



SET Opportunity Day 1Q24 Results

10 May 2024



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About HomePro

We are the **leading home improvement retailer** in Thailand.

Our products cover **50,000** items

We make a better living

We now operate **94 HomePro & 27 Mega Home** stores nationwide

We provide complete service as **One Stop Shopping**

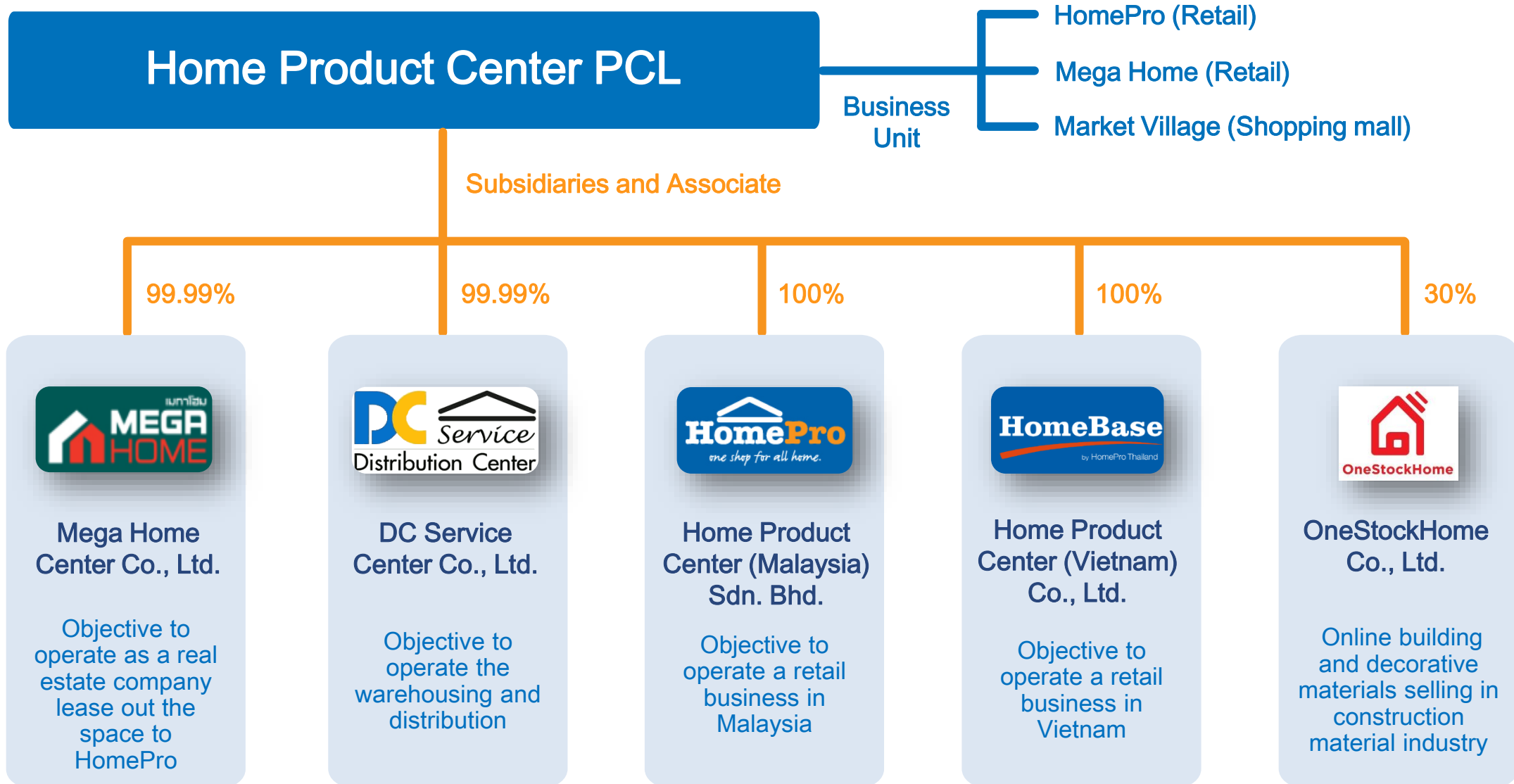


Agenda

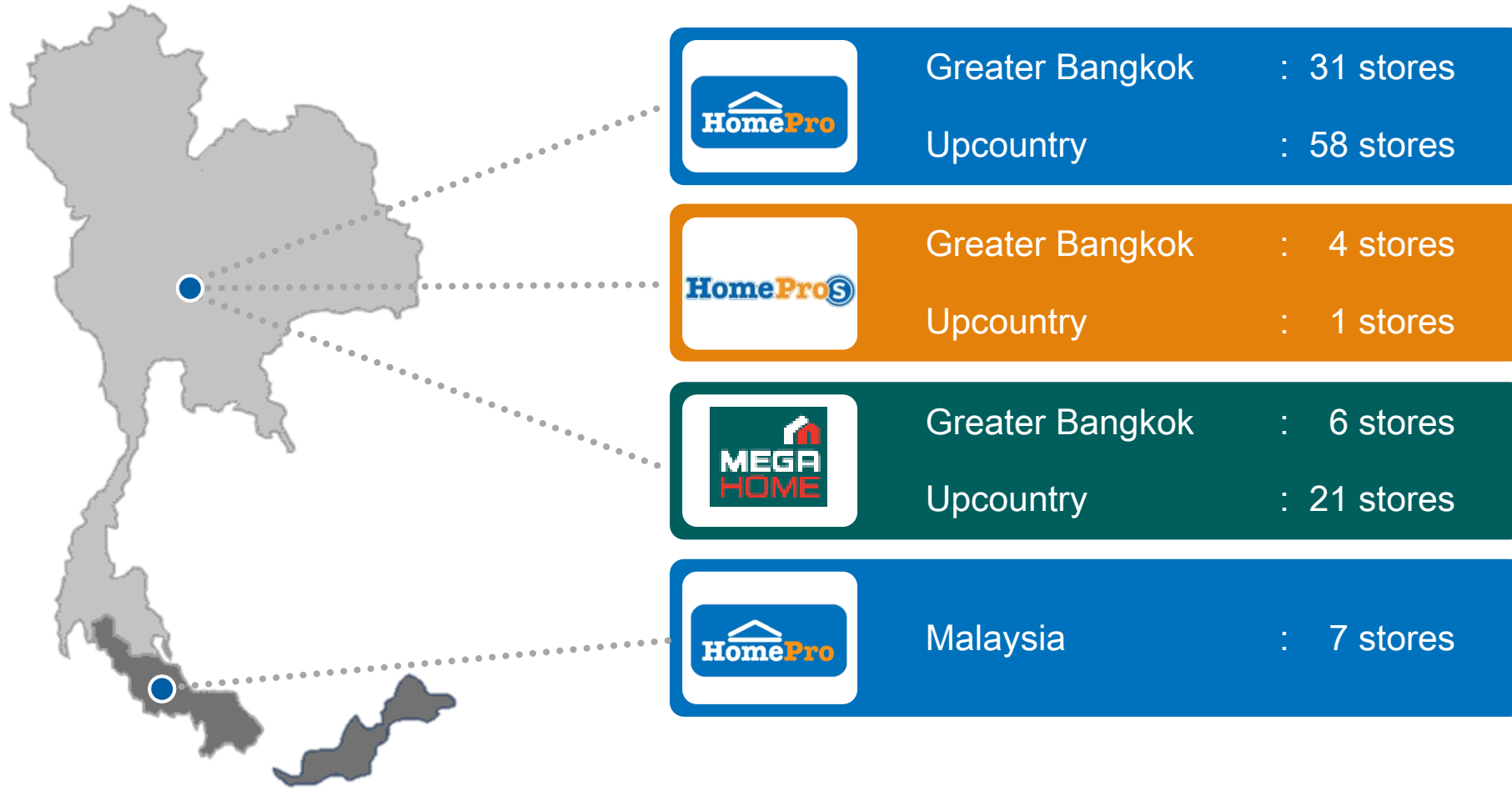
- 1Q24 Financial Results
- Business Outlook
- Sustainability Development



