

THINK
EVERYTHING
LOGISTICS



Company Profile

Q1-2018

*CONNECTING
THE WORLD
OF LOGISTICS:
LEADING THE NEW WAY*

Fitch Ratings 'BBB+(tha)'



CG Score 2017





Agenda

I. Company Overview

II. Q1-2018 Highlights and Projects update

III. Financial Performance

I. Company Overview

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



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
- **Food service and brand representative**

Freight Forwarders

- Air
- Sea

Transport

- Land
- **Rail yard management**

Port Operation

- **Inland Container Depot**
- Container
- Barge



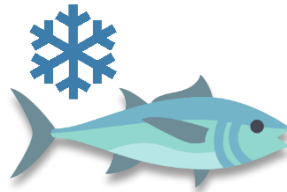
II. Q1-2018 Highlights and Projects Update

Q1-2018 Highlights and Projects update



General Goods

- High occupancy rate in warehouse
- JCS¹ increases warehouse capacity by additional rack Installation



Cold Storage

- Upgrade dry warehouse to cold storage in Bangna site (JP Land)
- High occupancy rate on cold storage
- Consolidate ACL² performance in Q2/2018



Transport & Distribution

- New service of transport for rail yard management
- Additional service contracts from new customer
- High volume in cross border transportation



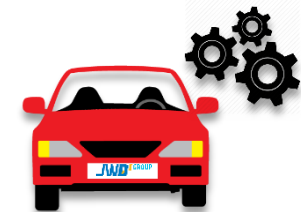
Overseas

- High occupancy rate in Cambodia warehouse
- Consolidate CSLF³ financials in Q2/2018



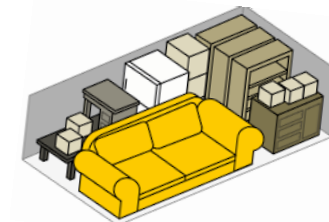
Dangerous Goods

- Revenue and gross profit from storage increase
- Maintenance cost decreases
- Vehicle shipment increases



Automotive

- Additional service contracts from existing customer
- Prospective Indonesian automotive market
- Prospective new customer for Siam JWD



Self Storage

- 90% renovation completed
- Pre opening in Q2/2018 (Phase1)

1 JCS stands for JWD Chemical Supply Chain

2 Adib Cold Logistics

3. Chi Shan Long Feng Food

REIT Impact

Impact from REIT to Income Statement

- Increase in rental expense
- Decrease in depreciation
- Decrease in interest expense

Net effect to net profit approx. 4.2 MB per month



AIMIRT
AIM Industrial Growth REIT

Investment Assets

JWD Project

JWD GROUP

<p>Pacific Cold Storage Project land and cold storage</p> 	<p>JWD Pacific Project land and cold storage</p> 	<p>Datasafe Project land and warehouse</p> 
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To Reinvest with Cash from REIT

- Investment amount 950 MB

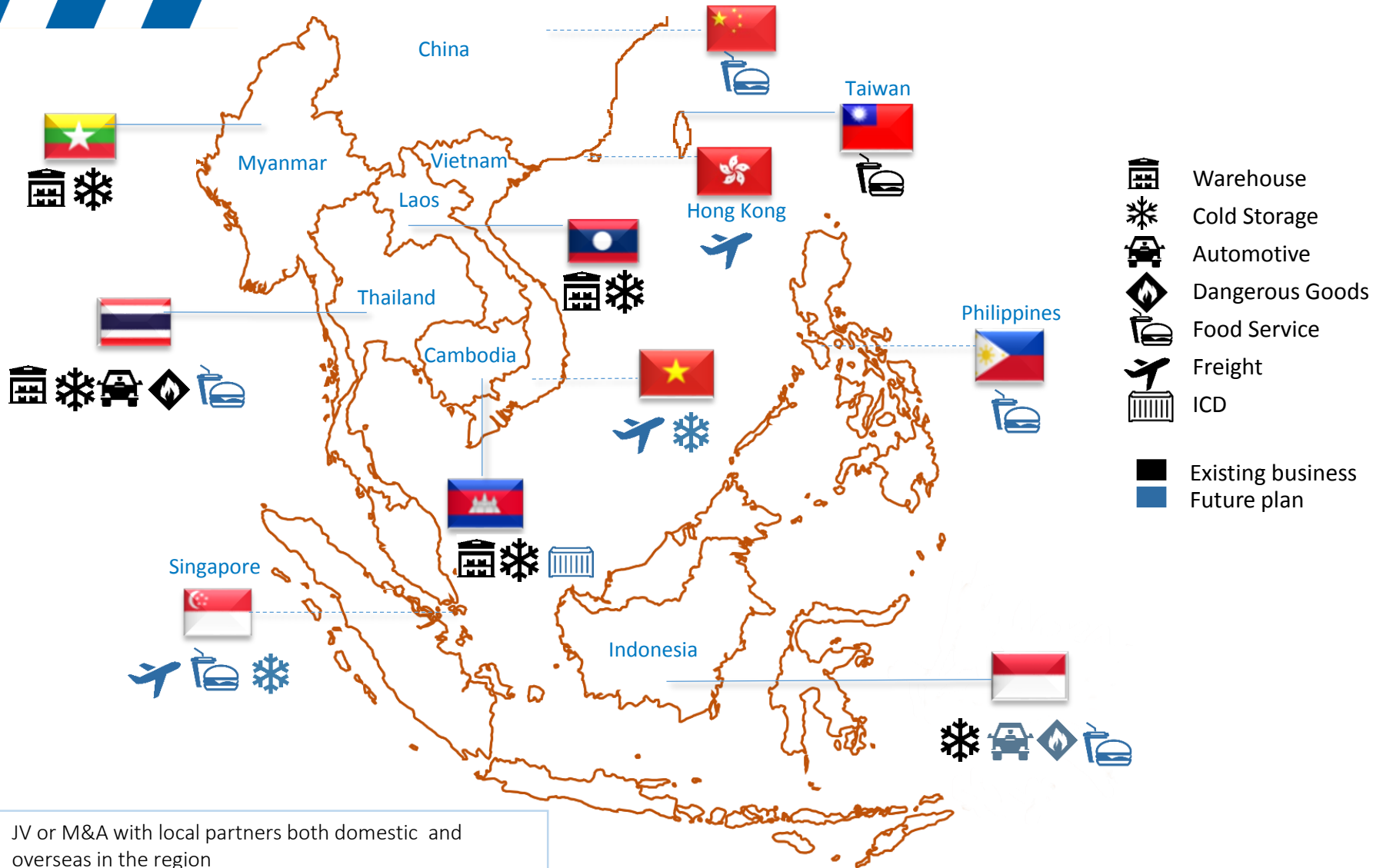
Ongoing Projects

- Acquired cold storage warehouse in Indonesia
- Acquired food service business in Taiwan
- Developing JWD Store-it self-storage facility in town
- Upgrading cold storage warehouse in Bangna
- Developing new automated cold storage warehouse in Mahachai

