



**Opportunity Day | 1Q'21 Result**

May 10, 2021



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# About HomePro



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



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



HomePro operates **95** stores nationwide



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



# Agenda

- 2020 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".

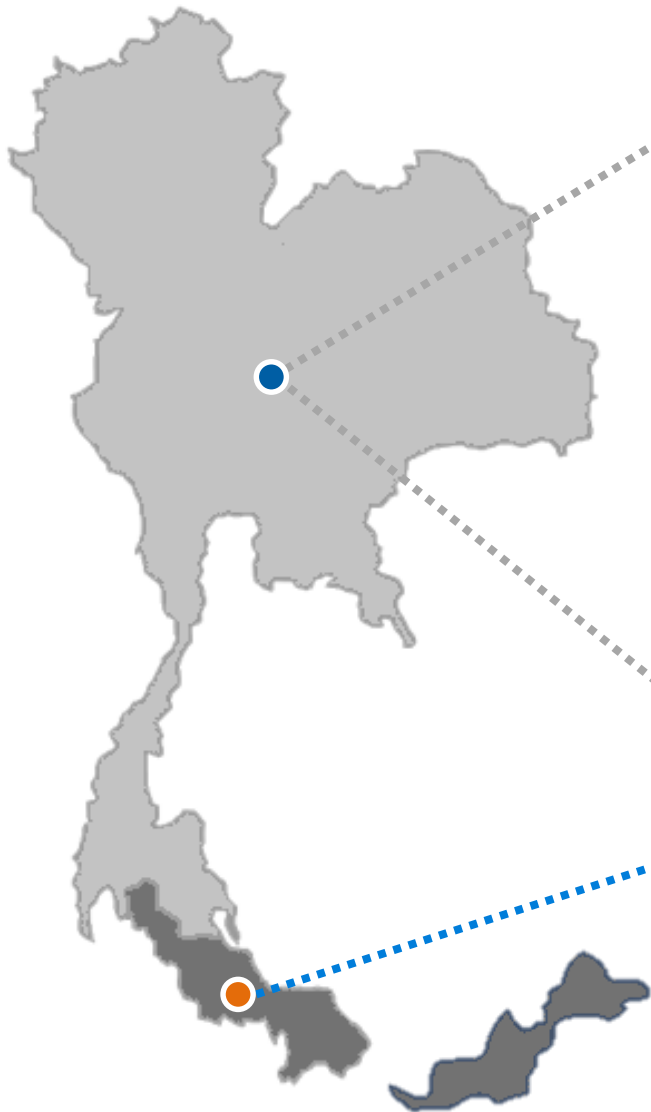


### DC Service Center Co., Ltd.

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



# Store Footprint



 Greater Bangkok : 29 stores  
Upcountry : 57 stores

 Greater Bangkok : 8 stores  
Upcountry : 1 store

 Greater Bangkok : 3 stores  
Upcountry : 11 stores

