



MK RESTAURANT GROUP PUBLIC COMPANY LIMITED

3Q22 Company Presentation

November 2022



Agenda

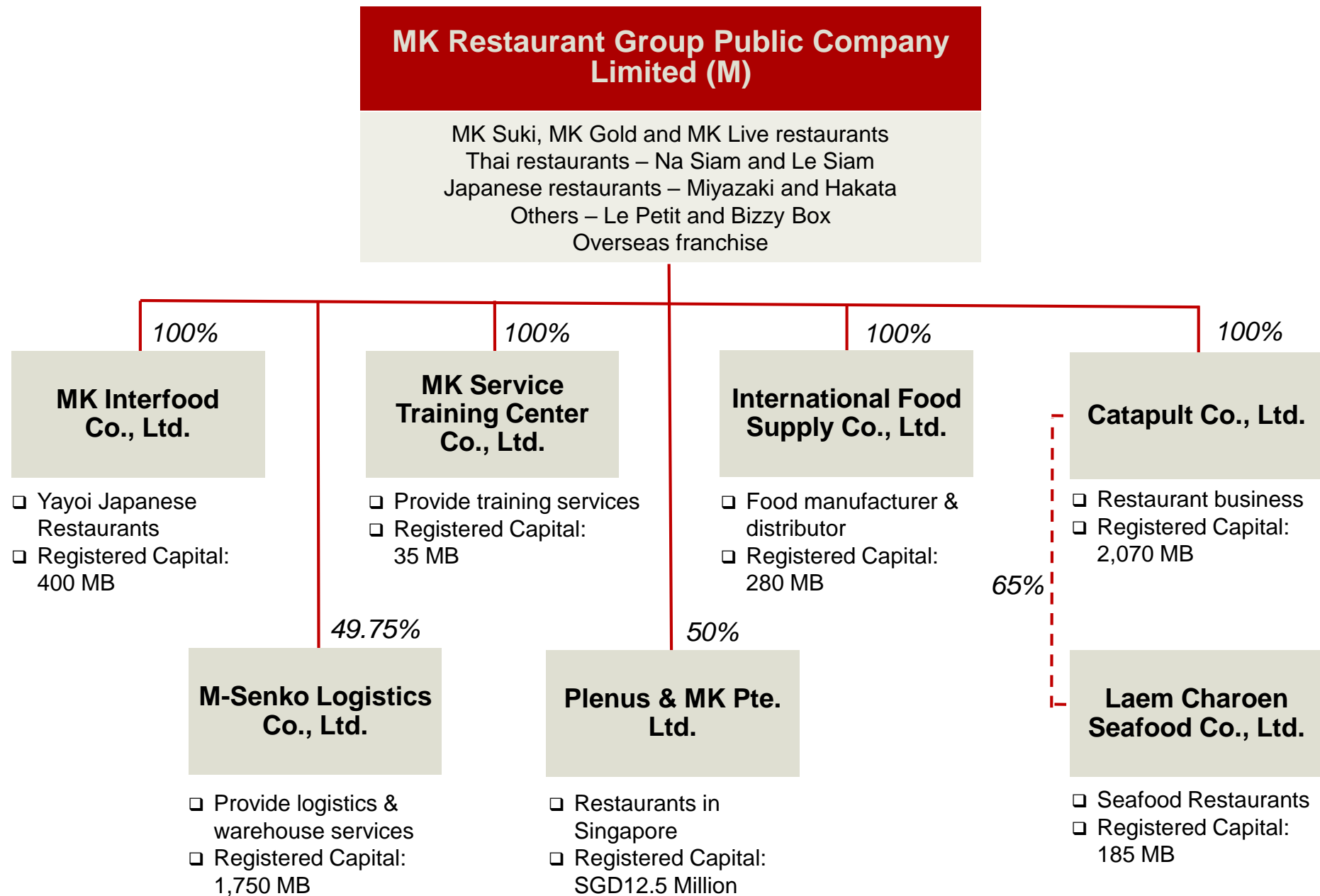


Company Overview

3Q2022 Key Financial Highlights

Business Update

Business Structure



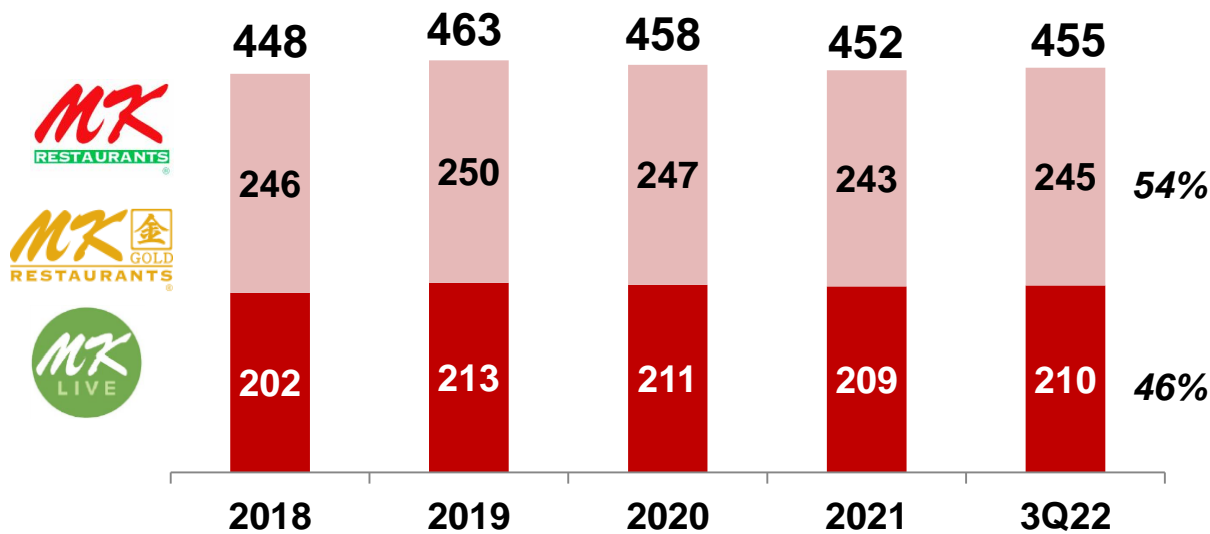
Restaurant Outlets in Thailand

Type of Business	Restaurants	Brand	No. of Outlets
Suki Restaurant	MK		446
	MK Gold		5
	MK Live		4
Japanese Restaurant	Yayoi		196
	Miyazaki		13
	Hakata		2
