

SET Opportunity Day

Q3/2023 Performance

Monday 27 November 2023

Kerry Express (Thailand) PCL

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Agenda

1

Q3/2023 highlights

2

Key Corporate Updates

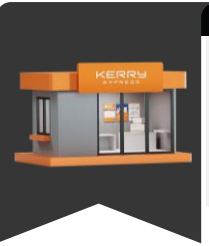
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Financial Performance

4

Strategy Focuses

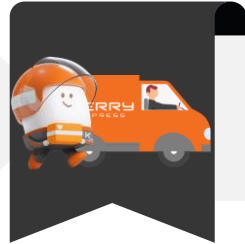
Q3/2023 Highlights



3rd Quarter

- In Q3/2023, KEX has commenced the newly implemented automation sorting machines in particular regions from pilot project plan in the northeastern and southern area. Some of the sorting hubs have been shut down due to the **NETWORK PLANNING OPTIMISATION**.
- We have launched the **INTEGRATION OF COLLECTION AND DELIVERY SERVICES** that utilized the productivity of couriers in daily operation started from Q3/2023 onwards.
- For operational and financial performance, KEX has been controlling and monitoring operational cost with its top priority to **NARROW OPERATION LOSSES** with clear targets and milestones, propelling a unique operational efficiency and **RETURN TO PROFITABILITY** within 2024.

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Volume & Customer

- Delivery volume in Q3/2023 slightly dropped compared to the previous quarter due to a decrease in E-commerce platform volumes led by recalibrated demand at the end of Q3/2023.
- KEX puts more focus into **acquiring new customers** to compensate for the delivery volume decrease. The contribution of the C2C segment to KEX revenue keeps at the level 45% in Q3/2023 and is expected to jump in Q4 as KEX is targeting to keep only productive points in franchisee and retail service points (RTSP).
- KEX targets to acquire more **higher yield customers** (including C2C, key accounts, international parcels, event logistics) in order to increase revenue proportion of the segment while retaining our market share of E-commerce platforms with our distinguished service.



Going Forward

- Going forward in term of business strategy in 2023, KEX aims to be recognized as a comprehensive solutions expert by pursuing **MARKET SEGMENTATION APPROACH** to achieve higher revenue per parcel focusing on the intensive cultivation of C-end customers, corporate key accounts, industrial experts, international senders and sellers in special professional markets, **TARGETING MEDIUM TO HIGH END CLIENTS**, and establishing unique and premium services.
- In addition, for KEX service retail channels, KEX has been expanding KEX retail shops and Distribution Centre Service Points (DCSP) to serve and acquire more volume from C-end customers.

Business Highlights

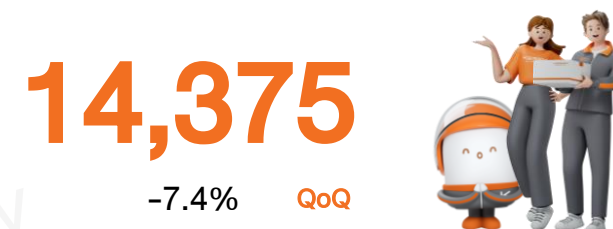
As of September | 2023



FLEETS UNDER MANAGEMENT



SERVICE LOCATIONS



STAFFS UNDER MANAGEMENT



SORTING HUBS



DISTRIBUTION CENTERS



MONTHLY COD AMOUNT

Remark : Fleets undermanagement includes KEX owned + Rental + Sub-contracts. Staffs undermanagement exclude outsource staffs. Service locations including parcel shops and service points in our retail and individual partners' areas) and other service points (including BTS station service points and Offline-to-Online (O2O) service points), Sorting hubs include 4 major hubs in Bangkok and 9 regional hubs nation wide.

KEY CORPORATE UPDATES

Q3/2023 BUSINESS ACTIVITY UPDATES

Kerry Express embraces the convenience seekers trend, offering pickup service with no minimum parcel requirements



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Kerry Express club celebrate new member sign up with 100 THB discount on their parcel deliveries upon enrollment



TOUCH POINT EXPANSION

Open new service points in Distribution Center (DC) called **Distribution Center Service Point (DCSP)** at 150 locations in Q3/2023.



