

**JWD** GROUP



THINK  
EVERYTHING  
LOGISTICS

Company Profile  
Q1-2017





# Agenda



I. Q1-2017 Highlights

II. Financial Performance

III. Project Update



## I. Q1-Y2017 Highlights



## Company's Services

### Warehouse & Yard Management



- General Goods



- Dangerous Goods



- Automotive Yard



- Cold Chain



### Transportation & Distribution



- General Goods



- Dangerous Goods



- Car Carrier



- Cold Chain



### Moving



- Household



- Office



- Exhibition



- Machinery



### Record & Information Management



- Document Storage



- Document Destroy



- Packing & Filling



### Others



- Warehouse rental



- IT Solution





## Key Events Update on Q1-2017



### General Goods

#### Warehouse & Yard Management

- JCS signed contract with new key customer, targeted to reach break-even point by Q3/17
- LCL acquired permit from custom to operate consolidation hub, planned to start by Q2/17
- Expirations of service contract of key customers



### Automotive

#### Warehouse & Yard Management

- Planning stage in 2 factories for Siam JWD Logistics Co., Ltd. , start operation in Q2/17 and more factories in pipeline.
- Additional service contracts from both new and existing customers.



### Dangerous Goods

#### Warehouse & Yard Management

- Consistent margin after additional margin share to the Port Authority of Thailand by increased number of throughput continuously.



### Cold Storage

#### Warehouse & Yard Management

- Rapid recovery in stock level from an unclear IUU Fishing problem

## On-going Project

- Start operation of LCL Consolidation Hub in May-17
- Siam JWD Logistics will recognize revenue in Q2/17
- JWD Express Project
- Solar Roof Project

- Multi country consolidation in Free Zone cold storage
- Logistics hub project in Cambodia
- Chemical project in Cambodia
- Overseas and Domestic M&A Plan



## II. Financial Performance



# Total Revenues and Service Capabilities



## Warehouse Capacities

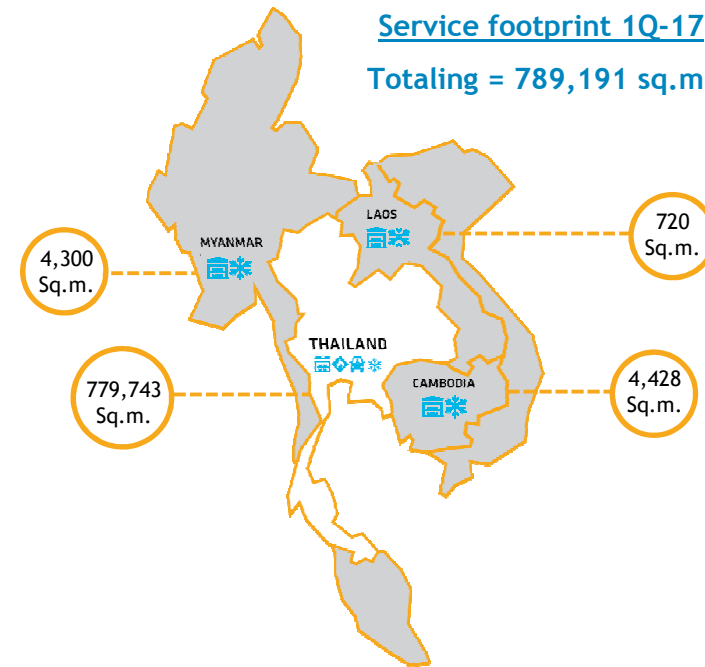
(Unit: sq.m.)	2015	2016	1Q-17
General goods	111,720	131,106	131,106
Chemicals & Dangerous goods	10,032	10,032	10,032
Cold chain service	52,265	54,327	54,327
Record & Info Management	14,520	14,520	14,520
Other services	21,951	9,951	9,951
<b>Total</b>	<b>210,488</b>	<b>219,936</b>	<b>219,936</b>

## Yard Capacities

(Unit: sq.m.)	2015	2016	1Q-17
Chemicals & Dangerous goods	173,968	173,968	173,968
Automotive Yard	395,287	395,287	395,287
On-site Automotive Yard	156,742	273,542	273,542
<b>Total (Excl. on-site space)</b>	<b>569,255</b>	<b>569,255</b>	<b>569,255</b>

## Service footprint 1Q-17

Totalling = 789,191 sq.m.



