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## **EDA GROUP HOLDINGS LIMITED**

### **EDA集團控股有限公司\***

*(Incorporated in the Cayman Islands with limited liability)*

**(Stock Code: 2505)**

## **INTERIM RESULTS ANNOUNCEMENT FOR THE SIX MONTHS ENDED 30 JUNE 2025**

The Board is pleased to announce the consolidated financial results of the Group for the six months ended 30 June 2025 (the “**Relevant Period**”).

### **FINANCIAL HIGHLIGHT**

Compared to the financial results for the six months ended 30 June 2024, for the Relevant Period:

- Revenue increased by 23.2% to RMB918.7 million
- Gross profit decreased by 19.5% to RMB94.4 million
- Profit for the Relevant Period decrease by 35.6% to RMB19.3 million
- Adjusted net profit (a non-HKFRS measure and derived from the net profit of the Group excluding the effect of listing expenses and share-based payments expenses) for the Relevant Period decrease by 60.8% to RMB22.2 million
- Basic earnings per share and diluted earnings per share were RMB0.04
- The Board has resolved to declare an interim dividend for the six months ended 30 June 2025 of HK3.5 cents (the “**Interim Dividend**”)

# INTERIM CONDENSED CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

Six months ended 30 June 2025

		Six months ended 30 June	
		2025	2024
	Notes	RMB'000	RMB'000
		(Unaudited)	(Unaudited)
REVENUE	4	<u>918,661</u>	<u>745,396</u>
Cost of sales		(824,306)	(628,142)
Gross profit		94,355	117,254
Other income and gains	4	14,328	6,504
Selling and distribution expenses		(9,811)	(7,891)
Administrative expenses		(36,301)	(47,963)
Research and development expenses		(10,583)	(17,488)
Reversal of impairment losses/(impairment losses) on financial and contract assets, net		4,377	(5,322)
Other expenses		(9,984)	(2,501)
Finance costs	5	(26,570)	(5,769)
Share of results of joint ventures		<u>(97)</u>	<u>—</u>
PROFIT BEFORE TAX		19,714	36,824
Income tax expense	6	<u>(411)</u>	<u>(6,866)</u>
PROFIT FOR THE PERIOD		<u><u>19,303</u></u>	<u><u>29,958</u></u>

# INTERIM CONDENSED CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

Six months ended 30 June 2025

	Six months ended 30 June	
	2025	2024
Notes	RMB'000	RMB'000
	(Unaudited)	(Unaudited)
PROFIT FOR THE PERIOD	<u>19,303</u>	<u>29,958</u>
OTHER COMPREHENSIVE INCOME		
Items to be reclassified to profit or loss in subsequent periods:		
Exchange differences on translation of foreign operations	<u>(472)</u>	<u>(239)</u>
OTHER COMPREHENSIVE INCOME FOR THE PERIOD	<u>(472)</u>	<u>(239)</u>
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	<u>18,831</u>	<u>29,719</u>
Profit for the period attributable to:		
Owners of the parent	<u>19,303</u>	<u>29,958</u>
Total comprehensive income for the period attributable to:		
Owners of the parent	<u>18,831</u>	<u>29,719</u>
EARNINGS PER SHARE ATTRIBUTABLE TO ORDINARY EQUITY OWNERS OF THE PARENT	8	
Basic		
— For profit for the period	<u>RMB0.04</u>	<u>RMB0.08</u>
Diluted		
— For profit for the period	<u>RMB0.04</u>	<u>RMB0.08</u>

# INTERIM CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

30 June 2025

		<b>30 June 2025</b>	31 December 2024
	<i>Notes</i>	<b>RMB'000</b>	<b>RMB'000</b>
		<b>(Unaudited)</b>	<b>(Audited)</b>
<b>NON-CURRENT ASSETS</b>			
Property, plant and equipment		<b>29,986</b>	14,033
Investment properties		<b>—</b>	21,550
Right-of-use assets	9	<b>866,005</b>	735,965
Goodwill		<b>76,443</b>	76,443
Other intangible assets		<b>47,645</b>	51,310
Investments in joint ventures		<b>96,622</b>	45,461
Deferred tax assets		<b>18,286</b>	11,053
Other financial assets		<b>13,000</b>	5,000
Other non-current assets		<b>54,657</b>	92,285
		<hr/>	<hr/>
Total non-current assets		<b>1,202,644</b>	1,053,100
		<hr/>	<hr/>
<b>CURRENT ASSETS</b>			
Trade receivables	10	<b>167,819</b>	197,366
Prepayments, deposits and other receivables		<b>213,991</b>	92,102
Other financial assets		<b>49,278</b>	52,713
Cash and bank deposits		<b>301,131</b>	310,045
		<hr/>	<hr/>
Total current assets		<b>732,219</b>	652,226
		<hr/>	<hr/>

		<b>30 June 2025</b>	31 December 2024
	<i>Notes</i>	<b><i>RMB'000</i></b>	<b><i>RMB'000</i></b>
		<b>(Unaudited)</b>	<b>(Audited)</b>
<b>CURRENT LIABILITIES</b>			
Trade payables	11	<b>118,169</b>	148,261
Other payables and accruals		<b>64,448</b>	58,860
Borrowings		<b>200,054</b>	118,938
Lease liabilities	9	<b>106,564</b>	85,176
Tax payable		<b>10,205</b>	12,639
		<hr/>	<hr/>
Total current liabilities		<b>499,440</b>	423,874
		<hr/>	<hr/>
<b>NET CURRENT ASSETS</b>		<b>232,779</b>	228,352
		<hr/>	<hr/>
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>		<b>1,435,423</b>	1,281,452
		<hr/>	<hr/>
<b>NON-CURRENT LIABILITIES</b>			
Lease liabilities	9	<b>813,032</b>	675,872
Deferred tax liabilities		<b>8,679</b>	9,369
Other financial liability		<b>26,048</b>	—
		<hr/>	<hr/>
Total non-current liabilities		<b>847,759</b>	685,241
		<hr/>	<hr/>
Net assets		<b>587,664</b>	596,211
		<hr/>	<hr/>
<b>EQUITY</b>			
Share capital		<b>31,493</b>	31,493
Treasury shares	12	<b>(16,043)</b>	—
Reserves		<b>572,214</b>	564,718
		<hr/>	<hr/>
Total equity		<b>587,664</b>	596,211
		<hr/>	<hr/>

# NOTES TO INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

30 June 2025

## 1. BASIS OF PREPARATION

The interim condensed consolidated financial statements of the Group for the six months ended 30 June 2025 have been prepared in accordance with Hong Kong Accounting Standard 34 *Interim Financial Reporting*. The interim condensed consolidated financial information does not include all the information and disclosures required in the annual financial statements, and should be read in conjunction with the Group's annual consolidated financial statements for the year ended 31 December 2024. They have been prepared under the historical cost convention, except for other financial assets and other financial liability which have been measured at fair value. These interim condensed consolidated financial statements are presented in Renminbi and all values are rounded to the nearest thousand except when otherwise indicated.

## 2. CHANGES IN ACCOUNTING POLICIES AND DISCLOSURES

The accounting policies adopted in the preparation of the interim condensed consolidated financial information are consistent with those applied in the preparation of the Group's annual consolidated financial statements for the year ended 31 December 2024, except for the adoption of the following amended HKFRS Accounting Standard for the first time for the current period's financial information.

Amendments to HKAS 21

*Lack of Exchangeability*

Amendments to HKAS 21 specify how an entity shall assess whether a currency is exchangeable into another currency and how it shall estimate a spot exchange rate at a measurement date when exchangeability is lacking. The amendments require disclosures of information that enable users of financial statements to understand the impact of a currency not being exchangeable. As the currencies that the Group had transacted with and the functional currencies of group entities for translation into the Group's presentation currency were exchangeable, the amendments did not have any impact on the interim condensed consolidated financial information.

## 3. OPERATING SEGMENT INFORMATION

The Group is principally engaged in the provision of first-mile international freight services and last-mile fulfillment services, including overseas warehousing, other value-added services and deliveries for the cross-border e-commerce participants based in Mainland China.

HKFRS 8 *Operating Segments* requires operating segments to be identified on the basis of internal reporting about components of the Group that are regularly reviewed by the chief operating decision-maker in order to allocate resources to segments and to assess their performance. The information reported to the directors of the Company, who are the chief operating decision-makers, for the purpose of resource allocation and assessment of performance does not contain discrete operating segment financial information and the directors of the Company reviewed the financial results of the Group as a whole. Therefore, no further information about the operating segment is presented.

