

AMA Marine Public Company Limited



AMA MARINE
PUBLIC COMPANY LIMITED

Opportunity Day

For the year ended 31 December 2016

16 March 2017



I. Company Background & Development

II. Nature of Business

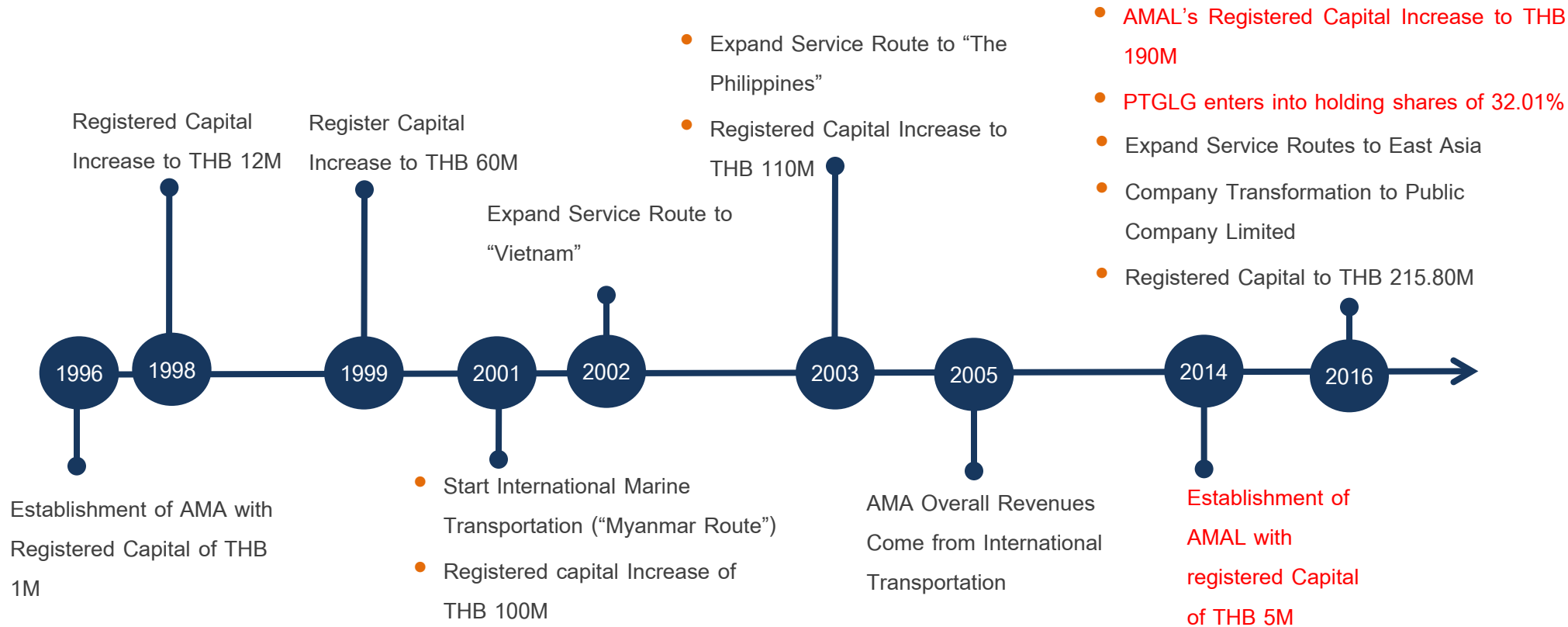
III. Future Plan

IV. Operation Result & Financial Position



V. Significant Investment



Company Background & Development



No. of Tanker Vessels & Tanker Trucks

	1996	1999	2001	2002	2005	2009	2010	2012	2013	2014	2015	2016
 (Vessels)	2	4	4	5	4	3	4	6	5	5	6	8
(DWT)	3,814	10,245	13,861	16,791	14,266	11,440	16,203	23,781	18,876	18,876	23,699	46,661
 (Trucks)										5	43	100
Loading capacity(Million liter)										0.23	1.94	4.50



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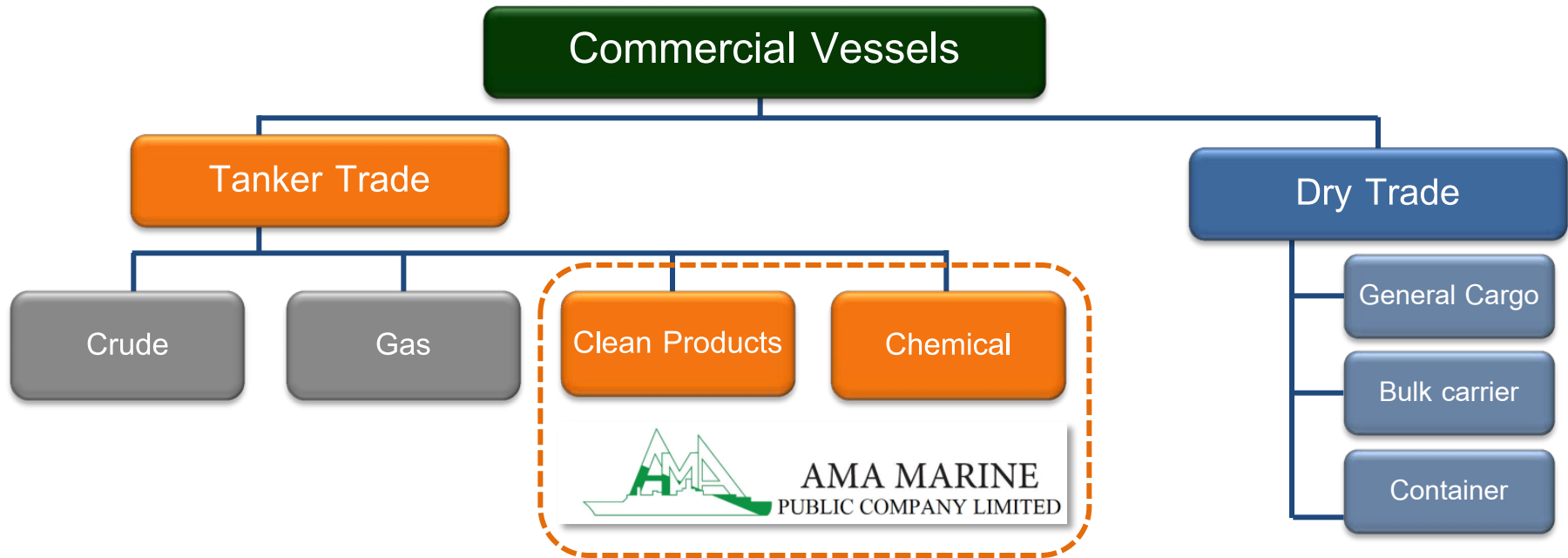


Marine Service





Overall Picture of Marine Service



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 Service

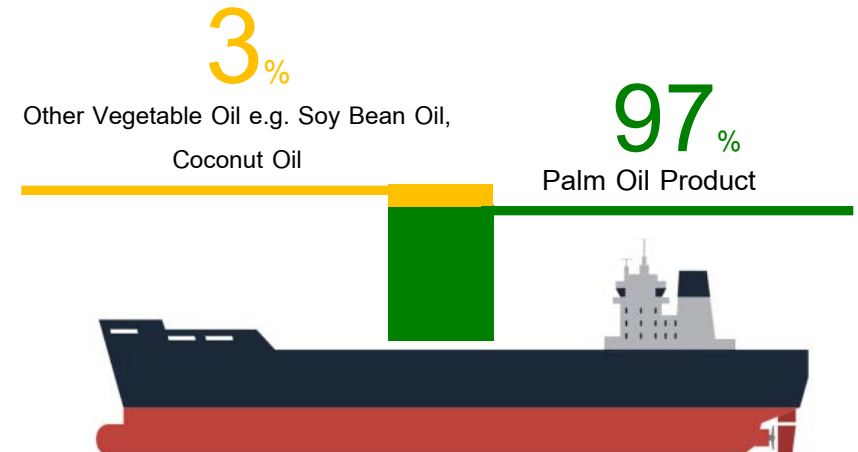


No.	Vessels	DWT	Year Built	Year of Purchased	Remaining of Utilization (Years)
1	Yanee	2,930	1987	2002	1
2	Chao Anoma	4,763	1995	2010	9
3	Primrose	4,908	1995	2012	6
4	AMA	3,110	1994	2012	8
5	Bergprai	3,165	1993	2012	7
6	Meson	4,823	2003	2015	17
7	Meya	9,942	2007	2016	21
8	Ulaya	13,020	2009	2016	23
9	Alinya	13,000	2009	2016	22

Total DWT 59.661

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

- We presently have 9 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





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



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

of Indonesia”
Cargill[®]



