



OPPORTUNITY DAY FY2022

5 Apr 2023

PORT

"ALL THE RIGHT CONNECTIONS"





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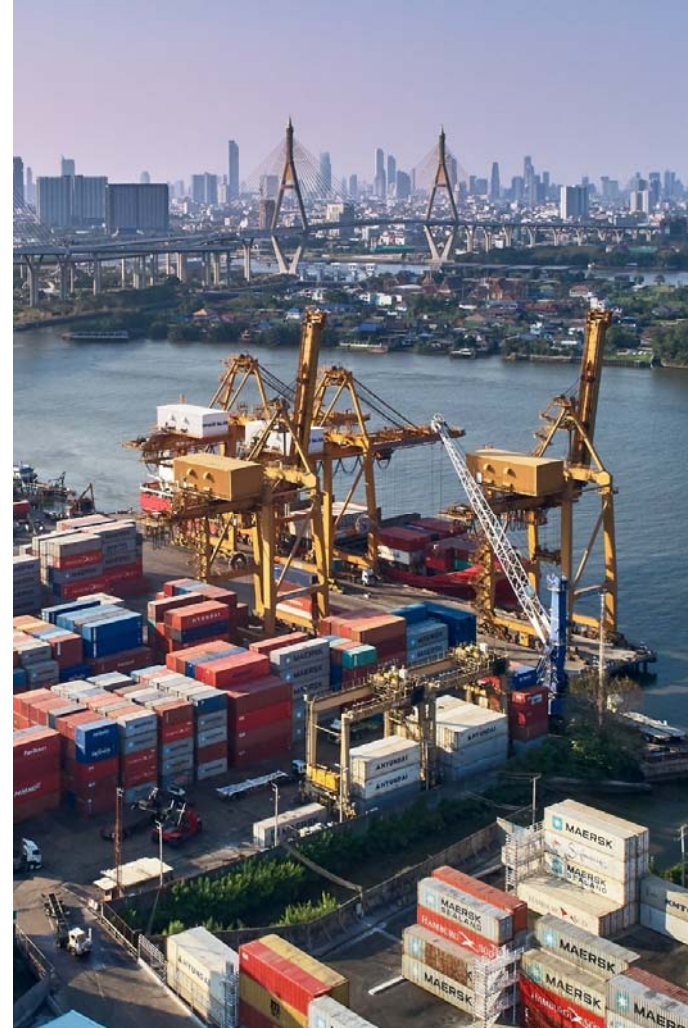


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Some statements made in this material are forward-looking statements with the relevant assumptions, which are subject to various risks and uncertainties. These include statements with respect to our corporate plans, strategies and beliefs and other 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

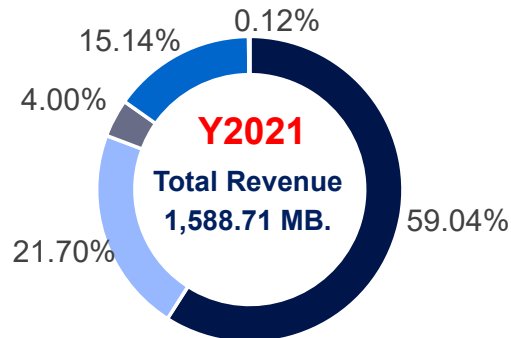


STT

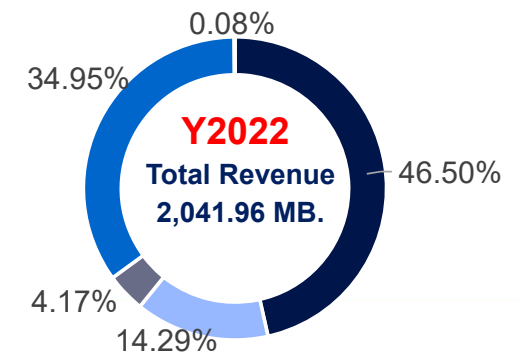
Freight forward

4 Business Units with Terminal as our core business

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



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



Group Structure



Sahathai Terminal (PORT)	
Business	- Commercial Terminal for international and domestic uses - Logistic services
Capital	THB 511 million (Registered) THB 304 million (Paid-up)

