



**AMA
MARINE**

PUBLIC COMPANY LIMITED

Opportunity Day



1Q2017

25 MAY 2017

Topics



I. Company Background & Development

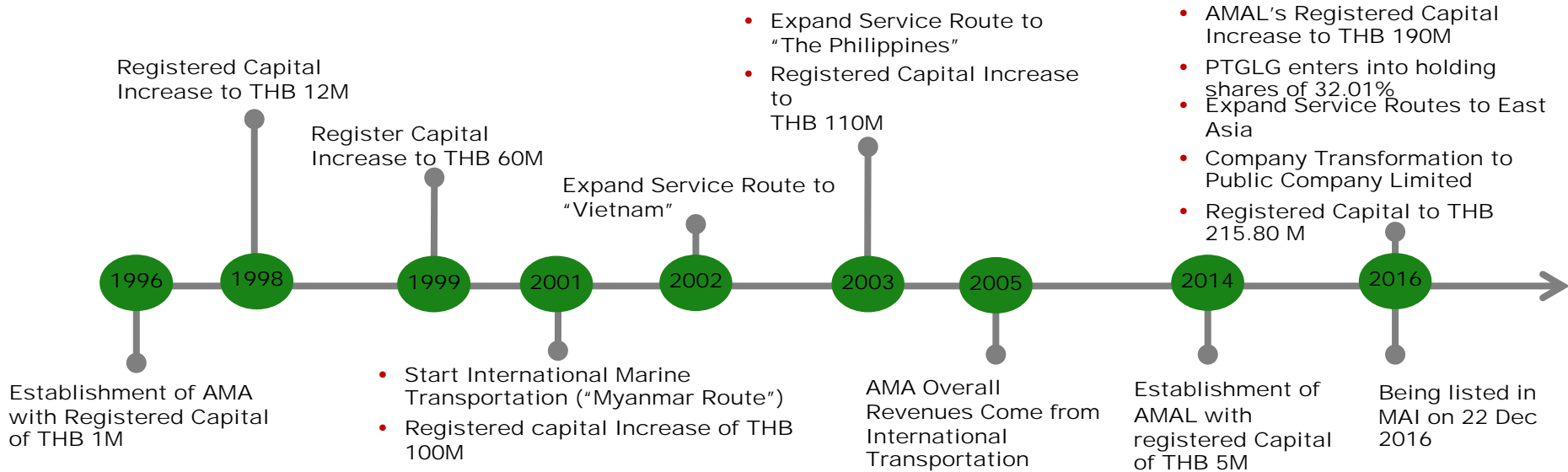
II. Nature of Business

III. Operation Result & Financial Position

IV. Investment Highlighted

V. Significant Investment

Company Background & Development



No. of Tanker Vessels & Tanker Trucks



Vessels

DWT



Trucks

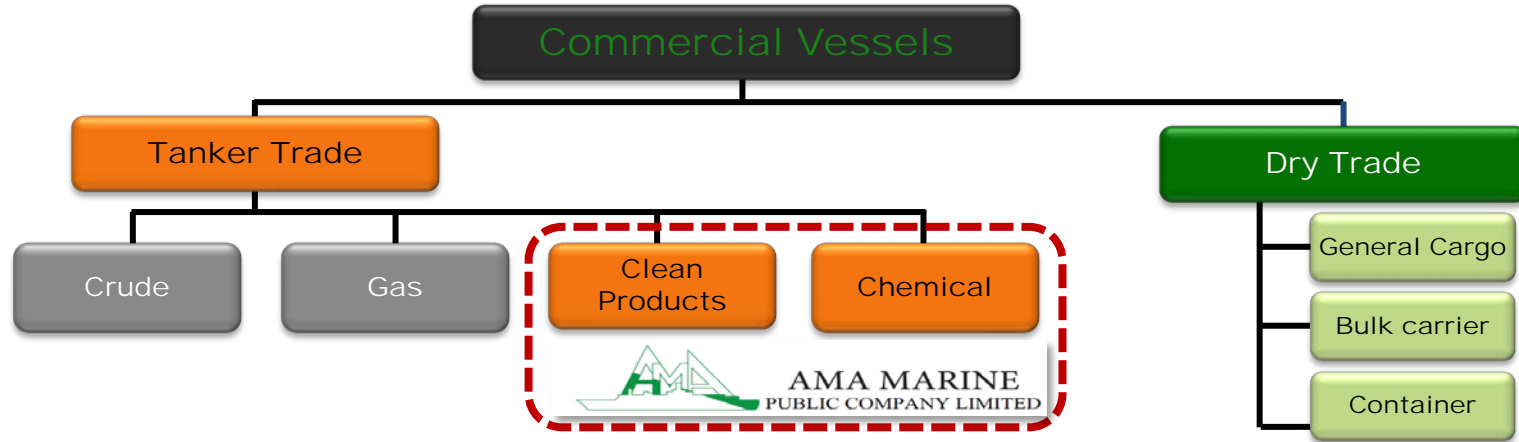
Loading capacity(Million liter)

	1996	1999	2001	2002	2005	2009	2010	2012	2013	2014	2015	2016	1Q2017
Vessels	2	4	4	5	4	3	4	6	5	5	6	7	8
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	56,731
Trucks										5	43	100	120
Loading capacity(Million liter)										0.23	1.94	4.50	5.40

Marine Service



Overall Picture of Marine Service



Types of Vessels

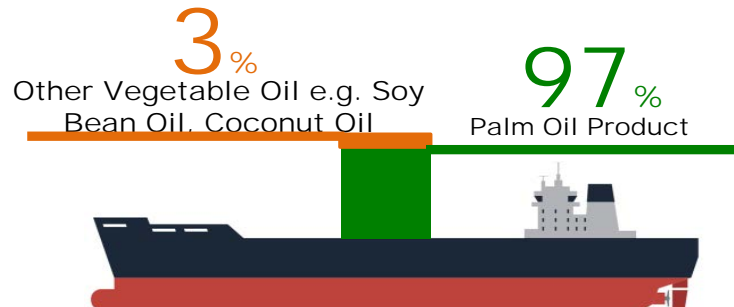
Dry Trade	Tanker Trade	Tanker	<ul style="list-style-type: none">Tankers designed specially for delivery particular items such as crude oil, vegetable oil, chemical, natural gas
		General cargo	<ul style="list-style-type: none">General cargo vessels deliver variety items – bulk and non-bulk
		Bulk carrier	<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 Service



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

- We presently have 8 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.	Vessles	DWT	Year Built	Year of Purchased	Remaining of Utilization (Years)
1	Chao Anoma	4,763	1995	2010	9
2	Primrose	4,908	1995	2012	6
3	AMA	3,110	1994	2012	8
4	Bergprai	3,165	1993	2012	7
5	Meson	4,823	2003	2015	17
6	Meya	9,942	2007	2016	21
7	Ulaya	13,020	2009	2016	23
8	Alinya	12,999	2009	2017	22
Total DWT		56,730			

World Class Clients

Marine Transportation Service : **Charterer**



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



"An International Company Exporting Consumption
Oils and Other Oils"



ASTRA-KLK Pte. Ltd.

