



MAJOR CINEPLEX GROUP PLC.

3Q21 Analyst Meeting
15th November 2021





FINANCIAL OVERVIEW



3Q21 QUARTERLY BRIEFING

Financial Highlights

Bt.Million	3Q21		3Q20		Growth	
					Amt.	%
Revenue	164	100%	896	100%	(733)	(82%)
Gross Profit	(248)	(152%)	145	16%	(394)	(271%)
SG&A	749	458%	367	41%	383	104%
Operating Profit (Loss)	(998)	(610%)	(221)	(25%)	(776)	(351%)
EBITDA	2,568	1,570%	180	20%	2,388	1,325%
EBIT	2,291	1,401%	(87)	(10%)	2,378	2,733%
Core Profit (Loss)	(472)	(288%)	(121)	(14%)	(351)	(290%)
Net Profit (Loss)	1,819	1,112%	(125)	(14%)	1,944	1,555%

9M21 QUARTERLY BRIEFING

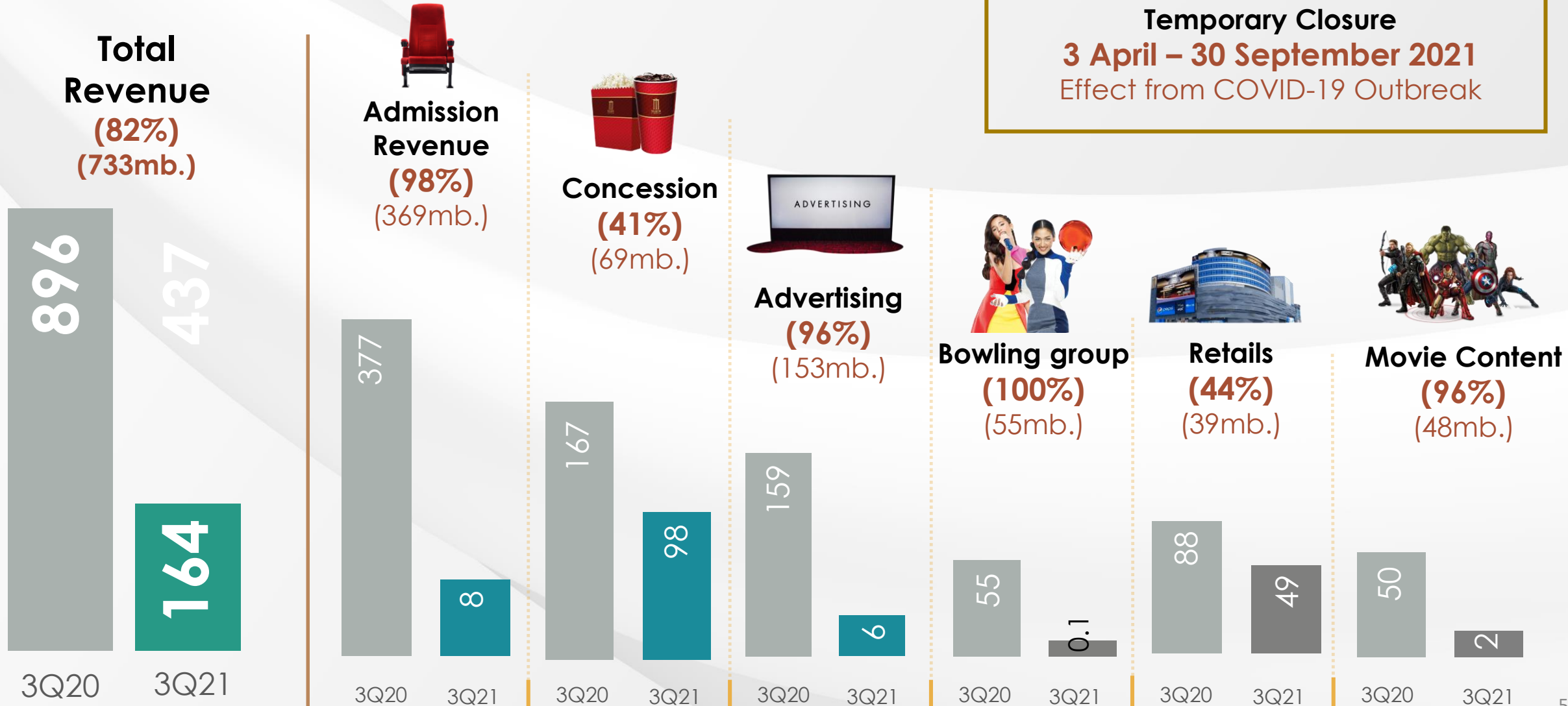
Financial Highlights

Bt.Million	9M21		9M20		Growth	
					Amt.	%
Revenue	1,454	100%	2,426	100%	(972)	(40%)
Gross Profit	(280)	(19%)	191	8%	(470)	(247%)
SG&A	1,482	102%	1,373	57%	109	8%
Operating Profit (Loss)	(1,761)	(121%)	(1,182)	(49%)	(579)	(49%)
EBITDA	2,896	199%	157	6%	2,739	1746%
EBIT	2,006	138%	(752)	(31%)	2,758	367%
Core Profit (Loss)	(821)	(56%)	(784)	(32%)	(37)	(5%)
Net Profit (Loss)	1,481	102%	(855)	(35%)	2,336	273%