CG SCORE: 5/5



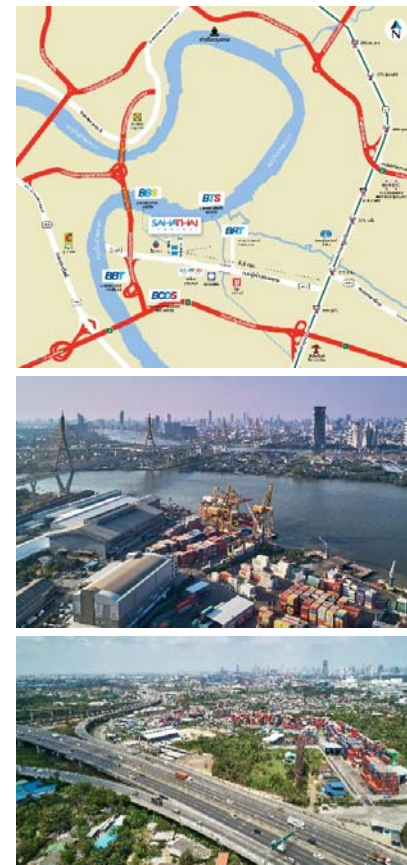
	Subsidiary			Associate		
	51.00%	99.99%	99.99%	55.00%	40.00%	25.00%
	Bangkok Barge Terminal (BBT)	Bangkok Container Depot Service (BCDS)	Bangkok Trucking Service (BTS)	Bangkok River Terminal (BRT)	Bangkok Barge Services (BBS)	Bangkok Logistic Park (BLP)
Business	Commercial Terminal for domestic use	Empty Container Depot Services	In-land Transportation	commercial international port project.	Barge Fleet Management	Warehouses and industrial properties in Thailand
Capital	THB 235 million	THB 200 million	THB 5 million	THB 150 million (paid up 50% THB 75 million)	THB 30 million	THB 300 million
Shareholder	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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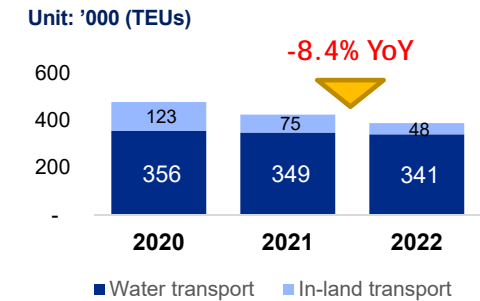
Expert in terminal handling business

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"> Feeder & Barge terminal Barge transportation 	<ul style="list-style-type: none"> 4 Gantry cranes 2 Jib cranes 2 RTG cranes 1 Mobile harbour crane 	<ul style="list-style-type: none"> Reach stackers Side stackers Yard trucks Material handling equipment 	

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

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"> • Stuffing • Unstuffing 	<ul style="list-style-type: none"> • Outsourcing equipment and workers 	Unit: '000 (TEUs) -25.1% YoY <table border="1"> <caption>Container Throughput Data (Unit: '000 TEUs)</caption> <thead> <tr> <th>Year</th> <th>Unstuffing</th> <th>Stuffing</th> <th>Total</th> </tr> </thead> <tbody> <tr> <td>2020</td> <td>45.45</td> <td>5.93</td> <td>51.38</td> </tr> <tr> <td>2021</td> <td>45.56</td> <td>2.74</td> <td>48.30</td> </tr> <tr> <td>2022</td> <td>33.12</td> <td>3.06</td> <td>36.18</td> </tr> </tbody> </table>	Year	Unstuffing	Stuffing	Total	2020	45.45	5.93	51.38	2021	45.56	2.74	48.30	2022	33.12	3.06	36.18
Year	Unstuffing	Stuffing	Total																
2020	45.45	5.93	51.38																
2021	45.56	2.74	48.30																
2022	33.12	3.06	36.18																



Shipper
Consignee



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"> • Cleaning • Repair & Maintenance • Lifting • Storage 	<ul style="list-style-type: none"> • Outsourcing equipment and workers 	Unit: '000 (TEUs) -6.6% YoY <table border="1"> <caption>No. of serviced containers Data (Unit: '000 TEUs)</caption> <thead> <tr> <th>Year</th> <th>Unstuffing</th> <th>Stuffing</th> <th>Total</th> </tr> </thead> <tbody> <tr> <td>2020</td> <td>245.92</td> <td>0</td> <td>245.92</td> </tr> <tr> <td>2021</td> <td>223.47</td> <td>0</td> <td>223.47</td> </tr> <tr> <td>2022</td> <td>208.83</td> <td>0</td> <td>208.83</td> </tr> </tbody> </table>	Year	Unstuffing	Stuffing	Total	2020	245.92	0	245.92	2021	223.47	0	223.47	2022	208.83	0	208.83
Year	Unstuffing	Stuffing	Total																
2020	245.92	0	245.92																
2021	223.47	0	223.47																
2022	208.83	0	208.83																

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"> In-land container transportation by trucks 	<ul style="list-style-type: none"> Outsourcing trucks and drivers 	<p>Unit: '000 (TEUs) -20.5% YoY</p> <table border="1"> <tr><th>Year</th><th>No. of serviced containers ('000 TEUs)</th></tr> <tr><td>2020</td><td>160.90</td></tr> <tr><td>2021</td><td>149.44</td></tr> <tr><td>2022</td><td>118.88</td></tr> </table>	Year	No. of serviced containers ('000 TEUs)	2020	160.90	2021	149.44	2022	118.88
Year	No. of serviced containers ('000 TEUs)										
2020	160.90										
2021	149.44										
2022	118.88										
		<p>Destination</p> <ul style="list-style-type: none"> Warehouse Port Factory 									

General & Freezone Areas

Freight Forward

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

- ✓ Shipment organization for customers to ship imported/exported products from/to desired destinations through water transportation
- ✓ Strategic networks with worldwide shipping agents

