6 August 2026

No. SINO IR 003/2569
Subject Management Discussion and Analysis for the 2nd quarter of 2026 and the 1st half of 2026
To The President, The Stock Exchange of Thailand

We, Sino Logistics Corporation Public Company Limited ("the company"), are pleased to provide you our management discussion and analysis for the 2nd quarter of 2026 and the 1st half of 2026, as follows:

Business Overview

The second quarter of 2026 marked a clear turnaround in the Company's operating performance, following a period of prolonged slowdown in the international freight forwarding industry since the second half of 2025. Market activity began to recover from May 2026 onward, following greater clarity on U.S. import tariff measures, while exporters accelerated shipments ahead of anticipated uncertainty in future trade measures. As a result, export volumes and ocean freight rates rose faster than the normal seasonal pattern (an "Early Peak Season").

In the second quarter of 2026, the Company recorded service income of THB 800 million, an increase of THB 111 million or 16% year-on-year, and an increase of THB 201 million or 34% quarter-on-quarter. This was mainly driven by growth in sea freight volume, which reached 15,034 TEUs, up 34% year-on-year and the highest quarterly volume since the second quarter of 2024 (the highest in the past nine quarters), together with growth in the Air Freight and Logistics Support businesses, which expanded by 900% and 47%, respectively. The Company recorded net profit of THB 10 million for the quarter, a decrease of THB 3 million or 22% year-on-year, mainly due to the average freight rate remaining below the prior year's level and higher administrative expenses to support business expansion.

For the six-month period of 2026, the Company recorded service income of THB 1,399 million, a decrease of THB 97 million or 7% year-on-year, and net profit of THB 12 million, a decrease of THB 28 million or 70% year-on-year. The decline in first-half performance was mainly attributable to (1) the average ocean freight rate for the six-month period declining by approximately 28% year-on-year, particularly in the first quarter when the market remained subdued; (2) the absence of the one-time gain on disposal of assets (land) recognized in the first quarter of 2025; (3) an increase in administrative expenses of THB 22 million, resulting from the consolidation of newly invested subsidiaries, investment in information technology, and the expansion of the warehouse network; and (4) start-up losses at the Company's subsidiary in the United States. Nevertheless, the Company maintained its gross profit margin for the six-month period at 15.1%, an improvement from 14.7% in the same period last year, reflecting effective cost management amid volatile market conditions.

In terms of business expansion, during the first half of 2026 the Company continued to execute its strategy of diversifying its revenue base, with key developments including the opening of two new warehouses with a combined area of approximately 10,000 square metres near Laem Chabang Port, Chonburi Province, bringing the Company's total warehouse portfolio to 9 buildings with a total leasable area of 43,584 square metres; the launch of a Temperature Control Room within the free-zone warehouse from April 2026; the delivery of 5 new head tractors on 9 April 2026, bringing the fleet of the Company's road-freight subsidiary to 20 trucks; and the go-live of the SAP S/4HANA and Freight Cloud systems under Project VOYA on 5 May 2026. In addition, the Company began consolidating the results of WLT Logistics Inc. dba World Link Transport Group ("WLT") in the United States from January 2026, and recognized a significant increase in its share of profit from its joint venture in Malaysia.

Financial Performance

Statement of comprehensive income Unit : Million Baht	Q2/2025	Q1/2026	Q2/2026	YoY Change		QoQ Change	
Service income	689	599	800	111	16%	201	34%
Other income	1	2	4	3	370%	2	91%
Total revenues	**690**	**601**	**804**	**114**	**17%**	**203**	**34%**
Cost of services	584	499	688	104	18%	189	38%
Selling expenses	32	30	35	3	8%	5	17%
Administrative expenses	55	67	65	10	18%	(2)	(3%)
Loss (Gain) on Exchange	-	-	-	-	-	-	-
Total expenses	**671**	**596**	**788**	**117**	**17%**	**192**	**32%**
Operating Profit	**19**	**5**	**16**	**(3)**	**(13%)**	**12**	**225%**
Share of profit from investment in Joint Venture	-	1	1	1	n/a	(0)	(28%)
Finance Income	-	0	0	(0)	(58%)	0	141%
Finance Cost	3	(3)	(4)	(1)	(36%)	(1)	(30%)
Profit before income tax expenses	**16**	**3**	**13**	**(3)**	**(19%)**	**10**	**340%**
Income tax expenses	3	1	3	(0)	(8%)	2	155%
Profit for the period	**13**	**2**	**10**	**(3)**	**(22%)**	**9**	**486%**
Profit attributable to owners of the Company	3	2	10	(2)	(19%)	8	359%

