



# SET Opportunity Day

**9M24 Results**

8 November 2024



[www.homepro.co.th](http://www.homepro.co.th)



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

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# HomePro at a glance

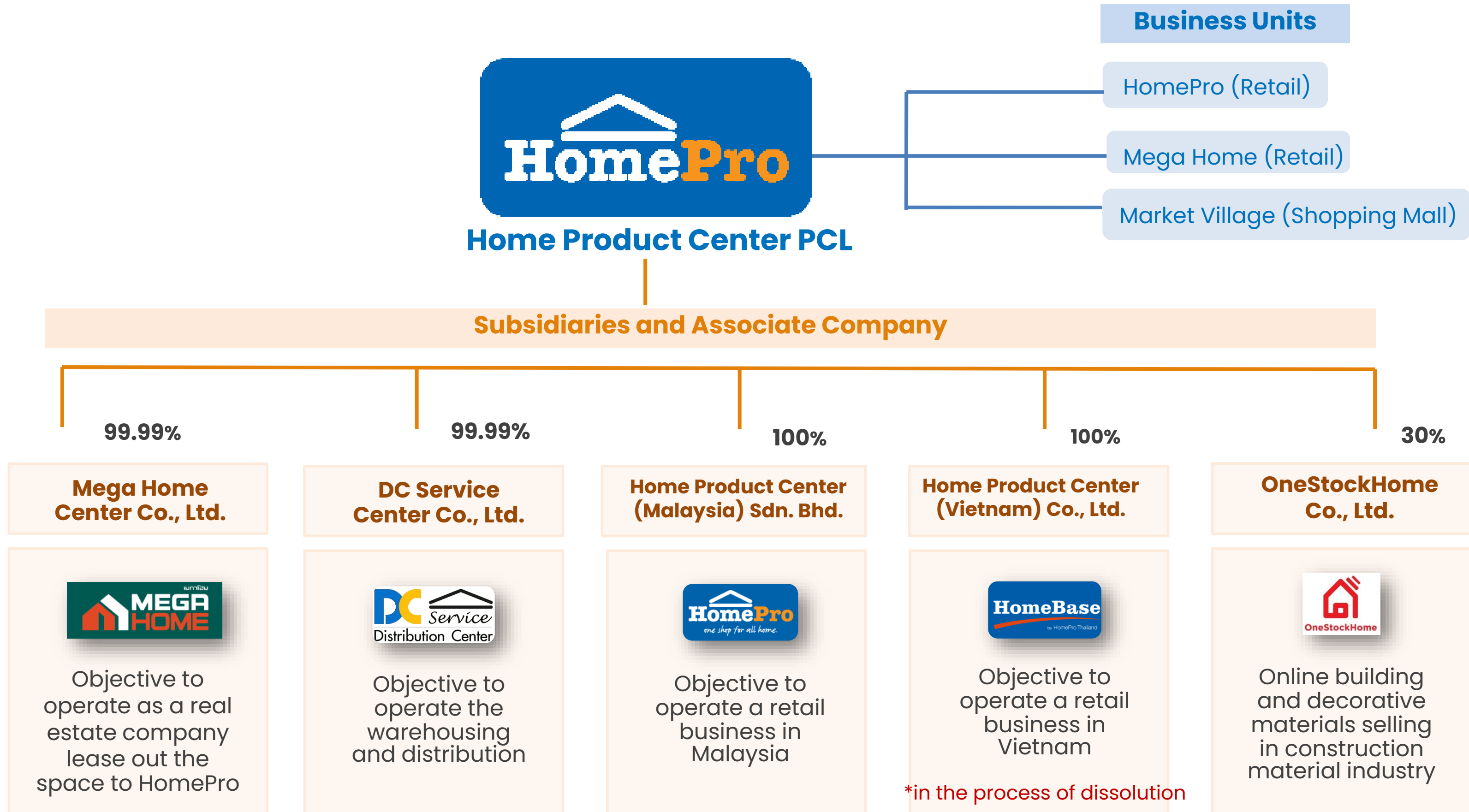
We make a better living



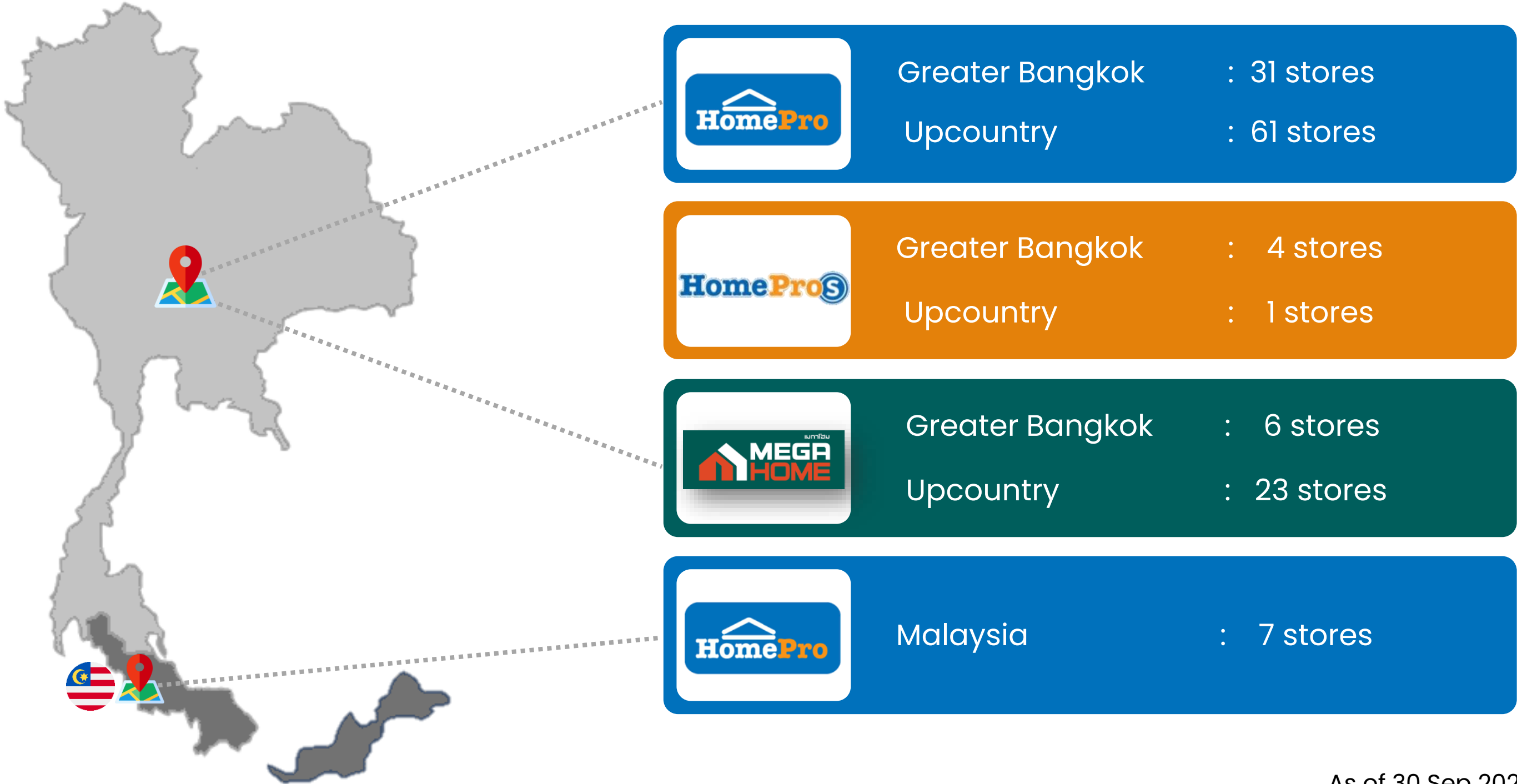
**FIT4YOU**  
จ่ายฯ 3 ขั้นตอน

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

# Corporate Group Structure



# Store Footprint



As of 30 Sep 2024

# FIT4YOU

สั่งได้ตามใจคุณ



1. เลือกรูปแบบ  
เลือกแบบที่คุณต้องการ



2. สำนวนพิมพ์ที่  
สำนวนภาษาพร้อมตัวอย่าง



3. ออกแบบ/เสนอราคา  
ออกแบบพร้อมเสนอราคา  
ตามงบประมาณ



4. ชำระเงิน  
ยืนยันแบบพร้อมชำระเงิน



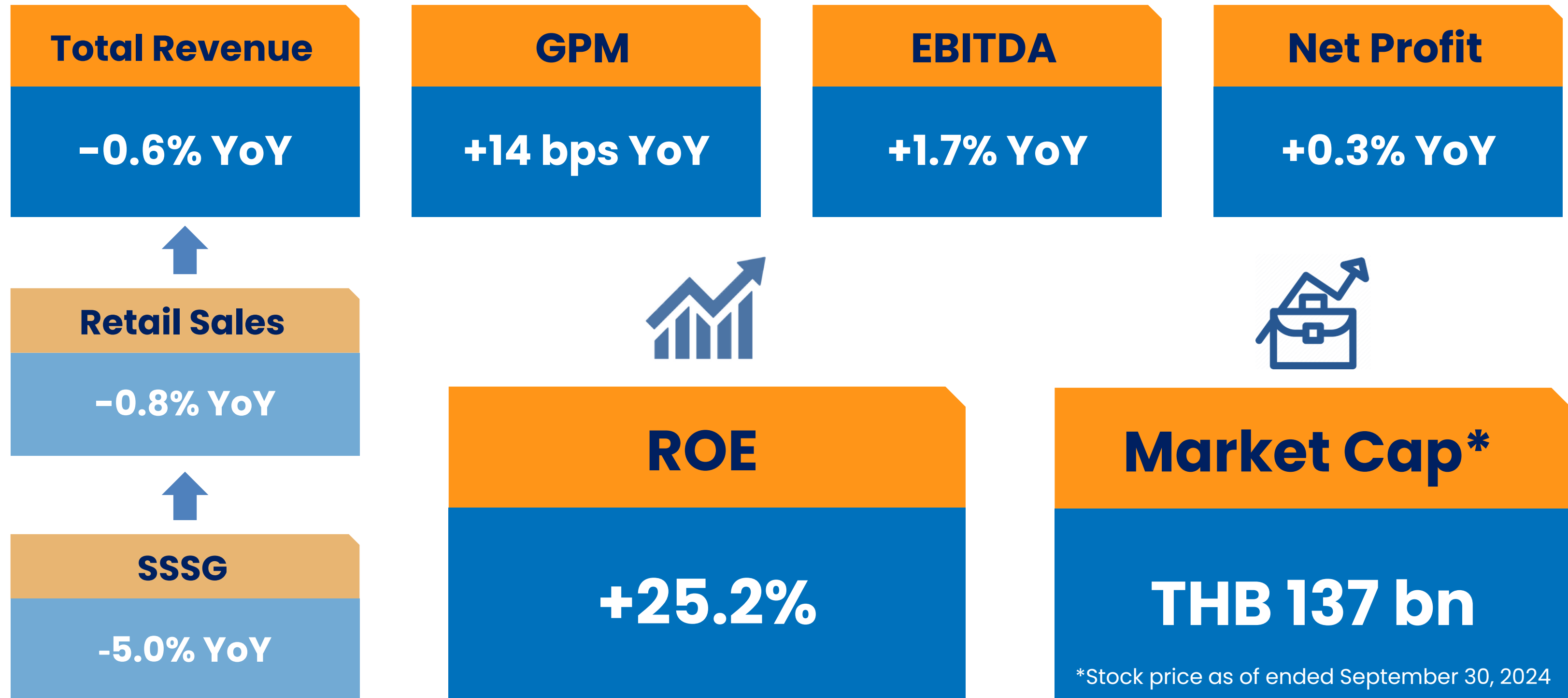
