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



HomePro's products cover **50,000** items



HomePro operates **94** stores nationwide



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



Agenda

- **2H21 Financial Results**

- **Business Outlook**
- **Sustainability Development**



Corporate Group Structure



Home Product Center Plc. : Operating HomePro in Thailand



**Mega Home
Center Co.,
Ltd.**

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



**Home Product
Center
(Malaysia) Sdn.
Bhd.**

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



**Market Village
Co., Ltd.**

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



**DC Service
Center Co.,
Ltd.**

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

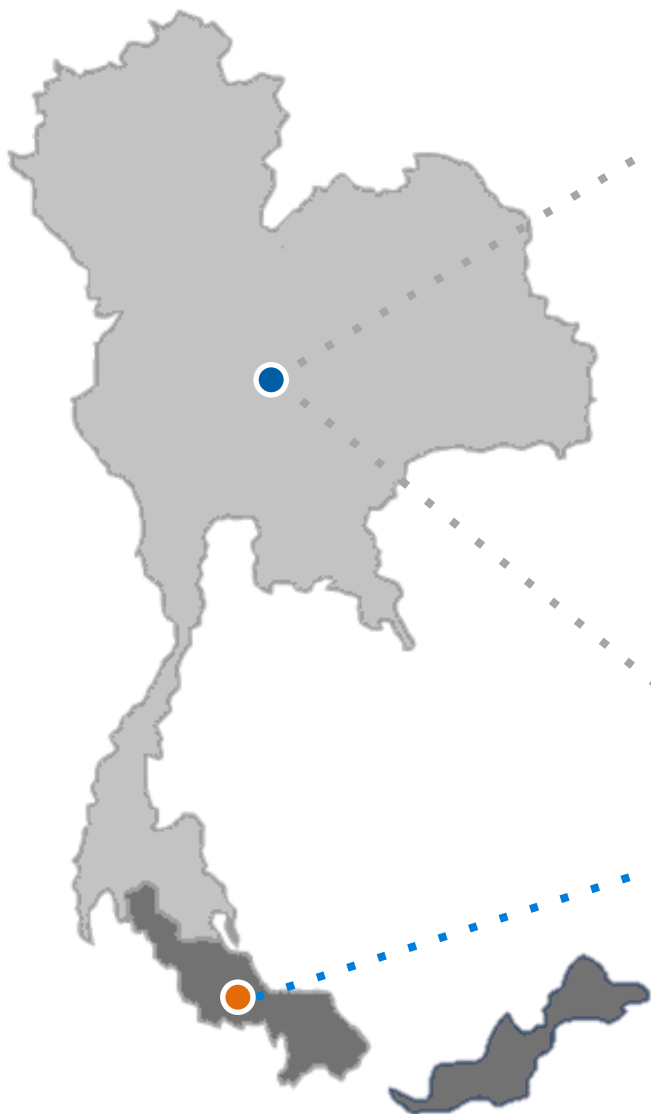


**Home Product
Center
(Vietnam) Co.,
Ltd.**

Objective to
operate a retail
business in
Vietnam
Holds 100% of
total shares



Store Footprint



	Greater Bangkok Upcountry	: 29 stores : 57 stores
	Greater Bangkok Upcountry	: 7 stores : 1 store
	Greater Bangkok Upcountry	: 3 stores : 11 stores
	Malaysia	: 7 stores