WON REPUTABLE AWARDS



KEX win 6 consecutive years as "No.1 Brand Thailand 2023"



KEX Awarded Thailand's most admired brand for 4 years in a row



KEX Awarded Thailand Top Company Awards for 2 years in a row

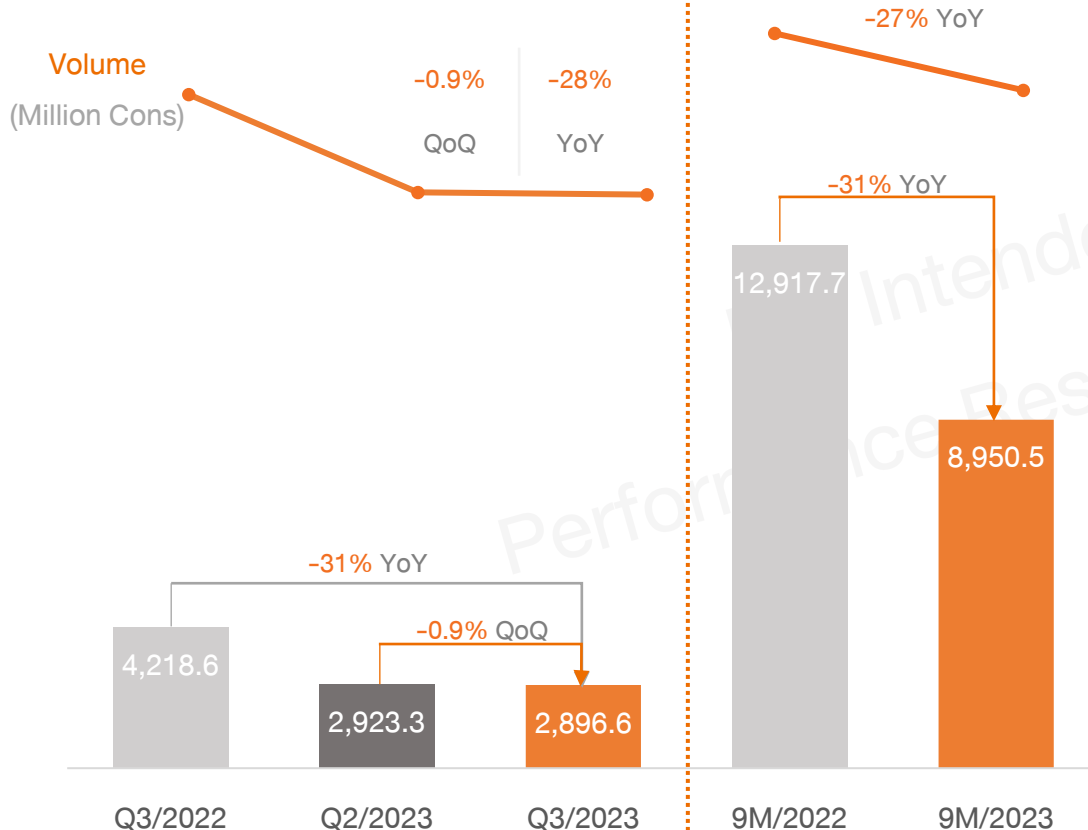


FINANCIAL PERFORMANCE

REVENUE & SEGMENT CONTRIBUTION

Revenue (Sales and Services Income)

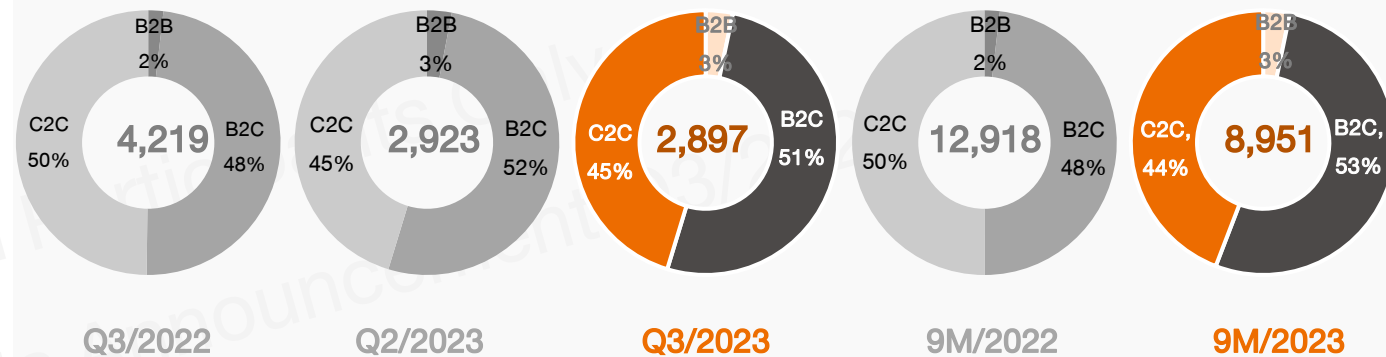
(THB Million)



