

**OUR TRANSFORMATION & GROWTH STRATEGY FOR FUTURE**

# OPPORTUNITY DAY

**2Q2019**



**YEARS  
ANNIVERSARY**

**JWB GROUP**



**CG SCORE 2018**

**FitchRatings**

2018 'BBB (tha)'



Thailand Sustainability  
Investment 2018 (THSI)

# AGENDA

An aerial photograph of a large industrial facility, likely a car manufacturing plant, with several large warehouses and numerous parking lots filled with cars. The image is overlaid with a blue tint and a grid of yellow lines.

01

COMPANY OVERVIEW

02

2019 HIGHLIGHT

03

PROJECTS UPDATE

04

FINANCIAL PERFORMANCE



# 01 COMPANY OVERVIEW

# OUR SERVICES:

\* % = Revenue Contribution

## 59.6% WAREHOUSE & YARD MANAGEMENT

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



## 14.5% 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



## 14.0% FOOD SERVICE



## 3.3% DOCUMENT STORAGE



## 1.2% OTHERS BUSINESS

IT Solutions, Property Development & Management, Self Storage





## 02 2019 HIGHLIGHT

# 2Q19 HIGHLIGHT

## Overseas



- High level of occupancy rate in cold storage Cambodia , expanding more 1,000 S.qm (expect to start operate in Sep 2019)
- Bokseng dry port revenue was building up
- PPSEZ **phase 4** and Poipet SEZ on process to develop for sale the land

## Dangerous Goods



- Dangerous goods throughputs increased in highest level, revenue growth 15.7% YoY

## Cold Chain



- Cold storage Building No.8 (Automate System) in Mahachai started operate, occupancy rate reach to 40% (As at July 2019)
- New project ,renovate general warehouse in Bangna 6,000 sq.m. to cold storage

## General Goods



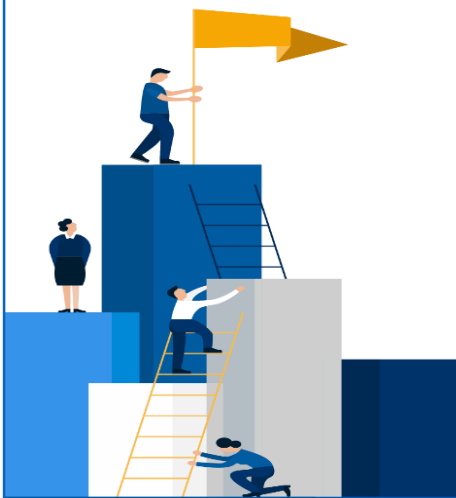
- General warehouse revenue growth 15.7% YoY
- Occupancy rate increased 15.9% YoY
- JCS\* occupancy rate increased in high level

## Transportation



- Cross-border transportation increased from the highest level from the automation shipment

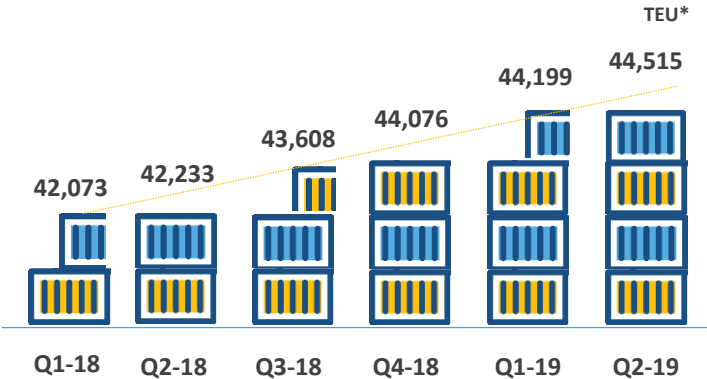
\*JCS = JWD Chemical and Supply Chain



# WAREHOUSE & YARD : DANGEROUS GOODS



Dangerous Goods Throughput



\*TEU = Twenty-Equivalent Unit



JWD achieved a higher growth rate than that expected for the first half of 2019, the record performance of the business of storage and handling of dangerous goods is due to :

- the increasing quantity of dangerous goods through Laem Chabang Port.
- improved production lines of refinery and petroleum business operators, resulting in longer leases of storage space for dangerous goods, which are used as their raw materials.
- an increase in average storage period of dangerous goods manufactured for export, from an average of three days to an average of seven to ten days.



## WAREHOUSE & YARD : GENERAL + CHEMICAL GOODS

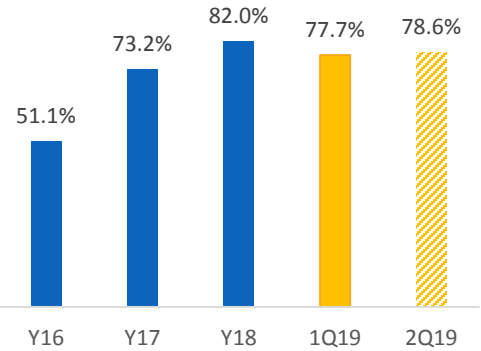


The general warehouse business clearly recovered since the end of last year due to LCL warehouse services and clients returning to rent additional space. Also, the chemical warehouse (JCS) occupancy rate was building up to the high level

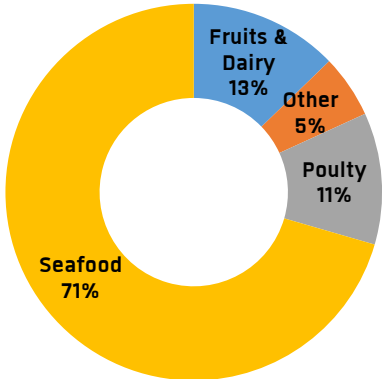


# WAREHOUSE & YARD : COLD STORAGE

OCCUPANCY RATE

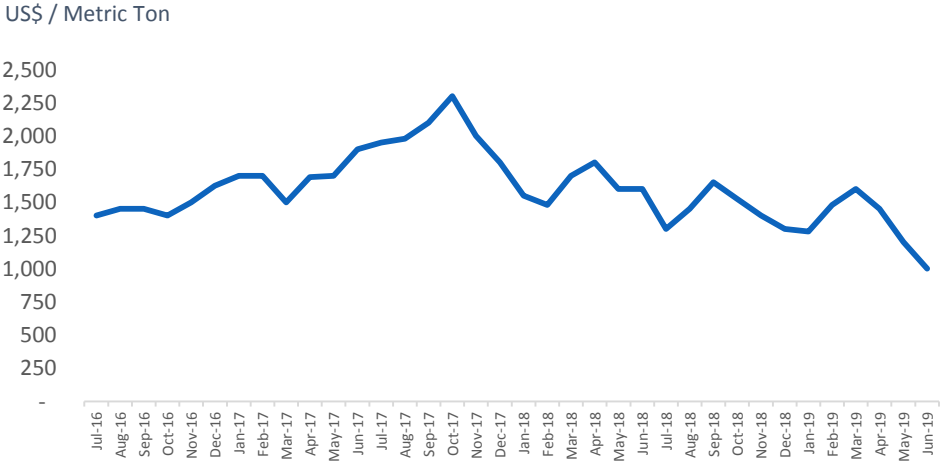


PRODUCT PROPORTION



RAW MATERIAL PRICE TREND

MONTHLY FROZEN (WHOLE) SKIPJACK TUNA RAW MATERIAL PRICES



Source: Thai Union

**CHACHOENGSAO (SUWINTHAWONG)**  
OR : 58.5%

**SUMUTSAKHON (MAHA CHAI)**  
OR : 93.3%

**SAMUTPRAKAN (BANGNA-TRAD K.M.19)**  
OR: 52.4%

\* Average rate by quarter

## WAREHOUSE & YARD : COLD STORAGE



Thailand's biggest public ASRS cold storage in Mahachai, Samut Sakhon with 15,000 pallets capacity now open!