Thai / Seafood Restaurants	Leam Charoen Seafood		35
	Le Siam		3
	Na Siam		1
Others	Bizzy Box		2
	Le Petit		3

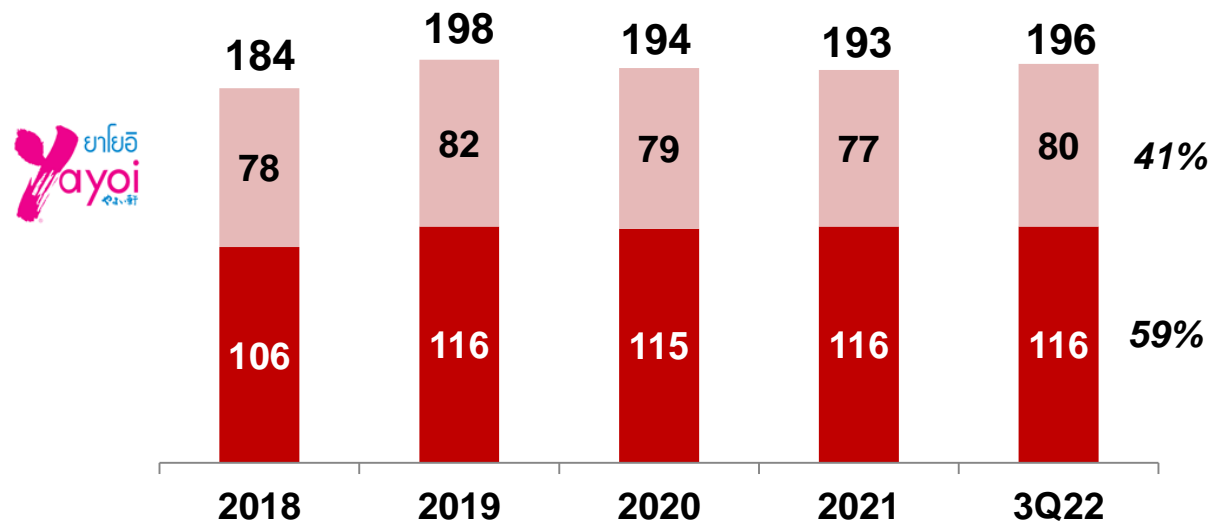
Remark: Data as of Sep 2022

Dominant Position in Chained Restaurant Industry

Leader in chained restaurant industry with nationwide branches coverage



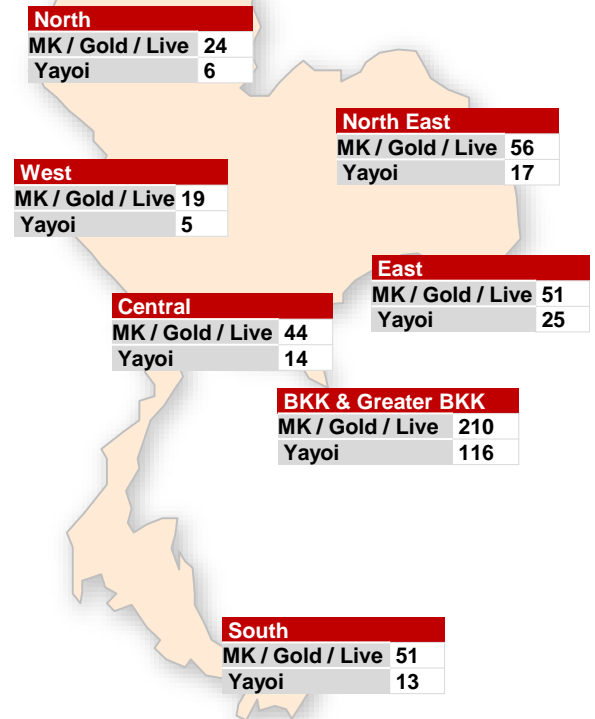
■ Bangkok & Metropolitan area ■ Provincial area



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Extensive Coverage Nationwide

