



Opportunity Day 2018 Result

March 1, 2019





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About HomePro



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



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

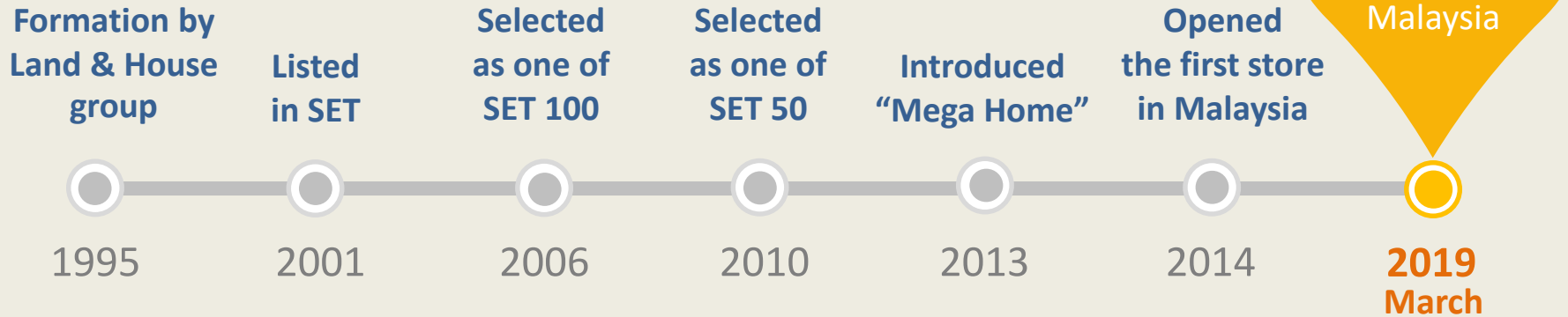


HomePro operates **90** stores nationwide



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

■ Background

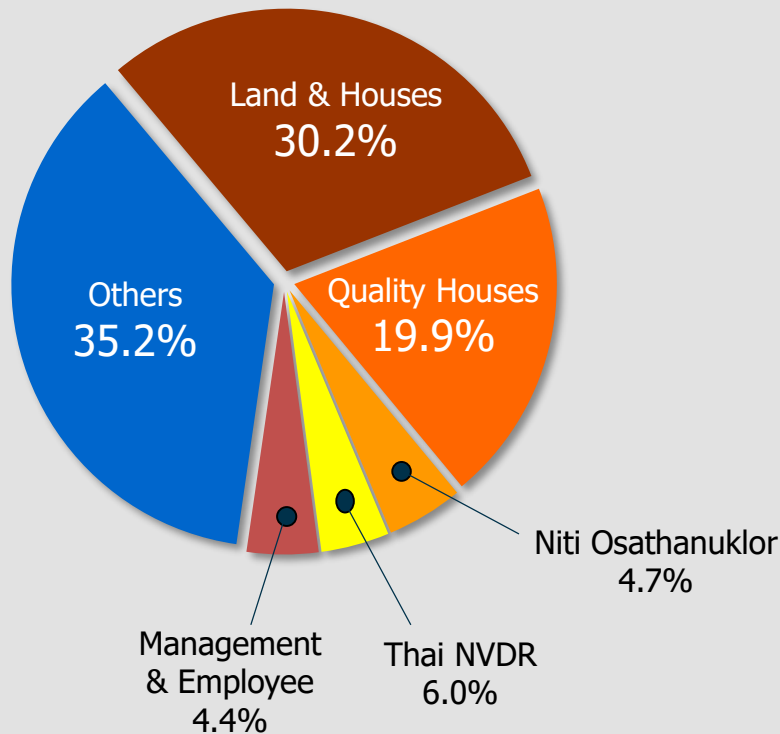


■ What does HomePro do?

Thailand and Southeast Asia's largest retailer of home improvement products which includes home improvement products (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.

As of March 13, 2019



Top 10 Shareholders

% Share

1. Land and Houses Plc.	30.2
2. Quality Houses Plc.	19.9
3. Thai NVDR Co., Ltd.	6.0
4. Mr. Niti Osathanuklor	4.7
5. Social Security Officer	3.1
6. Mr. Manit Udomkunnatum	2.3
7. South East Asia UK (Type C) Nominees Limited	1.9
State Street Europe Limited	
8. AIA Co., Ltd - EQ4-P	1.4
9. State Street Europe Limited	1.4
10. THE BANK OF NEW YORK MELLON	1.3

Market Capitalization : 197.27 billion baht (as of March 20, 2019)

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



Corporate Group Structure



Home Product Center Plc. : Operating HomePro in Thailand



HUA HIN
Market Village
ห้างหุ้นส่วนจำกัด

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.

