



OPPORTUNITY DAY Y2019



CG SCORE 2019

FitchRatings 2019 'BBB (tha)'



Thailand Sustainability
Investment 2019



Business Excellence
Outstanding IR Awards 2019

AGENDA

1



COMPANY OVERVIEW

2



HIGHLIGHT IN Y2019

3



PROJECTS UPDATE

4



FINANCIAL PART

AGENDA



COMPANY OVERVIEW

SERVICE PERFORMANCE 2019

9 Countries



operation bases and network

534,942 Units



automotive yard throughput

175,682 TEUs



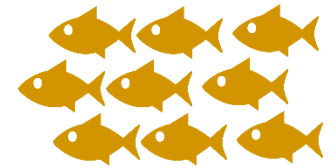
dangerous goods throughput

REVENUE



3,660.2 MB.

529,354 Tons



cold storage inventory handled

192,463 Trips



the number of trip of transportation

66,361 Containers



the number of container
of rail yard management

OUR SERVICES:

• % = Revenue Contribution as of Q4-2019

56.5% WAREHOUSE & YARD MANAGEMENT

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



13.8% TRANSPORTATION & DISTRIBUTION

Nationwide Transportation, Cross Border, Express Delivery



7.8% RELOCATION & FREIGHT FORWARDING

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



17.7% FOOD SERVICE



3.1% DOCUMENT STORAGE



1.1% OTHERS BUSINESS

IT Solutions, Property Development & Management, Self Storage



AGENDA



HIGHLIGHT IN Y2019

HIGHLIGHT IN Y2019

Q1/19



- Acquired 23.94 Percent of Shares in Transimex Corporation : TMS (Vietnam)
- CJ JWD Logistics Started operation
- JWD Bokseng Started operation

Q3/19



- PCS (Pacific Cold Storage) Building No.8 (ASRS System) started operation
- Expanded self storage phase 2 at Siam branch

ON-GOING PROJECT



- New ASRS warehouses
- Built to suit
- JWD Cold Chain Express
- Order Fulfillment Center
- New branches of Self Storage

KEY EVENTS UPDATE

Q2/19

- PCS (Pacific Cold Storage) signed new contract with THPD (Thailand post Distribution) & renovated WH in Bangna 6,000 Sq.m. to Cold Storage



Q4/19

- JTS (JWD Transport) awarded Barge Terminal Project
- JWDAS's (JWD Art Space) grand opening at JWDST Siam branch
- ATL (Autologic) started new projects with customers
- Pilot launch JWD Cold Chain Express project
- PCS (Pacific Cold Storage) started THPD project
- JWDST (JWD Store it) Ramintra & Thiamruammit branch started operate



HIGHLIGHT IN Y2019



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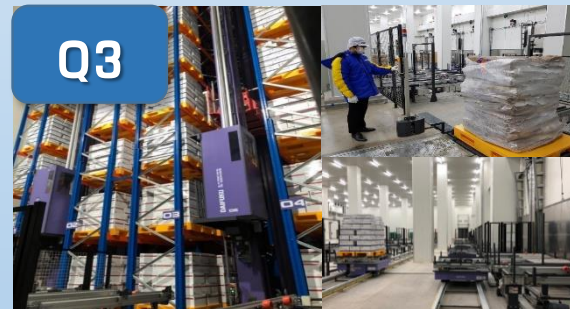
JWD Bokseng Started operation



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Pacific Cold Storage signed new contract with THPD (Thailand post Distribution) & renovated WH in Bangna 6,000 Sq.m. to Cold Storage.



Pacific Cold Storage Building No.8 (ASRS System) started operation in Jul.19



JWD Store it expanded self storage phase 2 at Siam branch

HIGHLIGHT IN Y2019



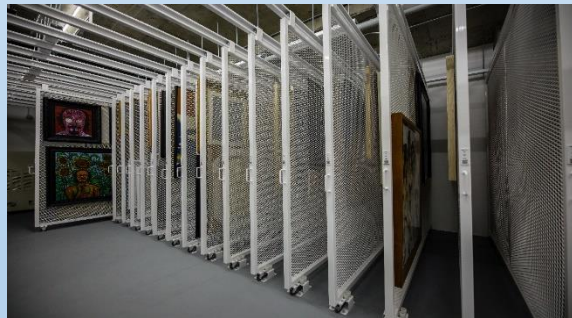
JWD Transport awarded Barge Terminal Project



Autologic started new projects with customer



Pacific Cold Storage started THPD project in Dec.19



JWD Art Space grand opening at JWDST Siam branch



Pilot launch JWD Cold Chain Express project



JWD Store it Ramintra & Thiamruammit branch started operate in Dec.19

AGENDA



PROJECTS UPDATE

JWD BUSINESS STRUCTURE

LOGISTICS & SUPPLY CHAIN

FOOD SUPPLY CHAIN

IT SOLUTIONS

INVESTMENT

B2B INTEGRATED LOGISTICS

GENERAL & FREE ZONE WAREHOUSE

CHEMICALS & DANGEROUS GOODS

AUTOMOTIVE

FOOD & COLD CHAIN

FREIGHT FORWARDING & SUPPLY CHAIN MANAGEMENT

TRANSPORT & DISTRIBUTION

DOCUMENT STORAGE & INFORMATION MANAGEMENT

PROJECT CARGO

B2C LOGISTICS

RELOCATION

SELF STORAGE

E-COMMERCE

OVERSEAS LOGISTICS

OVERSEAS LOGISTICS

- LAOS
- CAMBODIA
- MYANMAR
- VIETNAM
- SINGAPORE
- MALAYSIA
- INDONESIA
- TAIWAN

LOGISTICS INFRASTRUCTURE

TERMINAL & PORT OPERATOR

RAIL TRANSFER OPERATOR

FOOD PROCUREMENT

FOOD TRADER & DISTRIBUTION

FOOD PROCESSING

ASSET MANAGEMENT

INVESTMENT FUND



3 YEARS BUSINESS ROADMAP

REGIONAL MARKET PENETRATION



2019

Integrated
Logistics
Management



2020

Multi-modal &
Regional
Connectivity



2021

Business
Integration Through
Technology



2022

Supply Chain
Management



3 YEARS BUSINESS ROADMAP : DOMESTIC

2020

2021

2022

B2B Logistics

- Pharmaceutical logistics
- Project logistics
- Freight management
- Built to suit service

- Transportation M&A
- Automotive M&A
- Business integration platform

- Cold chain supply chain management
- Fully automated warehouse

B2C Logistics

- Cold chain express
- Food market place
- CJ & THPD network sharing & optimization

- Order fulfillment center
- Pan-country express delivery
- Business integration platform
- War room / BI Integration

- Self storage REIT
- Cross-border B2C Logistics

Logistics Infrastructure

- Barge Terminal
- SRTO

- Rail Transportation

- Regional rail link
- Port Operation

3 YEARS BUSINESS ROADMAP : OVERSEAS



Cambodia

- | | | |
|---|--|--|
| <ul style="list-style-type: none"> ○ Regional cross-border connectivity ○ Integrated logistics management | <ul style="list-style-type: none"> ○ Sihanoukville expansion ○ Poi Pet expansion | <ul style="list-style-type: none"> ○ eCom/B2C Logistics ○ 4PL Logistics Management ○ REIT |
|---|--|--|

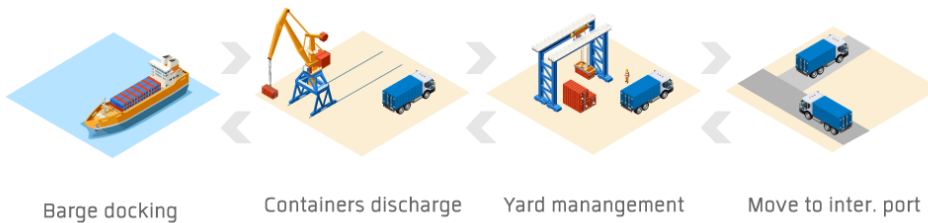
Vietnam

- | | | |
|---|---|--|
| <ul style="list-style-type: none"> ○ Regional cross-border connectivity ○ Food & Cold chain logistics development ○ Client network ○ Port operation | <ul style="list-style-type: none"> ○ Chemical Logistics ○ eCom/B2C Logistics ○ Document storage ○ Business integration platform | <ul style="list-style-type: none"> ○ Automotive Logistics ○ Cold chain supply chain management ○ REIT |
|---|---|--|

Indonesia

- | | | |
|--|--|--|
| <ul style="list-style-type: none"> ○ Food & Cold chain logistics turnaround & stabilization | <ul style="list-style-type: none"> ○ Food & Cold chain M&A ○ Automotive logistics M&A ○ Business integration platform | <ul style="list-style-type: none"> ○ Chemical Logistics ○ 4PL Logistics Management |
|--|--|--|

JWD wins contracting services to operate container lifting & moving at barge terminal.