Potential M&A

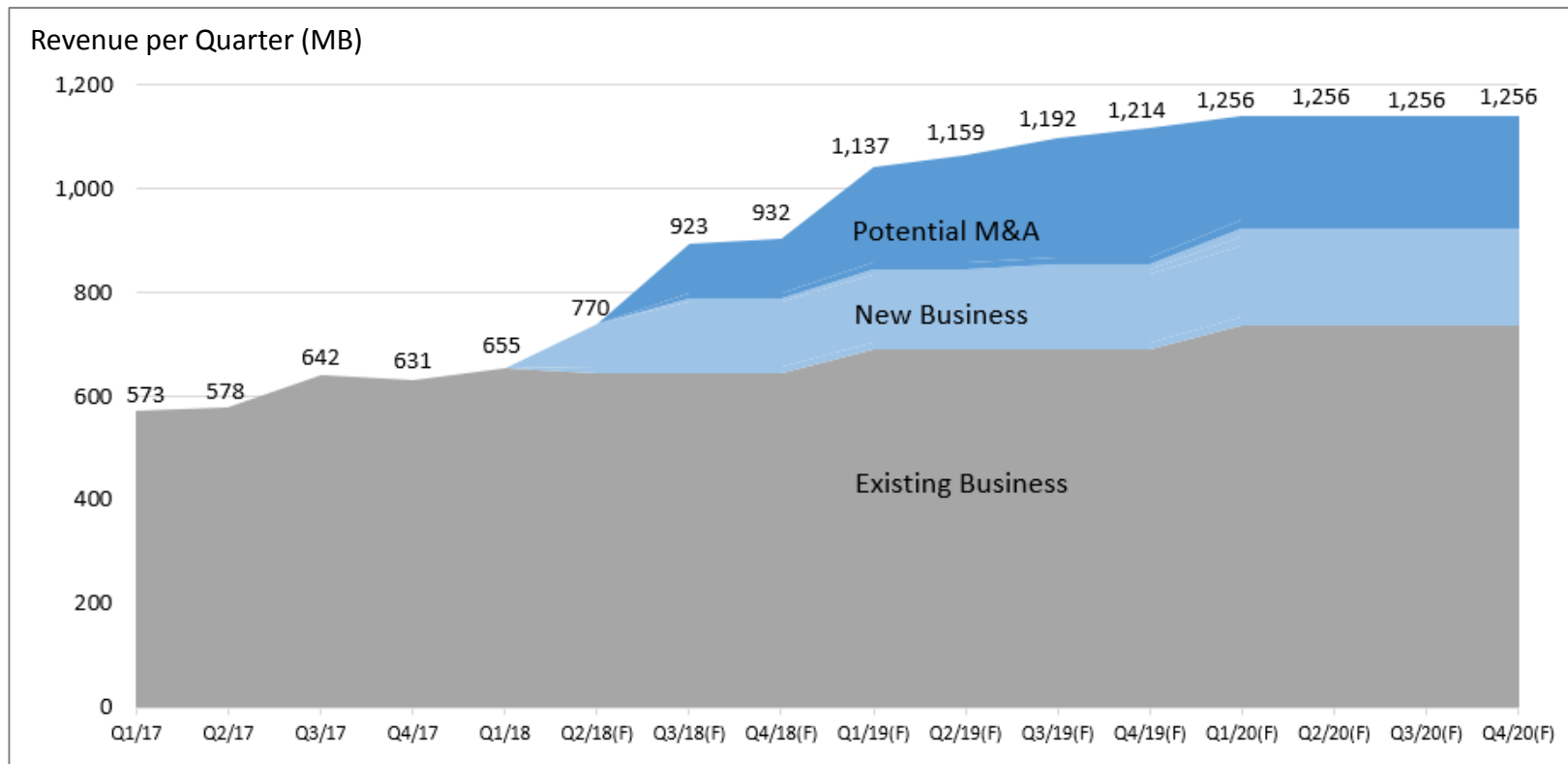
- Overseas container depot operator
- Food service expansion
- Vietnam cold storage warehouse
- International freight forwarding

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



Existing Business



New Business

- Cold storage in Indonesia
- CSLF, Food service
- JWD Store-it

Potential M&A

- Food Service
- Freight Forwarding
- Inland Container Depot
- Other Business

Projects Index

2018

2019



Integrate GFN



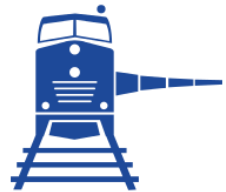
Cold Storage (Vietnam)



Start operation of JWD Store it



Potential M&A



Rail Yard Management



Cold Storage Expansion B2 (Bangna)



Potential M&A



Start operation of WH No.8 (Mahachai)

Rail Yard Management

Laem Chabang

LCB Empty Depot



Rail Station



East
North East
South



LCB Terminal



Rail Station



JWD Operation

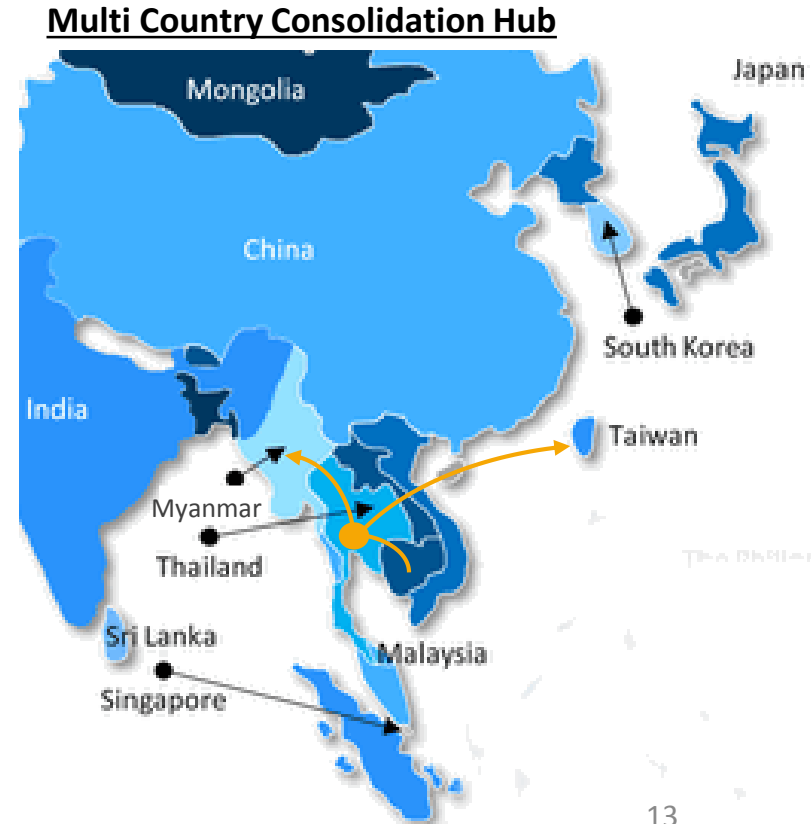
- Lift on / Lift off containers to load on rail mode
- Transport container from rail yard to terminal and depot
- Handle container in LCB Rail Yard

- Start operation on Mar.18
- CAPEX 17 MB. (RSK 2 Units ,Trailer 20 Units)
- 6,000 TEU per month

