



For immediate Release

TTA Reveals Full Year 2021 Results Best-ever Net Profits in More Than a Decade

- TTA delivered the best-ever net profits of Baht 3,858.7 million in more than a decade.
- Positive EBITDA of Baht 5,454.7 million in 2021
- Shipping segment delivered a decade-high net profits to TTA of Baht 4,329.8 million.
- Offshore Service segment's gross profits turned around to Baht 249.8 million with a strong order book of US\$ 292 million.
- Agrochemical segment's net profits to TTA of Baht 91.3 million, up 42%YoY
- Net interest-bearing debt to equity was negative at 0.04 times, reflecting surplus cash under management over interest-bearing debts.

Bangkok, 28 February 2022 – Thoresen Thai Agencies Public Company Limited or TTA reported revenues of Baht 22,128.1 million, increasing 72%YoY, mainly due to the significant growth in most core businesses especially Shipping. Shipping, Offshore Service, Agrochemical, Food & Beverage, and Investment segments contributed 53%, 16%, 18%, 9%, and 4% to the consolidated revenues, respectively.

In 2021, Shipping's TCE rate significantly rose 153%YoY to US\$ 24,074 per day on average, with gains from both owned and chartered-in vessels. Offshore Service segment's gross profits turned positive from better margin with a strong order book of US\$ 292 million. Agrochemical segment's fertilizer sales volume reached its record high of 224.2 Ktons, and its net profits more than tripled from 2019 levels. Accordingly, EBITDA grew 675%YoY to Baht 5,454.7 million. Therefore, TTA reported historical-high net profits of Baht 3,858.7 million in more than a decade, due to the remarkable growth in Shipping's freight rate.

As of 31 December 2021, TTA continued solid financial position with ample cash under management of Baht 11 billion from best-ever operating profits in more than a decade. The net interest-bearing debt to equity ratio was negative at 0.04 times while the current ratio was 2.83 times, indicating adequate liquidity with surplus cash under management over interest-bearing debts.

Mr. Chalermchai Mahagitsiri, TTA President and Chief Executive Officer, said: "With an uptrend in the dry bulk industry, TTA delivered better than expected fourth quarter and full-year result 2021 amid ongoing disruption arising from the Covid-19 pandemic. The record result has been made possible through attractive market conditions with the rising freight rate supported by



a limited fleet growth, the demand growth of coal and minor bulks following the world economic recovery and the disruption upside from port congestion due to COVID-19 control measures and shortage of container ships. We believe the outlook for 2022 and beyond is positive due to strong demand for dry bulk commodities such as grains, iron ore and coal has continued to strengthen in line with the steady economic recovery and expected to push up freight rates”.

Key Strategic Business Segment Performance

Shipping Segment:

Thoresen Shipping’s freight revenues were reported at Baht 11,718.5 million, which increased 147%YoY, mainly due to the rising freight rate. Meanwhile, its TCE rate rose 153%YoY to US\$ 24,074 per day on average. Since 3Q/2021, TCE rate has been outperforming the net market rate, by 4% in 3Q/2021 and 8% in 4Q/2021. In addition, it maintained low vessel operating expense (OPEX) of US\$ 3,991 per day, 12% lower than industry OPEX of US\$ 4,553 per day; and its owned fleet utilization rate remained high at 100% in 2021. As a result, Thoresen Shipping delivered the best-ever net profits to TTA of Baht 4,329.8 million in more than a decade, which increased 1,008%YoY in 2021. At year-end, Thoresen Shipping owned 24 vessels (22 Supramaxes and 2 Ultramaxs) with an average size of 55,913 DWT and an average age of 13.7 years.

Offshore Service Segment:

Mermaid Maritime Public Company Limited or Mermaid recorded revenues of Baht 3,605.3 million, which increased 38%YoY, mainly from the expansion of services to cable laying business. However, the performing subsea-IRM vessel utilization rate decreased YoY from 85% to 66% in 2021, due to the earlier completion of one project in 1Q/2021 and the mobilization of one vessel from the Middle East to the South East Asia (SEA) in 4Q/2021 to serve for decommissioning and Transportation & Installation (T&I) projects both ongoing and under bidding in the SEA region, new opportunities in 2022 and onwards.

As revenues increased, gross profits significantly increased 979%YoY and turned around to Baht 249.8 million, compared to a gross loss of Baht 28.4 million in the previous year. Summarily, Mermaid reported a net loss to TTA of Baht 294.4 million in 2021, which improved by 85%YoY. The order book at the year-end remained strong at US\$ 292 million.

Agrochemical Segment:

In 2021, PM Thoresen Asia Holdings Public Company Limited or PMTA recorded revenue of Baht 3,932.5 million, which increased 39%YoY due to higher revenues from all products and services: fertilizer, pesticides, and area management service. Total fertilizer sales volume reached its



record high of 224.2 Ktons in 2021, reflecting an increase of 8%YoY, due to the growth of domestic sales volume in Vietnam. Domestic fertilizer sales volume, accountable for 82% of total fertilizer sales volume, totaled 184.0 Ktons, up 30%YoY. Meanwhile, export fertilizer sales volume decreased 39%YoY to 40.1 Ktons due to the shortage of containers and higher container freight rate to farther continents like Africa since 4Q/2020, although it has been rebounded since 2Q/2021. On the other hand, exports to countries within South East Asia got less impacted and became expanding.

As a result, EBITDA increased by 12%YoY to Baht 226.2 million. In addition, service income from factory area management increased 29%YoY to Baht 59.9 million, due to higher customers' demand for warehouse activities during this period. In summary, PMTA reported the record-high net profits to TTA of Baht 91.3 million in 2021 since the previous high in 2017, reflecting growth of 42%YoY.

Food & Beverage

Pizza Hut is operated as a 70%-owned subsidiary of TTA. As of 31 December 2021, there were 177 outlets nationwide. All new outlets were opened in the high traffic location in major provinces.

Taco Bell, the leading American restaurant chain serving a variety of Mexican inspired food, is operated as a 70%-owned subsidiary of TTA. As of 31 December 2021, there were 11 outlets nationwide.

Investment focuses on water and logistics sectors.

Asia Infrastructure Management (Thailand) Co., Ltd. ("AIM"), an 83.75%-owned subsidiary of TTA, is the water contractor/service company. AIM also owns a concession to sell tap water in Luang Prabang, Laos, through a 66.7%-owned subsidiary.

Note: For additional financial information, please see financial statements.

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THORESEN THAI AGENCIES PLC

Press Release

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About TTA

Thoresen Thai Agencies Public Company Limited, or TTA, is a strategic investment holding company that is listed on the Stock Exchange of Thailand, with an investment policy to achieve growth through a balanced portfolio that is diversified both locally and internationally. Included in its current business portfolio are shipping, offshore service, agrochemical, food & beverage and investment.

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