

SCGJWD Logistics Public Company Limited
Management Discussion and Analysis 3Q2023

Overview of Business Performance in 3Q2023

In 3Q2023, the overall financial performance were improved from the previous quarter due to Logistics & Supply Chain business began to recover. Coals – the stock fulfilment process was back in place, and the amount of coal shipments started to return to normal. Chemical – the export volume of plastic resin products increased slightly from the previous quarter. Food & cold chain storage – this business service improved from the previous quarter due to higher revenue from other products such as poultry, animal feed, and others as well as seafood and tuna products that were gradually returning to stocks. Lastly, automotive – because of our integrated automotive logistics management, which includes automotive yard, warehouse management, and car carrier services, the automotive business continued to perform exceptionally well. Leading electric vehicle brands, among other positive factors, continue to contribute to a consistent increase in revenue for the automotive business. However, cement & building material products slightly decreased from the previous quarter thanks to the rainy season which was a normal yearly condition. It is expected to increase in Q4/2023 and Q1 of the following year.



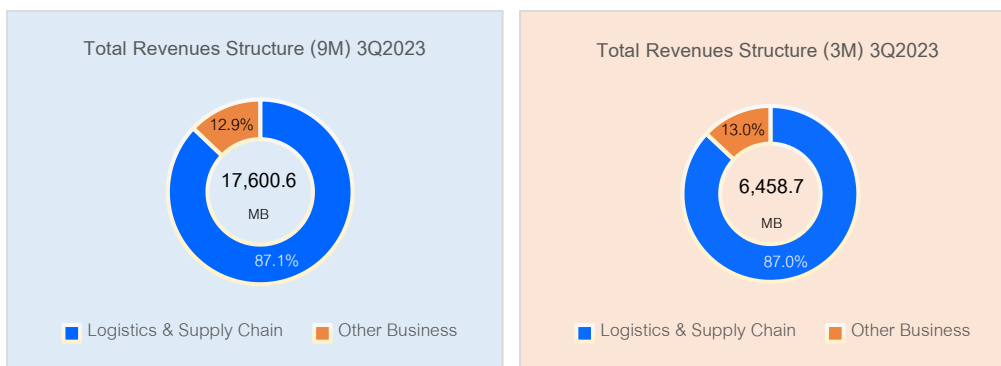
Significant Events Happened in 3Q2023

The Company achieved success with its 2 tranches of its first debentures 1/2023, consisting of "Series 1 debentures" with two-year maturity due in 2025, and a fixed interest rate of 3.76 percent per year, and "Series 2 debentures" with three-year maturity due in 2026, and a fixed interest rate of 4.35 percent per year. Both sets of corporate bonds are to pay interests every three months throughout the life of the bonds. The total proposed amount not exceeding 4,000 million baht. Fitch Ratings (Thailand) has given SJWD a corporate credit rating of BBB+(tha) - Stable Outlook, while the Company's corporate bonds have been given a BBB+(tha) rating. The subscription dates for the debentures set for September 22 and 25-26 for general investors, high net-worth investors and institutional investors. The objectives are to be used to repay debts and to be applied as working capital for business operations.

On 1 October 2023, the Company completely acquired the entire business from SCGL, the Subsidiary of the Company and SCGL has completely registered the dissolution with the Department of Business Development, Ministry of Commerce on 31 October 2023, and is now proceeding with the liquidation.

In addition, the Company opened 2 new warehouses (built-to-suit): "Alpha KM.19" project – phase 1 (area of 18,000 sq. m.) opened on September 1st, and it was fully occupied immediately. Another project is "Alpha Rangsit" – phase 1 (area of 56,314 sq.m.) opened on September 29th. It was occupied by major suppliers that lease the entire project.

Total Revenue Structure in 3Q2023



Unit : Million Baht	3-month period			QoQ +/(-)%	YoY +/(-)%	9-month period		YoY +/(-)%
	3/2022 ⁽¹⁾	2/2023 ⁽²⁾	3/2023 ⁽²⁾			9M/2022	9M/2023 ⁽²⁾	
Total Revenue	1,593.0	6,199.9	6,458.7	4.2%	305.4%	4,402.3	17,600.6	299.8%
Revenue from rental and rendering of services	1,584.3	6,131.1	6,416.6	4.7%	305.0%	4,322.2	17,432.3	303.3%
Gross Profit	349.9	736.0	806.2	9.5%	130.4%	987.8	2,248.8	127.7%
Gross Profit Margin (%)	22.1%	12.0%	12.6%			22.9%	12.9%	
Gain from remeasurement to fair value of the Group's existing interest	-	-	-	-	-	-	-	-
Interest income, Dividend income and Other income	14.7	68.7	42.1	(38.7%)	186.4%	80.2	168.3	109.9%
Selling and Administrative Expenses	(227.0)	(536.2)	(561.8) ⁽³⁾	4.8%	147.5%	(673.5)	(1,602.8) ⁽³⁾	138.0%
Finance Costs	(72.9)	(117.2)	(120.3)	2.6%	65.0%	(216.8)	(336.7)	55.3%
Share of profit of investments in associates and joint ventures	68.8	41.5	42.0	1.2%	(39.0%)	266.3	168.5	(36.7%)
Net profit attributable to owners of the Company	111.7	129.3	139.8	8.1%	25.2%	391.5	500.3	27.8%
Net Profit Margin (%)*	7.0%	2.1%	2.2%			8.9%	2.8%	
Extra items from the merger			96.9 ⁽³⁾				145.3 ⁽³⁾	
Net profit attributable to owners of the Company (before extra items)	111.7	129.3	236.7 ⁽³⁾	83.0%	111.9%	391.5	645.6 ⁽³⁾	64.9%
Net Profit Margin (%)*	7.0%	2.1%	3.7%			8.9%	3.7%	

