

SET Opportunity Day 9M22 Results

4 November 2022

 HomePro



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About HomePro

We are the **leading home improvement retailer** in Thailand.

Our products cover **50,000** items

We make a better living

We now operate **92** stores nationwide

We provide complete service as **One Stop Shopping**



Agenda

- 9M22 Financial Results
- Business Outlook
- Sustainability Development



Corporate Group Structure

Home Product Center PCL : 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



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 (Malaysia)
Sdn. Bhd.

Objective to
operate a retail
business in
Malaysia

Holds 100%
of total shares



Home Product
Center (Vietnam)
Co., Ltd.

Objective to
operate a retail
business in
Vietnam

Holds 100%
of total shares

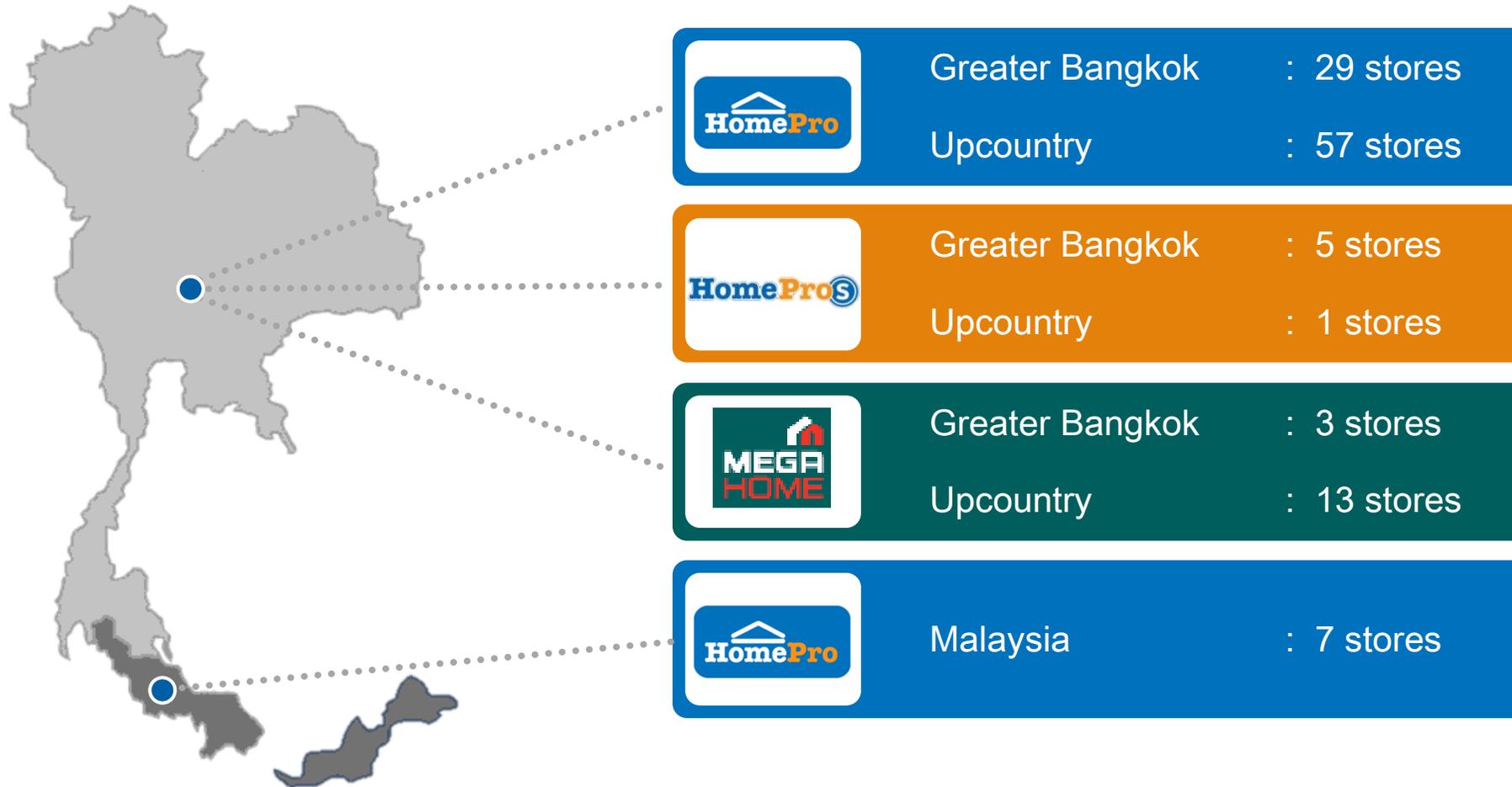


OneStockHome
Co., Ltd.

