



Company Performance FY2023

**ASEAN's Leading and Most Trusted Logistics
and Supply Chain Solutions Provider**



5-star CG Rating Score



SET100 / SET100FF / SETCLMV / SETESG / SETWB

AGENDA

01

Company Overview

02

Performance FY2023

- Highlights in Y2023
- Situation Update
- The Synergy
- Business Direction
- Project Update

03

Financial Performance 4Q2023





01

Company Overview

COMPANY OVERVIEW

Vision

"SCGJWD, most trusted and leading logistics brand in ASEAN that can truly provide end to end logistics solutions delivering success and sustainability to customers and stakeholders through network coverage, insight and innovation"

Stock Information

Company: SCGJWD LOGISTICS PCL.

SET Symbol: SJWD*

First Trade Date: 29 Sep 2015

Paid up Capital: THB 905.51 million

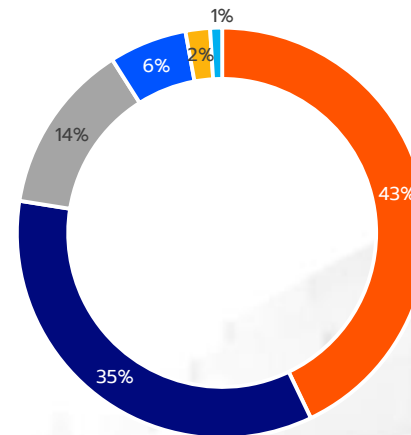
Sector: Transportation & Logistics

Industry: Services

Fitch Ratings: BBB+ / stable outlook

SCGJWD Shareholding Structure

as RD of 12 JAN 2024



■ Major Shareholder
 ■ Management
 ■ Local Retail
 ■ Local Institution
 ■ Foreign Institution
 ■ Foreign Retail



5-star CG Rating Score



SET100 / SET100FF / SETCLMV / SETESG / SETWB

Footprint in 9 countries across ASEAN plus South China



Over **2.3 million sq.m.** for warehouse and yard (general free zone and, cold chain, automobile, chemicals & dangerous goods)



14,000 of total fleet capability



Capability of over **240** barges



More than **2,400** of total customers

BUSINESS STRUCTURE

2 Core Businesses: (1) Logistics & Supply Chain and (2) Other Business





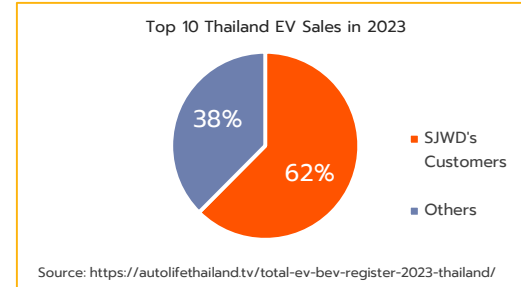
02

Performance FY2023

PERFORMANCE FY2023

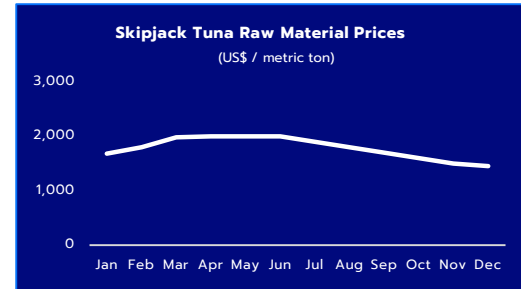
AUTOMOTIVE

+145.0% YoY (Revenue Growth)



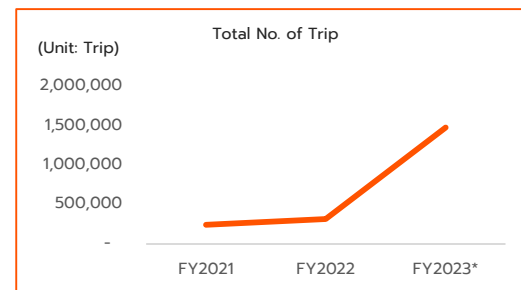
COLD CHAIN

+15.5% YoY (Revenue Growth)



TRANSPORTATION

+369.0% YoY (Transportation Growth)



Note: *The total no. of trip in Y2023 was a result of the integration.

Operating Results FY2023

Total Revenue	23,979.0 MB.	300.4% YoY
Net Profit*	761.3 MB.	+51.0% YoY

Note: *Net Profit attributable to Owners of the Parent

Outstanding Performance and Revenue Growth

- 23,979.0 MB., +300.4% YoY - Total Revenue in 2023
- The merger resulted in a notable rise in overall revenue; especially in the revenue proportion of transportation and distribution, and along with well performance from business divisions: General and Free Zone Warehouse, Automotive, Cold Chain, Self-Storage, Cross Border, Document Storage, Logistics Infrastructure, and overseas.

AUTOMOTIVE

Because EV sales have grown rapidly, the automotive business has performed extraordinarily well in the year 2023.

COLD CHAIN

Because of the El Nino phenomenon in 1H2023, there were fewer fisheries and stockpiles. However, the situation improved after the stockpile was refilled as a result of a drop in tuna's price.

TRANSPORTATION

The integration led to a considerable rise in transportation and distribution no. of trip and revenue.

BUSINESS STRUCTURE OVERVIEW 4Q2023

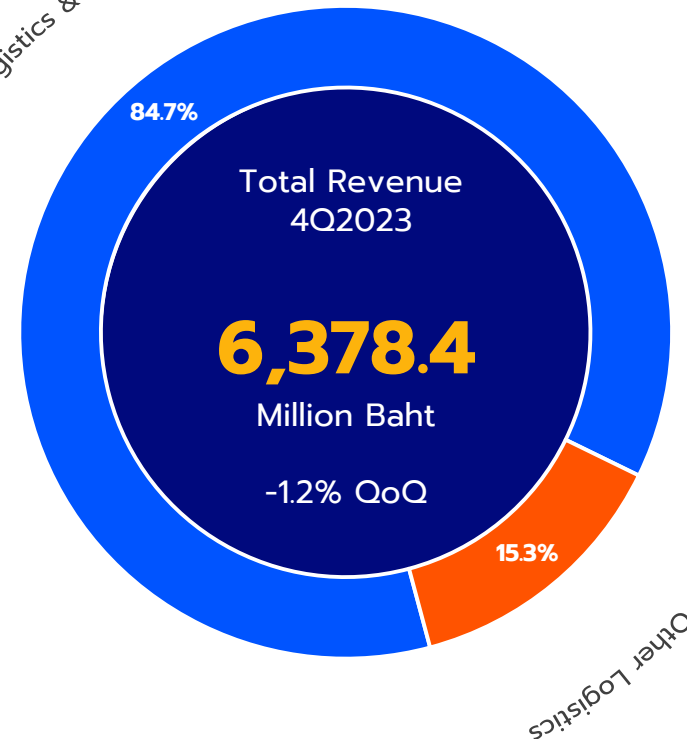


Logistic & Supply Chain

84.7%

Warehouse & Yard Management	16.2%
Transport & Distribution	46.3%
Other Logistics	10.4%
Overseas	11.8%

Logistics & Supply Chain



Other Business

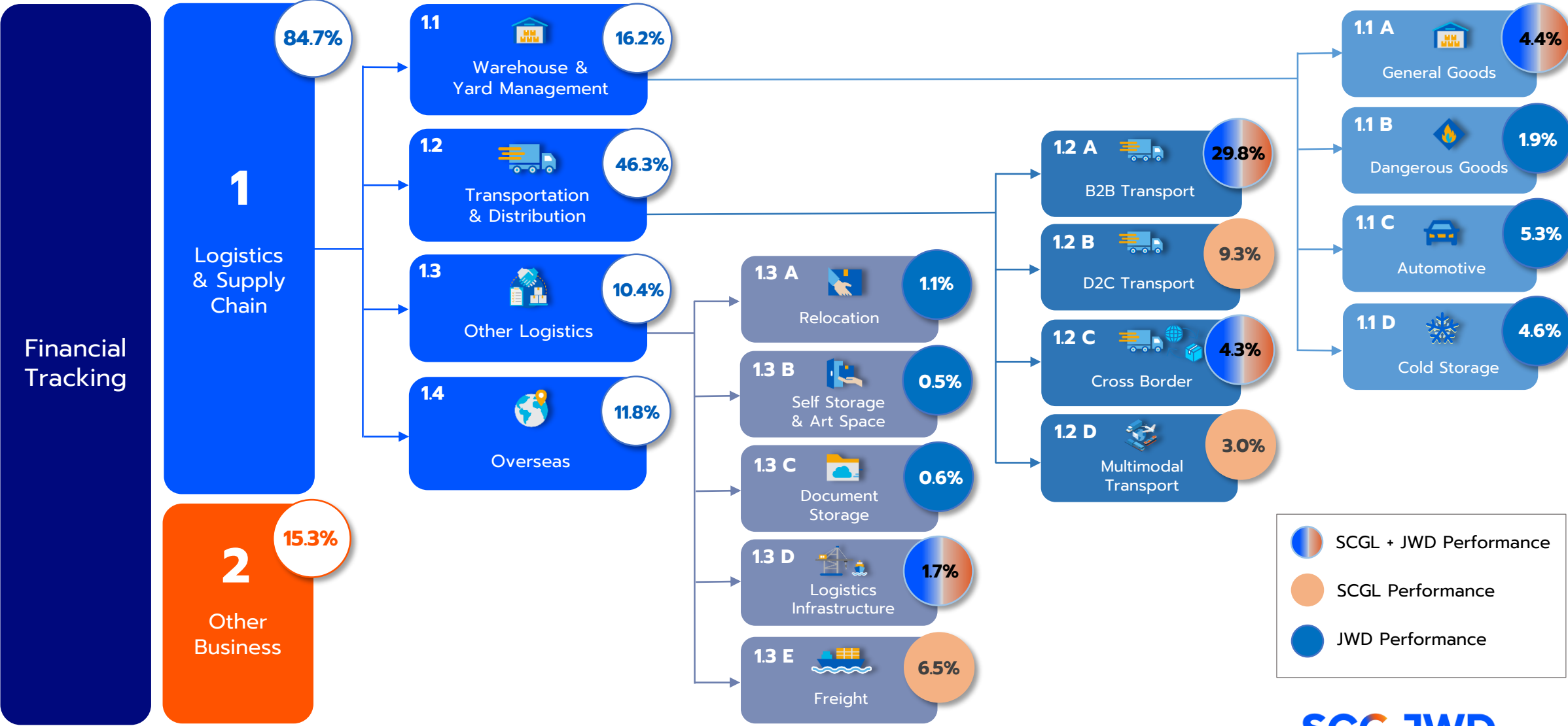
15.3%

Food Supply Chain	2.6%
Sourcing Business	9.6%
Other Business	1.9%
Other Income	1.2%



Note: % revenue proportion

OVERVIEW OF FINANCIAL INFORMATION 4Q2023 (3M)



PERFORMANCE 4Q2023

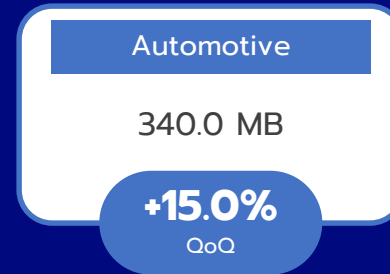
Operating Results 4Q2023 (3M)

Seasonality of some business divisions and a decrease in transportation demand at the end of the year contributed to a small dip in overall operating performance.

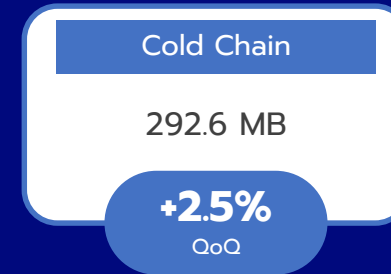
Nonetheless, the Company operates several business divisions, some of which performed exceptionally well through the year 2023.

Total Revenue	6,378.4 MB.	-1.2% QoQ
Net Profit*	260.8 MB.	+86.6% QoQ

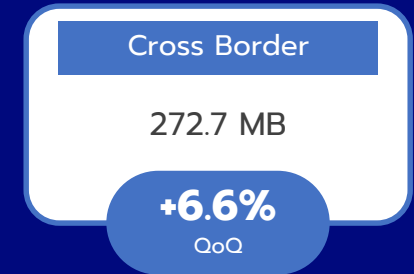
Note: *Net Profit attributable to Owners of the Parent



From rapid growth in domestic demand for EVs



From a decrease in tuna prices in 2H2023, there was an increase in the tuna stockpile



From a rise in cross-border shipping services from both current and potential clients



From rebranding as MeSpace and the self-storage market's growth



From the increased demand for hot pot in Taiwan at the end of the year



From a rise in the sales of diesel oil, lubricating oils, and Truck Tires.

Note: % of Revenue Growth

HIGHLIGHTS IN Y2023



COLD CHAIN

2 new cold chain storage warehouses: PACT and Alpha KM.22, beginning operations in 2023.



AUTOMOTIVE

The automotive business performed exceptionally well in 2023, generating the highest revenue.



MeSpace

Self-Storage business rebranded itself. "JWD Store It," now known as "MeSpace".



ALPHA

4 warehouses: Alpha KM.22, Alpha Rangsit, Alpha KM.19, and Alpha Laem Chabang, started operations.



INVESTMENT

Acquisition of ordinary shares of ANI (4.99%) and SINO (4.21%) in December, 2023

30,360

Total new area expansion (sq.m.)

1,094

Total revenue FY2023 (THB million)

10

Total operation (branch)

507,302*

Total rental area (sq.m.)

≈ 3,000*

Total investment (THB million)

* Remark:
- Under Development 387,172 sq.m. (76%)
- Completed 120,130 sq.m. (24%)

*Including investment in SWIFT and ANI in 1Q2024

HIGHLIGHTS IN Y2023

Entire Business Transfer (EBT)



Entire Business Transfer (EBT) completed since 1 October 2023

The Company completely acquired the entire business from SCG Logistics Management Company Limited (SCGL) according to the merger plan. SCGL has completely registered the dissolution with the Department of Business Development, Ministry of Commerce on 31 October 2023, and is now proceeding with the liquidation.

The Company's name has been changed to "SCGJWD LOGISTICS PUBLIC COMPANY LIMITED" and used the new trading symbol "SJWD" effective since February 17, 2023.

This significant move will elevate the merged Company to become the largest logistics and supply chain service provider in the ASEAN region.

HIGHLIGHTS IN Y2023

➤ SCGJWD Next Gen Logistics



Campaign

"SCGJWD Next Gen Logistics"

Announce the Winner in November, 2023

Thai youth are encouraged to pursue careers in logistics by "SCGJWD" SCGJWD Next Generation Logistics Project: An Idea Competition! In order to grow your business in the future, innovate and incorporate technology.

HACKATHON DAY

18 - 19 November, 2023

An intense, nonstop 24-hour event where teams can test and present their ideas.