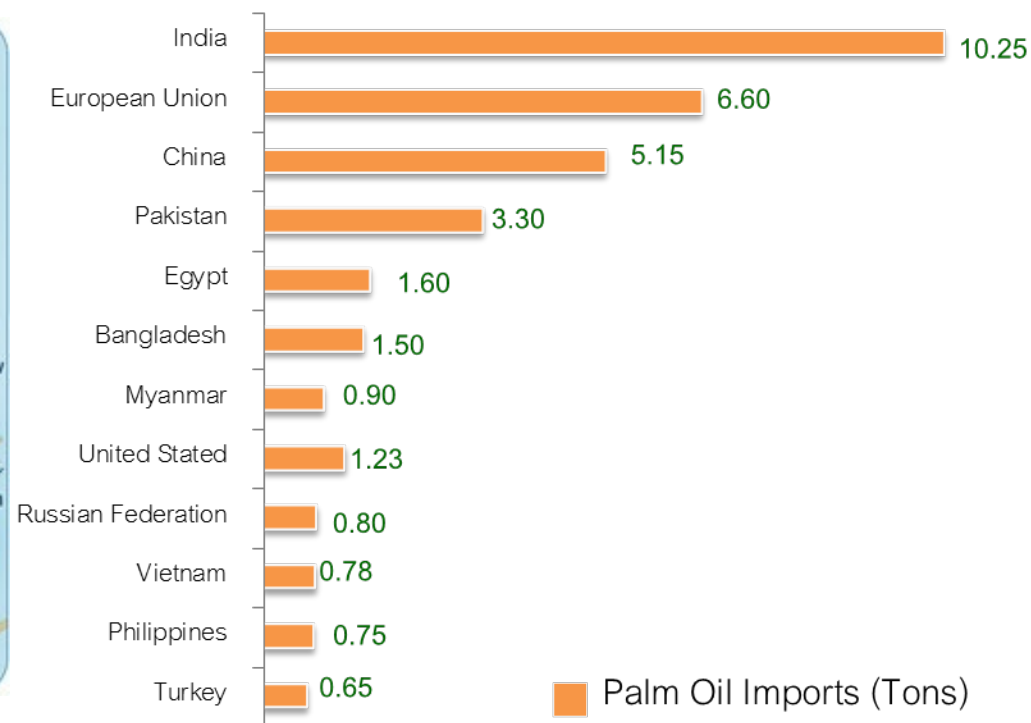


Industrial Review

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



Table shows an estimate of the palm import in the following
countries as at the end of 2016



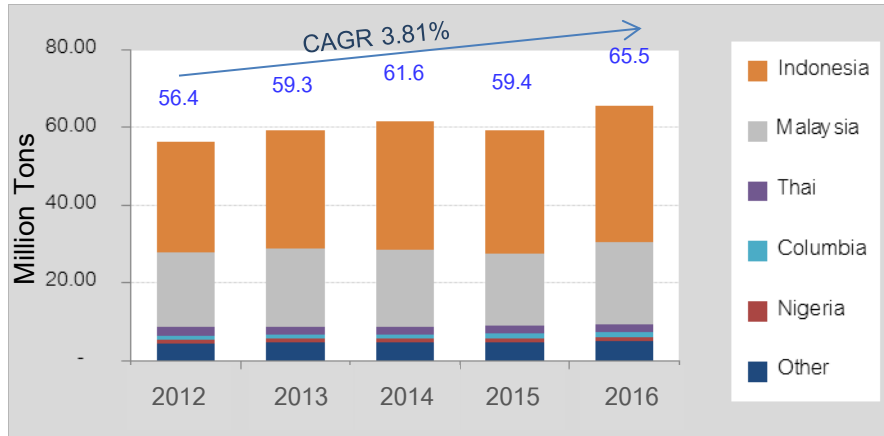
- The Company's service routes in the area of palm production and import of the world



The Growth of Palm Oil Industrial

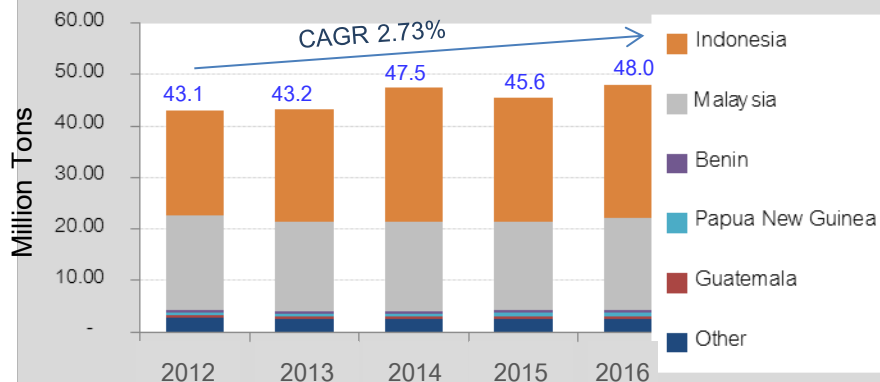
Producer of palm oil

(Figures show the quantity of palm oil production)



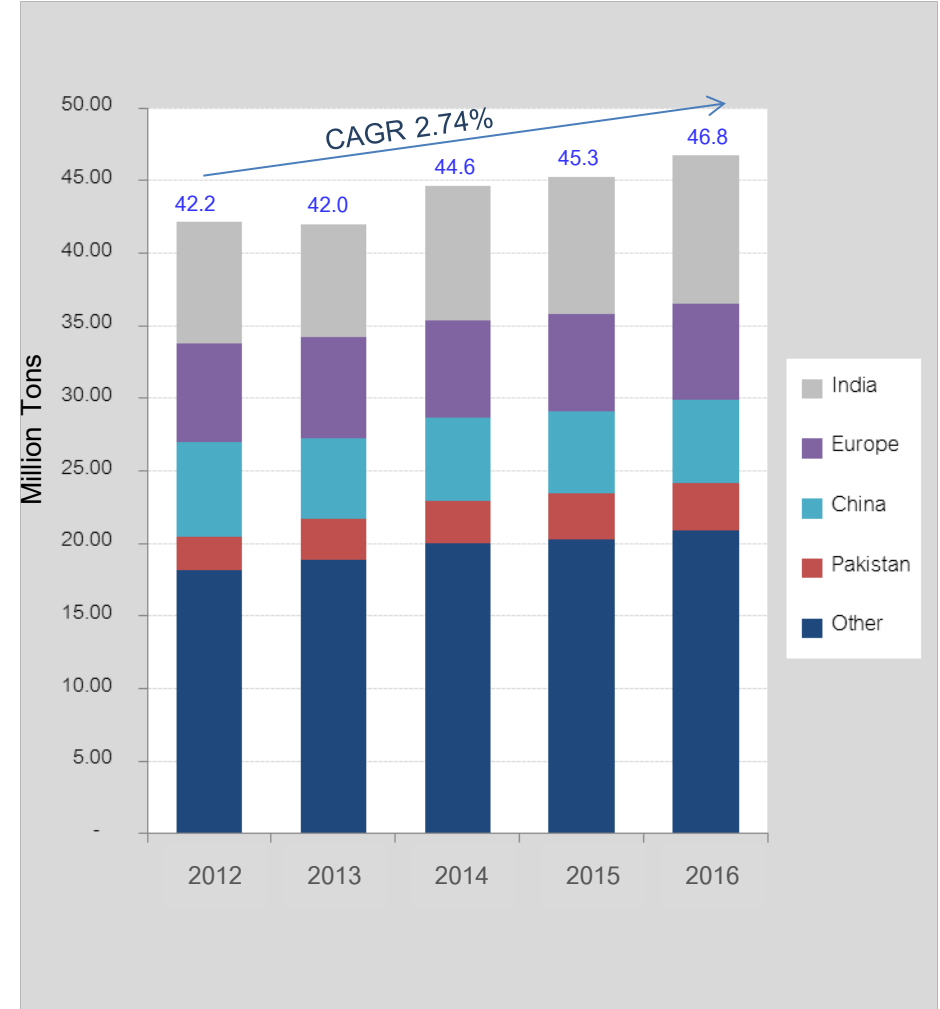
Palm Oil Exporter

(Figures show the quantity of the import of palm oil)



Palm Oil Importer

(Figures show the quantity of the import of palm oil)



