



AMA MARINE PUBLIC COMPANY LIMITED

OPPORTUNITY DAY

2Q2017



25 August 2017



01

Company
Background &
Development

02

Nature of
Business

03

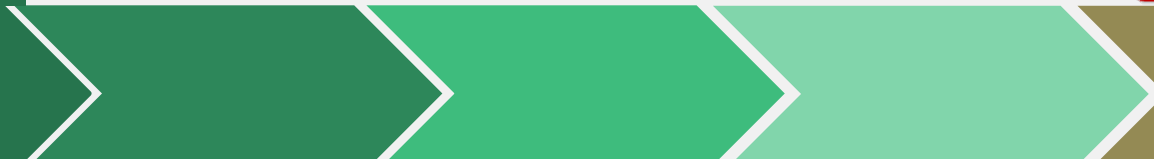
Operation Result
& Financial
Position

04

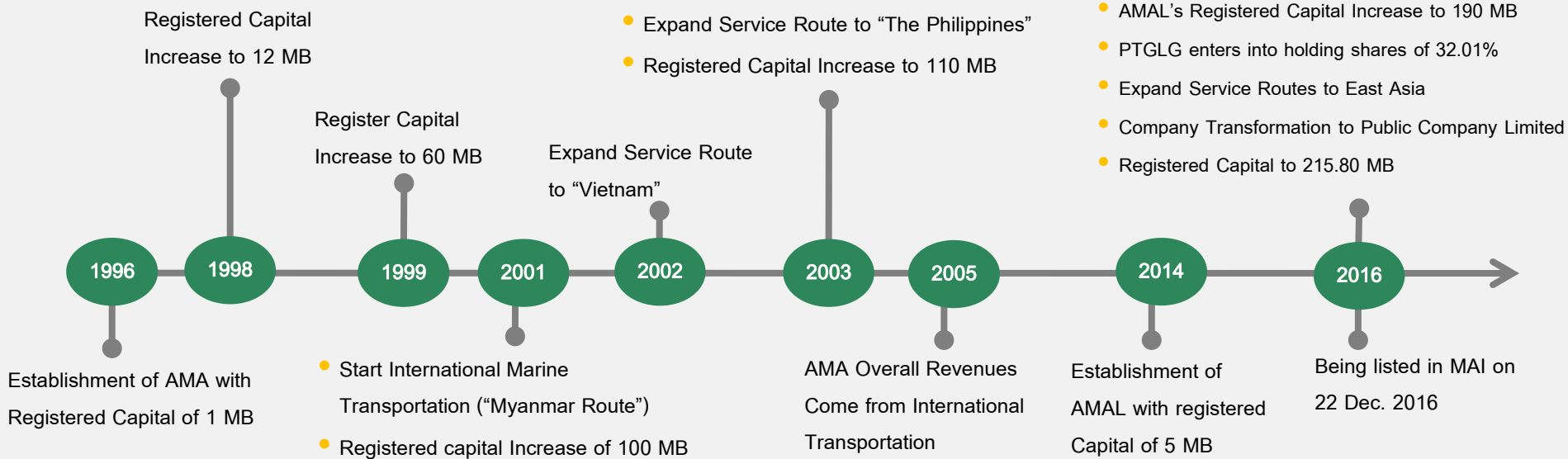
Investment
Highlighted

05



Significant
Business
Operations



Company Background & Development



No. of Tanker Vessels & Tanker Trucks

	1996	1999	2001	2002	2005	2009	2010	2012	2013	2014	2015	2016	1Q2017	2Q2017
 Vessels	2	4	4	5	4	3	4	6	5	5	6	7	8	9
(DWT)	3,814	10,245	13,861	16,791	14,266	11,440	16,203	23,781	18,876	18,876	23,699	33,641	56,730	69,980
 Trucks										5	43	100	120	125
Loading capacity (mL)										0.23	1.94	4.50	5.40	5.63



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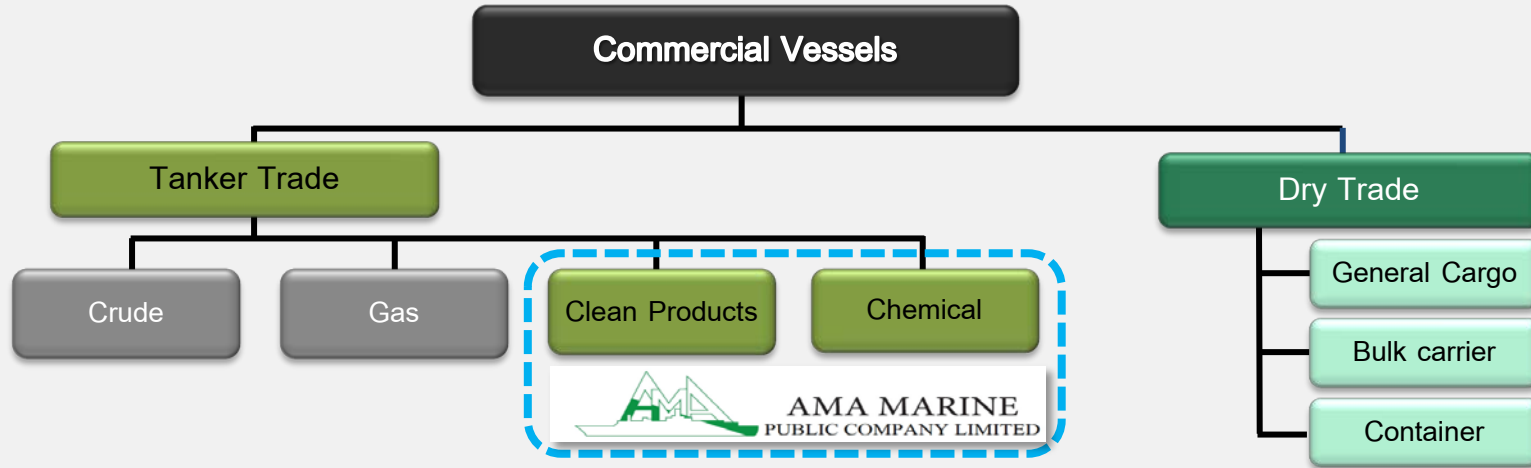


AMA MARINE
PUBLIC COMPANY LIMITED



Marine Services





Types of Vessels

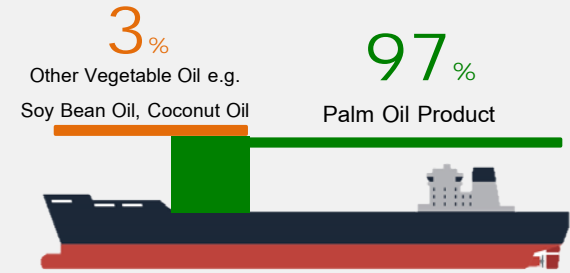
Tanker Trade	Tanker	<ul style="list-style-type: none"> Tankers designed specially for delivery particular items such as crude oil, vegetable oil, chemical, natural gas.
Dry Trade	General cargo	<ul style="list-style-type: none"> General cargo vessels deliver variety items – bulk and non-bulk
	Bulk carrier	<ul style="list-style-type: none"> Dry Bulk vessels (unpacked) e.g. cereal, coal, sugar
	Container	<ul style="list-style-type: none"> Container vessels carry variety of goods



Nature of Business – Marine Services

AMA operates the business on marine transportation. We provide the delivery of liquid product by the standard tankers.

- We presently have 10 tankers
- We mainly deliver vegetable oil and also have plan to deliver other liquid items:
 - Oil
 - Molasses
 - Easy Chemical
- Our service routes are SEA and will soon expand to East Asia and South Asia



No.	Vessels	DWT	Year Built	Year of Purchased	Remaining of Utilization (Years)
1	Chao Anoma	4,763	1995	2010	8
2	Primrose	4,908	1995	2012	8
3	AMA	3,110	1994	2012	7
4	Bergprai	3,165	1993	2012	6
5	Meson	4,823	2003	2015	16
6	Meya	9,942	2007	2016	20
7	Ulaya	13,020	2009	2016	22
8	Alinya	12,999	2009	2017	22
9	Anika	13,250	2008	2017	21
10	Salina	13,001	2008	2017	21
Total DWT		82,981			

World Class Clients



Marine Transportation Service : Charterer



"An International Company Exporting Consumption Oils and Other Oils"



"The Leading Agriculture Business in Asia –
The World Biggest Manufacturer and Distributor
Palm Oil"