SITUATION UPDATE 2024

Expansion Network : ANI and SWIFT

SCGJWD ปิด 2 ดีลใหญ่
เสริมศักยภาพเครือข่ายครบทุกโหมดขนส่งในอาเซียนและจีนตอนใต้

SWIFT ผู้ให้บริการโลจิสติกส์แบบครบวงจรขนาดใหญ่ในมาเลเซียจดทะเบียนในตลาดหลักทรัพย์ Bursa Malaysia ในปี 2021

SCGJWD LOGISTICS

ANI ผู้บริหารกึ่งตัวแทนขายและบริหารพื้นที่ขนส่งสินค้าทางสายการบิน (GSA) ให้กว่า 20 สายการบิน ระดับภูมิภาค จดทะเบียนในตลาดหลักทรัพย์ไทย ในปี 2023

Strategic Partner ในประเทศมาเลเซีย

สร้างเครือข่ายบริการขนส่งข้ามแดน North-South Corridor

ขยายธุรกิจใหม่ในมาเลเซีย เช่น DG, Automotive

ขยายบริการ Air Freight ในต่างประเทศ และสร้างรายได้เพิ่ม

ให้บริการขนส่งแบบ End-to-end Solutions

เพิ่มความสามารถในการแข่งขันด้านค่าระวางทางอากาศ และช่วยลดต้นทุน

SCGJWD LOGISTICS

Expansion Network : ANI and SWIFT

The Company is set to invest nearly 2.5 billion Baht to acquire shares of logistics companies in Thailand and Malaysia as it expands its logistics and supply chain business in Southeast Asia.

ANI

(Asia Network International Public Company Limited)

SCGJWD acquired approx. 231 million ANI shares, or 12.5% of the total paid-up shares at a price not exceeding THB 7 per share with the total investment of THB 1.6 billion.

Note: SCGJWD lately holds shares in ANI totaling approximately **20.12%** of the total paid-up shares.

SWIFT

(SWIFT Haulage Berhad)

SCGJWD acquired approx. 180 million SWIFT shares, or **20.44%** of the total of paid-up shares (excluding treasury shares) at a price of MYR 0.63 per share (or approx. THB 4.72 per share with the total investment of approx. THB 850 million).

THE SYNERGY

REVENUE GROWTH

Warehouse & Yard Management +56.2% YoY	Transportation & Distribution +821.9% YoY	Logistics Infrastructure +268.8% YoY
Freight +100.0% YoY	Overseas +1,018.0% YoY	Sourcing +100.0% YoY

NEW SERVICES

Health Care	Food
Air Freight	Cross Border

COST SAVING (in Y2023 – Y2024)

Purchasing & Corporate Functions	
Y2023 ▼ 32.55 YoY million Baht	Y2024E* ▼ 79.68 YoY million Baht

Note: *Expected Cost Saving in Y2024

FINANCING

Fitch Ratings Upgrades 3 notches to

BBB+ / **F2+**
(Tha) / (Tha)

STABLE Outlook

BUSINESS DIRECTION

To Become ASEAN Top Integrated Logistics and Supply Chain Business with
an Aspiration to Reach **THB 100 bn Market Capitalization in 2027**



SEAMLESS REGIONAL EXPANSION & CONNECTIVITY

Accelerate expansion
Replicate Thailand's
success model



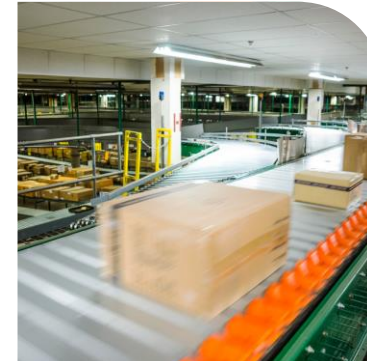
SYNERGIZE, CROSS-SALE & UP-SALE

Increase pocket share
End-to-End service
Cost efficiency
Multi-modal



STRENGTHEN & SCALE UP CORE COMPETENCIES

Regional Cold Chain
Automotive
Chemicals & DG



GROW D2C SEGMENT

B2C, B2B2C, C2C
Self-storage
Fulfillment
Cold chain express



NEW BUSINESS OPPORTUNITIES

Property solutions
Digital and Data
Analytic
Innovations

Digitalization and Innovation

Sustainability

Inorganic Growth

PROJECT UPDATE



WAREHOUSE

Projects

- Cold Chain: Saraburi Phase 2
- SCG Nichirei
- DATASAFE

INDUSTRIAL PROPERTY

ALPHA

- Industrial Property Development

SELF STORAGE

MeSpace

- MeSpace Bangsue
- MeSpace Ratchada
- MeSpace Phuket

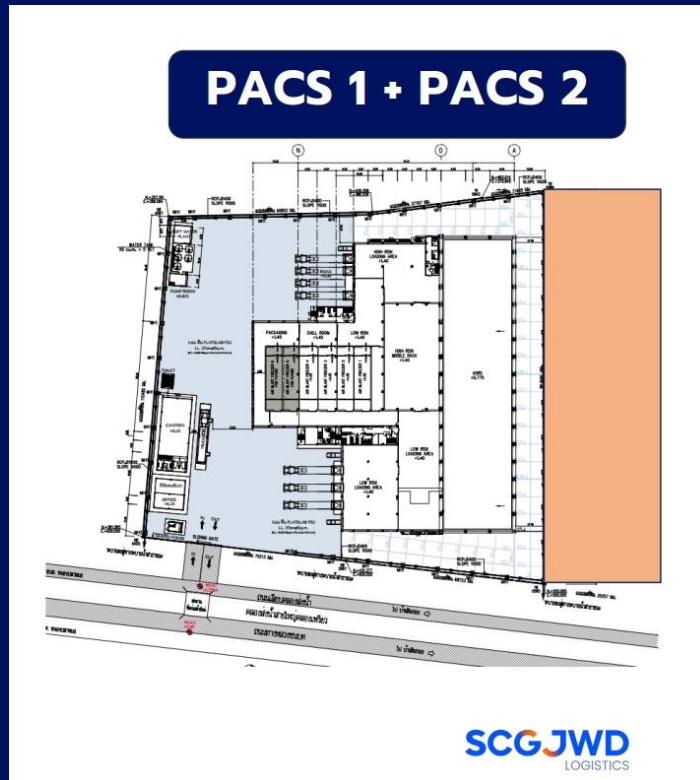
SUSTAINABILITY

ESG

ESG DATA
INTEGRATION
SYSTEM

PROJECT UPDATE 2024

➤ Cold Chain Storage Warehouse



2nd Branch of Cold Chain Storage Warehouse in Saraburi province

Main pillar lifting ceremony started on 31 January, 2024 for the 2nd Phase of SCGJWD's Cold Chain Storage Warehouse in order for rising demand in Saraburi province.

SCGJWD keeps growing its cold chain storage warehouse with 11,000 more pallets of storage space, this 2nd warehouse can serve customers who purchase juice and poultry in addition to offering expanded services to new product categories in adjacent industrial estates.

To cut down on electricity usage, the new warehouse has a robotic automated storage system (ASRS).

PROJECT UPDATE 2024

➤ Cold Chain Storage and Document Storage



"SCG NICHIREI" Phase 3

Construction Period: 2Q2024 – June 2025



DATASAFE Phase 2

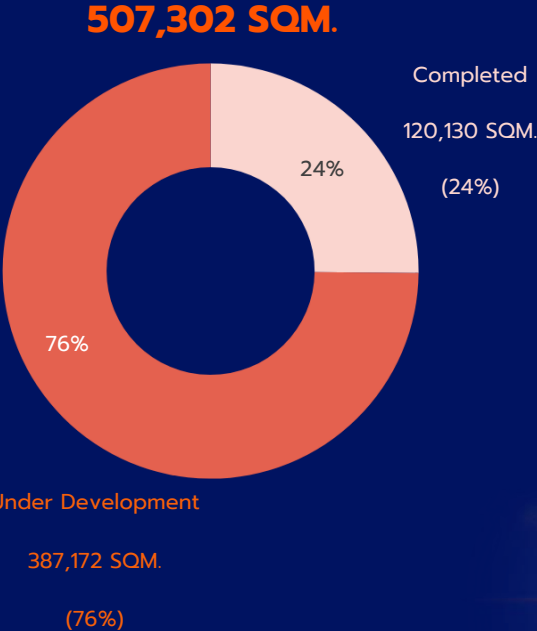
Construction Period: 3Q2023 – 3Q2024

PROJECT UPDATE 2024

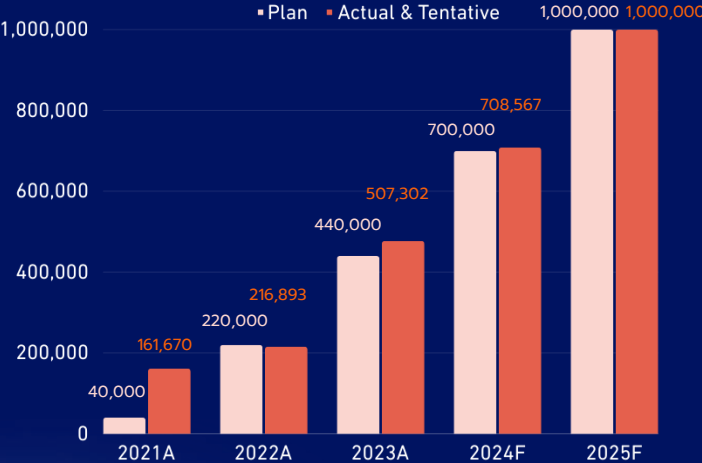


ALPHA

TOTAL RENTAL AREA



ACCUMULATED AREA (SQ.M.)



SELL ASSETS TO REIT IN 2H2024



ALPHA KM 22
1 WH : 21,660 SQM.



ALPHA RUNGSIT
2 WHs : 43,250 SQM.



ALPHA KM 19
2 WH : 48,090 SQM.



ALPHA LAEM CHABANG
5 WH : 54,723 SQM.

TOTAL LEASE AREA **167,723 SQM.**

PROJECT UPDATE 2024



ALPHA

ALPHA RUNGSIT



RENTAL AREA 57,900 SQM.

ALPHA KM.22



RENTAL AREA 21,660 SQM.

ALPHA KM.19



RENTAL AREA 82,110 SQM.

ALPHA LAEM CHABANG 1



RENTAL AREA 54,723 SQM.

ALPHA PHAN THONG



RENTAL AREA 40,388 SQM.

ALPHA ESIE A



RENTAL AREA 16,850 SQM.

ALPHA LAEM CHABANG 2



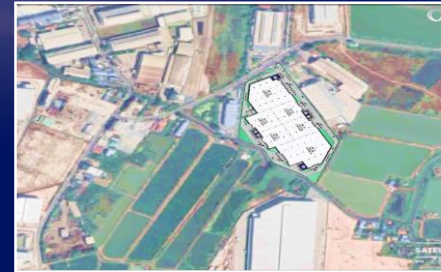
RENTAL AREA 38,274 SQM.

ALPHA ESIE 1-2



RENTAL AREA 49,110 SQM.

ALPHA KM.23A



RENTAL AREA 21,570 SQM.

ALPHA KM.23B



RENTAL AREA 85,271 SQM.

PROJECT UPDATE 2024

➤ Self-Storage “MeSpace”

Rebranding Self-Storage Business

MeSpace



PROJECT UPDATE 2024

Self-Storage “MeSpace”

SELF STORAGE

MeSpace

- MeSpace Bangsue
- MeSpace Ratchada
- MeSpace Phuket



Storage Capacity: 5,023 sq.m.
Location: Bangsue
Start Operation: January, 2024



Storage Capacity: 2,000 sq.m.
Location: Ratchada
Start Operation: January, 2024

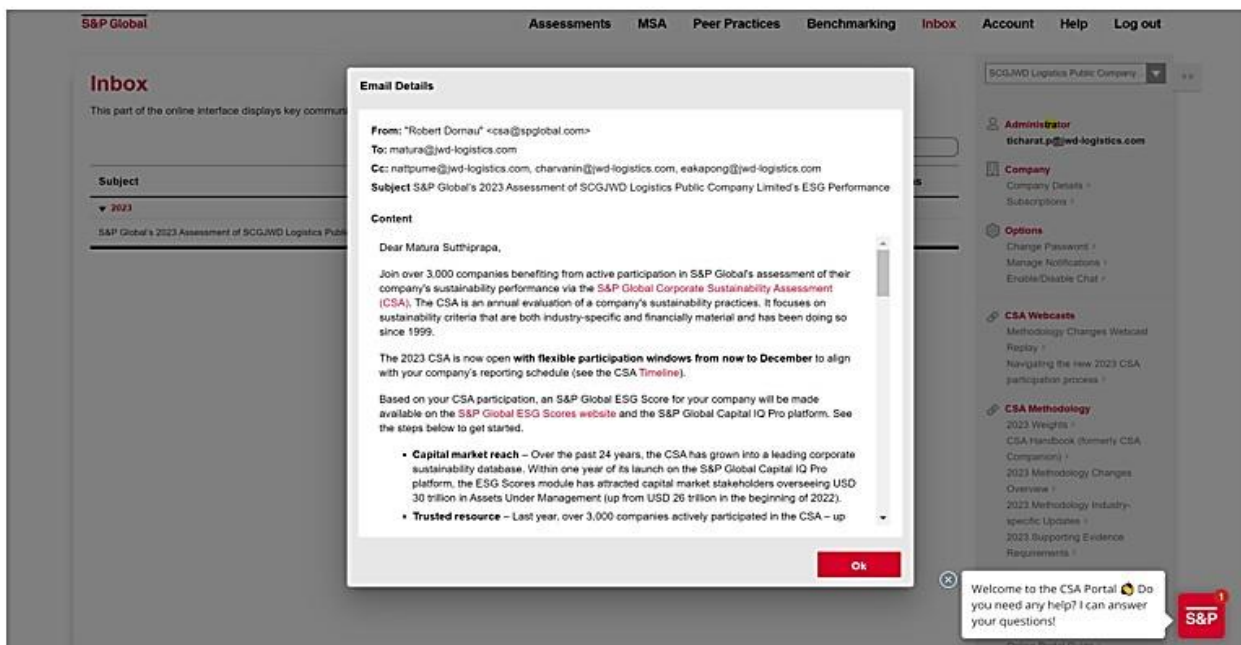


Unit Capacity: 52 units
Location: G/F Central Phuket
Foresta
Start Operation: January, 2024

Empowering Boundless Sustainable Growth

S&P Global

S&P Global Invited SCGJWD: participation in S&P Global's assessment of the S&P Global Corporate Sustainability Assessment (CSA) - - > DJSI



Announcement on June 2023 on link: <https://www.spglobal.com/esg/csa/invited-companies>

Road to DJSI 2023-2027



In 2023 S&P Global invited SCGJWD, on December 2023 S&P Global publish ESG Scores* for SCGJWD Logistics Public Company Limited based on publicly available information only. (*resulted of JWD published on website & annual report of operation in JAN-DEC2022)

In 2024 The Company review the ESG scores of S&P Global and Benchmarking database CSA results on 2023 to development of SCGJWD.

