

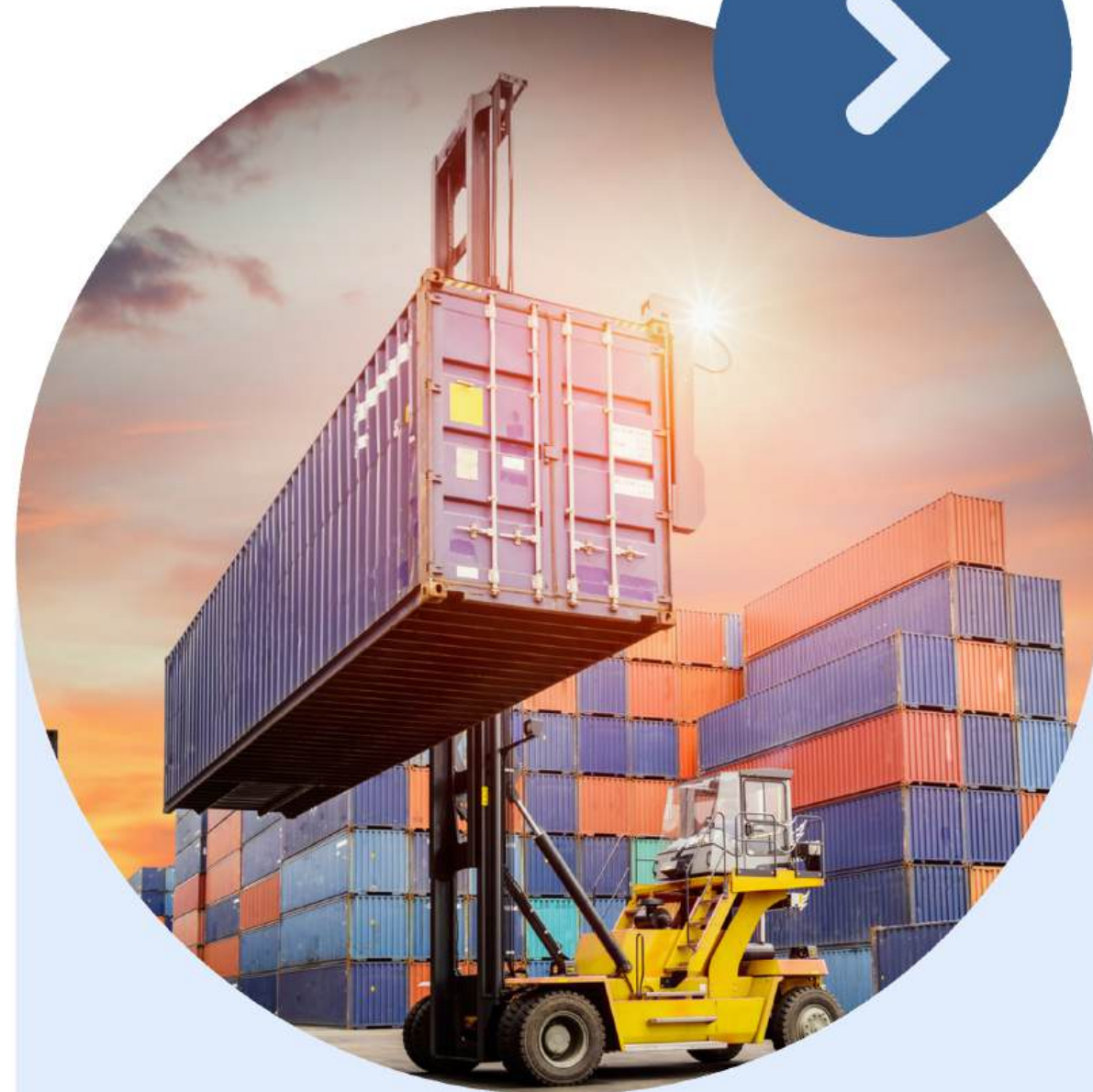
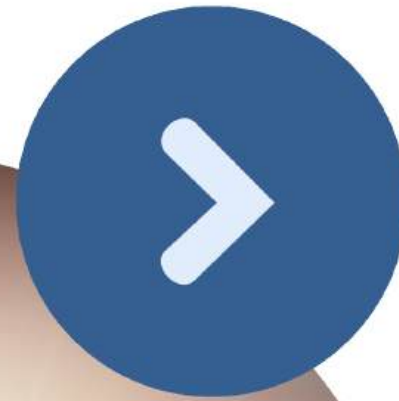


Q2/2025 : 1H/2025 OPPORTUNITY DAY

Aug 26, 2025

Agenda

- **Company Overview**
- 1H/2025 Financial Performance
- 2025 Growth Strategy



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

Q2/2025 HIGHLIGHTS

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

WICE Overview: Continued Growth in Q2/2025

In the first half of 2025, service revenue totaled THB 2,289 million, an increase of 12.4%, with a net profit of THB 80 million. Customer demand for Cross Border Service and Supply Chain Solutions continued to grow steadily.

WICE Group Awards

WICE Group Receives Platinum Safety Awards from SCGP at Business Partner Day 2025

Sustainable Logistics

WICE partners with Tops to drive Sustainable Cold Chain Logistics with Zero-Emission EV Trucks and Returnable Packaging





