

JWD GROUP
THINK
EVERYTHING
LOGISTICS

Opportunity Day 3Q/2016



Agenda

I. 3Q16 Highlights

II. Financial Performance

III. Project Update



I. 3Q16 Highlights

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
 

Key Events Update

Q1/16



- Start operation new general warehouse and cold storage in Laos, area of 720 sq.m.

Q2/16



- Start operation cold storage in Myanmar. Initial area of 1,000 sq.m.



- Expand into cross-border transportation service across Asean countries with strong partner



- Acquire 5.2% of the shares of common stocks in PPSP for asset utilization in future expansion



- JWD was selected into SET100 Index in Jul 2016



- Fitch Ratings (Thailand) assigned BBB+ (tha) for L/T rating with stable outlook

Q3/16



- Start operation JCS (JWD Chemical Supply Chain) Area of 6,900 Sq.m. Total investment 120.0 MB



- Start operation general warehouse in Myanmar (Phase II) Area of 3,300 Sq.m. Total investment 11.0 MB



- Construction of warehouse in Cambodia completed. Area of 4,428 Sq.m.

Key Performance



Dangerous Goods Warehouse & Yard Management

- Revenue from storage charged dropped due to shorter time of cargo spent at the terminal
- Gross profit margin improved from Q2/16



General Goods Warehouse & Yard Management

- Revenue dropped from one vacant warehouse due to contract ended
- Gross profit margin depressed by unavoidable fixed cost e.g. depreciation cost



Automotive Warehouse & Yard Management

- Revenue steadily improved QoQ
- Gross profit margin remains stable



Cold Storage Warehouse & Yard Management

- Revenue from seafood product still dropped due to unclear IUU fishing problem
- Gross profit margin decreased due to unavoidable fixed cost

Ongoing Projects

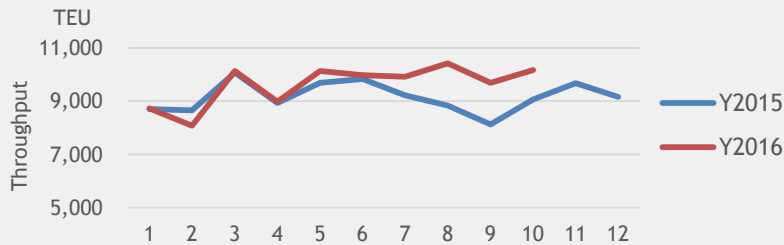
- Start operation new general warehouse and cold storage in Cambodia Area of 4,428 Sq.m. Total investment 77.0 MB
- Start operation LCL Consolidation Hub in existing free-zone warehouse
- Start operation warehouse for FMCG in Laos Area of 3,354 Sq.m. Total investment 85.0 MB
- Chemical project in Cambodia
- Cold storage project in Malaysia
- Auto part logistics project

Market Outlook



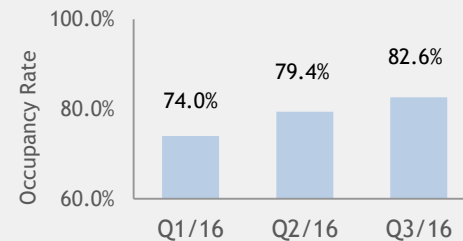
Dangerous Goods Warehouse & Yard Management

DG throughputs expand from last year



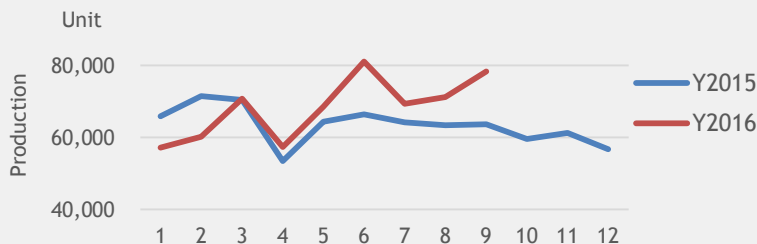
General Goods Warehouse & Yard Management

Occupancy rate of warehouse still increased QoQ



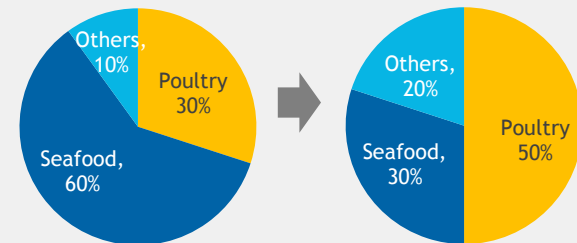
Automotive Warehouse & Yard Management

Production volume of passenger car increases from last year



Cold Storage Warehouse & Yard Management

Product mix has changed to poultry and other services utilizing free-zone





II. Financial Performance

Total Revenues and Service Capabilities

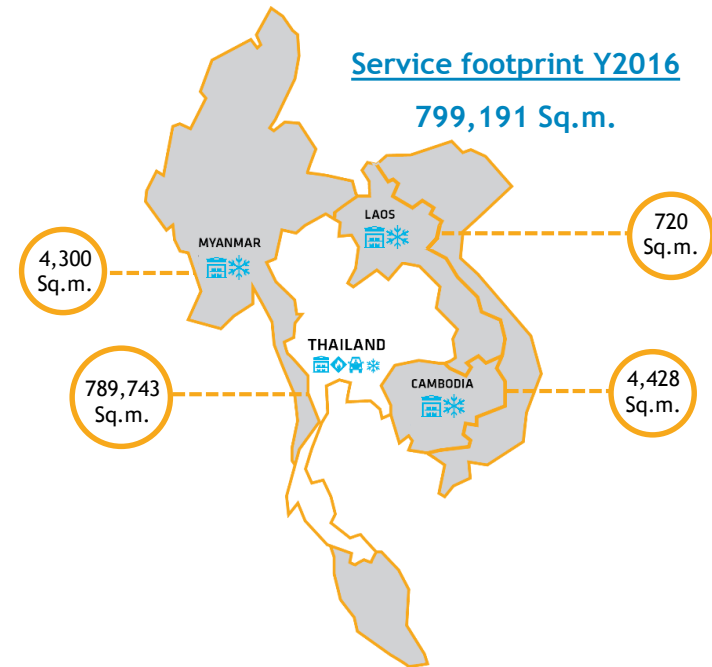
Warehouse Capacities

(Unit: sq.m.)	2013	2014	2015	2Q16	3Q16
General goods	109,800	111,720	111,720	112,178	125,478
Chemicals & Dangerous goods	10,032	10,032	10,032	10,032	10,032
Cold chain service	28,740	42,441	52,265	53,527	53,527
Record & Info Management	16,440	14,520	14,520	14,520	14,520
Other services	8,415	15,183	21,951	21,951	21,951
Total	173,427	193,896	210,488	212,208	225,508

