

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

OPPORTUNITY DAY Q3/2021

SAHATHAI TERMINAL

**PORT**

***"ALL THE RIGHT CONNECTIONS"***

13 December 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.

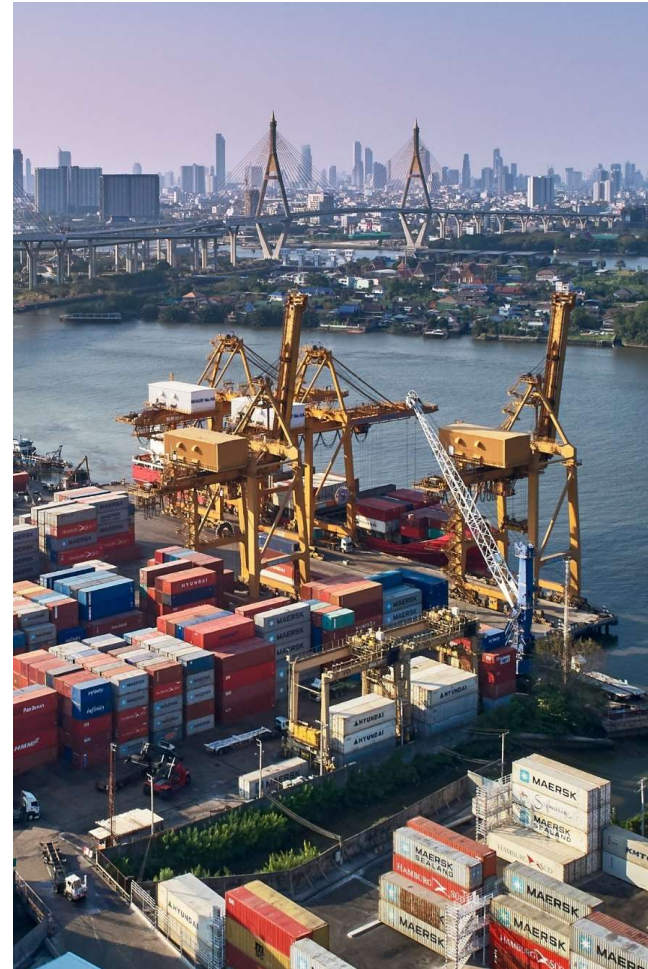




# OUTLINE

- **Company Overview**
- **Industry Update**
- **Financial Highlights Q3/2021**
- **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

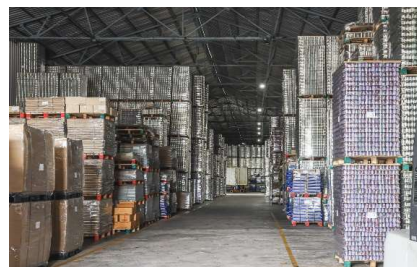
### In-land transportation



BTS

In-land container transportation by truck fleets

### Warehouse & Yard



STT

Warehouse and yard rental

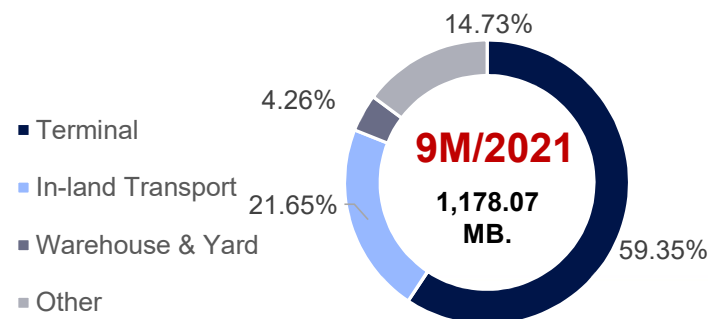
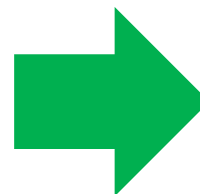
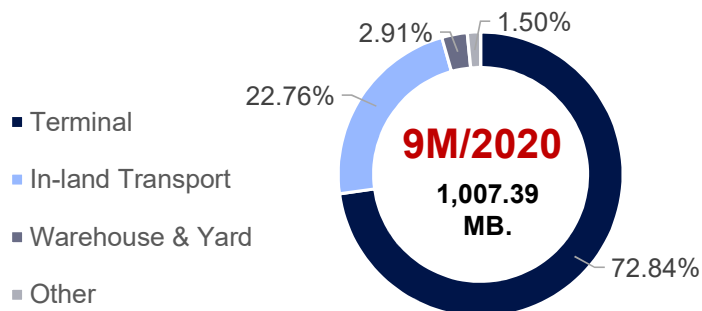
### Others



STT

Freight forward

## 4 Business Units with Terminal as our core business



# Group Structure



Sahathai Terminal (PORT)	
<b>Business</b>	<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 Strategies

## Provide comprehensive logistics services



## International Standard



## Technology



Purchased software (TOS)  
Resource optimization tool



OCR recorder  
CCTV read and record image of  
container no. & license plate



X-ray machine

Sahathai Terminal



Online Service

- Online tracking
- Line official account
- Online payment
- PORT member

## Company Strategies

## Prime Location



## Customer Relations & Strategic Partner

## Liners



World Rank

1

2

11

### Market Share

19.4%

14.7%

**2.5%**

## Exporters



### Top 3

the world's largest and Thailand's largest sugar producer

16 sugar mills

- 8 power plants and 4 ethanol distilleries, contracting 143,000 farmers

36%

market share of the Thai sugar export

## ■ Properties



### Top 5

residential developer in Thailand

**3 million sq m.**

Factories and warehouse in strategic locations nationwide

**240,000 sq m.**

One of the leading commercial developer in Thailand



# One-stop Solution Provider

## Terminal

## In-land Transportation

## General & Freezone Areas

## Freight Forward

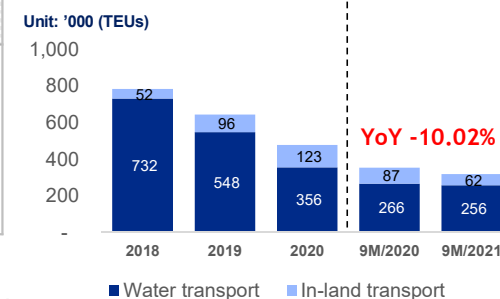
### Expert in terminal handling business