## Agenda



### 9M24 Financial Results

- Business Outlook
- Sustainability Development

# 9M24 Key Financials



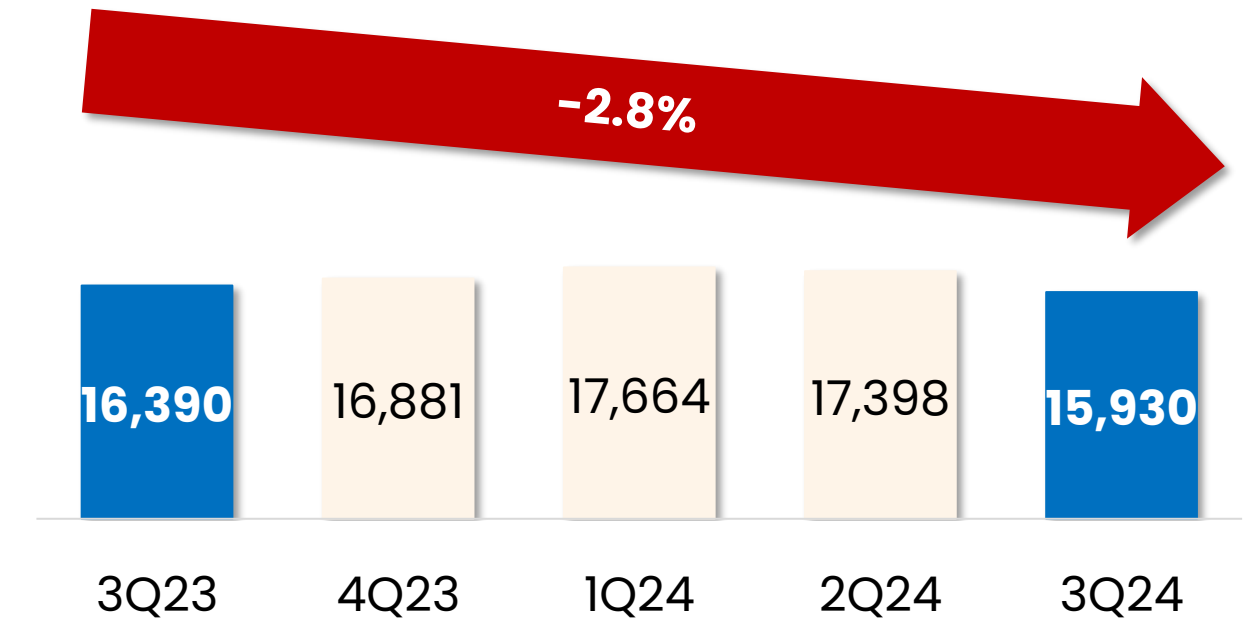
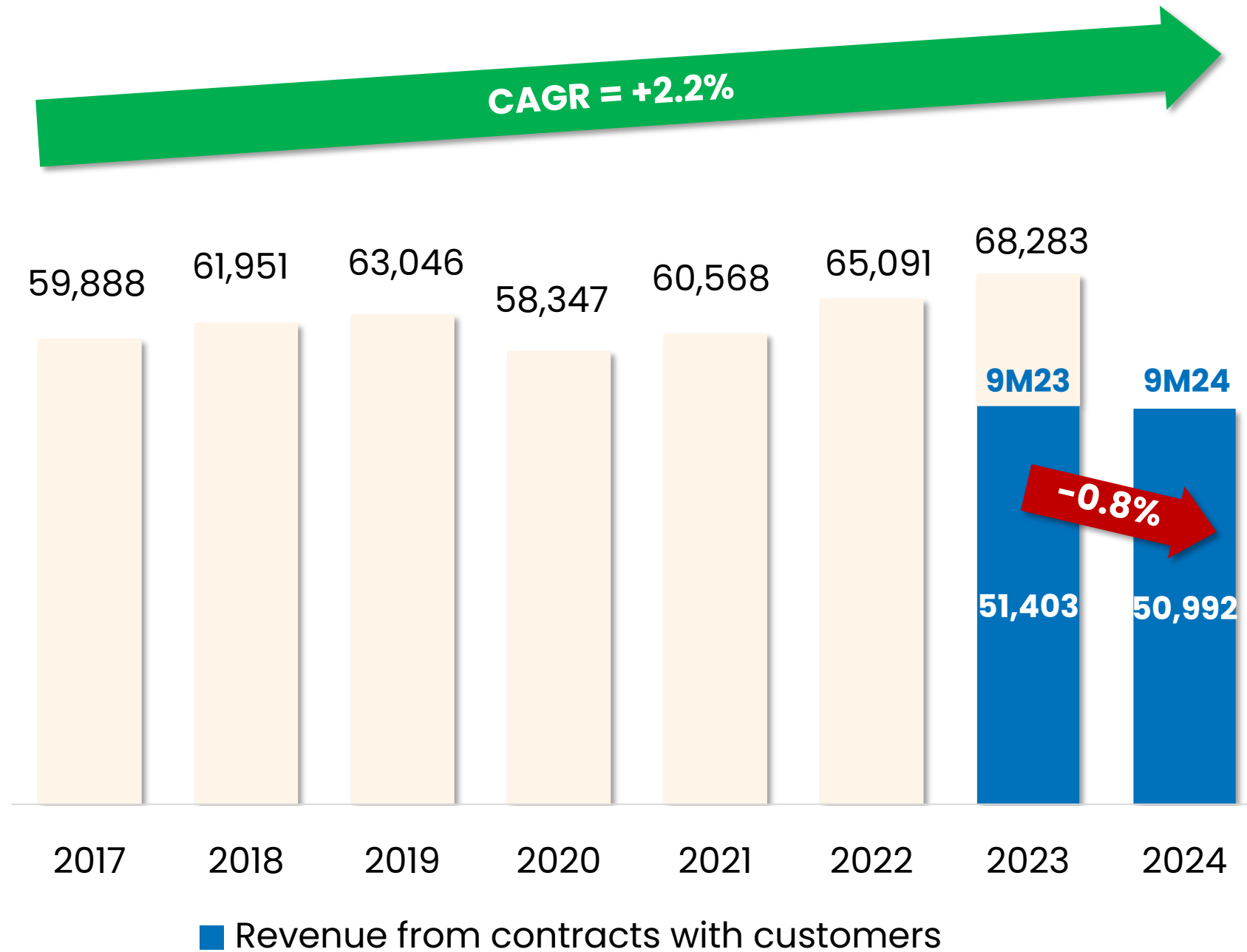
# 9M24 Income Statement Summary

Unit : million Baht	9M24	% of sales	9M23	% of sales	Var	% change
Revenue from contracts with customers	50,991.79	100.00	51,402.53	100.00%	-410.74	-0.80%
Rental Income	1,376.30	2.70%	1,374.75	2.67%	1.55	0.11%
Other Income	1,925.85	3.78%	1,867.86	3.63%	57.99	3.10%
<b>Total Revenues</b>	<b>54,293.93</b>	<b>106.48%</b>	<b>54,645.14</b>	<b>106.31%</b>	<b>-351.21</b>	<b>-0.64%</b>
Cost of sales and service	37,477.55	73.50%	37,851.34	73.64%	-373.79	-0.99%