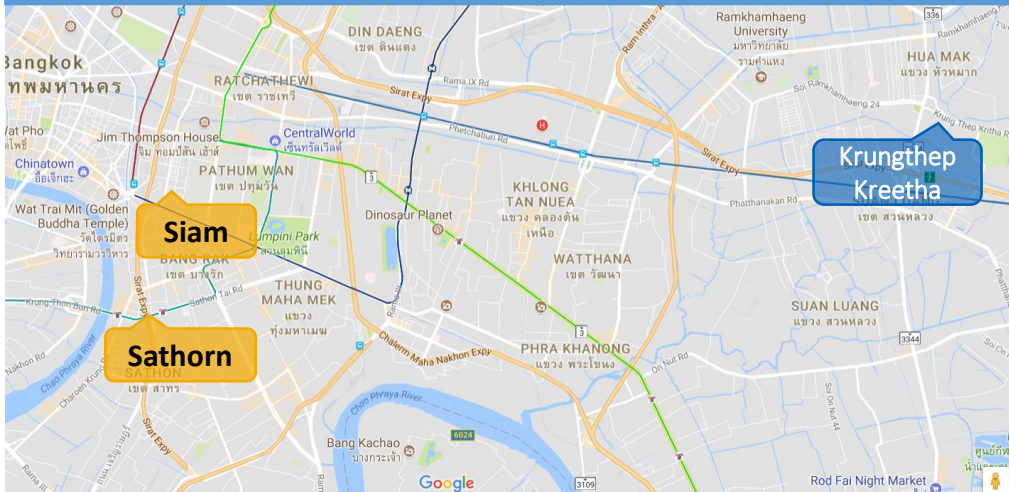
Food Service Network to Integrate with Regional Cold Storage Expansion

GFN Global Foodservice Network

- To fully utilize in Cold Chain Warehouse Capacity
- To start Multi Country Consolidation Hub (MCC) activity in Cold Chain Warehouse to region
- To vertically expand to food service and brand representative business initially in Taiwan



Location



Service

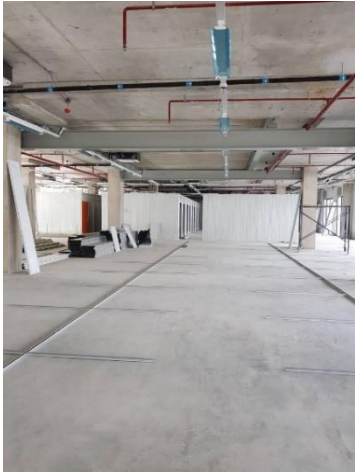
- Locker room
- Air-con self storage room



	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			



Example: Floor plan 1 Fl.



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
- Pending for a building permit



Cold Storage Warehouse Expansion

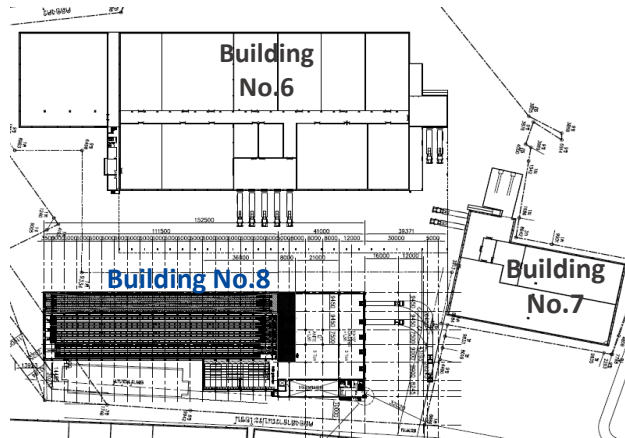


Cold Storage (Building No.2)

- Location in Bangna K.M.19 (JP Land)
- Upgrade dry warehouse to cold storage
- Warehouse Area : 6,200 Sq.m.
- CAPEX : 48 MB.
- Construction progress 80%
- Start operation in Q3-2018 (Early July 2018)



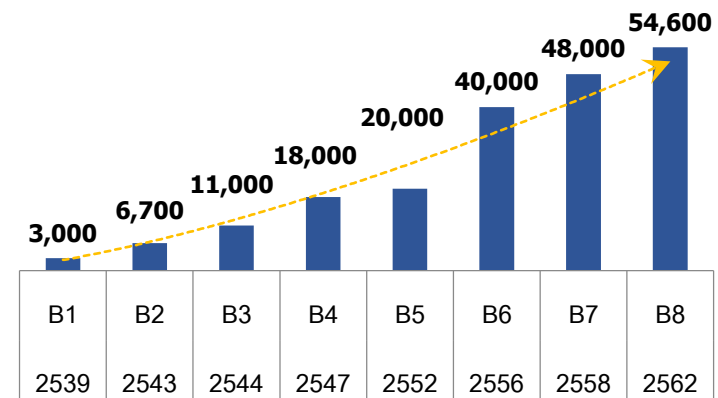
Cold Storage Warehouse Expansion



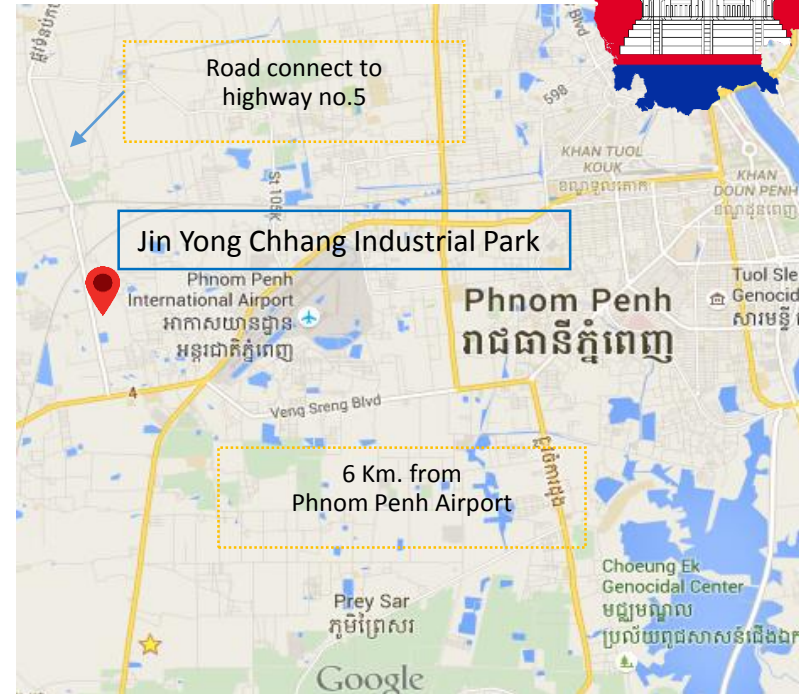
Cold Storage (Building No.8)

- The 1st public cold storage ASRS installation
- Located on freehold of Pacific Cold Storage
- Warehouse Area Phase 1 : 4,300 Sq.m.
Phase 2 : 1,320 Sq.m.
- Warehouse capacity Phase 1 : 11,170 locations
Phase 2 : 4,000 locations
- CAPEX Phase 1 : 360 MB. / Phase 2 : 104 MB.
- 1 year construction period
- Start operation in Q3-2019 / Q3-2020

Warehouse Capacity



Cambodia



- Warehouse area of 4,428 Sq.m., general 3,628 Sq.m. and cold storage 800 Sq.m.
- Start operation Q4/16
- Q1/18 Occupancy rate : General Warehouse 100%

Cold storage 67%

Existing Business in CLM (Con't)

Laos



- Start operation in Jan 2016
- Warehouse area of 720 Sq.m.
- Q1/18 Occupancy rate : General Warehouse 86%
Cold Storage 49%



Gourmet *One*



DKSH

Myanmar



- Warehouse Area of 4,000 Sq.m.
- Start operation in Q2/16
- Q1/18 Occupancy rate 100%