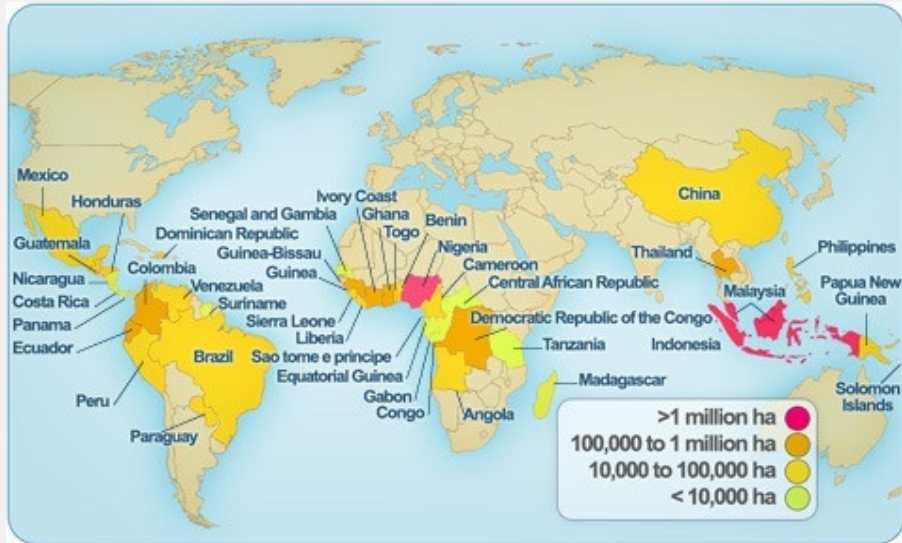
"The Joint Venture Companies between Kuala Lumpur Kepong Berhad, registered company in The Stock Exchange of Malaysia and PT Astra Agro Lestari, registered company in The Stock Exchange of Indonesia"



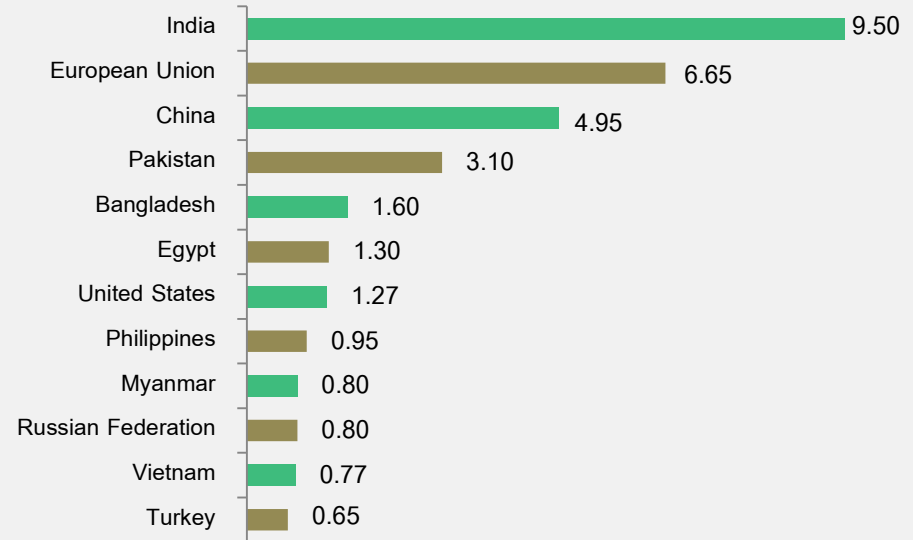
鴻貿國際私人有限公司
AGRITRADE INTERNATIONAL PTE. LTD.



Globally Sources of Production and exporter of Palm (Red color represents the countries that produce palm)

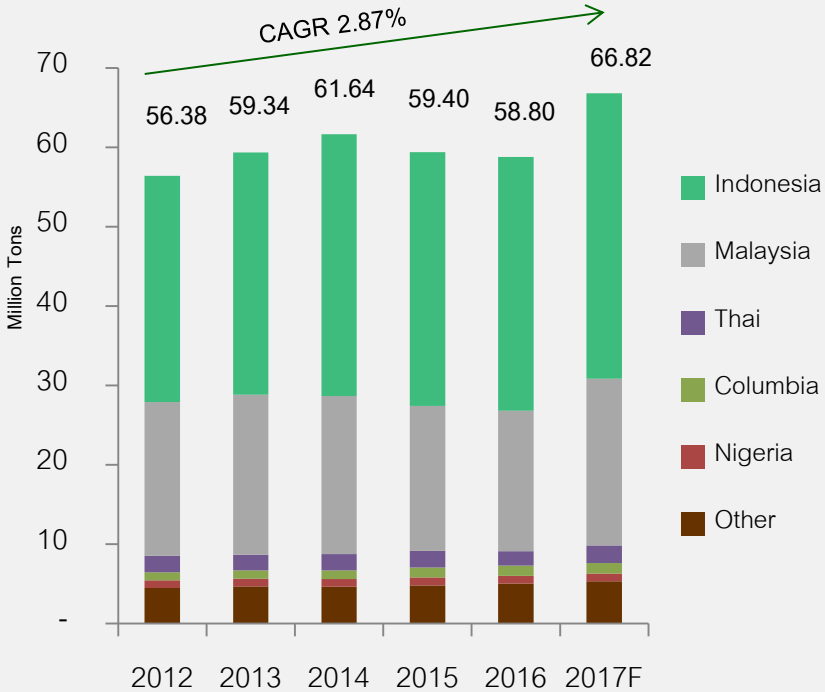


An estimate of the palm import in the following countries (Year of Estimate : 2017)

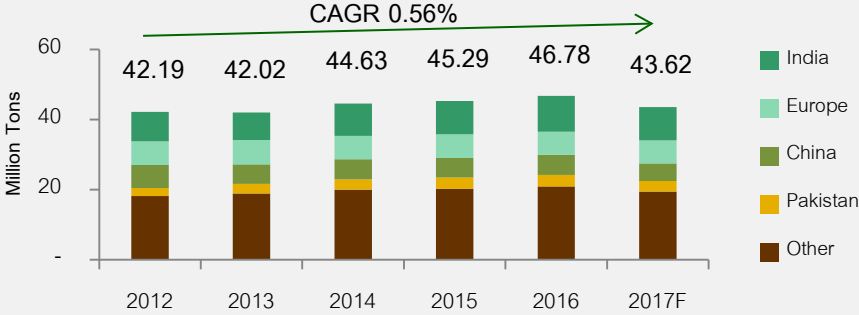


- The Company's service routes in the area of palm production and import of the world

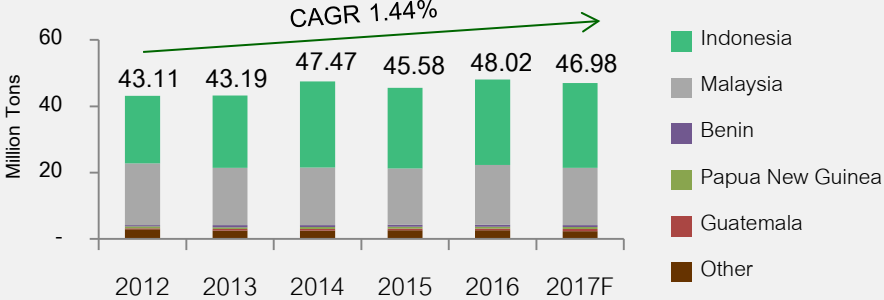
Producer of palm oil (Figures show the quantity of palm oil production)



Palm Oil Importer (Figures show the quantity of the import of palm oil)



Palm Oil Exporter (Figures show the quantity of the export of palm oil)



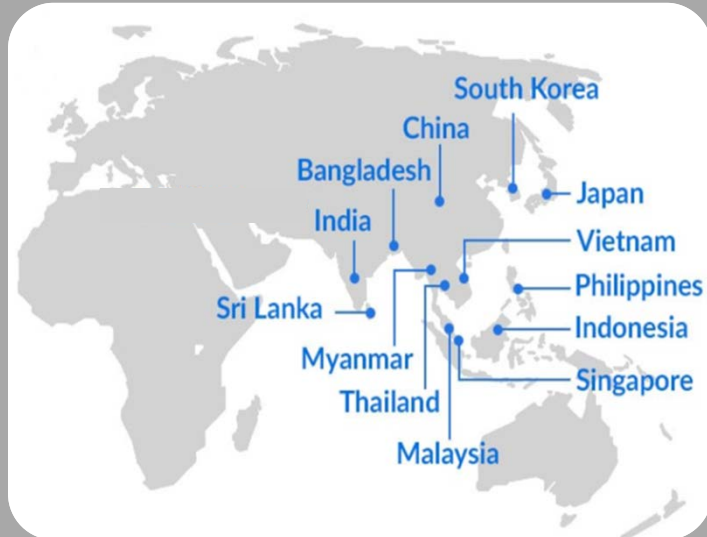
The Company's service information and Competitive Advantage of AMA



