

The title text is positioned on the left side of the slide, overlaid on a dark blue background. It is preceded by a short vertical orange bar. The text "NCL INTERNATIONAL" and "LOGISTICS PLC" are in a large, white, sans-serif font, while "Profile 2023" is in a smaller, white, script font.

# NCL INTERNATIONAL LOGISTICS PLC

Profile 2023



# DEVELOPMENT



199

- 4 • Started international freight forwarding services under the name “VP international logistics (Thailand)”
- LCL route Thailand – America

200

- 0 • Expanded the LCL route to Asia, and Europe in the following years.

201

- 1 • Reorganization to NCL International Logistics Company Limited
- Expanded service line to FCL

201

- 4 • Established Singapore’s branch targeting US, EU, & ASIA market
- Registered in the Market of Alternative Investment (BKK:MAI)
- Expanded service line to warehouse management and domestic transportation

2016 –

2019 Established USA’s branch to diversify customer base.

- Invested in NVOCC, container business
- Joined EL AL ISRAEL AIRLINE LTD to be a sole Air freight forwarder in Thailand.

2022

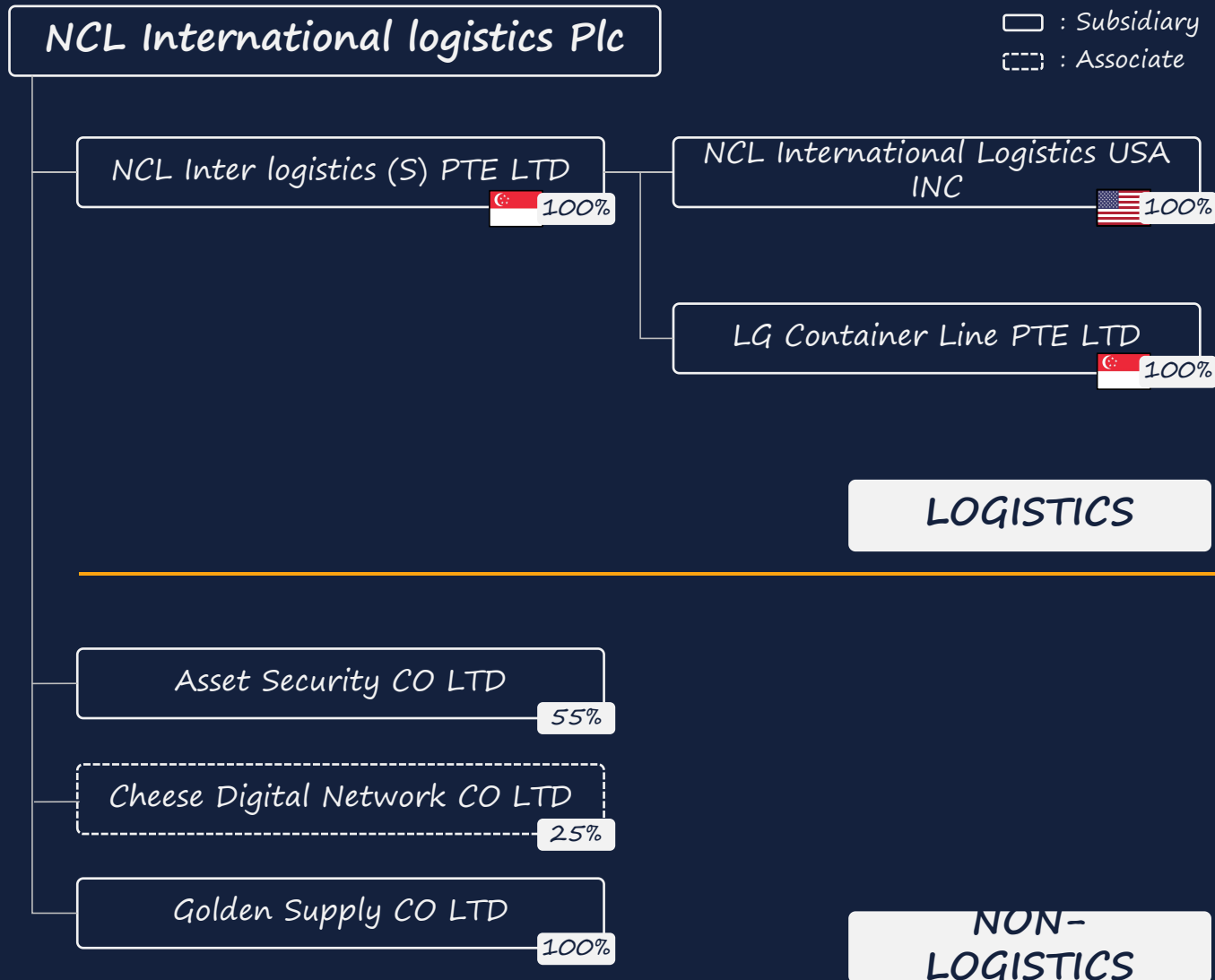
- Acquired 25% of Tech company specialized in telecommunication network and digital marketing
- Expand the business to participate in more project base JOBS such as Procurement, Logistics facilitators, fulfillment as well as Digital system implementation.

