

JWD GROUP



THINK
EVERYTHING
LOGISTICS

Company Profile
Q2-2017



Agenda

I. Q2-2017 Highlights

II. Projects Progress

III. Financial Performance



I. Q2-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 Q2-2017



General Goods

Warehouse & Yard Management

- JCS continuously steps up occupancy rate and reaches break-even point in Jul-17
- LCL acquired permit from custom for consolidation hub, full operation starts by Q3/17
- New key customers partially replaced



Automotive

Warehouse & Yard Management

- Additional service contracts from both new and existing customers.
- Siam JWD: 3 factories have already started operation in Q2/17
- Siam JWD: More factories in pipeline



Dangerous Goods

Warehouse & Yard Management

- Throughput continuously grew compared to Y2016
- DG warehouse slightly dropped from relocation to JCS



Cold Storage

Warehouse & Yard Management

- Fishery stock level has recovered to normal level

On-going Project

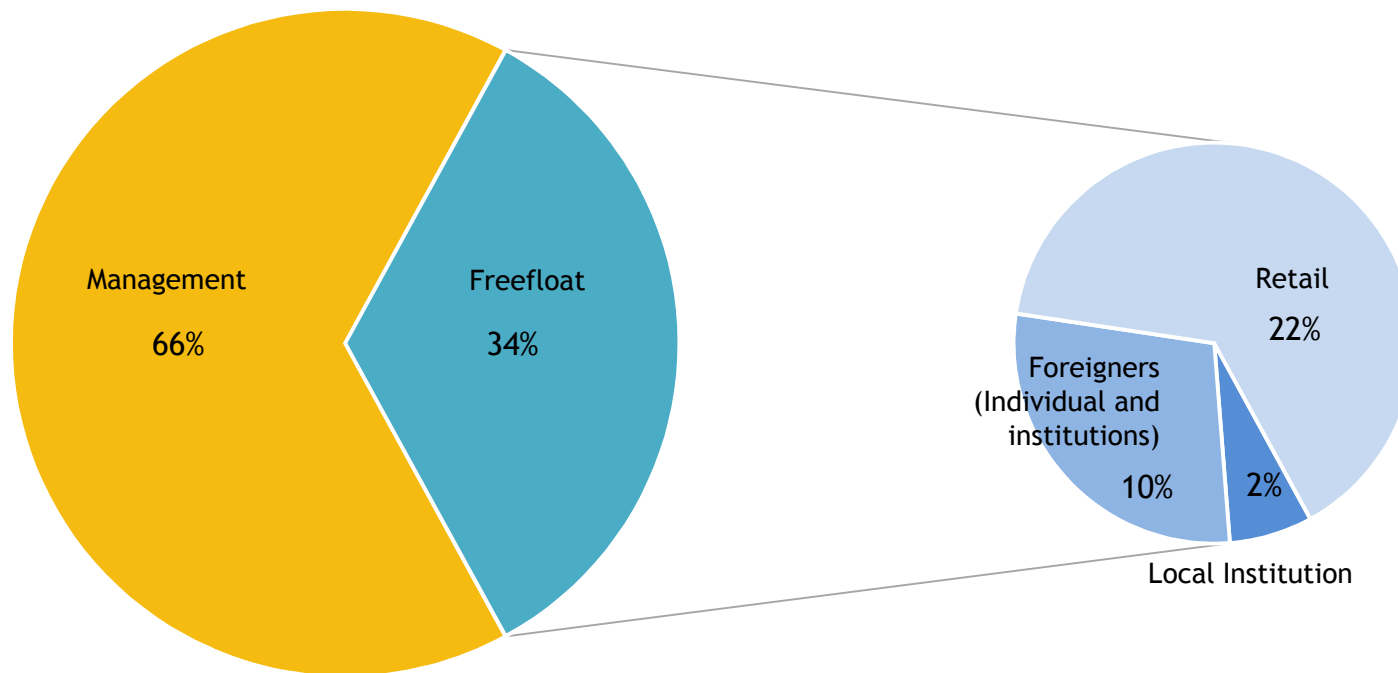
- Transportation Project
- Siam JWD Logistics starts recognize revenue in Q2/17
- Start operation of LCL Consolidation Hub in Q3/17
- Cold storage warehouse ready to use in Q3/17
- Solar Roof Phase 2 and 3
- Multi country consolidation in Free Zone cold storage
- Logistics hub project in Cambodia
- Chemical project in Cambodia
- Overseas and Domestic M&A Plan



Shareholding Structure



Number of Shares: 1,020 Million Shares



From shareholders list as of 30 Jun 17

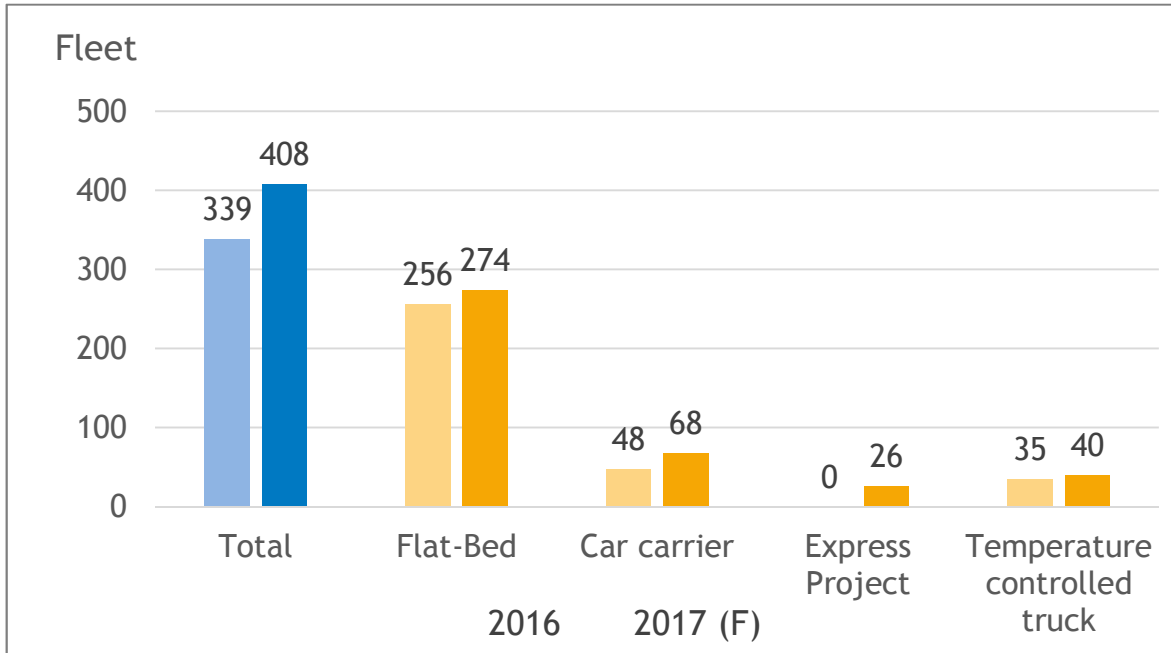


II. Project Progress



Domestic Projects (Cont'd)

JWD Transport Project



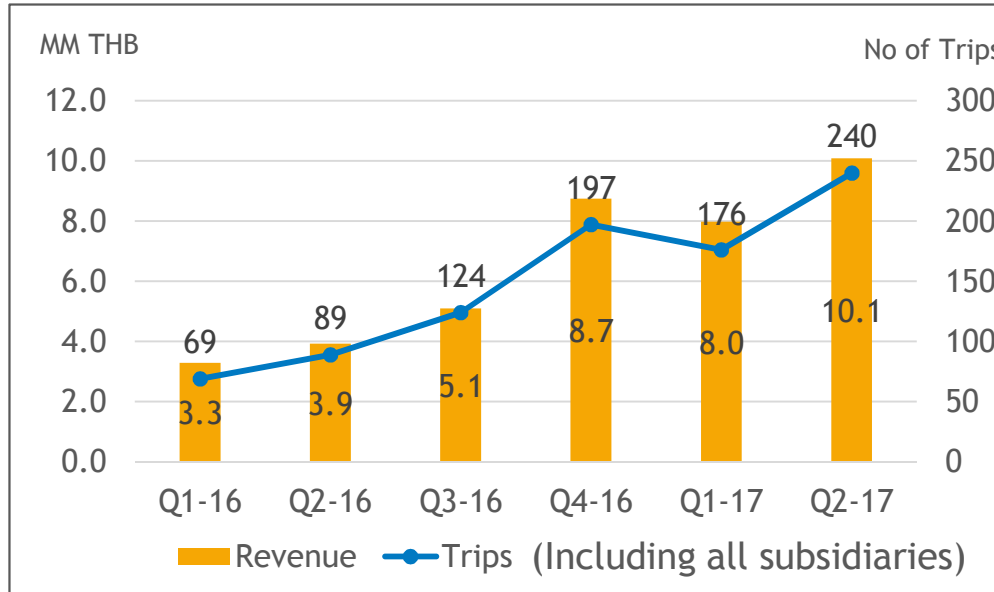
Nationwide Distribution





Domestic Projects (Cont'd)

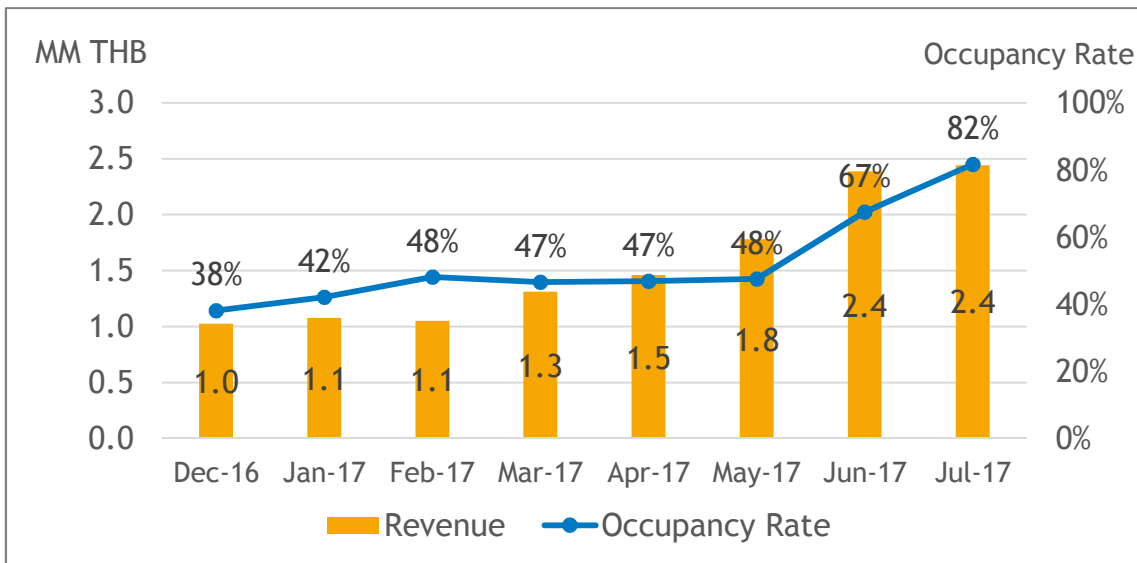
Cross-border Transportation





Domestic Projects

JWD Chemical Supply Chain (JCS)

