



EUROASIA TOTAL LOGISTICS PLC

**FIRST HALF 2025  
OPPORTUNITY DAY  
22 August 2025**

Cross-Border Road Freight Solutions

"Your Cargo Connection to Asia and Europe"

[www.etl.co.th](http://www.etl.co.th)



# AGENDA

- 1 Company Overview & Strategy
- 2 1H/2025 Highlights
- 3 1H/2025 Financial Performance
- 4 2025 Outlook Direction





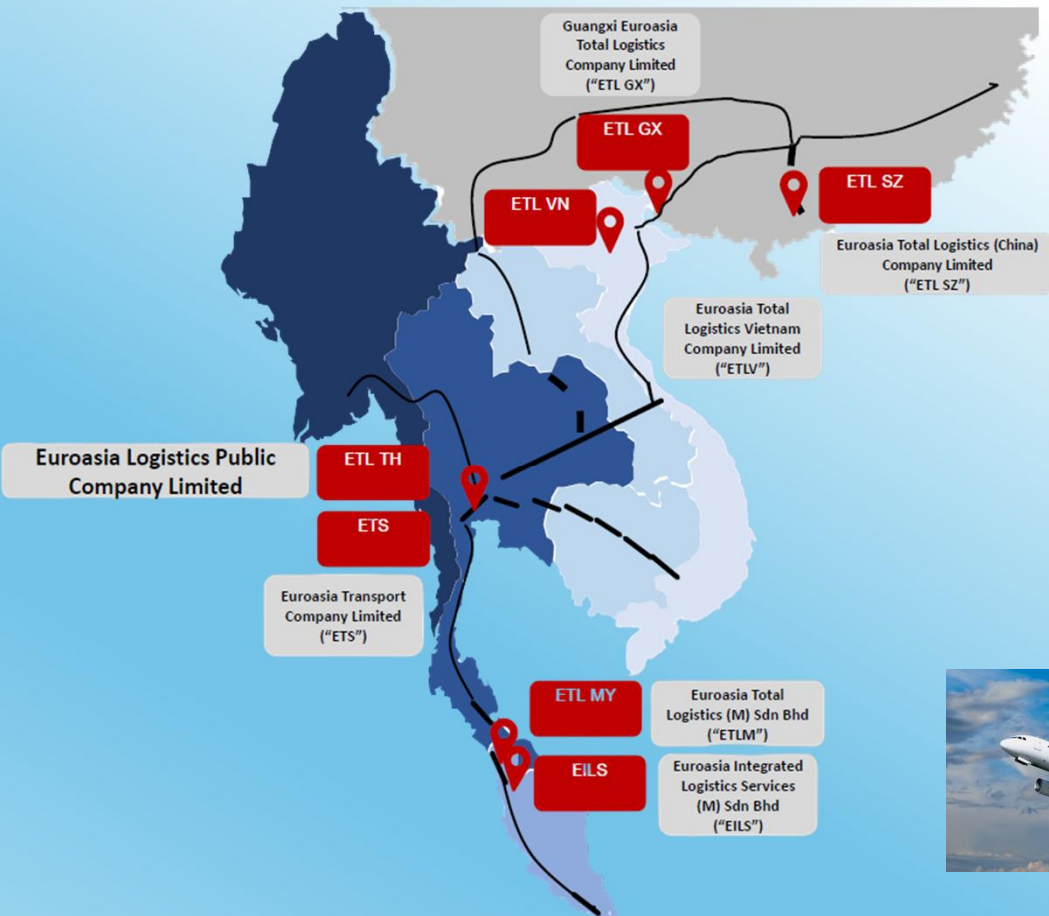
# COMPANY OVERVIEW



## Euroasia Total Logistics Public Company Limited

Has been provided cross-border transportation over 7 years covering Singapore, Malaysia, Thailand, Laos, Vietnam, Myanmar, China and Hong Kong.

- Over 20,000 shipment a year on DRY containers.
- Over 2,500 shipment a year on RFR containers.
- Land Transport connecting Multimodal modes in Asia.