Segment Contribution

(Excluding Advertising Income)

(THB Million, %)



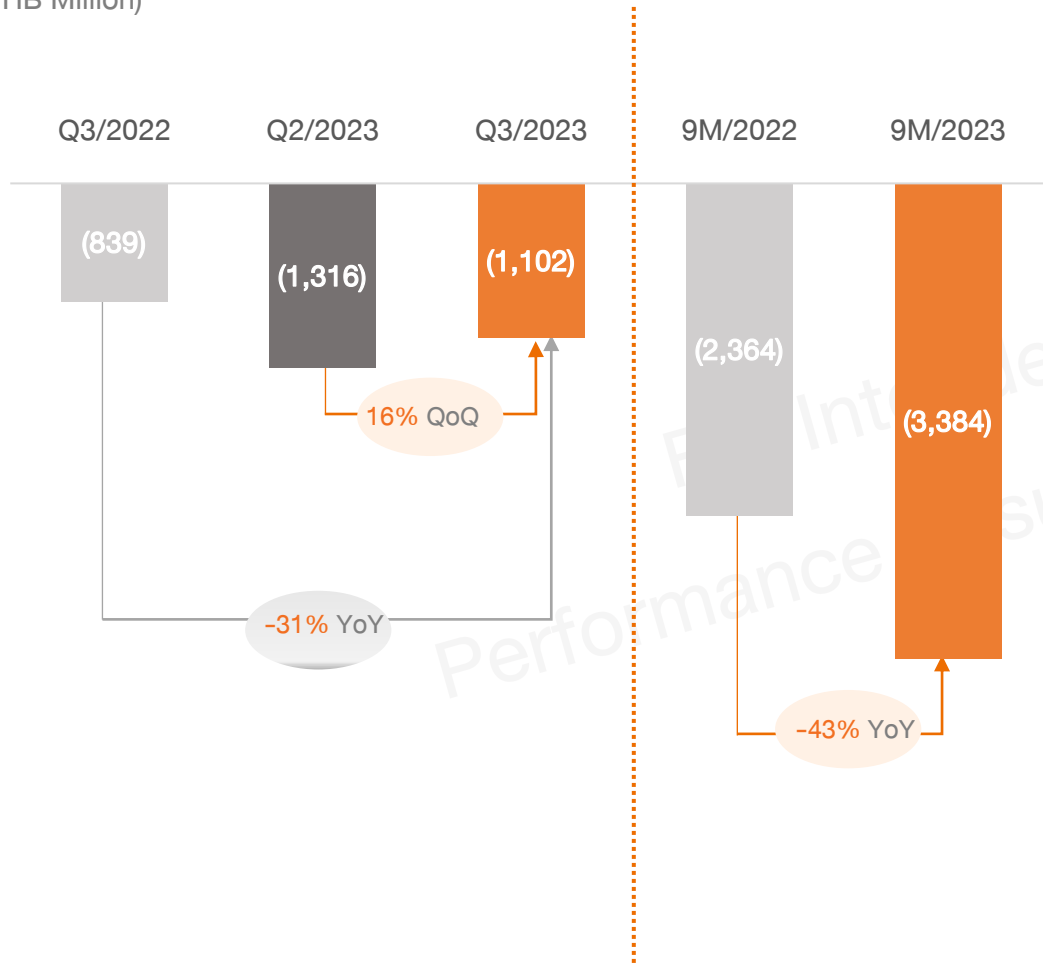
Segment	Q3/22	Q2/23	Q3/23	% YoY	% QoQ	9M/22	9M/23	% YoY
B2B	78	88	96	23%	9%	241	291	21%
B2C	2,039	1,511	1,488	-27%	-2%	6,214	4,703	-24%
C2C	2,101	1,324	1,312	-38%	-1%	6,460	3,949	-39%
Total*	4,219	2,923	2,897	-31%	-1%	12,918	8,951	-31%

Remark : *Total excludes advertising income. B2B is Business-to-Business, B2C is Business-to-Consumer; and C2C is Consumer-to-Consumer.

