



SINO
LOGISTICS CORPORATION
บริษัท สโน โลจิสติกส์ จำกัด (มหาชน)



SINO

LOGISTICS CORPORATION

SYNC THE WORLD

Sino Logistics Corporation Public Company Limited
Opportunity Day FY2023
19 March 2024



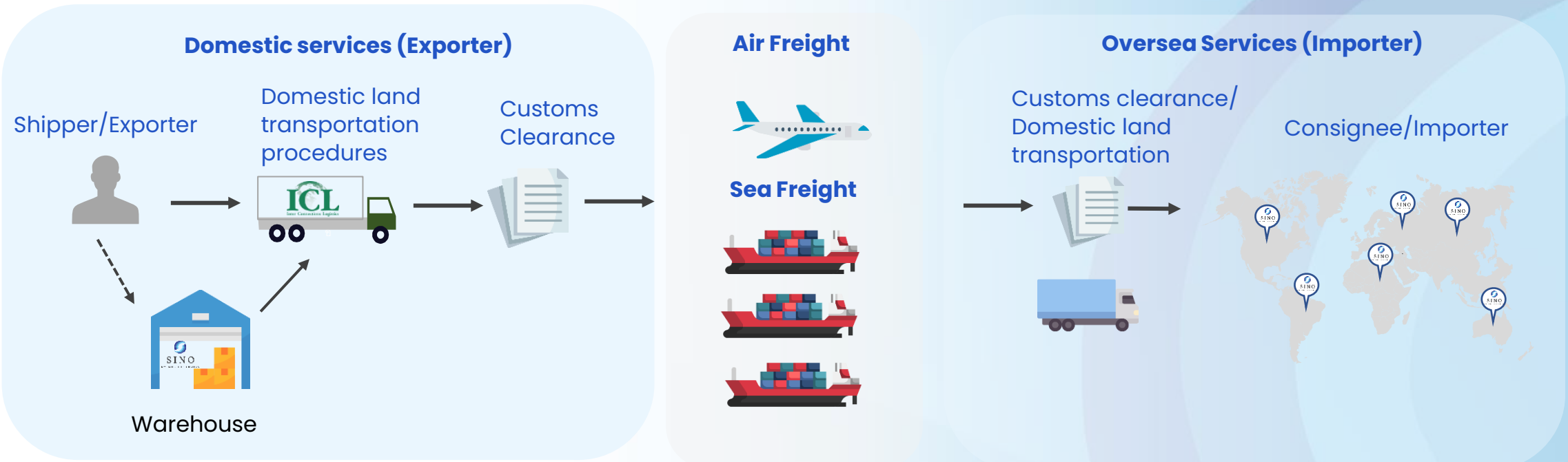
- 1. Company Overview / FY2023 Highlights**
- 2. FY2023 Financial Performance**
- 3. Strategy and Key Update**
- 4. Outlook**



Company Overview

1

SINO provides complete international freight forwarding, warehouse rentals, and logistics support to meet the increasing demand for End-to-End global logistics solution



Our logistics Support Service



Our Global Network

Company Overview

Key Milestone and Developments

2010



Establishment of SINO to engage in sea freight transportation to North America and Europe

2013



Establishment of ICL to provide logistics support services

2015



Begins providing international air freight transportation services

2018



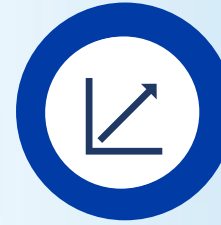
Expands sea freight transportation services to Asian regions

2019



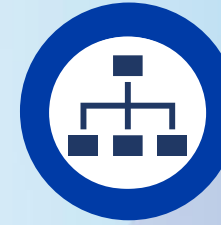
Set up the office in Laem Chabang, Chonburi Province

2020



Continuous growth in cargo operations and cargo volume, reaching 26,691 TEUs

2021



- SINO invests in ICL to establish a group of companies
- The registered capital increased from 10 MB to 111.68 MB

2022



- Provides warehouse services – Opened Laem Chabang General Warehouse
- Increases registered capital to 520 MB

2023



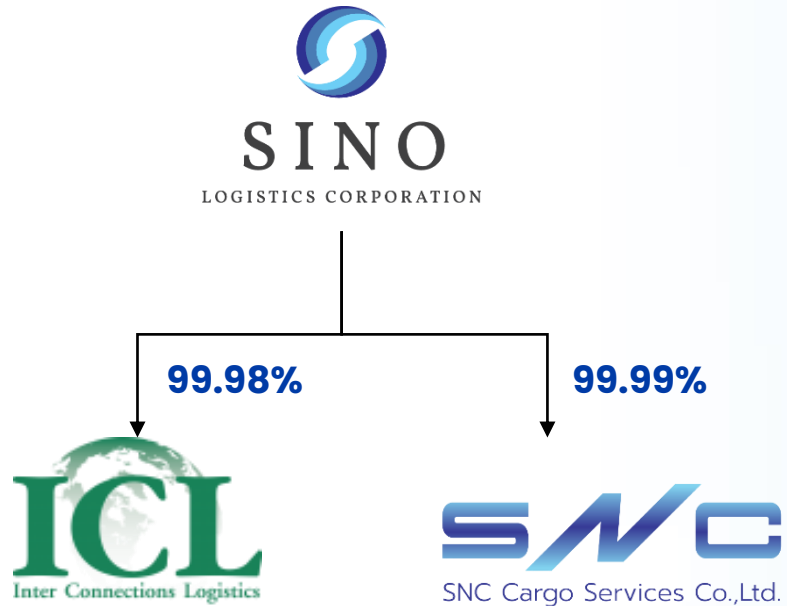
- Listed on the Stock Exchange of Thailand (SET)
- Opened Laem Chabang Freezone Warehouse

