

SCGJWD Logistics Public Company Limited

Management Discussion and Analysis for Year Ended 31 December 2022

(Unit : MB THB)	Year		+/(-)%	Quarterly			+/(-)%
	2021	2022		4/2021	3/2022	4/2022	
Total Revenues	5,293.3	5,988.2	13.1%	1,476.1	1,593.0	1,585.7	7.4%
Revenue from rental and rendering of services	5,100.9	5,902.1	15.7%	1,440.5	1,584.3	1,579.8	9.7%
Gross Profit	1,219.9	1,364.1	11.8%	314.9	349.9	376.3	19.5%
Gross Margin (%)	23.9%	23.1%		21.9%	22.1%	23.8%	
Gain from re-measurement to fair value of the Group's existing interest	78.6 ^[1]	-		-	-	-	
Interest income, Dividend income and Other income	113.8 ^[2]	86.0	(24.4)%	35.6	14.7	5.9	(83.4)%
Share of profit of investments in associates and joint ventures	221.3	332.0	50.0%	148.5	68.8	65.7	(55.8)%
Net profit attributable to owners of the Company	571.7	504.3	(11.8)%	176.3	111.7	112.8	(36.0)%
Net Profit Margin (%)*	10.8%	8.4%		11.9%	7.0%	7.1%	
Net profit attributable to owners of the Company (before extra items)	530.4 ^[1,2]	504.3	(4.9)%	188.0 ^[3]	111.7	112.8	(40.0)%
Net profit Margin (before extra items) (%)*	10.0%	8.4%		12.7%	7.0%	7.1%	

* Net Profit Margin = Net profit attributable to owners of the Company / Total revenue

** Company performance in Y2022 is only JWD Infologistics PCL

^[1] For Q1/2021, the Company has recorded a fair value of its investments in EMLOG Logistics & Warehousing Pte Ltd. ("EMLOG"), which has changed its status from associate to subsidiary. The profit from the revaluation of such investments amounted to Baht 78.6 million. ^[1] In this respect, the list of cancellation losses in Laos is recognized. Recognition of share of losses from the sale of discontinued assets, recognition of deferred tax for fair value measurement of investments in EMLOG Logistics & Warehousing Pte Ltd. ("EMLOG") and allowance for doubtful debts, resulting in a net profit of Baht 44.0 million in March, 2021.

^[2] For Q3/2021, the Company has recorded the revenue from the sale of assets at JWD Navanakorn to AIM Industrial Growth Freehold and Leasehold Real Estate Investment Trust ("AIMIRT"), which has a net profit from sales of Baht 9.0 million in the past of half year.

The Thai economy in the fourth quarter of 2022 continued to improve from the previous quarter on the back of increasing foreign tourist arrivals, which bolstered services and private consumption growth. However, the value of merchandise export deteriorated due to a slowdown in trading partners demand and exerted downward pressures on manufacturing production and private investment. Spending of the central government expanded mainly from current expenditures, while capital expenditures of state-owned enterprises also expanded from a good disbursement in energy and utility projects. On the economic stability front, headline inflation decreased, following a lower energy inflation, while core inflation increased due mainly to higher prepared food prices. Labor market gradually improved in line with the economic recovery. The current account became a surplus as trade balance improved.*

*Source: Press Release on the Economic and Monetary Conditions for December and the Fourth Quarter of 2022, Bank of Thailand

In 2022, the Company achieved considerably better performance through various business units, especially automotive, overseas as well as transportation due to the increased demand ongoing from the pandemic situation. The performance for the year ended December 31, 2022, the Company had total revenues of Baht 5,988.2 million, improved by Baht 694.9 million or 13.1% from the same period of previous year. The company generated revenue from rental and rendering of services of Baht 5,902.1 million, higher than the same period of previous year by Baht 801.2 million or 15.7%. For Q4/2022, the Company had total revenues of Baht 1,585.7 million, improved by Baht 109.6 million or 7.4 % from the same period of previous year. The company generated revenue from rental and rendering of services of Baht 1,579.8 million, higher than the last year by Baht 139.3 million or 9.7 %. The increased revenue was mainly due to the higher revenue from transportation and distribution business, general goods warehouse management business, overseas business, relocation business and cold chain business, respectively.

The Company had gross profit for the year ended December 31, 2022, of Baht 1,364.1 million with gross profit margin of 23.1%, increased by Baht 144.2 million or 11.8 % from the same period of previous year where gross profit was 1,219.9 and gross profit margin was 23.9 %. For Q4/2022, the company had gross profit of Baht 376.3 million and gross profit margin of 23.8% increased by Baht 61.4 million, or 19.5% compared to the same period of previous year, where gross profit was Baht 314.9 million or 21.9%.

Net profit attributable to owners of the Company

The Company had net profit attributable to owners of the Company for the year ended December 31, 2022, of Baht 504.3 million, net profit margin was 8.4% lower than the same period of previous year by Baht 67.4 million or 11.8%. For Q4/2022, the company had net profit attributable to owners of the Company of Baht 112.8 million, net profit margin was 7.1% which decreased by Baht 63.5 million, or 36.0% from the same period of previous year where net profit was Baht 176.3 million and net profit margin was 11.9%. The main reason for the decline in net profit for this quarter was higher cost of services in terms of labor costs, electricity costs, fuel costs, including fixed costs in the form of depreciation of newly opened warehouses. This is coupled with administrative expenses in addition to consulting fees for mergers and acquisitions, and financial costs.

