

SAHATHAI
T E R M I N A L

**OPPORTUNITY DAY
Q3/2024**

4 December 2024

PORT

"ALL THE RIGHT CONNECTIONS"





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Disclaimers

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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

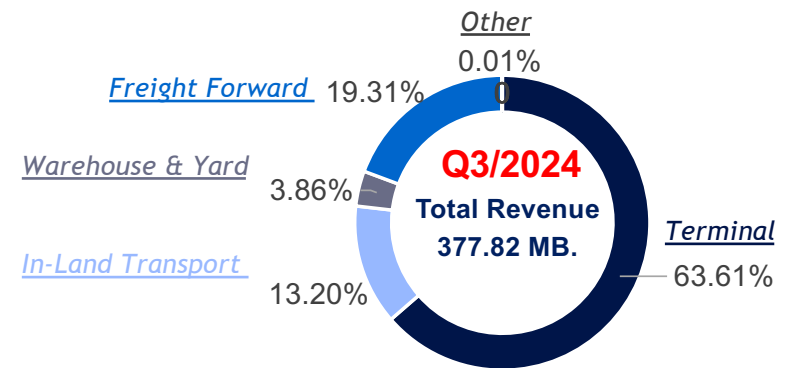
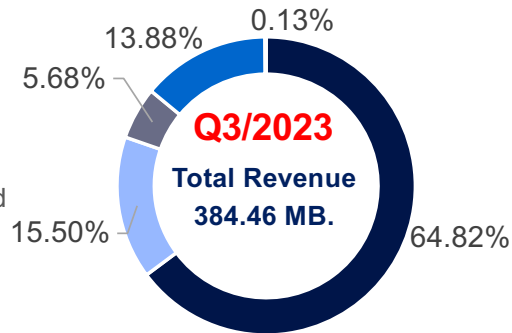


