



MAJOR
CINEPLEX

MAJOR CINEPLEX GROUP PLC.

3Q20 Company Presentation





MAJOR
CINEPLEX

FINANCIAL OVERVIEW



3Q20 QUARTERLY BRIEFING

Financial Highlights

Bt.Million	3Q20		3Q19		Growth	
					Amt.	%
Revenue	896	100%	2,457	100%	(1,561)	(64%)
Gross Profit	145	16%	822	33%	(676)	(82%)
SG&A	371	41%	648	26%	(277)	(43%)
Operating Profit	(226)	(25%)	173	7%	(399)	(230%)
EBITDA	180	20%	766	31%	(586)	(76%)
EBIT	(87)	(10%)	356	15%	(443)	(124%)
Core Profit (Loss)	(121)	(13%)	238	10%	(358)	(151%)
Net Profit (Loss)	(125)	(14%)	238	10%	(363)	(153%)

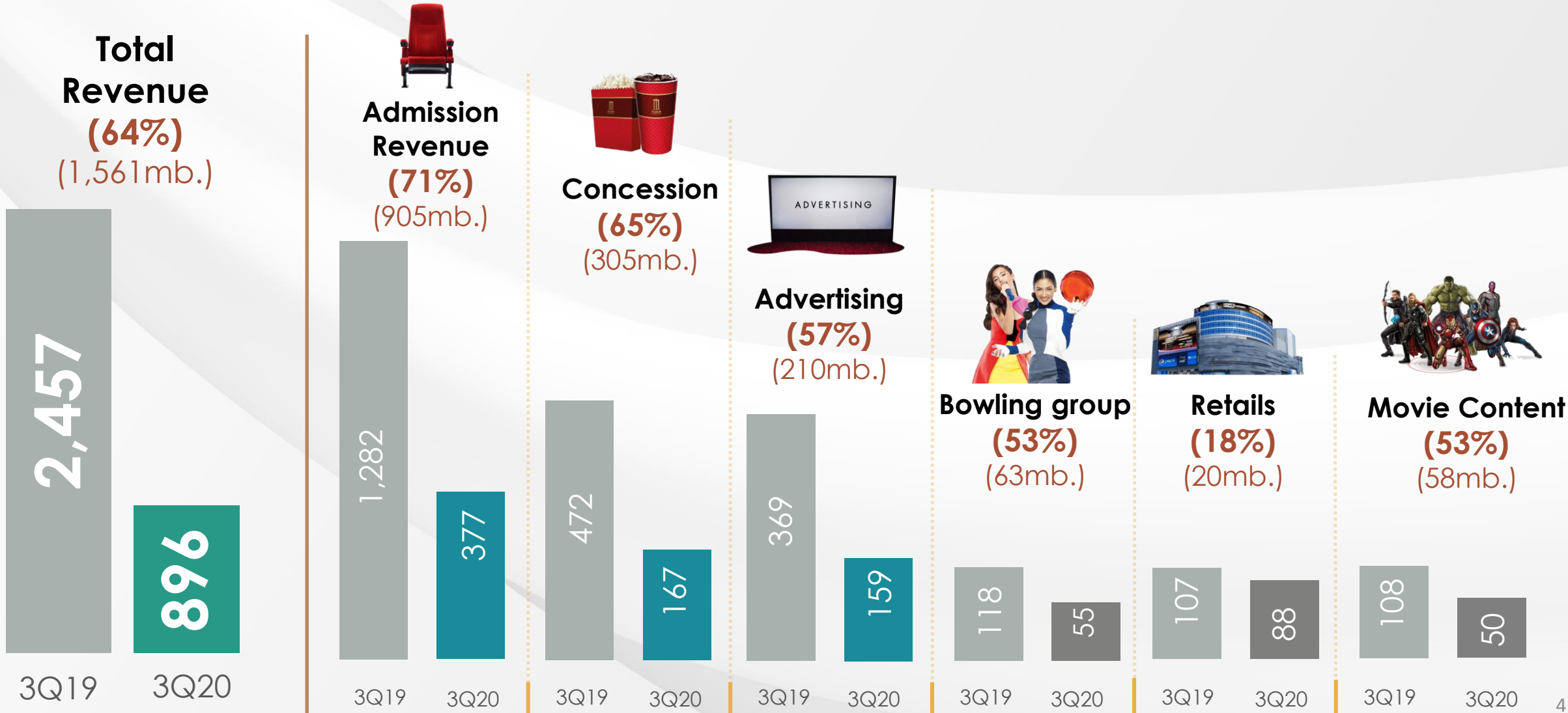
Remark: - Core profit excluded profit (loss) from divestment in Mtel (Thailand) Co.,Ltd.

3Q20: Loss from divestment = (4MB)

