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About HomePro



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



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



HomePro operates **93** stores nationwide



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



Agenda

- **3Q'21 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

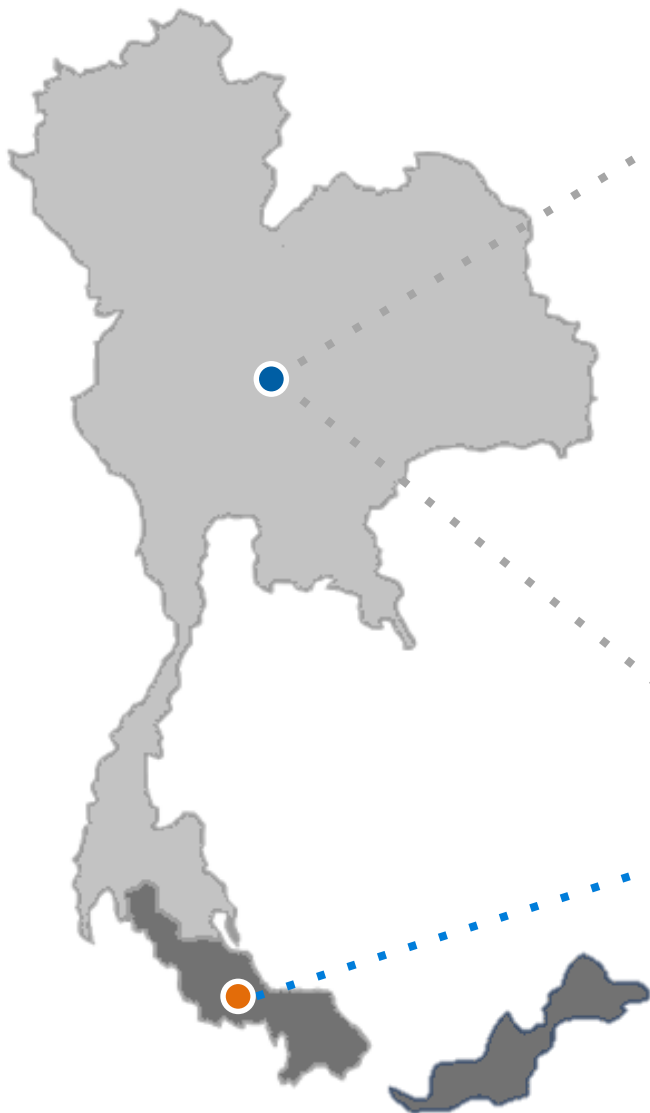






Home Product Center (Vietnam) Co., Ltd.