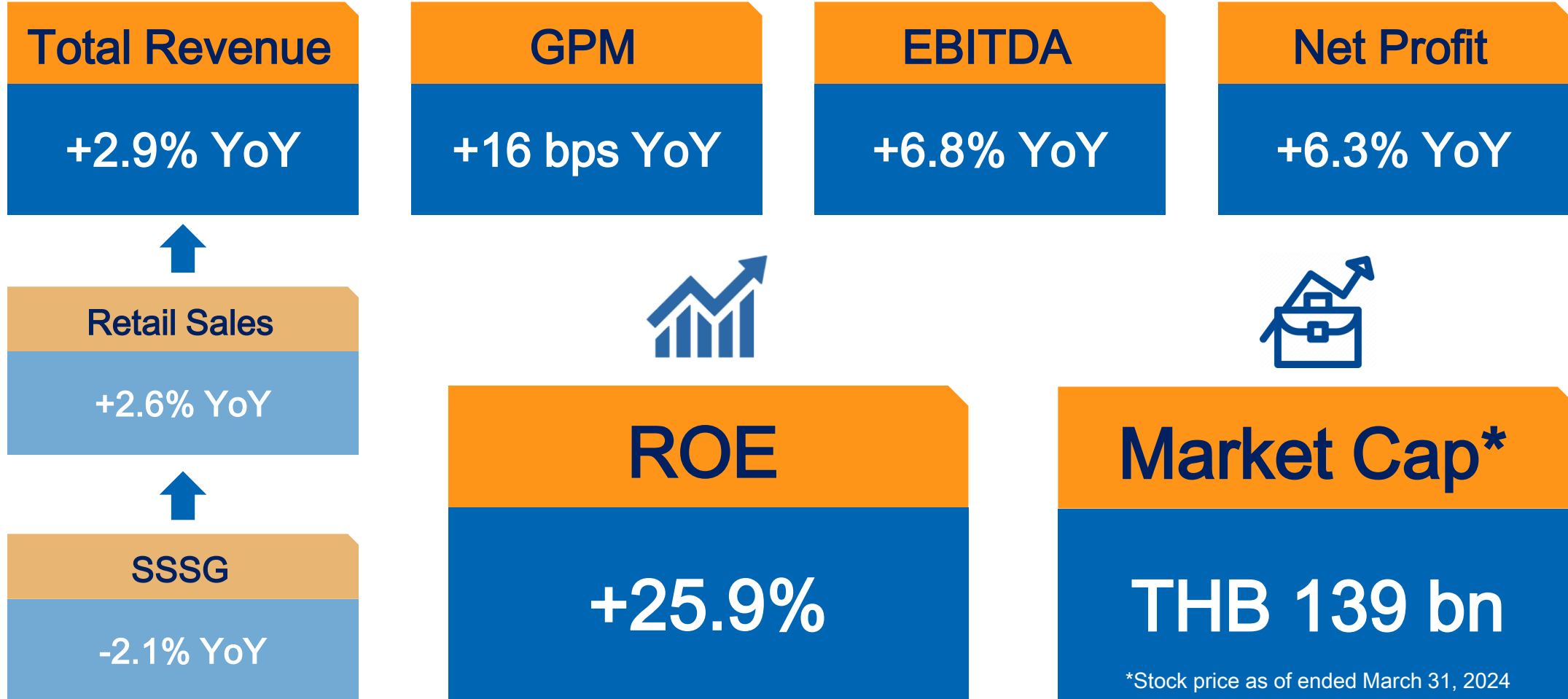
Corporate Group Structure



Store Footprint



1Q24 Key Financials

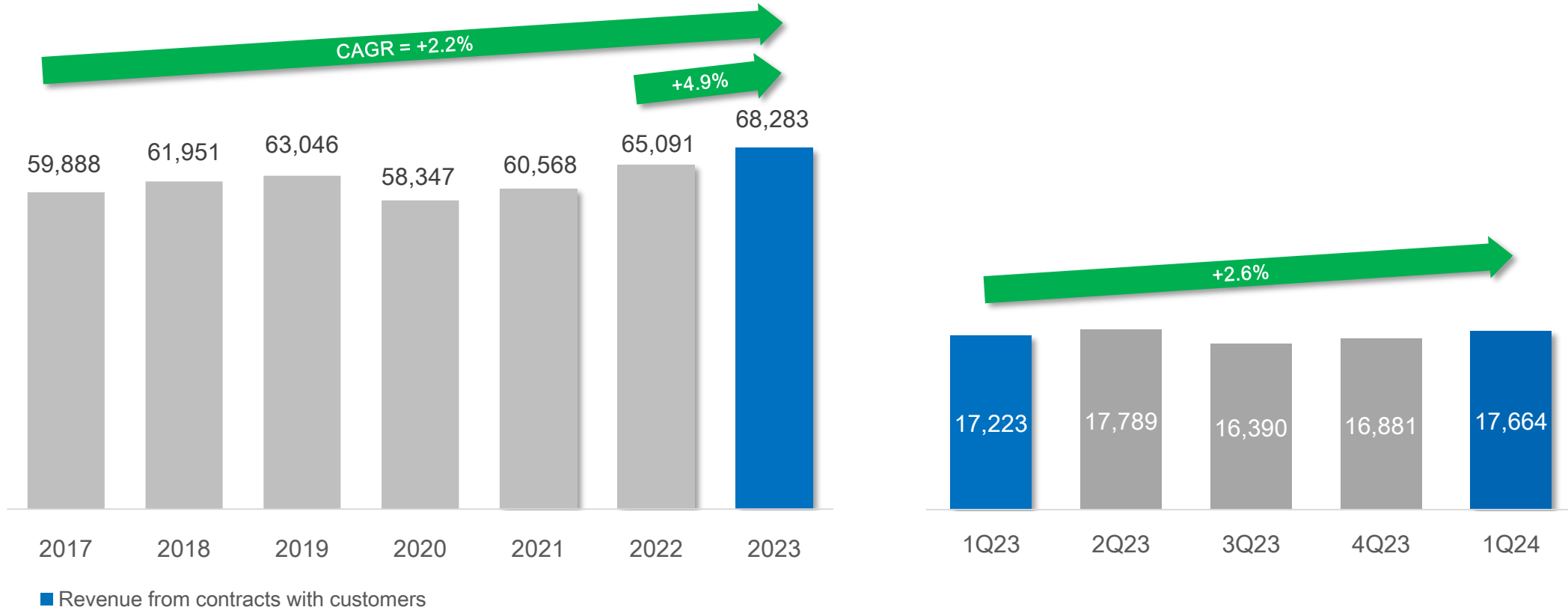


Income Statement Summary

Unit : million Baht	1Q24	% of sales	1Q23	% of sales	Var	% change
Revenue from contracts with customers	17,663.83	100.00%	17,223.47	100.00%	440.36	2.56%
Rental Income	450.83	2.55%	476.99	2.77%	-26.16	-5.48%
Other Income	672.91	3.81%	551.41	3.20%	121.50	22.03%
Total Revenue	18,787.58	106.36%	18,251.87	105.97%	535.71	2.94%
Cost of sales and service	13,028.51	73.76%	12,731.01	73.92%	297.50	2.34%
Gross profit	4,635.33	26.24%	4,492.46	26.08%	142.87	3.18%
Cost of Rental	196.36	1.11%	193.26	1.12%	3.10	1.60%
Selling and Administrative Expenses	3,273.32	18.53%	3,192.39	18.54%	80.94	2.54%
EBIT	2,289.39	12.96%	2,135.22	12.40%	154.17	7.22%
Share of profit (loss) from investment in associates	0.05	0.00%	-0.68	0.00%	0.73	-106.90%
Financial Income	7.96	0.05%	2.61	0.02%	5.35	204.71%
Financial Cost	157.85	0.89%	133.40	0.77%	24.46	18.33%
Tax	426.71	2.42%	392.64	2.28%	34.07	8.68%
Net Profit	1,712.84	9.70%	1,611.12	9.35%	101.72	6.31%
Depreciation	864.44	4.89%	818.71	4.75%	45.73	5.59%
EBITDA	3,153.83	17.85%	2,953.93	17.15%	199.90	6.77%

