



# Thoresen Thai Agencies PLC Corporate Presentation

March 2008



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# Agenda



Introduction



Investment Highlights



Fleet Renewal and Expansion Plan



Conclusion



Appendix



# Introduction





# Introduction



## Integrated Maritime Business Group

**Net Profit  
Contribution  
(FY 2007 / Q1-2008)**

### Dry Bulk Shipping Sector

**Long-term sector  
growth**

**88.78% / 94.83%**

- Ownership of 43 vessels and charterer of 6 vessels operating primarily in Asia and the Middle East
- Strong demand for dry bulk shipping in Asia driven by demand for commodities
- Modest supply growth of vessels coming online in 2008

### Offshore Services Sector

**Rapidly expanding offshore  
oil and gas industry**

**8.25% / 3.07%**

- Operates 2 tender drilling rigs and 6 offshore service vessels
- Continued strong demand for offshore drilling on back of strong oil and gas exploration and production activities
- Demand for sub-sea engineering services expected to sharply increase driven by demand for sub-sea well installations
- Complements other businesses
- Demand for shipping services to rise in line with the net increase in vessels resulting from the Asian-led global trade boom
- High growth in the Middle East, China, and India markets expected to lead to increased demand for shipping services

### Shipping Services Sector

**Asian-led boom in  
global trade**

**2.97% / 2.10%**





# Introduction (cont'd)



## TTA's Management Structure

**M.L. Chandchutha Chandratat**

### Group Executives

- Ms. Nuch Kalyawongsa
- Mr. Pongsak Kanchanakpan

### Dry Bulk Shipping Group

- Mr. Andrew John Airey
- Mr. Anders Soedergren
- Mr. Ivar Harald Saus
- Capt. Yodchai Ratanachiwakorn

### Shipping Services Group

- Mr. Frank A. N. Teeuwen
- Mr. Helge Bruns
- Mr. William Arthur Wilcox
- Capt. Chamnan Chomsoonthorn
- Capt. Wijit Gulwarottama

### Offshore Services Group

- Mr. David S. Simpson
- Mr. John Crane
- Mr. Svein Nodland
- Mr. Mark Shepherd



# Investment Highlights



# Investment Highlights



**Strong Financial  
Performance**

**Attractive  
Industry Outlook**

**Integrated Maritime  
Business Services  
Provider**

**Expandable  
Business Model**



**Established and  
Growing Presence in  
Niche Markets**

**Strong and  
Diversified Portfolio  
of Clients**

**Versatile and High  
Quality Fleet and  
Services**



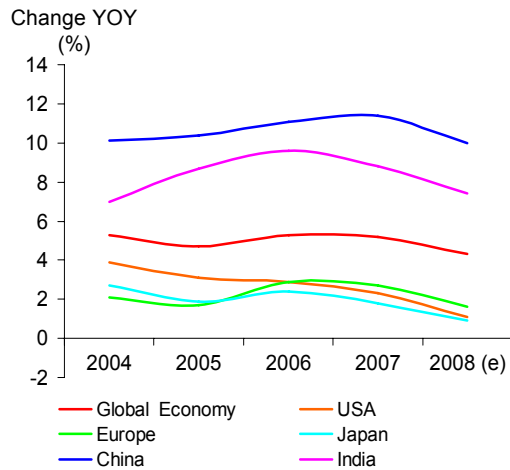


# Attractive Industry Outlook



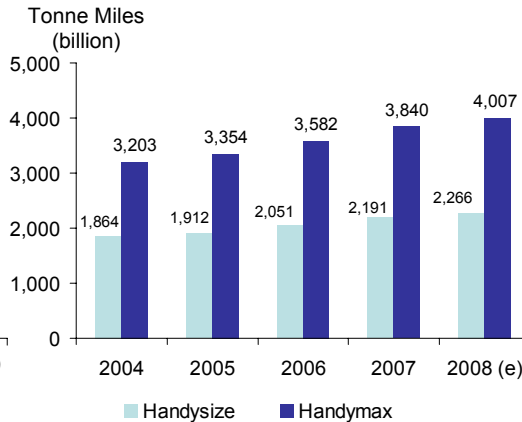
## Positive Outlook for Dry Bulk Shipping Sector