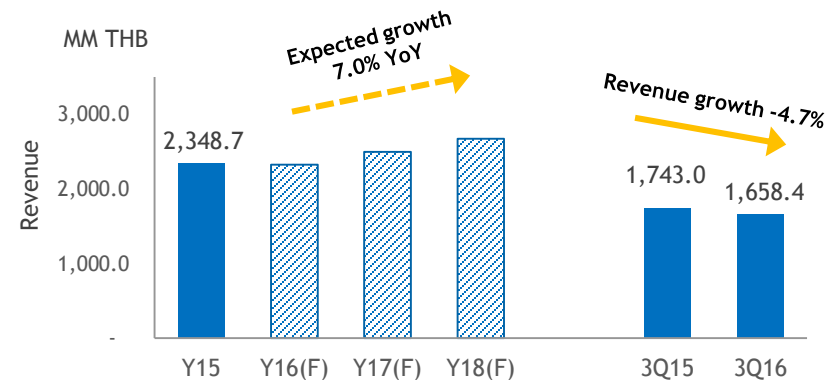
Yard Capacities

(Unit: sq.m.)	2013	2014	2015	2Q16	3Q16
Chemicals & Dangerous goods	125,968	173,968	173,968	173,968	173,968
Automotive Yard	481,780	383,643	395,287	395,287	395,287
On-site Automotive Yard	-	-	156,742	273,542	273,542
Total (Excl. on-site space)	607,748	557,611	569,255	569,255	569,255

Service footprint Y2016

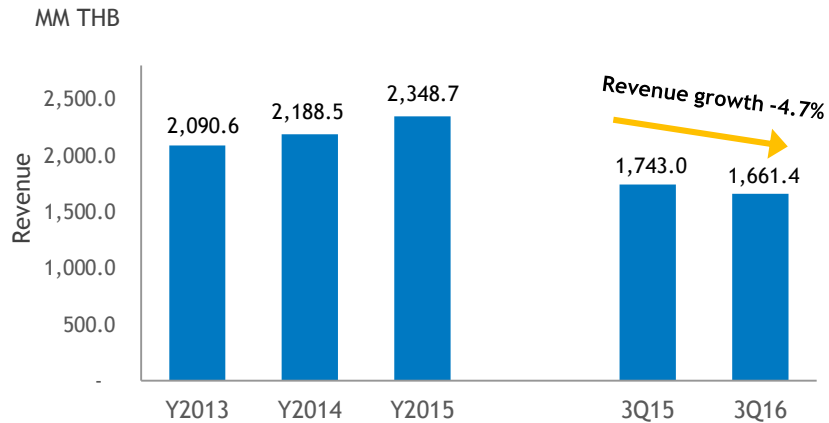


Total Revenue and Growth

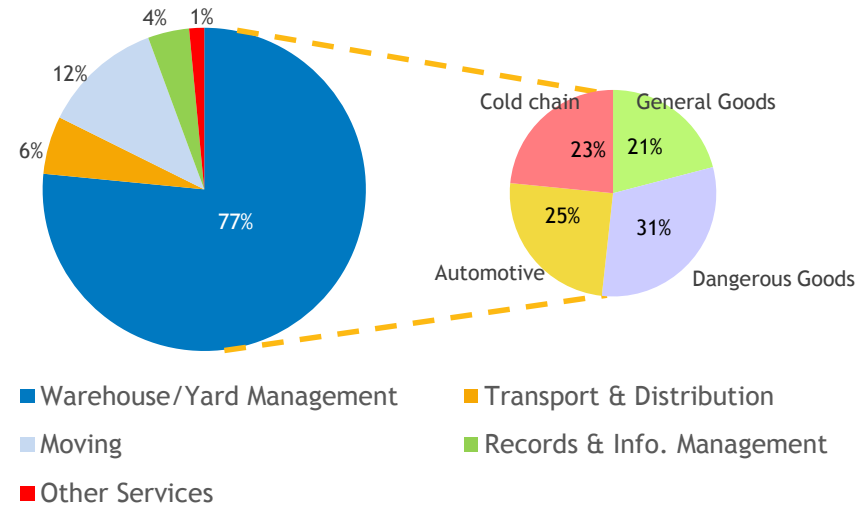


Revenue & Gross Profit

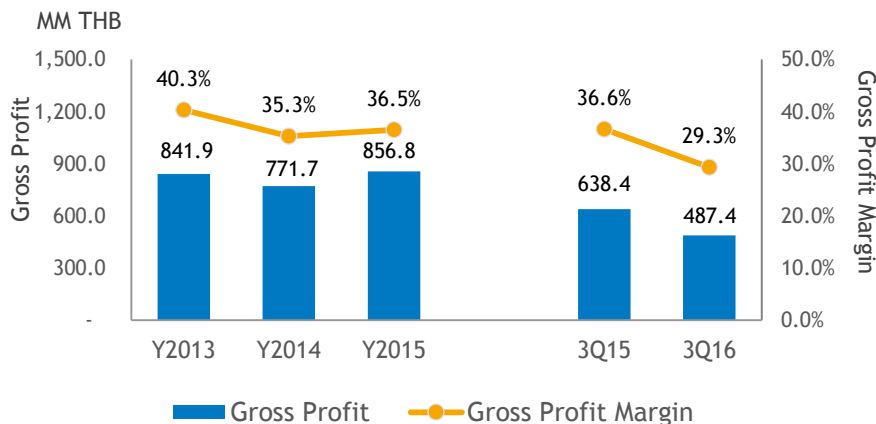
Revenue



Revenue breakdown



Gross Profit and Gross Profit Margin

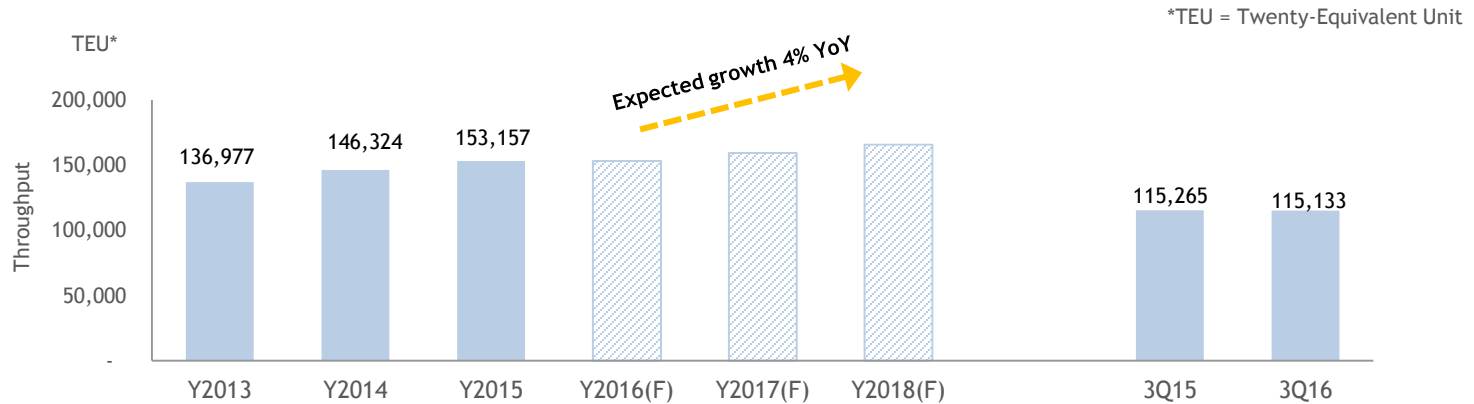


- Revenue for 3Q16 was THB 1,661.4 mm, fell 4.7% YoY due to general warehouses renovation and lower seafood stock for cold storage resulted from unclear IUU Fishing problem
- Dropped gross margin of 29.3% due to decreased warehouse management service revenue while fixed costs still exist