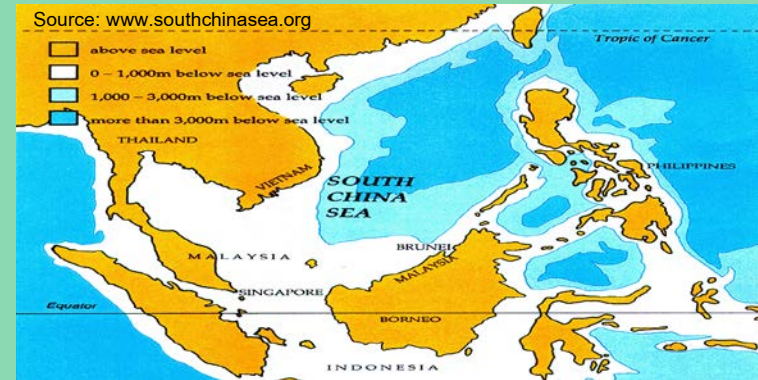
Marine Transportation Service Routes

Trading Regions

- Southeast Asia
- East Asia
- South Asia




AMA Competitive Advantage



- The Company provides the medium tankers which are suitable for SEA due to the shallow water course
- The Company provides the service in the areas where they are the center of production and consumption of the world
- The Company is the expert of liquid product by tankers and has more than 20 years experience



The Service Provider of Vegetable Oil Transportation in SEA

Service Provider's Name	No. of Vessel (s)	Total Weight (Metric Ton)	Transportation Ratio in SEA (%)
Raffles, Singapore	8	90,445	35.27
Ama Marine Public Company Limited 	5	21,005	8.19
Megaports, Singapore	2	10,468	4.08
Thai Ship owner	2	5,322	2.08
Samuraya Layer Sentosa, Indonesia	1	4,718	1.84
Thai Ship owner	1	3,911	1.53
Thai Ship owner	1	2,998	1.17
Tien Thanh, Vietnam	1	2,952	1.15
Others	15	114,634	44.70
Total	36	256,453	100.00

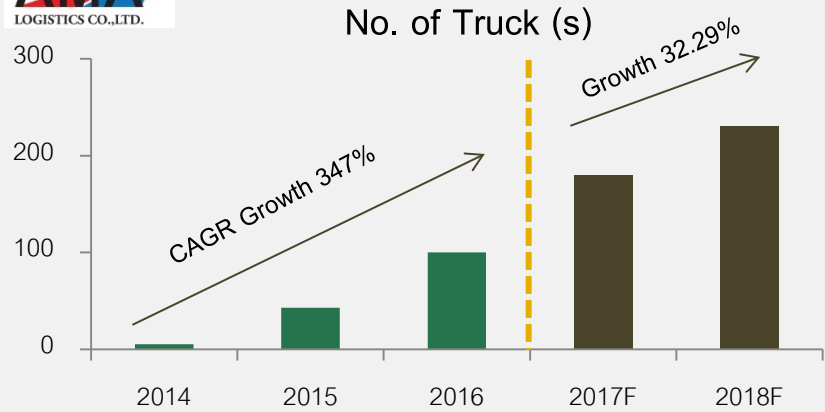
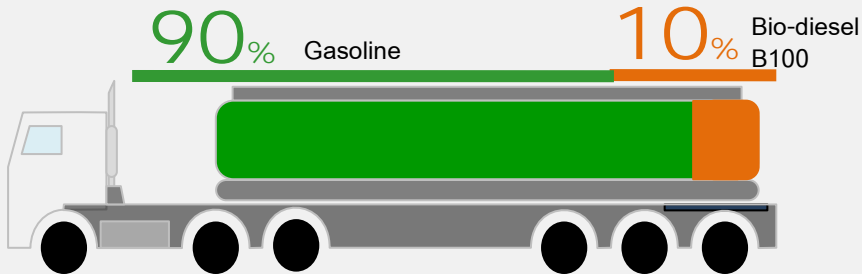


Tank Trucks Service

Nature of Business – Tank Trucks Service

The Company's subsidiary – AMA Logistics Co., Ltd. ("AMAL") provides the service on inland liquid carrier by tank trucks. We have totally 125 tank trucks, being able to load up to 45,000 liters per truck.

- Mainly Loading diesel B100 and gasoline
- Various routes in Thailand with strong business alliances
- Continuously add up the trucks in order to meet the increasingly requirements
- Expand our service to carry other products such as asphalt, ethanol
- Efficient route management



Year	No. of Truck (s)	Loading quantity(liters)
2014	5	225,000
2015	43	1,935,000
2016	100	4,500,000
1Q2017	120	5,400,000
2Q2017	125	5,625,000

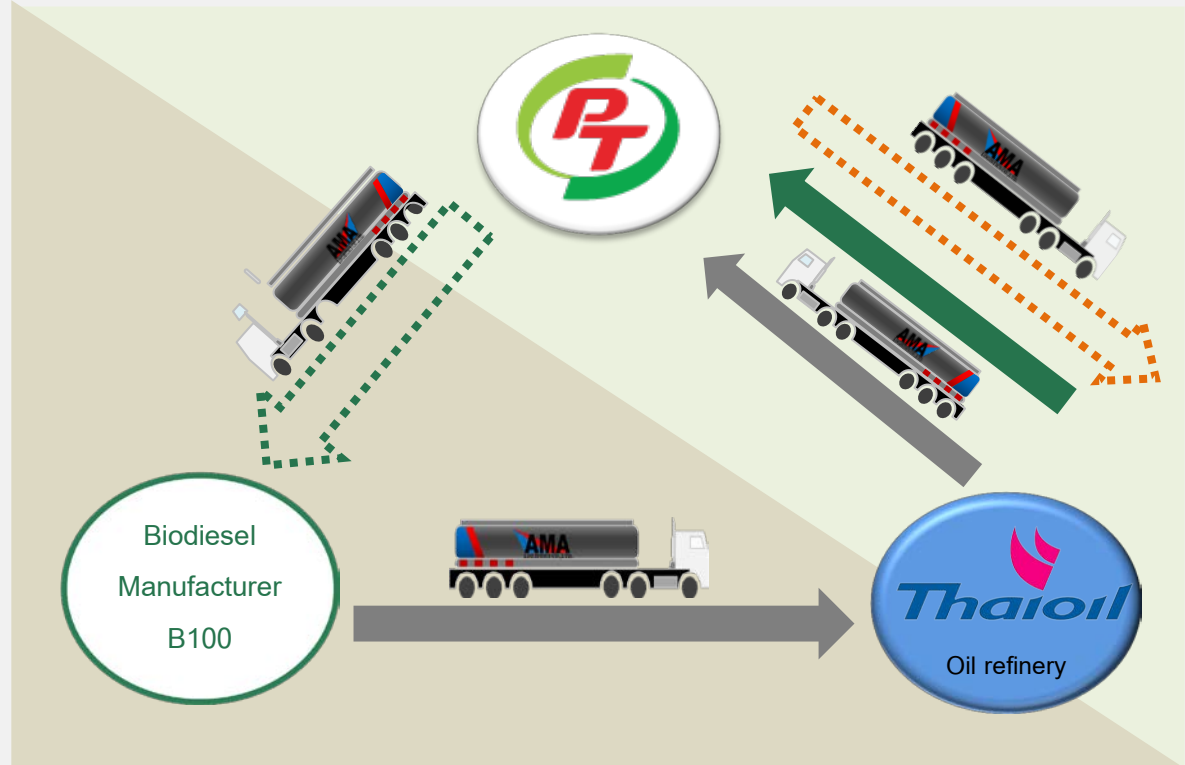
Note : Truck is consisted of header and trailer with the size of 45,000 liters



Type 1
One Way Trip

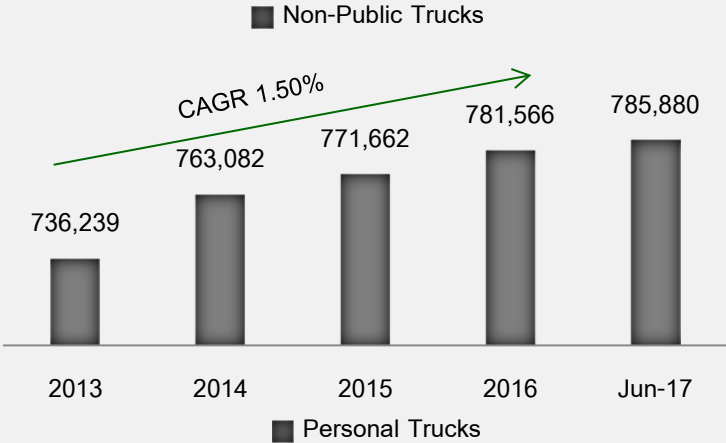
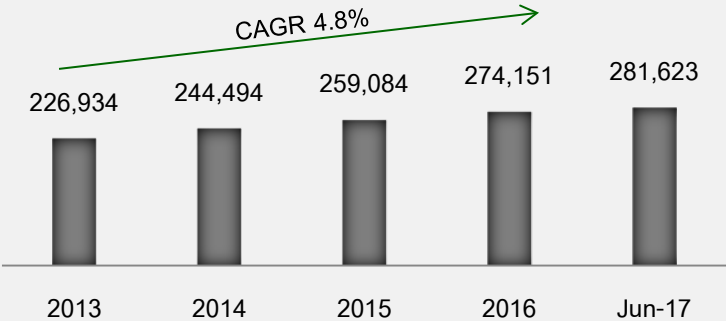


