

EMPOWERING
BOUNDLESS
POSSIBILITIES

SCGJWD
LOGISTICS

SEAMLESS CONNECTIVITY

**LOGISTICS AND SUPPLY CHAIN
SOLUTIONS PROVIDER**

**SCGJWD LOGISTICS
PUBLIC COMPANY LIMITED**



MANAGEMENT KEY REPRESENTATIVES



**Mr. Bunn
Kasemsup**
Co-CEO



**Mr. Charvanin
Bunditkitsada**
Co-CEO



**Dr. Eakapong
Tungsriranguan**
CFO



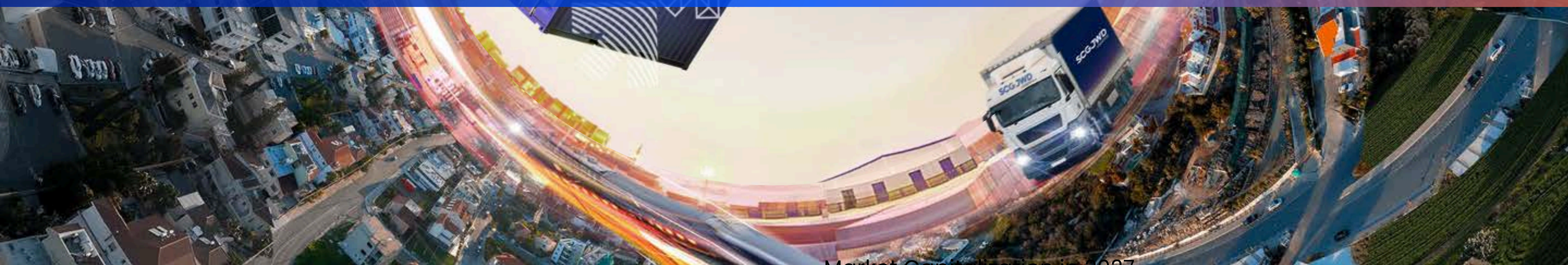
**Mr. Nattapume
Pavaratn**
SVP Group
Commercial



**Mr. Praon
Tanasuthiseree**
VP ESG and SD
Representative of
Supply Chain Project

EMPOWERING
BOUNDLESS
POSSIBILITIES

ASEAN's Most Trusted and Integrated Logistics and Supply Chain Solution Provider



NO.1 LOGISTICS & SUPPLY CHAIN PROVIDER IN ASEAN

SCGJWD operates the largest fleet management & operation in Thailand, utilizing a light-asset model with the right assets for maximum efficiency. This approach allows the company to expand seamlessly across various projects, optimizing fleet and manpower effectively with advanced IT technology and AI. SCGJWD's strategy ensures resilience in challenging circumstances and fosters strong partnerships with carriers for long-term sustainability.



FOOTPRINT IN
9 ASEAN
COUNTRIES PLUS CHINA



2.3 Million
SQ.M FOR TOTAL
WAREHOUSES & YARDS



2,400+
TOTAL
CUSTOMER



15
BUSINESS
SEGMENT



14,000
TRUCK FOR FLEET
TRANSPORTATION



1,600
ORIGINS



26,000
DESTINATIONS



2.0 Million
KM. TOTAL SHIPMENT
PER YEAR



**10,560
Million**
DIRECT TRANSPORT
TOTAL REVENUE



44%
REVENUE PORTION OF
DIRECT TRANSPORT

STRENGTHEN NETWORK

NO.1 FLEET MANAGEMENT IN THAILAND

*Fleet Transportation:
the Backbone of SCGJWD*

**120 carriers of the top
core carriers**

**450+
total carriers**

**14,000+
truck & driver**



FLEET TRANSPORTATION THE BACKBONE OF SCGJWD

Right Assets Model



Customers

15 Business Segments

Network Coverage

- 1,600 Origins
- 26,000 Destinations

Transactions

- 2.0 Million shipments/year
- 40 Million Tons/year

Direct Transport Revenue 2023

- 10,560 MB
(44% of total revenue)

SCGJWD does not invest in owning additional vehicles but will focus on investing in IT systems, management system development, and enhancing employee capabilities to ensure sustainable business growth alongside its transport partners.