3Q19: Profit from divestment = None

3Q20 QUARTERLY BRIEFING

Revenue Breakdown

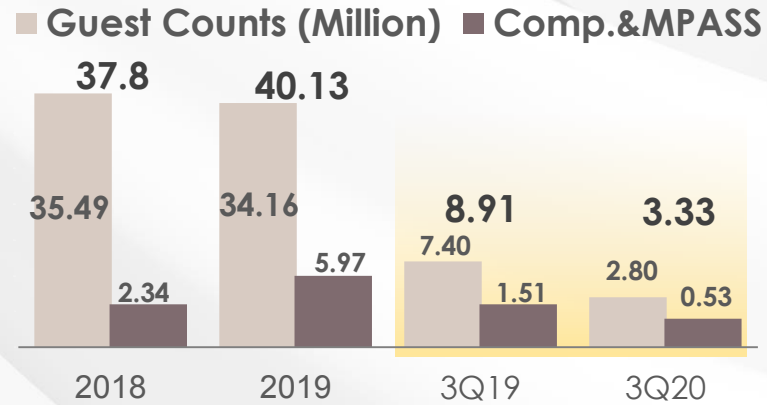


3Q20 QUARTERLY BRIEFING

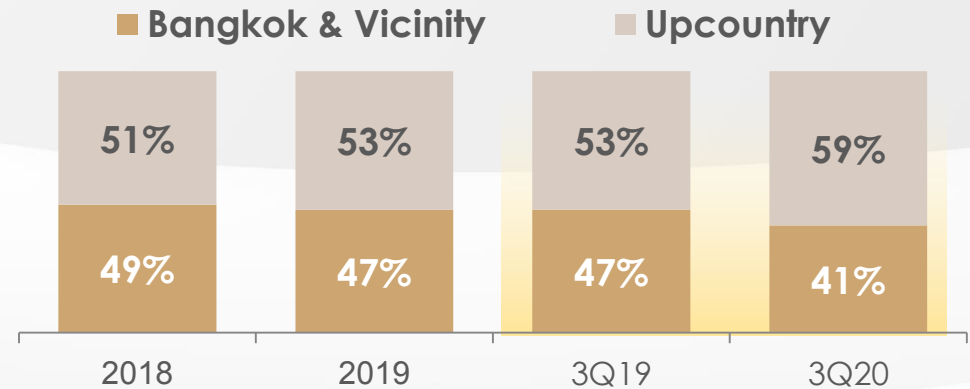


Revenue : Admissions

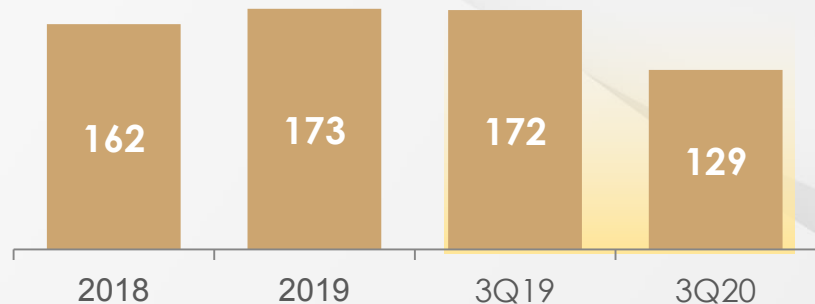
ATP & Guest Counts



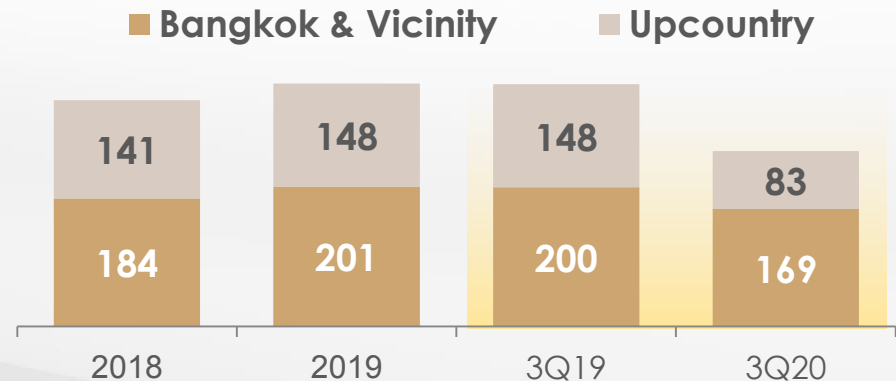
Guest Counts Breakdown By Regional



ATP (THB)



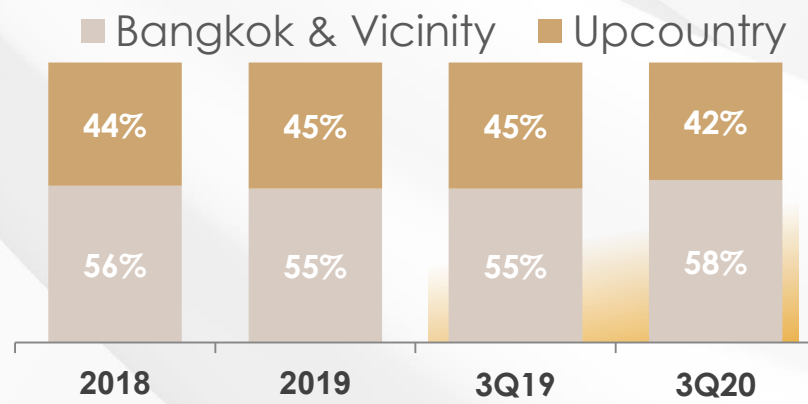
ATP Breakdown (THB)