In addition, if considering the net profit of the company excluding extra items for the year ended December 31, 2022, the Company had net profit attributable to owners of the Company (before extra items) of Baht 504.3 million net profit margin was 8.4% which decreased by Baht 26.1 million, or 4.9% from the same period of previous year where net profit from extra items of Baht 41.3 million and net profit attributable to owners of the Company (before extra items), of Baht 530.4 million, net profit margin (before extra items) was 10.0% For

Q4/2022, the Company had net profit attributable to owners of the Company (before extra items) of Baht 112.8 million net profit margin was 7.1% which decreased by Baht 75.2 million, or 40.0% from the same period of previous year where net profit (before extra items) of Baht 11.7 million and net profit attributable to owners of the Company (before extra items), of Baht 188.0 million, net profit margin (before extra items) was 12.7%.

After the Company has received the approval from the shareholders to merge with SCG Logistics Management Co., Ltd. (SCGL) on February 14, 2023, the Company has acted on the shareholders' decision through a share swap by reducing capital and increasing the Company's registered capital to 905,510,153.00 baht from the original 510,000,000.00 baht and issuing ordinary shares to increase capital in the amount of not more than 791,020,363 shares at a par value of 0.50 baht per share for allocating and offering in private placement (PP) to SCGL's shareholders at a price of 24.02 baht per share as compensation for the transfer of SCGL's ordinary shares instead of payment in cash. As a result, SCGL's shareholders will become shareholders of JWD, representing 43.7 percent of JWD's total voting shares after the conclusion of this transaction. The Company is changing the Company's name to "SCGJWD LOGISTICS PUBLIC COMPANY LIMITED" as from February 14, 2023, and will use "SJWD" as the trading symbol on the Stock Exchange of Thailand (SET) as from February 17, 2023, and will consolidate the business results of JWD and SCGL as from Q1/2023 onwards. The merger leading to the emergent SCGJWD Logistics Plc. will elevate the Company to become the leading and largest integrated logistics and supply chain service provider in the ASEAN region, as measured by revenue and profit, and business operations covering nine ASEAN countries, namely, Cambodia, Lao PDR, Myanmar, Vietnam, Indonesia, as well as Southern China, etc. The Company is also capable of providing services covering the B2B (business-to-business), B2B2C (business-to-business-to-customer) and C2C (customer-to-customer) groups in all industrial groups.

Summary of Business Progress during Year 2022

In January,

Pacific Cold Storage Co., Ltd. ("PCS") (the Company's subsidiary) and Thai Union Manufacturing Co., Ltd. ("TUM") has completed the establishment of a joint venture company called Pacific TUM Cold Storage Co., Ltd. ("PACT") to build a new cold storage warehouse which will be managed by PCS under the shareholders agreement and undertaking agreement for storage the raw materials and goods of TUM Group which carries out business in manufacturer and exporter of canned tuna and pet food.

In June,

JWD Store It Company Limited (“JWDST”) which is a subsidiary of the Company jointly invested with Central Pattana Public Company Limited (“CPN”), in which CPN has invested 30% in order to expand self-storage business which will increase the competitiveness and expand the business to grow faster. With the strength of CPN that specializes in location and increases the opportunity to attract new groups of customers, both B2C and B2B.

In August,

Pacific Cold Storage Company Limited (“PCS”), a subsidiary of the Company Started operating a new cold storage warehouse in Saraburi province. With a total area of 8,000 square meters, it can accommodate more than 11,000 pallets for poultry and juice concentrate products. In the eastern and northeastern regions, as well as being a smart cold chain where the automated robotic storage system (ASRS system) helps to reduce power consumption, solve the problem of labor shortage, and store products quickly and accurately.

the Company is proud to have been honored by Deloitte, one of the world’s most prestigious and respected audit companies, as one of the companies chosen to receive the “Best Managed Companies - Thailand Awards 2022” bestowed on Thailand’s leading private companies that have been successful in the management of the businesses and for playing their crucial roles in driving the industrial sector along with the country’s economic system. This is the second year since these awards have been established in Thailand after it has been initiated in 48 countries around the world in the past 25 years.

In September,

JWD Store It Co., Ltd. (“JWDST”), a subsidiary of the Company officially open for business the Ladprao branch of “JWD Store It!” personal self-storage facility with the total floor area of 4,000 square meters which regarded as a self-storage business operator with the largest number of branches at present.

JWD Health Connex Co., Ltd. (“JHX”) (the Company’s subsidiary where the Company holds its shares at the proportion of 70.00%) has disposed all shares of Future Health Innovation Technology Co., Ltd. (“FNH”) (the Company’s indirect subsidiary where the JHX holds it shares at the proportion of 70%) to Mr. Somkiat Jeabna and Mr. Sahaphattara Suprakob, who are not a connected person of the Company. The total number of shares sold was 420,000 shares, representing 70% of the total registered shares, at the price of THB 25 per share and accounted for the total price of THB 10,500,000. After the share disposal, the Directors will be changed from the representatives of the Company to the representatives of the Buyer. These resulted in FNH ceasing from the Company’s subsidiary status.

