



# MAJOR CINEPLEX GROUP PLC.

Y2021 Company Presentation







# FINANCIAL OVERVIEW



# 4Q21 QUARTERLY BRIEFING

## Financial Highlights

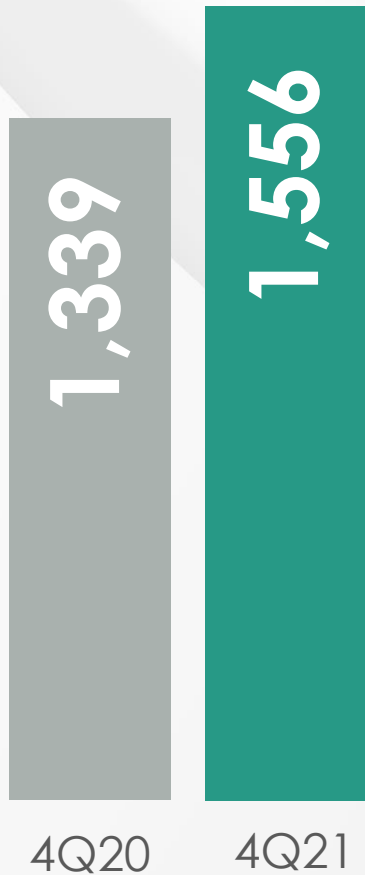
Bt. Million	4Q21		4Q20		Growth	
					Amt.	%
Revenue	1,556	100%	1,339	100%	217	50%
Gross Profit	431	28%	411	31%	20	58%
SG&A	428	27%	574	43%	(146)	(23%)
Operating Profit	3	0%	(164)	(12%)	167	102%
EBITDA	506	33%	627	47%	(121)	(19%)
EBIT	146	9%	294	22%	(148)	(50%)
<b>Core Profit / Loss</b>	<b>100</b>	<b>6%</b>	<b>328</b>	<b>24%</b>	<b>(227)</b>	<b>(69%)</b>
Net Profit (Loss)	100	6%	328	24%	(227)	(69%)