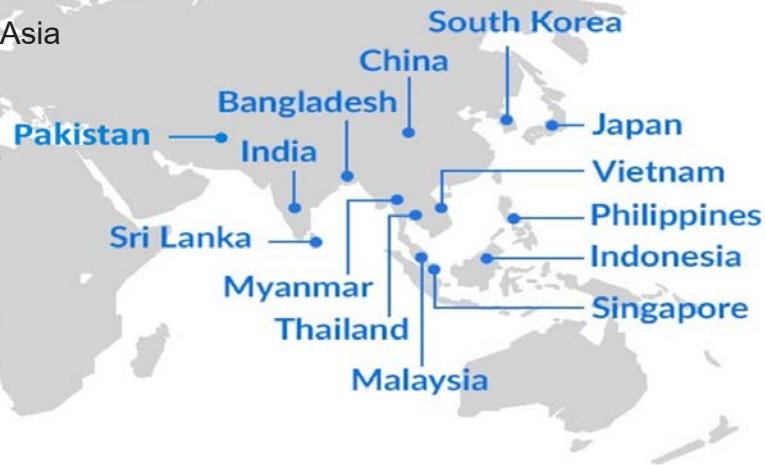


The Company's service information and Competitive Advantage of AMA

Marine Transportation Service Routes

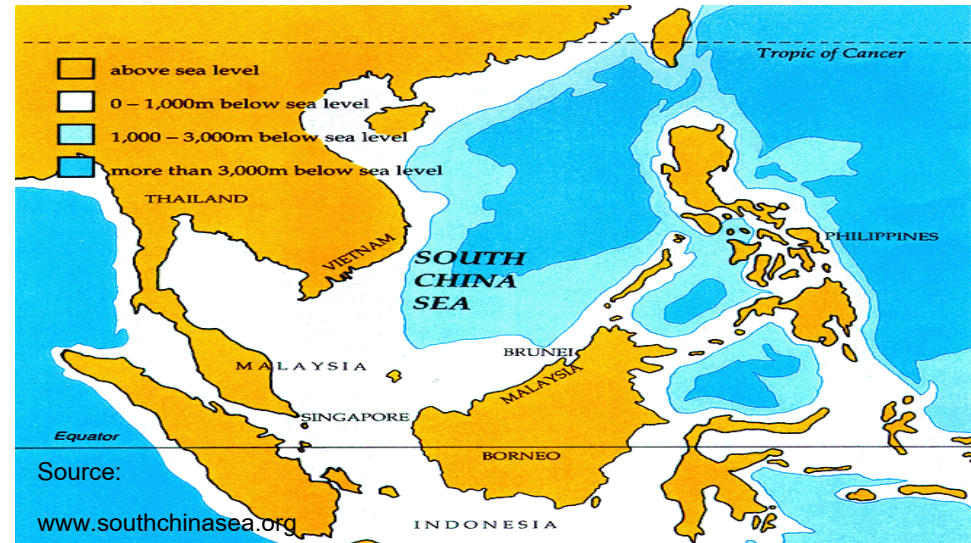
Trading Regions

- 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



AMA – 1 of the leading palm oil business transportation

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	30.51
AMA 	9	59,661	16.81
Samuraya Layer Sentosa, Indonesia	1	9,436	2.66
Antares Tankers, Singapore	1	6,702	1.89
Thai Ship owner	1	6,275	1.77
Thai Ship owner	2	5,299	1.49
Tranport Energy Marine, Singapore	1	4,993	1.41
Thai Ship owner	1	3,911	1.10
Megaports, Singapore	1	3,678	1.04
Tien Thanh, Vietnam	1	2,953	0.83
Others	12	143,642	40.48
Total	38	354,816	100.00

* The Company mainly operates the business in SEA



Tank Trucks Service

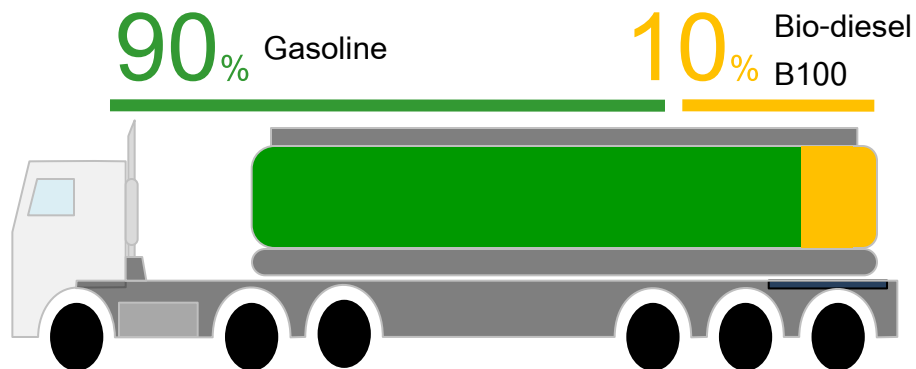
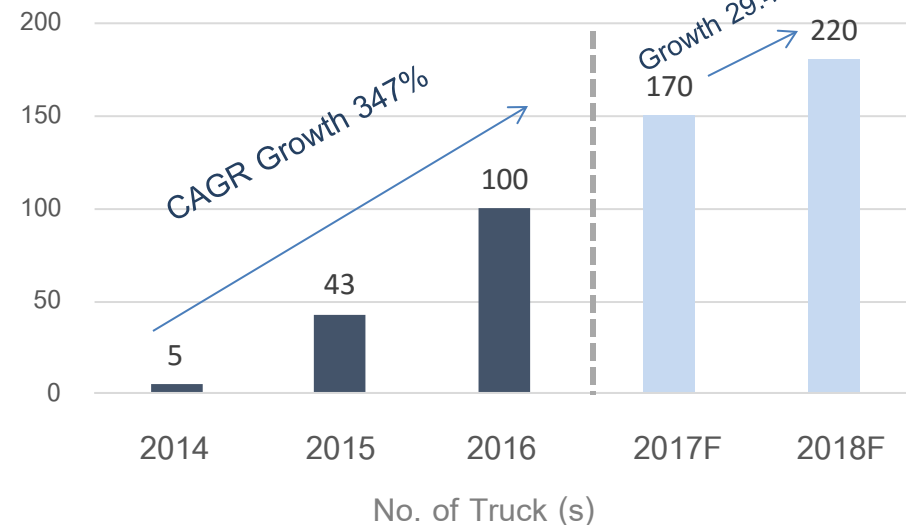




Nature of Business – Tank Trucks Service

The Company's subsidiary – A.M.A. Logistics Co., Ltd ("AMAL") provides the service on inland liquid carrier by tank trucks. We have totally 100 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

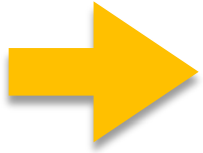


Year	No. of Truck (s)	Loading quantity(liter)
2014	5	225,000
2015	43	1,935,000
2016	100	4,500,000

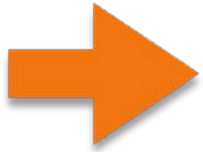
Note : Truck is consisted of header and trailer with the size of 45,000 liters