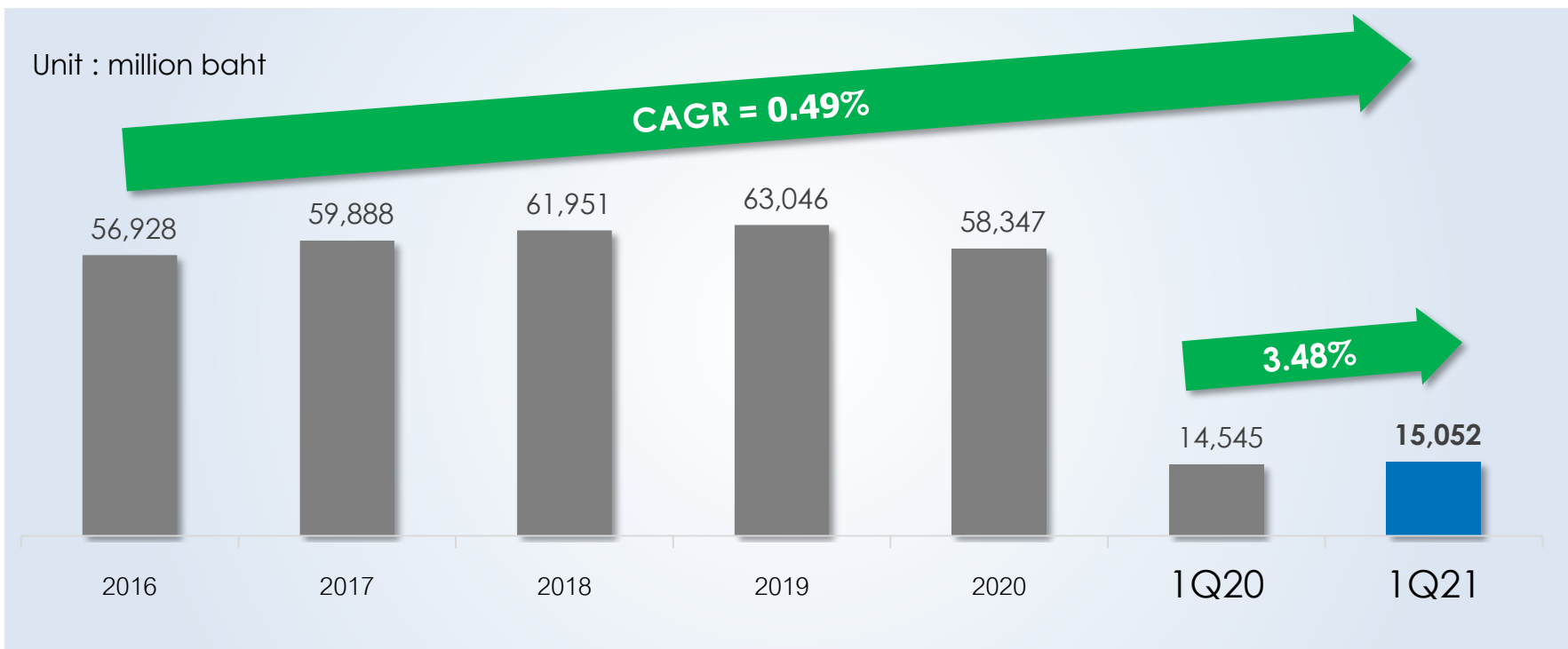
 Malaysia : 6 stores



# P & L Summary

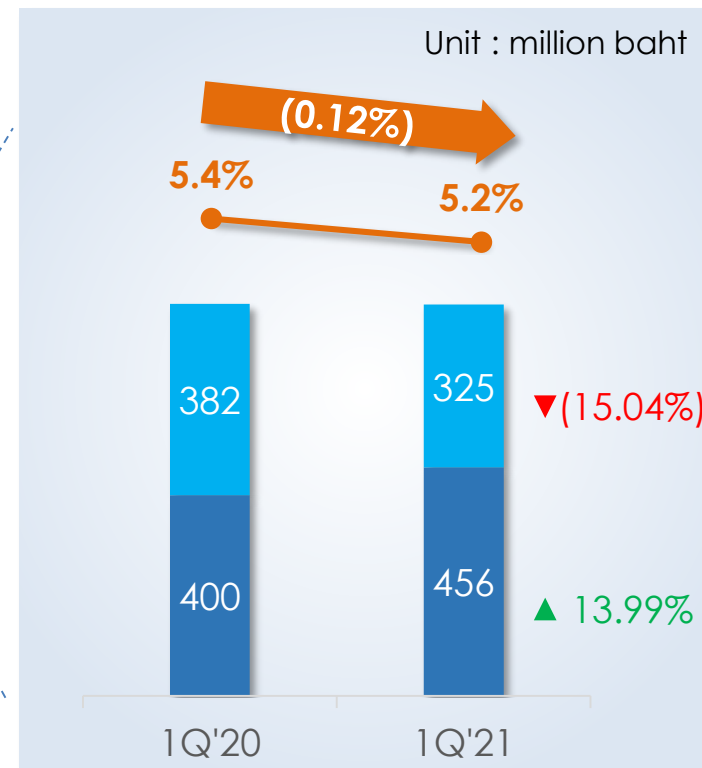
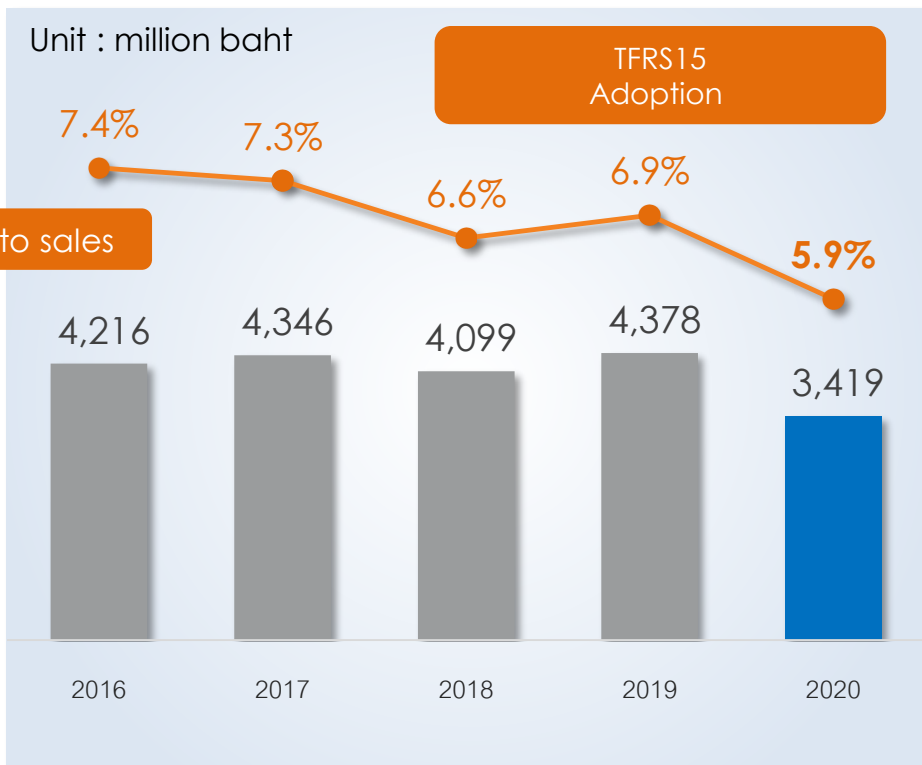
Unit : MB

	1Q'2021	% of sales	1Q'2020	% of sales	Var	% change
Revenue from contracts with customers	15,052.41	100.00	14,545.59	100.00	506.82	3.48
Rental Income	324.55	2.16	382.00	2.63	(57.45)	(15.04)
Other Income	455.61	3.03	399.70	2.75	55.90	13.99
<b>Total Revenue</b>	<b>15,832.56</b>	<b>105.18</b>	<b>15,327.29</b>	<b>105.37</b>	<b>505.27</b>	<b>3.30</b>
Cost of sales and service	11,179.18	74.27	10,806.38	74.29	372.80	3.45
<b>Gross profit</b>	<b>3,873.23</b>	<b>25.73</b>	<b>3,739.21</b>	<b>25.71</b>	<b>134.02</b>	<b>3.58</b>
Cost of Rental	162.68	1.08	150.00	1.03	12.68	8.45
<b>selling and administrative expenses</b>	<b>2,693.23</b>	<b>17.89</b>	<b>2,709.73</b>	<b>18.63</b>	<b>(16.51)</b>	<b>(0.61)</b>
EBIT	1,797.48	11.94	1,661.18	11.42	136.30	8.20
Financial Income	2.83	0.02	6.00	0.04	(3.18)	(52.93)
Financial Cost	106.75	0.71	115.06	0.79	(8.31)	(7.22)
Tax	331.08	2.20	285.60	1.96	45.49	15.93
<b>Net Profit</b>	<b>1,362.47</b>	<b>9.05</b>	<b>1,266.52</b>	<b>8.71</b>	<b>95.95</b>	<b>7.58</b>
Depreciation	800.38	5.32	813.71	5.59	(13.33)	(1.64)
EBITDA	2,597.86	17.26	2,474.90	17.01	122.96	4.97



- Sales in 1Q'21 has increased as the stores operate as normal while comparing to 1Q'20 the stores were close for 10 days in Thailand and 15 days in Malaysia as well as weaken economic environmental.



