



# OPPORTUNITY DAY 3Q2019

**Regional  
Expansion**

**ASEAN TOP SPECIALIZED  
SUPPLY CHAIN SOLUTIONS**



CG SCORE 2019

**FitchRatings** 2019 'BBB (tha)'



Thailand Sustainability  
Investment 2019

# AGENDA

**01** COMPANY OVERVIEW

**02** 3Q19 HIGHLIGHT

**03** PROJECTS UPDATE

**04** FINANCIAL PERFORMANCE





# 01 COMPANY OVERVIEW

# OUR SERVICES:

\* % = Revenue Contribution

## 56.3% WAREHOUSE & YARD MANAGEMENT

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



## 13.7% TRANSPORTATION & DISTRIBUTION

Nationwide Transportation, Cross Border, Express Delivery



## 9.6% RELOCATION & FREIGHT FORWARDING

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



## 16.2% FOOD SERVICE



## 3.2% DOCUMENT STORAGE



## 1.0% OTHERS BUSINESS

IT Solutions, Property Development & Management, Self Storage





# 02 3Q19 HIGHLIGHT

# 3Q19 HIGHLIGHT

## EXCEPTIONAL PERFORMANCE FROM EXISTING BUSINESS

All existing business unit maintains growth



### General Goods

- Occupancy rate reach 85%
- JCS\* expand capacity of 7,000 Sq.m. for serving new customers



### Dangerous Goods

- Revenue growth 17.6% YoY
- Dangerous goods throughputs reached new high record



### Cold Chain

- Cold storage Building No.8 (Automate System) in Mahachai occupancy rate reach 80% (As at Oct 2019)

\*JCS = JWD Chemical and Supply Chain

## IMPACT FROM NEW BUSINESS DEVELOPMENT



### Rail Management

- The number of containers dropped due to
- The tariffs of rail transport was increased
- The commodity polymer was significantly dropped



### Self Storage

- Self storage is in initial investment phase. Expanded services of self deposit, art space and expanding 2 more branches



### Overseas

- Indonesia : ACL performance impacted by high financial cost
- Myanmar and Laos : Operating scale was small. Market readiness was still comparatively low



### Food service

- The vegetable cutting will fully operational in December 2019

## GROWTH DRIVER IN PIPELINE



Multimodal transportation



Overseas operation in Vietnam, Cambodia, Indonesia



Automated warehouse and IT development



Project Cargo



E-Commerce



Regional food service network



REIT



Self Storage

### Dangerous Goods Terminal

Warehousing and storage management within terminal under custom custody.



Cannot re-packing; have to strictly follow the import/export entry declaration.



### JWD Chemical Supply Chain

Can be served as a complete domestic and international distribution hub including dangerous goods free zone storage and management in the future.



Value added services at JCS

Apart from warehousing, JCS can offer value added services similar to general warehouse (outside custom custody) such as re-packing, sorting, and packaging.



### JWD Chemical Supply Chain (JCS)

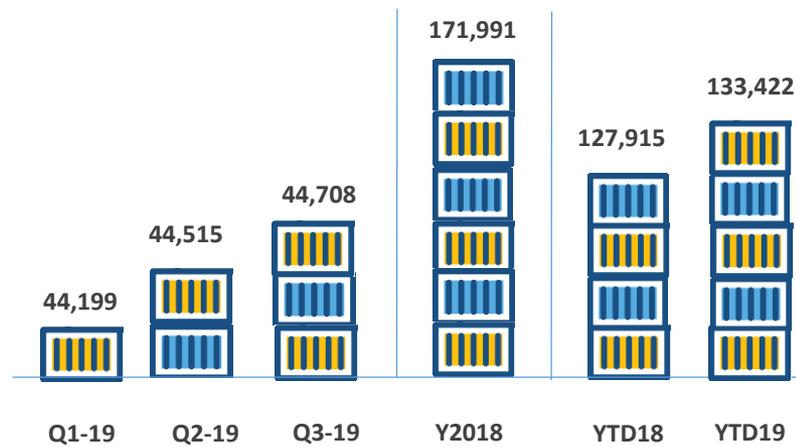


As of September 2019, 90% of the maximum capacity was used. Moreover, we expand capacity of 7,200 Sq.m. (L-Complex C3) to provide additional for new customers

# EXCEPTIONAL PERFORMANCE FROM EXISTING BUSINESS : DANGEROUS GOODS



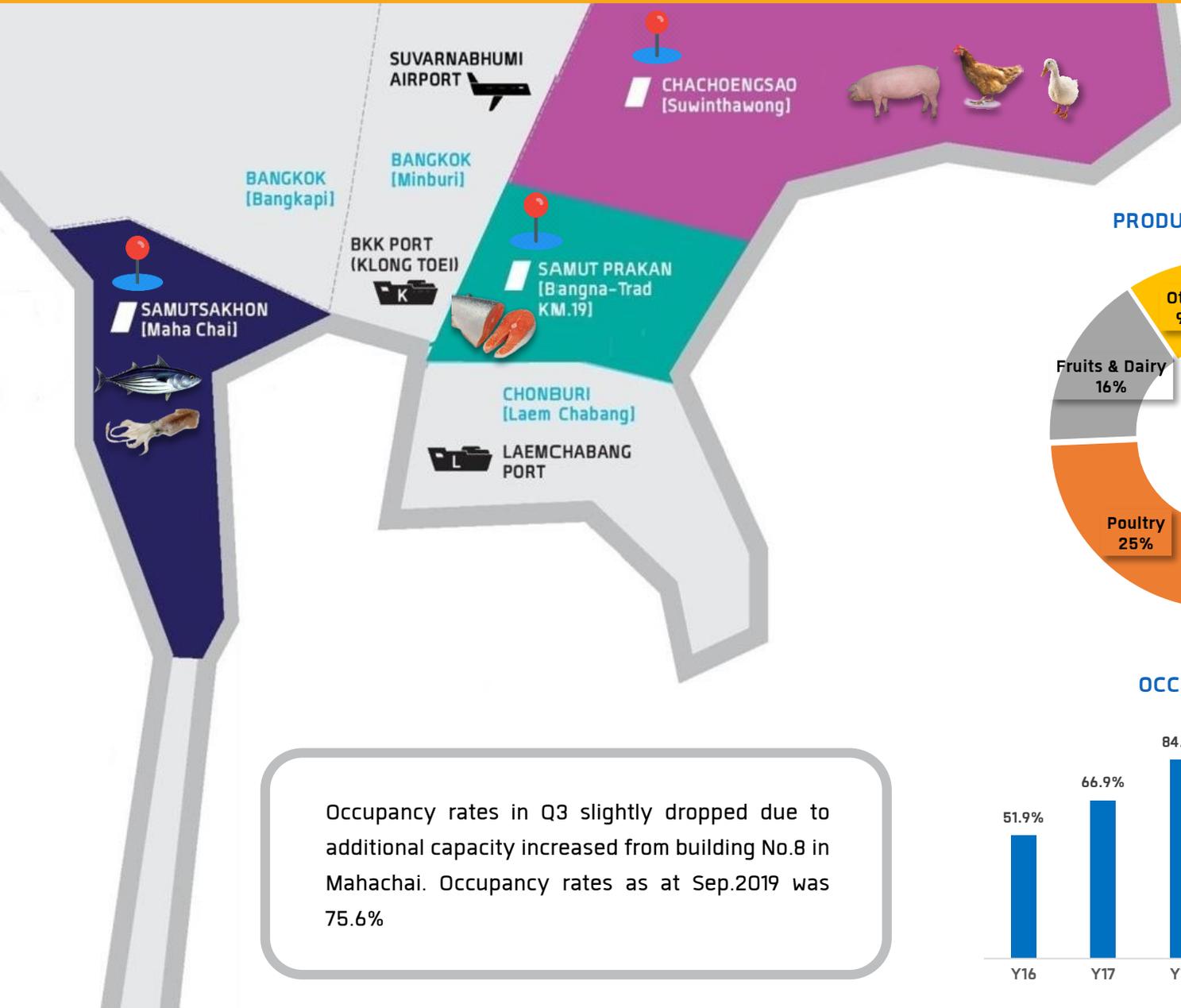
Dangerous Goods Throughput (TEU\*)



\*TEU = Twenty-Equivalent Unit

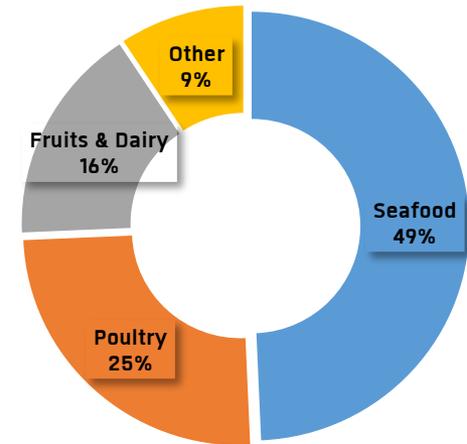


# EXCEPTIONAL PERFORMANCE FROM EXISTING BUSINESS : COLD STORAGE

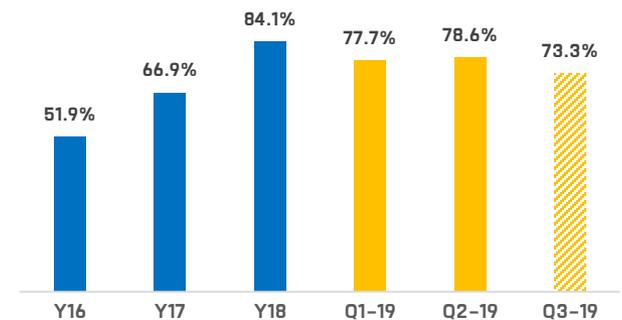


\* Average rate by quarter

## PRODUCT PROPORTION\*



## OCCUPANCY RATE\*



Occupancy rates in Q3 slightly dropped due to additional capacity increased from building No.8 in Mahachai. Occupancy rates as at Sep.2019 was 75.6%