The objectives of the project :

- To support a shift mode of transportation from land to water.
- To be a role model of a coastal terminal with a systematic and advanced management.
- To upgrade Laem Chabang Port to be an integrated marine transportation hub.

SCOPE OF WORK

CONTAINER LIFTING

Berth Planning
Inwards & Outwards Documents
Vessel Planning & Operations
Yard Planning & Operations
Gate Receiving & Delivering Operations

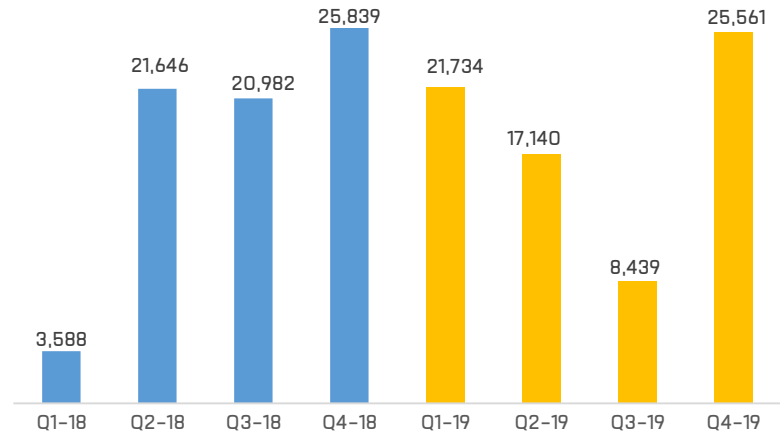
MOVING

Moving to the container depot and vice versa for inbound and outbound containers

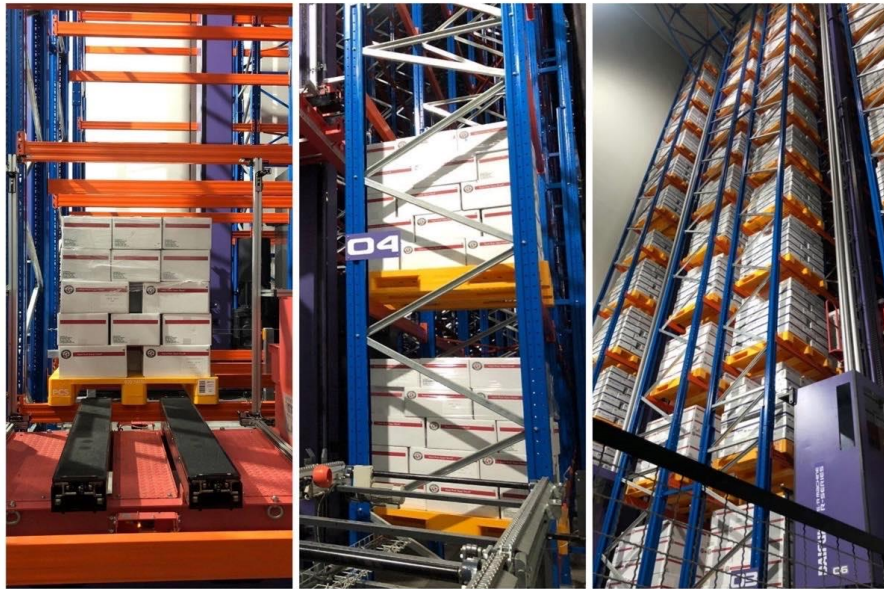


RAIL YARD MANAGEMENT

Number of Containers



From end of Q4 through Y2020 the rail transportation throughput resumed back to normal level and improve continuously. Throughput drops during Q2-Q3 2019 were resulted from the shrinking export volume of petrochemical and pulp business from Thai Baht currency strengthening and U.S. China trade War.



NEW ASRS Cold Storage in Mahachai

- Automatic Cold Storage Warehouse
- Located in Mahachai , Building No.9
- Storage capacity 10,000 pallet
- CAPEX 250 MB.
- Expect to Start operate by the end of Q4-2020

NEW ASRS Document Storage in Suwintawong

- Automatic Warehouse
- Area 25 W x 180 L x H 32 m
- Storage capacity 27,360 pallet, 738,720 box
- 3 Double deep travelling cranes
- CAPEX 250 MB.



IMPROVED PICKING SPEED



BETTER UTILIZATION OF SPACE



ENHANCED PICK ACCURACY



IMPROVED INVENTORY CONTROL

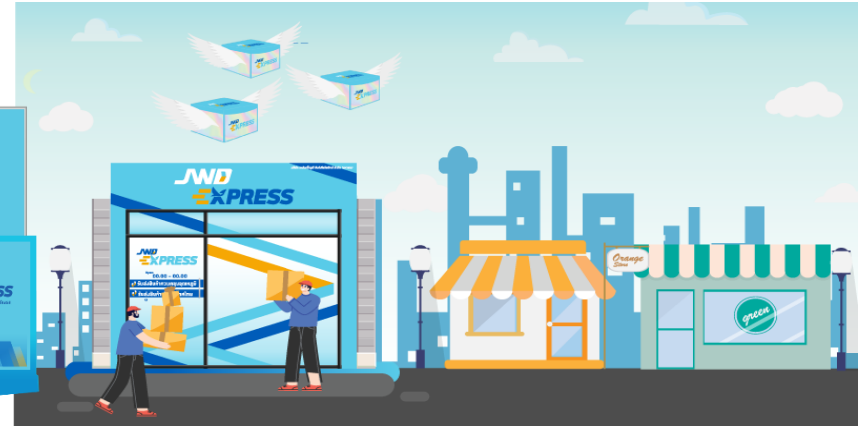


SITE LOCATION



PROJECT DETAIL

CAPEX :	150 MB.
▪ LAND	50 MB.
▪ CONSTRUCTION	100 MB.
CONSTRUCTION PERIOD	8 MONTH
REVENUE :	2.6 MB. / MONTH
▪ RENTAL	1.3 MB. / MONTH
▪ OPERATION	1.3 MB. / MONTH

