



EUROASIA TOTAL LOGISTICS PLC

Cross-Border Road Freight Solutions

“Your Cargo Connection to Asia and Europe”

www.etl.co.th



AGENDA

- 01 Company Overview
- 02 YE2024 Financial Performance
- 03 Strategy and Strategic Direction
- 04 2025 Outlook



YE2024 Highlights



Financial highlight

- Year 2024 , there was increase of Revenue 3 % compare to 2023. Anyhow there was a challenging situation of the fluctuation of fuel price in Malaysia. As a result, there was a significant increase in fuel cost when compared to the previous year.
- The Company has also confronted the severe exchange rates fluctuation in this quarter. As a result , the operating profit significantly decreased.

Cold Chain

- ETL continues to focus on our reefer which fully equipped with Technology advancements and with our best team to serve the highly sensitivity products. Serving for Temperature sensitive goods like Daily products , frozen food , pharmaceuticals and certain chemicals under controlled conditions to maintain product quality. More customers contract for next coming months.

2024 TCC Best Award

- Finally, we won! Another pride of ETL: ETL was granted for 2024 Ethics Standard Test Awards by the Thai Chamber of Commerce Business (22nd TCC Best Awards).

YE2024 Highlights



- ETL places importance on ESG; as a result, ETL has been continuously awarded Carbon Footprint Certification both ISO 14064-1 and CFO since 2023.
- ETL continuously focuses on developments and advancement on business, ethics, and employees. ETL therefore has been developed and granted certificates by government and private sectors.



ETL Group's Services



รูปแบบการขนส่งที่ให้บริการโดยกลุ่ม ETL

บริการขนส่งแบบเต็มตู้ Full Truck Load (FTL)



บริการขนส่งแบบไม่เต็มตู้ Less than Truck Load (LTL)



โดยมี 2 โหมดการขนส่ง ได้แก่

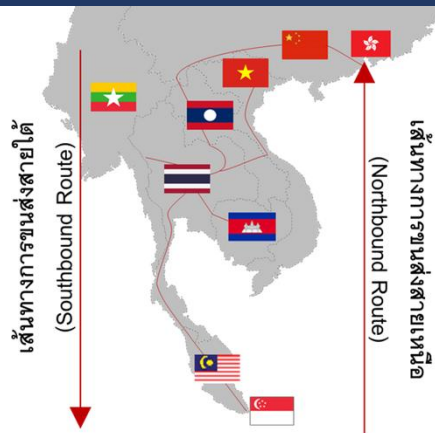
1. การขนส่งทางถนน (Road Transportation)



2. การขนส่งทางถนน เชื่อมต่อกับรางรถไฟ (Road-Rail Transportation)



เส้นทางให้บริการ



ตัวอย่างประเภทสินค้าที่ขนส่ง



ชิ้นส่วนอิเล็กทรอนิกส์



แผงโซลาร์เซลล์



อาหารและเครื่องดื่ม



ชิ้นส่วนยานยนต์

ประเภทตู้คอนเทนเนอร์

ตู้คอนเทนเนอร์แบบมาตรฐาน (Dry Container)



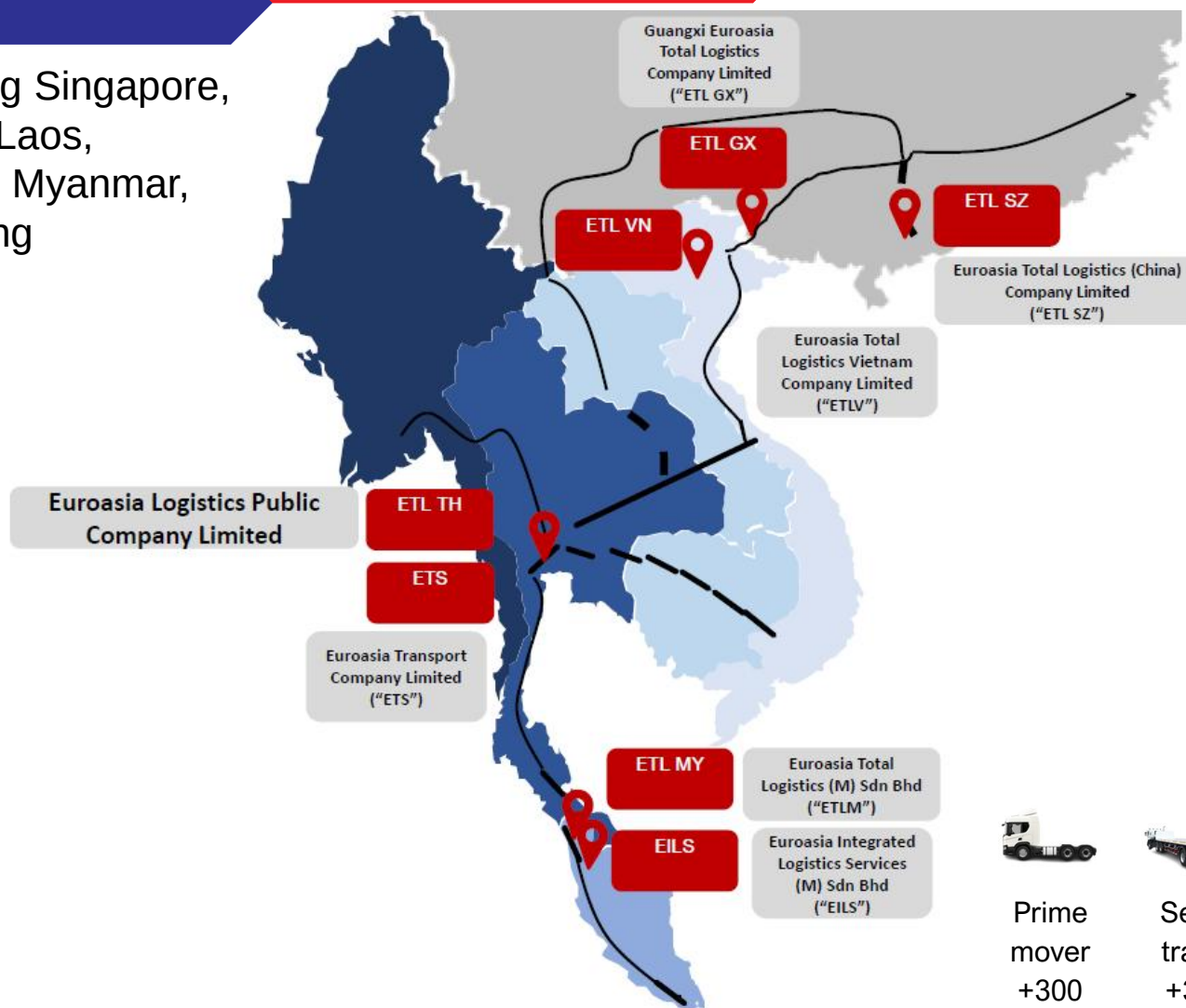
ตู้คอนเทนเนอร์ควบคุมอุณหภูมิ (Reefer Container)



