



At S&J 15/2024

November 14, 2024

Re: Management Discussion and Analysis for the 3rd 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 September 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 55.6 Million Baht, compared to the same period of prior year, which decreased by 125.6 Million Baht or 69.3%, divided into profit attributable to equity holders of the Company of 48.4 Million Baht, and to non-controlling interests of 7.2 Million baht as followings:

1. Revenues from sales of 1,589.2 Million Baht, decreased of 130.0 Million Baht mainly due to decrease in export sales resulting decrease in gross profit of 8.8 Million Bath.
2. Selling and administration expenses of 395.6 Million Baht, increasing of 63.8 Million Baht mainly due to increase in employee expenses and other expenses.
3. Increase in Exchange losses of 50.7 Million Baht mainly due to strong in Baht currency.
4. Decrease in share of profit from investments in associates of 13.3 Million Baht due to decrease in financial operation of the associates.

For the nine-month period, the Company and its subsidiaries had profit for the period of 302.5 Million Baht, compared to the same period of prior year, which decreased by 335.7 Million Baht or 52.6%, divided into profit attributable to equity holders of the Company of 263.2 Million Baht, and to non-controlling interests of 39.3 Million baht as followings:

1. Revenues from sales of 4,716.9 Million Baht, decreasing of 673.7 Million Baht due to increase in local sales and export sales, resulting decrease in gross profit of 210.2 Million Bath.
2. Selling and administration expenses amounted of 1,080.8 Million Baht, increasing of 17.7 Million Baht mainly due to increase in employee expenses and other expenses.
3. Increase in Exchange losses of 51.3 Million Baht mainly due to strong in Baht currency.
4. Expected credit losses amounted of 120.5 Million Baht resulting from recording allowance for doubtful debts from trade receivables.





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S & J INTERNATIONAL ENTERPRISES PUBLIC COMPANY LIMITED

Please kindly be informed and post as appropriate.

Sincerely yours,

(Mr.Thirasak Vikitset)

Managing Director