Branches

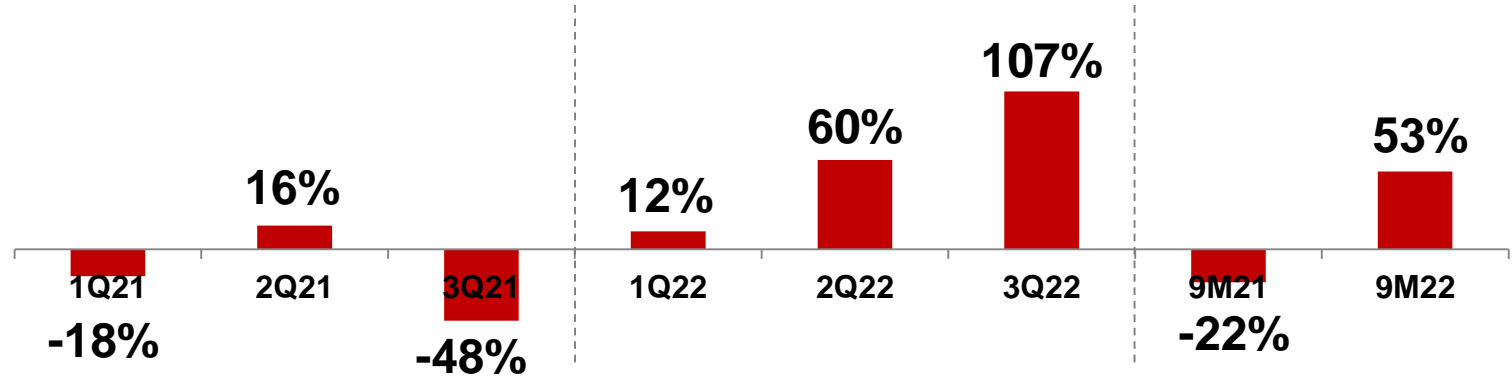


Vietnam MK 6	Japan MK 25
Lao PDR MK 3 / Miyazaki 1	Singapore Yayoi 7

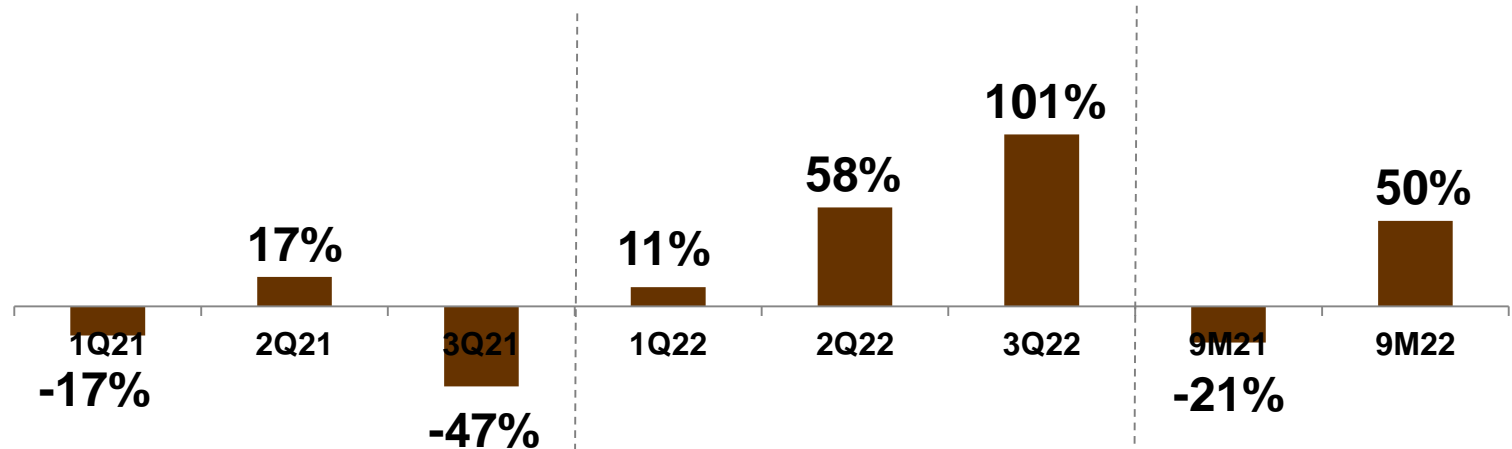
Same-Store Sales vs. Total System Sales Growth

In 3Q2022, same-store sales growth increased 101% compared to the previous year mainly due to the low base from last year as a result of the COVID lockdown.

Total System Sales Growth



Same-Store Sales Growth



Agenda



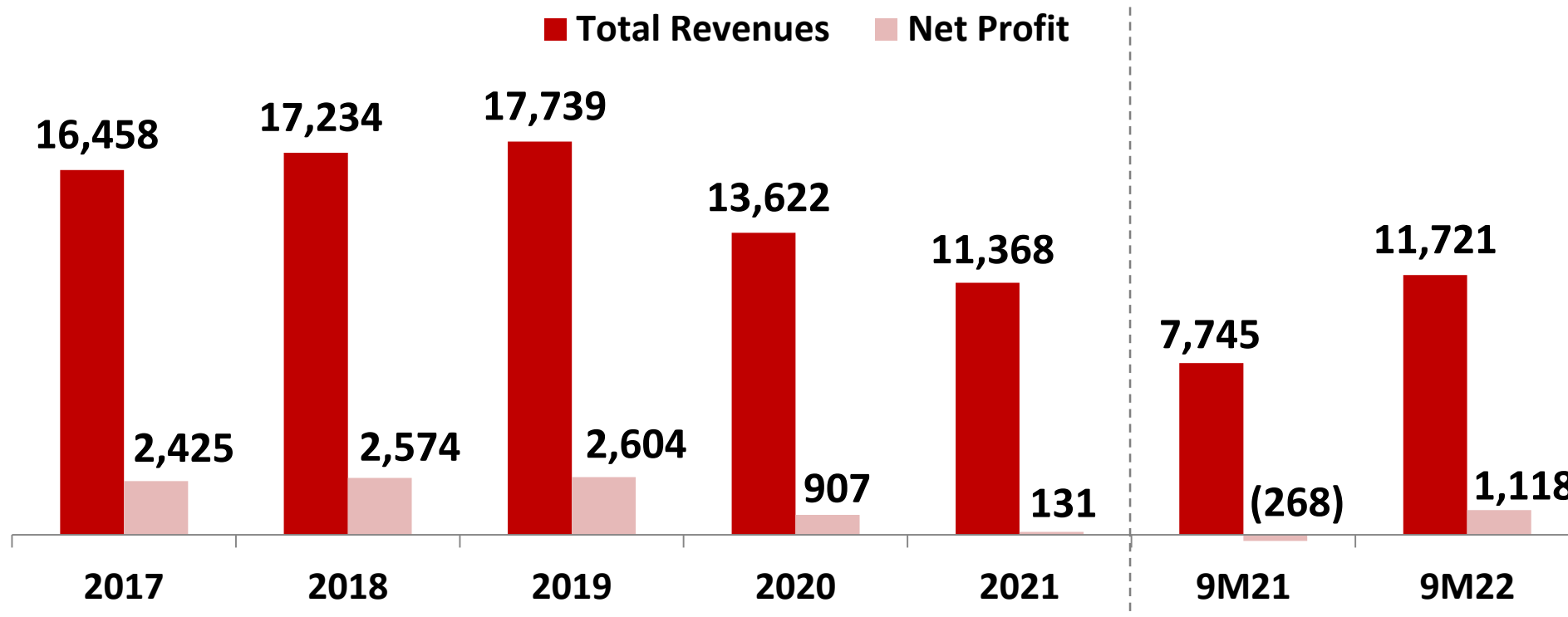
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Total Revenues and Net Profit

