

FY 2009 Earnings Results



Thoresen Thai Agencies PLC

Agenda



I. FY 2009 Financial Highlights

II. Introduction of Business Groups












III. Key Drivers

IV. Business Outlook

V. Appendix



FY 2009 Financial Highlights

-  TTA reports 41.82% YoY decrease in revenues to Baht 20,465.80 million.
-  Group gross profits down by 57.47% YoY to Baht 5,844.35 million.
-  Group gross margin declined to 28.56%.
-  Net profits fell 79.33% YoY to Baht 1,813.71 million.
-  Return on average shareholders' equity of 6.01%.
-  EPS dropped by 79.35% YoY to Baht 2.56.
-  DPS is announced at Baht 0.54.
-  Net operating cash flow for FY 2009 amounts to Baht 5,000.69 million.
-  Net cash rose by 23.30% YoY to Baht 4,835.77 million mainly from operations.
-  Cash level remains high at Baht 10,718.89 million.
-  Secured financing facilities of Baht 27,225.99 million.

Agenda



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II. Introduction to New Business Groups

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V. Appendix

New Business Groups



Transport

- ✓ 35 vessel-owning subsidiaries
- ✓ Fearnleys (Thailand) Ltd.
- ✓ ISS Thoresen Agencies Ltd.
- ✓ PT Perusahaan Pelayaran Equinox
- ✓ Thoresen Indochina
- ✓ Thoresen Shipping FZE



Energy

- ✓ Mermaid Maritime PLC
- ✓ Merton Group (Cyprus) Ltd.

Infrastructure

- ✓ Unique Mining Services PLC
- ✓ Baconco Co., Ltd.
- ✓ Chidlom Marine Services & Supplies Ltd.
- ✓ GAC Thoresen Logistics Ltd.

Achieve growth diversification and balance across three core business groups



Summary of New Business Groups

Transport

- **Dry Bulk Shipping Operations**
 - ✓ Owner-operator of 35 owned and 3 chartered-in vessels.
 - ✓ Fleet renewal plan is firm with 5 new handymax vessels. Delivery dates ranging from Q2 FY 2010 to Q2 FY 2012.
- **Shipping Services Companies**
 - ✓ A network of ship agency and ship brokerage companies in Asia and the Middle East.
 - ✓ Objective is to support and provide services to the dry bulk shipping operation.

Energy

- **Mermaid Maritime PLC. (MMPLC)**
 - ✓ Listed on the Singapore Stock Exchange.
 - ✓ Owner-operator of 5 vessels and time-charterer of 2 offshore service vessels via Mermaid + 2 more from affiliate AME.
 - ✓ Subsea fleet development plan remains firm with 3 new vessels delivering in 2010.
 - ✓ Owner-operator of 2 tender drilling rigs + 1 newbuild tender drilling rig delivering in 2010.
- **Merton**
 - ✓ Holder of 13,000 hectares of coal exploration area in Cebu, Philippines.
 - ✓ A “mine-able reserve” of 0.8 million to over 2 million tonnes was estimated on initial sample drilling of 45 hectares.
 - ✓ First commercial drilling is expected to begin in April to May 2010.

Infrastructure

- **Unique Mining Services (UMS)**
 - ✓ Listed on the Market for Alternative Investment in Thailand and specialises in logistics for the coal industry in Thailand.
 - ✓ UMS currently imports more than 1 million tonnes of coal into Thailand, reclassifies them before transporting to more than 400 SMEs on a “just-in-time” basis.
- **Baconco**
 - ✓ A fertiliser plant that is located in Phu My 1 Industrial Zone, about 50m away from Baria Serece Port in Vietnam
 - ✓ This proximity to the port and extensive warehouse facilities allow for professional logistics services which will be fully marketed at the beginning of 2010.

Agenda



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II. Introduction to New Business Groups

III. Key Drivers

IV. Business Outlook

V. Appendix



Key Drivers

Existing Businesses: Global Economic Recession Has Negatively Affected TTA's Core Assets and Services



The dry bulk shipping businesses were most severely affected with a significant decline in freight rates and shipping.

Strategy: TTA will continue to sell or scrap vessels that are reaching 25 years while balancing the utilisation of owned fleet and chartered-in vessels to reap profitable rates. TTA continues to seek to acquire second-hand vessels at reasonable prices.



Utilisation of subsea assets were only 52.6% this year. This is primarily due to under-utilisation of the 2 main revenue contributing vessels: “Mermaid Commander” & “Team Siam”.

Strategy: The subsea market has increased since the beginning of the year. We are bidding on a large number of tenders. Although we have been short-listed for many of them, winter monsoon time means that work will be limited for the next few months, with actual work beginning after January. We continue to seek to acquire second-hand vessels at reasonable prices.



Key Drivers (cont'd)

Existing Businesses: Global Economic Recession Has Negatively Affected TTA's Core Assets and Services



Utilisation of the drilling rigs are 94.9% this year.

A) MTR - 1's contract with Hess Indonesia ended in September 2009.

Strategy: MTR-1 is undergoing inspection, repair and maintenance in Thailand. Daily operating expense reduced to minimum. Awaiting for a new contract. Budgeted a six-month downtime for MTR-1 in FY 2010.

B) MTR – 2 is 100% utilised by Chevron Indonesia.

Strategy: Contract completion scheduled for 3Q FY 2010. We are in discussion with Chevron for future extension of contract, but also have initiated early discussions with potential customers for next contract.



Key Drivers (cont'd)




New Acquisitions: Focused Diversification to Achieve Earnings Balance

- Part of TTA's medium to long term strategy is to expand and acquire projects and assets that fit into the three business groups: Transport, Energy, and Infrastructure.
- Infrastructure Group expanded abroad to Vietnam by acquiring Baconco Co., Ltd. During 4Q FY 2009 (from 23rd Jul to 30th Sep) , Baconco contributed revenues of Baht 365.9 million and a net profit of Baht 17.6 million to TTA. Domestically, TTA acquired 89.55% of UMS via a tender offer and plans to maintain it as a niche coal trading and logistics business. UMS is expected to be earnings accretive to TTA's bottom-line in FY 2010.
- Energy Group expanded by acquiring a 21.2% stake in Merton, a holder of 13,000 hectares of coal exploration area in Cebu, Philippines. At this moment, we expect MMPLC to be the largest profit provider to TTA for FY 2010. Until Merton starts to commercially operate the mining reserve to a certain level, we do not expect Merton to provide significant income in the very near future.



