



ANALYST PRESENTATION

3rd Quarter 2007 results

Home Product Center Public Company Limited

November 9, 2007



Home Product Center Plc.

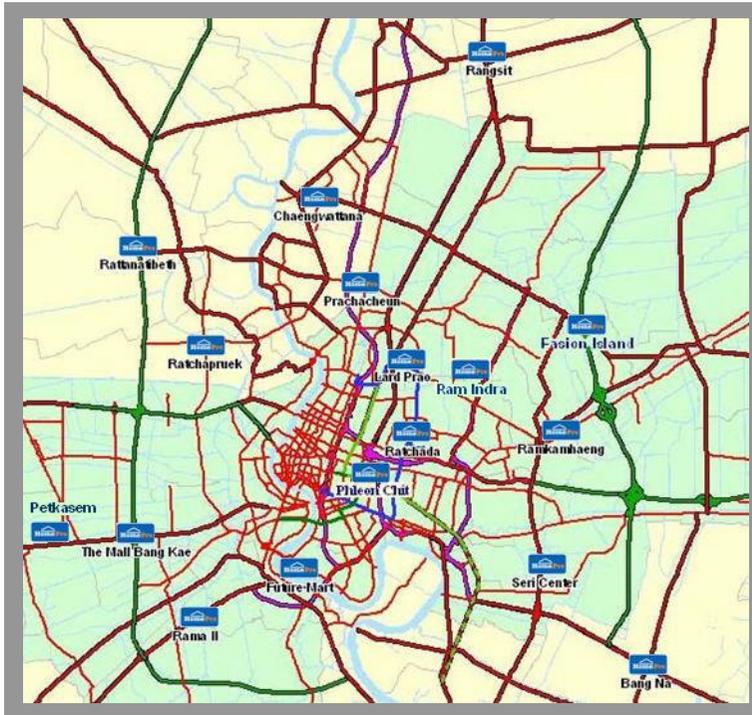
HomePro is the leading home improvement retailer in Thailand.

Our products range cover 60,000 items.
We operate 29 stores nationwide, providing complete services as One Stop Shopping to attain highest customer satisfaction.

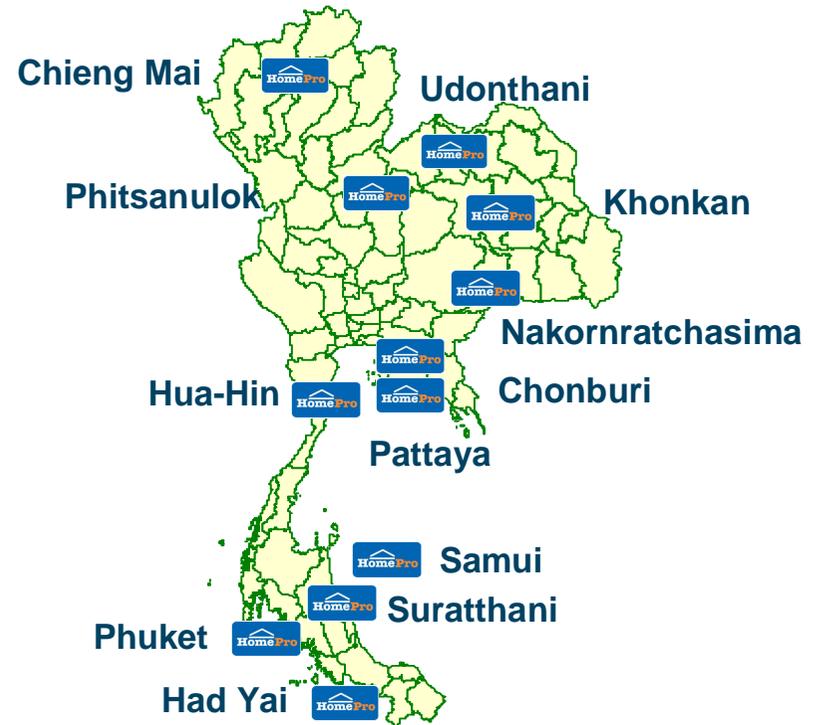


HomePro "Total Home Solution".

17 Bangkok Stores



12 Upcountry Stores



HomePro store network covers nationwide.