Online building
and decorative
materials selling
in construction
material industry

Holds 30%
of total shares

Store Footprint



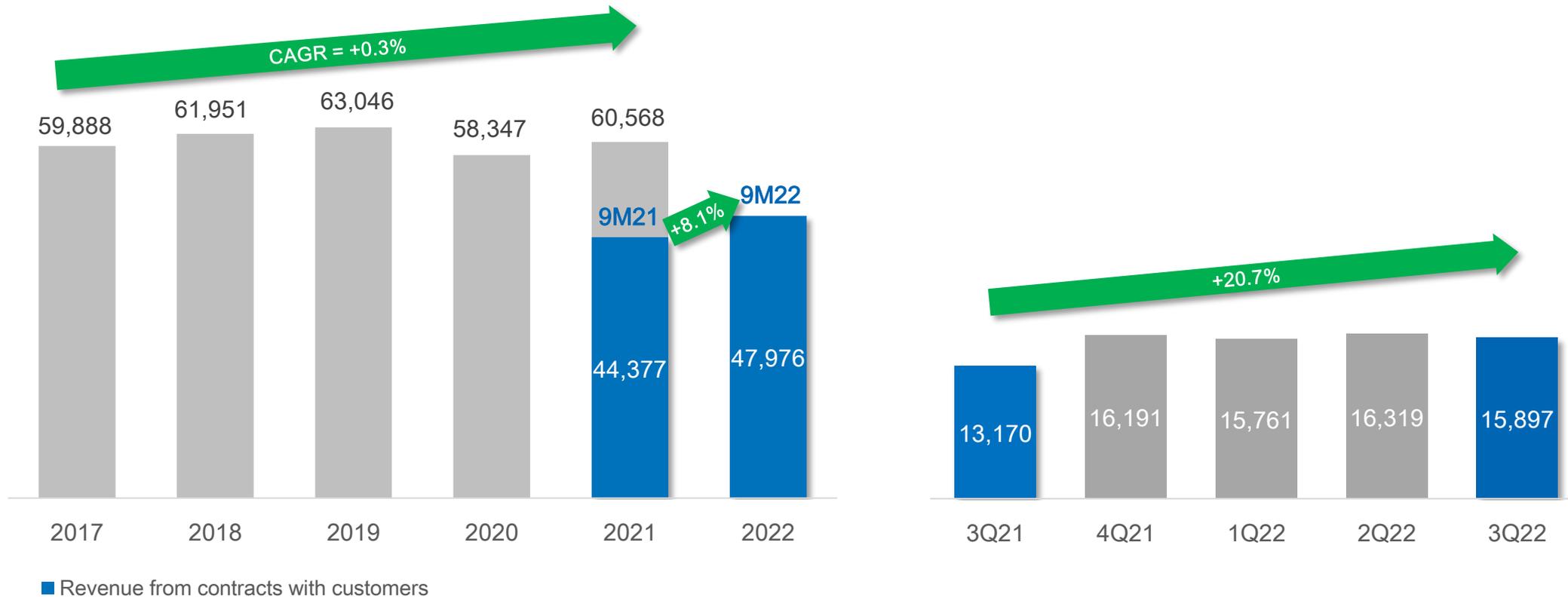
Remark : Data as of ended September 30, 2022

Income Statement Summary

Unit : million Baht	9M22	% of sales	9M21	% of sales	Var	% change
Revenue from contracts with customers	47,976.11	100.00%	44,376.89	100.00%	3,599.22	8.11%
Rental Income	1,256.27	2.62%	844.03	1.90%	412.24	48.84%
Other Income	1,689.19	3.52%	1,342.78	3.03%	346.42	25.80%
Total Revenue	50,921.57	106.14%	46,563.69	104.93%	4,357.88	9.36%
Cost of sales and service	35,423.98	73.84%	33,119.52	74.63%	2,304.46	6.96%
Gross profit	12,552.13	26.16%	11,257.37	25.37%	1,294.76	11.50%
Cost of Rental	517.24	1.08%	463.24	1.04%	54.00	11.66%
Selling and Administrative Expenses	9,029.78	18.82%	8,151.38	18.37%	878.40	10.78%
EBIT	5,950.57	12.40%	4,829.56	10.88%	1,121.01	23.21%
Share of profit (loss) from investment in associates	(0.59)	0.00%	0.00	0.00%	(0.59)	N.A.
Financial Income	8.49	0.02%	5.79	0.01%	2.70	46.68%
Financial Cost	315.02	0.66%	316.24	0.71%	(1.22)	(0.39%)
Tax	1,079.11	2.25%	853.64	1.92%	225.47	26.41%
Net Profit	4,564.35	9.51%	3,665.47	8.26%	898.87	24.52%
Depreciation	2,332.87	4.86%	2,405.86	5.42%	(72.98)	(3.03%)
EBITDA	8,283.44	17.27%	7,235.41	16.30%	1,048.03	14.48%

