



# 2Q/2018 Opportunity Day

August 23, 2018

# 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.*

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**COMPANY OVERVIEW**

**2Q/2018 PERFORMANCE**

**MARKET OUTLOOK**

**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

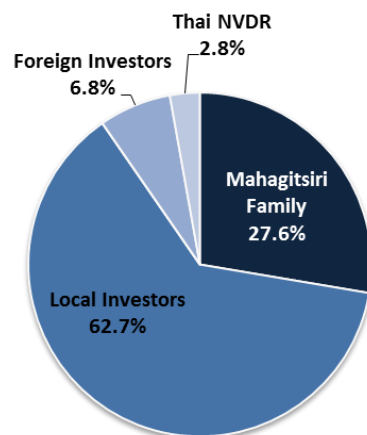
## Vision

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

## Stock Information (as of 31 Jul 2018)

• Market	SET
• Symbol	TTA:TB   TTA:BK
• Industry	Services
• Sector	Transportation & Logistics
• First Trade Date	25 Sep 1995
• Paid-up Capital	1,822,464,006 Baht
• Par Value	1 Baht
• Market Capitalization	Baht 13,213 million or US\$ 397 million
• Free Float	72.17%
• 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)

## Shareholding Structure (as of 31 Jul 2018)



# TTA STRATEGIC BUSINESS PORTFOLIO

## Shipping



- Dry Bulk Shipping
- Shipping Services
- Ship Agency

## Offshore Service



- Subsea Services
- Drilling Services

## Agrochemical



- Fertilizer

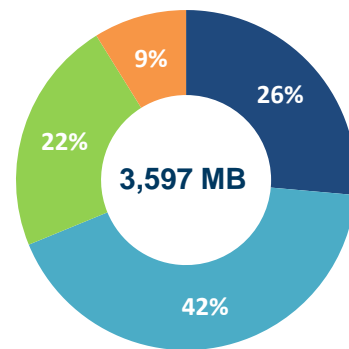
## Investment



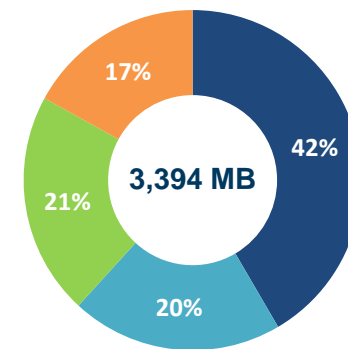
- Food and Beverage
- Water
- Logistics
- Others



## Revenue Structure



2Q/17



2Q/18

■ Shipping

■ Offshore Service

■ Agrochemical

■ Investment

# SHIPPING SEGMENT

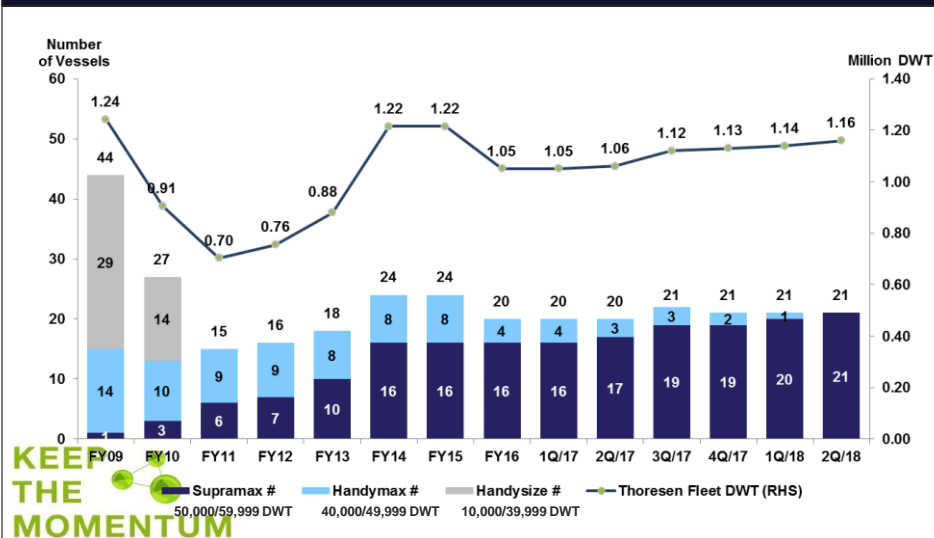


- 21 Owned Vessels
- 11.21 Years (Average age)
- 1.16 million DWT (Total Fleet)
- 55,285 DWT (Average Size)

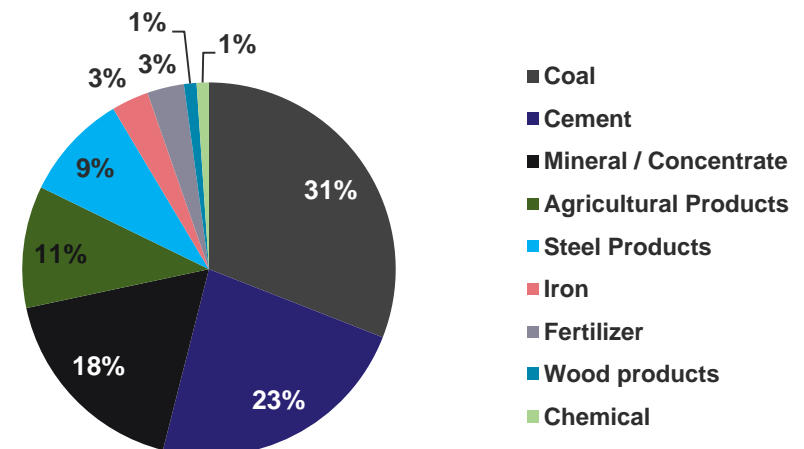
As of June 2018

- Strong track record with global presence
- Leading Handymax and Supramax dry bulk operator
- Outstanding performance from chartered in vessels.
- Cost efficient dry bulk operator with focus on cost savings, efficiencies (without compromising safety), and risk management
- Strong customer base

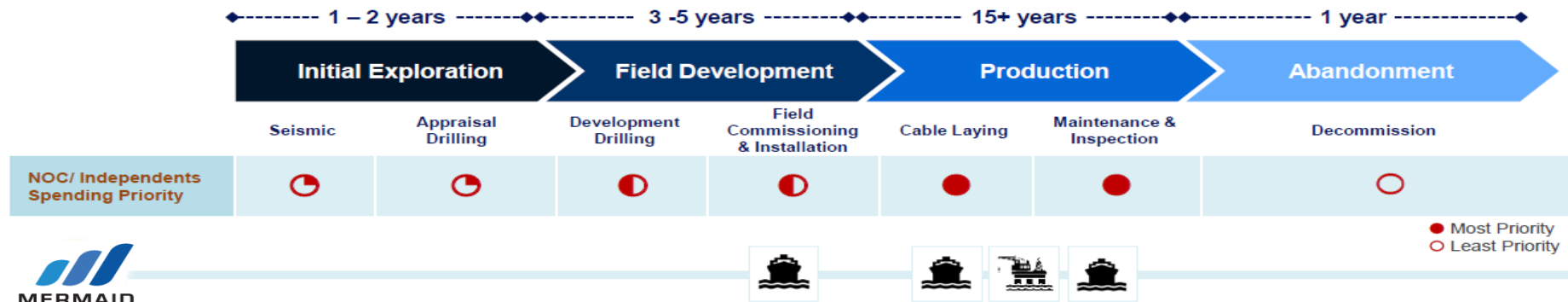
Thoresen Fleet 2008 – 2018



2Q/2018 Cargoes Carried



# OFFSHORE SERVICE SEGMENT



## Subsea Services (low relative to oil price)

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

8

SUBSEA VESSELS \*



16

ROVs



6+17

SATURATION AND  
AIR DIVING SYSTEMS



## Drilling Services (relative to oil price)

- Offshore Drilling and Work Over Service
- Accommodation Rig Service

3

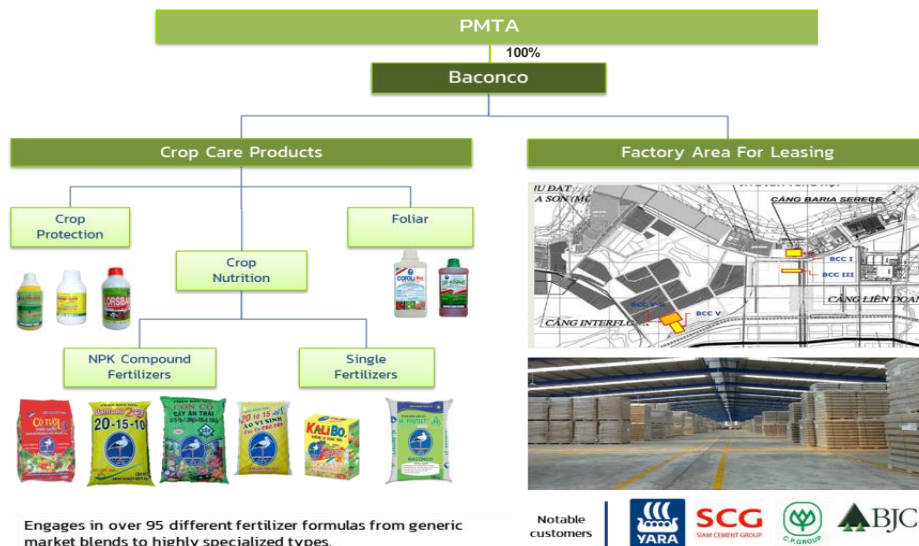
HIGH-SPEC  
JACK-UP RIGS \*\*



- Mermaid Maritime Public Company Limited is a Thai company listed on SGX (<http://www.mermaid-maritime.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
- M&A opportunities through exit of competitors and available supply of chartered-in vessels in weak market
- Streamline operation/ process for cost cutting



# AGROCHEMICAL SEGMENT



*The leading manufacturer and seller of fertilizer in Vietnam.*

**17** MILES FROM THE OPEN SEA

## Leading market position in the Vietnam's fertilizer market

### Total NPK Compound Fertilizer Market



### Premium NPK Compound Fertilizer Market



Note: Total premium NPK market is estimated at 400,000 ton p.a.

