



SET Opportunity Day

1Q25 Results

9 May 2025



www.homepro.co.th



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**Dow Jones
Sustainability Indices**
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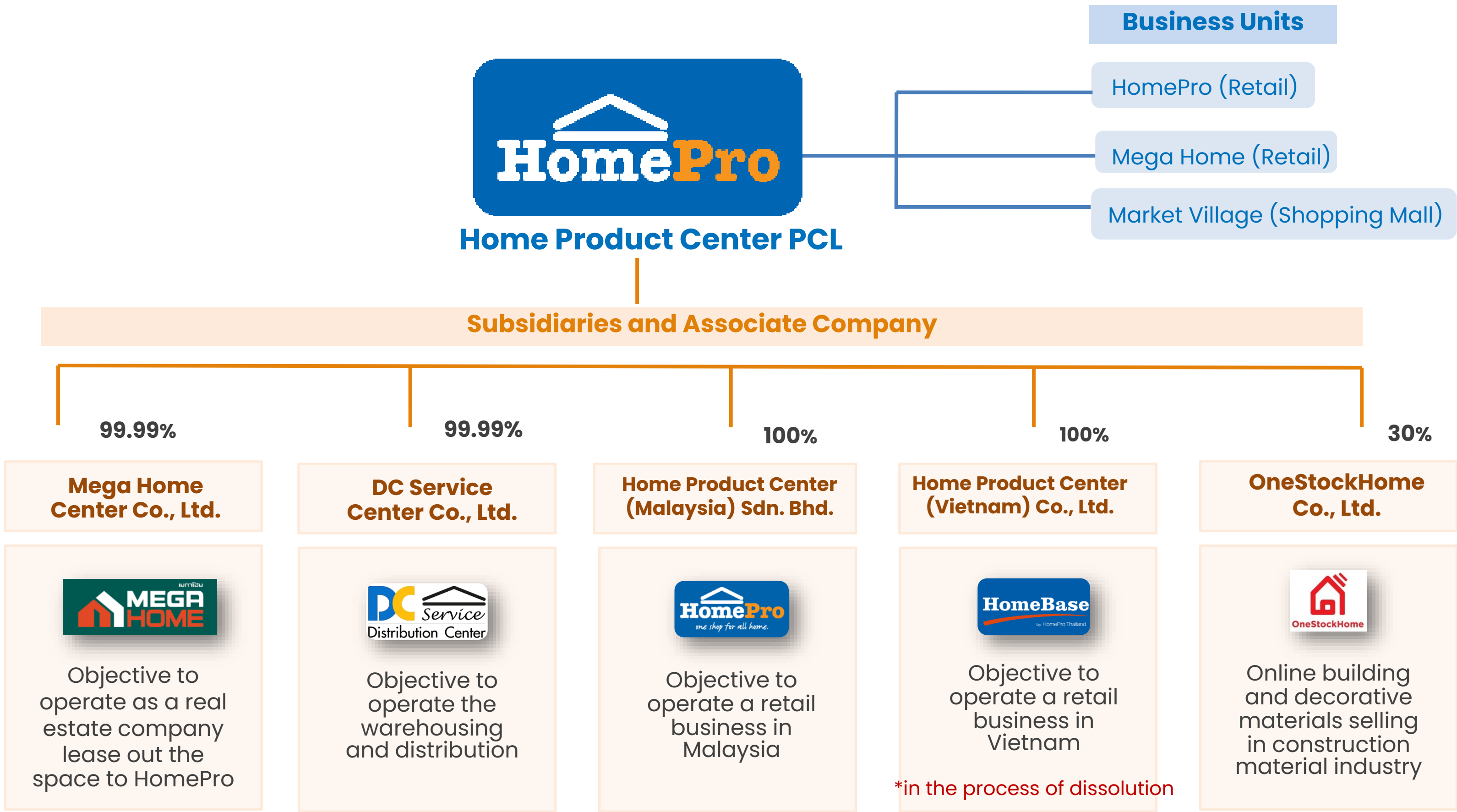


