



OPPORTUNITY DAY 1Q2019



CG SCORE 2018

FitchRatings

2018 'BBB+ (tha)'



Thailand Sustainability Investment 2018 (THSI)



AGENDA

- I. COMPANY OVERVIEW
- II. EXISTING BUSINESS AND FUTURE GROWTH
- III. PROJECTS UPDATE
- IV. FINANCIAL PERFORMANCE



I. COMPANY OVERVIEW

OUR SERVICES:

* % = Revenue Contribution

56.2% WAREHOUSE & YARD MANAGEMENT

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



14.7% TRANSPORTATION & DISTRIBUTION

Nationwide Transportation, Cross Border, Express Delivery



7.5% RELOCATION & FREIGHT FORWARDING

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



17.3% FOOD SERVICE



3.2% DOCUMENT STORAGE



1.1% OTHERS BUSINESS

IT Solutions, Property Development & Management, Self Storage





II. EXISTING BUSINESS AND FUTURE GROWTH

Existing Business & Future Growth

Existing Business

Highlight

All existing business unit maintains growth except general warehouse which effects by seasonality

Dangerous goods



- Throughputs increased in highest level
- The volume of vehicle shipment increased 58.1% YoY

Transportation



- Cross-border transportation continuously growth
- Car carrier transportation increase from Mitsubishi Motors Thailand

Cold Storage



- Warehouse Building No.8 (Automate System) in Mahachai under construction progress 90%
- On cool down and test run process
- Start operation in July 2019

Future Growth

Logistics



- **Cambodia** : High level of occupancy rate in cold storage, expanding more 1,000 S.qm (in construction process)
- **Indonesia** : Additional service from existing customer (Burger King)
- **Vietnam** : Corporation with Transimex in cold storage and food, data storage, Automotive and Self Storage business

Food service



- Vegetable cutting project (Taiwan) awards from customer, already started in Q2-2019
- New Project of fresh baking of bakery products

Self Storage



- The existing space of Self Storage almost full, expanding more 1,000 Sq.m. on the 5th floor
- Self Storage franchise model and Art space in construction process and new project Safe space (Safe Deposit) also in construction process

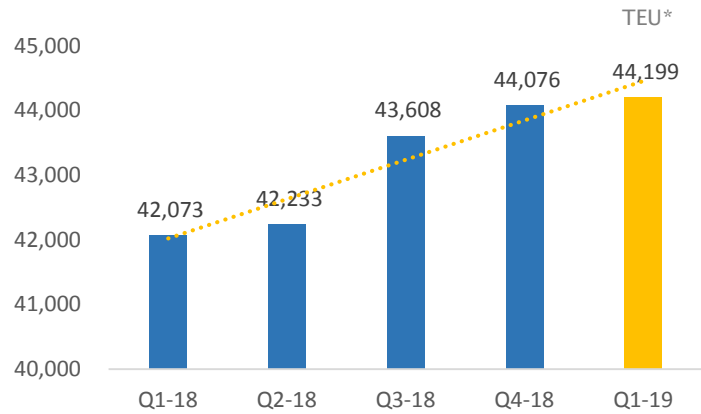
Investment



- PPSEZ phase 4 and Poipet PPSEZ in pipeline

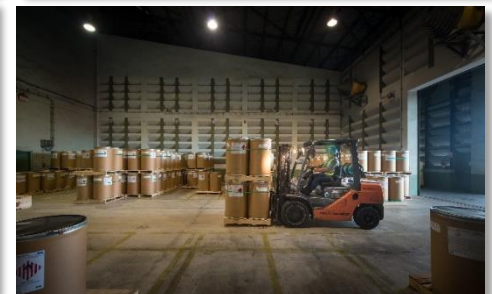
DANGEROUS GOODS

Dangerous Goods Throughput (QoQ)



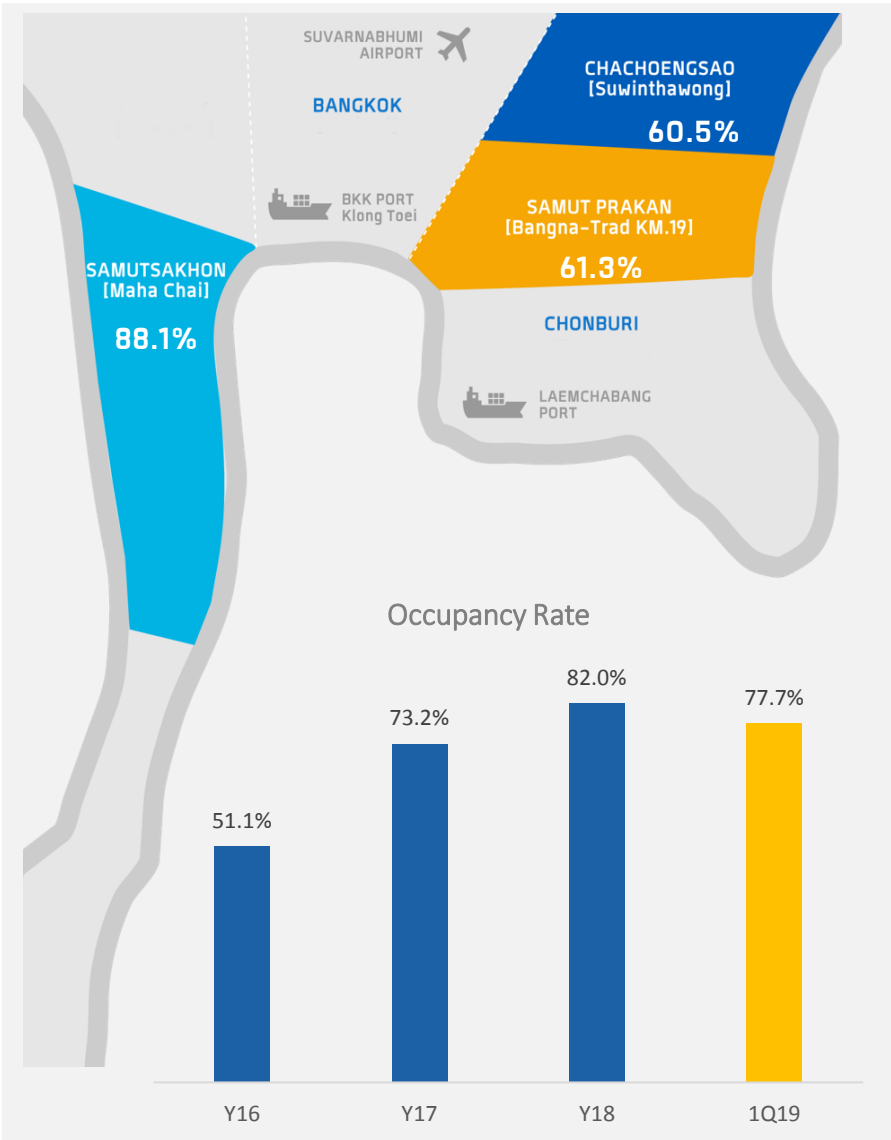
*TEU = Twenty-Equivalent Unit

KEY CUSTOMERS



Yard service capacity 173,968 Sq.m. ;
 Dangerous goods warehouses 10,032 Sq.m.
 Maximum throughput :19,200 TEUs or 12,000 Containers

COLD STORAGE



CERTIFICATE

The increased in stock level, especially tuna fish and seafood products as a result of certifications from MSC (Marine Stewardship Council) and ASC (Aquaculture Stewardship Council)



KEY CUSTOMERS



COLD STORAGE

AUTOMATION COLD STORAGE IN MAHACHAI : ASRS (BUILDING No.8)

- 50% labor cost reduction
- 30% electric cost reduction
- Improve efficiency
- On cool down and test run process



Warehouse No.8	
Warehouse Area	5,620 Sq.m
Warehouse Capacity	15,170 locations
CAPEX	464 MB.
Construction Progress	90%
Start Operation	Jul-2019

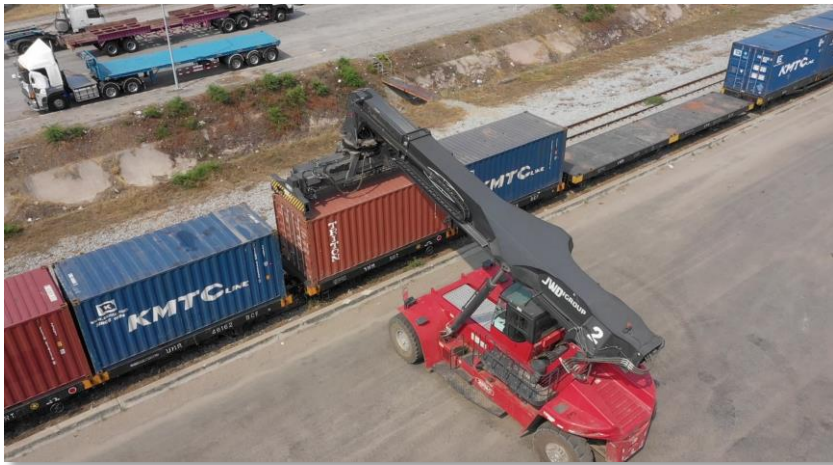


POTENCIAL CUSTOMERS

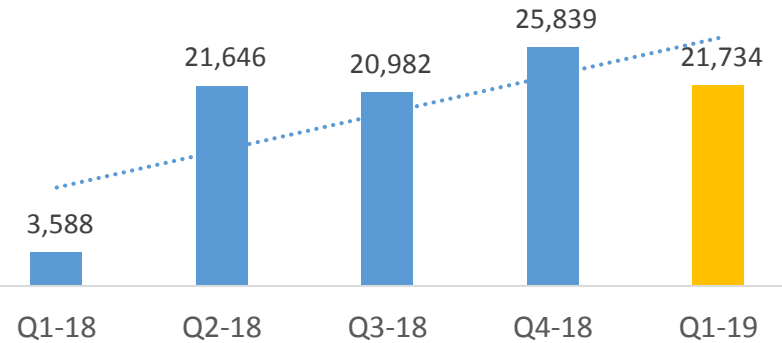


TRANSPORTATION

RAIL YARD MANAGEMENT AT LAEM CHABANG PORT



Number of Container



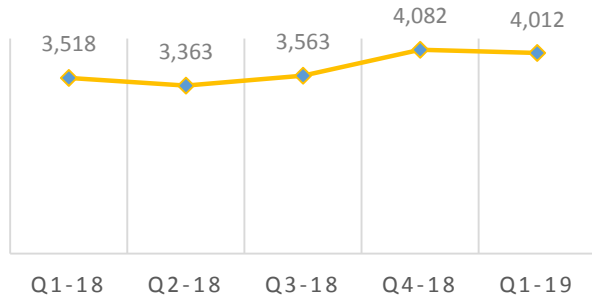
- Start operation in Feb. 2018
- Lift on / Lift off containers to load on rail mode
- Transport container from rail yard to terminal and depot
- Handle container in Laem Chabang Rail Yard

