



SET Opportunity Day

1H24 Results

9 August 2024

www.homepro.co.th



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HomePro at a glance

We make a better living



FIT4YOU

จ่ายๆ 3 ขั้นตอน

- 1.เลือกรูปแบบ
- 2.สั่งตัดขนาดตามต้องการ
- 3.ชำระเงิน

About HomePro



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



Our products cover **50,000** items.



We now operate **95 HomePro** and **28 Mega Home stores** nationwide.



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

FIT4YOU

สั่งได้ตามใจคุณ



1. เลือกรูปแบบ
เลือกแบบที่คุณต้องการ



2. สำนวณพื้นที่
คำนวณหาจำนวนพร้อมวัดพื้นที่



3. ออกแบบ/เสนอราคา
ออกแบบพร้อมเสนอราคา
ตามงบประมาณ



4. ชำระเงิน
ยืนยันแบบพร้อมชำระค่าบริการ



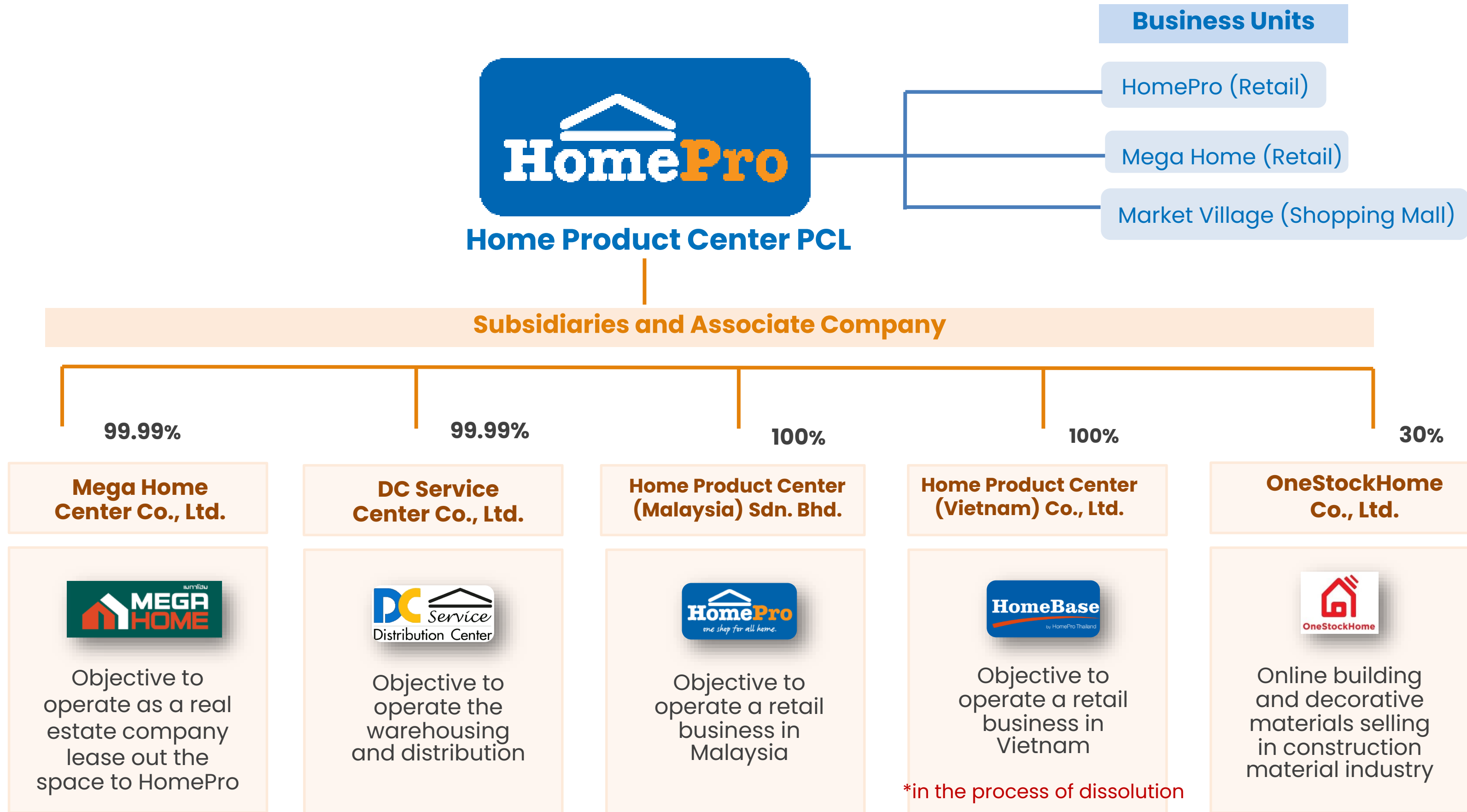
Agenda



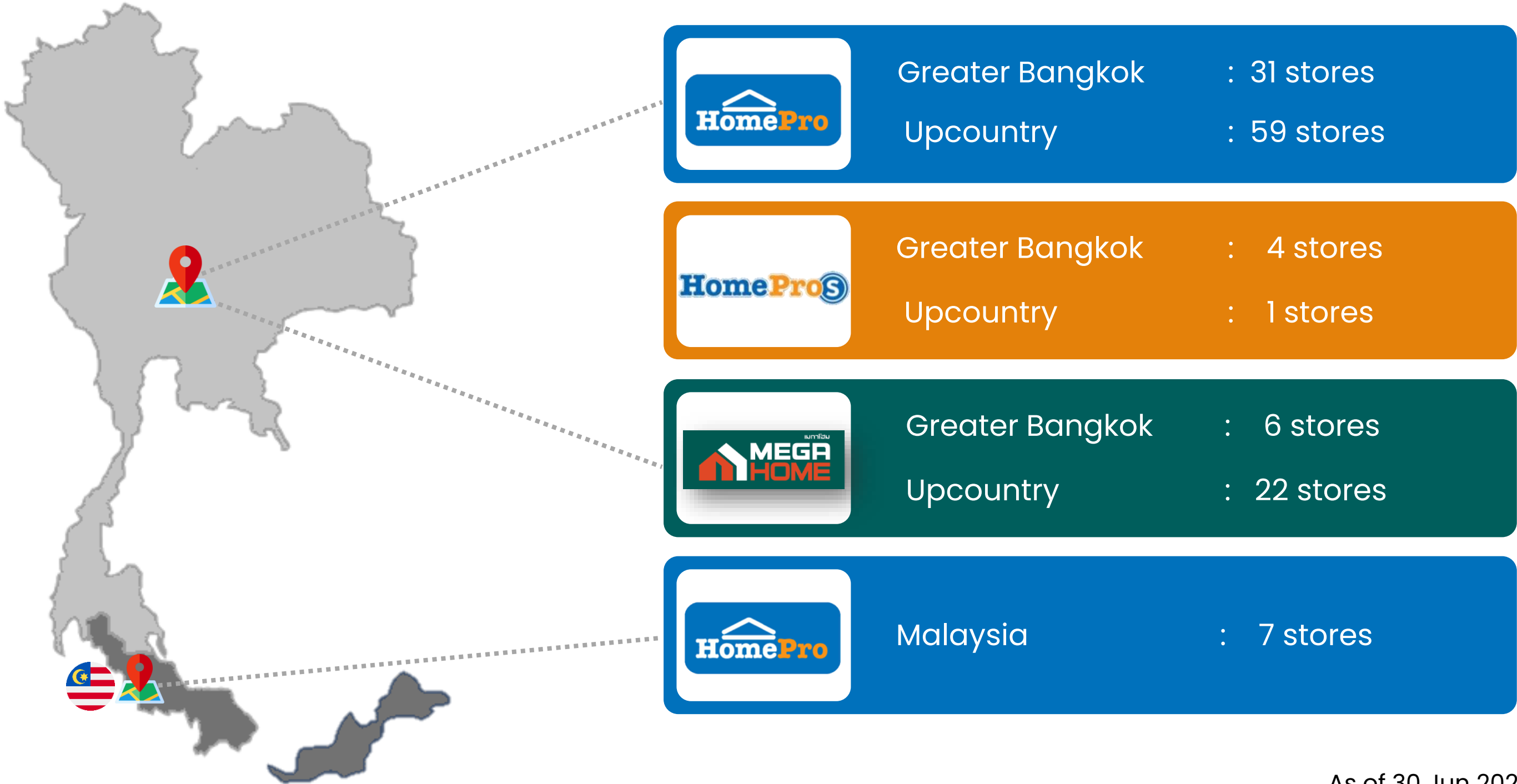
1H24 Financial Results

- Business Outlook
- Sustainability Development

Corporate Group Structure

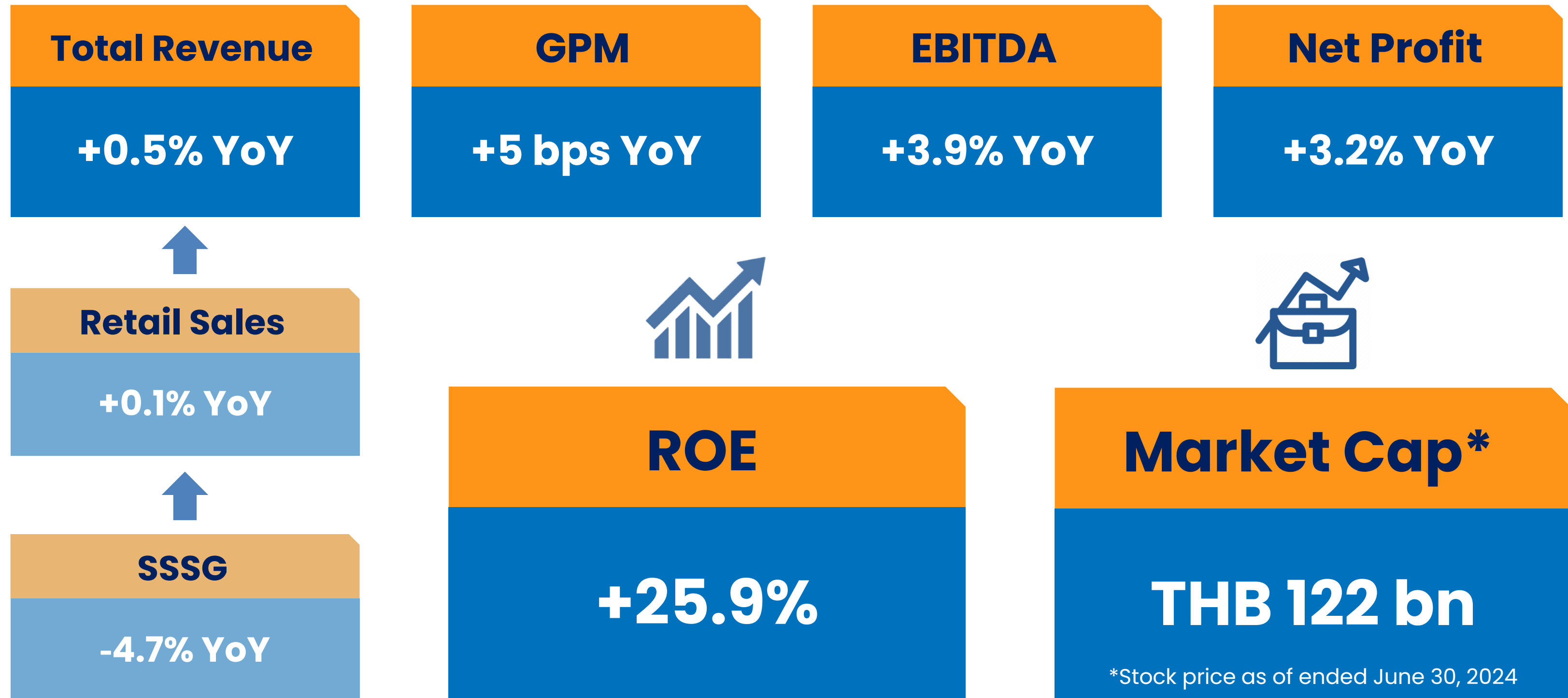


Store Footprint



As of 30 Jun 2024

1H24 Key Financials

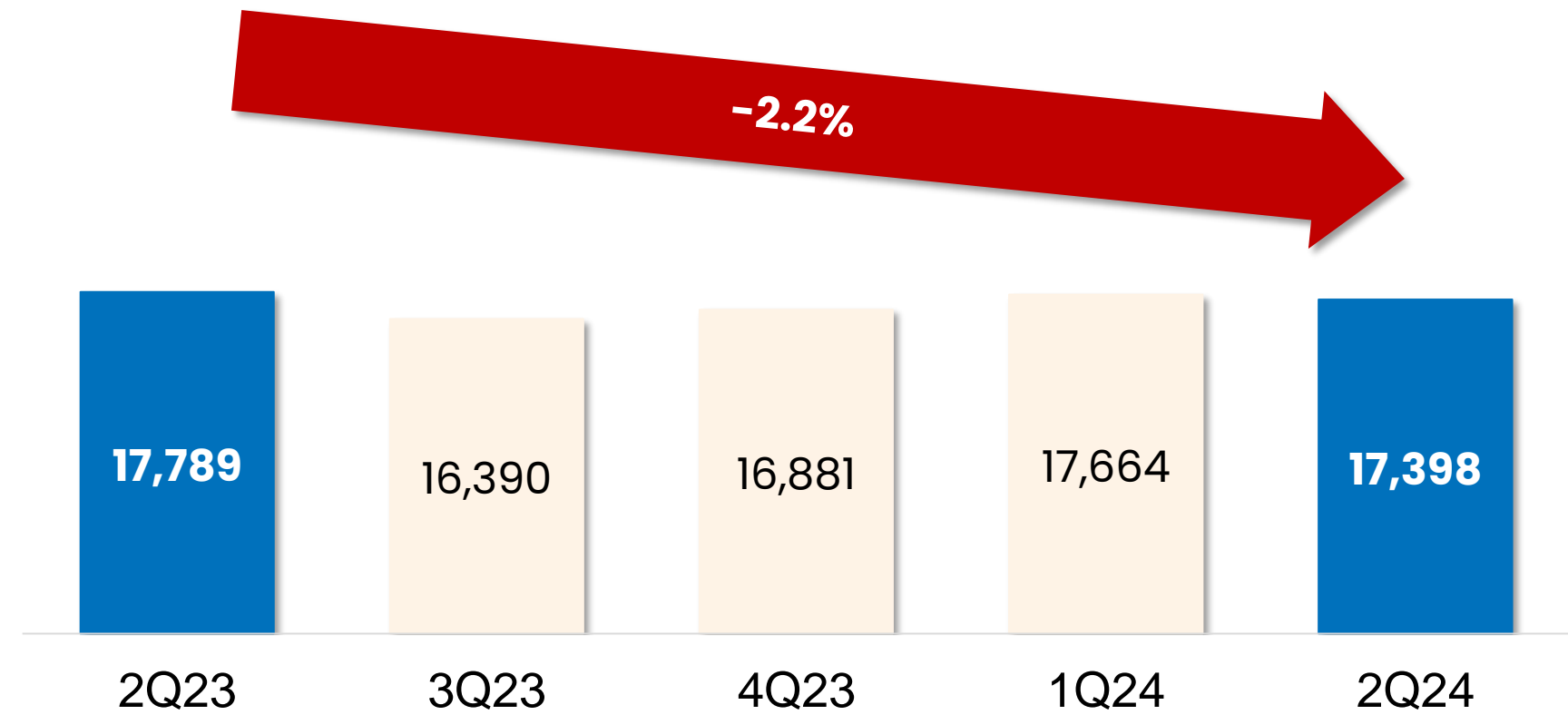
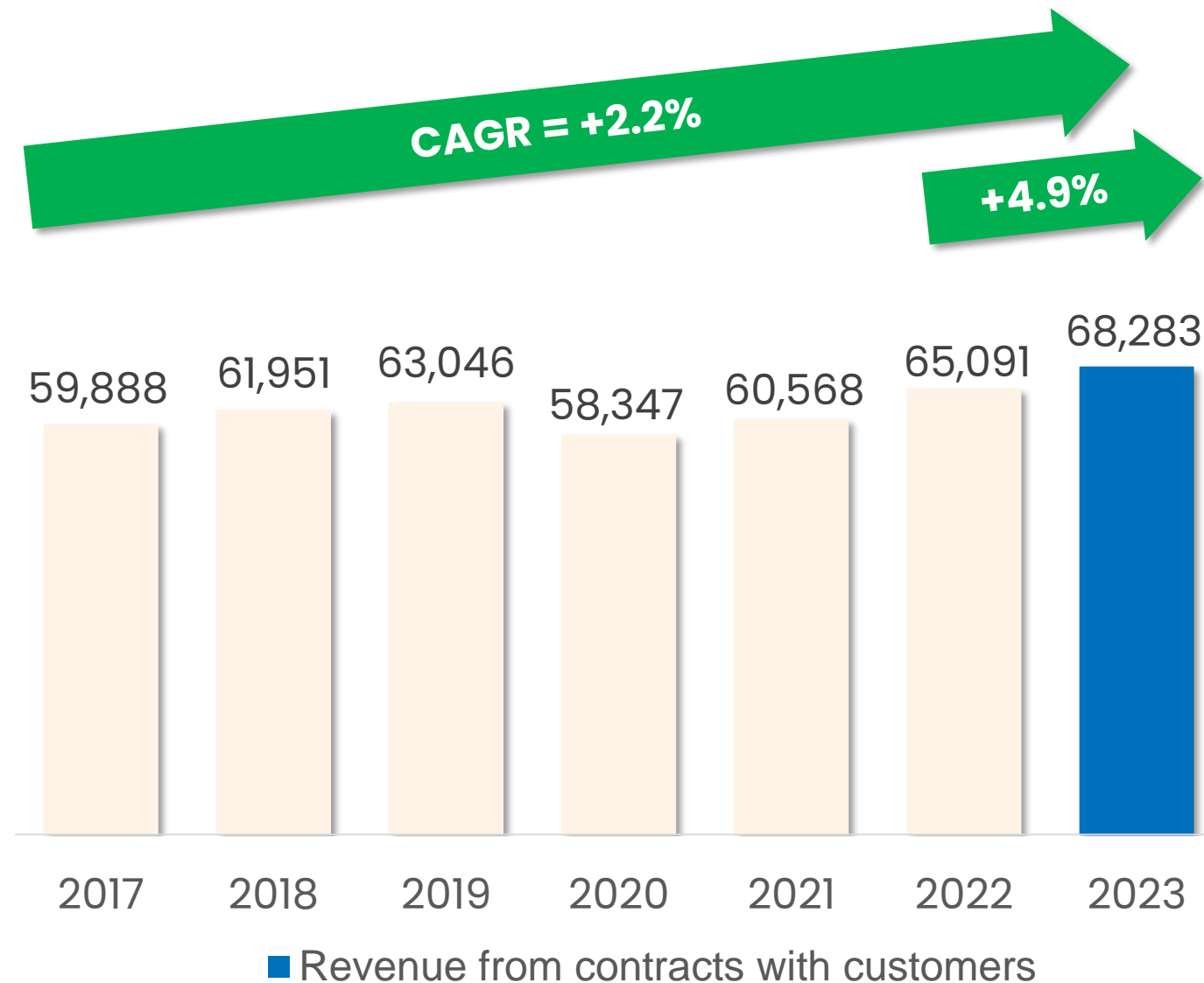


