

# **2Q/15 Opportunity Day Presentation**





The Stock Exchange of Thailand September 2, 2015







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## **2Q/15 FINANCIAL HIGHLIGHTS**

#### FINANCIAL PERFORMANCE

MARKET OUTLOOK AND MITIGATION PLAN



### 2Q/15 Key Highlights

Improved Performance from Mermaid, PMTA, and SGFI

#### Thoresen Thai Agencie: Public Company Limited

#### **Key Business Units**

#### **TRANSPORT - Thoresen Shipping Group**



- Dry bulk rates started to improve in Jun and off their lows in 2Q/15
- TSS's owned fleet continued to outperform market with limited TC-in activities

#### **ENERGY - Mermaid Maritime**



- Strong earnings turnaround from seasonal factors and resuming service of highest earning vessels after 1Q dry-docking program
- Cable laying business continue to gain traction and deliver higher profits in 2Q/15

#### **INFRASTRUCTURE - PMTA**





- Domestic sales remain strong
- Export sales volumes increased following the completion of new production line opened in March



 New warehouse space of 11,000 sqm. opened in March has been 100% utilized

#### **INFRASTRUCTURE - UMS**

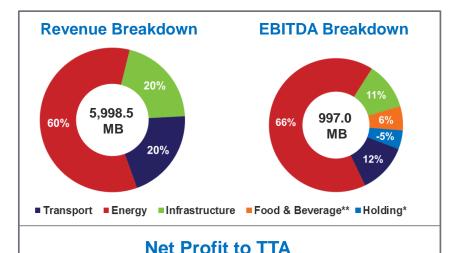


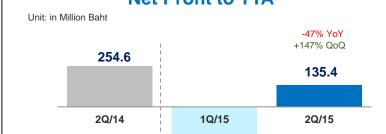
- Sales volume decreased in respect to limited financial facilities of UMS, which led to the delay of coal import for sales
- On July, 2015, UMS's board of directors approved to request for financial assistance from TTA

#### **FOOD & BEVERAGE - SGFI**



Increasing sales volume of beverage and canned products in domestic markets, China, as a result of the expansion of distribution network





Unit : Million Baht	2Q/14	1Q/15	2Q/15
Thoresen Shipping	79.4	(32.9)	(103.2)
Mermaid Maritime	240.7	(298.0)	293.9
PMTA	69.7	37.9	54.5
UMS	(5.6)	(9.5)	(24.2)
SGFI**		51.0	62.7

(288.3)

<sup>\*</sup>Holding = TTA, the holding company, and inter-company eliminations

<sup>\*\*</sup>SGFI is accounted on equity income basis, therefore no revenue in the consolidated.





### **2Q/15 FINANCIAL HIGHLIGHTS**

### FINANCIAL PERFORMANCE

MARKET OUTLOOK AND MITIGATION PLAN

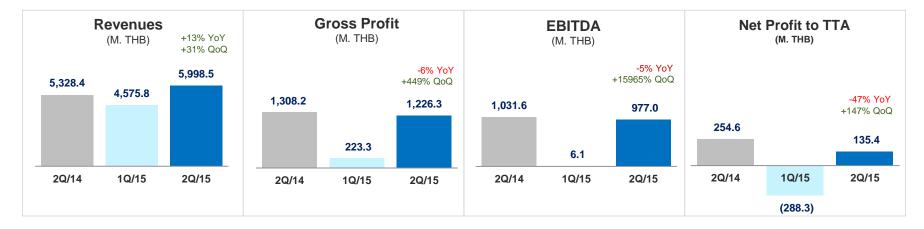


### **2Q/15 Group Financial Performance**



Turnaround quarter supported by better performance from MML

- TTA's consolidated revenue grows by 31% QoQ with net profit increasing 147% QoQ
- MML's net profit increased 197% QoQ as three high performing vessels resume services after 1Q/15 dry-docking program and seasonal factors
- TSS's owned fleet continued to outperform market with limited TC-in activities
- Continued strong contribution from PMTA and SGFI



in Million Baht	Thoresen Shipping		Mermaid Maritime		РМТА		UMS		SGFI					
III MIIIIOII Dant	2Q/14	1Q/15	2Q/15	2Q/14	1Q/15	2Q/15	2Q/14	1Q/15	2Q/15	2Q/14	1Q/15	2Q/15	1Q/15	2Q/15
Revenues	1,739.0	1,754.8	1,214.4	2,522.7	1,984.2	3,560.1	774.7	576.6	974.8	236.9	188.8	169.4		
Gross Profit	317.7	246.8	139.9	731.2	(218.7)	849.3	195.8	150.5	217.4	83.4	49.2	32.8		
EBITDA	266.7	199.5	99.9	706.8	(326.1)	715.2	93.6	60.6	101.5	26.8	17.8	2.9	51.0	62.7
Net Profit/(Loss) to TTA	79.4	(32.9)	(103.2)	240.7	(298.0)	293.9	69.7	37.9	54.5	(5.6)	(9.5)	(24.2)	51.0	62.7