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



Store Footprint



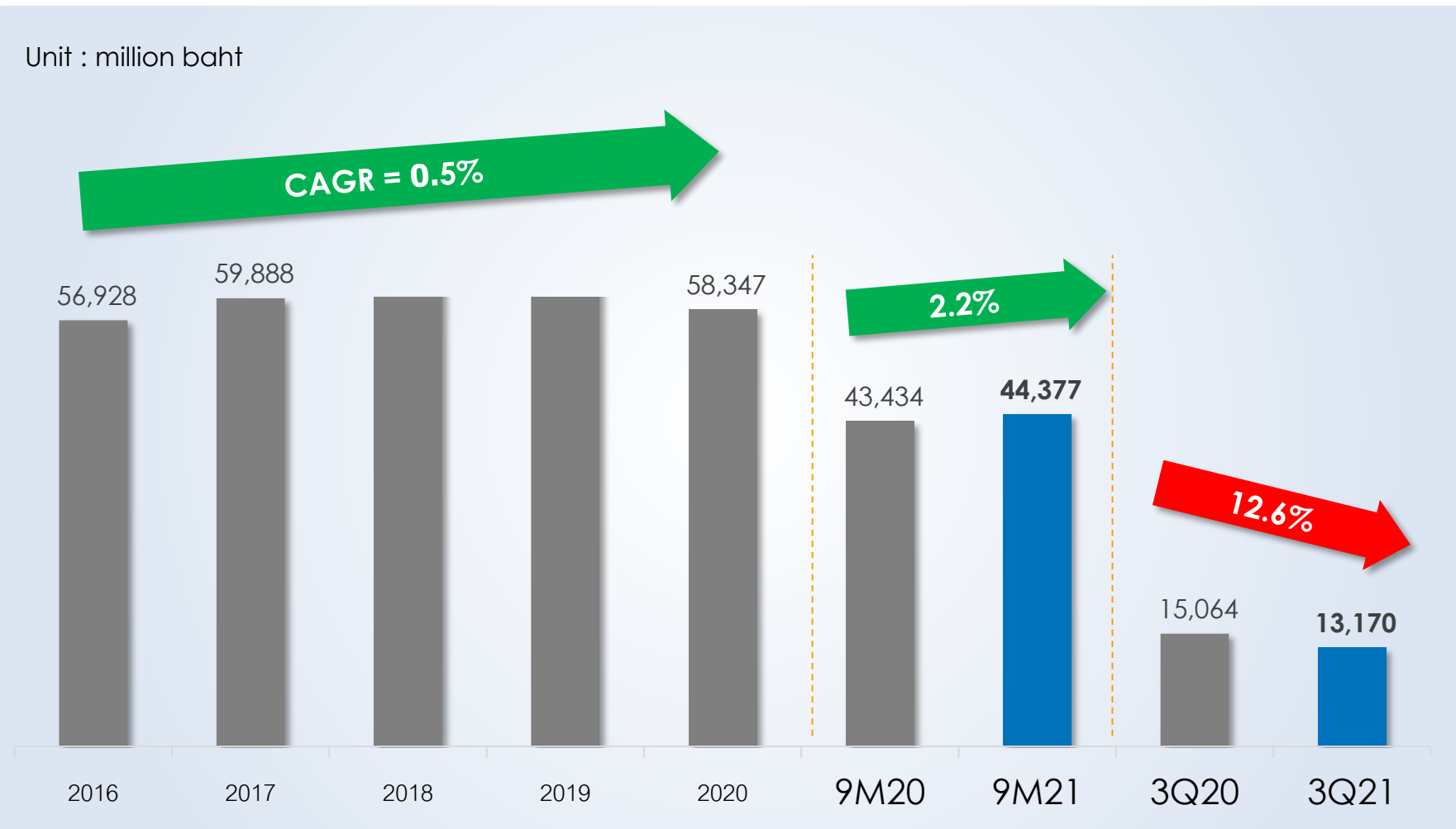
	Greater Bangkok Upcountry	: 29 stores : 57 stores
	Greater Bangkok Upcountry	: 6 stores : 1 store
	Greater Bangkok Upcountry	: 3 stores : 11 stores
	Malaysia	: 7 stores

Unit : million baht

	9M'2021	% of sales	9M'2020	% of sales	Var	% change
Revenue from contracts with customers	44,376.9	100.0%	43,434.1	100.0%	942.8	2.2%
Rental Income	844.0	1.9%	1,081.9	2.5%	(237.9)	(22.0%)
Other Income	1,342.8	3.0%	1,208.5	2.8%	134.3	11.1%
Total Revenue	46,563.7	104.9%	45,724.4	105.3%	839.3	1.8%
Cost of sales and service	33,119.5	74.6%	32,522.1	74.9%	597.4	1.8%
Gross profit	11,257.4	25.4%	10,911.9	25.1%	345.4	3.2%
Cost of Rental	463.2	1.0%	405.1	0.9%	58.1	14.4%
Total Expenses	8,151.4	18.4%	8,061.8	18.6%	89.6	1.1%
EBIT	4,829.6	10.9%	4,735.4	10.9%	94.1	2.0%
Financial Income	5.8	0.0%	15.6	0.0%	(9.9)	(63.0%)
Financial Cost	316.2	0.7%	351.1	0.8%	(34.8)	(9.9%)
Tax	853.6	1.9%	790.3	1.8%	63.4	8.0%
Net Profit	3,665.5	8.3%	3,609.7	8.3%	55.8	1.5%
Depreciation	2,405.9	5.4%	2,393.1	5.5%	12.8	0.5%
EBITDA	7,235.4	16.3%	7,128.5	16.4%	106.9	1.5%

