



HOME SERVICE

SHOPPING ONLINE



Analyst Meeting 2018 Result

March 1, 2019



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, 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.



About HomePro



HomePro is the **leading home** improvement retailer in Thailand.



HomePro's products cover **40,000** items



HomePro operates **90** stores nationwide



HomePro provides complete service as **One Stop Shopping**



Agenda

- 2018 Financial Results
- Business Outlook



Corporate Group Structure



Home Product Center Plc. : Operating HomePro in Thailand



HUA HIN
Market Village
ศูนย์การค้าฮั่วฮิน

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".

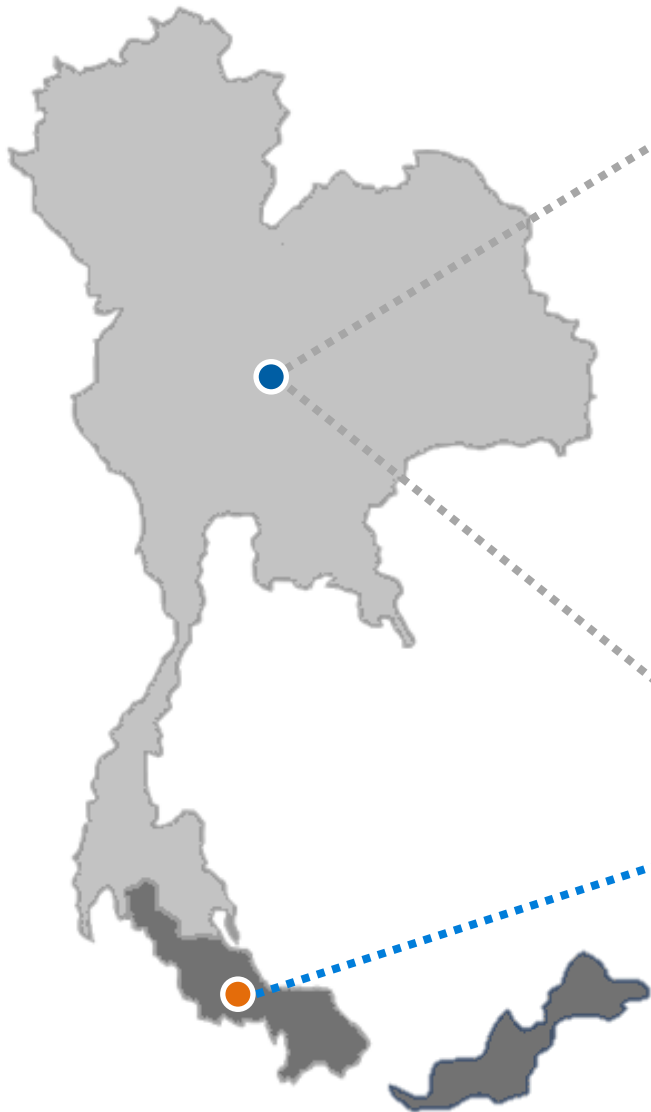


DC Service Center Co., Ltd.

