



SET Opportunity Day | 1H22 Result

August 5, 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

- **1H22 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.

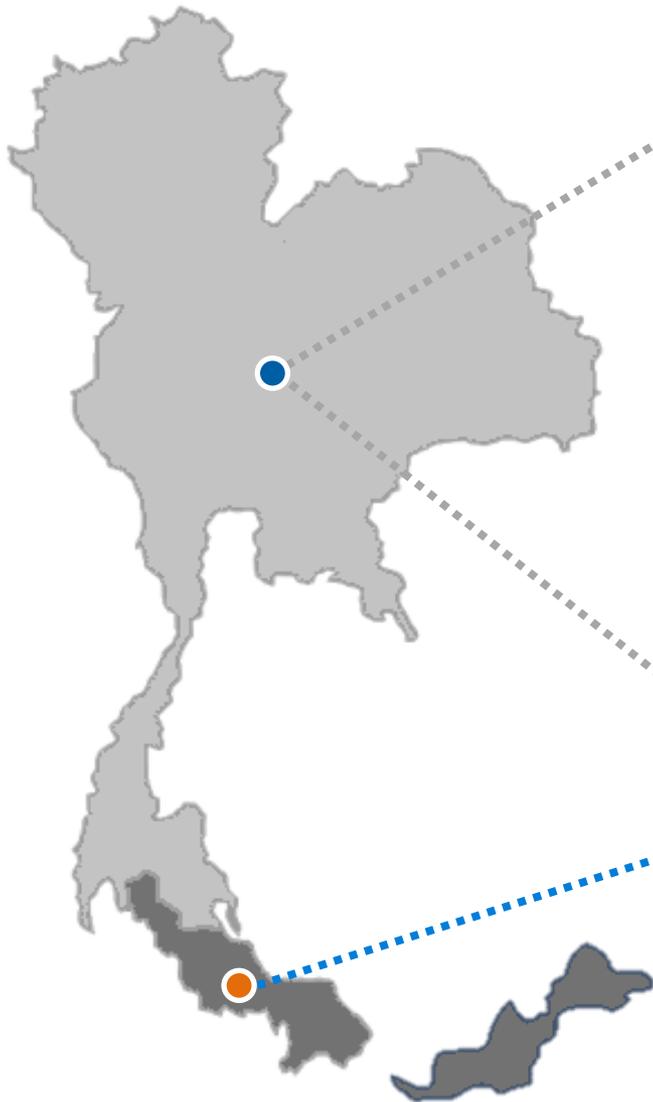
Objective to operate a retail business in Vietnam
Holds 100% of total shares