Statement of comprehensive income Unit : Million Baht	1H/2025	1H/2026	YoY Change	
Service income	1,496	1,399	(97)	(7%)
Other income	12	6	(6)	(52%)
Total revenues	**1,509**	**1,405**	**(104)**	**(7%)**
Cost of services	1,276	1,187	(89)	(7%)
Selling expenses	68	64	(4)	(6%)
Administrative expenses	110	132	22	20%
Loss (Gain) on Exchange		-	-	-
Total expenses	**1,454**	**1,383**	**(71)**	**(5%)**
Operating Profit	**54**	**21**	**(33)**	**(60%)**
Share of profit from investment in Joint Venture	-	2	1	751%
Finance Income	1	0	(0)	(54%)
Finance Cost	5	(7)	(2)	(31%)
Profit before income tax expenses	50	**16**	**(33)**	**(67%)**
Income tax expenses	10	5	(6)	(55%)
Profit for the period	**39**	**12**	**(28)**	**(70%)**
Profit attributable to owners of the Company	39	12	(27)	(68%)

Financial Performance Analysis

Service Income

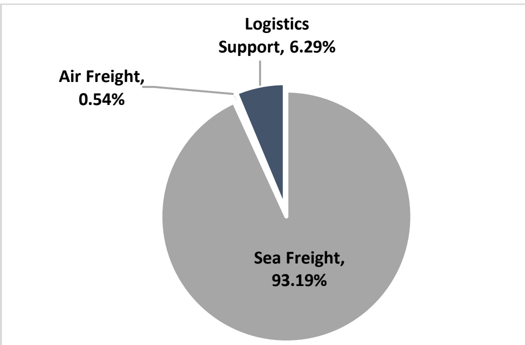
In the second quarter of 2026, the Company recorded service income of THB 800 million, an increase of THB 111 million or 16% from the same period last year, and an increase of THB 201 million or 34% from the previous quarter. For the six-month period of 2026, the Company recorded service income of THB 1,399 million, a decrease of THB 97 million or 7% from the same period last year. The growth in the second quarter was driven by a significant increase in volume across all business lines, while the decline for the six-month period overall reflected the higher freight-rate base in early 2025.

For the second quarter and the six-month period of 2025 and 2026, the Company's service income by type of service was as follows:

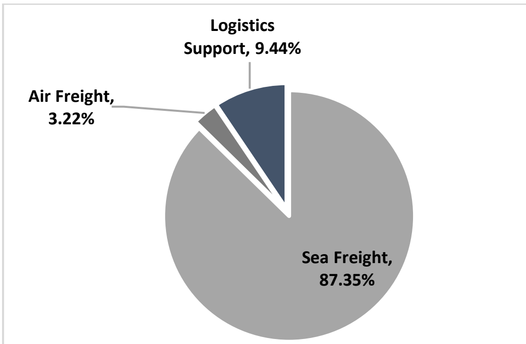
Service Income Unit : Million Baht	Q2/2025	Q1/2026	Q2/2026	YoY Change		QoQ Change	
▪ Sea Freight Service	639	522	701	62	10%	179	34%
▪ Air Freight Service	3	15	30	27	900%	15	100%
▪ Logistics support Service	47	62	69	22	47%	7	11%
Total Service income	689	599	800	112	16%	201	34%

Service Income Unit : Million Baht	1H/2025	1H/2026	YoY Change	
▪ Sea Freight Service	1,394	1,222	(172)	(12%)
▪ Air Freight Service	8	45	37	463%
▪ Logistics support Service	94	132	38	40%
Total Service income	1,496	1,399	(97)	(7%)

Service income structure 1H/2025



Service income structure 1H/2026



Remark: Percentage of Service income

Sea Freight

In the second quarter of 2026, the Company recorded revenue from the Sea Freight business of THB 701 million, an increase of THB 62 million or 10% from the same period last year, and an increase of THB 179 million or 34% from the previous quarter. This was supported by sea freight volume of 15,034 TEUs, up from 11,188 TEUs in the second quarter of 2025 (an increase of 34%) and up 17% from 12,801 TEUs in the previous quarter, representing the highest quarterly volume since the second quarter of 2024 (the highest in the past nine quarters). Monthly volume during the second quarter was 4,300 TEUs in April, 5,427 TEUs in May, and 5,307 TEUs in June.