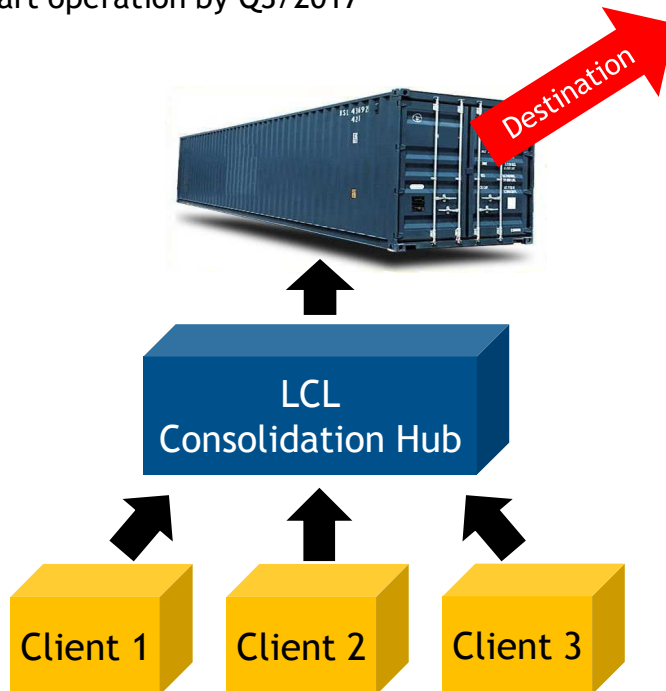


- Provide value added services of dangerous goods & chemicals supply chain management: sorting, repacking, labeling
- Start operation July 2016
- 9 rooms within 9,100 sq.m. warehouse
- Reach break-even point in July 2017



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 Q3/2017



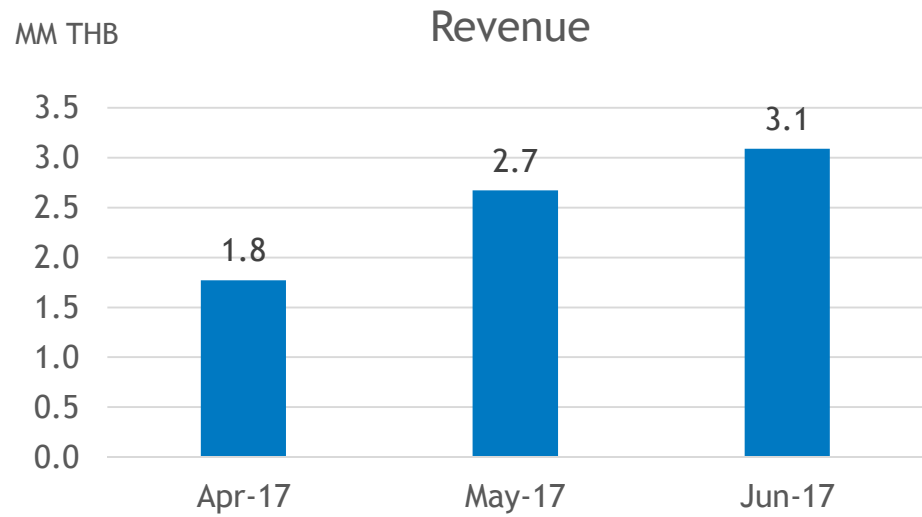


Domestic Projects (Cont'd)

SIAM JWD LOGISTICS



- Supply chain infrastructure of automotive part industry to initially 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





Cold Chain Expansion

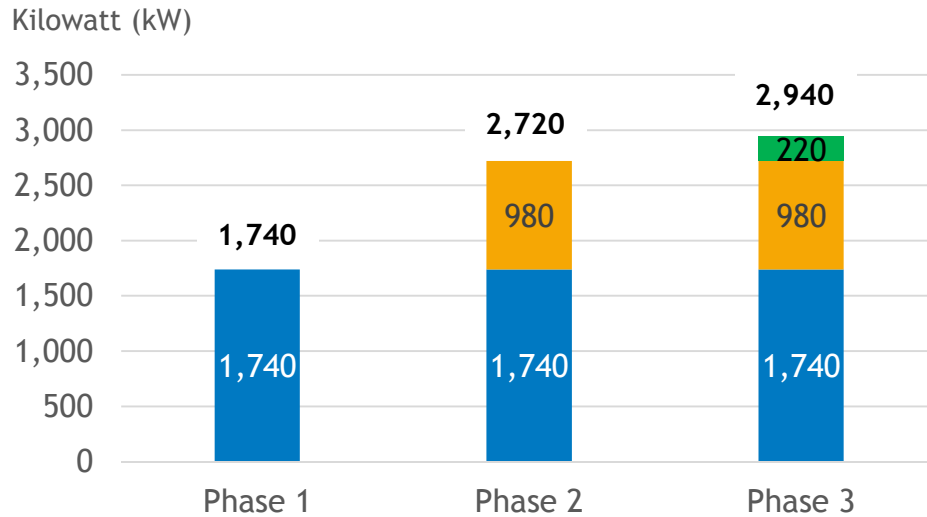


- Construction progress: Structural work completed, cooling system testing
- Target opening: September 2017
- Expansion on Suwintawong area
- Additional cold storage warehouse of 2,800 sq.m.
- CAPEX approx. 90 MB
- Capacity approx. 4,000 tons



Domestic Projects (Cont'd)

Solar Roof Project



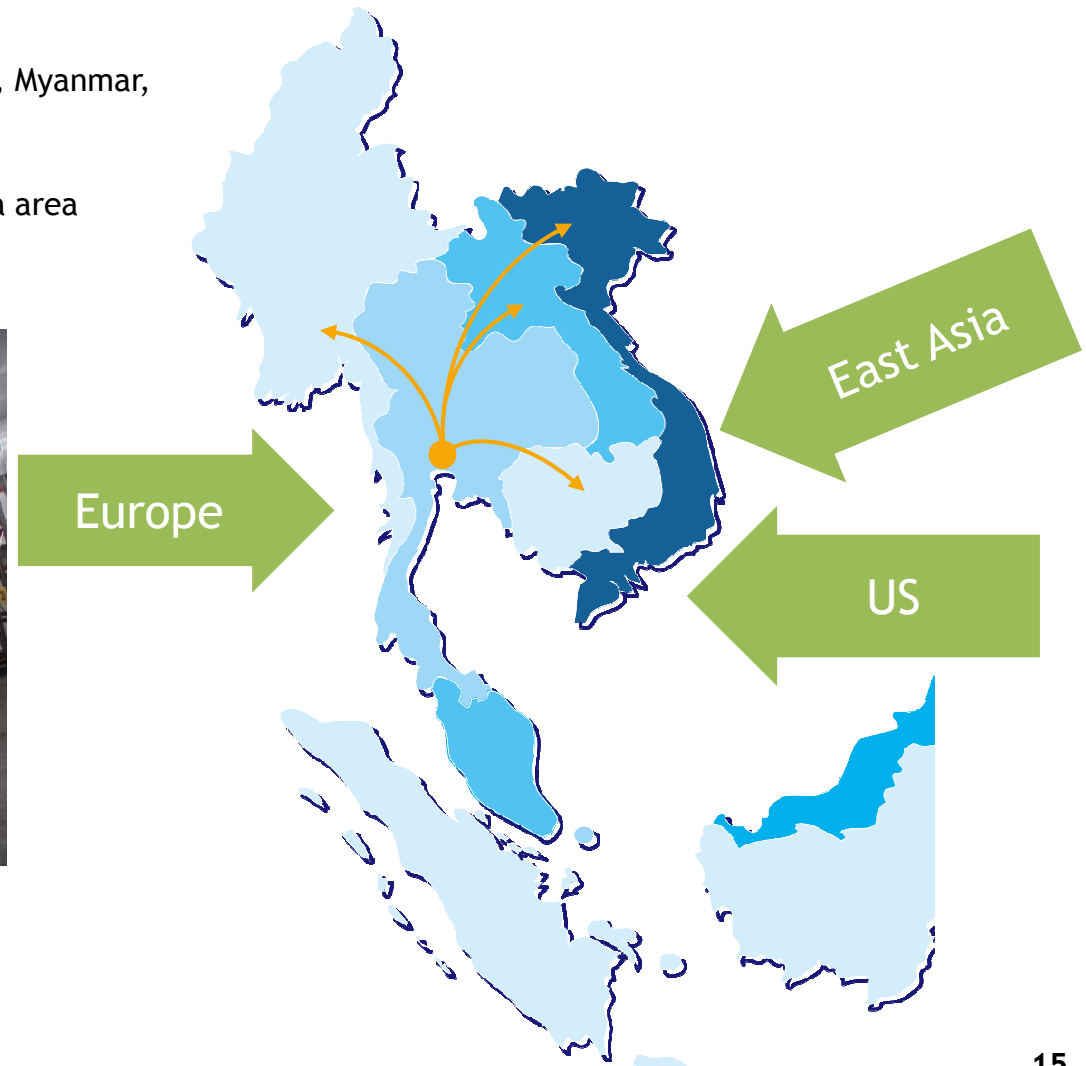
	Phase 1	Phase 2	Phase 3
Location	Mahachai, Suwintawong	Mahachai	Suwintawong
kW	1,740	980	220
CAPEX (MB)	51	25	6
Target completion	Q1/17	Q3/17	Q4/17
Saving (MB/month)	0.72	0.35-0.40	0.07-0.08





Multi Country Consolidation Hub

- Linkage from Europe, US, Asia to Cambodia, Laos, Myanmar, Vietnam and Regions
- Utilize Free zone Cold Chain warehouse in Bangna area





Domestic Projects (Cont'd)

Self-Storage



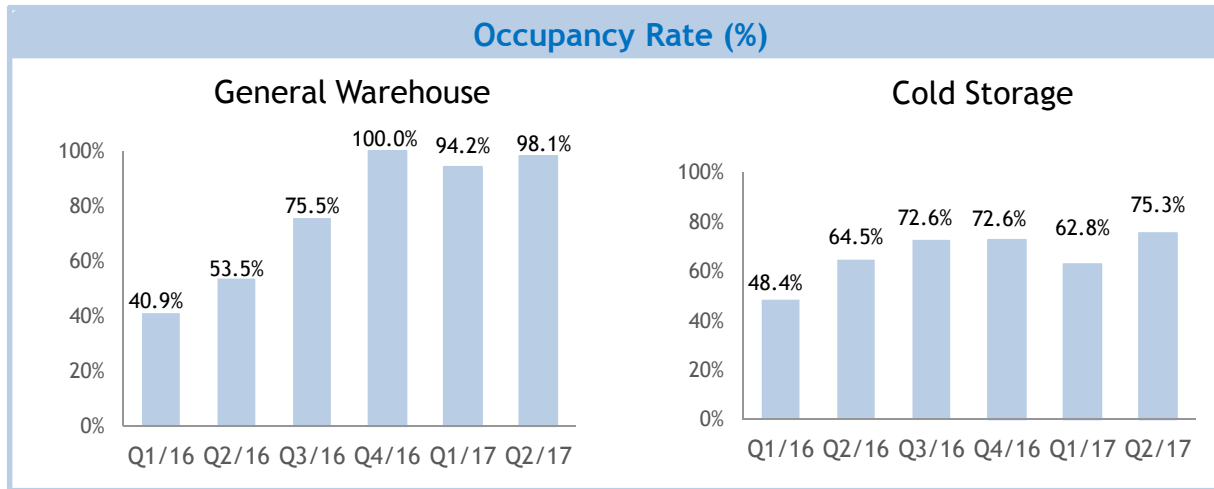
- 1 existing self-storage in Krungthep-Kreetha warehouse
- 80 storage room, vary from 4-26 sq.m., totaling 2,000 sq.m.
- Ambient or chilled room provided
- Safety and fire protection 24 hours
- Current occupancy rate 80%



