

Management Discussion and Analysis Quarter 3 Ending 30 September 2022

The Thai economy in the Q3/2022 began to recover well from domestic consumption. After starting to relax the measures to control the spread of COVID-19, while the infection rate continues to decline and is about to enter endemic disease. Make the government prepare to open the country in full The tourism sector is expected to recover well during the rest of this year. However, the export sector has slowed down mainly from the trading partners' economies. Due to the potential economic slowdown in many countries, which will weaken the external demand (External Demand). Although Thailand has a greater export advantage from the depreciation of the baht.

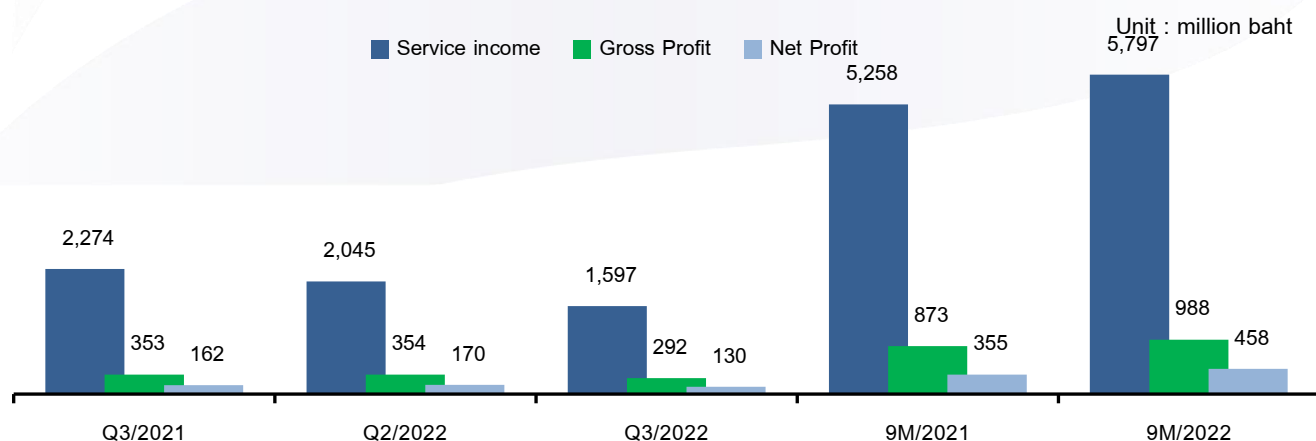
Summary of the Company's operating results

Unit : million baht

Profit and Loss	Q3/2021	Q2/2022	Q3/2022	% (YoY)	% (QOQ)	9M/2021	9M/2022	% (YOY)
Service income	2,274	2,045	1,587	-30%	-22%	5,258	5,803	10%
Gross profit	353	354	293	-17%	-17%	873	992	14%
Other income	11	18	23	115%	30%	21	48	133%
Selling expenses	40	42	30	-23%	-28%	94	110	17%
Administrative expense	84	86	88	4%	2%	270	289	7%
Finance cost	4	5	6	42%	11%	11	15	39%
Income tax expense	46	53	45	-2%	-16%	101	128	27%
Profit for the period	190	186	148	-22%	-20%	418	498	19%
Profit attributable to:								
Equity holders of the company	162	170	130	-20%	-24%	355	458	29%
Non-controlling interests of subsidiaries	28	16	18	-35%	13%	63	40	-36%

Although the of the country's imports and exports began to slow down. But the company's operating results during the first nine months of 2022, the company continues to grow. Service income of the Company for the first 9 months of 2022 was at 5,803 million baht, an increase of 10% from the same period of the previous year with the company. It also had good cost management. resulting in the company has a relatively high net profit growth The company's net profit for the first 9 months of 2022 was 458 million baht, an increase of 29% compared to the same period last year.

Summary of the company's performance



In terms of operating results, the Company has service income for the Q3/2022 equal to 1,597 million baht, a decrease of 677 million baht or 30 % of the revenue from service in the previous year for the same period and the 9M/2022 equal to 5,797 million baht, an increase of 539 million baht or 10% of service income last year. during the same period The decline in revenue in the Q3/2022 was a result of a drop in freight rates of more than 50% (Over Supply) and a drop in transport volumes. Demand volume was declining due to the economic slowdown. However, the company's service income for the 9M this year continued to grow 10 % amid the economic slowdown.