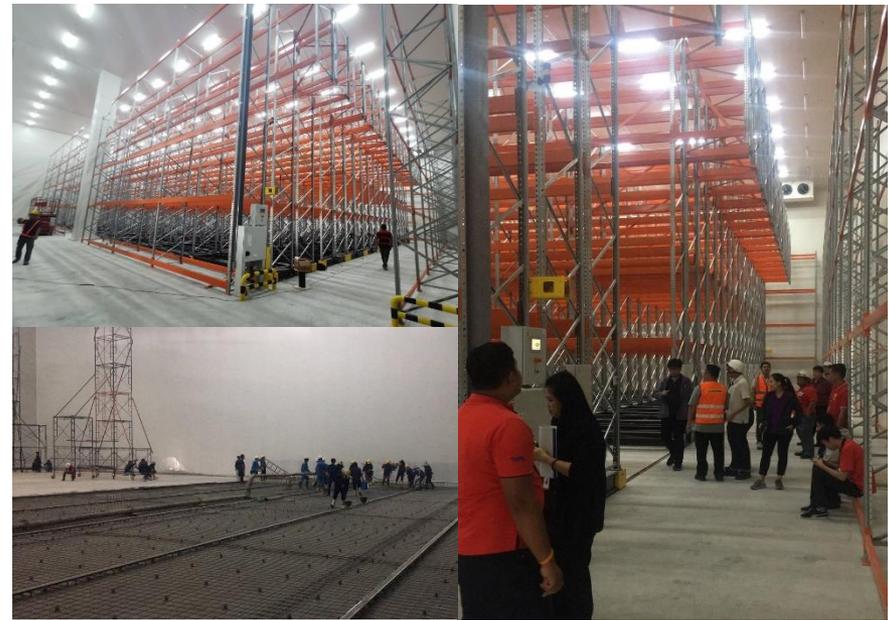


ASRS cold storage in Mahachai, Samut Sakhon

Warehouse Size : 7,000 Sq.m.

Warehouse Capacity : 15,000 Pallets

Occupancy rate reach 80% (As at Oct.19)



New Project : Cold storage in Bangna K.M.19

Upgrade general warehouse to cold storage

(Pharmaceutical Project)

- Warehouse Size : 6,000 Sq.m.
- CAPEX 85 MB.
- Construction Progress 90%
- Expect to operate in Nov.2019

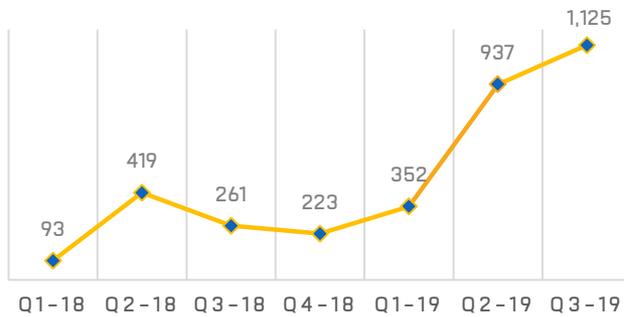


# EXCEPTIONAL PERFORMANCE FROM EXISTING BUSINESS : TRANSPORTATION



## Cross Border Transportation

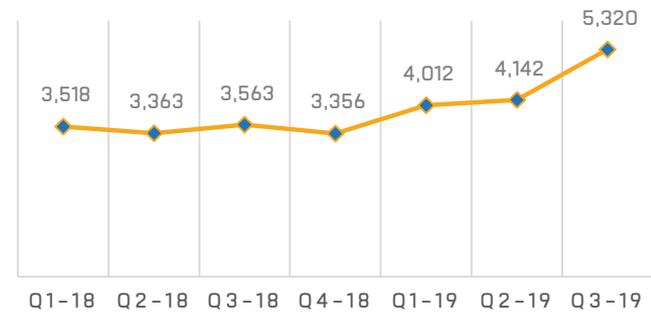
Number of Trips



The number of trips cross-border transportation growth more than 300% YoY

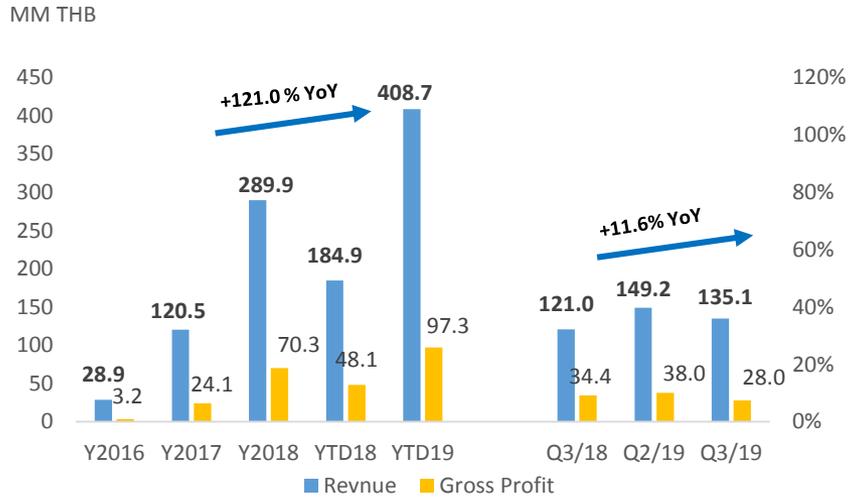
## Car Carrier Transportation

Number of Trips



The numbers of trip car carrier transportation increased 49.3% YoY

## OVERSEAS : REVENUE AND GROSS PROFIT



Q3-2019 revenue of overseas logistics operation was Baht 135.1 Million, increased by Baht 14.1 Million or 11.6% YoY,



## CAMBODIA



### Cold Storage Expansion

- Total area of 1,000 Sq.m.
- Start construction in March 2019
- Construction progress 90%
- Expect to start operation in Nov. 2019



### Cambodia Port Throughput 2018

#### Phnom Penh Port

Total container import : 102,359 TEU.

Total container Export : 111,212 TEU.

#### Sihanoukville Port

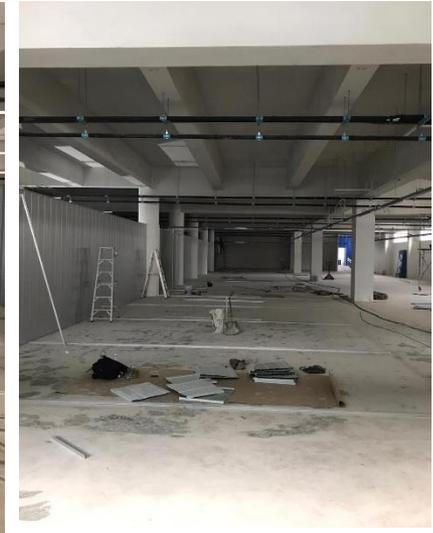
Total container import : 276,729 TEU.

Total container Export : 264,476 TEU.

#### Bokseng Dry Port

- Total Area : 105,000 sq.m
- Capacity of container : 4,000 TEU
- Warehouse : 4 Bonded Warehouse
- Fleet : 50 fleet trucks and 2 Reach Stackers (RSK)

# IMPACT FROM NEW BUSINESS DEVELOPMENT : SELF STORAGE



## Current Branches

- 1 JWD Store It! Srikreetha
- 2 JWD Store It! Slam

### Occupancy Rate\*

98 %

71 %

\* Average rate by quarter



## Y2019 Plan

- 3 JWD Store It! Ramintra  
CAPEX : 16 MB.  
AREA : 874 Sq.m  
Construction Progress 65%
- 4 JWD Store It! Thiamruammit  
CAPEX : 25.5 MB  
AREA : 2,000 Sq.m  
PHASE I : 993 Sq.m  
PHASE II : 1,007 Sq.m  
Construction Progress 75%

\*Both location expect to operate in Dec.2019



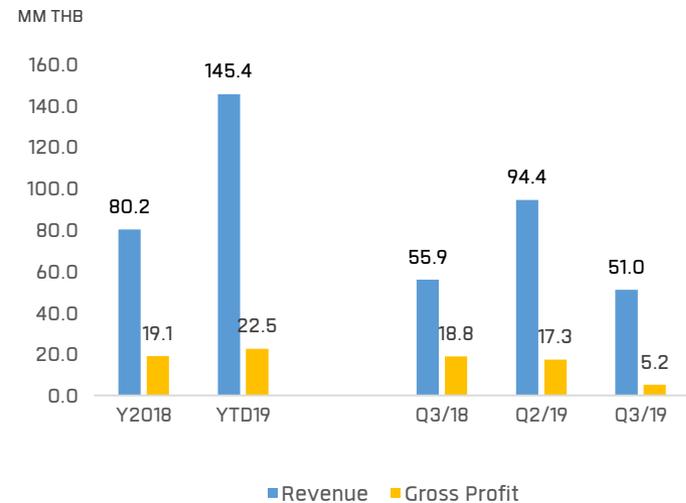
## ADIB COLD LOGISTICS



### ACL PROJECT UPDATE

- Expand services for Burger King from 80 to 140 branches within Jan.2020
- Occupancy rate reach 90%

