

Analyst Meeting

3Q'15 Results

November 3, 2015



This Presentation (The “Presentation”) has been prepared by Home Product Center Plc. The Presentation is private and confidential and is being made available for information purposes only. Accordingly, this Presentation may not be copied, reproduced or redistributed to any other person save with the prior written permission of the Company. By accepting this presentation, each recipient accepts and agrees with the Company that it will comply with, and that it will procure that any other person to whom it provides this Presentation complies with, the Terms set out herein and all applicable laws and regulations.

This Presentation is not a prospectus and is not intended to and does not constitute offer or solicitation of any offer in respect of securities. It does not constitute any recommendation or Investment advice, is not intended to form the basis of an investment decision and should not be relied upon for such purpose. This Presentation has not been approved by any regulatory authority. Neither the Company or their respective advisers accepts any liability whatsoever arising in connection with the distribution of this Presentation to recipients hereof.

This Presentation is being supplied to you solely for your information and may not be reproduced, redistributed or passed on, directly or indirectly to any other person or published, in whole or in part, for any purpose. No part of this presentation may be reproduced or taken or transmitted. The distribution of this presentation in other jurisdictions may be restricted by law, and persons into whose possession this presentation comes should inform themselves about, and such restrictions. By accepting this presentation you agree to be bound by the foregoing restrictions.

HomePro is the leading home improvement retailer in Thailand.

Our product range covers 40,000 items.
We operate 76 stores nationwide, providing complete services as One Stop Shopping to attain highest customer satisfaction.

The HomePro's stock is traded on the Stock Exchange of Thailand (SET - hmpro, BB - hmpro:tb).

Agenda

- **3Q'15 Financial Results**
- **Business Outlook**



Home Product Center Plc. : Operating HomePro in Thailand



Market Village Co., Ltd.

- Holds 99.99% of total shares
- Objective to manage rental space and provide utilities services to tenants.



Home Product Center (Malaysia) Sdn. Bhd.

- Holds 100% of total shares
- Objective to operate a retail business in Malaysia.



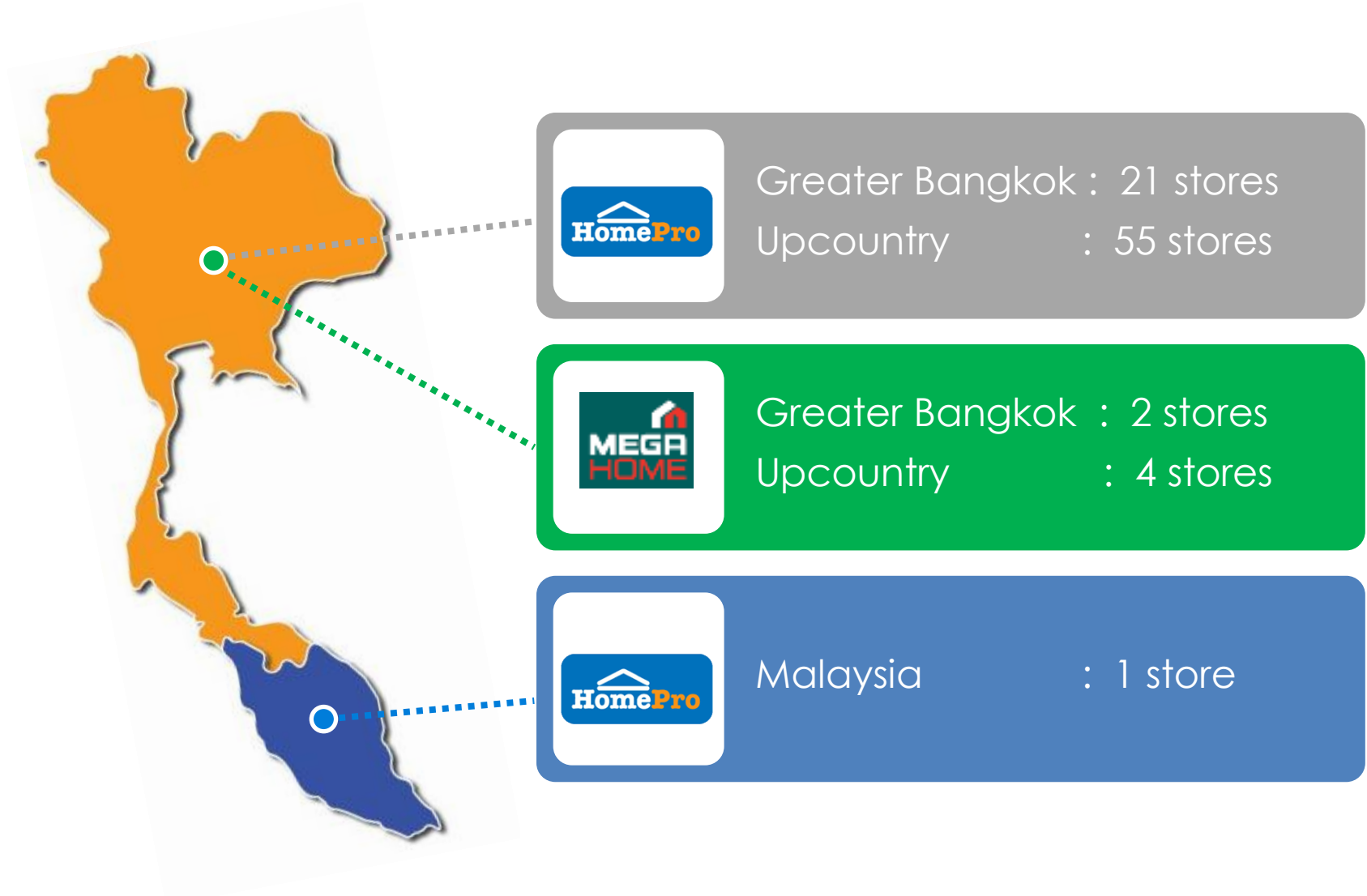
Mega Home Center Co., Ltd.