The Company's gross profit for the Q3/2022 was 292 million baht, a decrease of 61 million baht or 17% of the previous year for the same period, and for the 9M/2022, was 988 million baht, an increase of 115 million baht or 13%. of the previous year for the same period, for the Q3/2022, the gross profit decreased in proportion to the lower revenue resulting from the revenue from shipping services with reduced transportation volume, but the Company has managed the profit margin. Gross profit improved from 15.5% to 18.3%, and for the 9M/2022, gross profit increased in proportion to the increase in sales. Likewise, this year the company has good cost management. The gross profit margin for the nine-month period this year compared to the previous year has also improved from 16.6% to 17.0%.

Other income for the Q3/2022 was 23 million baht, an increase of 12 million baht or 115% of the previous year for the same period and for the 9M/2022, was 48 million baht, an increase of 27 million baht or 133% of the previous year. for the same period resulting from foreign exchange gains from the weak baht situation most of which the company Having foreign trade accounts receivable in US dollars (USD), thus increasing foreign exchange gains.

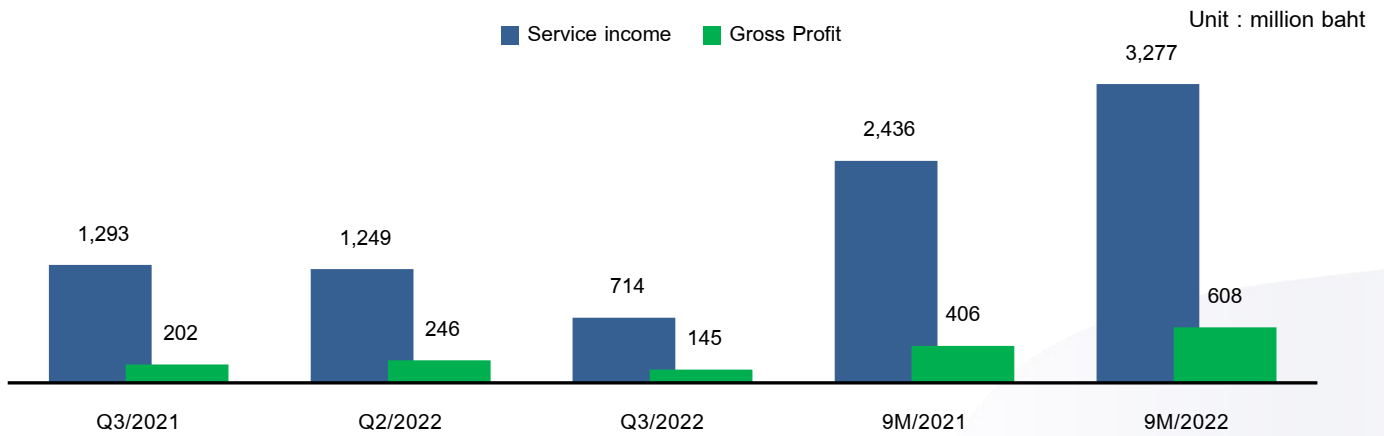
Selling expenses for the Q3/2022 was 30 million baht, a decrease of 10 million baht or 23% of the previous year for the same period, and for the 9M/2022, was 110 million baht, an increase of 16 million baht or 17%. of the previous year for the same period. In the third quarter this year decreased in line with lower sales and profits, and in 9 months this year increased in line with higher sales and profits.

Administrative expenses for the Q3/2022 was 88 million baht, an increase of 4 million baht or 4% of the previous year for the same period, and for the 9M/2022 was 289 million baht, an increase of 19 million baht or 7%. This was due to administrative expenses incurred from the establishment of a new company which is a subsidiary of Euroasia Total Logistics Public Company Limited in Malaysia starting in late 2021.

The Company's net profit for the Q3/2022 was 130 million baht, a decrease of 32 million baht or 20% of the previous year for the same period, and for the 9M/2022, was 458 million baht, an increase of 103 million baht or 29% of the last year for the same period and the company's ability to make more profits can be seen The net profit margin improved in 9M this year from 6.7% to 7.8%.

