



CS/21-065

August 16, 2021

Subject : Management Discussion and Analysis of the operating performance for the three-month and six-month periods ending 30 June 2021

Attention : The President of the Stock Exchange of Thailand

Copy to: The Secretary
The Security and Exchange Commission

JCK Hospitality Public Company Limited (“Company”) would like to report the operating performance results for the three-month and six-month periods ending 30 June 2021

The operating performance result for Q2/2021 compare with Q2/2020

1. The 2nd quarter of 2021, the company's total revenue was 107.29 million baht, increased by 31.23 million baht 41% from the 2nd quarter of 2020, the shop closed during March 2020 - May 2020 from the situation of the Covid-19 virus, but in the 2nd quarter of the year, the company can still open the shop as usual in the provinces.
2. The company's cost of goods sold in the 2nd quarter of 2021, was 58.92 million baht, increased by 28.74 million baht, 95% from the 2nd quarter of 2020. When comparing the cost-to-sales ratio, the ratio of 2nd quarter 2021 increase 15% from 2nd quarter of 2020. This is a result of increased discounts to promotion of sales and the impact of the market price of raw materials has increased. This led to higher average food costs per capita.
3. The company's selling and administrative expenses in the 2nd quarter of 2021 were 97.06 million baht, increased from the 2nd quarter of 2020 by 24.77 million baht, 34%, due to the increase in revenue (The 2st quarter of 2020, all stores are closed. While in the 2nd quarter of the year, 30% of all branches were closed.)
4. The company's financial cost in the 2nd quarter of 2021 was 7.96 million baht, increased from the 2nd quarter of 2020 by 2.00 million baht, or 34%. This was due to an increase in the Company's borrowings, and the company's recording of the interest expense on the lease liability in accordance with the standard of financial report no. 16 .
5. The company had net loss of 61.93 million baht, increased from the 2nd quarter of 2020 by 28.35 million baht, 84%. Due to the ongoing and long-standing Covid-19 virus situation, In addition, the economy in 2021 slowed down, causing consumers to reduce their spending.

The operating performance result for the six-month period compare with the same period of year 2020

1. The 2nd quarter of 2021, the company's total revenue was 236.87 million baht, decreased by 84.76 million baht 26% from the 2nd quarter of 2020, due to the ongoing and long-term Covid-19 virus situation. In addition, the economy in 2021 slowed down, causing consumers to reduce their spending.
2. The company's cost of goods sold in the 2nd quarter of 2021, was 119.09 million baht, decreased by 14.53 million baht, 11% from the 2nd quarter of 2020, when comparing the cost-to-sales ratio, the ratio of 2nd quarter 2021 increase 9% from 2nd quarter of 2020. This is a result of increased discounts to promotion of sales and the impact of the market price of raw materials has increased. This led to higher average food costs per capita.
3. The company's selling and administrative expenses in the 2nd quarter of 2021 were 205.57 million baht, decreased from the 2nd quarter of 2020 by 57.16 million baht, 22% ,due to the decrease in revenue.
4. The company's financial cost in the 2nd quarter of 2021 was 15.88 million baht, decreased from the 2nd quarter of 2020 by 0.31 million baht, or 2%.
5. The company had net loss of 108.51 million baht, increased from the 2nd quarter of 2020 by 11.59 million baht, or 12%. Due to the ongoing and long-term Covid-19 virus situation. In addition, the economy in 2021 slowed down, causing consumers to reduce their spending.

Please be informed accordingly.

Sincerely yours,



(Mr. Athawut Taechaubol)

Chief Executive Officer