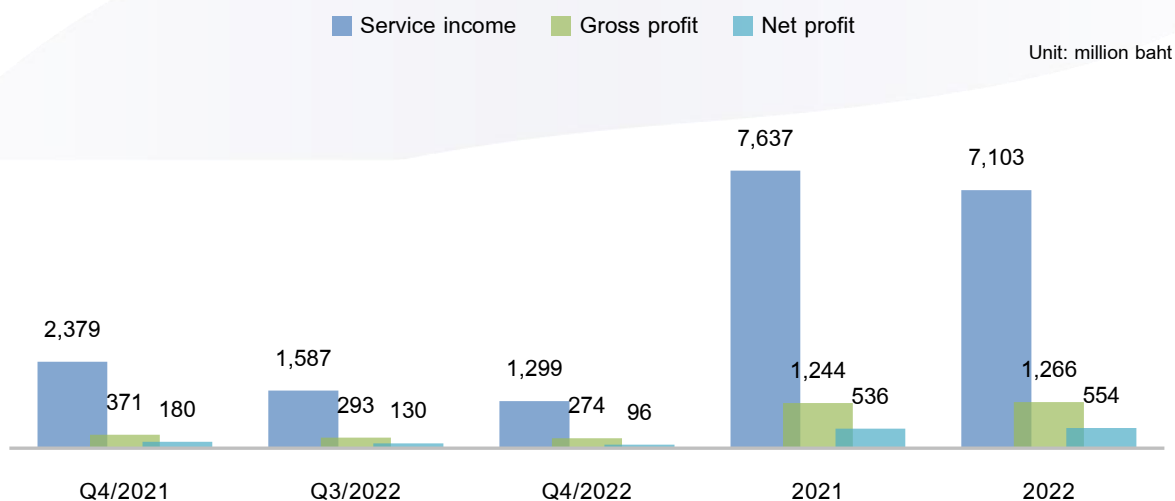


## Management Discussion and Analysis Yearly Ending 31 Dec 2022

From the company's performance for the year 2022, the company continues to grow strongly. Generate profits continuously, New High for 3 consecutive years from the implementation of the company's strategic plan. in accordance with the goals set The company's net profit for the year 2022 was 554 million baht, compared to the previous year with an increase of 19 million baht or 3%.

Profit and loss statement	Q4/2021	Q3/2022	Q4/2022	% YOY	% QOQ	2021	2022	% YOY
Service income	2,379	1,587	1,299	-45%	-18%	7,637	7,103	-7%
Gross profit	371	293	274	-26%	-7%	1,244	1,266	2%
Other income	13	23	14	-203%	-159%	34	34	1%
Selling expenses	22	30	26	19%	-15%	116	136	17%
Administrative expense	109	88	102	-6%	16%	379	391	3%
Finance cost	3	6	4	31%	-23%	14	20	37%
Income tax expense	47	45	31	-34%	-31%	147	159	8%
Profit for the period	203	148	97	-52%	-35%	621	595	-4%
<b>Profit attributable to:</b>								
Equity holders of the company	180	130	96	-47%	-26%	536	554	3%
Non-controlling interests of subsidiaries	22	18	1	-96%	-96%	85	41	-52%
Gross profit margin	15.58%	18.47%	21.08%	5.50%	2.61%	16.29%	17.83%	1.54%
Net profit margin	7.54%	8.06%	7.47%	-0.07%	-0.59%	6.98%	7.76%	0.78%

### Company Performance Summary



**Performance** The Company's revenue from services for the Q4/2022 was 1,299 million baht, a decrease of 1,080 million baht, representing 45% of the previous year for the same period. And for the year 2022, it was 7,103 million baht, a decrease of 534 million baht, representing 7% of the previous year for the same period. The decrease in revenue in 2022 is due to the decline in freight rates. At the end of the year, more than 50%. This year, there is still a 10% growth under the economic slowdown situation. which income from marine transportation It is the service that has the highest proportion of the company.

The company's gross profit for the Q4/2022 was 274 million baht, a decrease of 97 million baht, representing 26% of the previous year for the same period, and for 2022, it was at 1,266 million baht, an increase of 22 million baht, representing 2% of the previous year during the same period In 2022, there will be a decrease in the amount of transportation by sea. Gross profits will increase. Although the revenue from services has decreased. But the company has implemented a cost management strategy, resulting in the Gross Profit Margin for this year compared to last year from 16.29% to 17.83%.

