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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 **94 HomePro & 27 Mega Home** stores nationwide

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

Remark: number of stores is as of 31 December 2023.

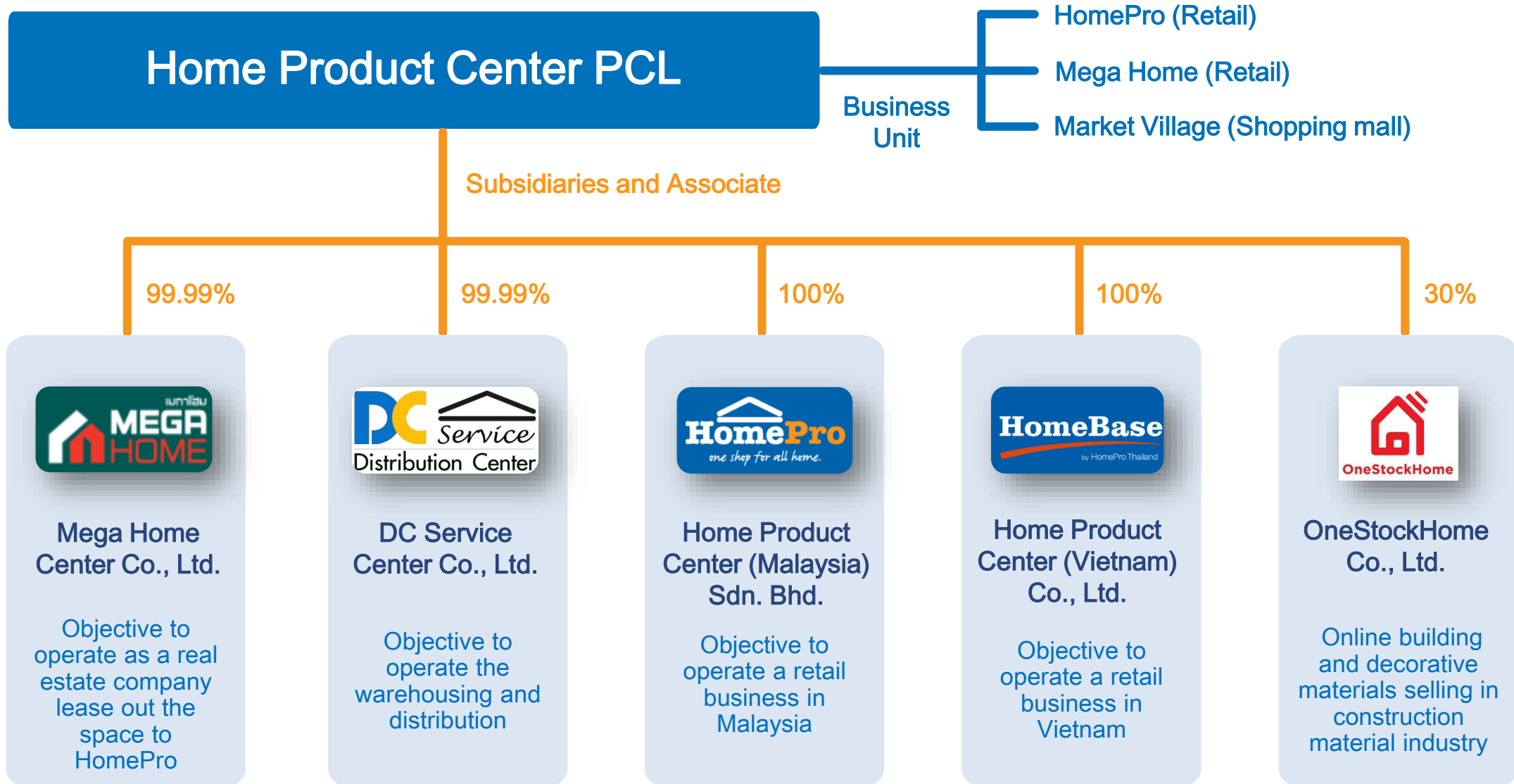


Agenda

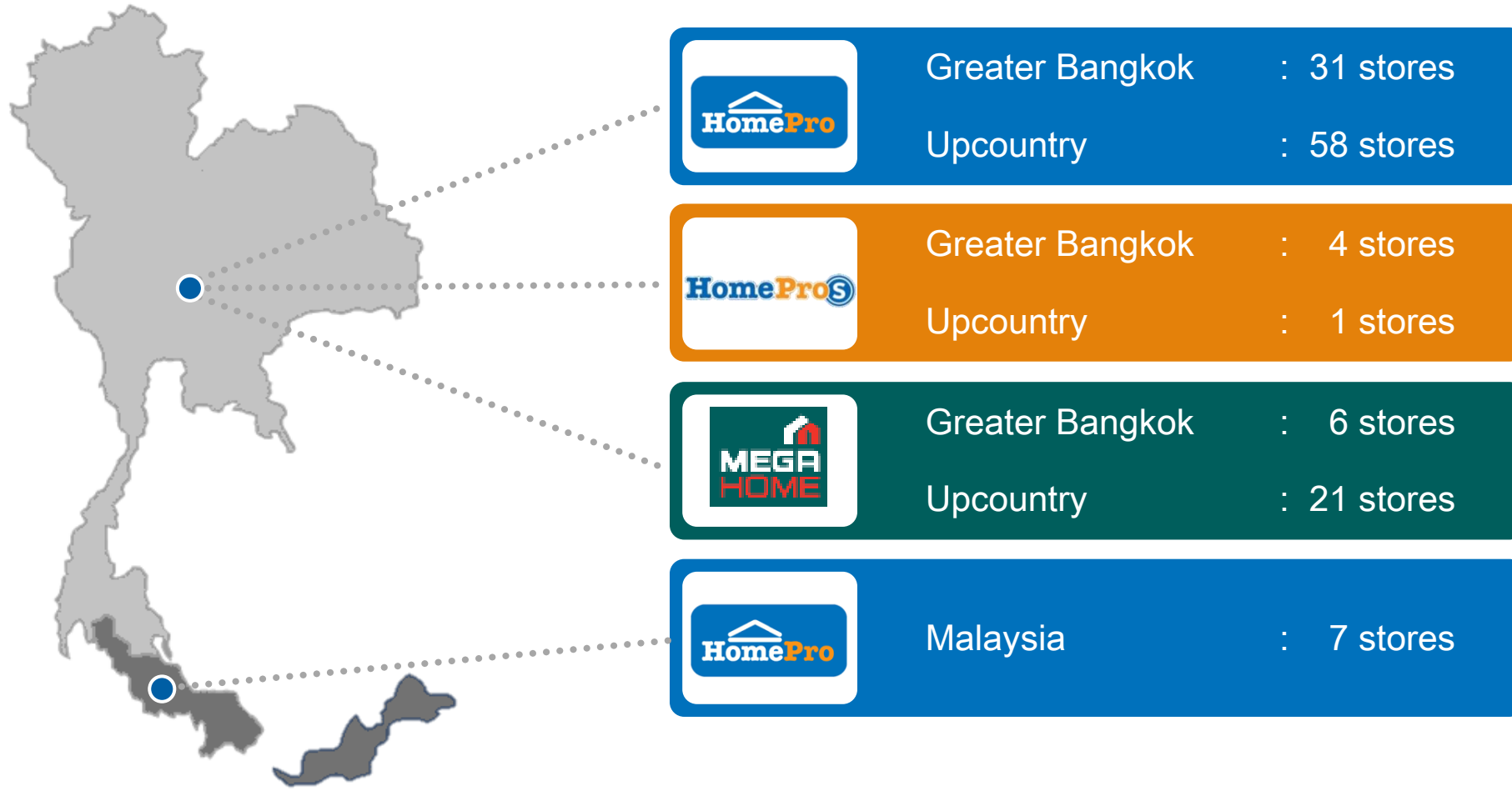
- 2023 Financial Results
- Business Outlook
- Sustainability Development



