



Opportunity Day | 2020 Results

March 19, 2021



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About HomePro



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



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



HomePro operates **95** stores nationwide



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



Agenda

- 2020 Financial Results
- Business Outlook



Corporate Group Structure



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".

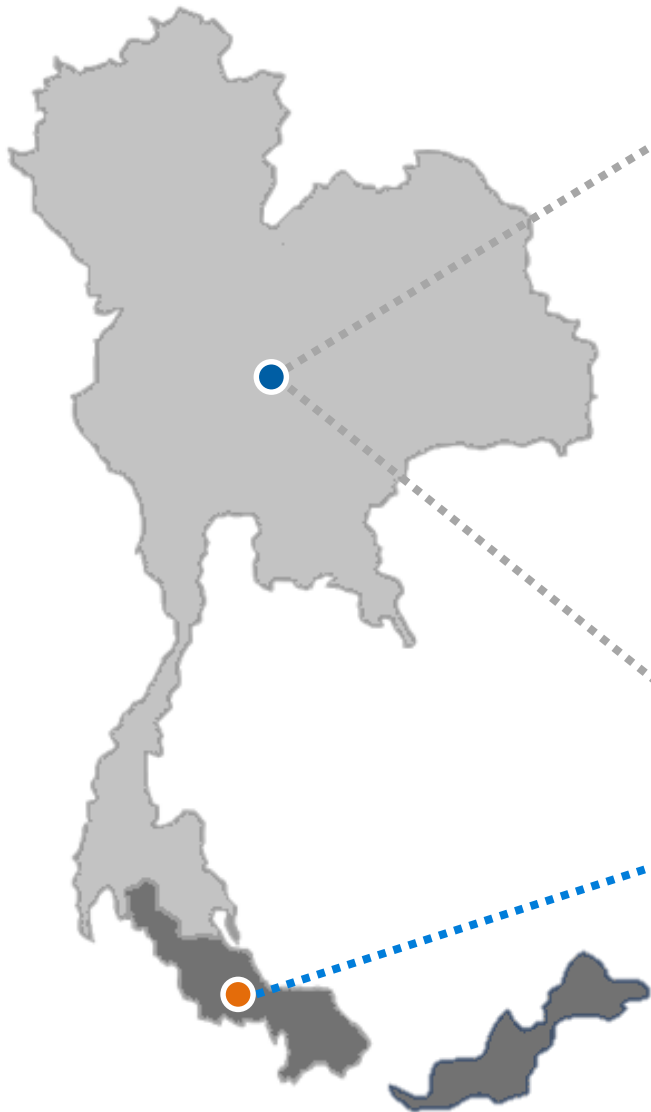


DC Service Center Co., Ltd.

