

SF Intra-City 2025 Annual Results

**Together as One, Striving Forward
with Determination and Diligence**



Quality Revenue Growth and Steadily Improving Profitability

Balanced and High-quality Growth Across All Business

Total Revenue
22.9bn

YoY Growth

45% ↑



Healthy Profit Growth

Gross Profit
1,445_M

YoY Growth

35% ↑

Gross Profit Margin
6.3%

Net Profit
278_M

YoY Growth

110% ↑

Net Profit Margin
1.2%

Adjusted Net Profit
415_M

YoY Growth

184% ↑

Adjusted Net Profit Margin
1.8%

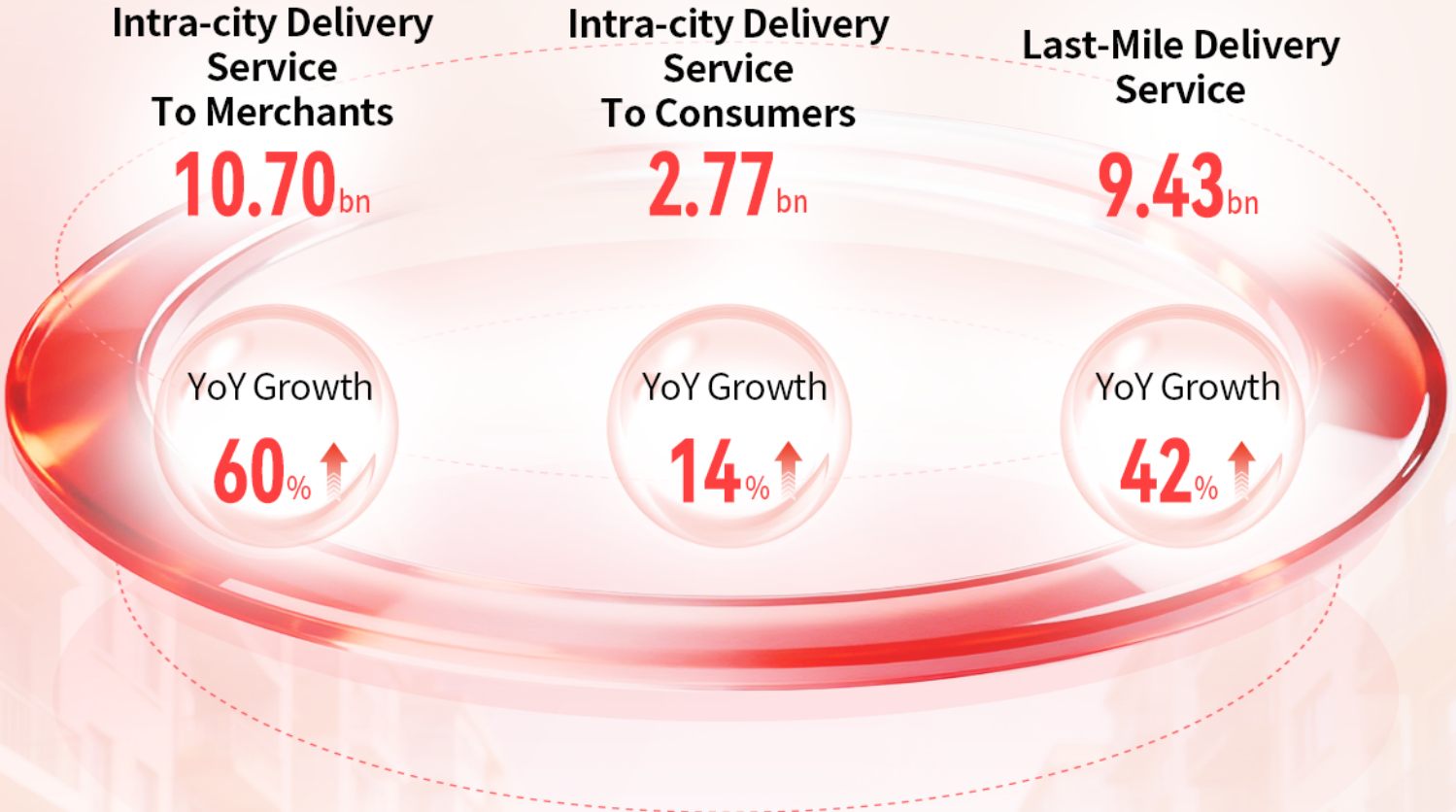
Healthy Cash Flow and Ample Capital Reserves

