



OPPORTUNITY DAY Q1/2025

4 June 2025

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



1. Feeder terminal
2. Barge terminal and barge transportation
3. Container Freight Station
4. Container Depot

In-land transportation



In-land container transportation by truck fleets

Warehouse & Yard



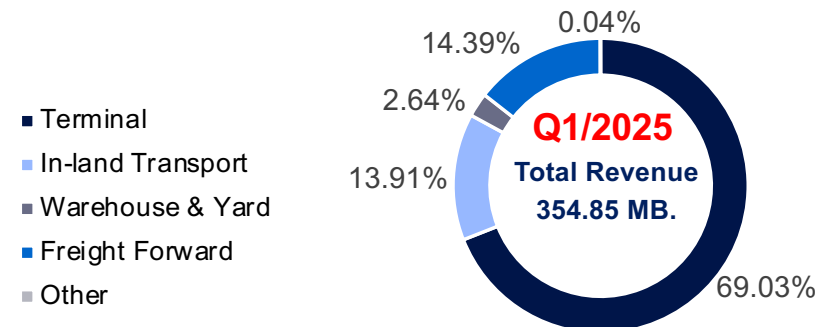
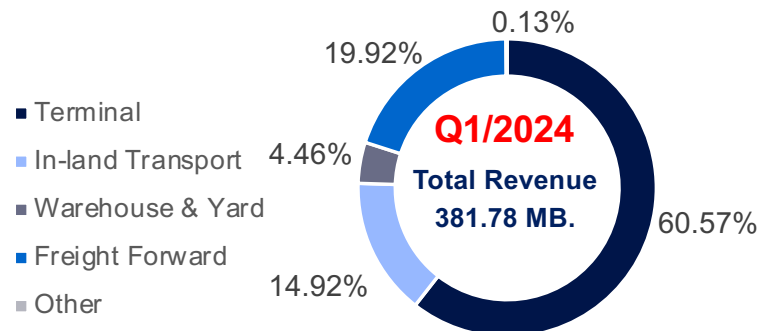
Warehouse and yard rental

Others



Freight forward

4 Business Units with Terminal as our core business



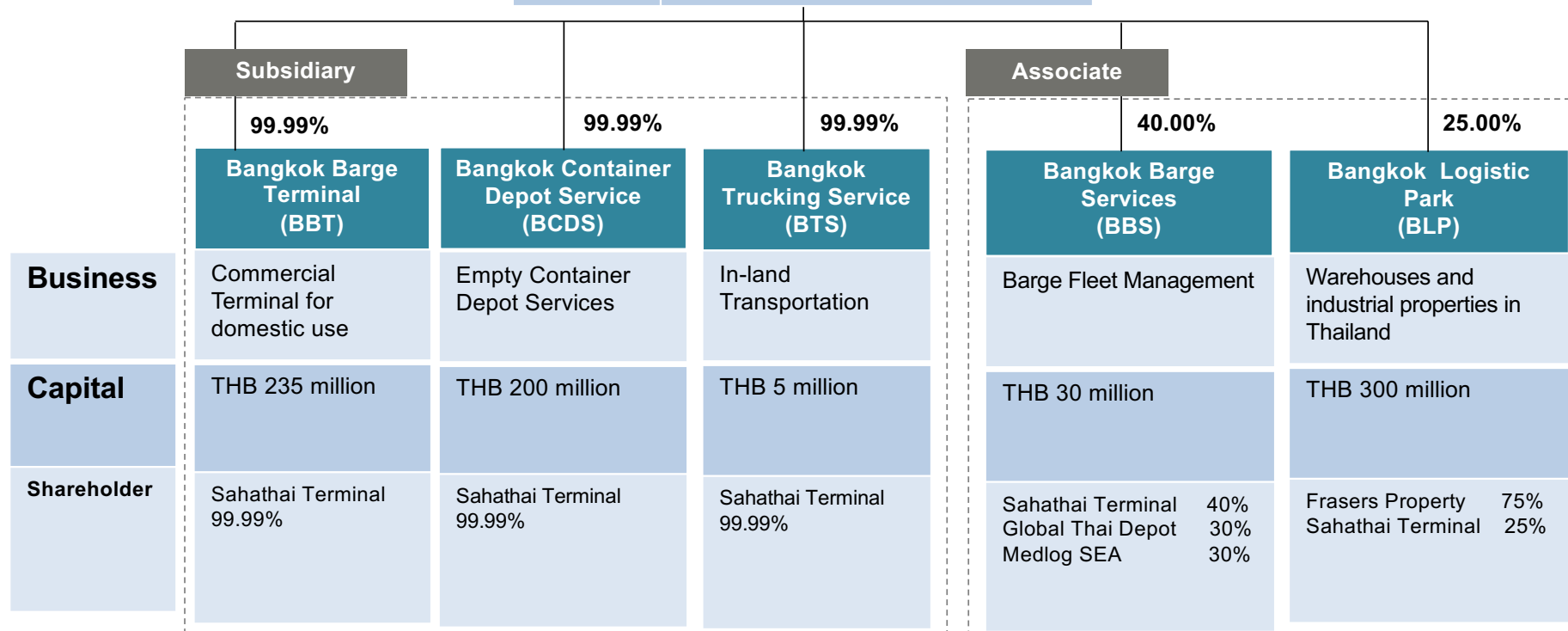
Group Structure



Sahathai Terminal (PORT)