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



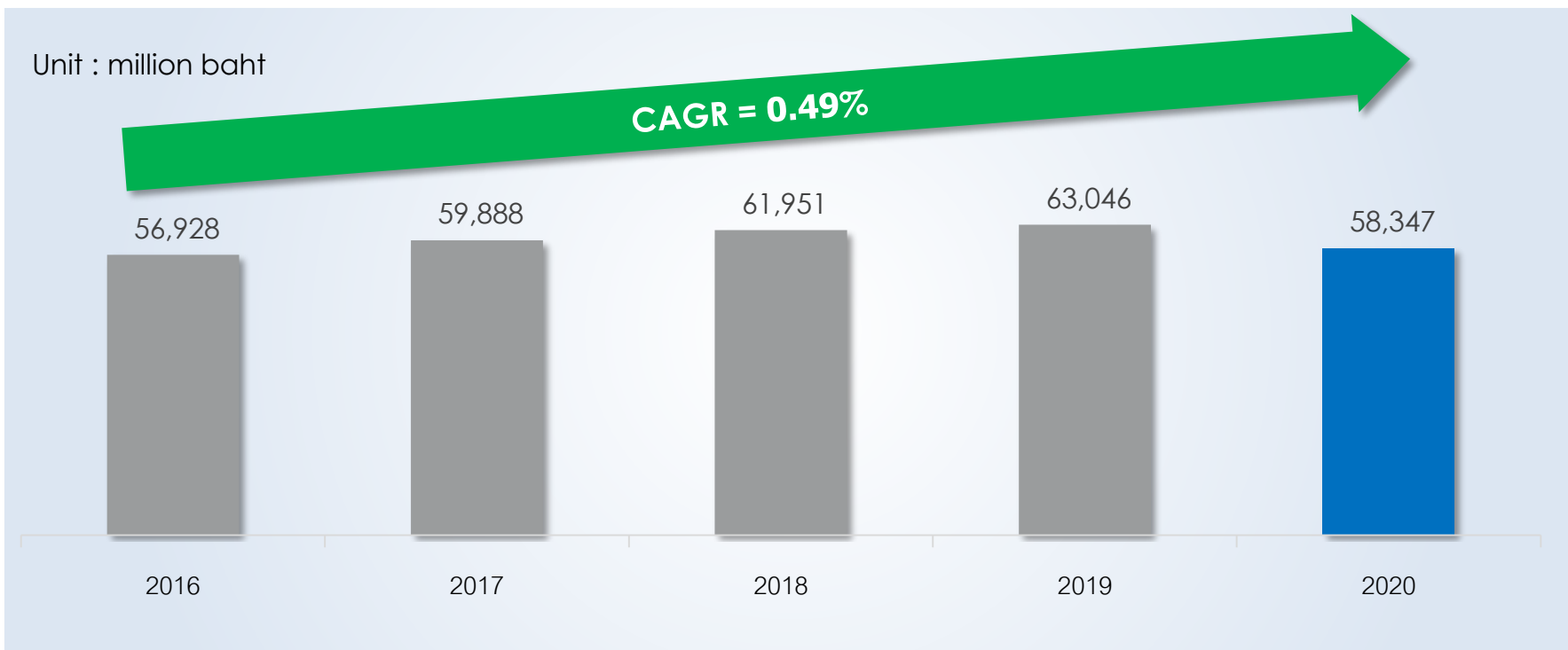
Store Footprint



	Greater Bangkok : 29 stores Upcountry : 57 stores
	Greater Bangkok : 8 stores Upcountry : 1 store
	Greater Bangkok : 3 stores Upcountry : 11 stores
	Malaysia : 6 stores