Type 2
Backhauling Management

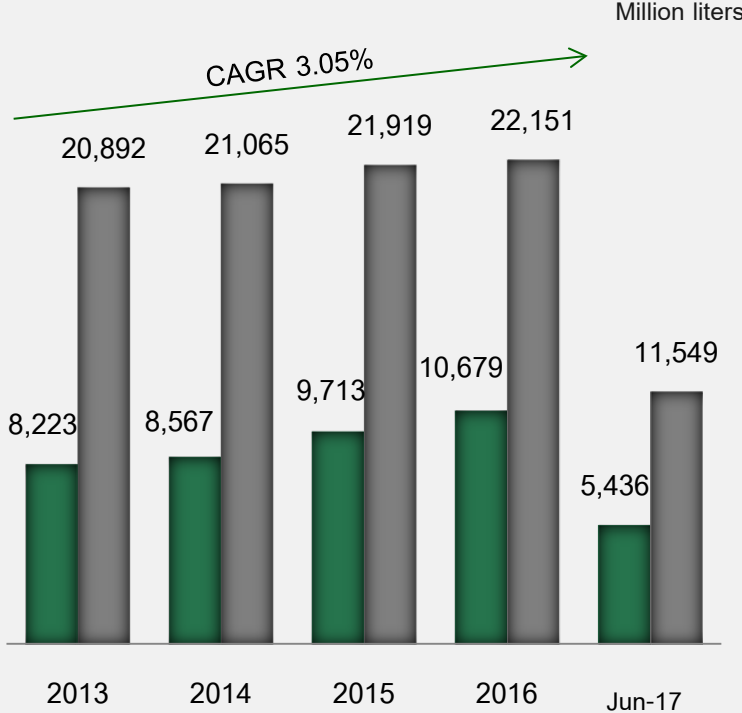




No. of Truck (s) - Domestic



Quantity of Fuel Usage - Domestic

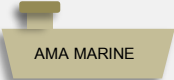


■ Gasoline ■ Diesel



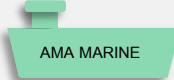
S

Safety



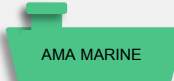
H

Health & Environment



I

Integrity & Ethics



P

Performance By Teamwork



S

Sustainability





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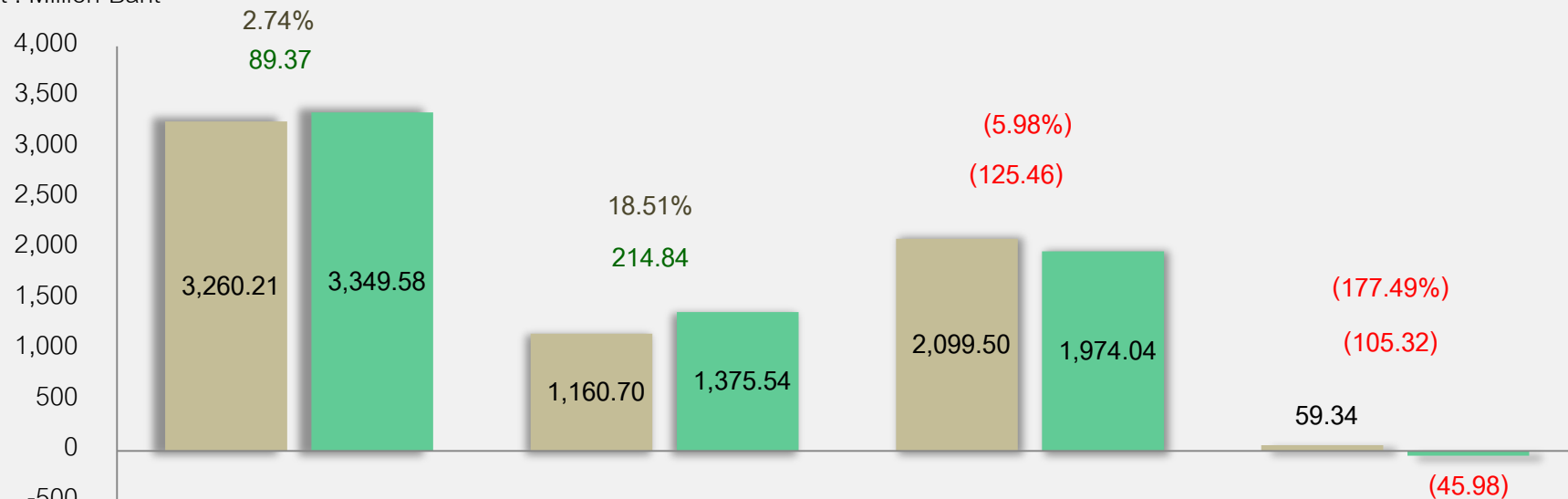
Significant
Business
Operations



Statements of financial position (Consolidated financial statements) – Convert to Baht

As at June 30, 2017

Unit : Million Baht

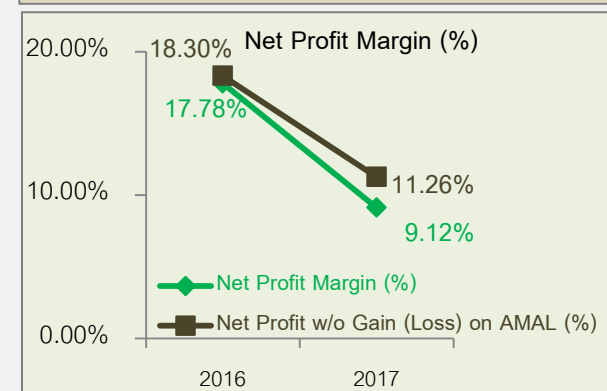
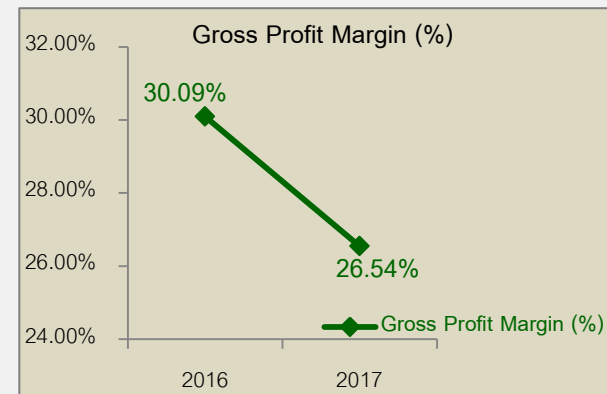
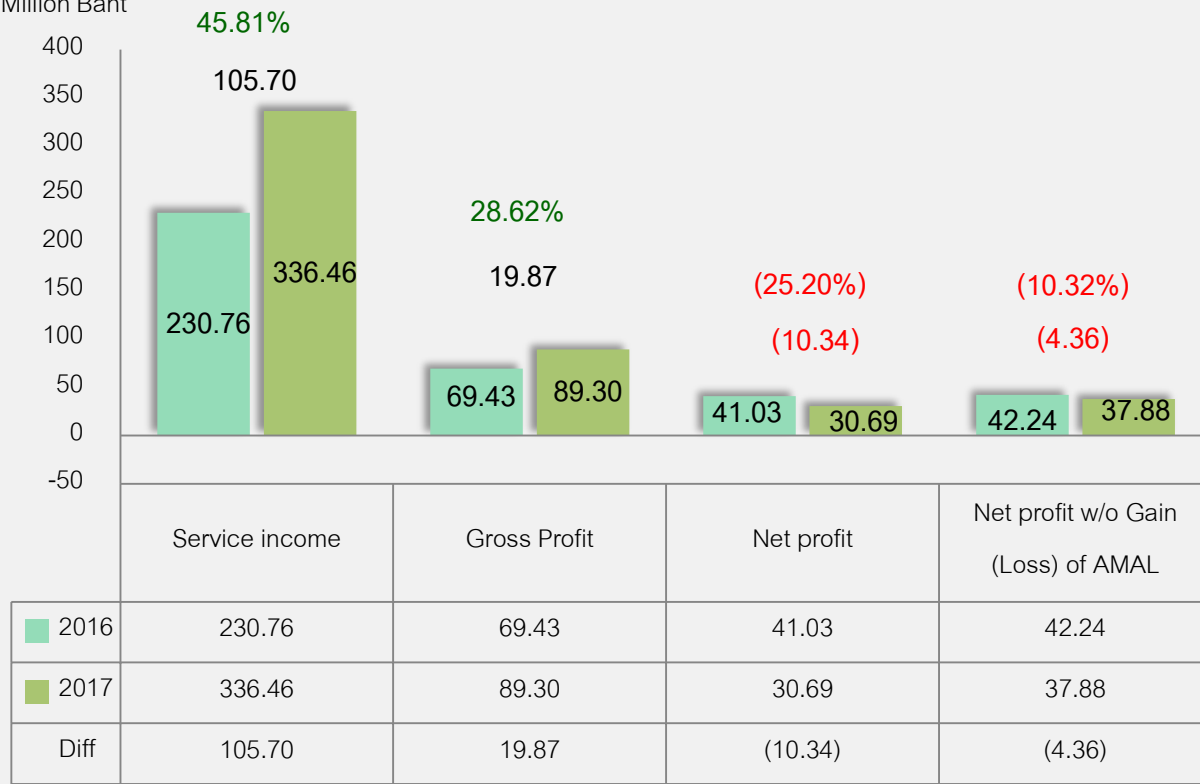