- Holds 99.99% of total shares
- Objective to operate retail business under trade name “Mega Home”.



DC Service Center Co., Ltd.

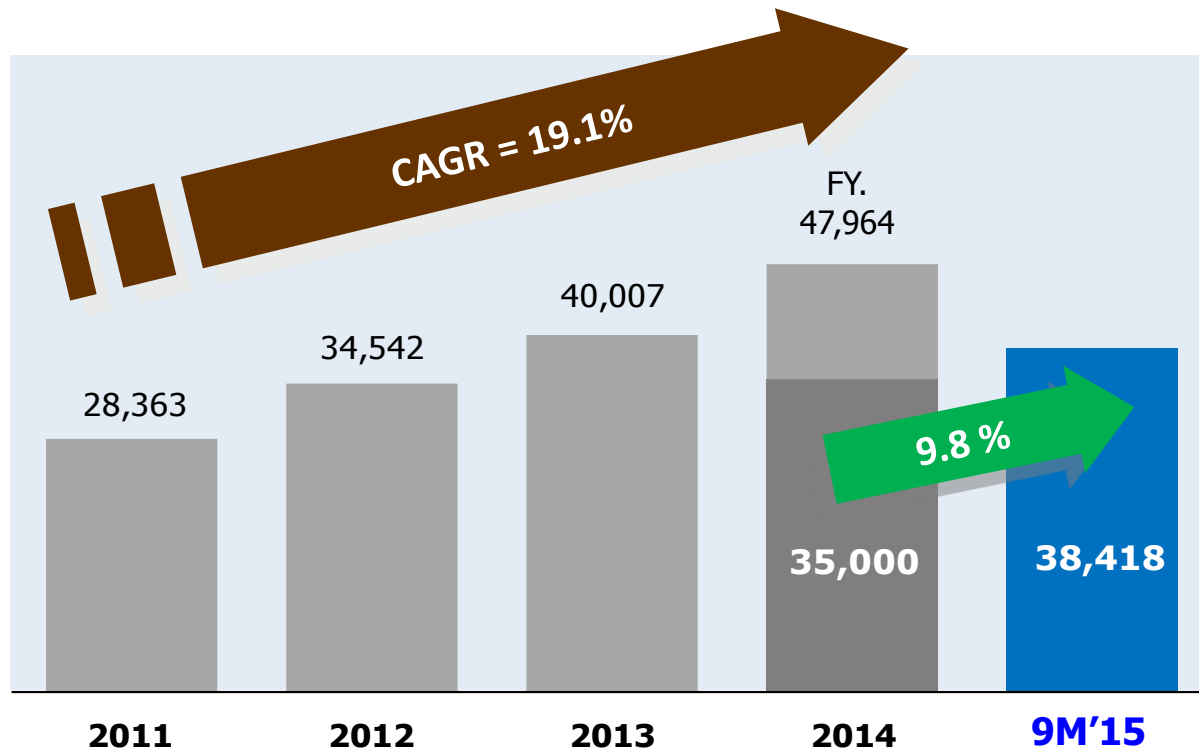
- Holds 99.99% of total shares
- Objective to operate the warehousing and distribution.