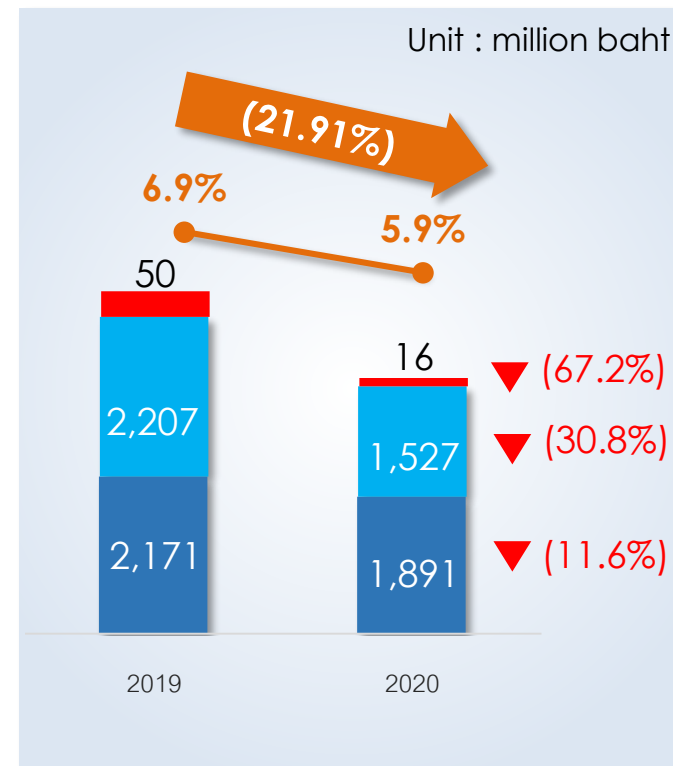
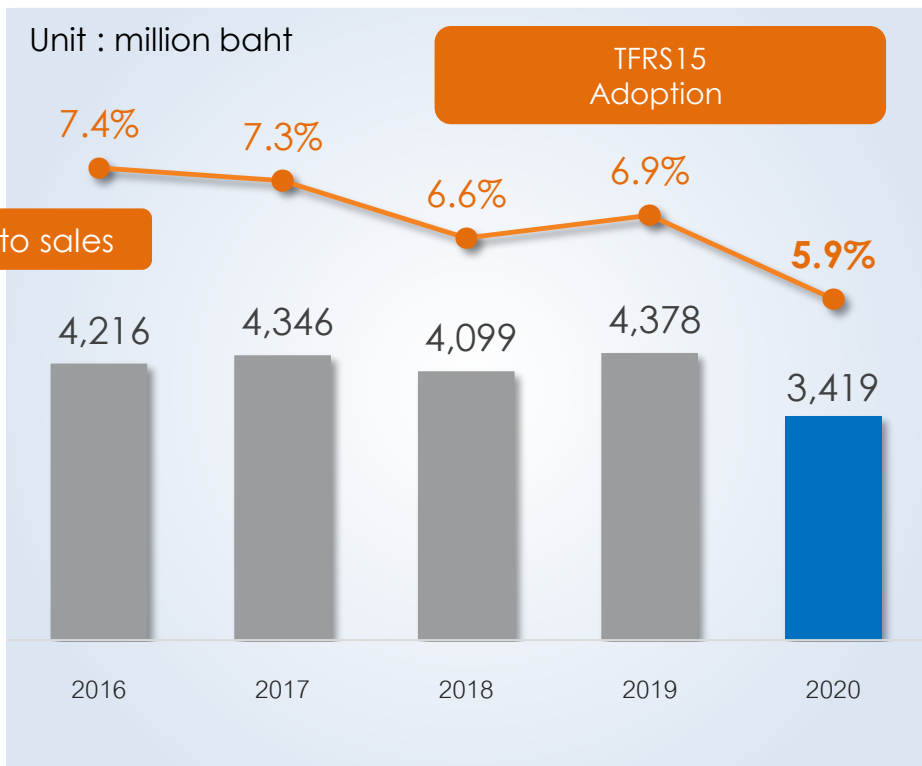
Unit : MB

	2020	% of sales	2019	% of sales	Var	% change
Revenue from contracts with customers	58,346.8	100.0%	63,046.2	100.0%	(4,699.5)	(7.5%)
Rental Income	1,527.2	2.6%	2,207.1	3.5%	(679.9)	(30.8%)
Other Income	1,875.1	3.2%	2,120.4	3.4%	(245.3)	(11.6%)
Total Revenue	61,749.0	105.8%	67,373.7	106.9%	(5,624.7)	(8.3%)
Cost of sales and service	43,566.5	74.7%	46,824.9	74.3%	(3,258.4)	(7.0%)
Gross profit	14,780.3	25.3%	16,221.3	25.7%	(1,441.0)	(8.9%)
Cost of Rental	553.6	0.9%	645.1	1.0%	(91.4)	(14.2%)
Total Expenses	10,996.5	18.8%	11,944.9	18.9%	(948.4)	(7.9%)
EBIT	6,632.4	11.4%	7,958.9	12.6%	(1,326.5)	(16.7%)
Financial Income	16.4	0.0%	50.2	0.1%	(33.7)	(67.2%)
Financial Cost	458.8	0.8%	405.5	0.6%	53.3	13.2%
Tax	1,035.4	1.8%	1,427.0	2.3%	(391.6)	(27.4%)
Net Profit	5,154.7	8.8%	6,176.6	9.8%	(1,021.9)	(16.5%)
Depreciation	3,181.7	5.5%	2,942.0	4.7%	239.7	8.1%
EBITDA	9,814.1	16.8%	10,900.9	17.3%	(1,086.8)	(10.0%)



- Sales in 2020 has declined resulted from the store closure in Thailand and Malaysia during lockdown period mainly in Q2 to comply with local regulatory.

