## THORESEN THAI AGENCIES PUBLIC COMPANY LIMITED

"An Integrated Shipping Group"

Third Quarter Financial Highlights


## Q2/2008 and Q3/2008 Income Statement Comparison

|  | Q2/2008 | Q3/2008 | $\%$ <br> Change | \% Total Revenues |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Q2/2008 | Q3/2008 |
| Freight Income | 6,599,713,998 | 7,322,088,920 | 10.95\% | 82.75\% | 80.82\% |
| MML Service Income | 1,069,891,577 | 1,377,093,778 | 28.71\% | 13.41\% | 15.20\% |
| Service/Commission Income | 155,186,514 | 219,483,462 | 41.43\% | 1.95\% | 2.42\% |
| Other Income | 151,160,065 | 140,880,135 | -6.80\% | 1.90\% | 1.56\% |
| Total Revenues | 7,975,952,154 | 9,059,546,295 | 13.59\% |  |  |
| Vessel Operating Expenses | 4,097,712,412 | 4,635,415,901 | 13.12\% | 62.09\% | 63.31\% |
| MML Service Expenses | 832,082,659 | 930,441,961 | 11.82\% | 77.77\% | 67.57\% |
| Gross Margin | 3,046,157,083 | 3,493,688,433 | 14.69\% | 38.19\% | 38.56\% |

## Q2/2008 and Q3/2008 Income Statement Comparison (cont.)

|  | Q2/2008 | Q3/2008 | \% Change | \% Total Revenues |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Q2/2008 | Q3/2008 |
| Service \& Administrative Expenses | 435,414,351 | 540,075,586 | 24.04\% | 5.46\% | 5.96\% |
| EBITDA | 2,610,742,732 | 2,953,612,847 | 13.13\% | 32.73\% | 32.60\% |
| Depreciation and Amortisation | 444,976,250 | 707,943,252 | 59.10\% | 5.58\% | 7.81\% |
| EBIT | 2,165,766,482 | 2,245,669,595 | 3.69\% | 27.15\% | 24.79\% |
| Interest Expenses | $(132,549,982)$ | $(123,428,409)$ | -6.88\% |  |  |
| EBT | 2,033,216,500 | 2,122,241,186 | 4.38\% | 25.49\% | 23.43\% |

## Q2/2008 and Q3/2008 Income Statement Comparison (cont.)

|  | Q2/2008 | Q3/2008 | \% Change | \% Total Revenues |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Q2/2008 | Q3/2008 |
| Income Taxes | $(29,547,278)$ | $(31,334,980)$ | 6.05\% |  |  |
| Net Income After Taxes | 2,003,669,222 | 2,090,906,206 | 4.35\% | 25.12\% | 23.08\% |
| FX Impact | 150,583,624 | 40,248,897 | -73.27\% |  |  |
| Minority Interests | $(50,617,490)$ | $(96,491,147)$ | 90.63\% |  |  |
| Net Income | 2,103,635,356 | 2,034,663,956 | -3.28\% | 26.37\% | 22.46\% |

## Q2/2008 and Q3/2008 Balance Sheet Comparison

|  | Q2/2008 | Q3/2008 | \% Change |
| :--- | ---: | ---: | ---: |
| Cash \& Deposits | $9,485,875,061$ | $10,665,306,991$ | $12.43 \%$ |
| S-T Investments | $516,563,600$ | $946,510,980$ | $83.23 \%$ |
| Trade Debtors | $2,498,305,103$ | $2,919,036,209$ | $16.84 \%$ |
| Related Debtors | $36,894,863$ | $42,158,921$ | $14.27 \%$ |
| Spare Parts/Bunkers | $751,308,858$ | $932,136,953$ | $24.07 \%$ |
| Other Current Assets | $1,401,996,908$ | $1,242,687,077$ | $-11.36 \%$ |
| L-T Investments | $479,573,363$ | $492,146,358$ | $2.62 \%$ |
| Other L-T Assets | $1,763,872,371$ | $2,288,764,000$ | $29.76 \%$ |
| Fixed Assets | $19,172,786,156$ | $19,070,912,267$ | $-0.53 \%$ |
| Total Assets | $36,107,176,283$ | $38,599,659,756$ | $6.90 \%$ |
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## Q2/2008 and Q3/2008 Balance Sheet Comparison (cont.)