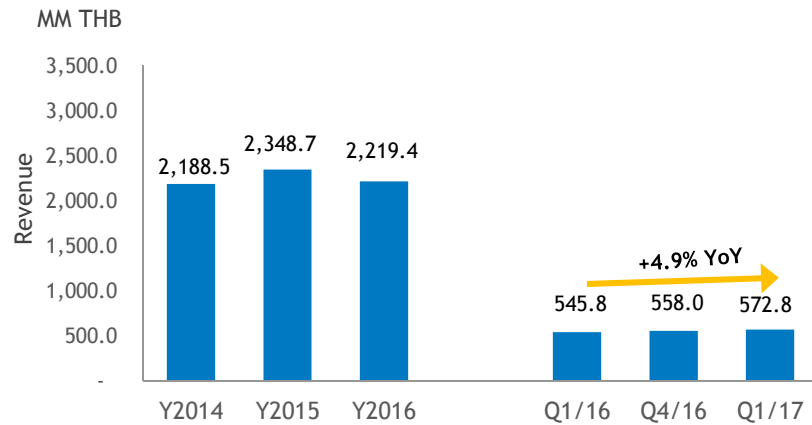
## Total Revenue and Growth



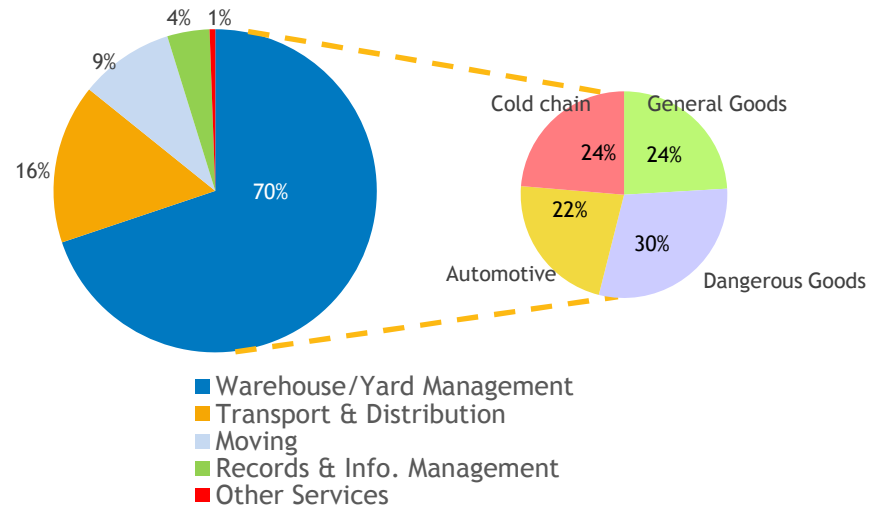


# Revenue & Gross Profit

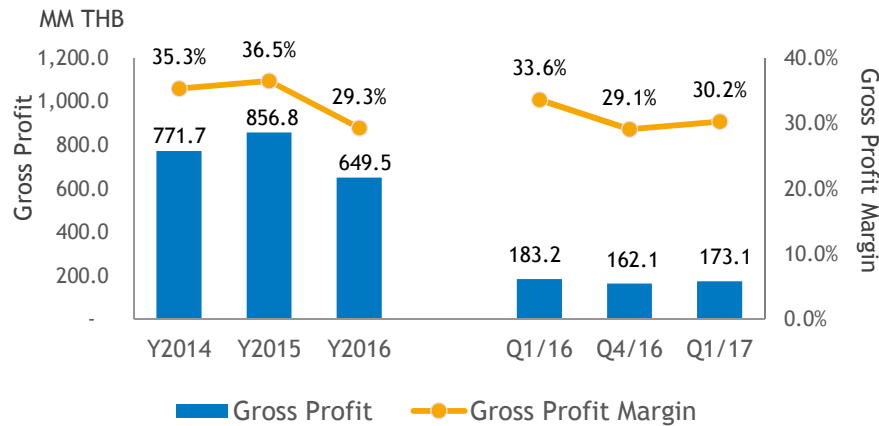
## Revenue



## Revenue breakdown



## Gross Profit and Gross Profit Margin



- Revenue for Q1-2017 was THB 572.8 mm, increased 4.9% YoY due to general warehouses and yard management business and transportation and distribution business.
- Higher gross margin of 30.2% due to a recovery stock level in cold chain business.

