

14 November 2025

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Subject Management Discussion and Analysis for the 3<sup>rd</sup> quarter of 2025 and the 9-months period of 2025

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 3<sup>rd</sup> quarter of 2025 and the 9-months period of 2025, as follows:

### Business Overview

In the 3rd quarter of 2025, the Company recorded total revenue of THB 744 million, a decrease of 46% year-on-year due to persistently low freight rates and the slower-than-normal recovery in cargo volume on certain trade lanes. Nevertheless, compared to the previous quarter, revenue increased by 8% quarter-on-quarter, supported by improving shipment volumes, particularly in the Sea Freight segment where customer orders began to pick up. Revenue from supporting services, such as Logistics Support and Air Freight, also continued to grow in line with rising customer demand for value-added services.

For the nine-month period of 2025, the Company generated total revenue of THB 2,252 million, a decrease of 22% from the same period last year. The decline was primarily attributable to softer revenue from the Sea Freight segment, which was impacted by lower freight rates and the slow recovery in global trade. Nonetheless, revenue from high-margin service categories continued to increase, especially Logistics Support, which grew by 58% year-on-year and helped diversify the Company's revenue mix.

The Company maintained effective cost management throughout the period. Gross profit margin in the 3rd quarter stood at 16%, improving from 15% in the 2nd quarter of 2025 and from 14% in the same period last year. Despite lower Sea Freight revenue, the Company benefited from lower freight-related expenses and improved cost efficiency, resulting in a stronger unit margin.

In the 3rd quarter of 2025, the Company recorded a net profit of THB 21 million, down from THB 37 million in the same period last year but significantly higher than the THB 13 million recorded in the previous quarter. The net profit margin for the quarter was 2.8%, supported by the improvement in gross profit margin and well-managed operating expenses.

For the nine-month period, the Company reported a total net profit of THB 60 million, compared to THB 55 million in the same period last year, representing a net profit margin of 2.7%. The performance reflects effective cost control and operational discipline despite a decline in total revenue caused by global freight market adjustments.

The Company remains focused on enhancing integrated logistics services and strengthening its competitiveness through service quality, speed, shipment visibility, and value-added solutions. At the same time, the Company continues to expand strategic partnerships across the region to support both domestic and international customers as market conditions gradually show signs of recovery.

**Financial Performance**

Statement of comprehensive income				YoY		QoQ	
Unit : Million Baht		Q3/2024	Q2/2025	Q3/2025	Change	Change	
Service income		1,375	689	742	(633)	53	8%
Other income		1	1	2	1	1	97%
<b>Total revenues</b>		<b>1,376</b>	<b>689</b>	<b>744</b>	<b>(632)</b>	<b>54</b>	<b>8%</b>
Cost of services		1,188	584	622	(565)	39	7%
Selling expenses		47	32	35	(12)	3	8%
Administrative expenses		51	55	58	8	4	7%
Loss (Gain) on Exchange		40	0	0	(40)	0	-
<b>Total expenses</b>		<b>1,326</b>	<b>671</b>	<b>716</b>	<b>(611)</b>	<b>45</b>	<b>7%</b>
<b>Operating Profit</b>		<b>50</b>	<b>19</b>	<b>28</b>	<b>(22)</b>	<b>9</b>	<b>48%</b>
Share of profit from investment in Joint Venture		0	0	1	1	1	-7200%
Finance Income		0	0	0	0	0	-63%
Finance Cost		3	3	3	0	0	7%
<b>Profit before income tax expenses</b>		<b>47</b>	<b>16</b>	<b>26</b>	<b>(20)</b>	<b>10</b>	<b>60%</b>
Income tax expenses		9	4	5	4	-1	33%
<b>Profit for the period</b>		<b>37</b>	<b>13</b>	<b>21</b>	<b>(16)</b>	<b>9</b>	<b>67%</b>