"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"

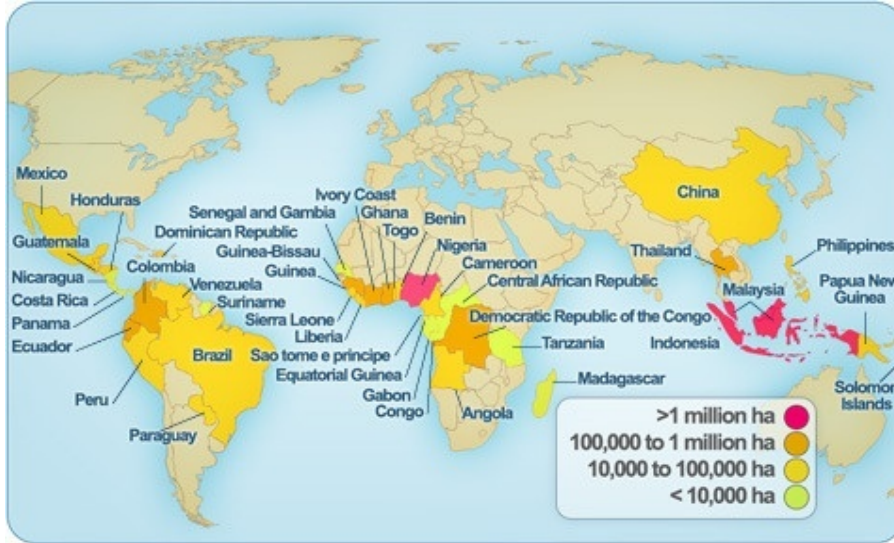


鴻貿國際私人有限公司
AGRITECH INTERNATIONAL PTE. LTD.

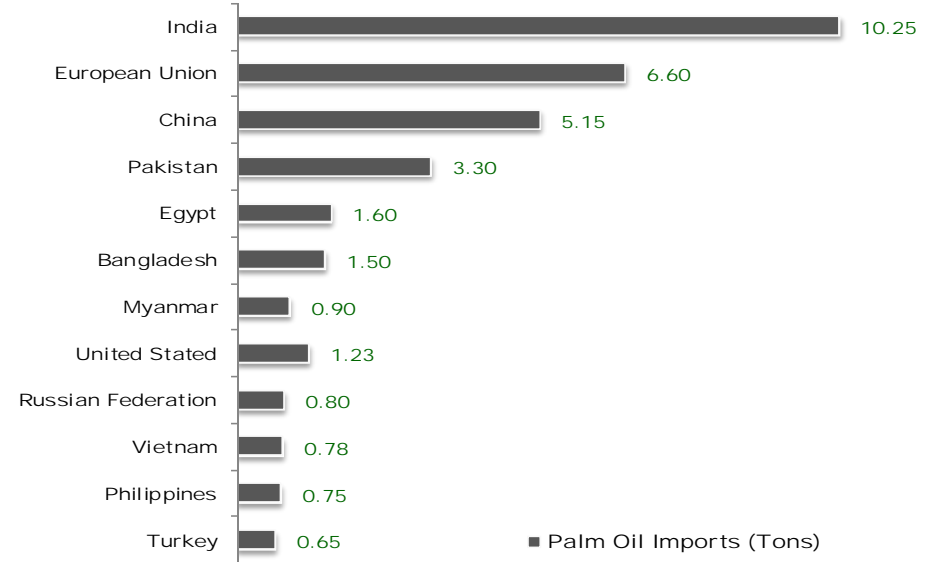


Globally Sources of Production and exporter of Palm

(Red color represents the countries that produce palm)



An estimate of the palm import in the following countries as at the end of 2016

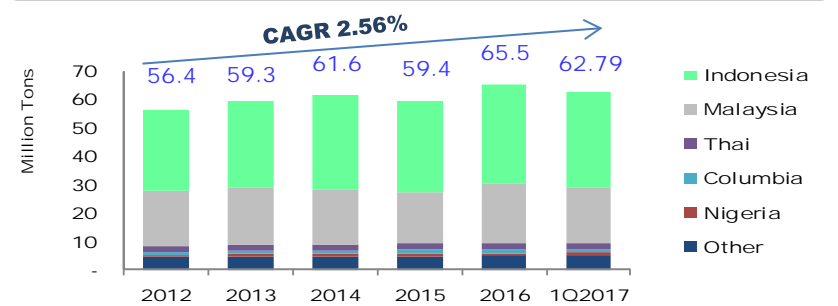


- The Company's service routes in the area of palm production and import of the world

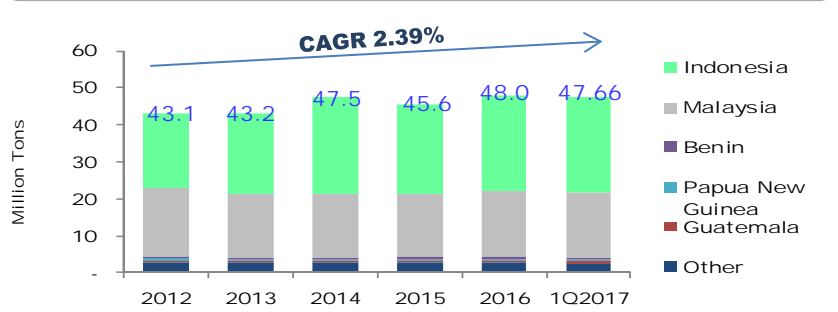
The Growth of Palm Oil Industrial



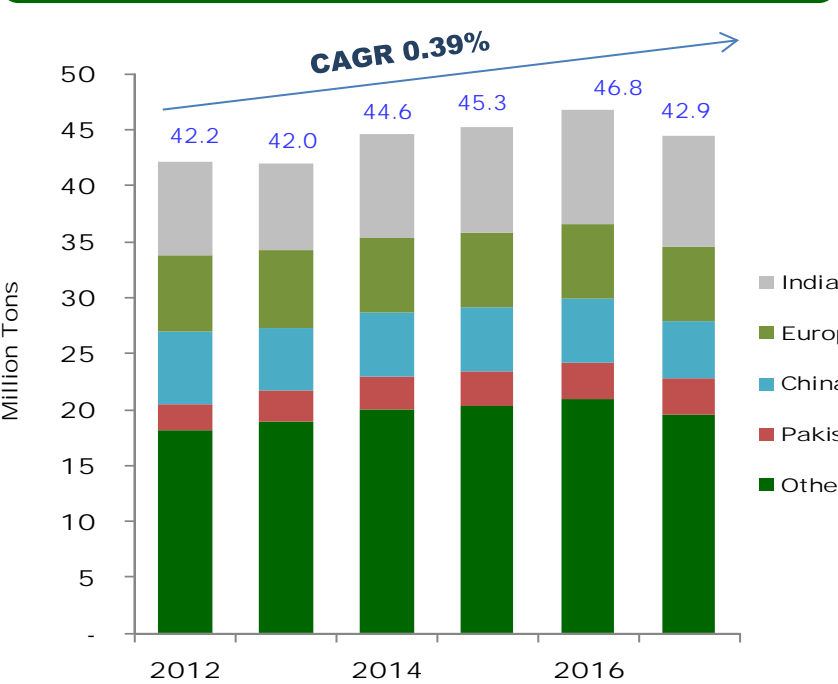
Producer of palm oil
(Figures show the quantity of palm oil production)



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



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





Marine Transportation Service Routes

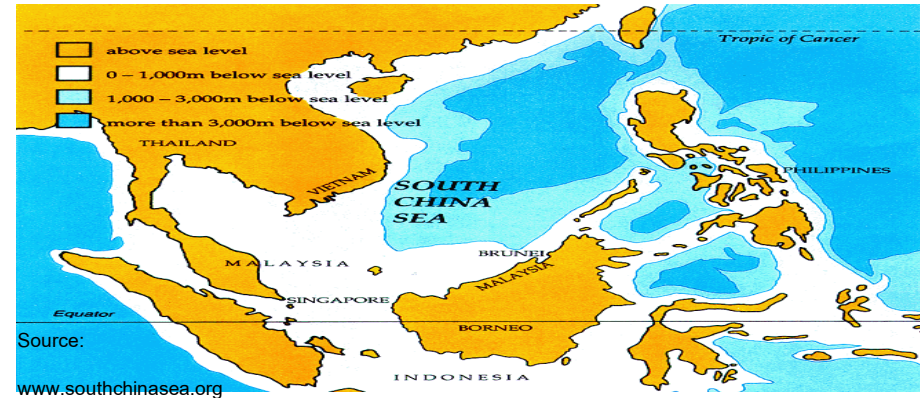
Trading Regions

- Southeast Asia
- East Asia
- South Asia



- The Company mainly operates the business in SEA
- The significant palm oil producers are Indonesia, Malaysia who deliver the product to Myanmar, Vietnam, and The Philippines
- Expansion of service routes to South China, and India