HomePro at a glance

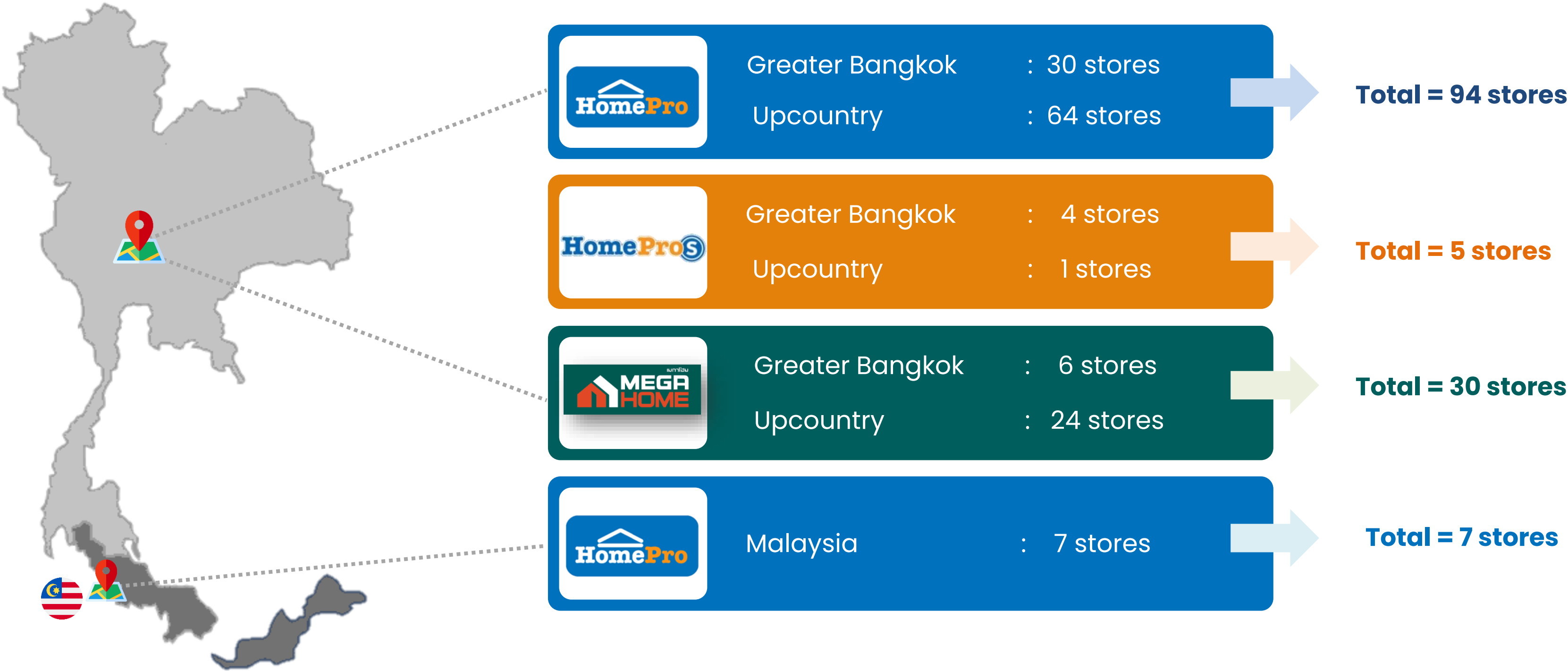
We make a better living



Corporate Group Structure



Store Footprint



As of 31 March 2025



Agenda

- **1Q25 Financial Results**
- Business Outlook
- Sustainability Development

1Q25 Key Financials

Total Revenue

-0.7% YoY ↓

GPM

-6 bps ↓

EBITDA

+0.9% YoY ↑

Net Profit

-0.3% YoY ↓

Retail Sales

-0.7% YoY ↓

SSSG

-3.3% YoY ↓

ROE

24.7%

Market Cap*

THB 113.10 bn

*Closing price as of March 31, 2025

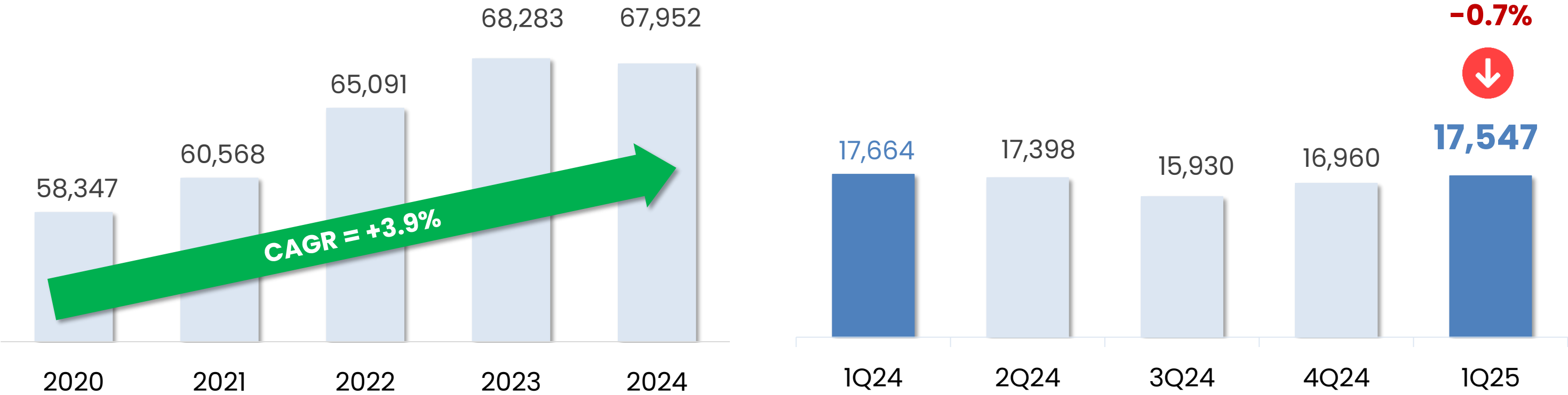
1Q25 Income Statement Summary



Unit : million Baht	1Q25	% of sales	1Q24	% of sales	Var	% change
Revenue from contracts with customers	17,547.44	100.00	17,663.83	100.00%	-116.40	-0.66%
Rental Income	471.29	2.69%	450.83	2.55%	20.46	4.54%
Other Income	635.73	3.62%	672.91	3.81%	-37.18	-5.53%
Total Revenues	18,654.46	106.31%	18,787.58	106.36%	-133.11	-0.71%
Cost of sales and service	12,952.75	73.82%	13,028.51	73.76%	-75.76	-0.58%
Gross profit	4,594.69	26.18%	4,635.33	26.24%	-40.64	-0.88%
Cost of Rental	207.83	1.18%	196.36	1.11%	11.47	5.84%
Selling and Administrative Expenses	3,192.43	18.19%	3,273.32	18.53%	-80.90	-2.47%
EBIT	2,301.46	13.12%	2,289.39	12.96%	12.07	0.53%
Share of profit (loss) from investment in associates	0.00	0.00%	0.05	0.00%	-0.05	-104.26%
Financial Income	5.65	0.03%	7.96	0.05%	-2.32	-29.10%
Financial Cost	177.05	1.01%	157.85	0.89%	19.19	12.16%
Tax	422.68	2.41%	426.71	2.42%	-4.03	-0.94%
Net Profit	1,707.38	9.73%	1,712.84	9.70%	-5.46	-0.32%
Depreciation	880.51	5.02%	864.44	4.89%	16.07	1.86%
EBITDA	3,181.97	18.13%	3,153.83	17.85%	28.14	0.89%

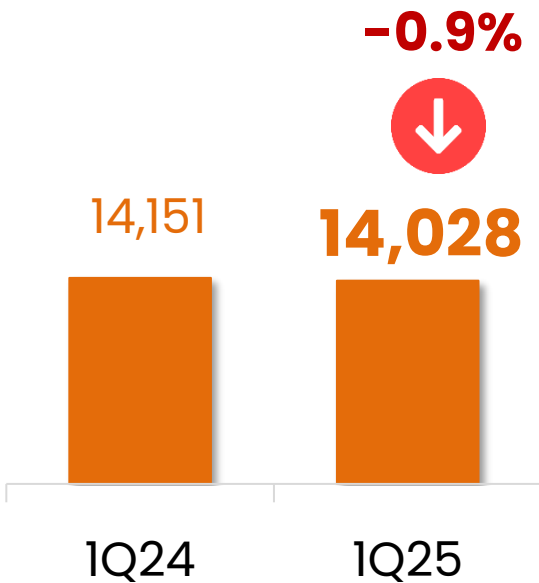
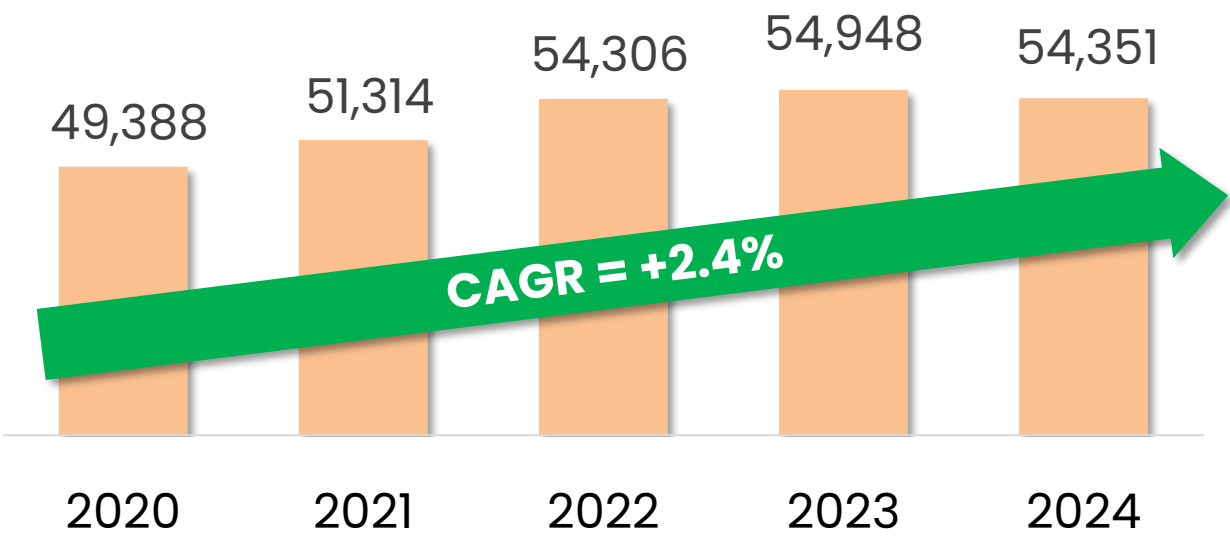
Sustainable Sales Growth