## GEOGRAPHICAL INFORMATION

### *Revenue from external customers*

	<b>Six months ended 30 June</b>	
	<b>2025</b>	<b>2024</b>
	<b>RMB'000</b>	<b>RMB'000</b>
	<b>(Unaudited)</b>	<b>(Unaudited)</b>
China	<b>68,414</b>	115,560
The United States	<b>647,178</b>	516,775
Canada	<b>65,573</b>	38,361
The United Kingdom	<b>39,516</b>	31,635
Germany	<b>81,069</b>	37,275
Australia	<b>16,911</b>	5,790
	<b><u>918,661</u></b>	<b><u>745,396</u></b>

The above revenue information is based on the location of the services rendered.

### *Non-current assets*

	<b>30 June 2025 RMB'000 (Unaudited)</b>	<b>31 December 2024 RMB'000 (Audited)</b>
China	<b>107,085</b>	180,588
The United States	<b>748,389</b>	642,284
The United Kingdom	<b>85,425</b>	20,296
Canada	<b>5,391</b>	3,439
Germany	<b>97,141</b>	92,189
Indonesia	<b>51,258</b>	21,550
Australia	<b>226</b>	258
	<b><u>1,094,915</u></b>	<b><u>960,604</u></b>

The above non-current assets information is based on the locations of the assets and excludes deferred tax assets, goodwill and other financial assets.

### *Information about major customers*

During the six months ended 30 June 2025, revenue from transactions with a single external customer, including sales to a group of entities which are known to be under common control with that customer, contributed 10.8% to the Group's total revenue.

During the six months ended 30 June 2024, no revenue from transactions with a single external customer, including sales to a group of entities which are known to be under common control with that customer, amounted to 10% or more of the Group's total revenue.



#### 4. REVENUE, OTHER INCOME AND GAINS

##### REVENUE

An analysis of revenue is as follows:

	Six months ended 30 June	
	2025	2024
	<i>RMB'000</i>	<i>RMB'000</i>
	(Unaudited)	(Unaudited)
Revenue from contracts with customers	<b>918,661</b>	745,396

##### *Disaggregated revenue information*

	Six months ended 30 June	
	2025	2024
	<i>RMB'000</i>	<i>RMB'000</i>
	(Unaudited)	(Unaudited)
<b>Type of services</b>		
First-mile international freight services	68,414	115,560
Last-mile fulfillment services	850,247	629,836
	<b>918,661</b>	745,396
<b>Timing of revenue recognition</b>		
Services transferred over time	<b>918,661</b>	745,396

## OTHER INCOME AND GAINS

	Six months ended 30 June	
	2025	2024
	<i>RMB'000</i>	<i>RMB'000</i>
	(Unaudited)	(Unaudited)
Interest income	1,175	2,416
Government grants	—	32
Surcharges from customers for overdue balances	645	609
Foreign exchange gain, net	238	2,089
Gain on fair value changes of financial assets at fair value through profit or loss	—	558
Rebate from credit cards	2,065	342
Rental income	1,158	—
Gain from bargain purchase	192	—
Gain on loss of control of subsidiaries	7,714	—
Others	1,141	458
	<b>14,328</b>	<b>6,504</b>

Government grants and subsidies mainly represent funding received from government authorities to support certain of the Group's daily operating activities. There are no unfulfilled conditions or contingencies related to these grants and subsidies.

## 5. FINANCE COSTS

An analysis of finance costs is as follows:

	Six months ended 30 June	
	2025	2024
	<i>RMB'000</i>	<i>RMB'000</i>
	(Unaudited)	(Unaudited)
Interest expense on borrowings	2,733	1,075
Interest expense on lease liabilities ( <i>note 9</i> )	23,837	4,694
	<b>26,570</b>	<b>5,769</b>

## **6. INCOME TAX EXPENSE**

The Group is subject to income tax on an entity basis on profits arising in or derived from the tax jurisdictions in which members of the Group are domiciled and operate.

### **Hong Kong profits tax**

Hong Kong profits tax has been provided at the rate of 16.5% on the estimated assessable profits arising in Hong Kong during the six months ended 30 June 2025 and 2024, except for one Hong Kong subsidiary of the Group is a qualifying entity under the two-tiered profits tax rates regime. The first Hong Kong dollar (“**HK\$**”) 2,000,000 of assessable profits of this subsidiary are taxed at 8.25% and the remaining assessable profits are taxed at 16.5%.

### **PRC corporate income tax**

The Group’s income tax provision in respect of its operations in Mainland China has been calculated at the statutory tax rate of 25% on the taxable profits during the six months ended 30 June 2025 and 2024, based on the existing legislation, interpretations and practices in respect thereof.

One of the Group’s PRC subsidiaries is qualified as High and New Technology Enterprises and is entitled to a preferential corporate income tax rate of 15% for the six months ended 30 June 2025 and 2024. Another PRC subsidiary is entitled to a preferential corporate income tax rate of 15% in Qianhai Shenzhen-Hong Kong Modern Service Industry Cooperation Zone for the six months ended 30 June 2025 and 2024.

### **Income tax for other jurisdictions**

During the six months ended 30 June 2025 and 2024, income tax of other jurisdictions mainly arose from the United States, the United Kingdom, Canada, Germany and Australia.

The Company’s subsidiaries incorporated in the United States for the relevant periods were subject to the federal tax at a rate of 21% and the state tax at the rates ranging from 5.39% to 9%. In addition, the United Kingdom profits taxes have been provided at a rate of 19%, Canada profits tax has been provided at a rate of 26.5%, Germany profits tax has been provided at a rate of 32.8% and Australia profits tax has been provided at a rate of 30% on the estimated assessable profits arising in the respective jurisdictions.

	Six months ended 30 June	
	2025 <i>RMB'000</i> (Unaudited)	2024 <i>RMB'000</i> (Unaudited)
Current		
Mainland China	3,546	3,297
Hong Kong	504	2,828
The United States	1,410	384
Canada	832	251
Germany	1,660	239
The United Kingdom	248	73
Australia	106	48
Indonesia	44	—
	<u>8,350</u>	<u>7,120</u>
Deferred	<u>(7,939)</u>	<u>(254)</u>
Total tax charge for the period	<u><u>411</u></u>	<u><u>6,866</u></u>

## 7. DIVIDENDS

	Six months ended 30 June			
	2025 <i>HK\$</i> <i>per share</i>	<i>HK\$'000</i>	2024 <i>HK\$</i> <i>per share</i>	<i>HK\$'000</i>
2024 final dividend declared (2023 final dividend declared)	0.35	15,500	NA	—
Less: Dividends for shares held for share based payment schemes	0.35	<u>(168)</u>	NA	<u>—</u>
		<u><u>15,332</u></u>		<u><u>—</u></u>
Equivalent to		<u><u>RMB14,246,000</u></u>		<u><u>—</u></u>

Subsequent to the end of the reporting period, interim dividend of HK3.5 cents in respect of the six months ended 30 June 2025 per ordinary share in aggregate of HK\$15,500,000 has been declared by the Board to the owners of the Company whose names appear on the Company's register of members on 2 October 2025. The amount of interim dividend declared for the six months ended 30 June 2025 is calculated based on the number of issued shares at the date of approval of these interim condensed consolidated financial statements.

## 8. EARNINGS PER SHARE ATTRIBUTABLE TO ORDINARY EQUITY HOLDERS OF THE PARENT

The calculation of the basic earnings per share amounts is based on the profit for the period attributable to ordinary equity holders of the Company, and the adjusted weighted average number of ordinary shares of 440,569,439 (2024: 360,114,033) outstanding during the period.

The calculation of the diluted earnings per share amounts is based on the profit for the period attributable to ordinary equity holders of the parent. The weighted average number of ordinary shares used in the calculation is the number of ordinary shares outstanding during the period, as used in the basic earnings per share calculation, and the weighted average number of ordinary shares assumed to have been issued at no consideration on the deemed conversion of all dilutive potential ordinary shares into ordinary shares.

The calculations of basic and diluted earnings per share are based on:

	Six months ended 30 June	
	2025	2024
	<i>RMB'000</i>	<i>RMB'000</i>
	(Unaudited)	(Unaudited)
<b>Earnings</b>		
Profit attributable to owners of the Company used in the basic and diluted earnings per share calculation	<u><u>19,303</u></u>	<u><u>29,958</u></u>

	<b>Number of Shares</b>	
	<b>Six months ended 30 June</b>	
	<b>2025</b>	<b>2024</b>
<b>Shares</b>		
Weighted average number of ordinary shares outstanding	<b>440,569,439<sup>#</sup></b>	360,114,033
Effect of dilution-weighted average number of ordinary shares:		
Adjustment for share option scheme	<b>21,363,125</b>	6,365,833
Adjustment for restricted share unit	<b>12,770,000</b>	2,604,501
Adjusted weighted average number of ordinary shares outstanding used in the diluted earnings per share calculation	<b><u>474,702,564</u></b>	<b><u>369,084,367</u></b>

<sup>#</sup> The weighted average number of shares was after taking into account the effect of treasury shares held.

