



NO. CS./23-098

14 November 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 Hospitality 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. For the third quarter of 2023, the Company's total revenues was Baht 163.24 million ,increased by Baht 5.93 million or 3.77% compared to the same period of previous year , revenue from sales was 59.43 million baht, decrease by Baht 76.46 million or 56.27% from the third quarter of 2022, other income Baht 2.65 million , decreased by Baht 18.77 million or 87.63% from the third quarter of 2022, The reason why decrease of revenue in this year is The Company's closed down branches and share of profit from disposal of investment in subsidiary 101.16 million The reason disposal of investment in a subsidiary.
2. The Company's cost of goods sold in the third quarter of 2023 was Baht 32.40 million, decreased by Baht 33.00 million, or 50.46% from the third quarter of 2022, the same direction with revenue decreasing and compared to the sales ratio it can be seen that the third quarter of 2023 has a higher ratio due to the closing of branches.
3. The Company's selling and administrative expenses in the third quarter of 2023 were Baht 71.12 million, selling and distribution expenses was by Baht 43.12 million decreased Baht 20.20 million or 31.90% due to the decrease in branches and administrative expenses Baht 28.00 million, decrease by Baht 26.50 million or 48.62% from the third quarter of 2022.
4. The Company's financial cost in the third quarter of 2023 was 8.37 million baht, decreased by Baht 0.46 million or 5.22% from the third quarter of 2022.
5. The Company's had an earning for the third quarter Baht 51.09 million, an increase of 85.49 million baht or 248.55% compared to the same period of previous year the reason disposal of investment in a subsidiary.

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

1. For the nine-month period of 2023, the Company's total revenues was Baht 323.53 million, decreased by Baht 117.38 million or 26.62% compared to the same period of previous year, revenue from sales was 209.81 million baht, decrease by Baht 193.47 million or 47.97%, other income Baht 12.56 million, decreased by Baht 25.06 million or 66.62%, The reason why decrease of revenue in this year is The Company's closed down branches and share of profit from disposal of investment in subsidiary 101.16 million the reason disposal of investment in a subsidiary.
2. The Company's cost of goods sold in the nine-month period of 2023 was Baht 117.13 million, decreased by Baht 85.10 million, or 42.08% 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 third quarter of 2023 has a higher ratio due to the closing of branches.
3. The Company's selling and administrative expenses in the nine-month period of 2023 were Baht 245.80 million, selling and distribution expenses was by Baht 142.65 million, decreased Baht 76.77 million or 34.99%. For the administrative expenses were Bath 103.15 million, decreased by Baht 38.75 million, or 27.31% due to decrease of revenue due to the decrease in branches.
4. The Company's financial cost in the nine-month period of 2023 was Baht 27.46 million , increased by Baht 1.29 million or 4.94%.
5. The Company's had a loss for the nine-month period of 2023 Baht 66.16 million, decreased by Baht 83.66 million or 55.84% compared to the same period of 2022 The company's income was decreased and the reason disposal of investment in a subsidiary.

Sincerely yours,



(Mr. Athawut Taechaubol)

Chief Executive Officer