## THORESEN THAI AGENCIES PUBLIC COMPANY LIMITED

"An Integrated Shipping Group"

Third Quarter Financial Highlights


## Q3/2004 and Q3/2005 Income Statement Comparison

|  | Q3/2004 | Q3/2005 | \% Change | \% Total Revenues |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Q3/2004 | Q3/2005 |
| Freight Income | 3,116,642,401 | 3,902,307,372 | 25.21\% | 95.19\% | 96.17\% |
| Service \& Commission Income | 95,384,157 | 97,041,173 | 1.74\% | 2.91\% | 2.39\% |
| Other Income | 62,187,007 | 58,214,580 | -6.39\%\% | 1.90\% | 1.43\% |
| Total Revenues | 3,274,213,565 | 4,057,563,125 | 23.92\% |  |  |
| Vessel Operating Expenses | 1,162,536,886 | 1,691,172,242 | 45.47\% | 37.30\% | 43.34\% |
| Gross Margin | 2,111,676,679 | 2,366,390,883 | 12.06\% | 64.49\% | 58.32\% |
|  <br> Slide 2 |  |  |  |  |  |

## Q3/2004 and Q3/2005 Income Statement Comparison (cont.)

|  | Q3/2004 | Q3/2005 | \% Change | \% Total Revenues |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Q3/2004 | Q3/2005 |
| Service \& Administrative Expenses | 141,473,128 | 163,850,822 | 15.82\% | 4.32\% | 4.04\% |
| EBITDA | 1,970,203,551 | 2,202,540,061 | 11.79\% | 60.17\% | 54.28\% |
| Depreciation | 213,103,440 | 302,341,260 | 41.88\% | 6.51\% | 7.45\% |
| EBIT | 1,757,100,111 | 1,900,198,801 | 8.14\% | 53.66\% | 46.83\% |
| Interest Expense | 58,313,078 | 122,287,287 | 109.71\% |  |  |
| EBT | 1,698,787,033 | 1,777,911,514 | 4.66\% | 51.88\% | 43.82\% |

## Q3/2004 and Q3/2005 Income Statement Comparison (cont.)

|  | Q3/2004 | Q3/2005 | \% Change | \% Total Revenues |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Q3/2004 | Q3/2005 |
| Income Taxes | 26,299,377 | 16,627,319 | -36.78\% |  |  |
| Net Income After Taxes | 1,672,487,656 | 1,761,284,195 | 5.31\% | 51.08\% | 43.41\% |
| Minority Interests FX Impact | $\begin{array}{r} (13,601,619) \\ (216,786,219) \end{array}$ | $\begin{array}{r} (6,767,879) \\ (433,231,731) \end{array}$ | $-50.24 \%$ 99.84\% |  |  |
| Net Income | 1,442,099,818 | 1,321,284,585 | -8.38\% | 44.04\% | 32.56\% |

## Q1-Q3/2004 and Q1-Q3/2005 Income Statement Comparison

|  | Q1-Q3/2004 | Q1-Q3/2005 | \% Change | \% Total Revenues |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Q1-Q3/2004 | Q1-Q3/2005 |
| Freight Income | 7,080,167,790 | 11,111,798,940 | 56.94\% | 95.64\% | 96.47\% |
| Service \& Commission Income | 228,529,964 | 269,476,610 | 17.92\% | 3.09\% | 2.34\% |
| Other Income | 94,444,985 | 136,850,677 | 44.90\% | 1.28\% | 1.19\% |
| Total Revenues | 7,403,142,739 | 11,518,126,227 | 55.58\% |  |  |
| Vessel Operating Expenses | 2,960,476,860 | 4,654,587,927 | 57.22\% | 41.81\% | 41.89\% |
| Gross Margin | 4,442,665,879 | 6,863,538,300 | 54.49\% | 60.01\% | 59.59\% |

## Q1-Q3/2004 and Q1-Q3/2005 Income Statement Comparison (cont.)

|  | Q1-Q3/2004 | Q1-Q3/2005 | \% Change | \% Total Revenues |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Q1-Q3/2004 | Q1-Q3/2005 |
| Service \& Administrative Expenses | 486,907,372 | 693,652,543 | 42.46\% | 6.58\% | 6.02\% |
| EBITDA | 3,955,758,507 | 6,169,885,757 | 55.97\% | 53.43\% | 53.57\% |
| Depreciation | 522,825,734 | 861,724,797 | 64.82\% | 7.06\% | 7.48\% |
| EBIT | 3,432,932,773 | 5,308,160,960 | 54.62\% | 46.37\% | 46.09\% |
| Interest <br> Expense | 133,833,980 | 312,944,655 | 133.83\% |  |  |
| EBT | 3,299,098,793 | 4,995,216,305 | 51.41\% | 44.56\% | 43.37\% |

