



**1Q2025**  
**OPPORTUNITY DAY**  
**May 28, 2025**



# COMPANY OVERVIEW

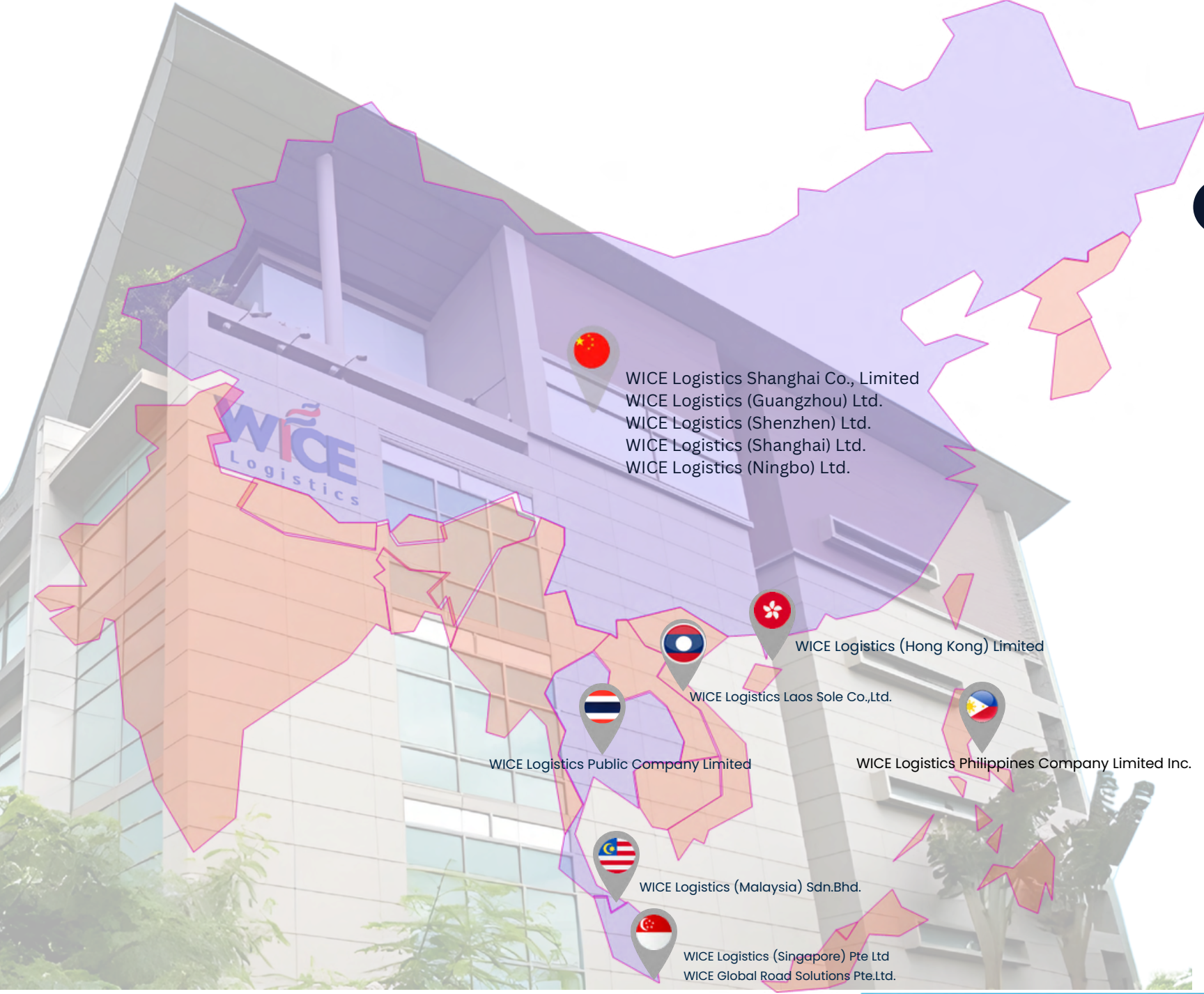
## WICE Logistics Public Company Limited

was established in 1993, As Thailand’s Leading 3rd Party Logistics Service and Solutions provider. We specialize in Worldwide Freight Management Services for Sea, Air and Cross Border Road-Rail Service including Supply Chain Solutions.