*Service Income (Home Service) was included since 2018

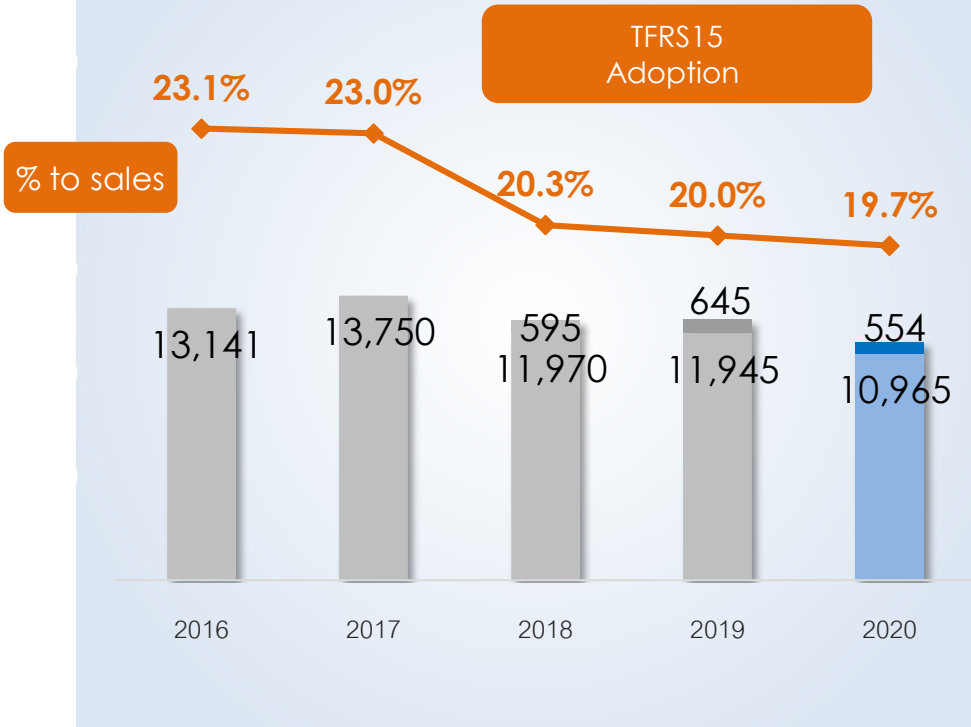


● Rent & Service
 ● Others
 ● Finance Income
 ● % to Sales

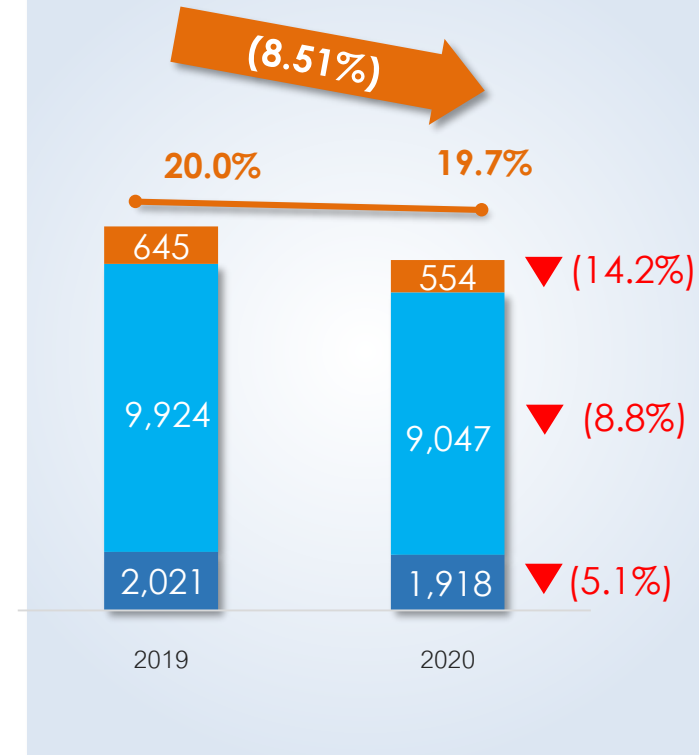
- Rental and service income decreased from the closure of leasable space in HomePro and Market Village, during which the Company has lowered or suspended the rent for tenants, and the cancellation of HomePro Expo event in the first quarter of 2020
- Other income declined in relation to the lower-level of promotional activities with vendors both in stores and for HomePro Expo event as well as lower interest income

