

Kerry Express (Thailand)

SET Opportunity Day

August 2021



BUSINESS OVERVIEW

KEX at a Glance

As the **leading and fast growing 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.

Strong Network with Nationwide Coverage



16,000
Service Locations



ALL 77
provinces in Thailand covered



9
Sorting Hubs

Industry-Leading Service Quality



1,000+
Distribution Centres



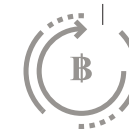
20,000+
Fleet of Vehicles under our Management



99.99%
Next-Day Delivery Service Coverage within Thailand



99%
of Parcels Delivered on Time



7bn^(THB)
Average Monthly Transaction Value



<1.5%
of Parcels Returned



Our Business Segments



C2C

Fastest growing segment of the Company with the largest client pool
Received No.1 Brand Thailand Award in Delivery/Logistics

Service Offerings

Comprehensive service offerings including all of our SD, ND, AM 2D and 3D services
Innovative door-to-door ("D2D") service with courier pickup



Nationwide
Service Points



Call Centre



AI Chatbot



Kerry Express
Loyalty Program



KE App

B2C

Serves the largest e-commerce platforms operating in Thailand

Service Offerings

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



Nationwide O2O
Service Points



Call Centre



Dedicated CRM Team



On-site Support



Kerry Express
Loyalty Program



AI Chatbot

B2B

We are deep rooted in serving business customers from small to large enterprises and providing customised & value added services