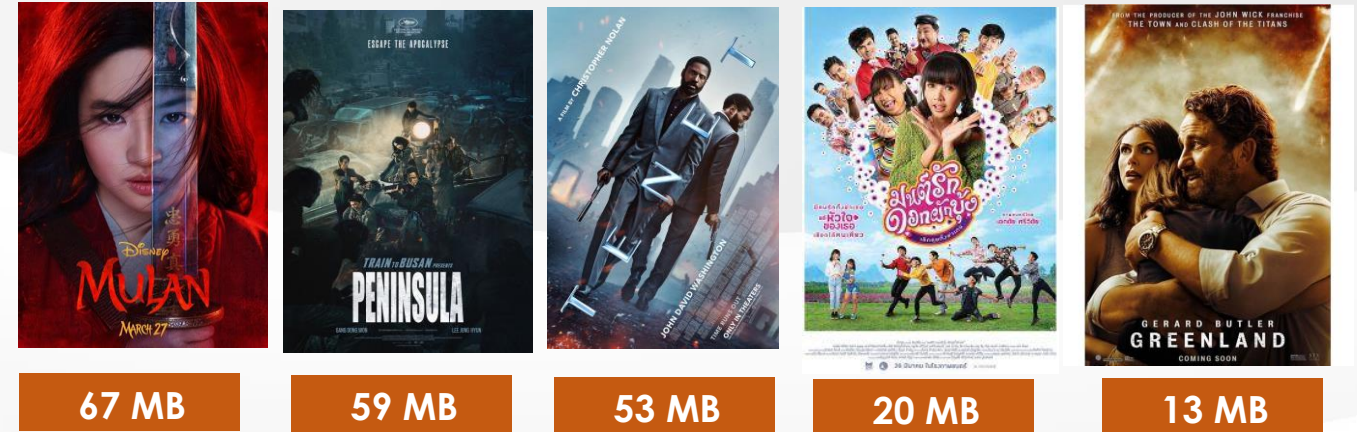
3Q20 QUARTERLY BRIEFING

Revenue : Admissions

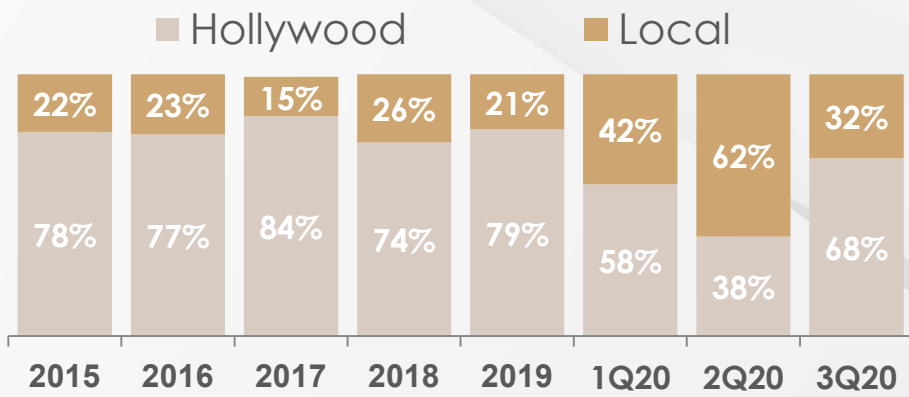
Box Office Breakdown by Regional



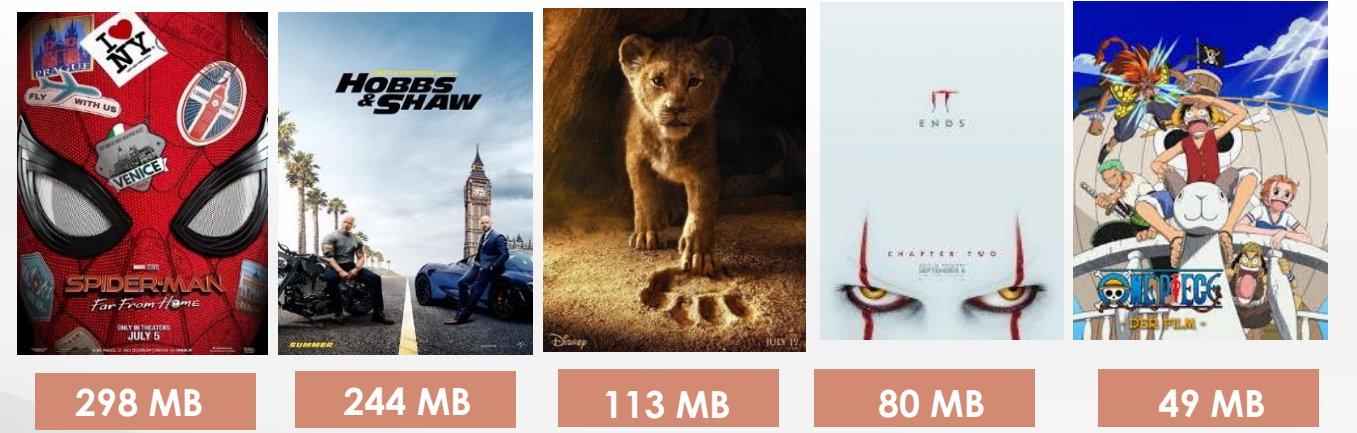
3Q20 Top 5 Box Office



Market Share Breakdown by Movies



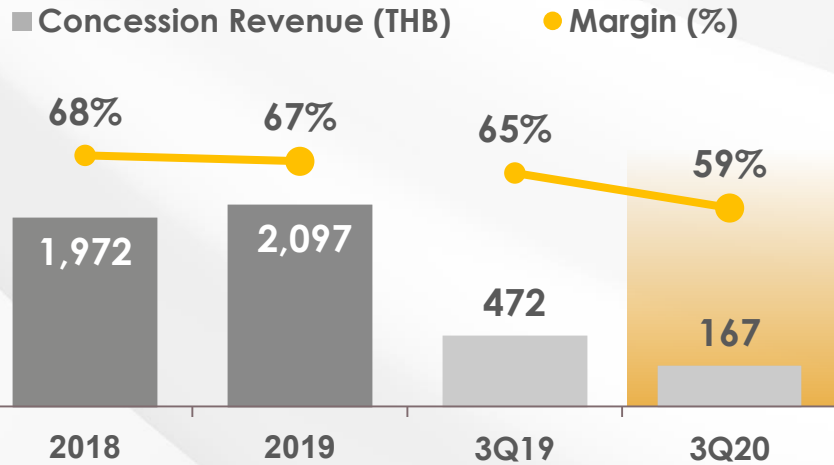
3Q19 Top 5 Box Office



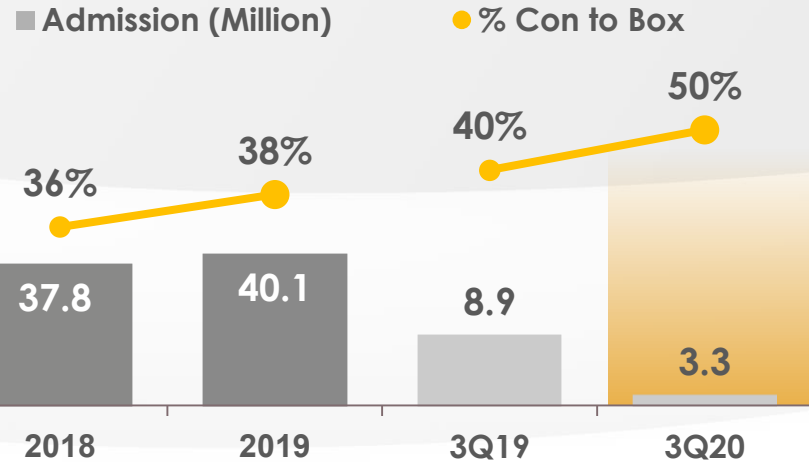
3Q20 QUARTERLY BRIEFING

Revenue Concession

Concession Revenue & Margin



% Con to Box Ratio



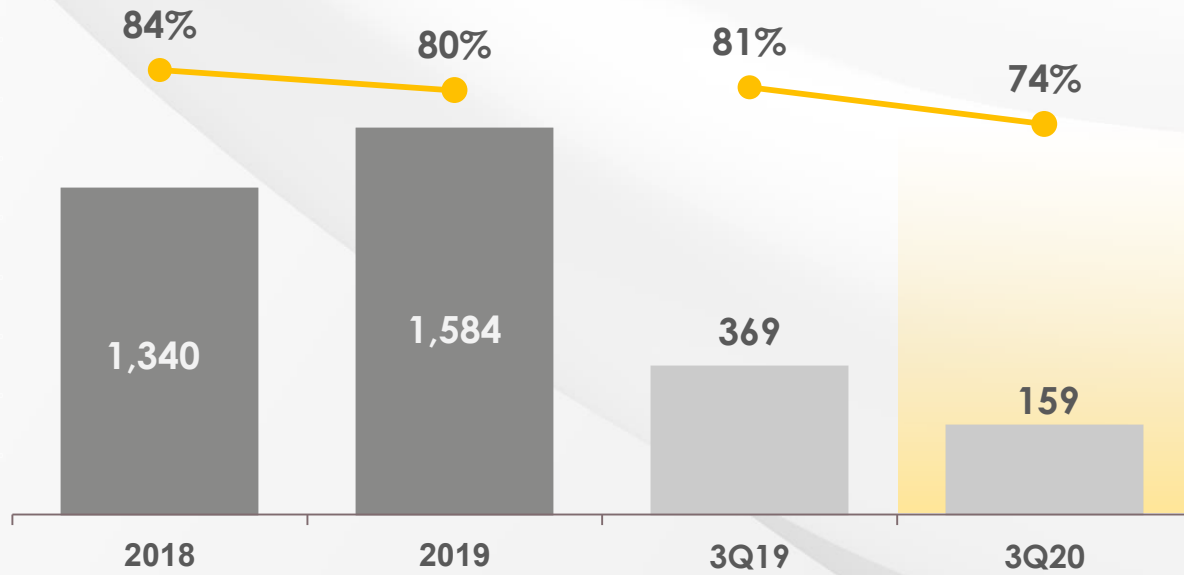
3Q20 QUARTERLY BRIEFING

Revenue Advertising



Advertising Revenue

■ Advertising Revenue (Million) ● Margin (%)