3Q21 QUARTERLY BRIEFING

Revenue Breakdown

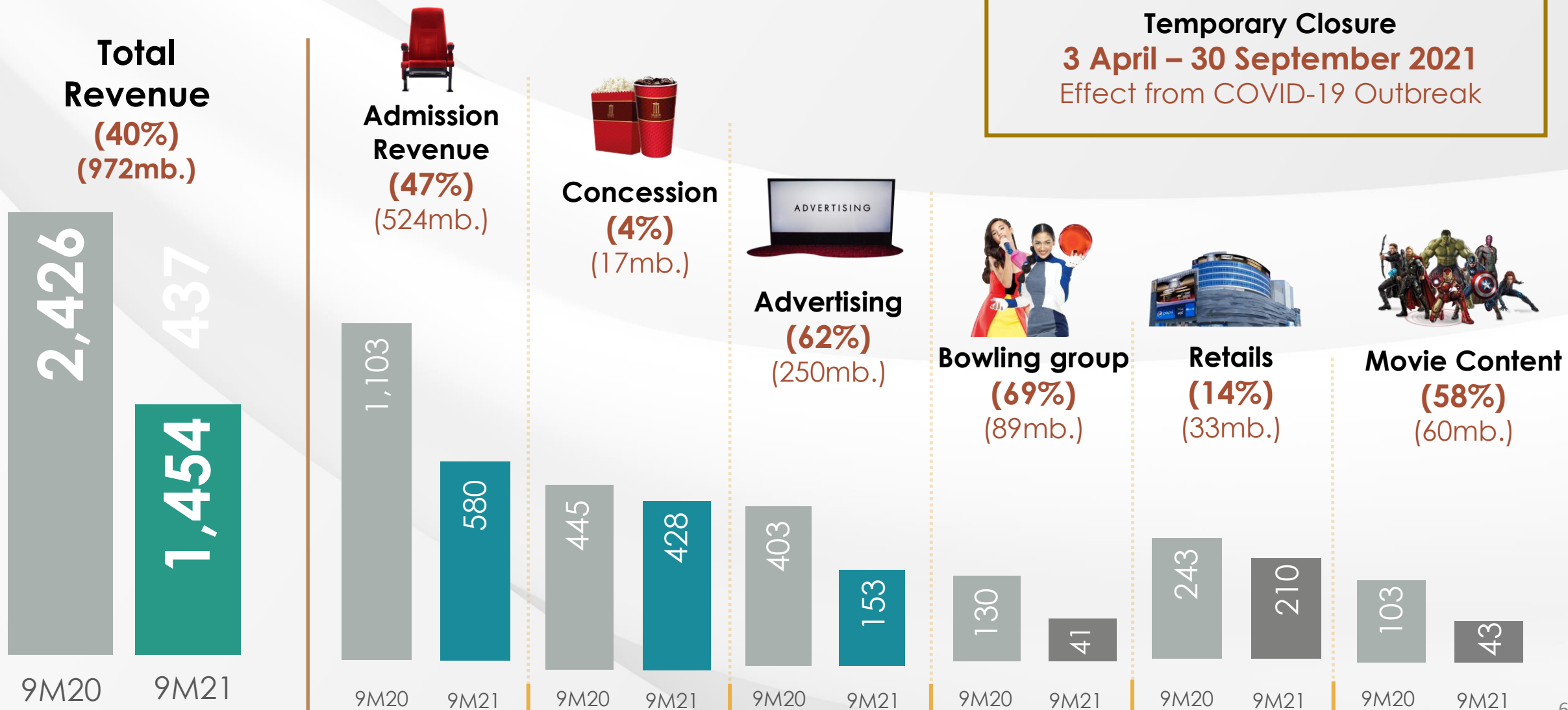
Temporary Closure
3 April – 30 September 2021
Effect from COVID-19 Outbreak



9M21 QUARTERLY BRIEFING

Revenue Breakdown

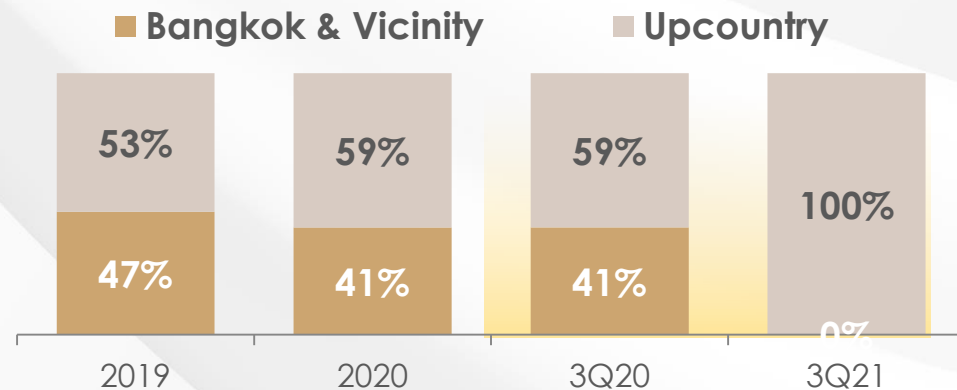
Temporary Closure
3 April – 30 September 2021
Effect from COVID-19 Outbreak



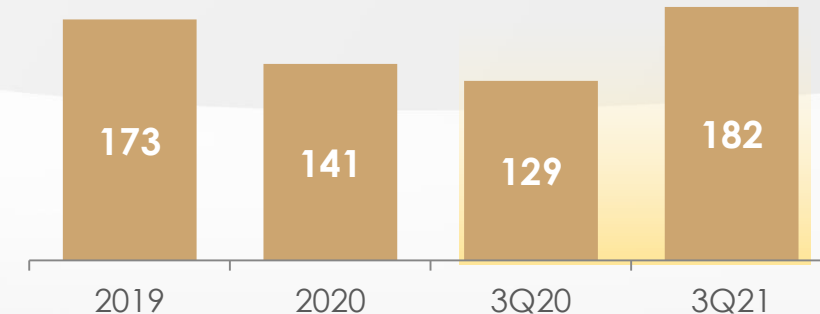
3Q21 QUARTERLY BRIEFING

Revenue : Admissions

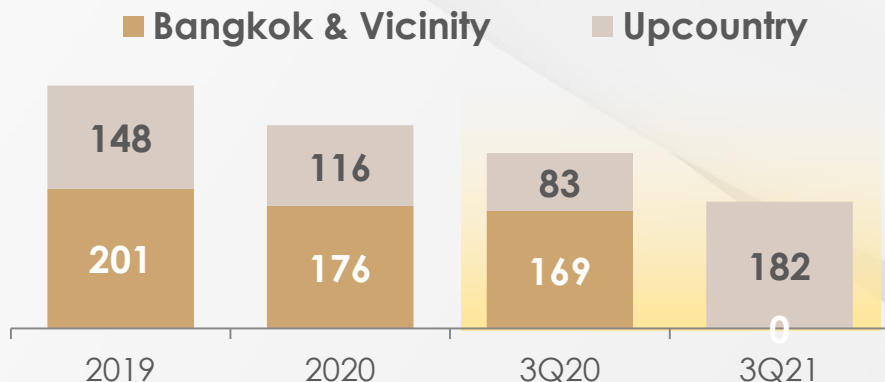
Guest Counts Breakdown By Regional



ATP (THB)



