



MK RESTAURANT GROUP PUBLIC COMPANY LIMITED

2Q24 Company Presentation

August 2024

Agenda

Company Overview

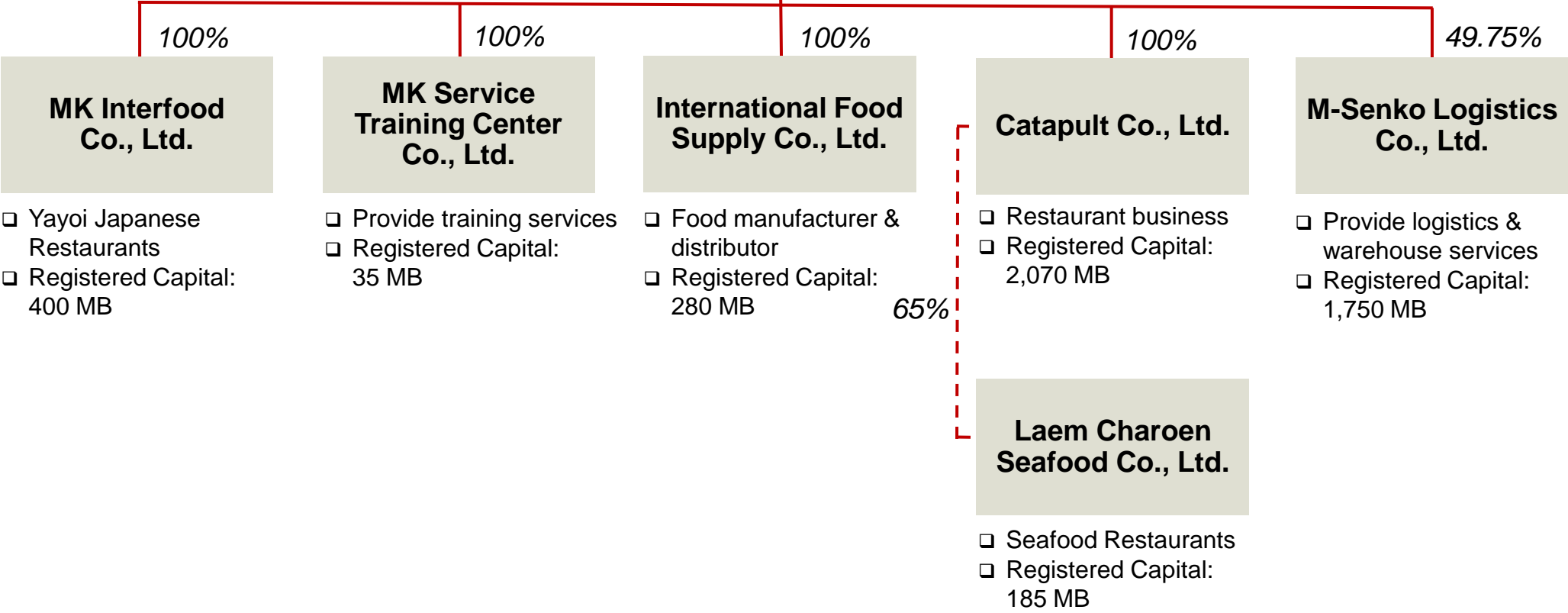
2Q2024 Key Financial Highlights

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



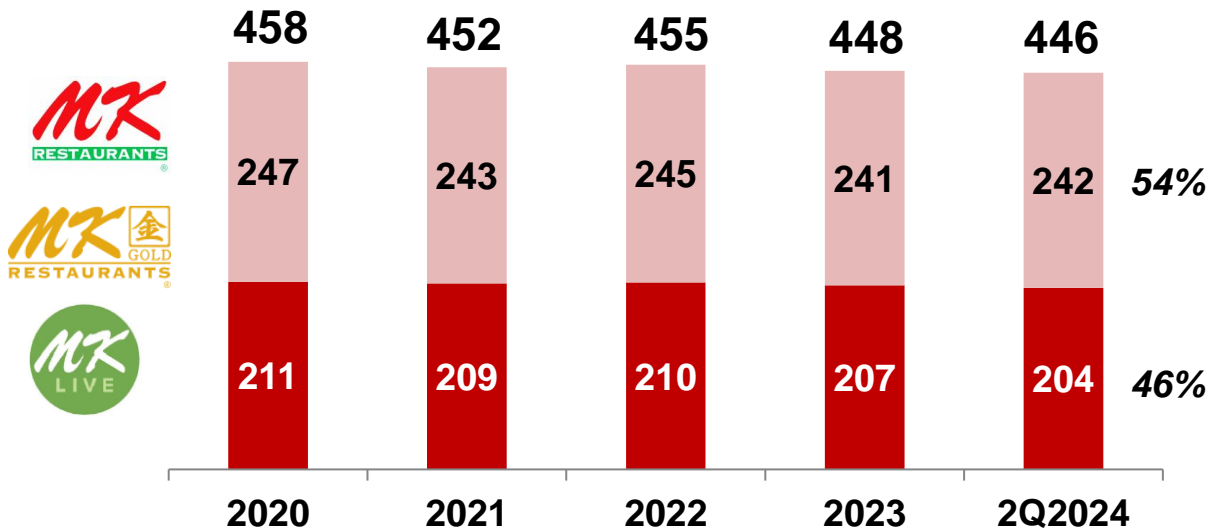
Restaurant Outlets in Thailand

Type of Business	Restaurants	Brand	No. of Outlets
Suki Restaurant	MK		437
	MK Gold		5
	MK Live		4
Japanese Restaurant	Yayoi		199
	Miyazaki		8
	Hakata		1
Thai / Seafood Restaurants	Leam Charoen Seafood		39
	Le Siam		3
	Na Siam		1
Others	Bizzy Box		2
	Le Petit		3

