



SET Opportunity Day | 1Q'22 Result

May 6, 2022



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About HomePro



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



HomePro's products cover **50,000** items



HomePro operates **93** stores nationwide



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



Agenda

- **1Q'22 Financial Results**

- **Business Outlook**
- **Sustainability Development**



Home Product Center Plc. : Operating HomePro in Thailand



Mega Home Center Co., Ltd.

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



Home Product Center (Malaysia) Sdn. Bhd.

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



Market Village Co., Ltd.

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



DC Service Center Co., Ltd.

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



Home Product Center (Vietnam) Co., Ltd.

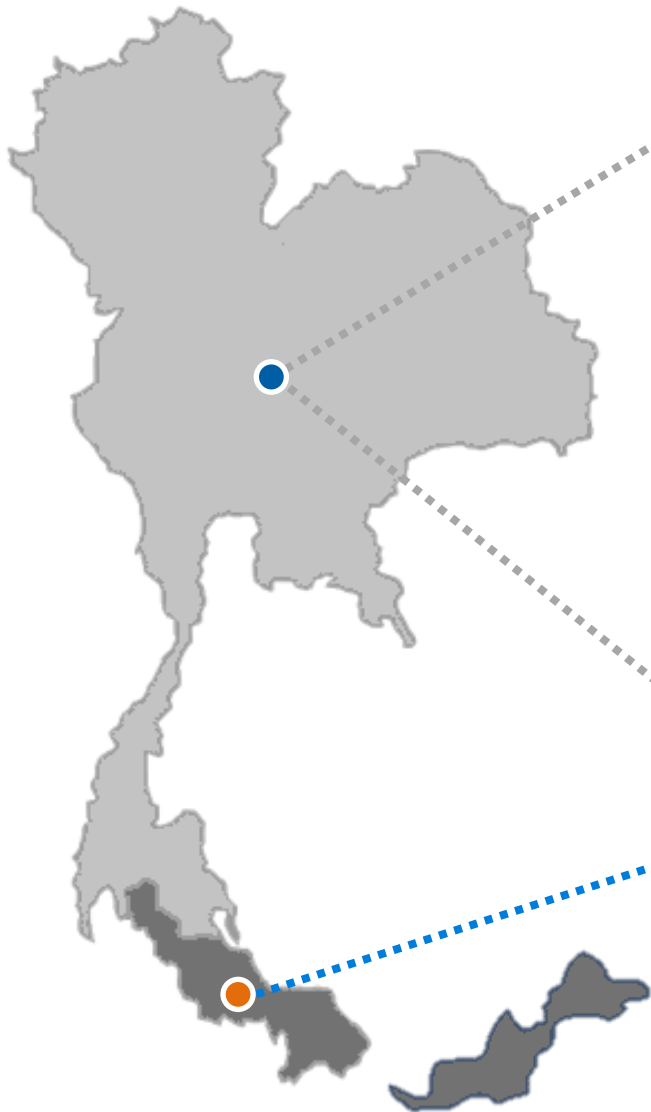
Objective to operate a retail business in Vietnam
Holds 100% of total shares






30% equity acquisition in **OneStockHome Co., Ltd.** which is an online building and decorative materials selling with one-stop services offered to customers in construction material industry



Store Footprint



	Greater Bangkok : 30 stores Upcountry : 57 stores
	Greater Bangkok : 5 stores Upcountry : 1 stores
	Greater Bangkok : 3 stores Upcountry : 11 stores
	Malaysia : 7 stores