Consolidated Financial Statements

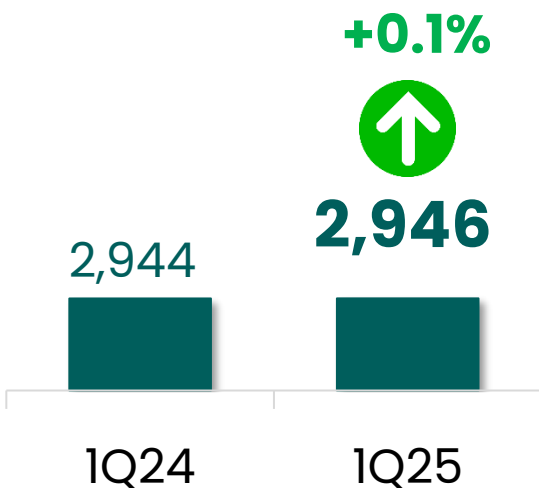
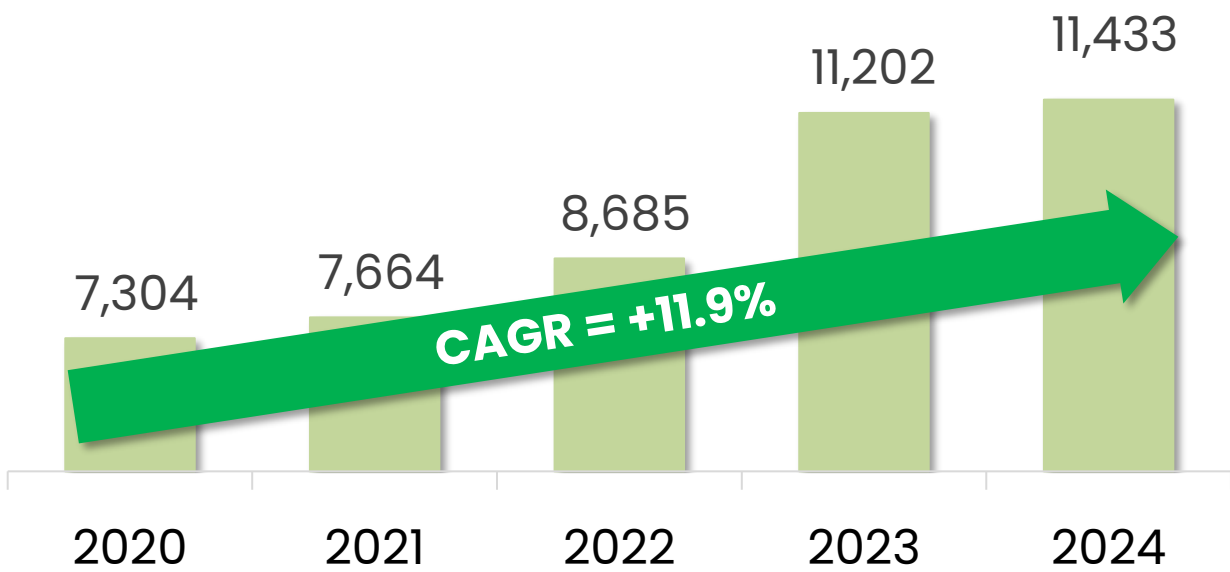


Sales Growth by Business Unit

HomePro

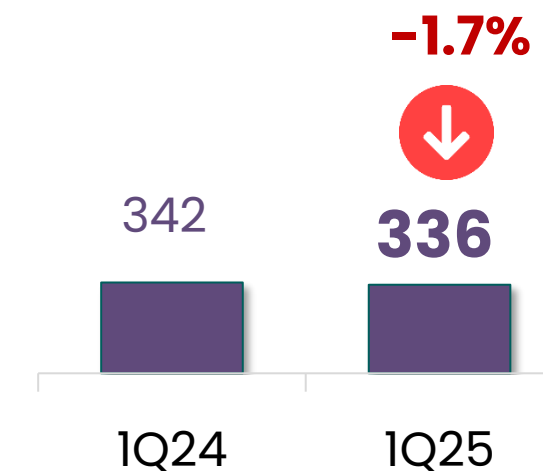
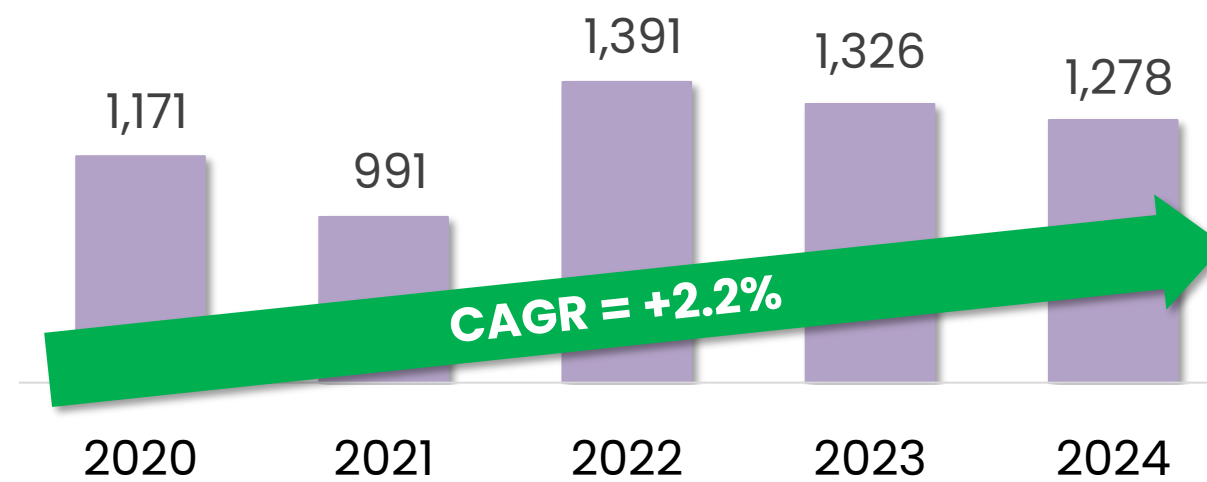


