

THINK  
EVERYTHING  
LOGISTICS



# Opportunity Day Q4/2017



Fitch Ratings 'BBB+(tha)'



CG Score 2017





# Agenda

**I. Q4-2017 Highlights**

**II. Strategic Milestone**

**III. Financial Performance**

## I. Q4-Y2017 Highlights

# Company Services

	Warehouse & Yard Management	Transportation & Distribution	Relocation & Freight Forwarding	Record & Info Management	Supporting Business
Revenue contribution	70%	16%	9%	4%	1%

**JWD** INFO LOGISTICS

- Warehouse



- Dangerous Goods Terminal



**JWD** AUTOLOGIC

- Automotive Yard



**JWD** PACIFIC COLD CHAIN

- Cold Chain



**JWD** TRANSPORT

- General Goods



- Dangerous Goods



- Car Carrier



**JWD** PACIFIC COLD CHAIN

- Reefer Truck



**JWD** JVK INT'L MOVERS

- Household



- Office



- Exhibition/Machinery



- Freight Forwarding



**JWD** DATASAFE

- Document Storage



- Document Destroy



- Packing & Filling



**JWD** BENJAPORN LAND **JWD** PACIFIC LAND

- Warehouse rental



**JWD** DYNAMIC IT SOLUTIONS

- IT Solution



# Q4-2017 Highlights



## General Goods: Warehouse & Yard Management

- JCS<sup>1</sup> Q4/17 almost full capacity, expansion rack will install in Q1/18
- Vacant space mostly replaced by new customer



## Dangerous Goods: Warehouse & Yard Management

- Throughput significantly grew compared to Y2016



## Automotive: Warehouse & Yard Management

- Additional service contracts from both new and existing customers



## Cold Storage: Warehouse & Yard Management

- High stock level in all location
- New cold storage in Suwintawong started operation in Q4/17



## Transportation & Distribution

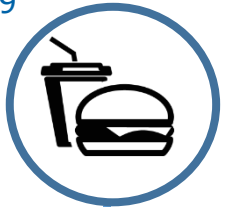
- JWD Express
- Cross-border transportation continuously grows



## II. Strategic Milestone

# Strategic Milestone

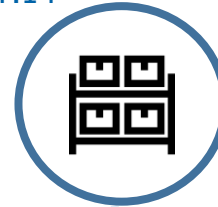
Food service network  
P.9



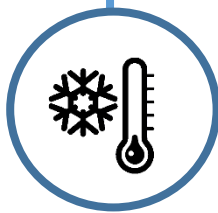
Fleets expansion  
and JWD Express  
P.11



JCS<sup>1</sup> rack expansion  
P.14



Additional warehouse  
sale to REIT  
P.21



Regional cold storage  
Expansion  
P.10



JWD Store-it!  
P.12



Overseas M&A  
P.15-16

# Logistics Services Diagram

## Logistics

### Warehouse

- General goods
- **Cold chain**
- Dangerous goods
- Automotive
- **Self storage**

### Services

- Handling
- Customs clearance
- IT solution
- Freezing/Thawing
- Pick, pack, label
- Consolidation

### Supplies

- Inventory financing
- Inventory management

### Freight Forwarders

- Air
- Sea

### Transport

- **Land**

### Port Operation

- Container
- Barge

- **Food service and brand representative**

- Air
- Sea
- Rail





## Vertical Expansion

### Food Service

- Own brand, imported products from overseas and OEM service
- Sell and distribute to retailers, convenient stores and restaurants

### Cold Storage Warehouse and Transport

- Utilize existing cold chain facility
- Develop multi country consolidation hub model based in Thailand
- Full-fledged 4PL service provider



## Domestic Expansion

- Develop additional automated warehouse no.8 in Mahachai area 4,300 sq.m.
- Upgrade general warehouse to cold storage warehouse in Bangna area 6,000 sq.m.

## Overseas Expansion

- To develop footprint in Hanoi and Hochimin, Vietnam up to 4,000 sq.m.