- 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



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## 1. Fleet Renewal under Shipping



No. of Vessels Acquired



No. of Vessels Sold

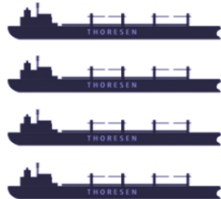
21

Total Owned Vessels

55,285

Average Fleet Size (million DWT)

## 2. Scheduled Dry Docking



Shipping



Offshore Service

## 3. Debenture Repayment

Repaid debentures of Baht 2,000 million in July 2018 at maturity

## 4. New Investment

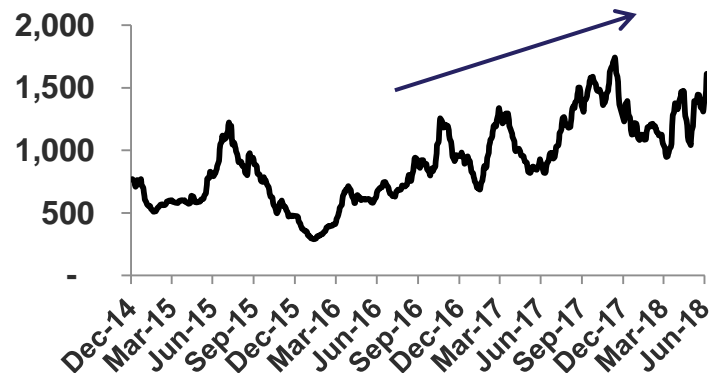
- ▶ 80% stake in



- ▶ The right to enter into the Franchise Agreement (“FA”) with Taco Bell Restaurants Asia Pte. Ltd., a subsidiary of YUM Brand Inc., managing Taco Bell franchise in Asia.

- Consolidated net profits of Baht 94.2 million, increasing 1050%QoQ in 2Q/18.
- Shipping Segment delivered highest net profit in the last 8 years (33 quarters) of Baht 270.2 million.
- Positive EBITDA of Baht 399.9 million for 2Q/18, increasing 94%QoQ.

The upturn in shipping market



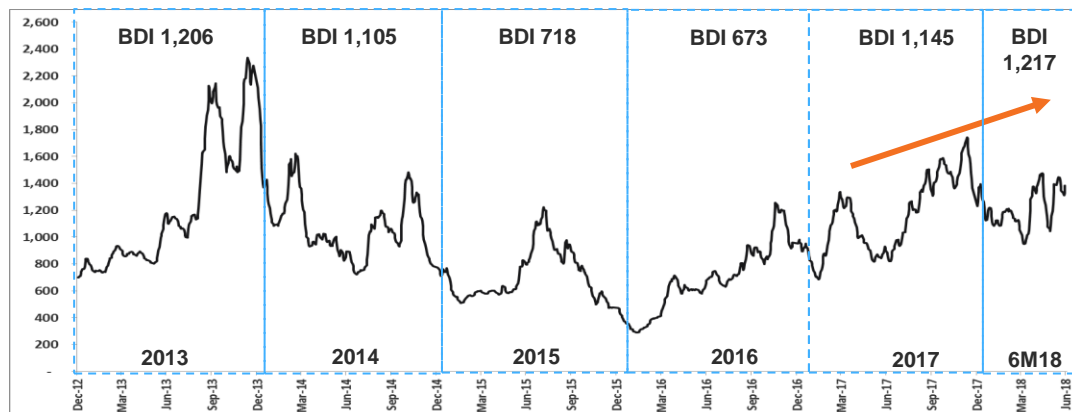
Enhance Performance



# KEY BUSINESS DRIVERS/ INDICATORS



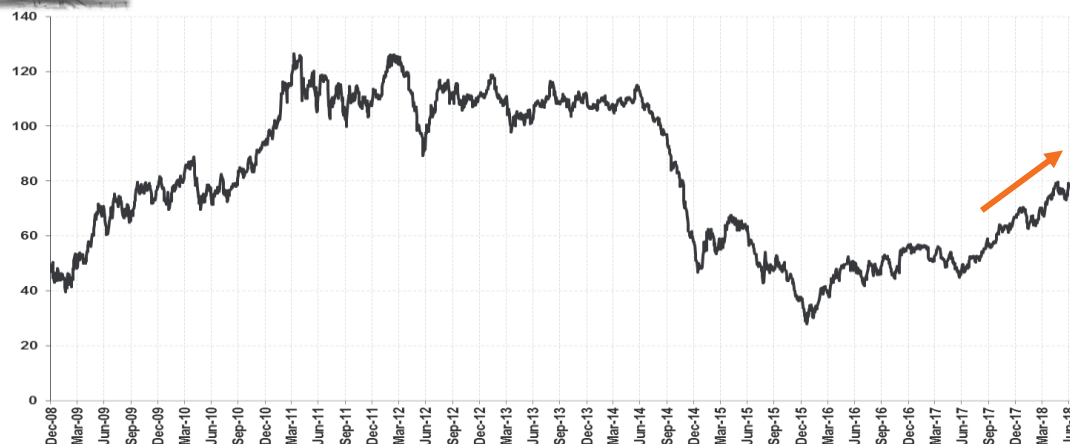
## Baltic Exchange Dry Index



- Baltic Dry index (BDI) has continually been on uptrend and increased from 953 points at the beginning of 2017 to an average of 1,260 points in 2Q/18, due to limited bulk carrier fleet growth and continued growth for dry bulk trade, especially iron ore and minor bulk trade.



## Brent Crude Oil (US\$/Barrel)



- Brent crude oil price rose from an average of US\$ 55/bbl in 2017 to an average of US\$ 75/bbl, and has volatily traded in the range of US\$ 67–80/bbl in 2Q/18.
- The ascent of crude oil's price during the past six months was caused by agreed oil production cut of OPEC and some non-OPEC producers, as well as concerns over tightened supplies caused by growing tension in the Middle East over the new sanctions against Iran and Venezuela by USA. However, the market outlook is still volatile due to the oil production increases by both OPEC producers and USA in the future.

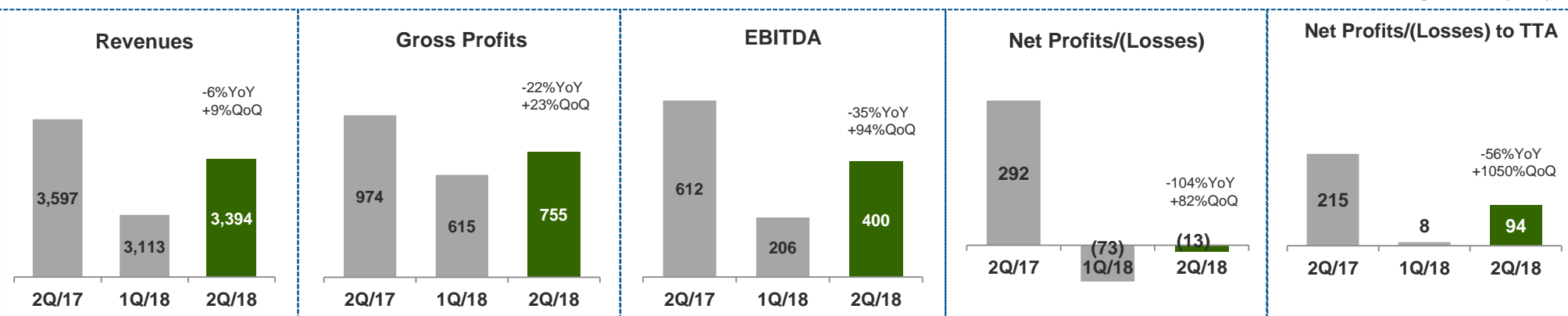
# THORESEN THAI AGENCIES (TTA)

## CONSOLIDATED INCOME STATEMENT



Thoresen Thai Agencies  
Public Company Limited

Unit: Million Baht



in million Baht	Shipping			Offshore Service			Agrochemical		
	2Q/17	1Q/18	2Q/18	2Q/17	1Q/18	2Q/18	2Q/17	1Q/18	2Q/18
Revenues	950	1,298	1,410	1,525	567	687	792	696	702
Gross Profits	287	349	460	434	(32)	3	219	172	165
EBITDA	227	299	412	277	(134)	(76)	100	42	44
Net Profits/(Losses)	95	252	270	124	(195)	(246)	74	6	28
Net Profits/(Losses) to TTA	95	252	270	72	(114)	(143)	51	4	19
Gross Margin (%)	30%	27%	33%	28%	-6%	0.5%	28%	25%	23%
EBITDA Margin (%)	24%	23%	29%	18%	-24%	-11%	13%	6%	6%
Net Profit Margin (%)	10%	19%	19%	8%	-34%	-36%	9.3%	1%	4%

Note As of 30 June 2018, TTA held TSG (Shipping) @ 100%, MML (Offshore Service) @ 58.2%, and PMTA (Agrochemical) @ 68.5%

- TTA reported consolidated net profits of Baht 94.2 million, which increased 1050%QoQ in 2Q/18.
- Positive EBITDA of Baht 399.9 million for 2Q/18, increasing 94%QoQ.
- Additional bareboat charter rate for drilling business mainly increased share of profit of associates and JVs by 123%QoQ to Baht 135.3 million.
- Shipping Segment delivered highest net profit in the last 8 years (33 quarters) of Baht 270.2 million.
- Healthy capital structure reflected by low net interest bearing debt to equity at 0.12 times at the end of 2Q/18.

