



Opportunity Day | 1H'18 Results

August 14, 2018



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About HomePro



HomePro is the **leading home** improvement retailer in Thailand.



HomePro's products cover **40,000** items



HomePro operates **87** stores nationwide



HomePro provides complete service as **One Stop Shopping**



Agenda

- **1H'18 Financial Results**
- **Business Outlook**



Home Product Center Plc. : Operating HomePro in Thailand



HUA HIN
Market Village
ศูนย์การค้าฮั่วฮิน

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".

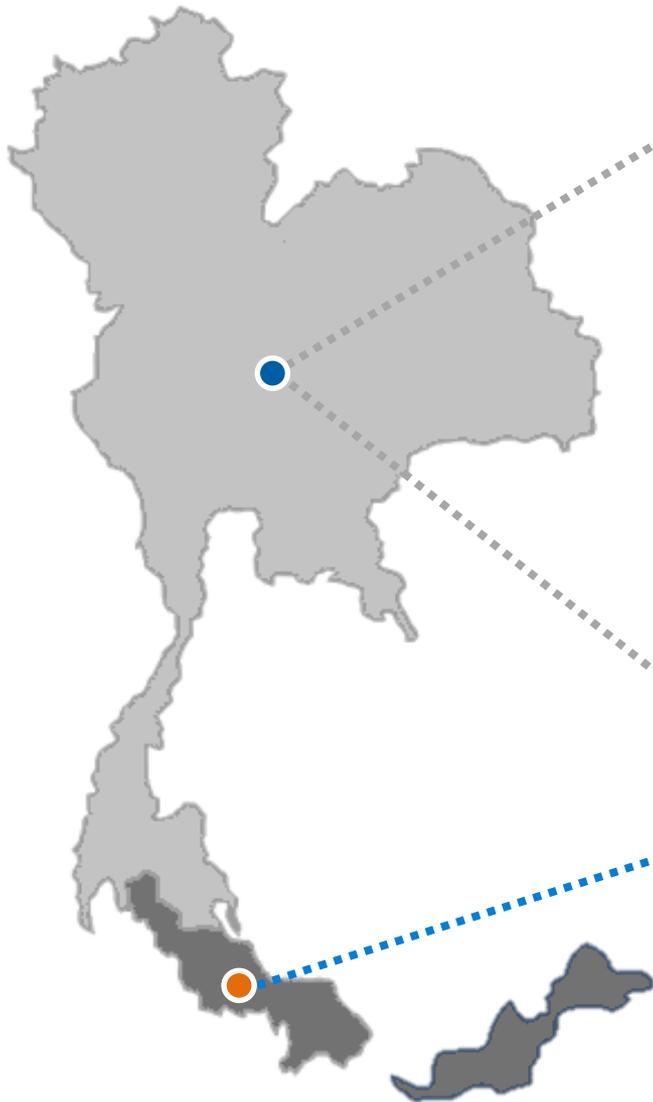


DC Service Center Co., Ltd.

