

JWD GROUP

THINK
EVERYTHING
LOGISTICS

Opportunity Day 1Q/2016



Agenda

I. Company Overview

II. Investment Highlights

III. Y2015 Financial Performance

IV. Investment Projects Y2016



I. Company Overview

Specialized logistics services

- Moving services
- Office building & warehouses rental services
- Document and database storage management services
- Software applications and IT solutions

Integrated logistics and supply chain management solutions

- Third Party Logistics Providers
- Transport and distribution business
- Yard management services for car exporting
- Cold Chain logistics

Overseas logistics

- Expand into ASEAN countries
- First mover of logistics provider in Laos, Myanmar and Cambodia
- Joint venture with strong partner, RMA Group, major franchisee of Minor Food Group



Revenue from overseas reach 25% of total revenue by Year 2020

JWD / JVK INT'L MOVERS

JWD / DATASAFE

JWD / DYNAMIC IT SOLUTIONS

JWD / AUTOLOGIC

JWD / PACIFIC COLD CHAIN

JWD / BENJAPORN LAND

JWD / INFO LOGISTICS

JWD / TRANSPORT

JWD / JPK COLD STORAGE

JWD / ASIA

1979

1993

2014

Company's Services

Warehouse & Yard Management

JWD INFO LOGISTICS

- General Goods
 
- Dangerous Goods
 

JWD AUTOLOGIC





- Automotive Yard
 

JWD PACIFIC COLD CHAIN

- Cold Chain
 





Transportation & Distribution

JWD TRANSPORT

- General Goods
 
- Dangerous Goods
 
- Car Carrier
 
- Cold Chain
 




Moving

JWD JVK INT'L MOVERS

- Household
 
- Office
 
- Exhibition
 
- Machinery
 

Record & Information Management

JWD DATASAFE

- Document Storage
 
- Document Destroy
 
- Packing & Filling
 

Others

JWD BENJAPORN LAND **JWD PACIFIC LAND**

- Warehouse rental
 

JWD DYNAMIC IT SOLUTIONS

- IT Solution
 



Short-term Growth

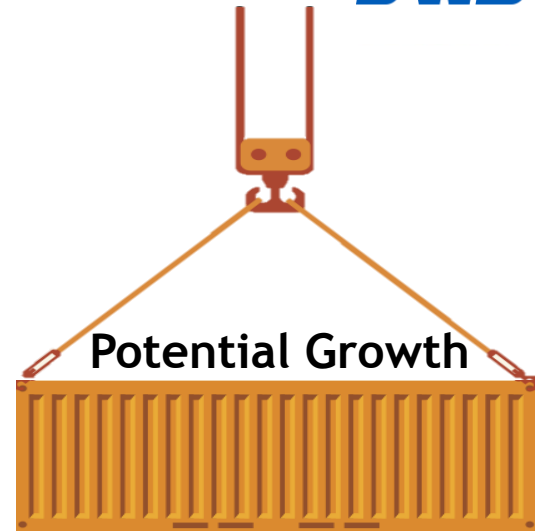
- Increased cold storage's occupancy rate
- On-site service automotive yard and warehouse management
- JWD Chemical Supply Chain (JCS)
- LCL Consolidation hub
- Higher dangerous goods throughput

Mid to Long-Term Growth

- Warehouse and Cold Storage
 - Laos
 - Myanmar
 - Cambodia
- Cross-border transportation

Potential Growth

- JV and M&A with local partner
- Chemical project
- E-Commerce logistics
- Automotive logistics
- Logistics through new mode of transportation
- Transportation of specialized product





II. Investment Highlights

Investment Highlights

I. Sole Chemical & Dangerous Goods Service Provider

II. Leading in Cold Chain Management Service

III. Providing General & Free Zone Auto Yard Management Service

IV. Regional Expansion along with Strong Partners

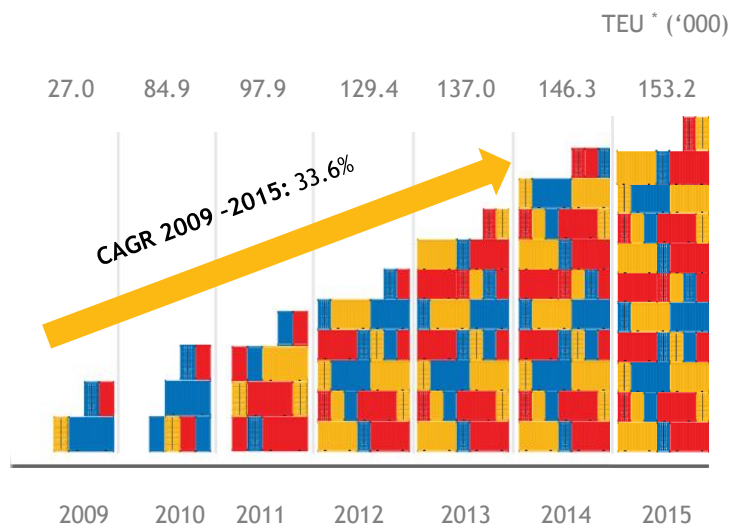
V. First Mover to Create New Things to Logistics World

VI. Fully Integrated Logistics Services with an Innovative IT System

I. Sole Chemical & Dangerous Goods Service Provider

- The **only** logistics service provider granted a concession to manage dangerous goods within Laemchabang Port area for 30 years
- The number of chemical & dangerous goods' containers has increased with CAGR of 33.6% from 2009 to 2015

Chemical & dangerous goods' containers statistics at Laemchabang Port (2009 - 2015)



Note: * TEU = Twenty Equivalent Unit

Key customers



Kawasaki
HYUNDAI
DAIZO
TOYOTA

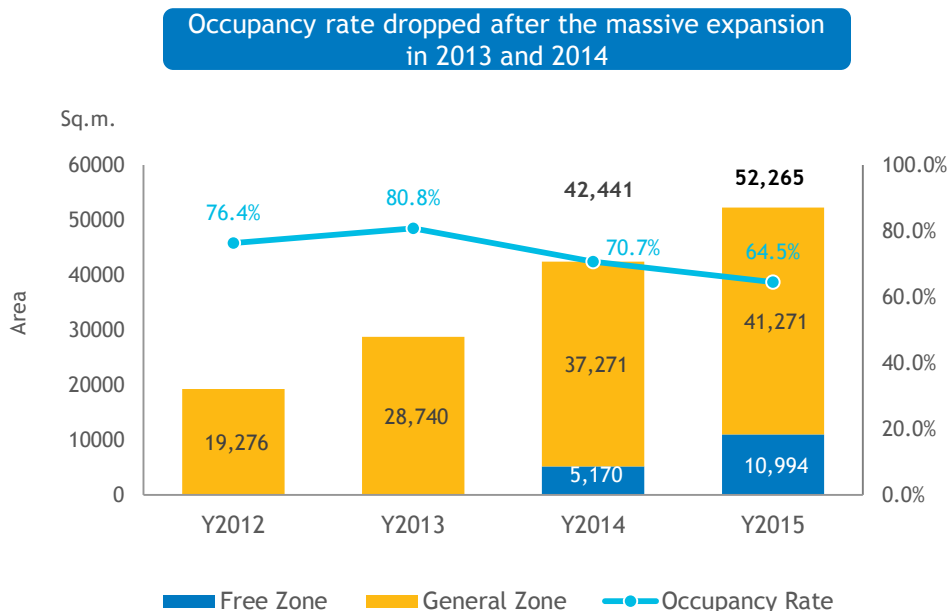
ptt GLOBAL CHEMICAL
SOLVAY
AGC
 บริษัท ไทยอาสารายเคมีภัณฑ์ จำกัด
 AGC CHEMICALS (THAILAND) CO.,LTD.

nobel inc
DOW
 Asian Honda
HONDA
 The Power of Dreams

II. Leading in Cold Chain Management Service Provider

- JWD Group is the **only** logistics service provider in Thailand specializing in chilling and freezing storage that has been granted a license by the Customs Department to offer free zone warehousing service designed especially for high-volume food imports and exports
- Serving the high volume of chilled and frozen goods, JWD Group serves customers with the large area of general and free zone cold storage in Mahachai, Suwinthawong, and Bangna km. 19 area
- In 2015, company expanded cold storage warehouse in Mahachai area of 4,000 Sq.m.
- Growth of demand for cold chain storage proved by value of tuna can/tuna processing and frozen chicken and pork export increased with CARG of 5.0% and 49.3%, respectively

