Ref No. COR:MS/EL13027e/UP

TTA: Thoresen Thai Agencies Public Company Limited

3QFY13 Earnings Release

Apr 2013 - Jun 2013

Date: 14 August 2013
Subject: Third Quarter 2013 Financial Results
To: The President of the Stock Exchange of Thailand

Thoresen Thai Agencies Public Company Limited ("TTA") reports net losses of Baht 273 million and losses per share of Baht 0.28 for the three-month period from 1 April 2013 to 30 June 2013 ("3QFY13"). This compares with net losses and losses per share of Baht 2,351 million and Baht 3.32, respectively, for the three-month period from 1 April 2012 to 30 June 2012 ("3QFY12").

Executive Summary | Performance Overview

Income statement

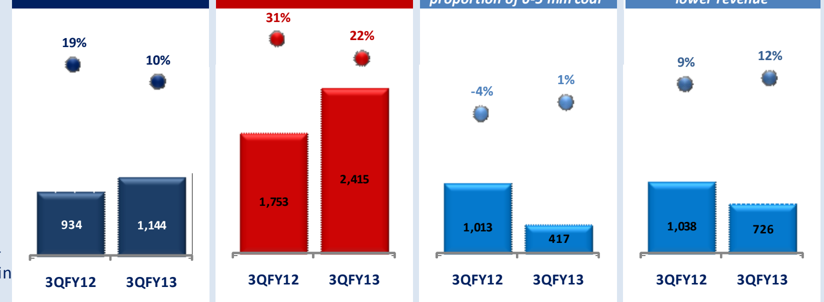
Baht millions	3QFY12	2QFY13*	3QFY13	%yoy	%qoq
Revenues	**4,810**	**3,657**	**4,776**	**-1%**	**31%**
Freight charges	934	1,118	1,144	22%	2%
Offshore services	1,753	1,394	2,415	38%	73%
Sales	2,045	1,059	1,138	-44%	7%
Costs	**3,608**	**3,086**	**3,558**	**-1%**	**15%**
Gross profits	**1,201**	**571**	**1,218**	**1%**	**113%**
SG&A	489	476	555	13%	17%
EBITDA	**713**	**95**	**663**	**-7%**	**596%**
Depreciation & Amortisation	427	434	442	3%	2%
Other income	65	36	31	-52%	-13%
Equity income	34	9	60	74%	593%
EBIT	**385**	**(294)**	**313**	**-19%**	**206%**
Finance costs	(155)	(116)	(133)	14%	-15%
Income taxes	(64)	(17)	(39)	39%	-134%
Profits before EI	**166**	**(427)**	**141**	**-15%**	**133%**
Extraordinary items	(2,369)	9	(223)		
Minority interests	(56)	56	1		
Forex translation	(92)	105	(192)		
Net profit	**(2,351)**	**(257)**	**(273)**	**88%**	**-6%**
No. of shares (million)	708	774	991		
Basic EPS (Baht)	(3.32)	(0.33)	(0.28)		

*Restated

Excluding the Baht 230 million provision for coal inventories at UMS and the Baht 192 million unrealised foreign exchange ("forex") losses, net profits should have been approximately Baht 27 million, not adjusting for taxes. On a pure operations basis, TTA's 3QFY13 performance improved from the previous quarter, driven primarily by Mermaid Maritime Plc. ("Mermaid").

- **Thoresen Shipping**'s EBITDA remained positive despite 9% yoy lower time charter equivalent ("TCE") rates. However, the TCE rate of USD 9,026 remains below the EBIT breakeven level. The TCE rate in FY13 looks set to be the lowest in the past 12 years.
- **Mermaid** entered its high season in 3QFY13 and achieved good operating profitability as a result of higher average day rates for its subsea vessels amidst increasing contributions from the long-term diving services contract with Saudi Arabian Oil Company ("Saudi Aramco").
- **UMS** gradually restarted operations at its Samut Sakorn plant in June. Without the Baht 230 million provision for coal inventories, net losses would have narrowed yoy.
- **Baconco**'s volume and revenues were lower relative to 3QFY12's record high, but wider gross margins cushioned the impact. Warehouse rental revenues doubled yoy following the launch of Baconco 5 in February.

