



NO. FA/66-544

9 August 2023

Subject : Management Discussion and Analysis of the operating performance for the three-month and nine-month periods ended 30 September 2023

Attention : President of the Stock Exchange of Thailand

JCK International Public Company Limited (“the Company”) would like to report the consolidated operating performance result for the three-month and nine-month periods ended 30 September 2023 as follows:

**The consolidated operating performance result for Q3/2023 compare with Q3/2022**

1. The Company’s total revenues were 1,457.65 m.THb, an increase of 1,340.94 m.THb from the third quarter of 2022, or equal to 1,1149.01% YoY, due to the increase in revenues from land selling.
2. The Company’s cost of sales and cost of rental and services were 691.73 m.THb which increased from the third quarter of 2022 for 616.32 m.THb or equal to 817.40% YoY, which increase from land selling revenue.
3. The Company’s selling and administrative expenses were 163.25 m.THb, increased from the third quarter of 2022 for 106.80 m.THb or equal to 189.20% YoY, due to the increase in expenses related to land selling and financial advisory fee.
4. The Company’s share of gain from investments in joint venture were 2.86 m.THb , increased from the third quarter of 2022 for 13.43 m.THb or equal to 127.06% YOY, which compared to the third quarter of 2022 that were loss 10.57 m.THb.
5. The Company’s financial cost were 115.35 m.THb , increased from the third quarter of 2022 for 15.22 m.THb, or 15.20% YoY, due to financial cost by bank loan has increased.
6. The Company reported net profit of 432.54 m.THb which was upper than the same period of 2022 that has been lost for 126.24 m.THb, gain increased by 558.78 m.THb or 442.63% YoY, due to land selling revenue has increased.

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

1. The Company’s total revenues were 2,732.41 m.THb, an increase of 2,155.72 m.THb from the same period year of 2022, or equal to 373.81% YoY, due to the increase in revenues from land selling.
2. The Company’s cost of sales and cost of rental and services were 1,325.96 m.THb which increased from the same period year of 2022 for 1,019.83 m.THb or equal to 333.14% YoY, which increase from land selling revenue.

3. The Company's selling and administrative expenses were 364.85 m.THb, increased from the same period year of 2022 for 188.90 m.THb or equal to 107.36% YoY, due to the increase in expenses related to land selling and financial advisory fee.
4. The Company's share of loss from investments in joint venture were 23.65 m.THb an decrease of 85.16 m.THb from the same period year of 2022 or equal to 138.45% YoY, that has been gained for 61.51 m.THb because the Company's joint venture recognized revenues from the condominium transferred decrease.
5. The Company reported net profit of 624.43 m.THb which was upper than the same period of 2022 that has been lost for 158.30 m.THb, gain increased by 782.73 m.THb or 494.47% YoY, due to land selling revenue increase.

Sincerely yours,



(Mr.Anukul Ubonnuch)

Managing Director