Business	<ul style="list-style-type: none"> - Commercial Terminal for international and domestic uses - Logistic services
Capital	THB 303.6 million (Registered) THB 303.6 million (Paid-up)

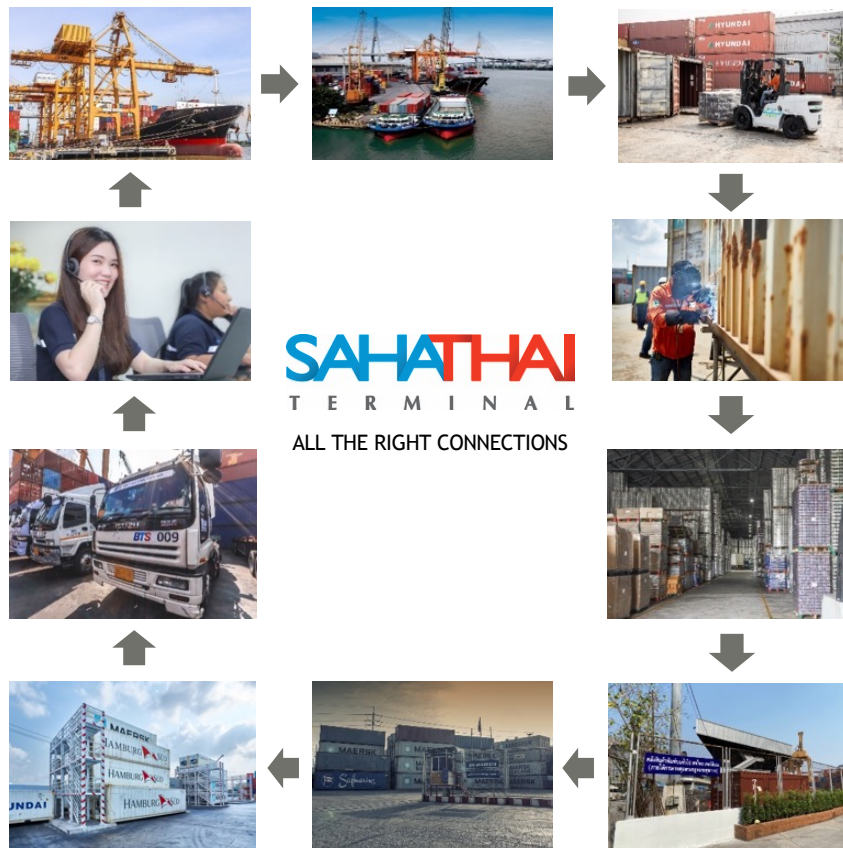
CG SCORE: 5/5



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



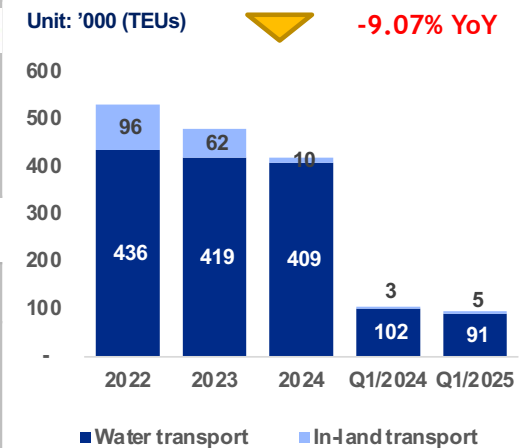
Operating areas	Type of Services	Types of Crane	Main Equipment	Customer References
89 of 116 Rais are utilized for Terminal handling (Lease 100%)	<ul style="list-style-type: none"> Feeder & Barge terminal Barge transportation 	<ul style="list-style-type: none"> 4 Gantry cranes 2 Jib cranes 2 RTG cranes 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 creditability in terminal operation to customers
- ✓ Ability to initiate terminal business in new ports in the future