#### 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>	

#### Container Throughput



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

#### 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>	

#### BOI Privilege

**SAHATHAI** 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

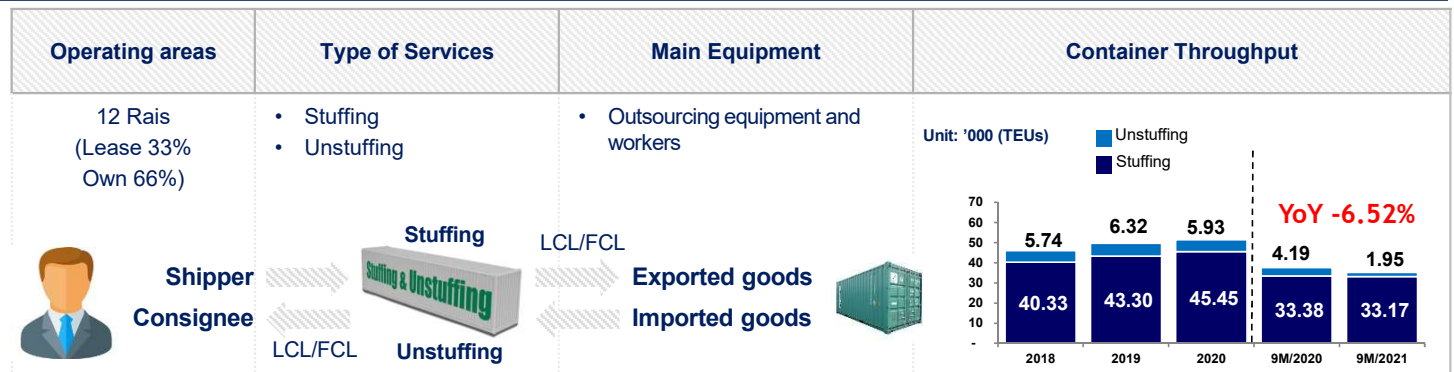
In-land Transportation

General & Freezone Areas

Freight Forward

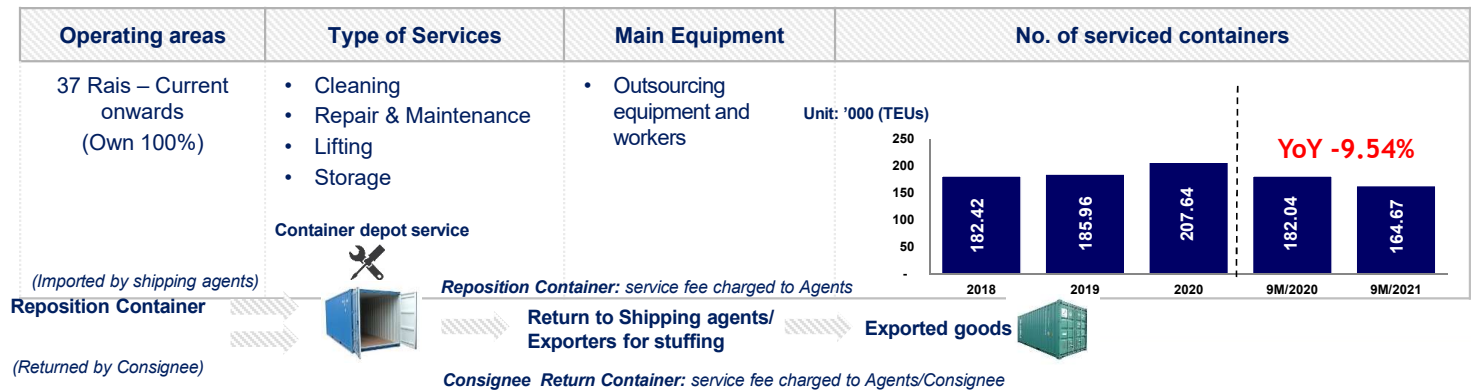
## Container Freight Station

### 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

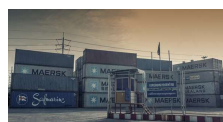


### General warehouse



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

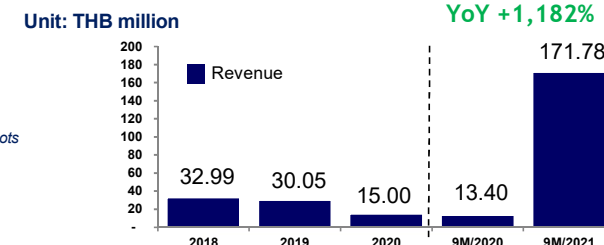


Negotiate on freight slots



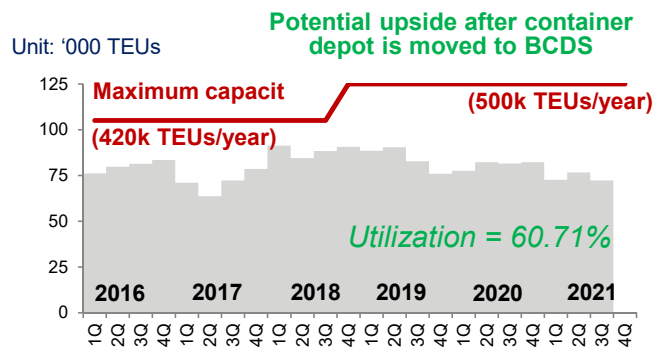
**Shipping Agents**

### Revenue

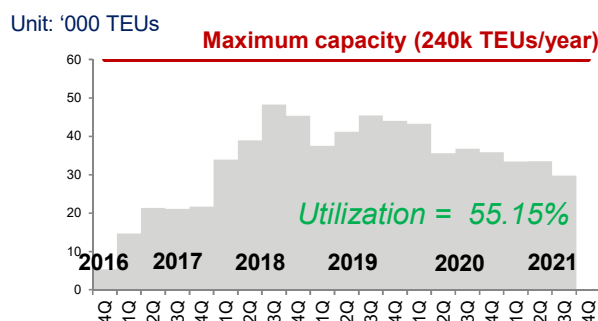


## Covered investment to capture growth

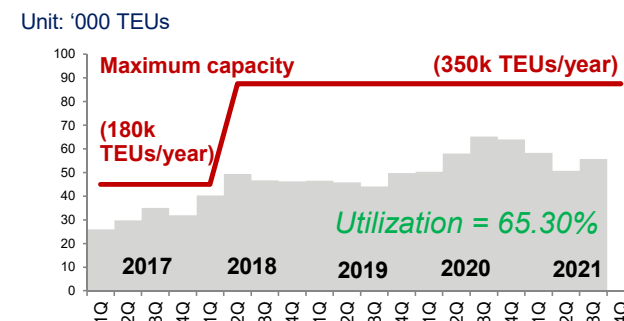
### Container Throughput - Sahathai



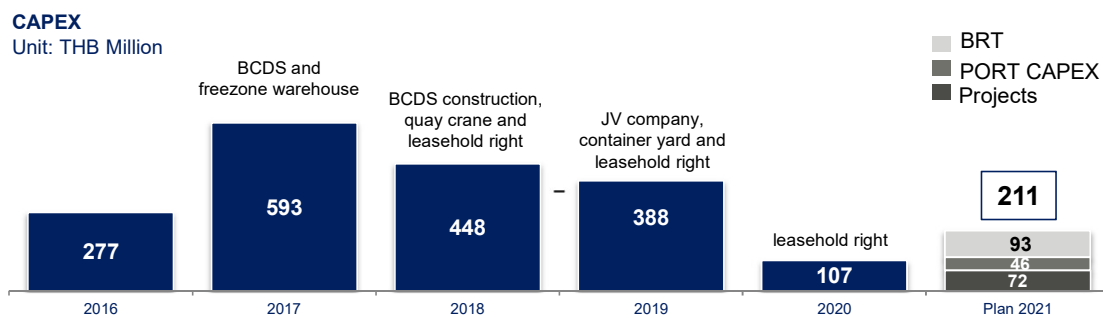
### Container Throughput - BBT



### Container Throughput - Depot



## CAPEX in new assets for better performance



### Sahathai Terminal Projects



Cold Storage

Solar Roof top

Renovate



# INDUSTRY UPDATE



# Industry Update - Global

## Market Trend



- GDP growth failed to accelerate further in Q3, as the supply shortages provided an increasing drag on industrial output.
- Vessel delays are expected to continue to cause capacity shortages
- Vietnam lifts some COVID restrictions
- Cargo demand remains strong across the globe, driven primarily by North America imports
- Equipment availability in Asia to remain tight in the coming months

Source: A.P. Moller – Maersk / Deutsche Bank

## Equipment Availability

Country	20DRY	40DRY	40HCRY	45HC	40HCRF
China	●	●	●	●	●
Japan	●	●	●	NA	●
Korea	●	●	●	●	●
Vietnam	●	●	●	●	●
Myanmar	●	●	●	●	●
Cambodia	●	●	●	●	●
Thailand	●	●	●	●	●
Malaysia	●	●	●	●	●
Singapore	●	●	●	●	●
Indonesia	●	●	●	●	●
Philippines	●	●	●	●	●
Australia	●	●	●	NA	●
New Zealand	●	●	●	NA	●

\*Green colour indicates the equipment availability is enough to cover demand forecast; Yellow colour indicates it's tight to cover demand forecast; Red colour indicates it's insufficient to cover demand forecast.