Agenda

➤ Company Overview

➤ **1H/2025 Financial Performance**

➤ 2025 Growth Strategy



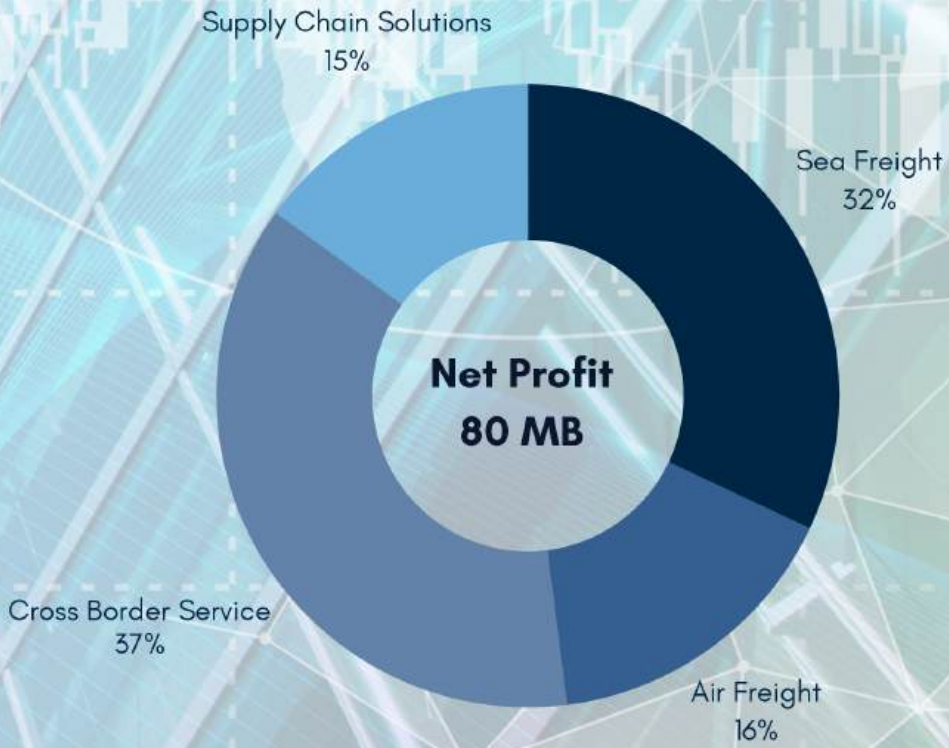
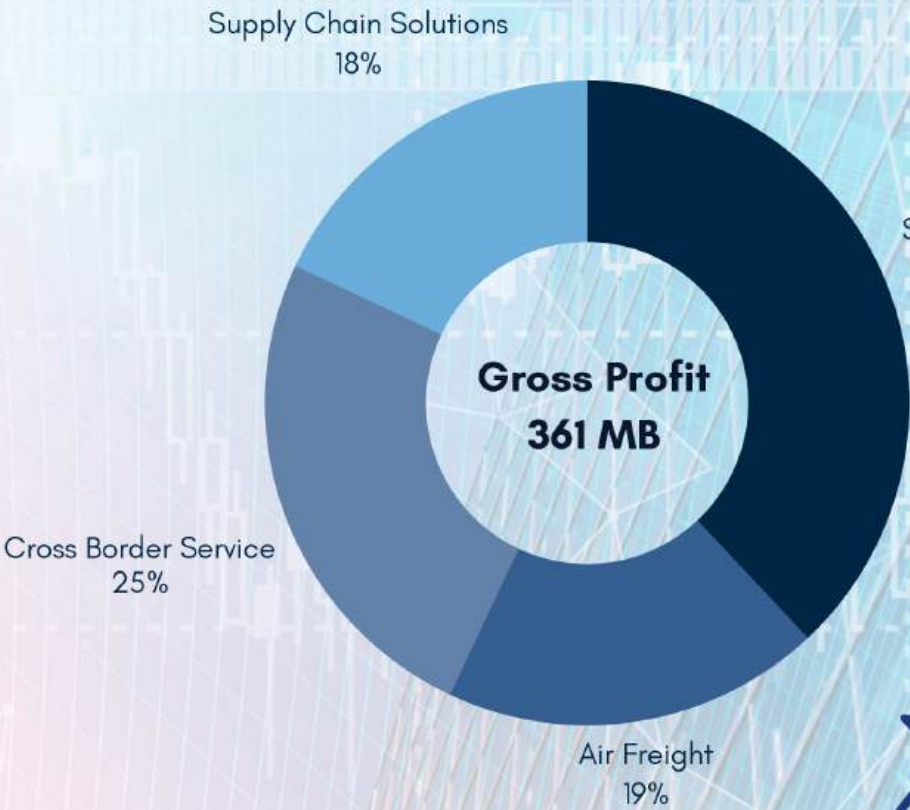