Corporate Group Structure

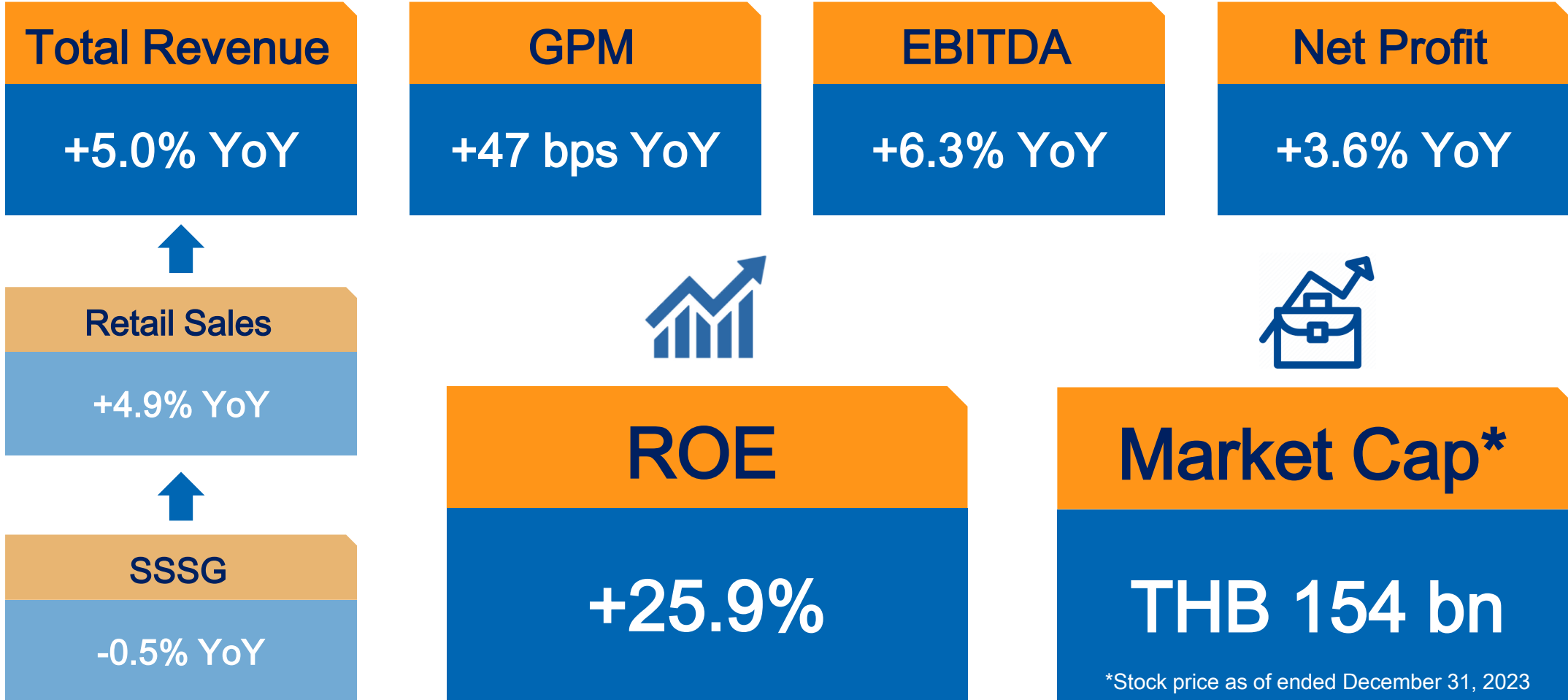


Store Footprint



Remark: number of stores is as of 31 December 2023.