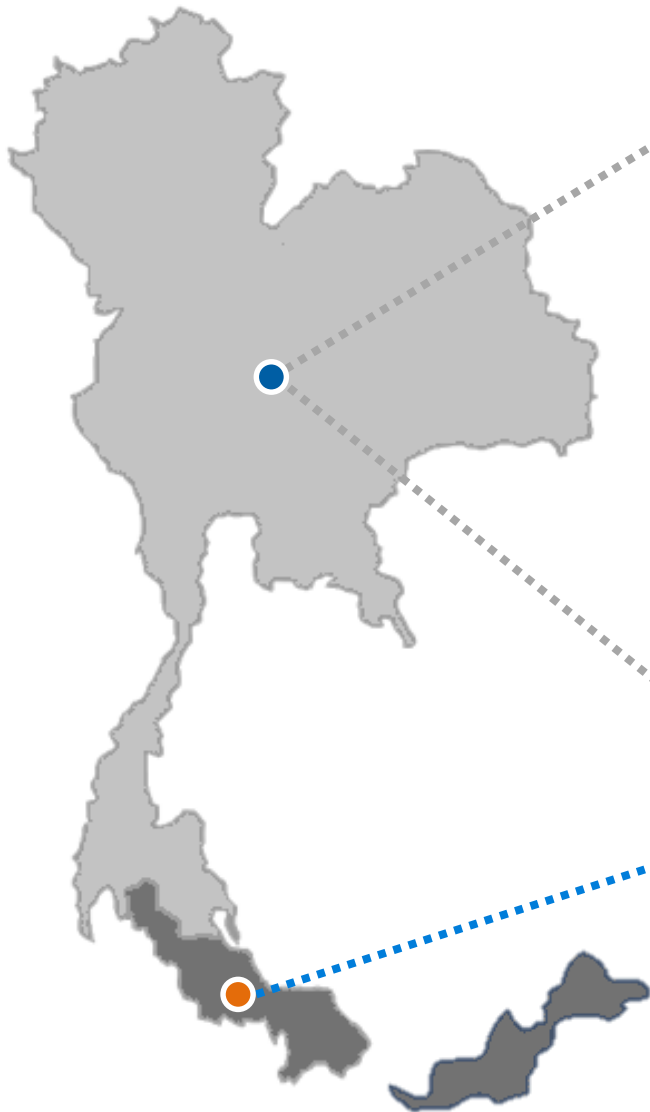


Agenda

- **2018 Financial Results**
- Sustainability Development
- Business Outlook



Store Footprint

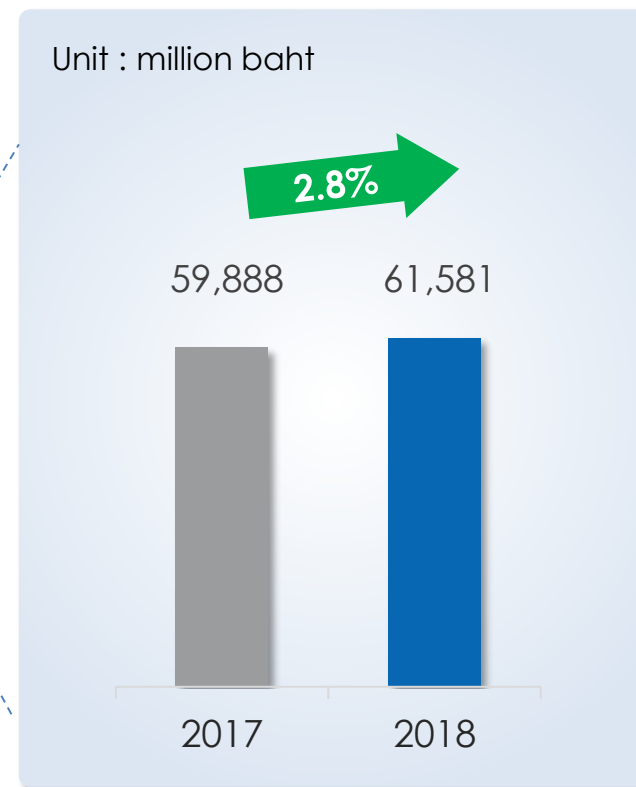