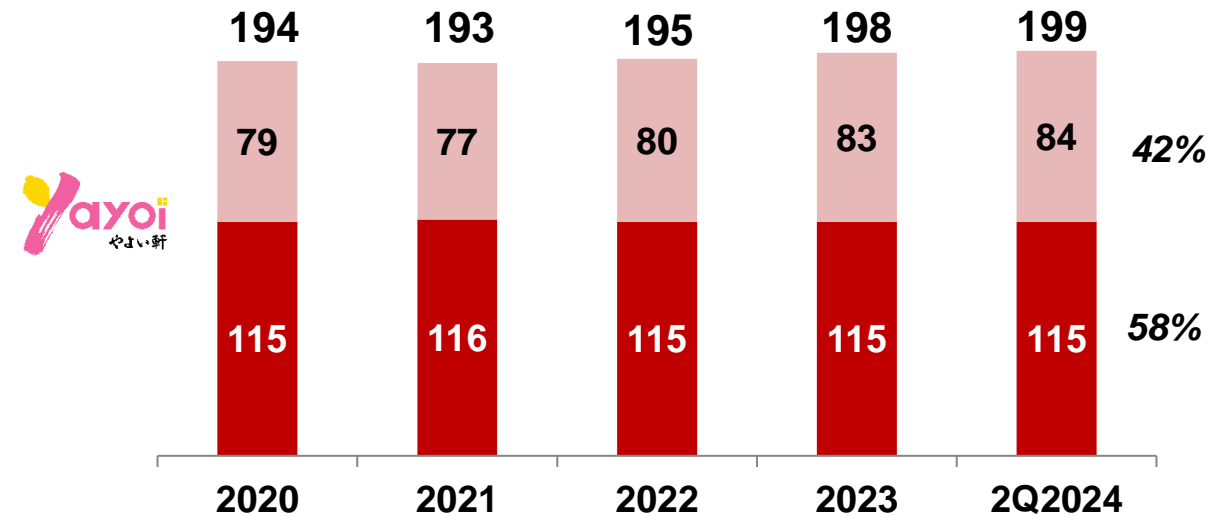
Remark: Data as of Jun 2024

Dominant Position in Chained Restaurant Industry

Leader in chained restaurant industry with nationwide branches coverage



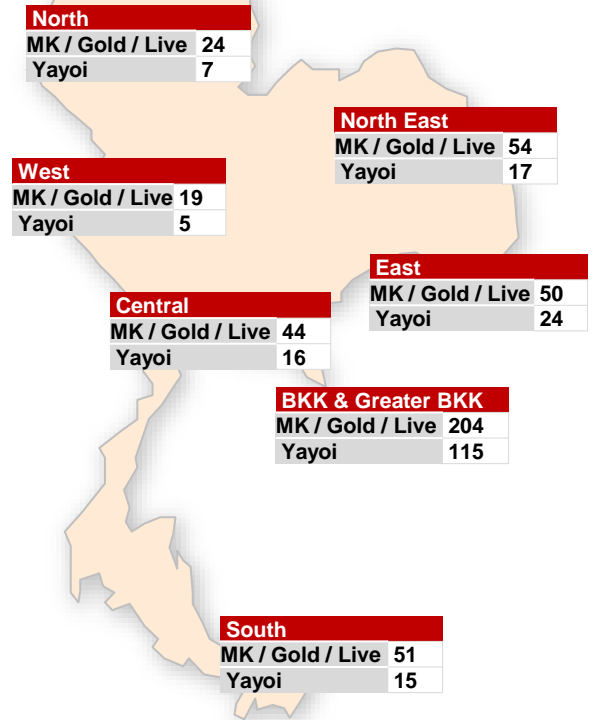
■ Bangkok & Metropolitan area ■ Provincial area



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Extensive Coverage Nationwide