Mega Home

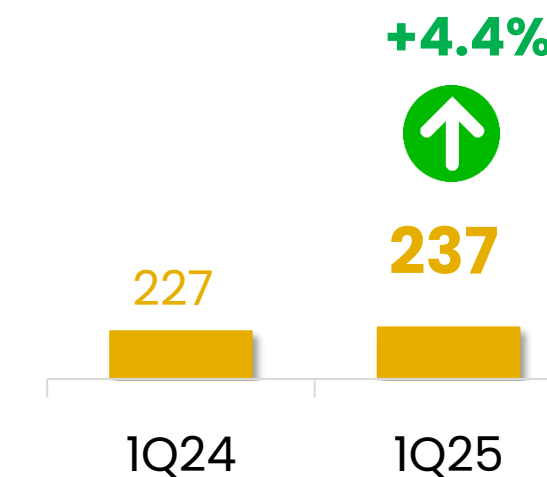
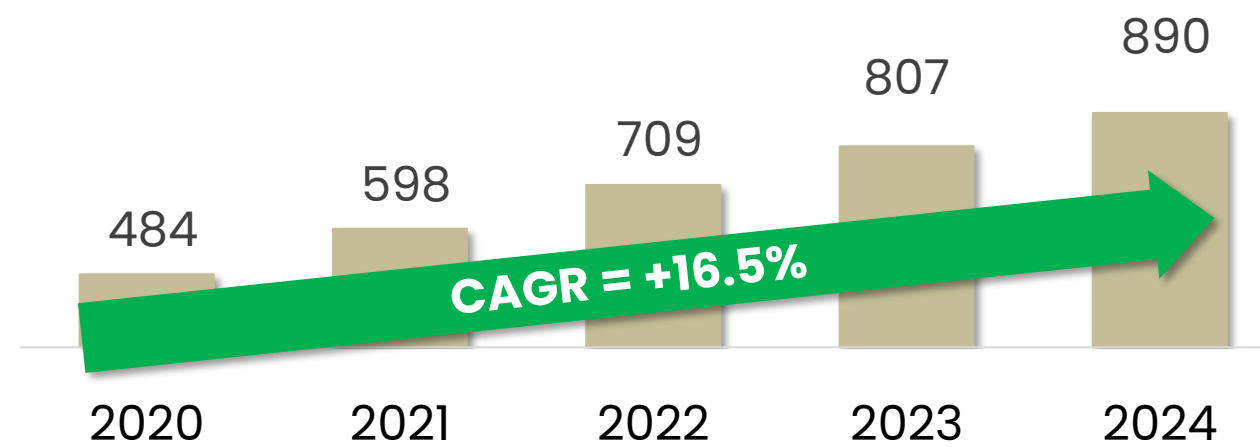


