

The text "Analyst Meeting" is displayed in a large, bold, dark blue font on a bright yellow rectangular background. The background is positioned on the right side of the slide, partially overlapping the window area.The text "1H'15 Results" is displayed in a bold, dark blue font on a bright yellow rectangular background. The background is positioned on the right side of the slide, below the "Analyst Meeting" text.The text "August 4, 2015" is displayed in a bold, dark blue font on a bright yellow rectangular background. The background is positioned on the right side of the slide, below the "1H'15 Results" text.

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HomePro is the leading home improvement retailer in Thailand.

Our product range covers 60,000 items.  
We operate 75 stores nationwide, providing complete services as One Stop Shopping to attain highest customer satisfaction.

The HomePro's stock is traded on the Stock Exchange of Thailand (SET - hmpro, BB - hmpro:tb).

# Agenda

- 1H'15 Financial Results
- Business Outlook



## Home Product Center Plc. : Operating HomePro in Thailand



### Market Village Co., Ltd.

- Holds 99.99% of total shares
- Objective to manage rental space and provide utilities services to tenants.



### Home Product Center (Malaysia) Sdn. Bhd.

- Holds 100% of total shares
- Objective to operate a retail business in Malaysia.



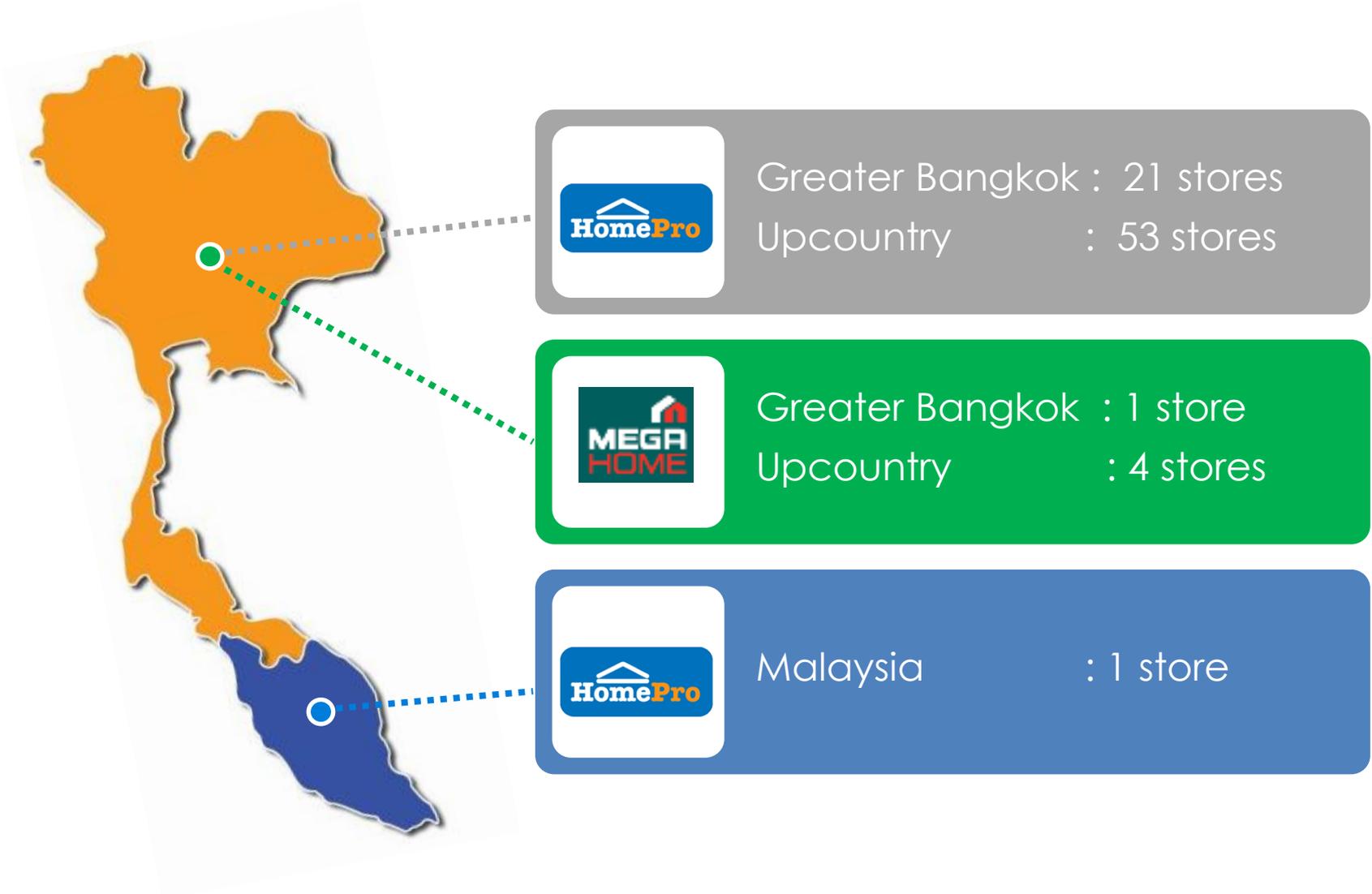
### Mega Home Center Co., Ltd.

