

NO. CS/23 - 079

15 August 2023

Subject : Management Discussion and Analysis of the operating performance for the three-month and six-month periods ended 30 June 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 and six-month periods ended 30 June 2023 as follows:

The consolidated operating performance result for Q2/2023 compare with Q2/2022

1. For the second quarter of 2023, the Company’s total revenues was Baht 79.28 million, decreased by Baht 78.36 million or 49.71% compared to the same period of previous year, revenue from sales was 74.07 million baht, decrease by Baht 73.14 million or 49.68% from the second quarter of 2022 and other income Baht 5.22 million, decreased by Baht 5.22 million or 50.00% from the second 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 second quarter of 2023 was Baht 37.22 million, decreased by Baht 34.92 million, or 48.41% from the second quarter of 2022, the same direction with revenue decreasing and compared to the sales ratio it can be seen that the second quarter of 2023 has a higher ratio due to the closing of branches.
3. The Company’s selling and administrative expenses in the second quarter of 2023 were Baht 77.08 million, selling and distribution expenses was by Baht 49.57 million decreased Baht 35.86 million or 41.98% due to the decrease in branches.
4. The Company’s financial cost in the second quarter of 2023 was 9.51 million baht, increased by Baht 0.81 million or 9.32% from the second quarter of 2022.
5. The Company’s had a loss for the second quarter Baht 43.97 million, an decrease of 8.00 million baht or 15.39% compared to the same period of previous year.

The consolidated operating performance result for the six-month period compare with the same period year of 2022

1. For the six-month period of 2023, the Company's total revenues was Baht 160.29 million, decreased by Baht 123.31 million or 43.48% compared to the same period of previous year, revenue from sales was 150.38 million baht, decrease by Baht 119.48 million or 44.28% and other income Baht 9.91 million, decreased by Baht 3.82 million or 27.82%, 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 six-month period of 2023 was Baht 84.73 million, decreased by Baht 52.10 million, or 38.08% compared to the same period of previous year, the same direction with revenue decreasing and compared to the sales ratio it can be seen that the second quarter of 2023 has a higher ratio due to the closing of branches.
3. The Company's selling and administrative expenses in the six-month period of 2023 were Baht 174.68 million, selling and distribution expenses was by Baht 99.53 million, decreased Baht 56.58 million or 36.24%. For the administrative expenses were Bath 75.15 million, decreased by Baht 12.25 million, or 14.02% due to decrease of revenue due to the decrease in branches
4. The Company's financial cost in the six-month period of 2023 was Baht 19.09 million, increased by Baht 1.75 million or 10.11%
5. The Company's had a loss for the six-month period of 2023 Baht 117.26 million, increased by Baht 1.83 million or 1.58% compared to the same period of 2022 The company's income was decreased.

Sincerely yours,



(Mr.Athawut Taechaubol)

Chief Executive Officer