TRANSPORTATION

CAR CARRIER



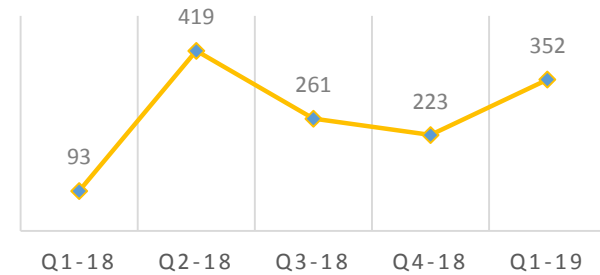
Number of Trip



- Car carrier transportation increase from Mitsubishi Motors Thailand

CROSS BORDER

Number of Trip



OVERSEAS : CAMBODIA



- Cold storage expansion in progress, area of 1,000 Sq.m.
- Start construction in March 2019
- Expect to start operation in July 2019



Integrated Logistics Management

- Container Depot Management
- Container Trucking Management
- Warehousing and Inventory Management





OVERSEAS : INDONESIA

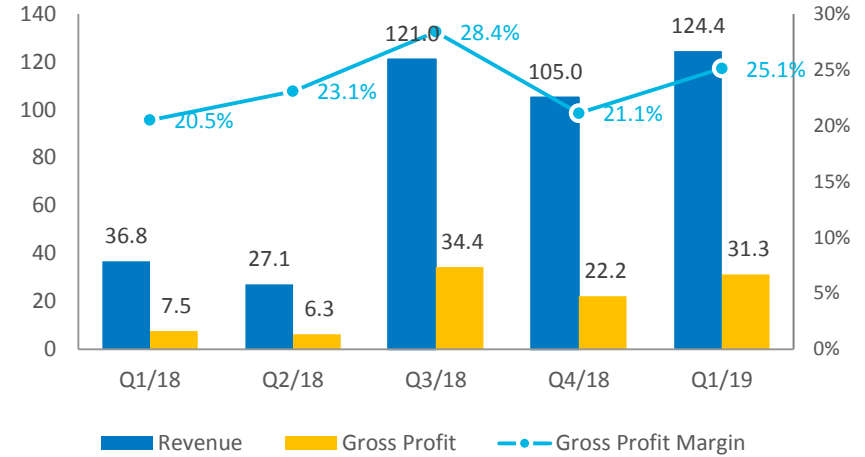


- Occupancy rate building up, reach to 70%
- Additional service from existing customer (Burger King)

OVERSEAS

Revenue and Gross Profit

MM THB

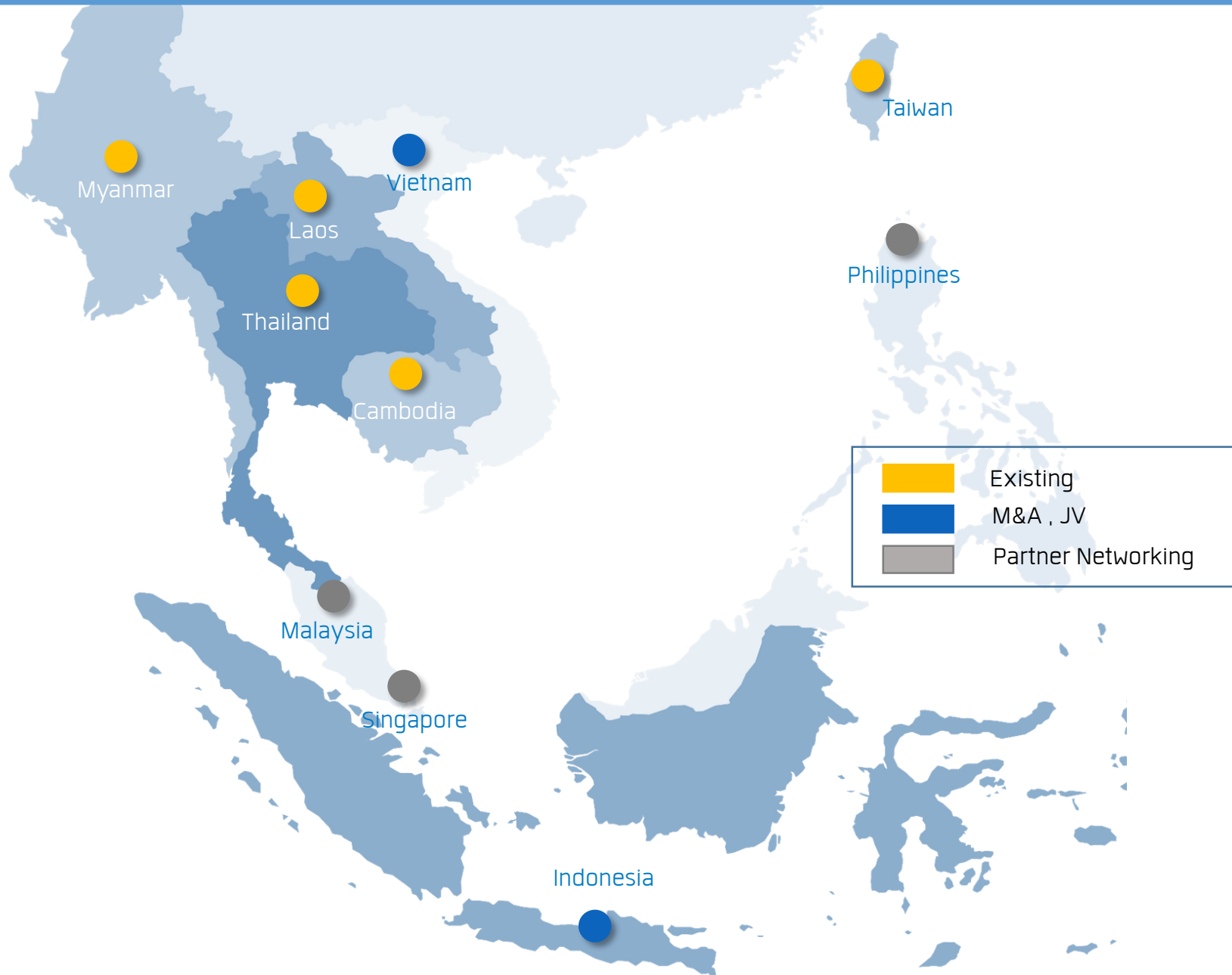


- Q1-2019 Revenue 124.4 Million, higher than the previous by, Baht 87.6 Million or 238.0% and gross profit of 25.1%.

