SET Opportunity Day

1H25 Results

15 Aug 2025

แลกเก่าเพื่อโลกใหม่

www.homepro.co.th

HomePro

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

Disclaimer

This Presentation (The "Presentation") has been prepared by Home Product Center Plc. The Presentation is private and confidential and is being made available for information purposes only. Accordingly, this Presentation may not be copied, reproduced or redistributed to any other person save with the prior written permission of the Company. By accepting this presentation, each recipient accepts and agrees with the Company that it will comply with, and that it will procure that any other person to whom it provides this Presentation complies with, the Terms set out herein and all applicable laws and regulations.

This Presentation is not a prospectus and is not intended to and does not constitute offer or solicitation of any offer in respect of securities. It does not constitute any recommendation or Investment advice, not intended to form the basis of an investment decision and should not be relied upon for such purpose. This Presentation has not been approved by any regulatory authority. Neither the Company or their respective advisers accepts any liability whatsoever arising in connection with the distribution of this Presentation to recipients hereof.

This Presentation is being supplied to you solely for your information and may not be reproduced, redistributed or passed on, directly or indirectly to any other person or published, in whole or in part, for any purpose. No part of this presentation may be reproduced or taken or transmitted. The distribution of this presentation in other jurisdictions may be restricted by law, and persons into whose possession this presentation comes should inform themselves about, and such restrictions. By accepting this presentation, you agree to be bound by the foregoing restrictions.

HomePro at a glance

We make a better living

Corporate Group Structure

Business Units

- HomePro (Retail)
- Mega Home (Retail)
- Market Village (Shopping Mall)

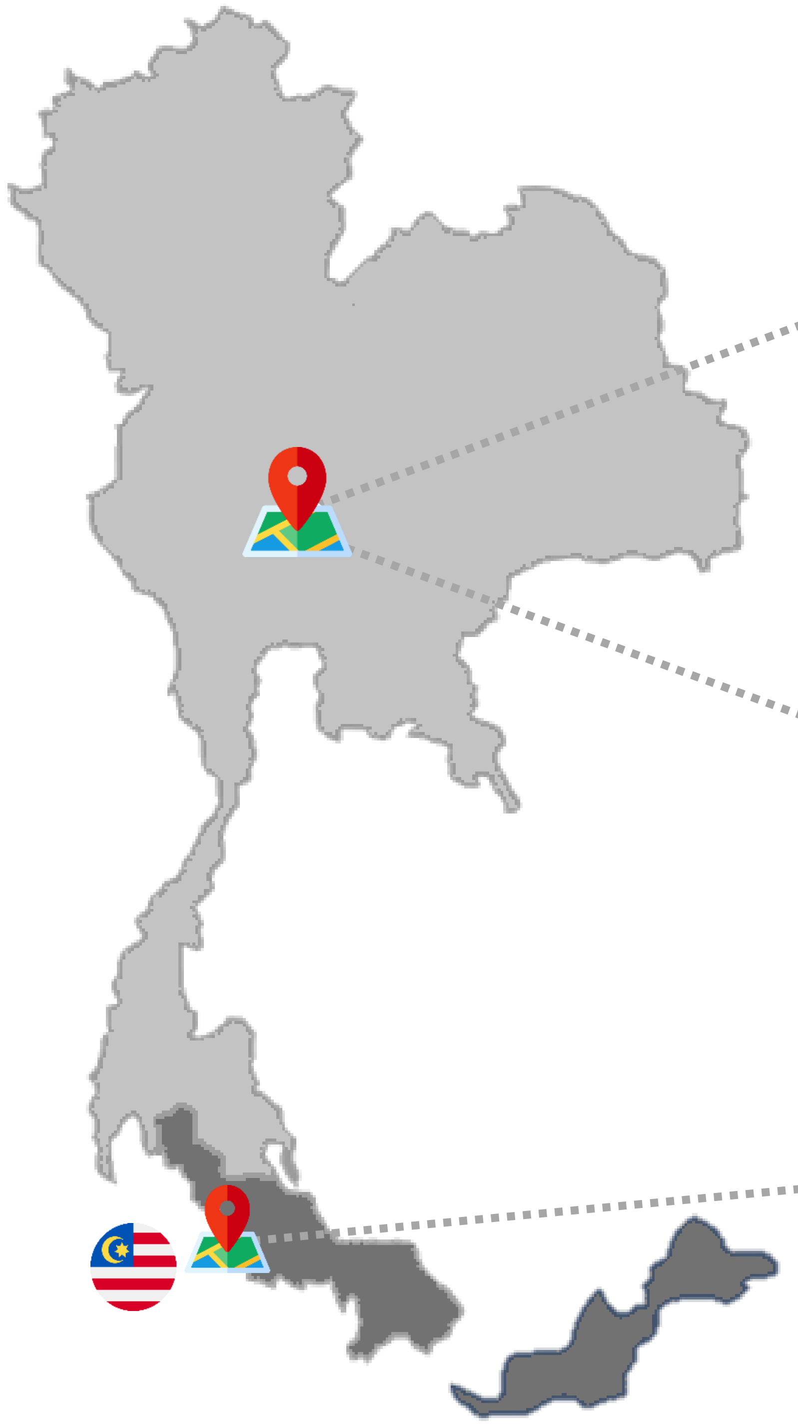
Home Product Center PCL

Subsidiaries and Associate Company

Mega Home Center Co., Ltd.	99.99%	Objective to operate as a real estate company lease out the space to HomePro
DC Service Center Co., Ltd.	99.99%	Objective to operate the warehousing and distribution
Home Product Center (Malaysia) Sdn. Bhd.	100%	Objective to operate a retail business in Malaysia
Home Product Center (Vietnam) Co., Ltd.	100%	Objective to operate a retail business in Vietnam *in the process of dissolution
OneStockHome Co., Ltd.	30%	Online building and decorative materials selling in construction material industry

Store Footprint

As of 30 June 2025



HomePro	Greater Bangkok	30 stores	Total = 94 stores
	Upcountry	64 stores	
HomePro S	Greater Bangkok	4 stores	Total = 5 stores
	Upcountry	1 stores	
Mega Home	Greater Bangkok	6 stores	Total = 30 stores
	Upcountry	24 stores	
HomePro	Malaysia	7 stores	Total = 7 stores

Remark : 7 Hybrid Store Locations, 14 Total Stores (as of June 30, 2025)

Agenda

- **1H25 Financial Results**
- Business Outlook
- Sustainability Development

1H25 Key Financials

Total Revenue	GPM	EBITDA	Net Profit
-3.2% YoY ⬇	- 25 bps ⬇	-3.6% YoY ⬇	-6.9% YoY ⬇

Retail Sales

-3.2% YoY ⬇

SSSG (HomePro)