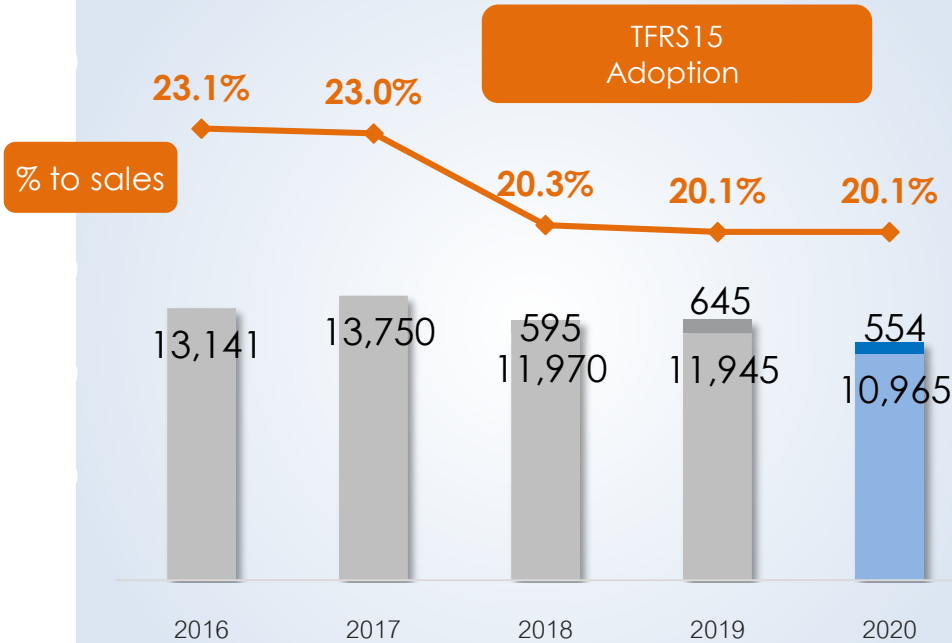


● Rent & Service ● Others ● % to Sales

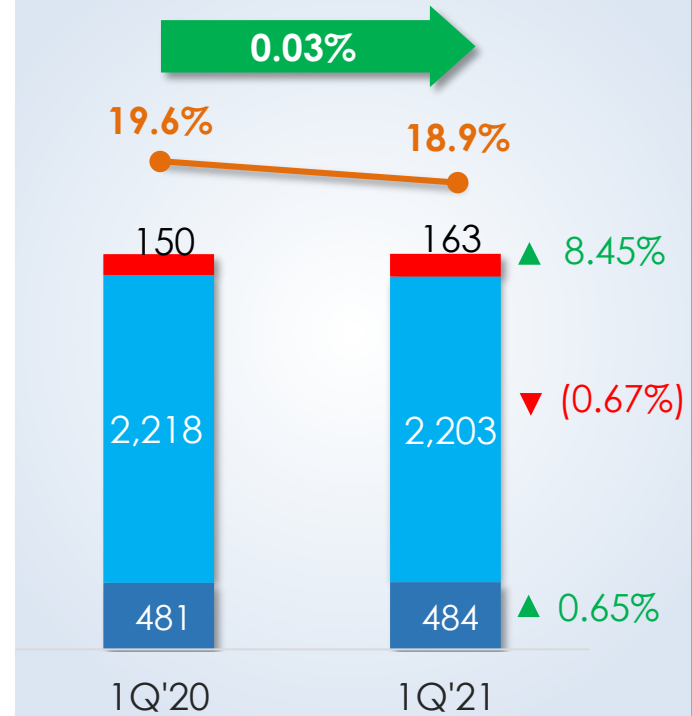
- Rental and service income amounted to Baht 324.55 million, a decrease of Baht 57.45 million or down by 15.04% as the Company has lowered or suspended the rent for tenants in HomePro and Market Village.
- Other income was Baht 455.61 million, an increase of Baht 55.90 million or up by 13.99% in relation to the higher-level of promotional activities with vendors.