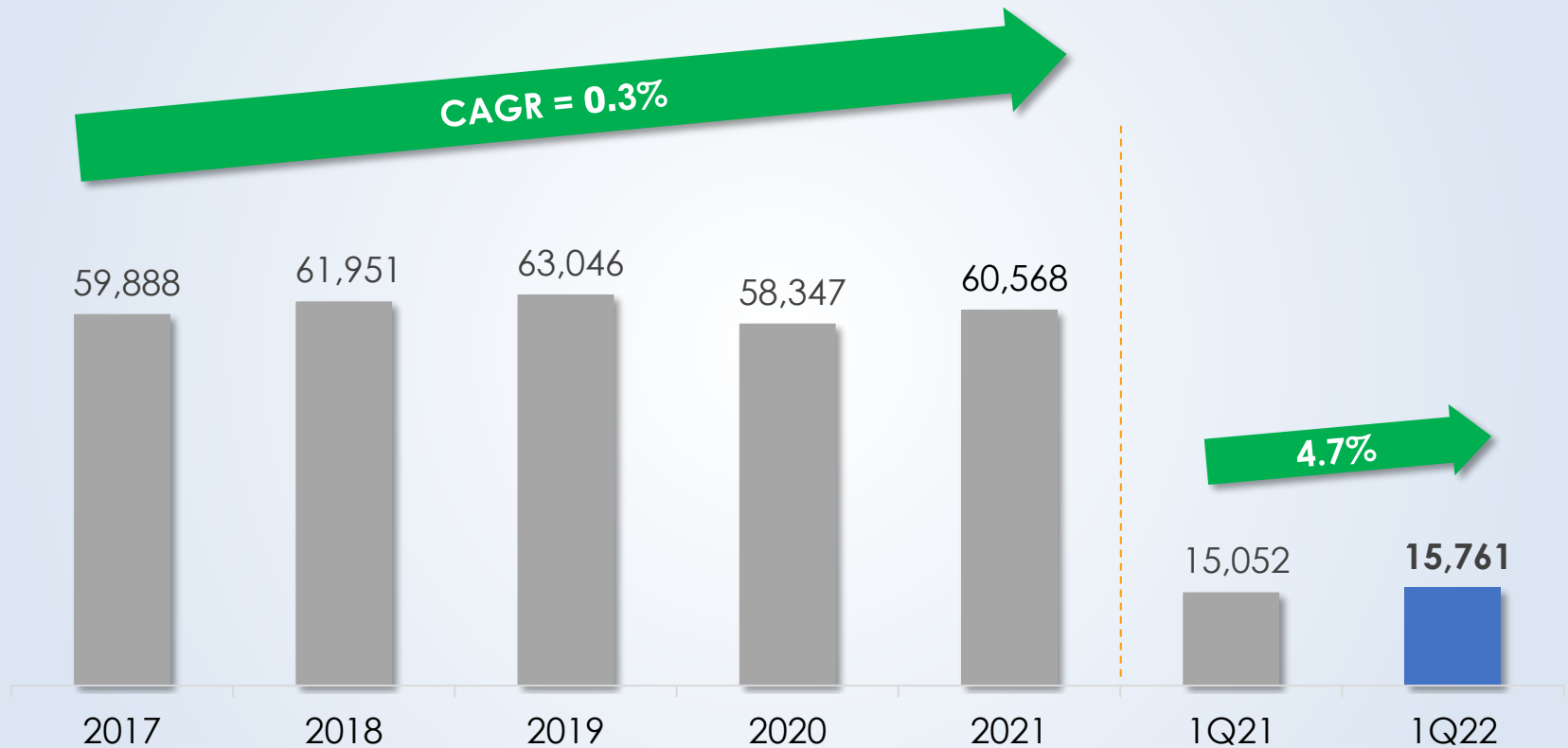
Unit : million Baht

	1Q'2022	% of sales	1Q'2021	% of sales	Var	% change
Revenue from contracts with customers	15,760.94	100.00	15,052.41	100.00	708.53	4.71
Rental Income	410.91	2.61	324.55	2.16	86.36	26.61
Other Income	500.68	3.18	455.61	3.03	45.07	9.89
Total Revenue	16,672.52	105.78	15,832.56	105.18	839.96	5.31
Cost of sales and service	11,664.28	74.01	11,179.18	74.27	485.11	4.34
Gross profit	4,096.65	25.99	3,873.23	25.73	223.42	5.77
Cost of Rental	155.26	0.99	162.68	1.08	(7.42)	(4.56)
Selling and Administrative Expenses	2,869.83	18.21	2,693.23	17.89	176.60	6.56
EBIT	1,983.14	12.58	1,797.48	11.94	185.66	10.33
Financial Income	1.94	0.01	2.83	0.02	(0.89)	(31.36)
Financial Cost	93.65	0.59	106.75	0.71	(13.10)	(12.27)
Tax	380.49	2.41	331.08	2.20	49.40	14.92
Net Profit	1,510.95	9.59	1,362.47	9.05	148.48	10.90
Depreciation	772.96	4.90	800.38	5.32	(27.43)	(3.43)
EBITDA	2,756.10	17.49	2,597.86	17.26	158.24	6.09



