



Thoresen Thai Agencies
Public Company Limited

2Q/2021 Results Opportunity Day

16 August 2021

MEMBER OF MSCI 

MEMBER OF SET AND SETWB

TTA  **SAY NO
TO CORRUPTION**



SEEDING
SUSTAINABILITY

**TTA
GROUP**

DISCLAIMER

This presentation includes forward-looking statements that are subject to risks and uncertainties, including those pertaining to the anticipated benefits to be realized from the proposals described herein. This presentation contains a number of forward-looking statements including, in particular, statements about future events, future financial performance, plans, strategies, expectations, prospects, competitive environment, regulation and supply and demand.

TTA has based these forward-looking statements on its views with respect to future events and financial performance. Actual financial performance of the entities described herein could differ materially from that projected in the forward-looking statements due to the inherent uncertainty of estimates, forecasts and projections, and financial performance may be better or worse than anticipated. Given these uncertainties, readers should not put undue reliance on any forward-looking statements.

Forward-looking statements represent estimates and assumptions only as of the date that they were made. The information contained in this presentation is subject to change without notice and TTA does not undertake any duty to update the forward-looking statements, and the estimates and assumptions associated with them, except to the extent required by applicable laws and regulations.

01 COMPANY OVERVIEW

02 FINANCIAL PERFORMANCE

03 MARKET OUTLOOK

04 APPENDICES

THORESEN GROUP AT A GLANCE

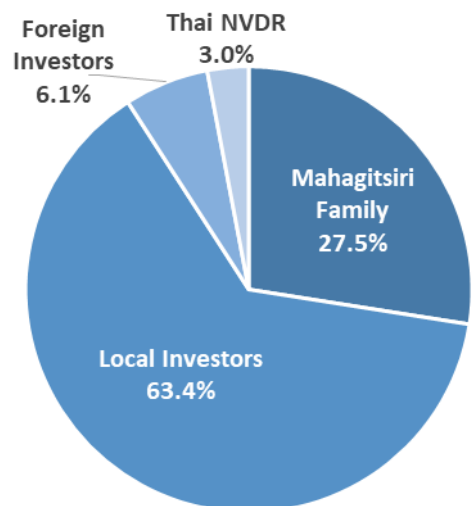
- Thoresen Group: established in 1904 : 100+ years of financial strength
- TTA: established in 1983 and listed in SET in 1995
- Headquartered in Bangkok, Thailand
- Global presence spanning more than 10 countries in three continents




Vision

**“TO BE THE MOST TRUSTED ASIAN
INVESTMENT GROUP,
CONSISTENTLY DELIVERING ENHANCED
STAKEHOLDER EXPERIENCE”**

Shareholding Structure (as of 26 Mar 2021)



Stock Information (as of 31 July 2021)

| | |
|-------------------------|---|
| • Market | SET, SETWB, MSCI |
| • Symbol | TTA:TB TTA:BK |
| • Industry | Services |
| • Sector | Transportation & Logistics |
| • CG Score |  |
| • Thai CAC | Declared |
| • First Trade Date | 25 September 1995 |
| • Par Value | 1 Baht |
| • Market Capitalization | Baht 28,613 million or US\$ 870 million |
| • Foreign Limit | 49% |
| • Dividend Policy | At least 25% of the consolidated net profits after taxes but excluding unrealized foreign exchange gains or losses, subject to the Company's investment plans and other relevant factors (with additional conditions) |

TTA STRATEGIC BUSINESS PORTFOLIO

Shipping



100%

- Dry Bulk Shipping

Offshore Service



58.2%

- Subsea Services
- Cable laying

Agrochemical



68.5%

- Fertilizer
- Factory Area Management Service

Food & Beverage



70%



70%

- Food and Beverage

Investment



83.75%



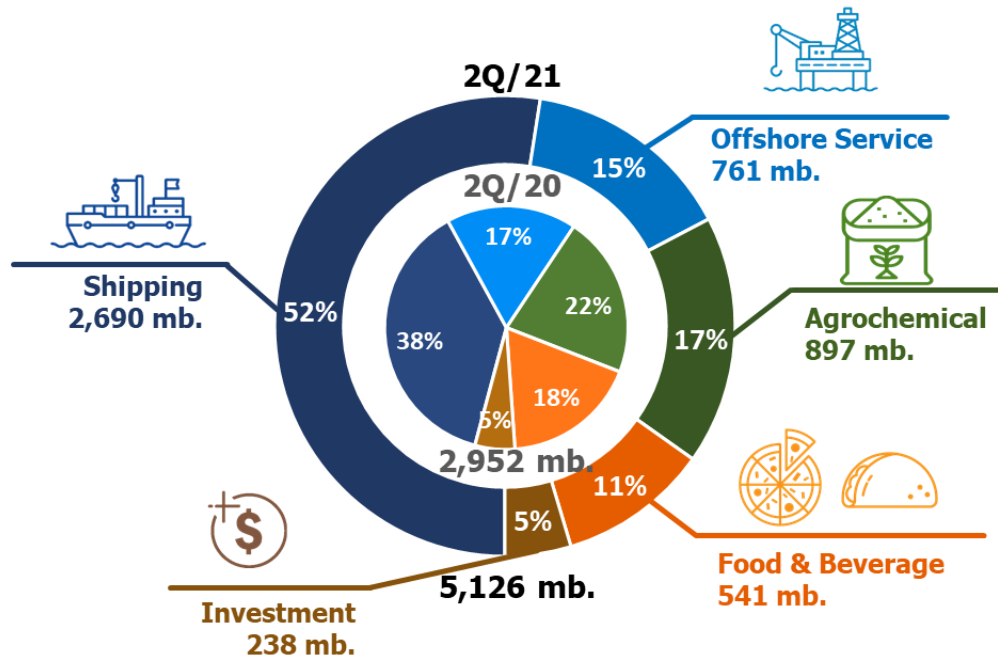
28%



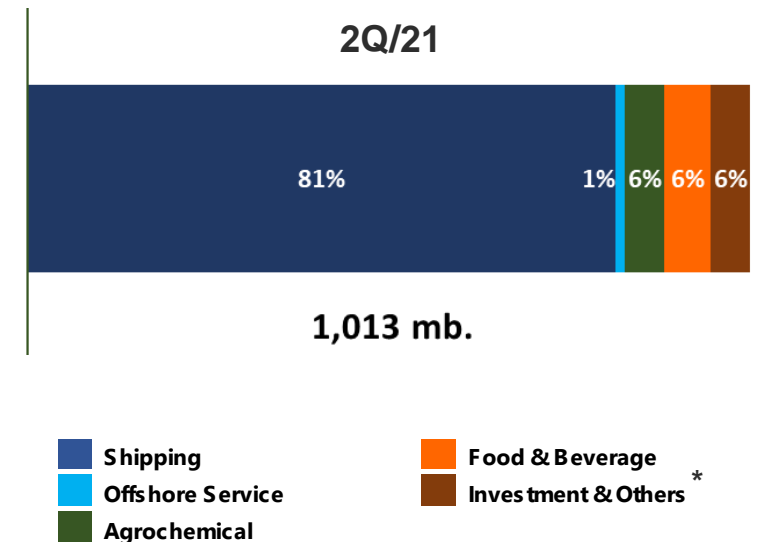
95.65%

- Water
- Logistics
- Others

Revenue Structure



EBITDA Structure



Note * Holding and elimination.

1. Shareholding percentage as of June 30, 2021.

2. Only major companies were shown under Investment.

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SIGNIFICANT EVENTS/ CHANGES IN 6M/2021

Awards & Recognition

MSCI



Listed in the MSCI Small Cap Indexes and SET Well-Being Index.

SET Well-Being Index



SETWB ดัชนีที่สะท้อนการเคลื่อนไหวราคาหุ้นหลักทรัพย์ที่มีศักยภาพในการแข่งขัน และเป็นที่ยอมรับของนักลงทุนต่างชาติ

World-Ranked on TCE Performance

2nd

for Y2020

Only one company in

TOP5

for Y2018-2020

Global listed drybulk company performance survey by Maritime Advisors, Liengard & Roschmann.

Fleet Renewal

Shipping



No. of New Vessels

24

Total Owned Vessels

Sale of Asset

Offshore Service



Sold one cold-stacked vessel and a ROV with a gain of Baht 19 million in March.

Debenture

1,500

New Issuance
on 26 March 2021

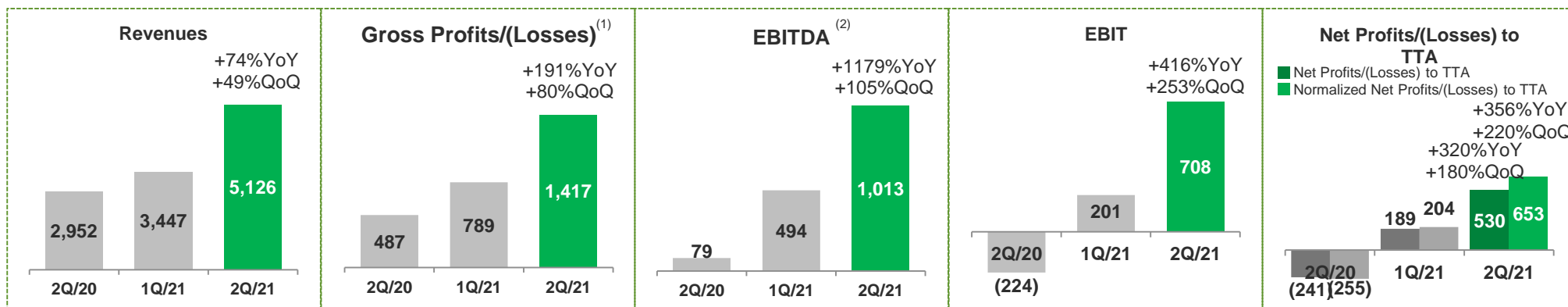
1,805

Repayment
on 23 March 2021

THORESEN THAI AGENCIES (TTA)

CONSOLIDATED STATEMENT OF INCOME

Unit: Million Baht



2Q/21 Performance

- Revenues strongly increased 49%QoQ and 74%YoY to Baht 5,126 million on the significantly improved contribution from all key business segments especially Shipping as the dry bulk freight rate reached a record high in more than a decade.
- Gross profits increased 80%QoQ and 191%YoY to Baht 1,417 million, driven by all key business segments especially Shipping and Offshore Service segments. The gross profit margin accordingly increased QoQ and YoY from 23% and 16% to 28%.
- EBITDA rose 105%QoQ and 1,179%YoY to Baht 1,013 million.
- Normalized net profits to TTA reached a historical record of Baht 653 million, up 220%QoQ and 356%YoY.
- There were extraordinary (non-recurring) losses of Baht 123 million, mainly from the allowance for impairment.
- Including non-recurring items, net profits to TTA amounted to Baht 530 million.

Note * As of June 30, 2021, TTA held TSG (Shipping) @ 100%, MML (Offshore Service) @ 58.2%, and PMTA (Agrochemical) @ 68.5%