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

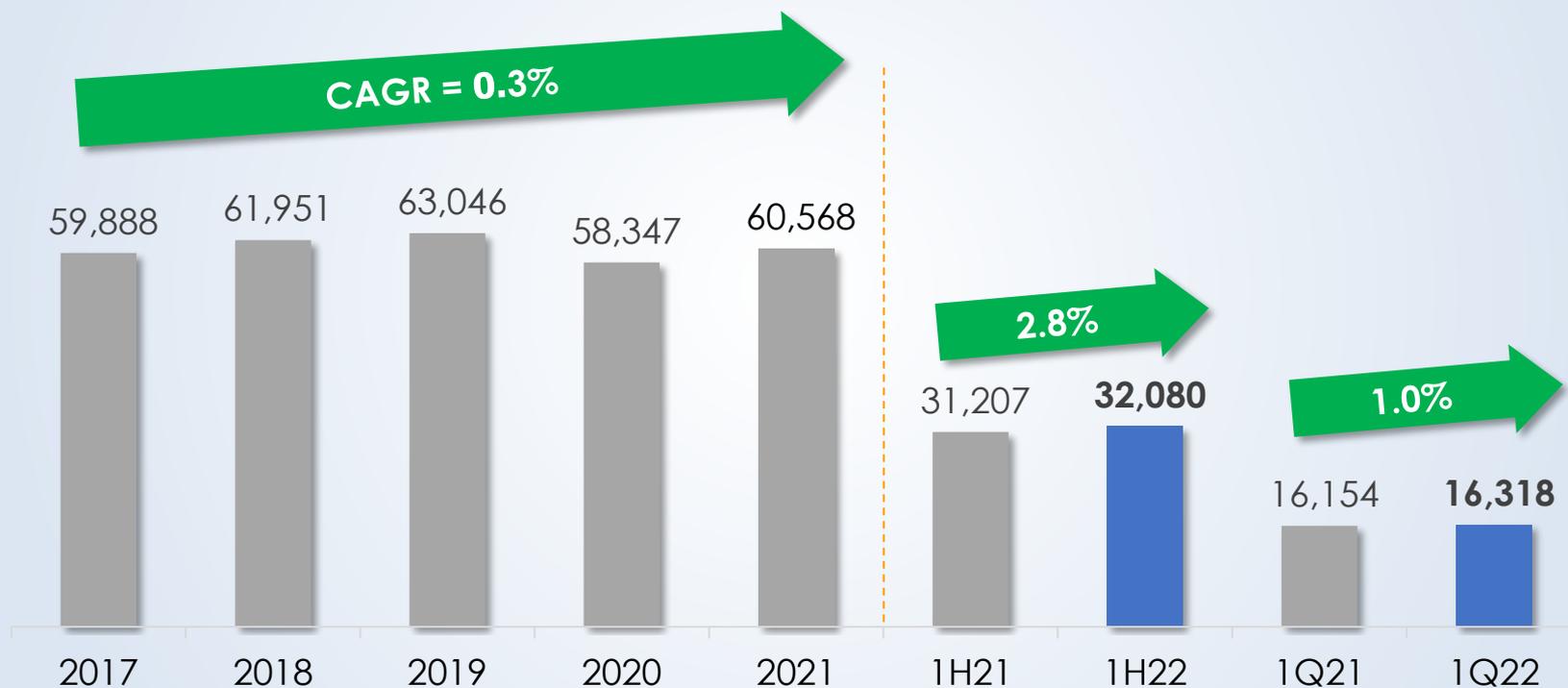
 Malaysia : 7 stores

Unit : million Baht

	1H22	% of sales	1H21	% of sales	Var	% change
Revenue from contracts with customers	32,079.54	100.00	31,206.71	100.00	872.83	2.80
Rental Income	815.62	2.54	626.98	2.01	188.65	30.09
Other Income	1,084.91	3.38	953.17	3.05	131.74	13.82
Total Revenue	33,980.07	105.92	32,786.86	105.06	1,193.22	3.64
Cost of sales and service	23,787.44	74.15	23,267.87	74.56	519.57	2.23
Gross profit	8,292.10	25.85	7,938.85	25.44	353.25	4.45
Cost of Rental	331.17	1.03	318.98	1.02	12.19	3.82
Selling and Administrative Expenses	5,899.42	18.39	5,559.40	17.81	340.02	6.12
EBIT	3,962.05	12.35	3,640.61	11.67	321.44	8.83
Financial Income	3.68	0.01	4.62	0.01	(0.95)	(20.49)
Financial Cost	192.19	0.60	208.58	0.67	(16.40)	(7.86)
Tax	742.52	2.31	641.59	2.06	100.93	15.73
Net Profit	3,031.02	9.45	2,795.06	8.96	235.96	8.44
Depreciation	1,552.45	4.84	1,596.80	5.12	(44.35)	(2.78)
EBITDA	5,514.49	17.19	5,237.41	22.51	277.08	5.29