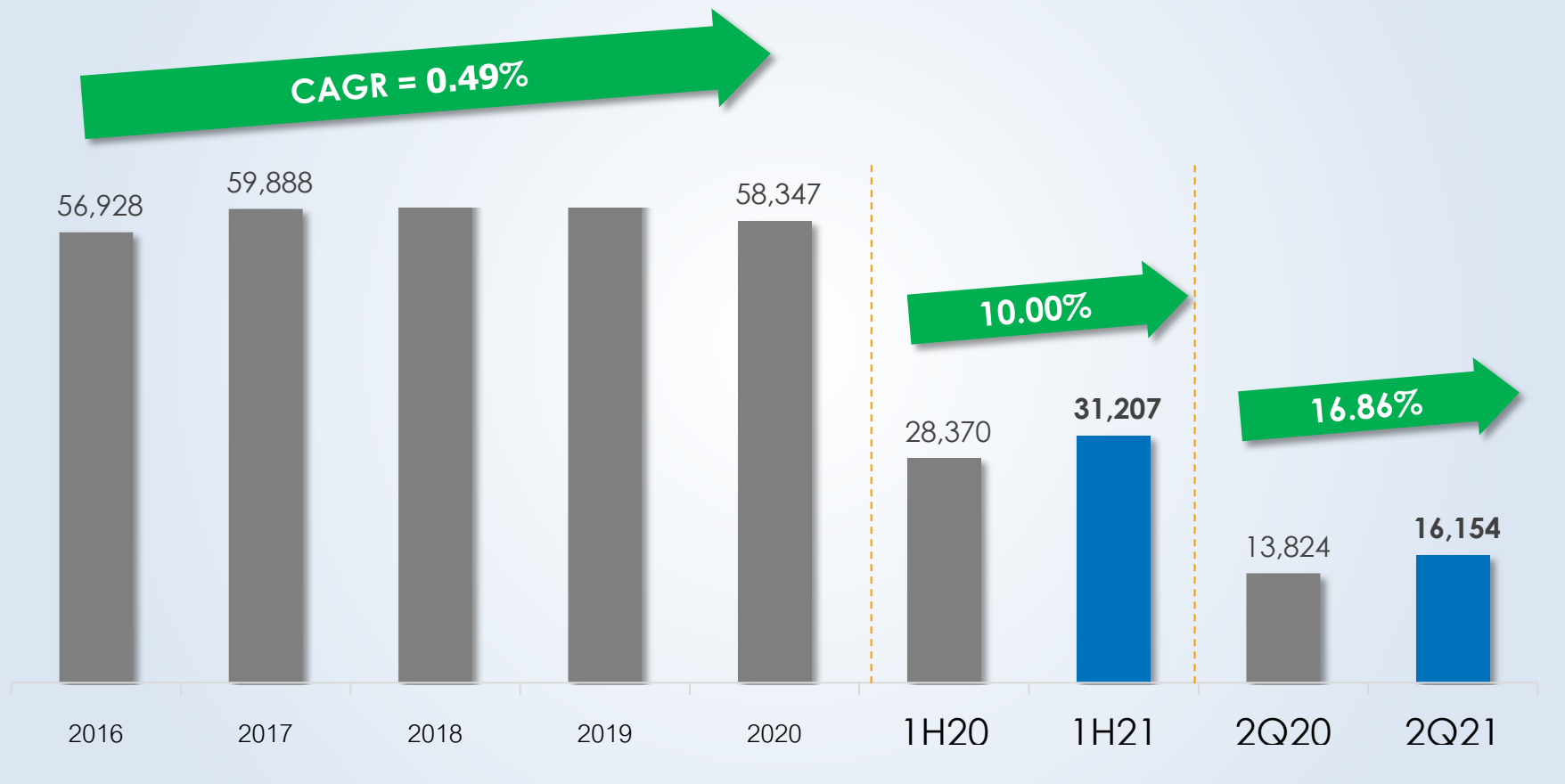
Unit : MB

	1H'2021	% of sales	1H'2020	% of sales	Var	% change
Revenue from contracts with customers	31,206.71	100.00%	28,369.75	100.00%	2,836.96	10.00%
Rental Income	626.98	2.01%	594.73	2.10%	32.25	5.42%
Other Income	953.17	3.05%	742.30	2.62%	210.87	28.41%
Total Revenue	32,786.86	105.06%	29,706.78	104.71%	3,080.08	10.37%
Cost of sales and service	23,267.87	74.56%	21,342.96	75.23%	1,924.91	9.02%
Gross profit	7,938.85	25.44%	7,026.80	24.77%	912.05	12.98%
Cost of Rental	318.98	1.02%	269.29	0.95%	49.68	18.45%
selling and administrative expenses	5,559.40	17.81%	5,168.94	18.22%	390.47	7.55%
EBIT	3,640.61	11.67%	2,925.59	10.31%	715.02	24.44%
