## THORESEN THAI AGENCIES PUBLIC COMPANY LIMITED

"An Integrated Shipping Group"

Second Quarter Financial Highlights


## Q1/2007 and Q2/2007 Income Statement Comparison

|  | Q1/2007 | Q2/2007 | $\%$ <br> Change | \% Total Revenues |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Q1/2007 | Q2/2007 |
| Freight Income | 3,424,441,741 | 3,747,011,034 | 9.42\% | 74.82\% | 76.13\% |
| MML Service Income | 994,127,486 | 966,117,713 | -2.82\% | 21.72\% | 19.63\% |
| Service/Commission Income | 109,919,445 | 126,036,982 | 14.66\% | 2.40\% | 2.56\% |
| Other Income | 48,315,512 | 82,736,307 | 71.24\% | 1.06\% | 1.68\% |
| Total Revenues | 4,576,804,184 | 4,921,902,036 | 7.54\% |  |  |
| Vessel Operating Expenses | 2,085,983,408 | 2,241,542,516 | 7.46\% | 60.91\% | 59.82\% |
| MML Service Expenses | 645,454,791 | 563,187,666 | -12.75\% | 64.93\% | 58.29\% |
| Gross Margin | 1,845,365,985 | 2,117,171,854 | 14.73\% | 40.32\% | 43.02\% |

## Q1/2007 and Q2/2007 Income Statement Comparison (cont.)

|  | Q1/2007 | Q2/2007 | $\%$ <br> Change | \% Total Revenues |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Q1/2007 | Q2/2007 |
| Service \& Administrative Expenses | 319,151,510 | 392,524,709 | 22.99\% | 6.97\% | 7.98\% |
| EBITDA | 1,526,214,475 | 1,724,647,145 | 13.00\% | 33.35\% | 35.04\% |
| Depreciation | 433,352,175 | 444,260,193 | 2.52\% | 9.47\% | 9.04\% |
| EBIT | 1,092,862,300 | 1,280,386,952 | 17.16\% | 23.88\% | 26.01\% |
| Interest Expense | 169,508,555 | 163,248,119 | -3.69\% |  |  |
| EBT | 923,353,745 | 1,117,138,833 | 20.99\% | 20.17\% | 22.70\% |

## Q1/2007 and Q2/2007 Income Statement Comparison (cont.)

|  | Q1/2007 | Q2/2007 | $\%$ <br> Change | \% Total Revenues |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Q1/2007 | Q2/2007 |
| Income Taxes | 19,784,483 | 28,683,042 | 44.98\% |  |  |
| Net Income After Taxes | 903,569,262 | 1,088,455,791 | 20.46\% | 19.74\% | 22.11\% |
| FX Impact | 271,671,509 | 270,017,124 | -0.61\% |  |  |
| Minority Interests | $(46,264,668)$ | $(66,614,855)$ | 43.99\% |  |  |
| Net Income | 1,128,976,103 | 1,291,858,060 | 14.43\% | 24.67\% | 26.25\% |

## Q1/2007 and Q2/2007 Balance Sheet Comparison

|  | Q1/2007 | Q2/2007 | \% Change |
| :--- | ---: | ---: | ---: |
| Cash \& Deposits | $1,550,572,512$ | $1,779,637,873$ | $14.77 \%$ |
| Marketable Securities | $362,966,010$ | $240,580,670$ | $-33.72 \%$ |
| Trade Debtors | $1,903,134,521$ | $1,881,044,001$ | $-1.16 \%$ |
| Related Debtors | $1,560,778$ | $1,659,088$ | $6.30 \%$ |
| Spare Parts/Bunkers | $603,811,079$ | $586,278,336$ | $-2.90 \%$ |
| Other Current Assets | $759,728,086$ | $887,865,576$ | $16.87 \%$ |
| Investments | $91,397,134$ | $82,505,660$ | $-9.73 \%$ |
| Other L-T Assets | $1,486,308,096$ | $1,480,626,793$ | $-0.38 \%$ |
| Fixed Assets | $16,919,952,225$ | $18,011,460,216$ | $6.45 \%$ |
| Total Assets | $23,679,430,441$ | $24,951,658,213$ | $5.37 \%$ |
| Hes |  |  | Slide 5 |

