

OPPORTUNITY DAY

Q3-2018



CG SCORE 2018

FitchRatings
2018 'BBB+ (tha)'



Thailand Sustainability
Investment 2018 (THSI)

AGENDA



COMPANY OVERVIEW



3Q18 HIGHLIGHTS



PROJECTS UPDATE



FINANCIAL PERFORMANCE



OUR SERVICES:

* % = Revenue Contribution

60.3% WAREHOUSE & YARD MANAGEMENT

- General & Free Zone
- Chemicals & Dangerous Goods
- Automotive
- Food & Cold Chain



15.9% TRANSPORTATION & DISTRIBUTION

Nationwide Transportation,
Cross Border, Express Delivery



10.4% RELOCATION & FREIGHT FORWARDING

Household, Office, Exhibition, Machinery, Air Freight, Sea Freight, Custom Clearance, PO Management, all VAS



9.2% FOOD SERVICE



3.5% DOCUMENT STORAGE



0.7% OTHERS BUSINESS

IT Solutions, Property Development & Management, Self Storage



AGENDA



COMPANY OVERVIEW



3Q18 HIGHLIGHTS



PROJECTS UPDATE



FINANCIAL PERFORMANCE



KEY PERFORMANCE



Dangerous goods

- Revenue growth 11.8% YoY
- Increasing volume of vehicle shipment 16.3% QoQ



Cold Storage

- Warehouse Building No.8 (In Mahachai) under construction progress 50%.
- Remaining high level of occupancy rate and profitability



Transportation

- Revenue and profit steadily improved QoQ
- The volume of Lift on-lift off service for rail. transportation in Laem Chabang Port remains stable



Food Service

- Entering peak season of food service volume
- Growth in both revenues and profits



Self Storage

- Developing franchise business model
- Occupancy Rate building up

New Business

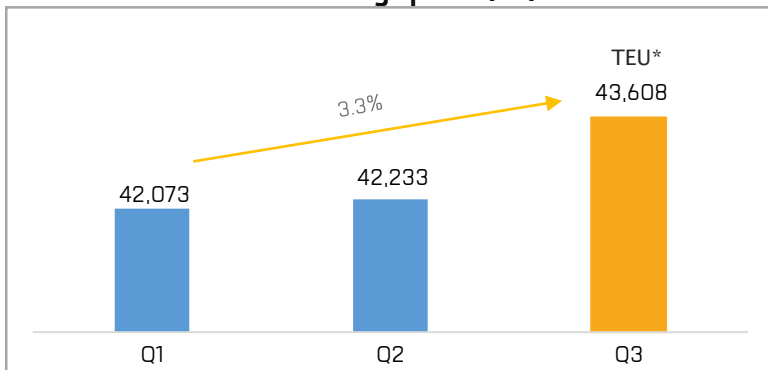
- Reclassified investment in PPSP from available-for-sale security to investment in associates
- Joint Venture with Bokseng Singapore to integrated in project cargo business
- Joint Venture with CJ Logistics to integrated in logistics business

3Q-2018 KEY HIGHLIGHTS

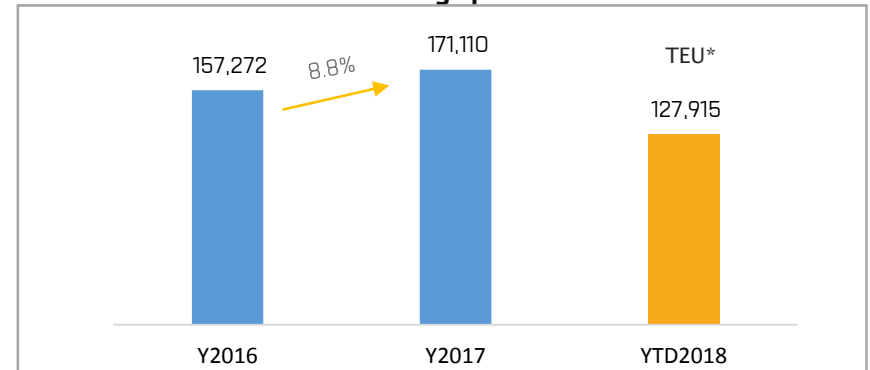
CHEMICALS & DANGEROUS GOODS



DG Throughput (QoQ)



DG Throughput (YoY)



*TEU = Twenty-Equivalent Unit

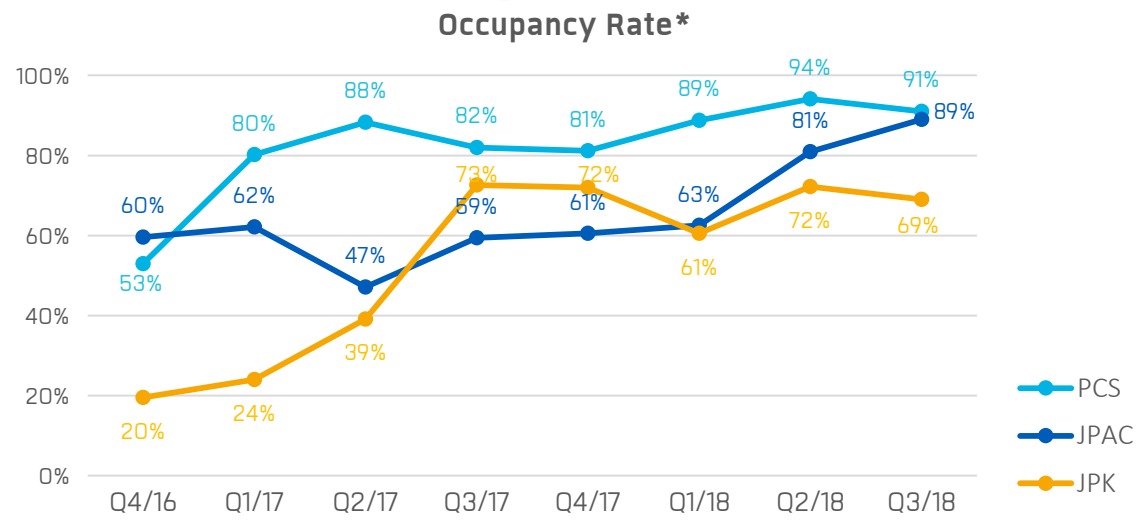
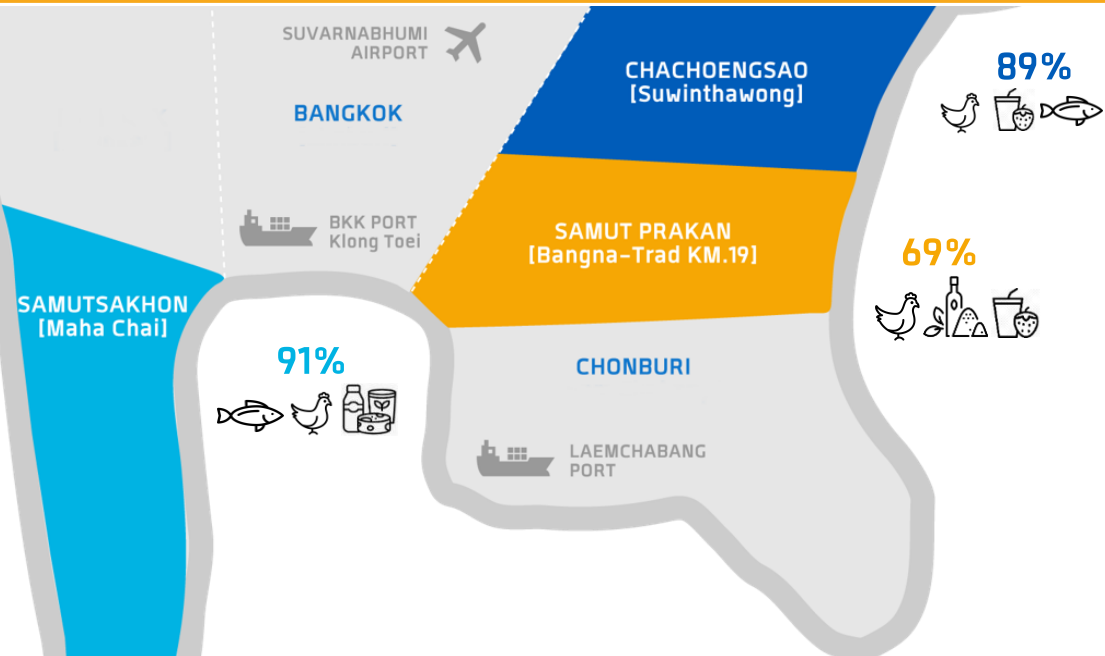
CHEMICALS & DANGEROUS GOODS

- Manage over 70% of dangerous goods throughout in Thailand
- Yard service capacity 173,968 Sq.m.
- Dangerous goods warehouses 10,032 Sq.m.
- Maximum throughput :19,200 TEUs or 12,000 Containers



3Q-2018 KEY HIGHLIGHTS

COLD STORAGE : OCCUPANCY RATE



* Average rate by quarter

3Q-2018 KEY HIGHLIGHTS

COLD STORAGE : PROGRESS UPDATE

ASRS COLD STORAGE IN MAHACHAI (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
- Construction progress 50%
- Start operation in Q3-2019 / Q3-2020



3Q-2018 KEY HIGHLIGHTS

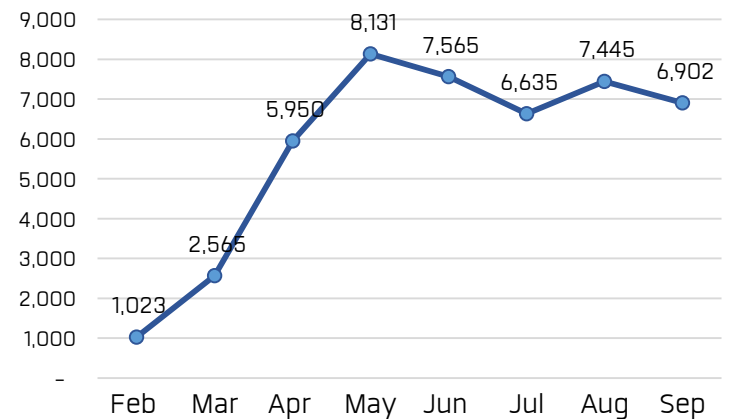
TRANSPORTATION : RAIL YARD MANAGEMENT



Rail Yard Management Activities

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

Number of containers (Y2018)