In 2025 The Company pre-submit CSA of operation result of SCGJWD to gap analysis and development to increase ESG score for top performance in Y2026.



In 2026 The Company submit CSA to listed with in the top 15% of their industry and must achieve an S&P Global Sustainability Score within 30% of their industry's top-performing company for The S&P Global Sustainability Yearbook on 2027

**Sustainability
Yearbook Member**
S&P Global ESG Score

In 2027 The S&P Global ESG Score resulting from annual S&P Global CSA in best class select 10%* best companies by count per industry for world (*Global Indices: Top 10%, Regional Indices: Top 20%, Country Indices: Top 30%)

PROJECT UPDATE 2024

SUSTAINABILITY

SUSTAINABILITY

ESG

ESG DATA INTEGRATION
SYSTEM

Hello nutchaws! Sign out

EMA

Environmental Management Accounting.
ข้อมูลค่าใช้จ่าย เงินลงทุน ด้านสิ่งแวดล้อม

Environmental

ข้อมูลด้านสิ่งแวดล้อม

- Production
- Energy
- Waste
- Water
- Greenhouse Gas
- Air Emission

EPAP

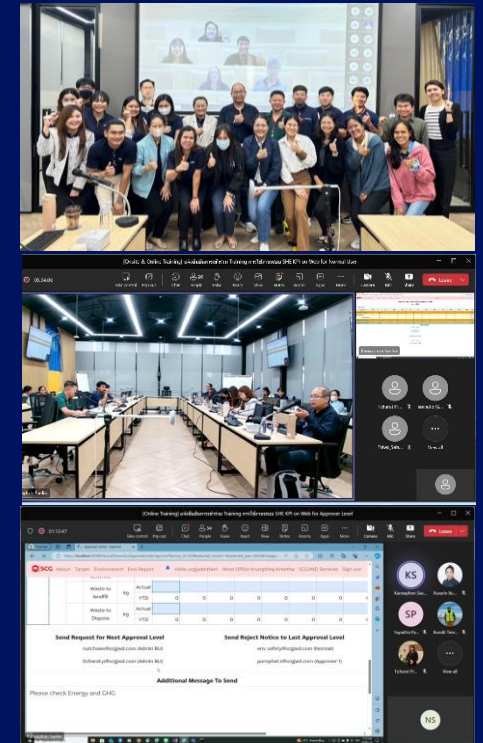
Self-Declaration form

Welcome to SCG SHEKPI

Occupational Health & Safety

ข้อมูลด้านอาชีวอนามัยและความปลอดภัย

- Incident
- Hours Worked
- Mileage and Shipment



ESG DATA INTEGRATION SYSTEM

คือ ระบบที่พัฒนาต่อยอดมาจากระบบ SCG SHEKPI เพื่อให้ SCGJWD ใช้เป็นเครื่องมือในการเก็บรวบรวมและรายงานข้อมูลด้านสิ่งแวดล้อม ความปลอดภัย และการปล่อยก๊าซกระจกในกิจกรรมทางธุรกิจของบริษัท ซึ่งประโยชน์จากระบบดังกล่าวที่บริษัทได้รับ มีดังนี้

1. เป็นระบบที่สามารถเก็บรวบรวมข้อมูลด้าน ESG ได้อย่างครบถ้วนตามมาตรฐาน
2. ข้อมูลที่มีความน่าเชื่อถือ และครบถ้วนตามเกณฑ์มาตรฐานการรับรอง
3. ข้อมูลมีความโปร่งใสสามารถทวนสอบข้อมูลได้และถูกต้องตามเกณฑ์มาตรฐานการจัดทำรายงาน



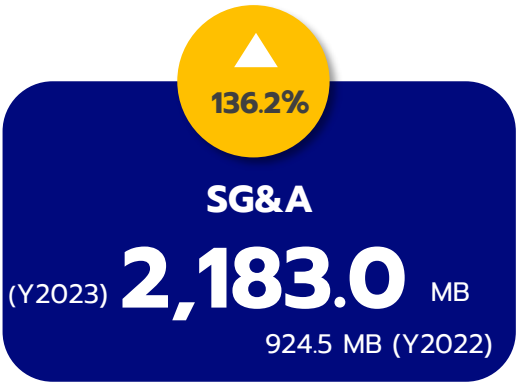
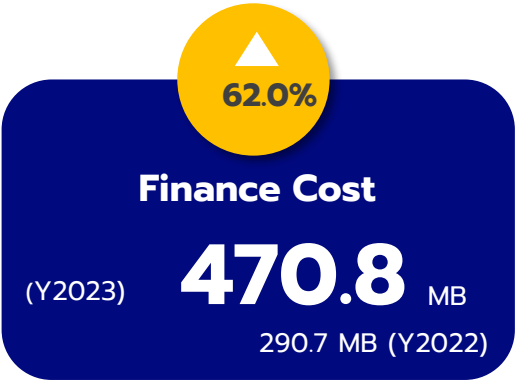
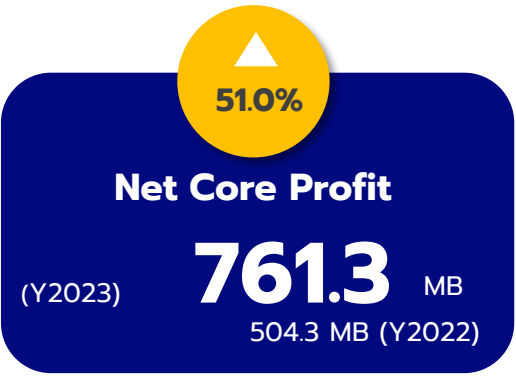
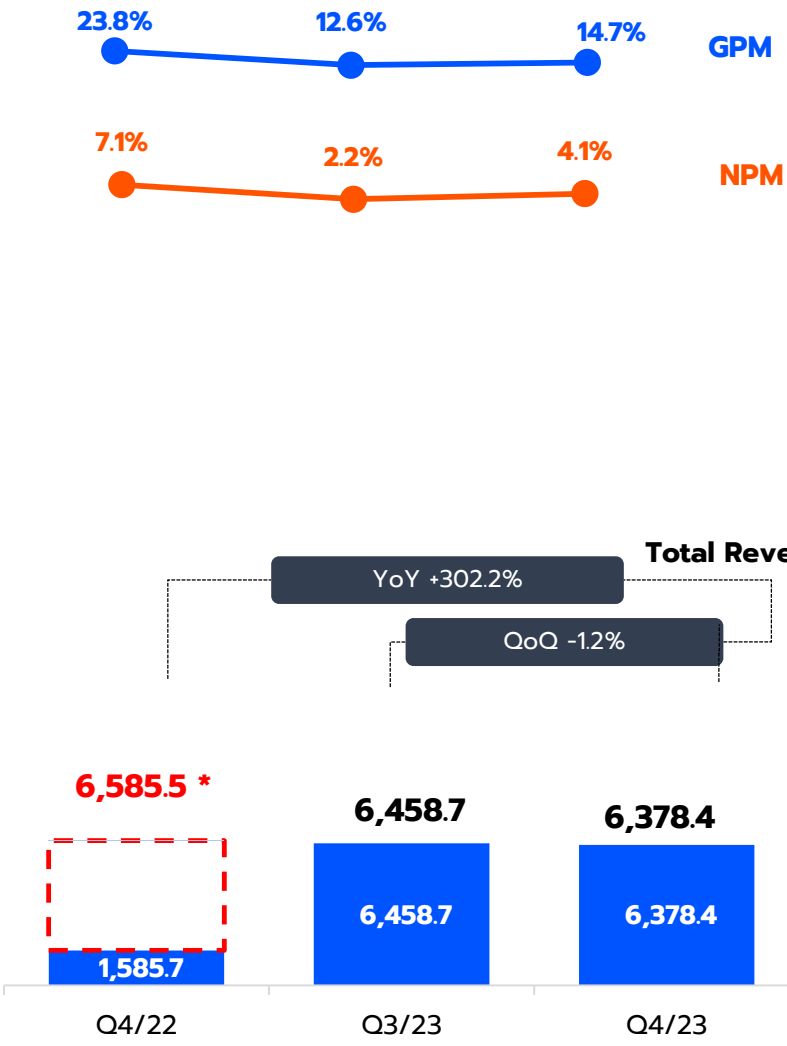
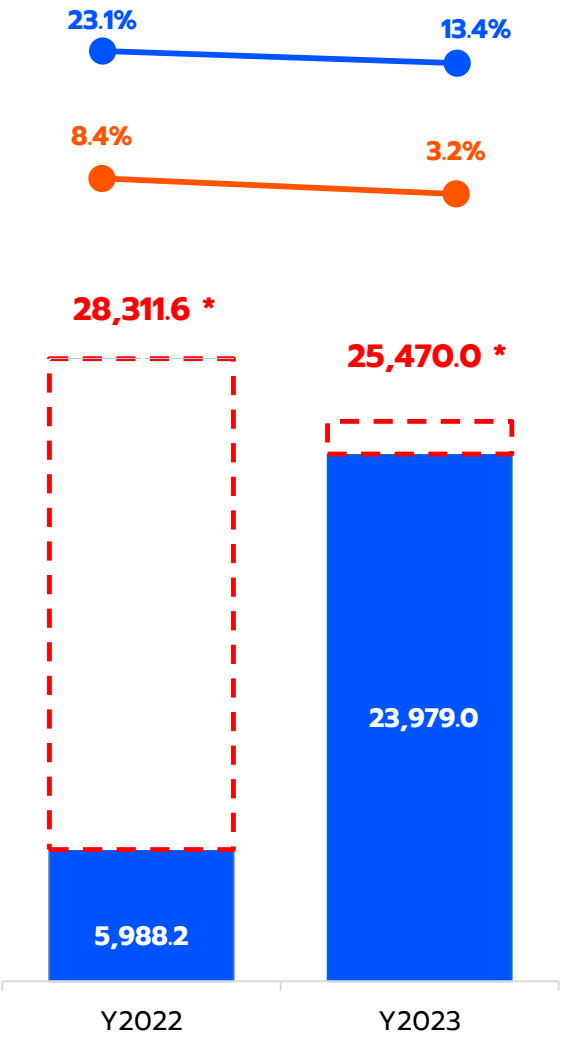
03

Financial Performance

4Q2023

OVERALL FINANCIAL HIGHLIGHTS

Unit: THB Million

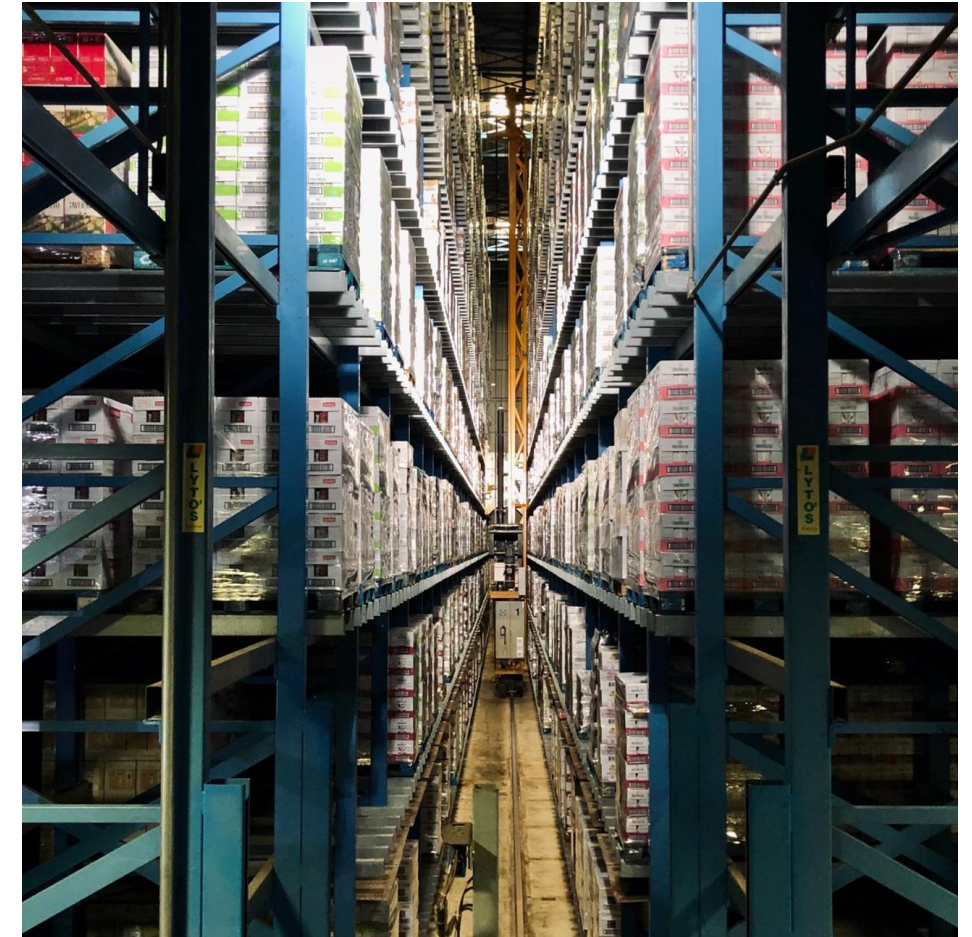
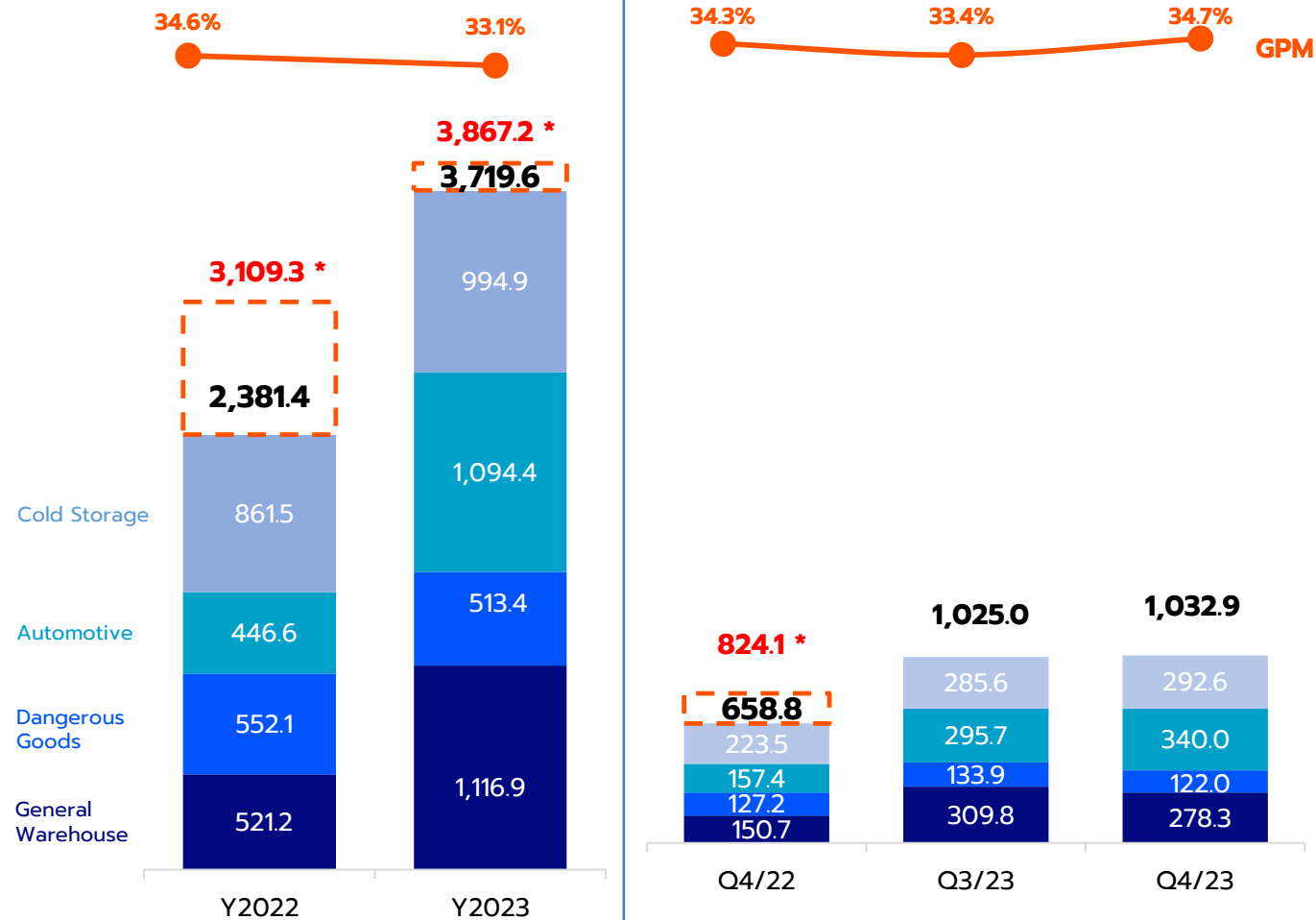