Statement of comprehensive income				YoY	
Unit : Million Baht		9M/2024	9M/2025	Change	
Service income		2,884	2,238	(646)	(22%)
Other income		4	14	10	168%
<b>Total revenues</b>		<b>2,888</b>	<b>2,252</b>	<b>(636)</b>	<b>(22%)</b>
Cost of services		2,512	1,899	(614)	(24%)
Selling expenses		102	103	1	1%
Administrative expenses		155	168	13	9%
Loss (Gain) on Exchange		40	-	-	-
<b>Total expenses</b>		<b>2,809</b>	<b>2,170</b>	<b>(639)</b>	<b>(23%)</b>
<b>Operating Profit</b>		<b>79</b>	<b>82</b>	<b>3</b>	<b>4%</b>
Share of profit from investment in Joint Venture		0	1	1	3002%
Finance Income		-	1	1	-
Finance Cost		10	8	(2)	(21%)
<b>Profit before income tax expenses</b>		<b>69</b>	<b>76</b>	<b>7</b>	<b>9%</b>
Income tax expenses		14	16	2	11%
<b>Profit for the period</b>		<b>55</b>	<b>60</b>	<b>5</b>	<b>9%</b>

## Financial Performance Analysis

### Service Income

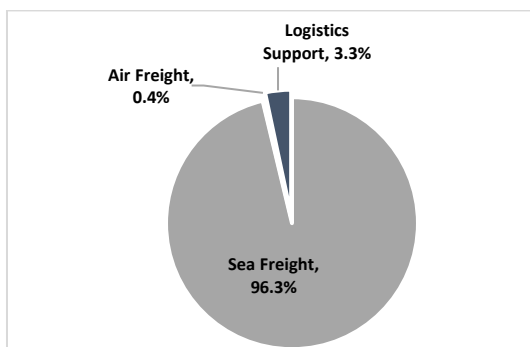
In the 3rd quarter of 2025, the service income was THB 742 million, a decrease of THB 633 million or 46% from the same period of 2024. For the nine-month period of 2025, service income amounted to THB 2,238 million, a decrease of THB 646 million or 22% from the same period of the previous year. The decline was primarily driven by lower revenue from the Sea Freight segment, which is the Company's core business, as freight rates continued to decrease from the previous quarter. In addition, the slowdown in exports from China to the United States, coupled with the impact of U.S. retaliatory tariff measures on certain Thai exports, resulted in a contraction in export volumes for several product categories during the quarter.

For the 3rd quarter and nine-month periods of 2024 and 2025, the Company's service income was classified into the following types of services:

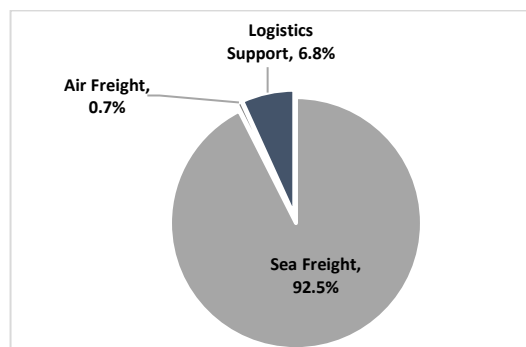
Service Income Unit : Million Baht	Q3/2024	Q2/2025	Q3/2025	YoY		QoQ	
				Change		Change	
■ Sea Freight Service	1,340	638	677	(663)	(49%)	39	6%
■ Air Freight Service	4	3	7	3	75%	4	133%
■ Logistics support Service	31	47	58	27	87%	11	23%
<b>Total Service income</b>	<b>1,375</b>	<b>688</b>	<b>742</b>	<b>(633)</b>	<b>(46%)</b>	<b>54</b>	<b>8%</b>

Service Income Unit : Million Baht	9M/2024	9M/2025	YoY	
			Change	
■ Sea Freight Service	2,776	2,071	(705)	(25%)
■ Air Freight Service	12	15	3	25%
■ Logistics support Service	96	152	56	58%
<b>Total Service income</b>	<b>2,884</b>	<b>2,238</b>	<b>(646)</b>	<b>(22%)</b>

Service income structure 9M/2024



Service income structure 9M/2025



Remark: Percentage of Service income

## Other income

In the 3rd quarter of 2025, the other income was THB 1 million, an increase of THB 1 million or 98% from the same period of the previous year. For the nine-month period of 2025, other income totaled THB 14 million, an increase of THB 9 million or 168% year-on-year. The increase was mainly attributable to a one-time gain recognized from the sale of land in the 1st quarter of 2025.