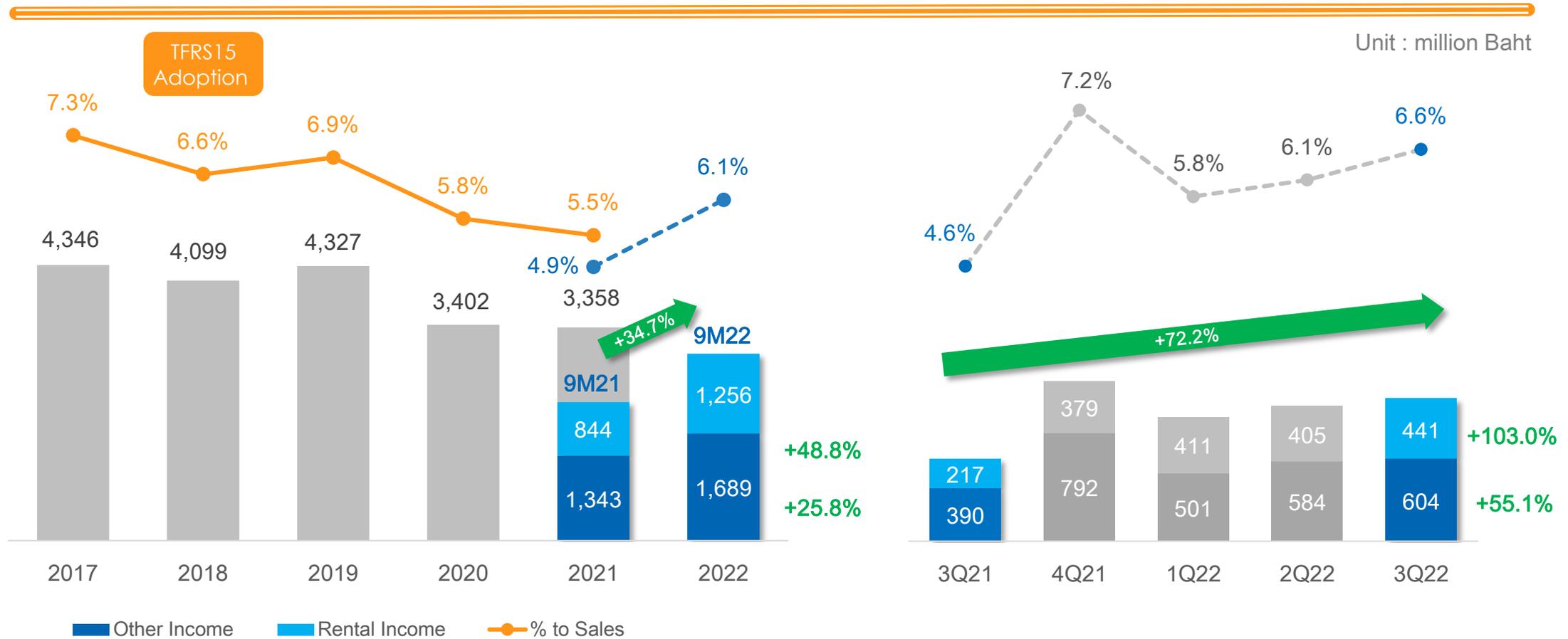
Sustainable Sales Growth

Unit : million Baht



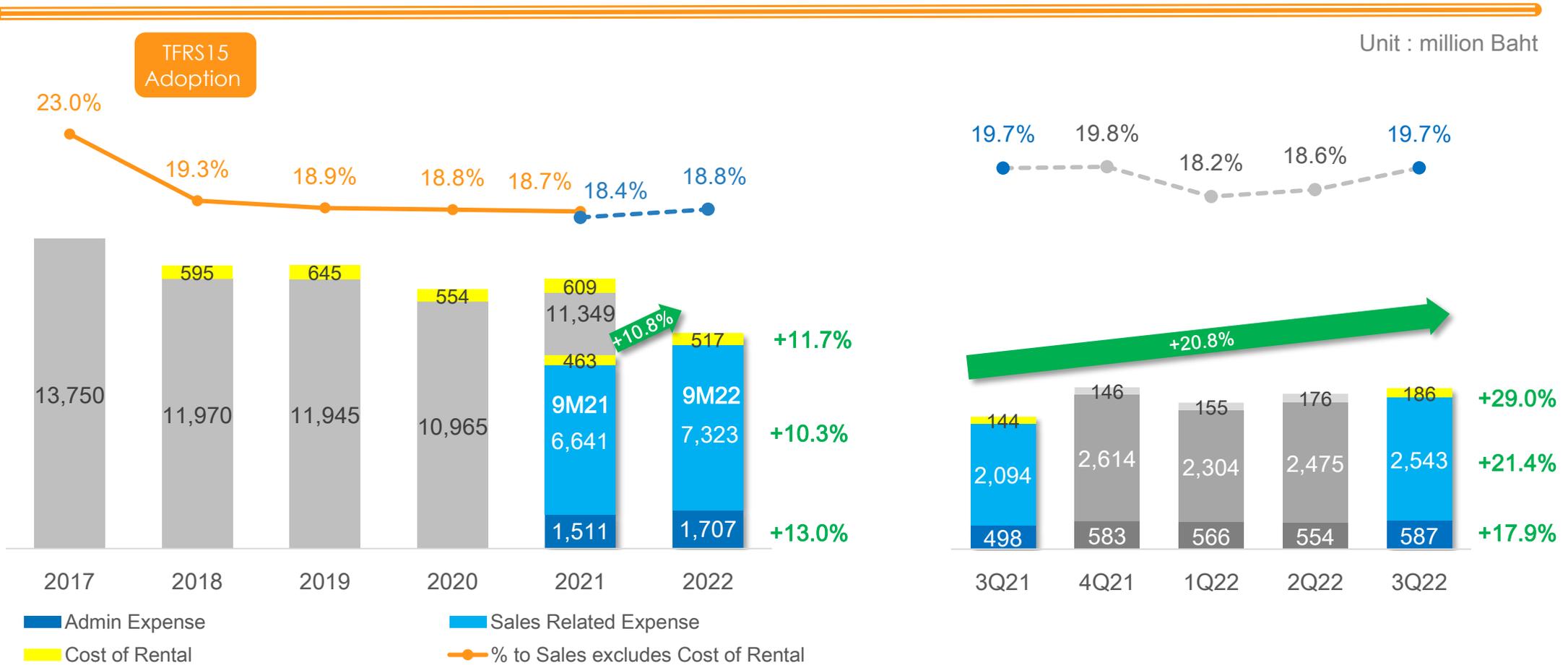
- In 3Q22, the revenue from contracts with customers which comprised of product sales revenue and service income of Home Service increased by 20.7%.

Other Income



- In 3Q22, 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 when rental areas were closed following the lockdown regulation by the government, in which 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 the fourth quarter of 2021.
- Other income increased in relation to the increasing promotional activities with vendors in both at stores and online channels.