Note: TTA holds Thoresen Shipping @ 100%, Mermaid Maritime @ 57.9%,

PMTA @ 65.7%, UMS @ 88.7%,

SGFI @ 9.4% and is accounted on equity income basis, therefore no revenue in the consolidated.

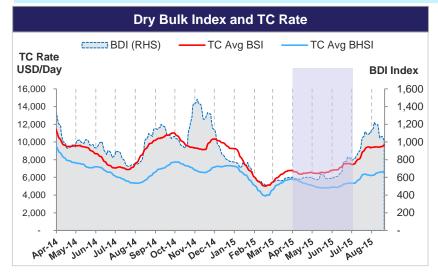


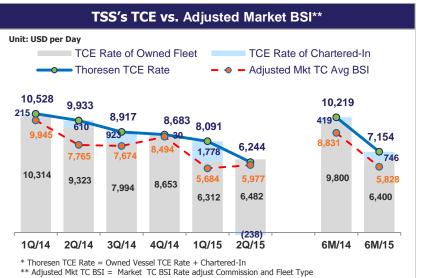
## THORESEN SHIPPING (TSS)

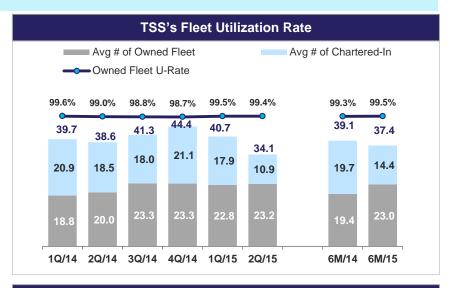


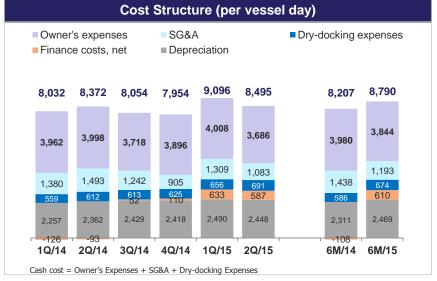
Owned fleet TCE rate continues to outperform market, however, impacted by limited Chartered-in activities

- Dry bulk Index maintain low from 1Q/15 and started to improve in Jun. 15
- TSS's owned fleet TCE rate still managed to outperform adj. Mkt TC avg BSI
- Limited Chartered-In activities as vessels were put on positioning legs and slowdown in cargo trade with loss of \$238 per day in 2Q/15 compared to profit of \$1,778 per day in 1Q/15.
- Cash cost reduced 11% YoY and 9% QoQ to \$5,461 per day