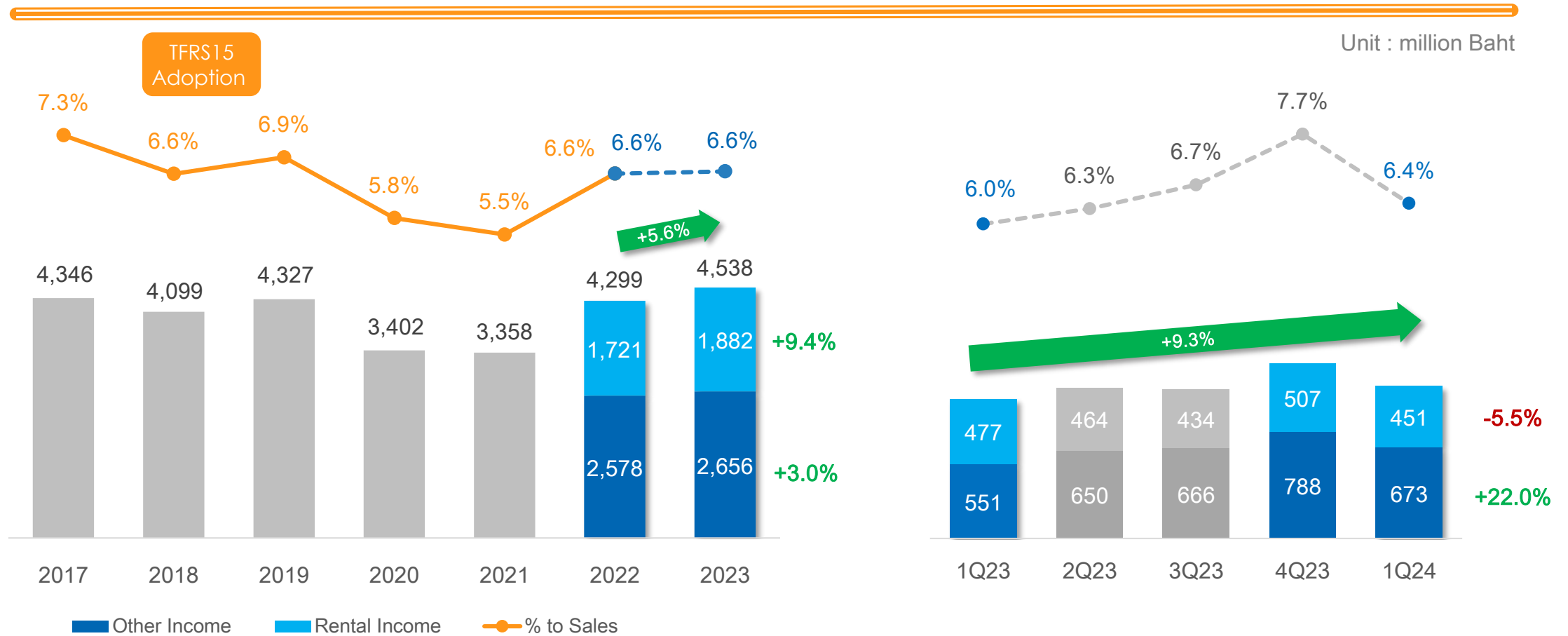
Sustainable Sales Growth

Unit : million Baht



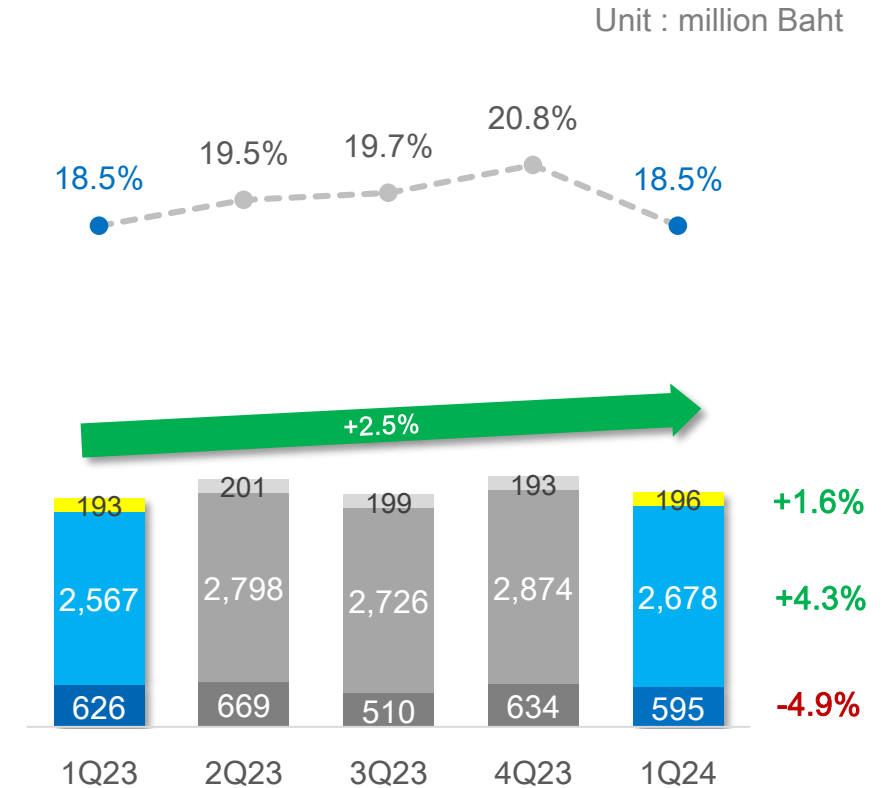
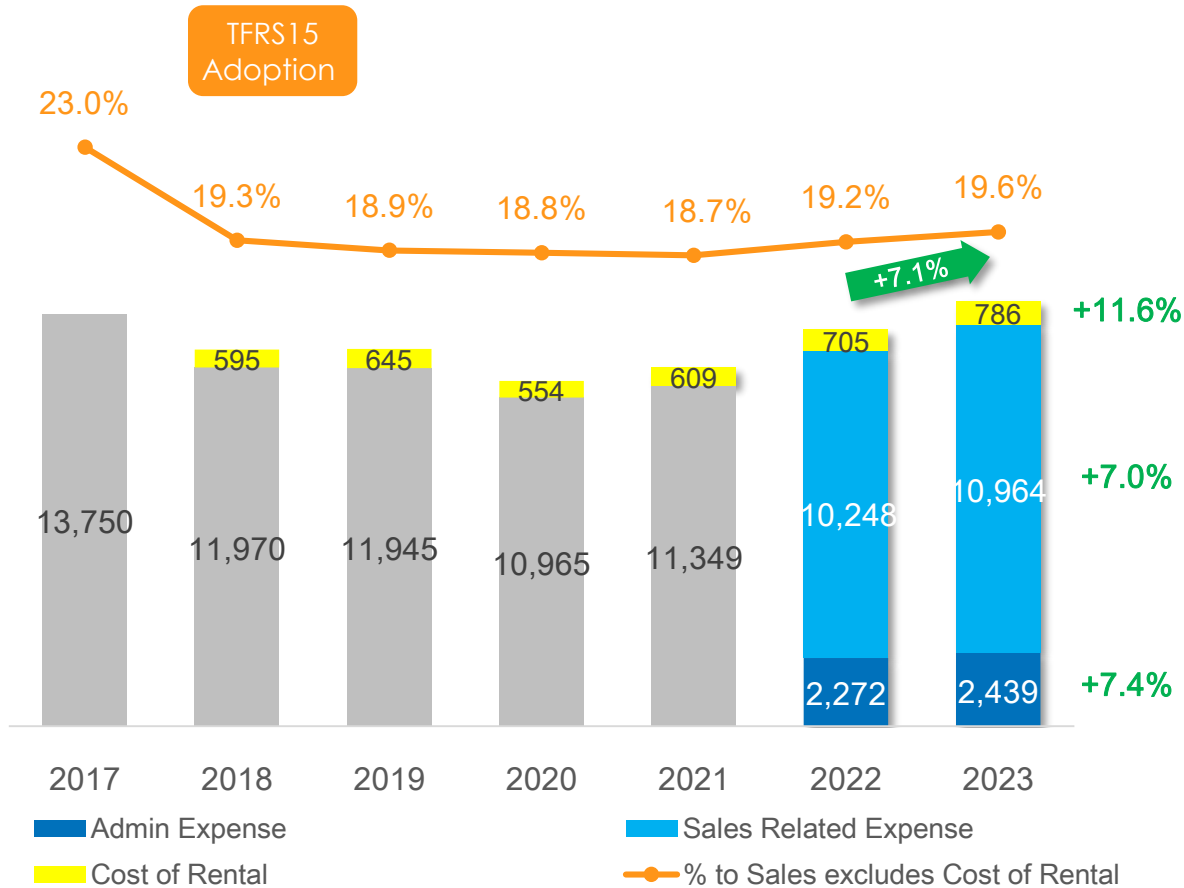
- In 1Q24, the revenue from contracts with customers which comprised of product sales revenue and service income of Home Service increased by 2.6%.

Other Income



- In 1Q24, rental and service income decreased due to the cancellation of HomePro Expo, which was typically held at Impact Muang Thong Thani in March. Instead, the Company held HomePro Super Expo in April through both physical stores and online channels.