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



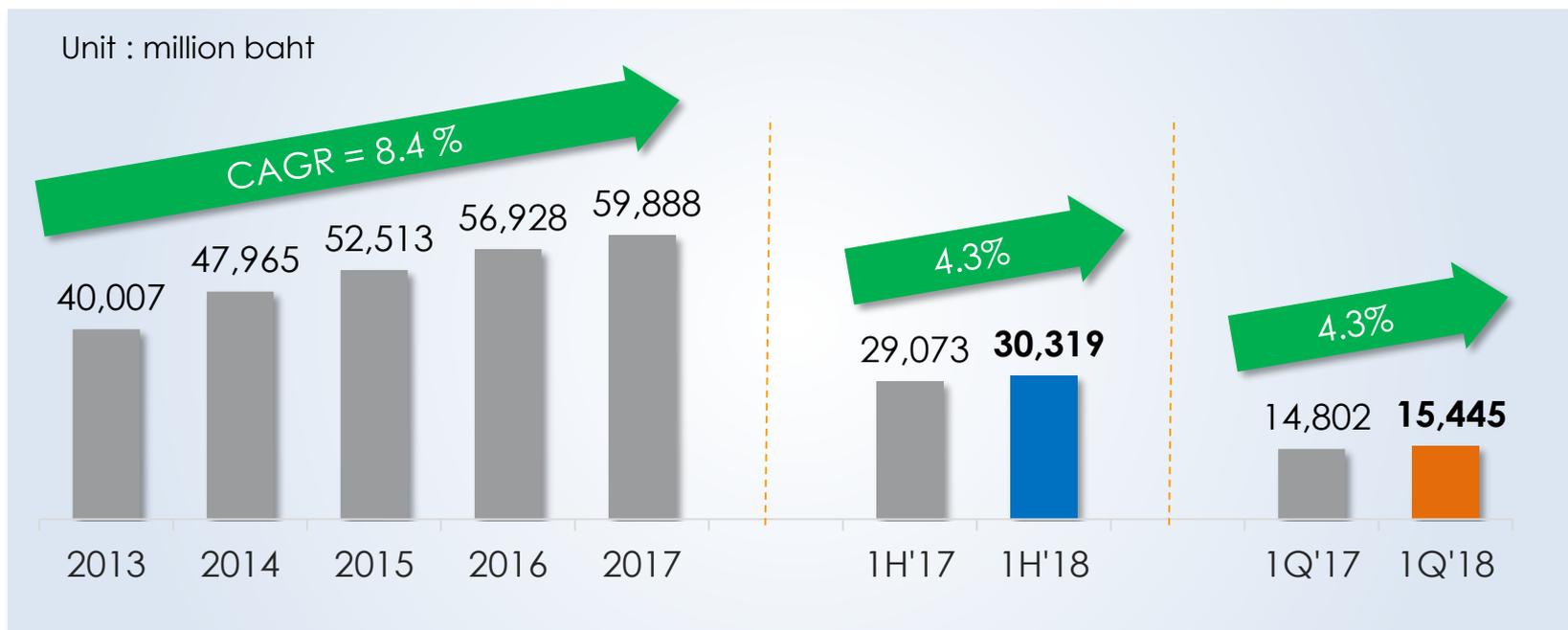
Store Footprint



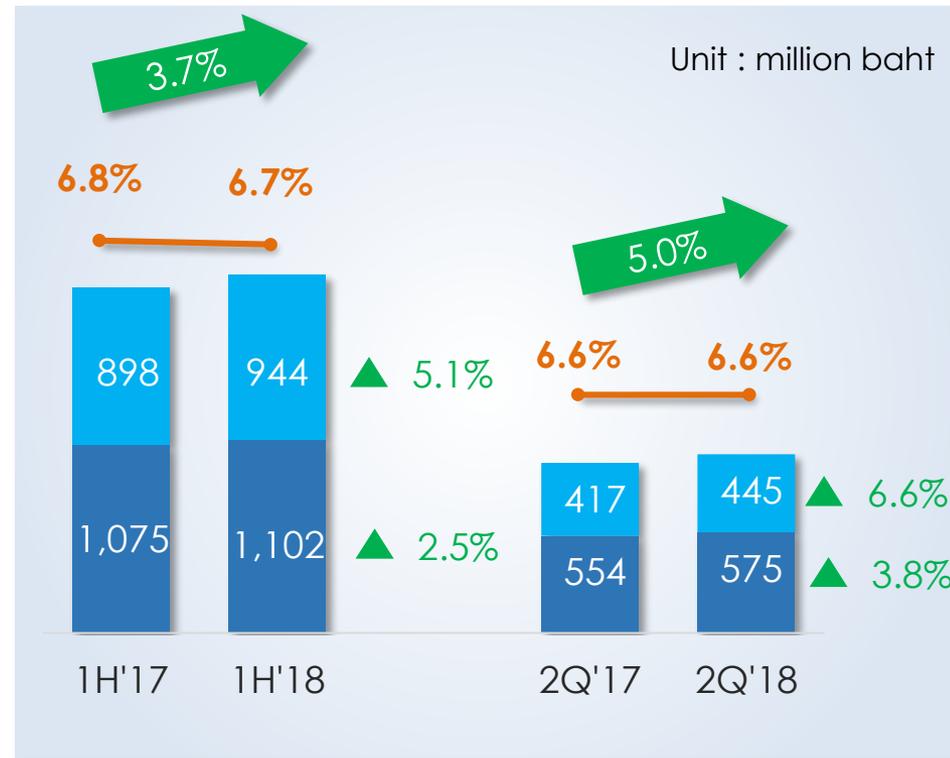
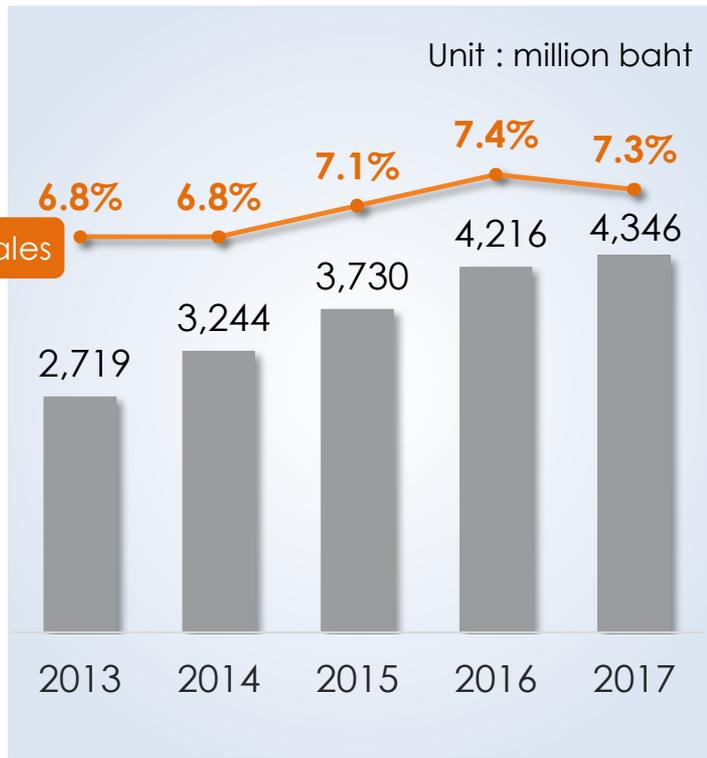
	Greater Bangkok : 26 stores Upcountry : 56 stores
	Greater Bangkok : 4 stores Upcountry : 1 store
	Greater Bangkok : 2 stores Upcountry : 10 stores
	Malaysia : 6 stores