Operating Cash Flow

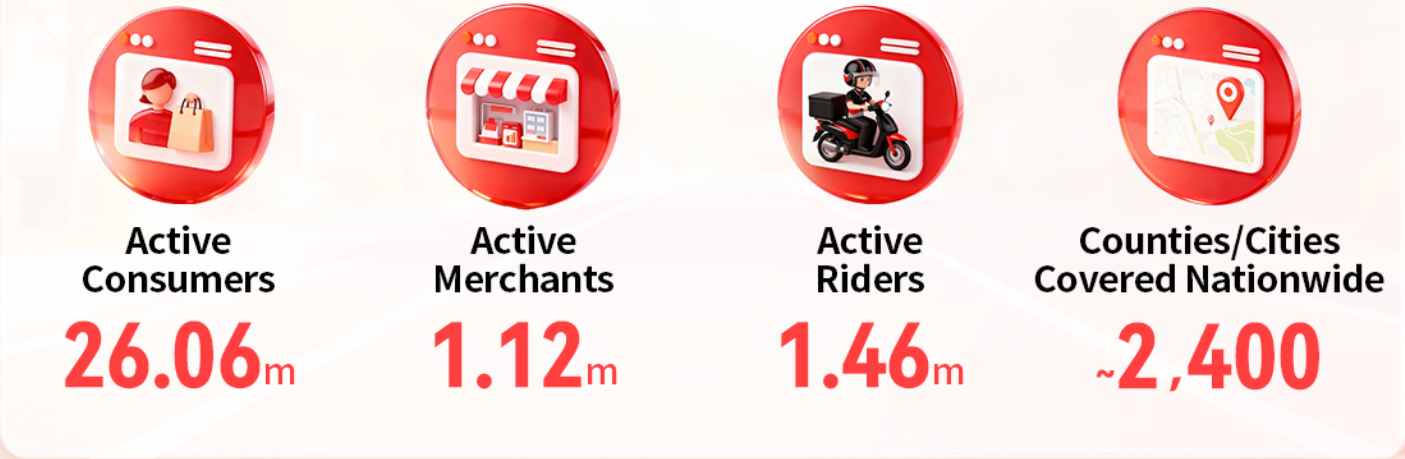
YoY Growth

45% ↑

Balanced Business Growth and Steady Scale Expansion



Core Operational Indicators



Note: The number of active merchants, active consumers and active riders represents the data for the 12 months ending Dec 31, 2025, referring to merchants, consumers, or riders who have completed at least one order during this period

Being A Trusted On-demand Delivery Service Provider

Capture Industry Expansion Opportunities and Deepen Multi-level, Multi-scenario Merchant Cooperation

Annual Active Merchants YoY Growth

72% ↑



Major Key Accounts

Newly Added Cooperating Stores

7,900+



Strong growth momentum in collaboration with KA

- Multi-channel order integration and unified dispatch help reduce costs and improve efficiency
- Fulfilment guarantees for peak order periods help enhance brand image
- Market share among multiple major key accounts **remained leading**

Newly signed brand



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Deepened cooperation with SME

- Expanded customer acquisition channels, optimised cooperation procedures, and increased the scale of merchant base

Partnered with platforms to build an industry ecosystem

- End-to-end on-demand delivery solutions to support the incubation of innovative businesses

Food and Retail Delivery as Dual Growth Drivers, Multi-scenario Services Flourish

Food Delivery

Fast food and tea beverages
Rapid growth in revenue and order volume



Supporting merchants' marketing campaigns
Providing high-quality and stable fulfilment services