Revenue and Gross Profit by Business

Warehouse & Yard Management: Chemical and Dangerous Goods

Dangerous Goods Yard Throughput



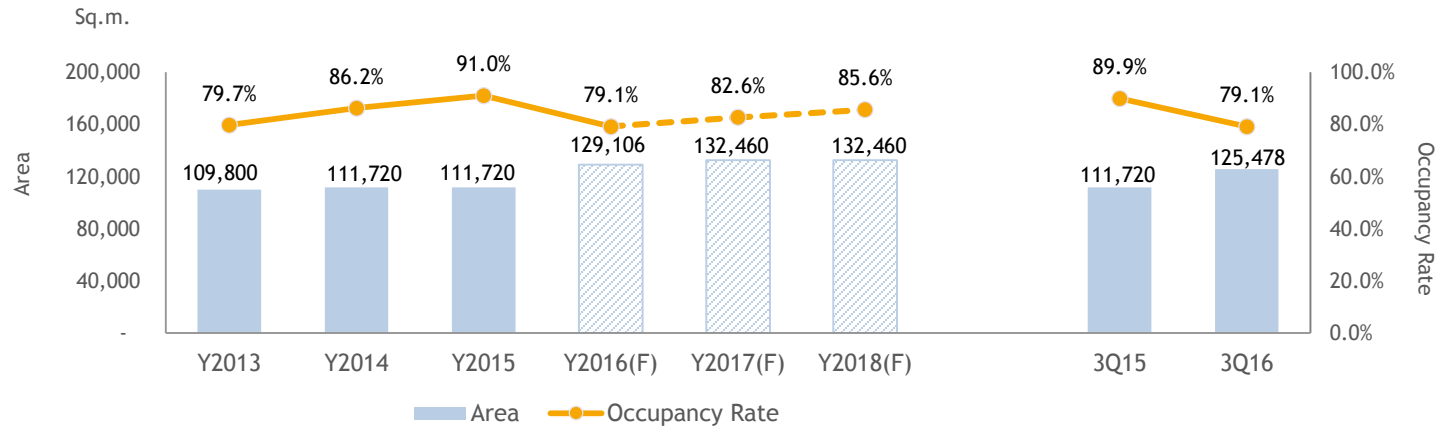
Revenue & Gross Profit



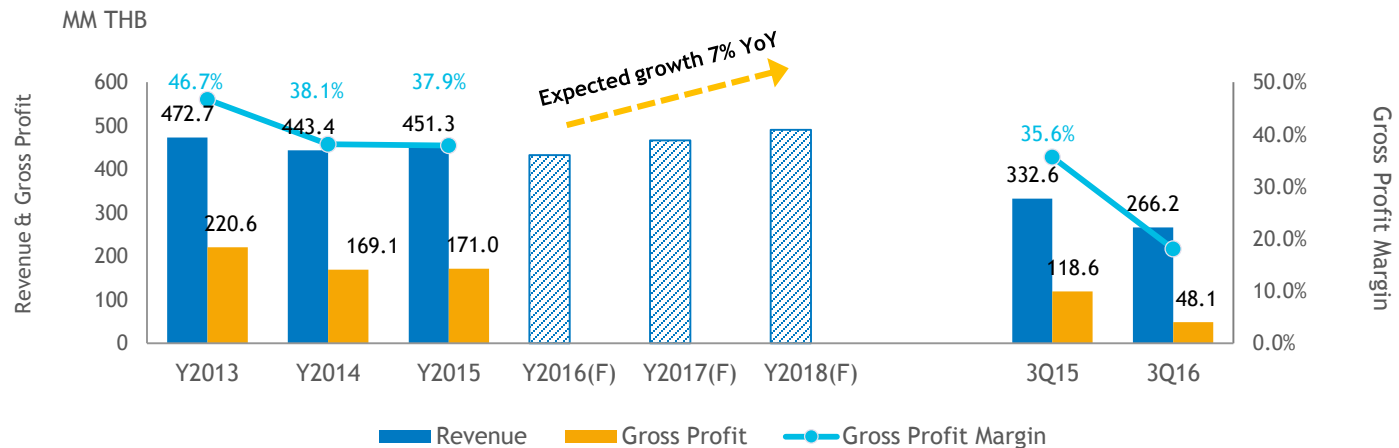
Revenue and Gross Profit by Business (Cont'd)