- Occupancy rate reach to 40% (As at Jul.19)
- 50% labor cost reduction
- 30% electricity cost saving
- Improve efficiency



### New Project in Bangna

Renovate General Warehouse to Cold Storage

- Warehouse Size : 6,000 Sq.m.
- Warehouse Capacity : 15,000 Pallets
- Temperature : 20-25 C
- CAPEX : 85 million
- Expected to operate in Nov.2019

# TRANSPORTATION



## Car Carrier

- The number of trip still maintain the same level of the previous quarter

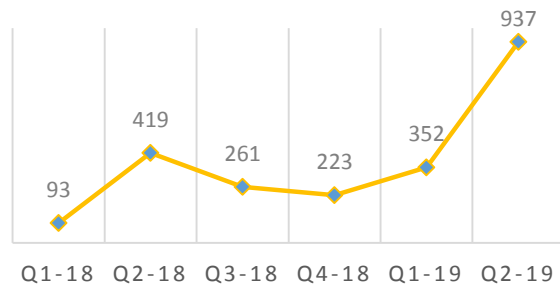
## Cross Border

- The volume of the automation shipment increased more than 30%

## Rail Yard Management

- The number of trip decreased from the low season of agriculture goods

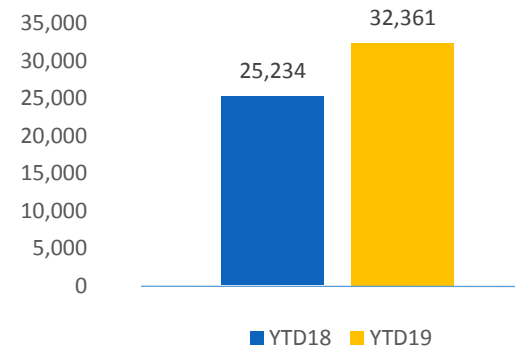
Number of Trips of Cross Border Transportation



For Q2/2019 the total\* of all transportation trips was 48,228 trips

\*DG, General goods, Coldchain, Car carrier and Cross border

Number of Containers (Rail yard management)



OVERSEAS MILESTONE



Expanding the scope of logistics into ASEAN market (Cambodia)

2016



Investment and shareholding in other companies engaged in cold storages in Indonesia

2017



JV with CJ to provide logistics solutions to customers in B2C- B2B

2018

2016



Expanding the scope of logistics into ASEAN market (Laos and Myanmar)

2016



Acquires Stake in PPSP, Developer of Cambodia's Largest Industrial Estate, to Join 'Logistics Centre' Investment Project

2018



Investment in Bok Seng PPSEZ Dry Port Co., Ltd. In Cambodia

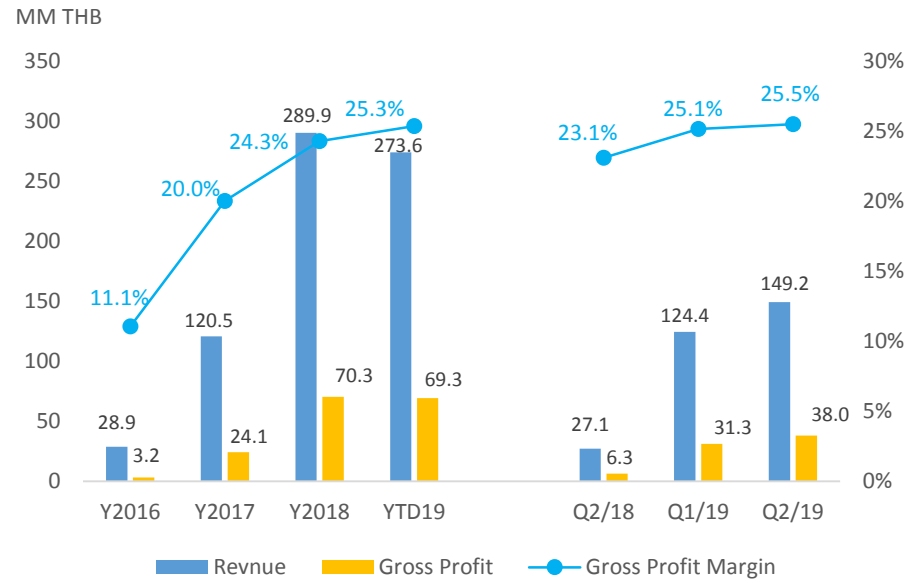
2019



Investment and conduct of business of logistics in Vietnam



## Revenue and Gross Profit



- Q2-2019 Revenue of overseas was Baht 149.2 Million, higher than the previous by Baht 24.8 Million or 19.9% , gross profit was 25.5%.



## DRY PORT FACILITY

- Occupies 10.5 Ha. of warehouse and open container storage
- Provides comprehensive logistics solutions
- Facilitate import / export transactions for investors





## Burger King Project

- Started operate since May 2018
- Expand services from 30 to 60 branches (As at Aug.19)





CJL founded in 1930, has dominated Korean logistics market over the past decades and now is aiming to become one of the global top5 logistics companies by 2020

CJ Logistics has 262 networks in 33 different countries, providing contract logistics solutions, express/parcel and forwarding business

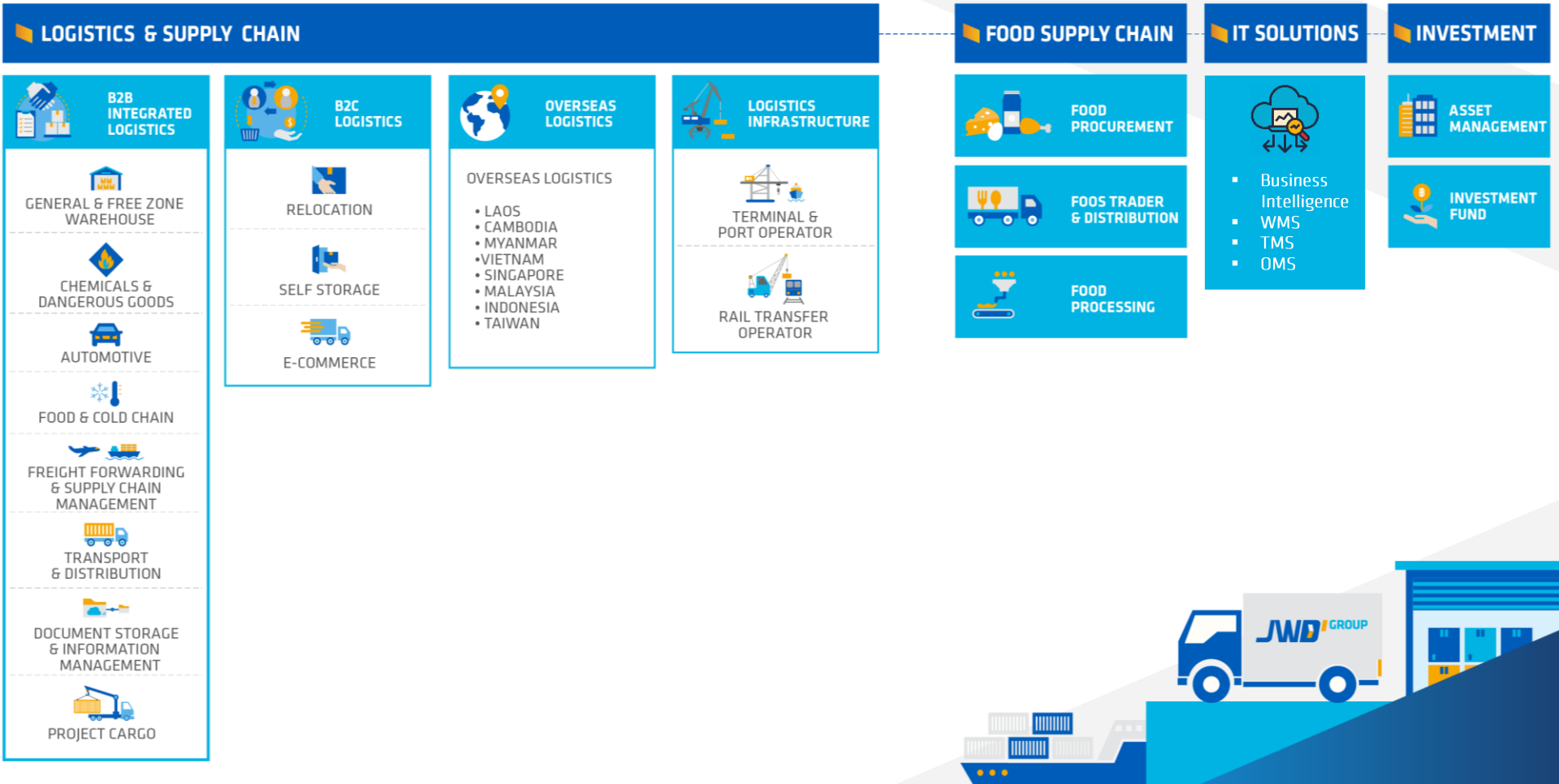






## 03 PROJECTS UPDATE

# JWD BUSINESS STRUCTURE



# REGIONAL EXPANSION ALONG WITH STRONG PARTNERS



Cold chain and Dry warehouse in Laos, Cambodia and Myanmar



Joint Venture with CJ Logistics to provide logistics solutions serving the booming e-commerce segments



Joint Venture with Bokseng Singapore to integrated in project cargo business



Joint Venture with Store it to provide a self storage business



Acquire 14.6% of the shares of common stocks in PPSP for asset utilization in future business expansion and to own 40% stake in Bok Seng Co.