ATP Breakdown (THB)



Remark:

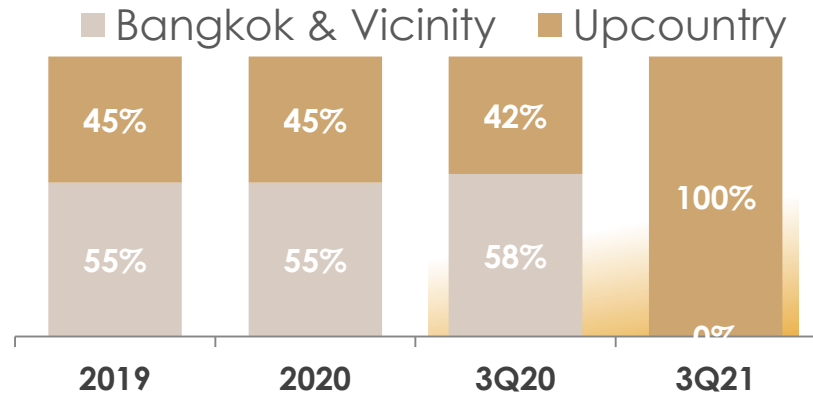
-Cinemas in dark-red zoned areas and nationwide have been closed since 3rd April – 30th September 2021 (the start of the third Covid-19 outbreak).

-In 24th September 2021, The CCSA approved the reopening of 60 screens with maximum 25% of seating capacity.