Unit : MB

	1H'18	% of sales	1H'17	% of sales	Var	% change
Sales	30,319.4	100.0%	29,073.0	100.0%	1,246.4	4.3%
Other Income	2,045.7	6.7%	1,973.1	6.8%	72.6	3.7%
Total Revenue	32,365.1	106.7%	31,046.0	106.8%	1,319.0	4.2%
COGS	22,159.8	73.1%	21,513.9	74.0%	646.0	3.0%
SG&A	6,858.8	22.6%	6,621.4	22.8%	237.4	3.6%
Total Expenses	29,018.6	95.7%	28,135.3	96.8%	883.3	3.1%
EBIT	3,346.4	11.0%	2,910.8	10.0%	435.7	15.0%
Finance Cost	196.3	0.6%	234.5	0.8%	(38.3)	(16.3%)
Tax	589.1	1.9%	498.8	1.7%	90.3	18.1%
Net Profit	2,561.0	8.4%	2,177.4	7.5%	383.6	17.6%
Depreciation	1,518.4	5.0%	1,530.8	5.3%	(12.5)	(0.8%)
EBITDA	4,864.8	16.0%	4,441.6	15.3%	423.2	9.5%

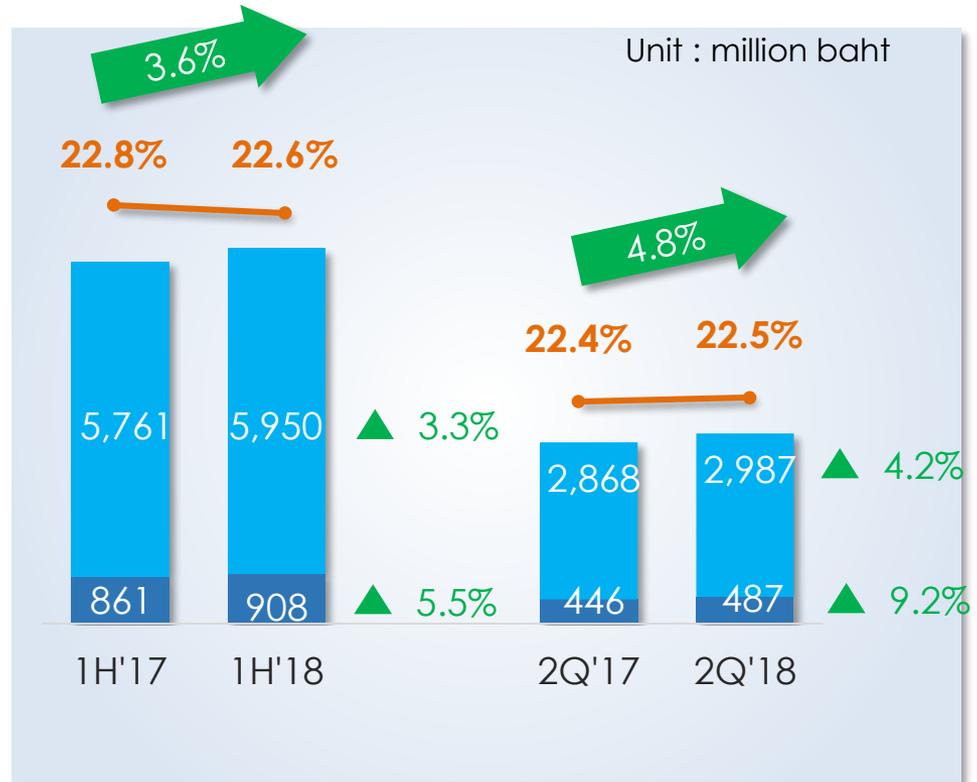


- Sales income was driven by same store sales growth of HomePro and HomePro in Malaysia as well as sales from new stores of HomePro, Mega Home, and HomePro in Malaysia which opened since second half of year 2017.