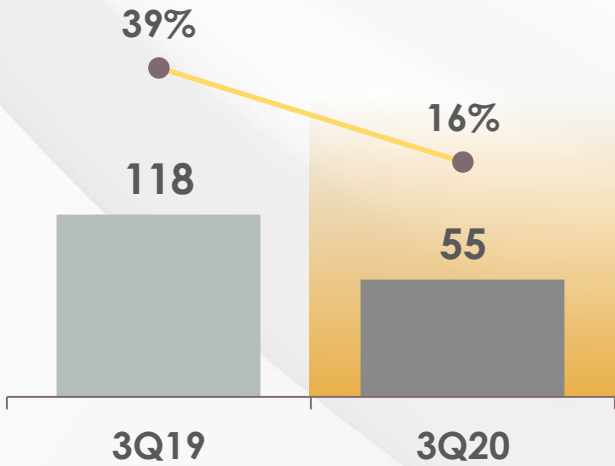


3Q20 QUARTERLY BRIEFING

Revenue Bowling Group/Rental Service/Movie Content

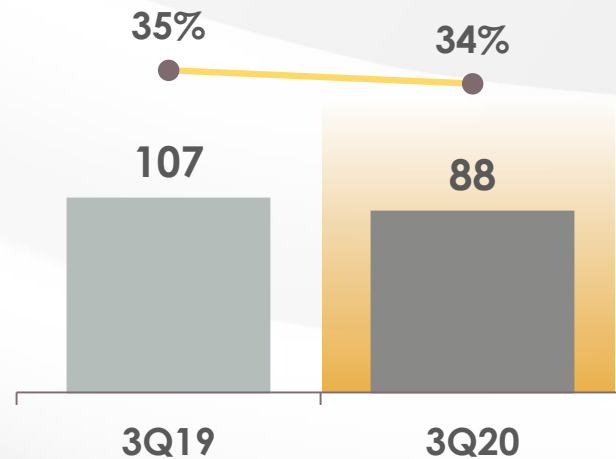
Bowling Group

■ Revenue (Million) ● Margin (%)



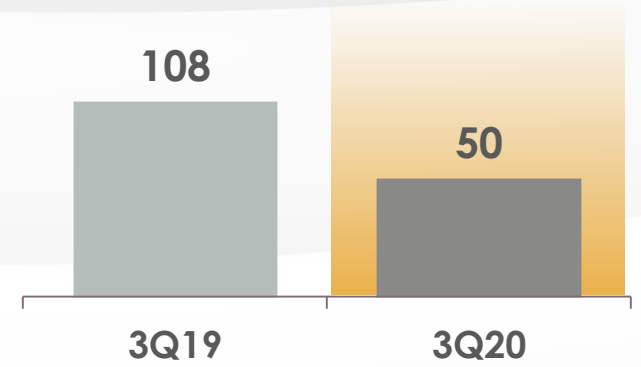
Rental Service

■ Revenue (Million) ● Margin (%)



