# THORESEN THAI AGENCIES PUBLIC COMPANY LIMITED "An Integrated Shipping Group"

2008 Financial Highlights























#### FY2007 and FY2008 Income Statement Comparison

	EV2007	EV2000	0/ Change	% Total		
	FY2007	FY2008	% Change	FY2007	FY2008	
Freight Income	15,865,290,884	28,453,607,514	79.35%	77.03%	80.96%	
Offshore Service Income	4,025,548,421	5,258,483,440	30.63%	19.55%	14.96%	
Service/Commission Income	465,222,110	681,294,123	46.44%	2.26%	1.94%	
Other Income	239,166,398	752,764,061	214.74%	1.16%	2.14%	
Total Revenues	20,595,227,813	35,146,149,138	70.65%			
Vessel Operating Expenses	9,280,361,787	17,874,164,100	92.60%	58.49%	62.82%	
Offshore Service Expenses	2,713,748,491	3,562,394,003	31.27%	67.41%	67.75%	
Gross Margin	8,601,117,535	13,709,591,035	59.39%	41.76%	39.01%	



#### FY2007 and FY2008 Income Statement Comparison (cont.)

	FY2007	FY2008	% Change	% Total		
	1 12007	1 12000	70 Onlange	FY2007	FY2008	
Service & Administrative Expenses	1,612,236,043	1,922,817,344	19.26%	7.83%	5.47%	
EBITDA	6,988,881,492	11,786,773,691	68.65%	33.93%	33.54%	
Depreciation and Amortisation	1,850,017,951	2,050,620,572	10.84%	8.98%	5.83%	
EBIT	5,138,863,541	9,736,153,119	89.46%	24.95%	27.70%	
Interest Expenses	(665,466,843)	(535,682,398)	-19.50%			
EBT	4,473,396,698	9,200,470,721	105.67%	21.72%	26.18%	



#### FY2007 and FY2008 Income Statement Comparison (cont.)

	FY2007	FY2008	% Change	% Total		
	F12007	F 1 2000	% Change	FY2007	FY2008	
Income Taxes	(87,116,716)	(245,313,648)	181.59%			
Net Income After Taxes	4,386,279,982	8,955,157,073	104.16%	21.30%	25.48%	
FX Impact	723,363,372	236,320,849	-67.33%			
Minority Interests	(147,696,290)	(415,037,952)	181.01%			
Net Income	4,961,947,064	8,776,439,970	76.87%	24.09%	24.97%	



### FY2007 and FY2008 Balance Sheet Comparison

	FY2007	FY2008	% Change
Cash & Deposits	3,745,160,727	11,527,798,624	207.81%
S-T Investments	300,595,000	462,762,549	53.95%
Trade Debtors	2,169,545,739	3,058,505,633	40.97%
Related Debtors	4,296,088	1,166,705,739	27,057.40%
Spare Parts/Bunkers	724,943,137	981,489,390	35.39%
Other Current Assets	918,115,765	1,282,622,607	39.70%
L-T Investments	81,701,752	512,961,945	527.85%
Other L-T Assets	1,463,929,320	2,061,053,983	40.79%
Fixed Assets	18,735,675,560	21,089,210,557	12.56%
Total Assets	28,143,963,088	42,143,111,027	49.74%



#### FY2007 and FY2008 Balance Sheet Comparison (cont.)

	FY2007	FY2008	% Change
Trade & Non-Trade Creditors	1,688,457,914	2,865,252,422	69.70%
Related Creditors	25,165,957	52,722,896	109.50%
S-T Debt	231,051,916	9,200,000	-96.02%
Current Portion: L-T Debt	1,239,979,268	470,165,052	-62.08%
Other Current Liabilities	1,297,447,061	1,886,292,572	45.38%
L-T Debt	1,940,323,187	1,731,218,971	-10.78%
Convertible Bond	5,665,202,823	5,857,962,616	3.40%
Other Liabilities	39,259,857	55,201,212	40.60%
Total Liabilities	12,126,887,983	12,928,015,741	6.61%