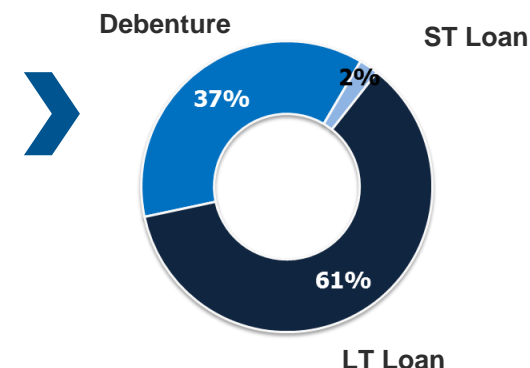
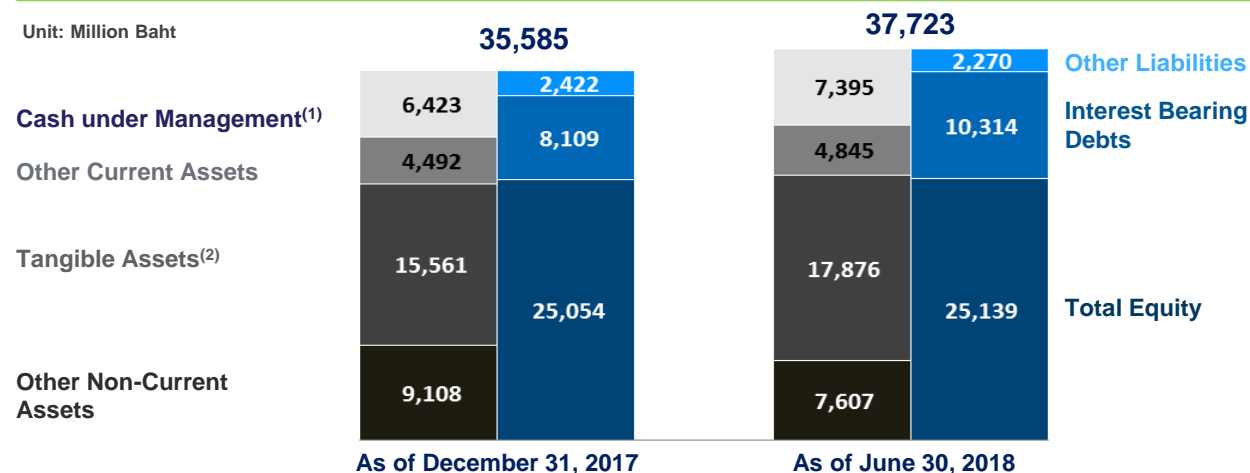
# THORESEN THAI AGENCIES (TTA)

## CONSOLIDATED FINANCIAL POSITION – Strong financial position to support growth

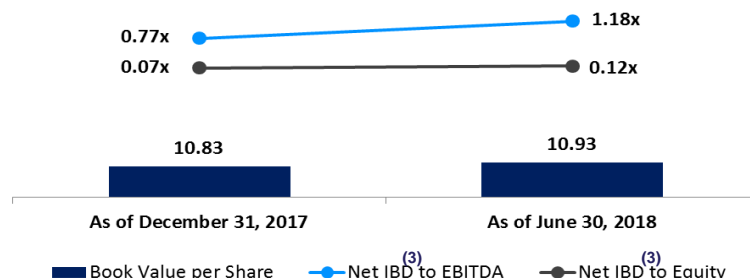


Thoresen Thai Agencies  
Public Company Limited

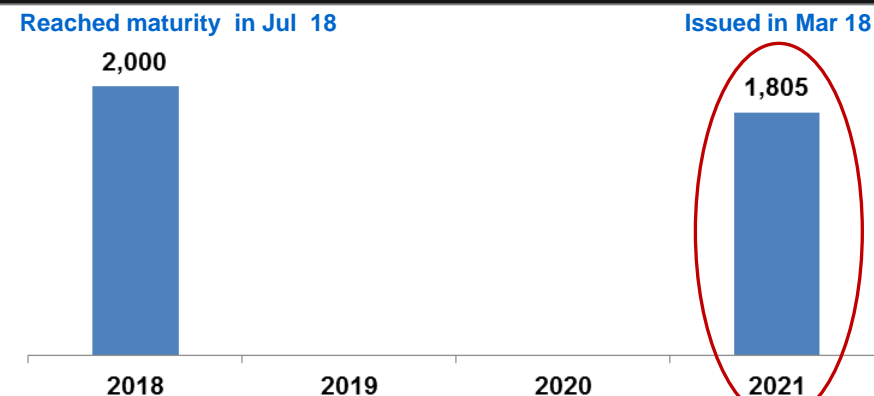
Unit: Million Baht



### Key Financial Ratio



### Debenture Outstanding & Maturity



As of June 30, 2018

- High liquidity and healthy consolidated balance sheet with cash under management totaling Baht 7.4 billion and net IBD/E of 0.12x.
- Interest bearing debts increased mainly from newly issuing debentures of Baht 1,805 million mainly to repay existing debts. There are debentures of Baht 2,000 million due in July 2018.
- Total equity increased from the end of 2017 to Baht 25,139.1 million, mainly from positive net profits and foreign currency translation for foreign operations as Thai Baht weakened against US Dollar.



<sup>(1)</sup> Cash and cash equivalents + current investments

<sup>(2)</sup> Property, plant, and equipment + investment properties

<sup>(3)</sup> Interest bearing debts - cash and cash equivalents - current investments