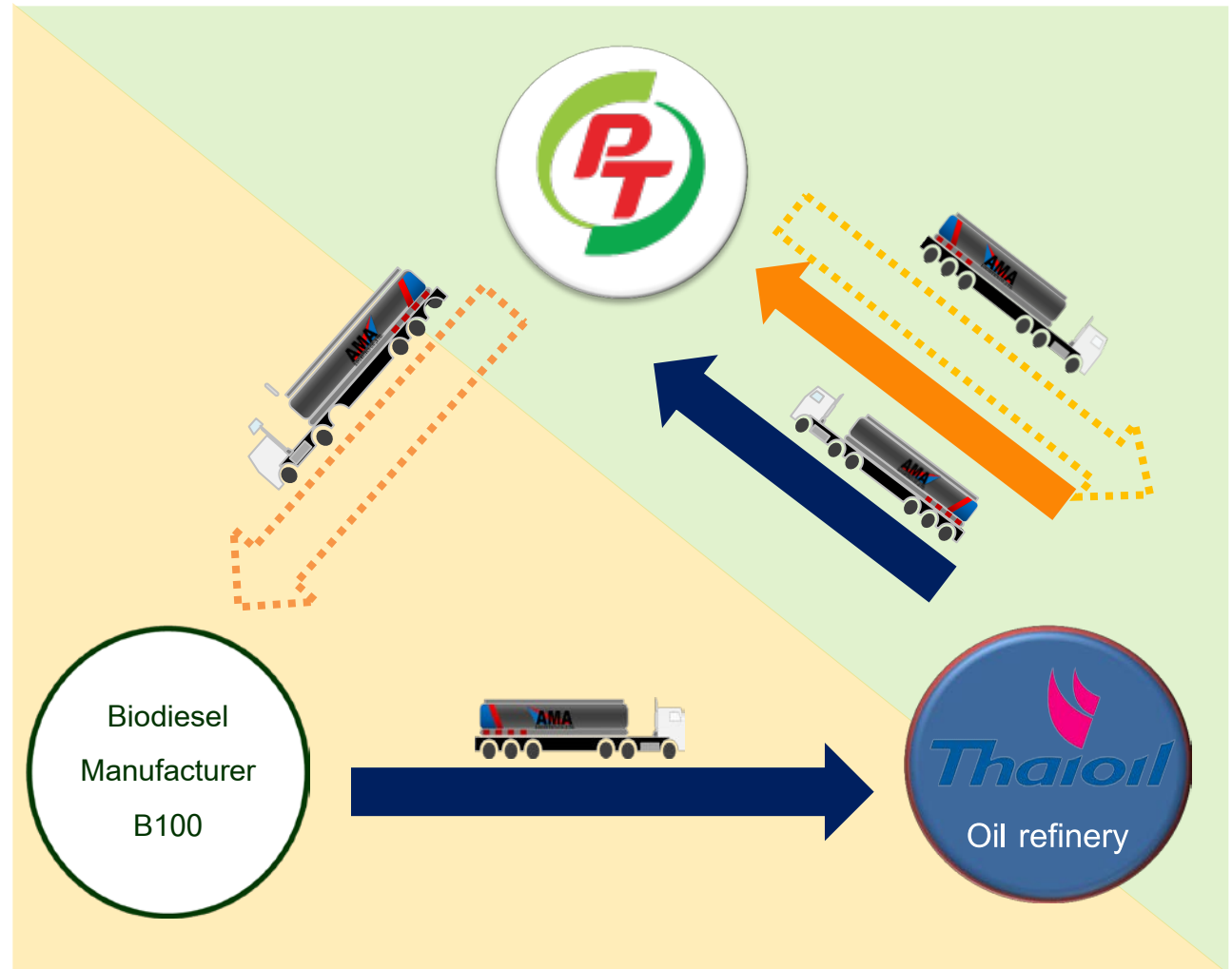
Trucks Route



Type 1
One Way Trip



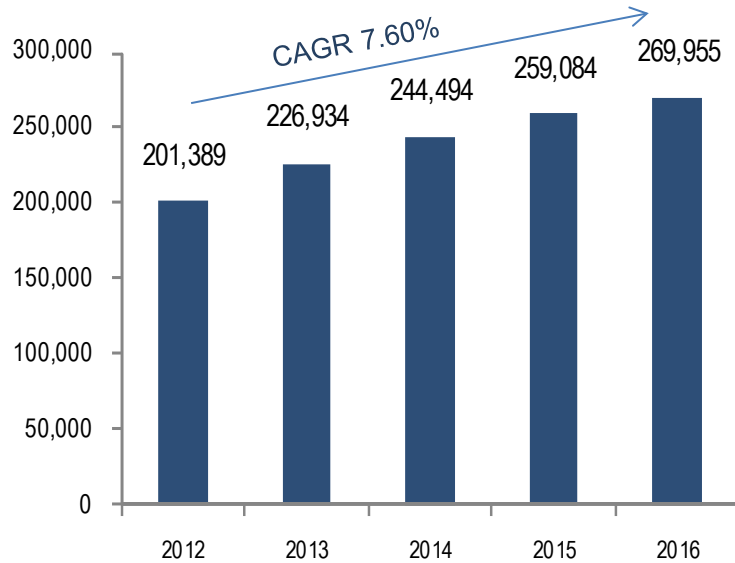
Type 2
Backhauling Management



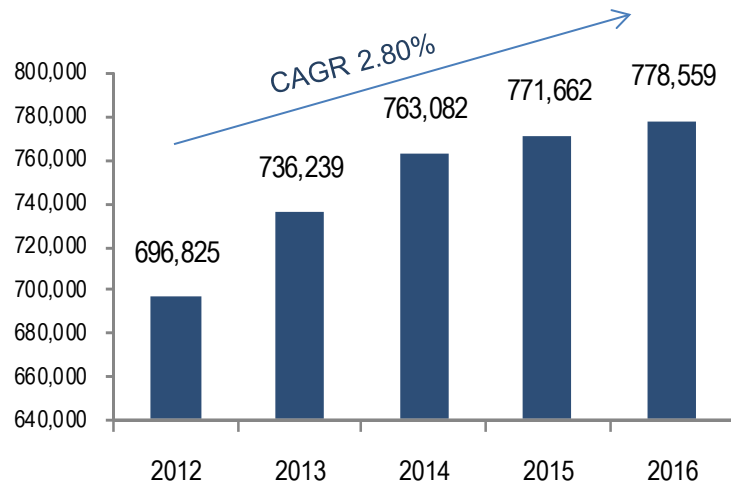


Supporting Factors - AMAL

No. of Truck (s) - Domestic

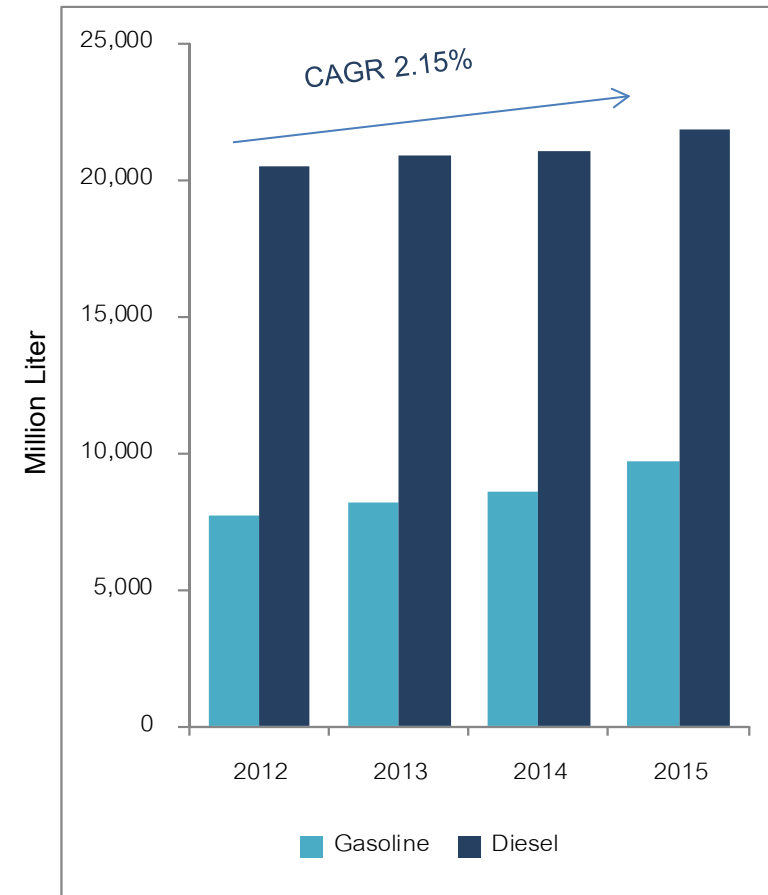


Non-Public Trucks



Personal Trucks

Quantity of Fuel Usage - Domestic





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Future Project

1. Expansion of Tanker Fleet – Increase the Potential on Liquid Product Transportation Internationally

Nature of the Project

- Invest in Tanker Fleet – additional 2 more chemical tankers

Details of Investment

Asset Type	Quantity	DWT	Value	Investment Duration
Chemical Tanker	1	12,000 – 14,000 (13,000)	USD 11M – 13M (USD 12.75M)	1Q2017 (February 2017)
Chemical Tanker	1	12,000 – 14,000	USD 11M – 13M	1Q2017

Investment Strategy

- Expansion of additional service for 24,000 – 28,000 DWT
- Route Expansion to East Asia and South Asia
- Service Expansion of other liquid products
- Backhauling Management



Investment Proportion

- D/E 70 : 30

Investment Capital

- Approximately THB 229 – 250



Future Project (Con.)

2. Expansion of Tank Trucks Fleet to increase inland transportation

Nature of the Project	<ul style="list-style-type: none">Invest in tank trucks fleet for 80-120 trucks
Duration of Investment	<ul style="list-style-type: none">2017 - 2018
Strategy of Investment	<ul style="list-style-type: none">Expansion of additional service of 3.60 – 5.40 million litersExpansion to serve other liquid carrier such as palm oil, ethanol, ethyl alcohol, etc.
Investment Proportion	<ul style="list-style-type: none">90% Leasing of investment
Investment Capital	<ul style="list-style-type: none">Approximate THB 44M - 66M



3. Logistics Business Expansion

Nature of the project	<ul style="list-style-type: none">Plan to Invest in Logistics Business
Investment Capital	<ul style="list-style-type: none">Remaining from IPO