\*Exclude finance income, which was presented on a separate line in the financial statement.

Unit : million baht



Unit : million baht



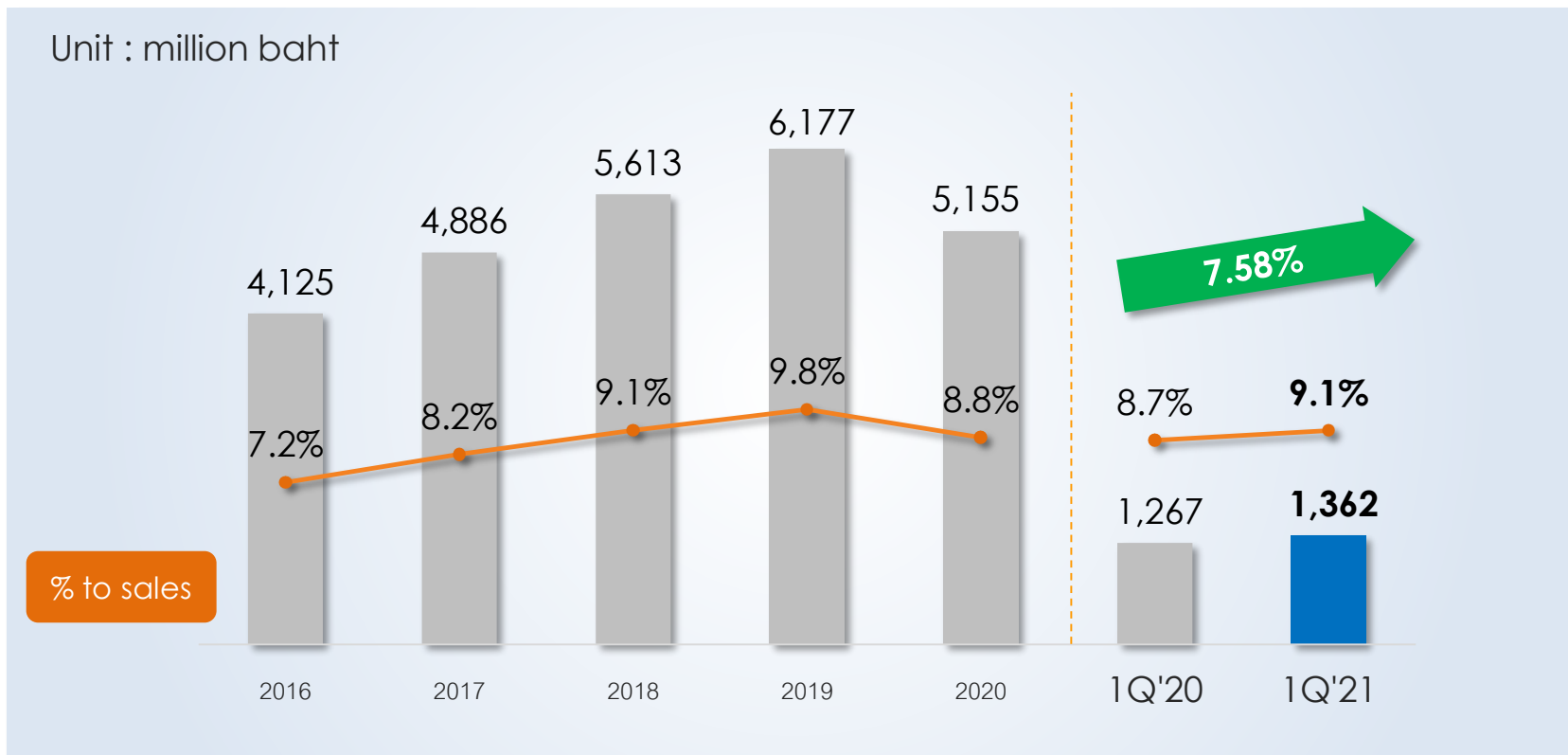
● Sales Related 
 ● Cost of Rental 
 ● Admin Expense 
 ● % to Sales

- The amount decreases in SG&A resulted from the tighter cost control and from the decreased in personnel expenses, utility expenses and depreciations. As a result, SG&A as a percentage of sales was marginally reduced from 18.63% in the previous year to 17.89% in 1Q'21.
- Cost of Rental increased due to higher utility costs, maintenance cost, and outsourced labor cost of space rental business. As a result of full stores operating in the 1st quarter of 2021 when compared with the temporary close during end of March 2020.