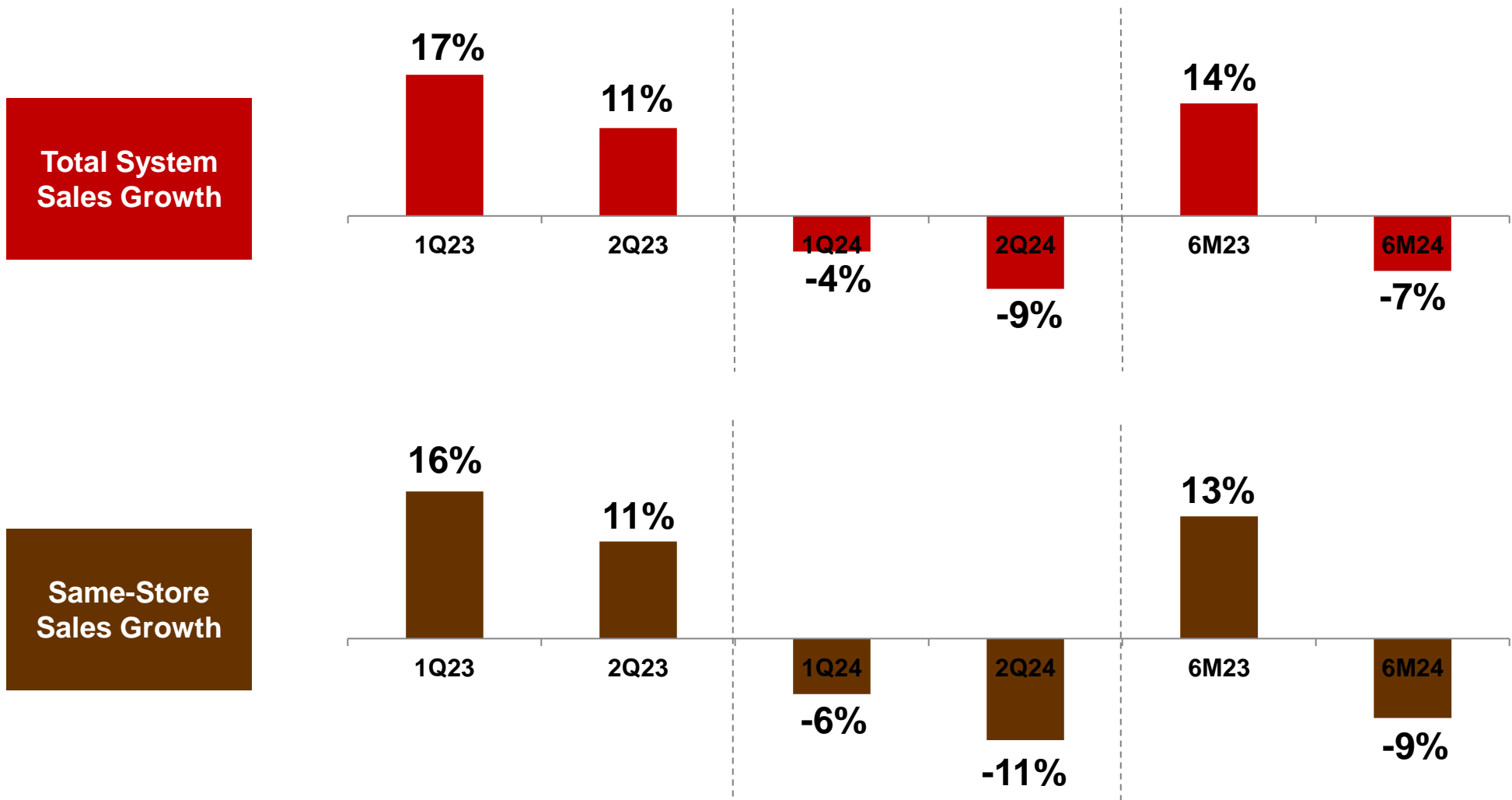
Branches



Vietnam MK 5	Japan MK 24
Lao PDR MK 3 / Miyazaki 1	Malaysia Laem Charoen 3

Same-Store Sales vs. Total System Sales Growth

In 2Q2024, same-store sales growth decreased 11% compared to the same period of last year.



Agenda

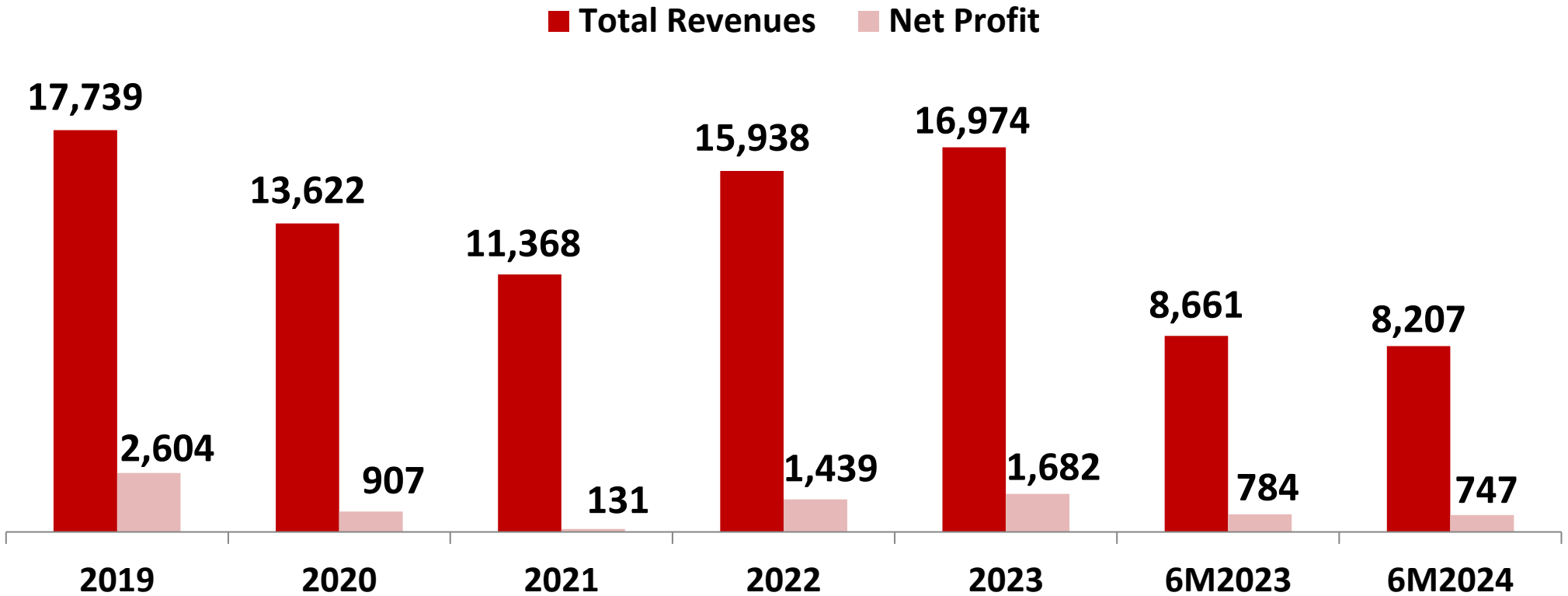
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Total Revenues and Net Profit