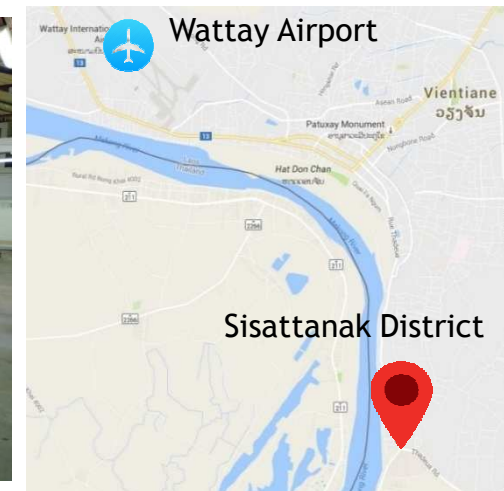


Overseas Projects

Laos Warehouse/ Cold Storage



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





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

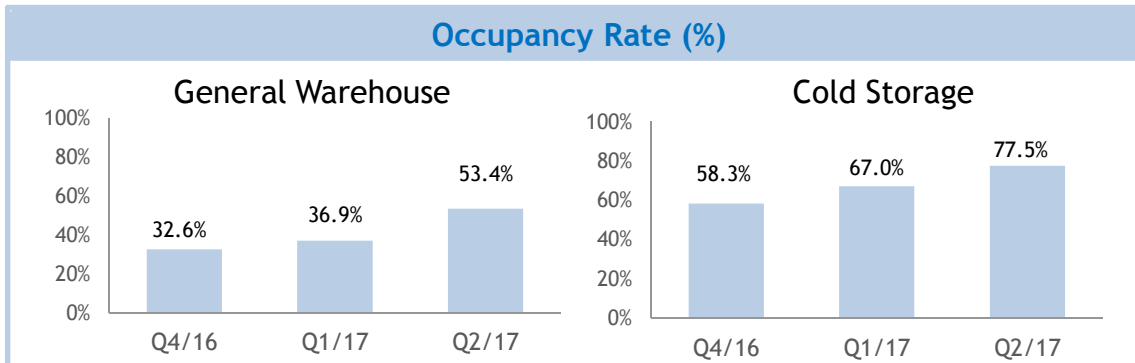
Occupancy Rate (%)

Quarter	Occupancy Rate (%)
Q3/16	21.2%
Q4/16	37.4%
Q1/17	42.4%
Q2/17	53.5%



Overseas Projects (Cont'd)

Cambodia Warehouse



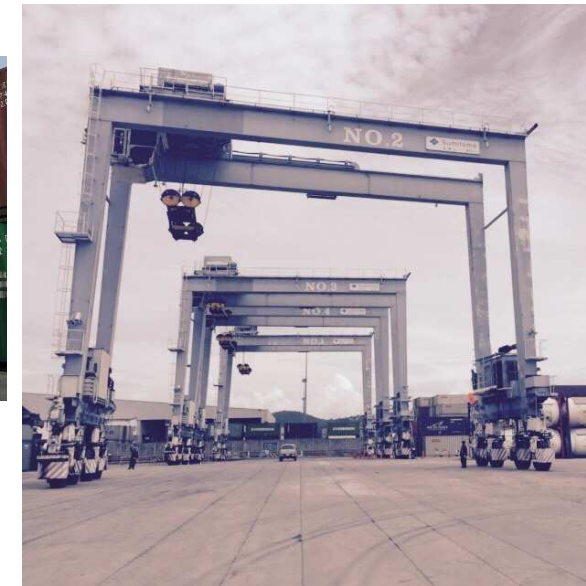
- Warehouse area of 4,428 Sq.m., general 3,628 Sq.m. and cold storage 800 Sq.m.
- Start operation Q4/16
- Full operation in Q1/17



Potential Growth

Cambodia Logistics Hub

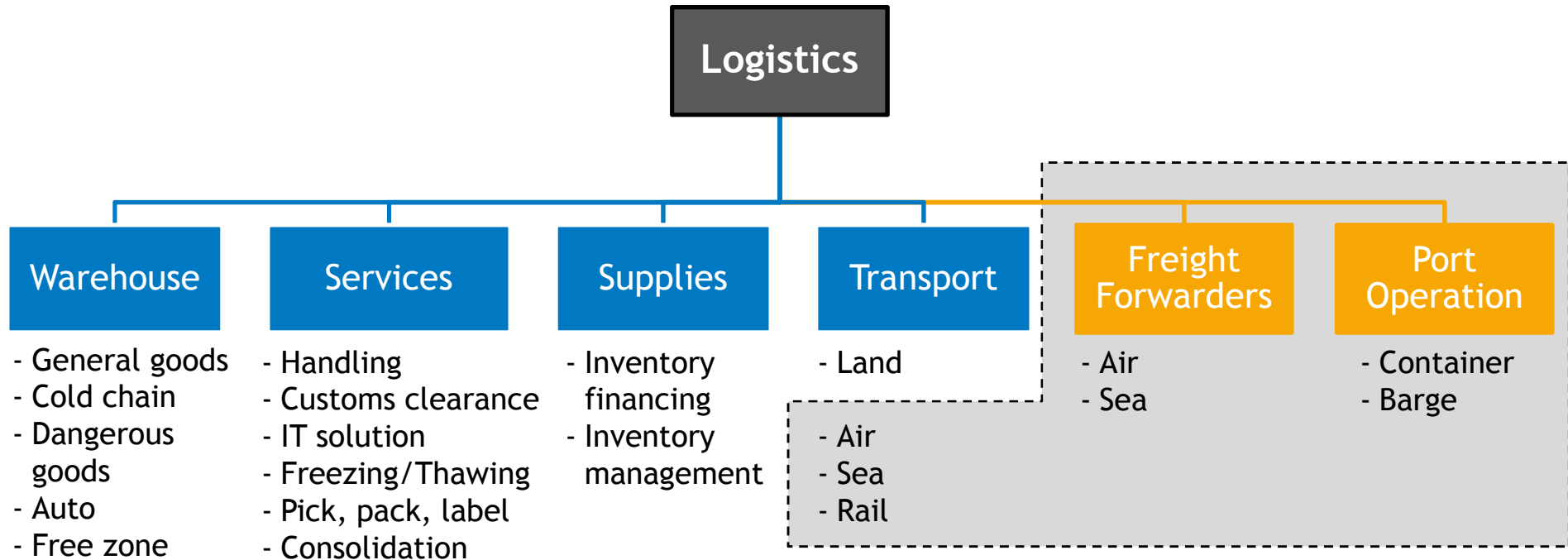
Cambodia Chemical Project



14 | Think Everything Logistics



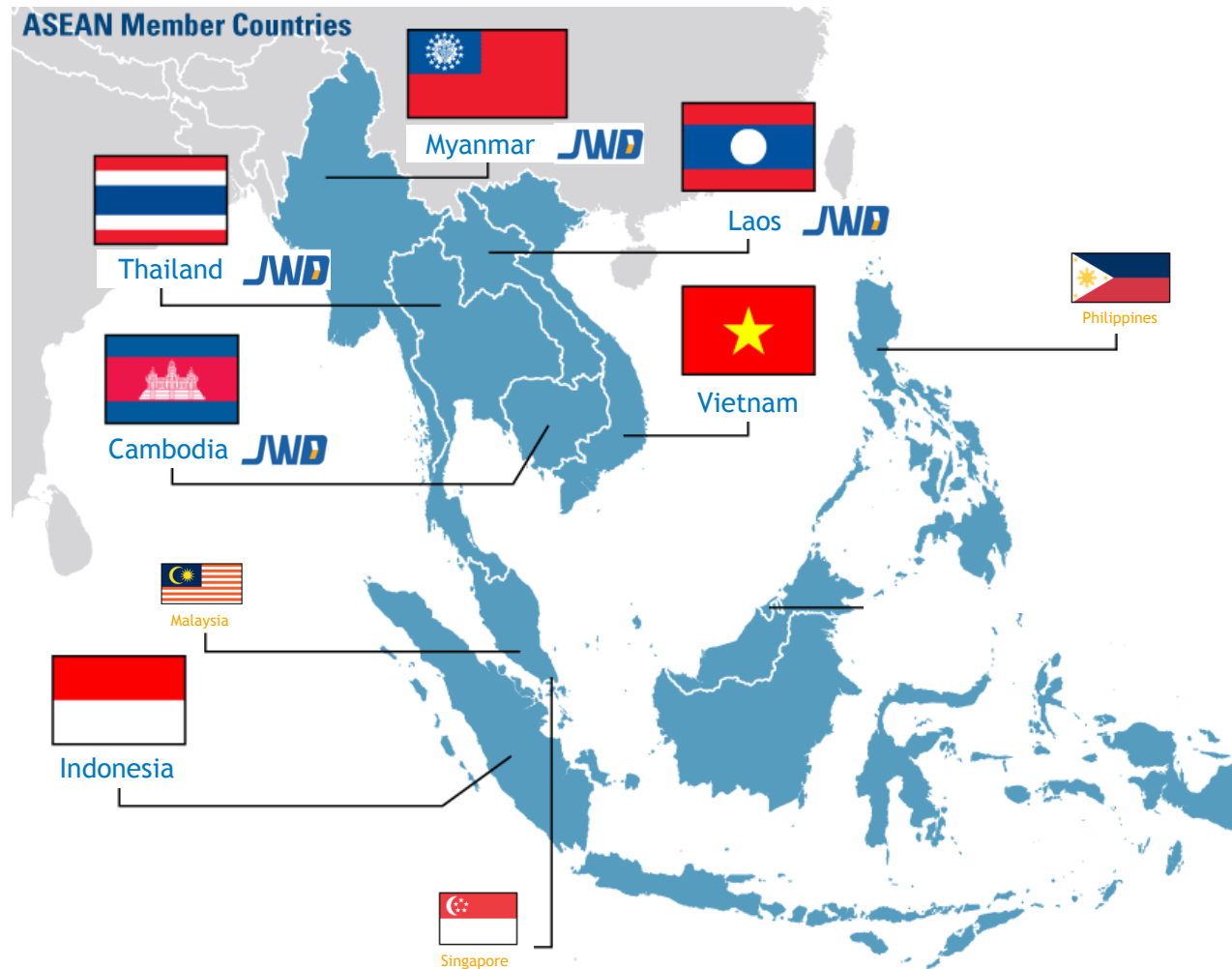
Potential Growth (Cont'd)