Q3/2023 PROFIT BREAKDOWN

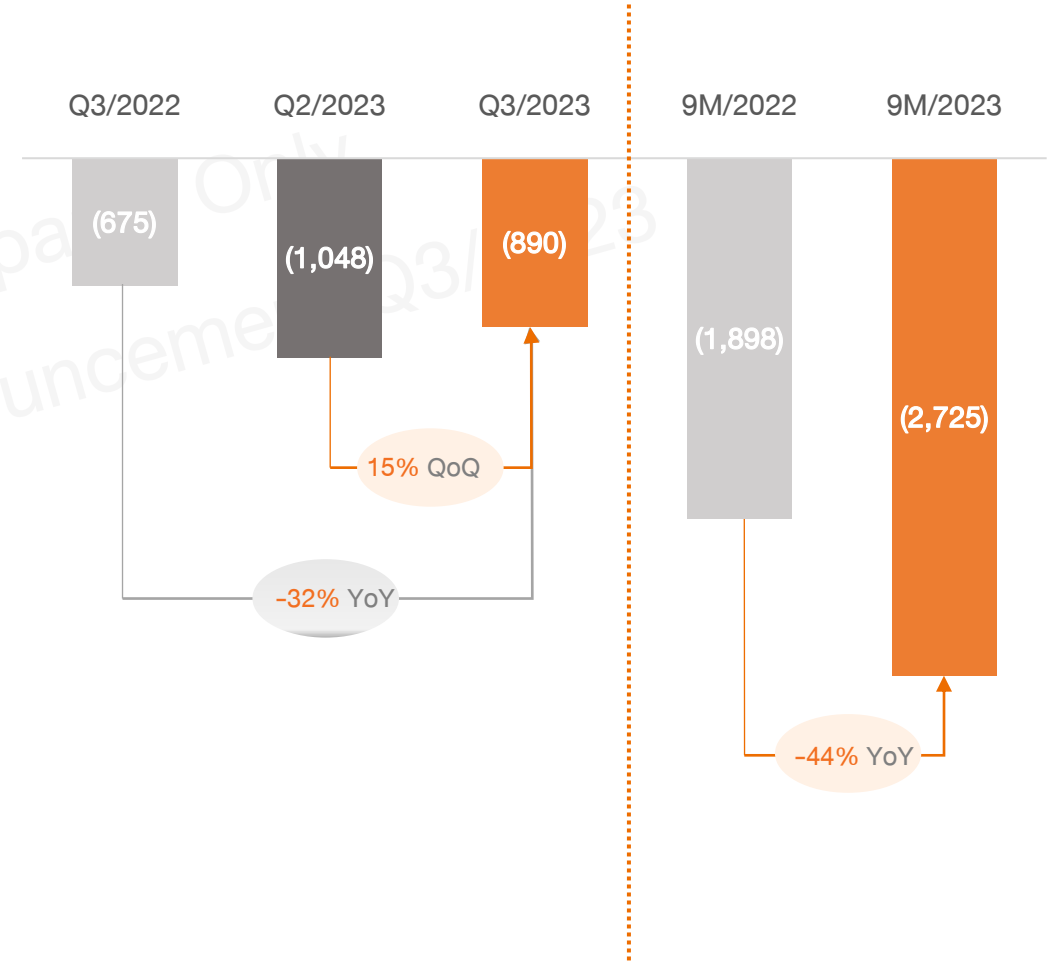
EBIT

(THB Million)



Net Profit attributable to owners of the Company

(THB Million)