Service Offerings

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

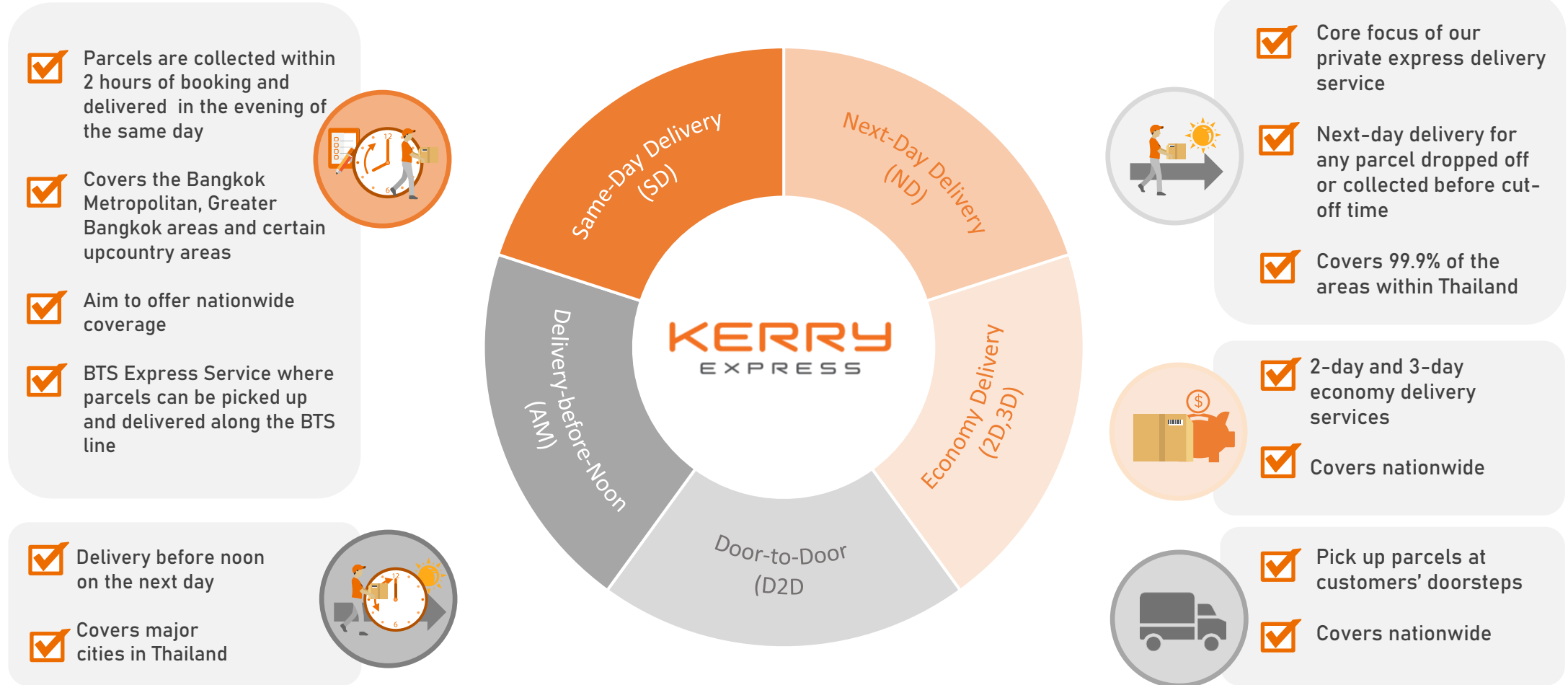


Dedicated CRM Team



On-site Support

Our Service Offerings



KEX Strategies and Plans

VALUES

Honesty
Innovation
Service mind
Teamwork
Execution
Positivity

MISSION

We are committed to providing quality services, enriching our society, caring for our staff and being responsible to our stakeholders and investors

VISION

Thailand's forefront express delivery company focusing on delivering utmost quality products and services that exceeds customer expectations

STRATEGIES



Express-Focus
Market Leadership
Sustainable Growth

—



“Win-Win” Model
Business Synergies
Neutral &
Professional

—



“2C”-Focus
Customer Centric
Kerry Express
Everywhere

—



Express-Centric
Horizontal &
Vertical
New Growth
Engines

—



Cutting-Edge
Technologies
Operational Excellence
Seamless User-
Experience

—



Economic
Contribution
Social
Responsibilities
Green Commitment

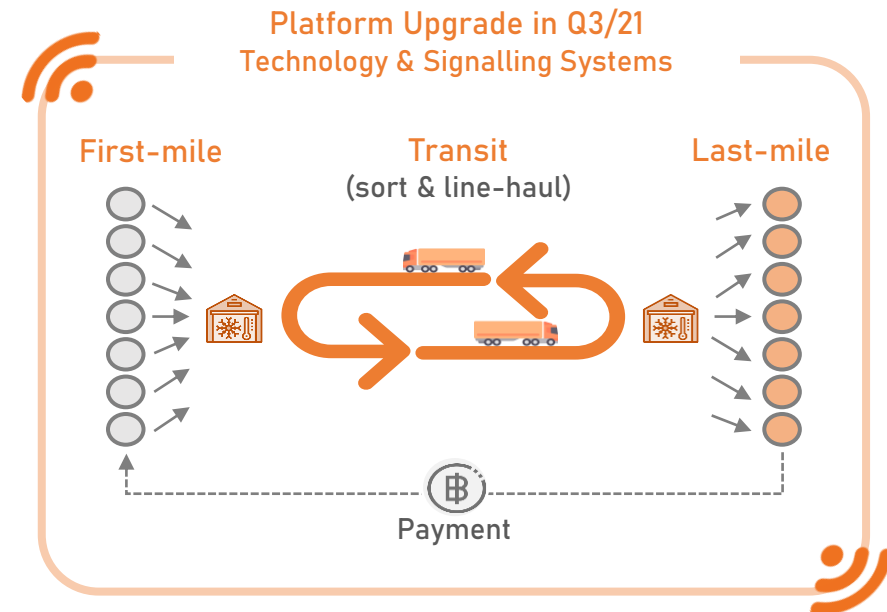
Q2-2021 Highlights

DEEPENING AN AGGRESSIVE PRICING APPROACH: KEX has continued to successfully penetrate the economy segment & farm product market by proactively offering promotional pricing and attractive sales campaigns both regionally and nationwide

Q2/2021 resulted in continuous **GROWTH IN DELIVERY VOLUME, NET PROFIT** of THB 336 million and **NET PROFIT MARGIN** of 7.3%, driven by strong marketing and sales approach as well as improvement in operating efficiency.