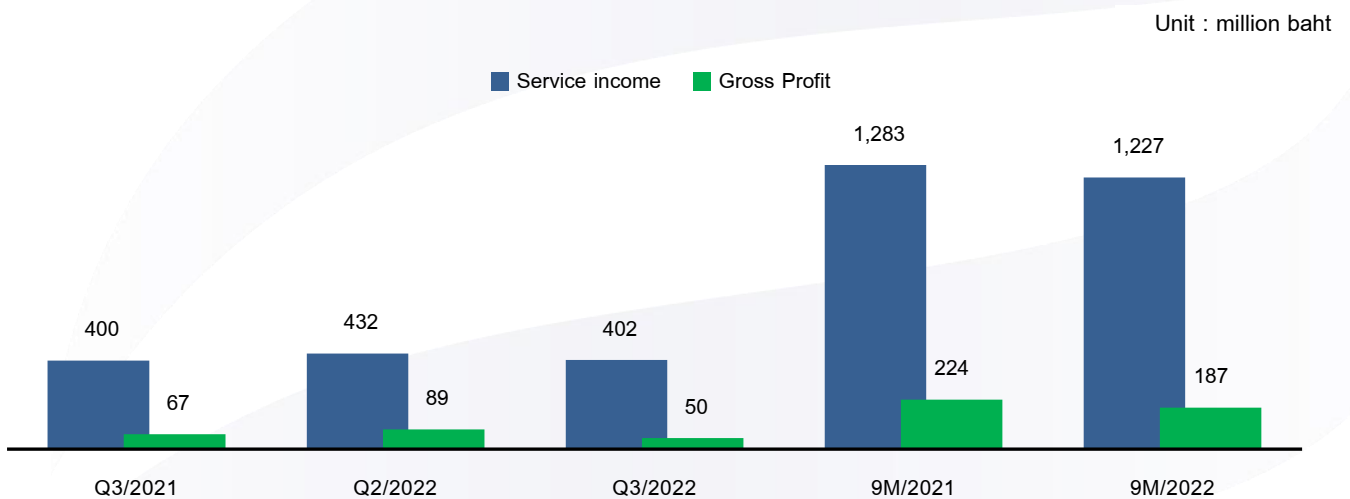
Performance by segment

1. Sea Freight



Revenue from sea freight for the Q3/2022 was 714 million baht, a decrease of 579 million baht, or 45% of the previous year for the same period, and for the 9M/2022, was 3,277 million baht, an increase of 841 million baht or 35% of the previous year for the same period for sea freight services, the volume of transportation services in the third quarter decreased due to the economic slowdown. causing operators to reduce production capacity, resulting in reduced transport volume However, this year's 9-month maritime freight revenue continued to grow by 35% compared to the previous year. Gross profit from sea freight for the Q3/2022 was 145 million baht, a decrease of 57 million baht or 28% of the previous year for the same period, and for the 9M/2022 was 608 million baht, an increase of 202 million baht or so. is 50% of the previous year for the same period