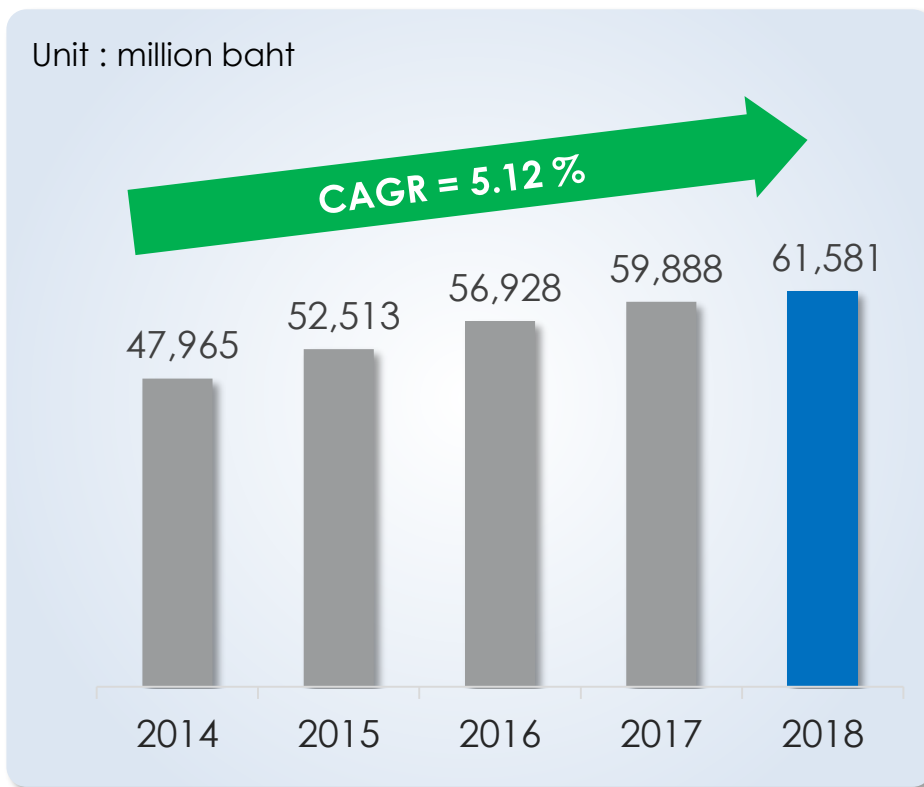


 Greater Bangkok : 26 stores
Upcountry : 56 stores

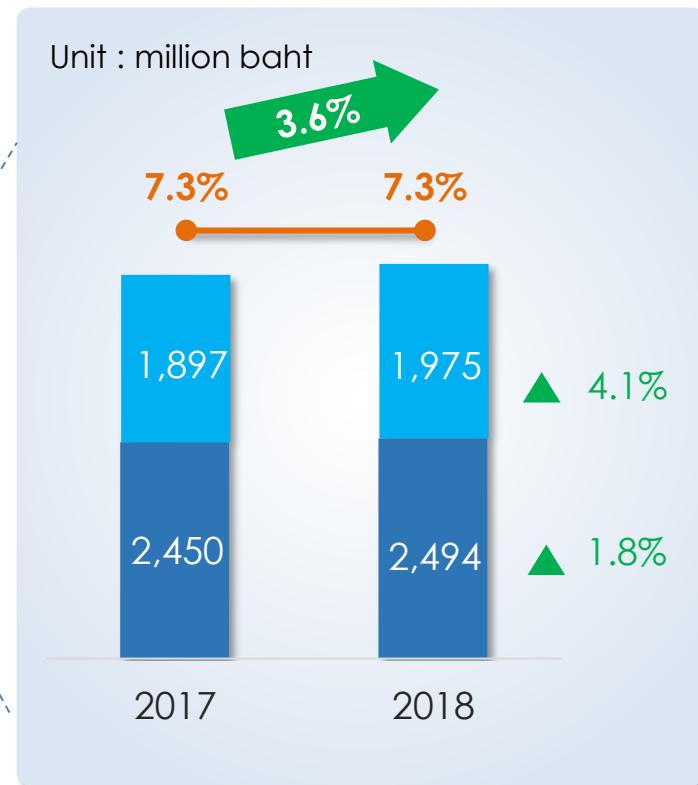
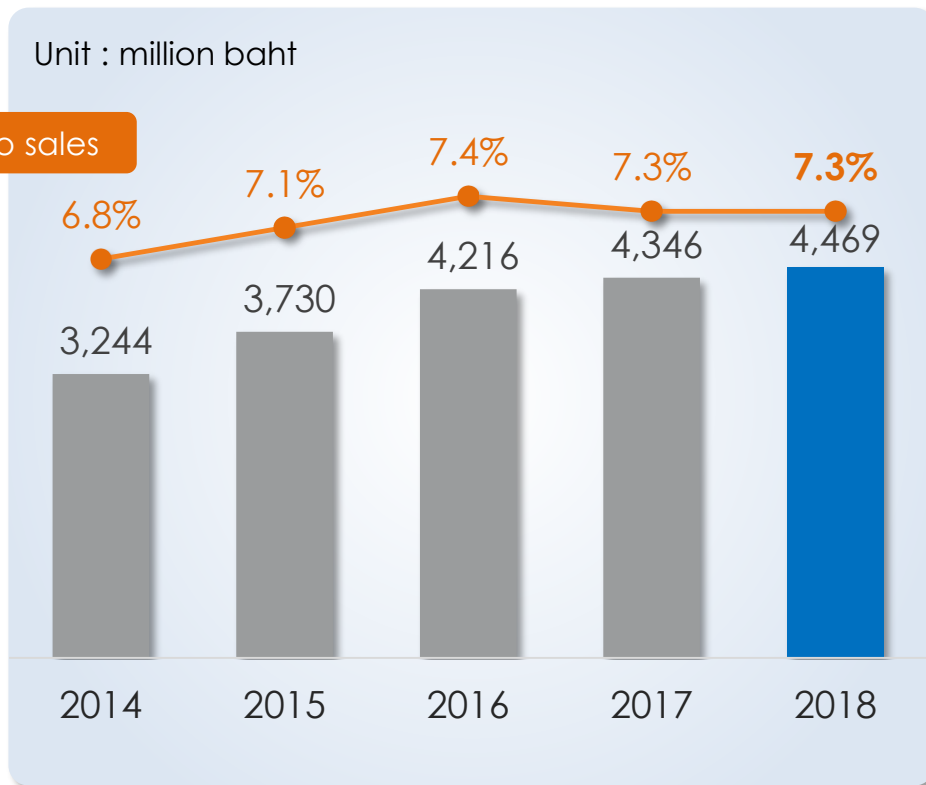
 Greater Bangkok : 7 stores
Upcountry : 1 store

