



บริษัท อาม่า มารีน จำกัด (มหาชน) AMA MARINE PUBLIC CO., LTD.

ทะเบียนเลขที่ 0107559000231

No. CS/EL/AMA001/2025

February 21, 2025

Subject: 2024 Management Discussion & Analysis

Attention: The President

The Stock Exchange of Thailand

2024 Management Discussion and Analysis

Table 1: Key Financial Results

unit: million Baht

	4Q2023	3Q2024	4Q2024	%YoY	%QoQ	2023	2024	%YoY
Service Income	826.14	742.20	807.19	-2.29%	8.76%	3,050.56	3,158.35	3.53%
Gross Profit	166.40	148.92	170.24	2.31%	14.32%	552.97	594.92	7.59%
Gain (Loss) from disposal of assets	9.75	(1.35)	(0.44)	-104.50%	67.40%	9.90	39.12	295.05%
Gain (Loss) on an exchange rate	(11.01)	(15.69)	4.71	142.74%	130.00%	(16.47)	(11.24)	31.79%
Gain (Loss) from financial instruments	2.42	(1.87)	3.32	36.97%	277.35%	19.38	12.41	-35.97%
Net profit	89.97	59.24	103.49	15.03%	74.69%	308.55	335.61	8.77%
Gross profit margin (%)	20.14%	20.06%	21.09%	4.71%	5.11%	18.13%	18.84%	3.91%
Net profit margin (%)	10.89%	7.98%	12.82%	17.73%	60.63%	10.11%	10.63%	5.06%
Service income in USD (Separated financial statements)	12.99	11.15	11.72	-9.75%	5.15%	48.24	46.10	-4.43%

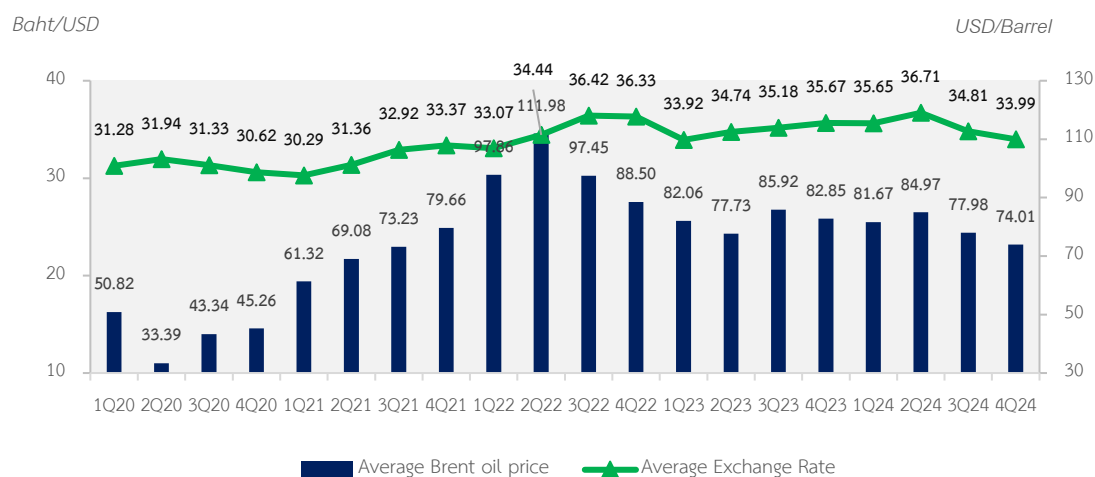
Economic and Industry Overview

- The Malaysian Palm Oil Council (MPOC) reported that the average price of crude palm oil (CPO) in Malaysia increased by 9.7% to 4,179.50 ringgit per ton (approximately 940 USD per ton) in 2024, compared to 3,809.50 ringgit per ton (approximately 855 USD per ton) in 2023. This rise was driven by volatile weather conditions caused by the El Niño phenomenon, which led to reduced palm oil production in major producing countries such as Indonesia and Malaysia. Additionally, Indonesia, the world's largest palm oil producer, increased the palm oil blend ratio in biodiesel from 35% to 40%, raising domestic demand for crude palm oil and reducing the volume available for export to the global market. Looking ahead, palm oil prices in 2025 are expected to continue rising due to increased biodiesel demand in Indonesia and the ongoing impact of weather conditions. However, the price surge may be limited by competition from other vegetable oils, such as soybean oil, and the increase in CPO export taxes from 7.5% to 10% to support Indonesia's biodiesel policy.

