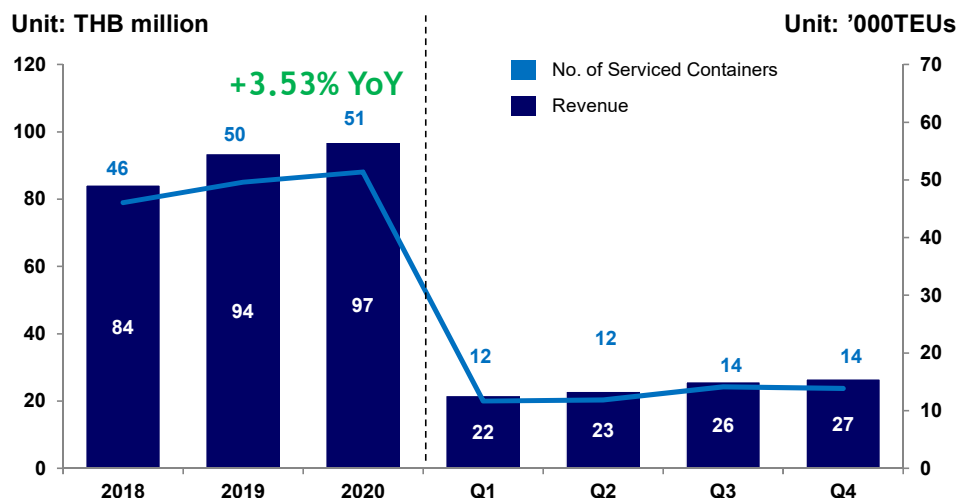
**Remark:** Container throughput on the Company, BBT, and service provided to other ports

### The terminal handling is the biggest portion of the revenue.

- In 2018, revenues from barge increased from increased volume of BBT. And the increase in feeder volume because in the second quarter of 2017, the company lost one customer, which was acquired and moved to Bangkok Port. The company has been able to find customers to replace since late the 3rd quarter of 2017 and in the 4th quarter, the company has got a new service, resulting in a significant increase in service volume which is a lot impact to growth in revenues from feeder.
- In 2019, total revenue slightly dropped from 2018 due to some of volume from barge and feeder is shift to in-land transport and impact of the global trade war and strong Thai Baht Exchange Rate.
- In 2020, total revenue dropped from 2019 due to some of volume from barge and feeder shifted to in-land transport and impact from COVID-19

## Terminal – CFS/LCL & Container Depot

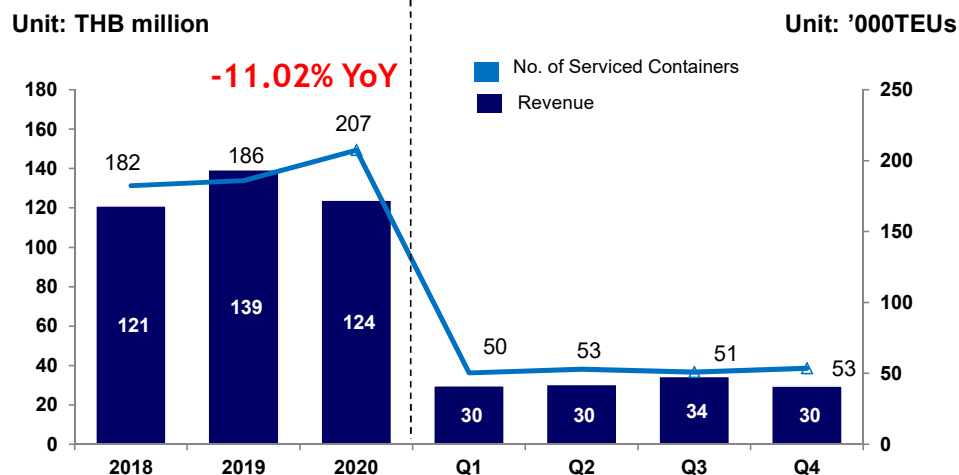
### CFS/LCL



#### CFS/LCL revenues show continuous growth in 2019

- In 2018, the revenues and number of serviced containers increased as the company replaced its diminished customer with the new ones in late of second quarter in 2017 and continue increased in 2019
- In 2019 the revenues and number of serviced containers decreased due to effect of COVID-19
- In 2020 the revenues and number of serviced containers increased due to volume returning from a postponement of shipments to China