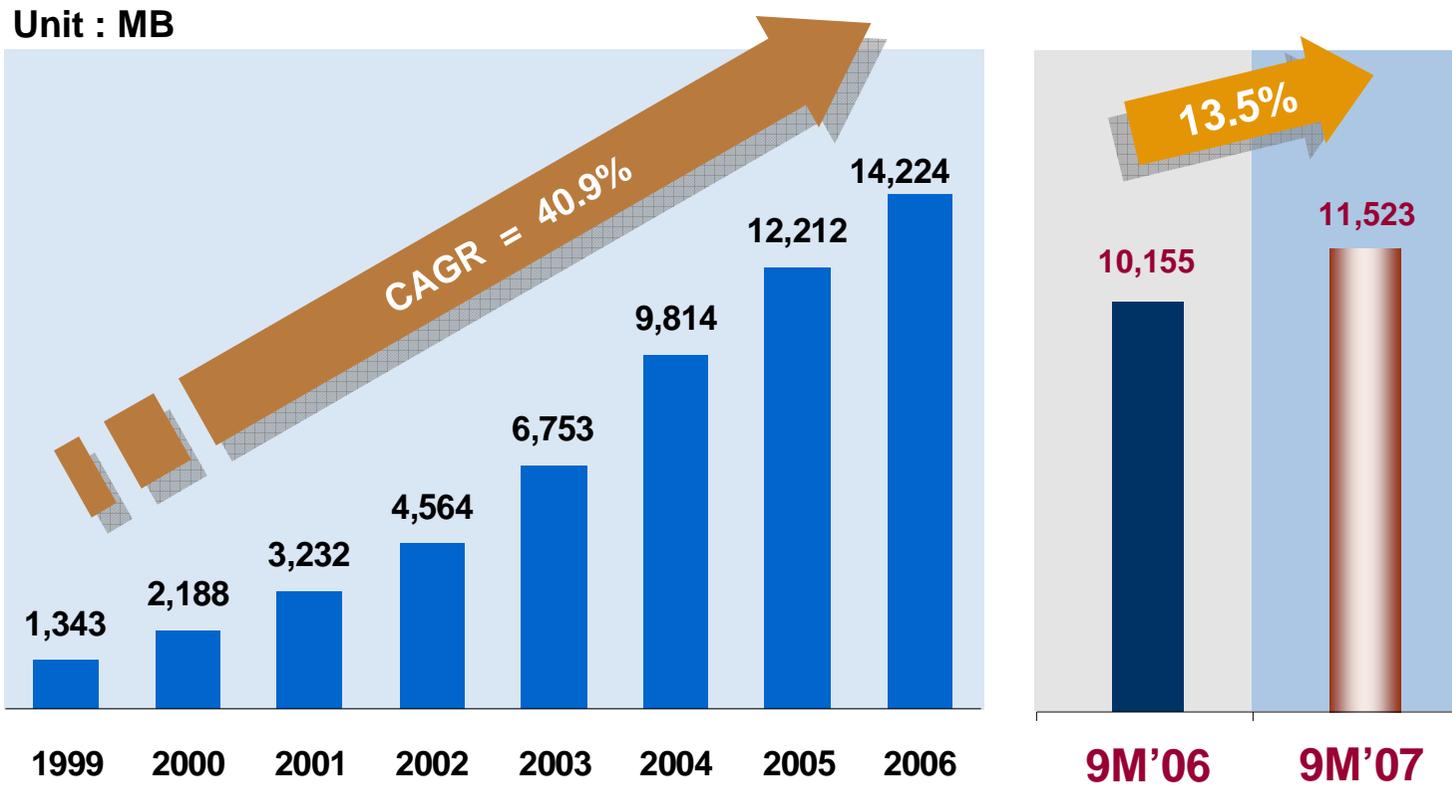
PROFIT & LOSS SUMMARY

Unit : MB

	9M'07	% on Sales	9M'06	% on Sales	VAR.	%G
SALES	11,523.0	100.0	10,154.6	100.0	1,368.4	13.5
RENTAL & SERVICE	387.7	3.4	303.6	3.0	84.1	27.7
OTHER INCOMES	310.6	2.7	262.8	2.6	47.8	18.2
TOTAL REVENUE	12,221.3	106.1	10,721.0	105.6	1,500.3	14.0
COGS	8,868.2	77.0	7,816.1	77.0	1,052.1	13.58
SG&A	2,580.9	22.4	2,188.7	21.6	392.3	17.9
TOTAL EXPENSES	11,449.2	99.4	10,004.8	98.5	1,444.4	14.4
EBIT	772.1	6.7	716.2	7.1	55.9	7.8
INTEREST	133.7	1.2	137.3	1.4	(3.6)	(2.6)
TAX	168.6	1.5	161.3	1.6	7.4	4.6
NET PROFIT	469.7	4.1	417.6	4.1	52.1	12.5



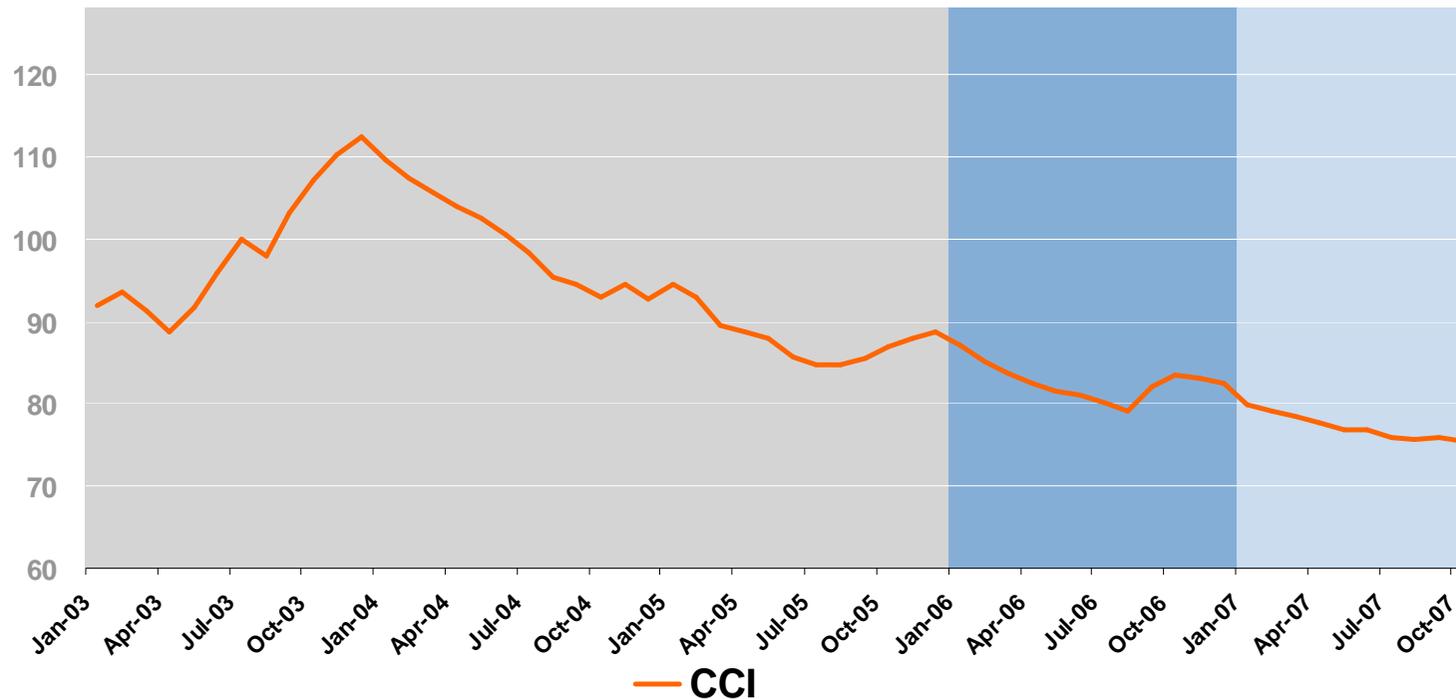
Sustainable Sales Growth





Declining CCI is our challenge !!