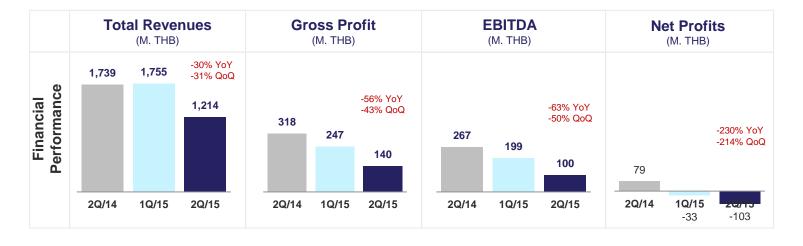






## **THORESEN SHIPPING (TSS)**





#### Income Statement\*

in million Baht (MB)	2Q/14	1Q/15	2Q/15	%YoY	‰QoQ
Freight Revenue	1,739.0	1,754.8	1,214.4	-30%	-31%
Vessel Operating Expenses	(1,421.3)	(1,508.0)	(1,074.5)	-24%	-29%
Gross Profit	317.7	246.8	139.9	-56%	-43%
Other Income	38.2	40.8	36.4	-4%	-11%
SG&A	(89.1)	(88.2)	(76.5)	-14%	-13%
EBITDA	266.7	199.5	99.9	-63%	-50%
Depreciation & Amortization	(141.0)	(167.8)	(172.8)	23%	3%
EBIT	125.7	31.7	(73.0)	-158%	-331%
Financial Cost	(29.2)	(42.7)	(41.6)	42%	-3%
Gain/(Loss) from Foreign Exchange	(6.0)	(7.2)	12.9	316%	279%
Non-Recurring Items	2.6	(1.9)	1.9	-27%	199%
Profit before income tax	93.1	(20.2)	(99.8)	-207%	-395%
Income Tax Expense	(13.7)	(12.7)	(3.4)	-75%	-73%
Net Profit/(Loss)	79.4	(32.9)	(103.2)	-230%	-214%

\*as consolidated on TTA's P&L

- Decrease in revenue was impacted by weak market condition, in addition with limited opportunity for chartered-in vessels activities.
- Cash cost reduced from effective cost management plan which resulted in lower owner's expenses and general and administrative expenses.
- With lower gross profit, despite lower SG&A, TSS contributed net loss of Baht 103.2 million in 2Q/15.

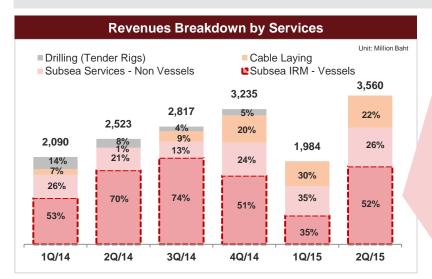


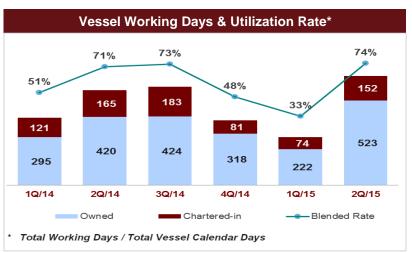
## MERMAID MARITIME (MML)

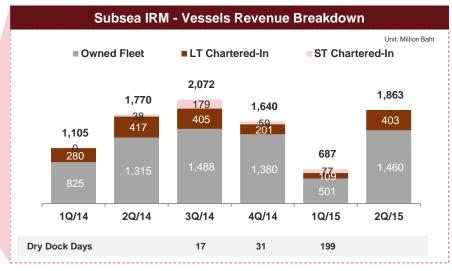


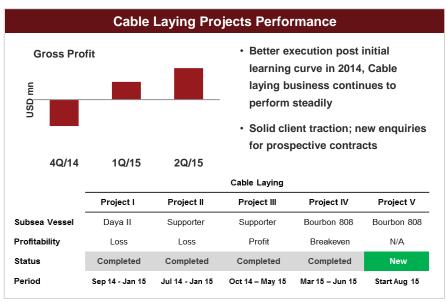
**Diversified Subsea Services supported Mermaid 2Q/15 Performance** 

- Revenue & Fleet utilization rate increased as three high performing vessels (Commander, Endurer and Asiana) resumed services after undergone scheduled mandatory dry docking maintenance in 1Q/15
- Cable Laying Projects gained traction contributing higher profit







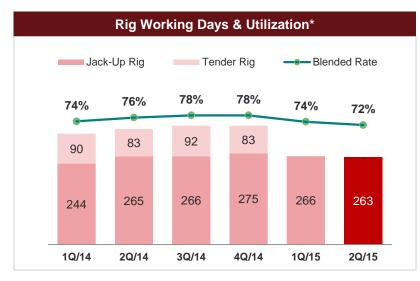


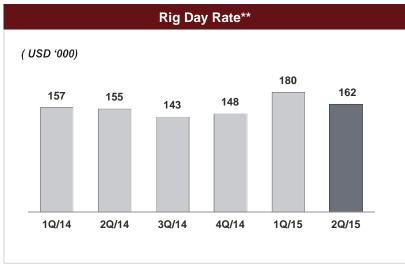


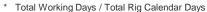
## MERMAID MARITIME (MML)



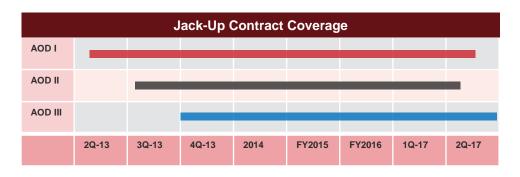
AOD's Utilization Rate remain high despite day rates cut