STT

Freight forward

4 Business Units with Terminal as our core business

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

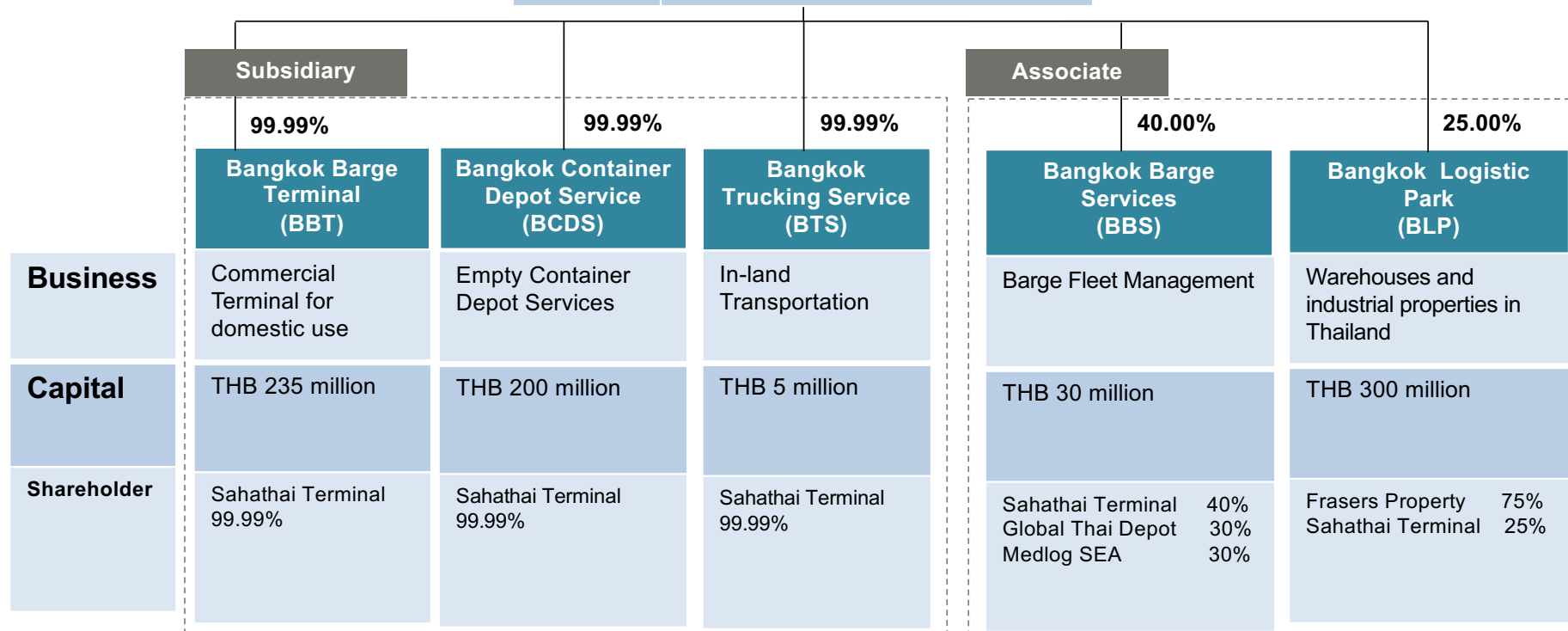


Group Structure



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



Company Strategies

One stop logistics services



Prime Location



Strategic Partner



One-stop Solution Provider

- Terminal
- In-land Transportation
- General & Freezone Areas
- Freight Forward

Expert in terminal handling business

Sahathai Terminal



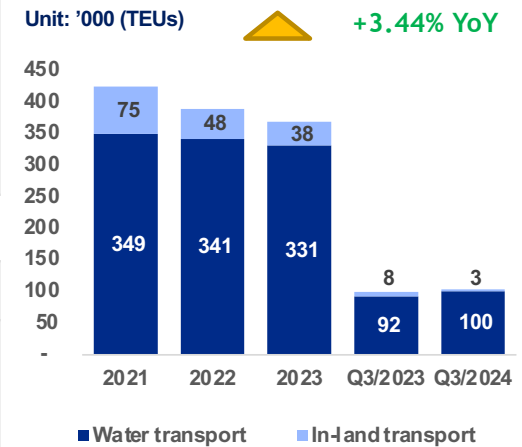
Operating areas	Type of Services	Types of Crane	Main Equipment	Customer References
89 of 116 Rais are utilized for Terminal handling (Lease 100%)	<ul style="list-style-type: none"> Feeder & Barge terminal Barge transportation 	<ul style="list-style-type: none"> 4 Gantry cranes 2 Jib cranes 2 RTG cranes 1 Mobile harbor crane 	<ul style="list-style-type: none"> Reach stackers Side stackers Yard trucks Material handling equipment 	

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 	

Container Throughput



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

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) <div style="text-align: right; color: red; font-weight: bold;">▼ -22.34% YoY</div>

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) <div style="text-align: right; color: red; font-weight: bold;">▼ -8.87% YoY</div>

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>Destination</p> <ul style="list-style-type: none"> Warehouse Port Factory 	<p>Unit: '000 (TEUs)</p>

