



## OPPORTUNITY DAY Q1/2022

7 June 2022

# PORT

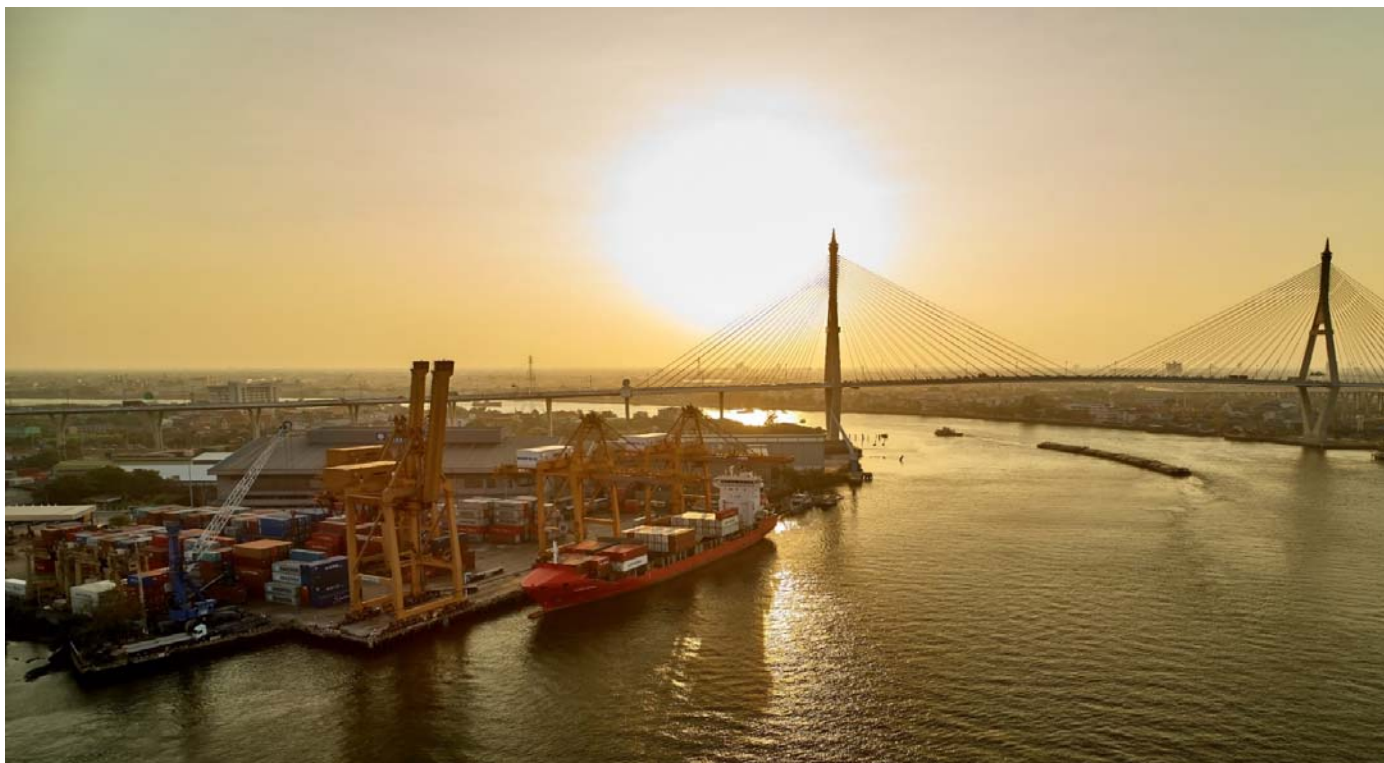
*"ALL THE RIGHT CONNECTIONS"*





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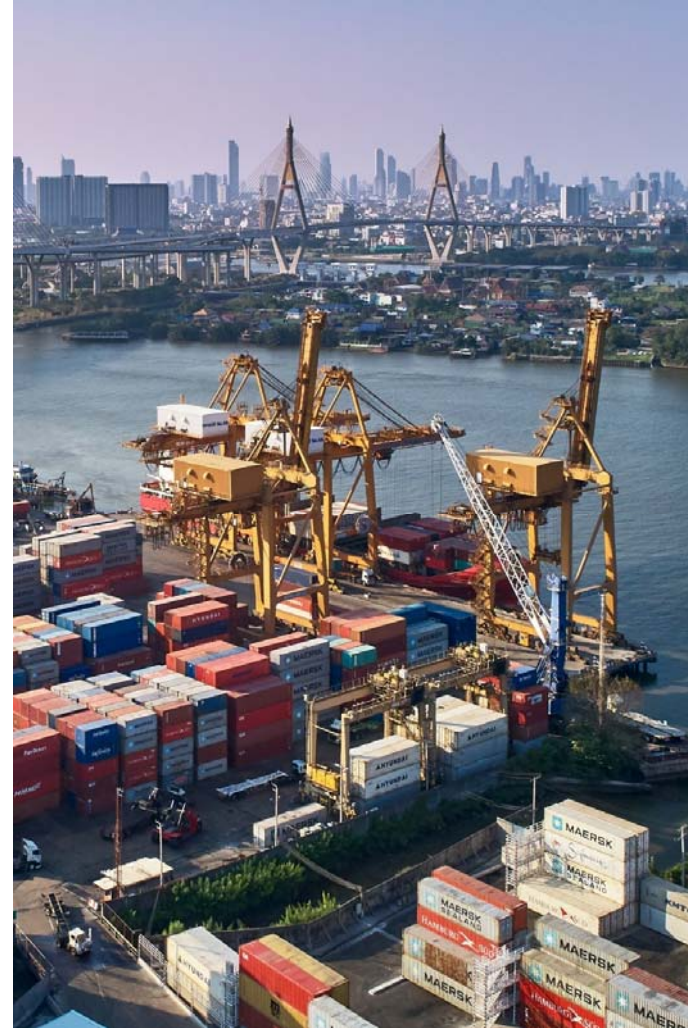