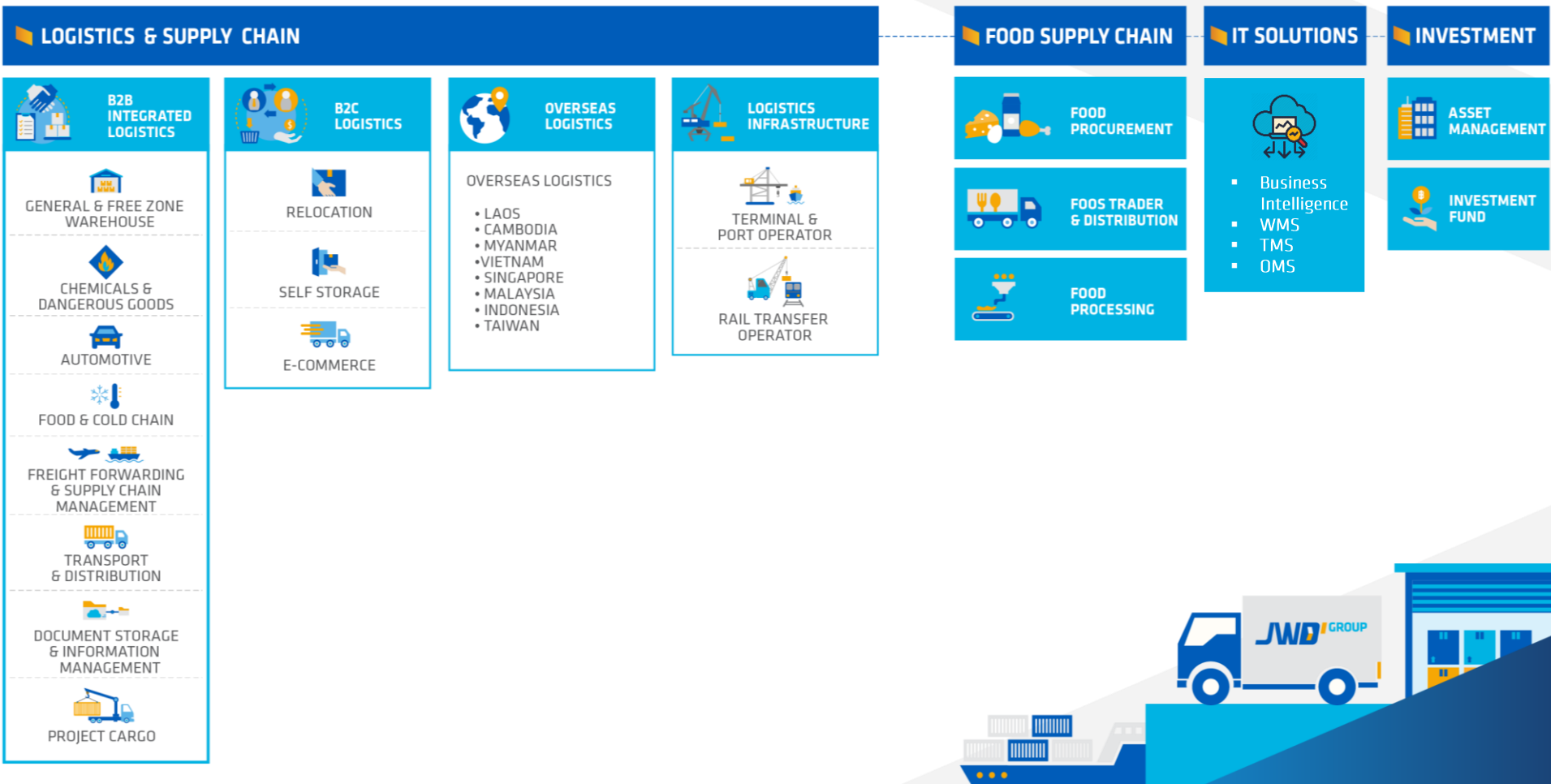


III. PROJECTS UPDATE

OUR FOOTPRINT & REGIONAL EXPANSION

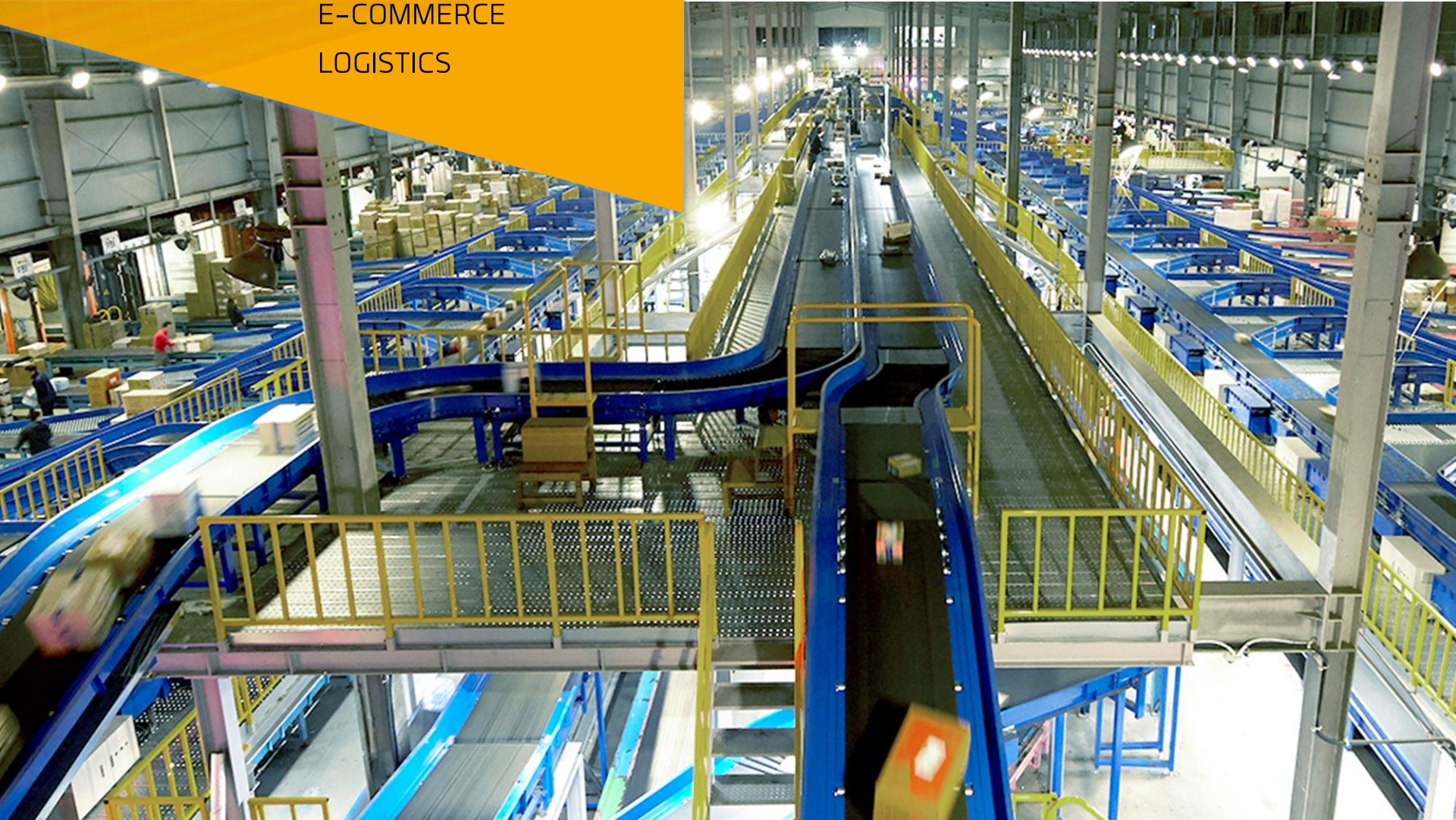


NEW BUSINESS STRUCTURE



B2C LOGISTICS

E-COMMERCE
LOGISTICS



CJ DISTRIBUTION CENTER

in Bangna K.M. 10



Major feature

Parcel Specialized

Automatic facility by knowhow of Korea

Best Location

Easy to access Highway

One stop Fulfillment

Fulfillment Service in Sorting Center

Building Info.

Land Size

71,900 m2

Facilities

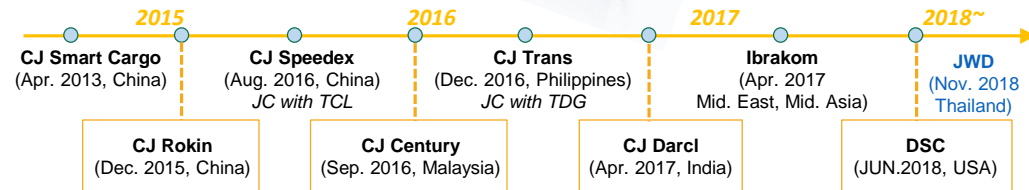
Equipment :
Wheel Sorter
Loading 104 bays
Unloading 24 bays

Open

July 2019

KEY SYNERGIES

- Sharing resource
- Asset maximize & utilization
- Sharing knowledge and technology
- Aligning future investment or new market entry
- Sustainable Growth

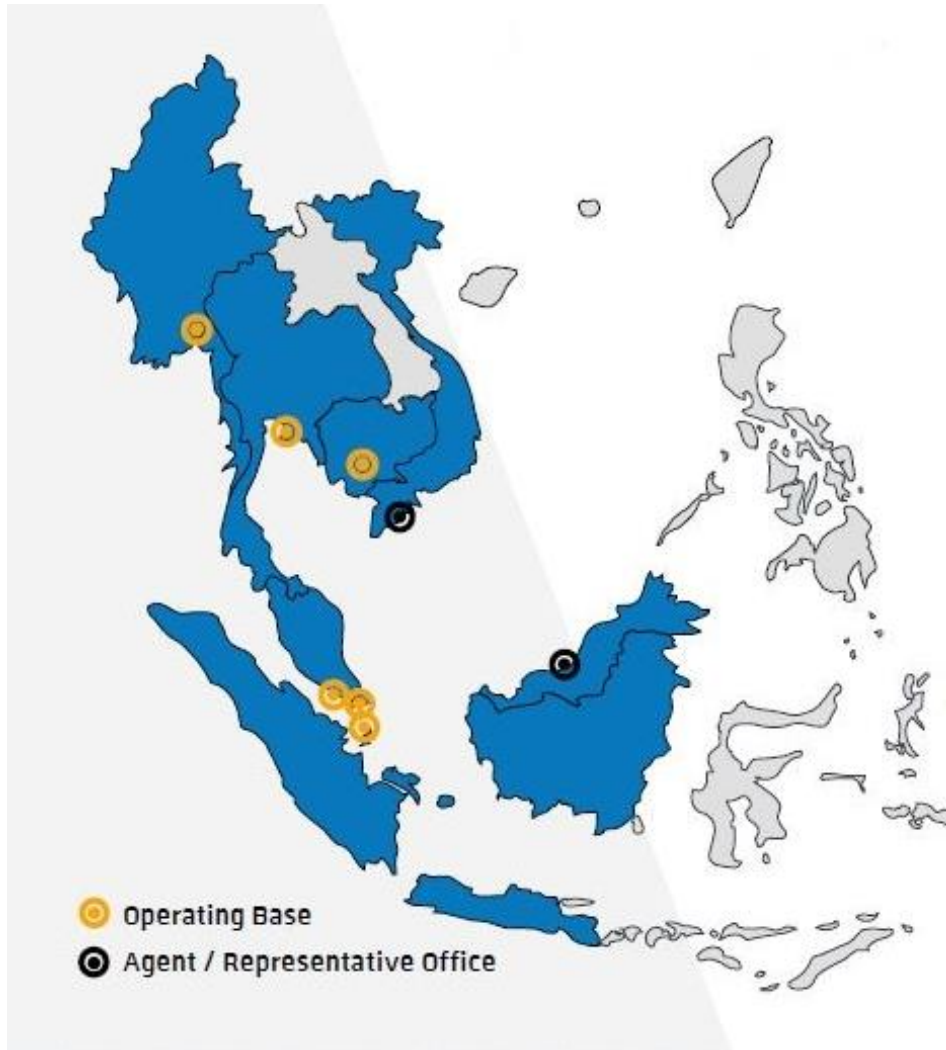


KEY CUSTOMERS



PROJECT CARGO

*" ONE STOP MEGA PROJECT CARGO LOGISTICS SOLUTIONS
by TRUSTED PROFESSIONAL "*



Regional Network
8 Operating Bases / Offices



Largest Pair of Tug and Barge
3,600 BHP with 300ft



Largest Capacity Crane
750 Ton Mobile Crane



**Total no. of Hydraulic Trailers
(SPT/SPMT)**
500 axle lines

KEY SERVICES



OVERSEAS

: VIETNAM



INTEGRATED LOGISTICS MANAGEMENT IN VIETNAM

- JWD bought 23.66% (527 MB) of shares in the Transimex Corporation, the registered company in the Ho Chi Minh stock exchange, Vietnam
- Start recognizing profit in April 2019

400,000 Sq.m
Total Area

35 Years of
Operation

4
Representative
Offices

3 Billion Baht
Revenue



Synergy Plan Between JWD vs. TMS

TMS
<ul style="list-style-type: none"> Similar business lines to JWD's: warehouses, transportation and freight forwarding services Have suitable infrastructure across Vietnam
<ul style="list-style-type: none"> TMS can leverage JWD's network in Thailand and other countries in the region
<ul style="list-style-type: none"> TMS can leverage JWD's strength in areas that TMS has no expertise
<ul style="list-style-type: none"> Plan to expand into segments that JWD has expertise: Cold Chain, Warehouses service and ports operator
<ul style="list-style-type: none"> Could be beneficial from strong partners in different industries (not only in logistics industry)