Unit : MB

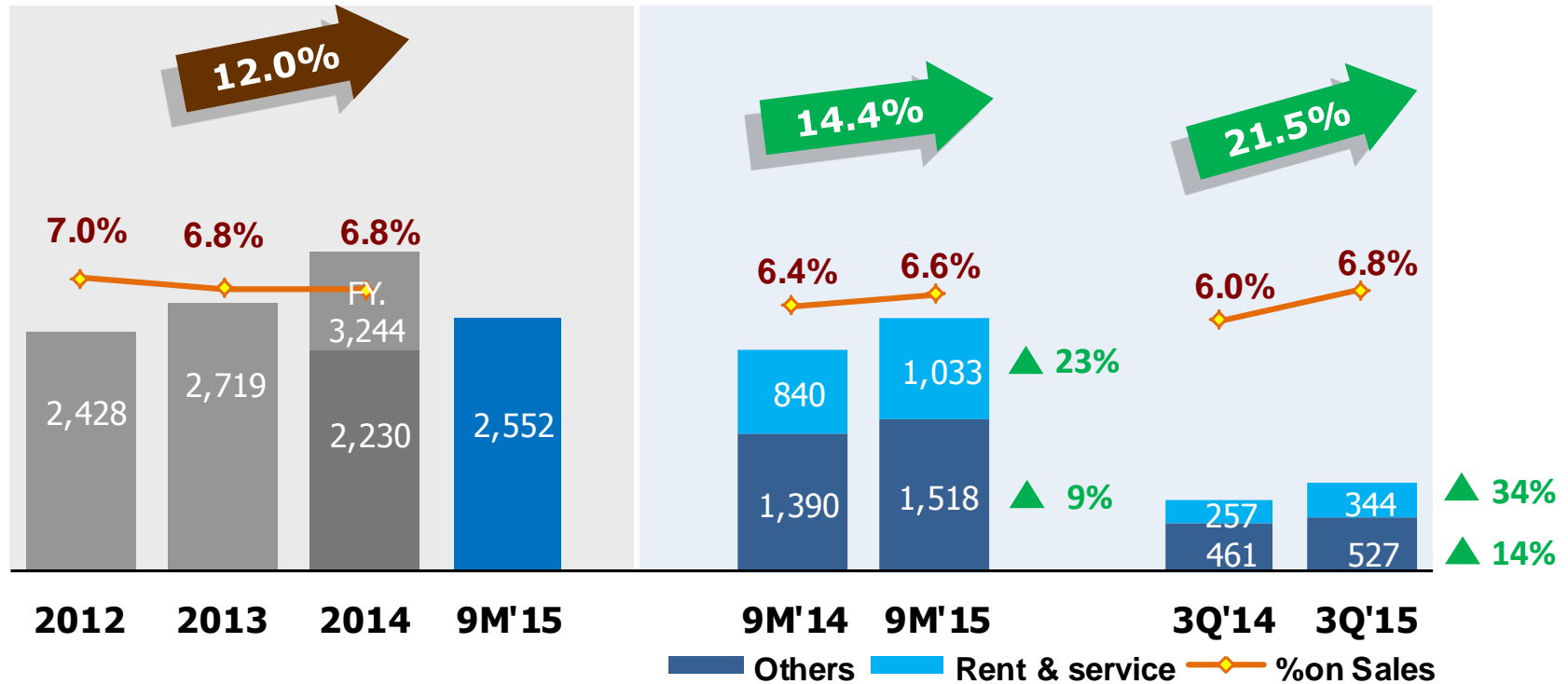
	9M'15	% on Sales	9M'14	% on Sales	VAR	% Growth
Sales	38,418.5	100.0	35,000.4	100.0	3,418.0	9.8
Other Income	2,551.8	6.6	2,229.8	6.4	322.1	14.4
Total Revenue	40,970.2	106.6	37,230.2	106.4	3,740.1	10.0
COGS	28,521.2	74.2	25,820.8	73.8	2,700.4	10.5
SG&A	9,063.0	23.6	8,192.1	23.4	870.9	10.6
Total Expenses	37,584.2	97.8	34,012.9	97.2	3,571.3	10.5
EBIT	3,386.0	8.8	3,217.3	9.2	168.8	5.2
Financial Exp.	416.2	1.1	334.6	1.0	81.6	24.4
Tax	613.2	1.6	598.0	1.7	15.3	2.6
Net Profit	2,356.6	6.1	2,284.7	6.5	71.9	3.1
Depreciation	2,013.3	5.2	1,630.7	4.7	382.5	23.5
EBITDA	5,399.3	14.1	4,848.0	13.9	551.3	11.4