Freight Forward

Exporter
Importer

Request order

Negotiate on freight slots

Shipping Agents

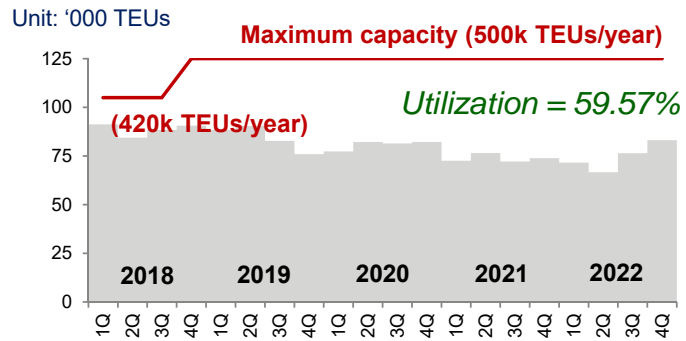
Unit: THB million

Year	Revenue (THB million)
2020	15.00
2021	240.53
2022	713.68

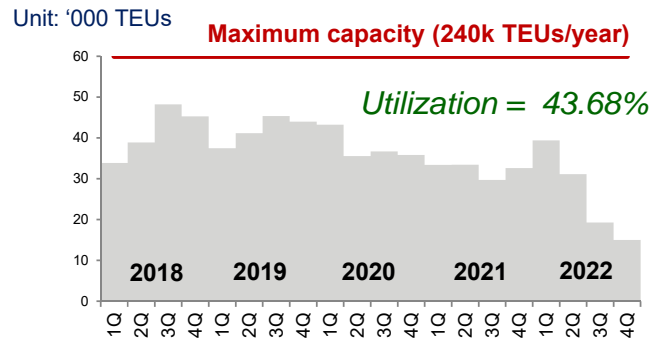
+196.7% YoY

Capacity Utilization

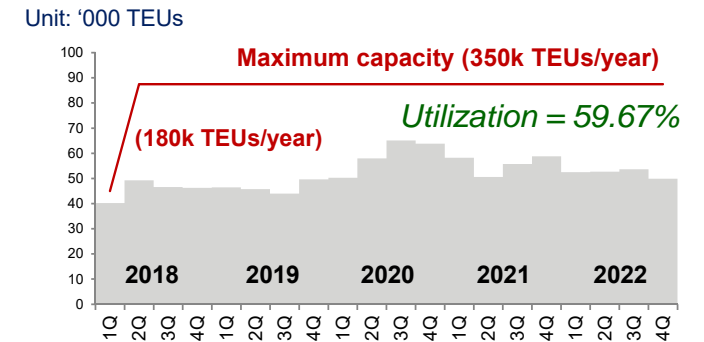