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



Store Footprint



 Greater Bangkok : 26 stores
Upcountry : 56 stores

 Greater Bangkok : 7 stores
Upcountry : 1 store

 Greater Bangkok : 2 stores
Upcountry : 10 stores

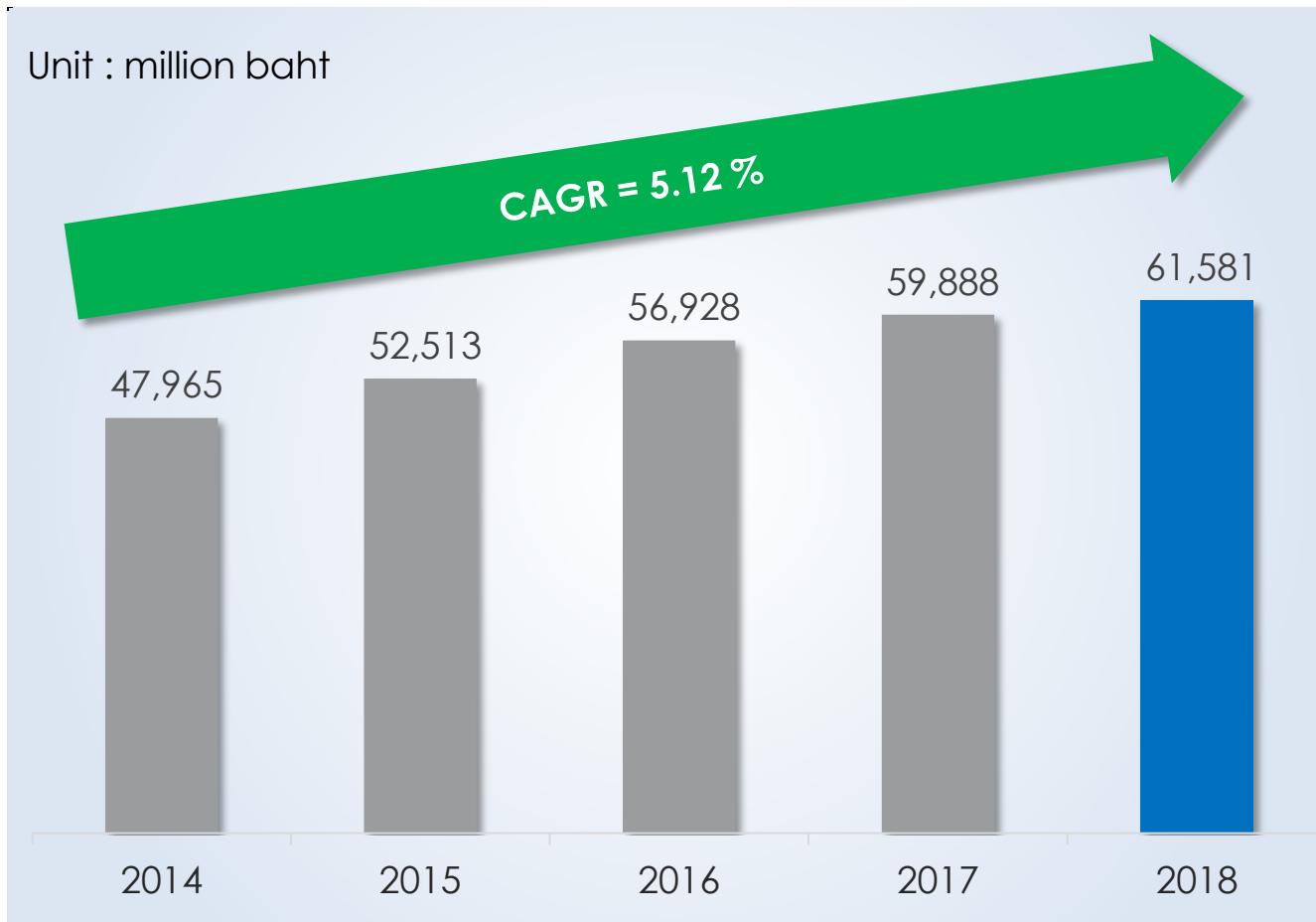
 Malaysia : 6 stores

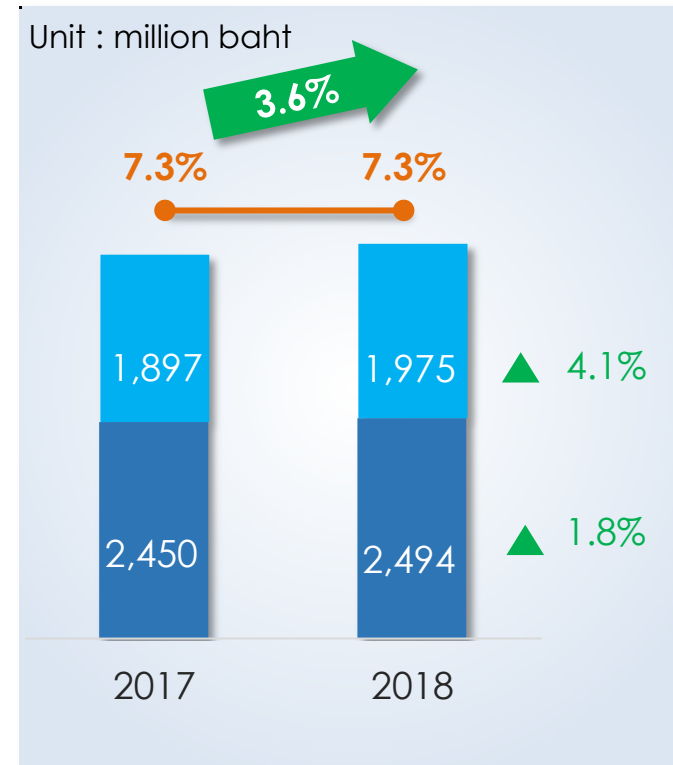
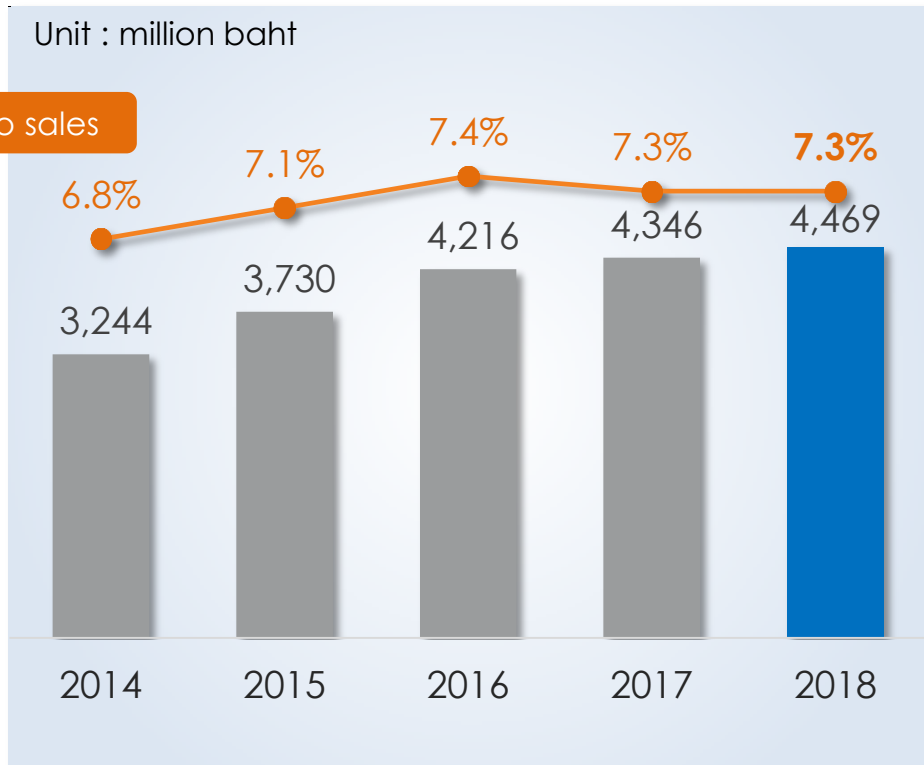
Unit : MB