## **9. LEASES**

### **(a) Right-of-use assets**

The Group has lease contracts for some warehouses and offices used in its operations. During the period, the Group additionally recognised the right-of-use assets, with an aggregate cost of RMB188,628,000 (six months ended 30 June 2024: RMB108,057,000). Depreciation of RMB67,813,000 (six months ended 30 June 2024: RMB22,428,000) was charged.

### **(b) Lease liabilities**

During the period, the Group recognised the new lease liabilities of RMB188,628,000 (six months ended 30 June 2024: RMB108,057,000) and interest expense of RMB23,837,000 (six months ended 30 June 2024: RMB4,694,000) was charged. Furthermore, the Group paid for the lease liabilities of RMB63,147,000 (six months ended 30 June 2024: RMB28,068,000).

## 10. TRADE RECEIVABLES

	<b>30 June 2025 RMB'000 (Unaudited)</b>	<b>31 December 2024 RMB'000 (Audited)</b>
Related parties	—	35
Third parties	<u>179,500</u>	<u>214,128</u>
	<b>179,500</b>	<b>214,163</b>
Impairment	<u>(11,681)</u>	<u>(16,797)</u>
	<b><u>167,819</u></b>	<b><u>197,366</u></b>

The Group's trading terms with its customers are mainly on credit, except for new customers, where payment in advance is normally required. The credit period is generally 10 days from the date of billing, extending up to two months for major customers. Each customer has a maximum credit limit. The Group seeks to maintain strict control over its outstanding receivables. Overdue balances are reviewed regularly by management. The Group's trade receivables from third parties relate to a large number of diversified customers, there is no significant concentration of credit risk. The Group does not hold any collateral or other credit enhancements over its trade receivable balances. Trade receivables are non-interest-bearing.

An ageing analysis of the trade receivable as at the end of each of the reporting period, based on the invoice date and net of loss allowance, is as follows:

	<b>30 June 2025 RMB'000 (Unaudited)</b>	<b>31 December 2024 RMB'000 (Audited)</b>
Within 3 months	<b>167,012</b>	194,002
3 to 6 months	<b>491</b>	2,840
Over 6 months	<u><b>316</b></u>	<u>524</u>
	<b><u>167,819</u></b>	<b><u>197,366</u></b>

The movements in the loss allowance for impairment of trade receivables are as follows:

	<b>30 June 2025 RMB'000 (Unaudited)</b>	<b>31 December 2024 RMB'000 (Audited)</b>
At 1 January	<b>16,797</b>	9,028
(Reversal of impairment)/impairment losses	<b>(4,377)</b>	14,524
Amount written off as uncollectible	<b>(739)</b>	(6,755)
	<hr/>	<hr/>
At end of the period/year	<b><u>11,681</u></b>	<b><u>16,797</u></b>

## 11. TRADE PAYABLES

	<b>30 June 2025 RMB'000 (Unaudited)</b>	<b>31 December 2024 RMB'000 (Audited)</b>
Trade payables	<b><u>118,169</u></b>	<b><u>148,261</u></b>

An ageing analysis of the trade payables at the end of reporting period, based on the invoice date, is as follows:

	<b>30 June 2025 RMB'000 (Unaudited)</b>	<b>31 December 2024 RMB'000 (Audited)</b>
Within 1 year	<b>117,534</b>	147,491
1 to 2 years	<b>383</b>	282
2 to 3 years	<b>218</b>	1
Over 3 years	<b>34</b>	487
	<hr/>	<hr/>
	<b><u>118,169</u></b>	<b><u>148,261</u></b>

Trade payables are unsecured, interest-free and normally settled on terms of 30 to 60 days.



## 12. TREASURY SHARES

The Company purchased 6,313,000 of its shares on the Hong Kong Stock Exchange at a total consideration of HK\$17,413,000 (equivalent to approximately RMB16,043,000) for the share based payment scheme in the future.

## 13. LOSS OF CONTROL OF SUBSIDIARIES

On 24 April 2025, Beijing Li Qian Technologies Company Limited (a subsidiary of joint venture of the Company) (“**Beijing Li Qian**”) entered into an investment agreement (the “**Investment Agreement**”) with FLEXLOGIS PRIVATE LIMITED (a wholly-owned subsidiary of the Company) (“**FLEXLOGIS PRIVATE**”), EDA CLOUD Company Limited (a wholly-owned subsidiary of the Company) (“**EDA HK**”) and PT Flexlogis Investment Indonesia (a then wholly-owned subsidiary of the Company) (“**PT Flexlogis**”), pursuant to which Beijing Li Qian agreed to acquire 51.16% equity interest in PT Flexlogis by a capital injection of RMB83,800,000 (the “**Capital Injection**”). Immediately prior to the entering into of the Investment Agreement, PT Flexlogis was owned as to 99.00% by FLEXLOGIS PRIVATE and 1.00% by EDA HK. Upon completion of the Capital Injection, the percentage of equity interest in PT Flexlogis held by FLEXLOGIS PRIVATE and EDA HK decreased from 99.00% and 1.00%, to 48.35% and 0.49%, respectively. Upon the completion of this transaction, i.e. 30 June 2025, PT Flexlogis and its subsidiary PT SAMANEA LOGISTICS PROPERTY became joint ventures of the Group. PT Flexlogis and its subsidiary are principally engaged in the provision of warehousing rental services in Indonesia.

*RMB'000*  
(Unaudited)

Net assets disposed of:

Investment properties	50,786
Cash and bank balances	2,078
Trade receivables	251
Prepayments and other receivables	52,029
Accruals and other payables	<u>(87,694)</u>

Subtotal	17,450
Recognition of other financial liability	26,048
Release of exchange fluctuation reserve	46
Gain on loss of control of subsidiaries	<u>7,714</u>

Total consideration	<u><u>51,258</u></u>
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Satisfied by:

48.84% of equity interest of PT Flexlogis	<u><u>51,258</u></u>
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An analysis of the net outflow of cash and cash equivalents in respect of the loss of control of subsidiaries is as follows:

*RMB'000*  
(Unaudited)

Cash and bank balances disposed of and outflow  
of cash and cash equivalents

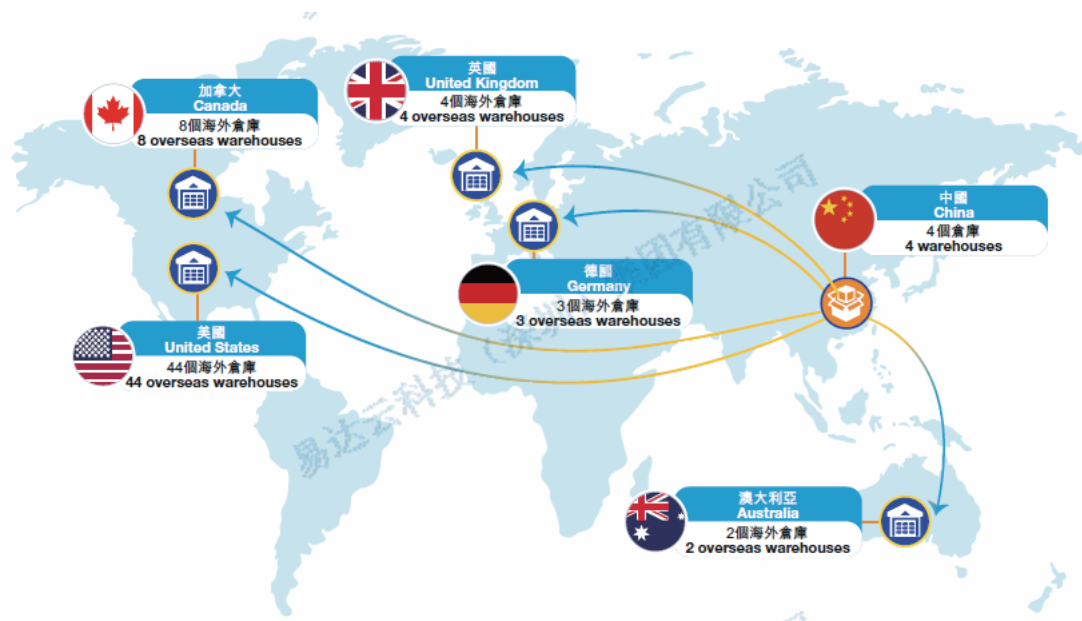
2,078

## Corporate Profile

EDA Group Holdings Limited (Stock Code: 2505) is a leading global artificial intelligence logistics technology service group for e-commerce vendors, empowering the fast-growing B2C export e-commerce industry in the PRC. With an unwavering commitment to delivering customer-centric, technology-driven and reliable solutions to our customers, we offer supply chain solutions which encompass cross-border logistics, overseas warehousing and fulfillment delivery services that are integrated into EDA Cloud, our self-developed cloud platform which houses a comprehensive range of digital supply management tools.