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

Vertical Bonded & Free Zone Warehouse



Leasable area : 14,400 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

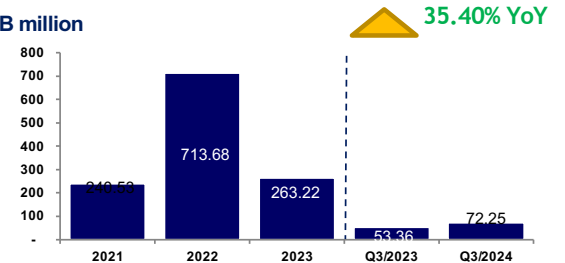


Negotiate on freight slots



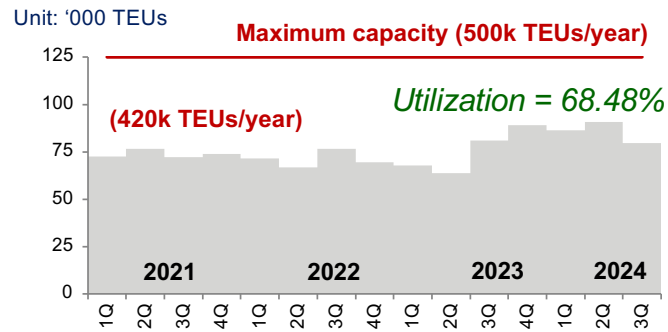
Shipping Agents

Unit: THB million

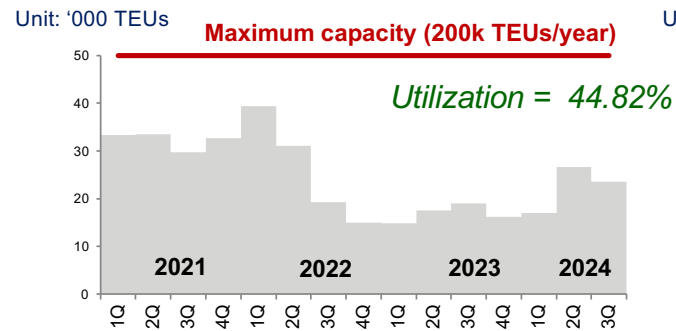


Capacity Utilization

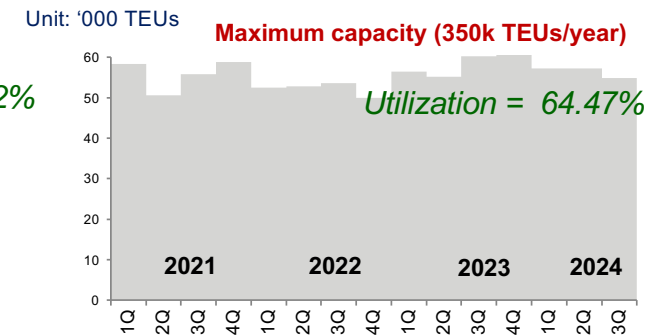
Container Throughput - Sahathai



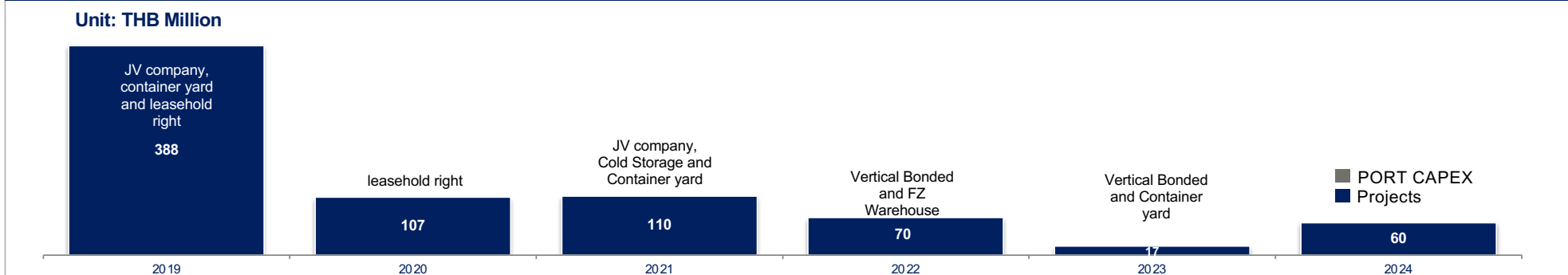
Container Throughput - BBT



Container Throughput - Depot



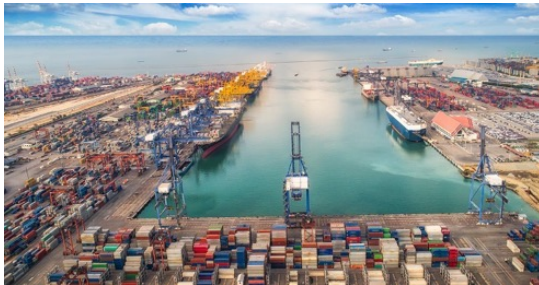
CAPEX in new assets for better performance