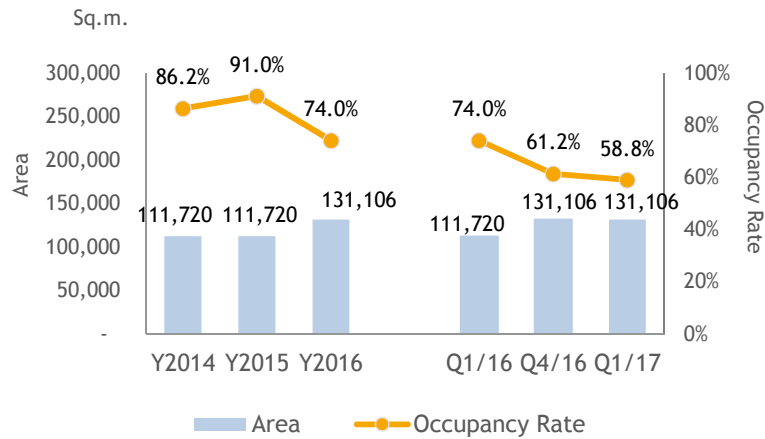




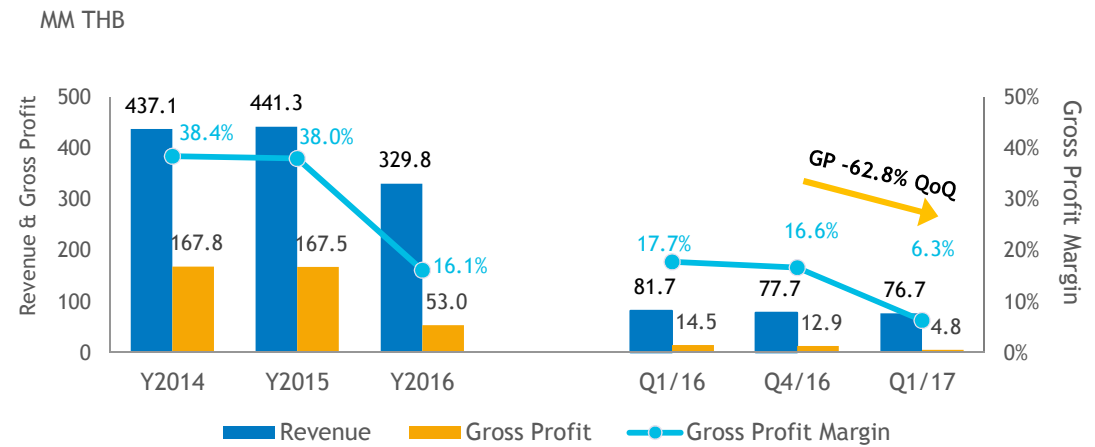
# Revenue and Gross Profit by Business

## Warehouse & Yard Management: General Goods

### Area & Occupancy Rate

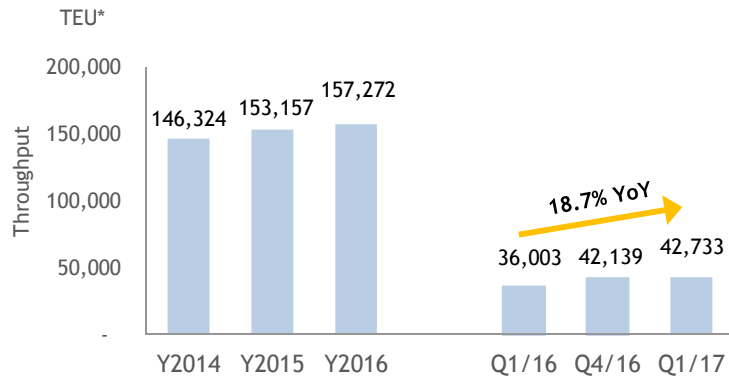


### Revenue & Gross Profit

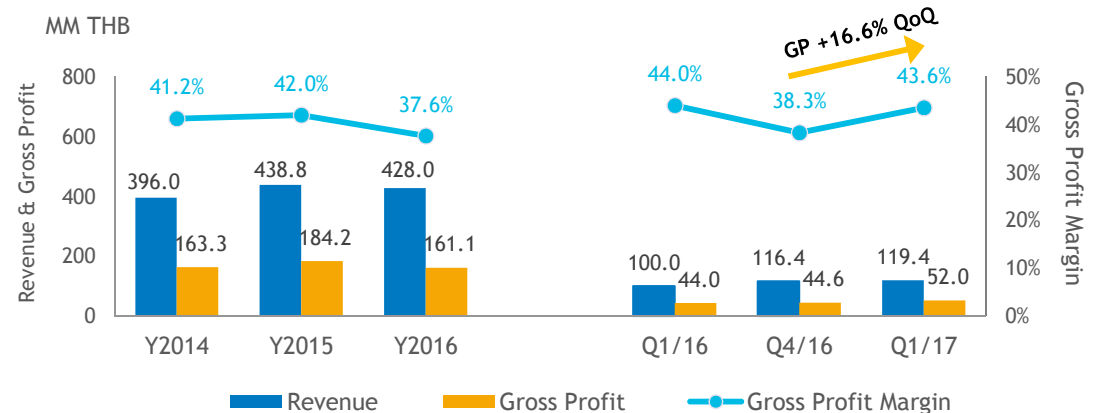


## Warehouse & Yard Management: Chemical and Dangerous Goods

### Dangerous Goods Yard Throughput



### Revenue & Gross Profit



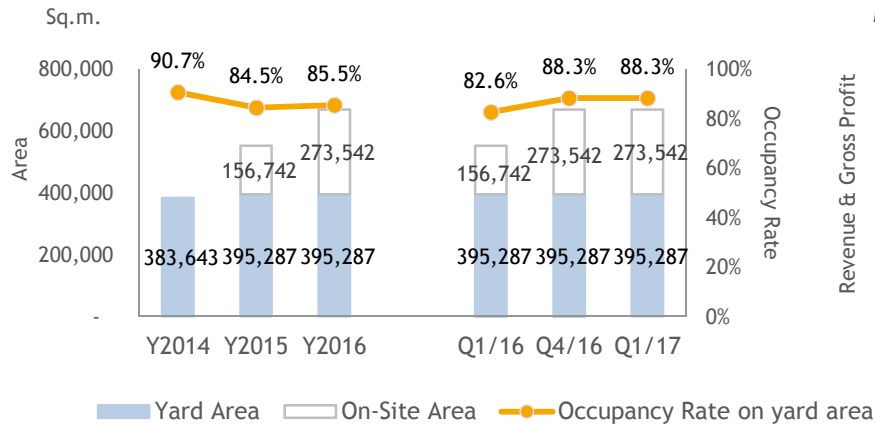
\*TEU = Twenty-Equivalent Unit



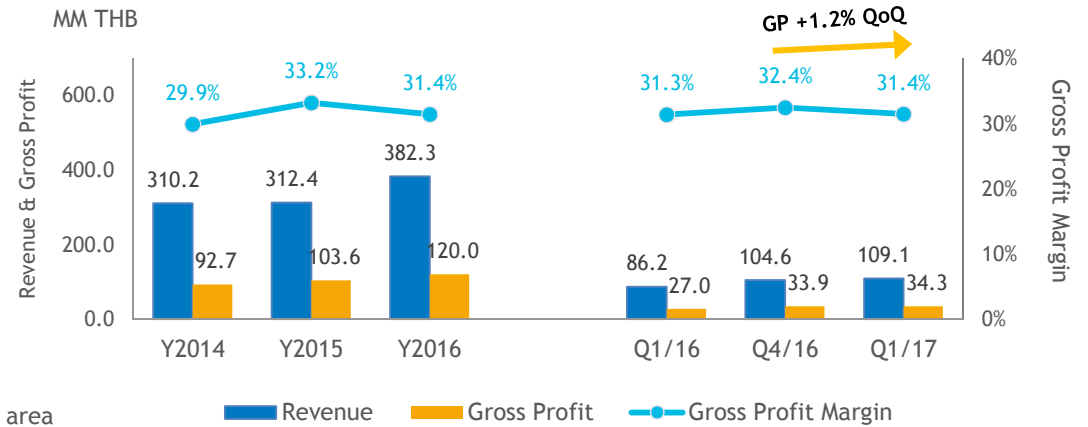
# Revenue and Gross Profit by Business (Cont'd)