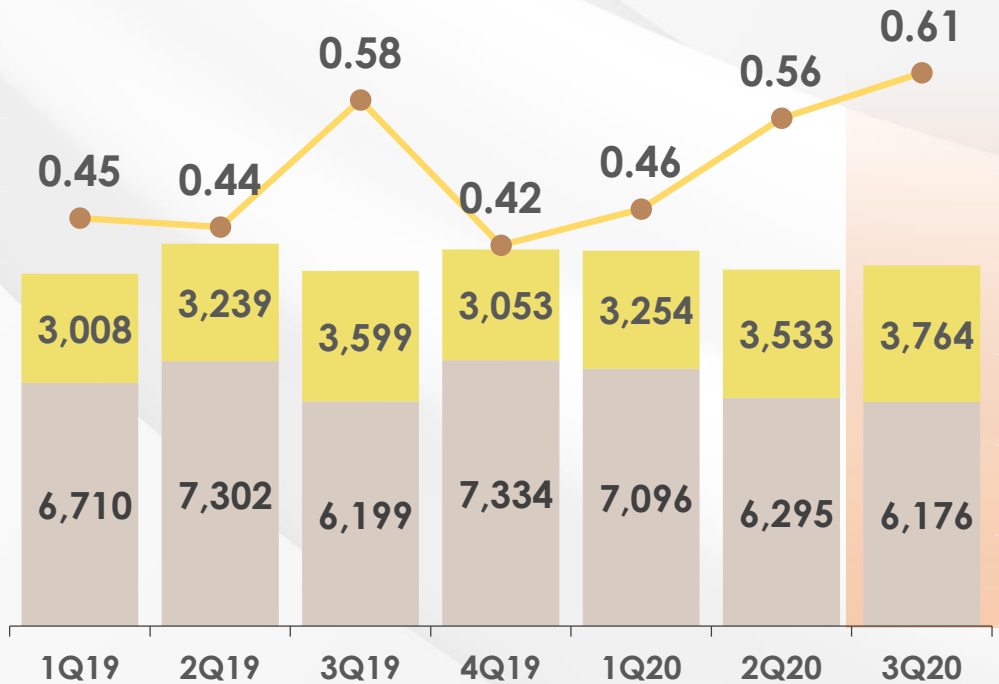
Movie Contents

Unit : THB mn



3Q20 QUARTERLY BRIEFING

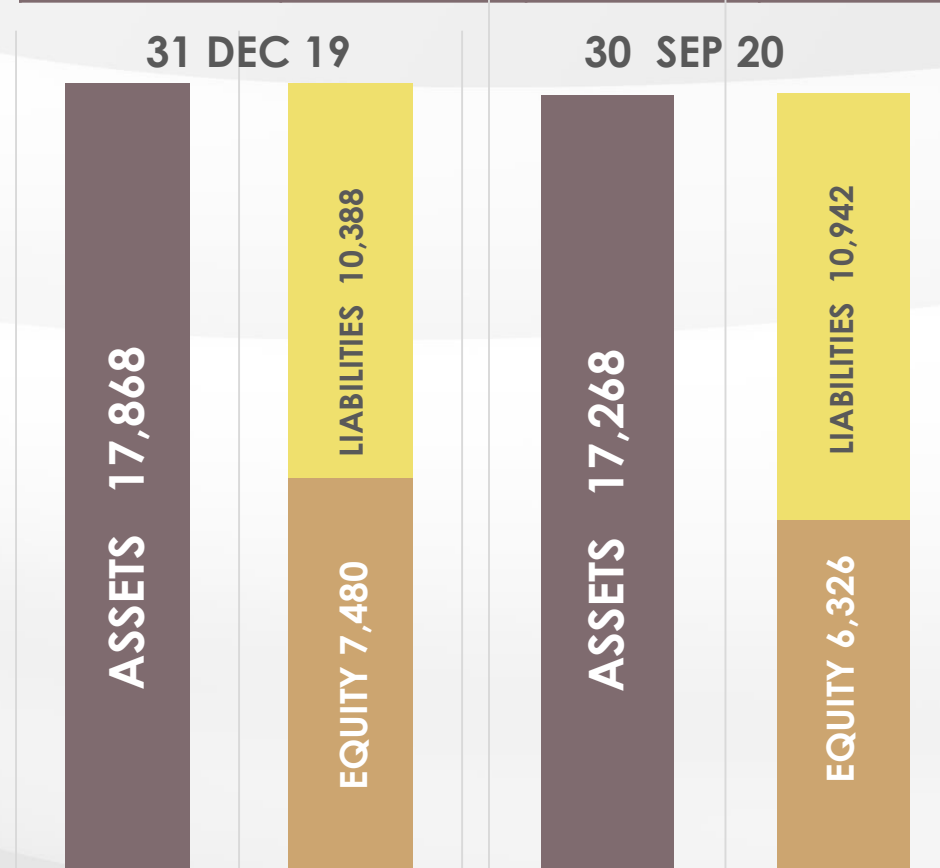
Balance Sheet Snapshot



■ Net interest-bearing debts
■ Equity ● Net D/E

Restate

Bt. million	31Dec19	30Sep20	%chg
Assets	17,868	17,268	(3%)
Liabilities	10,388	10,942	5%
Equity	7,480	6,326	(15%)





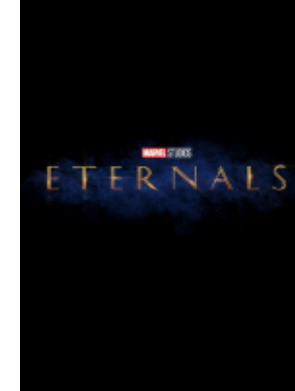
BUSINESS REVIEW



2021 HOLLYWOOD: MOVIE LINE UP

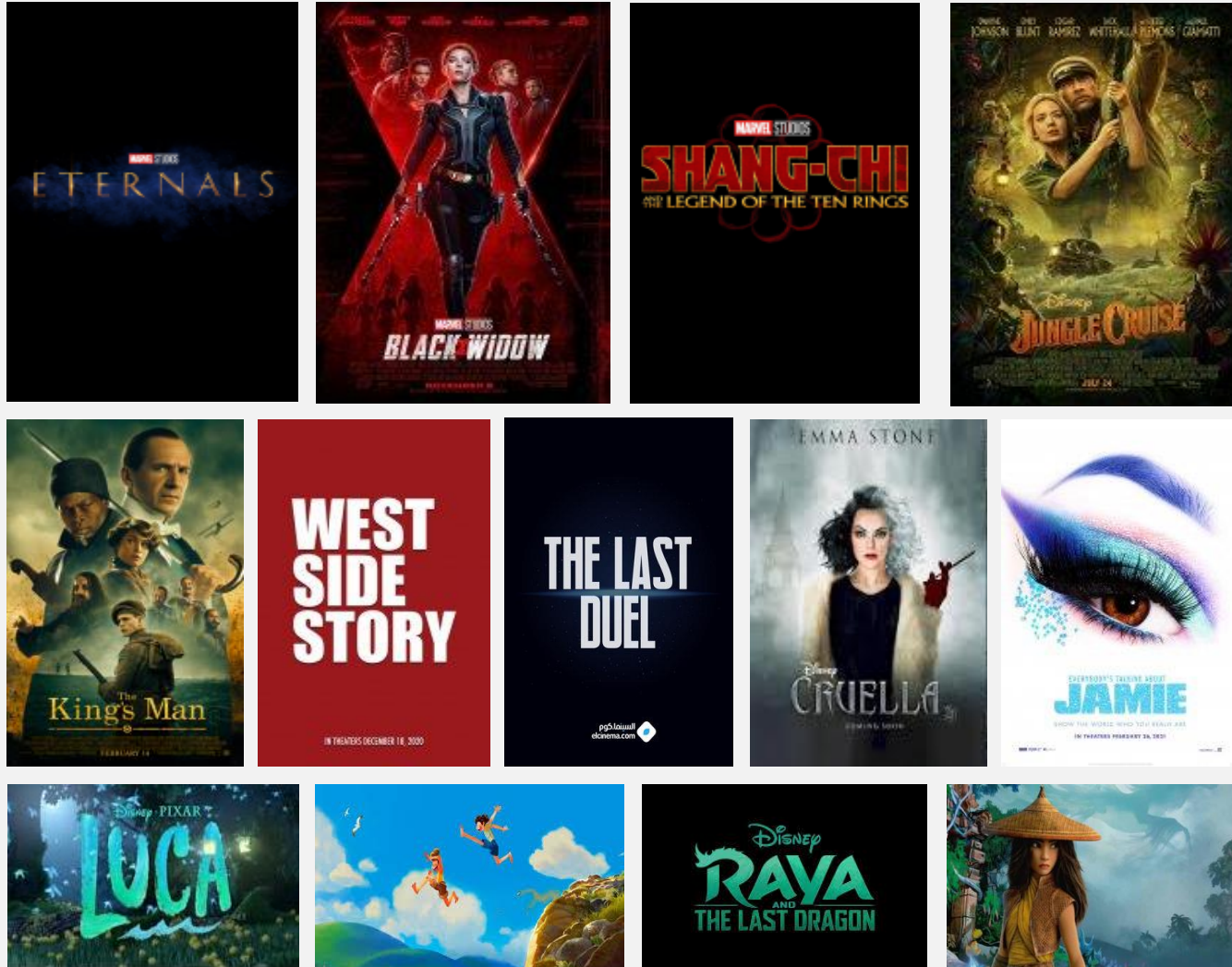
HOLLYWOOD
Please note that (P) stands for postpone from 2020 to 2021
Fast & Furious 9 (P)
The Eternals (P)
Masters of the Universe (P)
Black Widow (P)
No Time To Die (P)
Top Gun 2 : Maverick (P)
Spider-Man 3 (P)
Morbius (P)
Venom: Let There Be Carnage (P)
Jungle Cruise (P)
Godzilla vs. Kong (P)
Dune (P)
The King's Man (P)
A Quiet Place Part 2 (P)
The Conjuring 3 (P)
Halloween Kills (P)
Candyman (P)
Uncharted (P)
Infinite (P)
Free Guy (P)
Raya and the Last Dragon (P)
Rumble (P)
Peter Rabbit 2 (P)
The Boss Baby 2 (P)
Clifford the Big Red Dog (P)