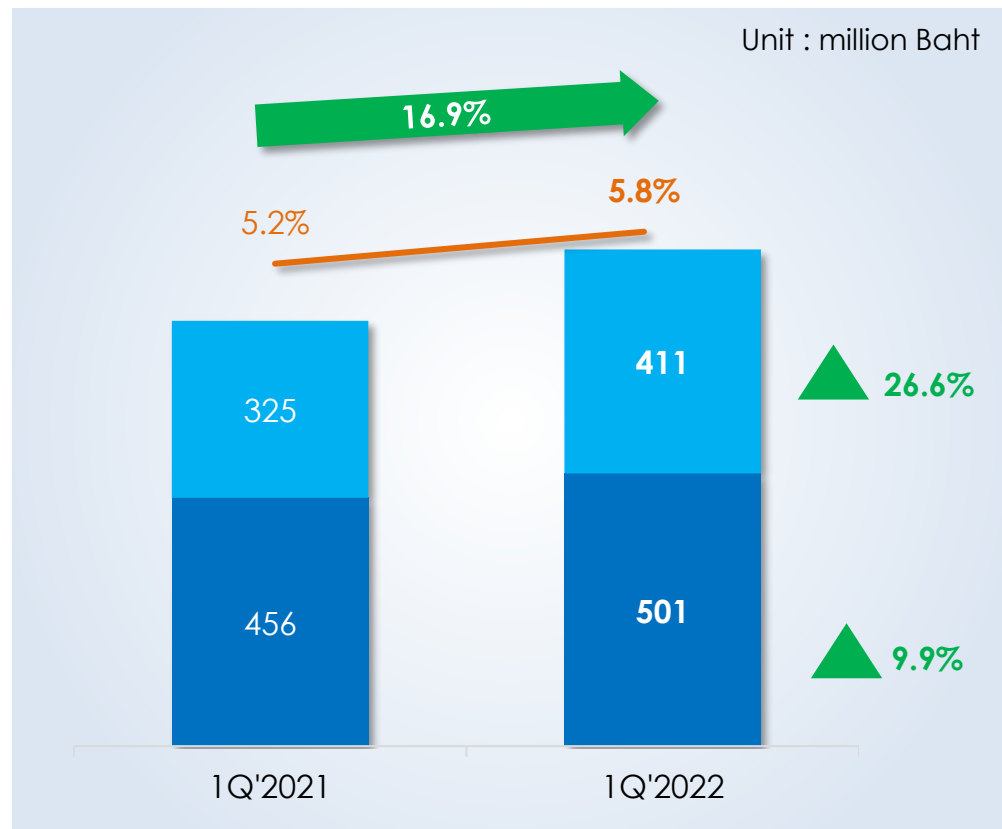
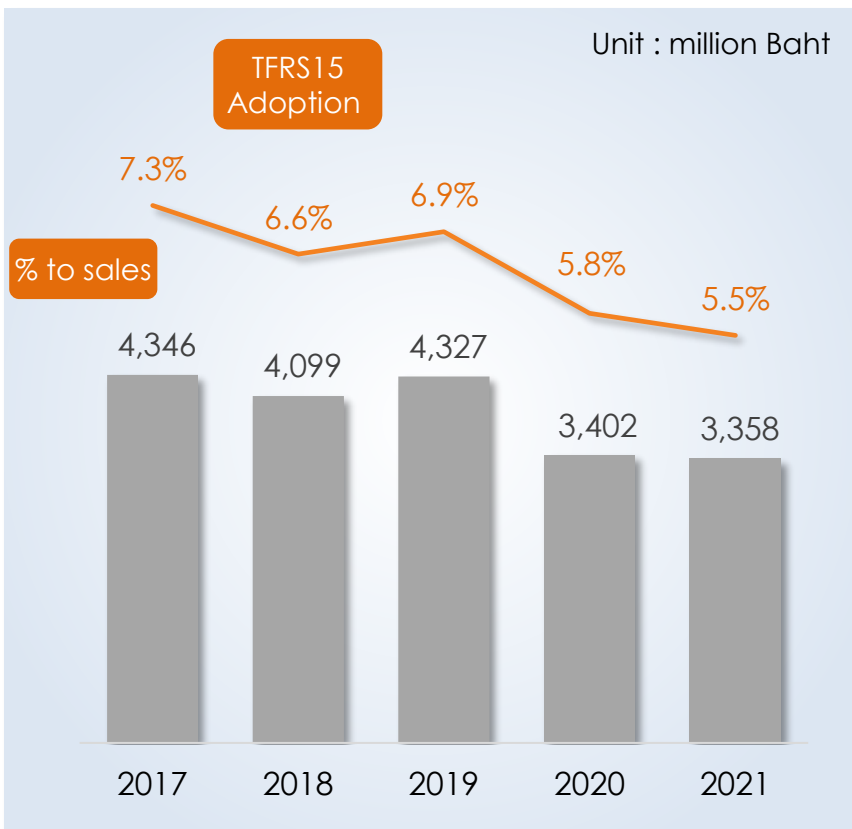
Sustainable Sales Growth