# ETL CORE STRATEGIC



## ESG & Governance Commitment

- Uphold transparency and ethical governance
  - Promote environmental sustainability
  - Engage in meaningful social responsibility



6

## Human Capital Development

- Invest in employee training and growth
  - Foster leadership and innovation
- Build a resilient, high-performing workforce



5

## Quality & Safety Leadership

- Enhance operational quality and safety standards
  - Ensure compliance and reliability
- Deliver meaningful, value-added service



4

## Strategic Service Expansion

- Diversify offerings: cold chain & multi-modal transport
  - Strengthen cross-border capabilities
  - Adapt to evolving market demands



1

## Customer-Centric

- Meet and exceed customer KPIs
  - Build strong, trust-based relationships
- Deliver responsive and personalized service



2

## Cost & Resource Efficiency

- Optimize cost structures and spending
  - Improve operational productivity
- Leverage data for smarter decision-making



3

# 1H/2025 HIGHLIGHTS



## Continued Growth

First half year of 2025, reporting service revenue 855.6 million, a 40% increase year on year. Net profit climb to 35 million, representing a 45% increase from the same period last year.



## Cold Chain Solution

Succeed to be part of supply chain with variety group customers on Fruit, Vegetables, Dairy Product and Frozen Food among South East Asia countries and China., extending to Pharma and Beverage industries. Our volume of refrigerated containers rapidly increased to 145% year on year.



## Connected Multimodal

Expanding customer shipments through integrated transport nodes—seamlessly connecting Land to Rail, Land to Sea, and Land to Air. ETL becomes a true multimodal transportation partner, delivering flexible, efficient, and end-to-end logistics solutions to its business

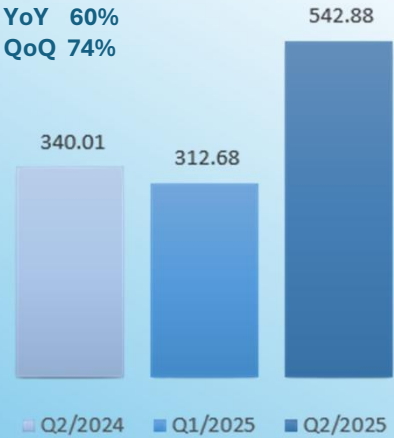
# ETL Consolidated Performance : 2Q2025



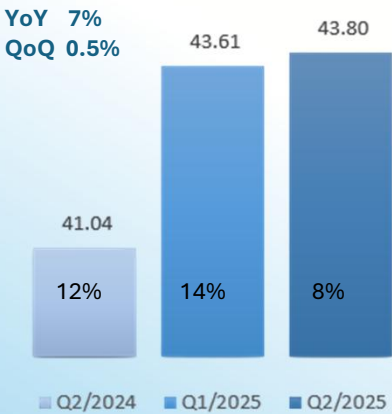
Unit : MB

2Q2025

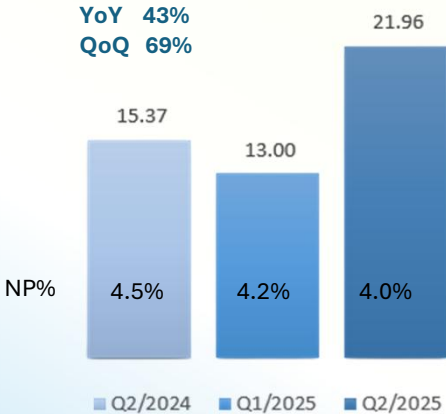
Service income



Gross Profit



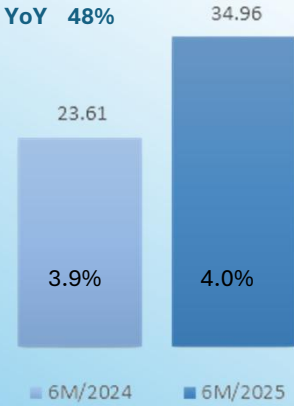
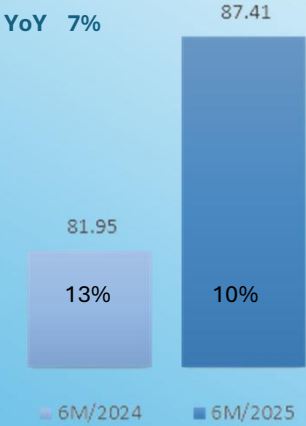
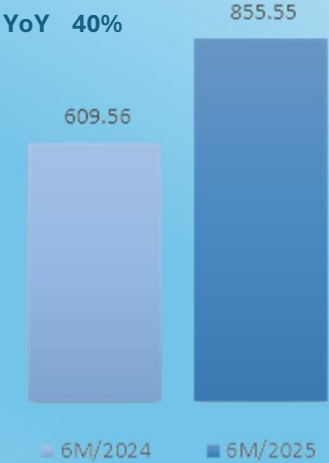
Net Profit