Source: A.P. Moller – Maersk

# Industry Update - Global

## Major Ports Update

Vessel Waiting Time Indicator			
	● Less than 1 day	● 1-3 days	● More than 3 days
Asia-Pacific	Xiamen, Tauranga	Busan, Qingdao, Ningbo, Yantian, Shekou, Singapore, Tanjung Pelepas, Port Klang, Lyttelton	Shanghai, Nansha, Hong Kong, Sydney, Melbourne
Rest of World	Charleston, Lome	Antwerp, Bremerhaven, Rotterdam, Oakland, Tema, Cape Town, Port Elizabeth	Felixstowe, Colombo, Long Beach, Los Angeles, Vancouver, Seattle, Prince Rupert, Savannah, Houston, Apapa, Tin Can, Cotonou, Onne, Durban, Dar Es Salaam, Sudan

Source: A.P. Moller – Maersk

- **Ports in China** are working well with some disruptions from weather, i.e. typhoons affecting South China.
- **Ports in South East Asia** such as Vietnam (Haiphong, Da Nang, Qui Nhon), Malaysia (Kuantan), and Philippines (Cebu, Manila, Batangas and Subic) still face feeder capacity bottlenecks and restrictions for new bookings. Port of Tanjung Pelepas is seeing increased congestion.
- **Port of Busan** has seen an improvement in congestion levels with vessel waiting times forecast to be around 3 days following the implementation of contingency measures.
- **Port of Los Angeles and Port of Long Beach** continue to be severely congested with +60 vessels waiting at anchorage with lengthy waiting times of 8-17 days and 15 days respectively. All large vessels are limited to 4 gangs in LA, so for large vessels the waiting time is expected to be 11-20 days in total.
- **Port of Seattle** continues to struggle with long waiting times of 28 days.
- **UK ports** are experiencing port congestion and inland moves are heavily affected by driver shortages. We have been working tirelessly to reduce the yard density and as a result, Felixstowe gate has reopened for empty returns as of Friday Oct 15th noon. However, the situation remains critical and we are reviewing further ocean network actions. [Click here to stay updated on Maersk global advisory regarding Felixstowe and current supply chain challenges..](#)



