

No. SONIC-016/2024

May 14, 2024

Subject Management Discussion and Analysis for the 3-month period ended 31 March 2024

To President
The Stock Exchange of Thailand

Sonic Interfreight Public Company Limited (“the Company”) would like to submit the Management Discussion and Analysis for the 3-month period ended 31 March 2024 with details as follows:

Unit : million baht

Statements of Comprehensive Income	For the three-month period			YoY		QoQ	
	Q1'2024	Q1'2023	Q4'2023	Increase / (Decrease)		Increase / (Decrease)	
				Amount	%	Amount	%
Revenues from services	468.43	432.65	395.26	35.78	8.27	73.17	18.51
Cost of services	367.86	326.04	303.68	41.82	12.83	64.18	21.13
Gross profit	100.57	106.61	91.58	(6.04)	(5.67)	8.99	9.82
Interest income calculated using the effective interest method	8.67	3.00	6.18	5.67	189.00	2.49	40.29
Other income	3.47	0.03	(0.98)	3.44	11,466.67	4.45	454.08
Selling & Administrative expenses	59.62	59.75	56.77	(0.13)	(0.22)	2.85	5.02
Finance costs	1.85	2.08	1.99	(0.23)	(11.06)	(0.14)	(7.04)
Income tax	10.23	9.56	7.68	0.67	7.01	2.55	33.20
Profit for the period	41.01	38.25	30.34	2.76	7.22	10.67	35.17
Other comprehensive income	0.38	0.66	4.39	(0.28)	(42.42)	(4.01)	(91.34)
Total comprehensive income for the period	41.39	38.91	34.73	2.48	6.37	6.66	19.18
Profit for the period attributable to:							
Owners of the parent	39.72	36.92	29.18	2.80	7.58	10.54	36.12
Non-controlling interests	1.29	1.33	1.16	(0.04)	(3.01)	0.13	11.21

Revenue

The revenue from service for the first 3-month period ended 31 March 2024 amounted to 468.43 million baht, an increase of 35.78 million baht or 8.27 percent compared to the same period of the previous year and increased by 73.17 million baht or by 18.51percent compared to Quarter 4/2023 which revenue from services can be categorized as follows ;

Unit : million baht

Segment	For the three-month period			YoY		QoQ	
	Q1'2024	Q1'2023	Q4'2023	Increase / (Decrease)		Increase / (Decrease)	
				Amount	%	Amount	%
Sea Freight	294.02	268.21	236.10	25.81	9.62	57.92	24.53
Transportation	99.18	98.75	102.92	0.43	0.44	(3.74)	(3.63)
Air Freight	63.76	60.14	48.67	3.62	6.02	15.09	31.00
Other service /1	11.47	5.55	7.57	5.92	106.67	3.90	51.52
Total	468.43	432.65	395.26	35.78	8.27	73.17	18.51

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

1. Revenue from Sea Freight Services accounts for 62.77 % of the Company's total revenue from services. The Company's revenue from Sea Freight Services in the first 3-month period ended 31 March 2024 was 294.02 million baht and an increase of 25.81 million baht or 9.62 percent compared to the same period of the previous year and an increase of 57.92 million baht or 24.53 percent compared to Quarter 4/2023 as a result of the increases in the sea freight rate. However, the group's capable of managing the using service of the existing customer base and new customers increase.

2. Revenue from Transportation Services accounts for 21.17 % of the Company's total revenue from services. The Company's revenue from Transportation Services in the first 3-month period ended 31 March 2024 was 99.18 million baht, an increase of 0.43 million baht or 0.44 percent compared to the same period of the previous year and a decrease of 3.74 million baht or 3.63 percent compared to Quarter 4/2023 due to the number of services by truck from Thailand's export rate.

3. Revenue from Air Freight Services accounts for 13.61 % of the Company's total revenue from services. The Company's revenue from Air Freight Services in the first 3-month period ended 31 March 2024 was 63.76 million baht, an increase of 3.62 million baht or 6.02 percent compared to the same period of the previous year and an increase of 15.09 million baht or 31 percent compared to Quarter 4/2023 as a result of the increases in the air freight rate. However, the group's capable of managing the using service of the existing customer base and new customers increase.

4. Revenue from Other Services such as distribution center service fees, Container Yard service fees Space rental service fees, dangerous good logistics service fees and Container Yard service fees for 2.45 % of the Company's total revenue from service. The Company's revenue from Other Services in the first 3-month period ended 31 March 2024 was 11.47 million baht, an increase by 5.92 million baht or 106.67 percent compared to the same period of the previous year and increased by 3.90 million baht or 51.52 percent

4/2023 respectively. It indicates that the proportion compared with income to Company's selling and administrative expense were decrease.