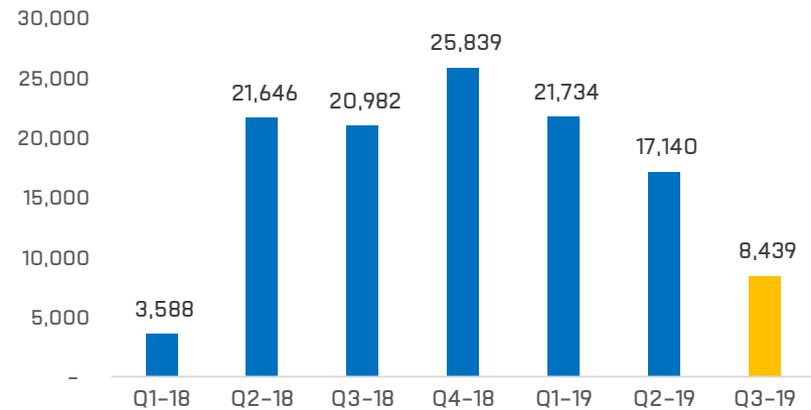
### ACL PERFORMANCE





## Rail Yard Management

Number of Containers



The number of containers dropped due to :

- The tariffs of rail transport was increased
- The petrochemical commodity volume was significantly dropped



## VEGETABLE CUTTING PROJECT

- The vegetable cutting factory completed construction in October 2019, full revenue expected in Y2020
- Line processing was 90% completed
- On process of product shelf life test.

## FRESH BAKING PROJECT

- Expanded services to 133 branches
- Additional new customer

## OTHERS

- Entering the peak season of hotpot ingredients, the revenue is building up





## 03 PROJECTS UPDATE



## B2B INTEGRATED LOGISTICS

### Automotive



- Expand to new customers

### Chemical & Dangerous Goods



- Expand more value added services

### Food & Cold Chain



- Expand new location to serving B2B/B2C
- Set up nationwide, last mile delivery (JWD Cold Chain Express)

### Project Cargo



- Tap up with The Eastern Economic Corridor (EEC) Development Plan, Mega project construction

### Document Storage & Information Management



- JV with strong partner
- ASRS (Automated System) Facilities



## B2C LOGISTICS

### Self Storage



- Expand the number of JWD Store It! branches to 20, combined space of 20,000 Sq.m within Y2023 to become Thailand's 1st firm to provide self-storage

### E-commerce



- Operate through JV with CJ Logistics, Focus on CJ Mega Smart Hub for serving B2C



## LOGISTICS INFRASTRUCTURE

### Terminal & Port Operator



- Operate model shift with multimodal transport : Barge Terminal operator

### Rail Transfer Operator



- Operate rail yard management



## OVERSEAS LOGISTICS

### VIETNAM



- Support TMS to expand business footprint to cover Northern & Southern Vietnam

### CAMBODIA



- Support PPSP to register Secondary-Listing in the Thai stock market
- Support Bokseng to operate Chemical & Dangerous goods in Cambodia

### INDONESIA



- Expand Cold Chain, Chemical & Dangerous goods and Automotive in Indonesia

M&A with the listing company to each country



## FOOD SUPPLY CHAIN



- Regional expansion



## IT SOLUTION

- Develop logistics platform
- Plug in with strategic partner



## INVESTMENT

- Focus more on facility development in Thailand
- New REIT expected in Y2020-2021
- Build to suit / Build to operate , e.g. Fulfillment Center



## TRANSIMEX CORPORATION



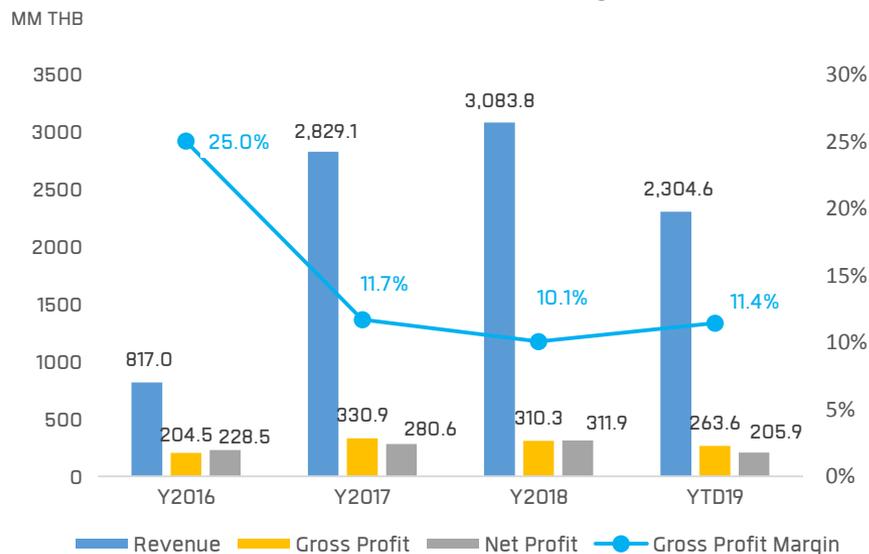
### TMS EXPANSION INVESTMENT

Additional footprint expansion of more than 100,000 Sq.m.

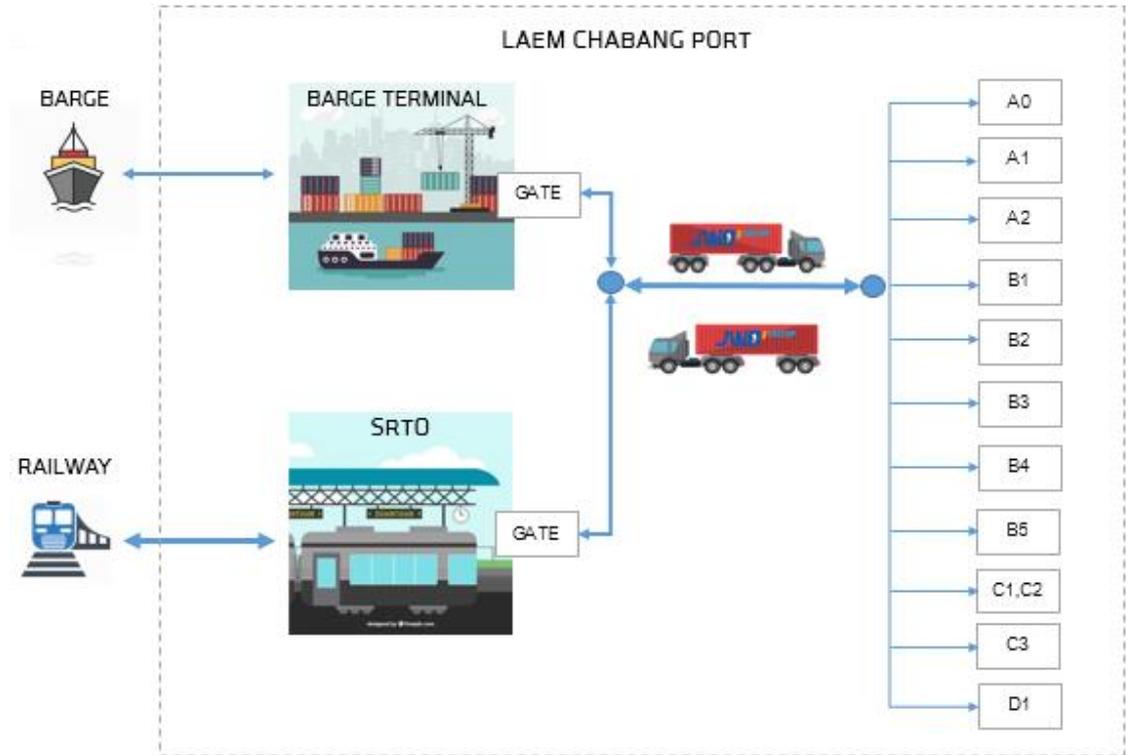
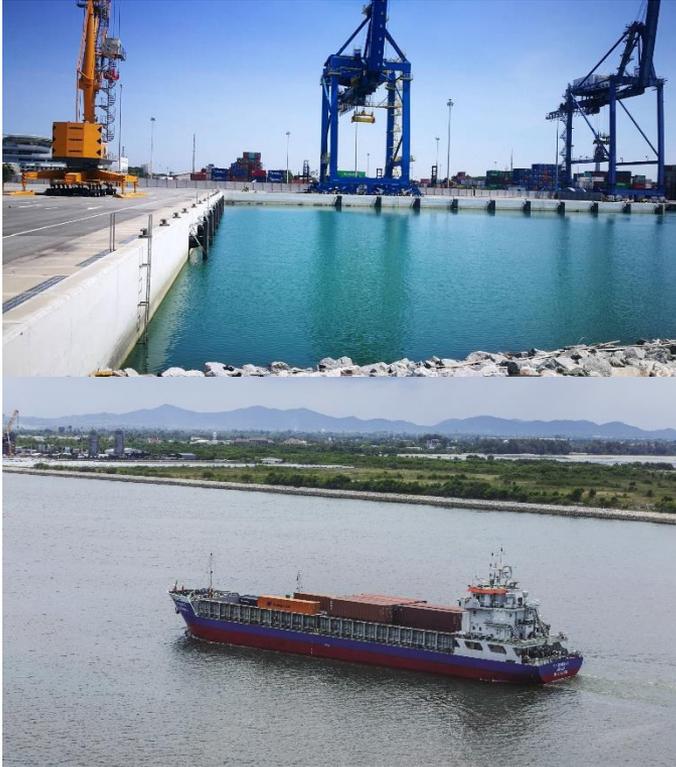
- Expand new phase in Thang Long Logistics Center , 45,000 Sq.m.
- New project expansion in Vinh Loc Industrial Park
  - General Warehouse 43,744 Sq.m.
  - Cold Storage 14,580 Sq.m.

