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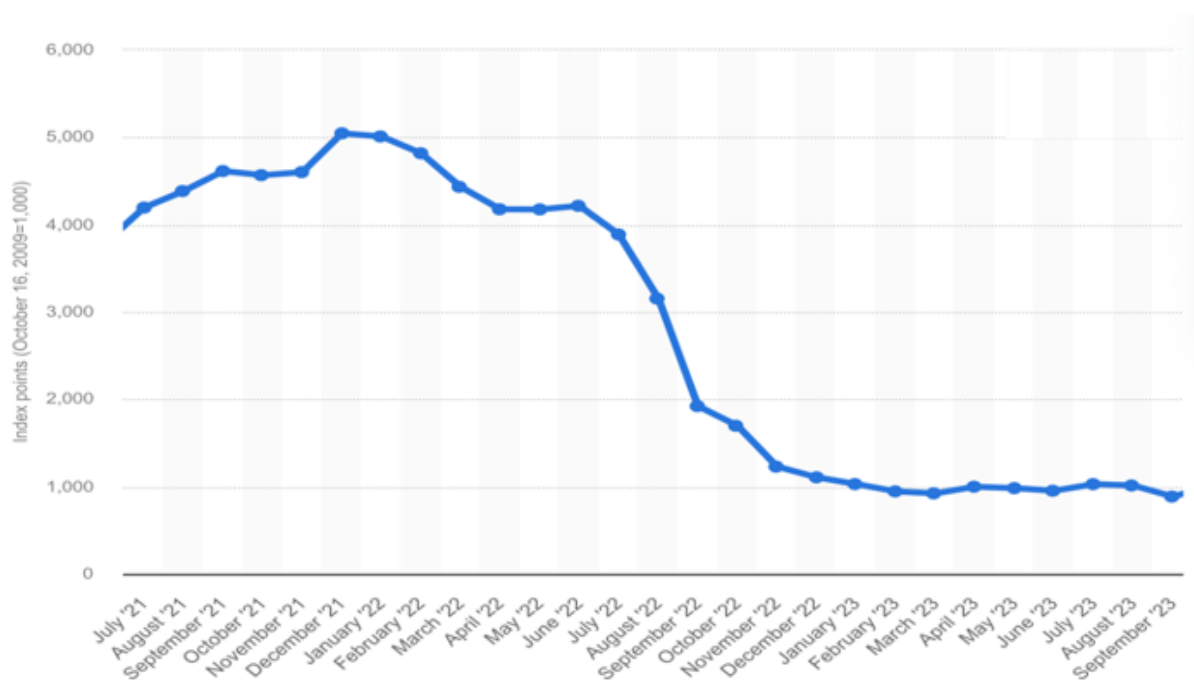
Subject Management Discussion and Analysis for the 9-month period ended 30 September 2023

To President

The Stock Exchange of Thailand

The decline in freight cost compared to the same period of the previous year which affected the company's revenue but the company was able to manage the situation according to the strategy set and resulted in an increase in both the gross profit margin.

### Shanghai containerized freight rate index from July 2021 to September 2023



Sonic Interfreight Public Company Limited (“the Company”) would like to submit the Management Discussion and Analysis for the 9-month period ended 30 September 2023 with details as follows:

Unit : million baht

Statements of Comprehensive Income	For the Nine-month period ended 30 September				For the three-month period				
	2023	2022	Increase / (Decrease)		Q 3/2023	Q 2/2023	Q 3/2022	% Increase / (Decrease)	
			Amount	%				QoQ	YoY
Revenues from services	1,190.61	3,224.77	(2,034.16)	(63.08)	372.00	385.96	900.74	(3.62)	(58.70)
Cost of services	908.47	2,676.89	(1,768.42)	(66.06)	285.70	296.73	728.38	(3.72)	(60.78)
Gross profit	282.14	547.88	(265.74)	(48.50)	86.30	89.23	172.36	(3.28)	(49.93)
Interest revenue calculated using the effective interest method	14.56	7.51	7.05	93.87	5.71	5.85	2.58	(2.39)	121.32
Other income	3.87	32.70	(28.83)	(88.17)	1.00	2.84	16.49	(64.79)	(93.94)
Selling & Administrative expenses	170.65	223.95	(53.30)	(23.80)	56.13	54.76	71.50	2.50	(21.50)
Finance costs	6.13	7.31	(1.18)	(16.14)	2.02	2.04	2.06	(0.98)	(1.94)
Income tax	23.09	71.18	(48.09)	(67.56)	5.74	7.78	23.52	(26.22)	(75.60)
Net profit for the period	100.70	285.65	(184.95)	(64.75)	29.12	33.34	94.35	(12.66)	(69.14)
Other comprehensive income	(2.42)	0.00	(2.42)	(100.00)	(2.42)	(0.66)	0.00	266.67	(100.00)
Total comprehensive income for the period	98.28	285.65	(187.37)	(65.59)	26.70	32.68	94.35	(18.30)	(71.70)
Total comprehensive income for the period attributable to :									
Owners of the parent	94.56	276.96	(182.40)	(65.86)	25.63	31.37	91.39	(18.30)	(71.96)
Non-controlling interests	3.72	8.69	(4.97)	(57.19)	1.07	1.31	2.96	(18.32)	(63.85)