 Greater Bangkok : 2 stores
Upcountry : 10 stores

 Malaysia : 6 stores

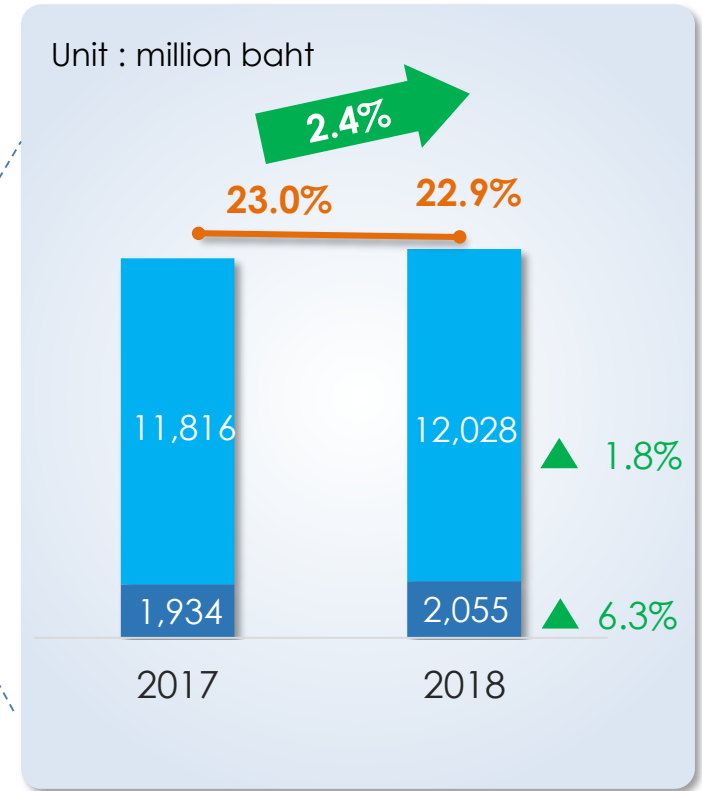
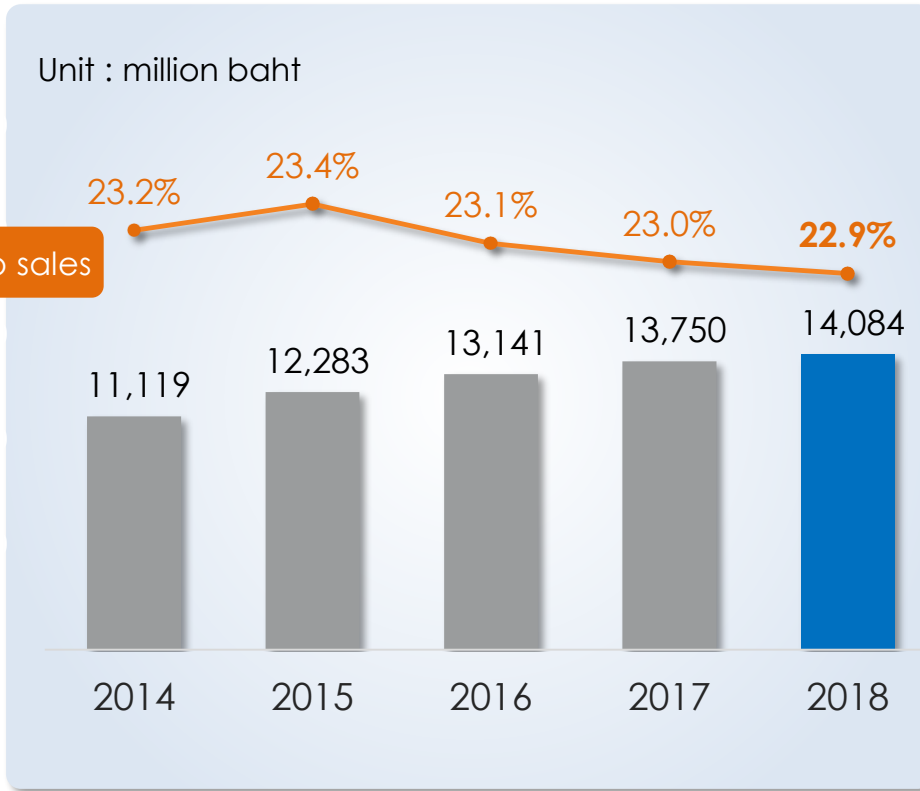