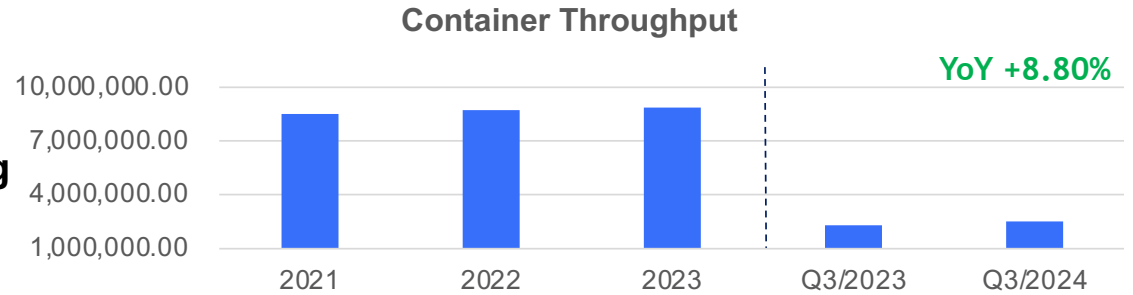
INDUSTRY UPDATE



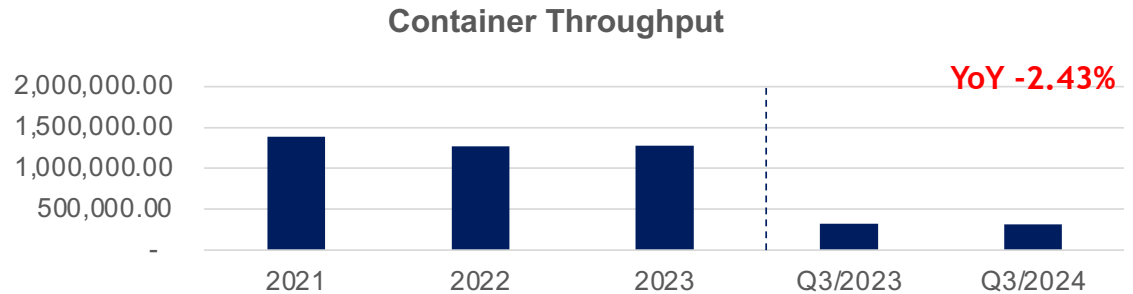
Industry Update – Thailand



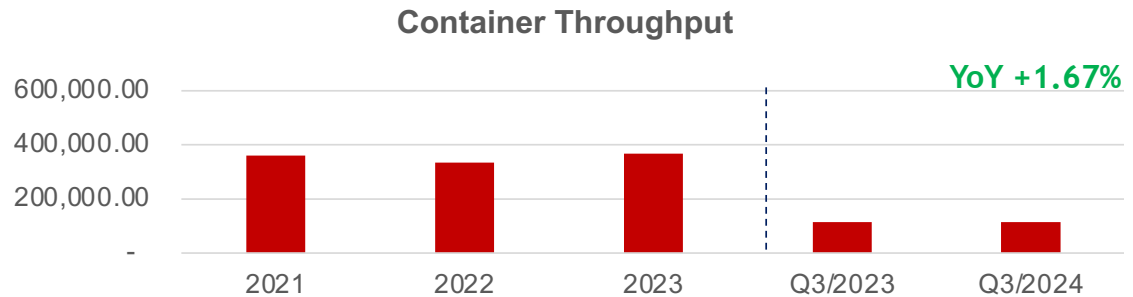
Laem Chabang



Bangkok Port



Private Port



Source : BSAA