3Q-2018 KEY HIGHLIGHTS

FOOD SERVICES

STRUCTURE

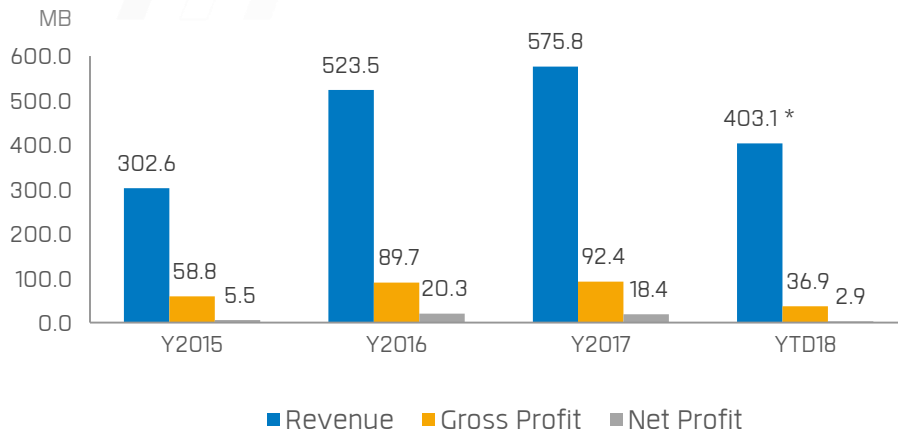


Chi Shan Long Feng Food (CSLF)

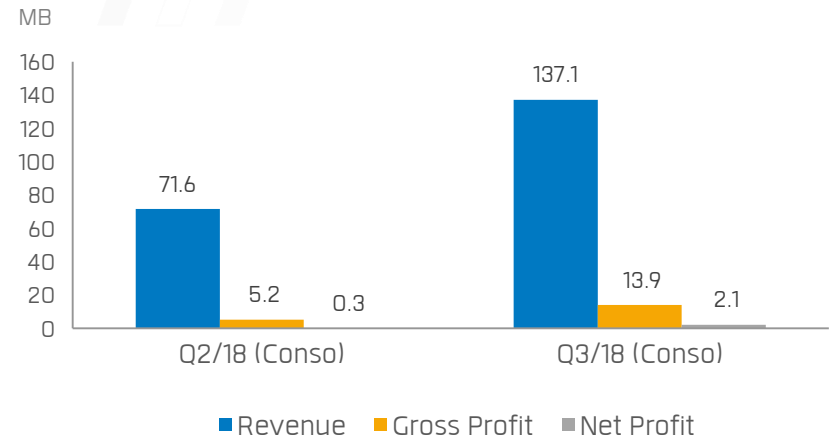
- JWD Hold 60% shares through GFS (Global Foodservice Network) which JWD holds 99% shares
- Consolidate CSLF financials since May 2018 and fully booked in Q3-2018



CSLF PAST PERFORMANCE



CSLF PERFORMANCE CONSOLIDATE TO JWD



3Q-2018 KEY HIGHLIGHTS

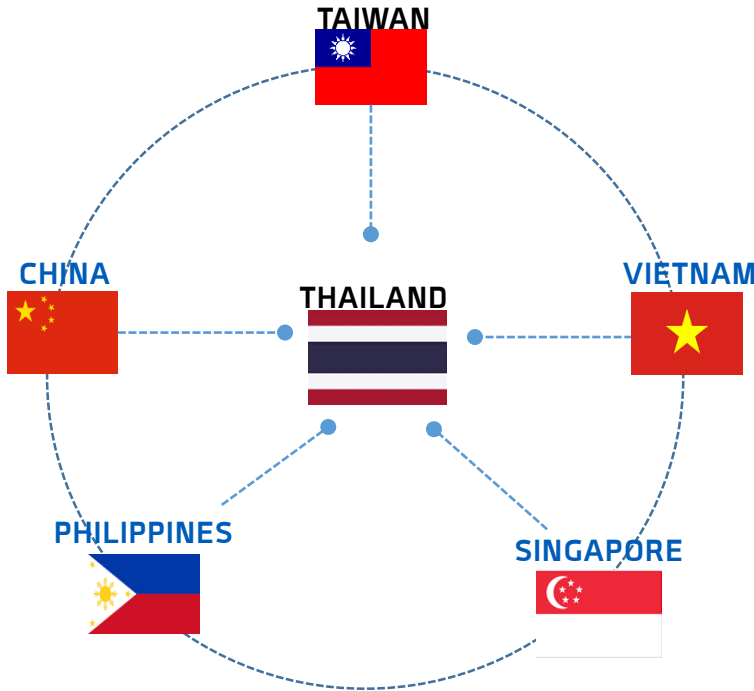
FOOD SERVICES



Fully Integrated platform with strategic partner



Value-added Facilities



Repacking



Cheese Cutting



Fresh Baking



Fresh vegetables Processing



Meat Processing



Liquid egg Processing



3Q-2018 KEY HIGHLIGHTS

SELF STORAGE



Developing franchise business model



Branch	Occupancy Rate
Srikreetha	85%
Siam	30%

Current Branches

- 1** JWD Store it! Srikreetha
- 2** JWD Store it! Siam

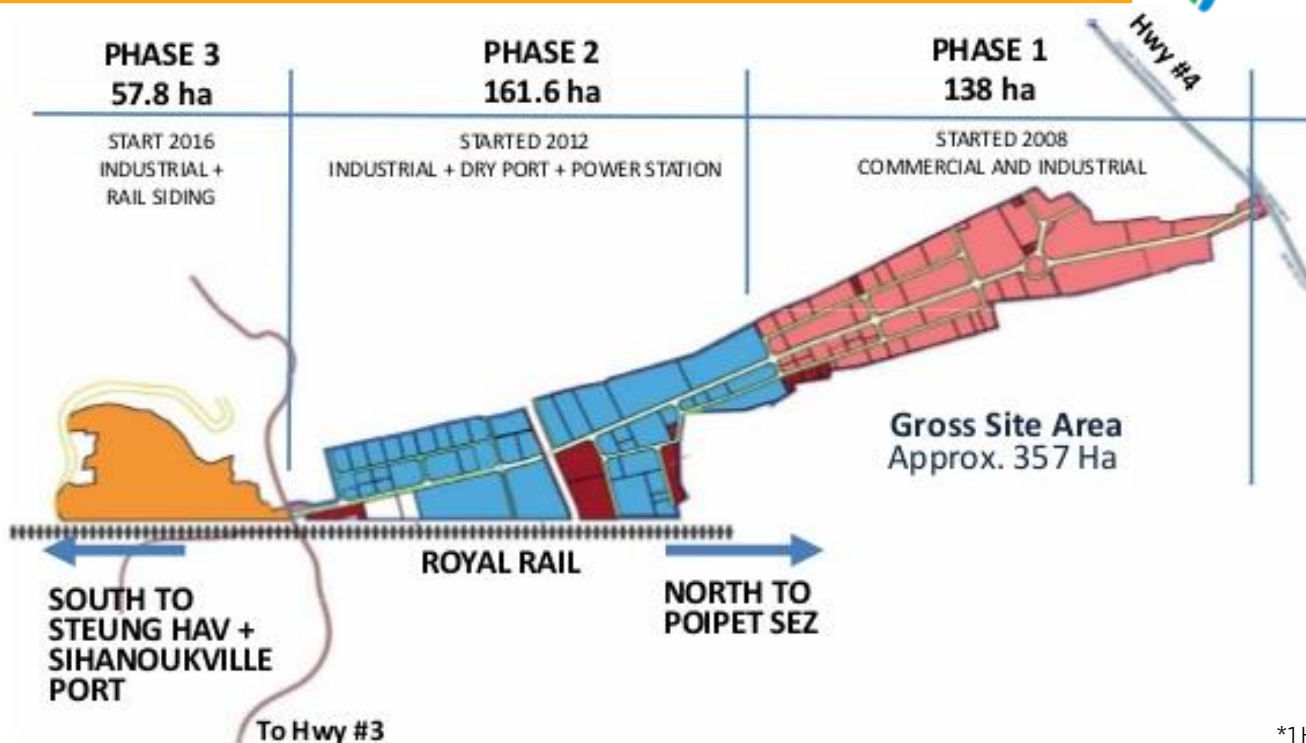
Future Plan

- 1** JWD Store it! Huamak
- 2** JWD Store it! Ramintra
- 3** JWD Store it! Vibhavadi
- 4** JWD Store it! Ratchada
- 5** JWD Store it! Phayathai
- 6** JWD Store it! Thiamruammit
- 7** JWD Store it! Rama 4
- 8** JWD Store it! Thonglor
- 9** JWD Store it! Bangkhae
- 10** JWD Store it! Bangna



3Q-2018 KEY HIGHLIGHTS

OVERSEAS : CAMBODIA



*1 Ha. = 10,000 Sq.m

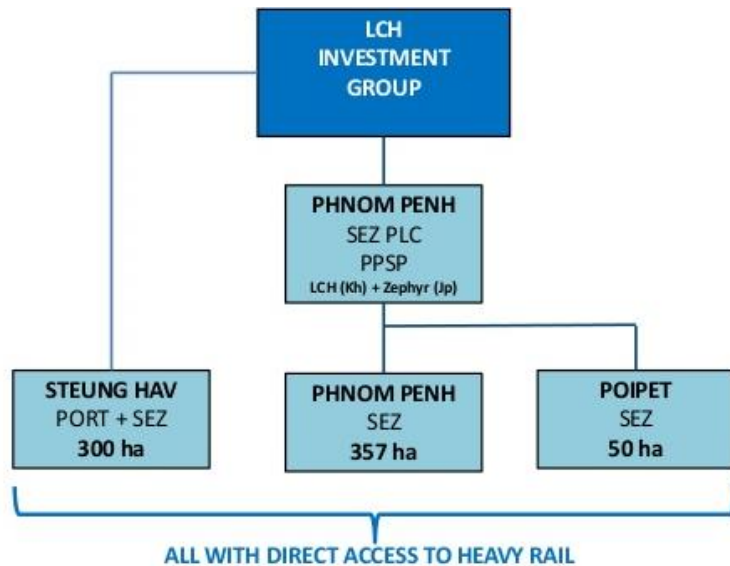
- PPSP was listed on Cambodian Stock Exchange Market on 30th May, 2016
- JWD acquire 14.6% stake in PPSP
- All foreign manufacturers in PPSEZ, regardless of export or domestic purpose are 100% foreign owned
- PPSEZ accommodates global manufacturers such as Ajinomoto, Coca-Cola, Laureilton Diamonds (Tiffany & Co.), Minebea & DENSO. There are also manufacturers from Thailand such as Betagro, SVI and Thai President Foods (Mama)
- PPSEZ total area of land size: Approx. 357.32 Ha* (3 Phase)
- JWD take margins since Q3/2018