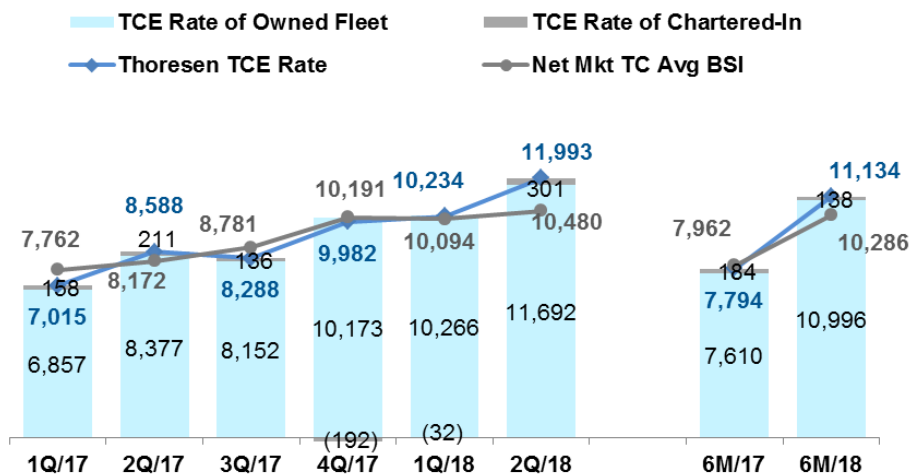
# SHIPPING SEGMENT

TCE rate significantly improved and the utilization rate remained at high level

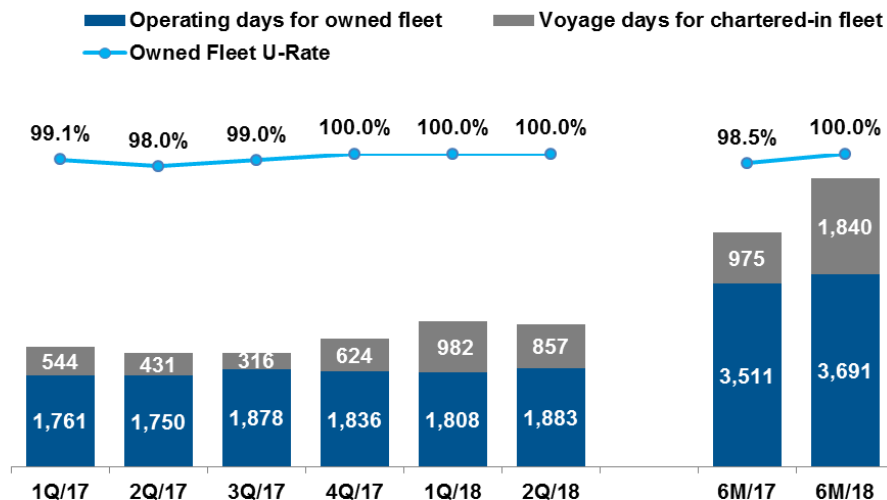


Thoresen Thai Agencies  
Public Company Limited

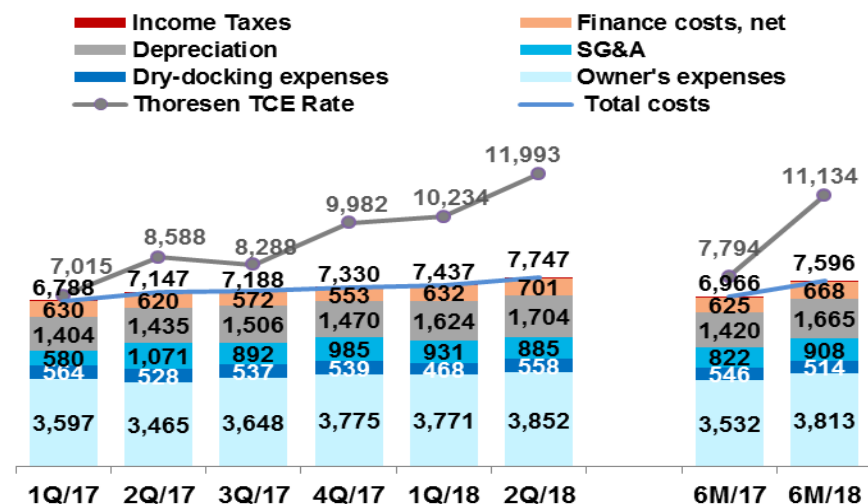
## Net Market TC Avg BSI VS Average TCE Rate (US\$ per vessel day)



## Vessel Working Days & Fleet Utilization Rate



## Avg TCE Rate vs Cost Structure (US\$ per vessel day)



- Average TCE rate improved to US\$ 11,993 per day in 2Q/18, 14% over net market TC rate.
- TCE rate comprised owned fleet TCE rate of US\$ \$11,692 per day and gain from chartered-in vessels of US\$ 301 per day.
- Highest earned TCE rate in 2Q/2018 was at US\$ 25,462 per day.
- Owned fleet utilization rate has remained high at 100% in 2Q/18. Total operating days increased by 8%YoY for owned fleet and by 99%YoY for chartered-in fleet due to increasing demand.
- Operating cash costs remained flat at US\$ 5,294 per day.
- At the end of 2Q/2018, Shipping owned 21 vessels with an average size of 55,285 DWT and an average age of 11.21 years.

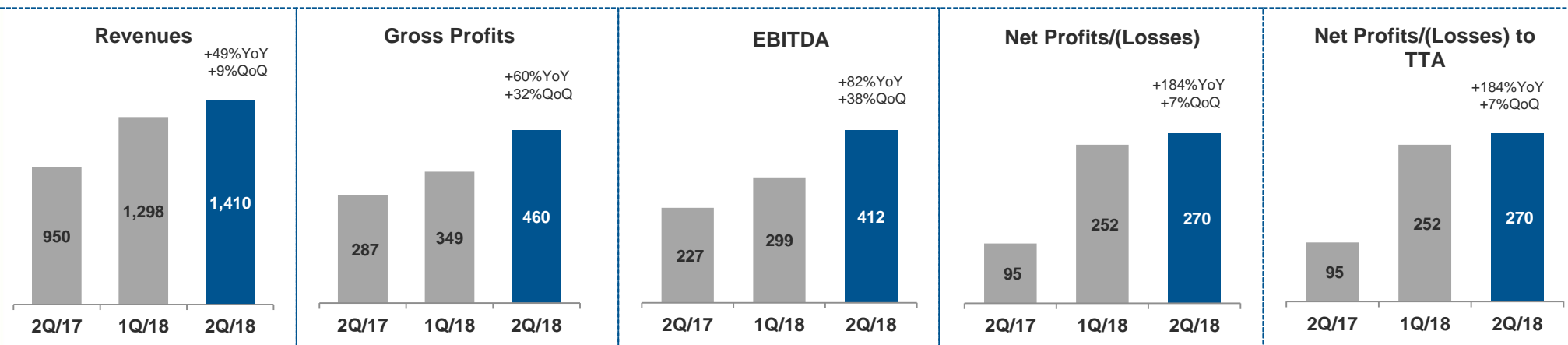
# SHIPPING SEGMENT

Highest quarterly net profits in the last 8 years (34 quarters)



Thoresen Thai Agencies  
Public Company Limited

Unit: Million Baht

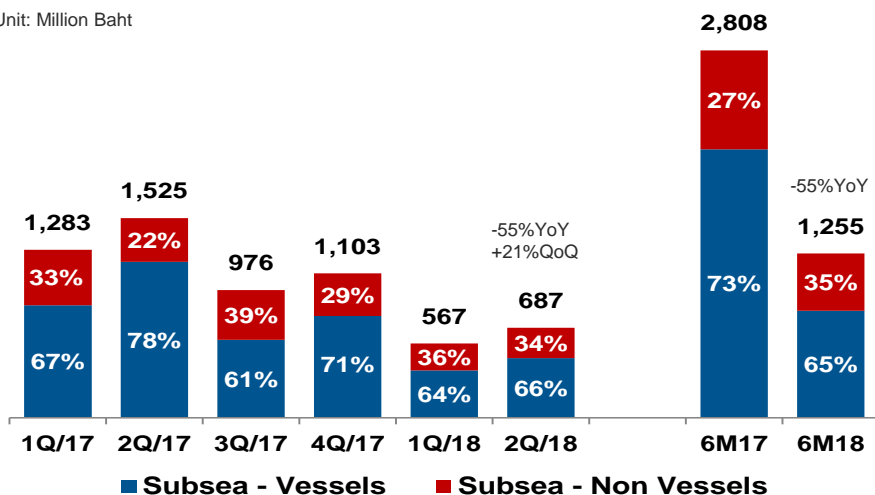


- Revenues in 2Q/18 increased 9%QoQ and 49%YoY to Baht 1,410.5 million, due to significant improvement in freight rate and higher demand.
- Gross profits amounted to Baht 459.9 million, which increased 60%YoY, and gross margin improved from 30% in 2Q/17 to 33% in 2Q/18.
- EBITDA was Baht 412.4 million, improving 82%YoY in 2Q/18.
- Net profits in 2Q/18 reached record highs at Baht 270.2 million, increasing 184%YoY.

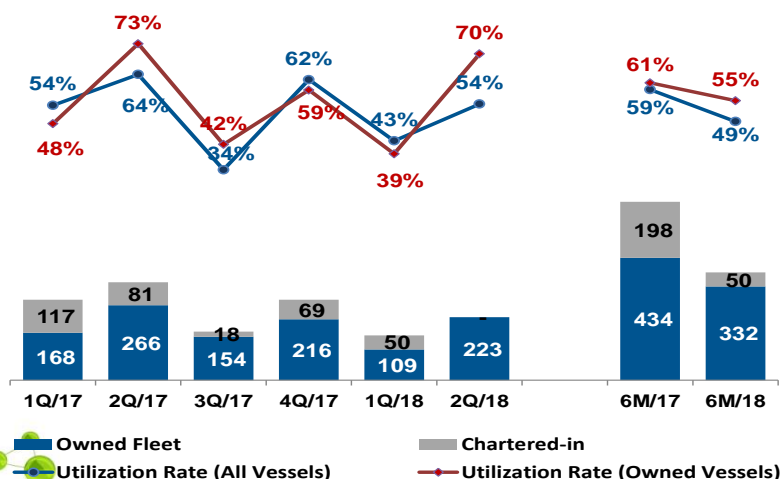
# OFFSHORE SERVICE SEGMENT

## Revenues Breakdown by Services

Unit: Million Baht

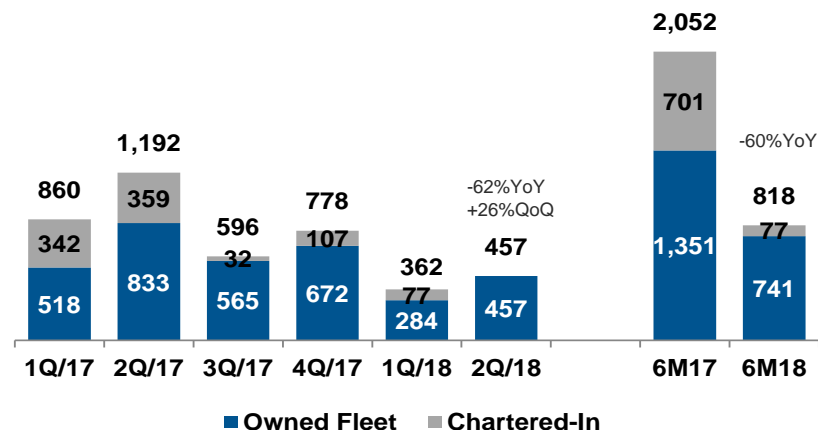


## Vessel Working Days & Utilization Rate <sup>(1), (2)</sup>



## Subsea IRM - Vessels Revenue Breakdown

Unit: Million Baht



## Subsea IRM Service

- Owned fleet utilization had picked up to 70% in 2Q/18, compared to 39% in the last quarter, and remained steady when compared to 73% in 2Q/17 mainly due to strong demand in Middle East.
- Lower chartered-in working days driven by lower demand in Southeast Asia caused the YoY decrease in subsea utilization rate for all performing vessels from 64% in 2Q/17 to 54% in 2Q/18.
- One owned subsea vessel was scheduled dry docking.

