



# Opportunity Day

The Stock Exchange of Thailand

## 2016 Results

March 6, 2017

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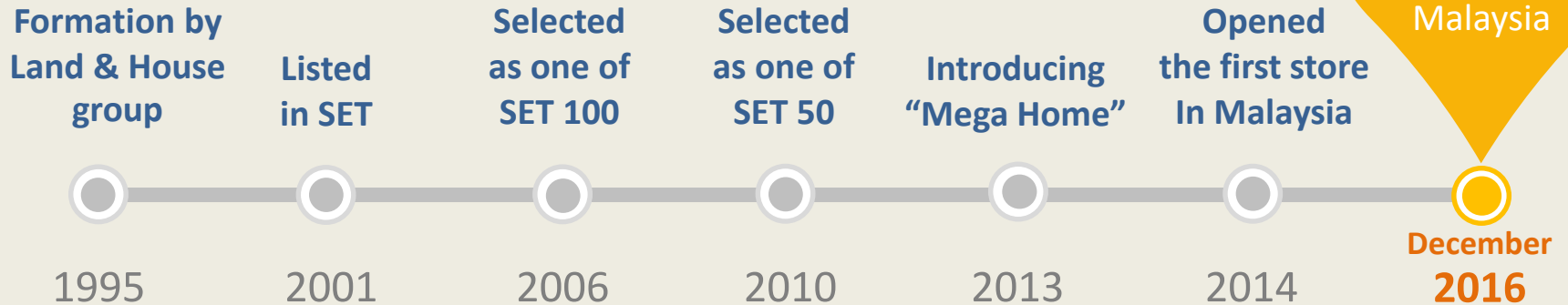
HomePro is the leading home improvement retailer in Thailand.

Our product range covers 40,000 items.

We operate 80 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).

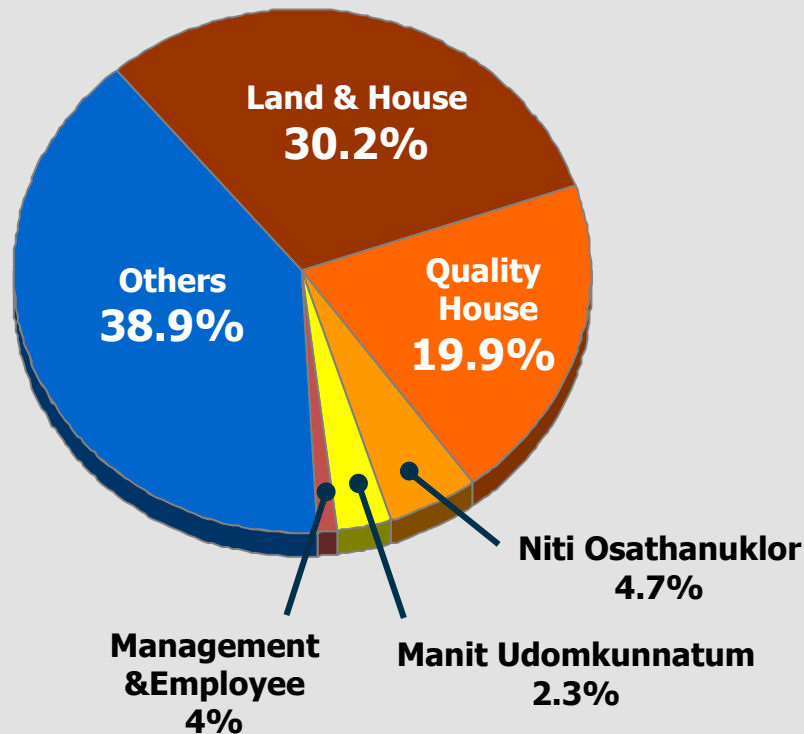
## ■ Background



## ■ What dose HomePro do?

Thailand and Southeast Asia's largest retailer of home improvement products which includes home improvement product (hardware, plumbing, painting, tools, outdoor living & garden), bathroom, kitchen, lighting, home appliances and household accessories, furniture and decorative products with full service support under HomePro format.

With Mega Home business, there are more merchandise categories than above: construction materials, daily use products, office supplies, leisure goods and more household products are added.