Sales Growth by Business Unit

Malaysia + Vietnam

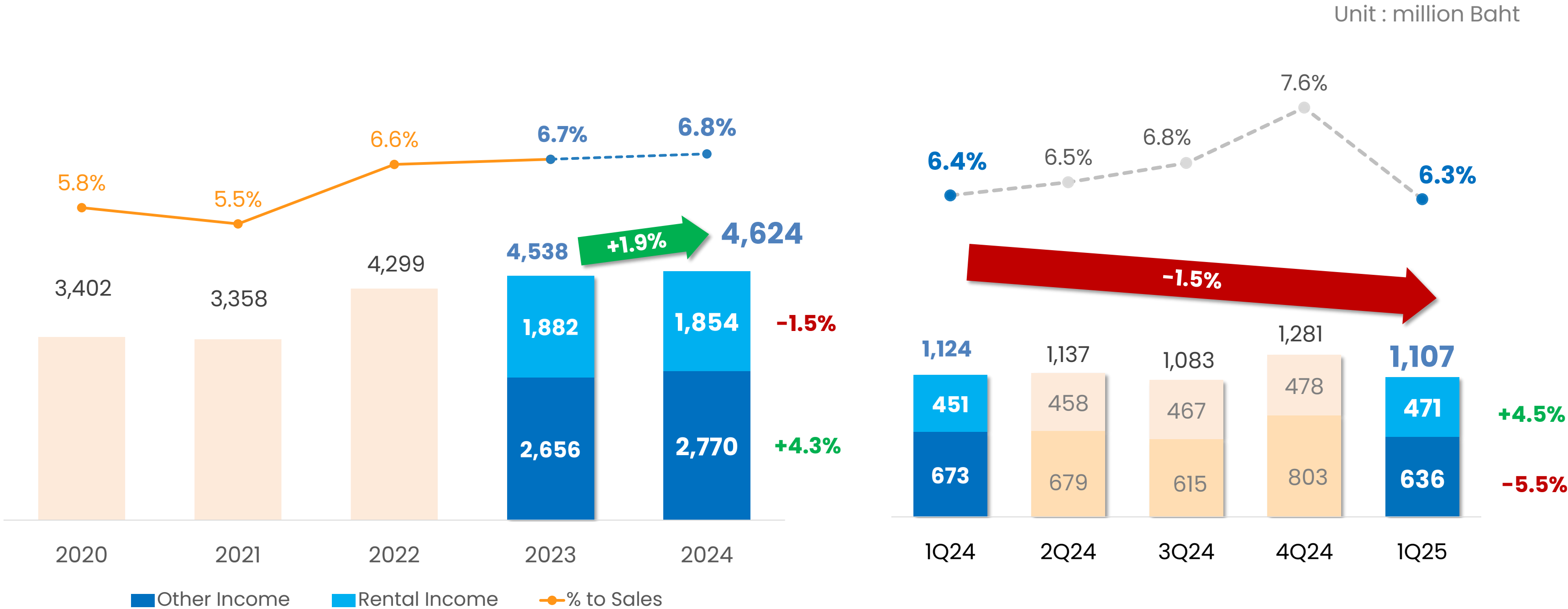


Home Services



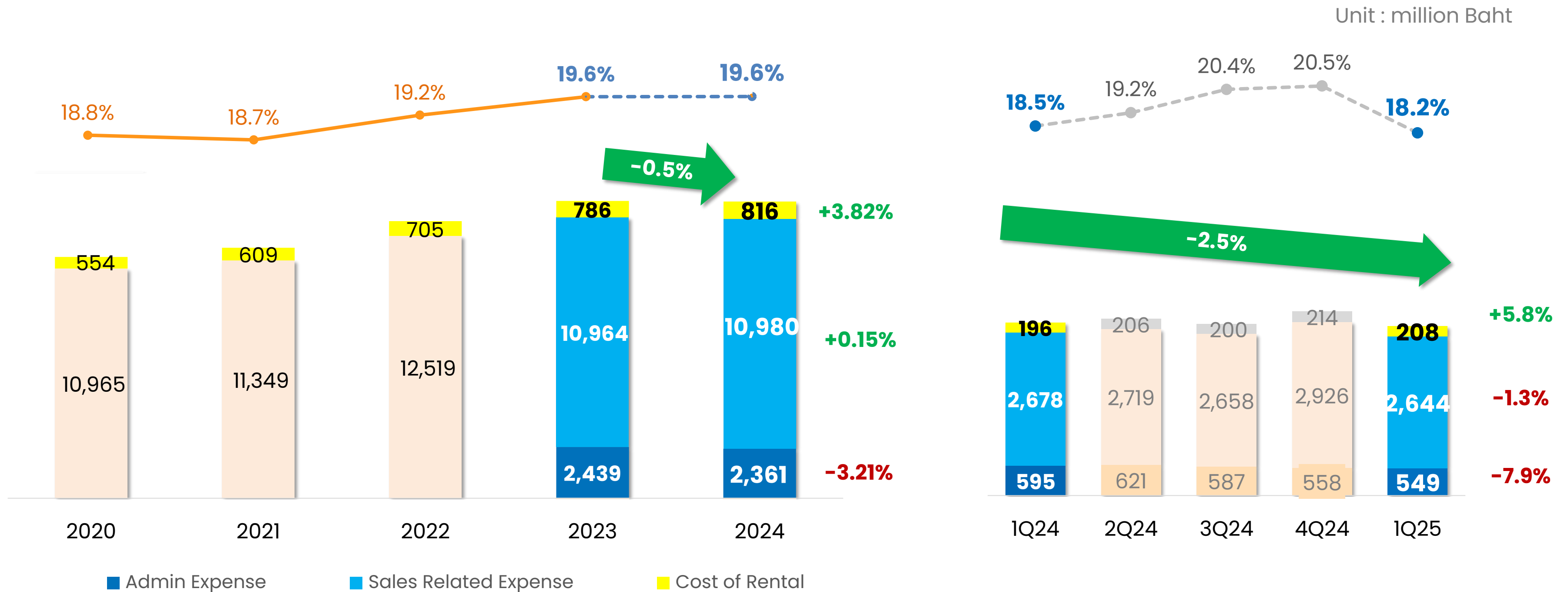
Other Income

Unit : million Baht



- In 1Q25, rental and service income increased by 4.54% from the previous year. The increase is primarily driven by higher rental income from leased spaces of HomePro stores and Market village shopping malls, especially