Financial Income	4.62	0.01%	13.83	0.05%	(9.21)	(66.58%)
Financial Cost	208.58	0.67%	241.06	0.85%	(32.47)	(13.47%)
Tax	641.59	2.06%	489.16	1.72%	152.43	31.16%
Net Profit	2,795.06	8.96%	2,209.20	7.79%	585.85	26.52%

Depreciation	1,596.80	5.12	1,616.26	5.70%	(19.46)	(1.20%)
EBITDA	5,237.41	16.78	4,541.85	16.01%	695.56	15.31%

Sustainable Sales Growth

Unit : million baht



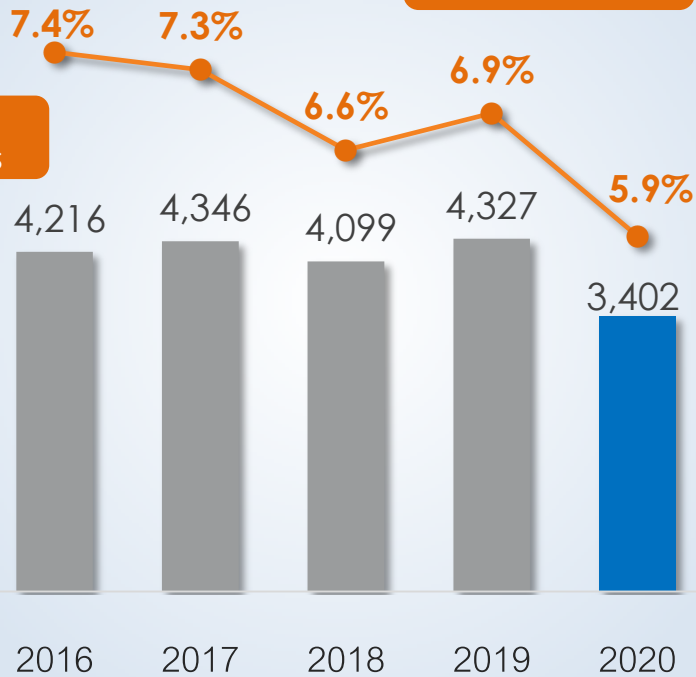
Sales has increased due to the fact that the number of operating days in this current year are higher as compared to last year that the stores were temporary closed, during which the Company has set up more promotional activities, such as HomePro Super Expo.