Key Drivers (cont'd)

Group: Optimising Financial Performance

-  Cash level remains high and credit facilities are available for synergy-enhancing investment opportunities.
-  Vigorous management focus on counterparty risk especially on accounts receivable which has improved and some doubtful debts have been recovered.
-  Continue with planned investments in newbuild assets.

Agenda






- I. FY 2009 Financial Highlights**
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- III. Key Drivers**
- IV. Business Outlook**
- V. Appendix**



Business Outlook





Dry Bulk Shipping: Expect TC Rates to Remain Volatile and Downtrend Going Forward

-  Recent rally in the BDI has been basically fuelled by port congestion in key ports of China, Australia, and Brazil. This has resulted from China's heavy imports of iron ore and coals coupled with the unusual bumper harvest of grains and soy in the USA, which has led to greater exports into Asia. In short, revenue tonnage and tonne miles are significantly impacted.
-  BDI is expected to be highly volatile, heavily dependent upon Chinese demand for the iron ore and coals imports. However, it is questionable whether China will continue with such heavy imports. BDI has fallen over the last few weeks as Chinese mills have slowed down their imports. According to the Chinese government, an overcapacity of steel production is expected over next year as China's steel mills had already reached 700 million tonnes. Unless there is gross demand for China's steel, not only domestically but abroad as well, China is unlikely to continue with its heavy imports.
-  In addition, until a sustainable course of recovery is established in the global economy, demand growth is otherwise expected to be in doldrums.



Business Outlook (cont'd)







Dry Bulk Shipping: Expect TC Rates to Remain Volatile and Downtrend Going Forward

-  The increased downward pressure on the BDI would be expected with the increase of new builds. For the first 11 months of 2009, deliveries were at 34.68 million DWT, about 86.16% of the scheduled deliveries this year.
-  The pace of deliveries of newbuilds has been accelerating. With a huge order book of 2,850 vessels of 262.18 million DWT over the next few years, significant supply (about 58.06%) will be added to the current fleet.
-  Though there are reports of some 40% of the order books being cancelled, we feel this does not mean much, as most yards especially the Chinese and South Korean shipyards are still heavily subsidised by their governments and continue building vessels, in hopes of finding other buyers. This is especially true for the Chinese buyers who are backed by local Chinese banks and the government.
-  In summary, we are still concerned about the shipping market over the course of 2010 and 2011 due to the structural overcapacity and the sustained weak global economic conditions.



Business Outlook (cont'd)

Offshore Services – Subsea Engineering: Recovery of Subsea Engineering Activities







-  Demand: There is increased demand for specialised subsea vessels as many oil and gas companies begin to re-active the work programmes and projects that had been postponed.
-  Supply: Increasing competition in terms of technical specialty, availability of vessels, equipment, and manpower.
-  Subsea engineering is expected to benefit from better utilisation rates in the coming years. The day rates remain firm, and particularly for the more technical vessels, day rates have improved.
-  Newbuild DP2 ROV and air-dive support vessel “Mermaid Sapphire” delivered on 30 November 2009 to replace chartered-in vessel.
-  Purchased remaining shares in Nemo Subsea IS to obtain 100% ownership of newbuild DP2 DSV “Mermaid Asiana”. Expected delivery is scheduled in January FY 2010.
-  Increasing competition in terms of available vessels, Newbuild DP2 DSV “Mermaid Endurer” is expected to be delivered in May 2010.



Business Outlook (cont'd)

Offshore Services - Drilling:

Utilisation of Existing Rigs May Fall but Should be Supported by Newbuild Rig KM-1

-  Demand should be supported as some oil and gas companies who had previously cancelled or deferred their drilling programmes have recently issued calls for tenders that will see an additional two or three rig requirements commencing 2Q to 3Q FY 2010.
-  As oil prices stabilise and with global economic conditions recovering albeit slowly, there are additional demand for newer tender rigs. Clear preference for new equipment is demonstrated by key clients.
-  Day rates have remained steady. Nevertheless, as additional rigs being secured with new contracts, there will be opportunity for day rates to rise.
-  Most jack-up newbuilds are due for delivery in 2011. Some pending rigs are yet to be contracted out to build. Currently, there are limited newer rigs available for work in the market.
-  KM-1 has been launched from its land location and entered the water at Kencana's Lumut yard in Malaysia and is expected to be delivered in April 2010.
-  KM-1 has been awarded a five-year primary term contract by Petronas Carigali Sdn. Bhd. in Malaysia with options. Operations will commence upon delivery of rig.

Agenda



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- II. Introduction to New Business Group**
- III. Key Drivers**
- IV. Business Outlook**
- V. Appendix**



Consolidated Income Statement Summary

Due to Global Economic Recession, Demand for TTA's Core Assets and Services are Negatively Impacted.

Baht million	Q1 09	Q2 09	Q3 09	Q4 09	FY 2009	FY 2008	% YoY
Revenues	6,677.75	4,276.94	4,855.02	4,656.09	20,465.80	35,177.76	-41.82
Gross profit	1,529.03	1,117.16	1,673.79	1,524.37	5,844.35	13,741.20	-57.47
Operating profit	494.61	-32.70	687.96	316.01	1,465.88	9,031.53	-83.77
SGA expenses	448.61	483.16	509.81	396.20	1,837.78	1,839.65	-0.10
Finance costs/-income – net⁽¹⁾	-465.00	40.28	147.80	117.24	-159.68	414.14	138.56
Net profits	897.13	99.16	352.62	464.80	1,813.71	8,776.44	-79.33
Earnings per share (Baht)	1.27	0.14	0.50	0.66	2.56	12.40	-79.35
Gross margin (%)	22.90%	26.12%	34.48%	32.74%	28.56%	39.06%	-26.89
GP/SGA (xs)	3.41	2.31	3.28	3.85	3.18	7.47	-57.43

Note: (1) Finance costs include interest expenses, losses from oil hedging, commitment fees from loans, fees for foreign currency collar contracts offset with interest income and gains on convertible bonds cancellation



Group Segments Earnings Results

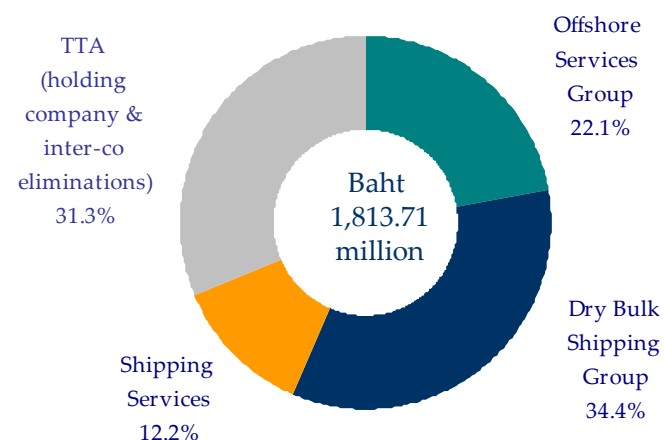
A Major Shift in Contributions from Dry Bulk Shipping to a Well Balanced and Diversified Earnings Base