JWD
<ul style="list-style-type: none"> JWD can leverage TMS's platform to serve its clients in Vietnam
<ul style="list-style-type: none"> JWD can complete its regional network with its full presence in Vietnam
<ul style="list-style-type: none"> JWD has experience in providing services in segments, Dangerous Goods, Automotive and Food services that TMS hasn't provided yet
<ul style="list-style-type: none"> JWD has experience in providing Cold Chain, General Warehouse Management and ports operator
<ul style="list-style-type: none"> Could be beneficial from strong partners in different industries (not only in logistics industry)

Business in pipeline

- Cold Storage & Food
- Data Storage
- Self Storage
- Automotive

KEY CUSTOMERS



VISSAN



Nestlé



MITSUBISHI MOTORS



FUJITSU



pepsi

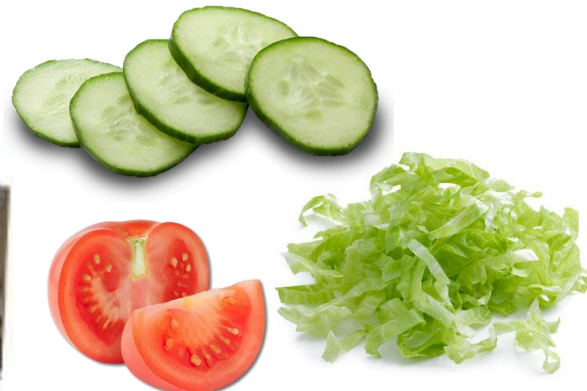
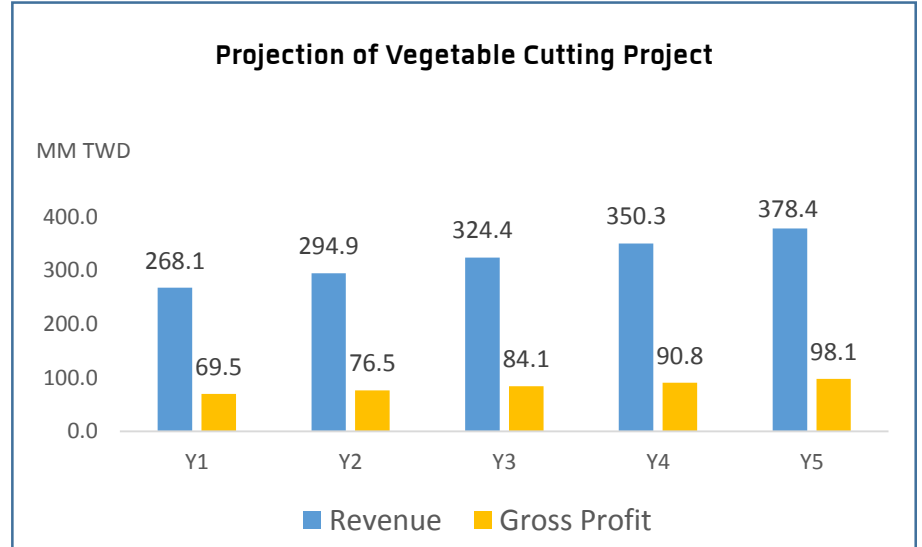


SHARP



Global Foodservice Network

Vegetable Cutting Project



Fresh Baking Project

Brand Representative : Distributor



FOOD SERVICE



Global Foodservice Network

Regional JV, M&A

	Value-added Facilities	Value-added Service	Customer
Thailand 	 Repacking	Cheese Baking	<ul style="list-style-type: none"> QSR Foodservice
Taiwan 	 Fresh Baking	Re-Packing Baking Vegetable Liquid Egg Dairy Brand	<ul style="list-style-type: none"> QSR Foodservice
Philippines 	 Meat Processing	Re-Packing Meat Cheese	<ul style="list-style-type: none"> QSR Foodservice Retail
China 	 Cheese Cutting	Re-Packing Cheese	<ul style="list-style-type: none"> QSR Foodservice
Vietnam 	 Liquid Egg Processing	Re-Packing Baking Meat Cheese	<ul style="list-style-type: none"> QSR Foodservice Retail

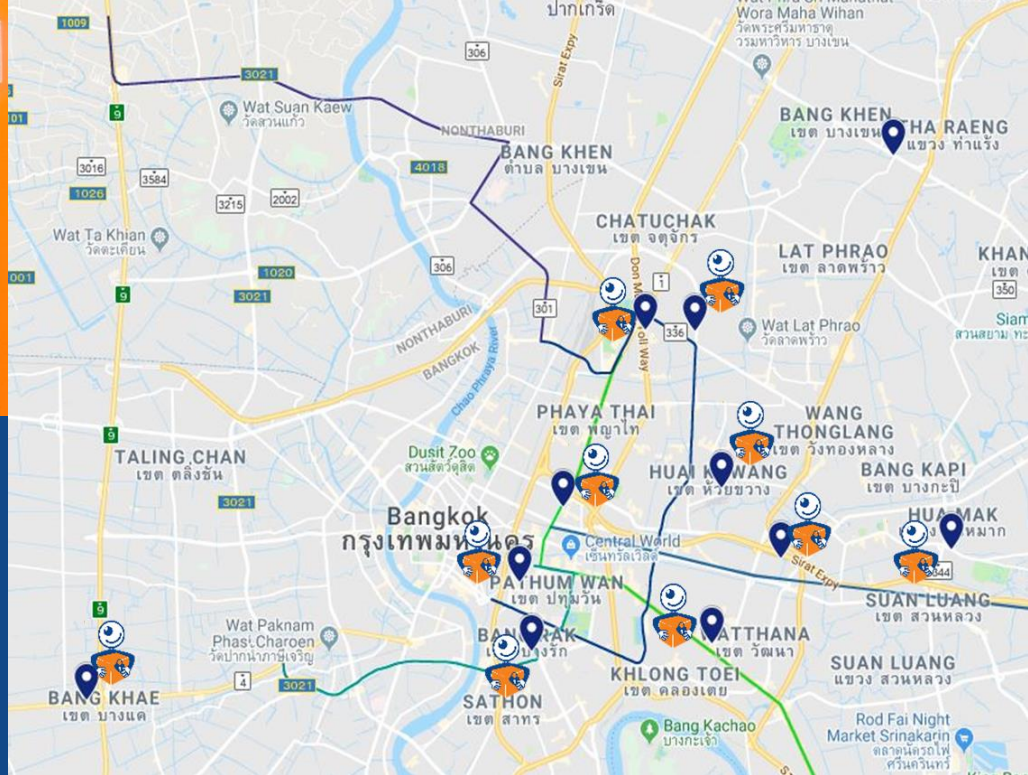


Aim to expand by

'franchise business model'

to cover key strategic locations and become NO.1

self-storage in Thailand



Current Branches

Occupancy Rate

- 1 JWD Store it! Srikreetha 84.8%
- 2 JWD Store it! Siam 61.3%

* As at May 2019

Y2019 Plan

- 3 JWD Store it! Ramintra
- 4 JWD Store it! Thiamruammit

Future Plan

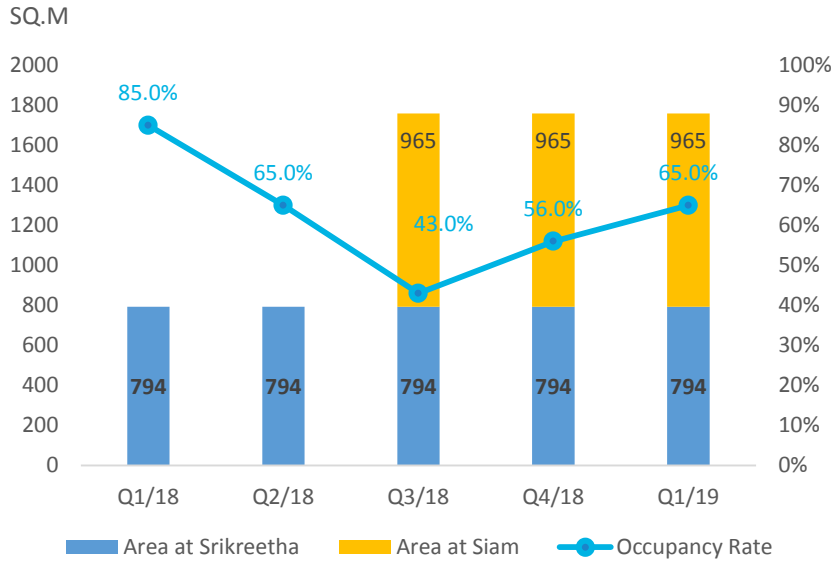


love it? Store it!

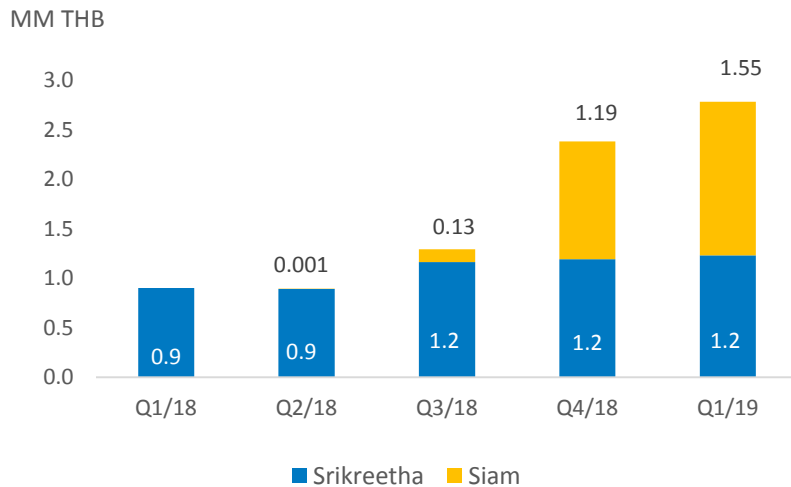
- JWD Store it! Thonglor
- JWD Store it! Vibhavadi
- JWD Store it! Bangkhae
- JWD Store it! Ratchada-Ladprao
- JWD Store it! Phayathai
- JWD Store it! Phet Phra Ram
- JWD Store it! Sathon

SELF STORAGE

Area & Occupancy Rate



Revenue



New Project : SAFE SPACE (SAFE DEPOSIT)



PROJECT INFORMATION (5 Fl.)