	Transport		Energy		Infrastructure			
	Thoresen Shipping		Mermaid Maritime		UMS		Baconco	
Baht millions	**3QFY12**	**3QFY13**	**3QFY12**	**3QFY13**	**3QFY12**	**3QFY13**	**3QFY12**	**3QFY13**
Revenues	934	1,144	1,753	2,415	1,013	417	1,038	726
EBITDA	173	119	543	528	(43)	5	97	90
EBITDA margin	19%	10%	31%	22%	-4%	1%	9%	12%
EBIT	42	(29)	356	367	(60)	(11)	93	90
	Freight rates remained weak		*Strong revenue growth*		*Better margin from lower proportion of 0-5 mm coal*		*Improved margins offset lower revenue*	



Revenue & EBITDA margin

- Consolidated revenues of Baht 4,776 million were down 1% yoy. Lower sales revenues at UMS and Baconco offset higher revenues at Thoresen Shipping and Mermaid. Thoresen Shipping chartered-in more vessels, resulting in substantially higher vessel days and freight revenues, while Mermaid saw more contributions from the diving services contract with Saudi Aramco and other full subsea service contracts.
- Consolidated direct costs slipped 1% yoy to Baht 3,558 million. Higher costs at Thoresen Shipping (from more vessel days) and Mermaid (from additional costs to service the Saudi Aramco contract) were offset by lower costs of sales at UMS and Baconco. As a result, consolidated gross profits were up 1% yoy to Baht 1,218 million.
- SG&A rose 13% yoy to Baht 555 million, driven by higher SG&A associated with the Saudi Aramco diving services contract at Mermaid. Consequently, EBITDA narrowed 7% yoy to Baht 663 million.
- Equity income jumped 74% yoy to Baht 60 million. Mermaid's 33.8% owned associate, Asia Offshore Drilling Ltd. ("AOD"), contributed Baht 24 million of equity income, up from losses of Baht 1.5 million last year. All in, EBIT was Baht 313 million.
- The extraordinary items included a Baht 230 million provision for coal inventories at UMS and Baht 192 million unrealised forex losses due to the weakening of the Thai Baht against the US Dollar.
- Operating results declined 15% yoy, but increased 133% qoq. This was reflected in profits before extraordinary items, forex gains/losses and minority interests of Baht 141 million in 3QFY13, compared to 3QFY12's Baht 166 million and 2QFY13's losses of Baht 427 million.

Performance Overview by Business Group

Revenue contribution by business line

Baht millions	3QFY12	2QFY13**	3QFY13	%yoy	%qoq
Transport	952	1,137	1,158	*22%*	*2%*
Infrastructure	2,105	1,125	1,203	*-43%*	*7%*
Energy	1,753	1,394	2,415	*38%*	*73%*
Corporate*	0	-	-		
Total revenue	**4,810**	**3,657**	**4,776**	**-1%**	**31%**

Net profit contribution by business line

Baht millions	3QFY12	2QFY13**	3QFY13	%yoy	%qoq
Transport	67	(28)	(10)	*-115%*	*65%*
Infrastructure	5	38	(158)	*-2991%*	*-513%*
Energy	73	(72)	40	*-45%*	*156%*
Corporate*	(2,497)	(195)	(145)	*94%*	*26%*
Net profit	**(2,351)**	**(257)**	**(273)**	**88%**	**-6%**

** Corporate = TTA, the holding company, and inter-company eliminations*

*** Restated*

Group Transport

The dry bulk shipping industy continues in a prolonged downturn, with freight rates continuing to slide during the quarter. The freight rate environment is the lowest it has been for 15 years. Thoresen Shipping still plans to rebuild its fleet at the bottom of the asset cycle, although its efforts were thwarted by a tight credit environment and an overheated market in 3QFY13.

Group Infrastructure

UMS reopened its Samut Sakorn plant in June, albeit without full logistics effciency. Meanwhile, it is exploring pelletisation as a long-term solution to manage its 0-5 mm coal, with a small-scale commercial run to start in August. Baconco continues to generate strong profits and cash flows, which are being used to invest in a fully integrated logistics services in South Vietnam.

Group Energy

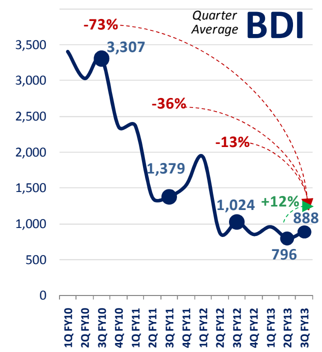
The offshore services sector is benefiting from a cyclical upturn of the oil and gas industry, as evidenced by Mermaid's recent contract awards. Mermaid's assets, particularly its subsea vessels, are being better utilised and generating higher revenues and profits, as demonstrated in this quarter's performance.

