

Market : mai

SERVICES : Services

Company Snapshot: YR/2020

Updated at March 2021

SONIC

Sonic Interfreight Public Co.,Ltd.

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CEO

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CFO

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Chief Financial Officer

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CG Report Score :

THSI List : -

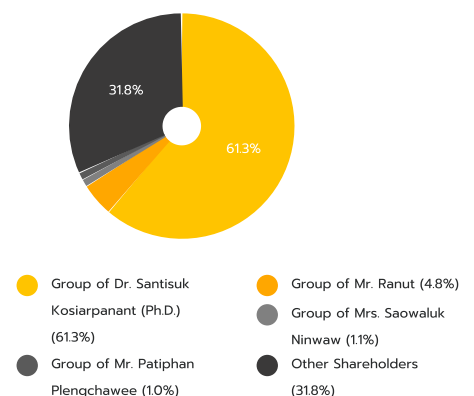
Stock Data (18/03/2021)

| | YTD | 2019 | 2018 |
|-------------------|--------|--------|--------|
| Paid-up (MB.) | 275.00 | 275.00 | 200.00 |
| Listed share (M.) | 550.00 | 550.00 | 550.00 |
| Par (B.) | 0.50 | 0.50 | 0.50 |
| Market Cap (MB.) | 704.00 | 566.50 | 737.00 |
| Price (B./share) | 128 | 103 | 134 |
| EPS (B.) | 0.06 | 0.11 | 0.29 |

Statistics (18/03/2021)

| | P/E | P/BV | Div.Yield |
|--------------------|-------|------|-----------|
| SONIC (x) | 25.00 | 2.32 | 2.02 |
| SERVICES - mai (x) | 68.70 | 3.00 | 2.38 |
| SERVICES - SET (x) | - | 4.02 | 1.44 |
| mai (x) | 85.73 | 2.11 | 2.14 |
| SET (x) | 40.94 | 1.78 | 2.41 |

Shareholder Structure (18/03/2021)



Financial Ratios

| | 2020 | 2019 | 2018 |
|-----------------|-------|-------|-------|
| ROE (%) | 9.57 | 8.00 | 11.38 |
| ROA (%) | 8.86 | 8.30 | 10.06 |
| D/E (x) | 0.59 | 0.42 | 0.51 |
| GP Margin (%) | 19.47 | 21.01 | 19.96 |
| EBIT Margin (%) | 6.16 | 6.16 | 6.19 |
| NP Margin (%) | 4.40 | 4.04 | 4.03 |

Company Background

Sonic Interfreight Public Company Limited "SONIC", One of the leaders in the business of providing regional integrated logistics management services, with experience and expertise in doing business for over 25 years. Sonic has covered domestic and international freight forwarding services, supporting transportation across all regions of the world which has the goal of becoming the market leader in logistics services in ASEAN.

Key Development of Company

| | |
|-------------|--|
| 1995 | Established Sonic Interfreight Public Company Limited |
| 2008 - 2009 | Increase land transport services Invested 23 trucks and purchase Kingkaew Land for distribution center and started provide free zone service |
| 2018 - 2019 | Listed on the mai stock exchange on October 19, 2018 and invested in land 21 rai, Pinthong Land Project, Chonburi Province to expand the service area for customer in the EEC area, including investing in 85 tractor units and 200 tails. |
| 2020 | Invested 95 tractor units and 236 tails to serve customers in the expanding EEC region and Expanding truck lending business to partners |

Revenue Structure

Period : 19 Mar

(Unit : MB)

| | 2020 | % | 2019 | % | 2018 | % |
|-------------------------------|----------|--------|----------|--------|----------|--------|
| Sea Freight | 892.28 | 65.61 | 744.81 | 64.74 | 759.25 | 65.72 |
| Land Transport | 363.53 | 26.73 | 333.44 | 28.98 | 301.86 | 26.12 |
| Air Freight | 85.74 | 6.30 | 54.11 | 4.70 | 83.02 | 7.19 |
| Other Services | 10.63 | 0.78 | 13.19 | 1.15 | 8.28 | 0.72 |
| Total Revenue from Services/1 | 1,352.18 | 100.00 | 1,145.55 | 99.57 | 1,152.41 | 99.75 |
| Other income | 7.80 | 0.57 | 4.94 | 0.43 | 2.85 | 0.25 |
| Total Revenue/2 | 1,359.98 | 100.00 | 1,150.49 | 100.00 | 1,155.26 | 100.00 |

/ 1 Other services include Collection and distribution center service fees Service charge for dangerous goods and others / 2 Other income comprises interest income - hire purchase contract Interest income from bank accounts Profit from disposal of assets And other income

Business Plan

- Increase marketing team and support to expand the customer base.
- Expanding domestic and foreign trade partner bases.
- Improve and develop distribution centers to be modern In order to support customer service quickly and efficiently.
- Land development of the Pinthong Land Project, Chon Buri Province, to support the expansion of the customer base from the Eastern Economic Corridor Development Project (EEC)
- Opening a dangerous goods packaging business unit (DG Services) and To organized training on IATA DGR by IMDG code in cooperation with Chulalongkorn University
- Expanded truck lending to partners under the model Logistics (Logistics + Leasing) to expand the core business.

Investment Highlight

- One Stop Service, which is an integrated service provider from multimodal transportation services. As well as providing consultation on rules and procedures for import and export, with a collection and distribution center on Kingkaew Road Samut Prakan Province
- There is an extensive network of partners, which has a combined number of business partner, covering all continents around the world. The group is also a member of The Cooperative Logistics Network and the Global Affinity Alliance (GAA).
- Personnel have knowledge, experience, and expertise in logistic system management, and continuous improvement in service provision. The company is readily available to give advice to customers In order to create consistency in service satisfaction.
- There are standards for safety in transportation. With a selection of experienced drivers In conjunction with standard vehicles And is regularly maintained.

Risk Factor

| | |
|-------------------|--|
| Risks of Business | When considering the risk of freight fluctuations, The Group has a policy to set sales prices by quoting cost plus minimum profit. Therefore, the Group is therefore able to manage the risk from competing freight fluctuations in line with the market price |
| | There is a risk from the fluctuation of oil prices, which is due to the business of land transportation services to support the import and export of the company, with oil being a major cost element of service. The company has monitored the fluctuation of oil prices. To reduce the risk of fluctuations in fuel prices |
| | Taking into account the risk of product responsibility in case of damages, the Group has placed the importance on the selection of shipping lines, airlines, or transport operators in order to prevent the risk of damage to products. By having a policy in choosing to use the service as the company's guideline and assess the quality of service provided by the carrier at least once a year to meet the standards set. |
| Risk of Financial | The group may be exposed to risks from fluctuations in foreign exchange rates,which from having income and expenditures in foreign currencies. Revenue and expenses in foreign currencies are also incurred from transactions with foreign partners, which will reduce the risk of natural exchange rates (Natural Hedge), and the use of foreign currency deposit accounts. In the past, the Group has not experienced any significant impact on past performances due to fluctuations in exchange rates. |

| Capital Structure (Unit : MB) | | | |
|-------------------------------|--------|--------|--------|
| | 2020 | 2019 | 2018 |
| Current Liabilities | 264.07 | 131.04 | 182.64 |
| Non-Current Liabilities | 112.77 | 121.32 | 98.63 |
| Shareholders' Equity | 643.61 | 606.51 | 556.14 |

Company Structure



Company Image