AREA : Self Storage 852 Sq.m. / Safe Space 100 Sq.m.

CAPEX : 12.8 MB.

PHASE 1 : Safe 20 Modules

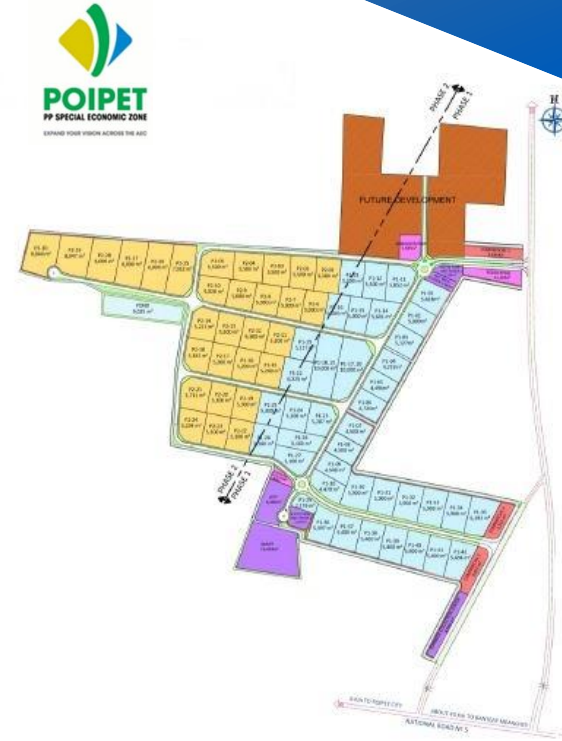
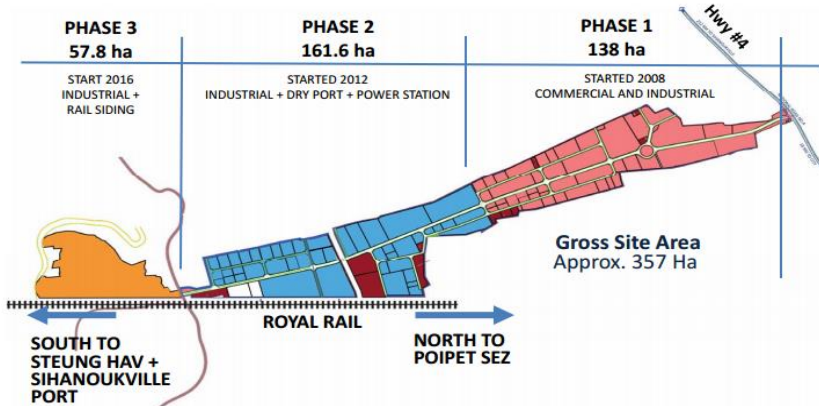
OPEN : Expect to start operation in July 2019



CONCEPT : TOTAL ART SPACES AND SERVICES

- First fine art storage in Thailand
- The biggest & most contemporary art spaces in Thailand and CLMV
- Exhibiting international artists and Thailand's top-rising artists
- Providing integrated art services & logistics by professional team
- Showcase & create trust as professional fine art handling specialist
- Located in JWD Store it : Siam branch, 3rd Floor
- CAPEX 20 MB.
- Expected for a grand opening on Aug 2019
- Total Area 1,300 Sq.m.

INVESTMENT : CAMBODIA



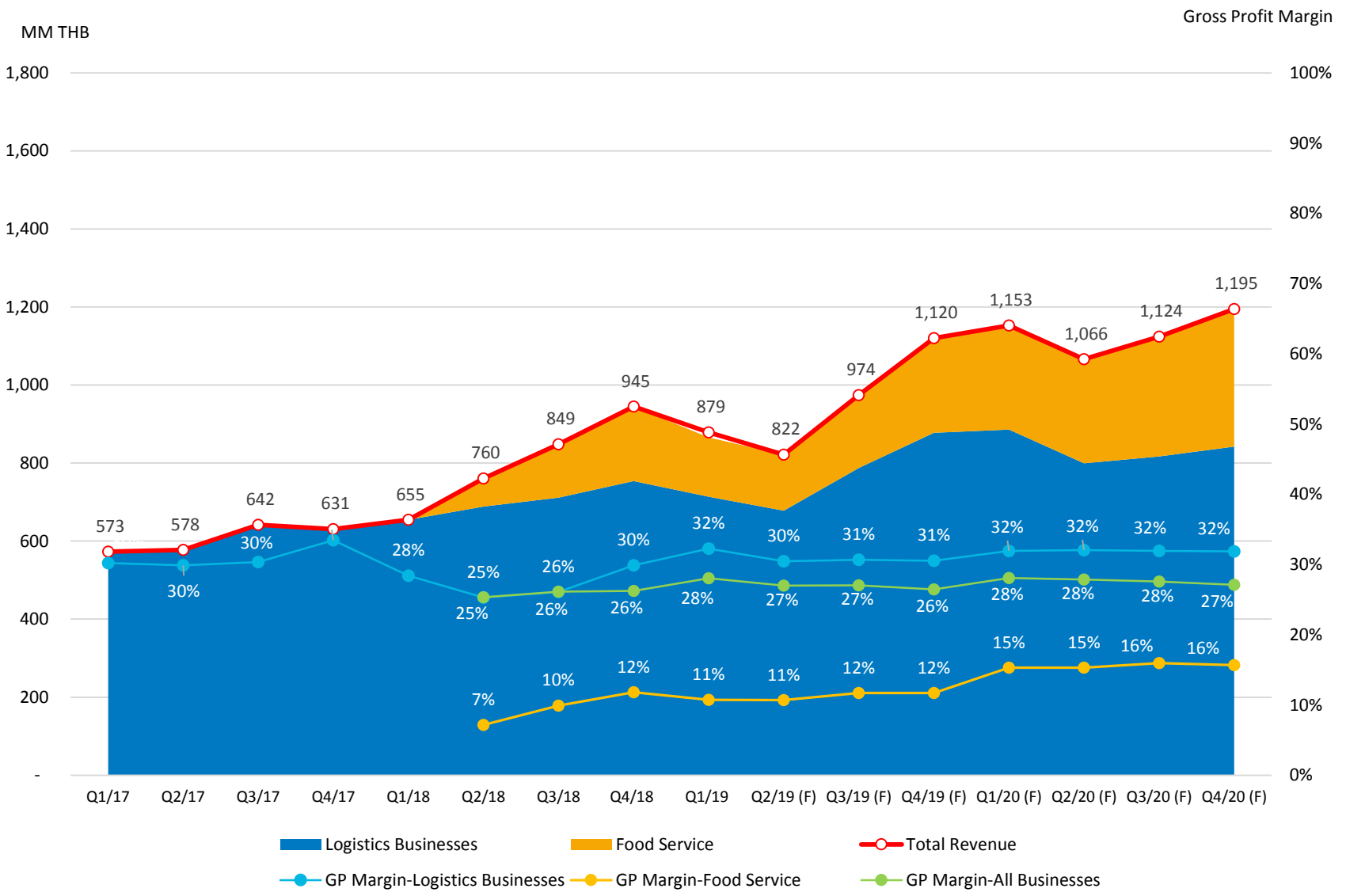
KEY CUSTOMER



POIPET PPSEZ PROJECT

- Total area of 68.4 ha.
- Located 6 Km. of the Poipet city center, with access to one of key border crossing points with Thailand in the northwest of Cambodia
- Strategically located with access to National Road No.5 (a designated part of the Asian Highway 1)

Rental and Service Income* Trend and Gross Profit Margin



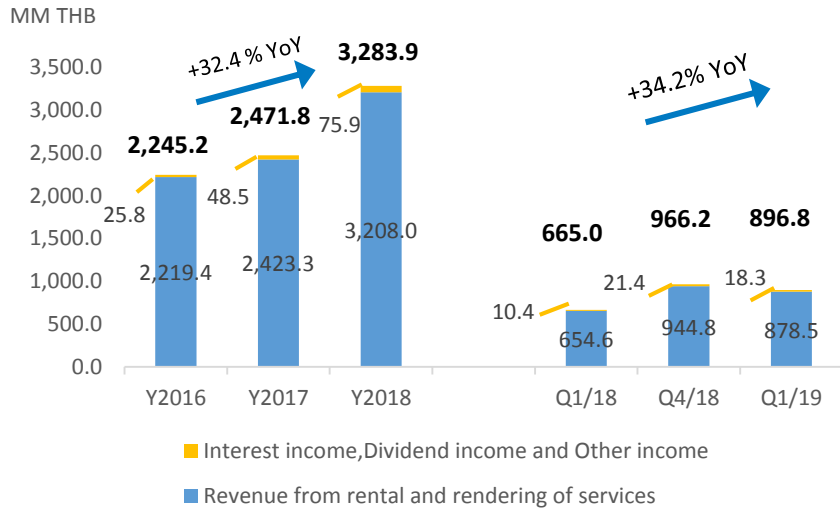
* Consolidated rental and service income in Financial Statement