2023 Key Financials

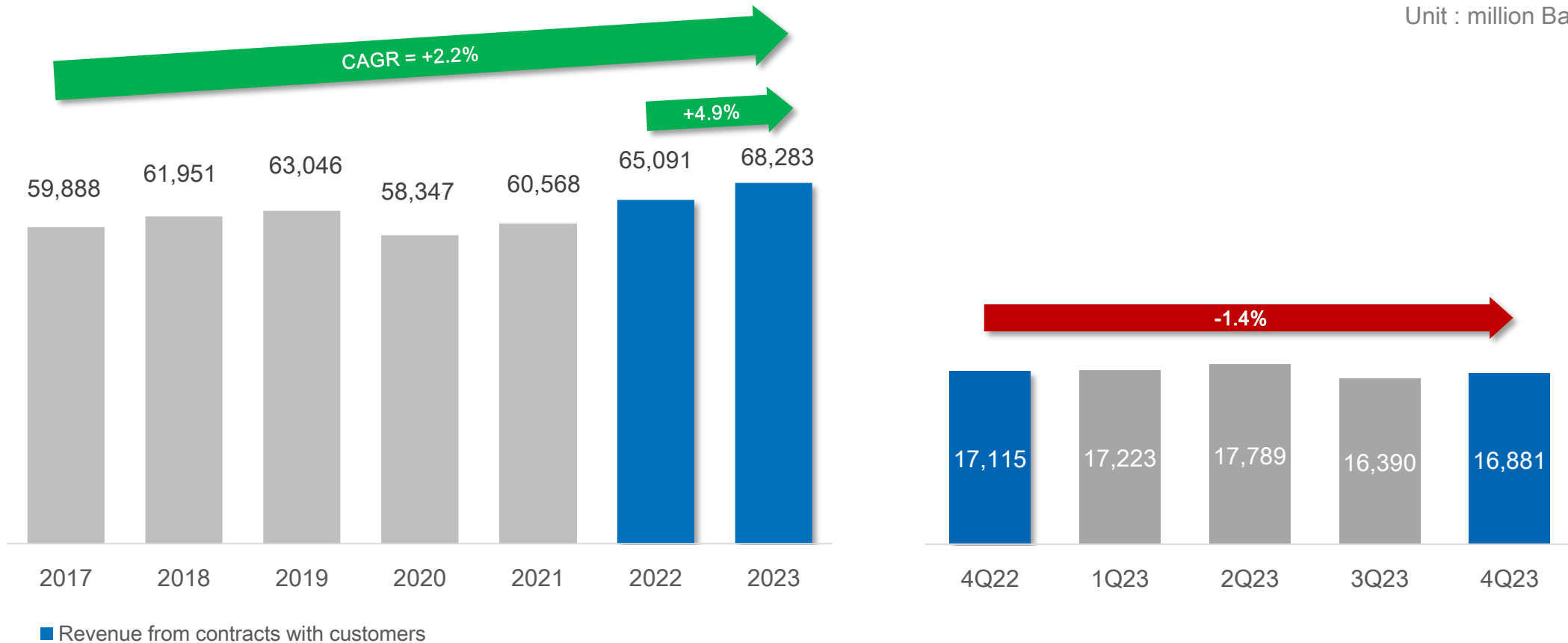


Income Statement Summary

Unit : million Baht	2023	% of sales	2022	% of sales	Var	% change
Revenue from contracts with customers	68,283.31	100.00%	65,090.88	100.00%	3,192.43	4.90%
Rental Income	1,882.23	2.76%	1,720.58	2.64%	161.65	9.39%
Other Income	2,656.23	3.89%	2,577.96	3.96%	78.27	3.04%
Total Revenue	72,821.77	106.65%	69,389.43	106.60%	3,432.34	4.95%
Cost of sales and service	50,117.64	73.40%	48,077.70	73.86%	2,039.94	4.24%
Gross profit	18,165.67	26.60%	17,013.19	26.14%	1,152.49	6.77%
Cost of Rental	786.39	1.15%	704.95	1.08%	81.44	11.55%
Selling and Administrative Expenses	13,402.99	19.63%	12,519.17	19.23%	883.82	7.06%
EBIT	8,514.75	12.47%	8,087.61	12.43%	427.14	5.28%
Share of profit (loss) from investment in associates	-0.86	0.00%	-1.95	0.00%	1.09	-55.77%
Financial Income	27.73	0.04%	16.95	0.03%	10.78	63.56%
Financial Cost	567.46	0.83%	444.58	0.68%	122.88	27.64%
Tax	1,532.60	2.24%	1,440.95	2.21%	91.65	6.36%
Net Profit	6,441.56	9.43%	6,217.09	9.55%	224.47	3.61%
Depreciation	3,431.40	5.03%	3,156.13	4.85%	275.27	8.72%
EBITDA	11,946.15	17.49%	11,243.75	17.27%	702.40	6.25%

