

# SET Opportunity Day 1Q23 Results

8 May 2023

 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 HomePro & 21 Mega Home** stores nationwide

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

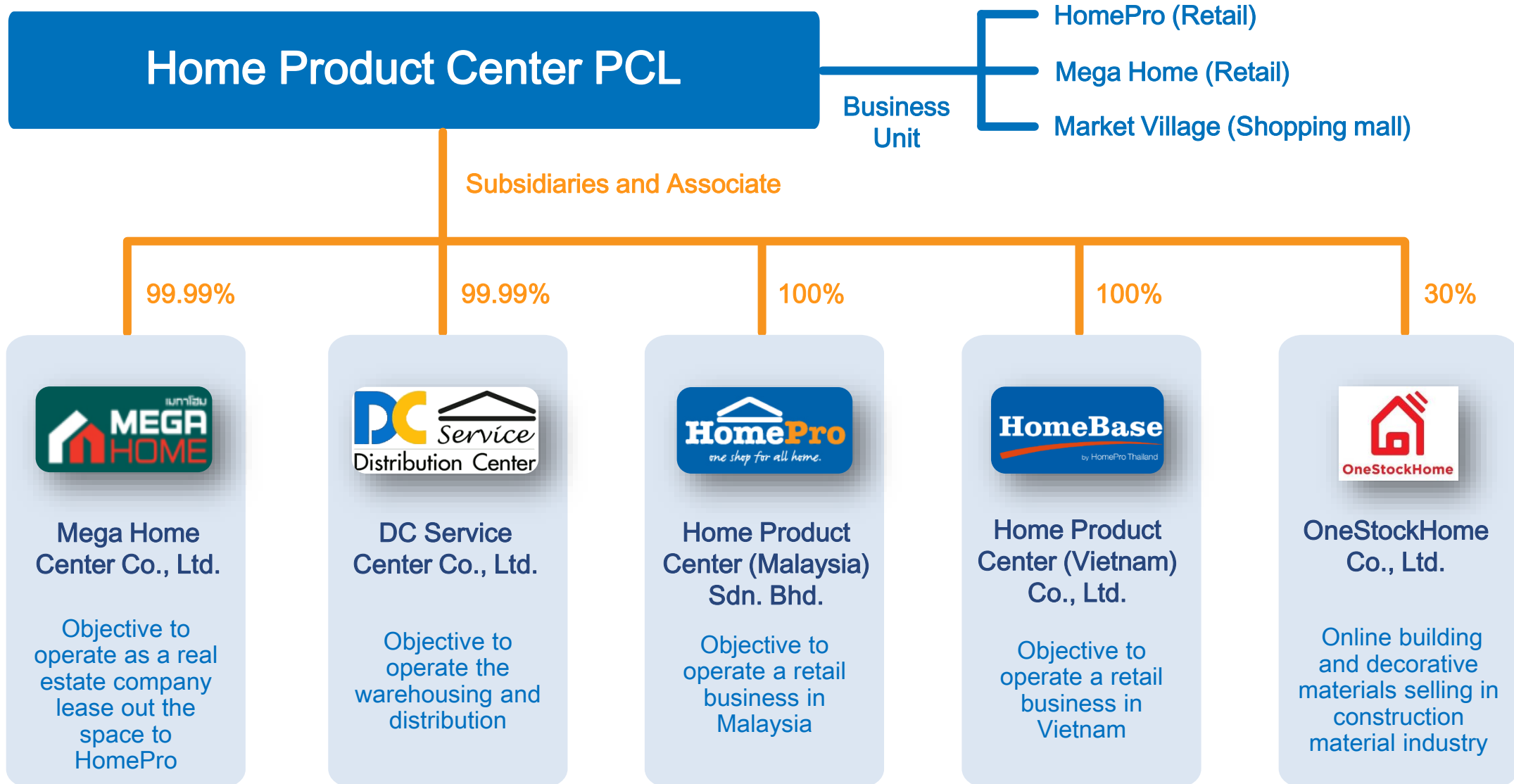


# Agenda

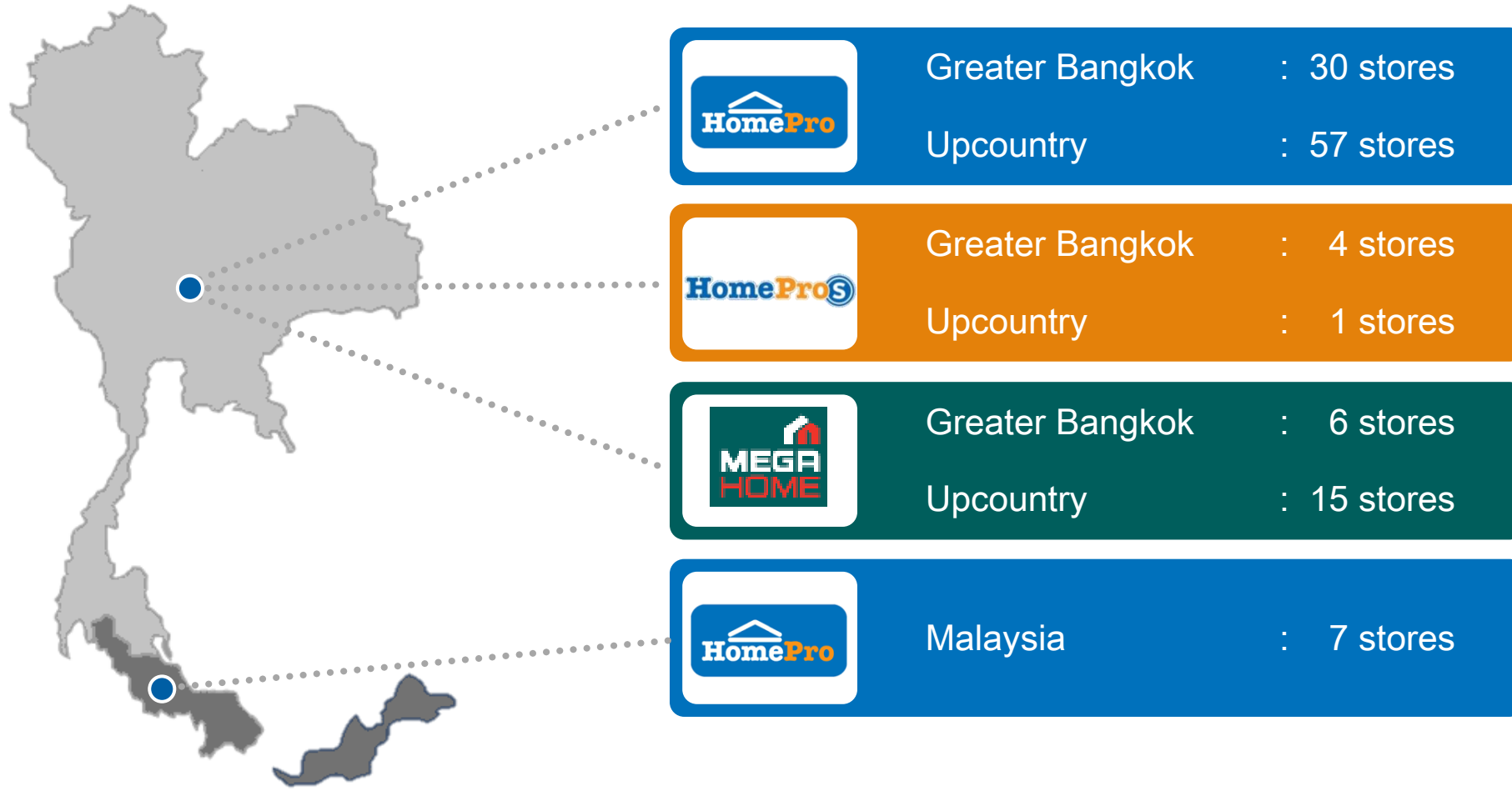
- 1Q23 Financial Results
- Business Outlook
- Sustainability Development