- Holds 99.99% of total shares
- Objective to operate retail business under trade name "Mega Home".



### DC Service Center Co., Ltd.

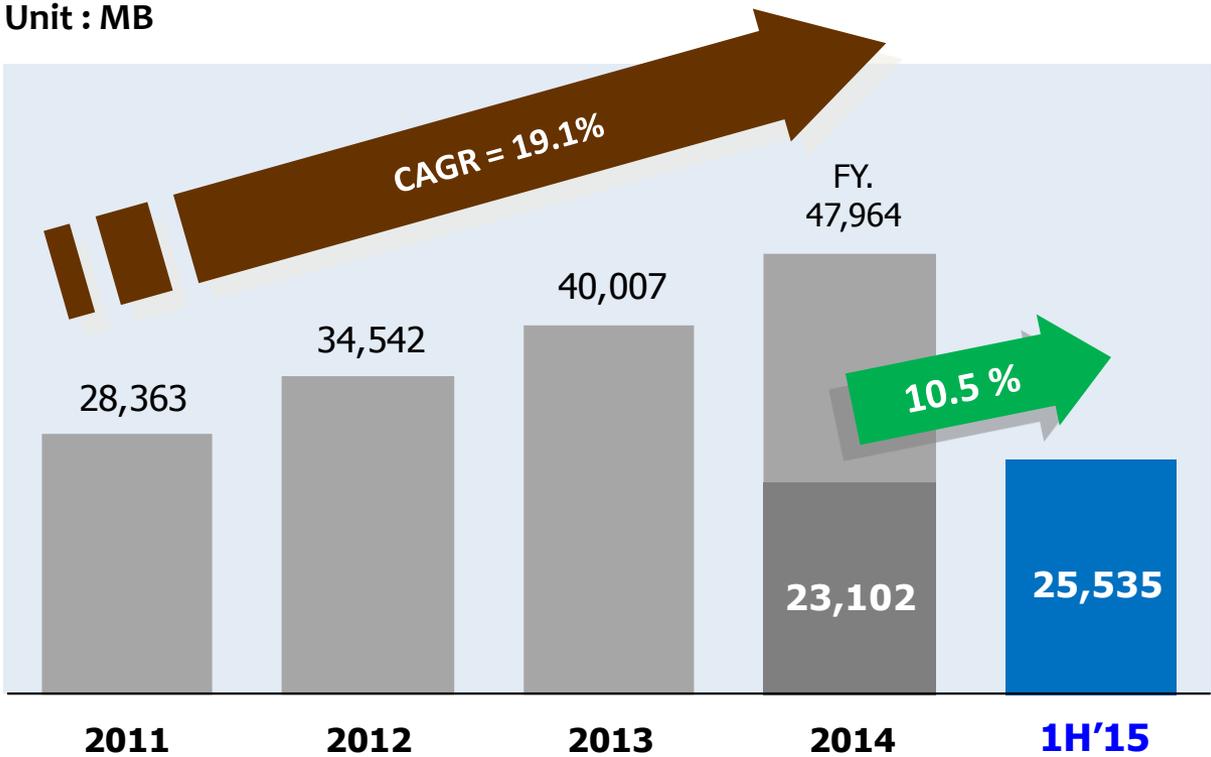
- Holds 99.99% of total shares
- Objective to operate the warehousing and distribution.