Container Throughput - Sahathai



Container Throughput - BBT

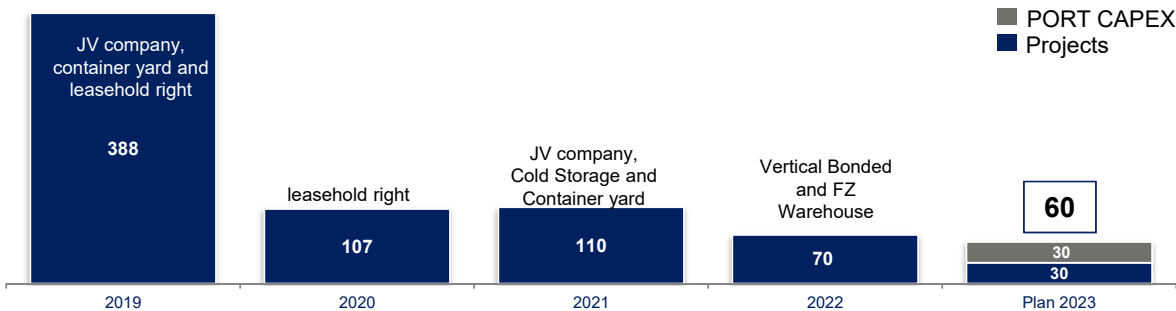


Container Throughput - Depot



CAPEX in new assets for better performance

Unit: THB Million



Sahathai Terminal Project 2023



Vertical Bonded & Free zone Warehouse

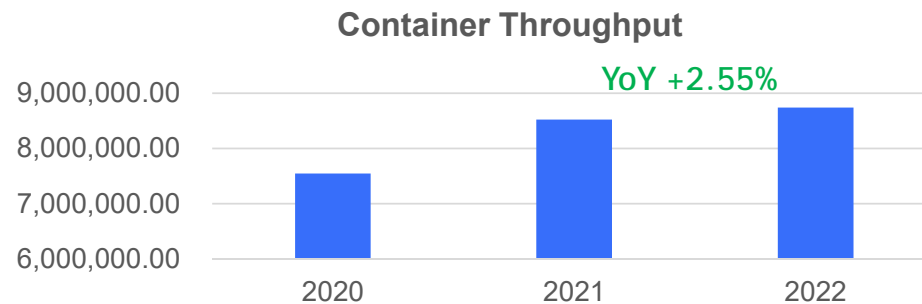