Company Overview

Company and Shareholding Structure

Company Group Structure

Freight Services



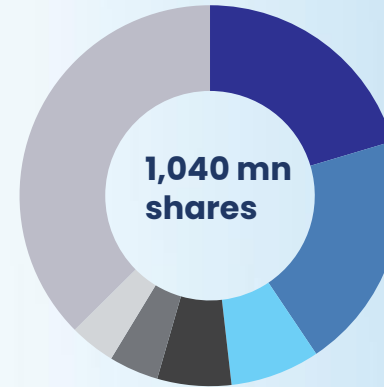
Logistics support services

Registered Capital:
Bath 1.00 Million

Air freight Services

Registered Capital:
Bath Million Baht

Major Shareholders



- Mr. Nanmanus Witthayasakpan (20.4%)
- Mr. Weerachai Leelawattanapanich (20.2%)
- Mr. Kavin Kitcharoen (7.6%)
- Ms. Arachaporn Witthayasakpant (6.3%)
- SCGJWD Logistics PCL. (4.2%)
- Mr. Suriya Tungphaisal (3.9%)
- Others (37.4%)

Rank	Shareholders	# Shares (Shares)
1	Mr. Nanmanus Witthayasakpant	212,030,013
2	Mr. Weerachai Leelawattanapanich	210,080,014
3	Mr. Kavin Kitcharoen	79,100,005
4	Ms. Arachaporn Witthayasakpant	65,293,604
5	SCGJWD Logistics PCL.	43,800,000
6	Mr. Suriya Tungphaisal	40,400,003
7	Ms. Lai Ying Alice Yeung	39,400,003
8	Mr. Sui Fung Shum	39,400,003
9	Mr. Ting Fung Yeung	26,800,005
10	Mr. Kritin Kitcharoen	17,260,001



Sea Freight 90%

- Planning and securing vessel space for shipments
- Covering routes in 100+ countries, primary in **North America**
- Part of a global network with over **5,000+** members
- 2023 volume: **46,482** TEUs with **32%** growth rate from 2022



Air Freight 1%

- Planning and arranging flights for transportation
- Strong partnerships worldwide



Warehouse Service 6%

- Providing warehouse space for rent
- Warehouse management services
- Consolidation of goods for shipment
- launched in early 2022 to enhance logistics capabilities



Logistics Support 4%

- Domestic and cross-border land transportation services
- Customs clearance services
- Other services



Sea Freight Volume by Route in 2023

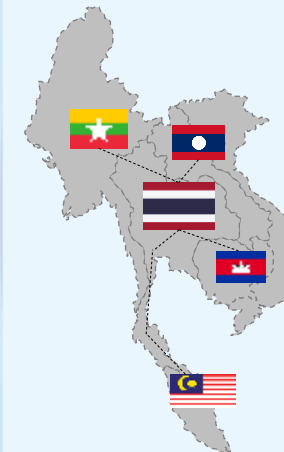
★ North America	57%
Asia	29%
Europe	8%
Others	6%

Warehouse Specification



	General Warehouse	Freezone Warehouse
Location	Laem Chabang District, Chonburi Province	Laem Chabang District, Chonburi Province
Area	9,880 square meters	9,890 square meters
Type	General Warehouse	Free Zone Warehouse
Starting Date	February 2022	June 2023

Land Transportation Services



Number of Vehicles:	2023
Tractor Trucks	10
Trailers	18
Total	28

Why Choose SINO?

Our Competitive Edge



OTI License

Directly contract with shipping lines for cargo transportation to North America.

Extensive Partner Networks

Leverage partnerships with international networks covering over 165 countries to provide global cargo transportation services effectively.



Membership in Leading Associations

Use membership in professional associations to enhance credibility and stay updated on industry developments..



Capability to Secure Vessel Space

Leverage strong relationships with shipping lines to secure vessel space and meet customer demands promptly at competitive rates



Service Quality and Standards

Maintain high service quality standards through ISO 9001:2015 and 14001:2015 certification and dedicated customer service functions.



Expert Management Maritime Expertise

- Drive operational excellence and customer satisfaction with experienced management team.
- Leverage the company's extensive experience and knowledge of maritime transportation geography and routes, especially to North America, to ensure efficient freight forwarding.



SINO Debuts on SET



Sino Logistics Corporation (SINO) started trading on the Stock Exchange of Thailand (SET) on September 20, officially joining the Transportation and Logistics industry

SINO Attains ISO Certification



Achieved ISO Certification by BSI for 9001:2015 and 14001:2015 standards, emphasizing quality service delivery and environmental friendliness

SINO Climbs to 4th in TEU Volume on Thailand-USA Route



Ranked fourth in TEU volume for sea cargo transportation on the Thailand-USA route according to Datamyne's 2023 data, up from sixth position in 2022, and holds the top position among Thai service providers