- Sales income was driven by same store sales growth of HomePro and HomePro in Malaysia as well as sales from new stores of HomePro, Mega Home, and HomePro in Malaysia which opened since the second half of year 2017.



● Rent & Service ● Others ● % to Sales

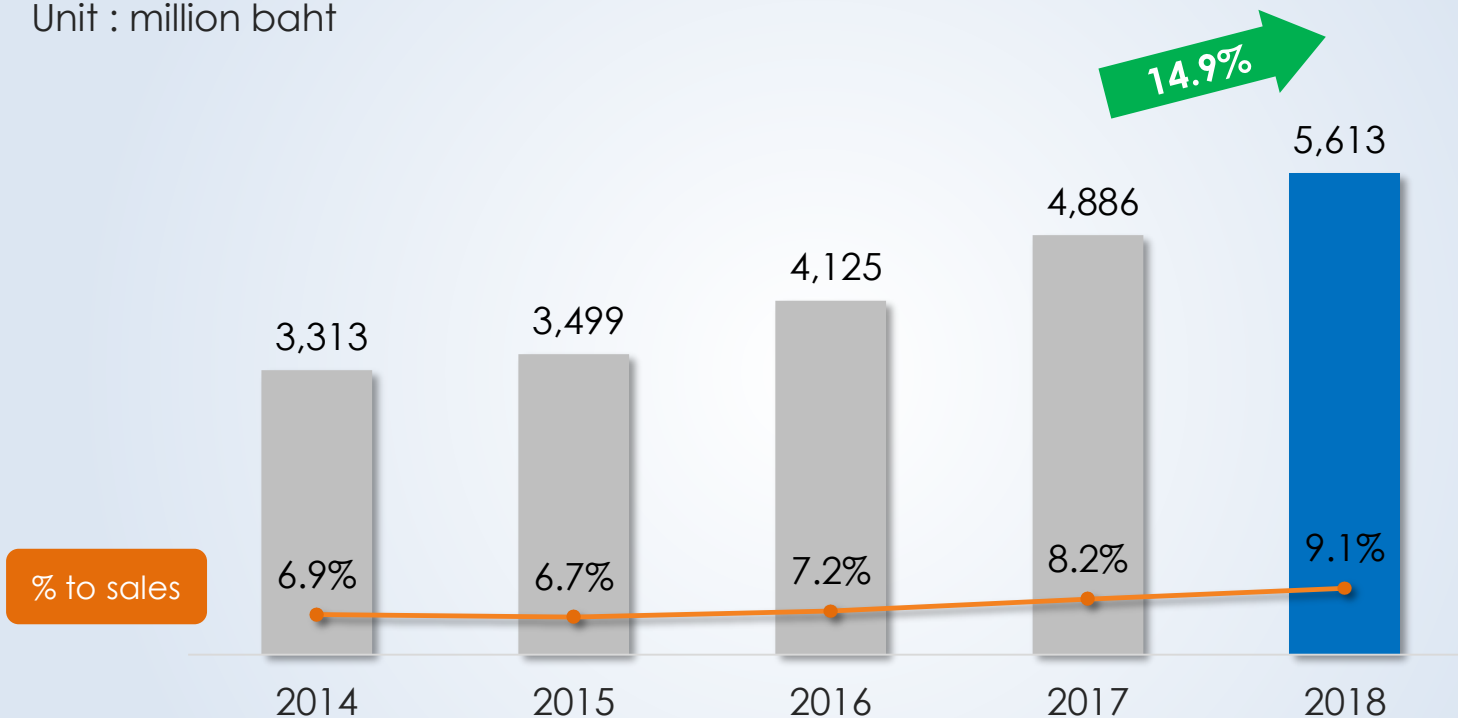
- Rental and service income increased from higher rental income from Market Village and leasable areas of HomePro's stores.
- Other income rose due to higher support fee of promotional activities with suppliers and service income under "Home Service" program.