Consumer confident index as at October 2007 was 75.5 .

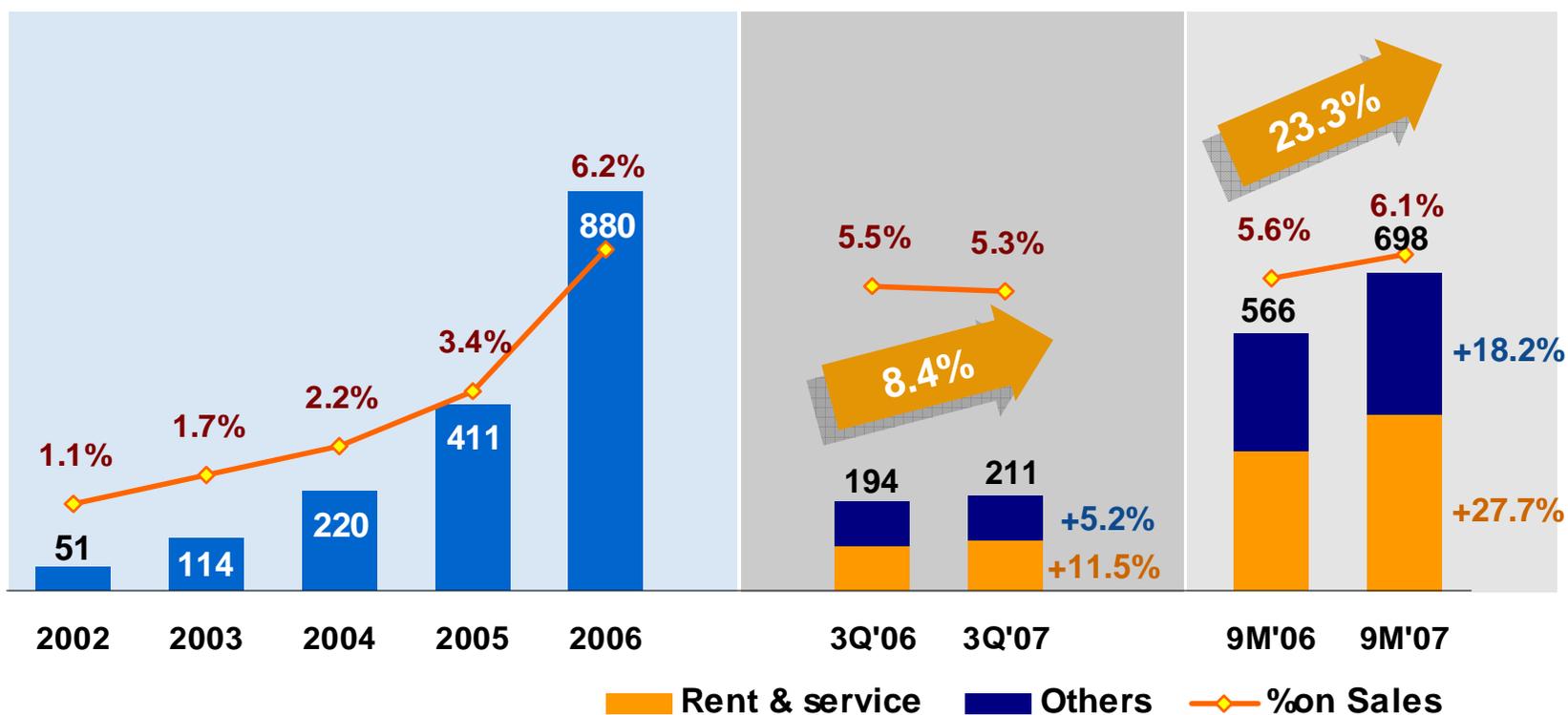


Source : The center for economic and business forecasting, UTCC.