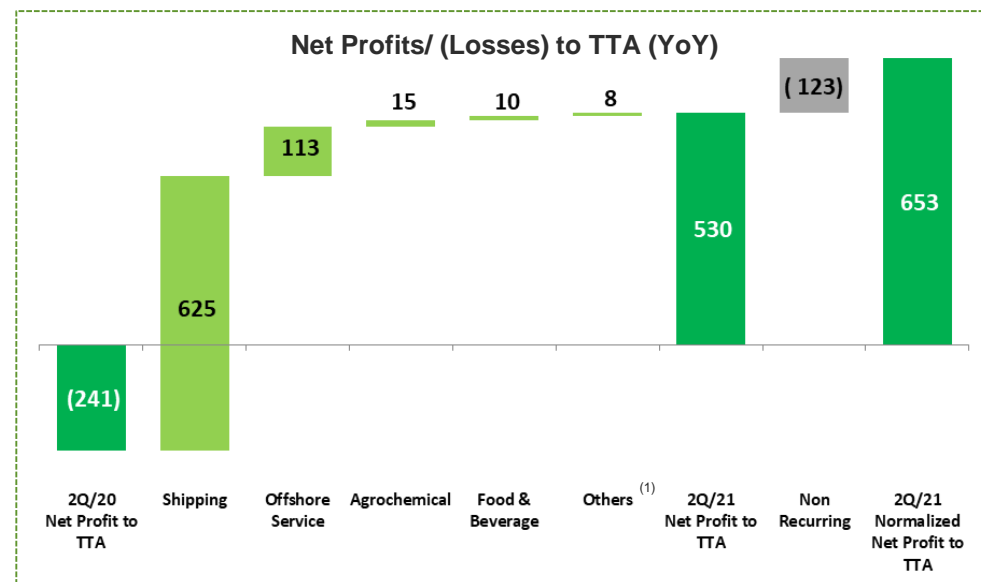
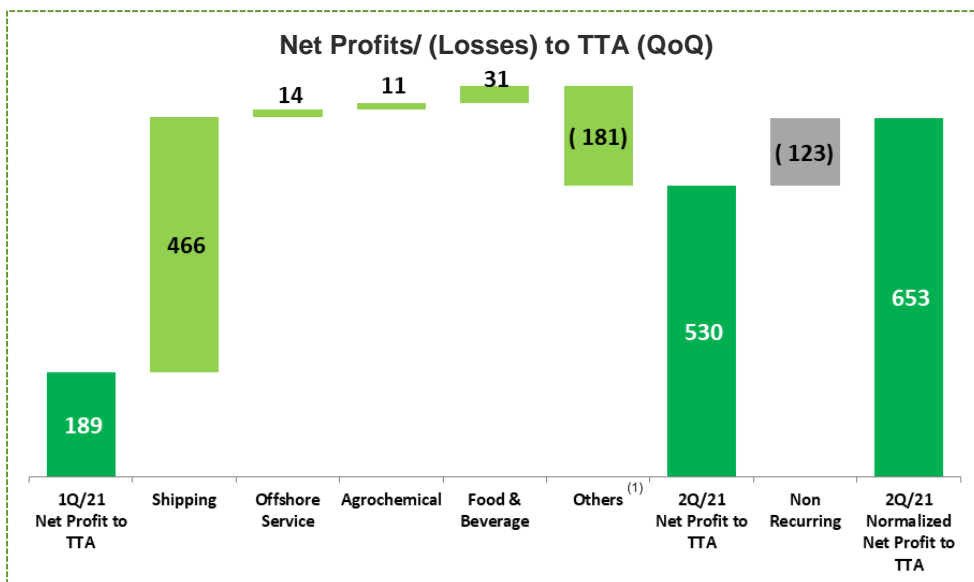
⁽¹⁾ Excluding depreciation and amortization, but including amortization of vessel drydocking

⁽²⁾ Earnings before interest, tax, depreciation, and amortization (excluding extraordinary items)

THORESEN THAI AGENCIES (TTA)

CONSOLIDATED STATEMENT OF INCOME

Unit: Million Baht



2Q/21 Performance

- All key business segments' performance significantly improved QoQ and YoY.
- Shipping delivered the best-ever net profits to TTA in more than a decade of Baht 672 million.
- Offshore Service segment's performance to TTA improved 19%QoQ and 66%YoY with EBITDA turnaround and a new record-high orderbook of US\$ 286 million at quarter-end.
- Agrochemical segment continued to be profitable from the growth in domestic fertilizer sales volume and higher selling price.
- Food & Beverage segment delivered net profits to TTA, improving 121%QoQ and 211%YoY amid COVID-19 pandemic.

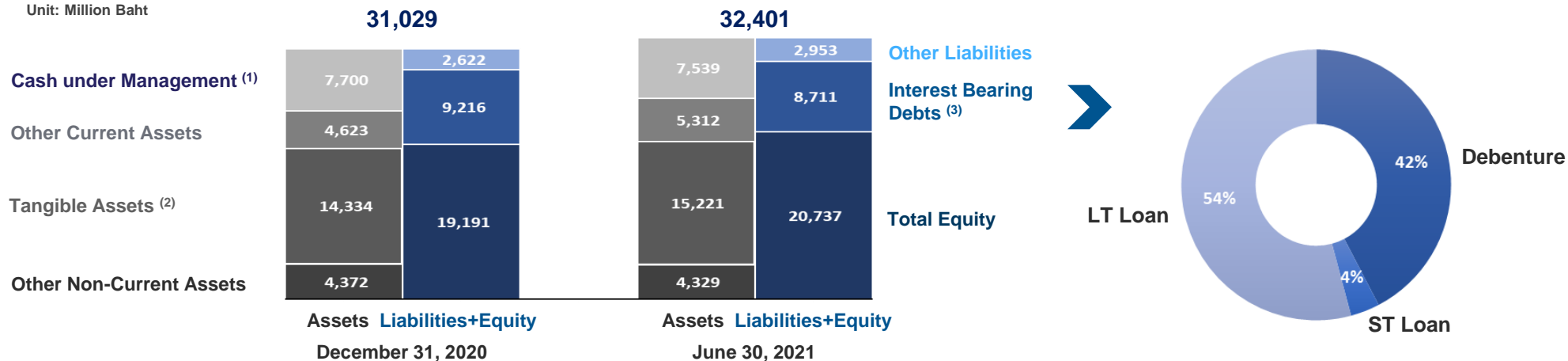
Note * As of June 30, 2021, TTA held TSG (Shipping) @ 100%, MML (Offshore Service) @ 58.2%, and PMTA (Agrochemical) @ 68.5%

⁽¹⁾ Others comprise Investment segment, holding, FX impact, elimination, and others.

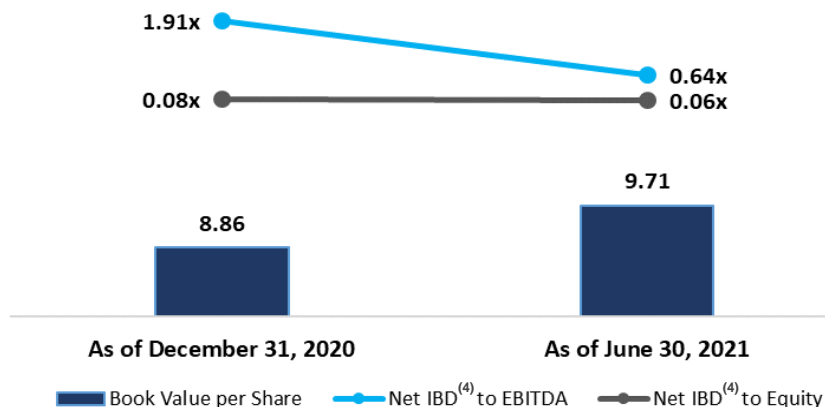
THORESEN THAI AGENCIES (TTA)

CONSOLIDATED STATEMENT OF FINANCIAL POSITION & STATEMENT OF CASH FLOWS

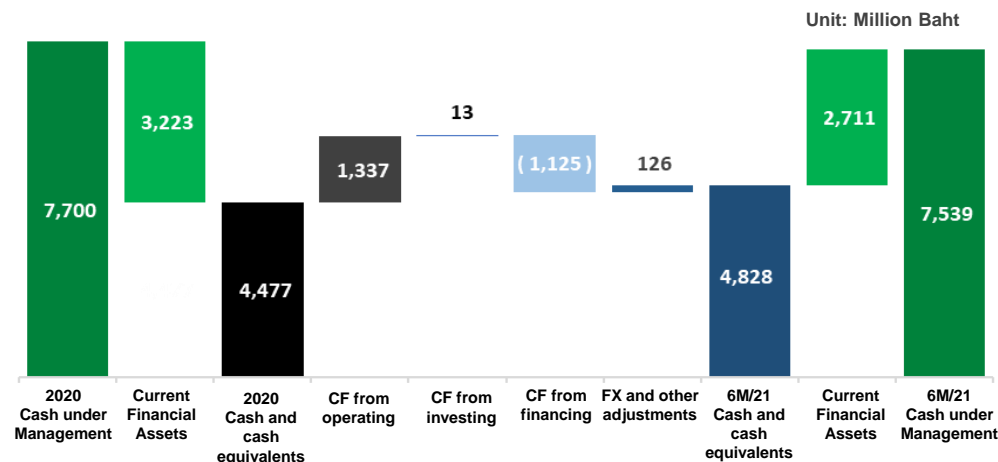
Unit: Million Baht



Key Financial Ratio



Cash Flows



As of June 30, 2021

- Net cash from operating activities was positive at Baht 1,337 million, which resulted from TTA's net profits, smooth operation, and strong demand, as well as payment ability of customers.
- High liquidity and healthy consolidated financial position with cash under management over Baht 7.5 billion and net IBD/E of 0.06 times.

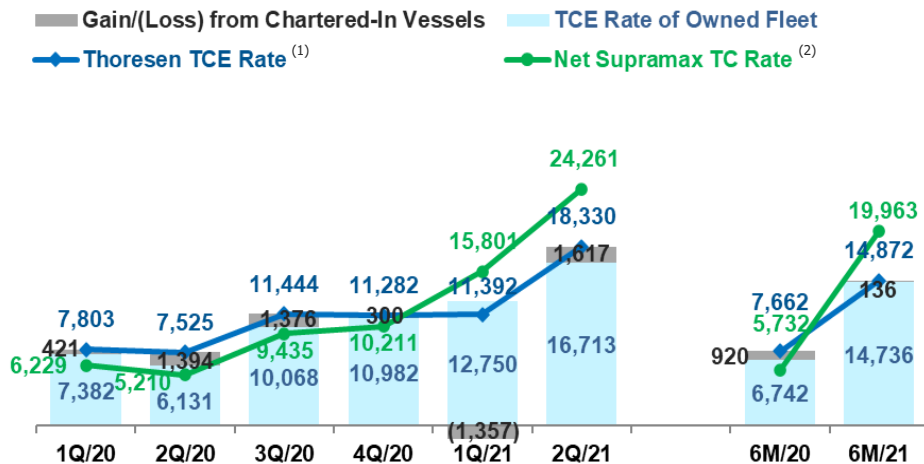
⁽¹⁾ Cash, cash equivalents, and other current financial assets
⁽²⁾ Property, plant, equipment, and investment properties

⁽³⁾ Excluding lease liabilities
⁽⁴⁾ Net IBD = IBD - cash and cash equivalents - other current financial assets

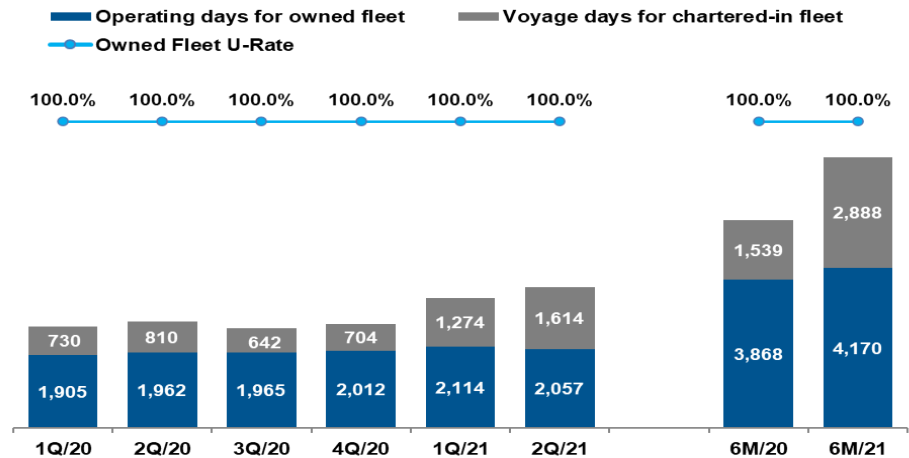
SHIPPING SEGMENT

Average TCE rate increased 144%YoY in 2Q/21

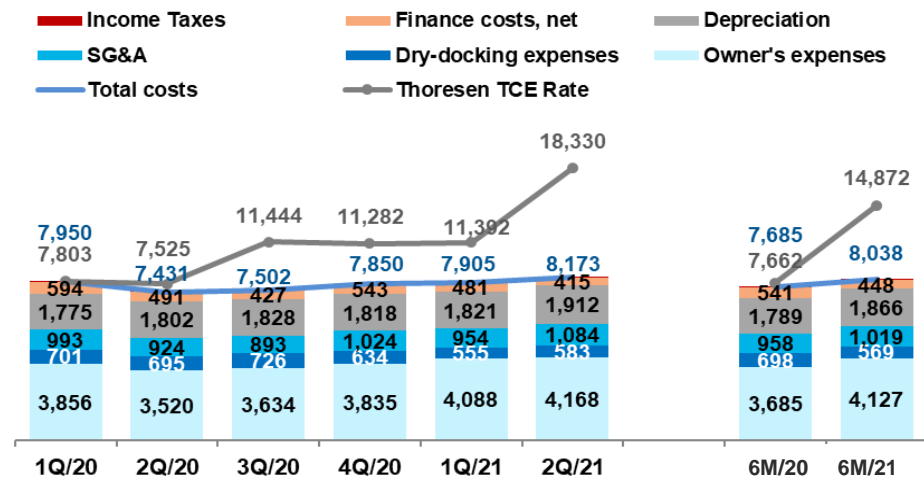
Net Market (Supramax)TC rate VS Thoresen TCE Rate (US\$ per day)



Vessel Working Days & Fleet Utilization Rate



Thoresen TCE Rate vs Cost Structure (US\$ per day)



2Q/21 Operating Performance

- To analyze performance for dry bulkers, per day performance such as TCE is the global norm.
- Shipping's TCE averaged US\$ 18,330 per day, improving 61%QoQ and 144%YoY with gains from both owned and chartered-in vessels, and the highest TCE rate was at US\$ 37,748 per day.
- Low vessel operating expenses (OPEX) of US\$ 4,168 per day, 7% lower than industry OPEX for Supramax of US\$ 4,503⁽³⁾ per day, and low breakeven cost of US\$ 8,173 per day.
- At quarter-end, Shipping segment owned 24 vessels (22 Supramax and 2 Ultramax) with an average size of 55,913 DWT and an average age of 13.2 years.
- The equivalent number of chartered-in vessels increased QoQ from 14.2 to 17.7 vessels, due to rising demand.