Warehouse & Yard Management: General Goods

Area & Occupancy Rate



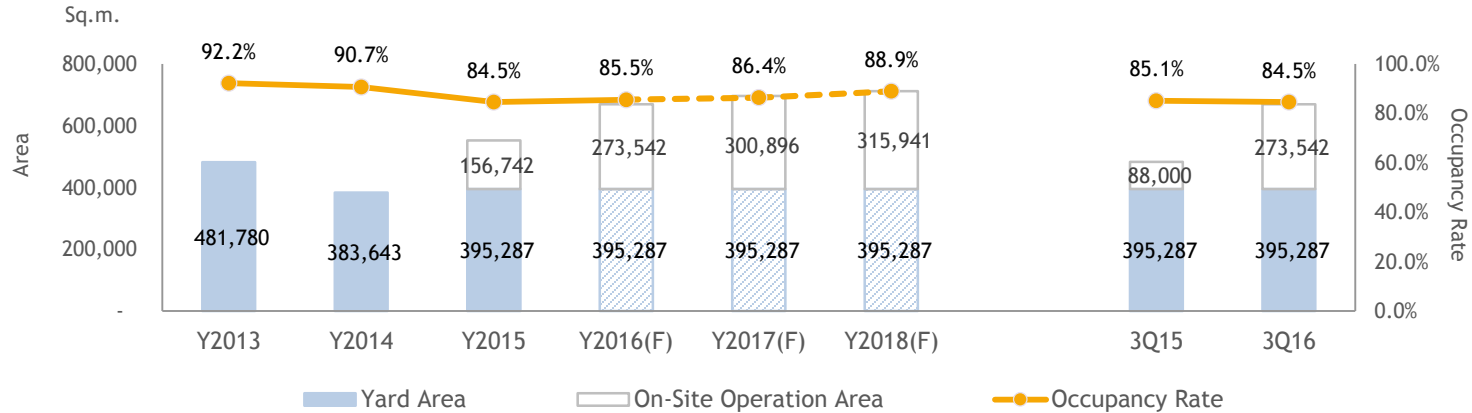
Revenue & Gross Profit



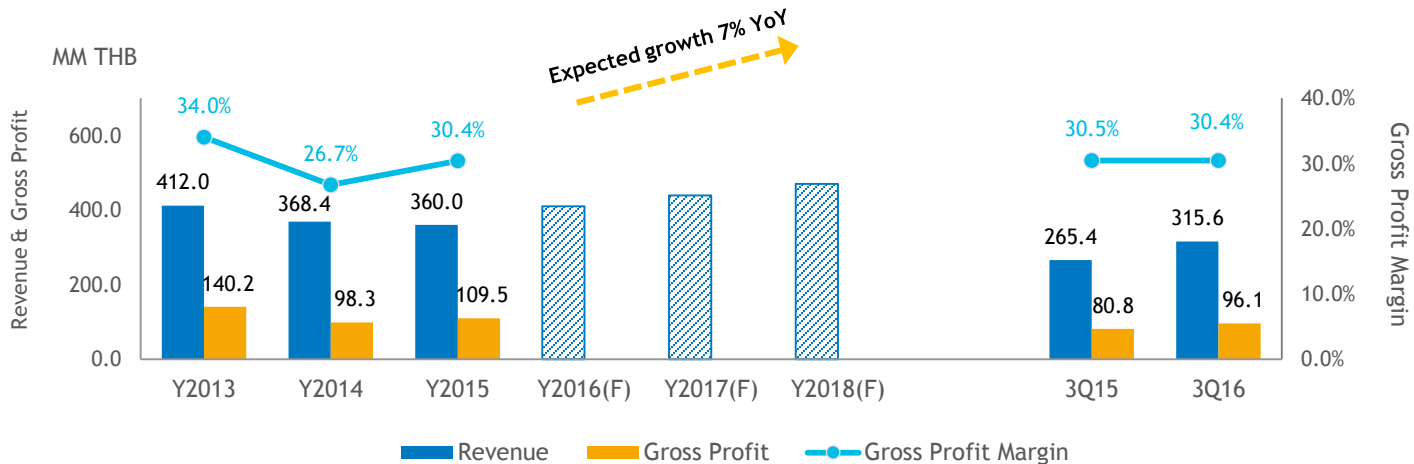
Revenue and Gross Profit by Business (Cont'd)

Warehouse & Yard Management: Automotive

Area & Occupancy Rate



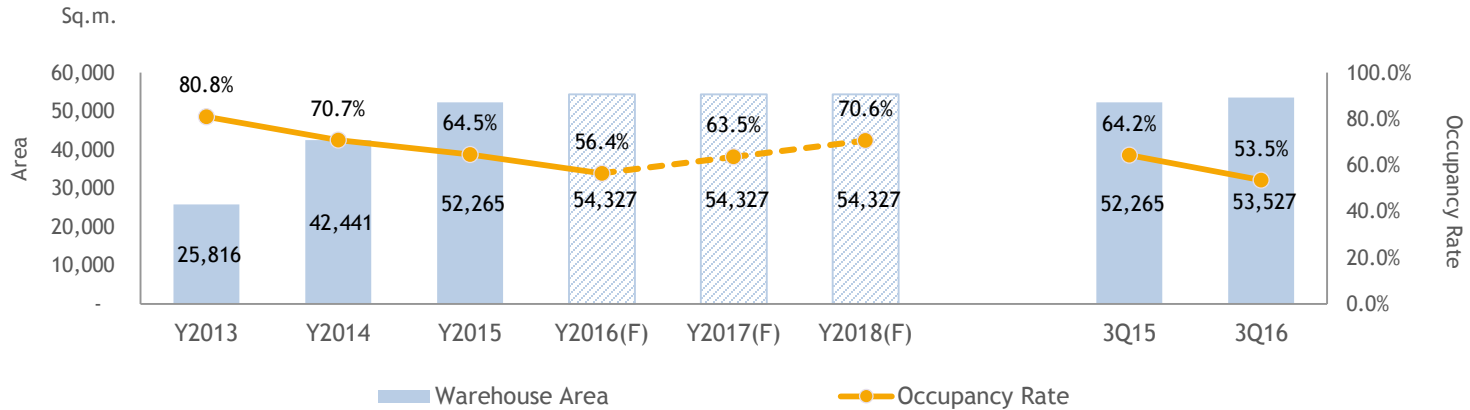
Revenue & Gross Profit



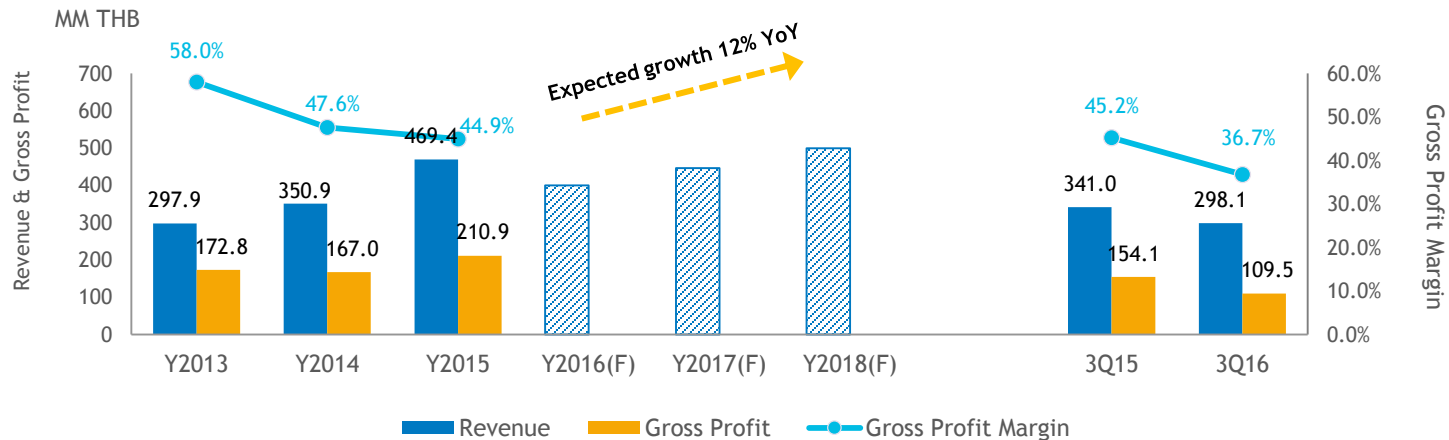
Revenue and Gross Profit by Business (Cont'd)