	Total Asset	Total Liability	Total shareholders' equity	Other Components of equity
■ 2016	3,260.21	1,160.70	2,099.50	59.34
■ 2017	3,349.58	1,375.54	1,974.04	(45.98)

Statements of Comprehensive Income (Consolidated financial statements) – Convert to Baht

For the three-month periods June 30, 2017

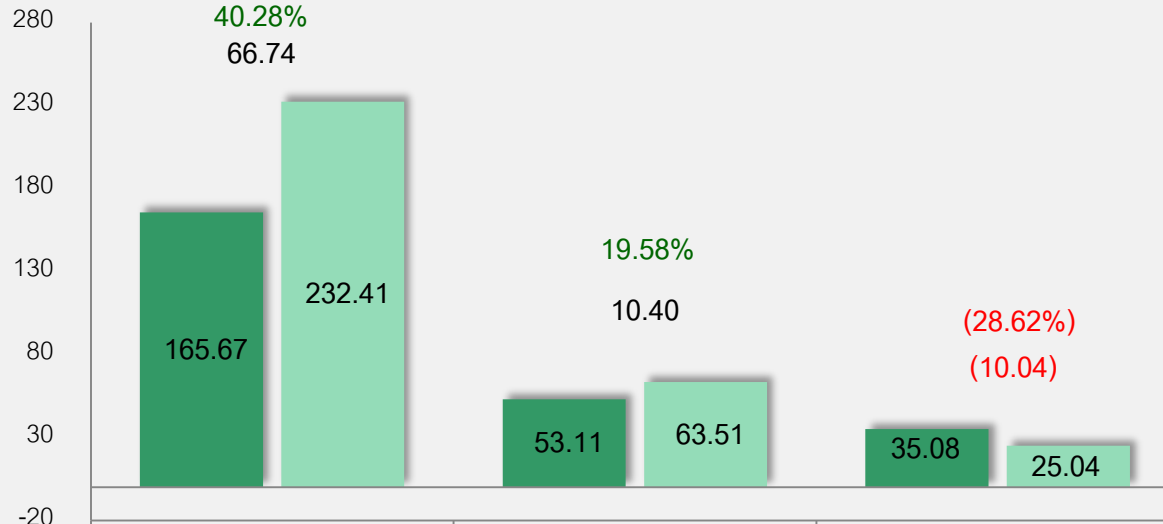
Unit : Million Baht



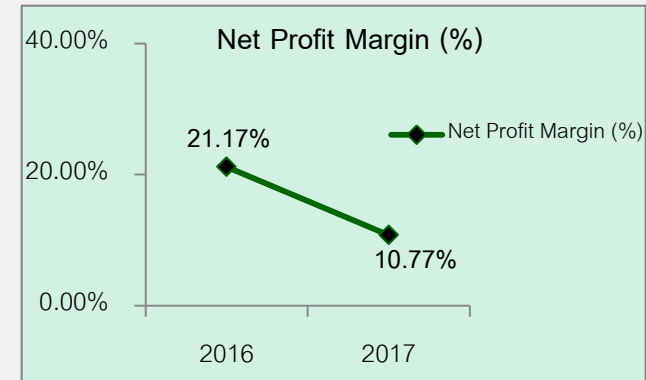
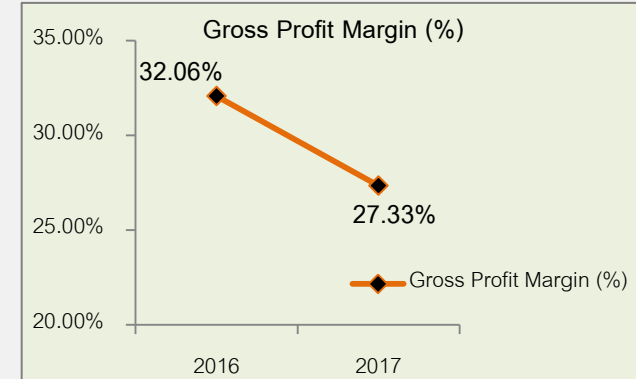
Statements of Comprehensive Income (Separate financial statements) – Convert to Baht

For the three-month periods June 30, 2017

Unit : Million Baht



	2016	2017	Diff
Service income	165.67	232.41	66.74
Gross Profit	53.11	63.51	10.40
Net profit	35.08	25.04	(10.04)

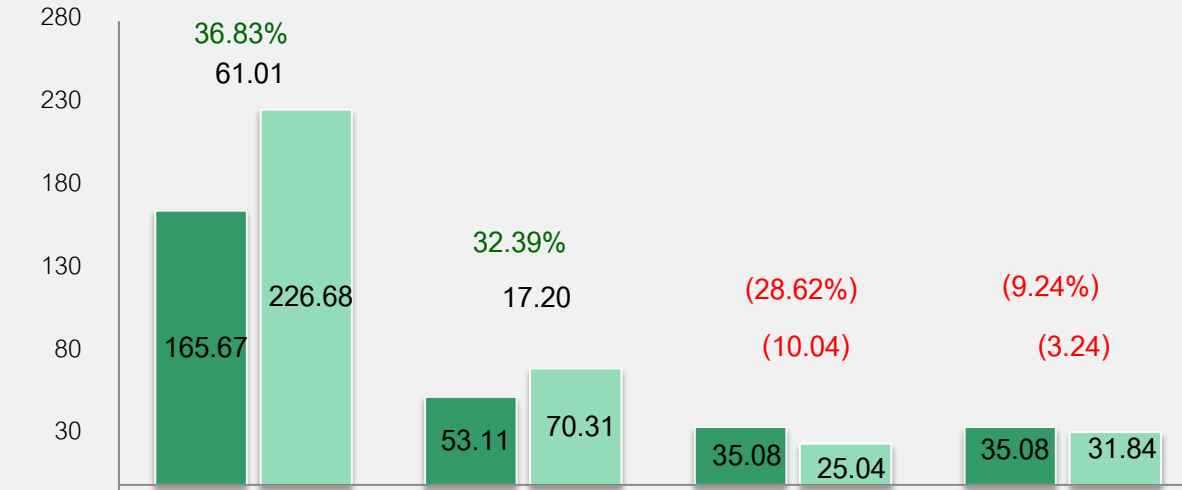


Operation Result & Financial Position

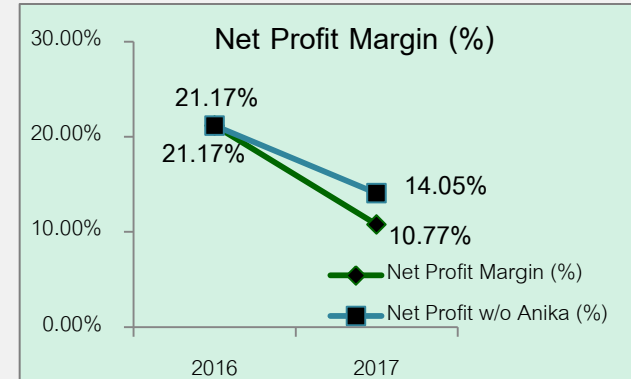
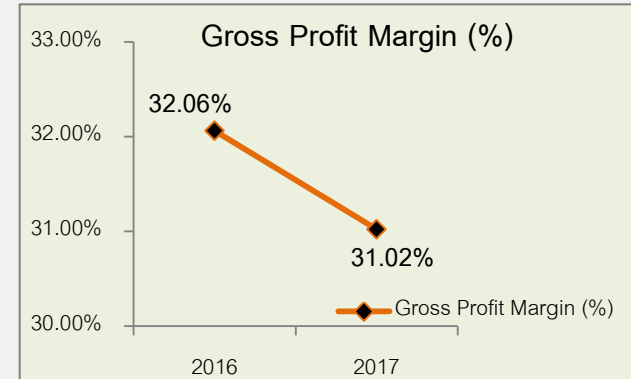
Statements of Comprehensive Income (Separate financial statements) – *Without Operation of Anika*