### Global GDP Growth



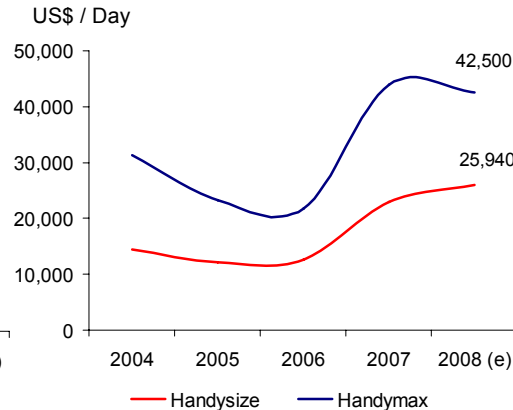
Source: Drewry 4Q-2007, page 5

### Dry Bulk Shipping Demand



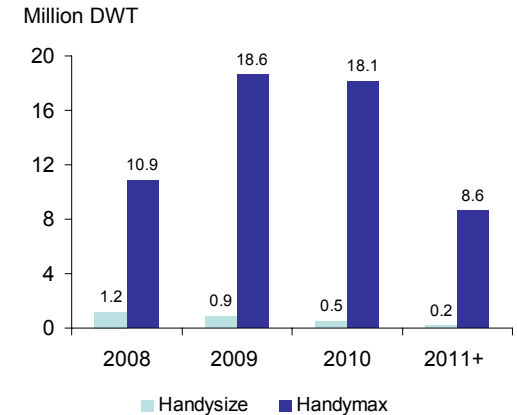
Source: Drewry Q4-2007, page 28

### One-Year Time Charter Rates



Source: Drewry Q4-2007, page 30

### Dry Bulk Carrier Order Book



Source: Drewry Q4-2007, page 23



Growing concerns over global economic growth, given US slowdown



Long haul trades in commodities expected to drive demand



TC rates and vessel prices remain at high levels



Tight vessel supply and infrastructure bottlenecks

Industry dynamics underpin continued growth in dry bulk shipping

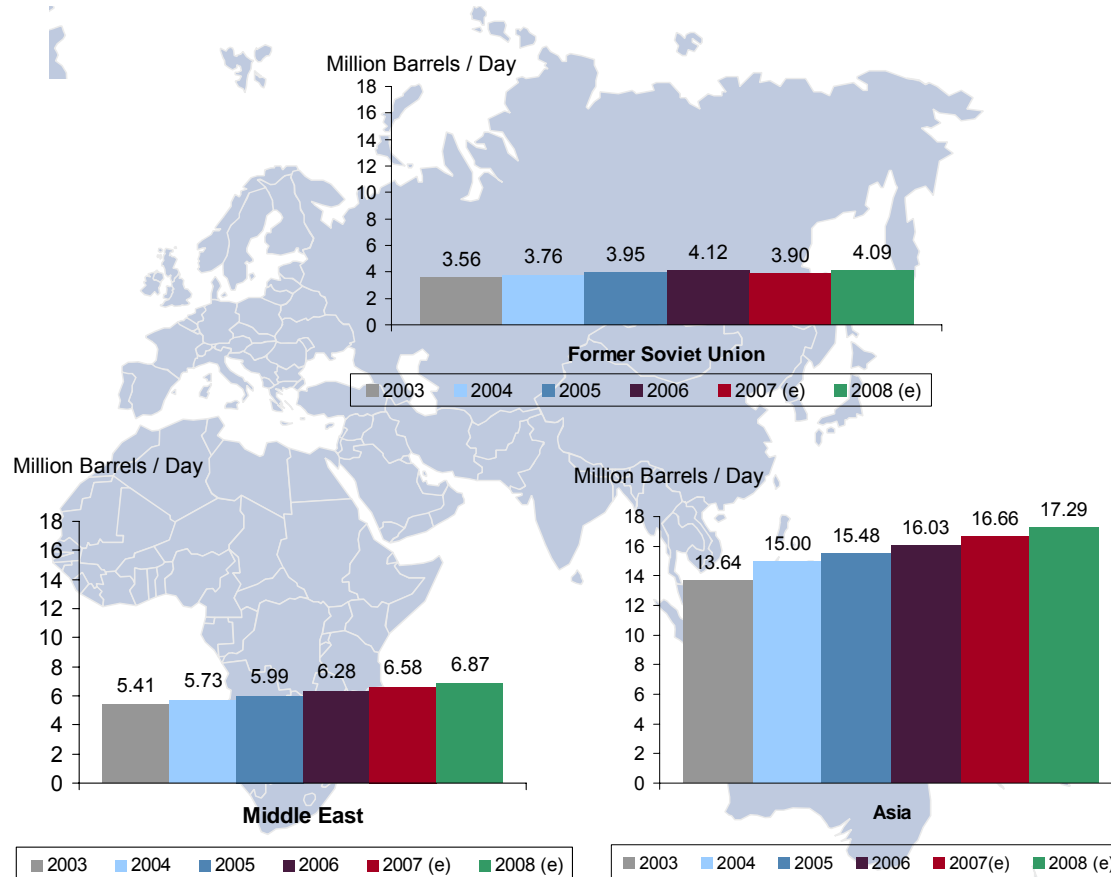


# Attractive Industry Outlook (cont'd)



## Significant Growth in Oil and Gas Demand Boosts Demand for Offshore Services

### Oil Demand Growth



Source: IEA Oil Market Report, Nov 2007 & Annual Statistical Supplement for 2006  
(e) Expected



Asia is one of the largest contributors, by volume, to oil and gas demand growth



SEA accounts for approximately 60% of total oil production in the Asia Pacific region



Growth in oil and gas demand fuels demand for offshore services



Continued demand in the region expected to remain strong

Significant expansion opportunities in SEA offshore oil and gas sector



# Integrated Maritime Business Services Provider



***Leading Company in Both Dry Bulk Shipping and Offshore Services Sectors***

## One of Thailand's Leading Companies

- Market cap – US\$ 969 m <sup>(1)</sup>
- Member of SET 50 Index
- Asiamoney “Best Managed Mid-Cap Company” in Thailand - 2007
- Forbes “Asia Best 200 Under a Billion” – 2006
- SET Awards – “Best Performance” in the Service Industry group – 2005

## One of South East Asia's Largest Diversified Vessel Portfolios

- Owner / operator of 43 and charterer of 6 dry bulk carriers
- Owner / operator of 4 and charterer of 2 offshore service vessels via Mermaid
- Owner / operator of 2 tender drilling rigs via Mermaid

## Integrated Business Model with Extensive Service Network

- Strong network of offices and booking agents in the region
- Long relationships with large international shipbroking companies and many local shipbrokers
- Good direct contact with clients

Strong expertise and value-added services in select niche markets in both dry bulk shipping and offshore services sectors

Note (1): As of 29 February 2008 (using the exchange rate of Bt 31.90 = US\$1.00 quoted by the Bank of Thailand on 29 February 2008)

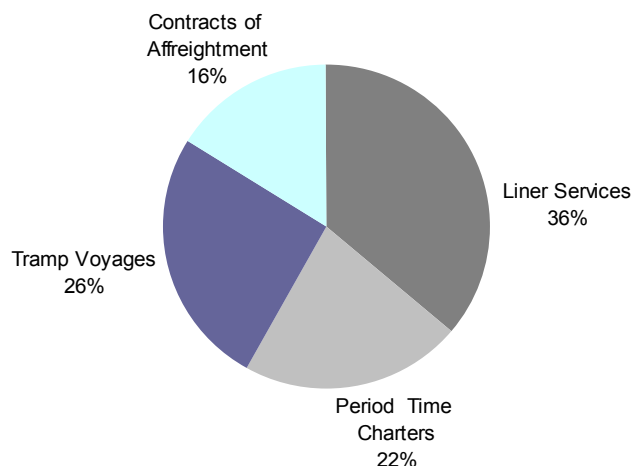


# Integrated Maritime Business Services Provider (cont'd)



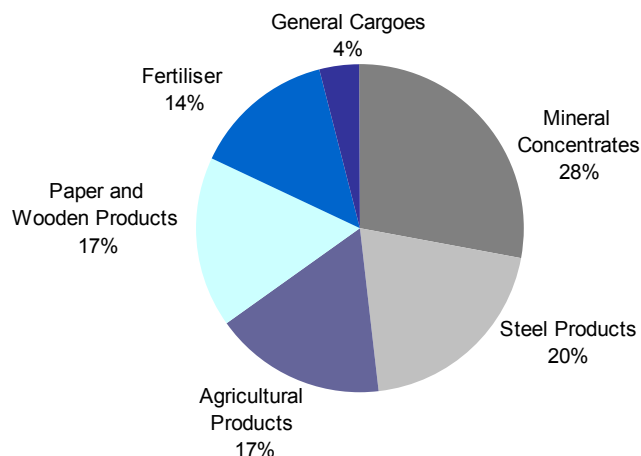
***Diversified Fleet Deployment and Cargo in the Dry Bulk Shipping Business***