# Corporate Group Structure

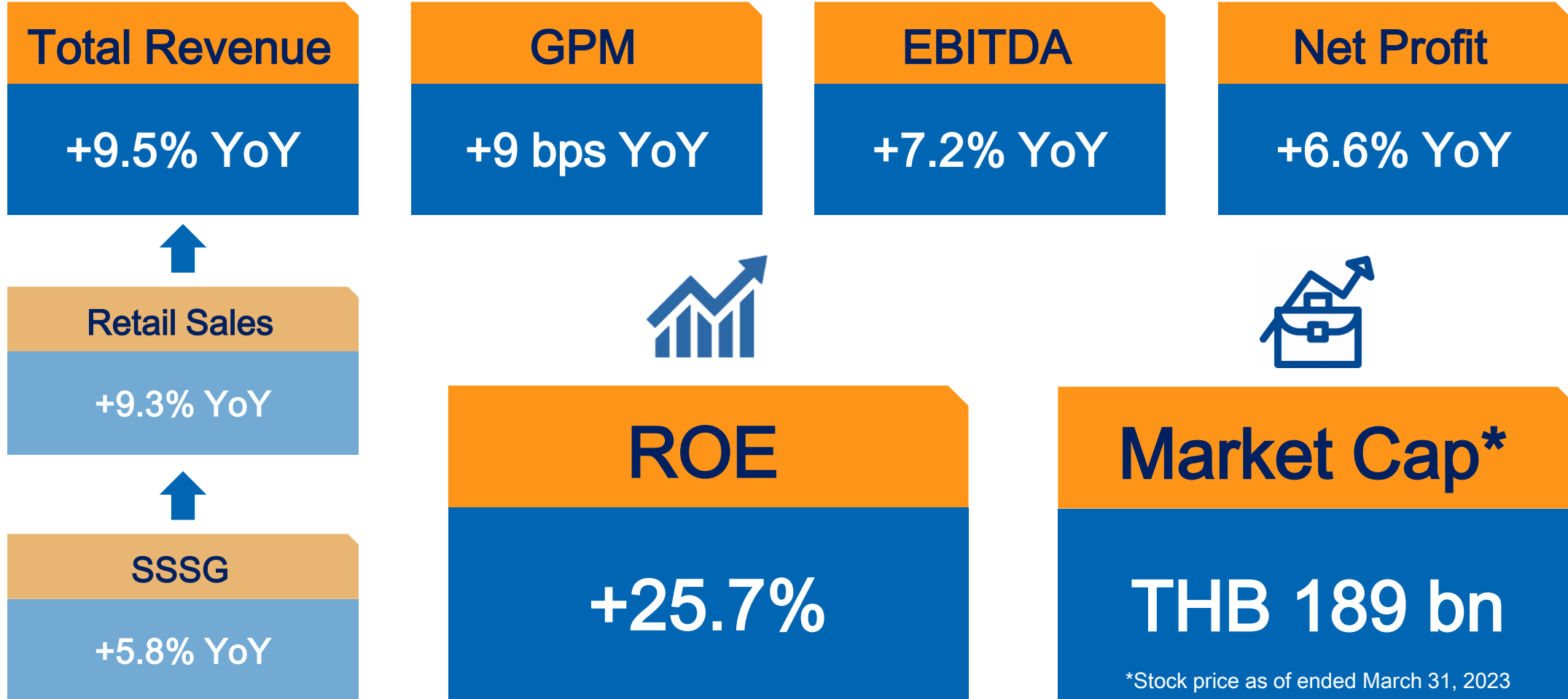


# Store Footprint



Remark : Data as of ended March 31, 2023

# 1Q23 Key Financials



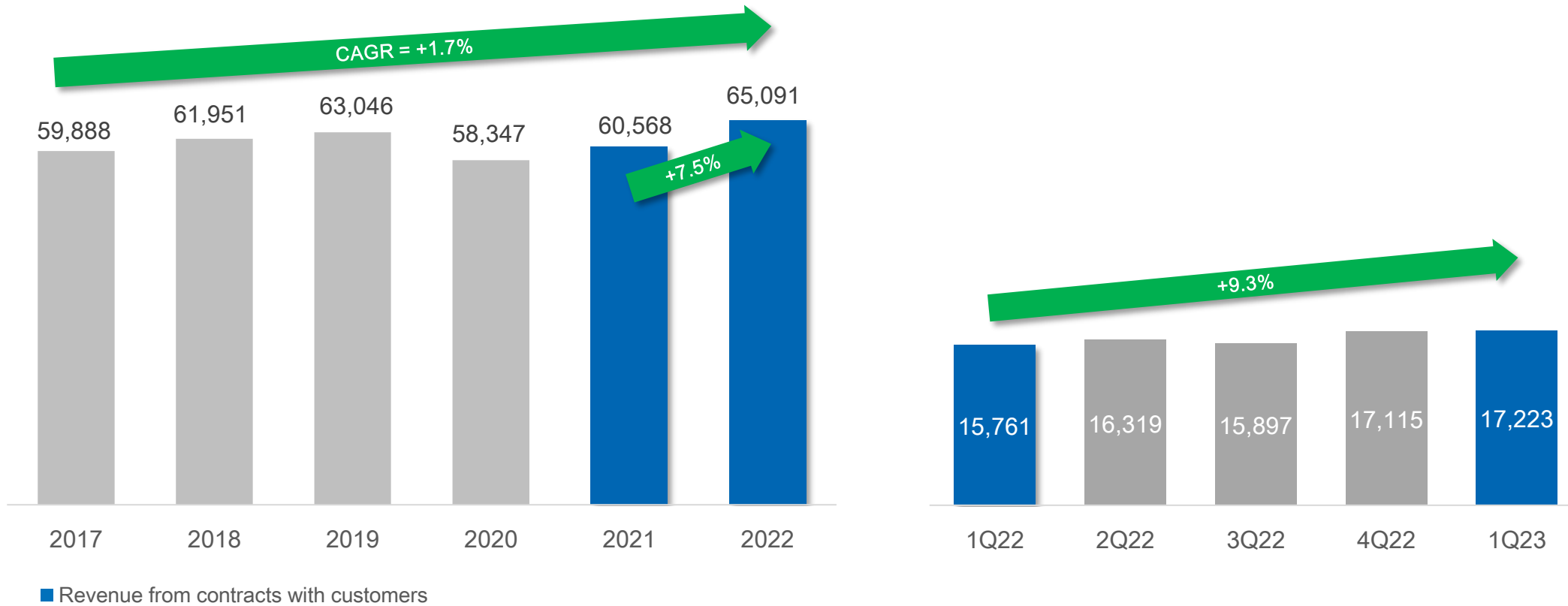
# Income Statement Summary

Unit : million Baht	1Q23	% of sales	1Q22	% of sales	Var	% change
Revenue from contracts with customers	17,223.47	100.00%	15,760.94	100.00%	1,462.53	9.28%
Rental Income	476.99	2.77%	410.91	2.61%	66.08	16.08%
Other Income	551.41	3.20%	500.68	3.18%	50.74	10.13%
<b>Total Revenue</b>	<b>18,251.87</b>	<b>105.97%</b>	<b>16,672.52</b>	<b>105.78%</b>	<b>1,579.35</b>	<b>9.47%</b>
Cost of sales and service	12,731.01	73.92%	11,664.28	74.01%	1,066.72	9.15%