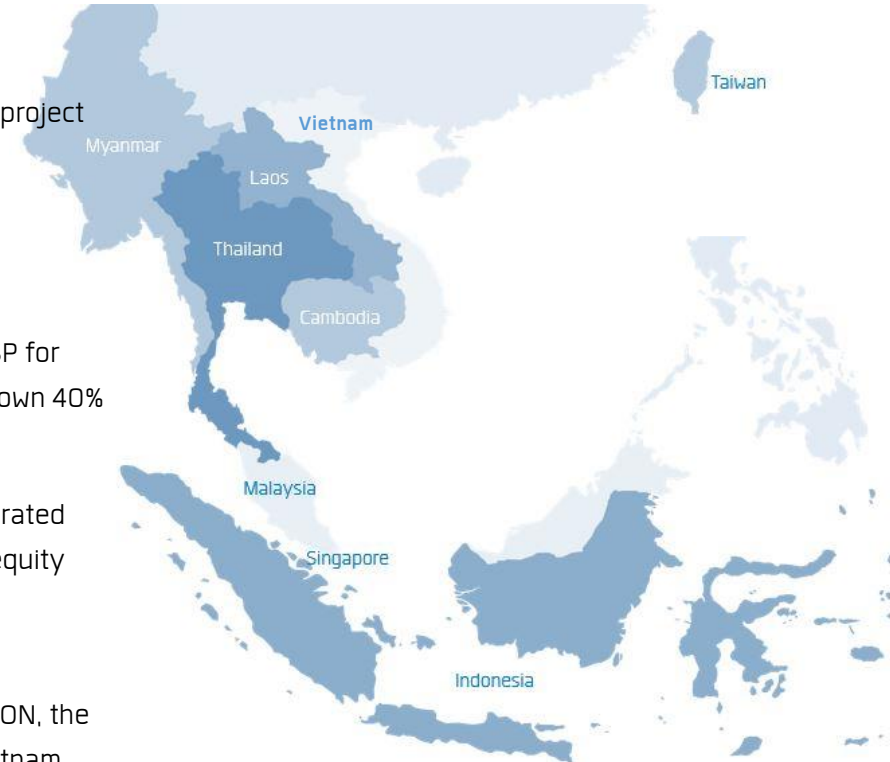
Joint venture with Samudera Group undertaking Integrated Logistics Services in Indonesia; also invested in 67% equity stake in Adib Cold Logistics (ACL)



JWD acquire 23.94% stake in TRANSIMEX CORPORATION, the 3rd largest integrated logistics service provider in Vietnam.



GFS has 60% equity stake in CSLF, a Taiwan-based food service firm that owns frozen ready-to-eat food brands as well as imports and sells food products bearing international brands



# The first JWD Regional Commercial Conference 2019 in BKK

“ Make every logistics tasks easier through the power of collaboration ”



# LOGISTICS SOLUTIONS TO SERVE E-COMMERCE SEGMENTS



BangnaMega Hub is fully automated warehouse with state of the art logistics technologies from Korea with capacity up to 408,000 parcels per day to support strong e-commerce growth

### Major Feature

#### Parcel Specialized

Automatic facility  
By knowhow of Korea

#### One stop Fulfilment

Fulfillment Service  
in Sorting Center

#### Best Location

Easy to access  
Highway



Mr. Hong Sung Yong, Executive of Overseas Head Division from CJ Logistics Corporations visited JWD HQ to update business progress of the JV firm 'CJ JWD' with JWD CEO

**ONE STOP MEGA PROJECT CARGO LOGISTICS**



JWD Bok Seng started business operation on Mar 2019

Consist of 2 business operation

- Project Cargo
- Heavy Machine

**KEY CUSTOMERS**



**DENSO**



**PixaMed**

**Kubota**



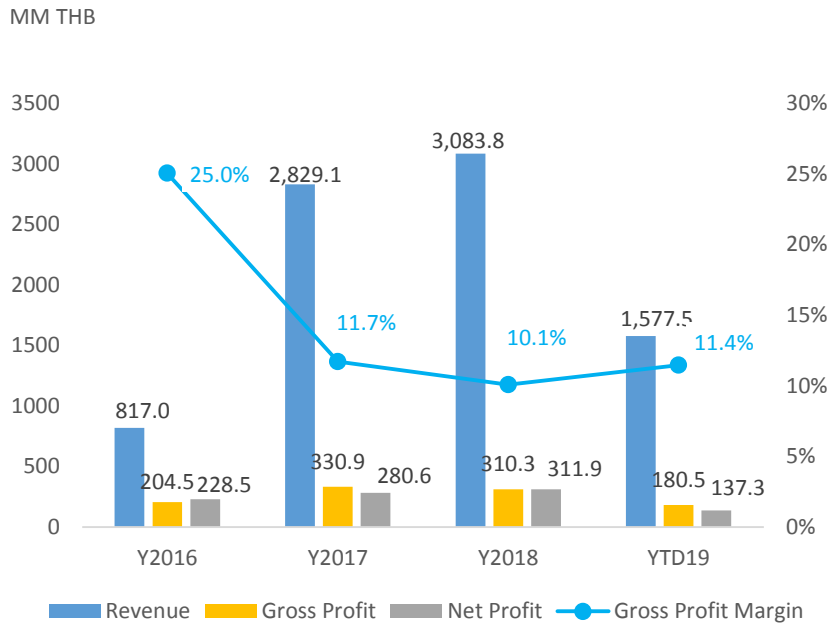


# TRANSIMEX CORPORATION

## OVERSEAS : VIETNAM



### Performance TMS



\*Exchange Rate As at Aug 15, 2019



KUEHNE+NAGEL



LOGWIN

Kimberly-Clark

CEVA LOGISTICS

Marubeni Logistics

BOLLORÉ LOGISTICS



BEKO

SM LINE

MAERSK LINE

MSC

陽明海運集團 YANG MING GROUP

ONE

OOCL We take it personally

EVERGREEN LINE

T.S. LINES LTD.



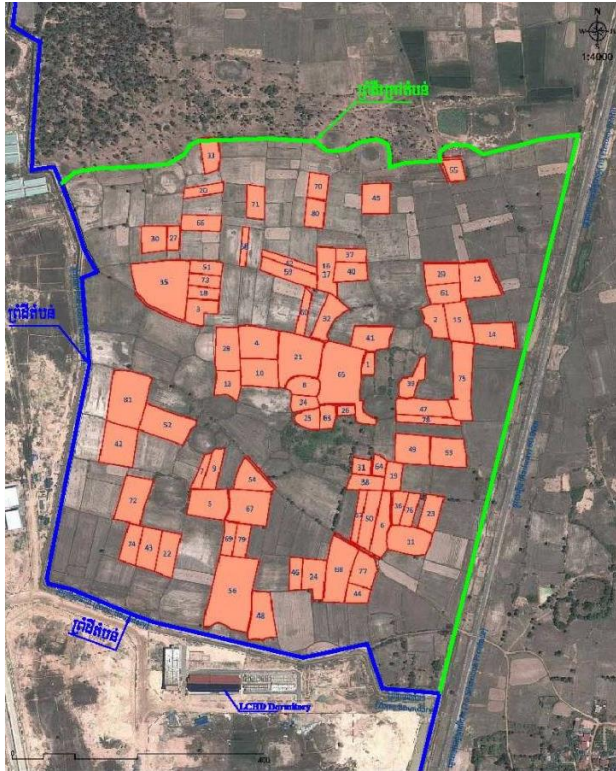
HMM

SPPSA International

CMA CGM The French Line

CMIT





### PPSEZ PROJECT (PPSP II)

- Total area of 115 Ha.
- Now buying in process, paid 75% still pending 25% remaining balance approximately US\$6.5 million to be payable to landowners by PPSEZ within this year

First tenant : Sumitronics Manufacturing (Cambodia) Co., Ltd started operation in May 2019.