**Diversified Fleet Deployment<sup>(1)</sup>**



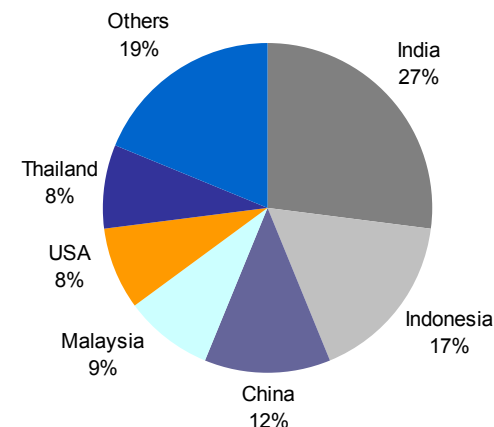
<sup>(1)</sup> Based on fleet utilisation for Q1-2008

**Diversified Product Cargo<sup>(2)</sup>**



<sup>(2)</sup> Based on tons of cargo carried for Q1-2008

**Geographical Dry Bulk Tonnage Distribution<sup>(2)</sup>**



**Achieving balance between fleet utilisation, charter rates, and cargo mix to deliver sustainable growth**





# Integrated Maritime Business Services Provider (cont'd)



## Mix of Short-term and Long-term Contracts in the Offshore Services Business

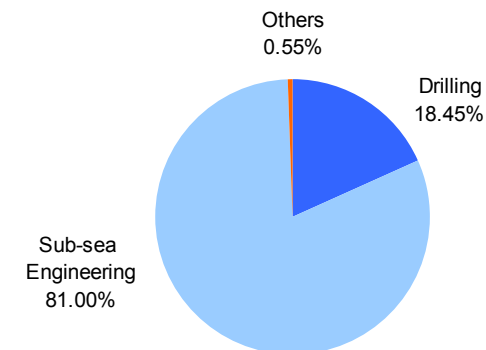
### Balanced Revenue Mix

- Drilling revenues contracted through 2010 with medium and long-term contracts
- Sub-sea engineering services with 40 major projects undertaken and completed 36 projects in FY 2007
- Diversified clientele in upstream and downstream sectors

### Drilling Segment

- 2 owned tender drilling rigs
- Significant opportunities for growth
- Clients include Amerada Hess and Chevron

### Mermaid Revenue Breakdown (Q1-2008)



### Sub-Sea Engineering Segment

- 4 owned and 2 chartered diving / inspection / support vessels
- Fleet provides following services: inspection, repair & maintenance, construction support, non-destructive repair
- Global client base in SEA, including British Petroleum, Modec, and Mitsubishi Heavy Industries

Mix of short-term and long-term contracts and focus on steady production and maintenance work provides stability of earnings





# Established and Growing Presence in Niche Markets

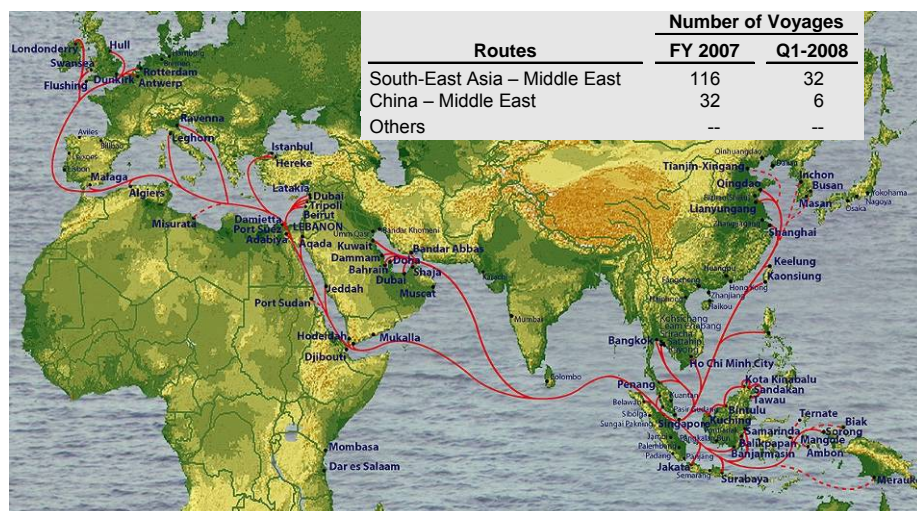


**Strong Competitive Advantages in the Liner Service Market from SEA to ME**

## Key Liner Competitive Advantages

- ✓ Suitable types of quality vessels with appropriate characteristics
- ✓ High sailing frequencies (3-5/mth from China and 7-10/mth from SEA to Middle East)
- ✓ Extensive networks of shipping agents, brokers, and clients

## Liner Service Routes



## TTA Compared to Key Liner Competitors

### TTA

- 28 Handysize Vessels
- 15 Handymax Vessels
- Total DWT of 1,227,025

### Hyundai Merchant Marine Co. Ltd.

- 22 Handysize Vessels
- 8 Handymax Vessels
- Total DWT of 829,249

### STX Pan Ocean Co. Ltd.

- 27 Handysize Vessels
- 10 Handymax Vessels
- Total DWT of 1,300,043

### China Ocean Shipping (Group) Company

- 275 Handysize Vessels
- 104 Handymax Vessels
- Total DWT of 11,000,000

Notes: - Vessel numbers only reflect owned vessels.  
- Data source from company websites