Other Income

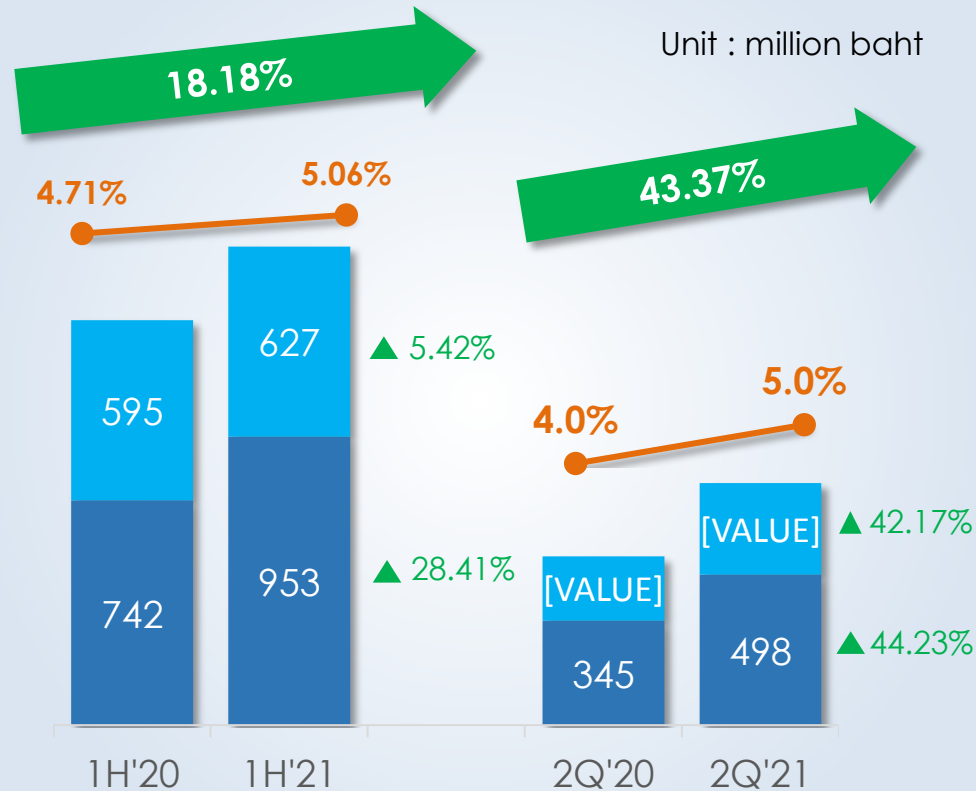
Unit : million baht

TFRS15
Adoption

% to sales



Unit : million baht

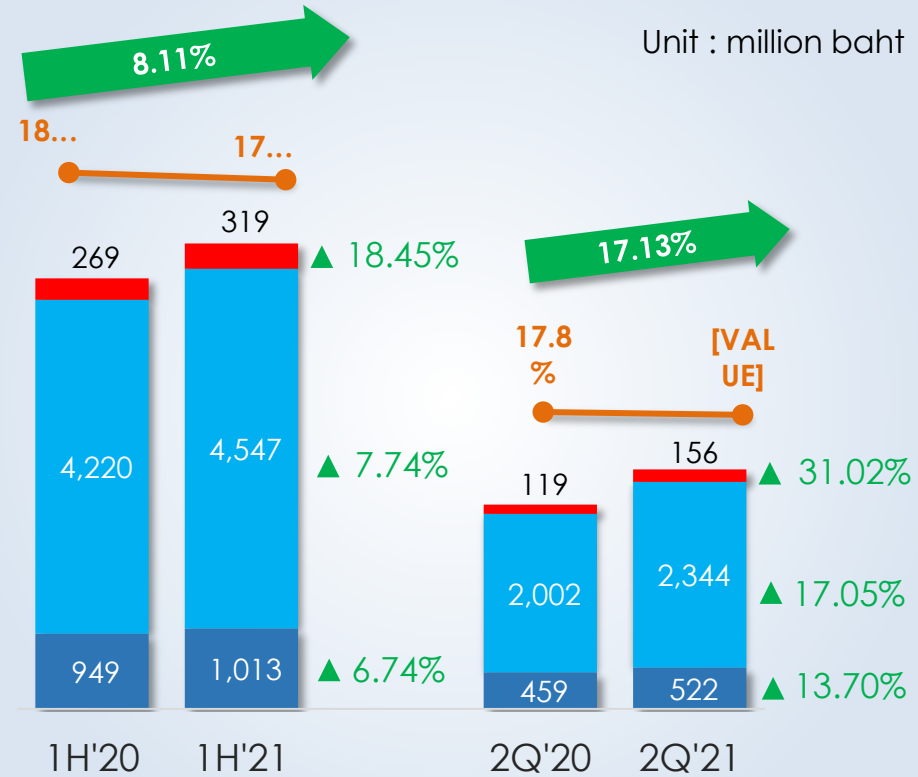
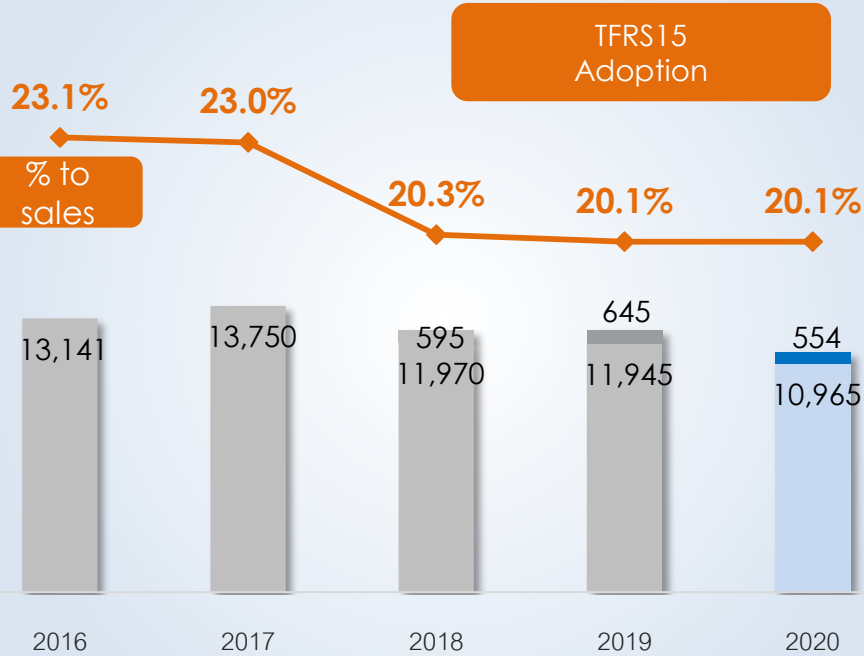