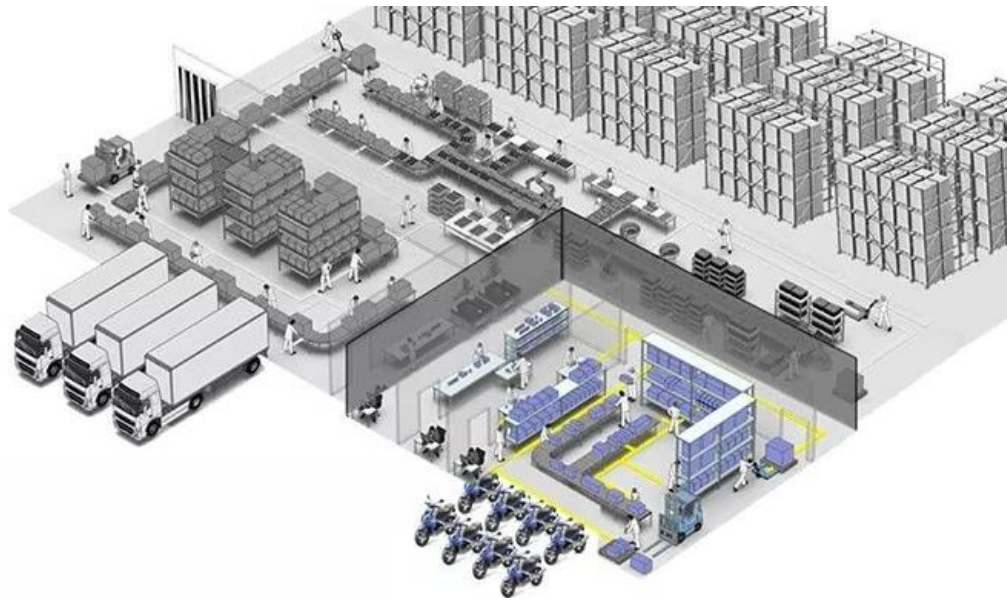


Our Services*

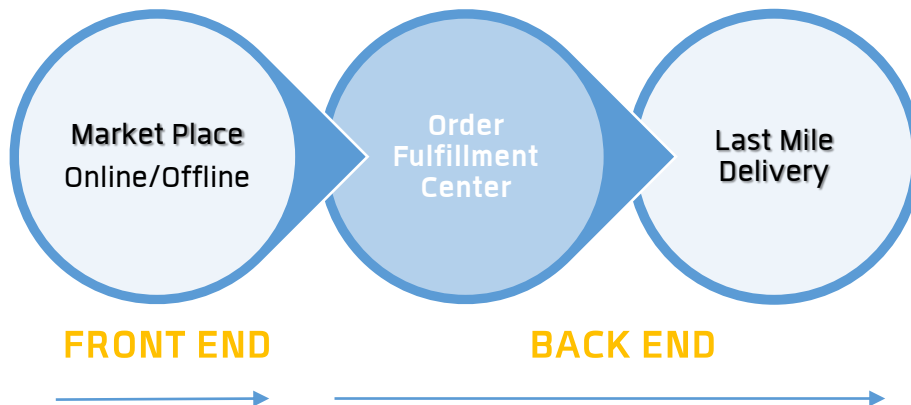
- Market Place
- Warehouse Management
- Fulfillment Center
- Express Delivery

* For Cold Chain Services



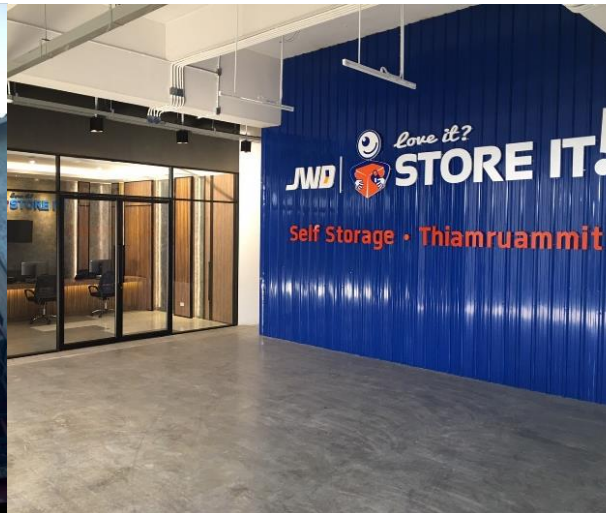


E-COMMERCE FUNCTION



CAPABILITY DETAIL

- Total area usage 11,820 sqm.
- Warehouse 11,550 sqm. (75 m. x 154 m.)
- Office 270 Sq.m.
- 6,800 locations ASRS
- 2,032 pallets location Selective Rack
- 3,400 cases Mini Load
- 1,360 Sq.m. Chill/Cold room area
- Automate packing M/C
- 9 docking Inbound and outbound
- Max Cap. Picking Order 8,160 pcs/day (8hrs),
16,320 pcs/day (16hrs)
- 1.5 Years for construction + equipment installation
- CAPEX 300 MB.
- Expect to start construction in Y2021



Current Branches

Occupancy Rate*

- | | | |
|-----------------------------------|---------------|--|
| 1 JWD Store It! Srikreetha | 94.9 % | 3 JWD Store It! Ramintra ** |
| 2 JWD Store It! Siam | 45.2 % | 4 JWD Store It! Thiamruammit ** |

* Average rate by quarter (As of Q4-2019)

** Started operation in DEC.2019

CAPEX : 16 MB.
AREA : 874 Sq.m

CAPEX : 25.5 MB
AREA : 2,000 Sq.m
PHASE I : 993 Sq.m
PHASE II : 1,007 Sq.m

On Going Branch

- 5** JWD Store It! Rama 9 - Ramkhamheng
CAPEX : 20 MB.
AREA : 1,380 Sq.m
Expect to start operate in Jul. 2020

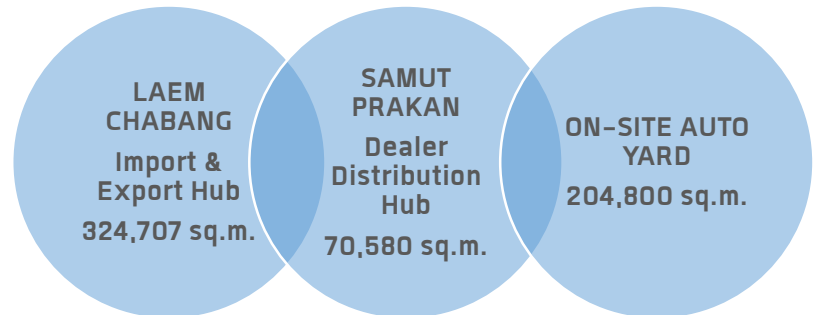




AutoLogic Company Limited, a JWD subsidiary specializing in automotive logistics business, was awarded contracts from three new projects in Q4 2019 worth a total of 130 million baht to be realized as revenue from Y2020 onward.

- On-site yard management located in the Eastern Seaboard Industrial Estate, Rayong Province.
- On-site yard management for the manufacturer of a leading European automobile brand located in the Hemaraj Industrial Estate.
- The renting of warehouse area to take delivery and manage the vehicles for a leading automobile brand from Japan.

Total Service Area 600,087 sq.m.





A TOTAL LOGISTICS PROVIDER

COMPANY MILESTONES

- 1983** | Establishment of the Transforwarding Joint Stock Company,
- 2000** | Established ICD Transimex, Established Da Nang Branch, Ha Noi Branch and Hai Phong Branch, Listed 2,200,000 shares of Transimex.
- 2009** | Establishment TMS Transportation and Operating TMS building, Signed "Strategic Business Cooperation Agreement" with Vinafreight Corporation, Officially renamed as "Transimex-Saigon Corporation".
- 2012** |
- 2013** | Grand opening of the Transimex Distribution Center. To be appointed as General Agent for Dongjin Shipping (Korea) in Vietnam, Grand opening of the Da Nang Transimex Logistics Center
- 2015** |
- 2016** | Establishment Thang Long Logistics Services Corporation, Grand opening Thang Long Logistics Center in Hung Yen Province.
- 2019** |



Transimex's expansion roadmap incorporates strategies for sustainable development and focuses on the core business of the Company via specific targets. These targets are cooperating with strategic partners to build and develop its container terminal & Logistics business at the Northern Gateway Port (Hai Phong) and southern gateway port area (Cai Mep-Thi Vai) in order to ensure connectivity between its marine transport and its container terminal service chain.

In the future, Haiphong will be able to receive a total capacity of approximately 5 million TEUs, similar to the capacity of Ho Chi Minh Port in southern Vietnam, which has a capacity of approximately 5.94 million TEUs and will have a capacity similar to The Laem Chabang Port has a capacity of 7.78 million TEUs.