Remark: Net Core Profit refers to Net Profit attribute to owners of the Company

Note : * ----- Financial number based on an assumption that SCGJWD consolidated financial statement for 3 months

WAREHOUSE & YARD MANAGEMENT FINANCIAL HIGHLIGHTS

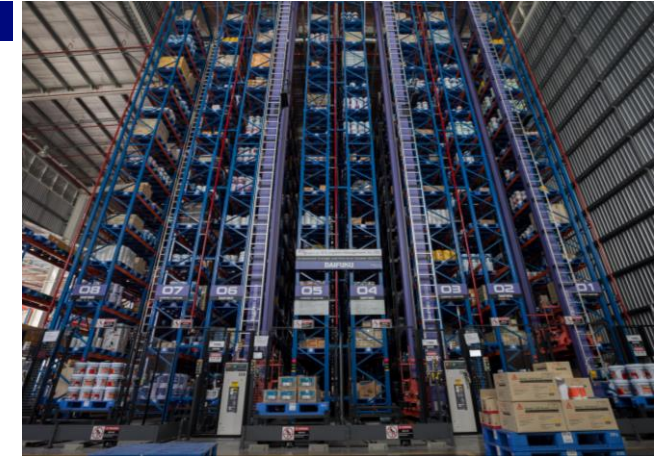
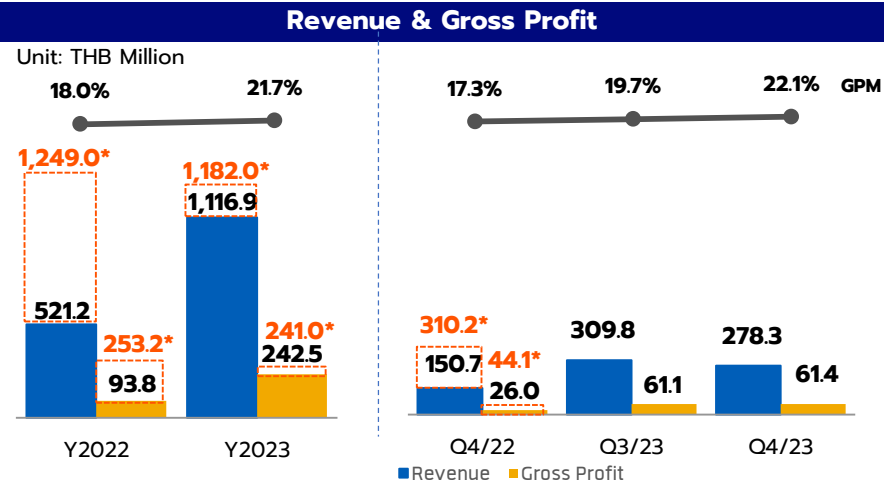
Unit: THB Million



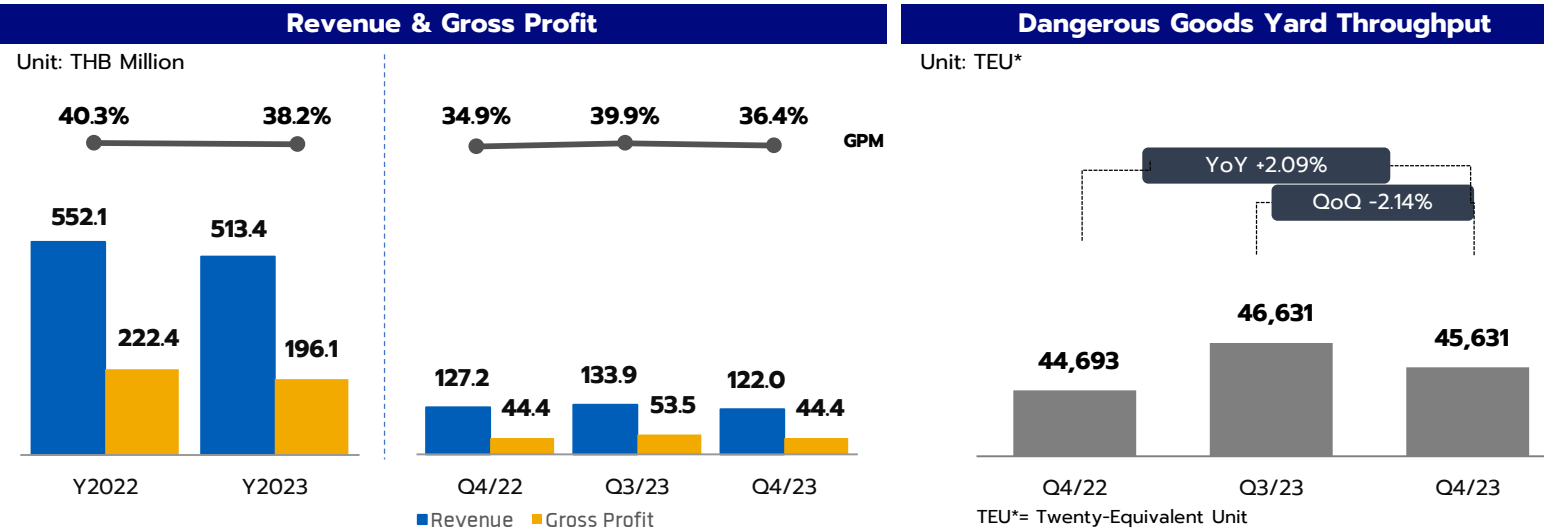
Note : * ----- Financial number based on an assumption that SCGJWD consolidated financial statement for 3 months

WAREHOUSE & YARD MANAGEMENT SERVICES DRIVERS

1.1 A Warehouse & Yard Management : General Goods



1.1 B Warehouse & Yard Management : Dangerous Goods Terminal and Chemical



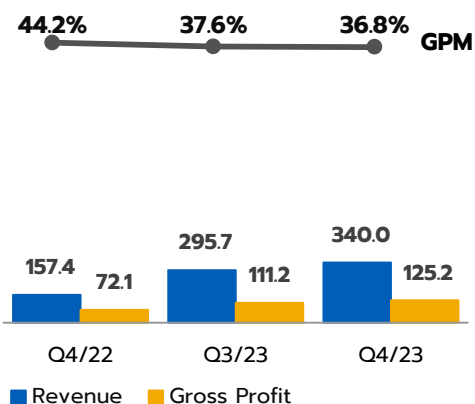
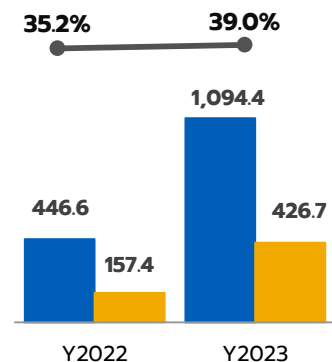
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WAREHOUSE & YARD MANAGEMENT SERVICES DRIVERS

1.1 C Warehouse & Yard Management : Automotive

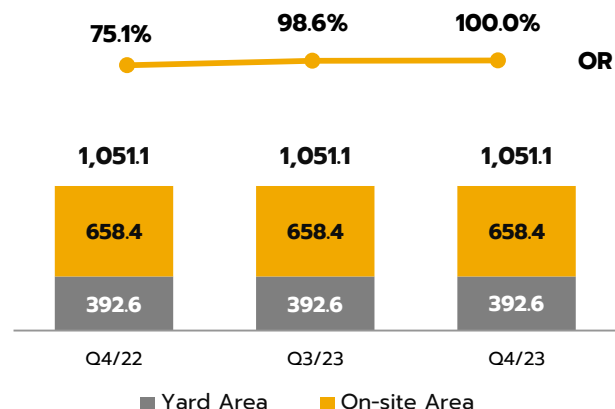
Revenue & Gross Profit

Unit: THB Million

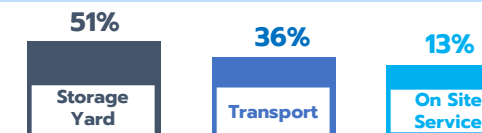


Area & Occupancy Rate

Unit: '000 Sq.m.



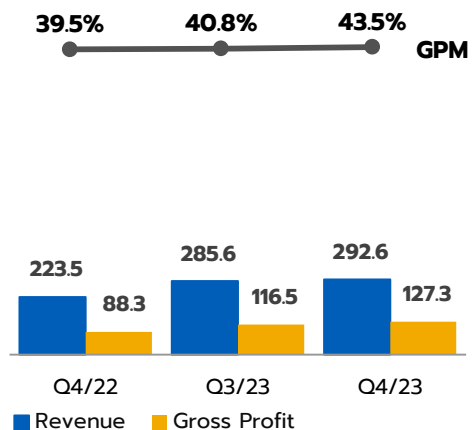
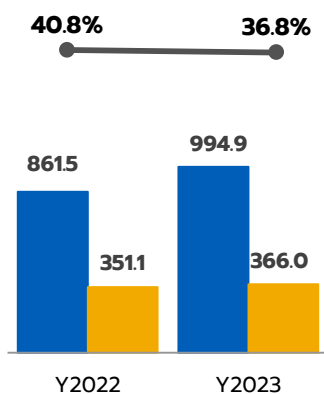
Q4-2023 Revenue Portion