Baht million		Dry bulk shipping	Offshore services	Shipping services	Group ⁽¹⁾
Revenues	FY 2009	14,794.24 69.65%	5,258.98 24.76%	1,186.80 5.59%	21,240.02 100%
	FY 2008	28,940.26 81.31%	5,612.20 15.77%	1,039.93 2.92%	35,592.39 100%
Accumulated Lightship (Tonnage*)	FY 2009	1,311,601 94.16%	81,417 5.84%	N/A	1,393,018 100%
	FY 2008	1,414,923 94.67%	79,635 5.33%	N/A	1,494,558 100%
Net profits	FY 2009	623.70 50.04%	400.90 32.17%	221.71 17.79%	1,246.31 100%
	FY 2008	8,309.92 90.96%	572.64 6.27%	252.72 2.77%	9,135.28 100%

Note: * Current owned fleet

(1) Group excludes operating results of TTA and elimination of inter-company transactions ;

FY 2009 Net Profit Contribution

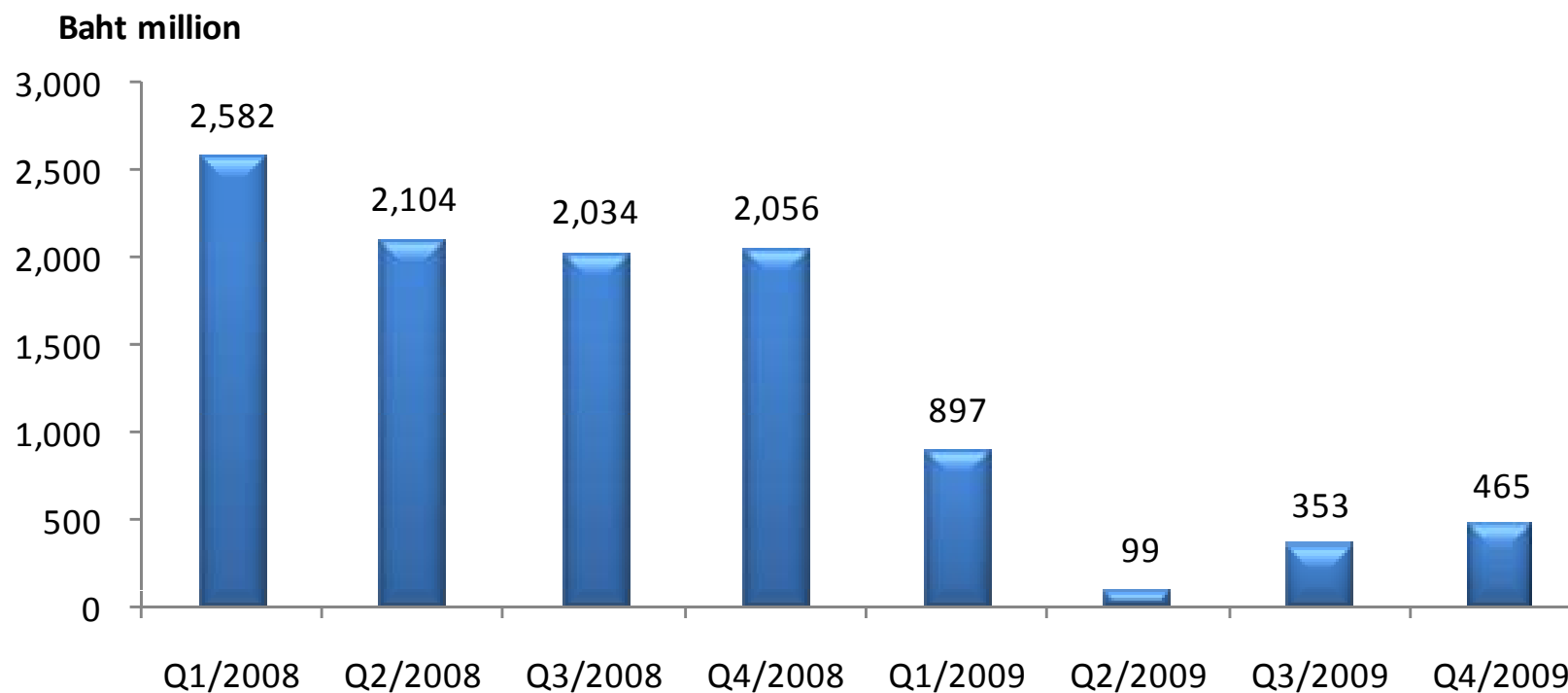


Baht millions	FY 2008	FY 2009
TTA (holding company & inter-company eliminations)	-358.8	567.4
Dry Bulk Shipping	8,309.9	623.7
Offshore Services Group	572.6	400.9
Shipping Services	252.7	221.7
Total	8,776.4	1,813.7



Quarterly Group Net Profit

Declines in Profits, a Reflection of Tough Operating Environment



Capital Structure



Sufficient Cash to Repay All Interest – Bearing Group Debts

Baht million	FY 2009	FY 2008
Net operating CF	5,000.69	11,340.02
Cash and short term investment	11,822.56	11,990.56
Gross debt	6,986.79	8,068.55
Net Cash	4,835.77	3,922.01
Shareholders' equity	31,091.44	29,215.10
ROE (%)	6.01%	38.81%
Debt/Equity (x)	0.22	0.28
Debt / Total capitalisation ¹ (x)	0.18	0.22

Note: ¹ Total capitalisation includes gross debts and shareholders' equity

Credit Metrics



Well Managed Debt Servicing Capability

Baht million	FY 2009	FY 2008
Shareholder's equity	31,091.44	29,215.10
Net book value per share	43.91	45.39
Adjusted EBITDA*	3,973.06	11,713.87
Adjusted EBITDA margin (%)	19.41%	33.30%
Gross debt/Adjusted & EBITDA* (x)	1.76	0.69
Adjusted net financial debt/Adjusted EBITDA* (x)	(1.22)	(0.33)
Adjusted net financial debt/Equity (x)	(0.16)	(0.13)
Adjusted EBITDA*/Net interest expenses (x)	15.73	35.39