## Drilling Service

- All three high specification jack-up drilling rigs, operated under one of its associates, have performed strongly with a 100% utilization in 2Q/18.
- Two tender rigs, which had been in cold stack and were marketed for sales, were sold.

<sup>(1)</sup> Excluding three non-performing vessels, which is currently in cold stack.

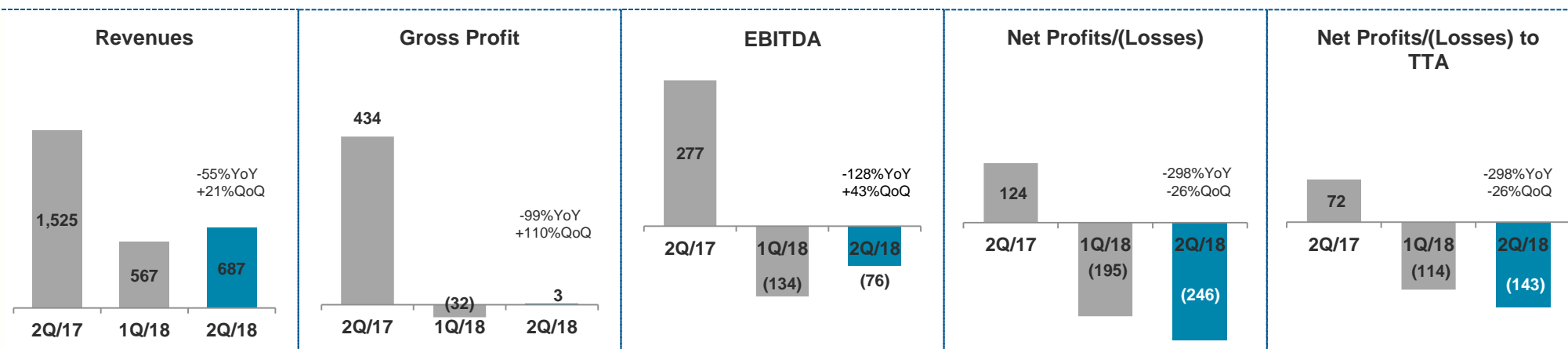
<sup>(2)</sup> Utilization rate is the percentage of time that our vessels generated revenues and is determined by dividing operating days by available service days (excluding dry-docking period) for the relevant period.

# OFFSHORE SERVICE SEGMENT



Thoresen Thai Agencies  
Public Company Limited

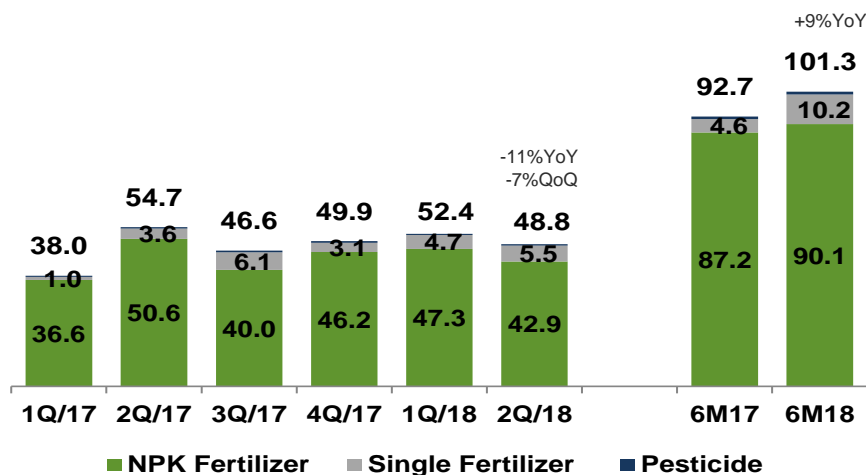
Unit: Million Baht



- Revenues amounted to Baht 687.1 million, increasing 21%QoQ, but decreasing 55%YoY. The QoQ increase was due to seasonality and the YoY decrease was caused by lower demand and scheduled dry docking of one owned subsea vessel.
- SG&A decreased by 9%YoY, due to continued cost saving and rightsizing exercise.
- Additional bareboat charter rate for drilling business under secured three-year contracts, share of profit of associates and JVs increased by 135%QoQ and 138%YoY to Baht 96.2 million.
- EBITDA amounted to Baht (76.2) million, increasing 43% QoQ and decreasing 128% YoY.
- Taking in to account of a loss from foreign exchange and an asset write-off on obsolete inventories, Offshore Service Segment reported net loss of Baht 245.6 million and attributable net loss to TTA of Baht 143.1 million in 2Q/18.
- Order book at the end of 2Q/18 was US\$ 165 million with work projected to be performed from 3Q/18 to the end of 2019.

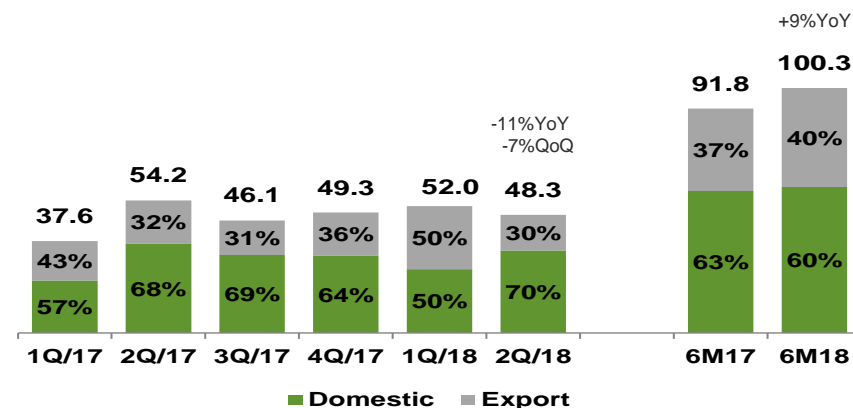
## Total Sales Volume by Product

Unit: KTons

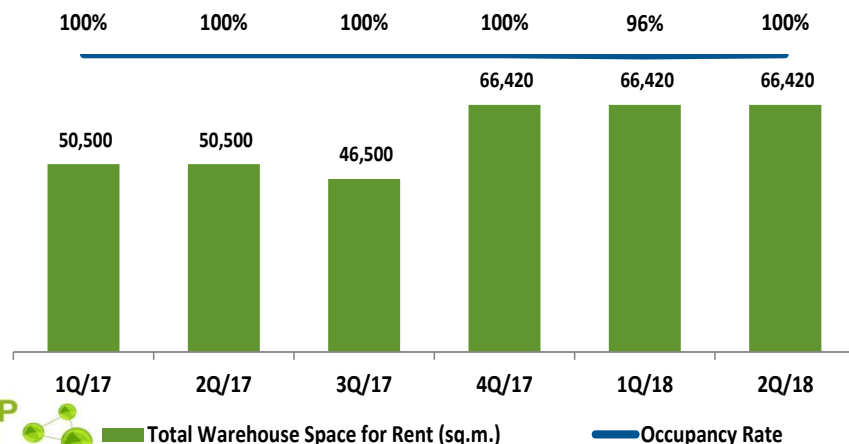


## Fertilizer Sales Volume By Market

Unit: KTons



## Occupancy Rate of Factory Area for Leasing



## Fertilizer

- In 1H/18, total fertilizer sales volume still increased 9%YoY to 100.3 KTons as export market has recovered and continued active sales and marketing helped to boost domestic market.
- In 2Q/18 total fertilizer sales decreased 11%YoY to 48.3 KTons, and domestic sales volume increased 29%QoQ to 33.7 KTons due to seasonality, but decreased 8%YoY from sluggish demand and competition in Vietnam.
- Single fertilizer volume increased 51%YoY to 5.4 KTons while NPK fertilizer volume decreased 15%YoY to 42.9 KTons.

## Factory Area for Leasing

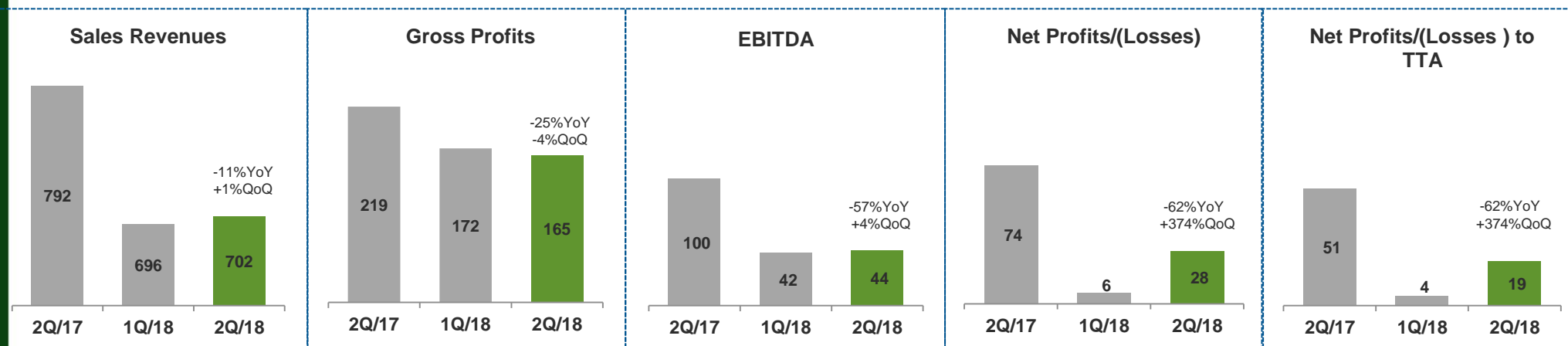
- In 2Q/18, this area has been fully utilized with total space of 66,420 sqm.