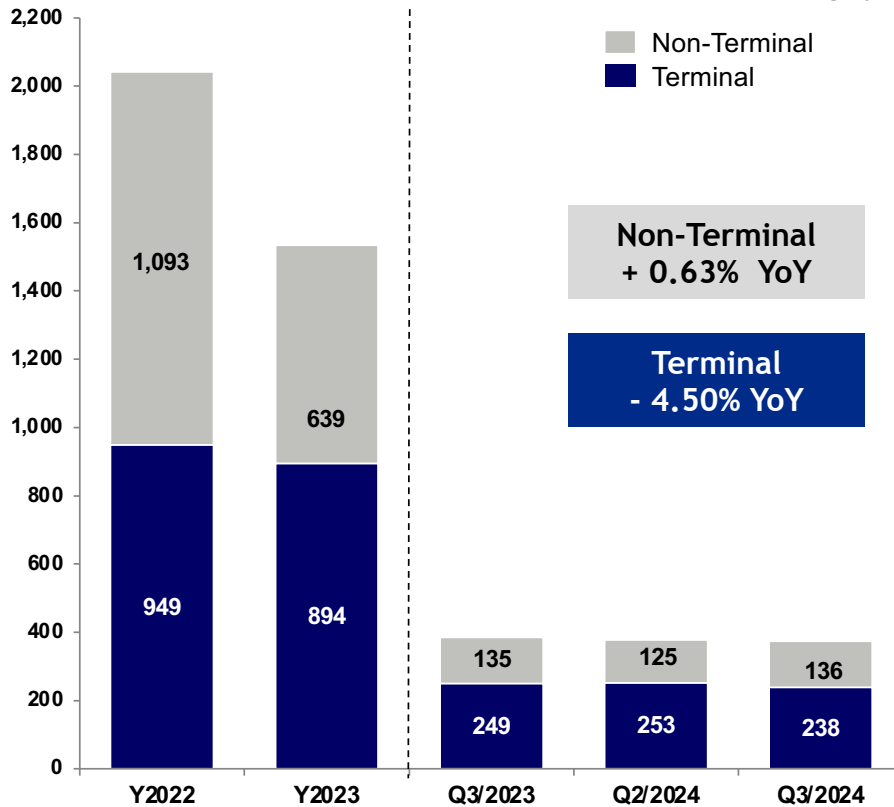
FINANCIAL HIGHLIGHT



Overall performance – Consolidated

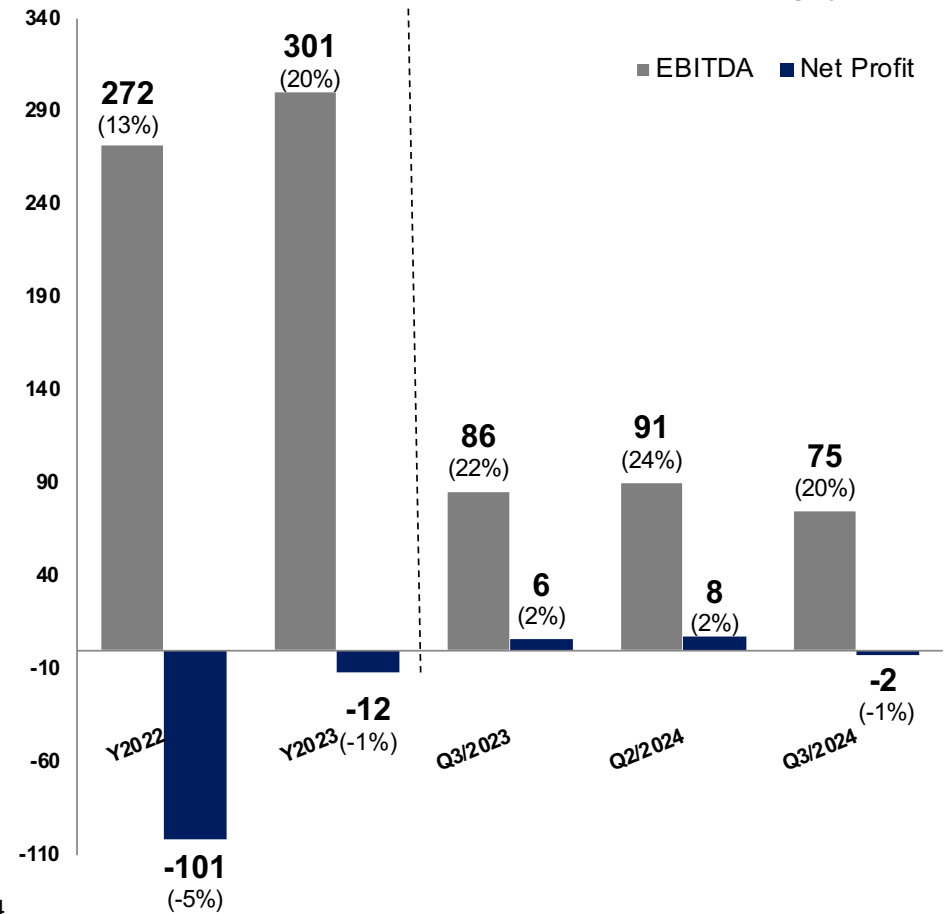
Total Revenues

Unit: MTHB



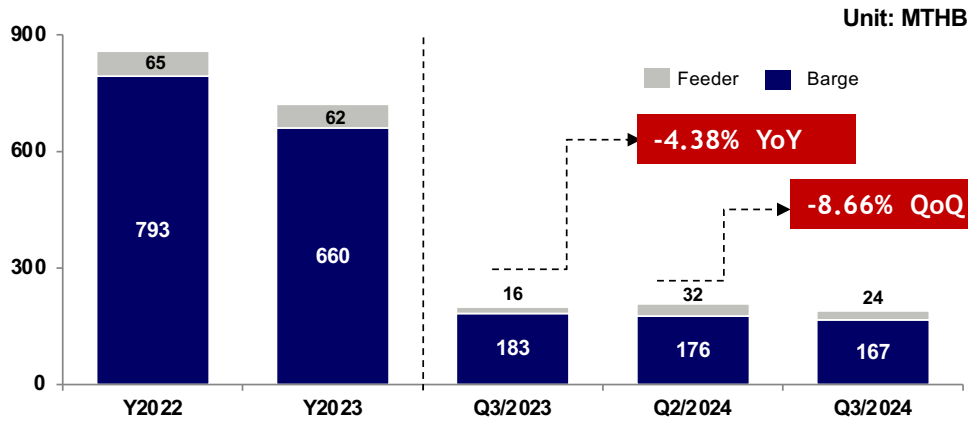
EBITDA and Net Profit