*Note: *Adjusted to exclude one-off gains/losses*

Liquidity Profile



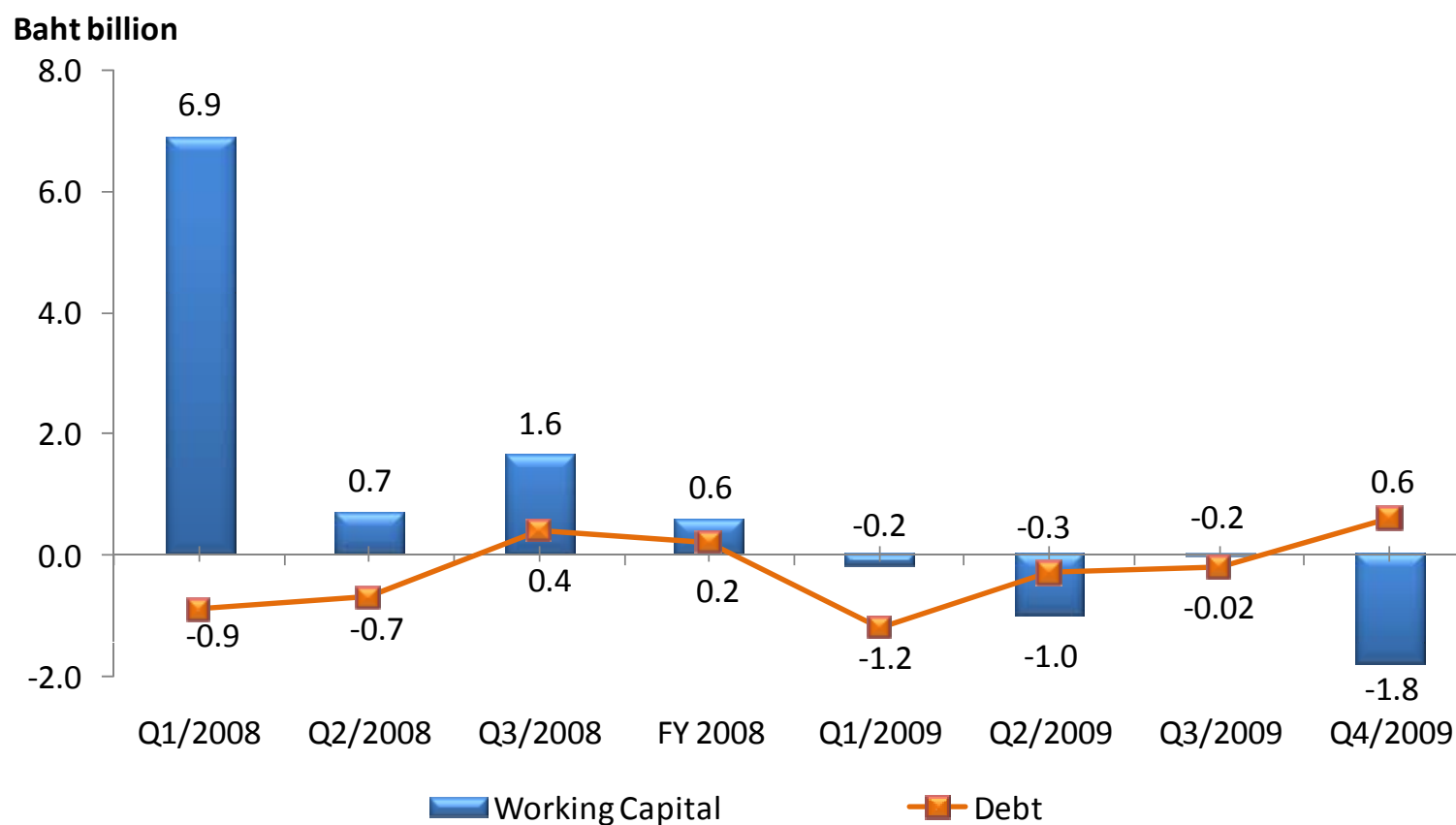
Cash and Liquidity Remain High
Cash Conversion Cycle increases to 10 days

Baht million	FY 2009	FY 2008
Cash and short term investments	11,822.56	11,990.56
Current ratio (xs)	2.85	3.50
Adjusted cash conversion cycle (days)	10	1
A/R	42	27
A/P	32	26
Adjusted working capital / Revenues	0.49	0.38



QoQ Changes in Working Capital and Debt

Maintain Active Management of Working Capital to Maximize Cash



TTA Capital Investments



Ensure Strong Growth Initiatives from New Assets

Strategy	Project	Project Cost	Spending up to 30 Sep 09	Capex Committed FY 2010	Capex Committed FY 2011	Capex Committed FY 2012
Dry bulk shipping fleet renewal	Newbuild vessels from Oshima and Vinashin shipyards	US\$ 181.76 million	US\$ 36.36 million	US\$ 34.16 million	US\$ 69.66 million	US\$ 41.58 million
Subsea fleet expansion	Newbuild vessels from Jaya and Aquanos Limited	US\$ 117.50 million	US\$ 46.94 million	US\$ 70.56 million	-	-
Drilling fleet expansion	Newbuild rig from Kencana HL	US\$ 139.54 million	US\$ 90 million	US\$ 49.54 million	-	-
Increase short-term fleet capacity	Chartered-in <ul style="list-style-type: none"> 3 dry bulk vessels 2 subsea vessels 	US\$ 38.76 million US\$ 19.13 million	US\$ 10.62 million US\$ 8.75 million	US\$ 25.30 million US\$ 10.38 million	US\$ 2.84 million -	- -



Funding Facilities

Primarily Use of Cash for Funding Capex, Assets Acquisition and Expansions



Cash levels exceed Baht 10,718.89 million equivalent to 25.74% of total assets.



US\$ 35.59 million available under committed US\$ 35.59 million revolving term loan facilities.



US\$ 541.75 million available under committed US\$ 571.23 million term loan facilities.



US\$ 200 million available under committed US\$ 200 million term loan facilities.



US\$ 30.62 million available under committed US\$ 33.66 million short-term credit facilities.