	1H'15	% on Sales	1H'14	% on Sales	VAR	% Growth
<b>SALES</b>	25,535.0	100.0	23,102.1	100.0	2,432.9	10.5
Rental & Service	688.9	2.7	583.2	2.5	105.7	18.1
Other Income	991.4	3.9	929.1	4.0	62.3	6.7
<b>Total Revenue</b>	<b>27,215.3</b>	<b>106.5</b>	<b>24,614.4</b>	<b>106.6</b>	<b>2,600.9</b>	<b>10.6</b>
<b>COGS</b>	<b>18,973.6</b>	<b>74.3</b>	<b>17,041.6</b>	<b>73.8</b>	<b>1,932.1</b>	<b>11.3</b>
Selling Exp	5,236.8	20.5	4,711.6	20.4	525.2	11.1
Admin Exp	772.1	3.0	745.6	3.2	26.6	3.6
<b>Total Expenses</b>	<b>24,982.6</b>	<b>97.8</b>	<b>22,498.8</b>	<b>97.4</b>	<b>2,483.8</b>	<b>11.0</b>
Earning before FIN Exp. & TAX	2,232.7	8.7	2,115.6	9.2	117.1	5.5
Financial Exp.	276.3	1.1	206.9	0.9	69.4	33.5
TAX	402.6	1.6	390.2	1.7	12.4	3.2
<b>Net Profit</b>	<b>1,553.9</b>	<b>6.1</b>	<b>1,518.5</b>	<b>6.6</b>	<b>35.3</b>	<b>2.3</b>
Depreciation	1,306.0	5.1	1,065.1	4.6	240.9	22.6
<b>EBITDA</b>	<b>3,538.7</b>	<b>13.9</b>	<b>3,180.7</b>	<b>13.8</b>	<b>358.0</b>	<b>11.3</b>