# 4Q21 QUARTERLY BRIEFING

## Revenue Breakdown

### Total Revenue

**+16%**  
+217mb.



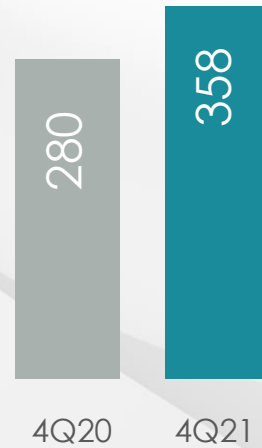
### Admission Revenue

**+36%**  
+235mb.



### Concession

**+28%**  
+78mb.



### Advertising

**(17%)**  
(29mb.)



### Bowling group

**(49%)**  
(36mb.)



### Retails

**(31%)**  
(29mb.)



### Movie Content

**(5%)**  
(3mb.)





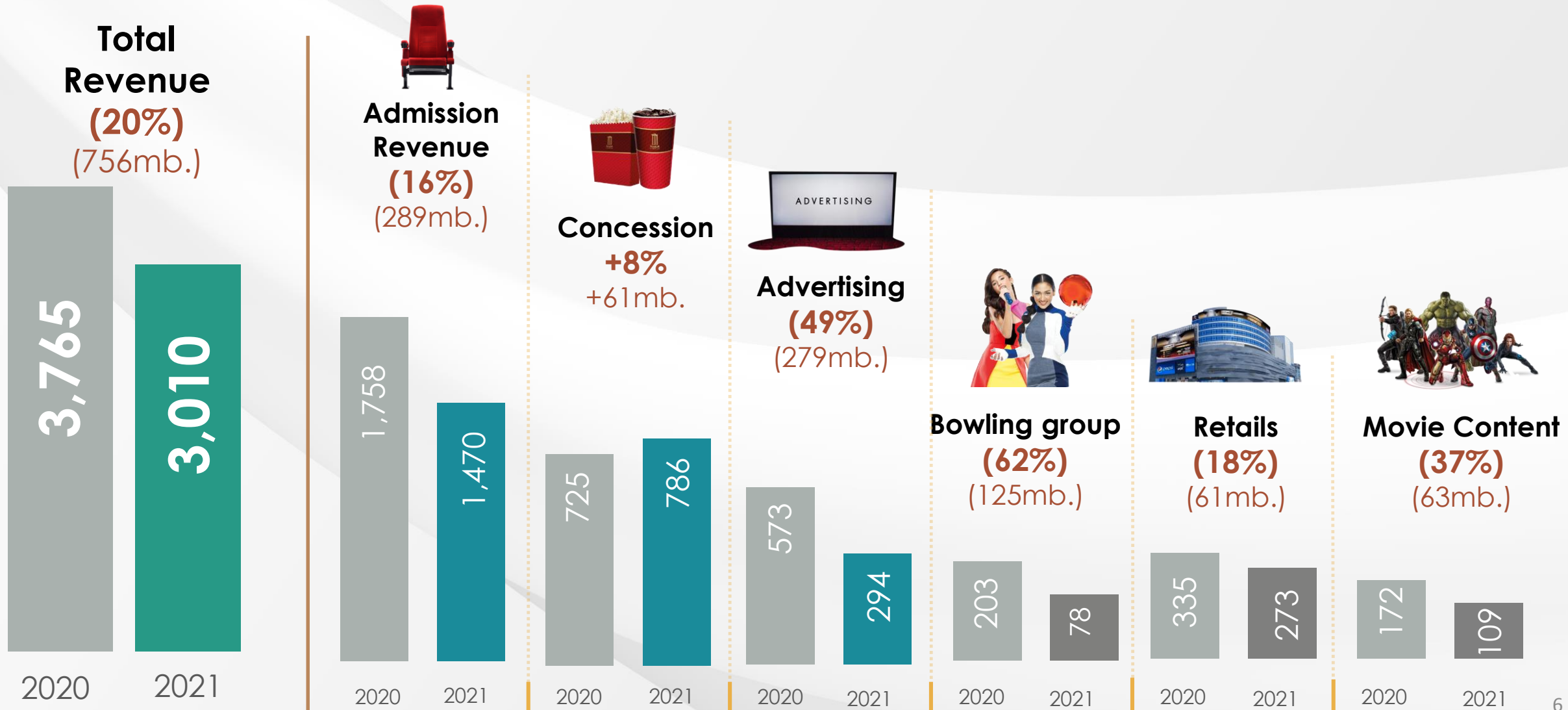
# FY2021 YEARLY BRIEFING

## Financial Highlights

Bt. Million	FY2021		FY2020		Growth	
					Amt.	%
Revenue	3,010	100%	3,765	100%	(756)	(20%)
Gross Profit	151	16%	601	16%	(450)	(75%)
SG&A	1,909	52%	1,947	52%	(37)	(2%)
Operating Profit	(1,758)	(36%)	(1,345)	(36%)	(413)	(31%)
EBITDA	3,402	21%	784	21%	2,618	334%
EBIT	2,152	71%	(458)	(12%)	2,610	570%
<b>Core Profit (Loss)</b>	<b>(1,581)</b>	<b>(53%)</b>	<b>(504)</b>	<b>(13%)</b>	<b>(1,077)</b>	<b>(214%)</b>
Net Profit (Loss)	1,581	53%	(527)	(14%)	2,109	400%

