



NO. CS/23-068

15 May 2023

Subject : Management Discussion and Analysis of the operating performance for the three-month periods ending 31 March 2023

Attention : President of the Stock Exchange of Thailand

JCK Hospitality Company Limited (“the Company”) would like to report the consolidated operating performance result for the three-month periods ending 31 March 2023 as follows:

The consolidated operating performance result for Q1/2023 compare with Q1/2022

1. For the first quarter of 2023, the Company’s total revenues was Baht 81.01 million decrease by Baht 44.95 million or 35.69% compared to the same period of previous year , revenue from sales was 76.31 million baht, decrease by Baht 46.35 million or 37.78% from the first quarter of 2022 and other income Bath 4.70 million , increased by Bath 1.39 million or 42.22% from the first quarter of 2022, The reason why decrease of revenue in this year is The Company’s closed down branches.
2. The Company’s cost of goods sold in the first quarter of 2023 was Bath 47.52 million, decreased by Baht 17.18 million, or 26.55% from the first quarter of 2022 , the same direction with revenue decreasing and compared to the sales ratio it can be seen that the first quarter of 2023 has a higher ratio due to the closing of branches.
3. The Company’s selling and administrative expenses in the year of 2022 were Baht 97.60 million, selling and distribution expenses was by Baht 47.96 million decreased Baht 22.72 million or 32.14% due to the closing of branches. For the administrative expenses 2022 were Baht 47.64 million, increased by Baht 0.61, or 1.30% from the first quarter of 2022 due to the company recognize Impairment of subsidiaries were Baht 3.4 million.
4. The Company’s financial cost in the first quarter of 2023 was 9.58 million baht , increased by Baht 0.94 million, or 10.85% from the first quarter of 2022 or 10.85%



5. The Company's had a loss for the first quarter Baht 73.28 million, an increase of 9.82 million baht or 15.47% compared to the same period of 2022 The company's income was decreased.

Sincerely yours,

A handwritten signature in blue ink, appearing to read 'Athawut'.

(Mr.Athawut Taechaubol)

Chief Executive Officer