Selling expenses for the Q4/2022 was 26 million baht, an increase of 4 million baht or 19% from the previous year for the same period. And for the year 2022, it was 136 million baht, an increase of 20 million baht, representing 17% of the previous year for the same period. This year, selling expenses increased in line with the increase in gross profit.

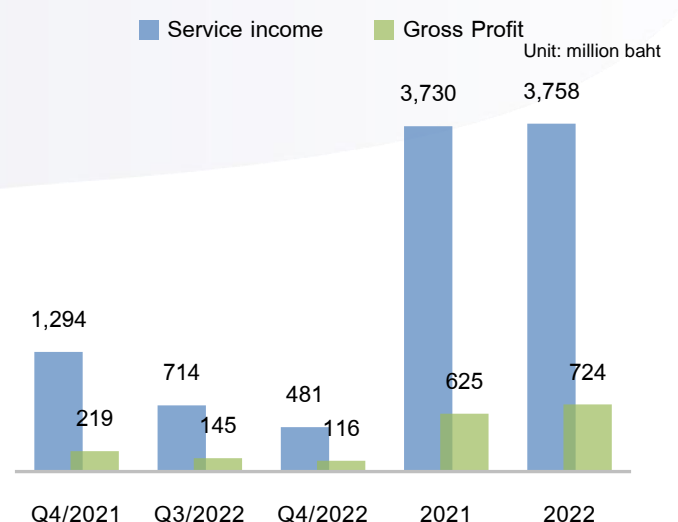
Administrative expenses for the Q4/2022 was 102 million baht, a decrease of 7 million baht, representing 6% of the previous year in the same period, and for the year 2022, it was 391 million baht, an increase of 12 million baht or 3% from the The volatility of the baht caused the company to recognize a loss from the exchange rate from its subsidiaries at the end of the year, resulting in an increase in administrative expenses from the previous year.

The company's net profit for the Q4/2022 was 96 million baht, a decrease of 84 million baht or 47% from the previous year for the same period. And for the year 2022, it was 554 million baht, an increase of 19 million baht, representing 3% of the previous year for the same period, although the revenue in 2022 decreased from the previous year. But the company still has more profits. Due to the Company's efficient cost management, it can be seen from the increased profitability. The net profit margin improved this year from 6.9% to 7.8%.

## **Performance by Business Unit**

### **1. Sea Freight**

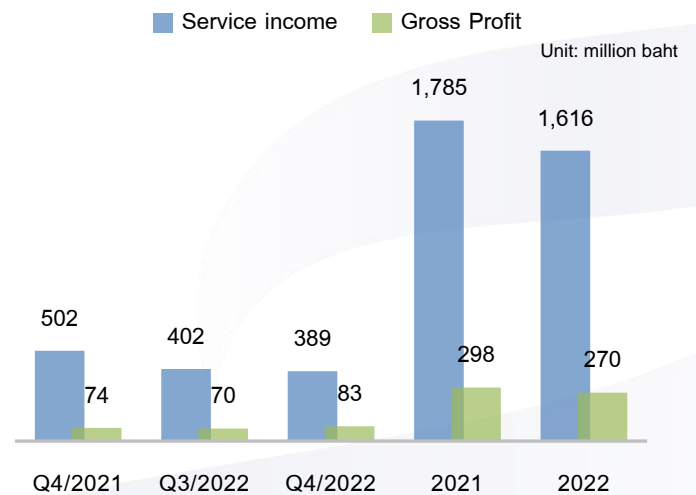
Revenue from sea freight the Q4/2022 was 481 million baht, a decrease of 813 million baht or 63% from the same period last year, and for the year 2022 it was 3,758 million baht, an increase of 28 million baht or 0.8. % of the previous year for the same period for sea freight services The volume of transportation services in the fourth quarter decreased in line with the economic slowdown. As a result, the transport volume decreased towards the end of the year. Gross profit from transportation for the Q4/2022 was 116 million baht, a decrease of 103 million baht, representing 47% of the



previous year for the same period, and for 2022, it was at 724 million baht, an increase of 99 million baht, representing 16. % from the same period last year Although revenue from transportation services grew only slightly. But the gross profit in 2022 has increased due to the company's efficient cost management. It can be seen that the gross profit margin in 2022 has improved from 16.8% to 19.3%.