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 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	108,266	30.77
AMA 	8	56,730	16.12
Samuraya Layer Sentosa, Indonesia	1	9,436	2.68
Antares Tankers, Singapore	1	6,702	1.90
Thai Ship owner	1	6,275	1.78
Thai Ship owner	2	5,299	1.51
Tranport Energy Marine, Singapore	1	4,993	1.42
Thai Ship owner	1	3,911	1.11
Megaports, Singapore	1	3,678	1.05
Tien Thanh, Vietnam	1	2,953	0.84
Others	12	143,642	40.82
Total	38	351,885	100.00

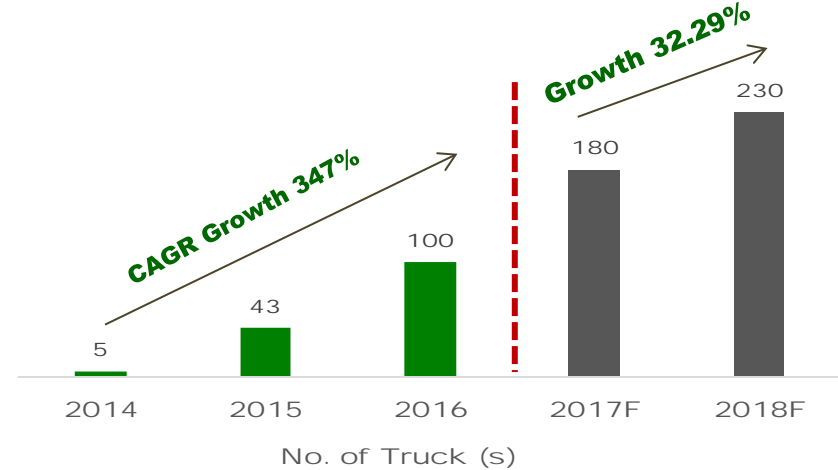
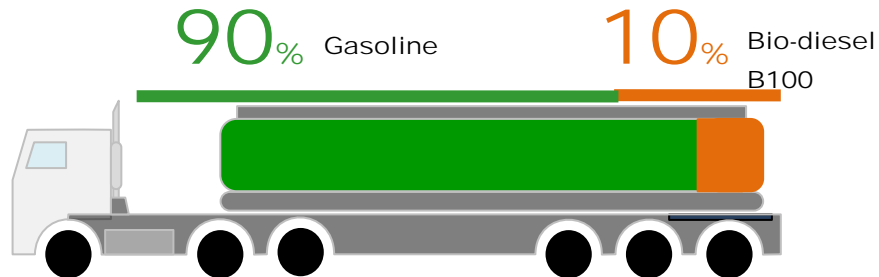


Tank Trucks Service

Nature of Business – Tank Trucks Service

The Company's subsidiary – A.M.A. Logistics Co., Ltd ("AMAL") provides the service on inland liquid carrier by tank trucks. We have totally 120 tank trucks, being able to load up to 45,000 liter 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(liter)
2014	5	225,000
2015	43	1,935,000
2016	100	4,500,000
1Q2017	120	5,400,000

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

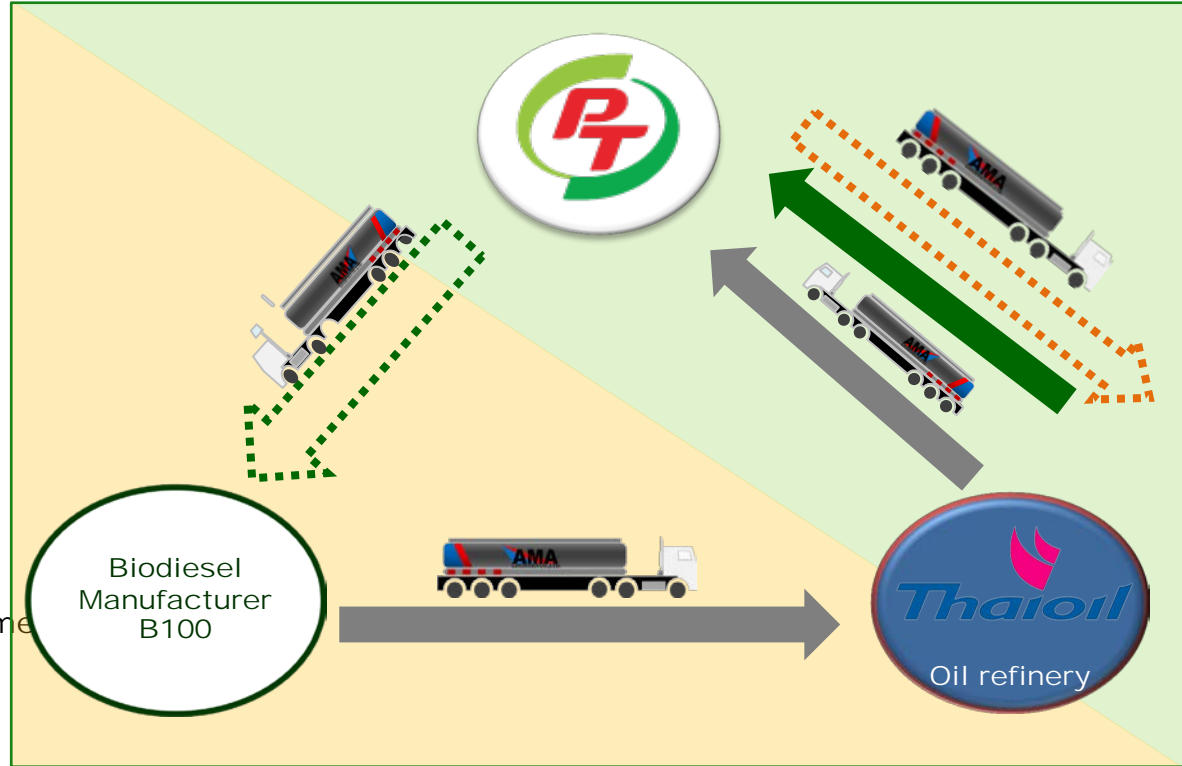
Trucks Route



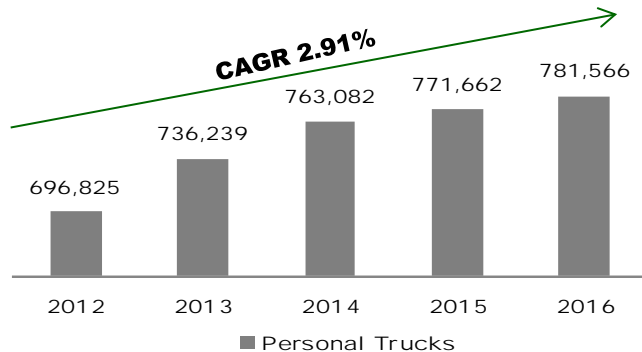
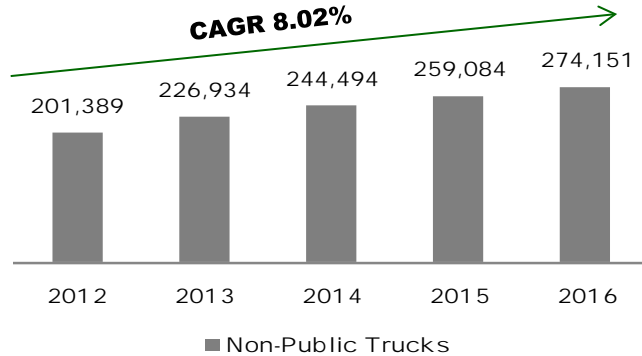
Type 1
One Way Trip