- Other income increased owing to expanded more promotional activities with vendors, implemented both in stores and through online channels.

SG&A Expenses

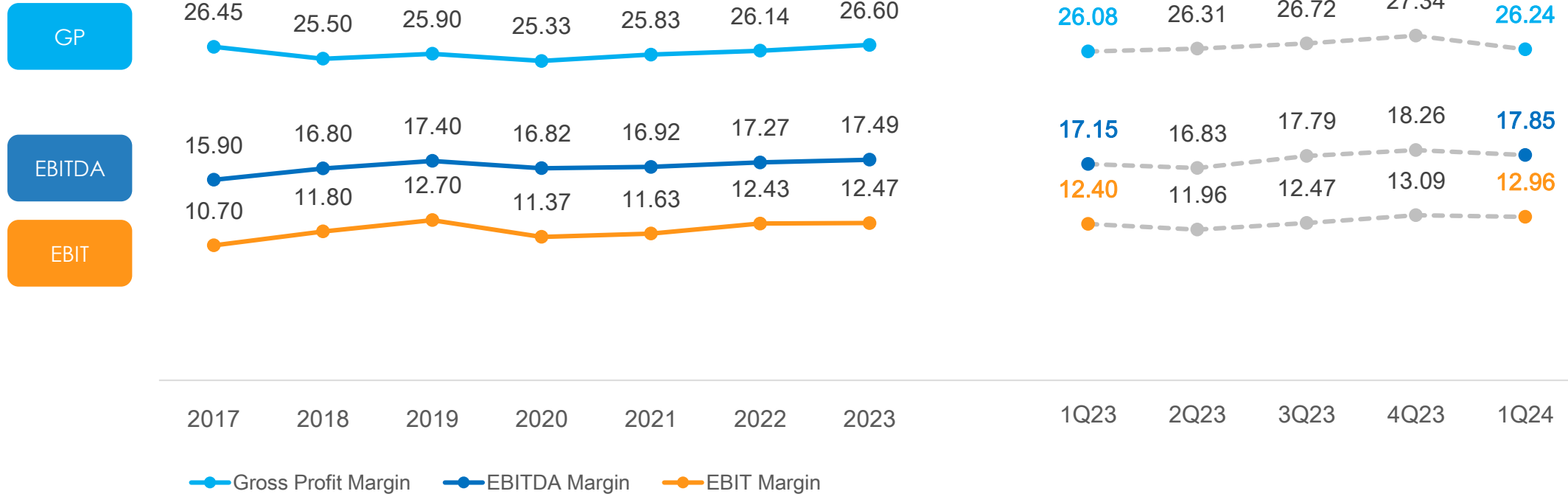


- In 1Q24, the SG&A as a percentage of sales remained relatively stable at 18.53% compared with 18.54% last year. The increase in SG&A in absolute amount was attributable to depreciation expense, marketing and promotional expense, as well as credit card processing fees. On the other hand, utilities expense and pre-operating expense declined.
- Cost of rental increased due to higher utilities cost associated with the expansion of leasable space from the new HomePro stores since 2023.

