

Management Discussion and Analysis Quarter 1 Ending 31 Mar 2025

In the first quarter of 2025, the Company reported a net profit growth of 4.6% compared to the same period of the previous year. This substantial increase was primarily attributable to the recognition of revenue and profit from the Supply Chain Solutions segment, derived from long-term contractual agreements with clients. Additionally, the cross-border land transportation segment recorded higher revenue and profit, supported by increased transportation volumes. The Company achieved this performance amid a broader economic slowdown and a decline in import-export activities. This reflects the Company's effective strategic growth management and the strength of its international network, which has enhanced its competitive advantage. These factors have enabled the Company to expand into new markets and deliver greater value through efficient and reliable logistics services for its clients.

Executive Summary of Company Performance

Unit : million baht

Profit and loss statement	Q1/2024	Q4/2024	Q1/2025	% YOY	%QOQ
Service income	963	931	1,060	10.1%	13.8%
Gross profit	184	99	199	7.9%	101.8%
Other income	14	9	5	-55.8%	-31.2%
Selling expenses	24	26	30	25.1%	17.3%
Administrative expense	112	145	105	-6.4%	-27.7%
Finance cost	1	1	1	0%	0%
Income tax expense	12	2	5	-59.5%	206.7%
Profit for the period	48	-66	64	32.2%	197.2%
Profit Sharing					
Equity Attributable to The Company's Shareholders	39	-34	56	45.7%	267.2%
Equity Attributable to Non-Controlling Interests of Subsidiaries	10	-32	8	-21.3%	123.9%
Gross Profit Margin	19.2%	10.6%	18.8%	-0.4%	8.2%
Net Profit Margin	4%	-3.6%	5.3%	1.3%	8.9%

In the first quarter of 2025, the Company recorded service revenue of THB 1,060 million, representing an increase of THB 97 million or 10.1% compared to the same period of the previous year, and an increase of THB 129 million or 13.8% from the fourth quarter of 2024. The year-over-year growth in service revenue was mainly driven by a 34.8% increase in revenue from the Supply Chain Solutions segment, and an 18.2% increase in revenue from cross-border land transportation services. Additionally, revenue from sea freight services grew modestly by 3.9%.

In the first quarter of 2025, the Company recorded selling and administrative expenses of THB 135 million, representing a decrease of THB 1 million or 1% compared to the same period of the previous year, and a decrease of THB 36 million or 21% from the fourth quarter of 2024. The decrease compared to the previous quarter was primarily due to the one-time administrative expenses incurred in Q4/2024, related to the establishment of WICE Global Road Solutions Pte. Ltd. and

WICE Logistics Laos Sole Co., Ltd. Furthermore, in Q4/2024, the Company made a full provision for doubtful accounts related to loans granted to a start-up company, which was a one-off expense during that period.

In the first quarter of 2025, the Company reported a net profit of THB 56 million, representing an increase of THB 18 million or 45.7% compared to the same period of the previous year, and an increase of THB 90 million or 267.2% from the fourth quarter of 2024. The significant improvement in net profit was primarily driven by increased revenue compared to both the previous year and the preceding quarter. In addition, the Company demonstrated enhanced profitability, with a net profit margin of 5.29% in Q1/2025, an improvement from 3.96% in Q1/2024 and -3.58% in Q4/2024.

Performance by Business Unit

Unit : million baht

Service Income	Q1/2024	Q1/2025	Diff	% YOY
Sea Freight	334	347	13	3.9%
Air Freight	266	210	-57	-21.3%
Cross Border Service	280	331	51	18.2%
Supply Chain Solutions	174	234	61	34.8%
Total	963	1,060	97	10.1%

Unit : million baht

Gross Profit	Q1/2024	Q1/2025	Diff	% YOY
Sea Freight	76	79	3	4%
Air Freight	57	37	-20	-34.7%
Cross Border Service	37	48	11	30.7%
Supply Chain Solutions	15	35	19	125.1%
Total	184	198	14	7.6%

1. Sea Freight

In the first quarter of 2025, revenue from sea freight services totaled THB 347 million, representing an increase of THB 13 million or 3.9% compared to the same period of the previous year. This growth was driven by an increase in shipment volumes on new routes from China to Singapore, resulting from the Company's strategic expansion in collaboration with major clients. Gross profit for the quarter amounted to THB 79 million, an increase of THB 3 million or 4% year-on-year. The gross profit margin for Q1/2025 remained unchanged at 22.7% compared to the same period of the previous year.