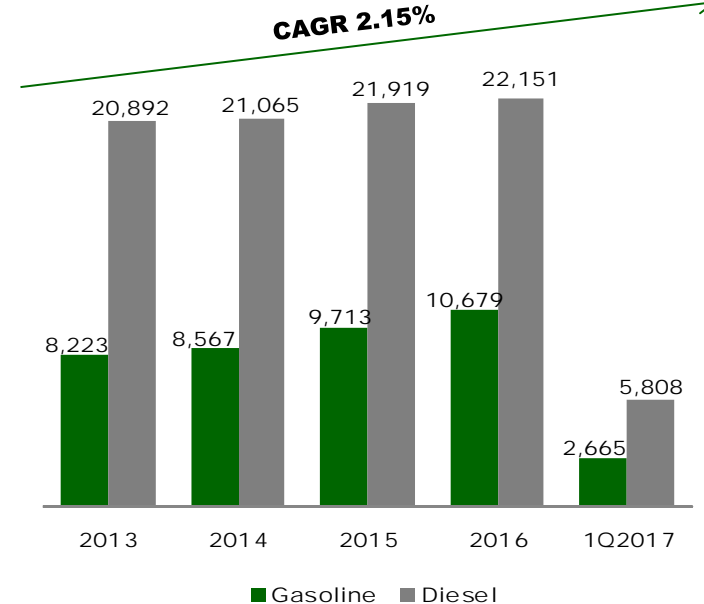
Type 2
Backhauling Management



No. of Truck (s) - Domestic



Quantity of Fuel Usage - Domestic

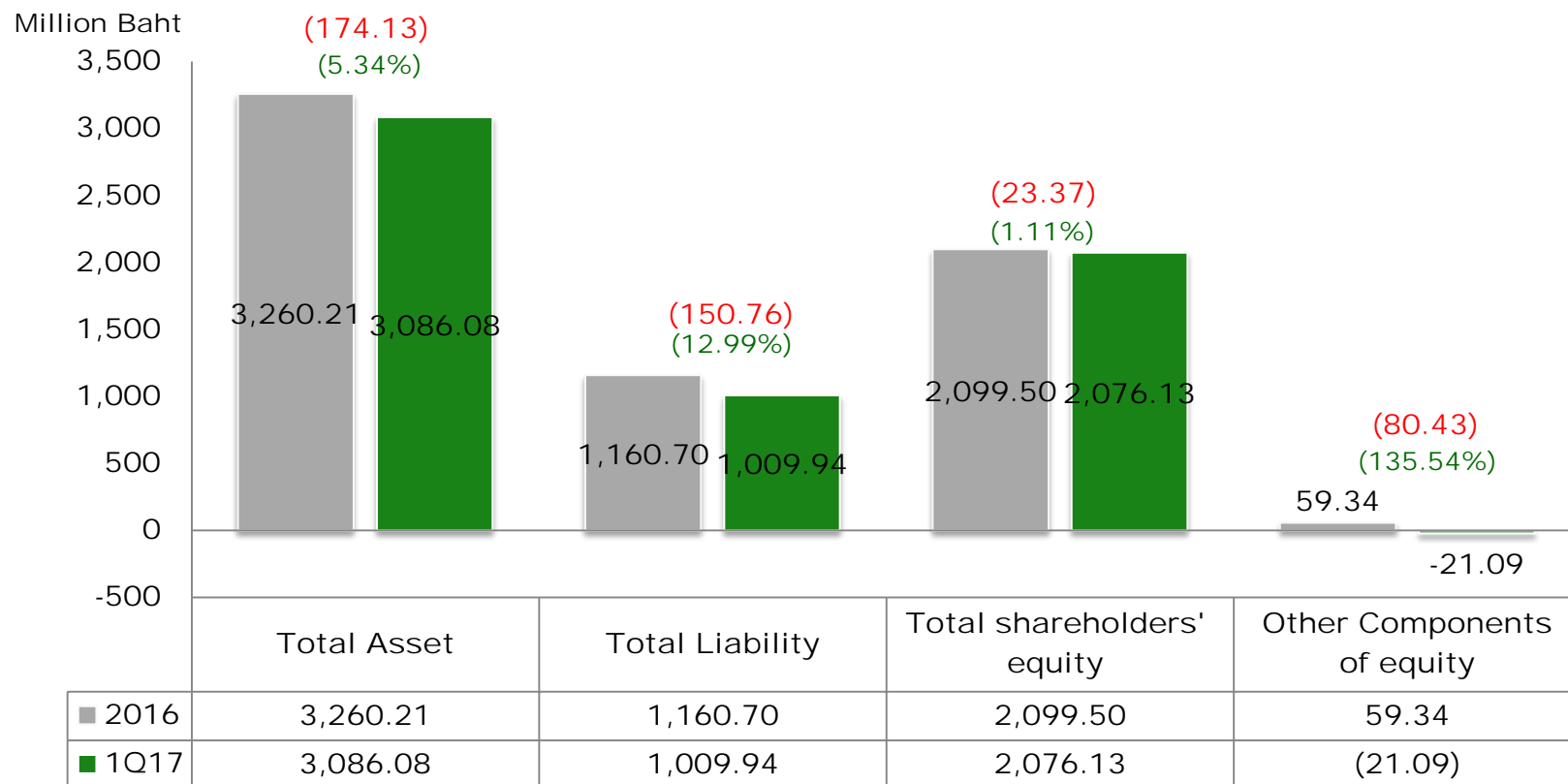


Operation Result & Financial Position



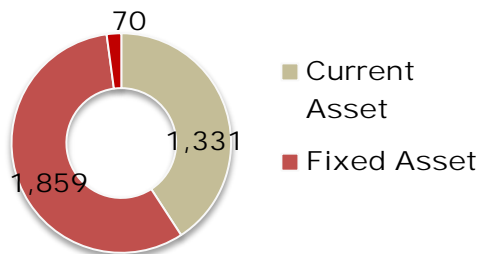
Statements of financial position

(Consolidated financial statements) – Convert to Baht

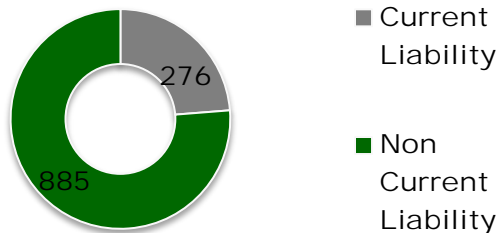


Statements of financial position (Consolidated financial statements) – Convert to Baht