## Q1/2007 and Q2/2007 Balance Sheet Comparison (cont.)

|  | Q1/2007 | Q2/2007 | \% Change |
| :---: | :---: | :---: | :---: |
| Trade \& Non-Trade Creditors | 1,206,715,790 | 1,197,197,894 | -0.79\% |
| Related Creditors | 4,739,610 | 0 | -100\% |
| S-T Debt | 233,303,218 | 208,593,086 | -10.59\% |
| Current Portion: L-T Debt | 1,508,742,452 | 1,580,337,188 | 4.75\% |
| Other Current Liabilities | 891,554,542 | 945,478,791 | 6.05\% |
| L-T Debt | 6,713,628,909 | 6,963,420,608 | 3.72\% |
| Total Liabilities | 10,558,684,521 | 10,895,027,568 | 3.19\% |
| $3 \leq$ |  |  | Slide 6 |

## Q1/2007 and Q2/2007 Balance Sheet Comparison (cont.)

|  | Q1/2007 | Q2/2007 | \% Change |
| :--- | ---: | ---: | ---: |
| Share Capital | 2,184,094,630 | $2,184,094,630$ | $0.00 \%$ |
| Reserves | $10,155,331,428$ | $11,004,150,149$ | $8.36 \%$ |
| Shareholders Funds | $12,339,426,058$ | $13,188,244,779$ | $6.88 \%$ |
| Minorities | $781,319,863$ | $868,385,866$ | $11.14 \%$ |
| Total Equity | $13,120,745,921$ | $14,056,630,645$ | $7.13 \%$ |
| Total Liabilities + Equity | $23,679,430,442$ | $24,951,658,213$ | $5.37 \%$ |
| Net Debt | $\mathbf{6 , 9 0 5 , 1 0 2 , 0 6 7}$ | $\mathbf{6 , 9 7 2 , 7 1 3 , 0 0 9}$ | $\mathbf{0 . 9 8 \%}$ |

## Key Financial Ratios

| Ratio | Q1/2007 | Q2/2007 |
| :--- | :---: | :---: |
| Current Ratio | 1.3476 | 1.3677 |
| Quick Ratio | 1.1906 | 1.2185 |
| Debt/Assets | 0.3720 | 0.3538 |
| Debt/Equity | 0.6927 | 0.6332 |
| EBITDA/Interest Expense | 9.0038 | 10.5646 |
| Interest Expense/Debt (Annualized) | $7.7222 \%$ | $7.6948 \%$ |

## Key Financial Ratios (cont.)

| Ratio | Q1/2007 | Q2/2007 |
| :--- | :---: | :---: |
| Receivables Turnover (Days) | 37.4927 | 34.5980 |
| Payables Turnover (Days) | 32.9401 | 29.2105 |
| Revenue/Fixed Assets | 0.2484 | 0.2586 |
| Revenue/Total Assets | 0.1955 | 0.2024 |
| Return on Assets | $4.8226 \%$ | $5.3129 \%$ |
| Return on Equity | $8.9802 \%$ | $9.5069 \%$ |
| Book Value Per Share | 20.3838 | 21.8378 |

## Profitability in both the Dry Bulk Shipping Group and our non dry bulk shipping businesses increased in Q2/2007

(Millions of Baht)

|  | Q2/2007 <br> Revenues | Q2/2007 <br> Net Profits |
| :--- | ---: | ---: |
| Dry Bulk Shipping Group | 3,949 | 1,069 |
| Offshore Services Group | 1,046 | 243 |
| Shipping Services Group | 206 | 50 |