Sustainable Sales Growth

Unit : million baht



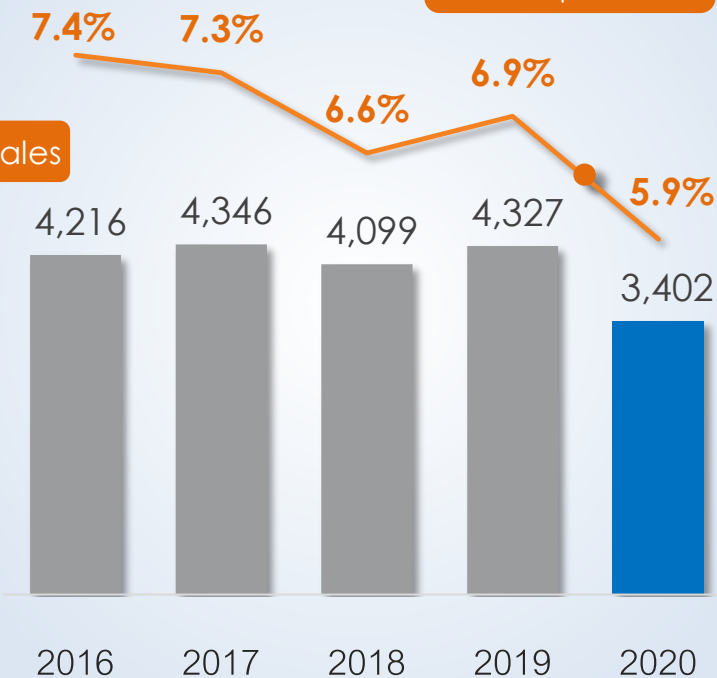
- Sales in 3Q'21 has declined mostly resulted from the stores closure ordered by the CCSA in July and August 2021. Yet for 9M'21, sales was slightly increased due to the increase in efficiency of Omni Channel and promotional activities both offline and online, such as HomePro Super Expo and partially was due to the diversity of products that serves the customer behavior who spend more time at home.