### TMS Performance

\*Exchange rate as at 5 Nov,2019



# PORT OPERATOR : BARGE TERMINAL



JWD has been awarded by Port Authority of Thailand (PAT) as a sole operator of the A0.5 barge terminal to handle lift-on lift-off operation in Laem Chabang Port.

The A0.5 terminal is located between Terminal A1 and A0. The terminal plans to be able to accommodate barges with a capacity of 3,000 DWT and 1,000 DWT, and will be able to facilitate in quicker transshipment services. Furthermore, the A0.5 terminal is proposed to have efficient container handling equipment that allows it to support 300,000 TEUs per year.



## CJ Logistics Launches Smart Hub Bangna

CJ Logistics Smart Hub Bangna is the first smart hub to be fully equipped with cutting-edge technologies and a proven advanced system from South Korea featuring an automatic wheel sorter system and ITS (Intelligent Scanner). The 71,900 Sq.m. hub is fully equipped with advanced technologies and platforms, and offers parcel and logistics services with a maximum daily capacity of 408,000 units responding to market trends and demands as well as to the rapid expansion of e-commerce in the country

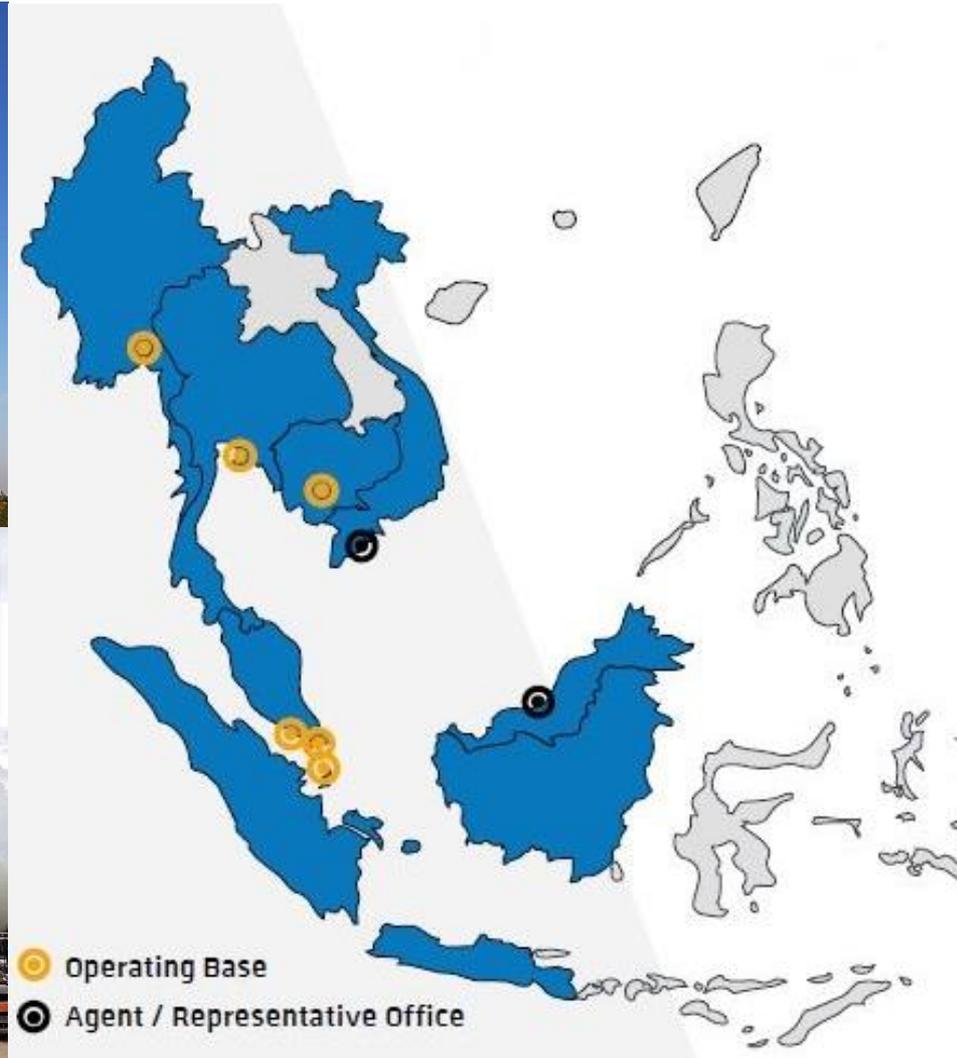
**TRANSPORTATION OF WTG TOWER**

Services : Heavy Haulage  
 Cargo : Wind Turbine Generator Tower (100 ton)  
 Equipment : Multi - Axle Trailers (20 axle line)  
 Date : April 2018  
 Location : Thailand



**LOAD OUT AND BARGING OF STORAGE TANK**

Services : Jacking, Roll On and Barging  
 Cargo : 2 units of 700 ton Storage Tank  
 Equipment : SPMT (62 axle lines)  
 Date : June 2018  
 Location : Batam, Indonesia





## Phnom Penh SEZ Plc. (PPSP), the first listed company in Cambodia register Secondary-Listing in the Thai stock market



Phnom Penh SEZ Plc. (PPSP) is on process for Secondary Listing in the Stock Exchange of Thailand. PPSP has carried out various consultation with SEC and expects to complete the listing process by 2021.

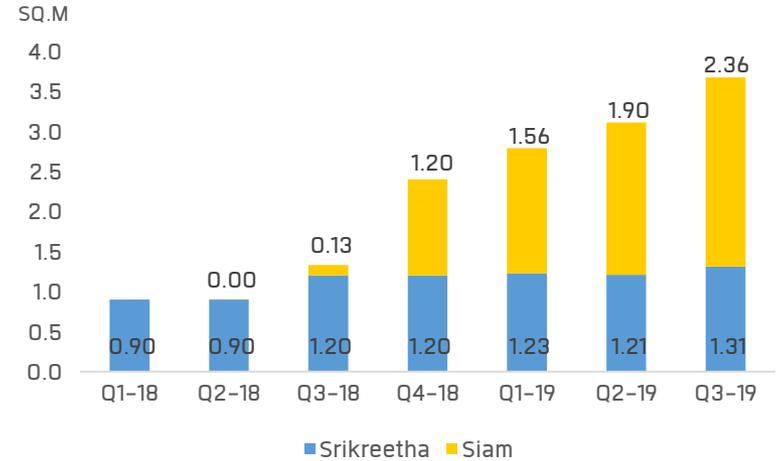
# SELF STORAGE : SAFE DEPOSIT



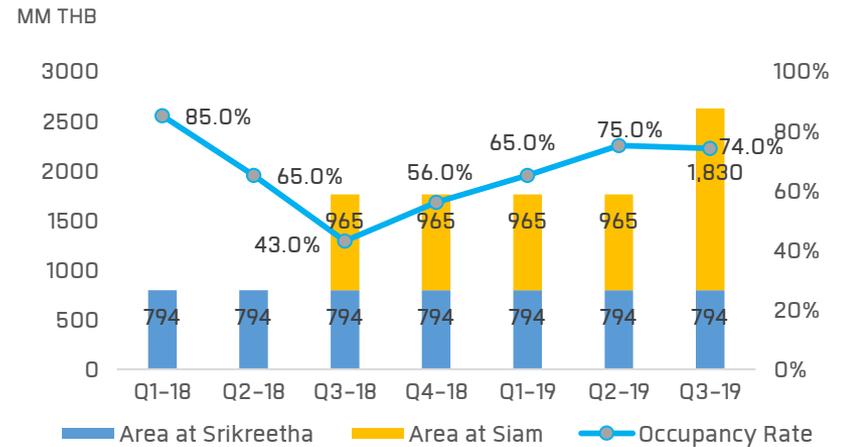
JWD Store It! Siam branch, Safe Deposit has been introduced as JWD's most recently launched service (Sep.2019), which involves the storage of valuables in the safes that meet world-class security standards.



## Revenue



## Area & Occupancy Rate





JWD ART SPACE 's grand opening on 26 November 2019

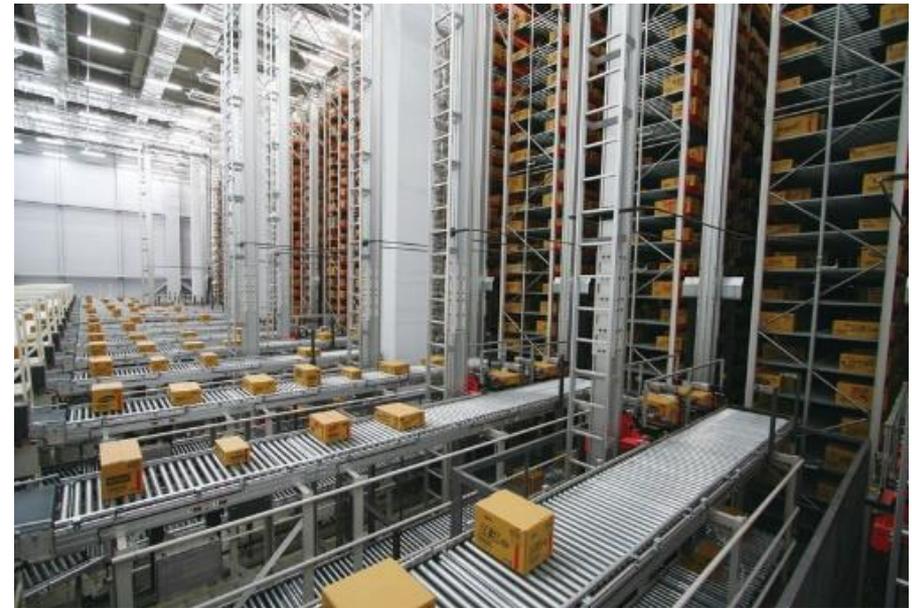
## PROJECT INFORMATION

Total Area 1,300 Sq.m.