## Warehouse & Yard Management: Automotive

### Area & Occupancy Rate

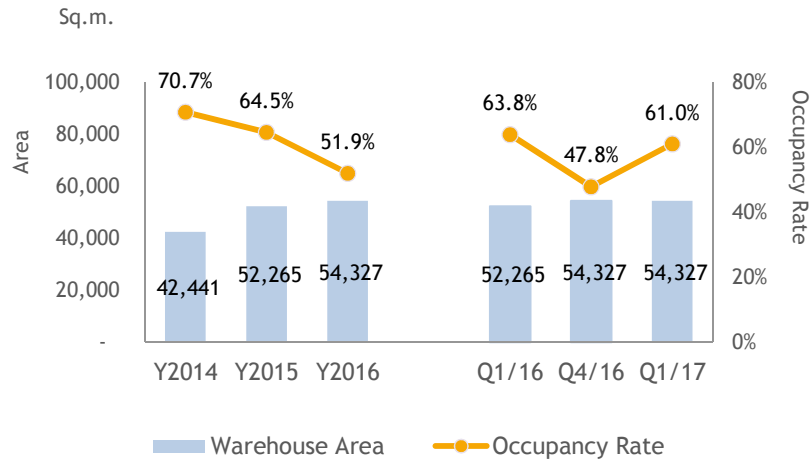


### Revenue & Gross Profit

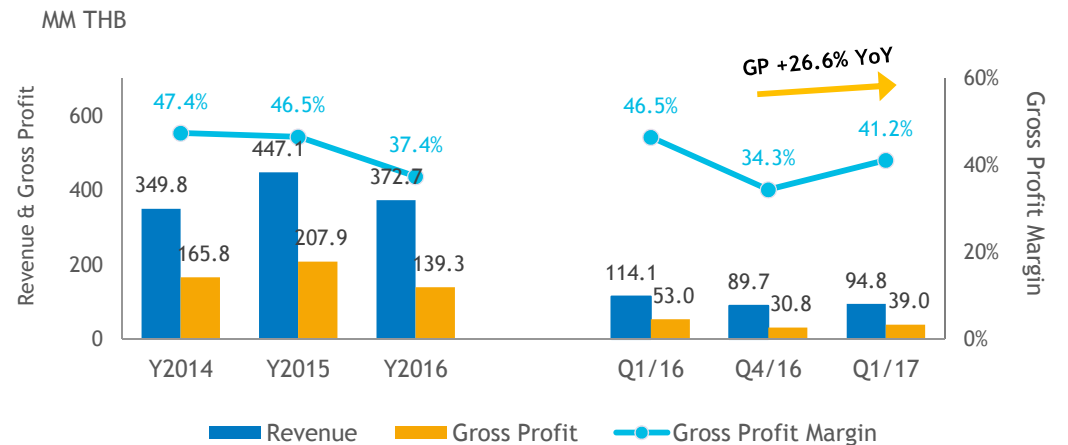


## Warehouse & Yard Management: Cold Storage

### Area & Occupancy Rate



### Revenue & Gross Profit

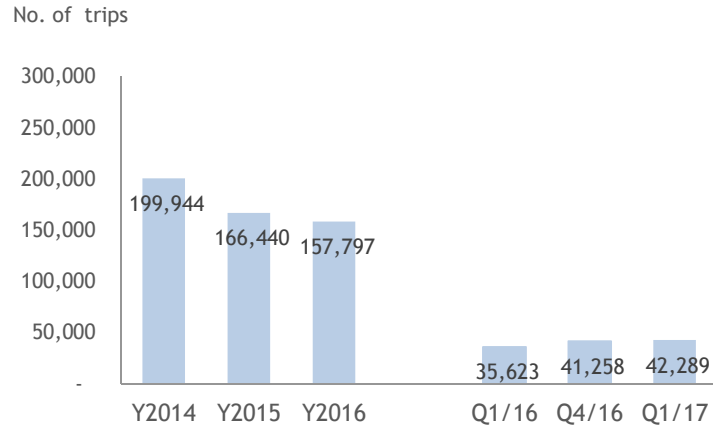




# Revenue and Gross Profit by Business (Cont'd)

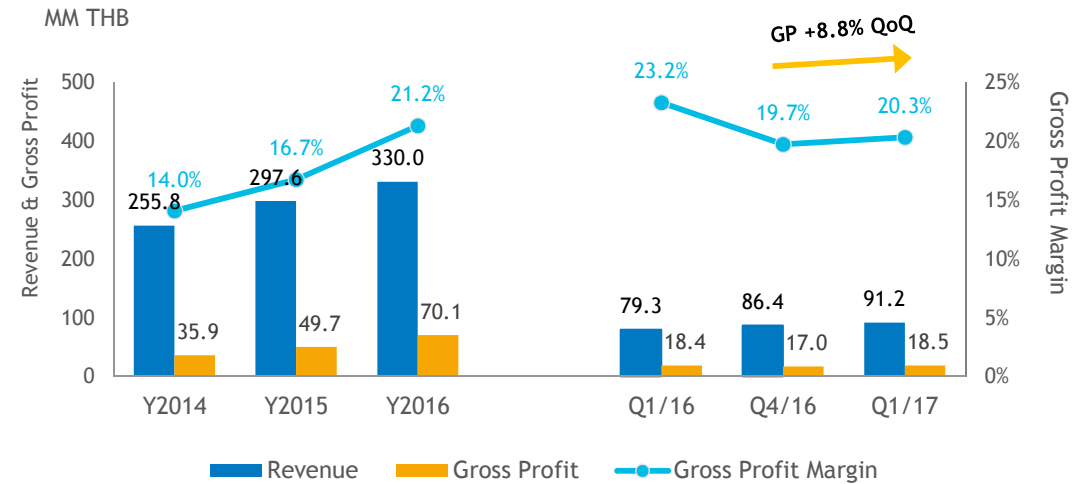
## Transportation & Distribution Service

### No. of Trips\*



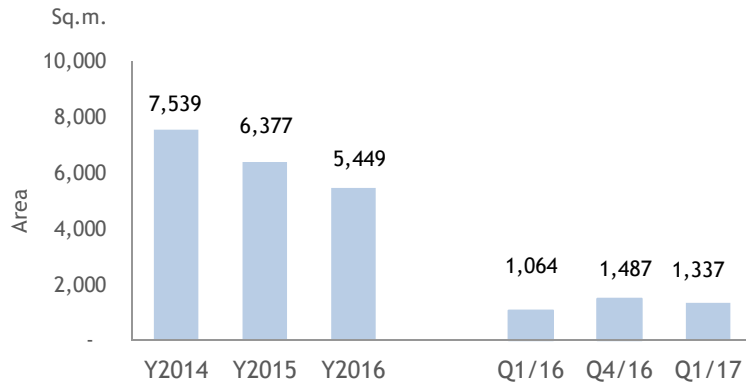
\* including internal transportation services