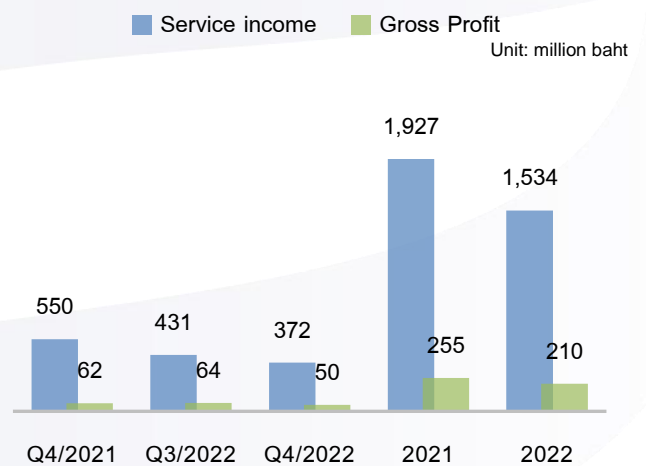
## 2. Air Freight

Revenue from Air freight the Q4/2022 was 389 million baht, a decrease of 113 million baht, representing 23% of the previous year for the same period, and for the 2022 period, it was 1,616 million baht, a decrease of 169 million baht, representing 10% of the previous year for the same period caused by In the previous year, there was a Kovic situation. 19 The Company has done a lot of Charter Flights, so the Company's income and costs are quite high. Compared to this year, the revenue from air services for the year 2022 decreased from the previous year. Gross profit from air cargo for the Q4/2022 was 83 million baht, an increase of 9 million baht, representing 12% of last year for the same period and for the year 2022 equal to 270 million baht, a decrease of 28 million baht, representing 9% of the previous year for the same period.



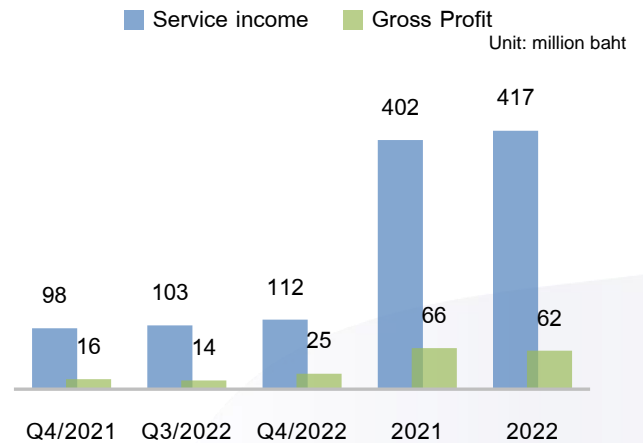
## 3. Cross Border Service

Revenue from Cross Border Service the Q4/2022 was 372 million baht, a decrease of 178 million baht, representing 32% of the previous year for the same period. And for the year 2022, it was 1,534 million baht, a decrease of 393 million baht, representing 20% of the previous year for the same period. The cause was caused by the early 2022 closure of the checkpoint in China. Obstacles to cross-border land transport Unable to transport Resulting in a decrease in income Gross profit from cross-border land transportation for the Q4/2022 was 50 million baht, a decrease of 12 million baht, representing 19% of the previous year for the same period. And for the year 2022, it was 210 million baht, a decrease of 45 million baht, representing 18% of the previous year for the same period.