GP%

NP%

6M2025



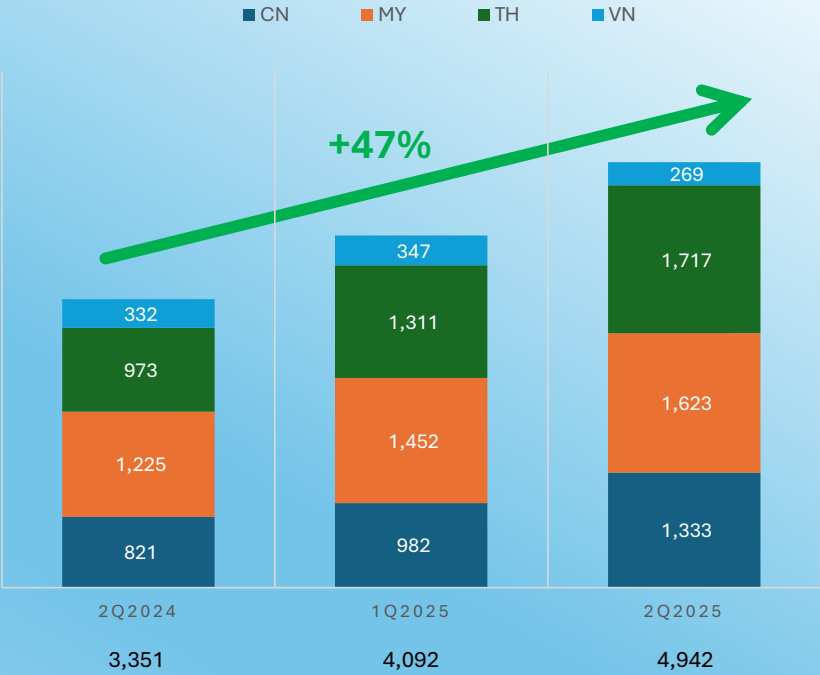
GP%

NP%

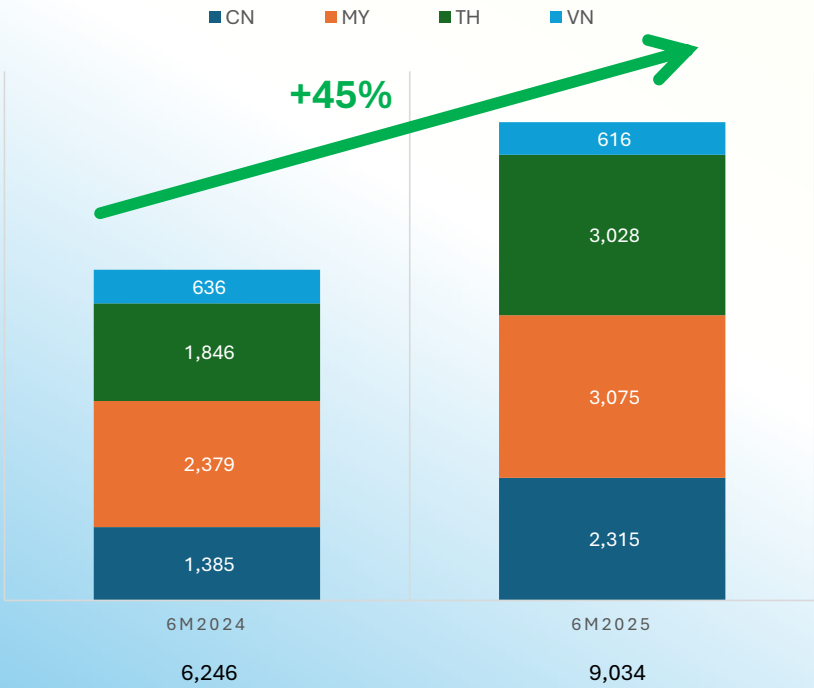
# Operation Revenue



NO. OF SHIPMENTS



NO. OF SHIPMENTS