<b>Gross profit</b>	<b>4,492.46</b>	<b>26.08%</b>	<b>4,096.66</b>	<b>25.99%</b>	<b>395.81</b>	<b>9.66%</b>
Cost of Rental	193.26	1.12%	155.26	0.99%	38.00	24.47%
<b>Selling and Administrative Expenses</b>	<b>3,192.39</b>	<b>18.54%</b>	<b>2,869.83</b>	<b>18.21%</b>	<b>322.55</b>	<b>11.24%</b>
EBIT	2,135.22	12.40%	1,983.14	12.58%	152.08	7.67%
Share of profit (loss) from investment in associates	-0.68	0.00%	0.00	0.00%	-0.68	n.a.
Financial Income	2.61	0.02%	1.94	0.01%	0.67	34.76%
Financial Cost	133.40	0.77%	93.65	0.59%	39.75	42.44%
Tax	392.64	2.28%	380.49	2.41%	12.15	3.19%
<b>Net Profit</b>	<b>1,611.12</b>	<b>9.35%</b>	<b>1,510.95</b>	<b>9.59%</b>	<b>100.18</b>	<b>6.63%</b>
Depreciation	818.71	4.75%	772.96	4.90%	45.76	5.92%
EBITDA	2,953.93	17.15%	2,756.10	17.49%	197.84	7.18%