Other Income

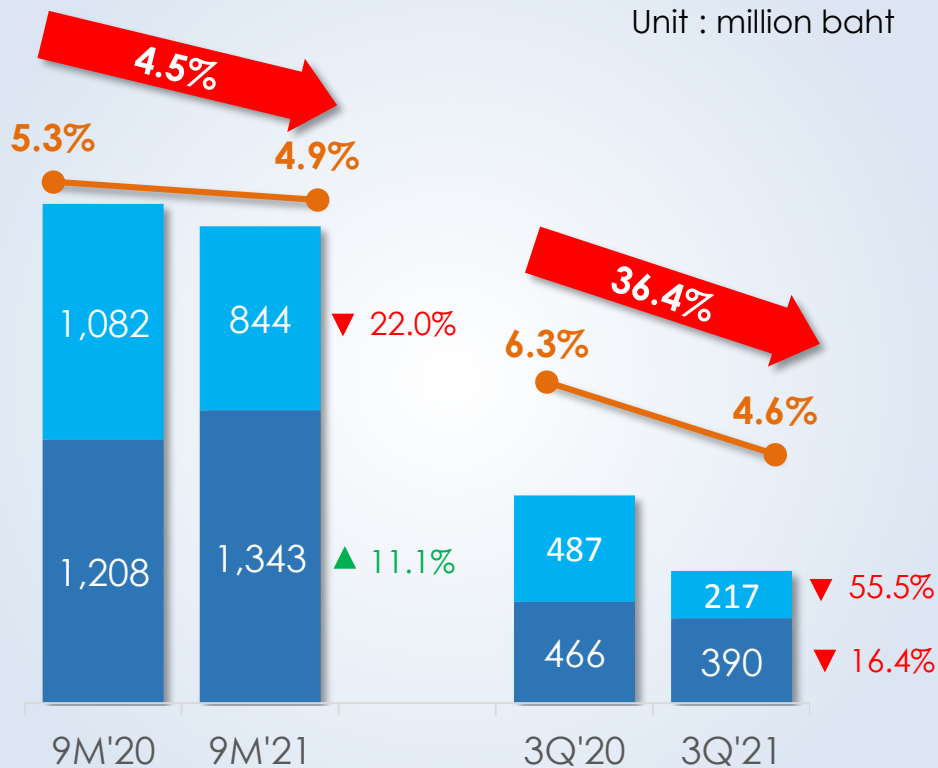
Unit : million baht

TFRS15
Adoption

% to sales



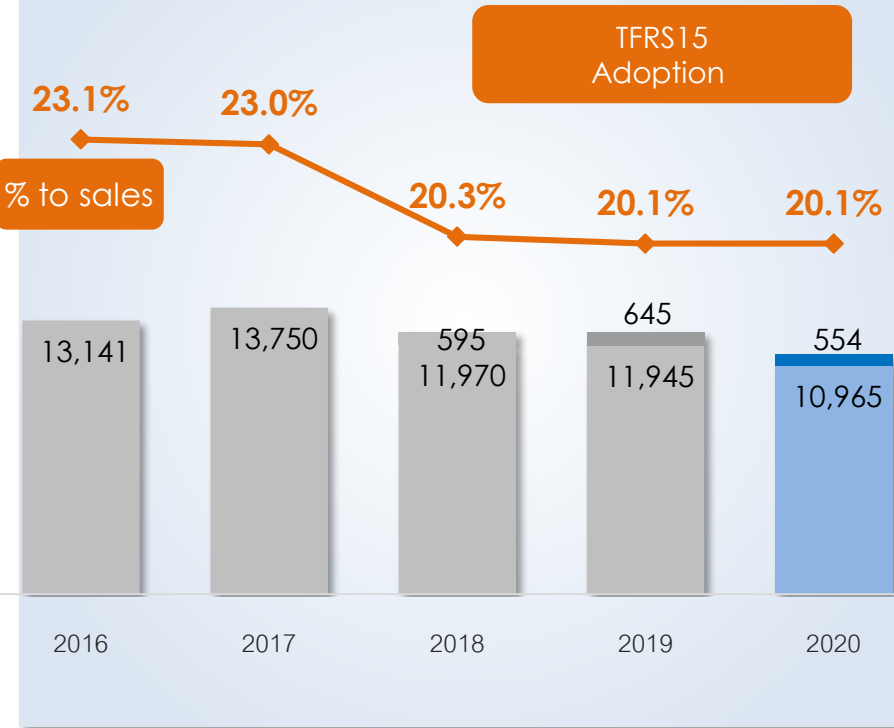
Unit : million baht



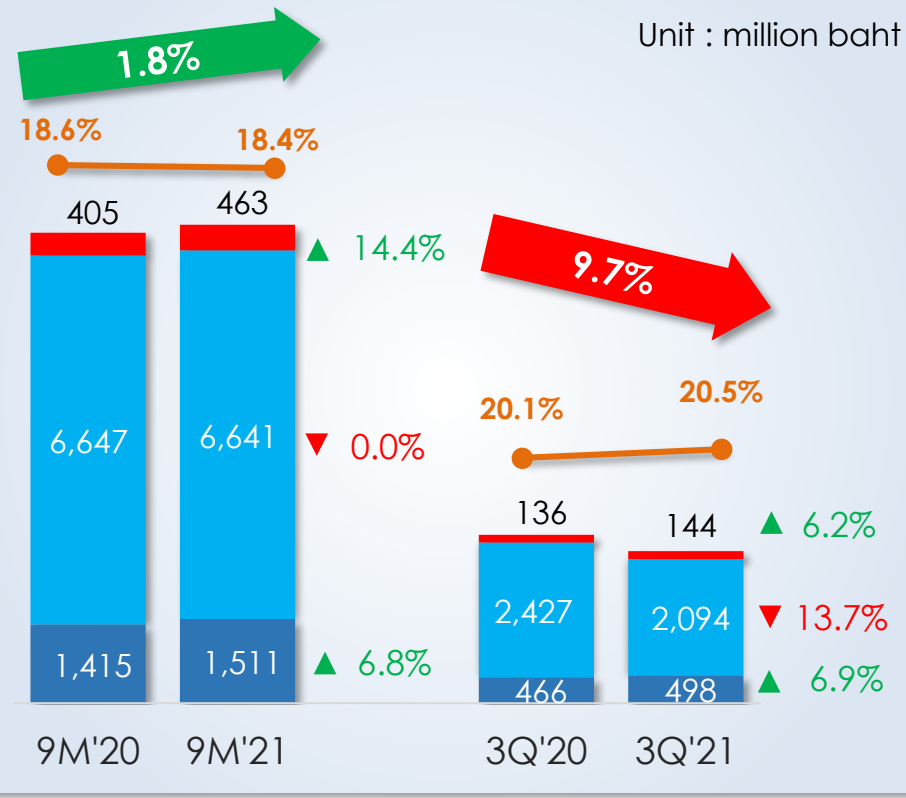
● Rental Income
 ● Other
 ● % to Sales

- Rental income has decreased due to the government's order that only certain type of business in the shopping