



CS/22-170

November 14, 2022

Subject : Management Discussion and Analysis of the operating performance for the 3rd quarter of 2022

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 consolidated operating performance results for the 3rd quarter of 2022 as follows;

In 2021, the Company invested in the hotel business by purchasing ordinary shares of two subsidiaries, accounting for 100 percent of its registered capital. The consolidated financial statements, for the first time of in accordance with the basis At present, the two subsidiaries have not started their operations. As a result, the consolidated financial statements have information in terms of operating results that are not significantly different from the separate financial statements.

Therefore, the Company compares the operating results of the separate financial statements (Q3 of 2022) with the separate financial statements (Q3 of 2021).

Statement of comprehensive income for the three-month period

1. For the 3rd quarter of 2022, the Company’s total revenue was Baht 156.72 million, increased by Baht 95.84 million or 157.48% from the 3rd quarter of 2021, revenue from sales was 135.89 million baht, increase by Baht 77.92 million or 134.41% from the 3rd quarter of 2021 and other income Baht 20.81 million, increased by Baht 17.92 million or 620.07% from the 3rd quarter of 2021, revenue increased from Since the COVID-19 situation was better, department stores and restaurants returned to normal, resulting in sales increased from the 3rd quarter of 2021, and the approval of the reduction of tax penalties.
2. The Company’s cost of goods sold in the 3rd quarter of 2022 was Baht 65.40 million, increased by Baht 31.45 million, or 92.64% from the 3rd quarter of 2021, the same direction with revenue increasing.
3. The Company’s selling and administrative expenses in the 3rd quarter of 2022 were Baht 115.94 million, selling and distribution expenses was by Baht 79.75 million, increased of 41.62 million baht or 109.15% from Q3/21, Due to the situation of COVID in 2021, branches are closed according to government orders. As a result, branches that are closed have no sales costs, such as branch employees' salaries and rent, administrative expenses were Baht 36.19 million, increase of 0.10 million baht or 0.28% from Q3/21.
4. The Company’s financial cost in the 3rd quarter of 2022 was Baht 7.06 million, decreased from the 3rd quarter of 2021 by Baht 0.65 million, or 8.43%.

5. The Company had a net loss of 31.36 million baht, an decrease of 23.16 million baht or 42.48% compared to the same quarter in 2021, and the company had a net loss in the consolidated financial statements of 34.39 million baht.

Statement of comprehensive income for the nine-month period

1. For the 3rd quarter of 2022, the Company's total revenue was Baht 430.99 million, increased by Baht 133.27 million or 310.39% from the 3rd quarter of 2021, revenue from sales was 403.28 million baht, increase by Baht 113.02 million or 38.94% from the 3rd quarter of 2021 and other income Baht 27.71 million, increased by Baht 20.25 million or 271.45% from the 3rd quarter of 2021, The reason why increase of revenue in Q3/21 is the current COVID-19 situation with dramatically improve from last year at the same period. Department stores and restaurants can open to normal. It's effect to sales of suki-shabu customers. Resulting in higher sales in the third quarter of 2022, despite the decline in branches. As for the sales of customers, the grill shop is becoming popular. The company opening more branches and renovating the shop to be modern in Korean style. Chinese customers come back to eat at the shop, Therefore, the sales increased when compared to the third quarter of the year.
2. The Company's cost of goods sold in the 3rd quarter of 2022 was Baht 202.23 million, increased by Baht 49.20 million, or 32.15% from the 3rd quarter of 2021, the same direction with revenue increasing. And when compared as a ratio to sales, it can be seen that the average cost of sales for the third quarter of 2022 decrease from the 3rd quarter of the year.
3. The Company's selling and administrative expenses in the 3rd quarter of 2022 were Baht 347.48 million, selling and distribution expenses was by Baht 235.86 million, increase of 59.23 million baht or 33.53% from Q3/21, Due to the situation of COVID in 2021, branches are closed according to government orders. As a result, branches that are closed have no sales costs, such as branch employees' salaries and rent, administrative expenses were Baht 111.62 million, increase of 2.21 million baht or 2.02% from Q3/21, due to the company's financial advisory fees from the issuance and offering of convertible debentures.
4. The Company's financial cost in the 3rd quarter of 2022 was Baht 20.91 million, decreased from the 3rd quarter of 2021 by Baht 2.69 million, or 11.40%.
5. The Company had a net loss of 140.64 million baht, an decrease of 22.39 million baht or 13.73% compared to the same quarter in 2021 and the company had a net loss in the consolidated financial statements of 149.82 million baht.

Please be informed accordingly.

Sincerely yours,



(Mr. Athawut Taechaubol)

Chief Executive Officer