



บริษัท เอส แอนด์ เจ อินเตอร์เนชั่นแนล เอนเตอร์ไพรส์ จำกัด (มหาชน)  
S & J INTERNATIONAL ENTERPRISES PUBLIC COMPANY LIMITED

At S&J 17/2021

November 11, 2021

Re: Management Discussion and Analysis for the 3<sup>rd</sup> Quarter of 2021

To: President

The Stock Exchange of Thailand

Please be informed the operating result of the company and subsidiaries as shown in the income statement ended September 30, 2021 compared with the same period of prior year as follows:

For the three-month period presented profit attributable to equity holder of the Company amounting to 89 Million Baht, increase of 39 Million Baht or 79% due to:

1. Increase in revenue from sales of 68 Million Baht due to increase in both local and export sales resulting increase in gross profit of 38 Million Bath.
2. Increase in selling and administration expenses 4 Million Baht mainly due to increase in employee expenses compare to the previous year.
3. Increase in share of profit from investments in associates of 6 Million Baht due to increase in financial operation of the associates.

For the nine-month period presented profit attributable to equity holder of the Company amounting to 276 Million Baht, increase of 54 Million Baht or 24% due to:

1. Increase in revenue from sales of 318 Million Baht due to increase in both local and export sales resulting increase in gross profit of 87 Million Baht.
2. Increase in exchange gains of 11 Million Baht and other income of 11 Million Baht.
3. Increase in selling and administration expenses 50 Million Baht mainly due to increase in selling expenses related to increase in revenue from sales, together with increase in employee expenses compare to the previous year.
4. Decrease in share of profit from investments in associates of 6 Million Baht due to decrease in financial operation of the associates.

Please kindly be informed and post as appropriate.

Sincerely yours,

Thirasak Vikitset

(Mr.Thirasak Vikitset)

Managing Director