● Sales Related ● Admin Expense ● % to Sales

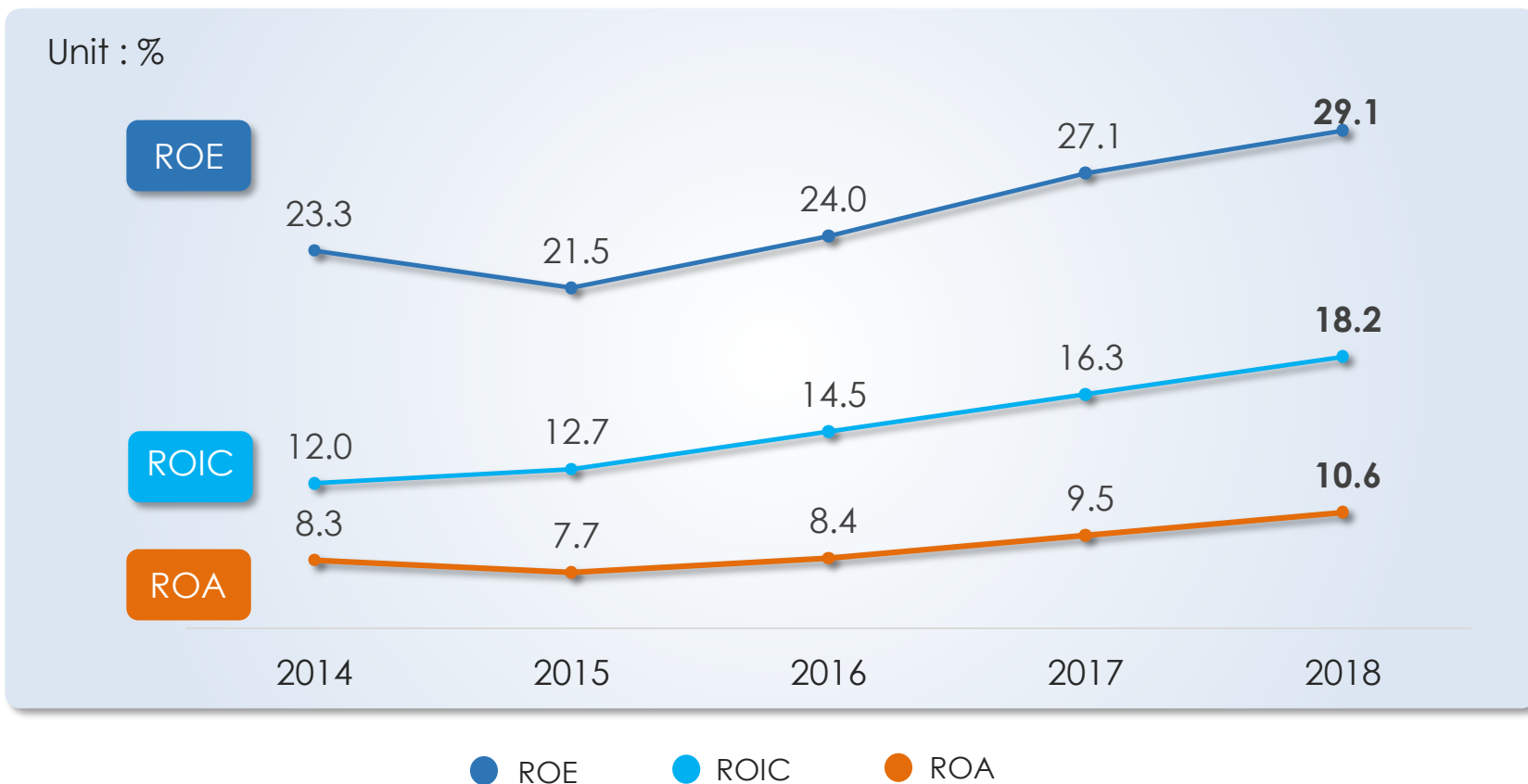
The amount increases were mainly driven by the rise in salaries expense, rent expense, maintenance expenses, cost of transportation, and cost of services to customers. In addition, SG&A as a percentage of sales has marginally decrease from 22.96% in previous year to 22.87%.