● Rent & Service ● Others ● % to Sales

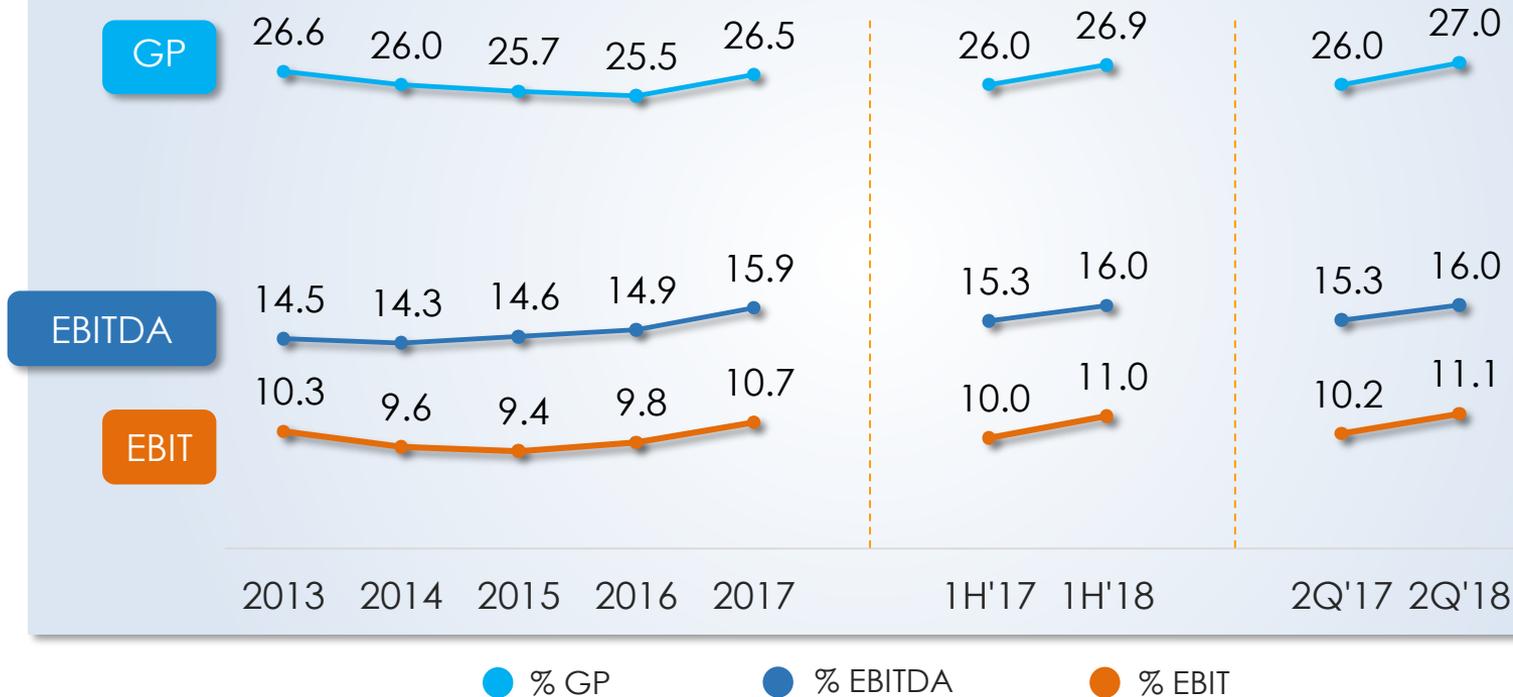
- Rental and service income was up from higher rental income from Market Village and leasable areas of HomePro's stores.
- Other income was up due to higher support fee of promotional activities with suppliers and service income under "Home Service" program.