### Revenue & Gross Profit

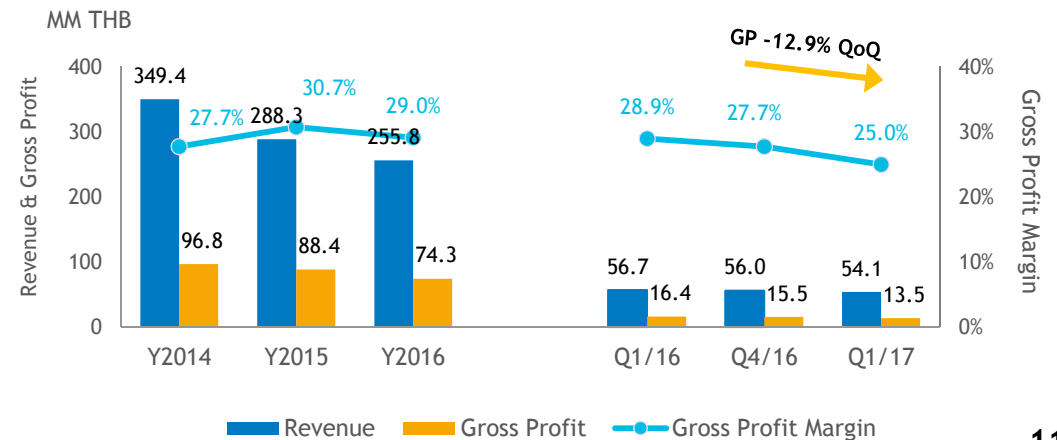


## Moving Service

### No. of Jobs



### Revenue & Gross Profit



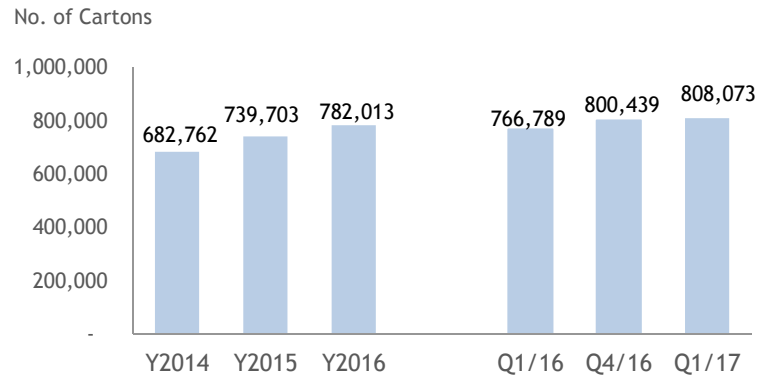


# Revenue and Gross Profit by Business (Cont'd)

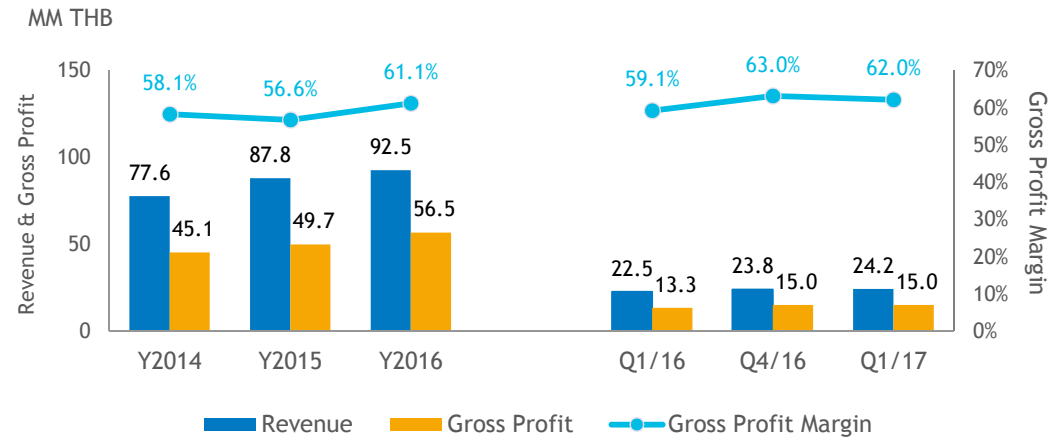


## Record & Info Management

### No. of Cartons



### Revenue & Gross Profit

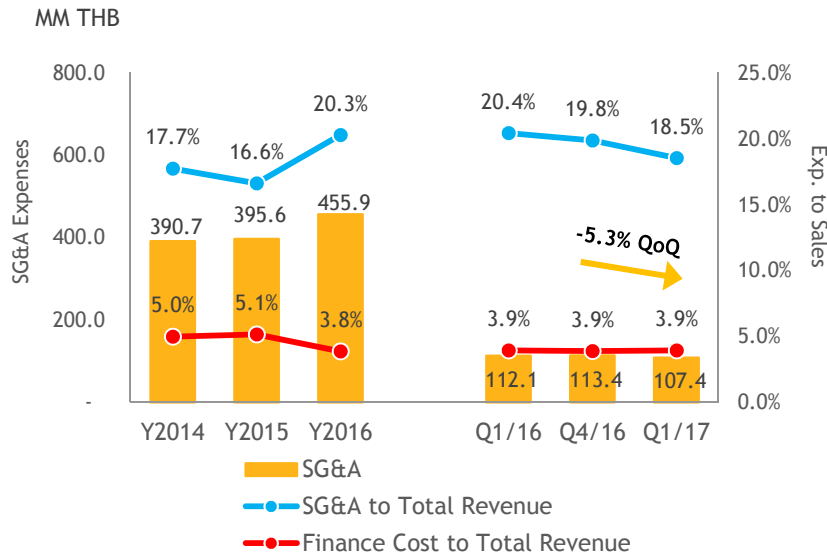




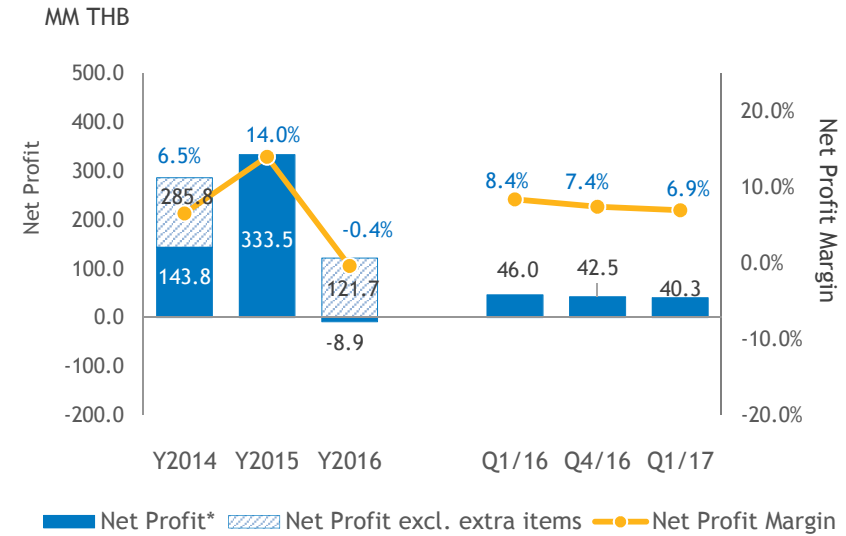
# SG&A Expenses & Net Profit



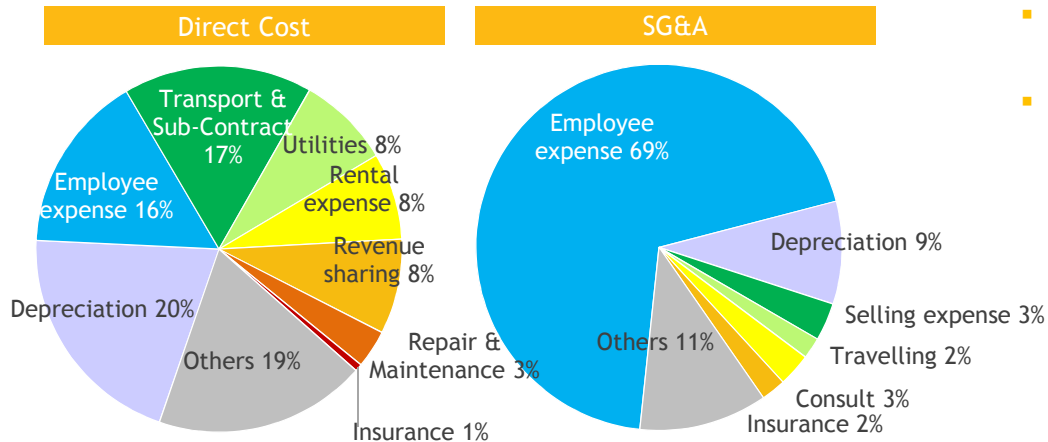
## SG&A Expenses & Finance Cost



## Net Profit\* and Net Profit Margin



## Cost Structure



- Q1-2017 Net profit\* dropped from share of loss of investments in associates and joint ventures.
- SG&A expenses decreased mainly from economizing of business development expense.
- Finance cost increased as a result of 500MB Bond issuance during Q4-2016.