Million Baht



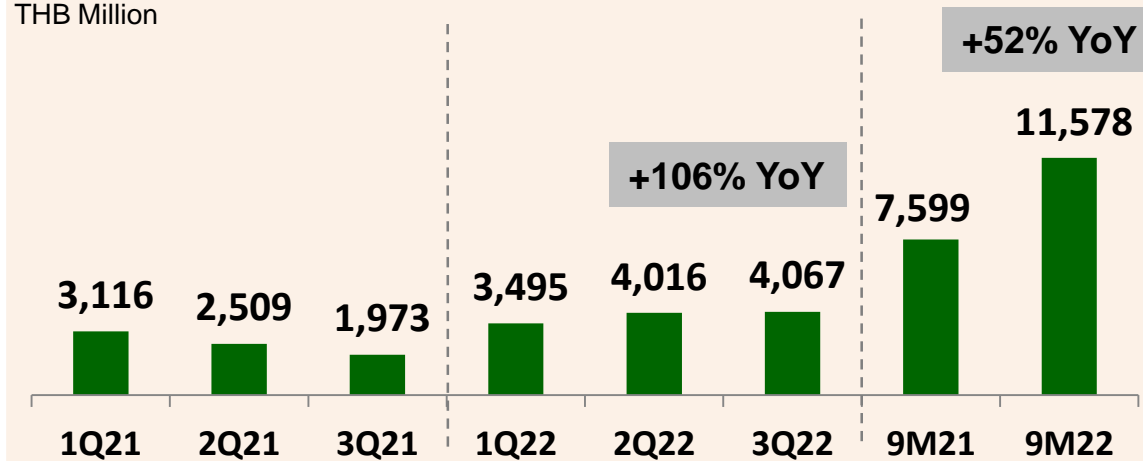
%YoY Growth	2017	2018	2019	2020	2021	9M22
Total Revenues	6%	5%	3%	-23%	-17%	51%
Net Profit	15%	6%	1%	-65%	-86%	517%

Revenues Growth

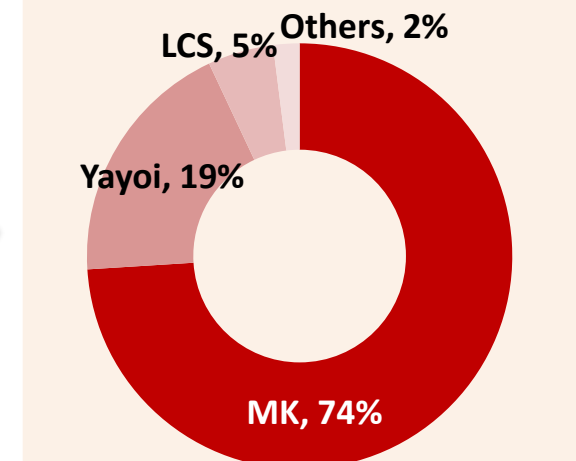
In 3Q2022, revenues from sales & services increased 106% from the previous year due primarily to the low base from last year as a result of COVID lockdown.