### Container Depot



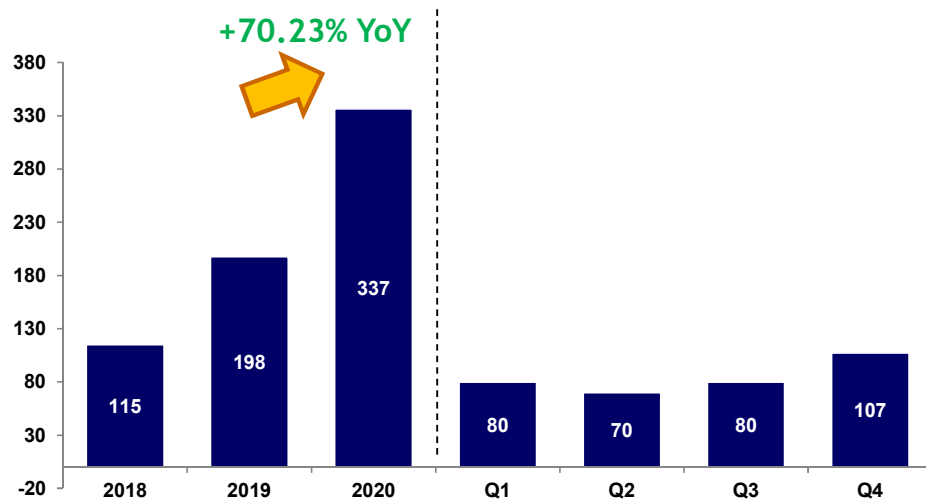
#### One of a business catalyst since 2016 and the volume service have been continuously increasing.

- In 2018 STT started to operate BCDS in 2<sup>nd</sup> quarter and 4<sup>th</sup> quarter which is reason of increment in revenues and number of serviced containers
- In 2019 is the first full year of operating in BCDS
- In 2020 the total number of serviced containers show continue growth, however the volume growth in the cleaning service which is lower pricing, so it caused a reduction in revenue

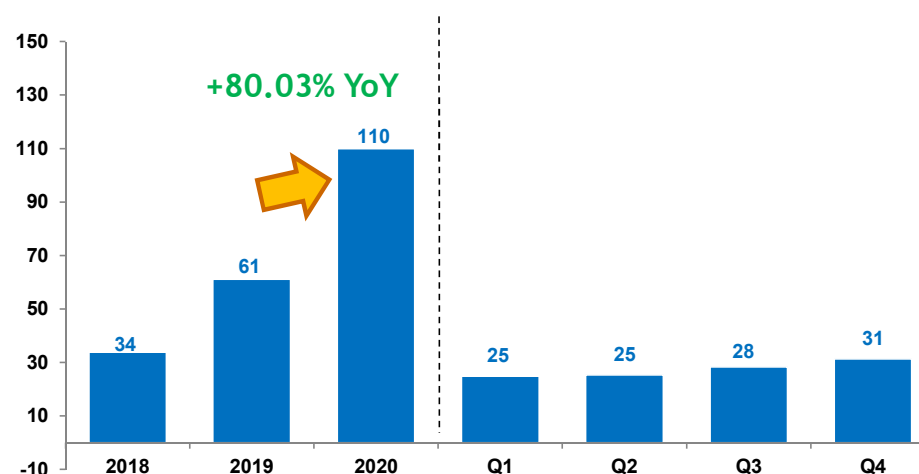


## In-land Transportation

Revenues (THB million)



Serviced Containers ('000 Containers)