● Rent & Service ● Others ● % to Sales

- Rental and service income has increased as a result of higher number of operating days in this current year as compared to last year. However, the Company still lower the rent for tenants that are still affected by the COVID-19 pandemic.
- Other income increased in relation to the increasing of sales along with 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



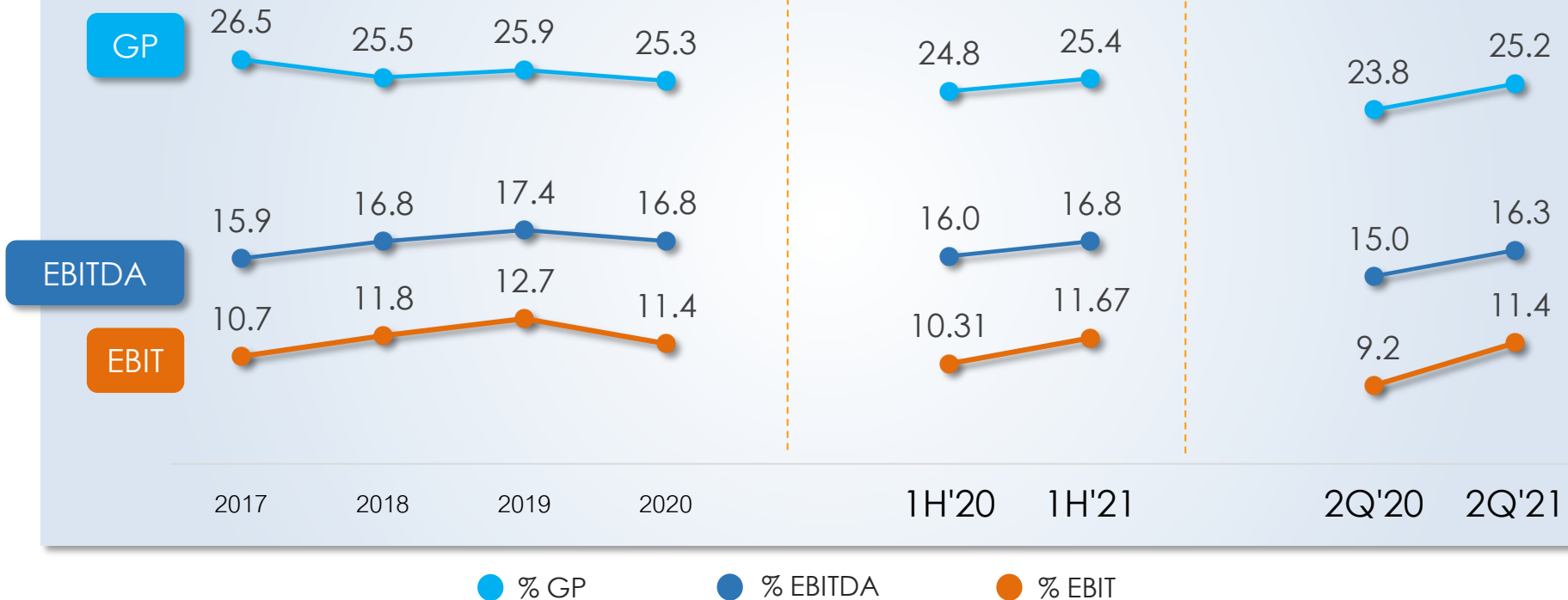
● Sales Related
 ● Cost of Rental
 ● Admin Expense
 ● % to Sales exclude Cost of Rental

