



MK RESTAURANT GROUP PUBLIC COMPANY LIMITED

1Q24 Company Presentation

May 2024

Agenda

Company Overview

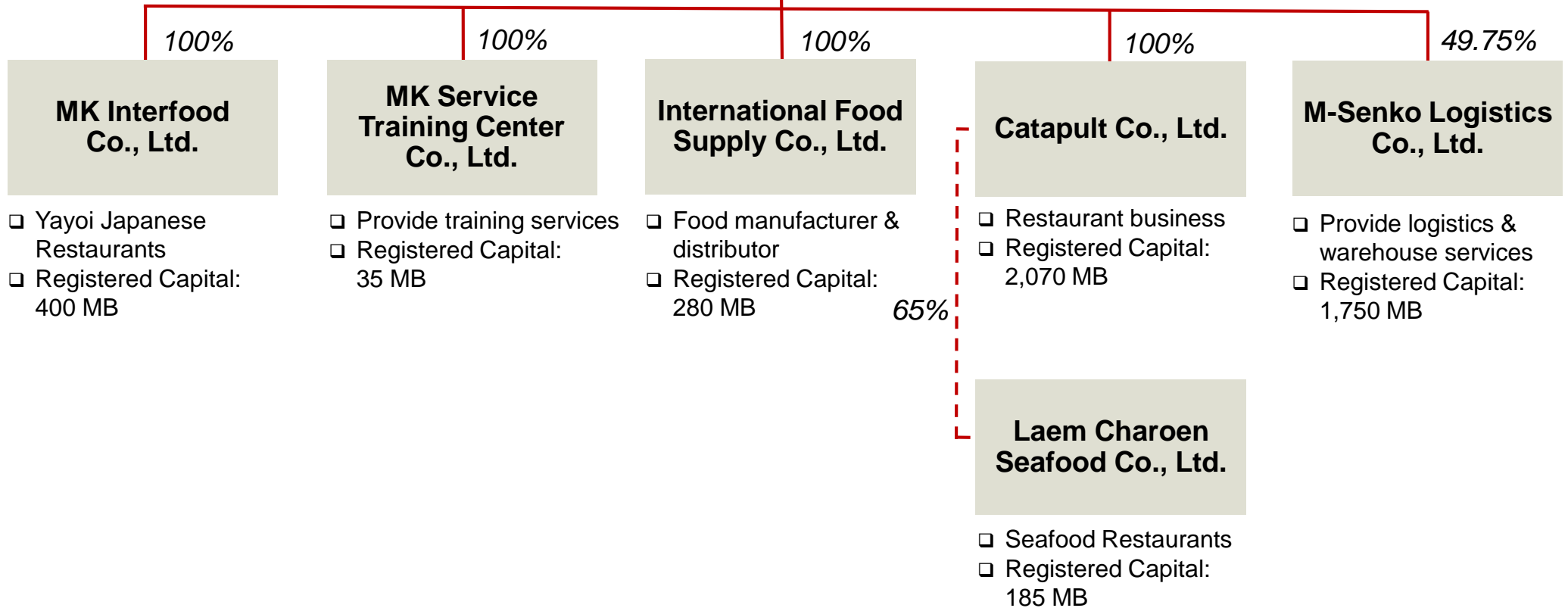
1Q2024 Key Financial Highlights

Business Update

Business Structure

MK Restaurant Group Public Company Limited (M)

MK Suki, MK Gold and MK Live restaurants
 Thai restaurants – Na Siam and Le Siam
 Japanese restaurants – Miyazaki and Hakata
 Others – Le Petit and Bizzy Box
 Overseas franchise



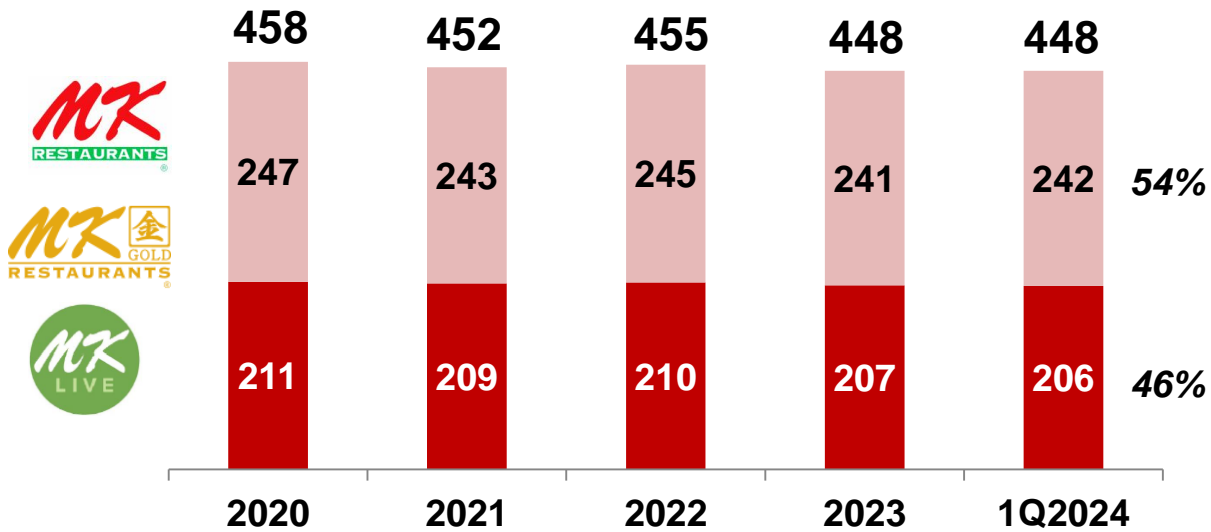
Restaurant Outlets in Thailand

Type of Business	Restaurants	Brand	No. of Outlets
Suki Restaurant	MK		439
	MK Gold		5
	MK Live		4
Japanese Restaurant	Yayoi		199
	Miyazaki		8
	Hakata		1
Thai / Seafood Restaurants	Leam Charoen Seafood		41
	Le Siam		3
	Na Siam		1
Others	Bizzy Box		2
	Le Petit		3