This growth was driven by greater clarity on U.S. import tariff measures from May 2026 onward, which prompted exporters to accelerate shipments, together with uncertainty over future trade measures that encouraged front-loading of imports into the United States. As a result, the peak shipping season arrived earlier than usual, from June 2026 onward. The Company also continued to expand its customer base and increase volume on Asian trade lanes.

Nevertheless, for the six-month period of 2026, the Company recorded revenue from the Sea Freight business of THB 1,222 million, a decrease of THB 172 million or 12% from the same period last year, despite volume increasing to 27,835 TEUs from 22,805 TEUs, an increase of 22%. This was because the average Asia–US West Coast (USWC) freight rate for the six-month period was down approximately 28% in the same period last year, particularly in the first quarter when freight rates were low, before gradually rising in the second quarter and increasing sharply in June 2026.

The Sea Freight revenue presented above, in accordance with the Company's segment reporting, also includes revenue from ISO Tank container services for liquid and chemical cargo, and revenue from general warehouse services, both of which continued to grow steadily during the period.

Air Freight

In the second quarter of 2026, the Company recorded revenue from the Air Freight business of THB 30 million, an increase of THB 27 million from THB 3 million in the same period last year, and for the six-month period of 2026, revenue was THB 45 million, an increase of THB 37 million from THB 8 million in the same period last year. This growth was mainly attributable to the consolidation of A.S. Logistics Co., Ltd. ("ASL"), in which the Company made an indirect 100% investment through SNC Cargo Services Co., Ltd. ("SNC") in September 2025, and therefore there is no comparable base for the same period last year.

During the period, the Air Freight business achieved several key developments, including securing additional direct cargo-space allocations with airlines, obtaining certification for the air transport of dangerous goods, and expanding into new higher value-added cargo categories. In addition, the collaboration between the Company and ASL helped reduce air freight costs and significantly increase the volume of cargo referred between the two entities.

Logistics Support

In the second quarter of 2026, the Company recorded revenue from the Logistics Support business of THB 69 million, an increase of THB 22 million or 47% from the same period last year, and for the six-month period of 2026, revenue was THB 132 million, an increase of THB 38 million or 40% from the same period last year. This segment continues to grow steadily, helping to reduce the Company's reliance on revenue from the Sea Freight business.

During the period, the Company opened a new free-zone warehouse with an area of 2,760 square metres near Laem Chabang Port, Chonburi Province, and launched a Temperature Control Room, maintained at 20–25 degrees Celsius, within the free-zone warehouse from April 2026, to serve cargo requiring specific temperature control. Combined with the general warehouse facilities recognized under the Sea Freight segment, the Company's total warehouse portfolio now comprises 9 buildings with a total leasable area of 43,584 square metres. In addition, the Road Freight business, operated by Inter Connections Logistics Co., Ltd. ("ICL"), a subsidiary of the Company, took delivery of 5 new head tractors on 9 April 2026, bringing its fleet to 20 trucks and increasing the proportion of shipments carried by the Company's own trucks, which earn a higher margin than subcontracted trucks. The Customs Brokerage business also continued to be a service line with a gross margin significantly above the Company's other business lines, with steady volume growth during the period.

Other income

In the second quarter of 2026, other income was THB 4 million, an increase of THB 3 million from the same period last year, while for the six-month period of 2026, other income was THB 6 million, a decrease of THB 6 million or 52% from the same period last year. This was mainly because, in the first half of 2025, the Company recognized a one-time gain on the disposal of assets (land) and a gain on disposal of financial assets totaling approximately THB 8 million, resulting in an unusually high base for other income in the prior-year period.