For the three-month periods June 30, 2017

Unit : Million Baht



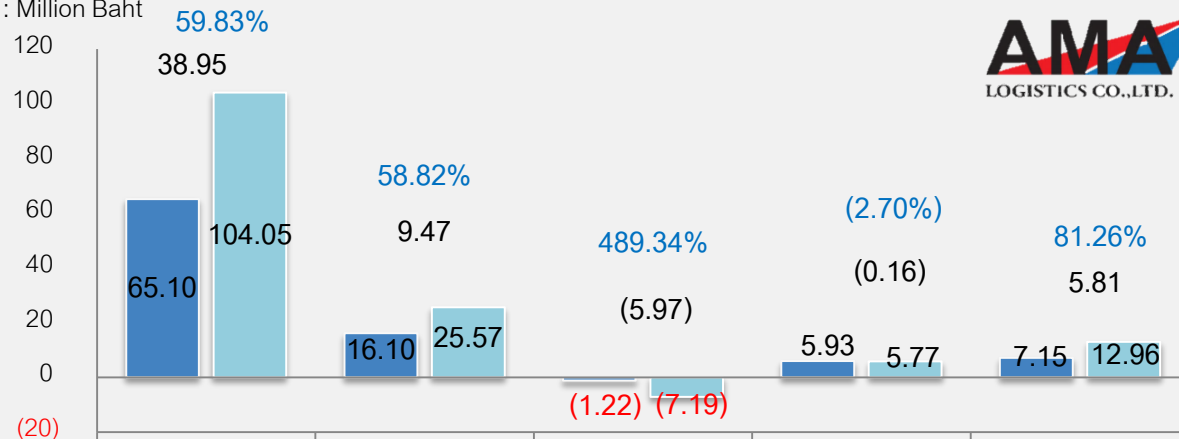
	Service income	Gross Profit	Net profit	Net profit w/o Anika
2016	165.67	53.11	35.08	35.08
2017	226.68	70.31	25.04	31.84
Diff	61.01	17.20	(10.04)	(3.24)



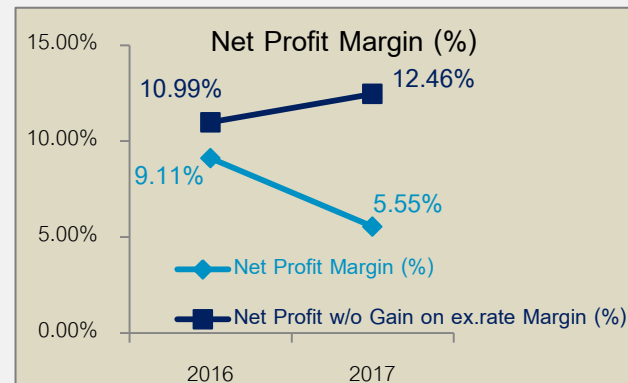
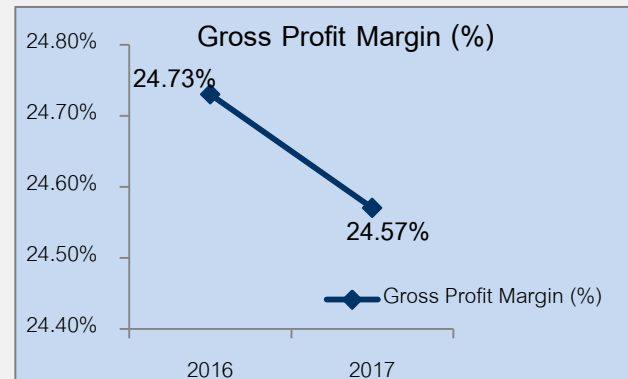
Statements of Comprehensive Income – Convert to Baht

For the three-month periods June 30, 2017

Unit : Million Baht



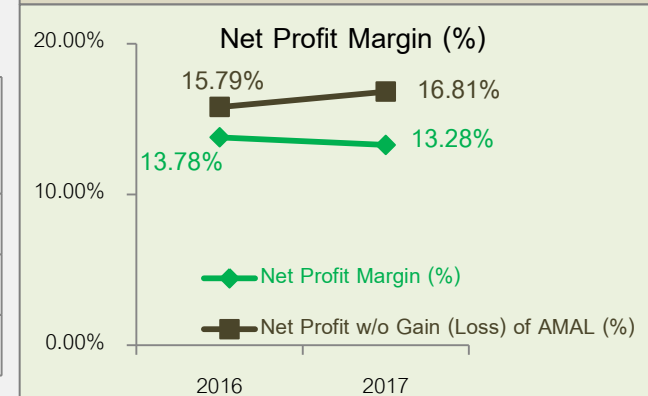
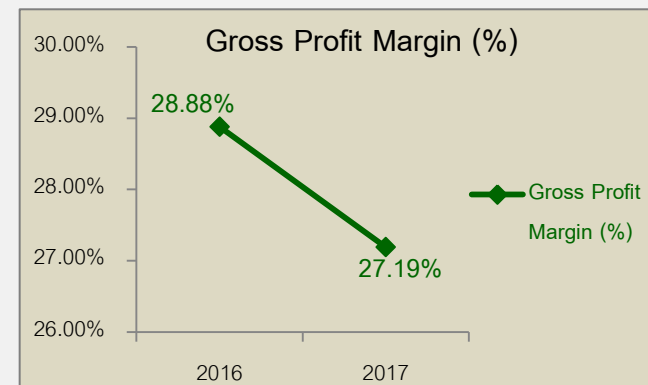
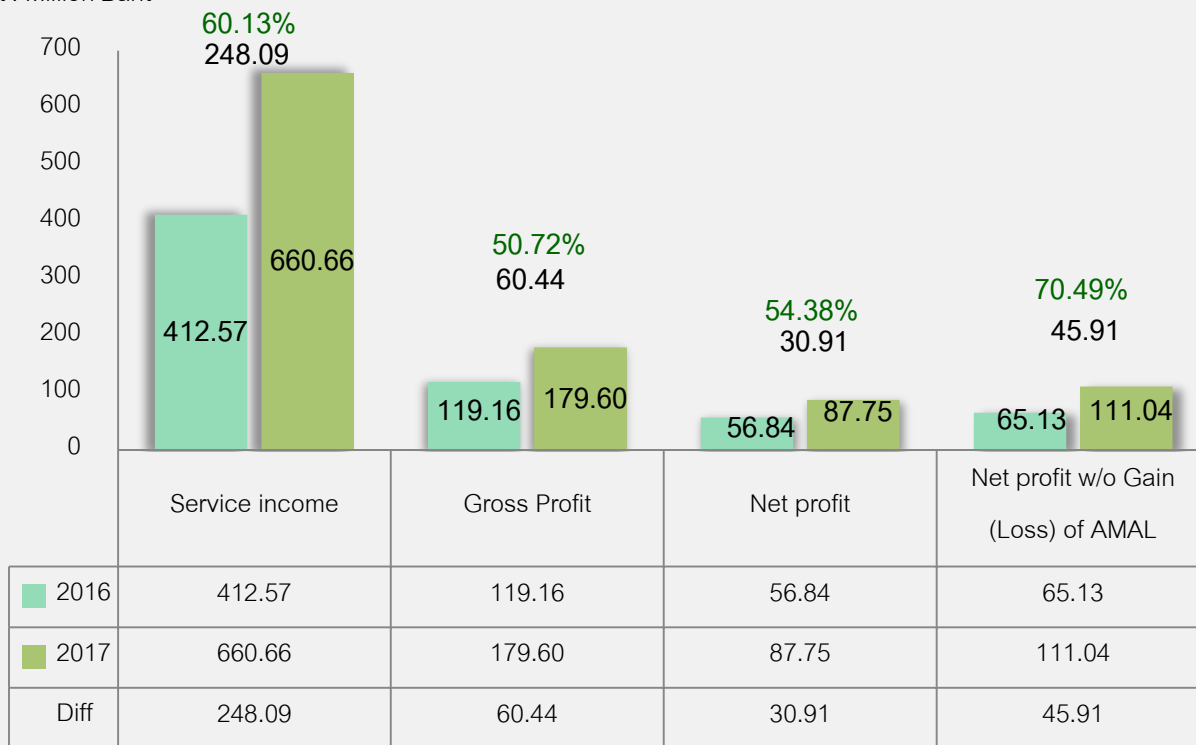
	Service income	Gross Profit	Gain (Loss) On Exchange Rate	Net profit	Net profit w/o Gain (Loss) on Exchange Rate
■ 2016	65.10	16.10	(1.22)	5.93	7.15
■ 2017	104.05	25.57	(7.19)	5.77	12.96
Diff	38.95	9.47	(5.97)	(0.16)	5.81



Statements of Comprehensive Income (Consolidated financial statements) – Convert to Baht