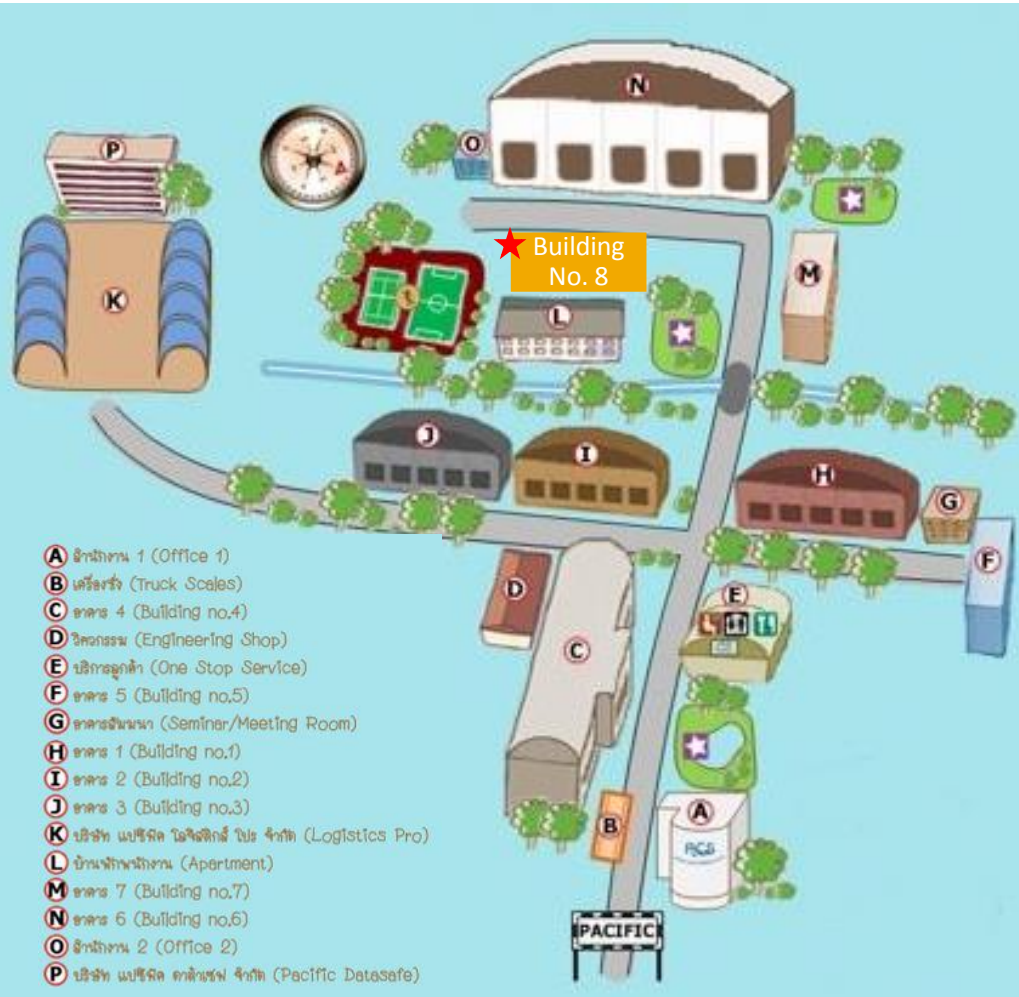
# Cold Storage Warehouse Expansion

## Warehouse Expansion in Mahachai



**Building No.8 (ASRS Design)**

Total area (Sq.m.)	4,300
No of location	10,200
CAPEX (MB)	350

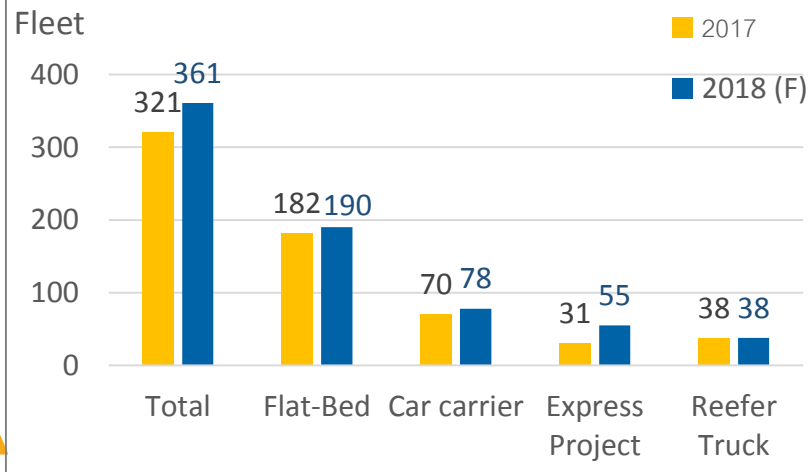


# Fleets Expansion and JWD Express

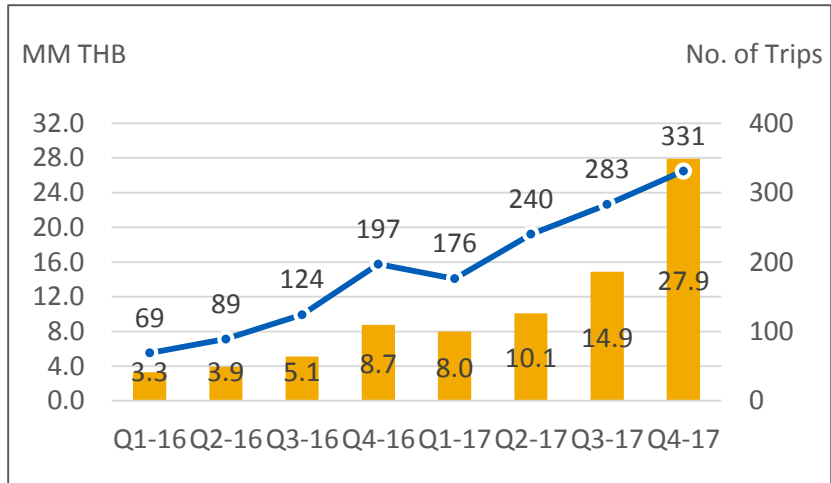
## Nationwide Distribution



ZI-TEC



## Cross-border Transportation



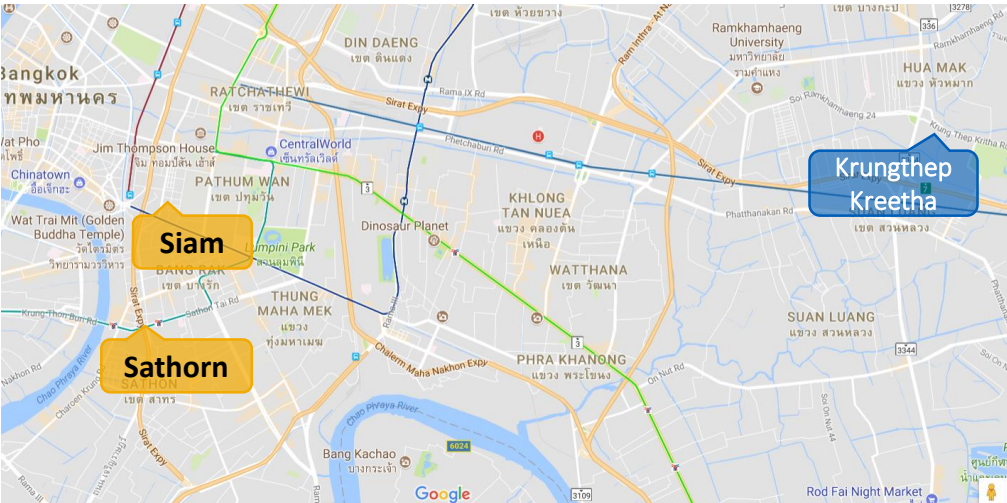
## Location

## Service

- Locker room
- Air-con self storage room



Example: Floor plan 1 Fl.



	Sathorn	Siam	Existing	Total
Location	North Sathorn	Samyan	Krungthep Kreetha	
Building area (sq.m.)	4,000	7,500	2,000	13,500
Terms (years)	20	18		
CAPEX (MB)	80-100			