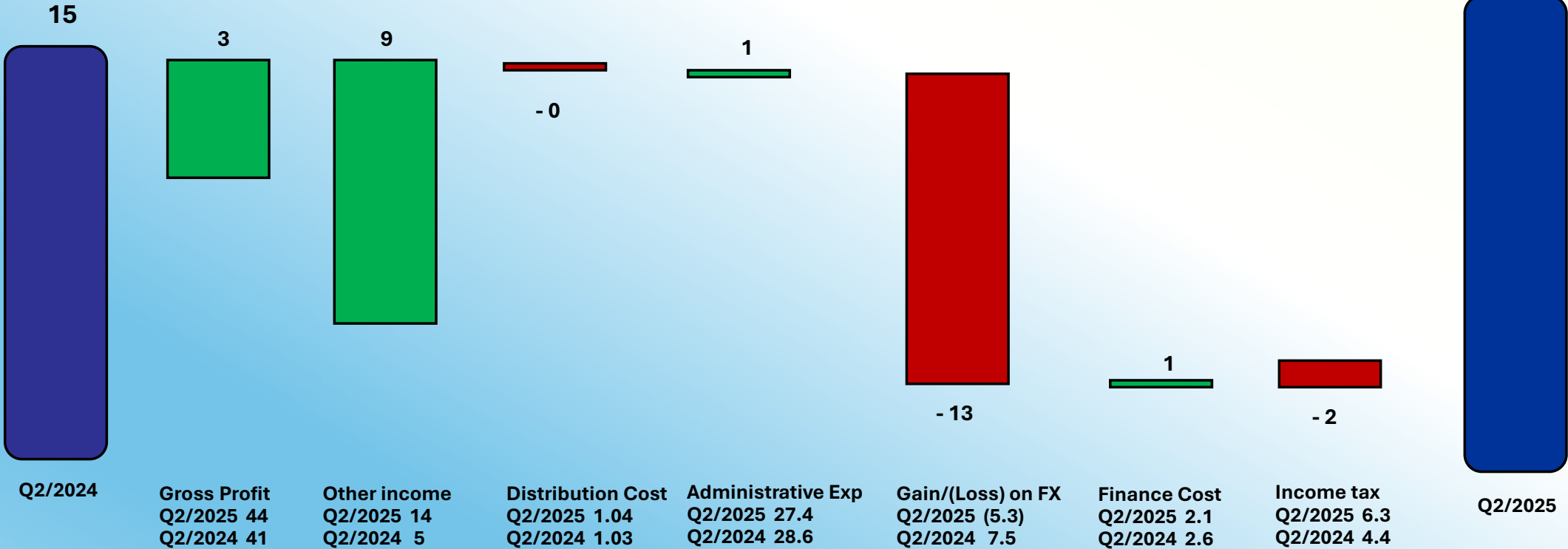




# 2Q2025 vs 2Q2024 (YoY)



Net income +47%



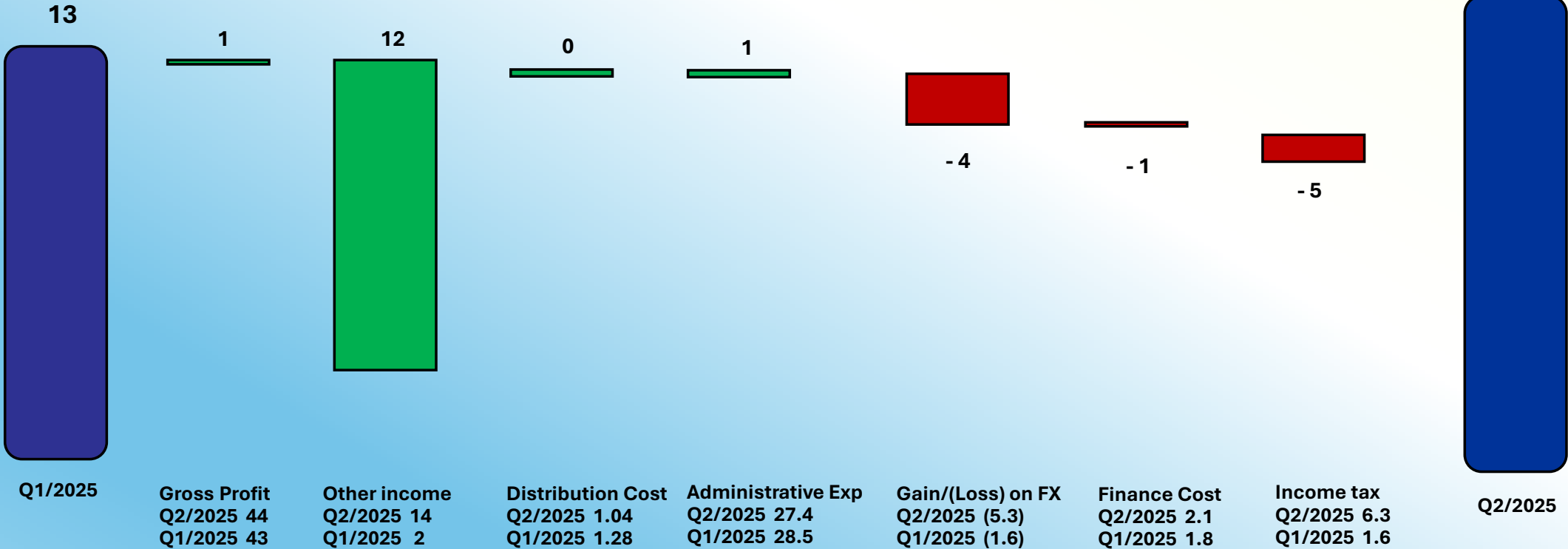
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# 2Q2025 vs 1Q2025 (QoQ)