The Group has a large portfolio of carefully selected third party logistics service providers, comprising over 60 third party warehouse service providers, 300 international freight forwarding service providers, ocean carriers and local “last-mile” fulfillment service providers. We contracted 61 overseas warehouses in the United States, Canada, the United Kingdom, Germany and Australia, spanning three continents and over 40 cities in the world. Among our 61 overseas warehouses, 43 are partnered warehouses, making our network of partnered overseas warehouses one of the largest among our peers.

In addition to our overseas warehouses (which serve as storage and fulfillment centers), we also contracted four storage facilities in Guangzhou, Shenzhen, Shanghai and Qingdao in the PRC (which serve as temporary stock storage before their “first-mile” international freight).



## MANAGEMENT DISCUSSION AND ANALYSIS

### BUSINESS REVIEW

Since its inception, the Group has consistently adhered to an unwavering commitment to delivering customer-centric, technology-driven and reliable solutions to our customers, dedicating itself to providing global-leading logistics technology services powered by artificial intelligence for cross-border e-commerce industry, which encompass cross-border logistics, overseas warehousing and fulfillment delivery services. Meanwhile, we have integrated these services into our EDA Cloud platform, our self-developed SaaS Platform which houses a comprehensive range of digital supply management tools, through which we empowers our ecological partners, including cross-border e-commerce, logistics service providers, and warehousing service providers. This ensures the efficient collaboration of the global logistics network, jointly supporting the rapid and sustainable growth of China's B2C export e-commerce industry.

In February 2025, the Group officially upgraded its long-term strategic goal to become “a leading global artificial intelligence (“AI”) logistics technology service group”, committed to facilitating the transformation of the cross-border e-commerce logistics industry from “labor-intensive” to “intelligence-driven” through AI and large-scale model technologies. The Group's strategic focus for 2025 is “adhering to long-term growth”. Meanwhile, with 2025 as the foundational year, we have put forward the strategic goal of achieving high growth within five years and formulated a specific action plan through 2030, with detailed initiatives including: deeply integrating AI and large-scale model technologies to build a vertical large-scale model for the cross-border e-commerce industry, enabling demand forecasting and inventory optimization to support customers' sales growth; optimizing the layout of overseas warehouses to improve space utilization and reduce storage costs; providing AI + robotic process automation services to help participants in the shipping and logistics industry reduce costs and enhance efficiency; implementing smart warehousing plans to achieve higher efficiency, accuracy and cost savings while improving customer satisfaction; continuously refining the “Octopus Management Model” to build a simple, efficient team with strong execution capability; and strengthening the Group's resource integration capabilities by comprehensively promoting the application and development of digital and intelligent technologies in the logistics field, as well as building a new business form of ecological in cross-border e-commerce industry.

As an internet-driven enterprise in the cross-border e-commerce industry, the Group adopts our technology-enabled “internet + overseas warehouses” business model. Through digital technologies, it connects the upstream and downstream of the cross-border e-commerce industry chain, enhancing synergies across the cross-border e-commerce industry value chain and resource allocation capabilities.

In terms of performance, for the Relevant Period, the Group recorded revenue of RMB918,661,000, representing a year-on-year increase of 23.2% as compared with RMB745,396,000 for the corresponding period last year. In particular, for the Relevant Period, revenue from first-mile international freight services amounted to RMB68,414,000, representing a decrease of 40.8% as compared with RMB115,560,000 for the corresponding period last year, while revenue from the provision of last-mile fulfillment services amounted to RMB850,247,000, representing an increase of 35.0% as compared with RMB629,836,000 for the corresponding period last year. In terms of gross profit, the Group recorded a gross profit of RMB94,355,000 during the Relevant Period, representing a year-on-year decrease of 19.5% as compared with RMB117,254,000 for the corresponding period last year. As for the profits, for the Relevant Period, the Group recorded a net profit of RMB19,303,000 (RMB29,958,000 for the corresponding period in 2024), representing a year-on-year decrease of 35.6%, mainly attributable to the decrease in gross profit margin of the Group and the relevant operating costs have risen significantly due to the commencement of amortization of right-of-use assets of overseas warehouses during the Relevant Period; and an adjusted net profit (a non-HKFRS measure and derived from the net profit of the Group excluding the effect of listing fees and share-based payment expenses) of RMB22,168,000, (RMB56,592,000 for the corresponding period in 2024), representing a year-on-year decrease of 60.8%. For the Relevant Period, the Group's net profit margin and adjusted net profit margin (non-HKFRS measure) were 2.1% and 2.4% respectively, as compared with 4.0% and 7.6% respectively in the corresponding period last year. The management of the Group believes that the presentation of the adjusted net profit as a non-HKFRS measure when shown in conjunction with the corresponding HKFRS measures helps to identify underlying trends in the Group's business that could otherwise be distorted by the effect of non-operational or non-recurring expenses, and therefore provide useful information to investors and others in understanding and evaluating results of operation of the Group by eliminating potential impacts of such items. The management of the Group also believes that the use of non-HKFRS measures provide useful information about the Group's operating results, enhance the overall understanding of the Group's past performance and future prospects, and allow for greater visibility with respect to key metrics used by the Group's management in its financial and operational decision-making.

The following table reconciles the adjusted net profit (Non-HKFRS measure) presented in accordance with HKFRS:

	Six months ended 30 June 2025 RMB'000	Six months ended 30 June 2024 RMB'000
<b>Profit for the period</b>	<b><u>19,303</u></b>	<b><u>29,958</u></b>
Add:		
Listing expenses	—	10,454
Share-based payments expenses	<u>2,865</u>	<u>16,180</u>
<b>Adjusted net profit (Non-HKFRS measure)</b>	<b><u>22,168</u></b>	<b><u>56,592</u></b>

As for the business, during the Relevant Period, the Group expanded 5 new overseas warehouses, which are located in the United States, Canada and the United Kingdom respectively, with an increase in total area of approximately 110,000 square meters. We continuously optimize the warehouse layout to reduce the fulfillment cost of customers, enhance fulfillment efficiency of order and improve shopping experience of consumers. As the Group's brand value and customers' brand influence continue to grow, our requirements for the quality of services are also constantly increasing. From the perspective of the Group's long-term development, a long-term stable and independently operable warehousing network will provide a reliable foundation for the Group to introduce intelligent equipment such as logistics robots in the future, thereby promoting the intelligent upgrading of the warehousing network in an orderly manner. As of 30 June 2025, the Group contracted a total of 61 overseas warehouses covering more than 40 cities in three continents of the world. For the Relevant Period, the number of the Group's core customers (customers which contributed more than RMB1.5 million of our revenue for the Relevant Period) was 109 (73 for the corresponding period in 2024) and sales to core customers amounted to RMB774,561,000, representing an increase of 17.8% as compared to the same period last year. In addition, the commercialization of the Group's SaaS system has progressed smoothly. During the Relevant Period, revenue generated from the Group's SaaS services amounted to RMB1,167,000 (RMB168,000 for the corresponding period in 2024).

As for sales channels, the Group continues to optimize the layout of online and offline sales channels. Centering on the strategic direction of "deep cultivation in industrial belts + cooperation with e-commerce platforms + operation of private domain traffic", the Group has built a multi-level, multidimensional and multi-channel customer reach system.



As for offline channels, the Group continues to advance its business layout in multiple core industrial belts across the Chinese Mainland, aiming to further enhance the depth of our services and supply chain efficiency in regional industrial belts. By directly utilizing the outstanding manufacturing capabilities of regional industrial belts, we seek to help enterprises in industrial belts accelerate their transformation from “OEM export” to “brand globalization”. During the Relevant Period, the Group increased resource investment in regional industrial belts such as Suzhou, Ningbo, and Chongqing, aiming to enhance supply chain service capabilities in these regions. We will continue to promote the integrated development of “cross-border e-commerce + industrial belts,” facilitate the digital transformation of China’s industrial clusters, accelerate the internationalization of globally expanded brands, and achieve high-quality development of China’s cross-border e-commerce industry.

As for online channels, the Group also continued to maintain close cooperation with major e-commerce platforms during the Relevant Period to further consolidate our coverage and service reach capabilities. As of 30 June 2025, the Group has secured official certification and partnership statuses of multiple e-commerce platforms, including: Amazon SPN Certified Service Provider; eBay certified docking warehouse and full-region gold-certified warehouse; SHEIN friendly ecological partner; TEMU-Certified Semi-hosting Warehouse; AliExpress Overseas Escrow Certified Ecological Warehouse; and TikTok Shop Platform Docking Warehouse. We are well aware that e-commerce platforms handle a large number of cross-border e-commerce transactions. Maintaining stable and close cooperative relationships with e-commerce platforms will help enhance our service penetration and industry influence in the cross-border e-commerce logistics industry.

Meanwhile, the Group attaches great importance to the operation of diversified traffic entries and the building of its own brand, and continues to invest resources in the establishment of an independent online operation team. We enhance brand awareness and customer reach efficiency through refined content marketing, thereby further expanding the pool of potential customer traffic, facilitating the conversion of sales leads, and boosting market recognition.