Unit: MTHB

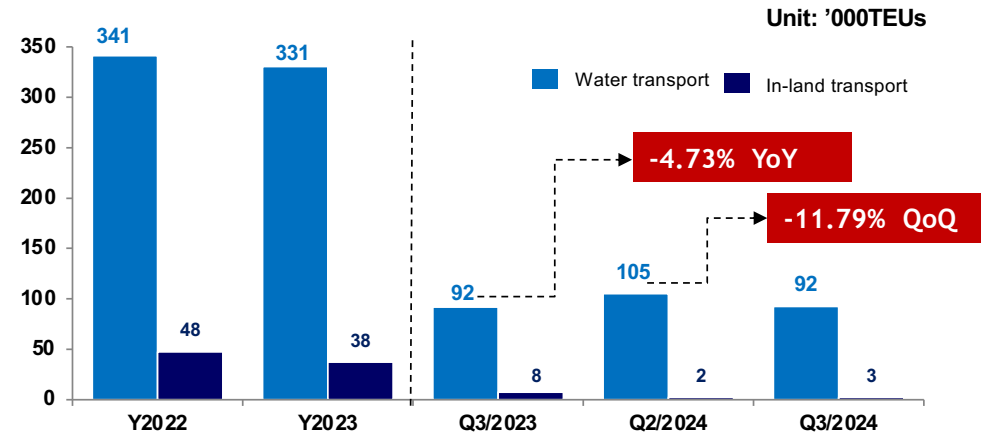


Terminal Activities

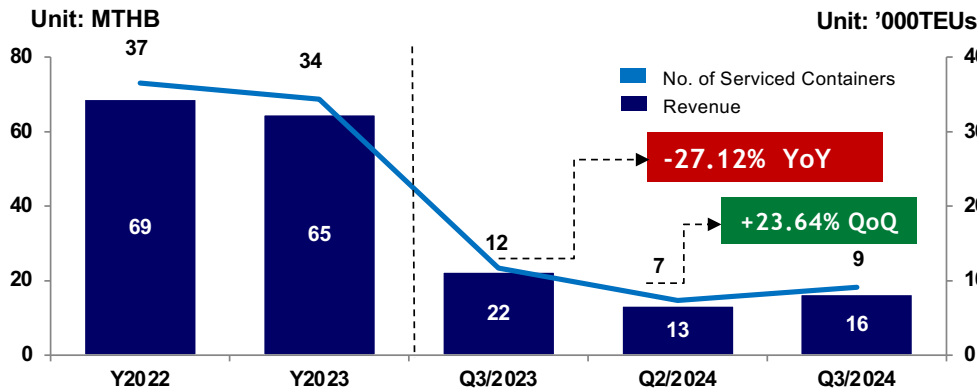
Terminal Handling - Revenues



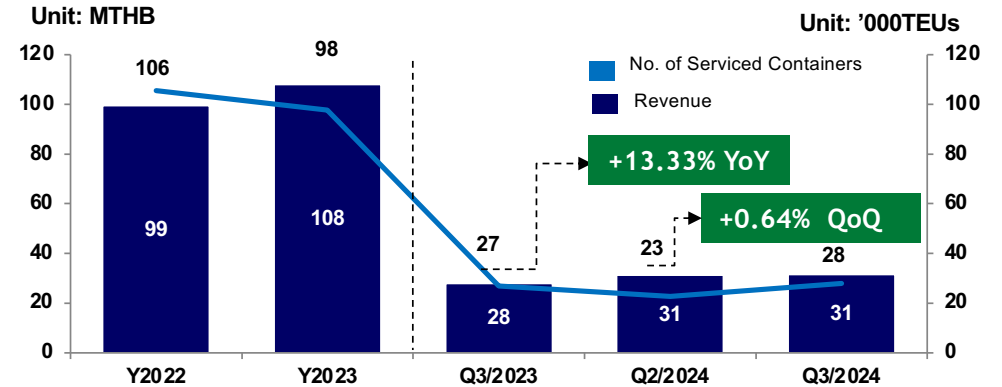
Terminal Handling - Container Throughput