*Net Profit Margin = Net profit attributable to owners of the Company / Total revenue

Note:

- The financial statements and operating results in 3Q2022 was the Separate Financial Statements of JWD InfoLogistics Public Company Limited.
- The financial statements and operating results in 3Q2023 were the financial statements after the merger between SCG Logistics Management Co., Ltd. and JWD Company InfoLogistics Public Company Limited starting from February 1, 2023, and presented as a consolidated statement.
- Extra items – Extra items from the merger were a result of expenses recognition that included all expenses related to the merger transaction and transfer of SCGL, which were one-time expenses. These included Advisory fees, costs associated with both domestic and international business transfers, local taxes, deferred taxes, and severance pay. For the 3-month period of Q3/2023, there were Baht 96.9 million, and for the 9-month period, there were Baht 145.3 million.

Total Revenues

In Q3/2023 (3-month period), the Company had total revenues of Baht 6,458.7 million, increased by 4.2% QoQ. For the period of 9M/2023, the Company had total revenues of Baht 17,600.6 million, increased by 299.8% YoY. The merger of SCG Logistics Management Company Limited ("SCGL") and JWD InfoLogistics Public Company Limited ("JWD"), which was renamed as SCGJWD Logistics Public Company Limited ("SJWD"), resulted in a notable increase in revenues. The Company's financial statements have been consolidated since February 1, 2023. Furthermore, as compared to the previous quarter, the performance of our business services, such as automotive, food and cold chain, cross-border, and moving and relocation improved. As a result, overall revenues increased.

Gross Profit

In Q3/2023 (3-month period), the Company had a gross profit of Baht 806.2 million, a gross profit margin of 12.6%, increased by 9.5% QoQ. For the period of 9M/2023, the Company had a gross profit of Baht 2,248.8 million, increased by 127.7% YoY, with a gross profit margin of 12.9%. This was mostly caused by improved cost management across multiple business divisions, particularly in the automotive business that had seen a notable increase in throughput. Lower electricity and fuel costs also were a result of the government's cost-of-living reduction policies, which went into effect in September 2023. Therefore, gross profit increased.

Share of profit of investments in associates and joint ventures

In Q3/2023 (3-month period), the Company had net profit attributable to owners of the Company of Baht 42.0 million, increased by 1.2% QoQ. For the period of 9M/2023, the Company had net profit attributable to owners of the Company of Baht 168.5 million, decreased by 36.7% YoY. A reason for this was a decline in profit sharing from affiliate companies, such as Transimex Corporation (TMS), Phnom Penh SEZ Plc., (PPSP), and Eastern Sea Laem Chabang Terminal (ESCO).

Interest Income, Dividend Income, and Other Income

In Q3/2023 (3-month period), the Company had interest income, dividend income, and other income of Baht 42.1 million, decreased by 38.7% QoQ. For the period of 9M/2023, the Company had these incomes of Baht 168.3 million, increased by 109.9% YoY. This resulted from the recognition of gain/ loss on exchange rates, the majority of which were unrealized gains/losses.

Selling, General, and Administrative Expenses (SG&A)

In Q3/2023 (3-month period), the Company had SG&A of Baht 561.8 million, increased by 4.8% QoQ. For the period of 9M/2023, the Company had SG&A of Baht 1,602.8 million, increased by 138.0% YoY. The increase in SG&A was resulted from the merger of the Company, such as consulting fees, domestic and international business transfer expenses, local taxes, deferred taxes, severance pay, etc. However, the administrative

expenses of Baht 96.9 million in Q3/2023 were one-time expenses associated with the transfer of SCGL's entire business to the Company in accordance with the original merger plan.

Finance Costs

In Q3/2023 (3-month period), the Company had finance costs of Baht 120.3 million, increased by 2.6% QoQ. For the period of 9M/2023, the Company had finance costs of Baht 336.7 million, increased by 55.3% YoY. An increase in finance costs was mainly due to loans that were allocated for investment and business expansion over the past year. However, in the late of Q3/2023, the Company issued debenture with the total amount of Baht 4,000 million in order to expand its business and to use some of these credit lines to close existing loans with high interest rates. It is expected that financing costs will gradually decline and will have a significant positive impact on the Company's net profit.