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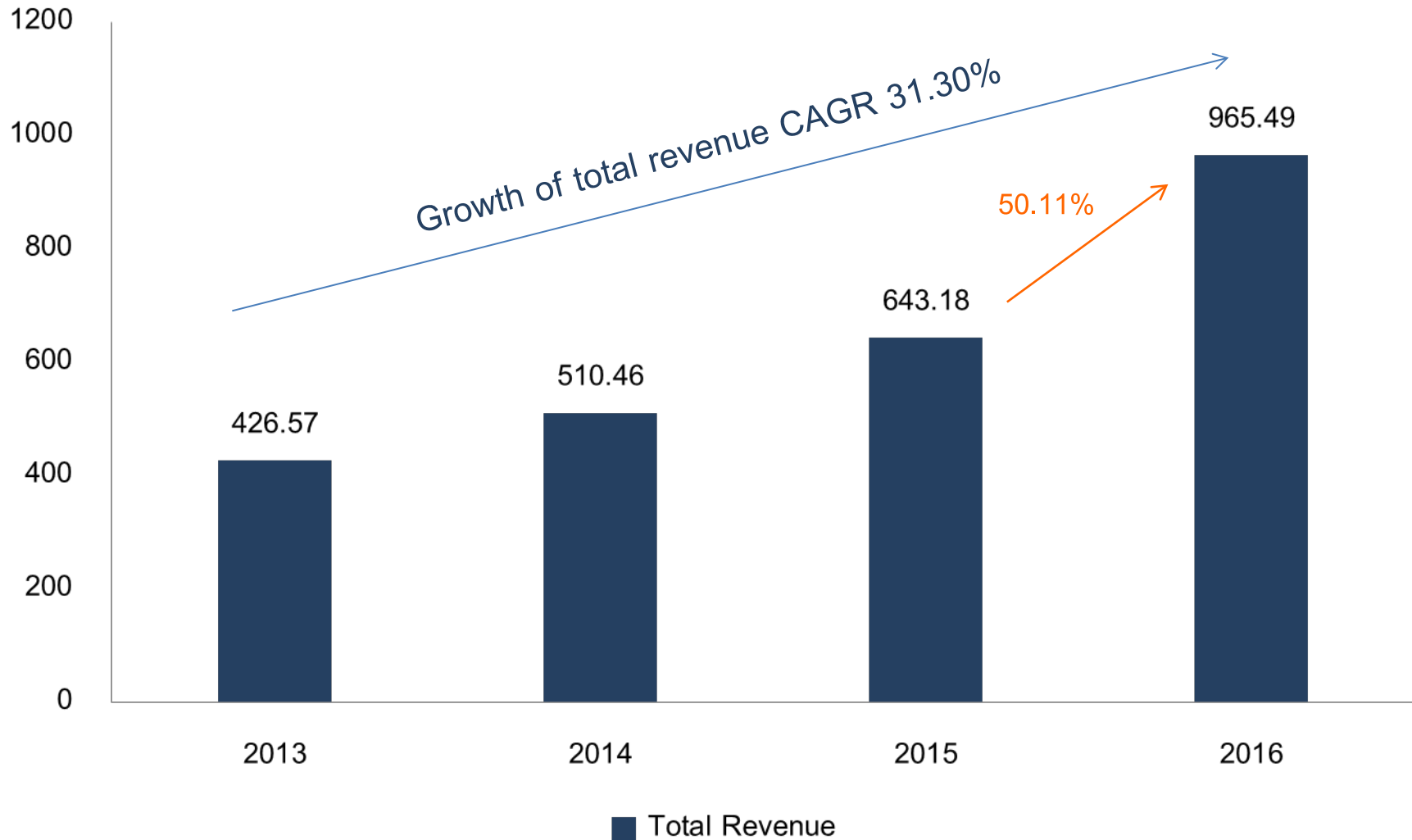
IV. Operation Result & Financial Position

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Significant of Total Revenue

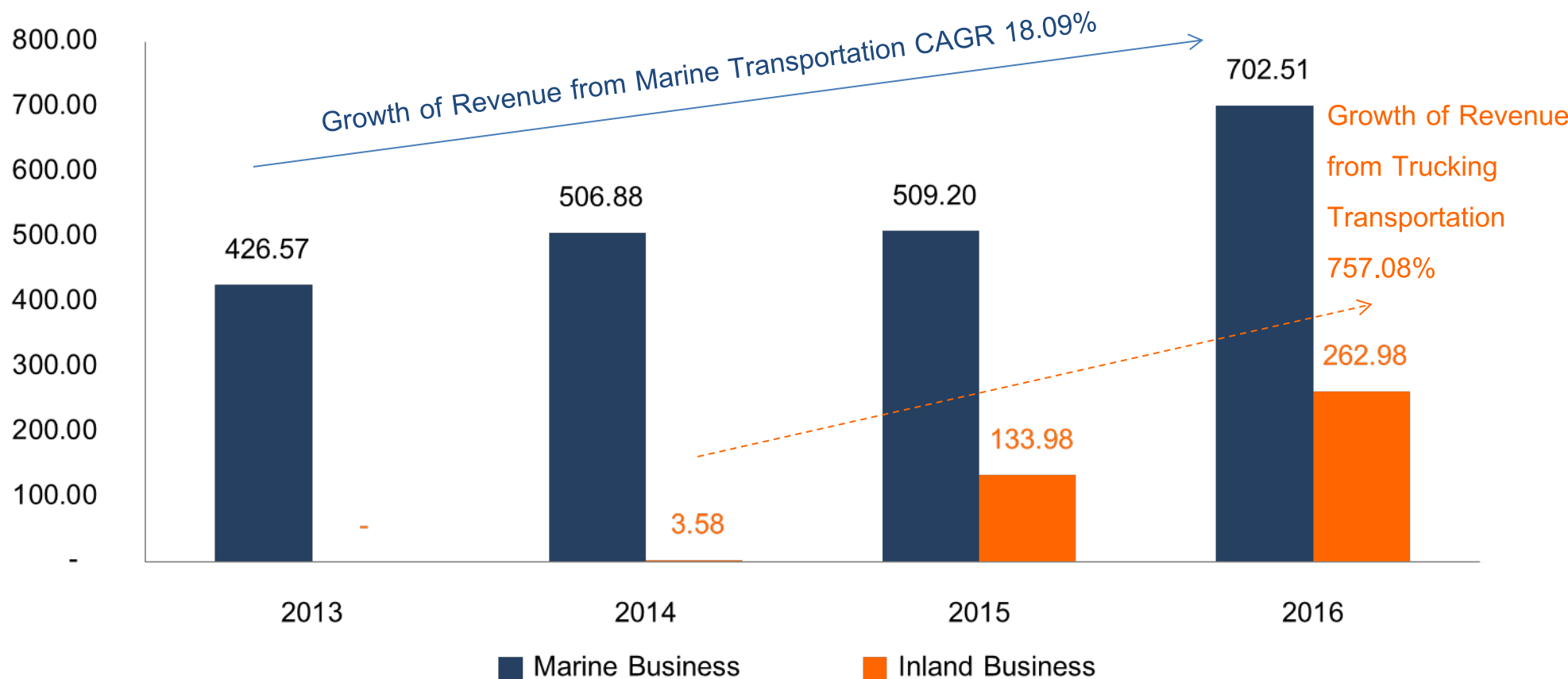
Unit: Million Baht





Revenue Structure from Transportation Service

Unit: Million Baht

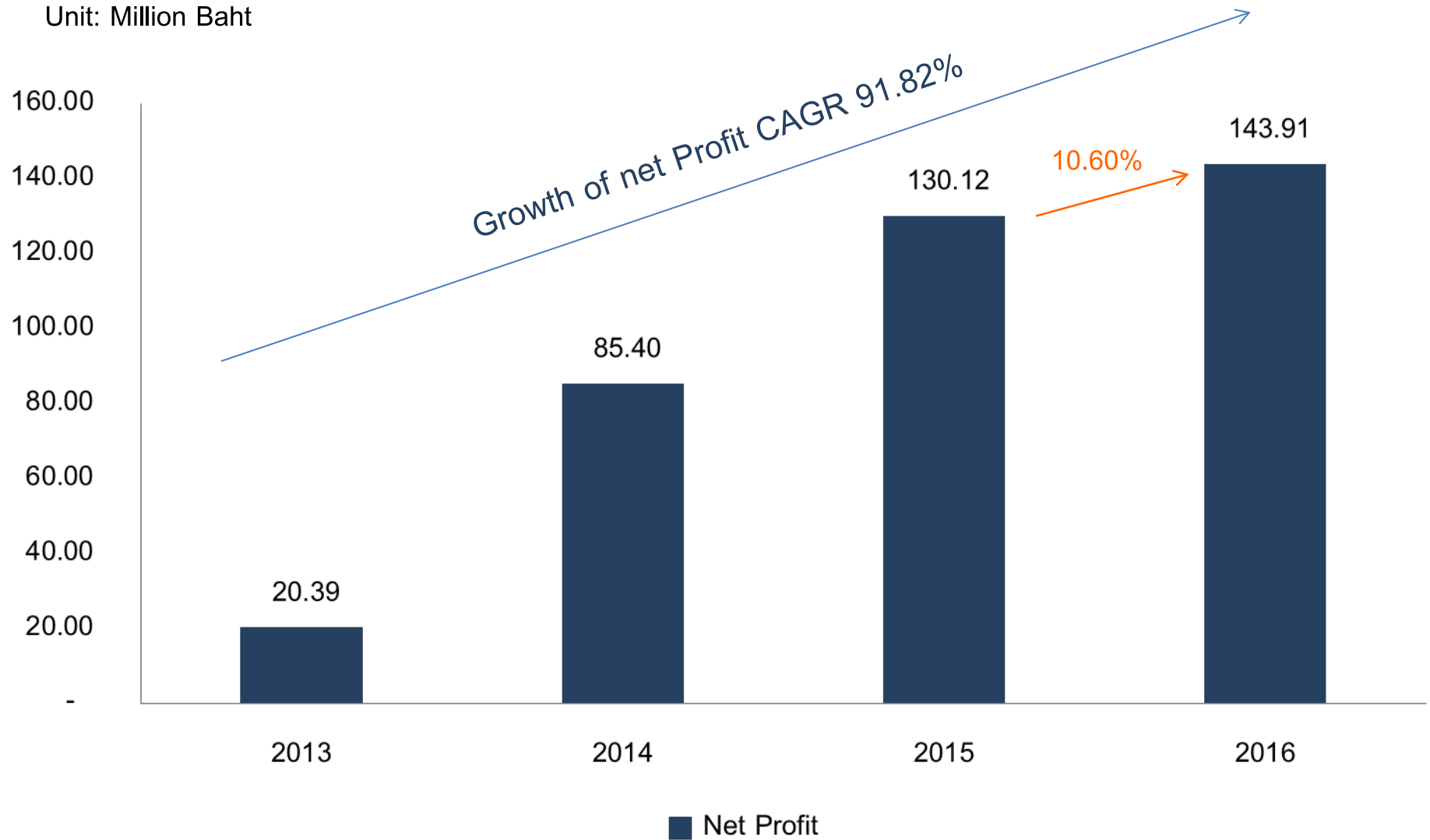


Revenue Proportion	2556	2557	2558	2559
Marine Business	100%	99%	79%	73%
Inland Business	-	1%	21%	27%