Cost of Services and Gross Profit

Statement of comprehensive income	Q2/2025	Q1/2026	Q2/2026	YoY		QoQ	
Unit : Million Baht				Change		Change	
Service income	689	599	800	112	16%	202	34%
Cost of services	584	499	688	105	18%	190	38%
Gross Profit	105	100	112	7	7%	12	12%
Gross Profit Margin	15.2%	16.7%	14.0%				

Statement of comprehensive income Unit : Million Baht	1H/2025	1H/2026	YoY Change	
Service income	1,496	1,399	(97)	(7%)
Cost of services	1,276	1,187	(89)	(7%)
Gross Profit	220	212	(8)	(4%)
Gross Profit Margin	14.7%	15.1%		

In the second quarter of 2026, the cost of services was THB 688 million, an increase of THB 105 million or 18% from the same period last year, consistent with the increase in volume and service income, and for the six-month period of 2026, the cost of services was THB 1,187 million, a decrease of THB 89 million or 7% from the same period last year, consistent with the decline in Sea Freight revenue in line with freight-rate conditions.

In the second quarter of 2026, gross profit was THB 112 million, an increase of THB 7 million or 7% from the same period last year, with a gross profit margin of 14.0%, down from 15.2% in the same period last year and from 16.7% in the previous quarter, as freight rates rose sharply toward the end of the quarter faster than the Company was able to pass the increase through to customers. However, for the six-month period of 2026, gross profit was THB 212 million, a decrease of only THB 8 million or 4% from the same period last year, while the gross profit margin improved to 15.1% from 14.7% in the same period last year, reflecting effective cost management, a higher proportion of revenue from higher-margin services, and continuous operational improvements.

Selling Expenses

In the second quarter of 2026, selling expenses were THB 35 million, an increase of THB 3 million or 8% from the same period last year, consistent with the increase in volume and gross profit, together with higher marketing and customer-entertainment expenses incurred to maintain customer relationships amid heightened competition for cargo space. However, for the six-month period of 2026, selling expenses were THB 64 million, a decrease of THB 4 million or 6% from the same period last year, resulting from the restructuring of commission payments to sales staff and sales agents to be more closely aligned with operating performance.

Administrative expenses

In the second quarter of 2026, administrative expenses were THB 65 million, an increase of THB 10 million or 18% from the same period last year, and a decrease of THB 2 million or 3% from the previous quarter, and for the six-month period of 2026, administrative expenses were THB 132 million, an increase of THB 22 million or 20% from the same period last year, mainly due to:

- The consolidation of newly invested subsidiaries, namely ASL, consolidated since September 2025, and WLT, consolidated since January 2026, for which there is no comparable expense base in the same period last year.
- Higher personnel costs in line with headcount growth to support business expansion in warehousing, road freight, customs brokerage, and the expansion of the Company's overseas network.
- An increase in expected credit losses (ECL) of THB 5 million for the six-month period of 2026, compared with a reversal of THB 1 million in the same period last year, consistent with the increase in trade receivables in line with business volume and provisions made for long-outstanding receivables, for which the Company has initiated legal proceedings.
- Higher depreciation and amortization following the go-live of the SAP S/4HANA and Freight Cloud systems under Project VOYA on 5 May 2026, which are recognized as intangible assets, together with depreciation on ISO Tank containers acquired in mid-2025.
- Costs of maintaining information technology systems, software licensing fees, and operating costs for newly opened warehouses.

The Company continues to prioritize disciplined cost control, and during the period reduced certain non-essential operating expenses, which partially offset the increase in other expenses.

Finance cost

In the second quarter of 2026, finance cost was THB 4 million, an increase of THB 1 million or 36% from the same period last year, and for the six-month period of 2026, finance cost was THB 7 million, an increase of THB 2 million or 31% from the same period last year, mainly due to higher interest expense on lease liabilities under the financial reporting standard on leases, following the renewal of warehouse leases and the lease of a new warehouse in May 2026, as well as leases of equipment and ISO Tank containers. The Company's finance cost is almost entirely interest recognized on lease liabilities, and not interest on borrowings from financial institutions.