Net Profit Attributable to Owners of the Company

In Q3/2023 (3-month period), the Company had net profit attributable to owners of the Company of Baht 139.8 million, increased by 8.1% QoQ. Its gross profit margin was 2.2%. For the period of 9M/2023, the Company had net profit attributable to owners of the Company of Baht 500.3 million, increased by 27.8% YoY. Its gross profit margin was 2.8%. This was a result of the merger that enables the Company to provide integrated logistics and supply chain services both domestically and internationally. In addition, some business services were able to control expenses. The Company intends to effectively manage and control costs in order to consistently improve performance. It was significant to note that net profit for the 9-month period in Q3/2023 included all one-time expenses associated with the merger and the transfer of SCGL's entire business, which were one-time expenses. Without these expenses, the Company will have net profit excluding one-time items for the 3-month period in Q3/2023 of Baht 236.7 million, and Baht 645.6 million for the 9-month period, respectively.

Financial Performance Analysis

The Company has regrouped business units to align with the merged business. Revenue and gross profit classified by business segment are divided into details as shown in the table:

Revenue: Group of Business (Unit: million Baht)	3-month period			+/(-%)		9-month period			% of Total Revenue					
	3/2022	2/2023	3/2023	QoQ	YoY	9M/2022	9M/2023	YoY	3/2022	2/2023	3/2023	9M/2022	9M/2023	
1. Logistics & Supply Chain														
1.1. Warehouse & Yard Management Business	591.2	844.0	1,025.0	21.4%	73.4%	1,716.9	2,686.7	56.5%	37.3%	13.8%	16.0%	39.7%	15.4%	
1.2. Transportation & Distribution business	322.6	3,220.7	3,101.7	(3.7%)	861.5%	951.3	8,800.8	825.1%	20.4%	52.5%	48.3%	22.0%	50.5%	
1.3. Other Logistics business	202.5	612.1	726.5	18.7%	258.8%	485.0	1,841.4	279.7%	12.8%	10.0%	11.3%	11.2%	10.6%	
1.4. Overseas business	78.9	747.4	764.5	2.3%	868.9%	180.1	2,007.5	1014.7%	5.0%	12.2%	11.9%	4.2%	11.5%	
Total Revenue of Logistics and Supply Chain	1,195.2	5,424.2	5,617.6	3.6%	370.0%	3,333.30	15,336.4	360.1%	75.4%	88.5%	87.5%	77.1%	88.0%	
2. Other Businesses	389.1	706.9	798.9	13.0%	105.3%	988.9	2,095.9	111.9%	24.6%	11.5%	12.5%	22.9%	12.0%	
Total	1,584.3	6,131.1	6,416.6	4.7%	305.0%	4,322.20	17,432.3	303.3%	100.0%	100.0%	100.0%	100.0%	100.0%	

Gross Profit: Group of Business (Unit: million Baht)	3-month period			+/(-)%		9-month period			+/(-)%		% Gross Profit Margin				
	3/2022	2/2023	3/2023	QoQ	YoY	9M/2022	9M/2023	YoY	3/2022	2/2023	3/2023	9M/2022	9M/2023		
1. Logistics & Supply Chain															
1.1. Warehouse & Yard Management Business	202.9	229.9	342.3	48.9%	68.7%	593.9	873.1	47.0%	34.3%	27.2%	33.4%	34.6%	32.5%		
1.2. Transportation & Distribution business	56.7	263.6	206.2	(21.8%)	263.6%	159.4	688.2	331.8%	17.6%	8.2%	6.6%	16.8%	7.8%		
1.3. Other Logistics business	44.0	133.1	147.5	10.8%	235.2%	108.0	393.8	264.6%	21.7%	21.7%	20.3%	22.3%	21.4%		
1.4. Overseas business	21.6	52.9	64.4	21.7%	198.0%	48.7	148.7	205.3%	27.4%	7.1%	8.4%	27.0%	7.4%		
Total Revenue of Logistics and Supply Chain	325.2	679.5	760.3	11.9%	133.8%	910.0	2,103.8	131.2%	27.2%	12.5%	13.5%	27.3%	13.7%		
2. Other Businesses	13.5	45.4	33.3	(26.7%)	146.6%	49.5	111.3	124.8%	3.5%	6.4%	4.2%	5.0%	5.3%		
Total	338.7	724.9	793.6	9.5%	134.3%	959.5	2,215.0	130.9%	21.4%	11.8%	12.4%	22.2%	12.7%		
Adjustment according to TFRS16	11.3	11.1	12.7	14.1%	12.1%	28.3	33.7	19.3%	0.7%	0.2%	0.2%	0.7%	0.2%		
Gross profit after adjustment	350.0	736.0	806.2	9.5%	130.4%	987.8	2,248.8	127.7%	22.1%	12.0%	12.6%	22.9%	12.9%		