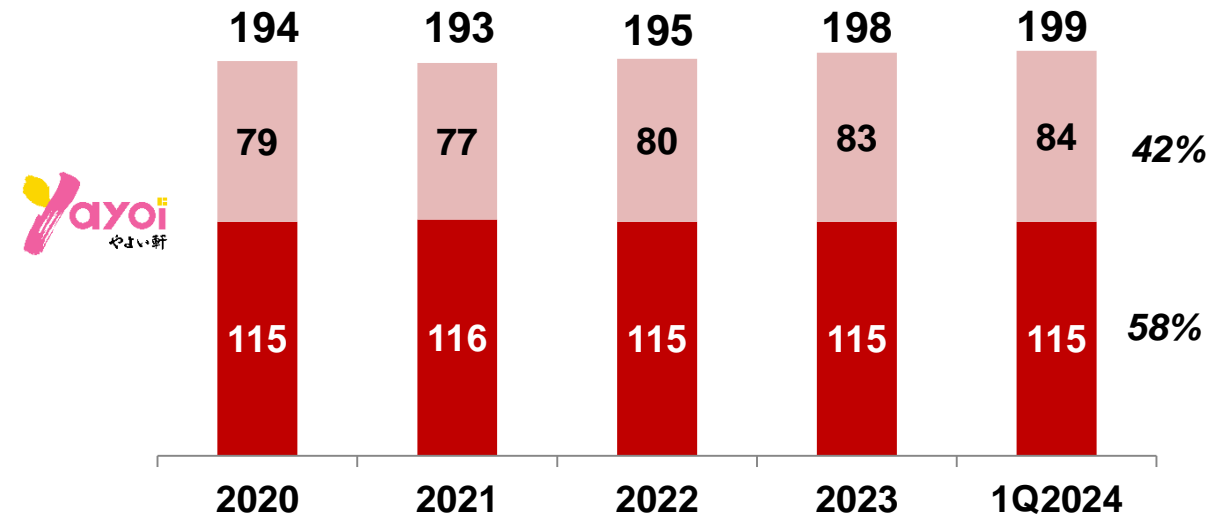
Remark: Data as of Mar 2024

Dominant Position in Chained Restaurant Industry

Leader in chained restaurant industry with nationwide branches coverage



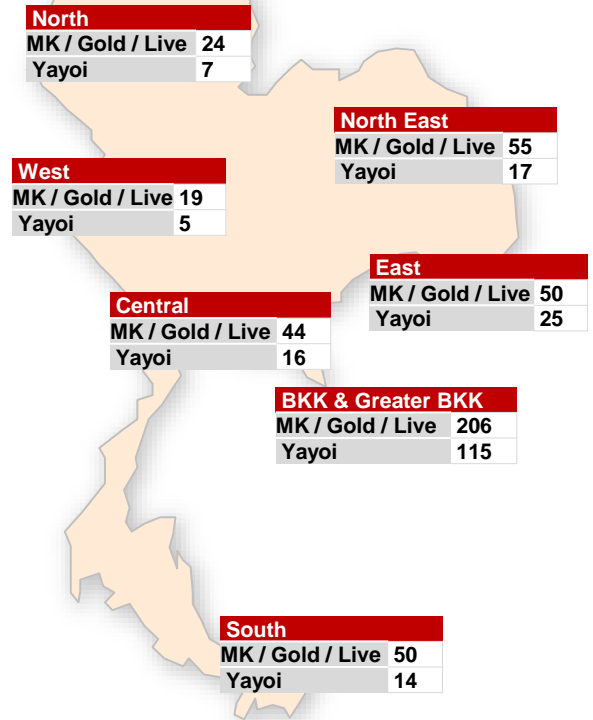
■ Bangkok & Metropolitan area ■ Provincial area