2023 Dispose the investment in Grace Water Med Co., Ltd. in amount of 21,118 shares or 52.80%





# ORGANIZATION STRUCUTRE



## FF: FREIGHT FORWARDER

Organizes shipments for individuals or corporations to get goods to final point of distribution via ocean and air shipping. Ocean shipping mostly in form of Full container load (FCL).



## NVOCC: LCL & SOC

Focuses on retail customers trough Less than container load (LCL) shipments. Also, operated as shipper owned container (SOC).



## LAND: TRUCK & WAREHOUSE

Utilizes logistics infrastructure and expertise from international shipping to domestic transport and warehouse.



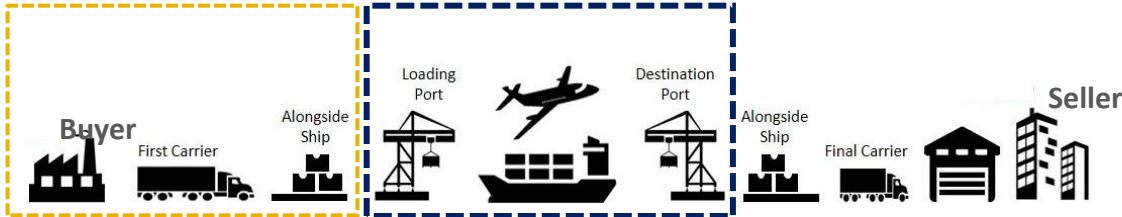
## NON - LOGISTICS

Diversifies macro economic risk trough a recurring income businesses. The company invested in tech company and security company.

Expanding its capability in both logistic and non-logistic to participate in related project-based

# END TO END LOGISTICS SERVICE PROVIDER

## LOGISTICS PLATFORM



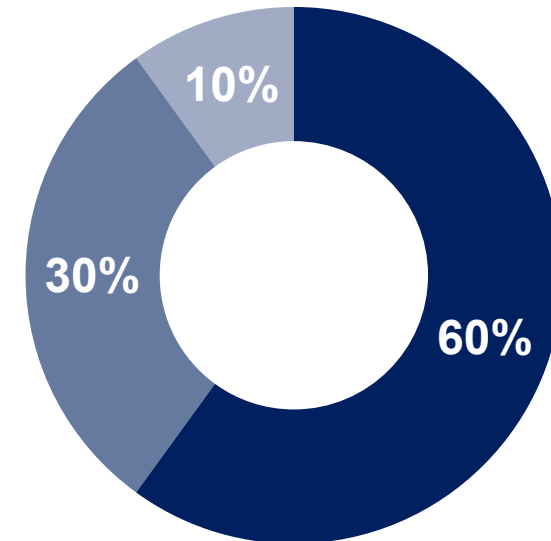
### Domestics transportation management service

- Providing tractor heads, trailer trucks, and pickup vehicles to extend the range of services from existing international transport customers
- Forwarding goods from factories to loading points and from the loading to the destinations in the country.
- The trailers trucks are available in both skeleton frame and flatbed.