Unit : million baht



- In 1Q'2022, the revenue from contracts with customers which comprised of product sales revenue and service income of Home Service increased by 4.7%.

Other Income

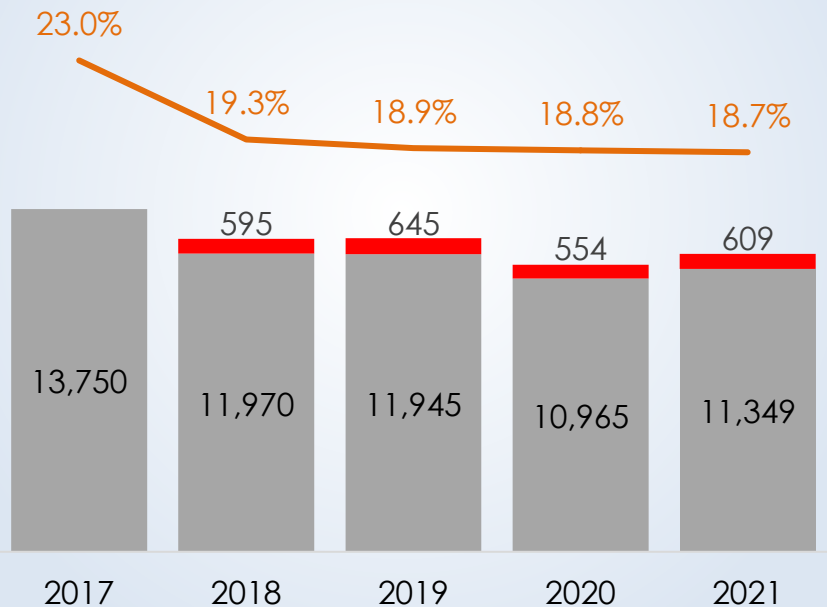


● Rental Income ● Other ● % to Sales

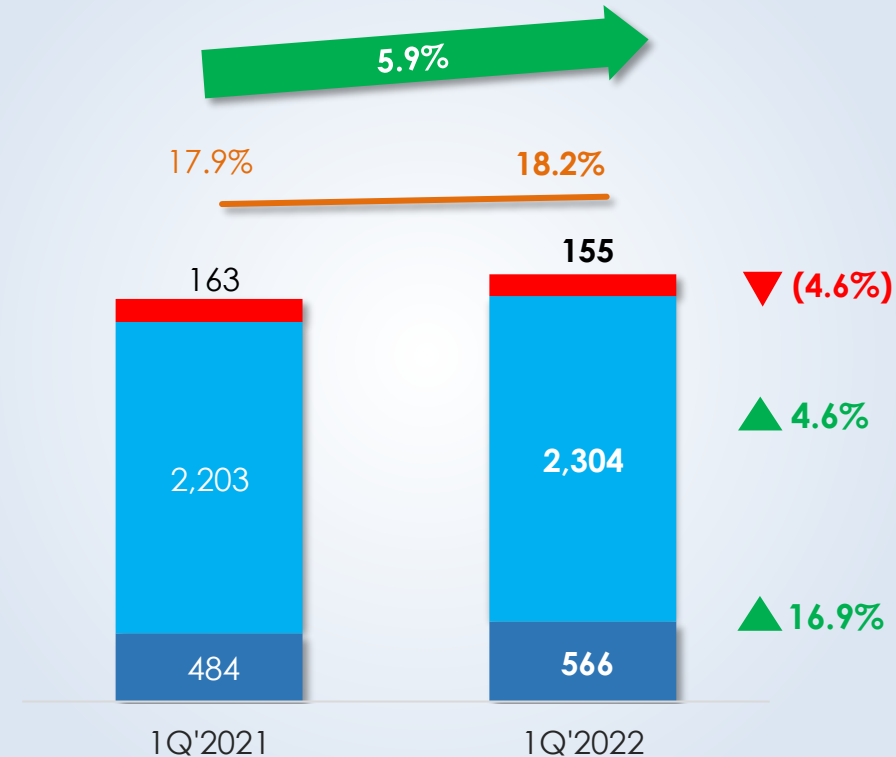
- Rental income has been increased by the following reasons. Promotional activities of Homepro Electric Expo. More rental income from leasable space of Homepro stores and Market Village, compared to the same period last year that the Company has lowered or waived rental fees for tenants. Moreover, there was rental income realization of new store of Homepro at Bangna Km.1, which has been operated since the fourth quarter of 2021.
- Other income increased in relation to the increasing promotional activities with vendors in both at stores and online channels.