HÄFELE

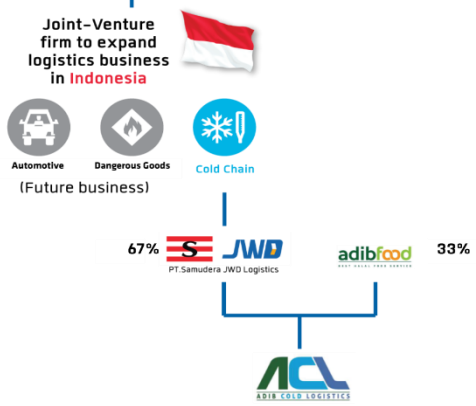
sojitz

Existing Business in Indonesia



Cold Storage

- After partnering late last year with Samudera Group, a major shipping line in Indonesia, in setting up a joint-venture firm and acquiring a 67% stake in Adib Cold Logistics (ACL), a Jakarta-based cold storage and cargo transport company
- Area of : 5,000 Sq.m.
- Capacity 7,200 Pallets Position



III. Financial Performance

Total Revenues and Service Capabilities

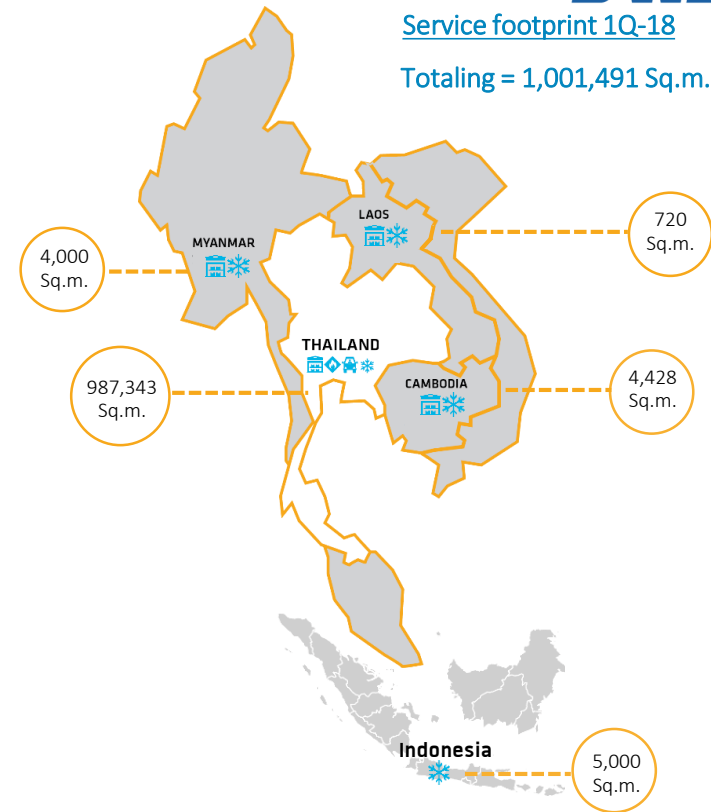
Service footprint 1Q-18
 Totaling = 1,001,491 Sq.m.

Warehouse Capacities

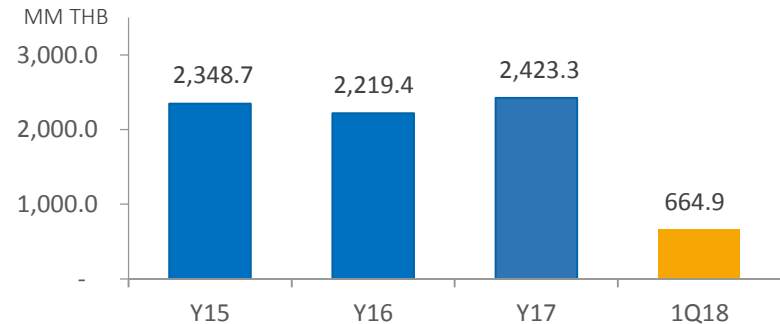
(Unit: sq.m.)	2016	2017	Q1/18
General goods	131,106	129,306	129,306
Chemicals & Dangerous goods	10,032	10,032	10,032
Cold chain service	54,327	58,627	63,627
Record & Info Management	14,520	14,520	14,520
Other services	9,951	9,951	9,951
Total	219,936	222,436	227,436

Yard Capacities

(Unit: sq.m.)	2016	2017	Q1/18
Chemicals & Dangerous goods	173,968	173,968	173,968
Automotive Yard	395,287	395,287	395,287
On-site Automotive Yard	273,542	204,800	204,800
Total	842,797	774,055	774,055
Grand Total	1,062,733	996,491	1,001,491