### International logistics management services

- Including sea freight, air freight and custom formalities
- Managing the flow of goods from the loading point to export from Thailand to destinations in over 180 countries
- Coordinating with trending partners in different countries to ensure customer satisfaction

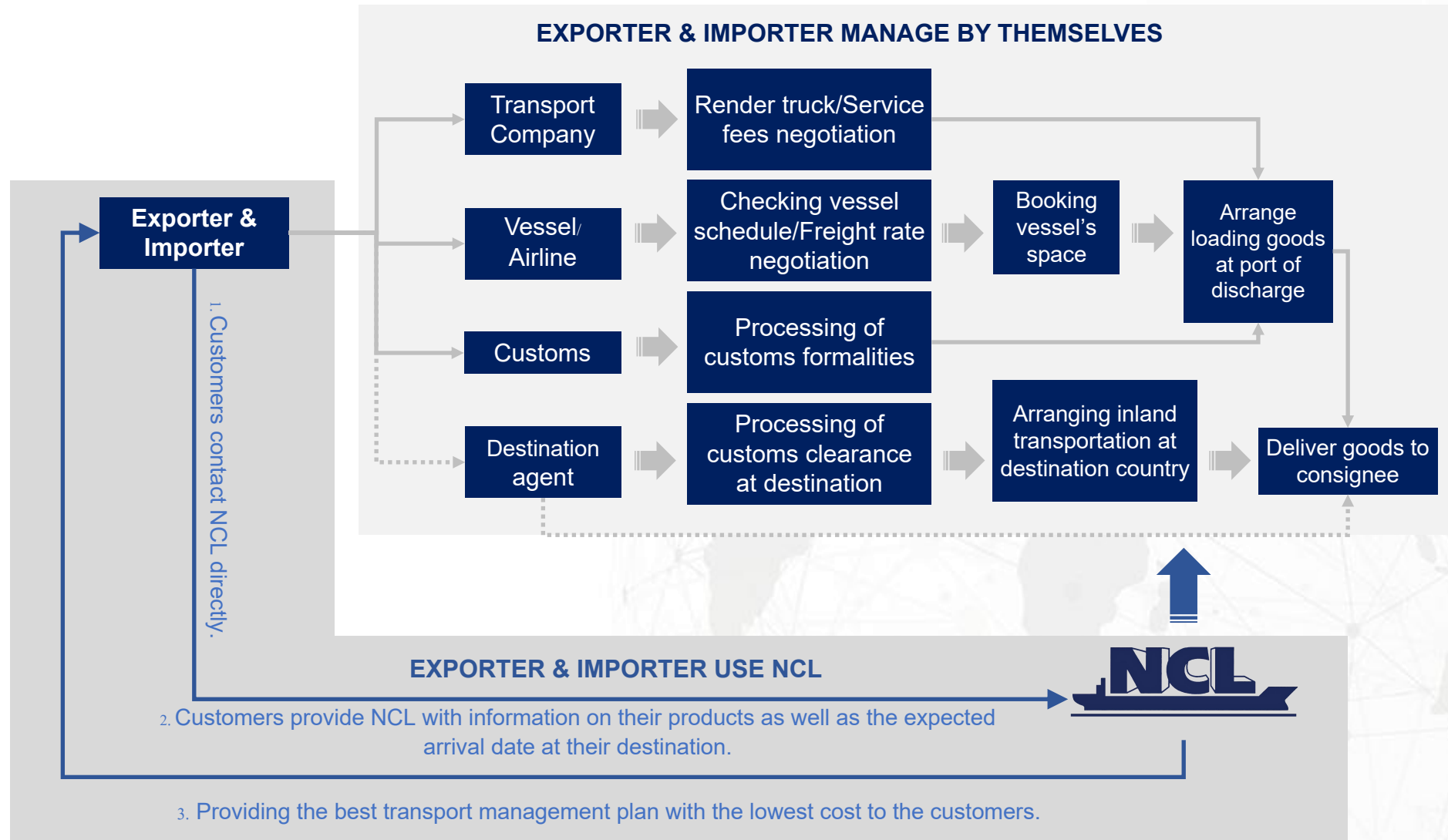
## CUSTOMERS MIX



■ Importer & Exporter ■ Freight Forwarder ■ Manufacturer

- **Importer & Exporter** : Approximately 60-65% of the total customers. (mostly FCL service)
- **Freight Forwarder** : Approximately 25-30% of the total customers. (mostly LCL service)
- **Manufacturers in various industries** : Approximately 10-15% of the total customers.

# END TO END LOGISTICS SERVICE PROVIDER



# OUR TEAM&TOP SHAREHOLDERS



Mr. Surapong Amnucklsoradeja  
Chairman / Independent Director



Mr. Kittu Phuathavornskul  
Director / Executive Committee / President