## ONE Stop-Service



16 Subsidiary Companies to support Worldwide Freight Management Services for Sea, Air and Cross Border Road-Rail Services and Supply Chain Solutions



## Strong Presence in ASIA’s top trading markets

- Thailand Office: Bangkok HQ and Laem Chabang Branch/ Operation: Airport, Bangna-Trad Km.18, Laem Chabang and Rayong
- Singapore, Malaysia (Kuala Lumpur, Joho Bahru, Penang)
- China (Guangzhou, Shenzhen, Shanghai, Ningbo)
- Hong Kong



Sea Freight



Air Freight



Cross Border Service



Supply Chain Solutions

We Deliver Values and Smart Solution



# 1Q2025 HIGHLIGHTS

To be a **Sustainable** supply chain partner connecting businesses **Globally**.

## WICE Overview: Continued Growth in 1Q2025

The first quarter of 2025, reporting service revenue of THB 1,060 million, a 10.1% increase year-over-year. Net profit surged to THB 56 million, representing a 45.7% increase from the same period last year.

## WICE Receives Outstanding Partner Award

Outstanding Partner Award” from Midea Refrigeration Equipment (Thailand) at an awards ceremony.

## WICE Green Initiative: Turning Plastic Bottles into Sustainable Workwear

WICE launched the “WICE Green Initiative”, transforming over 2,739 recycled plastic bottles into eco-friendly employee uniforms every year. This initiative follows the Circular Economy model turning waste into valuable resources while reducing plastic waste and carbon emissions.