On-demand Retail



Delivery revenue from Supermarket Sector
YoY Growth

80+% ↑



Apparel



Beauty



Digital Products

Steady growth in non-food categories

Actively expanded the **on-demand retail ecosystem**
Formed collaborations with various **front-warehouses and lighting warehouses**



Strengthened Network Coverage & Delivered High-quality, Stable Fulfilment Services

Further expanded county-level coverage
Better serve the business needs of lower-tier markets

Covered lower-tier counties

1,400+



Daily average order volume in counties

Doubled YoY



Enhanced fulfilment service quality
Winning long-term trust from merchants and consumers

Fulfilment in-time rate approximately

95%



Average fulfilment time for orders within 3km

22Minutes



Fulfilment in-time rate fluctuations during holidays and adverse weather within

3ppts





Quality Services Built Good Reputation, Upgraded and Iterated Intra-city Delivery Services for Consumer



One-on-one "Exclusive Delivery" meets the needs of item delivery with high value, time-sensitive, and high safety requirements, such as flowers, cakes and luxury goods.



Expanded service coverage



Rapid growth in order volume in first-tier cities

Provided diversified services **for cultural tourism and local lifestyle scenarios**



Hanfu rental



luggage delivery



laundry and shoe cleaning



Full-scenario Empowerment for Last-mile Delivery, Continued to Promote Network Synergy and Integration

Revenue from e-commerce parcels doubled

Meet broader e-commerce logistics needs: consolidated parcel collection and delivery, and doorstep pickup of e-commerce return parcels.



Revenue from parcel collection doubled

Improved fulfilment quality with a complaint rate below the industry average and sustained improvement in customer satisfaction rates.

Actively explore and serve new scenarios

Revenue from lower-tier markets achieved high double-digit YoY Growth; actively expanded intra-city transfer and connection services as well as large item delivery.



“AI & Unmanned Delivery” Reshaped Core Technological Competitiveness, Becoming a Pioneer in the Logistics Technology Industry

AI

Full-Scenario AI Agent Applications

Intelligent Marketing



Auto opportunity discovery boosted marketing conversion

Intelligent Compliance Review



100% automated verification in various scenarios

Intelligent Data Analysis



Drive closed-loop: from insights to intelligent decisions

Intelligent R&D



AI coding enhanced R&D productivity

Intelligent Response



Improved enquiry & issue resolution efficiency

Comprehensive Upgrade of Unmanned Delivery Capabilities

Unmanned vehicles in operation

1,000+

Cities Covered

116

Average Monthly Active Trips

50,000+

Last-mile Delivery

Between transit hubs



Transit hubs to delivery outlets



Intra-city On-demand Delivery

Food delivery



Campus delivery



Full Lifecycle Digital Management System for Unmanned Vehicles

Route planning

Vehicle configuration

Road access right

Daily inspection

Remote monitoring

Repair and maintenance

Safeguard Riders' Rights, Creating a Warm and Rider-friendly Community

Dual Growth in Rider Scale and Efficiency, Enabling High-quality Fulfilment Services

Active riders
YoY Growth



46% ↑↑

Rider
productivity
YoY Growth



30% ↑↑

Rider
retention
and activeness



**Continued to
Improved**



Personal Development

Increased rider income

Mid-to-high
income riders
YoY Growth

Riders with average monthly
income over RMB10,000
YoY Growth

74% ↑↑ **113%** ↑↑

Promoted outstanding riders to management roles, enabling diverse career development at SF Group



Welfare Protection

Grievance Care Allowance

Industry-first with continuous investment

Health Insurance Fund

Provided critical illness protection for riders

Education Support Programme

Provided college entrance examination scholarships for riders' children and study incentives for part-time university student riders



Care and Culture

Offline caring events **17,000+**



Health and Safety

Safety advocacy, anti-fatigue interventions, protective equipment provision

7*24 hours psychological counselling service



Note: All financial data are excerpted from the Company 's results announcement and subject to the final version of the official announcement.



SF Intra-city
WeChat Official Account



SF Intra-city
WeChat Mini Program