# Established and Growing Presence in Niche Markets (cont'd)



*Contributing Factors That Enable Mermaid to be a Leader in the Offshore Service Market*





# Versatile and High Quality Fleet and Services



## Specialized Mix of Vessels Contributes to Competitive Fleet

### Current Fleet Statistics

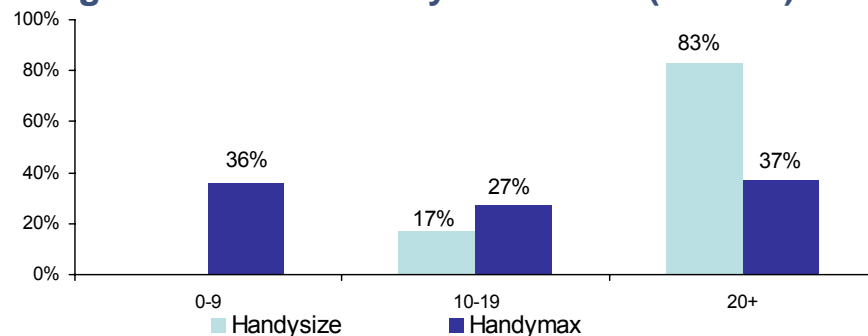
#### Owned <sup>(1)</sup>

Number of Vessels	43
- Tweendeckers / Dry Bulk Carriers	17 / 26
- Handysize / Handymax	28 / 15
Total dwt	1,227,025
DWT-weighted Average Age <sup>(1)</sup>	18.21 years
Average DWT per Vessel	28,535
Available Days / Operating Days <sup>(1)</sup>	3,890 / 3,823

#### Others <sup>(1)</sup>

Number of Vessels	
- Chartered-in / Waiting for Delivery / Newbuilds on Order	6 / - / 9

### Age Profile of TTA Dry Bulk Fleet (Owned) <sup>(1)</sup>



(1) Data as of 31 December 2007

### Key Strengths



Versatile, able to carry different types of cargo



High utilisation rate



Strong maintenance track record



Longstanding relationship with shipyards and suppliers



Deploying state-of-the-art technology to streamline operations



Focus on handysize and handymax vessels with high specifications



# Versatile and High Quality Fleet and Services (cont'd)



*Good Mix of Vessels Contributes to Competitive Fleet*

## Drilling Rig Fleet



### MTR-1

- Built in 1978
- Last upgrade in 1998
- ABS classification
- Water depth rating: 100m
- Drilling depth rating: 6,100m
- Mud pump: 1,300 horsepower
- Accommodation: 112 persons



### MTR-2

- Built in 1981
- Last upgrade in 1997
- BV classification
- Water depth rating: 100m
- Drilling depth rating: 5,900m
- Mud pump: 1,600 horsepower
- Accommodation: 115 persons

## Offshore Services Fleet

### Mermaid Commander

- Built in 1987 (DP2)
- Purpose-built diving support vessel with saturation systems

### Mermaid Performer

- Built in 1982
- Purpose-built survey vessel, now equipped with air dive capability

### Mermaid Responder

- Built in 1983
- Converted to diving support vessel with air and gas mix diving capability

### Mermaid Supporter

- Built in 1982
- Survey and inspection vessel with in-built air and gas mix diving capability

### Team Siam<sup>(1)</sup>

- Built in 2002 (DP2)
- Construction support vessel with diving saturation systems

### Binh Minh<sup>(1)</sup>

- Built in 2002 (DP2)
- Customised ROV (Deepwater capability) and air-dive support vessel





# Strong and Diversified Portfolio of Clients



***Diversified Client Portfolio for Both Dry Bulk Shipping and Offshore Services Business***

## Diversified Dry Bulk Client Base



Diversified client base of over 600 customers



Top 10 dry bulk clients accounted for 29.8% of total freight revenues in Q1-2008

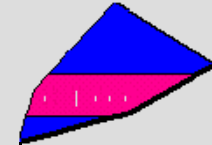


Top 10 dry bulk clients percentage of total freight revenues ranged from 1.9% to 6.5%



Revenue streams more transparent and less volatile due to diversified dry bulk client base