2. Air Freight

In the first quarter of 2025, revenue from air freight services amounted to THB 210 million, representing a decrease of THB 57 million or 21.3% compared to the same period last year. Although the volume of air freight shipments increased by approximately 20% year-on-year, revenue declined due to intensified price competition. Gross profit for the quarter was THB 37 million, a decrease of THB 20 million or 34.7% compared to the same period last year. The gross profit margin for Q1/2025 stood at 17.6%, down 3.6 percentage points from the previous year.

3. Cross Border Service

In the first quarter of 2025, revenue from Cross Border Service amounted to THB 331 million, representing an increase of THB 51 million or 18.2% compared to the same period of the previous year. This growth was driven by higher transportation volumes, particularly from the steadily expanding temperature-controlled cargo segment since late 2024. Gross profit for the quarter was THB 48 million, an increase of THB 11 million or 30.7% year-on-year. The gross profit margin for Q1/2025 improved to 14.5%, up 1.4 percentage points compared to the same period last year.

4. Supply chain solutions

In the first quarter of 2025, revenue from the Supply Chain Solutions segment amounted to THB 234 million, representing an increase of THB 61 million or 34.8% compared to the same period of the previous year. This growth was driven by the addition of new businesses, continuing from Q4/2024, including domestic distribution services and warehouse management, particularly On-Site Warehouse Management contracts, which are long-term service agreements. Moreover, the fashion and retail industries have expanded, increasing demand for warehouse space in Bangkok and its metropolitan area. Gross profit for the quarter was THB 35 million, an increase of THB 19 million or 125.1% year-on-year, in line with the higher sales. The gross profit margin for Q1/2025 improved to 14.8%, up 5.9 percentage points from the same period last year.

Financial position analysis

Unit : million baht

Balance Sheet	31-03-2025	31-12-2024	+ / -	%
Cash and cash equivalents	408	346	62	17.9%
Trade and other receivables	948	938	10	1%
Other current assets	418	363	55	15.2%
Property, building and equipment	410	411	(1)	-0.3%
Right -of-user assets	225	224	1	0.3%
Goodwill	226	226	0	0%
Intangible asset	195	199	(4)	-2%
Other non-current assets	29	29	0	1.6%
Total Assets	2,859	2,736	123	4.5%

As of March 31, 2025, the Company's total assets amounted to THB 2,859 million, an increase of THB 123 million or 4.5% from THB 2,736 million as of December 31, 2024. This increase was primarily driven by a rise in cash generated from operating activities. Cash and cash equivalents stood at THB 408 million as of March 31, 2025, up THB 62 million or 17.9% from THB 346 million as of December 31, 2024. Additionally, investments in securities increased to THB 266 million as of March 31, 2025, compared to THB 235 million as of December 31, 2024, representing an increase of THB 31 million or 13.2%.

Unit : million baht

Balance Sheet	31-03-2025	31-12-2024	+ / -	%
Trade accounts payable	671	583	88	15.1%
Current portion of loan	138	154	(16)	-10.2%
Other current liabilities	31	36	(5)	-14.1%
Non-current portion of loan	166	146	21	14.1%
Other non-current liabilities	77	79	(1)	-1.9%
Total liabilities	1,083	996	87	8.7%
Balance Sheet	1,776	1,740	36	2.1%

As of March 31, 2025, the Company's total liabilities amounted to THB 1,083 million, an increase of THB 87 million or 8.7% from THB 996 million as of December 31, 2024. This increase was mainly due to higher accounts payable in line with the increased revenue. Accounts payable stood at THB 671 million as of March 31, 2025, up THB 88 million or 15.1% from THB 583 million as of December 31, 2024.

Management's Perspective on Trends and Strategies

Based on the operating results for Q1/2025, the Company demonstrated improved performance. Service revenue increased by 10% year-on-year and by 14% compared to Q4/2024, aligning with the Company's strategic plans. Revenue from cross-border land transportation grew by 18%, with a gross profit margin of 14.5%. The Company aims to enhance cost management efficiency, which is expected to significantly improve profitability. In the Supply Chain Solutions segment, revenue increased by 35%, with a gross profit margin of 14.8%. The Company focuses on providing value-added services to customers. According to the marketing strategy for this year, the Company plans to offer no less than 100,000 square meters of On-Site Warehouse Management services. Regarding the U.S. trade policy, the 90-day import tax grace period is seen as an opportunity, as customers may accelerate exports to the U.S., a route in which the Company has strong expertise in securing cargo space. Consequently, the Company expects shipment volumes to increase during this period. However, if the U.S. imposes higher import tariffs, thereafter, leading to reduced exports to the U.S., the Company has prepared risk management plans, including expanding into new markets within the Asia region. In line with the business plan for this year, the Company has established WICE Logistics Philippines Company Limited Inc. to support growth. The Company is confident that these management strategies will enable it to achieve the set objectives.