Area and Occupancy Rate with Future Expansion



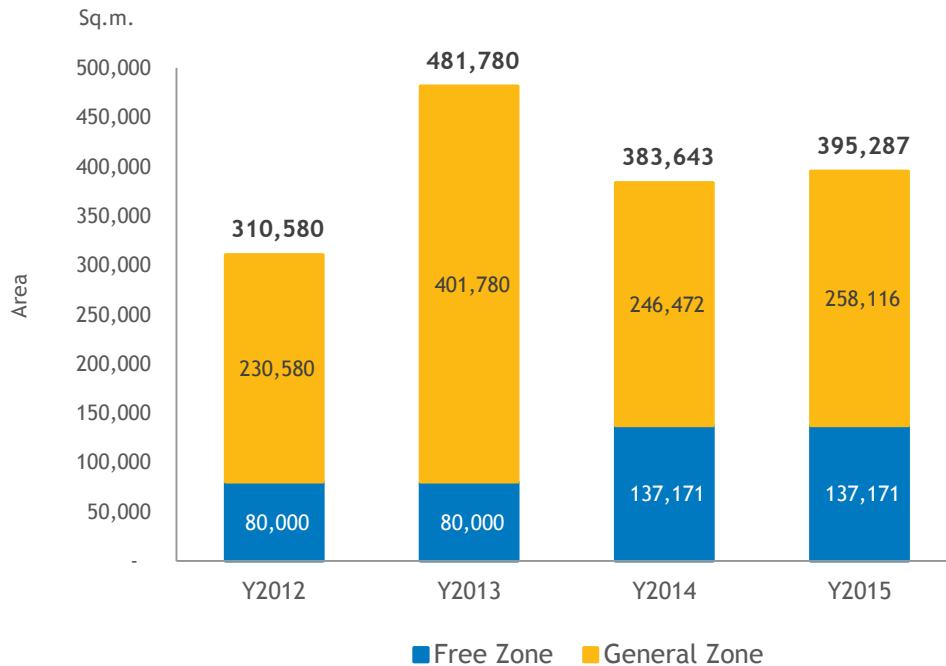
Key customers



III. Providing General & Free Zone Auto Yard Management Service

- JWD Group is granted a right to provide auto yard management service in free zone area at Laemchabang Port
- JWD Group has offered auto yard management service both in general and free zone area

General and Free Zone area of Auto Yard (Y2012- Y2015)



Key customers



JWD Group provides not only auto yard management, but also on-site operation service at customer's area:

- Currently, JWD Group offers on-site operation service at Gateway City Industrial Estate. Total area is approximately 156,742 Sq.m.

IV. Regional Expansion Along with Strong Partners

Geographic Advantage

- Thailand is centrally located in Mainland Southeast Asia, in which 30 provinces physically connected with the neighboring countries especially Cambodia Laos Myanmar and Vietnam (“CLMV”)
- Thailand increases regional logistics investment to meet the rising demand for cross-border logistics services

Thailand’s Logistics Competency in Southeast Asia

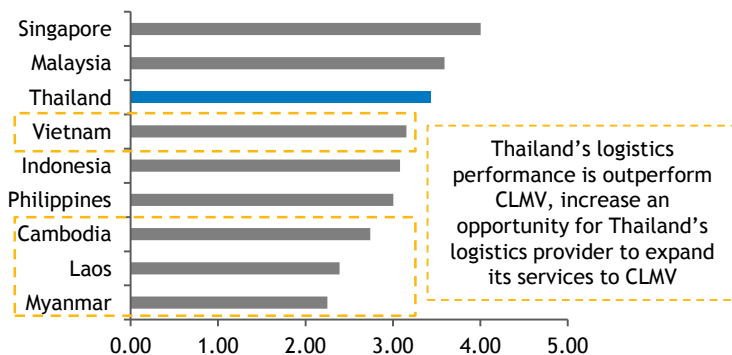
- 2014 World Bank’s Logistics Performance Index (LPI): Thailand was ranked 35th out of 160 countries and 3rd among the ASEAN countries
- Thai government invests to increase efficiency of Thai logistics operation by developing e-logistics and paperless customs



CLMV is potential market for Logistics services

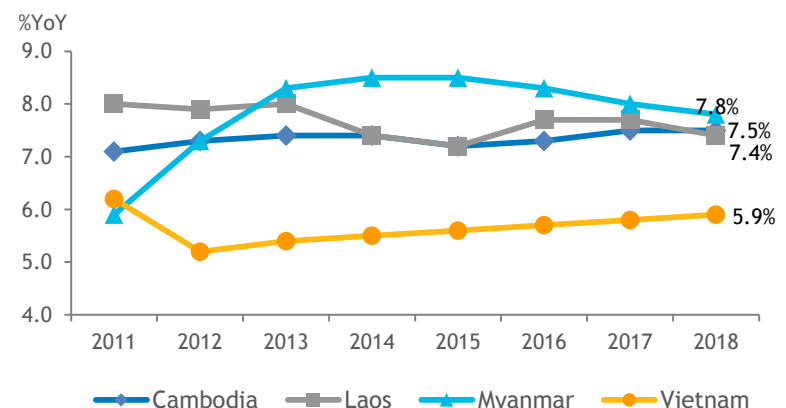
- CLMV have experience strong GDP growth and expected to keep their rapid growth rate during the next five years provided opportunity for investment
- Additional logistics services are required for those countries to maintain their growth

Logistics Performance Index 2014 (selected ASEAN countries)



Source: The World Bank LPI Report 2014

GDP (selected ASEAN countries)



Source: International Monetary Fund

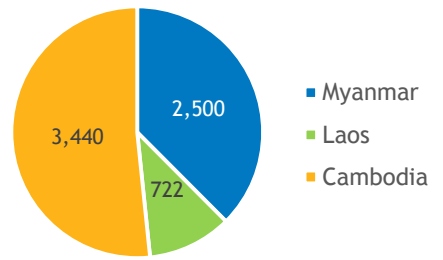
IV. Regional Expansion Along with Strong Partners (Cont'd)



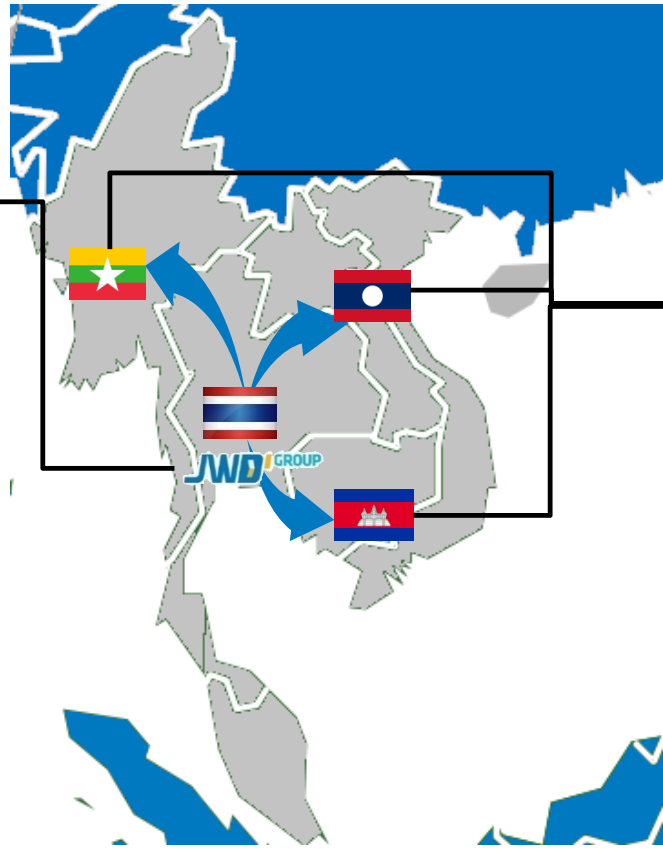
- One of the largest seafood enterprises in the world
- Joint-venture for JPK Cold Storage Co., Ltd. with total cold storage area of 10,364 square metres

Initial Space

Unit: sqm



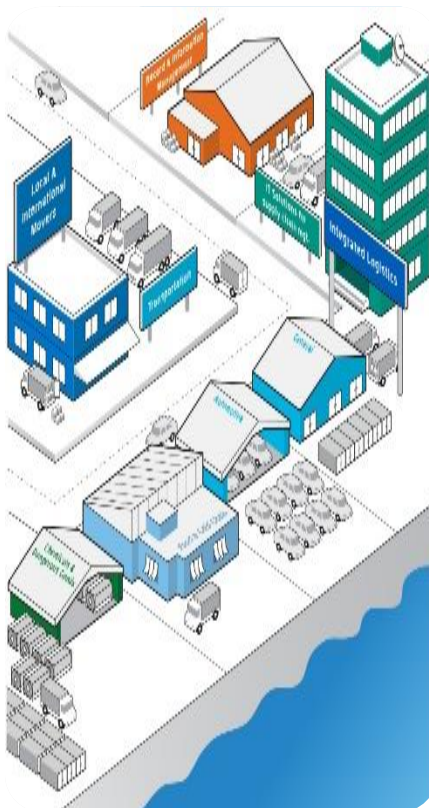
- JWD Group will expand into CLMV region with strong partners
- Initial warehouses' space is 5,162 Sq.m.
 - Myanmar 1,000 Sq.m. starts operation in 1Q 2016 and expand to 2,500 sq.m. in 3Q 2016
 - Laos 722 Sq.m. starts operation in 1Q 2016
 - Cambodia 3,440 Sq.m. is expected to be completed in 2Q 2016