Progress on Self-storage Expansion

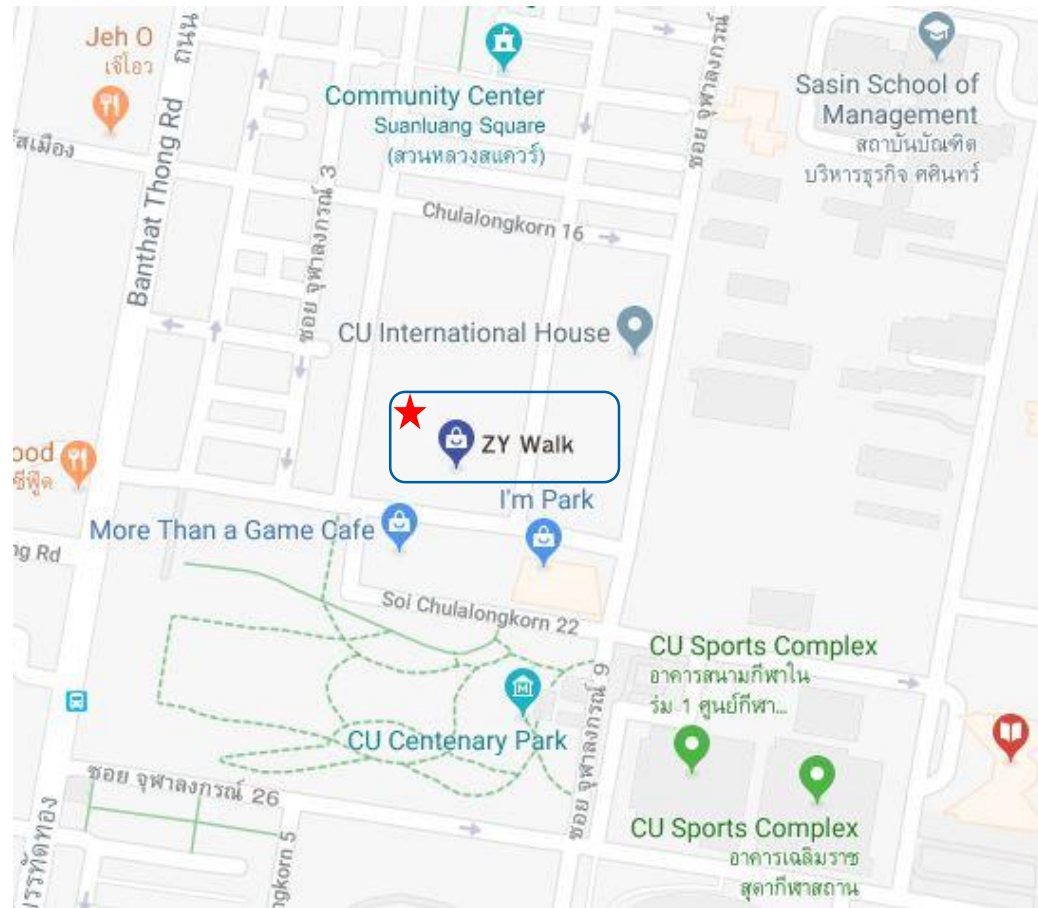


*Store it Siam*

- Work started in Feb 2018
- Building area 7,500 sq.m.
- Open phase1 in Q2/2018

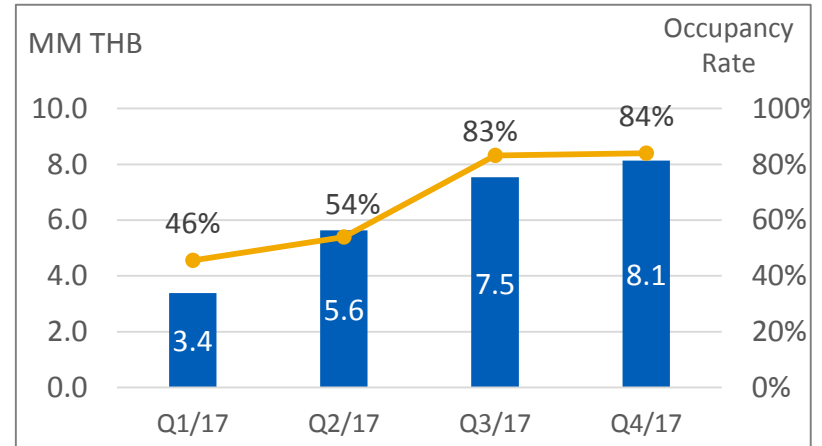
*Store it Sathorn*

- Target opening in Q3/2018



# JCS Rack Expansion

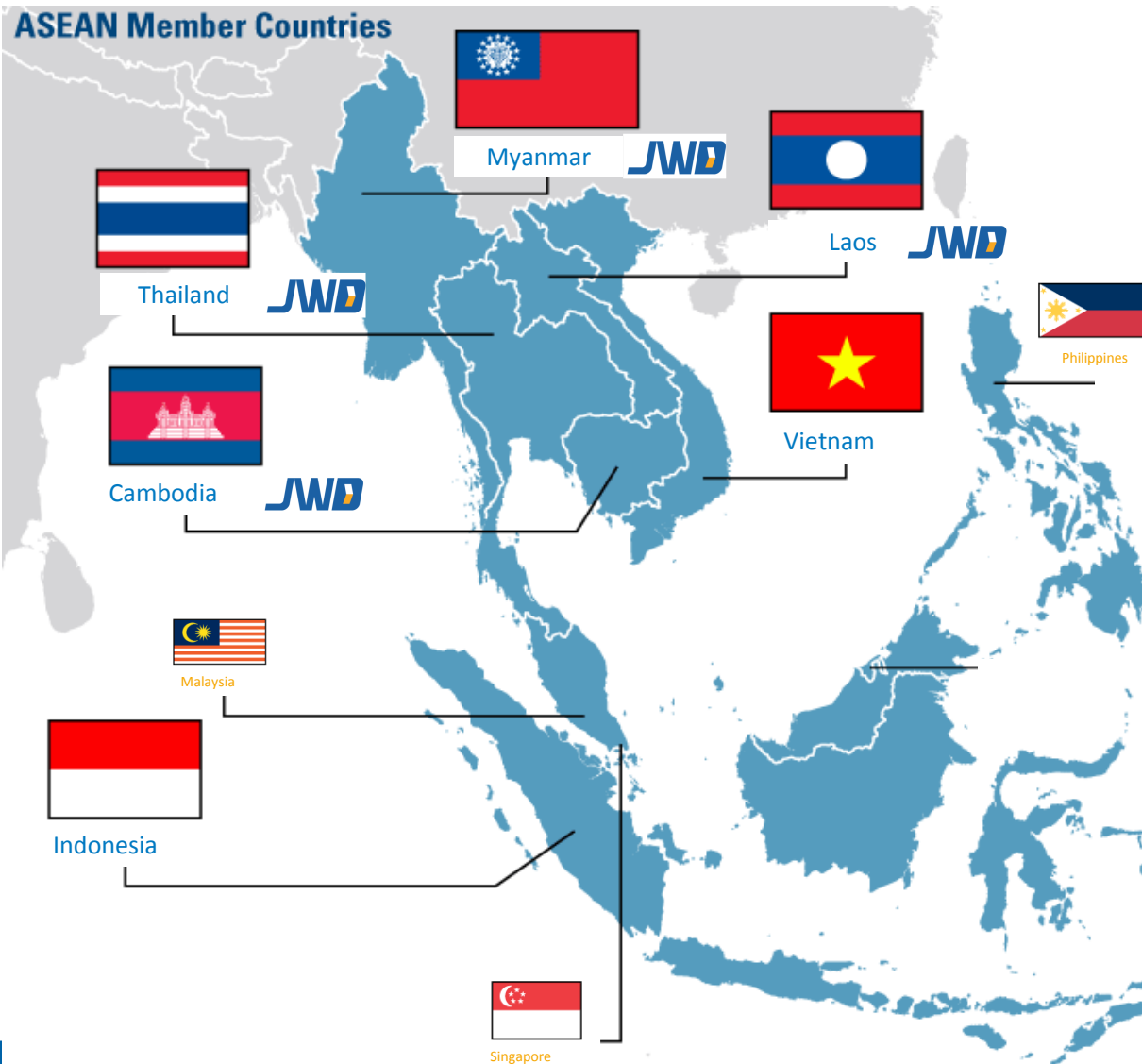
Warehouse & Yard Management



No. Racks: 100  
Installed in Q1/2018

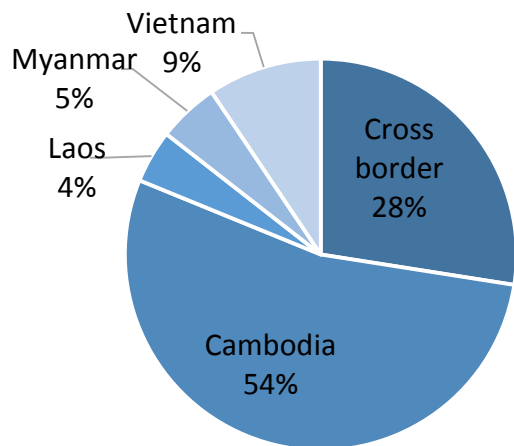
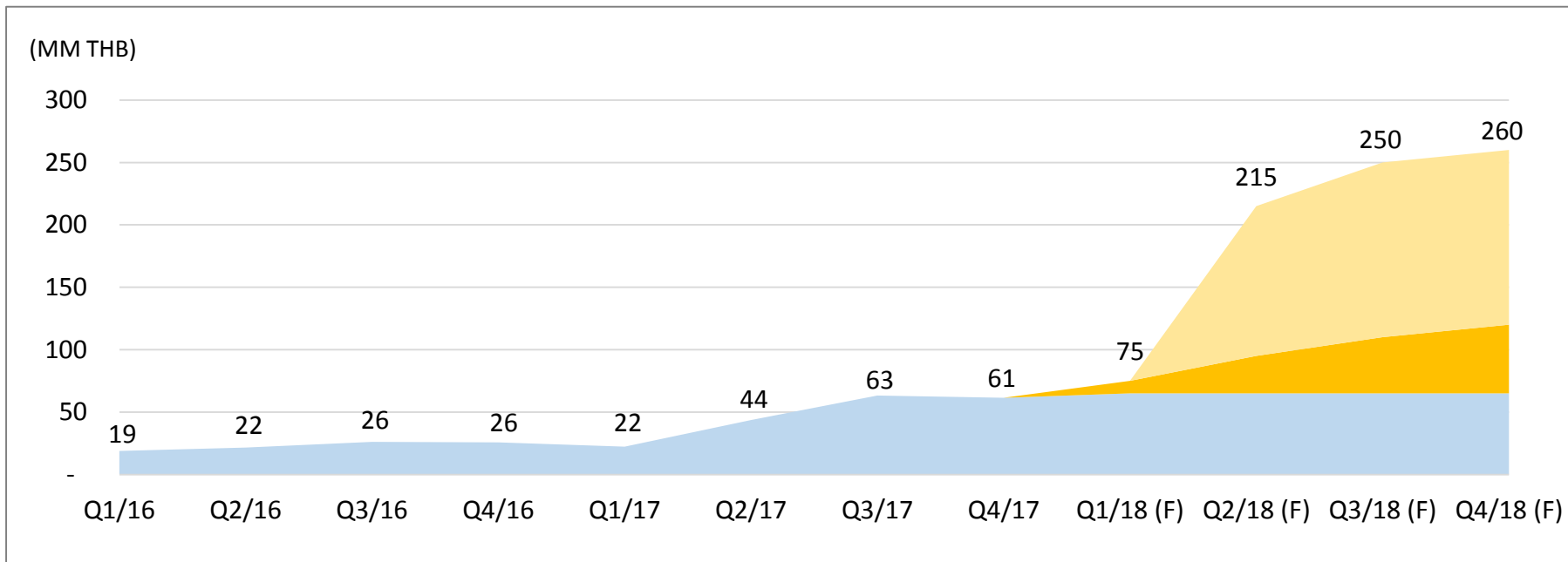


# Domestic and Overseas M&A

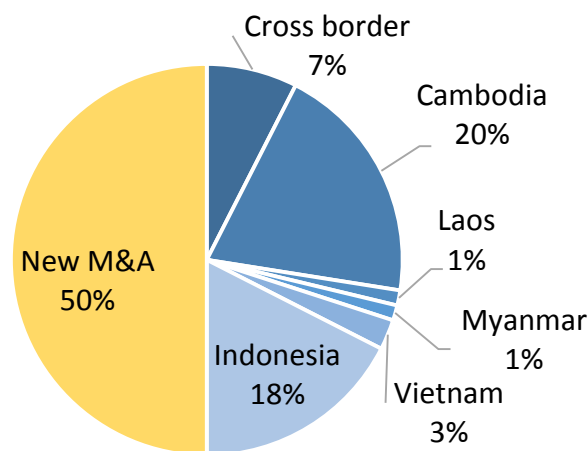


- JV or M&A with local partners both domestic and overseas in the region
- 6 countries targeted to cover operating within Y2017
- 7 countries coverage targeted by Q2/2018