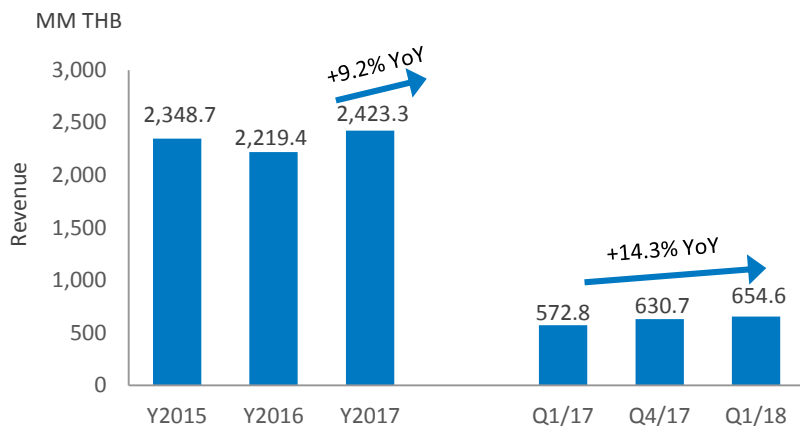


Revenue and Growth

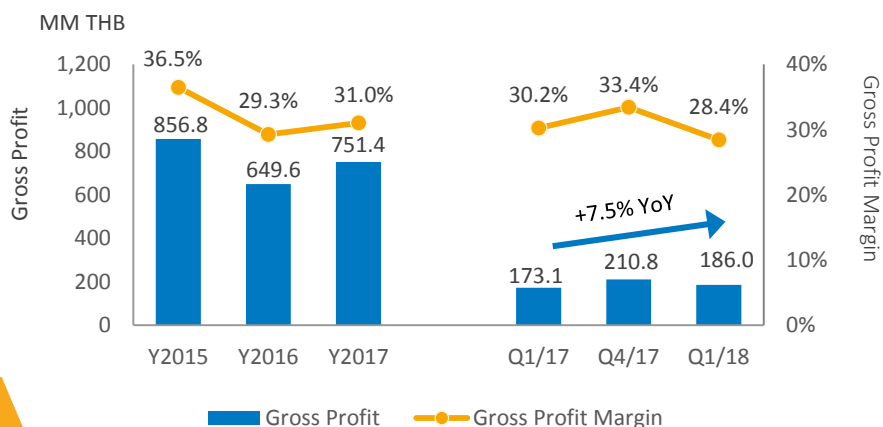


Revenue & Gross Profit

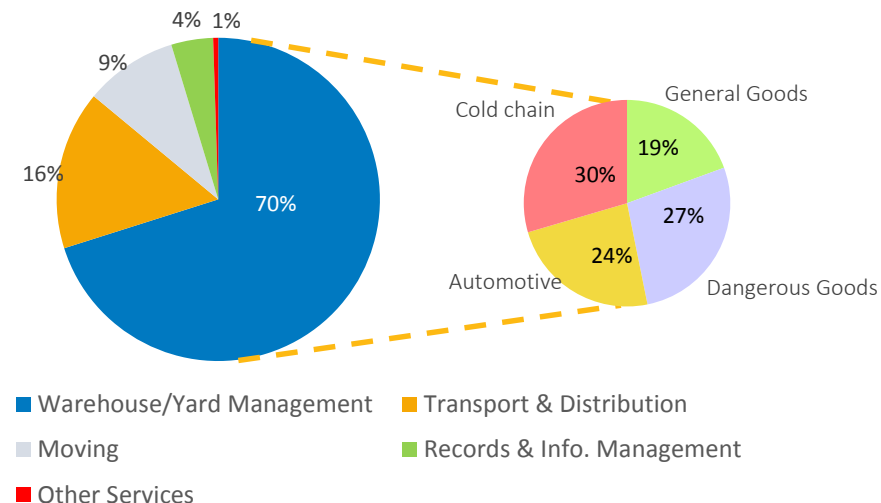
Revenue from Rental & Services



Gross Profit and Gross Profit Margin



Revenue breakdown

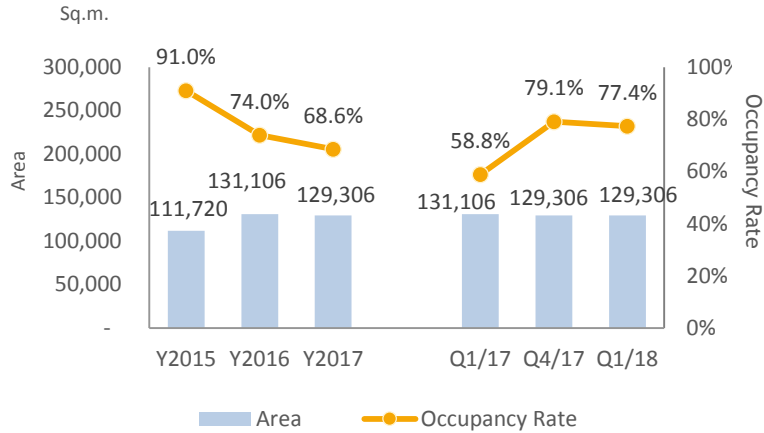


- Revenue for Q1-2018 was THB 654.6 mm, increased 14.3% YoY, the increased revenue was mainly due to higher revenue from warehouse and yard management business and transportation and distribution business
- Gross margin was 28.4% slightly decreased from the same period last year

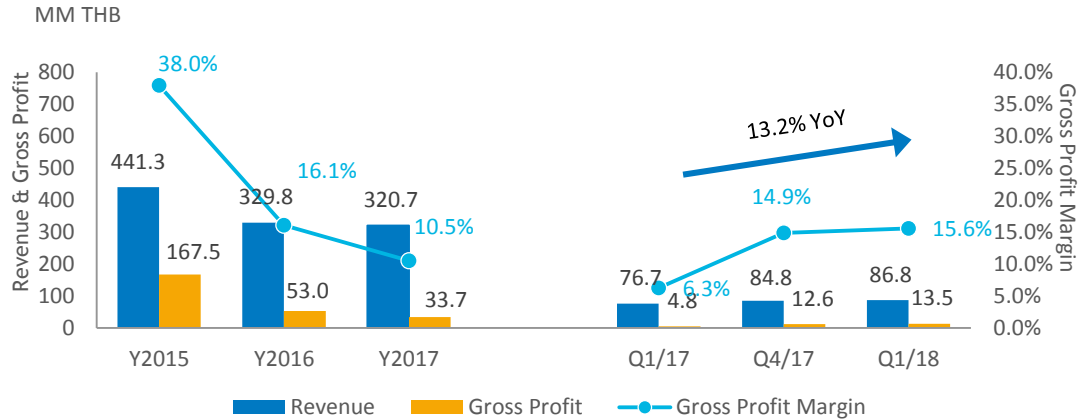
Revenue and Gross Profit by Business **JWD GROUP**