## Disclaimers

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



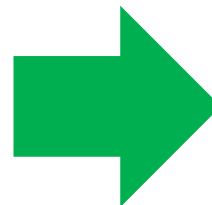
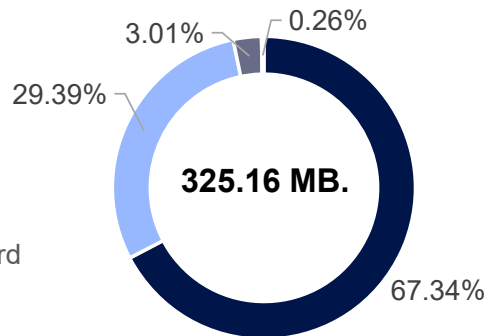
STT

Freight forward

## 4 Business Units with Terminal as our core business

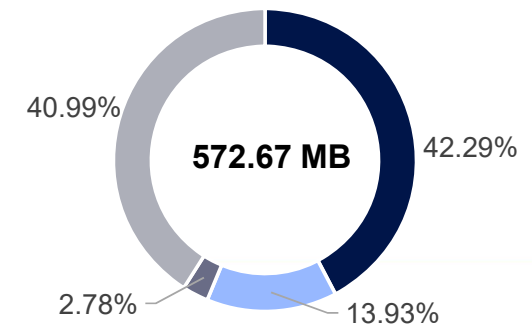
**Q1/2021**

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



**Q1/2022**

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



# 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



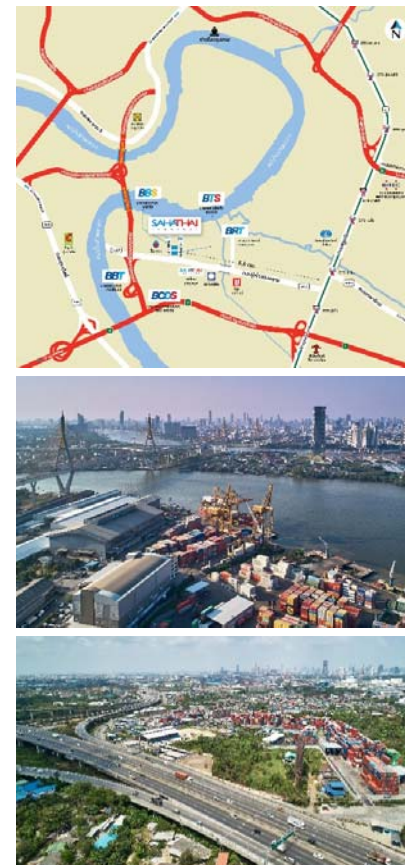
	Subsidiary			Associate		
	51.00%	99.99%	99.99%	55.00%	40.00%	25.00%
	<b>Bangkok Barge Terminal (BBT)</b>	<b>Bangkok Container Depot Service (BCDS)</b>	<b>Bangkok Trucking Service (BTS)</b>	<b>Bangkok River Terminal (BRT)</b>	<b>Bangkok Barge Services (BBS)</b>	<b>Bangkok Logistic Park (BLP)</b>
<b>Business</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 50% THB 75 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 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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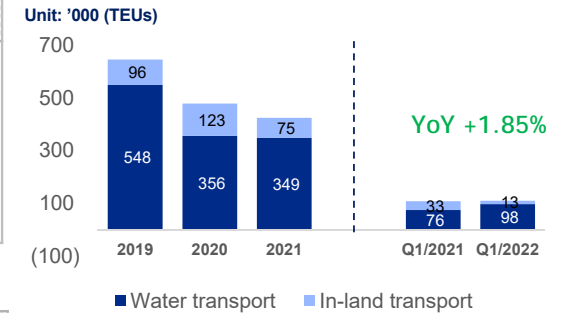
## Expert in terminal handling business

### 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"> <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

- 8 years ended May 2023
- 8 years ended Oct 2024
- 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 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

## 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>	

## Container Depot

### Bangkok Container Depot Service

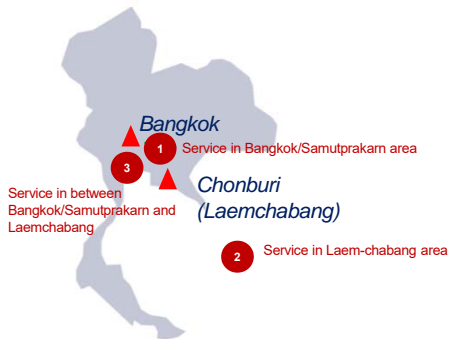


Operating areas	Type of Services	Main Equipment	No. of serviced containers
37 Rais – Current onwards (Own 100%)	<ul style="list-style-type: none"> <li>Cleaning</li> <li>Repair &amp; Maintenance</li> <li>Lifting</li> <li>Storage</li> <li>Container depot service</li> </ul>	<ul style="list-style-type: none"> <li>Outsourcing equipment and workers</li> </ul>	

# 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 (TEUs) 
Destination • Warehouse • Port • Factory			

## General & Freezone Areas

## Freight Forward

### Sahathai Terminal

General Warehouse use (18 Rais)  
Freezone yard

### 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

- ✓ 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

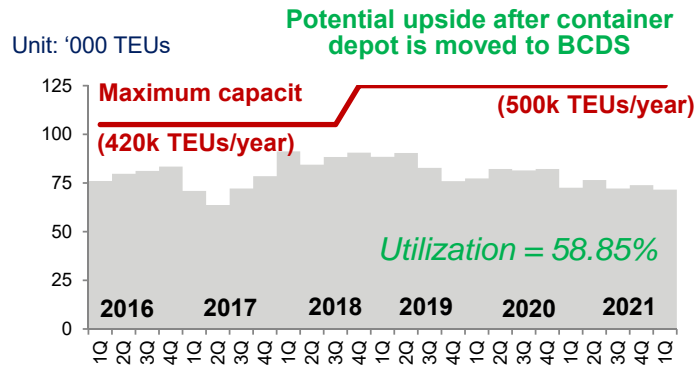
Shipping Agents  
Negotiate on freight slots