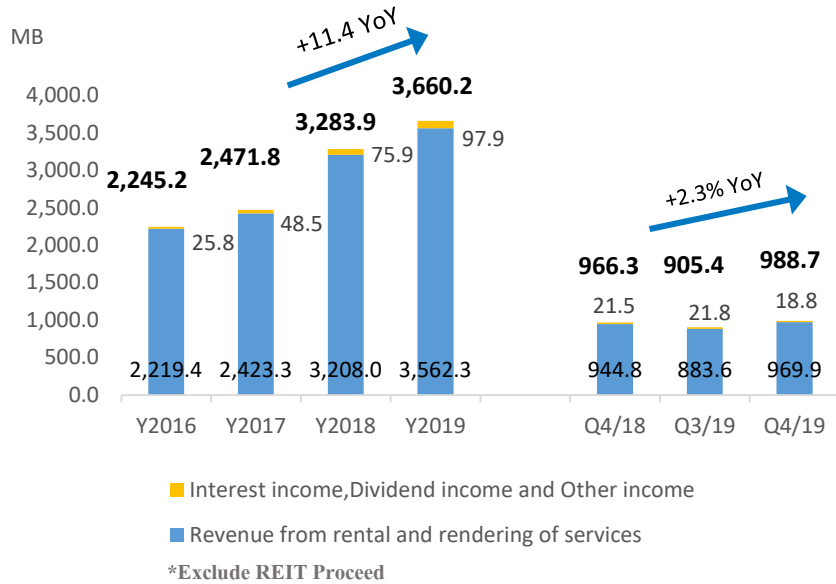
AGENDA



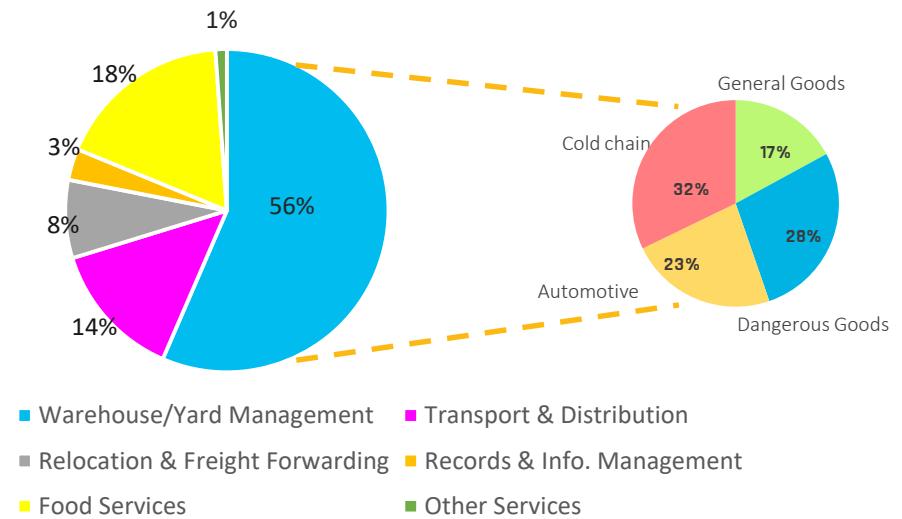
FINANCIAL PART

REVENUE AND GROSS PROFIT

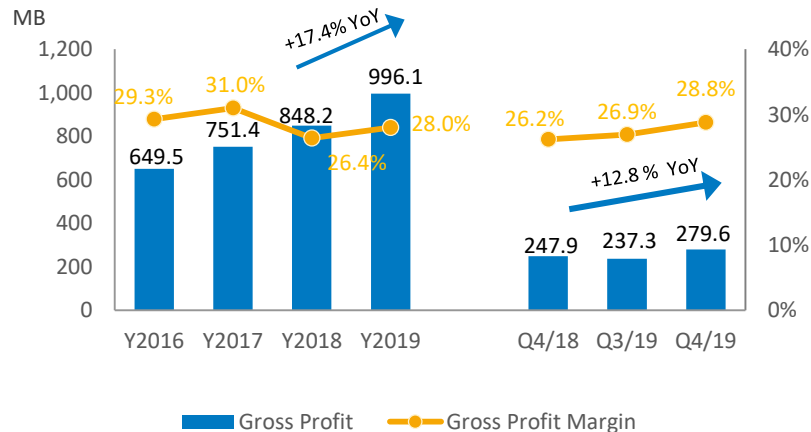
Total Revenue*



Revenue breakdown



Gross Profit and Gross Profit Margin

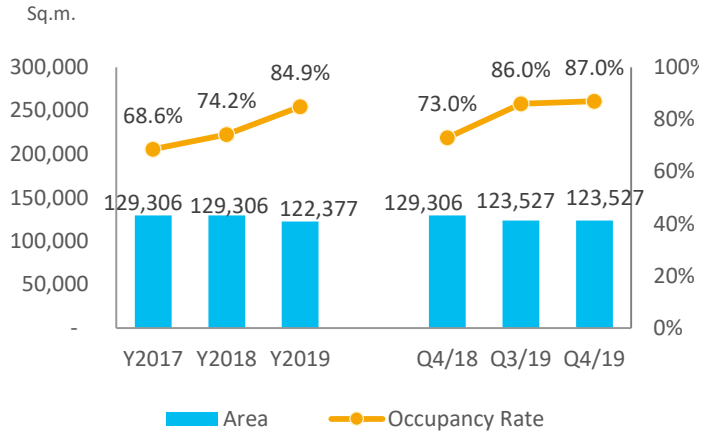


- Revenue for Q4-2019 was THB 969.9 mm, increased 2.6% YoY, the increased revenue was mainly due to higher revenue from warehouse and yard management business, record and information business and food service business.
- Gross margin was 28.8%.