SG&A Expenses

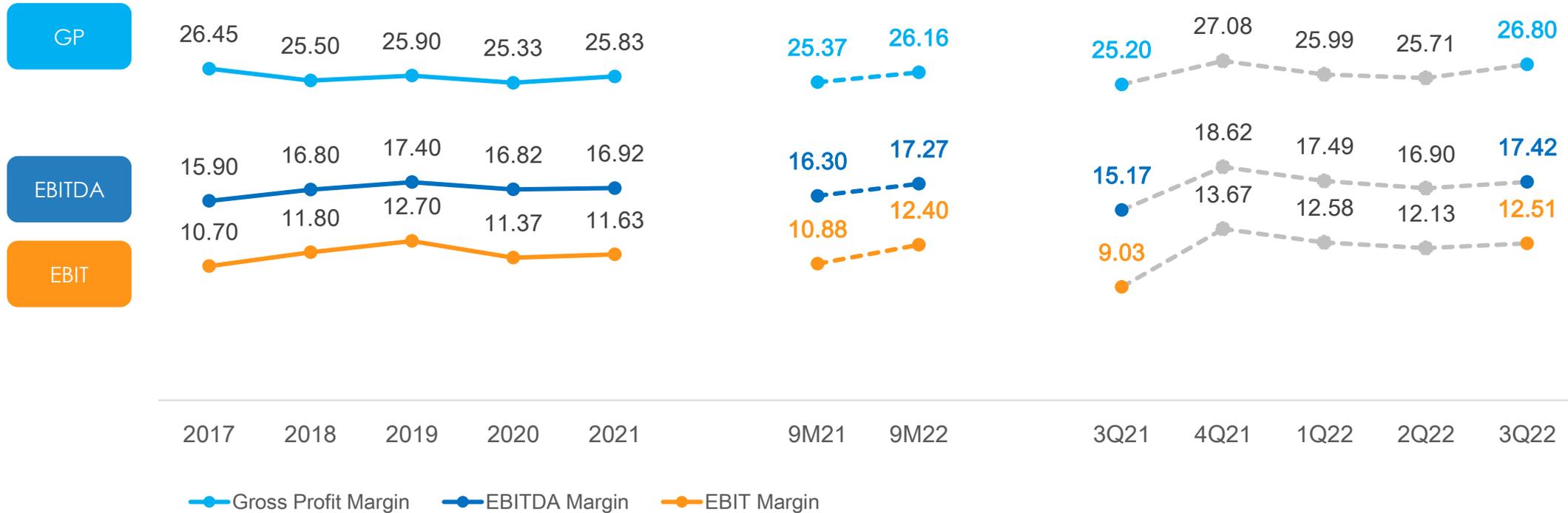


- In 3Q22, the amount increases in SG&A was attributable to of the increase in expenses related to new stores opening of Homepro and Mega Home, utilities expense that was charged at higher fuel adjustment rate, property tax back to normal rate, as well as marketing and promotional activities expenses.
- Cost of rental increased due to higher utilities cost from resumption to normal operation compared to temporary store closure during the same period of last year.