The amount increases in SG&A were mainly driven by the higher number of operating days in this current year as compared to last year. As a result, the major expenses in the Company's local business, such as salary and welfare along with utility cost has increased accordingly. Nevertheless, the overall SG&A as a percentage of sales (not include cost of rental) was marginally reduced from 17.81% in the previous year to 17.74% in 2Q21.

Profitability Ratio

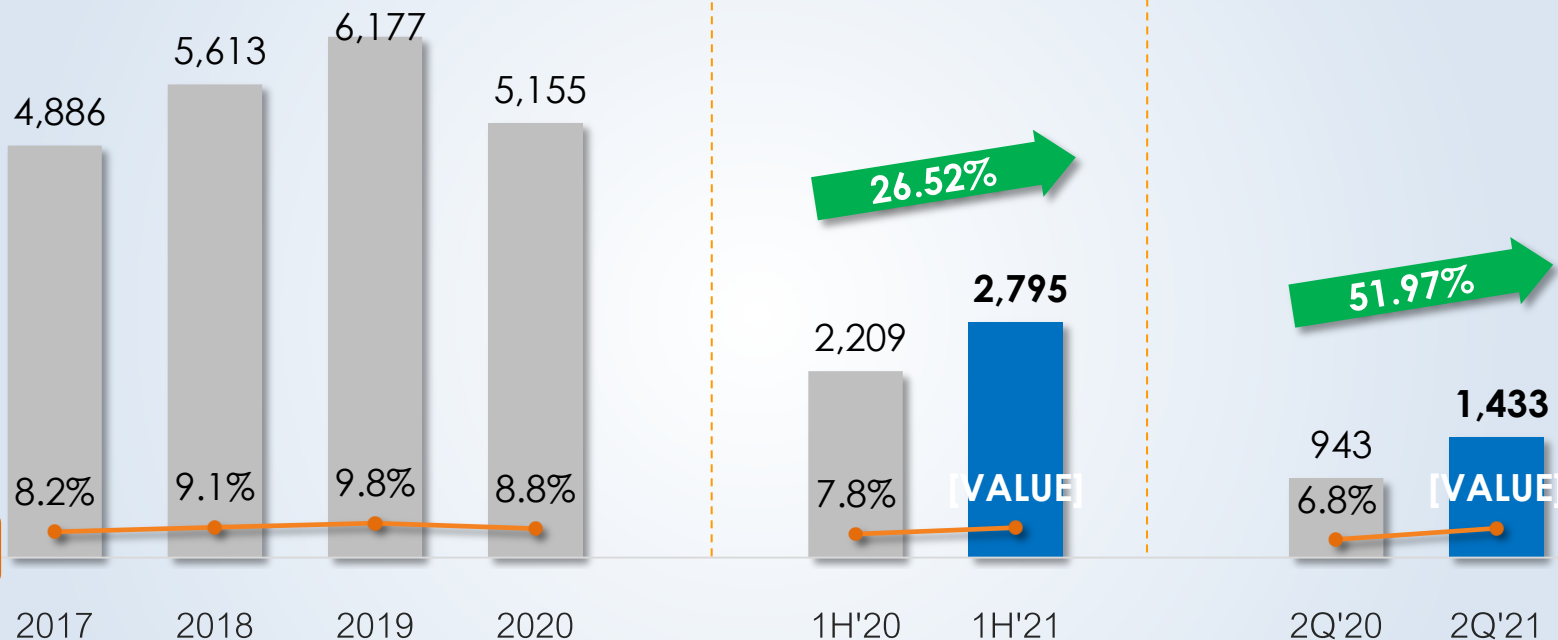
Unit : % of Sales

IFRS15
Adoption



Gross profit margin as a percentage of sales has increased from 24.8% in 1H'20 to 25.4% in 1H'21 due to an increased in the sales mix proportion of products that generate higher margin than average in comparison with last year in addition to improvement of procurement planning efficiency.

Unit : million baht



% to sales

FY	2017	2018	2019	2020	1H'20	1H'21	2Q'20	2Q'21
EPS	0.37	0.43	0.47	0.39	0.17	0.21	0.07	0.11