DELIVERY PLATFORM UPGRADE IN PROGRESS: Service quality and network stability have been continuously enhanced in pursuit of standardised & streamlined first-mile, transit and last-mile handling of parcels.

KEX HAS REMAINED RESILIENT DURING THE PANDEMIC. Restricted measures & hygiene standards are imposed, including employees' intra-regional travel ban, contactless delivery, and back office's 100% remote work etc.



KEX's Won No.1 Brand for 4 Consecutive Years

2017 - 2021 MARKETEER's NO.1 BRAND THAILAND



Service Quality	36.6%
Responsiveness to customers' needs	21.04%
Brand Reputation	10.66%
Reliability	10.09%
Reasonable Pricing	9.22%

Kerry Express won the majority of the votes in all 5 regions of Thailand; Bangkok metro, Northern region, Northeastern region, Central region, & Southern region, reaffirming **KEX's strong market leadership**.

Category: Condominium

 **SANSIRI**

Internet:

true

Pick-up Car:

ISUZU

Insurance:



Air-Conditioning:



PC:

acer

Water:



Fast-food:

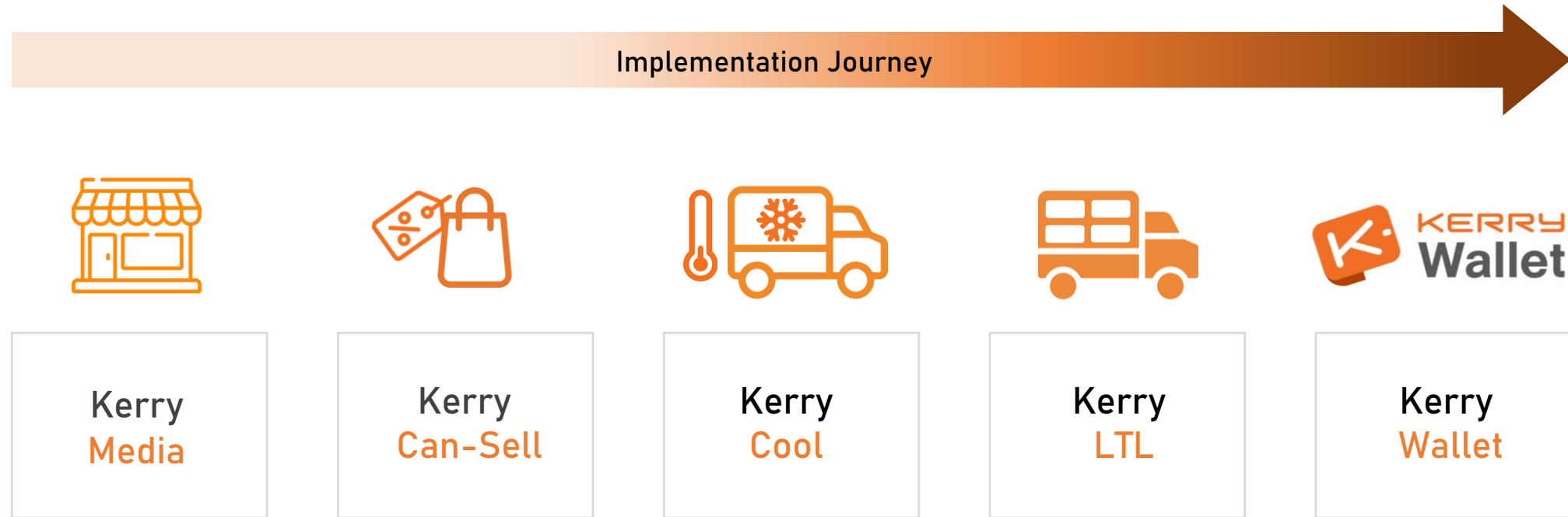


Online Shopping:



BUSINESS DIVERSIFICATION

Business Diversification



Kerry Wallet Introduction



An “Open Platform” as a one-stop lifestyle wallet (not payment), developed for Kerry solution and Kerry service points as well as for all online and offline shopping & payment platforms in Thailand

A Journey of Kerry Wallet



Kerry Wallet
Introduction &
System Development



Kerry Wallet Launch
for KEX's Ecosystem
(10M MAU)



Use for Payment of KEX
Services & COD to Retain
Money Float within KEX



A Lifestyle Wallet for All Wallet
and e-Payment in Thailand
(Connecting One for All)



Kerry COOL & Kerry LTL

Kerry Cool

To establish Thailand's forefront cold delivery platform driven by world-class technology, process engineering and ultimate user-experience

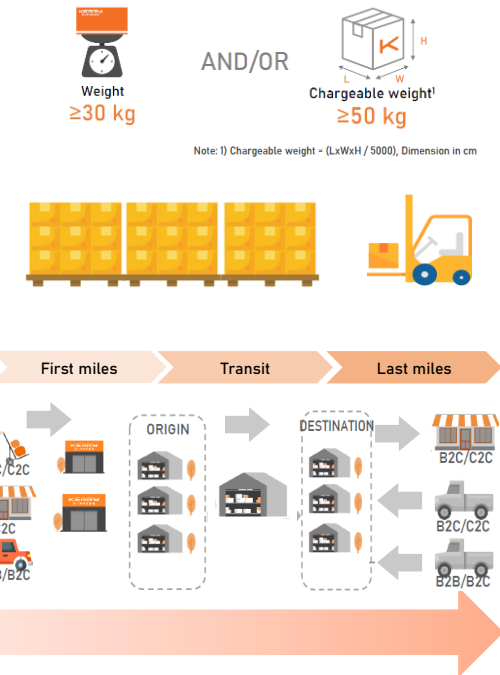
- Thailand's cold chain market is anticipated to emerge owing to growing concerns of food safety and rise in demand for cold products delivery
- Yet, cold chain market is relatively small compared to the entire logistics market, both in delivery and warehousing
- Fresh Food industry accounts for 60% of the total cold chain market by weight, followed by processed food at 37%*
- 96% of cold chain transport companies are SMEs deploying mini-truck / pick-up truck*
- Top most common issues with to-consumer cold deliveries in Thailand involve around **standardisation, reliability and service coverage**
- "Hub and Spoke" operating model for enhanced efficiency



Kerry LTL

To establish Thailand's first LTL delivery platform driven by world-class technology, process engineering and ultimate user-experience

- Definition: Large shipment (≥ 30 kg), that cannot be hand carried by one person, sometimes palletised and sometimes co-loaded by **stacking**
- LTL delivery market in Thailand is on a verge of emergence with expected positive demand growth**
- Groups of customers are willing to pay for professional LTL delivery services. Delivery goods include consumer products, electronic equipment, home improvement and furniture and automotive parts.**
- C2C&B2C are expected to grow at faster paces in line with growing consumer's expenditure
- "Hub and Spoke" operating model for enhanced efficiency



Roadmap



*Based on market research by Frost & Sullivan & KEX

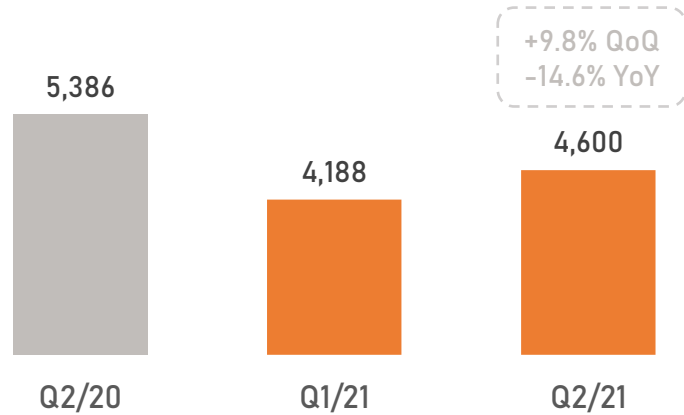
** Based on market research by YCP Solidiance & KEX