1.1 Warehouse and Yard Management

Revenue: By Product Categories (Unit: million Baht)	3-month period			+/(-)%		9-month period			+/(-)%		% of Total Revenue				
	3/2022	2/2023	3/2023	QoQ	YoY	9M/2022	9M/2023	YoY	3/2022	2/2023	3/2023	9M/2022	9M/2023		
1.1.1 General Goods	136.7	291.8	309.8	6.2%	126.6%	370.5	838.6	126.3%	8.6%	4.8%	4.8%	8.6%	4.8%		
1.1.2 Dangerous Goods	129.6	133.7	133.9	0.2%	3.3%	425.0	391.3	(7.9%)	8.2%	2.2%	2.1%	9.8%	2.2%		
1.1.3 Automotive	105.6	234.2	295.7	26.2%	180.0%	283.5	754.4	166.1%	6.7%	3.8%	4.6%	6.6%	4.3%		
1.1.4 Cold Chain Storage	219.3	184.3	285.6	54.9%	30.2%	638.0	702.3	10.1%	13.8%	3.0%	4.5%	14.8%	4.0%		
Total	591.2	844.0	1,025.0	21.4%	73.4%	1,717.0	2,686.7	56.5%	37.3%	13.8%	16.0%	39.7%	15.4%		

Gross Profit: By Product Categories (Unit: million Baht)	3-month period			+/(-)%		9-month period			+/(-)%		% Gross Profit Margin				
	3/2022	2/2023	3/2023	QoQ	YoY	9M/2022	9M/2023	YoY	3/2022	2/2023	3/2023	9M/2022	9M/2023		
1.1.1 General Goods	26.5	61.7	61.1	(1.0%)	130.5%	67.8	181.1	167.2%	19.4%	21.1%	19.7%	18.3%	21.6%		
1.1.2 Dangerous Goods	51.7	52.4	53.5	2.0%	3.4%	178.0	151.7	(14.8%)	39.9%	39.2%	39.9%	41.9%	38.8%		
1.1.3 Automotive	38.2	83.7	111.2	32.9%	191.1%	85.3	301.5	253.5%	36.2%	35.7%	37.6%	30.1%	40.0%		
1.1.4 Cold Chain Storage	86.6	32.1	116.5	263.0%	34.5%	262.8	238.7	(9.2%)	39.5%	17.4%	40.8%	41.2%	34.0%		
Total	203.0	229.9	342.28	48.9%	68.6%	593.9	873.1	47.0%	34.3%	27.2%	33.4%	34.6%	32.5%		

1.1.1 General Goods

In Q3/2023 (3-month period), the Company had revenue of Baht 309.8 million, increased by 6.2% QoQ. Its gross profit was Baht 61.1 million, with a gross profit margin of 19.7%, decreased by 1.0% QoQ. The increase in revenue was resulted from higher demand of warehouse space, which had an average utilization rate of 92.1%. It is expected that the utilization rate will be maintained continuously along with increasing the service area in the future to increase the opportunity for more services. Gross profit margin declined slightly from the previous quarter due to increased service costs from warehouse leasing and outsourcing to support customers' increased demand for warehouse space.

1.1.2 Dangerous Goods

In Q3/2023 (3-month period), the Company had revenue of Baht 133.9 million, increased by 0.2% QoQ. Its gross profit was Baht 53.5 million, with a gross profit margin of 39.9%, increased by 2.0% QoQ. This was due to chemical and petrochemical industry that were going through a phase of gradual trend. It is anticipated that demand will rise steadily as the economy recovers. For the 3-month and 9-month periods, however, there was a slight increase in the quantity of containers in Q3/2023.

Volume	3-month period			9-month period	
	3/2022	2/2023	3/2023	9M/2022	9M/2023
Yard (TEU*)	43,791	44,339	46,631	130,538	134,020
Dangerous warehouse (Revenue Ton)	5,731	6,228	4,838	17,863	16,937

*TEU (Twenty Equivalent Unit) is 20-foot equivalent containers.

1.1.3 Automotive

In Q3/2023 (3-month period), the Company had revenue Baht 295.7 million, increased by 26.2% QoQ. Its gross profit was Baht 111.2 million, with a gross profit margin of 37.6%, increased by 32.9% QoQ. This was due to the response to the growing demand and market trends of EVs linked to sustainability and the environment that resulted in an increase in EV volume that has positively impacted the automotive business's revenue. Increasing the number of automobile and EV production improves brand perception in the market which is well received by customers. This also helps the business division to grow its automotive operations and services in order to fulfil the demands of its existing and potential customers.

1.1.4 Cold Storage Management

In Q3/2023 (3-month period), the Company had revenue of Baht 285.6 million, increased by 54.9% QoQ. Its gross profit was Baht 116.5 million, with a gross profit margin of 40.8%, increased by 263.0% QoQ. In this quarter, the average occupancy rate was 66.0%; slightly increased from the previous quarter which was 57.8%. This was due to the opening of 2 new cold chain storages: "PACT" project, a JV project with Thailand's leading processes seafood operator, a total area of 8,700 sq.m. in Samut Sakhon province, and "Alpha KM.22" or "PACA", a total area of 20,000 sq.m. since January and March 2023 respectively. Global warming and the El Niño phenomena both contributed to rising sea temperatures, which affected fish trading season and caused a decrease in the amount of tuna stockpiled in this year. However, the Company adjusted its cold storage management strategy to solve that concern by stocking more new products, such as poultry, animal feed, and others whereas seafood and tuna products were gradually returning to stock.