Unit : MB



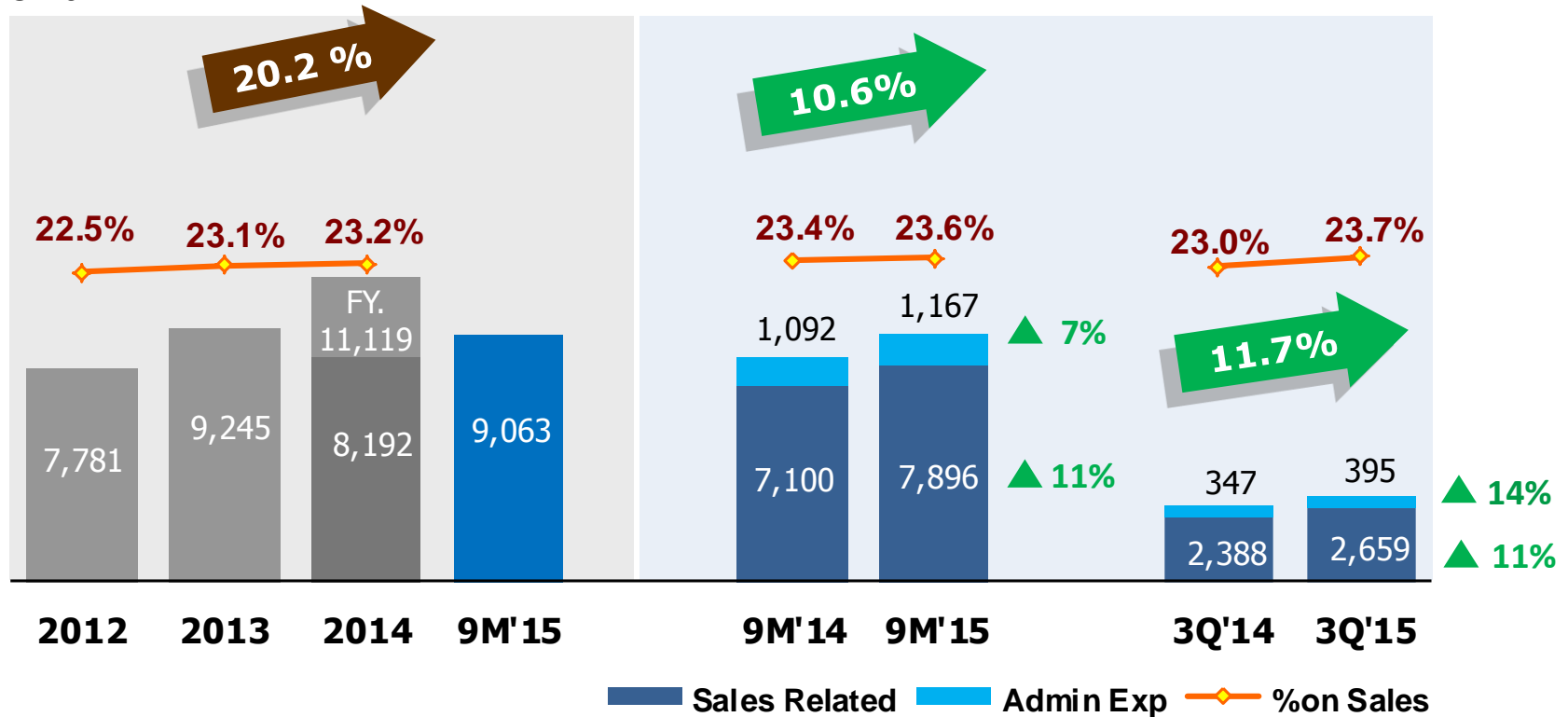
Rising Other Income

Unit : MB



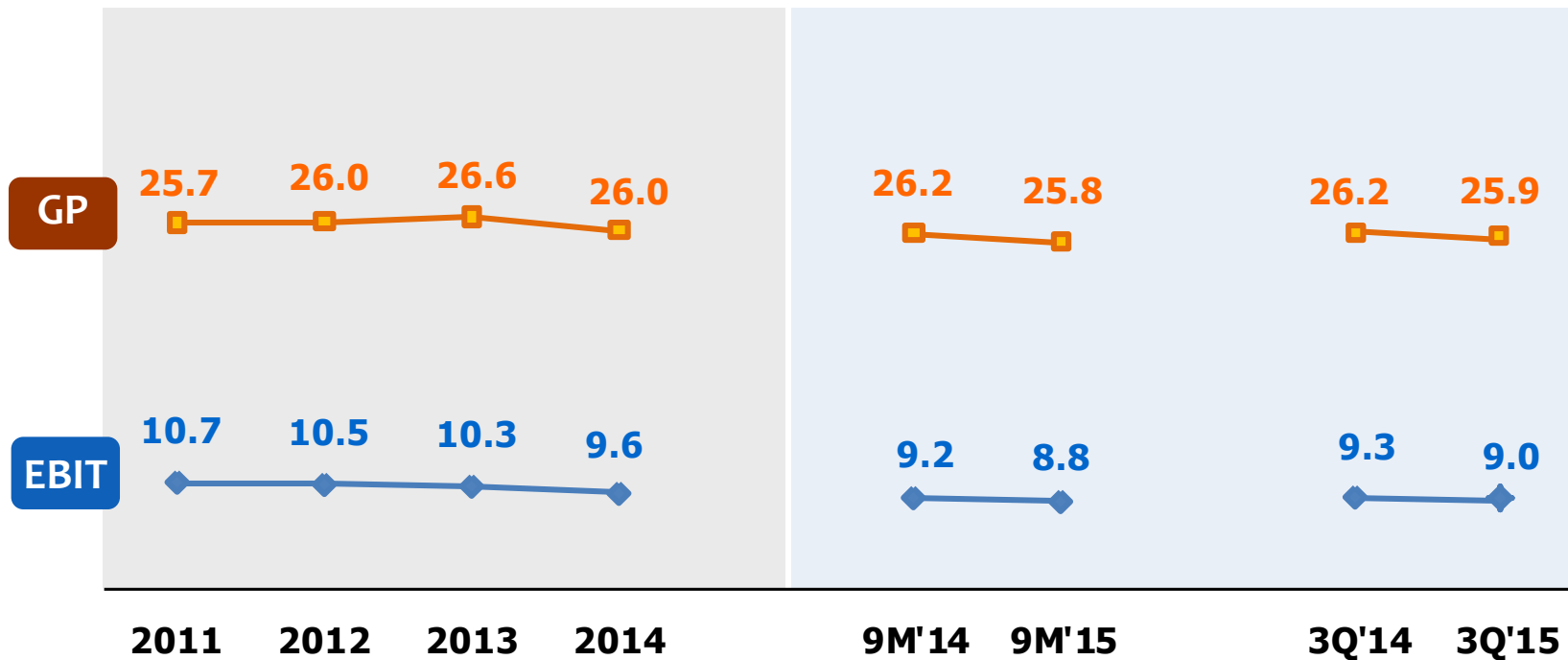
- **Rental & Service Income** increasing from Suvarnabhumi and Hua-Hin Market Villages well as higher rental income from the additional HomePro's leasable areas.
- The increase in **Other Income** was mainly due to increasing joint-advertising income and in-store promotion with vendor as well as service income from "Home Care" program.