- JWD Group jointly established logistics company in Cambodia, Myanmar, and Laos with RMA Group, sister company of Clipper Holdings and Express Food Group Co., Ltd. (EFG)
- RMA Group is a provider of vehicle, equipment for aid & development focus primarily on the post-conflict country such as Myanmar, East Timor and etc.
- EFG focuses on food franchise business in Cambodia, Laos, and Myanmar

V. First Mover to Create New Things to Logistics World

JWD Group never stop thinking and innovating specialized services in the field of logistics. Thinking in all directions about logistics, JWD Group is the first in this sector to develop and offer innovative logistics solutions to meet different needs of customers



The first free zone auto yard logistics service provider in Laem Chabang Port area

The first logistics service provider granted a concession to manage dangerous goods within Laem Chabang Port area

The first free zone logistics service provider in cold chain industry

The first company in Thailand to offer one-stop record and information management

VI. Fully Integrated Logistics Services with an Innovative IT System

Warehouse management

The range of warehouse management services includes both general and free zone warehouses;



- General Goods Warehouses
- Chemical & Dangerous Goods Warehouses
- Automotive Yard
- Cold Chain Warehouses

Transportation & Distribution

JWD Group provides transportation and distribution through domestic and cross-border. The range of transportation services includes:



- General Goods
- Dangerous Goods
- Automotive
- Cold Chain Goods

Custom clearance service

JWD Group offers a wider range of comprehensive customs-related services run by in-house specialists. The services include;



- Consultations on tariff and other related matters
- Tax refund and other benefits
- Processing of customs declarations
- Etc.

Value added service

JWD Group is flexible to provide value added services to support the customer's operation. The services include;



- Stuffing
- Labeling
- Sorting
- Paletizing
- Packing / Re-packing
- Etc.



WMS CCMS TMS AYMS

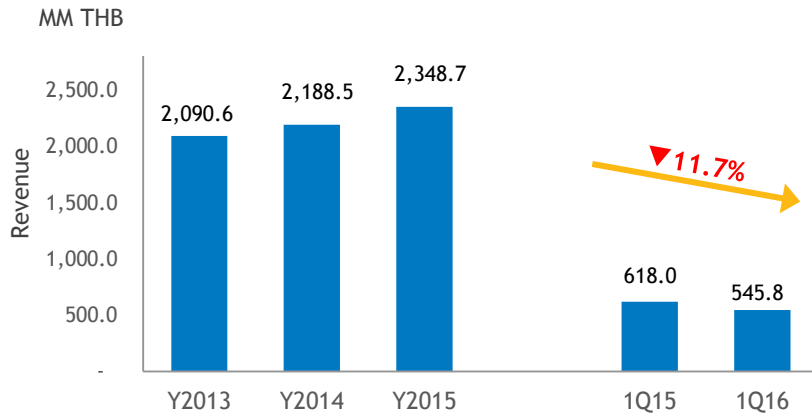




III. Y2015 Financial Performance

Total Revenues and Service Capabilities

Total Revenue and Growth



Warehouse Capacities

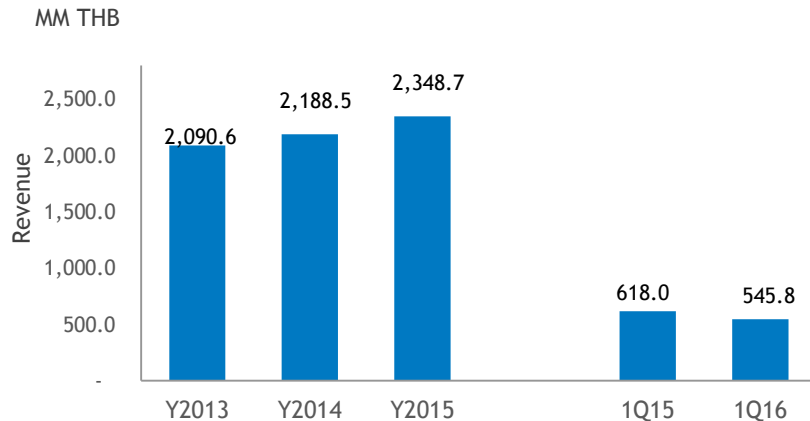
(Unit: sq.m.)	2012	2013	2014	2015
General goods	96,360	109,800	111,720	111,720
Chemicals & Dangerous goods	10,032	10,032	10,032	10,032
Cold chain service	19,276	28,740	42,441	52,265
Record & Info Management	17,880	16,440	14,520	14,520
Other services	8,415	8,415	15,183	21,951
Total	151,963	173,427	193,896	210,488

Yard Capacities

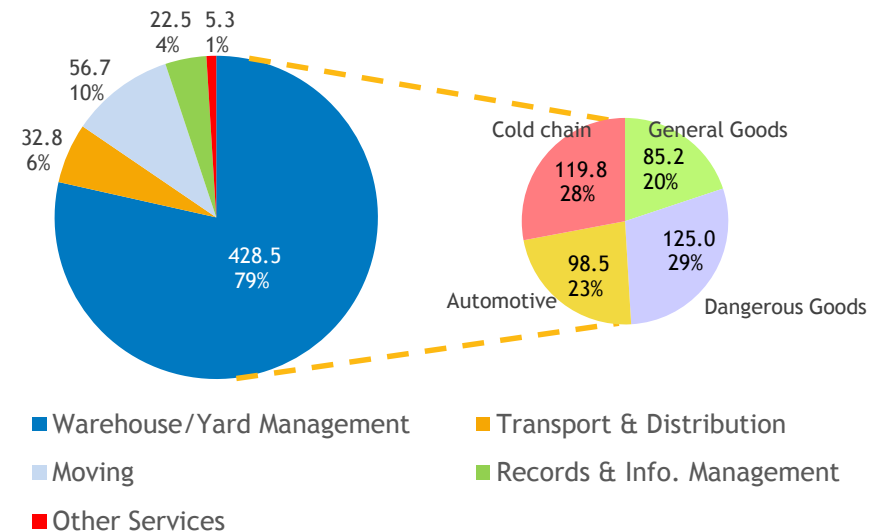
(Unit: sq.m.)	2012	2013	2014	2015
Chemicals & Dangerous goods	125,968	125,968	173,968	173,968
Automotive Yard	310,580	481,780	383,643	395,287
Total	436,548	607,748	557,611	569,255

Revenue & Gross Profit

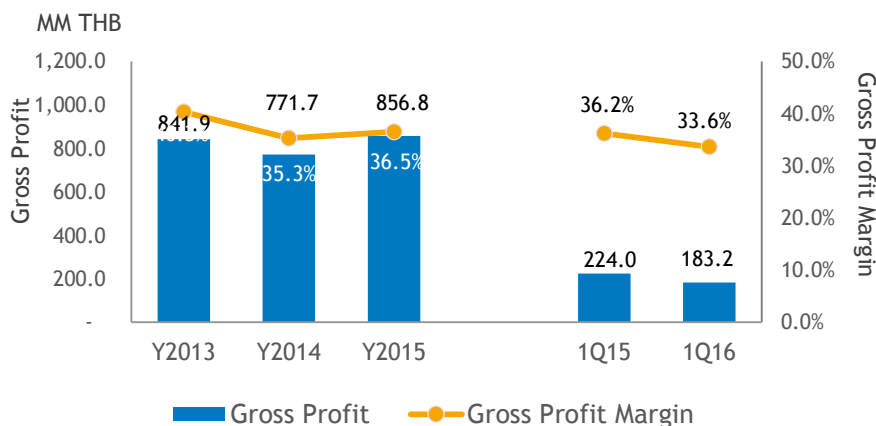
Revenue



Revenue breakdown



Gross Profit and Gross Profit Margin

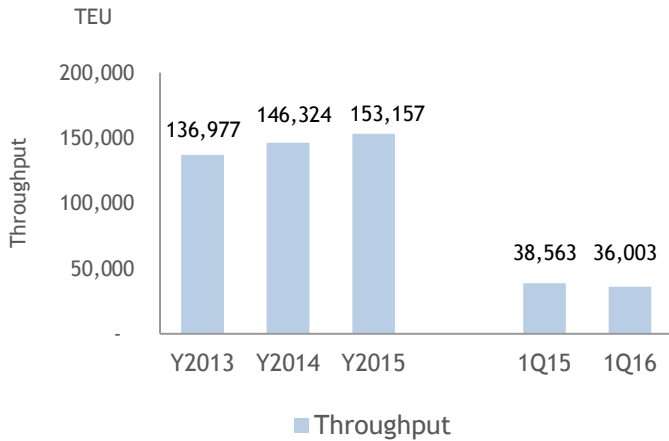


- Revenue for 1Q16 was THB 545.8 mm, dropped 11.7% YoY due to temporary decreased of revenue from warehouse management service
- 79% of total revenue structure was mainly from warehouse management service and diversified to four main product categories; general goods, dangerous goods, automotive and cold chain
- Lower gross profit due to dropped revenue impact from economic slowdown while fixed cost was relatively constant
- Gross profit margin fell slightly to 33.6%