Group **Transport** Highlights

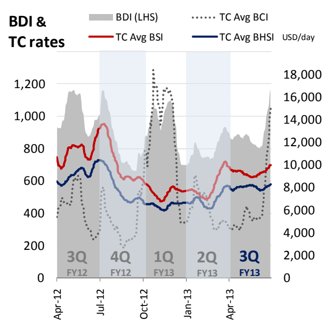
- **Freight rates remained weak**
- **TCE above cash opex but still below breakeven**
- **One vessel delivery postponed to 4QFY13**
- **Demand growth expected to outpace supply growth over the coming year**

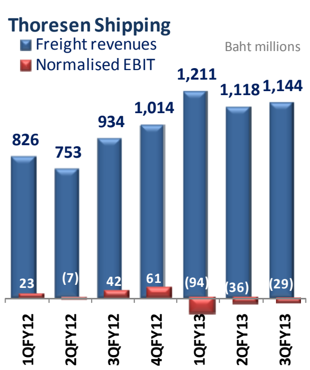
Freight rates remained weak

Following the seasonally weak January - March quarter, the Baltic Dry Index ("BDI") improved 12% qoq to average 888 points in 3QFY13, led primarily by the Supramax and Handysize segments. However, compared to the same quarter last year, the BDI slipped 13% yoy. Interestingly, mostly the Capesize segment drove the BDI's sharp rise in the last month of 3QFY13. The Baltic Capesize TC rates ("BCI") almost tripled within a month, from USD 5,171 per day at the end of May to USD 15,025 per day at the end of June, mostly thanks to higher Chinese iron ore imports. Driven by lower international iron ore prices and inventory



replenishment, Chinese iron ore imports reached 69 million tonnes, a near record high, in May. But given its sluggish start, the TC BCI average of USD 6,214 per day in 3QFY13 was only a marginal 3% increase qoq. More relevant to Thoresen Shipping, the Baltic Supramax TC rates ("BSI") averaged at USD 9,319 per day in 3QFY13, up 15% qoq but still 17% below 3QFY12's USD 11,206 per day. The Baltic Handysize TC rates ("BHSI") followed a similar trend, averaging at USD 7,987 per day in 3QFY13, up 16% qoq but still 13% below 3QFY12's USD 9,188 per day. In short, oversupply continues to hurt the dry bulk market and freight rates remained depressed in 3QFY13 even with a slight upward tick qoq.





TCE above cash opex but still below breakeven

Amid this challenging operating environment, Thoresen Shipping reported net losses of Baht 36 million in 3QFY13, down from net profits of Baht 25 million in 3QFY12. Freight revenues came in at Baht 1,144 million, up 22% yoy mainly due to more chartering-in activity to accommodate growing commercial relationships. During the quarter, Thoresen Shipping operated an average of 27.7 vessels (15.9 owned vessels and 11.8 chartered-in vessels), up from an average of 21.2 vessels (14.9 owned vessels and 6.2 chartered-in vessels) in 3QFY12.

Thoresen Shipping's TCE was USD 9,026 per day in 3QFY13, down 9% yoy but up 4% qoq. The TCE didn't rise in line with the BSI, Thoresen Shipping's benchmark, because most vessels had been fixed at above-index rates prior to the upturn in the BSI that started in mid-May. Nevertheless, after adjusting for the fleet's revenue capacity (90% of the BSI), Thoresen Shipping's TCE still outperformed the BSI by 8% during the quarter. The chartered-in TCE showed a significant improvement, rising from –USD 273 per day in the previous quarter to USD 491 per day in 3QFY13. Key reasons were 1) more vessels were positioned in higher-yielding transatlantic routes after the initial investment periods in the previous two quarters, and 2) Thoresen Shipping increased its lucrative activity in the spot charter market, where one matches cargo and spot chartered-in vessels at a profit.