# AGROCHEMICAL SEGMENT



Thoresen Thai Agencies  
Public Company Limited

Unit: Million Baht



- Sales revenue of Baht 701.6 million, slightly increased from last quarter, but declined 11%YoY due to lower sales volume.
- Gross profits (spread) amounted to Baht 164.9 million, decreasing 25%YoY due to increasing raw materials cost, and gross margin declined from 28% in 2Q/17 to 23% in 2Q/18.
- EBITDA was Baht 43.5 million, which increased 4%QoQ and decreased 57%YoY.
- Net profits to TTA in 2Q/18 were Baht 19.4 million.



Investment Segment focused on Food & Beverage (F&B), Water, and Logistics.

### Food & Beverage Business



5

Net New Outlets

13

Net New Outlets (YTD)

121

Total Outlets

Taco Bell

- ✓ Right to enter into the Franchise Agreement for Taco Bell
- ✓ Tentative plan to open the first outlet: late 4Q/18.

### Water Business

- TTA entered into an agreement to acquire 80% stake in AIM, the water contractor/service company, in August 2018 to create synergy between AIM and TTA-Suez.



suez

Global Knowledge Connecting to Local Expertise



aim

Reputable local Thai water player with access to Laos and Cambodia

- MWA will open bidding for Mahasawat Water Treatment Plant (Phase 5-6) in 2019. Total budget of these phases are up to Baht 4 bn.

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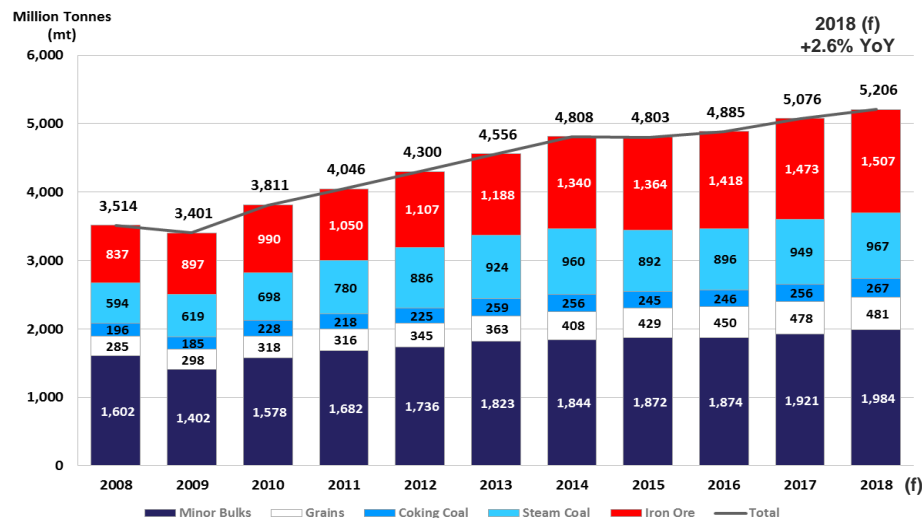
# DRY BULK BUSINESS OUTLOOK

Increasing demand has brought the freight rates up

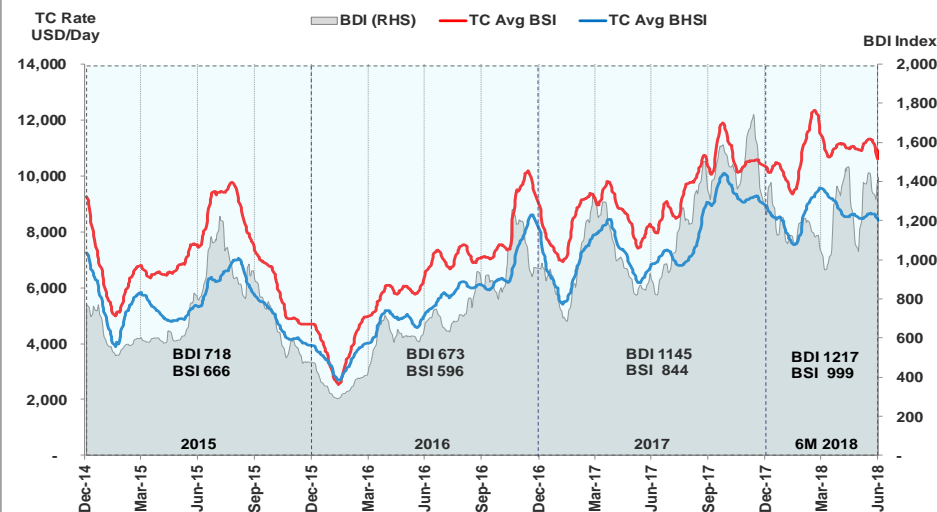


Thoresen Thai Agencies  
Public Company Limited

## Total Dry Bulk Trade



## Baltic Dry Index



\*BSI referred to 52,000 dwt bulk carrier basis for the period before 3 April 2017 and to 58,000 dwt bulk carrier basis for the period starting 3 April 2017.

## Demand Side

- Global seaborne dry bulk trade is currently projected to grow by 2.6% in terms of tons in full year 2018, and by 3.3% in terms of ton miles.
- The rate of steel production at CISA member mills remained elevated in June 2018, averaging a record 720 mtpa, up by around 7% compared to June last year.
- In early July 2018, China implemented a 25% tariff on imports of US soybeans and other grains. This would change grain trade flows, with more Chinese imports of grain from Brazil and other suppliers.
- Although uncertainty remains, in shipping researchers' views, the implemented and potential tariffs on trade between USA and its major trade partners (including China and the EU) have or could have minor impact on global seaborne dry bulk trade.