-6.0% YoY ⬇

ROE

23.8%

Market Cap*

THB 85.48 bn

*Closing price as of June 30, 2025

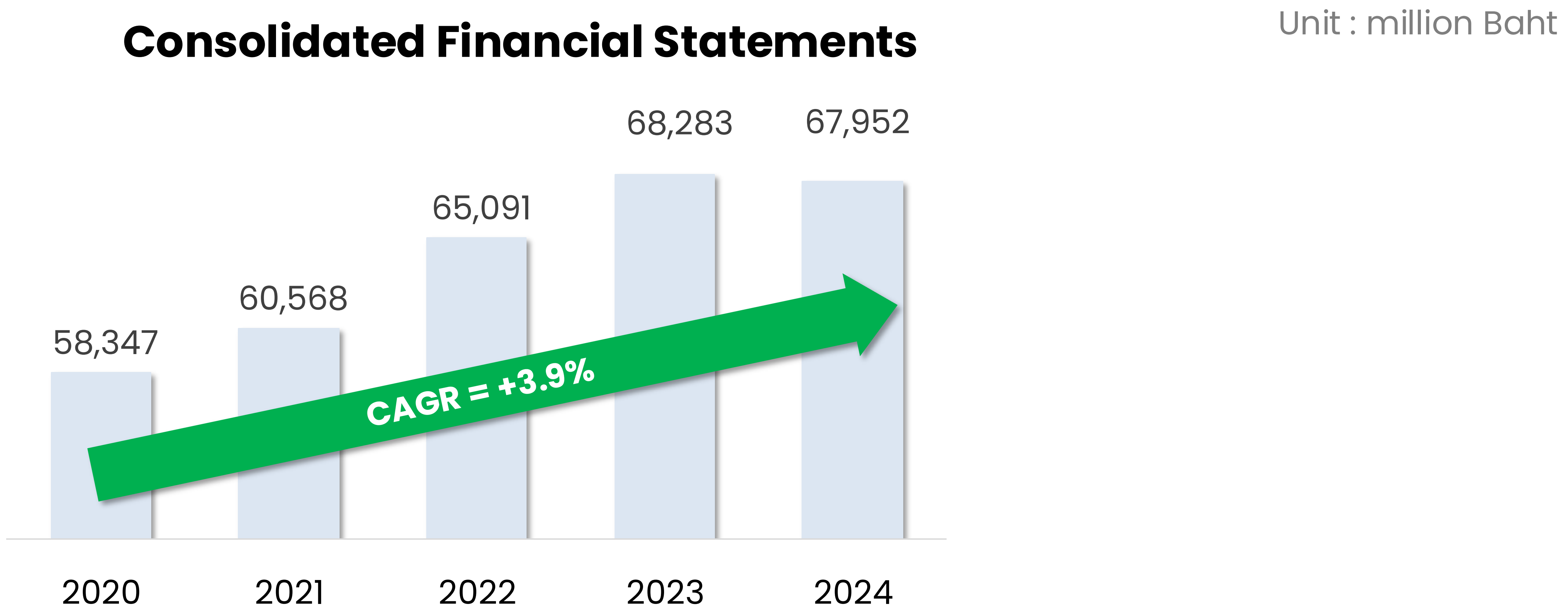
1H25 Income Statement Summary

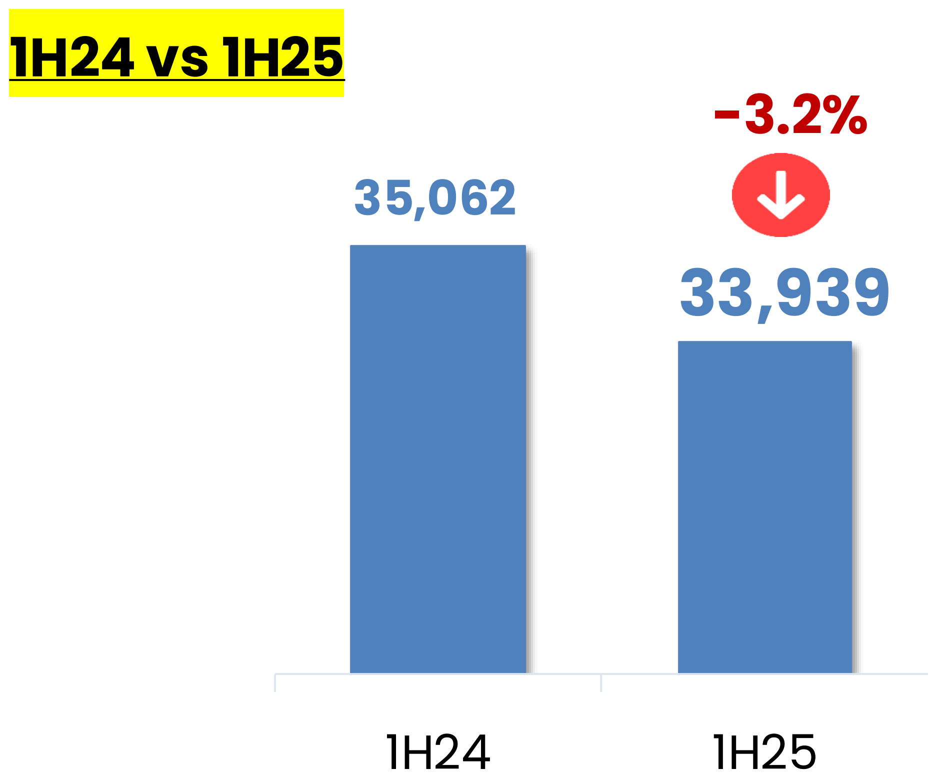
HomePro

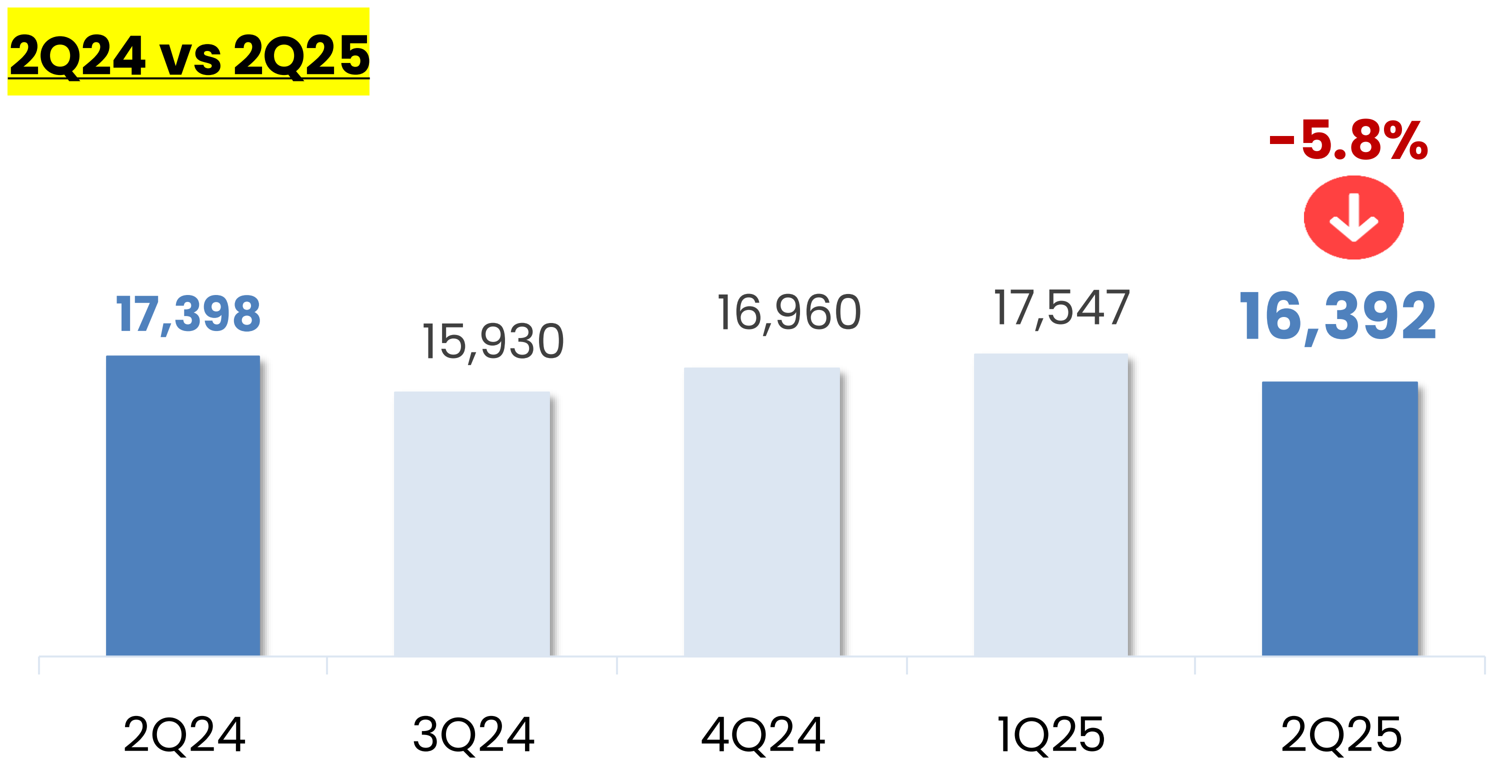
Unit : million Baht

Unit : million Baht	1H25	% of sales	1H24	% of sales	Var	% change
Revenue from contracts with customers	33,938.95	100.00	35,062.01	100.00%	-1,123.07	-3.20%
Rental Income	946.31	2.79%	908.84	2.59%	37.48	4.12%
Other Income	1,226.02	3.61%	1,351.98	3.86%	-125.96	-9.32%
Total Revenues	**36,111.28**	**106.40%**	**37,322.83**	**106.45%**	**-1,211.55**	**-3.25%**
Cost of sales and service	25,112.73	73.99%	25,857.09	73.75%	-744.36	-2.88%
Gross profit	**8,826.22**	**26.01%**	**9,204.92**	**26.25%**	**-378.70**	**-4.11%**
Cost of Rental	412.25	1.21%	401.99	1.15%	10.26	2.55%
Selling and Administrative Expenses	**6,384.47**	**18.81%**	**6,612.98**	**18.86%**	**-228.52**	**-3.46%**
EBIT	4,201.84	12.38%	4,450.77	12.69%	-248.93	-5.59%
Share of profit (loss) from investment in associates	-0.33	0.00%	0.02	0.00%	-0.36	-1,479.17%
Financial Income	28.36	0.08%	30.76	0.09%	-2.40	-7.80%
Financial Cost	354.92	1.05%	319.58	0.91%	35.35	11.06%
Tax	769.01	2.27%	827.44	2.36%	-58.43	-7.06%
Net Profit	**3,105.93**	**9.15%**	**3,334.54**	**9.51%**	**-228.61**	**-6.86%**
Depreciation	1,756.00	5.17%	1,729.59	4.93%	26.41	1.53%
EBITDA	5,957.83	17.55%	6,180.36	17.63%	-222.52	-3.60%