Debt Maturity Profile

Conservative and Diversified Debt Profile:

- 42.05% of group debt from commercial banks
- 57.29% raised in debt capital markets

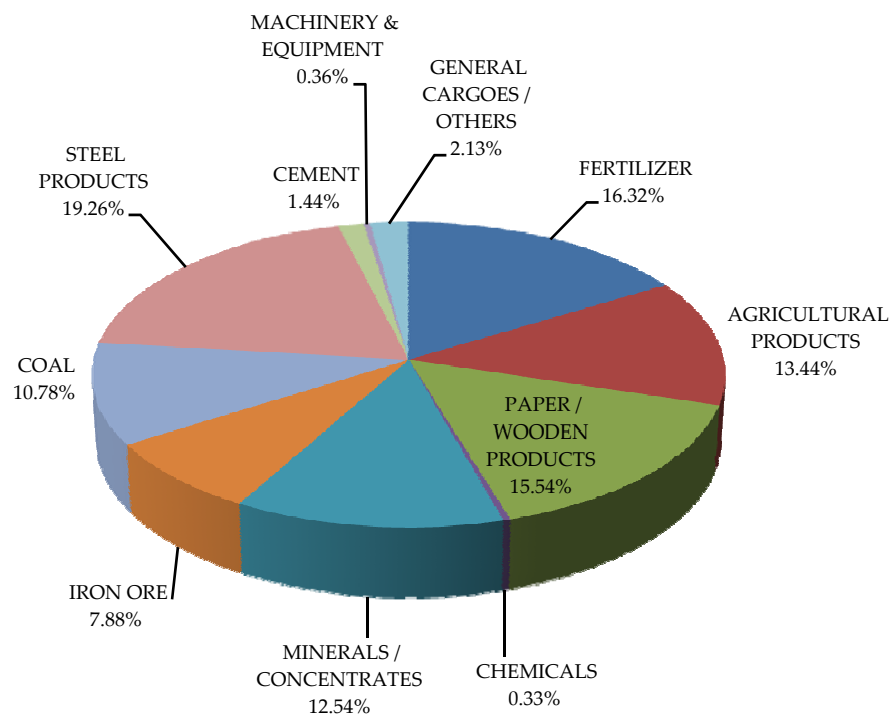
Long-term Debt Profile with 71.32% of Total Debt with Maturities over 12 months

Baht millions	Within 12 Months	12-24 Months	>24 Months
<u>As of 30 Sep 2009</u>			
▪ Convertible Bonds	1,334.36	1,334.36	1,334.36
▪ Bank Debt	636.74	826.85	1,474.54
▪ Other Debts	32.86	12.72	-
Total	2,003.96	2,173.93	2,808.90
% Breakdown	28.68%	31.12%	40.20%