center were allowed to operate, in which the number of business category was able to open is less than last year during closing period. Therefore, the revenue generated from the shopping center has declined. In addition, there was no rental income from Homepro expo due to the cancellation of HomePro Expo event in comparison with the third quarter last year where the HomePro Expo event was organized.
- Other income increased in relation to the increasing of sales activities along with the higher-level of promotional activities with vendors.

Unit : million baht



Unit : million baht



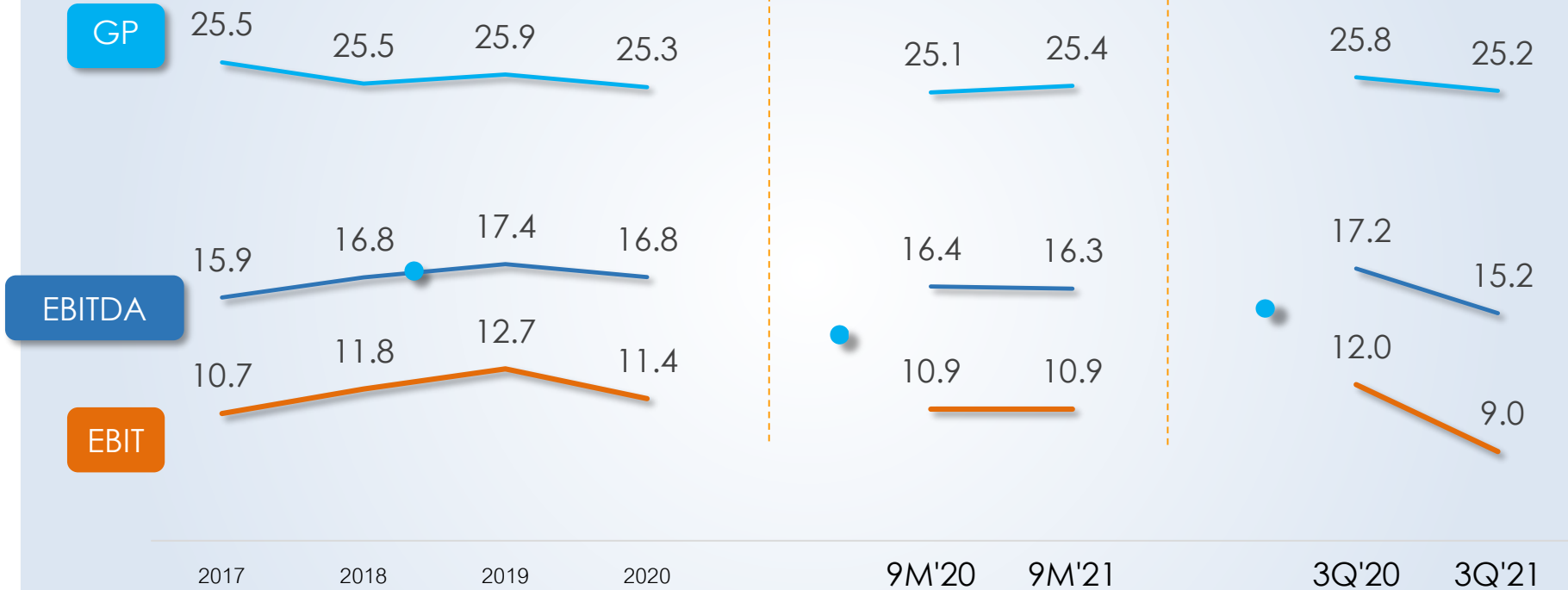
● Sales Related
 ● Cost of Rental
 ● Admin Expense
 ● % to Sales exclude Cost of Rental