# Industry Update - Global

## Summary Ocean Transport Trend



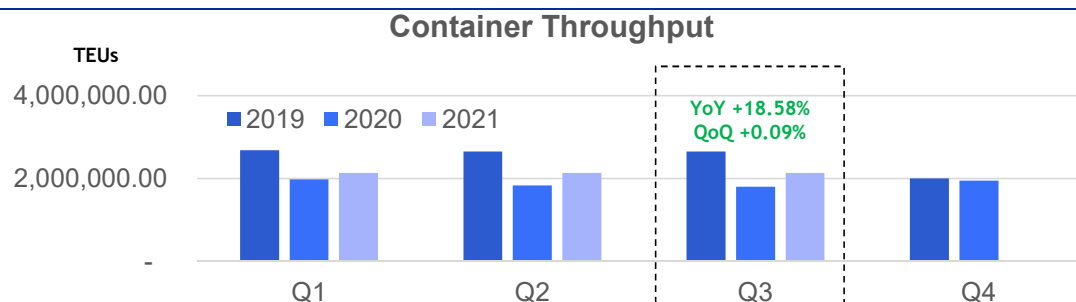
Demand for logistics services remained strong in Q3 and is likely to continue into Q4 due to high levels of consumer spending and corporate capital expenditure in the US, although sales in Europe plateaued in Q3. But challenges remain with semiconductor shortages and other production bottlenecks impacting attempts to rebuild inventories especially in the US and Europe. **The supply-side of the logistics industry continued to be disrupted by COVID-19 and capacity shortages: container availability and air capacity remained tight, waiting times for vessels outside of ports remained lengthy, and warehousing capacity continued to be a bottleneck. The result has been equipment shortages and challenged supply chain management services.**

Source: A.P. Moller – Maersk

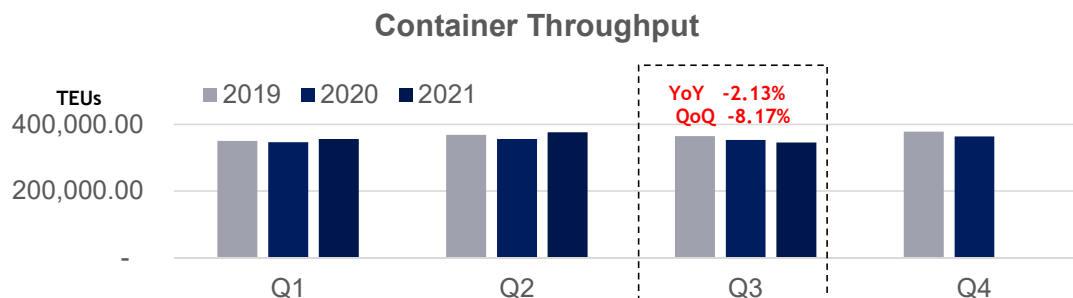
# Industry Update – Thailand Q3/2021



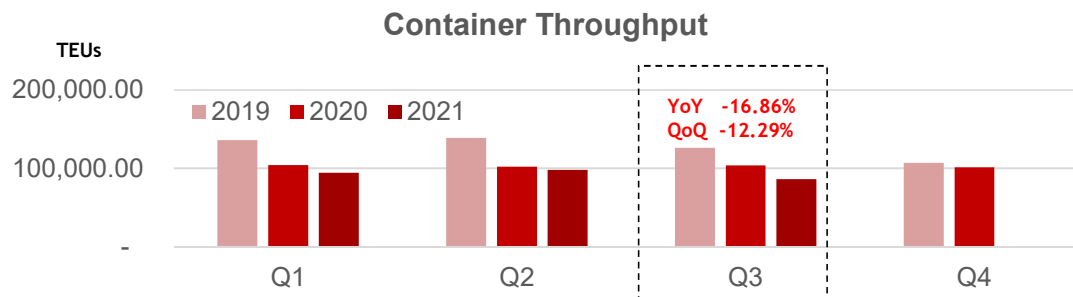
Leam Chabang



Bangkok Port



Private Port



# Industry Update – River Port in Bangkok

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

## Sahathai Terminal

- International throughput : 0.12 M. TEUs<sup>1</sup>/ 0.069 M. TEUs<sup>2</sup>
- Domestic throughput : 0.19 million TEUs<sup>4</sup> / 0.18 M. 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 : 0.15 M. TEUs<sup>4</sup> / 0.097 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 2023**
- 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 : 0.00 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 : 0.054 M. TEUs<sup>1</sup>/ 0.040 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 : 1.42 M. TEUs<sup>1</sup>/ 1.08 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 : 0.089 M. TEUs<sup>1</sup>/ 0.043 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 : 0.045 M. TEUs<sup>1</sup>/ 0.050 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 : 0.11 M. TEUs<sup>1</sup>/ 0.075 M. 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 2020
2. Based on international throughput volume (export and import) for 9M/2021
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 2020
5. Based on domestic throughput volume (export and import) for 9M/2021