Inorganic Growth

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





III. Financial Performance



Total Revenues and Service Capabilities



Warehouse Capacities

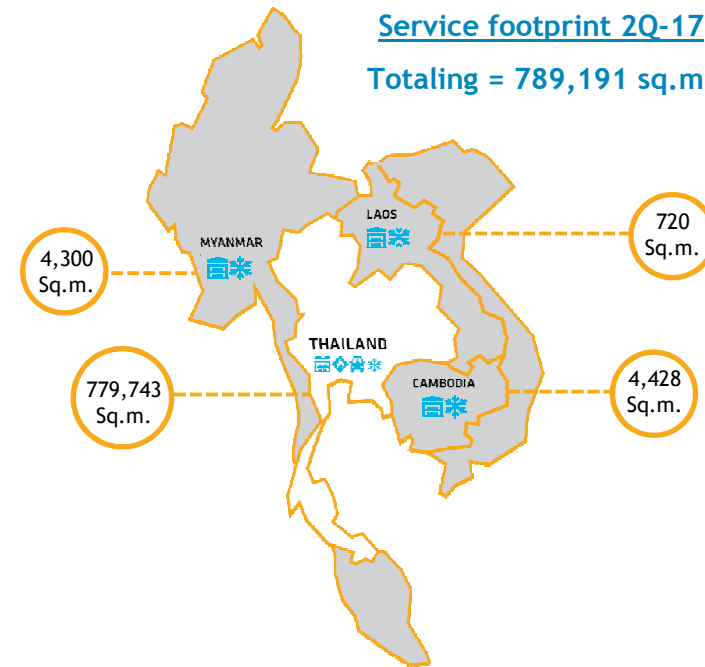
(Unit: sq.m.)	2015	2016	2Q-17
General goods	111,720	131,106	131,106
Chemicals & Dangerous goods	10,032	10,032	10,032
Cold chain service	52,265	54,327	54,327
Record & Info Management	14,520	14,520	14,520
Other services	21,951	9,951	9,951
Total	210,488	219,936	219,936

Yard Capacities

(Unit: sq.m.)	2015	2016	2Q-17
Chemicals & Dangerous goods	173,968	173,968	173,968
Automotive Yard	395,287	395,287	395,287
Total (Excl. on-site space)	569,255	569,255	569,255
On-site Automotive Yard	156,742	273,542	204,800

Service footprint 2Q-17

Totalling = 789,191 sq.m.



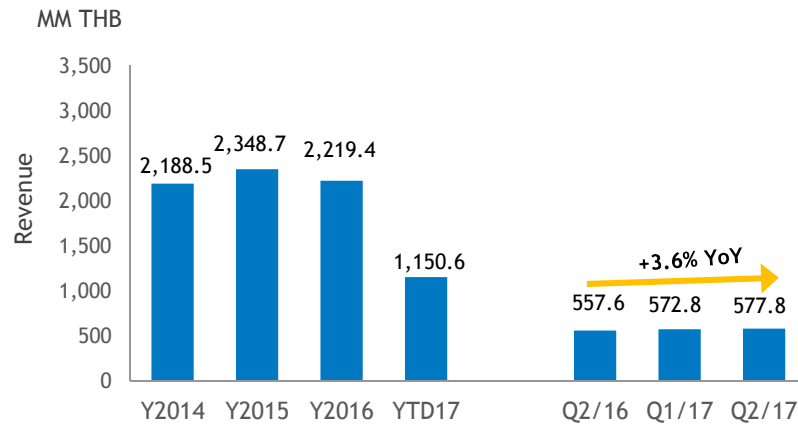
Total Revenue and Growth



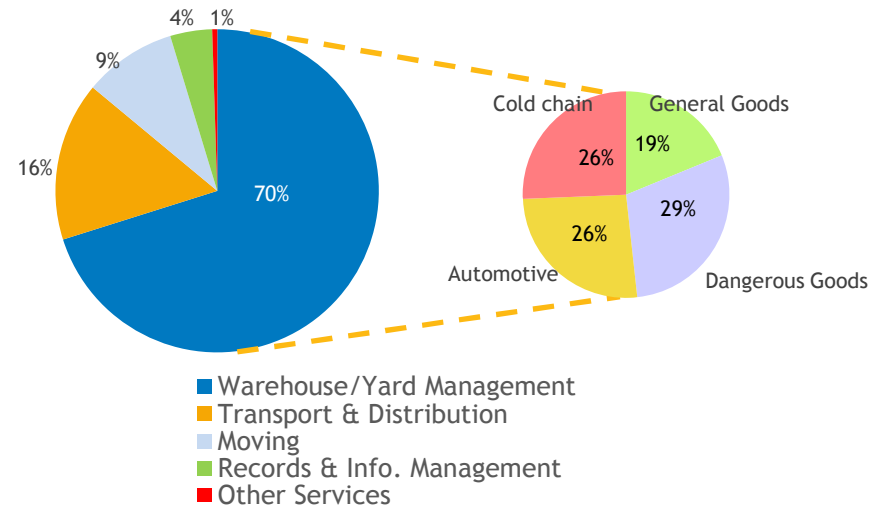


Revenue & Gross Profit

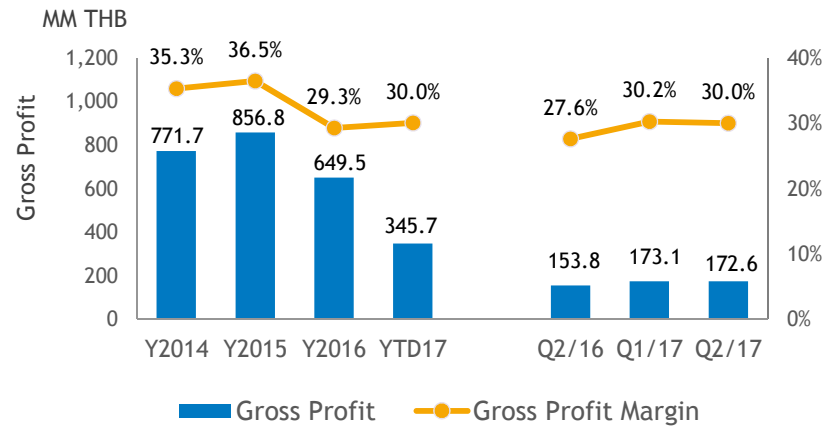
Revenue



Revenue breakdown



Gross Profit and Gross Profit Margin

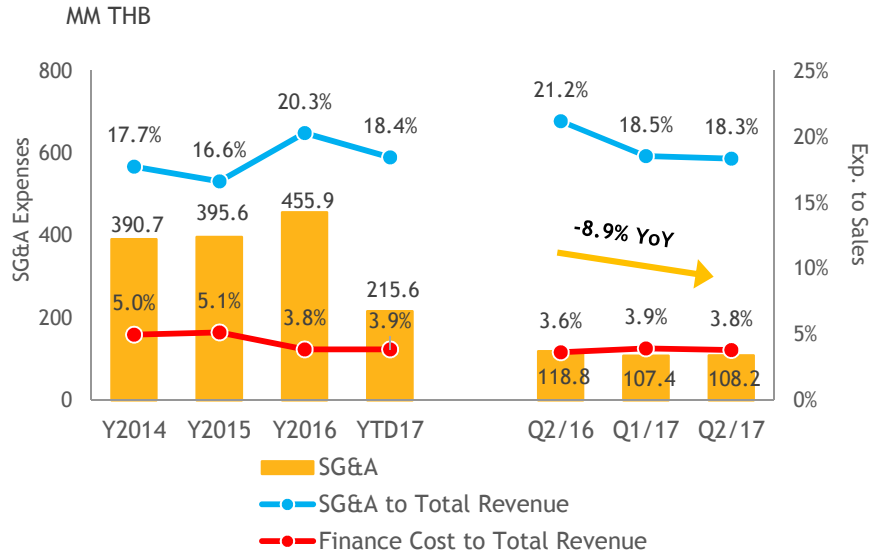


- Revenue for Q2-2017 was THB 577.8 mm, increased 3.6% YoY due to warehouses and yard management business and transportation and distribution business.
- Higher gross margin of 30.0% compared to 27.6% in Q2-2016 mainly due to a recovery stock level in cold chain business.

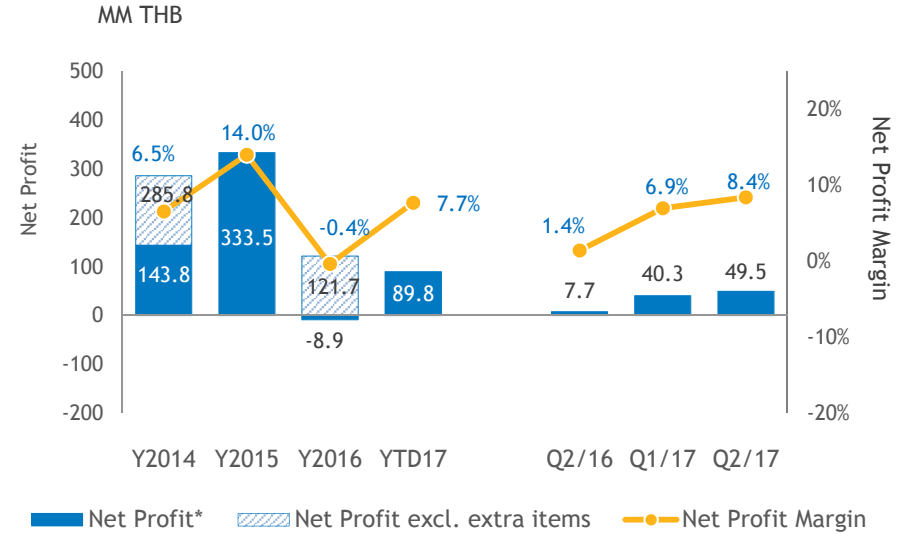


SG&A Expenses & Net Profit

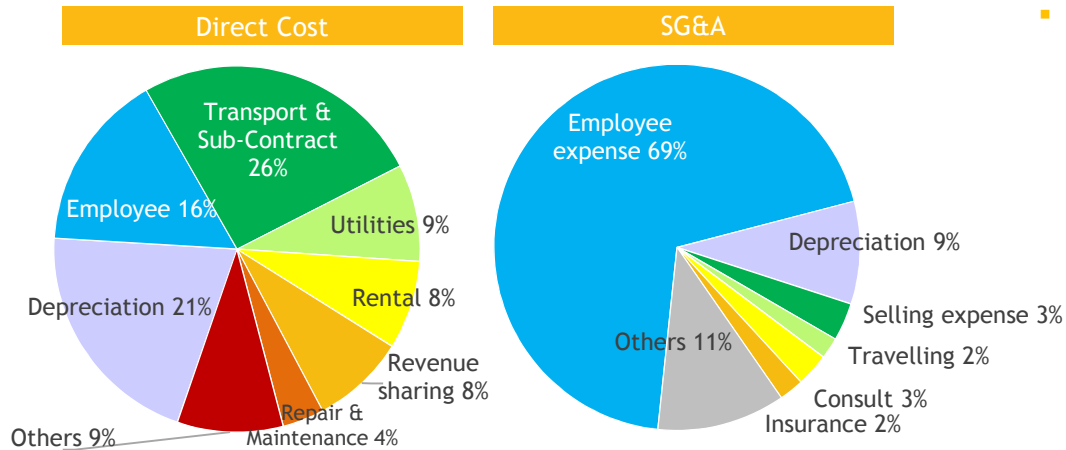
SG&A Expenses & Finance Cost



Net Profit* and Net Profit Margin



Cost Structure



- Q2-2017 Net profit* increased both from Q2-2016 and Q1-2017
- SG&A expenses Q2-2017 compared to Q2-2016 decreased mainly from economizing of business development expense and legal & consultant fee which classified as a one time charge last year