# FY2021 YEARLY BRIEFING

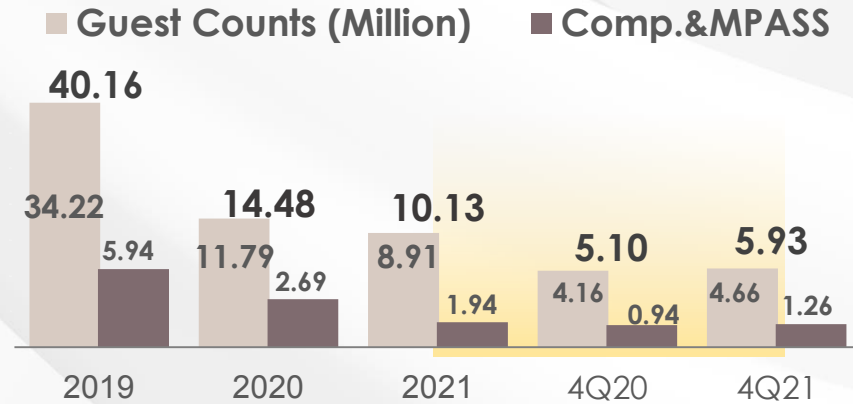
## Revenue Breakdown



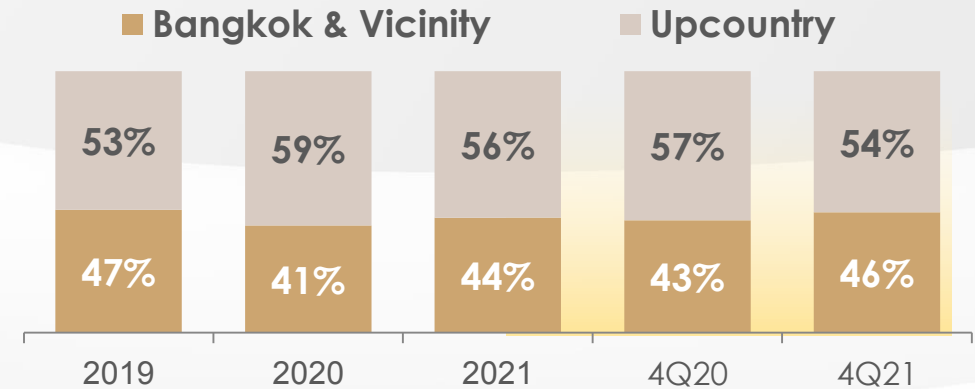
# 4Q21 QUARTERLY BRIEFING

Revenue : Admissions

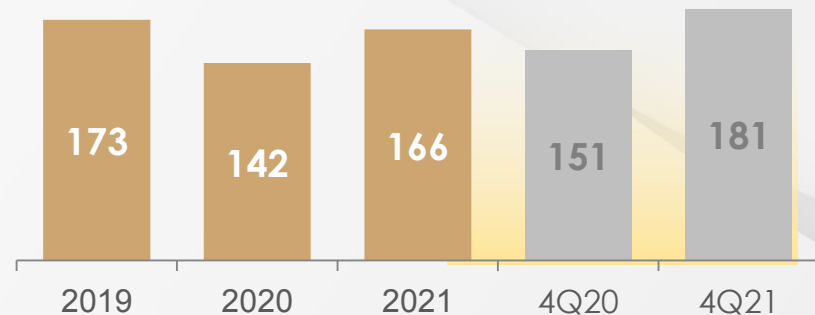
## ATP & Guest Counts



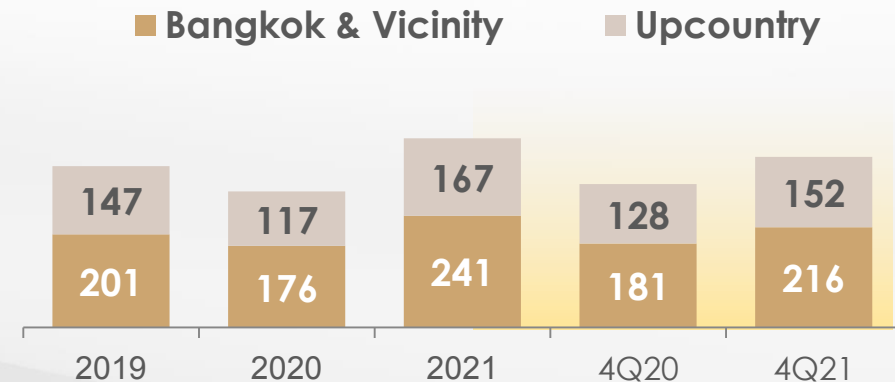
## Guest Counts Breakdown By Regional



## ATP (THB)



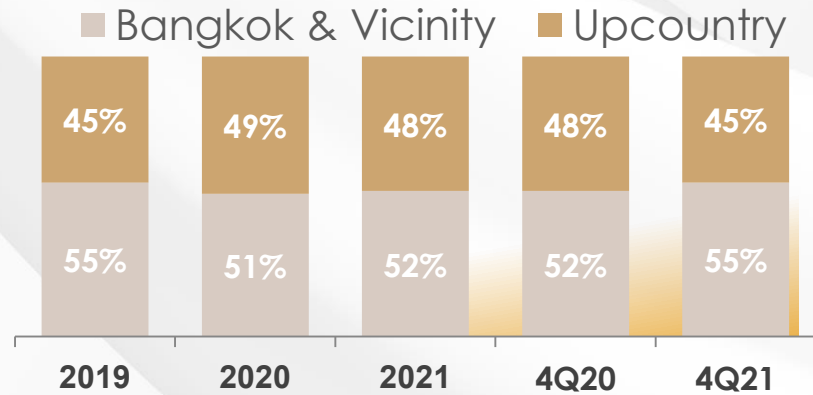
## ATP Breakdown (THB)