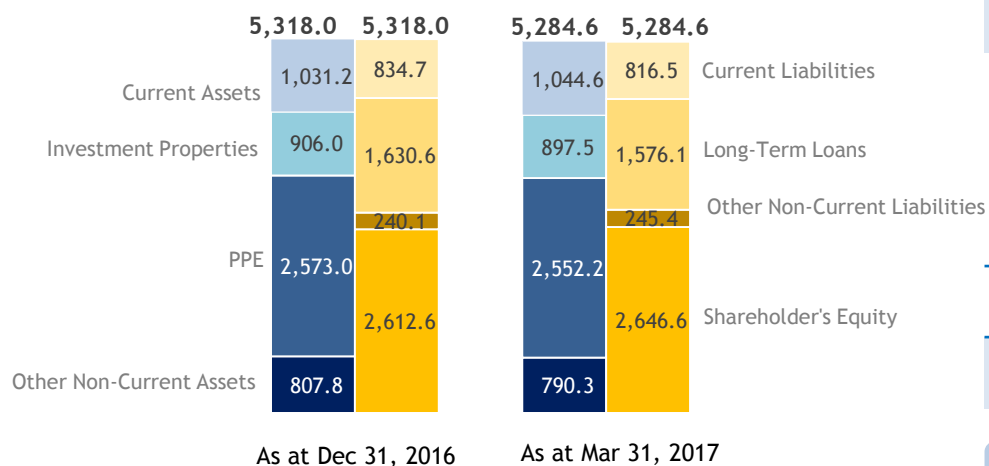
\* Net profit attributable to owners of the Company



# Financial Position

## Statement of Financial Position

Unit : MM THB

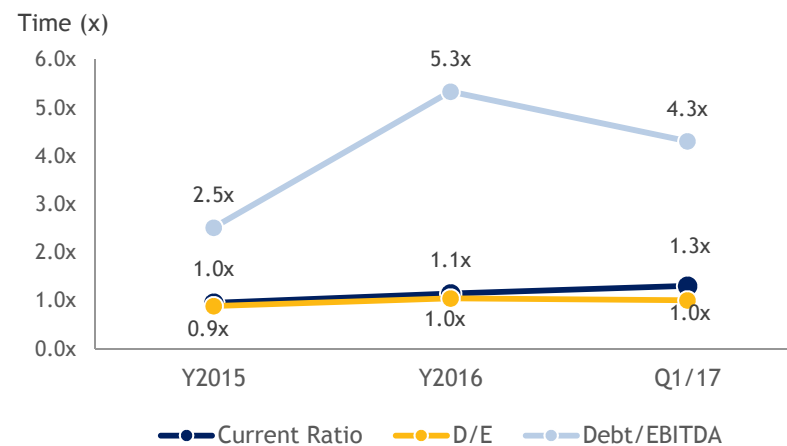


- D/E maintained at 1.0x
- Interest bearing debts to Equity = 0.78x

## Cash Flows

(Unit : MM THB)	2015	2016	Q1/17
Cash and Cash Equivalents at 1 Jan	201.9	191.0	259.8
Operating Activities	738.5	383.3	113.3
Investing Activities	(733.0)	(514.5)	17.5
Financing Activities	(16.4)	200.0	(91.9)
<b>Net Increase / (Decrease)</b>	<b>(10.9)</b>	<b>68.8</b>	<b>38.9</b>
<b>Cash and Cash Equivalents at 31 Dec 15-16 and 31 Mar 17</b>	<b>191.0</b>	<b>259.8</b>	<b>298.7</b>

## Key Financial Ratios





## III. Project Update



# Domestic Projects

## 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
- Q1-17 OR 48%
- Acquire new key customer already and expected to reach break-even point by Q3/2016



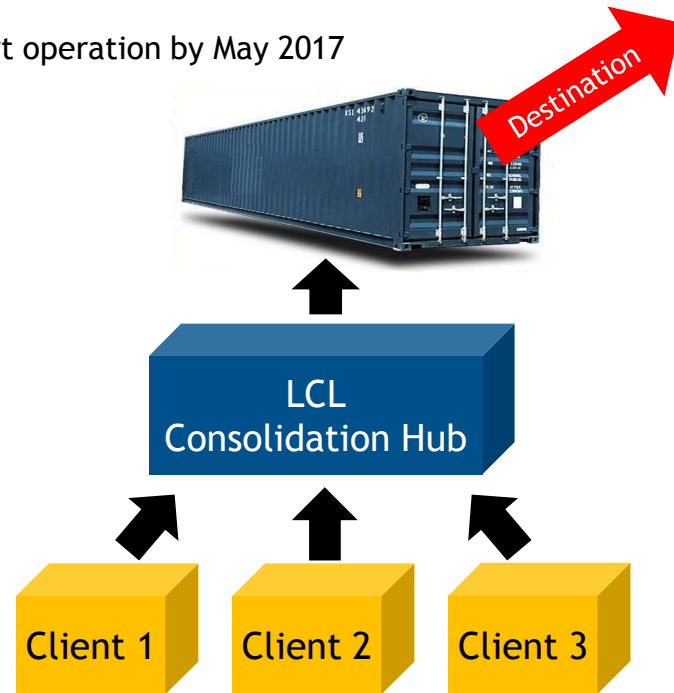




## LCL Consolidation Hub



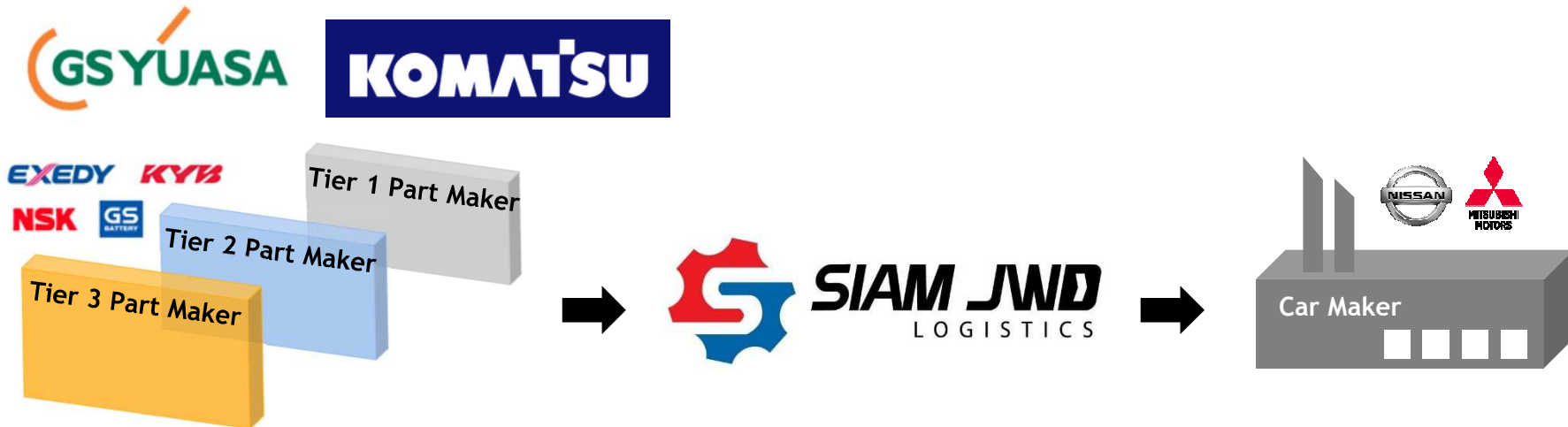
- Provide service for Less-Than-Container-Load (LCL) Freight
- LCL Consolidation Hub in existing free-zone area
- Receive license for the consolidation hub operation from custom on Mar 31, 2017
- Start operation by May 2017