### 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)



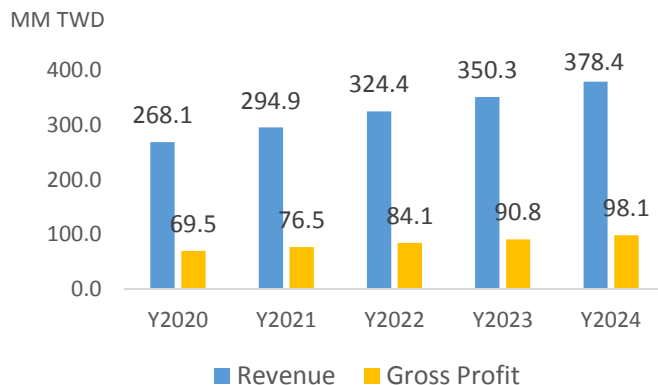
**Vegetable Cutting Project**



**Fresh Baking Project**



**Projection of Vegetable Cutting Project**



**Projects Update**

- Vegetable Cutting Project**  
On process of constructing the facilities, expect to operate on Jan 2020
- Fresh Baking Project**  
Expand services from 17 to 66 branches and 70 branches more by September 2019



## Current Branches

### Occupancy Rate

- 1 JWD Store it! Srikreetha 99 %
- 2 JWD Store it! Siam 68 %

\* As at July 2019

## Y2019 Plan

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

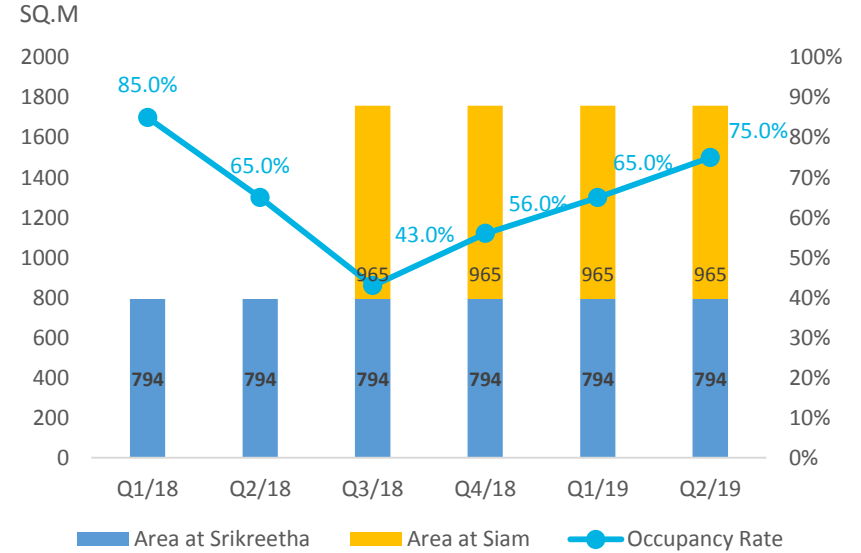


# SELF STORAGE

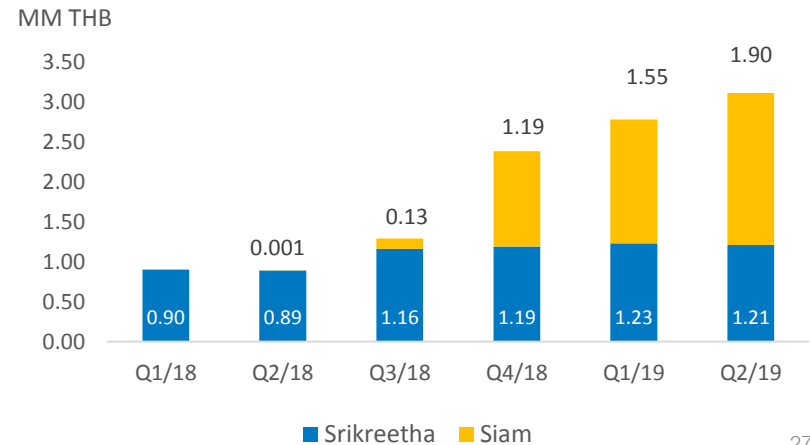


AREA : Safe Space 100 Sq.m.  
 CAPEX : 6 MB.  
 PHASE 1 : Safe 20 Modules : 520 Slots  
 OPEN : Expect to start operation end of August 2019

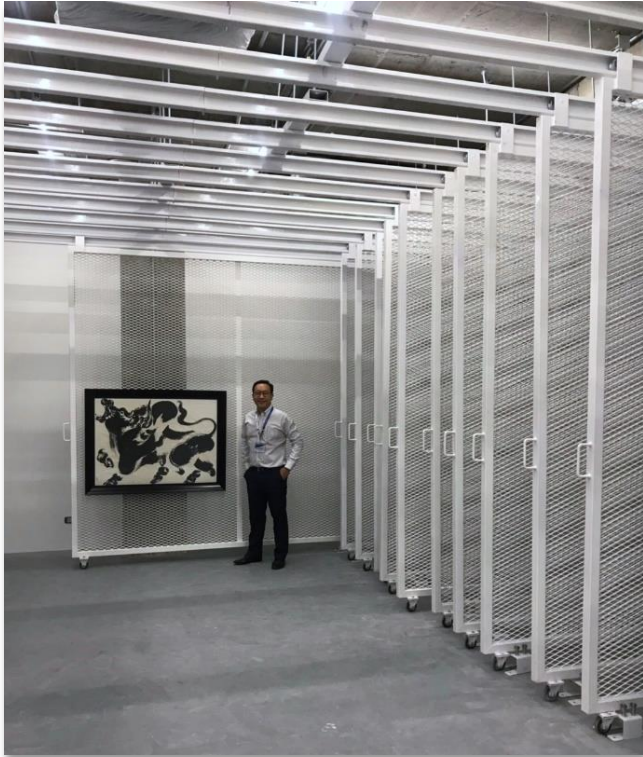
## Area & Occupancy Rate



## Revenue



## JWD | ART SPACE



### Art Services

- Pack & Move
- Art installation
- Art maintenance
- Art record & database for collectors

### Art exhibition

- Work shop & Artist talk
- Artist & Collector meeting

### Art Consulting Services

- Exhibition
- Contest
- Logistics solutions

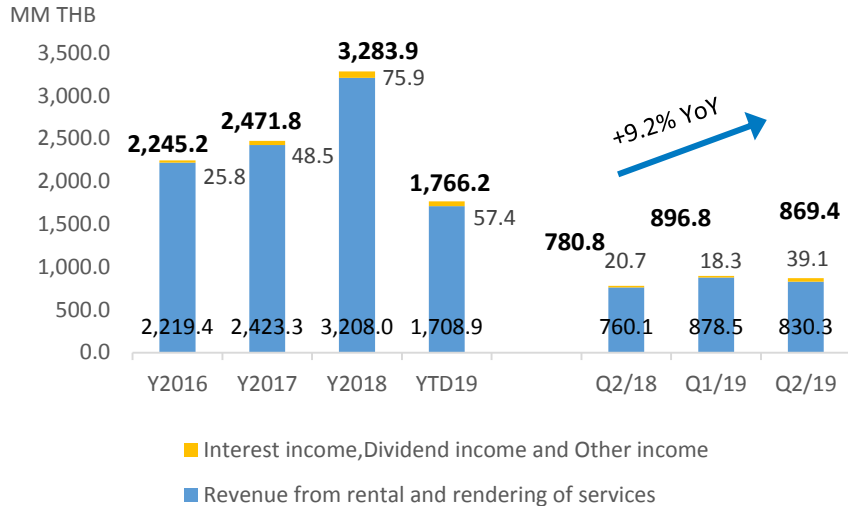
- Located in JWD Store it : Siam branch, 3<sup>rd</sup> Floor
- CAPEX 20 MB.
- Construction 90%
- Expected for a grand opening on Oct. 2019
- Total Area 1,300 Sq.m.



