## THORESEN THAI AGENCIES PUBLIC COMPANY LIMITED

"An Integrated Shipping Group"

First Quarter Financial Highlights


## Q4/2006 and Q1/2007 Income Statement Comparison

|  | Q4/2006 | Q1/2007 | \% Change | \% Total Revenues |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Q4/2006 | Q1/2007 |
| Freight Income | 3,477,197,768 | 3,424,441,741 | -1.52\% | 74.26\% | 74.82\% |
| MML Service Income | 974,325,481 | 994,127,486 | 2.03\% | 20.81\% | 21.72\% |
| Service/Commission Income | 134,101,716 | 109,919,445 | -18.03\% | 2.86\% | 2.40\% |
| Other Income | 96,713,604 | 48,315,512 | -50.04\% | 2.07\% | 1.06\% |
| Total Revenues | 4,682,338,569 | 4,576,804,184 | -2.25\% |  |  |
| Vessel Operating <br> Expenses | 2,362,494,799 | 2,085,983,408 | -11.70\% | 67.94\% | 60.91\% |
| MML Service Expenses | 602,564,055 | 645,454,791 | 7.12\% | 61.84\% | 64.93\% |
| Gross Margin | 1,717,279,715 | 1,845,365,985 | 7.46\% | 36.68\% | 40.32\% |

## Q4/2006 and Q1/2007 Income Statement Comparison (cont.)

|  | Q4/2006 | Q1/2007 | \% Change | \% Total Revenues |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Q4/2006 | Q1/2007 |
| Service \& Administrative Expenses | 280,073,014 | 319,151,510 | 13.95\% | 5.98\% | 6.97\% |
| EBITDA | 1,437,206,701 | 1,526,214,475 | 6.19\% | 30.69\% | 33.35\% |
| Depreciation | 437,461,351 | 433,352,175 | -0.94\% | 9.34\% | 9.47\% |
| EBIT | 999,745,350 | 1,092,862,300 | 9.31\% | 21.35\% | 23.88\% |
| Interest Expense | 181,051,542 | 169,508,555 | -6.38\% |  |  |
| EBT | 818,693,808 | 923,353,745 | 12.78\% | 17.48\% | 20.17\% |

## Q4/2006 and Q1/2007 Income Statement Comparison (cont.)

|  | Q4/2006 | Q1/2007 | \% Change | \% Total Revenues |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Q4/2006 | Q1/2007 |
| Income Taxes | 46,527,427 | 19,784,483 | -57.48\% |  |  |
| Net Income After Taxes | 772,166,381 | 903,569,262 | 17.02\% | 16.49\% | 19.74\% |
| FX Impact | 160,821,030 | 271,671,509 | 68.93\% |  |  |
| Minority Interests | $(71,158,346)$ | $(46,264,668)$ | -34.98\% |  |  |
| Net Income | 861,829,065 | 1,128,976,103 | 31.00\% | 18.41\% | 24.67\% |

## Q4/2006 and Q1/2007 Balance Sheet Comparison

|  | Q4/2006 | Q1/2007 | \% Change |
| :---: | :---: | :---: | :---: |
| Cash \& Deposits | 1,372,483,982 | 1,550,572,512 | 12.98\% |
| Marketable Securities | 245,719,370 | 362,966,010 | 47.72\% |
| Trade Debtors | 1,839,879,933 | 1,903,134,521 | 3.44\% |
| Related Debtors | 1,595,514 | 1,560,778 | -2.18\% |
| Spare Parts/Bunkers | 706,912,524 | 603,811,079 | -14.58\% |
| Other Current Assets | 668,079,835 | 759,728,086 | 13.72\% |
| Investments | 88,137,596 | 81,397,134 | -7.65\% |
| Other L-T Assets | 1,306,587,810 | 1,496,308,096 | 14.52\% |
| Fixed Assets | 16,938,873,799 | 16,919,952,225 | -0.11\% |
| Total Assets | 23,168,270,363 | 23,679,430,441 | 2.21\% |
| $102$ |  |  | Slide 5 |

## Q4/2006 and Q1/2007 Balance Sheet Comparison (cont.)

|  | Q4/2006 | Q1/2007 | \% Change |
| :---: | :---: | :---: | :---: |
| Trade \& Non-Trade Creditors | 1,370,335,004 | 1,206,715,790 | -11.94\% |
| Related Creditors | 233,061 | 4,739,610 | 1,933.63\% |
| S-T Debt | 200,058,490 | 233,303,218 | 16.62\% |
| Current Portion: L-T Debt | 1,450,126,683 | 1,508,742,452 | 4.04\% |
| Other Current Liabilities | 765,330,722 | 891,554,542 | 16.49\% |
| L-T Debt | 7,311,727,988 | 6,713,628,909 | -8.18\% |
| Total Liabilities | 11,097,811,948 | 10,558,684,521 | -4.86\% |
| $5$ |  |  | Slide 6 |

## Q4/2006 and Q1/2007 Balance Sheet Comparison (cont.)

|  | Q4/2006 | Q1/2007 | \% Change |
| :---: | :---: | :---: | :---: |
| Share Capital | 2,184,094,630 | 2,184,094,630 | 0\% |
| Reserves | 9,042,125,417 | 10,155,331,428 | 12.31\% |
| Shareholders Funds | 11,226,220,047 | 12,339,426,058 | 9.92\% |
| Minorities | 844,238,368 | 781,319,863 | -7.45\% |
| Total Equity | 12,070,458,415 | 13,120,745,921 | 8.70\% |
| Total Liabilities + Equity | 23,168,270,363 | 23,679,430,921 | 2.21\% |
| Net Debt | 7,589,429,179 | 6,905,102,067 |  |