ETL NETWORKS



FTL network covering Singapore, Malaysia, Thailand, Laos, Cambodia, Vietnam, Myanmar, China and Hong Kong



Prime mover
+300



Semi-trailer
+300



Container
500+

The background of the slide features a light gray world map. A decorative banner at the top left is divided into a blue trapezoidal shape and a red parallelogram shape.

FINANCIAL PERFORMANCE FOR THE PERIOD OF YE2024

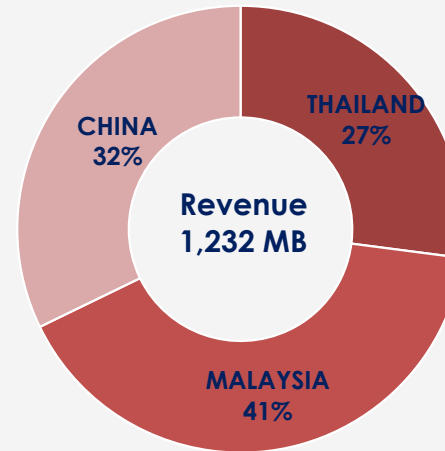
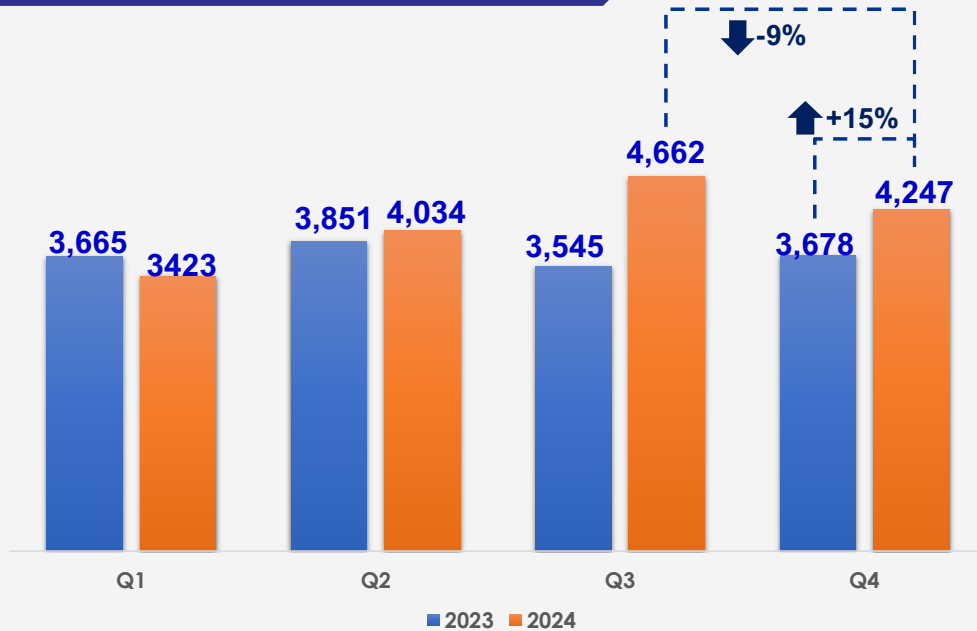
Operation revenue