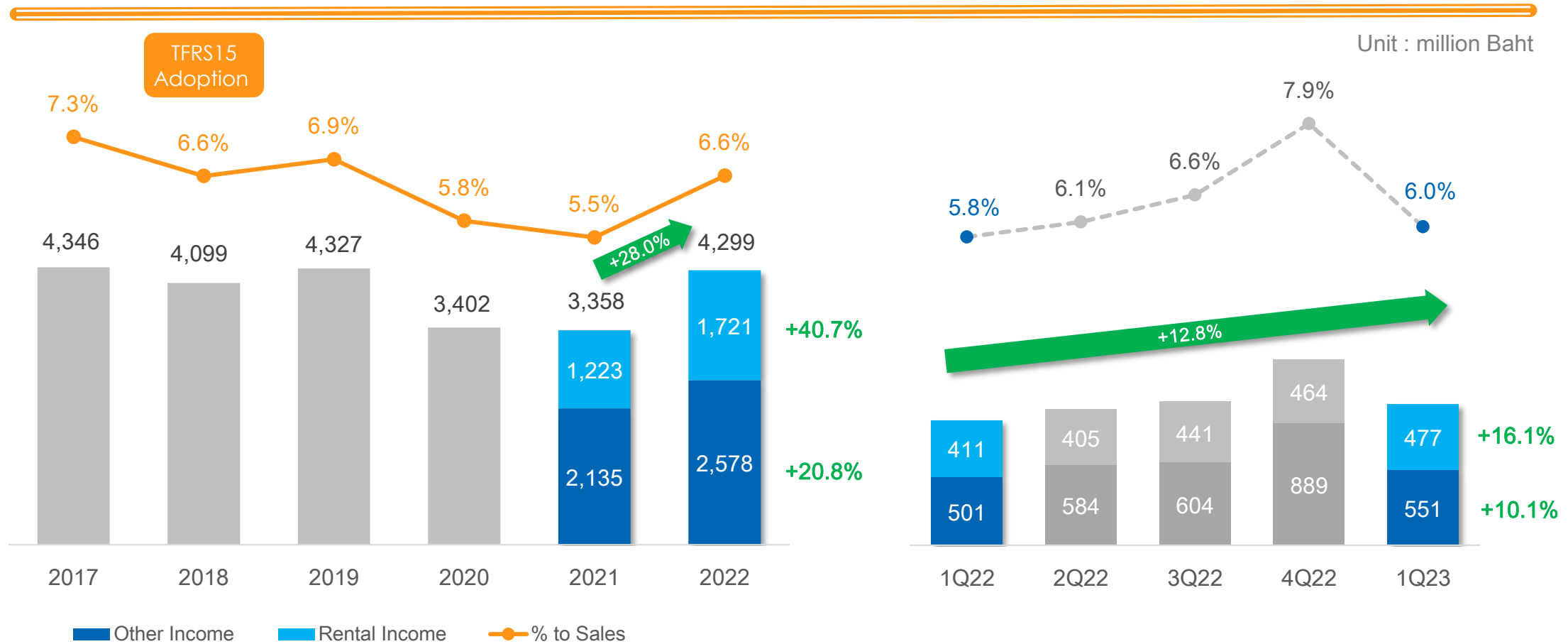
# Sustainable Sales Growth

Unit : million Baht



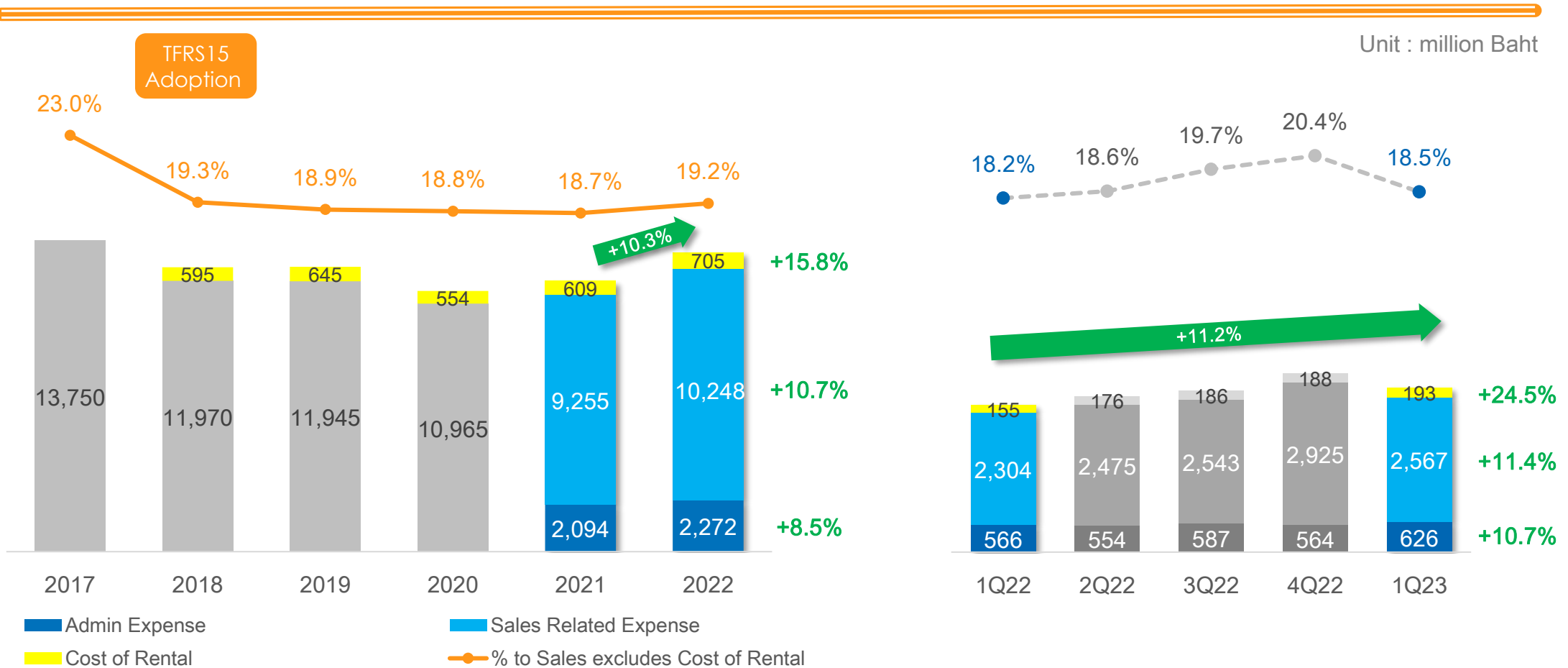
- In 1Q23, the revenue from contracts with customers which comprised of product sales revenue and service income of Home Service increased by 9.3%.