Unit : million Baht

TFRS15
Adoption



Unit : million Baht



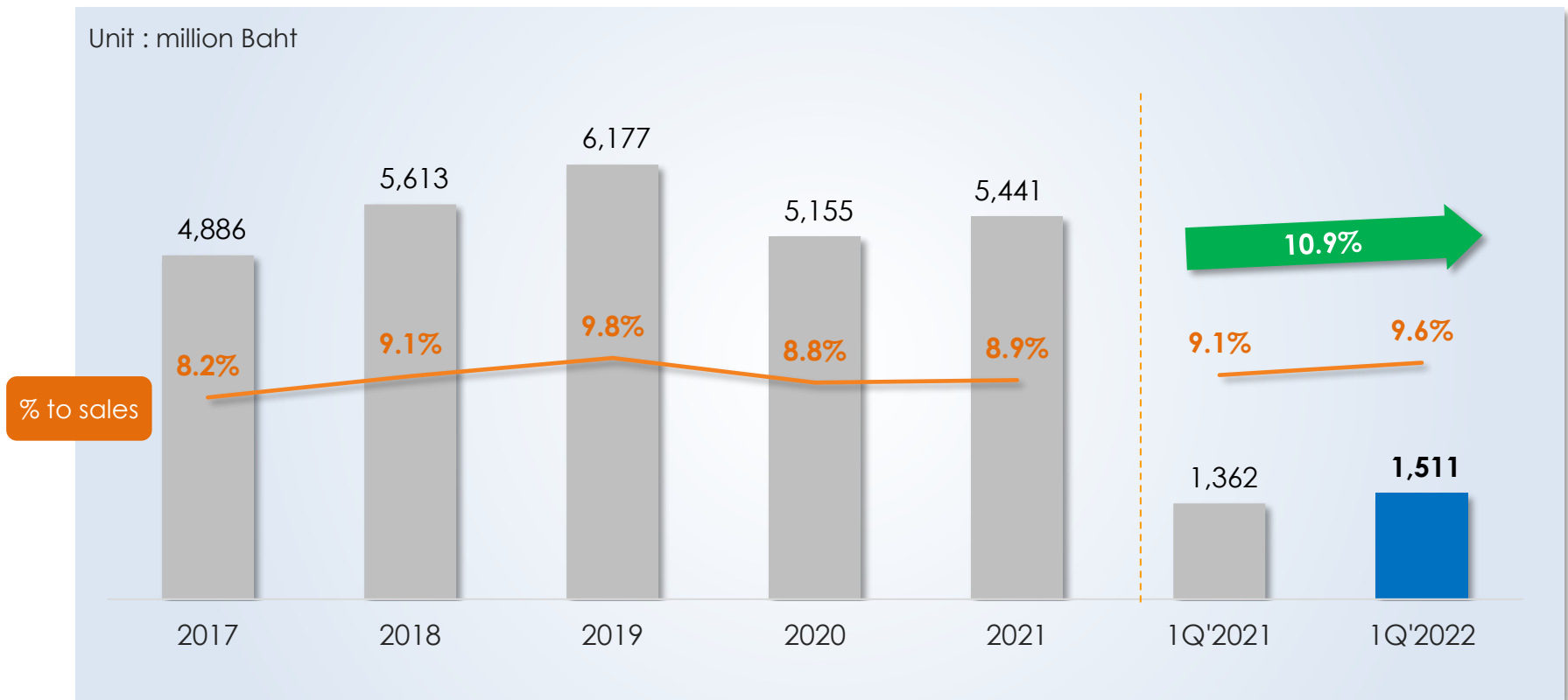
● Sales Related
 ● Cost of Rental
 ● Admin Expense
 ● % to Sales exclude Cost of Rental

- The amount increases in SG&A was attributable to expenses associated with employee salaries and welfare, which were expenses related to taking care of associates for COVID-19 prevention such as in ATK test kits, utilities expense, cost of rental, property tax and marketing expenses.
- Cost of rental decreased partly due to declining depreciation despite higher utilities cost from normal operation.