### Unit: THB million

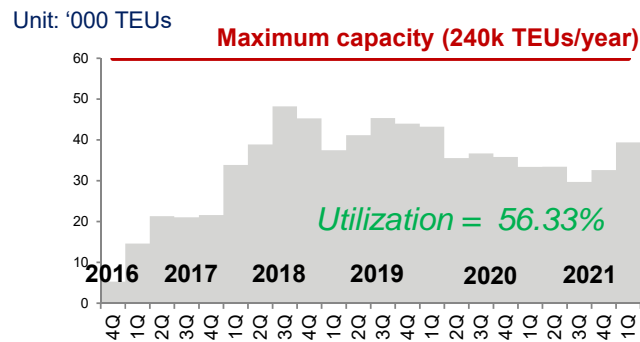
YoY +97,550%

## Covered investment to capture growth

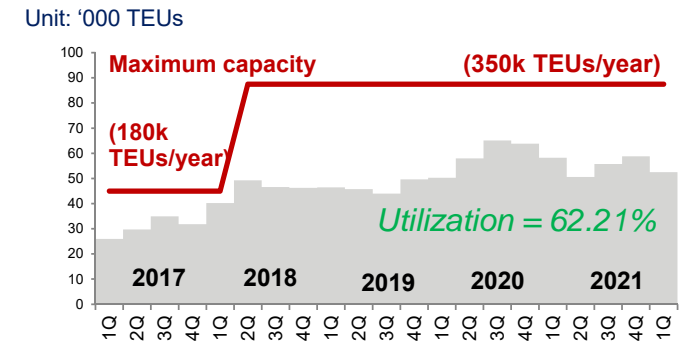
### Container Throughput - Sahathai



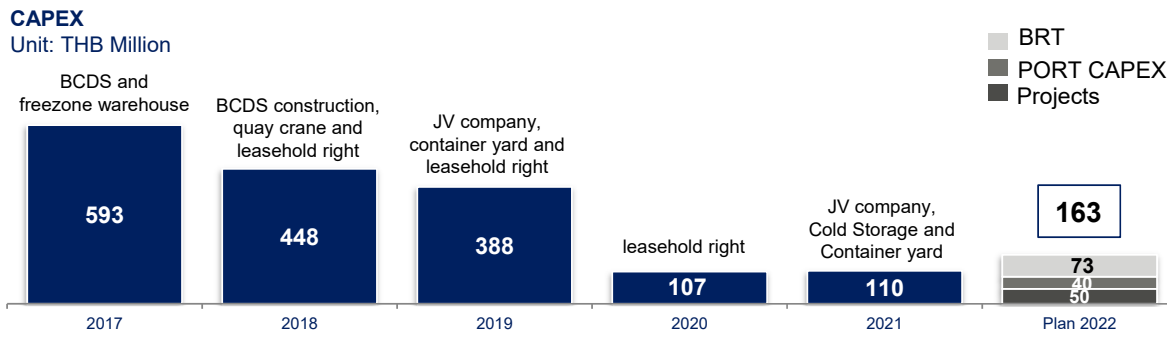
### Container Throughput - BBT



### Container Throughput - Depot



## CAPEX in new assets for better performance



### Sahathai Terminal Projects



Solar Roof top

Renovate

# INDUSTRY UPDATE



# Industry Update - Global

## Market Trend



Shipping lines have deployed as much capacity as possible on the more-lucrative transpacific and Asia-Europe trades, **leaving intra-Asia capacity down 11% and with 331,000 fewer slots than in 2020.**

Naturally, this has had an impact on freight rates. According to Xeneta, in the first half of January, spot rates from the main Chinese ports to the main Japanese and South Korean hubs rose to an average of \$1,800 per 40ft, compared with \$1,400 in 2021 and \$640 in 2020.

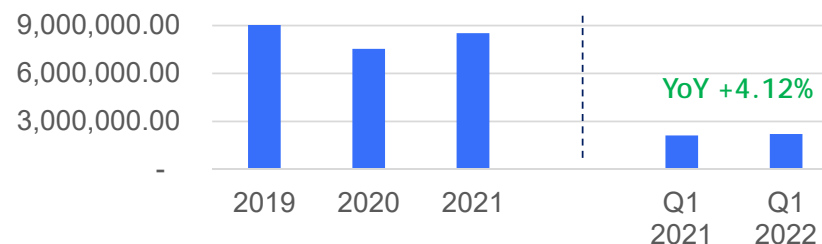
DB Schenker said the space shortages and rate increases, had been compounded by “massive port congestion” in the region, particularly Bangkok. **The forwarder said feeder services were “unstable, with frequent delays”, noting many blank sailings or port omissions being applied to connecting vessels for long-haul tradelanes.**