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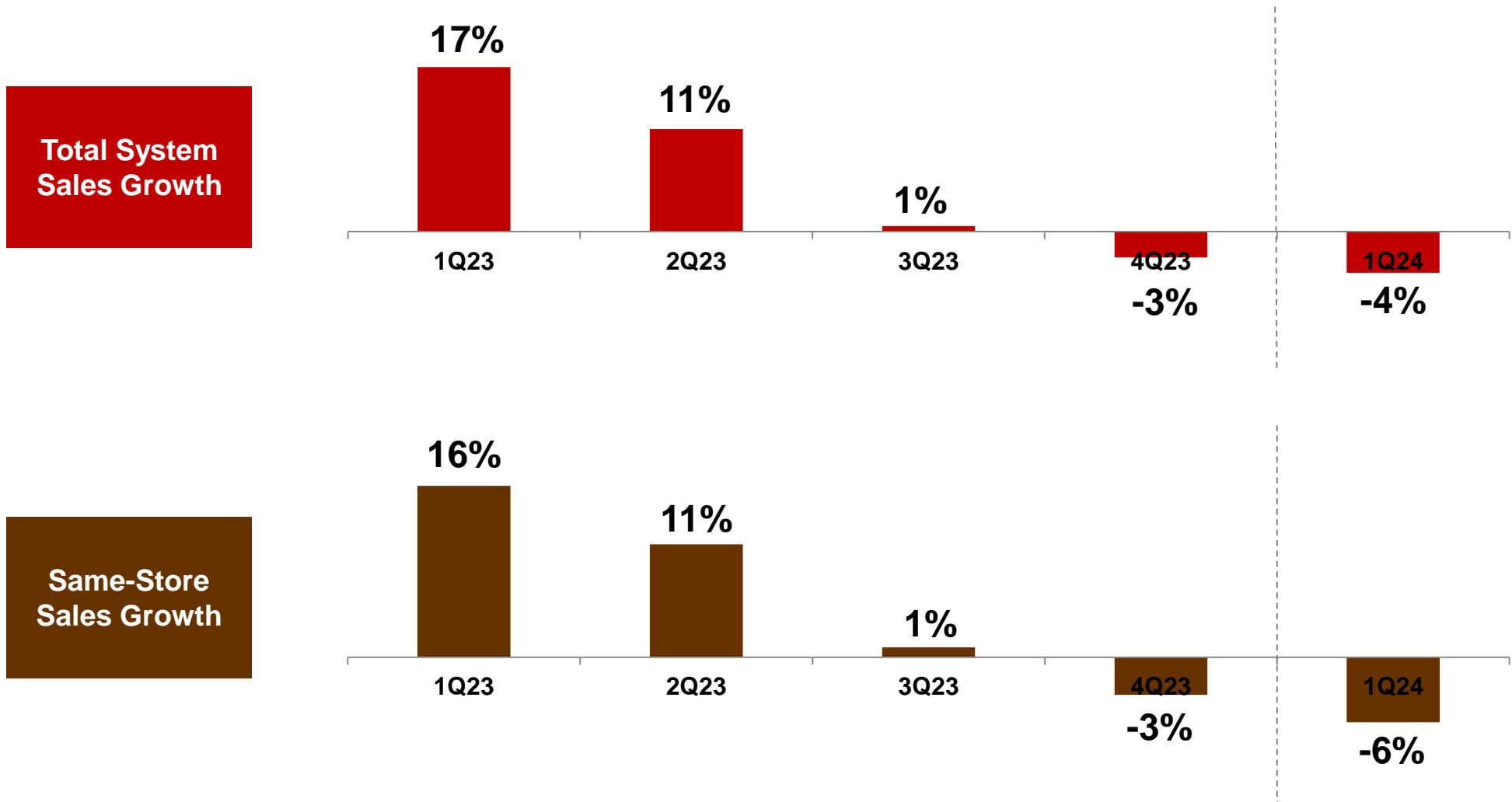
Extensive Coverage Nationwide

Branches



Same-Store Sales vs. Total System Sales Growth

In 1Q2024, same-store sales growth decreased 6% compared to the same period of last year.



Agenda

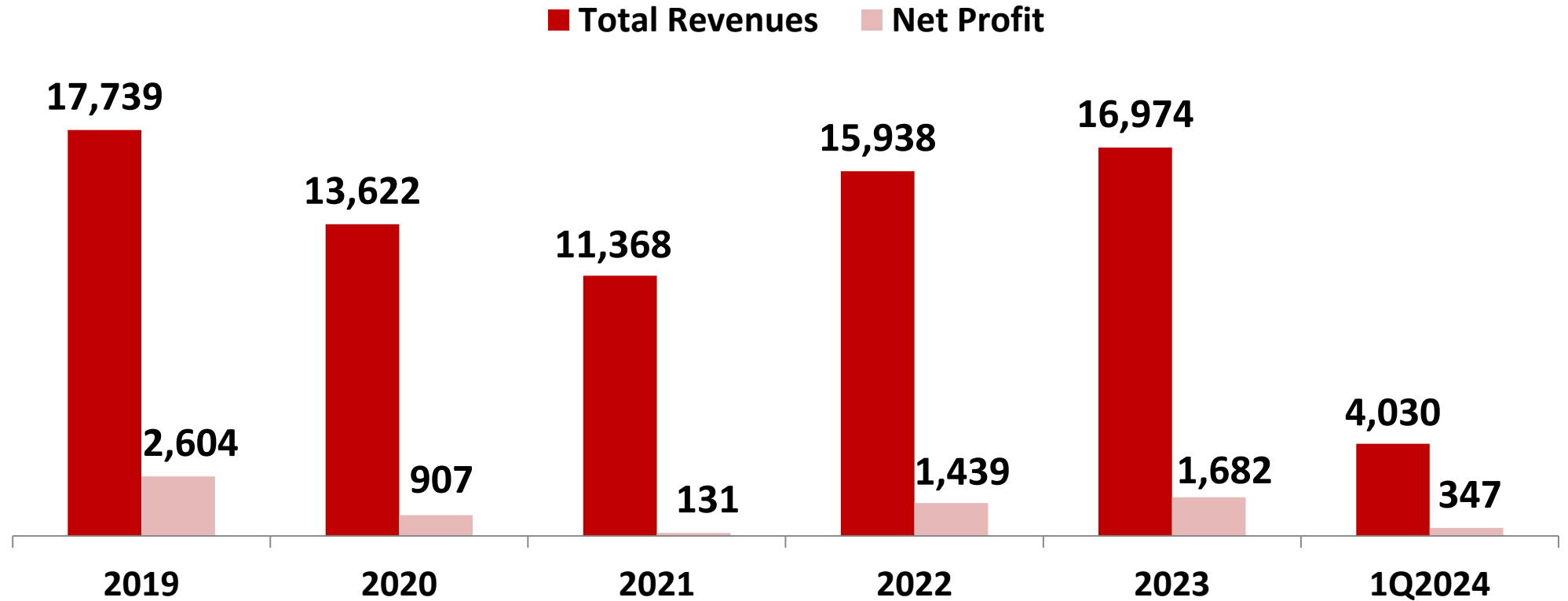
Company Overview

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Total Revenues and Net Profit