- The amount increases in SG&A as a result of higher expense amount such as salary and welfare along with utility cost and the expense related to supporting associates during the pandemic such as the expense related to building the field hospital and COVID-19 related testing cost etc.
- Cost of rental increased due to additional cost related to the increased in rental area of Rangsit Klong 4 branch re that the Company has opened in the fourth quarter of 2020.

Profitability Ratio

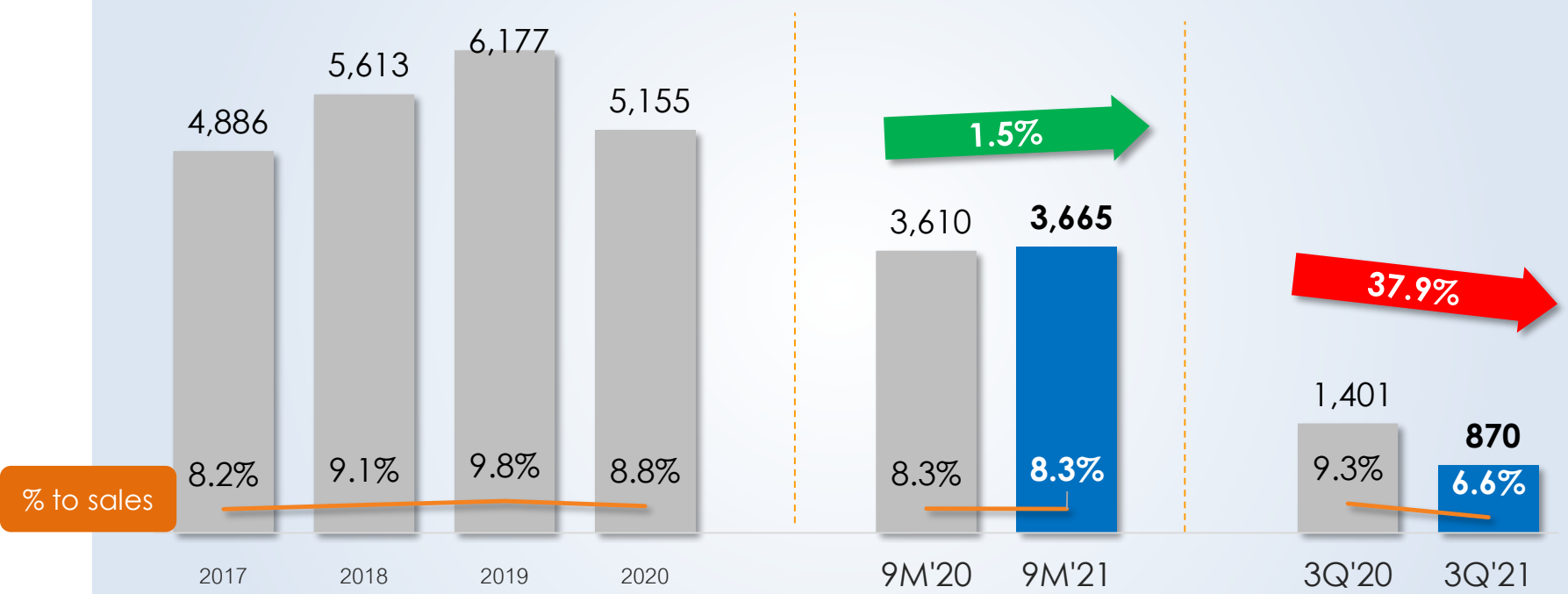
Unit : % of Sales

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



FY	2017	2018	2019	2020	9M'20	9M'21	3Q'20	3Q'21
EPS	0.37	0.43	0.47	0.39	0.27	0.28	0.11	0.07

NPAT in 9M'21 increased by 1.5% and NPAT as a percentage of sales remained flat in 9M'21. Earnings per share (EPS) were Baht 0.28 in 9M'21.



Balance Sheet at a glance

Unit : million baht

	30 Sep 2021	31 Dec 2020	Var	% change
Cash & Deposit	2,263.4	3,282.7	(1,019.3)	(31.0%)
Inventory	11,779.7	10,344.6	1,435.1	13.9%
Land Building & Equipment	38,498.8	39,225.30	(726.5)	(1.9%)
Others Assets	2,550.0	3,238.23	(688.2)	(21.3%)
Total Assets	55,091.9	56,090.8	(998.9)	(1.8%)
Financial Debt*	19,485.2	18,002.1	1,483.1	8.2%
Account Payable	11,713.6	13,050.3	(1,336.7)	(10.2%)
Others Liabilities	2,843.7	3,473.1	(629.5)	(18.1%)
Total Liabilities	34,042.5	34,525.5	(483.0)	(1.4%)
Paid-Up Capital	13,151.2	13,151.2	-	-
Share Premium	646.3	646.3	-	-
Retain Earnings	7,251.9	7,767.7	(515.8)	(6.6%)
Total Equities	21,049.4	21,565.2	(515.8)	(2.4%)

*Included impact of TFRS16 on lease liabilities 5,103.46 of Million baht



Agenda

- 3Q'21 Financial Results
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- Sustainability Development



❖ **Customer** behavior Change after COVID-19

Work Remotely



Continuous online shopping through e-commerce channel



Demand for virtual products online



❖ **Retail** adaptations after COVID-19

Increase home-related products



Warehouse automation and Ongoing development on last-mile delivery



Advanced analytics to enhance e-commerce experience



Consumer confidence picked up for the first time in seven months in September



Consumer confidence rose to 41.4 in September from 39.6 in August, in which August it was the lowest level in almost 23 years. Even though consumer confidence has picked up for the first time in seven months in September, but business sentiment slid further because of consumers' weak purchasing power, battered by the prolonged outbreak. Nevertheless, Consumers felt less concerned about the spread of Covid-19 because of the rising rate of vaccinations, the relaxation of lockdown restrictions and increased domestic travel. The government has relax the curfew hours and further easing for other business activities starting from the first of October. Moreover, UTCC (Consumer Confidence's conductor) president, said consumer confidence increased as a result of positive psychological factors.