*Include finance income

Unit : million baht



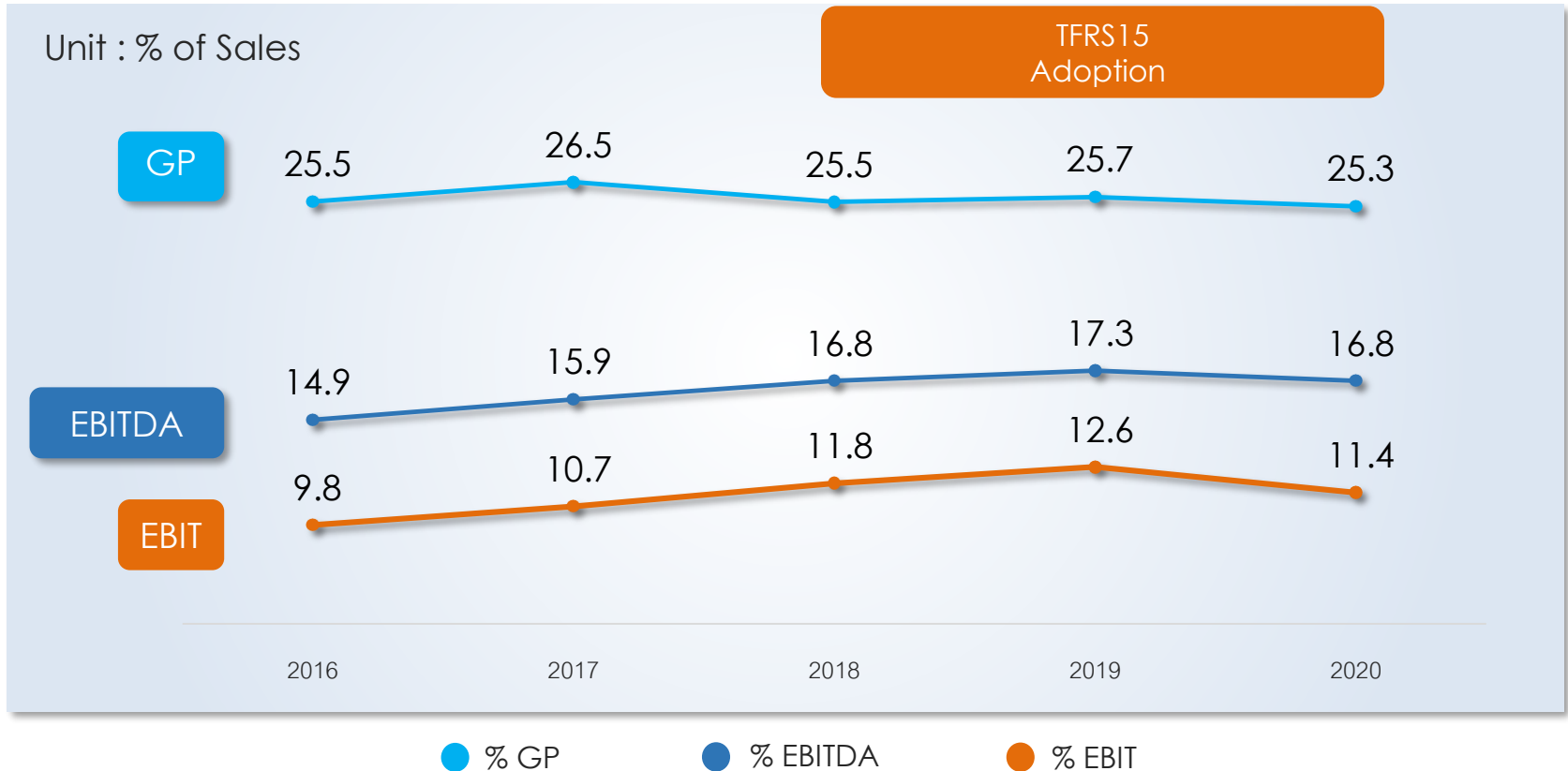
Unit : million baht