## Top 10 Shareholders

## %Share

1. Land and Houses Plc.	30.2
2. Quality Houses Plc.	19.9
3. Mr. Niti Osathanuklor	4.7
4. Thai NVDR Co., Ltd.	3.9
5. Mr. Manit Udomkunnatum	2.3
6. Social Security	2.1
7. State Street Bank Europe	2.1
8. Chase Nominees Limited	2.0
9. AIA Co., Ltd.	1.4
10. Sarasin Co., Ltd.	1.3
11. Others	30.1

■ **Market Capitalization : 129,539.30 MB (as at 2 March 2017)**

Paid-up Capital : 13,151,198,025 shares



## 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".

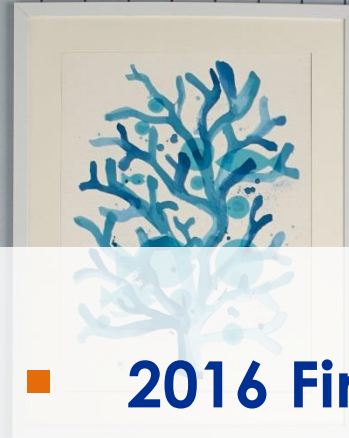


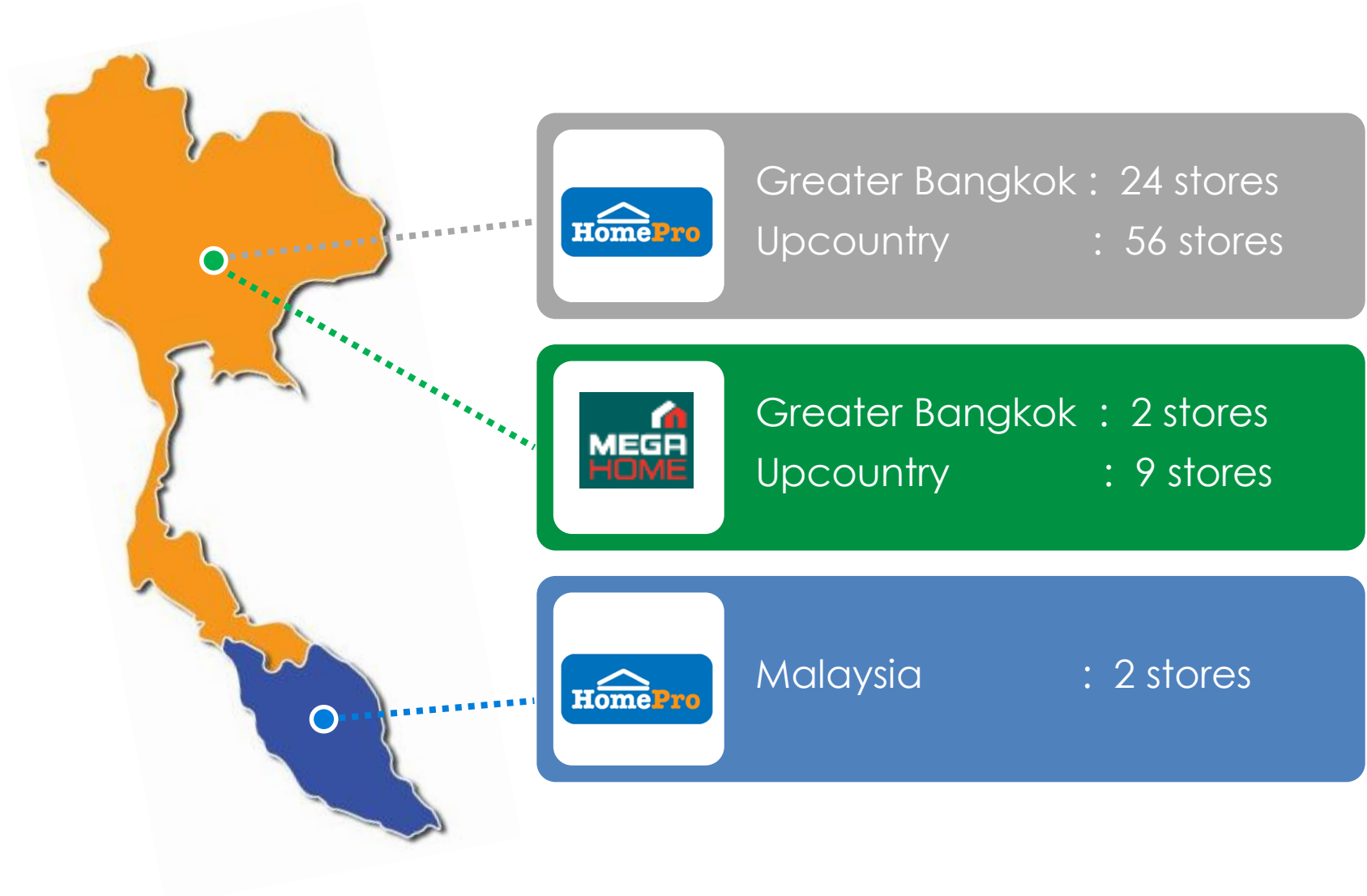
### DC Service Center Co., Ltd.