CFS/LCL

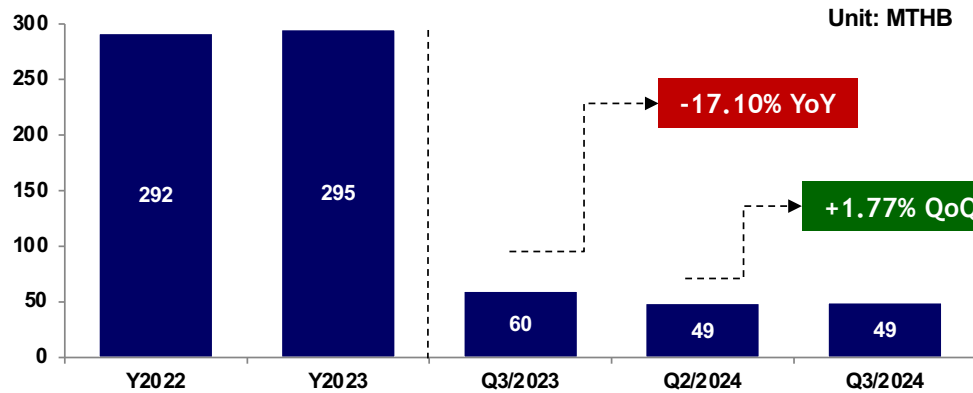


Container Depot

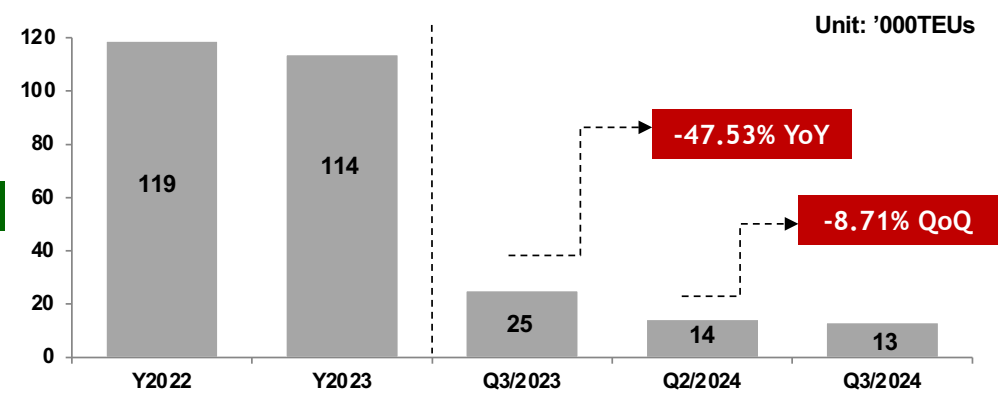


Non-Terminal Activities

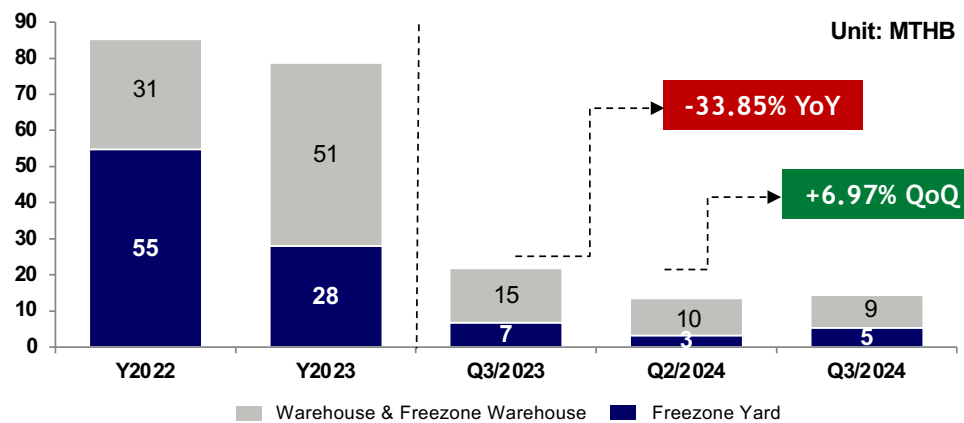
In-land Transportation - Revenues



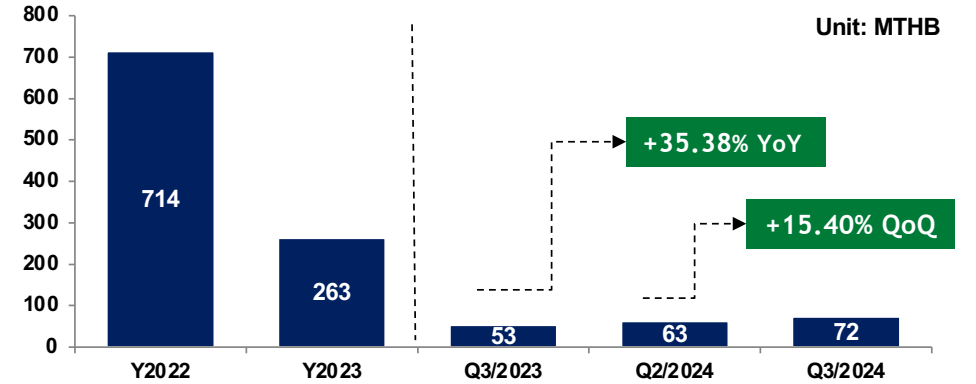
In-land Transportation - Serviced Containers



Revenues from Warehouse & Yard

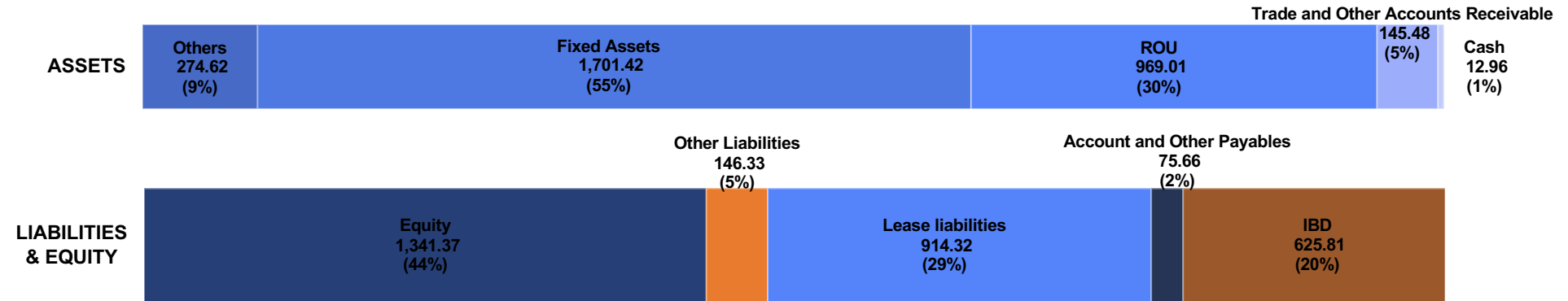


Revenues from Freight Forward

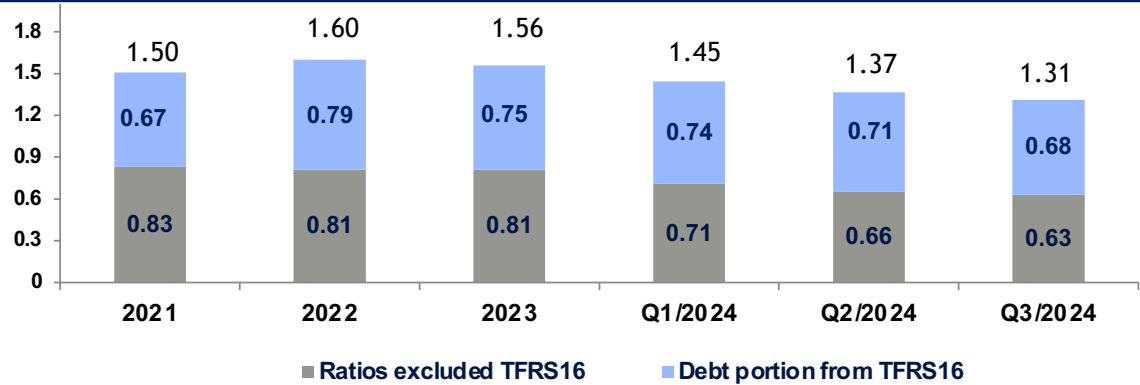


Overall Financial Position

Financial Position – Sep 30, 2024



Debt to Equity Ratio



BUSINESS OUTLOOK



Business Expansion

■ Bangkok Logistic Park

Warehouses and industrial properties

Planned opening 01/2024

Current Presale: 80% Occupancy



Business Expansion





Q&A



THANK YOU

ALL THE RIGHT CONNECTIONS

For more information, Please visit our website: <http://sahathaiterminal.com>
or contact us at wachirawit.p@sahathaiterminal.com Tel. +66 (0) 2386 8000 # 1402