CAPEX : 30 MB.

Phase I : 126 Rack (Approx. 1,000-1,300 Art Pieces)

Locate in JWD Store it : Siam branch, 3rd Floor



## Business Intelligence

- Deploy corporate wide business intelligence
- Develop central control room

### Benefit

- Identify business opportunity
- Shape new business models
- Improve operation

## Automated System

- Cold Storage building No.9 in Mahachai
- Document Storage
- Fulfillment Center

### Benefit

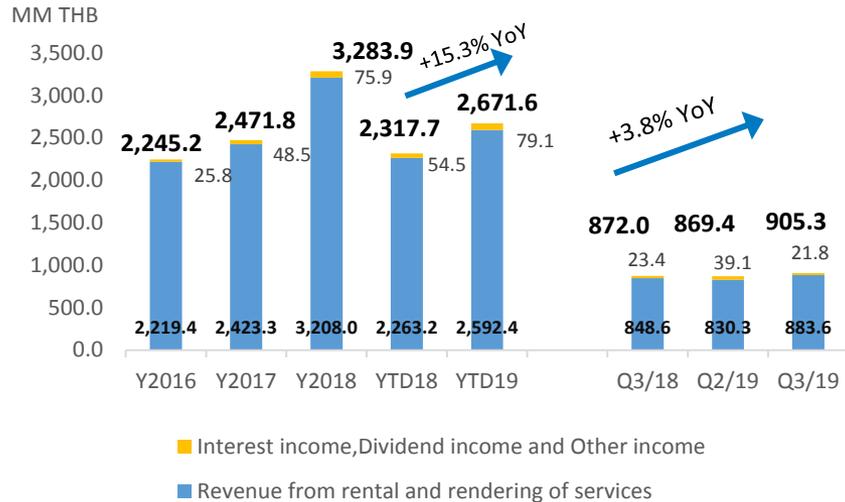
- Labor cost reduction
- Improve efficiency



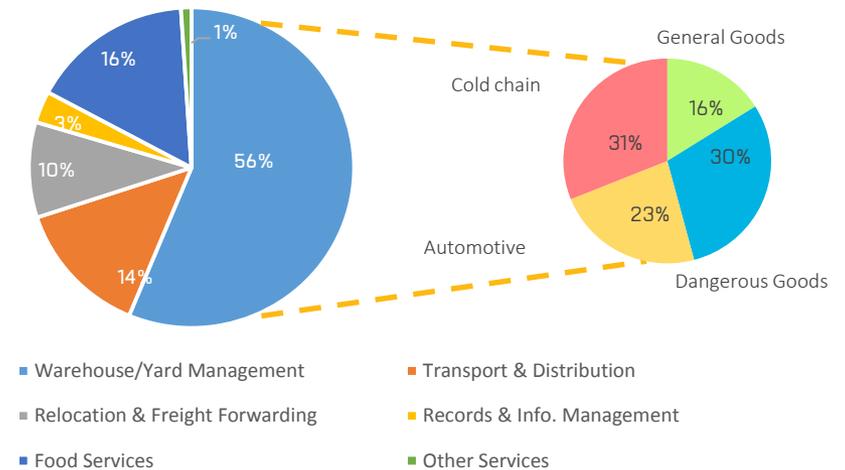
# 04 FINANCIAL PERFORMANCE

# REVENUE AND GROSS PROFIT

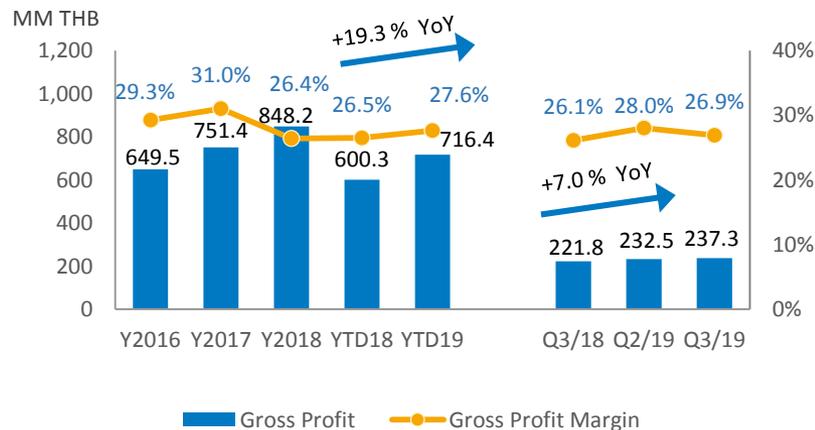
## Revenue from Rental & Services



## Revenue breakdown



## Gross Profit and Gross Profit Margin

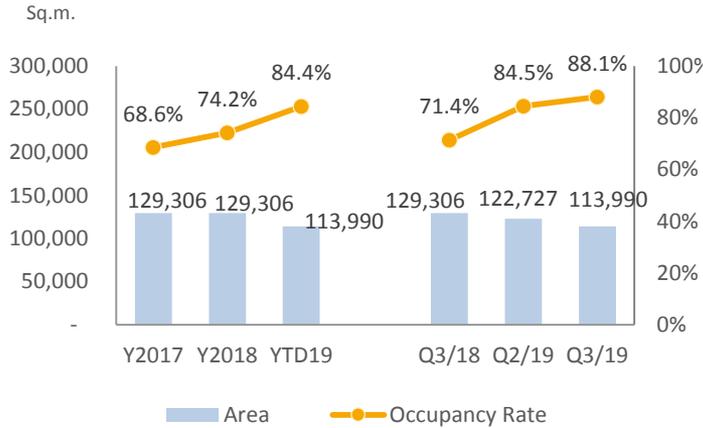


- Revenue for Q3-2019 was THB 905.3 mm, increased 4.1% YoY, the increased revenue was mainly due to higher revenue from warehouse and yard management business, transportation business, record and information business and food service business.
- Gross margin was 26.9%.