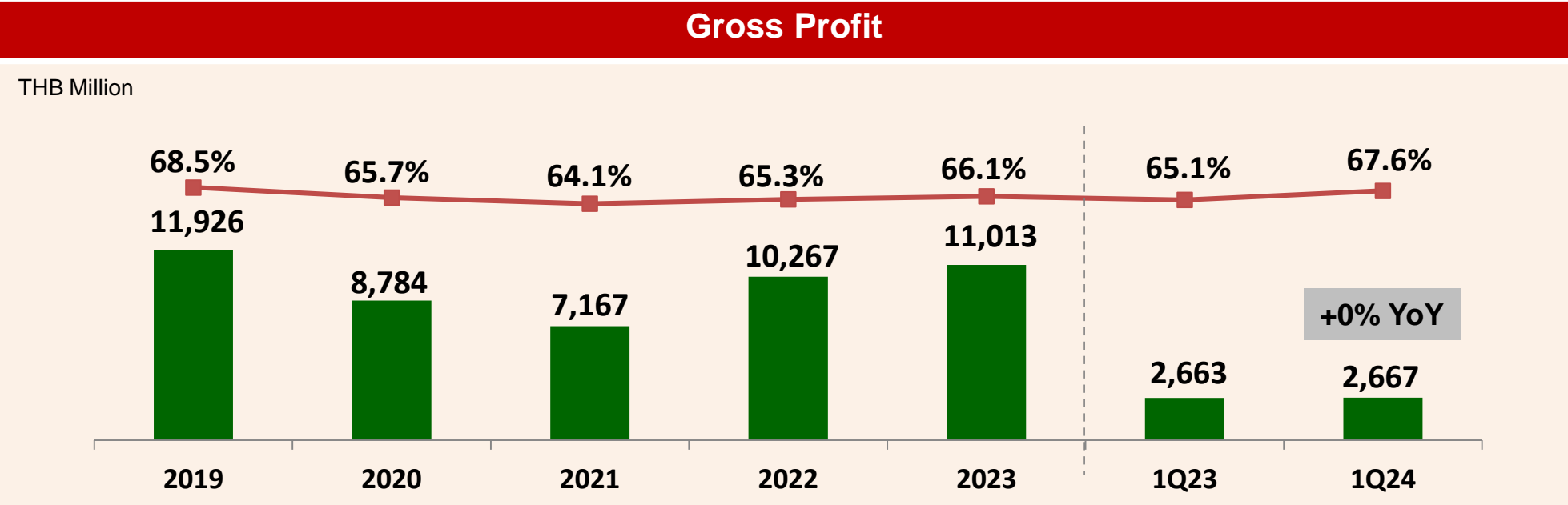
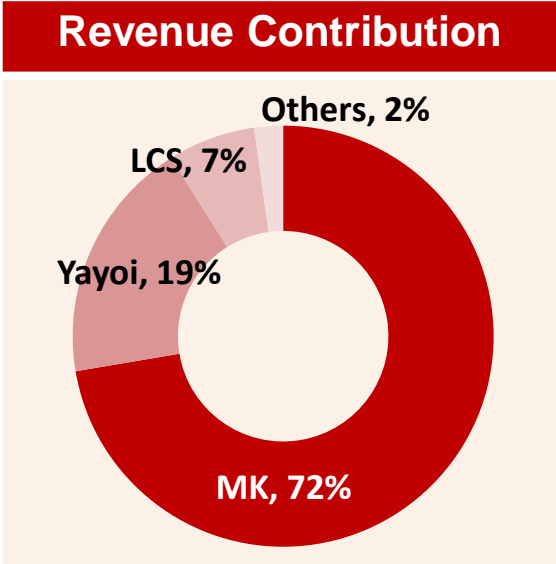
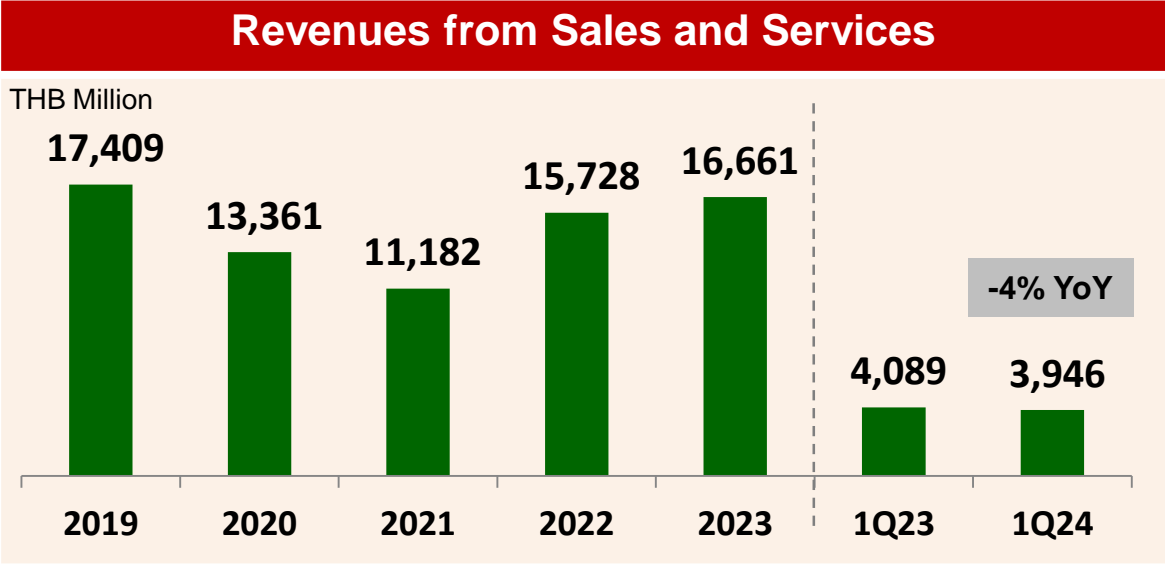
Million Baht