⁽¹⁾ Thoresen TCE Rate = Owned Vessel TCE Rate + Chartered-In Rate

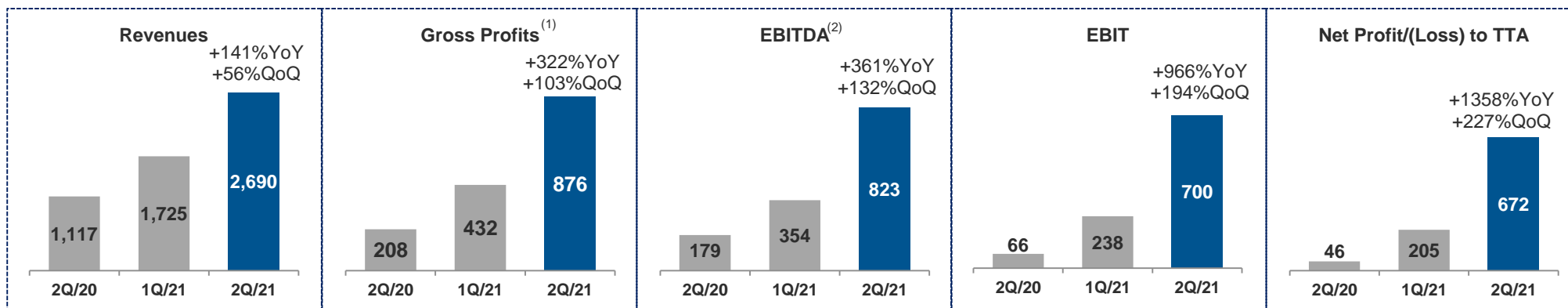
⁽²⁾ Gross Supramax TC rate net of commission. Based on BSI-52 index up through 4Q/18 and BSI-58 index from 1Q/19 onwards, to be comparable with the fleet size of Shipping Segment.

⁽³⁾ Latest Industry OPEX for Supramax at US\$ 4,503 per day, issued in November 2020. (compiled by BDO, formerly known as Moore Stephens).

SHIPPING SEGMENT

Continued market leader position

Unit: Million Baht

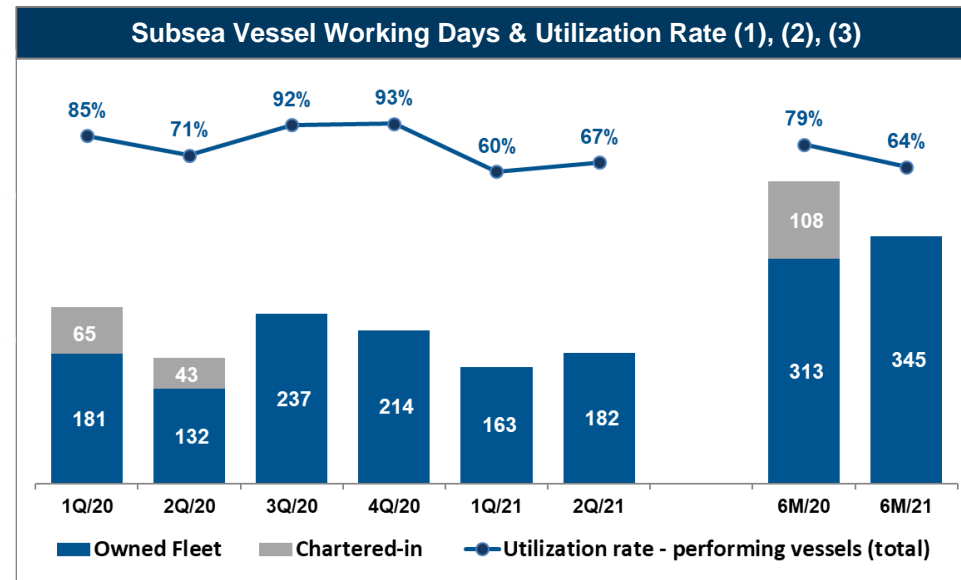
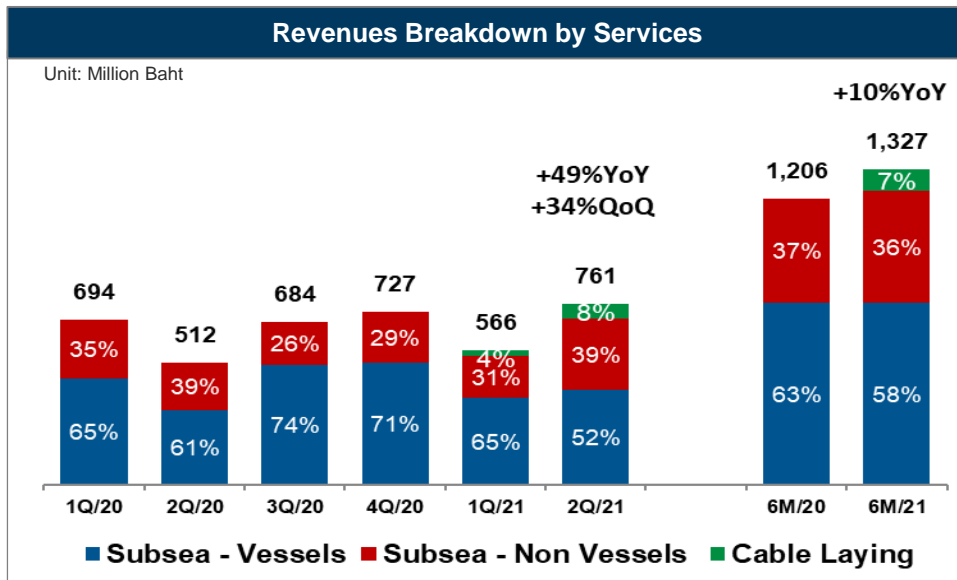


2Q/21 Performance

- Freight revenues increased 56%QoQ and 141%YoY to Baht 2,690 million, mainly due to the rising freight rate. Supramax freight rate reached an 11-year high, supported by a recovering global economy, seasonally strong iron ore, and grain shipments, as well as significant port congestion.
- As TCE rate strongly increased while cost remained low, per-day gross profit margin significantly improved from 44% in 2Q/20 and 59% in 1Q/21 to 74% in 2Q/21. As a result, gross profits increased 103%QoQ and 322%YoY to Baht 876 million.
- EBITDA improved 132%QoQ and 361%YoY to Baht 823 million.
- Shipping segment delivered the best-ever net profits to TTA in more than a decade of Baht 672 million, improving 227%QoQ and 1,358%YoY.

Note ⁽¹⁾ Excluding depreciation and amortization, but including amortization of vessel drydocking
⁽²⁾ Earnings before interest, tax, depreciation, and amortization (excluding extraordinary items)

OFFSHORE SERVICE SEGMENT



2Q/21 Operating Performance

Subsea IRM Service

- The performing vessel utilization in 2Q/21 increased QoQ from 60% to 67% but decreased YoY from 71%.

Cable Laying

- In 2Q/21, cable laying projects have been in progress and given a good margin.

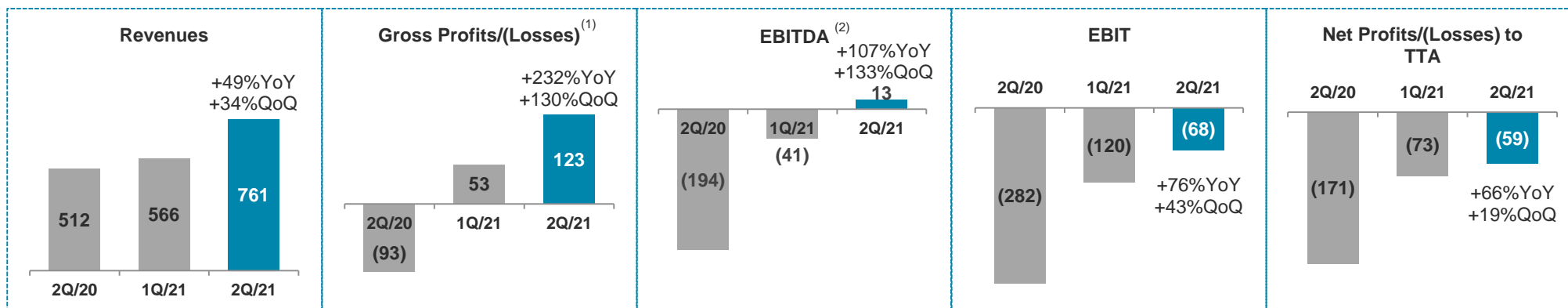
Note ⁽¹⁾ Performing vessels only. Since 2Q/19, there have been 3 performing vessels in the above graph.

⁽²⁾ Utilization rate is the percentage of time that our vessels generated revenues and is determined by dividing operating days by available service days⁽³⁾

⁽³⁾ Available service days are calendar days less planned off-hire days associated with major repairs, dry dockings, or special or intermediate surveys.

OFFSHORE SERVICE SEGMENT

Unit: Million Baht



2Q/21 Performance

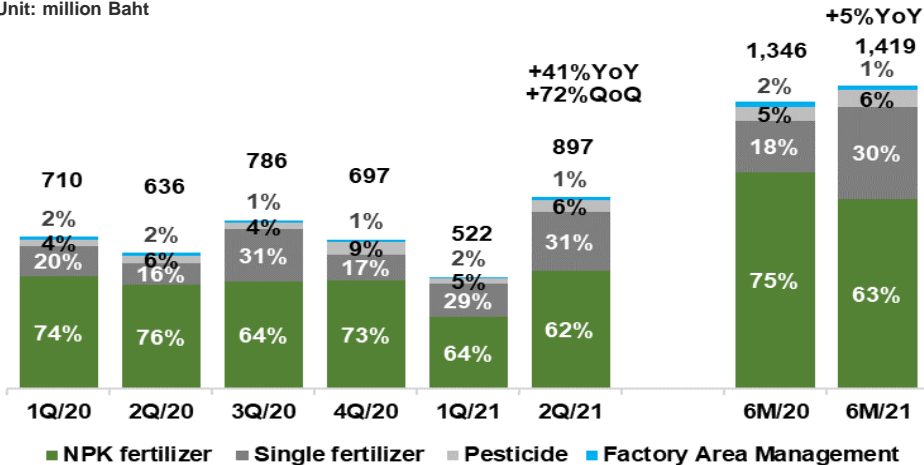
- The performance of Offshore Service segment to TTA improved 19%QoQ and 66%YoY in 2Q/21 with a new record-high orderbook of US\$ 286 million at quarter-end.
- Offshore Service segment's revenues in 2Q/21 were recorded at Baht 761 million, which increased 34%QoQ and 49%YoY. The QoQ increase was due to higher vessel utilization and an increase in non-vessel revenues while the YoY increase was due to the better vessel day rate and an increase in non-vessel revenues despite lower vessel utilization.
- Gross profits had been positive for the fourth consecutive quarter since the recovery in 3Q/20 and improved significantly by 130%QoQ and 232%YoY to Baht 123 million due to additional non-vessel works and better gross margin of vessel projects.
- EBITDA turned positive and improved 133%QoQ and 107%YoY to Baht 13 million.
- Net loss to TTA of Baht 59 million, improving 19%QoQ and 66%YoY.