Net income +69%

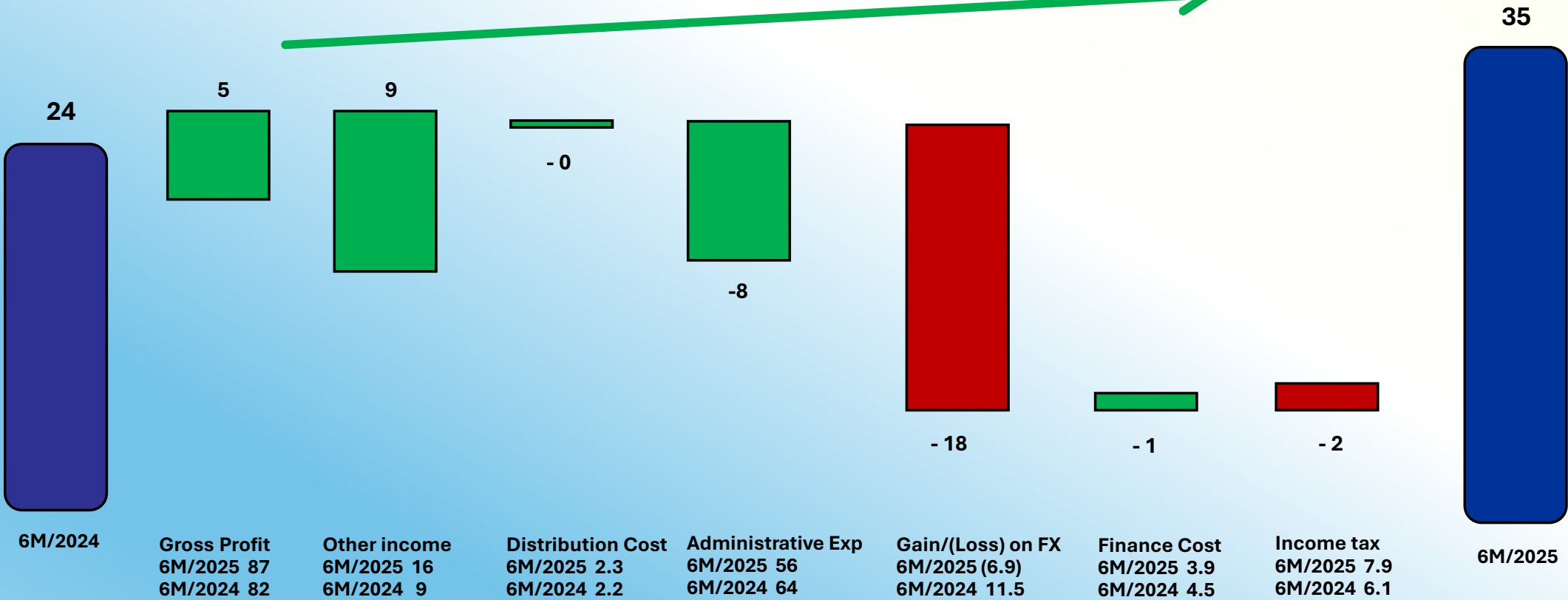


Unit : MB

# 6M2025 vs 6M2024 (YoY)



Net income +46%



Unit : MB

# Statement of Financial Position

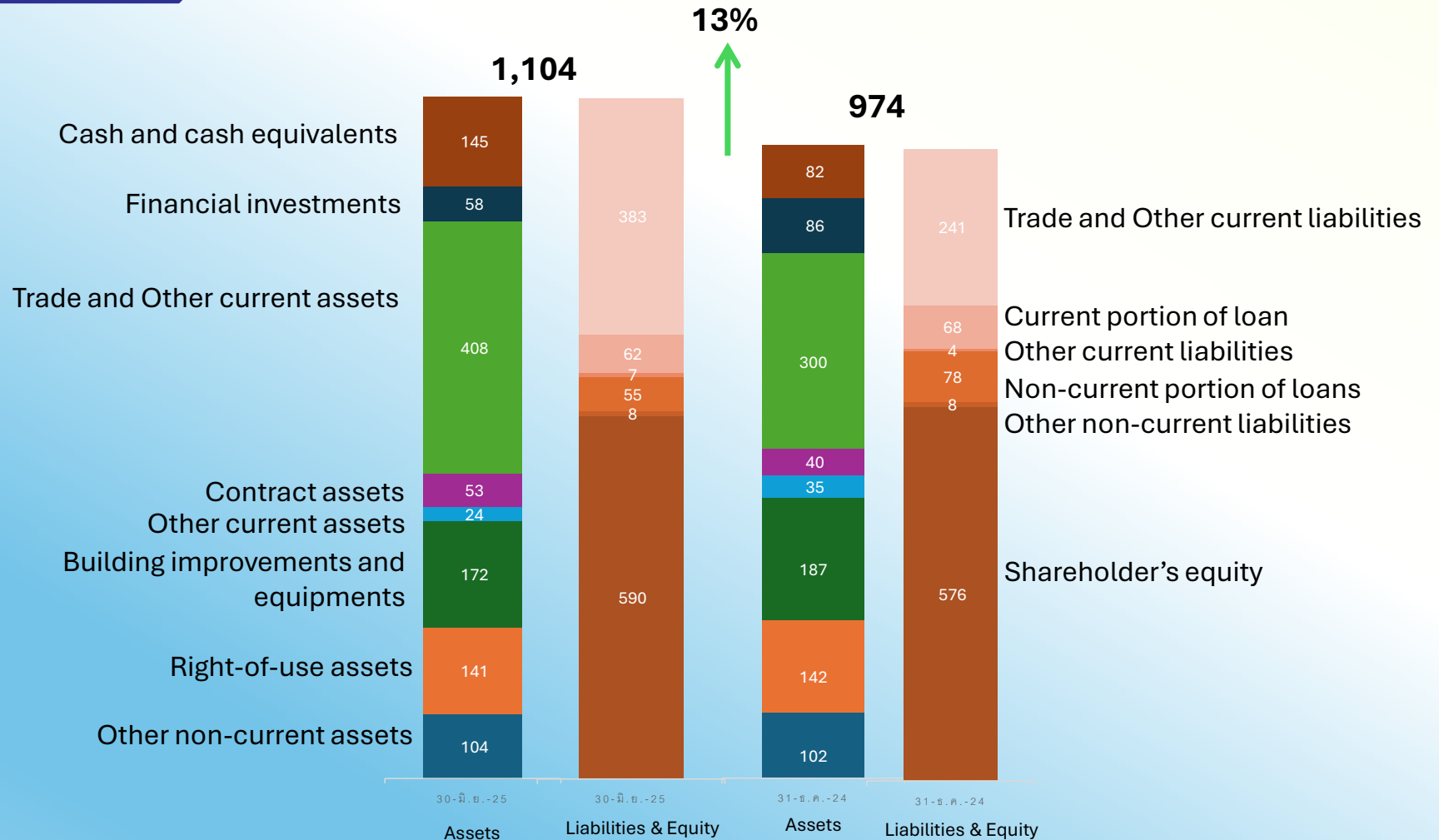