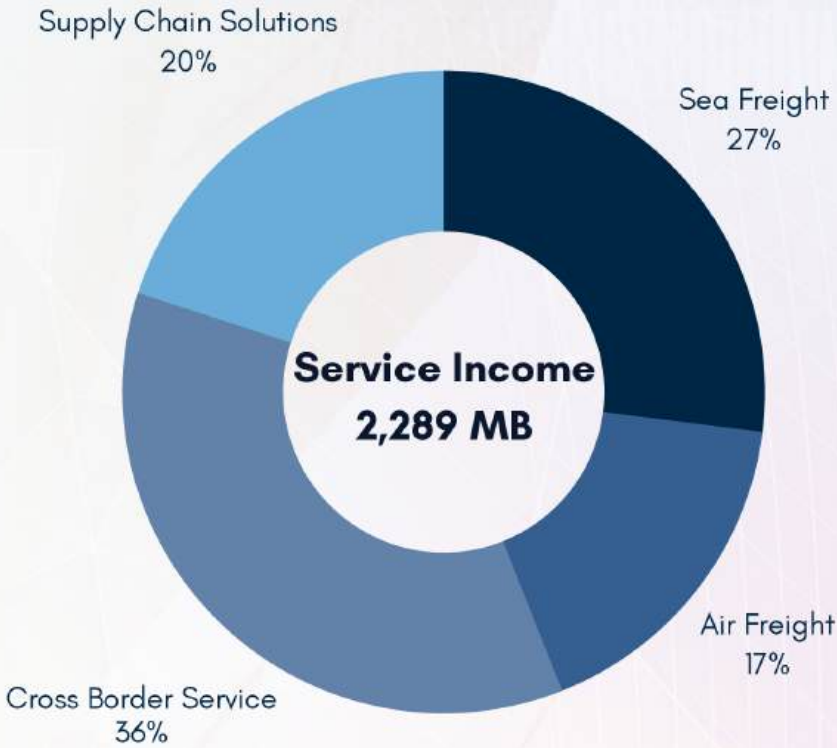
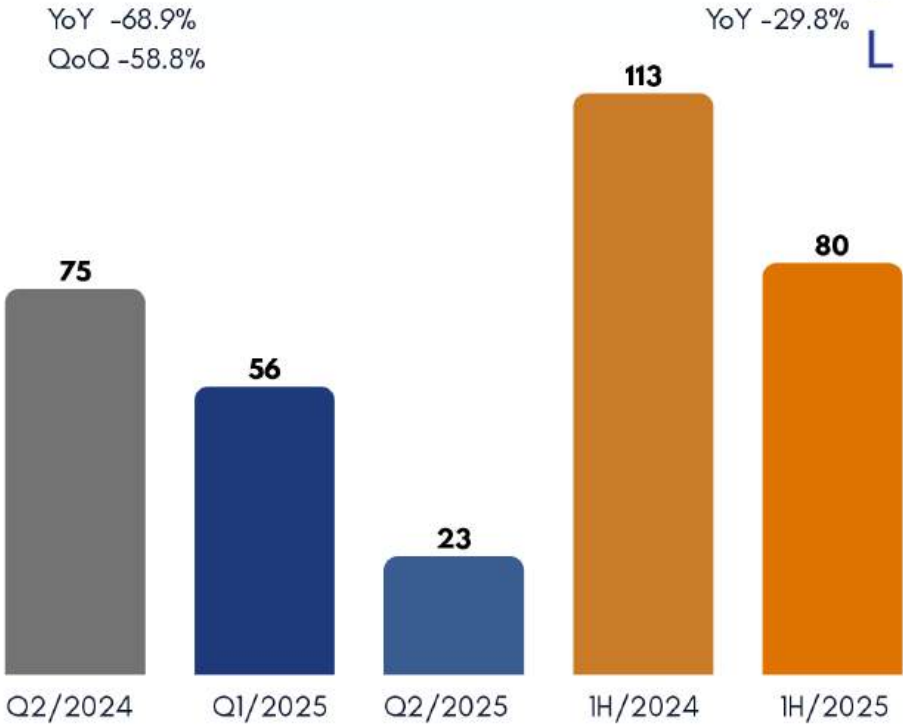
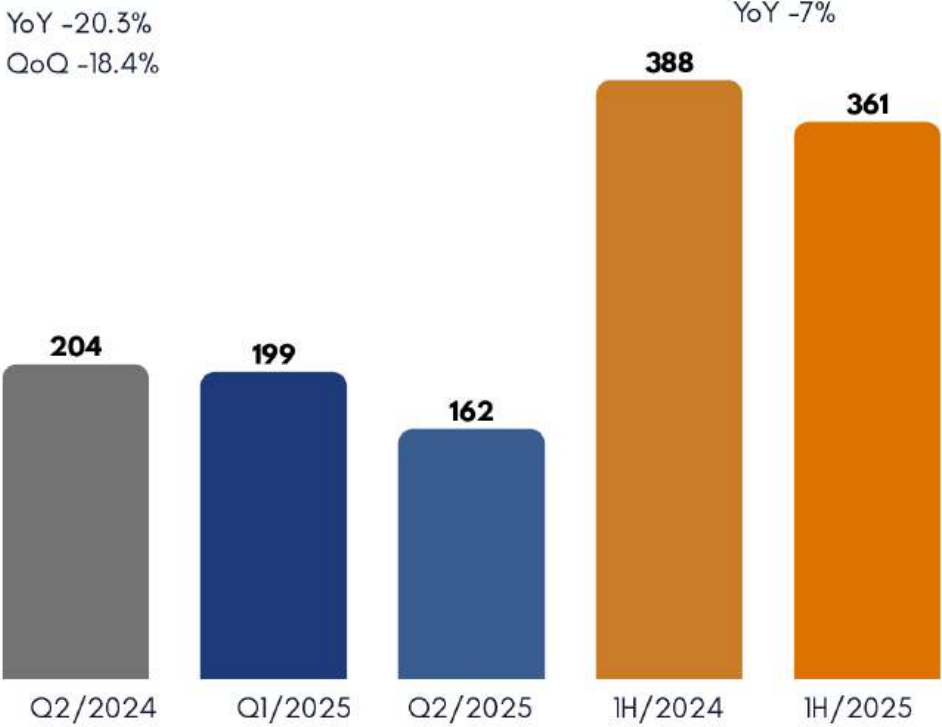
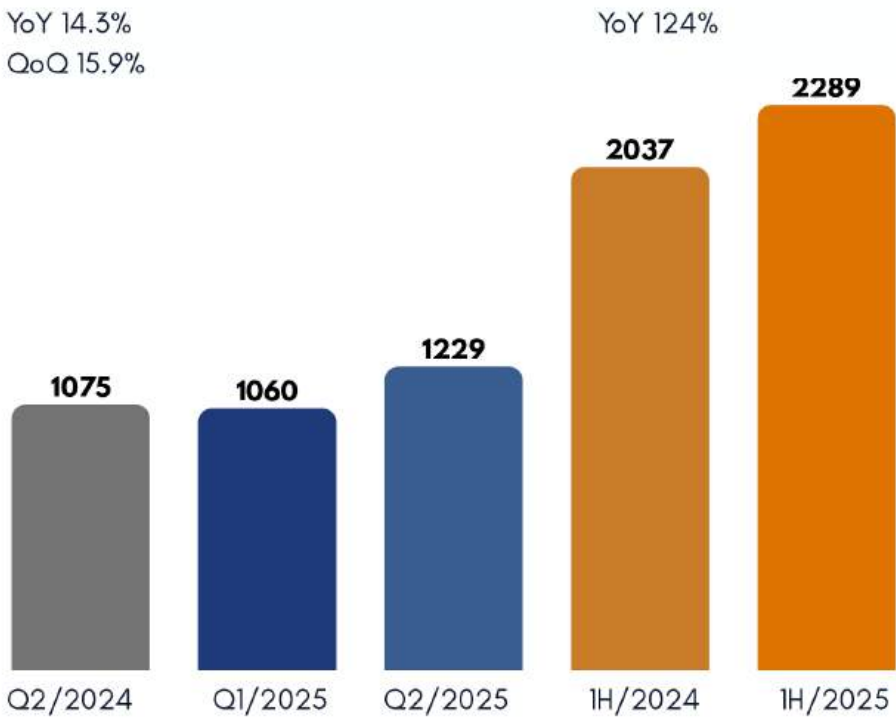
Consolidated Performance : 1H/2025