3Q-2018 KEY HIGHLIGHTS

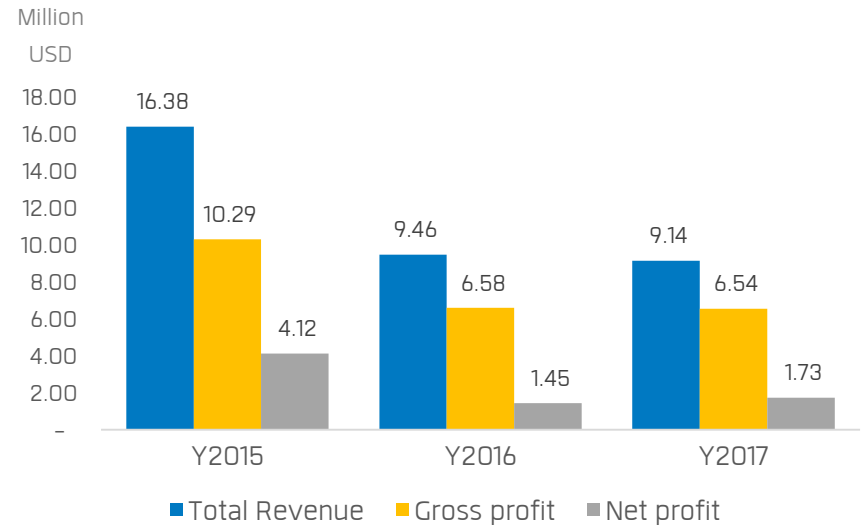
OVERSEAS : CAMBODIA



Structure



PPSP Performance



Business Highlights

- 2006, the company purchased a land of approximately 352.46 HA, of which 137.94 HA is used to commence the construction of Phase I of PPSEZ (out of 3 phases) with capacity to accommodate a total of 78 factory lots and commercial lots
- 2011, the phase II of PPSEZ commenced with the construction of factory units and many additional infrastructure such as roads and drainage to secure new investors.
- 2014, the company purchased approximately 52.95 HA of vacant land in Banteay Meanchey to develop Poipet PPSEZ
- 2016, the company became the 4th listed company in Cambodia Securities Exchange ("CSX") PPSEZ hosts 82 multinational zone investors where the majority comes from Japan, Malaysia, Taiwan, China, USA, and Korea in various industries such as automobile parts, garment, food and beverage, plastic products, and jewelry

3Q-2018 KEY HIGHLIGHTS

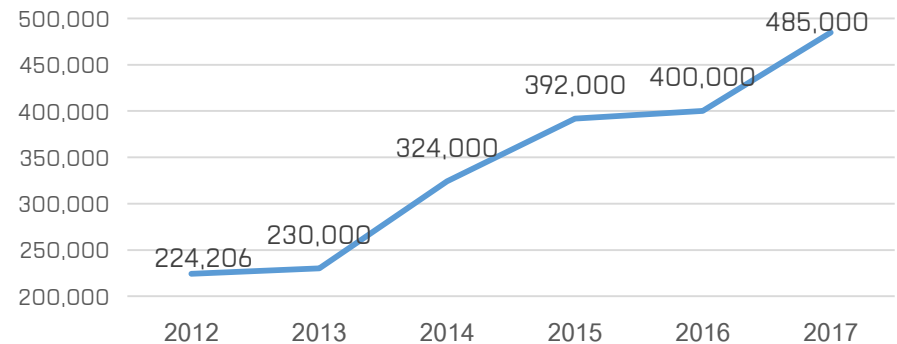
OVERSEAS : CAMBODIA



Bok Seng PPSEZ Dry Port Co.,Ltd

- JWD acquire 40% stake in Bok Seng Co. (affiliated Co. of PPSP)
- Occupies 10.5ha of warehouse and container yard
- Provides comprehensive logistics solutions
- Facilitate import / export transactions for PPSEZ investors
- JWD will take Bokseng margins in Q4/2018

Cambodia's Container Port Throughput (TEU)



Source : CEICDATA.COM / United Nations Conference on Trade and Development

AGENDA



COMPANY OVERVIEW



3Q18 HIGHLIGHTS



PROJECTS UPDATE



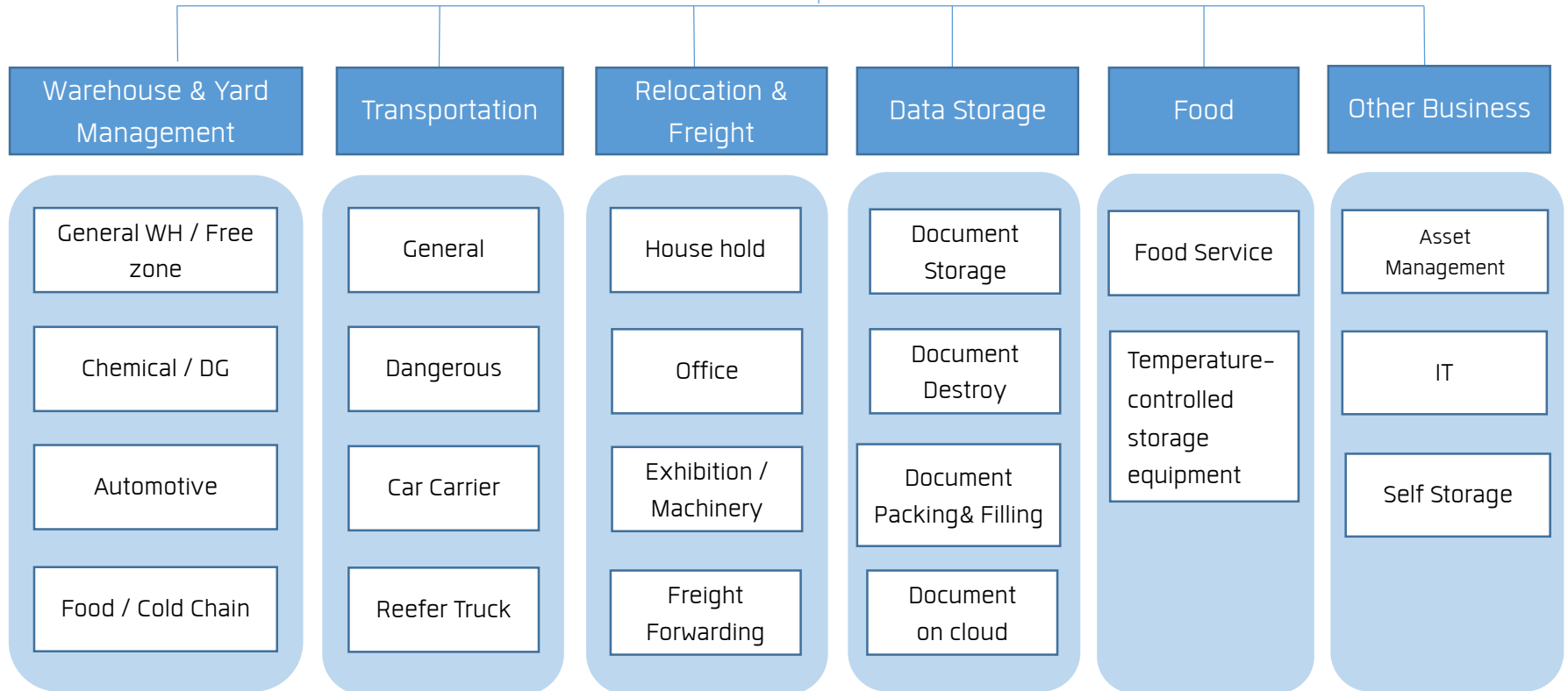
FINANCIAL PERFORMANCE



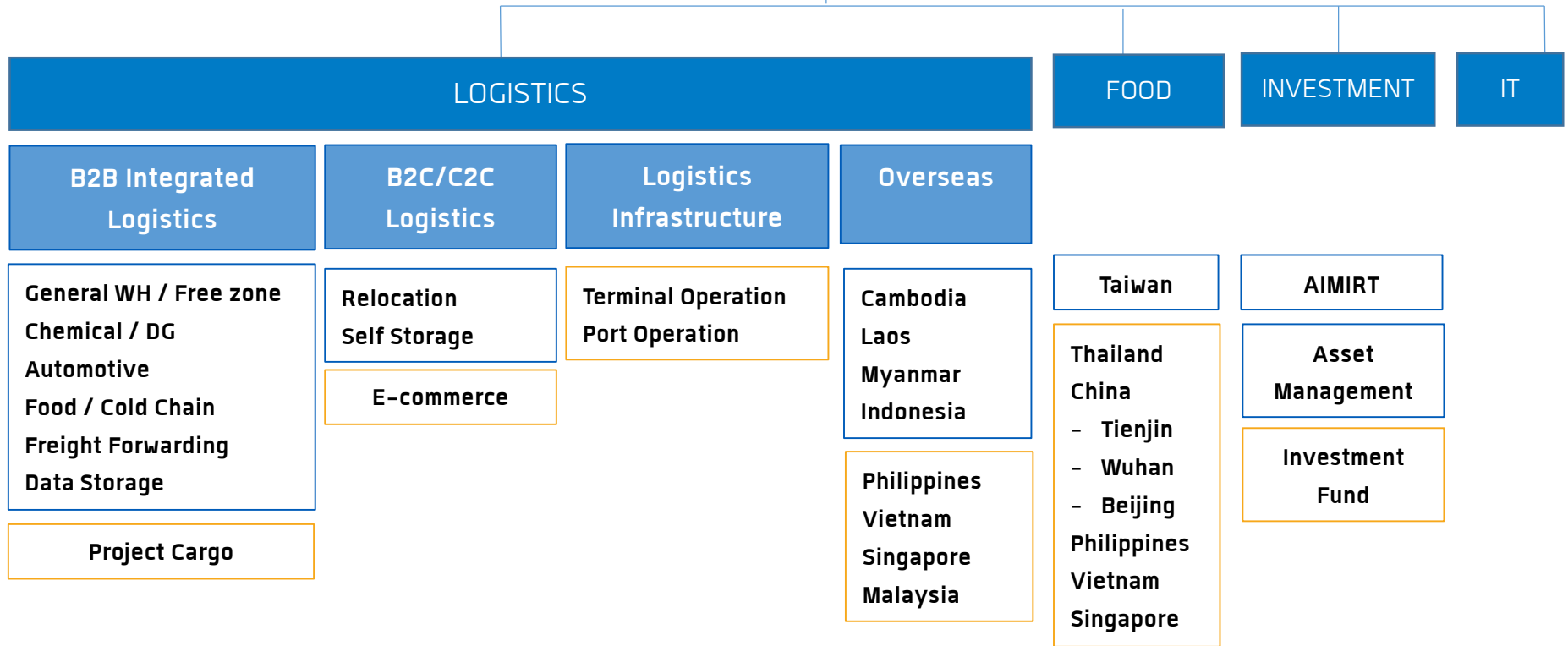
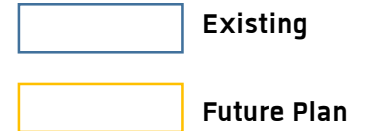
Strategic execution plan to deliver the sustainable growth