1.1 D Warehouse & Yard Management : Cold Storage

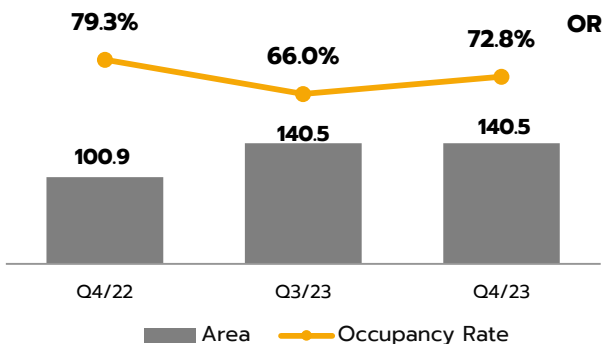
Revenue & Gross Profit

Unit: THB Million

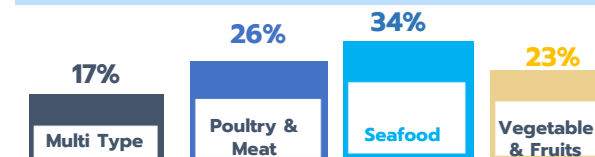


Area & Occupancy Rate

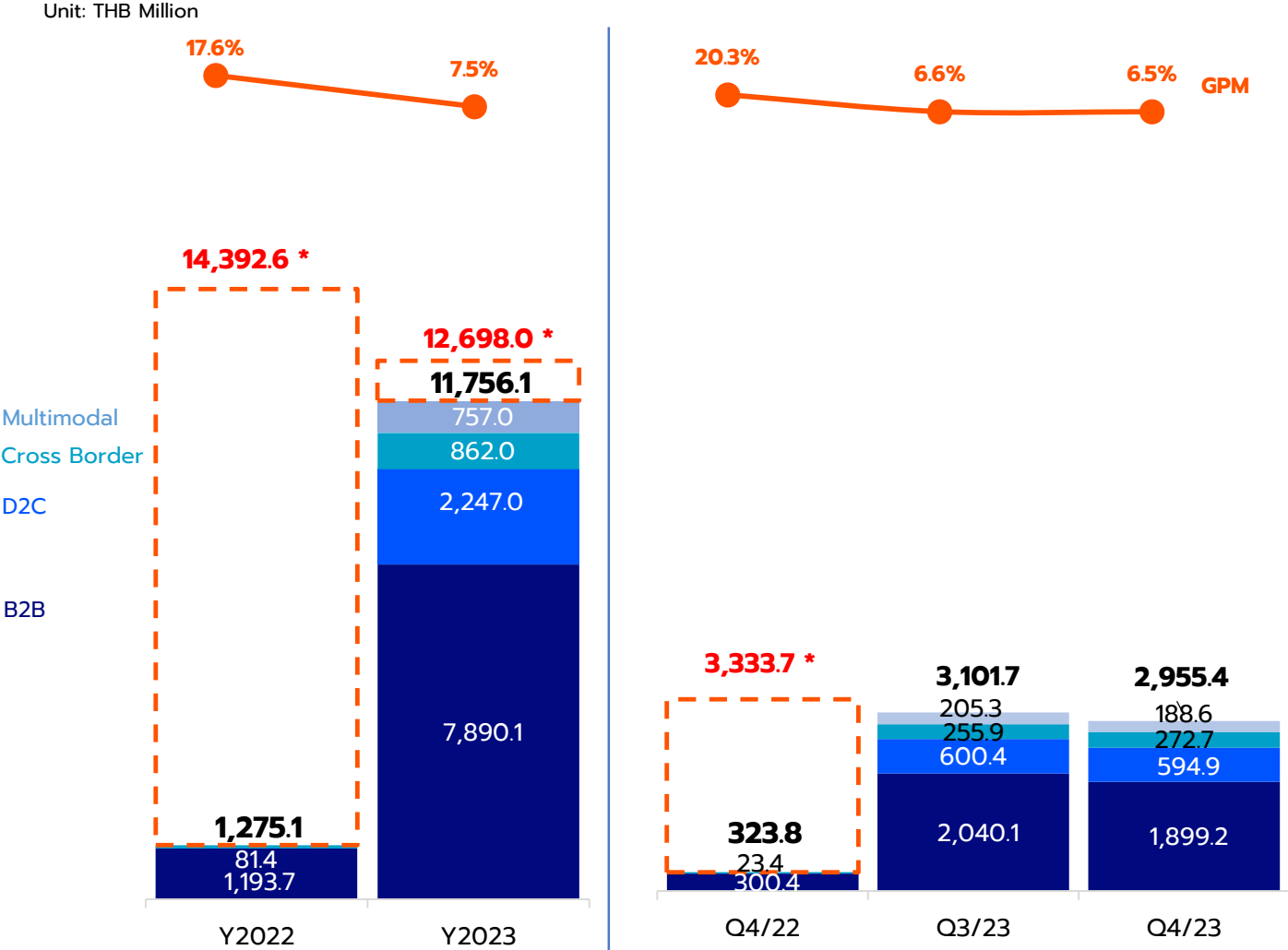
Unit: '000 Ton



Q4-2023 Proportion of Products



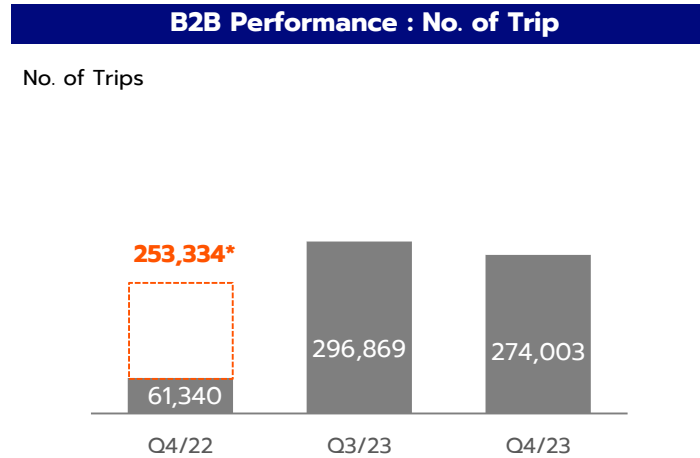
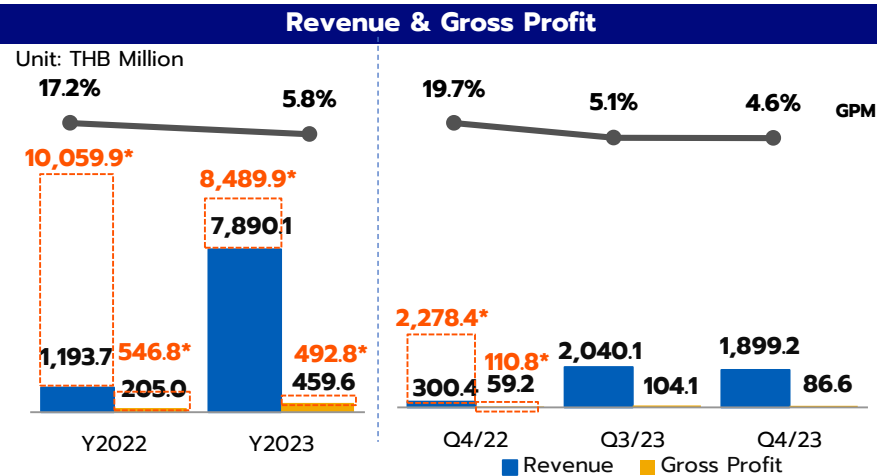
TRANSPORTATION FINANCIAL HIGHLIGHTS



Note : * ----- Financial number based on an assumption that SCGJWD consolidated financial statement for 3 months

TRANSPORTATION & DISTRIBUTION SERVICES DRIVERS

1.2 A Transportation & Distribution : B2B Transport



Q4-2023 Revenue Portion

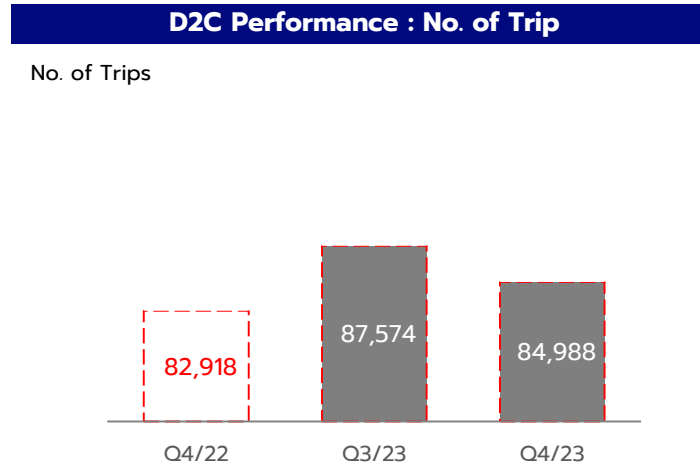
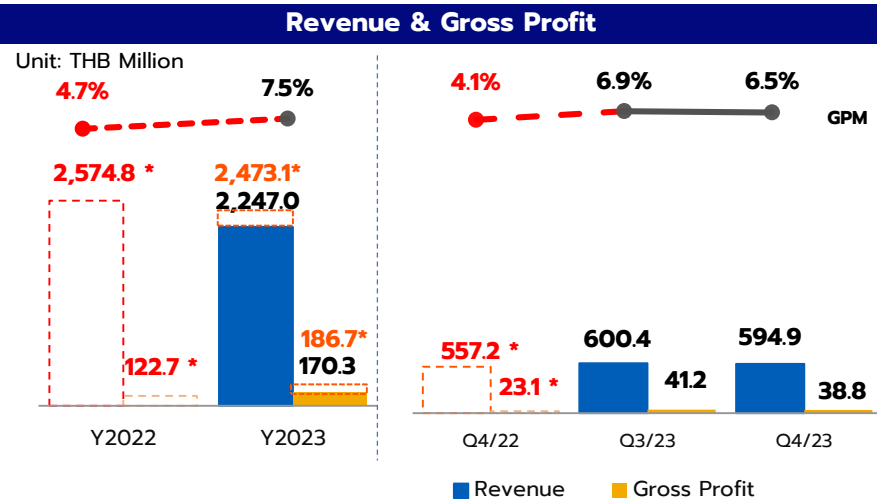
65%

Internal

35%

External

1.2 B Transportation & Distribution : D2C Transport



Q4-2023 Revenue Portion

5%

Internal

95%

External

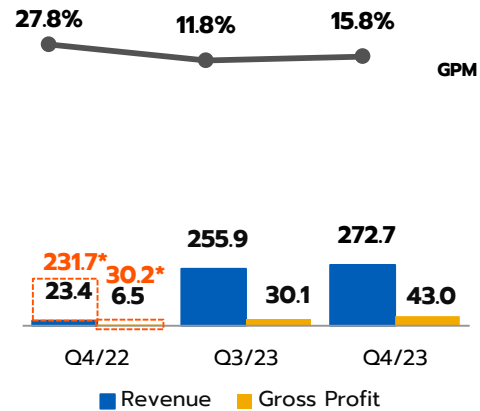
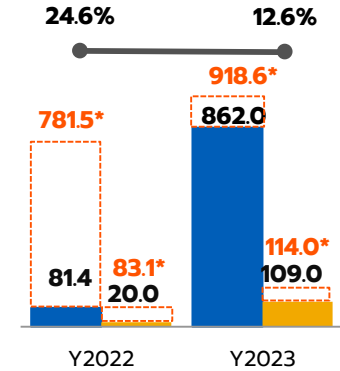
Note : * ----- Financial number based on an assumption that SCGJWD consolidated financial statement for 3 months

TRANSPORTATION & DISTRIBUTION SERVICES DRIVERS

1.2 C Transportation & Distribution : Cross Border

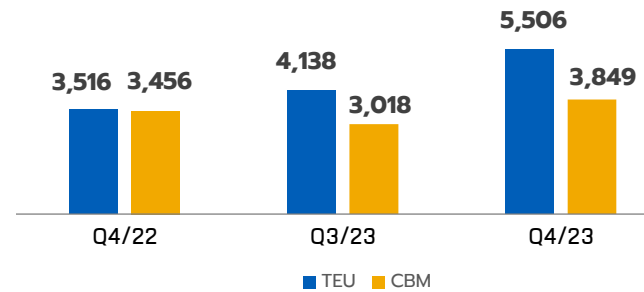
Revenue & Gross Profit

Unit: THB Million



Cross Border Performance : TEU/CBU

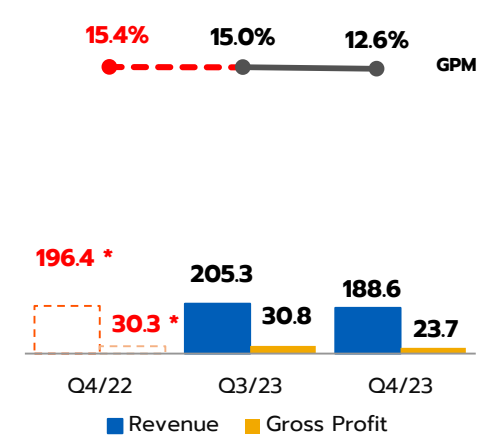
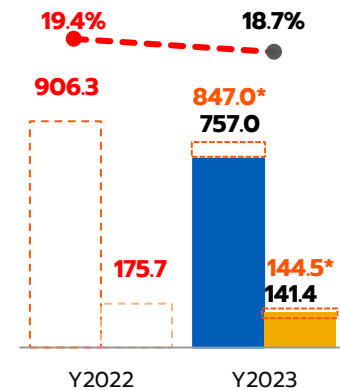
Unit: TEU / CBU



1.2 D Transportation & Distribution : Multimodal

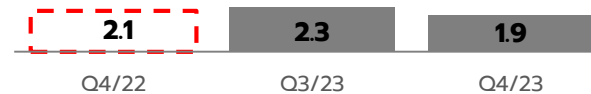
Revenue & Gross Profit

Unit: THB Million



Performance : Metric Tons

Unit: Million Tons



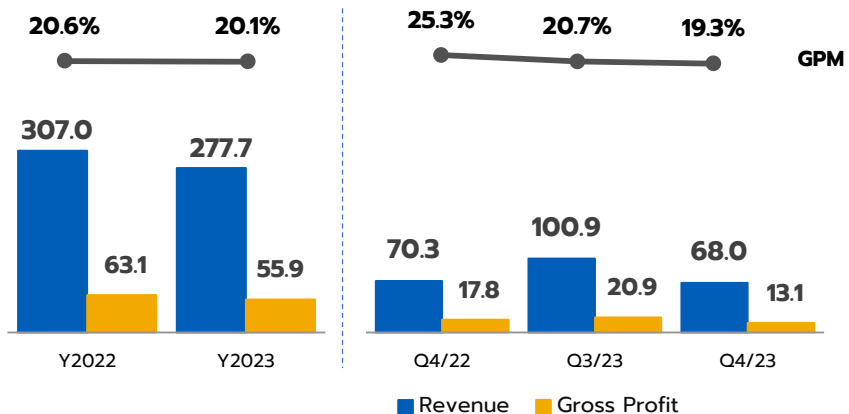
Note : * ----- Financial number based on an assumption that SCGJWD consolidated financial statement for 3 months

OTHER LOGISTICS SERVICES DRIVERS

1.3 A Other Logistics : Relocation

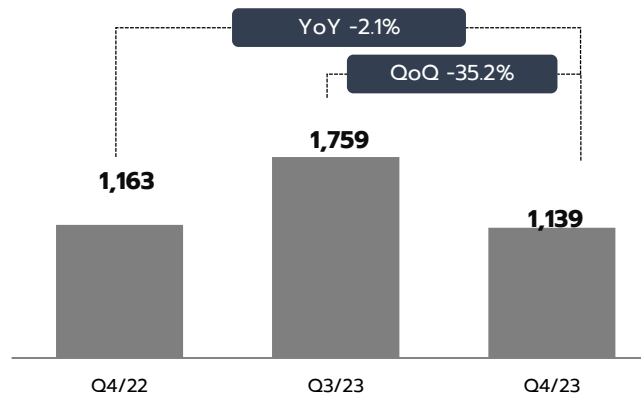
Revenue & Gross Profit

Unit: THB Million



No. of Jobs

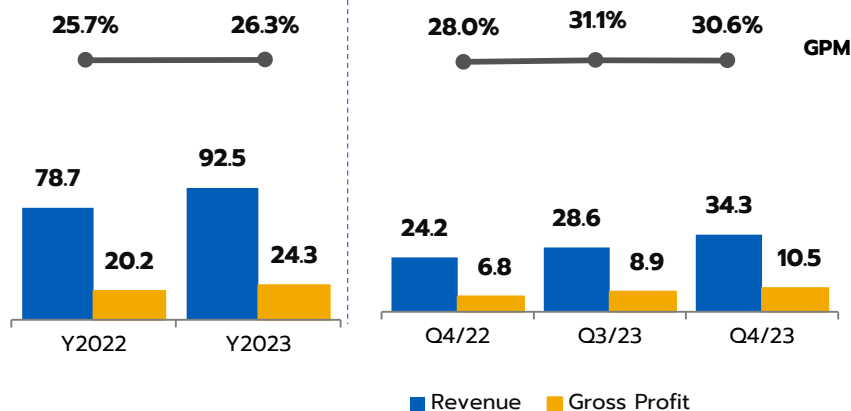
Unit: No. of Jobs



1.3 B Other Logistics : Self Storage & Art Space

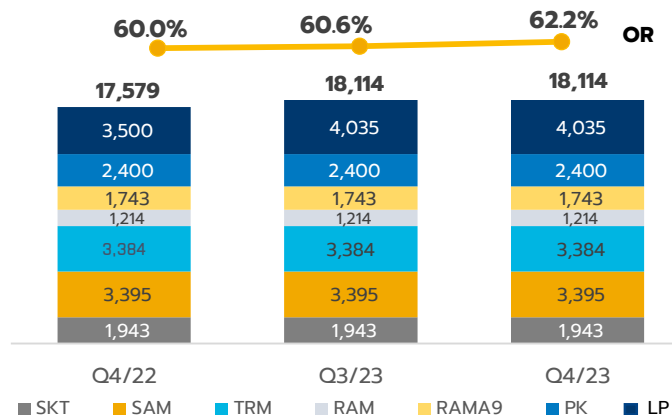
Revenue & Gross Profit

Unit: THB Million



Area & Occupancy Rate

Unit: Sq.m.