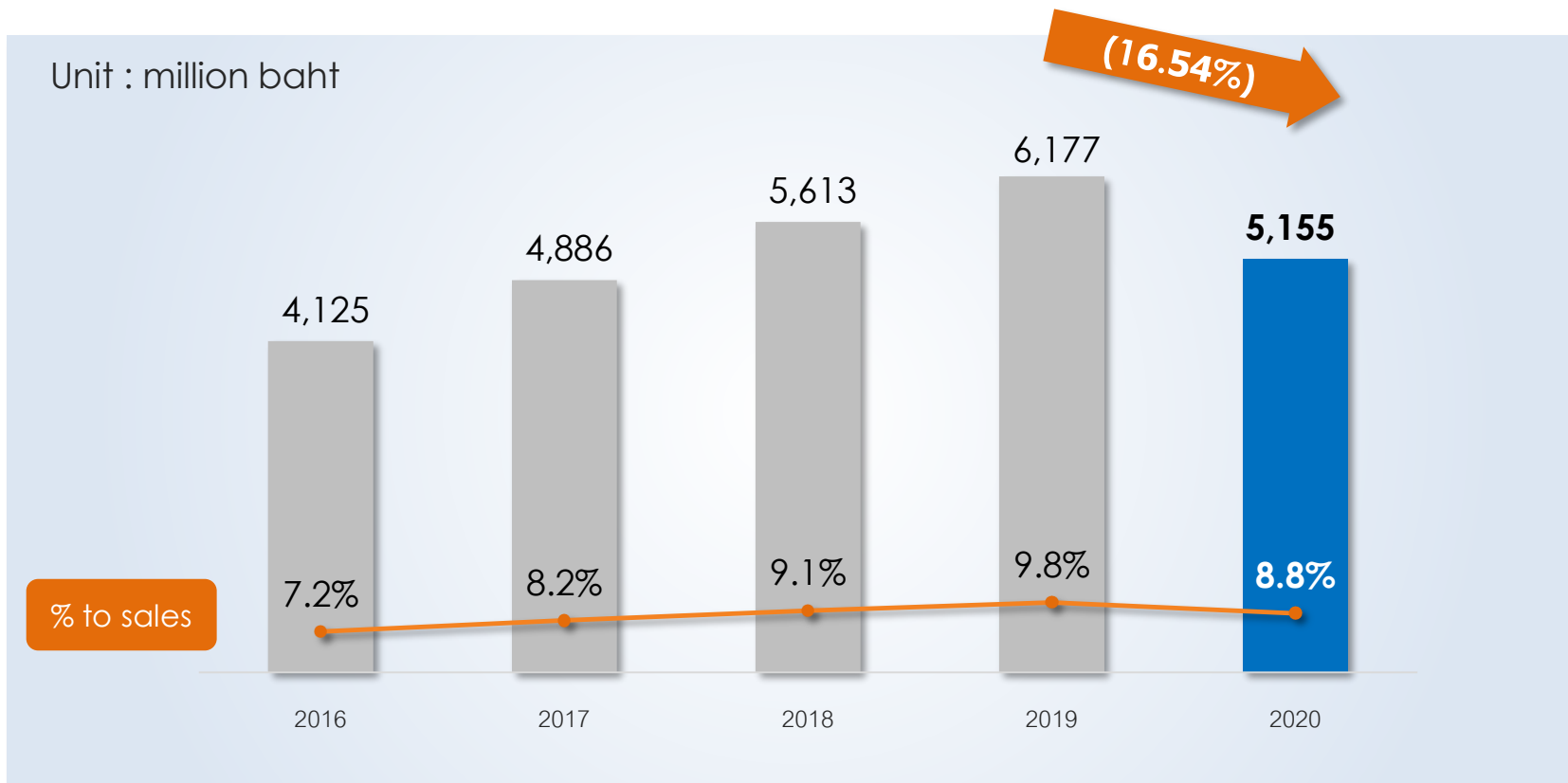
● Sales Related
 ● Cost of Rental
 ● Admin Expense
 ● % to Sales