#### FY2007 and FY2008 Balance Sheet Comparison (cont.)

	FY2007	FY2008	% Change
Share Capital	2,184,094,630	2,184,094,630	0.00%
Reserves	12,932,354,993	22,837,610,916	76.59%
Shareholders Funds	15,116,449,623	25,021,705,546	65.53%
Minorities	900,625,482	4,193,389,740	365.61%
Total Equity	16,017,075,105	29,215,095,286	82.40%
Total Liabilities + Equity	28,143,963,088	42,143,111,027	49.74%
Net Cash (Debt)	(5,331,396,467)	3,459,251,985	-164.88%



### **Key Financial Ratios**

Ratio	FY2007	FY2008
Current Ratio	1.7542	3.4976
Quick Ratio	1.5925	3.3118
Debt/Assets	0.3517	0.2439
Debt/Equity	0.6433	0.3790
EBITDA/Interest Expense	10.5022	22.0033
Interest Expense/Debt (Annualized)	7.3783%	6.2488%



### **Key Financial Ratios (cont.)**

Ratio	FY2007	FY2008
Receivables Turnover (Days)	35.4165	27.2216
Payables Turnover (Days)	34.7957	25.6323
Revenue/Fixed Assets	1.1065	1.5996
Revenue/Total Assets	0.8032	1.0001
Return on Assets	19.3507%	24.9731%
Return on Equity	35.3917%	38.8062%
Book Value Per Share	24.8834	45.3873

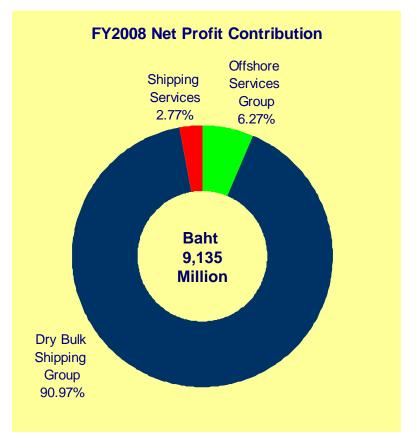


# Dry bulk shipping and offshore services markets were fundamentally strong in 2008

(Millions of Baht)

	(**************************************				
	FY2008 Revenues	FY2008 Net Profits			
Dry Bulk Shipping Group	28,940 (+70.12%)	8,310 (+87.36%)			
Offshore Services Group	5,612 (+31.65%)	1,035 (+79.55%)			
Shipping Services Group	1,040 (+36.89%)	306 (+82.55%)			

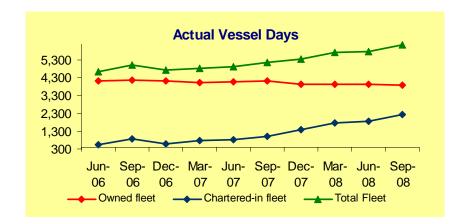
Remark: The above figures include FX gains/losses and Minority Interests

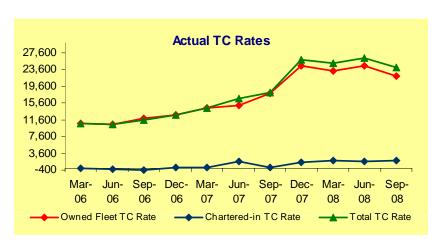




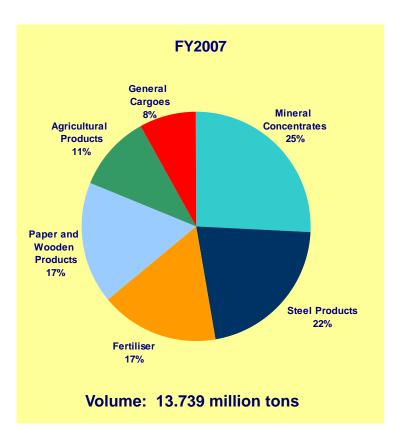
### TTA achieved a TC rate performance of \$25,303 per vessel day in FY2008