## Offshore Client Portfolio



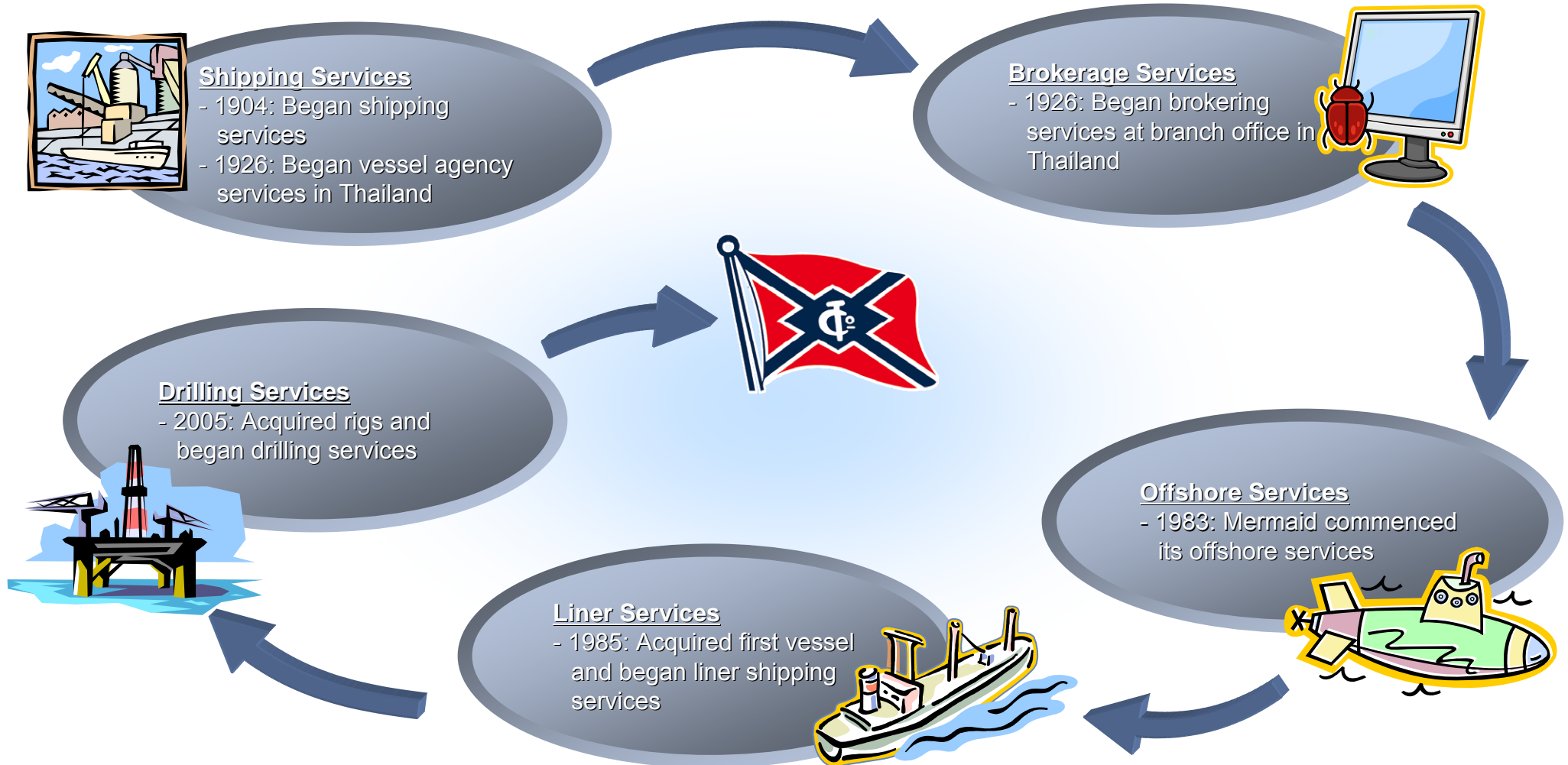




# Expandable Business Model



*Evolved From Pure Shipping Service Company into a Diversified Service Provider*



TTA's expandable business model allows it to enter new profitable market segments easily and efficiently