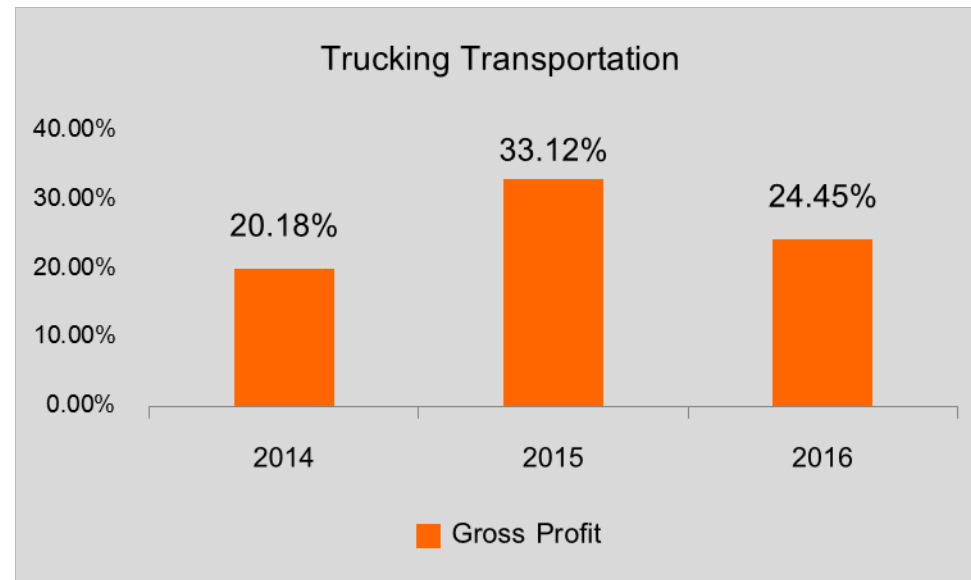
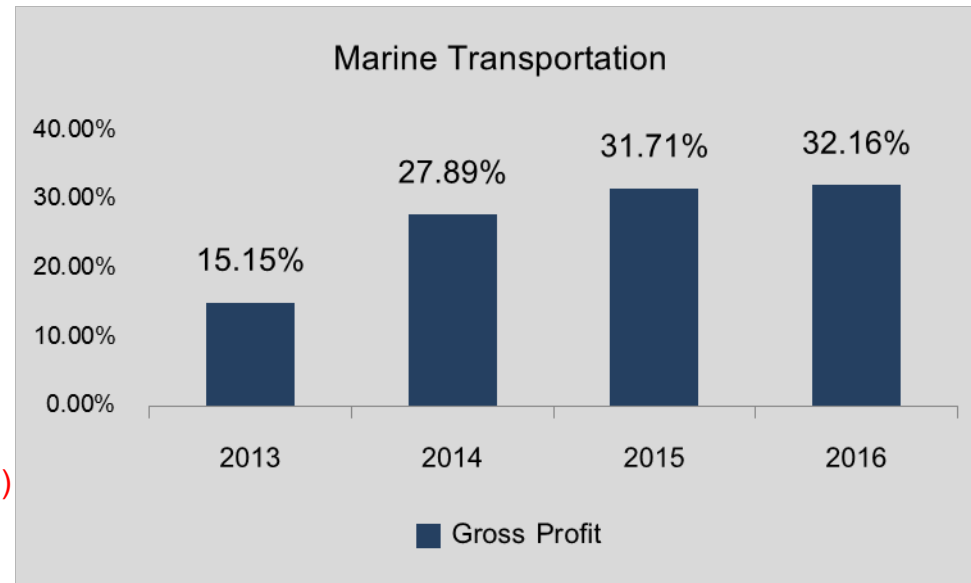
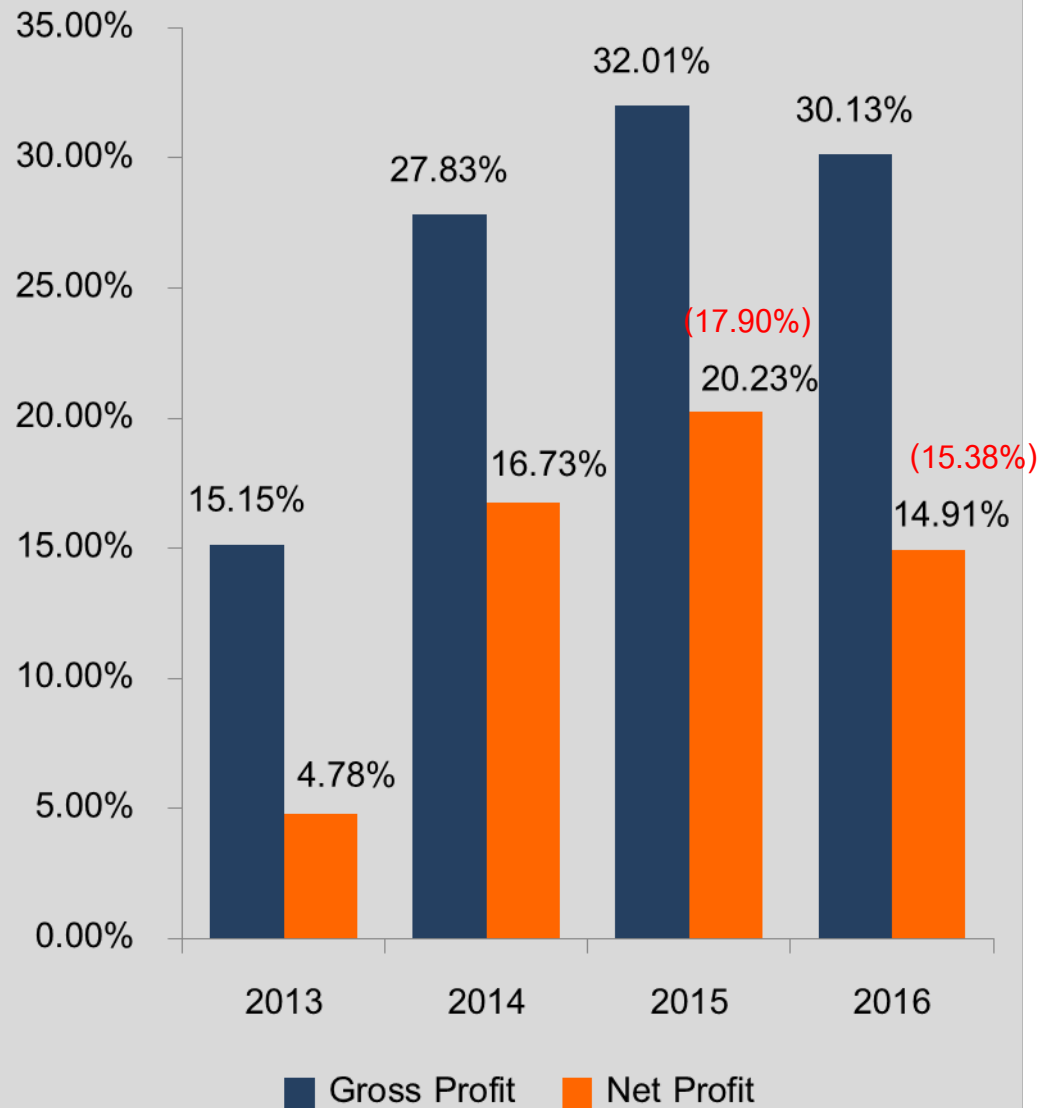
Significant Net Profit