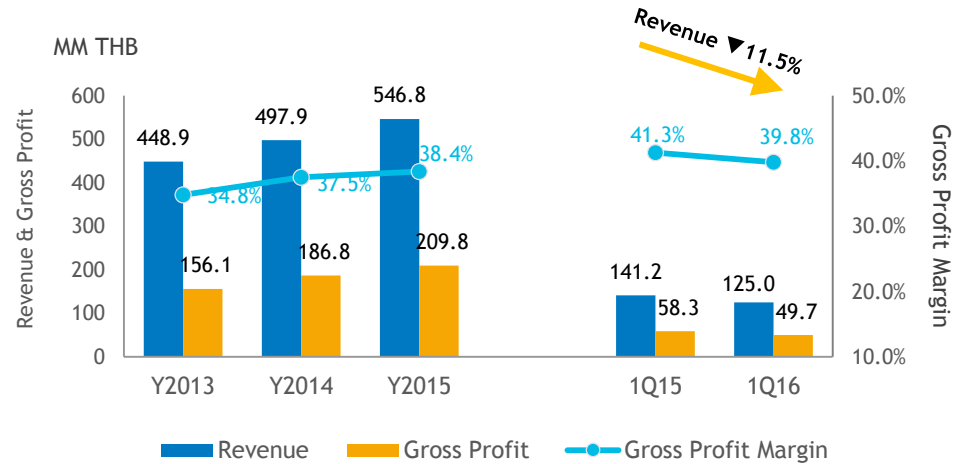
Revenue and Gross Profit by Business

Warehouse & Yard Management: Chemical and Dangerous Goods

Dangerous Goods Yard Throughput

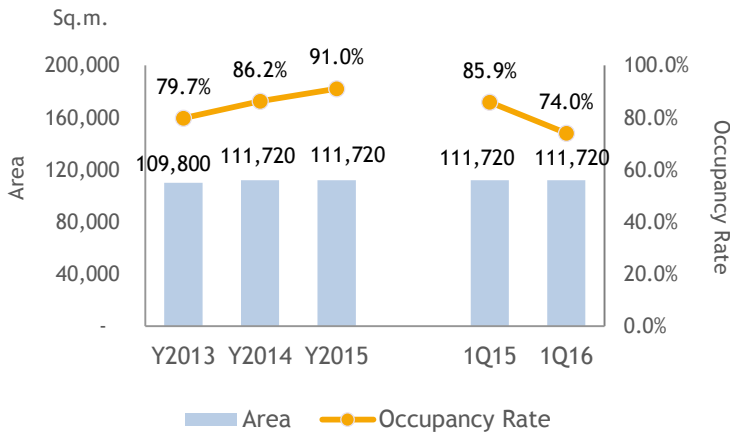


Revenue & Gross Profit

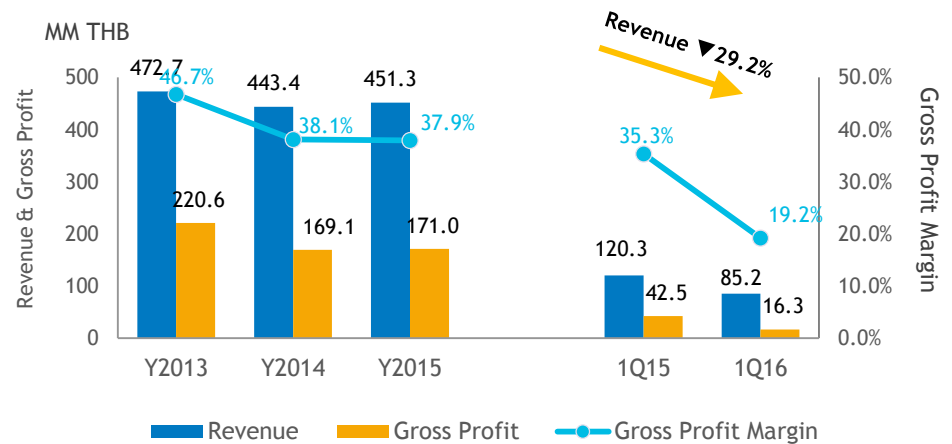


Warehouse & Yard Management: General Goods

Area & Occupancy Rate



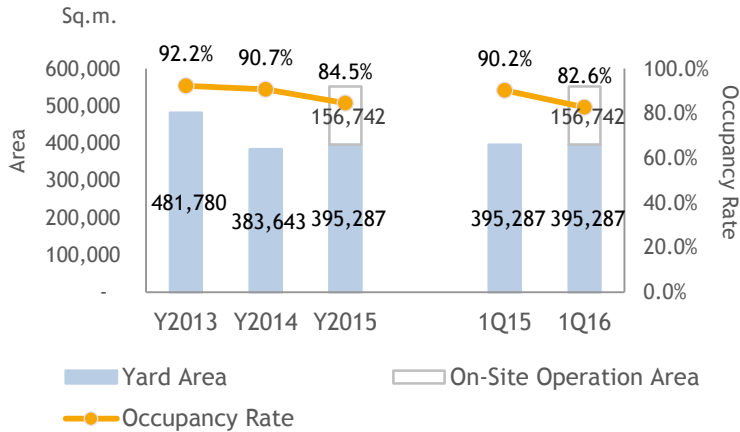
Revenue & Gross Profit



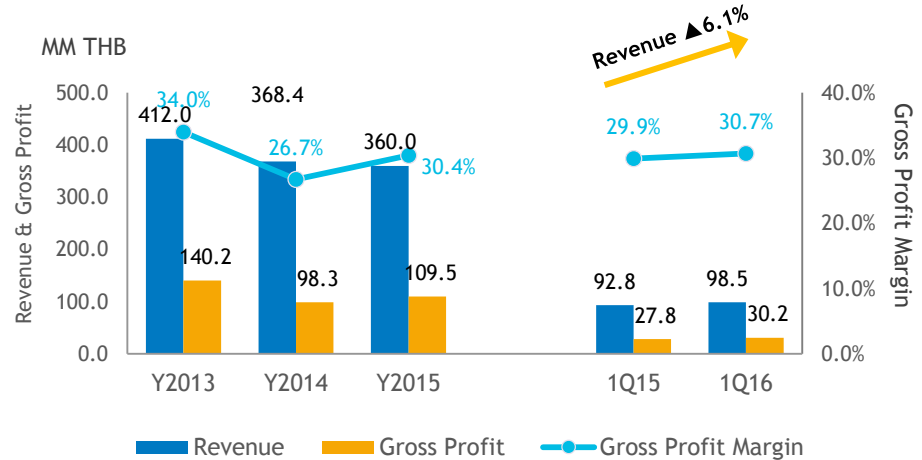
Revenue and Gross Profit by Business (Cont'd)