	2018	% of sales	2017	% of sales	Var	% change
Sales	61,581.0	100.0	59,888.3	100.0	1,692.7	2.8
Rental and Service Income	1,975.1	3.2	1,896.5	3.2	78.6	4.1
Other Income	2,493.9	4.0	2,449.7	4.1	44.2	1.8
Total Revenue	66,049.9	107.3	64,234.5	107.3	1,815.4	2.8
COGS	44,644.2	72.5	44,049.8	73.6	594.5	1.3
Gross profit	16,936.8	27.5	15,838.6	26.4	1,098.2	6.9
Total Expenses	14,083.5	22.9	13,750.3	23.0	333.2	2.4
EBIT	7,322.2	11.9	6,434.4	10.7	887.7	13.8
Finance Cost	400.1	0.6	447.7	0.7	-47.6	-10.6
Tax	1,309.5	2.1	1,100.4	1.8	209.1	19.0
Net Profit	5,612.6	9.1	4,886.4	8.2	726.2	14.9

Depreciation	3,064.5	5.0	3,065.8	5.1	(1.3)	0.0
EBITDA	10,386.7	16.9	9,500.3	15.9	886.4	9.3

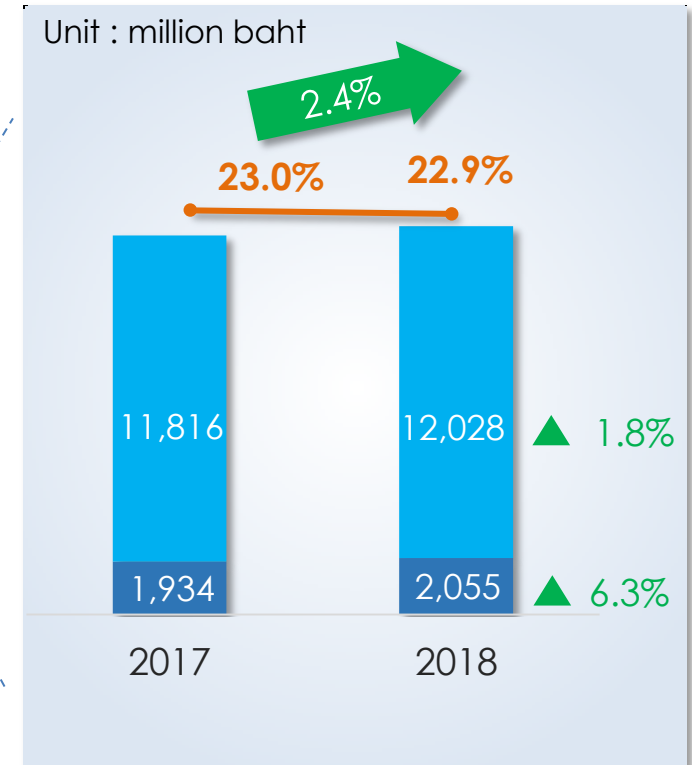
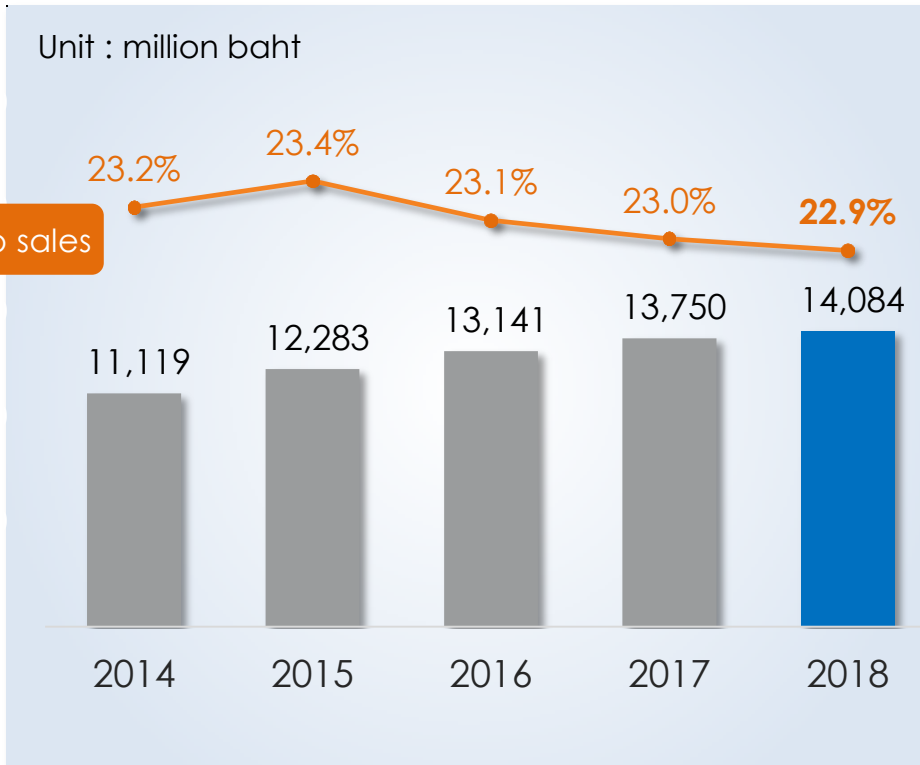
Sustainable Sales Growth