FINANCIAL PERFORMANCE

New Record of Volume with Quarterly Growth in Sales and Profit

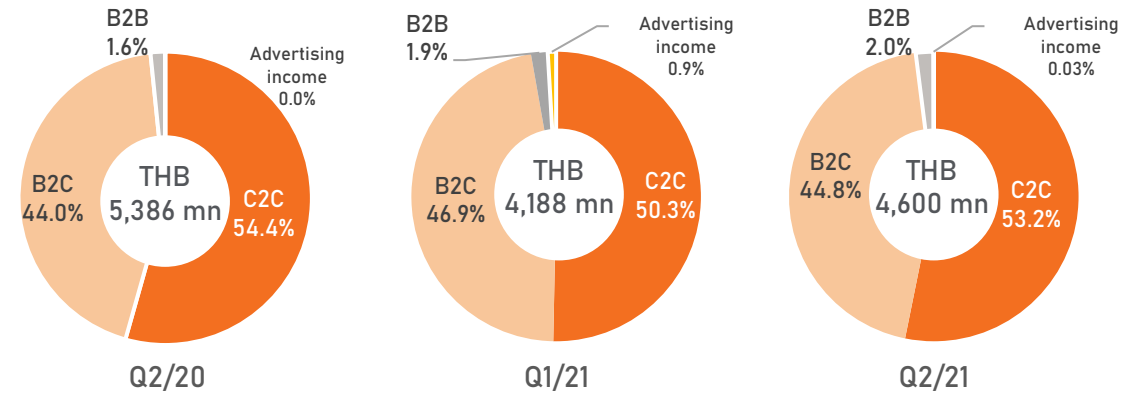
Revenues (Sales and Services Income)

(THB Million)



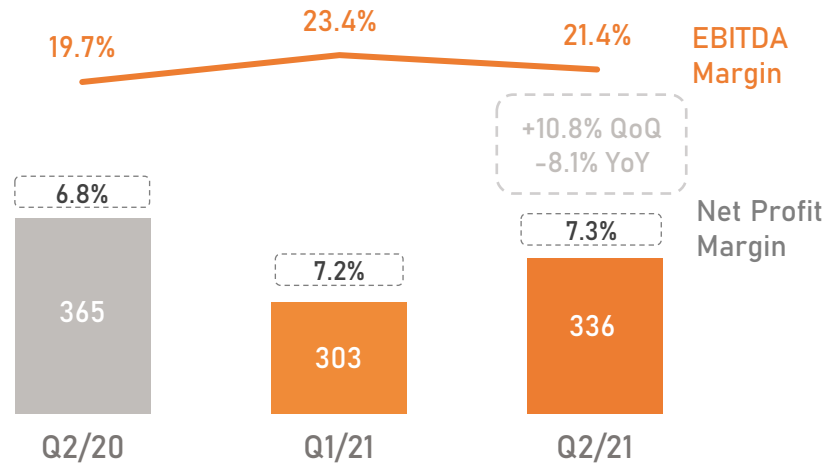
Segment Contribution

(THB Million, %)