Cost of services	Q3/2024	Q2/2025	Q3/2025	YoY		QoQ	
Unit : Million Baht				Change		Change	
Service income	1,375	689	742	(633)	(46%)	53	8%
Cost of services	1,188	584	622	(565)	(48%)	39	7%
<b>Gross Profit</b>	<b>187</b>	<b>105</b>	<b>120</b>	<b>(67)</b>	<b>(36%)</b>	<b>14</b>	<b>14%</b>
<b>Gross Profit Margin</b>	<b>14%</b>	<b>15%</b>	<b>16%</b>				

Cost of services	9M/2024	9M/2025	YoY	
Unit : Million Baht			Change	
Service income	2,884	2,238	(646)	(22%)
Cost of services	2,512	1,899	(614)	(24%)
<b>Gross Profit</b>	<b>372</b>	<b>339</b>	<b>(33)</b>	<b>(9%)</b>
<b>Gross Profit Margin</b>	<b>13%</b>	<b>15%</b>		

## Cost of services

In the 3rd quarter of 2025, the cost of services were THB 622 million, a decrease of THB 565 million or 48% from the same period of the previous year. For the nine-month period of 2025, cost of services amounted to THB 1,899 million, representing a decrease of THB 614 million or 24% year-on-year. The decline was mainly driven by lower costs in the Sea Freight segment, in line with the downward movement in freight rates, which remained soft throughout the period.

## Gross Profit

In the 3rd quarter of 2025, the gross profit was THB 120 million, a decrease of THB 67 million or 36% from the same period last year. For the nine-month period of 2025, gross profit totaled THB 339 million, a decrease of THB 33 million or 9% year-on-year. The decrease was primarily attributable to lower freight-related costs, while the Company continued to maintain service pricing effectively in line with market conditions, enabling the Company to sustain a healthy gross profit margin throughout the period.

## Selling Expenses

In the 3rd quarter of 2025, the selling expenses were THB 35 million, a decrease of THB 12 million or 26% from the same period of the previous year. The decline was in line with lower revenue and gross profit from the Sea Freight segment, which remained below last year's level. As a result, commissions paid to sales personnel and sales agents decreased accordingly. Although shipment volume improved from the previous quarter, overall revenue

remained significantly lower than in the 3rd quarter of 2024, enabling the Company to maintain selling expenses at a well-controlled level.

For the nine-month period of 2025, selling expenses amounted to THB 103 million, which was comparable to the THB 103 million recorded in the same period of the previous year. Commission-related expenses continued to vary in line with quarterly revenue and gross profit performance. While total revenue declined during the nine-month period, the proportion of revenue from higher-margin support services—such as Logistics Support and Air Freight—continued to increase, keeping selling expenses aligned with the Company's revenue structure and operating performance.

#### **Administrative expenses**

In the 3rd quarter of 2025, the administrative expenses were THB 58 million, an increase of THB 8 million or 16% from the same period of the previous year. The increase was attributable to higher personnel-related expenses and costs associated with supporting business expansion within the ASEAN region, as well as additional investments in information technology to enhance internal systems and improve service quality. Despite the increase, administrative expenses remained at a level appropriate for the Company's revenue base and business structure.

For the nine-month period of 2025, administrative expenses totaled THB 168 million, an increase of THB 1 million or 9% from the same period last year. The increase was mainly driven by ongoing investments in internal system development and personnel to support the Company's expansion into new service areas and international markets. Additionally, the Company incurred certain operating costs required to manage business activities during a period of heightened market volatility. Nonetheless, the Company continued to exercise prudent cost management, ensuring that administrative expenses remained consistent with its long-term growth strategy.

#### **Finance cost**

In the 3rd quarter of 2025, finance costs was THB 3 million, which was in line with the same period of the previous year, as the Company did not incur any additional financial borrowings. The finance costs mainly comprised interest expenses recognized under lease liabilities, particularly those related to ISO tank and equipment lease agreements.