<sup>\*\*</sup> Rig Earned Revenues / Total Working Days



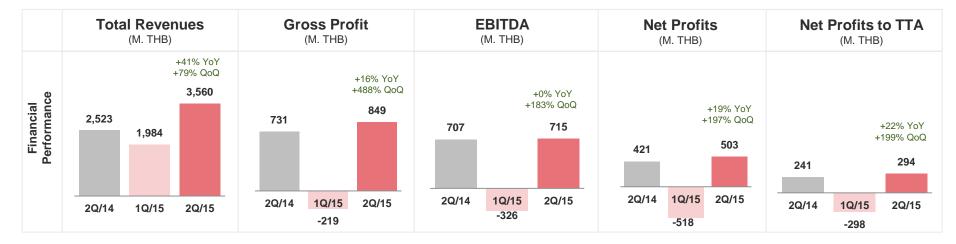
- Asia Offshore Drilling has agreed to a 10% discount to day rates for customer in Saudi Arabia starting April 1, 2015. The day rate fell to USD 162,000/day and yet to feel the full impact of the reduction.
- Overall Rig utilization rate was at 72% due to cold stack tender rigs, MTR-1 and MTR-2,
- Asia Offshore Drilling (AOD) jack-up rigs continue to operate strongly at 96% utilization rate in 2Q/15



#### MERMAID MARITIME (MML)



#### Turnaround quarter backed by better performance from subsea services



Income	Statement
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in million Baht	2Q/14	1Q/15	2Q/15	% YoY	% QoQ			
Total Revenues	2,522.7	1,984.2	3,560.1	41%	79%			
Total Costs	(1,791.5)	(2,202.9)	(2,710.8)	51%	23%			
Gross Profit/(Loss)	731.2	(218.7)	849.3	16%	488%			
Other Income	5.0	4.8	3.2	-36%	-33%			
SG&A	(269.6)	(349.5)	(386.4)	43%	11%			
EBITDA from Operation	466.6	(563.4)	466.1	0%	183%			
Equity Income	240.2	237.3	249.1	4%	5%			
EBITDA	706.8	(326.1)	715.2	1%	319%			
Depreciation & Amortization	(193.1)	(154.4)	(209.6)	9%	36%			
EBIT	513.7	(480.5)	505.5	-2%	205%			
Financial Cost	(29.9)	(26.6)	(27.4)	-8%	3%			
Gain/(Loss) from Foreign Exchange	(2.1)	(0.7)	35.5	1786%	5322%			
Non-Recurring Items	0.7	(0.0)	0.4	-47%	N/A			
Profit/(Loss) before income tax	482.5	(507.7)	514.0	7%	201%			
Income Tax Expense	(61.2)	(10.0)	(10.8)	-82%	8%			
Net Profit/(Loss)	421.3	(517.7)	503.2	19%	197%			
Net Profit/(loss) attributable								
To Non-controlling interest	180.6	(219.7)	209.3	16%	195%			
To TTA	240.7	(298.0)	293.9	22%	199%			

- Strong earnings turnaround from seasonal factors and resuming service of highest earning vessels after 1Q drydocking program
- New cable laying business continue to gain traction and deliver higher profits in 2Q/15
- Steady income contribution from drilling associate Asia
  Offshore Drilling at around Baht 230 million per quarter
- Depreciation and amortization increased 9% YoY as MML has reclassified the assets held for sale in 1Q/15 back to fixed assets
- Turn around from net loss of Baht 517.7 million in 1Q/15 to Net profit of Baht 503.2 million in 2Q/15

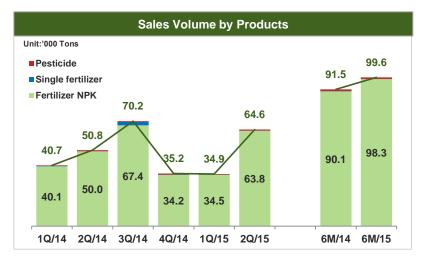


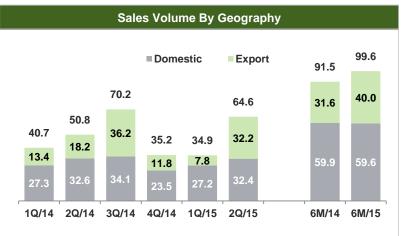
## PM Thoresen Asia Holdings (PMTA)

