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- Translation -

August 17th, 2026

Subject: Management Discussion and Analysis (MD&A) for the Year Ended June 30, 2026

To: President
The Stock Exchange of Thailand

Synergetic Auto Performance Public Company Limited and its subsidiaries ("the Company") would like to clarify the operating results for the year ended June 30, 2026, which show a change exceeding 20% compared to the same period of the previous year. The key highlights are as follows:

For the three-month period ended June 30, 2026
Revenue from sales and services amounted to 4,219.21 million baht, an increase of 2,106.01 million baht or 99.66% from 2,113.20 million baht in the same period of the previous year. This was mainly due to an increase in revenue from new car sales of 2,161.14 million baht, while revenue from used car sales decreased by 69.33 million baht.

Cost of sales and services amounted to 3,982.96 million baht, an increase of 2,009.09 million baht or 101.78% from 1,973.88 million baht in the same period of the previous year. This was mainly due to an increase in the cost of sales from new car sales of 2,061.39 million baht, while the cost of sales from used car sales decreased by 63.65 million baht.

Other income amounted to 9.14 million baht, an increase of 6.04 million baht or 194.75% from 3.10 million baht in the same period of the previous year. This was mainly due to sales subsidies from subsidiaries.

Selling expenses, administrative expenses, and potential credit losses, among others, totaled 113.68 million baht, an increase of 55.73 million baht or 96.18% from 57.94 million baht in the same period of the previous year. This increase is primarily due to selling expenses of subsidiaries.

Financial costs totaled 56.23 million baht, a decrease of 14.88 million baht or 20.92% from 71.11 million baht in the same period of the previous year. This decrease is mainly due to interest expenses on loans from financial institutions of subsidiaries.

The company's total net profit for the three months ended June 30, 2026, amounted to 60.87 million baht, an increase of 49.91 million baht or 455.53% from a total net profit of 10.96 million baht. Meanwhile, the profit attributable to the parent company amounted to 31.40 million baht, an increase of 23.43 million baht or 294.22% from 7.96 million baht in the same period of the previous year. These factors contribute to the overall profit growth.

For the six-month period ended June 30, 2026
Revenue from sales and services amounted to 6,513.72 million baht, an increase of 2,814.47 million baht or 76.08% from 3,699.24 million baht in the same period of the previous year. The main reason for this increase was the 2,923.05 million baht increase in revenue from new car sales, while revenue from used car sales decreased by 99.92 million baht.

Cost of sales and services amounted to 6,126.65 million baht, an increase of 2,757.26 million baht or 81.83% from 3,369.40 million baht in the same period of the previous year. The main reason for this increase was the 2,847.48 million baht increase in the cost of sales from new car sales, while the cost of sales from used car sales decreased by 95.54 million baht.

Other income amounted to 11.33 million baht, an increase of 6.11 million baht or 117.33% from 5.21 million baht in the same period of the previous year. The main reason for this increase was income from sales subsidies of subsidiaries.

Selling and service expenses, administrative expenses, and potential credit losses totaled 185.36 million baht, an increase of 35.24 million baht or 23.48% from 150.12 million baht in the same period of the previous year. The main reason for this increase was the selling expenses of subsidiaries.

Financial costs totaled 113.02 million baht, a decrease of 36.18 million baht or 24.25% from 149.20 million baht in the same period of the previous year. The main reason for this decrease was the interest burden on loans from financial institutions of subsidiaries.

The company's total net profit for the six months ended June 30, 2026, amounted to 74.36 million baht, an increase of 45.17 million baht or 154.76% from a total net profit of 29.19 million baht. Meanwhile, the profit attributable to the parent company amounted to 28.26 million baht, an increase of 8.61 million baht or 43.81% from 19.65 million baht in the same period of the previous year. These factors contribute to the overall profit and service expenses.

Please be informed accordingly.

Your faithfully,

(Mr. Songvit Titipoonya)
Chief Executive Officer

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