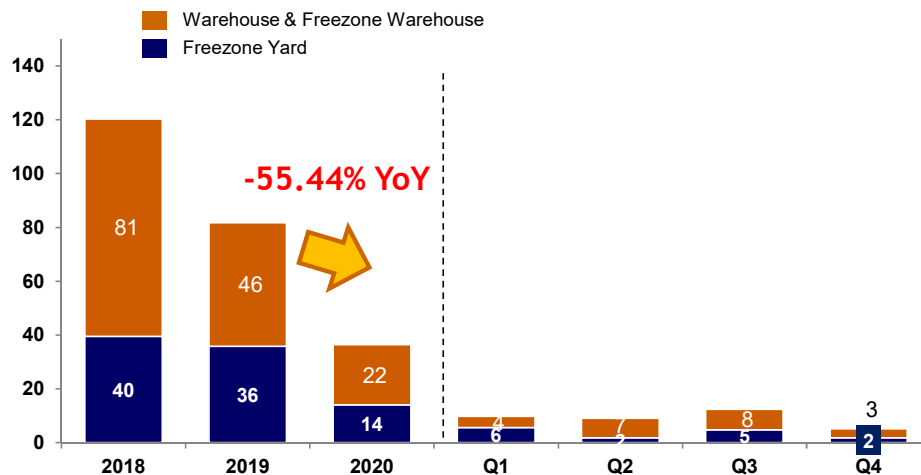


**High growth due to the expansion of business (Bangkok/Samutprakarn to Laemchabang) and also in BBT ICD**

- In 2018, BTS was found to be transferred in-land transport from Sahathai
- In 2019, BTS got the highest volume from increase in service volume for BBT
- In 2020 BTS got the highest volume from increase in service volume for BBT and some of volume from barge and feeder shifted to in-land transport

## Warehouse & Yard and Others

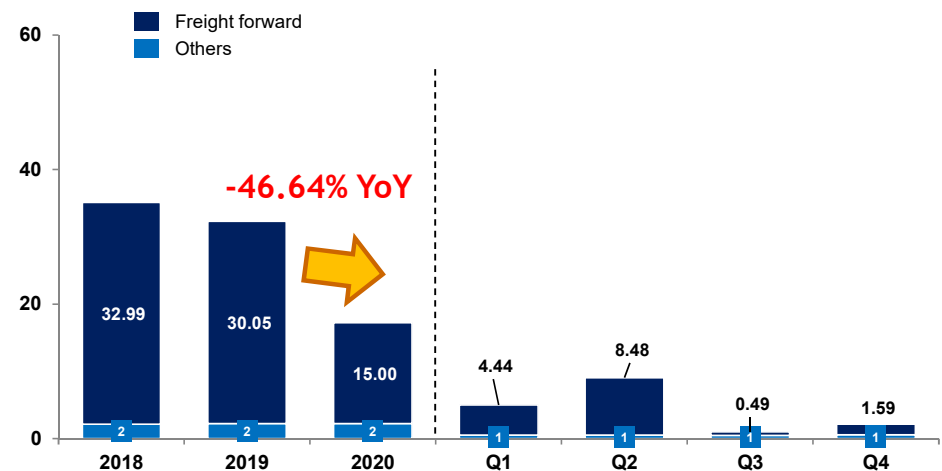
### Revenues from Warehouse & Yard (THB million)



**The freezone warehouse contact already expired in 2Q2019 and the company already stopped the service and sold the facility.**

- In 2018, the full year of operate freezone warehouse which led to increase in revenue
- In 2019, revenue dropped as freezone warehouse contract expired in 2Q2019
- In 2020, revenue dropped as a customer who using the freezone yard has decreased in import volume due to COVID-19 impact.

### Revenues from Others (THB million)

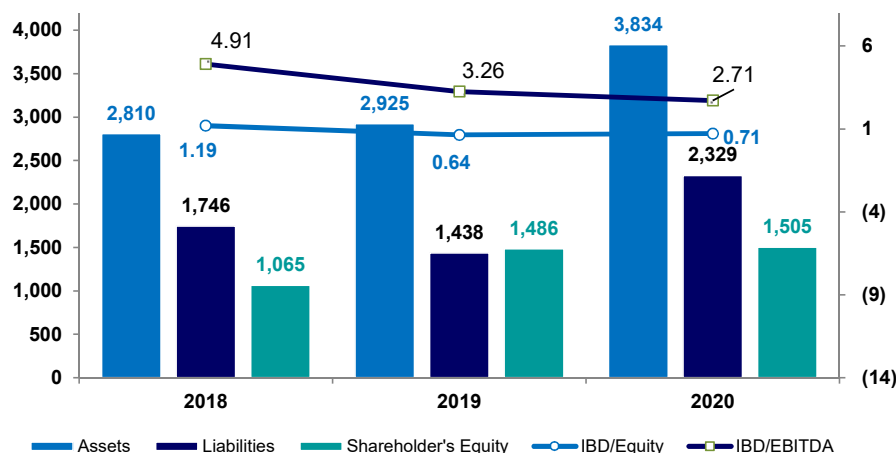


### Key driver from freight forward service

- In 1Q2016, the company started freight forward operation with STS and has been experiencing growth in kind of business due to increasing volumes from the only one customer.
- Revenue from this activity depends on STS's export volume