JWD reshaping the future business pillars to sustain long-run growth

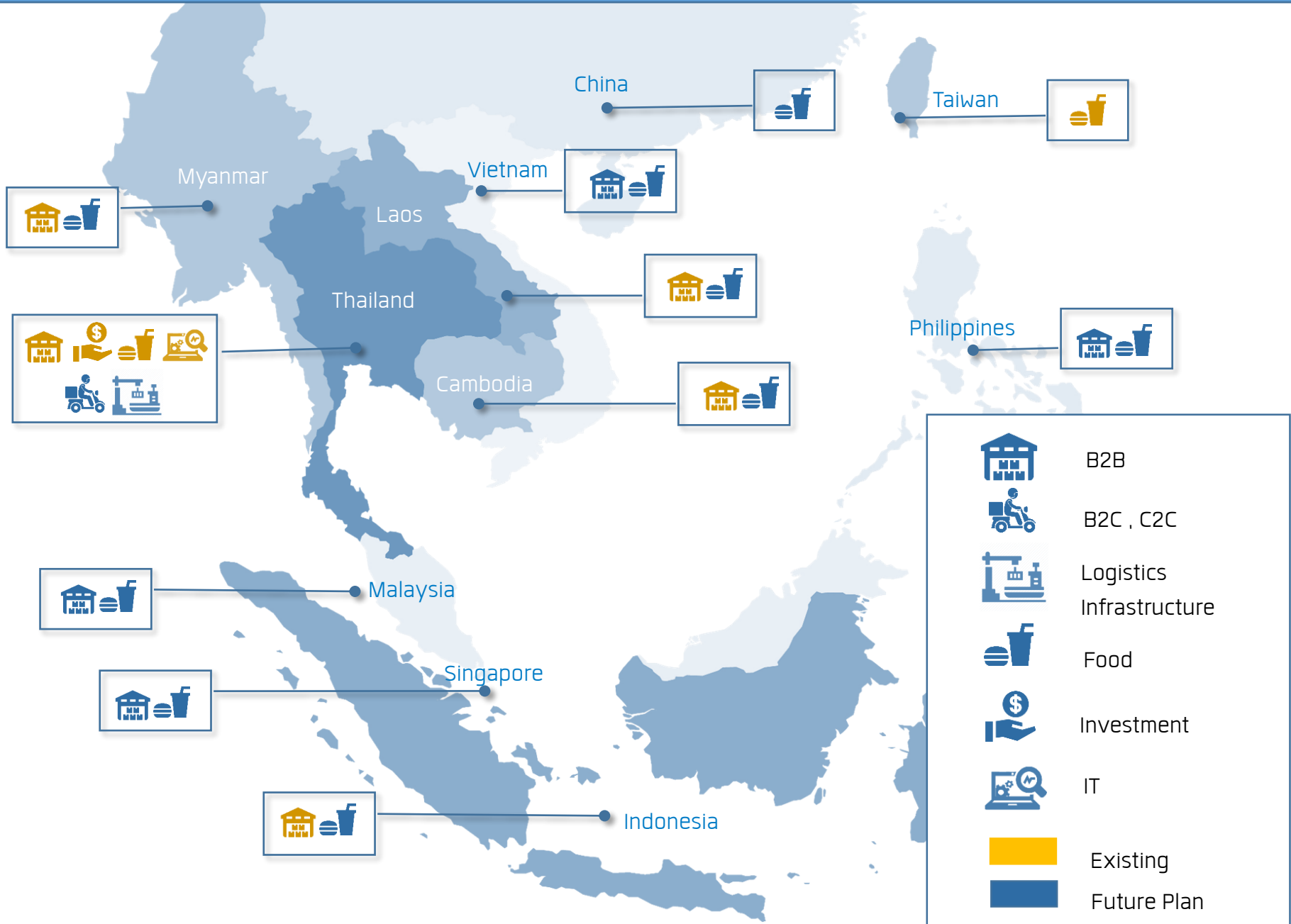
Existing Business Structure



New Business Structure



REGIONAL EXPANSION



JOINT VENTURE



BOK SENG



LOGISTICS

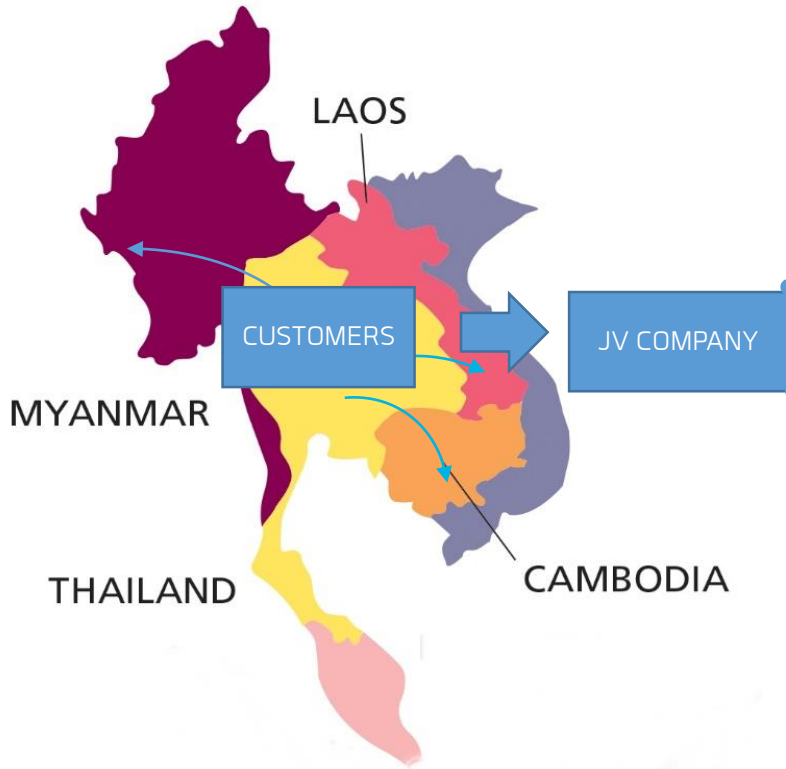
JV WITH BOKSENG



Mr. Charvanin Bunditkitsada ,Chairman of the Executive Committee and Chief Executive Officer of JWD InfoLogistics Public Company Limited (JWD), and Mr. Ng Lian Soon, Chairman of Bok Seng Logistics Pte Ltd, signed an agreement to establish JWD Bok Seng Logistics (Thailand) Limited as a Thailand-incorporated joint-venture company with a registered capital of THB 4 million, of which shares will be held by JWD at 60% and Bok Seng at 40%, in order to conduct project cargo logistics activities (e.g. transport of heavy machines, relocation of oil exploration platforms, etc.), which require specialized know-hows and expertise, in Thailand and Laos.

JV WITH BOKSENG

Integrated project cargo service in Thailand



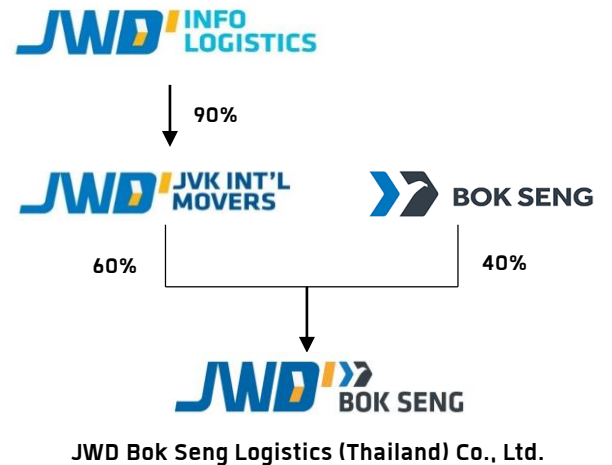
- Sharing Facilities and Equipments for Project Cargo
- One stop service for project cargo logistics

- Sharing network and customer base
- Sharing knowledge and technology

Name of Joint Venture : JWD Bok Seng Logistics (Thailand) Co., Ltd.

CAPEX : Approx. THB 25 Million

Objective : To make the project cargo services more efficient and make opportunity to expand



Project Cargo

Managing the international transportation of large, heavy, high value or complex pieces of equipment which require individual transport planning from origin to destination. The materials can be sourced globally, or from one individual location. The oil and gas, wind power, mining, engineering, and construction industries are heavily involved in this level of transportation. It can move by land, sea, or air, and can involve trucks, rail, cranes, ships, barges and/or planes.



Heavy lift for sky train project



Heavy haulage for power plant project



Crucial offshore logistics linkage for on-forwarding of heavy and out-of-gauge (OOG) cargo



JWD established a JV firm in Thailand jointly with South Korean major operator CJ Logistics to provide logistics solutions to customers in the B2B and booming e-commerce segments, as part of its moves to grow its presence in the existing core segments and create e-commerce as a new core segment, thus widening its range of solutions for end-customers and strengthening its group's businesses

Integrated logistics business in Thailand and representing business development



Capability Integration



Total Foot Print 79,873 Sqm.
Trucking Fleet ~900 Trucks

Total Foot Print 1,001,491 Sqm.
Trucking Fleet > 500 Trucks

- ✓ General warehouse & Sorting Center
- ✓ Container yard
- ✓ Central Distribution Center (1 CDC)
- ✓ Regional distribution center (61 RDC)
- ✓ Distribution & last miles delivery
- ✓ B2C/C2C e-Commerce System & Technology

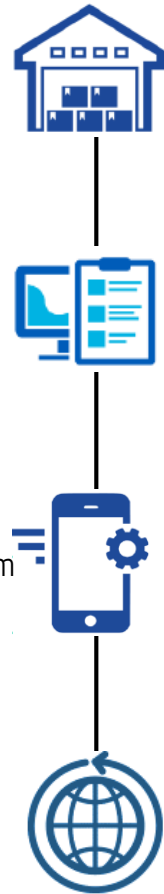
- ✓ Warehousing (general and free zone)
- ✓ Chemical & DG terminal and warehouse
- ✓ Automotive Logistics
- ✓ Food & Cold Logistics
- ✓ Transportation & Distribution
- ✓ B2B Logistics System & Technology

Operation Platform

- ✓ Warehouse & Order fulfilment Management System
- ✓ International Freight Management System
- ✓ Transportation management system
- ✓ Container yard operation & customs clearance
- ✓ Distribution Network (B2B, B2C, last-miles)

Operation Platform

- ✓ Warehouse & Cold Chain Management system
- ✓ DG. Net (consolidate data for chemical and DG goods)
- ✓ Automotive yard management system
- ✓ Transportation management system
- ✓ Customs clearance expertise



STRATEGIC VALUE PROPOSITION & BENEFITS



Sharing resource



Asset maximize & utilization



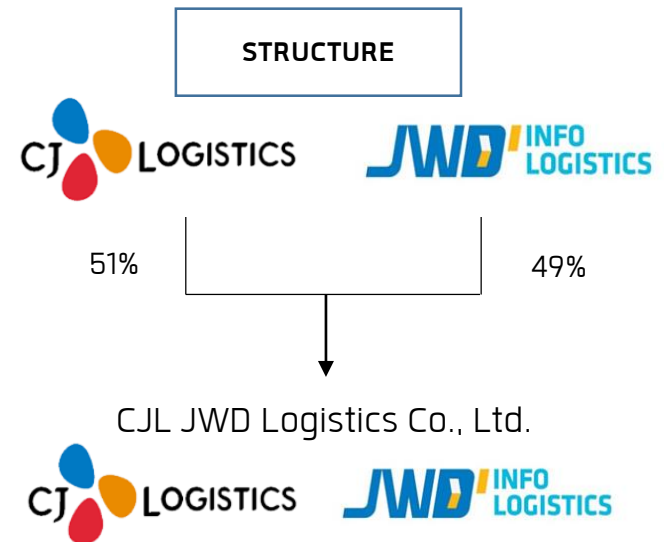
Sharing knowledge and technology



Aligning future investment or new market entry



Sustainable Growth



Name of Joint Venture : CJL JWD Logistics Co., Ltd.