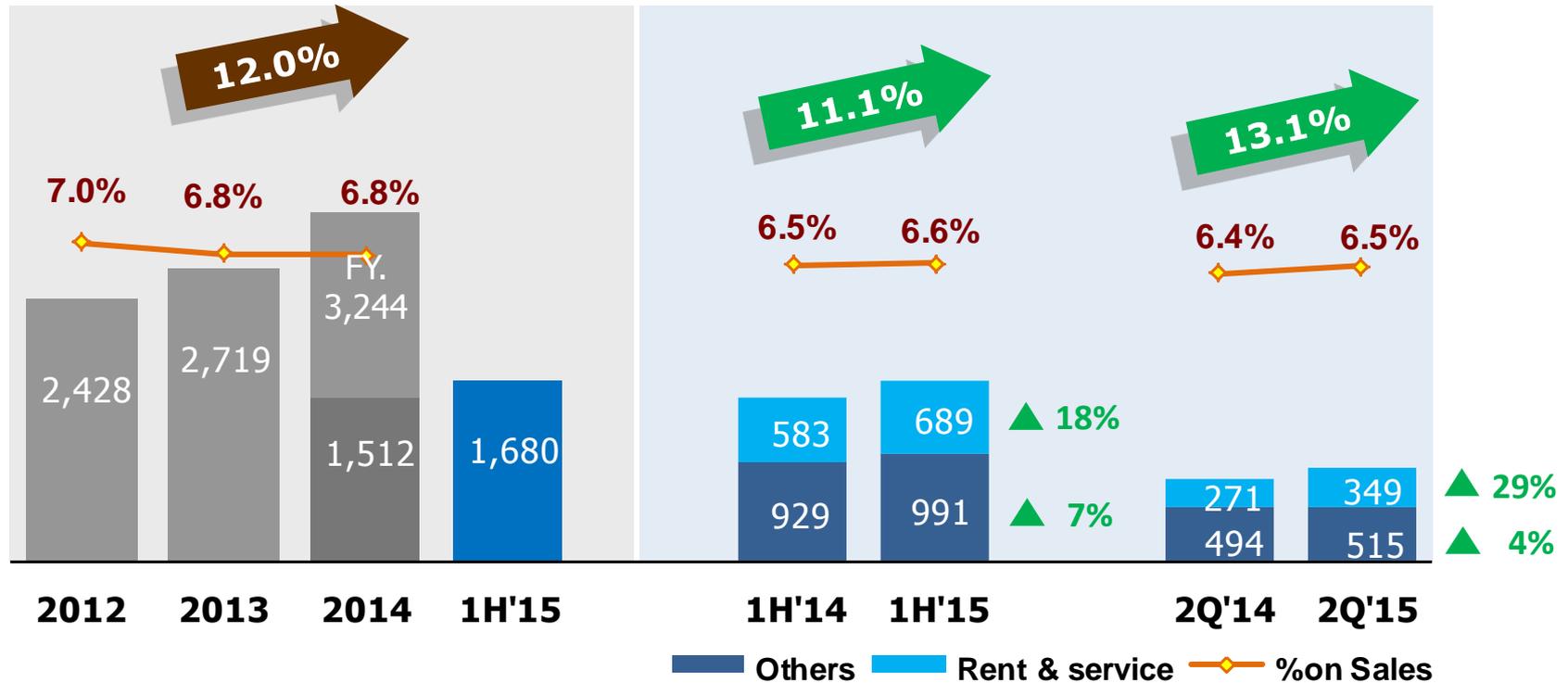


# Sustainable Sales Growth



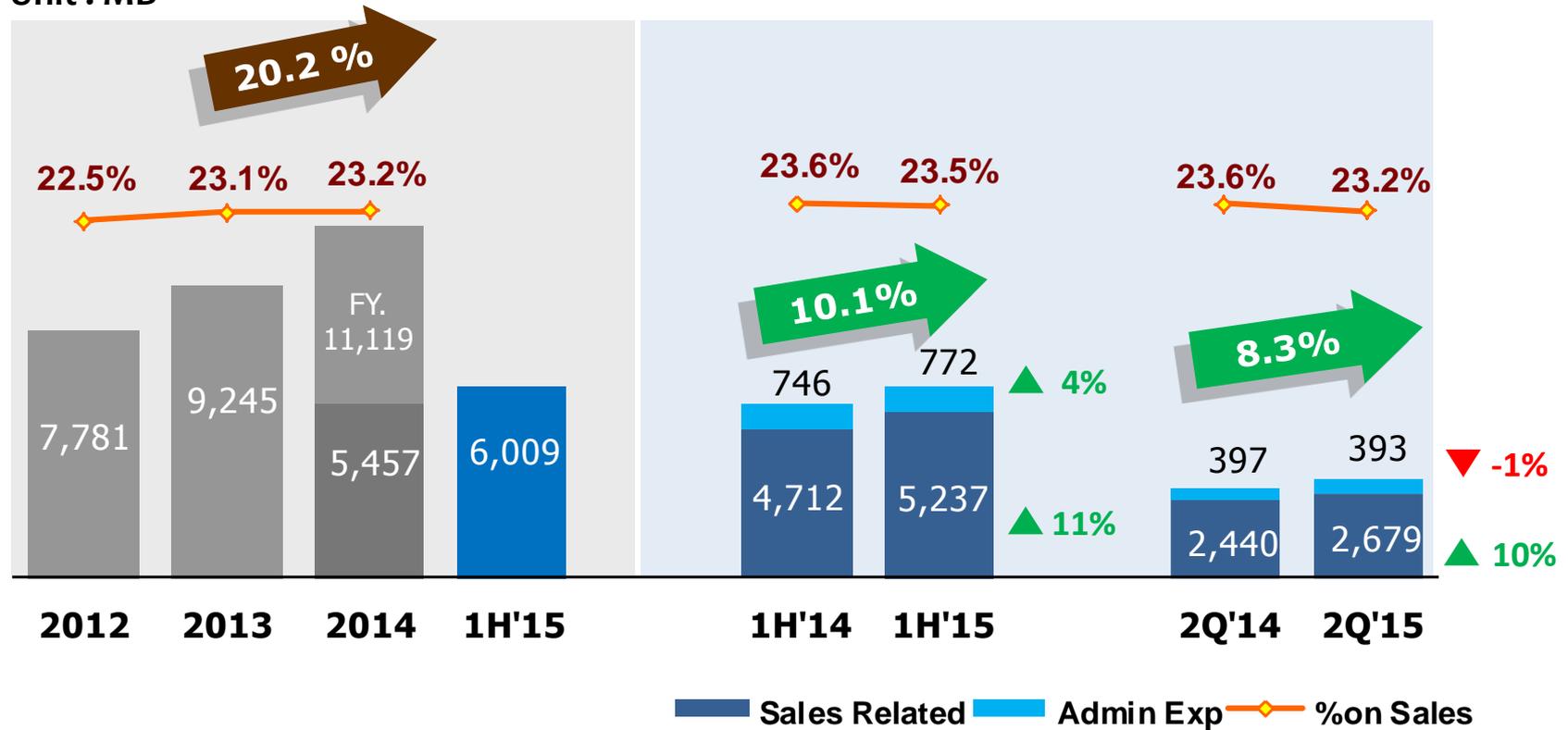
# Rising Other Income

Unit : MB



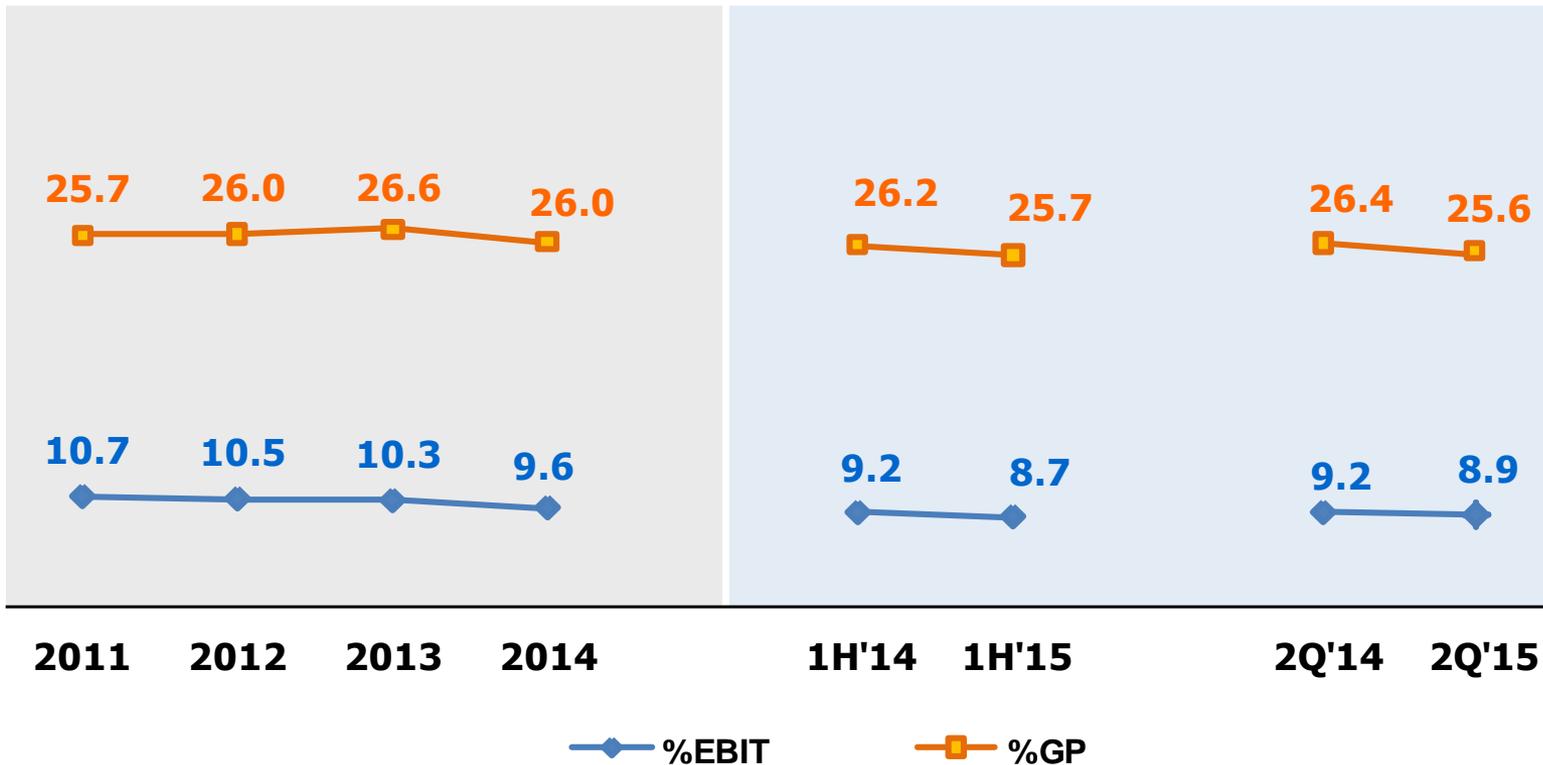
- **Rental & Service Income** increased by the space and rental income from HomePro and Market Village Suvarnabhumi.
- The increase in **Other Income** was driven by the advertising, marketing fee and "Home Care" Service fee.