## Q1-Q3/2004 and Q1-Q3/2005 Income Statement Comparison (cont.)

|  | Q1-Q3/2004 | Q1-Q3/2005 | \% Change | \% Total | Revenues |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Q1-Q3/2004 | Q1-Q3/2005 |
| Income Taxes | 51,714,354 | 58,244,930 | 12.63\% |  |  |
| Net Income After Taxes | 3,247,384,439 | 4,936,971,375 | 52.03\% | 43.86\% | 42.86\% |
| Minority Interests FX Impact | $\begin{array}{r} (16,257,794) \\ (158,712,449) \end{array}$ | $\begin{aligned} & (16,125,497) \\ & (32,810,825) \end{aligned}$ | $\begin{gathered} -0.81 \% \\ -79.33 \% \end{gathered}$ |  |  |
| Net Income | 3,072,414,196 | 4,888,035,053 | 59.09\% | 41.50\% | 42.44\% |

## Q4/2004 and Q3/2005 Balance Sheet Comparison

|  | Q4/2004 | Q3/2005 | \% Change |
| :---: | :---: | :---: | :---: |
| Cash \& Deposits | 2,653,849,550 | 1,623,678,454 | -38.82\% |
| Marketable Securities | 245,780,673 | 399,551,700 | 62.56\% |
| Trade Debtors | 771,858,410 | 1,115,367,500 | 44.50\% |
| Related Debtors | 2,991,871 | 2,008,457 | -32.87\% |
| Spare Parts/Bunkers | 418,169,741 | 550,973,669 | 31.76\% |
| Other Current Assets | 232,881,595 | 415,688,529 | 78.50\% |
| Investments | 399,277,920 | 991,055,123 | 148.21\% |
| Other L-T Assets | 414,430,170 | 555,064,501 | 33.93\% |
| Fixed Assets | 10,627,751,174 | 13,083,186,684 | 23.10\% |
| Total Assets | 15,766,991,104 | 18,736,574,617 | 18.83\% |
|  |  |  | Slide 8 |

## Q4/2004 and Q3/2005 Balance Sheet Comparison (cont.)

|  | Q4/2004 | Q3/2005 | \% Change |
| :---: | :---: | :---: | :---: |
| Trade Creditors | 869,153,454 | 929,862,134 | 6.98\% |
| Related Creditors | 16,755,940 | 16,221,019 | -3.19\% |
| S-T Debt | 10,831,177 | 0 | -100.00\% |
| Current Portion: L-T <br> Debt | 633,747,932 | 1,112,882,543 | 75.60\% |
| Other Current Liabilities | 451,280,974 | 696,474,277 | 54.33\% |
| L-T Debt | 7,090,142,952 | 7,892,504,958 | 11.32\% |
| Total Liabilities | 9,071,912,429 | 10,647,944,931 | 17.37\% |
|  |  |  | Slide 9 |

## Q4/2004 and Q3/2005 Balance Sheet Comparison (cont.)

|  | Q4/2004 | Q3/2005 | \% Change |
| :---: | :---: | :---: | :---: |
| Share Capital | 2,184,094,630 | 2,184,094,630 | 0.00\% |
| Reserves | 4,486,229,401 | 5,864,077,819 | 30.71\% |
| Shareholders Funds | 6,670,324,031 | 8,048,172,449 | 20.66\% |
| Minorities | 24,754,644 | 40,457,237 | 63.43\% |
| Total Equity | 6,695,078,675 | 8,088,629,686 | 20.81\% |
| Total Liabilities + Equity | 15,766,991,104 | 18,736,574,617 | 18.83\% |
| Net Debt | 5,080,872,511 | 7,381,709,047 | 45.28\% |

## Key Financial Ratios

| Ratio | Q4/2004 | Q3/2005 |
| :--- | :---: | :---: |
| Current Ratio | 2.1827 | 1.4906 |
| Quick Ratio | 1.9717 | 1.2906 |
| Debt/Assets | 0.5061 | 0.4759 |
| Debt/Equity | 1.2772 | 1.0969 |
| EBITDA/Interest Expense | 20.1100 | 18.0112 |
| Interest Expense/Debt <br> (Annualized) | $4.1945 \%$ | $5.5450 \%$ |

## Key Financial Ratios (cont.)

| Ratio | Q4/2004 | Q3/2005 |
| :--- | :---: | :---: |
| Receivables Turnover (Days) | 21.8799 | 21.2847 |
| Payables Turnover (Days) | 59.0912 | 46.4340 |
| Revenue/Fixed Assets | 0.2815 | 0.2874 |
| Revenue/Total Assets | 0.2083 | 0.2183 |
| Return on Assets | $7.9206 \%$ | $7.1085 \%$ |
| Return on Equity | $19.9875 \%$ | $16.3839 \%$ |
| Book Value Per Share | 10.4681 | 12.5661 |