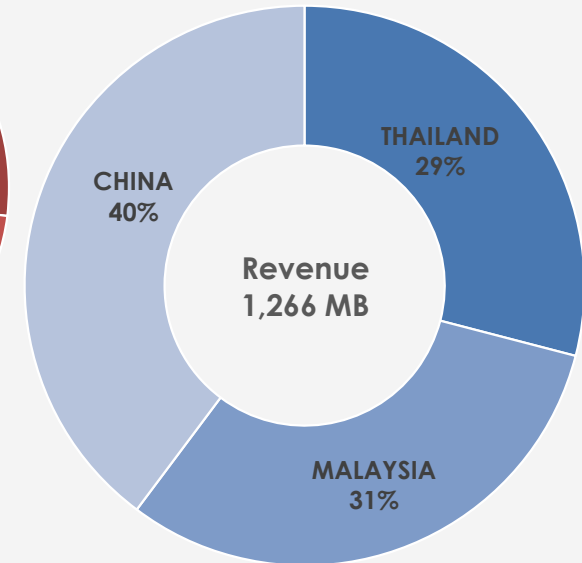
YoY: 2024 vs 2023

- The main driver of this growth was a 3% increase in the expansion of domestic transportation volumes in Thailand and China.
- The company continued to expand its cold chain transportation services in the second half of the year.

Operation revenue



2023



2024

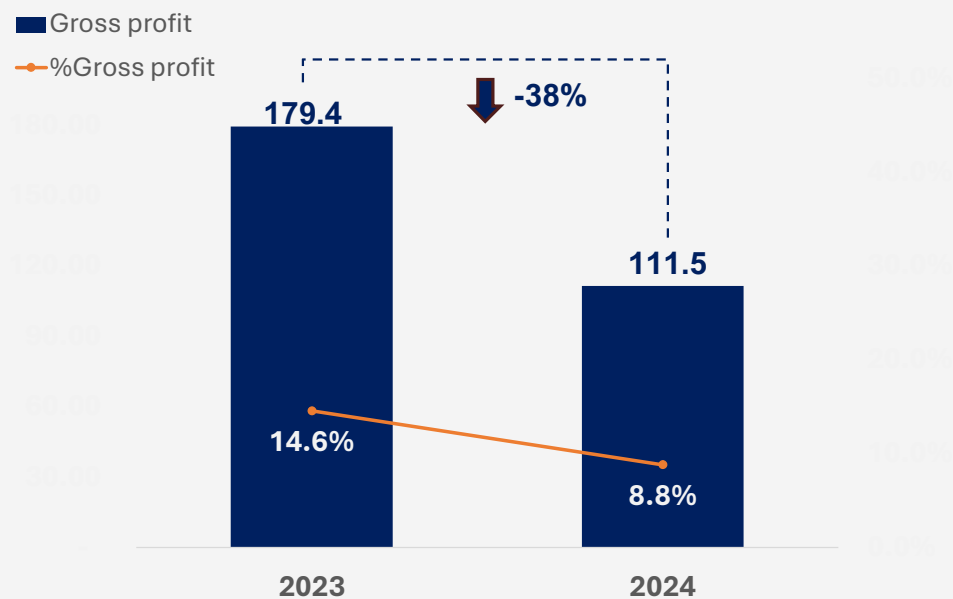
Total shipments

- In 2024, the increase were from the expansion the market volume in China, Vietnam and domestics volume in Thailand and China.

Revenue portion by country

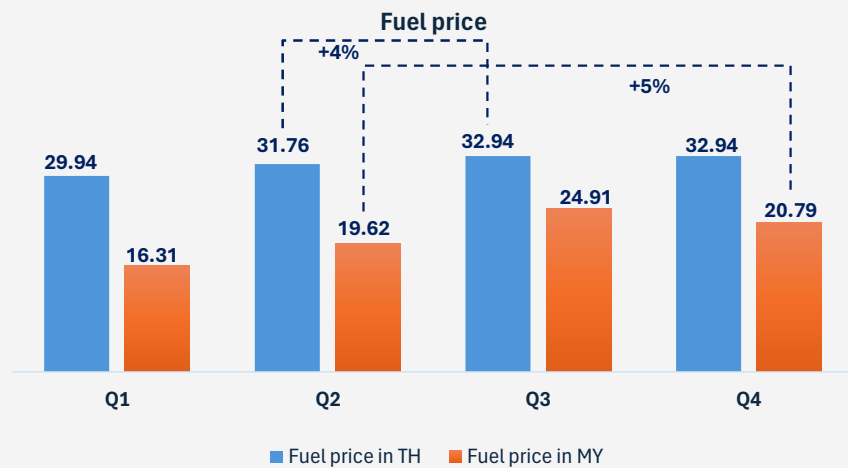
- The revenue portion of China increased from the prior year based on the economic situation has slightly recovered in this period.