# Overall Financial Position

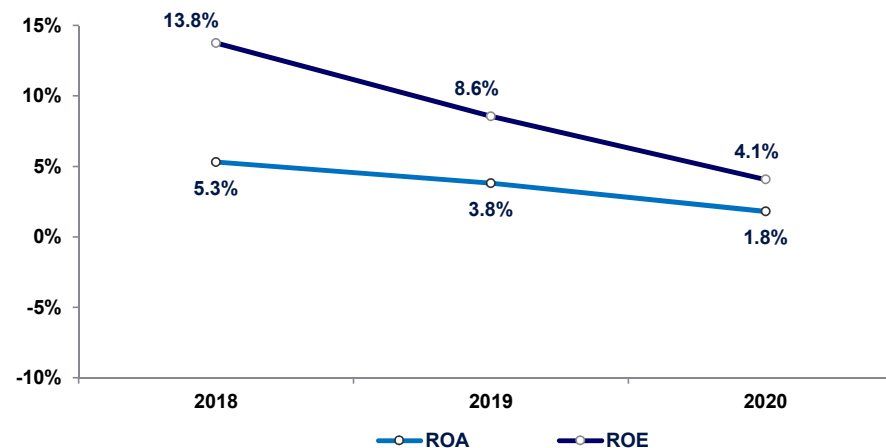
## Assets, Liabilities and Shareholder's Equity (THB million)



### Continuous increase in fixed assets from high capital expenditure and in 2020 effect by IFRS no.16 - Leases

- In 2017 and 2018 The company's fixed assets significantly increased from investing in BCDS and new quay cranes and leasehold right. The fixed assets were mainly financed by issued the new share for IPOs and increased performance
- In 2019 the company's assets mainly increased from expansion in container yard and investing in JV company by funding from issued the new share for RO and share dividend
- In 2020 the company's assets and liabilities mainly increased from increase in right-of-use assets, as a result of Thai Financial Reporting Standards no.16 - Leases

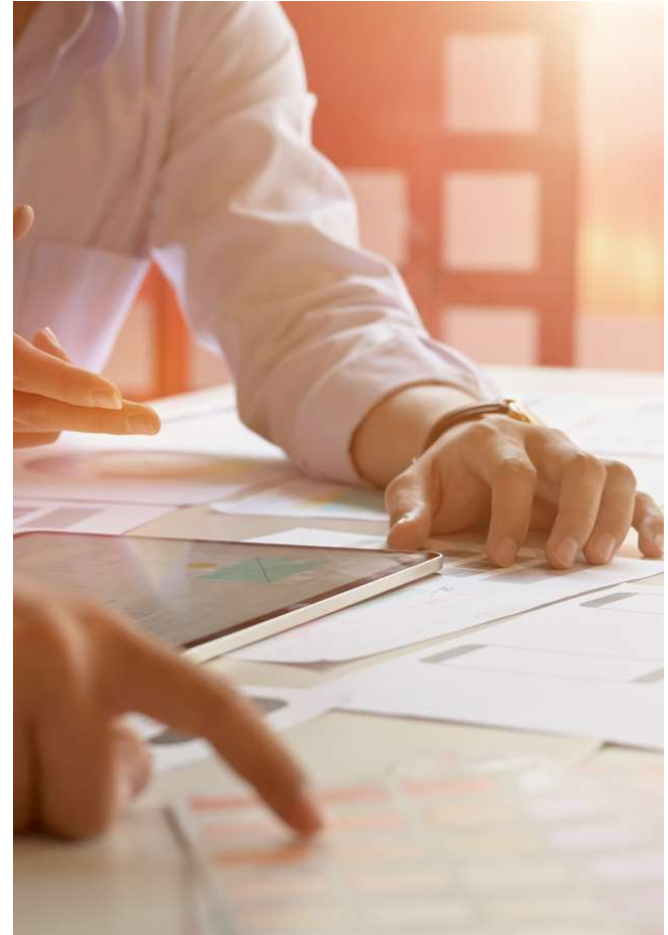
## Ratios (Times)