Unit: Million Baht



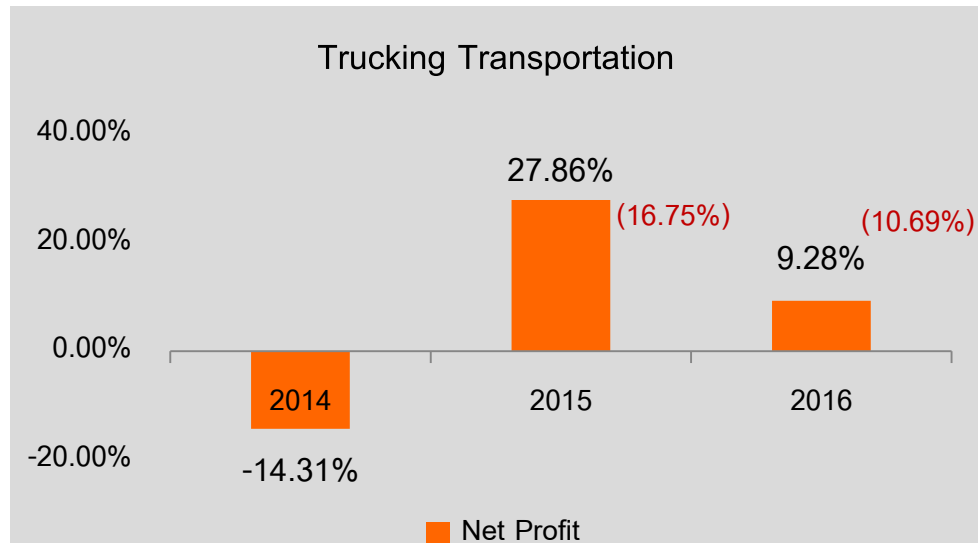
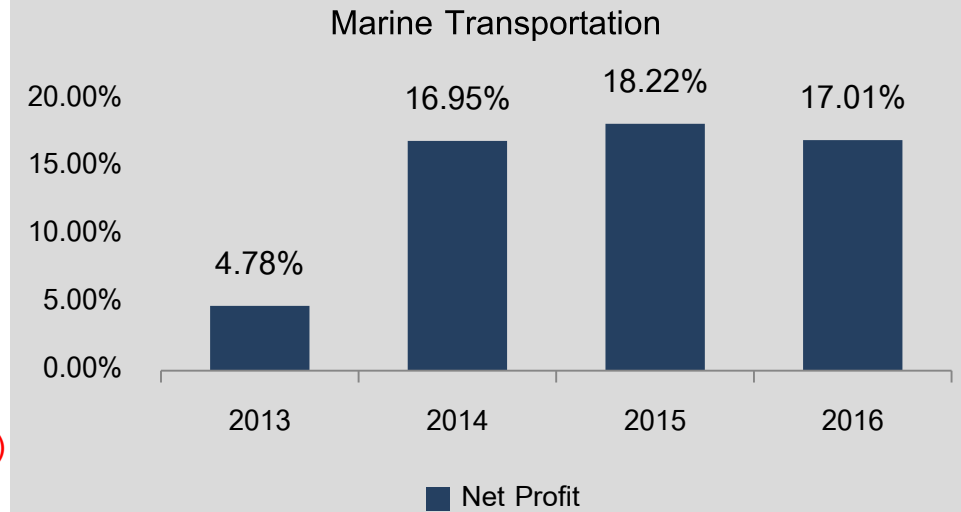
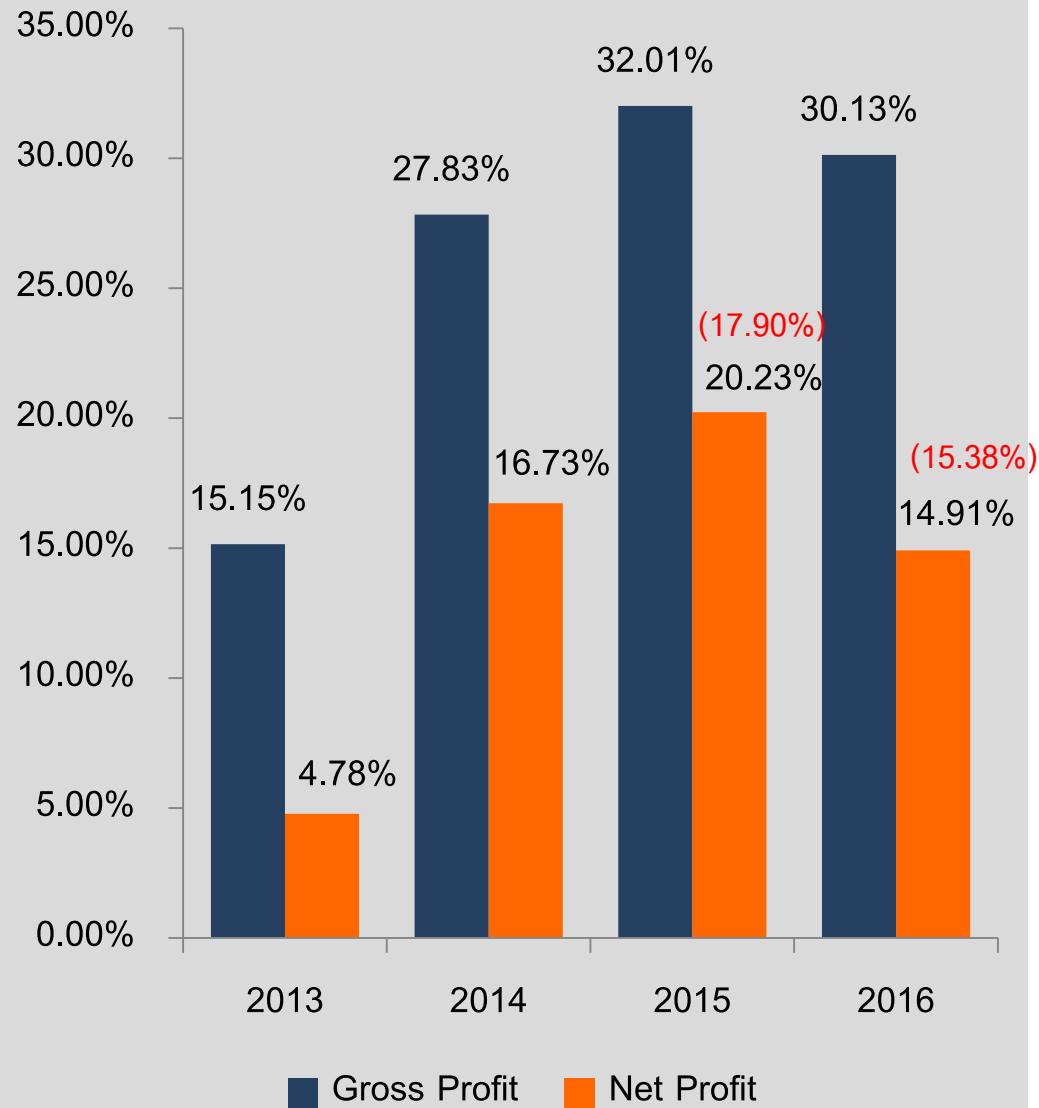