Rising Other Income

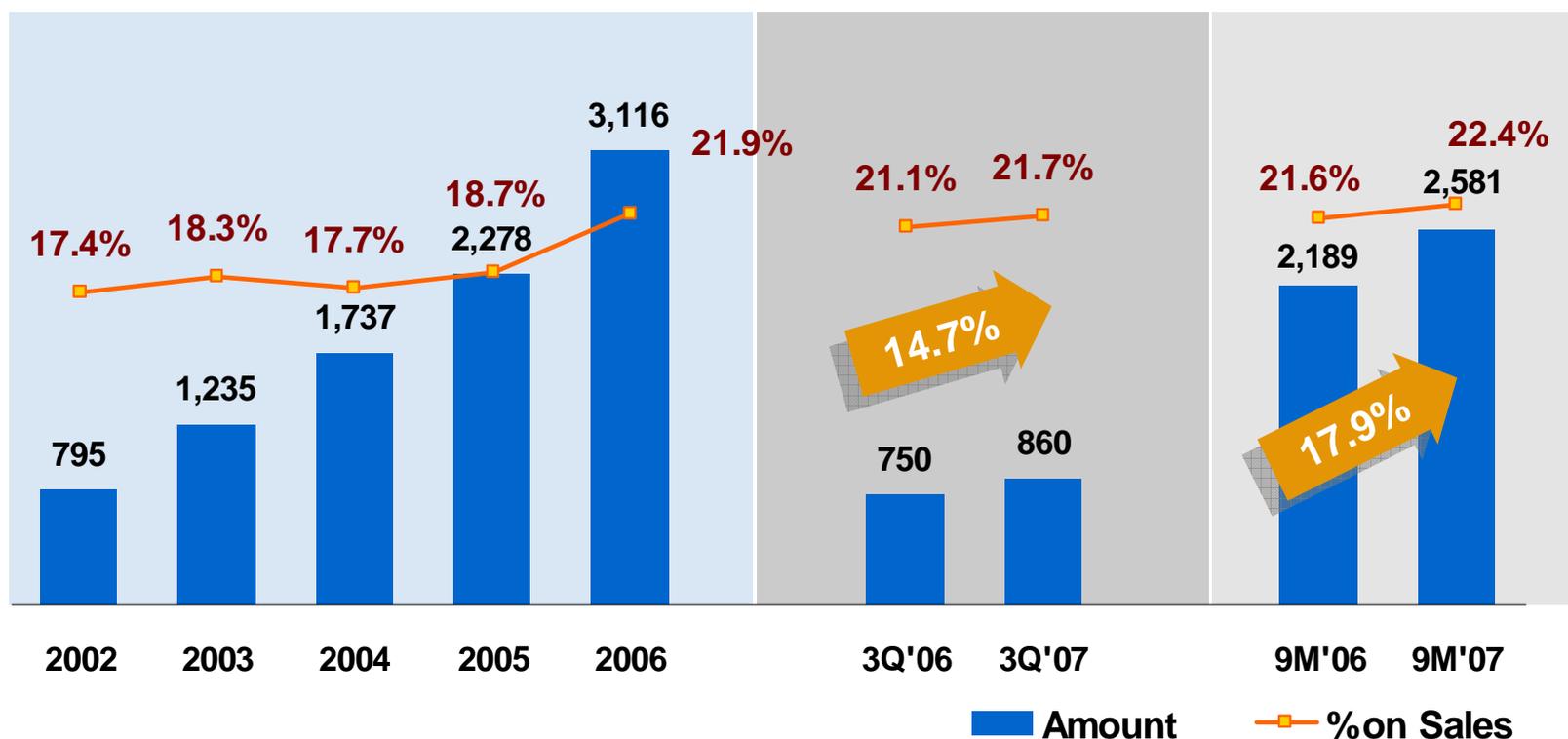
Unit : MB



Increase in other income as contributed by increase in retail space and other service fees.

SG&A Expenses

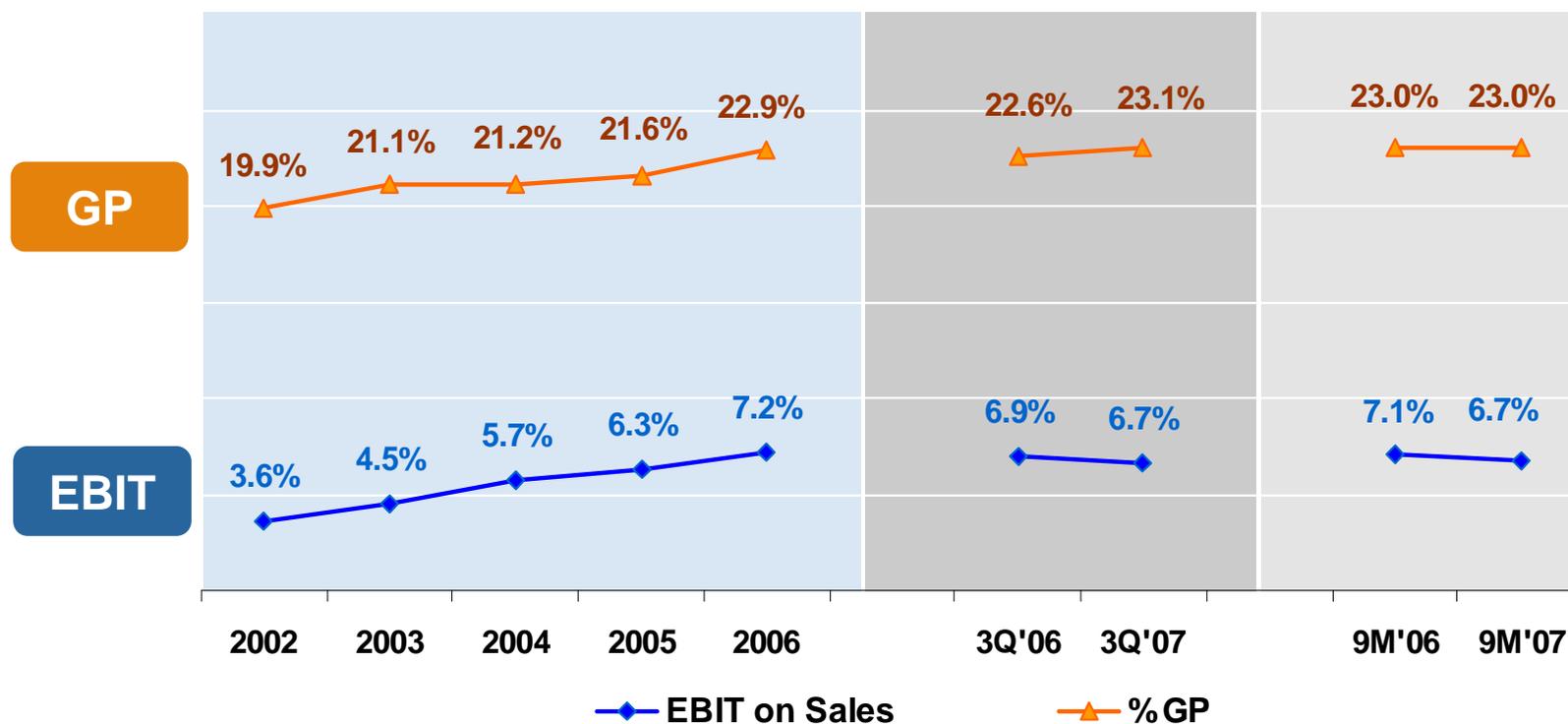
Unit : MB



SG&A increased moderately by 0.8% as a result of increase in investment in building and marketing spending.