### Key ratios slightly drop as 2 JV companies which is not start operate yet and a result of IFRS no.16 - Leases

- In 2018 ROA and ROE increased as the company performance
- In 2019 ROA and ROE decreased from investment in two new JV companies
- In 2020 ROA and ROE decreased as a result of Thai Financial Reporting Standards no.16 – Leases

# BUSINESS OUTLOOK 2021





# BUSINESS OUTLOOK 2021



## Organic Growth

- Cold chain
- Door to door service
- Bulk cargo



## Business Expansion

- BRT : Commercial international port project.
- BLP : Warehouses and industrial properties

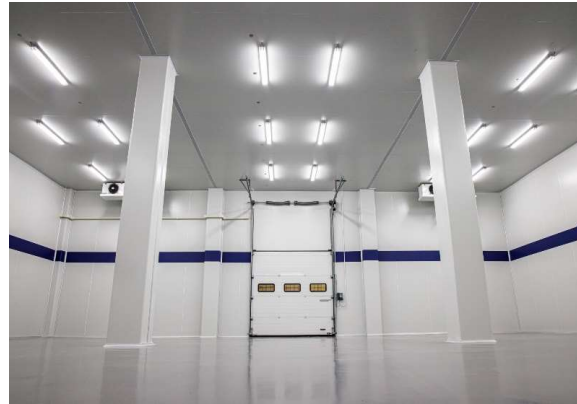


## Other Development

- Customer Service Center
- Port member
- Fast lane
- Solar Roof top

# Organic Growth

## ■ Cold Chain in Bonded Warehouse



# Organic Growth

## Door to door service

**BTS**

2017

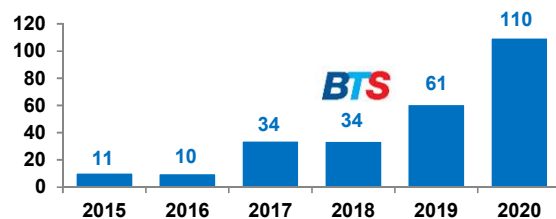
- Number of serviced containers surged from the same period in previous year due to its new launched business plan since 3Q2016 and excess container demands from feeders and barges

2018

- BTS was found to be transferred in-land transport from Sahathai Terminal

Serviced Containers ('000 Containers)