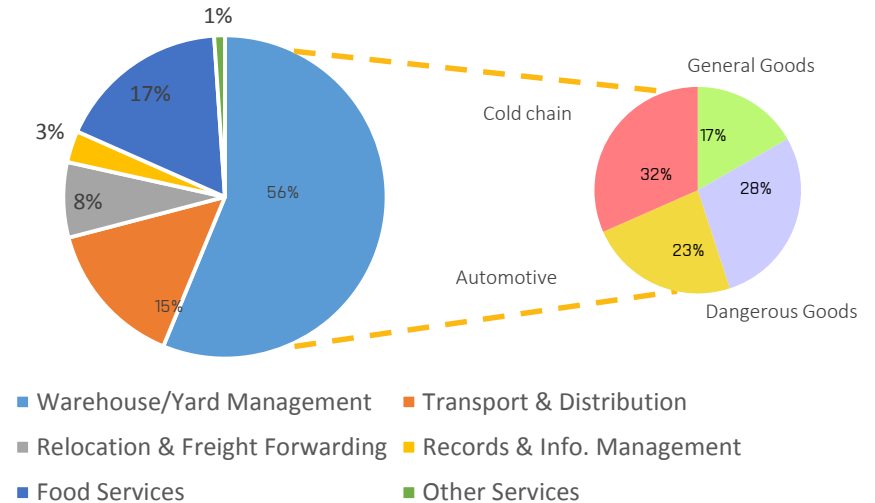
IV. FINANCIAL PERFORMANCE

REVENUE AND GROSS PROFIT

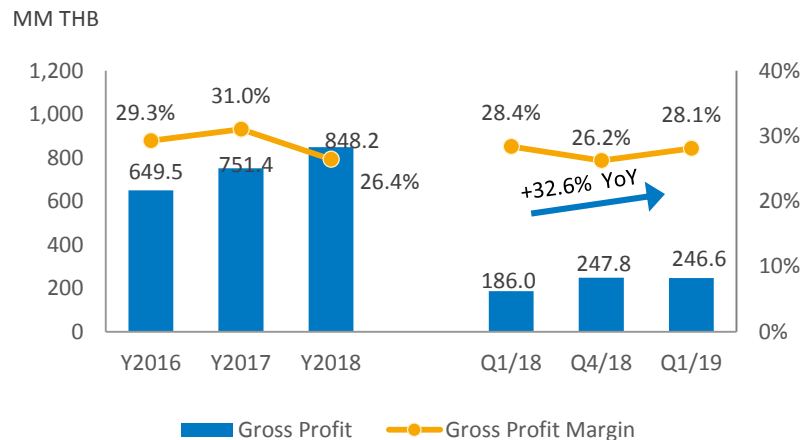
Revenue from Rental & Services



Revenue breakdown



Gross Profit and Gross Profit Margin



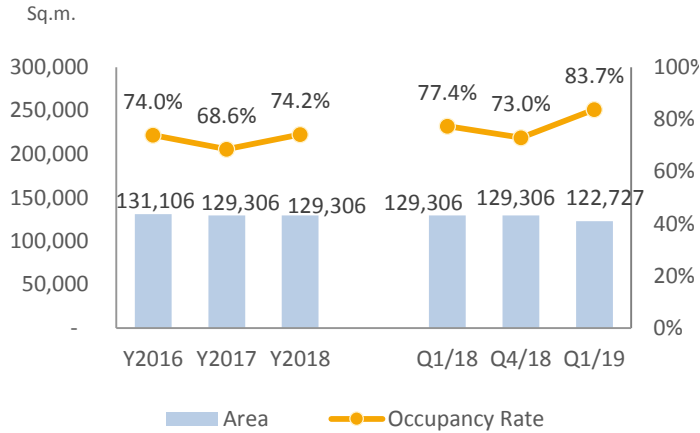
- Revenue for Q1-2019 was THB 878.5 mm, increased 34.2 YoY ,the increased revenue was mainly due to higher revenue from warehouse and yard management business, transportation and distribution business and food service business.
- Gross margin was 28.1%.

REVENUE AND GROSS PROFIT BUSINESS

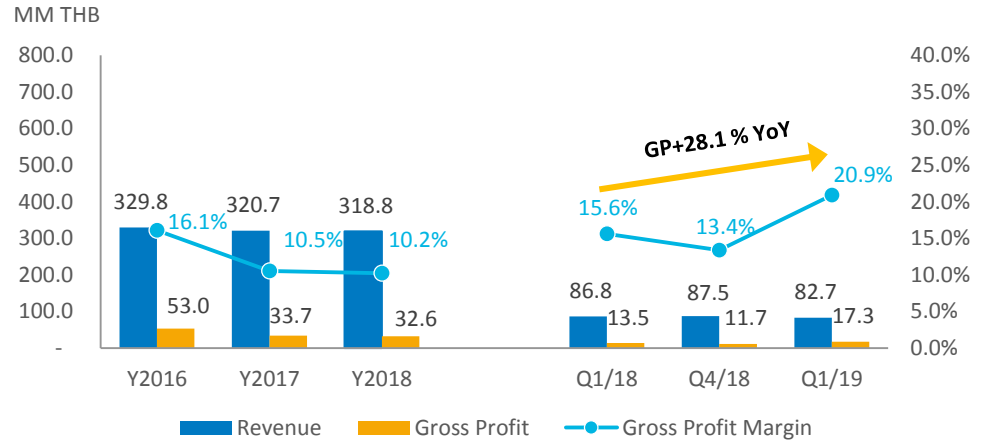


Warehouse & Yard Management: General Goods + Chemical Warehouses

Area & Occupancy Rate

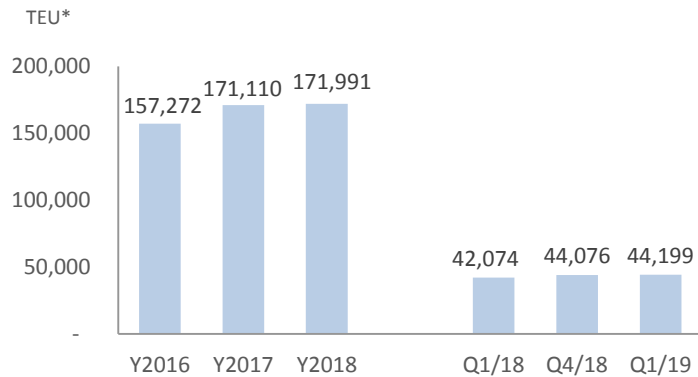


Revenue & Gross Profit

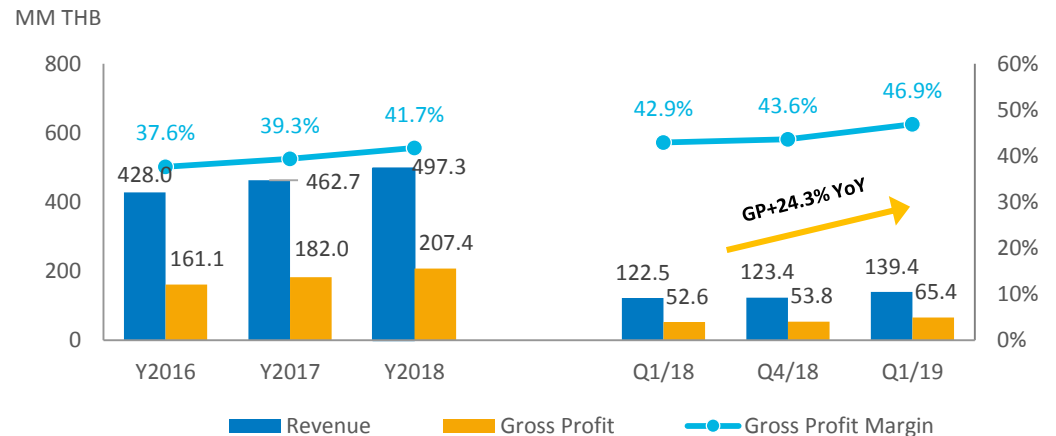


Warehouse & Yard Management: Dangerous Goods Terminal

Dangerous Goods Yard Throughput



Revenue & Gross Profit

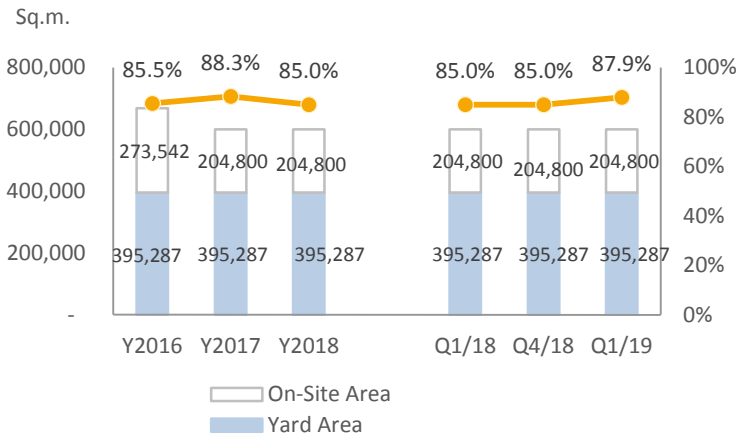


*TEU = Twenty-Equivalent Unit

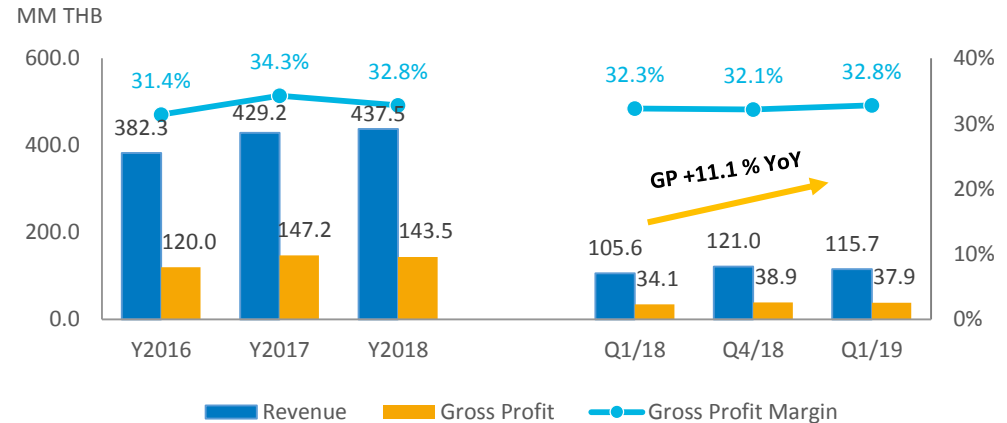
REVENUE AND GROSS PROFIT BUSINESS (CONT'D)