In October,

The Company has been approved by the Board of Directors' meeting. To propose to the shareholders' meeting to consider and approve the merger by swapping the Company's newly issued ordinary shares. With ordinary shares of SCG Logistics Management Company Limited ("SCGL"), a 98.2% subsidiary of The Siam Cement Public Company Limited ("SCC"). After the completion of the merger transaction, the Company will change its name to SCGJWD Logistics Public Company Limited ("SCGJWD").

The Company received SET Awards 2022 in the Sustainability Excellence category in the category of Commended Sustainability Awards for listed companies with market capitalization higher than 10,000 million baht but not more than 30,000 million baht from the Stock Exchange of Thailand. This award is given to listed companies with outstanding business practices in accordance with sustainable development guidelines. That the business grows along with the development of society and the environment in a balanced way

In November,

The cold chain business unit has received GSDP certification for the storage and transportation of pharmaceutical and medical supplies in a temperature controlled manner. Therefore, it is an opportunity for the JWD group to expand the customer base in the pharmaceutical and pharmaceutical group even more. Especially serving leading customers who require high standards of storage and transportation. To meet the market demand that tends to increase from the health care trend and entering the aging society in Thailand.

The Company was selected as one of the five listed companies on the Stock Exchange of Thailand. That has entered the calculation of the MSCI Global Small Cap Index, effective from November 30, 2022, which the company expects to be in the interest of foreign investors, as this is considered to be one of the criteria for screening good fundamental stocks for investment.

In December,

The Company received the approval at the JWD Extraordinary Shareholders Meeting 1/2022 to merge with SCG Logistics Management Co., Ltd. (SCGL) by way of Share Swap by capital reduction and increasing the Company's registered capital to 905,510,153.00 baht from the original 509,999,971.50 baht. In the next step, the Company will issue not more than 791,020,363 newly-issued ordinary shares with a par value of 0.50 baht per share for allocation and offering through private placement (PP) to shareholders of SCGL at a price per share of 24.02 baht as consideration for the transfer of ordinary shares of SCGL instead of cash payment.

After the completion of this share swap transaction, SCG Group will hold approximately 42.9 percent of JWD's total voting shares. This transaction will be completed within the first quarter of 2023 and change the company name to SCGJWD Logistics Public Company Limited and using the new abbreviation as "SJWD".

Financial Performance Analysis

Revenue and gross profit by business can be summarized as follows:

Services	Revenue (MB THB) Year		% of Total Revenue	(MB THB) Quarterly		% of Total Revenue
	2021	2022		2021	2022	
1. Logistics and Supply Chain business	3,808.1	4,556.4	77.2%	1,062.9	1,223.1	77.4%
2. Food business	1,268.0	1,312.8	22.2%	369.1	348.5	22.1%
3. Other businesses	24.7	32.7	0.6%	8.5	8.3	0.5%
Total	5,100.9	5,902.0	100.0%	1,440.5	1,579.8	100.0%

Gross Profit	(MB THB) Year		% of Gross Profit Margin	(MB THB) Quarterly		% of Gross Profit Margin
	2021	2022		2021	2022	
1. Logistics and Supply Chain business	1,168.7	1,261.3	27.7%	321.9	351.3	28.7%
2. Food business	44.8	99.8	7.6%	(4.4)	24.8	7.1%
3. Other businesses	(35.2)	(33.6)	(102.6)%	(12.0)	(8.1)	(98.4)%
Total	1,178.3	1,327.5	22.5%	305.5	368.0	23.3%
Adjustment according to TFRS16	41.6	36.5	0.6%	9.4	8.2	0.5%
Gross profit after adjustment	1,219.9	1,364.0	23.1%	314.9	376.2	23.8%

1.1 Warehouse and Yard Management

Revenue By Product Categories	Year (MB THB)		Total Revenue (%)	Quarterly (MB THB)		Total Revenue (%)	
	2021	2022		2021	2022	2021	2022
1.1.1 General Goods	388.3	521.2	8.8%	91.0	150.7	6.3%	9.5%
1.1.2 Dangerous Goods	585.8	552.1	9.4%	146.6	127.2	10.2%	8.1%
1.1.3 Automotive	463.7	446.6	7.6%	118.0	163.2	8.2%	10.3%
1.1.4 Cold Storage	836.9	861.5	14.6%	225.5	223.5	15.7%	14.1%
1.1.5 Record and Information Management	118.4	137.1	2.3%	31.2	34.6	2.2%	2.2%
Total	2,393.2	2,518.6	42.7%	612.2	699.1	42.5%	44.3%