The gross profit margin as a percentage of sales has marginally increased from 25.71% in the same period last year to 25.73%. This resulted from the change of product mix from the product that have higher margin.

Unit : million baht



FY	2016	2017	2018	2019	2020	1Q'20	1Q'21
EPS	0.31	0.37	0.43	0.47	0.39	0.10	<b>0.10</b>

NPAT in 1Q'21 increased by 7.58% and NPAT as a percentage of sales increased from 8.71 % in 1Q'20 to 9.05% in 1Q'21. Earnings per share (EPS) were Baht 0.10 in 1Q'21.



# Balance Sheet at a glance

Unit : million baht

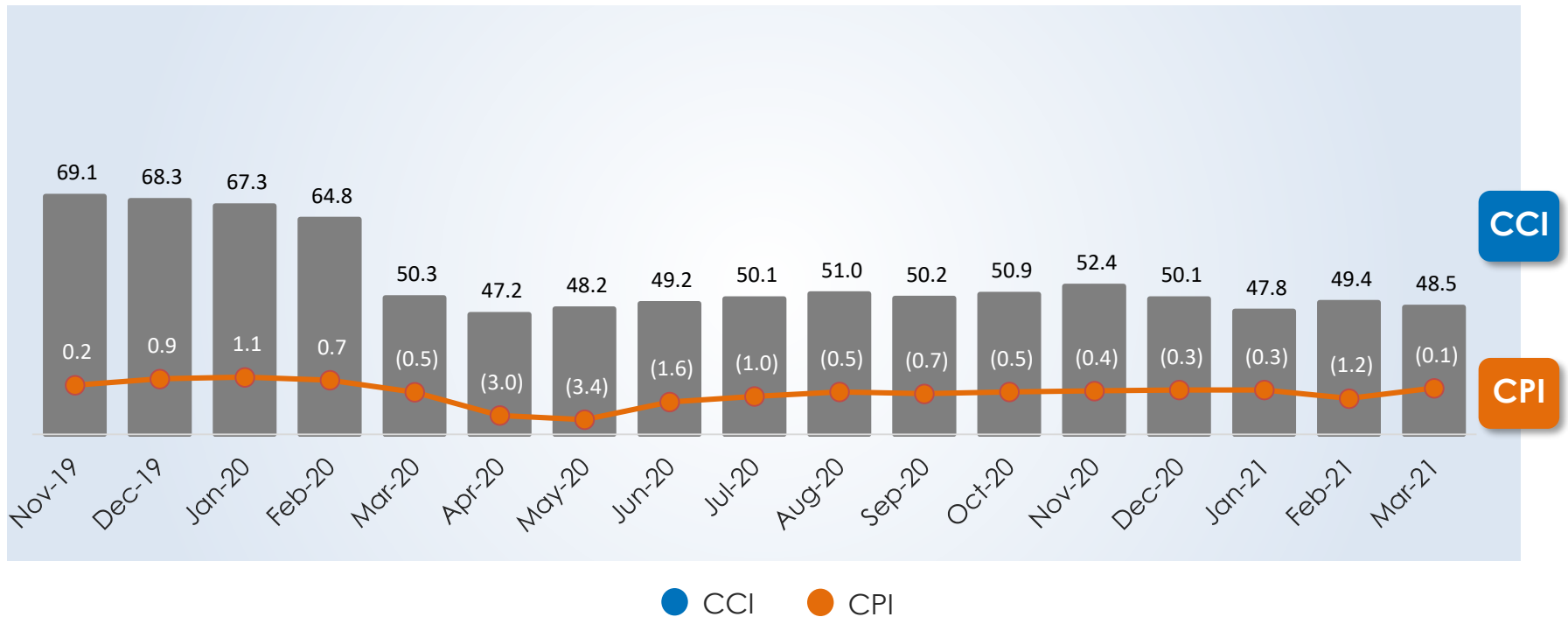
	31 Mar 2021	31 Dec 2020	Var	% change
Cash & Deposit	5,479.04	3,282.69	2,196.35	66.91
Inventory	11,612.73	10,344.56	1,268.17	12.26
Land Building & Equipment	38,765.10	39,225.30	(460.20)	(1.17)
Others	2,710.03	3,238.23	(528.20)	(16.31)
<b>Total Assets</b>	58,566.90	56,090.77	2,476.12	4.41
Financial Debt*	18,492.49	18,002.09	490.40	2.72
Account Payable	13,651.18	13,050.31	600.87	4.60
Others	3,473.91	3,473.13	0.78	0.02
<b>Total Liabilities</b>	35,617.58	34,525.53	1,092.05	3.16
Paid-Up Capital	13,151.20	13,151.20	-	-
Share Premium	646.32	646.32	-	-
Retain Earnings	9,151.79	7,767.72	1,384.07	17.82
<b>Total Equities</b>	22,949.31	21,565.24	1,384.07	6.42