Unit : MB

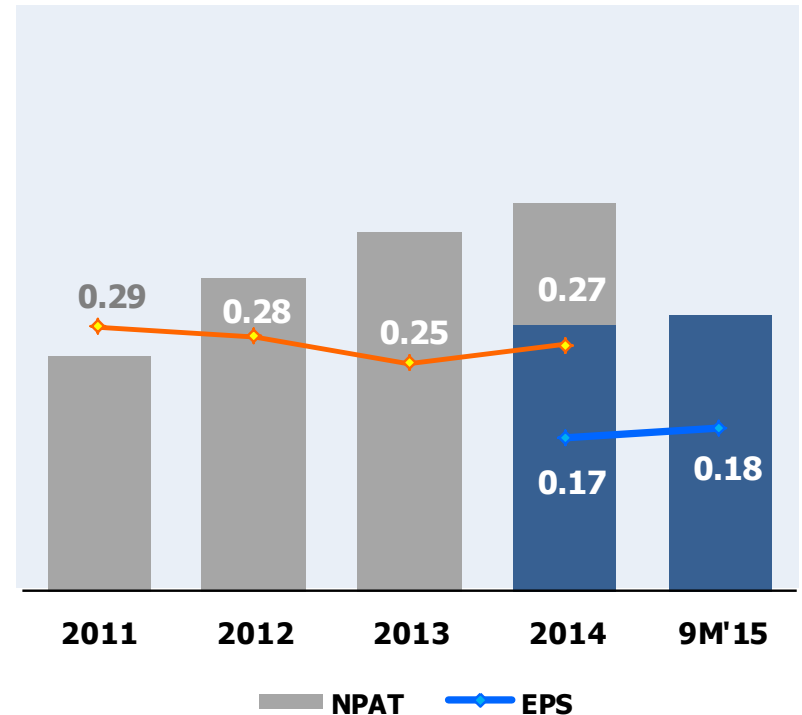
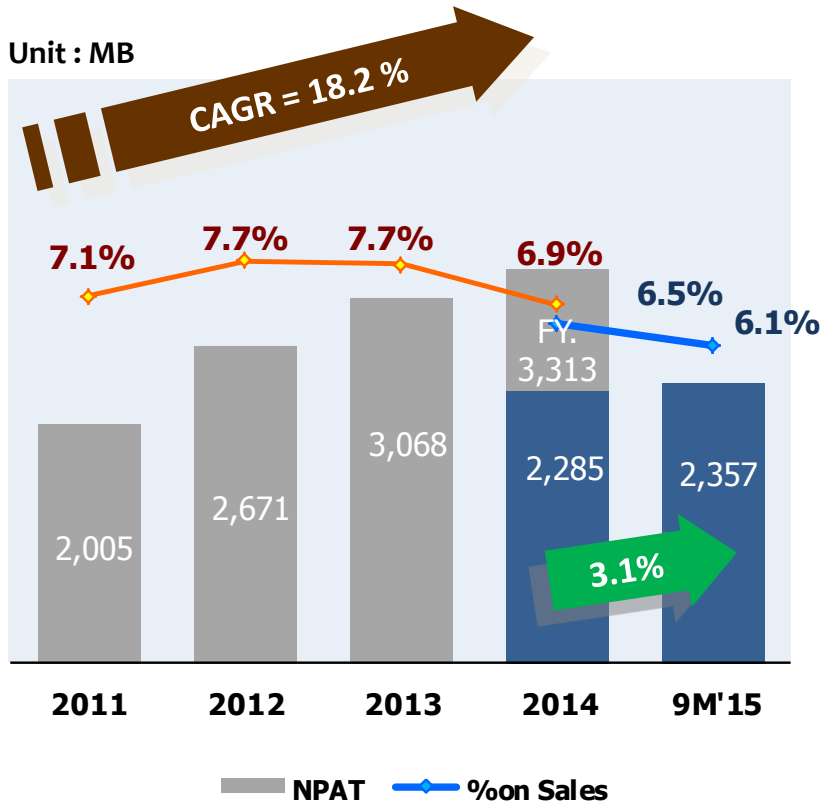


9M'15, SG&A represented 23.6% to sales comparing with 23.4% of the same period of the previous year. The main increase was due to the increase in salaries, depreciation, utilities cost and operating expenses of HomePro in Malaysia.