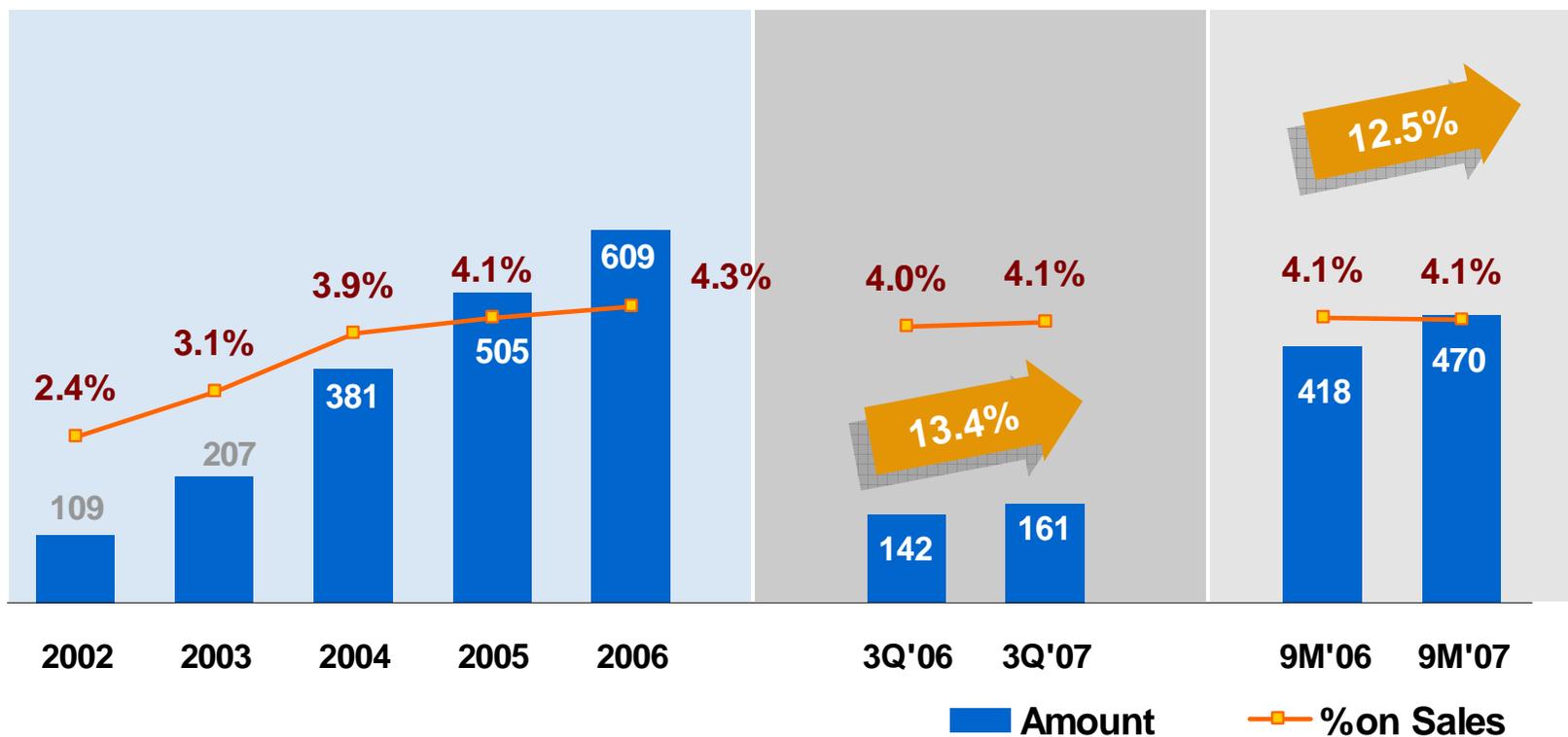


GP & EBIT



YTD, GP is sustained at 23%. EBIT declined moderately approximately 40 basis points as a result of increase in SG&A.

Unit : MB



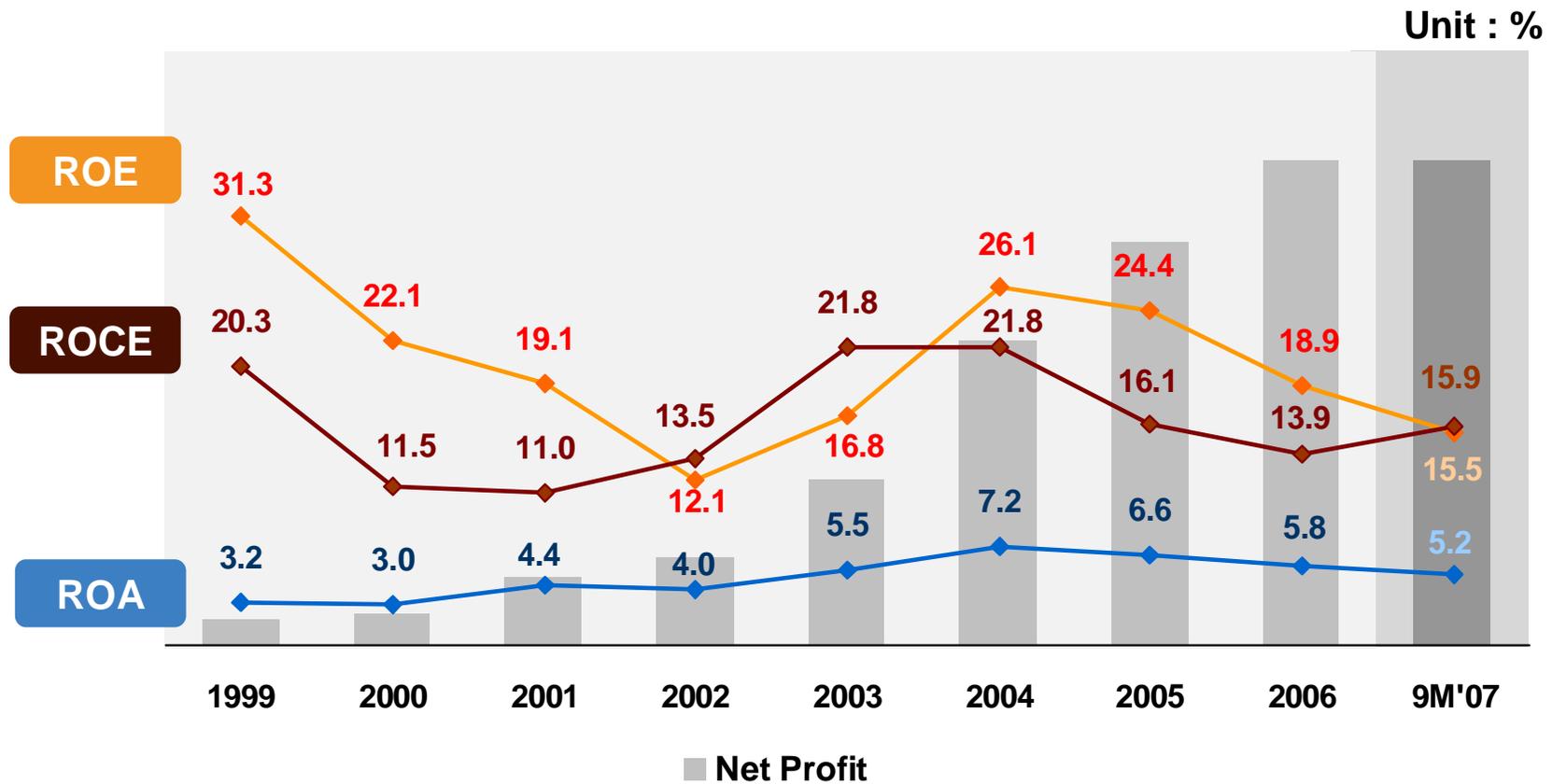
YTD, NPAT growth by 12.5% and sustained at 4.1% to sales.