Sustainable Sales Growth



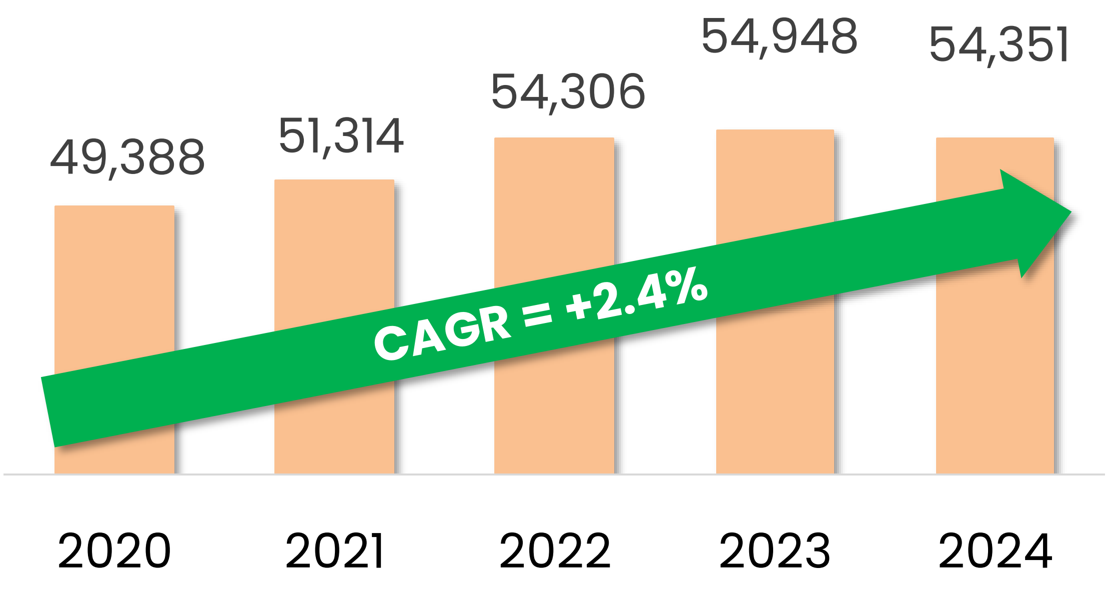


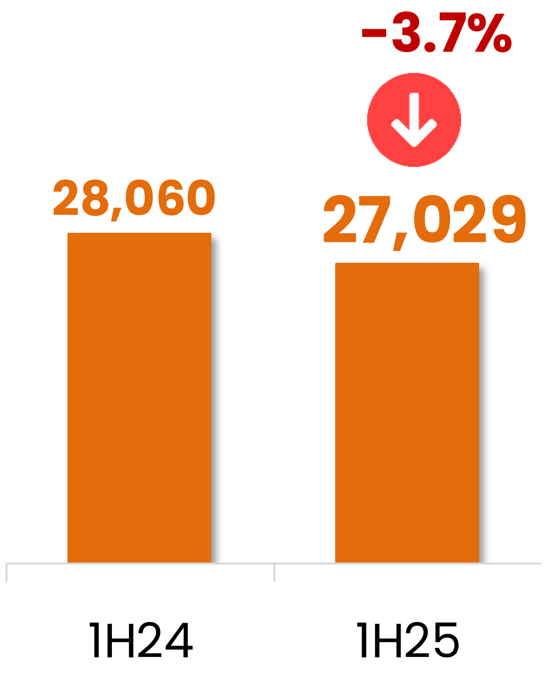


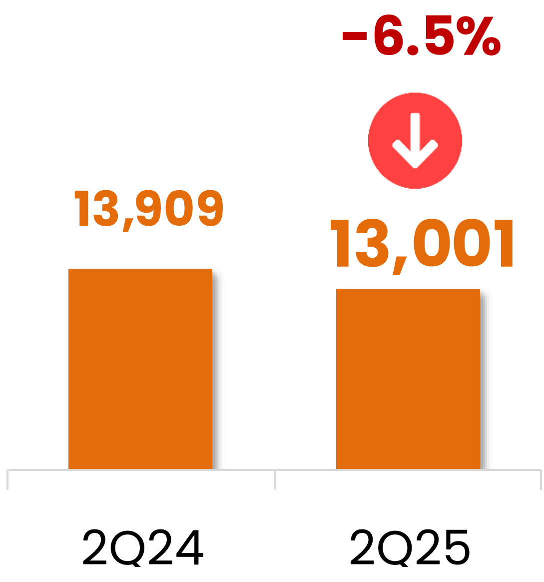
Sales Growth and SSSG by Business Unit

Unit : million Baht

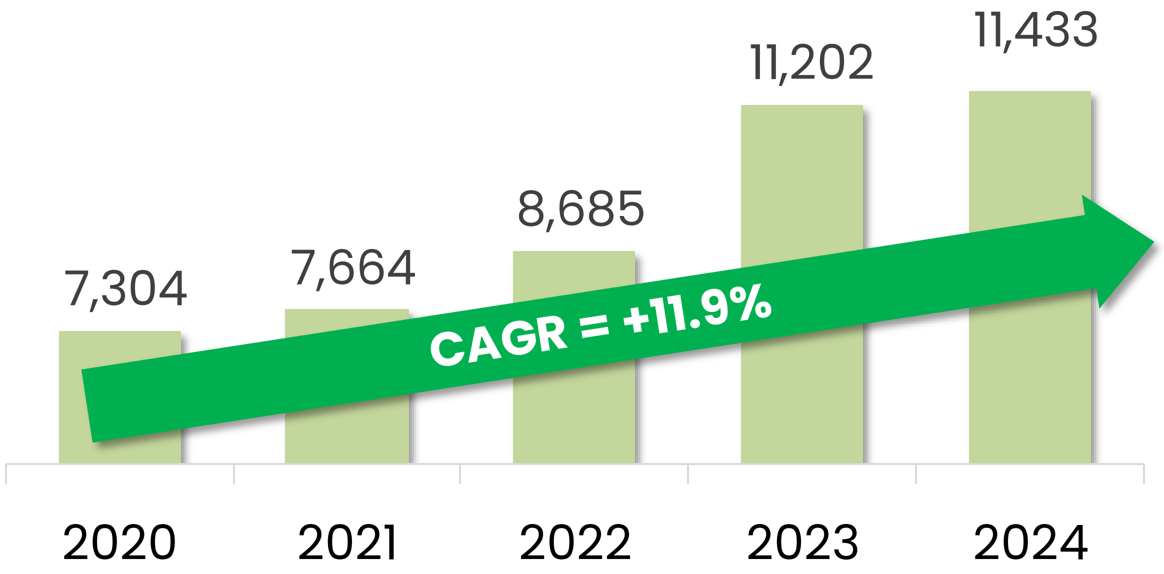
HomePro

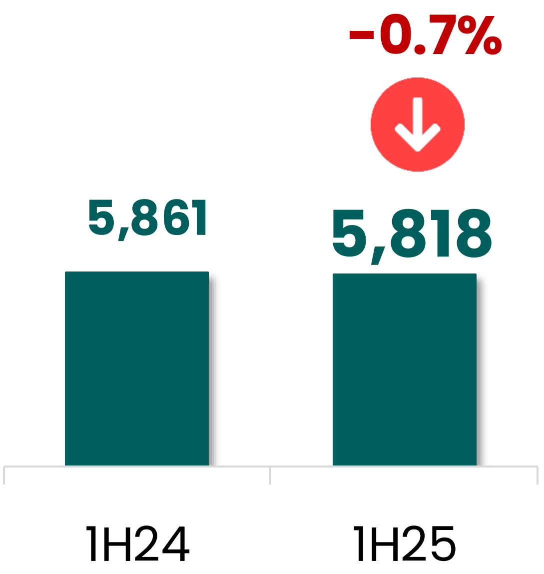


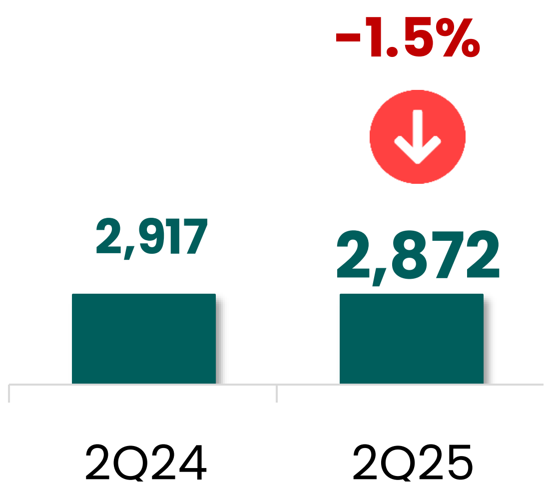




Mega Home



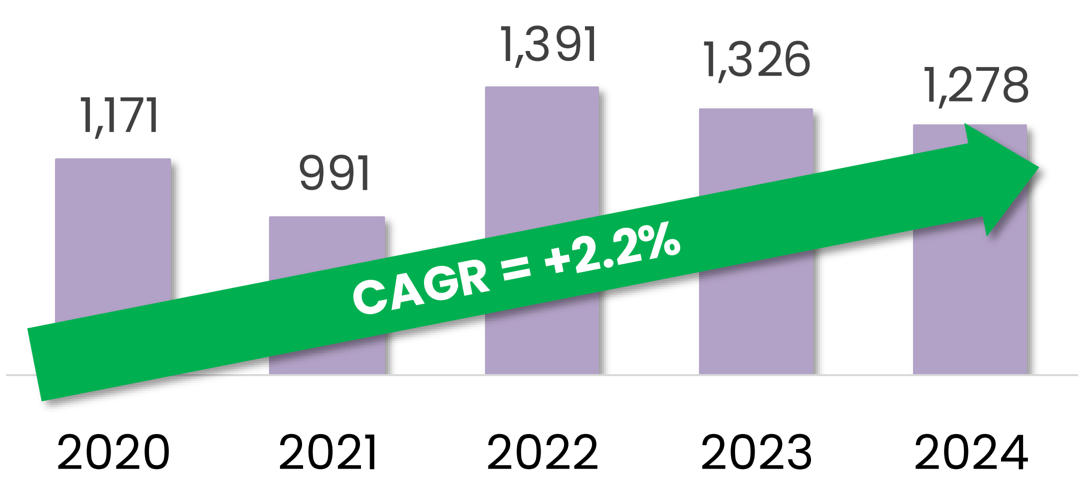