The gross profit margin as a percentage of sales has marginally increased from 25.73% in the same period last year to 25.99%. This resulted from the change of product mix from the product that have higher margin and increasing service income despite higher logistic cost.

Unit : million Baht



FY	2017	2018	2019	2020	2021	1Q'2021	1Q'2022
EPS	0.37	0.43	0.47	0.39	0.41	0.10	0.11

NPAT in 1Q'2022 increased by 10.9% YoY and NPAT as a percentage of sales has marginally increased from 9.1% in 1Q'2021 to 9.6% in 1Q'2022. Earnings per share (EPS) were 0.11 Baht in 1Q'2022.



Balance Sheet at a glance

Unit : million Baht

	31 Mar 2022	31 Dec 2021	Var	% change
Cash & Deposit	4,685.60	4,545.97	139.63	3.07
Inventory	12,875.13	12,572.20	302.93	2.41
Land Building & Equipment	38,349.35	38,426.48	(77.13)	(0.20)
Other Assets	2,687.358	3,041.70	(354.34)	(11.65)
Total Assets	58,597.43	58,586.35	11.09	0.02
Financial Debt*	17,686.49	18,470.43	(783.94)	(4.24)
Account Payable	13,085.70	13,972.62	(886.92)	(6.35)
Other Liabilities	3,420.79	3,252.86	167.93	5.16
Total Liabilities	34,192.98	35,695.91	(1,502.93)	(4.21)
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	10,606.93	9,092.91	1,514.02	16.65
Total Equities	24,404.45	22,890.43	1,514.02	6.61

* Included impact of TFRS16 on lease liabilities 5,196.78 of million Baht



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Consumer confidence index fell to a four-month low



The University of the Thai Chamber of Commerce's consumer confidence index fell to a four-month low of 42.0 in March 2022 from 43.3 a month earlier. The latest figure also marked the third straight month of declines in the index, amid the rapid spread of the Omicron variant across Thailand, rising inflation, and the impact of the Ukraine's war, in which largely led to the price increases for oil, electricity and food. Consequently, Thailand's inflation in March increased to 5.73% year on year, which is the highest monthly rise in 13 years.

**Shop Dee
Mee Khuen**
Buy... For tax deduction

30,000 up to *

Reduce the tax according to the actual income rate.