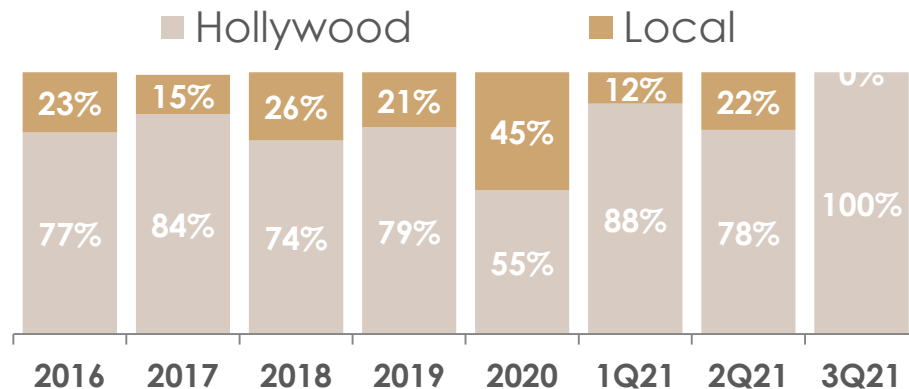
3Q21 QUARTERLY BRIEFING

Revenue : Admissions

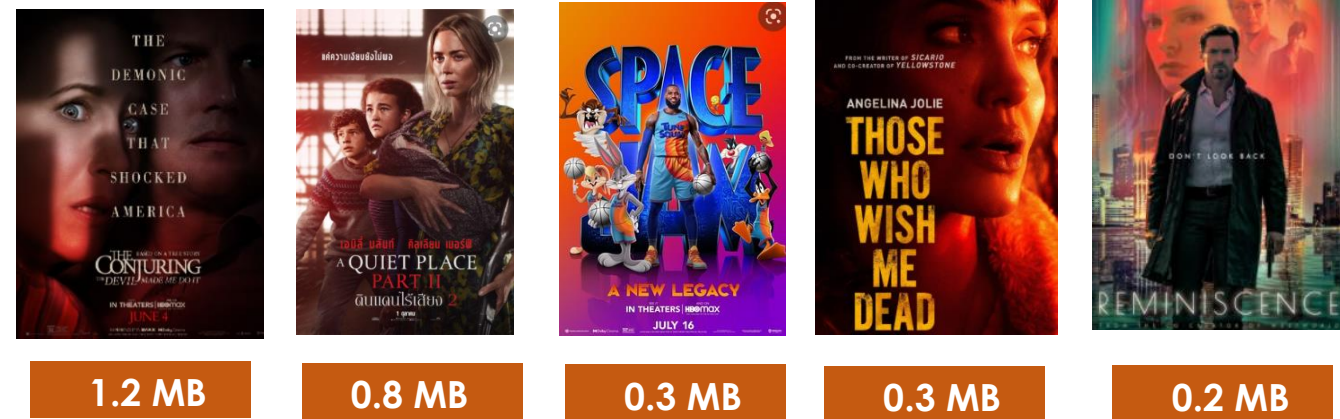
Box Office Breakdown by Regional



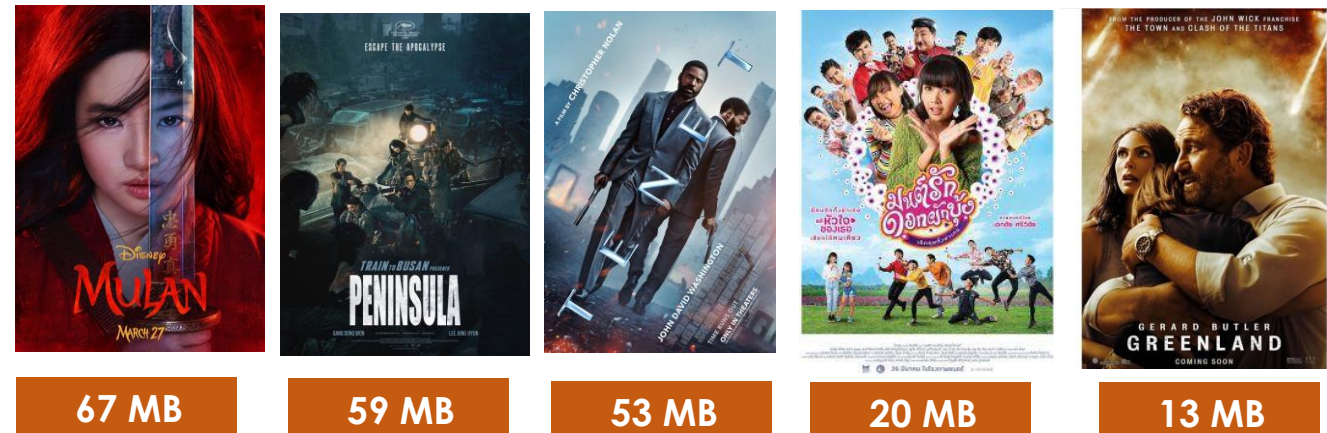
Market Share Breakdown by Movies

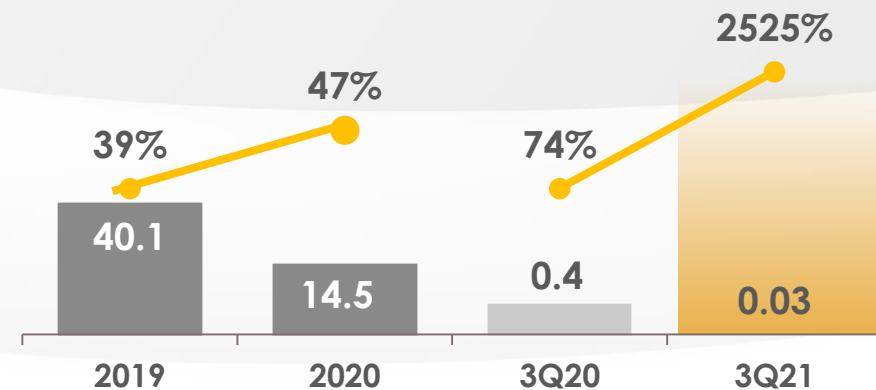
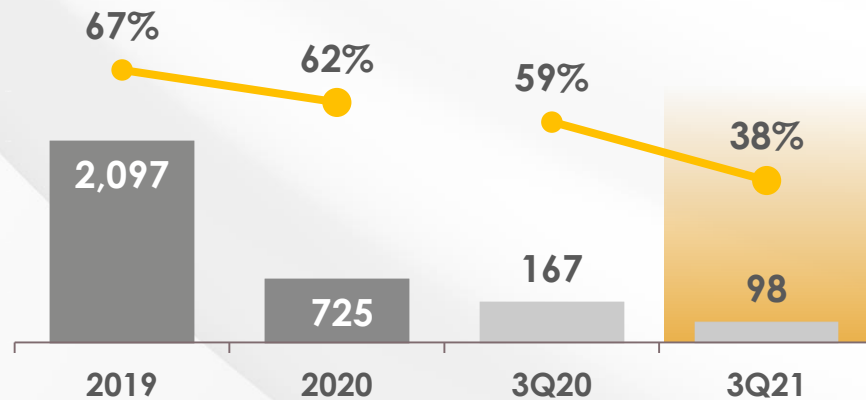


3Q21 Top 5 Box Office



3Q20 Top 5 Box Office



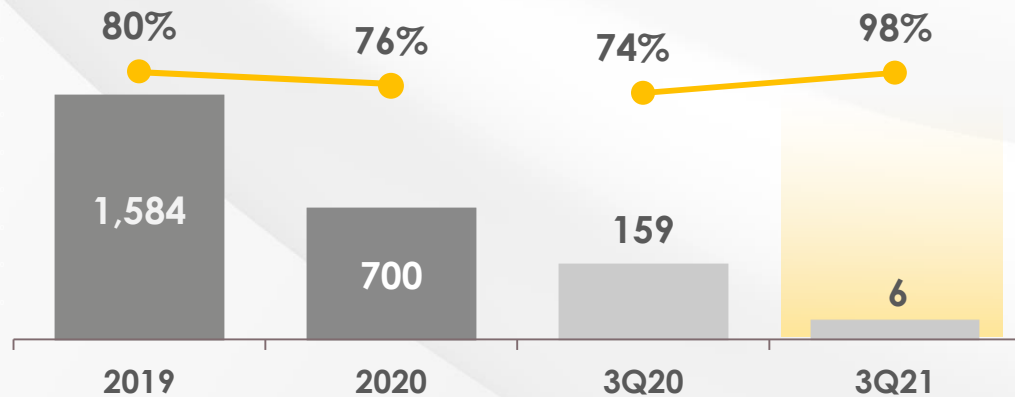


3Q21 QUARTERLY BRIEFING

Revenue Advertising/Bowling Group/Rental Service

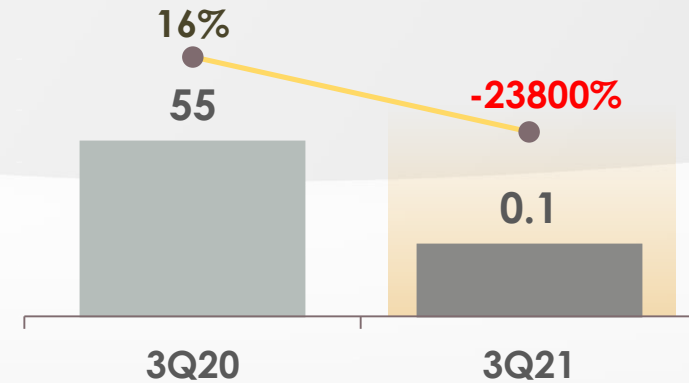
Advertising Revenue

■ Advertising Revenue (Million) ● Margin (%)



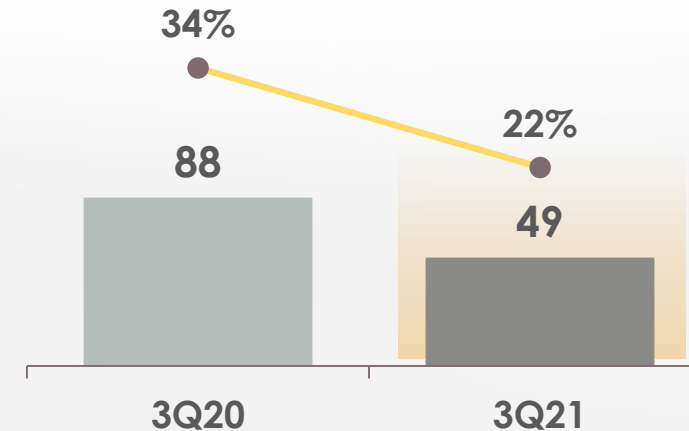
Bowling Group

■ Revenue (Million) ● Margin (%)