Strategic Resources

Fleet Management & Smart Driver

IT & AI Technology

- Logistics Command Center

ESG (Green Logistics)

- Carrier Development
- Safety Management
- Smart Driver
- Logistics Academy



Carriers

Total 450 Carriers (120 Core carriers)

Fleet and Facilities

- 14,000 Trucks
- 220 Barges
- 40 Hubs/Warehouses
- 14 Ports

Drivers and Labors

- 14,000 Drivers
- 4,000 Labors

FLEET TRANSPORTATION: THE BACKBONE OF SCGJWD



Carriers

Partnership



benefit

SCGJWD
LOGISTICS



Create
Satisfaction

Deliver Value



Customers

Win-Win-Win Solution



GO TOGETHER GROW TOGETHER

Collaborating as Partners | Supporting Each Other | Having an Open Mind |
Building Trust | Sharing Ideas | Working Together

VISION & MISSION-DRIVEN STRATEGIC DIRECTION

VISION

ASEAN Most Trusted and Integrated Logistics & Supply Chain Solutions Provider

MISSION

Seamless and Most Integrated Logistics & Supply Chain Solution throughout Logistics Value Chain

CORPORATE STRATEGY



ENABLERS : STRATEGIC SUPPLYCHAIN



STRATEGIC DIRECTION

CORPORATE STRATEGY



ENABLERS : STRATEGIC SUPPLYCHAIN



SCGJWD CONTRIBUTION



INVESTMENT
LOGISTICS ACADEMY
TOTAL 40 MB+

- SMITH SYSTEM DRIVER TRAINER LICENSE
- DRIVING TRAINING YARD
- DRIVING SIMULATOR
- WORK BASED RESEARCH & TRAINING



INVESTMENT
TECHNOLOGY
TOTAL 100MB+

- LOGISTICS PLANNING CENTER
- LOGISTICS COMMAND CENTER
- TRANSPORT MANAGEMENT SYSTEM
- DRIVER APPLICATION
- CARRIER APPLICATION



BUSINESS ACTIVITY
8 MB+ PER YEAR

- SAFETY MANAGEMENT SUPPORT
- CARRIER MANAGEMENT
- SOURCING MANAGEMENT
- CARRIER AWARDS & THANK YOU PARTY
- SMART DRIVER AWARDS



DEVELOPMENT
6.5. MB+ PER YEAR

- CARRIER DEVELOPMENT
- SAFETY DEVELOPMENT
- TOOLING SAFETY CHECK
- OBSERVATION POWER APP



FINANCIAL

- VEHICLE SPARE PARTS
- TRUCK LEASING
- DISCOUNT ON FUEL VOLUME DEBATE

CARRIER CONTRIBUTION



STANDARD COMMIT

- TRUCK SUPPLY COMMIT
- SMART DRIVER SUPPLY COMMIT
- STRONG COMMITMENT
- GOOD COLLABORATION
- BUDGET SHARING



HUMAN RESOURCE

- ORGANIZE MEETING TIME WITH INDIVIDUAL
- DEVELOPMENT TEAM & SAFETY TEAM
- OPERATION TEAM SUPPORT
- BENEFIT WELFARE FOR DRIVER