With the rapid development of global cross-border e-commerce and the continuous acceleration of the digitalization and intelligent transformation of the industry, the Group deeply recognizes that technological innovation has become a key driver of business growth. As of 30 June 2025, the Group has reached a comprehensive cooperation with Huawei Cloud Computing Technology Co., Ltd. to jointly explore the application of advanced technologies such as AI and big data in overseas warehouses and cross-border e-commerce, aiming to further enhance the intelligent level of supply chain services in the field of cross-border e-commerce. Meanwhile, the Group has fully integrated DeepSeek and will promote the application of DeepSeek across business scenarios of the Group, leveraging AI to empower cross-border e-commerce and reshape the cross-border e-commerce logistics value chain. In addition, the Group has been successfully selected as a global service case by Amazon Web Services, marking a further deepening of the cooperation between the two parties to jointly

promote the digital upgrading and development of the cross-border e-commerce industry. Through continuous technological R&D and innovation, the Group will enhance its supply chain service capabilities, providing more stable, efficient and sustainable digital support for the cross-border e-commerce logistics industry.

As the first enterprise in China's cross-border e-commerce sector to successfully list with overseas warehouse as its core business, the Group will continue to uphold its core values of "pursuing simplicity, advocating efficiency, embracing innovation, and focusing on results", and strive to provide customers with leading global artificial intelligence logistics technology solutions. Facing the changes in the global trade landscape and the market opportunities brought by the rapid development of China's cross-border B2C e-commerce market, the Group will continue to strengthen its technological R&D capabilities, deepen the overseas warehouse network layout and platform construction, and consolidate our product solution capabilities and customer service depth. The Group will further enhance operational efficiency, improve the Group's profitability, achieve sustainable high-quality growth, and maximize returns for the Shareholders.

## **BUSINESS OUTLOOK AND FUTURE STRATEGIES**

According to the National Bureau of Statistics of China, in the first half of 2025, China's gross domestic product ("GDP") was RMB66.05 trillion, representing a year-on-year growth of 5.3% calculated at constant prices. Net exports continued to grow slowly. In the first half of 2025, net exports of goods and services contributed 31.2% to economic growth, with an increase of 1.7% in GDP growth. According to the statistics from the General Administration of Customs, in the first half of 2025, the total value of the import and export of China's trade in goods was RMB21.79 trillion, with a year-on-year growth of 2.9%. Among them, exports amounted to RMB13 trillion, with a year-on-year increase of 7.2%; imports amounted to RMB8.79 trillion, with a year-on-year decrease of 2.7%; and the trade surplus amounted to RMB4.21 trillion, with a year-on-year increase of 36.1%. Overall, in the first half of this year, despite the complex and uncertain external environment, in which the global industrial chain and supply chain were affected to a certain extent, China's foreign trade scale has still achieved steady growth with improved quality.

Cross-border e-commerce serves as a "digital bridge" that quickly connects producers and consumers from various countries. As a major trend in international trade development, it has increasingly become an indispensable lifestyle for people. According to initial estimates of the General Administration of Customs of China, in the first half of 2025, the imports and exports of cross-border e-commerce in China reached approximately RMB1.32 trillion, with a year-on-year increase of 5.7%. Against the backdrop of steady development in China's cross-border e-commerce, the cross-border e-commerce logistics industry puts forward higher requirements for logistics fulfillment efficiency and service capabilities, and gradually shows a trend of transformation towards branded, localized and refined operations. From the perspective of logistics model, compared with the direct shipping



model, the semi-hosting model ship goods through overseas warehouses, which not only reduces logistics costs, but also offers faster and more stable delivery. It also enables cross-border e-commerce sellers to manage inventory flexibly to meet diverse needs. Meanwhile, the key export markets have successively adjusted import tax policies for small parcels recently. The United States has abolished duty exemption policy for small parcels valued at US\$800 and below, and the European Parliament has also announced the abolition of duty exemption policy for the goods under EUR150. These changes of policies will significantly increase tariff costs for imported goods in small parcels, and may also impact customs clearance efficiency. Overseas warehouses can enhance the clearance efficiency and reduces uncertainties of clearance by pre-positioned inventory and batch entry, and its localization can strengthen cost control capability of cross-border e-commerce sellers and ensure fulfillment efficiency. Therefore, as an important infrastructure of the cross-border e-commerce logistics chain, overseas warehouses play an increasingly prominent role in achieving local fulfillment, shortening delivery time, and improving consumer experience. Their service functions have gradually expanded from single warehousing and distribution to integrated services including inventory management, after-sales support and return/exchange processing.

The Group believes that the cross-border e-commerce industry remains in a stage of rapid growth. Despite uncertainties in the global trade environment, especially the volatility in tariff policies in certain countries has, to a certain extent, affected the stability of the supply chain, the development driving force of cross-border e-commerce remains relatively stable. If the trading environment becomes stable, the demand for cross-border e-commerce is expected to be further released, and the cross-border e-commerce industry will enter a stage of healthy and high-quality sustainable development. Based on industry observations, the Group believes that brand-oriented merchants and integrated industrial-trade merchants in China possess relatively mature global perspectives and multi-regional layout strategies, and their supply chain management philosophy does not rely on any single country or factory. Faced with potential changes in trade barriers in the future, we believe that the importance and strategic value of overseas warehouses as the key infrastructure of cross-border supply chain are becoming increasingly prominent. On one hand, overseas warehouses mitigate operational risks for e-commerce sellers facing tariff uncertainties and sudden policy changes by pre-positioning inventory. On the other hand, through localized fulfillment, the certainty of the fulfillment processes can be improved, thereby enhancing the responsiveness and competitiveness of cross-border e-commerce sellers to overseas markets. In terms of market size, the Group believes that the overseas warehouse logistics model has a vast market potential with a relatively fragmented competitive landscape. Therefore, despite certain external uncertainties, the Group still has significant room for market share growth. From a development trend perspective, the overseas warehouse logistics industry is also showing a trend of scale, automation and digitalization. The Group will actively capitalize on industry trends by leveraging its years of market expertise, investing in technological R&D, and applying AI and large model technologies to enhance our system capabilities and operational efficiency, thereby strengthening the product competitiveness of our supply

chain solutions. Meanwhile, the Group will actively take advantage of favorable policies and market conditions to explore expansion opportunities in high-potential regions such as Europe, Southeast Asia and the Middle East. In addition, the Group is also continuously optimizing its customer structure and actively deepening its cooperation with brand-oriented customers and integrated industrial-trade customers to enhance order stability and broaden business development space.

The Group believes that the following competitive advantages have contributed to our success and distinguished us from our competitors: 1) through continuous R&D investment in technology and systems, we have enhanced the automation and intelligence levels of our self-developed system tools and achieved continuous optimization of platform operational efficiency; 2) leveraging our strong global network coordination capability, cross-regional resource allocation capacity and refined operational management system, we have improved the Group's overall operational efficiency and service stability; 3) with deep insights into customer business scenarios and localized expertise worldwide, we have the ability to provide highly specialized and customized leading artificial intelligence logistics technology services; 4) we maintain a high-quality and stable customer structure, with a continued focus on brand-oriented customers and integrated industrial-trade customers, driving strong customer loyalty and high-quality growth; 5) our overseas warehouse network continues to expand, enhancing the Group's operational capacity and fulfillment capability while further extending our service coverage; 6) we are deepening cooperation with major e-commerce platforms, enabling more efficient customer reach and fostering a healthy business ecosystem in the cross-border e-commerce industry.

With the continued rise in the demand for cross-border e-commerce logistics services in the global consumer market, the demand for overseas warehouses, as the key infrastructure to support the efficient fulfillment of the supply chain, has been further released. In order to capture the potential growth opportunities of the industry, the Group will continue to improve our profitability through the following measures in the next stage: 1) we will continue to strengthen our supply chain solution capability, optimize product and solution design according to customers' diverse fulfillment needs, improve service quality and delivery stability, and on this basis, further expand overseas warehouse fulfillment network to achieve synergistic improvement in product capability, service quality and network scale; 2) we will increase investment in IT infrastructure and SaaS platform construction, expand the commercial application scenarios of our SaaS platform, further improve the intelligence level of EDA Cloud platform, and strengthen data connectivity and business engagement with upstream and downstream players in the cross-border supply chain; 3) we will continue to optimize our customer structure and actively deepen our cooperation with brand-oriented customers and integrated industrial-trade customers to improve business stability; 4) we will actively seek strategic partners with synergistic potential and high-quality M&A targets to accelerate the Group's business expansion and value chain extension; 5) we will fully embrace the development opportunities of cutting-edge technologies such as AI and large model, comprehensively improve the Group's intelligent operational capability and supply

chain solution efficiency to achieve cost optimization and service enhancement. Moving forward, the Group will continue to strive to enhance its market competitiveness, achieve sustainable growth and create long-term value for the Shareholders.