Profitability Ratio

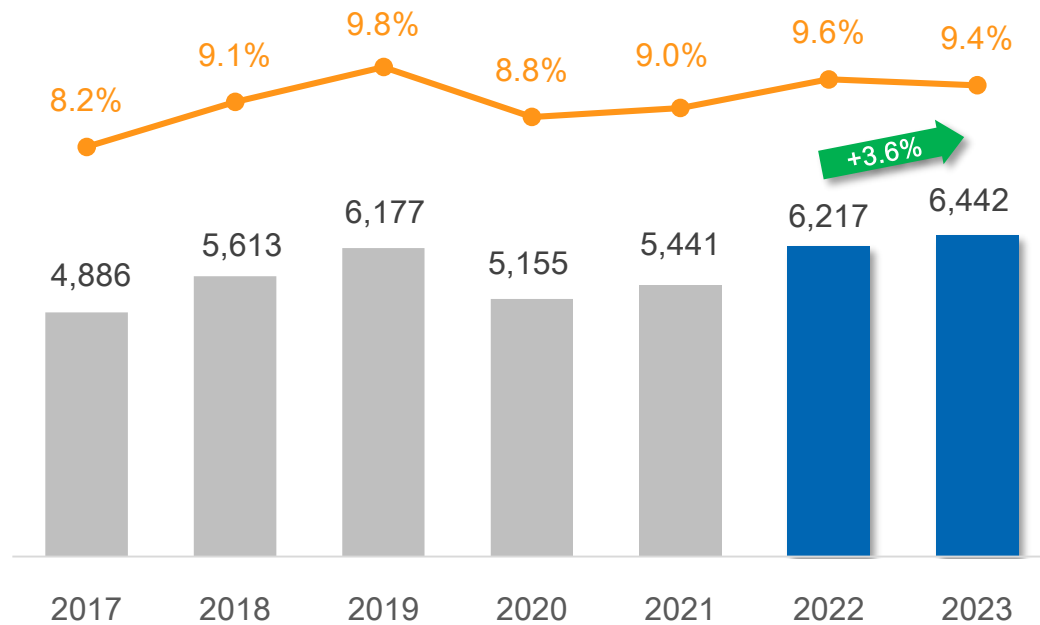
Unit : % to Sales

IFRS15
Adoption



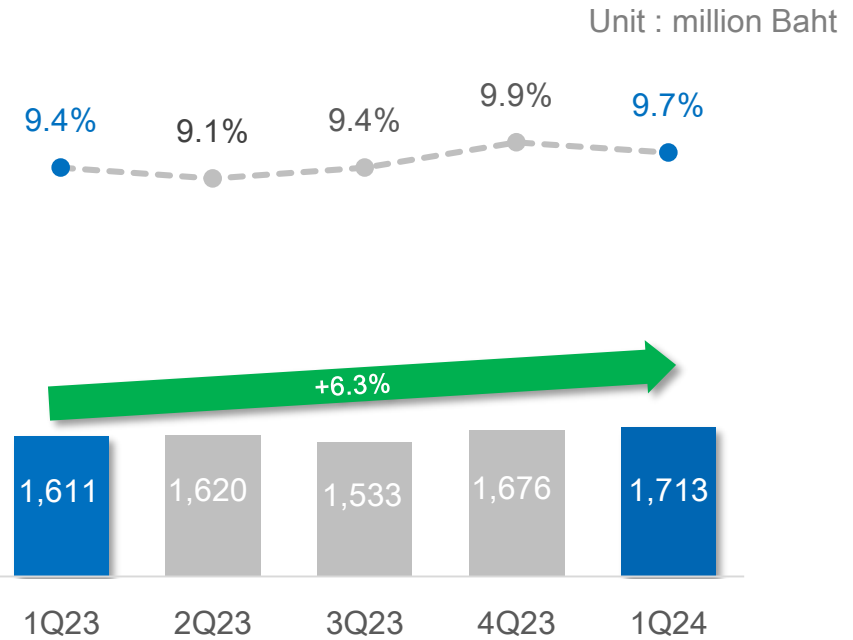
- In 1Q24, the gross profit as percentage of sales increased from 26.08% to 26.24%, which was attributed to the better of product mix toward high-margin products, effective cost control, and achieving volume discounts given by vendors across both HomePro and Mega Home business.

Net Profit & EPS



■ Net Profit After Tax (NPAT) ● % to Sales

FY	2017	2018	2019	2020	2021	2022	2023
EPS	0.37	0.43	0.47	0.39	0.41	0.47	0.49



Quarter	1Q23	2Q23	3Q23	4Q23	1Q24
EPS	0.12	0.12	0.12	0.13	0.13

- NPAT in 1Q24 increased by 6.3% YoY.
- Earnings per share (EPS) were 0.13 Baht in 1Q24.