TECHNOLOGY

- SMARTPHONE & TABLET
- GPS AND TELEMETRIC AI-CAMERA



INVESTMENT

- VEHICLE FLEET EXPANSION
- TRUCK PREVENTIVE MAINTENANCE

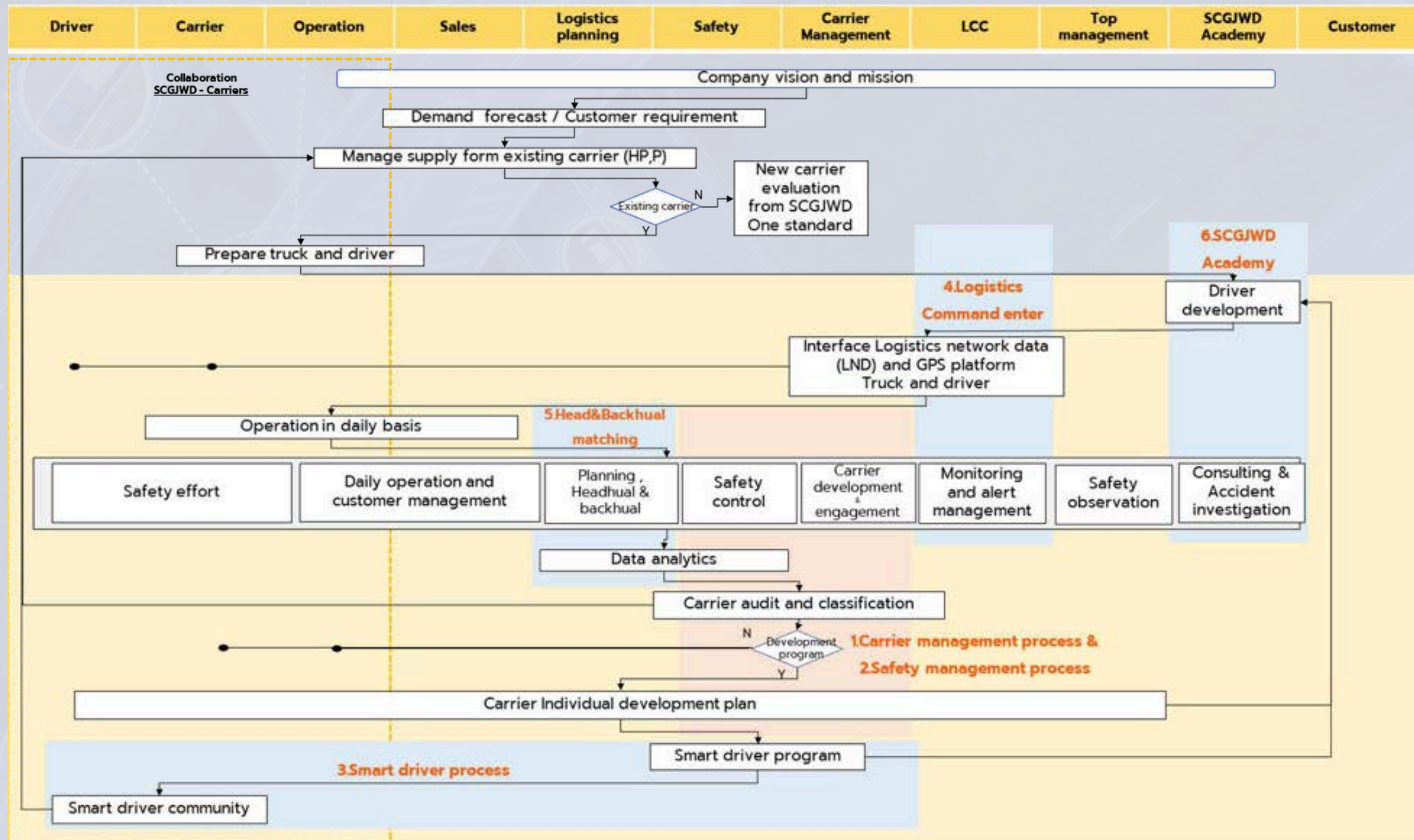


STANDARD CERTIFY

- ISO9001
- ISO39001
- Q-MARK

STRATEGIC SUPPLYCHAIN PROCESS

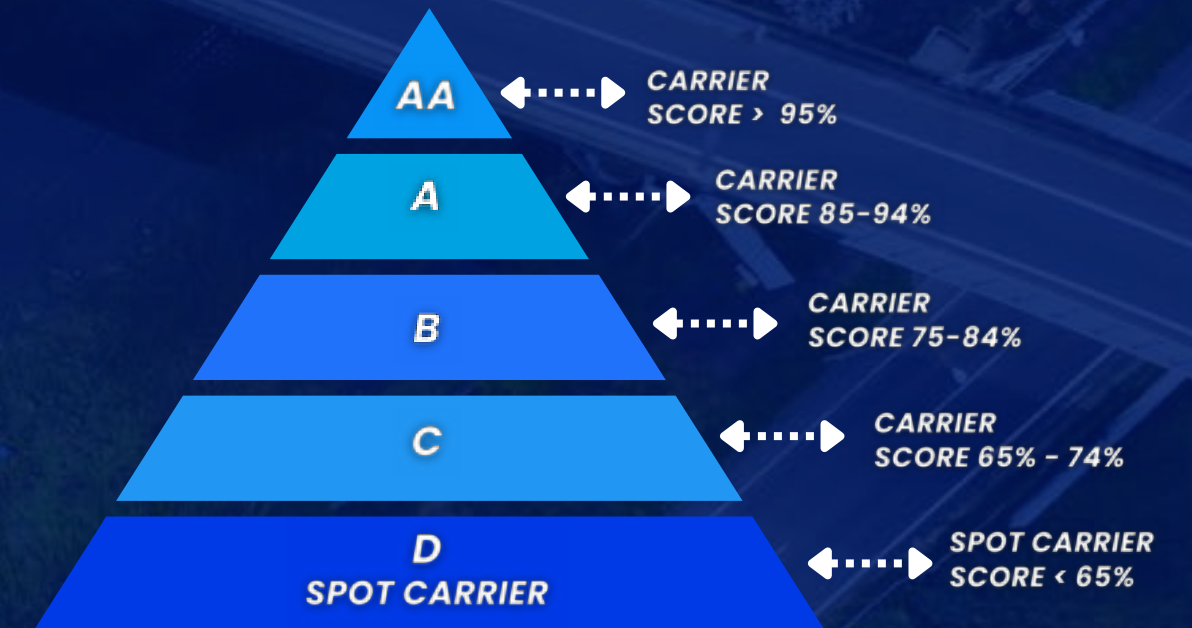
TOTAL PROCESS : FLEET MANAGEMENT AND SMART DRIVER



STRATEGIC SUPPLYCHAIN PROCESS

1 CARRIER DEVELOPMENT

CARRIER DEVELOPMENT PROCESS



CARRIER CLASSIFICATION



CARRIER CRITERIA



CARRIER RECOGNITION PARTY

KPI IN PROCESS

Carrier Development

- Target 120 Carrier
- Actual 130 Carrier

Carrier Class AA & A

- Target 45 Carrier
- Actual 50 Carrier

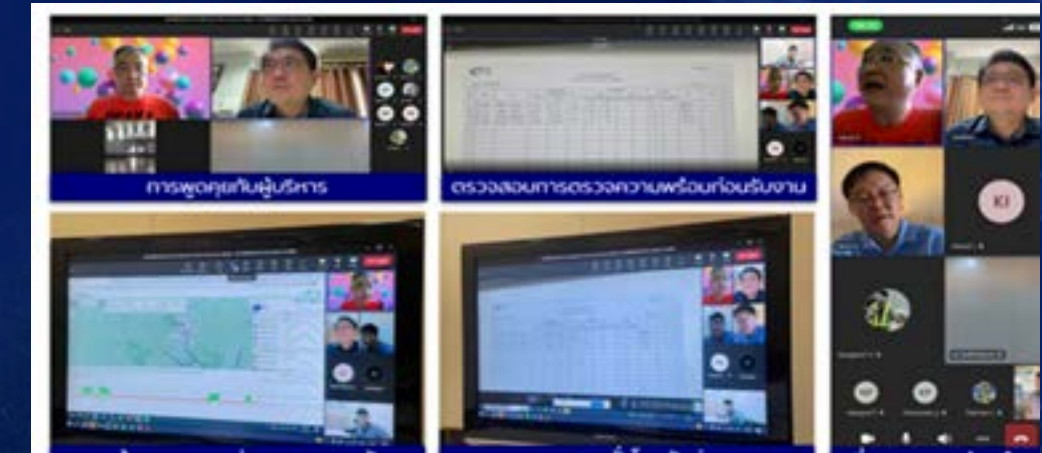
Carrier Class B

- Target 50 Carrier