Warehouse & Yard Management: Automotive

Area & Occupancy Rate

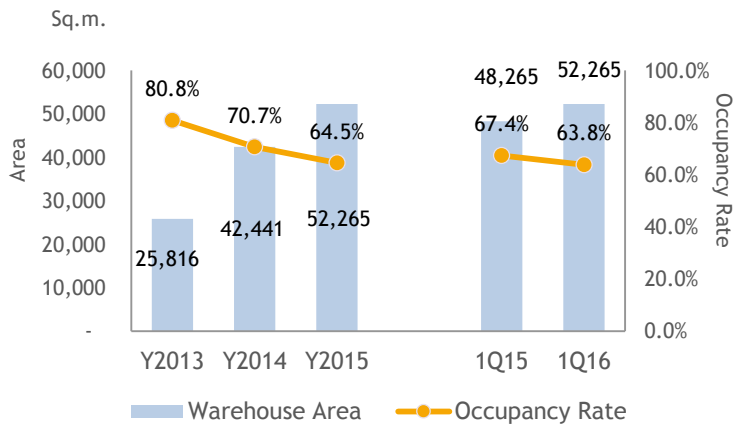


Revenue & Gross Profit

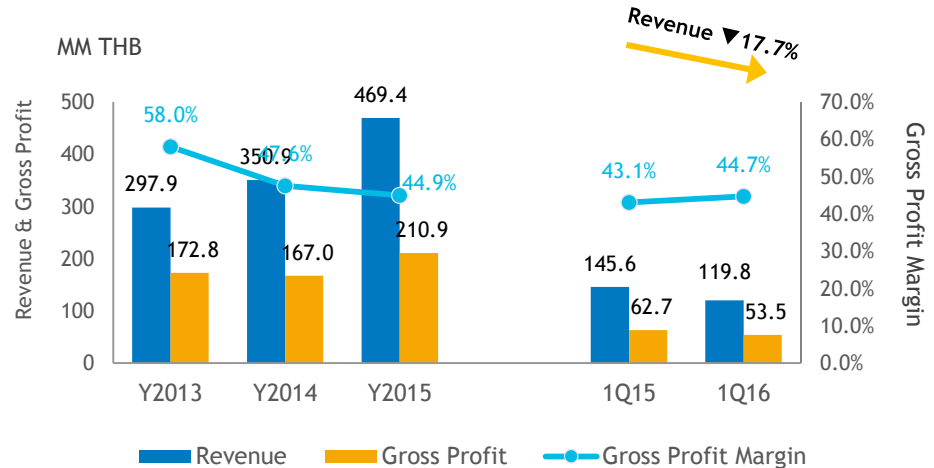


Warehouse & Yard Management: Cold Storage

Area & Occupancy Rate



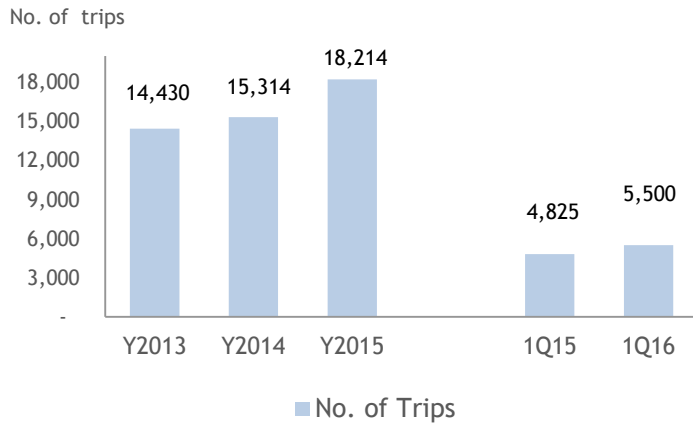
Revenue & Gross Profit



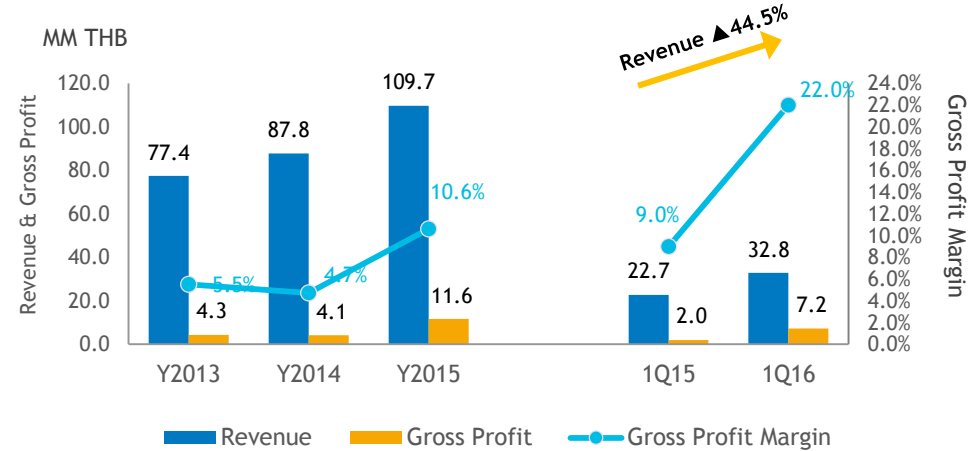
Revenue and Gross Profit by Business (Cont'd)

Transportation & Distribution Service

No. of Trips

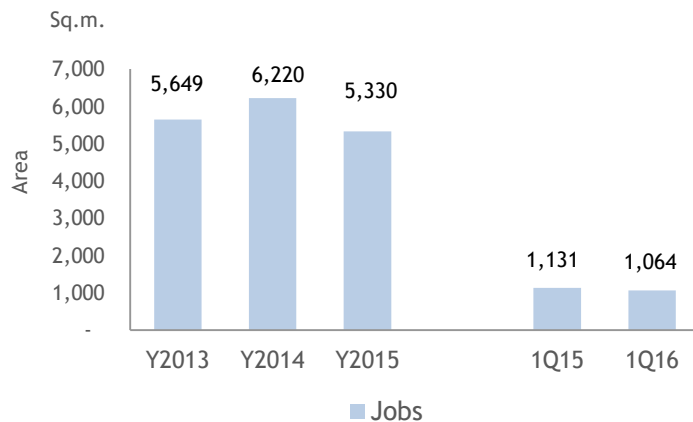


Revenue & Gross Profit

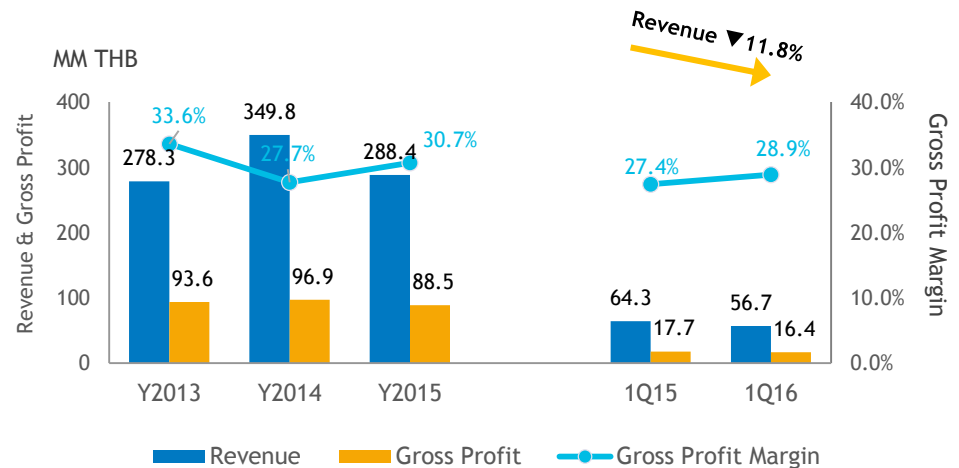


Moving Service

No. of Jobs



Revenue & Gross Profit

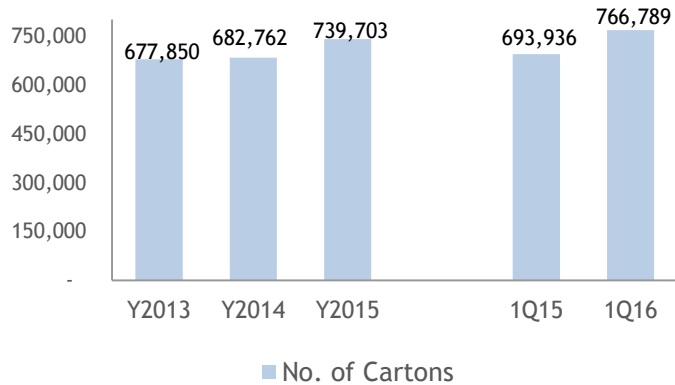


Revenue and Gross Profit by Business (Cont'd)

