



At S&J 12/2024

August 13, 2024

Re: Management Discussion and Analysis for the 2<sup>nd</sup> Quarter of 2024  
To: President  
The Stock Exchange of Thailand

Please be informed the operating result of the company and its subsidiaries as shown in the consolidated income statement ended June 30, 2024 compared to the same period of prior year as follows:

For the three-month period, the Company and its subsidiaries had profit for the period of 109.5 Million Baht, divided into profit attributable to equity holders of the Company of 87.4 Million Baht, decreasing of 177.2 Million Baht or 67.0% compared to the same period of prior year and to non-controlling interests of 22.1 Million Baht as follows:

1. Revenues from sales of 1,717.7 Million Baht, decreased of 348.4 Million Baht due to decrease in local sales and export sales resulting decrease in gross profit of 143.3 Million Baht.
2. Exchange gain of 2.1 Million Baht, decreased of 16.5 Million Baht.
3. Other income of 22.8 Million Baht, decreased of 8 Million Baht.
4. Selling and administration expenses of 363.1 Million Baht, decreased of 47.4 Million Baht mainly due to decrease in employee expenses.
5. Expected credit losses amounted of 116.4 Million Baht resulting from recording allowance for doubtful debts from trade receivables.
6. Income tax expenses of 18.7 Million Baht, decreased of 50.2 Million Baht.

For the six-month period, the Company and its subsidiaries had profit for the period of 246.9 Million Baht, divided into profit attributable to equity holders of the Company of 214.8 Million Baht, decreasing of 200.7 Million Baht or 48.3% compared to the same period of prior year and to non-controlling interests of 32.1 million baht. as follows:

1. Revenues from sales of 3,127.7 Million Baht, decreasing of 543.6 Million Baht due to decrease in local sales and export sales resulting decrease in gross profit of 201.4 Million Baht.
2. Selling and administration expenses amounted of 685.3 Million Baht, decreasing of 46.2 Million Baht mainly due to decrease in employee expenses.
3. Expected credit losses amounted of 120.5 Million Baht resulting from recording allowance for doubtful debts from trade receivables.





บริษัท เอส แอนด์ เจ อินเตอร์เนชั่นแนล เอนเตอร์ไพรส์ จำกัด (มหาชน)  
S & J INTERNATIONAL ENTERPRISES PUBLIC COMPANY LIMITED

4. Increase in share of profit from investments in associates of 9.8 Million Baht due to increase in financial operation of the associates.
5. Income tax expenses of 46.2 Million Baht, decreased of 59.3 Million Baht.

Please kindly be informed and post as appropriate.

Sincerely yours,

(Mr.Thirasak Vikitset)

Managing Director