- Actual 54 Carrier

STRATEGIC SUPPLYCHAIN PROCESS

2 SAFETY MANAGEMENT

SAFETY PROCESS



SAFETY OBSERVATION BY MANAGEMENT



SAFETY WORKFLOW

KPI IN PROCESS

Carrier Safety Audit

- Target 200 Carrier
- Actual 212 Carrier

Carrier Safety Score > 80%

- Target 100 Carrier
- Actual 116 Carrier

Carrier Observation by Management Team

- Target 200 Carrier
- Actual 248 Carrier

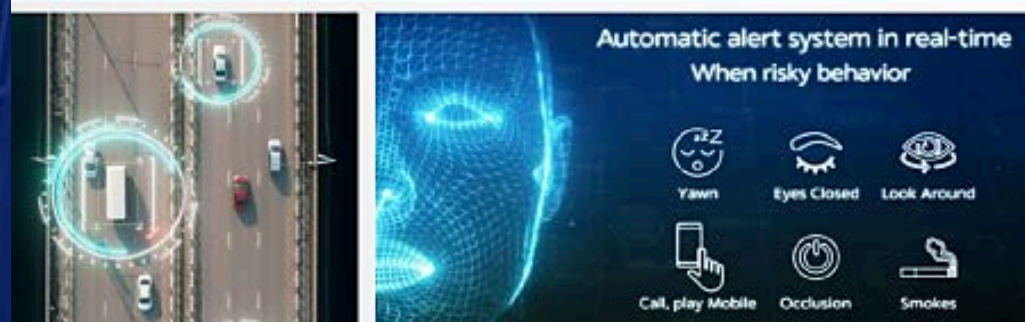
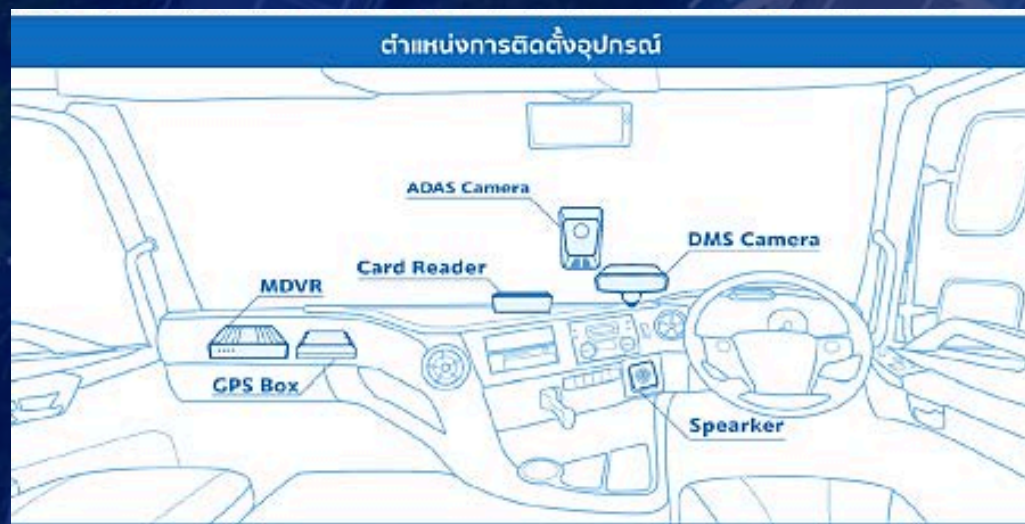
STRATEGIC SUPPLYCHAIN PROCESS

3 LOGISTICS COMMAND CENTER

LCC MORNITORING PROCESS



DATA ANALYSIS & SET CORRETIVE PREVENTIVE PLAN



TELEMETRIC SOLUTION



24 HOURS & 7 DAYS AI-CAMERA MONITORING



KPI IN PROCESS

LCC & LND Linkage

- Target 100% of all fleets