⁽¹⁾ Excluding depreciation and amortization, but including amortization of vessel drydocking
⁽²⁾ Earnings before interest, tax, depreciation, and amortization (excluding extraordinary items)

AGROCHEMICAL SEGMENT

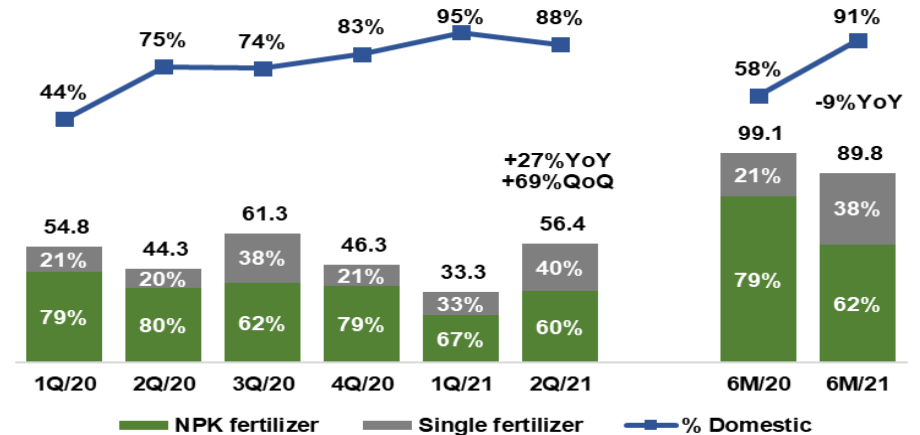
Revenue Breakdown by Product

Unit: million Baht



Total Fertilizer Sales Volume Breakdown

Unit: KTons



2Q/21 Operating Performance

Fertilizer

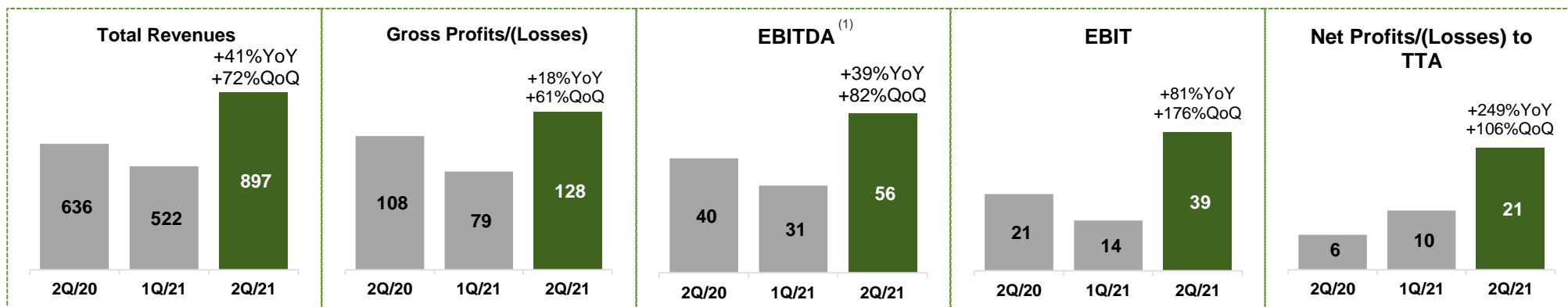
- Total fertilizer sales volume in 2Q/21 increased by 69%QoQ and 27%%YoY to 56.4 KTons from higher domestic volume.
- Domestic fertilizer sales volume reached a record high at 49.9 KTons, which significantly increased 57%QoQ and 50%YoY, mainly due to increasing demand and effective inventory management, as well as seasonal factors.
- Export to countries in South East Asia like Thailand and Cambodia has continued while the export to Africa was limited by the shortage of containers and higher container freight rate; however, it started to recover in this quarter.
- Regarding sales volume by product, single fertilizer sales volume increased by 106%QoQ and 158%YoY to 22.7 KTons, and NPK fertilizer sales volume increased 51%QoQ but decreased 5%YoY to 33.7 KTons.

Factory Area Management Service

- Total area for factory area management services is 66,420 sqm. Service income increased QoQ and YoY to Baht 13 million, due to higher demand during this quarter.

AGROCHEMICAL SEGMENT

Unit: Million Baht



- Agrochemical segment's revenues in 2Q/21 amounted to Baht 897 million, which increased 72%QoQ and 41%YoY due to higher domestic fertilizer sales volume and selling price.
- Sales revenue of pesticides also increased 119%QoQ and 47%YoY to Baht 55 million due to active marketing for substituted products of glyphosate.
- Gross profit margin decreased QoQ and YoY from 15% and 17% to 14%, respectively, because some key raw material price has recently increased, although the selling price also increased.
- EBITDA increased by 82%QoQ and 39%YoY to Baht 56 million.
- Net profits to TTA of Baht 21 million, improving 106%QoQ and 249%YoY.

Note ⁽¹⁾ Earnings before interest, tax, depreciation, and amortization (excluding extraordinary items)

FOOD & BEVERAGE AND INVESTMENT SEGMENTS

Food & Beverage

F&B



70%

- TTA acquired the franchise license of Pizza Hut in Thailand in 2017.
- 172 outlets nationwide at the end of June 2021.

F&B



70%

- Taco Bell is the leading American restaurant chain serving a variety of Mexican inspired food.
- TTA was granted the right to enter into the franchise agreements of Taco Bell in 2018 and opened the first outlet of Taco Bell in January 2019.
- 10 outlets nationwide at the end of June 2021. One outlet was opened this quarter at Caltex gas station, Prachanukul road.

Investment

Water



83.75%

- TTA acquired Asia Infrastructure Management Co., Ltd. (“AIM”) in 2018.
- Aim is a water contractor/service company and also owns a concession to sell tap water in Luang Prabang, Laos, through a 66.7%-owned subsidiary
- As of 30 June 2021, the order book was Baht 829 million, including non-revenue water and water pipeline projects.

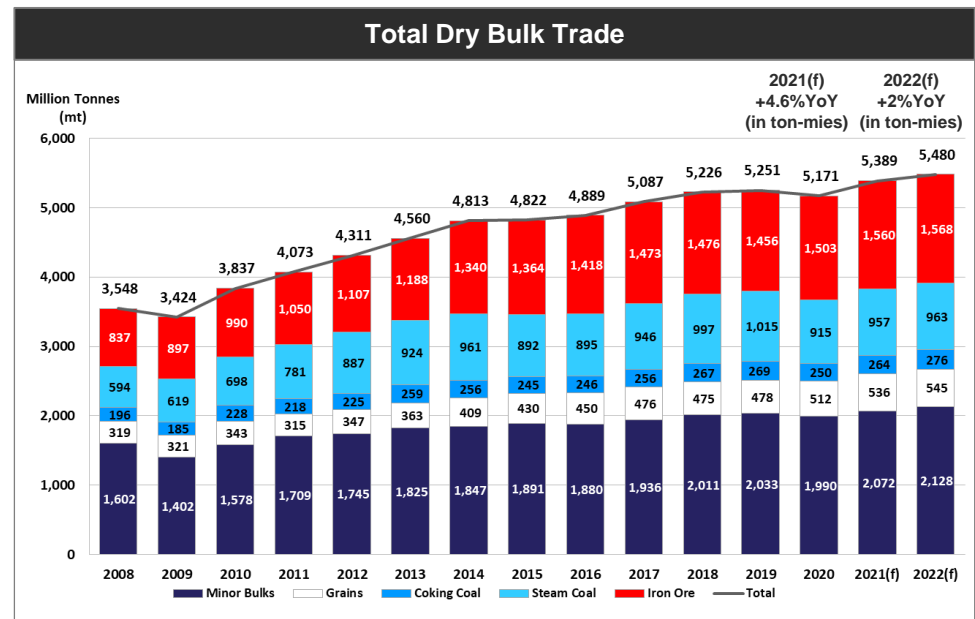
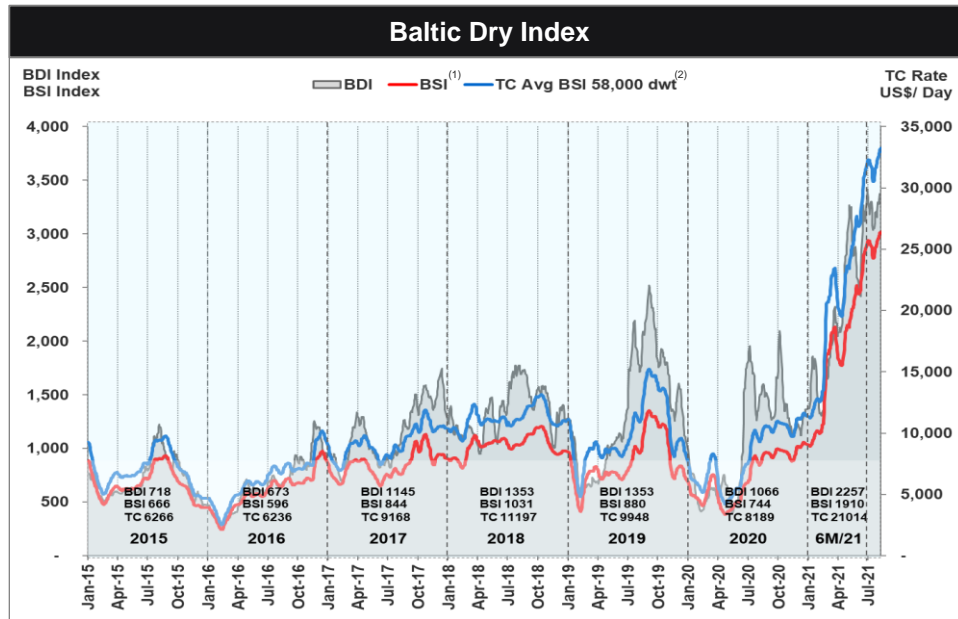
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DRY BULK BUSINESS OUTLOOK - DEMAND



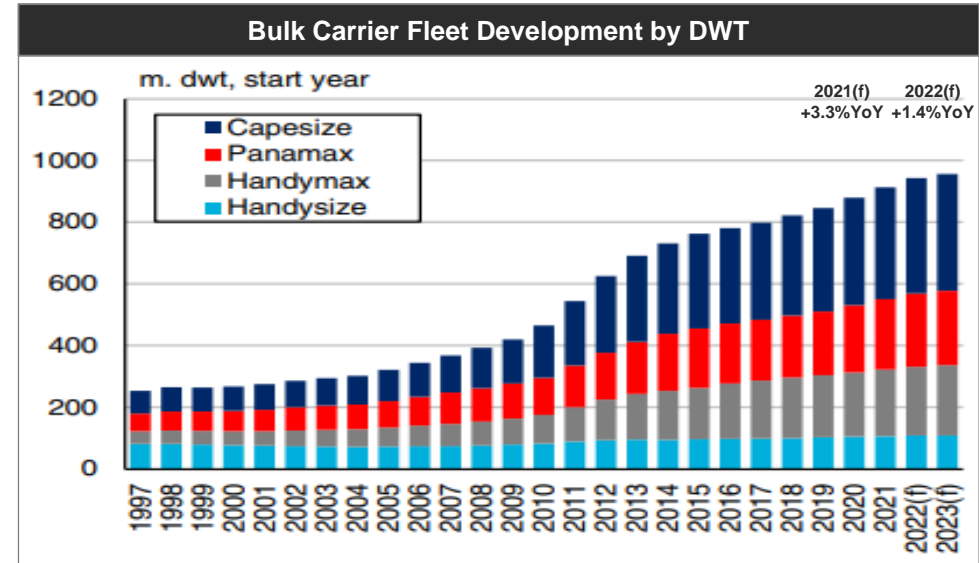
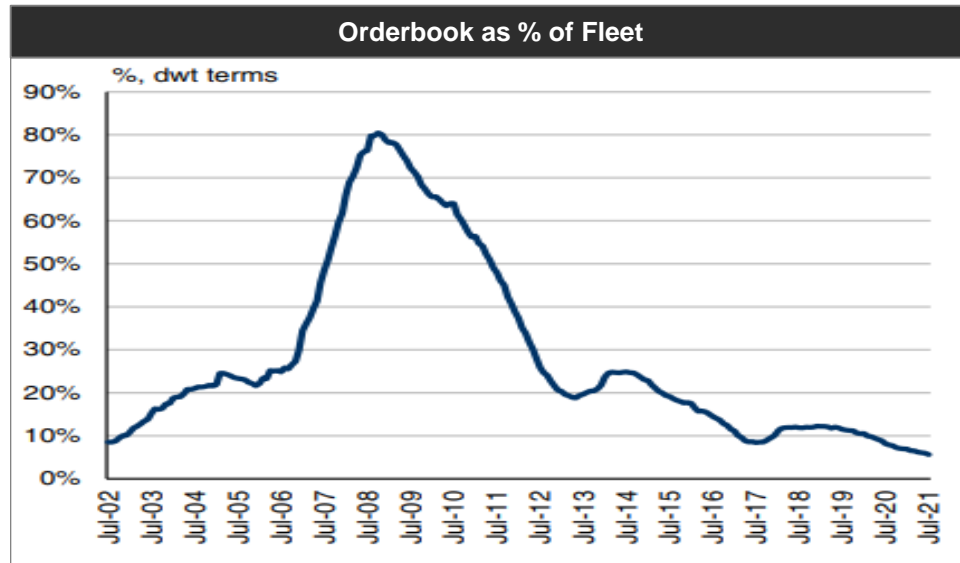
- Our fleet (avg. 55,913 DWT) is categorized as small vessels and can be base on Baltic Supramax Index (BSI), although our fleet size is smaller than the benchmark (a standard 58K DWT bulk carrier).
- Baltic Supramax Index (BSI) reached an average of 2,322 points, compared to an average of 498 points in 2Q/20 and 1,512 points in 1Q/21. TC rate of Supramax reached an 11-year high above US\$ 30,000 per day in mid-June.
- The bulker market continues to strengthen as trade rebounds firmly and a range of factors provide disruption upside such as port congestion. The strong momentum for the Sub-Cape vessels has continued through the second quarter on strong grain (rice, wheat, corn, etc.) and soybean demand from China as the pig herd recovered faster than expected from the African Swine Fever and domestic stockpiles began to shrink. Boosting minor bulk commodities, especially steel products and cement related to the infrastructure investments and industrial demand boosted by the stimulus packages, also provide market support for the Sub-Cape vessels.
- Looking forward, global seaborne dry bulk trade is currently projected to grow 4.6% in ton-miles for the full year 2021 and approximately 2% for 2022.