- The amount decreases in SG&A from the cancellation of HomePro Expo event, along with lower variable and fixed expenses. Variable expenses are adjusted downwards based on sales. In addition, fixed expense was reduced following to the number of stores-closing days. As a result, SG&A as a percentage of sales was reduced from 18.95% in 2019 to 18.79% in 2020
- Cost of Rental decreased due to lower utility costs, depreciation expense, maintenance cost, and outsourced labor cost of space rental business.

* Cost of Rental Business was included in 2018-2020



Gross profit margin as a percentage of sales has decreased from 25.73% in 2019 to 25.28% in 2020 due to an increase of sales mix from home appliances that have lower gross profit margin than the average of Homepro business.



FY	2016	2017	2018	2019	2020
EPS	0.31	0.37	0.43	0.47	0.39

NPAT in 2020 declined by 16.54% and NPAT as a percentage of sales decreased from 9.80 % in 2019 to 8.83% in 2020. Earnings per share (EPS) were Baht 0.39 in 2020, down 16.54% YoY mainly as a results of store closure in Q2.

Balance Sheet at a glance

Unit : million baht

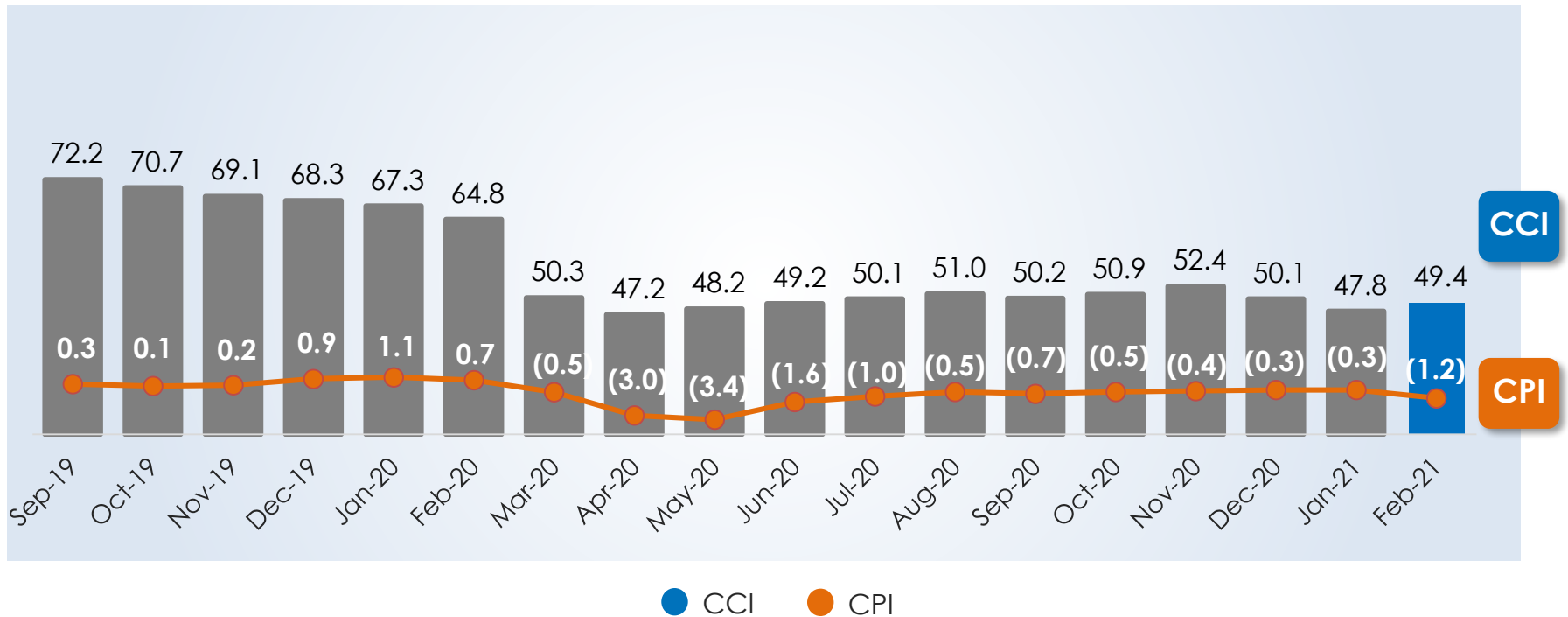
	30 Dec 2020	31 Dec 2019	Var	% change
Cash & Deposit	3,282.7	2,860.0	422.7	14.8%
Inventory	10,344.6	10,421.3	(76.7)	(0.7%)
Land Building & Equipment	39,225.3	35,710.6	3,514.7	9.8%
Others	3,238.2	3,057.1	181.1	5.9%
Total Assets	56,090.8	52,049.0	4,041.8	7.8%
Financial Debt*	18,002.1	13,388.2	4,613.9	34.5%
Account Payable	13,050.3	14,069.1	(1,018.8)	(7.2%)
Others	3,473.1	3,453.6	19.6	0.6%
Total Liabilities	34,525.5	30,910.9	3,614.7	11.7%
Paid-Up Capital	13,151.2	13,151.2	-	-
Share Premium	646.3	646.3	-	-
Retain Earnings	7,767.7	7,340.6	427.2	5.8%
Total Equities	21,565.2	21,138.1	427.2	2.0%

