



Business Overview

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

Financial Statement

	3M25	3M24	2024	2023
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Income Statement (MB)

Revenues	425.94	344.02	1,603.14	1,233.76
Expenses	340.29	274.31	1,225.68	1,003.74
Net Profit (Loss)	65.31	54.17	296.20	178.17

Balance Sheet (MB)

Assets	1,584.66	1,419.64	1,572.30	1,402.13
Liabilities	412.26	382.29	465.18	419.69
Shareholders' Equity	1,172.40	1,037.35	1,107.12	982.44

Cash Flow (MB)

Operating	56.38	89.91	435.11	349.54
Investing	-49.32	69.92	-72.24	-147.10
Financing	-26.27	-26.35	-278.02	-216.32

Financial Ratio

EPS (Baht)	0.08	0.07	0.36	0.22
GP Margin (%)	63.62	66.51	65.65	64.82
NP Margin (%)	15.33	15.75	18.48	14.44
D/E Ratio (x)	0.35	0.37	0.42	0.43
ROE (%)	27.82	19.83	28.35	18.66
ROA (%)	26.19	19.08	25.38	17.34

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", the specialty coffee store and coffee roasting factory under the name "SCR" and the special coffee store under the name "Someday in Copenhagen".

Performance and Analysis

Business Performance Summary

- Operating revenue in 2025 increased by Baht 80.95 million or 23.80% from 2024, primarily due to the growth of sales through modern trade channels, especially convenience stores, and increased sales from new customers.
- The gross profit margin in 2025 was 63.62%, a decrease of 2.89% from 2024, due to the increased proportion of revenue from sales through modern trade channels, which have a lower gross profit margin than sales through branches, and the increased cost of certain raw materials for seasonal menus.
- Net profit increased mainly due to increased sales revenue, while the net profit margin in 2025 was 15.33%, similar to 2024.

Key Milestones

- Commenced production at the new factory in Sinsakhon Industrial Estate, Samut Sakhon Province, in 2016 and received GMP and HACCP certifications in 2017.
- Listed on the Market for Alternative Investment (MAI) on 23 December 2016.
- Opened the first Mika Coffee shop at Soi Pattanakarn 25 in December 2019.
- Opened the first Luggaw fruit shop at Market Place Nang Linchee in April 2022.
- Opened the SCR specialty coffee shop and roastery in Songwat in May 2023.
- Opened the Someday in Copenhagen specialty coffee shop on Chuea Phloeng Road in March 2024.

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

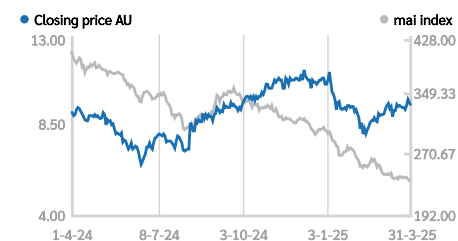
Best Company Performance and Best CEO for listed company in MAI from SET award 2020

Revenue Structure

Dessert cafe & beverage shop	69.34%
Sales of good & raw materials	25.54%
Catering and events	3.06%
Franchise	1.03%
Other	1.03%

Stock Information

mai / AGRO



as of 31/03/25	AU	AGRO	mai
P/E (X)	26.57	21.51	37.47
P/BV (X)	7.11	2.38	1.22
Dividend yield (%)	3.42	6.64	3.80

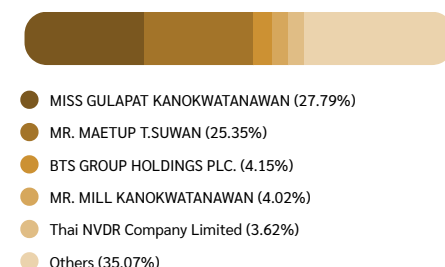
	31/03/25	30/12/24	28/12/23
Market Cap (MB)	7,870.77	8,971.86	7,503.74
Price (B/Share)	9.65	11.00	9.20
P/E (X)	26.57	34.86	44.91
P/BV (X)	7.11	8.79	8.02

CG Report: -

Company Rating:

Major Shareholders

as of 11/03/2025



Company Information and Contact

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

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