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

# Agenda

- **2016 Financial Results**
- **Business Outlook**

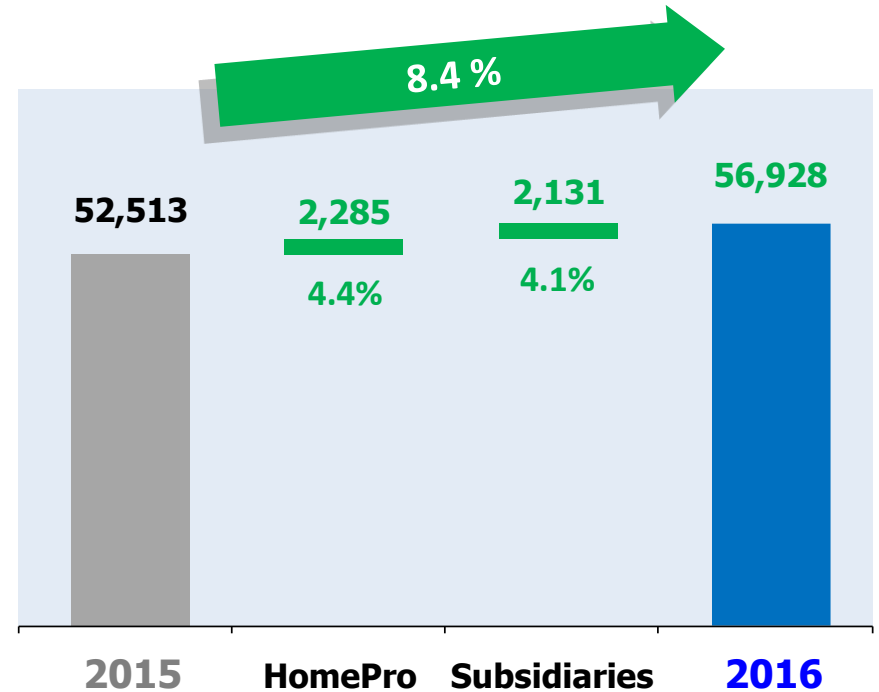
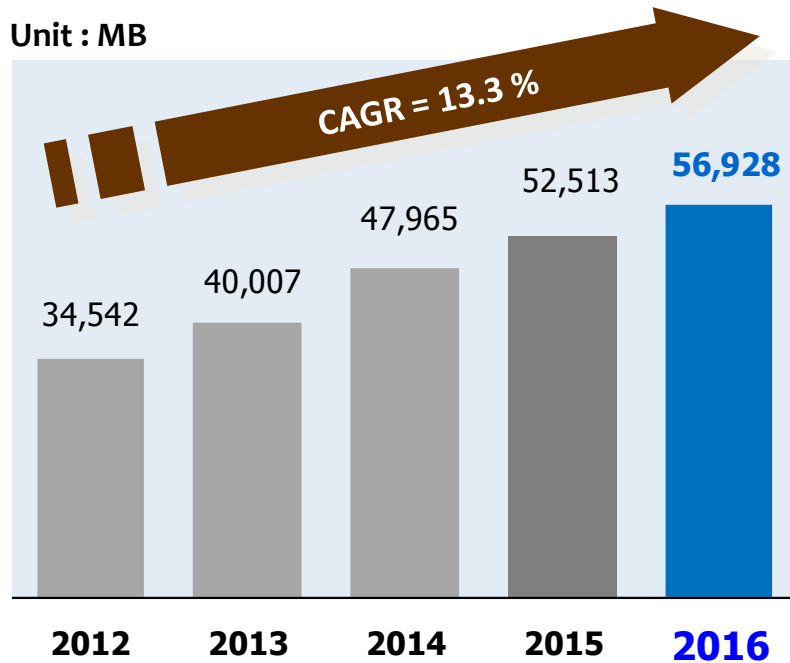