Service income

Gross Profit

Net Profit



Unit : MB

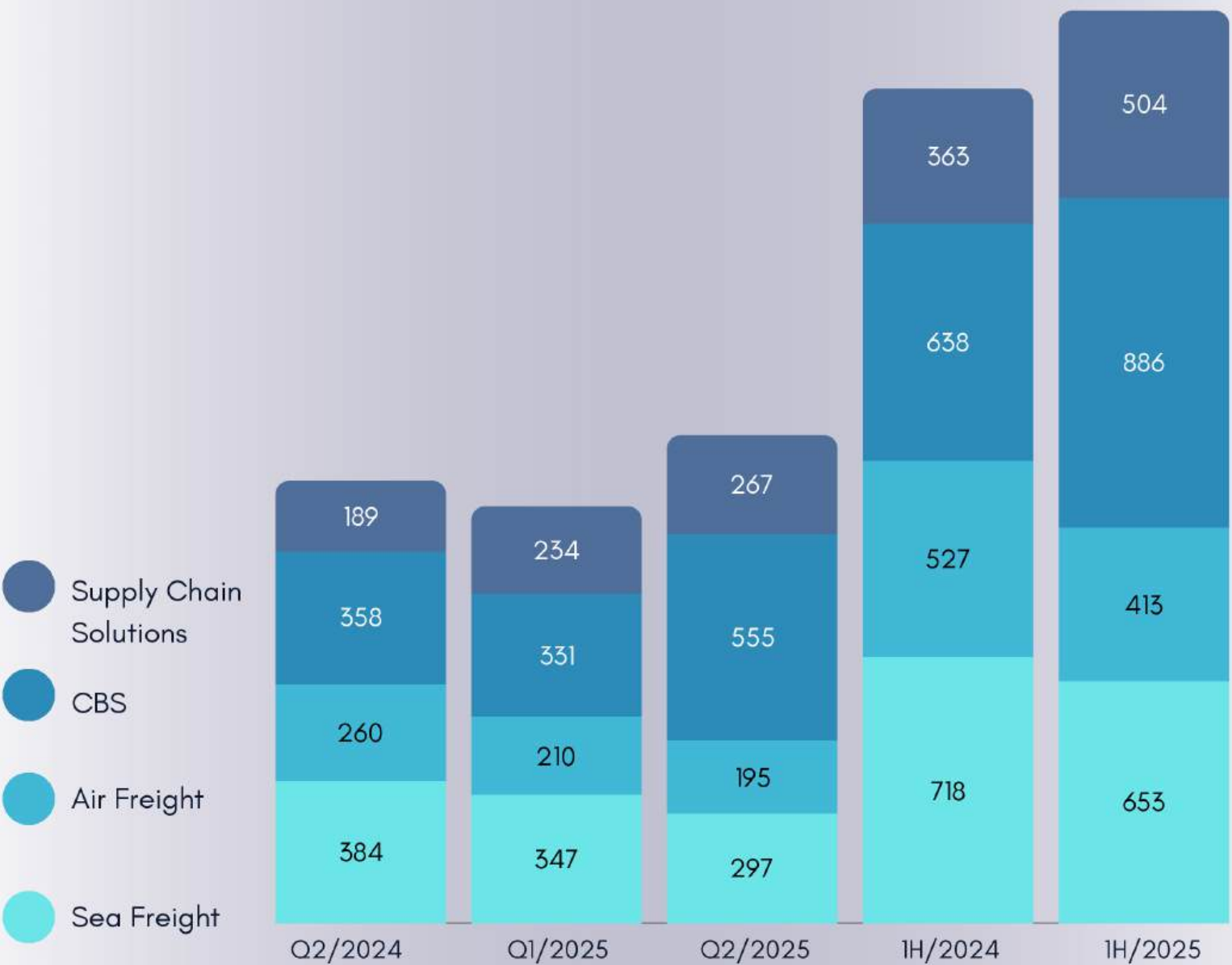
We Deliver Values and Smart Solution



Operating Revenue & Gross Profit Breakdown



Operating Revenue

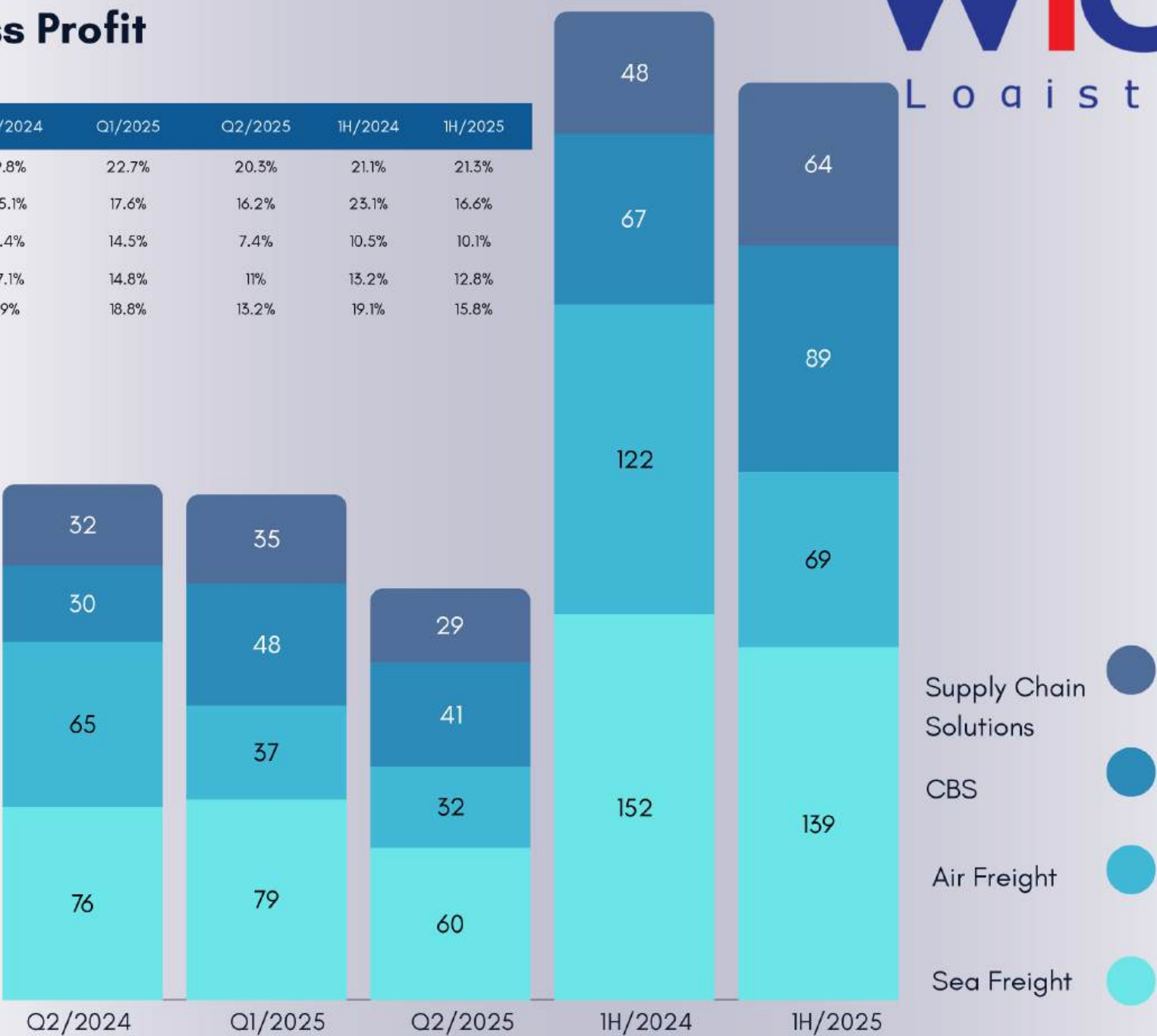


- Supply Chain Solutions
- CBS
- Air Freight
- Sea Freight

	YoY	QoQ	YoY
Sea Freight	-22.7%	-14.5%	-9%
Air Freight	-25.1%	-6.9%	-21.6%
CBS	55.1%	67.6%	39%
Supply Chain Solutions	41.2%	14%	38.7%
Total	14.3%	15.9%	12.4%

Gross Profit

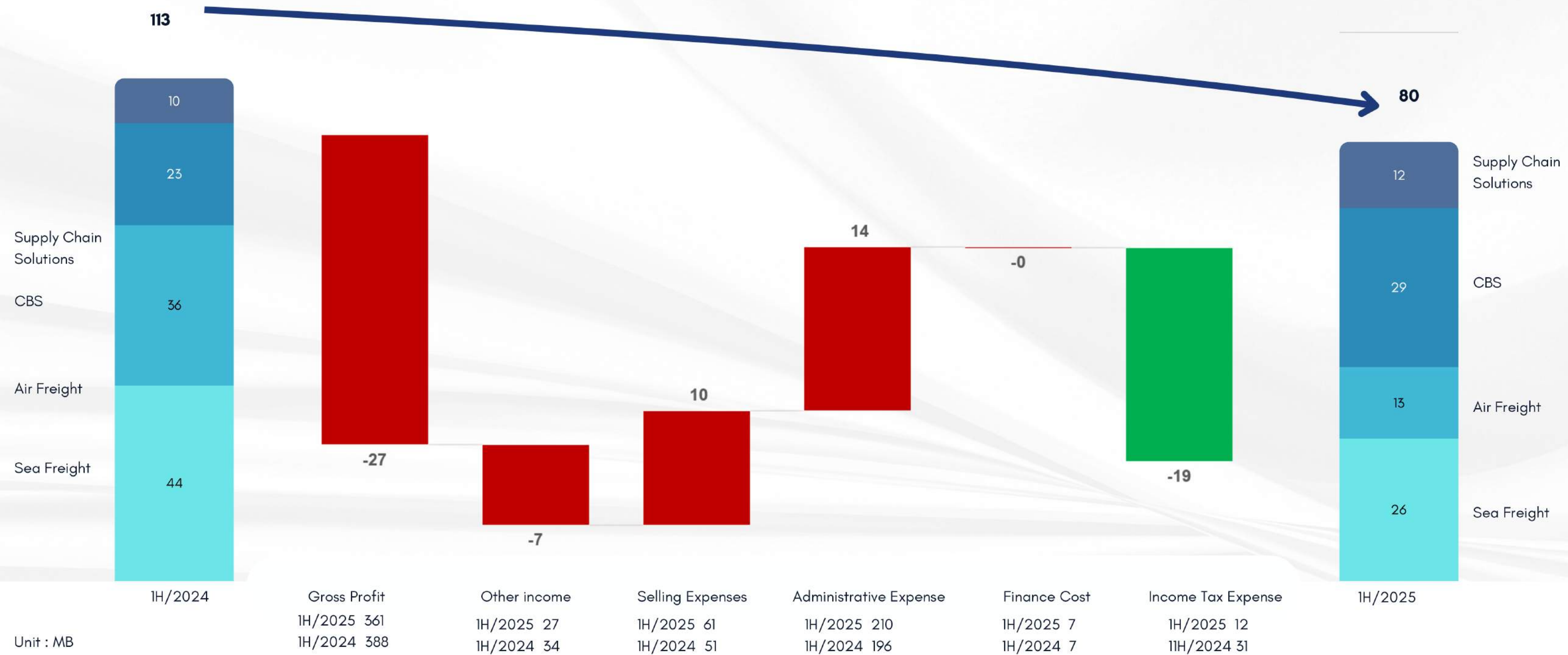
Gross Profit Margin	Q2/2024	Q1/2025	Q2/2025	1H/2024	1H/2025
Sea Freight	19.8%	22.7%	20.3%	21.1%	21.3%
Air Freight	25.1%	17.6%	16.2%	23.1%	16.6%
Cross Border Service	8.4%	14.5%	7.4%	10.5%	10.1%
Supply Chain Solutions	17.1%	14.8%	11%	13.2%	12.8%
Total	19%	18.8%	13.2%	19.1%	15.8%



