



At S&J 15/2023

November 9, 2023

Re: Management Discussion and Analysis for the 3rd Quarter of 2023

To: President

The Stock Exchange of Thailand

Please be informed the operating result of the company and its subsidiaries as shown in the consolidated income statement ended September 30, 2023 compared to the same period of prior year as follows:

For the three-month period, the Company and its subsidiaries had profit for the period of 181.2 Million Baht, divided into profit attributable to equity holders of the Company of 174.4 Million Baht, increasing of 47.5 Million Baht or 37.4% compared to the same period of prior year and to non-controlling interests of 6.8 million baht as followings:

1. Revenues from sales of 1,712.8 Million Baht, increased of 120.2 Million Baht due to increase in local and export sales resulting increase in gross profit of 12.5 Million Bath.
2. Selling and administration expenses of 330.6 Million Baht, decreasing of 17.7 Million Baht mainly due to decrease in exportation expenses.
3. Increase in share of profit from investments in associates of 22.1 Million Baht due to increase in financial operation of the associates.

For the nine-month period, the Company and its subsidiaries had profit for the period of 638.2 Million Baht, divided into profit attributable to equity holders of the Company of 589.9 Million Baht, increasing of 204 Million Baht or 52.9% compared to the same period of prior year and to non-controlling interests of 48.3 million baht. as followings:

1. Revenues from sales of 5,371.8 Million Baht, increasing of 1,010.2 Million Baht due to increase in local sales, resulting increase in gross profit of 316.1 Million Bath.
2. Selling and administration expenses amounted of 1,058.2 Million Baht, increasing of 71.4 Million Baht mainly due to increase in employee expenses. Meanwhile decrease in exportation expenses.
3. Increase in share of profit from investments in associates of 12.4 Million Baht due to increase in financial operation of the associates.



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S & J INTERNATIONAL ENTERPRISES PUBLIC COMPANY LIMITED

Please kindly be informed and post as appropriate.

Sincerely yours,
Thirasak Vikitset
(Mr.Thirasak Vikitset)
Managing Director