1H24 Income Statement Summary

Unit : million Baht	1H24	% of sales	1H23	% of sales	Var	% change
Revenue from contracts with customers	35,062.01	100.00	35,012.30	100.00%	49.71	0.14%
Rental Income	908.84	2.59%	940.58	2.69%	-31.75	-3.38%
Other Income	1,351.98	3.86%	1,201.66	3.43%	150.32	12.51%
Total Revenues	37,322.83	106.45%	37,154.54	106.12%	168.29	0.45%
Cost of sales and service	25,857.09	73.75%	25,839.97	73.80%	17.12	0.07%
Gross profit	9,204.92	26.25%	9,172.34	26.20%	32.58	0.36%
Cost of Rental	401.99	1.15%	393.83	1.12%	8.16	2.07%
Selling and Administrative Expenses	6,612.98	18.86%	6,658.66	19.02%	-45.67	-0.69%
EBIT	4,450.77	12.69%	4,262.10	12.17%	188.67	4.43%
Share of profit (loss) from investment in associates	0.02	0.00%	-0.83	0.00%	0.85	102.89%
Financial Income	30.76	0.09%	14.06	0.04%	16.70	118.76%
Financial Cost	319.58	0.91%	263.25	0.75%	56.33	21.40%
Tax	827.44	2.36%	781.09	2.23%	46.35	5.93%
Net Profit	3,334.54	9.51%	3,230.99	9.23%	103.55	3.20%
Depreciation	1,729.59	4.93%	1,686.40	4.82%	43.19	2.56%
EBITDA	6,180.36	17.63%	5,948.49	16.99%	231.86	3.90%

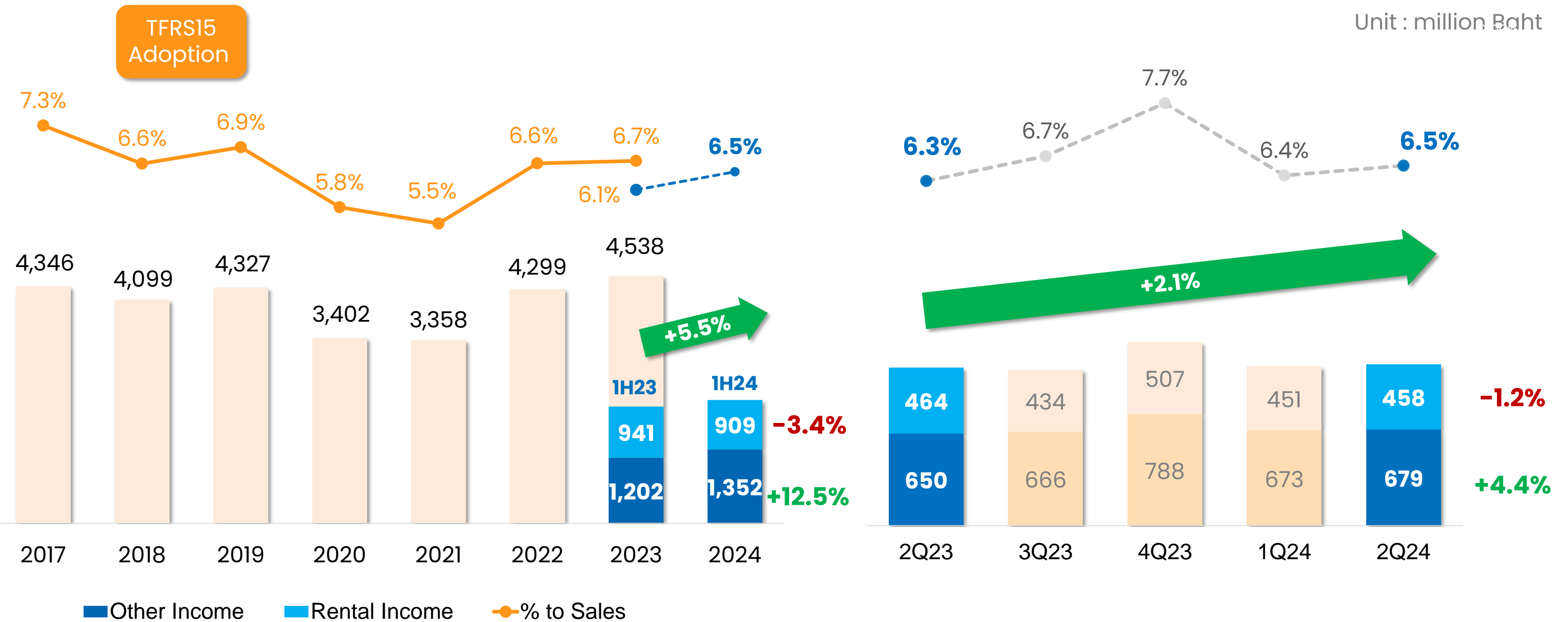
Sustainable Sales Growth

Unit : million Baht



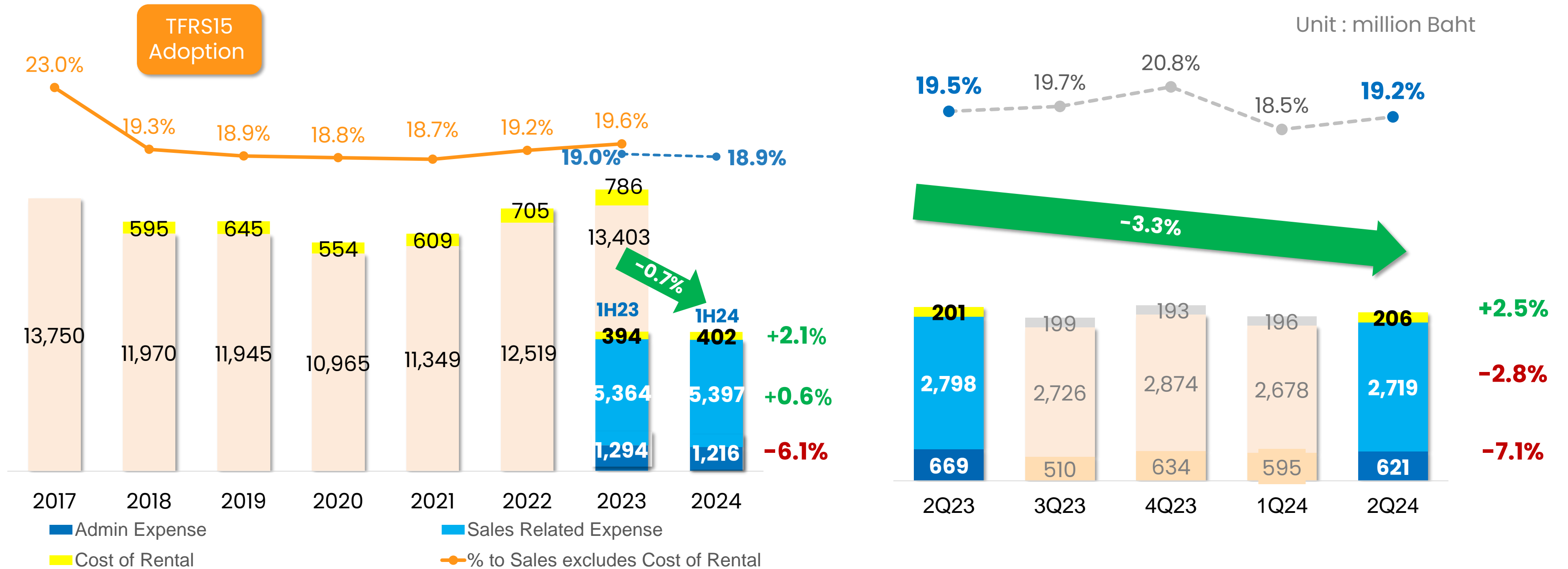
- In 2Q24, the revenue from contracts with customers decreased by 2.2%.