FY2023 Financial Performance

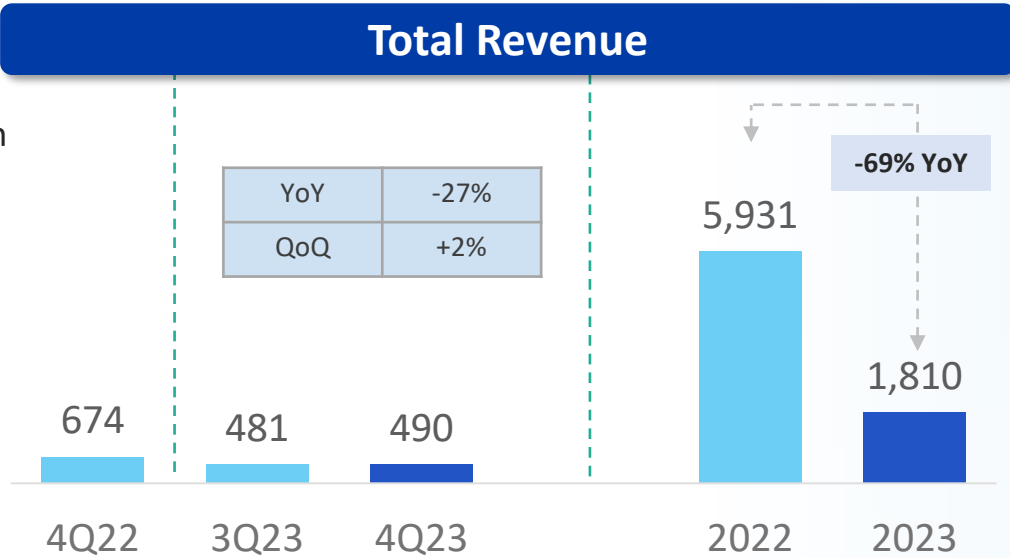
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Total Revenue and Gross Profit

- Revenue Decline Amidst Economic Slowdown
- Gross Profit Resilience Through Effective Strategies

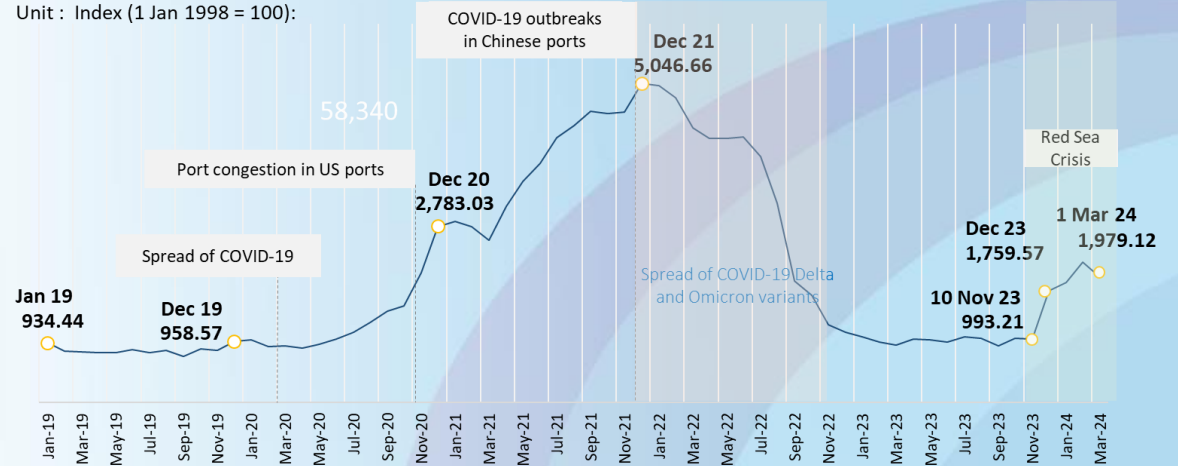
Total Revenue

THB Million



SCFI Index

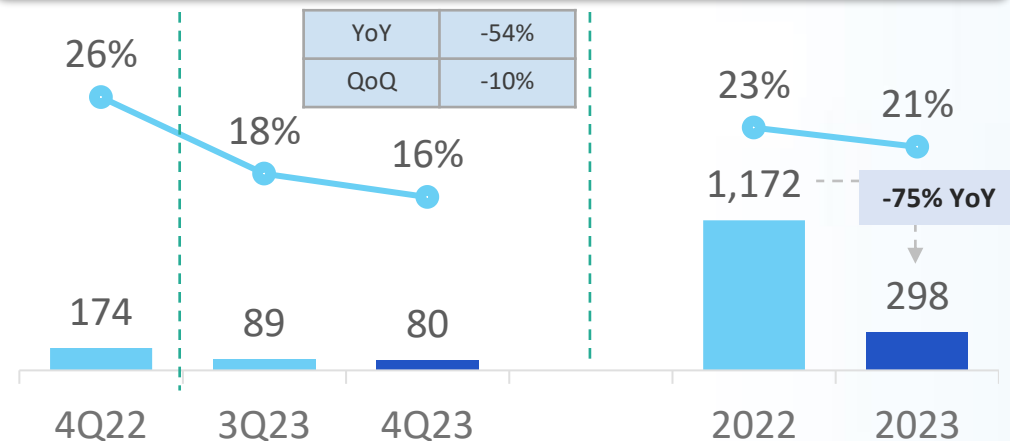
Unit : Index (1 Jan 1998 = 100):