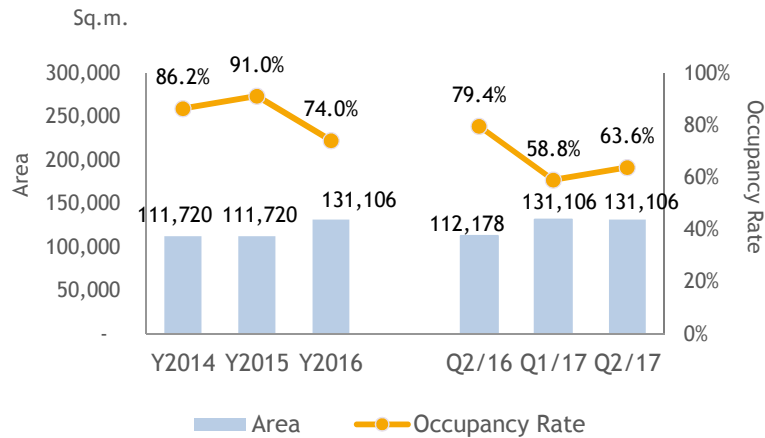
* Net profit attributable to owners of the Company



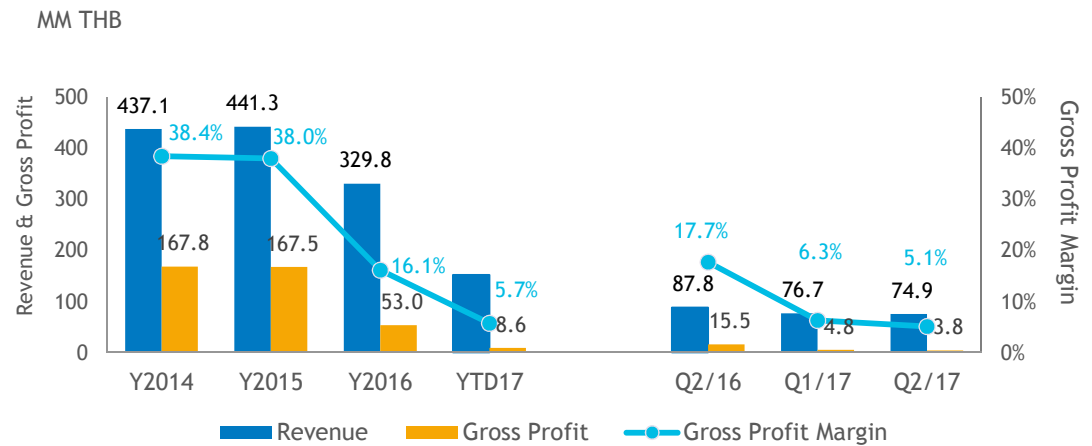
Revenue and Gross Profit by Business

Warehouse & Yard Management: General Goods

Area & Occupancy Rate

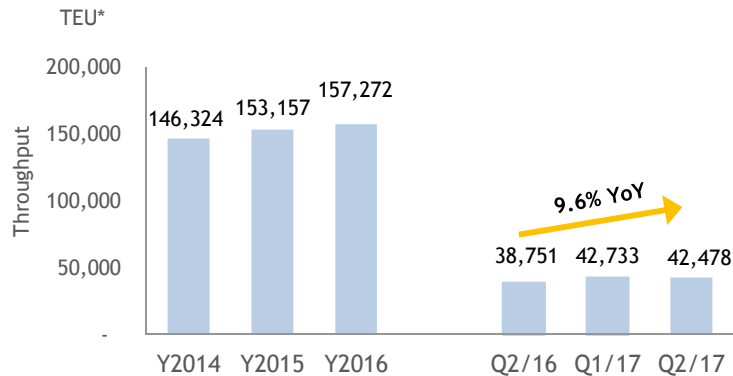


Revenue & Gross Profit

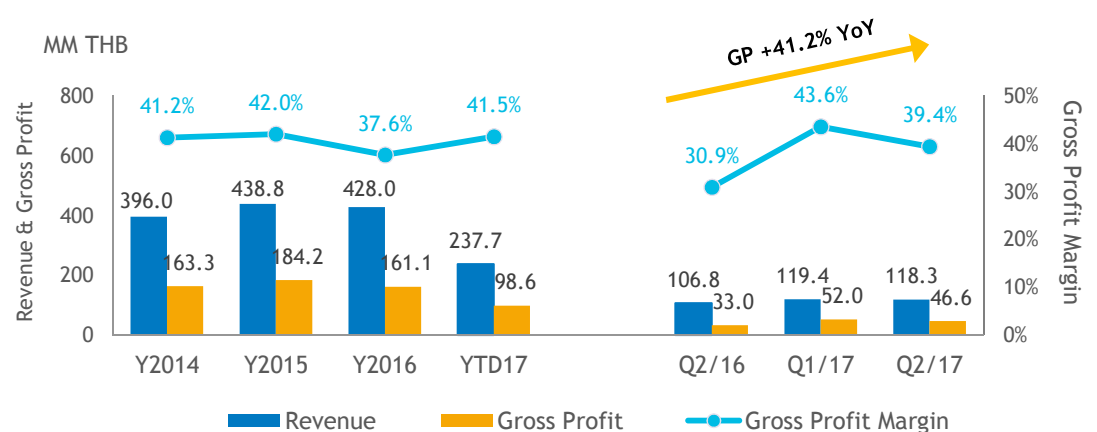


Warehouse & Yard Management: Chemical and Dangerous Goods

Dangerous Goods Yard Throughput



Revenue & Gross Profit



*TEU = Twenty-Equivalent Unit

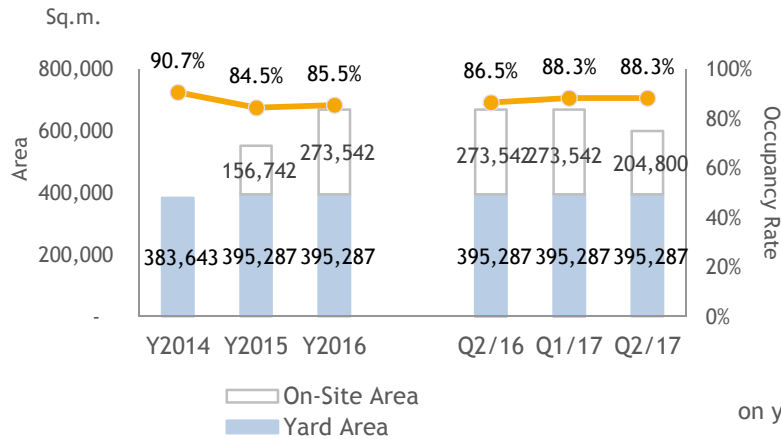


Revenue and Gross Profit by Business (Cont'd)

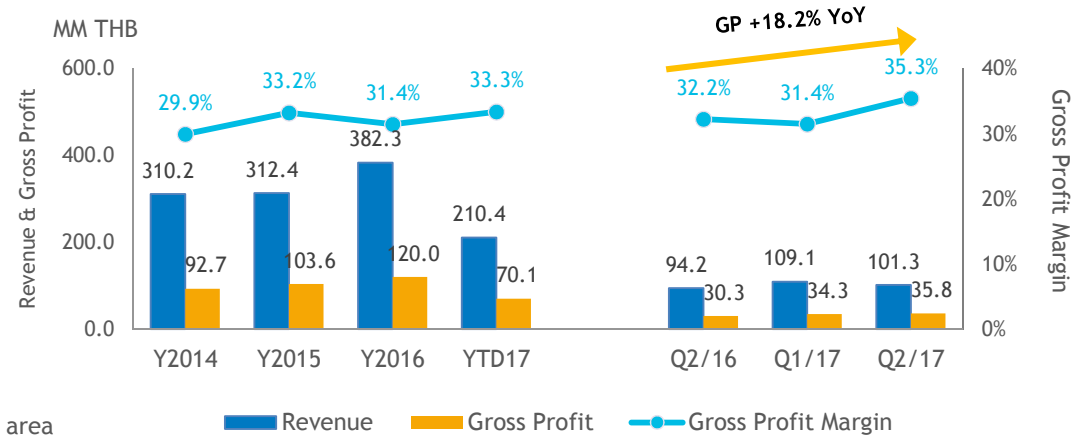


Warehouse & Yard Management: Automotive

Area & Occupancy Rate

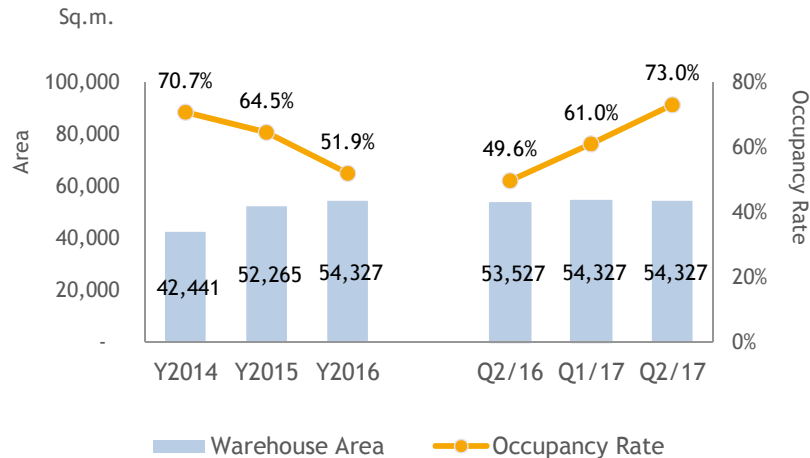


Revenue & Gross Profit

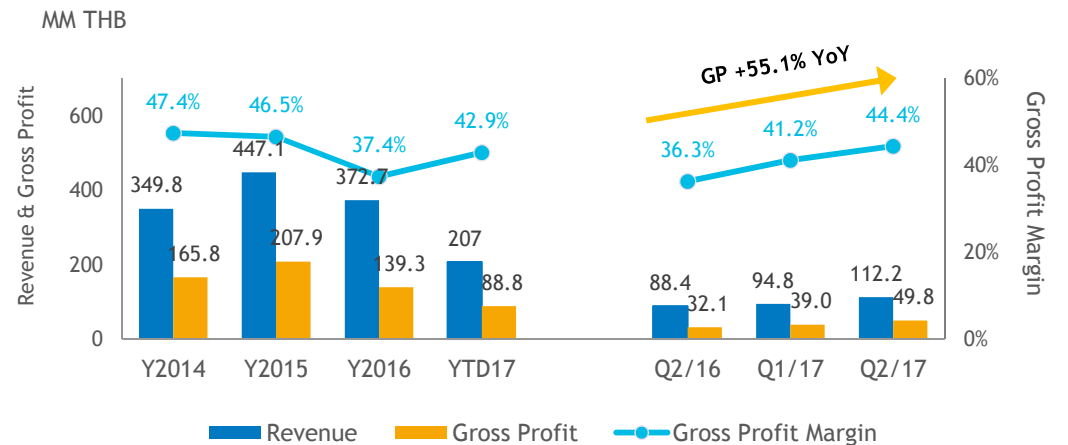


Warehouse & Yard Management: Cold Storage

Area & Occupancy Rate



Revenue & Gross Profit





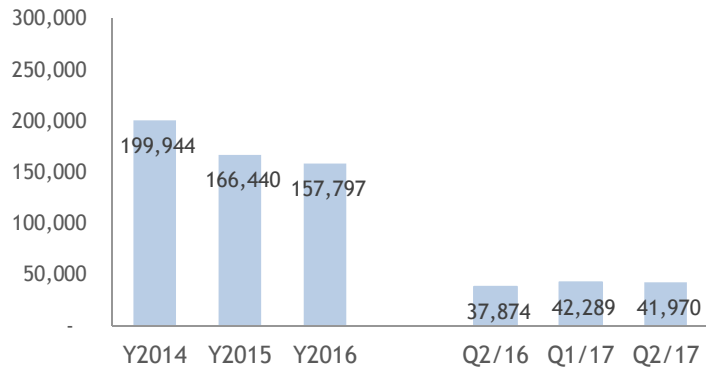
Revenue and Gross Profit by Business (Cont'd)