1.2 Transportation and Distribution Service

Revenue: By Product Categories (Unit: million Baht)	3-month period			+/(-)%		9-month period			+/(-)%		% of Total Revenue				
	3/2022	2/2023	3/2023	QoQ	YoY	9M/2022	9M/2023	YoY	3/2022	2/2023	3/2023	9M/2022	9M/2023		
1.2.1 Business-to-business (B2B)	300.9	2,286.2	2,040.1	(10.8%)	578.0%	893.3	5,990.9	570.6%	19.0%	37.3%	31.8%	20.7%	34.4%		
1.2.2 Direct-to-customer (D2C)	-	588.2	600.4	2.1%	100.0%	-	1,652.2	100.0%	0.0%	9.6%	9.4%	0.0%	9.5%		
1.2.3 Cross Border	21.7	158.2	255.9	61.8%	1079.3%	58.0	589.3	916.1%	1.4%	2.6%	4.0%	1.3%	3.4%		
1.2.4 Multimodal	-	188.1	205.3	9.2%	100.0%	-	568.4	100.0%	0.0%	3.1%	3.2%	0.0%	3.3%		
Total	322.6	3,220.7	3,101.7	(3.7%)	861.5%	951.3	8,800.8	825.1%	20.4%	52.5%	48.3%	22.0%	50.5%		

Gross Profit: By Product Categories (Unit: million Baht)	3-month period			+/(-%)		9-month period			+/(-%)		% Gross Profit Margin				
	3/2022	2/2023	3/2023	QoQ	YoY	9M/2022	9M/2023	YoY	3/2022	2/2023	3/2023	9M/2022	9M/2023		
1.2.1 Business-to-business (B2B)	51.2	155.0	104.1	(32.9%)	103.2%	145.9	373.0	155.7%	17.0%	6.8%	5.1%	16.3%	6.2%		
1.2.2 Direct-to-customer (D2C)	-	52.3	41.2	(21.2%)	100.0%	-	131.5	100.0%	-	8.9%	6.9%	-	8.0%		
1.2.3 การขนส่งข้ามแดน (Cross Border)	5.5	18.1	30.1	66.4%	447.7%	13.5	66.0	388.7%	25.3%	11.4%	11.8%	23.3%	11.2%		
1.2.4 การขนส่งต่อเนื่องหลายรูปแบบ (Multimodal)	-	38.2	30.8	(19.4%)	100.0%	-	117.7	100.0%	-	20.3%	15.0%	-	20.7%		
Total	56.7	263.6	206.2	(21.8%)	263.6%	159.4	688.2	331.8%	17.6%	8.2%	6.6%	16.8%	7.8%		

The transport business consists of:

1. Business-to-business (B2B), the transportation of goods that occurs between entrepreneurs and each other.
2. Direct-to-customer (D2C) the transportation of goods from manufacturers or service providers who deliver products directly to customers without going through intermediaries.
3. Cross-border cargo: The transportation of goods between states bordering or transiting to third countries. The revenue in the past cross-border transportation It groups the revenues of cross-border transportation with revenues generated both domestically and internationally which the revenue from the 1st quarter of 2023 of this business group will be charged in terms of cross-border transportation only on the Thai side. As for the overseas revenue, it will be classified in the overseas business group.
4. Multimodal transport is the transportation of goods from origin to destination in international with a combination of multimodal transport.

In Q3/2023 (3-month period), the Company had revenue from transportation and distribution service of Baht 3,101.7 million, decreased by 3.7% QoQ. Its gross profit was Baht 206.2 million, with a gross profit margin of 6.6%, decreased by 21.8% QoQ. This was mainly due to a rainy season, there was a decline in both domestic cement shipments and exports overseas. However, coal shipments started to increase from the previous quarter from a slight increase in coal imports.

1.2.1 Business-to-Business (B2B)

In Q3/2023 (3-month period), the Company had revenue of Baht 2,040.1 million, decreased by 10.8% QoQ. Its gross profit was Baht 104.1 million, with a gross profit margin of 5.1%, decreased by 32.9% QoQ. B2B Revenue accounted for 32% of total revenue, which was generated from transportation services such as Steel & Material, Cement & Energy, Chemicals, Packaging, and Industrial Waste. The rainy season's primary effects in Q3/2023 were a slowdown in construction and a decrease in the demand for building supplies like cement. In Q3/2023, the rainy season had an effect on B2B business, and it caused a slowdown in construction and a decrease in the demand for cement and building materials.

1.2.2 Direct-to-Consumer (D2C)

In Q3/2023 (3-month period), the Company had revenue of Baht 600.4 million, increased by 2.1% QoQ. Its gross profit was Baht 41.2 million, with a gross profit margin of 6.9%, decreased by 21.2% QoQ. This included Agriculture, E&E and E-Commerce Business, Drop off Business, FMCG & Cold Chain Business, Automotive & Aftersales Service Business, Home Living & White Glove, and Backbone Operation. This is due to lower demand among key customers with high margins as compared to Q2/2023. In addition, there was an increase in service costs in the agriculture sector thanks to an improvement of operation modal that transhipped from Myanmar to domestic.