Balance Sheet at a Glance

Unit : million Baht	31 Mar 2024	31 Dec 2023	Var	% change
Cash & Deposit	4,985.11	6,428.67	-1,443.56	-22.46%
Inventory	14,518.30	13,965.27	553.02	3.96%
Land Building & Equipment	45,194.13	45,373.12	-179.00	-0.39%
Other Assets	3,151.59	3,280.82	-129.23	-3.94%
Total Assets	67,849.12	69,047.89	-1,198.77	-1.74%
Financial Debt*	20,585.92	24,591.74	-4,005.82	-16.29%
Account Payable	16,170.06	15,224.70	945.35	6.21%
Other Liabilities	3,819.67	3,672.66	147.00	4.00%
Total Liabilities	40,575.64	43,489.10	-2,913.46	-6.70%
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	13,475.96	11,761.26	1,714.69	14.58%
Total Equities	27,273.48	25,558.78	1,714.69	6.71%

* Included impact of TFRS16 on lease liabilities 6,791.09 of million Baht

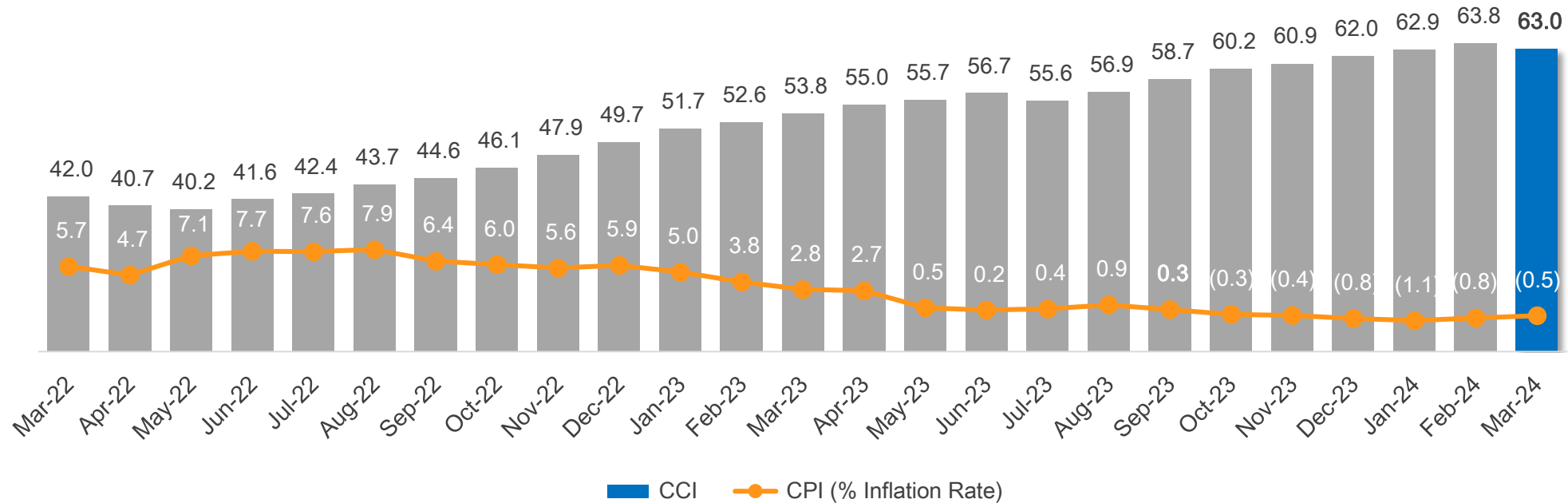


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CCI edges lower amid the trend of deflation



Thai consumer confidence fell to 63 in March 2024 from 63.8 in the previous month. It was the first decline in consumer morale after improving for seven consecutive times, due to slow economic recovery and elevated living costs. According to an official survey, consumers were starting to express concerns about the economy's performance and escalating energy costs. However, confidence may rebound in the future as government spending accelerates after a delayed budget was passed. Thailand's GDP shrank 0.6% quarter-on-quarter in the Q1 of 2024. In February, the Bank of Thailand lowered its 2024 growth outlook between 2.5% and 3.0% from 3.2%.

1Q24 Highlight and Recent Activities

EASY E-RECEIPT
1 เม. 67 - 15 ก.พ. 67

วันสุดท้าย!

ลดหย่อนภาษีสูงสุด 50,000.-

สำหรับผู้มีเสียภาษีเงินได้บุคคลธรรมดา
รับสิทธิลดหย่อนภาษีตามอัตราเงินได้ตามจริง

SUPER EXPO
4 เม.ย. 67 - 8 เม.ย. 67

#แรงแปลก ห้ามพลาด

ดีลแรงแปลก ยกทัพดับร้อน

18% SUPER DISCOUNT

162,300.- SUPER CASHBACK / COUPON

0%*10 SUPER BRAND

HomeCard
#เลือกช้อปปิ้งที่สะดวกต่อคุณ

Trade-in for a Better Future

1 Jan 2024 - 31 Dec 2024

HomeCard

HomePro is THE ANSWER FOR YOU HOME.