Profitability Ratio

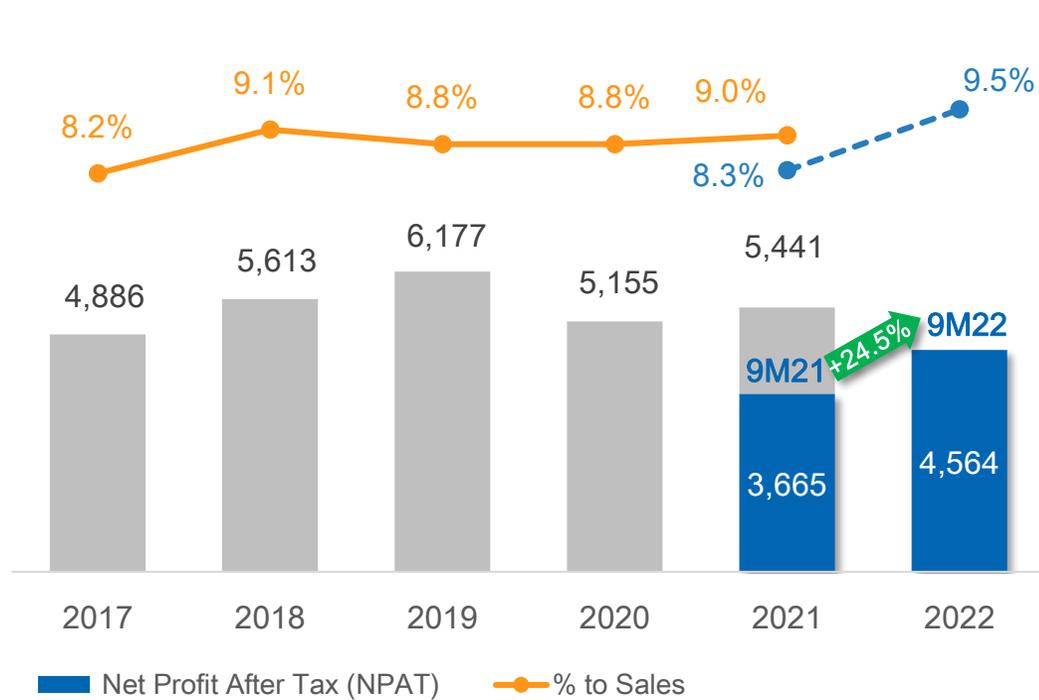
Unit : % to Sales

TFRS15
Adoption

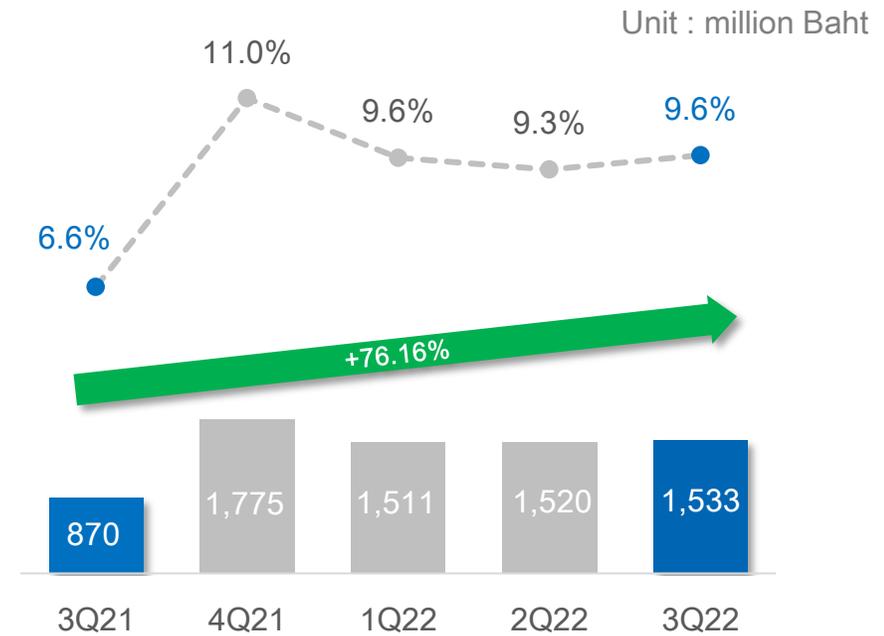


- In 3Q22, the gross profit as percentage of sales increased from 25.20% in the same period last year to 26.80%, which was attributed to the change of product mix toward high-margin products and increasing service income despite higher logistic cost from distribution to stores resulting from oil price inflation.