# Industry Update – Thailand 2021



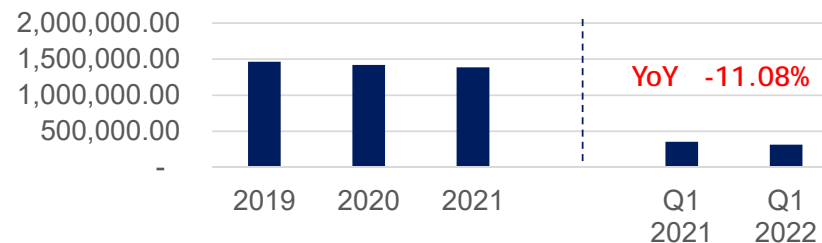
**Laem Chabang**

**Container Throughput**



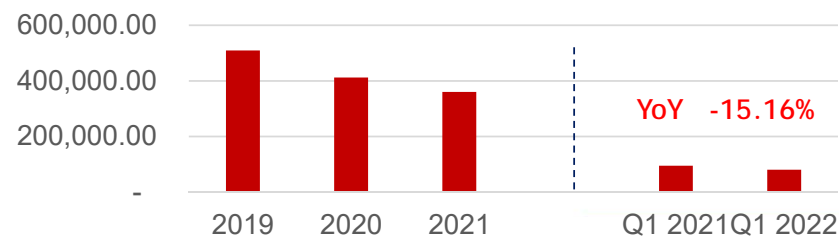
**Bangkok Port**

**Container Throughput**



**Private Port**

**Container Throughput**

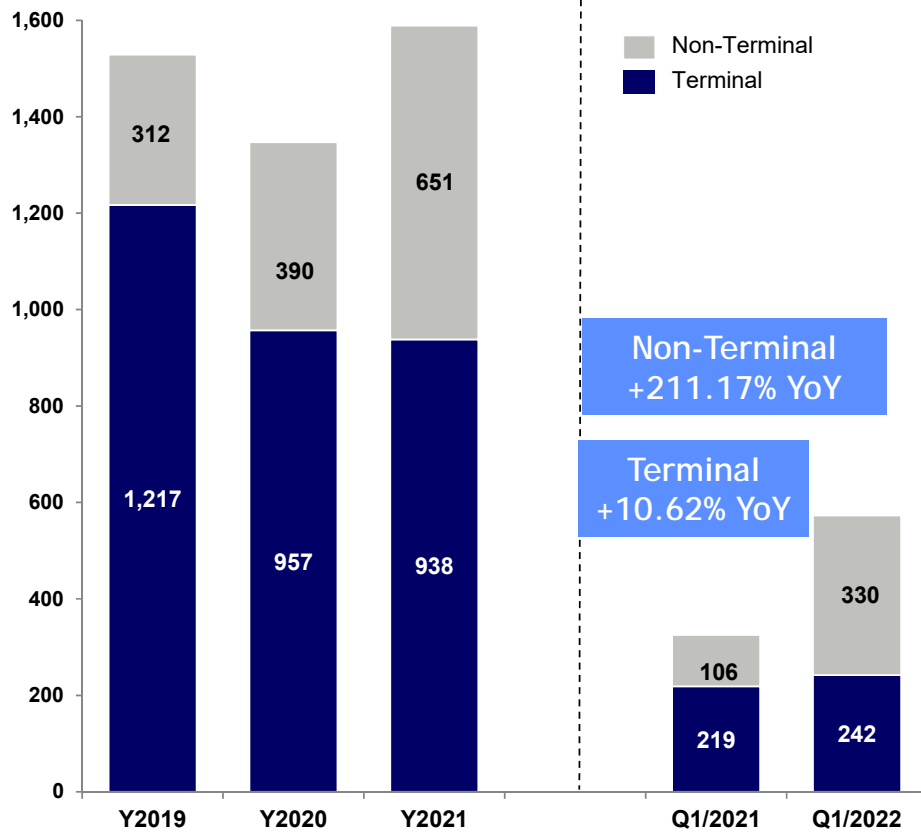


