

3Q2017

เมฑอบร

# 20 November 2017



05

Significant

**Business** 

Operations



01	02	03	04	
Company	Nature of	Operation Result	l Investment	
Background &	Business	& Financial Position	Highlighted	
Development				





#### AMA MARINE PUBLIC COMPANY LIMITED

# **Company Background & Development**

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#### No. of Tanker Vessels & Tanker Trucks

<b></b>		1996	1999	2001	2002	2005	2009	2010	2012	2013	2014	2015	2016	1Q2017	2Q2017	3Q2017
Jan Ma	Vessels	2	4	4	5	4	3	4	6	5	5	6	7	8	9	10
	(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	82,981
	Trucks										5	43	100	120	125	135
	Loading capacity										0.23	1.94	4.50	5.40	5.63	6.08
	(mL)										0.20	1.94	4.00	0.40	0.00	0.00





 	01	02	03	04	05
	Company	Nature of	Operation Result	   Investment	l   Significant
į –	Background &	Business	& Financial	Highlighted	Business
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# **Marine Services**

# **Overview - Marine Service**





# 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, 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	Меуа	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.





# **Industrial Review**

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#### Mexico Ivory Coast China Honduras Senegal and Gambia Ghana Benin Dominican Republic Togo Guatemala Philippines Nigeria Guinea-Bissau Thailand ; Cameroon Colombia Guinea Central African Republic Nicaragua Papua New Venezuela Guinea Costa Rica Suriname Democratic Republic of the Congo Sierra Leone Panama -Liberia Tanzania Indones Ecuador Brazil Sao tome e principe Equatorial Guinea Madagascar Solomon Gabon Peru Islands Congo Angola >1 million ha Paraguay 100,000 to 1 million ha 10,000 to 100,000 ha < 10,000 ha

#### An estimate of the palm import in the following countries

(Year of Estimate : 2017)



Source: www.indexmundi.com (as of 6 November 2017)

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

# The Growth of Palm Oil Industrial



#### The Company's service information and Competitive Advantage of AMA





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#### 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	9	105,886	34.88
AMA Marine Public Company Limited	6	23,935	7.89
Megaports, Singapore	2	10,468	3.45
Thai Ship owner	3	7,820	2.58
Samuraya Layer Sentosa - Medan, Indonesia	1	4,718	1.55
Thai Ship owner	1	3,911	1.29
Thai Ship owner	1	2,998	0.99
Tien Thanh, Vietnam	1	2,952	0.97
Others	18	140,862	46.40
Total	42	303,550	100.00

AMA MARINE PUBLIC COMPANY LIMITED

# **Nature of Business**

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# **Tank Trucks Service**

### Nature of Business - Tank Trucks Service

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The Company's subsidiary – AMA Logistics Co., Ltd. ("AMAL") provides the service on inland liquid carrier by tank trucks. We have totally 135 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
3Q2017	135	6,075,000

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





# **Supporting Factors - AMAL**





Source: DLT

Source: DOEB



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01	02	03	04	05
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Development		Position		Operations
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For the three-month periods September 30, 2017



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For the three-month periods September 30, 2017



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Statements of Comprehensive Income - Convert to Baht

For the three-month periods September 30, 2017



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Statements of Comprehensive Income - Convert to Baht

For the nine-month periods September 30, 2017





#### Ratio Analysis (Consolidated financial statements)

As at September 30, 2017

	USD convert to Baht		
	2017	2016	Different
Current Ratio (current assets / current liabilities)	1.42	4.83	(3.41)
Quick Ratio (current assets - Inventories / current liabilities)	1.30	4.72	(3.42)
Debt to Equity Ratio (Total liabilities / Total shareholders' equity)	0.86	0.55	0.31
Return on Asset (ROA) (Net profit before tax and interest / Total assets Avg.)	8.72	8.75	(0.03)
(Net profit before tax and interest - Gain (Loss) on exchange rate/ Total assets Avg.)	8.42	8.97	(0.55)
Return on Equity (ROE) (Net profit / Total shareholders' equity Avg.)	11.92	11.07	0.85
(Net profit - Gain (Loss) on exchange rate/ Total shareholders' equity Avg.)	11.37	11.42	(0.05)
Return on Fixed Assets (Net profit before tax and interest + Depreciation / Total fixed assets Avg.)	15.87	19.36	(3.49)
(Net profit before tax and interest - Gain (Loss) on exchange rate + Depreciation / Total fixed assets Avg.)	15.49	19.70	(4.21)
Operation Income Margin (Operation Income / Sales) %	17.18	19.00	19.25 ] 2559 (1.82)
(Operation Income - Gain (Loss) on exchange rate / Sales) %	16.84	20.36	19.73 (3.52)
Gross Profit Margin (Gross Profit / Sales) %	26.68	30.26	30.13 - 2559 (3.58)
Interest Bearing Debt (interest-bearing debt / Total shareholders' equity)	0.80	0.51	0.29



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#### TANKER FLEET



#### TANK TRUCK FLEET



#### INTEGRATED LOGISTICS

BUSINESS



#### **Buying Vessels**



#### **Maintenance Plan**

Vessel (s)	Description	Due Date	DWT	
AMA	Dry Docking 1Q2018		3,110	
Meson	Dry Docking	2Q2018	4,823	
Меуа	Dry Docking	4Q2018	9,942	
Anika	Dry Docking	4Q2018	13,250	

# 2018 Plan - Tank Trucks Services

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#### **Buying Tank Trucks**



#### **PTG Contracts**

Year	# Tank Trucks	Contract Range
2015	30	5 years
2016	50	5 years
2017	70	5 years





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	1			

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# **Significant 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 0.86
- 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.











#### AMA Marine Public Company Limited

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