Unit : MB

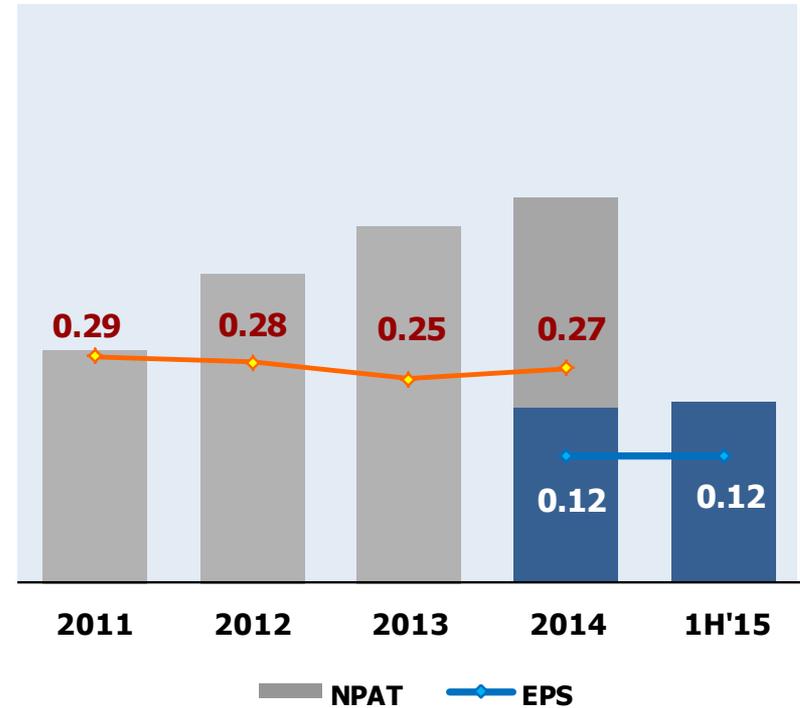
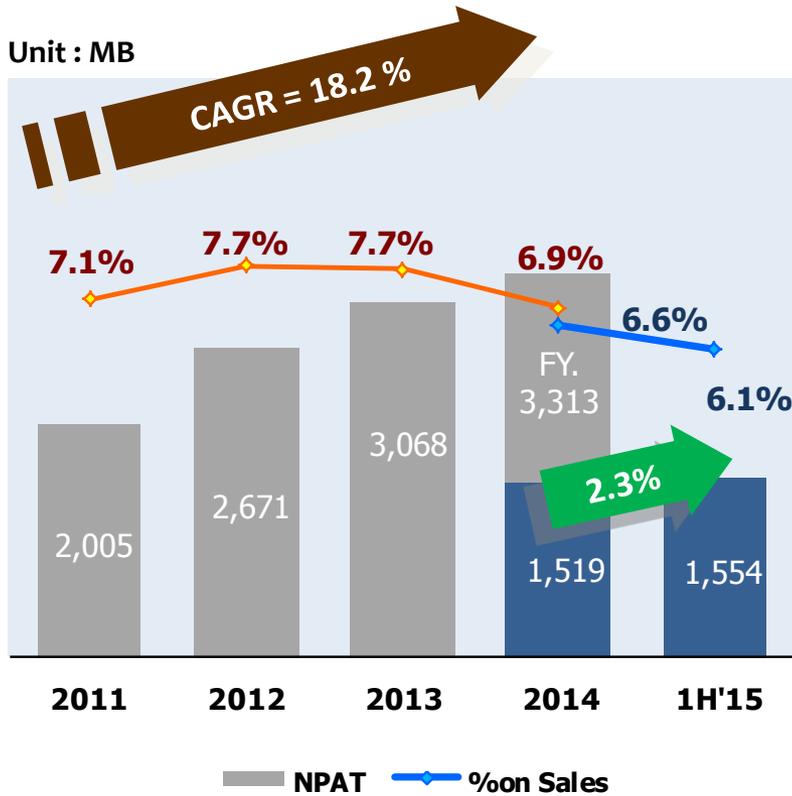


1H'15, SG&A represented 23.5% to sales comparing with 23.6% of the same period of the previous year. The main increase was due to the increase in salaries, depreciation, utilities cost and operating expenses of Mega Home and HomePro Malaysia.