#### 4. Supply Chain Solutions

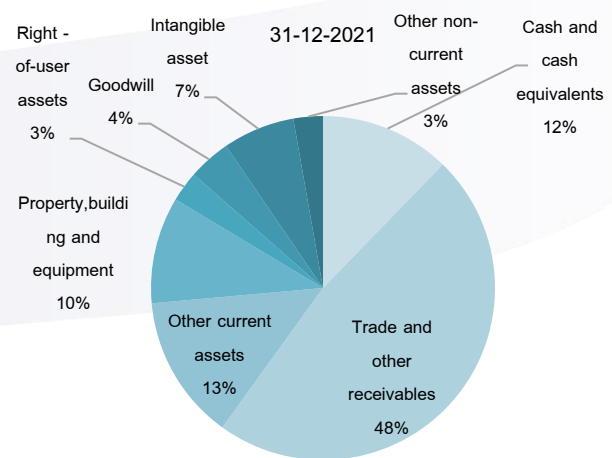
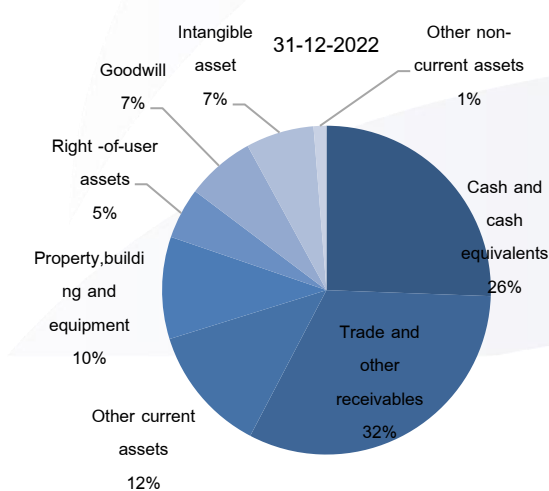
Revenue from Supply Chain Solutions for the Q4/ 2022 was 112 million baht, an increase of 14 million baht or 14% from the previous year for the same period. And for the year 2022, it was 417 million baht, an increase of 15 million baht, representing 4% of the previous year for the same period. The reason is that the company started recognizing revenue in July 2022 with a new project, Warehouse Management, an area of 15,000 square meters, thus increasing revenue. Gross profit from Supply Chain Solutions for the Q4/2022 was 25 million baht, an increase of 9 million baht, representing 56% of the previous year for the same period. And for the year 2022, it was 62 million baht, a decrease of 4 million baht, representing 6% of the previous year for the same period.



#### financial position analysis

Unit : million baht

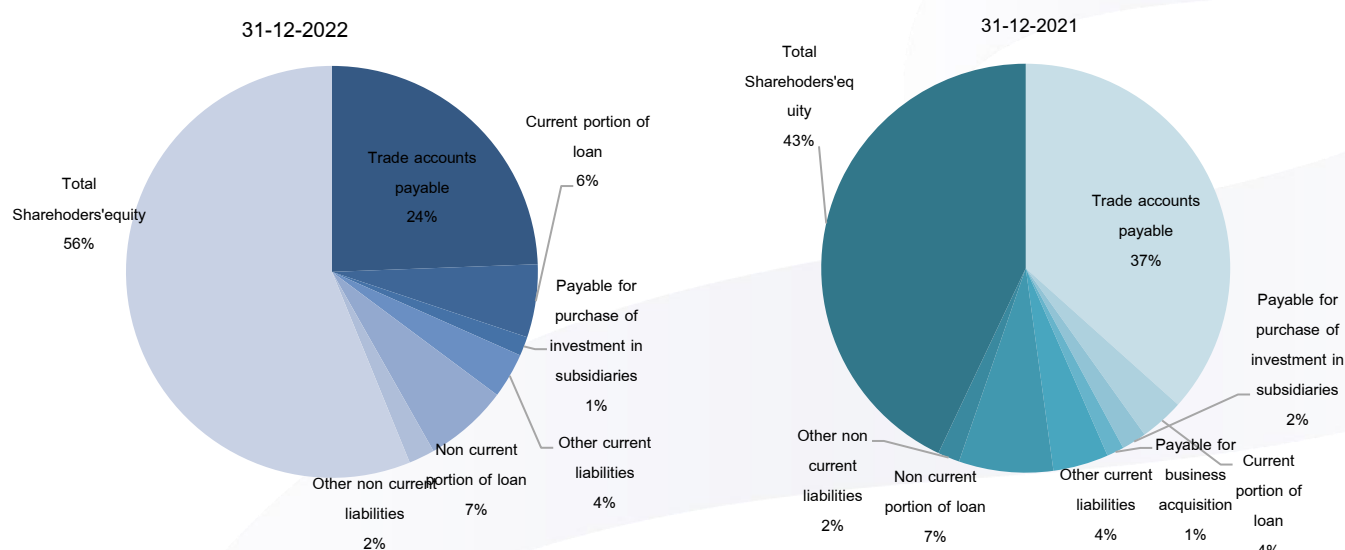
Balance Sheet	31-12-2021	31-12-2021	+ / -	%
Cash and cash equivalents	852	429	424	98.9%
Trade and other receivables	1,069	1,667	(598)	-35.8%
Other current assets	417	476	(59)	-12.4%
Property,building and equipment	335	350	(15)	-4.4%
Right -of-user assets	167	100	68	67.9%
Goodwill	225	140	86	61.3%
Intangible asset	223	237	(13)	-5.7%
Other non-current assets	42	97	(55)	-56.6%
Total Assets	3,332	3,495	(163)	-4.7%