2009 Total Cargo Volume at 11.72 Million Revenue Tonnes

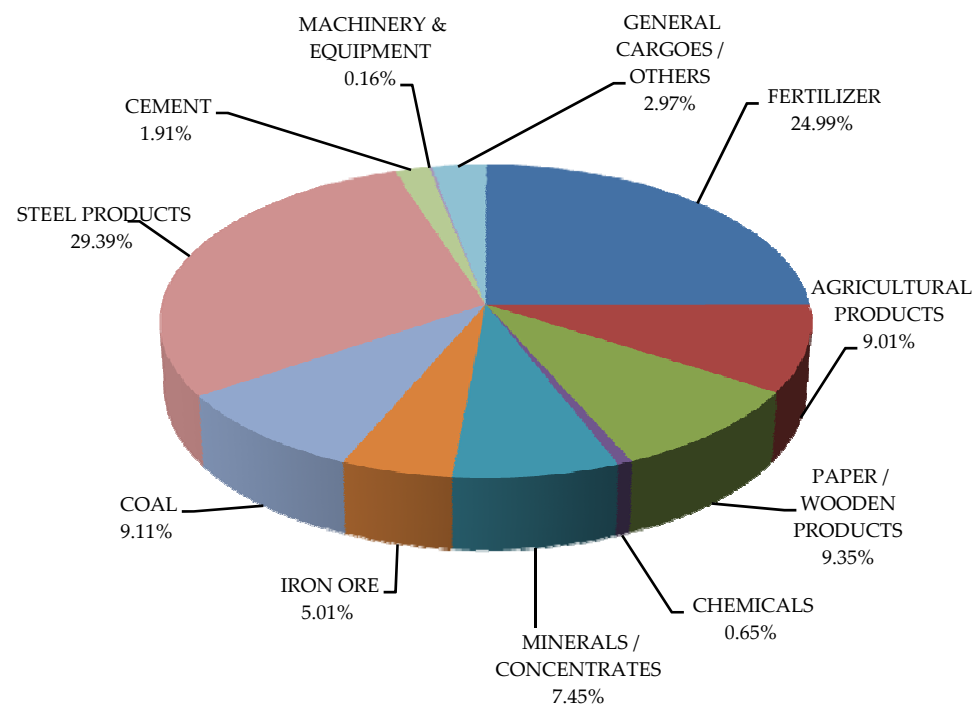


FY 2008



17.20 million Revenue Tonnes

FY 2009

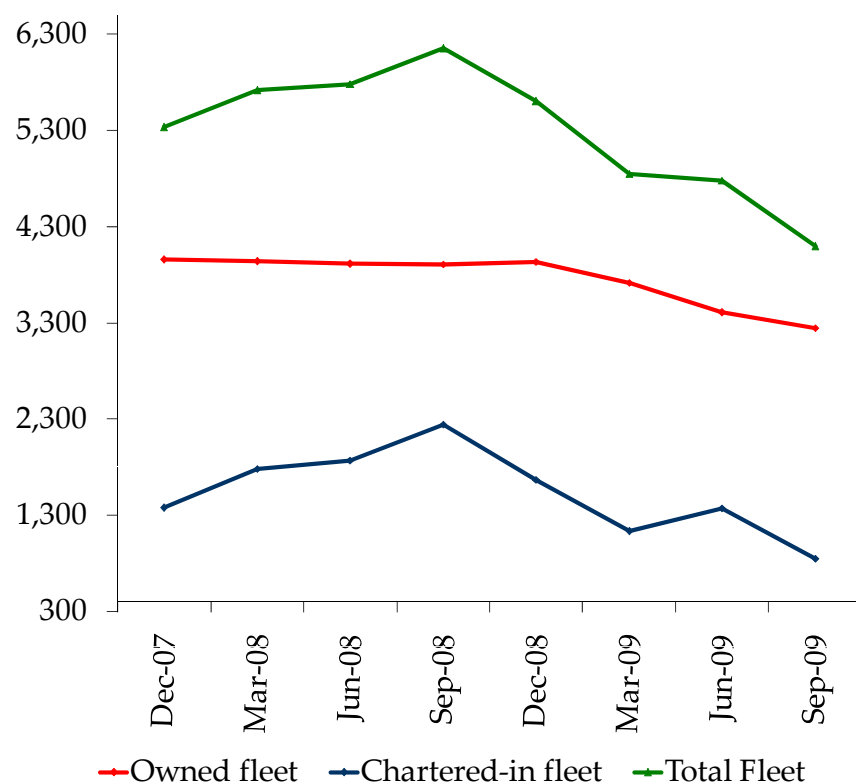


11.72 million Revenue Tonnes

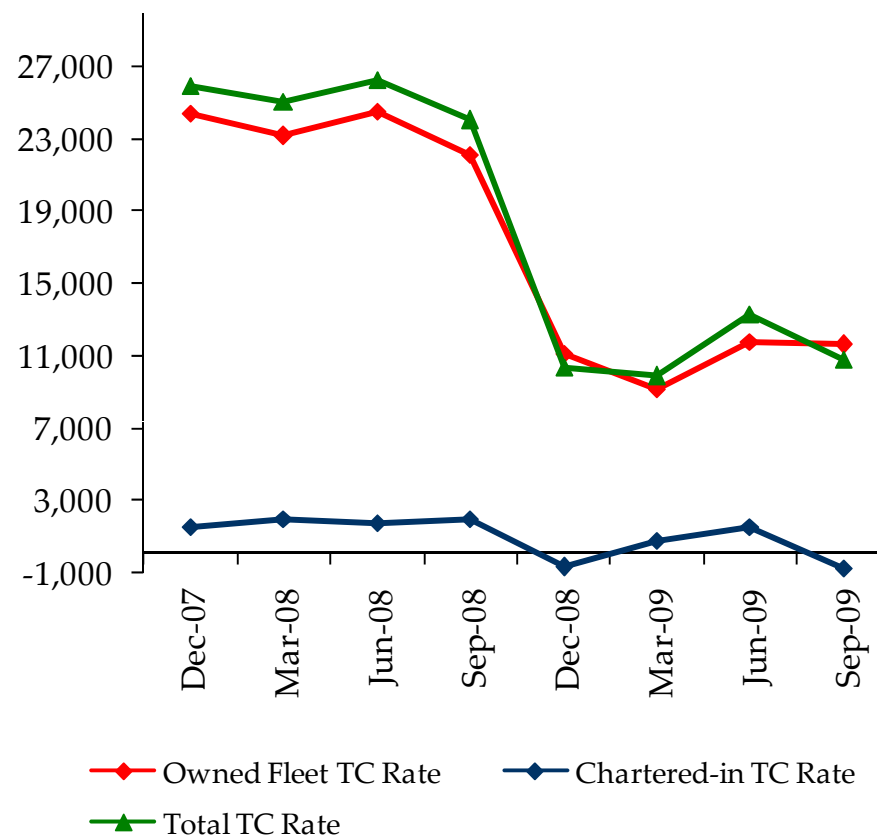
TTA Achieved a TC Rate of US\$ 10,973 in FY 2009