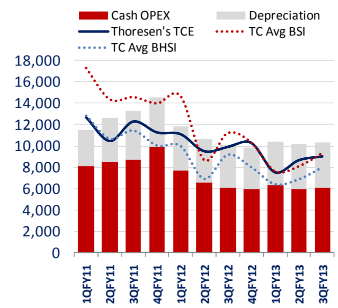
Cost control continued to be a key focus of Thoresen Shipping's in 3QFY13. Owner's expenses, the largest portion of cash operating expenses, were at USD 3,902 per day, up 15% yoy due to increased crew costs driven by competitive pressures but down 2% qoq on lower technical expenses. This was much lower than the industry average of USD 4,500-4,600 per day. Dry docking expenses of USD 785 per day were a decline of 7% yoy due to a younger fleet and diligent on-board maintenance by the crew but an increase of 19% qoq as three vessels completed their dry-docking during the quarter. The total per-day costs, including depreciation, stood at USD 10,283 in 3QFY13 (up 2% yoy and qoq), down from the peak of over USD 14,000 in 4QFY11 but still higher than the TCE for the quarter. As a result, Thoresen Shipping reported EBIT losses of Baht 29 million, down from EBIT of Baht 42 million in 3QFY12. But with per-day cash operating expenses of just over USD 6,000, well below the TCE, Thoresen Shipping was still able to generate positive EBITDA of Baht 119 million in 3QFY13, a feat in the depressed freight rate environment. With this lean cost structure, Thoresen Shipping is well positioned to make profits when the freight rates improve.

Ref No. COR:MS/EL13027e/UP

TTA: Thoresen Thai Agencies Public Company Limited

3QFY13 Earnings Release

Apr 2013 - Jun 2013



Cash OPEX includes:

- *Owner's expenses*
- *Dry-docking expenses*
- *Administrative expenses*
- *Finance costs*

Thoresen Shipping's income statement*

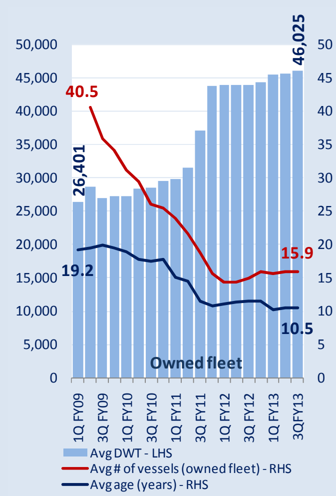
Baht millions	3QFY12	2QFY13	3QFY13	%yoy	%qoq
Total revenues	**934**	**1,118**	**1,144**	**22%**	**2%**
Total costs	692	947	955	38%	1%
Gross profits	**242**	**171**	**189**	**-22%**	**10%**
Gross margins (%)	26%	15%	17%	-9%	1%
SG&A	69	65	70	1%	7%
EBITDA	**173**	**106**	**119**	**-31%**	**12%**
EBITDA margins (%)	19%	9%	10%	-8%	1%
EBIT	**42**	**(36)**	**(29)**	**-170%**	**17%**

**as consolidated on TTA's P&L*

Average Daily Operating Results (USD/Day)

USD/Day	3Q FY12	2Q FY13	3Q FY13	%yoy	%qoq
USD/THB Rate (Daily Average)	31.29	29.80	**29.89**	-4%	0%
Time charter equivalent (TCE Rate)*	$9,912	$8,665	**$9,026**	-9%	4%
TCE Rate of Owned Fleet	$10,425	$8,938	**$8,535**	-18%	-5%
TCE Rate of Chartered-In	-$513	-$273	**$491**	196%	280%
Vessel operating expenses (owner expenses)	$3,401	$3,986	**$3,902**	15%	-2%
Dry-docking expenses	$844	$658	**$785**	-7%	19%
General and administrative expenses	$1,611	$1,529	**$1,608**	0%	5%
Finance costs, net	$222	-$256	**-$229**	-203%	11%
Depreciation	$3,979	$4,213	**$4,217**	6%	0%
Operating earnings*	-$145	-$1,465	**-$1,257**	-764%	14%

**The per day basis is calculated based on available service days.*
***Restated in compliance with IFRS*



Fleet data summary

	3Q FY12	2Q FY13	3QFY13	%yoy	%qoq
Average DWT	43,985	45,593	**46,025**	5%	1%
Calendar days for owned fleet [(1)]	1,365	1,440	**1,480**	8%	3%
Available service days for owned fleet [(2)]	1,365	1,436	**1,451**	6%	1%
Operating days for owned fleet [(3)]	1,360	1,428	**1,450**	7%	1%
Owned fleet utilisation [(4)]	99.6%	99.5%	**99.9%**	0%	0%
Voyage days for chartered-in fleet	568	1,216	**1,070**	89%	-12%
Average number of vessels [(5)]	21.2	29.4	**27.7**	31%	-6%