Record & Info Management

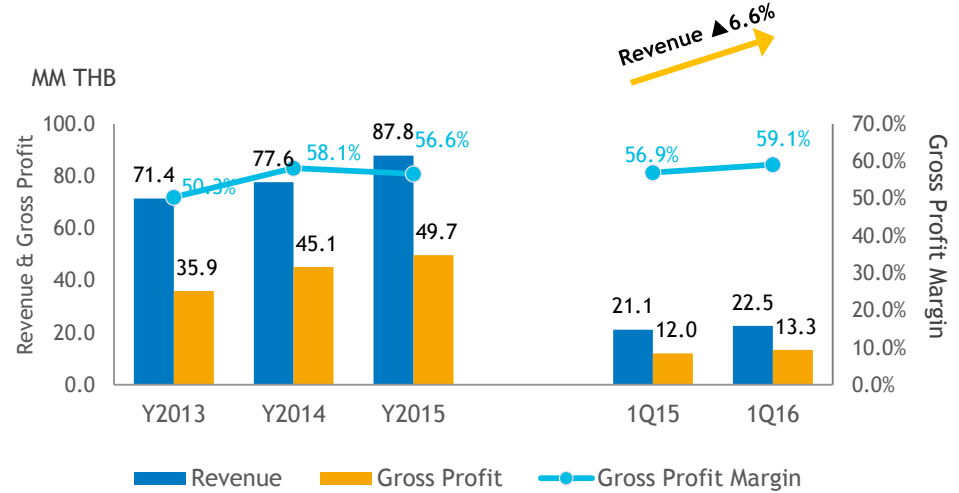
No. of Cartons

No. of Cartons



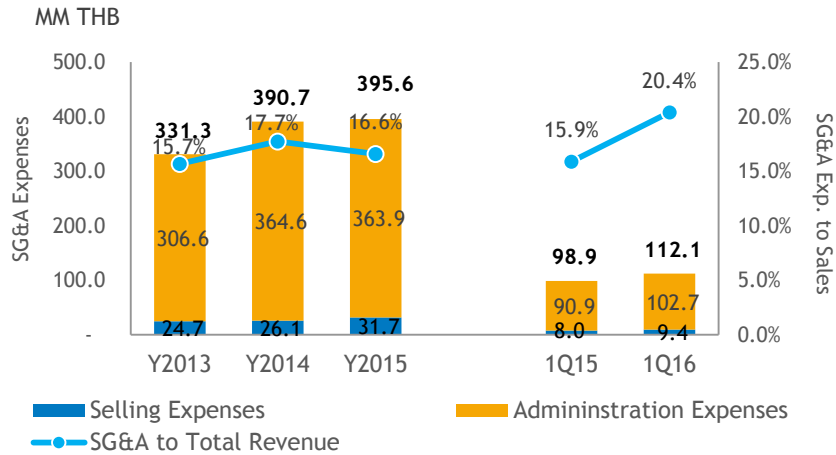
Revenue & Gross Profit

MM THB



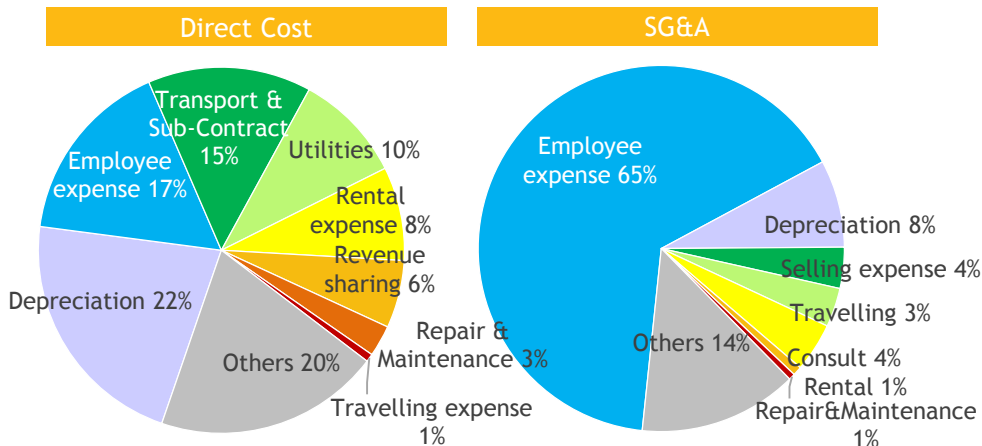
SG&A Expenses & Net Profit

SG&A Expenses

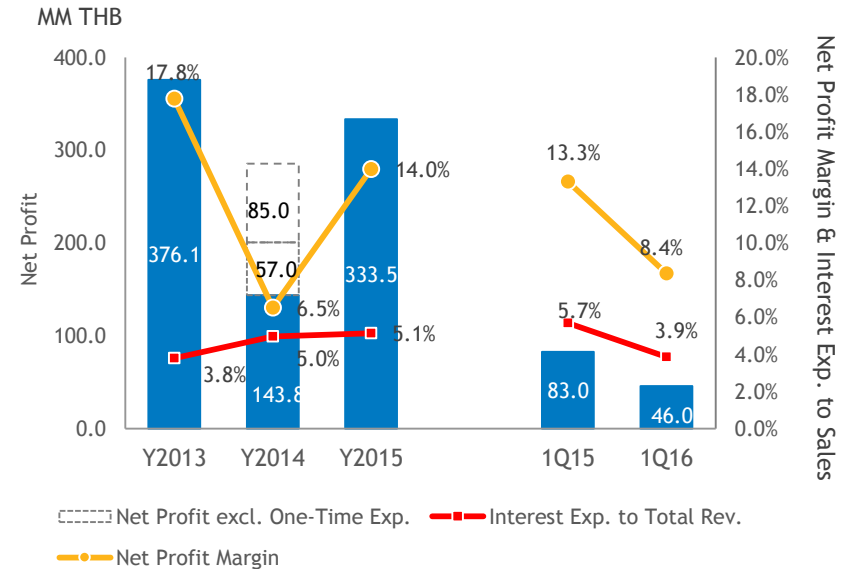


- SG&A expenses increased due to employee expense and other expenses from business expansion

Cost Structure



Net Profit* and Net Profit* Margin

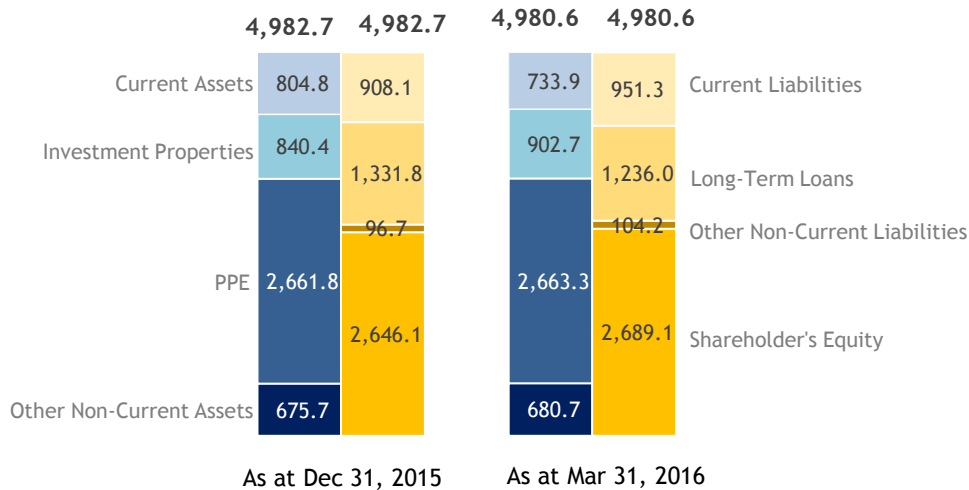


*Note : Net profit attributable to owners of the Company

- 1Q16 Net profit* decreased from 1Q15 due to lower sales and additional expenses from business expansion
- Net profit margin dropped to 8.4%
- Decreased interest expense to sales of 3.9%

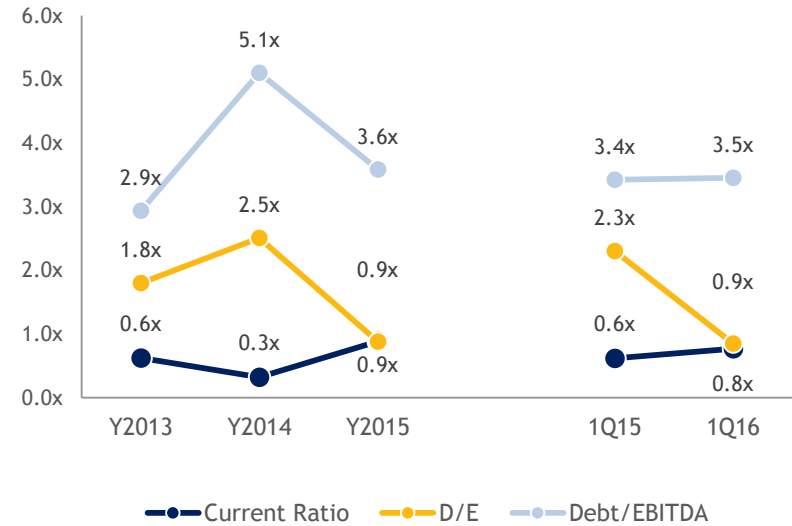
Statement of Financial Position

Unit : MM THB



Key Financial Ratios

Time (x)



- Investment properties increased due to new projects under construction
- Lower long-term loan from loan repayment
- Equity increased from 1Q16 net profit of 43.0 MB