Source: Clarksons Research, July 2021, Short Bulker Outlook 2021 Q3 by VesselsValue

Note: ⁽¹⁾ BSI referred to 52,000 dwt bulk carrier basis for the period before 3 April 2017 and 58,000 dwt bulk carrier basis for the period starting 3 April 2017.

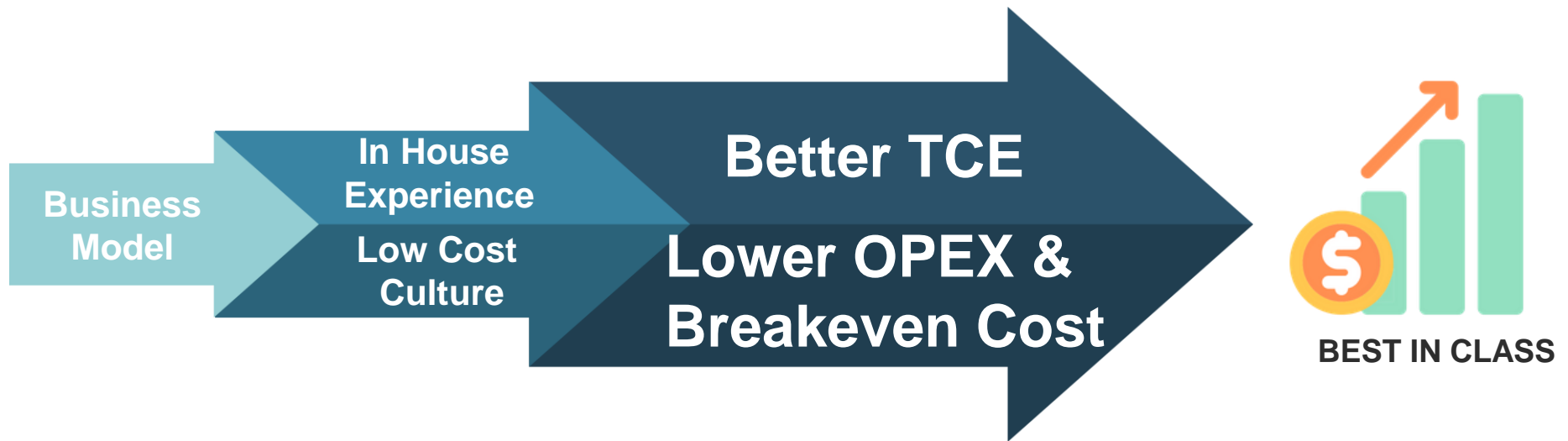
⁽²⁾ TC Avg BSI is based on BSI-52 index up through 4Q/18 and BSI-58 index from 1Q/19 onwards, to be comparable with the fleet size of Shipping segment.

DRY BULK BUSINESS OUTLOOK - SUPPLY



- The orderbook now stands at a record low of less than 6% of fleet capacity for the first time in 30 years. This partly reflects continued uncertainty over fuel and technology choices against a backdrop of the accelerating environmental and regulatory agenda.
- Fleet expansion is projected to slow to 3.3% in deadweight tonnage (DWT) term for the full year 2021 and 1.4% in 2022. Port congestion is also having a clear impact on available capacity this year.
- Overall, dry bulk trade volumes rebound firmly alongside positive global economic sentiment, and supply growth looks limited (4.6% demand growth vs. 3.3% fleet growth in 2021). The market also sees further steady improvements into 2022 (2% demand growth vs. 1.4% fleet growth). However, uncertainty remains.

SHIPPING SEGMENT: COMPETITIVE ADVANTAGES



Business Model

- Be both ship owner and operator for charter-in vessels to serve a wide range of customers and gain more profits with optimal risks.
- Serve for time charter and voyage charter.

In-house Ship Management

- Experienced in-house team management

Low Cost Culture

- Low cost culture and platform with Thai Team both onboard and onshore

Better TCE

- Outperforming TCE compared to peer

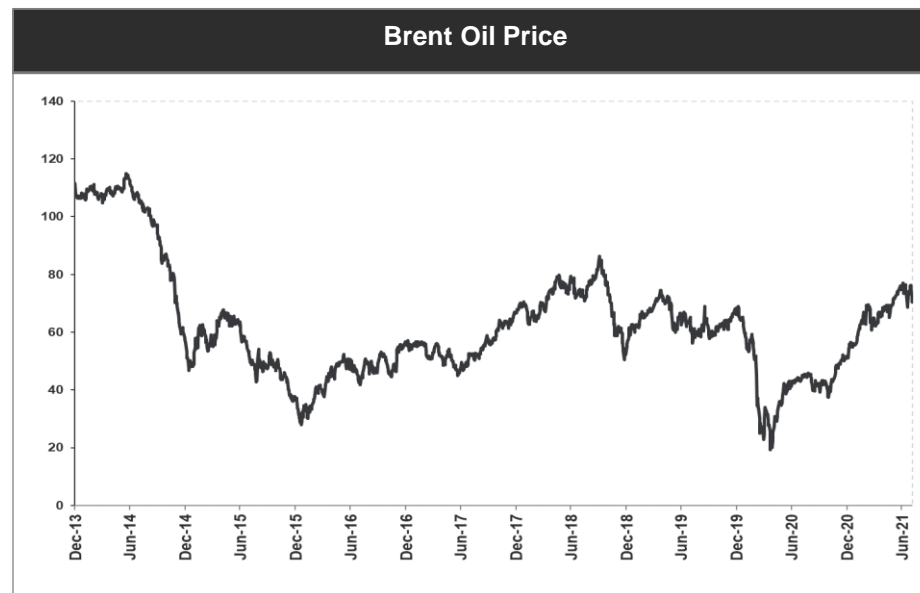
Lower OPEX

- Vessel operating expenses (OPEX) lower than industry OPEX for Supramax

Lower Breakeven Cost

- Not only OPEX, other costs (depreciation, SG&A, finance cost, etc.) are also low, giving low breakeven cost.

OFFSHORE SERVICE: BUSINESS OUTLOOK

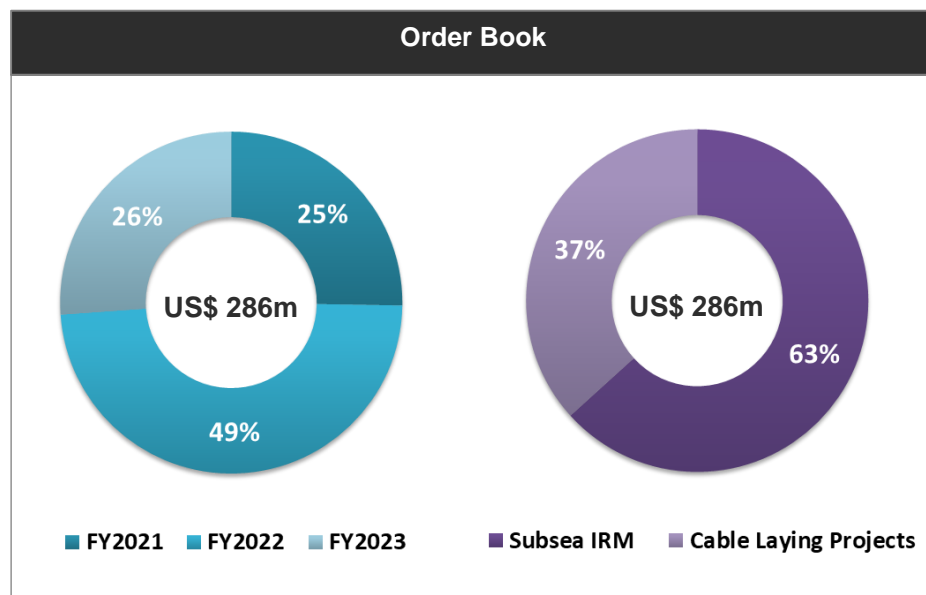


Source: CO1: COM

The intermediate outlook remains positive, as construction engagements begin to mobilize after a year of relative inaction.

- Brent crude oil has volatily traded in the range of US\$ 62-76/bbl and averaged at US\$ 69/bbl in 2Q/21, compared to US\$ 61/bbl in 1Q/21. In its August report, the US Energy Information Administration (EIA) forecasts Brent spot prices will rise to an average US\$73/bbl in 3Q/21 and US\$71/bbl in 4Q/21 which reflects global oil consumption.
- Saudi's investment plan remains largely unchanged, they plan to invest circa USD 440 billion on the Eastern Seaboard in various projects up to 2025.
- Qatar has plans to invest USD 27 Billion in Oil & Gas Sector.
- In the West African market Majors have allocated budgets of additional USD 123 Billion towards Subsea Sector.
- Considerable politically related violence has perpetuated a transient upheaval in Northern Mozambique and it is unclear at this stage when that region will return to business as normal.
- In the meantime, oil prices remain steady on the back of increasing demand.

OFFSHORE SERVICE: RECENT BUSINESS UPDATE



The order book reached a new record high at US\$ 286 million at the end of 2Q/21 with US\$ 72 million to be delivered during 2H21.

- **New business in cable laying:** We set up Cable Division and commenced new high-margin cable laying projects in 1Q/21. We have acquired 50% ownership of the Millennium 3, a decision which affords us critical access to a crucial asset for cable laying projects in a very specific space and should mean increased intermediate-term forward book for the Group.
- **New office in UK for the North Sea market:** We engaged well known and experienced staff in UK to represent Mermaid in the region with the aim to secure work for the Mermaid Endurer in 2022 as well as other air diving projects in 2H21 and beyond. This North Sea market has huge decommissioning requirements in the coming years and is also well placed to enter the renewables market in the medium to long term.
- **New market in Africa:** We took a position in Africa on the Eastern Seaboard. From there we will seek specific long-term engagements only with blue chip players, and always in line with the Group's ambitions to secure annuity income. We have successfully been awarded a considerable Survey Project (3+2 years) with a blue-chip oil major in Angola.
- **Disposal of non-performing assets:** We sold one cold-stacked vessel (Mermaid Siam) and a ROV with a gain of Baht 19 million in 1Q/21.

TTA SUSTAINABILITY

In addition to financial performance, TTA gives priority to good corporate governance, transparency, and sustainable development as detailed below:



- Appointment of Corporate Governance Committee to review the CG policy and to monitor compliance of the policy and practices
- Appointment of Sustainable Development Committee to ensure that sustainable development will be implemented throughout TTA
- Grant of the opportunity to shareholders to propose the agenda and director candidates
- The declaration of intent to join Thailand's Private Sector Collective Action Against Corruption (CAC)
- Achieving the CG Score of “Excellent” level in 2019 - 2020

TTA SUSTAINABILITY

Key Social Projects/ Activities



Maritime Cooks Training Program

Thoresen Shipping has been collaborating with Nakhon Si Thammarat Vocational College to establish a “Maritime Cooks Training Program” with the aim to develop professional onboard cooks. There are more than 140 students who graduated from this program.

Key Environmental Projects/ Activities



TTA Zero Waste Project

TTA’s long-term goal is to reduce plastic waste from its operations by 30% within 3 years starting from the year 2020. So, TTA Zero Waste Project had been launched to reduce the plastic waste in the TTA’s Office. Approximately 40 kilograms of plastic waste were collected in 2020 and handed over to Wat Chak Daeng in Samut Prakan’s Phra Pradaeng district for processing into synthetic fibers and used to make robes.

Key Economic Projects/ Activities



Participation in Thai CAC

TTA announced its participation in Thailand’s Private Sector Collective Action against Corruption (“CAC”) on 8 November 2019 with an aim to be certified by the CAC by 2021.