BALANCE SHEET SUMMARY

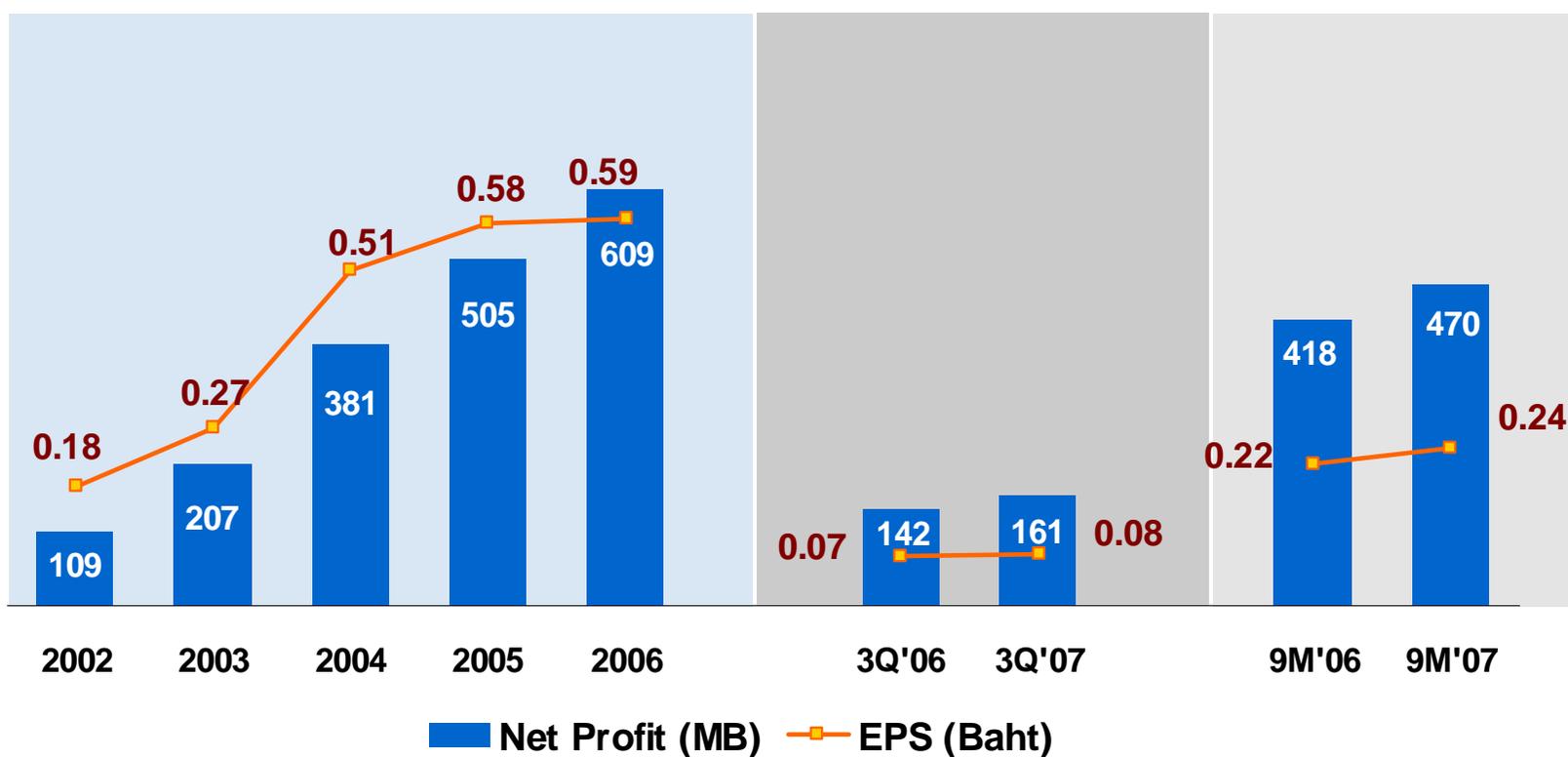
Unit : MB

	30 Sep 07	31 Dec 06	VAR	%
CASH & DEPOSIT	275.7	695.0	(419.3)	(60.3)
INVENTORY	2,686.0	2,574.8	111.2	4.3
Land Building & Equipment	8,730.0	8,083.4	646.6	8.0
OTHERS	521.5	539.8	(18.3)	(3.4)
TOTAL ASSETS	12,213.2	11,893.0	320.2	2.7
FINANCIAL DEBT	3,302.7	3,160.1	142.6	4.5
ACCOUNT PAYABLE	2,955.1	3,077.4	(122.3)	(4.0)
OTHERS	1,793.5	1,738.0	55.6	3.2
TOTAL LIABILITIES	8,051.3	7,975.5	75.8	1.0
PAID-UP CAPITAL	1,924.9	1,919.8	5.1	0.3
SHARE PREMIUM	555.7	555.7	-	-
RETAIN EARNINGS	1,681.3	1,442.0	239.3	16.6
TOTAL EQUITIES	4,161.9	3,917.5	244.3	6.2
TOTAL LIABILITIES & EQUITIES	12,213.2	11,893.0	320.2	2.7