Source: Shanghai Shipping Exchange

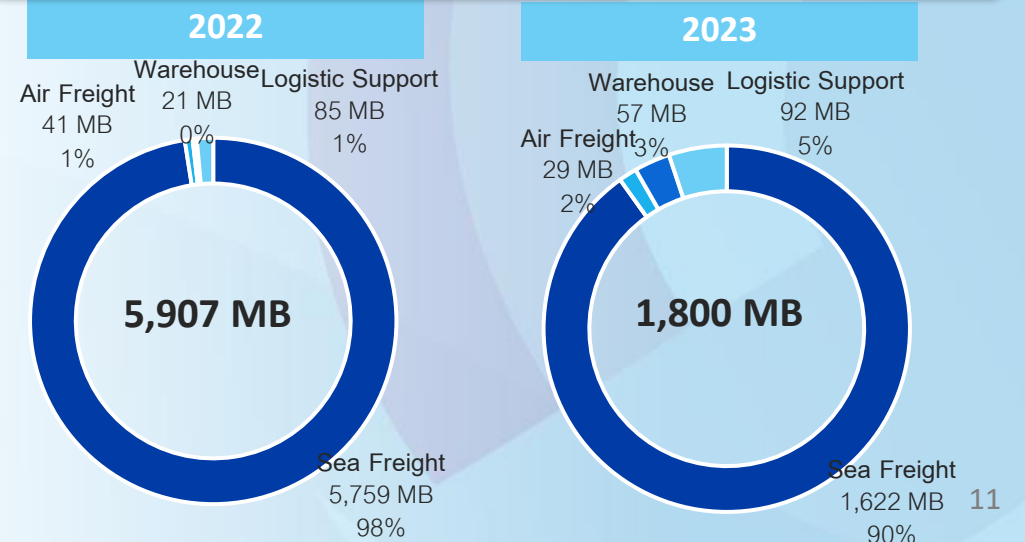
Gross Profit and Gross Profit Margin (GPM)

THB Million



● Gross Profit Margin (%)

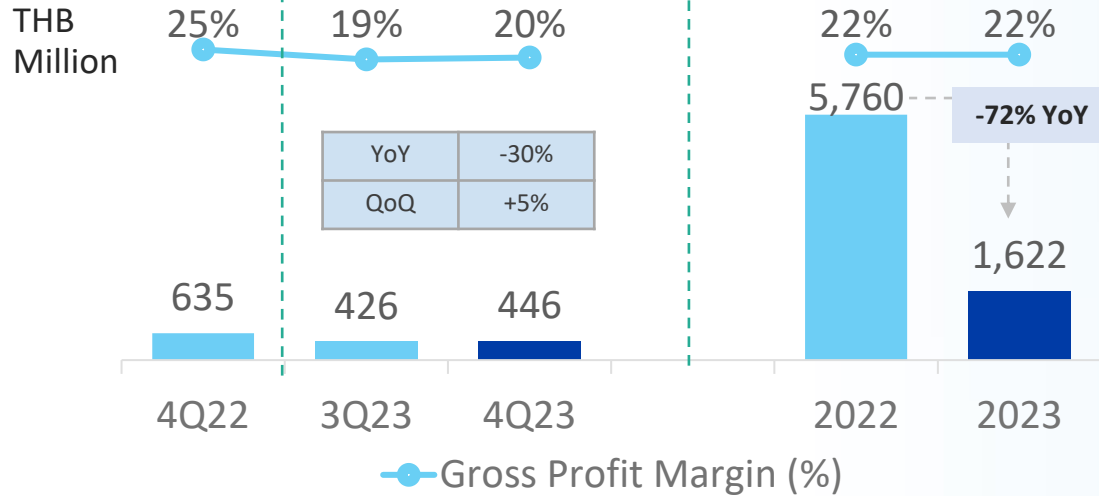
Revenue Structure by Business



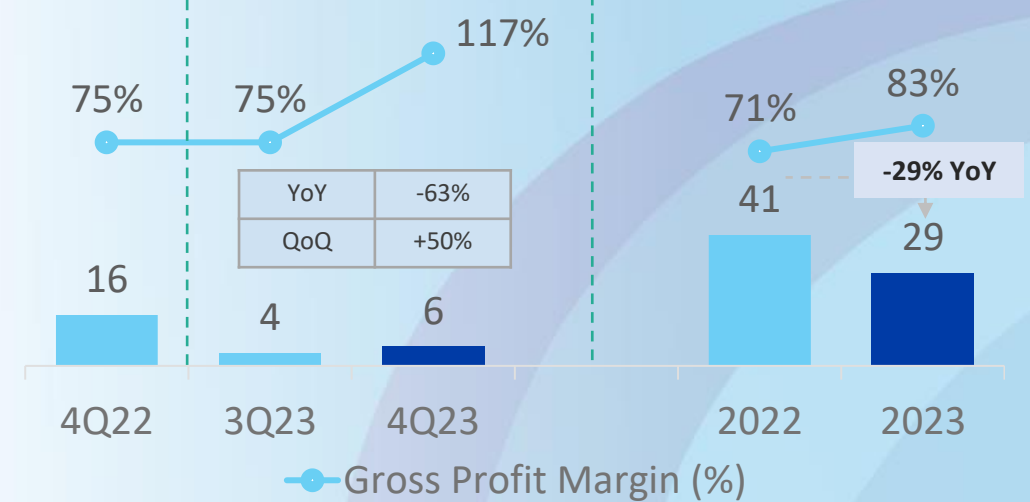
Revenue by Business

- Sea freight revenue dropped in 2023 due to lower rates, but profit margins remained stable
- Warehouse revenue rose, but losses occurred due to newly opened 2 warehouses