Note:
(1) Calendar days are the total calendar days TTA owned the vessels in our fleet for the relevant period, including off hire days associated with major repairs, dry dockings, or special or intermediate surveys.
(2) Available service days are calendar days [(1)] less planned off hire days associated with major repairs, dry dockings, or special or intermediate surveys.
(3) Operating days are the available days [(2)] less unplanned off-hire days, which occurred during the service voyage.
(4) Fleet utilisation is the percentage of time that our vessels generated revenues and is determined by dividing operating days by available service days for the relevant period.
(5) Average number of vessels is the number of vessels that constituted our fleet for the relevant period, as measured by the total operating days for owned fleet plus voyage days for chartered in fleet during the period divided by the number of calendar days in the relevant period.

M.V. Thor Fearless

One vessel delivery postponed to 4QFY13

Following the delivery of M.V. Thor Fearless on 6 June 2013, Thoresen Shipping's owned fleet at the end of 3QFY13 consists of 17 vessels (8 Handymax and 9 Supramax) with a DWT-weighted average age of 10.5 years and average size of 46,025 DWT. M.V. Thor Fearless is a 54,881-DWT second-hand Supramax built in November 2005 by Oshima.

The delivery of M.V. Thor Breeze has been postponed from 3QFY13 to 4QFY13. M.V. Thor Breeze is a 53,464-DWT new-build Supramax ordered from Vietnam Shipbuilding Industry Group ("Vinashin") in September 2007 and the sister ship of M.V. Thor Brave, which was delivered in November 2012.

It is still Thoresen Shipping's aim to rebuild and modernise its fleet at the bottom of the asset cycle to achieve significant long-term competitive advantages. However, a tight credit environment for the shipping industry and the current overheated second-hand vessel market have deterred Thoresen Shipping's further fleet expansion during the quarter. The Baltic Second-Hand Supramax Price Indicator ("BSPA") rose USD 1.25 million to USD 20.7 million in 3QFY13, fuelled mostly by sentiments and a surplus of buyers convinced that the BSPA has hit a cyclical bottom. Current signs are indicating that the recent rise in second-hand Supramax prices might be slowing. Thoresen Shipping expects to see a slight drop in the BSPA in 4QFY13, in line with Marsoft's expectation that most second-hand vessel values would flatten out over the coming year.

Demand growth expected to outpace supply growth over the coming year

Marsoft expects the global dry-bulk shipping demand to grow by 7% over the coming year, with steel-related trades contributing a large part of the growth. Improving global economy should lead to an increase in steel production in Europe, Korea, Taiwan, India, and Japan, where recent stimulus measures have already boosted output. In addition, Chinese iron ore imports are expected to grow by 9% on the back of higher Chinese steel production and competitive international iron ore prices while global steam coal trade is expected to grow at 8.5%, driven by relatively low international coal prices and rising Chinese and Indian imports.

On the supply front, deliveries are projected to decline significantly over the next 12 months to around 62 million DTW. This is after peaking at 110 million DWT during the July 2011 - June 2012 period and totalling an estimated 81 million DWT in the most recent 12-month period. With scrapping likely to remain at 30 million DWT, fleet growth is forecast at 4%. This would mark the slowest annual fleet growth since 2004 and should help set the stage for an improving dry bulk market.

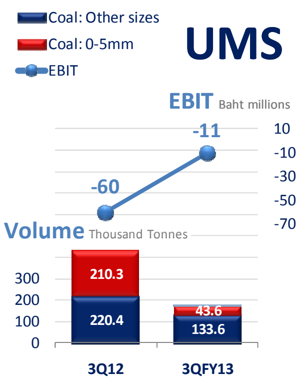
A recent surge in dry bulk ordering activity remains a concern. After topping 7 million DWT in the first calendar quarter, Capesize ordering slowed slightly in April and May to just over 4 million DWT. However, with an increase in orders for other bulker types during the past two months, total dry bulk ordering actually accelerated in the second calendar quarter. If this pace continues for the remainder of 2013, it would have consequences for freight rates in the coming years.