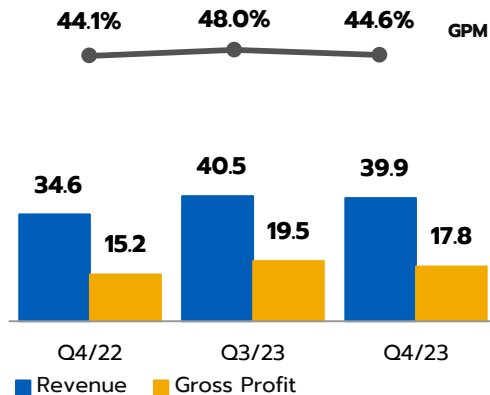
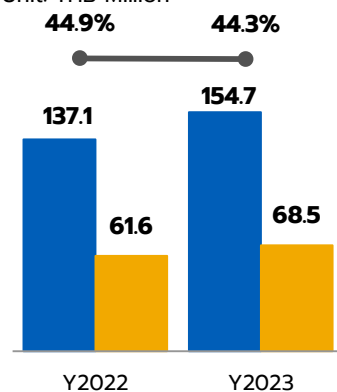


OTHER LOGISTICS SERVICES DRIVERS

1.3 C Other Logistics : Document Storage

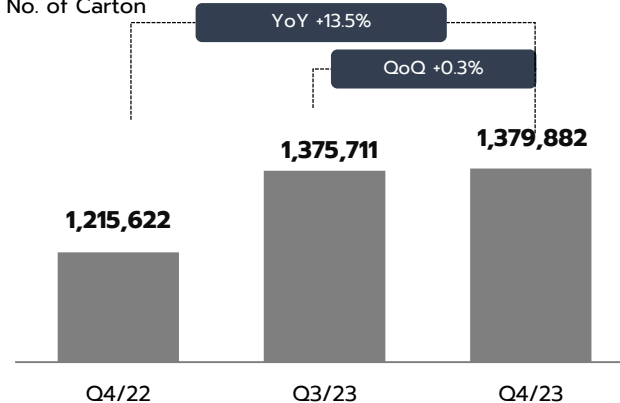
Revenue & Gross Profit

Unit: THB Million



No. of Carton

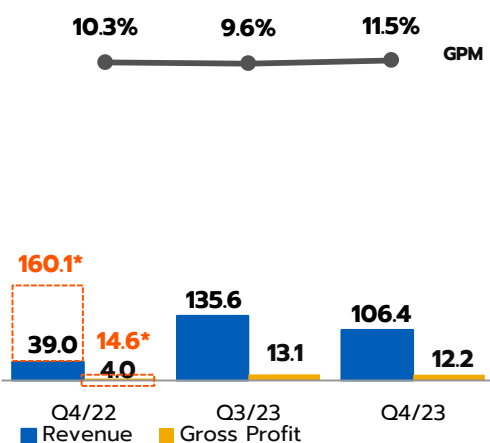
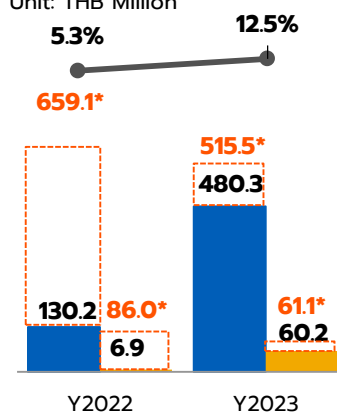
Unit: No. of Carton



1.3 D Other Logistics : Logistics Infrastructure

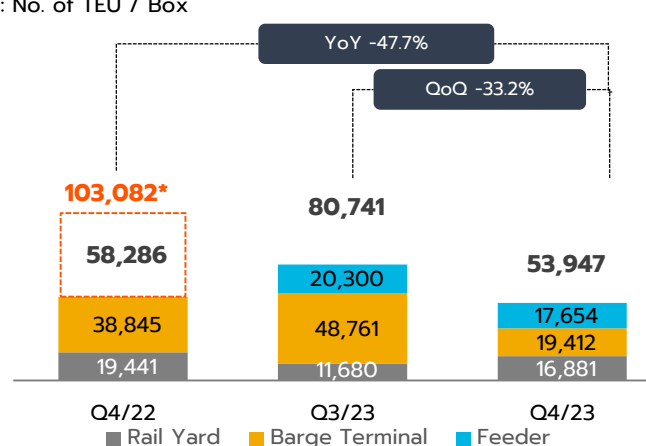
Revenue & Gross Profit

Unit: THB Million



No. of TEU / Box

Unit: No. of TEU / Box



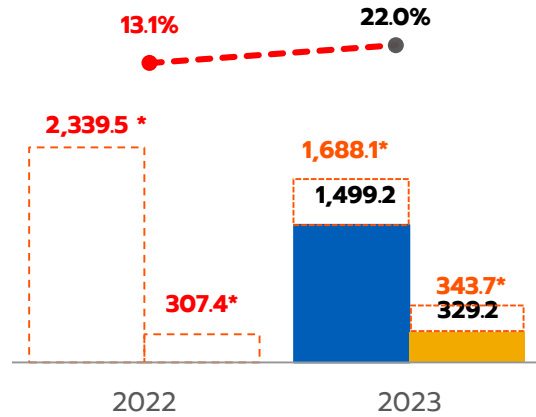
Note : * --- Financial number based on an assumption that SCGJWD consolidated financial statement for 3 months

OTHER LOGISTICS SERVICES DRIVERS

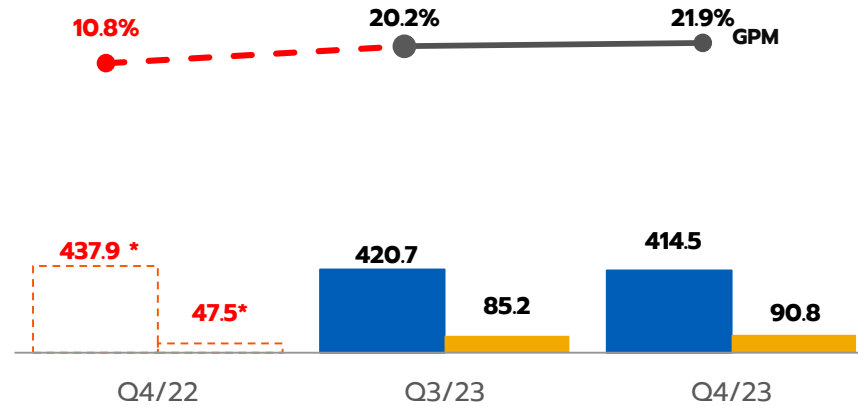
1.3 E Other Logistics : Freight

Revenue & Gross Profit

Unit: THB Million



Unit: THB Million



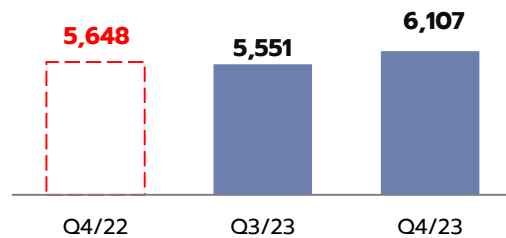
■ Revenue ■ Gross Profit



Performance

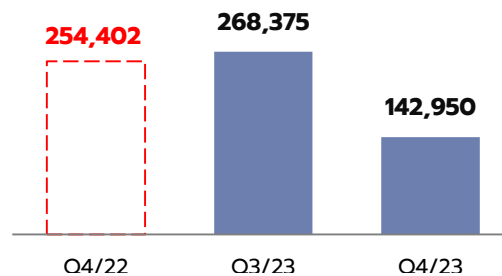
Container - Sea Freight

Unit: No. of TEU



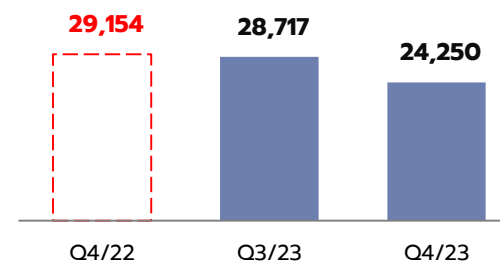
Bulk - Sea Freight

Unit: Metric Ton



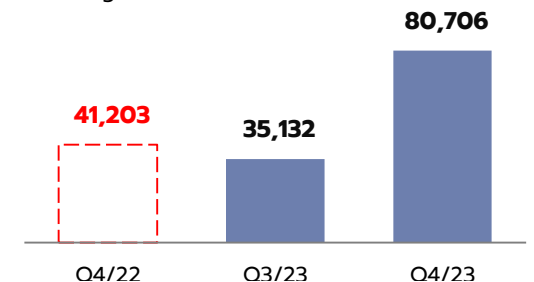
Customs Clearance - Sea Freight

Unit: Container



Volume - Air Freight

Unit: Kgs



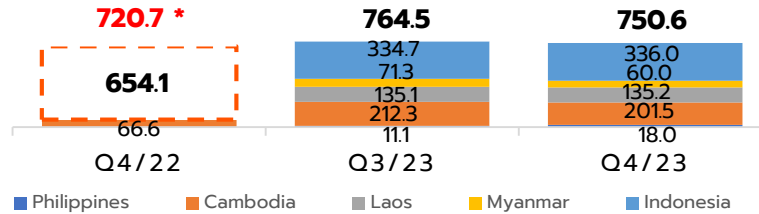
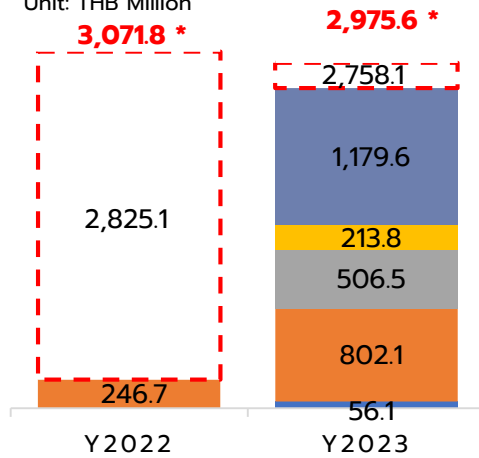
Note : * ----- Financial number based on an assumption that SCGJWD consolidated financial statement for 3 months

OVERSEAS SERVICES DRIVERS

1.4: Overseas

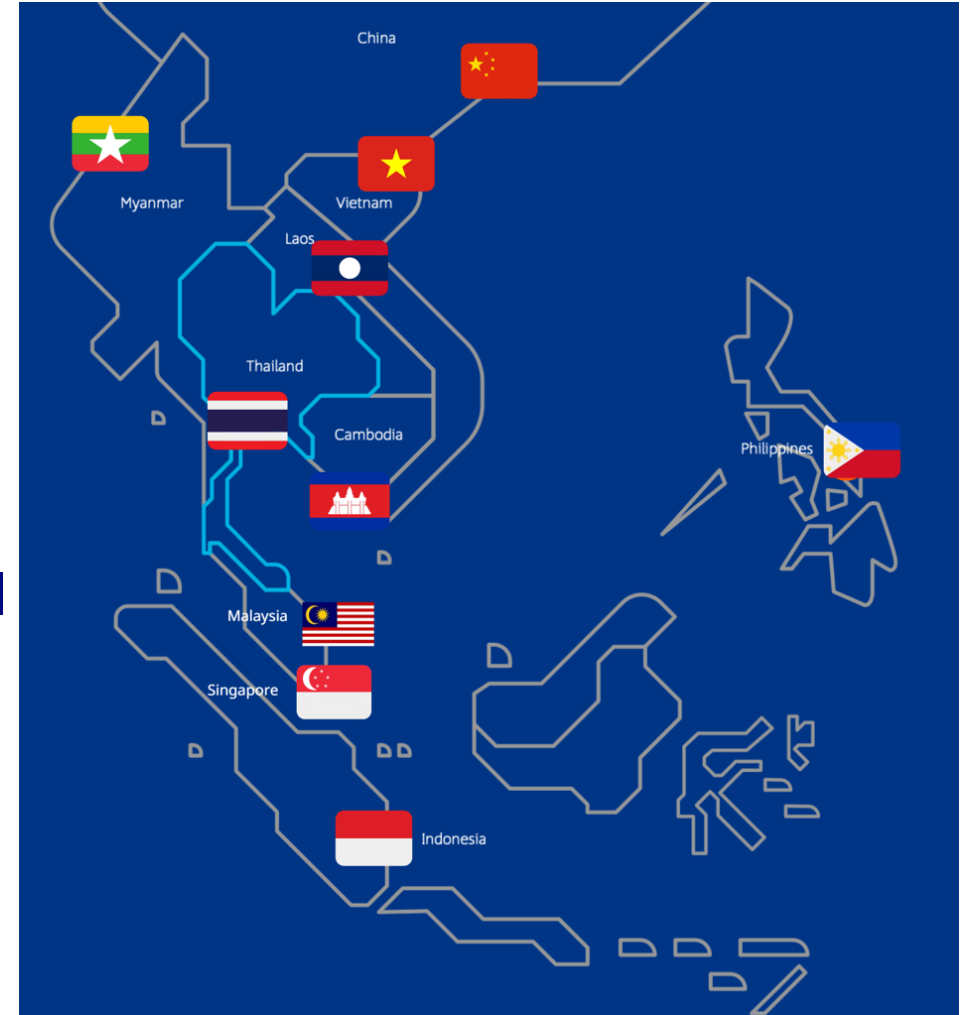
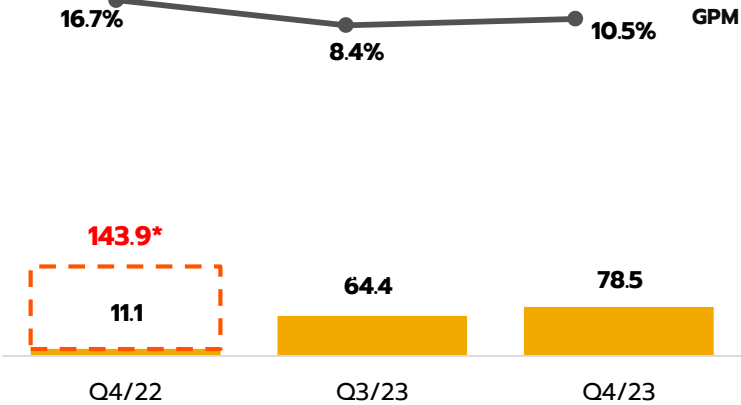
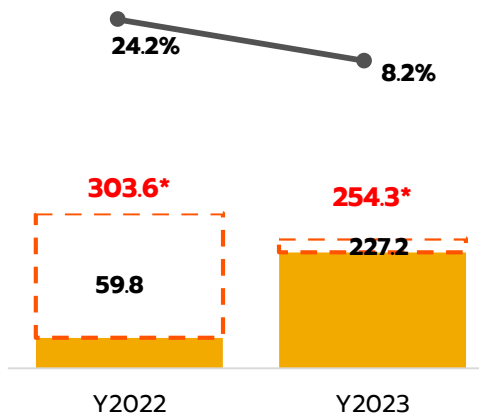
Revenue