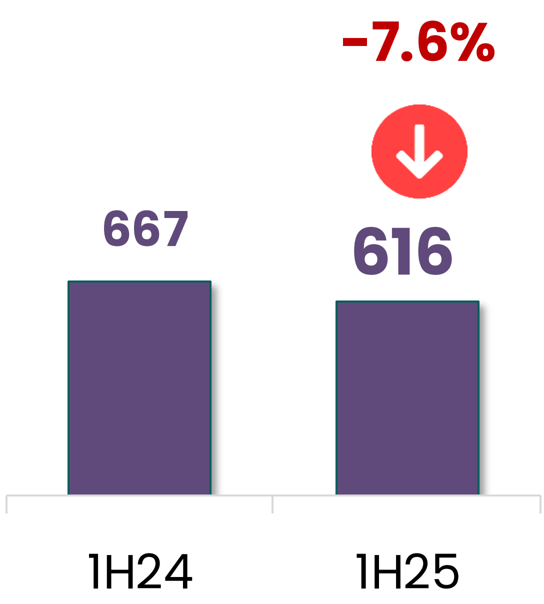


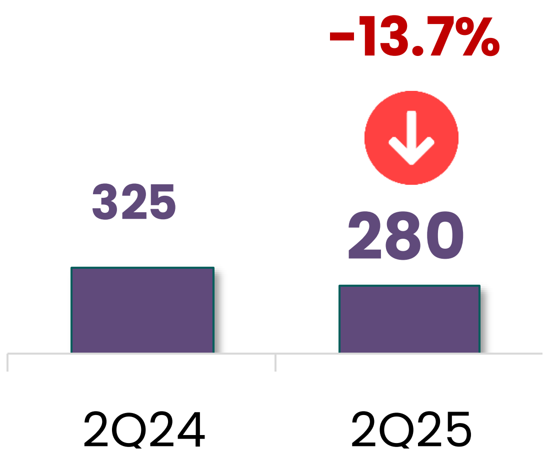
Sales Growth and SSSG by Business Unit

Unit : million Baht

Malaysia + Vietnam

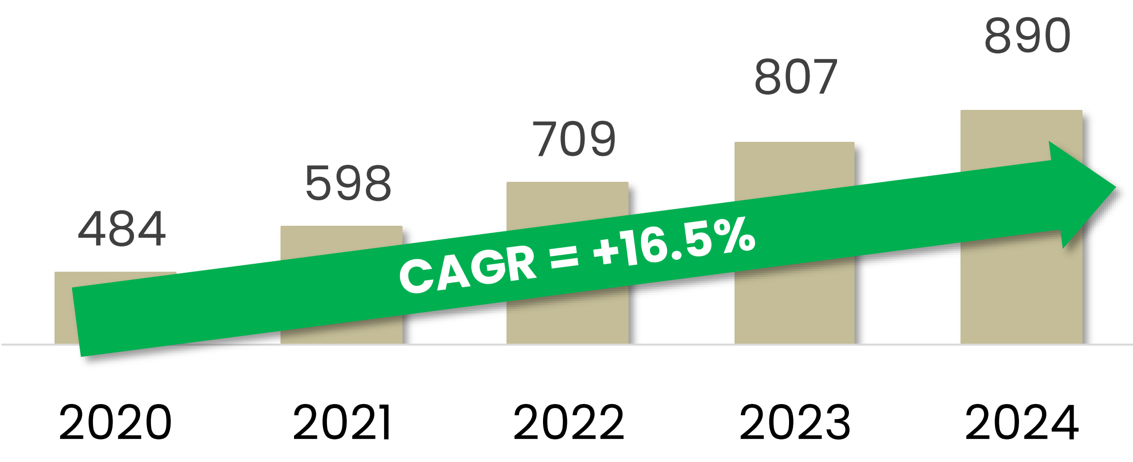


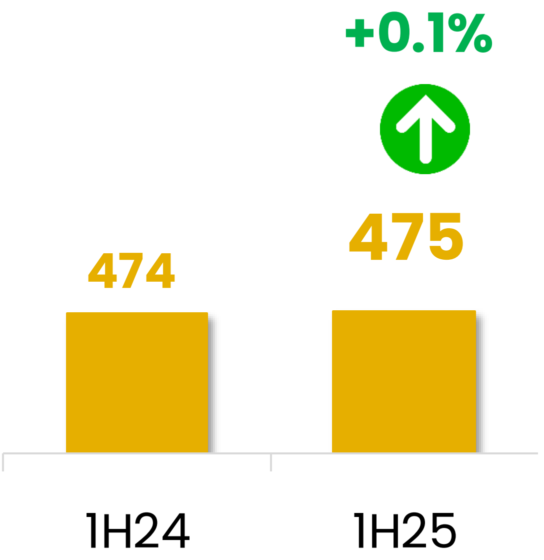


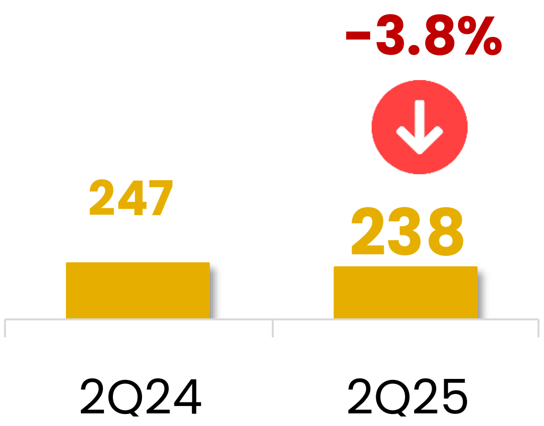


Remark: HomePro has already ceased the business in Vietnam since July 30th, 2024.