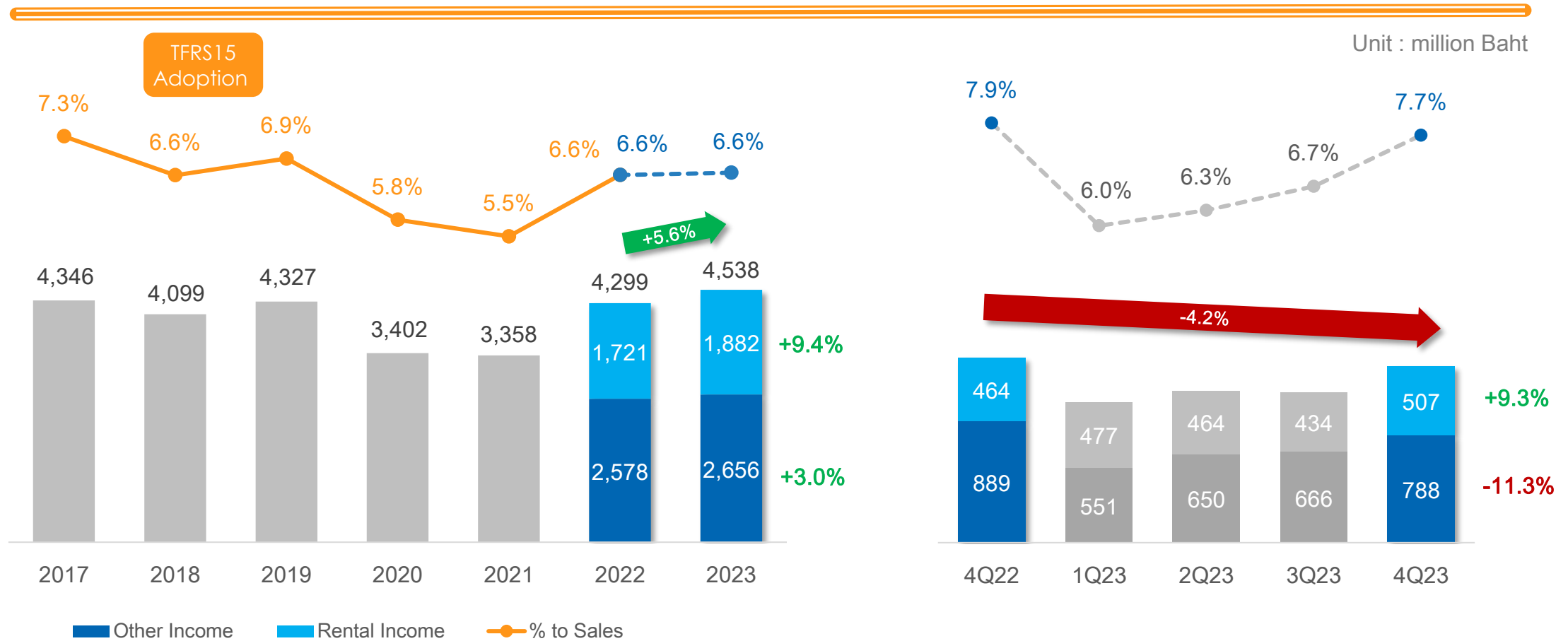
Sustainable Sales Growth

Unit : million Baht



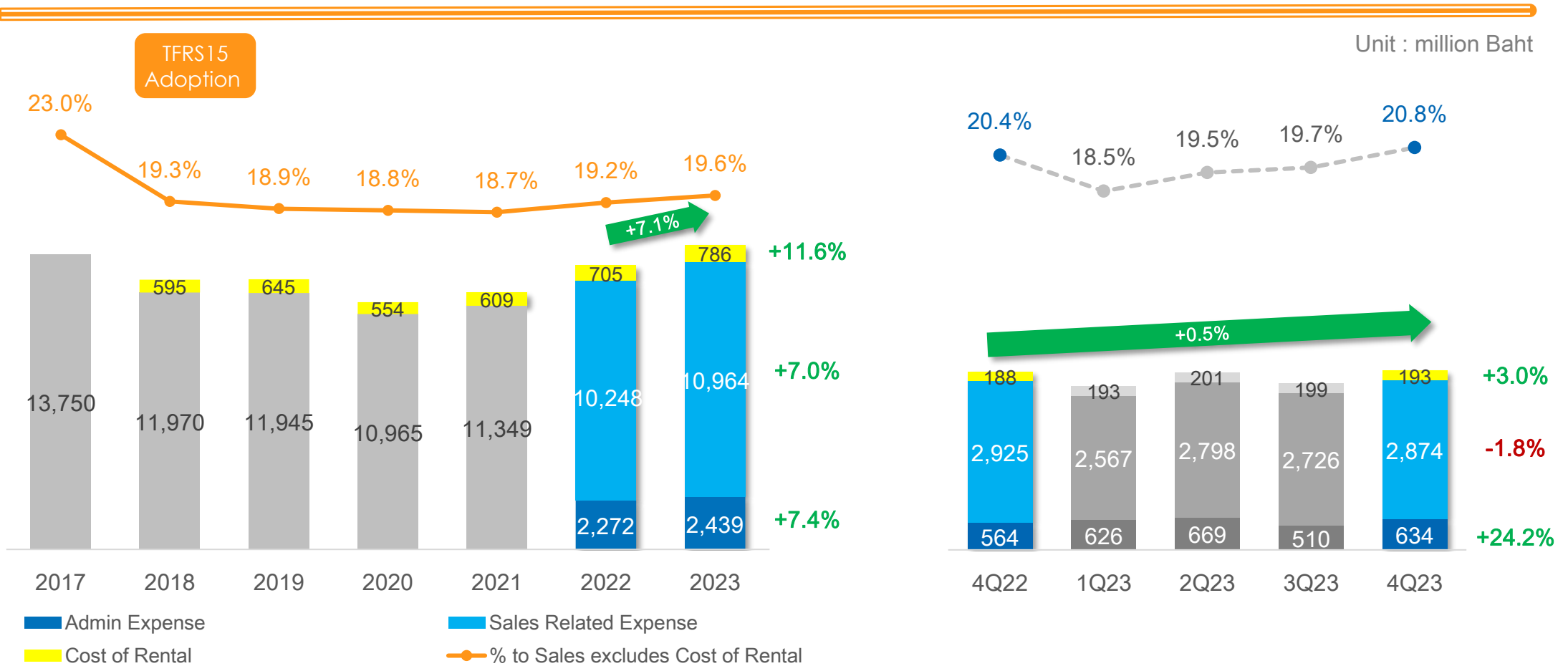
- In 2023, the revenue from contracts with customers which comprised of product sales revenue and service income of Home Service increased by 4.9%.

Other Income



- In 2023, rental and service income increased thanks to more rental income from leasable space of HomePro stores and Market Village shopping compared to the same period last year. Moreover, there was rental income realization of rental space in new stores of HomePro, including