## Assets

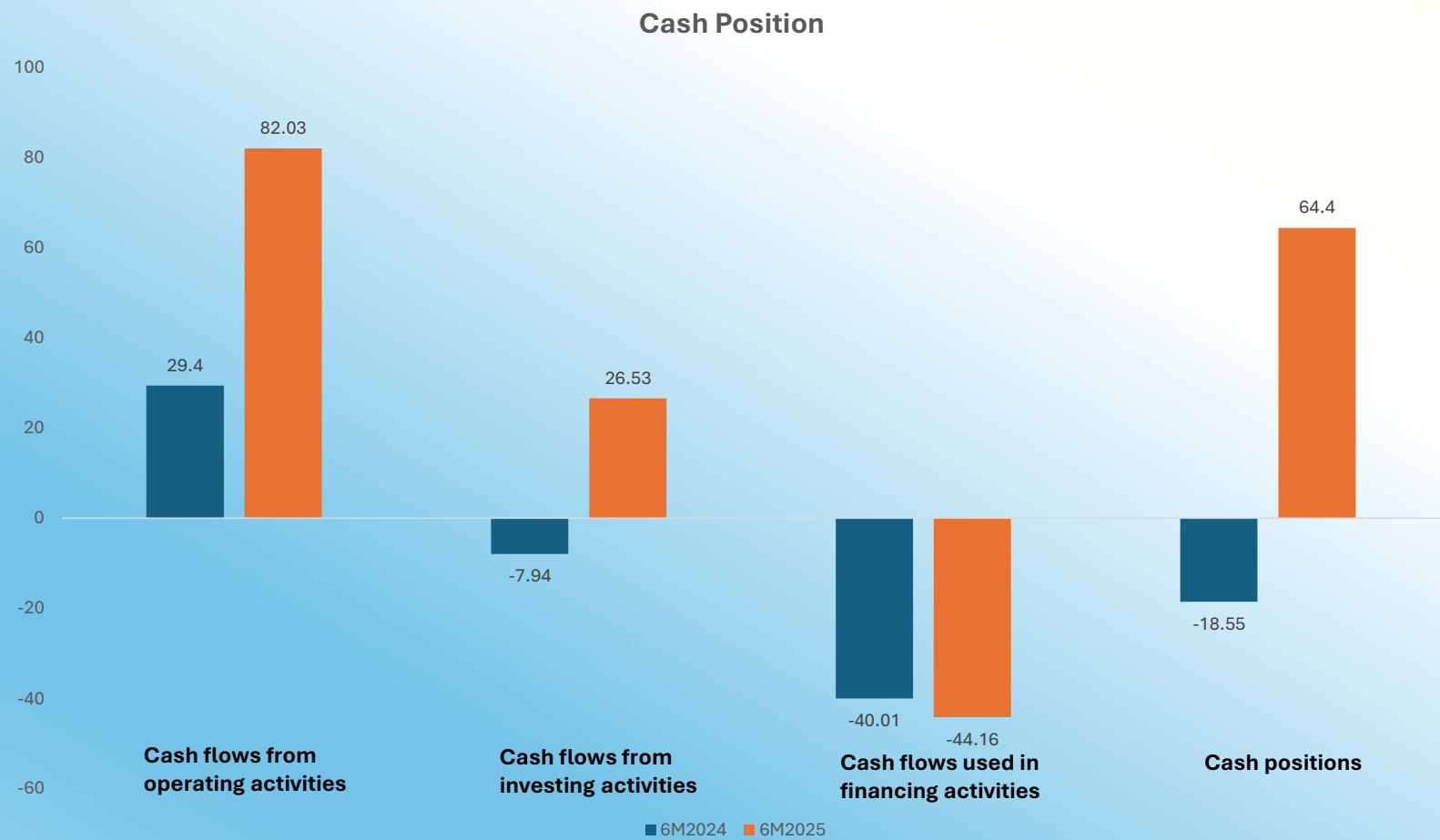
- The increase in cash was primarily driven by net cash inflows from operating activities.

## Liabilities & Equity

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



# Cash Position





# Key Financial Ratios



Current Ratio (Times)



Average Collection Periods (Days)



Debt/Equity Ratio (Times)



Payment Periods (Days)