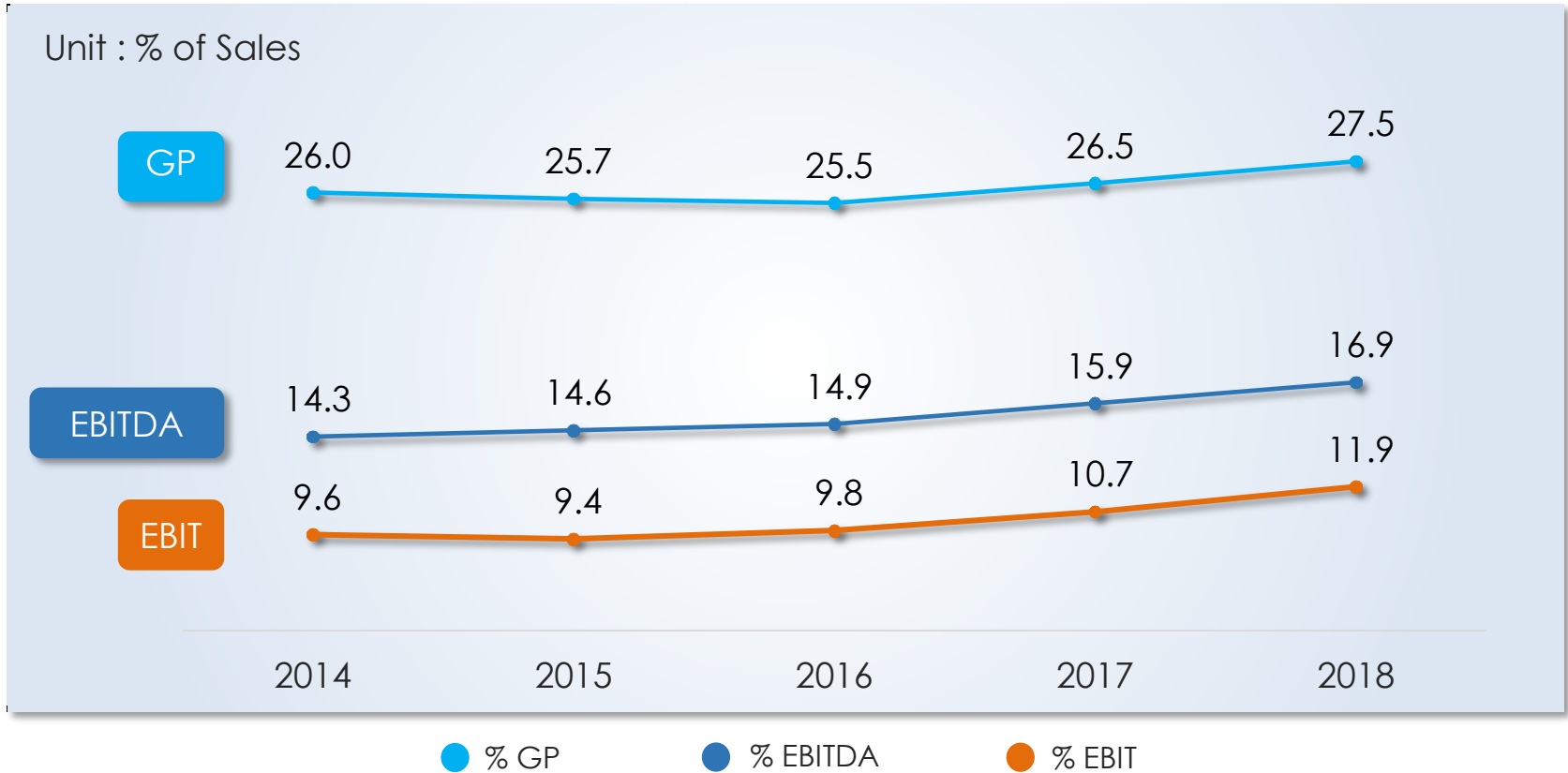
● Rent & Service ● Others ● % to Sales

- Rental and service income increased from higher rental income from Market Village and leasable areas of HomePro's stores.