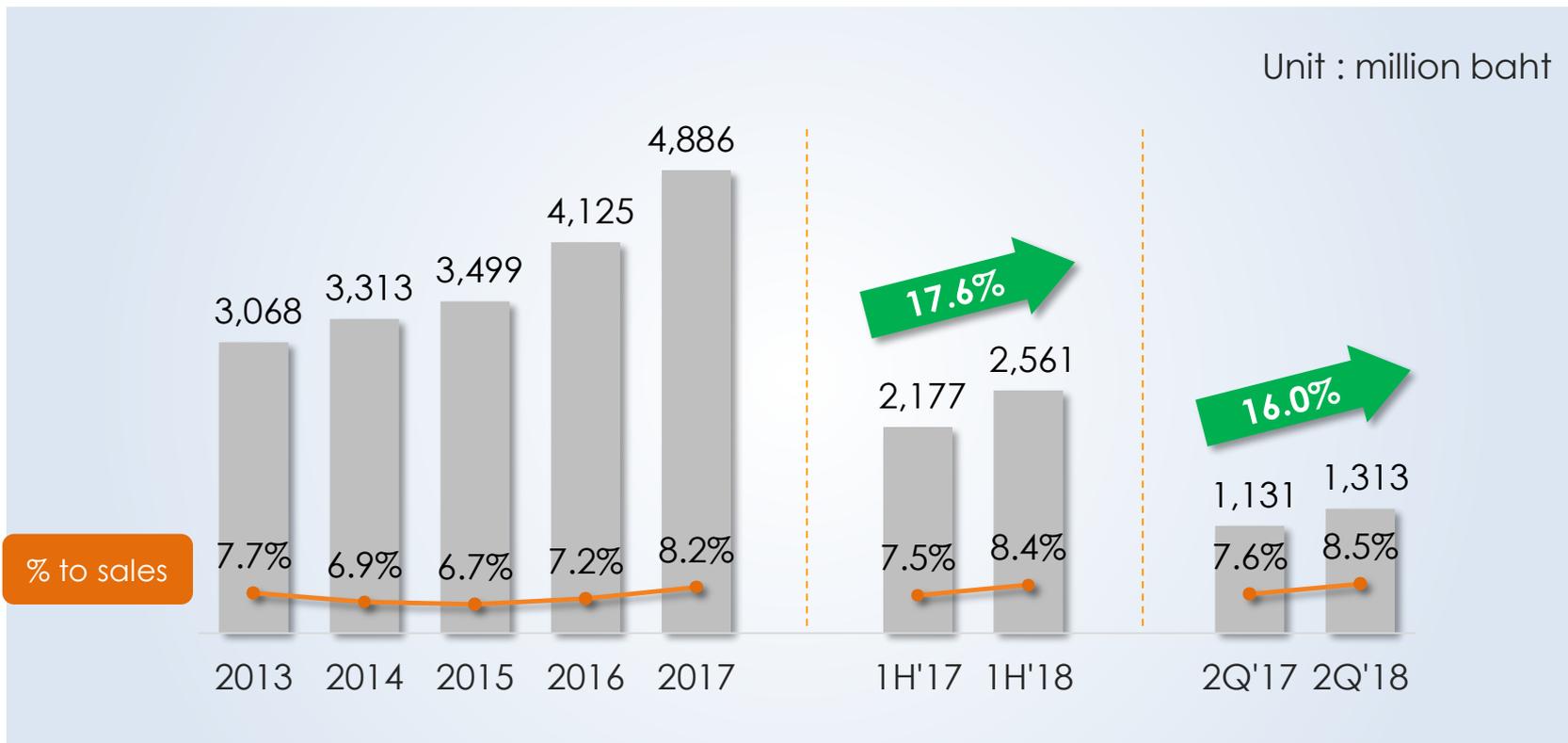
● Sales Related ● Admin Expense ● % to Sales

The amount increases were mainly driven by the rise in personnel expenses, cost of transportation, cost of services to customers, marketing expense and pre-operating expense for HomePro store at Kalapapruek which operated in June 29, 2018. In addition, SG&A as a percentage of sales has marginally increase from 22.39% in previous year to 22.49%.

Unit : % of Sales



Gross profit margin as a percentage of sales has increased from 25.99% in previous year to 26.99% due to change in product sales mix of both general merchandise and directly sourced private-label goods and improved product assortment planning .