Gross Profit	Year (MB THB)		Gross Profit Margin (%)	Gross Profit (MB THB) Quarterly		Gross Profit Margin (%)	
	2021	2022		2021	2022	2021	2022
1.1.1 General Goods	46.2	93.8	18.0%	10.0	26.0	11.0%	17.3%
1.1.2 Dangerous Goods	269.7	222.4	40.3%	67.1	44.4	45.8%	34.9%
1.1.3 Automotive	161.9	157.4	35.2%	39.4	72.1	33.4%	44.2%
1.1.4 Cold Storage	395.2	351.1	40.8%	108.1	88.3	47.9%	39.5%
1.1.5 Record and Information Management	53.2	61.6	44.9%	14.5	15.2	46.4%	44.1%
Total	926.3	886.3	35.2%	239.1	246.0	39.1%	35.2%

1.1.1 General Goods

Revenue of general goods warehouse management service for the year ended December 31, 2022, of Baht 521.2 million, consisted of revenues from storage Baht 260.0 million, handling service Baht 152.3 million, custom clearance service Baht 59.3 million and other value added services Baht 49.6 million. Total revenue increased by Baht 132.9 million or 34.2% from the same period of previous year. For Q4/2022, the company had revenue from general goods warehouse management service Baht 150.7 million, higher than the same period of previous year by Baht 59.7 million or 65.6%. In 2022, the market has consistently high demand for general warehouses. As a result, the general goods warehouse management business has an annual average occupancy rate over 90% and expects to continue to maintain the high utilization rate throughout the year.

Gross profit of general goods warehouse management service for the year ended December 31, 2022, was Baht 93.8 million and gross profit margin was 18.0 increased by Baht 47.6 million or 103.0% compared to the same period of previous year where gross profit was Baht 46.2 million and gross profit margin was 11.9%. For Q4/2022, the company had gross profit Baht 26.0 million and gross profit margin was 17.3%, increased by Baht 16.0 million or 160.0 % compared to the same period of previous year where gross profit was Baht 10.0 million and gross profit margin was 11.0%. This was mainly due to the increase in service revenue following warehouse space utilization and higher margin value-added service revenue.

1.1.2 Dangerous Goods

Revenue of dangerous goods warehouse management service for the year ended December 31, 2022, of Baht 552.1 million, consisted of revenue from yard management of Baht 539.8 million and from warehouse management of Baht 12.3 million. Total revenue was decreased by Baht 33.7 million or 5.8% from the same period of previous year. However, the quantity of dangerous goods throughput for the year ended December 31, 2022 was 175,231 TEU*, slightly increase by from the same period of previous year. For Q4/2022, revenue

was 127.2 million, lower than the same period of previous year by Baht 19.4 million or 13.2 % this mainly due to the chemical and petrochemical industry is in a downtrend from the crisis with rising energy costs. In addition, most customers had shorter periods of yard storage. This makes the revenue from the yard storage decreased.

Volume	Year		Quarterly	
	2021	2022	4/2021	4/2022
Yard (TEU*)	173,582	175,231	43,791	44,693
Warehouse (Revenue Ton)	21,177	24,201	5,731	6,339

*TEU (Twenty Equivalent Unit) is 20-foot equivalent containers.

Gross profit of dangerous goods warehouse management service for the year ended December 31, 2022 was Baht 222.4 million, gross profit margin was 40.3%, decreased by Baht 47.4 million or 17.6% compared to the same period of previous year where gross profit was Baht 269.7 million, or 46.0%. For Q4/2022, gross profit was Baht 44.4 million and gross profit margin was 34.9%, decreased by Baht 22.7 million or 33.9% compared to the same period of previous year where gross profit was Baht 67.1 million and gross profit margin was 45.8%.

1.1.3 Automotive

Revenue of automotive yard management service for the year ended December 31, 2022, of Baht 446.6 million, consisted of revenue from storage of Baht 194.9 million and revenue from service rendering of Baht 251.7 million, which was decrease by Baht 17.1 million or 3.7%. For Q4/2022, the company had revenue from automotive yard management service Baht 163.2 million, higher than the same period of previous year by Baht 45.1 million or 38.2%. However, the automotive business for the second half of the year improved sequentially. As a result, the Group has increased revenue both from providing services in existing customer projects and electric vehicle projects from many new customers.

Gross profit of automotive yard management service for the year ended December 31, 2022 was Baht 157.4 million and gross profit margin was 35.2% decreased by Baht 4.5 million, or 2.8% from the same period of previous year, where gross profit was Baht 161.9 million and gross profit margin was 34.9%. For Q4/2022, gross profit was Baht 72.1 million and gross profit margin was 44.2% increase from the same period of previous year by Baht 32.6 million, or 82.8%, where gross profit was Baht 39.4 million and gross profit margin was 33.4%

1.1.4 Cold Storage

Revenue from cold storage management for the year ended December 31, 2022, of Baht 861.5 million, higher than the same period of previous year by Baht 24.6 million, or 2.9%. For Q4/2022, the company had revenue from cold storage management Baht 223.5 million, slightly decrease by Baht 1.9 million, or 0.9% compared with the same period of previous year. This mainly resulted from higher volume of tuna fish inventory withdrawal from customers in order to stabilize their production costs, as a result of the appreciation of the US dollar.