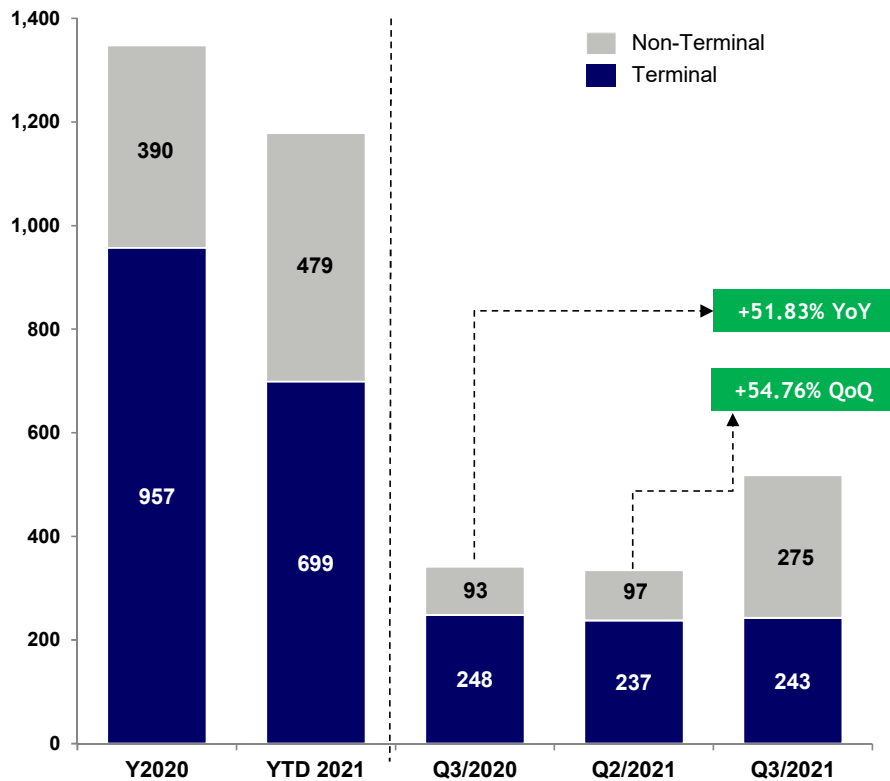


# FINANCIAL HIGHLIGHT

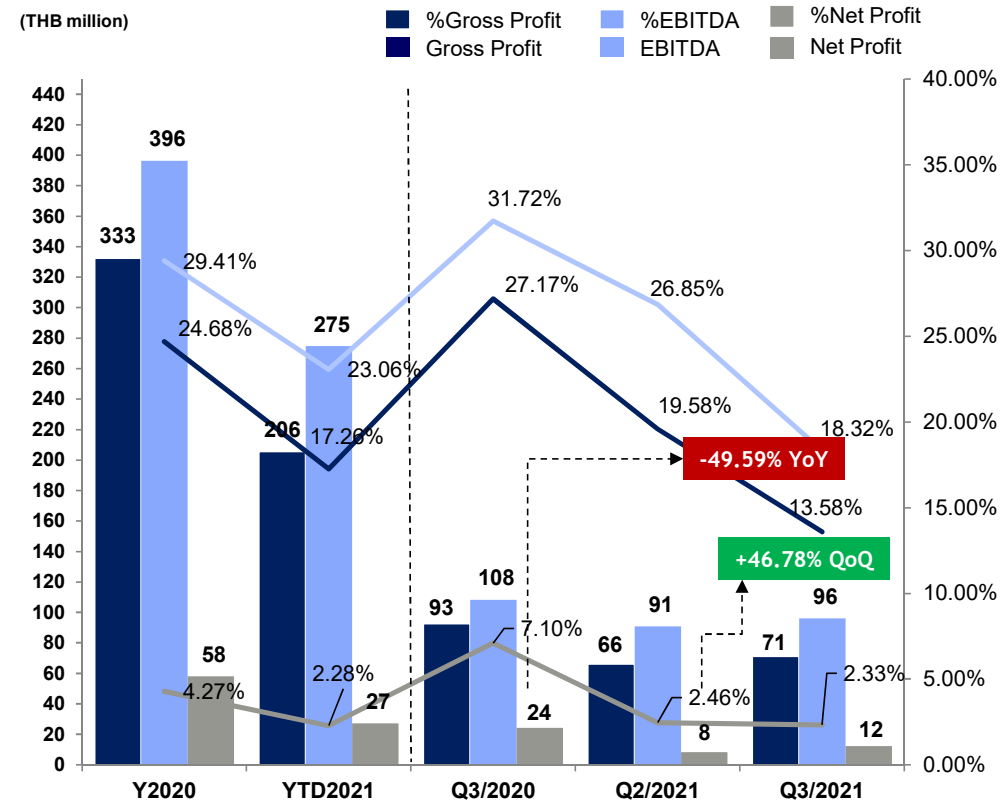


# Overall performance – Consolidated

Total Revenues (THB million)

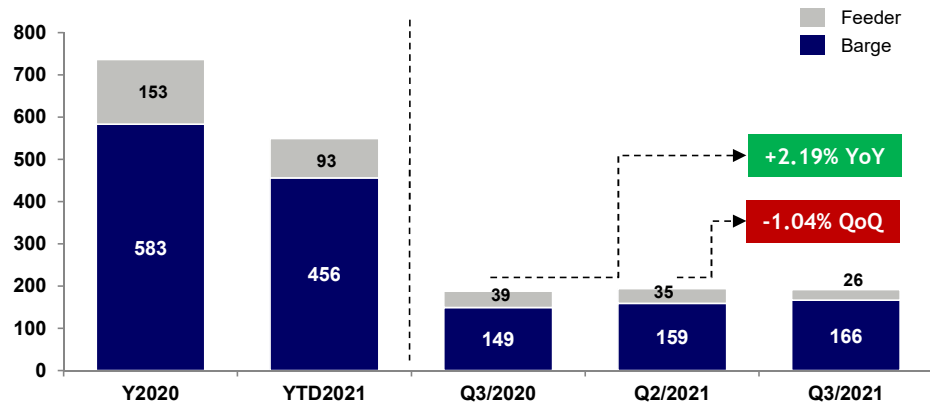


Gross Profit

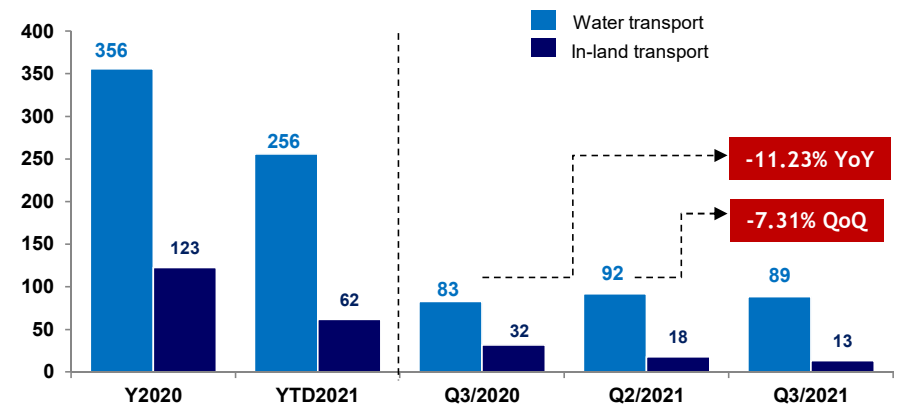


# Terminal Activities

Terminal Handling - Revenues (THB million)



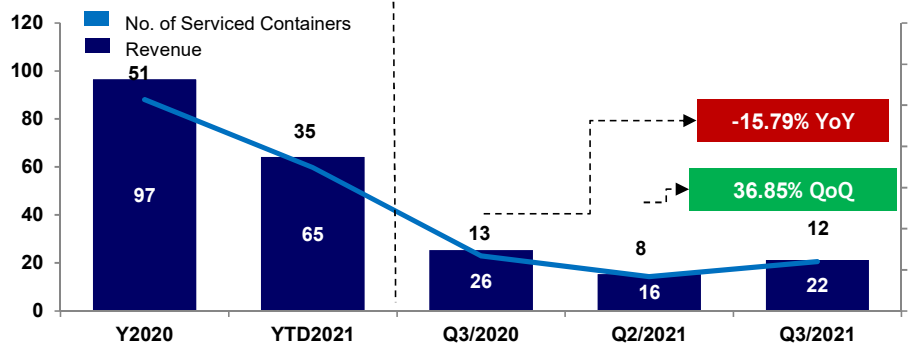
Terminal Handling - Container Throughput ('000 TEUs)