- Other income rose due to higher support fee of promotional activities with suppliers and service income under "Home Service" program.



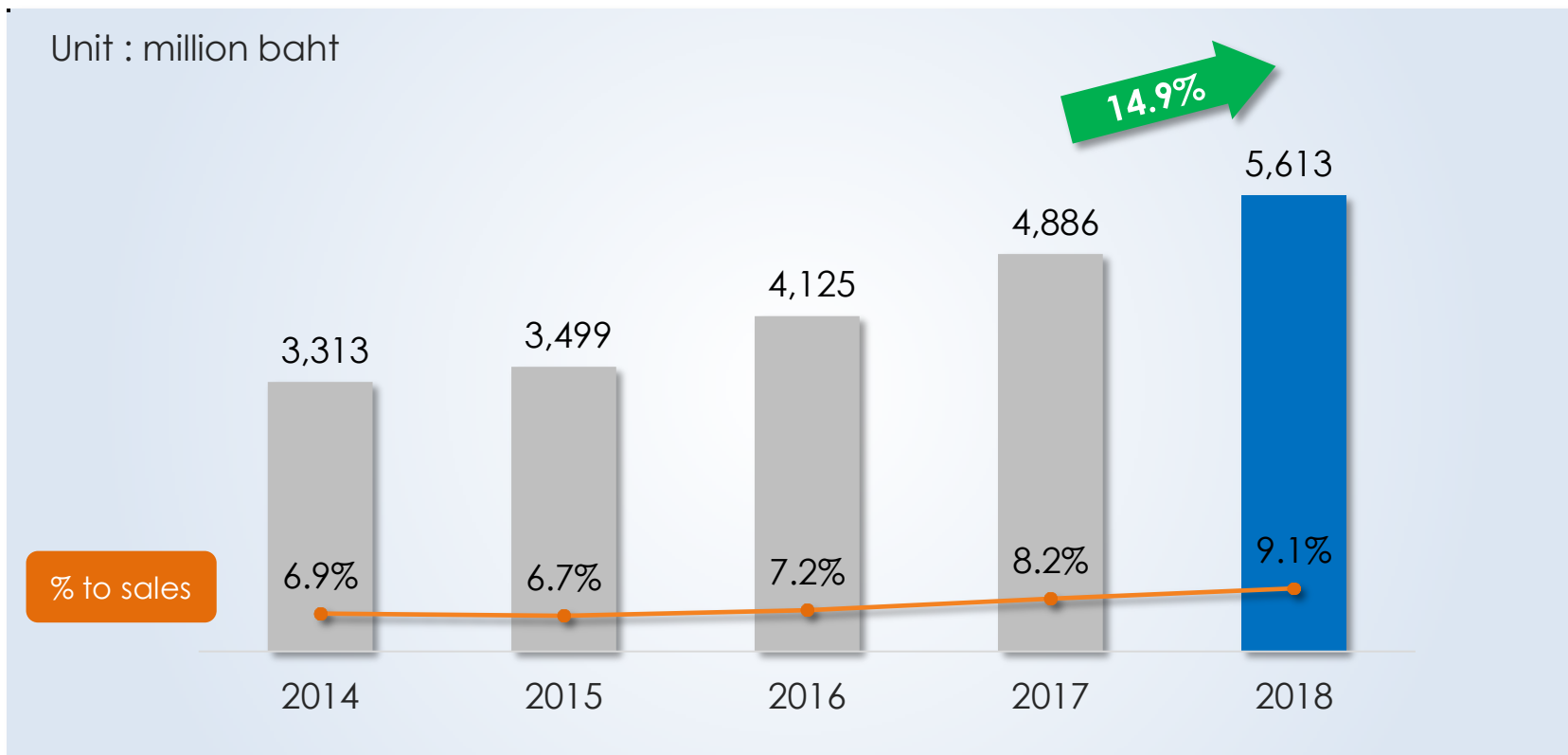
● Sales Related ● Admin Expense ● % to Sales