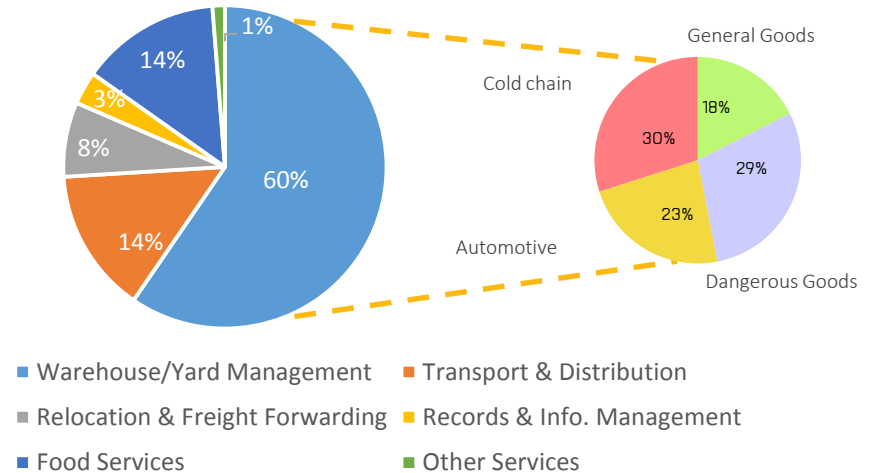
# 04 FINANCIAL PERFORMANCE

# REVENUE AND GROSS PROFIT

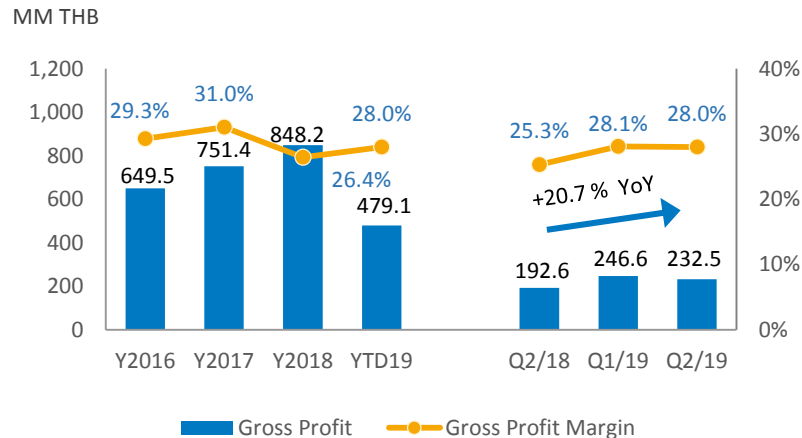
## Revenue from Rental & Services



## Revenue breakdown



## Gross Profit and Gross Profit Margin



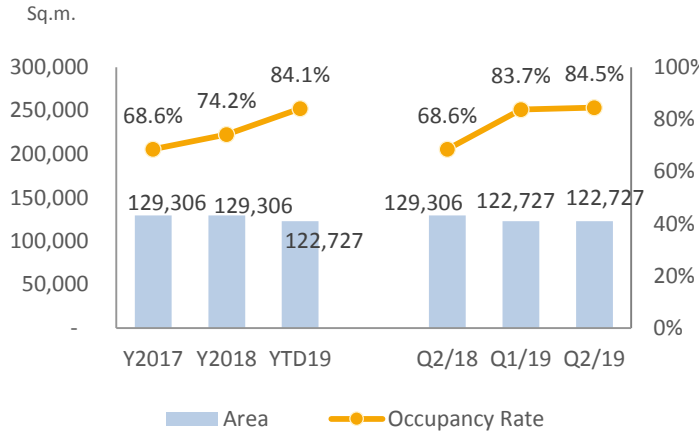
- Revenue for Q2-2019 was THB 830.3 mm, increased 9.2 YoY, the increased revenue was mainly due to higher revenue from warehouse and yard management business, transportation and distribution business and food service business.
- For Q2-2019 gross margin was 28.0%.