malls located in tourist destinations, compared to the same period last year.
- In 1Q25, other income decreased by 5.53%, resulting from lower revenue generated from co-promotional activities with vendors across both stores and online channels, due to softer sales compared to the same period last year.

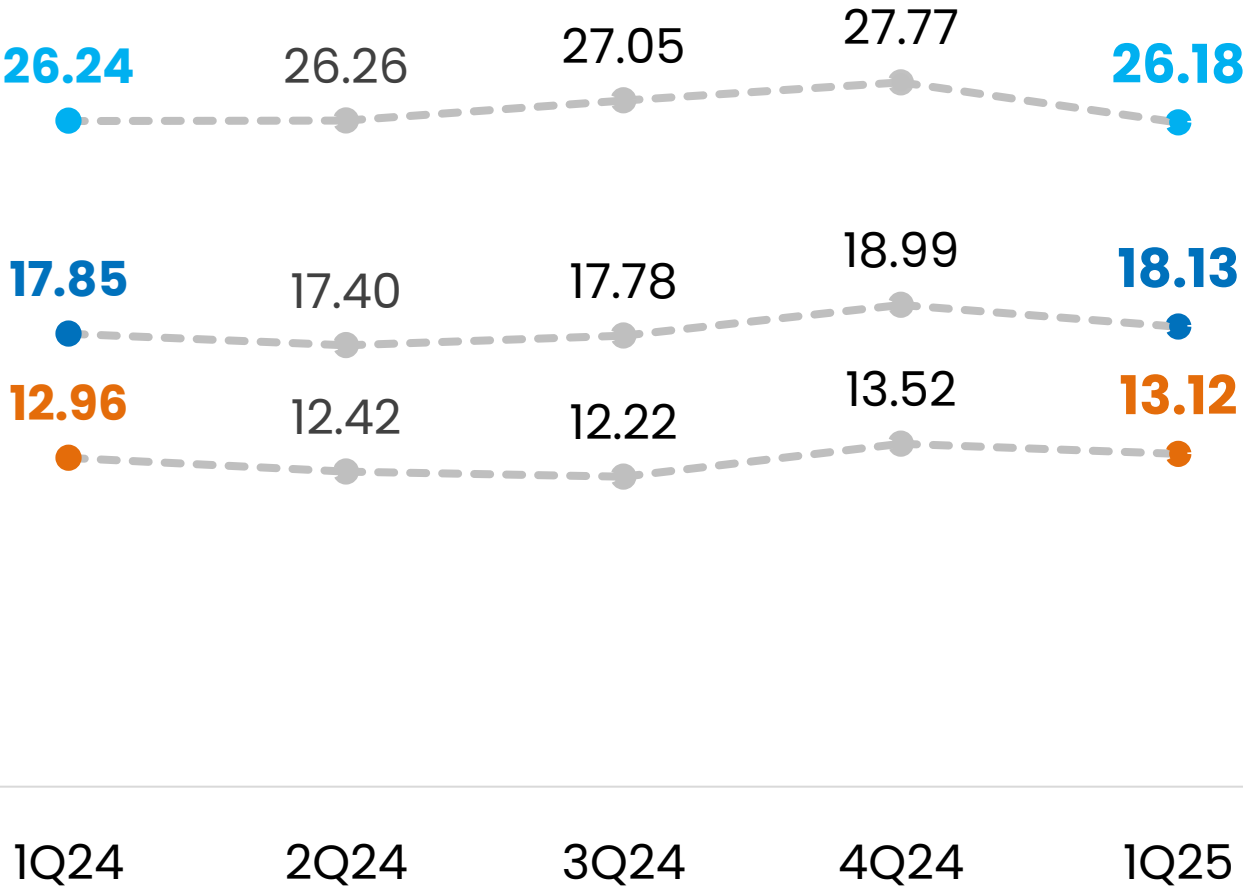
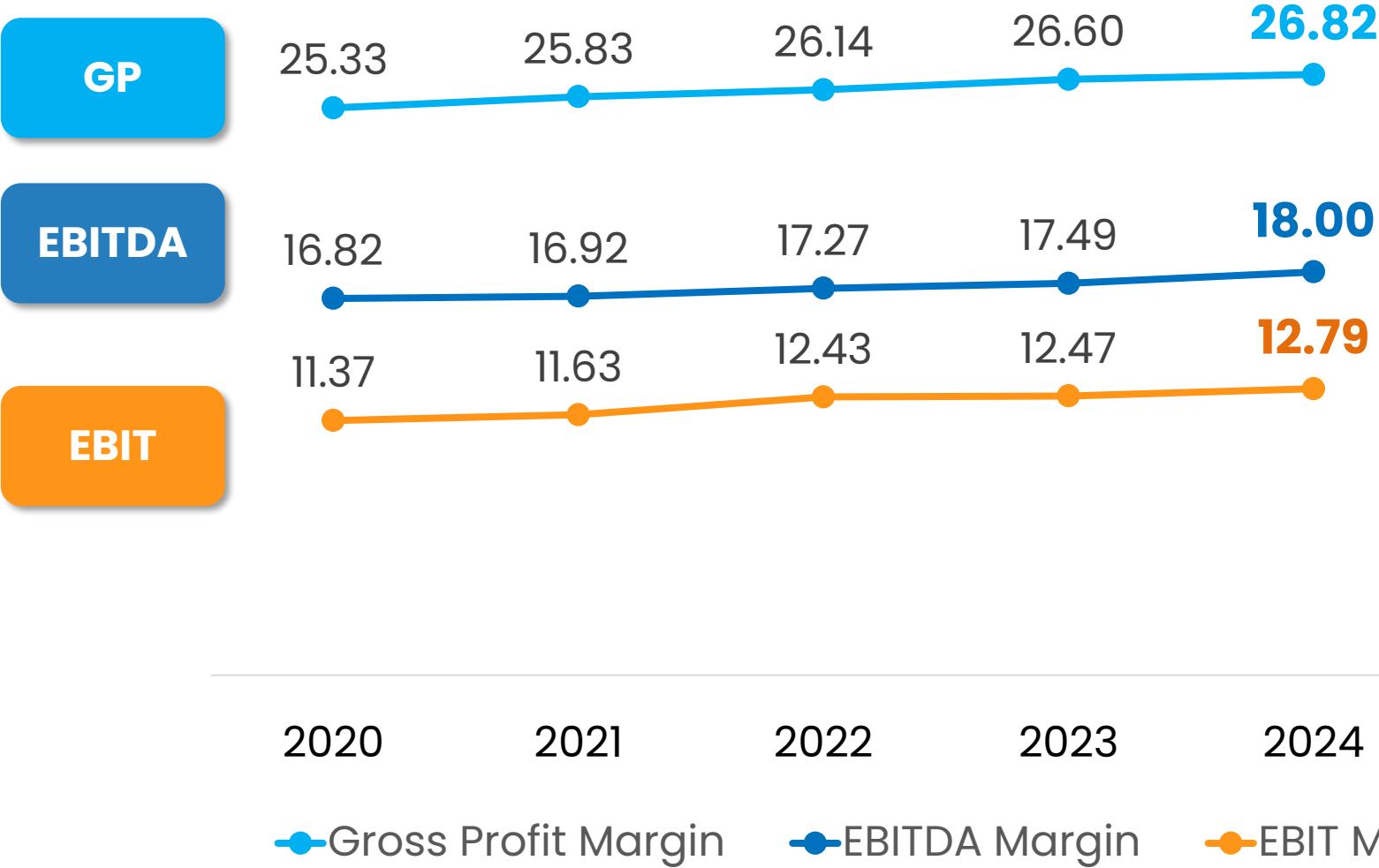
SG&A Expenses