Gross profit from cold storage management for the year ended December 31, 2022 was Baht 351.1 million and gross profit margin was 40.8%, decreased by Baht 44.1 million or 11.2% compared with the same period of previous year where gross profit was Baht 395.2 million and gross profit margin was 47.2%. For Q4/2022, gross profit was Baht 88.3 million and gross profit margin was 39.5%, decreased from the same period of previous year by Baht 19.8 million, or 18.3%, where gross profit was Baht 108.1 million and gross profit margin was 47.9%. This is mainly due to the increase in costs and depreciation from the opening of a new cold storage facility (Saraburi Cold Storage).

Average occupancy rate for the year ended December 31, 2022 was 73.3%, decreased from the same period of previous year which was 79.8%. While, the average rate for Q4/2022 was 74.7%, decreased from the same period of previous year which was 82.0%. In year 2022, cold chain business increased its capacity by 10,800 sq.m. from the opening of a new cold storage warehouse in Samut Sakhon province, i.e., the PACM cold storage, a joint venture project with a leading processed seafood manufacturer in Thailand, and had an increase in capacity by 8,000 sq.m. from the opening of a new cold storage warehouse in Saraburi province, i.e., PACS. This will increase the long-term revenue generating capabilities of the cold chain business, while supporting the partner's demand as well as the increase in overall market demand. This will give the business the ability to continue to grow profitably in the long run.

1.1.5. Record and Information Management

Revenue from the record and information management service for the year ended December 31, 2022, of Baht 137.1 million, which consists of storage revenue at Baht 107.2 million, handling service and transportation at Baht 29.9 million. Total revenue increased by Baht 18.7 million or 15.8% from the same period of previous year. For Q4/2022, revenue was Baht 34.6 million, higher than the same period of previous year by Baht 3.5 million or 11.1%. This is due to the increase in document storage volume and services, especially the document scanning service where the business successfully won various new projects as shown in following details:

Quantity (Unit)	Year	
	2021	2022
Boxes (Average)	1,043,847	1,142,400
Files (Average)	12,082,942	12,968,837
Scan (Total)	4,790,423	13,583,464

Gross profit of the record and information management service for the year ended December 31, 2022, of Baht 61.6 million and gross profit margin was 44.9%, increased by Baht 8.4 million or 15.7% from the same period of previous year where gross profit was Baht 53.2 million and gross profit margin was 44.9%. For Q4/2022, gross profit was Baht 15.2 million and gross profit margin was 44.1%, increased by Baht 0.8 million or 4.8% from the same period of previous year, where gross profit was Baht 14.5 million and gross profit margin was 46.6%.

1.2. Transportation and Distribution Service

Revenue from transportation and distribution service for the year ended December 31, 2022, of Baht 1,275.2 million which can be divided by product category as general goods at Baht 170.5 million, dangerous goods at Baht 121.3 million, automotive and parts at Baht 281.3 million, controlled-temperature chilled and freeze product at Baht 99.7 million, cross border at Baht 81.4 million, and project cargo at Baht 27.6 million. Total revenue increased by Baht 439.6 million or 52.6% from the same period of previous year. For Q4/2022, revenue was Baht 323.9 million, increased from the same period of previous year by Baht 58.6 million or 22.1%. This mainly resulted from consolidation of revenue from VNS Transport Co., Ltd., a new subsidiary which the Company indirectly held 82.8% shares, with its main revenues contributed from the milk run transportation and goods unloading services. In addition, the revenue from other transportation segments also increased significantly, e.g., general goods, automotive, and cross border transportation, etc.

Gross profit of transportation and distribution service for the year ended December 31, 2022 was Baht 225.0 million and gross profit margin was 17.6%, increased by Baht 105.0 million or 87.5% compared to the same period of previous year, where gross profit was Baht 120.0 million and gross profit margin was 14.4%. For Q4/2022, gross profit was Baht 65.7 million and gross profit margin was 20.3%, increased from the same period of previous year by Baht 16.0 million, or 32.1%, where gross profit was Baht 49.7 million and gross profit margin was 18.7%.

1.3 Overseas Business

The Company has categorized an additional business segment, i.e., the overseas business segment, as a result of JWD Asia Holding Private Limited ("JWDAH"), the Company's 99.9% subsidiary, had acquired additional shares in EMLOG Logistics & Warehousing Pte Ltd. ("EMLOG") in March 2021, transforming EMLOG into an indirect subsidiary of the Company. At the same time, EMLOG held 100% shares in JWD Asia Logistics (Cambodia) Co., Ltd which operated third party logistics service business in Cambodia, including cold storage warehouse, general warehouse, cross-border land transportation as well as custom clearance service. The Company started consolidating the revenue from Cambodia business in April, 2021. Therefore, it is more apprehensive to categorize overseas business to reflect business expansion. Revenue from overseas business. For the year ended December 31, 2022, of Baht 246.7 million. Total revenue increased by Baht 111.0 million or 81.8% from the same period of previous year. For Q4/2022, revenue was Baht 66.6 million, higher than the same period of previous year by Baht 13.3 million or 24.9%. The increase was mainly due to the recovery of economic in Cambodia.

Gross profit of the record and information management service for the year ended December 31, 2022, of Baht 59.8 million and gross profit margin was 24.2%, increased by Baht 29.4 million or 96.7% from the same period of previous year where gross profit was Baht 30.4 million and gross profit margin was 22.4%. For Q4/2022, gross profit was Baht 11.1 million and gross profit margin was 16.7%, slightly decreased by Baht 1.9 million or 14.9% from the same period of previous year, where gross profit was Baht 13.0 million and gross profit margin was 14.5%.