CFS/LCL

Unit: THB million

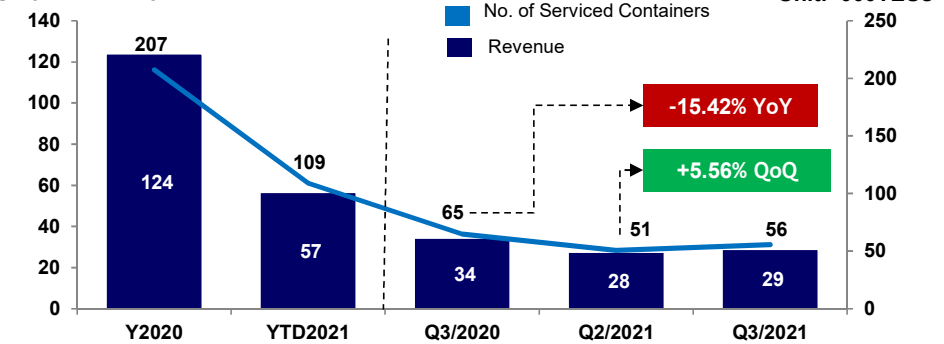
Unit: '000TEUs



Container Depot

Unit: THB million

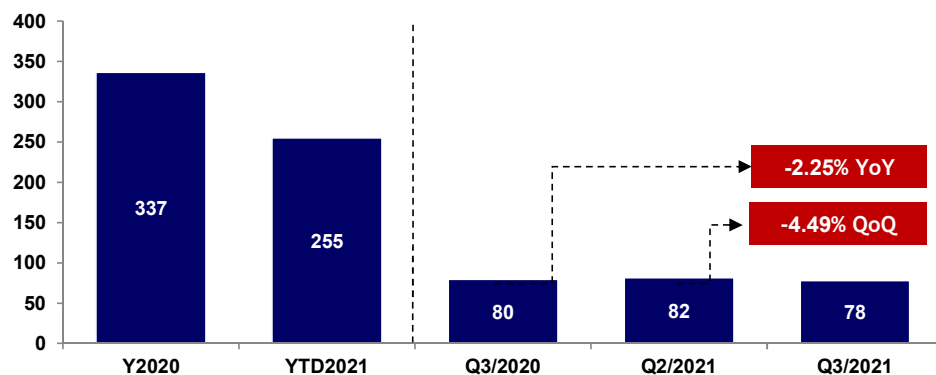
Unit: '000TEUs



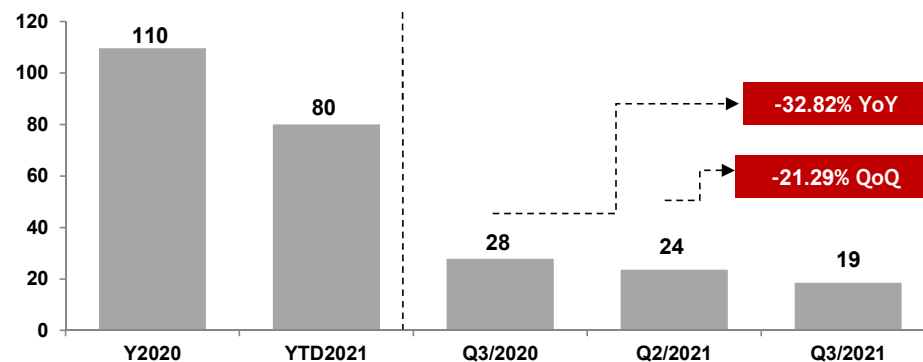


## Non-Terminal Activities

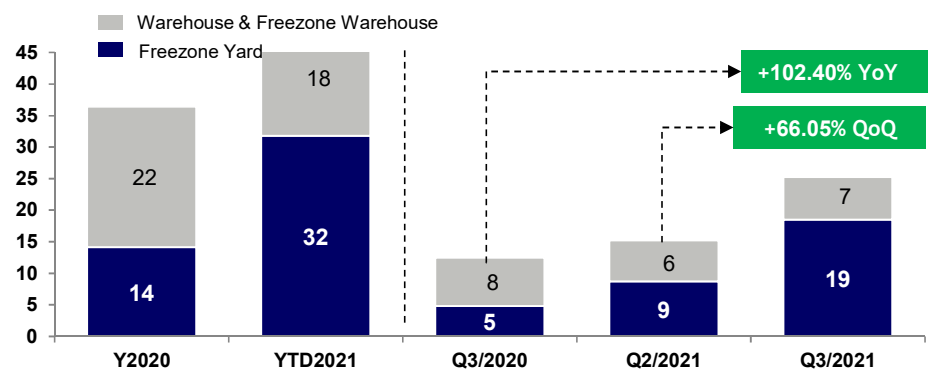
In-land Transportation - Revenues (THB million)



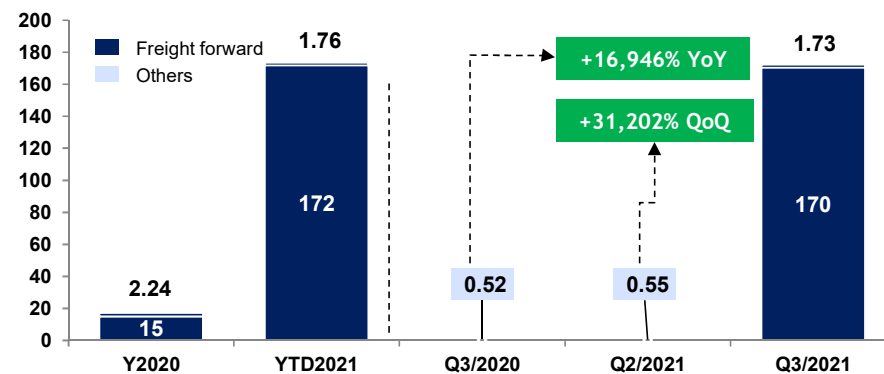
In-land Transportation - Serviced Containers ('000 Containers)