3QFY13 Earnings Release

Apr 2013 - Jun 2013

Group Infrastructure Highlights

- **Net losses deepened on provision for coal inventories**
- **Samut Sakorn plant reopened in June**
- **Another good quarter at Baconco**
- **Steady warehousing business**



Net losses deepened on provision for coal inventories

UMS operated only from its Ayudhaya plant most of 3QFY13, as its Samut Sakorn plant resumed operations in the second week of June. Revenues of Baht 417 million were a 59% yoy decline and in line with the 59% yoy drop in coal sales. UMS sold approximately 177,000 tonnes of coal in 3QFY13, compared to about 430,000 tonnes a year ago when UMS went through aggressive 0-5 mm coal sales to reduce its stockpile and meet one of the pre-conditions for the Samut Sakorn plant re-opening set forth by the Provincial Government. Compared to the previous quarter, revenue and sales volume were up 2% and 9%, respectively. Gross margins improved to 19.6%, as the proportion of low-margin 0-5 mm coal in UMS's total sales volume dropped to 25% from 49% in 3QFY12. SG&A fell 40% yoy to Baht 77 million along with lower sales. EBITDA was Baht 5 million and EBIT losses were Baht 11 million, improving from EBITDA losses and EBIT losses of Baht 43 million and Baht 60 million a year ago, respectively. In accordance to standard accounting practices and to reflect lower coal prices, UMS recorded an additional Baht 230 million allowance for net realisable value of inventories in 3QFY13. This caused UMS' net losses on TTA's consolidated income statement to deepen from Baht 84 million in 3QFY12 to Baht 237 million in 3QFY13.

UMS' income statement*

Baht millions	3QFY12	2QFY13**	3QFY13	%yoy	%qoq
Total revenues	**1,013**	**409**	**417**	**-59%**	**2%**
Total costs	928	310	335	-64%	8%
Gross profits	**85**	**99**	**82**	**-4%**	**-18%**
Gross margins (%)	8%	24%	20%	11%	-5%
SG&A	128	81	77	-40%	-5%
EBITDA	**(43)**	**18**	**5**	**111%**	**-74%**
EBITDA margins (%)	-4%	4%	1%	5%	-3%
EBIT	**(60)**	**2**	**(11)**	**82%**	**-552%**

**as consolidated on TTA's P&L*
*** Restated*

Samut Sakorn plant reopened in June

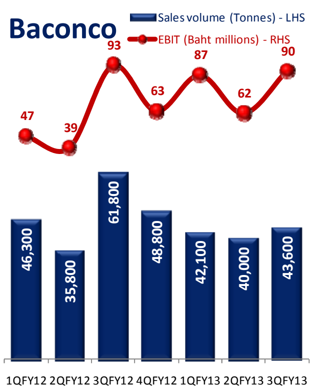
The Samut Sakorn facility reopened on 10 June 2013, almost two years after it was closed. However, UMS is yet to be allowed to use its own port at this plant. As such, UMS has to incur transport costs to truck coal from an approved Samut Sakorn port to its plant for screening and distributing. Discussions with the responsible authorities are ongoing.

Longer-term, UMS' classified coal sales are invariably dictated by its ability to manage 0-5 mm coal. To this end, UMS is adopting pelletisation as a way to add value to 0-5 mm coal. A small-scale commercial run is expected to commence in

Coal pellets

August. UMS is also exploring a number of initiatives, including international coal trading, to improve its long-term profitability. These initiatives will be announced in due course.