# FINANCIAL HIGHLIGHT

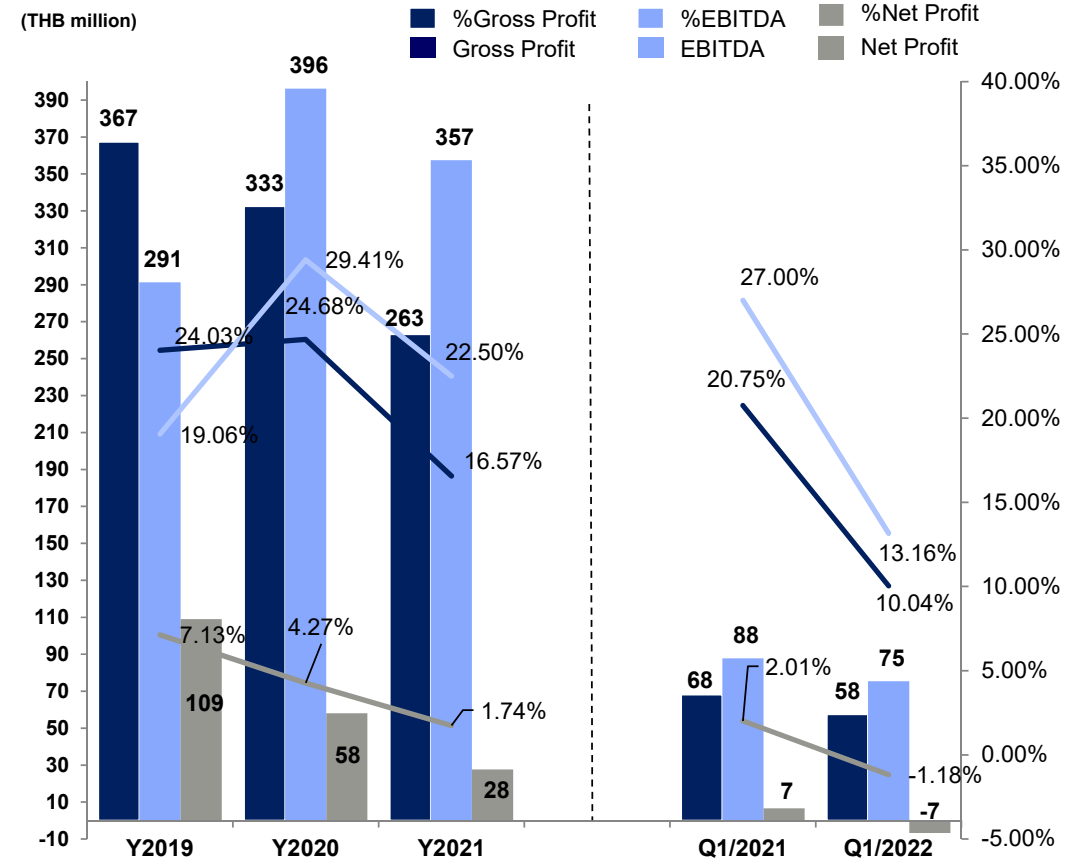


# Overall performance – Consolidated

Total Revenues (THB million)



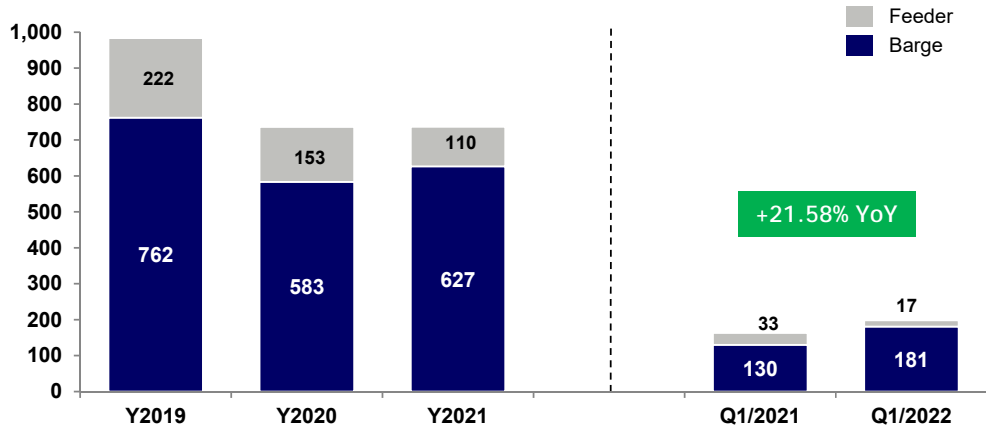
Gross Profit



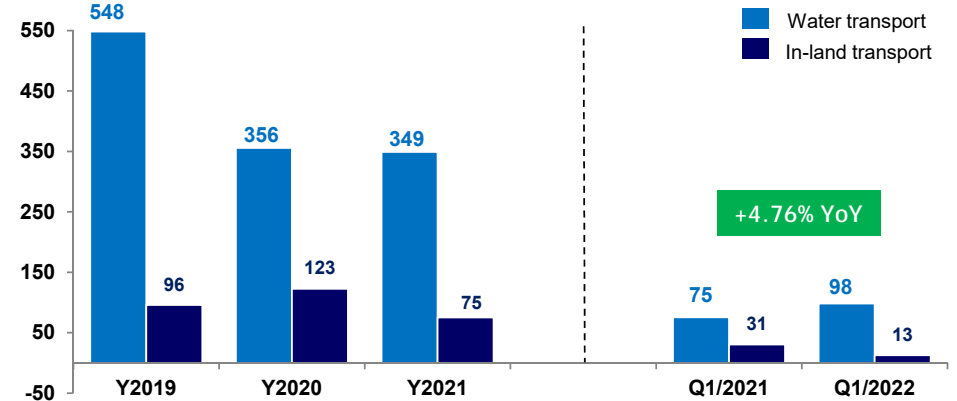


# Terminal Activities

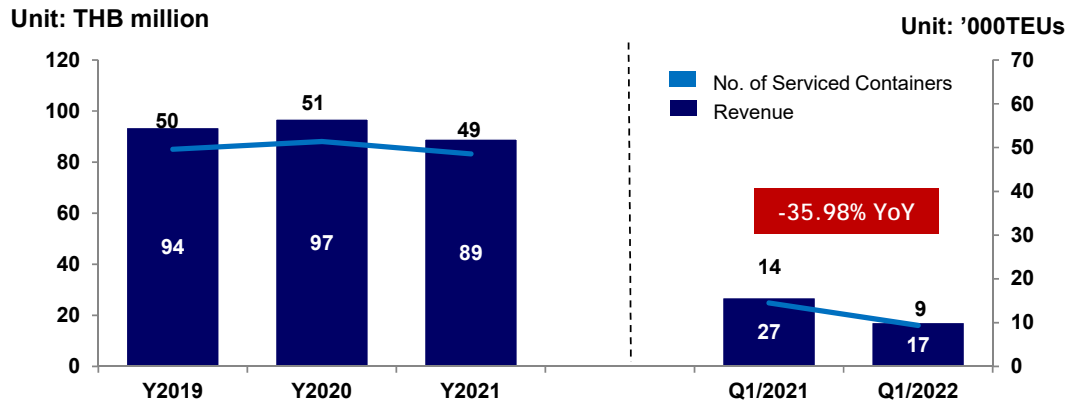
Terminal Handling - Revenues (THB million)