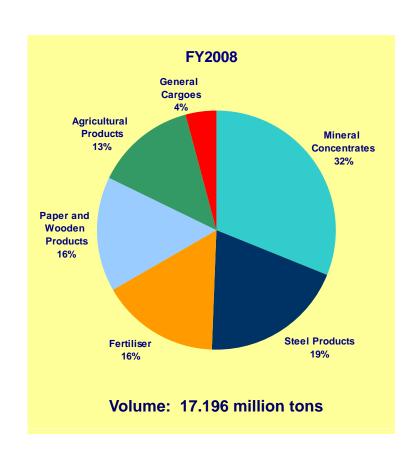
- Our total fleet's TC rates increased 64.20% from \$15,410 per vessel day in FY2007 to \$25,303 per vessel day in FY2008
- Vessel days decreased 4.20% from 16,402 vessel days in FY2007 to 15,713 vessel days in FY2008
- 8.07% of our available capacity has been fixed on time charters in FY2009 at an average rate of \$17,673 per day
- 20.65% of vessel days has been fixed on contracts of affreightment in FY2009 at an average rate of \$26,000 per day
- Chartered-in vessel days increased 127.38% to 7,274 days in FY2008, and we currently charter in 6 vessels for periods of 3 months to 3 years at an average cost of \$27,716 per day (remaining period was calculated as of 30-Sep-08)





### Cargo volumes were up 29.11% due to strong demand from our Asian clients

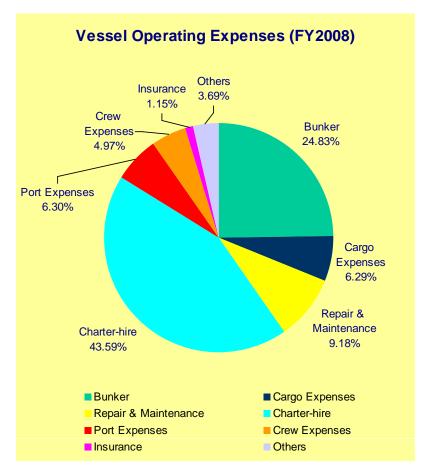






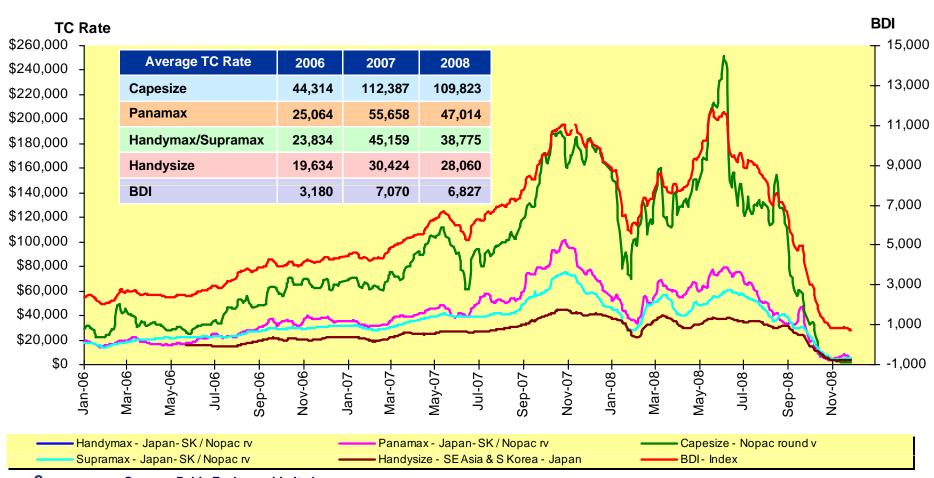
### Vessel operating expenses increased in FY2008 due to the higher number of chartered-in vessels and fuel prices

