



NO. CS./24-035

15 May 2024

Subject : Management Discussion and Analysis of the operating performance for the three-month ended 31 March 2024

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 ended 31 March 2024 as follows:

**The consolidated operating performance result for Q1/2024 compare with Q1/2023**

1. For the first quarter of 2024, the Company's total revenues was Baht 48.74 million ,decrease by Baht 32.27 million or 39.84% compared to the same period of previous year , revenue from sales was 39.42 million baht, decrease by Baht 41.40 million or 54.24% from the first quarter of 2023, the reason why decrease of revenue in this quarter is The Company's closed down branches and other income Baht 13.82 million , increased by Baht 9.12 million or 194.25% from the first quarter of 2023, the reason to rent a building.
2. The Company's cost of goods sold in the first quarter of 2024 was Baht 19.74 million, decreased by Baht 27.78 million, or 58.46% from the first quarter of 2023, the same direction with revenue decreasing and compared to the sales ratio it can be seen that the first quarter of 2024 has a higher ratio due to the closing of branches.
3. The Company's selling and administrative expenses in the first quarter of 2024 were Baht 56.99 million, selling and distribution expenses was by Baht 30.10 million decreased Baht 19.86 million or 39.75% due to the decrease in branches and administrative expenses Baht 26.88 million, decrease by Baht 20.76 million or 43.57% from the first quarter of 2023.
4. The Company's financial cost in the first quarter of 2024 was 10.10 million baht, increase by Baht 0.52 million or 5.46% from the first quarter of 2023.

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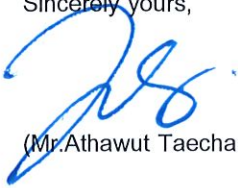
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# JCK

HOSPITALITY

5. The Company's had a loss for the first quarter Baht 32.28 million, a decrease of 35.00 million baht or 47.76% compared to the year of previous year the reason The Company's closed down branches.

Sincerely yours,



(Mr. Athawut Taechaubol)

Chief Executive Officer

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