Transportation & Distribution Service

No. of Trips*

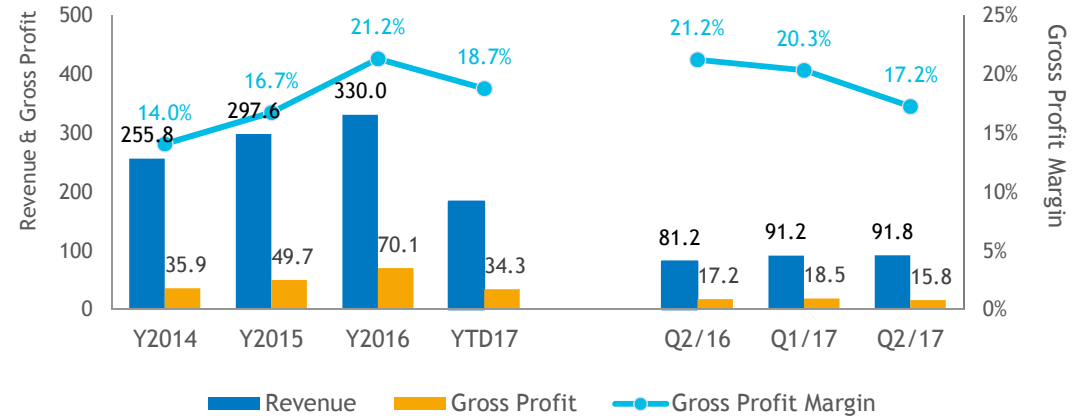
No. of trips



* including internal transportation services

Revenue & Gross Profit

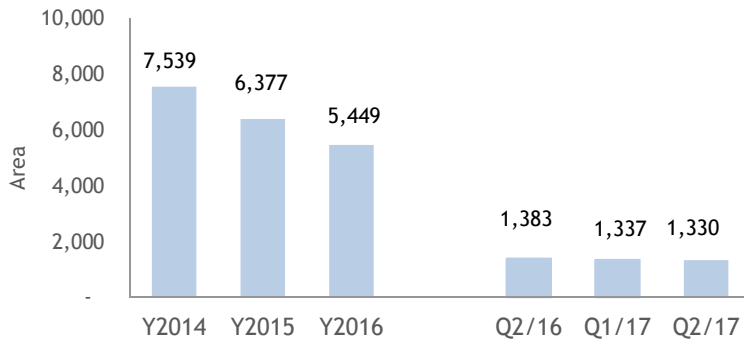
MM THB



Moving Service

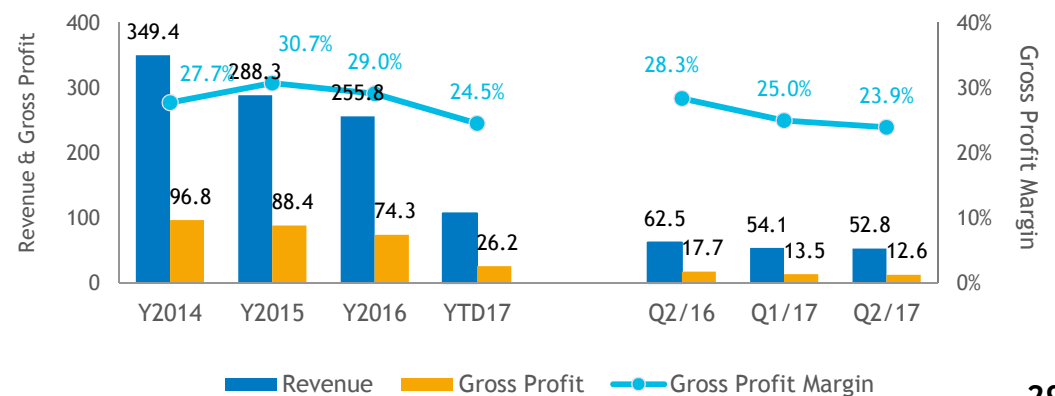
No. of Jobs

Sq.m.



Revenue & Gross Profit

MM THB



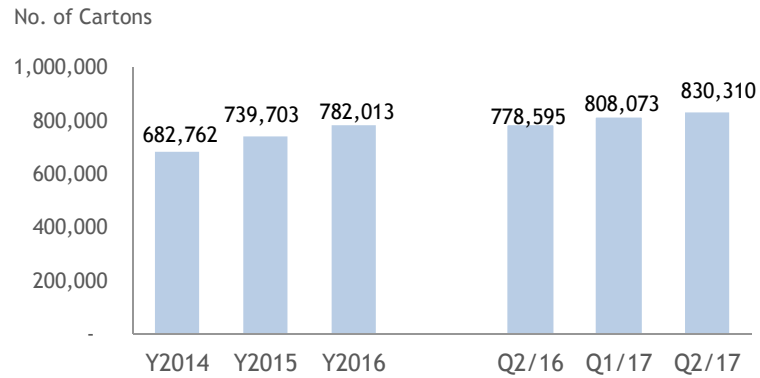


Revenue and Gross Profit by Business (Cont'd)

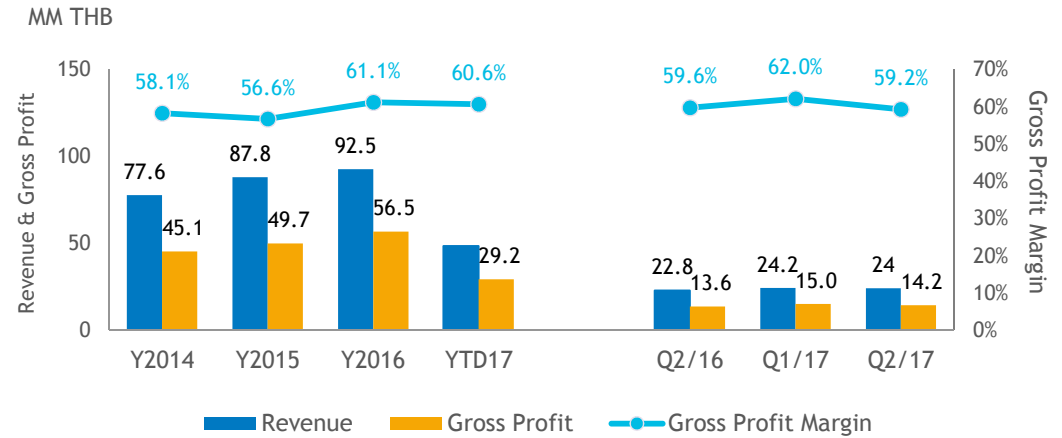


Record & Info Management

No. of Cartons



Revenue & Gross Profit

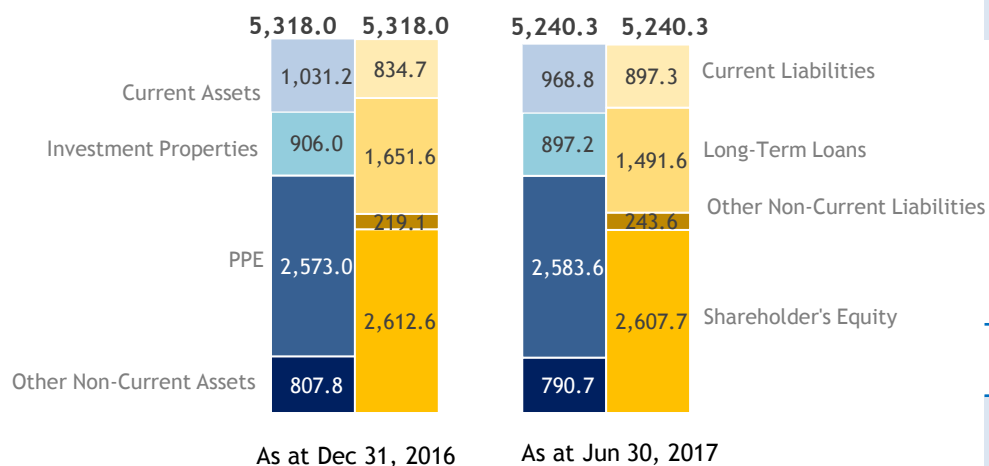




Financial Position

Statement of Financial Position

Unit : MM THB

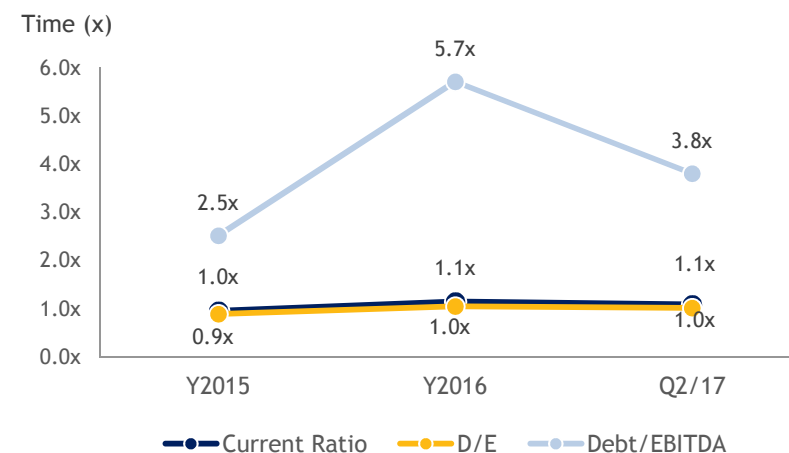


- D/E = 1.01x
- Interest bearing debts to Equity = 0.77x

Cash Flows

(Unit : MM THB)	2015	2016	Q2/17
Cash and Cash Equivalents at 1 Jan	201.9	191.0	259.8
Operating Activities	738.5	383.3	313.4
Investing Activities	(733.0)	(514.5)	(40.8)
Financing Activities	(16.4)	200.0	(253.5)
Impact of foreign exchange rates			0.3
Net Increase / (Decrease)	(10.9)	68.8	19.4
Cash and Cash Equivalents at 31 Dec 15-16 and 30 Jun 17	191.0	259.8	279.2

