



**Business Overview**

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

**Financial Statement**

	9M23	9M22	2022	2021
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**Income Statement (MB)**

Revenues	911.78	683.99	954.47	628.83
Expenses	742.87	574.78	799.45	613.61
Net Profit (Loss)	131.02	82.41	118.48	4.45

**Balance Sheet (MB)**

Assets	1,315.94	1,193.54	1,250.89	1,131.99
Liabilities	380.07	303.57	323.81	325.06
Shareholders' Equity	935.87	889.68	926.79	806.56

**Cash Flow (MB)**

Operating	247.32	184.63	270.58	106.62
Investing	-84.52	-77.01	-186.14	0.10
Financing	-193.28	-50.41	-71.03	-90.65

**Financial Ratio**

EPS (Baht)	0.16	0.10	0.15	0.01
GP Margin (%)	64.81	63.22	63.15	57.16
NP Margin (%)	14.36	12.04	12.40	0.70
D/E Ratio (x)	0.41	0.34	0.35	0.40
ROE (%)	18.31	11.36	13.67	0.54
ROA (%)	17.11	11.07	13.01	1.25

**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.

**Business Highlight**

The Company operates a dessert cafe under the brand name "After You", the small coffee shop under the "Mikka" trademark, the fruit shop under the brand name "Luggaw" and specialty coffee store and coffee roasting factory under the name "SCR".

**Performance and Analysis**

**Business Performance Summary**

- Operating revenue in 2023 increased THB 226.39 million or 33.59% from 2022 mainly due to the increase in sales of dessert cafe, same-store sale growth (SSSG) and number of After You branches.
- Gross profit margin in 2023 was 64.81%, increased by 1.59% from 2022 due to the increase in the proportion of sales from dessert cafe as well as the ability to manage cost effectively and the result of economies of scale.
- Net profit and net profit margin increased mainly due to the increase in total revenue and the ability to manage cost and expenses efficiently.

**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
- Opened the first Luggaw fruit shop at Marketplace Nanglinchee in April 2022
- Opened the specialty coffee store and coffee roasting factory under the name SCR at Songwat in May 2023

**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**

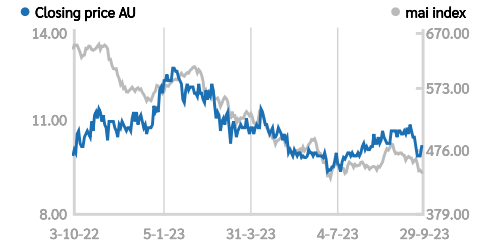
Best Company Performance and Best CEO for listed company in MAI from SET award 2020

**Revenue Structure**

Dessert cafe & beverage shop	86.9%
Sales of goods and raw materia	6.81%
Catering and events	3.7%
Franchise	1.54%
Others	1.05%

**Stock Information**

mai / AGRO



as of 29/09/23	AU	AGRO	mai
P/E (X)	57.21	40.23	109.70
P/BV (X)	9.52	3.55	2.40
Dividend yield (%)	1.46	2.12	1.47

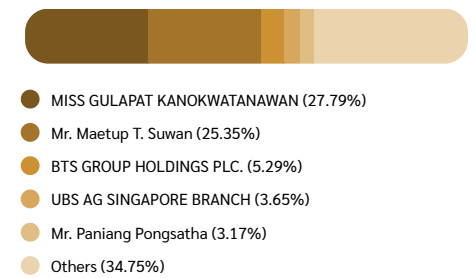
	29/09/23	30/12/22	30/12/21
Market Cap (MB)	8,400.92	9,298.11	8,115.45
Price (B/Share)	10.30	11.40	9.95
P/E (X)	57.21	97.23	932.54
P/BV (X)	9.52	10.45	10.23

CG Report: - \*

Company Rating: \*

**Major Shareholders**

as of 09/05/2023



**Company Information and Contact**

📄 <http://www.afteryoudessertcafe.com>



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Other Trading Info : [https://www.settrade.com/C04\\_01\\_stock\\_quote\\_p1.jsp?txtSymbol=AU](https://www.settrade.com/C04_01_stock_quote_p1.jsp?txtSymbol=AU)

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