\*Included impact of TFRS16 on lease liabilities 4,667.41 of Million baht



# Agenda

- 2020 Financial Results
- Business Outlook



CCI

CPI

● CCI ● CPI

The Consumer sentiment in March has dropped to 48.5 following an increase 49.4 points in February from 47.8 in January. Due to the concerned over the pandemic and the slow progress in rolling out vaccinations by the government. In addition, consumers also felt that the economy has not recovered yet despite the government launching various economic stimulus packages, especially financial handouts under the Rao Chana (We Win) program and the Co-Pay measure to help people pay for goods in an effort to boost spending.



## Stimulus Package from government

### Second phase of co-payment scheme

- Amount of subsidies raised from 3,000 to 3,500 baht per person.

### WeWin cash handout scheme

- Two monthly payments, total of 7,000 baht to the self-employed, farmers and welfare card holders.

### Section 33 We Love Each Other

- The government will pay a 4,000 Baht relief for social security members and salaried employees in the private sector. (Approximately 9 million people)

### We Travel together

- The government provides 3 support schemes for tourism industry which are 1. Rebate 40% of a hotel book but limit to 3,000 THB per night 2. Coupon 900 THB for restaurants and tourist attractions discount ,and 3. Rebate 40% of air ticket but limit to 3,000 THB per person.





# Margin expansion through Private Label



Over **36** Private Brands



Quality **and** worthiness



Over **5,000** items



Continuous **development**



# 2021 Store Expansion Plan



## 2021 New stores

1      -      -      1

2Q	-	-	-	1
2H	1	-	-	-

## Our stores in 2021

Total (stores)	87	9	14	7
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2020



Board of Directors have approved the investment of **HOME PRODUCT CENTER VIETNAM COMPANY LIMITED** to operate retail business in Vietnam.

2021



The Company have the license to operate the business.



- Test the market via marketplace.
- Prepare for operating a physical stores.

# HOMEPRO DAY

เชียร์ ให้ ช้อป



ลดเพิ่ม HomeCard & HomePro Visa

5%\*  
สูงสุด

บัตรเครดิตเมื่อซื้อ 10,000.- ขึ้นไป

+

5%\*  
สูงสุด

บัตรเครดิตไอทีบีวีซ่า เฟลทัน

SUPER DEAL

555.-\*

เฉพาะสินค้าที่ร่วมรายการ

พิเศษ HomeCard

555.-\*

เมื่อซื้อครบ 10,000.- ขึ้นไป รับคูปองท้ายใบเสร็จ มูลค่า 555.-  
เป็นส่วนลดเมื่อซื้อ 5,000.- ขึ้นไป (1 สิทธิ์/สมาชิกไอทีบีวีซ่า)

3 พ.ค. 64 - 5 พ.ค. 64





Q & A

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