<b>Gross profit</b>	<b>13,514.24</b>	<b>26.50%</b>	<b>13,551.19</b>	<b>26.36%</b>	<b>-36.95</b>	<b>-0.27%</b>
Cost of Rental	602.47	1.18%	593.11	1.15%	9.36	1.58%
<b>Selling and Administrative Expenses</b>	<b>9,815.89</b>	<b>19.25%</b>	<b>9,895.25</b>	<b>19.25%</b>	<b>-79.36</b>	<b>-0.80%</b>
EBIT	6,398.02	12.55%	6,305.44	12.27%	92.58	1.47%
Share of profit (loss) from investment in associates	0.42	0.00%	-1.96	0.00%	2.39	121.44%
Financial Income	36.28	0.07%	14.57	0.03%	21.71	149.00%
Financial Cost	499.40	0.98%	401.70	0.78%	97.70	24.32%
Tax	1,158.80	2.27%	1,152.23	2.24%	6.56	0.57%
<b>Net Profit</b>	<b>4,776.53</b>	<b>9.37%</b>	<b>4,764.12</b>	<b>9.27%</b>	<b>12.41</b>	<b>0.26%</b>
Depreciation	2,614.48	5.13%	2,558.24	4.98%	56.25	2.20%
EBITDA	9,012.50	17.67%	8,863.68	17.24%	148.83	1.68%