Unit: THB Million



Gross Profit & Gross Profit Margin

Unit: THB Million



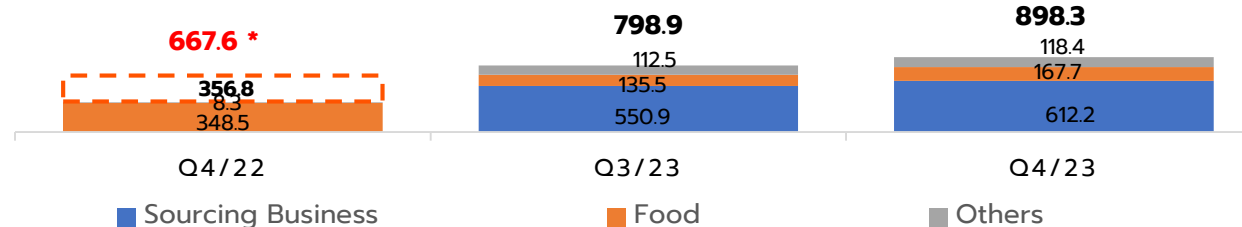
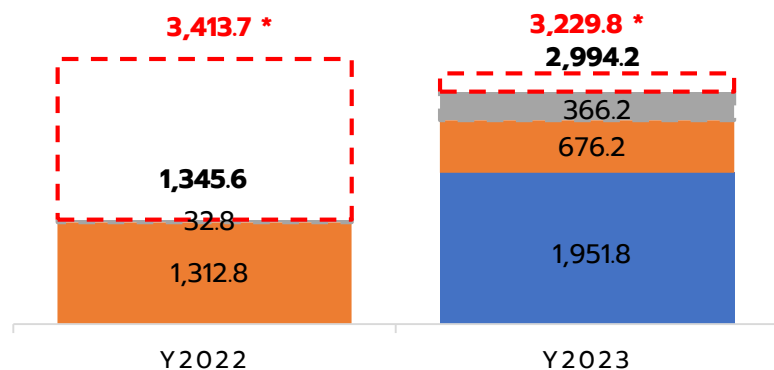
Note : * ----- Financial number based on an assumption that SCGJWD consolidated financial statement for 3 months

OTHER BUSINESSES

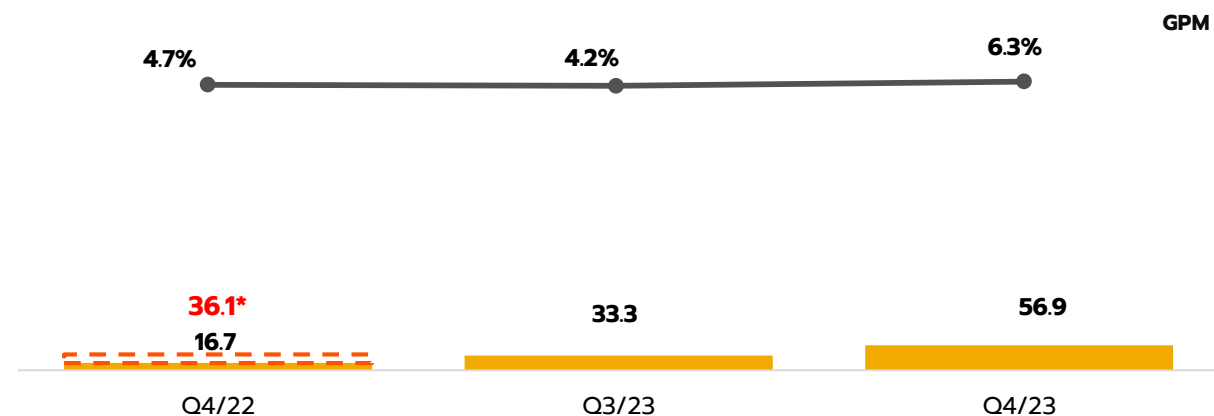
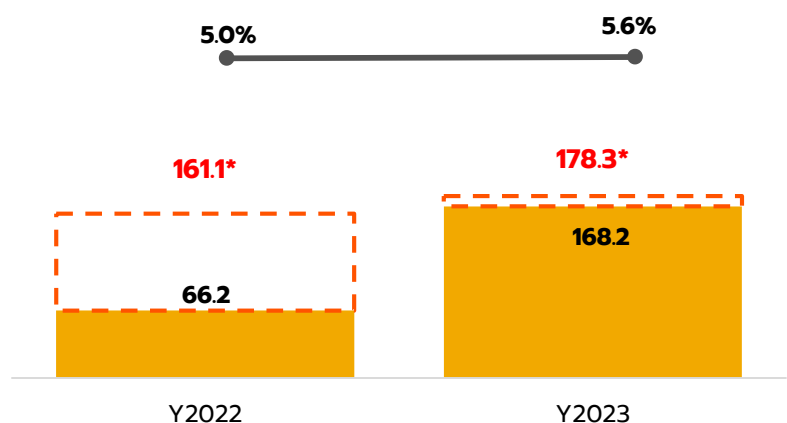
2 : Other Businesses

Revenue

Unit: THB Million



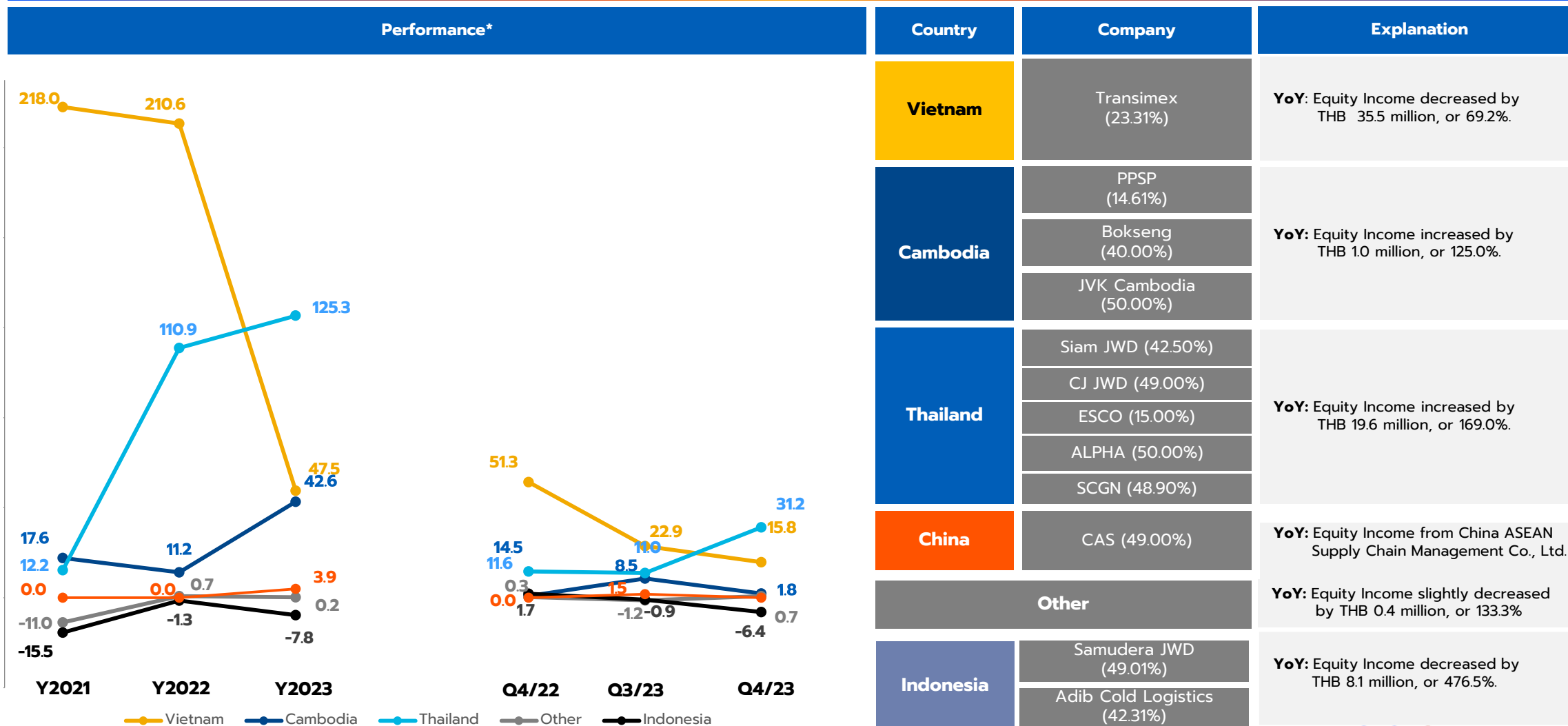
Gross Profit & Gross Profit Margin



Note : * ----- Financial number based on an assumption that SCGJWD consolidated financial statement for 3 months

EQUITY INCOME FROM AFFILIATES

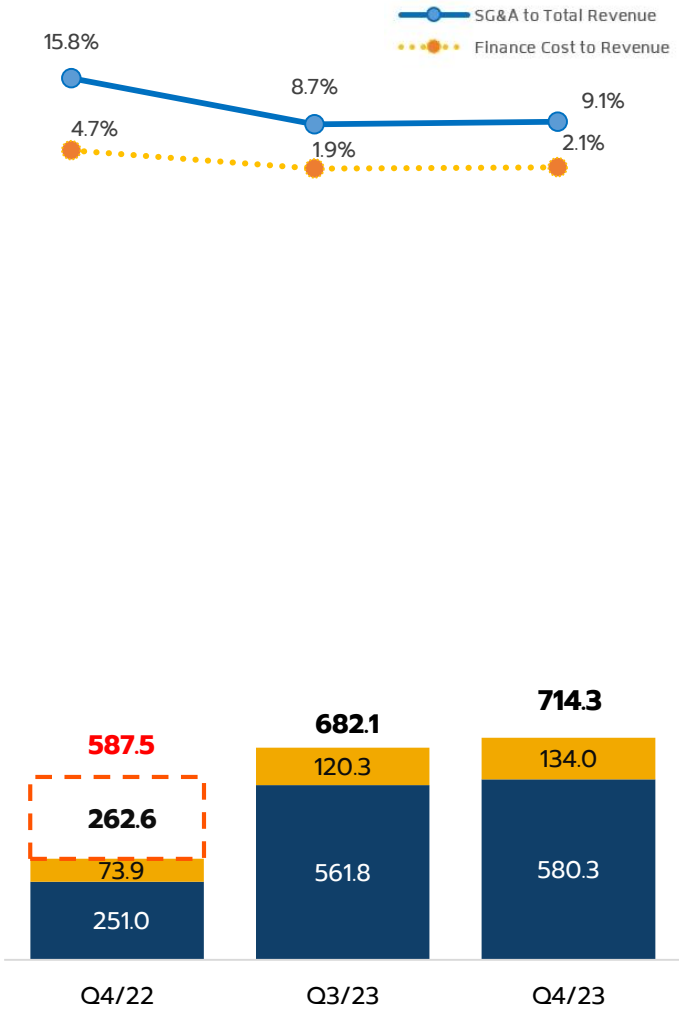
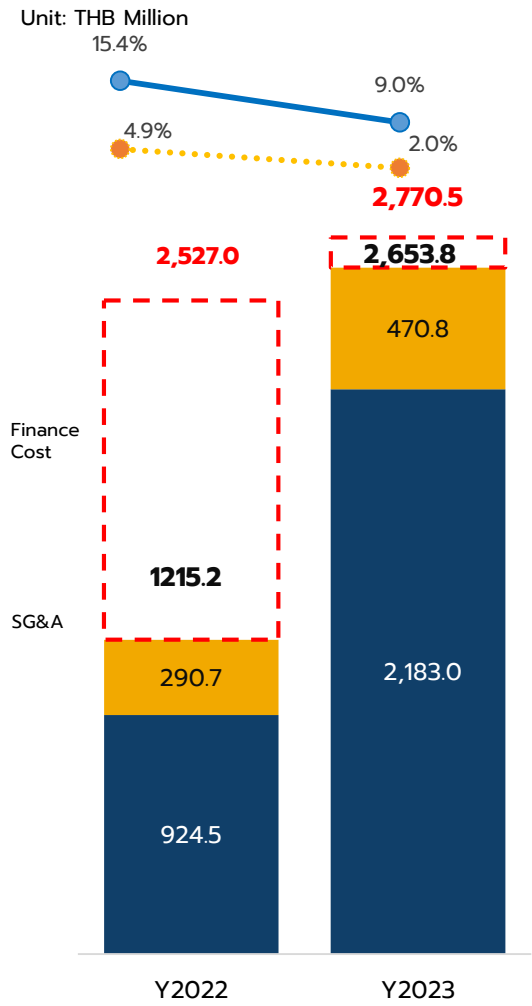
Equity Income



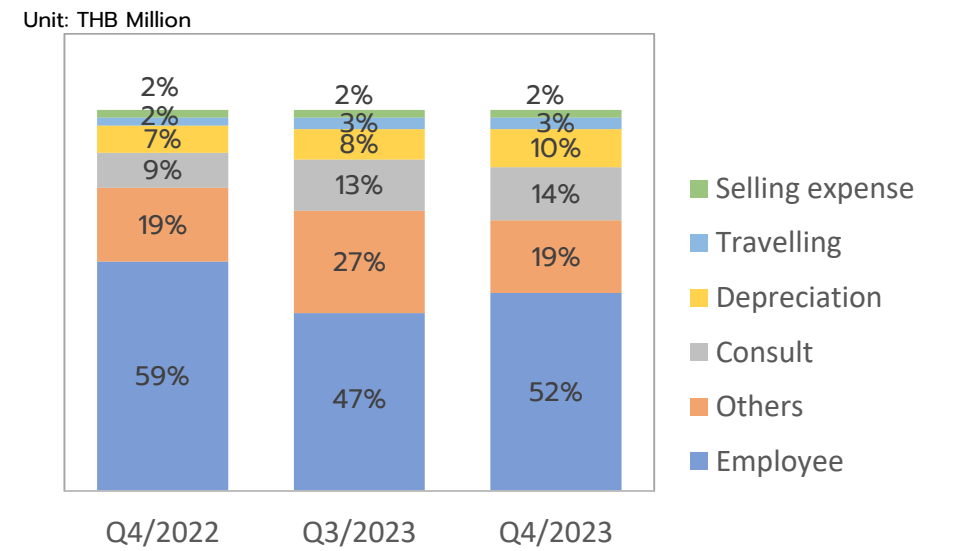
*Net Core Profit refers to Net Profit attribute to Owners of the Parent
 **Net Core Profit include Gain on sale of assets to trust