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DIVIDEND POLICY

TTA has established a policy to distribute dividends of at least 25% of the consolidated net profit after tax but excluding unrealized foreign exchange gains or losses, subject to the Company's investment plans and other relevant factors. The Board may review and revise the dividend policy from time to time to reflect the Company's future business plans, the needs for investment, and other factors, as the Board deems appropriate. However, dividend distributions may not exceed the retained earnings reported in the financial statements of TTA only.

The Company's dividend payment record for the past five financial years is as follows:

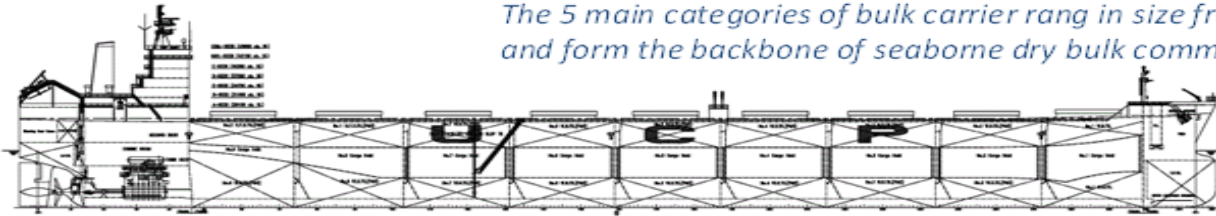
| Financial Year | For the year ended 31 December | | | | |
|----------------------------------|--------------------------------|------|------|-------|--------------------|
| | 2020 | 2019 | 2018 | 2017 | 2016 |
| Earnings (Loss) per share (Baht) | (1.07) | 0.31 | 0.12 | 0.32 | (0.23) |
| Dividend per share (Baht) | 0.02 ^{/1} | 0.06 | 0.05 | 0.075 | 0.05 ^{/1} |

Note : ^{/1} The Company paid dividend from the retained earnings.

TYPE OF DRY BULK CARRIERS

Dry bulk carriers – from large to massive

The 5 main categories of bulk carrier range in size from 20,000 dwt to 400,000 dwt and form the backbone of seaborne dry bulk commodity trades

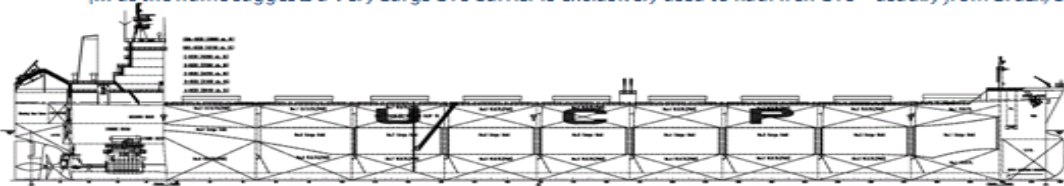


Very Large Ore Carrier (VLOC)

220,000 – 400,000 DWT
LOA 360+ m

Primary trades: Iron ore from Brazil and Australia to China

(... as the name suggests a Very Large Ore Carrier is exclusively used to haul Iron Ore – usually from Brazil, S.Afr and Australia to Europe and the Far east)

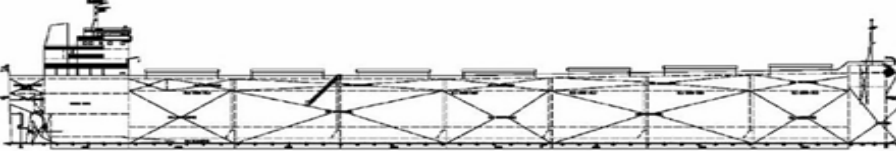


Capesize (Cape)

120,000 – 220,000 DWT
LOA 290 m

Primary trades: Iron ore from Brazil and Australia to China and Europe

(... Capes are used almost exclusively to haul iron ore and coal cargoes)

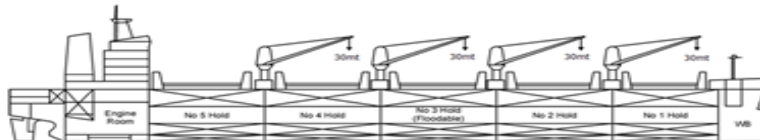


Panamax / Kamsarmax / Post-Panamax

65,000 – 110,000 DWT
LOA 225 m

Primary trades: Coal and Grain around the world

(... Panamaxes are versatile and are used to carry all major bulks and some minor bulks but rely on ports equipment for load and disc)

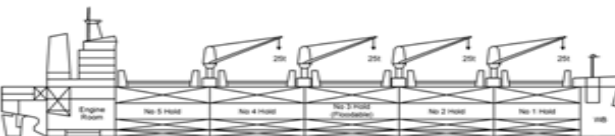


Handymax / Supramax - Ultramax

40,000 – 65,000 DWT
LOA 189 m

Primary trades: Coal and grain + minor bulks worldwide

(... Supramaxes are supers versatile and are used to carry all bulks. Has own cranes and gear so does not need port equipment)



Handysize

20,000 – 40,000 DWT
LOA 169 m

Primary trades: Regional major and minor bulk trades worldwide

(... Are as versatile as Supramaxes but just smaller for access to smaller ports and rivers – often in regional trades)

Hint:

You can tell a dry bulk carrier from a tanker by checking that there are no pipes and pumps on deck (as on a tanker) and that you can see the rectangular hatch covers which earmark a bulker.

BALTIC DRY INDEX (BDI)

The Baltic Dry Index (BDI) is a composite of the dry bulk timecharter averages and provides a continuous time series since 1985.

Daily Summary of Baltic Exchange dry indices and Weighted Timecharter Averages

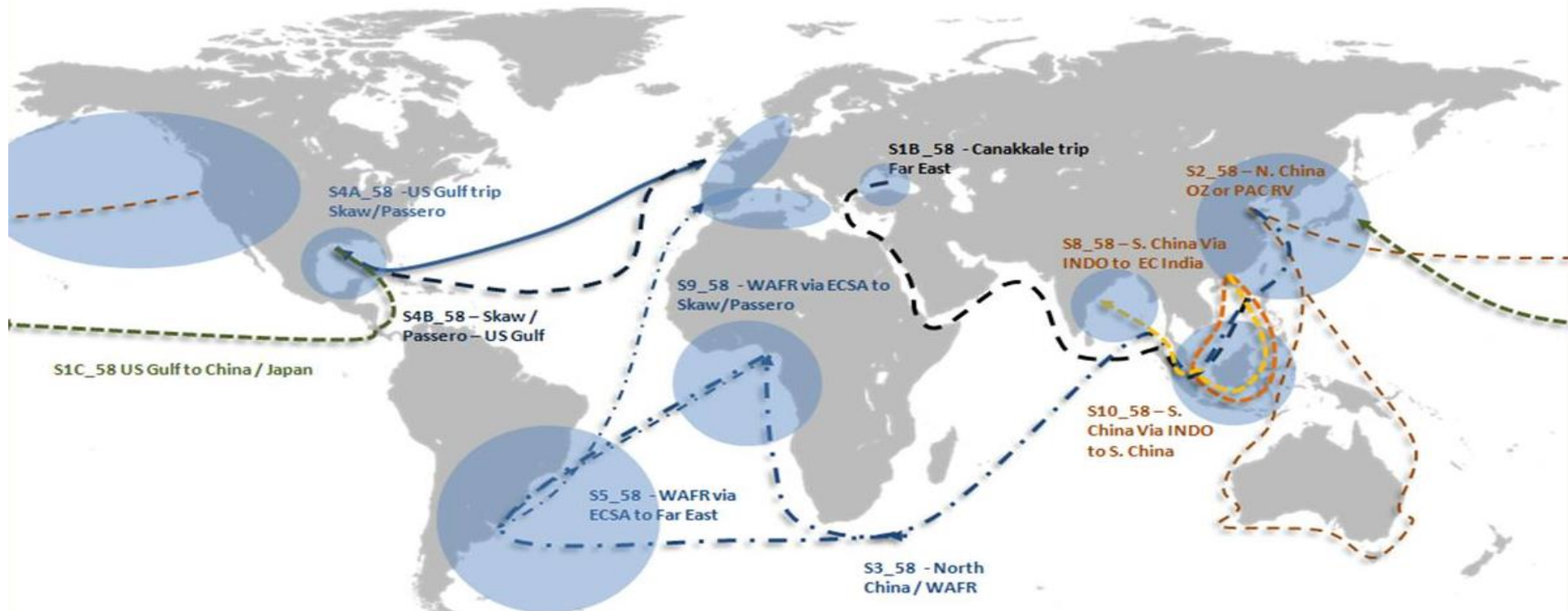
Date: 10 August 2021

| | |
|-------------------------------|-------------------|
| Baltic Dry Index | 3375 4 ↑ |
| Baltic Capesize Index | 4328 -14 ↓ |
| Baltic Panamax Index | 3476 18 ↑ |
| Baltic Supramax Index | 3032 10 ↑ |
| Baltic Handysize Index | 1773 6 ↑ |

BALTIC SUPRAMAX INDEX (BSI)

- BSI is based on 10TC Weighted Timecharter Average.
- Baltic Supramax vessel for Timecharter routes is based on a non-scrubber fitted standard "Tess58" type vessel (a standard 58K DWT vessel).

The Baltic Exchange Supramax 58 Average of 10 Timecharter Routes (S10TC) is calculated as a weighted average of the rates for each of the reported routes as shown on the map below



| Route | S1B_58 | S1C_58 | S2_58 | S3_58 | S4A_58 | S4B_58 | S5_58 | S8_58 | S9_58 | S10_58 |
|--------|--------|--------|-------|-------|--------|--------|-------|-------|-------|--------|
| Weight | 5.0% | 5.0% | 20.0% | 15.0% | 7.5% | 10.0% | 5.0% | 15.0% | 7.5% | 10.0% |

BSI CALCULATION (EXAMPLE)

| Route | Description | Size (MT) | Value (\$) | Weight | Index Comp |
|------------------------------|--|-----------|-------------|--------|------------|
| S1B_58 | TRIAL - Canakkale trip via Med or BI Sea to China-South Korea - duration 40-50 days. 5% total commission. | 58,328 | \$16,021.00 | 5.0% | \$801.05 |
| S1C_58 | TRIAL - US Gulf trip to China-south Japan - duration 50-55 days. 5% total commission. | 58,328 | \$18,669.00 | 5.0% | \$933.45 |
| S2_58 | TRIAL - North China one Australian or Pacific round voyage - duration 40-50 days. 5% total commission | 58,328 | \$7,375.00 | 20.0% | \$1,475.00 |
| S3_58 | TRIAL - North China trip to West Africa - duration 55-65 days. 5% total commission. | 58,328 | \$6,463.00 | 15.0% | \$969.45 |
| S4A_58 | TRIAL - US Gulf trip to Skaw-Passero - duration 25-30 days. 5% total commission. | 58,328 | \$17,388.00 | 7.5% | \$1,304.10 |
| S4B_58 | TRIAL - Skaw-Passero trip to US Gulf - duration 25-30 days. 5% total commission. | 58,328 | \$5,967.00 | 10.0% | \$596.70 |
| S5_58 | TRIAL - West Africa trip via east coast South America to north China - duration 60-65 days. 5% total commission. | 58,328 | \$12,833.00 | 5.0% | \$641.65 |
| S8_58 | TRIAL - South China trip via Indonesia to east coast India - duration 20-25 days. Cargo basis coal. 5% total commission. | 58,328 | \$7,686.00 | 15.0% | \$1,152.90 |
| S9_58 | TRIAL - West Africa trip via east coast South America to Skaw-Passero - duration 45-50 days. 5% total commission. | 58,328 | \$11,200.00 | 7.5% | \$840.00 |
| S10_58 | TRIAL - South China trip via Indonesia to south China - duration 20-25 days. Cargo basis coal. 5% total commission. | 58,328 | \$5,707.00 | 10.0% | \$570.70 |
| TRIAL - Time Charter Average | | | | 100.0% | \$9,285.00 |

KEY REGULATORY CHANGES FOR DRY BULK

IMO 2023 - EEXI (Energy Efficiency Index)

- **Regulator:** International Maritime Organization (IMO), MARPOL Annex VI
- **Enforcement:** January 1, 2023
- **Requirement:** The EEXI is applicable for all vessels above 400 GT falling under MARPOL Annex VI. Guidelines on calculations, surveys and verification of the EEXI have been finalized at MEPC 76. To comply with the regulation, the attained EEXI must be less than or equal to the required EEXI.
- **The attained EEXI** is the vessel's grams of CO₂ emitted per capacity ton mile under the ship specific reference conditions (the regulation 20A of the MARPOL Annex VI).
- **The required EEXI** is the vessel's required maximum grams of CO₂ emitted by the vessel per capacity (deadweight) ton mile under reference conditions, given its type and capacity (the regulation 21A of the MARPOL Annex VI).