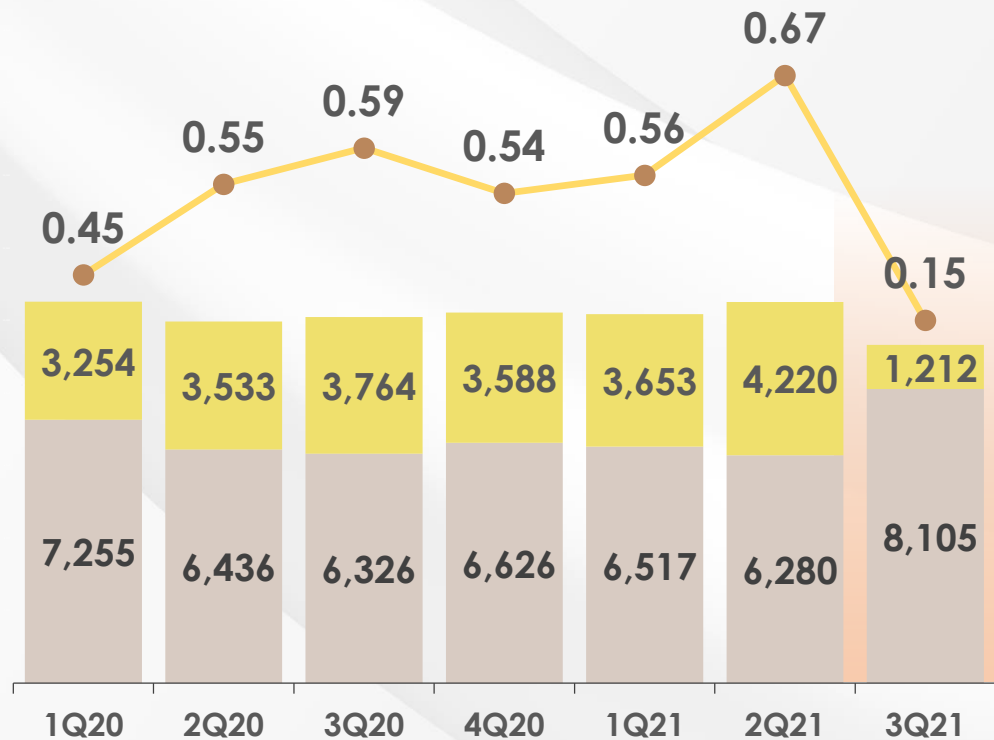
Rental Service

■ Revenue (Million) ● Margin (%)