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	7	14	7
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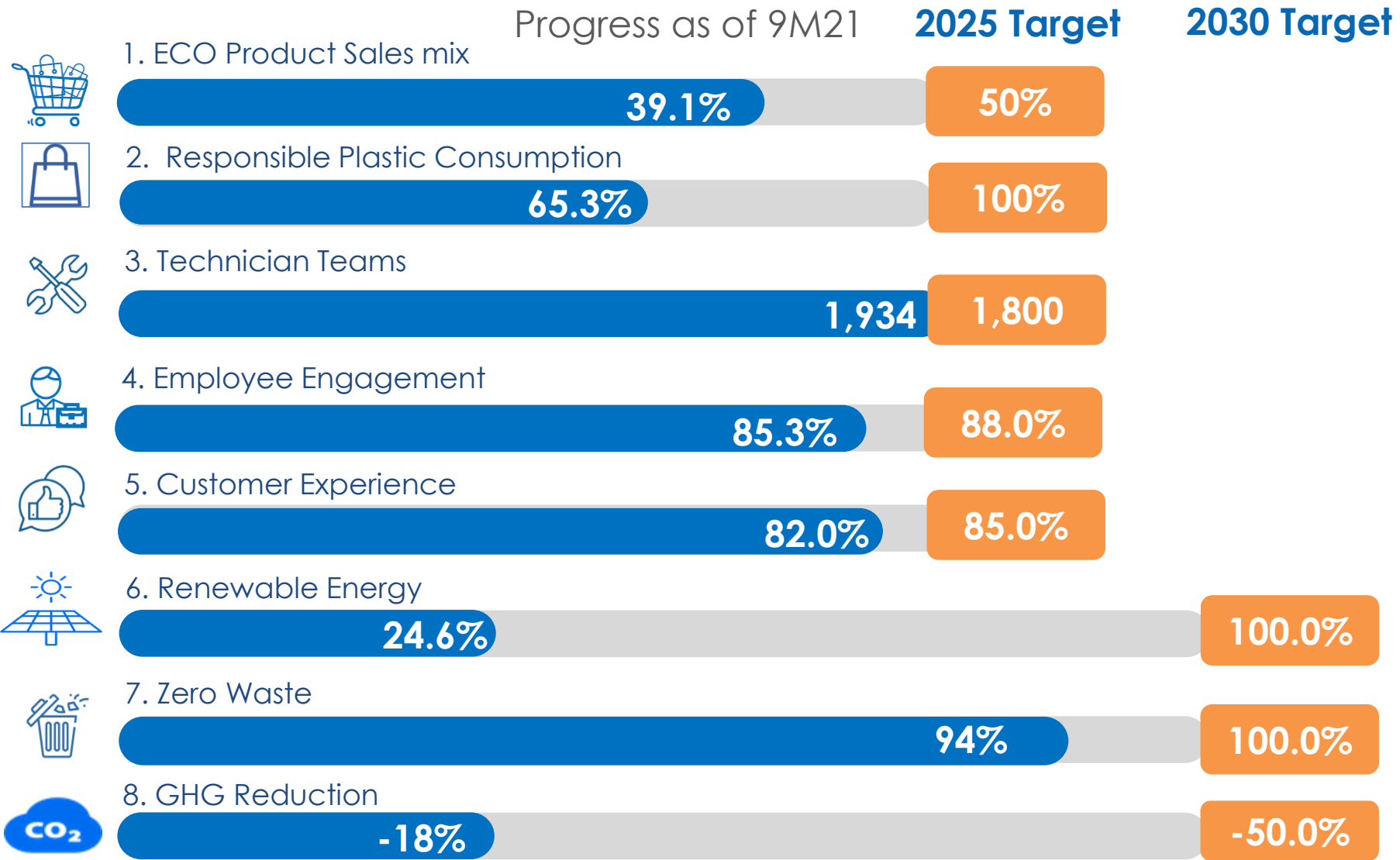


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-



2025 & 2030 SD ROADMAP





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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