Net Profit & EPS



FY	2017	2018	2019	2020	2021	9M21	9M22
EPS	0.37	0.43	0.47	0.39	0.41	0.28	0.35



Quarter	3Q21	4Q21	1Q22	2Q22	3Q22
EPS	0.07	0.13	0.11	0.12	0.12

- NPAT in 3Q22 increased by 76.16% YoY and NPAT as a percentage of sales increased from 6.6% in 3Q21 to 9.6% in 3Q22.
- Earnings per share (EPS) were 0.12 Baht in 3Q22.

Balance Sheet at a Glance

Unit : million Baht	30 Sep 2022	31 Dec 2021	Var	% change
Cash & Deposit	5,759.87	4,545.97	1,213.90	26.70%
Inventory	13,004.91	12,572.20	432.71	3.44%
Land Building & Equipment	40,680.47	38,426.48	2,253.99	5.87%
Other Assets	2,973.40	3,041.70	(68.30)	(2.25%)
Total Assets	62,418.64	58,586.35	3,832.29	6.54%
Financial Debt*	22,118.87	18,470.43	3,648.43	19.75%
Account Payable	14,446.53	13,972.62	473.91	3.39%
Other Liabilities	3,256.79	3,252.86	3.93	0.12%
Total Liabilities	39,822.19	35,695.91	4,126.28	11.56%
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	8,798.92	9,092.91	(293.99)	(3.23%)
Total Equities	22,596.44	22,890.43	(293.99)	(1.28%)

* Included impact of TFRS16 on lease liabilities 5,665.26 of million Baht

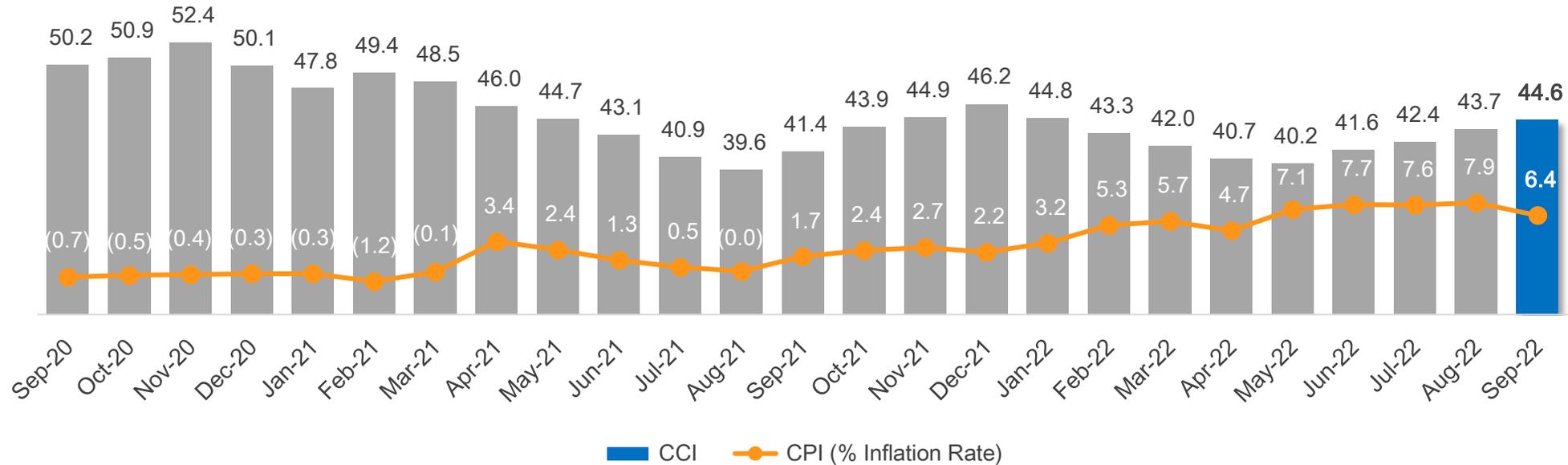


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Consumer confidence index rose despite higher inflation



Consumer Confidence Index (CCI) increased to a eight-month high of 44.6 in September 2022 from 43.7 a month earlier, lifted by improved economic activity following further easing in COVID-19 restrictions. Recent data showed that Thailand's economy grew at the fastest pace in a year in Q2, amid a pick-up in private consumption and robust tourism sector. The government recently mentioned that Thailand's economic recovery will not be affected by a global slowdown due to a rebound in tourism. Meantime, fiscal and monetary policy will be integrated to support recovery after the Bank of Thailand hiked policy rates by 25 basis points twice, in August and September with average inflation expected at 3.9% over the next 12 months.