Warehouse & Yard Management: Cold Storage

Area & Occupancy Rate



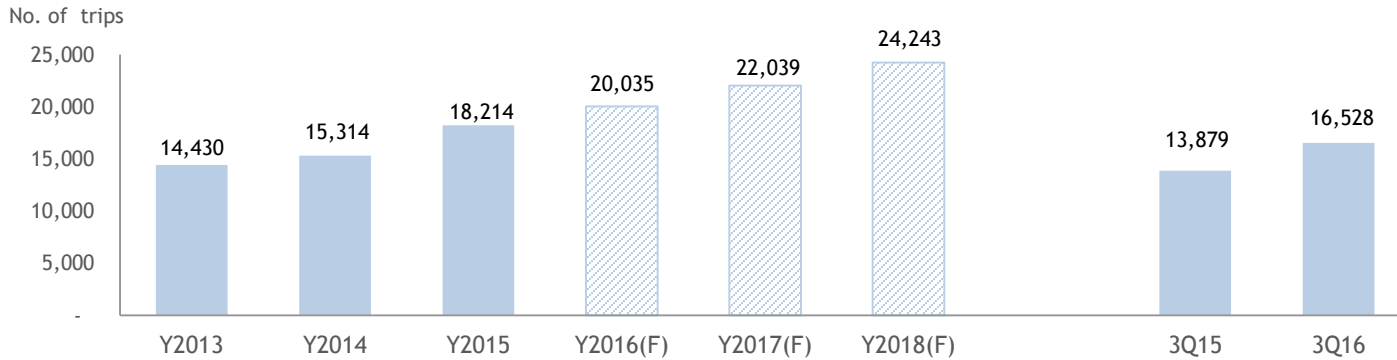
Revenue & Gross Profit



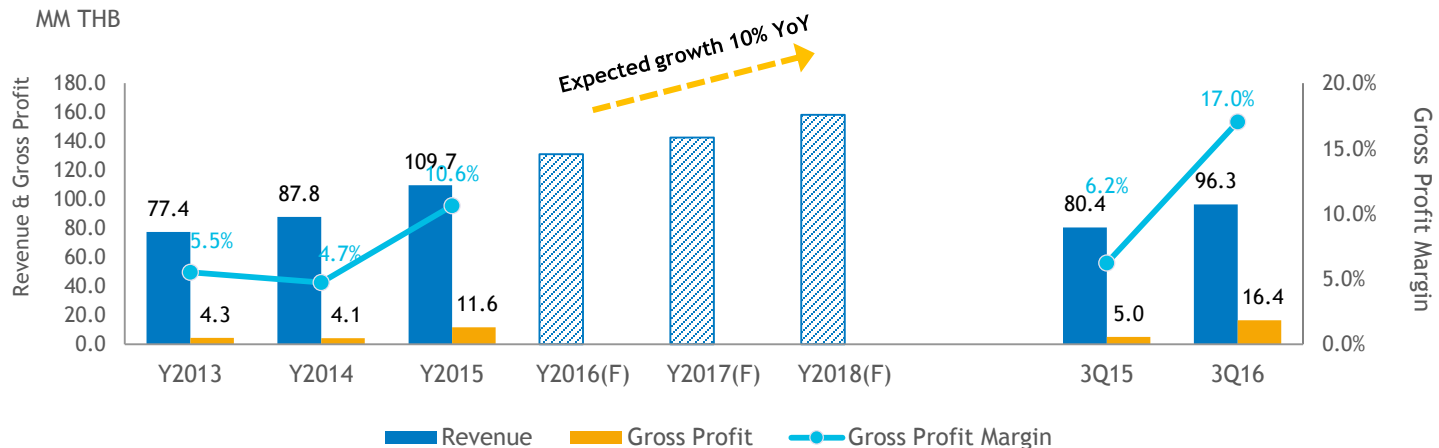
Revenue and Gross Profit by Business (Cont'd)

Transportation & Distribution Service

No. of Trips



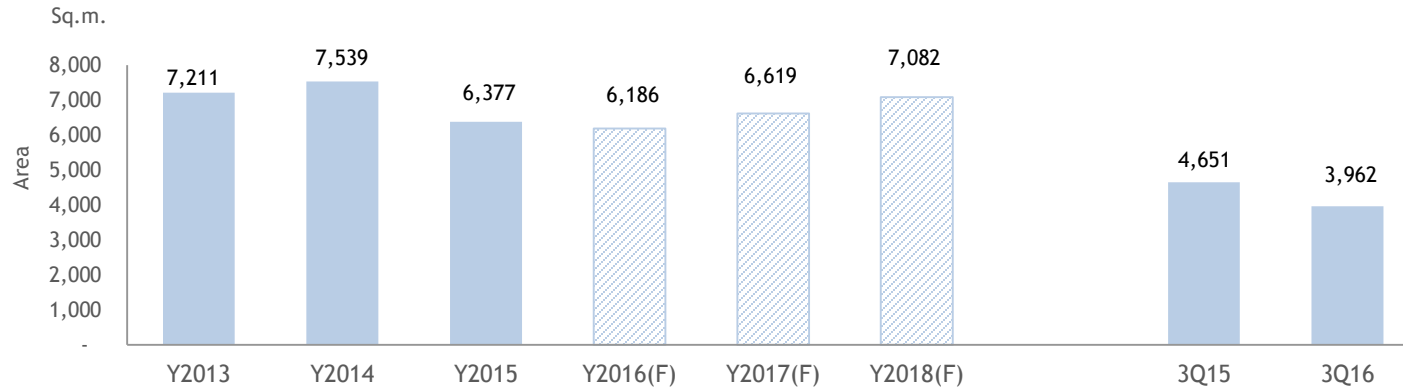
Revenue & Gross Profit



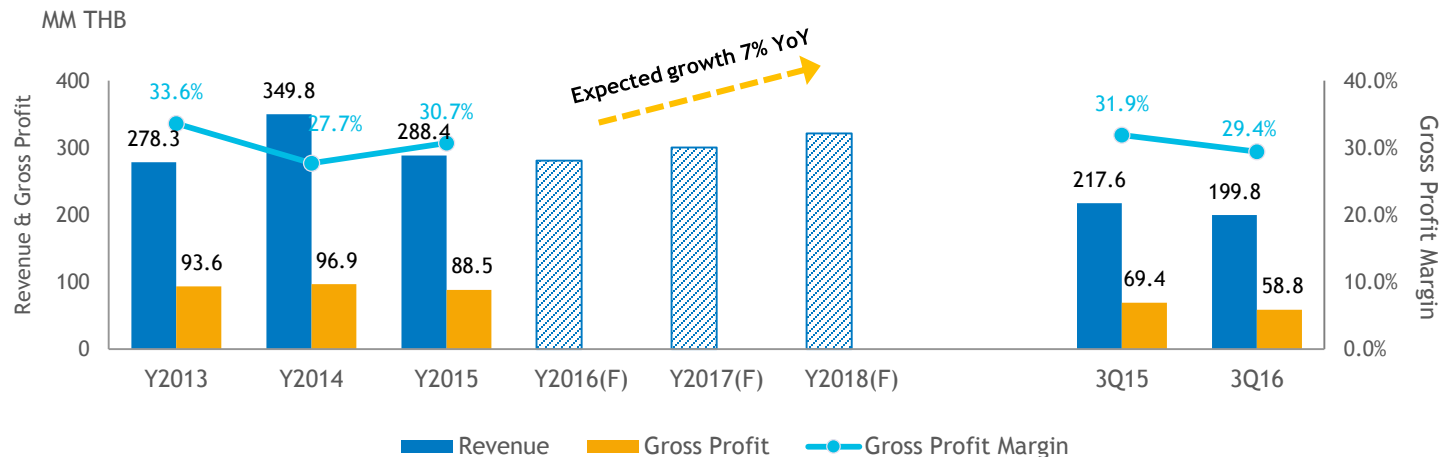
Revenue and Gross Profit by Business (Cont'd)