%YoY Growth	2019	2020	2021	2022	2023	1Q2024
Total Revenues	3%	-23%	-17%	40%	6%	-3%
Net Profit	1%	-65%	-86%	999%	17%	+7%

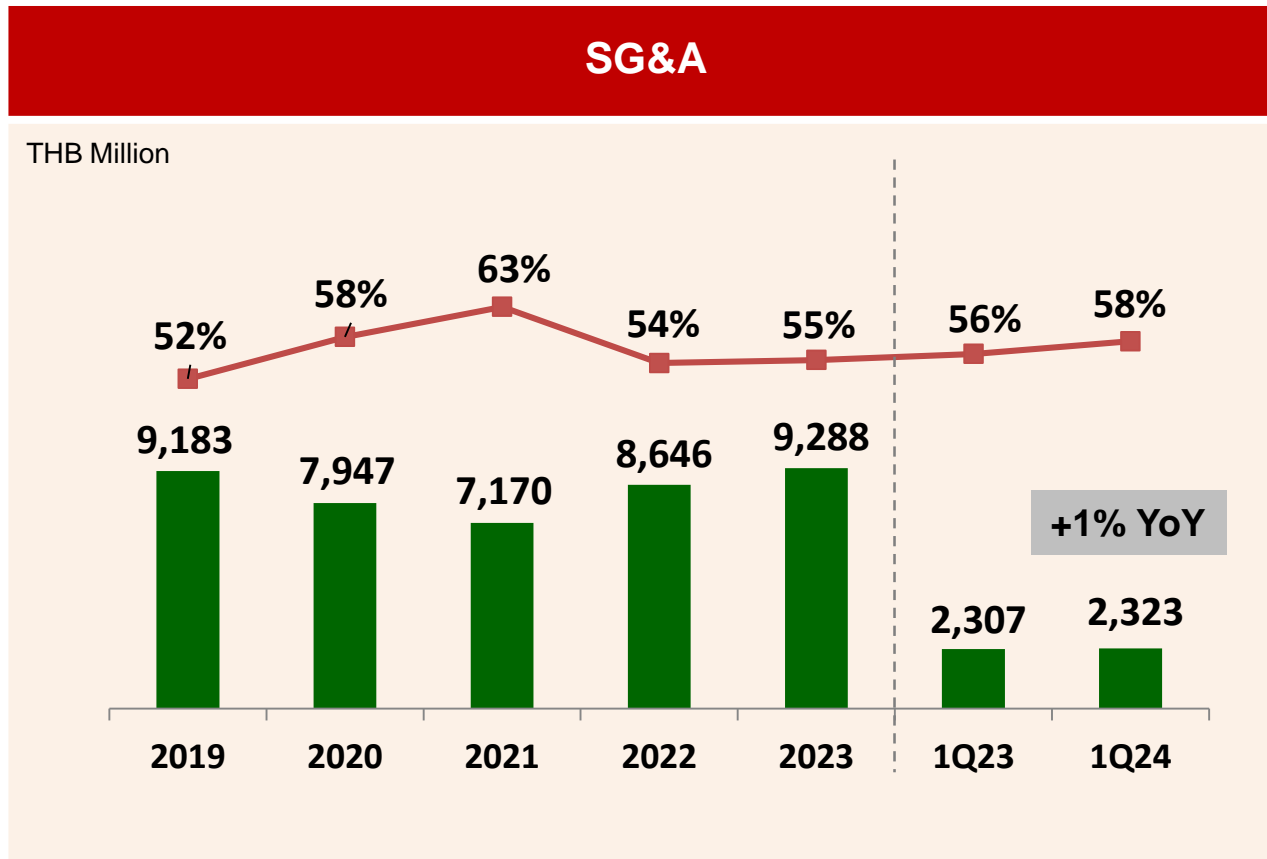
Revenues Growth

In 1Q2024, revenues from sales & services decreased 4% from the previous year mainly from delivery channel.