## FINANCIAL REVIEW

### Revenue

For the Relevant Period, the Group recorded revenue of RMB918,661,000, representing a year-on-year increase of RMB173,265,000 or 23.2% as compared with RMB745,396,000 for the corresponding period last year. Revenue generated from first-mile international freight services amounted to RMB68,414,000, representing a year-on-year decrease of RMB47,146,000 or 40.8% as compared with RMB115,560,000 for the corresponding period last year. Such decrease was mainly attributable to: 1) impacted by the decrease in shipping container volume and the continuous decrease in the unit price of first-mile ocean freight services, shipping revenue decreased by RMB27,188,000 as compared with RMB95,602,000 for the corresponding period last year; 2) revenue from direct mail for small package air transportation business amounted to RMB19,958,000 for the corresponding period last year, the Group terminated its direct mail for small package air transportation business in March 2024. Revenue from last-mile fulfillment services amounted to RMB850,247,000, representing a year-on-year increase of RMB220,411,000 or 35.0% as compared with RMB629,836,000 for the corresponding period last year, which was mainly attributable to an increase in last-mile order quantity and net off by the decrease in last-mile order prices which were affected by the prices of the local delivery service markets.

### *By categories of services*

	Six months ended 30 June 2025		Six months ended 30 June 2024	
	<i>RMB'000</i>	<i>%</i>	<i>RMB'000</i>	<i>%</i>
“First-mile” international freight services	<b>68,414</b>	<b>7.4</b>	115,560	15.5
“Last-mile” fulfillment services	<b>850,247</b>	<b>92.6</b>	629,836	84.5
<b>Total</b>	<b><u>918,661</u></b>	<b><u>100.0</u></b>	<b><u>745,396</u></b>	<b><u>100.0</u></b>

	Six months ended 30 June 2025				Six months ended 30 June 2024			
	Revenue	Ocean freight volume	Air freight volume	Number of “Last mile” orders	Revenue	Ocean freight volume	Air freight volume	Number of “Last mile” orders
				No.				No.
	<i>RMB’000</i>	<i>No. of FEU</i>	<i>Tonnes</i>	<i>(million)</i>	<i>RMB’000</i>	<i>No. of FEU</i>	<i>Tonnes</i>	<i>(million)</i>
“First-mile” international freight services	68,414	2,509	N/A	N/A	115,560	2,956	336	N/A
“Last-mile” fulfillment services	850,247	N/A	N/A	6.5	629,836	N/A	N/A	3.8
<b>Total</b>	<b>918,661</b>	<b>2,509</b>	<b>N/A</b>	<b>6.5</b>	<b>745,396</b>	<b>2,956</b>	<b>336</b>	<b>3.8</b>

The Group’s revenue generated from the United States, Canada and Germany increased by RMB153,807,000 as compared with the same period last year, which was mainly attributable to the Group’s continuous investment in overseas warehouses and sales channels in these countries.

#### ***By country***

	Six months ended 30 June 2025		Six months ended 30 June 2024	
	<i>RMB’000</i>	<i>%</i>	<i>RMB’000</i>	<i>%</i>
United States	703,782	76.6	622,375	83.5
Canada	69,896	7.6	40,621	5.4
United Kingdom	44,163	4.8	36,267	4.9
Germany	83,260	9.1	40,135	5.4
Australia	17,560	1.9	5,998	0.8
<b>Total</b>	<b>918,661</b>	<b>100.0</b>	<b>745,396</b>	<b>100.0</b>

## Cost of Sales

For the Relevant Period, the Group recorded cost of sales of RMB824,306,000, representing a year-on-year increase of RMB196,164,000 or 31.2% as compared with RMB628,142,000 for the corresponding period last year. Cost of sales by categories of services from first-mile international freight services amounted to RMB65,289,000, representing a year-on-year decrease of RMB51,588,000 or 44.1% as compared with RMB116,877,000 for the corresponding period last year. Cost of sales from last-mile fulfillment services amounted to RMB759,017,000, representing a year-on-year increase of RMB247,752,000 or 48.5% as compared with RMB511,265,000 for the corresponding period last year.

### *By categories of services*

	Six months ended 30 June 2025		Six months ended 30 June 2024	
	RMB'000	%	RMB'000	%
“First-mile” international freight services	65,289	7.9	116,877	18.6
“Last-mile” fulfillment services	759,017	92.1	511,265	81.4
<b>Total</b>	<b>824,306</b>	<b>100.0</b>	<b>628,142</b>	<b>100.0</b>

Cost of sales primarily consists of logistics costs, warehouse operating costs, labor costs and share-based payments expenses. Among them, logistics costs amounted to RMB520,650,000, representing a year-on-year increase of RMB70,248,000 or 15.6% as compared with RMB450,402,000 for the corresponding period last year. Logistics costs primarily include international transportation expenses, last-mile delivery costs and transshipment charges. Warehouse operating costs amounted to RMB168,105,000, representing a year-on-year increase of RMB77,180,000 or 84.9% as compared with RMB90,925,000 for the corresponding period last year. Warehouse operating costs mainly include warehouse rent, warehouse material costs, property utilities and depreciation expenses, etc. Labor costs amounted to RMB135,303,000, representing a year-on-year increase of RMB48,861,000 or 56.5% as compared with RMB86,442,000 in the corresponding period last year. Labour costs mainly include salary bonuses for oversea warehouse employees. Share-based payments expenses amounted to RMB248,000, as compared with RMB373,000 for the corresponding period last year.

### *By nature*

	Six months ended 30 June 2025		Six months ended 30 June 2024	
	<i>RMB'000</i>	%	<i>RMB'000</i>	%
Logistics costs	520,650	63.2	450,402	71.7
Warehouse operating costs	168,105	20.3	90,925	14.4
— The PRC	2,838	0.3	1,171	0.2
— Overseas	165,267	20.0	89,754	14.2
Labor costs	135,303	16.4	86,442	13.8
Share-based payments expenses	248	0.1	373	0.1
<b>Total</b>	<b>824,306</b>	<b>100.0</b>	<b>628,142</b>	<b>100.0</b>

### **Gross Profit and Gross Profit Margin**

For the Relevant Period, the Group recorded gross profit of RMB94,355,000, representing a year-on-year decrease of RMB22,899,000 or 19.5% as compared with RMB117,254,000 for the corresponding period last year. The Group's overall gross profit margin was 10.3% during the Relevant Period, as compared to 15.7% for the corresponding period last year. The gross profit margin of first-mile services was 4.6% for the Relevant Period, as compared to gross profit margin of 3.0% (excluding direct mail for small package air transportation business) for the corresponding period last year. The negative gross profit margin of direct mail for small package air transportation was 20.9% for the corresponding period last year, mainly due to significant penalties imposed by counterparties. The gross profit margin of last-mile services was 10.7% for the Relevant Period, as compared to 18.8% in the corresponding period last year.

During the Relevant Period, the gross profit margin of first-mile services slightly increased, mainly due to the impact of continuous decrease in first-mile ocean freight rates since the second quarter of this year, which was mainly due to: 1) the impact of tariff policies, importers of the United States had already replenished a large amount of goods in advance during the tariff “window period” in April 2025, resulting in a sharp decline in the volume of new goods in the second quarter; 2) To meet the replenishment demands before tariffs, shipping companies have put a large number of ultra-large container ships into the trans-Pacific route; 3) in view of the above situation, shipping companies have an excess of shipping space, and the first-mile ocean freight rates in the sellers' market has declined.



The gross profit margin of last-mile services in the Relevant Period was 10.7%, as compared to 18.8% for the corresponding period last year. The decrease in the gross profit margin of last-mile services was mainly due to: 1) the Group’s newly opened overseas warehouses in the second half of 2024 and the first half of 2025, which usually need ramp up time to reach profitability, led to the decline in gross profit margin when the rental cost was fixed; 2) the increase in the unit price of overseas orders, the labor costs of overseas warehouses, and rent.

***By categories of services***

	<b>Six months ended 30 June 2025</b>		<b>Six months ended 30 June 2024</b>	
	<i>Gross profit</i>		<i>Gross profit</i>	
	<b>RMB’000</b>	<b>margin</b>	<b>RMB’000</b>	<b>margin</b>
“First-mile” international freight services	<b>3,125</b>	<b>4.6%</b>	(1,317)	(1.1%)
“Last-mile” fulfillment services	<b>91,230</b>	<b>10.7%</b>	118,571	18.8%
<b>Total</b>	<b><u>94,355</u></b>	<b><u>10.3%</u></b>	<b><u>117,254</u></b>	<b><u>15.7%</u></b>

**FINANCIAL POSITION**

The Group continued to adopt prudent financial policies. Finance, fund utilization and fund raising activities of the Group are subject to effective centralized management and supervision. The Group keeps reasonable gearing level and adequate liquidity.