Revenues from Sales and Services

THB Million

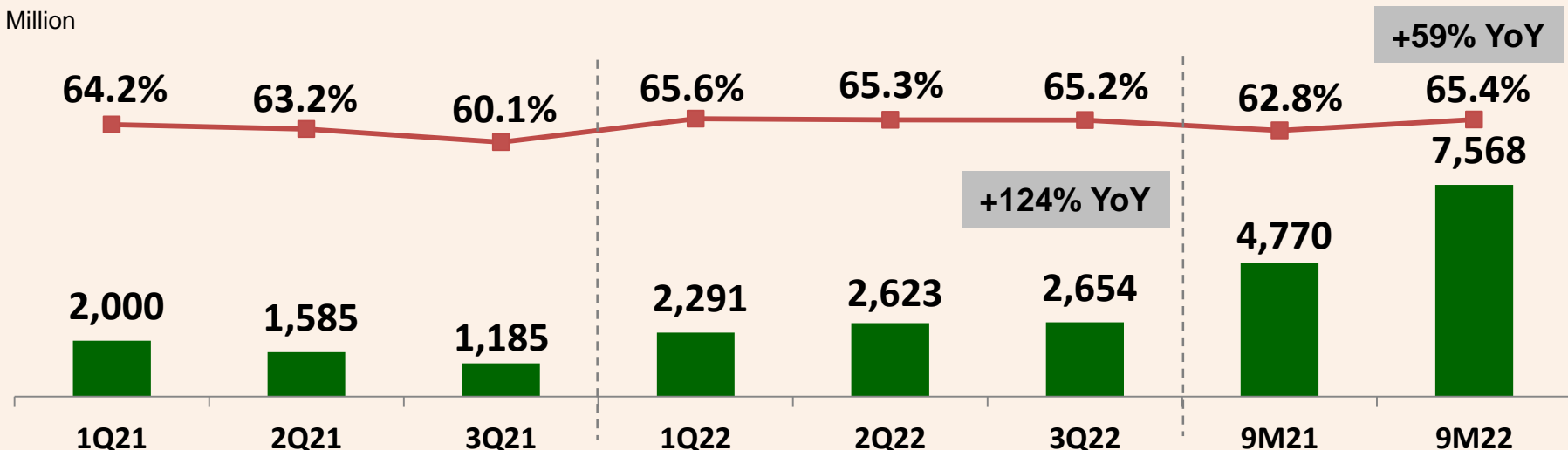


Revenue Contribution



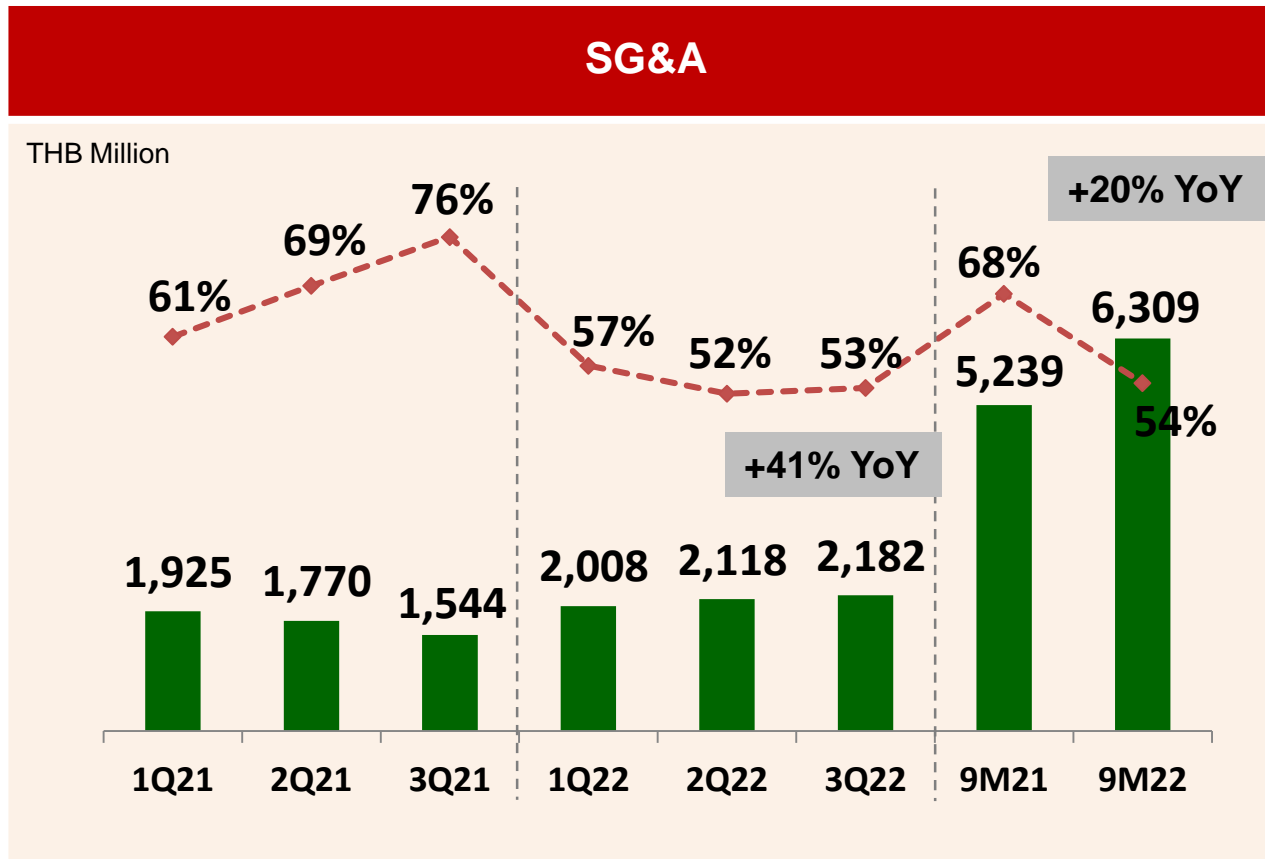
Gross Profit

THB Million

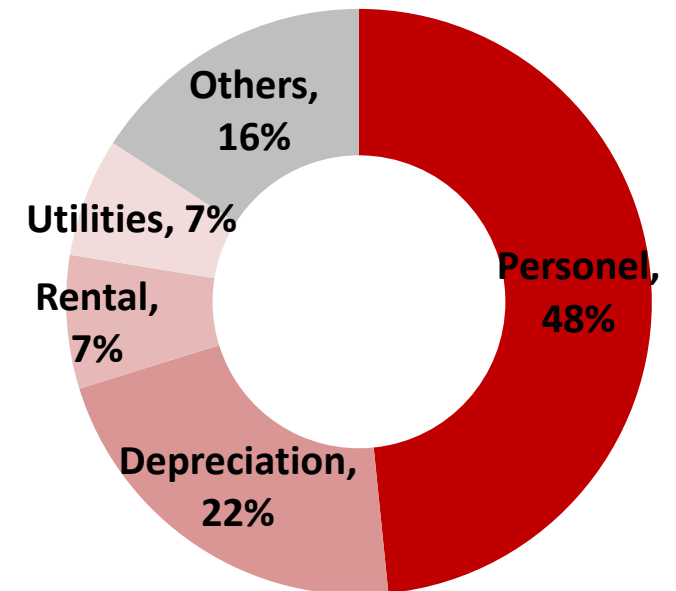


SG&A Expenses

In 3Q2022, %SG&A to total revenues decreased from 76% to 53% compared to the same period of last year primarily due to an increase of revenues while most of expenses did not increase as much as revenues.