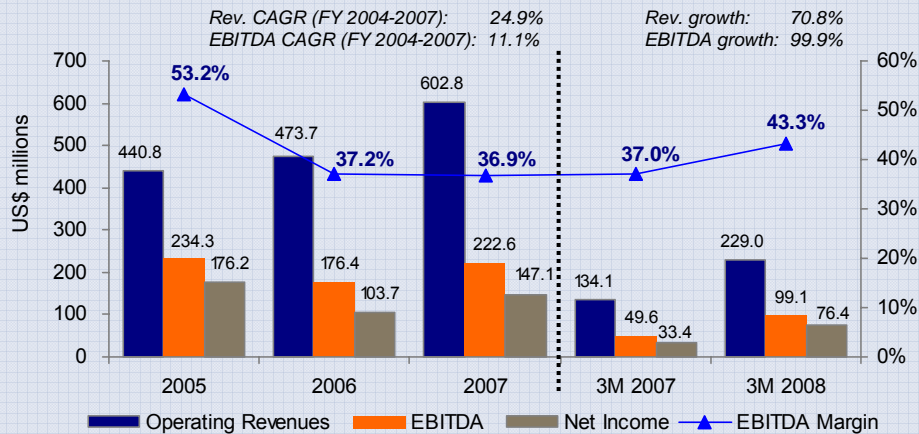


# Strong Financial Performance

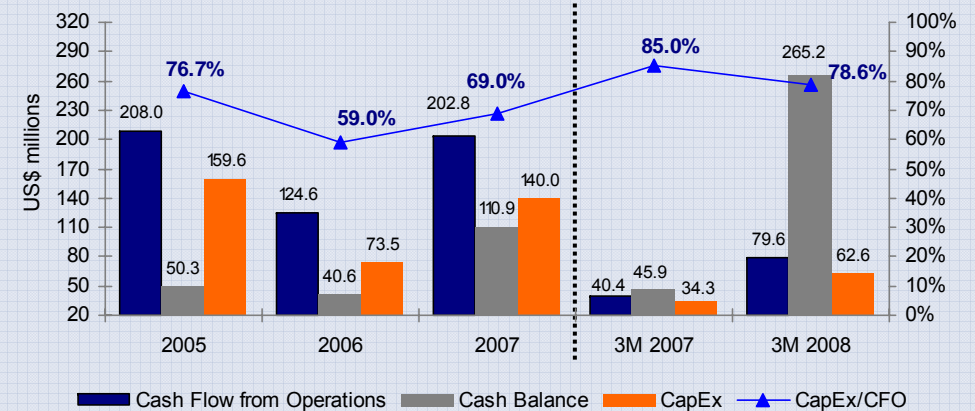


## Summary of Key Financials

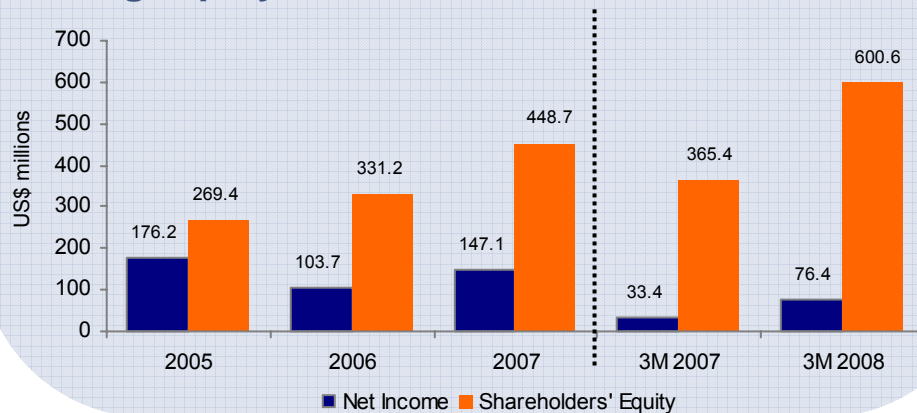
### Strong Revenue Growth



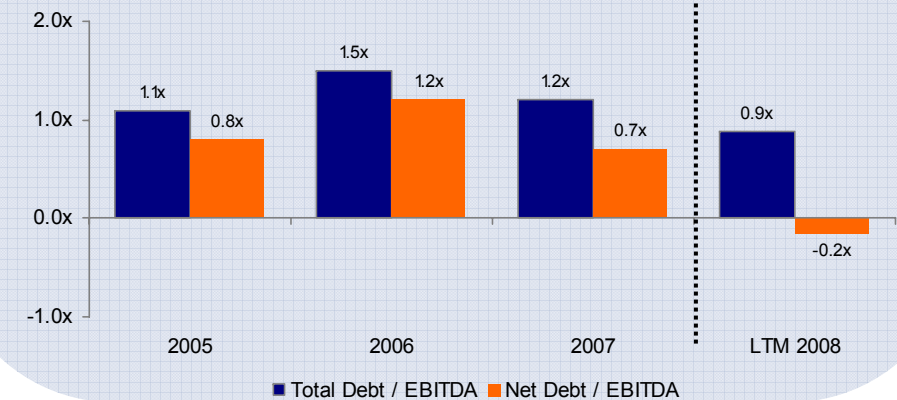
### Solid Liquidity



### Strong Equity Performance



### Conservatively Leveraged



Notes: - Convenience translation into US\$ using the prevailing exchange rate of Bt 33.77 = US\$1.00 quoted by the Bank of Thailand on 28 December 2007  
- LTM 2008: EBITDA calculated by combining 3M from FY2008 and 9M from FY 2007. Total Debt and Net Debt values as of 3M FY 2008



## Fleet Renewal and Expansion Plan





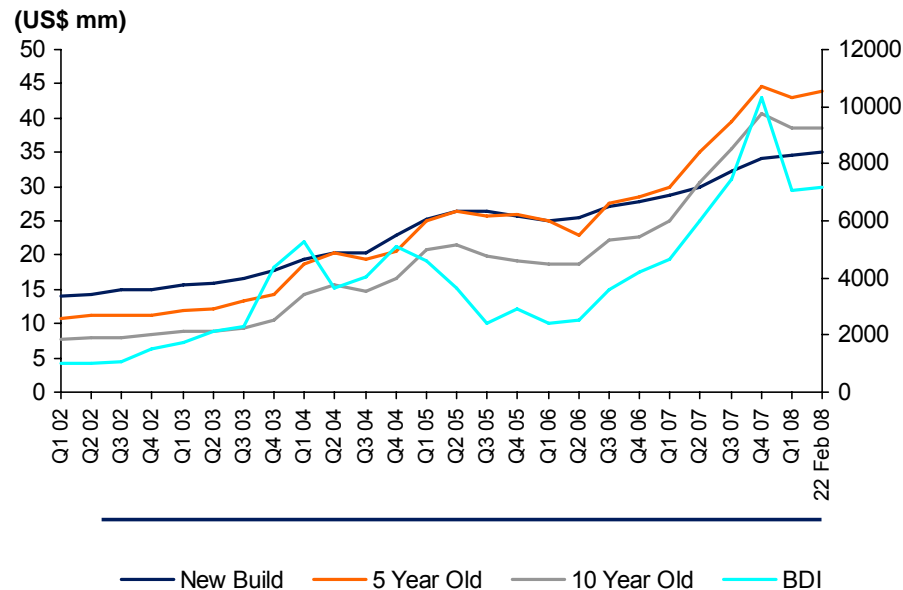
# Positive Outlook for Dry Bulk Shipping Sector



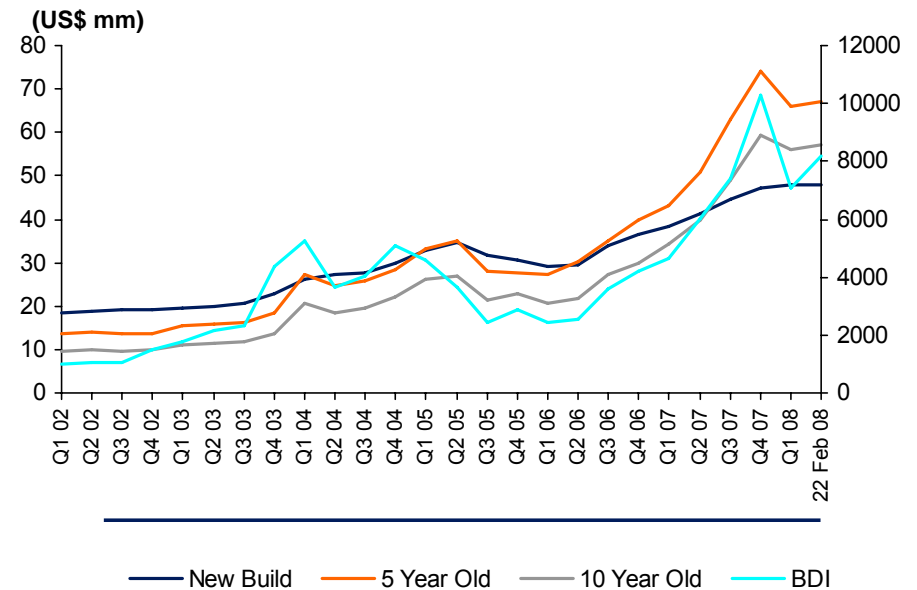
## Vessel prices reflect current buoyant outlook for the sector

- While the BDI has been cyclical, vessel prices have consistently increased over the past 5 years
- Projected economic growth expected to support strong vessel prices

Handysize



Handymax



Source: Clarkson Research - Shipping Review & Outlook Autumn 2007  
- Shipping Intelligence Weekly as of 22 Feb 08

Prudent vessel acquisitions when opportunities arise



# Fleet Renewal Plan



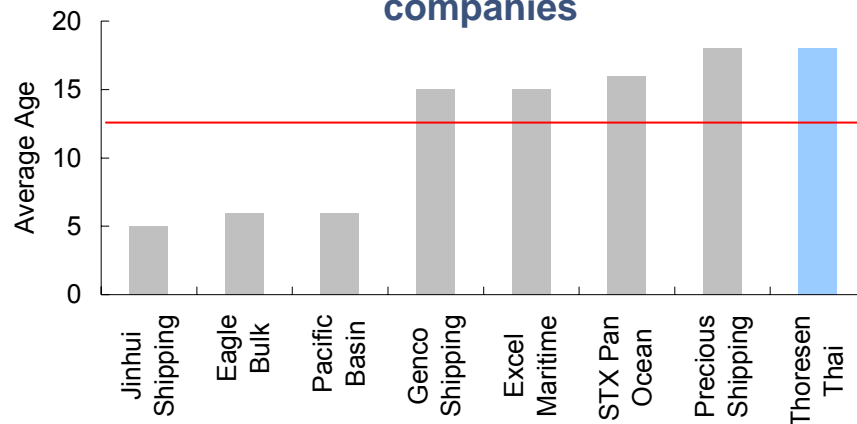
## Current fleet acquired with aim of diversification and flexibility