Moving Service

No. of Jobs



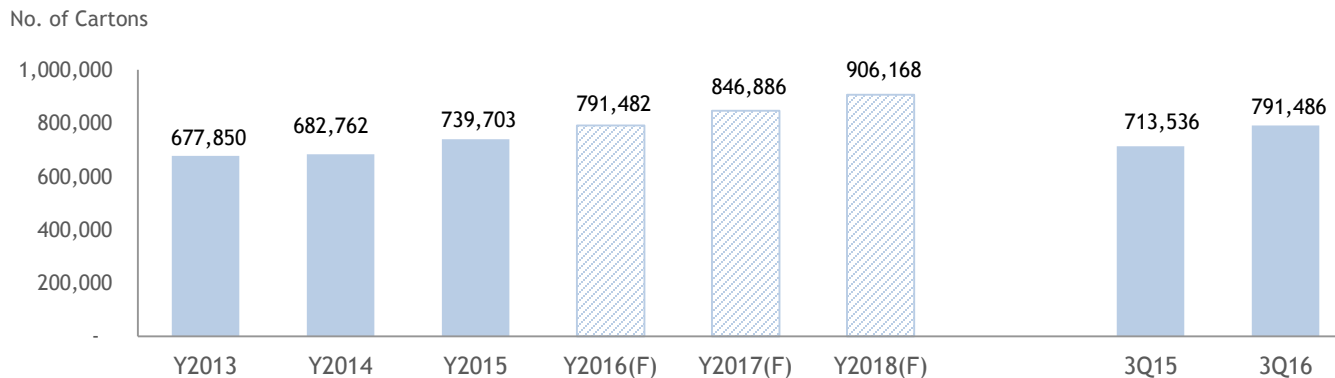
Revenue & Gross Profit



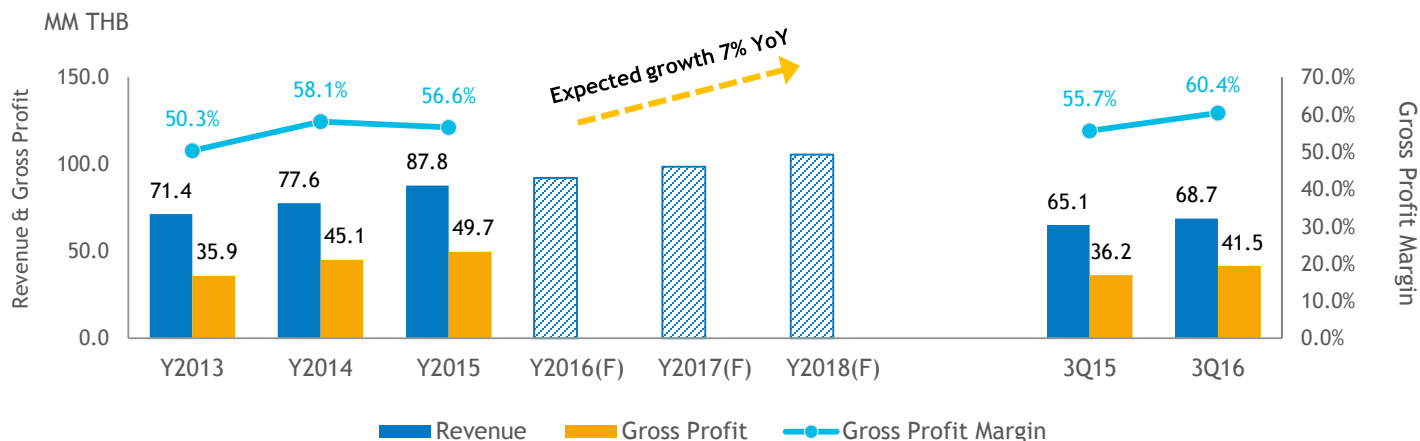
Revenue and Gross Profit by Business (Cont'd)