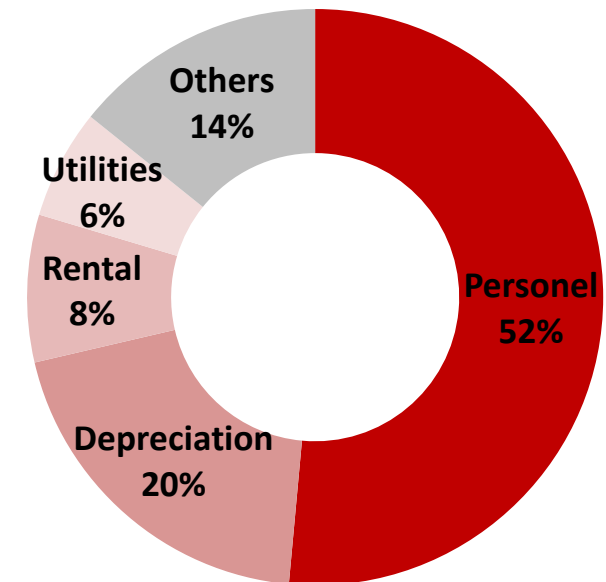


SG&A Expenses

In 1Q2024, %SG&A to total revenues increased from 56% to 58% compared to the previous year primarily due to an increase of staff cost, rental cost and marketing expenses.

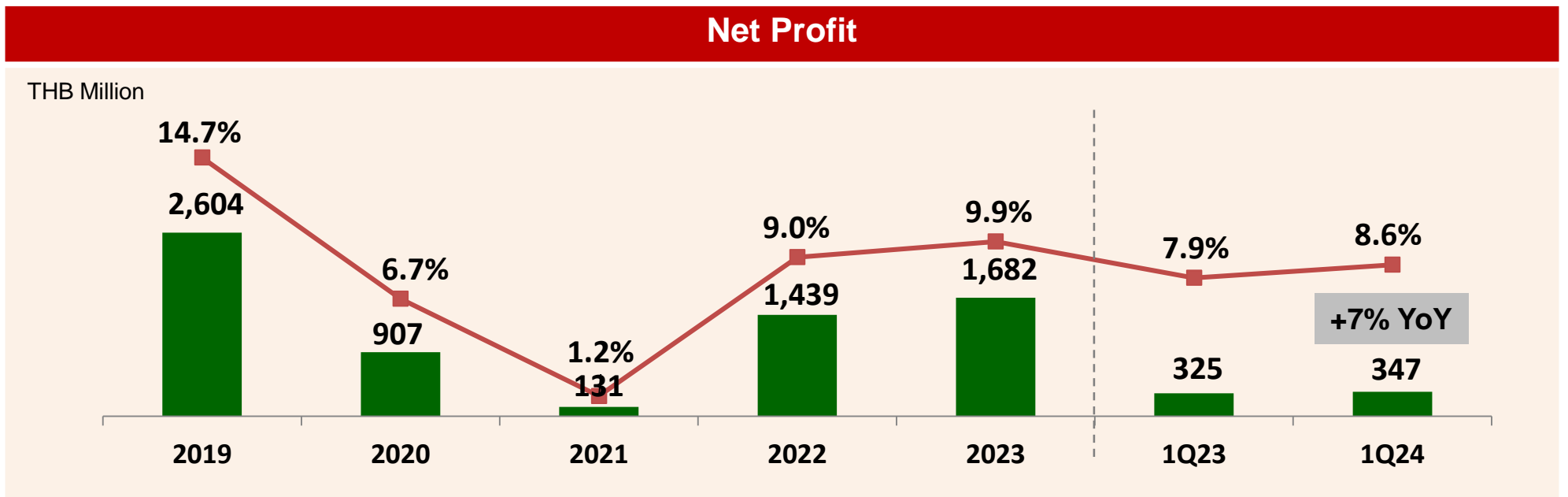
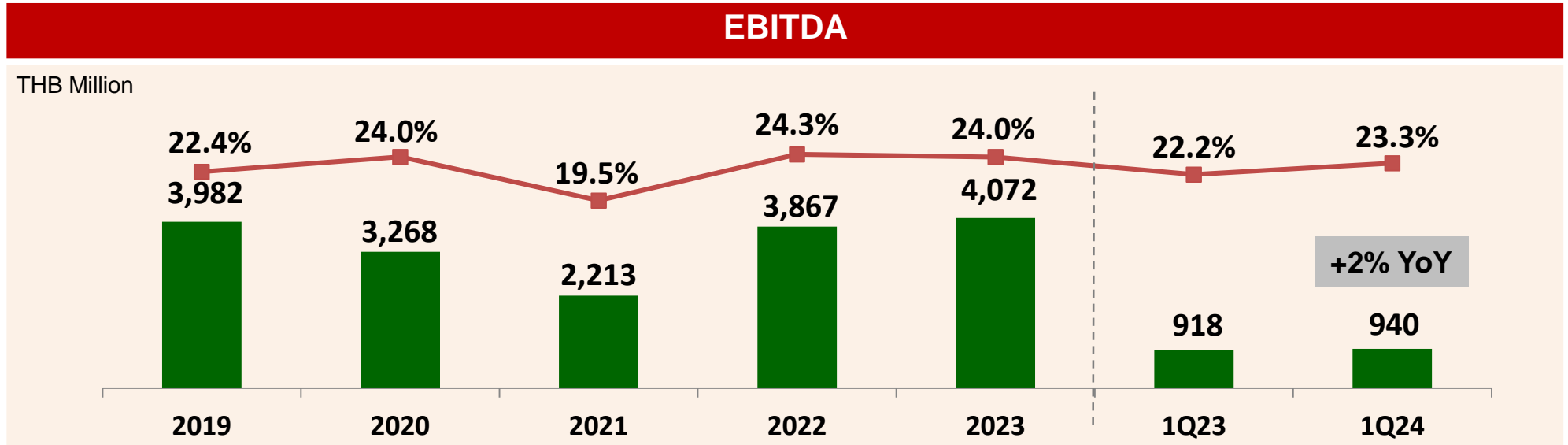