Mr. Pongthep Vichaikul  
Director / Executive Committee



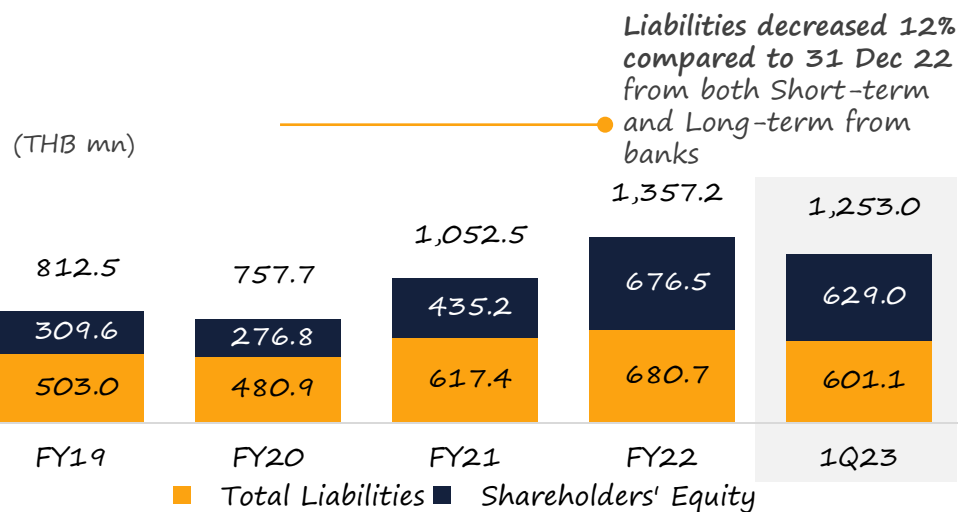
Mrs. Ravipa Koekkaivan  
Director / Executive Committee

Rank	Major Shareholders	Number of Shares	% Shareholding
1.	Mr. Pongthep Vichaikul	62,404,245	11.81
2.	Mr. Kittu Phuathavornskul	60,066,974	11.37
3.	Mr. Danai Praditsuan	11,430,000	2.16
4.	Mrs. Siriluk Dejdumrong	10,787,300	2.04
5.	Thai NVDR Company Limited	9,501,601	1.80
6.	Mrs. Laor Tangkaravakoon	9,350,000	1.77
7.	Mr. Noppadon Srisuwan	8,596,800	1.63
8.	Mr. Panupon Worrapanee	8,387,100	1.59
9.	Mrs. Pattira Homwilai	8,170,000	1.55
10.	Mr. Teeraphan Hempassorn	7,500,000	1.42
11.	Mr. Surasak Udomsilp	6,875,800	1.30
12.	Mr. Phatra Polkul	6,297,000	1.19
13.	Miss Kawisara Pattanajarean	5,600,000	1.03
14.	Miss Pranee Vichaikul	5,527,700	1.05
15.	Mr. Vrit Yongsakul	5,333,600	1.01
16.	Mr. Niti Thammajak	5,257,800	1.00
17.	Mr. Badin Labnongsang	4,800,000	0.91