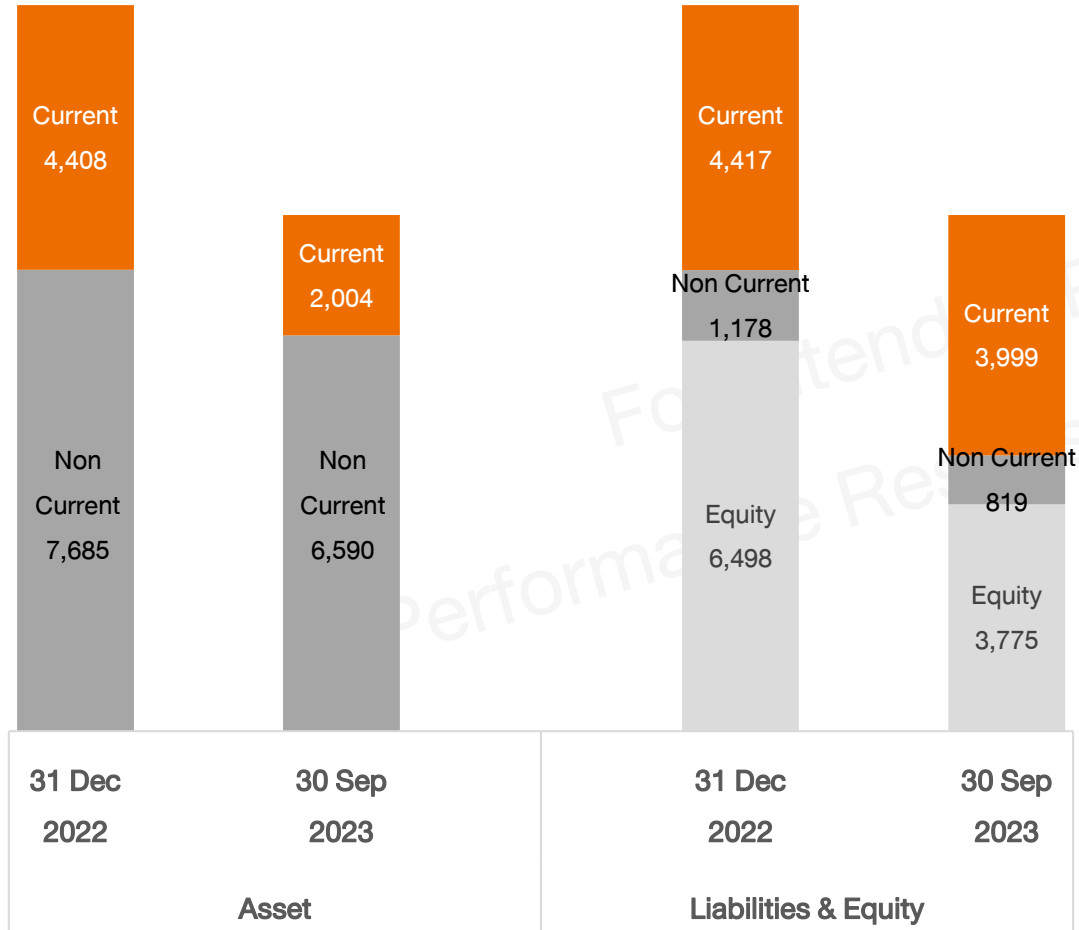
Remark: * EBIT and NPAT is After-tax figures

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Q3/2023 FINANCIAL POSITION

(THB Million)



(THB Million)