CAPEX : Approx. THB 20 Million

Objective : To make the company opportunity to learn technology and expand customer base

BUSINESS KEY HIGHLIGHT



- Operating 6 hub-terminals, 3 local hub-terminals, 4 consolidation hub-terminals in Seoul conurbation and 270 sub-terminals across the country
- Asia's largest mega hub-terminal will open in June 2018 (its floor area is equivalent to size of 40 football fields)
- Country's most sophisticated delivery network consisting of 24,000 shipping outlets and 17,000 delivery truck drivers

Daily Parcel Box Handling Capability

6,671,000 parcels

Market Share



44.2%

Logistics Hubs



110 locations

Transportation Fleet

19,000 vehicles

Annual Handling Capability



1.05 BIL Parcels

Local Network



290 locations




CONTRACT LOGISTICS

CJ Logistics promises systematic and efficient operation based on advanced logistics infrastructure and consulting expertise



PARCEL

CJ Logistics is the leading parcel service provider in the domestic market with Korea's largest infrastructure and delivery networks with high density. We pursue accurate and timely delivery of maximum 5.28 million in a day



FORWARDING & INTERNATIONAL EXPRESS

CJ Logistics is the total logistics services include the sea & air transport of import/export freight, customs clearance, storage, and international express services in the global e-commerce market



STEVEDORING & TRANSPORTATION

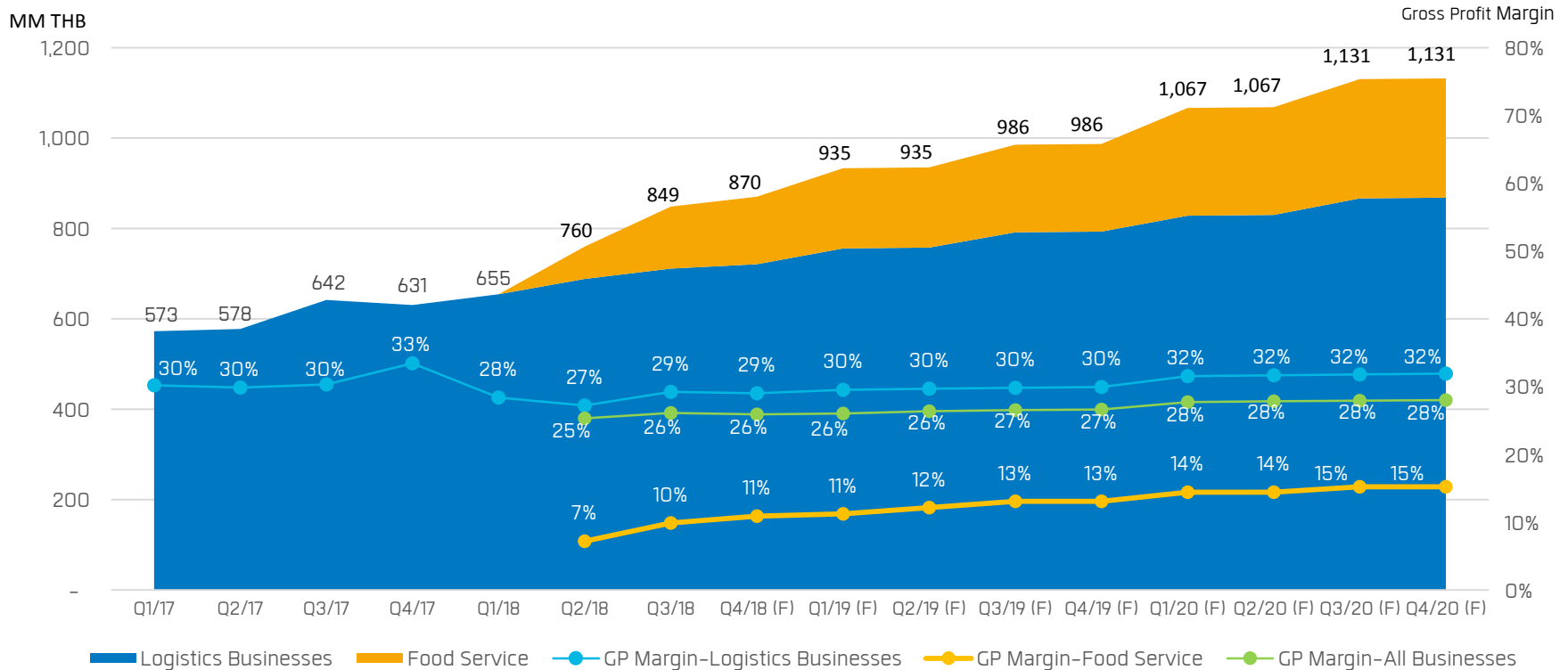
CJ Logistics provides the optimized, unparalleled, and full range of services from stevedoring to inland transportation



PROJECT LOGISTICS

CJ Logistics developed many EPC project experiences and professional engineering competencies for delivering tailored-customer solutions.

Rental and Service Income* Trend and Gross Profit Margin



Key Factors for gross profit margin increase

- Food service business (CSLF) has higher GP margin than Q2-18 from seasonal effect
- GP margin of transportation improved from replacement of high rental cost of Reach Stacker (RSK) for rail service with depreciation expense in Q3-18
- Potential to increase occupancy rate of general warehouse without additional investment

* Consolidated rental and service income in Financial Statement

AGENDA



COMPANY OVERVIEW



3Q18 HIGHLIGHTS



PROJECTS UPDATE



FINANCIAL PERFORMANCE



Total Revenues and Service Capabilities

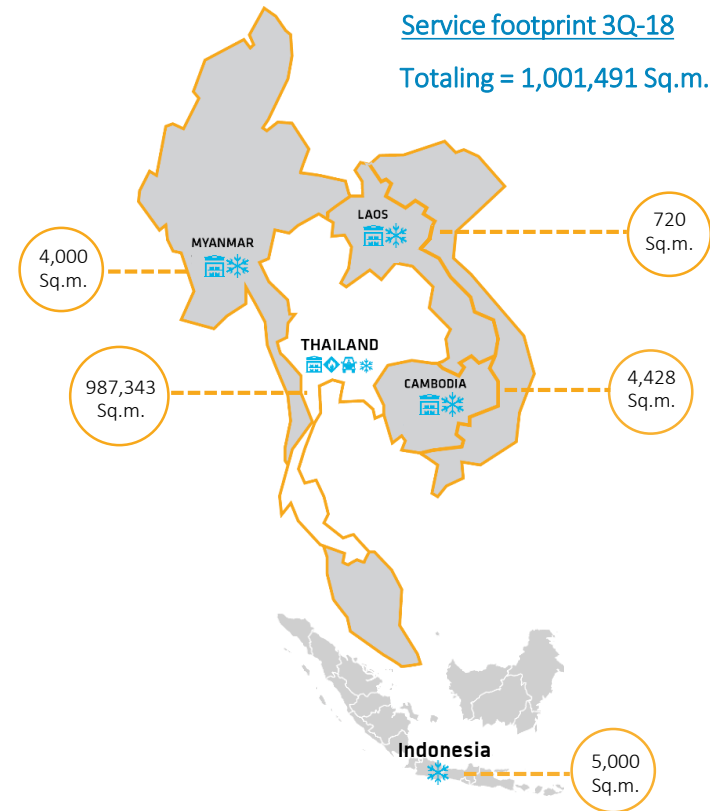
Warehouse Capacities

(Unit: sq.m.)	2016	2017	Q3/18
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

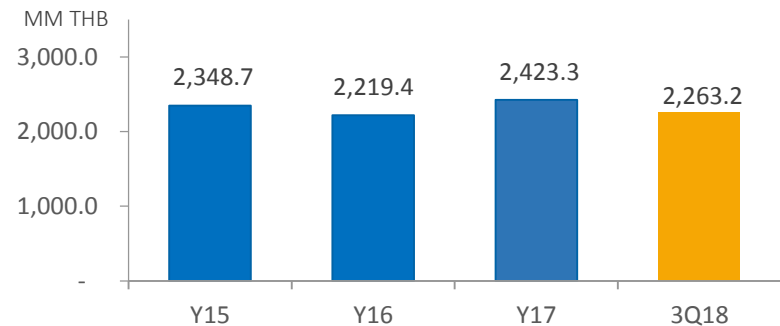
Yard Capacities

(Unit: sq.m.)	2016	2017	Q3/18
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

Service footprint 3Q-18
 Totaling = 1,001,491 Sq.m.