- Actual 100% (JWD 2,000 trucks & SCGL 12,000 trucks)

Reduce Drive Over 4 hours

- Target 20%
- Actual 27%

Reduce Unsafe Parking

- Target 40%
- Actual 65%

STRATEGIC SUPPLYCHAIN PROCESS

4 SMART DRIVER

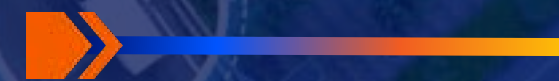
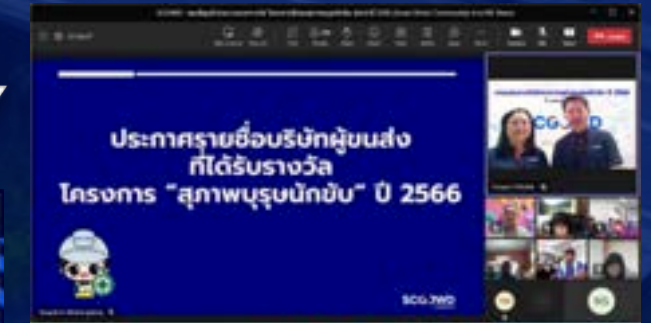
SMART DRIVER PROCESS



CRITERIA SMART DRIVER OF THE MONTH PERFORMANCE CONTINUOUSLY

- Zero Accident rate
- Zero Over Speed limit
- Zero Driving over 4 hours
- Zero Complaint
- Safety Toolbox 100%
- LCC Linkage and SDC Training

SMART DRIVER COMMUNITY



KPI IN PROCESS

Carrier Participation

- Target 200 Carriers
- Actual 251 Carriers

SMART DRIVER 8 MONTH

- Target 1,000 drivers
- Actual 1,062 drivers (JWD 11 drivers & SCGL 1,051 drivers)