Revenues from Warehouse & Yard (THB million)

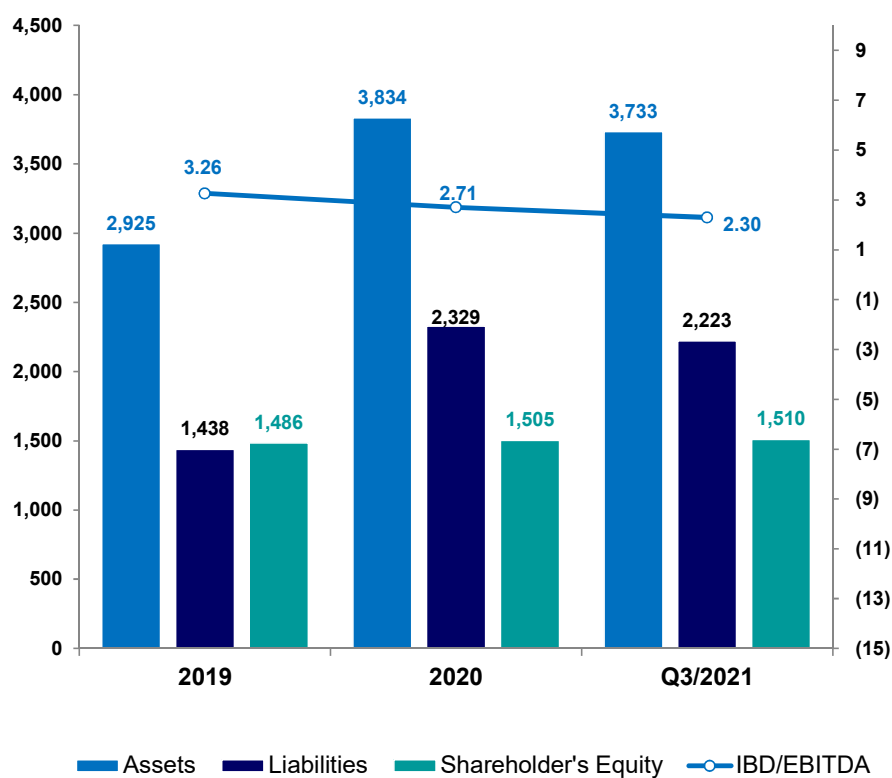


Revenues from Others (THB million)

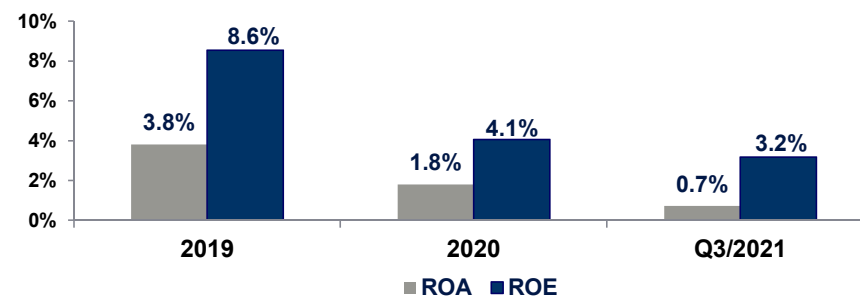


# Overall Financial Position

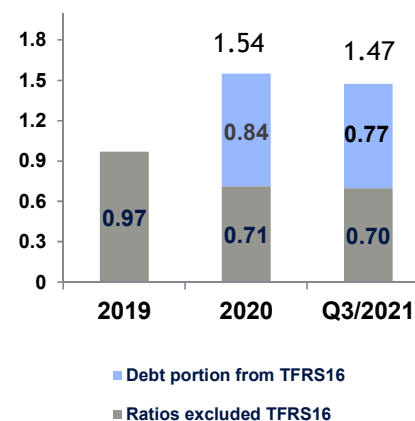
Assets, Liabilities and Shareholder's Equity (THB million)



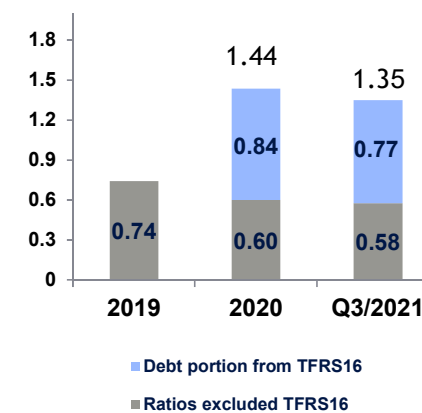
Ratios (%)



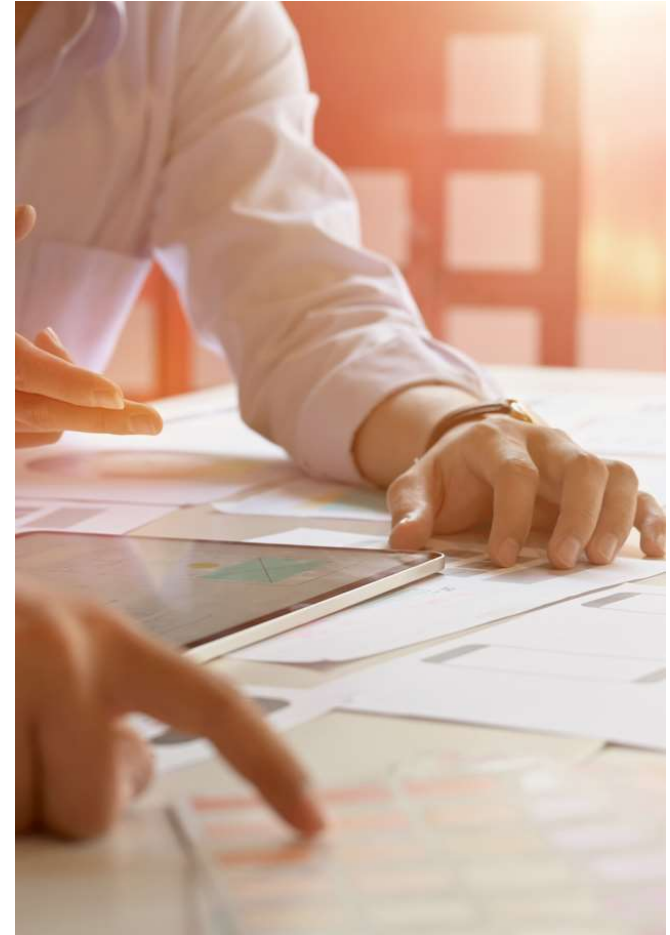
Debt to Equity Ratio (Times)