|  | Q2/2008 | Q3/2008 | \% Change |
| :---: | :---: | :---: | :---: |
| Trade \& Non-Trade Creditors | 1,909,284,153 | 1,950,081,279 | 2.14\% |
| Related Creditors | 27,993,472 | 57,890,149 | 106.80\% |
| S-T Debt | 9,200,000 | 9,200,000 | 0.00\% |
| Current Portion: L-T Debt | 434,561,205 | 453,558,241 | 4.37\% |
| Other Current Liabilities | 1,377,224,446 | 1,708,461,582 | 24.05\% |
| L-T Debt | 1,692,482,571 | 1,658,204,370 | -2.03\% |
| Convertible Bond | 5,299,987,326 | 5,743,763,404 | 8.37\% |
| Other Liabilities | 361,673 | 39,504,728 | 10822.77\% |
| Total Liabilities | 10,751,094,846 | 11,620,663,753 | 8.09\% |
| $3<$ |  |  | Slide 6 |

## Q2/2008 and Q3/2008 Balance Sheet Comparison (cont.)

|  | Q2/2008 | Q3/2008 | \% Change |
| :--- | :--- | :--- | :--- |
| Share Capital | $2,184,094,630$ | $2,184,094,630$ | $0.00 \%$ |
| Reserves | $19,222,044,118$ | $20,752,039,335$ | $7.96 \%$ |
| Shareholders Funds | $21,406,138,748$ | $22,936,133,965$ | $7.15 \%$ |
| Minorities | $3,949,942,689$ | $4,042,862,038$ | $2.35 \%$ |
| Total Equity | $25,356,081,437$ | $26,978,996,003$ | $6.40 \%$ |
| Total Liabilities + Equity | $36,107,176,283$ | $38,599,659,756$ | $6.90 \%$ |
| Net Cash (Debt) | $2,049,643,959$ | $2,800,580,976$ | $36.64 \%$ |

## Key Financial Ratios

| Ratio | Q2/2008 | Q3/2008 |
| :--- | :---: | :---: |
| Current Ratio | 3.9090 | 4.0074 |
| Quick Ratio | 3.7091 | 3.7844 |
| Debt/Assets | 0.2185 | 0.2048 |
| Debt/Equity | 0.3144 | 0.2924 |
| EBITDA/Interest Expense | 19.6963 | 23.9298 |
| Interest Expense/Debt (Annualized) | $6.84 \%$ | $6.47 \%$ |

## Key Financial Ratios (cont.)

| Ratio | Q2/2008 | Q3/2008 |
| :---: | :---: | :---: |
| Receivables Turnover (Days) | 27.9984 | 27.2077 |
| Payables Turnover (Days) | 25.2971 | 25.9089 |
| Revenue/Fixed Assets | 0.3727 | 0.4188 |
| Revenue/Total Assets | 0.2241 | 0.2425 |
| Return on Assets | $5.91 \%$ | $5.45 \%$ |
| Return on Equity | $8.51 \%$ | $7.78 \%$ |
| Book Value Per Share | 39.3921 | 41.9134 |

## Dry bulk shipping and offshore services markets were strong

|  |  | (Millions of Baht) |  |
| :---: | :---: | :---: | :---: |
|  | Q3/2008 <br> Revenues | Q3/2008 <br> Net Profits | Quarter 3/2008 Net Profit Contribution |
| Dry Bulk Shipping Group | 7,689 | 2,048 | Shipping Offshore <br> Serices Services <br> $1.84 \%$ Group |
| Offshore Services Group | 1,673 | 448 |  |
| Shipping Services Group | 224 | 57 |  |
|  |  | (Millions of Baht) | Baht |
|  | Q1-Q3/2008 Revenues | Q1-Q3/2008 <br> Net Profits | $\begin{gathered} \text { 2,338 } \\ \text { Million } \end{gathered}$ |
| Dry Bulk Shipping Group | 20,851 | 6,446 | Dry Bulk Shipping |
| Offshore Services Group | 3,950 | 691 | Group <br> 87.47\% |
| Shipping Services Group | 701 | 197 |  |