# Gross Revenue from Overseas



2017 = 191 MB



2018 (F) = 800 MB

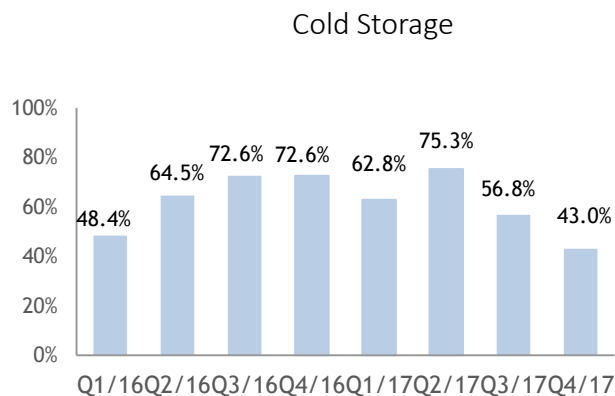
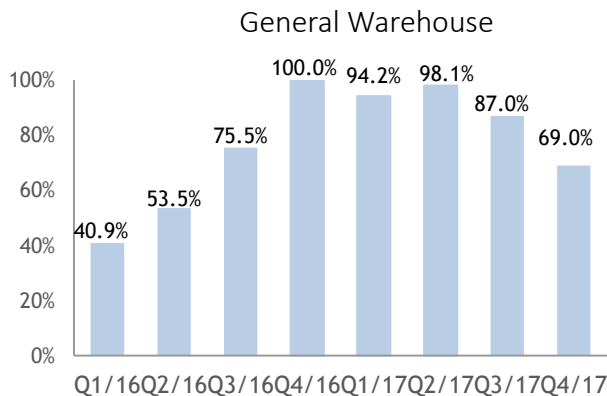


# Existing Business in CLM

## Warehouse & Yard Management

### Laos Warehouse/ Cold Storage

#### Occupancy Rate (%)

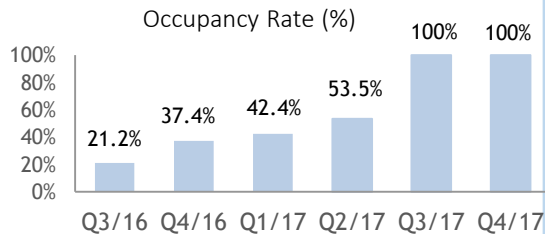


- Start operation in Jan 2016
- Initial area of 720 Sq.m.



### Myanmar Warehouse/ Cold Storage

#### General Warehouse



- Area of : 1,500 sq.m
- Convert to rental scheme
- Start operation in Q3/16

#### Cold Storage

- Area of 2,500 Sq.m.
- Start operation in Q2/16

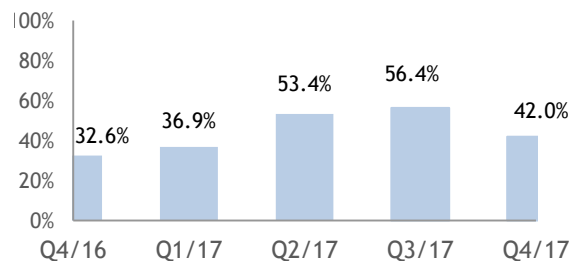


### Cambodia Warehouse/ Cold Storage

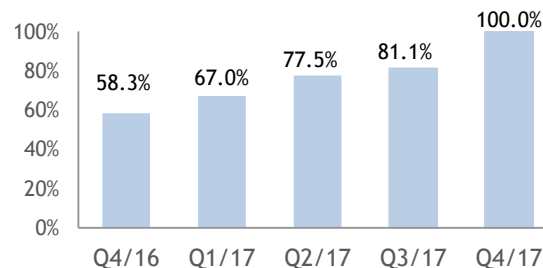


Occupancy Rate (%)

General Warehouse



Cold Storage



- 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

# New Business in Indonesia



PT. Samudera JWD Logistics

**Focus on Food end-to-end Supply Chain : Order Processing Fulfillment Service**



## Cold Storage

Warehouse 5,000 Sq.m.

Warehouse Capacity 7,200 Pallets Position



# Domestic and Overseas M&A



Freight Forwarding



Inland Container Depot



Transportation



Food Service



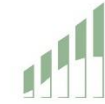
Automotive



Cold Storage

# Additional warehouse sale to REIT

## Additional 1 Warehouse for REIT



**AIMIRT**

AIM Industrial Growth Freehold  
and Leasehold Real Estate  
Investment Trust

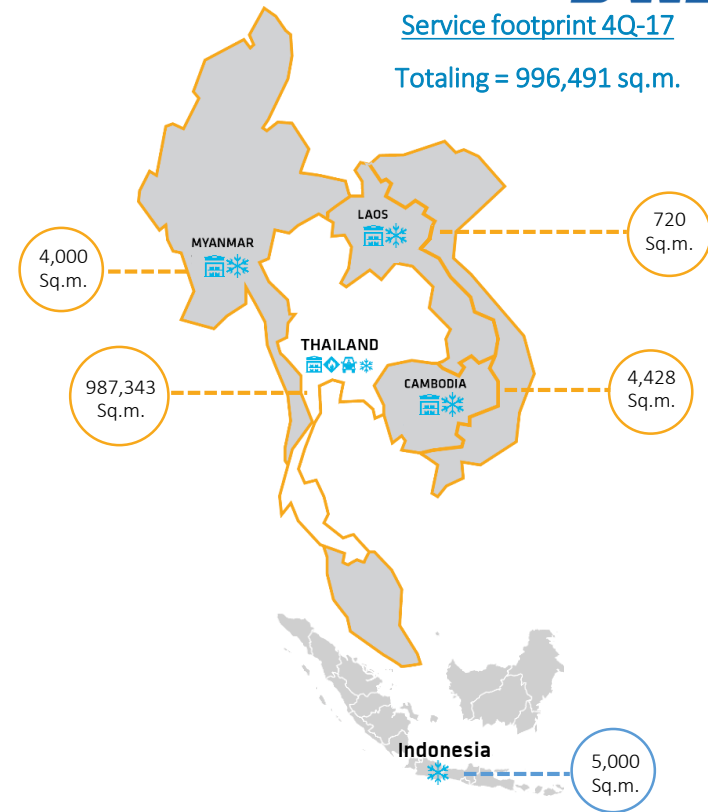
	Type of Warehouse	Location	Area (sq.m.)
1	Document storage	Suwintawong	9,288
2	Cold storage	Suwintawong	10,058
3-4	Cold storage	Mahachai	17,562
<b>5</b>	<b>Cold storage</b>	<b>Suwintawong</b>	<b>2,800</b>
			<b>39,708</b>



## III. Financial Performance

# Total Revenues and Service Capabilities

Service footprint 4Q-17  
 Totaling = 996,491 sq.m.