# Sustainable Sales Growth

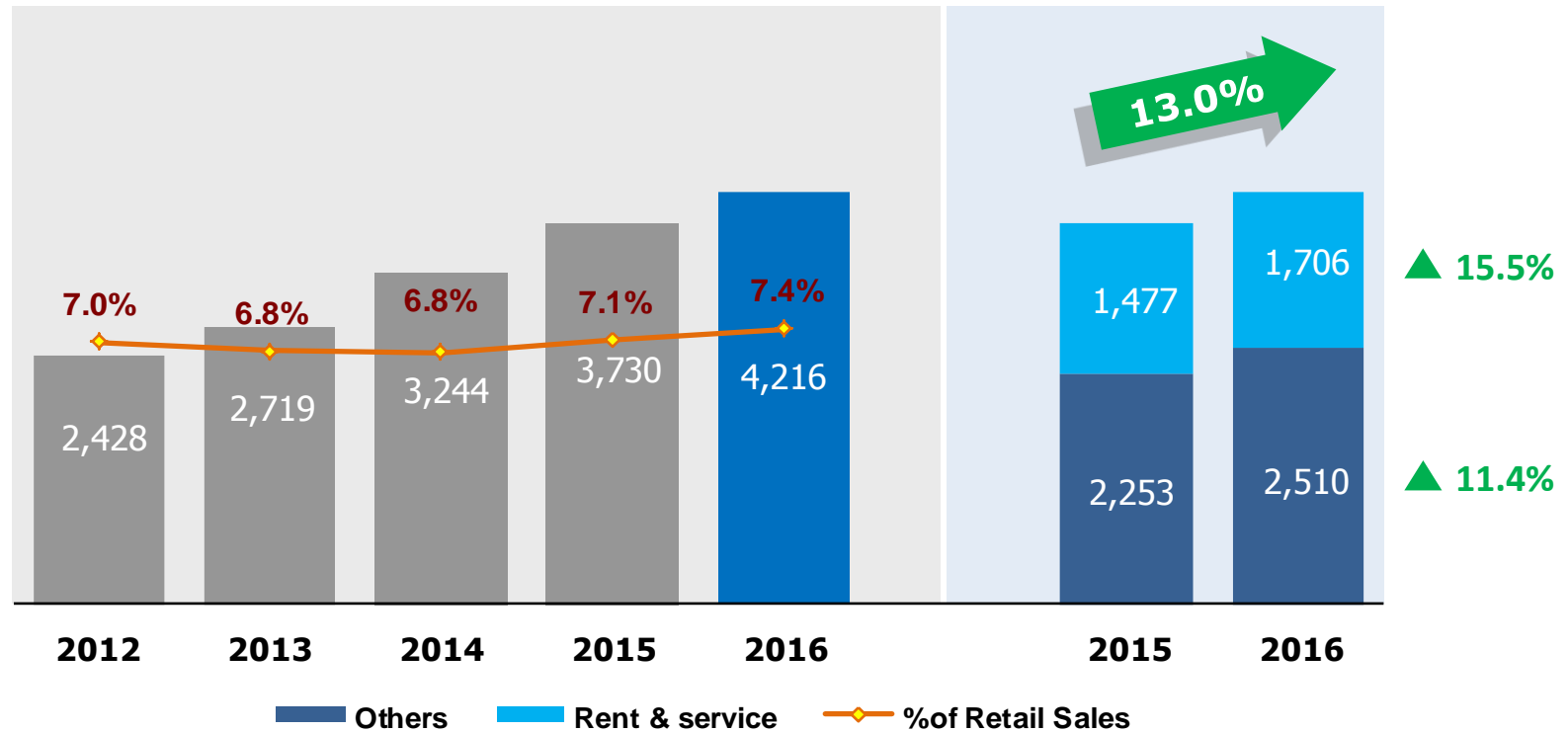
Unit : MB



2016, sales growth 8.4% YoY, driven by HomePro 4.4% and 4.1% by subsidiaries (Mega Home & Malaysia).