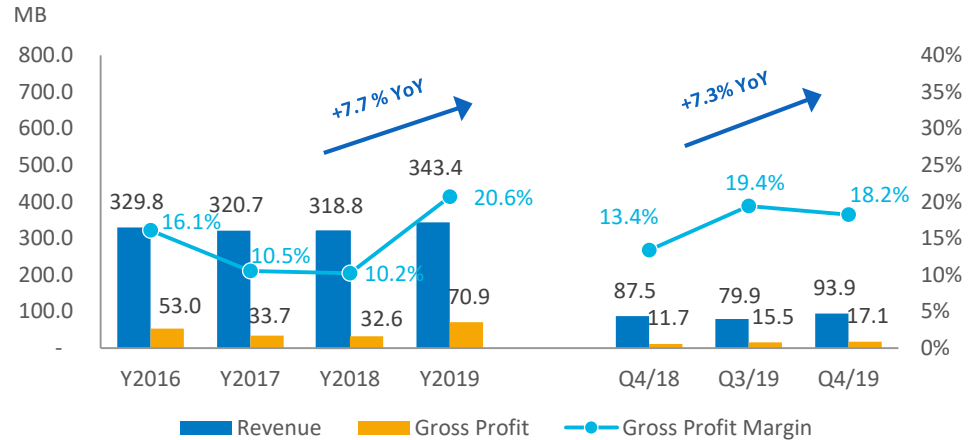
REVENUE AND GROSS PROFIT BUSINESS

Warehouse & Yard Management: General Goods + Chemical Warehouses

Area & Occupancy Rate

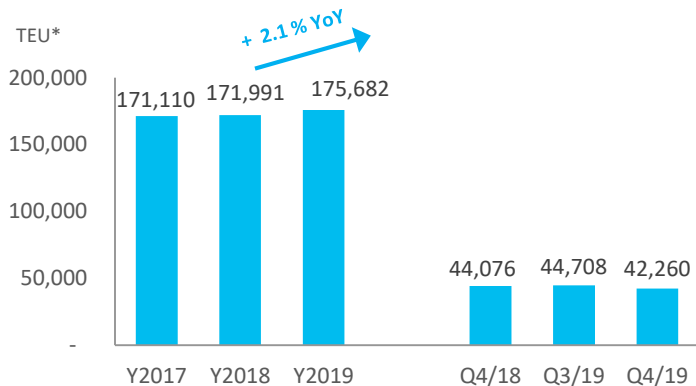


Revenue & Gross Profit

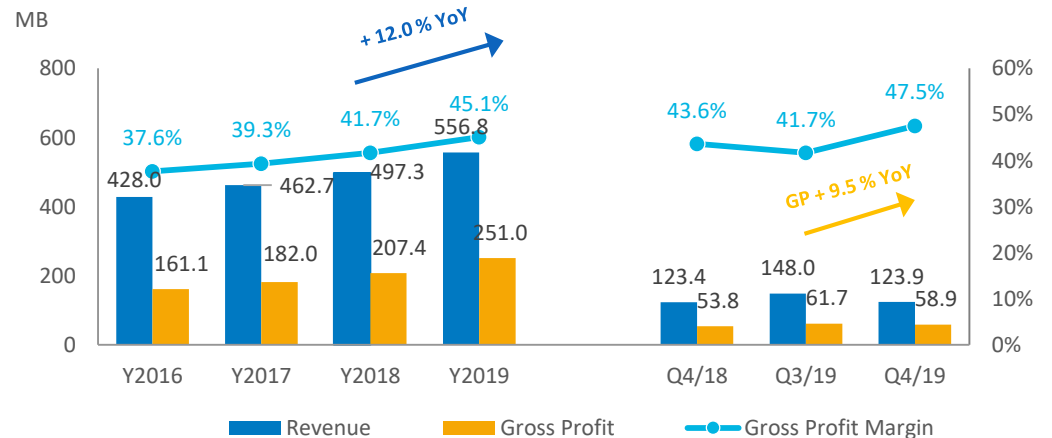


Warehouse & Yard Management: Dangerous Goods Terminal

Dangerous Goods Yard Throughput



Revenue & Gross Profit

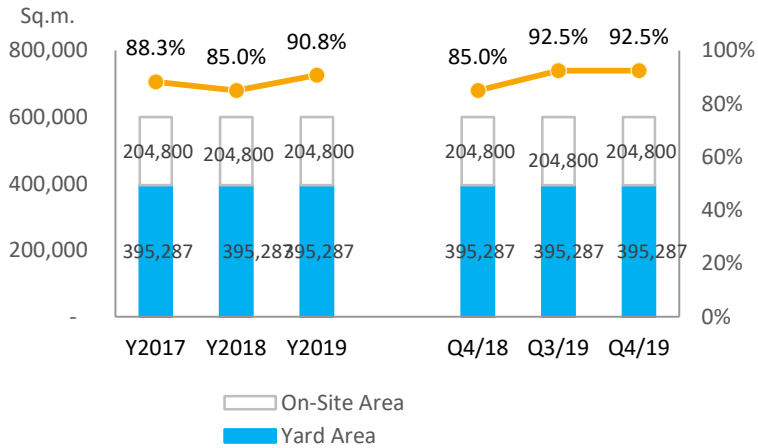


*TEU = Twenty-Equivalent Unit

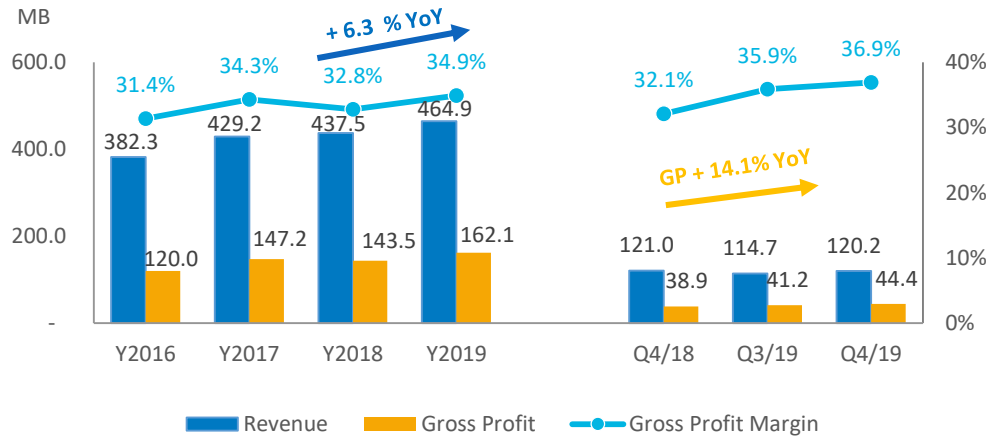
REVENUE AND GROSS PROFIT BUSINESS (CONT'D)

Warehouse & Yard Management: Automotive

Area & Occupancy Rate

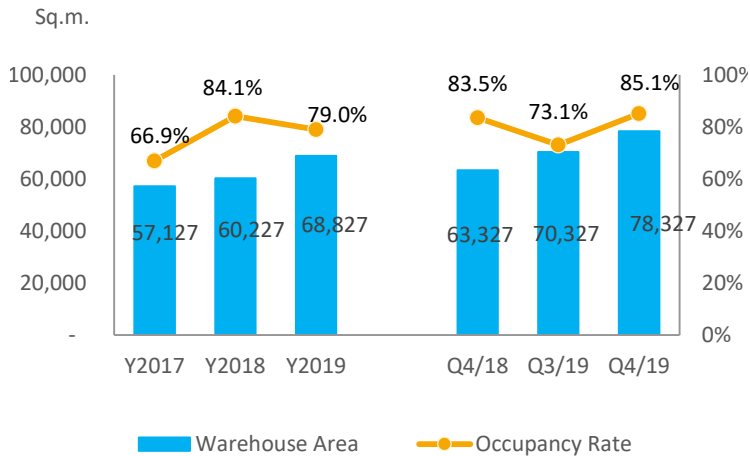


Revenue & Gross Profit

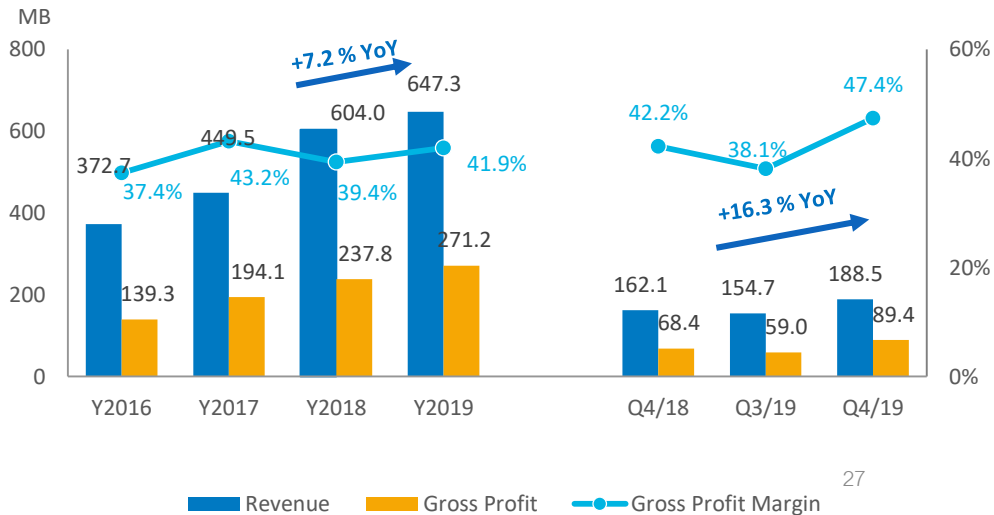


Warehouse & Yard Management: Cold Storage

Area & Occupancy Rate



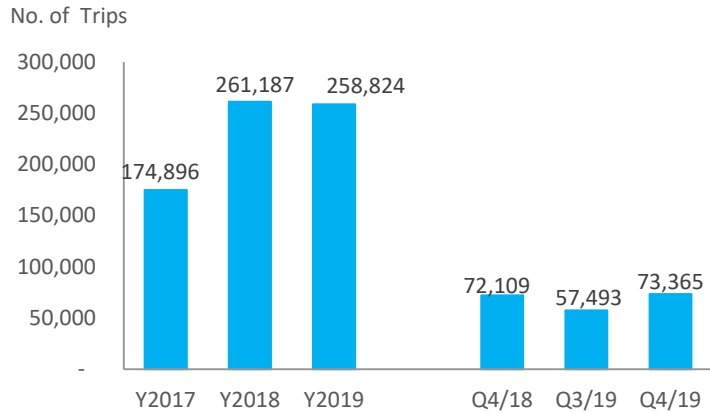
Revenue & Gross Profit



REVENUE AND GROSS PROFIT BUSINESS (CONT'D)