Unit : %



9M'15, GP has decreased from 26.2% in the previous year to 25.8% due to the blended margin of HomePro business and Mega Home business which has a lower gross margin structure.



9M'15 **NPAT** growth by 3.1% but NPAT % to sales decreased from 6.5% to 6.1%.

EPS in 2014 taking full dilution impact of stock dividend at the ratio of 8:1 paid in November 2014 (interim). **EPS** in 9M'15 taking impact at ratio of 15:1 paid in May 2015 (Final).

Balance Sheet at a Glance

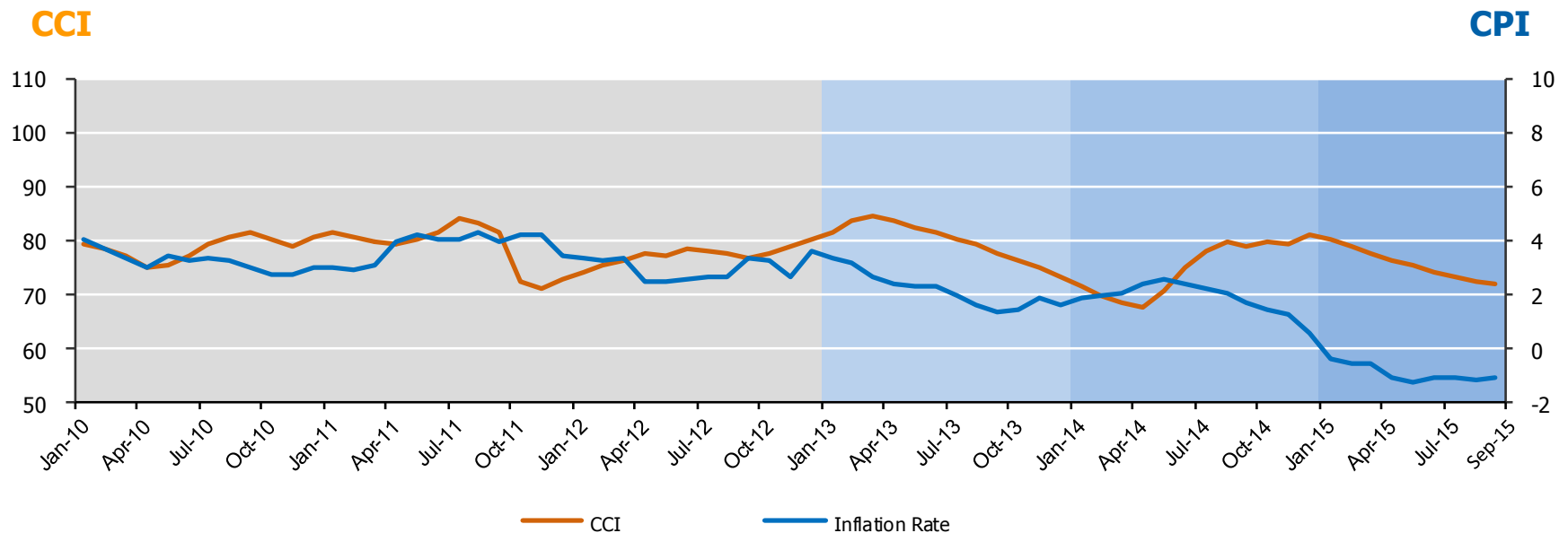
Unit : MB

	30 Sep 15	31 Dec 14	VAR	%
Cash & Deposit	1,732.1	2,434.8	(702.7)	(28.9)
Inventory	8,027.0	8,030.8	(3.8)	(0.0)
Land Building & Equipment	33,265.1	31,330.0	1,935.0	6.2
Others	2,294.0	2,517.2	(223.2)	(8.9)
Total Assets	45,318.2	44,312.8	1,005.4	2.3
Financial Debt	14,723.3	13,876.2	847.1	6.1
Account Payable	12,254.6	12,075.4	179.3	1.5
Others	2,555.4	2,659.6	(104.2)	(3.9)
Total Liabilities	29,533.3	28,611.2	922.1	3.2
Paid-Up Capital	13,151.2	12,329.3	821.9	6.7
Share Premium	646.3	646.3	-	-
Retain Earnings	1,987.3	2,726.0	(738.7)	(27.1)
Total Equities	15,784.8	15,701.6	83.2	0.5

Agenda

- 1H'15 Financial Results
- Business Outlook

Confidence index falls for ninth month



The Consumer Confidence Index (CCI) continues to decline, putting the figure at 72.1 in September, surpassing the previous floor of 72.3 in August.