Key Financial Ratios





THANK YOU

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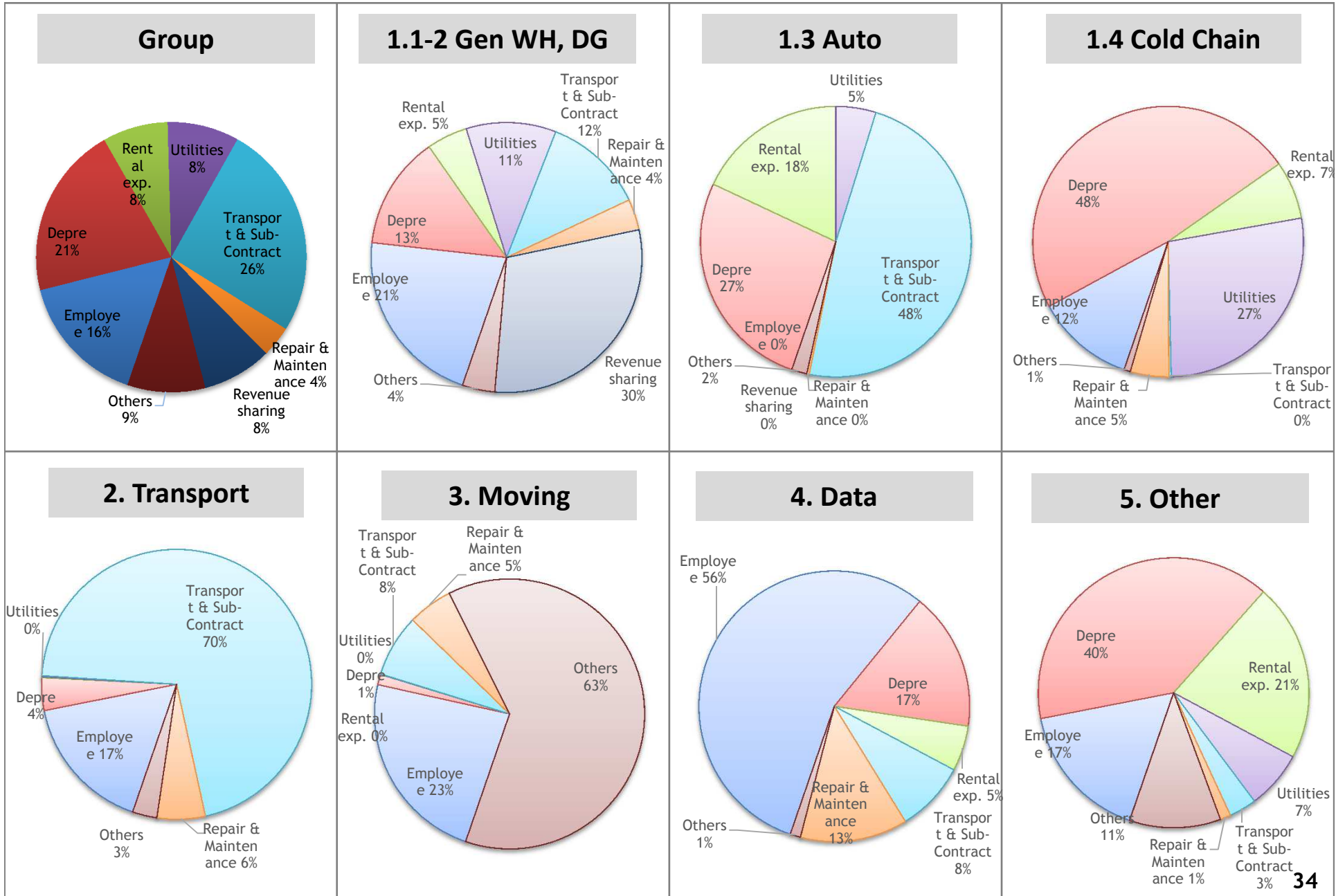
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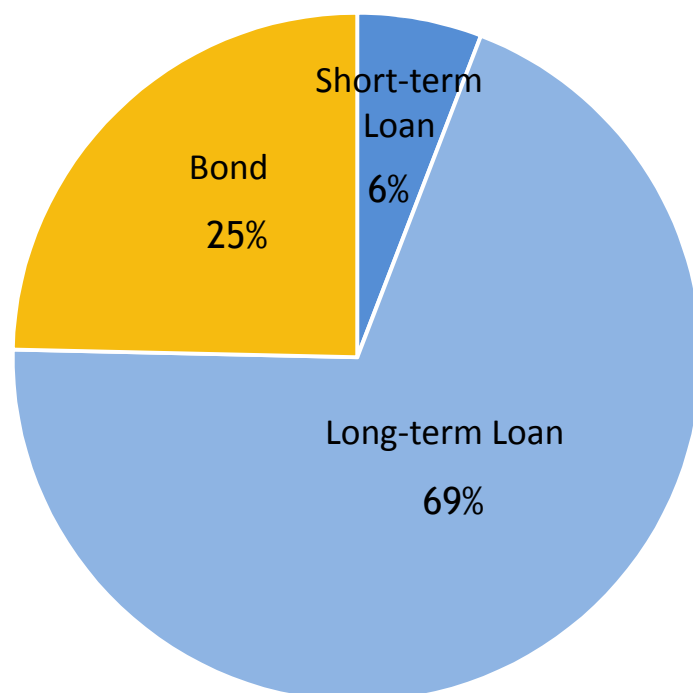


Direct Cost Structure Q2/17



As of Mar 2017

Total Interest Bearing Debts = 2,030 MB



5 y - Repayment Schedule (MB)

	2017	2018	2019	2020	2021
ST Loan	119	-	-	-	-
LT Loan	256	415	392	152	120
Bond	-	200	300	-	-
Total	375	615	692	152	120