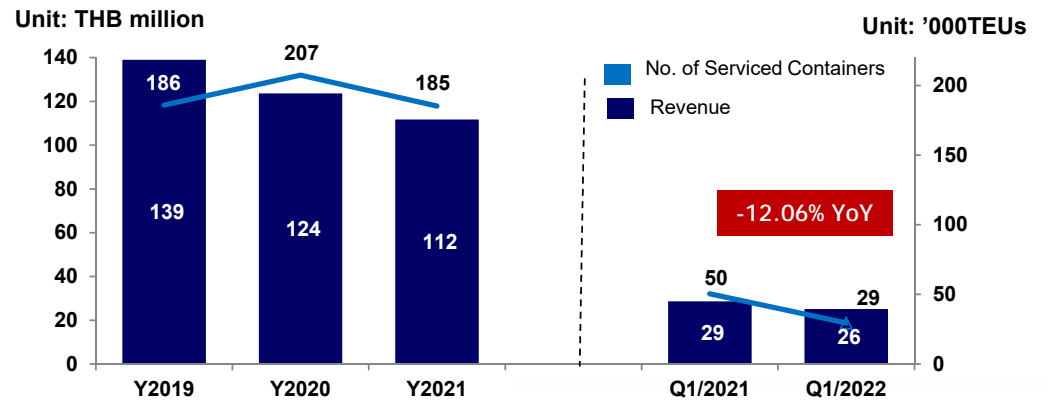
Terminal Handling - Container Throughput ('000 TEUs)



CFS/LCL

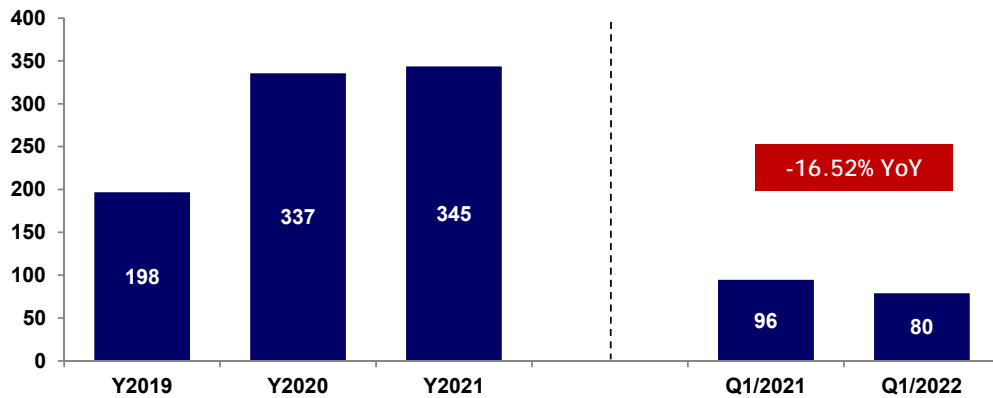


Container Depot

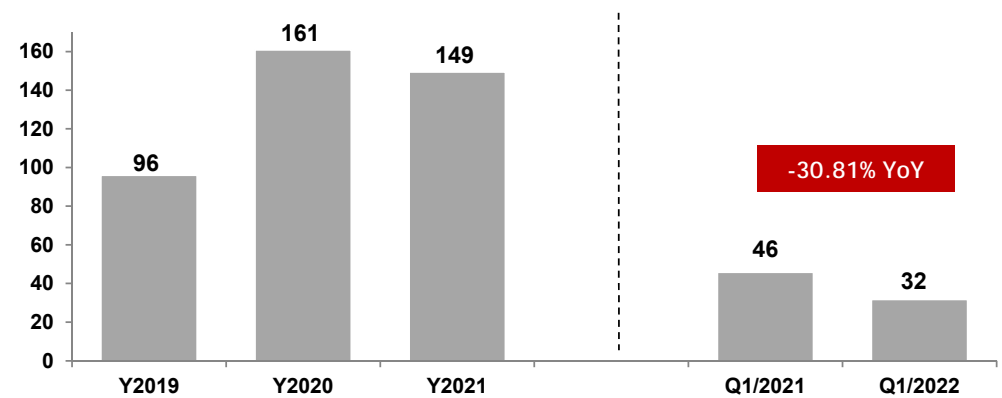


# Non-Terminal Activities

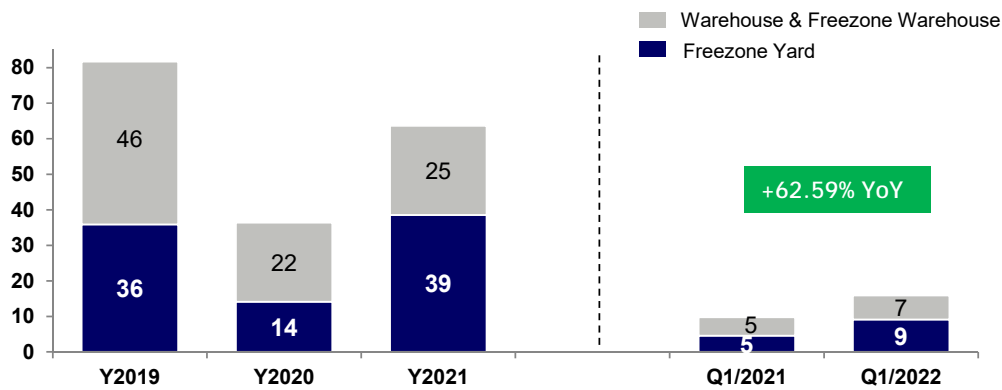
**In-land Transportation - Revenues (THB million)**



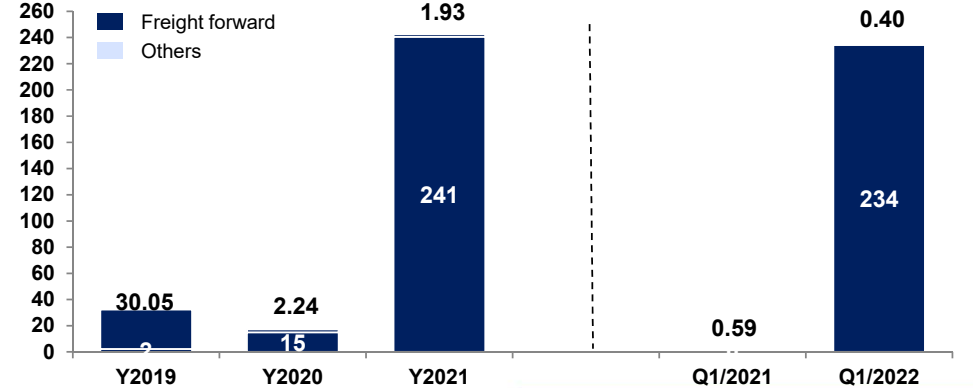
**In-land Transportation - Serviced Containers ('000 TEUs)**