# REVENUE AND GROSS PROFIT BUSINESS

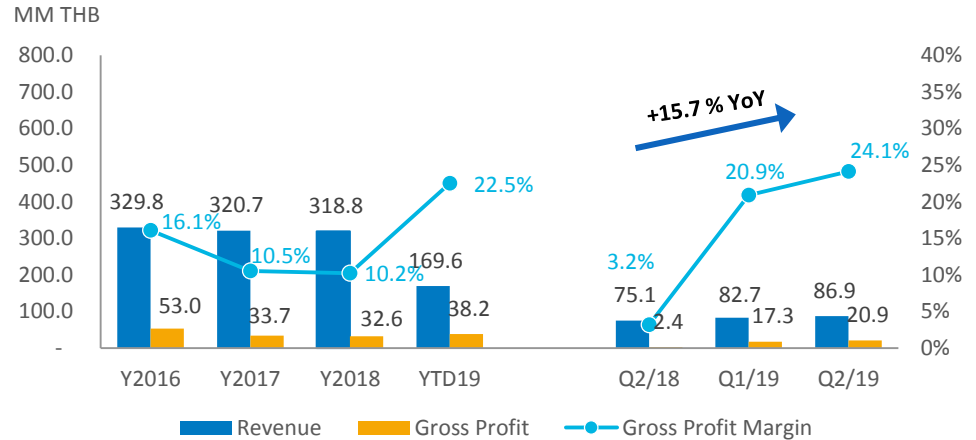


## Warehouse & Yard Management: General Goods + Chemical Warehouses

### Area & Occupancy Rate

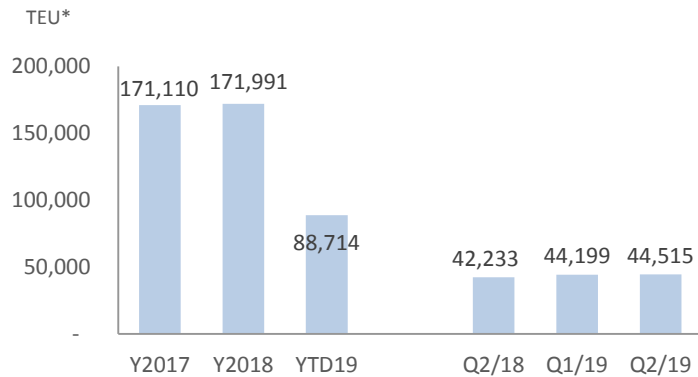


### Revenue & Gross Profit

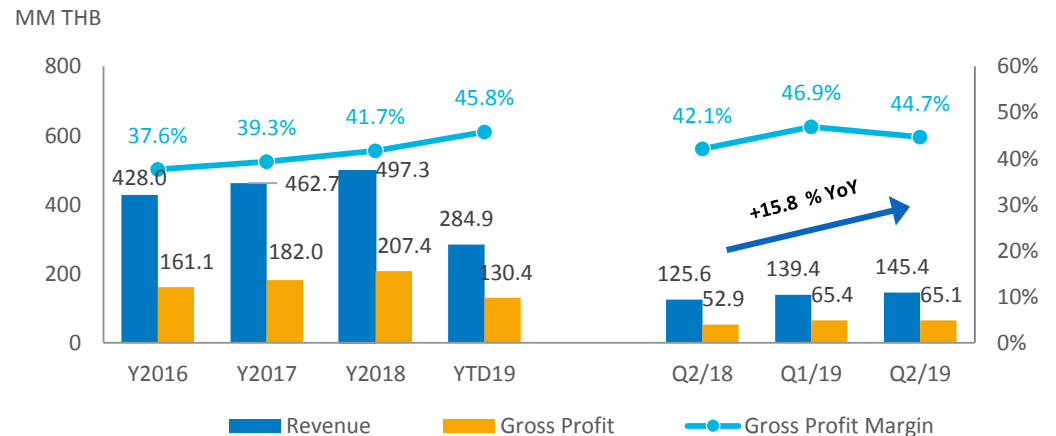


## Warehouse & Yard Management: Dangerous Goods Terminal

### Dangerous Goods Yard Throughput



### Revenue & Gross Profit



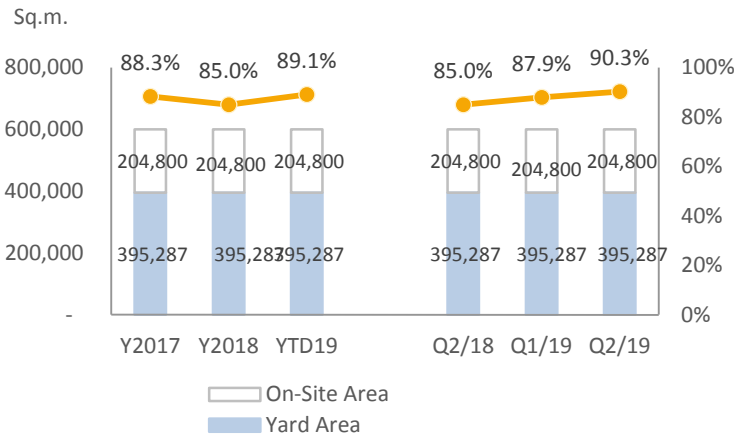
\*TEU = Twenty-Equivalent Unit

# REVENUE AND GROSS PROFIT BUSINESS (CONT'D)

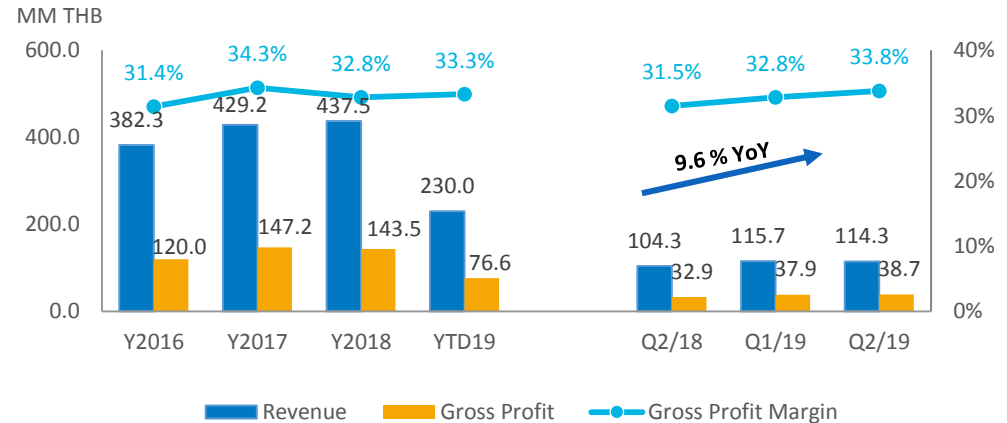


## Warehouse & Yard Management: Automotive

### Area & Occupancy Rate

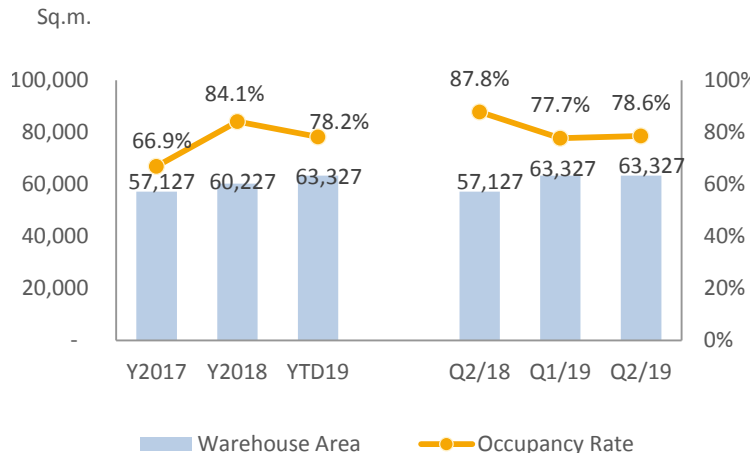