1.2.3 Cross Border

In Q3/2023 (3-month period), the Company had revenue of Baht 255.9 million, increased by 61.8% QoQ. Its gross profit was Baht 30.1 million, with a gross profit margin of 11.8%, increased by 66.4% QoQ. This was because there were more coal shipments going across international borders. Countries involved in cross-border shipping are Vietnam, Laos, Cambodia, and Myanmar.

1.2.4 Multimodal

In Q3/2023 (3-month period), the Company had revenue of Baht 205.3 million, increased by 9.2% QoQ. Its gross profit was Baht 30.8 million, with a gross profit margin of 15.0%, decreased by 19.4% QoQ. This was due to an increase in coal shipments via multimodal transportation.

1.3 Other Logistics Service

Revenue: By Product Categories (Unit: million Baht)	3-month period			+/(-%)		9-month period			+/(-%)		% of Total Revenue				
	3/2022	2/2023	3/2023	QoQ	YoY	9M/2022	9M/2023	YoY	3/2022	2/2023	3/2023	9M/2022	9M/2023		
1.3.1 Relocation Service	110.4	53.3	100.9	89.2%	(8.6%)	236.7	209.8	(11.4%)	7.0%	0.9%	1.6%	5.5%	1.2%		
1.3.2 Self-Storage, Safe Deposit, Art Space and Wine Bank	19.0	12.9	28.6	122.6%	50.8%	54.6	58.2	6.6%	1.2%	0.2%	0.4%	1.3%	0.3%		
1.3.3 Record and Information Management	34.3	37.5	40.5	8.1%	18.1%	102.5	114.8	12.0%	2.2%	0.6%	0.6%	2.4%	0.7%		
1.3.4 Logistics Infrastructure	38.7	128.0	135.6	6.0%	250.4%	91.2	373.9	310.0%	2.4%	2.1%	2.1%	2.1%	2.1%		
1.3.5 Freight	-	380.4	420.7	10.6%	100.0%	-	1,084.8	100.0%	0.0%	6.2%	6.6%	0.0%	6.2%		
Total	202.40	612.1	726.5	236.5%	310.8%	485.0	1,841.4	317.2%	12.8%	10.0%	11.3%	11.2%	10.6%		

Gross Profit: By Product Categories (Unit: million Baht)	3-month period			+/(-%)		9-month period			+/(-%)		% Gross Profit Margin				
	3/2022	2/2023	3/2023	QoQ	YoY	9M/2022	9M/2023	YoY	3/2022	2/2023	3/2023	9M/2022	9M/2023		
1.3.1 Relocation Service	20.8	10.9	20.9	91.4%	0.3%	45.4	42.9	(5.6%)	18.8%	20.4%	20.7%	19.2%	20.4%		
1.3.2 Self-Storage, Safe Deposit, Art Space and Wine Bank	4.6	2.3	8.9	281.0%	93.7%	13.5	13.8	2.1%	24.2%	18.2%	31.1%	24.7%	23.7%		
1.3.3 Record and Information Management	15.7	15.5	19.5	25.4%	24.0%	46.4	50.7	9.3%	45.8%	41.4%	48.0%	45.3%	44.2%		
1.3.4 Logistics Infrastructure	2.8	17.6	13.1	(25.6%)	366.8%	2.9	48.1	1557.6%	7.2%	13.7%	9.6%	3.2%	12.9%		
1.3.5 Freight	-	86.8	85.2	(1.8%)	100.0%	-	238.4	100.0%	-	22.8%	20.2%	-	22.0%		
Total	43.9	133.1	147.5	10.8%	236.0%	108.2	393.8	263.9%	21.7%	21.7%	20.3%	22.3%	21.4%		

1.3.1 Relocation Service

In Q3/2023 (3-month period), the Company had revenue from relocation service both domestic and overseas of Baht 100.9 million which consisted of revenue from household moving service of Baht 94.0 million, office moving service of Baht 5.5 million, and fine arts and exhibition items moving service of Baht 1.4 million. Total revenue was increased by 89.2% QoQ. Its gross profit was Baht 20.9 million, with a gross profit margin of 20.7%, increased by 91.4% QoQ. This was due to an increase in revenue from relocation overseas activities.

1.3.2 Self-Storage, Safe Deposit, Art Space and Wine Storage

Currently, this business division operates 8 branches: Sri Kreetta Siam, Ramintra, Thiam Ruam Mit, Rama 9 - Ramkhamhang, Phuket, Ladprao, and Pattaya. In Q3/2023 (3-month period), the Company had revenue of Baht 28.6 million, increased by 122.6% QoQ. Its gross profit was Baht 8.9 million, with a gross profit margin of

31.1%, increased by 281.0% QoQ. This was a result of persistent PR and online marketing, which encouraged more customers to utilize the service across all branches.