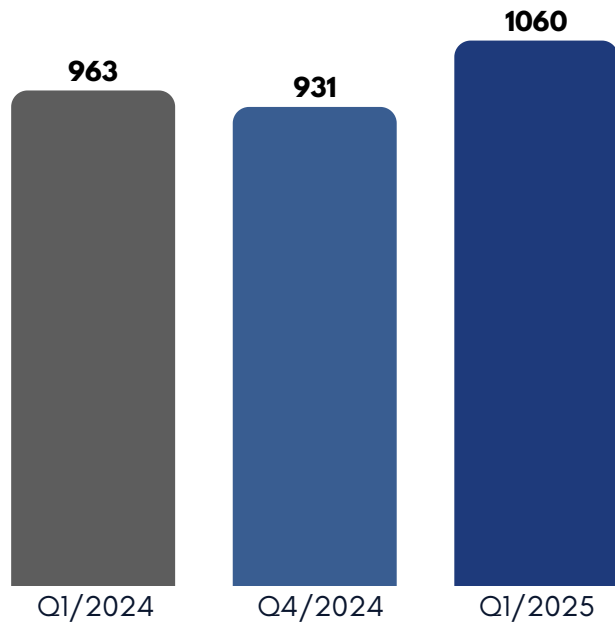


# Consolidated Performance : 1Q2025



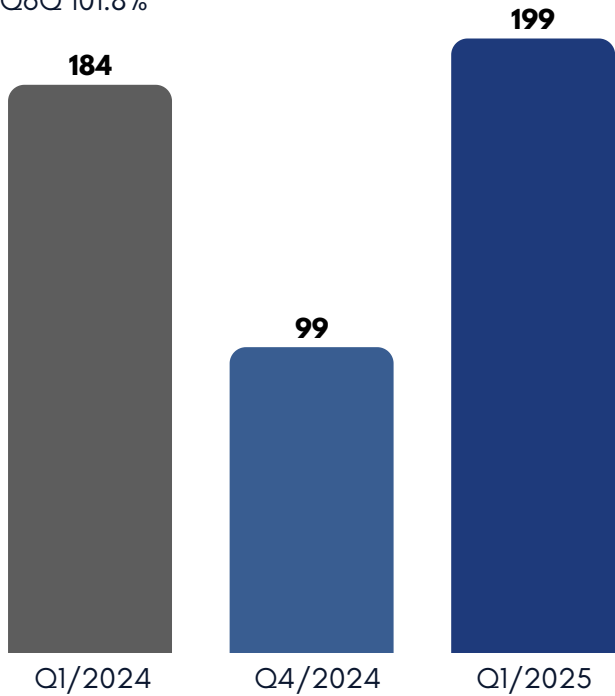
## Service income

YoY 10.1%  
QoQ 13.8%



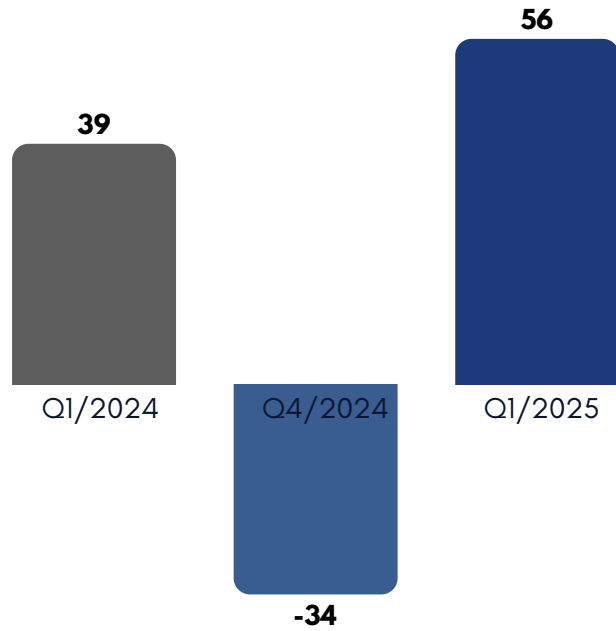
## Gross Profit

YoY 7.9%  
QoQ 101.8%

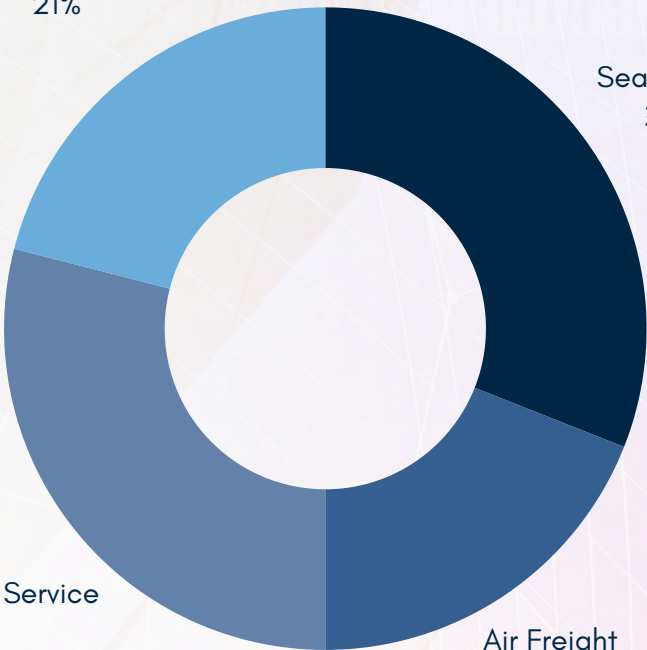


## Net Profit

YoY 45.7%  
QoQ 267.2%



Supply Chain Solution  
21%



Supply Chain Solution  
17%



Supply Chain Solution  
17%



Unit : MB

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# 1Q2025 vs 1Q2024 WICE Consolidated Performance (YoY)



Net Income +46%





# 1Q2025 vs 4Q2024 WICE Consolidated Performance (QoQ)



Net Income +267%





# Statement of Financial Position

## Assets

- The increase in cash was primarily driven by net cash inflows from operating activities.
- The Company has made additional investments in short-term securities.

## Liabilities & Equity

- Account payables have risen in alignment with the increase in revenue.
- Shareholders' equity has strengthened, attributable to the Company's net profit.