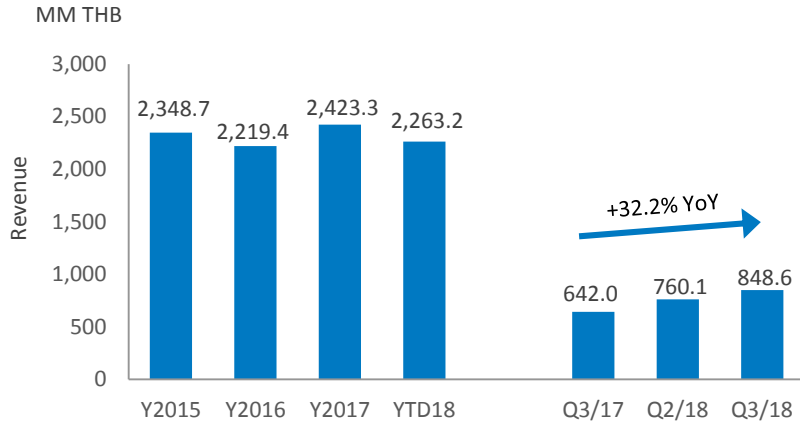


Revenue and Growth

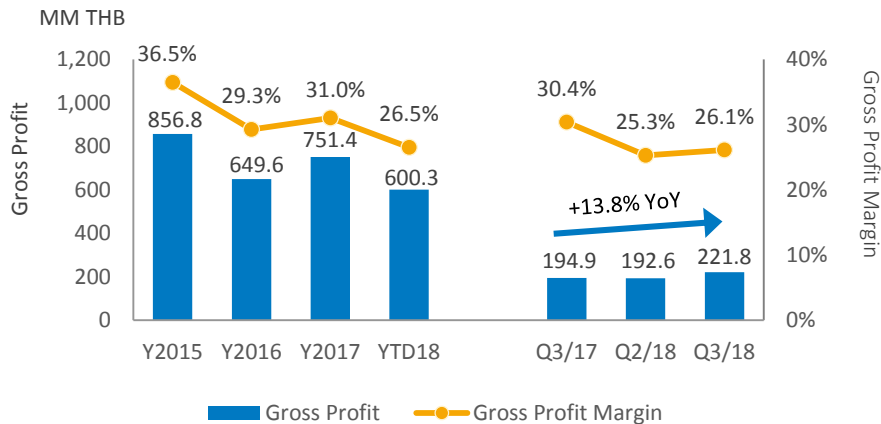


Revenue & Gross Profit

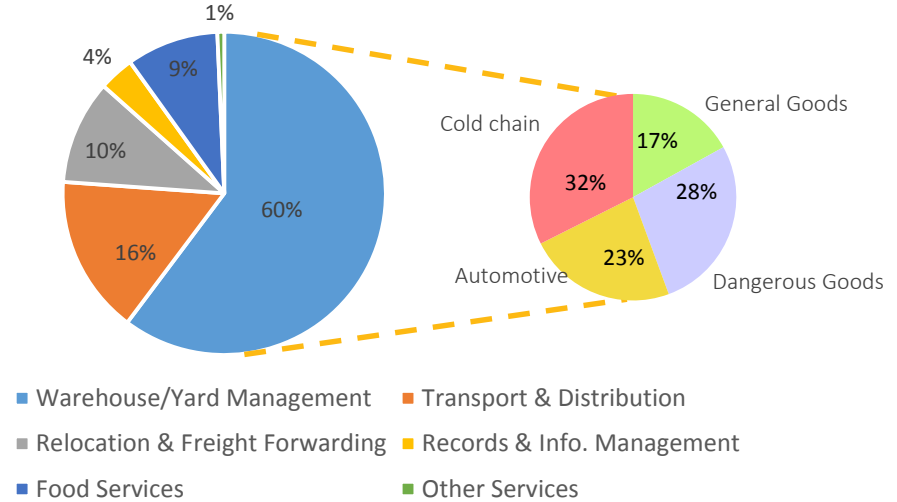
Revenue from Rental & Services



Gross Profit and Gross Profit Margin



Revenue breakdown

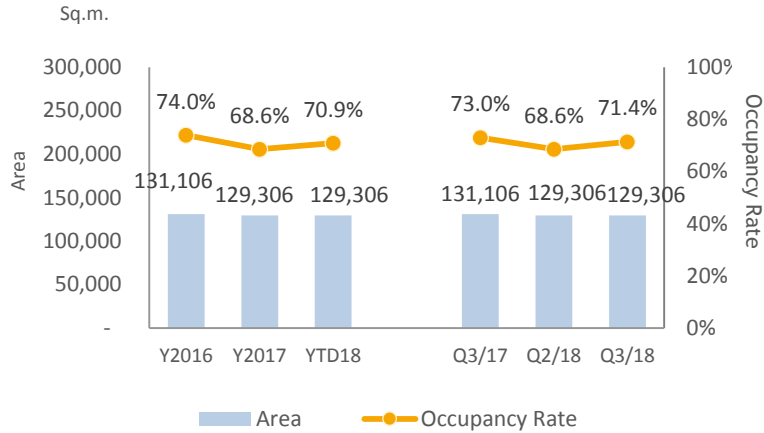


- Revenue for Q3-2018 was THB 848.6 mm, increased 32.2% YoY, the increased revenue was mainly due to higher revenue from warehouse and yard management business especially in cold storage, transportation and distribution businesses and food services business
- Gross profit margin was 26.1% decreased from the same period last year but expect to improve in 2H18 from food service

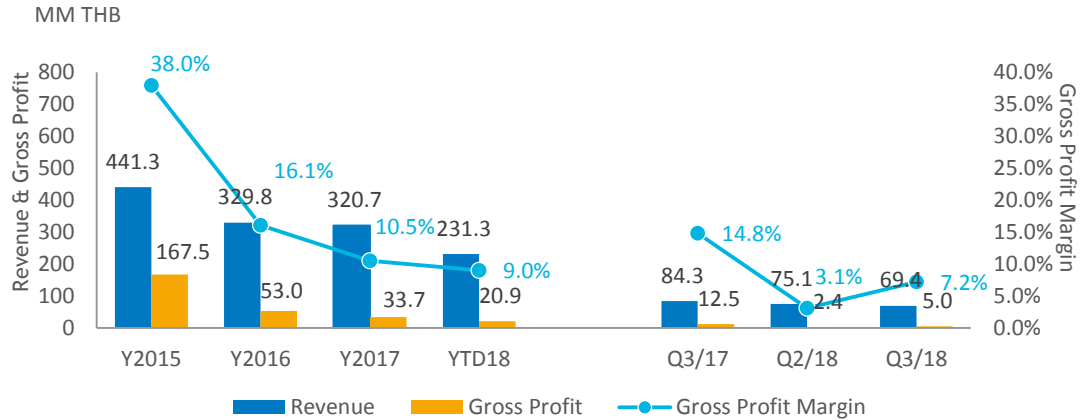
Revenue and Gross Profit by Business

Warehouse & Yard Management: General Goods + Chemical Warehouses

Area & Occupancy Rate

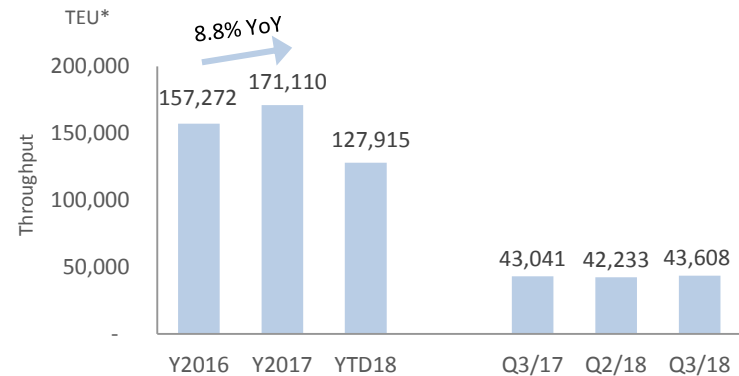


Revenue & Gross Profit

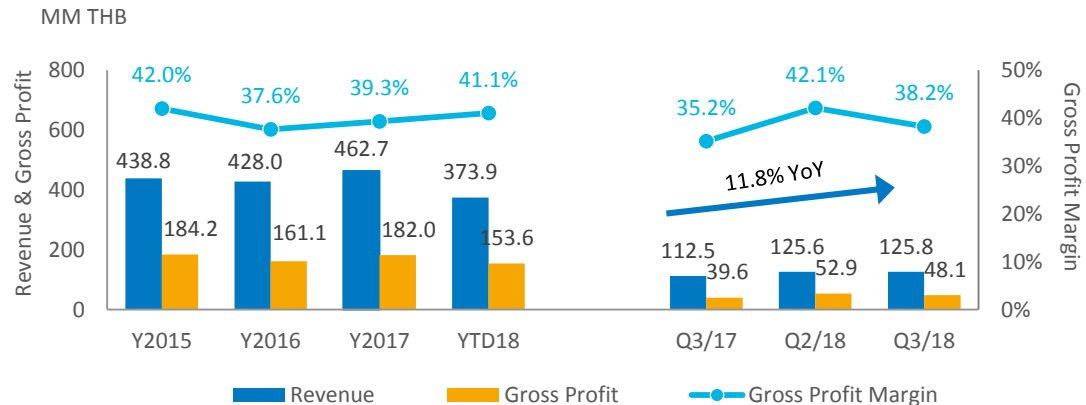


Warehouse & Yard Management: Dangerous Goods Terminal

Dangerous Goods Yard Throughput



Revenue & Gross Profit

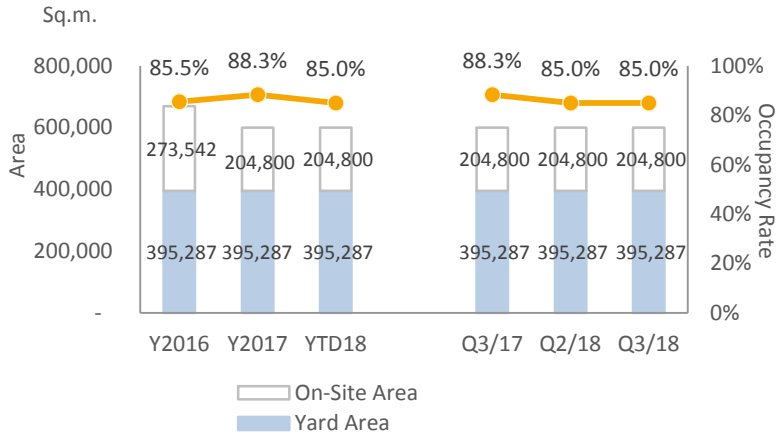


*TEU = Twenty-Equivalent Unit

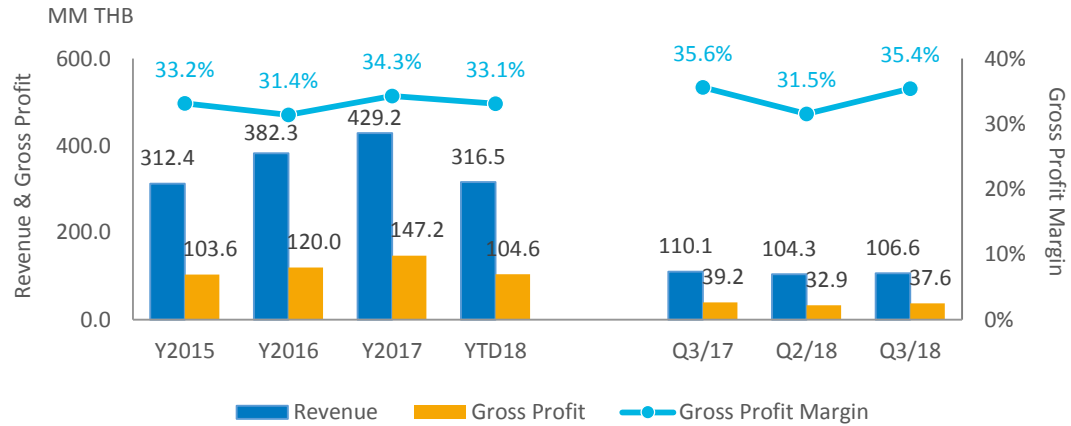
Revenue and Gross Profit by Business (Cont'd)