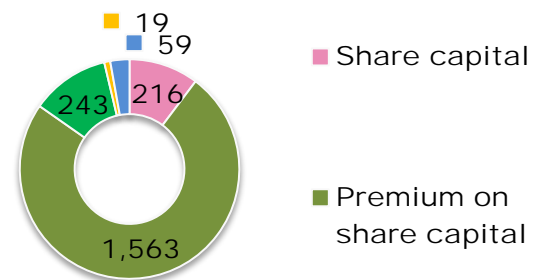
Asset - 2016



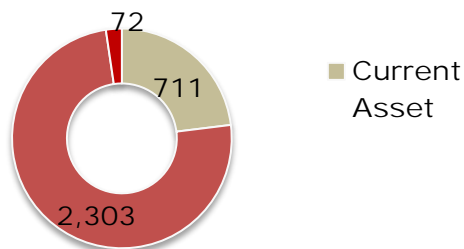
Liability - 2016



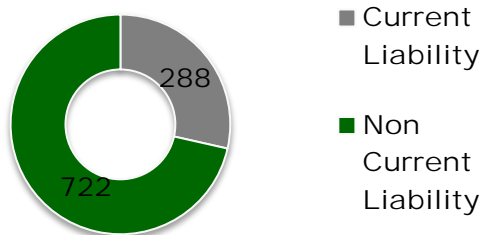
Equity - 2016



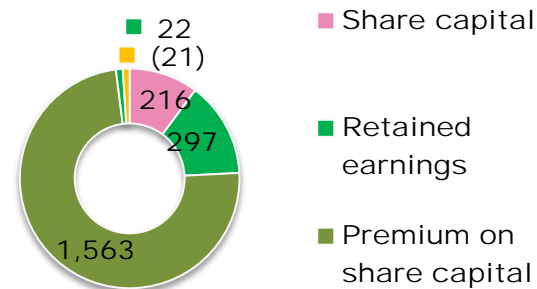
Asset - 1Q17



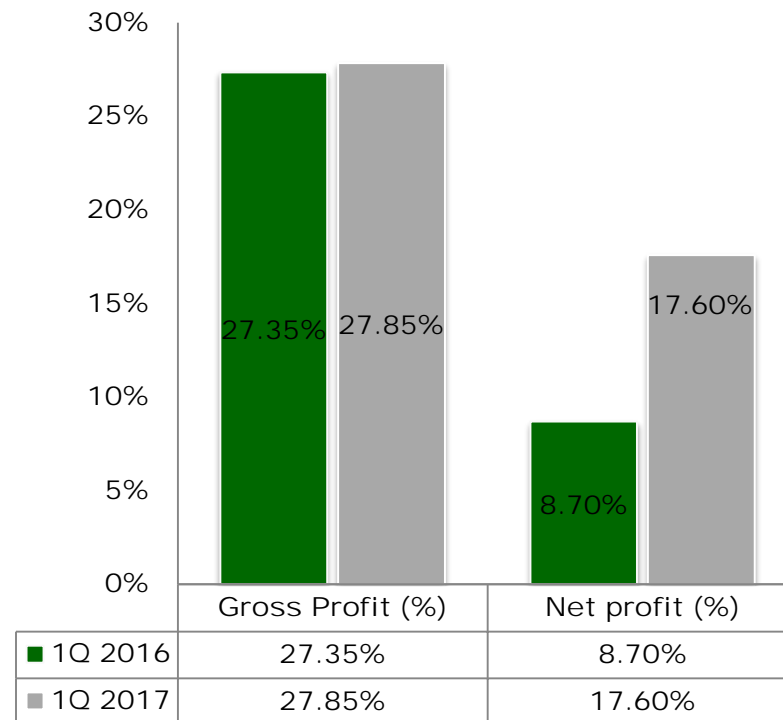
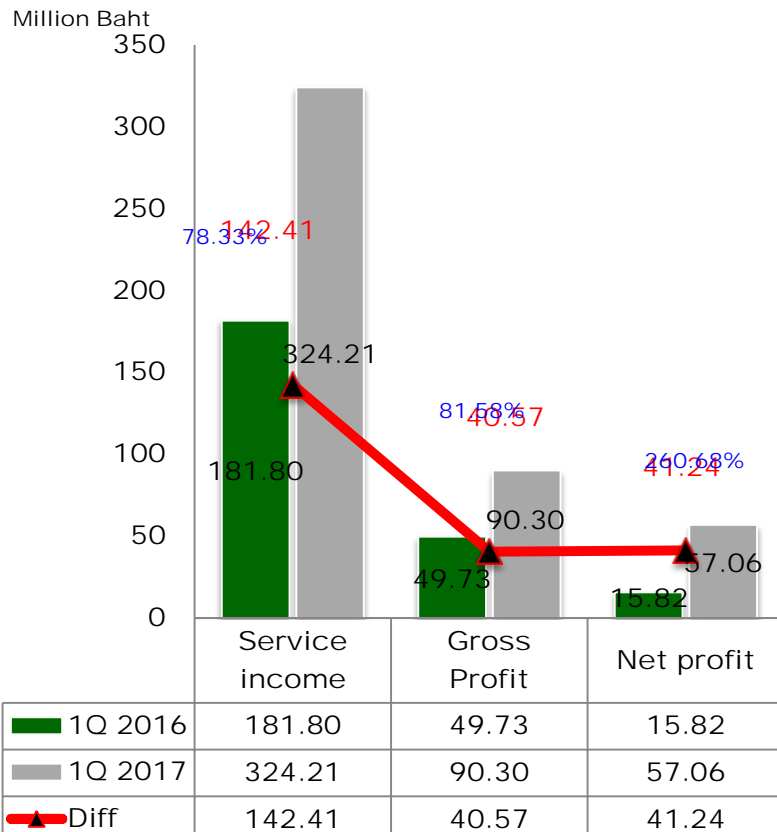
Liability - 1Q17