Other Income



- In 2Q24, rental and service income decreased due to the cancellation of the HomePro Fair in Chiang Mai, which was replaced by the HomePro Super Expo event held in stores and through online channels.
- Other income increased owing to additional sales promotion activities in collaboration with suppliers, both in stores and through online channels.

SG&A Expenses



- In 2Q24, the SG&A as a percentage of sales was 19.20%, down from 19.49% in the previous year. The decreased expenses include pre-operating expenses and utility costs, while the increased expenses include credit card fees and repair/maintenance cost.
- Cost of rental increased due to the increase in utility costs from rented space as a result of new HomePro store openings since 2023.

Profitability Ratio

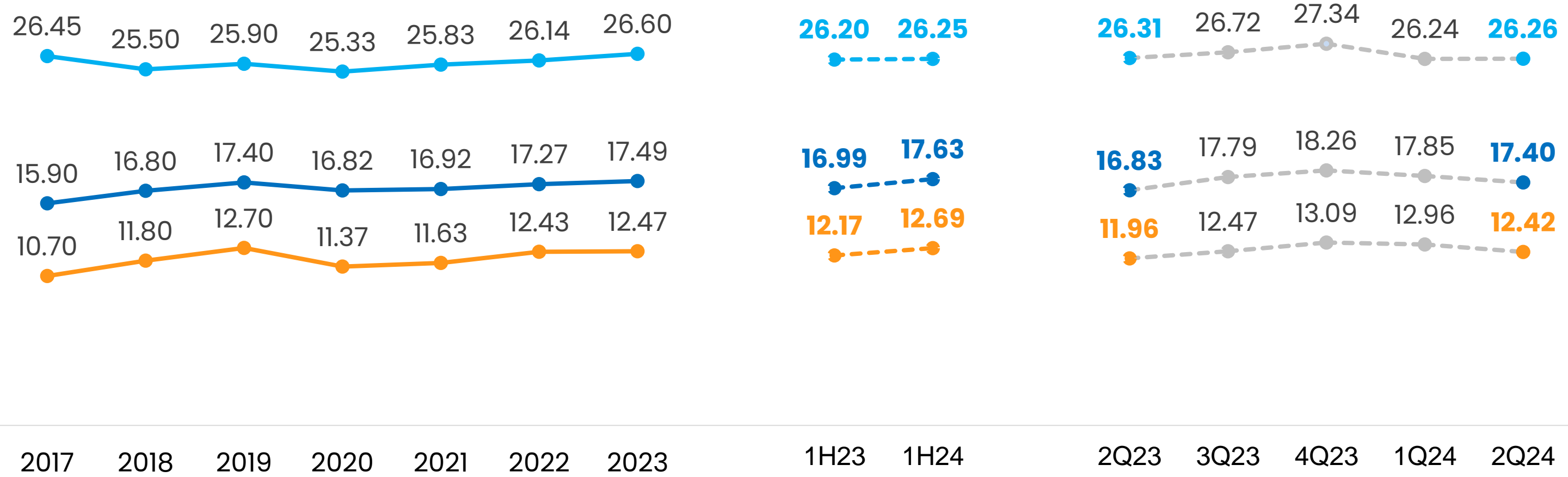
Unit : % to Sales

TFRS15 Adoption

GP

EBITDA

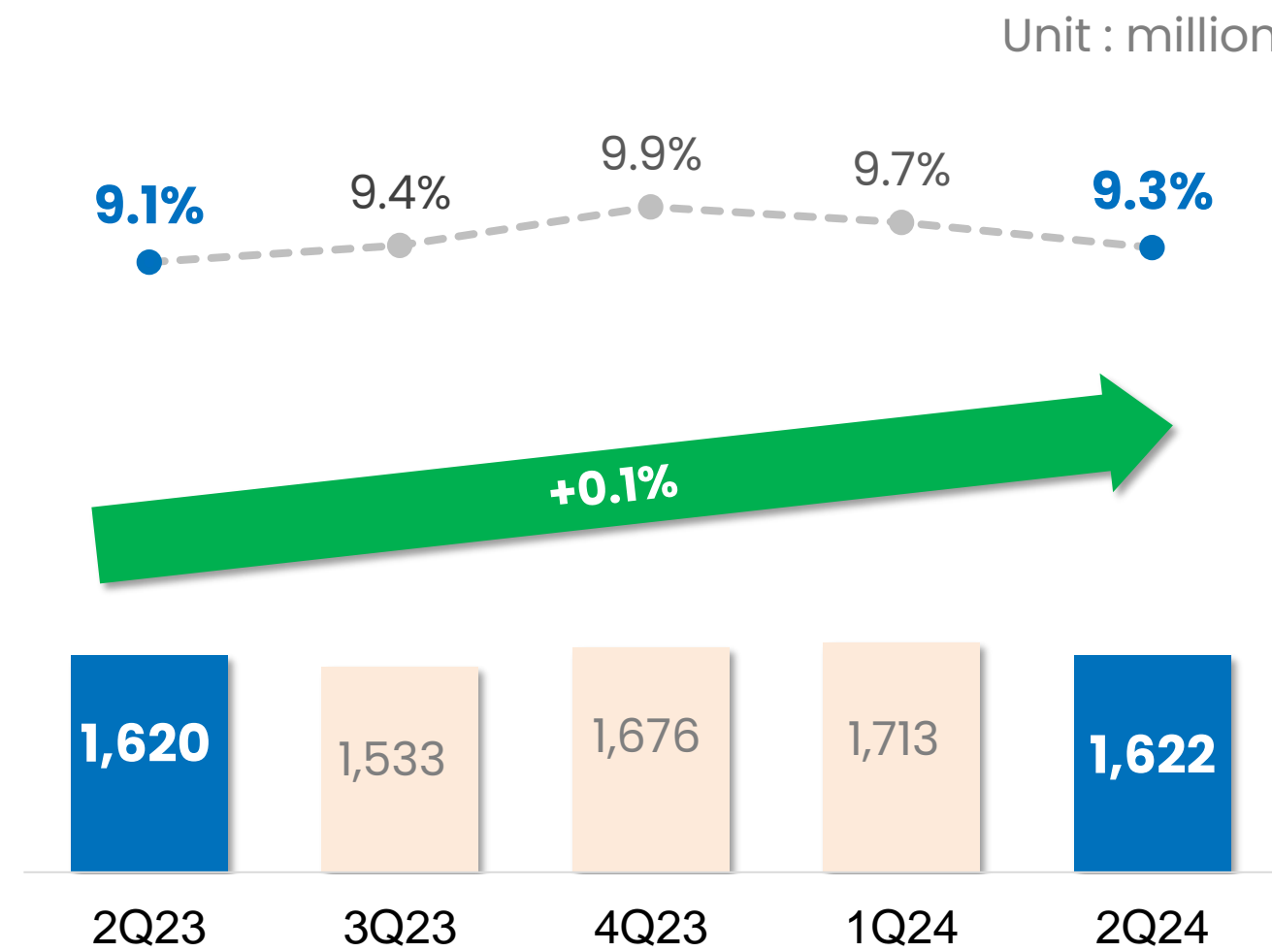
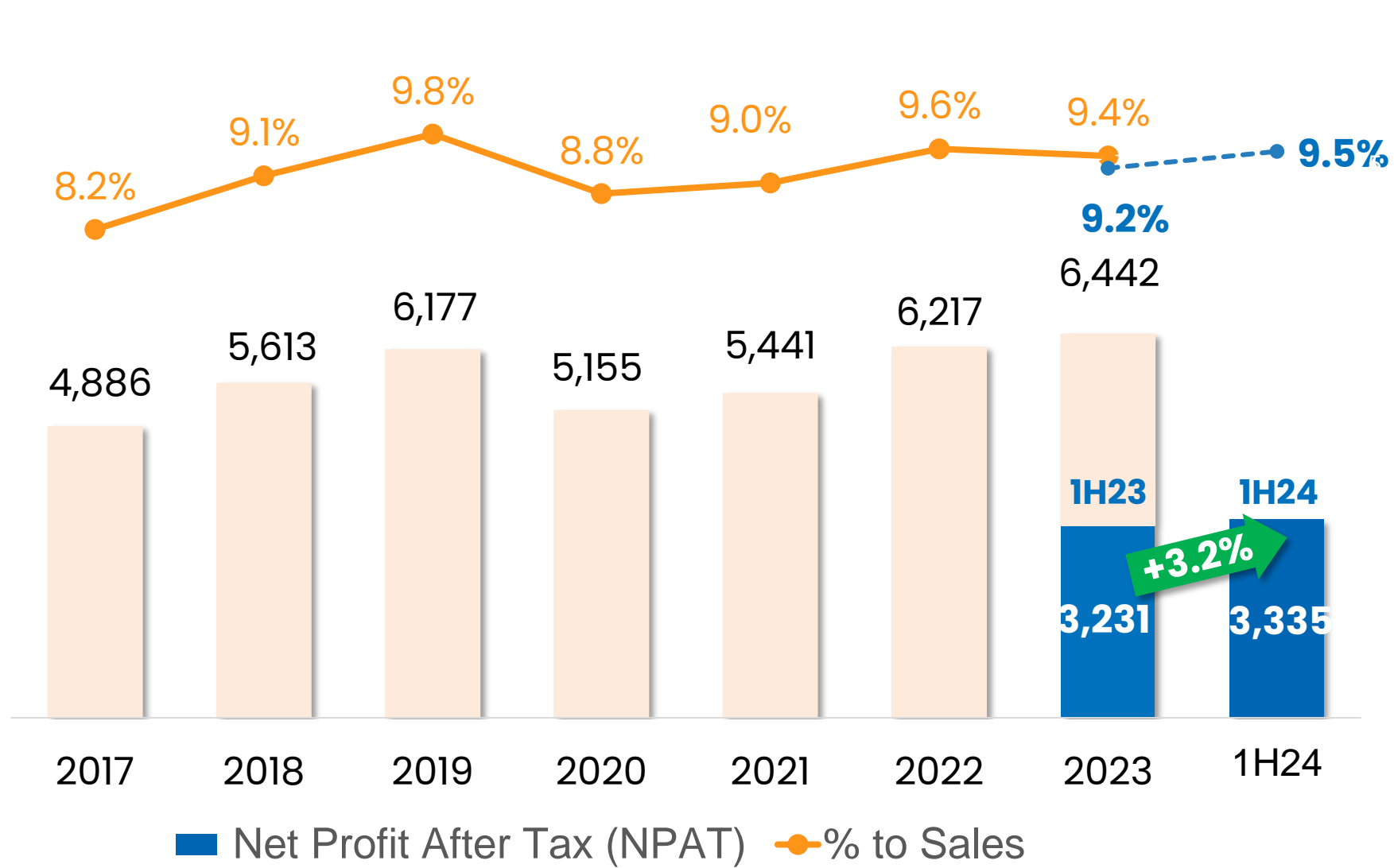
EBIT



● Gross Profit Margin ● EBITDA Margin ● EBIT Margin