Warehouse & Yard Management: Automotive

Area & Occupancy Rate

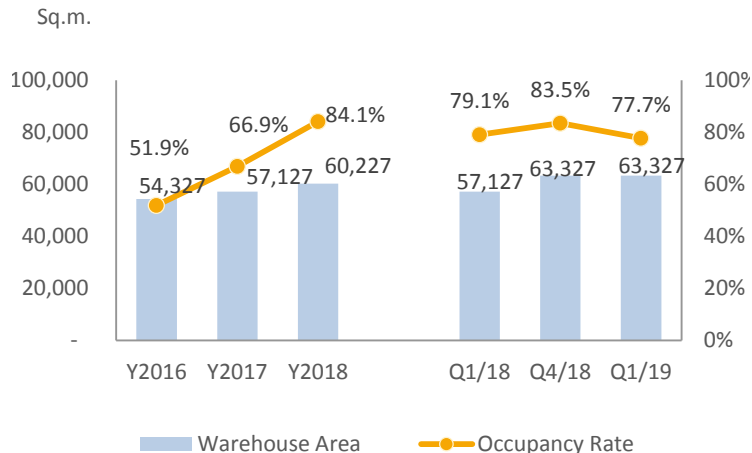


Revenue & Gross Profit

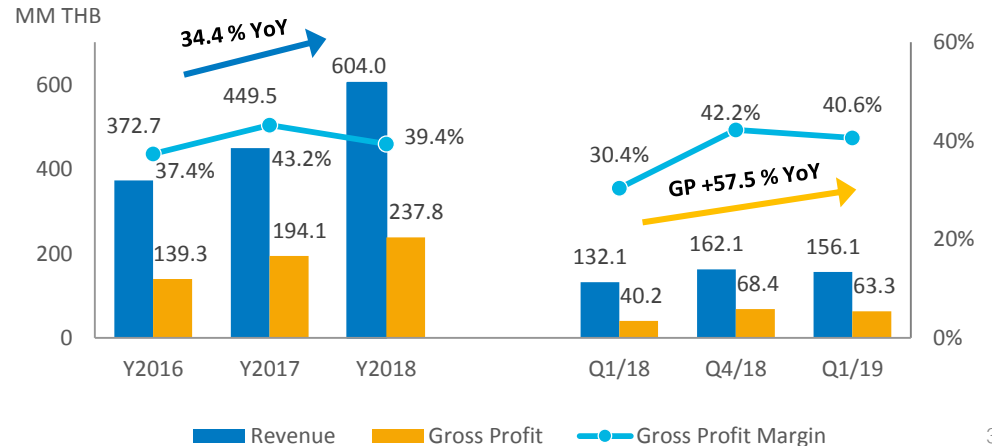


Warehouse & Yard Management: Cold Storage

Area & Occupancy Rate



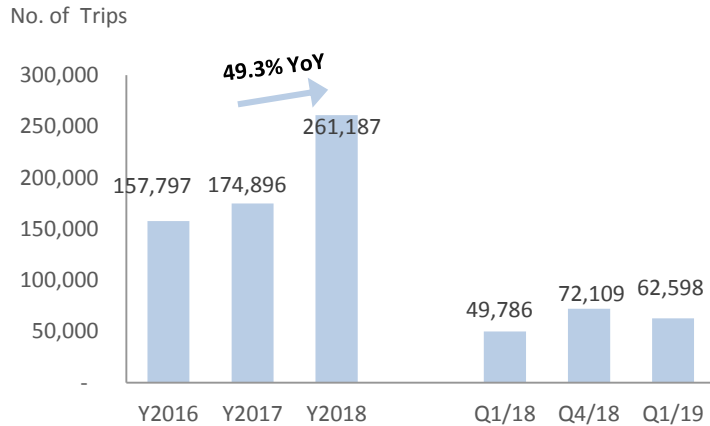
Revenue & Gross Profit



REVENUE AND GROSS PROFIT BUSINESS (CONT'D)

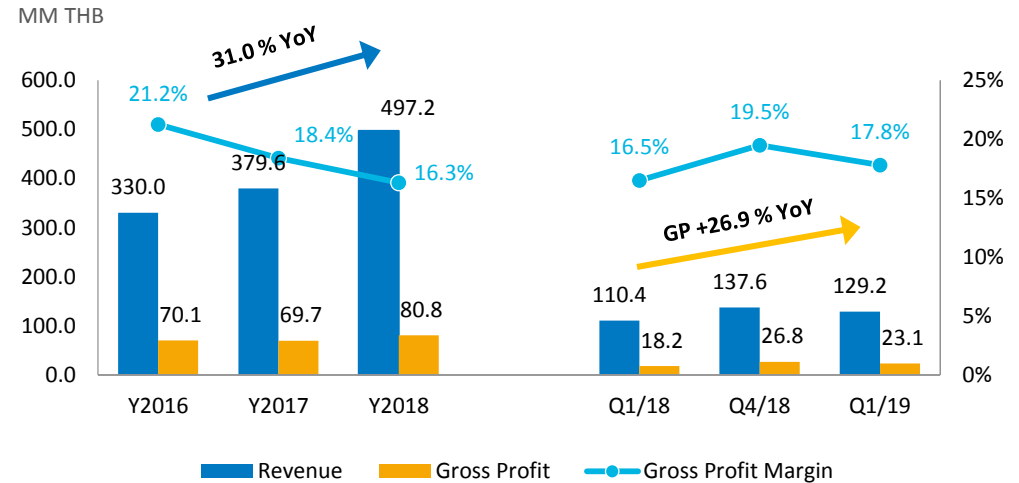
Transportation & Distribution

No. of Trips *



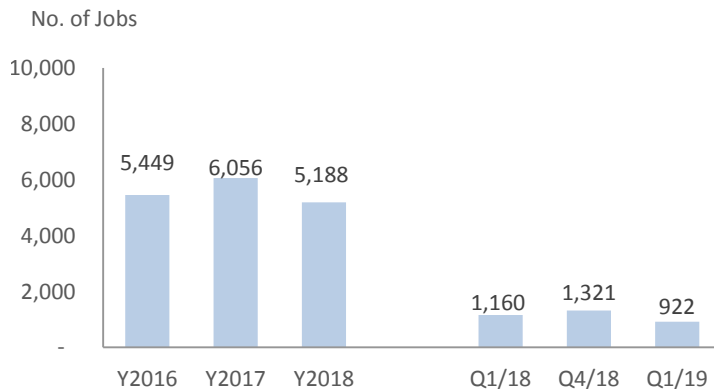
* including internal transportation services

Revenue & Gross Profit

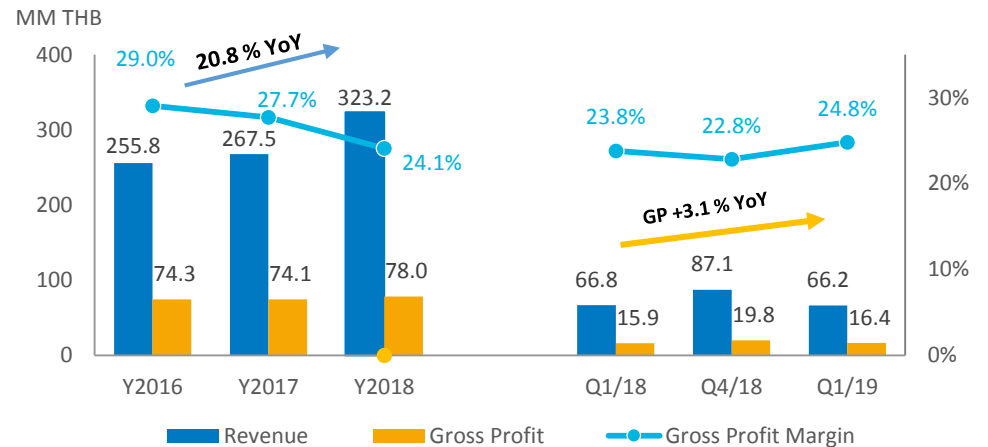


Relocation Service

No. of Jobs



Revenue & Gross Profit

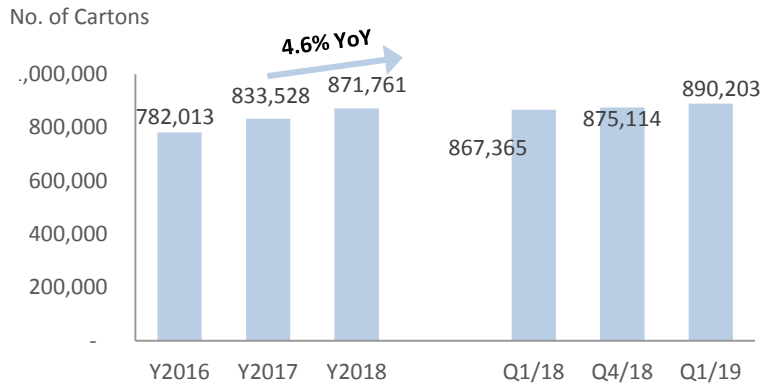


REVENUE AND GROSS PROFIT BUSINESS (CONT'D)