- In 1Q25, SG&A as a percentage of sales decreased from 18.53% in the previous year to 18.19%. The decrease in expenses was primarily driven by lower pre-operating expenses, marketing expenses, utilities, and repair and maintenance costs. Meanwhile, the increase in expenses was mainly attributable to higher credit card fees, depreciation, and employee-related expenses.
- Cost of rental and related services increased due to higher utilities cost associated with the expansion of leasable space from the new HomePro stores since 2024.

Profitability Ratio

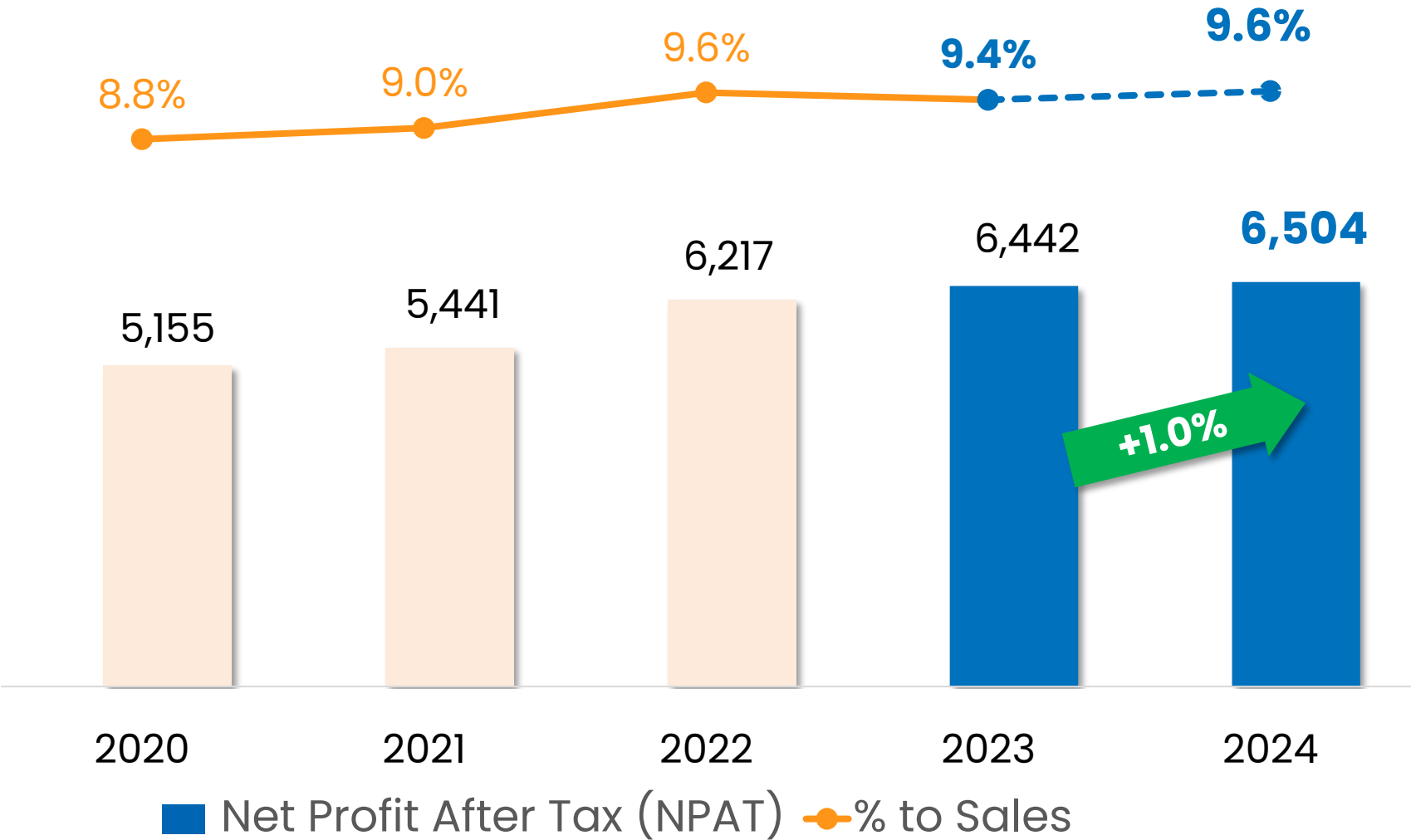
Unit : % to Sales



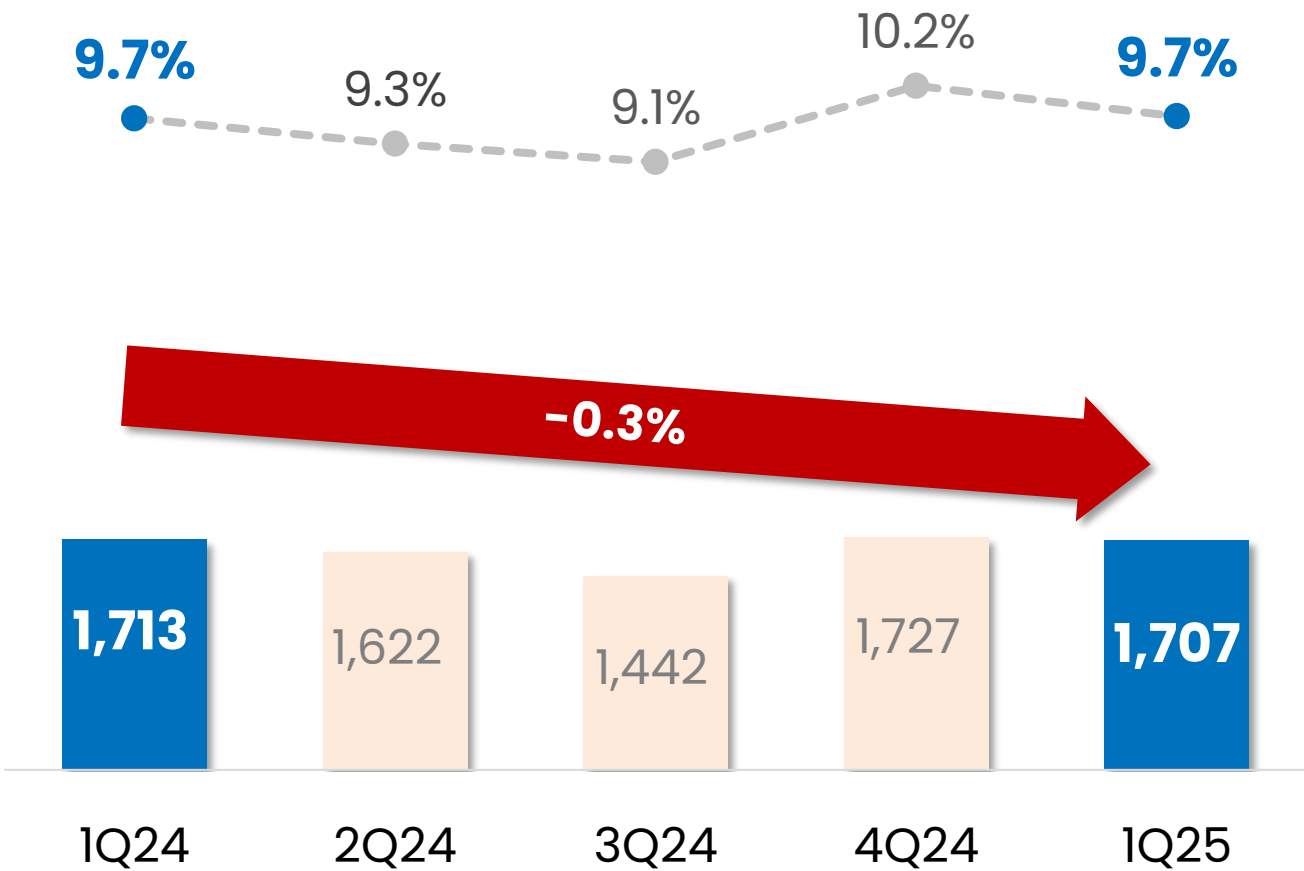
• In 1Q25, The gross profit margin as percentage of sales decreased from 26.24% in the previous year to 26.18%. This resulted from the decreased sales proportion of high-profit margin product categories, particularly the Private Brand product group, during the first quarter.

Net Profit & EPS

Unit : million Baht



FY	2020	2021	2022	2023	2024
EPS	0.39	0.41	0.47	0.49	0.49



1Q24	2Q24	3Q24	4Q24	1Q25
0.13	0.12	0.11	0.13	0.13

- NPAT in 1Q25 decreased by 0.32% YoY.
- Earnings per share (EPS) were 0.13 Baht in 1Q25.

Balance Sheet at a Glance

Unit : million Baht	31 Mar 2025	31 Dec 2024	Var	% change
Cash & Deposit	5,197.15	5,553.72	-356.57	-6.42%
Inventory	15,192.78	14,899.73	293.05	1.97%
Land Building & Equipment	46,328.11	46,071.86	256.25	0.56%
Other Assets	2,855.85	3,139.56	-283.71	-9.04%
Total Assets	69,573.88	69,664.87	-90.99	-0.13%
Financial Debt*	21,654.87	23,589.33	-1,934.47	-8.20%
Account Payable	15,627.76	15,458.72	169.04	1.09%
Other Liabilities	3,780.91	3,814.38	-33.47	-0.88%
Total Liabilities	41,063.54	42,862.43	-1,798.90	-4.20%
Paid-Up Capital	13,151.20	13,151.20	N/A	N/A
Share Premium	646.32	646.32	N/A	N/A
Retain Earnings	14,712.82	13,004.91	1,707.91	13.13%
Total Equities	28,510.34	26,802.44	1,707.91	6.37%