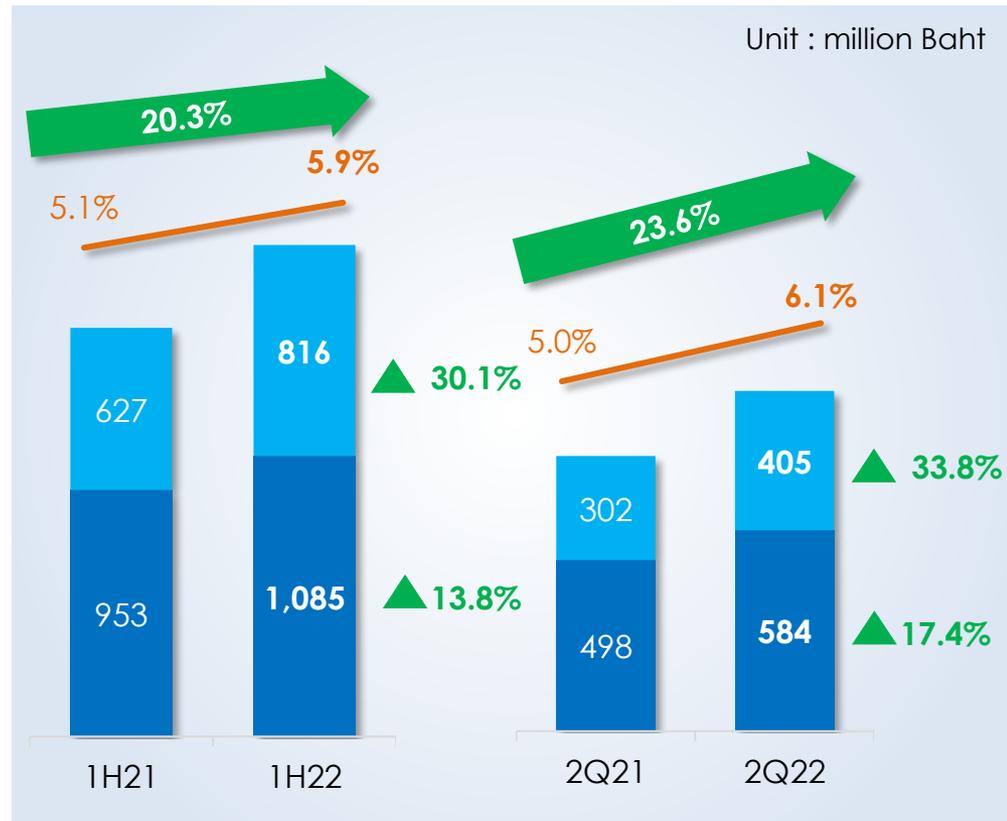
Sustainable Sales Growth

Unit : million baht



- In 2Q22, the revenue from contracts with customers which comprised of product sales revenue and service income of Home Service increased by 1.0%.