# Other Income



- In 1Q23, rental and service income increased thanks to more rental income from leasable space of HomePro stores and Market Village shopping mall particularly in tourist area of the southern region, compared to the same period last year.
- Other income increased in relation to the increasing promotional activities with vendors in both at stores and online channels.

# SG&A Expenses

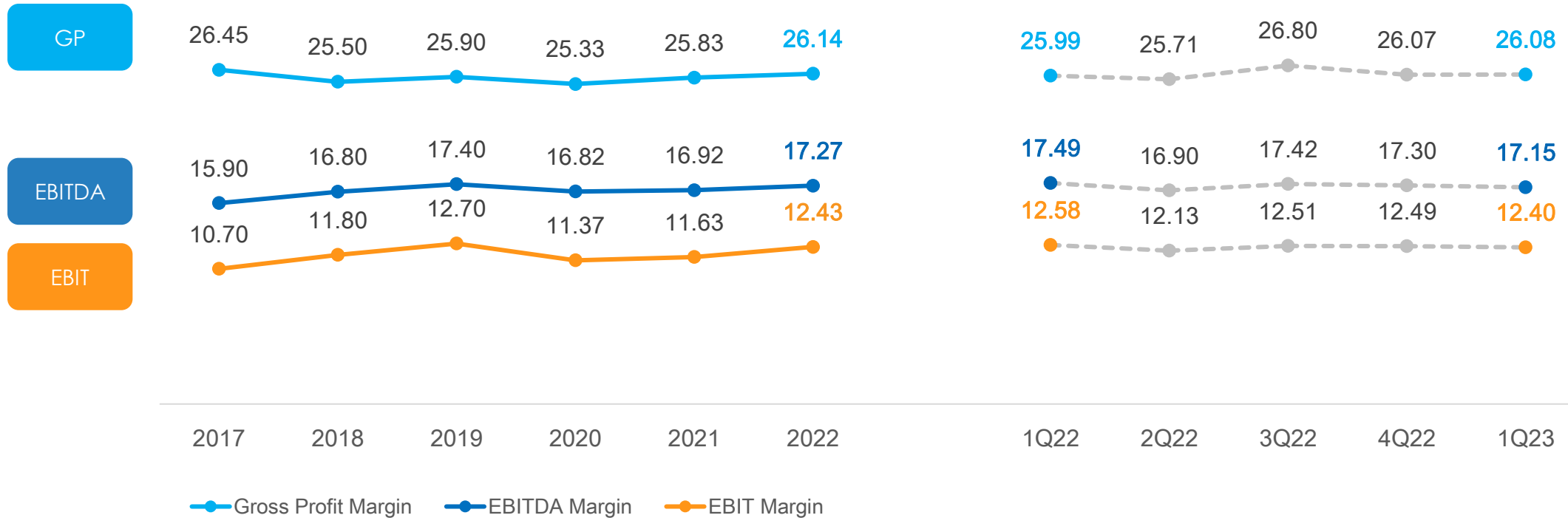


- In 1Q23, the amount increases in SG&A was attributable to the increase of expenses related to electricity and utilities cost, new stores opening of Mega Home, repair and maintenance, as well as more marketing and promotional activities.
- Cost of rental increased due to higher utilities cost.