## Financial Position

Other non current Assets

Intangible Asset

Goodwill

Right of user Assets

Property , Building and Equipment

Other Current Assets

Trade and Other Receivables

Cash and Cash equivalents

2,859

4.5%

2,736

31 Mar 2025

31 Dec 2024

Shareholders' equity

Other non Current Liabilities

Non Current Portion of Loan

Other Current Liabilities

Current Portion of Loan

Trade Accounts Payble

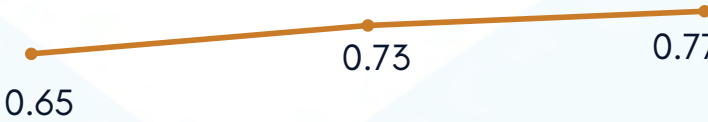


## Key Financial Ratios

Current Ratio (Times)



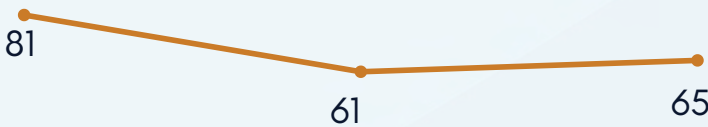
Debt /Equity Ratio (Times)



Average Collection Period (Day)



Payment Period (Day)

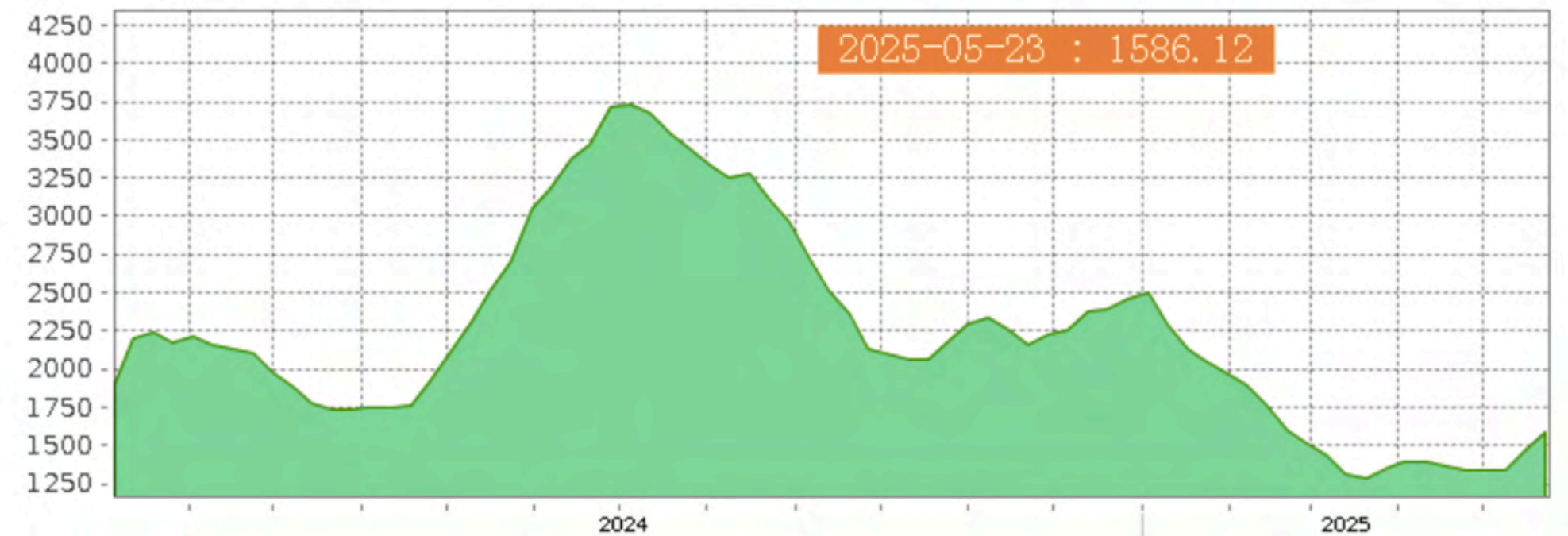


Unit : MB

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## Shanghai Containerized Freight Index in 2025



## Freight Rate outlook 2025

- The overall trend of the Shanghai Containerized Freight Index (SCFI), which reflects container shipping freight rates, has shown a slight recovery from its lowest point earlier in 2025. As of May 23, 2025, the index stands at 1,586.12.
- Meanwhile, freight rates have continued to rise steadily during the first quarter of 2025, partly driven by the impact of increasing U.S. tariff rates, which have prompted customers to expedite exports to avoid further cost escalation.