3Q21 QUARTERLY BRIEFING

Balance Sheet Snapshot



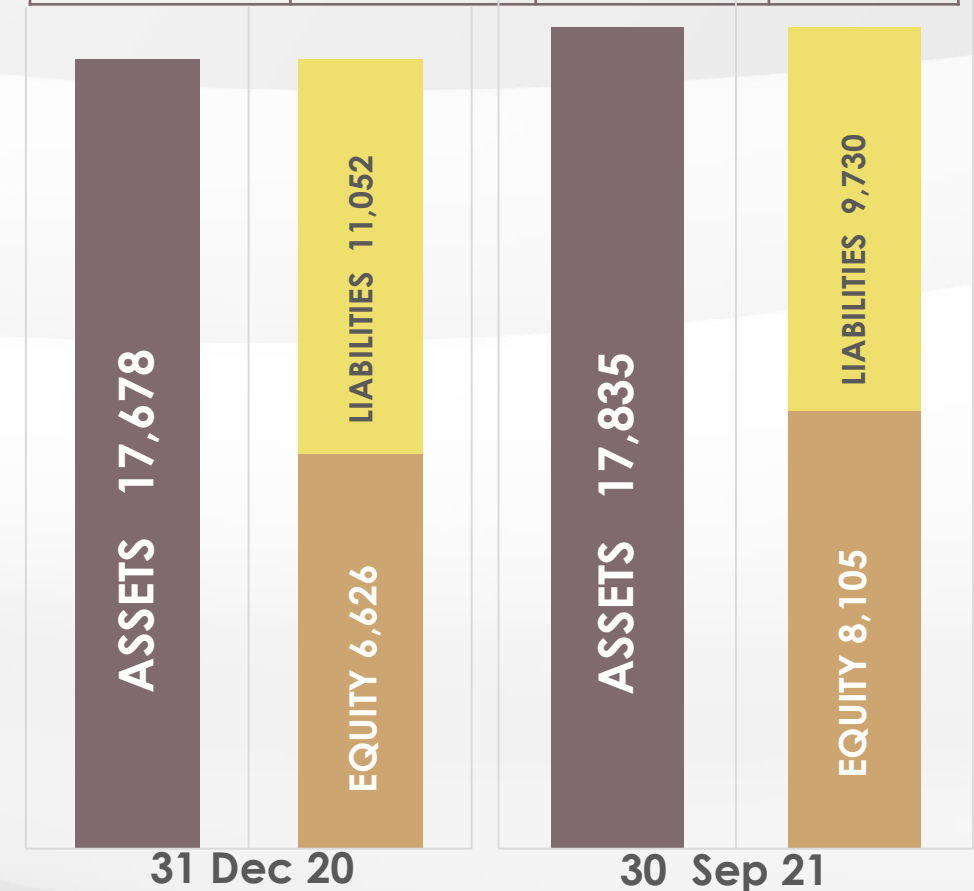
Net interest-bearing debts
Equity

Net D/E

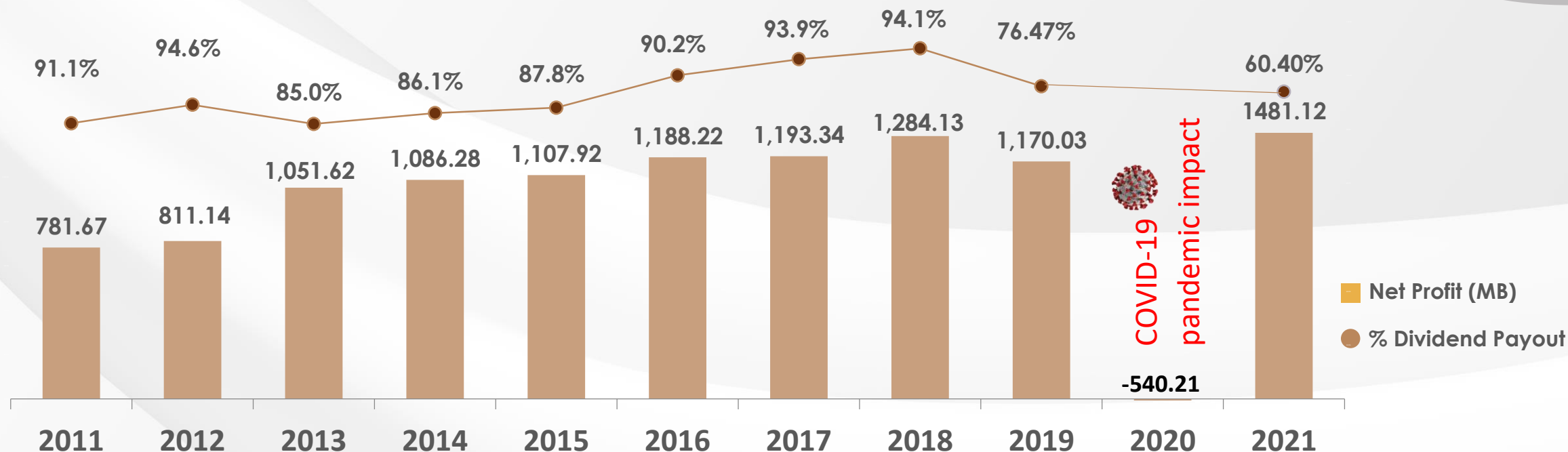
D/E in 3Q21
(3Q20 : 1.73, Y2020 : 1.70) **1.20**

Debt Covenant in 3Q21
(3Q20 : 1.29, Y2020 : 1.28) **0.85**

Bt.million	31Dec20	30Sep21	%chg
Assets	17,678	17,835	1%
Liabilities	11,052	9,730	(12%)
Equity	6,626	8,105	22%



DIVIDEND PAYOUT (Dividend Track Record)



	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Net Profit (MB)	781.67	811.14	1,051.62	1,086.28	1,170.92	1,188.22	1,193.34	1,284.13	1,170.03	(540.21)	1,481.12
% Dividend Payout	91.11%	94.56%	85.00%	86.07%	87.79%	90.23%	93.98%	94.10%	76.47%	0.00%	60.40%
EPS (THB)	0.9	0.92	1.18	1.22	1.31	1.33	1.33	1.43	1.57	(0.59)	1.66
Interim Dividend (Baht : Share)	0.43	0.39	0.5	0.5	0.55	0.6	0.65	0.65	0.65	0.00	1.00
Remaining Dividend (Baht:Share)	0.39	0.48	0.5	0.55	0.60	0.60	0.60	0.70	0.35	0.00	0.00
DPS (THB)	0.82	0.87	1	1.05	1.15	1.2	1.25	1.35	1.00	0.00	1.00
Dividend yield (%)	5.8	4.6	5.7	3.8	3.3	3.7	4.3	6.6	3.96	0.00	4.60


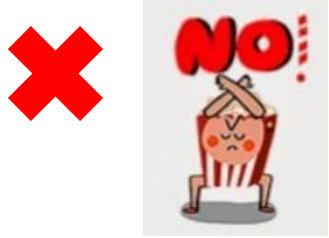

*Record date on 26 November 2021 and the payment of the dividend will be made on 9 December 2021.



BUSINESS REVIEW



COMPARISON CINEMA SITUATION (PRE/POST COVID-19)

	Pre-Covid19 As of YE2019	Post-Covid19	
		October 2021	November 2021
Number of Screens operated	817	85%	90%
Average Showtime per Day	6-8	2-3	4
Seating Capacity	100%	50%	75%
Popcorn in Cinema			

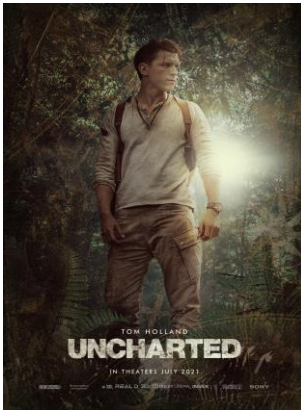
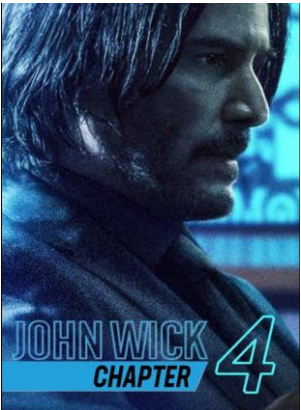
1H22: HOLLYWOOD/LOCAL - MOVIE LINE UP

HOLLYWOOD
Jurassic World: Dominion
Transformers: Rise of the Beasts
Doctor Strange in the Multiverse of Madness
The Batman
Morbius
Top Gun 2 : Maverick
John Wick: Chapter 4
Uncharted
Lightyear
Resident Evil: Welcome to Raccoon City
Deep Water
Dead on the Nile
Thirteen Lives
Ghostbuster: Afterlife
Untitled Elvis Presley Project
Scream
Bullet Train

THAI MOVIES
Start It Up (M)
Love Distancing (M)
Fast and Feel Love (GDH)
Love Destiny (GDH)
Dang Pra Khanong (M)
Thesis
Haunted Universities 2
Estimate 15 Thai Movies in 1H22
*(Data as of Nov21)