Home Services

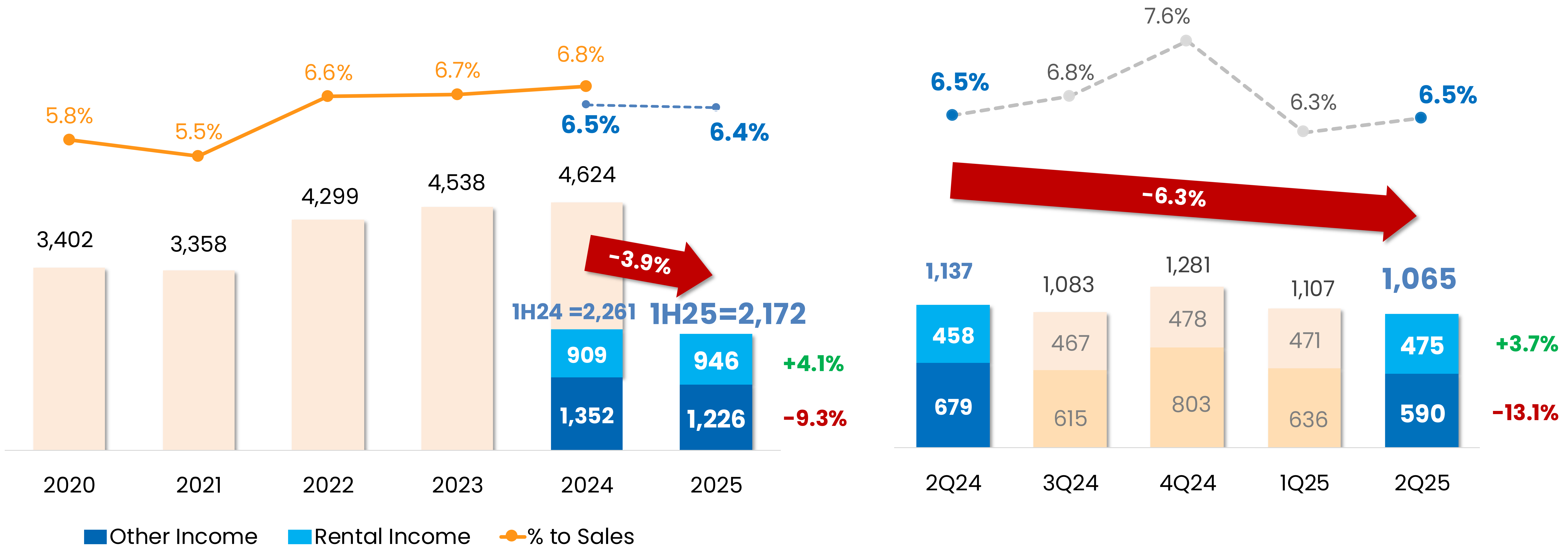






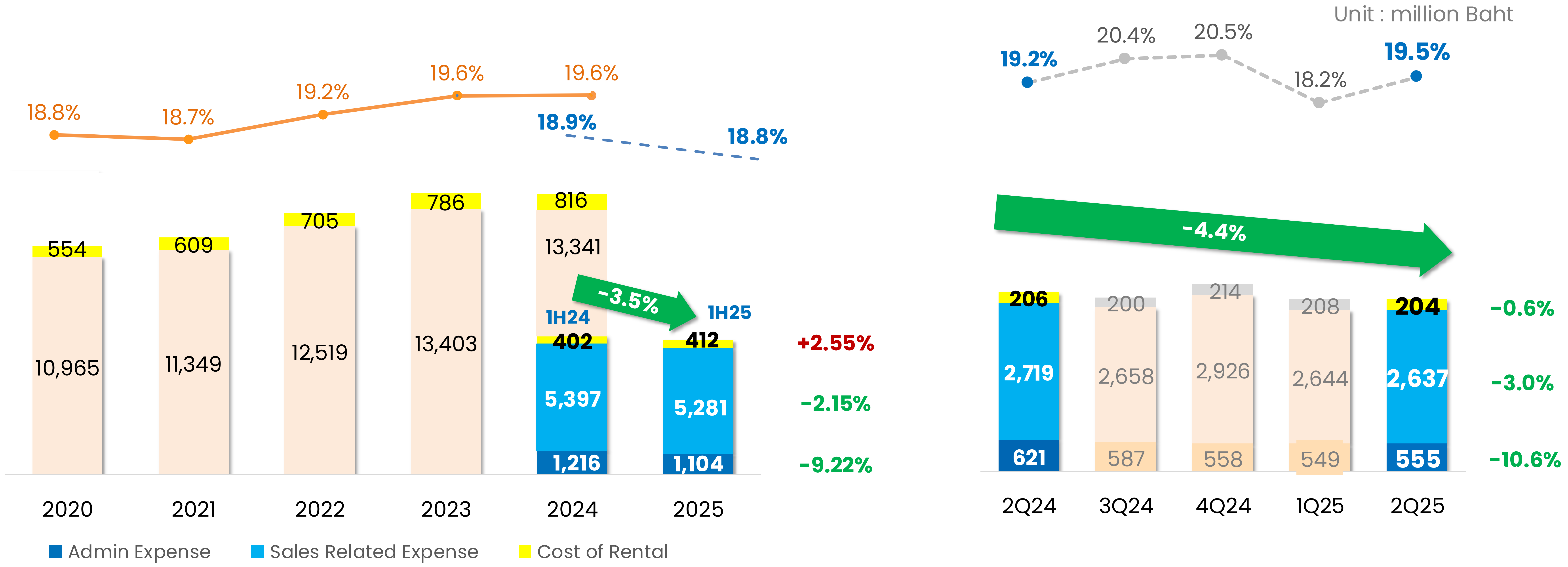
Other Income

Unit : million Baht



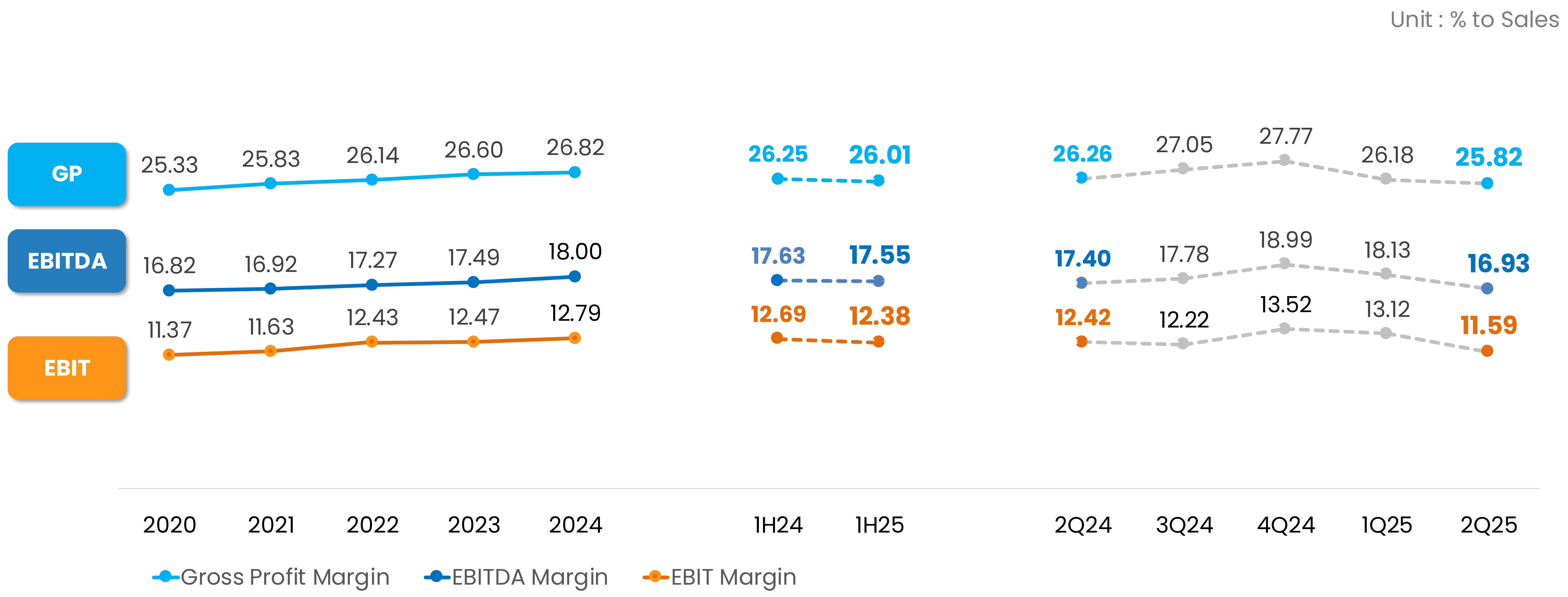
- In 2Q25, rental income increased by 3.72% from the previous year. The increase is primarily driven by higher rental income from leased spaces of HomePro stores and Market village shopping malls, especially malls located in tourist destinations, compared to the same period last year.
- In 2Q25, other income decreased by 13.07%. This decline was primarily due to fewer co-promotional activities with vendors across both in-store and online channels, as well as lower marketing fee received corresponding to the decline in sales, compared to the same period last year.

SG&A Expenses



- In 2Q25, SG&A as a percentage of sales increased from 19.20% in the previous year to 19.47%. This rise in the ratio primarily stemmed from a higher percentage of fixed costs relative to sales, as compared to the overall decline in sales, despite cost reduction efforts. Key expense reductions encompassed marketing, personnel, utility, and repair costs. Offsetting these were increases in depreciation and outsourced personnel costs.
- Cost of rental and related services decreased due to the decrease in utility costs from rented space.