One-stop Solution Provider

Terminal

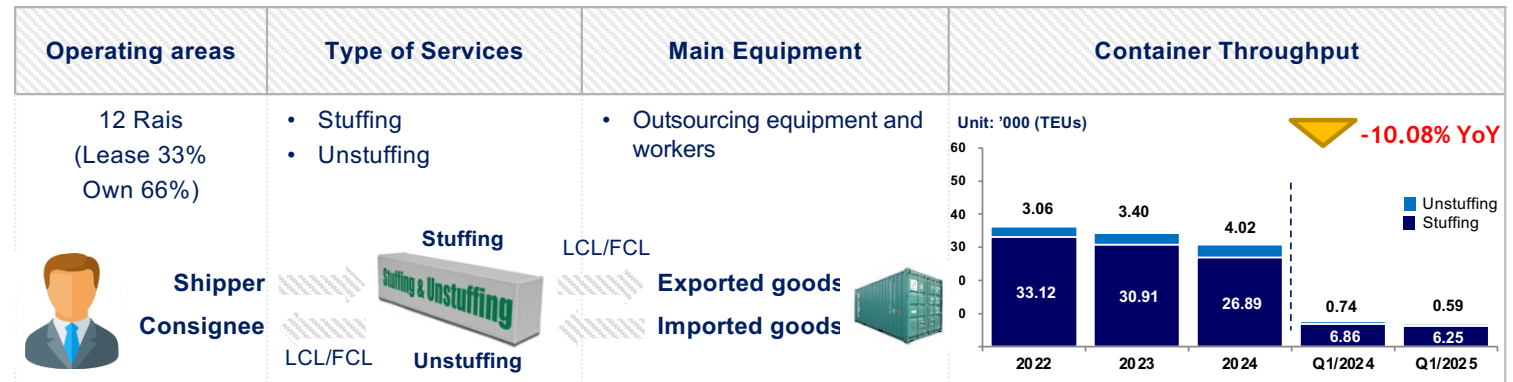
In-land Transportation

General & Freezone Areas

Freight Forward

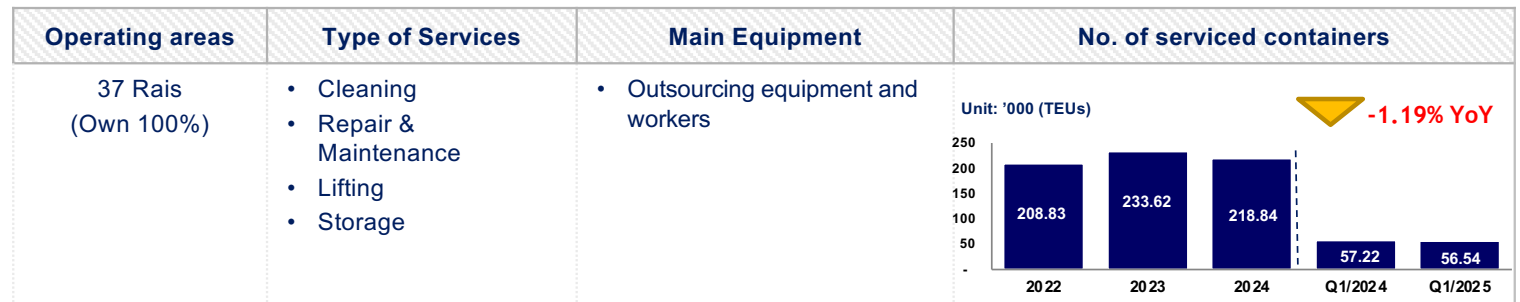
Container Freight Station

Sahathai Terminal



Container Depot

Bangkok Container Depot Service



One-stop Solution Provider



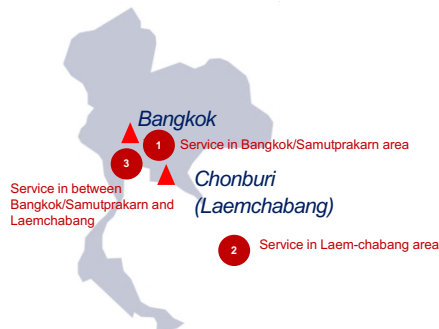
Terminal



In-land Transportation

General & Freezone Areas

Freight Forward

In-land Transportation



Operating areas	Type of Services	Main Equipment	No. of serviced containers												
<div>Bangkok/ Samutprakarn/ Chonburi</div> <div><div>Exporter Importer</div></div>	<div><ul style="list-style-type: none">In-land container transportation by trucks</div> <div></div>	<div><ul style="list-style-type: none">Outsourcing trucks and drivers</div> <div><div>Destination</div><ul style="list-style-type: none">WarehousePortFactory</div>	<div>Unit: '000 (TEUs)</div> <div>-25.00% YoY</div> <div><table><thead><tr><th>Year/Quarter</th><th>No. of serviced containers ('000 TEUs)</th></tr></thead><tbody><tr><td>2022</td><td>118.88</td></tr><tr><td>2023</td><td>113.78</td></tr><tr><td>2024</td><td>59.74</td></tr><tr><td>Q1/2024</td><td>18.67</td></tr><tr><td>Q1/2025</td><td>14.00</td></tr></tbody></table></div>	Year/Quarter	No. of serviced containers ('000 TEUs)	2022	118.88	2023	113.78	2024	59.74	Q1/2024	18.67	Q1/2025	14.00
Year/Quarter	No. of serviced containers ('000 TEUs)														
2022	118.88														
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Q1/2024	18.67														
Q1/2025	14.00														