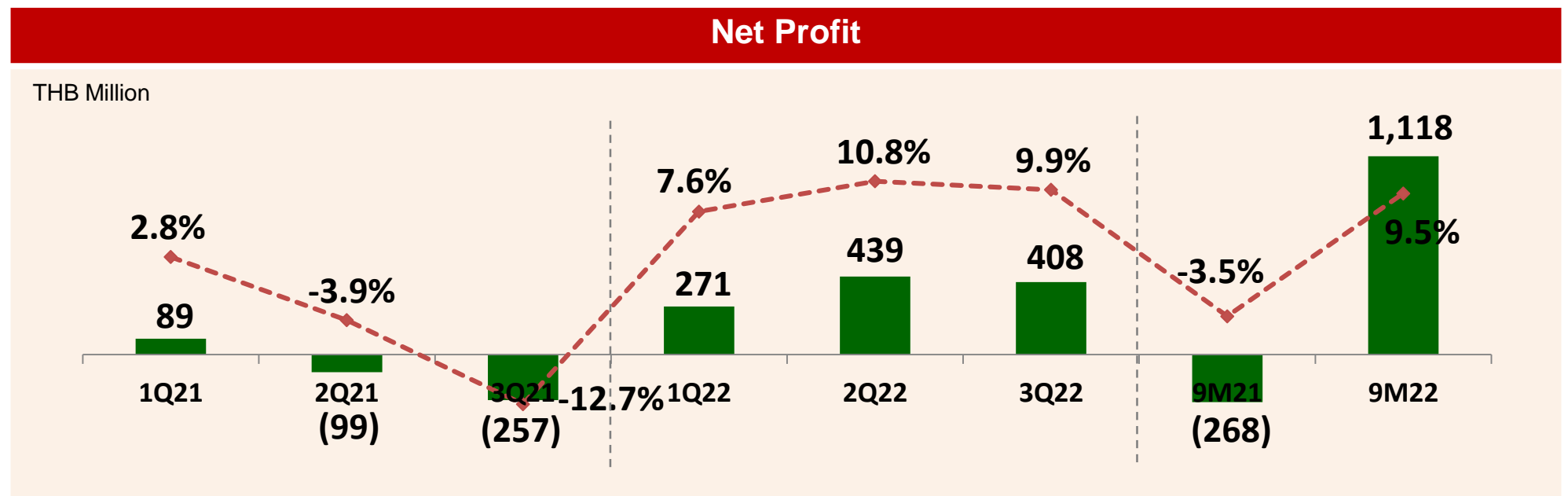
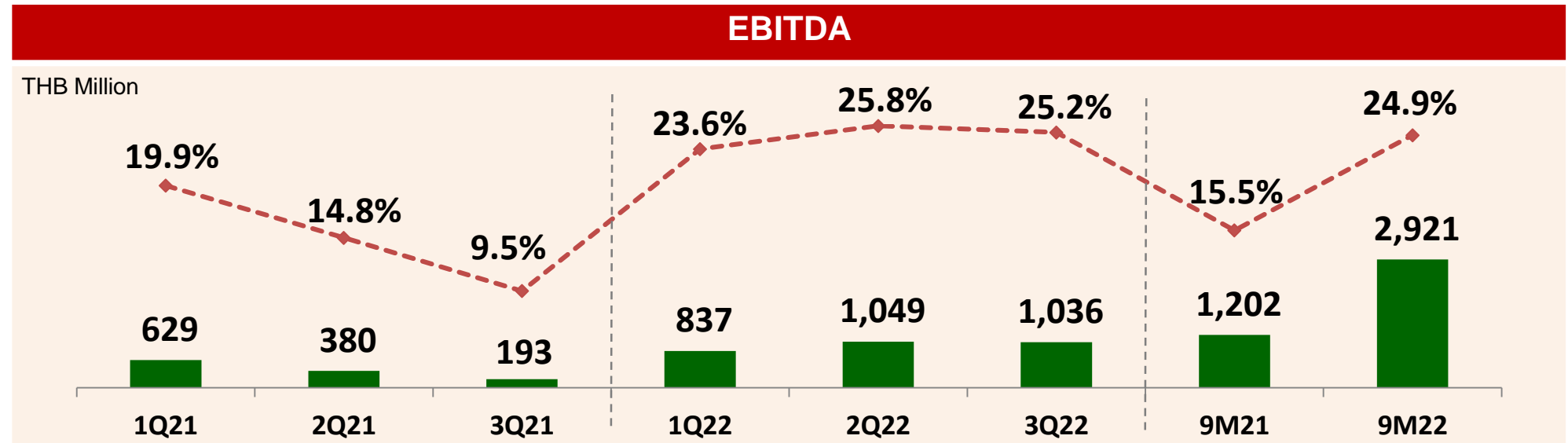