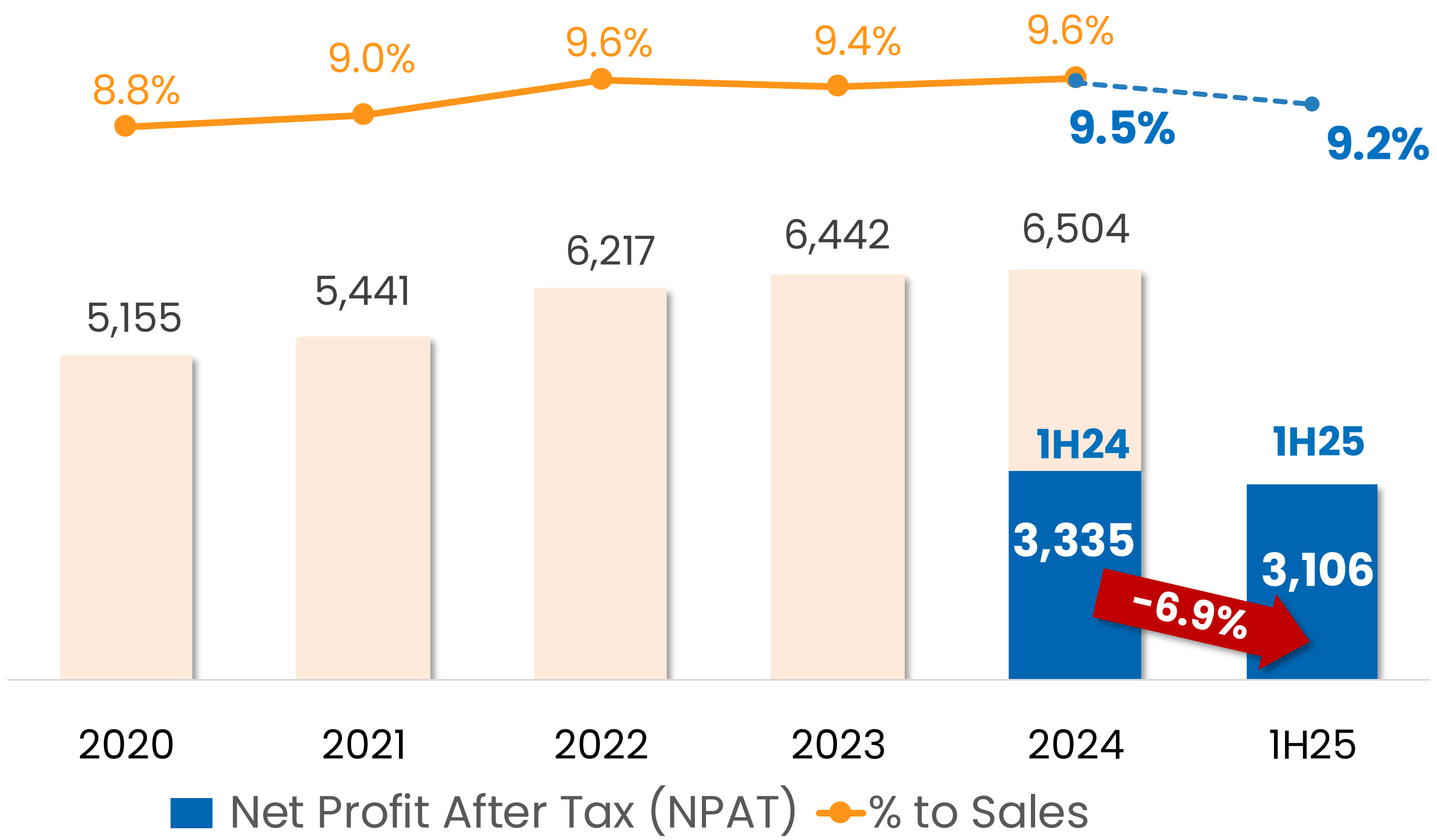
Profitability Ratio

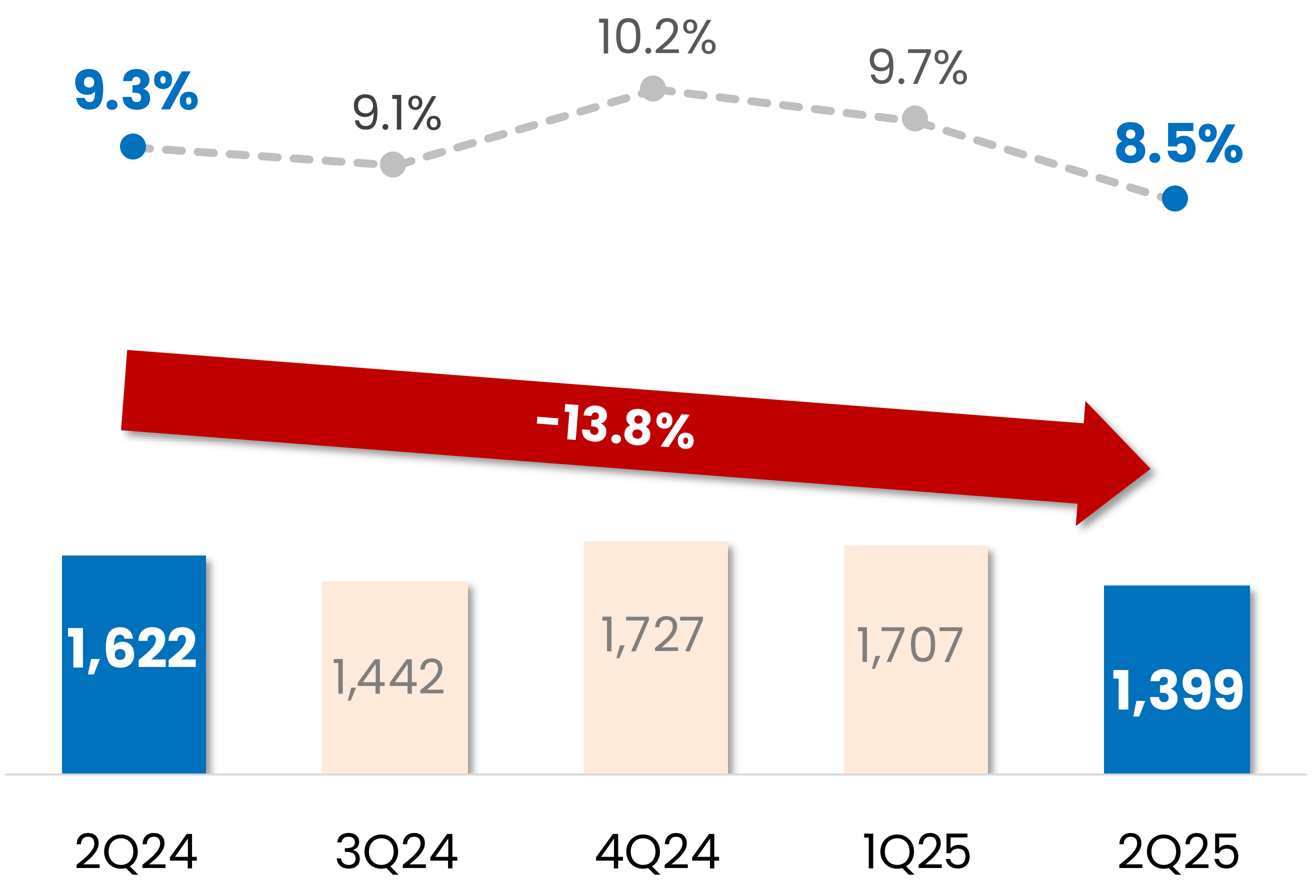


- In 2Q25, The gross profit margin as percentage of sales decreased from 26.26% in the previous year to 25.82%. This was driven by a decrease in trade volume discounts received upon purchases, aligning with the overall decline in sales.