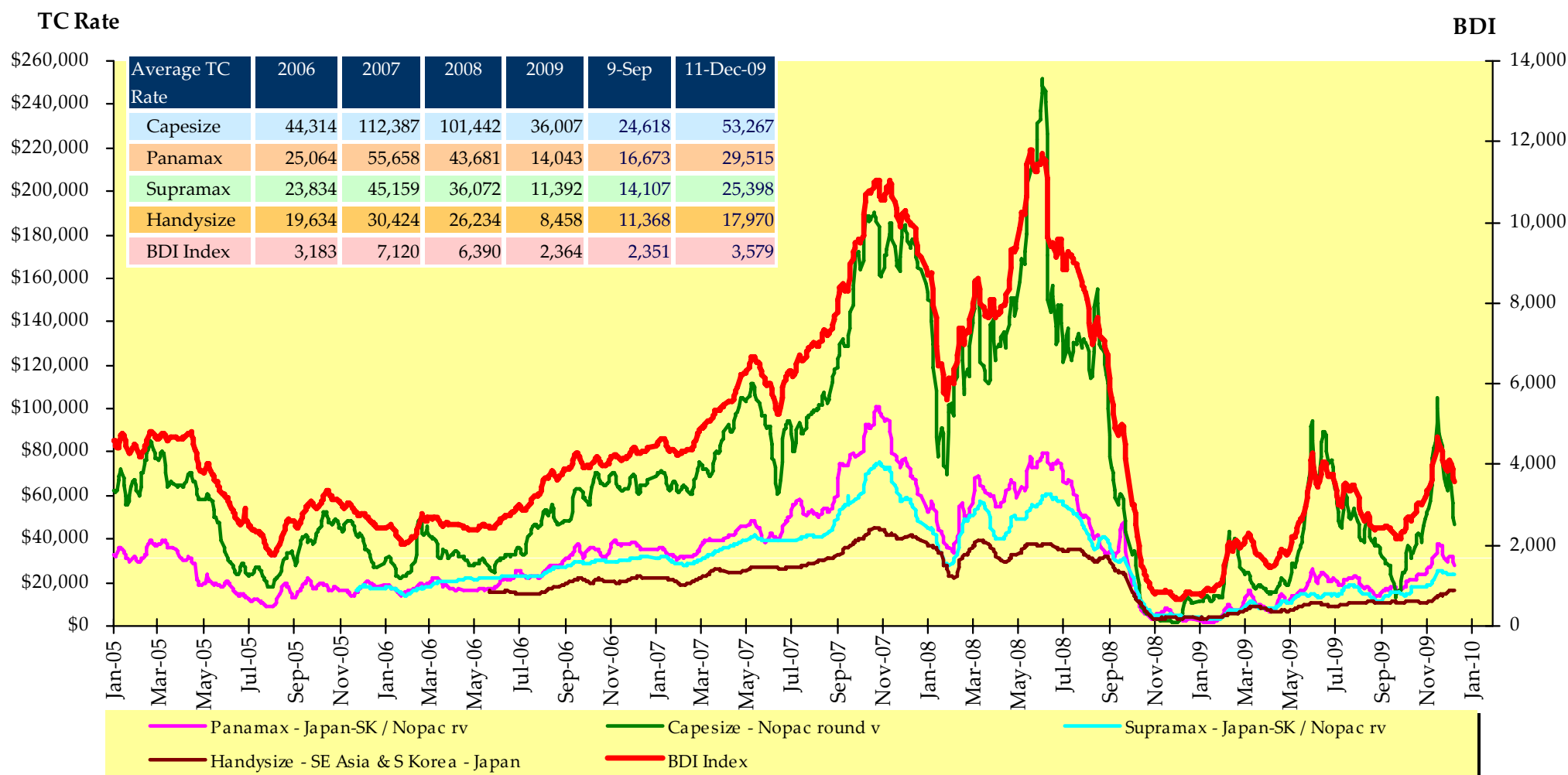
Actual Vessel Days



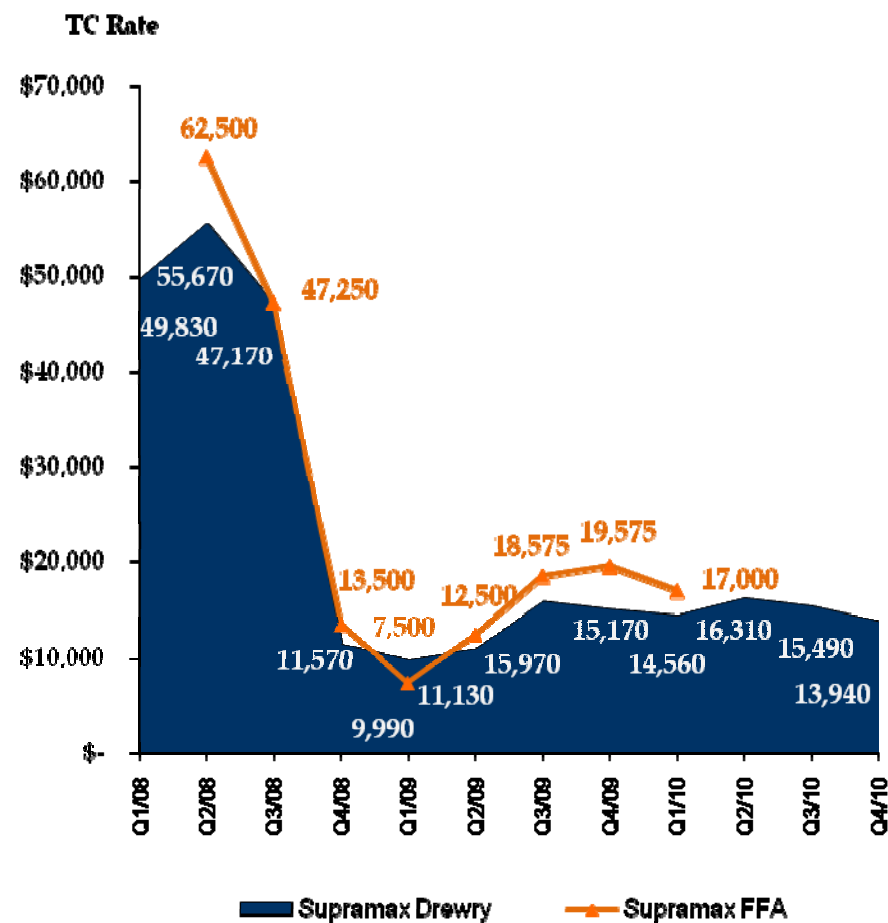
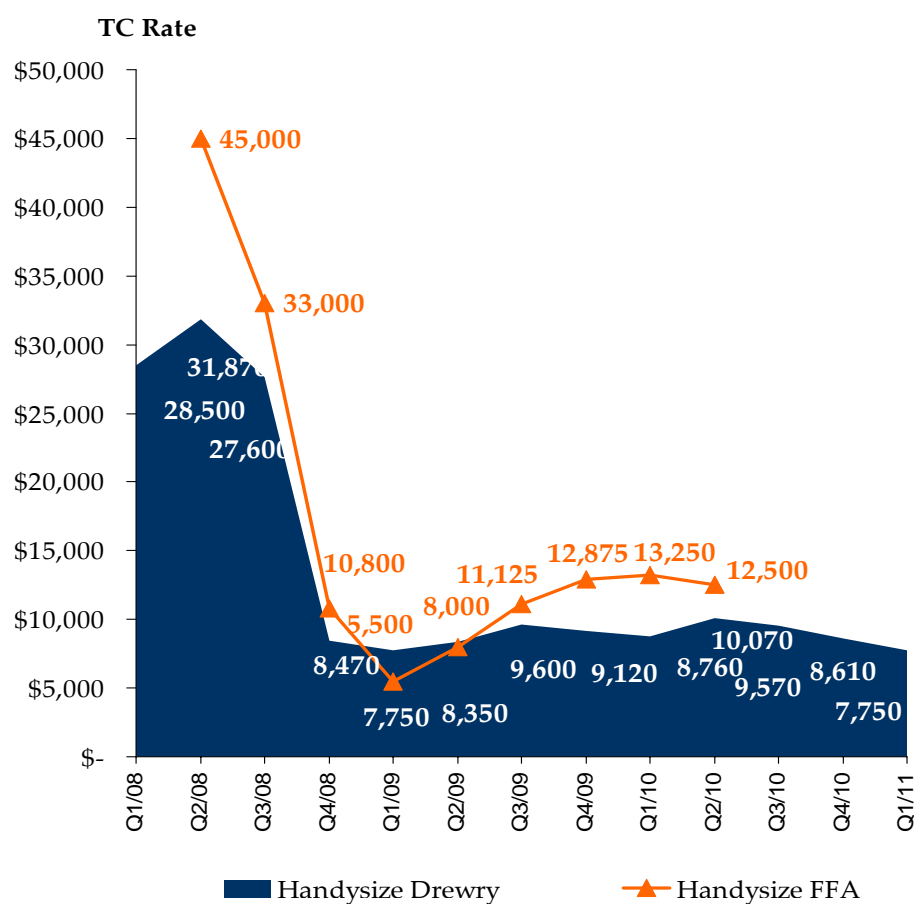
Actual TC Rates



Dry Bulk Market Remains Volatile



Freight Rates are Expected to be Capped at Current Level



Source : Drewry – Dry Bulk Forecaster 3Q09 & Clarkson Securities Ltd dated 30th Nov 09

The Current Dry Bulk Fleet – New Order Book Equals 58.06% of Current Fleet



Size	World Current Fleet (incl. Delivery in Nov 2009)			Total Order Book in Nov 2009 (will be delivered on 2009 – 2012+)		
	No.	DWT '000	%	No.	DWT '000	% of Current Fleet
10-40	1,078	20,051	4.44%	44	830	0.18%
40-60	2,744	99,680	22.08%	651	21,850	4.84%
60-100	843	45,403	10.05%	800	45,266	10.02%
100-150	1,635	120,921	26.78%	688	55,443	12.28%
150+	934	165,486	36.65%	719	138,791	30.74%
Total	7,234	451,541	100.00%	2,850	262,180	58.06%

Source: Fearnleys Fleet Update, November 2009

Dry Bulk Net Growth for 11 months of 2009 is 86.16% of Scheduled Deliverable Orders