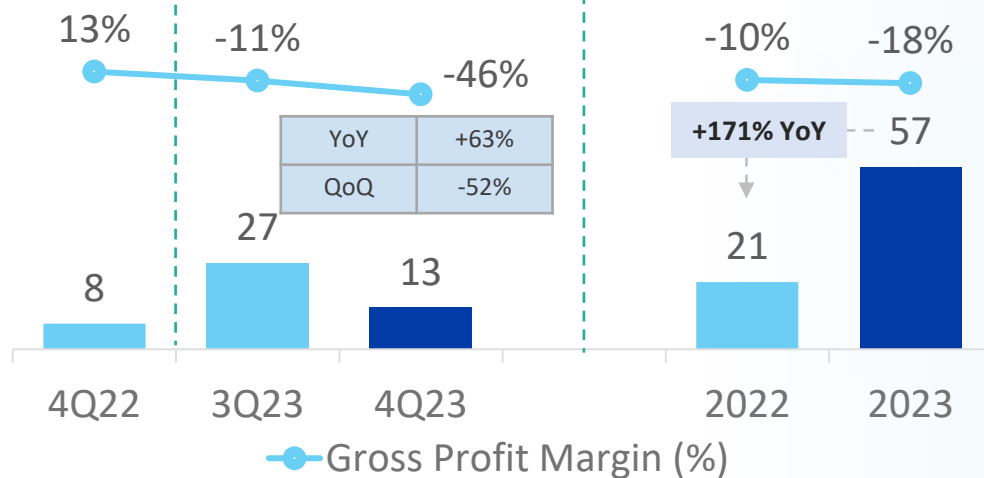
Sea Freight Service



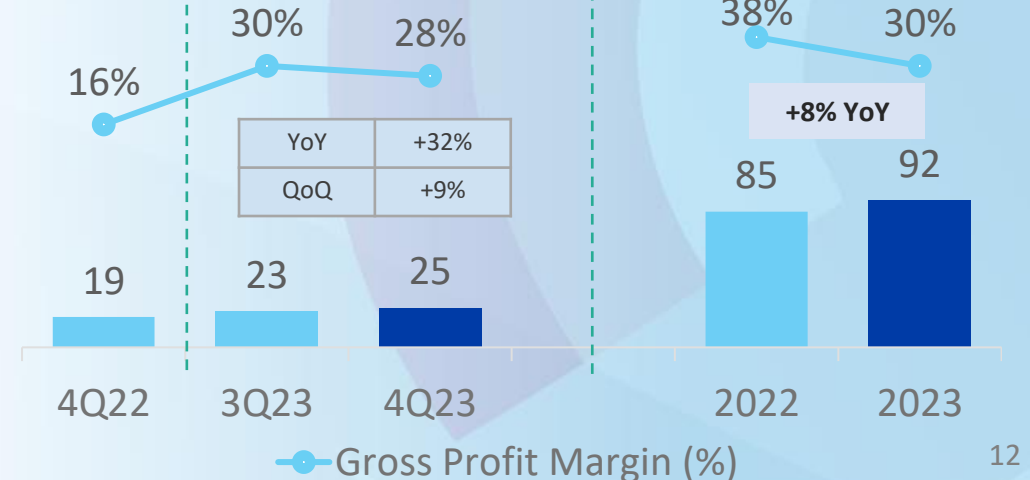
Air Freight Service



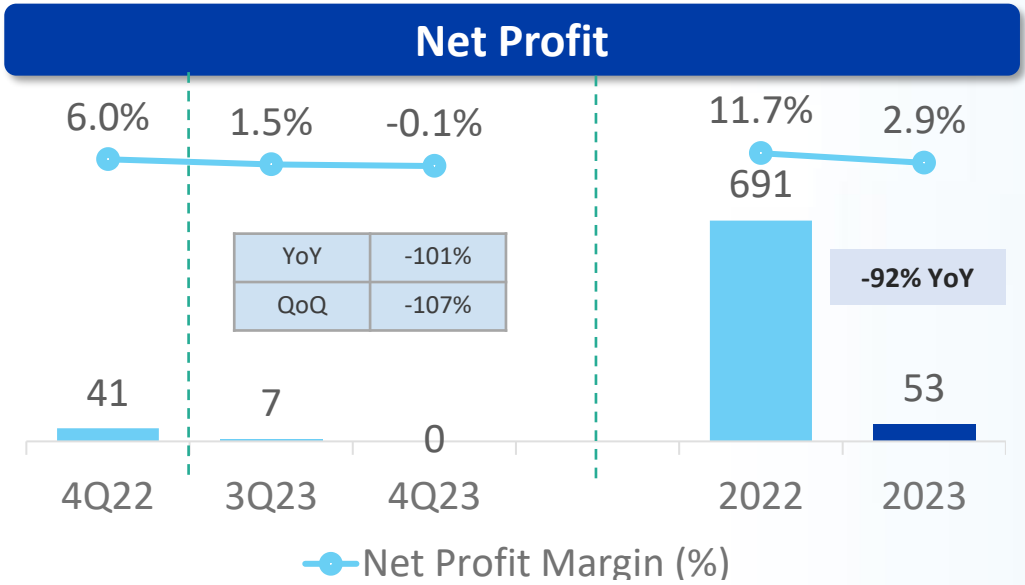
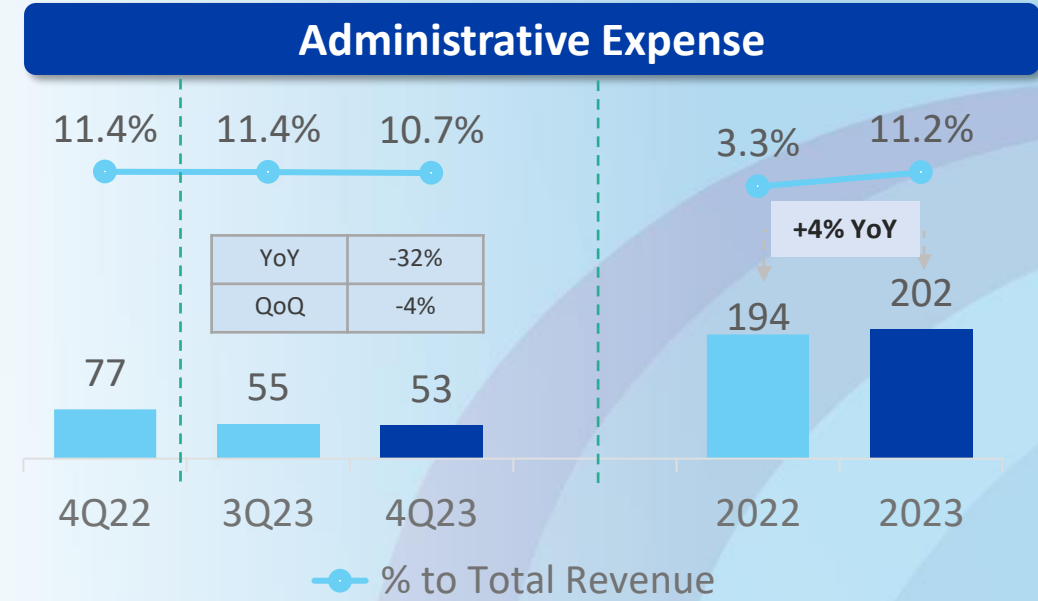
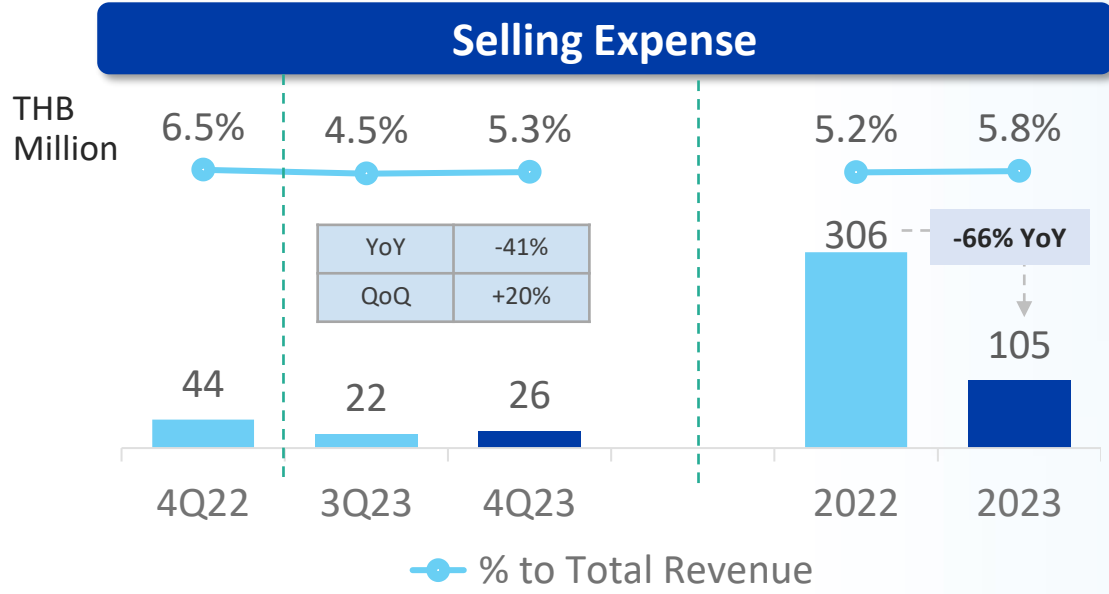
Warehouse Service



Logistics Support



SG&A and Net Profit



- Selling expenses 2023: THB 105M (-66%)
- Administrative expenses 2023: THB 202M (+4%), higher due to increased salaries & benefits
- Net profit 2023: THB 53M (-92%), impacted by
 - Reduced service income & fixed cost
 - Losses from newly opened warehouses also affected profitability