# Sustainable Sales Growth

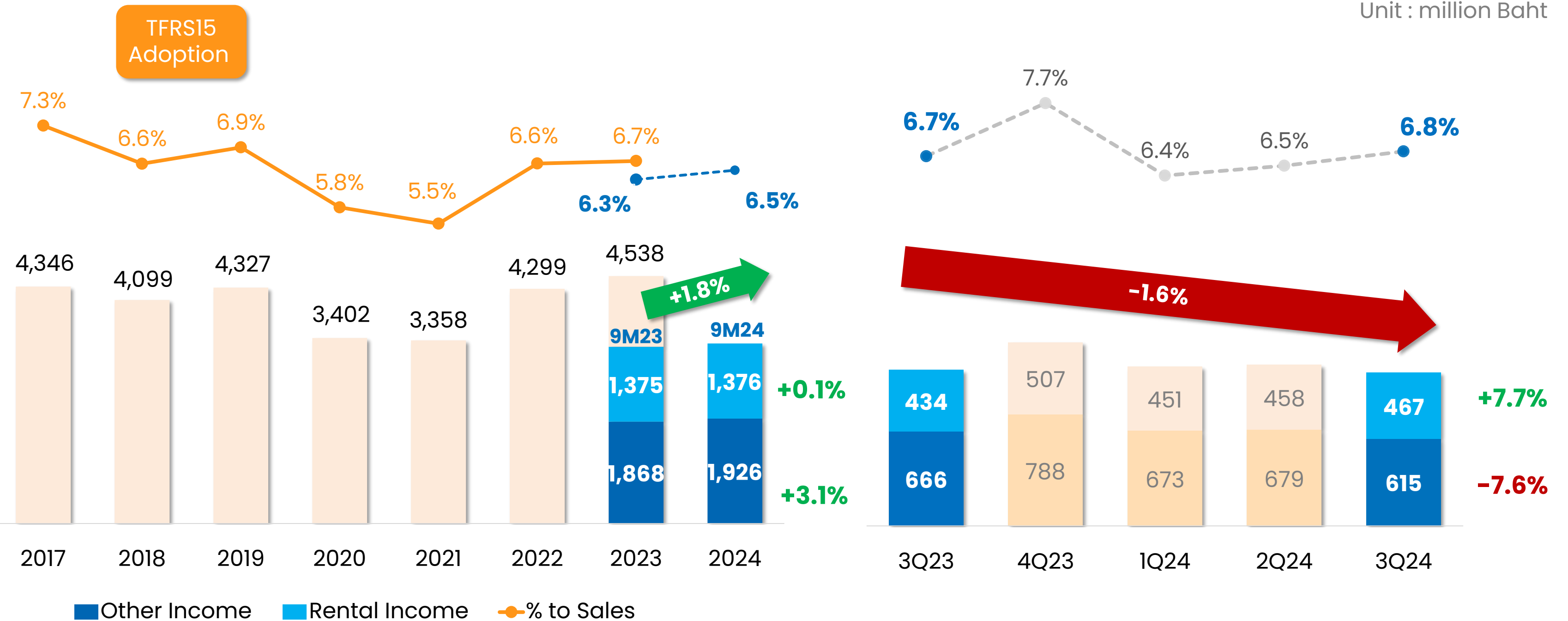
Unit : million Baht



- Revenue from contracts with customers decreased by 0.8% for the nine-month period YoY.
- In 3Q24, the revenue from contracts with customers decreased by 2.8%.

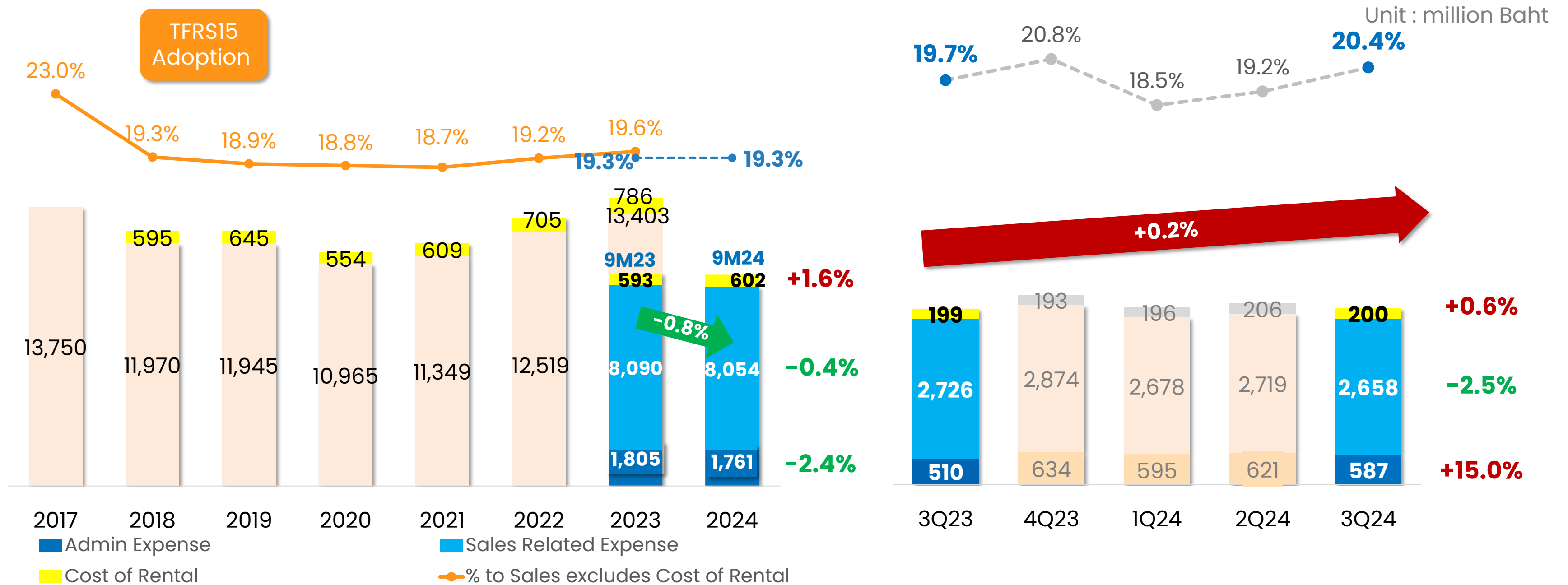
# Other Income

Unit : million Baht



- In 3Q24, rental and service income increased by 7.7% from the previous year. The increase is primarily driven by higher rental income from leased spaces of HomePro stores and Market village shopping malls, especially malls located in tourist destinations, compared to the same period last year.
- In 3Q24, other income decreased by 7.6% from the previous year owing to the decrease in promotional activities with vendors both at physical stores and through online channels.