Record & Info Management

No. of Cartons

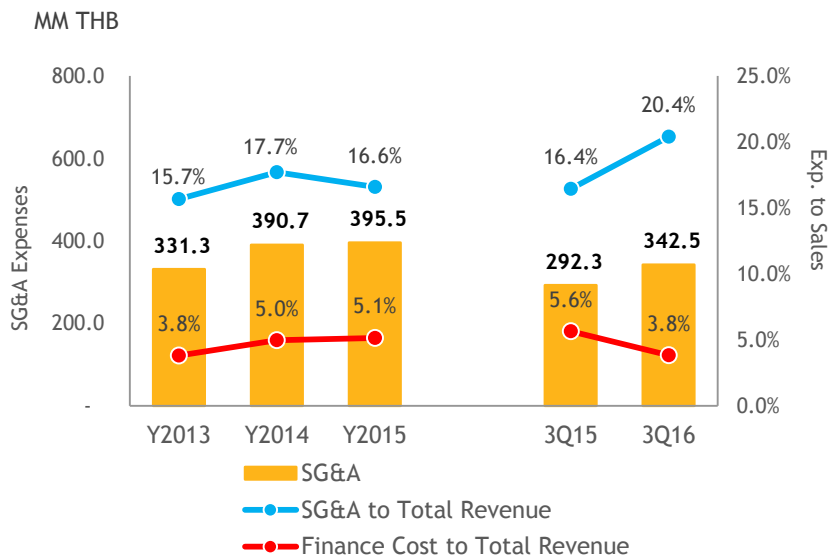


Revenue & Gross Profit

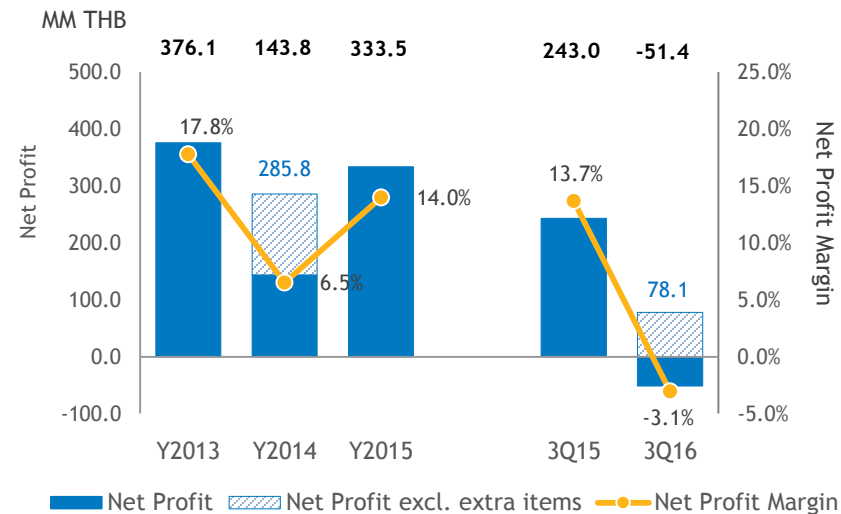


SG&A Expenses & Net Profit

SG&A Expenses & Finance Cost

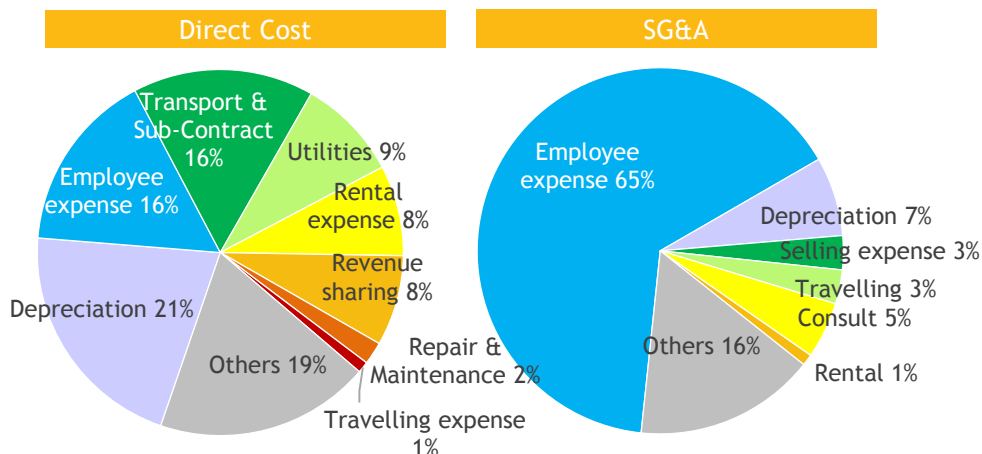


Net Profit* and Net Profit Margin



* Net profit attributable to owners of the Company

Cost Structure

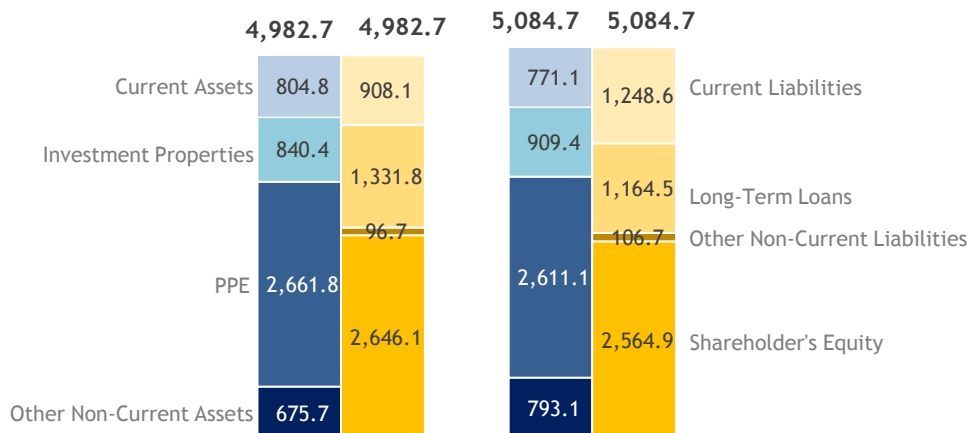


Note : Proforma FS Year 2013

- 3Q16 Net loss of THB 51.4 mm resulted from lower gross profit and provision
- SG&A expenses increased from one-time administrative expenses, e.g., expenses from tax assessment, as well as business development expenses, e.g., financial and legal advisors
- Lower interest expense from loan repayment
- Net profit hit by provisions ;
 - Legal action claiming for fire incident
 - Additional revenue sharing retroactively charged by Port Authority of Thailand

Statement of Financial Position

Unit : MM THB



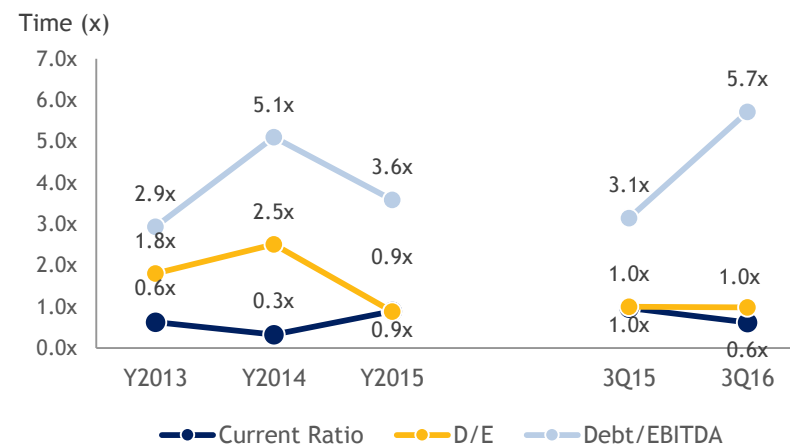
As at Dec 31, 2015 As at September 30, 2016

- Investment properties increased due to new projects under construction
- Long-term investment increased from acquiring the shares of common stock in Phnom Penh SEZ Plc (PPSP), Cambodia industrial estate firm
- Higher current liabilities resulted from provisions and short-term loan
- D/E maintained at 1.0x

Cash Flows

(Unit : MM THB)	2015	2016
Cash and Cash Equivalents at 1 Jan	201.9	191.0
Operating Activities	678.1	383.1
Investing Activities	(406.2)	(243.3)
Financing Activities	140.4	(69.3)
Net Increase / (Decrease)	412.3	70.5
Cash and Cash Equivalents at 30 Sep	614.2	261.5

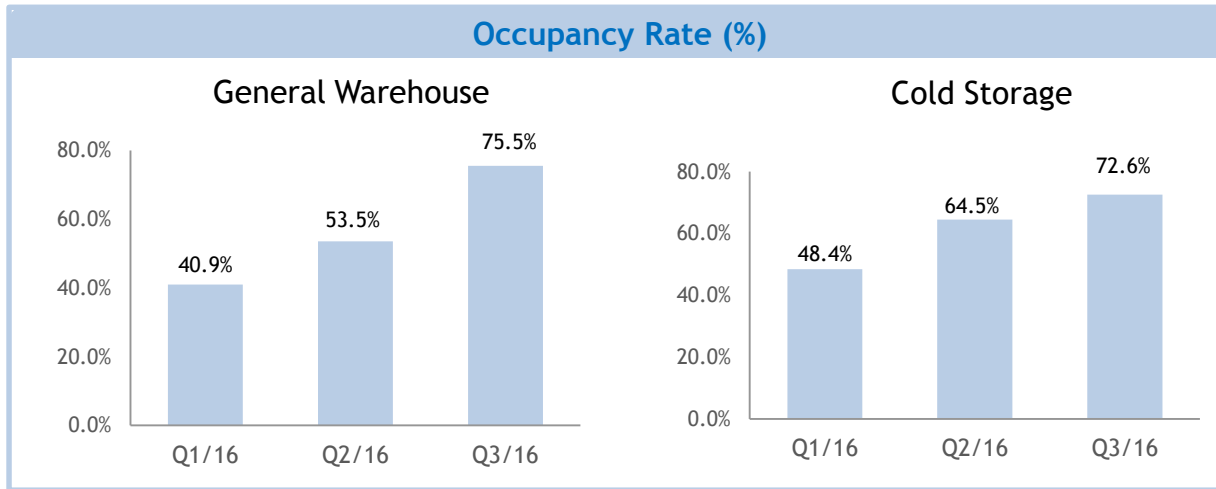
Key Financial Ratios



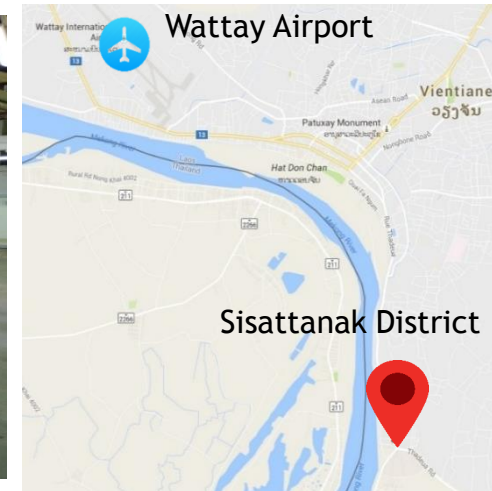


III. Project Update

Laos Warehouse/ Cold Storage



- Start operation in Jan 2016
- Initial area of 720 Sq.m.
- Current OR 75.5%



Overseas Projects (Cont'd)