9M2022 SG&A Expenses Breakdown



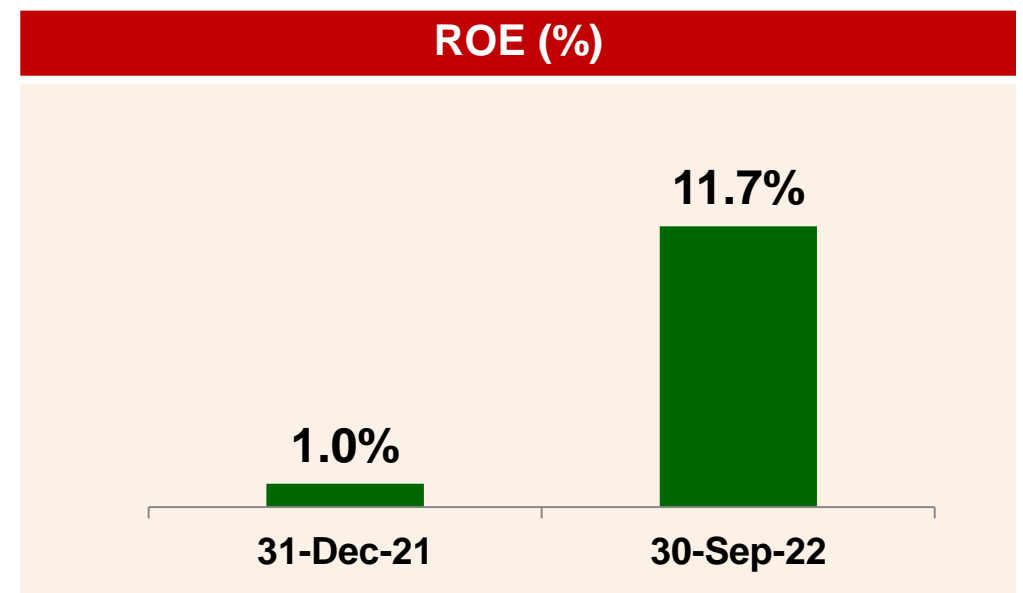
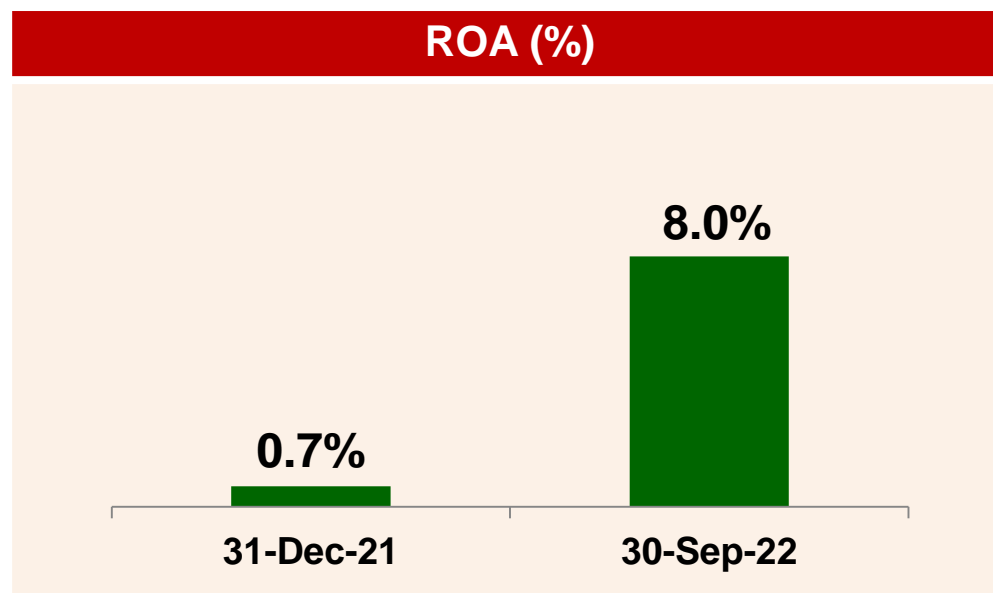
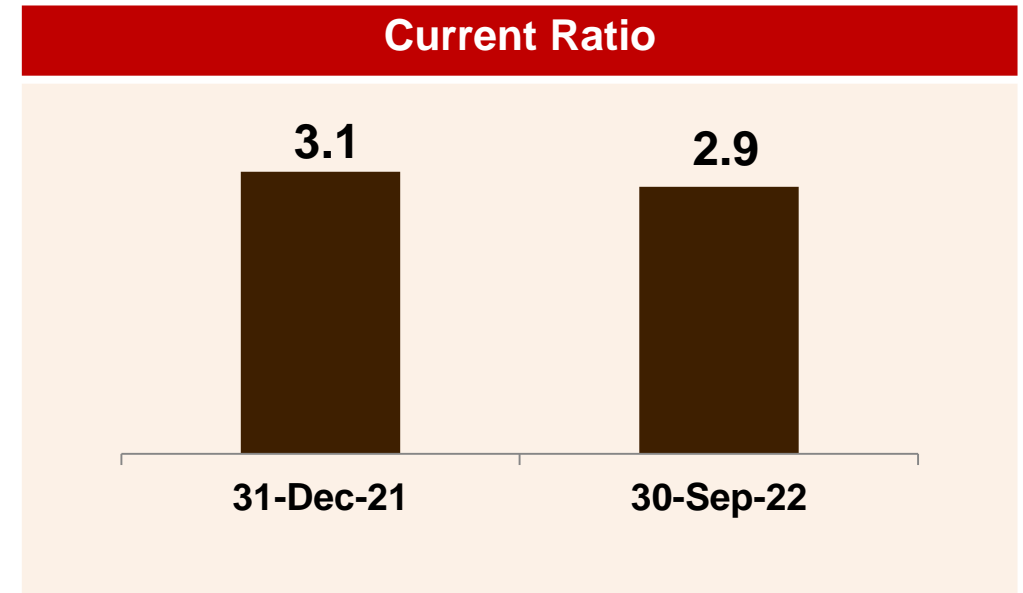
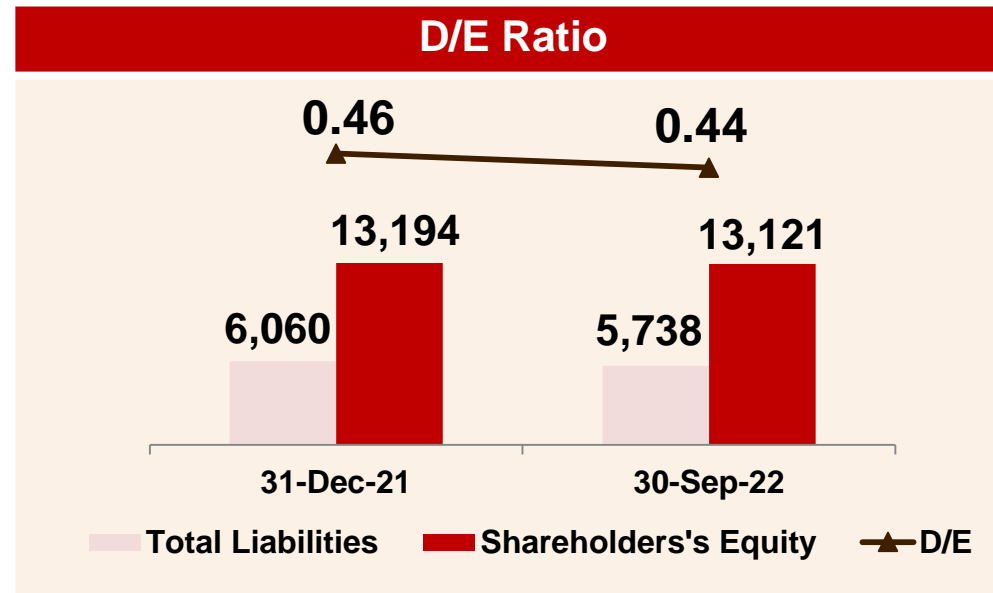
EBITDA & Net Profit