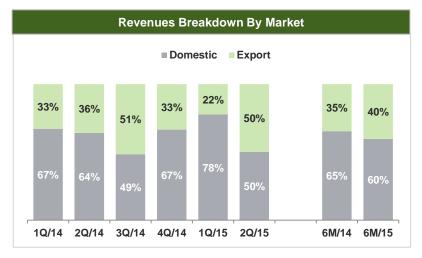


**Strong Domestic Demand with Higher Export Volume** 

- Domestic sales remain strong despite exceptional dry period within the region
- Export sales volumes increased, especially to Philippines and Africa, after the completion of new granulation production line opened in March increasing production capacity by 100,000 tons.
- New warehouse space of 11,000 sqm. opened in March has been 100% utilized with increasing demand from current customers







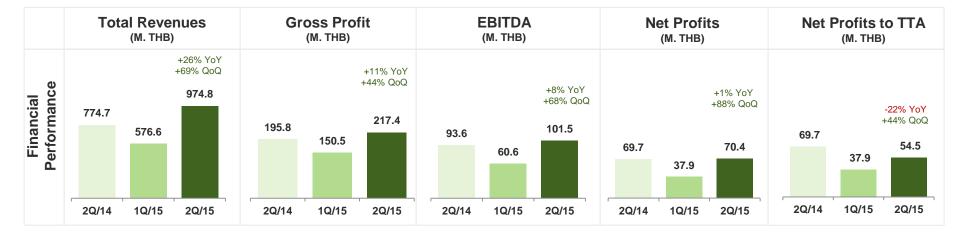




#### PM Thoresen Asia Holdings (PMTA)



**Strong Domestic Demand with Higher Export Volume** 



in Million Baht	2Q/14	1Q/15	2Q/15	% YoY	% QoQ
Sales Revenue	774.7	576.6	974.8	26%	69%
Raw Material Costs	(578.9)	(426.1)	(757.5)	31%	78%
Gross Profit	195.8	150.5	217.4	11%	44%
Service & Other Income	8.9	11.5	13.1	47%	14%
Operating Cost	(49.0)	(46.0)	(58.7)	20%	28%
Cost of providing services	(1.6)	(1.7)	(2.4)	54%	37%
SG&A	(60.6)	(53.7)	(67.9)	12%	27%
EBITDA	93.6	60.6	101.5	8%	68%
Depreciation & Amortization	(9.9)	(12.1)	(13.7)	39%	14%
EBIT	83.7	48.5	87.8	5%	81%
Financial Cost	(0.2)	(1.6)	(2.5)	1121%	57%
Gain/(Loss) from Foreign Exchange	0.1	0.0	(2.3)	-2918%	-11978%
Profit before income tax	83.6	47.0	83.0	-1%	77%
Income Tax Expense	(13.9)	(9.1)	(12.6)	-10%	38%
Net Profit	69.7	37.9	70.4	1%	86%
Net Profit/(loss) attributable					
To Non-controlling interest	-	-	(16.0)	N/A	N/A
To TTA	69.7	37.9	54.5	-22%	44%

- Revenue increased 26% YoY and 69% QoQ primarily due to higher sales volume.
- Revenue per ton sales decreased 1% YoY and 8.6% QoQ, from higher lower-margin export volumes. Therefore, gross margin reduce to 22%.
- Utilization rates of the warehouse remain high at 100% with service and other income of Baht 13.1 million in 2Q/15
- EBITDA increased to Baht 101.5 million increased 8% YoY and 68% QoQ
- Net profit increased 1% YoY and 86% QoQ to Baht 70.4 million