Gross profit

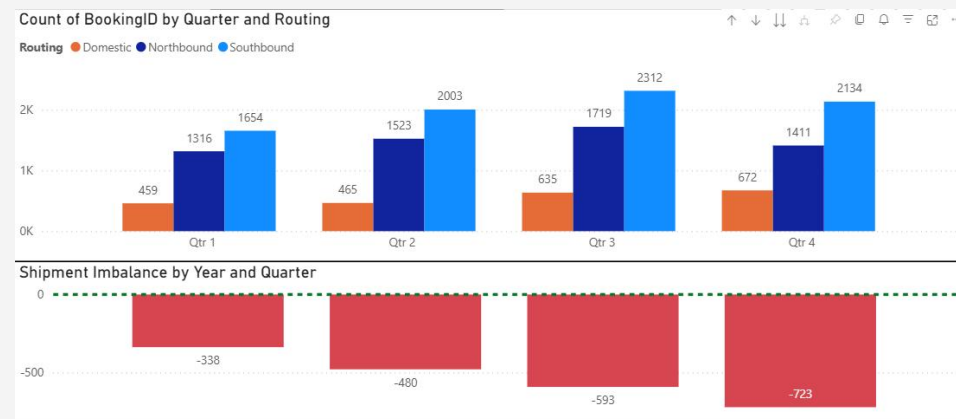


- Gross profit decreased 38% based on the revenue dropped from the prior year. In addition, the increasing in fuel cost from the floating fuel price in Malaysia.
- The number of imbalance shipment >> increased from the prior year (2024 vs 2023) >> The cost of imbalance shipment and the action plan for decreasing.
- Add the empty trip balance shipment

Gross profit

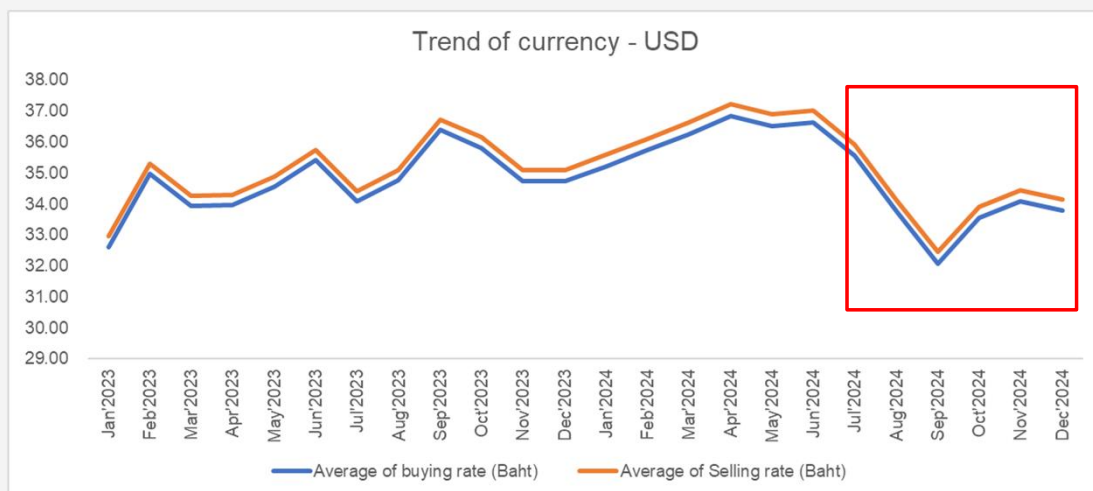


The Malaysian government has implemented a policy to support businesses affected by fluctuating fuel prices by providing financial assistance. As a result, the company's subsidiary in Malaysia also received such support from the government starting in late Q3. Consequently, the impact of fuel price fluctuations has been alleviated.



The company also faced intense market competition, leading to an imbalance in transportation volumes between Northbound and Southbound routes, resulting in an increase in empty trips.

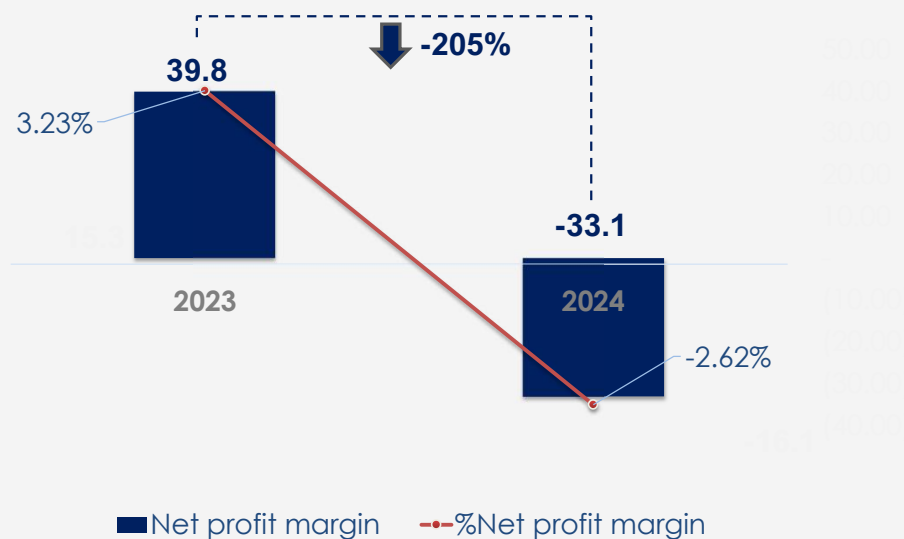
Fluctuation of exchange in US Dollar



YoY: 2023 vs 2024

- In 2024, the group of companies recorded an unrealized foreign exchange loss of 13 million baht, primarily due to the volatility of the USD exchange rate, which fluctuated from 36.85 baht per USD in the first half of the year to 33.80 baht per USD.
- The company's provision for expected credit losses on trade receivables and other receivables, totaling 11 million baht during the year.