Warehouse & Yard Management: Automotive

Area & Occupancy Rate

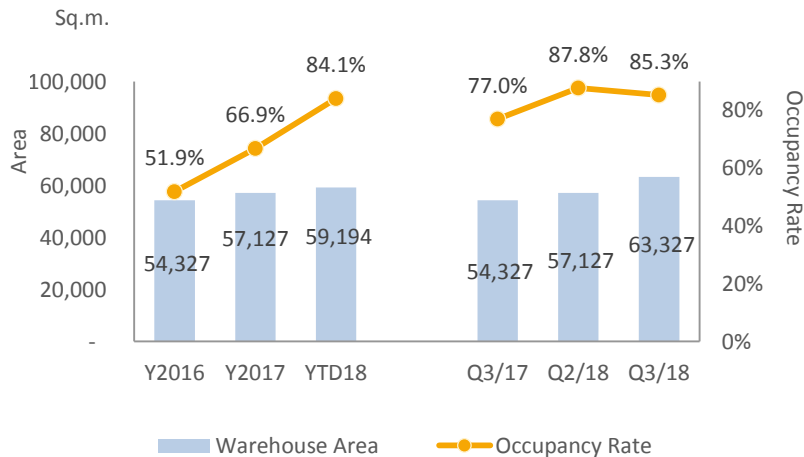


Revenue & Gross Profit

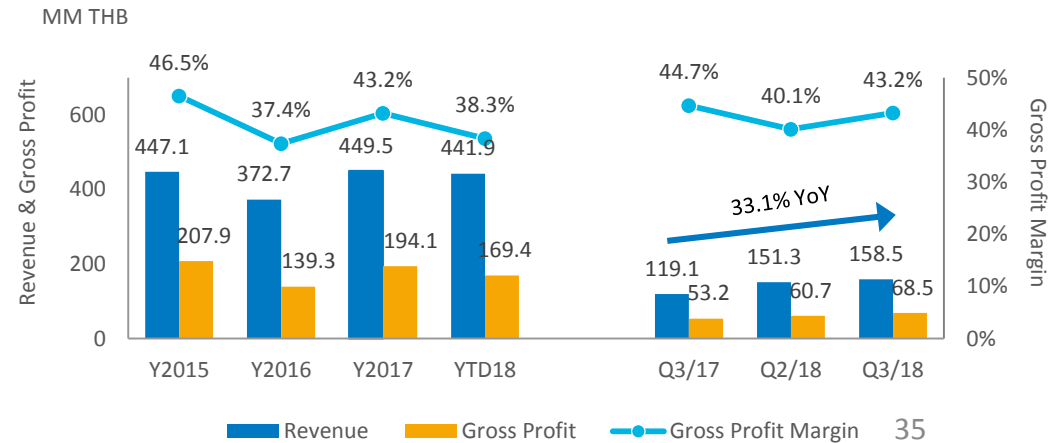


Warehouse & Yard Management: Cold Storage

Area & Occupancy Rate



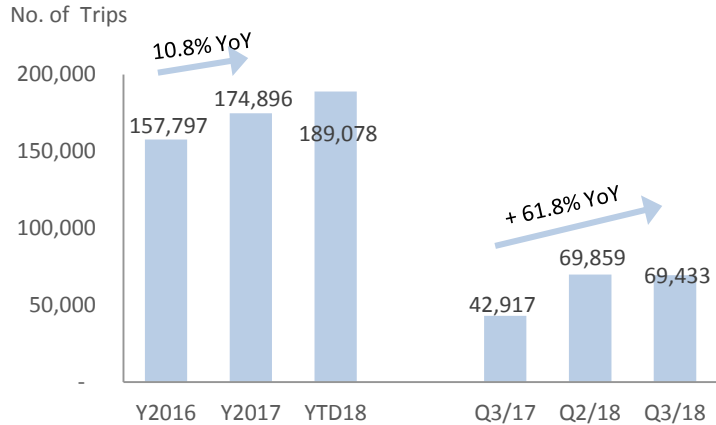
Revenue & Gross Profit



Revenue and Gross Profit by Business (Cont'd)

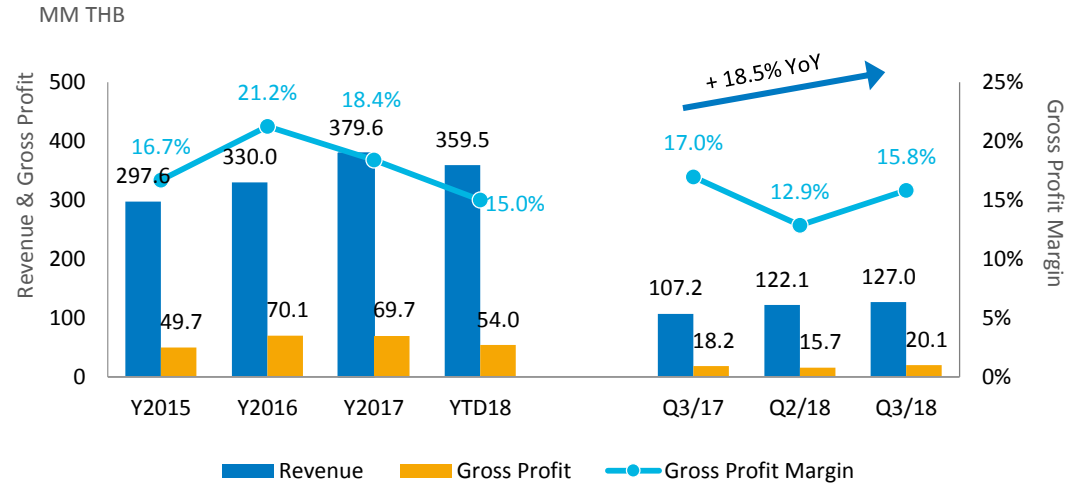
Transportation & Distribution

No. of Trips *



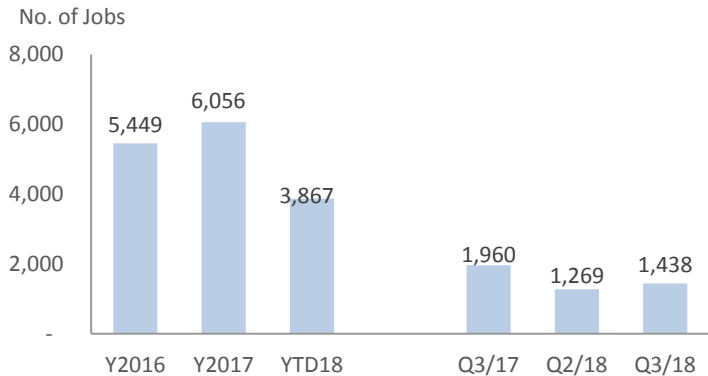
* including internal transportation services

Revenue & Gross Profit

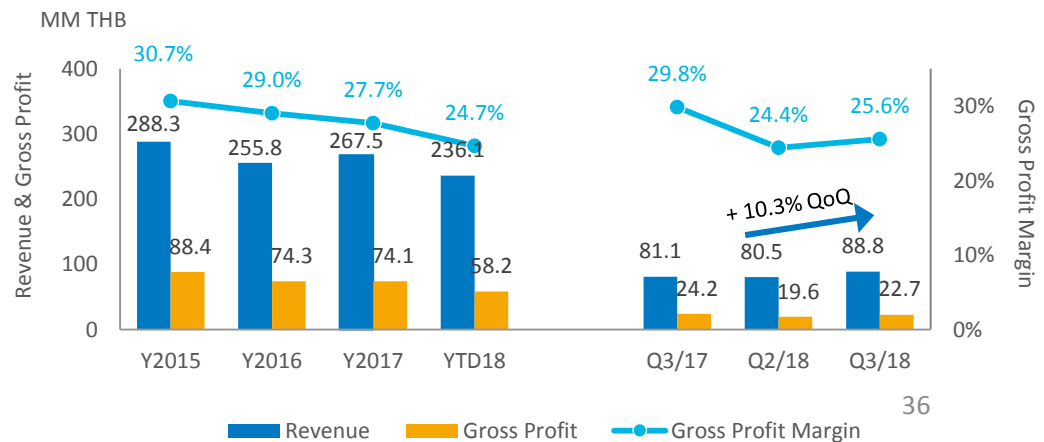


Relocation Service

No. of Jobs



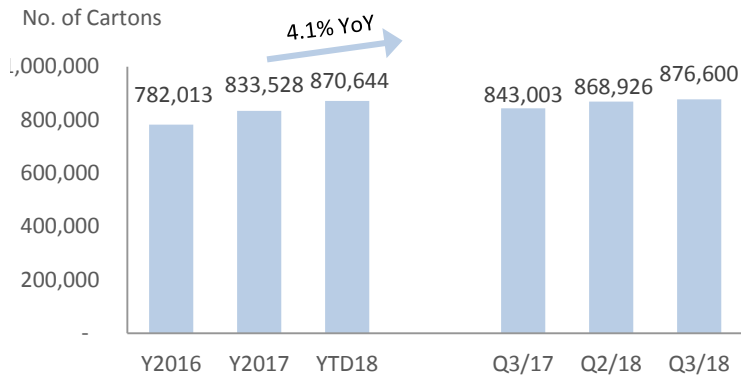
Revenue & Gross Profit



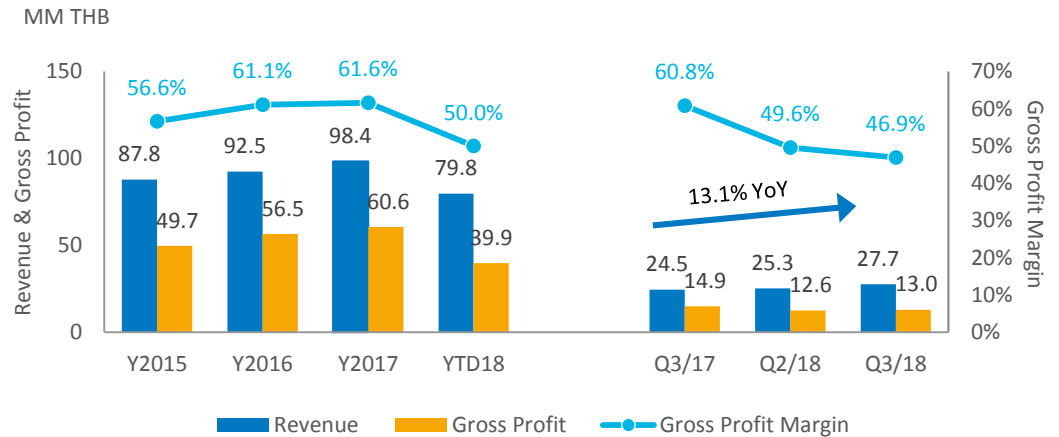
Revenue and Gross Profit by Business (Cont'd)