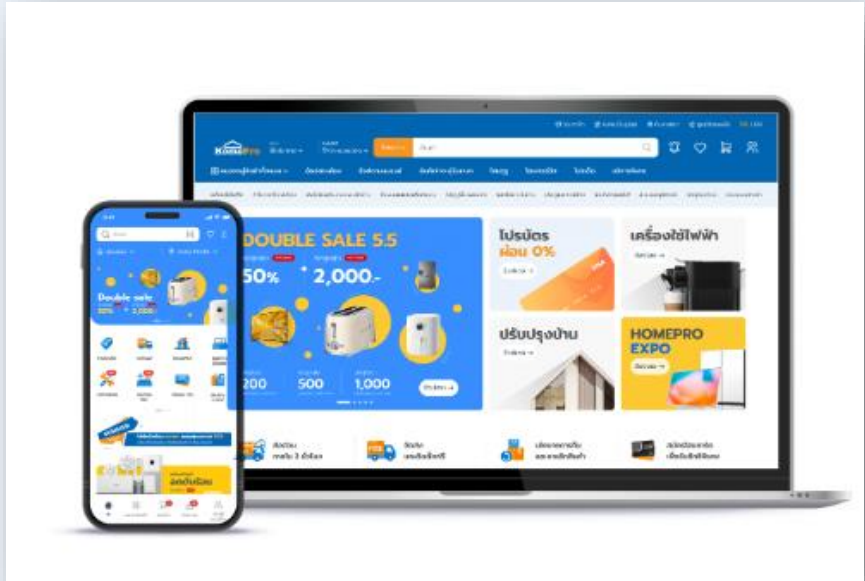
* Included impact of TFRS16 on lease liabilities of 7,015.26 million Baht



Agenda

- 1Q25 Financial Results
- **Business Outlook**
- Sustainability Development

2025 Key Business Focus



1.Omni Channel



2. Demand Generation



3. HomePro Ecosystem



4.Home Service



5.Increase Efficiency

Margin Expansion Through Private Label

Unit : % to Sales



Over **36**
Private Brands



Over **25,000** Items



Quality and value
focused



Continuous
development

2025 Store Expansion Plan

No. of stores as of 2024



Malaysia

Ended 2024	94	5	30	7
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■ New Stores in 2025

1Q 2025				
2Q 2025	1			
2H 2025	6		5	

■ Our Stores At Ended 2025

Total (stores)	101	5	35	7
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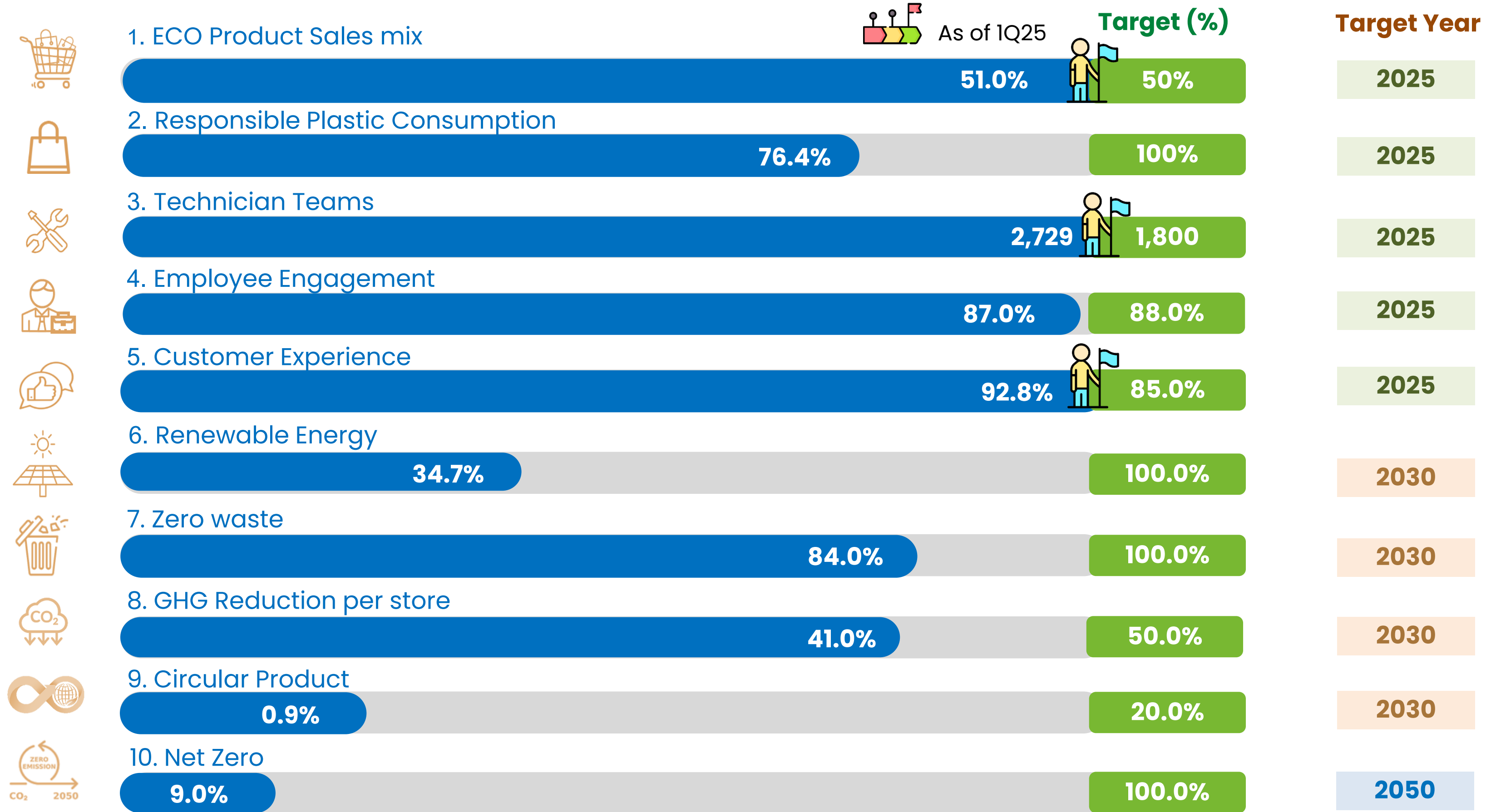




Agenda

- 1Q25 Financial Results
- Business Outlook
- **Sustainability Development**

2025-2050 SD Roadmap



Track Record of Endorsement in Key Sustainable Indices

International

S&P Global

Top 5%

**Corporate Sustainability
Assessment 2024 Score**

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Ranked in the Top5% of
Dow Jones Sustainability
Indices (DJSI)



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Included in the
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MSCI
ESG RATINGS

AA

Received AA
rating from
MSCI-ESG

Bloomberg

Received Bloomberg
ESG Scores
sustainability
assessment at the
“Leading” level for the
third consecutive year

Rated



MORNINGSTAR | SUSTAINALYTICS

Received Sustainably
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ESG Risk ranking



Ranked in the
Equileap's
Gender Equality

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SET AA
ESG Ratings 2024

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Ratings, AA level of
The Stock Exchange
of Thailand of the
year 2024.



Excellence CG Score

ESG100 2024
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Q&A

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