

To : Managing Director
The Stock Exchange of Thailand

Date : May 13, 2024

Re : Management Discussion and Analysis for the period ended March 31, 2024

The Board of Directors is pleased to announce the Company's results of operation for the period ended March 31, 2024 as follows: -

Net profit after corporate income tax for the period ended March 31, 2024 and 2023:

(Baht in million)	<u>2024</u>	<u>2023</u>	<u>Change</u>
The Company	198.88	188.76	5.36 %
Consolidated	223.64	116.07	92.68 %

The Company:

The Company's profit before corporate income tax for the period ended March 31, 2024 increased by Baht 12.65 million against the corresponding period of last year. The increase in the Company's profit was mainly attributed to the increase in profit before income tax of Shangri-La Hotel, Bangkok ("SLBK") by Baht 31.85 million and decrease in profit before income tax of Shangri-La Hotel, Chiang Mai ("SLCM") by Baht 19.20 million.

Revenues from hotel operations of SLBK increased by Baht 107.83 million from Baht 454.32 million to Baht 562.15 million mainly due to the increase in rooms and food & beverages revenues from higher occupancy as Thailand continue to improve on foreign arrivals. Gross Profit before expenses increased by Baht 82.86 million. Selling and administrative expenses increased by Baht 6.82 million and Baht 10.96 million, respectively. Depreciation expense increased by Baht 1.80 million against last year. Exchange loss increased by Baht 40.72 million mainly due to the increase in unrealized exchange loss from US Dollar loan. As a result, the profit before corporate income tax increased by Baht 31.85 million from Baht 191.88 million to Baht 223.73 million.

Profit before corporate income tax of SLCM decreased by Baht 19.20 million as compared to 2023, mainly attributed to decrease in food & beverages revenues by Baht 25.14 million from Baht 59.18 million to Baht 34.04 million as a result of lower occupancy. Gross Profit before expenses decreased by Baht 20.45 million. Selling expenses increased by Baht 0.87 million and administrative expenses decreased by Baht 2.17 million. Depreciation Expenses increased by Baht 0.69 million against last year. As a result, the profit before corporate income tax decreased by Baht 19.20 million from Baht 44.07 million to Baht 24.87 million.

Consequently, the total profit of SLBK and SLCM before corporate income tax increased by Baht 12.65 million from Baht 235.95 million to Baht 248.60 million. The Company recorded a net profit after tax of Baht 198.88 million for the period ended March 31, 2024 compared to Baht 188.76 million last year (increased by 5.36%).

Consolidated:

The consolidated profit before corporate income tax for the period ended March 31, 2024 increased by Baht 93.87 million against last year. The increase in consolidated profit before corporate income tax was mainly due to increase in the Company's and subsidiaries profit before corporate income tax by Baht 12.65 and Baht 81.22 million, respectively. The increase in profit of subsidiaries was largely due to higher fixed deposit interest rate and increase in exchange gain from loan to a related company. As a result, the corporate income tax expenses decreased by Baht 12.53 million as a result of reversal of deferred tax asset due to the subsidiary sold of its equity interest in Don Muang Tollway Public Company Limited last year. Overall, the consolidated net profit after tax attributable to the equity holders of the Company for the period ended March 31, 2024 increased by Baht 107.57 million against last year (increased by 92.68%).

Yours faithfully,

(Mrs. Pavinee Meensuk)
Director