HOLLYWOOD
Shang Chi and the Legend of the Ten Rings
Mission: Impossible 7
The Suicide Squad 2
Tomb Raider 2
The Matrix 4
Untitled Paramount/Hasbro Film
Untitled WB Event Film #2
Untitled Universal Event Film
Untitled Disney Live Action I
Hitman Bodyguard 2
The Forever Purge
Mortal Kombat
Cinderella
Jackass 4
Luca
Space Jam: A New Legacy
Hotel Transylvania 4
My Little Pony Movie
The Addams Family 2
Minions : The Rise of Gru
Barbie
PAW Patrol: The Movie
Untitled Pixar Animation
Cinderella
Tom & Jerry
The SpongeBob 3

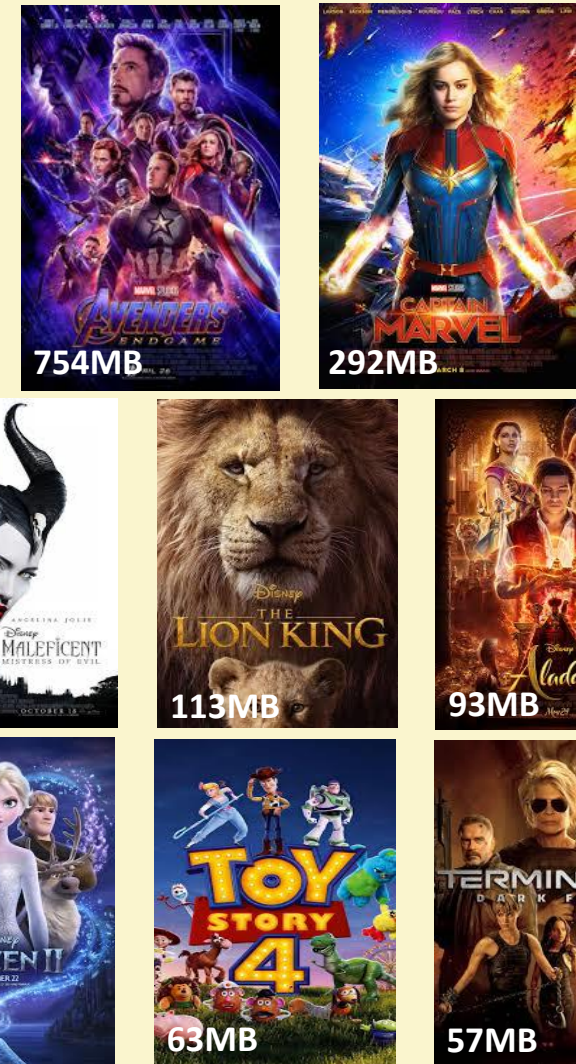


*Please note that release dates are subject to change.

Year 2021



Year 2019



SONY PICTURES STUDIOS: MOVIE LINE UP

Year 2021



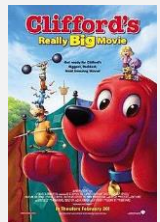
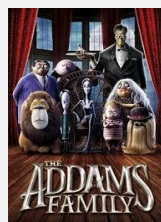
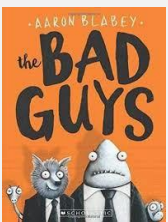
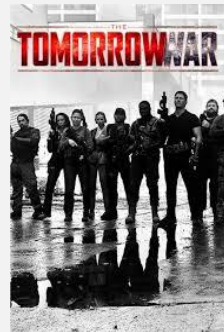
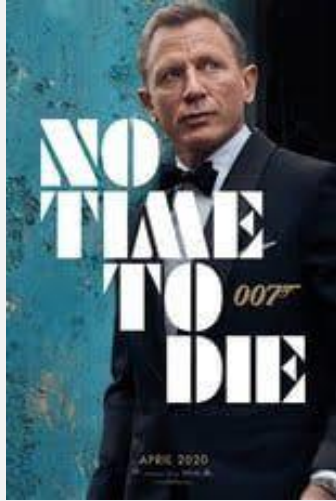
Year 2019