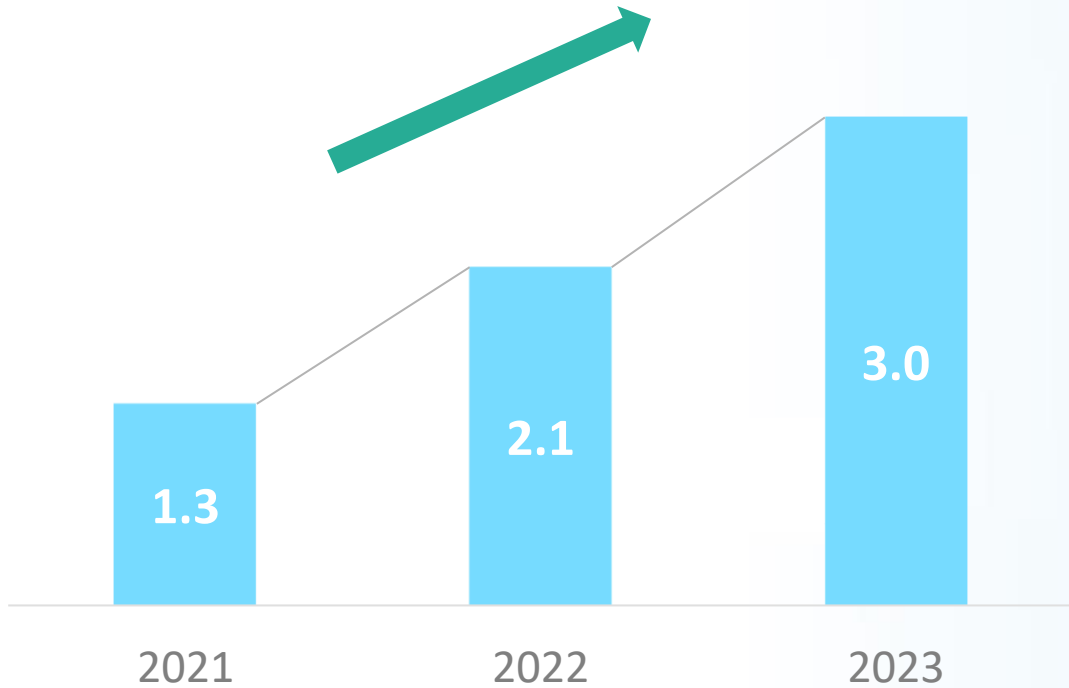
Liquidity Remains Strong

Company is Debt-Free with Credit Lines Unused

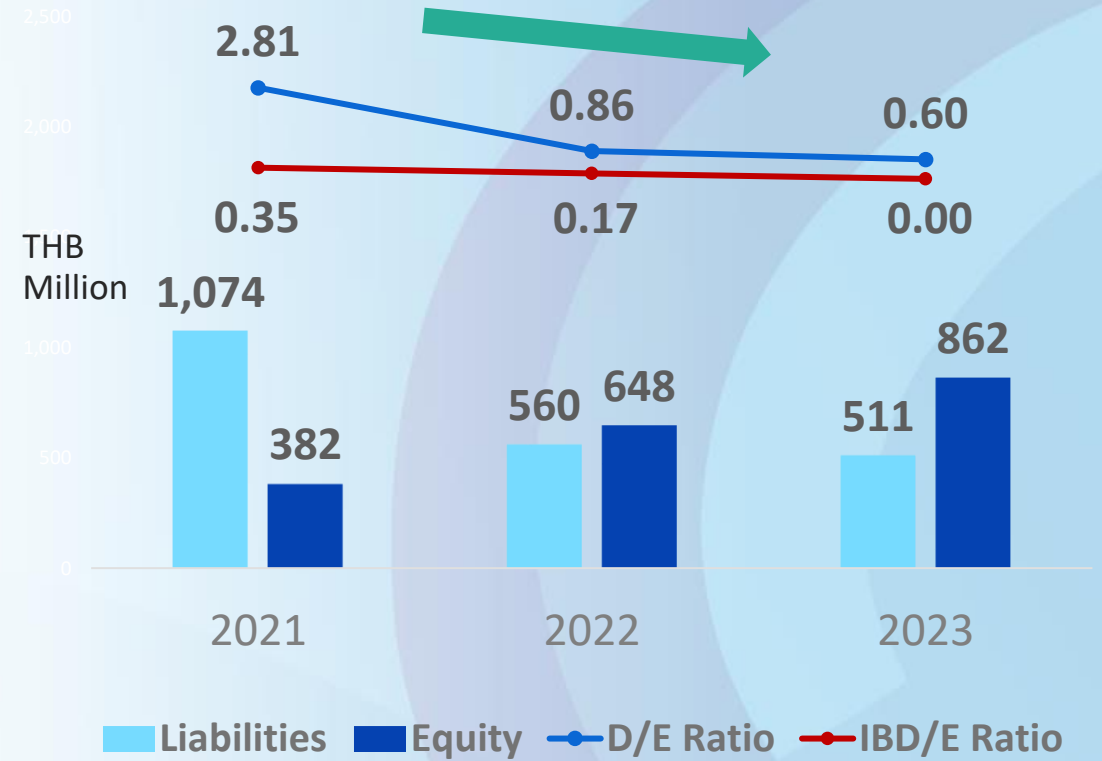


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Current Ratio



Debt to Equity





Business Growth Strategies

3

To be a leader in logistics services in ASEAN

1. Optimizing Core Business Operations

With expertise and personnel readiness

- Enhance service efficiency across all logistics services, leveraging SOC and ISO Tank utilization
- Prioritize customer relationships for satisfaction and loyalty



2. Strengthening Support business

Operational Framework and Capabilities

- Expand cross-border services, invest in new Container Yard, and increase truck fleet and warehouse utilization



3. Growing with business Partners

Creating Synergistic Alliances for Market Expansion and M&A

- Pursue expansion through joint ventures and acquisitions, collaborate with SCGJWD, and establish a new office in Malaysia



4. Digitalization

Drive transformation for operational and business excellence

Accelerate investments in digitalization and develop an Efficient System and Document Management System (DMS)



Optimizing Core Business Operations

With expertise and personnel readiness



Sea Freight Business

**Core Business
Contribute 90%**

Growth Strategy :

- Expanding Thailand-US Routes to leverage existing expertise and enhance service offerings
- Introducing diverse container options, focusing on SOC and ISO Tank containers for increased profitability
- Investing in stocking our own containers to address the shortage caused by the Red Sea crisis and meet customer demands promptly
- Strengthen Shipping Line Partnerships: Cultivate strong relationships to secure optimal rates and vessel space



Unit : TEUs



Types of Containers Offered



Dry



Reefer



SOC



ISO tank container

Strengthening Support business

Investing in New Assets to Enhance Transportation Efficiency



New Container Yard:

