

CS/23-032

February 28, 2023

Subject : Management Discussion and Analysis of the operating performance for the year of 31 December 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 year of 31 December 2022 as follows;

**The operating performance result for year 2022 compare with year 2021**

1. For the year of 2022, the Company's total revenue was Baht 543.56 million, increased by Baht 13.62 million or 3.00% from the year of 2021, revenue from sales was 512.05 million baht, increase by Baht 80.74 million or 18.72% from the year of 2021 and other income Baht 31.52 million, increased by Baht 19.24 million or 156.64% from the year of 2021, The reason why increase of revenue in year 2021 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 year of 2022, even though the number of stores decreased.
2. The Company's cost of goods sold in the year of 2022 was Baht 258.57 million, increased by Baht 33.90 million, or 15.09% from the year 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 year of 2022 decrease from the year 2021.
3. The Company's selling and administrative expenses in the year of 2022 were Baht 475.42 million, selling and distribution expenses was by Baht 317.31 million, increase of 72.76 million baht or 29.75% from the year 2021, Due to the situation of COVID-19 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 158.11 million, decrease of 121.23 million baht or 43.40% from the year 2021, due to reversal impairment loss ROU in the amount of 28.98 million baht from the closing of branches and in 2021, the subsidiaries recognized loss of Baht 82 million from ownership of land and hotel buildings of subsidiaries belonging to bank loan creditors.
4. The Company's financial cost in the year of 2022 was Baht 36.94 million, decreased from the year of 2021 by Baht 0.28 million, or 0.74%.
5. The Company had a loss for the period of 227.54 million baht, an decrease of 43.40 million baht or 16.02% compared to the same year 2021 and the company had a total comprehensive loss for the period of 222.69 million baht, an increase of 7.90 million baht or 3.63%





Please be informed accordingly.

Sincerely yours,

A handwritten signature in blue ink, appearing to be 'A. Taechaubol', written in a cursive style.

( Mr. Aitawut Taechaubol )

Joint Chief Executive Officer