# Logistics Market Outlook 2025

## Asia on the Rise

Asia-Pacific is the fastest-growing logistics region, supported by manufacturing shifts (China+1), middle-class demand, and major trade frameworks like RCEP.

## Thailand's Strategic Role

With a projected market size of USD 53–68 billion, Thailand benefits from the EEC, customs reforms, and its rising role in auto parts, electronics, and cold-chain logistics.

## WICE Positioning

WICE leverages opportunities from China's production relocation to Thailand, ASEAN connectivity, tech investment, and ESG-aligned services to lead the next phase of regional logistics growth.



# WICE Strategic Direction



## Green Logistics Services

- The Green Logistics Service strategy (2025-2027) focuses on developing eco-friendly logistics solutions, achieving a 42%
- Scope 3 emissions reduction by 2030, and engaging 70% of suppliers in sustainability practices while ensuring customer
- Satisfaction and cost efficiency.



## Digital Platform

- Focusing on three key objectives to drive business growth and Productivity.
- Enhancing customer satisfaction long-term relationships.
  - Improving operational efficiency and productivity.
  - Increase market share



## Synergies & Leverage Network

- Strengthening our brand's network and enhancing our image to customers, market and other key stakeholders.
- Ensure greater competitiveness and consistency across all touchpoints, fostering a stronger connection with our customer focus group.



## Strategic Industry Positioning

- To position WICE as a true Market Master in the focus Industry (Semiconductor for example)
- To build incompletable innovative service solutions to exponentialize WICE business size in the focused industry globally



## Digital Literacy

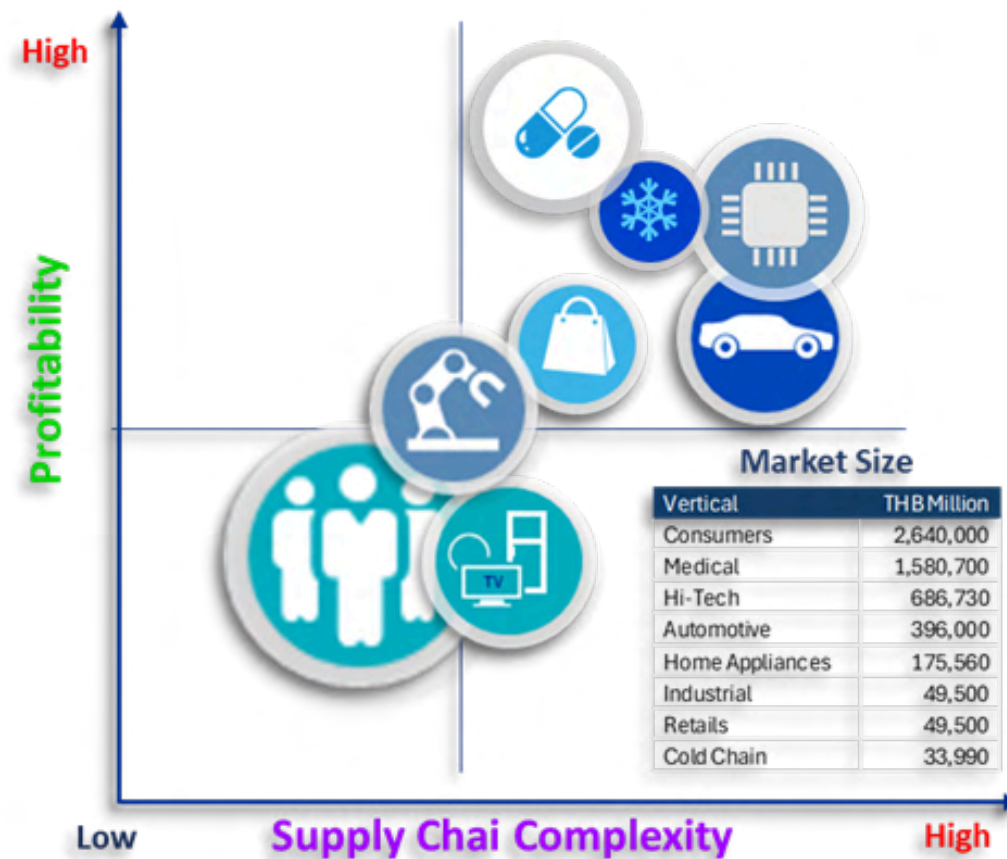
A strategic initiative to enhance WICE Logistics' internal digital capabilities, focusing on employee digital skill development, process automation, and data-driven operations.