rental income from the major event of HomePro Expo which was organized during the fourth quarter.
- Other income increased in relation to the increase in promotional activities with vendors both at physical stores and through online channels compared to the same period of the previous year.

SG&A Expenses

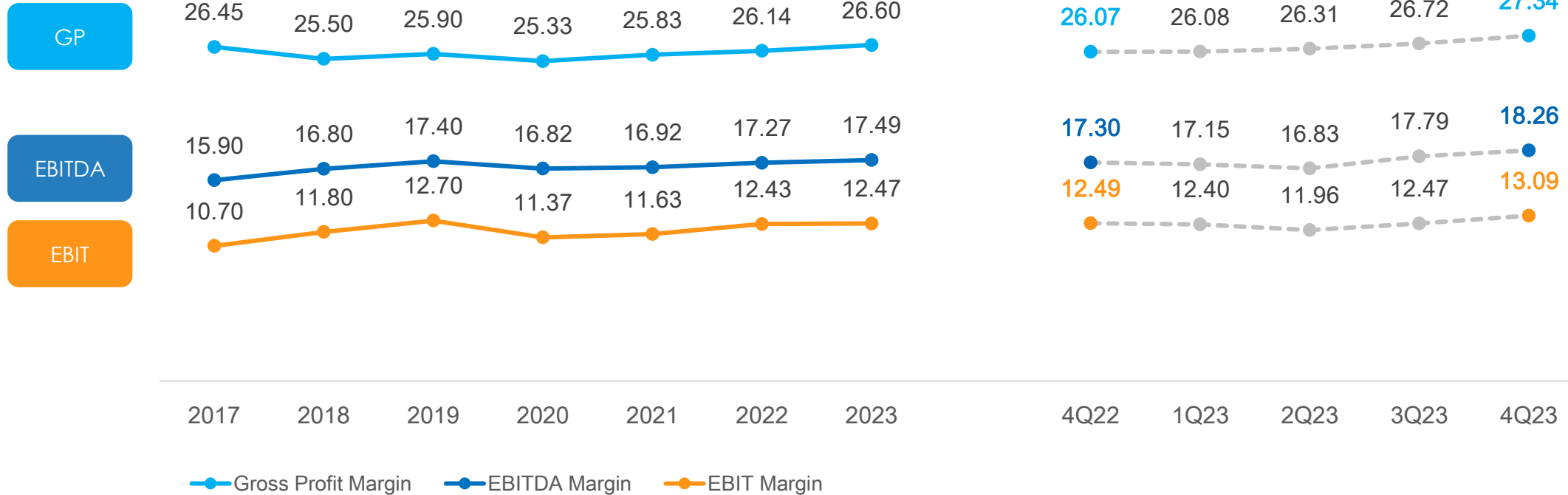


- In 2023, the amount increases in SG&A was attributable to the increase of expenses related to new stores opening of HomePro and Mega Home, employee salaries and welfare, depreciation, and utilities expense.

