



*Home Product Center Public Company Limited*



## **ANALYST PRESENTATION**

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**2007 result**

*February 19, 2007*



## Home Product Center Plc.

HomePro is the leading home improvement specialty retailer in Thailand.

Our products range cover 60,000 items. We operate 29 stores nationwide, providing complete services as One Stop Shopping to attain highest customer satisfaction.




The HomePro's stock is traded on the Thailand Stock Exchange (SET:Hmpro).



**HomePro**  
**"Total Home Solution".**



# Agenda

-  Financial Result
-  Industrial Outlook
-  Business Outlook





2007

Financial Result

## 17 Bangkok Stores



## 13 Upcountry Stores







## 2007 NEW STORE OPENING



**PETCHKASEM : Feb 16, 2007**

**CHONBURI : Mar 24, 2007**

**RAM-INDRA : Apr 21, 2007**

**RAYONG : Dec 1, 2007**

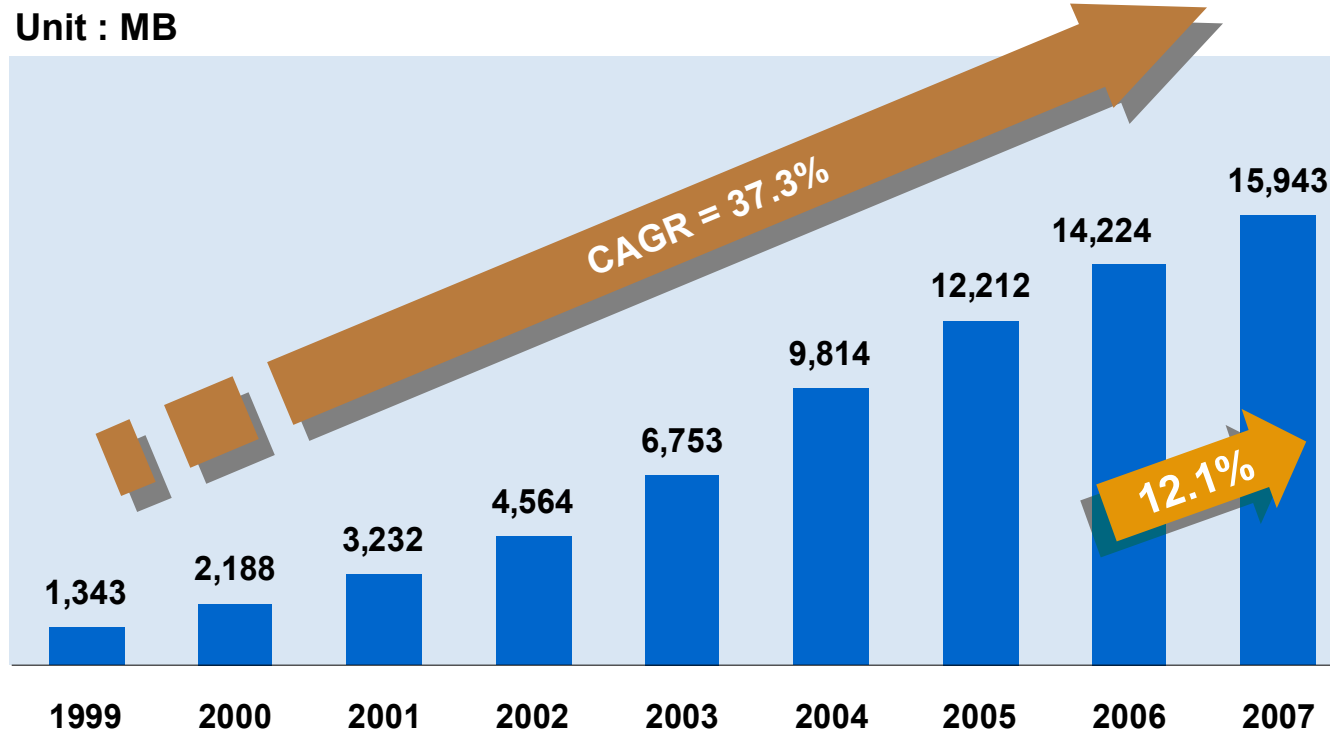