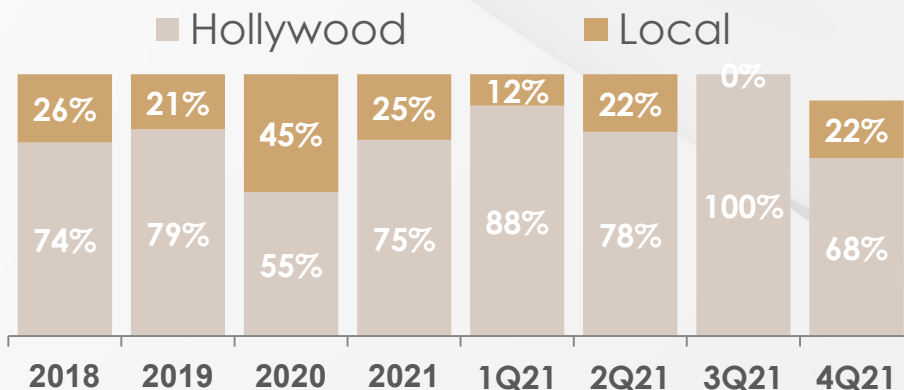
# 4Q21 QUARTERLY BRIEFING

Revenue : Admissions

## Box Office Breakdown by Regional



## Market Share Breakdown by Movies



## FY2021 Top 5 Box Office



## FY2020 Top 5 Box Office

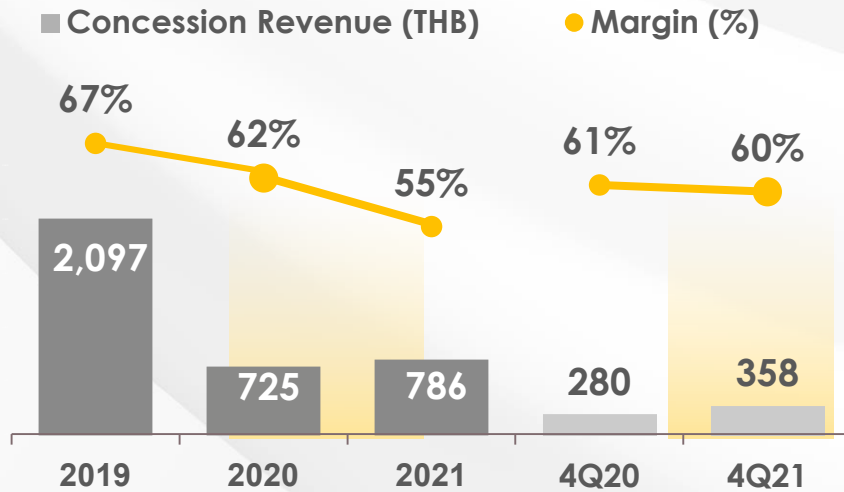




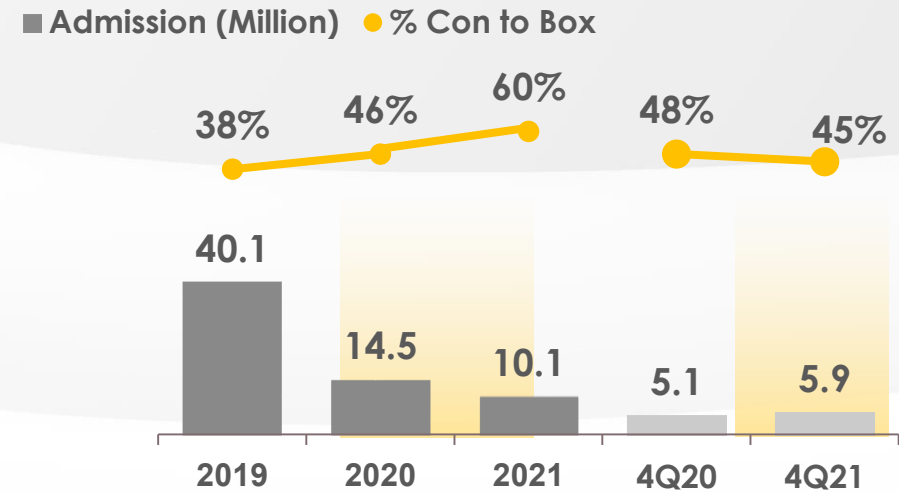
# 4Q21 QUARTERLY BRIEFING

## Revenue Concession

### Concession Revenue & Margin



### % Con to Box Ratio

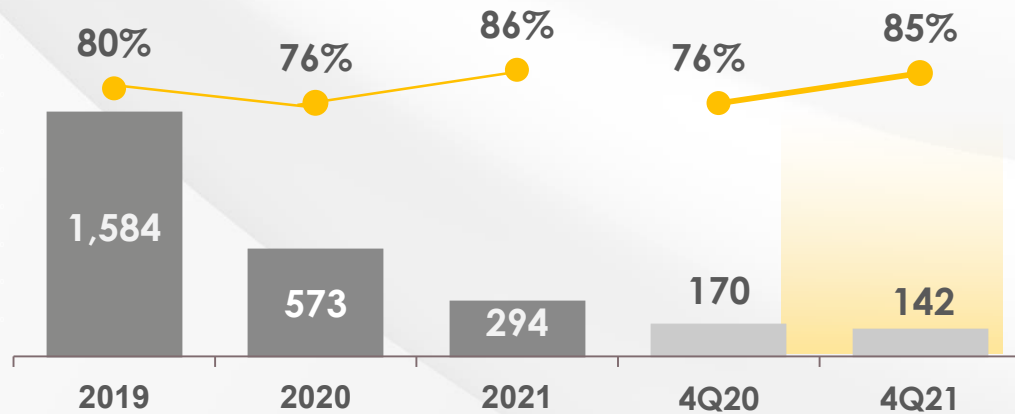


# 4Q21 QUARTERLY BRIEFING

## Revenue Advertising/Bowling Group/Rental Service

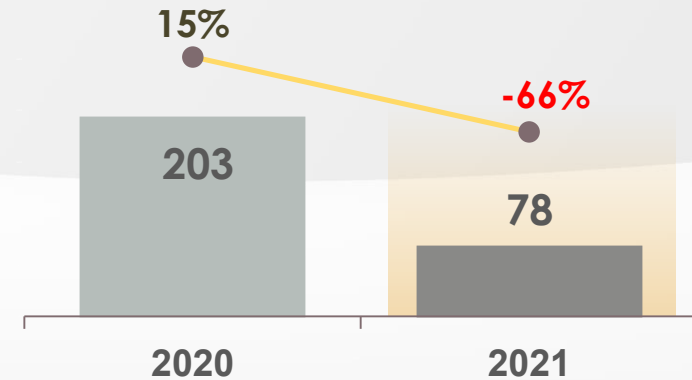
### Advertising Revenue

■ Advertising Revenue (Million) ● Margin (%)



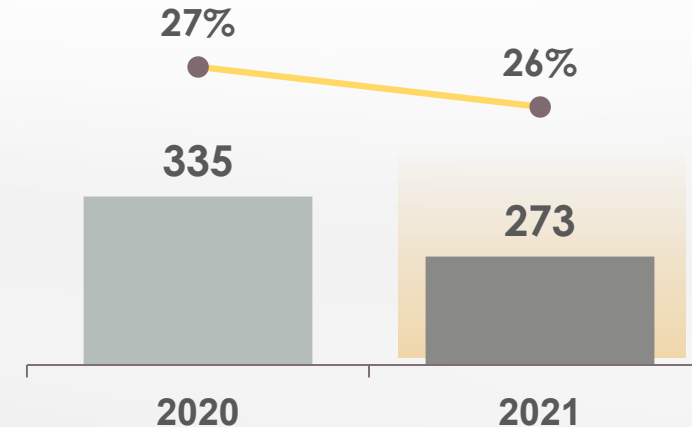
### Bowling Group

■ Revenue (Million) ● Margin (%)