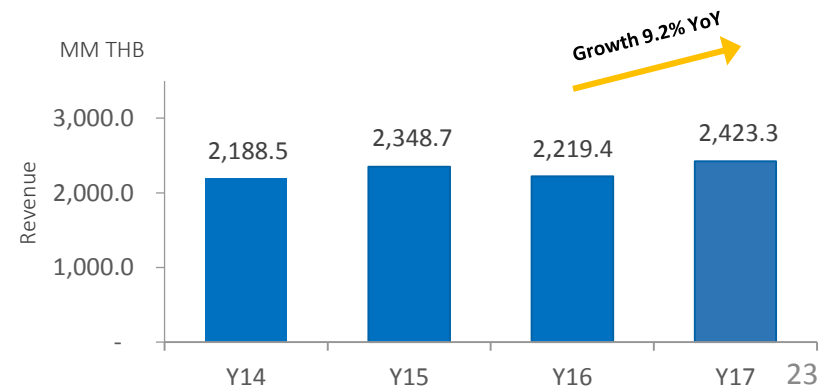
## Warehouse Capacities

(Unit: sq.m.)	2015	2016	2017
General goods	111,720	131,106	129,306
Chemicals & Dangerous goods	10,032	10,032	10,032
Cold chain service	52,265	54,327	58,627
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>222,436</b>

## Yard Capacities

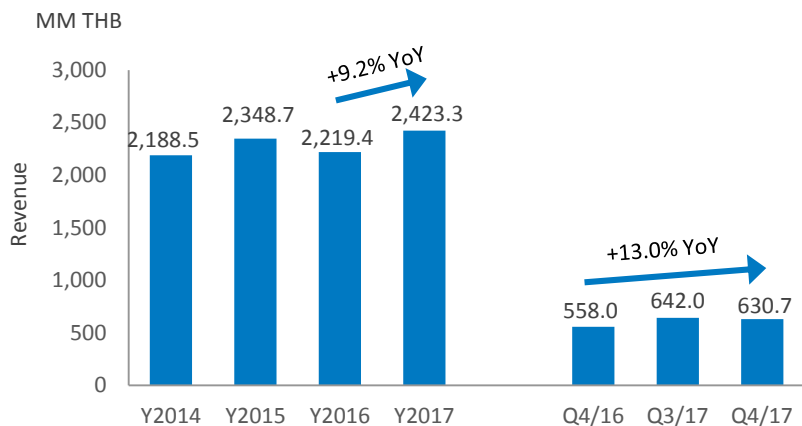
(Unit: sq.m.)	2015	2016	2017
Chemicals & Dangerous goods	173,968	173,968	173,968
Automotive Yard	395,287	395,287	395,287
On-site Automotive Yard	156,742	273,542	204,800
<b>Total (Excl. on-site space)</b>	<b>725,997</b>	<b>842,797</b>	<b>774,055</b>
<b>Grand Total</b>	<b>936,485</b>	<b>1,062,733</b>	<b>996,491</b>

## Revenue and Growth

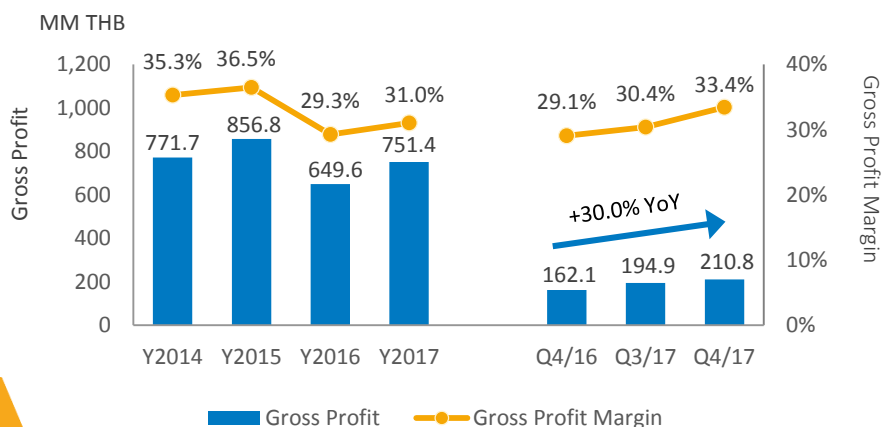


# Revenue & Gross Profit

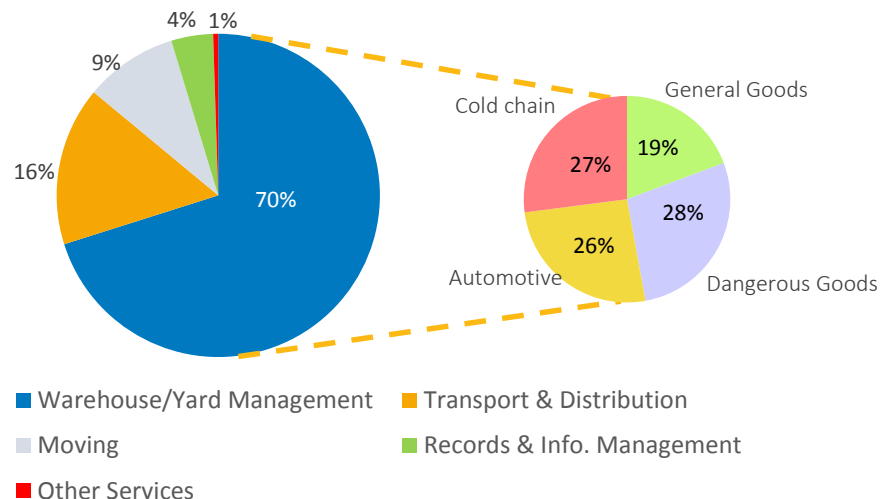
## Revenue from Rental & Services



## Gross Profit and Gross Profit Margin



## Revenue breakdown



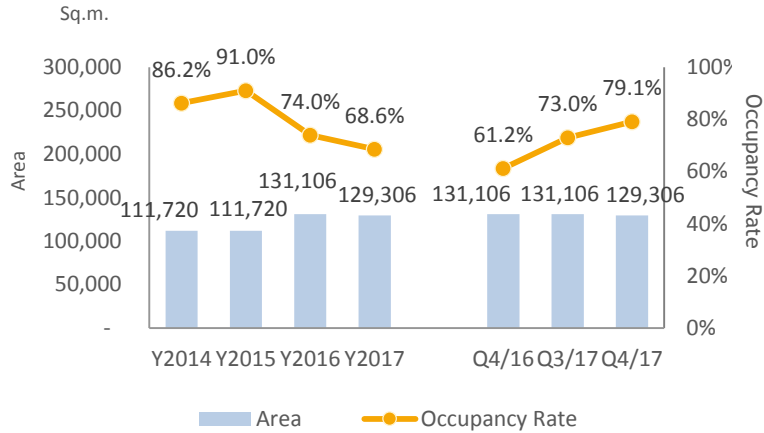
- Revenue for Q4-2017 was THB 630.7 mm, increased 13.0% YoY due to warehouses and yard management business and moving business.
- Higher gross margin for Q4-2017 of 33.4% compared to 29.1% in Q4-2016 mainly due to a recovery stock level in cold chain business.



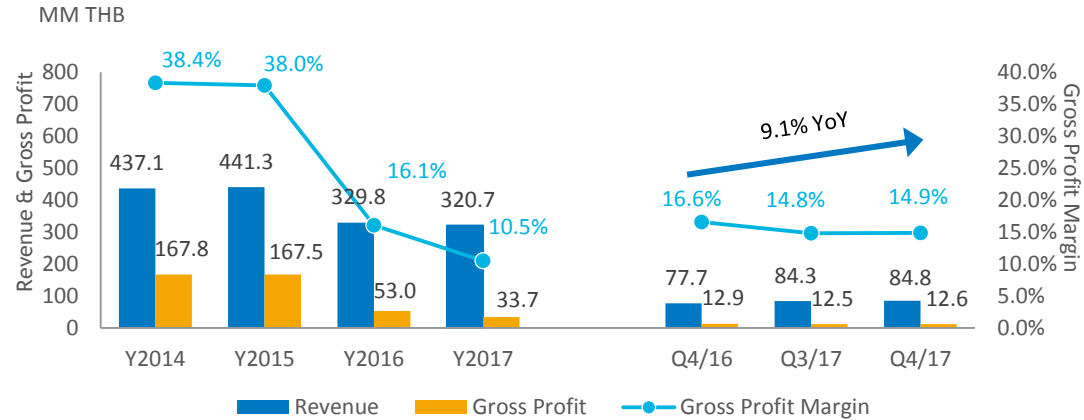
# Revenue and Gross Profit by Business **JWD GROUP**