ROA - ROE - ROCE



Earning per Share : EPS

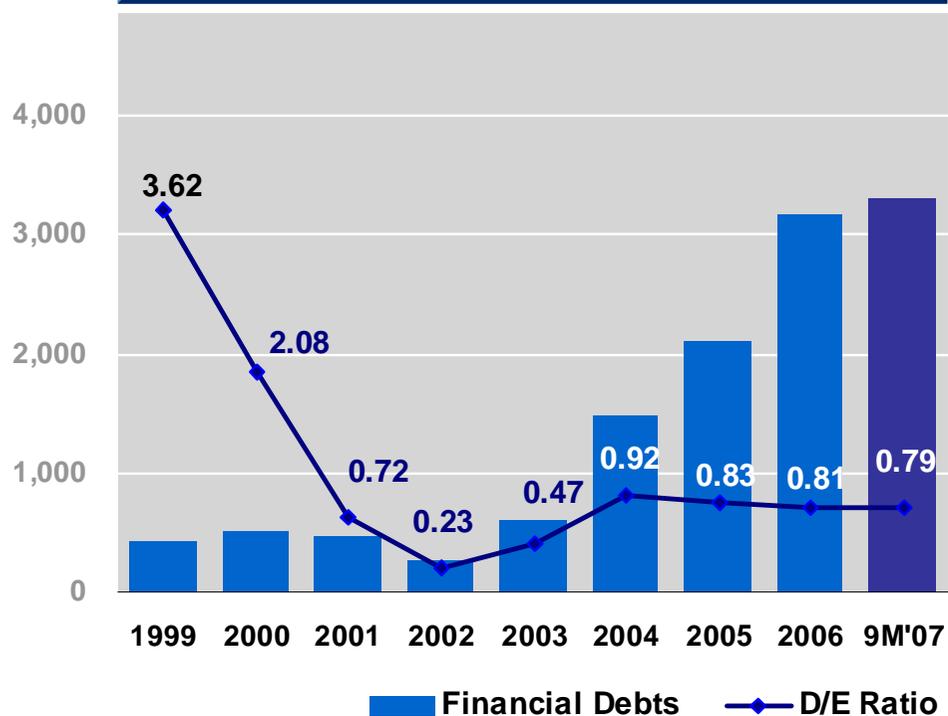


Note : 1. Equity raising 960 MBht in DEC 2006 at ratio 1:1 of 1 Bht /share
 2. EPS in 9M06 after taking dilution impact of 1:1

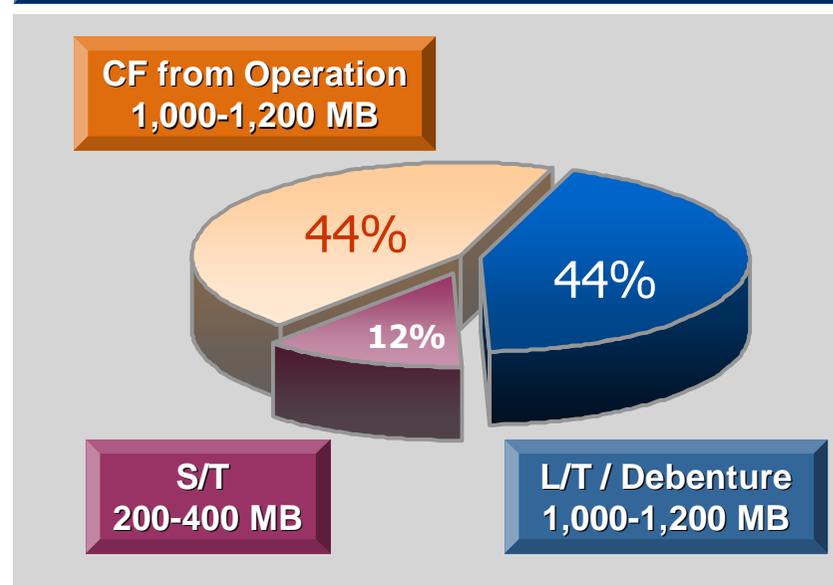


2007 *Further funding rapid growth*

Financial D/E Ratio



Source of Fund



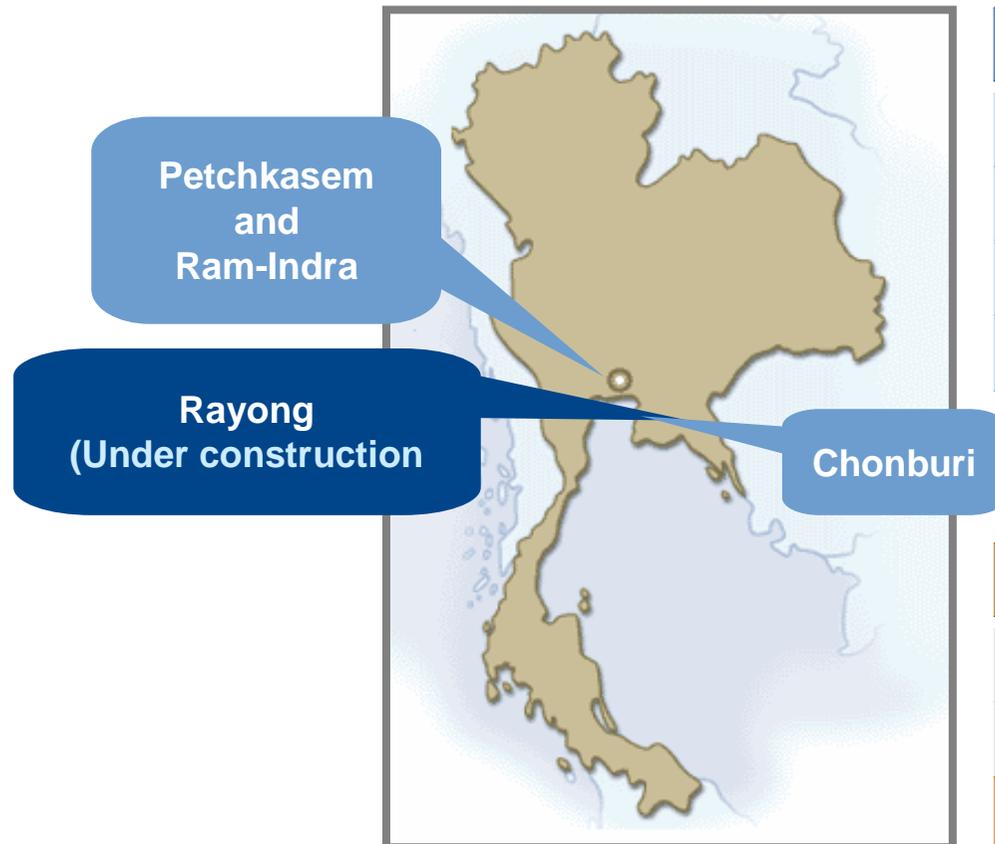
Expected 2007 Financial D/E ~1.