Note: TTA holds after PMTA @ 65.7% as of June 30, 2015,

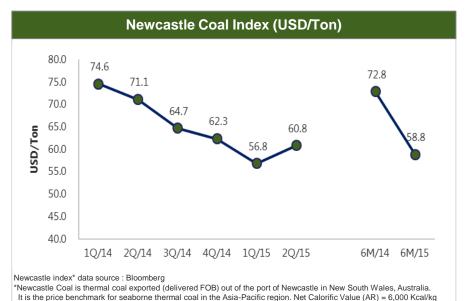
PMTA IPO in 2Q/15

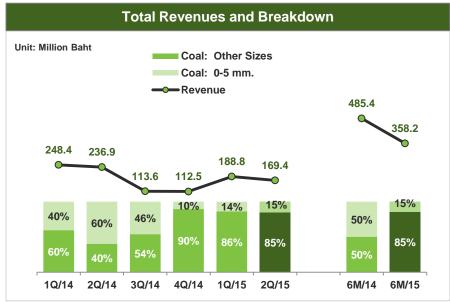


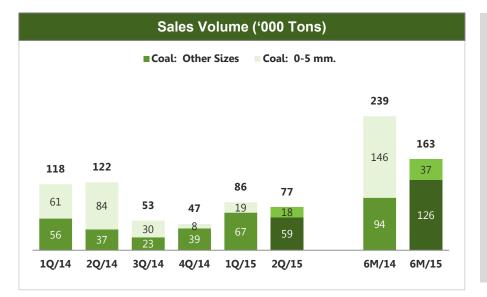
## **UNIQUE MINING SERVICES (UMS)**



**Lower Sales Volume** 







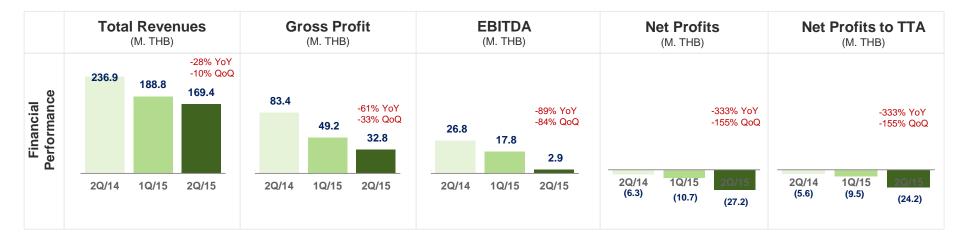
- Rebound of crude oil in 2Q/15 has support to push coal prices to rebound from 56.8 USD/ton in 1Q/15 to 60.8 USD/ton in 2Q/15, despite weak demand and surplus supply.
- UMS's sales volume decreased 37% YoY and 10% QoQ, caused by limited financial facilities of UMS resulting in delay of coal import for sales.
- On July 23, 2015, UMS's board of directors has approved to request for financial assistance from TTA



## **UNIQUE MINING SERVICES (UMS)**



Higher net losses driven by lower sale volume and increased coal prices



Income	Statement
	Dala

2Q/14	1Q/15	2Q/15	% YoY	% QoQ					
236.9	188.8	169.4	-28%	-10%					
(153.5)	(139.6)	(136.7)	-11%	-2%					
83.4	49.2	32.8	-61%	-33%					
1.02	0.26	1.08	6%	314%					
(57.6)	(31.6)	(30.9)	-46%	-2%					
26.8	17.8	2.9	-89%	-84%					
(14.9)	(14.2)	(14.3)	-4%	0%					
11.9	3.6	(11.4)	-196%	-419%					
(18.5)	(14.9)	(14.1)	-24%	-6%					
0.7	0.7	(1.6)	-341%	-338%					
(0.3)	-	(0.2)	-50%						
(6.3)	(10.7)	(27.2)	-333%	-155%					
-	-	-							
(6.3)	(10.7)	(27.2)	-333%	-155%					
Net Profits/(losses) attributable									
(0.7)	(1.2)	(3.1)	-333%	-155%					
(5.6)	(9.5)	(24.2)	-333%	-155%					
	236.9 (153.5) 83.4 1.02 (57.6) 26.8 (14.9) 11.9 (18.5) 0.7 (0.3) (6.3) - (6.3)	236.9	236.9  188.8  169.4    (153.5)  (139.6)  (136.7)    83.4  49.2  32.8    1.02  0.26  1.08    (57.6)  (31.6)  (30.9)    26.8  17.8  2.9    (14.9)  (14.2)  (14.3)    11.9  3.6  (11.4)    (18.5)  (14.9)  (14.1)    0.7  0.7  (1.6)    (0.3)  -  (0.2)    (6.3)  (10.7)  (27.2)    -  -  -    (6.3)  (10.7)  (27.2)    (0.7)  (1.2)  (3.1)	236.9    188.8    169.4    -28%      (153.5)    (139.6)    (136.7)    -11%      83.4    49.2    32.8    -61%      1.02    0.26    1.08    6%      (57.6)    (31.6)    (30.9)    -46%      26.8    17.8    2.9    -89%      (14.9)    (14.2)    (14.3)    -4%      11.9    3.6    (11.4)    -196%      (18.5)    (14.9)    (14.1)    -24%      0.7    0.7    (1.6)    -341%      (0.3)    -    (0.2)    -50%      (6.3)    (10.7)    (27.2)    -333%      (6.3)    (10.7)    (27.2)    -333%      (0.7)    (1.2)    (3.1)    -333%					