INDUSTRY UPDATE



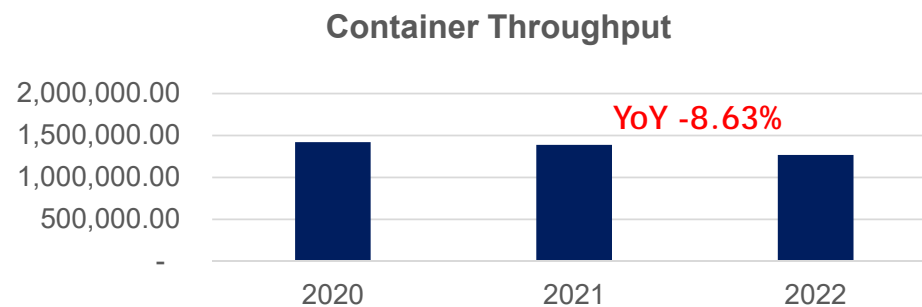
Industry Update – Thailand 2022



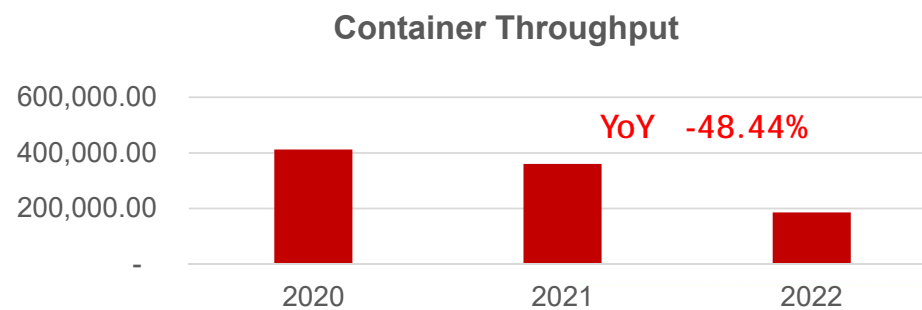
Laem Chabang



Bangkok Port



Private Port



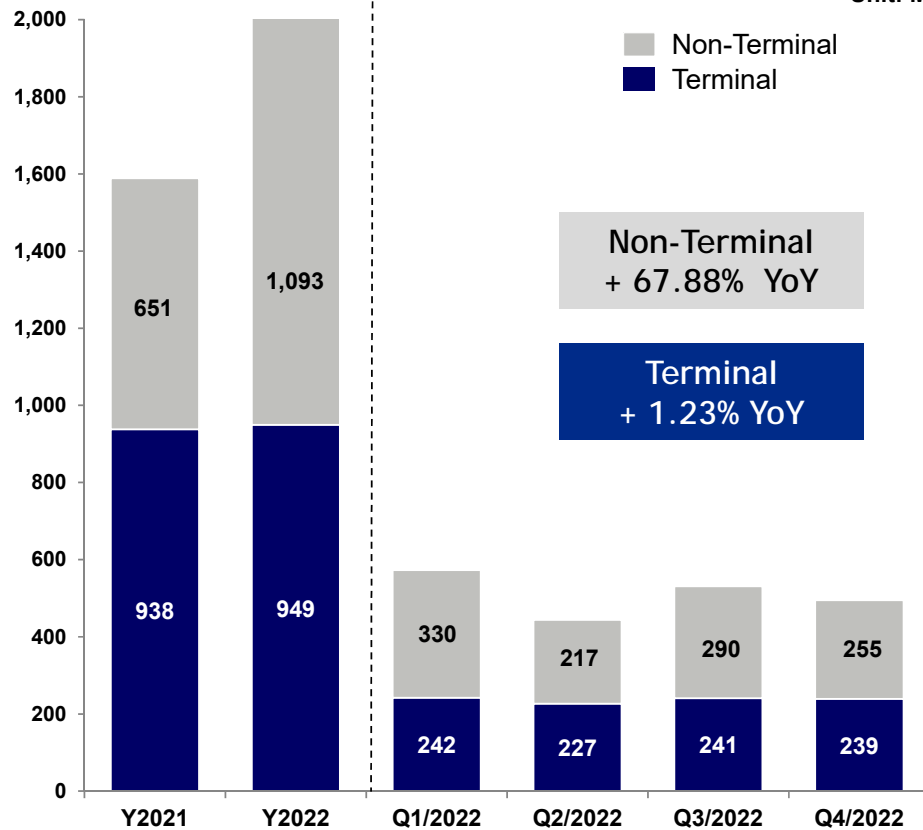
FINANCIAL HIGHLIGHT



Overall performance – Consolidated

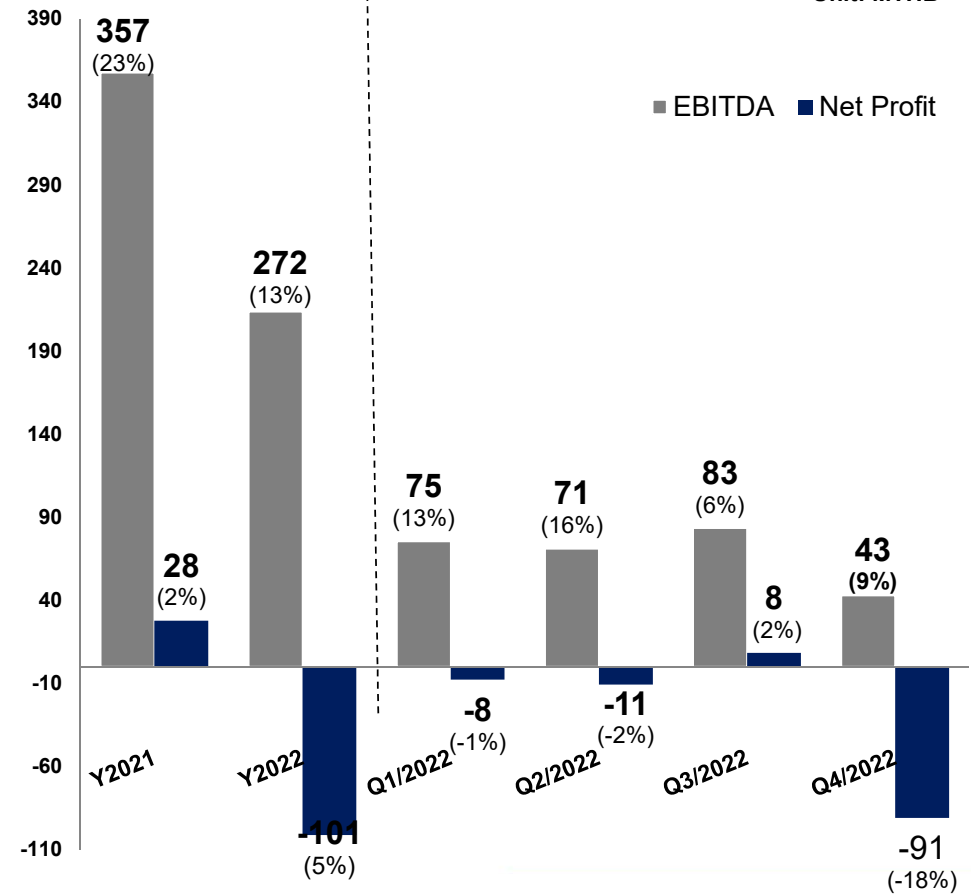