## Domestic Projects (Cont'd)

### SIAM JWD LOGISTICS



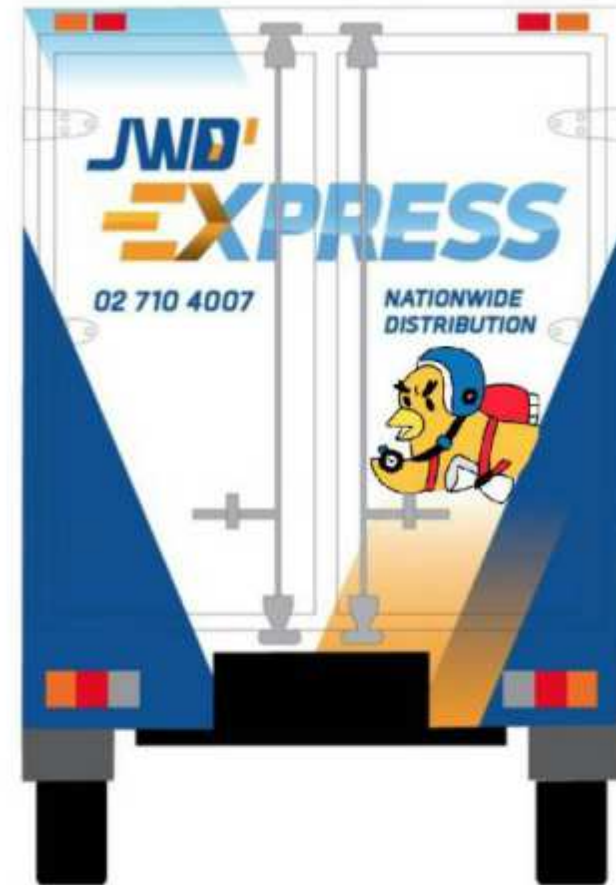
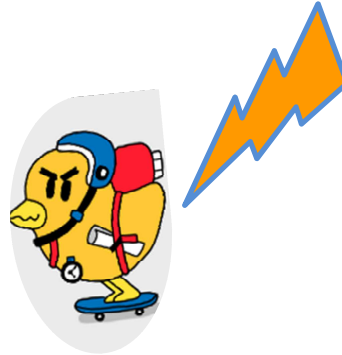
- Siam JWD Logistics Co., Ltd. ,JV Project with Siam Motors Group
- Siam JWD Logistics will be a part of the supply chain infrastructure of automotive part industry to manage and support auto-part's vendors for Siam motors group
- Offering a full supply chain solution, covered warehouse and inventory management, auto-part sequencing, part & CBU distribution and dedicated tailor-made solution.
- Involve in 2 factories to make a service plan.
- Start operation and recognize revenue in Q2/2016
- More factories are in pipeline.



# Domestic Projects (Cont'd)

## JWD Express Project

**JWD TRANSPORT**  
**EXPRESS**







## Solar Roof Project



- Expand more solar roof project in cold chain site
- Gain energy saving benefit





## Multi Country Consolidation Hub

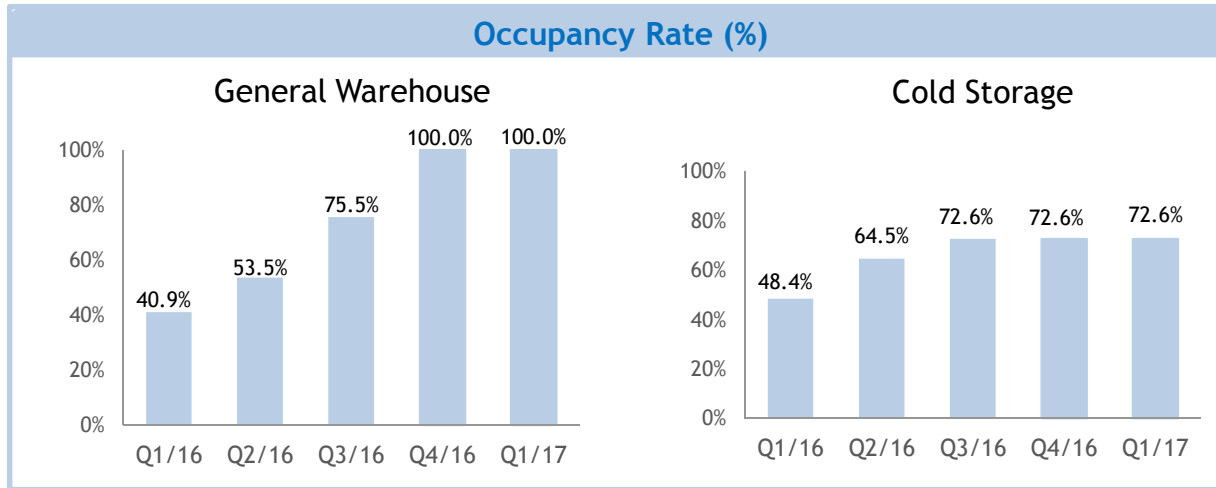


- Cold chain project in Bangna
- Benefit from Free Zone

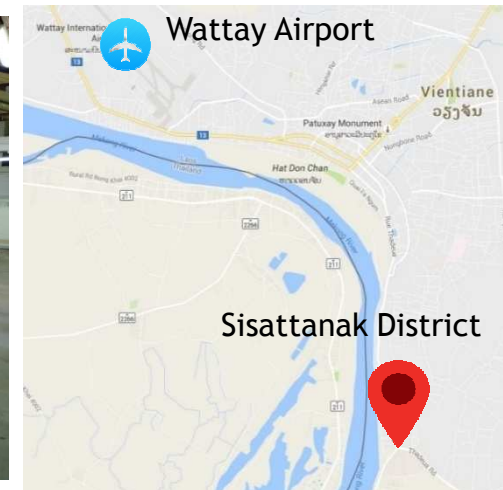


# Overseas Projects

## Laos Warehouse/ Cold Storage



- Start operation in Jan 2016
- Initial area of 720 Sq.m.