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

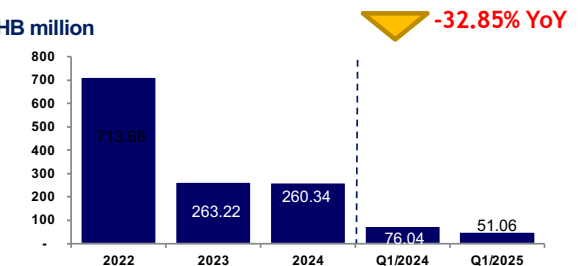


Negotiate on freight slots



Shipping Agents

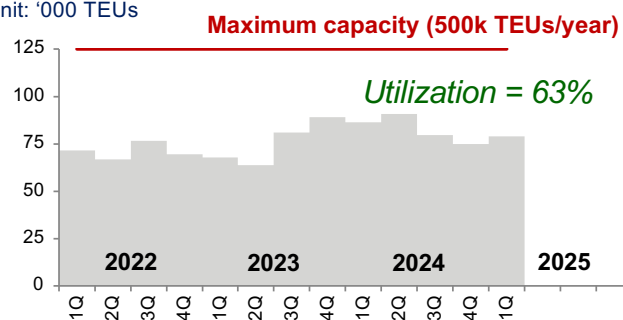
Unit: THB million



Capacity Utilization

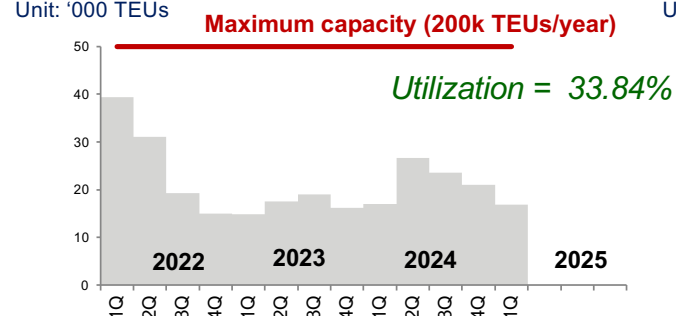
Container Throughput - Sahathai

Unit: '000 TEUs



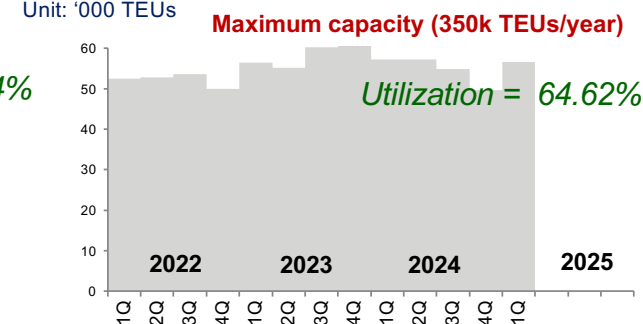