## Key Financial Ratios

| Ratio | Q4/2006 | Q1/2007 |
| :--- | :---: | :---: |
| Current Ratio | 1.2770 | 1.3476 |
| Quick Ratio | 1.0902 | 1.1906 |
| Debt/Assets | 0.4025 | 0.3720 |
| Debt/Equity | 0.7958 | 0.6927 |
| EBITDA/Interest Expense | 7.9381 | 9.0038 |
| Interest Expense/Debt (Annualized) | $7.6942 \%$ | $7.7222 \%$ |

## Key Financial Ratios (cont.)

| Ratio | Q4/2006 | Q1/2007 |
| :--- | :---: | :---: |
| Receivables Turnover (Days) | 33.4767 | 37.4927 |
| Payables Turnover (Days) | 37.2528 | 32.9401 |
| Revenue/Fixed Assets | 0.2559 | 0.2484 |
| Revenue/Total Assets | 0.2019 | 0.1955 |
| Return on Assets | $3.7158 \%$ | $4.8226 \%$ |
| Return on Equity | $7.3465 \%$ | $8.9802 \%$ |
| Book Value Per Share | 18.7521 | 20.3838 |

## The net profit contribution from our non dry bulk shipping businesses continued to increase in Q1/2007

(Millions of Baht)

|  | Q1/2007 <br> Revenues | Q1/2007 <br> Net Profits |
| :--- | ---: | ---: |
| Dry Bulk Shipping Group | $3,772.35$ | 981.16 |
| Offshore Services Group | $1,074.89$ | 189.89 |
| Shipping Services Group | 178.96 | 54.83 |

- Both the dry bulk shipping and offshore oil and gas markets are doing well, and good business opportunities exist in both markets
- We target up to $30 \%$ of our revenues and profits coming from non dry bulk shipping businesses



## TTA achieved a TC rate performance of \$12,789 per vessel day in Q1/2007

- Our own fleet's TC rates increased 7.09\% from $\$ 11,827$ per vessel day in Q4/2006 to $\$ 12,666$ per vessel day in Q1/2007
- Contributions from chartered-in tonnage increased 132.71\% from a loss of \$376 per vessel day in Q4/2006 to a gain of \$123 per vessel day in Q1/2007
- The vessel days was slightly decreased from 4,180 vessel days in Q4/2006 to 4,140 vessel days in Q1/2007
- The decrease in vessel days was due to selling one vessel in Q4/2006



## Vessel operating expenses decreased in Q1/2007 due to tighter controls and no extraordinary items

- Owner expenses decreased from $\$ 4,713$ per vessel day in Q4/2006 to \$4,190 per vessel day in Q1/2007
- $\mathrm{Q} 1 / 2007$ administrative expenses increased due to unclaimed VAT, guarantee fees for our 2 newbuilding vessels, and fees to incorporate 4 companies in Singapore
- Interest expenses fell 9.49\% in Q1/2007 due to a lower average loan balance
- TTA had a breakeven rate of $\$ 7,094$ per vessel day in Q1/2007

Vessel Operating Expenses (Q1-2007)


## Tonne-miles are projected to increase over 3.5\% in 2007



Source : Drewry - Dry Bulk Forecaster (Q4 - 2006)

## The dry bulk fleet is projected to grow 6.4\% in 2007

| Vessel Size Range | Fleet at Year End 2007 |  |  |
| :---: | ---: | ---: | ---: |
|  | January 2007 <br> (DWT) | December 2007 <br> (DWT) | \% Change |
| $10,000-40,000$ | 73.366 | 75.269 | $2.58 \%$ |
| $40,000-60,000$ | 71.041 | 76.157 | $7.19 \%$ |
| $60,000-100,000$ | 102.079 | 109.376 | $7.14 \%$ |
| $100,000-150,000$ | 21.160 | 21.560 | 108.415 |

Source : Fearnleys - Bulk Fleet Update (Jan - 2007)

## The existing order book equals $\mathbf{2 0 . 1 6 \%}$ of the total dry bulk fleet

| Size <br> (DWT <br> 000's) | Total Order Book |  |  | 2007 |  | 2008 |  | 2009 |  | 2010 |  | 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | No. | $\begin{aligned} & \text { DWT } \\ & \text { (MM) } \end{aligned}$ | $\begin{gathered} \% \\ \text { of Fleet } \end{gathered}$ | No. | $\begin{aligned} & \text { DWT } \\ & \text { (MM) } \end{aligned}$ | No. | DWT <br> (MM) | No. | DWT <br> (MM) | No. | DWT <br> (MM) | No. | DWT <br> (MM) |
| 10-40 | 217 | 6.513 | 8.78\% | 67 | 1.840 | 65 | 2.033 | 58 | 1.852 | 24 | 0.687 | 3 | 0.101 |
| 40-60 | 284 | 15.142 | 20.40\% | 96 | 5.058 | 91 | 4.869 | 54 | 2.881 | 37 | 2.003 | 6 | 0.331 |
| 60-100 | 221 | 17.722 | 23.88\% | 89 | 7.062 | 58 | 4.558 | 46 | 3.691 | 24 | 2.061 | 4 | 0.350 |
| 100-150 | 9 | 0.955 | 1.28\% | 3 | 0.300 |  |  | 4 | 0.433 | 2 | 0.222 |  |  |
| 150+ | 164 | 33.889 | 45.66\% | 43 | 8.270 | 39 | 7.818 | 36 | 8.074 | 38 | 7.993 | 8 | 1.734 |
| Total | 895 | 74.220 | 100.00\% | 298 | 22.530 | 253 | 19.278 | 198 | 16.931 | 125 | 12.965 | 21 | 2.516 |

Source : Fearnleys - Bulk Fleet Update (Jan - 2007)

## Dry bulk demand growth remains strong in 2007



Source : Baltic Exchange Limited
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