### Revenue & Gross Profit

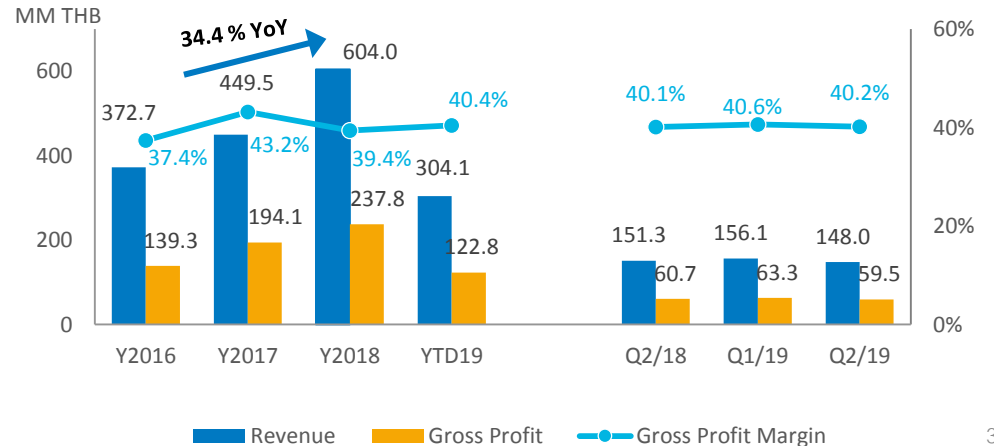


## Warehouse & Yard Management: Cold Storage

### Area & Occupancy Rate



### Revenue & Gross Profit

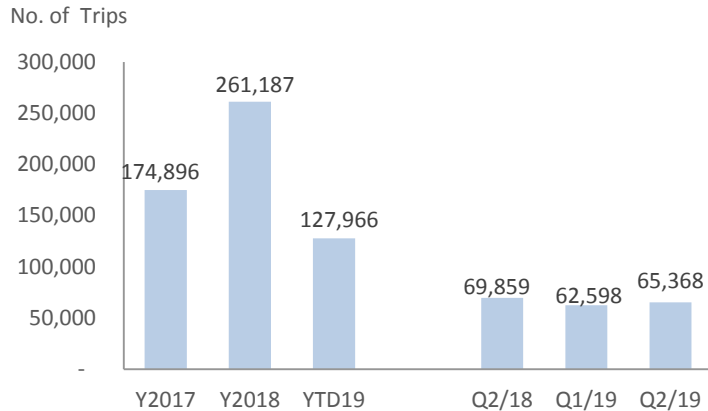




# REVENUE AND GROSS PROFIT BUSINESS (CONT'D)

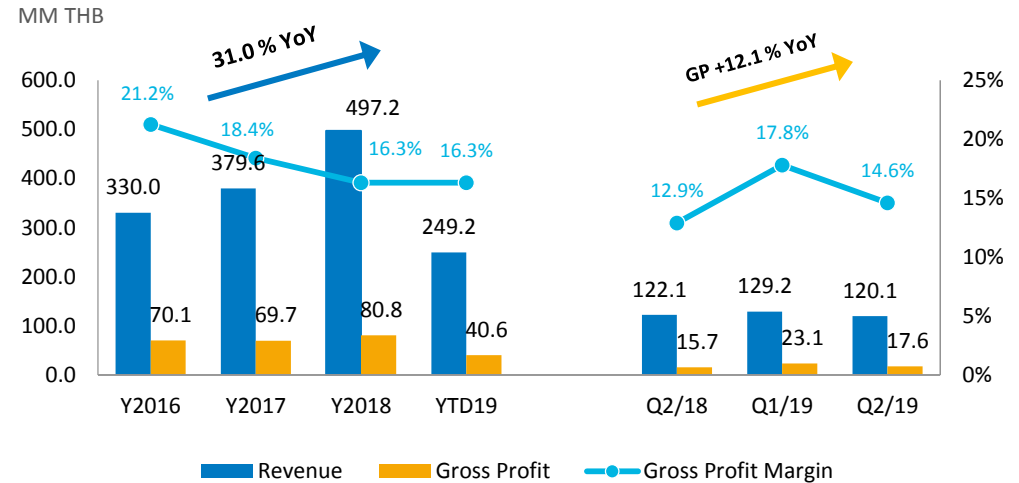
## Transportation & Distribution

### No. of Trips \*



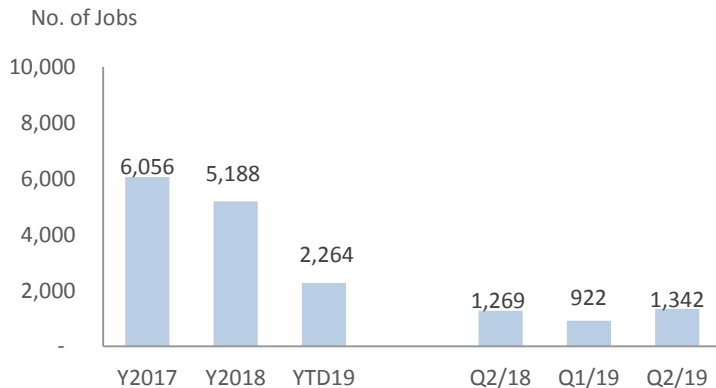
\* including internal transportation services

### Revenue & Gross Profit

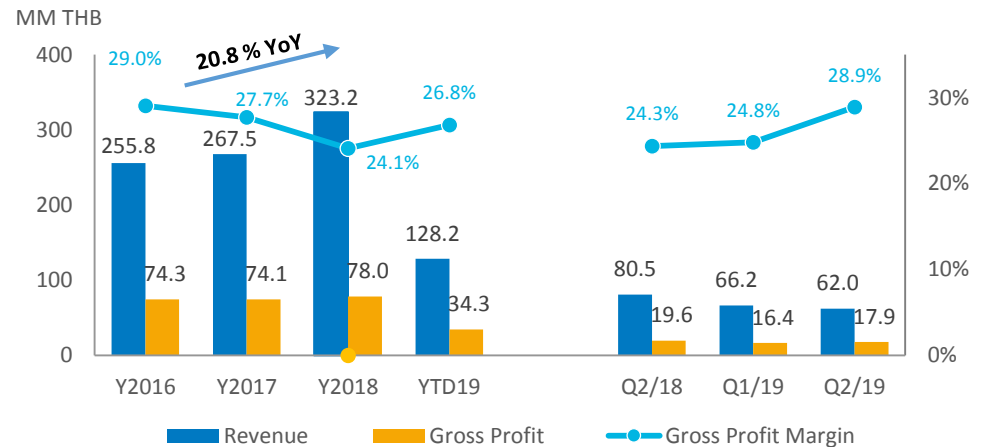


## Relocation Service

### No. of Jobs



### Revenue & Gross Profit



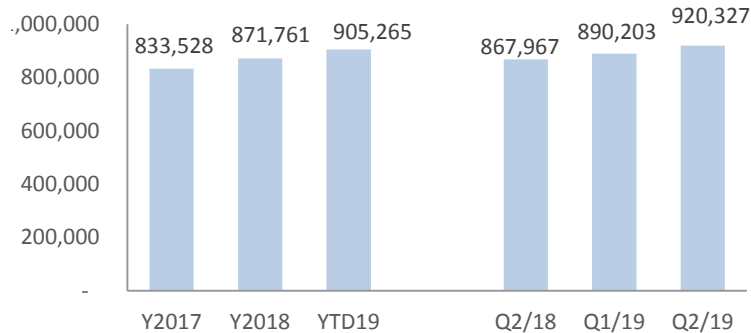
# REVENUE AND GROSS PROFIT BUSINESS (CONT'D)