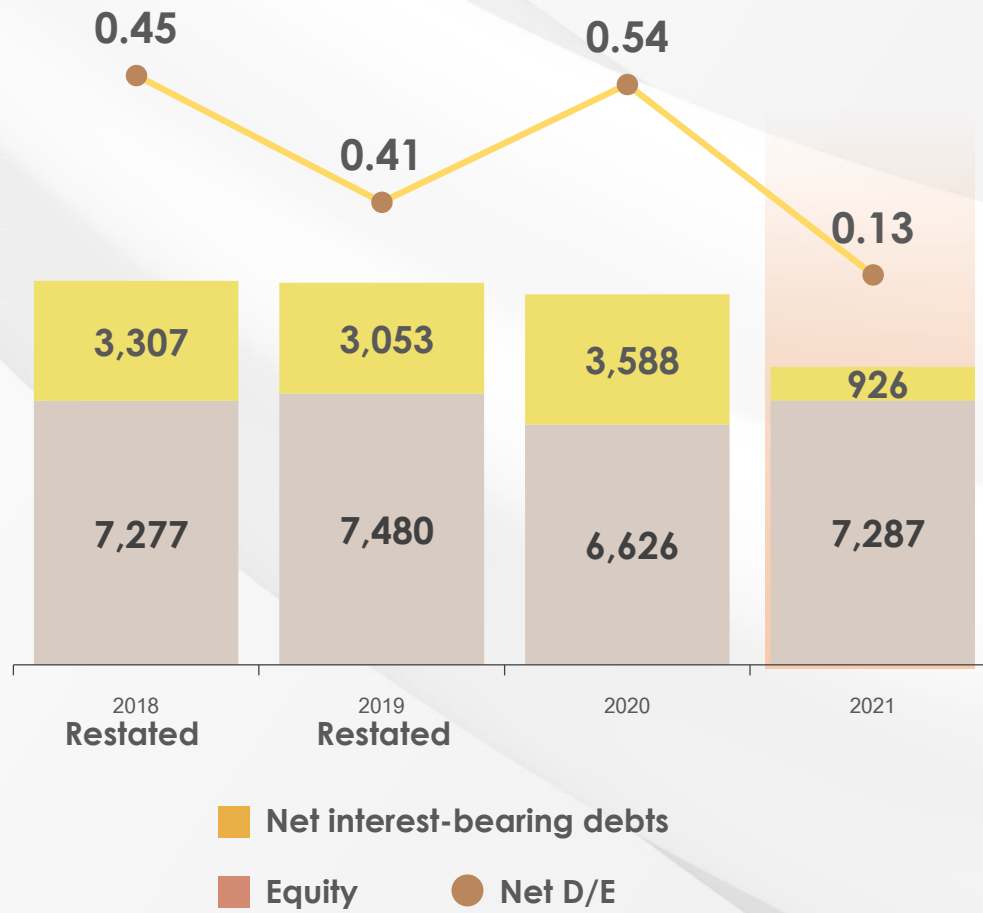
### Rental Service

■ Revenue (Million) ● Margin (%)