Share of Profit from Investment in Joint Ventures

In the second quarter of 2026, the Company recognized a share of profit from investment in joint ventures of THB 0.6 million, compared with a share of loss of THB 0.02 million in the same period last year, and for the six-month period of 2026, the Company recognized a share of profit of THB 1.5 million, up from THB 0.2 million in the same period last year. This was mainly attributable to Sino Worldwide Logistics (Malaysia) Sdn. Bhd., which contributed THB 1.8 million as its volume and gross margin improved significantly, partly offset by a share of loss from Sino Worldwide Logistics Vietnam Co., Ltd. of THB 0.3 million, which remains in the process of restructuring its operations.

Net Profit

In the second quarter of 2026, the Company recorded a net profit of THB 10 million, a decrease of THB 3 million or 22% from the same period last year, representing a net profit margin of 1.2%, compared with 1.8% in the same period last year. Although revenue grew by 16%, the gross profit margin declined due to the rapid rise in freight costs, together with higher administrative expenses to support business expansion. Profit attributable to owners of the Company was THB 10 million.

For the six-month period of 2026, the Company recorded a net profit of THB 12 million, a decrease of THB 28 million or 70% from the same period last year, representing a net profit margin of 0.8%, compared with 2.6% in the same period last year, mainly due to:

- The average ocean freight rate for the six-month period declining by approximately 28% from the same period last year, particularly in the first quarter when the market remained subdued amid uncertainty over trade measures.
- The absence of the one-time gain on disposal of assets recognized in the first quarter of 2025.
- An increase in administrative expenses of THB 22 million in line with business expansion and investment in information technology.
- Start-up losses at WLT, the Company's subsidiary in the United States, which is still in the process of building its own customer base and sales team, while personnel costs represent a fixed cost during this early stage. Non-controlling interests recognized a share of this loss amounting to THB 0.9 million.

Nevertheless, the significant recovery in operating performance in the second quarter, with net profit increasing by THB 8 million or 486% from the previous quarter, reflects the recovering business trend and the Company's ability to accommodate higher volume.

Financial Position

Consolidated Statement of Financial Position	December 31, 2025		June 30, 2026		Change	
	THB million	%	THB million	%	THB million	%
Total assets	1,379	100%	1,657	100%	278	20.2%
Total liabilities	485	35%	780	47%	295	60.9%
Total shareholder's equity	894	65%	878	53%	(16)	(1.8%)

Assets

As of December 31, 2025 and June 30, 2026, the Company's total assets were THB 1,379 million and THB 1,657 million, respectively, an increase of THB 278 million or 20.2% from the end of 2025, mainly due to the following changes:

Current assets amounted to THB 1,223 million, an increase of THB 214 million from the end of 2025, mainly due to an increase in trade and other receivables of THB 225 million and prepaid service expenses of THB 115 million, a direct result of the sharp increase in volume and freight rates during May–June 2026, partly offset by a decrease in cash and cash equivalents of THB 137 million, reflecting the use of working capital to support business expansion, dividend payments, and the repayment of lease liabilities. Other current financial assets, representing investments in fixed-income open-end funds, remained broadly stable at THB 301 million. Combining cash and cash equivalents with other current financial assets, the Company maintained total liquidity of THB 428 million.

Non-current assets amounted to THB 435 million, an increase of THB 64 million from December 31, 2025, mainly due to an increase in right-of-use assets of THB 55 million, following the renewal of existing warehouse leases and the lease of a new warehouse during the period, and an increase in intangible assets of THB 9 million, reflecting investment in the SAP S/4HANA and Freight Cloud systems, which went live on 5 May 2026.

Liabilities

As of December 31, 2025 and June 30, 2026, the Company's total liabilities were THB 485 million and THB 780 million, respectively, an increase of THB 295 million or 60.9% from the end of 2025, mainly due to the following changes:

Current liabilities amounted to THB 600 million, an increase of THB 261 million from the end of 2025, mainly due to an increase in deferred revenue of THB 127 million, representing revenue already invoiced but not yet earned as of period-end and expected to be recognized within 2 months, reflecting the high level of work in progress entering the third quarter, and an increase in trade and other payables of THB 101 million, consistent with business expansion, together with an increase in the current portion of lease liabilities of THB 24 million.

Non-current liabilities amounted to THB 180 million, an increase of THB 34 million from December 31, 2025, mainly due to an increase in lease liabilities of THB 31 million, following the renewal and addition of warehouse leases during the period.