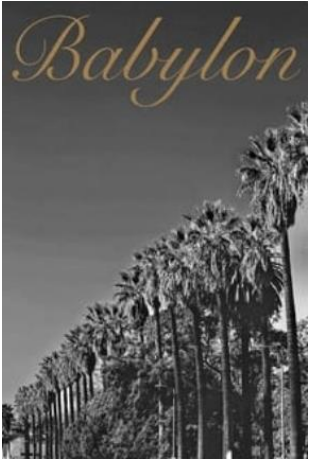
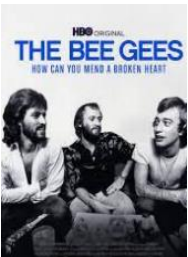
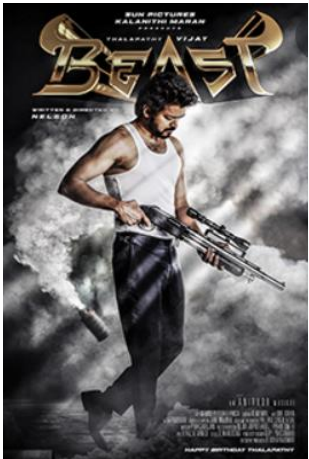
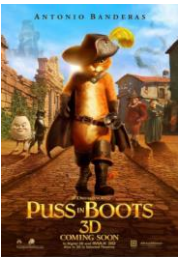
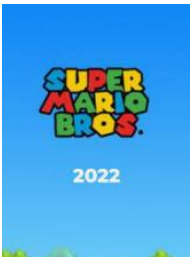
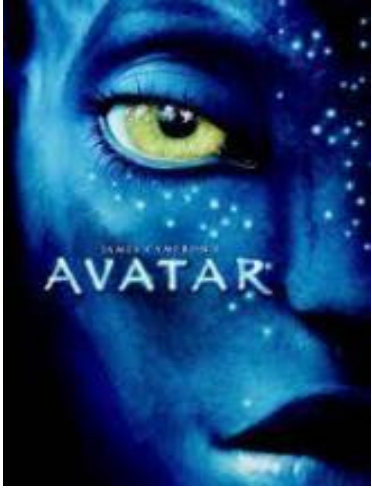
*Please note that release dates are subject to change.

ANIMATION
Clifford the Big Red Dog
Peter Rabbit 2: The Runaway
Rumble
Sonic the Hedgehog 2
Turning Red
DC League of Super-Pets
Hotel Transylvania 4



2H22: HOLLYWOOD/LOCAL - MOVIE LINE UP

HOLLYWOOD
Avatar 2
Mission: Impossible 7
Black Panther: Wakanda Forever
Thor: Love and Thunder
Aquaman and the Lost Kingdom
Black Adam
The Flash: Flashpoint
Untitled Disney Live Action
Babylon
Beast
Samaritan
Untitled Universal 2022
Spider-Man: Into the Spider-Verse 2
Halloween Ends
Paranormal Activity: The Other Side
Minions : The Rise of Gru
Super Mario Bros.: The Movie
Puss in Boots: The Last Wish
THAI MOVIES
9 Titles from MPIC
2 Titles from GDH
2 Titles from Pra Na Korn
1 Title from Sony
1 Title from Five Stars
Estimate 20-30 Thai Movies in 2H22
*(Data as of Nov21)



*Please note that release dates are subject to change.