2019

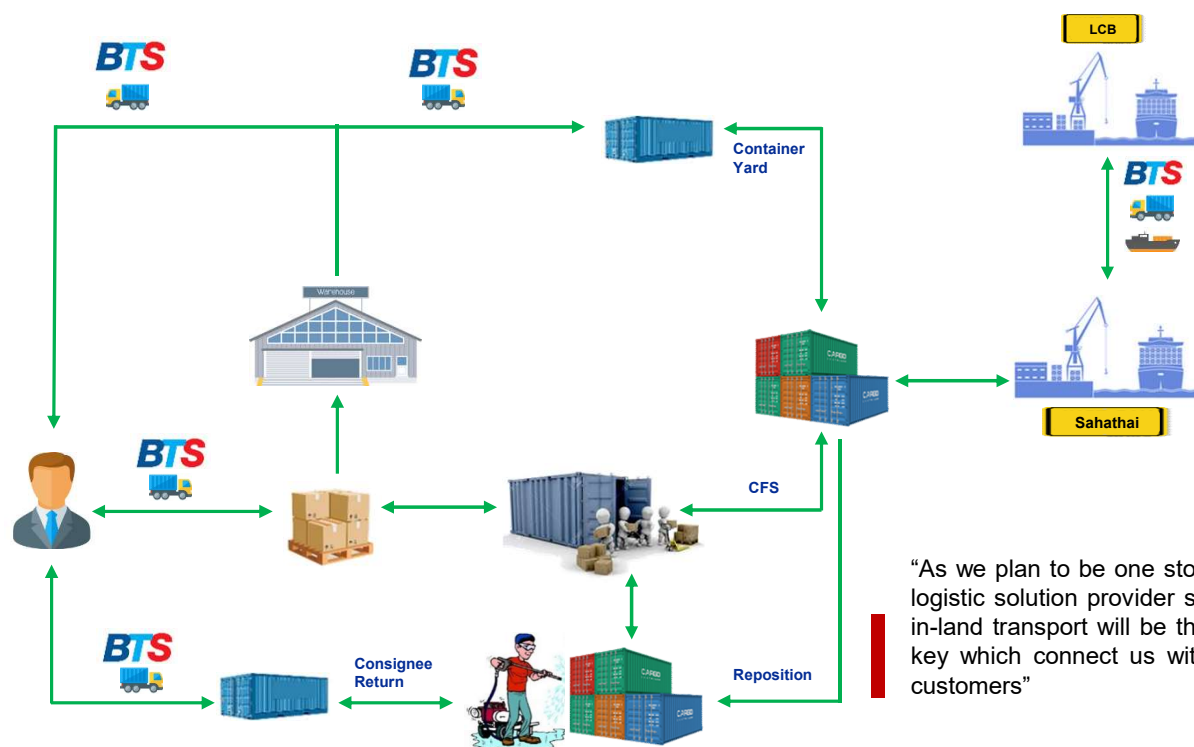


2020

2021

- BTS are plans to expand the door to door service

## The logistics value chain

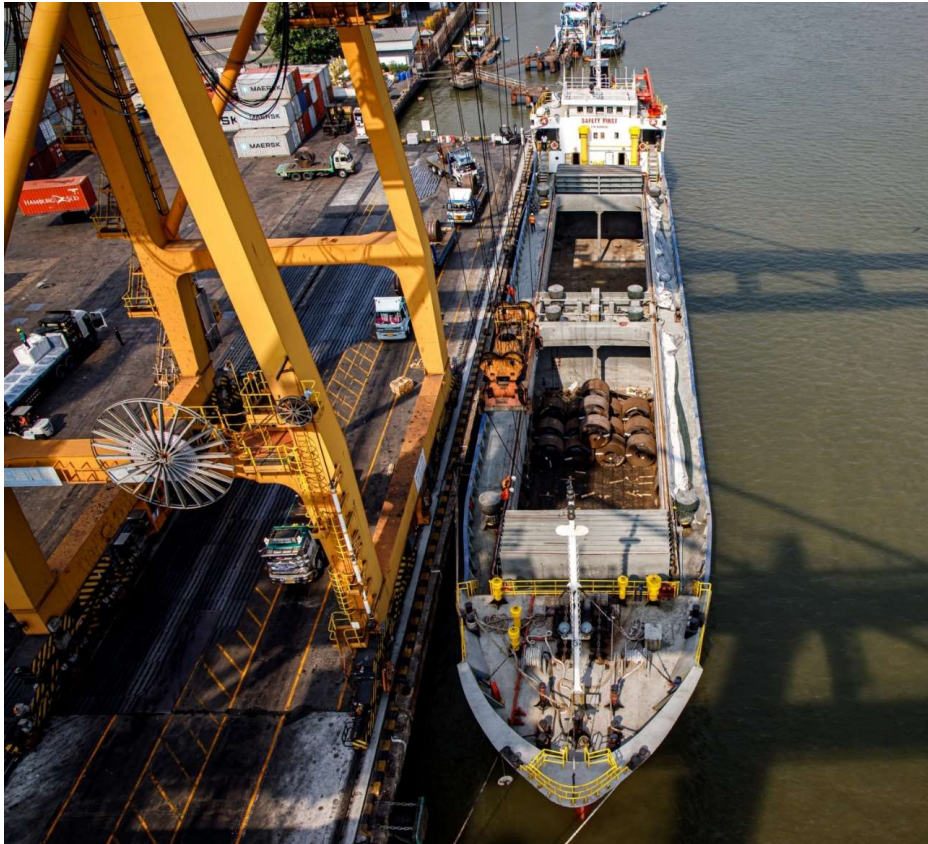


"As we plan to be one stop logistic solution provider so in-land transport will be the key which connect us with customers"



# Organic Growth

## ■ Bulk cargo



Bulk cargo is commodity cargo that is transported unpackaged in large quantities. Which is an optional for our customers