1Q2024 SG&A Expenses Breakdown



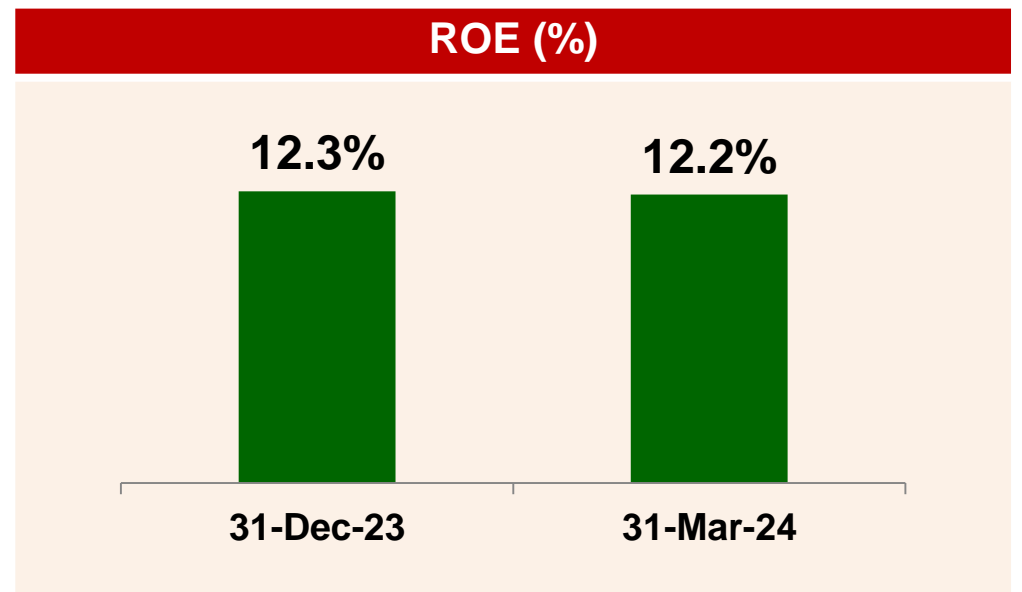
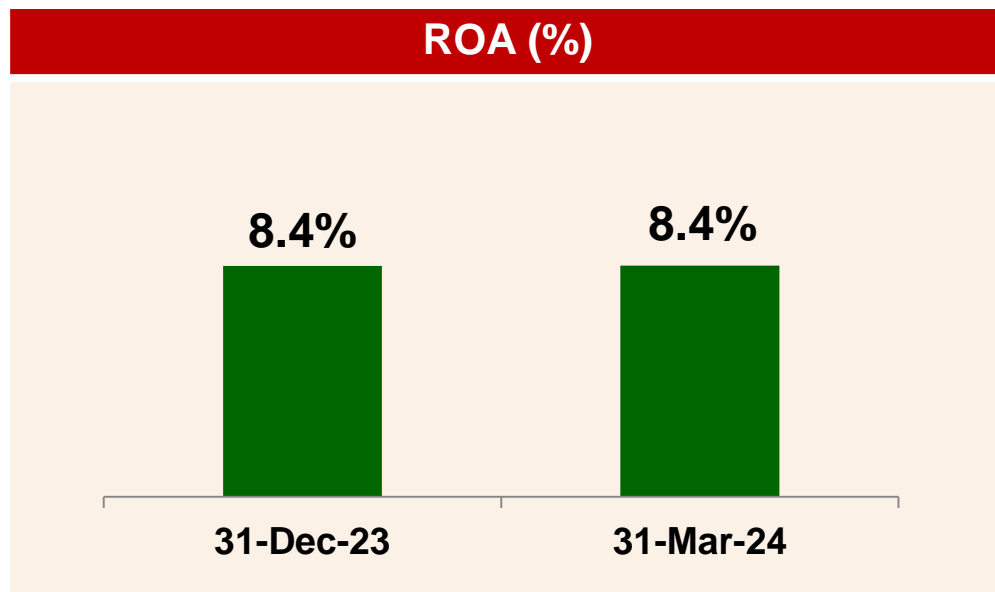
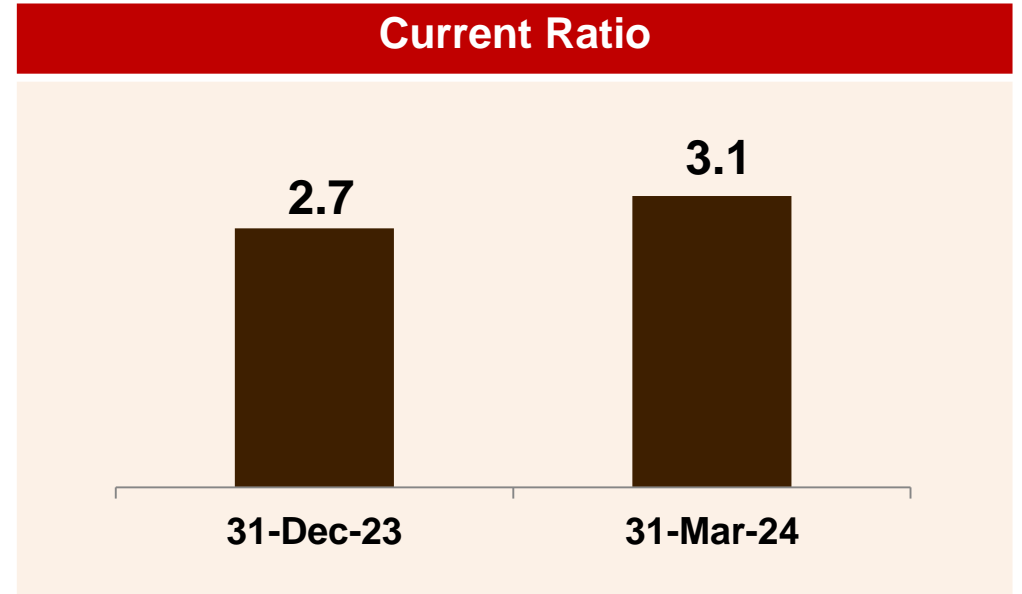
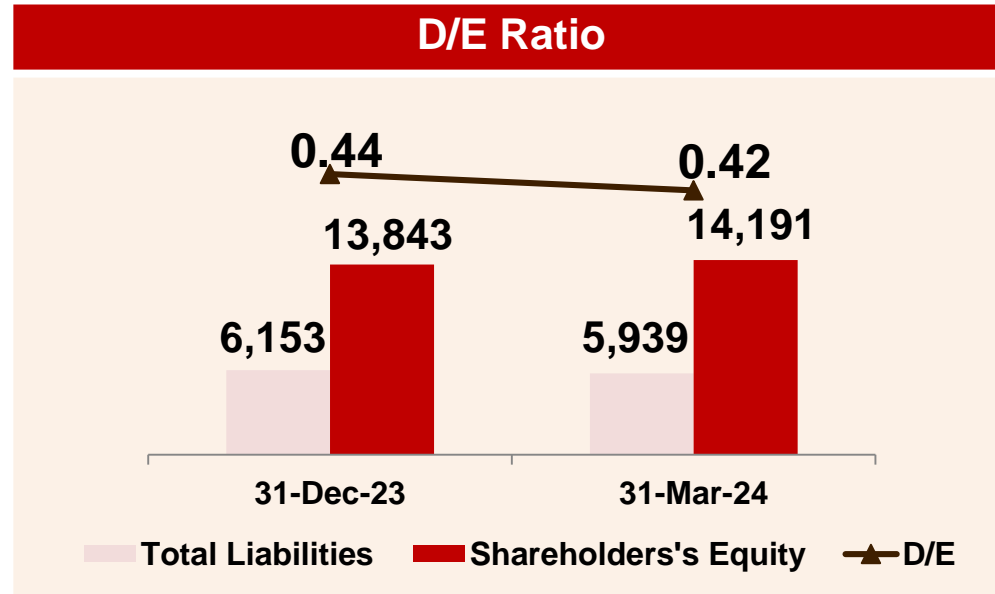
EBITDA & Net Profit