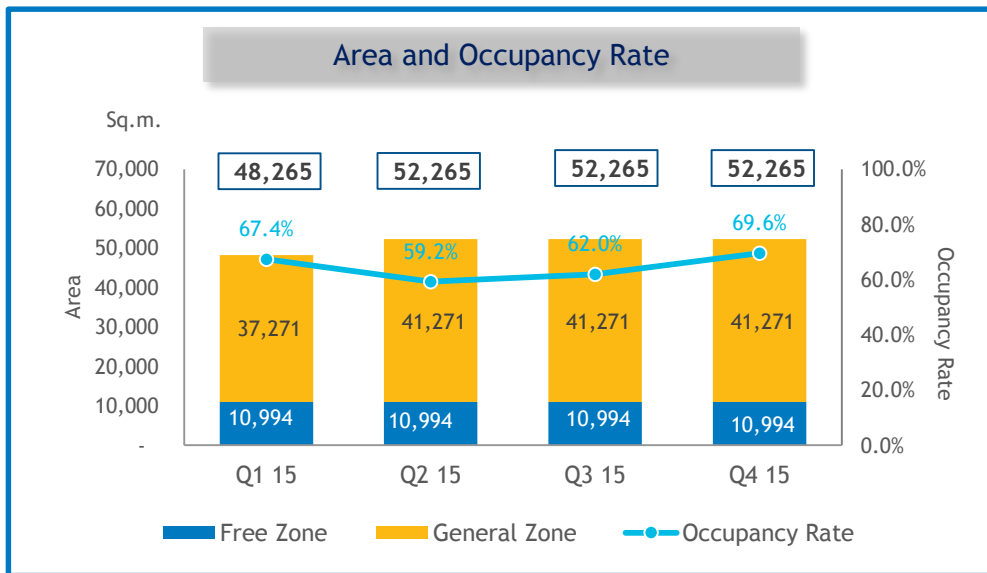
- Stable liquidity ratios proven strong financial position



IV. Investment Projects Y2016

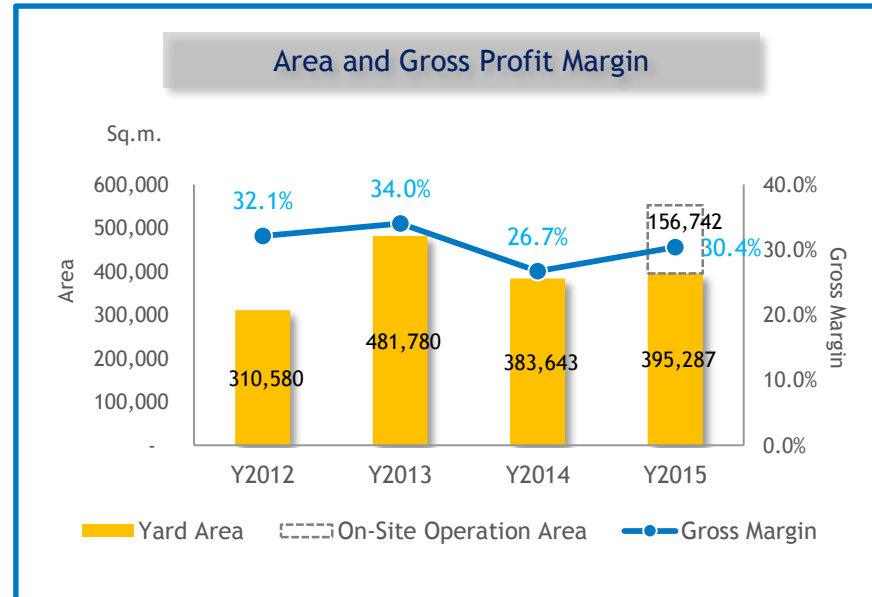
Cold Chain

- Thailand's largest public cold storage with area of 52,265 Sq.m. in Mahachai, Suwinthawong and Bangna km.19
- Occupancy rate continue to increase
- First mover of cold storage's free-zone service provider
- Additional three freeze rooms at Suwinthawong in Y2016



Automotive Yard

- Higher margin from expansion of on-site yard operation service and warehouse management.
- Total area of on-site service for Nissan and Isuzu reach to 156,742 Sq.m. and expected to be expand continually
- Strategic yard location in free-zone area at Laemchabang Port



Key customers

Short-Term Growth (Con't)

JWD Chemical Supply Chain (JCS)

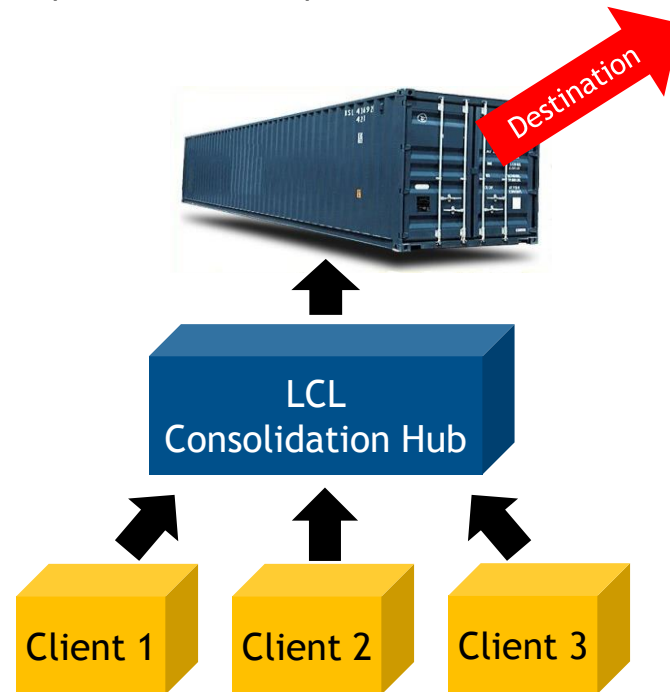


- Dangerous goods storage warehouse area of 6,900 Sq.m.
- Under renovation of general warehouse in Laemchabang Complex Area
- Renovation start: Jan 2016
- Expected construction complete and start operation: 2Q2016

LCL Consolidation Hub



- Provide service for Less-Than-Container-Load (LCL) Freight
- LCL Consolidation Hub area of 9,100 Sq.m.
- Under renovation of general warehouse in Laemchabang Complex Area expected to be completed in 3Q2016

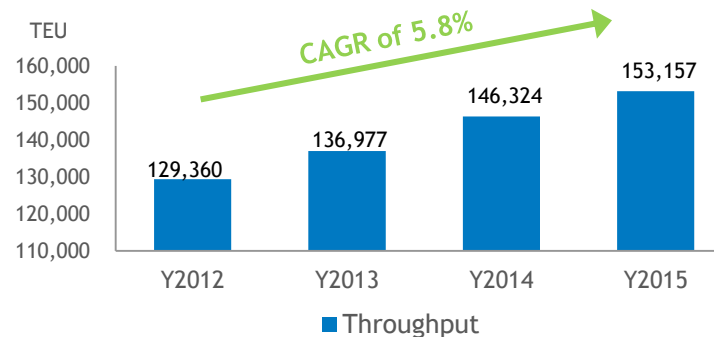


Dangerous Goods

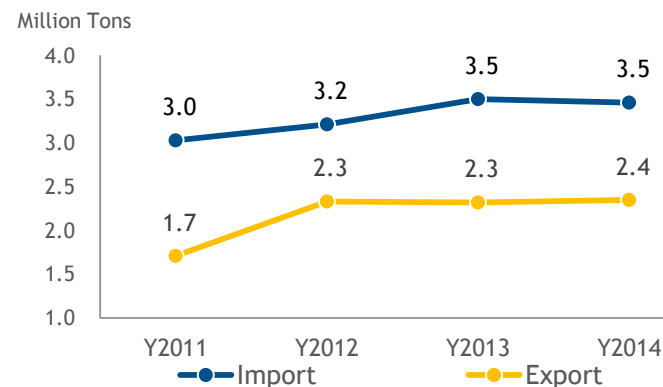
- Sole chemical and dangerous goods service provider in Laemchabang Port area with a concession for 30 years, 17 years remaining
- Right to extend the concession two times, 5 years each
- The number of dangerous goods containers increased with CAGR of 5.8% from 2012-2015



Dangerous Goods Yard Throughput



Thailand Hazardous Substance Statistics (Chemicals)



Data source : Department of Industrial Work

Laos Warehouse/ Cold Storage



- Warehouse's construction complete in Dec 2015
- Start operation in Jan 2016, current OR of 60%
- Initial area of 722 Sq.m.
- Plan to expand to 3,000-4,000 Sq.m. in 3Q2016 with JV local partner



New warehouse in Laos



- Joint venture with local partner, major distributor of BJC in Laos
- Warehouse's construction starts May 2016 and expect to be completed in Dec 2016
- Start operation in Jan 2017
- Initial area of 3,354 Sq.m.