2024 Key Business Focus

Next
3S

Synergized Omnichannel
Superior Experiences
Sustainable Innovations

2024 Key Business Focus

Synergized Omnichannel

- New Store Expansion
- New Channel Platform
- Fulfillment Optimization

Superior Experience

- Lifetime Eco-System and Customer
- Instore Experience
- Home Service Strengthening
- Data Driven & Digitalization

Sustainable Innovations

- NET ZERO 2050
- Green Energy
- Closed Loop Circularity

Margin expansion through Private Label



homebase

PARNO

Solshield

TARA

Zimple

SOON:

MOYA

Bathtime

Ekono

KECH

MAILBOX

X-FIRE

Spring

Carini

onground

HLS

ineatymix

ELECTA

Furdini

CABIN

BENETIA

Fontän

CRABERN

PARNO

MATAL

porrin+

asLE

MAZDOX

PLIM

flusjo

ZynTec

ACCO

SNO:

GRXNDI

dara

PACKIN

Over 36
Private Brands

Over 15,000
items

Quality and
worthiness
focused

Continuous
development

2024 Store Expansion Plan

No. of stores as of 1Q24



Ended 2023	89	5	27	7
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■ New stores in 2024

1Q 2024				
2Q 2024	1		Udon Thani	
3Q 2024	1		2	
4Q 2024	1 - 2		1	

■ Our stores in ended 2024

Total (stores)	92 - 93	5	31	7
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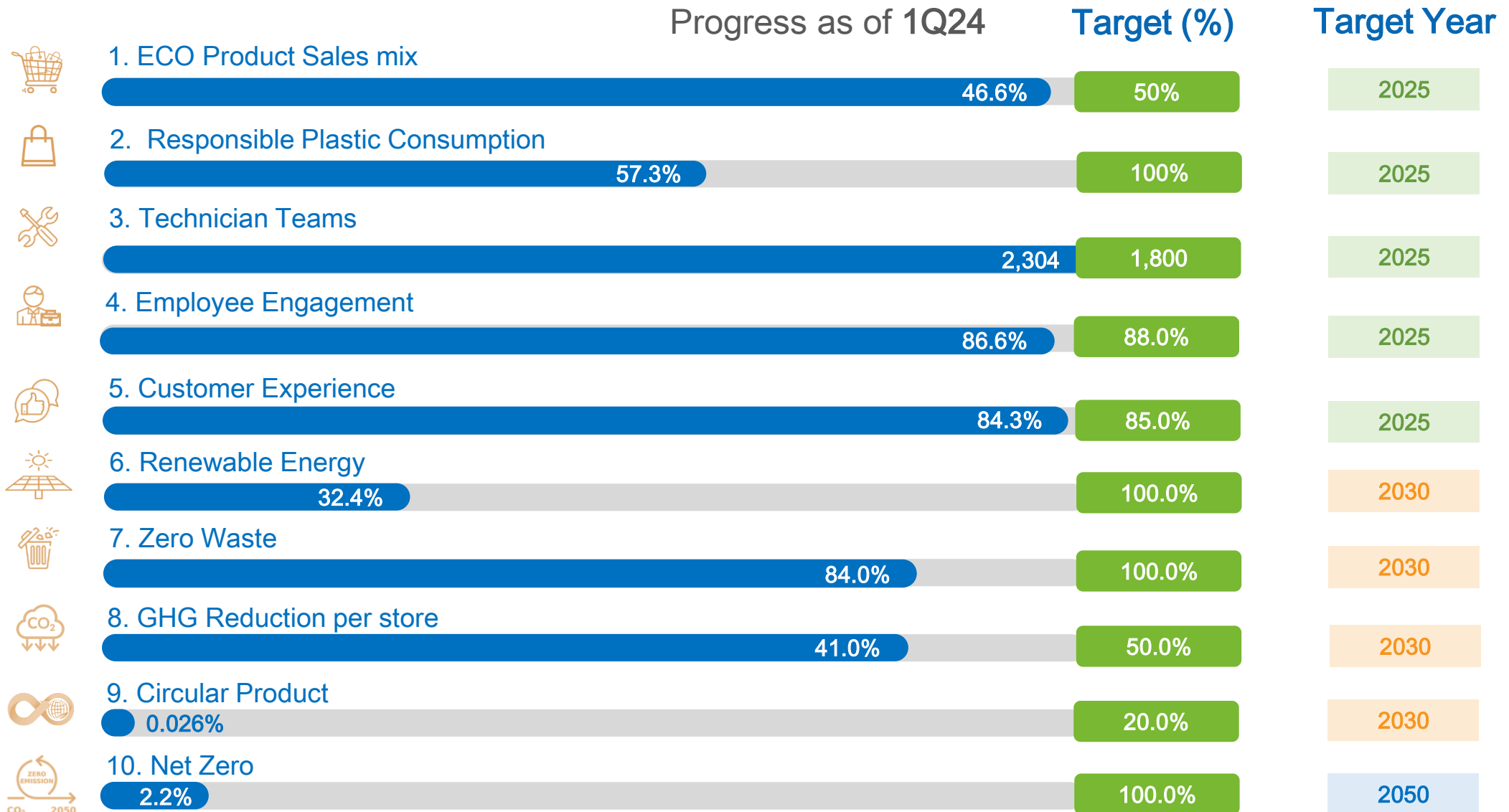


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2025-2050 SD Roadmap



Track record of endorsement in key sustainable indices

International

Member of
Dow Jones Sustainability Indices
Powered by the S&P Global CSA



FTSE4Good

Included in the DJSI Emerging Market since 2017

Included in the FTSE4Good since 2016

MSCI
ESG RATINGS



Received AA rating from MSCI-ESG



Included in the Bloomberg Gender Equality Index (GEI)



Received Sustainably Low Risk Rating in ESG Risk ranking



Ranked in the Equileap's Gender Equality

Domestic



AGM Investors' Choice



Selected to be included in SET ESG Ratings, AA level of The Stock Exchange of Thailand of the year 2023.



Receiving a highly commended in Sustainability Awards from SET



Receiving Sustainability Disclosure Recognition 2021 from Thaipat institute



Excellence CG Score



Listed in ESG100 Index



Anti-Corruption Certified

Q&A

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