Net Profit

For the first 3-month period ended 31 March 2024, the Company's Net Profit was equal to 39.72 million baht or equivalent to 8.53 percent of Net Profit Margin, an increase by 2.80 million baht or 7.58 percent compared to the same period of the previous year and increased by 10.54 million baht or 36.12 percent compared to Quarter 4/2023 respectively, due to the company's financial management and expense management.

Financial Position Analysis

Unit : million baht

Statement of Financial Position	31 March 2024	31 December 2023	Increase / (Decrease)	
			Amount	%
Asset	1,813.10	1,754.54	58.56	3.34
Liabilities	337.03	309.93	27.10	8.74
Equity attributable to the owners of the parent	1,454.19	1,421.52	32.67	2.30

Assets

As of 31 March 2024, the Company's total assets were 1,813.10 million baht, an increase of 58.56 million baht or 3.34 percent as the following essence.

1. Cash and cash equivalents as of 31 March 2024 equals to 229.02 million baht, a decrease of 47.37 million baht from 31 December 2023 which was invested on financial assets.

2. Trade and other receivables as of 31 March 2024 equal to 304.67 million baht, an increase of 21.57 million baht from 31 December 2023 as a result of an increase of revenue. Most 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 31 March 2024 equal 632.98 million baht, a decrease of 4.17 million baht from 31 December 2023 as a result of the depreciation of assets.

4. Finance lease receivables as of 31 March 2024 equals to 92.12 million baht, a decrease of 1.05 million baht from 31 December 2023 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 31 March 2024 equal to 528.65 million baht, an increase of 91.45 million baht from 31 December 2023 as a result of Investment in digital notes and debt securities listed bonds.

compared to Quarter 4/2023 as a result of the increasing get the Space rental service fees, distribution center service fees, and the Container Yard service fees.

Cost of service.

For the first 3-month period ended 31 March 2024, the Company's cost of service was equivalent to 367.86 million baht or amounted to 78.53 percent of the revenue from services. Thus, an increase in the costs of 41.82 million baht from the same period of the previous year, or by 12.83 percent, and an increase of 64.18 million baht or 21.13 percent compared to Quarter 4/2023 as a result of according to market competition conditions.

Gross Profit

For the first 3-month period ended 31 March 2024, the Company's Gross Profit was equal to 100.57 million baht or equivalent to 21.47 percent of the Gross Profit Margin. the Company's Gross Profit Margin decreased from the same period of the previous year, which has a gross profit margin of 24.64 percent and from Quarter 4/2023, which has a gross profit margin of 23.17 percent, as a result of according to market competition conditions.

Interest revenue calculated using the effective interest method

For the first 3-month period ended 31 March 2024, the Company's Interest revenue calculated using the effective interest method was equal to 8.67 million baht and an increase of 5.67 million baht or 189 percent compared to the same period of the previous year and increased by 2.49 million baht or 40.29 percent compared to Quarter 4/2023 regarding the hire purchase of trucks and trailers and the Interest income on financial assets.

Other revenue

The Company's Other revenue is from gains from foreign exchange translation and gains from changes in the market value of securities. For the first 3-month period ended 31 March 2024, the Company was another Revenue of 3.47 million baht an increase of 3.44 million baht compared to the same period of the previous year and increased by 4.45 million baht compared to Quarter 4/2023.

Selling and Administrative expenses

For the first 3-month period ended 31 March 2024, the Company's selling and administrative expenses were equal to 59.62 million baht. This increased by 0.13 million baht from the same period of the previous year and increased by 2.85 million baht compared to Quarter 4/2023. However, The proportion compared with income was 12.41 % of Quarter 1/2024, 13.71 % of Quarter 1/2023, and was 14.18 of Quarter

Liabilities

As of 31 March 2024, the Company's total liabilities were 337.03 million baht, an increase of 27.10 million baht or 8.74 percent as a result of the account payables and creditors increase from the growth of the Company's revenue.

Shareholder's equity

As of 31 March 2024, the Company's total shareholders' equity was 1,454.19 million baht, an increase of 32.67 million baht or 2.30 percent as a result of the net profit.

Please be informed accordingly,

Yours Sincerely,



Dr.Santisuk Kosiapanant (Ph.D)

Chief Executive Officer



(Mr.Ranut Lieolertsakulchai)

Director