At the end of the Relevant Period, the Group had total debts (i.e. borrowings and lease liabilities) of RMB1,119,650,000 of which 16.0% were borrowings denominated in RMB. The effective interest rates of the Group’s bank borrowings range from 1.28% to 4.25% per annum, and the maturity terms are within one year. As at the end of the Relevant Period, the Group’s Gearing Ratio was at a healthy level of 34%.

The Group’s total equity decreased from RMB596,211,000 as at 31 December 2024 to RMB587,664,000 as at 30 June 2025; the Group’s current assets and current liabilities as at 30 June 2025 were RMB732,219,000 and RMB499,440,000 respectively; and the Group’s Current Ratio as at 30 June 2025 were 1.5 (for the year ended 31 December 2024: 1.5).

The Board believes that the Group will continue to generate positive cash flows from its operations. With cash and bank deposits, including restricted cash, of RMB301,131,000 as well as unutilized banking facilities, the Board considers that the Group has sufficient working capital for its operation and future development.

## **CHARGE ON ASSETS**

As at 30 June 2025, the Group had pledged deposits of RMB44,003,000 (for the year ended 31 December 2024: 14,164,000).

## **CONTINGENT LIABILITIES**

As at the end of the Relevant Period, the Group did not have any significant contingent liabilities.

## **HUMAN RESOURCES**

As at the end of the Relevant Period, the Group had a total of 397 employees, including the Directors, and most of them are based in the PRC. Total staff costs including share-based payment expenses were RMB170,436,000 during the Relevant Period. The Group ensures that the remuneration packages for employees are determined based on their work performance, professional abilities and industry practices. Discretionary year-end bonuses and share incentives may be granted to employees based on their individual performance. The Company adopted the pre-IPO share option scheme, post-IPO share option scheme, pre-IPO RSU plan, post-IPO RSU plan and share award plan to award eligible participants for their contributions to the Group.

## **INVESTMENT IN OVERSEAS WAREHOUSES**

During the Relevant Period, the Group leased 5 new properties as overseas warehouses, which are located in the United States, Canada and the United Kingdom respectively, with an increase in total area of approximately 110,000 square meters.

For details, please refer to the announcements made by the Company on 24 January 2025, 27 April 2025, 11 May 2025, 22 May 2025 and 28 May 2025 respectively.

## **FINANCIAL INVESTMENT**

As at the end of the Relevant Period, the Group had short-term financial investments of approximately RMB49,278,000, which is a fund financial product. During the Relevant Period, the Group recognized unrealized investment loss at fair value of RMB3,230,000 and realized investment income of RMB719,000.

The funds and wealth management products which the Group purchased during the Relevant Period were all issued by banks and financial institutions in Hong Kong, and mainly included money market fund and guaranteed structured notes with non-guaranteed expected return rates ranging from 0.2% to 4.8% per annum and with maturity within one year. The funds purchased during the Relevant Period did not guarantee the return of principals upon



maturity. During the Relevant Period, the Group preserved all its invested capital in these funds and wealth management products and did not encounter any default by the issuing banks or financial institutions. The Group's investments had not been pledged to secure its borrowings as at 30 June 2025.

Before making investment decisions, the Group prudently conducted research on the market and the information of potential investees, and prudently adjusted its investment strategies to minimize the impact of market fluctuations on the Group when necessary.

The Directors consider that the terms of the funds and wealth management products purchased during the Relevant Period are fair and reasonable, on normal commercial terms or better in the ordinary course of business of the Group, and are in the interests of the Company and the Shareholders as a whole.

Any purchase and redemption of our investments in funds and wealth management products shall be reviewed and approved by the chief financial officer of the Group.

## **SIGNIFICANT INVESTMENT**

On 27 February 2025, Yinshan Investment (an indirectly wholly owned subsidiary of the Company) and Beijing Xizheng Private Equity Fund Management Co., Ltd.\* (北京熙正私募基金管理有限公司) entered into a fund partnership agreement for the establishment and management of two funds (the “**Funds**”) with initial proposed aggregate size of RMB200 million in the coming three years. The proposed capital commitment of the Group is not more than RMB100 million, representing not more than 50% of the total committed capital contribution of the Funds.

The Funds will principally invest in companies in their early or mid-cycle engaging in the cross-border e-commerce innovation industries. The Funds may also invest in overseas warehousing facilities and project companies with strategic locations and efficient operation capabilities, with special attention to AI technology and smart warehousing sectors.

For details, please refer to the announcement made by the Company on 28 February 2025.

## **DEEMED DISPOSAL OF EQUITY INTEREST IN A SUBSIDIARY**

On 24 April 2025, Beijing Li Qian Technologies Company Limited\* (北京力乾科技有限公司) (a joint venture of the Company) (“**Beijing Li Qian**”) entered into an investment agreement (the “**Investment Agreement**”) with FLEXLOGIS PRIVATE LIMITED (an indirect wholly-owned subsidiary of the Company) (“**FLEXLOGIS PRIVATE**”), EDA CLOUD Company Limited (a wholly-owned subsidiary of the Company) (“**EDA HK**”) and the PT Flexlogis Investment Indonesia (a then wholly-owned subsidiary of the Company) (the “**Target Company**”), pursuant to which Beijing Li Qian agreed to acquire 51.16%

equity interest in the Target Company by a capital injection of RMB83,800,000 (the **“Capital Injection”**). Immediately prior to the entering into of the Investment Agreement, the Target Company is owned as to 99.00% by FLEXLOGIS PRIVATE and 1.00% by EDA HK. Upon completion of the Capital Injection, the percentage of equity interest in the Target Company held by FLEXLOGIS PRIVATE and EDA HK will be decreased from 99.00% and 1.00%, to 48.35% and 0.49%, respectively.

The amount of Capital Injection was determined after arm’s length negotiations between parties to the Investment Agreement after taking into account various factors, including the operational status, financial position, business performance and nature, the estimated working capital requirements and the business prospect of the Target Company.

Immediately prior to the entering into of the Investment Agreement, the Target Company is an indirect wholly-owned subsidiary of the Company. Upon completion of the transaction, the Target Company is owned as to 48.35%, 0.49% and 51.16% by FLEXLOGIS PRIVATE, EDA HK and Beijing Li Qian, respectively. Upon completion of the transaction, the Company ceases to control the Target Company, but the Company still has joint control on the Target Company, the Target Company is treated as a joint venture of the Company and ceases to be a subsidiary of the Company upon completion of the transaction. As such, the financial results of the Target Company would be accounted for using equity method in the financial statements of the Group.

For details, please refer to the announcement made by the Company on 24 April 2025.

## CONNECTED TRANSACTION

On 7 January 2025, PT Flexlogis Investment Indonesia and Flexlogis Private Limited (the **“Purchasers”**), each an indirect wholly-owned subsidiary of the Company by that time, and Samanea Logistics (Asia) 01 Private Limited and Samanea Logistics Partner Limited (the **“Vendors”**) entered into the conditional agreement for sale and purchase (the **“Sale and Purchase Agreement”**), pursuant to which the Purchasers had conditionally agreed to acquire and the Vendors had conditionally agreed to the sale, transfer, and assignment of all shares legally owned by Samanea Logistics (Asia) 01 Private Limited (**“Vendor 1”**) and Samanea Logistics Partner Limited (**“Vendor 2”**) with the consideration of approximately Rp13,659,044,000 (equivalent to approximately RMB6,179,146), representing 100% of the total issued shares of PT Samanea Logistics Property (the **“Target Company”**). As at 7 January 2025, the Target Company was owned as to 99% by Vendor 1 and 1% by Vendor 2. Upon completion of the acquisition of the entire issued share capital of the Target Company by the Purchasers pursuant to the Sale and Purchase Agreement (the **“Acquisition”**), the Target Company became an indirect wholly owned subsidiary of the Company and the financial result of the Target Company were consolidated into the financial statement of

the Company up until it was deemed disposed of as mentioned in the section “Deemed disposal of equity interest in a subsidiary”. As part of the Acquisition, the Vendors and the Purchasers have agreed that the Target Company shall continue to assume the relevant debt in the amount of Rp54,966,785,897 (equivalent to approximately RMB24,866,149) owed by the Target Company to the Vendors, which was interest-free and shall be payable by the Target Company within six months after completion of Acquisition.

As at 7 January 2025, China Lesso Group Holdings Limited (“**Lesso**”) was a controlling shareholder of the Group. Each of Vendor 1 and Vendor 2 was indirectly wholly owned by Lesso, and was therefore each an associate of Lesso and a connected person of the Company. Hence, the Acquisition constituted a connected transaction of the Company under Chapter 14A of the Listing Rules.

The Target Company is a real estate investment firm specializing in logistics real estate investment and property management in the Republic of Indonesia and currently the Target Company holds two warehouses. The Target Company’s business activity is property holding and management and does not form part of the Excluded Business (as defined in the Prospectus), i.e. the operation of the business to provide logistics services to deliver goods from the PRC to South East Asia.