- Most recent vessel purchases emphasise younger and larger vessels
  - From 2004 onwards, TTA has invested US\$ 272 million to acquire 15 ships for a total of 536,204 DWT
  - On average each ship cost US\$ 18 million, with 35,474 DWT and was 11.3 years old
- Recently sold two vessels – Thor Triumph (Oct 07) and Thor Sailor (Nov 07) - as part of fleet renewal plan

### TTA Fleet Statistics

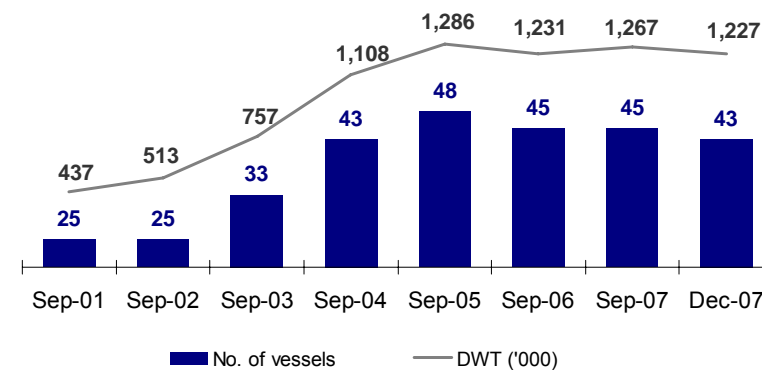
Number of vessels	43	Average age	18.21 years
Tween deckers	17	Dry bulk carriers	26
Total DWT	1,227,025	Average DWT per vessel	28,535

### Average fleet age of dry bulk shipping companies



Source: Company annual reports and websites

### Dry Bulk Fleet Development



Source: Company data

**Disciplined fleet expansion and renewal critical to TTA's future growth**



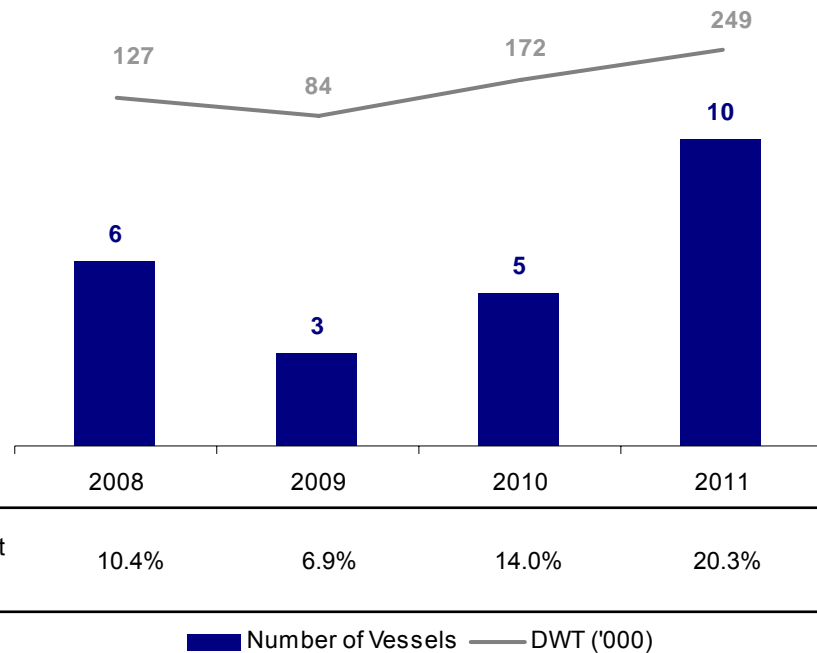


# Fleet Renewal Plan (cont'd)



- Newbuild vessels will be constructed in Japan, Vietnam, and Indonesia with a total investment commitment of US\$ 359 million
- Renewal plan financed through cash flows, convertible bonds, and syndicated loans

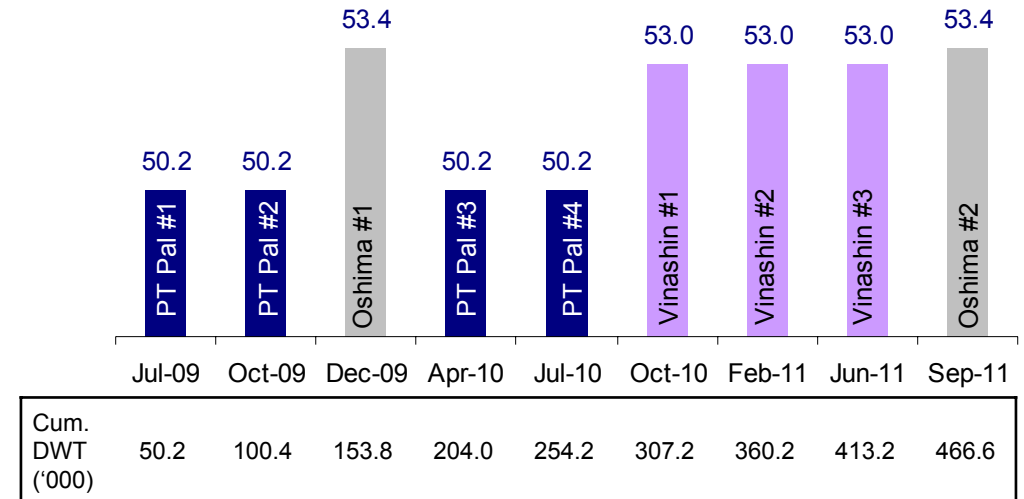
## Vessels Reaching 25 Years



Source: Company data

## Current Contracted Newbuild Vessels

(DWT '000)



