



NO. CS/24-009

29 February 2024

Subject : Management Discussion and Analysis of the operating performance for the year ended 31 December 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 year ended 31 December 2023 as follows:

The consolidated operating performance result for year 2023 compare with year 2022

1. For the year of 2023, the Company’s total revenues was Baht 397.60 million ,decrease by Baht 145.96 million or 26.85% compared to the same period of previous year , revenue from sales was 258.13 million baht, decrease by Baht 253.91 million or 49.59% from the year of 2022 The reason why decrease of revenue in this year is The Company’s closed down branches and other income Baht 139.47 million , increased by Baht 107.95 million or 342.52% from the year of 2022, The reason why increased of revenue in this year is The Company’s sale of investment in subsidiary..
2. The Company’s cost of goods sold in the year of 2023 was Baht 144.41 million, decreased by Baht 114.16 million, or 44.15% from the year of 2022 , the same direction with revenue decreasing and compared to the sales ratio it can be seen that the year of 2023 has a higher ratio due to the closing of branches.
3. The Company’s selling and administrative expenses in the year of 2023 were Baht 326.98 million, selling and distribution expenses was by Baht 193.34 million decreased Baht 123.97 million or 39.07% due to the decrease in branches and administrative expenses Baht 133.63 million, decrease by Baht 24.48 million or 15.48% from the year of 2022,
4. The Company’s financial cost in the year of 2023 was 35.97 million baht, decrease by Baht 0.97 million or 2.64% from the year of 2022.

บริษัท เจซีเค โฮสพิทอลิตี้ จำกัด (มหาชน)
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5. The Company's had a loss for the year Baht 108.86 million, an decrease of 118.68 million baht or 52.16% compared to the year of previous year the reason disposal of investment in a subsidiary.

Sincerely yours,

A handwritten signature in blue ink, appearing to be 'Athawut', written in a cursive style.

(Mr.Athawut Taechaubol)

Chief Executive Officer

บริษัท เจซีเค ฮอสพิทอลิตี้ จำกัด (มหาชน)
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