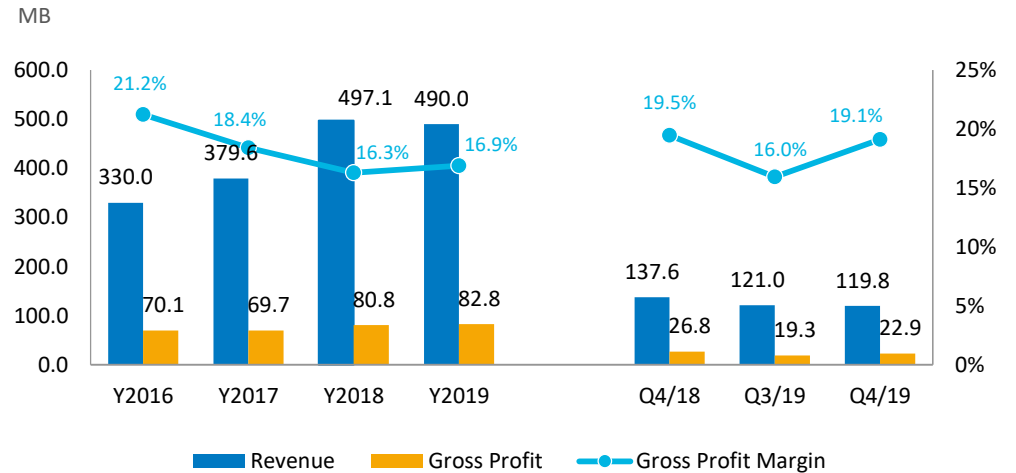
Transportation & Distribution

No. of Trips *



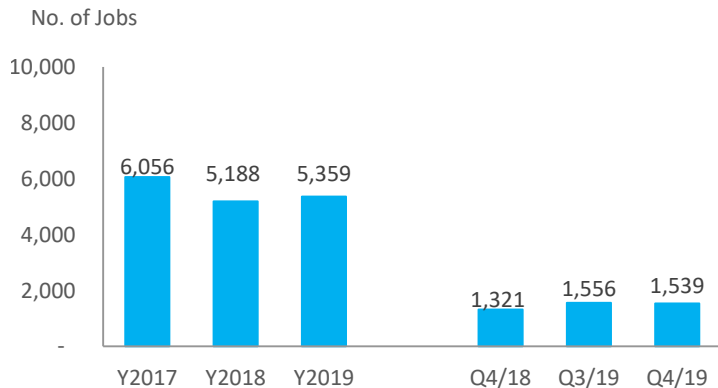
* including internal transportation services

Revenue & Gross Profit

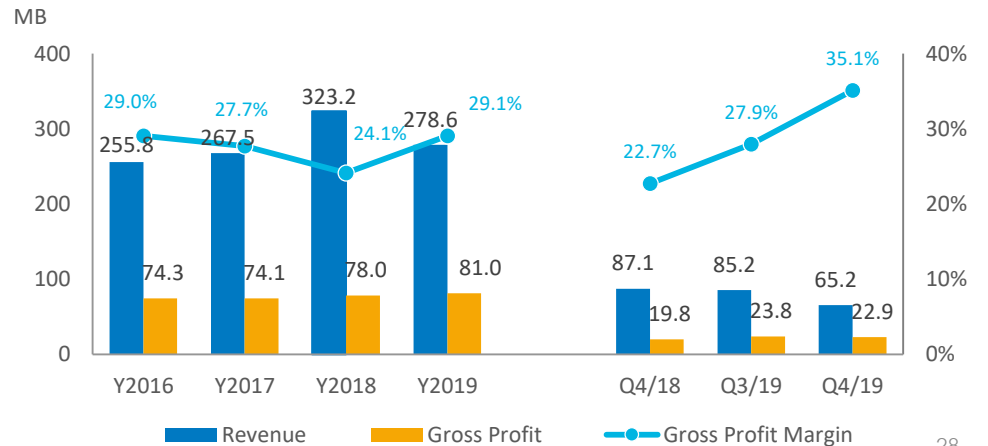


Relocation Service

No. of Jobs



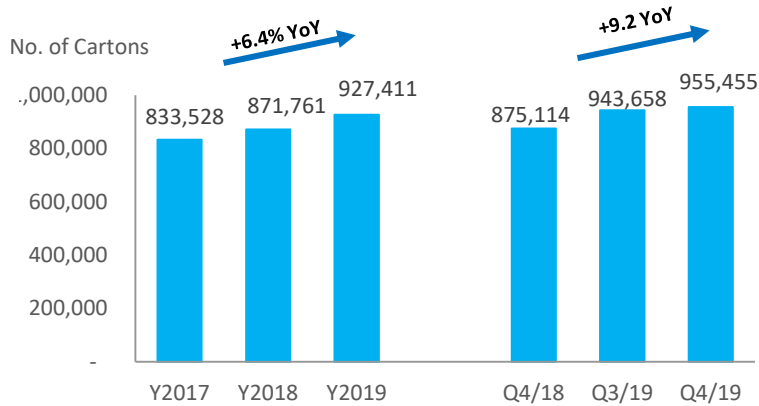
Revenue & Gross Profit



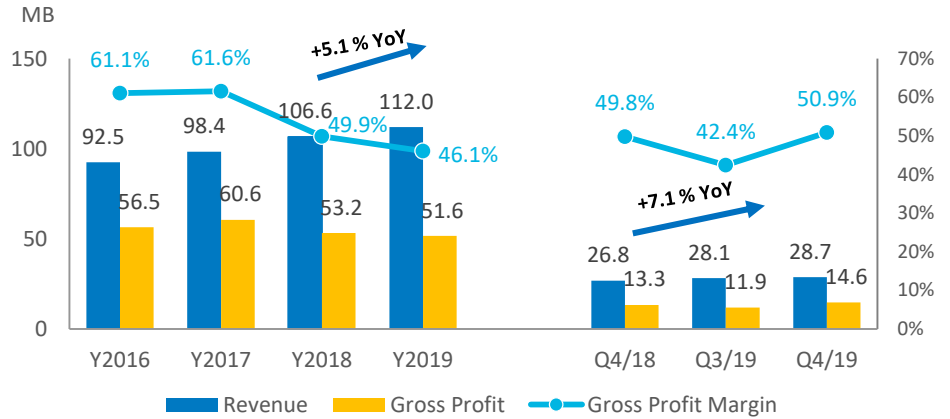
REVENUE AND GROSS PROFIT BUSINESS (CONT'D)