# Sustainable Supply Chain Solutions Provider

Growth Direction



Positioning WICE Supply Chain Solutions towards Sustainable Growth as Industrial Leader  
Building pathway to become a sustainable market master in the focused industries which generate rapid and sustainable growth impact while enhancing our competitive advantage.

## Industrial Vertical Growth and Opportunities



## Offering Best-in-Class Industry Vertical Service Provider

### Fashion Retails

Medium-term Goal : Enlarge business scale

- No. of Customer
- More Product Categories
- ✓ Apparels
- ✓ Shoes & Bag
- ✓ Beauty & Cosmetic

Ultimate Goal : Full Solutions Suites  
Provider of the Top 3  
Thailand customers

Niche Goal : Premium WH Fulfillment Provider  
for Luxury and Mega Brands

### Home Appliances

Medium-term Goal : Enlarge business scale by build  
strong and competitive distribution  
network

- ✓ Fulfillment Center for On-line and  
Off-line market
- ✓ Trade Compliances Embedded  
Solutions

Ultimate Goal : Full Solutions Suite Provider of Nationwide  
Distribution Network B2B + eCommerce  
Fulfillment and Last Mile

Niche Goal : Strategic Built-to-Suit Fulfillment Center with  
key customers

### Automotive

Medium-term Goal : Penetration into OEM Manufacturing  
Support Logistics (On-Site Service  
Provider) with Auto-Parts Distribution

Ultimate Goal : Actively provide automotive transportation  
service with Parts Maker and EV Battery  
Mauf.

Niche Goal : Provide OEM 3PL Production Support Services  
(focus with EV OEM)

### Industrial

Medium-term Goal : Expand business in breadth and  
depth with customer supply chain  
and manufacturing logistics service  
network

Long-term Goal : Collaborative Business and Operation  
Process improvement through  
Sustainability Program

Niche Goal : Sales Process Integration with customer  
through Product and Customer Development  
Pyramid

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# 2025 Business Growth Theme

***MISSION : #POSSIBLE***

**WSCS, a Truly Supply Chain Solutions  
Provider who helps customers make  
mission possible**

**Innovative Technology Driven Service Solution  
enabling customer's better competitive  
advantages**

- Intelligence Analysis Dashboard and Control Tower Visibility Tool
- Comprehensive Distribution Network for both Online and Offline market with Traceability Tools
- 42% Topline Revenue Growth with Warehouse Management Service network > 150,000 sqm nationwide
- Resilience Service Capacity to withstand dynamic market fluctuation

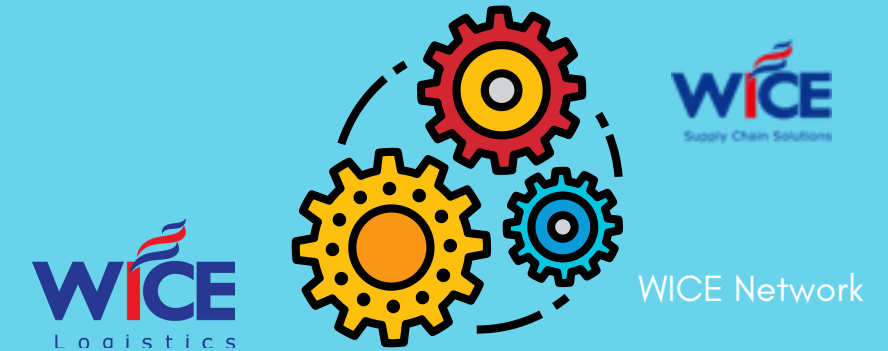


**Sustainable Growth with Business Model Differentiation**



**ESG Embedded Service Solution with focus industry  
vertical**

- Enlarging business scale with existing market
  - Hi-Tech and Semiconductor
  - Consumer Electronics
  - Fashion Retails
  - Industrial Manufacturing
- Penetrate through new market opportunities
  - Cold Chain
  - Food Products