In 1Q2024, the Company recorded the net profit of 347 MB, increased 7% from the previous year.



Financial Ratio

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



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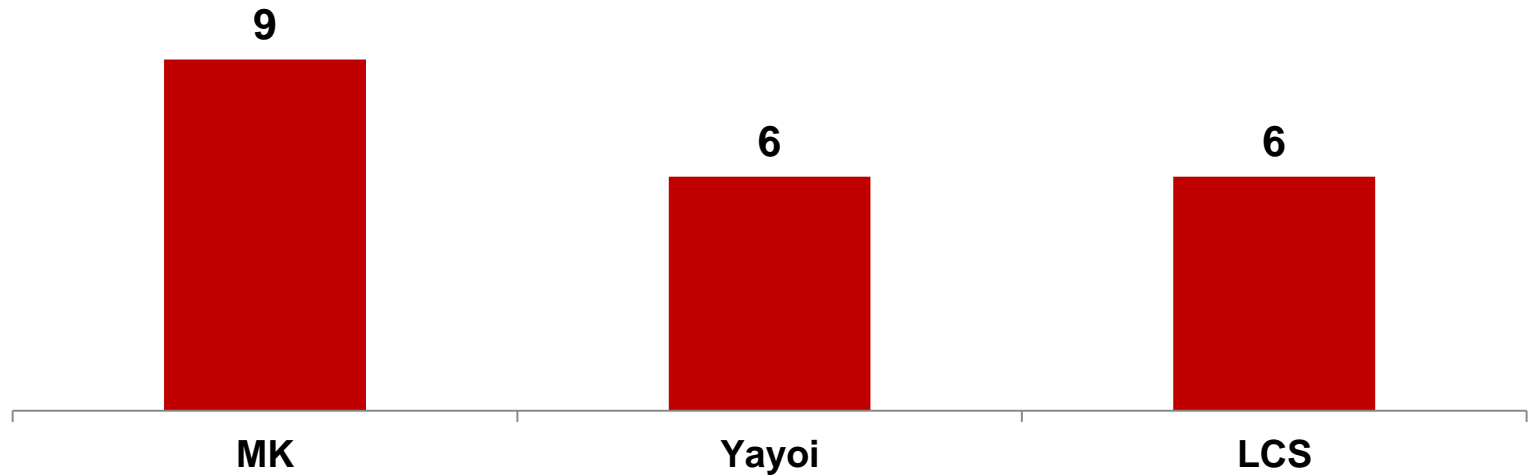
1Q2024 Key Financial Highlights

Business Update

Outlet Expansion Plan

Continued expansion strategy with shopping complexes, modern trade stores and community malls covering nationwide

Plan
No. of New outlets in Y2024



No. of outlets opened in 1Q2024