FY	2013	2014	2015	2016	2017
EPS	0.25	0.25	0.27	0.31	0.37

1H'17	1H'18
0.17	0.19

2Q'17	2Q'18
0.09	0.10

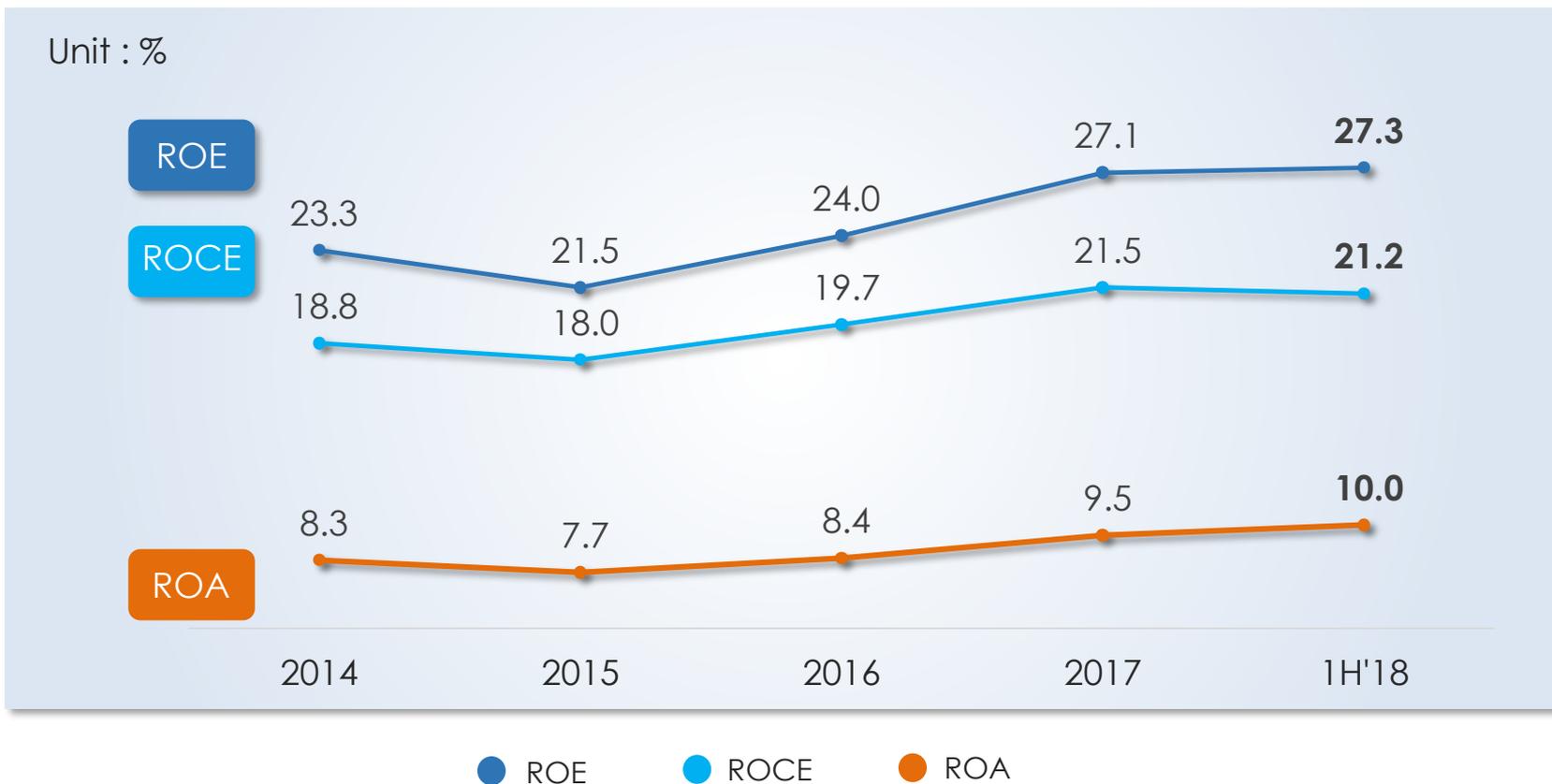
NPAT growth by 16.0% and its % to sales increased from 7.6% in 2Q'17 to 8.5% in 2Q'18. Earnings per share (**EPS**) were Baht 0.10 in 2Q'18, up 16.0% YoY.



Balance Sheet at a glance

Unit : million baht

	30 Jun 2018	30 Jun 2017	Var	% change
Cash & Deposit	3,916.39	2,504.91	1,411.48	56.3%
Inventory	9,598.52	10,342.99	(744.47)	-7.2%
Land Building & Equipment	35,358.62	35,351.06	7.56	0.0%
Others	2,776.07	2,750.38	25.69	0.9%
Total Assets	51,649.60	50,949.35	700.25	1.4%
Financial Debt	15,894.90	15,062.79	832.11	5.5%
Account Payable	13,895.01	14,084.93	(189.93)	-1.3%
Others	3,029.57	3,166.83	(137.26)	-4.3%
Total Liabilities	32,819.47	32,314.55	504.92	1.6%
Paid-Up Capital	13,151.20	13,151.20	-	0.0%
Share Premium	646.32	646.32	-	0.0%
Retain Earnings	5,032.60	4,837.27	195.33	4.0%
Total Equities	18,830.12	18,634.79	195.33	1.0%