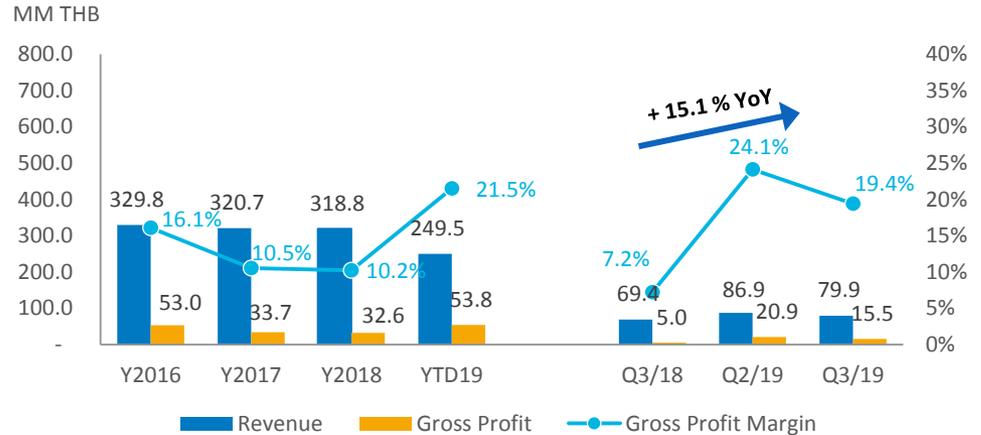
# REVENUE AND GROSS PROFIT BUSINESS

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

### Area & Occupancy Rate

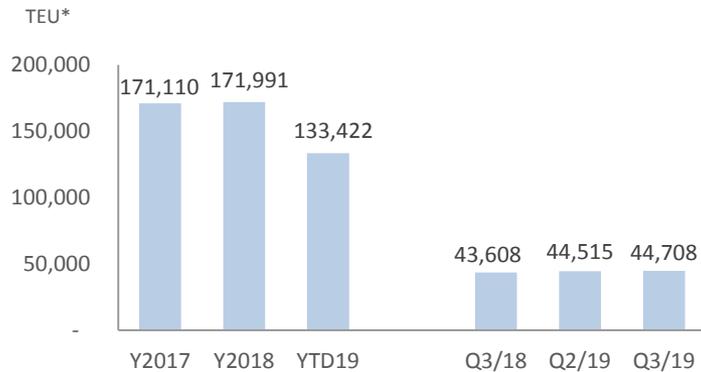


### Revenue & Gross Profit

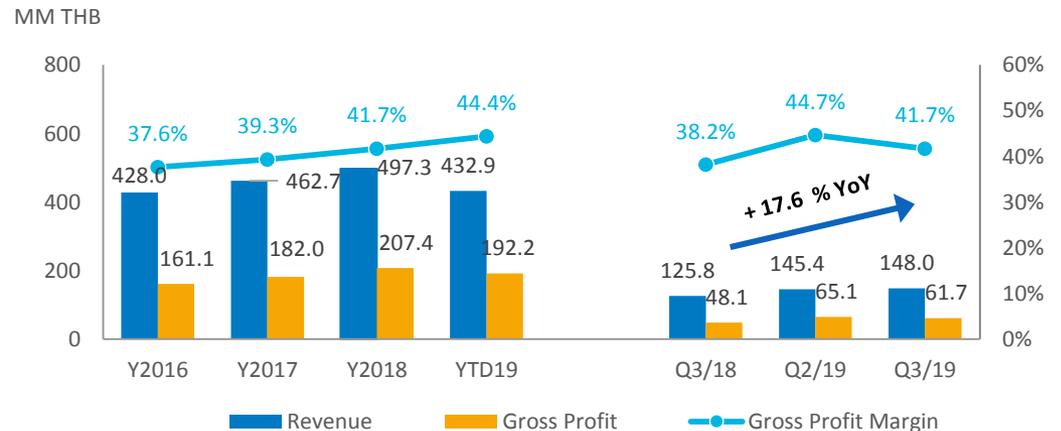


## Warehouse & Yard Management: Dangerous Goods Terminal

### Dangerous Goods Yard Throughput



### Revenue & Gross Profit

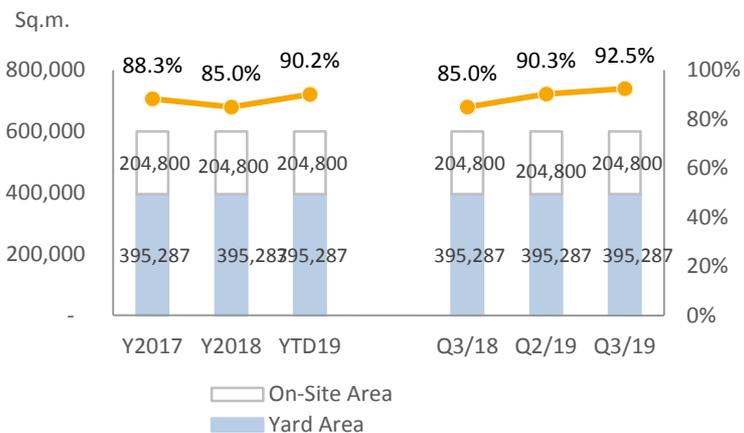


\*TEU = Twenty-Equivalent Unit

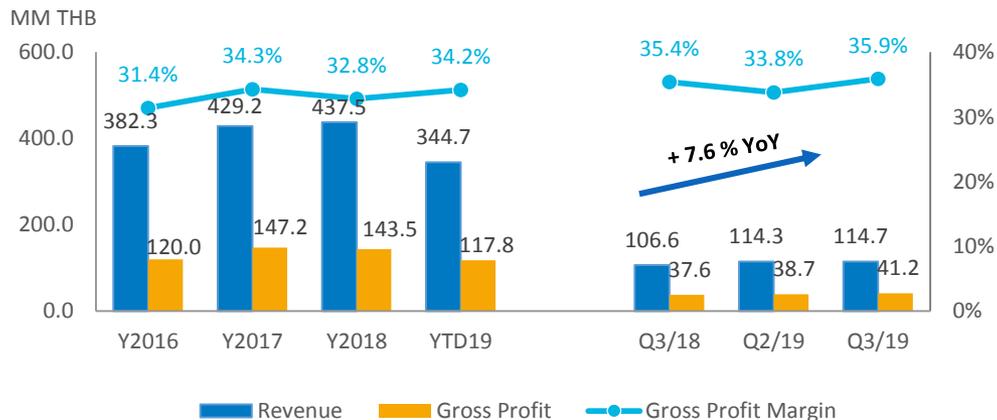
# REVENUE AND GROSS PROFIT BUSINESS (CONT'D)

## Warehouse & Yard Management: Automotive

### Area & Occupancy Rate

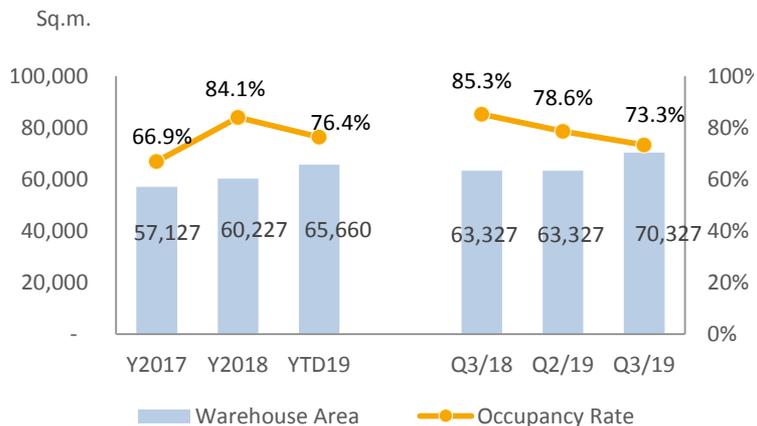


### Revenue & Gross Profit

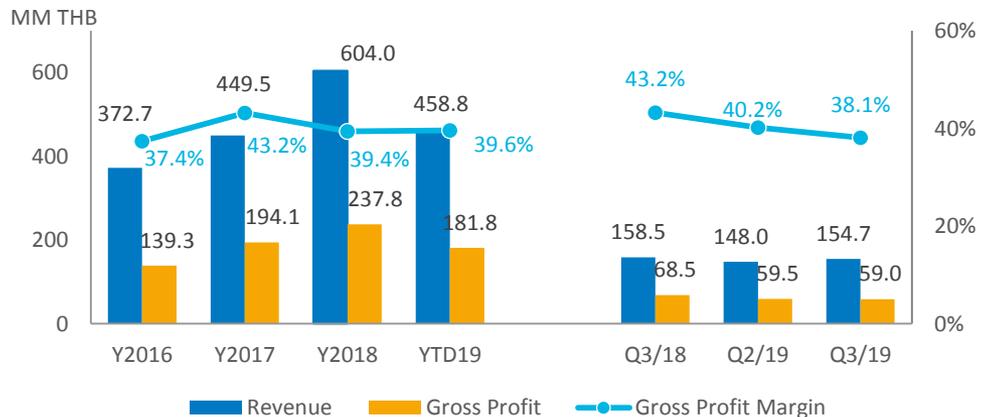


## Warehouse & Yard Management: Cold Storage

### Area & Occupancy Rate



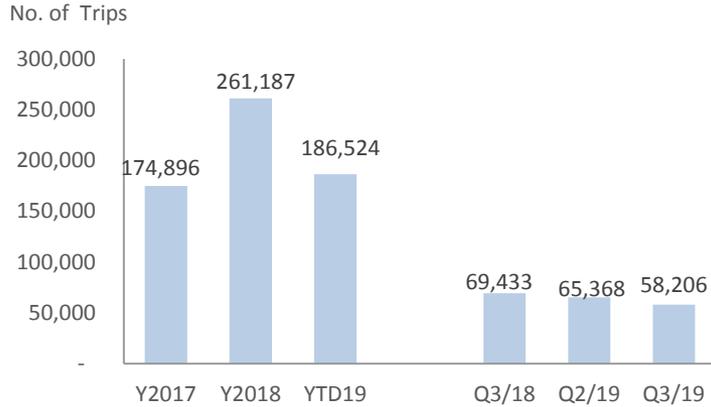
### Revenue & Gross Profit



# REVENUE AND GROSS PROFIT BUSINESS (CONT'D)

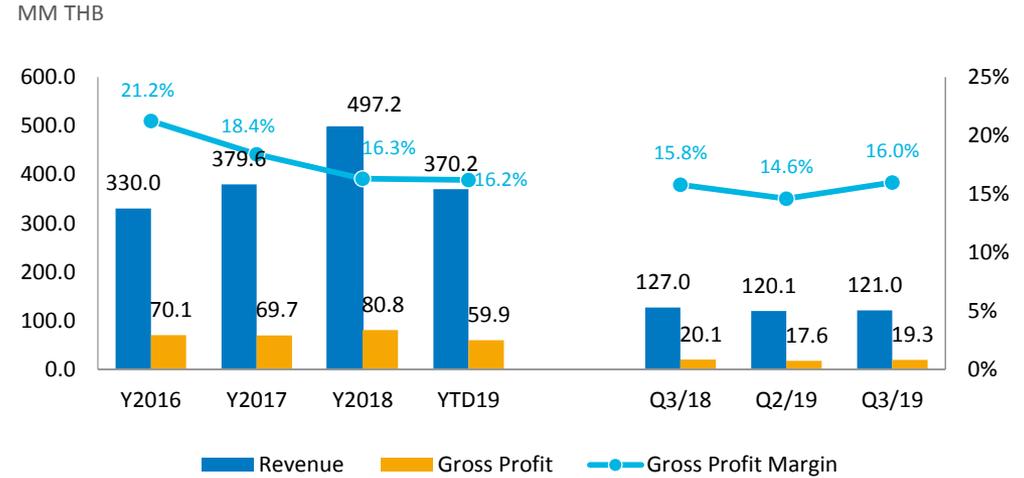
## Transportation & Distribution

### No. of Trips \*



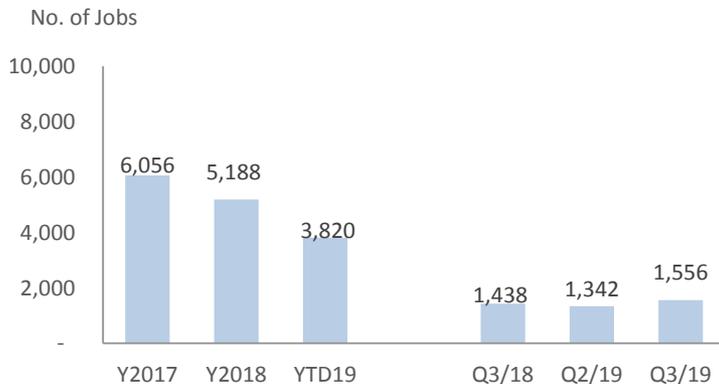
\* including internal transportation services