Profitability Ratio

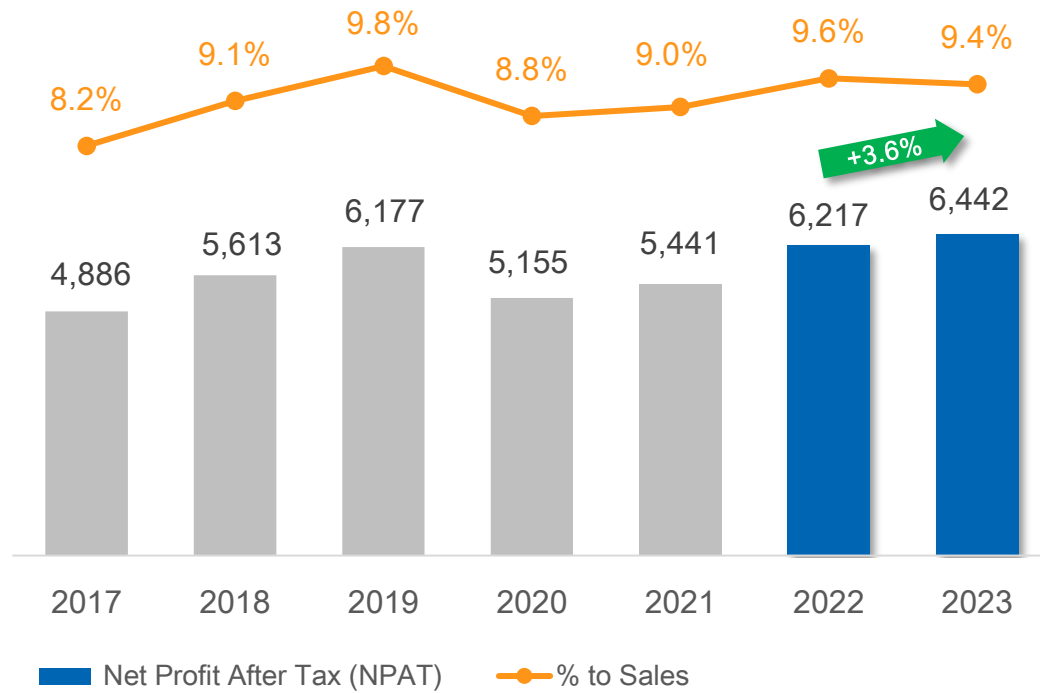
Unit : % to Sales

IFRS15
Adoption

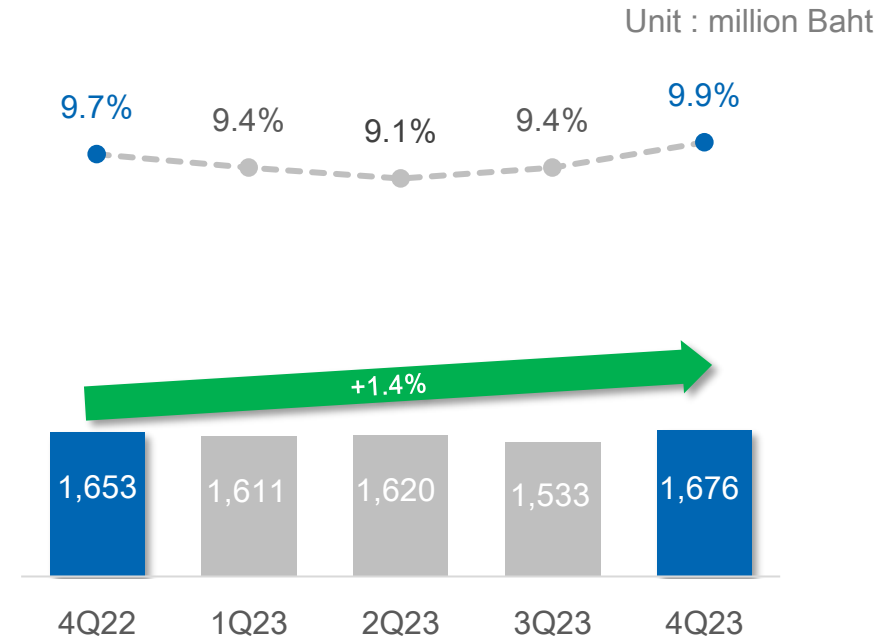


- In 2023, the gross profit as percentage of sales increased from 26.14% to 26.60%, which was attributed to the better of product mix toward high-margin products, efficient cost management, and increasing service income despite higher logistic cost for distribution to stores resulting from oil price inflation.