SHIPPING SEGMENT

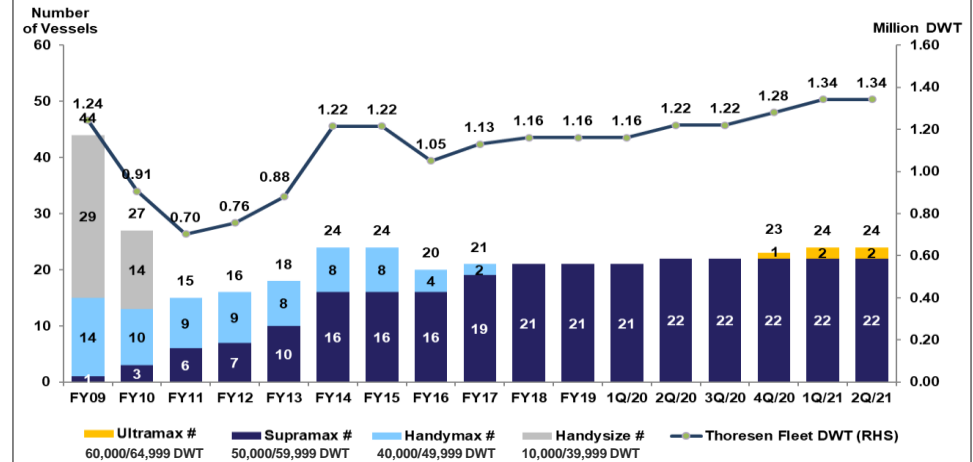
A Supramax fleet with one of the lowest daily OPEX



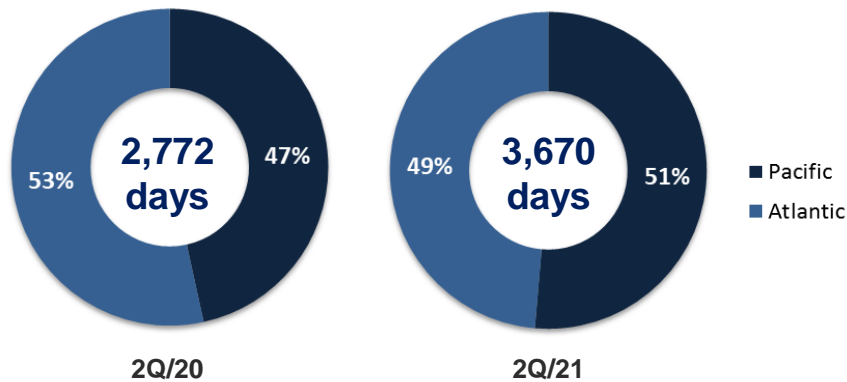
- 24 owned vessels (dry bulk)
- 13.20 years (average age)
- 55,913 DWT (average size)

As of June 2021

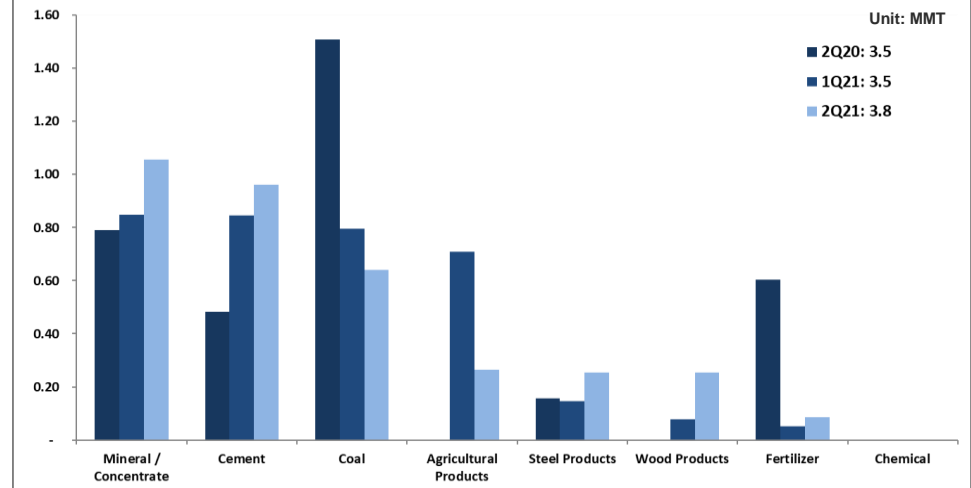
Owned Fleet 2009 – 2Q/21



2Q/21 Transportation Route by Geography*

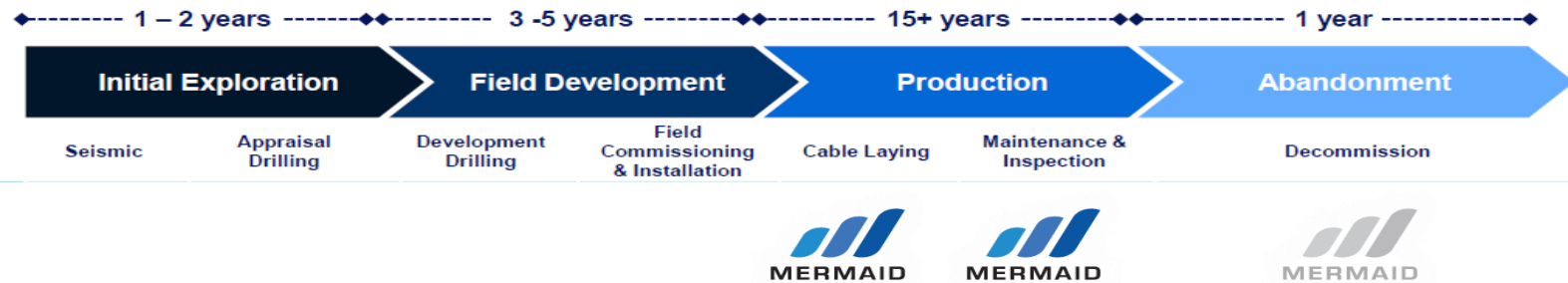


Cargoes Carried*



* By owned and chartered-in fleet.

OFFSHORE SERVICE



As of 30 June, 2021

- 3 performing subsea vessels
- 10 years (average age)

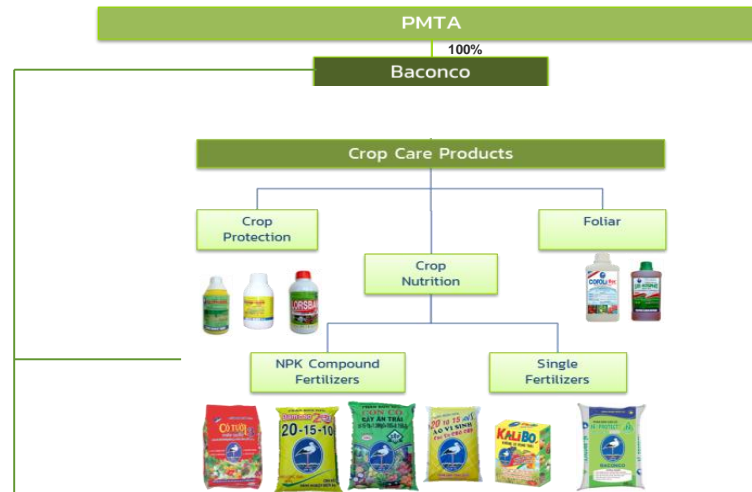
Subsea Services

- Inspection, Repair & Maintenance (IRM)
- Infrastructure Installation Support
- Remotely Operated Vehicle (ROV) Support
- Cable & Flexible Pipe Laying

- Mermaid Maritime Public Company Limited is a Thai company listed on SGX (<http://www.mermaid-group.com>)
- National Oil Company Strategy (high barrier to entry)
- Strong position in lower oil cost producing regions where it is predominantly shallow water, hence less impact by fluctuations in oil prices
- Continue to offer cable laying service, a diversification opportunity beyond Oil and Gas
- Streamline operation/ process for cost cutting

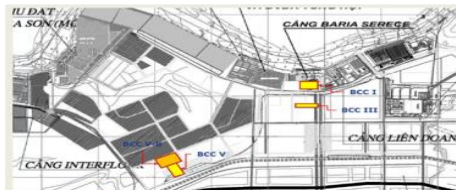
* Offshore Service segment owns 5 subsea vessels in total (excluding the related party's vessel), of which 3 vessels are performing vessels and 2 vessels are in cold stack and marketed for sales.

AGROCHEMICAL SEGMENT



Engages in over 95 different fertilizer formulas from generic market blends to highly specialized types.

Factory Area For Leasing



Notable customers



Baconco

The leading manufacturer and seller of fertilizer in Vietnam.

70 KILOMETERS FROM HO CHI MIN CITY

- PM Thoresen Asia Holdings Public Company Limited listed on SET (<http://www.pmthoresenasia.com>)
- Leader NPK Supplier in Vietnam
- Biggest private fertilizer producer in Vietnam by capacity
- Comprehensive fertilizer production process with over 95 NPK formulas and customized formulas to fulfill customers' needs
- Successful presence in the global market
- Ability to speedily launch and develop new innovated products

CONSOLIDATED STATEMENT OF INCOME (1/2)

Key Financial Data ⁽¹⁾

| in million Baht | 2Q/20 | 1Q/21 | 2Q/21 | YoY | QoQ | 6M/20 | 6M/21 | YoY | 2Q/20 | 1Q/21 | 2Q/21 | 6M/20 | 6M/21 | |
|--|----------------|----------------|----------------|--------------|-------------|----------------|----------------|-------------|-------------|-------------|-------------|-------------|-------------|---------------------|
| Total Revenues | 2,952.0 | 3,447.2 | 5,125.8 | 74% | 49% | 6,247.8 | 8,573.0 | 37% | 100% | 100% | 100% | 100% | 100% | Revenue Structure |
| Shipping | 1,117.5 | 1,725.1 | 2,689.5 | 141% | 56% | 2,379.0 | 4,414.6 | 86% | 38% | 50% | 52% | 38% | 51% | |
| Offshore service | 512.0 | 565.8 | 760.9 | 49% | 34% | 1,205.7 | 1,326.7 | 10% | 17% | 16% | 15% | 19% | 15% | |
| Agrochemical | 635.9 | 522.2 | 896.7 | 41% | 72% | 1,345.7 | 1,418.9 | 5% | 22% | 15% | 17% | 22% | 17% | |
| Food & Beverage | 530.7 | 446.2 | 541.1 | 2% | 21% | 1,051.9 | 987.3 | -6% | 18% | 13% | 11% | 17% | 12% | |
| Investment | 156.0 | 188.0 | 237.6 | 52% | 26% | 265.6 | 425.5 | 60% | 5% | 5% | 5% | 4% | 5% | |
| Gross Profits/(Losses) ⁽²⁾ | 487.0 | 788.7 | 1,417.3 | 191% | 80% | 931.1 | 2,206.1 | 137% | 16% | 23% | 28% | 15% | 26% | Gross Profit Margin |
| Shipping | 207.5 | 431.6 | 875.6 | 322% | 103% | 401.0 | 1,307.2 | 226% | 19% | 25% | 33% | 17% | 30% | |
| Offshore service | (92.9) | 53.3 | 122.6 | 232% | 130% | (205.5) | 176.0 | 186% | -18% | 9% | 16% | -17% | 13% | |
| Agrochemical | 108.1 | 79.3 | 127.7 | 18% | 61% | 215.8 | 207.0 | -4% | 17% | 15% | 14% | 16% | 15% | |
| Food & Beverage | 210.5 | 167.0 | 225.1 | 7% | 35% | 420.7 | 392.1 | -7% | 40% | 37% | 42% | 40% | 40% | |
| Investment & Others* | 53.8 | 57.4 | 66.3 | 23% | 15% | 99.0 | 123.7 | 25% | 34% | 31% | 28% | 37% | 29% | |
| EBITDA ⁽³⁾ | 79.2 | 494.3 | 1,013.0 | 1179% | 105% | (211.7) | 1,507.2 | 812% | 3% | 14% | 20% | -3% | 18% | EBITDA Margin |
| Shipping | 178.6 | 354.2 | 823.0 | 361% | 132% | 190.1 | 1,177.2 | 519% | 16% | 21% | 31% | 8% | 27% | |
| Offshore service | (194.0) | (40.8) | 13.3 | 107% | 133% | (396.7) | (27.5) | 93% | -38% | -7% | 2% | -33% | -2% | |
| Agrochemical | 40.4 | 30.8 | 56.2 | 39% | 82% | 74.5 | 87.0 | 17% | 6% | 6% | 6% | 6% | 6% | |
| Food & Beverage | 49.7 | 23.1 | 64.4 | 30% | 179% | 114.0 | 87.6 | -23% | 9% | 5% | 12% | 11% | 9% | |
| Investment & Others* | 4.5 | 127.0 | 56.1 | 1135% | -56% | (193.7) | 183.0 | 195% | 3% | 68% | 24% | -73% | 43% | |