- Revenues decreased 10% QoQ from lower sales
- Cost of sales maintained at last quarter's level due to higher coal prices in 2Q/15, gross profit decreased to 19%
- EBITDA margin reduced to 2% in 2Q/15, with SG&A slightly reduce 2% QoQ
- Lower financial cost as continue to payoff bank loans
- · Higher net loss for the period at Baht 27.2 million



# CONSOLIDATED INCOME STATEMENT

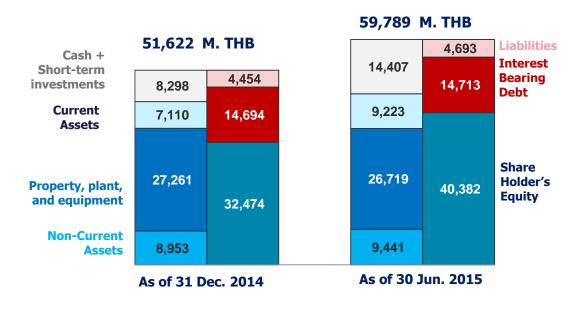


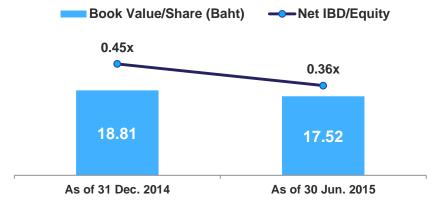
	2Q/14	2Q/14		1Q/15		5	%YoY	
in million Baht (MB)	МВ	%	MB	%	MB	%	MB	%
Revenues	5,328.4	100.0	4,575.8	100.0	5,998.5	100.0	670.1	13%
Costs	(4,020.2)	(75.4)	(4,352.5)	(95.1)	(4,772.2)	(79.6)	752.0	19%
Gross Profit	1,308.2	24.6	223.3	4.9	1,226.3	20.4	(81.9)	-6%
Other Income	43.6	0.8	58.4	1.3	88.8	1.5	45.2	104%
SG&A	(589.3)	(11.1)	(638.9)	(14.0)	(683.5)	(11.4)	94.1	16%
EBITDA from Operation	762.4	14.3	(357.2)	(7.8)	631.6	10.5	(130.8)	-17%
Equity Income	269.2	5.1	363.3	7.9	345.4	5.8	76.2	28%
EBITDA	1,031.6	19.4	6.1	0.1	977.0	16.3	(54.6)	-5%
Depreciation & Amortization	(387.0)	(7.3)	(376.6)	(8.2)	(438.0)	(7.3)	51.1	13%
EBIT	644.6	12.1	(370.5)	(8.1)	539.0	9.0	(105.6)	-16%
Financial Cost	(120.1)	(2.3)	(127.0)	(2.8)	(125.0)	(2.1)	4.9	4%
Gain/(Loss) from Foreign Exchange	(9.6)	(0.2)	(20.3)	(0.4)	58.7	1.0	68.3	709%
Non-Recurring Items	2.5	0.0	21.2	0.5	2.0	0.0	(0.5)	-19%
Profit before income tax	517.4	9.7	(496.6)	(10.9)	474.7	7.9	(42.7)	-8%
Income Tax Expense	(84.2)	(1.6)	(13.6)	(0.3)	(118.6)	(2.0)	34.4	41%
Net Profit/(Loss)	433.2	8.1	(510.2)	(11.2)	356.1	5.9	(77.1)	-18%
Net Profit/(Loss) attributable								
To Non-controlling interest	178.6	3.4	(221.9)	(4.8)	220.8	3.7	42.2	24%
To TTA	254.6	4.8	(288.3)	(6.3)	135.4	2.3	(119.3)	-47%

%Yo	Y	%QoQ					
MB	%	MB	%				
670.1	13%	1,422.8	31%				
752.0	19%	419.8	10%				
(81.9)	-6%	1,003.0	449%				
45.2	104%	30.4	52%				
94.1	16%	44.6	7%				
(130.8)	-17%	988.9	277%				
76.2	28%	(17.9)	-5%				
(54.6)	-5%	970.9	15965%				
51.1	13%	61.4	16%				
(105.6)	-16%	909.5	245%				
4.9	4%	(1.9)	-2%				
68.3	709%	79.0	389%				
(0.5)	-19%	(19.1)	-90%				
(42.7)	-8%	971.3	196%				
34.4	41%	105.0	772%				
(77.1)	-18%	866.3	170%				
42.2	24%	442.6	199%				
(119.3)	-47%	423.7	147%				