Other Income

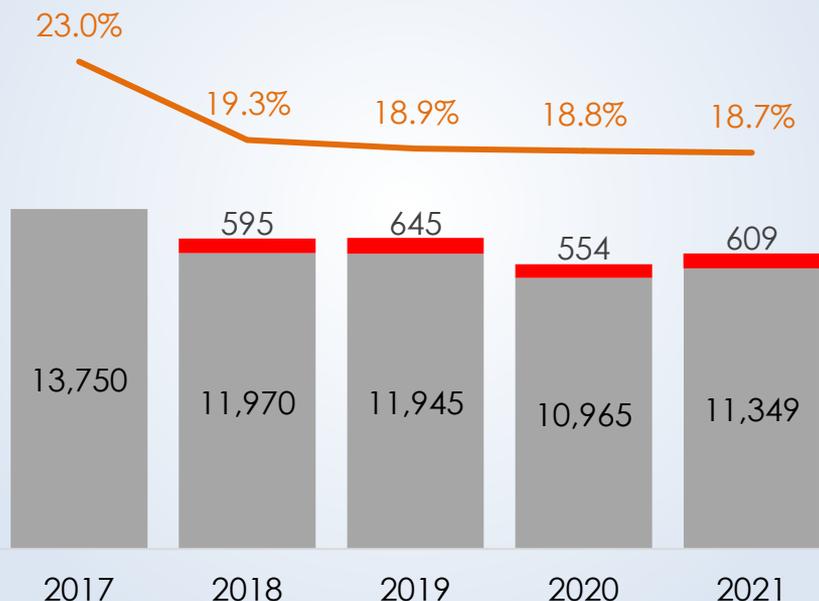


● Rental Income ● Other ● % to Sales

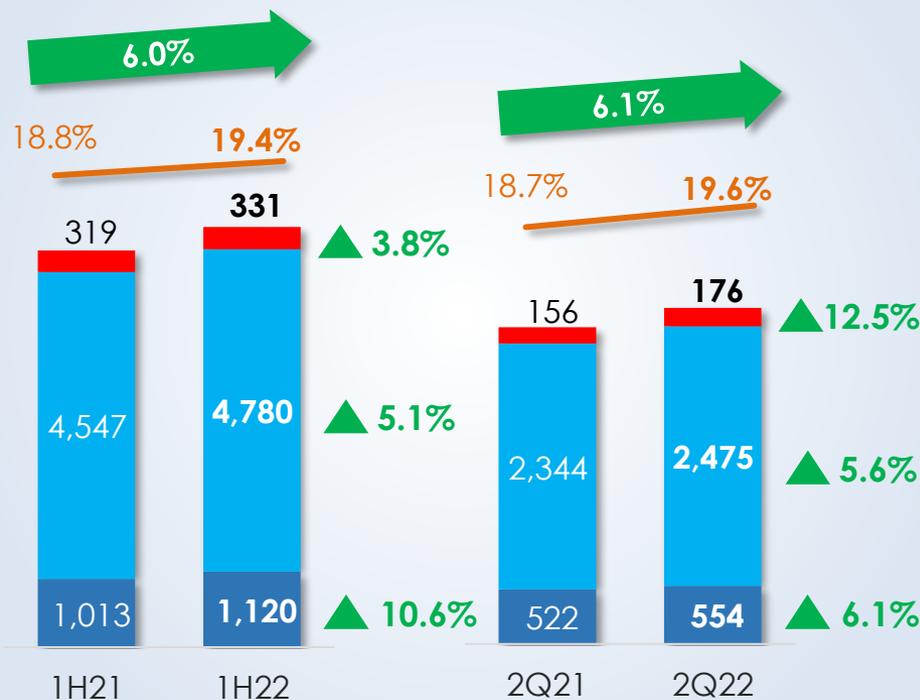
- In 2Q22, rental and service income has been increased by the following reasons. more rental income from leasable space of Homepro stores and Market Village particularly in tourism areas, compared to the same period last year that the Company has lowered or waived rental fees for tenants to mitigate impact from COVID-19 outbreak. Moreover, there was rental income realization of rental space in new store of Homepro at Bangna Km.1, which has been operated since 4Q21.
- 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