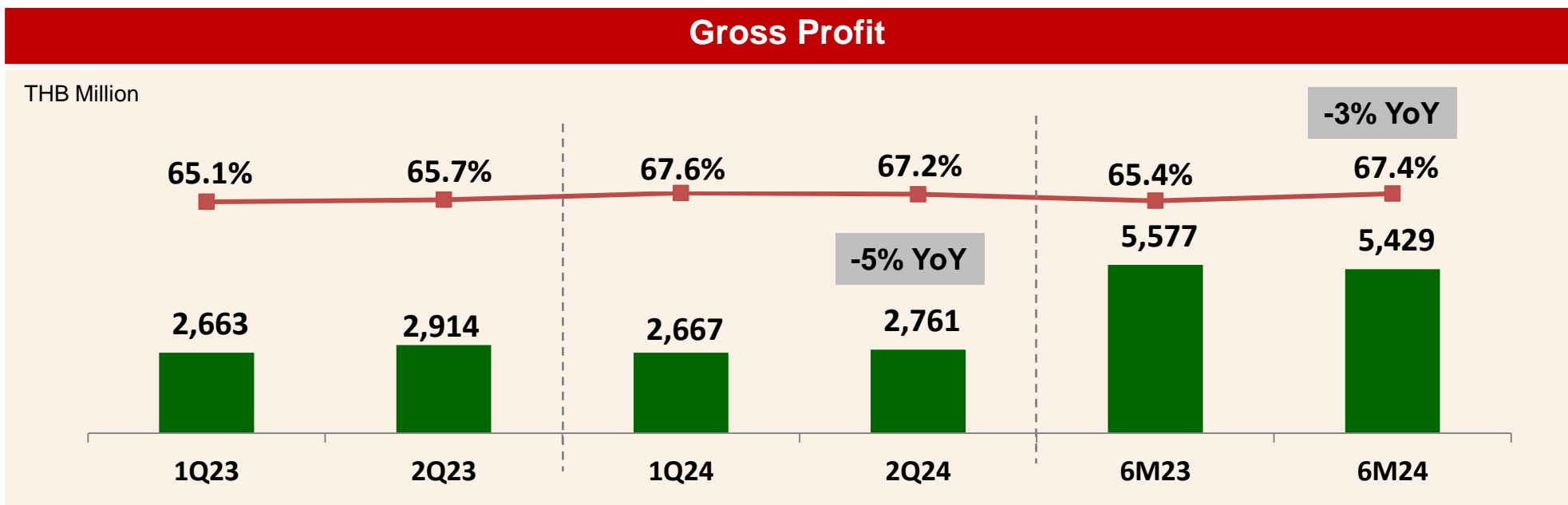
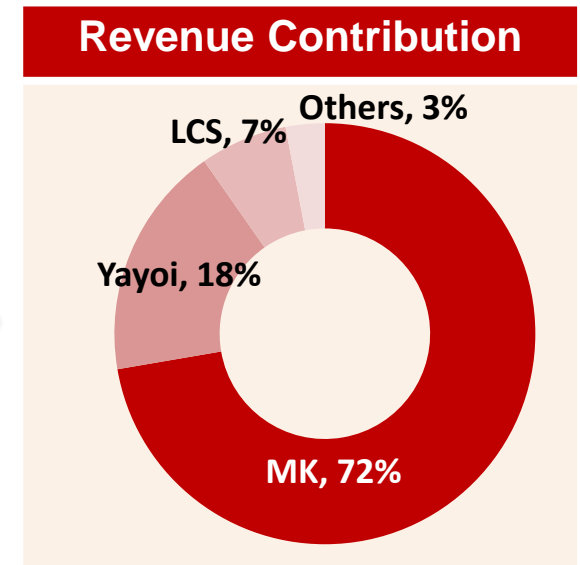
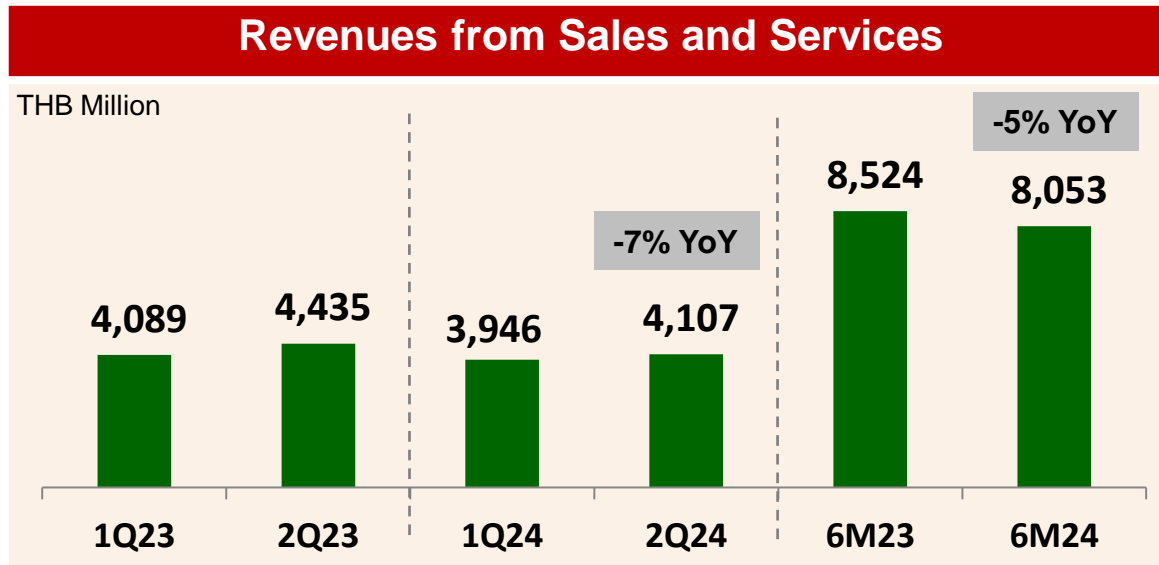
Million Baht