For the six-month periods June 30, 2017

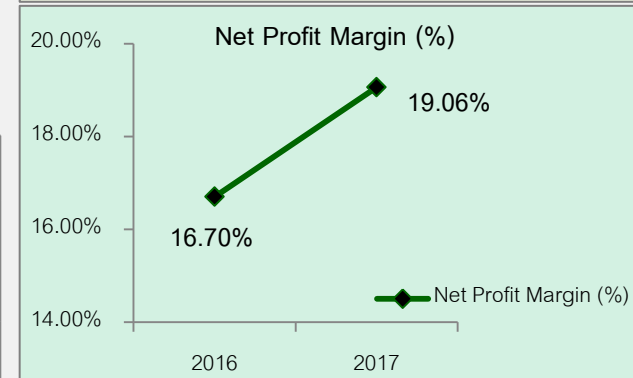
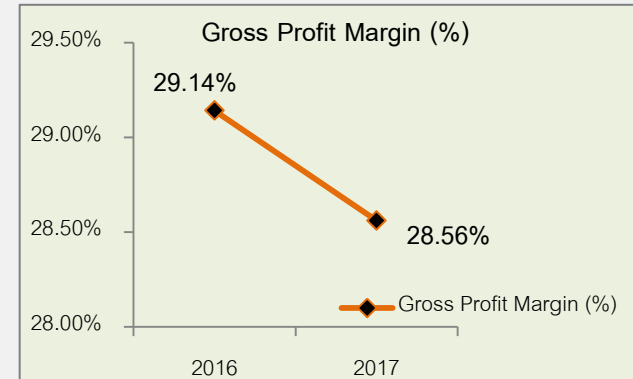
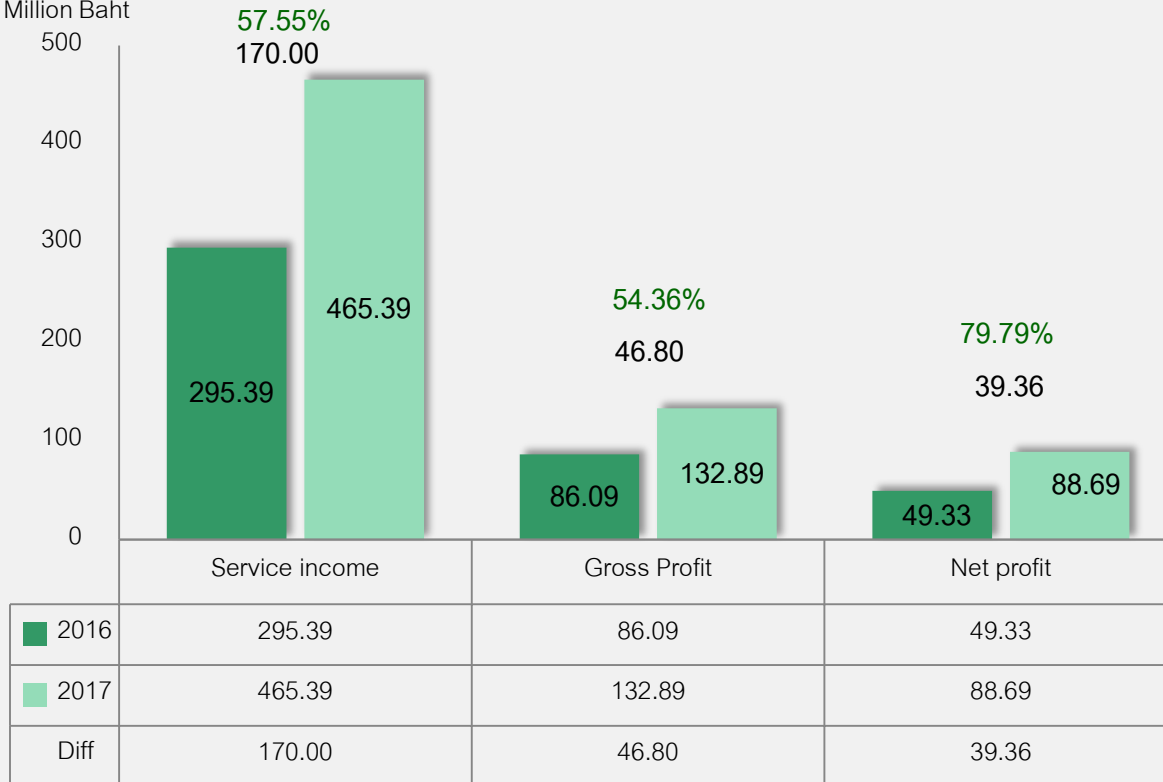
Unit : Million Baht



Statements of Comprehensive Income (Separate financial statements) – Convert to Baht

For the six-month periods June 30, 2017

Unit : Million Baht

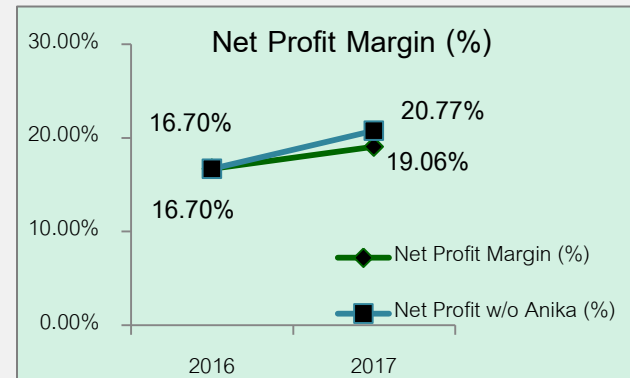
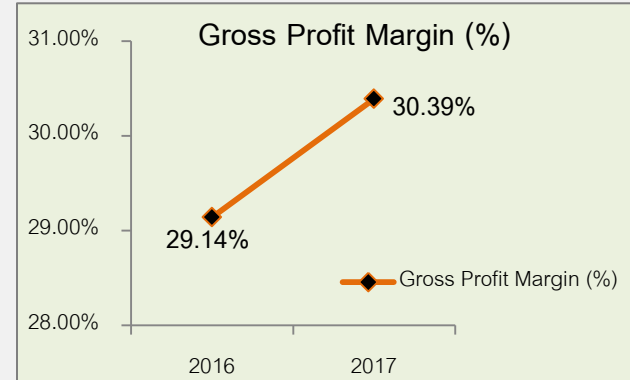
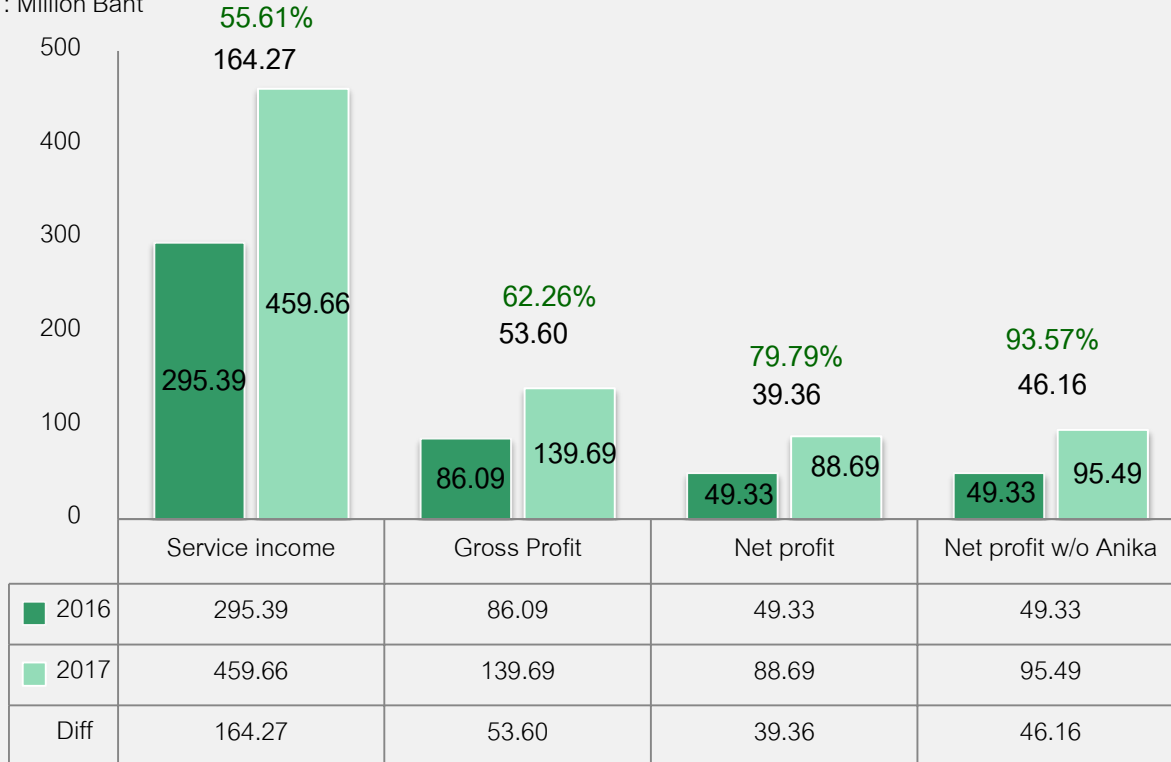


Operation Result & Financial Position

Statements of Comprehensive Income (Separate financial statements) – Without Operation of **Anika**