Interest Bearing Debt to Equity (Times)



# **BUSINESS OUTLOOK 2021**





# BUSINESS OUTLOOK 2021



## Organic Growth

- Cold chain
- Bulk cargo



## Business Expansion

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

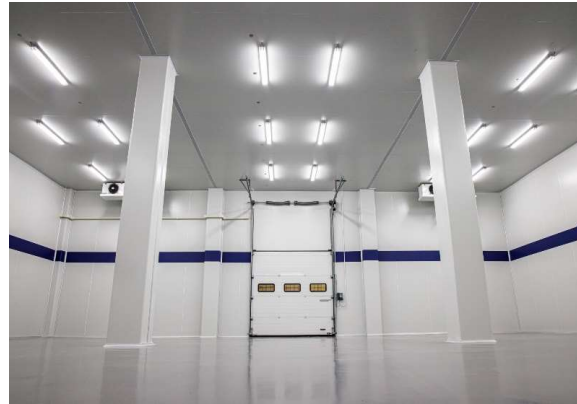


## Other Development

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

# Organic Growth

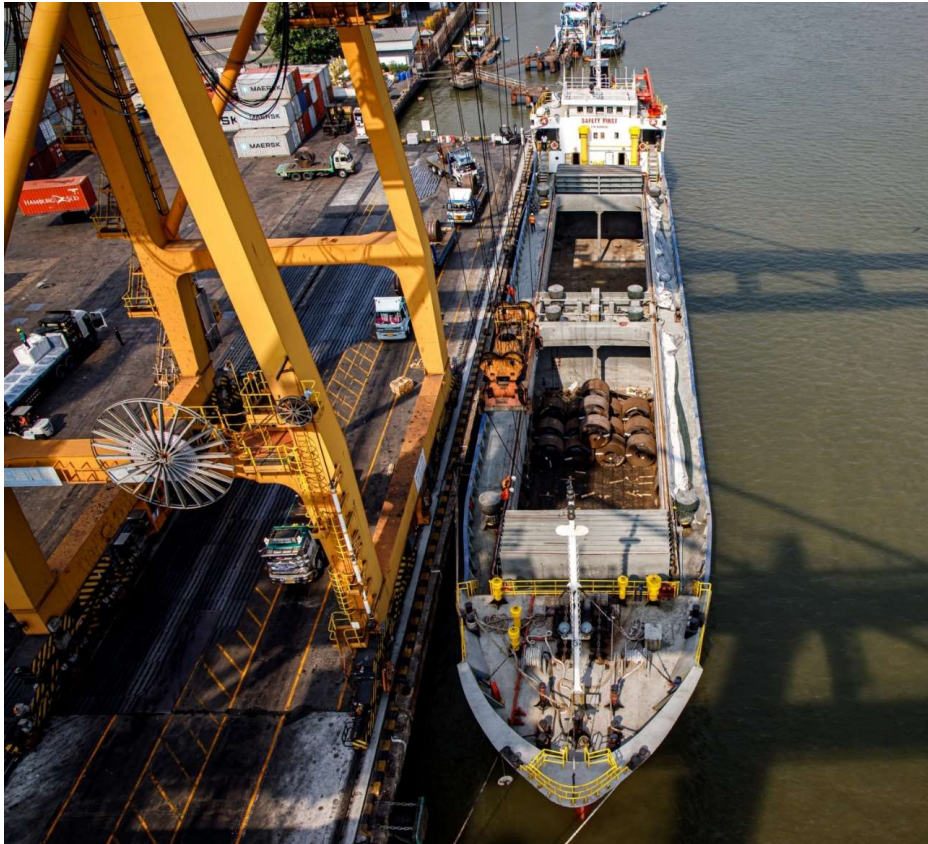
## Cold Chain in Bonded Warehouse





# Organic Growth

## ■ Bulk cargo



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

# Business Expansion

## Bangkok River Terminal

Commercial international port project.

Planned opening in 1H/2023



EIA  
Approved



## Bangkok Logistic Park

Warehouses and industrial properties

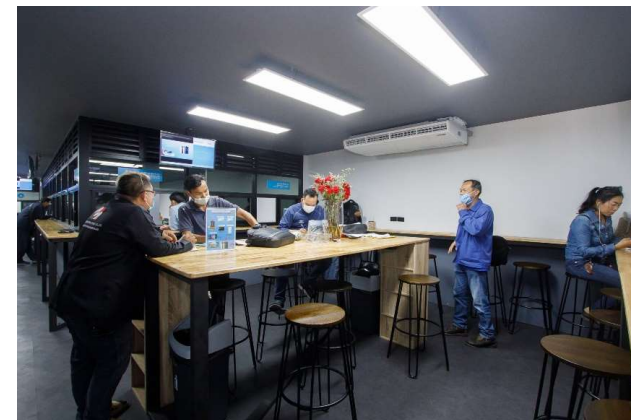
Planned opening in 1H/2022





# 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

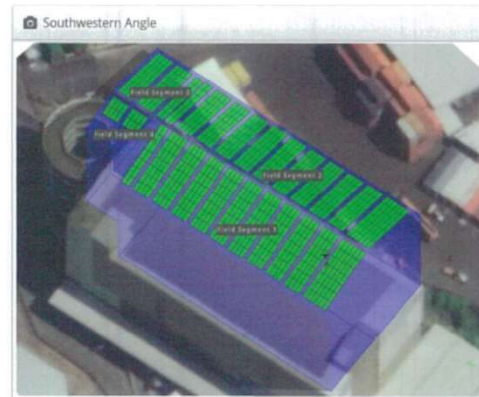
## Fast lane



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





**SAHA THAI**  
TERMINAL

# Q&A





**SAHATHAI**  
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*ALL THE RIGHT CONNECTIONS*

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