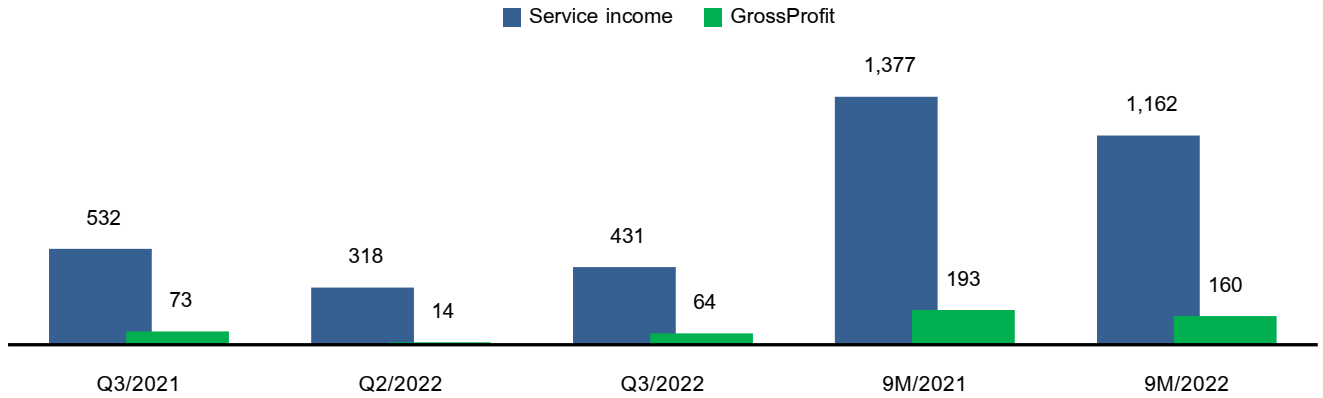
2. Air Freight



Revenue from air freight for the Q3/2022 was 402 million baht, an increase of 2 million baht or 0.5% of the previous year for the same period and for the 9M/2022 equal to 1,227 million baht, a decrease of 56 million baht or 4% of the previous year for the same period The reason is that in 2020, continuing until the beginning of 2021, the company has made a large number of charter flights. The income and costs are quite high. Compared to this year, the revenue from air services for 9M/2022 decreased from the previous year for the same period. Gross profit from air cargo for the Q3/2022 was 50 million baht, a decrease of 17 million baht or 25% of the previous year for the same period, and for the 9M/2022 equal to 187 million baht, a decrease of 37 million baht, accounted for to 17% of the previous year for the same period

3. Cross Border Service

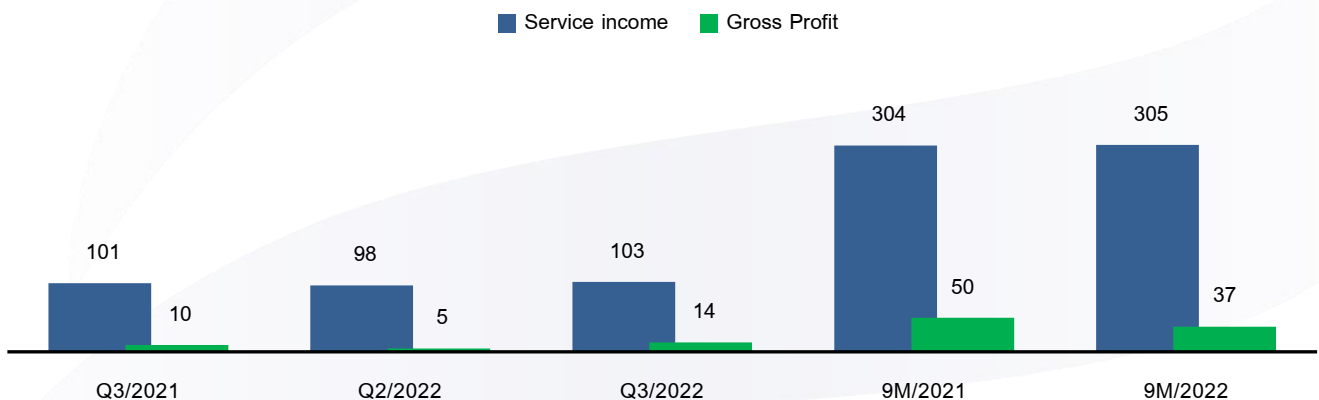
Unit : million baht



Revenue from Cross Border Service for the Q3/2022 was 431 million baht, a decrease of 101 million baht, or 19% of the previous year for the same period, and for the 9M/2022, was 1,162 million baht, a decrease of 215 million baht or to 16% of the previous year for the same period. This was caused by early 2022, the closure of the border checkpoint in China hindered cross-border land transport. Unable to transport resulting in reduced income. But it can be seen that in the last Q3, when the situation of China's lockdown measures has been relaxed and the port can be opened, the Company has seen an increase in the amount of transportation coming back. It can be seen that revenue from cross-border land transportation in the Q3/2022 was 431 million baht, an increase of 113 million baht, accounting for 36% of the second quarter of 2022. Gross profit from cross-border land transportation for the Q3/2022 equal to 64 million baht, a decrease of 9 million baht or 12.3% of the previous year for the same period and for the 9-month period of 2022, equal to 160 million baht, a decrease of 33 million baht or 17% of the previous year for the same period.