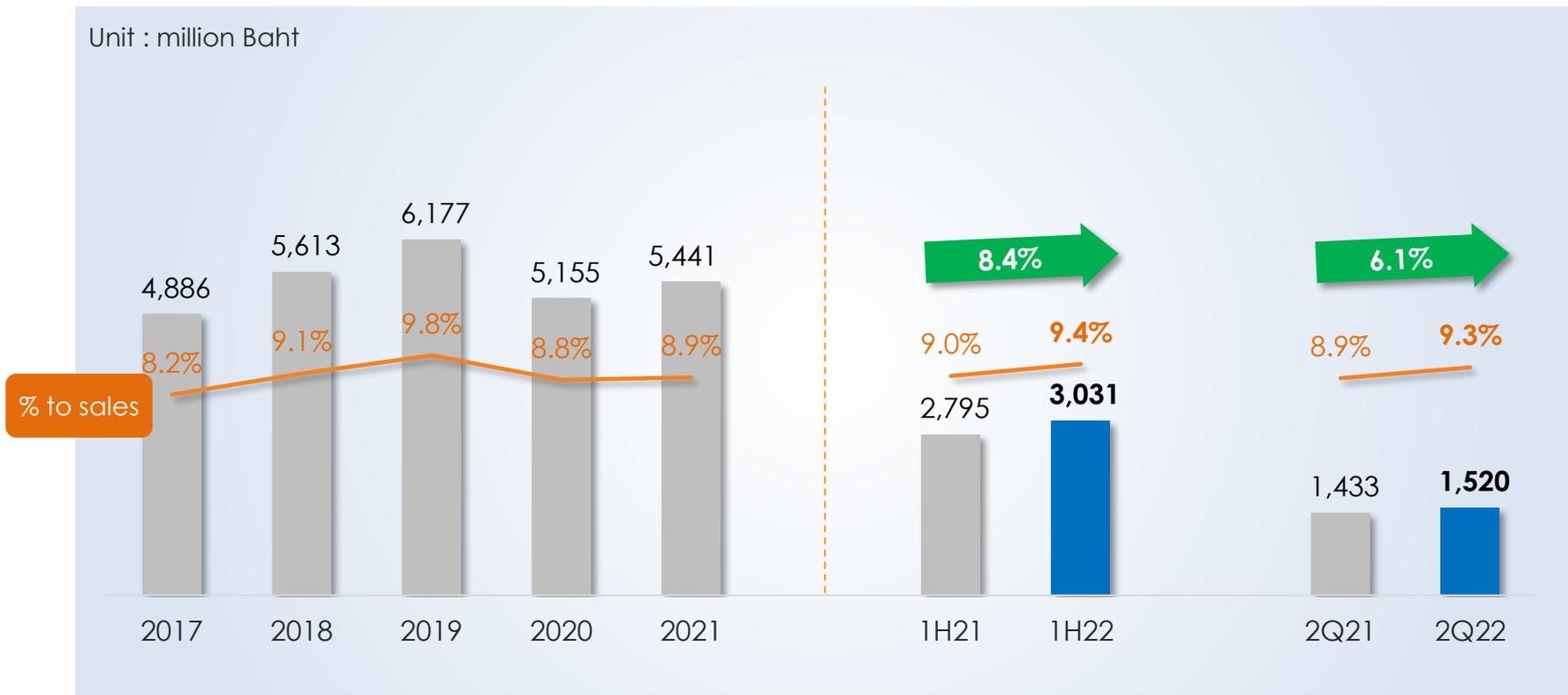
- In 2Q22, the amount increases in SG&A was attributable to the increase of marketing and promotion expenses, employee salary and welfare expenses, utilities expense, logistic cost for delivery to customers, maintenance expenses and property tax back to normal rate.
- Cost of rental increased due to higher utilities cost from resumption to normal operation compared to temporary closure during the same period of last year.

Profitability Ratio



In 2Q22, the gross profit margin as a percentage of sales has marginally increased from 25.17% in the same period last year to 25.71%. This resulted from the change of product mix toward high-margin products and increasing service income despite higher logistic cost for distribution to stores resulting from oil price inflation.

Unit : million Baht



FY	2017	2018	2019	2020	2021	1H21	1H22	2Q21	2Q22
EPS	0.37	0.43	0.47	0.39	0.41	0.21	0.23	0.11	0.12

NPAT in 2Q22 increased by 6.1% YoY and NPAT as a percentage of sales has marginally increased from 8.9% in 2Q21 to 9.4% in 2Q22. Earnings per share (EPS) were 0.12 Baht in 2Q22.



Balance Sheet at a glance

Unit : million Baht

	30 Jun 2022	31 Dec 2021	Var	% change
Cash & Deposit	4,165.80	4,545.97	(380.17)	(8.36)
Inventory	12,525.50	12,572.20	(46.70)	(0.37)
Land Building & Equipment	39,272.50	38,426.48	846.02	2.20
Other Assets	2,907.18	3,041.70	(134.51)	(4.42)
Total Assets	58,870.98	58,586.35	284.63	0.49
Financial Debt*	18,821.00	18,470.43	350.57	1.90
Account Payable	13,468.87	13,972.62	(503.75)	(3.61)
Other Liabilities	3,284.71	3,252.86	31.84	0.98
Total Liabilities	35,574.58	35,695.91	(121.34)	(0.34)
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	9,498.88	9,092.91	405.97	4.46
Total Equities	23,296.40	22,890.43	405.97	1.77