Warehouse & Yard Management: General Goods + Chemical Warehouses

Area & Occupancy Rate

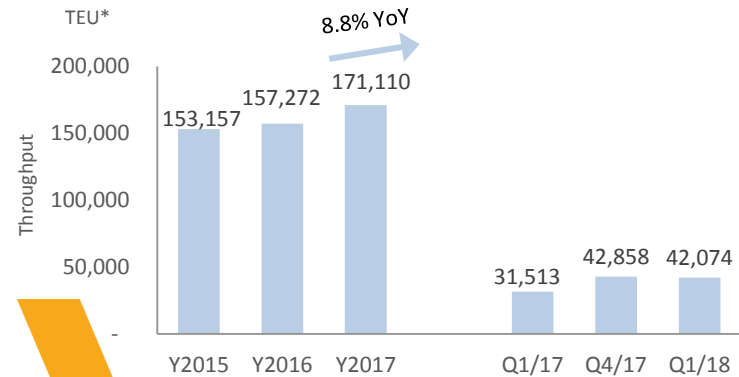


Revenue & Gross Profit

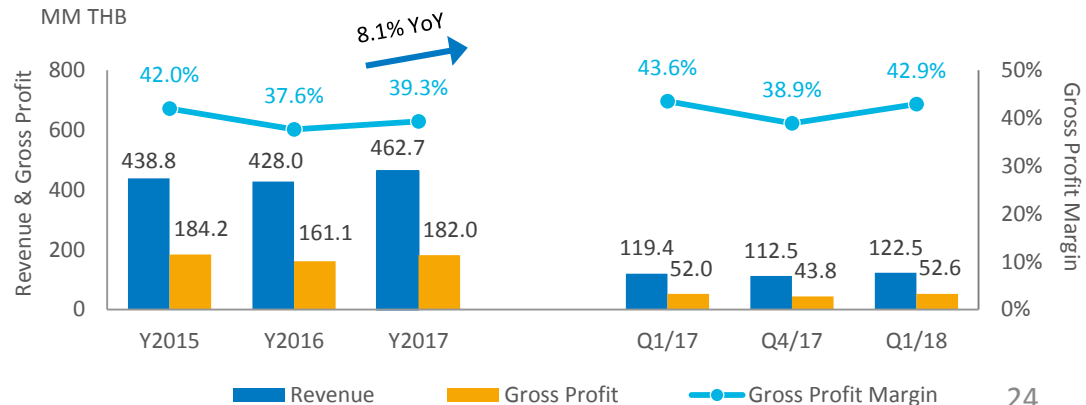


Warehouse & Yard Management: Dangerous Goods Terminal

Dangerous Goods Yard Throughput



Revenue & Gross Profit

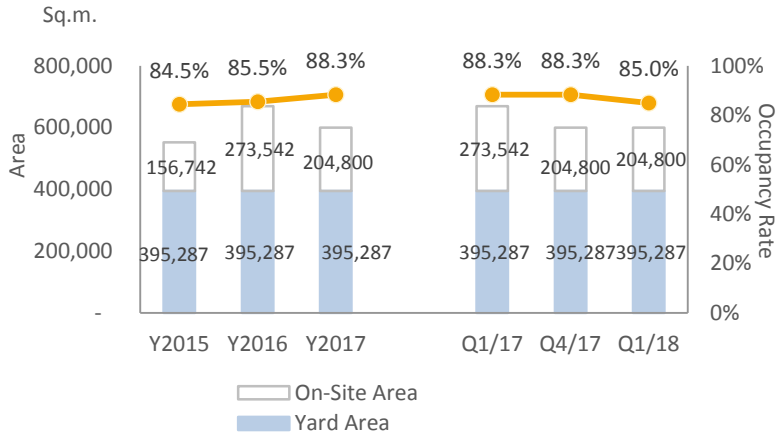


*TEU = Twenty-Equivalent Unit

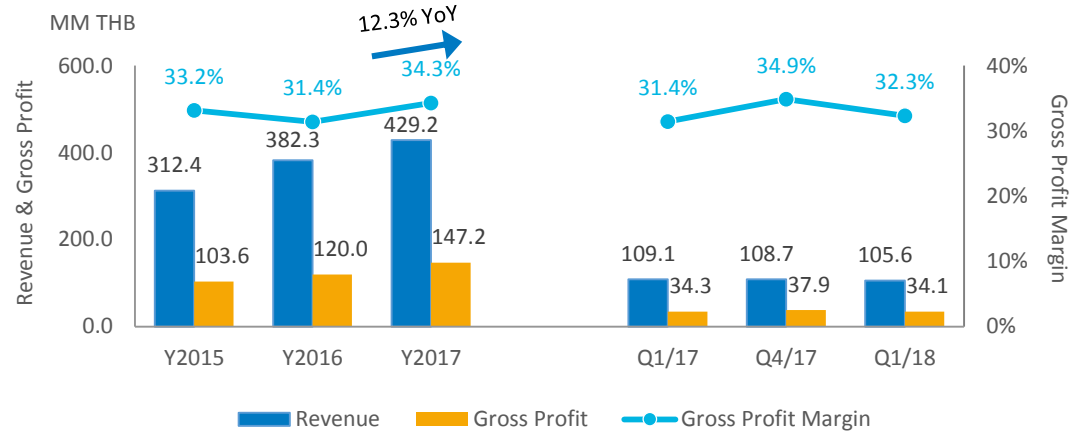
Revenue and Gross Profit by Business (Cont'd)

Warehouse & Yard Management: Automotive

Area & Occupancy Rate

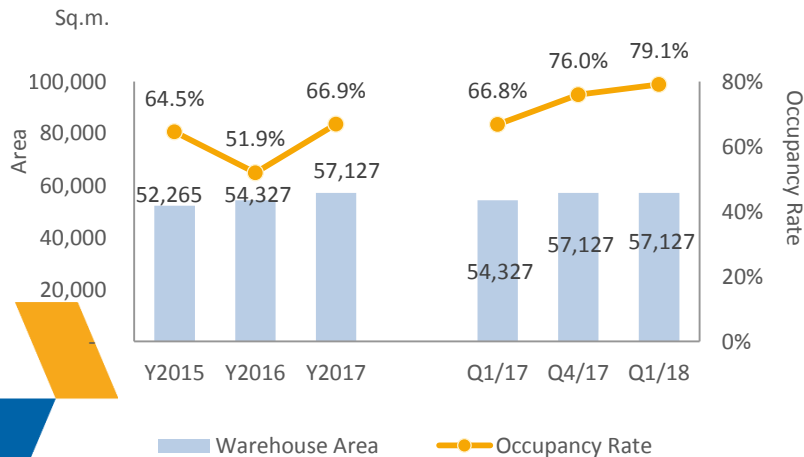


Revenue & Gross Profit

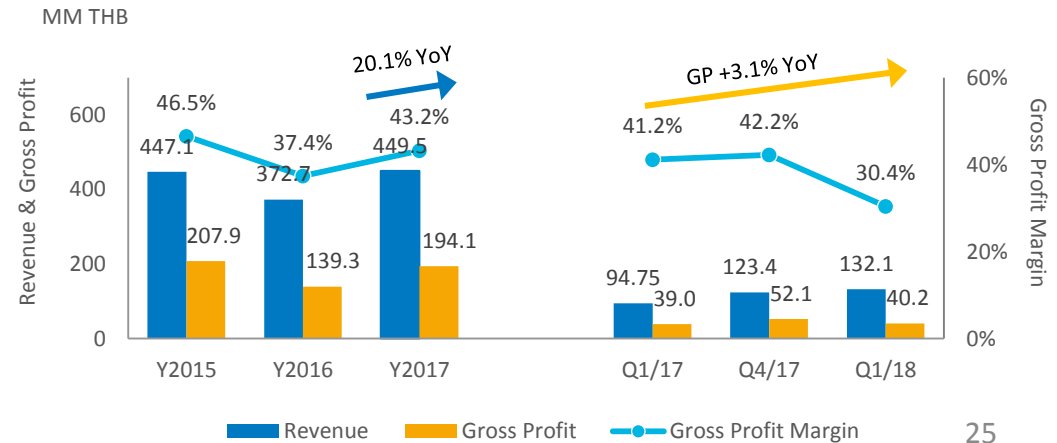


Warehouse & Yard Management: Cold Storage

Area & Occupancy Rate



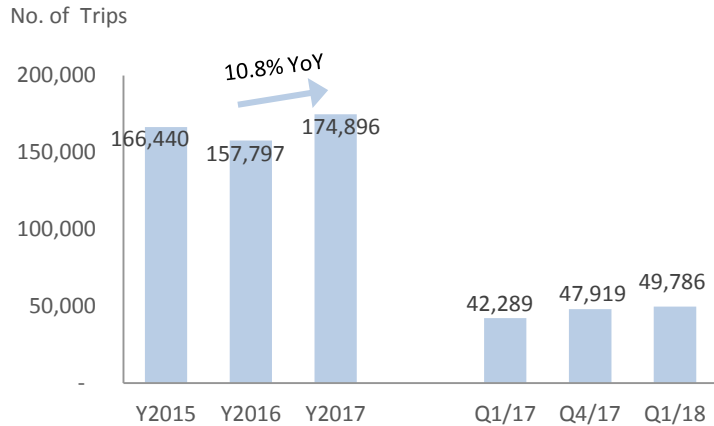
Revenue & Gross Profit



Revenue and Gross Profit by Business (Cont'd)