For the nine-month period of 2025, finance costs amounted to THB 8 million, a decrease of THB 2 million or 21% from the same period last year. The decrease was primarily attributable to the gradual reduction of interest expenses on lease liabilities as contracts matured, together with effective management of lease agreements and related assets. All of the Company's finance costs are interest expenses recognized under lease accounting standards, rather than interest from financial borrowings, reflecting a strong financial position with no exposure to interest rate risks from bank loans.

## Net Profit

In the 3rd quarter of 2025, the Company had a net profit of THB 21 million, a decrease of THB 16 million from the same period last year due to lower revenue from the Sea Freight segment. Nevertheless, the net profit margin for the quarter improved to 2.8%, up from 2.7% in the 3rd quarter of the previous year, reflecting effective cost management particularly lower freight-related costs and other operating expenses in line with market conditions despite total revenue not yet returning to prior-year levels.

For the nine-month period of 2025, the Company achieved a net profit of THB 60 million, an increase of THB 5 million or 9% from the same period last year. The net profit margin improved from 1.9% in the first nine months of 2024 to 2.7% in the same period of 2025. The improvement was driven by:

- A reduction in freight costs, which supported stronger gross profit margins;
- Effective management of selling and administrative expenses; and
- Improved share of profit from joint ventures during the 3rd quarter.

Although total revenue declined due to global trade conditions and softer freight rates, the overall performance continues to demonstrate the Company's ability to manage costs and control expenses efficiently during a period of gradual market recovery.

## Financial Position

Consolidated Statement of Financial Position	December 31, 2024		September 30, 2025		Change	
	THB million	%	THB million	%	THB million	%
Total assets	1,436	100%	1,329	100%	(107)	(7%)
Total liabilities	517	36%	444	3%	(73)	(14%)
Total shareholder's equity	919	64%	884	67%	(35)	(4%)

## Assets

As of December 31, 2024, and September 30, 2025, the Company's total assets were THB 1,436 million and THB 1,329 million, respectively. As of September 30, 2025, total assets decreased by THB 107 million or 7% compared to the year-end 2024. The decrease in total assets was mainly attributable to:

- (1) a decrease in cash and cash equivalents of THB 62.23 million, (2) a decrease in trade and other receivables of THB 85.25 million, reflecting softer business volumes and improved collection efficiency, and (3) a reduction in short-term loans to related parties. However, certain asset categories increased during the period, including: (1) other current financial assets, which increased by THB 50.02 million, and (2) deferred tax assets, which increased to THB 9.15 million.

## Liabilities

As of December 31, 2024, and September 30, 2025, the Company's total liabilities were THB 517 million and THB 444 million, respectively. As of September 30, 2025, total liabilities decreased by THB 73 million or 14%

compared to the year-end 2024. The decline in total liabilities was primarily due to: (1) a decrease in trade and other payables from THB 168.55 million to THB 145.87 million, in line with lower business volume during the quarter, (2) a decrease in deferred revenue from THB 168.79 million to THB 61.72 million as revenue was recognized upon contract completion

#### **Shareholder's equity**

As of December 31, 2024, and September 30, 2025, the Company's total shareholders' equity was THB 919 million and THB 884 million, respectively. As of September 30, 2025, shareholders' equity decreased by THB 35 million or 4% compared to the year-end 2024. The decrease in shareholders' equity during the nine-month period was mainly due to the interim dividend payment in the second quarter of 2025, while the accumulated net profit increased at a slower pace than dividend distributions. Nevertheless, the Company continued to generate positive earnings throughout the first nine months of 2025, supporting a healthy capital structure.

#### **Strategy and Outlook**

The Company remains focused on sustainable growth by expanding value-added services based on its core business, such as warehousing, domestic transportation, and logistics documentation management. In addition, the Company continues to implement internal IT systems to enhance operational efficiency and ensure long-term readiness for industry transformation.

The Company is currently progressing with its 2025 strategic plan, which includes:

- Investment in technology and the Freight Cloud System,
- Expansion of air freight services through strategic partnerships, and
- Creating synergy across the Sea Freight and Multimodal business units to improve service efficiency.

Meanwhile, the Company continues to closely monitor geopolitical developments and global economic trends to proactively manage risks and adjust strategies accordingly.

Sincerely yours

(Mr. Nanmanus Witthayasakpant)

Chief Executive Officer