### Revenue & Gross Profit

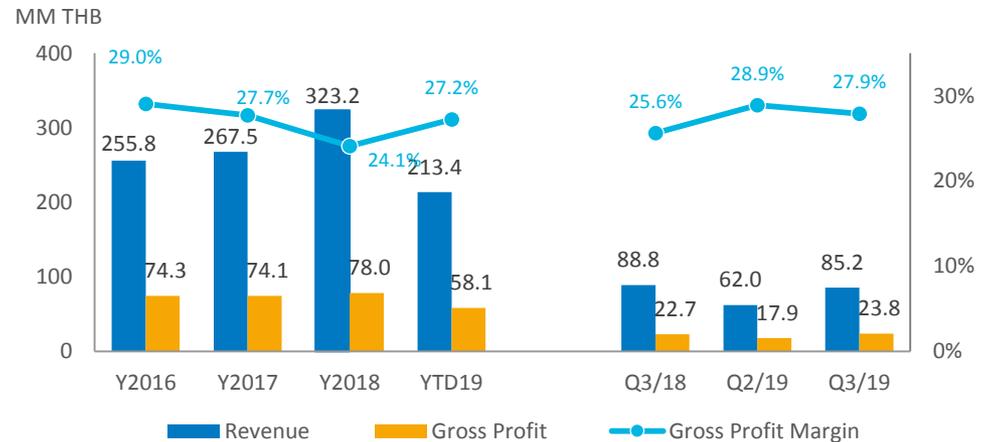


## Relocation Service

### No. of Jobs



### Revenue & Gross Profit

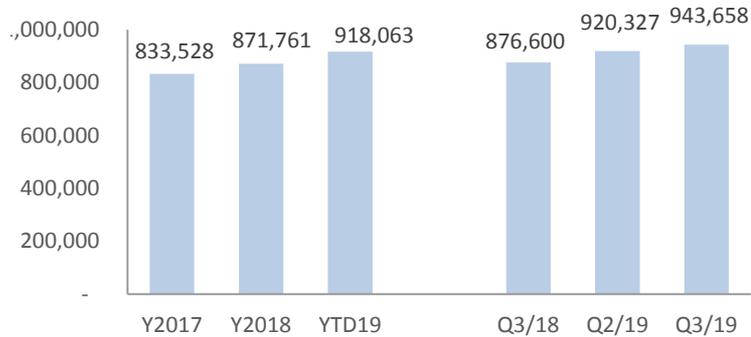


# REVENUE AND GROSS PROFIT BUSINESS (CONT'D)

## Record & Info Management

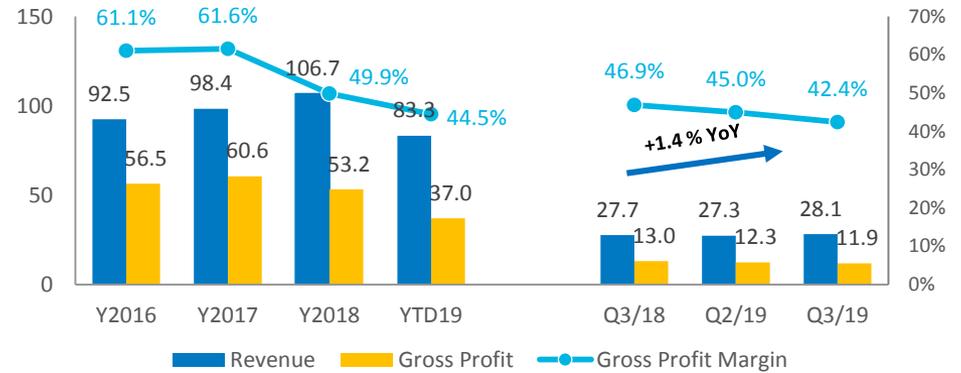
### No. of Cartons

No. of Cartons



### Revenue & Gross Profit

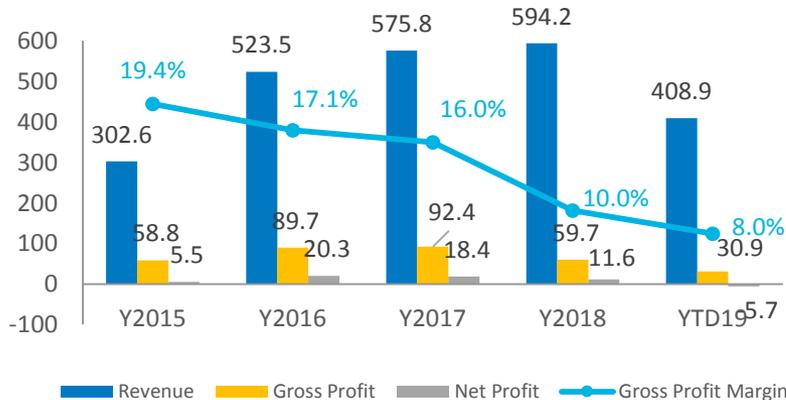
MM THB



## Food Service

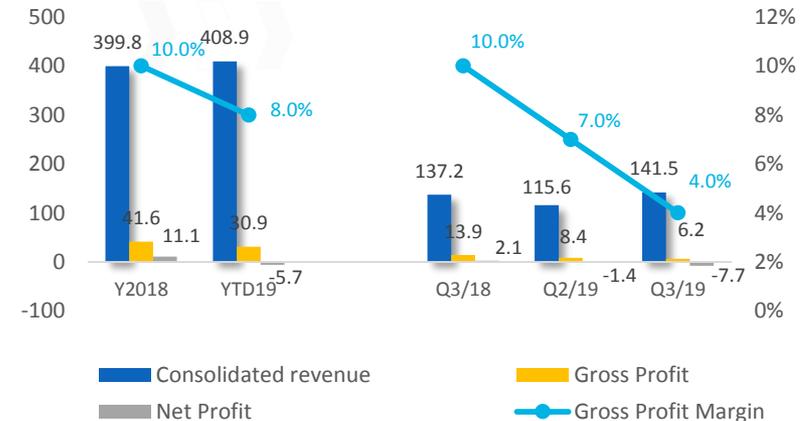
### CSLF Past Performance

MM THB



### Revenue and Gross Profit

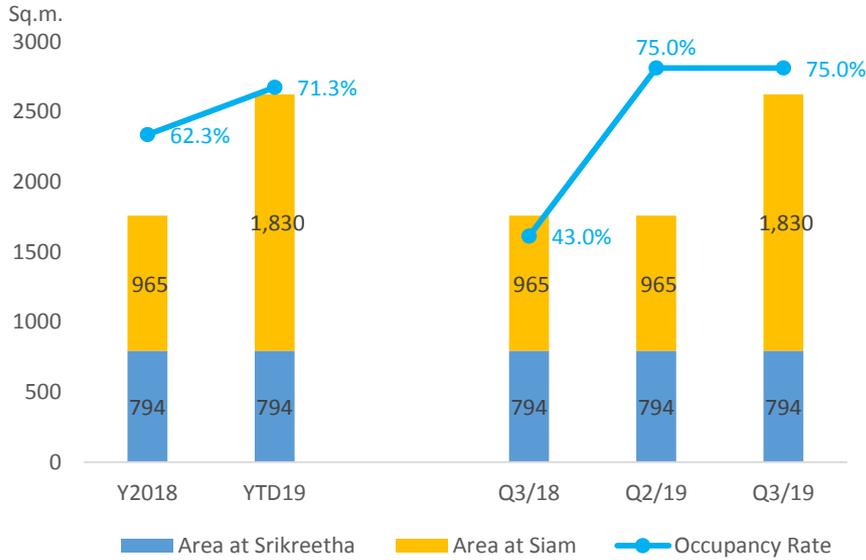
MM THB



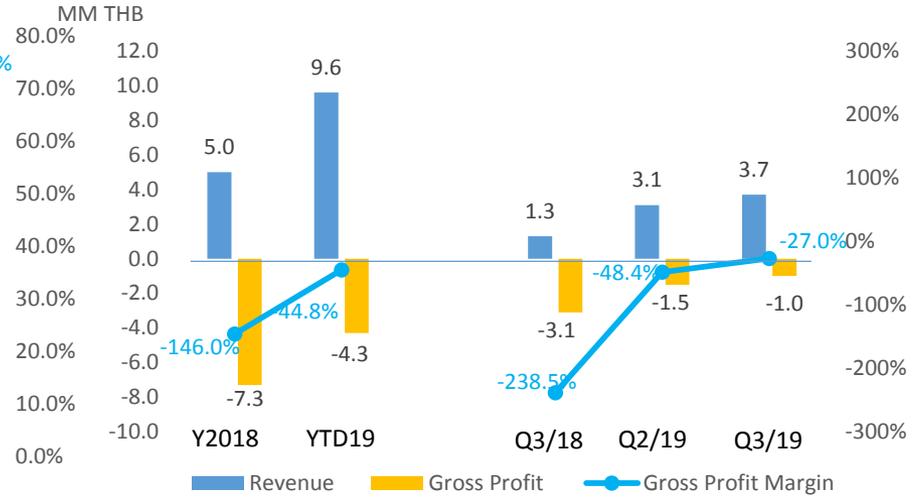
# REVENUE AND GROSS PROFIT BUSINESS (CONT'D)