In 3Q2022, the Company recorded the net profit of 408 MB, increased 259% from the previous year mainly due to the low base from last year as a result of COVID outbreak.



Financial Ratio

Liquidity is at a comfortable level as well as strong capital base to support growth.



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Company Overview

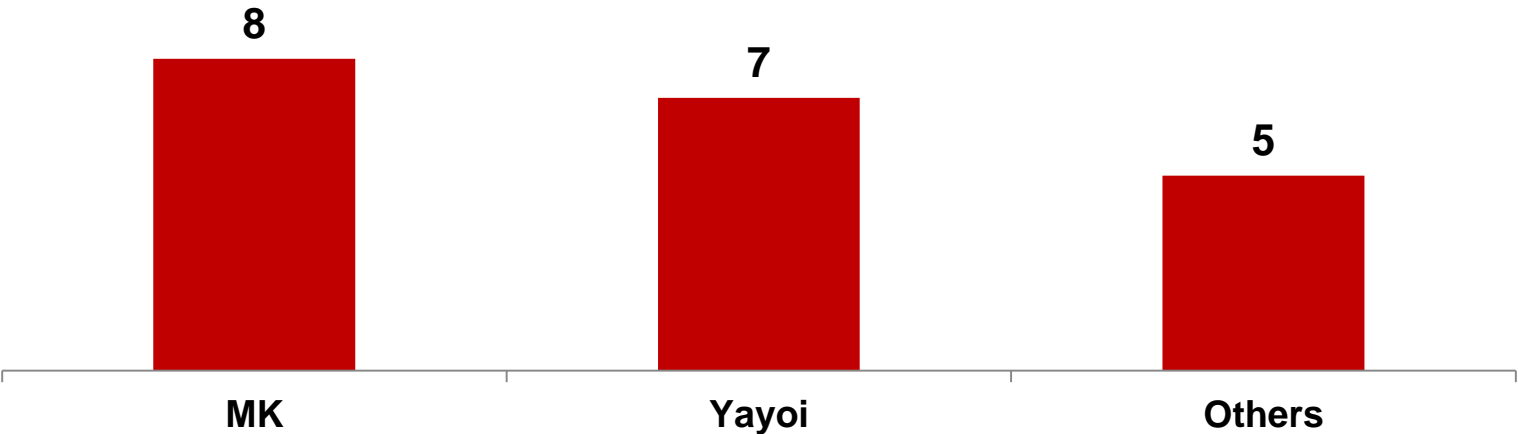
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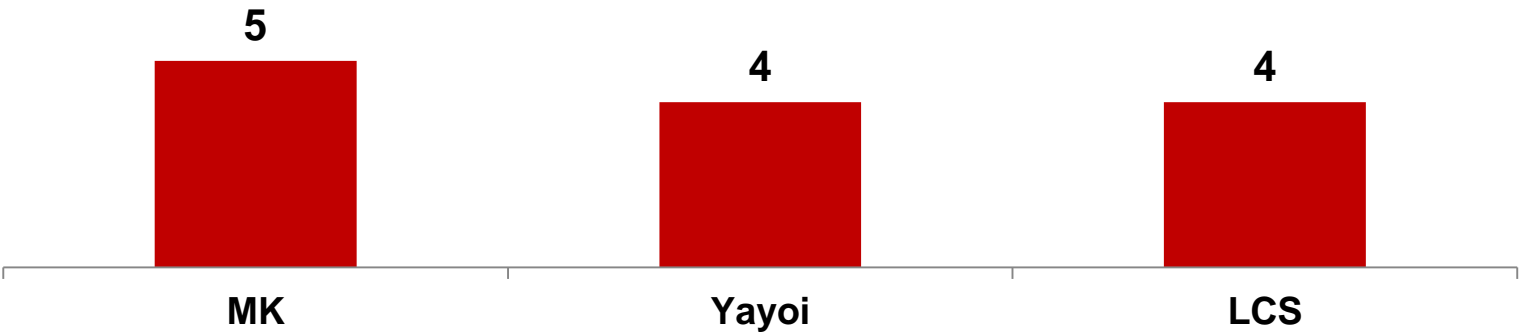
Outlet Expansion Plan

Slow down the outlet expansion due to the uncertainty from the COVID-19 outbreak situation.

Revised Plan
No. of New
outlets in Y2022



**No. of outlets
opened in
9M2022**



MK