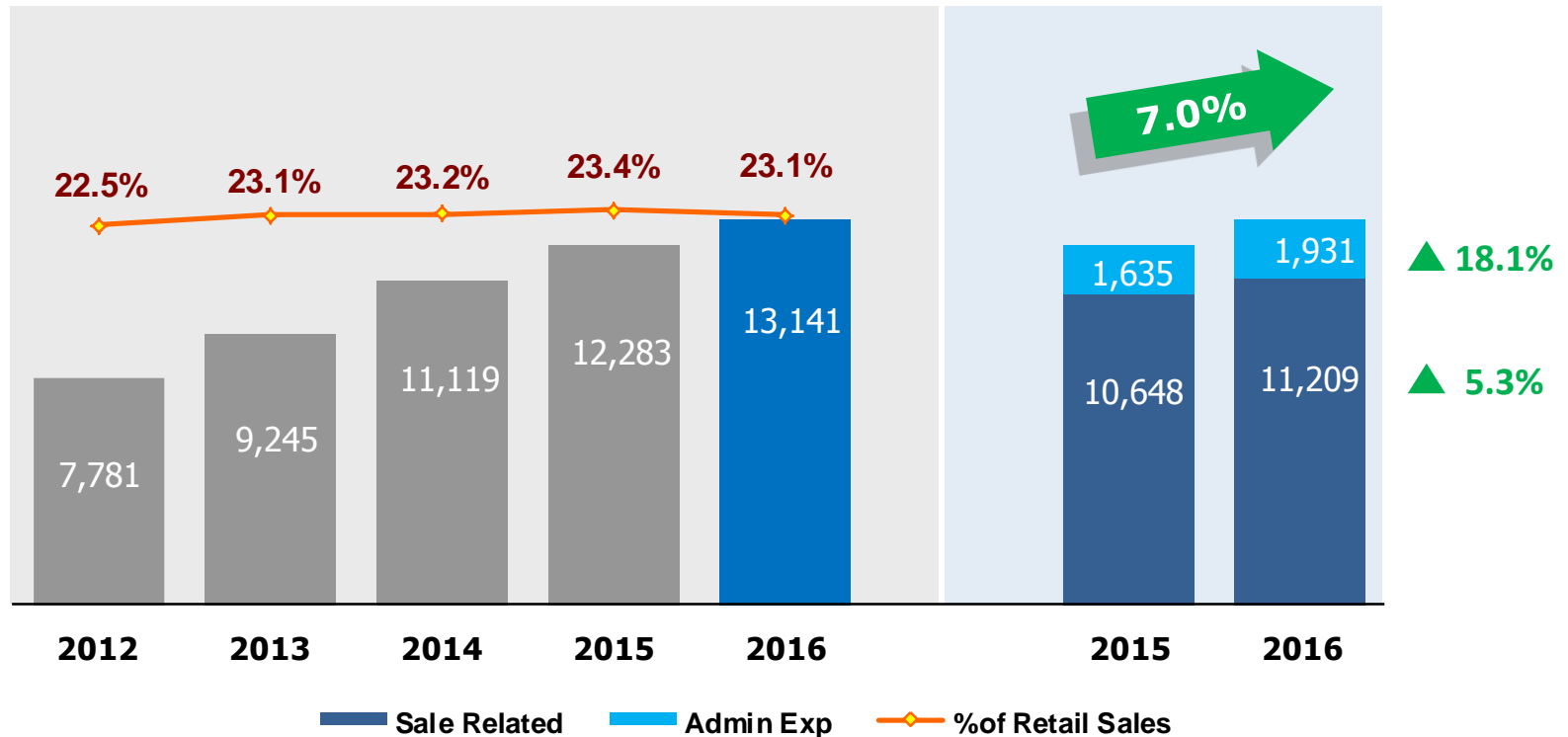
# Rising Other Income

Unit : MB

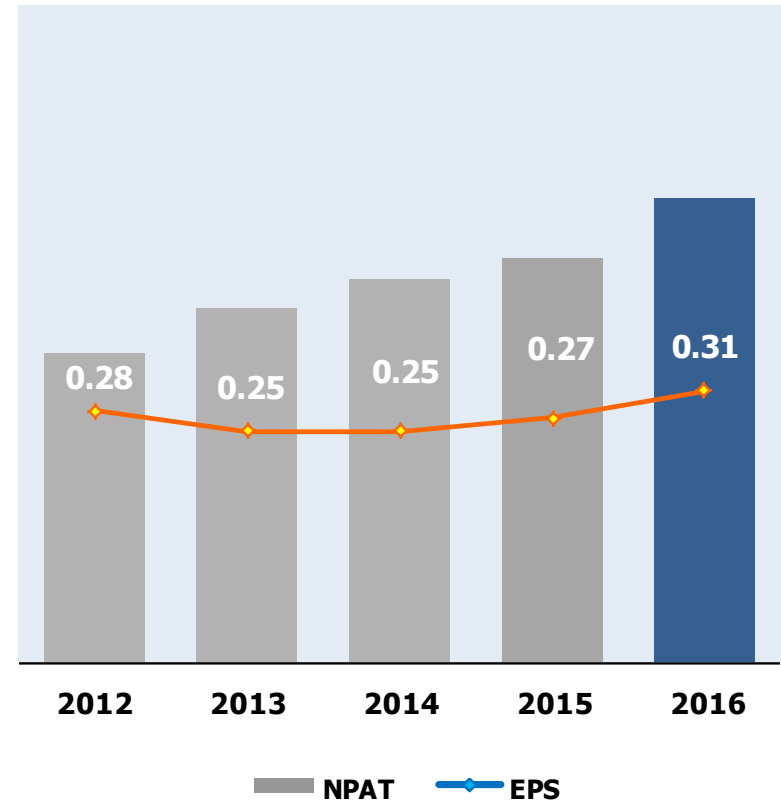
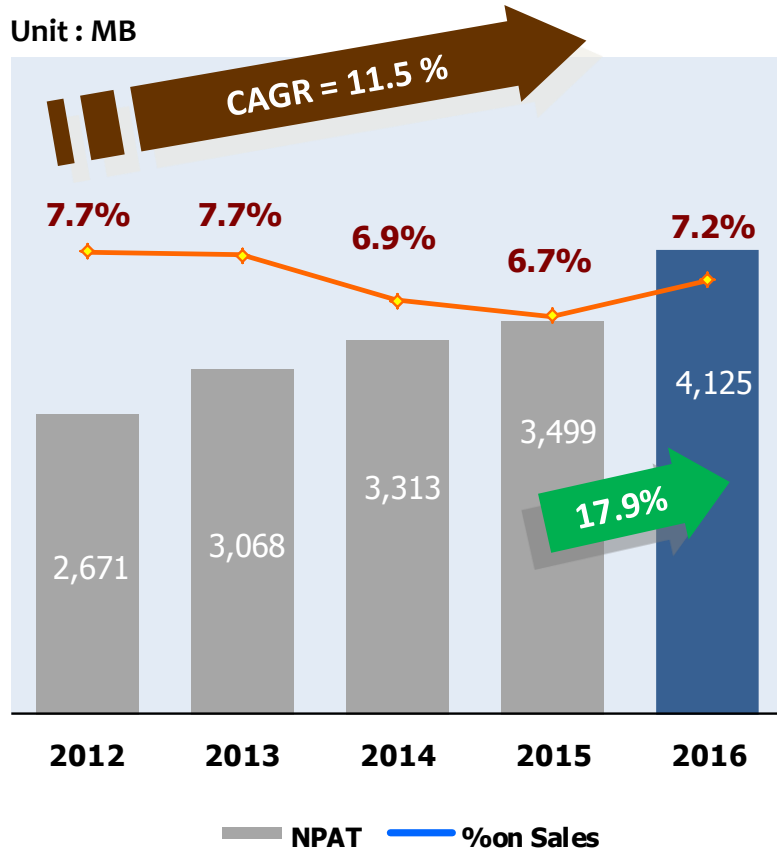