• In 2Q24, the gross profit as percentage of sales decreased slightly from 26.31% in the previous year to 26.26%, due to the increase in % to sales of transportation cost.

Net Profit & EPS



FY	2017	2018	2019	2020	2021	2022	2023	1H23	1H24
EPS	0.37	0.43	0.47	0.39	0.41	0.47	0.49	0.25	0.25

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

- NPAT in 2Q24 increased by 0.1% YoY.
- Earnings per share (EPS) were 0.12 Baht in 2Q24.

Balance Sheet at a Glance

Unit : million Baht	30 Jun 2024	31 Dec 2023	Var	% change
Cash & Deposit	3,561.99	6,428.67	-2,866.68	-44.59%
Inventory	14,585.43	13,965.27	620.16	4.44%
Land Building & Equipment	45,396.11	45,373.12	22.99	0.05%
Other Assets	2,905.07	3,280.82	-375.75	-11.45%
Total Assets	66,448.60	69,047.89	-2,599.29	-3.76%
Financial Debt*	21,689.87	24,591.74	-2,901.87	-11.80%
Account Payable	15,123.24	15,224.70	-101.46	-0.67%
Other Liabilities	3,629.70	3,672.66	-42.96	-1.17%
Total Liabilities	40,442.81	43,489.10	-3,046.29	-7.00%
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	12,208.27	11,761.26	447.01	3.80%
Total Equities	26,005.79	25,558.78	447.01	1.75%