Record & Info Management

No. of Cartons

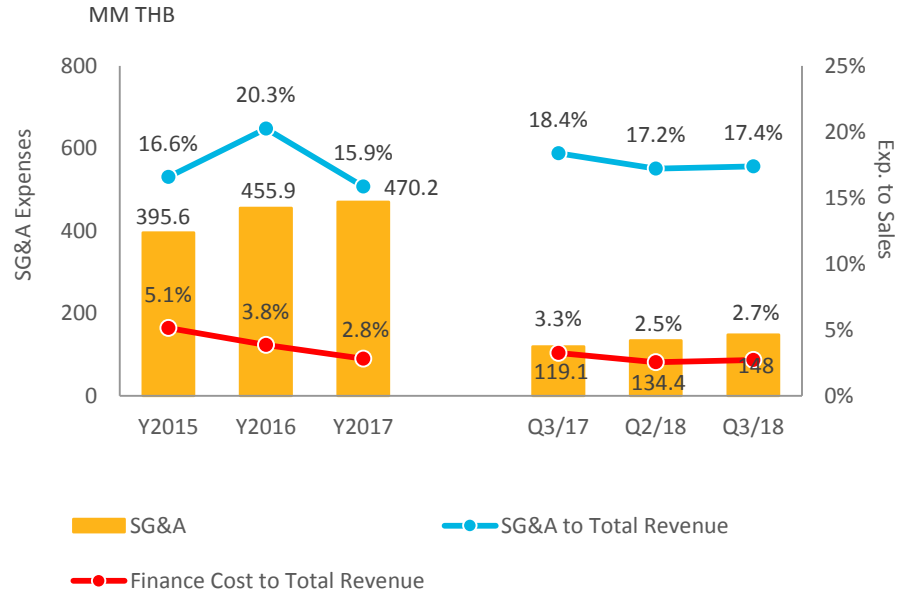


Revenue & Gross Profit

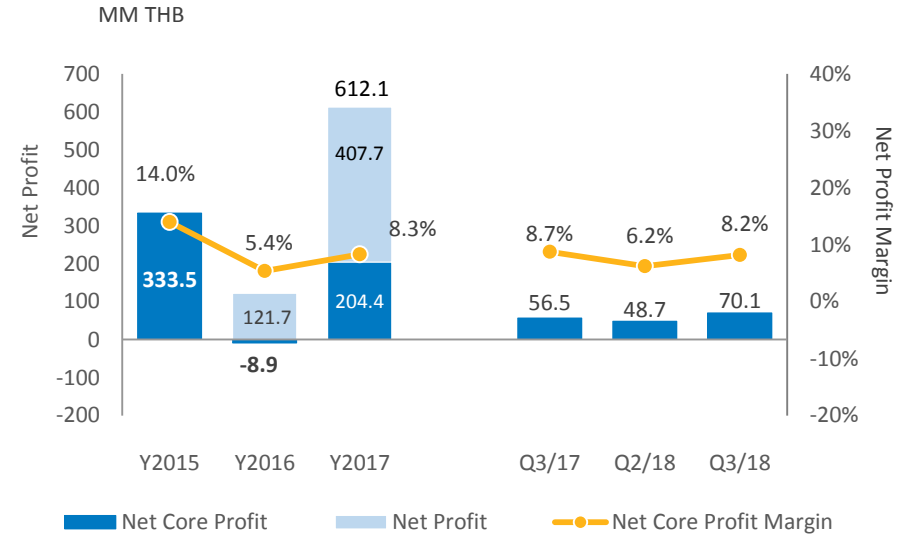


SG&A Expenses & Net Profit

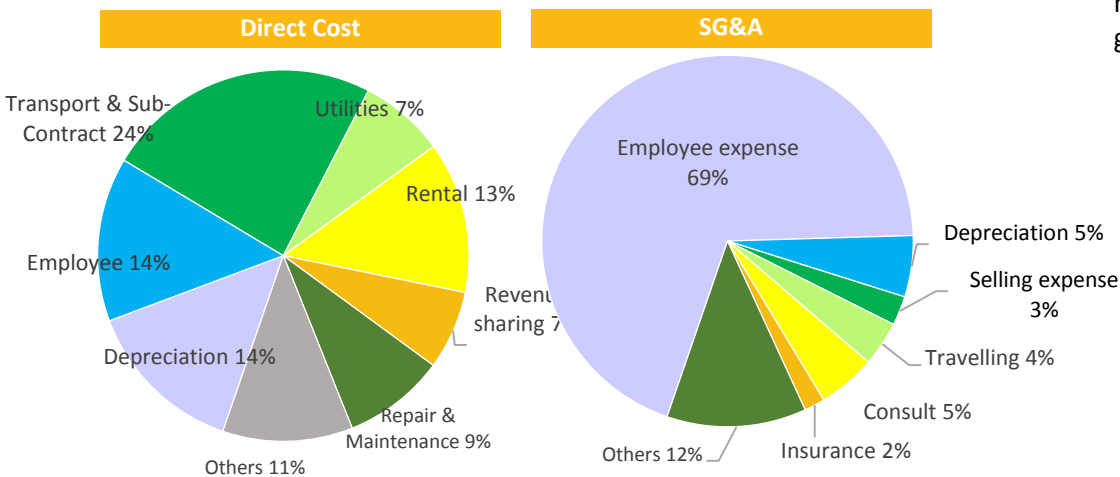
SG&A Expenses & Finance Cost



Net Core Profit* and Net Core Profit Margin



Cost Structure

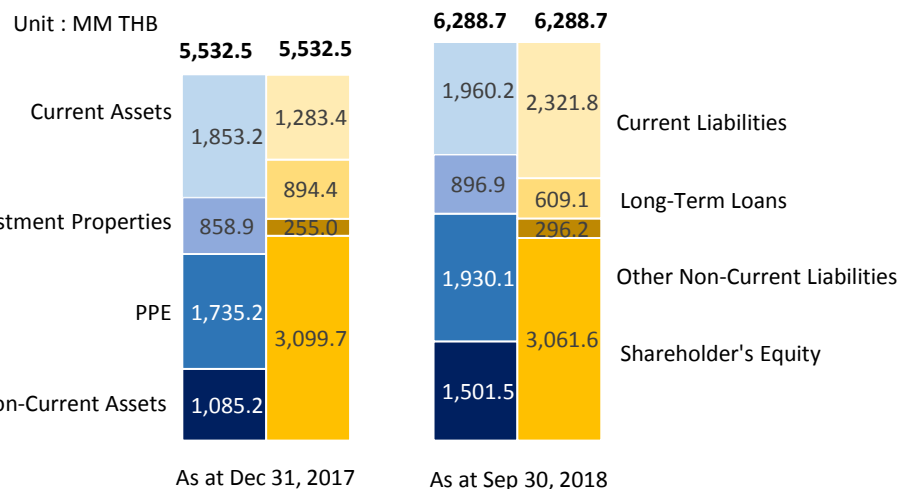


- Q3-2018 Net core profit* 70.1 Million, higher than the previous year by Baht 13.6 Million, or 24.1%, while net profit margin slightly declined to 8.2%, mainly resulted from lower gross profit margin

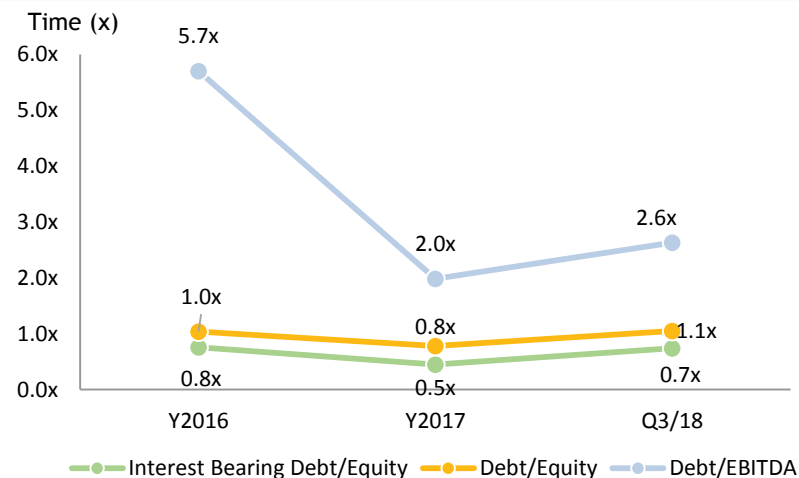
* Net profit attributable to owners of the Company

Financial Position

Statement of Financial Position



Key Financial Ratios



Cash Flows

(Unit : MM THB)	Nine-month Period		Three-month Period	
	2017	2018	Q2/18	Q3/18
Cash and Cash Equivalents at 1 Jan and 1 Jun	259.8	1,218.8	787.1	441.2
Operating Activities	312.8	324.3	125.6	248.2
Investing Activities	(40.2)	(1,204.5)	(463.5)	(237.1)
Financing Activities	(253.5)	245.7	(1.1)	123.6
Impact of foreign exchange rates	0.3	(4.4)	(6.9)	2.5
Net Increase / (Decrease)	19.4	(638.9)	(345.9)	137.2
Cash included disposal assets group classified as held for sales	-	(0.8)	-	0.7
Cash and Cash Equivalents at 31 Dec 17, 31 Jun and 30 Sep 18	279.9	579.0	441.2	579.0



JWD received a Thailand Sustainability Investment (or THSI) Award, for JWD's presence in the 2018 list of THSI stocks (effective next year), which contains the stocks that meet SET's environmental, social and governance (or ESG) standards and thus present investment choices that can produce long-term returns sustainably.




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Thailand Sustainability
Investment 2018 (THSI)