#### **Statement of Financial Position**

**Strong Financial Position** 









### **2Q/15 FINANCIAL HIGHLIGHTS**

#### FINANCIAL PERFORMANCE

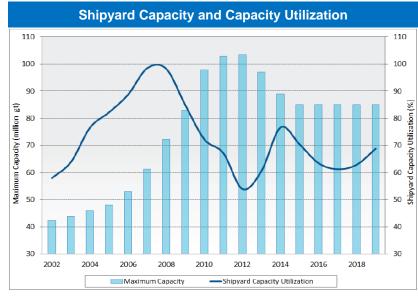
**MARKET OUTLOOK AND MITIGATION PLAN** 

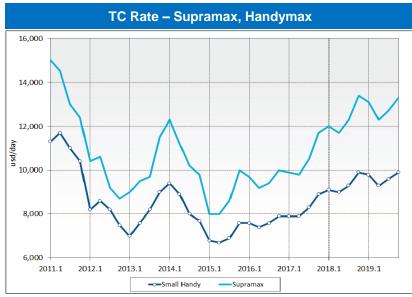


# **Market Outlook and Mitigation Plan**

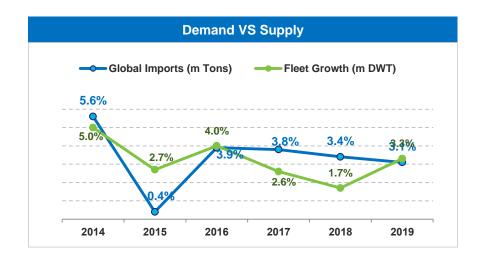


**Dry Bulk Industry** 





One Year-TC Rate, Supramax (51,000 DWT) & Small Handy (27,000 DWT)



- Shipyard Capacity Utilization dropped from last peak in 2014 to 72% in 2015 and should drop to below 70% in 2016
- 5 year-old Supramax declined to USD 15.3 million in 2Q/15
- Scrapping in 2015 is projected to double 2014 to 34.2 m
- Supramax TC rate should improve modestly from 2016 2019

#### **Mitigation Plan**

- Focus on Cost Control and Operational effectiveness remains the top priority
- Increased Chartered-In activities
- Hedging implementation

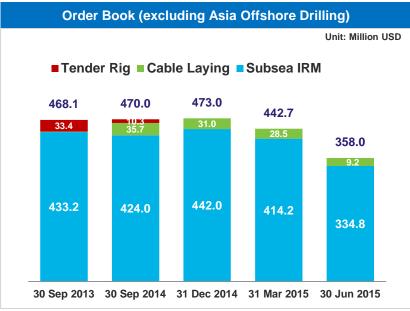
Source: Marsoft, August 2015

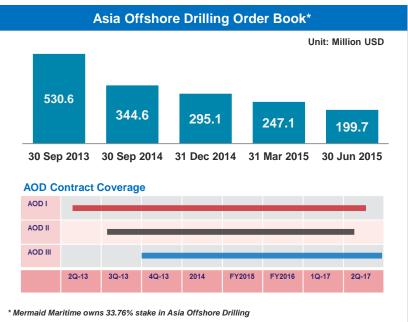


### **Market Outlook and Mitigation Plan**



**Mermaid Maritime** 





- IEA forecast oil demand growth at 1.6 mb/d in 2015, but supply is still surplus
  - OPEC crude oil supply held steady in Jul. at at 31.8 mb/d
  - Shale oil producers compete by cost reduction
- Oil price remains volatile and under pressure until 4Q/15 and gradually recover in 1H/16
- Order book declined to USD 358 million

#### **Mitigation Plan**

- Focus on IRM and expand services portfolio which is less vulnerable to oil price fluctuations given the shallowwater and production-phase focus
- Solid order book with low risk of contract cancellation
- Focus on prudent cost management and maintain strong balance sheet to help weather the market downturn
- Well-defined strategies in response to short- term volatilities and poised for long-term growth
- Capture new potential clients with Mermaid's strong track record and client relationships backed by excellent service quality, as well as young fleet that caters well to market demand

# **THANK YOU**



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