Net profit



YoY: 2023 vs 2024

- Net profit decreased 81% based on the performance in this year significantly dropped.
- The provision for expected credit losses on trade receivables and other receivables, totaling 11 million baht during the year.
- Fluctuation of exchange rate in US dollar during the year.

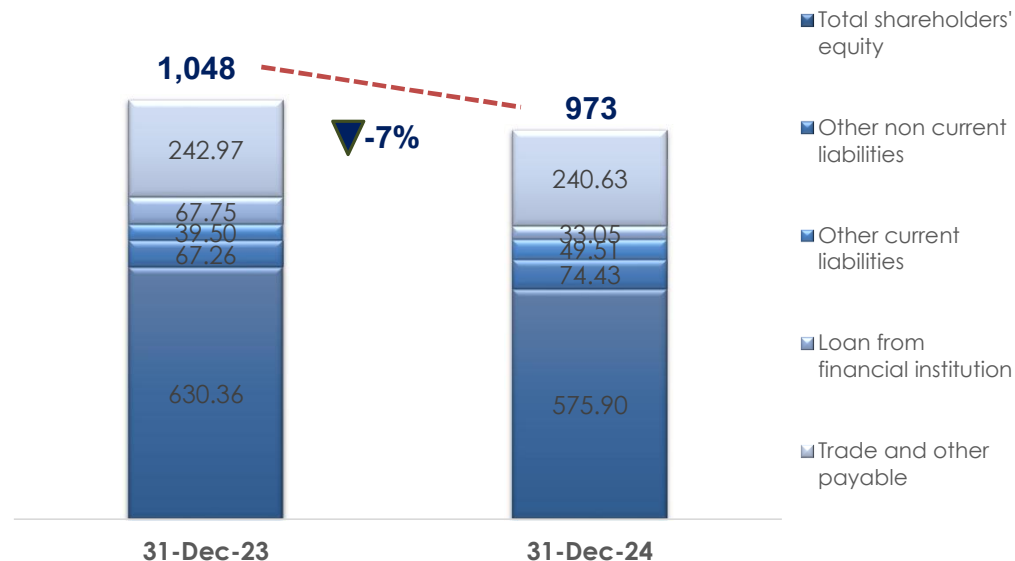
Statement of Financial Position



Total assets



Liabilities and shareholders' equity



Total assets

- A decrease of Baht 95 million or 9%, due to this decline were the provision for doubtful debts of Baht 11 million and depreciation and amortization expenses of Baht 63 million.

Total liabilities

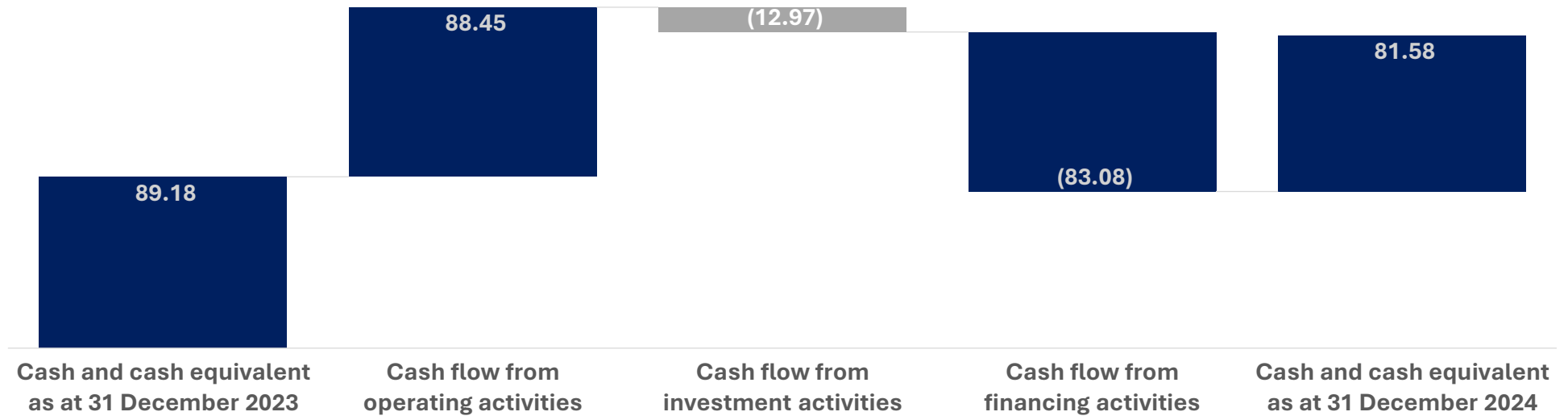
- Total liabilities was amounting to Baht 398 million, decreased by Baht 19 million or 4%, due to payment to trade and other payable and loan from bank.

Total shareholders' equity

- Total shareholders' equity increased by Baht 54 million from those as of December 31, 2023, mainly due to the Company's net operating profit in this period.