* Included impact of TFRS16 on lease liabilities 5,430.95 of million Baht

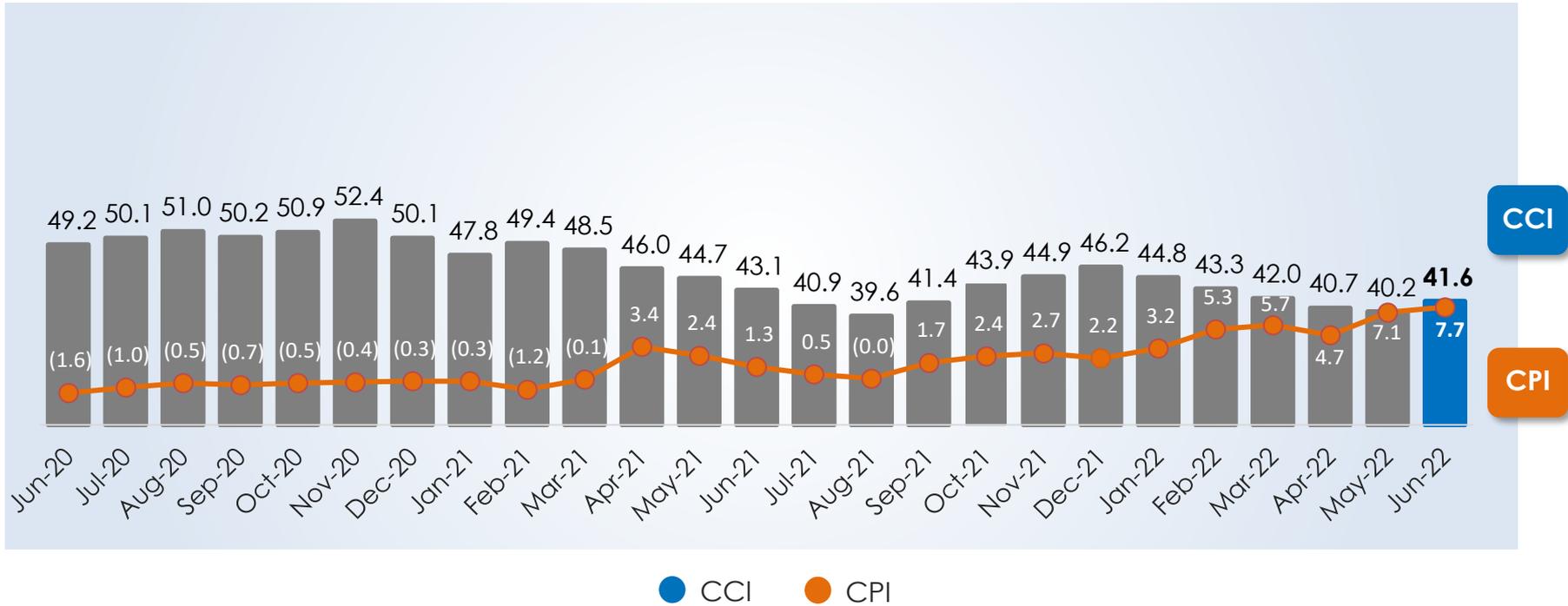


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Consumer confidence index rose despite higher inflation



Thailand's Consumer Confidence increased to 41.60 points in June for the first time in six months despite the annual inflation rate in Thailand rose to 7.66% in June 2022 from 7.1% in the prior month. This is buoyed by emerging signs of economic recovery due to the continued easing of Covid-19 control measures and improved business activities.

Homepro Super Expo

at all stores in Thailand
and online during:

2Q22 (2-6 April 2022)

3Q22 (27-31 July 2022)



Super Deal 80%
Sale up to

Super Brand 30%
On top up to

On top
Super 20%
Discount

Maximum
500.- +
5%
Extra on top

When shop more than 2,000.- For selected items and credit card.

On every purchase. When shop more than 10,000.-



27 Jul 2022 - 31 Jul 2022 *For selected items / Find more information at promotion online.

[Shop Now](#)



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	-	-	-	-
3Q 2022	30 Jul	-	2	-
4Q 2022	1	-	3	-