## Others Business : Store it

### Area & Occupancy Rate

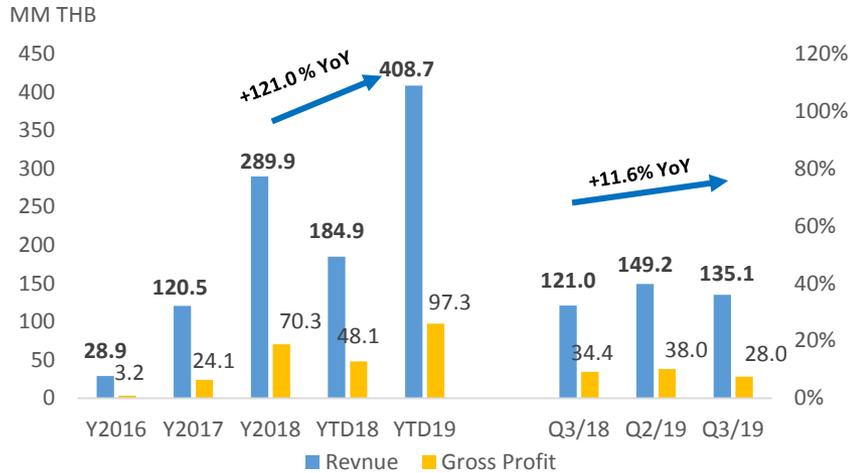


### Revenue

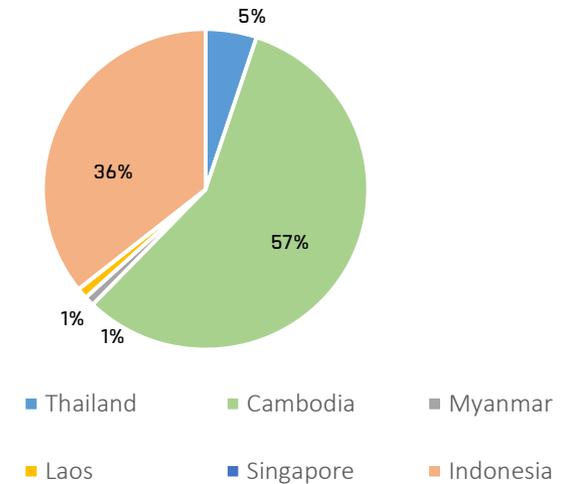


# OVERSEAS LOGISTICS OPERATION REVENUE AND GROSS PROFIT

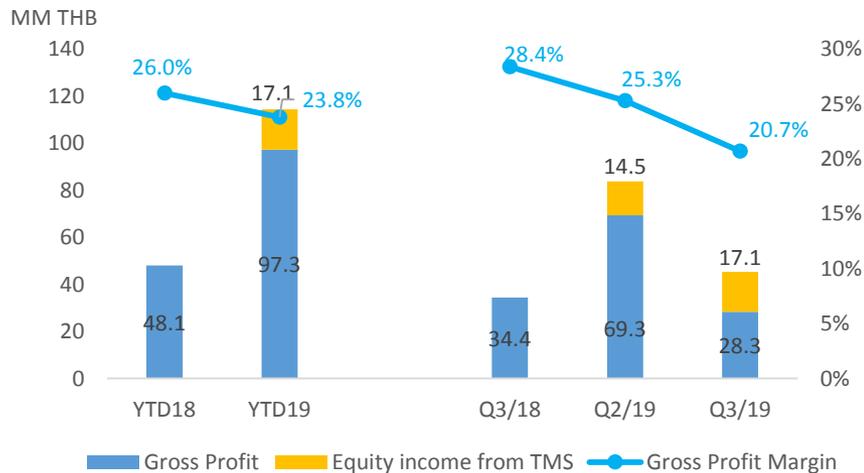
## Revenue from Overseas Logistic Operation



## Revenue breakdown



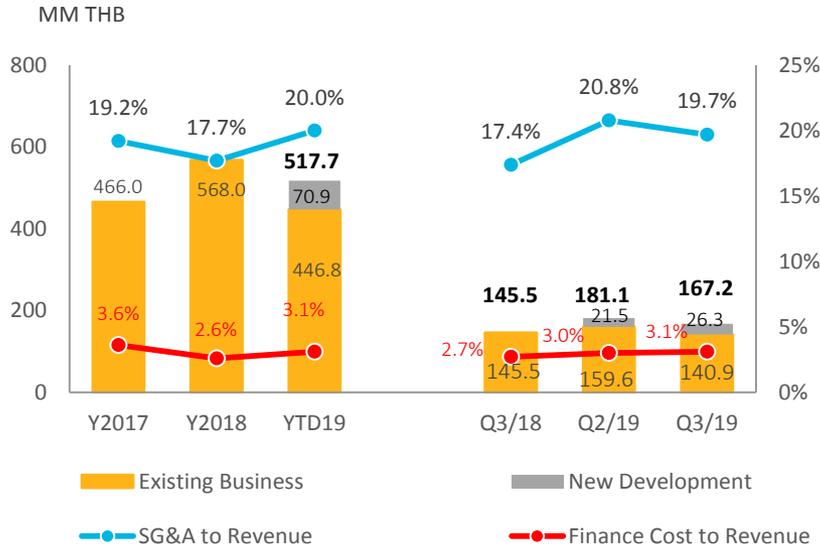
## Gross Profit ,Equity Income from TMS, Gross Profit Margin



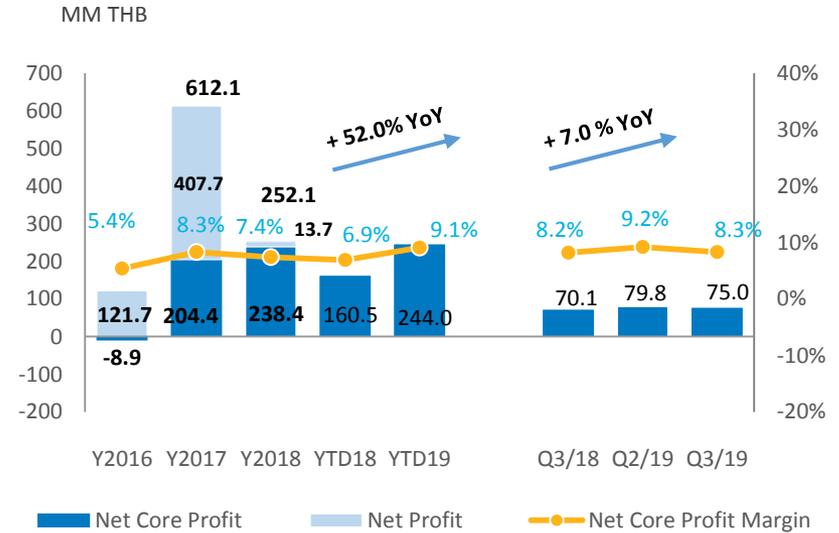
- Overseas Revenue for Q3-2019 was THB 135.1 mm, increased 11.6% YoY ,the increased revenue was mainly due to higher revenue from Cambodia and Indonesia .
- Revenue shown excluded revenue from Transimex Corporation, Vietnam(TMS)

# SG&A Expenses & Net Profit

## SG&A Expenses & Finance Cost



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



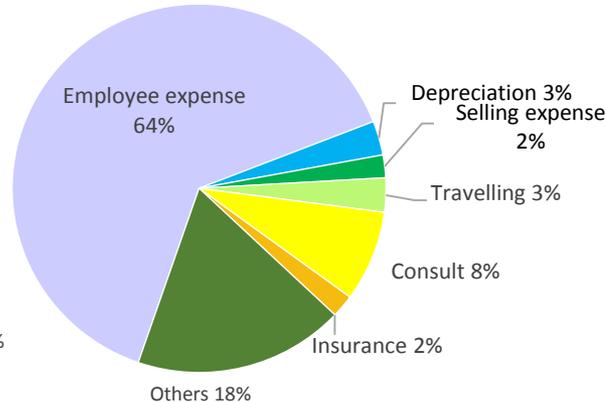
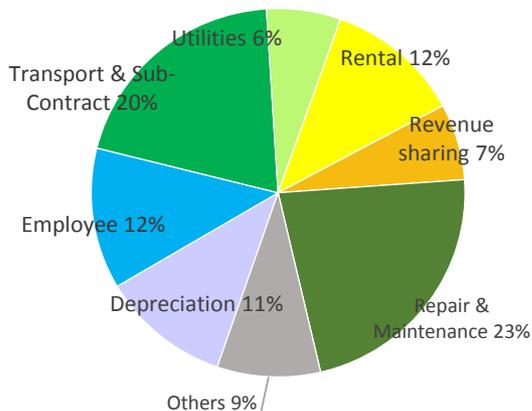
- Q3-2019 Net core profit\* 75.0 Million, higher than the previous by, Baht 4.9 Million or 7.0% and net profit margin of 8.3%.

\* Net profit attributable to owners of the Company

## Cost Structure

### Direct Cost

### SG&A





# 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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