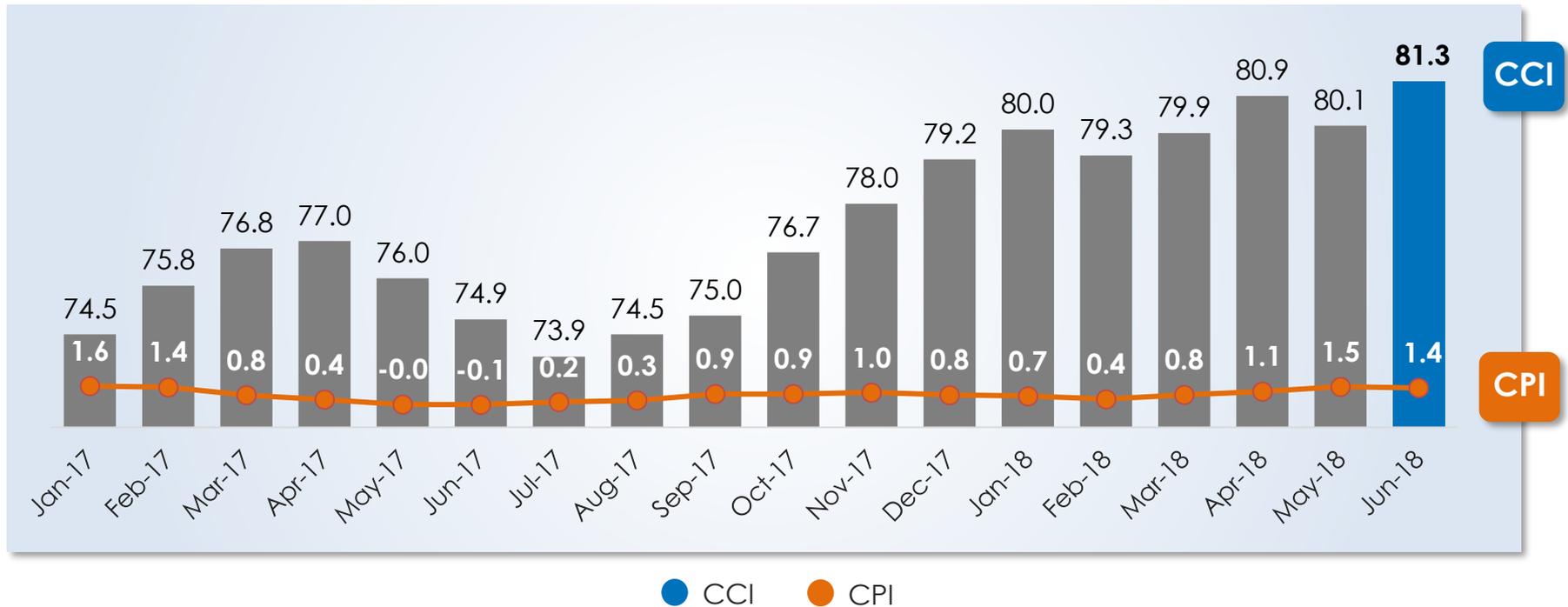


Agenda

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Consumer Confidence up in June



Thailand Consumer Confidence Index (CCI) in June rose to 81.3 after slipping to 80.1 in May. The increase in both export and tourism has built up consumers' confidence regarding the positive trend of Thai economy. Moreover, purchasing power in many parts of Thailand has improved, driven by the recovering farm prices.

Furthermore, consumers felt at ease about the oil prices after the government agreed to cap the diesel price at 30 baht per liter until the end of 2018. The lower fuel price will pull service and production costs lower.



Margin expansion through Private Label



Over **36** Private Brands



Quality **and** worthiness



Over **3,000** items



Continuous **development**



2018 Store Expansion Plan



2018 New stores

1

6

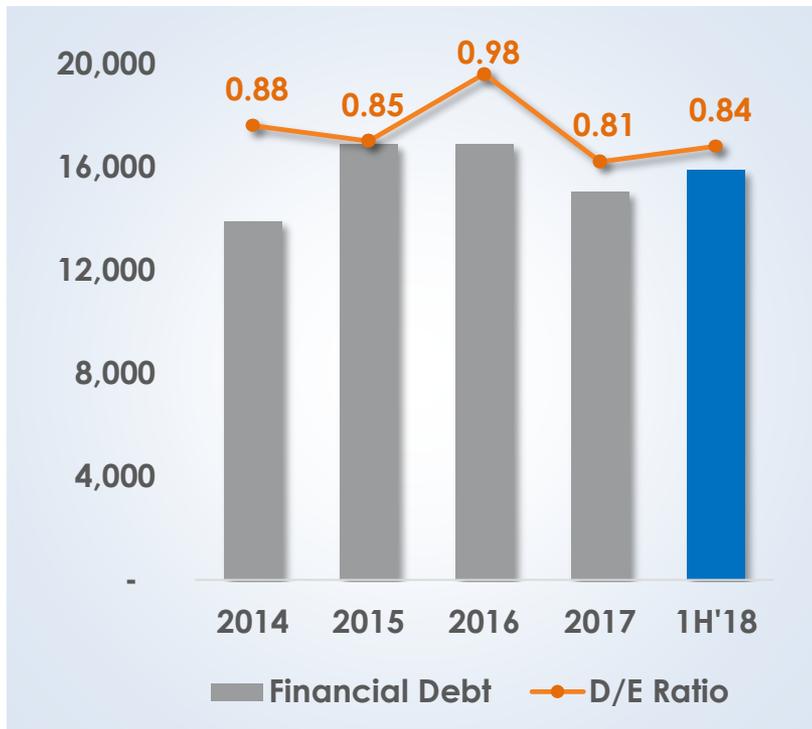
1Q	Paseo Kanchanaphisek	-	30 Mar	-	-
2Q	BigC Bang-Na	-	18 May	-	-
	Kanlapaphruek	29 Jun	-	-	-
2H		-	4	-	-