1.4 Relocation Service

Revenue from relocation service for the year ended December 31, 2022, of Baht 307.0 million consist of revenue from household moving service at Baht 287.5 million, office moving service at Baht 12.9 million and fine arts and exhibition items moving service at Baht 6.6 million, total revenue increased by Baht 81.8 million or 36.3% from the same period of previous year. For Q4/2022, revenue was Baht 70.3 million, slightly decreased from the same period of previous year by Baht 0.3 million or 0.5%. This mainly due to the relief of concerns over the epidemic situation, which has resulted in a significant increase in moving activities

Gross profit of relocation service for the year ended December 31, 2022, was Baht 63.1 million and gross profit margin was 20.6% increased by Baht 13.3 million or 26.6% compare to the same period of previous year where gross profit was Baht 49.8 million and gross profit margin was 22.1%. For Q4/2022, gross profit was Baht 17.8 million and gross profit margin was 25.3%, increased from the same period of previous year by Baht 3.4 million, or 24.0%, where gross profit was Baht 14.3 million and gross profit margin was 20.3%.

1.5 Logistics Infrastructure

Revenue of the business unit for the year ended December 31, 2022, of Baht 130.2 million increased by Baht 2.0 million or 1.5% compare to the same period of previous year. For Q4/2022, revenue was Baht 39.0 million, increased from the same period of previous year by Baht 9.2 million or 31.0%. This mainly due to the maintenance of damaged lifting equipment in Barge Terminal operation has been completed and returning to regular operation, the business group has improved as a result of the lifting equipment repair being completed. In addition, the number of railway cargo handling activities has increased, resulting in the business group starting to improve accordingly.

Gross profit of logistics infrastructure business for the year ended December 31, 2022 by Baht 6.9 million and gross profit margin was 5.3%, decreased by Baht 18.2 million or 72.5% compare to the same period of previous year where gross profit was Baht 25.1 million and gross profit margin was 19.6%. For Q4/2022, gross profit was Baht 4.0 million and gross profit margin was 10.3%, increased by Baht 1.0 million or 32.5% from the same period of previous year where gross profit was Baht 3.0 million and gross profit margin was 10.2%. Despite improved operational performance in 4Q/2022, it continues to suffer hefty costs from rising oil prices in the past year.

1.6 Self-Storage, Safe Deposit, Art Space and Wine Bank Storage

The business unit provides self-storage, safe deposit, art space and wine bank services, where the self-storage service was offered in 7 branches at Sri Kreetta, Siam, Ramintra , Thiam Ruam Mit, Rama9-Ramkhamhang, Phuket branches, and Ladprao. The safe deposit, art storage and wine bank storage services were offered at JWD Store it, Siam branch. Revenue for the business unit for the year ended December 31, 2022, of Baht 78.7 million decreased by Baht 11.4 million or 12.6% from the same period of previous year. For Q4/2022, revenue was Baht 24.2 million, decreased from the same period of previous year by Baht 7.4 million or 23.6%. Throughout the year 2022, the self-storage business has continuously increased revenues, but revenues of art space services from selling art pieces declined.

Gross profit of these service for the year ended December 31, 2022, was Baht 20.2 million and gross profit margin was 25.7% increased by Baht 3.2 million or 18.5% from the same period of previous year. For Q4/2022, gross profit was Baht 6.8 million and gross profit margin was 28.0% increased by Baht 4.0 million or 146.1% from the same period of previous year.

2. Food Service Business

Revenue from food service business for the year ended December 31, 2022, of Baht 1,312.8 million. Total revenue increased by Baht 44.8 million or 3.5% from the same period of previous year. For Q4/2022, revenue was Baht 348.5 million, decreased from the same period of previous year by Baht 20.6 million or 5.6% from the same period of the previous year, as a result of adjusting the operational plan to improve the profitability of the business group.

Gross profit of food service business for the year ended December 31, 2022, was Baht 99.8 million and gross profit margin was 7.6%, increased by Baht 55.0 million or 122.7% compared to the same period of previous year, where gross profit was Baht 44.8 million and gross profit margin was 3.5%. For Q4/2022, gross profit was Baht 24.8 million and gross profit margin was 7.1%, increased from the same period of previous year by Baht 29.2 million, or 664.1%, where gross profit was Baht -4.4 million and gross profit margin was -1.2%. It should be noted that the performance of this business has recovered significantly compared to the previous year and expected to maintain good performance throughout this year due to the implementation of a new business plan.

3. Other Business

The Company had revenue from other businesses for the year ended December 31, 2022, the company had revenue from other services of Baht 32.7 million, increased by Baht 8.0 million, or 32.6% from the same period of previous year. For Q4/2022, revenue was Baht 8.3 million, slightly decreased from the same period of previous year by Baht 0.3 million or 3.4%.