%YoY Growth	2019	2020	2021	2022	2023	6M2024
Total Revenues	3%	-23%	-17%	40%	6%	-5%
Net Profit	1%	-65%	-86%	999%	17%	-5%

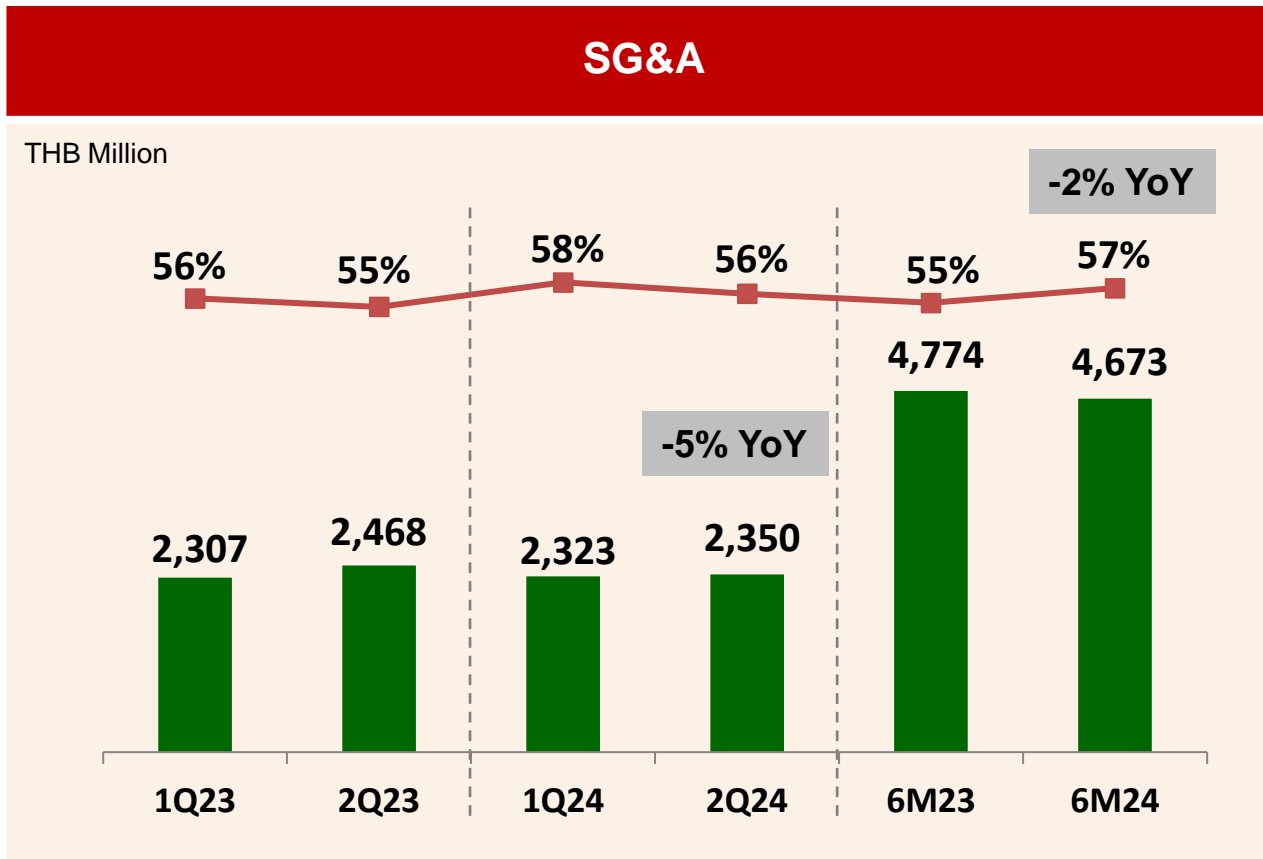
Revenues Growth

In 2Q2024, revenues from sales & services decreased 7% from the previous year due to the weakness of purchasing power.