Equity - 1Q17



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

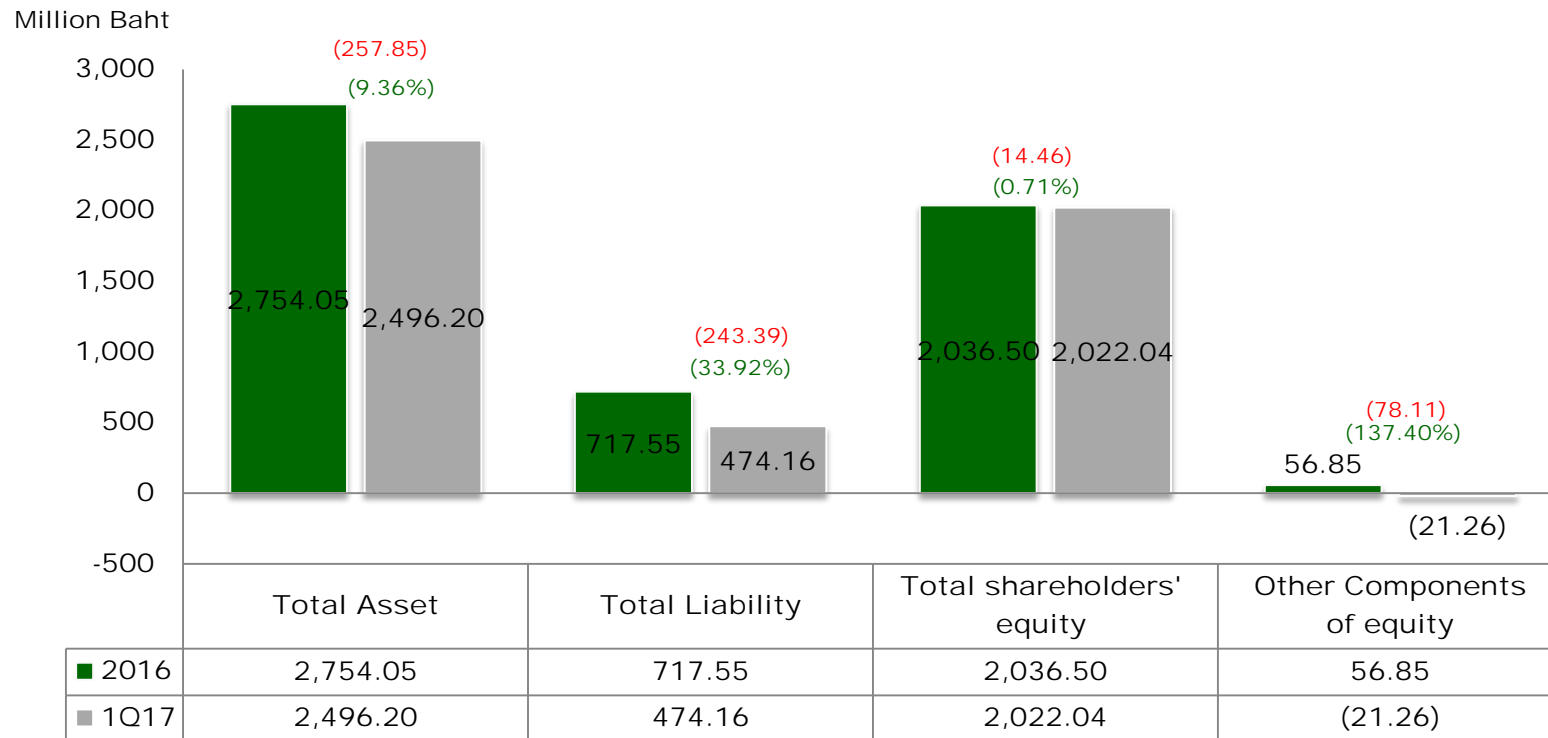




Ratio Analysis (Consolidated financial statements)

	USD convert to Baht		
	1Q17	2016	Different
Current Ratio (current assets / current liabilities)	2.47	4.83	(2.36)
Quick Ratio (current assets - Inventories / current liabilities)	1.99	4.72	(2.73)
Debt to Equity Ratio (Total liabilities / Total shareholders' equity)	0.49	0.55	(0.06)
Return on Asset (ROA) (Net profit / Total assets Avg.)	7.19	6.78	0.41
Return on Equity (ROE) (Net profit / Total shareholders' equity Avg.)	10.93	11.07	(0.14)
Return on Fixed Assets (Net profit +Depreciation / Total fixed assets Avg.)	18.57	19.34	(0.77)
Interest Bearing Debt (interest-bearing debt / Total shareholders' equity)	0.43	0.51	(0.08)

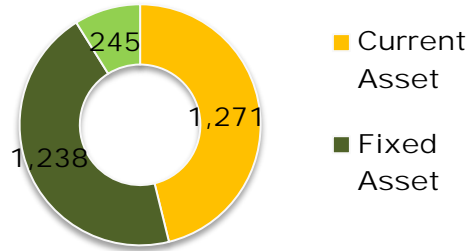
Statements of financial position (Separate financial statements)



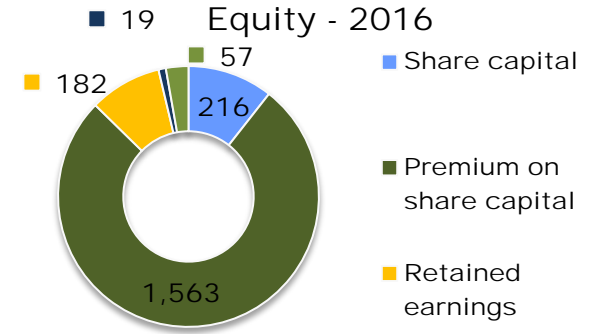
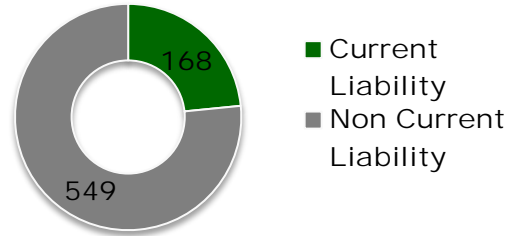
Statements of financial position (Separate financial statements) – Convert to baht



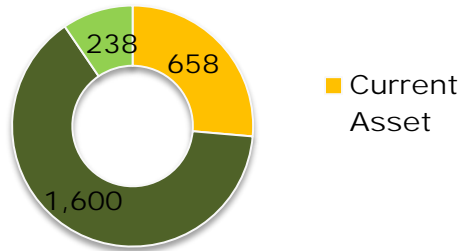
Asset - 2016



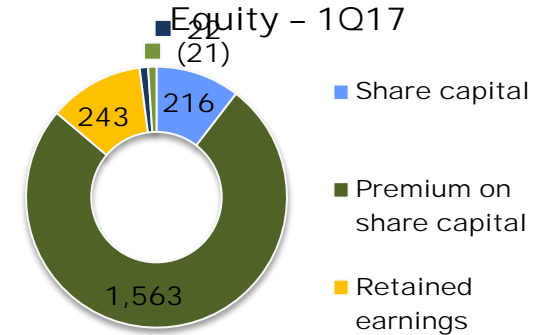
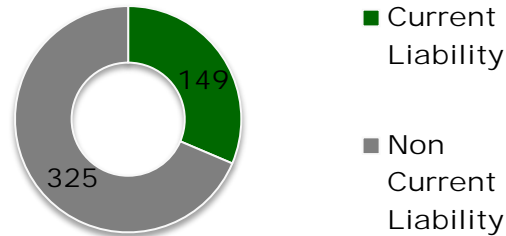
Liability - 2016



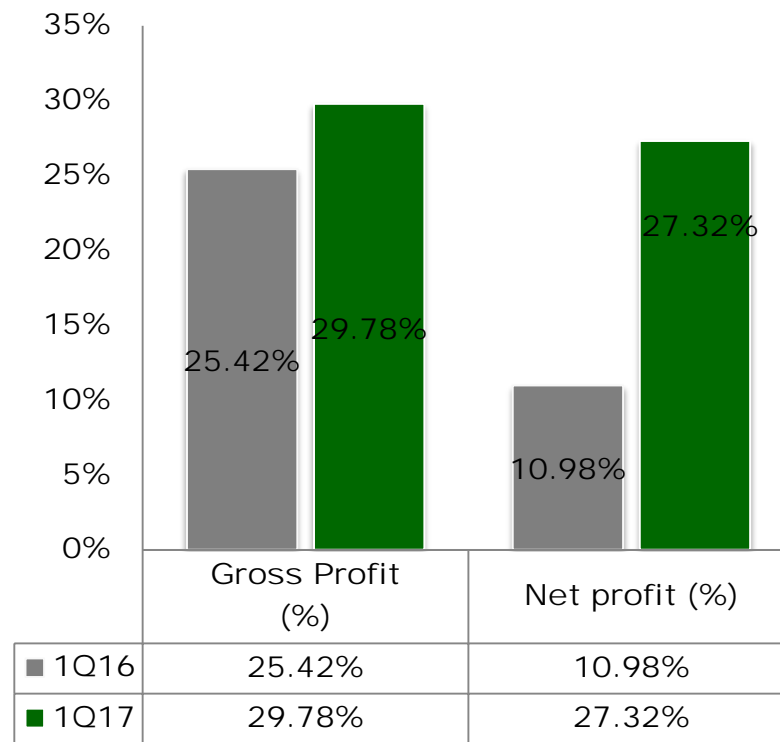
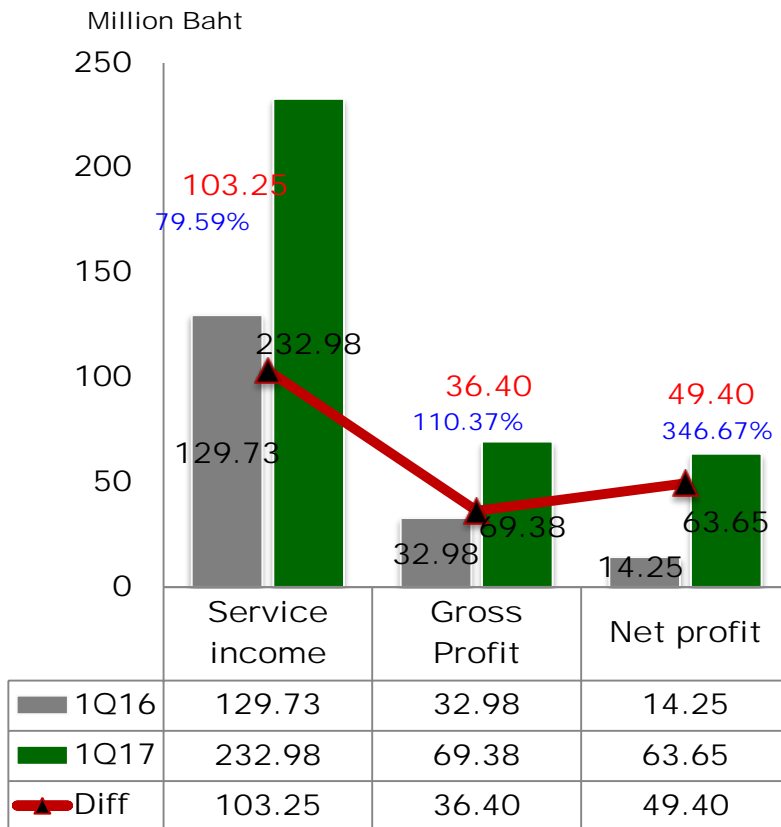
Asset - 1Q17