Driver Participation 6,812 drivers

(JWD 204 drivers & SCGL 6,608 drivers)

STRATEGIC SUPPLYCHAIN PROCESS

5 TRAINING AND CONSULTING

LOGISTICS
academy



Carrier Development Program Roadmap

1. Technology & Supply Chain Mgt.
2. Accounting Mgt.
3. HR Mgt. Program
4. Safety and ESG
5. Operation Management
6. Entrepreneurship Mgt.
7. Leadership & Team Program
8. Finance Mgt. Program

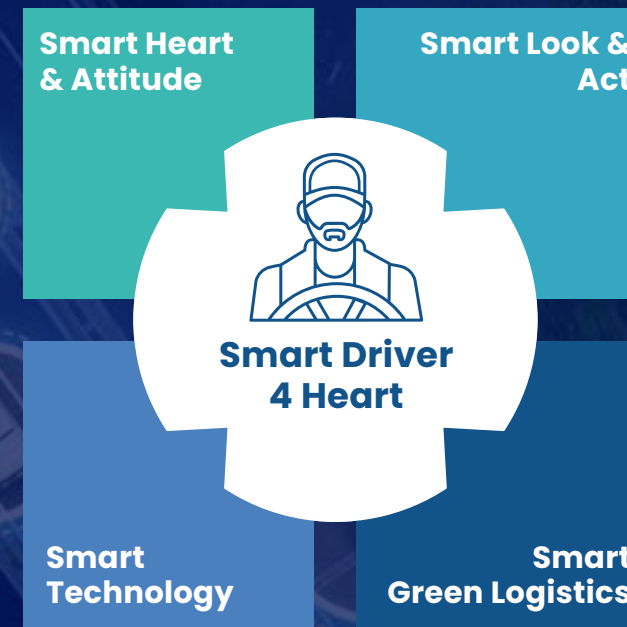
KPI IN PROCESS

Driver Trained of Safety Driving Course (SDC) & Refresh

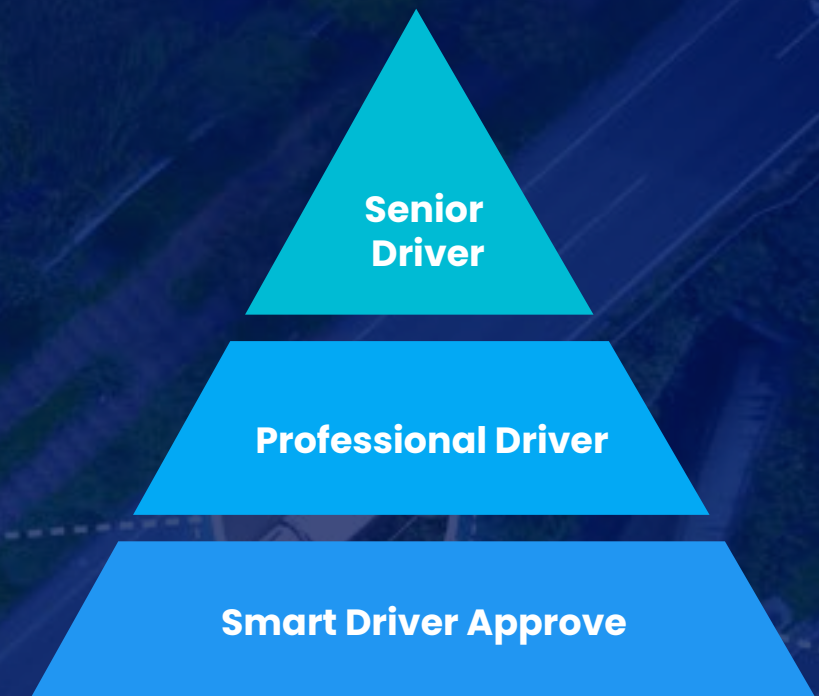
- Target total 6,500 drivers
- Actual total 7,057 drivers (JWD 243 & SCGL 6,814)

LOGISTICS ACADEMY VISION

“ SCGJWD Logistics Academy” เป็นสถาบันที่มีบทบาทสำคัญของประเทศไทยและอาเซียน ในการพัฒนา ยกระดับมาตรฐานวิชาชีพ และรวบรวมถ่ายทอดองค์ความรู้นวัตกรรม ของอุตสาหกรรมโลจิสติกส์ //