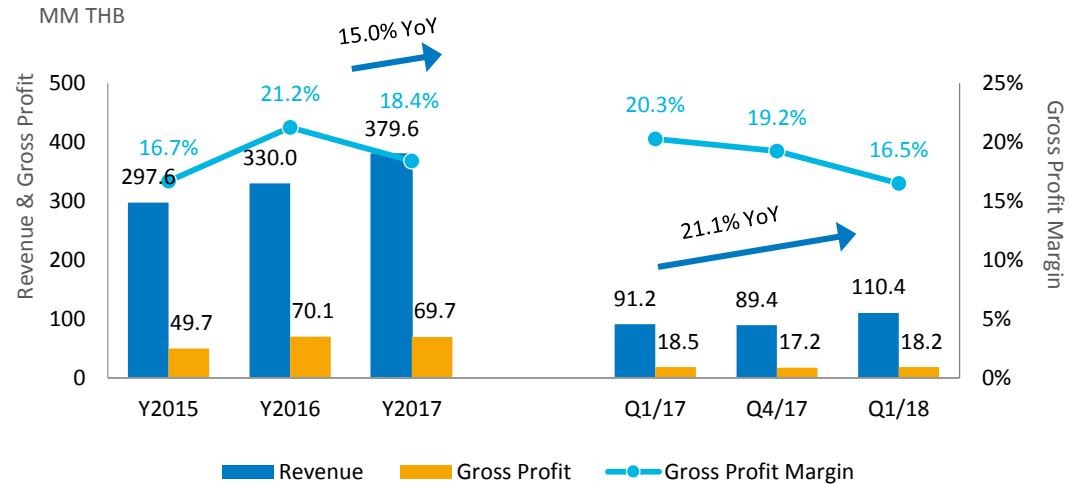
Transportation & Distribution

No. of Trips *



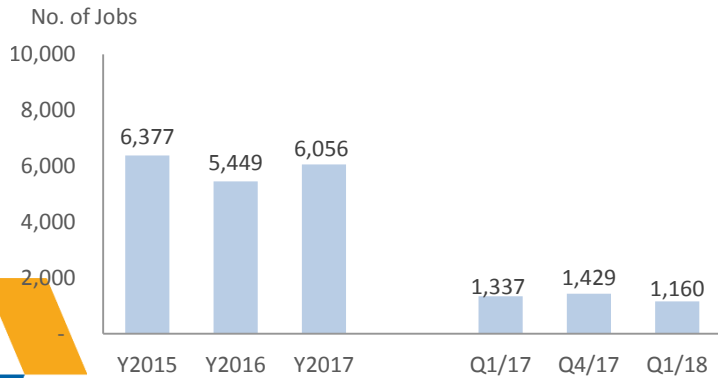
* including internal transportation services

Revenue & Gross Profit

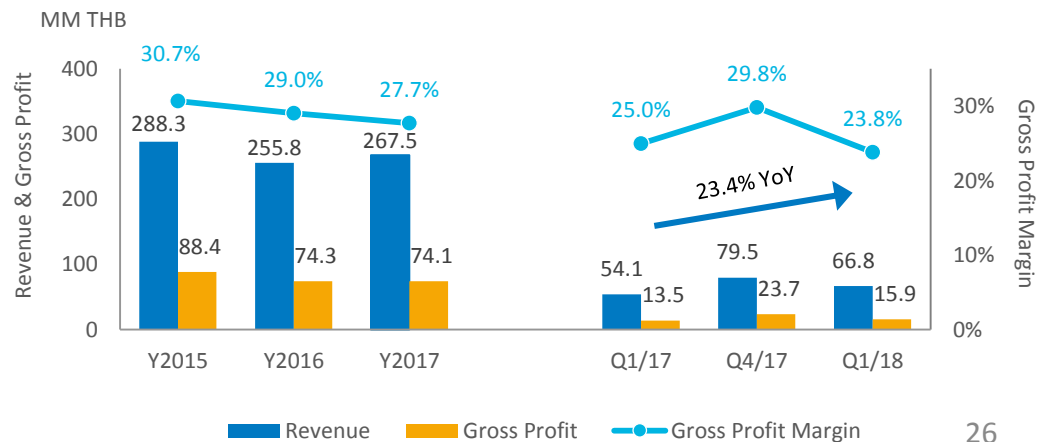


Relocation Service

No. of Jobs



Revenue & Gross Profit

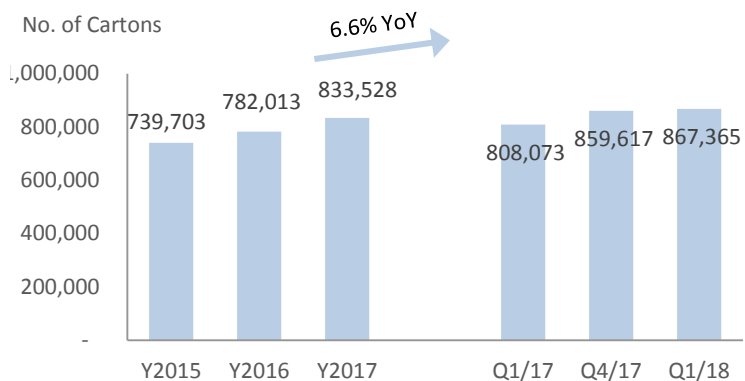


Revenue and Gross Profit by Business **JWD** GROUP

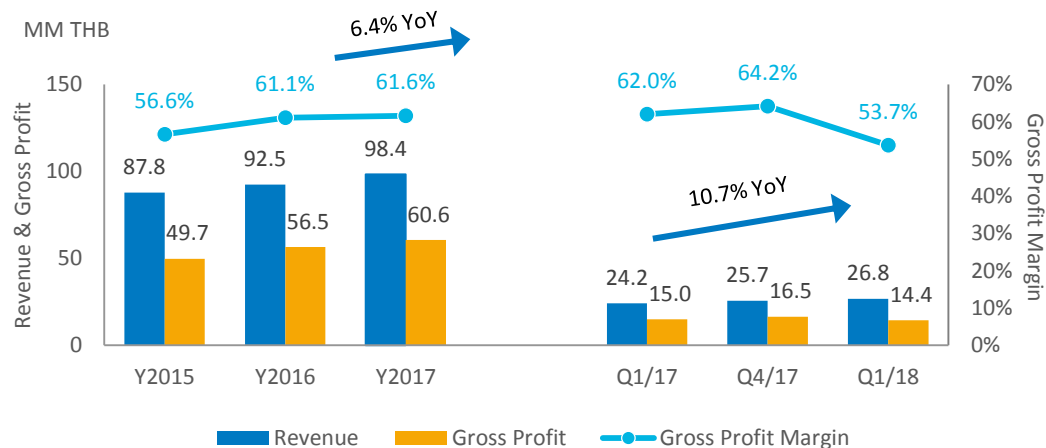
(Cont'd)