CURRENT RATIO

0.50

D/E

1.28

GEARING RATIO

0.12

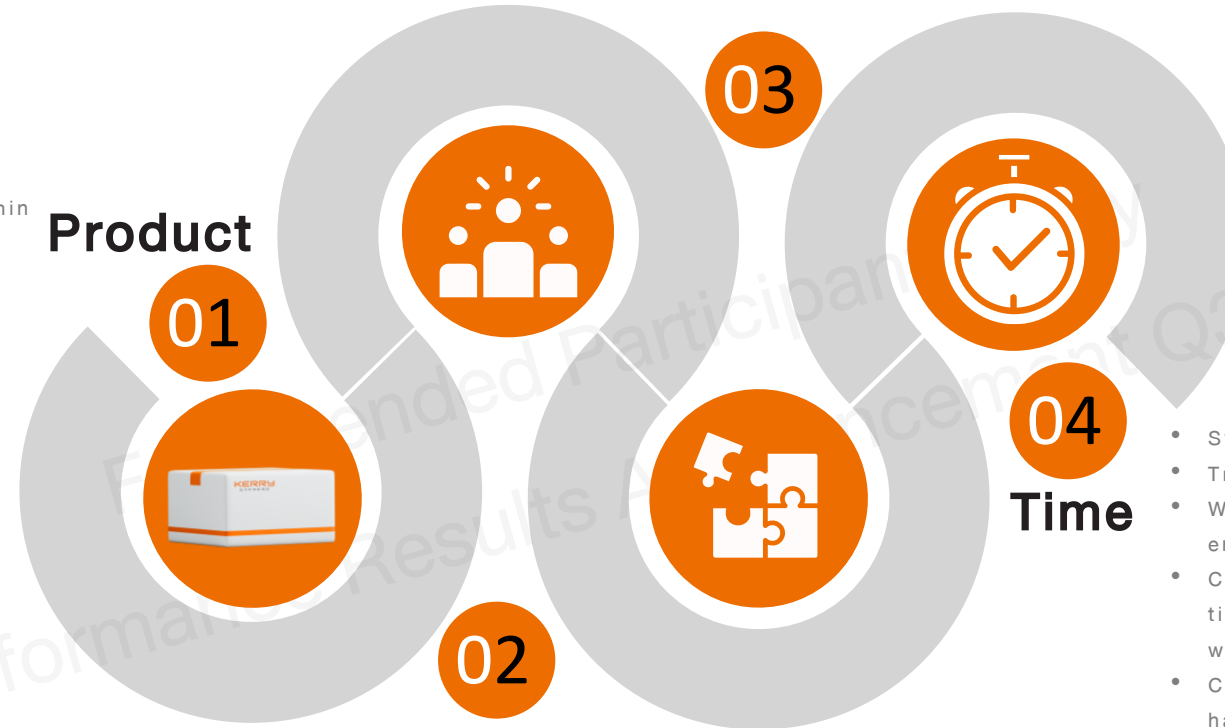
STRATEGY FOCUSES

STRATEGY FOCUSES

- Optimize product: Add two-tier products, establishing a time efficiency barrier with Thailand D+1 as the main capability.
- Optimize standard: Optimize time delivery standards and pricing deployment standards
- Product expansion plan: Same-day delivery within the city

- Structural optimization by Increase the business proportion of B2C and C2C
- Maintaining stable average order value: Focus on industries and scenarios, targeted development of high-value customer business

Business Strategy



- System infrastructure,
- Transit efficiency, optimizing route planning
- Warehouse and network infrastructure development to enhance product competitiveness
- Collection and delivery terminal: Increase retention time, promoting earnings for couriers, experimenting with multiple channel models
- Capability enhancement: The whole process heavy cargo handling capacity

Customers & Couriers Focus

- Redefine customer categories, Standardizing discount schemes
- Uncapped rewards, incentivizing sales to expand business
- Channel transformation
- Increase the small and medium-sized monthly billing customers by attending exhibition and open KEX booth at the event.

THANK YOU

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KEX OVERVIEW

Founded in 2006, **Kerry Express (Thailand) Pcl.** is the **leading express delivery company** in Thailand and **the pioneer** of convenient and express delivery solutions in Thailand, we offer a **comprehensive range of integrated parcel delivery services** to customers in the **C2C, B2C, and B2B** segments.



Business Segment



C2C

(Consumer-to-Consumer) 2D and 3D services, Innovative door-to-door ("D2D") service with courier pickup

Service Offerings



B2B

(Business-to-Business) Streamlined delivery process with integrated logistics solutions, including pickup, packing, labeling and other value-added services

Service Offerings



B2C

(Business-to-Consumer) Integrated logistics and e-commerce solutions: cross-border solutions, particularly customs clearance and last-mile deliveries, e-fulfillment services, express delivery, return management, and payment-on-delivery solutions

Service Offerings



Service Offerings



- 2-day and 3-day economy delivery services
- Covers nationwide



- Pick up parcels at customers' doorsteps
- Covers nationwide



- Delivery before noon on the next day
- Covers major cities in Thailand



- Next-day delivery for any parcel dropped off or collected before cut-off time
- Covers 99.9% of the areas within Thailand

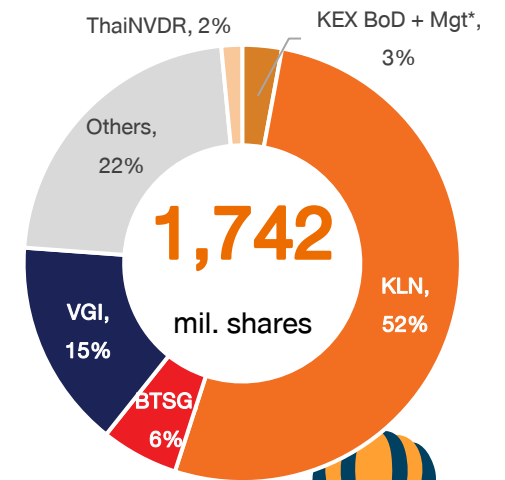


Major Shareholders

(28-Feb-23)



Free Float : **24.51%**



KLN = KLN LOGISTICS (THAILAND) LTD, BTSG = BTS Group Holdings