- Located within the Map Ta Phut Industrial Estate
- Aims to support business expansion and ensure long-term cost savings
- Expected to be operational in the 3rd Quarter, facilitating streamlined operations and logistics efficiency

Expansion of Truck Fleet:

- Adding trucks and trailers in 2nd Quarter to meet increasing transportation demands
- Enhancing capacity to efficiently handle new jobs and improve customer service delivery



Barge Project : Enhancing Sea Freight Connectivity



Collaboration SINO Logistics X Penex Container Lines

Barge Project Overview:

- Small feeder barge from Lamchabange Port, Thailand to OMP (Okhna Mong Port), Cambodia
- Utilizes a 120-container capacity vessel, operating weekly
- Project has started since Sep'23

Strategic Importance:

- Enables cost-effective transportation from Cambodia to the United States via Lamchabang Port
- Supports SINO's goal of making Thailand a hub for ASEAN goods to the US
- Enhances SINO's sea freight capabilities for regional trade routes

Business Benefits:

- **Cost Efficiency:** Competitive pricing through streamlined operations.
- **Market Expansion:** New trade opportunities in ASEAN and the US.
- **Revenue Growth:** Increased demand for SINO's sea freight services

Strategic Collaboration with SCGJWD

Partnered to optimize asset utilization and drive increased Gross Profit



103,000+
TEUs
(SCG & non
SCG cargos)



46,000+
TEUs

- SCGJWD manages significant volumes, predominantly sea freight.
- SINO Logistics led TH-USA sea freight routes in 2023, ranking fourth globally

SINO Logistics X SCGJWD Logistics

- Potential for consolidating console volumes to enhance cost competitiveness
- Opportunities for cross-selling and upselling, driving new service expansions



Malaysia Office: Driving Regional Growth for SINO

Expands SINO's presence in Southeast Asia, strengthening our regional position



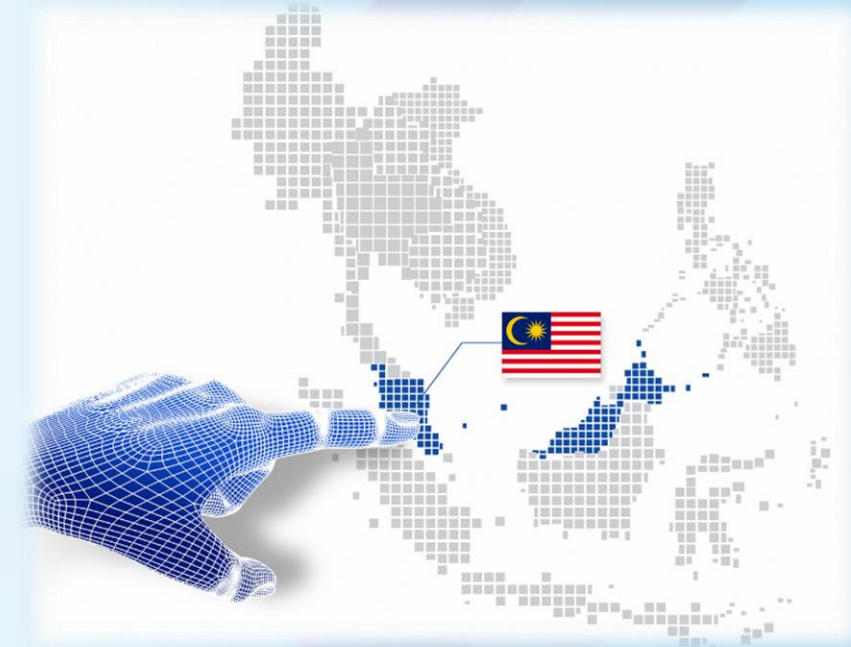
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Future Growth Prospects:

- Increase volume from Southeast Asia to the USA under SINO Corporation FMC bond contract
- Target FOB volume and develop CNF business for competitive rates under the FMC contract



New Office Details :

- Establishment of **“SINO WORLDWIDE LOGISTICS SDN. BHD. in Malaysia”**
- Expected to operate around mid-2024
- Business type: International freight forwarding
- Objective: Operate freight forwarding business in Malaysia
- Registered capital: MYR 900,000.
- Shareholding structure: Sino Logistics Corporation Public Company Limited (51%) and Mr. Lee Kwee Keong (49%)



Outlook

4

Long-term SINO Group Positive Outlook



Drive Sea Freight Growth & Profitability

Focus on Customer Relationships:

Prioritize customer satisfaction and loyalty by providing personalized services, proactive communication, and efficient problem resolution

Maximizing Container Efficiency:

Leverage SOC (Shipper's Own Container) and ISO Tank utilization to enhance profitability

Strengthening Regional Position:

Diversifies revenue streams and enhances global growth trajectory from Malaysia base

Grow Up Air Freight Business

Air Freight Team Development:

Focused on enhancing the air freight team's capabilities through the development of SNC

Strategic Expansion Through M&A:

More active and targeted M&A approach on Air Freight Sector to diversify our Revenue Portfolio

Expansion of Warehouse Operation

Revenue Generation Focus:

Proactively seeking new customers to increase utilization and cover operational costs

ESG

ESG Engagement :

Continue ESG Activities throughout the Company with all stakeholders to meet ESG goals and missions

Costs control and improve efficiency:

- Continue to drive down costs and all expense across the business
- More use data and IT to support improving efficiency

Thank
you



Q&A

For future information:
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