Container Throughput - BBT

Unit: '000 TEUs



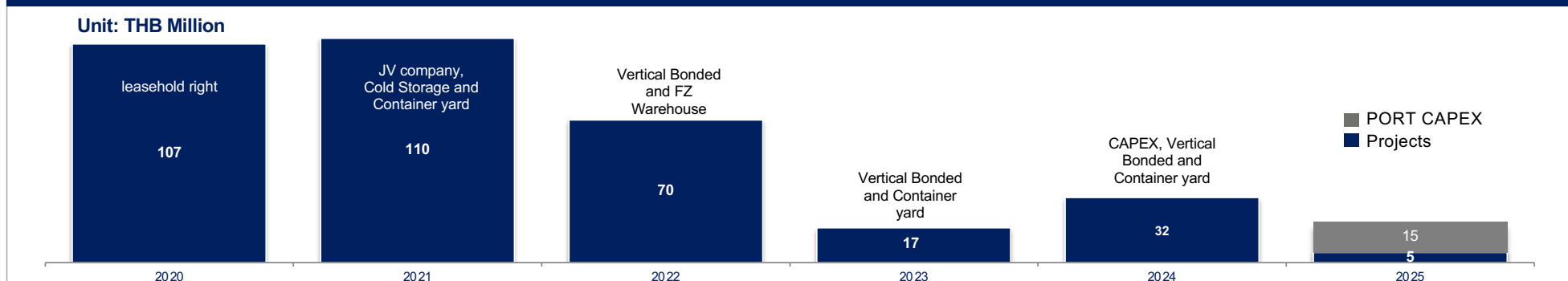
Container Throughput - Depot

Unit: '000 TEUs



CAPEX in new assets for better performance

Unit: THB Million



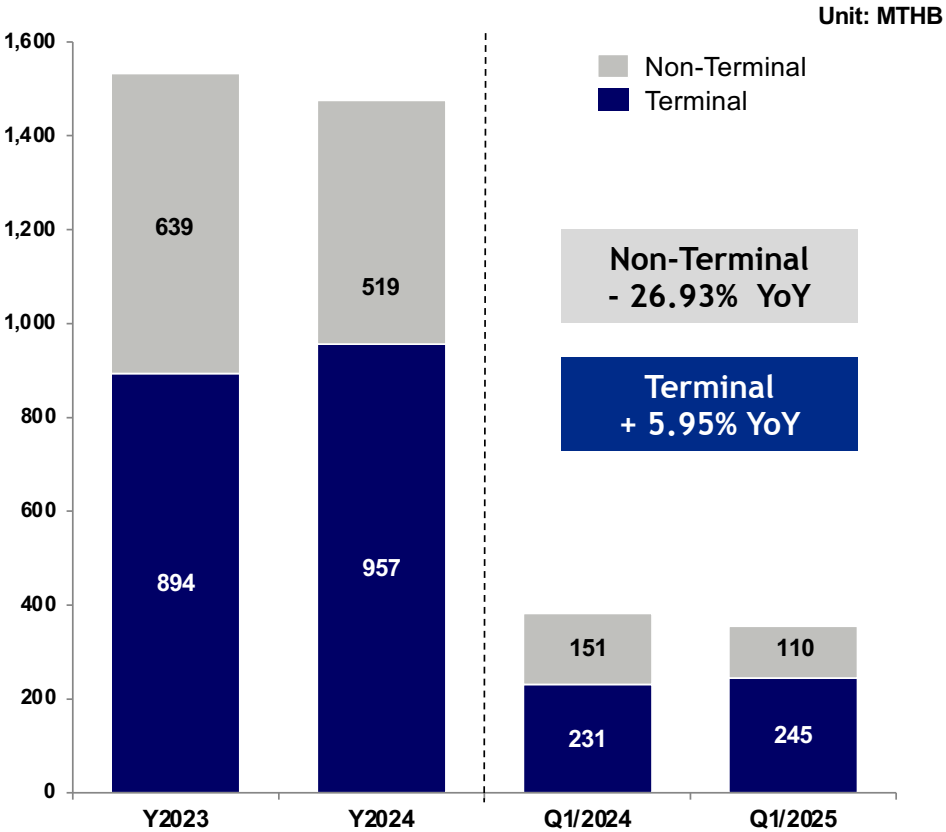
FINANCIAL HIGHLIGHT



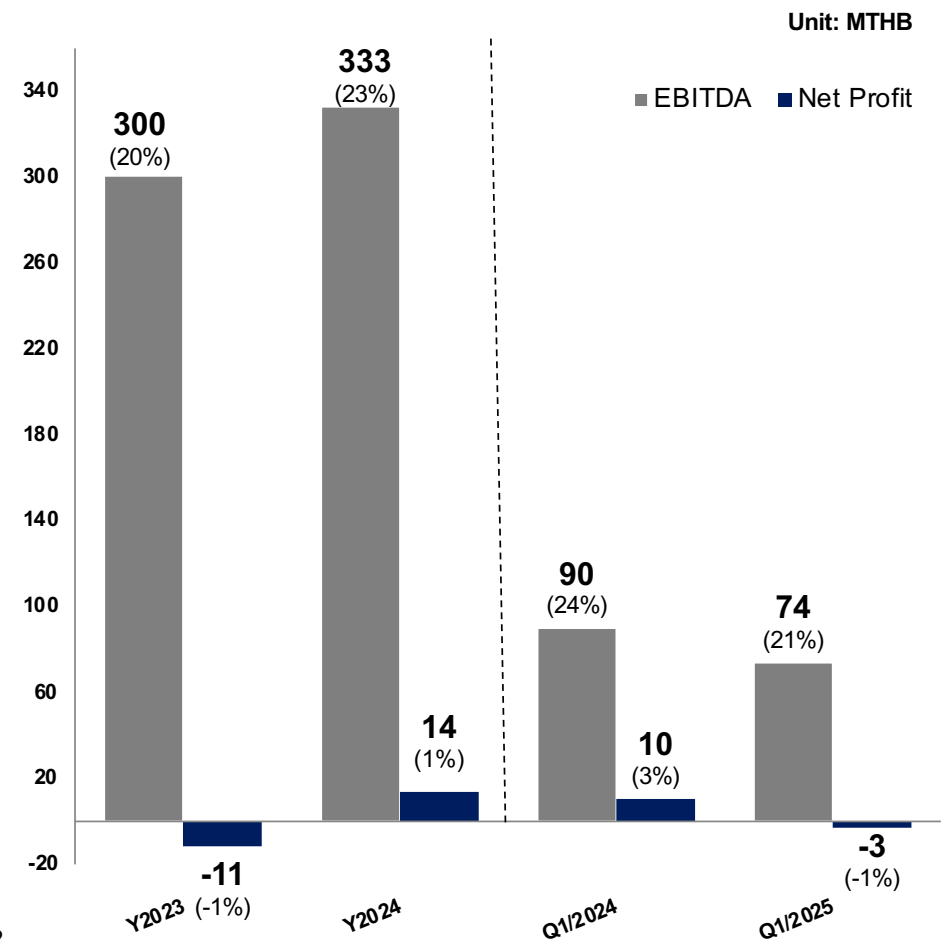
Overall performance – Consolidated