Our stores in 2022

Total (stores)	88	6	19	7
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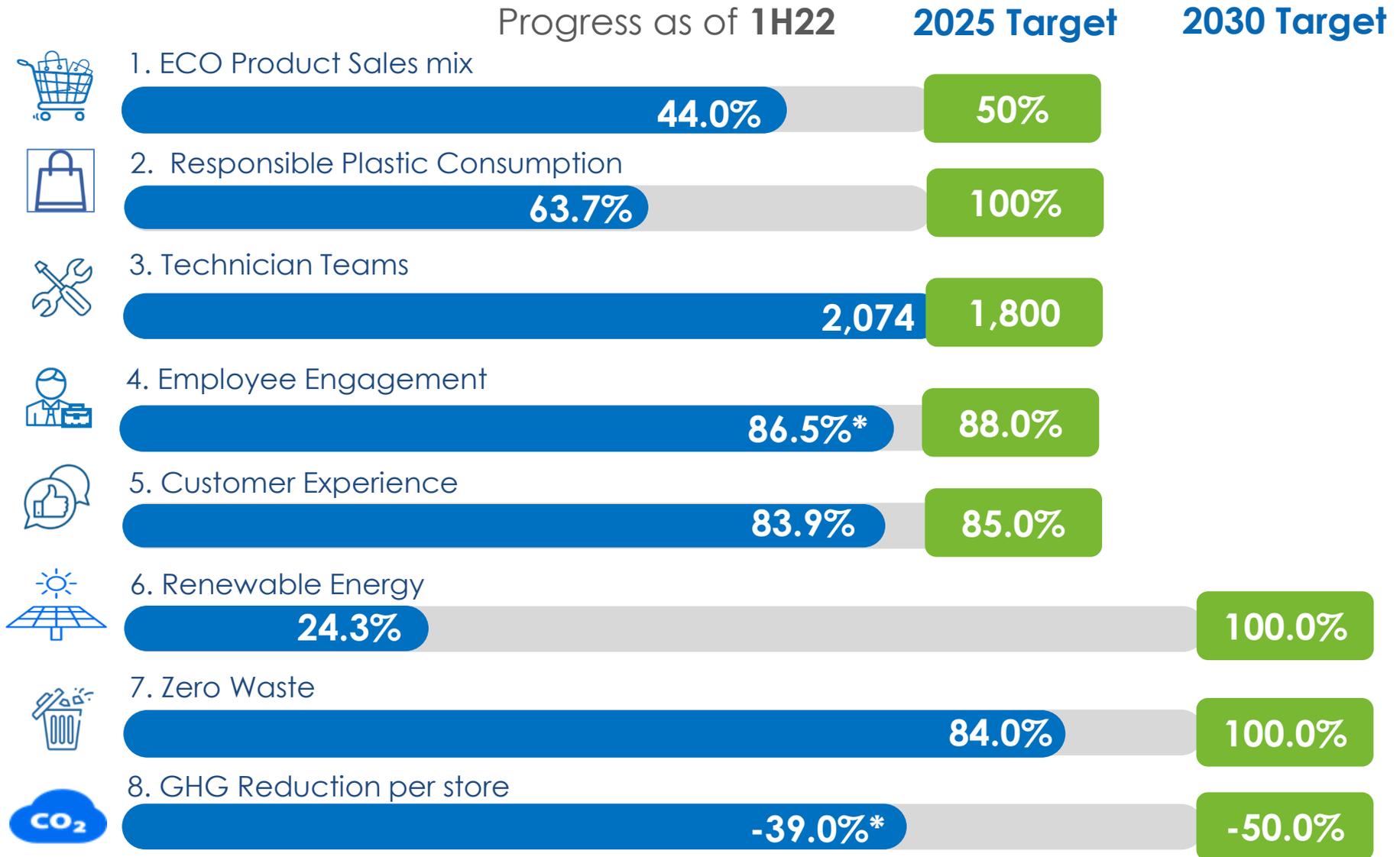


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-



2025 & 2030 SD Roadmap



* Progress as of ended 2021



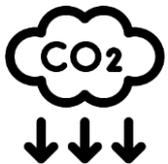
United Nations Global Compact



Global Compact Status:
Active

Participant Since
25 May 2022

Pathway to Net Zero 2050



Decarbonization

- Renewable Energy
- Building Management
- Green transportation
- Waste Management
- Responsible Consumption



Carbon Removal

- No deforestation
- Reforestation or forest preservation
- Carbon removal technologies



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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