	Delivered		Demolition		Net Growth	
	No.	DWT' 000	No.	DWT' 000	No.	DWT' 000
2009						
Jan	49	3,356	22	1,162	27	2,194
Feb	33	2,427	24	832	9	1,595
Mar	28	2,103	15	782	13	1,321
Apr	42	3,208	7	245	35	2,963
May	25	1,634	18	888	7	746
Jun	46	3,991	3	109	43	3,882
Jul	49	4,602	0	0	49	4,602
Aug	46	3,075	2	49	44	3,026
Sep	57	5,619	6	258	51	5,361
Oct	39	3,357	6	223	33	3,134
Nov	20	1,311	5	249	15	1,062
2009 (11M)	434	34,683	108	4,797	326	29,886

Source : Fearnleys Fleet Update, November 2009

Increasing Supply of Vessels will Create Significant Supply/Demand Imbalances Starting from 2010



Supply/Demand balance (m DWT)

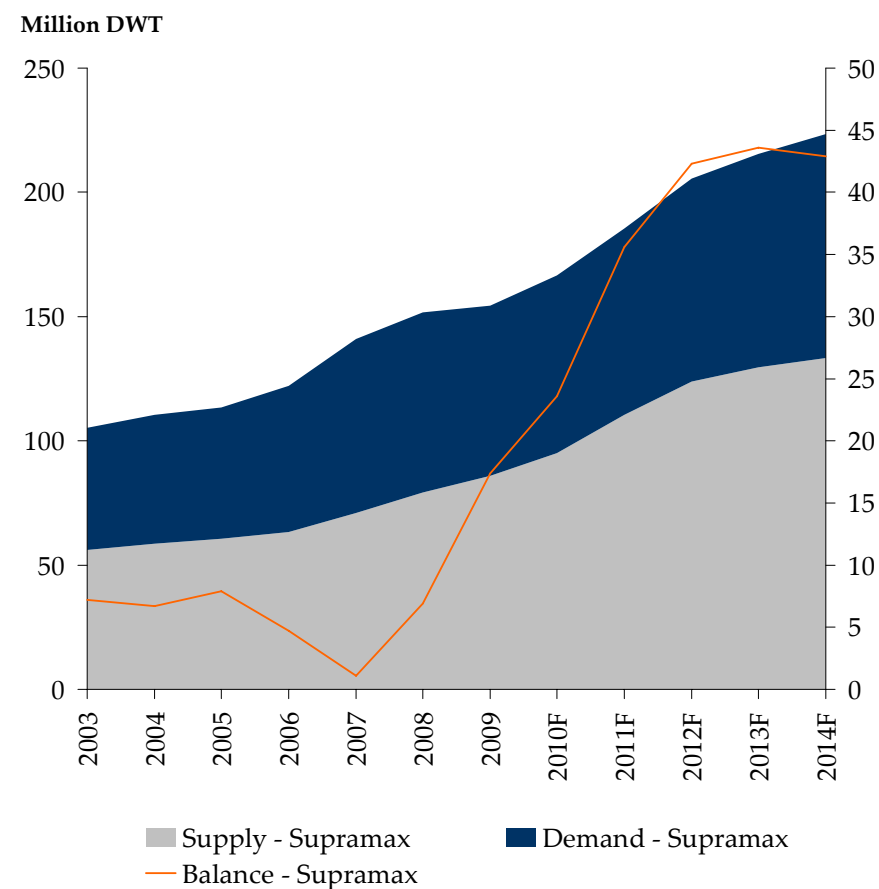
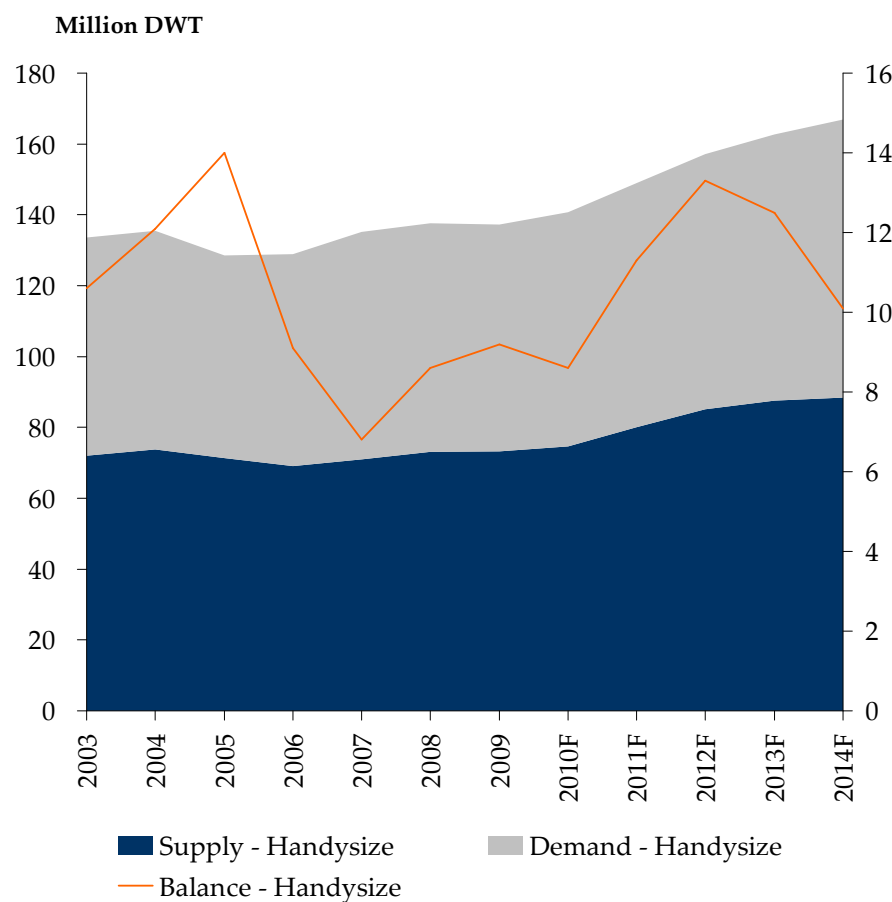
Period Average	Average Supply	Total Demand	Surplus (Deficit)
2005	333.0	285.6	47.3
2006	347.2	312.5	34.7
2007	381.5	365.2	16.3
2008	414.0	366.1	47.9
2009P*	436.7	342.5	94.5
2010-2014P*	3,011.2	2,053	958.2

Fleet development (m DWT)



Note: P* Projected
Source : Drewry – Dry Bulk Forecaster 3Q09

Over supply of Vessels Occur in Handysize and Supramax Vessels



Source : Drewry – Dry Bulk Forecaster 3Q09