## TTA achieved a TC rate performance of $\mathbf{\$ 2 6 , 2 3 0}$ per vessel day in Q3/2008

- Our total fleet's TC rates increased $4.57 \%$ from $\$ 25,083$ per vessel day in Q2/2008 to $\$ 26,230$ per vessel day in Q3/2008
- Vessel days decreased 0.63\% from 3,938 vessel days in Q2/2008 to 3,913 vessel days in Q3/2008
- $23.23 \%$ and $7.47 \%$ of our available capacity have been fixed on time charters in FY 2008 and FY 2009, respectively
- $16.79 \%$ and $12.51 \%$ of vessel days have been fixed on contracts of affreightment in FY 2008 and FY 2009, respectively
- Chartered-in vessel days increased $5.12 \%$ to 1,870 days in Q3/2008, and we currently charter in 6 vessels for periods of 6 months to 3 years at an average cost of $\$ 21,300$ per day (remaining period was calculated as of 30-Jun-08)




## Vessel operating expenses increased in Q3/2008 due to the higher number of chartered-in vessels and fuel prices

- Owner expenses increased 2.97\% from $\$ 5,490$ per vessel day in Q2/2008 to \$5,653 per vessel day in Q3/2008 due to higher insurance premiums
- $\quad \mathrm{Q} 3 / 2008$ service and administrative expenses increased 24.04\%, or Baht 104 million, due to higher variable compensation reserves
- Interest expenses decreased 6.88\%, or Baht 9 million, as average loan balances fell
- TTA had a breakeven rate of \$9,987 per vessel day in Q3/2008



## Dry bulk supply and demand remain tightly balanced in 2008



## The dry bulk fleet is projected to grow 9.44\% in 2008 to 428.328 million DWT

| Size (DWT <br> 000 's) | Total Fleet <br> (incl. Delivery in July 2008) |  |  | Total Order Book (2008-2014) |  |
| :---: | :---: | ---: | ---: | ---: | ---: | ---: |

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

The current order book equals $\mathbf{6 5 . 6 1 \%}$ of the total dry bulk fleet

| Size (DWT 000's) | 2008 |  | 2009 |  | 2010 |  | 2011 |  | 2012 onwards |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | No. | DWT <br> (MM) | No. | DWT <br> (MM) | No. | DWT <br> (MM) | No. | DWT <br> (MM) | No. | DWT <br> (MM) |
| 10-40 | 83 | 2.484 | 220 | 6.918 | 199 | 6.327 | 134 | 4.482 | 53 | 1.831 |
| 40-60 | 103 | 5.551 | 247 | 13.758 | 287 | 16.215 | 170 | 9.602 | 42 | 2.366 |
| 60-100 | 62 | 4.993 | 122 | 10.102 | 232 | 19.049 | 163 | 13.346 | 62 | 4.845 |
| 100-150 | 15 | 1.837 | 8 | 0.893 | 25 | 2.840 | 30 | 3.418 | 13 | 1.482 |
| 150+ | 41 | 9.239 | 156 | 29.842 | 284 | 53.281 | 122 | 26.741 | 51 | 13.787 |
| Total | 304 | 24.104 | 753 | 61.513 | 1,027 | 97.712 | 619 | 57.589 | 221 | 24.311 |

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

## The increasing supply of vessels will lead to supply/demand imbalances by the second half of 2009




## Freight rates are expected to go down in 2009 due to the increasing supply of vessels




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[^0]:    Source : Drewry - Dry Bulk Forecaster 2Q08 \& Clarkson Securities Ltd dated 15 Aug 08