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.



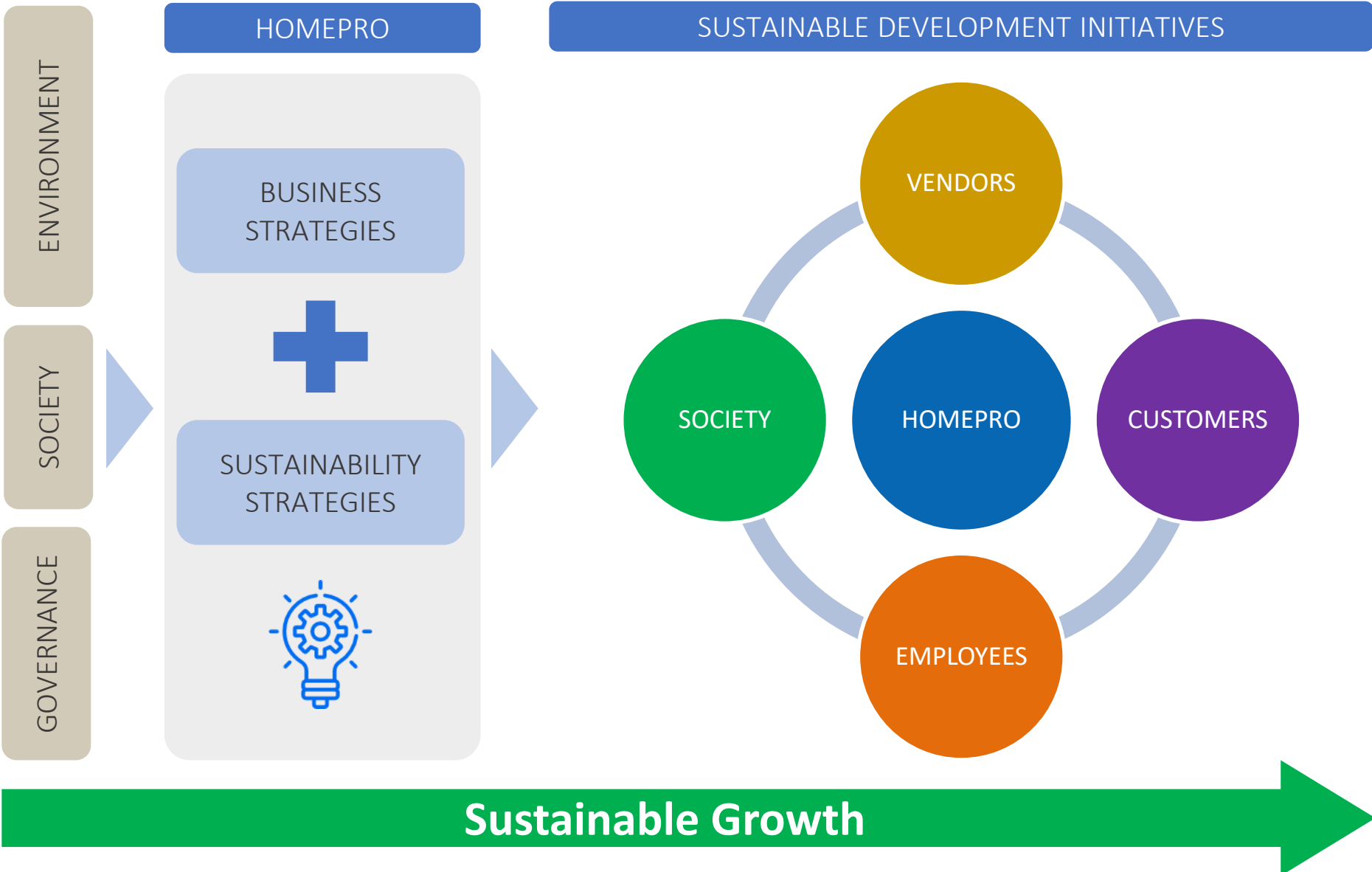


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What does 'Sustainability' mean to HomePro ?