# Overseas Projects (Cont'd)

## Myanmar Warehouse/ Cold Storage



### Cold Storage

- Area of 1,000 Sq.m.
- Start operation in Q2/16

### General Warehouse

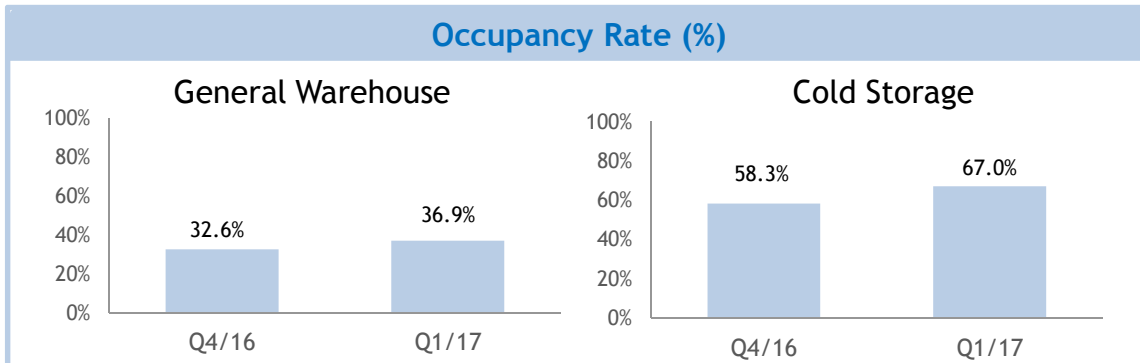
- Area of 3,300 Sq.m.
- Start operation in Q3/16

Occupancy Rate (%)

Quarter	Occupancy Rate (%)
Q3/16	21.2%
Q4/16	37.4%
Q1/17	42.4%



## Cambodia Warehouse



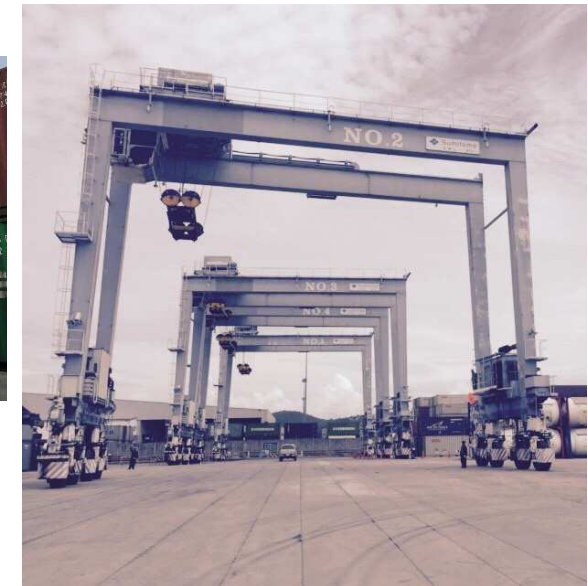
- Warehouse area of 4,428 Sq.m., general 3,628 Sq.m. and cold storage 800 Sq.m.
- Start operation Q4/16
- Full operation in Q1/17





## Cambodia Logistics Hub

## Cambodia Chemical Project

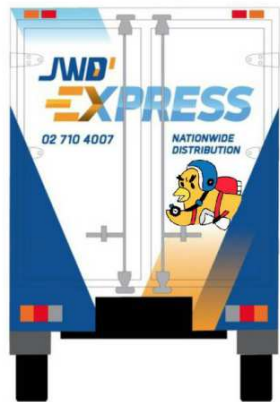


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# Potential Growth (Cont'd)

- Nationwide distribution
- Logistics through new mode of transportation



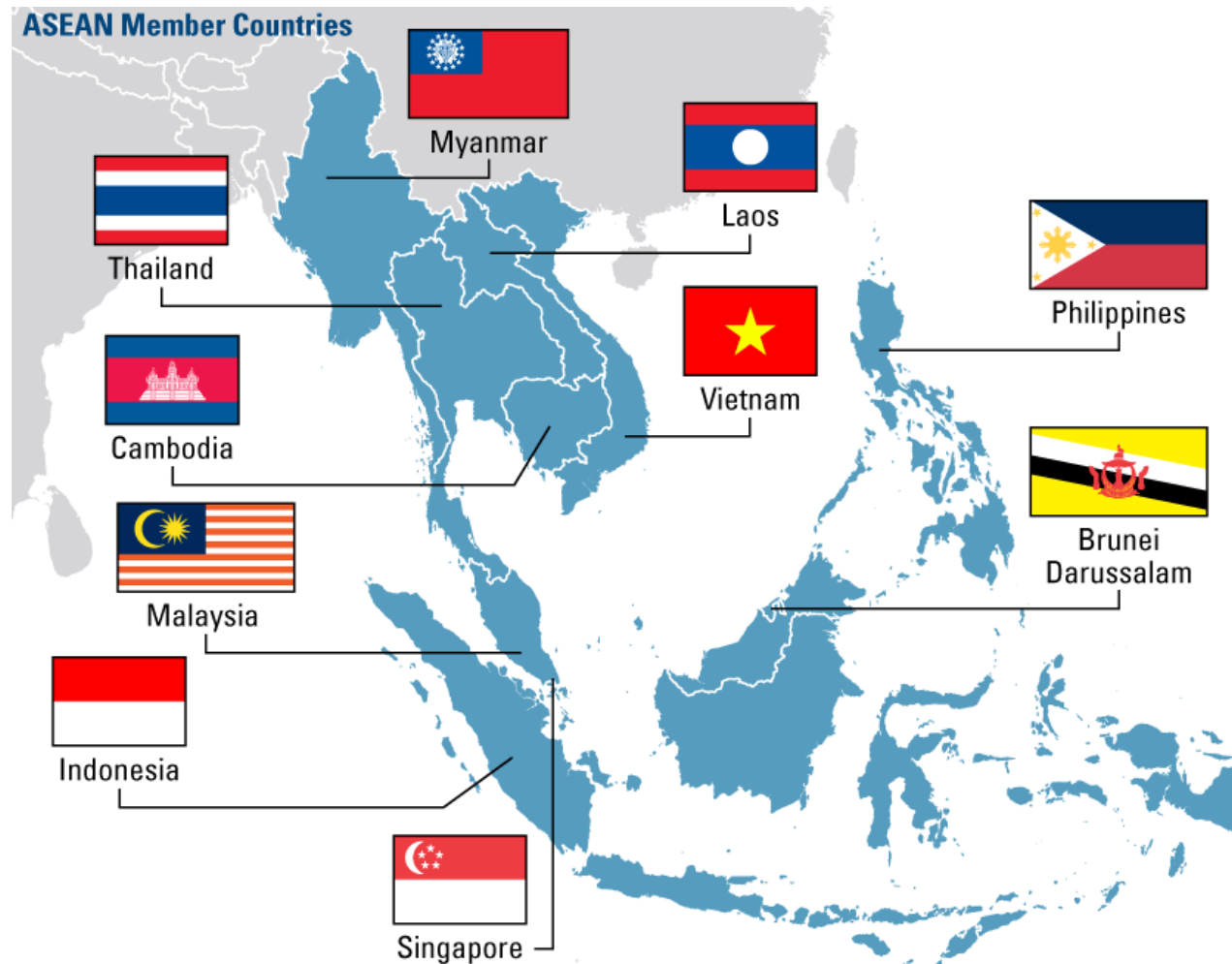
- Transportation of specialized product





## Inorganic Growth

- JV and M&A with local partners both domestic and overseas in the region





# THANK YOU

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