## Key Financial Ratios (cont.)

| Return On Equity Check | Q4/2004 | Q3/2005 |
| :--- | :---: | :---: |
| EBIT Margin | $44.0801 \%$ | $46.8310 \%$ |
| Revenue/Total Assets | 0.2083 | 0.2183 |
| Assets/Equity | 2.5235 | 2.3048 |
| EBT/EBIT | 0.9417 | 0.9356 |
| Net Income/EBT | 0.9159 | 0.7432 |
| Return on Equity | $19.9875 \%$ | $16.3839 \%$ |

## TTA achieved a TC rate performance of \$16,334 in Q3/2005

- Our own fleet's TC rates were fairly stable between Q2/2005 and Q3/2005
- An increase in the contribution from chartered-in tonnage occurred, because spot charters were fixed at lower freight rates, and the Medi Melbourne was delivered and chartered out from April 1, 2005
- Given the increased fleet size, TTA expects to achieve more than 17,200 vessel days in FY 2005

Actual Vessel Days


Actual TC Rates


## Expenses increased due to an ongoing fleet upgrade program

- Owner expenses increased due to upgrades on a number of older vessels, which should reduce their future operating expenses
- $\mathrm{Q} 3 / 2005$ service and administration expenses returned to normal levels after the payment of special performance bonuses
- Depreciation and interest expenses have increased in percentage terms relative to our other expenses
- TTA expects its breakeven rate to be between $\$ 6,200$ to $\$ 6,400$ per vessel day for FY 2005



## A freight rebound has recently emerged within all dry bulk shipping segments



## The projected dry bulk demand growth rate of 5\% remains achievable in 2005

| Category | 2003 (Million Tons) | 2004 (Million Tons) | 2005 (Forecast) (Million Tons) |
| :---: | :---: | :---: | :---: |
| Iron Ore | 519 | 589 | 631 |
| Coal | 632 | 666 | 688 |
| Grains/Other Major Bulks | 355 | 362 | 367 |
| Minor Bulk | 741 | 766 | 785 |
| Other Dry | 1,804 | 1,924 | 2,005 |
| Total | 4,051 | 4,307 | 4,476 |
| Clarkson: Dry Bulk Trade Outlook, July 2005 Slide 17 |  |  |  |

## The projected dry bulk demand growth rate of 5\% remains achievable in 2005 (cont.)

- Iron ore trade increased 70 million tons (13\%) in 2004 with another 42 million tons increase (7\%) expected in 2005
- Between 2001 and 2004, Chinese steel production jumped from 126 million tons to 272 million tons, and capacity is expected to reach 350 million tons by the end of 2007
- Coal trade increased 34 million tons (5\%) in 2004 with another 22 million tons increase (3\%) expected in 2005
- Grain trade remained fairly steady, with less than 1\% growth; China's imports grew from 5 million tons in 2003 to 9 million tons in 2004
- Minor bulks grew by 3\%, with much of the increase coming from steel products and agricultural goods; a similar growth rate for minor bulks is expected in 2005


## The dry bulk fleet is expected to grow at a higher than projected 6.7\% rate in 2005

|  | December 31, 2004 |  | June 30, 2005 |  | December 31, 2005 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Vessel Size | Number | $\begin{aligned} & \text { Total DWT } \\ & (000 \text { 's) } \end{aligned}$ | Number | $\begin{aligned} & \text { Total DWT } \\ & (000 \text { 's) } \end{aligned}$ | Number | $\begin{aligned} & \text { Total DWT } \\ & \left(000^{\prime} \mathrm{s}\right) \end{aligned}$ |
| 10-25 | 1,073 | 20,240 | 1,075 | 20,264 | 1,083 | 20,385 |
| 25-50 | 2,590 | 94,411 | 2,600 | 94,767 | 2,620 | 95,467 |
| 50-60 | 345 | 18,043 | 406 | 21,349 | 438 | 23,078 |
| 60-80 | 1,149 | 81,053 | 1,198 | 84,749 | 1,223 | 86,636 |
| 80-120 | 68 | 6,146 | 75 | 6,755 | 82 | 7,361 |
| 120+ | 602 | 100,882 | 631 | 106,533 | 647 | 109,479 |
| Total | 5,827 | 320,775 | 5,985 | 334,417 | 6,093 | 342,406 |
| Fearnleys: Bulk Fleet Update, July 2005 |  |  |  |  |  |  |

## The dry bulk market has softened over the past 6 months, but fundamentals remain relatively strong

- Demand remains positive due to a strong business environment in Asia, which has resulted in rapid trade growth
- Supply is catching up quickly, but so far demand has remained relatively strong, preventing rates from falling too far and too fast
- The capacity utilization rate for the dry bulk fleet has clearly fallen, and the freight market continues to experience high volatility
- We believe that another reasonable period lies ahead in our industry, though not quite to the peaks of the past 12 months
- Ton mile demand is forecast to exceed the 12,650 billion mark in 2005 and grow 5\% per year through 2009