* Included impact of TFRS16 on lease liabilities of 6,900.62 million Baht

Agenda

- 1H24 Financial Results



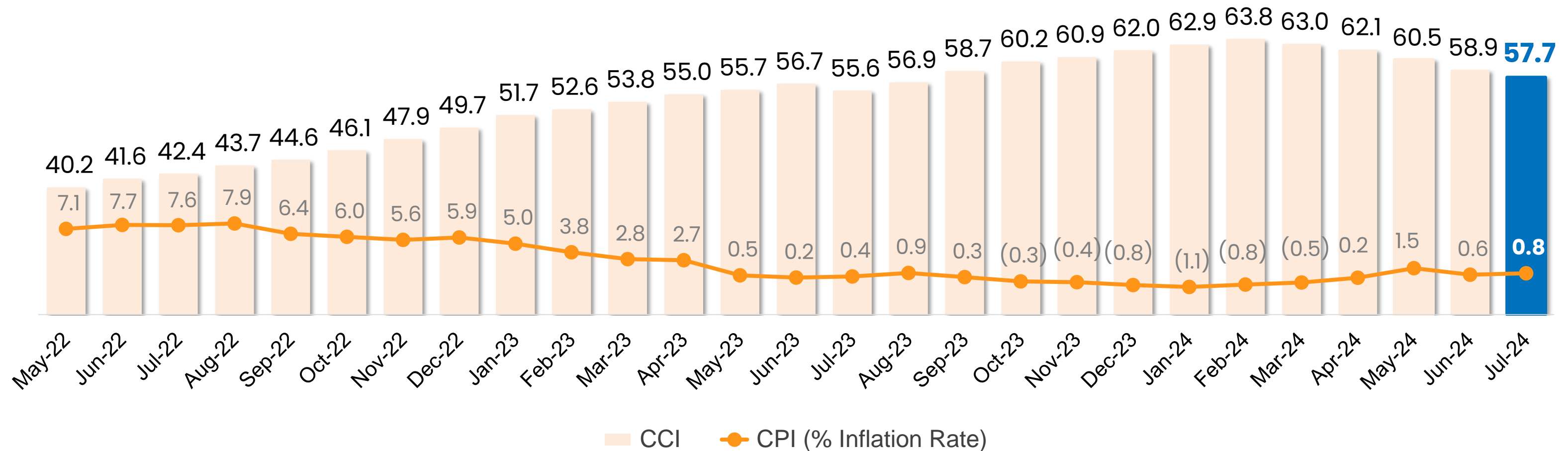
Business Outlook

- Sustainability Development

HomePro

กลุ่มบริษัท HomePro จำกัด
The Power

CCI edges lower



The University of the Thai Chamber of Commerce's consumer confidence index fell to 57.7 in July 2024 from 58.9 in June, marking the lowest reading since August 2023. It was the fifth successive month of declining sentiment, amid mounting concerns about the country's economic outlook as political instability lingered. Thailand's constitutional court will soon unveil its verdicts in several legal cases against prominent political figures, according to local media. Meantime, household confidence might improve if the government ramped up budget disbursement and stimulated the economy through a planned stimulus scheme for Q4 of 2023, the University said in a statement. In Q1 of 2024, Thailand's GDP grew by 1.5% yoy, softer than a 1.7% rise in Q4 as government spending and fixed investment retreated further. Bangkok expects the economy to expand at least 3.0% this year, supported by resilient private consumption, strong government spending, and further recovery in tourism activity.

Source : The center for economic and business forecasting, UTCC, Trade Policy and Strategy Office, MOC

2Q24 Highlight and Recent Activities

The Secret Sauce

ชุด เตรียม ทำจากขยะ

HomePro

This advertisement features a collection of home appliances including a refrigerator, a television, a washing machine, a dryer, a fan, and a vacuum cleaner, all arranged against a dark, moody background. The text 'ชุดเตรียมทำจากขยะ' (Set prepared from waste) is prominently displayed in large white letters.

แลกเก่าเพื่อโลกใหม่
จ่ายกว่าเดิม

แลกข้ามประเภทภายในกลุ่มเครื่องใช้ไฟฟ้า
*ทีวี เครื่องซักผ้า แอร์ ตู้เย็น

ส่วนลดสูงสุด **10,000.-** | พ่วง **0%**
บนสูงสุด **24** เดือน

1 ม.ค. 67 - 31 ธ.ค. 67

HomeCard #เรื่องบ้านโอบรับคือคำตอบ

HomePro

This advertisement promotes a trade-in program for electrical appliances. It features a hand holding a cardboard box and another hand holding a washing machine. The text highlights a maximum discount of 10,000 THB and a 0% interest rate over 24 months for a trade-in program.

HomePro SUPER EXPO

SUPER EXPO x PAYDAY

Super Deal Sale up to **80%** | Super Brand On top up to **10%**

On top up to **900.-** + Total on top **8%***
When shop more than 2,000.- For selected items and credit card.

On top **20%** When use point to redeem discount, maximum 50,000 point

SAMSUNG Sale

25 Jul'24 - 29 Jul'24

*For selected items / Find more information at promotion online [Shop Now](#)

HomePro

This advertisement is for a 'SUPER EXPO x PAYDAY' event. It features a woman and a man sitting on a red surface with various home appliances. The ad lists several promotional offers, including a Super Deal of up to 80% off, a Super Brand offer of up to 10% off, and a 900 THB discount on top of a 20% discount when using HomePro points. The event runs from July 25 to July 29, 2024.