NPAT in 2Q'21 increased by 51.97% and NPAT as a percentage of sales increased from 6.8% in 2Q'20 to 8.9% in 2Q'21. Earnings per share (EPS) were Baht 0.11 in 2Q'21.

Balance Sheet at a glance

Unit : million baht

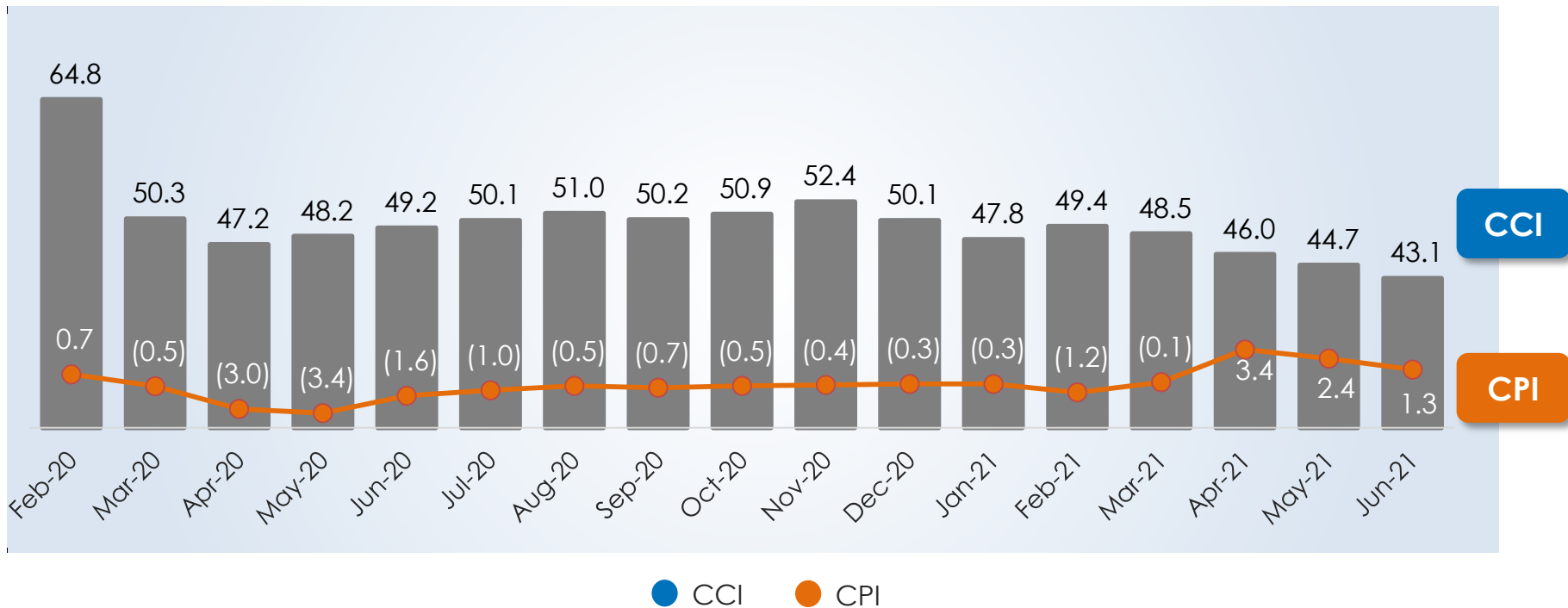
	30 Jun 2021	31 Dec 2020	Var	% change
Cash & Deposit	3,200.37	3,282.69	(82.32)	(2.51%)
Inventory	11,684.49	10,344.56	1,339.93	12.95%
Land Building & Equipment	38,901.43	39,225.30	(323.87)	(0.83%)
Other Assets	2,794.59	3,238.23	(443.64)	(13.70%)
Total Assets	56,580.88	56,090.77	490.11	0.87%
Financial Debt*	17,993.42	18,002.09	(8.67)	(0.05%)
Account Payable	13,573.64	13,050.31	523.33	4.01%
Other Liabilities	3,259.85	3,473.13	(213.28)	(6.14%)
Total Liabilities	34,826.91	34,525.53	301.38	0.87%
Paid-Up Capital	13,151.20	13,151.20	-	-
Share Premium	646.32	646.32	-	-
Retain Earnings	7,956.45	7,767.72	188.73	2.43%
Total Equities	21,753.97	21,565.24	188.73	0.88%