2023 HOLLYWOOD: MOVIE LINE UP

HOLLYWOOD

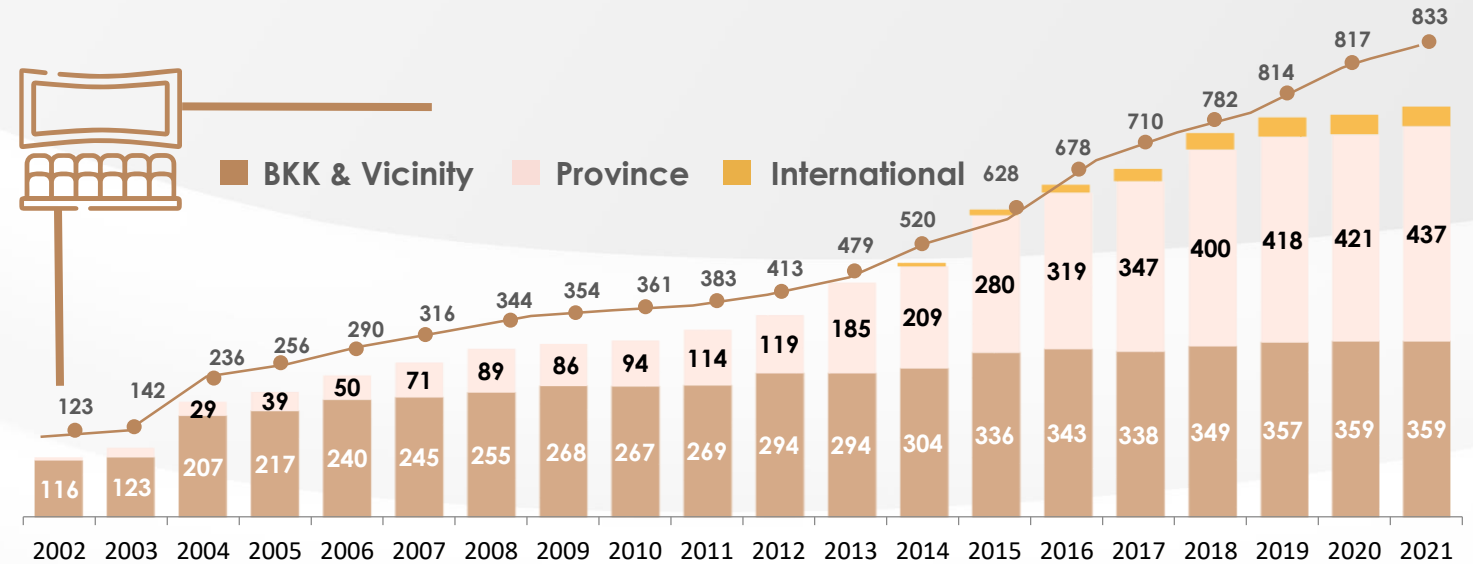
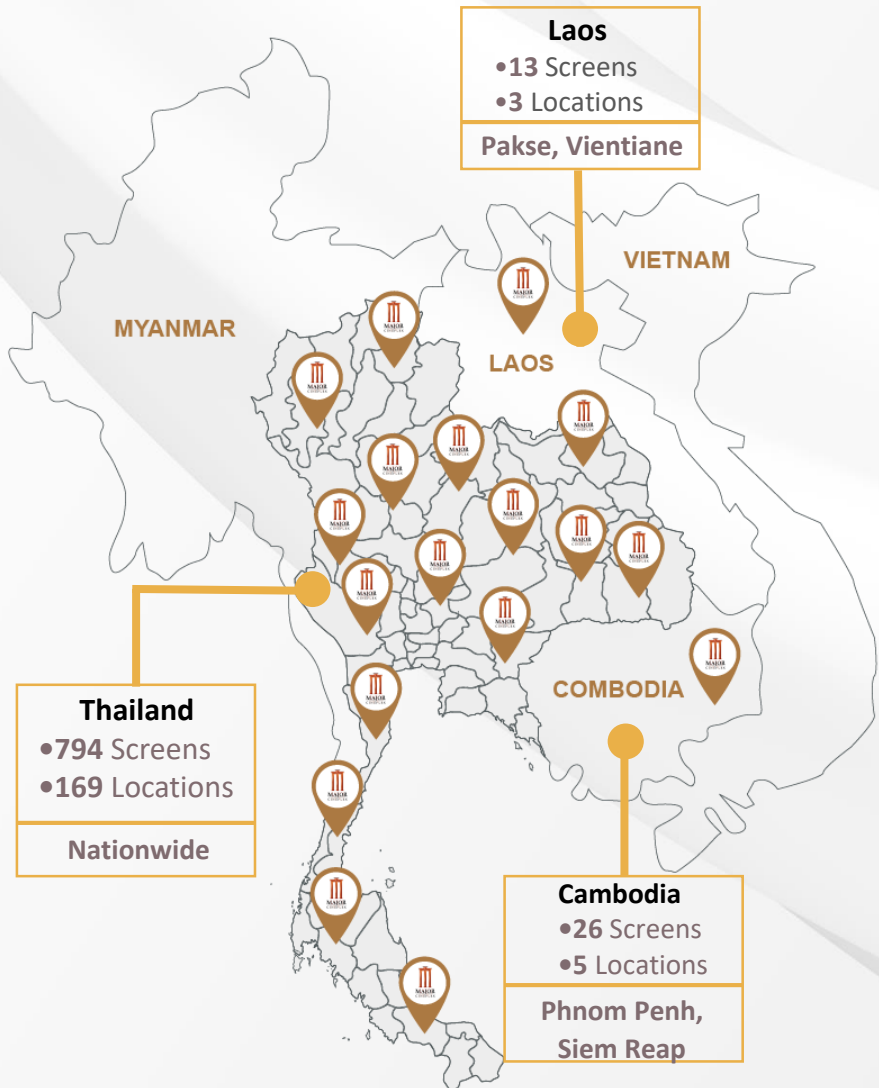
Fast & Furious 10 - Part 1
The Marvels
Ant-Man and the Wasp: Quantumania
Mission: Impossible 8
Guardians of the Galaxy Vol. 3
Star Wars: Rogue Squadron
Shazam! Fury of the Gods
A Quiet Place Spin-off
Untitled Star Trek Sequel
Teenage Mutant Ninja Turtles
Untitled Marvel Oct. 2023 Film
Exorcist
Shrinking of Treehorn
Sherlock Holmes 3
Indiana Jones 5
The Last Voyage of the Demeter
The Tiger's Apprentice
Dungeons & Dragons
Wonka
The Little Mermaid
Barbie



*Please note that release dates are subject to change.

EXPANSION PLAN

MAJOR currently operated 823 screens, 174 locations nationwide and international.
and adjusted ~16 additional screens in year 2021 expansion plan.



Screen Expansion Year 2021

No.	Location	Screens	Location No.	BKK& Vicinity	UPC	Inter	Opening Date
1	Lotus Nikombangkadi	2	173	√			1Q21 (12 Screens)
2	Surin Plaza	4	174		√		
3	Central Sriracha	5	175		√		2H20 (11 Screens)
4	Big C Poowin	3	176		√		
5	EGV Lotus HatYai	2	177		√		

EXPANSION PLAN

MAJOR seeks for opportunity to expand its business in Thailand and CLMV with many models.

Screen Expansion Year 2022

No.	Location	Screens	Location No.	BKK& Vicinity	UPC	Inter	Opening Date
1	EGV Payao	2	178		√		
2	Lotus Samutprakarn	2	179	√			
3	Central Chantaburi	5	180		√		
4	Robinson Ratchaphruek	5	181		√		
5	EGV Yala	3	182		√		
The rest of the locations will be annouced soon							

Standalone



5 Standalone

Shopping Malls



67 Shopping Malls

Lifestyle mall



6 Lifestyle Malls

Hyper Markets



99 Hypermarket

Appendix

Acronyms, Abbreviations, and Initialisms

ATP	Average Ticket Price	Guest Count (GC)	No. of Tickets sold
CTB	Concession to Box Office Ratio	MGEN	Major Loyalty Program
Comp.	Complimentary Ticket	MPASS	Unlimited Movies Pass
Concession	Revenue from Popcorn, Soft drink and other		limited only 5 branches (Pilot Project)

Disclaimer

The information in this presentation has been prepared by Major Cineplex Public Company Limited (MAJOR) and is general background information about MAJOR's activities current as at date of this presentation. This presentation is not intended to provide the basis of any investment decision, nor to substitute your own analysis and investigation and should not be considered as a recommendation to any recipient of this presentation. Before acting on any information you should consider the appropriateness of the information having regard to these matters, any relevant offer document and in particular, you should seek independent financial advice. All securities or instrument transactions involve risks and uncertainties which may cause the actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Nothing in this presentation is, or should be relied on as a promise or representation of MAJOR as to the future.



For further inquiry <http://investor.majorcineplex.com/en>
 Contact person: Suparee Jayapoom
 Email : ir@majorcineplex.com