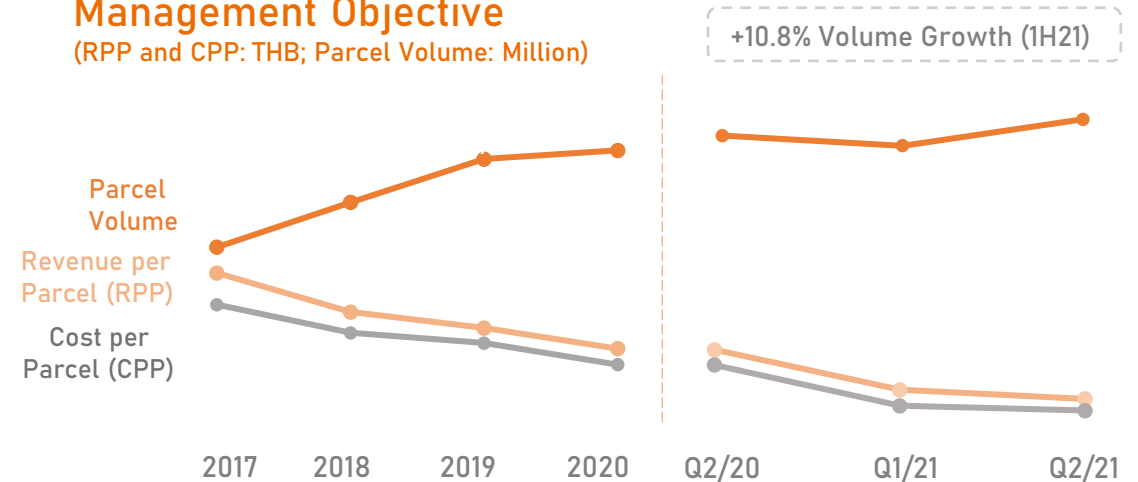
Net Profit and Margin

(THB Million, %)



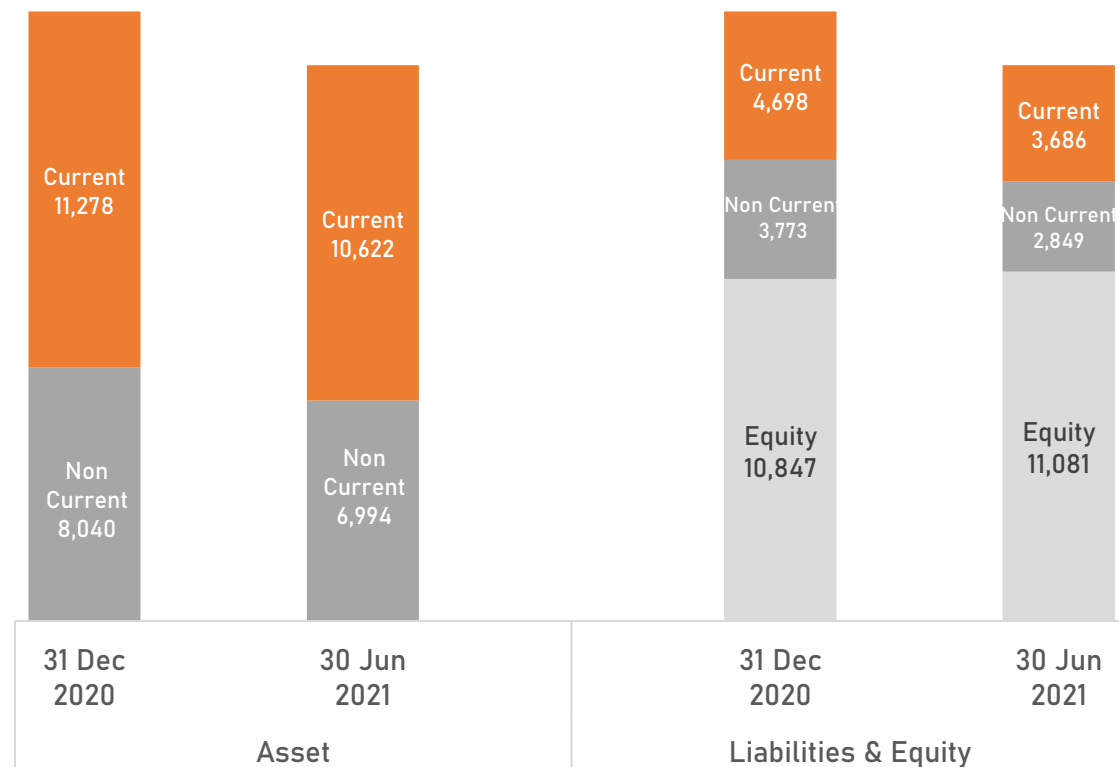
Management Objective

(RPP and CPP: THB; Parcel Volume: Million)