Record & Info Management

No. of Cartons

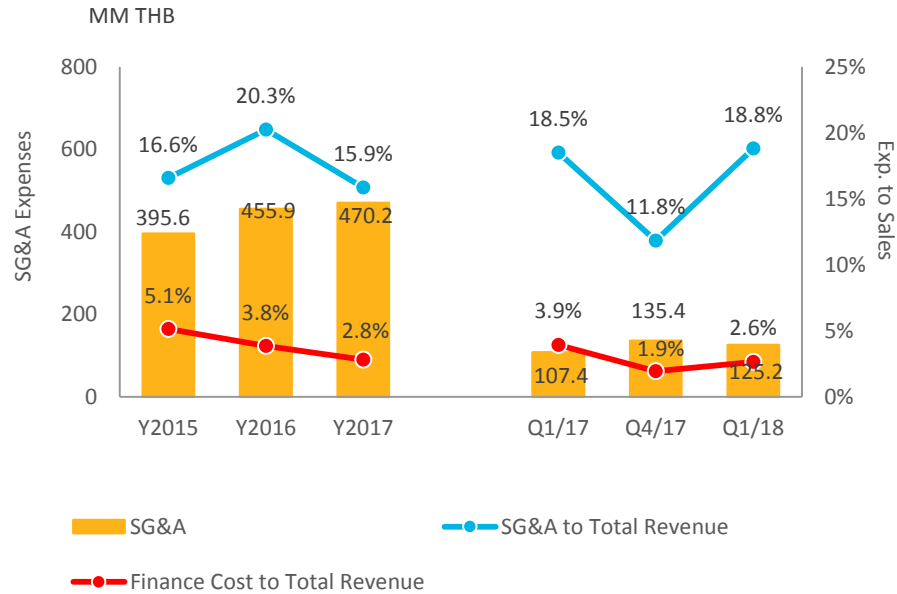


Revenue & Gross Profit

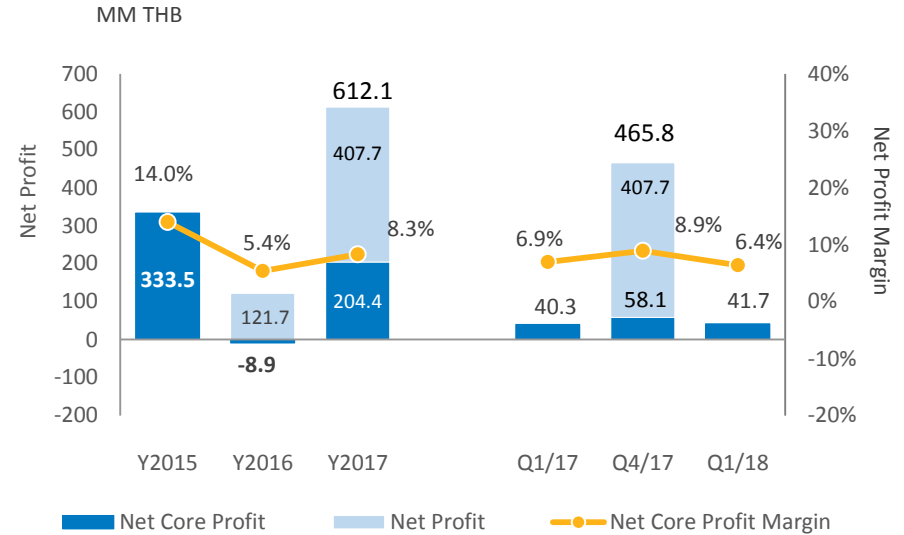


SG&A Expenses & Net Profit

SG&A Expenses & Finance Cost

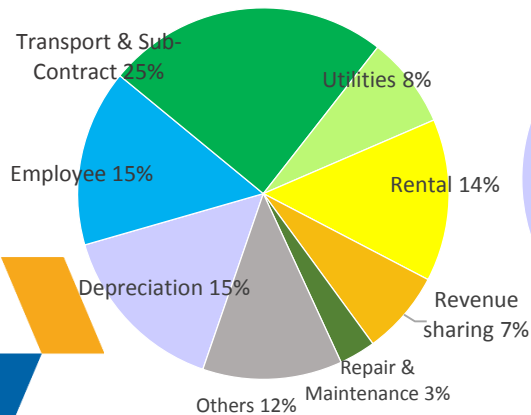


Net Core Profit* and Net Core Profit Margin

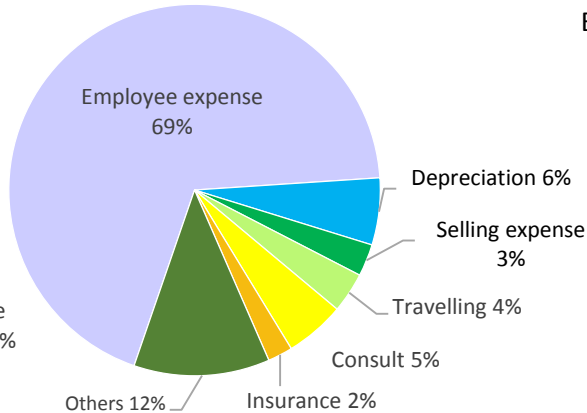


Cost Structure

Direct Cost



SG&A



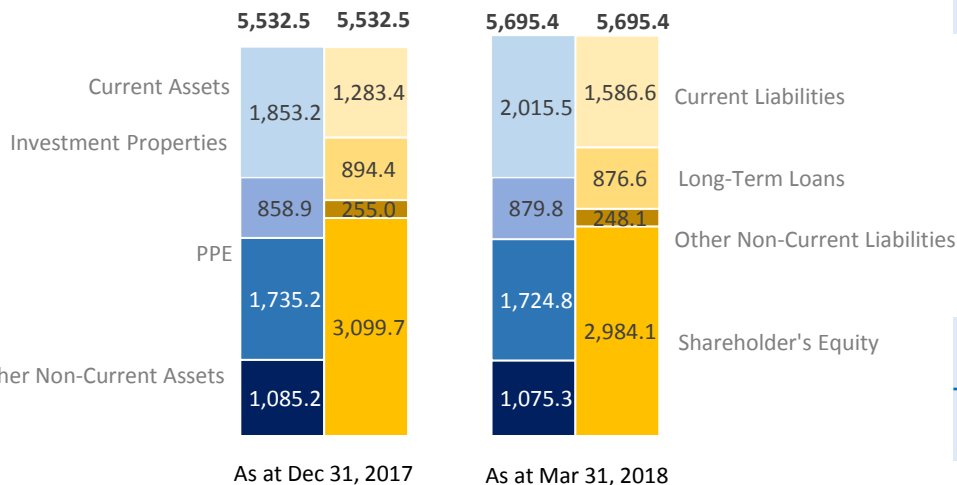
- Q1-2018 Net core profit* 41.7 Million, higher than the previous by Baht 1.4 Million, or 3.5% and net profit margin of 6.4%, declined, the mainly resulted from repayment of long-term loan supported cash proceed from assets sold to Real Estate Investment Trust (AIMIRT)

* Net profit attributable to owners of the Company

Financial Position

Statement of Financial Position

Unit : MM THB

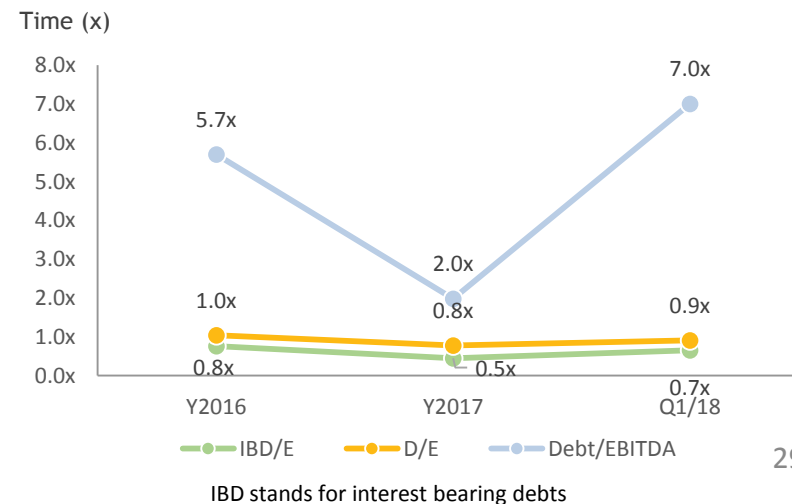


- D/E = 0.91x
- Interest bearing debts to Equity = 0.65x
- Current ratio = 1.27x

Cash Flows

(Unit : MM THB)	2016	2017	Q1/18
Cash and Cash Equivalents at 1 Jan	191.0	259.8	1,218.8
Operating Activities	383.3	528.1	(49.5)
Investing Activities	(514.5)	1,105.2	(503.9)
Financing Activities	200.0	(674.4)	123.2
Impact of foreign exchange rates			(1.5)
Net Increase / (Decrease)	68.8	958.9	(431.7)
Cash and Cash Equivalents at 31 Dec 16, 17 and 31 Mar 18	259.8	1,218.8	787.1

Key Financial Ratios



AWARDS & RECOGNITION

ICT EXCELLENT AWARDS

Year 2015
Year 2012



PRIME MINISTER'S EXPORT AWARD

Year 2015
Year 2012



EXPORT LOGISTICS MODEL AWARD

Year 2015
Year 2012
Year 2011
Year 2009



THANK YOU

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