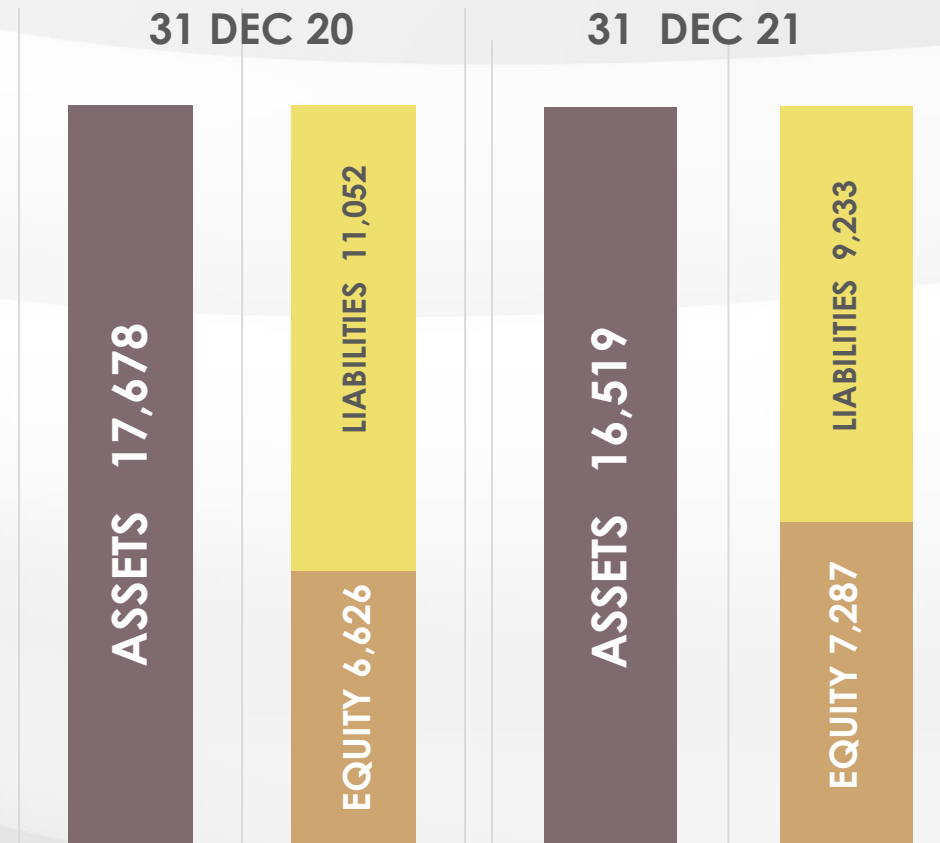


# 4Q21 QUARTERLY BRIEFING

## Balance Sheet Snapshot

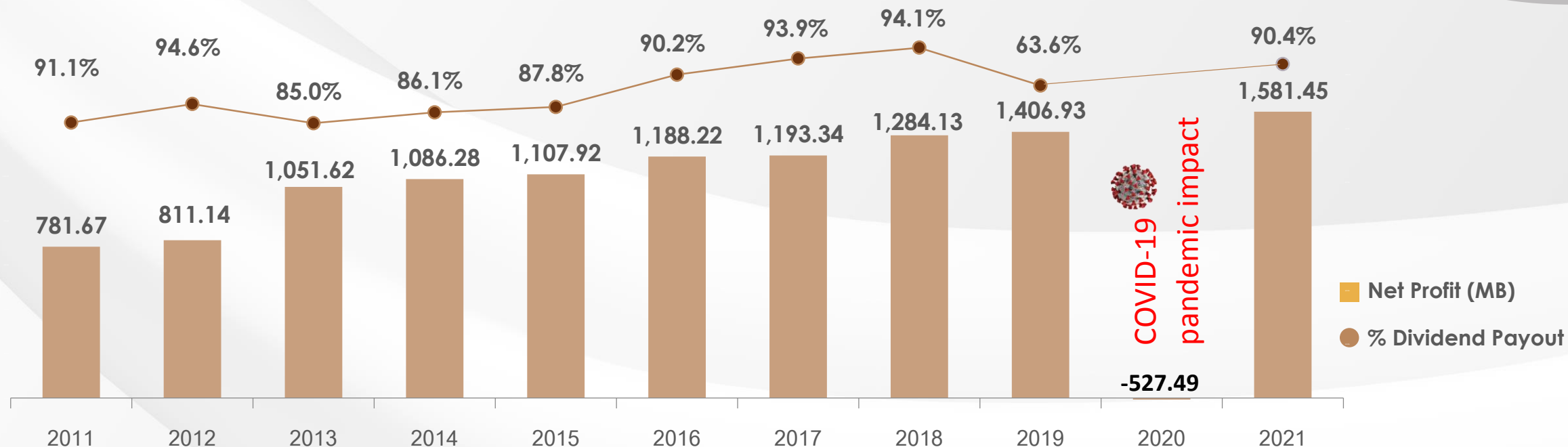


Bt.million	31Dec20	31Dec21	%chg
Assets	17,678	16,519	(7%)
Liabilities	11,052	9,233	(16%)
Equity	6,626	7,287	10%





# 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	1,406.93	(527.49)	1,581.45
% Dividend Payout	91.11%	94.56%	85.00%	86.07%	87.79%	90.23%	93.98%	94.10%	63.59%	0.00%	90.40%
EPS (THB)	0.9	0.92	1.18	1.22	1.31	1.33	1.33	1.43	1.57	(0.59)	1.77
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	0.60
DPS (THB)	0.82	0.87	1	1.05	1.15	1.2	1.25	1.35	1.00	0.00	1.60
Dividend yield (%)	5.8	4.6	5.7	3.8	3.3	3.7	4.3	6.6	3.96	0.00	8.0

\*Record date on 22 April 2022 and the payment of the dividend will be made on 6 May 2022.



# BUSINESS REVIEW





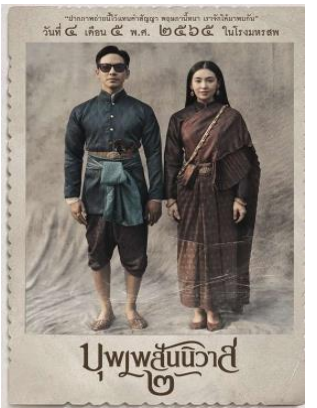
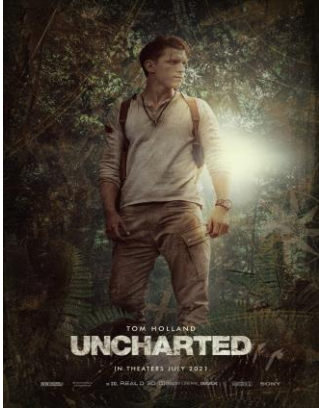
# 1H22: HOLLYWOOD/LOCAL - MOVIE LINE UP

HOLLYWOOD
Jurassic World: Dominion
Doctor Strange in the Multiverse of Madness
The Batman
Morbius
Top Gun 2 : Maverick
Uncharted
Lightyear
Blacklight
Deep Water
Dead on the Nile
Thirteen Lives
Elvis Presley
Scream
Bullet Train
The Black Phone
Ambulance

THAI MOVIES
One for the Road (GDH)
Cracked (MPIC)
Pee Nak 3 (Five Star)
Start It Up (M)
Love Distancing (M)
Fast and Feel Love (GDH)
Love Destiny (GDH)
Dang Pra Khanong (M)
SLR (MPIC)
Haunted Universities 2
Estimate 19 Thai Movies in 1H22
*(Data as of Feb22)

\*Please note that release dates are subject to change.