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

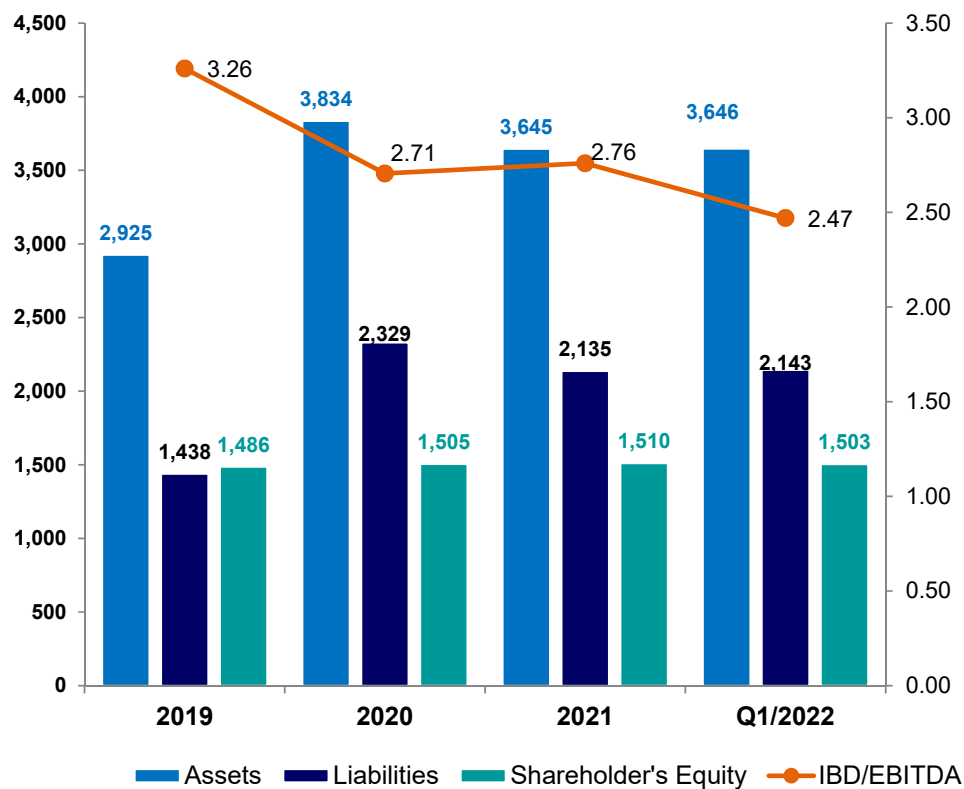


**Revenues from Others (THB million)**

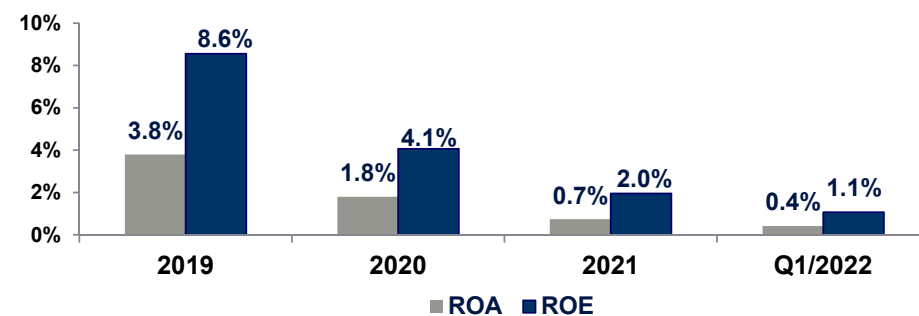


# Overall Financial Position

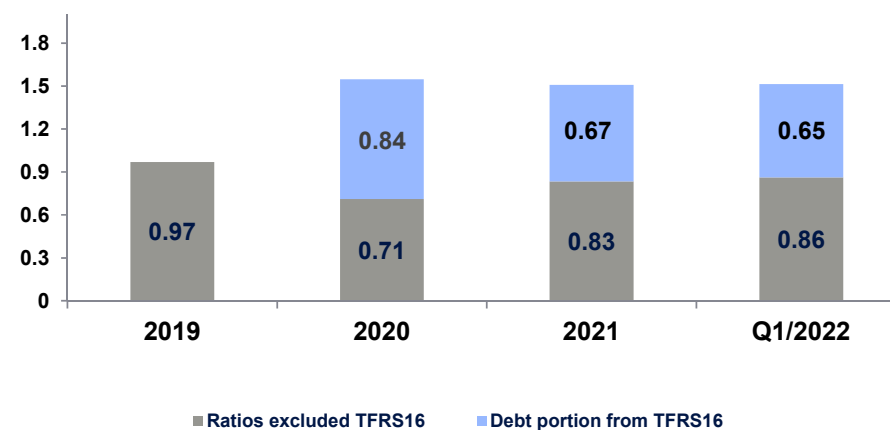
## Assets, Liabilities and Shareholder's Equity (THB million)