Total Revenues

Unit: MTHB



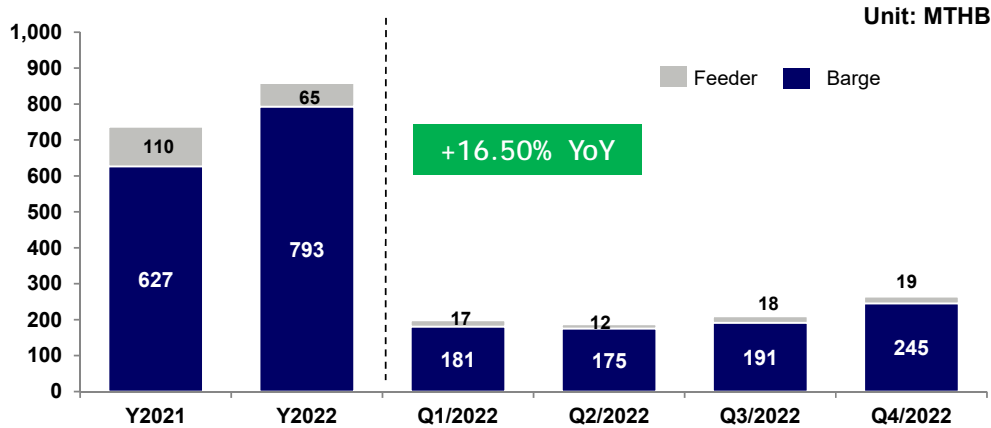
EBITDA and Net Profit

Unit: MTHB

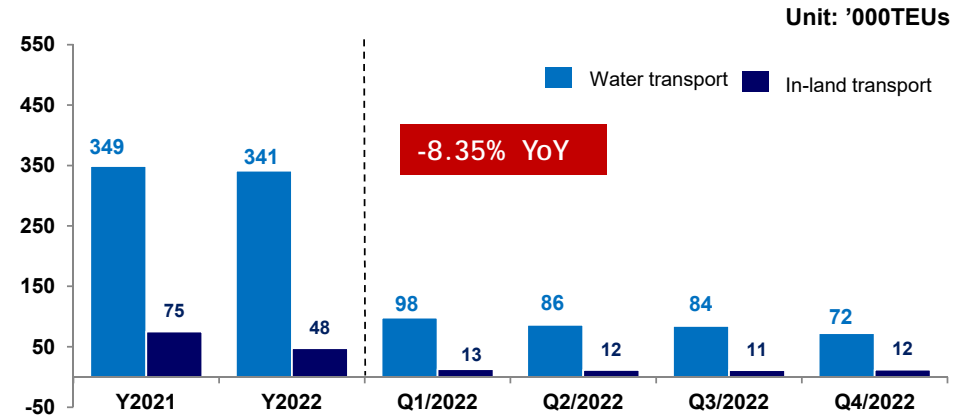


Terminal Activities

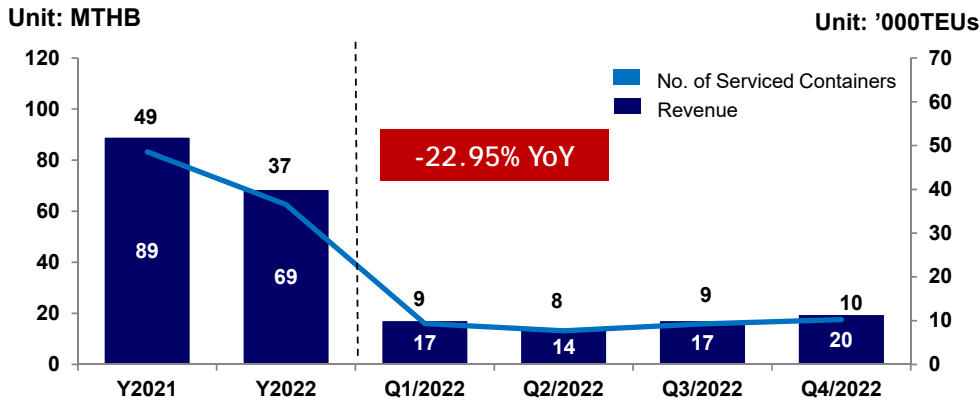
Terminal Handling - Revenues



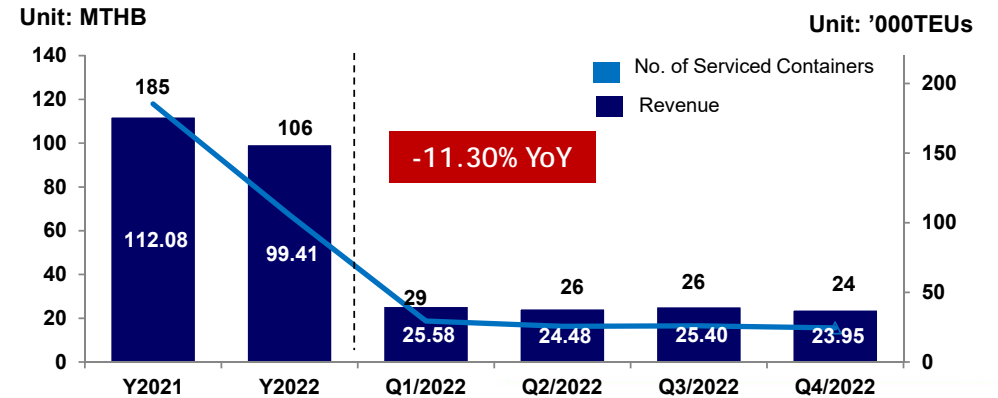
Terminal Handling - Container Throughput