*Included impact of TFRS16 on lease liabilities of 4,373.30 million baht



Agenda

- 2020 Financial Results
- Business Outlook



Consumer sentiment picked up for the first time in three months in February, boosted by the government's economic stimulus measures and the promise of mass distribution of Covid-19 vaccines. The University of the Thai Chamber of Commerce (UTCC) reported on Thursday the consumer confidence index rose to 49.4 in February from 47.8 in January, following readings of 50.1 in December and 52.4 in November. Thanavath Phonvichai, UTCC's president, said consumers felt less concerned about the pandemic after Thailand began inoculations late last month, while the government's economic stimulus packages, especially the Rao Chana (We Win) financial relief scheme, helped boost consumer spending.

- Tax deductions of up to 30,000 Baht for purchasing products and services
- Vatable Goods & Service: Except for alcoholic beverages, tobacco products, government lotteries, fuel, accommodation services and flight tickets
- Period: 23 October – 31 December, 2020

Shopping for the Nation

Year	2015	2016	2017	2018-2019
Period	25 - 31 Dec	11 Nov - 3 Dec	11 Nov - 3 Dec	15 Dec - 16 Jan (For OTOP, Book, tire)
Amount	← 15,000 Baht →			

Shop and Payback

At HomePro Online
23 Oct 2020 - 31 Dec 2020

*Find more information at Online promotion.





Margin expansion through Private Label



Over **36** Private Brands



Quality **and** worthiness



Over **5,000** items



Continuous **development**



2021 Store Expansion Plan



2021 New stores

1 - - 1

1Q	-	-	-	1
2H	1	-	-	-

Our stores in 2021

Total (stores)	87	9	14	7
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2020



Board of Directors have approved the investment of **HOME PRODUCT CENTER VIETNAM COMPANY LIMITED** to operate retail business in Vietnam.

2021



Preparation for license, set up support systems for headquarter.



Aim to operate the business both online and offline



■ AGM Update

XM : 9 March 2021

AGM : 8 April 2021

Type : Electronics meeting



■ Dividend

On 24 Feb 2021 the Board proposed to pay cash dividend at the rate of Baht 0.20 per share subject to shareholders approval on 8 April 2021.

XD : 22 April 2021

Payment date : 6 May 2021



Q & A

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