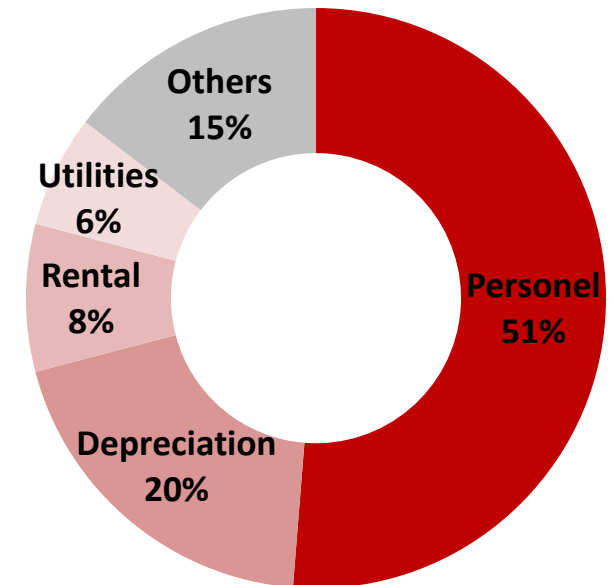


SG&A Expenses

In 2Q2024, %SG&A to total revenues increased from 55% to 56% compared to the previous year primarily due to the decrease of revenues from sales and services while most expenses did not decrease as much as revenues from sales and services.

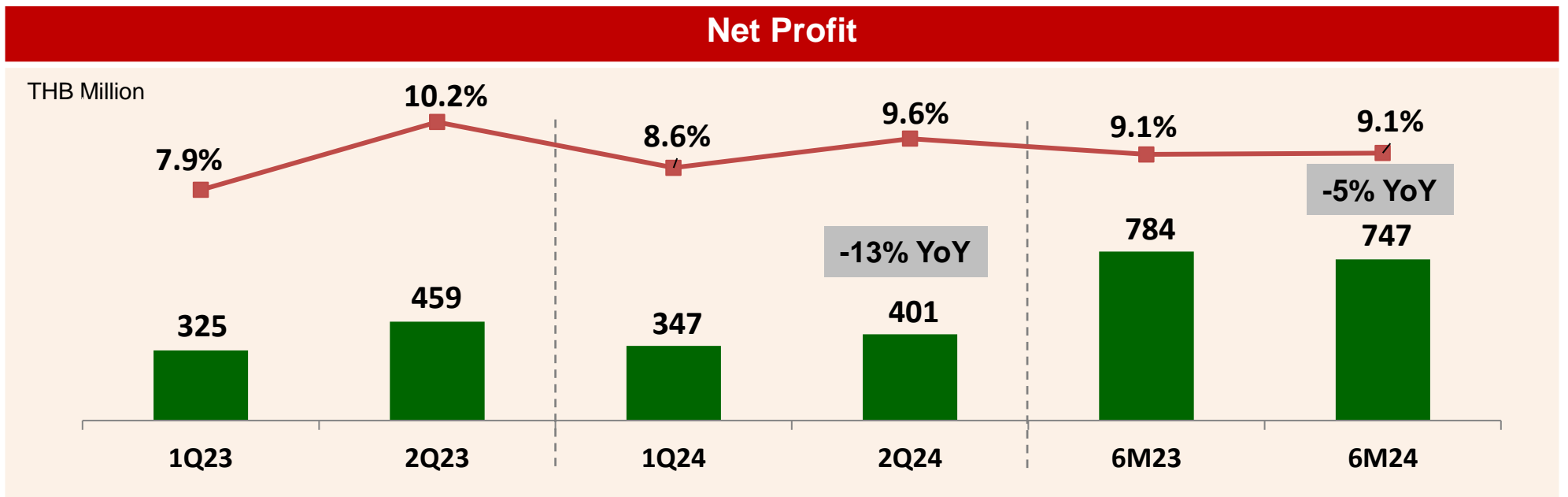
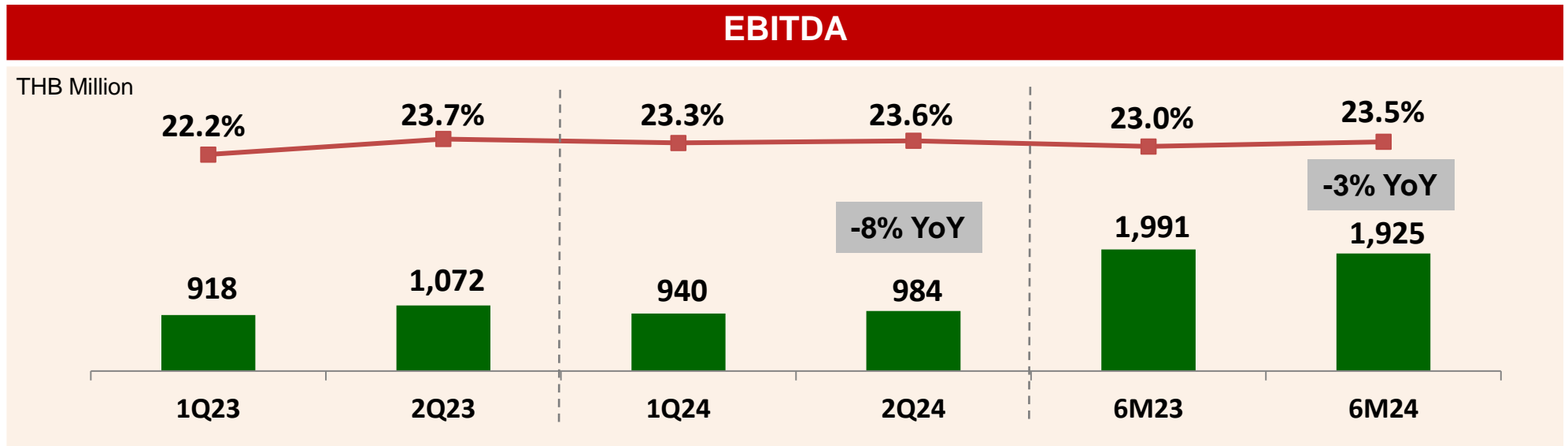