# SG&A Expenses

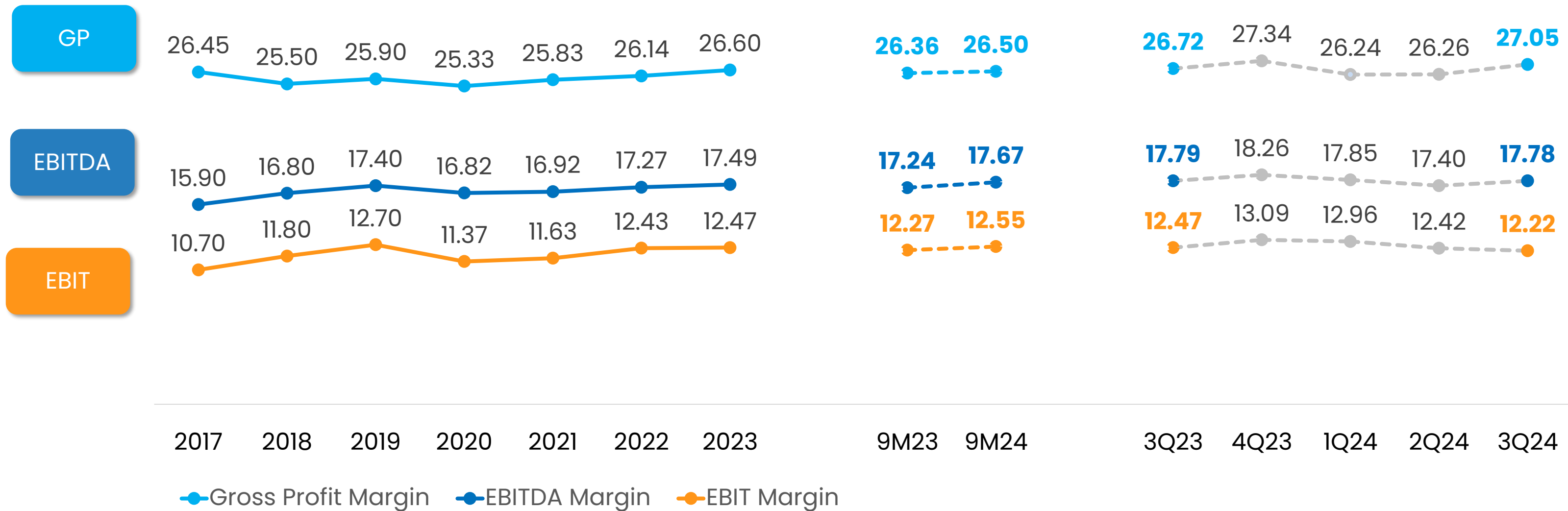


- In 3Q24, the SG&A as a percentage of sales increased from 19.75% in the previous year to 20.37%. The increased expenses include repair costs, depreciation, pre-operating expenses for three new stores, as well as foreign exchange losses arising from forward exchange contracts due to the significant depreciation of the US dollar during the third quarter, while the decreased expenses include utilities costs and outsourcing costs.
- Cost of rental increased due to higher maintenance costs for buildings and shopping malls, along with more activities within the shopping malls.

# Profitability Ratio

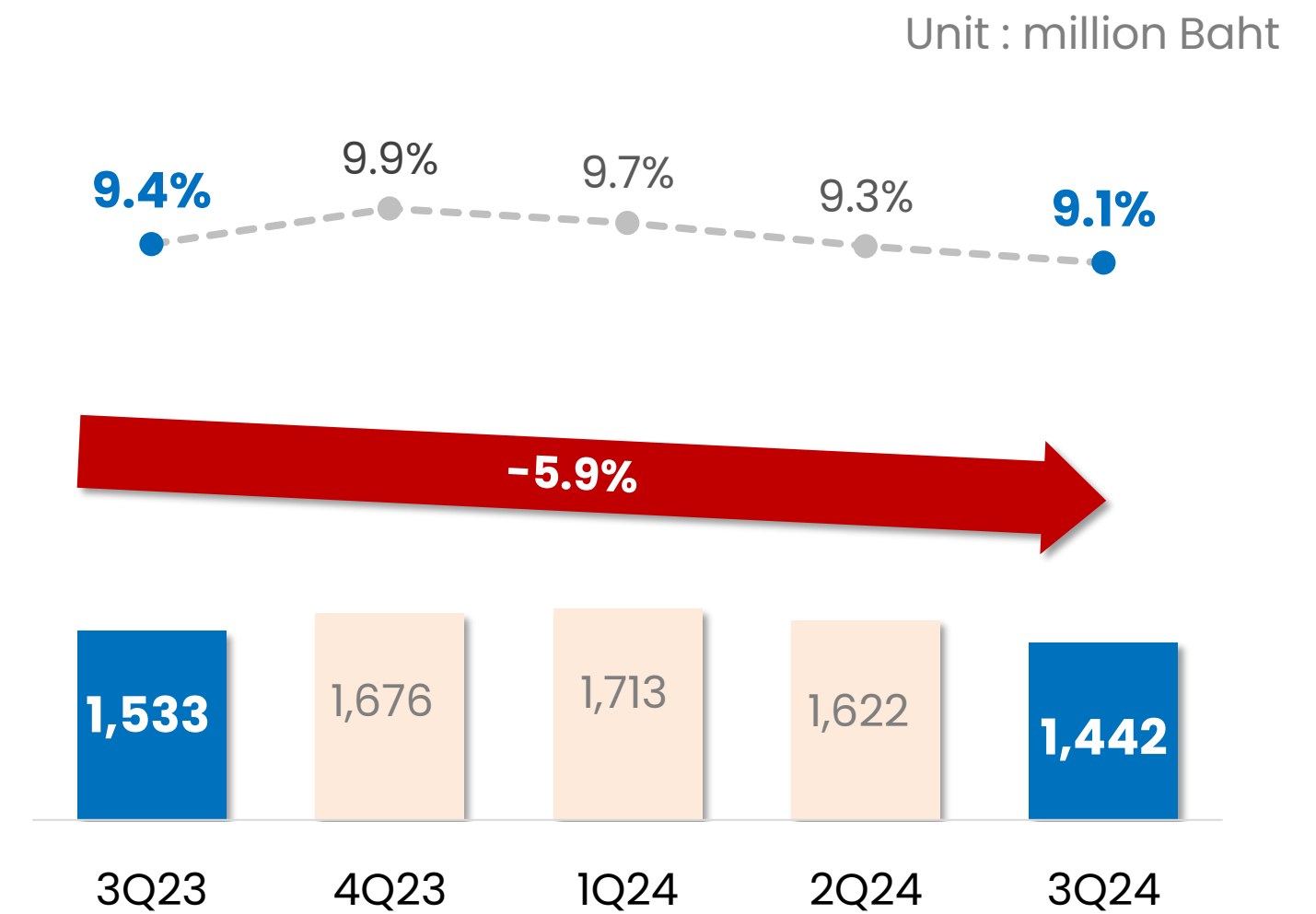
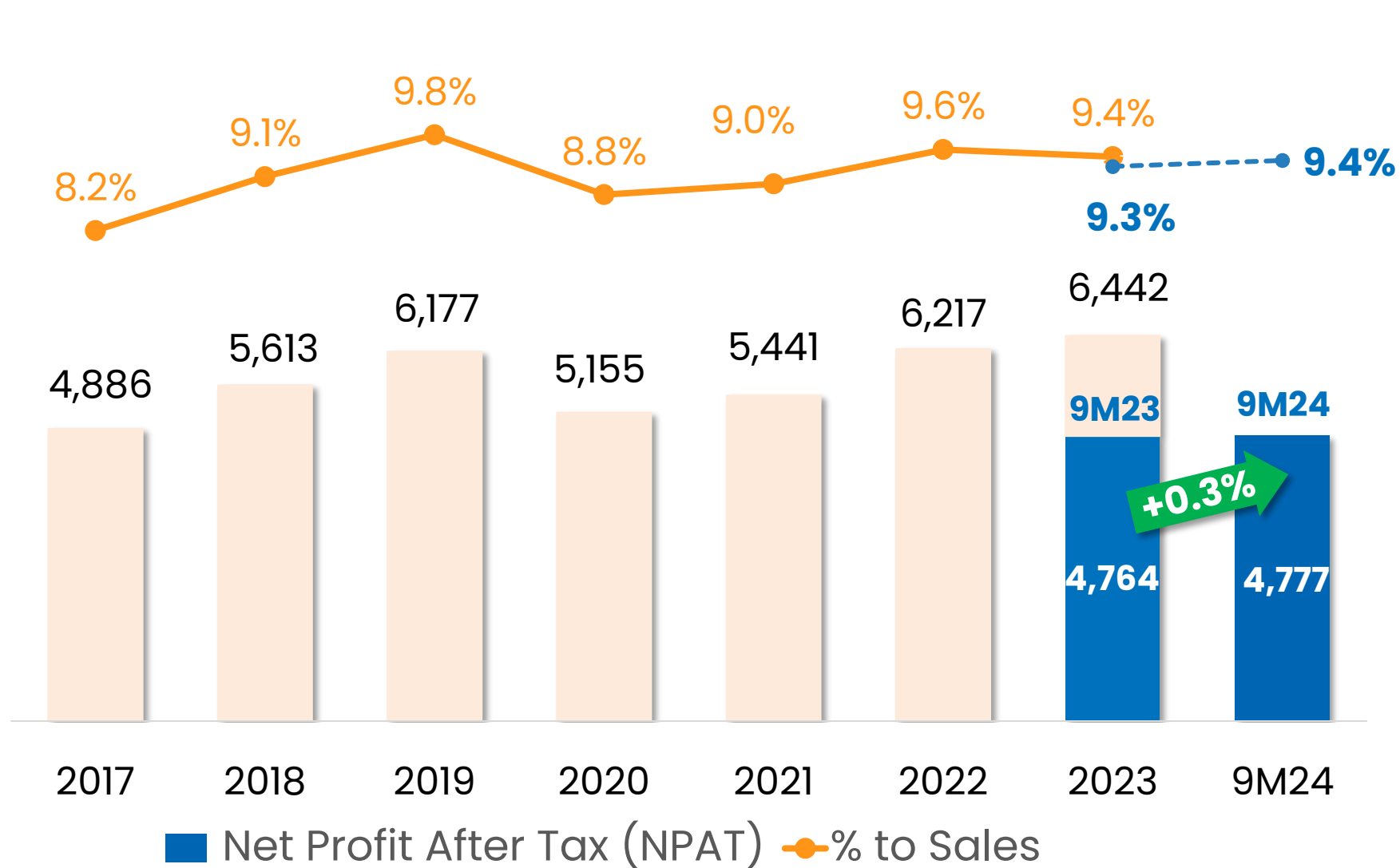
Unit : % to Sales