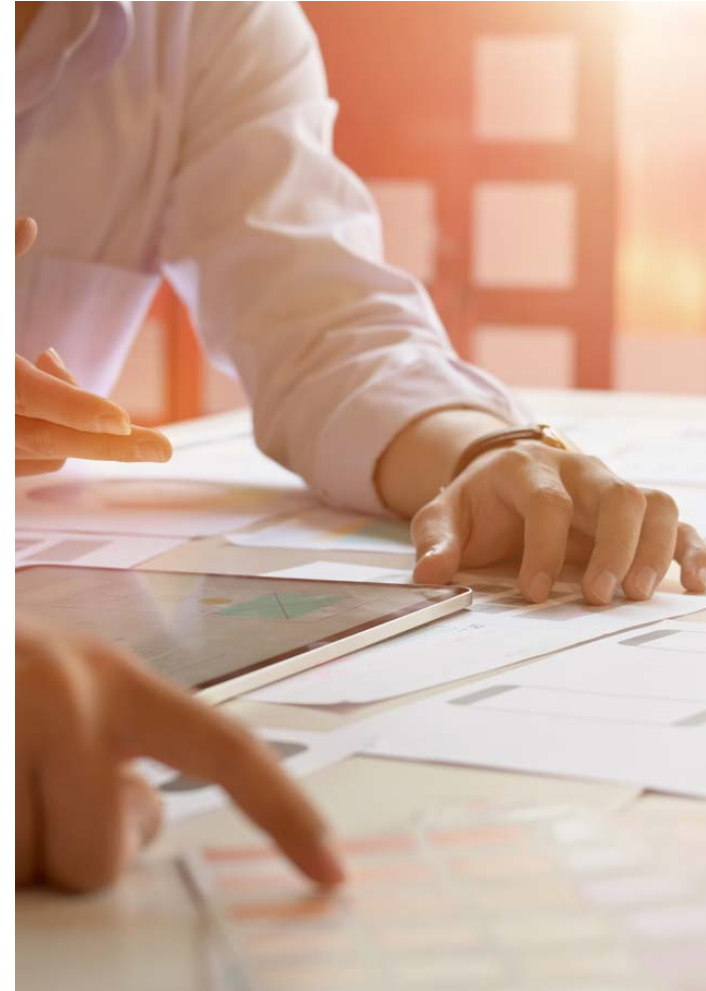
## Ratios (%)



## Debt to Equity Ratio (Times)



# **BUSINESS OUTLOOK 2022**



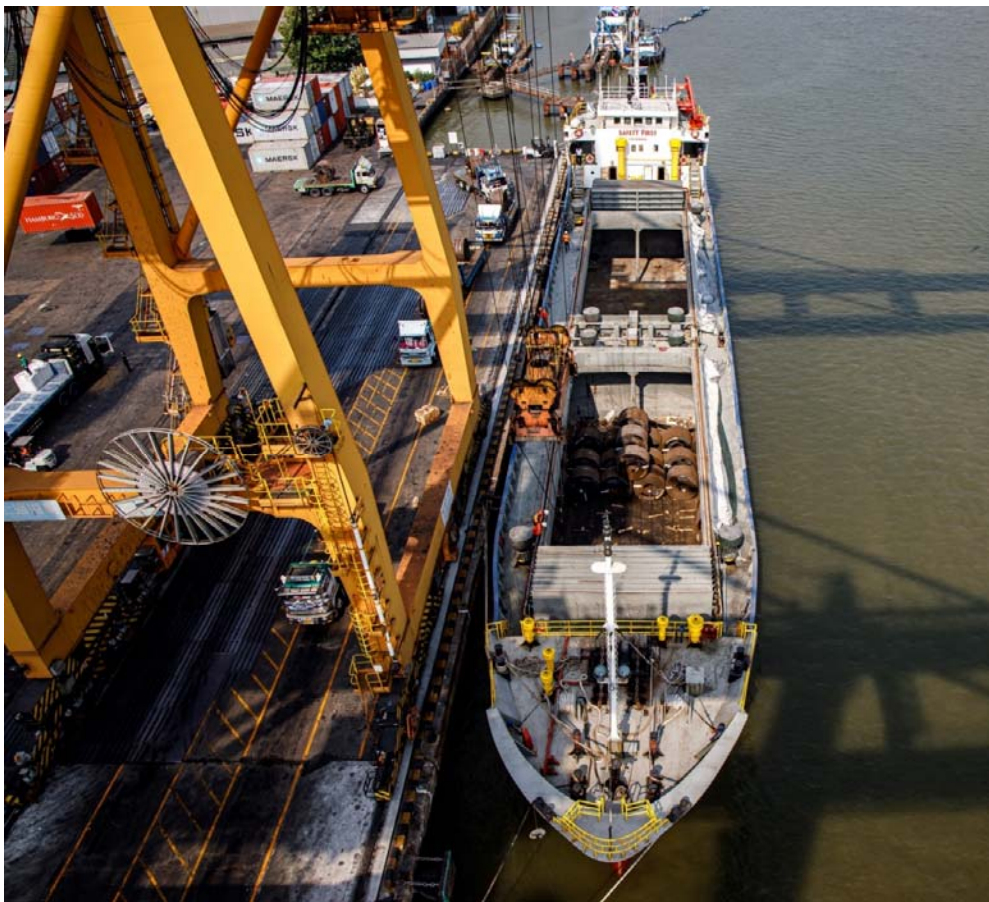
# Organic Growth

## Bonded & Free Zone 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



## Bangkok Logistic Park

Warehouses and industrial properties  
Planned opening in 2H/2022





# Q&A





THANK YOU

*ALL THE RIGHT CONNECTIONS*

For more information, Please visit our website: <http://sahathaiterminal.com>  
or contact us at [worravit.a@sahathaiterminal.com](mailto:worravit.a@sahathaiterminal.com) Tel. +66 (0) 2386 8000 # 1401