- Owner expenses increased 19.49% from \$4,433 per vessel day in FY2007 to \$5,297 per vessel day in FY2008 due to higher repair and maintenance and crew expenses
- FY2008 service and administrative expenses increased 19.26%, or Baht 310.58 million, due to higher variable compensation reserves and expenses of consolidated new companies in FY2008
- Interest expenses decreased 19.50%, or Baht 129.78 million, as average loan balances fell
- TTA had a breakeven rate of \$8,885 per vessel day in FY2008





### The 2009 dry bulk outlook remains very weak in line with economic fundamentals





Source : Baltic Exchange Limited

### The dry bulk fleet is projected to grow 8.84% in 2008 to 432.325 million DWT

Size (DWT	Total Fleet  OWT (incl. Delivery in October 2008)			Total Order Book (2008-2014)			
000's)	No.	DWT (MM)	%	No.	DWT (MM)	% of Current Fleet	
10-40	2,877	76.694	18.47%	687	21.912	28.57%	
40-60	1,666	80.577	19.41%	843	47.259	58.65%	
60-100	1,572	115.108	27.72%	673	54.869	47.67%	
100-150	159	22.210	5.35%	93	10.614	47.79%	
150+	664	120.606	29.05%	646	130.421	108.14%	
Total	6,938	415.195	100.00%	2,942	265.075	63.84%	

Source: Fearnleys - Bulk Fleet Update (October - 2008)



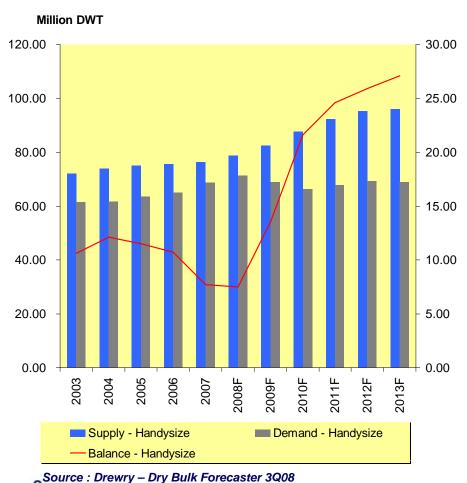
# The current order book equals 63.84% of the total dry bulk fleet

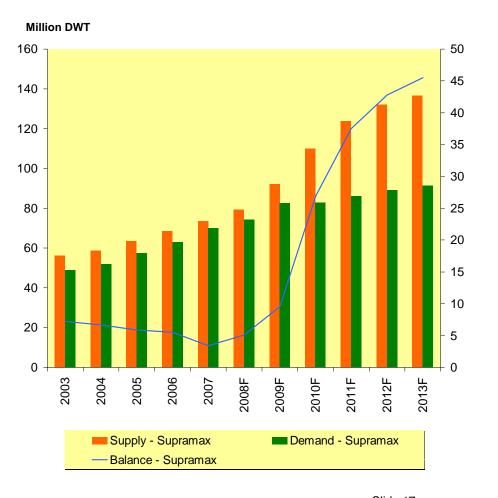
Size	2	2008	2	2009	2	010	2	011	2012	onwards
(DWT 000's)	No.	DWT (MM)	No.	DWT (MM)	No.	DWT (MM)	No.	DWT (MM)	No.	DWT (MM)
10-40	64	1.899	208	6.433	194	6.137	154	5.158	67	2.285
40-60	75	4.045	245	13.653	297	16.789	181	10.232	45	2.540
60-100	47	3.833	120	9.904	243	19.906	182	14.894	81	6.332
100-150	10	1.142	8	0.893	26	2.966	33	3.774	16	1.839
150+	27	6.209	152	29.003	288	54.061	128	28.072	51	13.076
Total	223	17.128	733	59.886	1,048	99.859	678	62.130	260	26.072

Source: Fearnleys - Bulk Fleet Update (October - 2008)



#### The increasing supply of vessels will create significant supply/demand imbalances





### Freight rates expectations are very low in 2009 due to the increasing supply of vessels and limited shipping demand