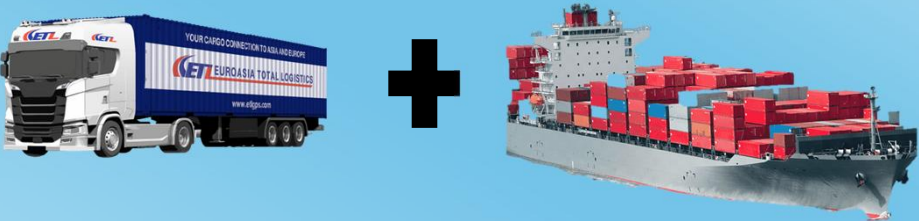
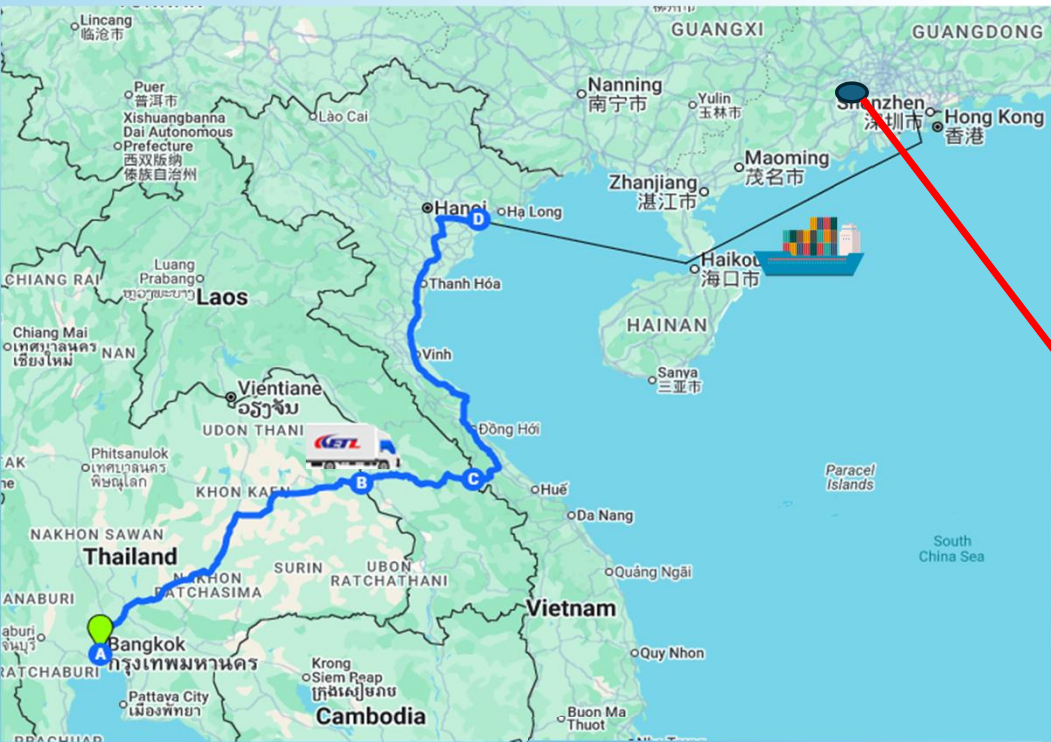


# 2025 OUTLOOK DIRECTION

## Cold Storage Supply Chain Business



# 2025 OUTLOOK DIRECTION



	Cross Border	Sea +Truck	Sea
Cost	Expensive	Average	Cheaper
Cost fluctuating	Consistent	consistent	inconsistent
Transit time	4 days + 2 days (border congested)	5 days	14 days
Flexibility	average	average	Subject to space
Punctuality	Medium Consistent (subject to CN border gateway)	Consistent (90-95%)	Not Consistent



Humen Port (Dongguan city)



# 2025 OUTLOOK DIRECTION



## Why Haiphong Port– Humen Port?

- ❑ Strategic point of truck, sea air logistics, being seamless multimodal
- ❑ Expand foot-print beyond the Indo-China to broader regional and international market
- ❑ New Customer segment for end-to-end logistics efficiency
- ❑ Cost Effectiveness of the new route

\*\*\*ETL official sign with the vessel operator at Humen Port



# 2025 OUTLOOK DIRECTION



## Central Asia and Russia

- Machinery, Auto Parts, Home Appliance, Construction Material
- Khorgas, CN as a gateway China-KZ
- Land and Rail Services
- China – Central Asia volume by ETL weekly services
- Business Plan to Kazakhstan Phase II by Oct 25
- Expanding to Moscow as Phase III in 2026

# 2025 OUTLOOK DIRECTION



## 2025 OUTLOOK DIRECTION



Driving Expansion and Sustained Growth

Build Up Cold Supply Chain

Leading in integrated, Multimodal Logistics Solution

Strategic Journey to WEST: Unlocking New Corridors through China, Kazakhstan, and Russia



Thank you