Total Revenues



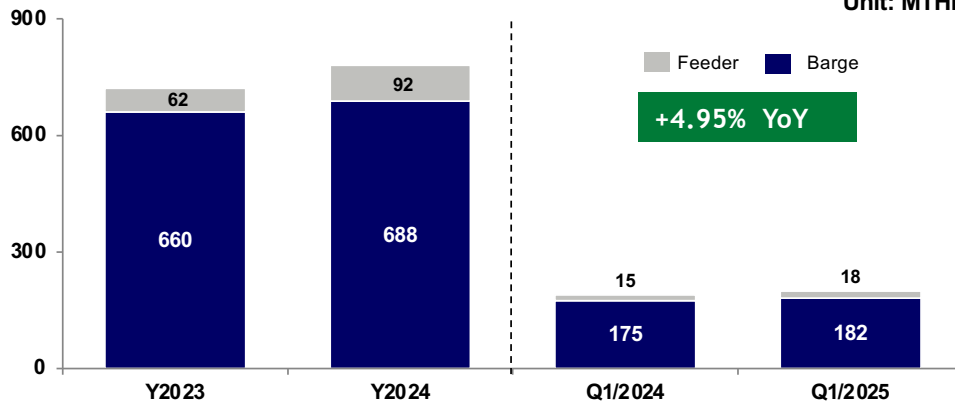
EBITDA and Net Profit



Terminal Activities

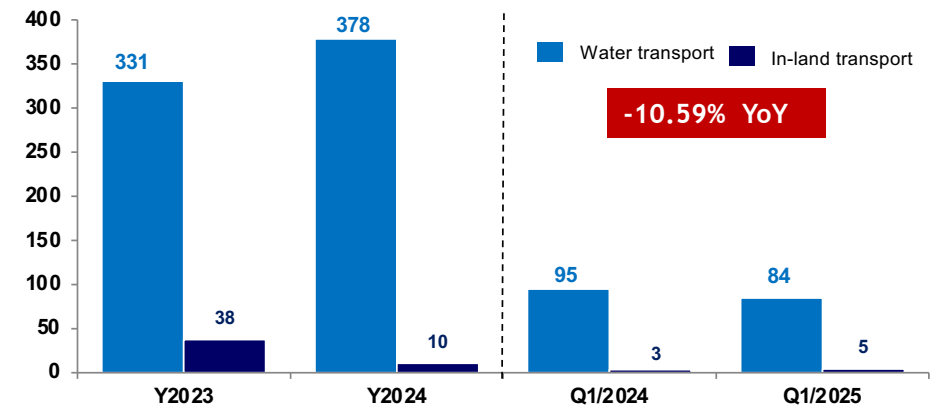
Terminal Handling - Revenues

Unit: MTHB



Terminal Handling - Container Throughput

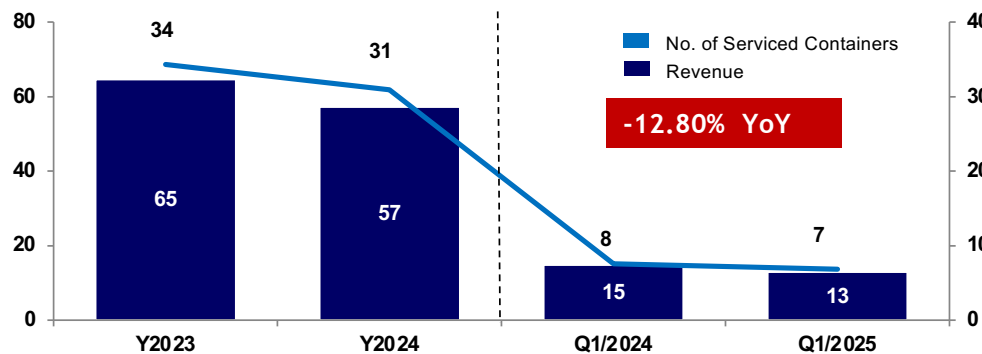
Unit: '000TEUs



CFS/LCL

Unit: MTHB

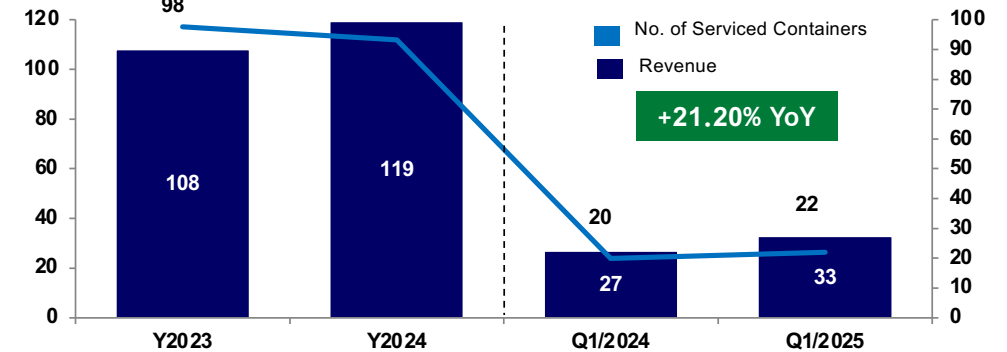