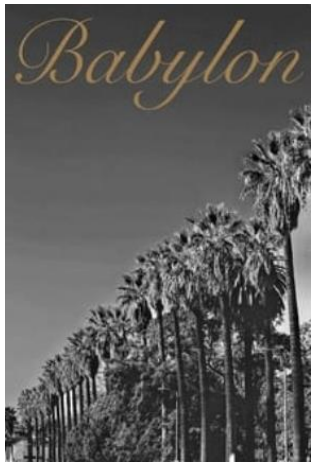
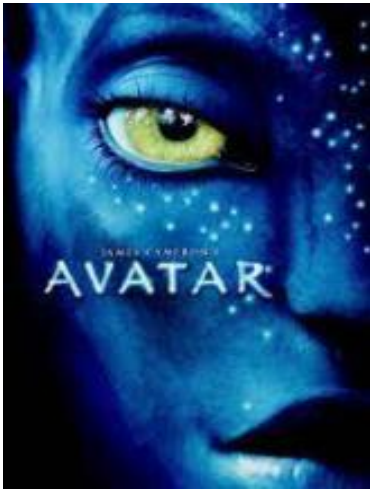
ANIMATION
Clifford the Big Red Dog
The Bad Guy
Sonic the Hedgehog 2
DC League of Super-Pets





# 2H22: HOLLYWOOD/LOCAL - MOVIE LINE UP

HOLLYWOOD
Avatar 2
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 Feb22)



\*Please note that release dates are subject to change.

# 2023 HOLLYWOOD: MOVIE LINE UP

## HOLLYWOOD

Fast & Furious 10 - Part 1

Transformers: Rise of the Beasts

The Marvels

Ant-Man and the Wasp: Quantumania

Mission Impossible 7

Indiana Jones 5

John Wick: Chapter 4

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

Dungeons & Dragons

Teenage Mutant Ninja Turtles

The Last Voyage of the Demeter

The Tiger's Apprentice

Dungeons & Dragons

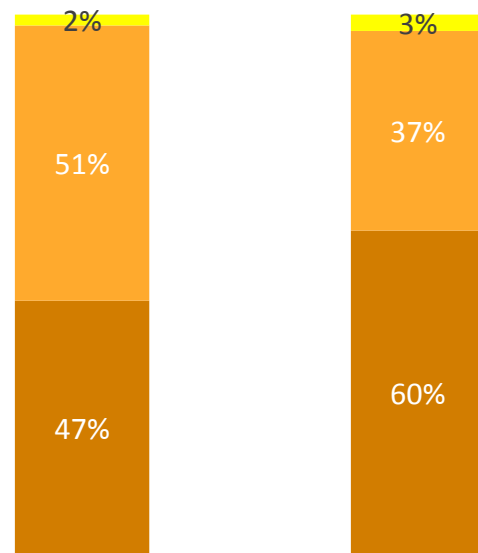




# MOVIE CONTENT: CONTENT IS KING!

Business model meet the demands of digital world to leverage maximum revenue

Revenue Breakdown by percentage (%)



FY2020

FY2021

- Media & Others
- Film Rights & Distribution
- Movie Production

## Movie Production Business:

- Target to produce 15 - 20 local contents
- Most of contents are under joint venture model
- Collaboration projects with strong entertainment companies in Thailand and International media companies



## Film Rights & Distribution Business:

- Maximize revenue by manage licensee in MPIC's library, as now MPIC Group represent more than 200 movie's rights holder
- Sell licensee both OTT platform (Netflix, Disney+, etc) and free TV
- Distribute local contents for independent studios into Thailand and International cinema market (Negotiate with cinema operators & marketing plan and charge distribution fee)
- Distribute varieties of international contents such as independent films, animation for international studios in Thailand and CLMV markets

Remark:

Cinema temporary closed:

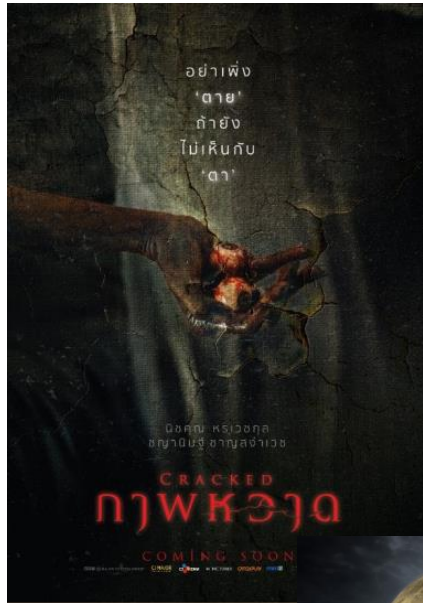
2021: 3<sup>rd</sup> April – 30<sup>th</sup> September