# Profitability Ratio

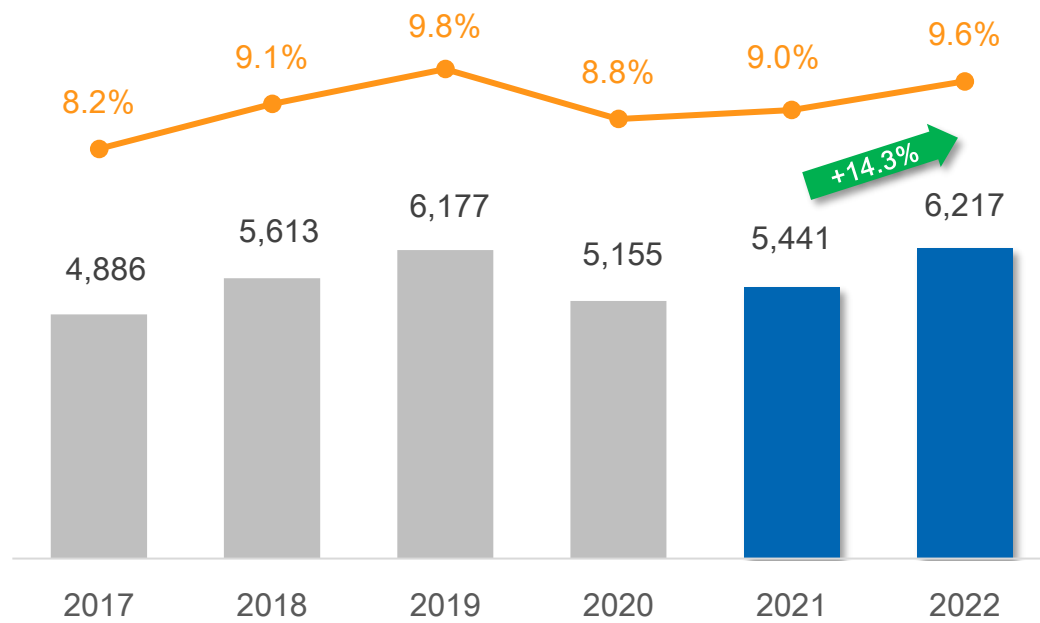
Unit : % to Sales

IFRS15  
Adoption

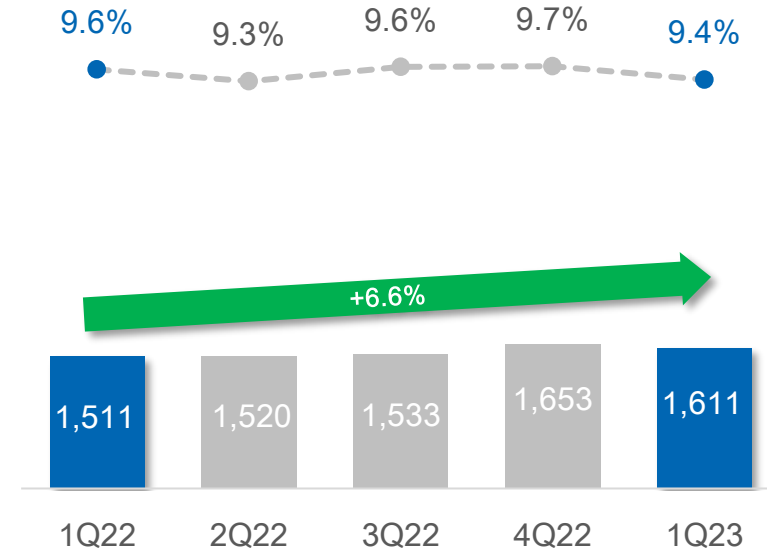


- In 1Q23, the gross profit as percentage of sales increased from 25.99% to 26.08%, which resulted from the sales mix moving towards higher margin products.
- The marginal increase of 1Q23 gross profit margin was from the increase in discounts offered to customers of various promotional activities, and the increase in Home Services income which generates lower gross margin than that of product sales.

# Net Profit & EPS



Unit : million Baht



■ Net Profit After Tax (NPAT)    ● % to Sales

FY	2017	2018	2019	2020	2021	2022
EPS	0.37	0.43	0.47	0.39	0.41	0.47

Quarter	1Q22	2Q22	3Q22	4Q22	1Q23
EPS	0.11	0.12	0.12	0.13	0.12

- NPAT in 1Q23 increased by 6.6% YoY.
- Earnings per share (EPS) were 0.12 Baht in 1Q23.

# Balance Sheet at a Glance

Unit : million Baht	31 Mar 2023	31 Dec 2022	Var	% change
Cash & Deposit	3,943.90	5,420.30	-1,476.39	-27.24%
Inventory	14,257.47	13,630.08	627.39	4.60%
Land Building & Equipment	43,578.72	42,652.54	926.18	2.17%
Other Assets	3,093.72	3,481.83	-388.11	-11.15%
<b>Total Assets</b>	<b>64,873.82</b>	<b>65,184.74</b>	<b>-310.93</b>	<b>-0.48%</b>
Financial Debt*	19,320.77	21,333.62	-2,012.86	-9.44%
Account Payable	15,650.02	15,811.88	-161.85	-1.02%
Other Liabilities	4,047.20	3,793.36	253.84	6.69%
<b>Total Liabilities</b>	<b>39,017.99</b>	<b>40,938.86</b>	<b>-1,920.87</b>	<b>-4.69%</b>
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	12,058.30	10,448.36	1,609.94	15.41%
<b>Total Equities</b>	<b>25,855.82</b>	<b>24,245.88</b>	<b>1,609.94</b>	<b>6.64%</b>