- Supply Chain Solutions
- CBS
- Air Freight
- Sea Freight

	YoY	QoQ	YoY
Sea Freight	-20.7%	-23.4%	-8.4%
Air Freight	-51.6%	-14.6%	-43.7%
CBS	36.4%	-14.4%	33.3%
Supply Chain Solutions	-9%	-15.2%	34.3%
Total	-20.3%	-18.4%	-7%

1H/2025 vs 1H/2024 WICE Consolidated Performance (YoY)



Statement of Financial Position

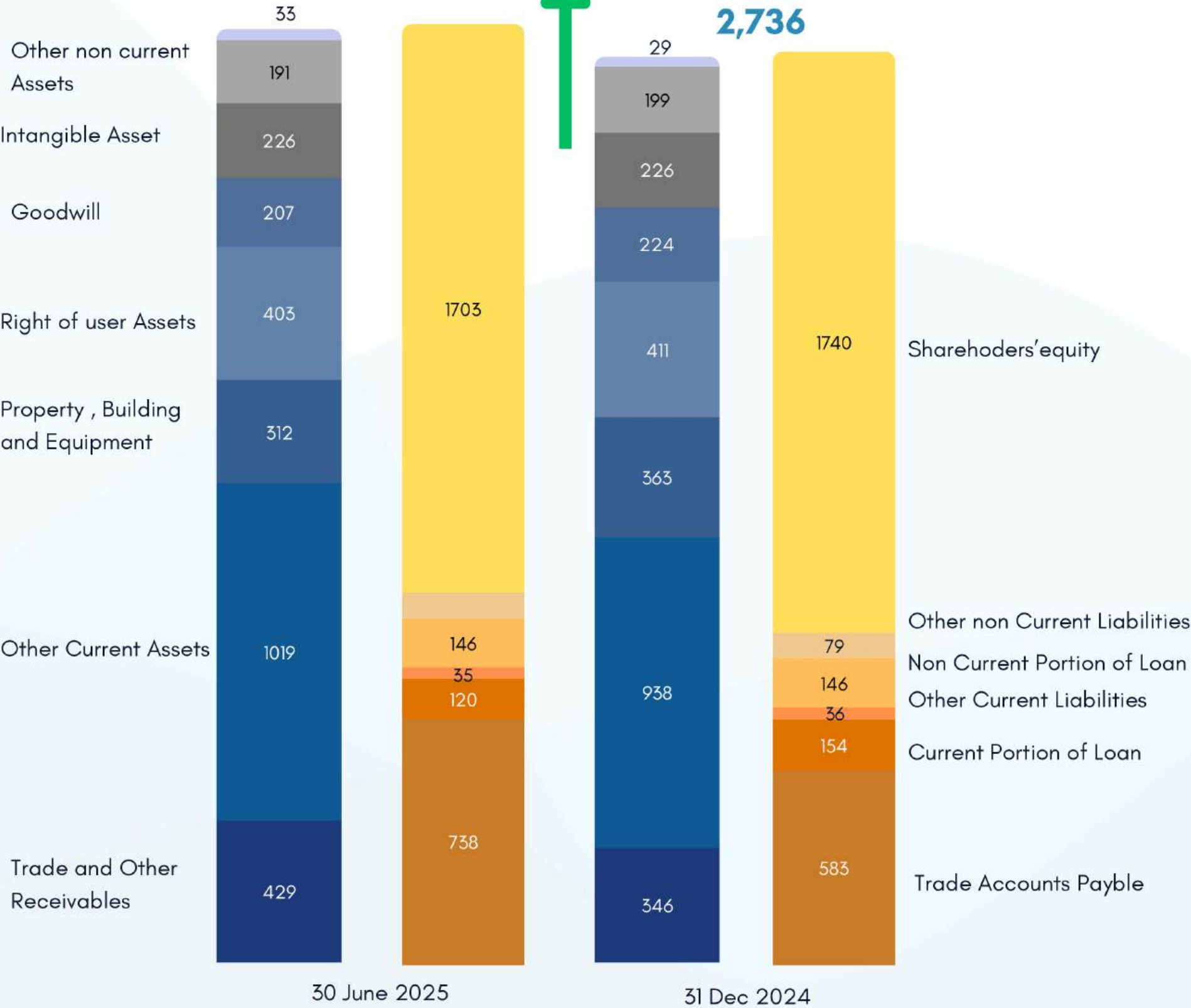
Assets

- Cash increased from the company's operating activities
- Accounts receivable increased in line with higher sales

Liabilities & Equity

- The company's trade payables increased in line with higher revenue.
- Shareholders' equity decreased due to dividend payments to shareholders.

Financial Position



Key Financial Ratios



Unit : MB



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- Company Overview
- 1H/2025 Financial Performance
- **2025 Growth Strategy**

Shanghai Containerized Freight Index in 2025



Freight Rate outlook 2025

- Current Status (Aug 2025): The index is around 1,415, which is near the lower range of the past two years. There was a strong peak in early-mid 2024, followed by a steady decline.
- In early 2025, a brief recovery appeared, but the market has since slide back downward. The most recent months (mid-2025) continue to show a downward slope without a strong rebound yet.

Freight Rate Forecast:

- 2H/2025 : Likely to remain flat to slightly lower, possibly stabilizing between 1,300 – 1,450 range.

In business terms, the market outlook for the second half of 2025 appears cautious with limited upside, unless seasonal demand or external disruptions create a rebound.