Next 3S

Synergized Omnichannel
Superior Experiences
Sustainable Innovations

2024 Key Business Focus

Synergized Omnichannel

- New Store Expansion
- New Channel Platform
- Fulfillment Optimization

Superior Experience

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

Sustainable Innovations

- NET ZERO 2050
- Green Energy
- Eco Products
- Closed Loop Circularity

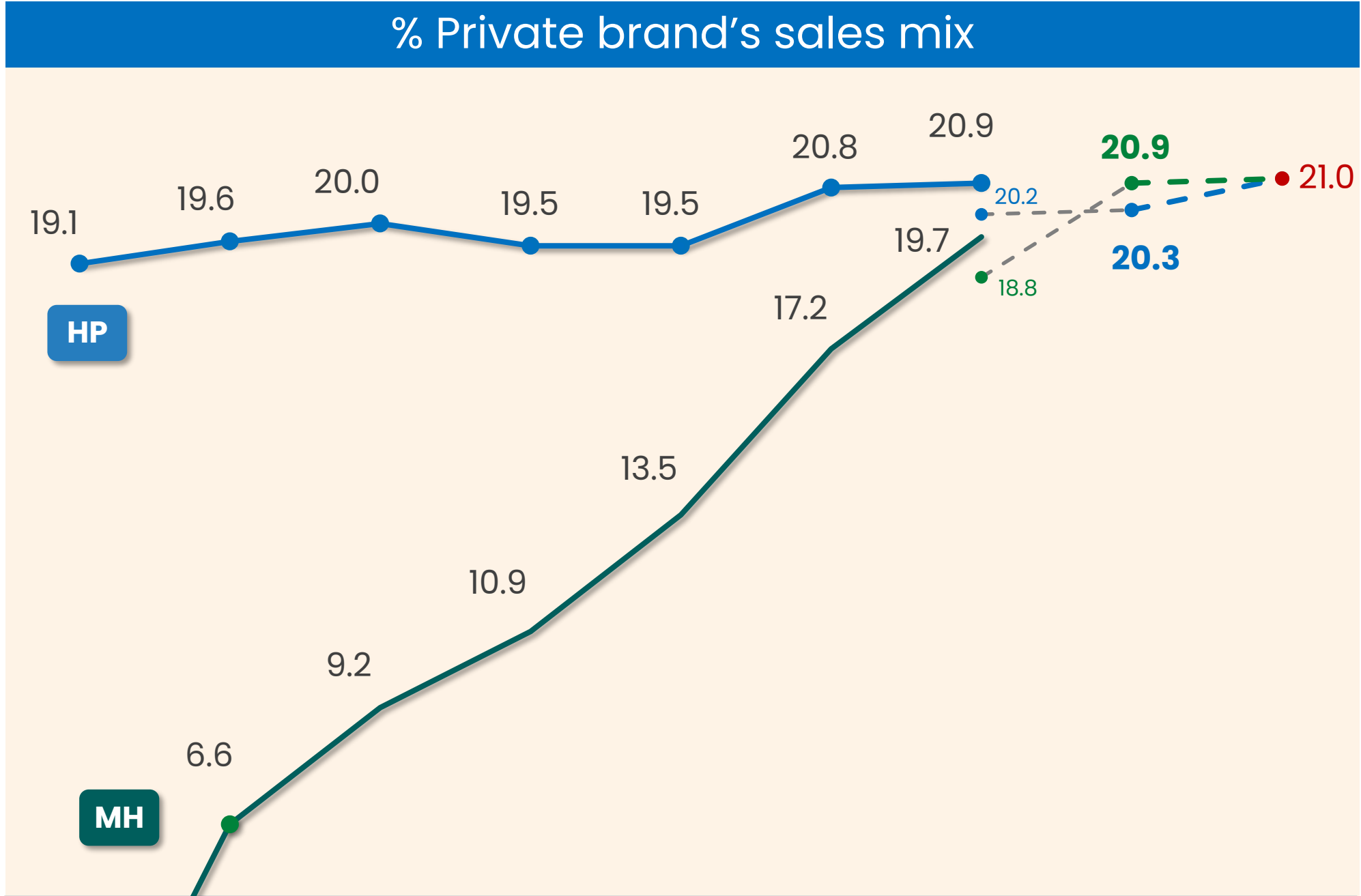
Margin expansion through Private Label



- ✔ Over **36** Private Brands
- ✔ Over **15,000** Items
- ✔ Quality and value focused
- ✔ Continuous development



Unit : % to Sales



2024 Store Expansion Plan

No. of stores as of 2Q24



Ended 2023	89	5	27	7

New stores in 2024

1Q 2024				
2Q 2024	Lamphun		Udon Thani*	
3Q 2024	2*		1*	
4Q 2024	2			

Our stores in ended 2024

* Hybrid store format

Total (stores)	94	5	29	7
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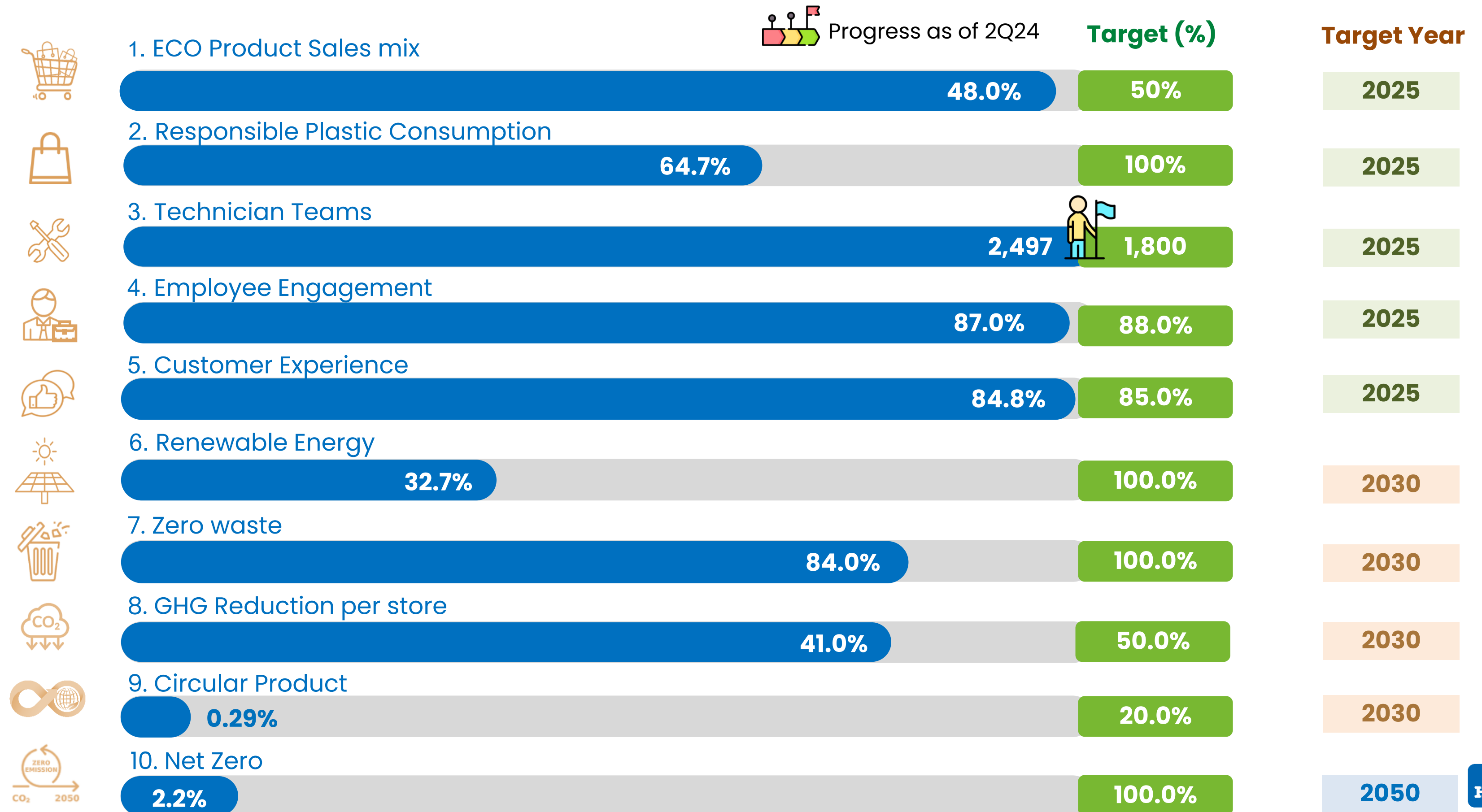
Agenda

- 1H24 Financial Results
- Business Outlook



Sustainability Development

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

Included in the DJSI Emerging Market since 2017



FTSE4Good

Included in the FTSE4Good since 2016

MSCI
ESG RATINGS **AA**

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

SET **AA**
ESG Ratings 2023

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



Anti-Corruption Certified



Excellence CG Score



Listed in ESG100 Index

Q&A

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