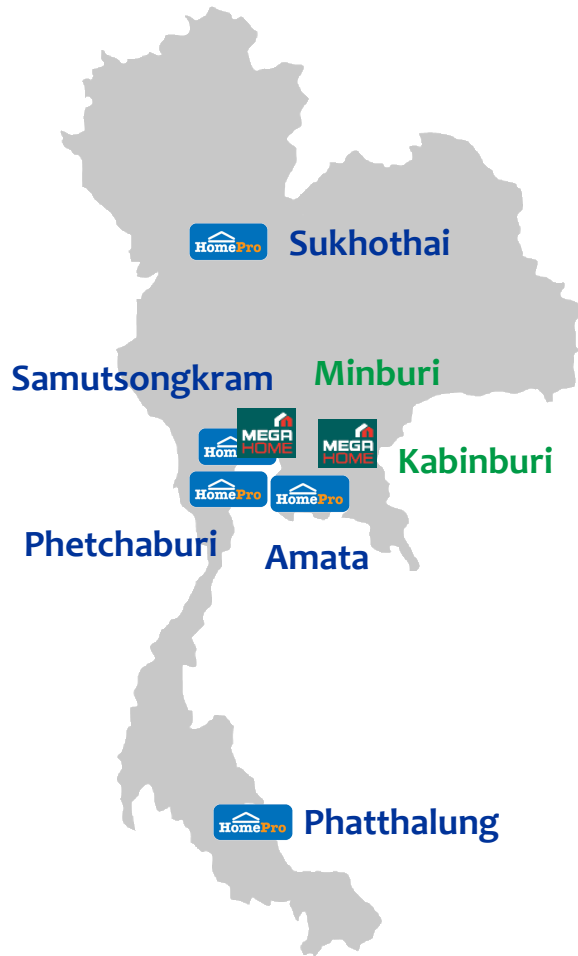
This decrease reflected that people remain worried about uncertainty regarding the global and Thai economic situations, while shipments have yet to see signs of recovery and farm prices remain low.

Consumer confidence was expected to improved gradually from the fourth quarter once money from the government's new stimulus packages was injected into the economic system.



The main objective of the development and selection of private brand products is an adherence to build up value-added to customers. Therefore, the core element of private brand products is quality and worthiness. In addition to the Company's increase of variety of products, it had continued to develop and select products with quality to continuously provide worthiness to customers. To date, we have a total of 36 private brands and over 1,000 items.

2015 Store Expansion Plan



2015 No. of New stores

5

3

Quarter	Location	Date	HomePro	MEGA HOME	Malaysia
1Q	Sukhothai	27 Feb	Yes	No	No
	Kabinburi		No	Yes	No
2Q	Samut Songkhram	15 May	Yes	No	No
	Phetchaburi	12 Jun	Yes	No	No
3Q	Phatthalung	10 Jul	Yes	No	No
	Minburi		No	Yes	No
	Amata	28 Aug	Yes	No	No
4Q	Aranyaprathet		No	Yes	No

Our stores in 2015

Region	HomePro	MEGA HOME	Malaysia
Greater Bangkok	21	2	0
Upcountry	55	5	0
Malaysia	0	0	1
Total (stores)	76	7	1



โฮมโปร เอ็กซ์โป มาเมื่อไหร่ได้เรื่อง
13 - 22 พ.ย. นี้ 10 วันเท่านั้น!
ที่เมืองทองธานี

"ก็มันคุ้มนะ"

HomePro
EXPO
Professional Home Solution

ลด+รับเพิ่ม
สูงสุด
38%*

ลดสูงสุด
80%*

HomePro EXPO 22

13 - 22 November 2015 @ Impact Muangthong Thani

Home lovers enjoyed this event which offers a wide range of brand name from over 300 manufactures and distributors, home service and innovation, including special discounts from leading financial institution.



Q & A

Contact us

Tel +662-832-1416

Email : IR@homepro.co.th