Interest bearing debts to equity Ratio

2014 = 2.07	2016 = 0.81
2015 = 0.68	Q1/17 = 0.77

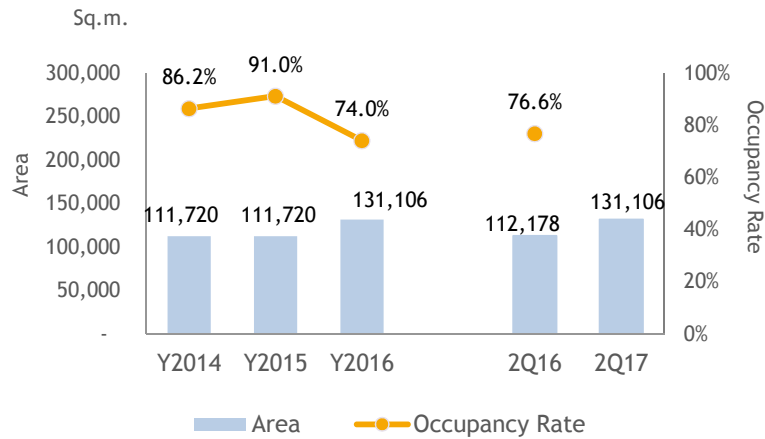
Bond covenant: D:E not exceed 2.5:1



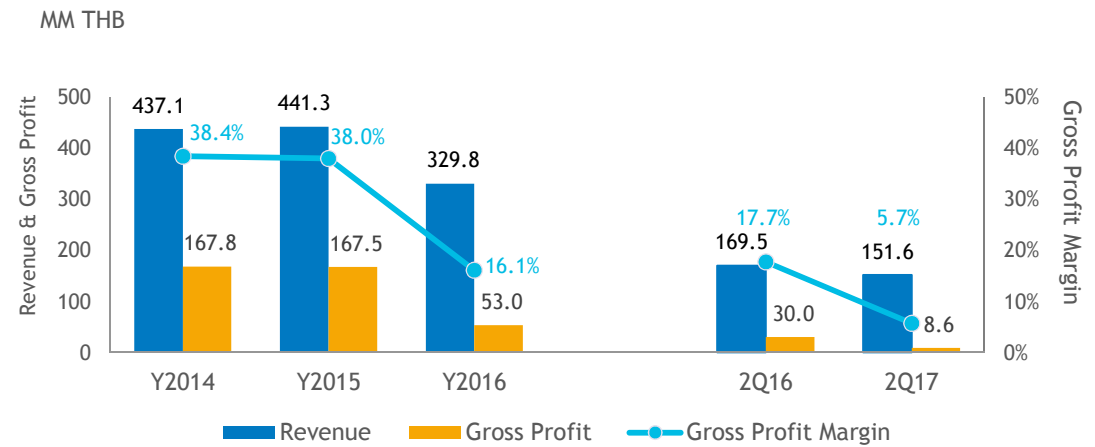
Revenue and Gross Profit by Business

Warehouse & Yard Management: General Goods

Area & Occupancy Rate

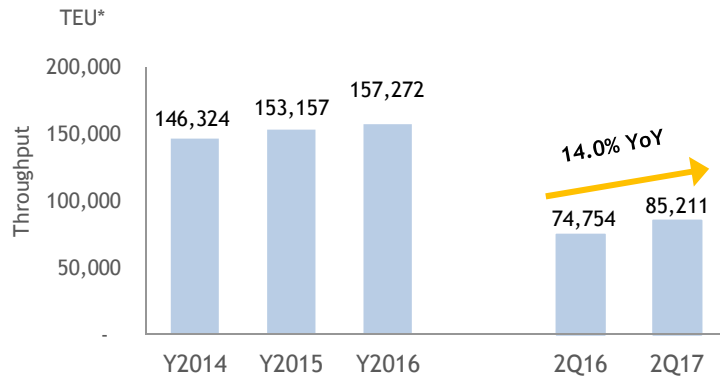


Revenue & Gross Profit

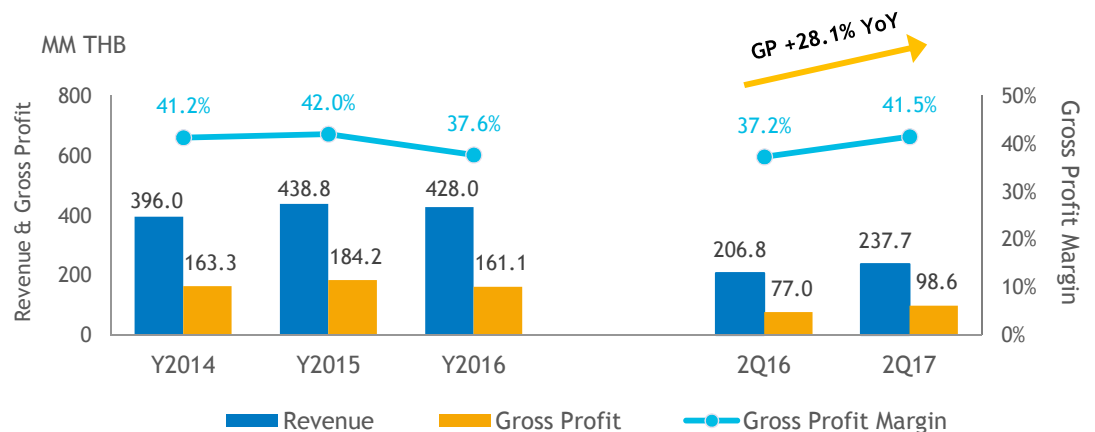


Warehouse & Yard Management: Chemical and Dangerous Goods

Dangerous Goods Yard Throughput



Revenue & Gross Profit



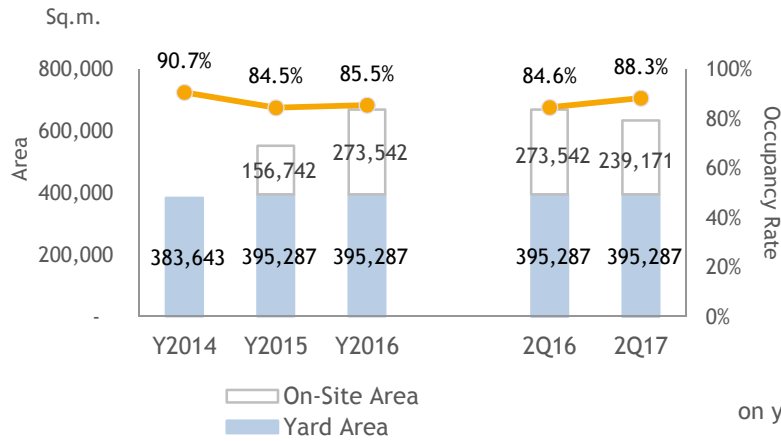
*TEU = Twenty-Equivalent Unit



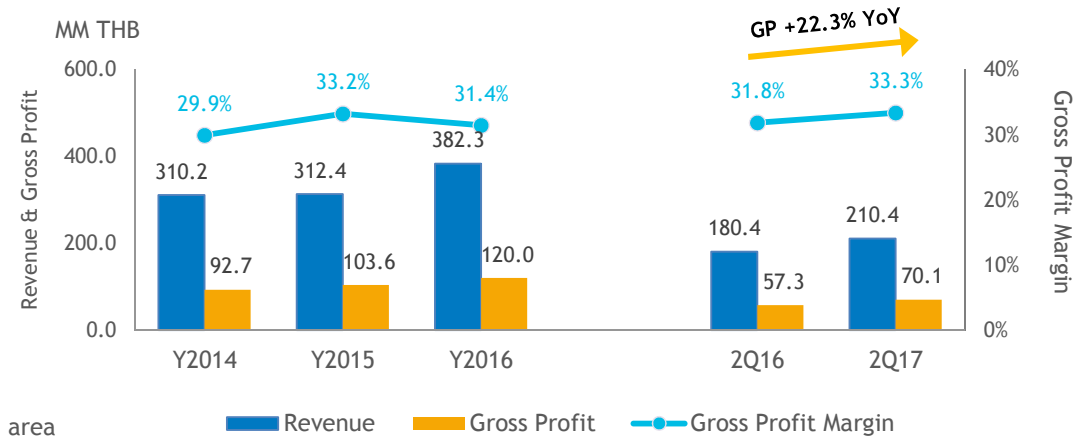
Revenue and Gross Profit by Business (Cont'd)

Warehouse & Yard Management: Automotive

Area & Occupancy Rate

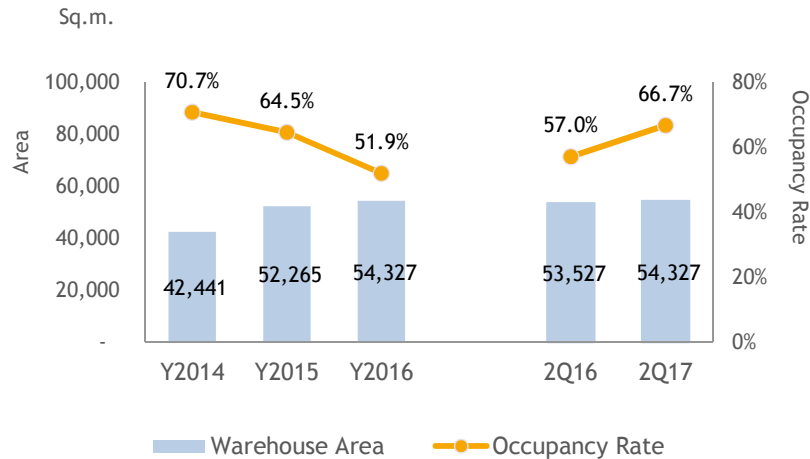


Revenue & Gross Profit

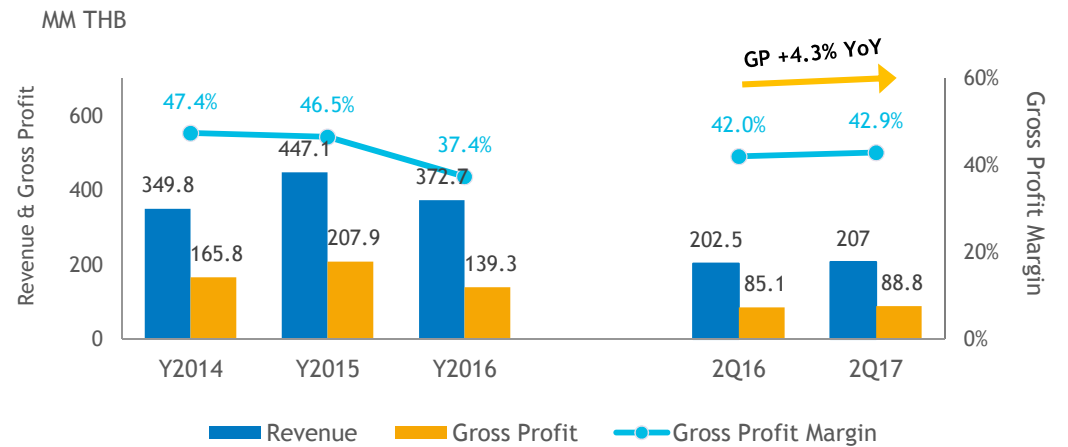


Warehouse & Yard Management: Cold Storage

Area & Occupancy Rate



Revenue & Gross Profit



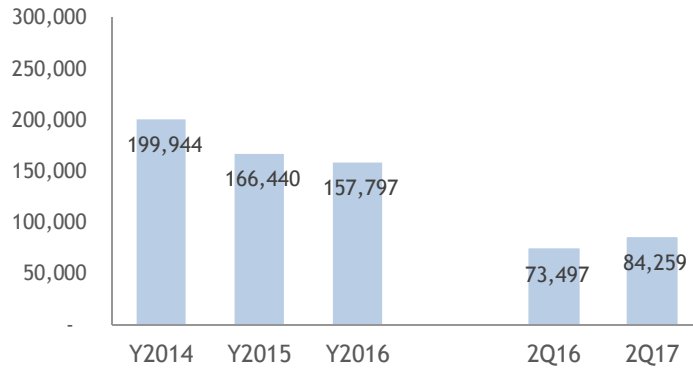


Revenue and Gross Profit by Business (Cont'd)

Transportation & Distribution Service

No. of Trips*

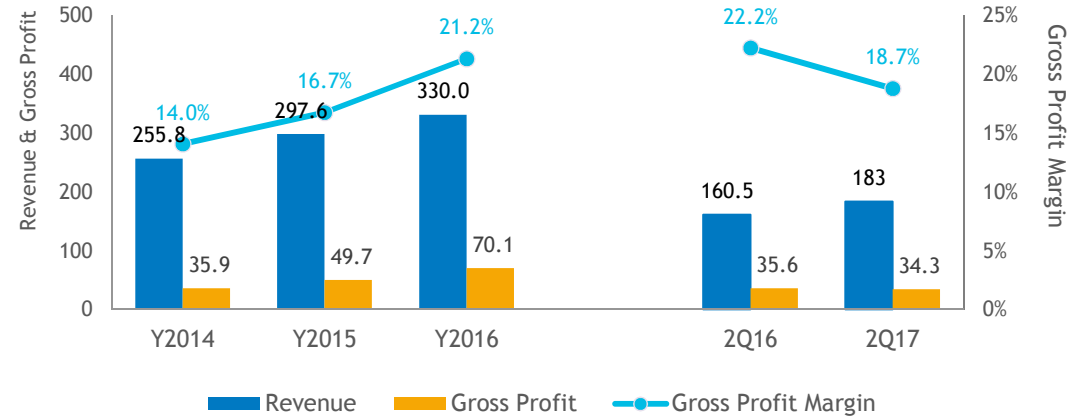
No. of trips



* including internal transportation services

Revenue & Gross Profit

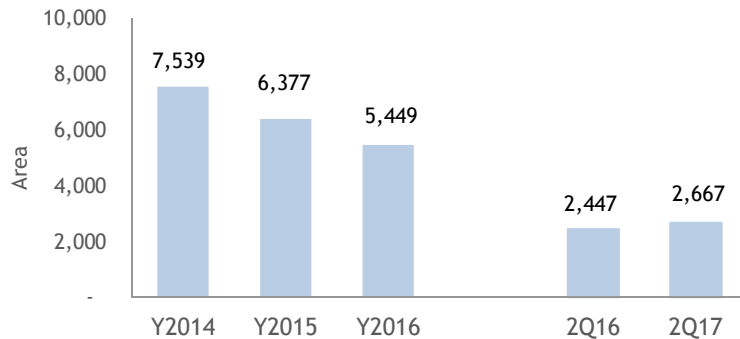
MM THB



Moving Service

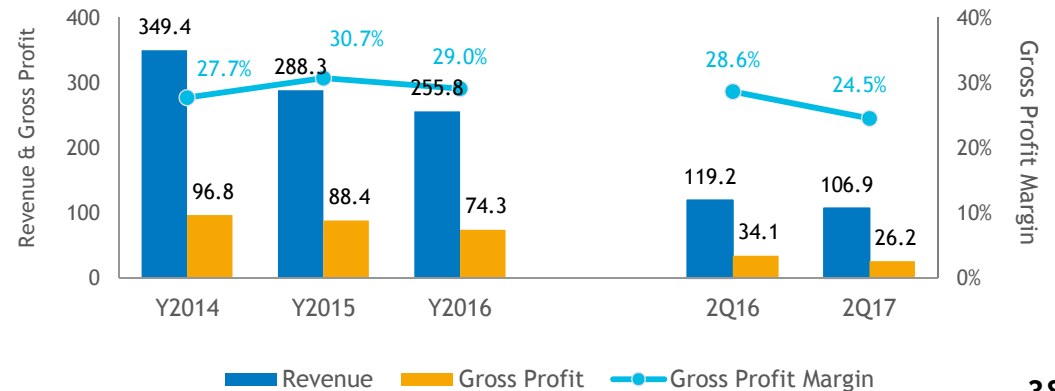
No. of Jobs

Sq.m.



Revenue & Gross Profit

MM THB



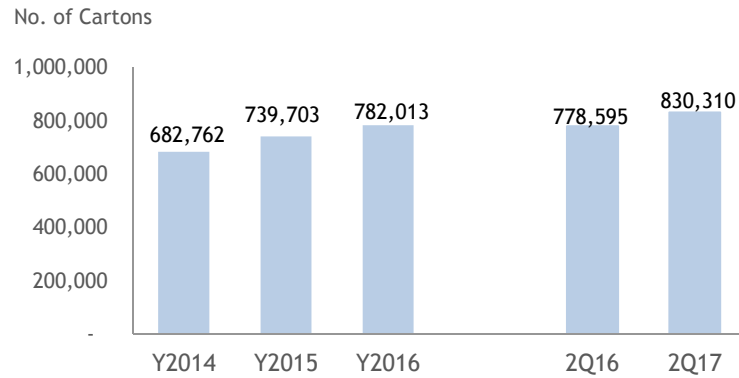


Revenue and Gross Profit by Business (Cont'd)



Record & Info Management

No. of Cartons



Revenue & Gross Profit