### Revenue

The revenue from service for the first 9-month period ended 30 September 2023 amounted to 1,190.61 million baht, a decrease of 2,034.16 million baht or 63.08 percent compared to the same period of the previous year and for the 3-month period ended 30 September 2023 decreased by 13.96 million baht or by 3.62 percent compared to Quarter 2/2023 and decreased by 528.74 million baht or by 58.70 percent compared to Quarter 3/2022 which revenue from services can be categorized as follows ;

Unit : million baht

Segment	For the Six-month period ended 30 June				For the three-month period				
	2023	2022	Increase / (Decrease)		Q 2/2023	Q 1/2023	Q 2/2022	% Increase / (Decrease)	
			Amount	%				QoQ	YoY
Sea Freight	718.07	2,532.82	(1,814.75)	(71.65)	225.56	224.30	683.29	0.56	(66.99)
Transportation	296.45	357.43	(60.98)	(17.06)	99.85	97.85	120.72	2.04	(17.29)
Air Freight	155.16	317.10	(161.94)	(51.07)	38.89	56.14	89.46	(30.73)	(56.53)
Other service /1	20.93	17.42	3.51	20.15	7.70	7.67	7.27	0.39	5.91
<b>Total</b>	<b>1,190.61</b>	<b>3,224.77</b>	<b>(2,034.16)</b>	<b>(63.08)</b>	<b>372.00</b>	<b>385.96</b>	<b>900.74</b>	<b>(3.62)</b>	<b>(58.70)</b>

Remarks: /1 Other services such as distribution center service fee, dangerous good logistics and Container Yard service fee

1. Revenue from Sea Freight Services accounts for 60.31 % of the Company's total revenue from services. The Company's revenue from Sea Freight Services in the first 9-month period ended 30 September 2023 was 718.07 million baht and decreased by 1,814.76 million baht or 71.65 percent compared to the same period of the previous year and for the 3-month period ended 30 September 2023 increased by 1.26 million baht or 0.56 percent compared to Quarter 2/2023 and decreased by 457.73 million baht or 66.99 percent compared to Quarter 3/2022 as a result of the decrease in the sea freight rate. However, the group's capability of managing the using service of the existing customer base and new customers increase.

2. Revenue from Transportation Services accounts for 24.90 % of the Company's total revenue from services. The Company's revenue from Transportation Services in the first 9-month period ended 30 September 2023 was 296.45 million baht and decreased by 60.98 million baht or 17.06 percent compared to the same period of the previous year and for the 3-month period ended 30 September 2023 increased by 2 million baht or 2.04 percent compared to Quarter 2/2023 and decreased by 20.87 million baht or 17.29 percent compared to Quarter 3/2022 due to the number of services by truck from Thailand's export rate.

3. Revenue from Air Freight Services accounts for 13.03 % of the Company's total revenue from services. The Company's revenue from Air Freight Services in the first 9-month period ended 30 September 2023 was 155.16 million baht and decreased by 161.94 million baht or 51.07 percent compared to the same period of the previous year and for the 3-month period ended 30 September 2023 decreased by 17.25 million baht or 30.73 percent compared to Quarter 2/2023 and decreased by 50.57 million baht or 56.53 percent compared to Quarter 3/2022 as a result of the decrease in the air freight rate.

4. Revenue from Other Services such as distribution center service fees, Container Yard service fees and dangerous good logistics service fees for 1.76 % of the Company's total revenue from service. The Company's revenue from Other Services in the first 9-month period ended 30 September 2023 was 20.93 million baht and increased by 3.51 million baht or 20.15 percent compared to the same period of the previous

year and for the 3-month period ended 30 September 2023 increased by 0.03 million baht or 0.39 percent compared to Quarter 2/2023 and increased by 0.43 million baht or 5.91 percent compared to Quarter 3/2022 as a result of the increasing distribution center service fees, and the Container Yard service fee.