- **Rental & Service Income** increasing from additional rental space of Market Village as well as higher higher rental income from the additional HomePro's leasable areas.
- The increase in **Other Income** was mainly due to increasing support fee of promotional activities, as well as service income from customers under "Home Service" program.

Unit : MB



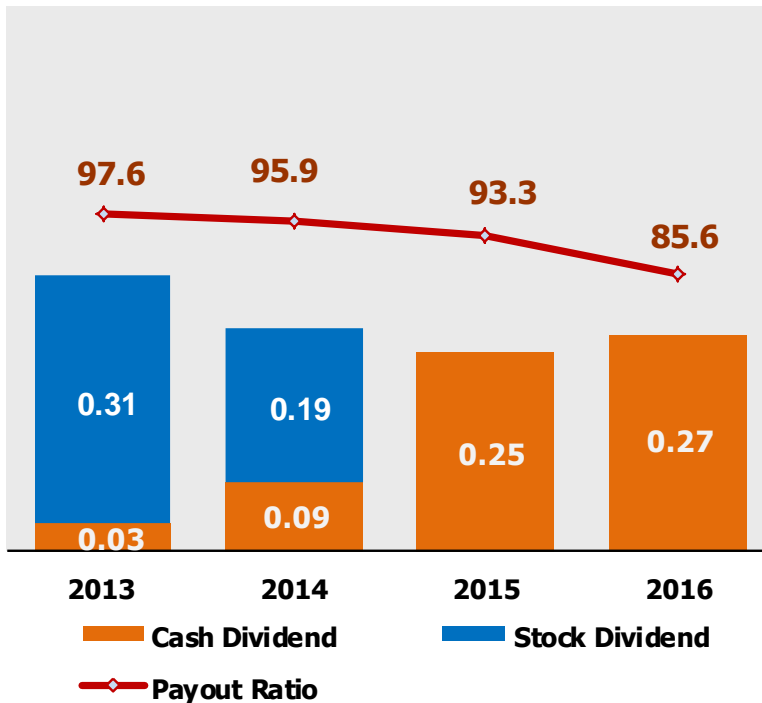
2016, **SG&A** represented 23.1% to sales comparing with 23.4% of the same period of the previous year. The main decrease was due to the improvement in cost efficiency and more economies of scale from Mega Home business.



2016 **NPAT** growth by 17.9% and NPAT % to sales increased from 6.7% to 7.2%

Earnings per share (**EPS**) were Baht 0.31 in 2016, up 17.9 percent as compared with last year.

Unit : Baht/Share



## 2016

### ■ Final Dividend (payment date : 3/5/2017)

On 27 February 2017, the Board of Director proposed to pay **cash dividend at Baht 0.15/share** subject to AGM approval on 5 April 2017.

### ■ Interim Dividend (payment date : 28/9/2016)

On 30 August 2016, the Board of Director has passed resolution to pay **cash dividend at Baht 0.12/share**

## 2015

### ■ Final Dividend (payment date : 29/4/2016)

On 7 April 2016, AGM has passed resolution to pay **cash dividend at Baht 0.15/share**.