The increase in total liabilities was almost entirely attributable to liabilities arising from the Company's ordinary course of business (trade payables and deferred revenue) and lease liabilities. As of June 30, 2026, the Company had no borrowings from financial institutions.

Shareholder's equity

As of December 31, 2025 and June 30, 2026, the Company's total shareholders' equity was THB 894 million and THB 878 million, respectively, a decrease of THB 16 million or 1.8% from the end of 2025, mainly due to the dividend payment for the 2025 operating results of THB 30 million, or THB 0.028846 per share, as approved by the Annual General Meeting of Shareholders on 24 April 2026, partly offset by profit for the period attributable to owners of the Company of THB 12 million and an increase in non-controlling interests from a capital increase at WLT during the period.

Key Financial Ratios

Profitability Ratios	Q2/2025	Q2/2026	1H/2025	1H/2026
Gross Profit Margin (%)	15.2%	14.0%	14.7%	15.1%
Operating Profit Margin (%)	2.7%	2.0%	3.6%	1.5%
Net Profit Margin (%)	1.8%	1.2%	2.6%	0.8%

Liquidity and Capital Structure Ratios	December 31, 2025	June 30, 2026
Current Ratio (times)	2.98	2.04
Total Liabilities to Equity Ratio (times)	0.54	0.89
Interest-Bearing Debt to Equity Ratio (times)	0.20	0.26

Remark: Interest-bearing debt comprises lease liabilities and long-term loans from external parties; the Company has no borrowings from financial institutions.

The change in the current ratio and the debt-to-equity ratio resulted from the expansion of working capital in line with higher business volume toward the end of the period, and an increase in lease liabilities from the expansion of warehouse space, rather than from additional financial borrowings. The Company continues to maintain a strong liquidity position and capital structure.

Factors That May Affect Future Operations or Growth

1. Freight Rate Volatility and Capacity Availability
   The Company's core revenue is derived from the Sea Freight business, which may be affected by fluctuations in freight rates and international trade volumes. Freight rates depend on global supply-demand dynamics, geopolitical factors, and capacity management strategies of shipping lines. To mitigate such volatility, the Company focuses on route diversification, expansion into new markets, and increasing the proportion of value-added services such as ISO Tank and Logistics Support, in order to stabilize revenue streams.
2. Geopolitical Uncertainty
   Conflicts in certain regions, such as the war in the Middle East, Red Sea disruptions, or the Strait of Hormuz, may result in shipping lines adjusting routes, leading to extended transit times and increased transportation costs. At the same time, international trade tensions may impact global trade volumes in certain periods. The Company closely monitors developments and maintains relationships with multiple shipping lines to mitigate risks related to space availability and cost fluctuations.
3. Economic Conditions of Key Trading Partners
   Economic conditions and interest rate trends in major trading partner countries, particularly the United States, may influence export volumes and demand for logistics services. Although short-term volatility may persist, the gradual recovery in global trade remains a supportive factor over the medium term.
4. Foreign Exchange Fluctuations
   A portion of the Company's revenue and costs is denominated in foreign currencies, particularly U.S. dollars. Exchange rate fluctuations may affect reported revenue, costs, and profitability. The Company manages such risks through selective use of forward foreign exchange contracts and by aligning revenue and expense structures in the same currency (natural hedge), thereby reducing exposure to currency volatility.

Strategy and Outlook

The Company remains focused on increasing the proportion of revenue from businesses with continuity and value-added characteristics, such as warehousing, Logistics Support, and integrated logistics services, alongside the development of technology systems and the Freight Cloud platform to enhance operational efficiency and support the Company's long-term business growth. In addition, the Company remains focused on building synergy among businesses within the Group, across Sea Freight, Air Freight, and Multimodal Transport segments, in order to strengthen competitive capabilities and expand the customer base over the long term.

Subsequent Events

On 6 August 2026, the Company's Board of Directors approved the payment of an interim dividend to shareholders from the Company's retained earnings as of 30 June 2026, at the rate of THB 0.014423 per share, totaling THB 15 million.

Sincerely yours

(Mr. Nanmanus Witthayasakpant)

Chief Executive Officer