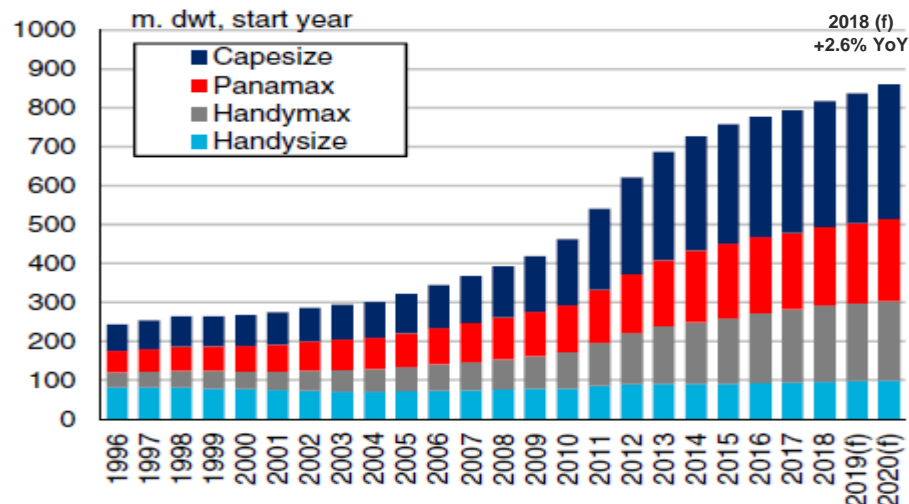
# DRY BULK BUSINESS OUTLOOK

Demand growth seen outpacing fleet development

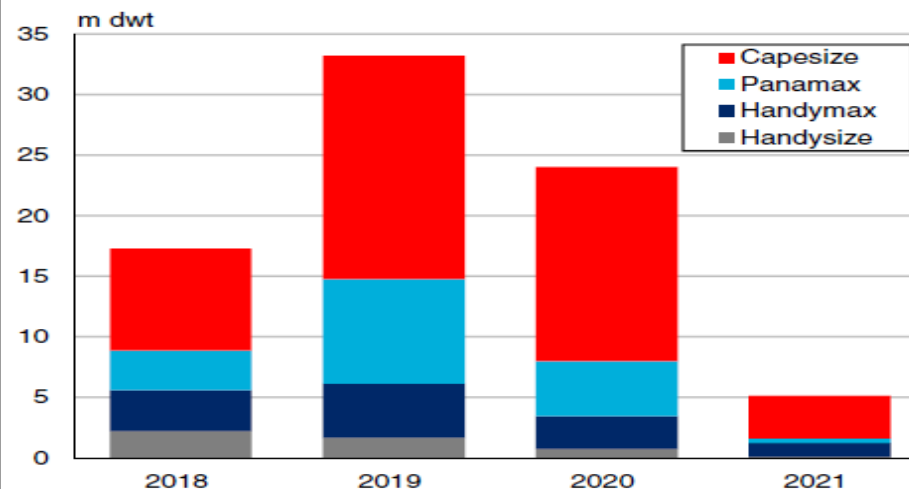


Thoresen Thai Agencies  
Public Company Limited

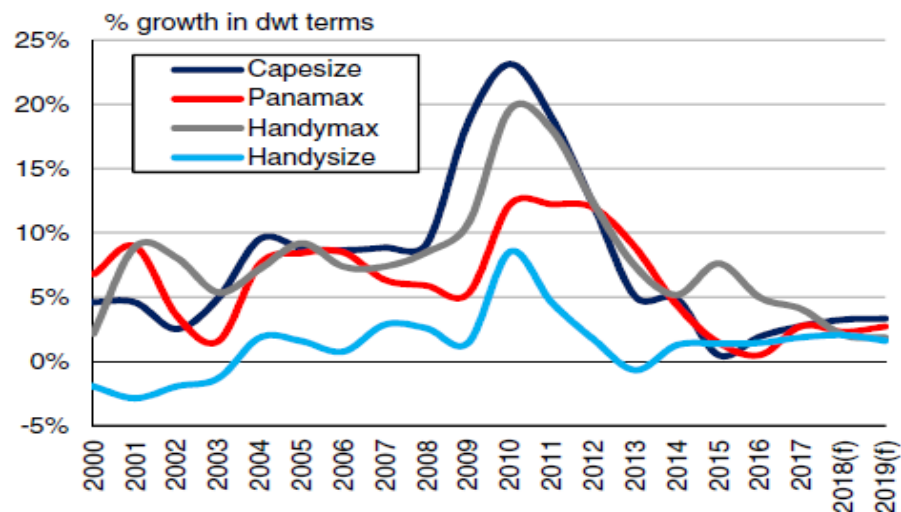
## Bulk Carrier Fleet Development



## Order Book by Year of Scheduled Delivery



## YoY Bulkcarrier Fleet Growth



## Supply Side

- The bulkcarrier fleet growth is expected to remain limited at a relatively subdued rate of 2.6% in both 2018 and 2019 in dwt terms.
- The pace of both bulkcarrier deliveries and demolition slowed significantly in 1H/18, with deliveries declining 45% YoY to 15.4m dwt and recycling declining 74% to 2.2m dwt.

- Brent crude oil price rose from an average of US\$ 55/bbl in 2017 to an average of US\$ 75/bbl in 2Q/18.
- Order book at the end of 2Q/18 was US\$ 165 million.
- Market environment is expected to remain challenging in 2018. Pressure on vessel prices remains. Oversupply of vessels in the market continues to suppress day rates with modest growth expected through 2018.
- Utilization of key owned assets, remains a high priority. Cost cutting and consolidation continues in an effort to maintain a cost base low enough for Mermaid to win work in these challenging times.
- All three jack-up drilling rigs 'AOD I', 'AOD II' and 'AOD III' remain on contract in the Middle East until 2019 thus reducing downside risk as market recovers. AOD reached agreement with the bank lenders to extend the maturities of its credit facility, and include more flexible financial covenants.
- Mermaid Challenger, Siam and Barakuda remain cold stacked to reduce cost while 'MTR-1' and 'MTR-2' were sold in 2Q/18.
- Mermaid continues to preserve cash where possible, and to reduce CAPEX spending to the essentials.

As at June 30, 2018

Cash under management = US\$ 74 million.

IBD/ Equity = 0.31x

Net IBD/ Equity = 0.22x

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**APPENDICES**



# CONSOLIDATED INCOME STATEMENT



Thoresen Thai Agencies  
Public Company Limited

in million Baht	2Q/17	1Q/18	2Q/18	% YoY	% QoQ	6M17	6M18	% YoY
Revenues	3,597.0	3,113.2	3,394.2	-6%	9%	6,699.9	6,507.4	-3%
Gross Profits/(Losses)	974.2	615.1	755.4	-22%	23%	1,611.0	1,370.4	-15%
Share of Profit of Associates and JVs	70.7	60.8	135.3	91%	123%	140.4	196.1	40%
EBITDA	611.9	206.3	399.9	-35%	94%	998.5	606.2	-39%
Net Profits/(Losses)	292.4	(73.4)	(12.9)	-104%	82%	389.4	(86.3)	-122%
Net Profits/(Losses) to TTA	214.7	8.2	94.2	-56%	1050%	301.9	102.4	-66%
Number of 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)	0.12	0.004	0.05	-56%	1050%	0.17	0.06	-66%
Normalized Net Profits/(Losses)	254.9	(213.0)	5.4	-98%	103%	311.6	(207.5)	-167%
Normalized Net Profits/(Losses) to TTA	188.7	(104.3)	108.3	-43%	204%	254.5	4.0	-98%
Gross Margin (%)	27%	20%	22%			24%	21%	
EBITDA Margin (%)	17%	7%	12%			15%	9%	
Net Profit Margin (%)	8%	-2%	-0.4%			6%	-1%	

\*Normalized Net Profits/(Losses) = Net Profits/(Losses) - Non-Recurring Items

# SHIPPING SEGMENT

## INCOME STATEMENT



Thoresen Thai Agencies  
Public Company Limited

in million Baht (MB)	2Q/17	1Q/18	2Q/18	%YoY	%QoQ	6M17	6M18	% YoY
<b>Freight Revenues</b>	949.8	1,297.7	1,410.5	49%	9%	1,979.2	2,708.2	37%
Vessel Operating Expenses	662.5	948.5	950.6	43%	0%	1,499.2	1,899.1	27%
<b>Gross Profits/(Losses)</b>	287.3	349.2	459.9	60%	32%	480.1	809.1	69%
Other Income	5.2	3.6	5.8	11%	60%	24.8	9.4	-62%
Gains/(Losses) on Investment	-	-	-	0%	0%	-	-	-
SG&A	65.5	53.7	53.3	-19%	-1%	101.7	107.0	5%
<b>EBITDA</b>	226.9	299.1	412.4	82%	38%	403.1	711.5	76%
Depreciation & Amortization	87.9	93.7	102.6	17%	10%	175.6	196.3	12%
<b>EBIT</b>	139.0	205.5	309.7	123%	51%	227.6	515.2	126%
Finance Costs	38.0	36.5	42.3	11%	16%	77.3	78.7	2%
Gains/(Losses) from Foreign Exchange	(3.7)	(2.3)	2.3	161%	200%	(6.2)	(0.0)	100%
Gains/ (Losses) from Non-Recurring Items - Impairment on Assets	-	52.7	3.8	100%	-93%	-	56.5	100%
Gains/ (Losses) from Non-Recurring Items - Others	(0.5)	33.2	(0.4)	16%	-101%	(0.5)	32.8	7210%
<b>Profits/(Losses) before Income Tax</b>	96.8	252.7	273.1	182%	8%	143.6	525.7	266%
Income Tax Expenses	1.7	0.6	2.9	67%	414%	2.6	3.4	33%
<b>Net Profits/(Losses)</b>	95.1	252.1	270.2	184%	7%	141.1	522.3	270%
<b>Normalized Net Profits/(Losses)</b>	95.5	166.1	266.9	179%	61%	141.5	433.0	206%
<b>Gross Margin (%)</b>	30%	27%	33%			24%	30%	
<b>EBITDA Margin (%)</b>	24%	23%	29%			20%	26%	
<b>Net Profit Margin (%)</b>	10%	19%	19%			7%	19%	

\*TTA held 100.00% of issued and paid up capital of TSG at the end of 2Q/18.

\*\*As consolidated on TTA's P&L

\*\*\*Normalized Net Profits/(Losses) = Net Profits/(Losses) - Non-Recurring Items