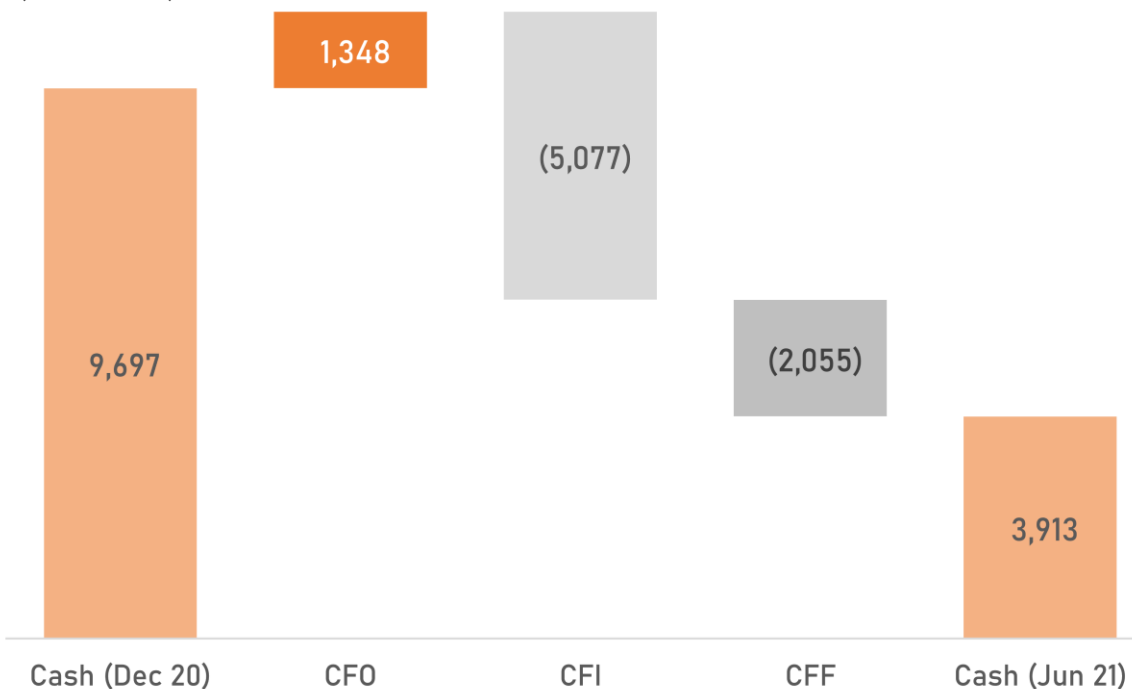


Healthy Balance Sheet & Liquidity Position

(THB Million)



(THB Million)



CURRENT RATIO

2.88

D/E

0.59

GEARING RATIO

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DISCLAIMER

Investment involves risks. Prospective should understand the characteristics of Securities and study information about Kerry Express (Thailand) Public Company Limited (“KEX” or the “Company”) before making a decision to invest in Securities.

This Presentation is not intended to provide the basis for any investment decision, nor to substitute your own analysis and investigation, and should not be considered as a recommendation to any recipient of this Presentation. Some statements made in this presentation are forward-looking statements, which are subject to various risks and uncertainties. These include statements with respect to the Company’s corporate plans, strategies and beliefs and other statements that are not historical facts. These statements can be identified by the use of forward-looking terminology such as “may”, “will”, “expect”, “intend”, “estimate”, “continue”, “plan” or other similar words.

The statements are based on the assumptions and beliefs of the Company’s management in light of the information currently available to the Company. These assumptions involve risks and uncertainties which may cause the actual results, performances or achievements to be materially different from any future results, performances or achievements expressed or implied by such forward-looking statements. Nothing in this Presentation is, or should be, relied on as promise or representation of the Company as to the future.

THANK YOU

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