TFRS15 Adoption



• In 3Q24, The gross profit margin as percentage of sales increased from 26.72% in the previous year to 27.05%, owing to higher sales mix of high-margin products, particularly from the Mega Home business.

# Net Profit & EPS



FY	2017	2018	2019	2020	2021	2022	2023	9M23	9M24
EPS	0.37	0.43	0.47	0.39	0.41	0.47	0.49	0.36	0.36

Quarter	3Q23	4Q23	1Q24	2Q24	3Q24
EPS	0.12	0.13	0.13	0.12	0.11

- NPAT in 3Q24 decreased by 5.9% YoY.
- Earnings per share (EPS) were 0.11 Baht in 3Q24.

# Balance Sheet at a Glance

Unit : million Baht	30 Sep 2024	31 Dec 2023	Var	% change
Cash & Deposit	3,052.28	6,428.67	-3,376.40	-52.52%
Inventory	14,264.06	13,965.27	298.79	2.14%
Land Building & Equipment	45,640.06	45,373.12	266.94	0.59%
Other Assets	2,631.41	3,280.82	-649.41	-19.79%
<b>Total Assets</b>	<b>65,587.81</b>	<b>69,047.89</b>	<b>-3,460.08</b>	<b>-5.01%</b>
Financial Debt*	23,490.58	24,591.74	-1,101.15	-4.48%
Account Payable	13,583.56	15,224.70	-1,641.14	-10.78%
Other Liabilities	3,434.28	3,672.66	-238.38	-6.49%
<b>Total Liabilities</b>	<b>40,508.42</b>	<b>43,489.10</b>	<b>-2,980.68</b>	<b>-6.85%</b>
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	11,281.86	11,761.26	-479.40	-4.08%
<b>Total Equities</b>	<b>25,079.39</b>	<b>25,558.79</b>	<b>-479.40</b>	<b>-1.88%</b>

\* Included impact of TFRS16 on lease liabilities of 6,859.49 million Baht

# Agenda

- 9M24 Financial Results



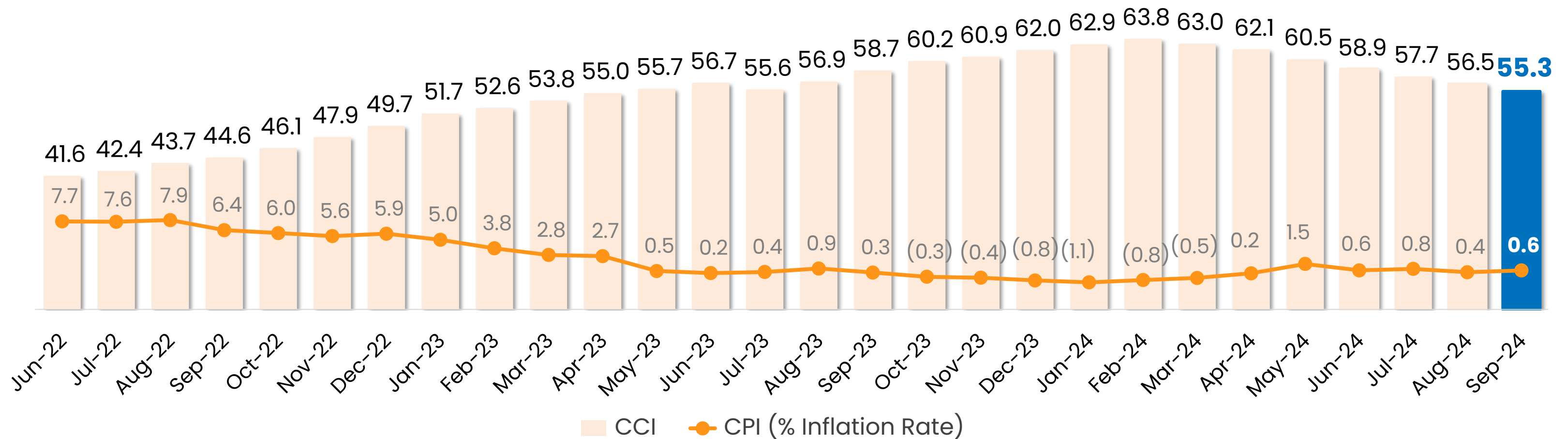
## Business Outlook

- Sustainability Development

HomePro

กลุ่มบริษัทเดอะพาวเวอร์ กรุ๊ป จำกัด (มหาชน)  
The Power

# CCI Edges Lower



The University of the Thai Chamber of Commerce's consumer confidence index fell to 55.3 in September 2024 from 56.5 in the previous month. This marked the seventh consecutive month of weakening sentiment and the lowest reading since February 2024, primarily driven by concerns over sluggish economic growth. Confidence was further dampened by flooding and high living costs, despite government support for vulnerable groups. Last month, the government launched phase one of its 145 billion THB stimulus plan, providing 14.5 million people with 10,000 THB each to boost economic activity. Meanwhile, the country's central bank forecasts 2.6% growth this year, following last year's 1.9% expansion, which lagged behind regional peers.