UIP / PARAMOUNT STUDIOS: MOVIE LINE UP

Year 2021



Year 2019

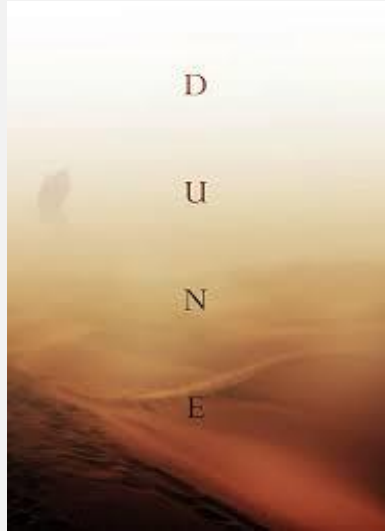




WARNER BROS. STUDIOS: MOVIE LINE UP



Year 2021



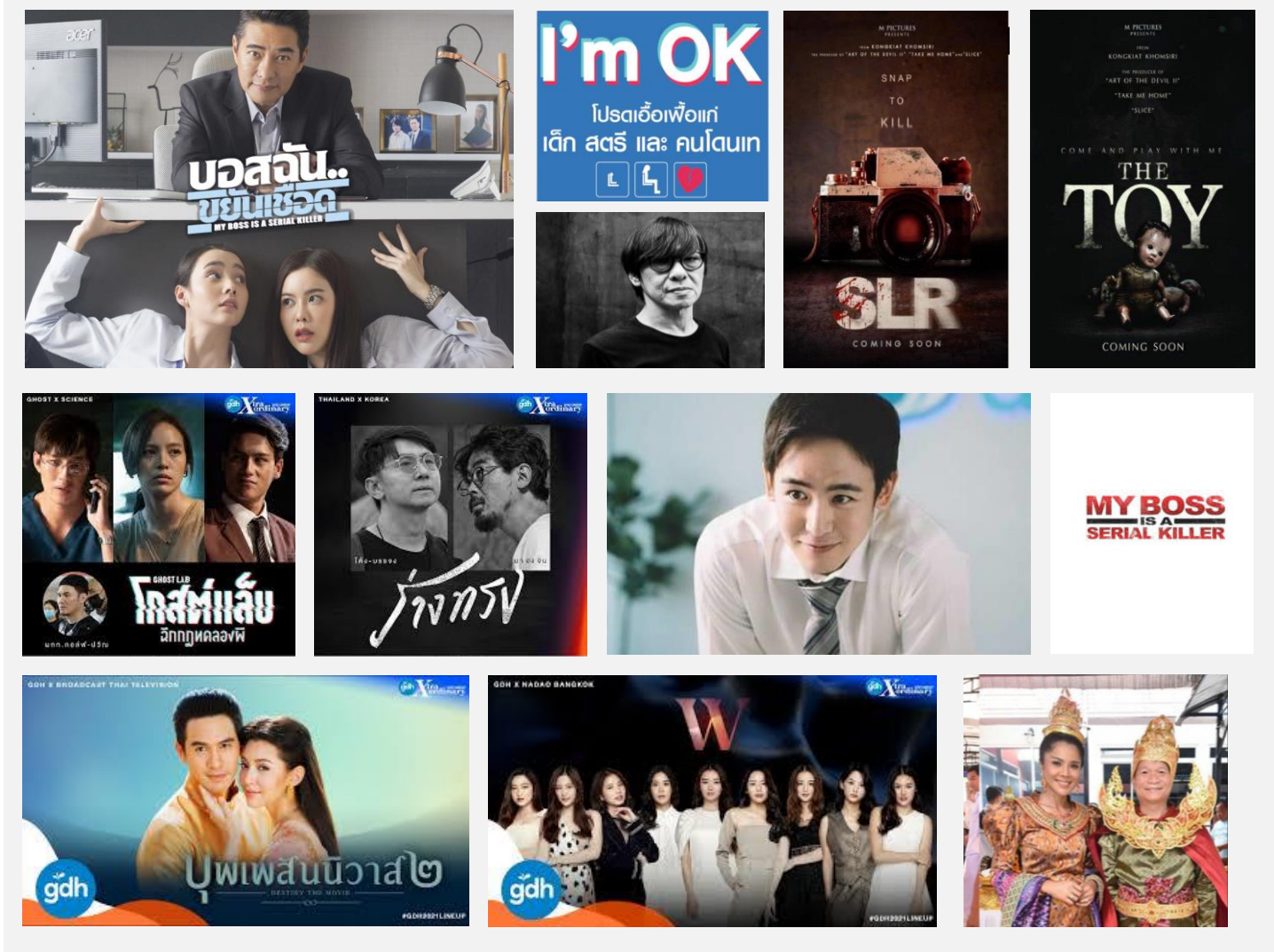
Year 2019



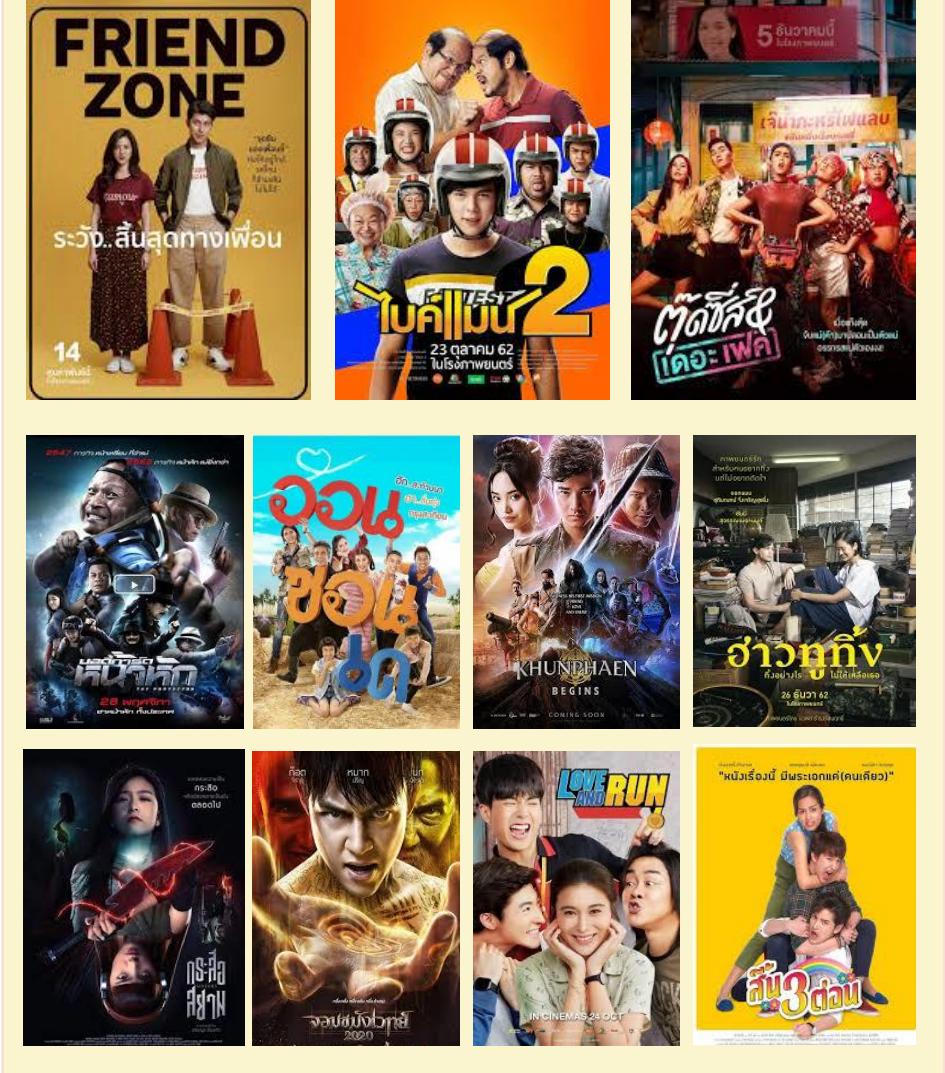
THAI: MOVIE LINE UP



Year 2021 (Estimate 50 – 55 Movies)

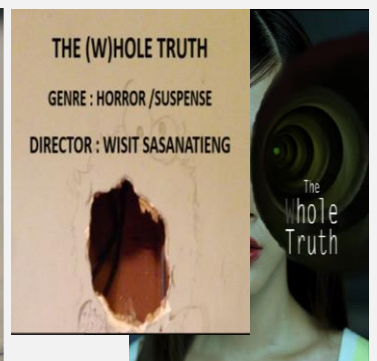


Year 2019 (Total 38 Movies)



Please note that release dates are subject to change.