CFS/LCL

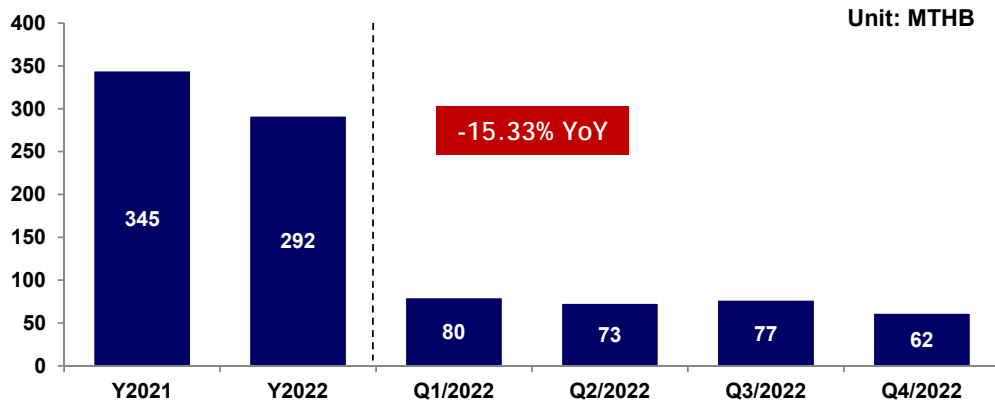


Container Depot

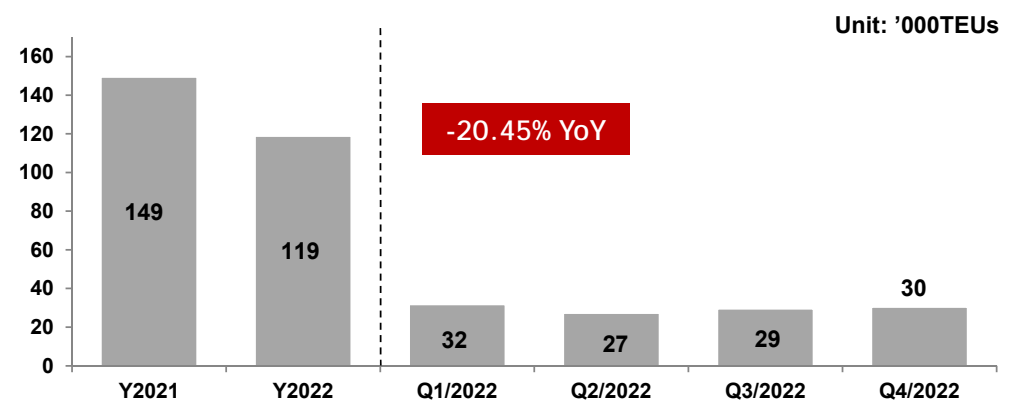


Non-Terminal Activities

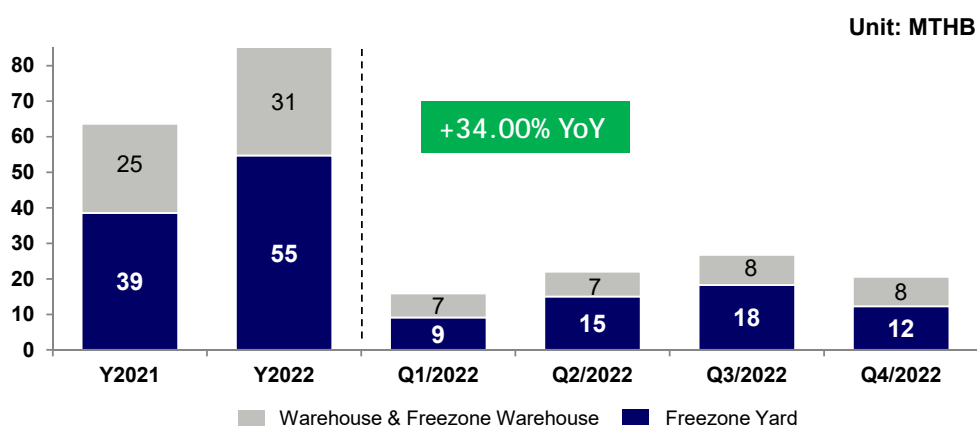
In-land Transportation - Revenues



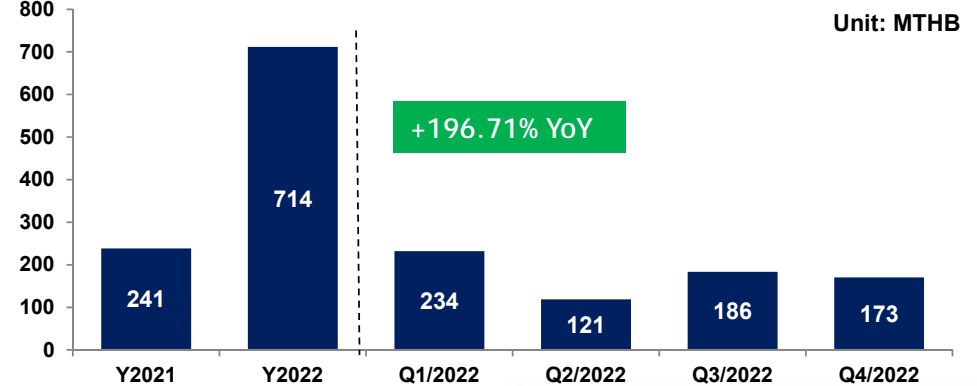
In-land Transportation - Serviced Containers