Net Profit & EPS



FY	2017	2018	2019	2020	2021	2022	2023
EPS	0.37	0.43	0.47	0.39	0.41	0.47	0.49

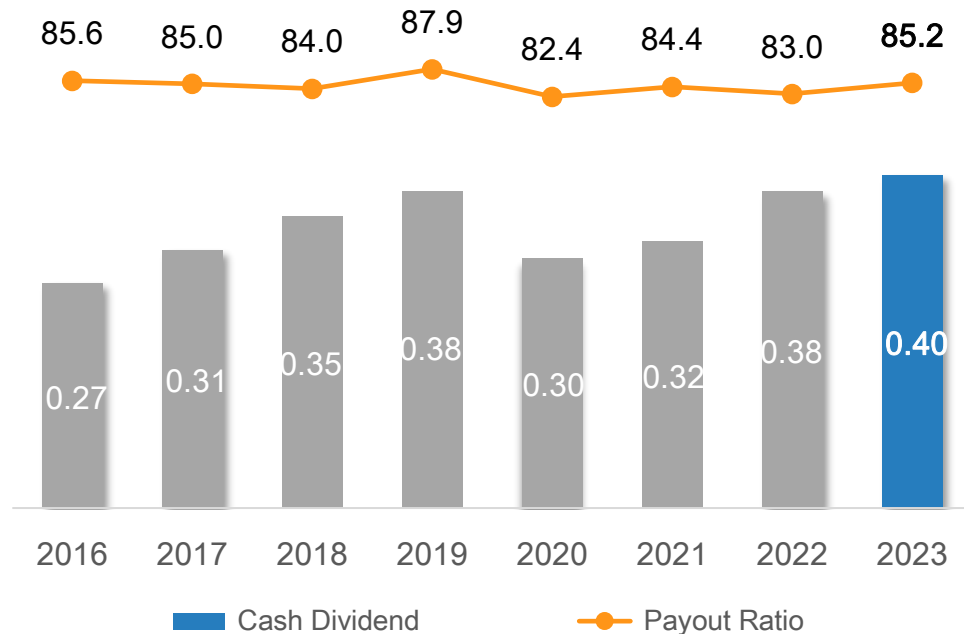


Quarter	4Q22	1Q23	2Q23	3Q23	4Q23
EPS	0.13	0.12	0.12	0.12	0.13

- NPAT in 2023 increased by 6.4% YoY.
- Earnings per share (EPS) were 0.49 Baht in 2023.

Historical Dividend Payout

Unit : Baht per share



2023

- **Final Dividend at Baht 0.22 per share**
Payment date on 27 February 2024
(subject to shareholder approval)
- **Interim Dividend at Baht 0.18 per share**
Payment date on 27 September 2023

2022

- **Final Dividend at Baht 0.21 per share**
Payment date on 3 May 2023
- **Interim Dividend at Baht 0.17 per share**
Payment date on 27 September 2022

HomePro's Dividend Policy is to pay no less than 40% of NPAT.

Balance Sheet at a Glance

Unit : million Baht	30 Dec 2023	31 Dec 2022	Var	% change
Cash & Deposit	6,428.67	5,420.30	1,008.38	18.60%
Inventory	13,965.27	13,630.08	335.20	2.46%
Land Building & Equipment	45,373.12	42,652.54	2,720.59	6.38%
Other Assets	3,280.82	3,481.83	-201.01	-5.77%
Total Assets	69,047.89	65,184.74	3,863.14	5.93%
Financial Debt*	24,591.74	21,333.62	3,258.11	15.27%
Account Payable	15,224.70	15,811.88	-587.18	-3.71%
Other Liabilities	3,672.66	3,793.36	-120.70	-3.18%
Total Liabilities	43,489.10	40,938.86	2,550.24	6.23%
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	11,761.26	10,448.36	1,312.91	12.57%
Total Equities	25,558.78	24,245.88	1,312.91	5.41%

* Included impact of TFRS16 on lease liabilities 6,789.38 of million Baht



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4Q23 Highlight and Recent Activities

มหกรรมแสดงสินค้า
และ ไอเดียเรื่องบ้าน

ณ ศูนย์ประชุมแห่งชาติสิริกิติ์ HALL 8

20 Oct 23 - 29 Oct 23

HOMEPRO LIVING EXPO

สแกน
รับส่วนลด
ภายในงานเท่านั้น

ลดสูงสุด 2,500.- | เพิ่มสิทธิ
อีกสูงสุด 500.-

ส่งฟรี
(สินค้ารวม 800.-)

102,500.- | 8% | 0% 24 เดือน

HomeCard #เรื่องบ้านโฮมโปรคือคำตอบ

#โรงสี
ห้ามพลาด
จัดเต็มสุดท้ายปลายปี

HomePro SUPER EXPO

SUPER DEAL: ลดสูงสุด 80% | 102,300.-

SUPER CASH + COUPON: 13%

SUPER DISCOUNT: 10%

SUPER BRAND: 43%

WARRANTY: 0% 24 เดือน

24 W.B. 2566 - 28 W.B. 2566

ยิ่งใช้ ยิ่งได้

HomePro คืนเงินให้
Easy E-Receipt

ลดหย่อนภาษีสูงสุด
50,000.- + 1,000.-

รับเงินคืน
Wallet คืนให้

1 ม.ค. 67 - 15 ก.พ. 67

Trade-in for a Better Future

1 Jan 2024 - 31 Dec 2024

Margin expansion through Private Label



homebase

PARNO

Solshield

TARA

Zimple

SOON:

MOYA

Bathtime

Ekono

KECH

MAILBOX

X-FIRE

Spring

Carini

onground

HLS

ineatymix

E

Furdini

CABIN

BENETIA

Fontän

CRABERN

PARNO

MATALI

porrin+

asLE

MAZDOX

PLIM

flusfo

ZynTec

ACCO

SNO:

GRXNDI

dara

PACKIN

Over 36
Private Brands

Over 15,000
items

Quality and
worthiness
focused

Continuous
development

2024 Store Expansion Plan

No. of stores as of ended 2023



Ended 2023	89	5	27	7
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■ New stores in 2024

1Q 2024			Udon Thani	
2Q 2024	1			
3Q 2024	1		2	
4Q 2024	1 - 2		1	

■ Our stores in ended 2024

Total (stores)	92 - 93	5	31	7
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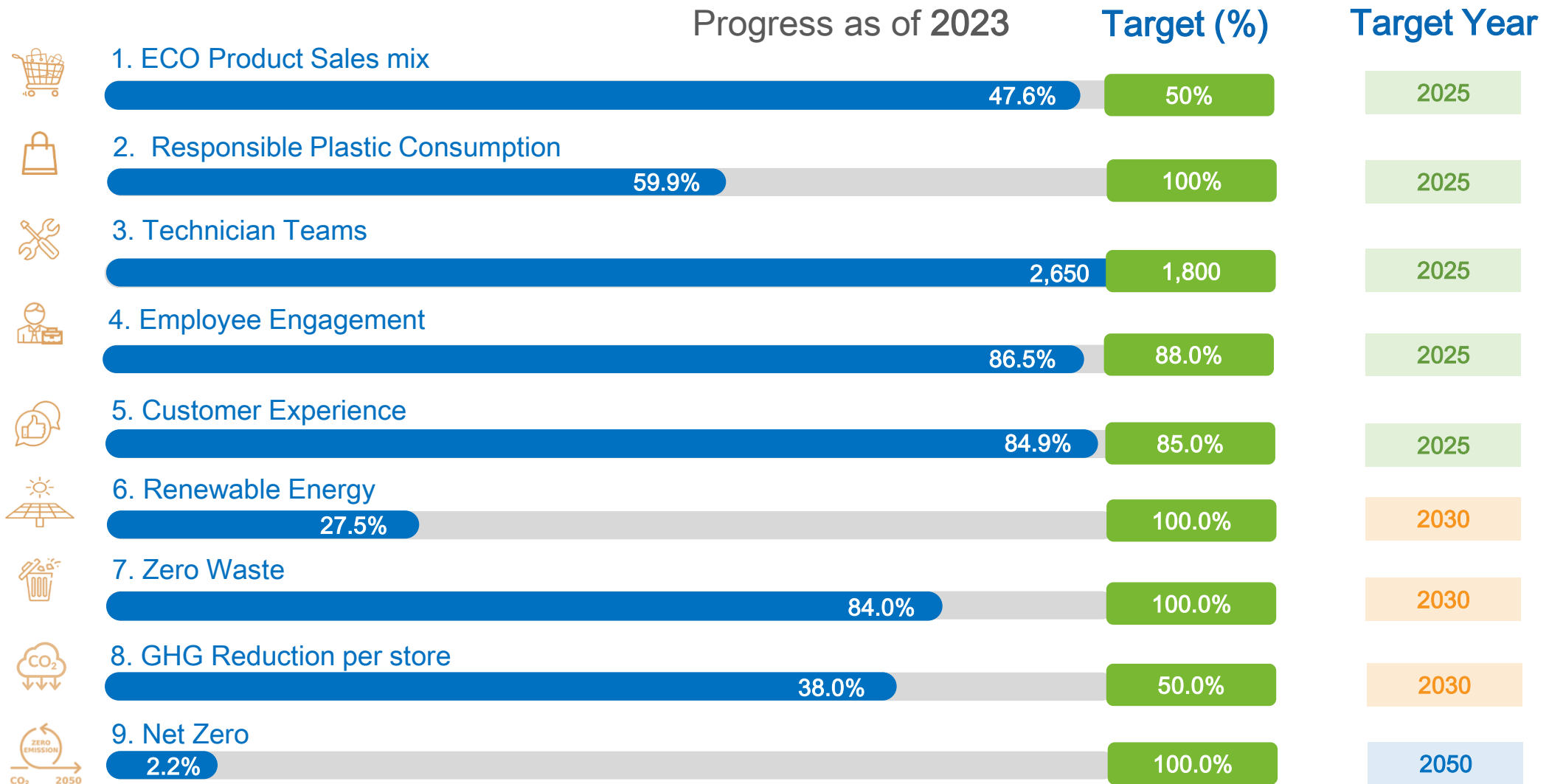


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2025-2050 SD Roadmap



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 8th 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