Note: * Holding and elimination

⁽¹⁾ As consolidated on TTA's P&L

⁽²⁾ Excluding depreciation and amortization, but including amortization of vessel drydocking

⁽³⁾ Earnings before interest, tax, depreciation, and amortization (excluding extraordinary items)

⁽⁴⁾ Normalized net profits/(losses) = net profits/(losses) - non-recurring items

CONSOLIDATED STATEMENT OF INCOME (2/2)

Key Financial Data ⁽¹⁾

| in million Baht | 2Q/20 | 1Q/21 | 2Q/21 | YoY | QoQ | 6M/20 | 6M/21 | YoY | 2Q/20 | 1Q/21 | 2Q/21 | 6M/20 | 6M/21 | |
|--|----------------|----------------|----------------|-------------|-------------|----------------|----------------|-------------|------------|-----------|------------|-------------|------------|---------------------------------------|
| EBIT | (223.8) | 200.9 | 708.3 | 416% | 253% | (818.9) | 909.2 | 211% | -8% | 6% | 14% | -13% | 11% | Gross Profit Margin |
| Shipping | 65.6 | 237.7 | 699.8 | 966% | 194% | (28.7) | 937.5 | 3368% | 6% | 14% | 26% | -1% | 21% | |
| Offshore service | (282.5) | (119.9) | (68.0) | 76% | 43% | (582.9) | (187.9) | 68% | -55% | -21% | -9% | -48% | -14% | |
| Agrochemical | 21.4 | 14.1 | 38.7 | 81% | 176% | 36.9 | 52.8 | 43% | 3% | 3% | 4% | 3% | 4% | |
| Food & Beverage | (5.5) | (30.3) | 9.3 | 270% | 131% | 4.1 | (21.0) | -615% | -1% | -7% | 2% | 0% | -2% | |
| Others (Excluding Holding and Elimi | 25.4 | 23.1 | 37.9 | 49% | 64% | 35.3 | 60.9 | 73% | 16% | 12% | 16% | 13% | 14% | |
| Others | (23.0) | 99.3 | 28.5 | 224% | -71% | (248.3) | 127.8 | 151% | -15% | 53% | 12% | -93% | 30% | |
| Net Profits/(Losses) to TTA | (240.9) | 189.1 | 530.3 | 320% | 180% | (700.2) | 719.4 | 203% | -8% | 5% | 10% | -11% | 8% | Net Profit (to TTA) Margin |
| Shipping | 46.1 | 205.3 | 671.6 | 1358% | 227% | (77.9) | 876.8 | 1226% | 4% | 12% | 25% | -3% | 20% | |
| Offshore service | (171.4) | (72.7) | (58.6) | 66% | 19% | (355.4) | (131.3) | 63% | -33% | -13% | -8% | -29% | -10% | |
| Agrochemical | 6.1 | 10.3 | 21.3 | 249% | 106% | 21.2 | 31.6 | 49% | 1% | 2% | 2% | 2% | 2% | |
| Food & Beverage | (4.9) | (25.8) | 5.4 | 211% | 121% | (3.3) | (20.5) | -516% | -1% | -6% | 1% | 0% | -2% | |
| Investment & Others* | (116.9) | 72.1 | (109.3) | 6% | -252% | (284.7) | (37.3) | 87% | -75% | 38% | -46% | -107% | -9% | |
| Normalized Net Profits/(Losses) to TTA ⁽⁴⁾ | (255.4) | 204.2 | 652.8 | 356% | 220% | (714.4) | 857.0 | 220% | -9% | 6% | 13% | -11% | 10% | Normalized Net Profit (to TTA) Margin |
| Shipping | 29.9 | 205.3 | 671.6 | 2145% | 227% | (94.0) | 876.9 | 1033% | 3% | 12% | 25% | -4% | 20% | |
| Offshore service | (171.7) | (83.5) | (58.6) | 66% | 30% | (355.8) | (142.1) | 60% | -34% | -15% | -8% | -30% | -11% | |
| Agrochemical | 6.1 | 10.3 | 21.2 | 249% | 105% | 21.2 | 31.6 | 49% | 1% | 2% | 2% | 2% | 2% | |
| Food & Beverage | (5.1) | (23.1) | 5.9 | 216% | 126% | (3.0) | (17.1) | -467% | -1% | -5% | 1% | 0% | -2% | |
| Investment & Others* | (114.5) | 95.2 | 12.6 | 111% | -87% | (282.7) | 107.8 | 138% | -73% | 51% | 5% | -106% | 25% | |
| Number of Issued and Paid-up Shares (million Shares) | 1,822.5 | 1,822.5 | 1,822.5 | 0% | 0% | 1,822.5 | 1,822.5 | 0% | | | | | | |
| Basic earnings per share (in Baht) | (0.13) | 0.10 | 0.29 | 320% | 180% | (0.38) | 0.39 | 203% | | | | | | |

Note: * Holding and elimination

⁽¹⁾ As consolidated on TTA's P&L

⁽²⁾ Excluding depreciation and amortization, but including amortization of vessel drydocking

⁽³⁾ Earnings before interest, tax, depreciation, and amortization (excluding extraordinary items)

⁽⁴⁾ Normalized net profits/(losses) = net profits/(losses) - non-recurring items

KEY OPERATIONAL DATA (1/2)

| | Units | 2Q/20 | 1Q/21 | 2Q/21 | %YoY | %QoQ | 6M/20 | 6M/21 | %YoY |
|---|---------|--------|---------|--------|------|------|--------|--------|------|
| Shipping Segment: | | | | | | | | | |
| BDI Index | Point | 783 | 1,739 | 2,793 | 257% | 61% | 685 | 2,257 | 230% |
| BSI Index | Point | 498 | 1,512 | 2,322 | 366% | 54% | 548 | 1,910 | 249% |
| Net Supramax TC Rate ⁽⁶⁾ | USD/Day | 5,210 | 15,801 | 24,261 | 366% | 54% | 5,732 | 19,963 | 248% |
| Calendar days for owned fleet ⁽¹⁾ | Days | 2,002 | 2,140 | 2,184 | 9% | 2% | 3,913 | 4,324 | 11% |
| Available service days for owned fleet ⁽²⁾ | Days | 1,962 | 2,114 | 2,057 | 5% | -3% | 3,868 | 4,170 | 8% |
| Operating days for owned fleet ⁽³⁾ | Days | 1,962 | 2,114 | 2,057 | 5% | -3% | 3,868 | 4,170 | 8% |
| Owned fleet utilization ⁽⁴⁾ | % | 100% | 100% | 100% | 0% | 0% | 100% | 100% | 0% |
| Voyage days for chartered-in fleet | USD/Day | 810 | 1,274 | 1,614 | 99% | 27% | 1,539 | 2,888 | 88% |
| TC (%) | % | 44% | 55% | 51% | | | 46% | 53% | |
| VC/COA (%) | % | 56% | 45% | 49% | | | 54% | 47% | |
| Average DWT | Dwt | 55,436 | 55,913 | 55,913 | 1% | 0% | 55,436 | 55,913 | 1% |
| Number of owned vessels at the ending period | Vessels | 22 | 24 | 24 | 9% | 0% | 22 | 24 | 9% |
| Average number of vessels ⁽⁵⁾ | Vessel | 30.5 | 37.6 | 40.3 | 32% | 7% | 29.7 | 39.0 | 31% |
| Average age of owned fleet | Years | 12.9 | 13.0 | 13.2 | | | 12.9 | 13.2 | |
| Per Day Data ^{(7):} | | | | | | | | | |
| Highest TCE Rate | USD/day | 12,652 | 27,443 | 37,748 | 198% | 38% | 15,495 | 37,748 | 144% |
| Thoresen TCE Rate ⁽⁸⁾ | USD/day | 7,525 | 11,392 | 18,330 | 144% | 61% | 7,662 | 14,872 | 94% |
| TCE Rate of Owned Fleet | USD/day | 6,131 | 12,750 | 16,713 | 173% | 31% | 6,742 | 14,736 | 119% |
| Gain/(Loss) from Chartered-In Vessels | USD/day | 1,394 | (1,357) | 1,617 | 16% | 219% | 920 | 136 | -85% |
| Vessel Operating Expenses (Owner's expenses) | USD/day | 3,520 | 4,088 | 4,168 | 18% | 2% | 3,685 | 4,127 | 12% |
| Cash Costs | USD/day | 5,139 | 5,597 | 5,836 | 14% | 4% | 5,341 | 5,716 | 7% |
| Total Costs | USD/day | 7,431 | 7,905 | 8,173 | 10% | 3% | 7,685 | 8,038 | 5% |
| Per-Day Gross Profit Margin ⁽⁹⁾ | % | 44% | 59% | 74% | | | 43% | 68% | |
| Per-Day EBITDA Margin | % | 32% | 51% | 68% | | | 30% | 62% | |
| Per-Day Net Operating Profit Margin | % | 1% | 31% | 55% | | | 0% | 46% | |

Note:

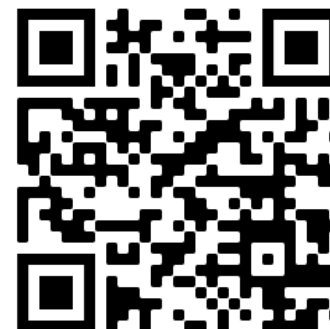
- Calendar days are the total calendar days TTA owned the vessels in our fleet for the relevant period, including off hire days associated with major repairs, dry dockings, or special or intermediate surveys.
- Available service days are calendar days(1) less planned off hire days associated with major repairs, dry dockings, or special or intermediate surveys.
- Operating days are the available days (2) less unplanned off-hire days, which occurred during the service voyage.
- Fleet utilization is the percentage of time that our vessels generated revenues and is determined by dividing operating days by available service days for the relevant period.
- Average number of vessels is the number of vessels that constituted our fleet for the relevant period, as measured by the total operating days for owned fleet plus voyage days for chartered in fleet during the period divided by the number of calendar days in the relevant period.
- Gross Market (Supramax) TC rate net of commission. Based on BSI-52 index up through 4Q/18 and BSI-58 index from 1Q/19 onwards.
- The per day basis is calculated based on available service days for owned fleet.
- Thoresen TCE Rate comprises owned fleet TCE rate and gain (loss) from chartered-in vessels, excluding net realized/unrealized gain (loss) from the change in fair value of derivatives.
- Realized and unrealized gain (loss) from the change in fair value of derivatives (excluding the realized gain/ (loss) on IRS, which is recorded in finance cost). The most common shipping derivatives are Forward Freight Agreements ("FFAs"), Bunker Swaps, and Interest Rate Swaps ("IRS").

TCE Rate = Time-Charter Equivalent Rate
 TC Rate = Time-Charter Rate
 BDI = The Baltic Exchange Dry Index
 BSI = The Baltic Exchange Supramax Index

KEY OPERATIONAL DATA (2/2)

| Offshore Service Segment: | | | | | | | | | |
|---------------------------------------|---------|------|------|------|------|------|------|------|------|
| Units | | | | | | | | | |
| Utilization rate - performing vessels | % | 71% | 60% | 67% | | | 79% | 64% | |
| Orderbook | mUSD | 176 | 241 | 286 | | | 176 | 286 | |
| Agrochemical Segment: | | | | | | | | | |
| Total Fertilizer Sales Volume | KTons | 44.3 | 33.3 | 56.4 | 27% | 69% | 99.1 | 89.8 | -9% |
| Fertilizer Sales Volume by Geography | | | | | | | | | |
| - Domestic (in Vietnam) | KTons | 33.3 | 31.8 | 49.9 | 50% | 57% | 57.5 | 81.7 | 42% |
| - Export | KTons | 11.0 | 1.5 | 6.6 | -40% | 336% | 41.6 | 8.1 | -81% |
| Fertilizer Sales Volume by Product | | | | | | | | | |
| - NPK Fertilizer | KTons | 35.5 | 22.3 | 33.7 | -5% | 51% | 78.6 | 56.1 | -29% |
| - Single Fertilizer | KTons | 8.8 | 11.0 | 22.7 | 158% | 106% | 20.5 | 33.7 | 65% |
| Food & Beverage Segment: | | | | | | | | | |
| No. of Outlets of Pizza Hut | Outlets | 154 | 167 | 172 | 12% | 3% | 154 | 172 | 12% |
| No. of Outlets of Taco Bell | Outlets | 6 | 9 | 10 | 67% | 11% | 6 | 10 | 67% |

THANK YOU



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or scan QR code above to see TTA's Management Discussion and Analysis for 1Q/2021

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