The Company had total assets as of 31 December 2022 and 31 December 2021 of 3,332 million baht and 3,495 million baht, respectively, a decrease of 163 million baht or 4.7% due to an increase in cash received from collections from debtor. As a result, the trade accounts receivable decreased.

Unit : million baht

Balance Sheet	31-12-2021	31-12-2021	+ / -	%
Trade accounts payable	813	1,280	(467)	-36.5%
Current portion of loan	191	122	69	56.3%
Payable for purchase of investment in subsidiaries	50	47	3	5.3%
Payable for business acquisition	0	69	(69)	-100.0%
Other current liabilities	118	153	(35)	-22.8%
Non current portion of loan	220	261	(41)	-15.6%
Other non current liabilities	68	61	7	12.0%
Total liabilities	1,872	1,502	370	24.6%



The company has total liabilities as of December 31, 2022 and December 31, 2021 equal to 1,461 million baht and 1,993 million baht, respectively, decreased by 533 million baht, representing 26.7% due to payments made to creditors during the period. trade and having to pay off the loan to reduce the debt.

### Important events of the company in 2022

- On February 22, 2022, the Board of Directors of Euro Asia Transport Co., Ltd. (subsidiary company) passed a resolution calling for the unpaid share capital of 4,500,000 shares, worth 7.50 baht per share. amount 33.75 million baht on February 25, 2022
- On March 16, 2022, the Annual General Meeting of Shareholders of Wise Supply Chain Solution Co., Ltd. resolved to increase the registered capital from 13.5 million baht to a new registered capital of 80 million baht by issuing 66,500 additional ordinary shares at a price of The par value of 1,000 baht per share, the Company paid for the capital increase shares totaling 33.25 million baht on March 16, 2022 and recorded as accrued expenses classified under trade and other payables.
- On April 29, 2022, the Annual General Meeting of the Company's shareholders passed a resolution approving the dividend payment from the operating results for the year 2021 to shareholders at the rate of 0.23 baht, amounting to 149.9 million baht, the dividend was paid on May 13, 2022.

4. On May 18, 2022, Euroasia Total Logistics Public Company Limited invested more in Euroasia Total Logistic(M) Sdn Bhd. in the amount of 2.7 million baht (MYR 0.3 million). Such capital does not affect the shareholding proportion of Euroasia Total Logistics Public Company Limited in Euroasia Total Logistic(M) Sdn Bhd. changes.
5. On May 24, 2022, the Extraordinary General Meeting of Shareholders No. 1/2022 of Euroasia Total Logistics Public Company Limited resolved to approve as follows:
  - Converted from a limited company to a public limited company and changed its name to Euroasia Total Logistics Public Company Limited.
  - Changed the par value of ordinary shares from 10 baht per share to 0.50 baht per share, causing the ordinary shares of Euroasia Total Logistics Public Company Limited to increase from 12,244,898 shares to 244,897,960 shares.
  - Increased the registered capital from the original 122,448,980 baht (244,897,960 ordinary shares with a par value of 0.50 baht per share) for initial public offering (Initial Public Offering).
  - Euroasia Total Logistics Public Company Limited registered the conversion and registered the capital increase with the Ministry of Commerce on May 25, 2022

#### **Executive view of trends and strategies**

In the second half of 2022, global economic growth slowed down. imports and exports declined especially in the Company's main trading partners USA market Imports and exports decreased due to being in the Over Inventory period, so the company views that in 2023, the volume of shipments to the United States will return to be better. And for the company's main trading partner, another country, the Chinese market, has canceled the lockdown measures, no checkpoint closures. Transportation is convenient. Business operations have returned to grow according to the country's potential. It will be a good supporting factor for the transportation that will allow the company to have more revenue from this transportation. In addition, the company has a strategic plan. in continuous growth both domestically and internationally It focuses on expanding network collaboration and the company is confident that its strategic plan will achieve its goals and will maintain its profit margins this year.