Myanmar Warehouse/ Cold Storage

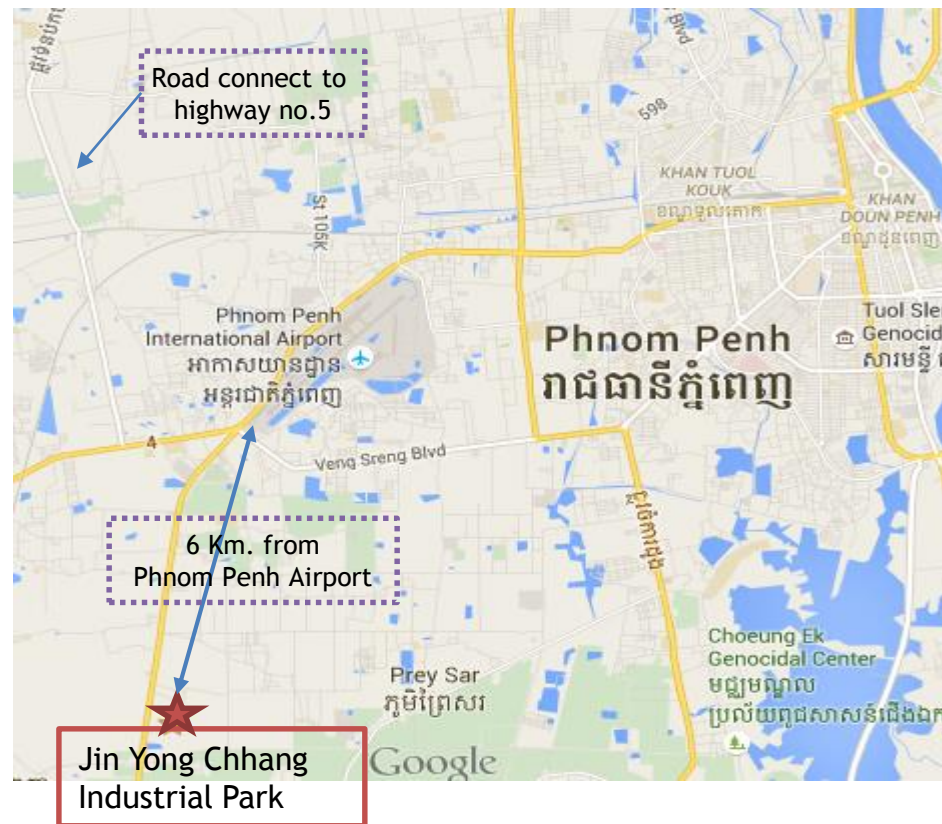


- Initially rent ready-to-operate warehouse with initial area of 1,000 sqm, initial OR 70%
- Operation start: 1Q2016
- Will expand to 2,500 sqm in the middle of 2016 and expand to new location with 5,000 sqm space at the end of 2016

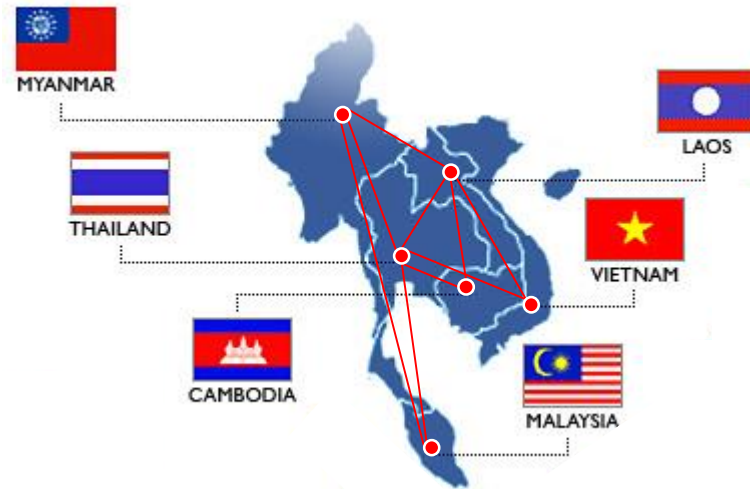
Cambodia Warehouse/Cold Storage



- Under renovation of the warehouse with area of 3,440 sq.m, initial OR 25%
- Renovation start: Nov 2015
- Expected construction complete and start operation: 2Q2016



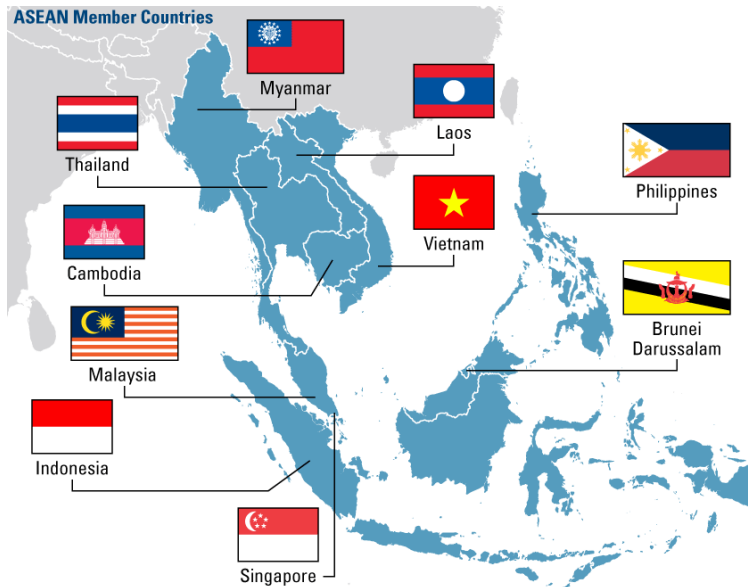
Cross-Border Transportation



- Strengthen cross-border transportation service by with local partner JV, leading Thailand-Myanmar transportation service provider
- Provide complete range of in-land transportation and distribution service in CLMV countries and Malaysia

Overseas

- JV and M&A with local partner in the region
- Green field chemical project in the region



- Cold Storage in Vietnam
- Cold Storage in Malaysia



Domestic

- E-Commerce logistics



- Expanding scope of service and customer base for automotive logistics



- Logistics through new mode of transportation



- Transportation of specialized product





THANK YOU

The information contained in this presentation is strictly confidential and is prepared and provided by JWD InfoLogistics PCL (the “Company” or “JWD”) to you solely for your reference. By viewing all or part of this presentation, you are agreeing to maintain absolute confidentiality regarding the information disclosed in this presentation. By attending this presentation, you are agreeing to be bound by the restrictions set out below. Any failure to comply with these restrictions may constitute a violation of applicable securities laws. Neither this presentation nor any part thereof may be (i) used or relied upon by any other party or for any other purpose; (ii) copied, photocopied, duplicated or otherwise reproduced in any form or by any means; or (iii) redistributed, passed on or otherwise disseminated, to any other person either in your organization or elsewhere. By attending this presentation, participants agree not to remove this document, or any materials provided in connection herewith, from the conference room where such documents are provided without express consent from the Company and its respective affiliates or advisors.

Although care has been taken to ensure that the information in this presentation is accurate, and that the opinions expressed are fair and reasonable, the information is subject to change without notice, its accuracy is not guaranteed, has not been independently verified and it may not contain all material information concerning the Company and its subsidiaries. None of the Company nor any of its respective affiliates or advisors nor any of its or their respective members, directors, officers, employees or affiliates make any representation or warranty (express or implied) regarding, nor assumes any responsibility or liability for, the accuracy or completeness of, or any errors or omissions in, any information contained herein. Accordingly, none of the above nor any other person accepts any liability (in negligence, or otherwise) for any loss arising from or in connection with any use of this presentation or its contents.

This presentation is for information purposes only and does not constitute or form part of an offer, solicitation or invitation of any offer, to sale or subscribe for any securities, nor should it or any part of it form the basis of, or be relied upon in any connection with, any contract, commitment or investment decision whatsoever. This document may not be used or relied upon by any other party, or for any other purpose, and may not be reproduced, disseminated or quoted without the prior written consent of the Company and its respective affiliates or advisors. Any decision to purchase or subscribe for Shares should be made solely on the basis of information contained in the prospectus (the “Prospectus”) to be issued in respect of the Offering and registered with the Stock Exchange of Thailand (“SET”) after seeking appropriate professional advice, and no reliance should be placed on any information other than that contained in the Prospectus. Anyone wishing to acquire Shares in the Company in connection with the proposed offering of Shares will need to make an application in the manner set out in the Prospectus. If you have gained access to this presentation contrary to any of the restrictions, you are not authorized and will not be able to purchase any of the Shares described therein. Specifically, this presentation does not constitute a “prospectus” within the meaning of the Securities Act.

In addition, this presentation contains financial information and result of operation, and may contain certain projections, plans, strategies, and objectives of the Company, that are not statements of historical fact which would be treated as forward looking statements that reflect the Company’s current views with respect to future events and financial performance. These views are based on a number of estimates and current assumptions which are subject to business, economic and competitive uncertainties and contingencies as well as various risks and these may change over time and in many cases are outside the control of the Company and its directors. You are cautioned not to place undue reliance on these forward looking statements, which are based on the current view of the management of the Company on future events. No assurance can be given that future events will occur, that projections will be achieved, or that the Company’s assumptions are correct. Such forward-looking statements are not guarantees of future performance and accordingly, the actual results, financial condition, performance or achievements of the Company may differ materially from those anticipated by the Company in the forward looking statements.

In providing this document, the Company does not undertake to provide you with access to any additional information or to update the information contained in the document or to correct any inaccuracies therein which may become apparent.