Source: Company data

Nine newbuild vessels to be delivered over next four years as part of fleet renewal plan



# Fleet Expansion Plan



## *Mermaid Fleet Expansion*

### Drilling Rig Fleet

#### **New build**

- Entered into agreement for one newbuild tender rig at a cost of US\$ 136 million, with an expected delivery date of late 2009
- Rig expected to be deployed for work in South East Asia
- Working on client contracts for the first newbuild rig and once concluded, may exercise option on a second rig

#### **Other plans**

- Further plan to expand through acquisitions and construction of other newbuilds, if appropriate opportunities arise

### Offshore Services Fleet

#### **New build**

- Entered into agreement for one newbuild DP vessel at a cost of US\$ 26.2 million to be delivered in 2009
- Concluded 10-year charter for one newbuild DP2 DSV, to be delivered in 2010, with purchase option after 3 years

#### **Acquisition**

- Acquired a 22.5% stake in Allied Marine & Equipment Sdn Bhd, Malaysia's premier sub-sea engineering company
- Acquired a 80% stake in Seascope Surveys, one of the leading providers of hydrographic surveys and positioning services

#### **Other plans**

- Further plan to expand through acquisitions and construction of other newbuilds, if appropriate opportunities arise

Expansion financed through IPO proceeds and bank debt



## Conclusion





# Conclusion



Attractive  
Industry Outlook

Strong Financial  
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Integrated Maritime  
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Established and  
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Strong and  
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Quality Fleet and  
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# Appendix







# Strong Financial Performance



## Summary of Key Financials (Cont'd)

(US\$ millions)	2003	2004	2005	2006	2007	3M 2007	3M 2008
<b><u>INCOME STATEMENT</u></b>							
Operating Revenue	140.9	309.7	440.8	473.7	602.8	134.1	229.0
EBITDA	38.0	162.2	234.3	176.4	222.6	49.6	99.1
Interest Expense	3.5	6.4	13.2	20.8	19.7	5.0	4.2
Net Income	29.7	128.1	176.2	103.7	147.1	33.4	76.4
EPS (US cents)	5.8	20.5	27.4	16.1	22.9	5.2	11.9
<b><u>BALANCE SHEET</u></b>							
Cash and Equivalents	8.1	78.6	50.3	40.6	110.9	45.9	265.2
Total Assets	170.7	466.9	576.5	685.2	833.4	701.2	1,038.5
Total Debt	96.6	229.0	257.1	265.4	268.8	250.4	240.3
Net Debt	88.2	143.2	190.1	217.5	149.0	193.7	(42.5)
Total Liabilities	120.6	268.6	305.8	329.2	358.0	312.7	324.8
Total Shareholder's Equity	49.9	197.5	269.4	331.2	448.7	365.4	600.6
<b><u>CASH FLOW STATEMENT</u></b>							
CFO	27.5	153.9	208.0	124.6	202.8	40.4	79.6
CapEx	66.2	227.1	159.6	73.5	140.0	34.3	62.6
Dividends	4.0	28.4	104.8	41.0	27.3	-	-

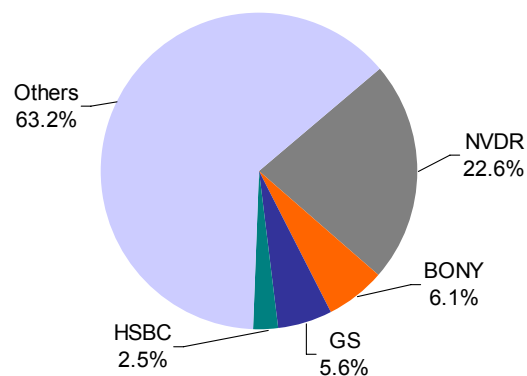
Note: Convenience translation into US\$ using the prevailing exchange rate of Bt 33.77 = US\$1.00 quoted by the Bank of Thailand on 28 December 2007



# Pro Forma Shareholding Structure

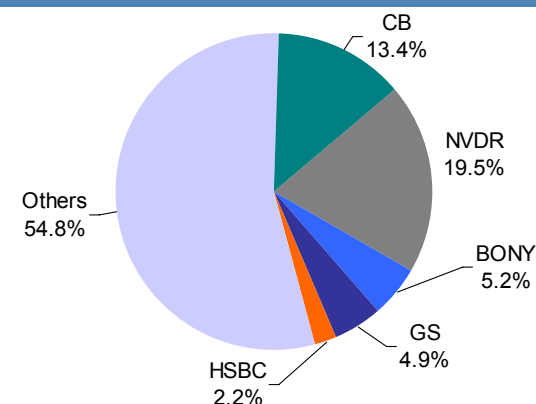


## Current Shareholding Structure <sup>(1)</sup>



	NVDR	BONY	GS	HSBC	Others
No. of shares (m)	145.1	39.0	36.3	16.4	406.9
Ownership (%)	22.6	6.1	5.6	2.5	63.2
Market Cap (US\$ m) <sup>(2)(3)</sup>	968.6				
Market Value (US\$ m) <sup>(2)(3)</sup>	218.3	58.7	54.6	24.7	612.3
Trading Volume <sup>(2)</sup>	17,086,500				

## Post US\$170m CB Conversion <sup>(1)</sup>



	NVDR	BONY	GS	HSBC	Others	CB
No. of shares (m) <sup>(4)</sup>	145.1	39.0	36.3	16.4	406.9	99.38
% Ownership (%)	19.6	5.2	4.9	2.2	54.8	13.3

Notes: NVDR – Thai NVDR Co Ltd, GS – Goldman Sachs, BONY – The Bank of New York (Nominee) Ltd, HSBC – HSBC (Singapore) Nominees Pte Ltd, CB – Convertible Bonds investors

(1) Based on shareholding as of 2 February 2008

(2) Market values based on closing share price of Bt 48.00 (US\$ 1.50) as of 29 February 2008. Trading volume as of 29 February 2008

(3) Baht/US\$ exchange rate of Bt 31.90/US\$, which is exchange rate as of 29 February 2008

(4) The latest conversion price effective from 8 February 2008, which is equivalent to a share price of Bt 58.52 (US\$ 1.83)