Statement of cashflow



Cash flow in Operating Activities

- Increasing in working capital assets

Cash flow in Investment Activities

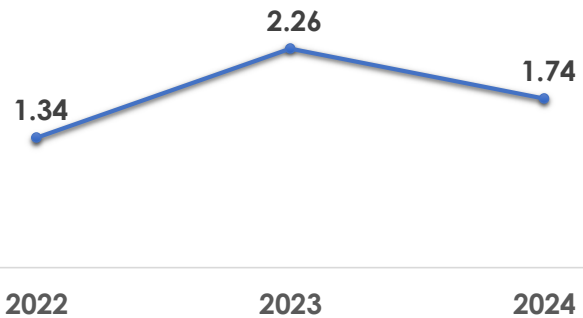
- Decreasing in acquisition of operating assets

Cash flow in Financing Activities

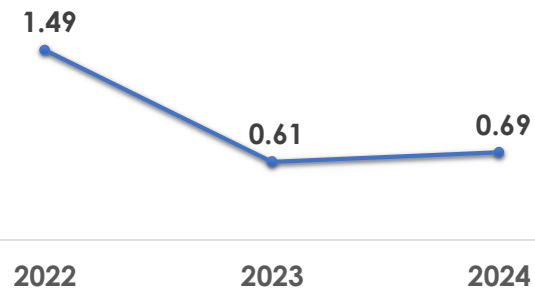
- Increasing in repayment long-term loan from bank and lease liabilities.

Financial ratio

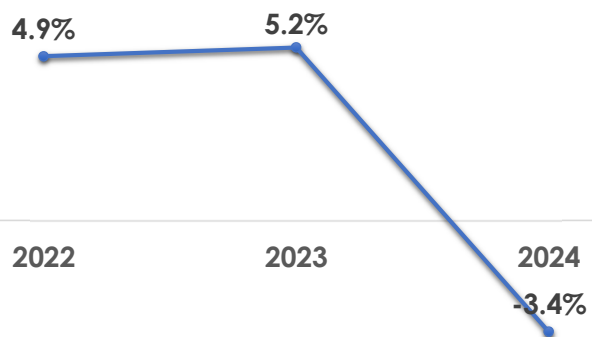
Current Ratio



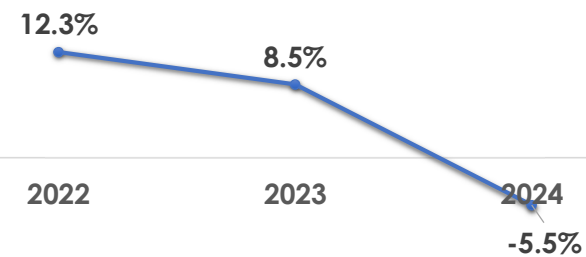
Debt / Equity Ratio



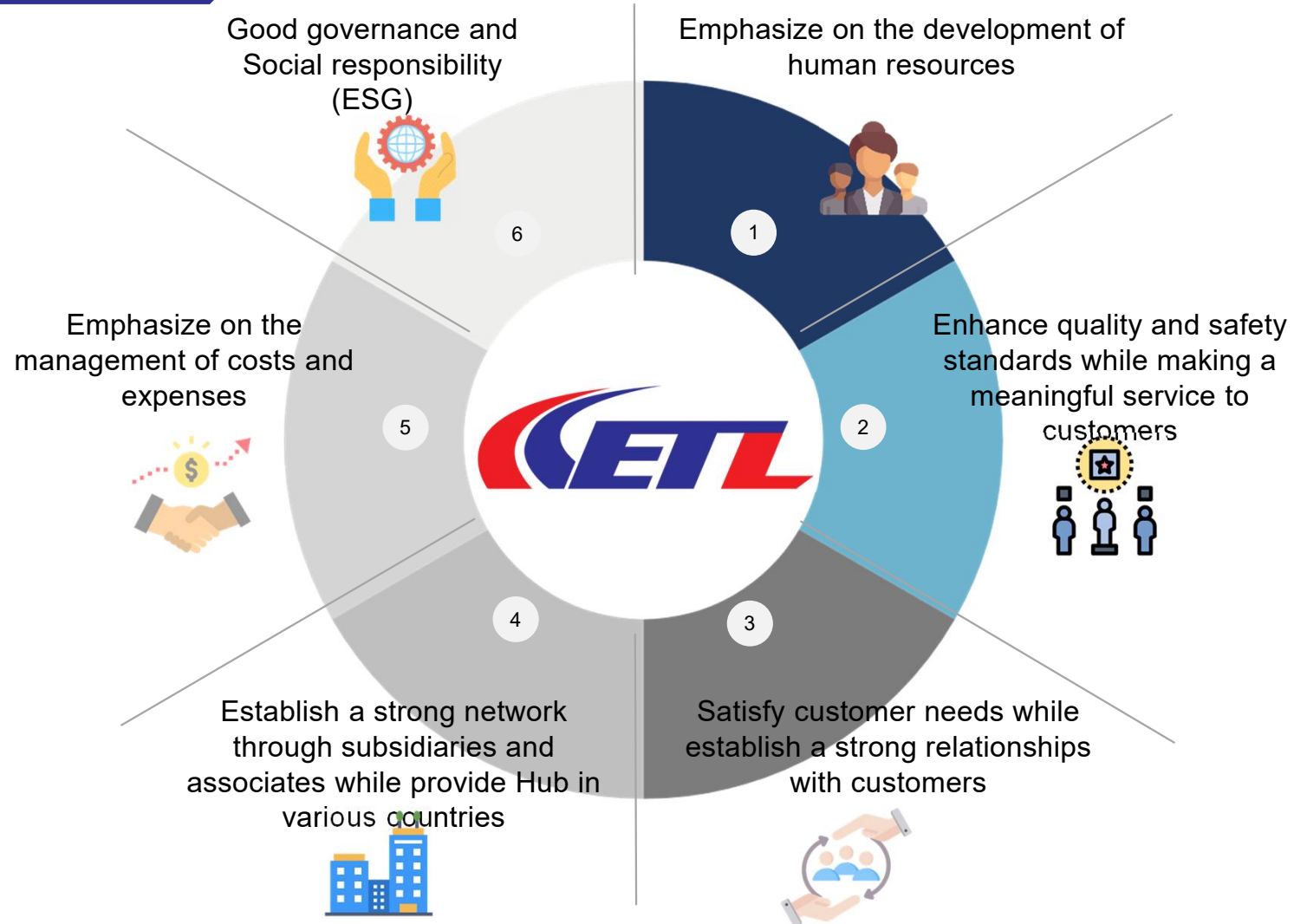
Return of Assets (ROA)