### ■ Interim Dividend (payment date : 22/9/2015)

On 25 August 2015, the Board of Director passed resolution to pay **cash dividend at Baht 0.10/share**.

## ■ AGM Update

**XM : 9 March 2017**

**AGM : 5 April 2017**

**Place : Grand Ballroom,  
Mandarin Hotel  
662 Rama 4 Rd.,  
Bangrak, Bangkok**



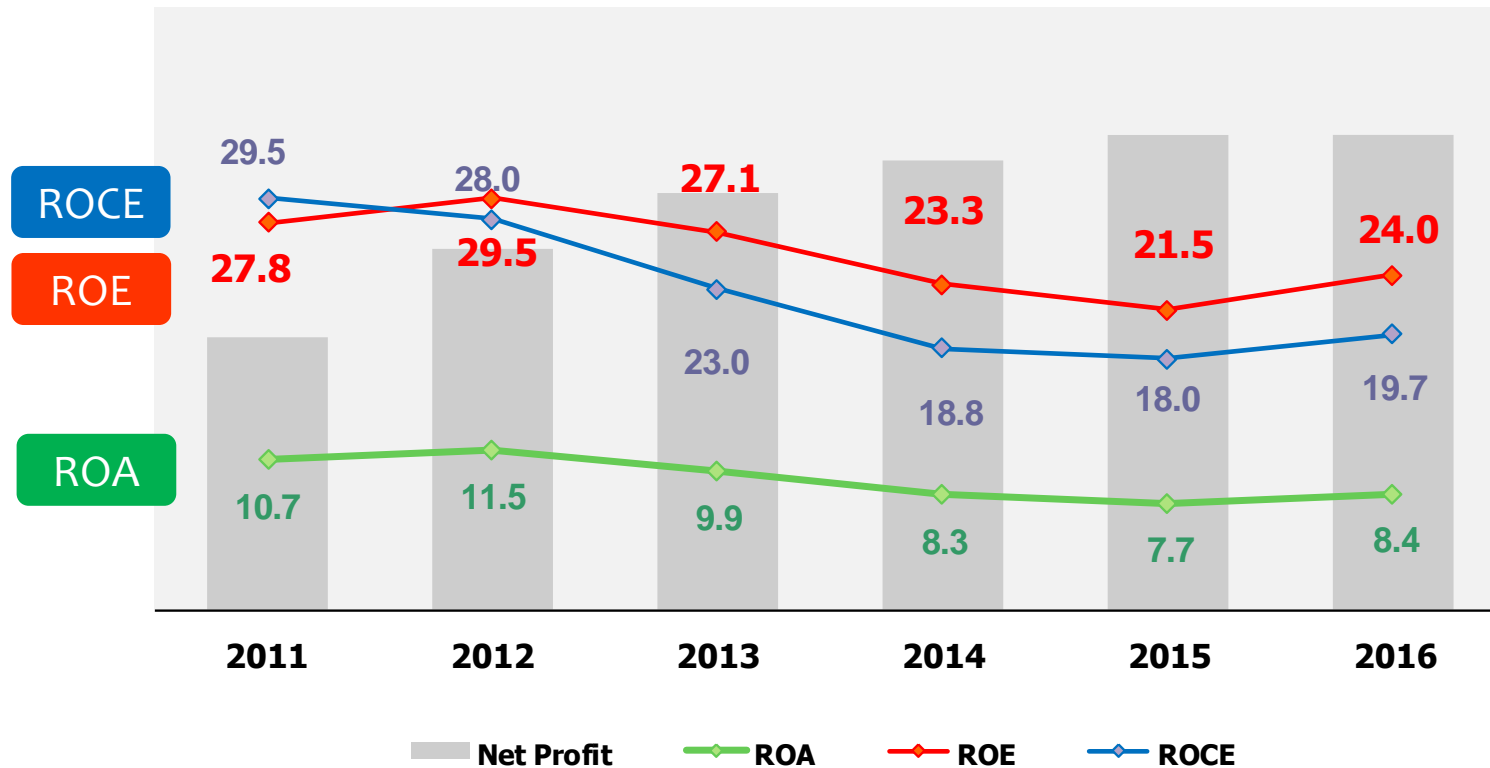
## ■ Dividend

**On 27 Feb 2017 the Board proposed to pay cash dividend at the rate of Baht 0.15 per share subject to shareholders approval on 5 April 2017.**