Our Sustainability Approach



Product & Service

Ensuring a sustainable way of living through products and services



Operational Efficiency

Reducing footprint and contributing to a sustainable future



Our Associate

Enhancing employee engagement and human rights



Supply Chain Management

Reinforcing supplier code of conduct and foster innovation



Society & Community

Developing resilient social and environmental projects

Our way of
'SUSTAINABILITY'
is to be the most
sustainable return
company



Sustainability Progress



	2017	2018	2020
1 ECO Product Sales mix	29%	33%	40.0%



2 Technician Teams	1,133	1,228	1,500
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3 Employee Satisfaction	88.1%	88.1%	90.0%
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4 Customer Satisfaction	94.6%	95.3%	95.0%
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5 Energy Intensity (per sq.m.)	-25%	-32%	-30.0%
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Track record of endorsement in key sustainable indices



International



Included in the DJSI Emerging Market since 2017



Included in the FTSE4Good since 2016



Received A rating from MSCI-ESG

Domestic



AGM Investors' Choice



Outstanding Award



Best Investor Relations



Excellence CG Score



Listed in ESG100 Index

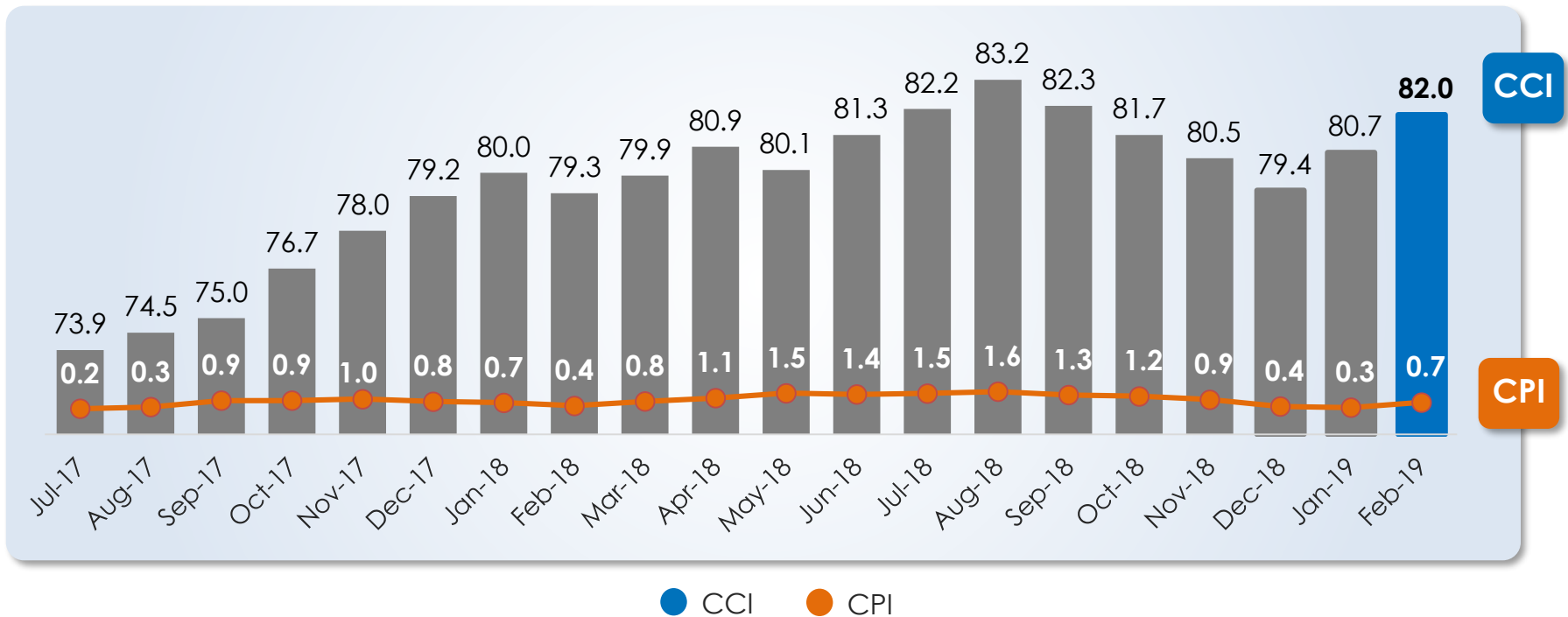


Anti-Corruption Certified



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Consumer sentiment has been lifted for the second consecutive time in six months. The index picked up to 82.0 in February from 80.7 in January 2019, 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 the lingering concerns about overall economic prospects.



Margin expansion through Private Label



Over **36** Private Brands



Quality **and** worthiness



Over **3,000** items



Continuous **development**



■ 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