Record & Info Management

No. of Cartons

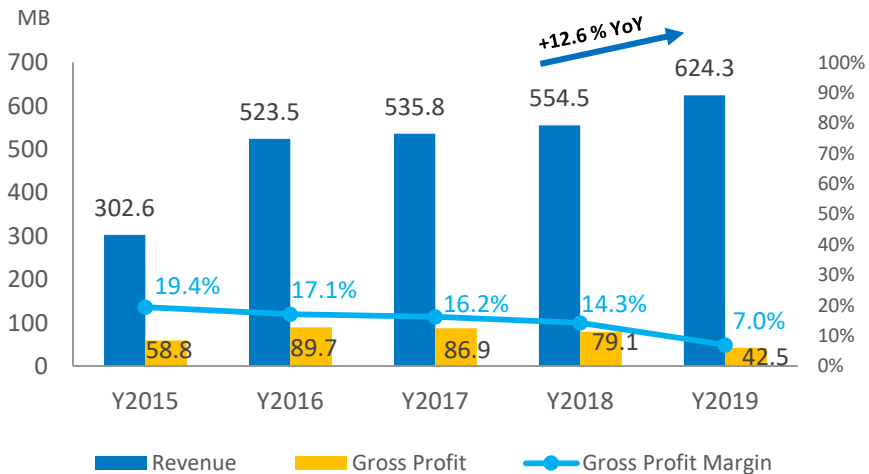


Revenue & Gross Profit

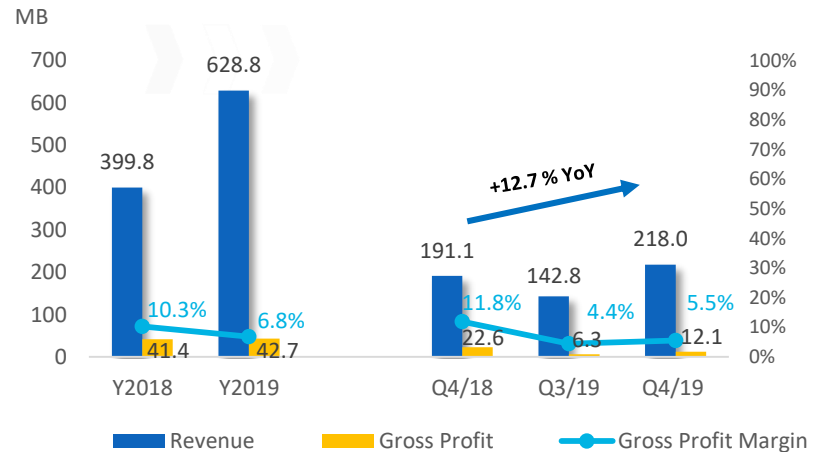


Food Service

CSLF Past Performance



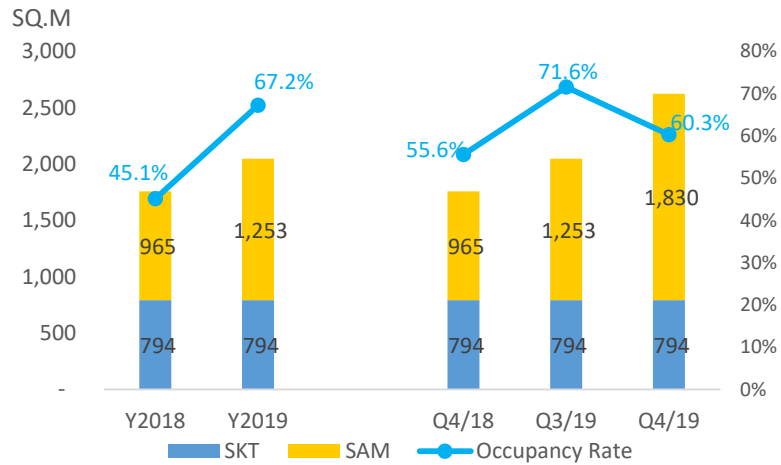
Revenue and Gross Profit



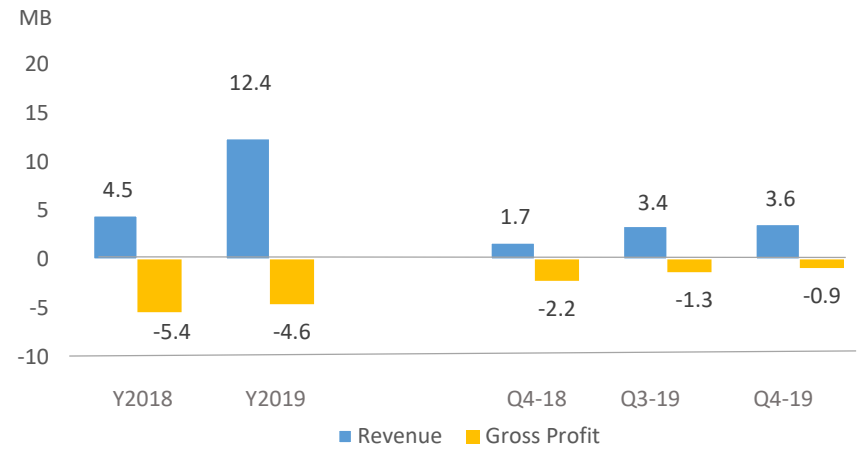
REVENUE AND GROSS PROFIT BUSINESS (CONT'D)