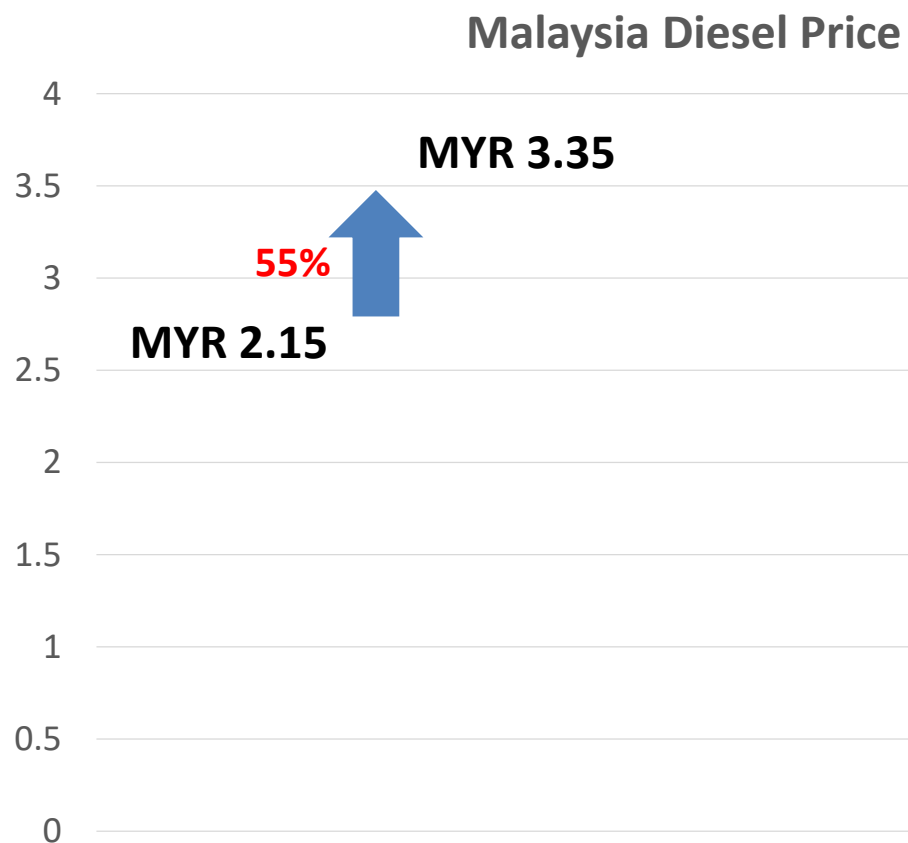
Return of Equity (ROE)



Our Strategies



Highlight – Fuel Subsidy



On 10 June 2024, diesel subsidies were removed in Peninsular Malaysia, leading to a jump from RM2.15 to RM3.35 per litre

Increase of approximately 55%

Government measures have safe approx. RM4.5 million per day

Highlight – Fuel Subsidy



Alleviating Fuel Price Effects:

1. Malaysia Government provides fuel subsidy at RM2.15/liter for commercial vehicle (logistics company)
2. Full subsidy are fully claimed by end of Q3'2024