Another good quarter at Baconco

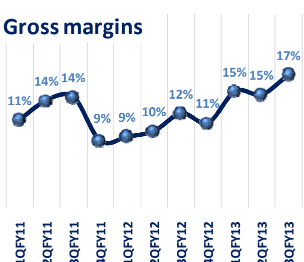


Baconco reported another good quarter in 3QFY13, contributing Baht 71 million of net profits, down 9% from 3QFY12 (when volume and revenues were at record high) but up 55% qoq. Revenues of Baht 726 million were down 30% yoy (+11% qoq), largely in tandem with volume. During the quarter, Baconco sold approximately 43,600 tonnes of fertilisers and crop care products, down 29% yoy given 3QFY12's large base from an early start of the planting season and unusually high export sales. Compared to the previous quarter, sales volume was up 9%. NPK fertilisers made up approximately 97% of the volume sold in 3QFY13, up from 86% in 3QFY12. The higher proportion of NPK fertiliser volume, together with lower raw material prices particularly DAP and urea, boosted gross margins to 17.2%. Consequently, 3QFY13 gross profits were Baht 125 million, down a marginal 1% yoy despite lower volume and revenue. SG&A increased 20% yoy to Baht 35 million as Baconco renewed its domestic marketing efforts, with a bigger marketing team and more marketing campaigns in the North and Central Vietnam and launched its bestseller "Golden Stork" fertiliser with a new coating in a new and improved bag during the quarter. Both EBITDA and EBIT came in at Baht 90 million, down from Baht 97 million and Baht 93 million in 3QFY12, respectively.

Baconco's income statement*

Baht millions	3QFY12	2QFY13	3QFY13	%yoy	%qoq
Total revenues	**1,038**	**655**	**726**	**-30%**	**11%**
Total costs	912	559	601	-34%	8%
Gross profits	**126**	**96**	**125**	**-1%**	**30%**
Gross margins (%)	12%	15%	17%	5%	3%
SG&A	29	31	35	20%	13%
EBITDA	**97**	**65**	**90**	**-7%**	**39%**
EBITDA margins (%)	9%	10%	12%	3%	2%
EBIT	**93**	**62**	**90**	**-4%**	**45%**

as consolidated on TTA's P&L



Steady warehousing business

With the opening of the Baconco 5 warehouse, warehouse rental revenues doubled yoy in 3QFY13, but still accounted for a small part of Baconco's top-line compared to fertilisers and crop care products. Capacity utilisation stood at close to 80% during the quarter. Currently, TTA Group companies in Vietnam operate total warehouse space of 53,000 sq. m., with capacity for almost

Baconco warehouse

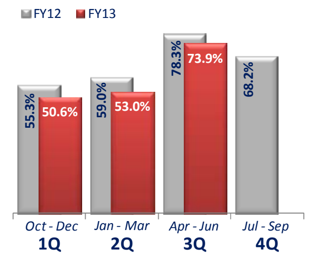
190,000 metric tonnes of cargoes.

TTA's vision to create a fully integrated professional logistics services in Southern Vietnam has been realised. Through our investments in Baconco, Thoresen Vinama Logistics, and Baria Serece, TTA is uniquely positioned to offer a full range of logistics solution including sea and land transport, warehousing, bagging, forwarding, and custom clearance. These logistics services will support the continuing growth of Baria Serece, in which TTA owns a 20% stake. In 3QFY13, Baria Serece contributed Baht 8.5 million of equity income to TTA, an increase of 3% yoy.

Group **Energy** Highlights

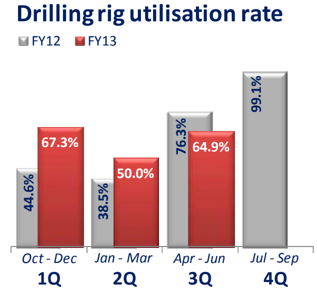
- **Return to profitability**
- **Encouraging outlook for both subsea and drilling businesses**
- **Capital raising under way**

Subsea vessel utilisation rate



**Utilisation rate per calendar days*

Drilling rig utilisation rate



**Utilisation rate per calendar days*

Return to profitability

Mermaid returned to profitability in 3QFY13, with net profits of Baht 41 million. Total revenues of Baht 2,415 million were an increase of 38% yoy, primarily due to higher contributions from the Saudi Aramco diving services contract and better average day rates for its subsea vessels. Mermaid Offshore Services ("MOS") saw a 28% yoy increase in its average day rate from USD 67,797 in 3QFY12 to USD 86,943 in 3QFY13 as a result of more full service subsea contracts. This more than offset the drop in MOS's utilisation rate to 73.9%. Meanwhile, Mermaid Drilling saw a yoy drop in revenue as utilisation rate of MTR-2, back on-hire on 29 May 2013 after its special periodic survey ("SPS"), stood at only 29.7%. This translates into overall drilling rig utilisation rate of 64.9%, compared to 76.3% in 3QFY12.