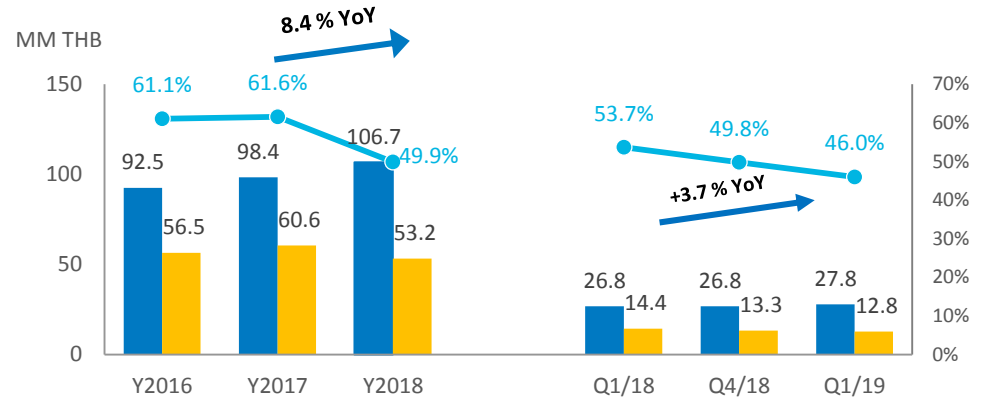


Record & Info Management

No. of Cartons

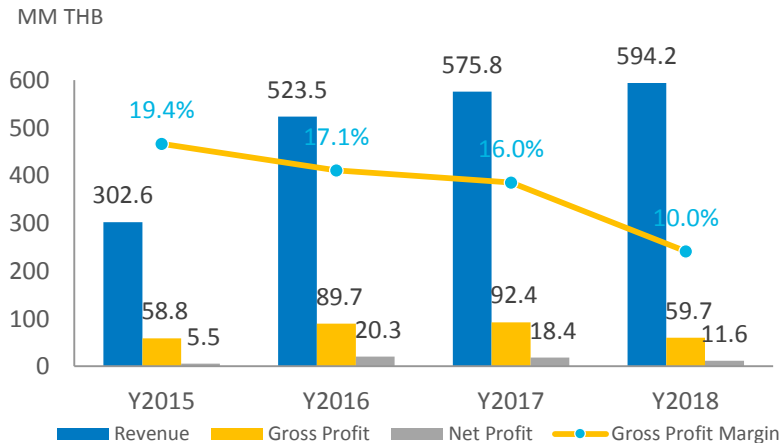


Revenue & Gross Profit

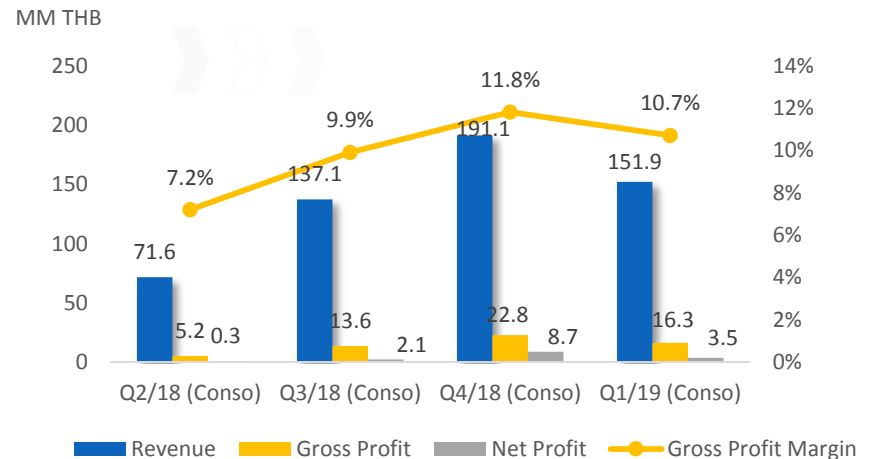


Food Service

CSLF Past Performance

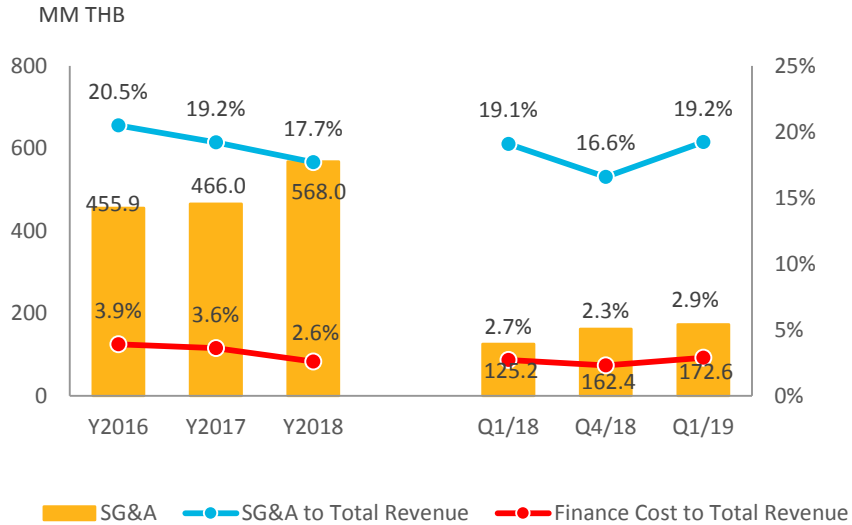


Revenue and Gross Profit

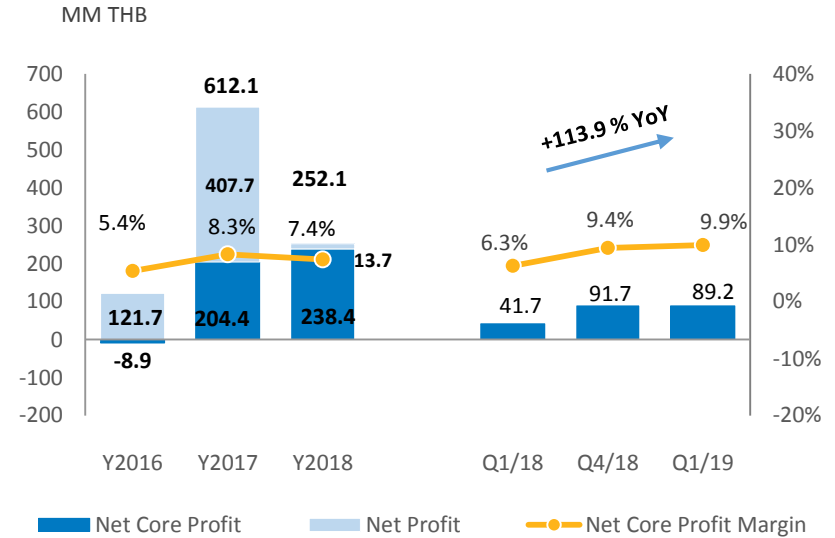


SG&A Expenses & Net Profit

SG&A Expenses & Finance Cost



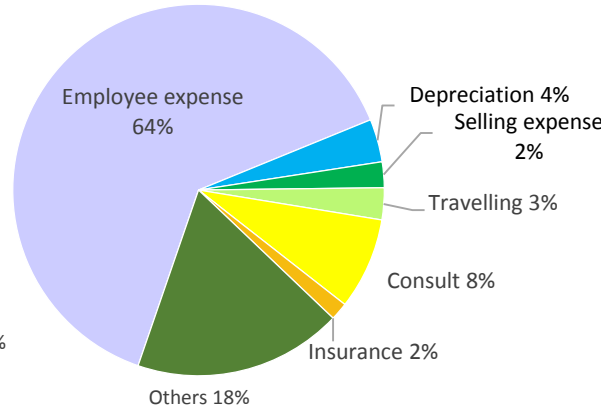
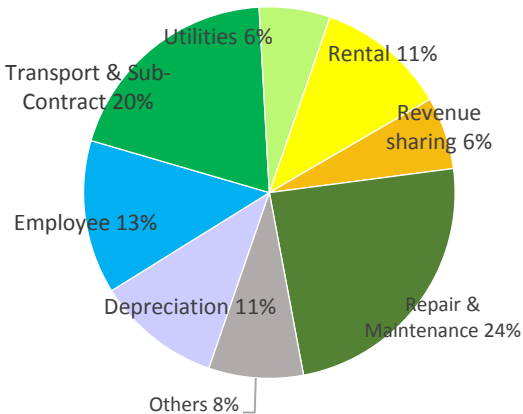
Net Core Profit* and Net Core Profit Margin



Cost Structure

Direct Cost

SG&A



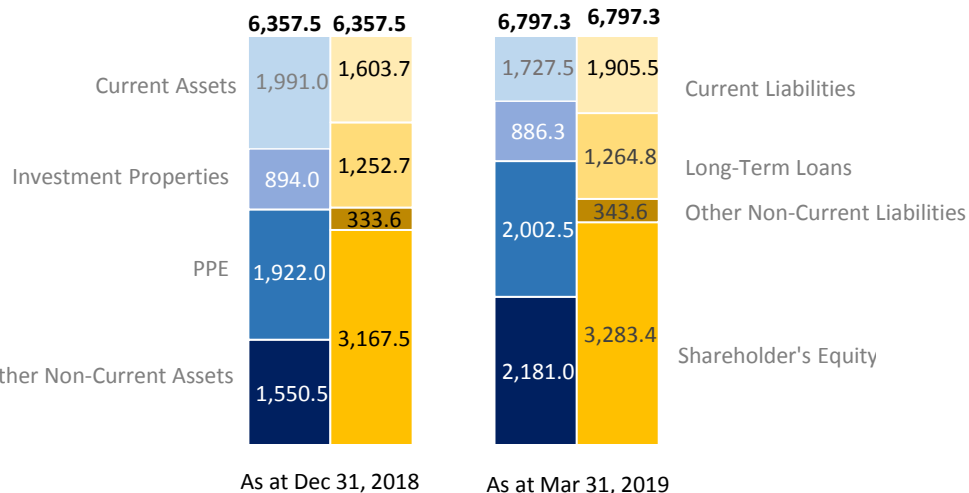
- Q1-2019 Net core profit* 89.2 Million, higher than the previous by, Baht 47.5 Million or 113.9% and net profit margin of 9.9%.

* Net profit attributable to owners of the Company

Financial Position

Statement of Financial Position

Unit : MM THB

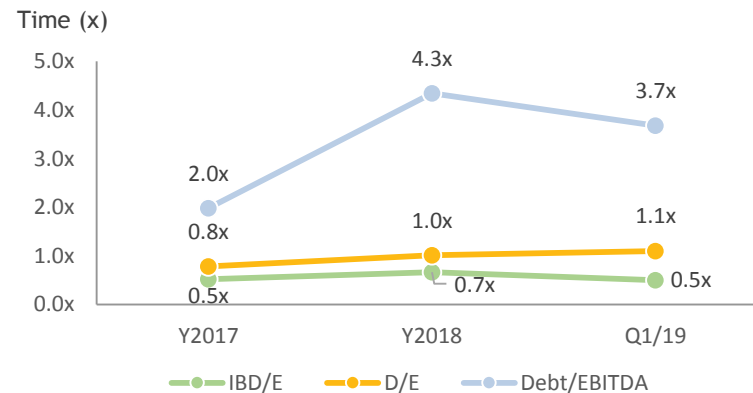


- D/E = 1.1x
- Interest bearing debts to Equity = 0.5x
- Current ratio = 0.9x

Cash Flows

(Unit : MM THB)	2018	2019
Cash and Cash Equivalents at 1 January	1,218.8	456.4
Operating Activities	(49.5)	171.5
Investing Activities	(503.9)	(617.9)
Financing Activities	123.2	407.9
Net Increase / (Decrease) in Cash and Cash Equivalents	(430.2)	(38.5)
Impact of foreign exchange rates	-	2.9
Cash included disposal assets group classified as held for sales	(1.5)	2.6
Cash and Cash Equivalents at 31 March	787.1	423.4

Key Financial Ratios





Q&A



40 YEARS
IN SPECIALIZED LOGISTICS

STRONG ASEAN
NETWORK & FOOTPRINT



LOCATED IN
KEY STRATEGIC LOCATIONS

LCB PORT, AIRPORT, DISTRIBUTION HUB, KEY CITIES

LEADER IN **IT**
TO IMPROVE
SUPPLY CHAIN
EFFICIENCY



**OPERATION
EXCELLENCE**



& WORLD CLASS STANDARD





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