Unit : %



1H'15, GP has decreased from 26.2% in the previous year to 25.7% due to the blended margin of HomePro business and Mega Home business which has a lower gross margin structure.



1H'15 **NPAT** growth by 2.3% but NPAT % to sales decreased from 6.6% to 6.1%.

**EPS** in 2014 taking full dilution impact of stock dividend at the ratio of 8:1 paid in November 2014 (interim). **EPS** in 1H'15 taking impact at ratio of 15:1 paid in May 2015 (Final).

# Balance Sheet at a Glance

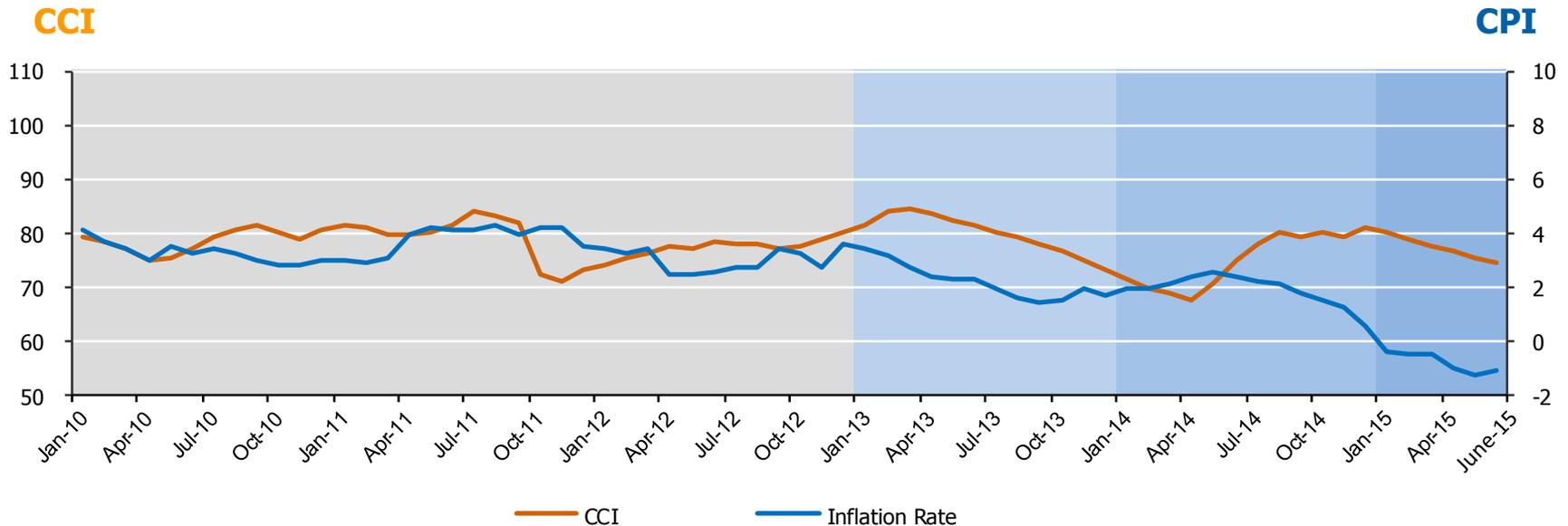
Unit : MB

	30 Jun 15	31 Dec 14	VAR	%
Cash & Deposit	3,082.4	2,434.8	647.6	26.6
Inventory	7,798.8	8,030.8	(232.0)	(2.9)
Land Building & Equipment	32,559.8	31,330.0	1,229.7	3.9
Others	2,148.9	2,517.2	(368.2)	(14.6)
<b>Total Assets</b>	<b>45,589.9</b>	<b>44,312.8</b>	<b>1,277.1</b>	<b>2.9</b>
Financial Debt	14,526.9	13,876.2	650.8	4.7
Account Payable	12,142.2	12,075.4	66.9	0.6
Others	2,623.0	2,659.6	(36.6)	(1.4)
<b>Total Liabilities</b>	<b>29,292.2</b>	<b>28,611.2</b>	<b>681.0</b>	<b>2.4</b>
Paid-Up Capital	13,151.2	12,329.3	821.9	6.7
Share Premium	646.3	646.3	-	-
Retain Earnings	2,500.2	2,726.0	(225.8)	(8.3)
<b>Total Equities</b>	<b>16,297.7</b>	<b>15,701.6</b>	<b>596.1</b>	<b>3.8</b>

# Agenda

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# Confidence index fell further in June



The Consumer Confidence Index (CCI) fell to 74.4 points from 75.6 points in the previous month, caused by economic problems and water shortages.