Given that Mermaid had to incur additional costs to service the Saudi Aramco contract, costs surged 54% yoy to Baht 1,634 million while SG&A grew by 68% yoy to Baht 253 million. EBITDA and EBIT came in at Baht 528 million and Baht 367 million, compared to Baht 543 million and Baht 356 million in 3QFY12. Mermaid recorded unrealised forex losses of Baht 227 million in 3QFY13 due to the Baht's weakening against the US Dollar. Without this translation loss, the improvement in net profits would have been more marked.

Mermaid's income statement*

Baht millions	3QFY12	2QFY13	3QFY13	%yoy	%qoq
Total revenues	**1,753**	**1,394**	**2,415**	**38%**	**73%**
Total costs	1,059	1,235	1,634	54%	32%
Gross profits	**694**	**159**	**781**	**13%**	**390%**
Gross margins (%)	40%	11%	32%	-7%	21%
SG&A	151	179	253	68%	41%
EBITDA	**543**	**(20)**	**528**	**-3%**	**2777%**
EBITDA margins (%)	31%	-1%	22%	-9%	23%
EBIT	**356**	**(234)**	**367**	**3%**	**257%**

**as consolidated on TTA's P&L*

Encouraging outlook for both subsea and drilling businesses

Outlook for the offshore services sector remains encouraging. For the subsea business, Mermaid is experiencing a greater demand for its offshore vessels and related services across different geographies as it enters high season in the second half of the financial year. That said, some of Mermaid's contracts are still short-term and subject to changes on short notice. Mermaid continues to focus on higher vessel yields and longer contract durations in growth areas, such as the Middle East and Europe. Given the increasing exploration and production activities, Mermaid is cautiously optimistic that the outlook in the oil and gas industries will be positive over the next 12 months.

The outlook for drilling business is also positive. The tender rig market is a niche market with a global supply of around 35 units. The demand-supply dynamics of the tender rig market appears to be favourable as indicated by day rates and utilisation. Following the completion of its contract in Indonesia in July, Mermaid is marketing MTR-1 for continued work as an accommodation barge support unit. MTR-2 commenced a 2-year drilling contract in Indonesia in late May.

For jack-up rigs, the overall demand has improved globally. The demand for premium jack-up rigs has remained strong in all relevant regions, particularly in Asia and the Middle East. Asia Offshore Drilling ("AOD"), Mermaid's 33.8%-owned associate company, took delivery of the three jack-up rigs AOD I, AOD II, and AOD III on 31 January, 15 April, and 17 July 2013, respectively. AOD I already commenced its three-year contract with Saudi Aramco on 1 May. Positive contributions from AOD have begun and are expected to rise in FY14, when all three jack-up rigs are fully employed.

Jack-up rig

Capital raising under way

Mermaid's plan to raise approximately SGD 176.1 million through a rights issue and private placement was approved at the Extraordinary General Meeting of Shareholders on 4 July 2013. Up to 628.8 million rights shares, representing 80% of Mermaid's existing share base, will be offered at an issue price of SGD 0.28 per share. The proceeds shall be used primarily for the acquisition of two new tender rigs and other investments. TTA has agreed to subscribe its rights shares in full.

The **Corporate**

TTA currently faces different environments in its four core business units, and therefore, their business strategies differ.

The dry bulk shipping market is at historically low levels, but vessel prices have also fallen to a more attractive point for long-term investment. The offshore oil and gas services sector, in which Mermaid operates, is experiencing a multi-year cyclical upturn, as global exploration and production ("E&P") spending by oil and gas companies continues to rise. The most recent survey by Dahlman Rose which covers 463 oil and gas companies predicts a 5.5% increase in the global E&P spending to a record USD 645 billion in 2013, particularly in Asia and the Middle East with growth rates in excess of 10%.

The fertiliser market in Vietnam is growing slowly, but with low freight rates, Baconco has been able to export significant fertiliser volume to distant places like Africa. UMS faces more competition from recently established coal traders and is looking for ways to maintain sales volumes and improve margins.

Our overall policy is to closely monitor market developments and ensure that our core business units are efficiently managed. We will also seek investment opportunities that are expected to bring higher future returns in each business unit. There is little doubt that making timely investments in TTA's dry bulk shipping business and offshore services business today will bring significant returns in the future.

Yours faithfully,
Thoresen Thai Agencies Public Company Limited

M.L. Chandchutha Chandratat President & Chief Executive Officer	Mrs. Thitima Rungkwansiriroj Executive Vice President Corporate Finance and Accounting