Share of profit of investments in associates and joint ventures

The company currently has following significant investments in associates and joint ventures, i.e., the warehouses in Cambodia, Phnom Penh SEZ Plc. (PPSP) Industrial Estate and Bok Seng PPSEZ Dry port in in Cambodia, Phnom Penh Special Economic Zone (PPSP) and Bok Seng PPSEZ Dry port in Cambodia, Cold storage Adib Cold Logistics (ACL) in Indonesia which the company jointly acquired with Samudera Group, JWD Bokseng Logistics doing business in project cargo in Thailand and region, CJ JWD Logistics doing business in e-commerce (B2C C2C) logistics in Thailand, Transimex Corporation (TMS) in Vietnam and Eastern Sea Laem Chabang Terminal Co., Ltd. (ESCO), which doing business in container port operations and related services, and the order fulfillment warehouse (MyCloud Fulfillment), Pacific TUM Cold Storage Co., Ltd. ("PACT") doing

business in storage service, Alpha Industrial Solutions Company Limited (ALPHA), FUZE POST (FUZE) Temperature-controlled transportation service.

The Company had equity income from investment in associates and joint ventures for the year ended December 31, 2022 of Baht 332.0 million, increased by Baht 110.7 or 50.0% from the same period of previous year, due to the increased of profit sharing from ESCO and ALPHA. For Q4/2022, the company had the share profit of investments in associates and joint ventures of Baht 65.7 million, decreased by Baht 82.8 or 55.8% from the same period of previous year as a result of a decrease in profit sharing from TMS.

Interest income, dividend income and other income

The Company had income from investment and other operation for the year ended December 31, 2022 of Baht 86.0 million, decreased by Baht 27.8 million, or 24.4% from the same period of previous year. This mainly resulted from recorded a fair value of its investments in EMLOG Logistics & Warehousing Pte Ltd. ("EMLOG"), which has changed its status from associate to subsidiary. For Q4/2022, income from investment and other operation was 5.9 million, lower than the same period of previous year by Baht 29.7 million or 83.4%. This was partly due to foreign exchange losses.

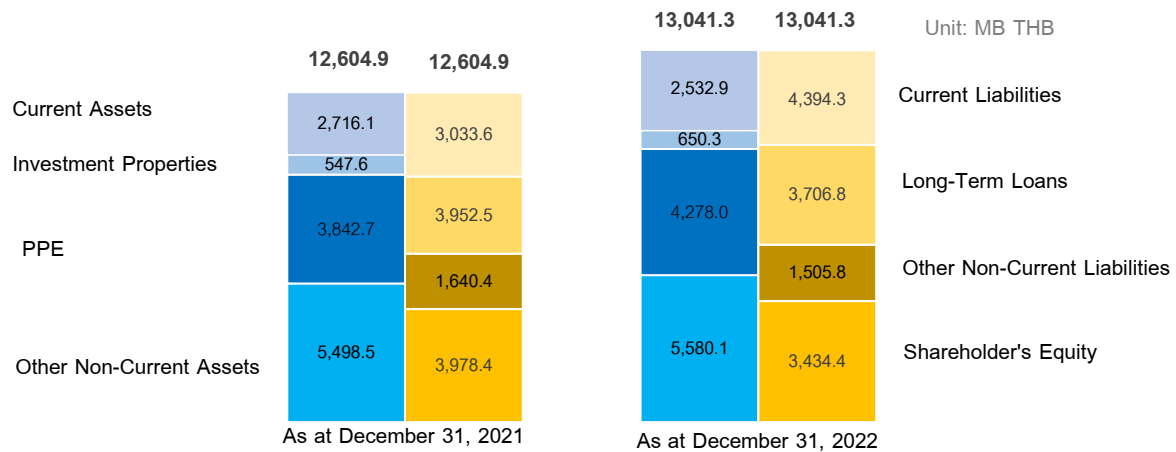
Selling and Administrative Expenses

The company had selling and administrative expenses for the year ended December 31, 2022 of Baht 924.5 million, increased by Baht 110.4 million, or 13.6% from the same period of previous year. The expense was mainly increased from consolidation of expenses from VNS Transport Co., Ltd., a new subsidiary which the Company acquired business since April 2021. In addition, the expenses from consulting fee in business merge For Q4/2022, selling and administrative expenses was Baht 251.0 million, decreased from the same period of previous year by Baht 26.7 million, or 9.6%.

Finance Cost

The Company had finance cost for the year ended December 31, 2022 of Baht 290.7 million, increased by Baht 72.3 million, or 33.1% from the same period of previous year. For Q4/2022, finance cost was Baht 73.9 million, increased from the same period of previous year by Baht 9.0 million, or 13.9%. The increase in financing costs was mainly due to additional borrowings and debentures allocated for investment and business expansion over the past year.

Statement of Financial Position



Assets

As of December 31, 2022, the Company had total assets of Baht 13,041.3 million, increased from December 31, 2021 by Baht 436.5 million, or 3.5% which was mainly resulted from the increase in property, plant and equipment, investment in associates and joint ventures, short-term loans to related parties and joint ventures, trade accounts receivable, and Investment property

The Company's assets mainly consisted of non-current assets, i.e., property, plant and equipment, investment in associates and joint ventures and right-of-use assets amounted 32.8% 21.7% and 10.7% of total assets, respectively.