Store it

Area & Occupancy Rate

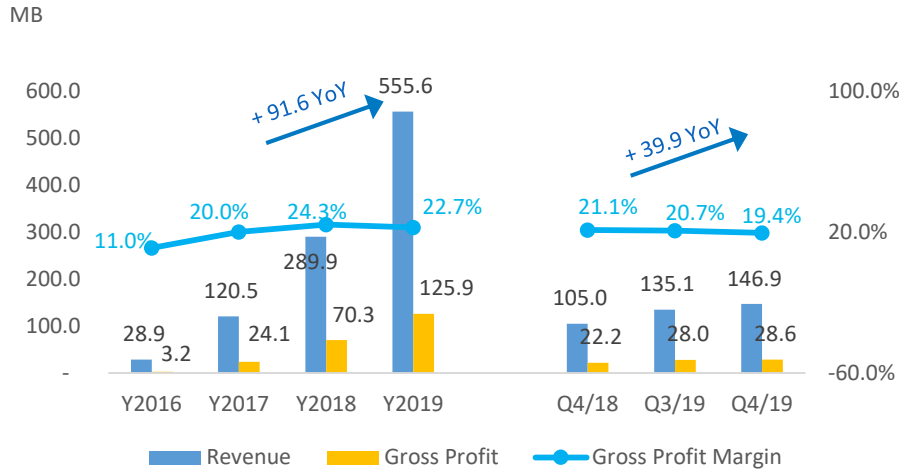


Revenue

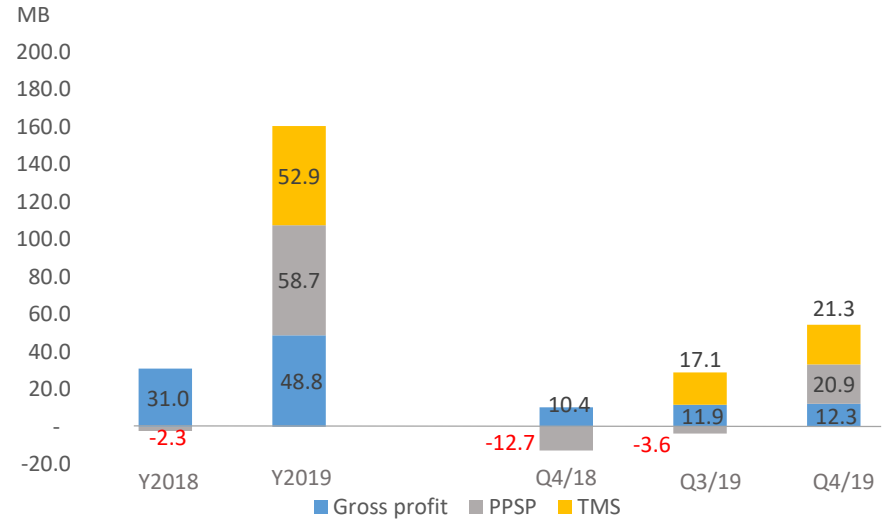


OVERSEAS LOGISTICS OPERATION REVENUE AND GROSS PROFIT*

Revenue from Overseas Logistics under JWD Operation

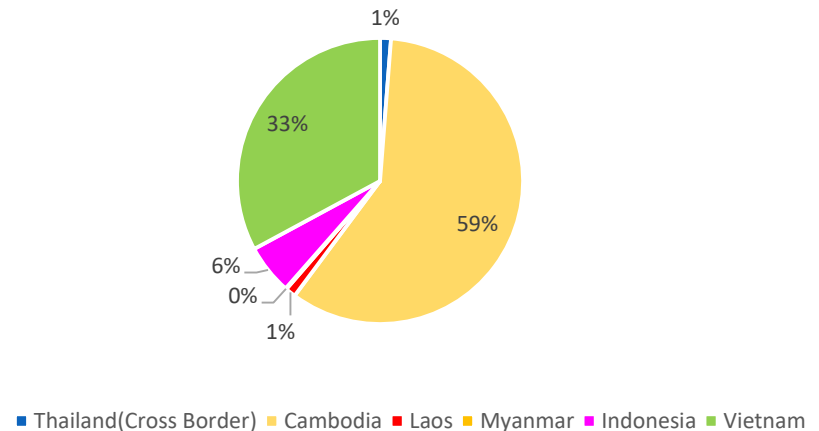


Proportional Gross Profit and Equity Income



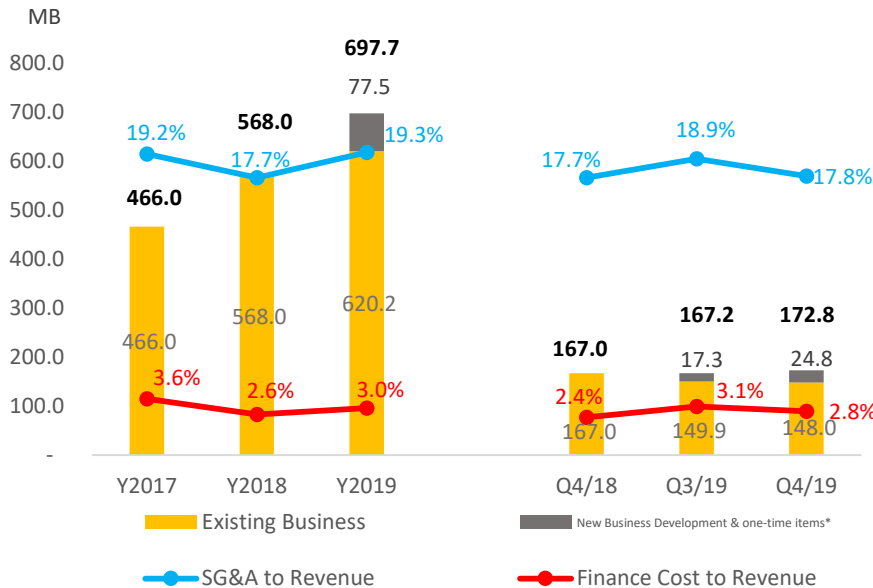
- Overseas Revenue for Q4-2019 was THB 146.9 MB, increased 39.9% YoY, the increased revenue was mainly due to higher revenue from Cambodia and Indonesia.
- Revenue from overseas logistics under JWD Operations (not shown in consolidated financial statement) excludes revenue from Transimex Corporation(TMS), Vietnam and Phnom Penh SEZ Plc (PPSP), Cambodia.

* Proportional Gross Profit and Equity Income breakdown

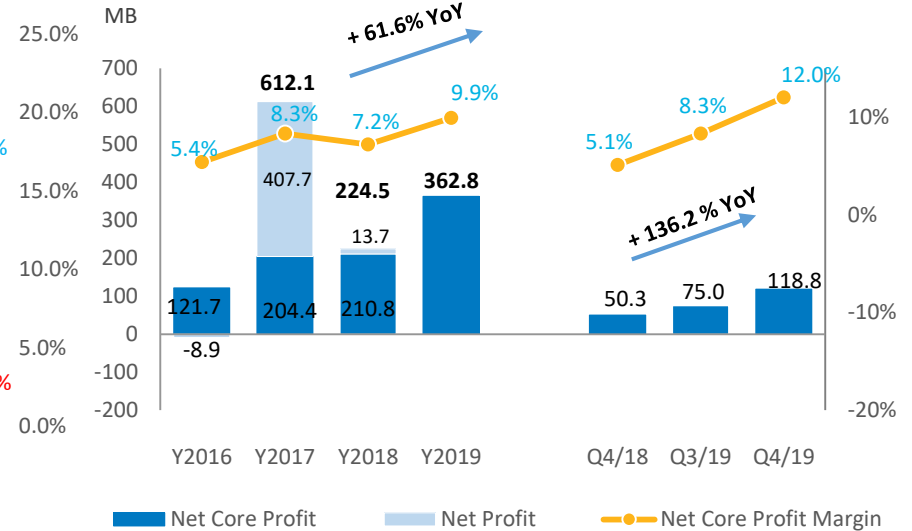


SG&A Expenses & Net Profit

SG&A Expense & Finance Cost



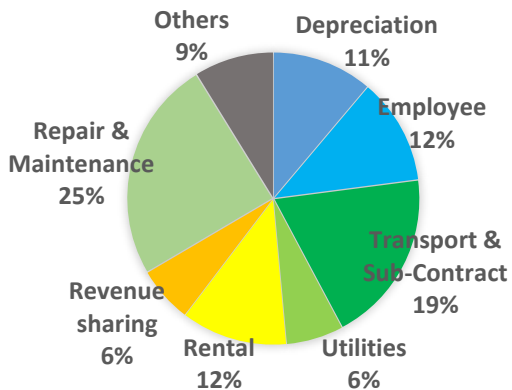
Net Core Profit* and Net Core Profit Margin



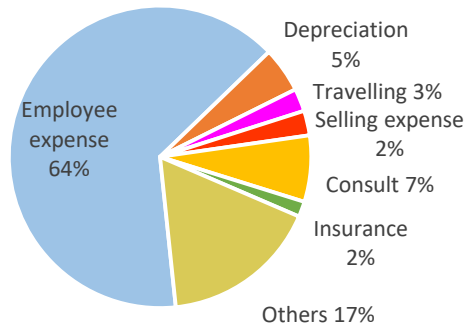
* Net profit attributable to owners of the Company

Cost Structure

Direct Cost



SG&A

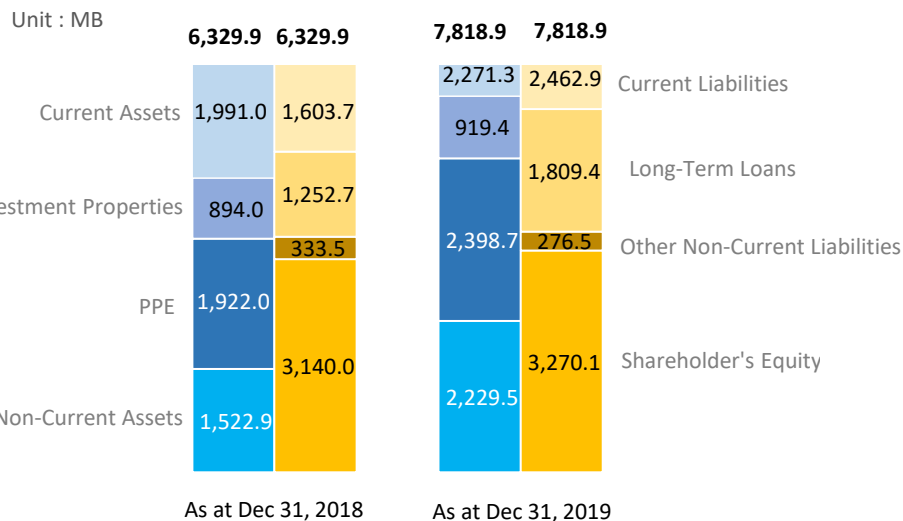


- Q4-2019 Net core profit* 118.8 Million, higher than the previous by, Baht 68.5 Million or 136.2% and net core profit margin of 12.0%.
- Finance cost to revenue maintain in the same level as 2018

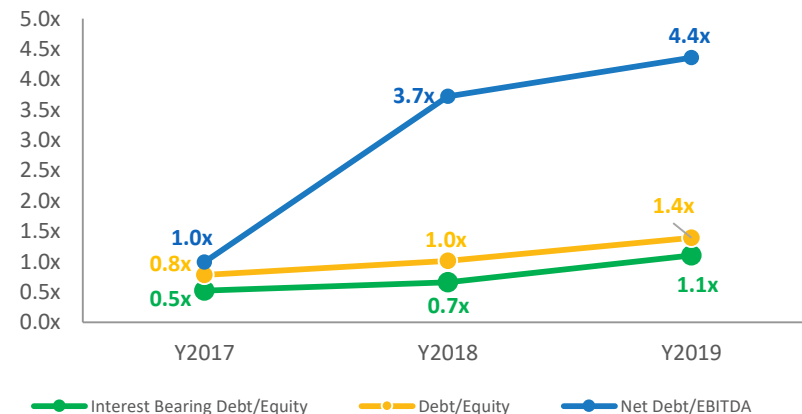
*New business developments include JWD Art space, Cold Chain Express, Barge terminal (Terminal A), Store it and Rail yard management, etc. One-time items includes adjustment of employee benefits according to new labor law, etc.

Financial Position

Statement of Financial Position



Key Financial Ratios



Cash Flows

(Unit : MM THB)	12-month Period	
	2018	2019
Cash and Cash Equivalents at 1 January	1,218.8	456.4
Operating Activities	497.3	452.1
Investing Activities	(1,342.3)	(1,022.3)
Financing Activities	83.9	989.6
Impact of foreign exchange rates	1.3	7.2
Net Increase / (Decrease) in Cash and Cash Equivalents	(759.8)	426.6
Cash included disposal assets group classified as held for sales	(2.6)	2.6
Cash and Cash Equivalents at 31 Dec 19	456.4	885.6

Q & A

 **40 YEARS**
IN SPECIALIZED LOGISTICS

JWD GROUP

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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