\* Included impact of TFRS16 on lease liabilities 6,163.67 of million Baht

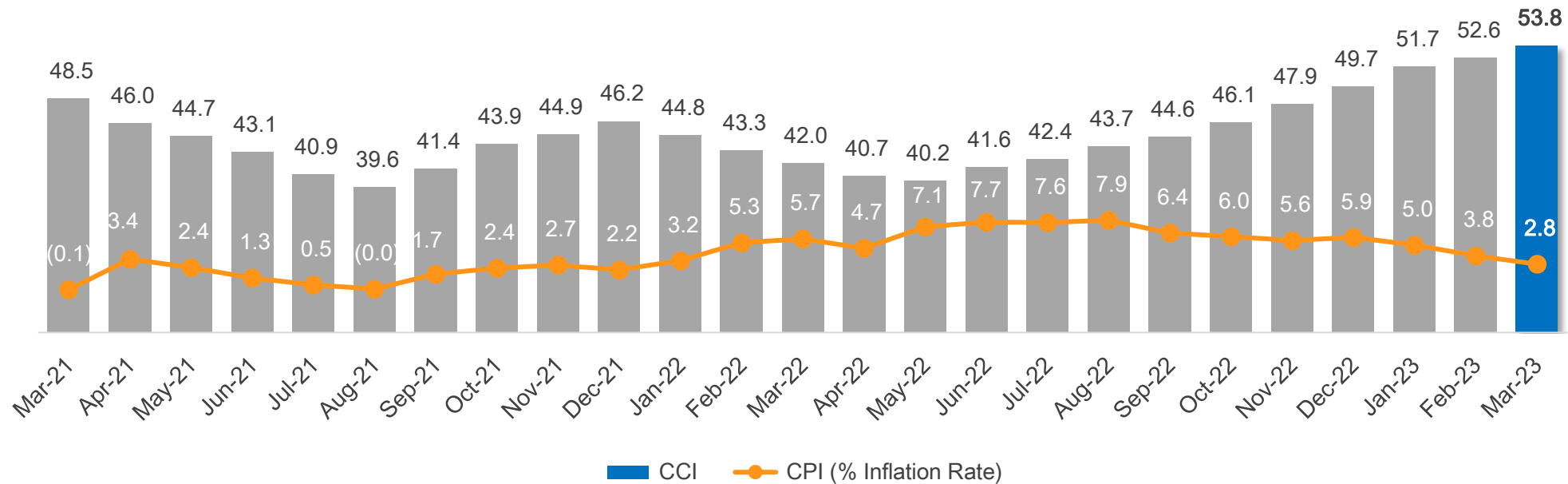


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# CCI edges higher amid the decreasing trend of inflation



increased for the tenth month to 53.8 in March 2023 from 52.6 in February. The latest figure marked the highest reading since February 2020, driven by a recovery in the tourism sector, spending for the upcoming election, and a weak baht. Thailand beat its target for tourist arrivals in the first quarter, recording 6.15 million visitors during January-March. The Tourism Council, an industry body, said at least 30 million tourists were expected to visit the country this year and spend 1.5 trillion baht (USD 43.74 billion). Whereas the annual inflation rate in Thailand slowed to 2.83% in March 2023, less than market expectations of 3.30% and 3.79% in the previous month.



# 1Q23 Highlight and Recent Activities



**HomePro EXPO**  
Professional Home Solution

**โฮมโพร เอ็กซ์โป**  
อิมแพ็ค เมืองทองธานี ฮอลล์ 9-10

พบโปรโมชั่น **สุดคุ้มมากมาย** ภายในงาน

18 มี.ค. 66 - 26 มี.ค. 66 | จันทร์ - พฤหัสบดี 10.30 - 21.00 น.  
ศุกร์ - อาทิตย์ 10.00 - 22.00 น.

ลดสูงสุด **80%** สินค้า

HOME SERVICE  
ซื้อสินค้าและบริการ  
จากโฮมโพร

เท่านั้น! มูลค่า  
แลกใหม่ **5,000**  
1 เม.ย. 66 - 31 เม.ย. 66



**HomePro SUPER EXPO**

ลดจึกหนัก **5 วัน!**

**ยกขบวนสินค้าค้บร้อน**  
**ลดสูงสุด 80%\***

ตั้งแต่วันที่ 5 เม.ย. 66 - 9 เม.ย. 66

VOUCHER 20,000

DEAL 80% ลด

พ็อนแรง 12 เดือน

SALE HERE

# 2023 New Services: Trade-in



เก่ามีค่า นำมา แลกใหม่  
ซ่อมมันใจ ได้ที่โฮมโปร

แลก  
สูงสุด **5,000.-** | งานซ่อม  
รับประกัน **90** วัน\*

1 ม.ค. 66 - 31 ธ.ค. 66  
#เรื่องบ้านโฮมโปรคือคำตอบ

\*Under Terms & Conditions of the Company / Only for participating items.

HomePro

# 2023 New Services: Home Solar



## Home Solar

ประหยัดค้ค่า อย่างยั่งยืน

-  **Solar Consultant**  
ปรึกษากับช่างผู้เชี่ยวชาญ  
ที่พร้อมตรวจสอบให้พิกายในบ้าน
-  **Roof Check**  
บริการตรวจสอบพื้นที่ด้วยวิธี  
และอุปกรณ์ที่ทันสมัย
-  **Planning & Permitting**  
วางแผนและดำเนินการติดตั้ง  
พร้อมดูแลในขั้นตอนการขอใบอนุญาต

-  **Professional Installation**  
ติดตั้ง Solar Rooftop ด้วยอุปกรณ์  
ได้มาตรฐาน โดย ทีมช่างผู้เชี่ยวชาญ
-  **SCADA Smart Control**  
เน้นด้วย ระบบ SCADA Smart Control  
ที่ช่วยบำรุงรักษาเชิงป้องกัน
-  **After-Sale & Lifetime Trust**  
การันตี รับประกัน คสม. ชม  
ทุกกรณีได้ทันที