Smart Driver Characteristic



Smart Driver Career Path

Carrier Safety Supervisor and New employee Safety orientation Course

- Target total 140 persons
- Actual total 156 persons

Basic Fire Fighting Course

- Target 70 persons
- Actual 78 persons

STRATEGIC SUPPLYCHAIN PROCESS

6 FLEET UTILIZATION BACKHAUL MATCHING



- CUSTOMER ORDER
- TRUCK SUPPLY

- HEAD HAUL
- BACK HAUL
- ROUTE OPTIMIZATION

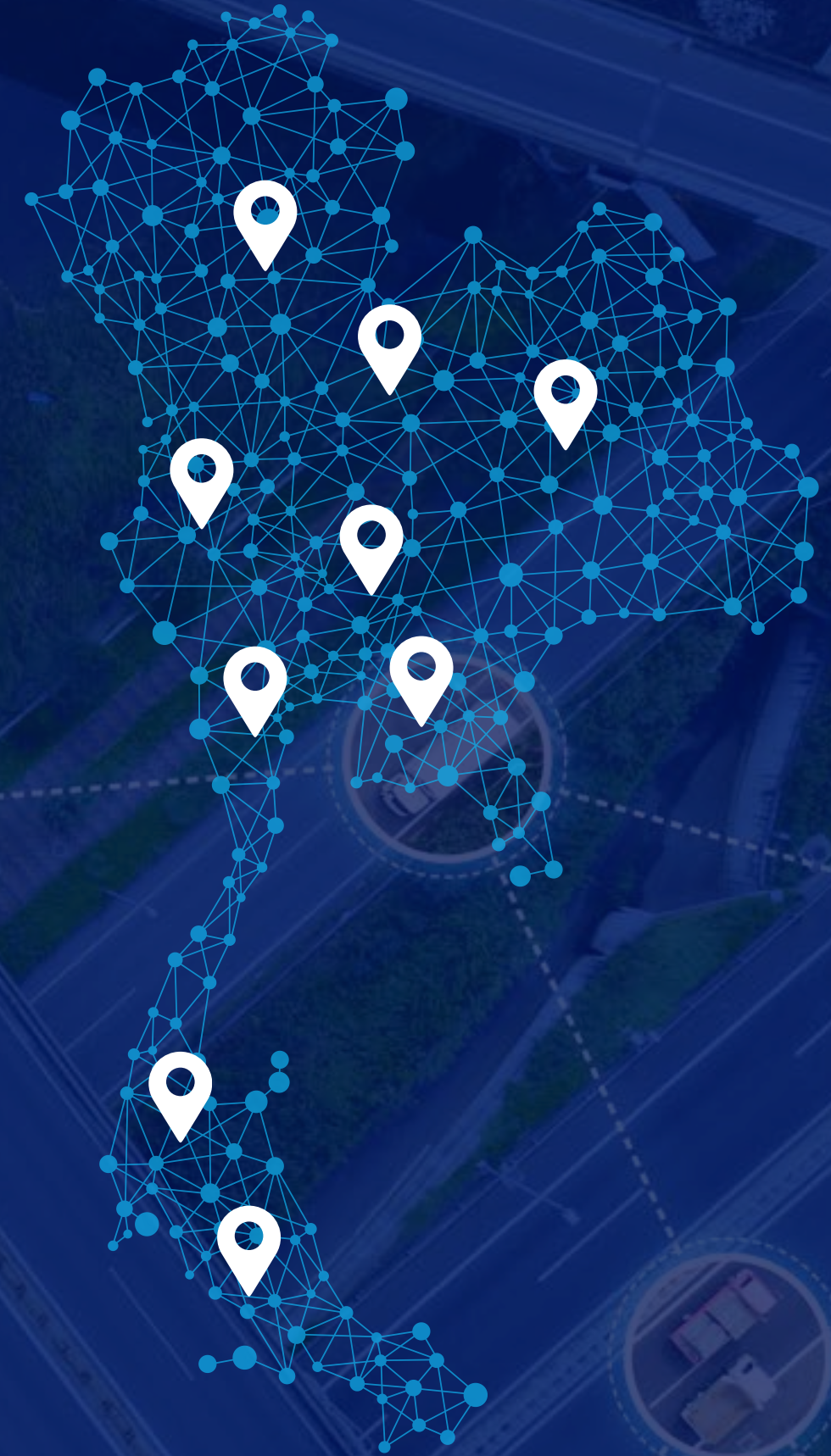
- ALLOCATION TO CORE CARRIER
- CARRIER CLASSIFICATION



KPI IN PROCESS

Backhaul Matching

- Target 40% of total shipments
- Actual 47% of total shipments



CORPORATE RESULT

Focus for Strengthen & Scale Up Core Competencies



TOTAL TRANSPORTATION REVENUE

10,560 MB

Increase 2% compared previous year



TOTAL ROAD ACCIDENT RATE

0.15 PPM

per million distance kilometer

(road accident rate as of number of accidents / total Distance Kilometers x 1,000,000 km.)