Net Profit & EPS

Unit : million Baht





FY	2020	2021	2022	2023	2024	1H24	1H25
EPS	0.39	0.41	0.47	0.49	0.49	0.25	0.24

2Q24	3Q24	4Q24	1Q25	2Q25
0.12	0.11	0.13	0.13	0.11

- NPAT in 2Q25 decreased by 13.8% YoY.
- Earnings per share (EPS) were 0.11 Baht in 2Q25.

Balance Sheet at a Glance

Unit : million Baht

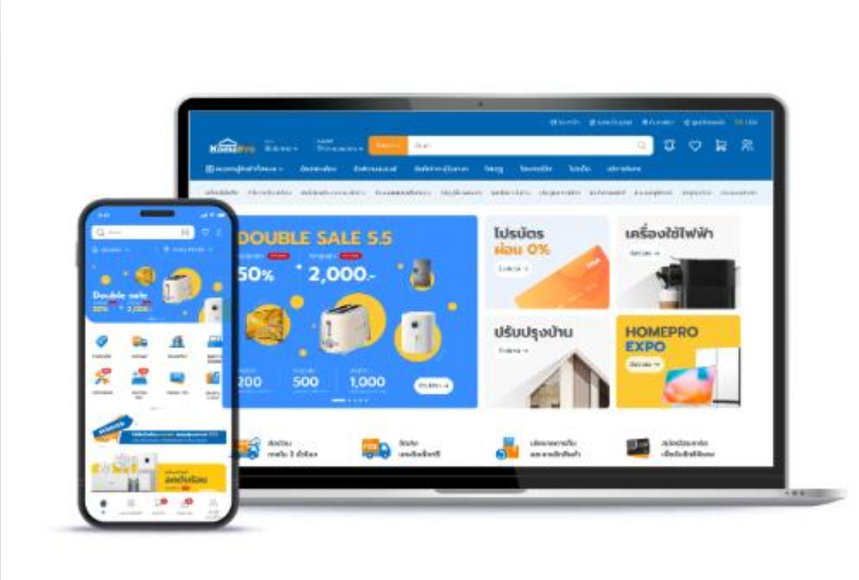
Unit : million Baht	30 Jun 2025	31 Dec 2024	Var	% change
Cash & Deposit	1,418.19	5,553.72	-4,135.53	-74.46%
Inventory	14,257.67	14,899.73	-642.06	-4.31%
Land Building & Equipment	46,384.36	46,071.86	312.49	0.68%
Other Assets	2,812.42	3,139.56	-327.14	-10.42%
Total Assets	**64,872.63**	**69,664.87**	**-4,792.24**	**-6.88%**
Financial Debt*	22,655.69	23,589.33	-933.65	-3.96%
Account Payable	13,223.96	15,458.72	-2,234.76	-14.46%
Other Liabilities	3,489.67	3,814.38	-324.71	-8.51%
Total Liabilities	**39,369.31**	**42,862.43**	**-3,493.12**	**-8.15%**
Paid-Up Capital	13,151.20	13,151.20	N/A	N/A
Share Premium	646.32	646.32	N/A	N/A
Retain Earnings	11,705.79	13,004.91	-1,299.13	-9.99%
Total Equities	**25,503.31**	**26,802.44**	**-1,299.13**	**-4.85%**

* Included impact of TFRS16 on lease liabilities of 7,001.96 million Baht

Agenda

- 1H25 Financial Results
- **Business Outlook**
- Sustainability Development

2025 Key Business Focus



1.Omni Channel

2. Demand Generation

3. HomePro Ecosystem

4.Home Service

5.Increase Efficiency

HomePro

Margin Expansion Through Private Label

homebase, PARNO, Solshield, Furdini, CABIN, BENETTA
MOYA, Bathtime, Ekono, MATALL, porrin, aZLE
Spring, Carini, onground, ZynTec, acco, SNO
TARA, Zimple, SOON, Fontän, craBern, PARNO
KECH, D MAILBOX, XFIRE, MAZDOX, PLIM, flusso
HLS, healthymix, ELECKTA, GRANDI, dara, PACKIN

- Over **36** Private Brands
- Over **25,000** Items
- Quality and value focused
- Continuous development

HomePro

2025 Store Expansion Plan

No. of stores as of 2024

Remark :

Total Stores Open in 2025 = 11 stores

- **No. of Hybrid Stores:** 5 Hybrid Stores Conversion + 2 New Locations (2 HP + 2 MH)= **9 Stores**
- **No. of Stand-Alone Stores: 2 Stores**

	HomePro	HomePro S	MEGA HOME	HomePro Malaysia
Ended 2024	94	5	30	7

New Stores in 2025

	HomePro	HomePro S	MEGA HOME	HomePro Malaysia
1H 2025				
July 2025	2		1	
3Q 2025	2			
4Q 2025	2		4	

Our Stores At Ended 2025

	HomePro	HomePro S	MEGA HOME	HomePro Malaysia
Total (stores)	100	5	35	7

Agenda

- 1H25 Financial Results
- Business Outlook
- **Sustainability Development**

2025-2050 SD Roadmap

	As of 1H25	Target (%)	Target Year
1. ECO Product Sales mix	51.0%	50%	2025
2. Responsible Plastic Consumption	90.2%	100%	2025
3. Technician Teams	2,874	1,800	2025
4. Employee Engagement	87.0%	88.0%	2025
5. Customer Experience	92.2%	85.0%	2025
6. Renewable Energy	35.7%	100.0%	2030
7. Zero waste	84.0%	100.0%	2030
8. GHG Reduction per store	41.0%	50.0%	2030
9. Circular Product	1.1%	20.0%	2030
10. Net Zero	9.0%	100.0%	2050

Track Record of Endorsement in Key Sustainable Indices

International

S&P Global

Top 5%

Corporate Sustainability Assessment 2024 Score

©S&P Global 2025.
For terms of use, visit www.spglobal.com/yearbook.

Ranked in the Top5% of Dow Jones Sustainability Indices (DJSI)

FTSE4Good

Included in the FTSE4Good since 2016

MSCI ESG RATINGS AA

Received AA rating from MSCI-ESG

Bloomberg

Received Bloomberg ESG Scores sustainability assessment at the "Leading" level for the third consecutive year

Rated MORNINGSTAR SUSTAINALYTICS

Received Sustainably Low Risk Rating in ESG Risk ranking

Home Product Center
Top 20 for gender equality in 2024
EQUILEAP
EMERGING MARKETS

Ranked in the Equileap's Gender Equality

Domestic

Investors' Choice Award

AGM Investors' Choice

SET AA ESG Ratings 2024

Selected to be included in SET ESG Ratings, AA level of The Stock Exchange of Thailand of the year 2024.

Excellence CG Score

ESG100 2024 Environmental • Social • Governance

Listed in ESG100 Index

2023 SUSTAINABILITY DISCLOSURE AWARD

Received the Sustainability Disclosure Award for 2024 from Thaipat institute

CAC CERTIFIED

Anti-Corruption Certified

HomePro

Q&A

Contact Us

+662 832 1416

ir@homepro.co.th

31 Prachachuen-Nonthaburi Rd, Bangkhen,

Muang Nonthaburi, Nonthaburi, 11000

www.homepro.co.th