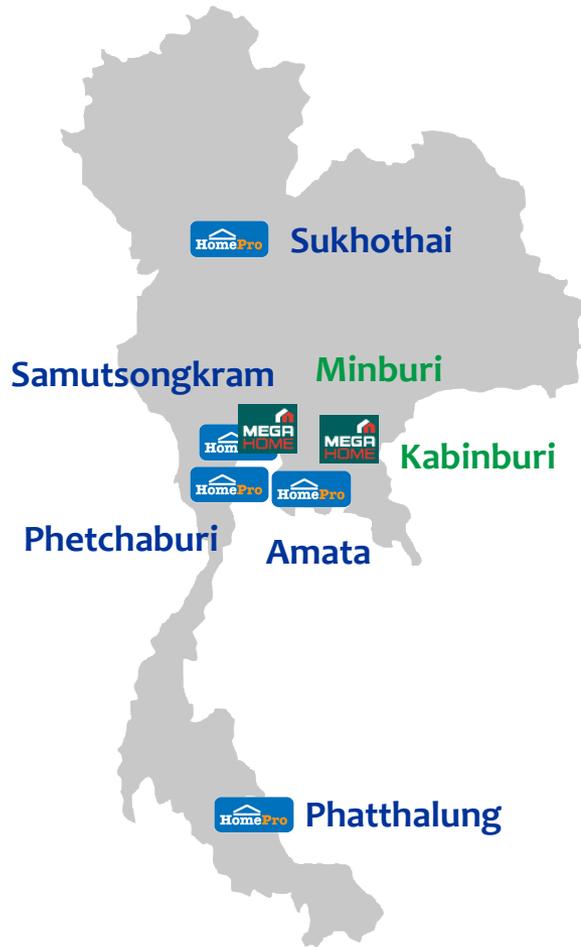
People remained worried about the pace of the economic recovery and low agricultural prices. Moreover, overall domestic purchasing has yet to recover.

Declining in consumer confidence over six months was a dangerous sign for the Thai economy and the government should speed up the disbursement of its budgets and implement job creation projects to increase purchasing power.



The main objective of the development and selection of private brand products is an adherence to build up value-added to customers. Therefore, the core element of private brand products is quality and worthiness. In addition to the Company's increase of variety of products, it had continued to develop and select products with quality to continuously provide worthiness to customers. To date, we have a total of 36 private brands and over 1,000 items.

# 2015 Store Expansion Plan



## 2015 No. of New stores

5

3

Quarter	Location	HomePro	MEGA HOME	Malaysia
1Q	Sukhothai	27 Feb		
	Kabinburi		1 May	
2Q	Samut Songkhram	15 May		
	Phetchaburi	12 Jun		
3Q	Phatthalung	10 Jul		
	Minburi		6 Aug	
	Amata	28 Aug		
4Q	Aranyaprathet		✓	

## Our stores in 2015

Region	HomePro	MEGA HOME	Malaysia
Greater Bangkok	21	2	
Upcountry	55	5	
Malaysia			1
<b>Total (stores)</b>	<b>76</b>	<b>7</b>	<b>1</b>

**โฮมโปร แคมเปญพิเศษ**  
**ทุกมิติ ชี้อบบงเข้าบ้าน**  
**ที่นี้ คู่มกว่า**  
**21 วัน 21 สาขา ลดสูงสุด 80%**

### ◀ HomePro Bangkok Sale

21 days 21 branches

16 July – 5 August

### ▼ HomePro Fair (@KhonKaen)

28 August – 6 September

**Anniversary** โฮมโปรฉลองครบรอบ 19 ปี  
 จัดจากใจ  
 เพื่อให้คุณได้  
 ดลองเต็มๆ  
 ลดสูงสุด  
**70%**

### ◀ 19th Anniversary

27 August –

23 September

**โฮมโปร แฟร์** HomePro FAIR  
**คุ้มตั้งแค้น!**  
 เพื่อน้องชาวขอนแก่น  
 ดลองครบรอบ 19 ปี  
 ลดจริง จัดเต็ม

ครั้งแรกกับงานสินค้าเพื่อบ้าน  
**10 วันเท่านั้น**  
 ลดสูงสุด **60%**



Q & A

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