(Millions of Baht)

|  | 1H/2007 <br> Revenues | 1H/2007 <br> Net Profits |
| :--- | ---: | ---: |
| Dry Bulk Shipping Group | 7,618 | 2,050 |
| Offshore Services Group | 2,121 | 433 |
| Shipping Services Group | 385 | 105 |



## TTA achieved a TC rate performance of \$14,453 per vessel day in Q2/2007

- Our own fleet's TC rates increased 12.82\% from $\$ 12,666$ per vessel day in Q1/2007 to $\$ 14,290$ per vessel day in Q2/2007
- Contributions from chartered-in tonnage increased $32.52 \%$ from $\$ 123$ per vessel day in Q1/2007 to $\$ 163$ per vessel day in Q2/2007
- The vessel days was slightly decreased from 4,140 vessel days in Q1/2007 to 4,027 vessel days in Q2/2007
- The decrease in vessel days was due to the sale of one vessel in Q2/2007




## Vessel operating expenses increased in Q2/2007 due to the strengthening of the Thai Baht currency

- Owner expenses increased from \$4,190 per vessel day in Q1/2007 to \$4,240 per vessel day in Q2/2007
- Q2/2007 administrative expenses increased due to the hedging fees for our 2 newbuild vessels and annual bonus payments
- Interest expenses rose $5.24 \%$ in Q2/2007 due to the additional loan for our new second-hand vessel
- TTA had a breakeven rate of $\$ 7,321$ per vessel day in Q2/2007



## Dry bulk demand growth remains strong in 2007



[^0]
## The dry bulk fleet is projected to grow 6.84\% in 2007

| Vessel Size Range | Fleet at Year End 2007 |  |  |
| :--- | ---: | ---: | ---: |
|  | January 2007 <br> (DWT Million) | December 2007 <br> (DWT Million) | \% Change |
| $10,000-40,000$ | 73.204 | 75.175 | $2.69 \%$ |
| $40,000-60,000$ | 70.931 | 76.438 | $7.76 \%$ |
| $60,000-100,000$ | 102.113 | 109.590 | $7.32 \%$ |
| $100,000-150,000$ | 21.160 | 21.560 | 108.768 |
| $150,000+$ | 99.059 | 366.468 | 391.533 |

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

## The existing order book equals 27.11\% of the total dry bulk fleet

| Size <br> (DWT <br> 000's) | Total Order Book |  |  | 2007 |  | 2008 |  | 2009 |  | 2010 |  | 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | No. | DWT <br> (MM) |  | No. | DWT <br> (MM) | No. | DWT <br> (MM) | No. | DWT <br> (MM) | No. | DWT <br> (MM) | No. | DWT <br> (MM) |
| 10-40 | 226 | 6.833 | 6.74\% | 56 | 1.535 | 68 | 2.123 | 68 | 2.169 | 30 | 0.873 | 4 | 0.133 |
| 40-60 | 399 | 21.750 | 21.45\% | 80 | 4.204 | 121 | 6.595 | 94 | 5.158 | 77 | 4.277 | 18 | 1.014 |
| 60-100 | 248 | 20.049 | 19.77\% | 69 | 5.444 | 57 | 4.473 | 61 | 4.890 | 42 | 3.603 | 19 | 1.639 |
| 100-150 | 13 | 1.414 | 1.39\% | 3 | 0.300 | 1 | 0.111 | 4 | 0.433 | 4 | 0.454 | 1 | 0.116 |
| 150+ | 257 | 51.370 | 50.65\% | 31 | 5.949 | 38 | 7.632 | 63 | 12.911 | 97 | 18.900 | 24 | 5.085 |
| Total | 1,143 | 101.415 | 100.00\% | 239 | 17.433 | 285 | 20.933 | 290 | 25.561 | 250 | 28.105 | 66 | 7.987 |

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


[^0]:    Source : Baltic Exchange Limited