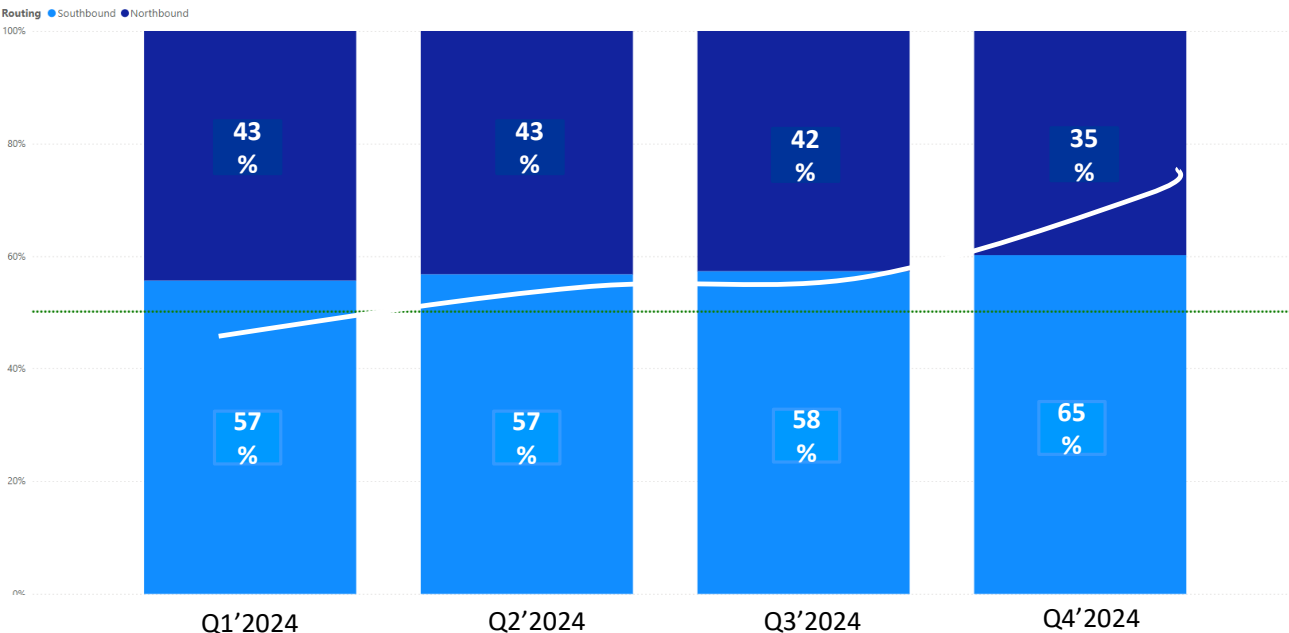


Highlight - Provisions



- Total provision for expected credit losses on trade receivables and other receivables, totaling 11 million baht during FY2024
- Corrective actions has been taken in legal process and are in our favor
- Confident we are able to recover the payment by this Year-2025

Highlight – Trip Optimising



Imbalance Shipment trend:

- By end of Q3'2024, there was significant imbalance due to the market dynamics and competitions
- Ocean rate has come down and stable during the same period
- As an Asset Operator, this has impacted our trip efficiency thus leading to have more empty trips required during this period

Highlight – Trip Optimising



- **Leveraging our new BI Systems – provide enhanced visibility**
- **Able to come out with targeted Marketing Focus on a specific routing and customer engagement**
- **Operationally we are able to optimize our truck planning thus increase our efficiency of our truck's utilisation**



ETL Business Focus



Expanding Services to Include Cold Chain

Expand investments in temperature-controlled Reefer Containers while establishing the infrastructure to integrate a temperature-controlled logistics system (Cold Chain). This is aimed at increasing the value of services, with a focus on maintaining product quality until it reaches the destination.



Cost and Expense Control and Management

ETL has implemented measures for vehicle management, with a focus on increasing the utilization of vehicles within the company group to manage costs more effectively. Additionally, the company will enhance the efficiency of managing backhaul trips.



Improvement of Transportation Management System

Develop a real-time delivery tracking and management system to allow customers to have complete visibility into their supply chain, enhance the efficiency of route planning, and expand the company's service to accommodate future growth.

Business Expansion: Cold Chain



45

45 Foot Length Reefer Container



Temperature range -30° to +30° Celsius



100 units of new reefer in operations

Business Expansion: Cold Chain



Target
Industry

Agriculture Products



Dairy Products & FMCG



Pharmaceutical



Fleet Expansions



Expansions of Fleet for:

- **Thailand – 3rd Quarter 2024 (Completed)**
- **Malaysia – 4th Quarter 2024 (Completed)**
- **Vietnam – To be reviewed**

Business Turnaround Plan



Focus Area: Growing Cold Chain Segment



Target Growth:

- Income of THB300 million
- Trend the growth of 56% into Year-2025
- Target Gross Profit margin of 15% - 20%
THB30 million to THB 45million

Business Turnaround Plan



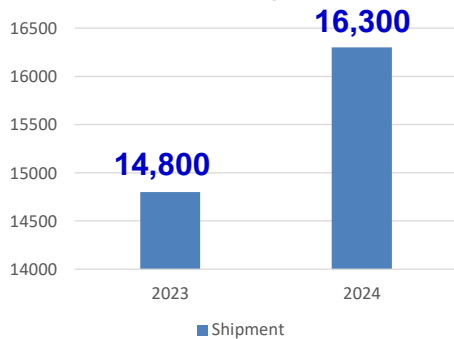
Focus Area: Cost-efficiency

- **Trip optimising to improve our backhaul trips**
- **Improve cost efficiency in maintenance, repair and fuel consumptions**
- **Target cost savings of THB1 million/month**

2025 Outlook



Continuous Expansion:



Cold Chain Market Sector:

We remain positive about the outlook on the cold chain business. This will further fuel our growth this year, allowing us to expand our market reach and enhance service offerings.

By investing in new advanced technologies and increasing our asset base, we are positioned to meet the rising demand for temperature-controlled logistics.



Enhanced Visibility using BI

Leveraging on the technology tools to provide enhance visibility to improve cost efficiency and trip optimization.

Thank you.



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