# SHIPPING SEGMENT



Thoresen Thai Agencies  
Public Company Limited

Fleet data Summary							6M17	6M18	%YoY
Average DWT (Tons)	2Q/17	1Q/18	2Q/18	%YoY	%QoQ		52,908	55,285	4%
Calendar days for owned fleet <sup>(1)</sup>	1,795	1,856	1,968	10%	6%		3,595	3,824	6%
Available service days for owned fleet <sup>(2)</sup>	1,786	1,808	1,883	5%	4%		3,564	3,691	4%
Operating days for owned fleet <sup>(3)</sup>	1,750	1,808	1,883	8%	4%		3,511	3,691	5%
Owned fleet utilization <sup>(4)</sup>	98.0%	100.0%	100.0%	2%	0%		98.5%	100.0%	1%
Voyage days for chartered-in fleet	430	982	857	99%	-13%		975	1,840	89%
Number of vessels at the ending period	20	21	21	5%	0%		20	21	5%
Average number of vessels <sup>(5)</sup>	24.0	31.0	30.1	26%	-3%		24.8	30.6	23%
Market Rate (USD/Day)							6M17	6M18	%YoY
BDI Index	1,006	1,175	1,260	25%	7%		975	1,217	25%
BSI Index	781	943	1,056	35%	12%		781	999	28%
Net Mkt TC Avg BSI**	8,602	10,094	10,480	22%	4%		8,382	10,286	23%
Average Daily Operating Results <sup>(6)</sup> (USD/Day)							6M17	6M18	%YoY
Highest TCE Rate	16,263	17,881	25,462	57%	42%		17,537	25,462	45%
Thoresen TCE Rate <sup>(7)</sup>	8,588	10,234	11,993	40%	17%		7,794	11,134	43%
TCE Rate of Owned Fleet	8,377	10,266	11,692	40%	14%		7,610	10,996	44%
TCE Rate of Chartered-In	211	(32)	301	43%	1035%		184	138	-25%
Expenses									
Vessel operating expenses (Owner's expenses)	3,465	3,771	3,852	11%	2%		3,532	3,813	8%
Dry-docking expenses	528	468	558	6%	19%		546	514	-6%
General and administrative expenses	1,070	931	885	-17%	-5%		822	908	10%
<b>Cash costs</b>	<b>5,063</b>	<b>5,171</b>	<b>5,294</b>	<b>5%</b>	<b>2%</b>		<b>4,900</b>	<b>5,234</b>	<b>7%</b>
Finance costs, net	620	632	701	13%	11%		625	668	7%
Depreciation	1,435	1,624	1,704	19%	5%		1,420	1,665	17%
Income Taxes	28	10	47	70%	392%		21	29	39%
<b>Total costs</b>	<b>7,147</b>	<b>7,437</b>	<b>7,747</b>	<b>8%</b>	<b>4%</b>		<b>6,966</b>	<b>7,596</b>	<b>9%</b>
<b>Operating Results</b>	<b>1,441</b>	<b>2,797</b>	<b>4,246</b>	<b>195%</b>	<b>52%</b>		<b>829</b>	<b>3,538</b>	<b>327%</b>
USD/THB Rate (Daily Average)	34.30	31.54	31.92	-7%	1%		34.71	31.73	-9%

\*The per day basis is calculated based on available service days.

\*\* Net Mkt TC Avg BSI = Mkt TC Avg BSI less commission

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.
- The per day basis is calculated based on available service days for owned fleet
- Thoresen TCE Rate = Owned Vessel TCE Rate + Chartered-In Rate



TCE Rate  
TC Rate

= Time-Charter Equivalent Rate  
= Time-Charter Rate

BDI  
BSI

= The Baltic Exchange Dry Index  
= The Baltic Exchange Supramax Index

# OFFSHORE SERVICE SEGMENT

## INCOME STATEMENT



Thoresen Thai Agencies  
Public Company Limited

in million Baht	2Q/17	1Q/18	2Q/18	% YoY	% QoQ	6M/17	6M/18	% YoY
<b>Revenues</b>	1,524.9	567.5	687.1	-55%	21%	2,808.0	1,254.6	-55%
Total Costs	1,090.9	599.9	684.0	-37%	14%	2,079.6	1,283.9	-38%
<b>Gross Profits/(Losses)</b>	434.0	(32.4)	3.1	-99%	110%	728.3	(29.3)	-104%
Other Income	3.2	7.3	6.4	99%	-12%	10.6	13.6	29%
SG&A	200.7	149.7	182.8	-9%	22%	394.7	332.4	-16%
<b>EBITDA from Operation</b>	236.5	(174.8)	(172.4)	-173%	1%	344.2	(347.1)	-201%
Share of Profit of Associates and JVs	40.5	40.9	96.2	138%	135%	82.1	137.0	67%
<b>EBITDA</b>	277.0	(133.9)	(76.2)	-128%	43%	426.4	(210.1)	-149%
Depreciation & Amortization	131.0	112.2	111.3	-15%	-1%	281.3	223.5	-21%
<b>EBIT</b>	146.0	(246.1)	(187.5)	-228%	24%	145.0	(433.6)	-399%
Finance Costs	30.7	29.0	32.2	5%	11%	61.4	61.2	-0.2%
Gains/(Losses) from Foreign Exchange	6.7	19.0	(12.9)	-293%	-168%	21.0	6.2	-71%
Gains/ (Losses) from Non-Recurring Items - Impairment on Assets	-	56.8	-	0%	-100%	-	56.8	100%
Gains/ (Losses) from Non-Recurring Items - Others	0.0	8.0	(9.2)	-117197%	-216%	45.5	(1.3)	-103%
<b>Profits/(Losses) before Income Tax</b>	122.0	(191.3)	(241.8)	-298%	-26%	150.2	(433.1)	-388%
Income Tax Expenses	(2.1)	3.7	3.8	286%	3%	0.0	7.5	34314%
<b>Net Profits/(Losses)</b>	124.0	(195.1)	(245.6)	-298%	-26%	150.2	(440.7)	-393%
Net Profits/(Losses) Attributable to Non-Controlling Interest	51.8	(81.2)	(102.5)	-298%	-26%	62.9	(183.7)	-392%
<b>Net Profits/(Losses) to TTA</b>	72.2	(113.9)	(143.1)	-298%	-26%	87.3	(257.0)	-395%
<b>Normalized Net Profits/(Losses)</b>	124.0	(259.8)	(236.4)	-291%	9%	104.7	(496.2)	-574%
<b>Normalized Net Profits/(Losses) To TTA</b>	72.2	(151.6)	(137.8)	-291%	9%	60.8	(289.3)	-576%
<b>Gross Margin (%)</b>	28%	-6%	0.5%			26%	-2%	
<b>EBITDA Margin (%)</b>	18%	-24%	-11%			15%	-17%	
<b>Net Profit Margin (%)</b>	8%	-34%	-36%			5%	-35%	

\*TTA directly and indirectly held 58.22% of issued and paid up capital of MML at the end of 2Q/18.

\*\*Normalized Net Profits/(Losses) = Net Profits/(Losses) - Non-Recurring Items

# AGROCHEMICAL SEGMENT

## INCOME STATEMENT



Thoresen Thai Agencies  
Public Company Limited

in million Baht	2Q/17	1Q/18	2Q/18	% YoY	% QoQ	6M/17	6M/18	% YoY
<b>Sales Revenues</b>	791.8	696.4	701.6	-11%	1%	1,329.7	1,398.0	5%
Raw Material Costs	572.6	524.0	536.7	-6%	2%	957.4	1,060.7	11%
<b>Gross Profits/(Losses) (Spread)**</b>	219.1	172.4	164.9	-25%	-4%	372.3	337.2	-9%
Service & Other Income	13.1	13.2	21.2	62%	61%	27.9	34.4	24%
Operating Cost	60.1	69.2	65.4	9%	-5%	117.6	134.6	15%
Cost of Providing Services	6.4	6.0	8.9	39%	48%	12.8	15.0	17%
SG&A	65.3	68.7	68.2	4%	-1%	131.4	136.9	4%
<b>EBITDA</b>	100.4	41.7	43.5	-57%	4%	138.4	85.2	-38%
Depreciation & Amortization	15.6	16.6	16.8	7%	1%	31.6	33.4	6%
<b>EBIT</b>	84.7	25.1	26.8	-68%	7%	106.8	51.8	-51%
Finance Costs	0.4	1.3	1.5	294%	12%	0.4	2.8	647%
Gains/(Losses) from Foreign Exchange	3.6	(12.6)	7.9	116%	162%	(10.0)	(4.7)	53%
Gains/(Losses) from Non-Recurring Items - Impairment on Assets	-	-	-	0%	0%	-	-	0%
Gains/(Losses) from Non-Recurring Items - Others	-	-	0.1	0%	0%	-	0.1	0%
<b>Profits/(Losses) before Income Tax</b>	88.0	11.2	33.3	-62%	198%	96.5	44.4	-54%
Income Tax Expenses	14.1	5.2	5.0	-65%	-4%	20.3	10.2	-50%
<b>Net Profits/(Losses)</b>	<b>74.0</b>	<b>6.0</b>	<b>28.3</b>	<b>-62%</b>	<b>374%</b>	<b>76.2</b>	<b>34.2</b>	<b>-55%</b>
<b>Net Profits/(Losses) Attributable</b>								
To Non-Controlling Interests	23.3	1.9	8.9	-62%	374%	24.0	10.8	-55%
<b>To TTA</b>	<b>50.7</b>	<b>4.1</b>	<b>19.4</b>	<b>-62%</b>	<b>374%</b>	<b>52.2</b>	<b>23.5</b>	<b>-55%</b>
<b>Gross (Spread) Margin (%)</b>	28%	25%	23%			28%	24%	
<b>EBITDA Margin (%)</b>	13%	6%	6%			10%	6%	
<b>Net Profit Margin (%)</b>	9%	1%	4%			6%	2%	

\*TTA held 68.52% of issued and paid up capital of PMTA at the end of 2Q/18.

\*\*Gross Profits (Spread) = Sales Revenues - Raw Material Costs

# THANK YOU



THORESEN THAI AGENCIES PLC.

## THORESEN THAI AGENCIES PLC.

26/26-27 Orakarn building, 8<sup>th</sup> Floor, Soi Chidlom  
Ploenchit Road, Lumpinee, Pathumwan, Bangkok 10330 Thailand  
Tel: +66 (0) 2250 0569-74, +66 (0) 2254 8437  
Fax: +66 (0) 2655 5631  
Website : <http://www.thoresen.com>

**For further information & enquiries, please contact our Investor Relations at [Investors@thoresen.com](mailto:Investors@thoresen.com)  
+66 (0) 2254 8437 Ext. 292**