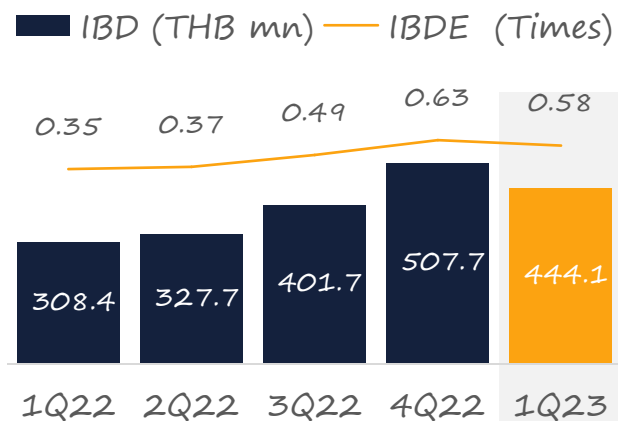
# Financial position as at MAR2023

- Asset decreased 8% compared to 31 Dec 22 mainly from cash and cash equivalents

As at MAR23  
(THB mn)



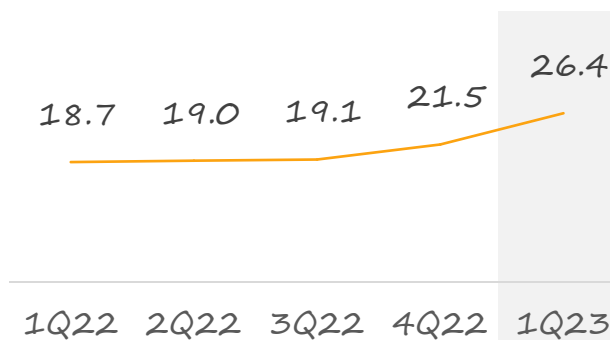
## Leverage



- Interest bearing debt (including lease liabilities) decreased from 0.63 times in 4Q22 to 0.58 times in 1Q23 due to bank overdrafts and ST loans decreased of 52.9 MB.
- IBD down to 444.1 MB for the quarter.

## Activities

— Cash cycle (days)



Cash Cycle: Avg. Collection Period + Avg. Inventory Period - Avg. Payment Period

- Cash cycle increased 4.9 days.
- Average inventory period increased from 1.7 days in 4Q22 to 2.4 days in 1Q23.
- Average collection period increased from 62.2 days in 4Q22 to 72.9 days in 1Q23.
- Average payment period decreased from 42.3 days in 4Q22 to 48.9 days in 1Q23.

# OUR MANAGEMENT



- With more than 15 years of experience in various sectors of the financial industry, K. Pongthep is proficient in M&A, Cash flow management, and Organization development. Also, his expertise extended to solid connections with both numerous Government department, as well as Publicly listed companies.
- With Investment Banking background, K. Pongthep has constructed his connection with many SET-listed companies along with succeeded his proficiency in mergers and acquisitions related.
- Moreover, K. Pongthep has been working for a large listed company that provides various services for the government, which is where his relationship with the government has been established.



**Pongthep Vichaikul**  
**NCL's group Managing Director**





## **Investor Relations**

NCL International Logistics Public  
Company Limited

[IR@nclthailand.com](mailto:IR@nclthailand.com)