- The currency exchange of US Dollar had been signed on the Company's operation in terms of the functional currency used according to TAS 21. The average exchange rate of the Thai baht against the US dollar in Q4 2024 was 33.99 baht per US dollar, strengthening from 35.67 baht per US dollar in the same period of the previous year and appreciating from Q3 2024, when the average exchange rate was 34.81 baht per US dollar. However, the average exchange rate for the entire year 2024 stood at 35.26 baht per US dollar, representing a depreciation of 1.29% from 2023. This depreciation was attributed to domestic political uncertainty, the widening interest rate differential between the US and Thailand, and Thailand's fragile economic fundamentals. The Fiscal Policy Office (FPO) forecasts that the baht will slightly depreciate from its 2024 average due to the US Federal Reserve's monetary policy and US government trade policies, which could strengthen the US dollar, exerting downward pressure on other currencies, including the Thai baht. Additionally, the slowdown in China's economy may lead to a weaker Chinese yuan, which could also impact the baht due to Thailand's close trade ties with China. Moreover, Thailand's fragile economic fundamentals and the risks of a slow recovery may undermine investor confidence, leading to further depreciation of the baht.
- The concern of carbon dioxide emissions is now widely recognized due to the current environmental situation, especially in the transportation business. The International Maritime Organization (IMO) has set a target to reduce carbon dioxide emissions from transportation by at least 40% by 2030 and 70% by 2050. The Marine Environment Protection Committee (MEPC), a member of the IMO, has adopted the EEXI (Energy Efficiency Existing Ship Index) and CII (Carbon Intensity Indicator) rules which were implemented in January 2023. These regulations could also considerably lower the level of carbon dioxide released during international shipping by limiting carbon dioxide pollution from ships. Sustainable fuel economy and effective vessel operations must be combined. As a result, the cost of installing machinery to regulate and maintain a watch on carbon dioxide emissions falls on the Company.
- At present, the company has commenced the use of EURO 5 standard engine trucks as part of its strategic initiative to promote environmentally sustainable transportation, in alignment with its sustainability objectives. EURO 5 standard engine trucks are engineered to optimize fuel combustion efficiency, resulting in reduced fuel consumption, lower transportation expenses, and a significant reduction in emissions, particularly nitrogen oxides (NOx) and particulate matter (PM).
- The fluctuation in crude oil prices is another key factor impacting the company's performance, as fuel costs represent a major expense in freight transportation services. In Q4 2024, the average Brent crude oil price stood at \$74.01 per barrel, a 10.67% decline compared to the same period in the previous year and a 5.09% decrease from Q3 2024.

For the entire year 2024, the average Brent crude oil price was \$79.86 per barrel, down 2.81% from 2023. The decline in crude oil prices was mainly due to an increase in global supply, as the United States and non-OPEC producers ramped up oil production. Meanwhile, demand weakened, particularly in China, which faced a slowdown in manufacturing activities and a sluggish real estate sector.

Table 2: Average Brent oil price and Exchange Rate



Source: BOT, U.S.A Energy Information Administration

2024 Results

1) Revenues

Table 3: Revenues

Revenue Structure	2023		2024	
	million Baht	%	million Baht	%
International marine service				
Service income	1,646.94	53.99	1,597.81	50.59
Demurrage charge	29.50	0.97	25.56	0.81
Total revenue from marine service	1,676.44	54.96	1,623.37	51.40
Domestic land transportation service				
Service income	1,374.12	45.04	1,534.98	48.60
Total revenue from land service	1,374.12	45.04	1,534.98	48.60
Total revenue from services	3,050.56	100.00	3,158.35	100.00

In 2024 consolidated revenues of the Company and its subsidiary posted at Baht 3,158.35 million, increased by Baht 107.79 million or 3.53% YoY. The proportion of the Company's international marine service and its subsidiary's domestic land transportation revenues were 51.40 % and 48.60%, respectively.

Revenue from international marine service dropped by 53.07 million Baht, or 3.17% YoY. Primarily, this was driven by a 1.88% decline in the average freight rate in 2024, along with a 2.37% decrease in transport volume. The lower palm oil production resulted in longer vessel waiting times at ports, impacting overall efficiency. Consequently, the average fleet utilization rate in 2024 stood at 96.42%, down from 97.29% in 2023.

Domestic land transportation services generated a total revenue of 1,534.98 million baht in 2024, an increase of 160.85 million baht or 11.71% growth compared to 2023. The main revenue driver was fuel cargo transport, contributing 1,201.09 million baht, followed by gas and container transport at 327.94 million baht, and automobile transport at 5.95 million baht.

Revenue from fuel cargo transport increased by 188.21 million baht, or 18.58%, with total transported oil volume reaching 3,096.68 million liters in 2024—an increase of 500.70 million liters, or 19.29%, compared to the previous year. This growth was driven by an expansion of the fleet from 304 trucks to 334 trucks.

2) Gross profit and Gross profit margin

The company and its subsidiaries reported a gross profit of 594.92 million baht, marking a 7.59% increase from the previous year. The gross profit margin stood at 18.84%, up from 18.13% in 2023.