# 3Q24 Highlight and Recent Activities

HomePro 28<sup>th</sup> ANNIVERSARY

**8 WONDERS**

มหัศจรรย์ 8 สัปดาห์ที่ **1**  
1 พ.ย. 67 - 7 พ.ย. 67

**หมดแล้วหมดเลย!**

โฮมโปรทุกสาขา และออนไลน์

HomePro

HomePro 28<sup>th</sup> ANNIVERSARY

มหัศจรรย์วันพิเศษ  
2 พ.ย. 67 - 4 พ.ย. 67

Home **ลด+รับเพิ่ม**

**30%\*** รวมสูงสุด

สมาชิกโฮมการ์ด รับส่วนลดคุ้ม **3 ต่อ**

เมื่อซื้อสินค้าที่ร่วมรายการตามเงื่อนไขที่กำหนด

สิทธิพิเศษสมาชิก HomeCard | #เรื่องบ้านโฮมโปรคือคำตอบ

HomePro

HomePro Thailand 8.1K + Follow

Shopping Daily Ranking Explore >

HomePro ASU Countdown to LIVE Fest 18days 07hours

ผ่อน 0% นานสูงสุด 10 เดือน

เลือก คุณแม่เป็นหุ่น ขอบคุณมากค่ะ

HomePro Thailand Host คุปองเฉพาะในไลฟ์เท่านั้น!

fasonnn ตระกร้า10แบบ3ชั้นมีมัยค์รับ รีวิวให้ดูหน่อยขนาดไหน

Bonusjr.p joined

Mutita joined

Download App Get Discount Coupon

HOMEPRO APPLICATION

Everything about home, Shop on homepro App.

**50%**

On every purchase Maximum 100.-  
When download Homepro Application and Login or sign up for the first time to receive a discount.

1 Sep'2024 - 31 Dec'2024  
\*Terms and Conditions as specified by the company. Find more information at HomePro Application.

Shop Now

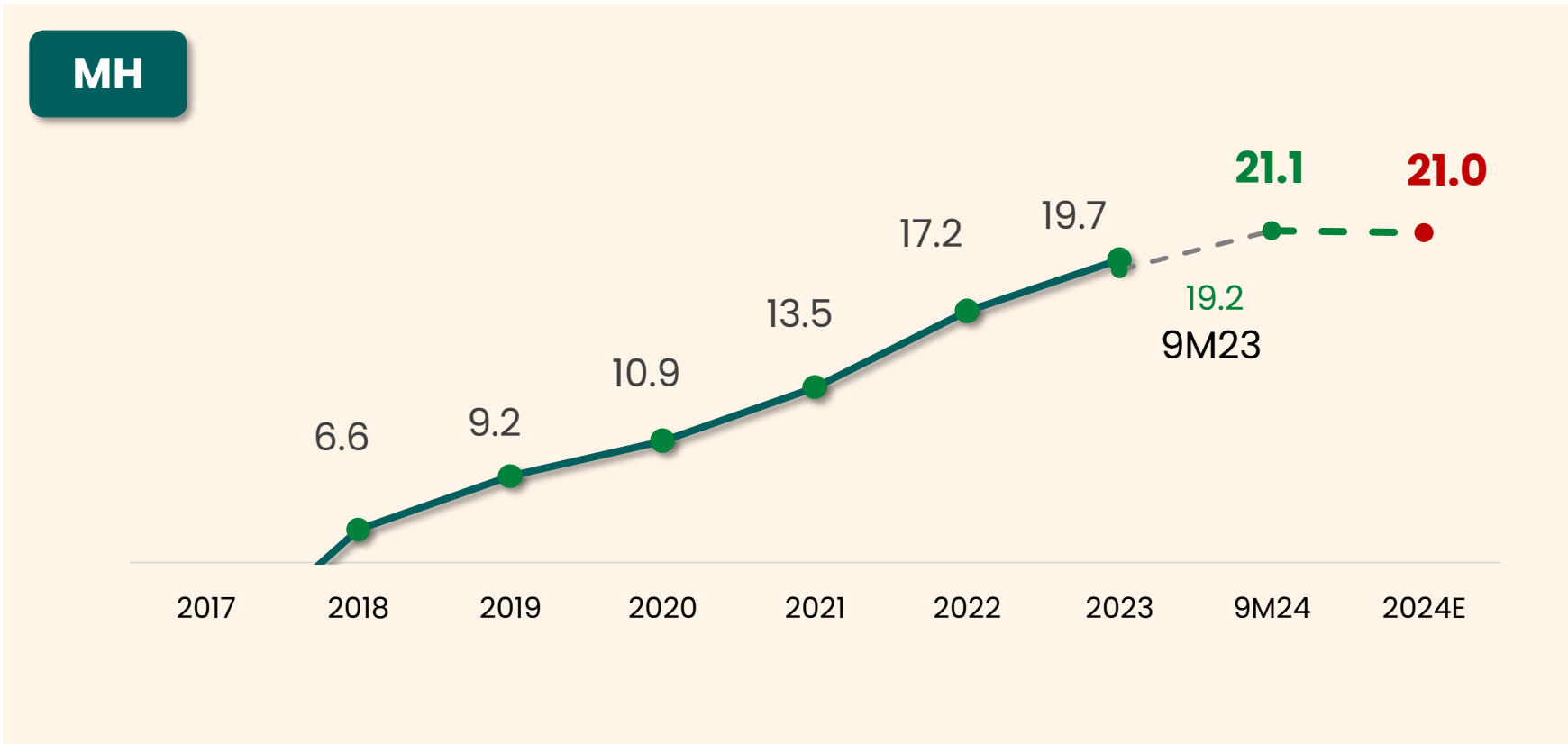
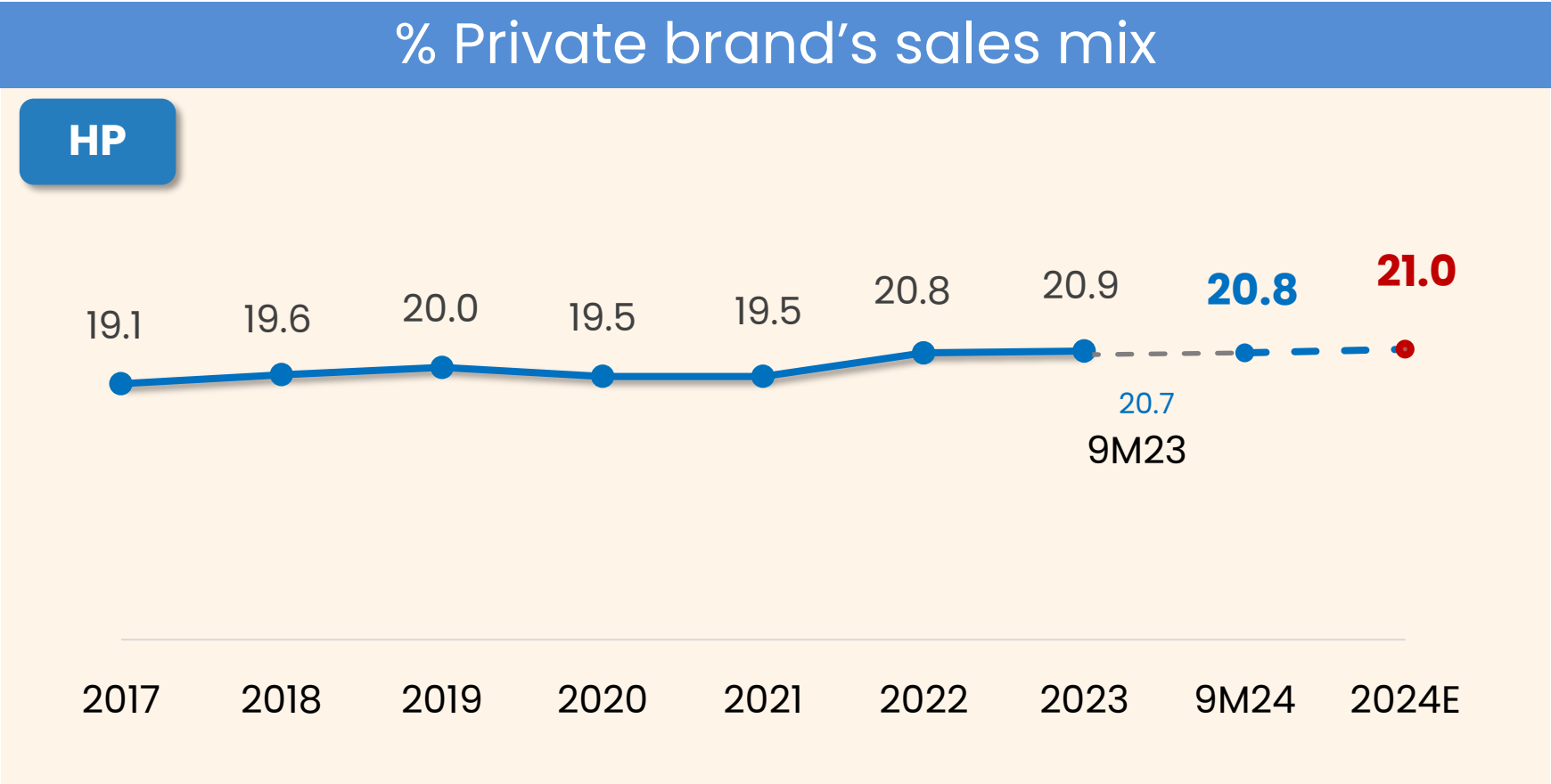