**Actively contribute to  
Cross Functional Programs to deliver beyond  
expected results**

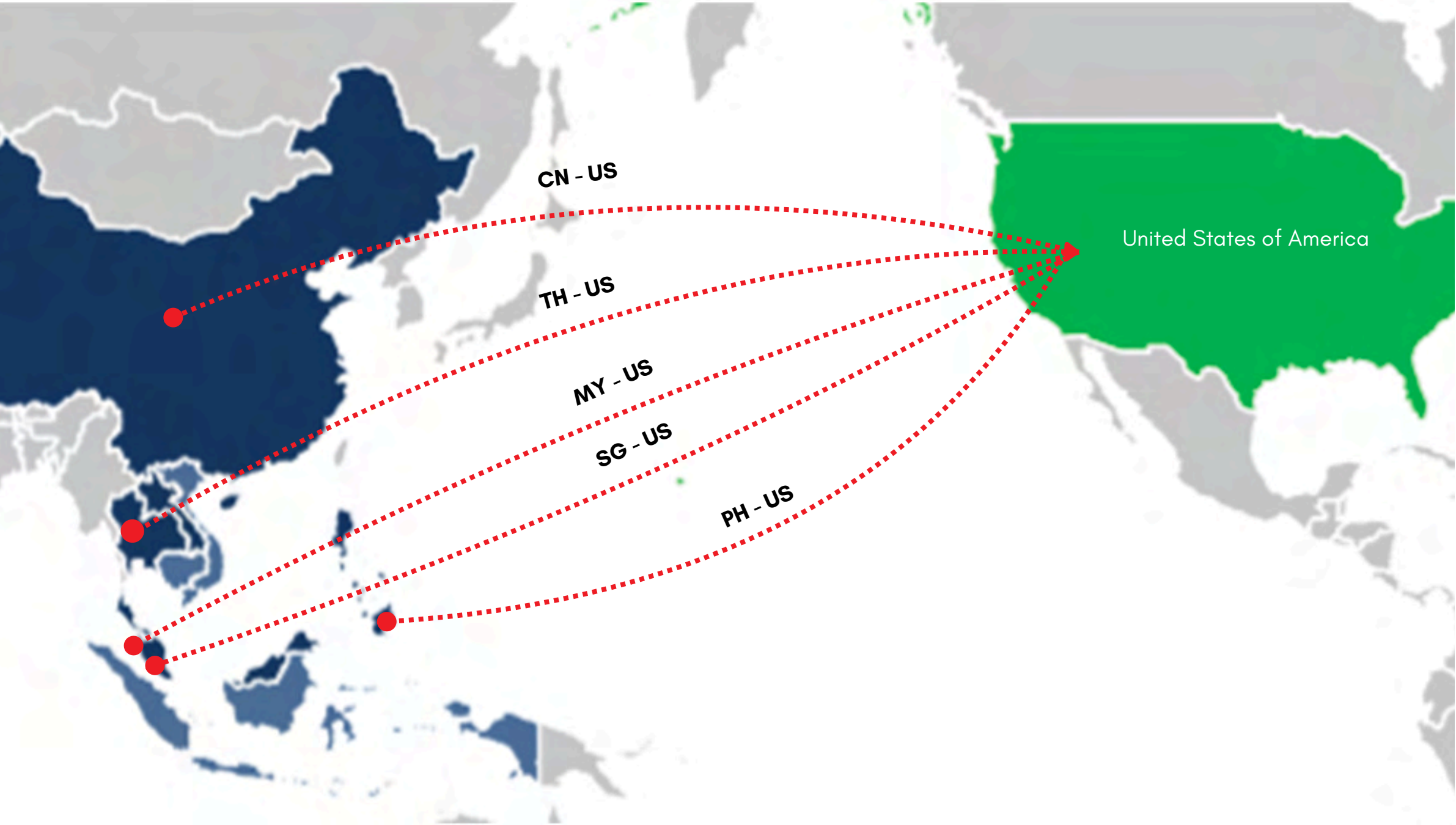
**Supply Chain Collaborative Projects with WICE overseas  
network enhancing abilities to serve customer even  
better**