1 Jan'2022 - 15 Feb'2022



HOMEPRO ELECTRIC EXPO

กลับมาอีกครั้ง...ลดแรงได้อีก

70% สูงสุด *

อิมแพ็ค เมืองทองธานี ฮอลล์ 9-10
11 มี.ค. 65 - 20 มี.ค. 65

มั่นใจ

ตรวจ ATK
ก่อนใช้งาน





#แฮนด์
#ห้ามพลาด

**SUPER
EXPO**

2 เม.ย. 65 - 6 เม.ย. 65
ที่ศูนย์ประชุมอิมพีเรียล แอท เซ็นทรัลพลาซ่า ลาดพร้าว

 HomePro
SUPER EXPO



Margin expansion through Private Label



Over **36** Private Brands



Quality **and** worthiness



Over **5,000** items



Continuous **development**



2022 Store Expansion Plan



2022 New stores



Malaysia

1H 2022	-	-	-	-
2H 2022	2	-	5	-

Our stores in 2022

Total (stores)	88	6	19	7
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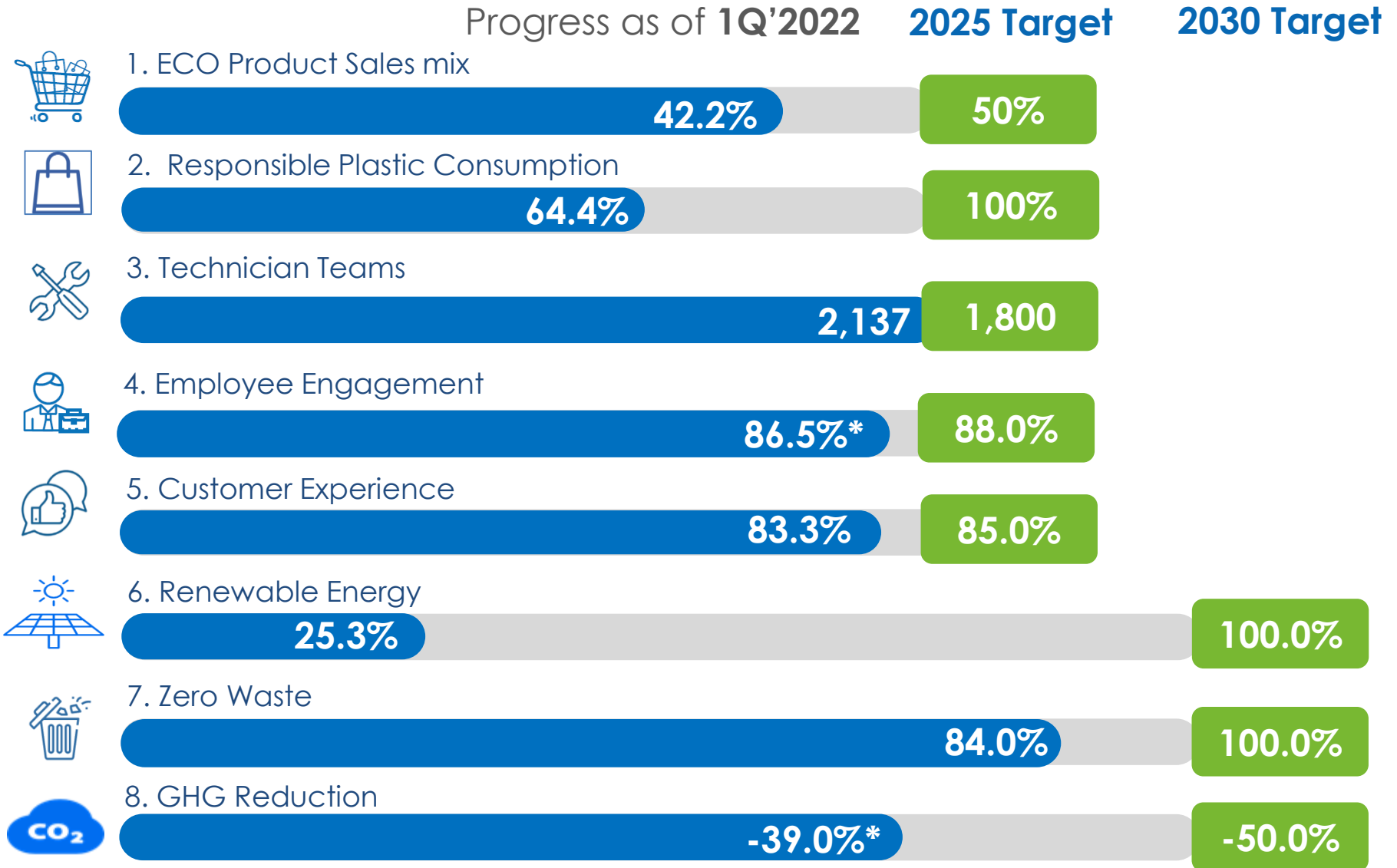


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-



2025 & 2030 SD ROADMAP



* Progress as of ended 2021



Track record of endorsement in key sustainable indices



International

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



FTSE4Good

Included in the DJSI Emerging Market since 2017

Included in the FTSE4Good since 2016

MSCI
ESG RATINGS



Received AA rating from MSCI-ESG



Included in the Bloomberg Gender Equality Index (GEI)



Being listed in CDP in the fields of climate change with "B"



Received Sustainably Low Risk Rating in ESG Risk ranking

Domestic



AGM Investors' Choice



Being listed in Thailand Sustainability Investment by SET for the 7th consecutive year



Receiving a highly commended in Sustainability Awards from SET



Receiving Sustainability Disclosure Recognition 2021 from Thaipat institute



Excellence CG Score



Listed in ESG100 Index



Anti-Corruption Certified



Q & A

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