Current Assets

As of December 31, 2022, current asset was Baht 2,532.9 million, decreased from December 31, 2021 by Baht 183.2 million, or 6.7%. This mainly resulted from the decrease in cash and cash equivalents of Baht 497.6 million. On the other hand, there were increases in short-term loans to related parties of Baht 202.6 million, and trade accounts receivable of Baht 129.6 million.

Non-Current Assets

As of December 31, 2022, non-current assets was Baht 10,508.4 million, increased from December 31, 2021 by Baht 619.7 million, or 6.3%. This mainly resulted from the increase of property, plant and equipment of Baht 435.3 as a result of investment in cold storage business and investment in associates and joint ventures increased by Baht 340.4 million.

Liabilities

As of December 31, 2022, the Company had total liabilities of Baht 9,607.0 million, increased from December 31, 2021 by Baht 980.5 million, or 11.4%. This mainly resulted from the increase of trade and other current payables of Baht 835.3 million, and the increase in debentures of Baht 501.7 million. On the other hand, there were decreases in lease liabilities of Baht 164.7 million, Long-term borrowings from financial institutions of 147.6 million, and short-term borrowings from financial institutions of 95.8 million.

Current Liabilities

As of December 31, 2022, current liabilities was Baht 4,394.3 million increased from December 31, 2021 by Baht 1,360.7 million, or 44.9% which was mainly from the increase in trade and other current payables of Baht 835.3 million, current portion of long-term loans from debentures of Bath 599.8 million, which was reclassified from the aging of the debenture with maturity within one year.

Non-Current Liabilities

As of December 31, 2022, non-current liabilities was Baht 5,212.7 million, decreased from December 31, 2021 by Baht 380.2 million, or 7.2%. This mainly resulted from the decrease in debentures of Baht 98.1 million from the reclassification of current portion of debentures net with the additional debentures issued, Long-term borrowings from financial institutions of 147.6 million, and the decrease in lease liabilities of Baht 138.9 million.

Shareholder's Equity

As of December 31, 2022, shareholder's equity was Baht 3,434.4 million, increased from December 31, 2021 by Baht 544.0 million, which resulted from recognition of retained earnings, dividend, non-controlling interests and other components of shareholders' equity.

Statement of Cash Flows

(Unit : MB THB)	Year	
	2021	2022
Cash and Cash Equivalents at 1 January	815.0	1,421.6
Net Cash from / (used in) Operating Activities	1,074.1	1,063.8
Net Cash from / (used in) Investing Activities	(1,866.3)	(1,227.3)
Net Cash from / (used in) Financing Activities	1,383.2	(396.8)
Impact of foreign exchange rates	15.6	62.7
Net Increase (Decrease) in Cash and Cash Equivalents	606.6	(497.6)
Cash and Cash Equivalents at 31 December	1,421.6	924.0

Cash flows from operating activities

For the year ended December 31, 2022, the Company had net cash received from operating activities of Baht 1,063.8 million, decreased by Baht 10.3 million or 1.0%, this was partly due to the cash received in changes in Trade and other receivables which decreased by Baht 66.3 million and the cash used from changes in inventories which increased by Baht 34.4 million

Cash flows from investing activities

For the year ended December 31, 2022, the Company had net cash used in investing activities of Baht 1,227.3 million, decreased by Baht 639.0 million or 34.2% from the previous year. This was partly due to the cash paid for invest in associates and joint ventures decreased by Baht 755.8 million.

Cash flows from financing activities

For the year ended December 31, 2022, the Company had net cash from used in financing activities of Baht 396.8 million, increased by Baht 1,780.0 million or 129.0% from previous year. This was partly a result of cash received from bond issuance which decreased by Baht 886.0 million and the net cash received from bank overdrafts and short-term borrowings from financial institutions which decreased by Baht 829.3 million.

Key Financial Ratios

	Year	
	2021	2022
Gross Margin (%)	24.7%	23.1%
Net Profit Margin (Before extra items) (%)	9.0%	8.4%
Current Ratio (Times)	0.80	0.58
Liability to Equity (Times)	2.17	2.80
Liability to Equity (Times)*)* Excluding liabilities from the deployment of accounting standard TFRS16 lease agreements	1.76	2.38
Interest Bearing Debt to Equity (Times)	1.84	2.16
Interest Bearing Debt to Equity (Times)* Excluding liabilities from the deployment of accounting standard TFRS16 lease agreements	1.44	1.74

Note:

Gross Margin	= Gross Profit / Rental income and revenue from rendering of services
Net Profit Margin	= Net profit attributable to owners of the Company / Total revenue
Current Ratio	= Current Asset / Current Liabilities
Liability to Equity (Times)	= Total Liabilities / Shareholder's Equity
Liability to Equity (Times)	= Total Liabilities excluding TFRS16 / Shareholder's Equity
Interest Bearing Debt to Equity (Times)	= Interest Bearing Debt / Shareholder's Equity
Interest Bearing Debt to Equity (Times)	= Interest Bearing Debt excluding TFRS16 / Shareholder's Equity

*Excluding liabilities from the deployment of accounting standard TFRS16 lease agreements