1.3.3 Record and Information Management

In Q3/2023 (3-month period), the Company had revenue of Baht 40.5 million, increased by 8.1% QoQ. Its gross profit was Baht 19.5 million, with a gross profit margin of 48.0%, increased by 25.4% QoQ. This resulted from a successful merger that encouraged more users from the services' external customers as well as affiliated businesses.

Quantity (Unit)	3-month period			9-month period	
	3/2022	2/2023	3/2023	9M/2022	9M/2023
Boxes (Average)	1,084,673	1,353,708	1,375,711	1,117,993	1,340,428
Files (Average)	13,068,474	13,840,389	13,964,633	12,823,112	13,830,227
Scan (Total)	2,422,811	2,826,173	3,012,415	10,767,607	9,408,934

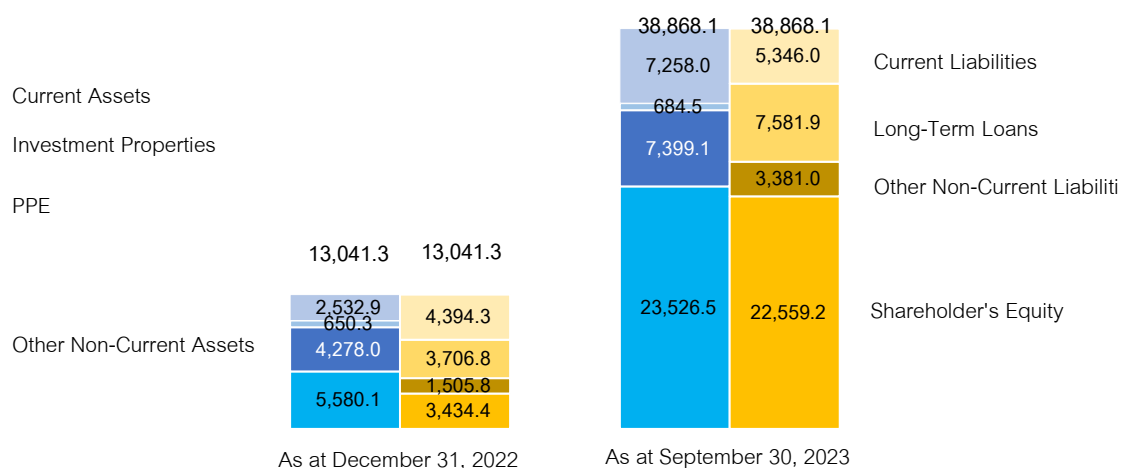
1.3.4 Logistics Infrastructure

Logistics Infrastructure Business consists of barge Terminal, rail yard management, and a terminal management business. In Q3/2023, the Company's revenue was Baht 135.6 million, increased by 6.0% as compared to Q2/2023 (QoQ). Its gross profit was Baht 13.1 million, with a gross profit margin of 9.6%; a decrease of 25.6%. This was due to an increase in throughput in both the terminal management business and rail yard management in this quarter.

1.3.5 Freight

In Q3/2023, the Company's revenue was Baht 420.7 million, increased by 10.6% QoQ. Its gross profit was Baht 85.2 million, with a gross profit margin of 20.2%, decreased by 1.8% QoQ. This was because of the rise in earnings of customs service and trade support. A gross profit was slightly decreased due to lower freight rates, global economic conditions, and a slowdown of international trade.

Financial Position Analysis



Assets

As at September 30, 2023, assets were Baht 38,868.1 million, increased from as at December 31, 2022 by Baht 25,826.7 million, or 198.0%. This was mainly resulted from the increase in Goodwill, property, plant and equipment, trade accounts receivable, and Right-of-use assets. The Company's assets mainly consisted of non-current assets, i.e., Goodwill, property, plant and equipment, and Investments in associates amounted 38.1%, 19.0%, and 8.3% of total assets, respectively.

Current Assets

As at September 30, 2023, current assets were Baht 7,258.0 million, increased from as at December 31, 2022 by Baht 4,725.1 million, or 186.5%. This was due to an increase in trade accounts receivable of Baht 2,016.5 million, cash and cash equivalents of Baht 1,903.7 million, and other receivables of Baht 536.5 million. This was mainly resulted from the proportion of operating income that increased and consolidation in Q1/2023 due to a higher proportion of income and merger transaction.

Non-Current Assets

As at September 30, 2023, non-current assets were Baht 31,610.0 million, increased from as at December 31, 2022 by Baht 21,101.6 million, or 200.8%. This was due to an increase in goodwill of Baht 14,560.2 million, property, plant, and equipment of Baht 3,121.1 million, and an increase in Investments in associates of Baht 688.8 million.

Liabilities

As at September 30, 2023, the Company had total liabilities of Baht 16,308.9 million, increased from as at December 2022 which was Baht 6,701.9 million, or 69.8%. This was mainly from the increase of Debentures, lease liabilities, and trade and other current payables, which resulted from the merger as well as additional debentures issued during Q3/2013.