Significant Gross Profit Margin





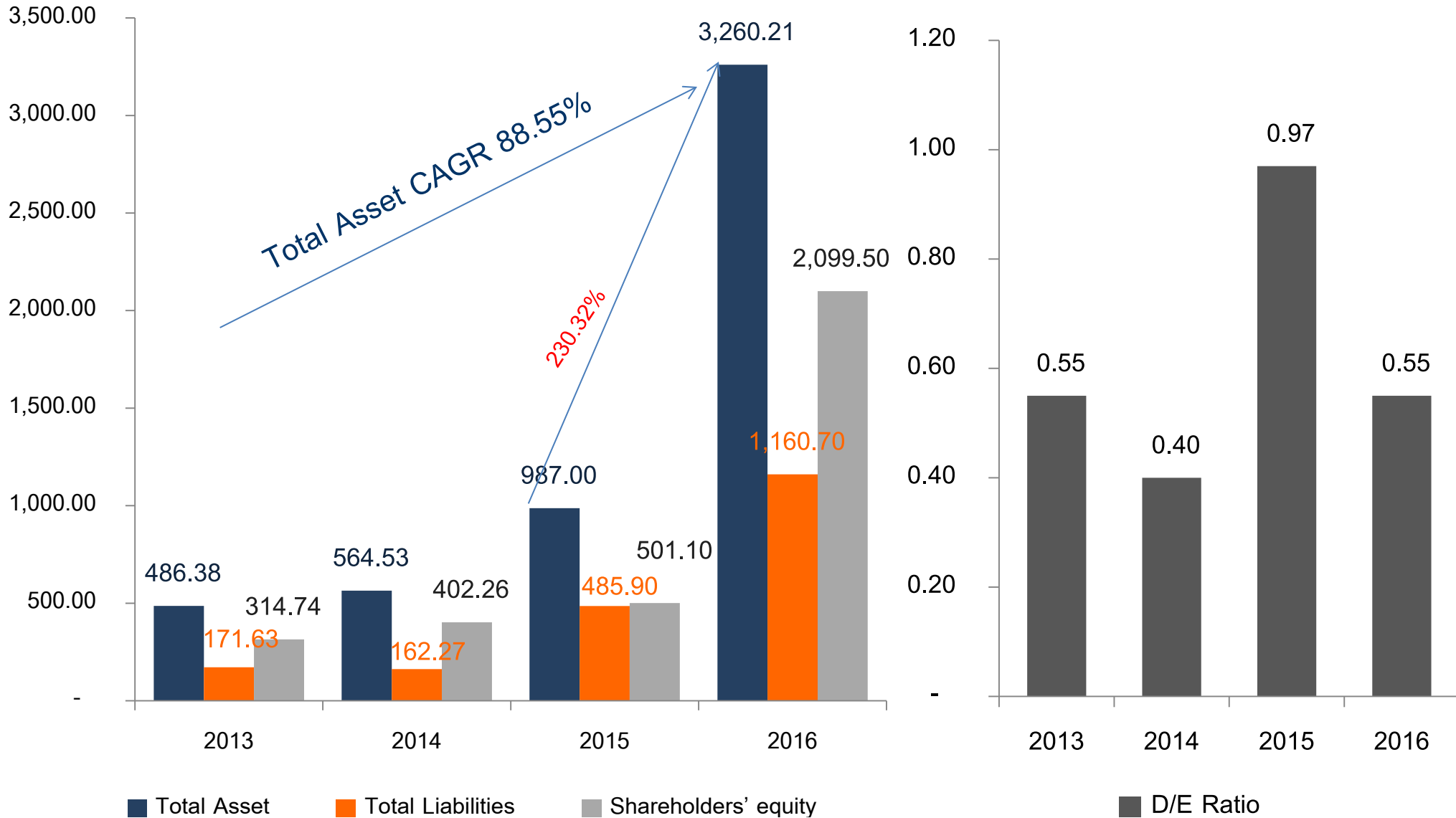
Significant Net Profit Margin





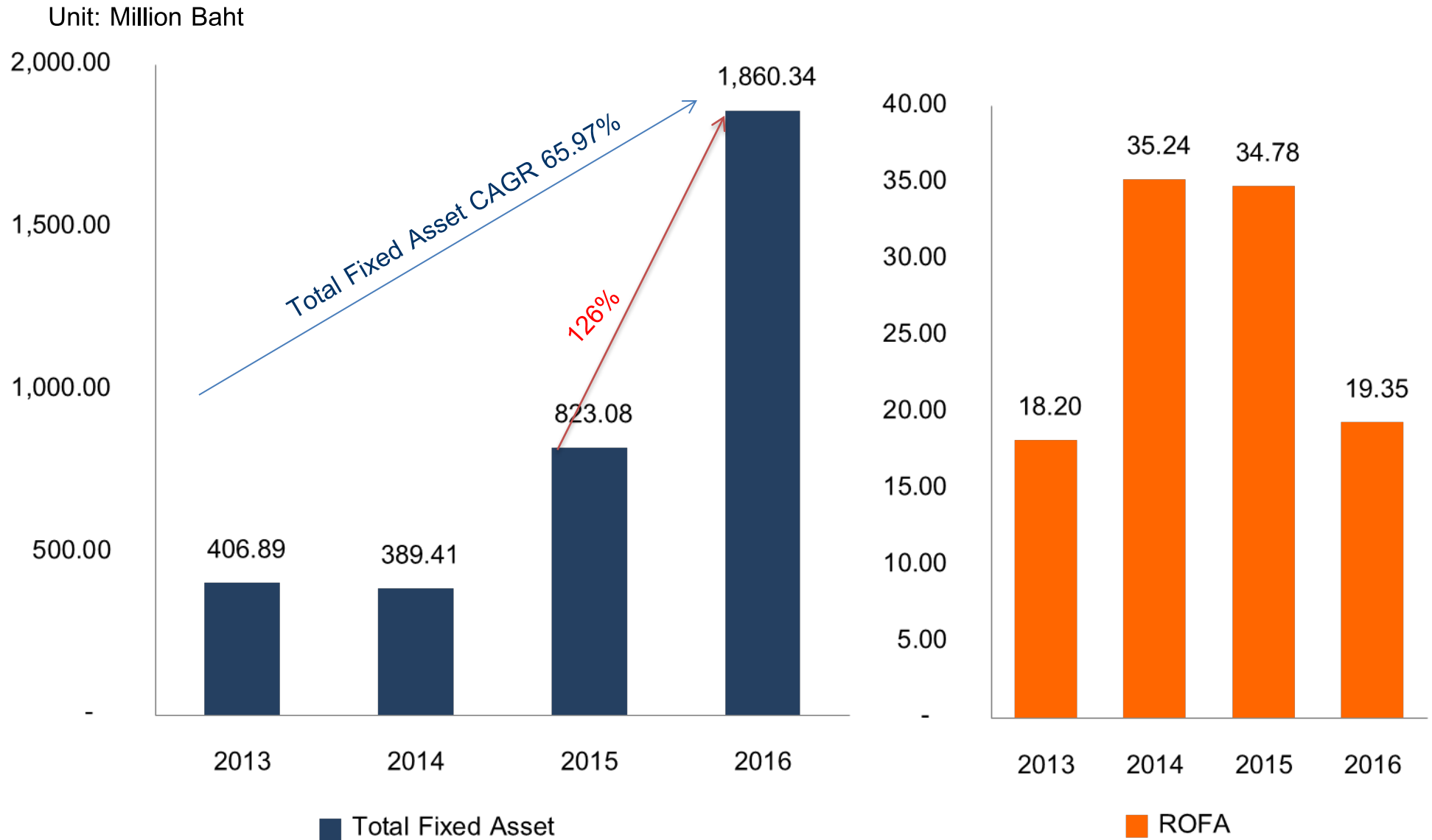
Strong Financial Status with Low D/E

Unit: Million Baht



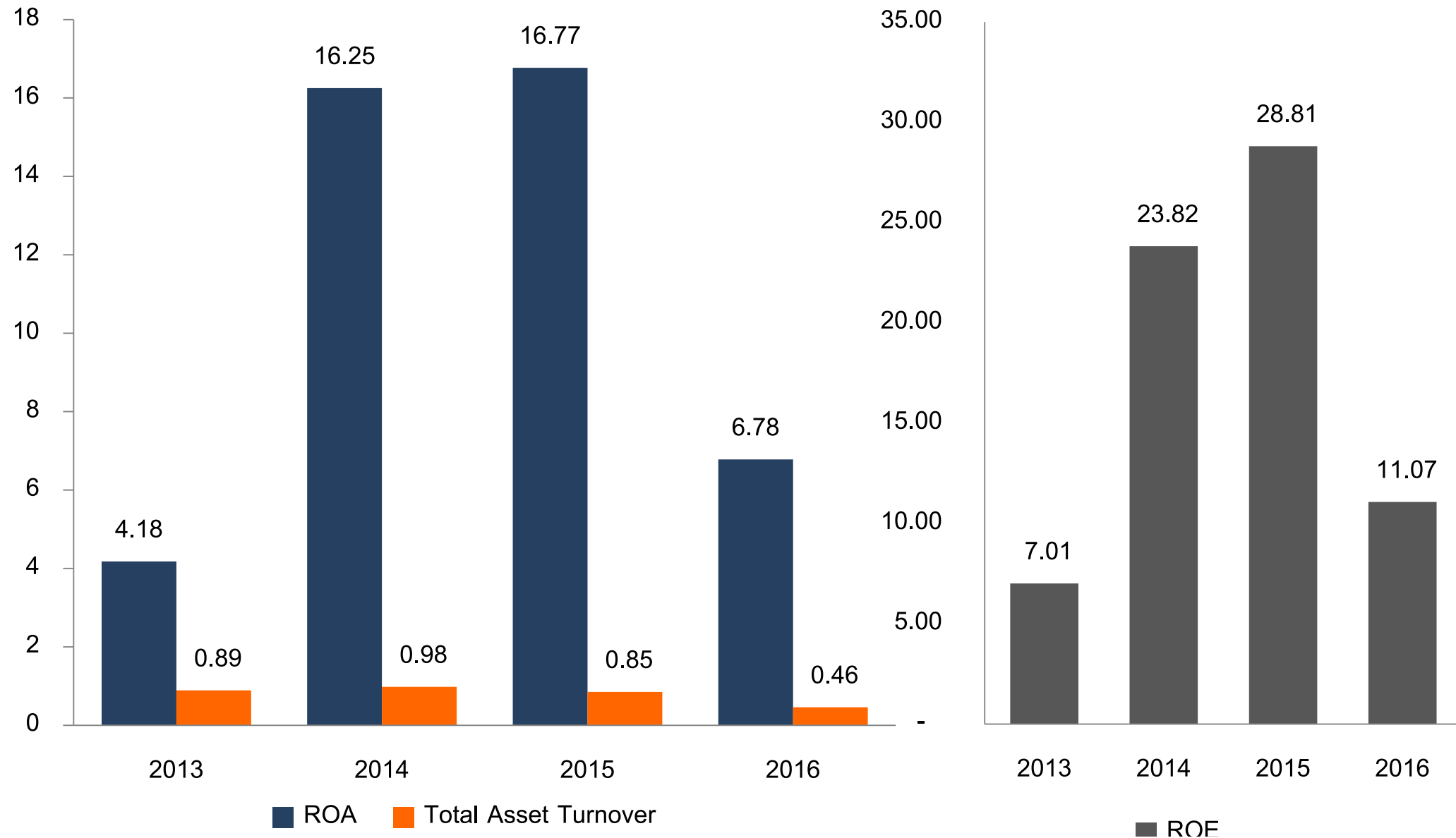


Strong Financial Status with Low D/E





ROA & ROE





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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 0.8
- ✓ Outstanding of Future Project to Expand the Business Both marine and inland that allows the Company to extend the service routes, variety of delivery goods including backhauling service that will continuously drive the revenue.

Q & A