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



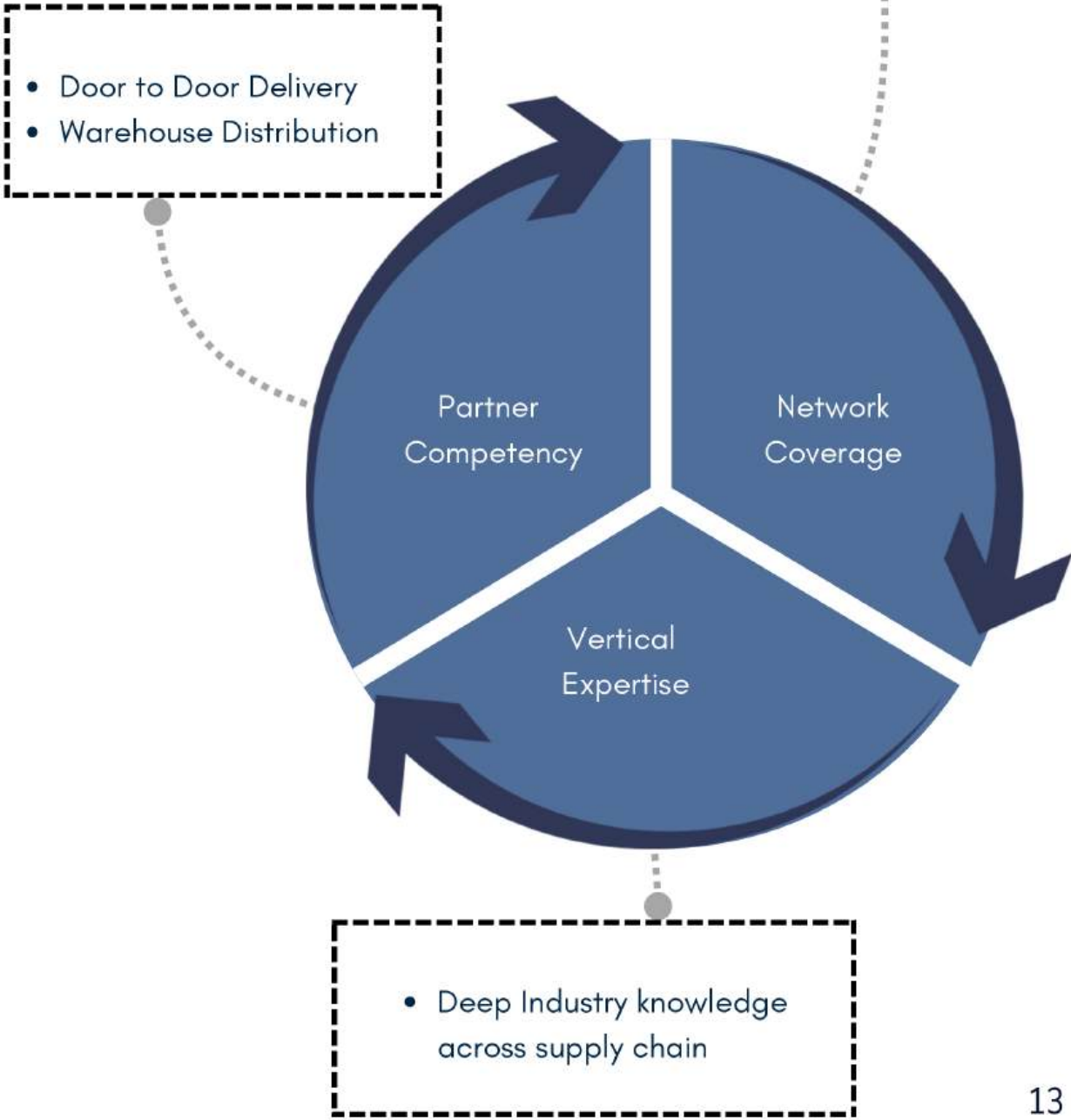
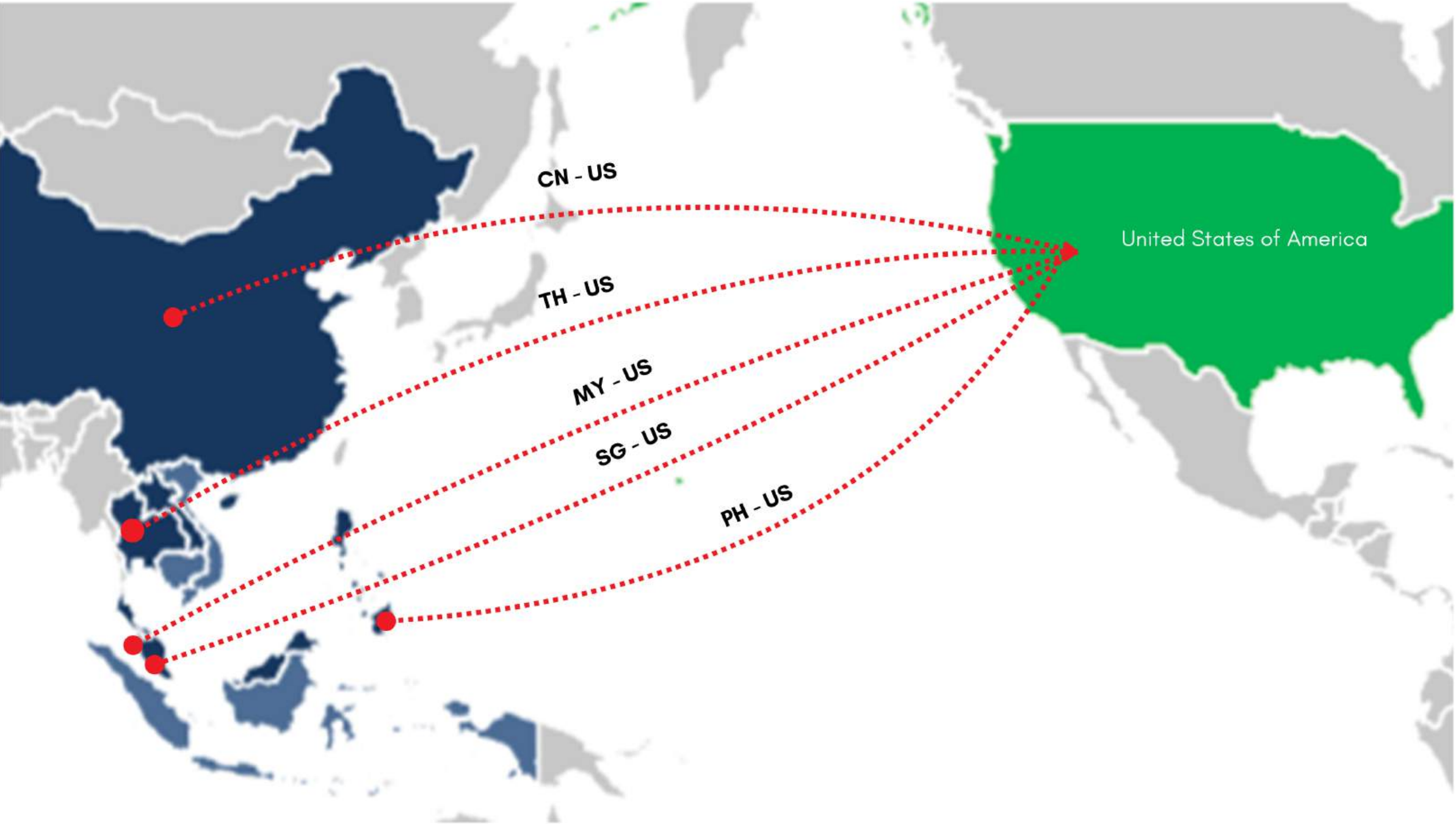
Digital Literacy