2020: 18<sup>th</sup> March – 31<sup>st</sup> May



# MPIC GROUP: MOVIE LINE UP 2022

1Q22



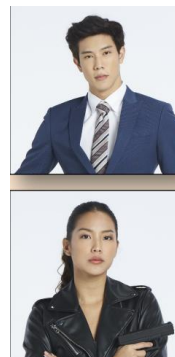
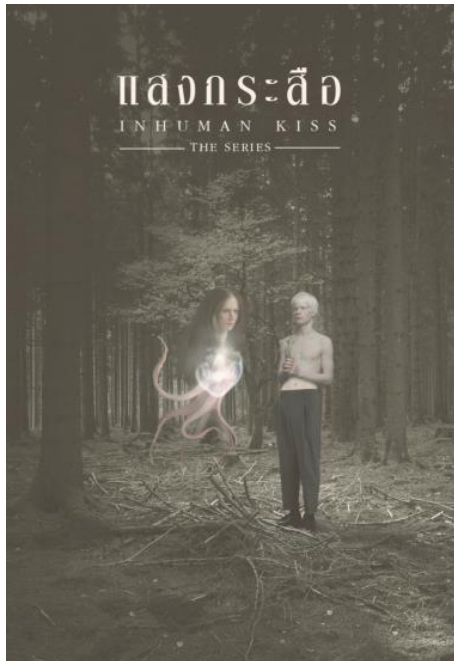
2Q22





# MPIC GROUP: MOVIE LINE UP 2022

2H22



# EXPANSION PLAN

MAJOR currently operated 833 screens, 177 locations nationwide and international.  
and 25-30 additional screens in year 2022 in expansion plan.

## Standalone



5 Standalone

## Shopping Malls



73 Shopping Malls

## Hyper Markets

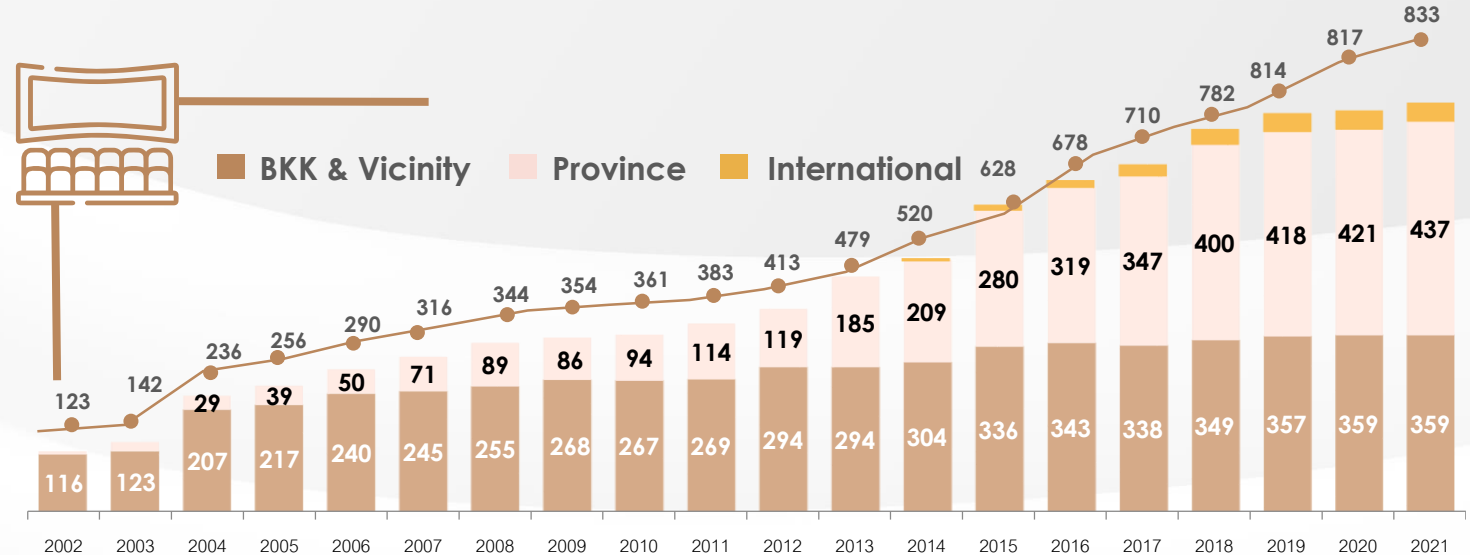


99 Hypermarket

## International



8 Locations, 2 Countries



Screen Expansion Year 2021

No.	Location	Screens	Location No.	BKK& Vicinity	UPC	Inter	Opening Date
1	Lotus Samutprakarn	2	178	✓			1Q22
2	Central Chantaburi	5	179		✓		2Q22
3	Lucky Mall, Cambodia	3	180			✓	
4	Robinson Ratchaphruek	5	181		✓		2H22
5	Aoen Mall 3, Cambodia	8	182				
6	EGV Yala	3	183		✓		

The rest of the locations will be annouced soon



# Appendix

## Acronyms, Abbreviations, and Initialisms

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

## Disclaimer

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