2007

Business Outlook

2007 Store Expansion Plan



Stores Opening Schedule	
Petchkasem / BKK	16 th FEB
Chonburi	24 th MAR
Ramintra / BKK	21 th APR
Rayong	DEC

HomePro Store the End of 2007	
BKK	17 Stores
Upcountry	13 Stores
Total	30 Stores



NEW STORE OPENING

(as at SEP 30,2007)



PETCHKASEM : Feb 16,2007



CHONBURI : Mar 24,2007



RAM INDRA : Apr 21,2007

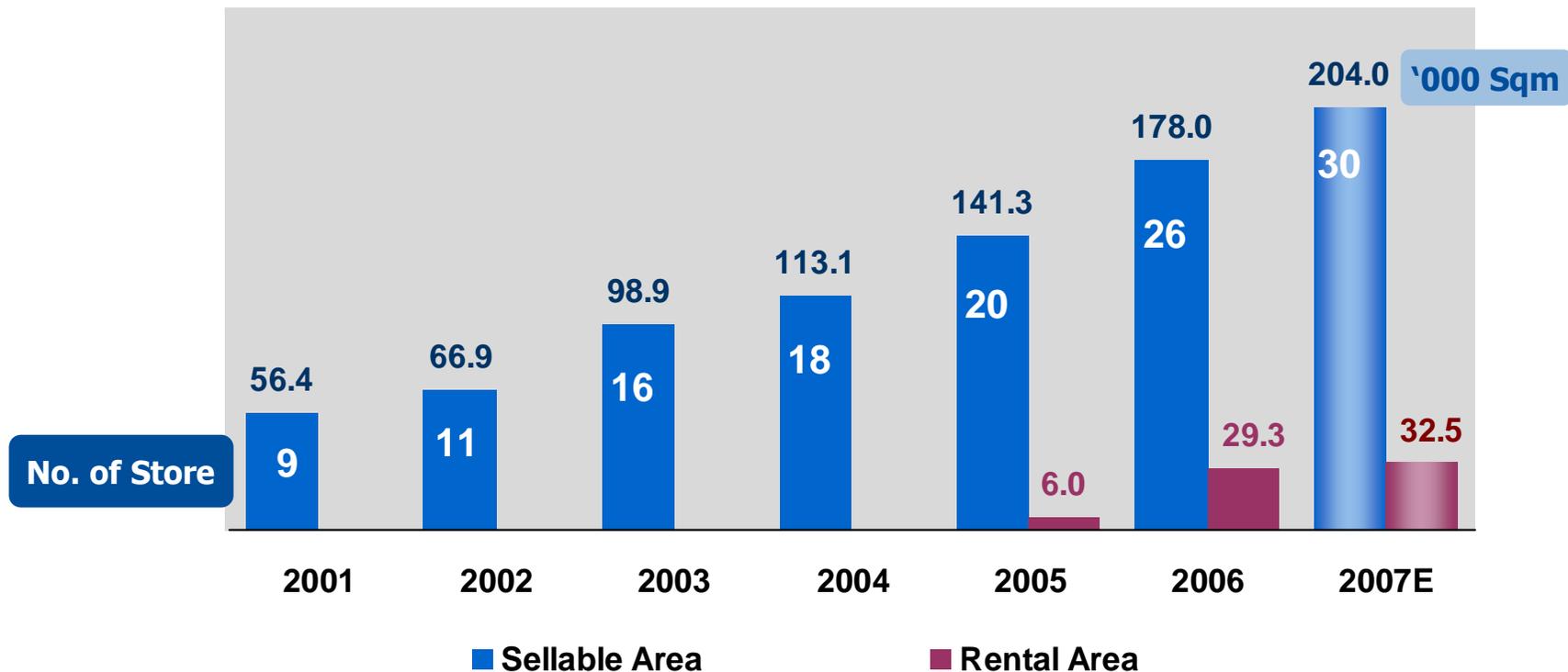
**Opening
1 December 2007**



RAYONG – Under construction, 85% Completed.



Continuous expanding sales area



The company expect to open 4 new stores reflecting square footage growth of ~ 14.6%.



HOMEPRO'S HOME CARD



Card Benefits

- Special 3-5% discount with purchases of regular-priced.
- VIP Parking Service.
- Free Kitchen or Bath services design once a year.
- Products consulting service with the specialists from HomePro.
- 5% additional discount with 14 appliances maintenance services (both regular and promotion priced).
- Special prices with Home tool-kits rental service.
- Newsletters on latest sales promotion campaigns and special privileges

Home Card launched in November 2007 to benefit CRM.



HOMEPRO EXPO 6

>> 19-28 October 2007- IMPACT, Muang Thong Thani



"HomePro Champion"
A competition for home lovers for the prize with the concept of "Paradise in the city".



HomePro EXPO boost up sales, increase awareness.

HomePro's New Training Center



For developing the personnel at all level having knowledge and abilities to provide good services to our customers.

Upcoming Events in 4th Quarter

Super Shock Grand Sales with SCB

Mid NOV 07 – Mid DEC 07

Year End Bonus with BBL

Mid DEC 07 – Mid JAN 08



Upcoming Retail and Wholesales Business Act

- Passed Office of the Council of State and Cabinet and further approval by National Legislation Assembly.



Carrefour 



Q & A

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