## Warehouse & Yard Management: General Goods

### Area & Occupancy Rate

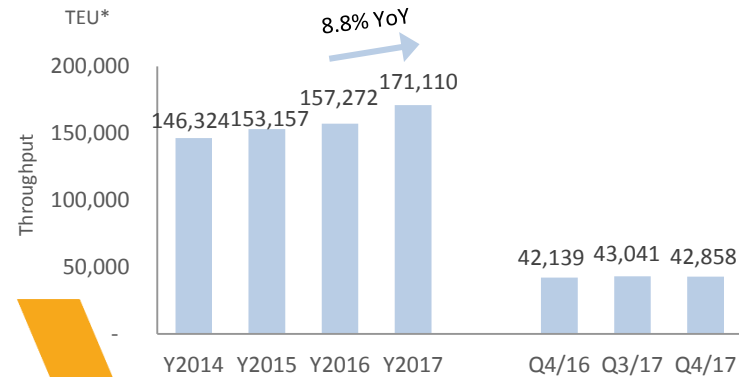


### Revenue & Gross Profit

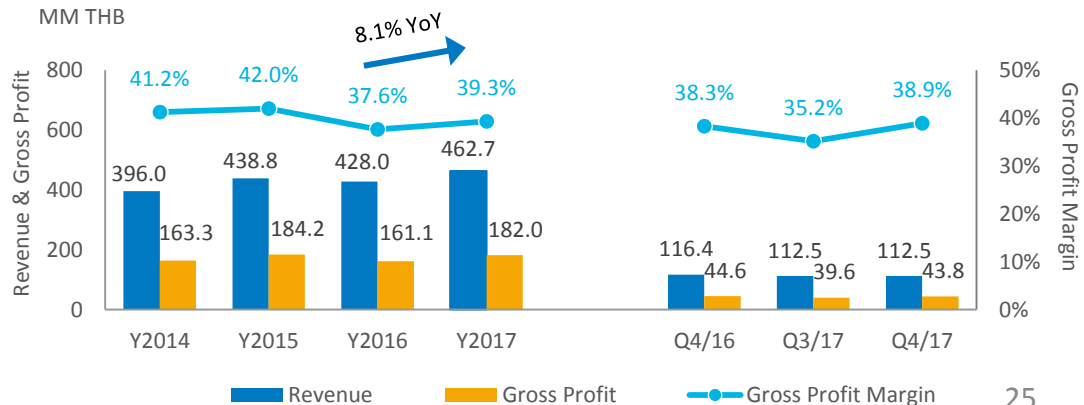


## Warehouse & Yard Management: Chemical and Dangerous Goods

### Dangerous Goods Yard Throughput



### Revenue & Gross Profit

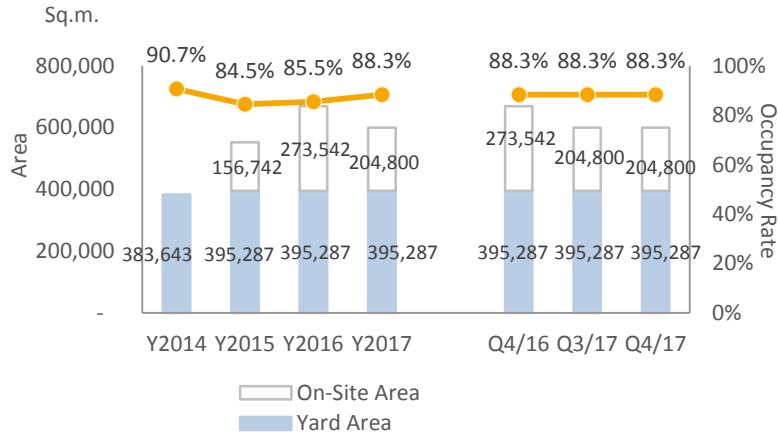


\*TEU = Twenty-Equivalent Unit

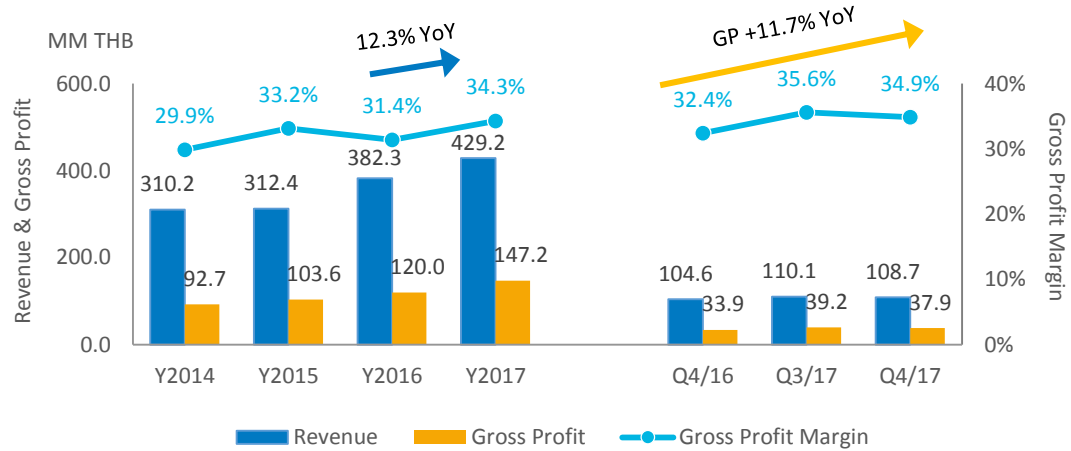
# Revenue and Gross Profit by Business (Cont'd)