Unit: '000TEUs



Container Depot

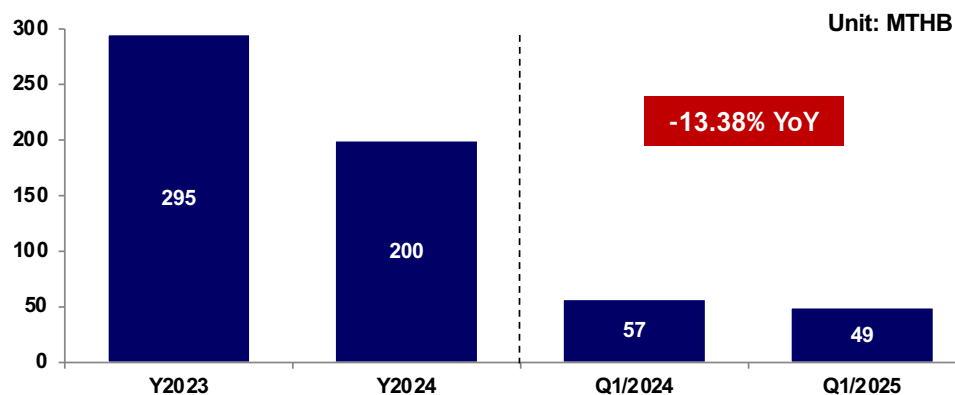
Unit: MTHB

Unit: '000TEUs

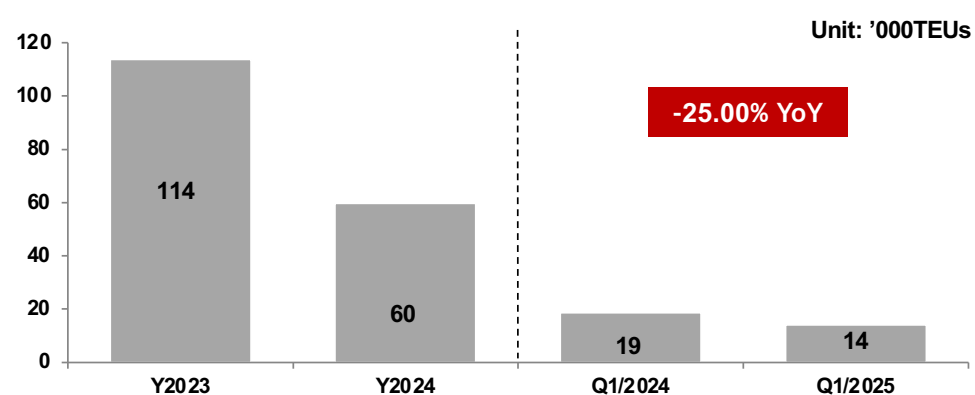


Non-Terminal Activities

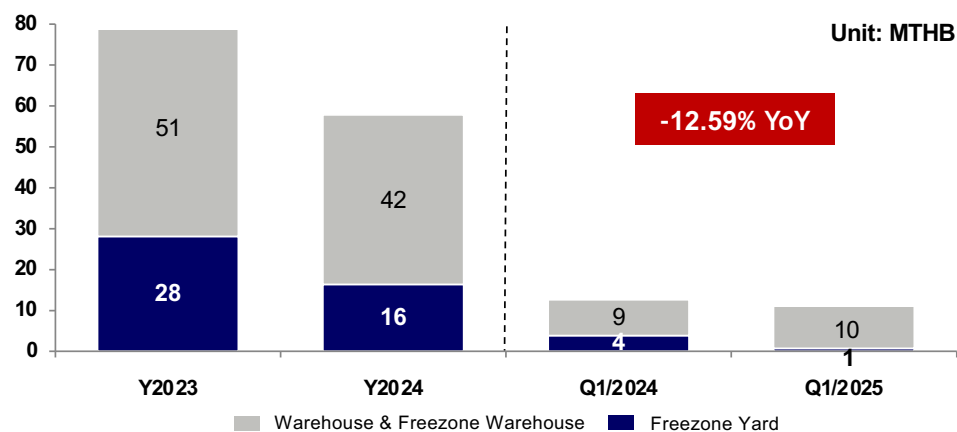
In-land Transportation - Revenues



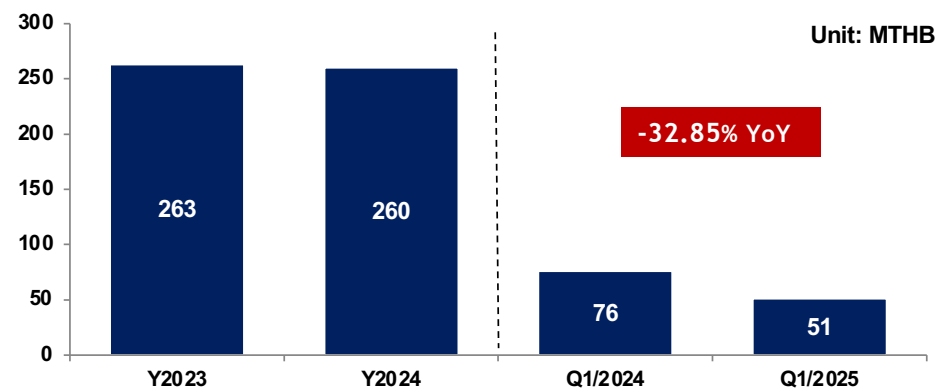
In-land Transportation - Serviced Containers