**XD : 12 April 2017**

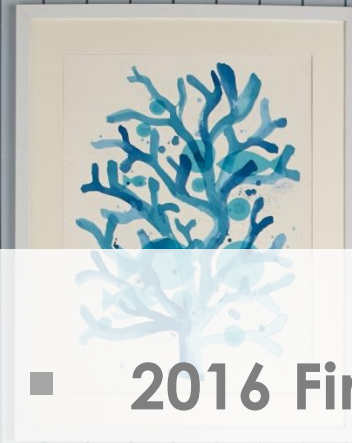
**Payment date : 3 May 2017**

Unit : %



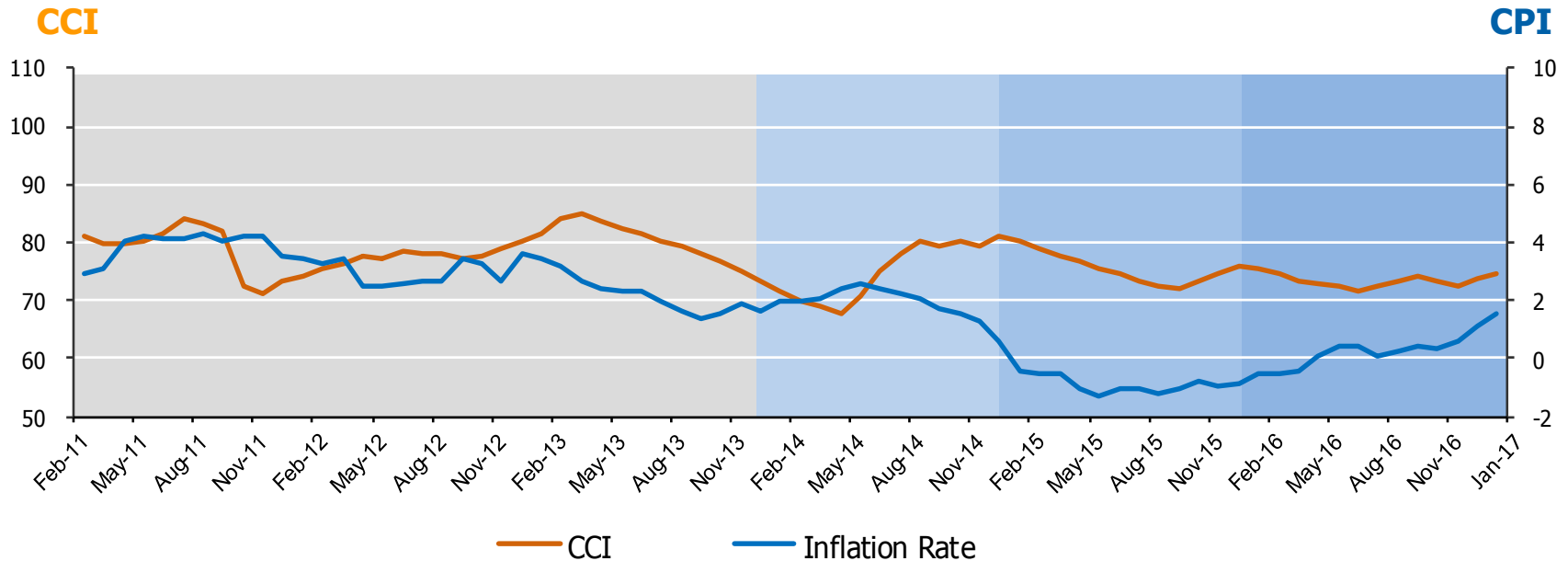
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  - **Business Outlook**
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# Consumers more confident in economy



Thailand Consumer Confidence Index (CCI) rose to 74.5 in January, compared to 73.7 in December and 72.3 in November. Consumer price increased to 1.55%. The CCI jumped to its highest level in 11 months.

The positive factors contributing to the sentiment increase are government's stimulus programs, higher exports, recovering of rubber prices, and spending during the New Year and the Chinese New Year. However, the concern of Donald Trump's policies and uncertainty of global economy was pressured the sentiment.

Consumer price was increased to 1.55% highest in over 2 years due to increased in oil price and overall price of food.



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.

# 2017 Store Expansion Plan



## 2017 No. of New stores



2 - 3



3 - 4



Malaysia

2 - 3

		HomePro	MEGA HOME	HomePro Malaysia
1H	Bangkok	1	-	
	Malaysia			1
2H	Bangkok	1 - 2		
	Upcountry		3 - 4	
	Malaysia			1 - 2

## Our stores in 2017

Total (stores)	82 - 83	14 - 15	4 - 5
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\* Excluding HomePro Living and Bike Club



โอกาสของคุณมาถึงแล้ว

สมัคร  
**ฟรี!**



## Home Makeover 2

TV Reality

The qualified 10 families will receive improvement in their home. The show begins airing in October.



## HomePro EXPO 25

17 – 26 March 2017 @ 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

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