## Warehouse & Yard Management: Automotive

### Area & Occupancy Rate

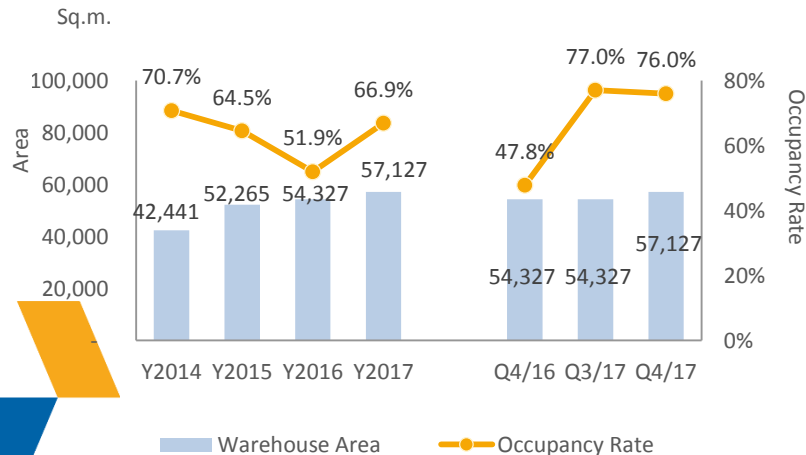


### Revenue & Gross Profit

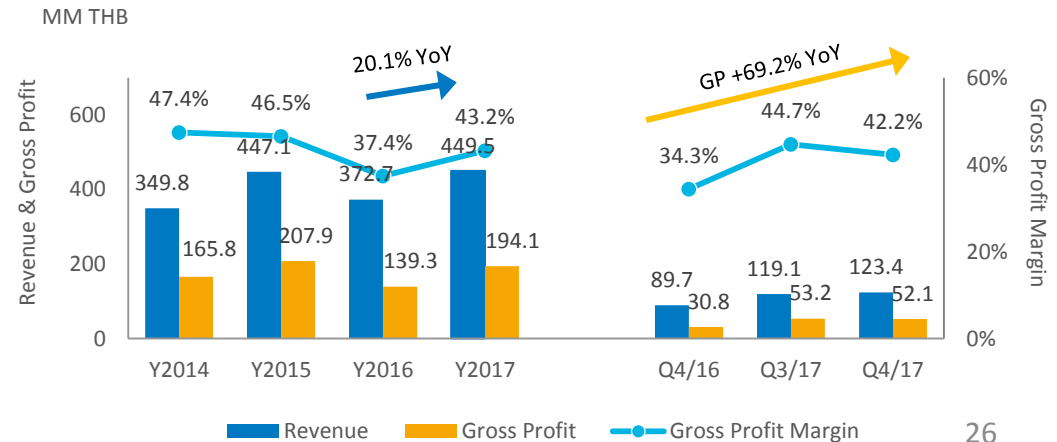


## Warehouse & Yard Management: Cold Storage

### Area & Occupancy Rate



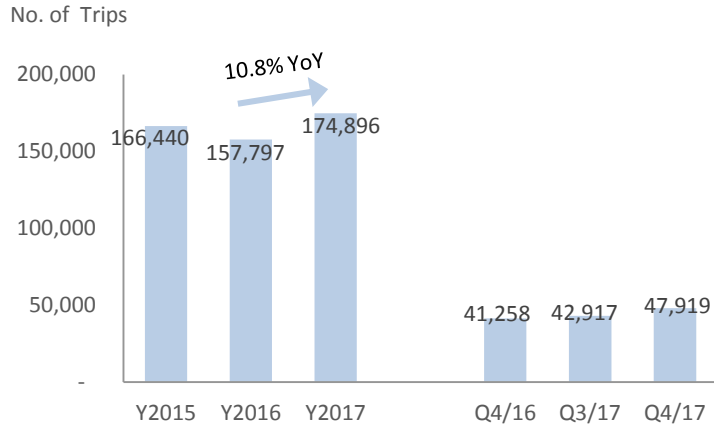
### Revenue & Gross Profit



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

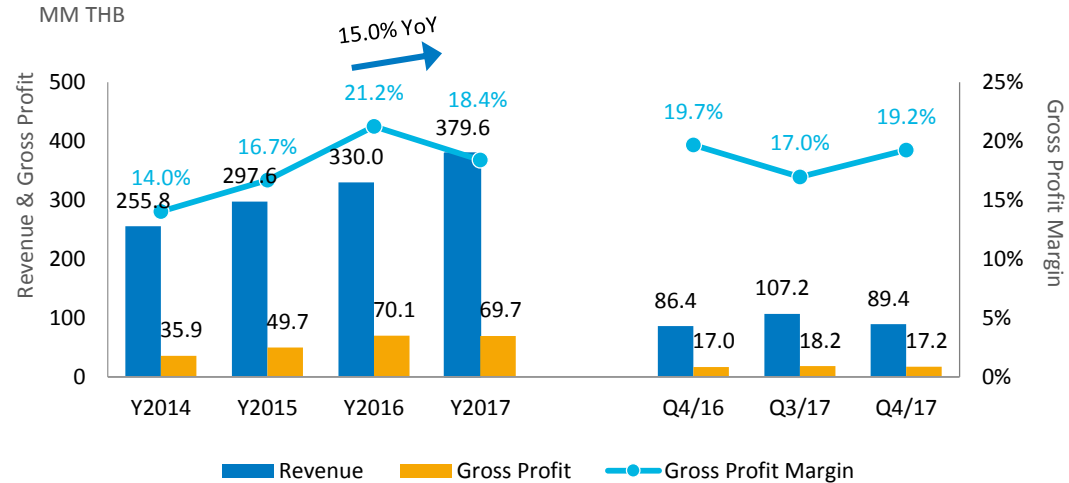
## Transportation & Distribution

### No. of Trips \*



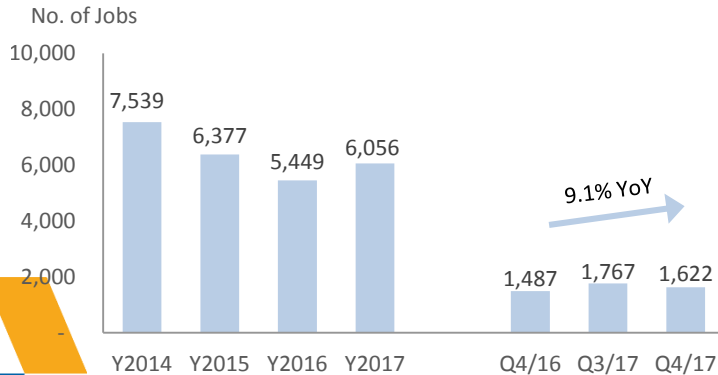
\* including internal transportation services

### Revenue & Gross Profit

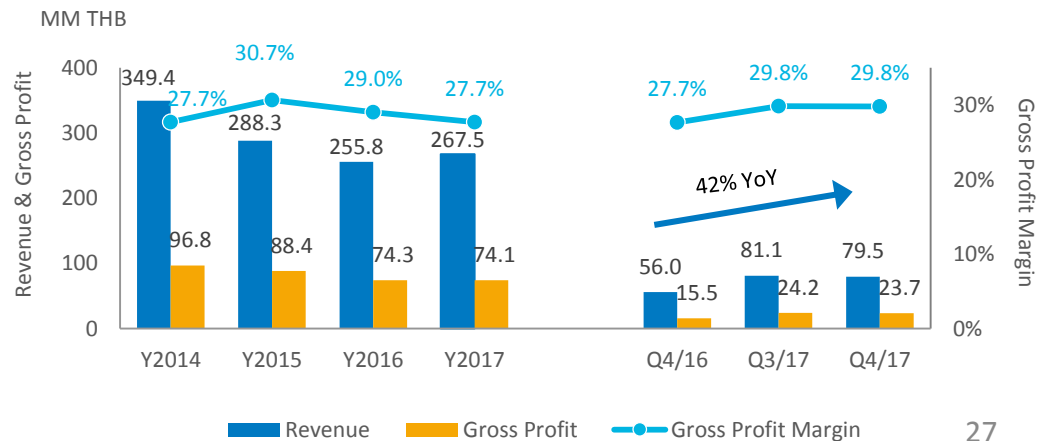


## Moving Service

### No. of Jobs



### Revenue & Gross Profit

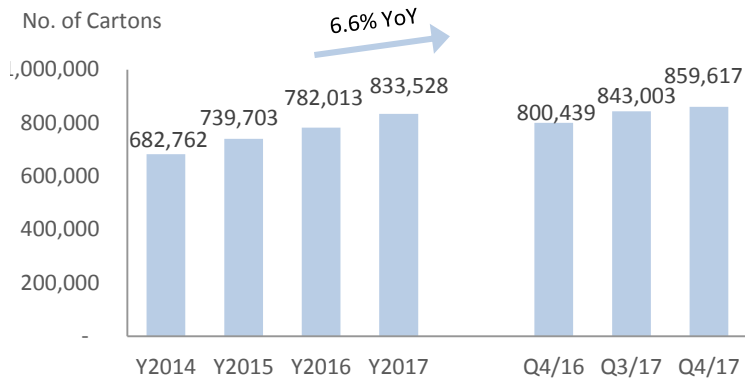


# Revenue and Gross Profit by Business **JWD** GROUP

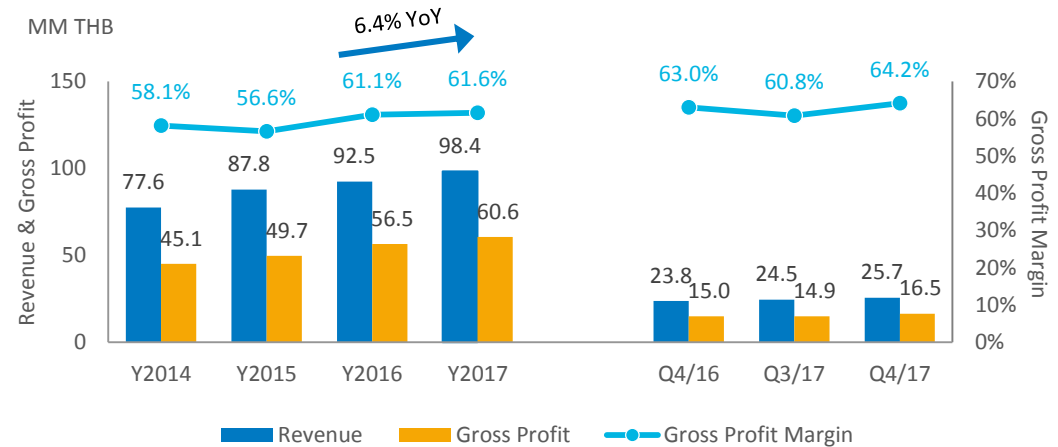
## (Cont'd)