Myanmar Warehouse/ Cold Storage



Cold Storage

- Area of 1,000 Sq.m.
- Start operation in 2Q16

General Warehouse

- Area of 3,300 Sq.m.
- Start operation in 3Q16
- Current OR 36.4%

Occupancy Rate (%)

Month	Occupancy Rate (%)
Aug-16	27.3%
Sep-16	36.4%

Cambodia Warehouse/Cold Storage



- Warehouse area of 4,428 Sq.m., dry 3,628 Sq.m. and cold storage 800 Sq.m.
- Start operation 4Q16

Overseas Projects (Cont'd)

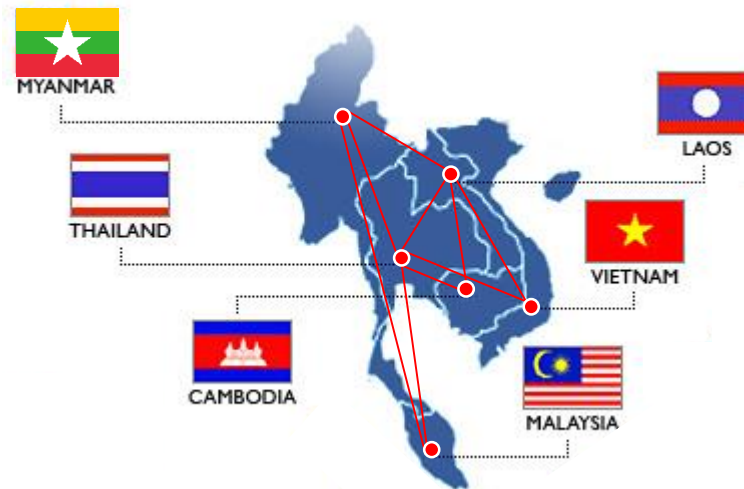
FMCG warehouse in Laos



- Joint venture with local partner, major distributor of BJC in Laos
- Warehouse's construction starts 1Q17 and expect to be completed in 4Q17
- Start operation in 4Q17
- Initial area of 3,354 Sq.m.



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
- Operation started June 2016

JWD Chemical Supply Chain (JCS)

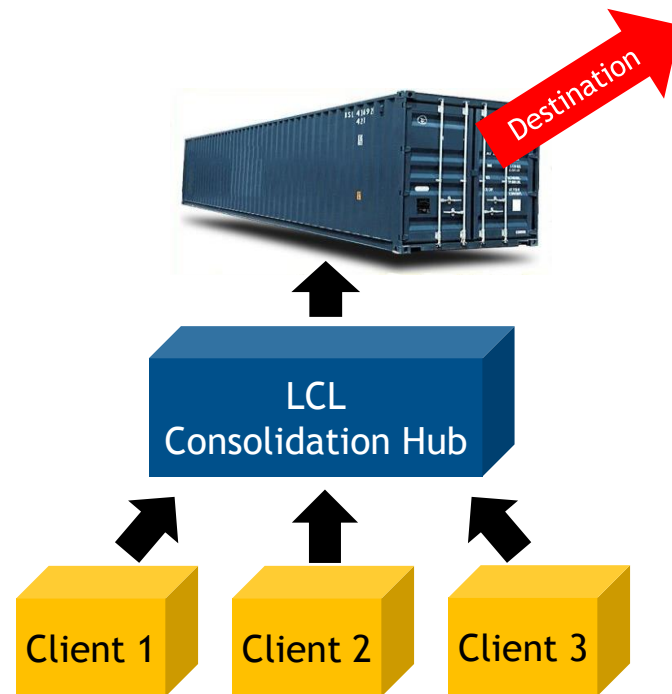


- Dangerous goods storage warehouse area of 6,900 Sq.m.
- Provide value added services of dangerous goods & chemicals supply chain management: sorting, repacking, labeling
- Start operation July 2016
- Current OR 40.0%
- Main customers stored chemical substance used in solar cell production that has growth potential in near future

LCL Consolidation Hub



- Provide service for Less-Than-Container-Load (LCL) Freight
- LCL Consolidation Hub in existing free-zone area
- Operation expected to be started in 4Q16



Domestic

- E-Commerce logistics



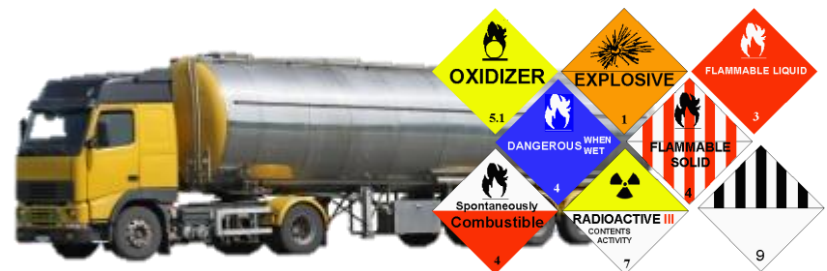
- Logistics through new mode of transportation



- Expanding scope of service and customer base for automotive logistics

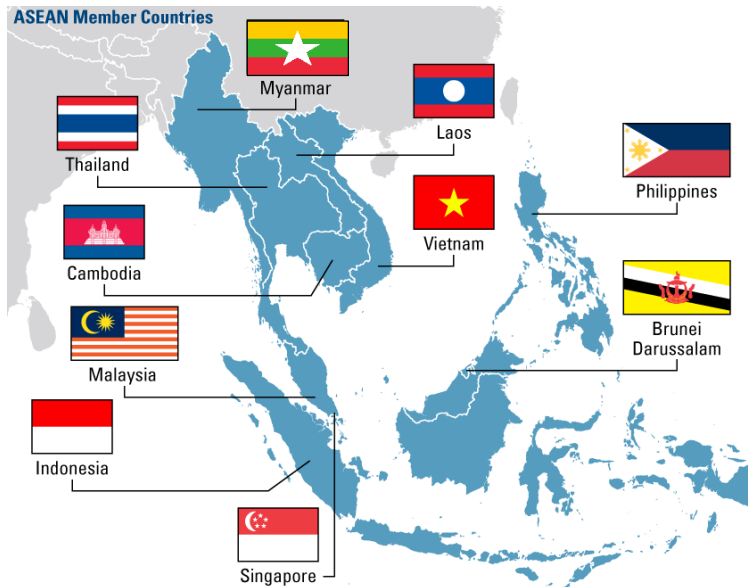


- Transportation of specialized product



Overseas

- JV and M&A with local partners in the region
- Green field chemicals project in the region



- Cold Storage in Vietnam
- Cold Storage in Malaysia



Domestic & Overseas

- Restructuring wide range of assets into REITs



THANK YOU

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