

Business Overview

Agriculture and Food Industrial

Financial Statement

	3M23	3M22	2022	2021
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Income Statement (MB)

Revenues	81.01	125.96	543.56	443.59
Expenses	145.12	182.41	733.99	748.57
Net Profit (Loss)	-73.28	-63.46	-227.54	-340.03

Balance Sheet (MB)

Assets	1,112.62	1,167.83	1,181.57	1,196.16
Liabilities	1,070.05	1,133.12	1,113.09	1,182.08
Shareholders' Equity	42.57	34.70	68.47	14.09

Cash Flow (MB)

Operating	3.32	-0.70	-46.06	-31.87
Investing	1.29	-7.07	-39.74	-140.06
Financing	-9.65	2.32	85.85	175.87

Financial Ratio

EPS (Baht)	-0.03	-0.04	-0.13	-0.35
GP Margin (%)	37.73	46.60	49.50	47.46
NP Margin (%)	-90.46	-50.38	-41.86	-76.65
D/E Ratio (x)	25.13	32.65	16.26	83.92
ROE (%)	-614.35	-1,600.35	-551.23	-1,223.82
ROA (%)	-17.37	-29.87	-16.02	-27.12

Business Plan

The Company is determined to expand its branches to cover potential areas, adjust the appearance of the front of the store to make it look modern and create a variety of choices through experiences in new brands to enable the Company to expand its customer base and new target groups such as branch expansion, storefront improvements and/or change brand identity, develop and create new product of the Company, maintain the quality of the food and services and expanding into new businesses.

Business Highlight

- There are a variety of restaurant brands that can cover all levels of customers.
- All branches are located in the community areas across the country
- There is a central kitchen that has been inspected and certified for quality. Responsible for the production of semi-finished food and dipping sauces, whose quality and taste are controlled in order to meet the same standard in all branches by managing transportation that meets international standards.

Performance and Analysis
Business Performance Summary

Performance summary for the 1st Quarter, the Company had a total income of 81.01 million baht, consisting of income from sales and services 76.31 million baht, other income 4.70 million baht. The total cost of sales and expenses was 145.12 million baht, consisting of the cost of sales and services of 47.52 million baht and the cost of distribution of 49.96 million baht. Administrative expenses were 47.64 million baht. The company had financial expenses of 9.58 million baht and income tax was 0.41 million baht. The company had a net loss of 73.28 million baht.

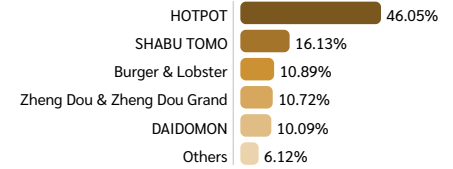
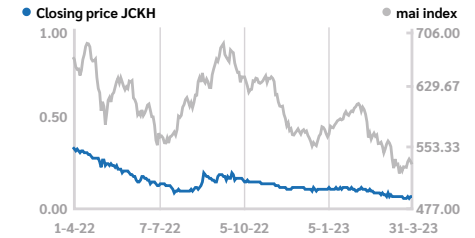
As of March 31, 2023, the company has total assets of 1,112.62 million baht, total liabilities of 1,070.05 million baht, and shareholders' equity of 42.57 million baht.

Key Milestones

- The Company has opened 3 branches of SHABU TOMO at Central World, Mega Bangna and Central Westgate and in November 2022, the Company has also opened a branch of Burger & Lobster at Siam Paragon.
- In the process of adding a new brand, Ai Hua Kua, a spicy shabu restaurant, expecting to open the first branch within 2023.
- The Company has improved the image of HOTPOT and DAIDOMON continuously to look modern.

Risk Management Policy

- Diversify the investment to new brands to expand the target customers to cover all levels especially premium customers which are group with high purchasing power and not impacted by the slowdown of economy in order to reduce the business risks by expanding branches in potential brands such as SHABU TOMO and launch a new brand such as Ai HuoGuo.
- Improvement of services for HOT POT, DAIDOMON and Burger & Lobster by adding a special menu, expansion other type of sale model and expansion brand awareness

Revenue Structure

Stock Information
mai / AGRO


as of 31/03/23	JCKH	AGRO	mai
P/E (X)	-	38.30	66.21
P/BV (X)	2.17	3.26	2.85
Dividend yield (%)	-	2.39	1.26

	31/03/23	30/12/22	30/12/21
Market Cap (MB)	250.49	302.90	461.08
Price (B/Share)	0.09	0.13	0.35
P/E (X)	-	-	-
P/BV (X)	2.17	2.18	2.84

CG Report:


Major Shareholders
as of 16/03/2023


- MR. APICHAJ TAECHAUBOL (10.21%)
- MR. NUTCHATPONG PEERADECHAPAN (4.91%)
- Thai NVDR Company Limited (4.69%)
- MS. TANYAPAPAR CHOLSAIPANT (3.66%)
- MRS. KULTHIWA CHOTIWICISITRAT (3.07%)
- Others (73.46%)

Company Information and Contact

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