### Record & Info Management

#### No. of Cartons

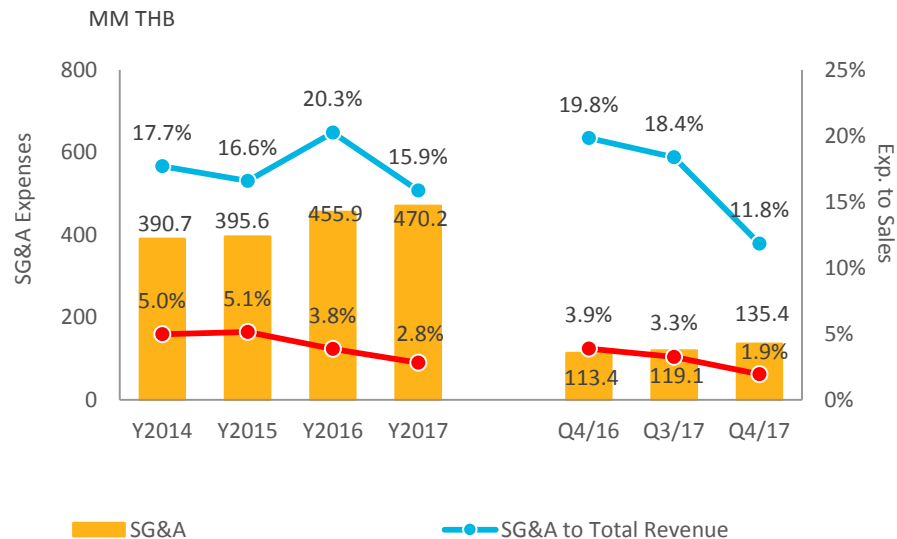


#### Revenue & Gross Profit

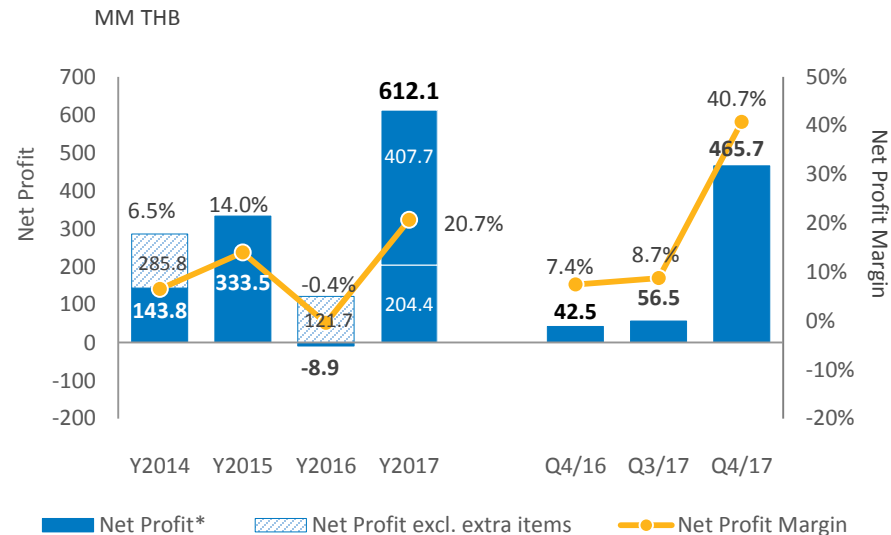


# SG&A Expenses & Net Profit

## SG&A Expenses & Finance Cost



## Net Profit\* and Net Profit Margin

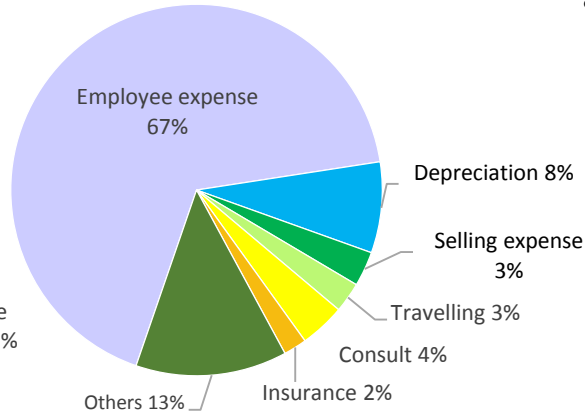
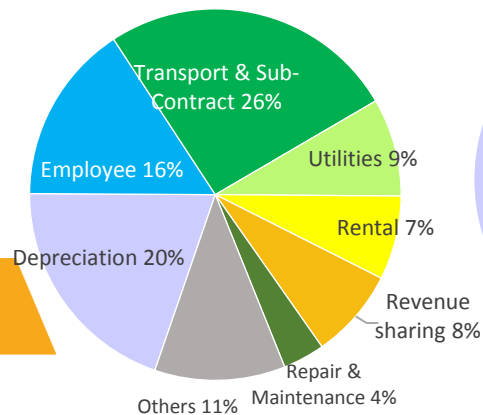


—●— Finance Cost to Total Revenue

## Cost Structure

Direct Cost

SG&A



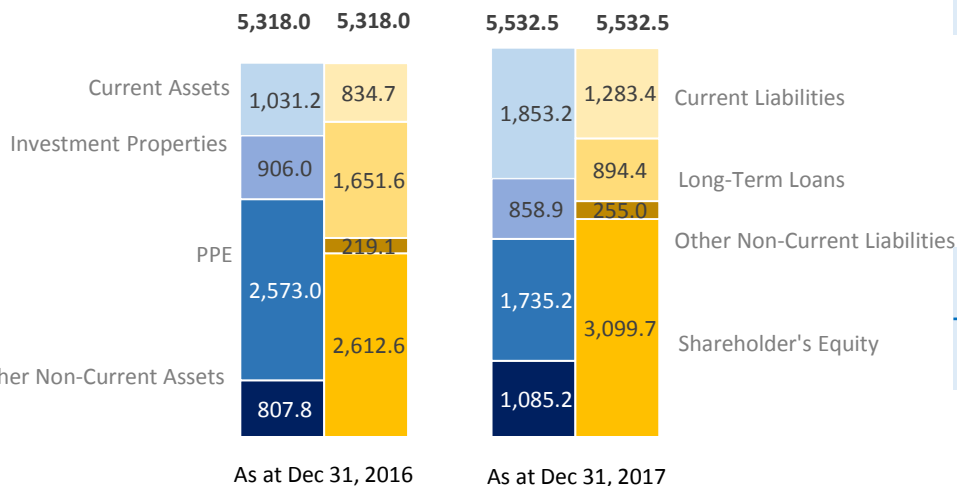
- Q4-2017 Net profit\* significantly increased from Q4-2016 with assets sold to REIT in Q4-2017 and provision of retroactively charged from Port Authority of Thailand and legal claiming for fire incident recorded in Q3-2016.

\* Net profit attributable to owners of the Company

# Financial Position

## Statement of Financial Position

Unit : MM THB

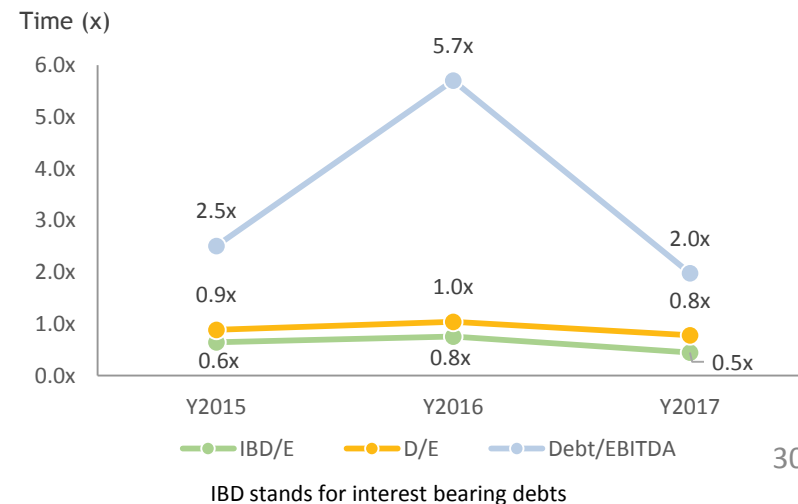


- D/E = 0.78x
- Interest bearing debts to Equity = 0.52x
- Current ratio = 1.44x

## Cash Flows

(Unit : MM THB)	2015	2016	2017
Cash and Cash Equivalents at 1 Jan	<b>201.9</b>	<b>191.0</b>	<b>259.8</b>
Operating Activities	738.5	383.3	528.1
Investing Activities	(733.0)	(514.5)	1,105.2
Financing Activities	(16.4)	200.0	(674.4)
<b>Net Increase / (Decrease)</b>	<b>(10.9)</b>	<b>68.8</b>	<b>958.9</b>
<b>Cash and Cash Equivalents at 31 Dec 15-16 and 30 Sep 17</b>	<b>191.0</b>	<b>259.8</b>	<b>1,218.8</b>

## Key Financial Ratios



# THANK YOU

JWD InfoLogistics Public Company Limited

222 Krungthep Kreetha Road, Huamark, Bangkok

Tel: +66 2710-4020 Fax: +66 2710-4024

[www.jwd-group.com](http://www.jwd-group.com)

For further information, please contact

[ir@jwd-logistics.com](mailto:ir@jwd-logistics.com)

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.

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.