*Included impact of TFRS16 on lease liabilities 5,158.94 of Million baht



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- Sustainability Development



Consumer confidence slumped in June to the lowest level in 22 years, the index fell to 43.1 in June from 44.7 in May, and 46 in April. People are worried about the impact of the third wave. There are daily reports about rising infections and death tolls, increased political instability and a delay in the government's vaccine distribution plan. Nevertheless, the government still active on the stimulus packages. The cabinet has approved a 42 billion baht package of financial assistance for people and businesses affected by the government's partial Covid-19 lockdown starting from July 12 for 14 days, which was implemented in Bangkok and nine other provinces to contain the coronavirus outbreak.



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	8	14	7
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-



2025 & 2030 SD ROADMAP

Progress as of 1H21

2025 Target

2030 Target



1. ECO Product Sales mix

38.5%

50%



2. Responsible Plastic Consumption

64.5%

100%



3. Technician Teams

2,056

1,800



4. Employee Engagement

83.8%

88.0%



5. Customer Experience

88.7%

85.0%



6. Renewable Energy

24.8%

100.0%



7. Zero Waste

94%

100.0%



8. GHG Reduction

-18%

-50.0%



Our Field Hospital



Name: DC Field Hospital

Location: DC Wangnoi

Capacity: 5 buildings at distribution center area that could accommodate 400 patients

Operated by: Homepro and Rajthanee Hospital





Track record of endorsement in key sustainable indices



International

Member of
**Dow Jones
Sustainability Indices**

Powered by the S&P Global CSA



FTSE4Good

MSCI
ESG RATINGS



Received AA
rating from
MSCI-ESG



Included in the
Bloomberg
Gender Equality
Index (GEI)

Included in the
DJSI Emerging
Market since
2017

Included in the
FTSE4Good
since 2016

Domestic



AGM Investors' Choice



Outstanding Award



Best Investor Relations



Excellence CG Score



Listed in ESG100 Index



Anti-Corruption
Certified



Q & A

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