Our stores in 2018

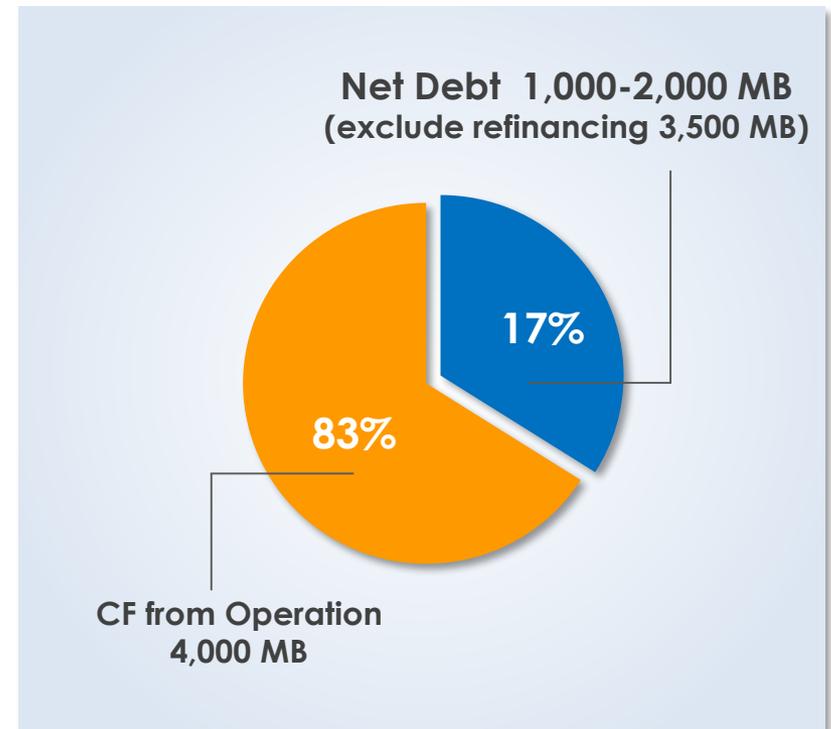
Total (stores)	82	9	12	6
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Financial D/E Ratio



Source of Fund 2018



HomePro FAIR 2018
LIVING & LIFESTYLE FAIR

โฮมโปรแฟร์

ช้อป กิน บิน ท้าย

งานแฟร์ เรื่องบ้าน ที่ทุกคนต้องมา

HomePro Fair #3 : 20 – 29 July 2018

HomePro FAIR 2018 โฮมโปรแฟร์

20-29 กรกฎาคม
เมืองทองธานี ฮอลล์ 5-8
20-29 กรกฎาคมที่เมืองทองธานี

ช้อป
รับฟรี
บัตรของขวัญ
โฮมโปร
มูลค่า
บัตรของขวัญ
45,000.-

บิน
บินสุดพิเศษและอร่อย
ตั้งแต่เริ่มต้น
จนถึงปลายทาง
จากสนามบิน

โฮมโปร ฉลอง 22 ปี

ช้อปสะดวกไม่มีสะดุด คุ่มสุดๆ ทุกสาขาทั่วไทย

ลดสูงสุด 70%*

ช้อปคุ่มที่สาขา...ช้อปครบรับฟรี+รับเพิ่ม

รับฟรี! บัตรของขวัญมูลค่าสูงสุด 42,000.-*
บัตรของขวัญมูลค่าสูงสุดเท่าที่บัตรสามารถรับได้

รับเพิ่ม
เครดิตเงินคืนสูงสุด 220,000.-*
เมื่อใช้บัตรของขวัญ

ช้อปคุ่ม 2 ต่อ
รับดูของลดท้ายในเสร็จ
จบมูลค่า 444.-*
เมื่อใช้บัตรของขวัญชำระยอดนี้

ช้อปคุ่มเขียว
สแกนเลย!!

2 ส.ค. - 2 ก.ย. 61
ที่โฮมโปร ทุกสาขา
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The Power by HomePro



Q & A

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