6M2024 SG&A Expenses Breakdown



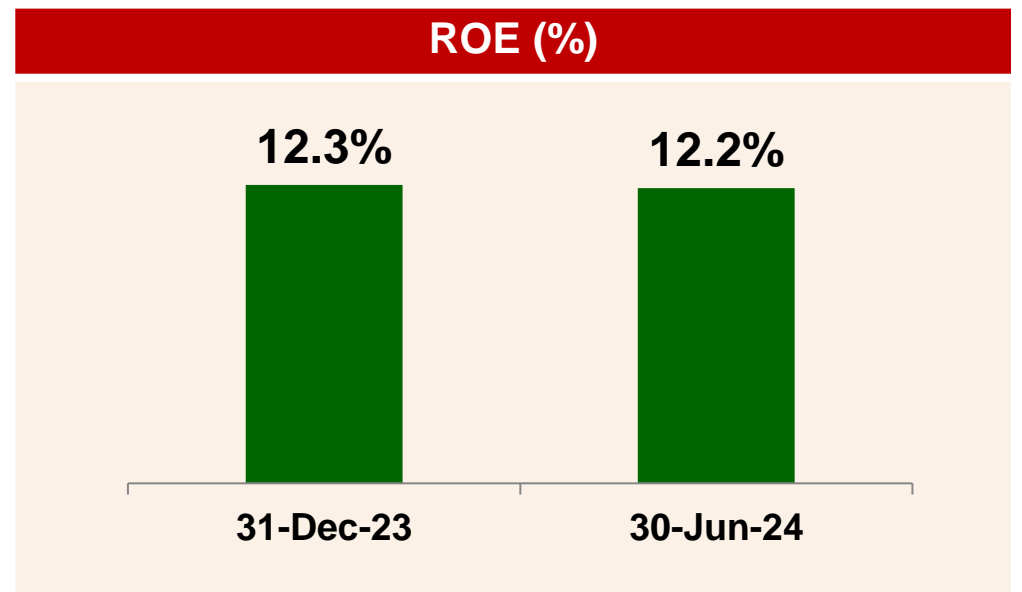
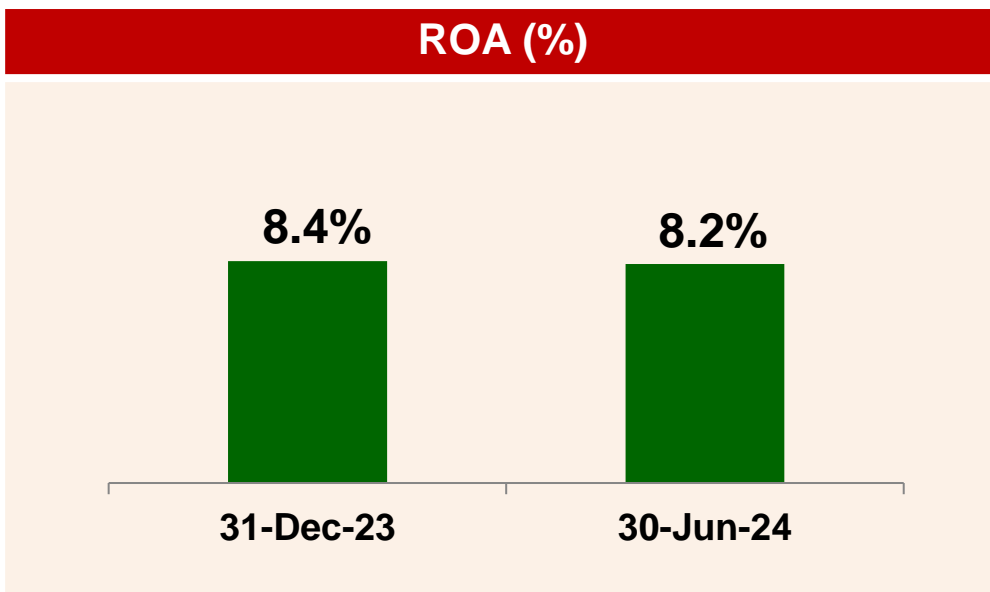
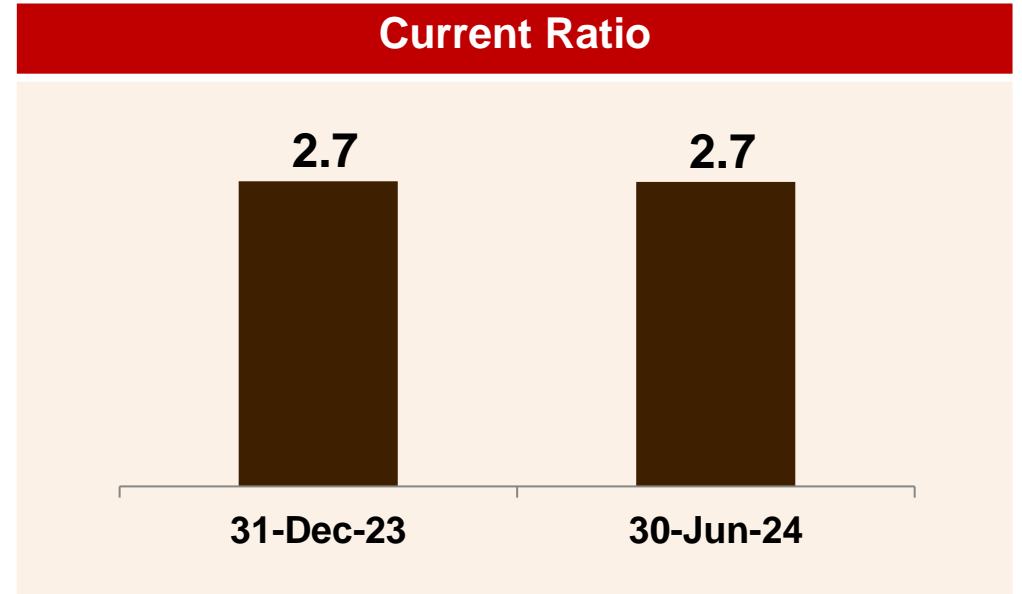
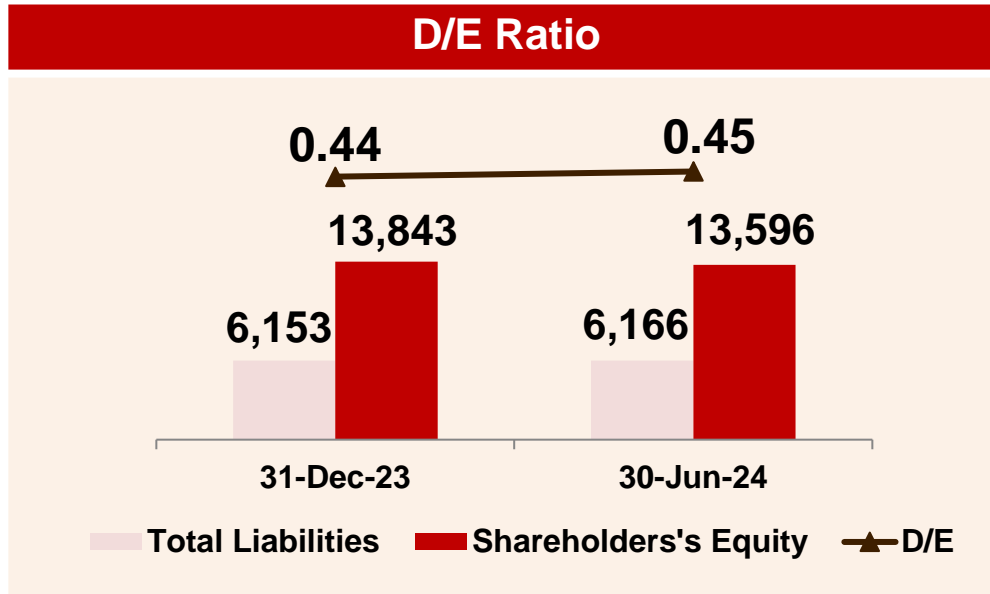
EBITDA & Net Profit