The amount increases were mainly driven by the rise in salaries expense, rent expense, maintenance expenses, cost of transportation, and cost of services to customers. In addition, SG&A as a percentage of sales has marginally decrease from 22.96% in previous year to 22.87%.



Gross profit margin as a percentage of sales has increased from 26.45% in previous year to 27.50%, which resulted from change in product sales mix of both general merchandise and directly sourced private-label goods and continual improvement in product assortment planning.

Unit : million baht



FY	2014	2015	2016	2017	2018
EPS	0.25	0.27	0.31	0.37	0.43

NPAT grew by 14.9% and NPAT as a percentage of sales increased from 8.2% in 2017 to 9.1% in 2018. Earnings per share (**EPS**) were Baht 0.43 in 2018, up 14.9% YoY.

Balance Sheet at a glance

Unit : million baht

	31 Dec 2018	31 Dec 2017	Var	% change
Cash & Deposit	6,237.75	2,504.91	3,732.84	149.02%
Inventory	10,245.45	10,342.99	(97.54)	-0.94%
Land Building & Equipment	35,398.78	35,351.06	47.72	0.13%
Others	2,929.37	2,750.38	178.99	6.51%
Total Assets	54,811.35	50,949.35	3,862.00	7.58%
Financial Debt	17,262.22	15,062.79	2,199.43	14.60%
Account Payable	14,370.53	14,084.93	285.60	2.03%
Others	3,264.51	3,166.83	97.68	3.08%
Total Liabilities	34,897.26	32,314.55	2,582.71	7.99%
Paid-Up Capital	13,151.20	13,151.20	0.00	0.00%
Share Premium	646.32	646.32	0.00	0.00%
Retain Earnings	6,116.58	4,837.27	1,279.31	26.45%
Total Equities	19,914.10	18,634.79	1,279.31	6.87%