This investment could not only strengthen the Group’s global warehouse house network directly but also position the Company to better prepare for future logistics warehousing property investment to better meet the increasing demand of the Indonesian market, ultimately driving growth and competitiveness in the region.

For details, please refer to the announcement made by the Company on 7 January 2025.

## **MATERIAL ACQUISITIONS AND DISPOSALS**

Save as disclosed above, we did not have any significant investments held, nor did we make any material acquisitions and disposals of subsidiaries during the Relevant Period.

## **CORPORATE GOVERNANCE AND OTHER INFORMATION**

### **Audit Committee**

The audit committee of the Company has reviewed the accounting policies adopted by the Group and the unaudited condensed consolidated financial statements of the Group for the Relevant Period. Such condensed consolidated financial statements have not been audited but have been reviewed by the independent auditor of the Company, Ernst & Young, in accordance with Hong Kong Standard on Review Engagements 2410 “Review of Interim Financial Information Performed by the Independent Auditor of the Entity” issued by the Hong Kong Institute of Certified Public Accountants.

## **Corporate Strategy and Culture**

The Company strategically adopts an asset-light model through leveraging third-party logistics service providers, which keeps us nimble in decision making. Through improving EDA Cloud platform and investing in R&D activities, the Company is able to optimize its operational efficiency, ultimately enhancing customer experience.

The Company aims to leverage on its operational experience in popular B2C e-commerce delivery destinations to reach out to more emerging e-commerce vendors. The Company will continue to strengthen its presence across the globe as this will enable the Company to not only reach out to new customers, but also consolidate existing long-term business relationships with the Company's customers, in particular, core customers.

A customer-centric culture values relationship with customers and drives to provide customers with reliable and quality solutions. The Company places heavy emphasis on our endeavors relating to our technologies, particularly the EDA Cloud platform. With consistent enhancement of the platform, customer experience is improved.

The Company is committed to promoting a culture of integrity and compliance, and has therefore established an anti-corruption risk management policy. The Company has delivered and will continue to deliver trainings to the employees on preventing corruption.

## **Corporate Governance Practices**

The Group is committed to maintaining high standards of corporate governance to protect the interests of the Shareholders. The Company has adopted the Corporate Governance Code (the “**Corporate Governance Code**”) as set out in Part 2 of Appendix C1 to the Listing Rules as its own code of corporate governance. During the Relevant Period, the Company has complied with all the applicable code provisions as set out in the Corporate Governance Code.

## **Model Code for Securities Transactions by Directors**

The Company has adopted the Model Code for Securities Transactions by directors of Listed Issuers (“**Model Code**”) as set out in Appendix C3 to the Listing Rules as the code governing securities transactions by the Directors. Having made specific enquiry to the Directors, all Directors confirmed that they have complied with the required standards as set out in the Model Code during the Relevant Period. The Model Code is also applicable to other specific senior management of the Company.

## Purchase, Sale or Redemption of the Company's Listed Securities

During the Relevant Period, neither the Company nor any of its subsidiaries purchased, sold, or redeemed any listed securities of the Company, except that the trustee of the share award plan of the Company adopted by the Company on 14 February 2025 (the “**Share Award Plan**”), pursuant to the terms of the rules and trust deed of the Share Award Plan, purchased on the Stock Exchange a total of 6,313,000 shares of the Company at a total consideration of HK\$17.4 million (equivalent to approximately RMB16.0 million).

## Change in the Composition of the Board

During the Relevant period, there has been no change to the information of the Directors which is required to be disclosed pursuant to Rule 13.51B(1) of the Listing Rules.

## USE OF PROCEEDS FROM THE GLOBAL OFFERING

The Shares were listed on the Stock Exchange on 28 May 2024. The net proceeds from the Global Offering was approximately HK\$161.3 million, which will be utilized for the purposes as set out in the Prospectus. The following table shows a summary of the intended use of the net proceeds and the utilization as at 30 June 2025:

Intended use of net proceeds	Percentage of IPO proceeds to be utilized as disclosed in the Prospectus	Net proceeds received and expected to utilize % HK\$ millions	Utilization as at 30 June 2025 HK\$ millions	Remaining balance as at 30 June 2025 HK\$ millions	Expected time of use
Enhance our global logistics network through our unique asset-light model	62%	100.0	91.4	8.6	On or before 31 May 2027
Optimize our operational efficiency through improving our intelligent systems	16%	25.8	6.3	19.5	On or before 31 May 2027
Attract new customers and maintain relationships with core customers	16%	25.8	10.5	15.3	On or before 31 May 2027
General working capital	6%	9.7	9.7	—	On or before 31 May 2027
<b>Total</b>	<b>100%</b>	<b>161.3</b>	<b>117.9</b>	<b>43.4</b>	

## **Interim Dividend**

The Board has resolved to declare the Interim Dividend for the six months ended 30 June 2025 of HK\$3.5 cents to the Shareholders and is expected to distribute the Interim Dividend to those entitled on or about Friday, 31 October 2025.

## **Closure of Register of Members**

The register of members of the Company will be closed from Friday, 3 October 2025 to Tuesday, 7 October 2025, both dates inclusive, during this period, no transfer of shares of the Company will be registered. In order to be eligible to receive the Interim Dividend, unregistered holders of shares of the Company should ensure that all transfer forms accompanied by the relevant share certificates must be lodged with the Company's branch share registrar, Tricor Investor Services Limited, at 17/F, Far East Finance Centre, 16 Harcourt Road, Hong Kong, for registration no later than 4:30 p.m. on Thursday, 2 October 2025.

## **Subsequent Events after the Relevant Period**

The Group had no significant events after the Relevant Period and up to the date of this announcement.

## **Publication of Results Announcement and Interim Report**

This announcement is published on the website of the Stock Exchange ([www.hkex.com.hk](http://www.hkex.com.hk)) and the Company ([www.edayun.com](http://www.edayun.com)). The interim report of the Company for the six months ended 30 June 2025 containing all the information required by the Listing Rules will be despatched to the Shareholders and available on the above websites in due course.

By Order of the Board  
**EDA Group Holdings Limited**  
**Liu Yong**

*Executive Director and Chairman of the Board*

Hong Kong, 22 August 2025

*As at the date of this announcement, the Board comprises (i) Mr. Liu Yong, Ms. Li Qin and Mr. Cheung Man Yu as executive Directors; (ii) Mr. Zuo Manlun and Mr. Luo Jianfeng as non-executive Directors; and (iii) Mr. Chan Kwok Cheung Kevin, Mr. Ng Cheuk Him and Mr. Wong Ping Yee Natalis as independent non-executive Directors.*

\* *For identification purpose only*



## Definitions

“Board”	the board of Directors
“B2C”	business to consumer
“China” or “PRC”	the People’s Republic of China, for the purpose of this report, excluding Hong Kong, Macau and Taiwan
“Company”	EDA Group Holdings Limited (previously named as EDA Cloud Technology Holdings Limited (易達雲科技控股有限公司)), an exempted company incorporated in the Cayman Islands on 17 September 2020 with limited liability
“Current Ratio”	the ratio of current assets to current liabilities
“Directors”	the directors of the Company
“FVOCI”	fair value through other comprehensive income
“FVPL”	fair value through profit or loss
“Gearing Ratio”	total debt divided by total equity attributable to owners
“Group”, “we”, “our” or “us”	our Company and our subsidiaries (as defined under the Listing Rules) at the relevant time and, where the context requires, in respect of the period prior to our Company becoming the holding company of its present subsidiaries, such subsidiaries of our Company at the relevant time
“HK\$”	Hong Kong dollar, the lawful currency of Hong Kong
“Hong Kong”	Hong Kong Special Administrative Region of the PRC
“Listing Rules”	the Rules Governing the Listing of Securities on the Stock Exchange
“RMB”	Renminbi, the lawful currency of the PRC
“SaaS”	software as a service

“Share(s)”	ordinary share(s) in the share capital of our Company, with a nominal value of US\$0.01 each
“Shareholder(s)”	holder(s) of our Share(s)
“Stock Exchange”	The Stock Exchange of Hong Kong Limited

*The English or Chinese translations in this announcement, where indicated, denote for identification purposes only.*

## **FORWARD-LOOKING STATEMENTS**

This announcement contains forward-looking statements. These forward-looking statements include, without limitation, statements related to revenue and earnings. The words “believe”, “intend”, “expect”, “anticipate”, “forecast”, “estimate”, “predict”, “is confident”, “has confidence” and similar expressions are also intended to represent forward-looking statements. These forward-looking statements are not historical facts. Rather, the forward-looking statements are based on the current beliefs, assumptions, expectations, estimates and projections of the directors and management of the Company about the businesses, industries and markets in which the Company operates.