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



2H/2025 WICE Growth Strategy

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



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

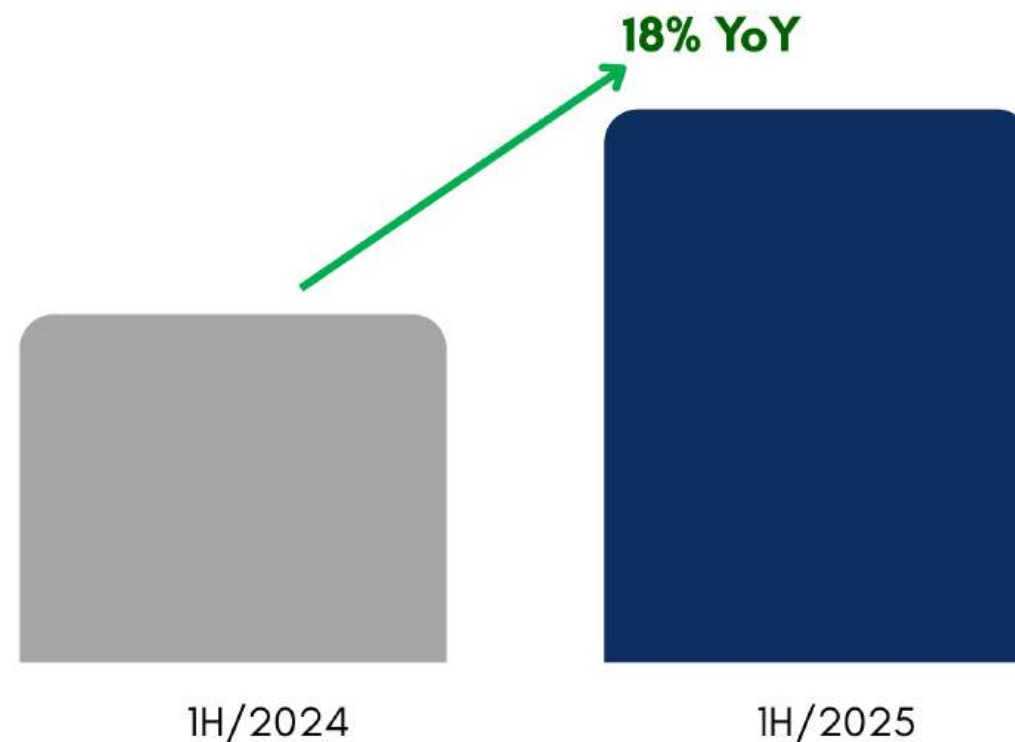


Performance Highlights – 1H/2025

- ✓ Achieved 18% YoY growth (compared to H1.2024)
- ✓ Growth driven core business by E-Goods, Foods, and Plastics vertical.

% Growth Sea Freight Volume comparison

1H/2024 vs 1H/2025



Sea Freight Volume Trans Pacific trade across WICE ' network

Core Strategic Direction in 2025

1. Expand Market Reach:

- Strengthen relationships with the current customer base while capturing new opportunities for U.S. import shipments.

2. Drive Vertical Prioritization:

- Concentrate efforts on selected industry verticals: Tire, Auto Parts, Foods, E-Goods, Home Appliances to ensure sustainable growth, differentiation, and long-term market leadership.

3. Focus Relocated Manufacturing & U.S. Export Operations

- Focus on supporting customers that have relocated their manufacturing base to Thailand and are exporting finished goods to the U.S. market, delivering end-to-end import-export solutions to optimize cost efficiency and supply chain performance.

4. Focus on High-Potential Product Groups:

- Identify and target U.S. product categories with strong growth potential to maximize market share and profitability.

5. Capitalize on Tariff-Free Trade:

- Leverage the advantages of 0% tariff opportunities under reciprocal trade agreements to enhance cost competitiveness.

2H/2025 WICE Growth Strategy

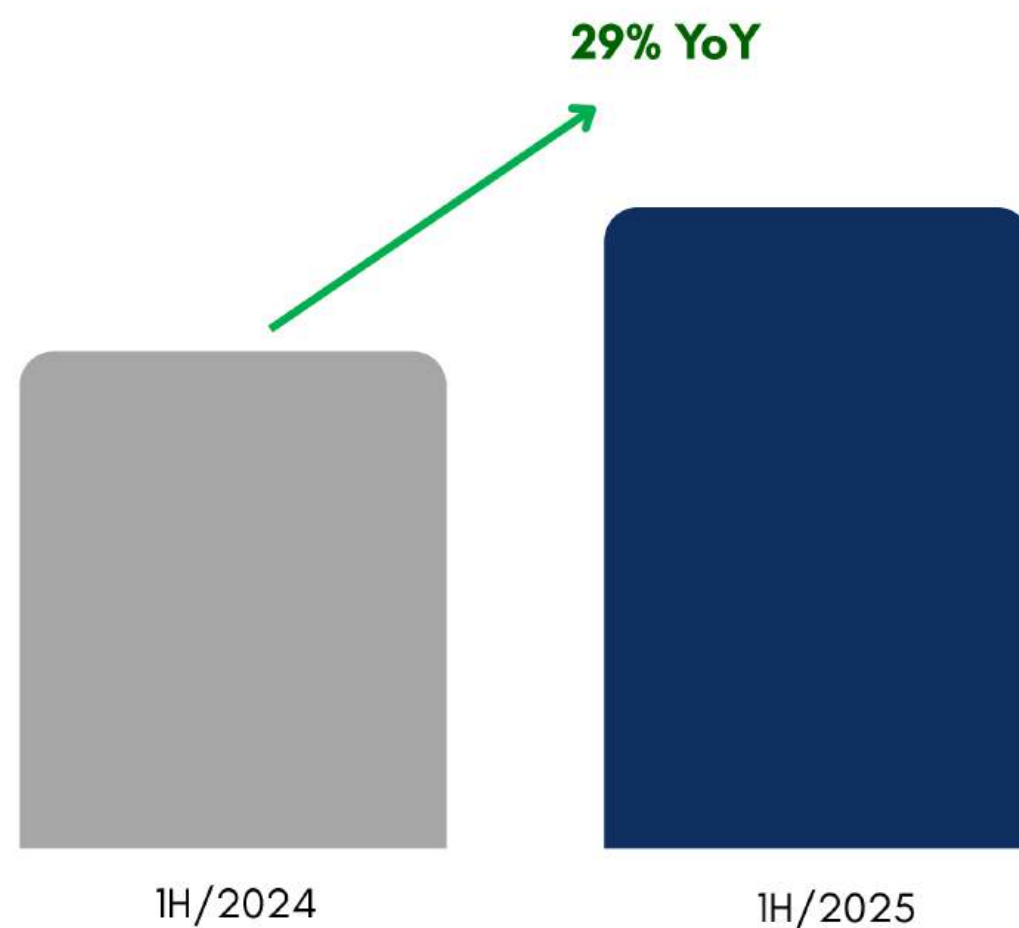
Driving Business Growth through MNCs Headquartered in TH, SG, and CN

- 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



% Growth Sea Freight Volume comparison

1H/2024 vs 1H/2025



Sea Freight Volume : China All

+29% YoY

Overall air freight volume growth compared to 1H last year

Southeast Asia

31% YoY

East Asia

27% YoY



2H/2025 WICE Growth Strategy

Cross Border Services

In the first half comparison the cross-border volume was growth around 87% from last year, The Increase in volume reflects the Group's commitment to driving growth opportunities in the Asian Market, expanding through these key product lines:

- ★ Fast-moving consumer goods (FMCG).
- ★ Retails.
- ★ Machinery / Mechanical appliances.
- ★ Electronic Parts.



Strategic Direction : Connecting Asia

EEC Gateway Hub

Laem Chabang : Central to Asia routes

Integrated Solution

End-to end : Transport + Customs + Delivery

Focus Markets

Thailand Malaysia, Singapore,
Vietnam, China

Digital Platform

Real - Time tracking, Cost optimization

Asia's dynamic economy presents unparalleled logistics opportunities, with the Eastern Economic Corridor (EEC) as a critical gateway