For the six-month periods June 30, 2017

Unit : Million Baht

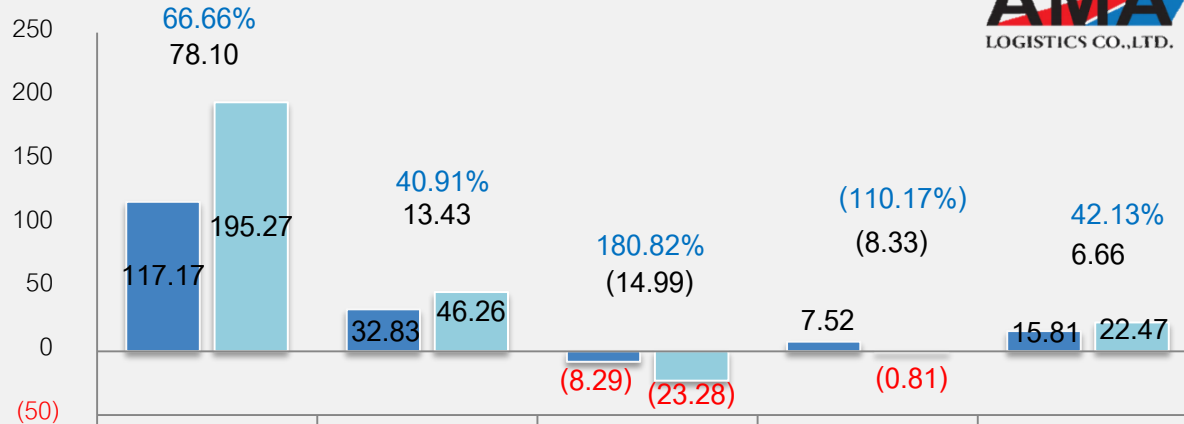


Operation Result & Financial Position

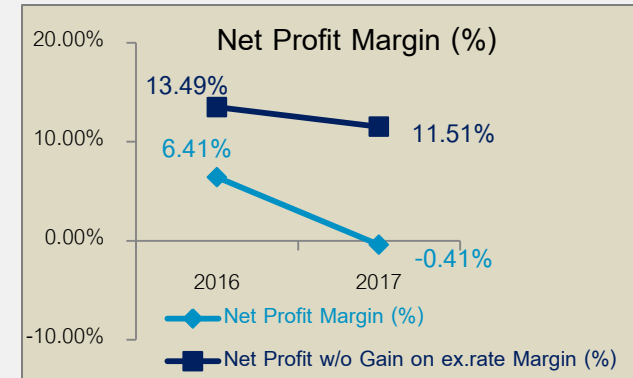
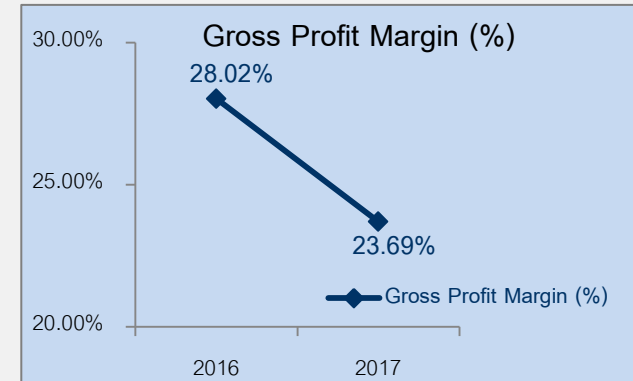
Statements of Comprehensive Income – Convert to Baht

For the six-month periods June 30, 2017

Unit : Million Baht



	Service income	Gross Profit	Gain (Loss) On Exchange Rate	Net profit	Net profit w/o Gain (Loss) on Exchange Rate
2016	117.17	32.83	(8.29)	7.52	15.81
2017	195.27	46.26	(23.28)	(0.81)	22.47
Diff	78.10	13.43	(14.99)	(8.33)	6.66



Net Profit – Analysis

Quarter 1 vs Quarter 2, 2016 - 2017

	Normal Net Profit				Net Profit w/o Gain (Loss) of AMAL				Net Profit w/o Anika	
	Baht	%	Baht	%	Baht	%	Baht	%	Baht	%
	2017		2016		2017		2016		2017	
Conso	87.75	13.28%	56.84	13.78%	111.04	16.81%	65.13	15.79%	94.55	14.44%
Q1	57.06	17.60%	15.82	8.70%	73.16	22.57%	22.89	12.59%	57.06	17.60%
Q2	30.69	9.12%	41.03	17.78%	37.88	11.26%	42.24	18.30%	37.49	12.12%
AMA	88.69	19.06%	49.33	16.70%					95.49	20.77%
Q1	63.65	27.32%	14.25	10.98%					63.65	27.32%
Q2	25.04	10.77%	35.08	21.17%					31.84	14.05%
AMAL	(0.81)	(0.42%)	7.52	6.41%	22.47	11.51%	15.80	13.48%		
Q1	(6.59)	(7.22%)	1.59	3.04%	9.51	10.42%	8.65	16.61%		
Q2	5.77	5.55%	5.93	9.11%	12.96	12.46%	7.15	10.98%		



Net Profit – Analysis

Quarter 1 vs Quarter 2, 2016 - 2017

	Normal Net Profit				Net Profit w/o Gain (Loss) of AMAL, Other income (expenses), Anika			
	Baht	%	Baht	%	Baht	%	Baht	%
	2017		2016		2017		2016	
Conso	87.75	13.28%	56.84	13.78%	126.80	19.19%	59.01	14.30%
Q1	57.06	17.60%	15.82	8.70%	73.16	22.57%	22.89	12.59%
Q2	30.69	9.12%	41.03	17.78%	53.64	15.94%	36.12	15.65%
AMA	88.69	19.06%	49.33	16.70%	104.45	22.44%	43.20	14.62%
Q1	63.65	27.32%	14.25	10.98%	63.65	27.32%	14.25	10.98%
Q2	25.04	10.77%	35.08	21.17%	40.80	17.56%	28.95	17.47%
AMAL	(0.81)	(0.42%)	7.52	6.41%	22.47	11.51%	15.81	13.49%
Q1	(6.59)	(7.22%)	1.59	3.04%	9.51	10.42%	8.66	16.63%
Q2	5.77	5.55%	5.93	9.11%	12.96	12.46%	7.15	10.98%



Extraordinary Revenues and Expenses

2Q2016	2Q2017
<ul style="list-style-type: none">- Insurance claim 6.13 MB- Exchange loss of AMAL 1.22 MB	<ul style="list-style-type: none">- Anika's expenses 12.53 MB- Anika's revenues 5.73 MB- Unclaimed VAT 8.96 MB- Exchange loss of AMAL 7.19 MB
<ul style="list-style-type: none">- Net profit margin w/o extraordinary items 15.65%	<ul style="list-style-type: none">- Net Profit Margin w/o extraordinary items 15.94%



Ratio Analysis (Consolidated financial statements)

As at June 30, 2017

	USD convert to Baht		
	2017	2016	Different
<i>Current Ratio (current assets / current liabilities)</i>	1.69	4.83	(3.14)
<i>Quick Ratio (current assets - Inventories / current liabilities)</i>	1.58	4.72	(3.14)
<i>Debt to Equity Ratio (Total liabilities / Total shareholders' equity)</i>	0.70	0.55	0.15
<i>Return on Asset (ROA) (Net profit / Total assets Avg.)</i>	5.31	6.78	(1.47)
<i>(Net profit - Gain (Loss) on exchange rate/ Total assets Avg.)</i>	4.91	6.99	(2.08)
<i>Return on Equity (ROE) (Net profit / Total shareholders' equity Avg.)</i>	8.62	11.07	(2.45)
<i>(Net profit - Gain (Loss) on exchange rate/ Total shareholders' equity Avg.)</i>	7.97	11.42	(3.45)
<i>Return on Fixed Assets (Net profit + Depreciation / Total fixed assets Avg.)</i>	14.94	19.36	(4.42)
<i>(Net profit - Gain (Loss) on exchange rate + Depreciation / Total fixed assets Avg.)</i>	14.36	19.70	(5.34)
<i>Operation Income Margin (Operation Income / Sales) %</i>	17.87	18.33	19.25 } 2559 (0.46)
<i>(Operation Income - Gain (Loss) on exchange rate / Sales) %</i>	16.87	19.80	19.73 } (2.93)
<i>Gross Profit Margin (Gross Profit / Sales) %</i>	27.19	28.88	30.13 - 2559 (1.69)
<i>Interest Bearing Debt (interest-bearing debt / Total shareholders' equity)</i>	0.64	0.51	0.13



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TANKER FLEET



TANK TRUCK FLEET



LOGISTICS BUSINESS



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Significant
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Operations





**Significant
on
Business
Operations**

- ✓ The Continued Growth of Total Revenue
 - Continued Growth of Revenue from marine transportation
- ✓ High Gross Profit
- ✓ Good Level of Net Profit
- ✓ Strong Financial Status D/E is at low level of 0.70
- ✓ Outstanding of Future Project to Expand the Business Both marine and inland that allow the Company to extend the service routes, variety of delivery goods including backhauling service that will continuously drive the revenue.

Q & A