TRANSPORTATION DISTANCE TOTAL

550+

per million kilometer



TOTAL PROFESSIONAL CARRIER

104

Increase 10% compared previous year



TOTAL SMART DRIVERS UP FROM LAST YEAR

1,061

Y2022 total 990 drivers
Increase 7% compared previous year

CARRIER BENEFIT

Allocation Prioritizing for Professional Carrier



REVENUE PORTION OF PROFESSIONAL CARRIER

78%

OF TOTAL CARRIER REVENUE Y2023



BUSINESS OPPORTUNITIES TO EXPAND SERVICES IN **ASEAN & CHINA**



SMART DRIVER **SKILL & DEVELOPMENT**



OPPORTUNITY LOSS **COST SAVING 10 MB**

in fatal accident cases (Reference from TDRI Research) as cost of vehicle maintenance, compensation, etc.



BUSINESS RESILIENCE FROM DISRUPTION

Develop Transportation Systems and Improvement with Strong Adaptability to Disruption and Resilience for Business Expansion



COST OPTIMIZATION

Transport Cost Reduction from Headhaul and Backhaul matching



FINANCIAL BENEFIT

Strategic Sourcing as Fuel Volume Discounts, Vehicle spare parts etc.

POSITIVE IMPACT

IMPACT TO

SOCIAL



**SMART DRIVER
COMMUNITY**

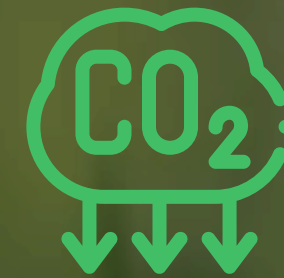


**ROAD SAFETY
SAVE SOCIETY**



**BUSINESS OPPORTUNITIES
FOR AGING SOCIETY**

ENVIRONMENT



DECARBONIZE LOGISTICS
**10% REDUCE CO2 EMISSION
SCOPE 3**

reduction from Fleet Utilization
of Backhaul matching



**GREEN LOGISTICS
EMPOWERING TO
CLEAN ENERGY
TRANSITION**

FUTURE PLAN

LIFTUP & STRENGTHEN LOGISTICS AND TRANSPORTATION CARRIER



DECARBONIZATION

Study and Develop of Decarbonization for Carrier include Logistics Transportation SME Enterprise by Collaborate with Prince of Songkla University (PSU)

- Study and Research Multiple Pathway of Clean Energy
- Develop Carrier to Green Carrier for Carbon footprint Scope 3



SMART DRIVER BEHAVIOR

Study and Develop the Behavior of Smart Driver Continuously by Leveraging AI and Algorithm by Collaborate with Chulalongkorn University (CHULA)



BUSINESS EMPOWERING

Sharing all above knowledge to Thai SME and Leverage to ASEAN

บทสัมภาษณ์ผู้ให้บริการขนส่ง (Carrier)



คุณสุรพล จันทรประภานนท์
บริษัท เอกเซลเล็นซี ออโต้ บิซิเนส จำกัด

**“SCGJWD ให้ความมั่นใจกับผู้ขนส่ง
ธุรกิจเติบโตตาม SCGJWD”**

คุณสุรพล จันทรประภานนท์
บริษัท เอกเซลเล็นซี ออโต้ บิซิเนส จำกัด
จากงาน “Carrier Day” ปี 2566

**“เป็นผู้ขนส่ง SCGJWD มั่นคง
ยั่งยืน เติบโตในอนาคต”**

คุณสุดาวรรณ เหล่าพิพัฒน์ตระกูล
หจก. สยาม เค สหขนส่ง
จากงาน “Carrier Day” ปี 2566



คุณสุดาวรรณ เหล่าพิพัฒน์ตระกูล
หจก. สยาม เค สหขนส่ง

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THANK YOU