Highlight Activity in 3Q22

HomePro SUPER EXPO

Super Deal 80% Sale up to 80%

Super Brand 30% On top up to 30%

Super Discount 20% On top 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 >>](#)

DOUBLE DAY ห้ามพลาด ช้อปสุดคุ้ม **26** วัน

99

HOT DEAL 50% สูงสุด เฉพาะสินค้าส่วนรวม

กดปุ่ม ลดเลย 500.- ใช้ได้ส่วนลดเมื่อซื้อครบ 10,000.- ขึ้นไป ส่วนยอดต่อตัว

ลด + รับเพิ่ม 9% เมื่อซื้อตั้งแต่ 10,000.- ขึ้นไปใบเสร็จ **3%** + **3%** รับเพิ่มสูงสุด 6%

ลด + รับเพิ่ม 43% เมื่อใช้ระบบชำระทางบัตรเครดิต 15% **3%** ลด + รับเพิ่มสูงสุด 28%

ส่วนลด 500.- ภาษีใบเสร็จ ส่วนซื้อตั้งแต่ 10,000.- ขึ้นไป (1 ส่วนรับฯ 1 ส่วน) ใช้ได้ส่วนลดเมื่อซื้อ 10,000.- ขึ้นไปต่อใบ

ผ่อน 0% 12 เดือน ปลอดดอกเบี้ย: 5,000.- ขึ้นไป เฉพาะบัตรเครดิตส่วนรวม

7 ก.ย. 65 - 11 ก.ย. 65 [ดูรายละเอียด](#)

ที่ศูนย์การค้าเดอะมอลล์ไลฟ์สไตล์ ซentrum เชียงใหม่ #เรื่องบ้าน โฉมใหม่คือความหมาย

HomePro

HomePro ELECTRIC EXPO **ไอ้บ้านโปร** อิเล็กทริก เอ็กซ์โป

ลดสูงสุด 70%*

BITEC HALL EH-100 BANGNA เมทรรวมเครื่องใช้ไฟฟ้าในบ้าน **19 ส.ค. 65 - 28 ส.ค. 65**

*ใช้สำหรับสินค้าที่ระบุ / ส่วนลดสูงสุดเมื่อซื้อครบ 5,000.- ขึ้นไป ส่วนรวมทุกประเภทที่ 19 ส.ค.

Highlight Activity in 4Q22

ลดสูงสุด **70%**

โอมิโปร สฟวังก์ เอ็กซ์โปร

โปรโมชั่น ลดสุดคุ้มในงาน

ฮอลล์ 8, ศูนย์ฯ สิริกิติ์

13 ต.ค. 65 - 23 ต.ค. 65

พอนเริ่มต้น **500.-**

ช้อปครบ 500.- **ส่งฟรี**

คุณของส่วนลด **12000**

HomePro

*เงื่อนไขและข้อกำหนด, สอบถามรายละเอียดเพิ่มเติม ณ จุดขาย หรือโทร: 1284

ดีลเด็ดมาแรง ห้ามพลาด!

HOMEPRO HOME CARD DAY

21 ต.ค. 65 - 25 ต.ค. 65 เชียร์ ให้ ช้อป

สมัครสมาชิกใหม่ รับ E-Voucher **300.-**

สินค้า HOT DEAL **50%*** สูงสุด

ที่โอมิโปรทุกสาขาและออนไลน์
#เรื่องบ้าน โอมิโปรคือคำตอบ

HomePro

Margin expansion through Private Label



homebase

PARNO

Solshield

TARA

Zimple

SOON:

MOYA

Bathtime

Ekono

KECH

MAILBOX

X-FIRE

Spring

Carini

onground

HLS

ineatymix

ELECTA

Furdini

EABIN

BENETIA

Fontän

CRABERN

PARNO

MATAL

porrin+

asLE

MAZDOX

PLIM

flusjo

ZynTec

ACCO

SNO:

GRXNDI

dara

PACKIN

Over 36
Private Brands

Over 15,000
items

Quality and
worthiness
focused

Continuous
development

2022 Store Expansion Plan



■ New stores in 2022

HomePro[®]

Malaysia

	HomePro	HomePro [®]	MEGA HOME	HomePro Malaysia
1H 2022	-	-	-	-
3Q 2022	1 (relocation)	-	2	-
4Q 2022	1	-	2	-

■ Our stores in ended 2022

Total (stores)	87*	5	18	7
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* One Homepro store (The Mall Bangkae) has been closed since 1st July 2022 and will be open a new store nearby in 2023.