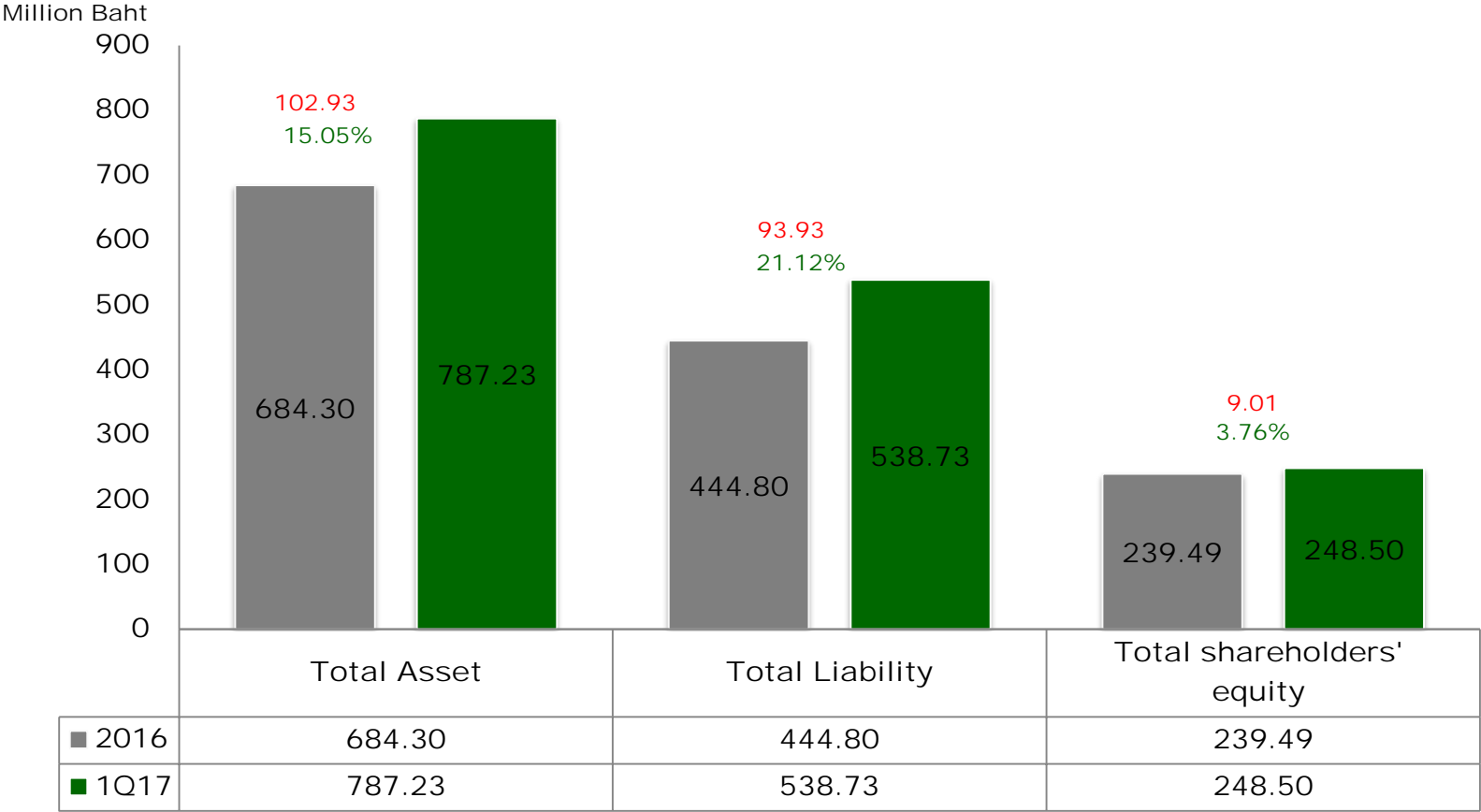
Liability - 1Q17



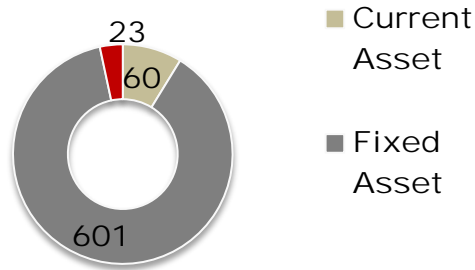
Statements of Comprehensive Income (Separate financial statements) – Convert to Baht