In 2Q2024, the Company recorded the net profit of 401 MB, decreased 13% 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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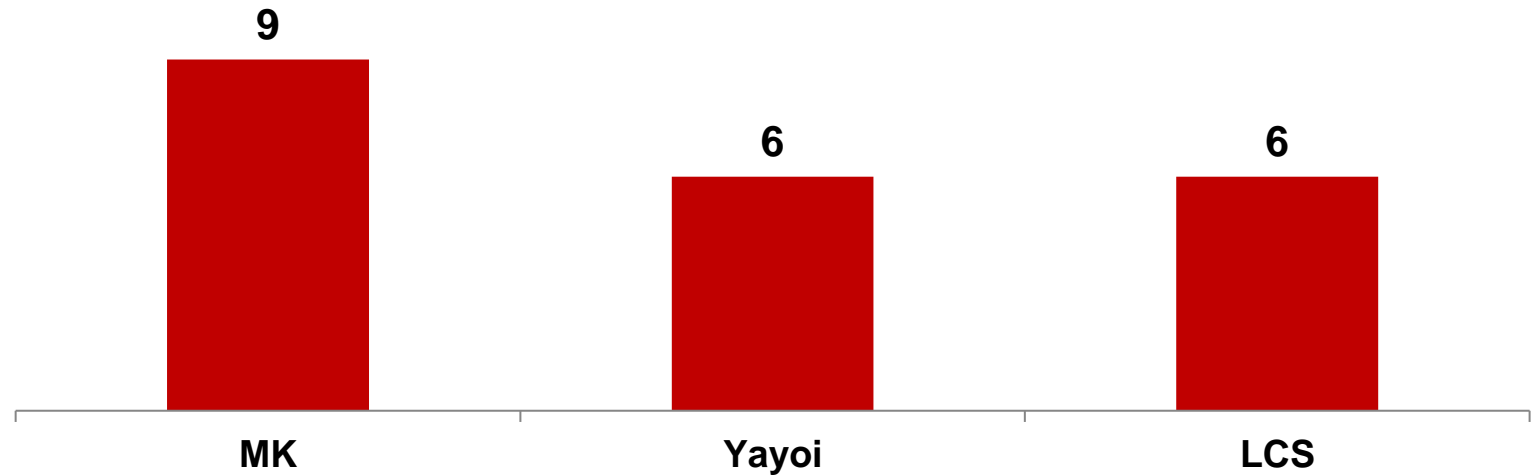
2Q2024 Key Financial Highlights

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
6M2024