Current Liabilities

As at September 30, 2023, current liabilities were Baht 5,346.0 million, increased from December 31, 2022 by Baht 951.7 million, or 21.7%. This was mainly from an increase in trade and other current payables of Baht 1,155.6 million. On the other hand, a decrease in current portion of debentures was of Baht 599.8 million as a result of maturing debentures.

Non-Current Liabilities

As at September 30, 2023, non-current liabilities were Baht 10,962.9 million, increased from as at December 31, 2022 by Baht 5,750.2 million, or 110.3%. This was mainly resulted from the increase in debentures issued worth 4 billion baht, and lease liabilities of Baht 1,504.7 million.

Shareholder's Equity

As at September 30, 2023, shareholder's equity was Baht 22,559.2 million, increased from as at December 31, 2022, by Baht 19,124.8 million, or 556.9%. This was due to combining the shareholder's equity of SCGL, the premium on ordinary shares, recognition of retained earnings, dividend, non-controlling interests, and other components of shareholders' equity.

Statement of cash flows

(Unit: million Baht)	9-month period	
	3/2022	3/2023
Cash and Cash Equivalents at 1 January	1,421.6	924.0
Net Cash from / (used in) Operating Activities	913.9	1,604.5
Net Cash from / (used in) Investing Activities	(986.4)	(246.3)
Net Cash from / (used in) Financing Activities	(368.0)	542.2
Impact of foreign exchange rates	39.6	3.3
Net Increase (Decrease) in Cash and Cash Equivalents	(400.9)	1,903.7
Cash and Cash Equivalents at 30 September	1,020.7	2,827.7

Cash flows from operating activities

For 9-month period ended 30 September 2023, the Company's had net cash received from operating activities of Baht 1,604.5 million, increased by Baht 690.6 million, or 75.6%. This was partly due to cash flow from Taxes income increased by Baht 455.3 million. Cash flow from Depreciation and amortization increased by Baht 351.0 million. This is mainly due to the merger transaction

Cash flows from investing activities

For 9-month period ended 30 September 2023, the Company's had net cash used in investing activities for the third quarter ended September 30, 2023 amounted to Baht 246.3 million, an decrease of Baht 740.1 million or 75.0%, partly due to an increase in Acquisition of subsidiary by swapping shares, net of cash acquired of Baht 366.3 million. Cash payments for acquisition of property, plant and equipment decreased by Baht 340.5 million. Cash payments for short-term loans to related parties decreased by Baht 190.0 million.

Cash flows from financing activities

For 9-month period ended 30 September 2023, the Company's had net cash received from financing activities for the third quarter ended September 30, 2023 amounted to Baht 542.2 million, increased by Baht 910.2 million or 247.4% from previous year. This was partly due to a net increase in Proceeds from issuance of debentures increased by Baht 3,500.0 million. Cash repayment of debentures increased by Baht 600 million.

Cash payments for Dividends paid to owners of the Company increased by Baht 504.6 million. Cash Payment of change in ownership interest in subsidiaries without a change in control increased by Baht 425.0 million.

Key Financial Ratios

	9-month period	
	3/2022	3/2023
Gross Profit Margin (%)	22.9%	12.9%
Net Profit Margin (%)	8.9%	2.8%
Net Profit Margin (exclude extra items) (%)	8.9%	3.7%
Current Ratio (Times)	0.75	1.36
Liability to Equity (Times)	2.21	0.72
Liability to Equity (Times)* * Excluding liabilities from the deployment of accounting standard TFRS16 lease agreements	1.84	0.58
Interest Bearing Debt to Equity (Times)	1.82	0.56
Interest Bearing Debt to Equity (Times)* Excluding liabilities from the deployment of accounting standard TFRS16 lease agreements	1.45	0.41

Note:

Gross Margin	= Gross Profit / Rental income and revenue from rendering of services
Net Profit Margin	= Net profit attributable to owners of the Company / Total revenue
Current Ratio	= Current Asset / Current Liabilities
Liability to Equity (Times)	= Total Liabilities / Shareholder's Equity
Liability to Equity (Times)	= Total Liabilities excluding TFRS16 / Shareholder's Equity
Interest Bearing Debt to Equity (Times)	= Interest Bearing Debt / Shareholder's Equity
Interest Bearing Debt to Equity (Times)	= Interest Bearing Debt excluding TFRS16 / Shareholder's Equity

*Excluding liabilities from the deployment of accounting standard TFRS16 lease agreements

Management Viewpoint and Strategy

Prospects for performance in Q4/2023, the Company expects to grow in a positive direction, especially for businesses that generate a significant amount of revenue, such as B2B business that offer cement and building material transportation services both domestically and internationally, including coals, which has increased imports. The occupancy rate in general warehouses and cold storage is consistently high. Automotive business exceptional growth is anticipated through the peak season thanks to the “EV3.0” scheme that extend registration of electric vehicles period from 31 December 2023 to 31 January 2024 but still must be sold by 31 December 2023. It is expected to encourage buyers to purchase EV at the Thailand International Motor Expo held in December 2023.