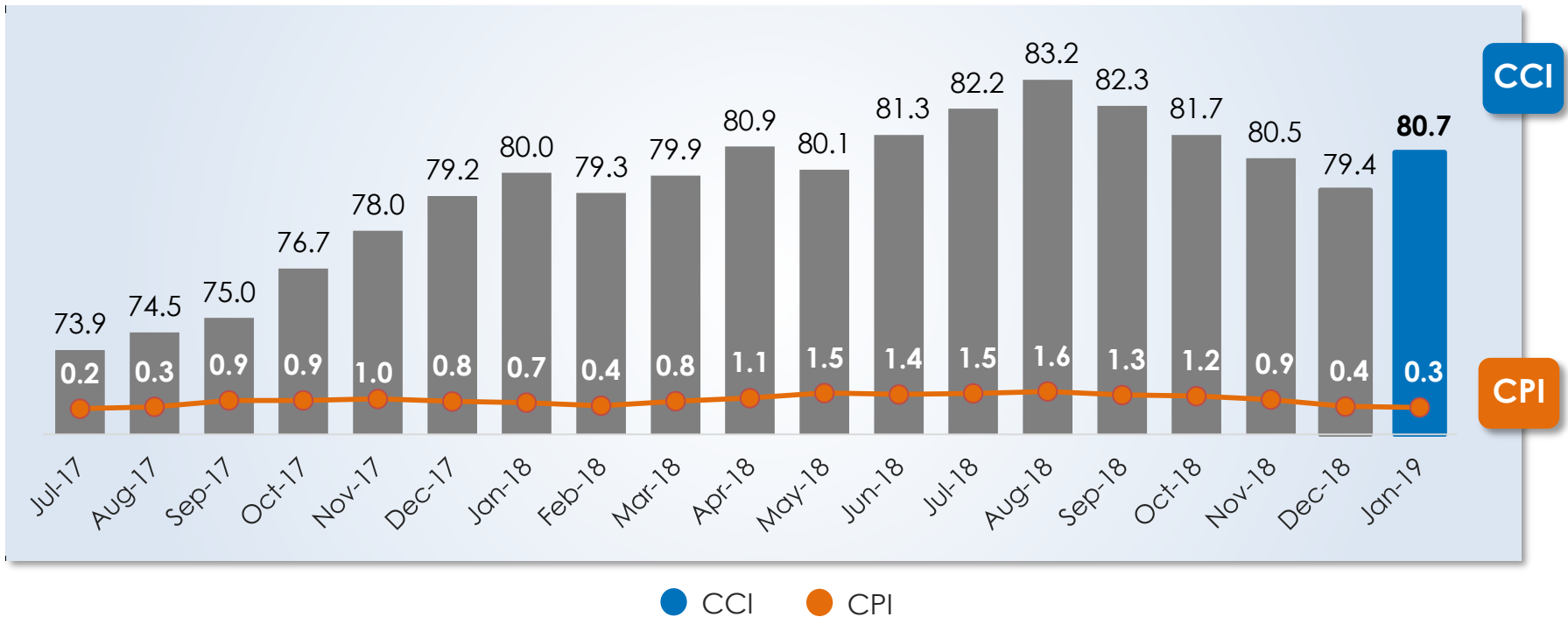


Agenda

- 2018 Financial Results
- Business Outlook



Consumer Confidence just picked up in January



Consumer sentiment has been lifted for the first time in five months. The index picked up to 80.7 in January 2019 from 79.4 in December 2018, driven by a clear date for the long-awaited general election, an ease of trade war between the US and China, and a return of Chinese tourists. Additionally, improving prices of agricultural products also resulted in higher consumer purchasing power. Nonetheless, the indices remain lower than 100 points, which reflects lingering concerns about overall economic prospects.



Margin expansion through Private Label



Over **36** Private Brands



Quality **and** worthiness



Over **3,000** items



Continuous **development**



2019 Store Expansion Plan



2019 New stores

2-3*

3-4

2

		HomePro	HomePro S	MEGA HOME	HomePro Malaysia
1H	BKK	1	-	-	-
	Upcountry	-	-	-	-
2H	BKK	1	3-4	-	-
	Upcountry	1	-	2	-

*Excluding Store Relocation of Fashion Island Branch

Our stores in 2019

Total (stores)	84-85	11-12	14	6
----------------	-------	-------	----	---



■ AGM Update

XM : 13 March 2019

AGM : 9 April 2019

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



■ Dividend

On 22 Feb 2019 the Board proposed to pay cash dividend at the rate of Baht 0.20 per share subject to shareholders approval on 9 April 2019.

XD : 19 April 2019

Payment date : 8 May 2019

10 วัน
เท่านั้น

โฮมโปร เอ็กซ์โป

พิชิตรับชมกิจกรรมความเย็น คู่หมักมาก



HomePro EXPO #29

15-24 March 2019 @ 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