Revenues from Warehouse & Yard

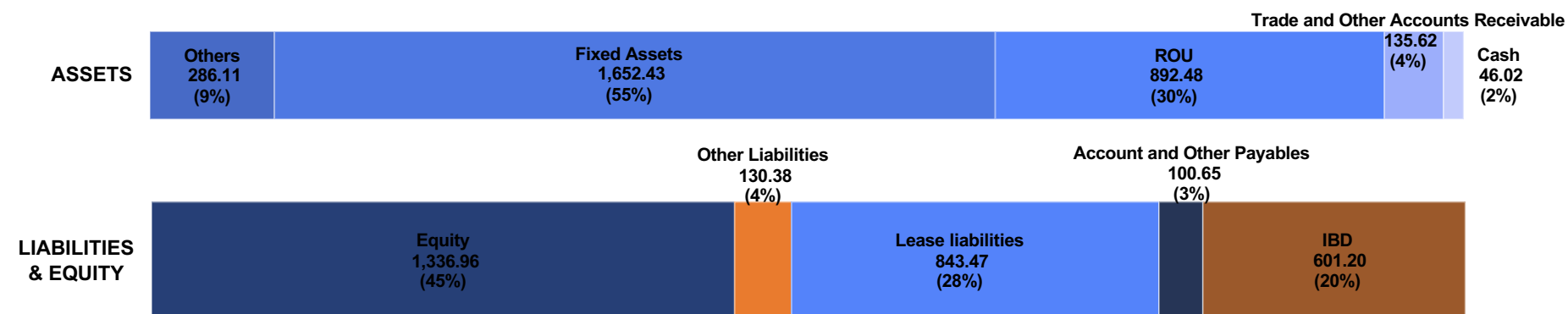


Revenues from Freight Forward

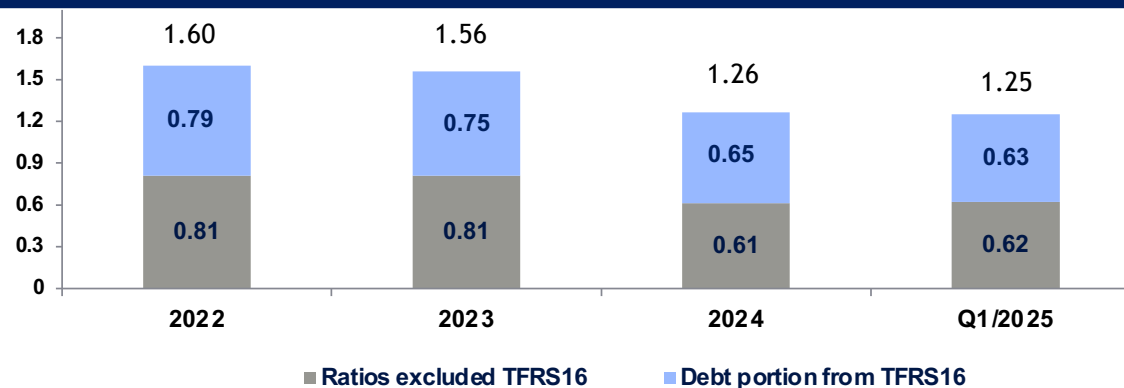


Overall Financial Position

Financial Position – MAR 31, 2025



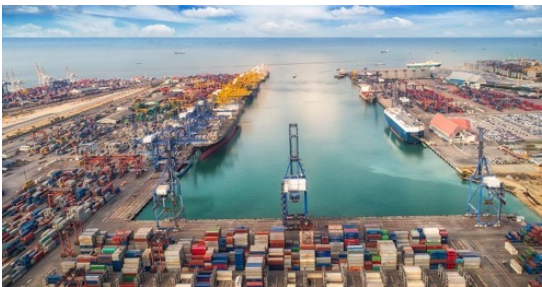
Debt to Equity Ratio



INDUSTRY UPDATE

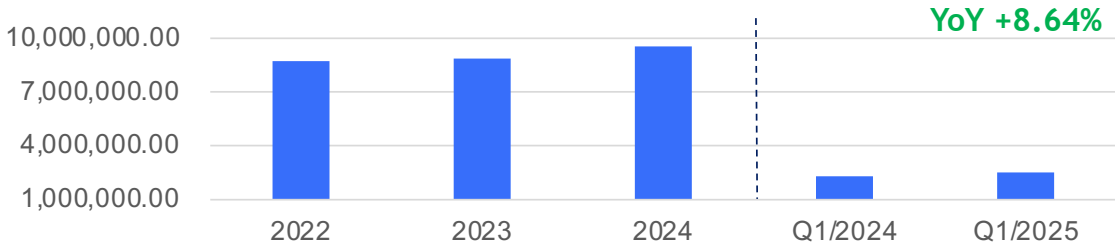


Industry Update – Thailand



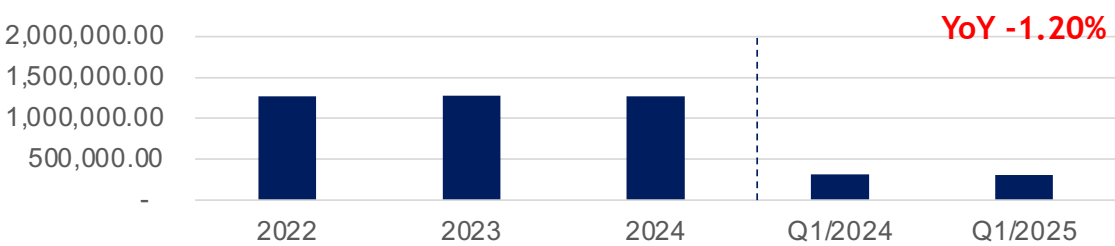
Laem Chabang

Container Throughput



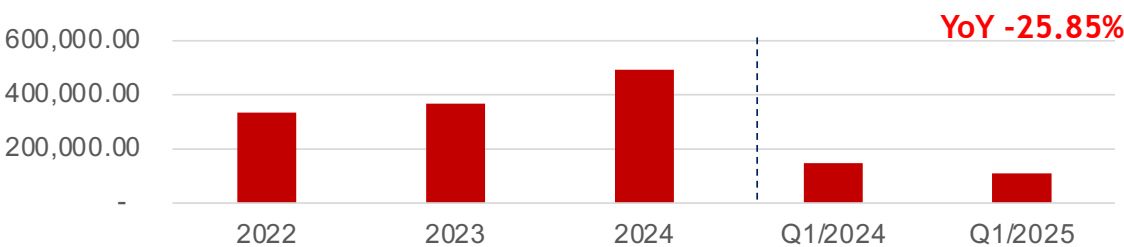
Bangkok Port

Container Throughput



Private Port

Container Throughput



Source : BSAA

Sahathai Terminal Outlook 2025

Feeder Services



4 Services / Week

Bangkok Logistics Park (2H/2025)



90% Occupancy



Q&A



THANK YOU

ALL THE RIGHT CONNECTIONS

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