## Record & Info Management

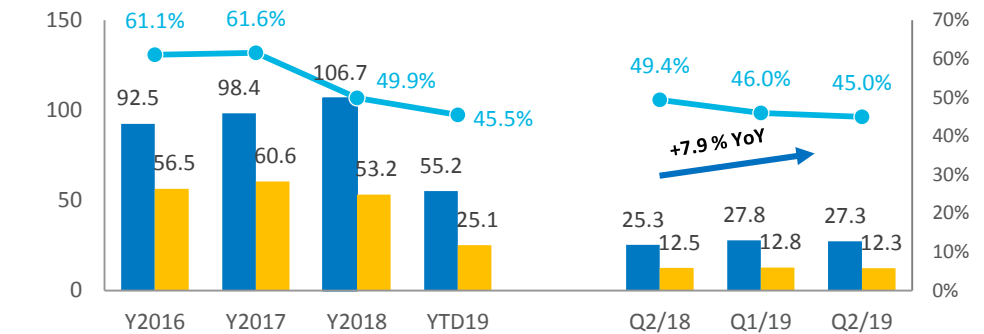
### No. of Cartons

No. of Cartons



### Revenue & Gross Profit

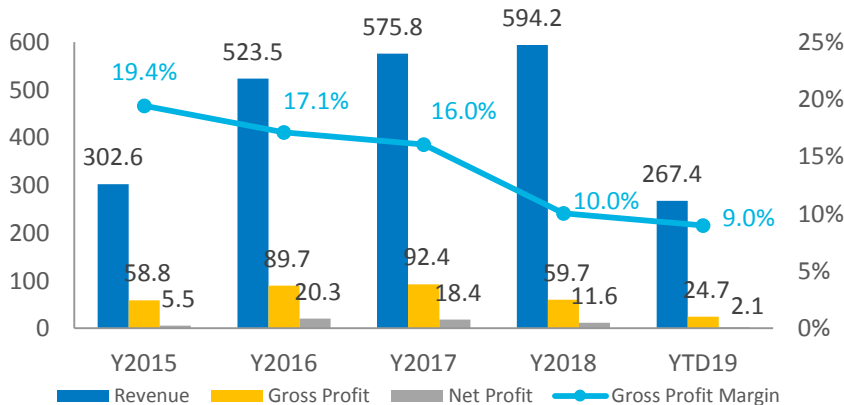
MM THB



## Food Service

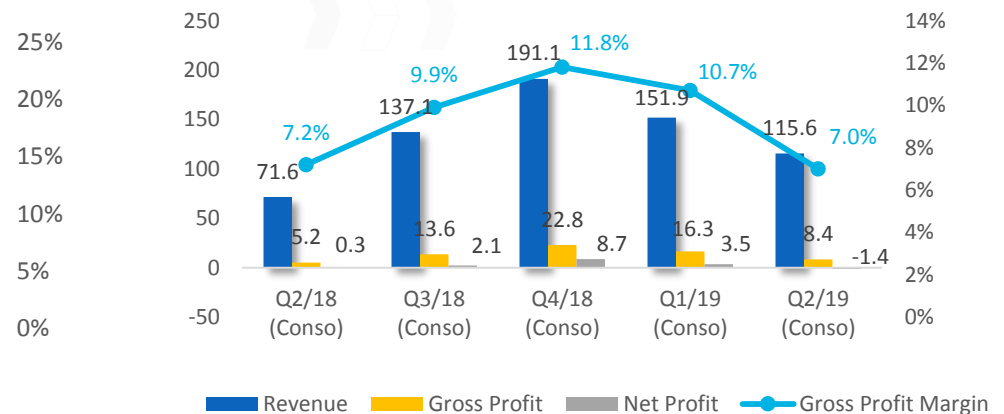
### CSLF Past Performance

MM THB



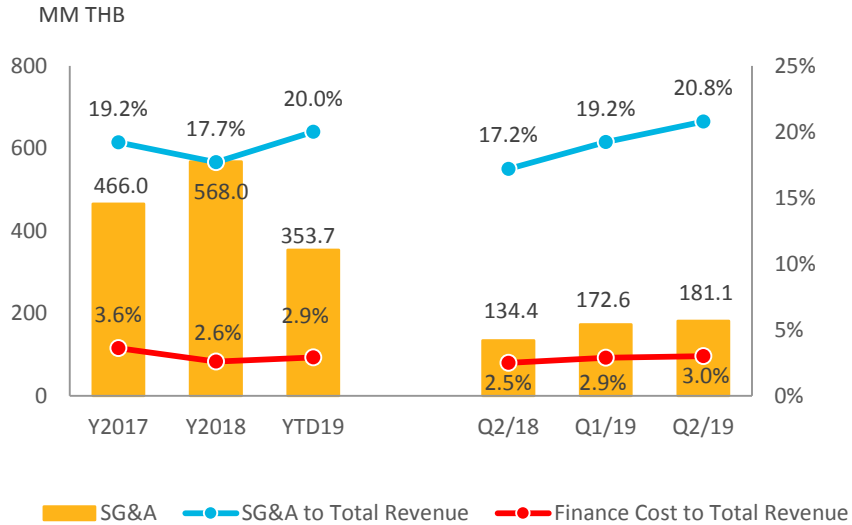
### Revenue and Gross Profit

MM THB

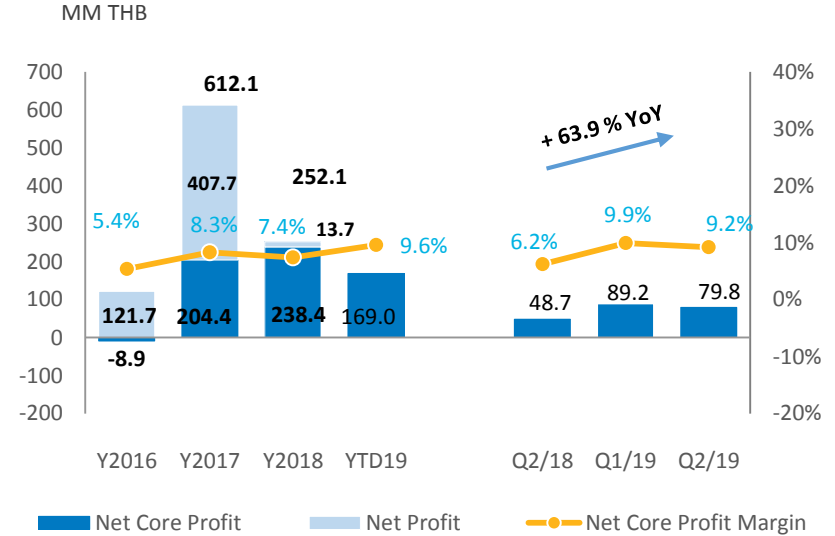


# SG&A Expenses & Net Profit

## SG&A Expenses & Finance Cost



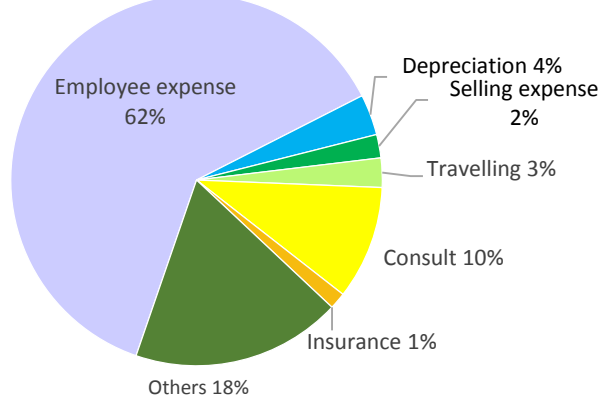
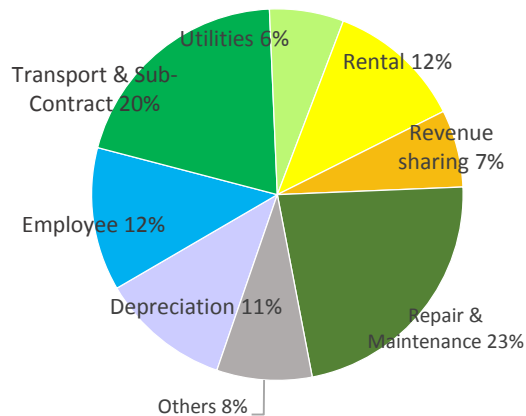
## Net Core Profit\* and Net Core Profit Margin



## Cost Structure

### Direct Cost

### SG&A



- Q2-2019 Net core profit\* 79.8 Million, higher than the previous by, Baht 31.1 Million or 63.9% and net profit margin of 9.2%.

\* Net profit attributable to owners of the Company

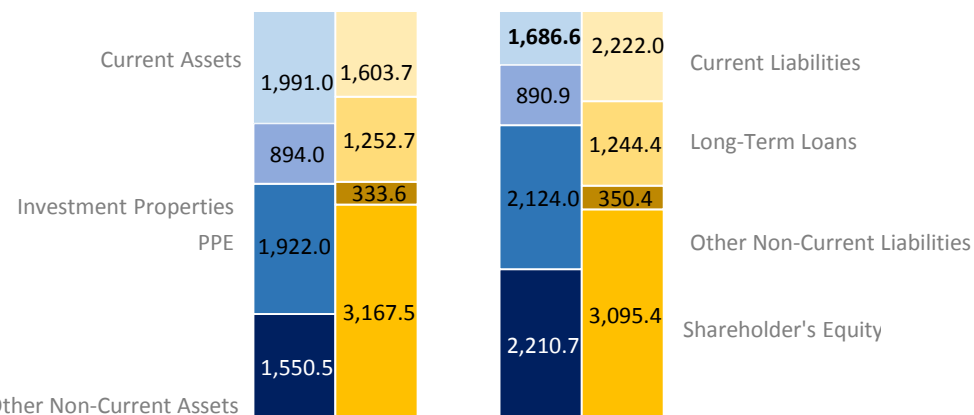
# Financial Position

## Statement of Financial Position

Unit : MM THB

6,357.5 6,357.5

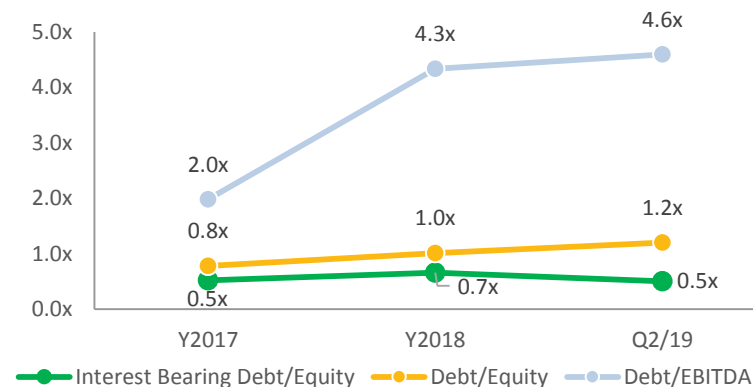
6,912.2 6,912.2



As at Dec 31, 2018

As at June 30, 2019

## Key Financial Ratios



## Cash Flows

(Unit : MM THB)	Six-month Period		Three-month Period	
	2018	2019	Q1/19	Q2/19
Cash and Cash Equivalents at 1 January	1,218.8	456.4	456.4	423.4
Operating Activities	76.1	316.6	171.5	145.1
Investing Activities	(967.4)	(707.2)	(617.9)	(89.3)
Financing Activities	122.1	356.7	407.9	(51.2)
<b>Increase / (Decrease) in Cash and Cash Equivalents</b>	<b>(769.2)</b>	<b>(33.9)</b>	<b>(38.5)</b>	<b>4.6</b>
Impact of foreign exchange rates	(6.9)	9.9	2.9	7.0
<b>Net Increase / (Decrease) in Cash and Cash Equivalents</b>	<b>(776.1)</b>	<b>(24.0)</b>	<b>(35.6)</b>	<b>11.6</b>
Cash included disposal assets group classified as held for sales	(1.5)	2.6	2.6	-
<b>Cash and Cash Equivalents at 30 June</b>	<b>441.2</b>	<b>435.0</b>	<b>423.4</b>	<b>435.0</b>



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





## Disclaimer

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.