สอบถามข้อมูลเบื้องต้น 1284  
สอบถามข้อมูลเชิงลึกกับผู้เชี่ยวชาญ 083 101 5050  
[www.homepro.co.th/homesolar](http://www.homepro.co.th/homesolar)

\*ข้อมูลนี้เป็นไปตามที่บริษัทฯ กำหนด, สถานการณ์และชนิดผลิตภัณฑ์ ณ ปัจจุบัน



# 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

CABIN

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

# 2023 Store Expansion Plan

No. of stores as of ended 1Q23

HomePro<sup>®</sup>

Malaysia



Ended 2022	87	5	18	7
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## ■ New stores in 2023

1Q23	Rattana	-	-	29 Jan	-
	Thibet	-	-	10 Feb	-
	Bangplee	-	-	3 Mar	-
2Q23	Tiwanon	-	-	28 Apr	-
	Nakhonpathom	-	-	May	-
	Chiangmai	-	-	June	-
2H23	Bangsaen	2	-	2	-

## ■ Our stores in ended 2023

Total (stores)	89	5	26	7
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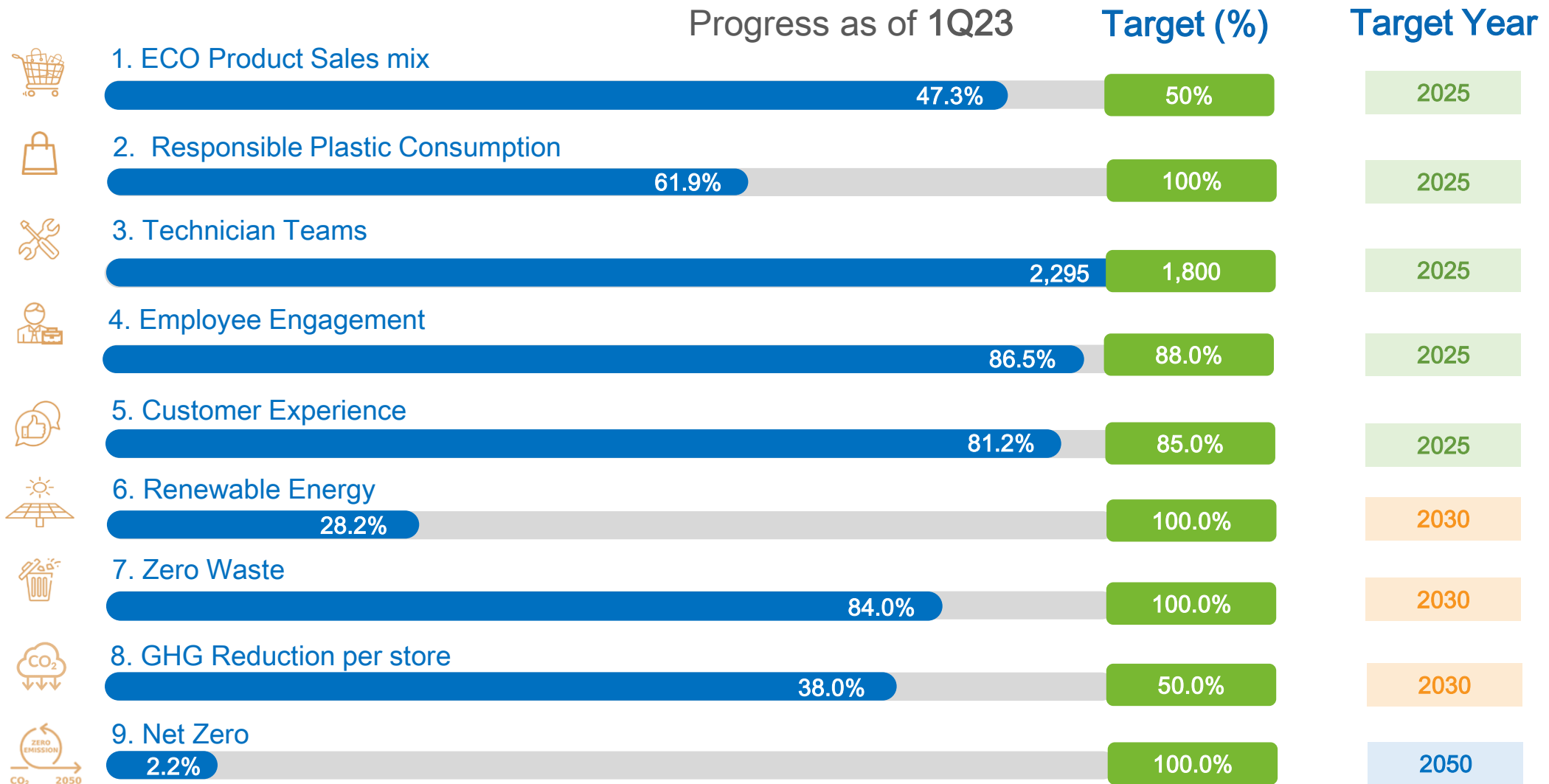


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# 2025-2050 SD Roadmap

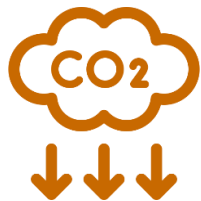


# 2022 SD Progress



## 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



**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)



Received Sustainably Low Risk Rating in ESG Risk ranking

## Domestic



AGM Investors' Choice



Being listed in Thailand Sustainability Investment by SET for the 8<sup>th</sup> 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

## Contact us

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