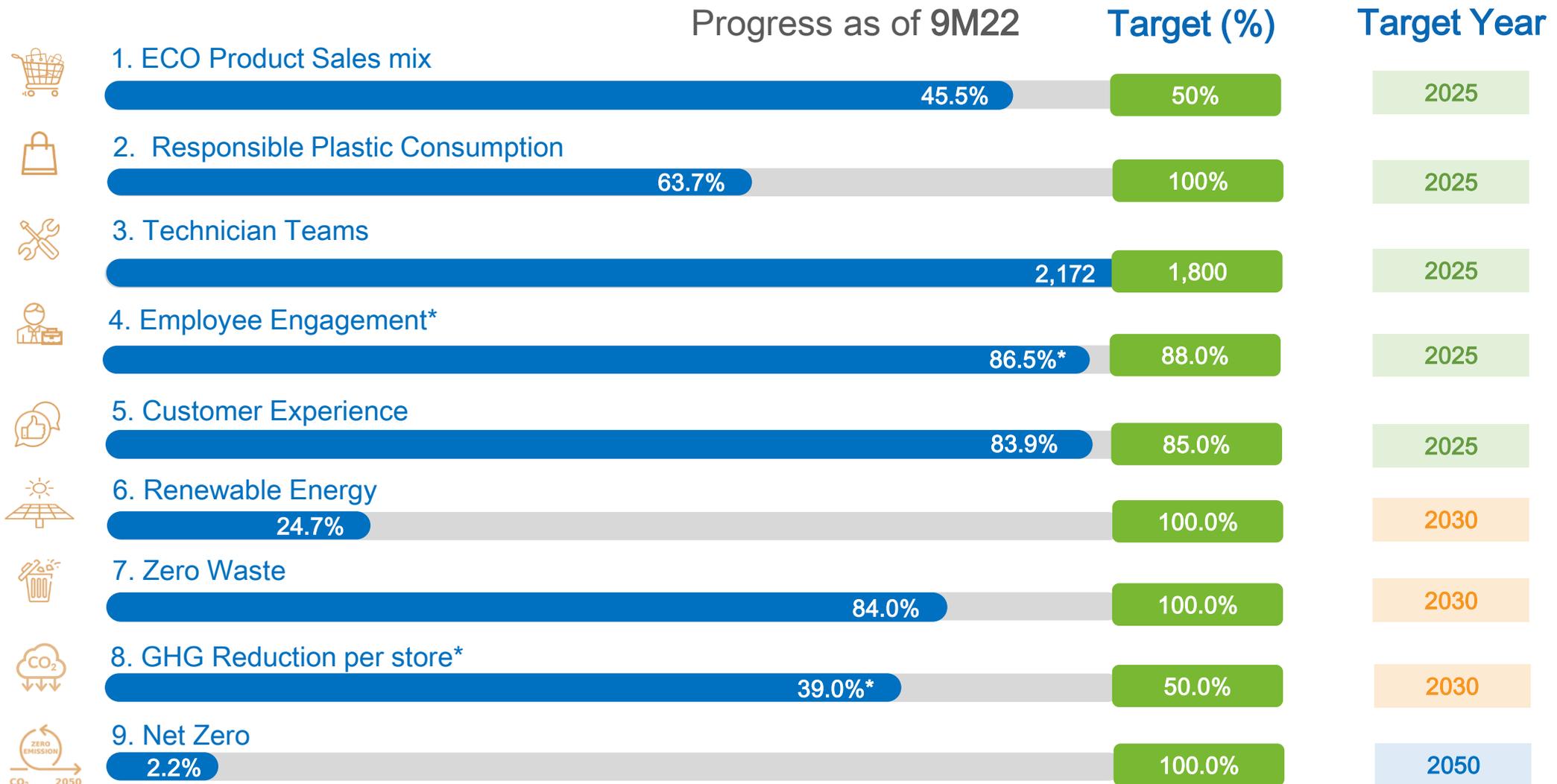


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2025-2050 SD Roadmap



* Progress as of ended 2021

2022 SD Progress



United Nations Global Compact

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



Global Compact Status:
Active

Participant Since
25 May 2022

Track record of endorsement in key sustainable indices

International

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

Included in the DJSI Emerging Market since 2017



FTSE4Good

Included in the FTSE4Good since 2016

MSCI
ESG RATINGS **AA**

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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 HomePro