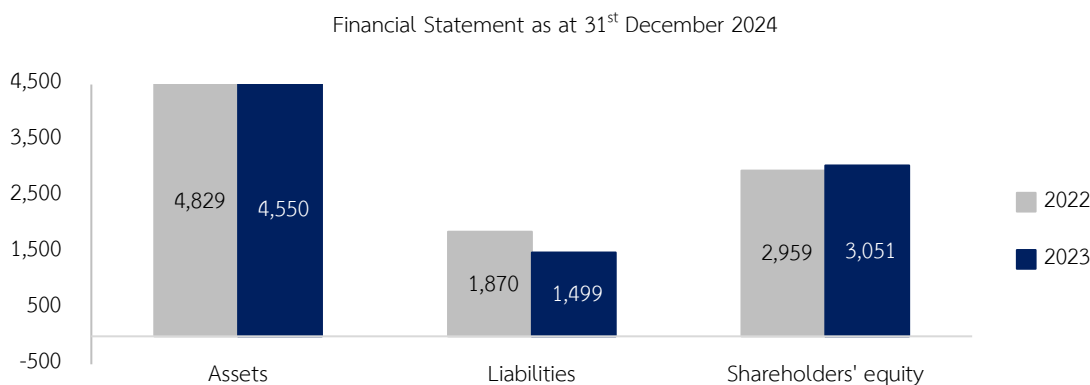
The marine transport service reported a gross profit of 336.68 million baht, a decrease of 20.98 million baht or 5.87% from the previous year. The gross profit margin declined to 20.74%, down from 21.33% in 2023. The decline in gross profit and margin was primarily due to lower average freight rates and a decrease in transport volume. However, the company continued to manage vessel speed at an economic speed to reduce costs.

In contrast, the domestic land transportation services achieved a gross profit of 258.24 million baht in 2024, an increase of 62.93 million baht, or 32.22%, from the previous year. The gross profit margin rose to 16.82%, up from 14.21% in 2023. This significant growth was mainly driven by optimized trip management, cost control, and an increase in fleet utilization rates, leading to a notable improvement in gross profit.

3) Net profit and Net profit margin

In 2024, the group's net profit increased by 8.77% compared to the previous year, reaching 335.61 million baht. The net profit margin improved from 10.11% to 10.53%, partly driven by better operational performance.

Financial Status



1) Assets

The Group's assets totaled Baht 4,550.23 million, decreased by Baht 278.33 million or 5.76% from the previous year's end. The decrease in PPE costs primarily stems from the sale of one vessel.

2) Liabilities

Liabilities for the Company and its subsidiaries totaled Baht 1,498.87 million, up by Baht 370.76 million (19.83%) from the previous year's end. This was primarily due to financial leasing.

3) Shareholders' equity

The Company and its subsidiary had equity of Baht 3,051.36 million, surged by Baht 92.43 million, or 3.12%.

Cash Flows

Table 4: Cash flows

unit: million Baht

	30.09.24	31.12.23	31.12.24	Change	%YoY
Net cash provided by (used in) operating activities	506.73	614.85	677.35	62.50	10.17%
Net cash provided by (used in) investing activities	161.04	(191.65)	97.82	289.47	151.04%
Net cash provided by (used in) financing activities	(641.09)	(563.96)	(730.72)	(166.76)	-29.57%
Increase (decrease) in exchange differences on translating financial statements	(7.40)	19.57	(1.03)	(20.60)	-105.25%
Net increase (decrease) in cash and cash equivalents	19.27	(121.19)	43.42	164.61	135.83%
Cash and cash equivalents at the beginning of the period	269.50	390.55	269.50	(121.05)	-30.99%
Adjustment effects of exchange rate	0.48	0.14	0.05	(0.09)	-62.91%
Cash and cash equivalents at the end of the period	289.25	269.50	312.98	43.47	16.13%

The period ended 31st December 2024, the Company and its subsidiaries had net cash flow received from operating activities of Baht 677.35 million, net cash flow provided in investing activities of Baht 97.82 million (Selling vessel), and net cash flow used in financing activities of Baht 730.72 million (long-term loan repayment, Dividend Paid). Therefore,

cash and cash equivalent items as of the 31st December 2024 were Baht 312.98 million, increased by Baht 20.92 million from 1st January 2024.

Key Financial Ratios

Table 5: Key Financial Ratios

	2023	2024	Change
Current ratio (times)	0.85	0.96	0.12
Quick ratio (times)	0.70	0.83	0.13
Receivables turnover ratio (times)	12.91	12.22	-0.69
Average receivable collection period (days)*	27.88	29.46	1.58
Debt to equity ratio (times)	0.63	0.49	-0.14
Interest bearing debt-to-equity ratio (times)	0.51	0.39	-0.12
Return on assets (%)	8.21	9.26	1.05
Return on equity (%)	10.57	11.17	0.60

*The Company's credit policy is 25-35 days.

Yours faithfully

AMA Marine Public Company Limited



(Mr. Pisan Ratchakitprakarn)

Managing Director