4. Supply Chain Solutions

Unit : million baht

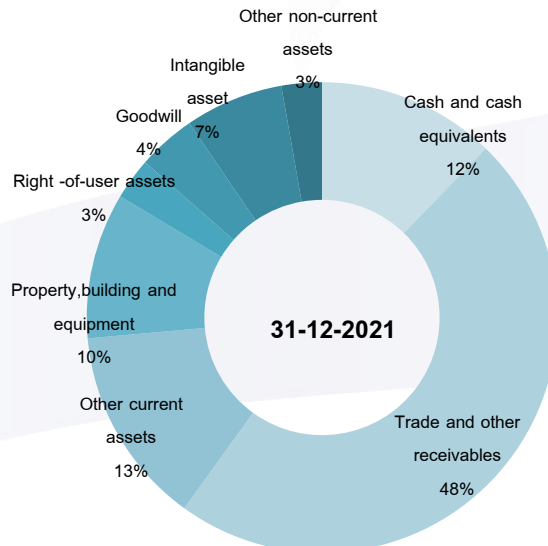
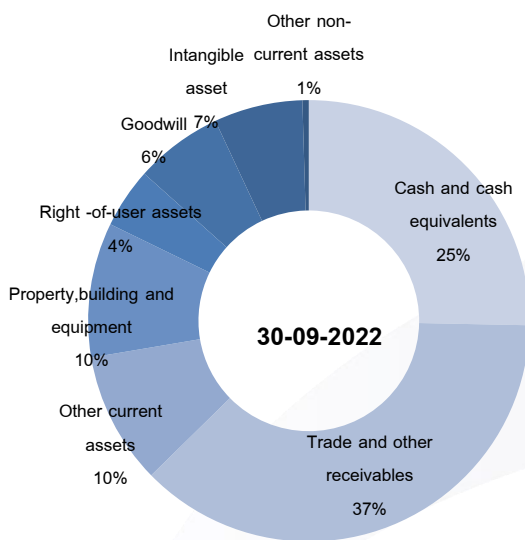


Revenue from Supply Chain Solutions for the Q3/2022 was 103 million baht, an increase of 2 million baht or 2% of the previous year for the same period and for the 9M/2022 was 305 million baht, an increase of 1 million baht, representing 0.3% of the previous year for the same period. The cause of the company started to recognize revenue in July 2022 as an onsite warehouse management service with an area of 15,000 sq m, thus increasing revenue. Gross profit from supply chain solutions for the Q3/2022 was 14 million baht, an

increase of 4 million baht or 40% of the previous year for the same period, and for the 9M/2022, was 37 million baht, a decrease of 13 million baht, accounted for to 26% of the previous year for the same period

Analysis of financial position

Balance Sheet	30 Sep 2022	31 Dec 2021	+ / -	%
Cash and cash equivalents	888	429	460	107.3%
Trade and other receivables	1,310	1,667	-357	-21.4%
Other current assets	340	476	-137	-28.7%
Property,building and equipment	346	350	-4	-1.2%
Right -of-user assets	155	100	55	55.0%
Goodwill	225	140	86	61.3%
Intangible asset	228	237	-9	-3.7%
Other non-current assets	16	97	-81	-83.2%
Total Assets	3,508	3,495	13	0.4%



The Company has total assets as of September 30, 2022 and December 31, 2021 equal to 3,508 million baht and 3,495 million baht respectively, an increase of 13 million baht or 0.4% due to an increase in cash received from collection of debtors. As a result, trade accounts receivable decreased.

The Company has total liabilities as of September 30, 2022 and December 31, 2022 equal to 1,842 million baht and 1,993 million baht, respectively, a decrease of 327 million baht or 16.4%, resulting from the loan repayment period, resulting in a decrease in liabilities.

Management's view on trends and strategies for the half of 2022

Exports tend to slow down continuously. After the signs of a global economic slowdown became clearer and faced with heightened uncertainty, especially the uncertainty of economic policy, and geopolitical. The direction of the global economy and global trade slowdown. In particular, the Company's main trading partner is the United States. This year, imports and exports declined due to over-inventory ranges. See next year, the volume of shipments in America will return to normal. And for the company's main trading partner, China, when the country's lockdown measures are eased until it improves, checkpoints are not closed, convenient transportation. It will be a good add-on factor in transportation. Take back the company's income from this freight. Therefore, in the Q4/2022, the Company expects transportation service revenue to improve from the Q3.

As for the net profit from the effective cost management strategy, the company is confident that the net profit should definitely grow more than the previous year.