- Key Account Management Program
  - Service Replication to WICE Overseas Network
  - VMI Warehouse
  - Hi-Tech Semiconductor Regional Hub
  - FTL & LTL Cross Border Hub



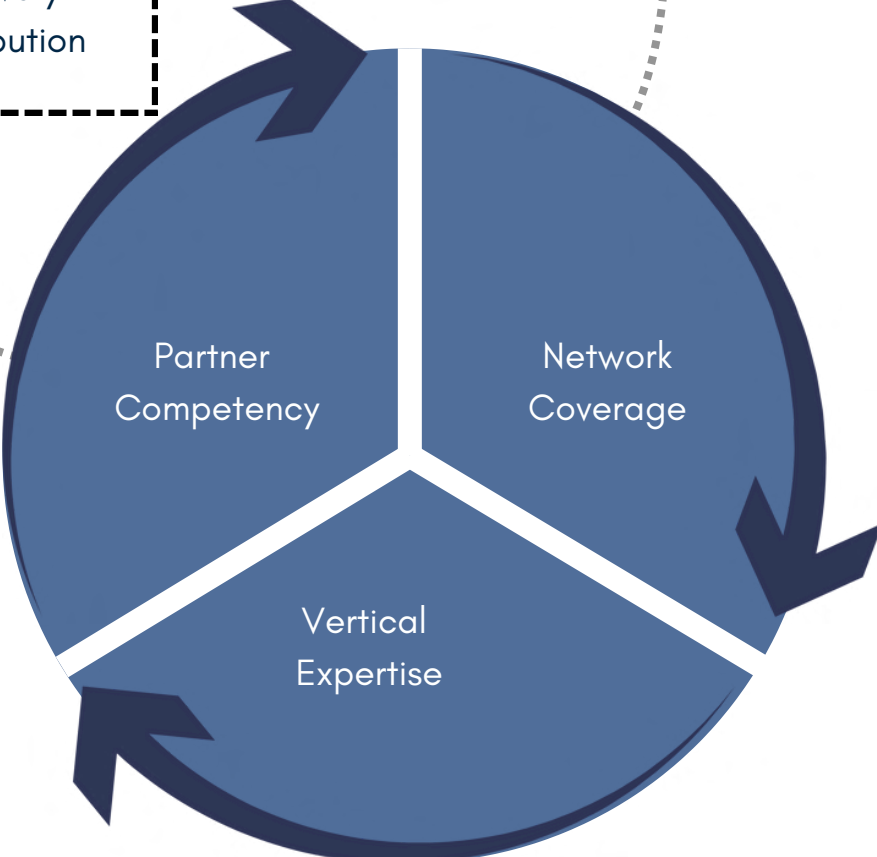
# 2025 WICE Strategy

Scale up Trans-Pacific trade across WICE's network in China & Southeast Asia



- Carrier Contract Coverage
- WICE Branches Origin Services

- Door to Door Delivery
- Warehouse Distribution



- Deep Industry knowledge across supply chain



# 2025 WICE Strategy

## Driving Business Growth through MNCs Headquartered in TH, SG, and CN

- Expanding businesses through MNCs Headquartered in Thailand, Singapore and China that covers multiple factories in the China and Southeast Asia region
- Leverage on USA-China trade war supply chain shift and capture increased Southeast Asia's traffic with both USA and China
- Deliver WICE branded service level in extensive service portfolio coverage in the region





# 2025 WICE Strategy

## Key Strategic Priorities for Regional Growth and Sustainability

- Supporting the relocation of Global manufacturing from China to Thailand by strengthening infrastructure readiness, regulatory know-how, and end to end logistics solutions.
- Sustainable practices to meet global ESG requirements







ESG

☒ environment

☒ social

☒ governance

**THANK YOU**

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