2H/2025 WICE Growth Strategy

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

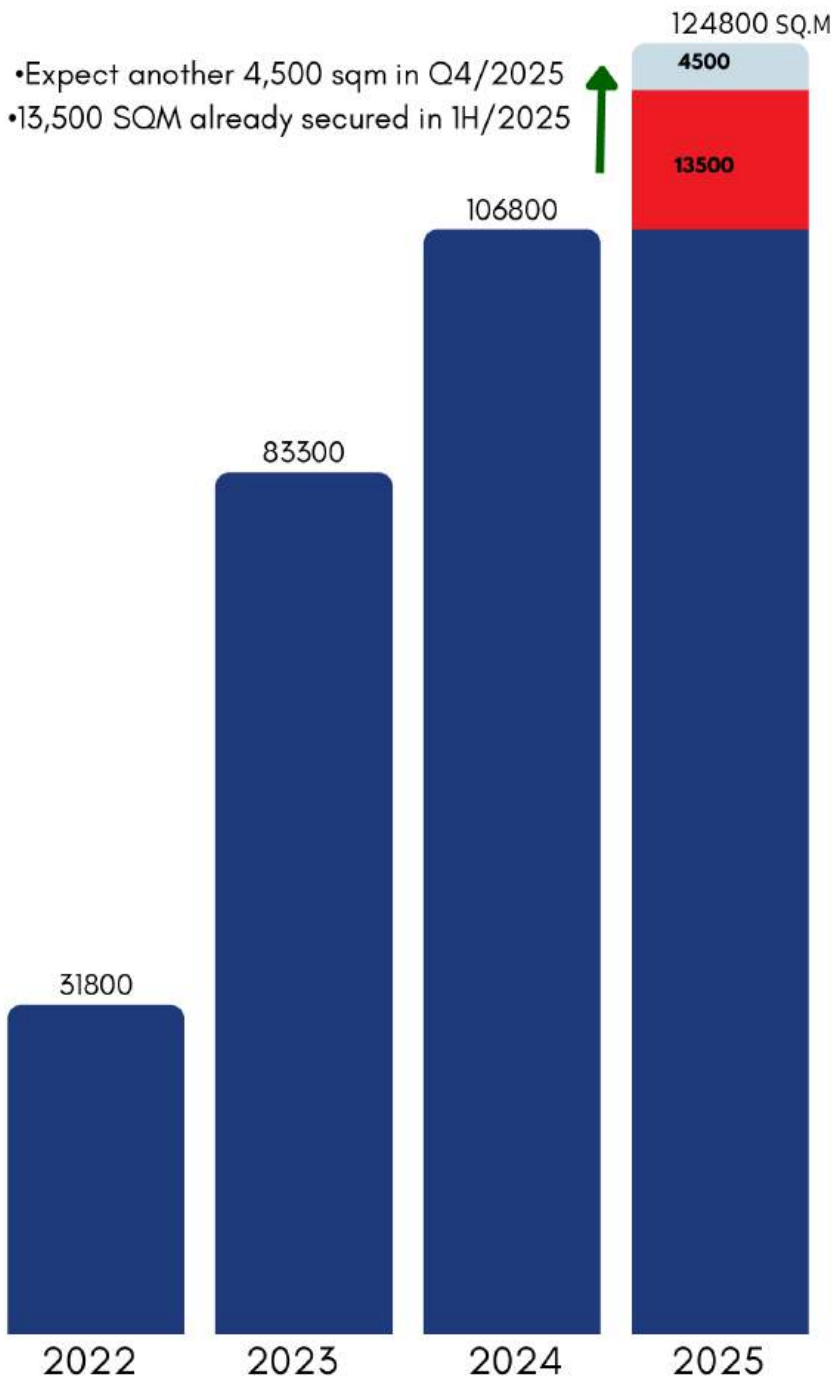
Niche Goal : Sales Process Integration with customer
through Product and Customer Development
Pyramid

2H/2025 WICE Growth Strategy

Supply Chain Solutions – Footprint Growth Track



Warehouse Space Management Expansion



Date	Location	Capacity	Service	Products
Jan 2023	Kanchanaburi	2,000 SQ.M	• On-site Production Support & Import / Export Transportation	Industrial Paper & Packaging
Feb 2023	Bangna km. 18 (Expansion)	2,000 SQ.M	• DC Expansion	Home Appliance & Retails
Apr 2023	Bangpa-in Tire Warehouse	30,000 SQ.M	• Tire Distribution Center • Product Transfer : Plant to DC Mgmt.	Automotive Tire
Oct 2023	Ratchaburi On-site Industrial Paper Production Support	13,500 SQ.M	• On-site Production Support & Import / Export Transportation	Industrial Paper
Nov 2023	Bangna-Trad	4,000 SQ.M	• On-site Warehouse & Nationwide Distribution	Electrical Appliances
2024	Southern Region North-eastern Region (Khon Kaen)	23,500 SQ.M	• On-site Production Support & Import / Export Transportation • WH & Regional Area Distribution • Home Appliance DC	Industrial Paper
1H/2025	Western Ratchaburi	13,500 SQ.M	• On-site Production Support & Import / Export Transportation • On-site manufacturing Support and	Agriculture Industry Home Appliances
2H/2025	Pathum Thani	4,000 SQ.M	Transportation for Import & Export	Automotive
Total		124,800 SQ.M		

Strengthening Services of Total Supply Chain Solution

- 

Warehouse service advancement – Conversion of Typical Warehouse to Partnership Built-to-Suit Facility
- 

Moving along the value chain Expanding Last Mile Delivery and Network
- 

Strong technological support with Interface Platform Technology
- 

Customer engagement with Value-driven and Partnership Development

2H/2025 WICE Growth Strategy

EV Transport Growth Direction

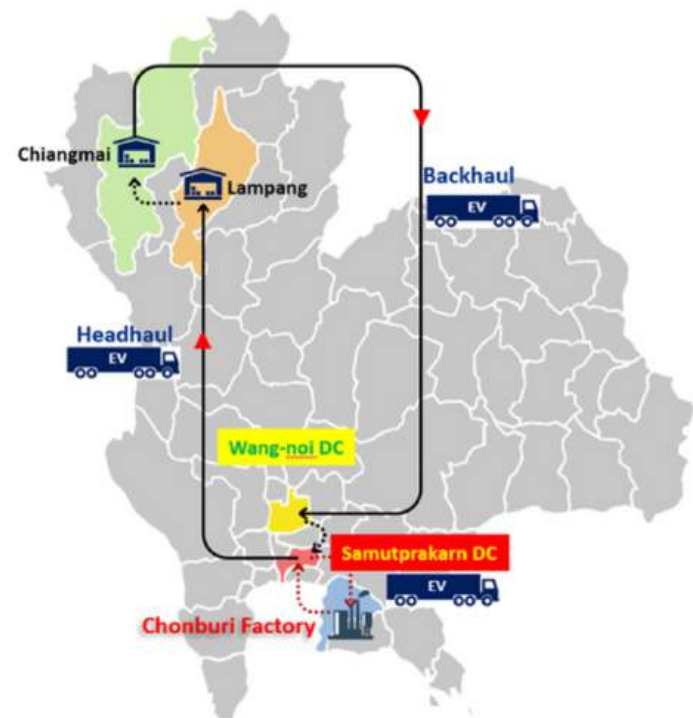
EV Transportation Deployment and Business Growth Direction

2024

A) Long Haul Transportation : 1,600 km

Head haul : Samutprakarn DC → Chiangrai

Backhaul : Chiangmai → Wang-noi



B) Factory a DC Shuttle Service:

Distance: 200 km

Route: Factory → Samutprakarn DC a Factory

2025

C) Import / Export Transportation Service

Port → Plant → Port



D) EV Cold Chain: DC to Store Replenishment Service

Mahachi DC → Stores (Bangkok and Vicinity Zone)



Move Forward

E) Strategic Approach EV Transport Solution with Key Customers



F) Cold Chain Nationwide Distribution

Service Integration with ETL and WICE Overseas Network for Total Cold Chain Logistics Solutions





ESG

☒ environment

☒ social

☒ governance

THANK YOU

IR CONTACT

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We Deliver Values and Smart Solution