#### Cost of service.

For the first 9-month period ended 30 September 2023, the Company's service cost was equivalent to 908.47 million baht or 76.30 percent of the revenue from service. Thus, the decrease in the cost of 1,768.42 million baht from the same period of the previous year, or by 66.06 percent, and for the 3-month period ended 30 September 2023 decreased by 11.03 million baht or 3.72 percent compared to Quarter 2/2023 and decreased by 442.68 million baht or 60.78 percent compared to Quarter 3/2022 due to the Company's effective cost management.

#### Gross Profit

For the first 9-month period ending 30 September 2023, the Company's Gross Profit was equal to 282.14 million baht or 23.70 percent of the Gross Profit Margin. the Company's Gross Profit Margin increased from 16.99 percent in the same period of the previous year and for the 3-month period ended 30 September 2023 the Company's Gross Profit Margin was 23.20 percent slightly down from Quarter 2/2023 which has a gross profit margin of 23.12 percent but increased from Quarter 3/2022 with a gross profit margin of 19.14 percent due to the Company's effective cost management.

#### Interest revenue calculated using the effective interest method

For the first 9-month period ended 30 September 2023, the Company's Interest revenue calculated using the effective interest method was equal to 14.56 million baht, an increase of 7.05 million baht or 93.87 percent compared to the same period of the previous year and for the 3-month period ended 30 September 2023 decreased by 0.14 million baht or by 2.39 percent compared to Quarter 2/2023 and increased by 3.13 million baht or by 121.32 percent compared to Quarter 3/2022 regarding the hire purchase of trucks and trailers and the Interest on Financial assets.

#### Selling and Administrative expenses

For the first 9-month period ended 30 September 2023, the Company's selling and administrative expenses were equal to 170.65 million baht. This decreased by 53.30 million baht from the same period of the previous year and for the 3-month period ended 30 September 2023 increased by 1.37 million baht compared to Quarter 2/2023 and decreased by 15.37 million baht compared to Quarter 3/2022 due to the Company's effective expense management.

## Net Profit

For the first 9-month period ended 30 September 2023, the Company's Net Profit was equal to 94.56 million baht or equivalent to 7.84 percent of Net Profit Margin, for the 3-month period ended 30 September 2023 the Company's Gross Profit Margin was 6.81 percent.

## **Financial Position Analysis**

Unit : million baht

Statement of Financial Position	30 September 2023	31 December 2022	Increase / (Decrease )	
			Amount	%
Asset	1,719.85	1,745.34	(25.49)	(1.46)
Liabilities	311.72	430.55	(118.83)	(27.60)
Equity attributable to the owners of the parent	1,386.31	1,293.57	92.74	7.17

## Assets

As of 30 September 2023, the Company's total assets were 1,719.85 million baht, a decrease of 25.49 million baht or 1.46 percent as the following essence.

1. Cash and cash equivalents as of 30 September 2023 equals to 237.02 million baht, a decrease of 295.37 million baht from 31 December 2022 which was from the increased cash receipt from the operation although paid the dividends payment was 83.55 million baht on May 2023 and invested on Financial assets.

2. Trade and other receivables as of 30 September 2023 equal to 226.21 million baht, a decrease of 85.17 million baht from 31 December 2022 as a result of the Group's trade receivable with accrued liability, not more than 3 months, is in accordance with the Company's collection period.

3. Property, plant, and equipment as of 30 September 2023 equal 640.68 million baht, an increase of 51.77 million baht from 31 December 2022 as a result of the land improvement at Sriracha District, Chonburi Province for Logistics activity and from the transfer of truck's ownership, we have paid off the leasing debt in full

4. Finance lease receivables as of 30 September 2023 equals to 99.17 million baht, a decrease of 9.47 million baht from 31 December 2022 as a result of receipt from finance lease receivables.

5. Financial assets measured at fair value through profit or loss and through other comprehensive income as of 30 September 2023 equal 493.93 million baht, an increase of 363.88 million baht from 31 December 2022 as a result of investing on debenture and structured note.

Liabilities

As of 30 September 2023, the Company's total liabilities were 311.73 million baht, a decrease of 118.82 million baht or 27.60 percent as a result of a decrease in the account payables and long-term borrowings from financial institutions and lease liabilities.

Equity attributable to the owners of the parent

As of 30 September 2023, the Company's total equity attributable to the owners of the parent was 1,386.31 million baht, an increase of 92.74 million baht or 7.17 percent as a result of the net profit and an increase from the total issued and paid-up capital of 40.31 million baht and share premium of 40.31 million baht from the exercise of the right to convert warrants to purchase ordinary shares (SONIC-W1) the final exercise.

Please be informed accordingly,

Yours Sincerely,

-Signed-

Dr.Santisuk Kosiarpnant (Ph.D)  
Chief Executive Officer

-Signed-

(Mr.Ranut Lieolertsakulchai)  
Director