# Margin expansion through Private Label

Unit : % to Sales



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



# 2024 Store Expansion Plan

## No. of stores as of 3Q24



Malaysia

Ended 2023	89	5	27	7
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### New stores in 2024

1Q 2024				
2Q 2024	Lamphun		Udon Thani*	
3Q 2024	- Nong Khai* - Rayong (Thap Ma)*		Rayong* (Thap Ma)	
4Q 2024	1* + 2 Stand alone		1*	

### Our stores in ended 2024

\* Hybrid store format

Total (stores)	95	5	30	7
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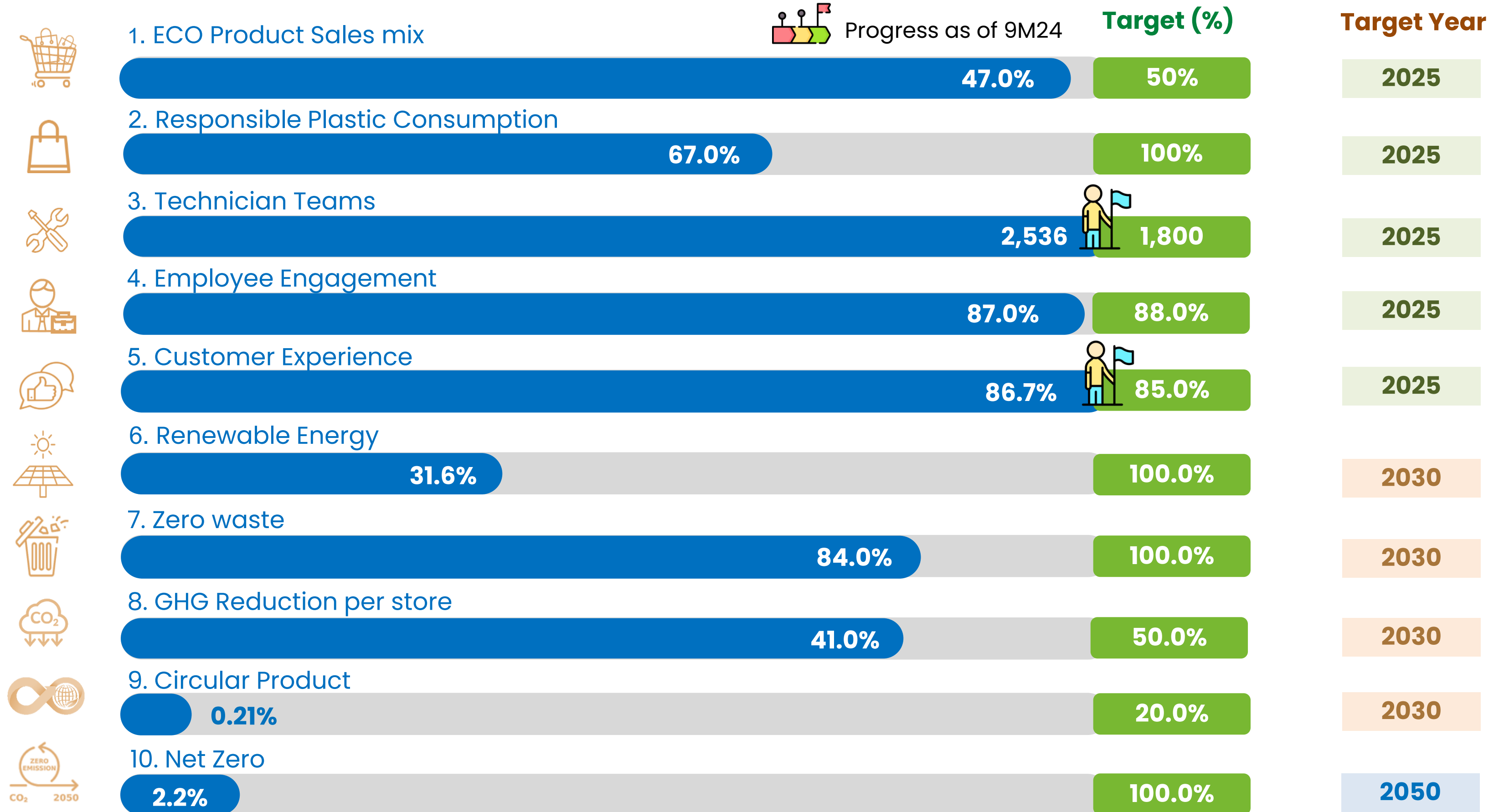
# Agenda

- 9M24 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



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



Anti-Corruption Certified



Excellence CG Score



Listed in ESG100 Index



# Q&A

## Contact Us



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