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# Other Development

## Customer Service Center





# Other Development

## Port member

**สมัคร PORT MEMBER**  
**ง่ายๆผ่านไลน์ได้แล้ววันนี้ !!**

เพื่อสะสมคะแนนแลกของรางวัลมากมาย

**พร้อม รับคะแนน 500 คะแนน ฟรี**  
**ทันที ที่สมัครสมาชิก**

สแกน QR CODE เพิ่มเพื่อนเลยค่า



SAHATHAI  
TERMINAL



**PORT MEMBER**

เลขสมาชิก 21021599034  
ชื่อสมาชิก สหไทย เทอร์มินอล  
คะแนนสะสม 250



สแกนเพื่อสะสมคะแนน

ประวัติการสะสมคะแนน

แก้ไขข้อมูลสมาชิก



# Other Development

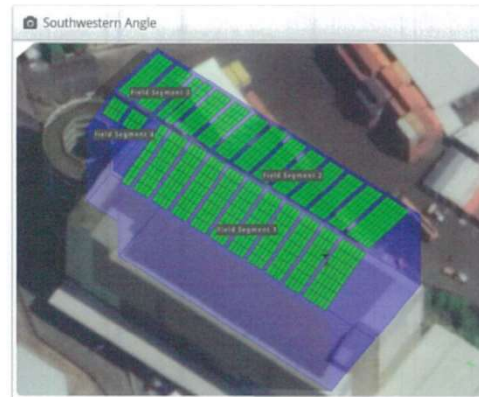
## Fast lane

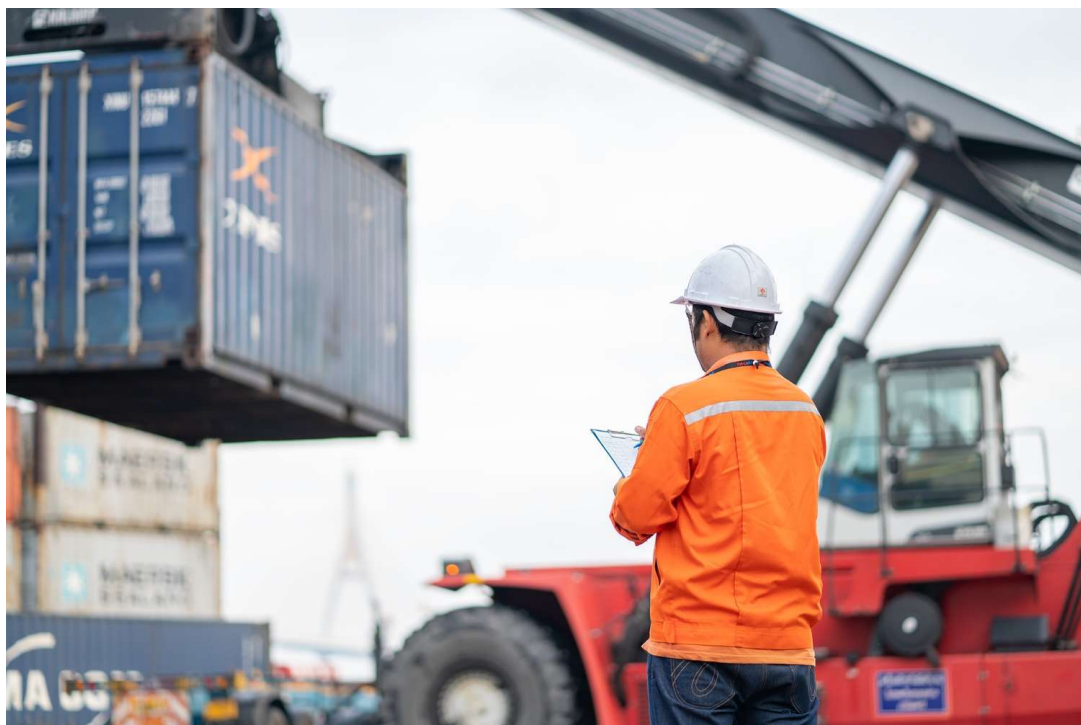


After we have had X-ray machine, e-payment and OCR, now we are ready to go to next step which is call "FAST LANE" to increase port efficiency

## Solar Roof Top

PORT will install and operate solar power system on a rooftop of warehouse building in terminal on this environmentally friendly platform to supply to some part of warehouse and terminal, while also helping to reduce carbon dioxide levels in the atmosphere





**Q&A**





**SAHATHAI**  
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*ALL THE RIGHT CONNECTIONS*

**THANK YOU**

For more information, Please visit our website: <http://sahathaiterminal.com>  
or contact us at [ruthairat.b@sahathaiterminal.com](mailto:ruthairat.b@sahathaiterminal.com) Tel. +66 (0) 2386 8000 # 1888