Year 2021 (Estimate 20 Movies – for MPIC Group)



2022 HOLLYWOOD: MOVIE LINE UP

HOLLYWOOD

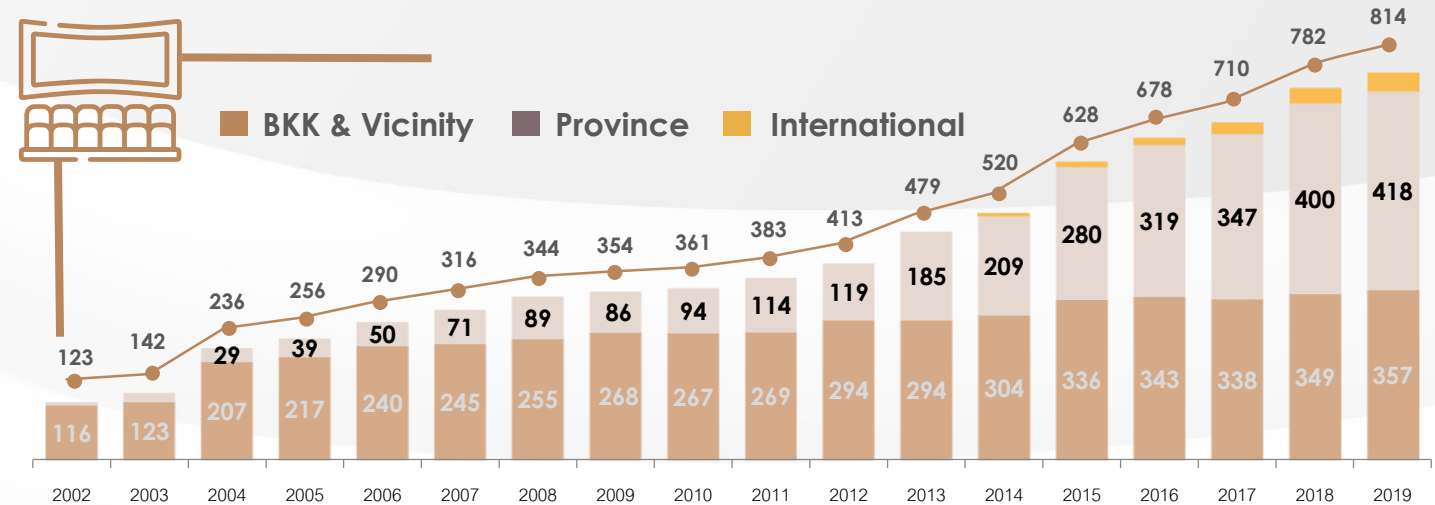
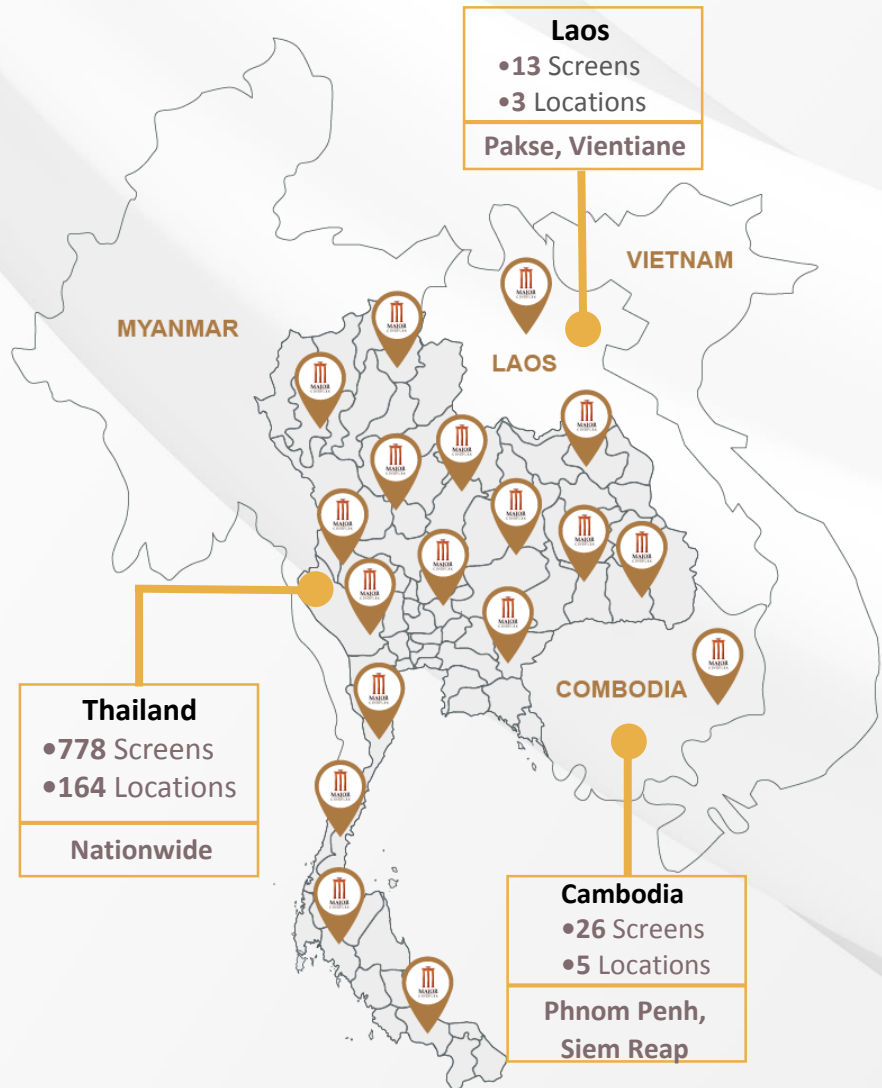
Avatar 2
Jurassic World: Dominion
Black Panther 2
Captain Marvel 2
Doctor Strange in the Multiverse of Madness
Thor: Love and Thunder
Guardians of the Galaxy Vol. 3
The Batman
Aquaman 2
The Flash: Flashpoint
Fantastic Beasts and Where to Find Them 3
Mission: Impossible 8
Untitled Transformers Project
Star Wars/David Benioff & D.B. Weiss Film
Spider-Man: Into the Spider-Verse 2
John Wick: Chapter 4
Sherlock Holmes 3
Indiana Jones 5
Halloween Ends
Untitled Disney Live Action



*Please note that release dates are subject to change.

EXPANSION PLAN

MAJOR currently operated 817 screens, 172 locations nationwide and international. and adjusted expansion plan from additional screens in year 2020.



Screen Expansion Year 2020

No.	Location	Screens	Location No.	BKK& Vicinity	UPC	Inter	Opening Date
1	EGV Mark4 Phrae	3	171		√		1Q20
2	Big C Mahachai 2	2	172	√			3Q20
3	Lotus Nikombangkadi	2	173	√			4Q20

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 limited only 5 branches (Pilot Project)
Concession	Revenue from Popcorn, Soft drink and other		

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