OPERATING EXPENSES & FINANCE COSTS

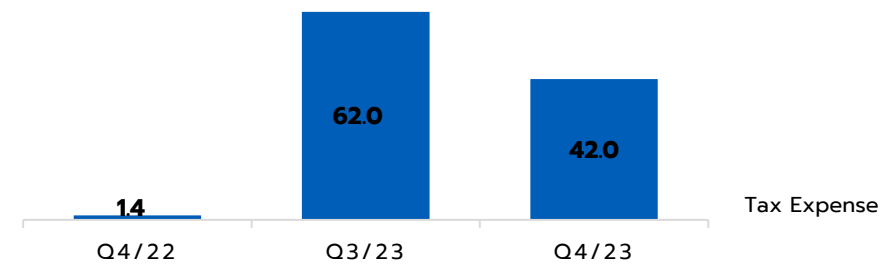
SG&A and Finance Cost



SG&A Breakdown



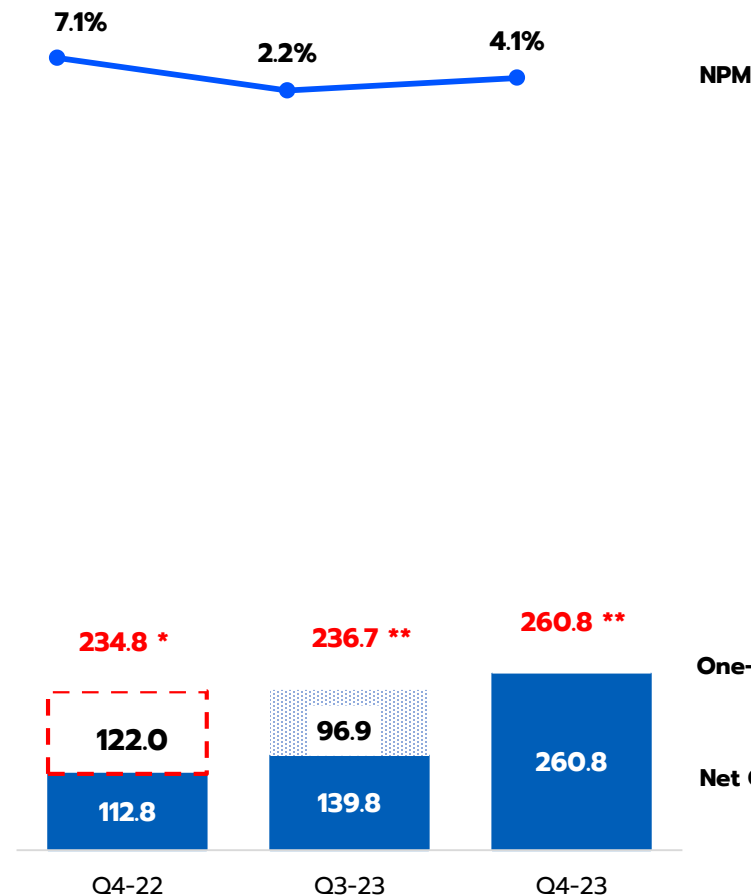
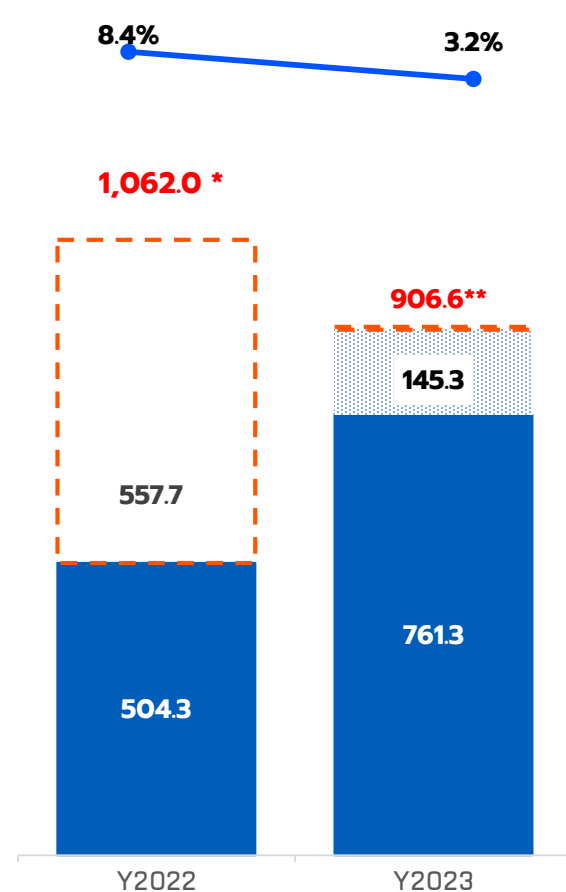
Tax Expense



NET CORE PROFIT & NET CORE PROFIT MARGIN

Net Core Profit & Net Core Profit Margin*

Unit: THB Million



Net Core Profit

YoY

+131.2%

QoQ

+86.6%

Net Core Profit Margin

YoY

-42.2%

QoQ

+86.4%

Note : ** Net profit attributable to Owners of the Parent before One time expense from Legal & Consult in Q3 12.4 MB, Severance Pay & DTA in Q3 55.8 MB. Share & Asset transfer in Q3 28.7 MB and FA Fee in Q1 48.4 MB.

* In the first quarter of 2023 (1Q23), the Company utilized tax privileges for the merger expenses.

STATEMENT OF FINANCIAL POSITION

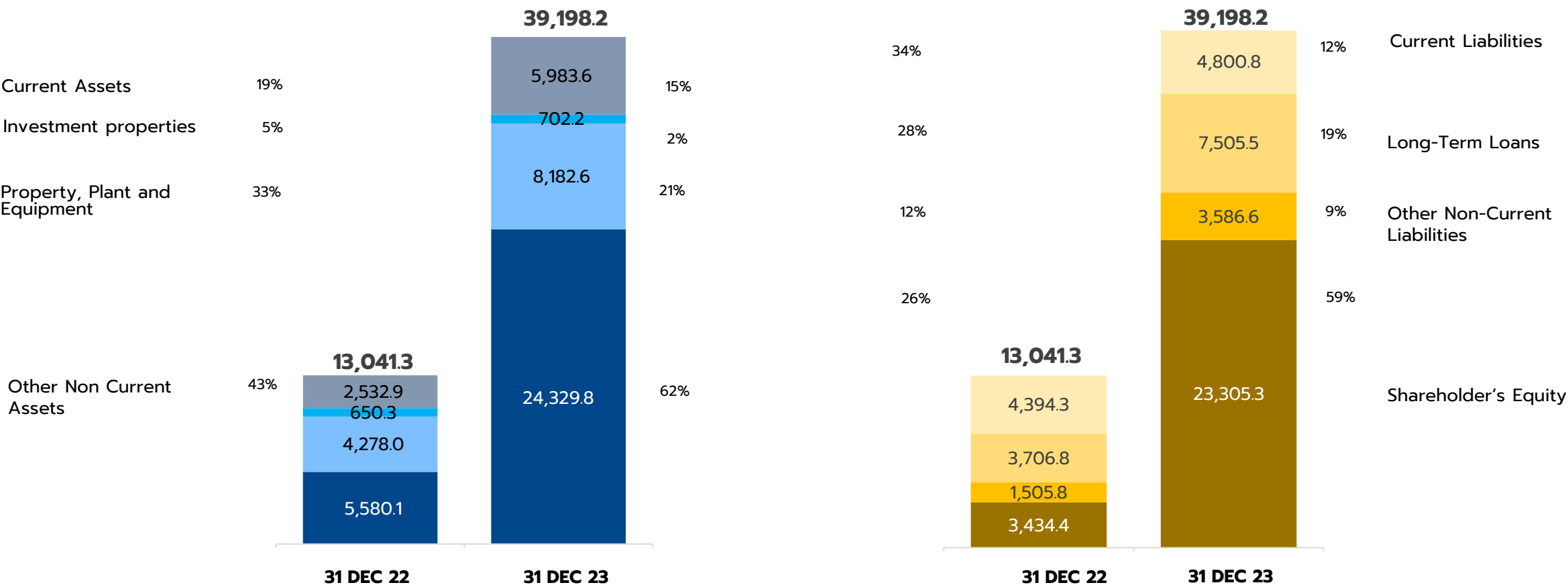
Statement of Financial Position

Total Assets

(Million Baht, %)

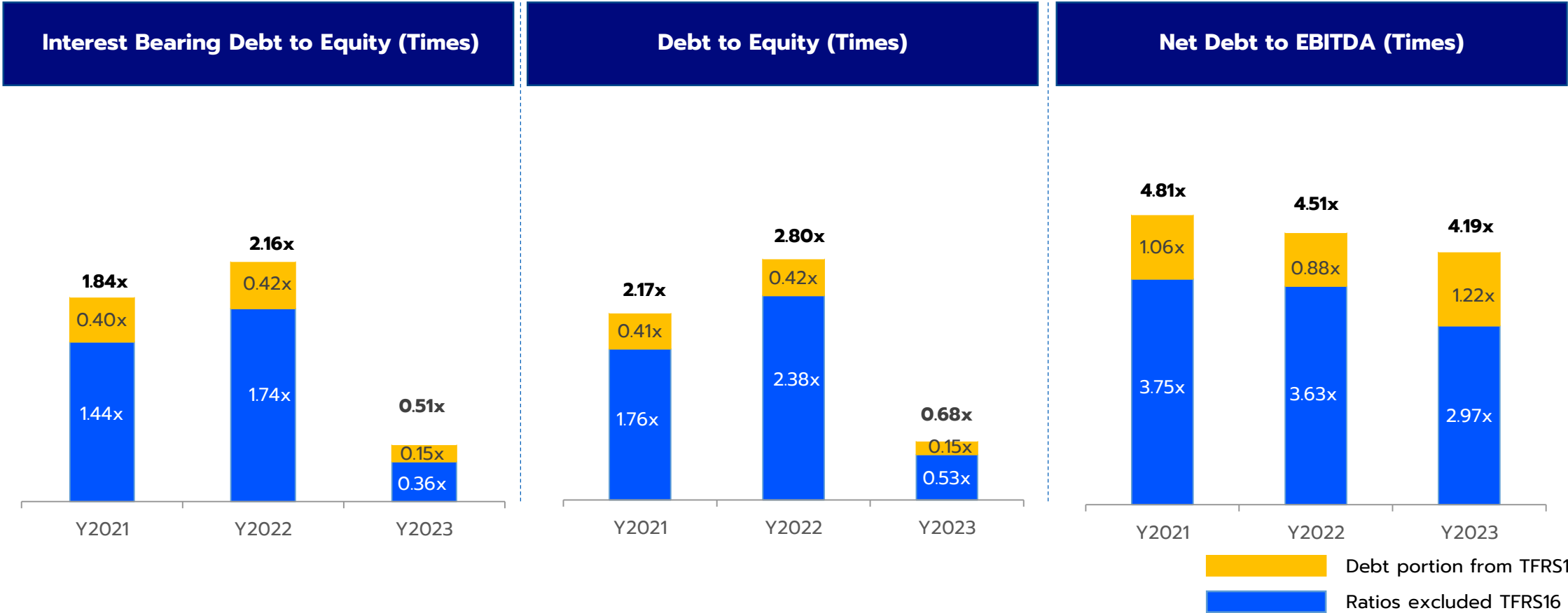
Total Liabilities and Equity

(Million Baht, %)



KEY FINANCIAL RATIO

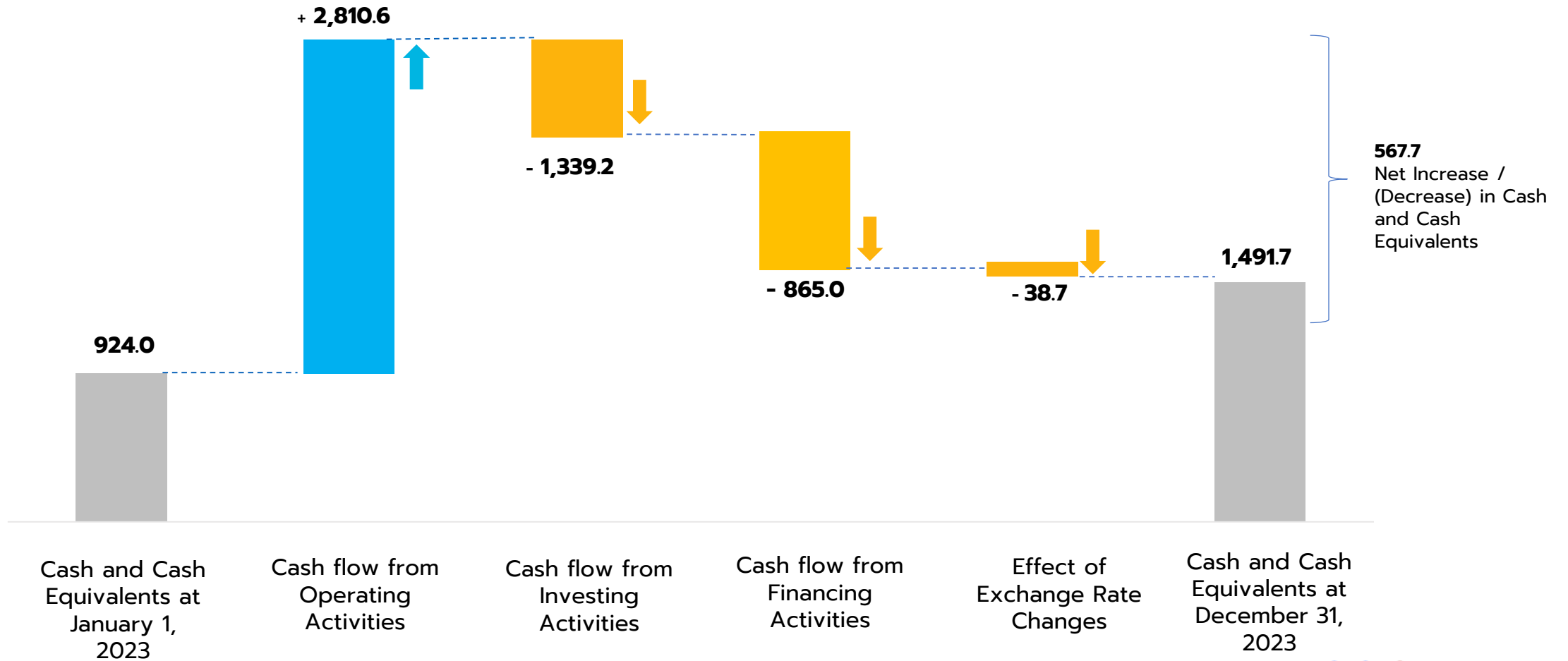
Key Financial Ratio



CASH FLOW STATEMENT

Cash Flow Statement (at December 31, 2023)

Unit: THB Million



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5-star CG Rating Score



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