Revenues from Warehouse & Yard

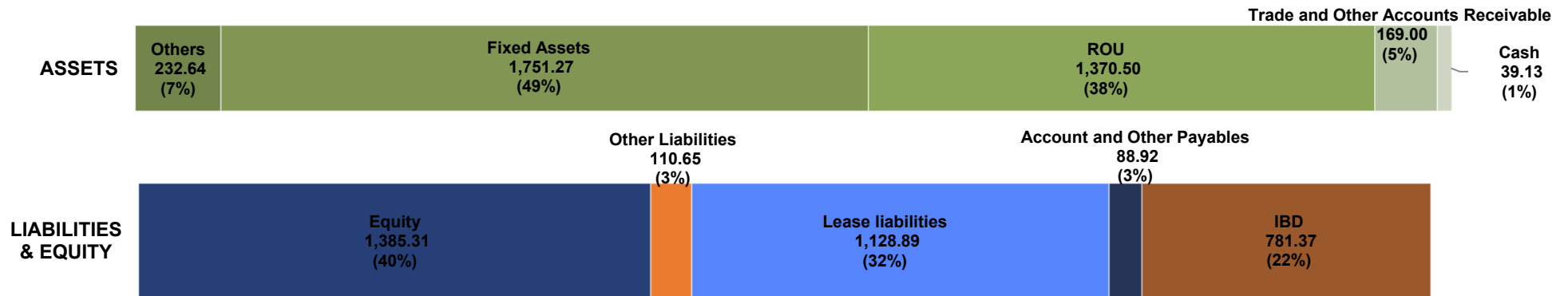


Revenues from Freight Forward

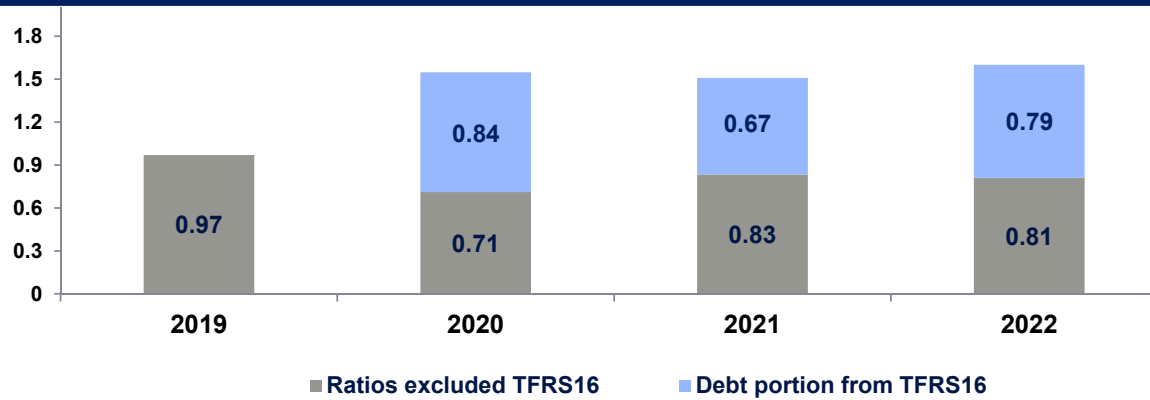


Overall Financial Position

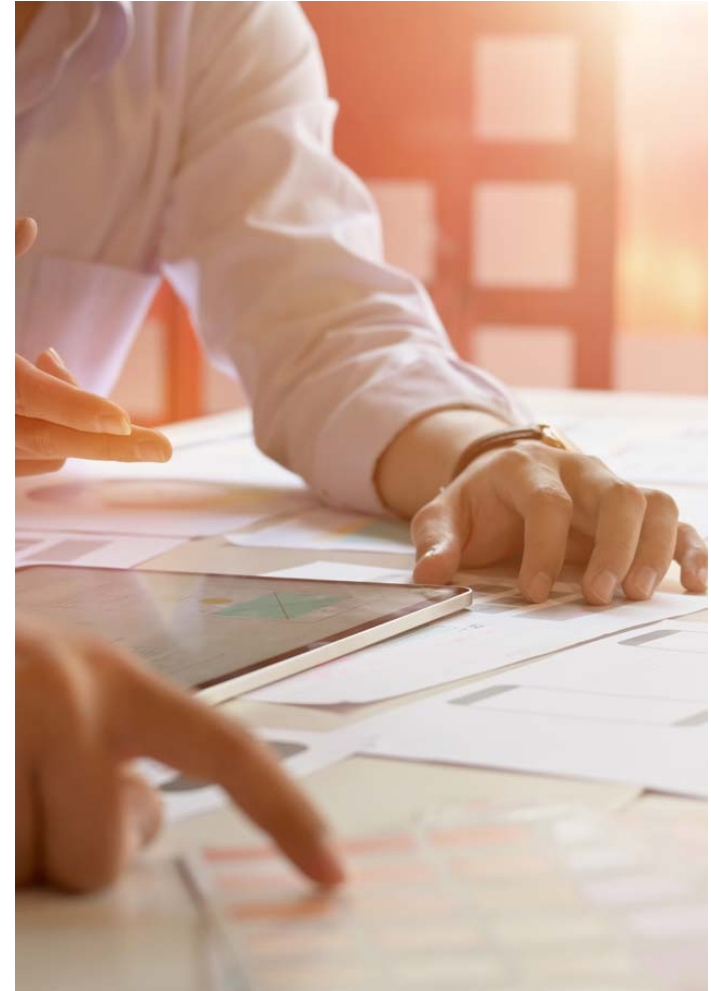
Financial Position – Dec 31,2022



Debt to Equity Ratio



BUSINESS OUTLOOK



Organic Growth

Vertical Bonded & Free Zone Warehouse

Bonded Code : W0101100000323
Release Code : 0574

PORT CODE FOR IMPORT SHIPMENT

- **Port Code:** THSHT 0513
- **Customs name:** Actu-lum
- **UN Code:** THSHT/THSCS

Container and Conventional Vessel
 Barge Terminal
 Trucking Services
 Warehousing
 Free Trade Zone

Onsite Government Agencies

Customs Department
 Food and Drug Administration
 Department of Agriculture
 Department of Fisheries

Key Clients

EVERGREEN LINE
 YANG MING
 REALAND
 CMA CGM
 SITC
 OOCL

ZIM
 Hapag-Lloyd
 HMM
 MSC
 MAERSK
 ONE
 VASI

Automotive



Food & Beverage



KEY BENEFITS:

- Cost saving on container transportation cost as located within the terminal
- Short distances from and to PAT, ICD Lat Krabang and Central Business District (CBD)
- 24 hours operation with security and CCTV

Business Expansion

■ Bangkok Logistic Park

Warehouses and industrial properties
Planned opening in 2H/2023 – 1H/2024





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 Tel. +66 (0) 2386 8000 # 1401