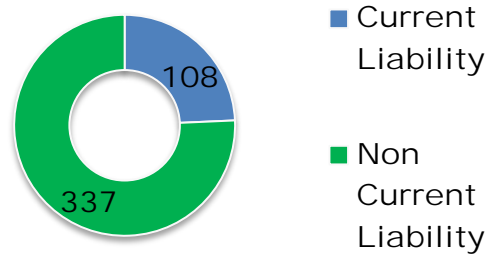
Statements of financial position - Baht



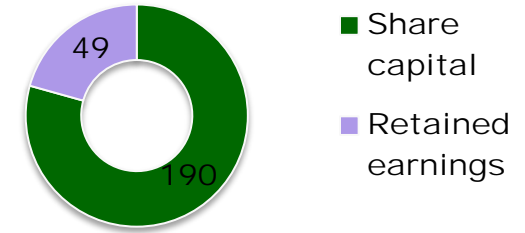
Asset - 2016



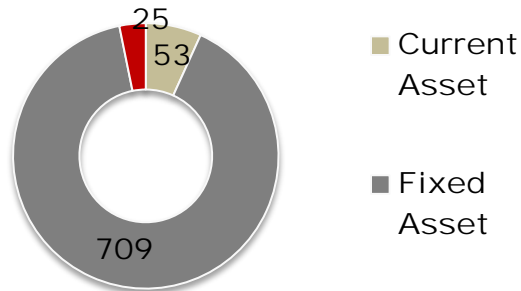
Liability - 2016



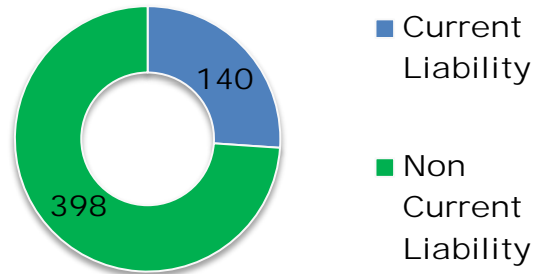
Equity - 2016



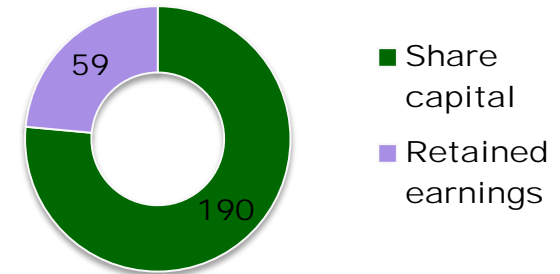
Asset - 1Q17



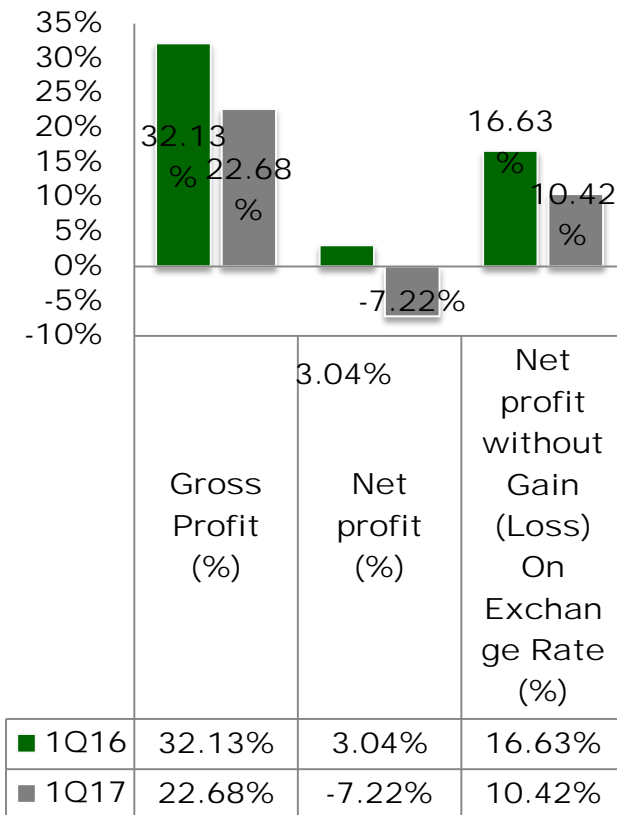
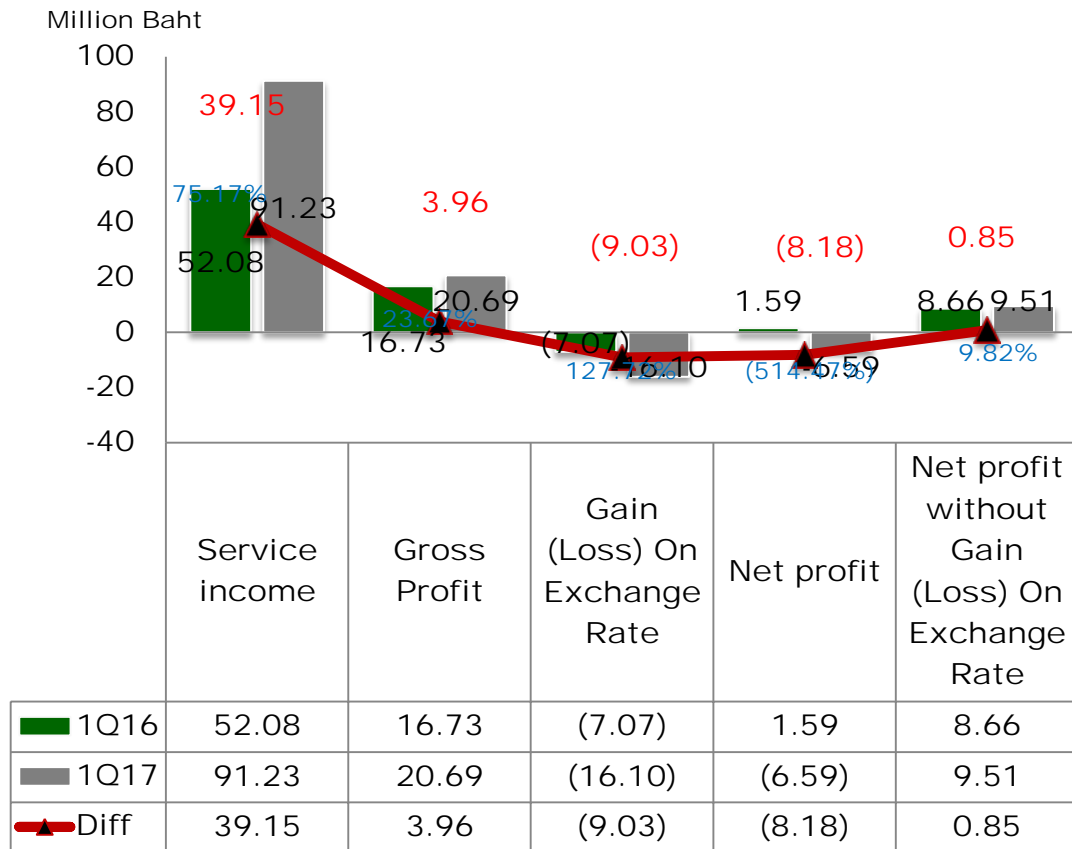
Liability - 1Q17



Equity - 1Q17



Statements of Comprehensive Income – Convert to Baht



Revenue Breakdown



Revenue structure	1Q16		1Q17	
	Million Baht	%	Million Baht	%
<u>International liquid logistic service</u>				
Service income	116.25	63.94	221.45	68.30
Demurrage charge	13.48	7.41	11.53	3.56
Total revenue from tankers	129.73	71.36	232.98	71.86
<u>Domestic land logistic service</u>				
Service income	52.07	28.64	91.23	28.14
Total revenue from tank trucks	52.07	28.64	91.23	28.14
Total revenue from services	181.80	100.00	324.21	100.00

Significant increase in operations



Statements of Comprehensive Income	1Q16		1Q17	
	Million Baht	%	Million Baht	%
<u>AMA Marine</u>				
Service income	129.73	100.00	232.98	100.00
Gross Profit	32.98	25.42	69.38	29.78
Net Profit	14.25	10.98	63.65	27.32
<u>AMA Logistic</u>				
Service income	52.08	100.00	91.23	100.00
Gross Profit	16.73	32.13	20.69	22.68
Gain (Loss) On Exchange Rate	(7.07)	(13.57)	(16.10)	(17.65)
Net Profit	1.59	3.04	(6.59)	(7.22)
Net profit without Gain (Loss) On Exchange Rate	8.66	16.63	9.51	10.42

Investment Highlighted



TANKER FLEET



TANK TRUCK FLEET



LOGISTICS BUSINESS

Significant on Business Operations

- ✓ The Continued Growth of Total Revenue
 - Continued Growth of Revenue from marine transportation
 - Outstanding Growth of Revenue from inland transportation
- ✓ High Gross Profit
- ✓ Good Level of Net Profit
- ✓ Strong Financial Status D/E is at low level of 0.49
- ✓ 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

