

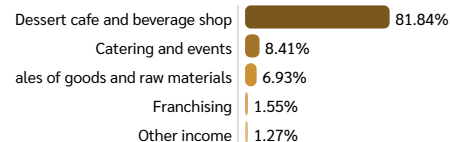
Business Overview

1. Dessert cafe 2. Sales of goods and raw materials 3. Catering and events 4. Franchise

Business Highlight

• The Company operates a dessert cafe under the brand name "After You" and the small coffee shop under the "Mikka" trademark.

Revenue Structure



Performance and Analysis 2021

	2021	2020	2019	2018
Income Statement (MB)				
Revenues	628.83	774.80	1,205.25	880.73
Expenses	613.61	699.13	911.89	700.41
Net Profit (Loss)	4.45	55.47	237.08	147.43
Balance Sheet (MB)				
Assets	1,131.99	1,303.22	1,200.23	1,097.42
Liabilities	325.06	452.52	161.63	140.32
Shareholders' Equity	806.56	850.70	1,038.59	957.10
Cash Flow (MB)				
Operating	106.62	172.44	337.00	209.48
Investing	0.10	181.47	-160.46	-73.01
Financing	-90.65	-292.75	-155.10	-122.55
Financial Ratio				
EPS (Baht)	0.01	0.07	0.29	0.18
GP Margin (%)	57.16	60.89	64.68	66.83
NP Margin (%)	0.70	7.16	19.67	16.74
D/E Ratio (x)	0.40	0.53	0.16	0.15
ROE (%)	0.54	5.87	23.76	15.61
ROA (%)	1.25	6.05	25.54	16.92

Business Performance Summary

- Revenue in 2021 decreased THB 145.97 million or decreased by 18.84% from 2020 mainly due to the decrease in consumers' purchasing power, as well as the temporary closure of some branches according to government measures in quarter 2 and 3
- Gross profit margin in 2021 was 57.16%, decreased by 3.73% from 2020 due to the higher proportion of take-home products and orders via food delivery services, which have lower margins due to higher packaging costs. In addition, the Company achieved higher sales of raw material to Mikka Café franchise, which have relatively lower margins.
- Net profit and net profit margin decreased mainly due to the decrease in total revenue at a higher proportion than the decrease in overall expenses as a result of the impact from the COVID-19 outbreak and the decrease in consumers' purchasing power.

Key Milestones

- Started production at the new factory in Sinsakhon Industrial Estates, Samut Sakhon in 2016 and received the certificate of GMP and HACCP in 2017
- Listed on the MAI on 23 December 2016
- Opened the first Mikka coffee shop at Soi Pattanakarn 25 in December 2019

Stock Information



as of 31/12/21	AU	AGRO	mai
P/E (X)	932.54	171.62	58.21
P/BV (X)	10.23	3.82	3.42
Dividend yield (%)	0.60	2.09	1.18
	31/12/21	31/12/20	31/12/19
Market Cap (MB)	8,115.45	8,727.17	8,156.24
Price (B/Share)	9.95	10.70	10.00
P/E (X)	932.54	99.57	34.52
P/BV (X)	10.23	10.45	8.24

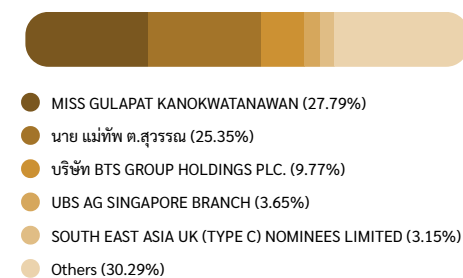
CG Report:



Company Rating:

Major Shareholders

as of 10/05/2021



Business Plan

The Company is committed to be the leader in the dessert and beverage business which emphasizes on the standard of quality, and maintain the popularity of consumers on the Company's products. With attention to detail, including the continuous creation of new menus, adding variety to novelty and to accommodate the changing of consumer needs, including the development of business opportunities to expand the business into the neighboring countries, along with the expanding distribution channels and diversified product lines as well.

Sustainable Development Plan

The Company realizes the importance of operating business with sustainable growth by focusing on operating the business with care for stakeholders, economy, society and environment with morality, ethics and code of conduct. The Company believes that operating business with sustainable growth will bring benefits to the public together with the growth of the Company.

Risk Management Policy

- Raw material procurement and rising prices. The Company has estimated and evaluated the quantity of raw materials to be used. For certain types of raw materials that are highly volatile or in high demand, the Company will enter into contracts to determine the quantity or prices that suppliers will have to sell to the Company.
- High competition in the industry and the counterfeiting. The Company believes that maintaining excellent quality and service together with continuously launching of new unique products will reduce the counterfeiting and lead to competitive edge against other entrepreneurs in the industry.
- Changing in consumer behavior. The Company emphasizes on research and development of its products to be always innovative including healthy food to ensure that it can create new products that will respond to the change in consumer behavior.

Recent Awards and Recognitions

Best Company Performance and Best CEO for listed company in MAI from SET award 2020

Company Information and Contact

http://www.afteryoudessertcafe.com



0-2318-4488



1319/9 Pattanakarn Road Suan Luang Sub District , Suan Luang District Bangkok 10250



Other Trading Info. :
https://www.settrade.com/C04_01_stock_quote_p1.jsp?txtSymbol=AU

Remarks: This document is prepared by the listed company and aimed to disseminate the listed company's information to investors for only investment decision support. The listed company does not give investment advice or recommendation regarding the listed company's securities. Before making investment decisions, investors should study additional information and seek advice from relevant professionals. In no event shall the listed company be responsible for any loss or damage arising from the use of the information contained herein. The listed company reserves the right to amend the content specified in this document without prior notice. Unless otherwise permitted by the listed company, copy, modification, or dissemination of this document or the content contained herein is prohibited. In case there is any questions regarding the listed company's information, the investors may seek for additional information from the report or information which the listed company has disclosed through the Office of the Securities and Exchange Commission's and/or the Stock Exchange of Thailand's channel.