## PROFIT & LOSS SUMMARY

Unit : MB

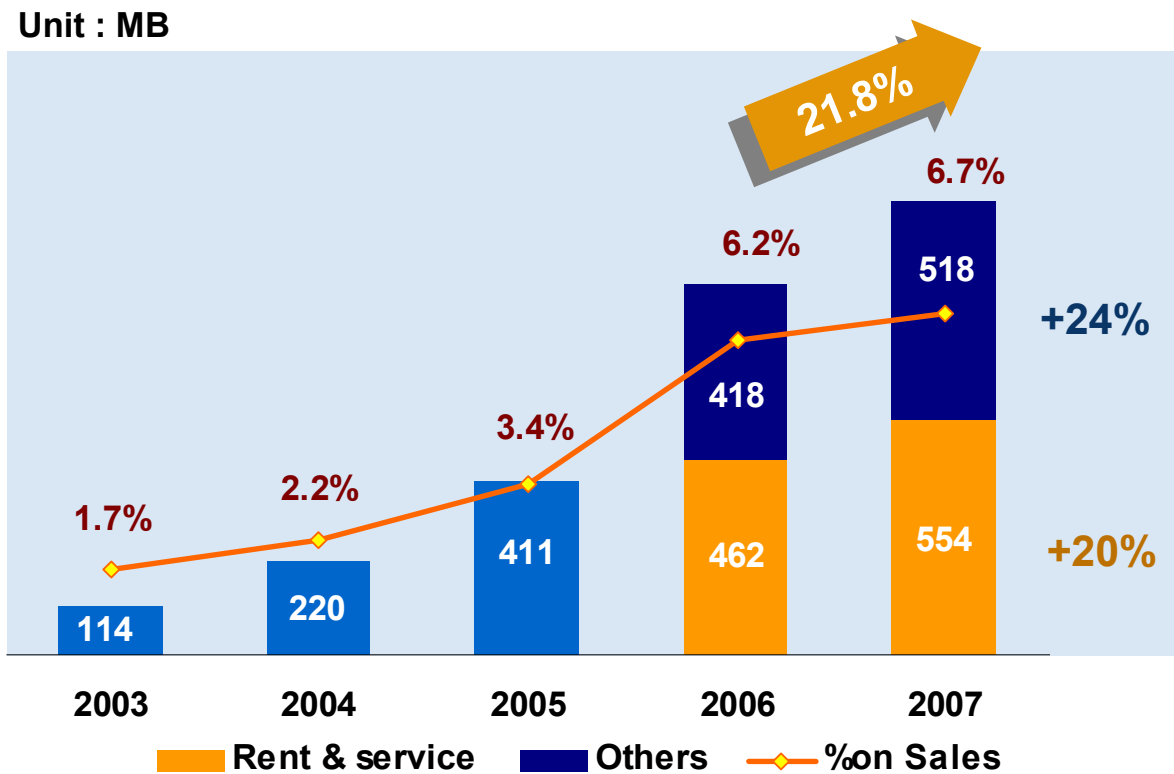
	2007	% on Sales	2006	% on Sales	VAR	%G
SALES	15,943.3	100.0	14,223.7	100.0	1,719.6	12.1
RENTAL & SERVICE	554.2	3.5	461.7	3.2	92.5	20.0
OTHER INCOMES	517.7	3.2	418.4	2.9	99.3	23.7
<b>TOTAL REVENUE</b>	<b>17,015.2</b>	<b>106.7</b>	<b>15,103.8</b>	<b>106.2</b>	<b>1,911.4</b>	<b>12.7</b>
COGS	12,282.2	77.0	10,975.1	77.2	1,307.1	11.9
SG&A	3,584.7	22.5	3,116.3	21.9	468.3	15.0
<b>TOTAL EXPENSES</b>	<b>15,866.9</b>	<b>99.5</b>	<b>14,091.4</b>	<b>99.1</b>	<b>1,775.4</b>	<b>12.6</b>
<b>EBIT</b>	<b>1,148.3</b>	<b>7.2</b>	<b>1,012.4</b>	<b>7.1</b>	<b>136.0</b>	<b>13.4</b>
INTEREST	169.1	1.1	191.5	1.3	22.4	(11.7)
TAX	268.9	1.7	220.3	1.5	48.6	22.1
<b>NET PROFIT</b>	<b>710.4</b>	<b>4.5</b>	<b>600.5</b>	<b>4.2</b>	<b>109.8</b>	<b>18.3</b>

## Sustainable sales growth



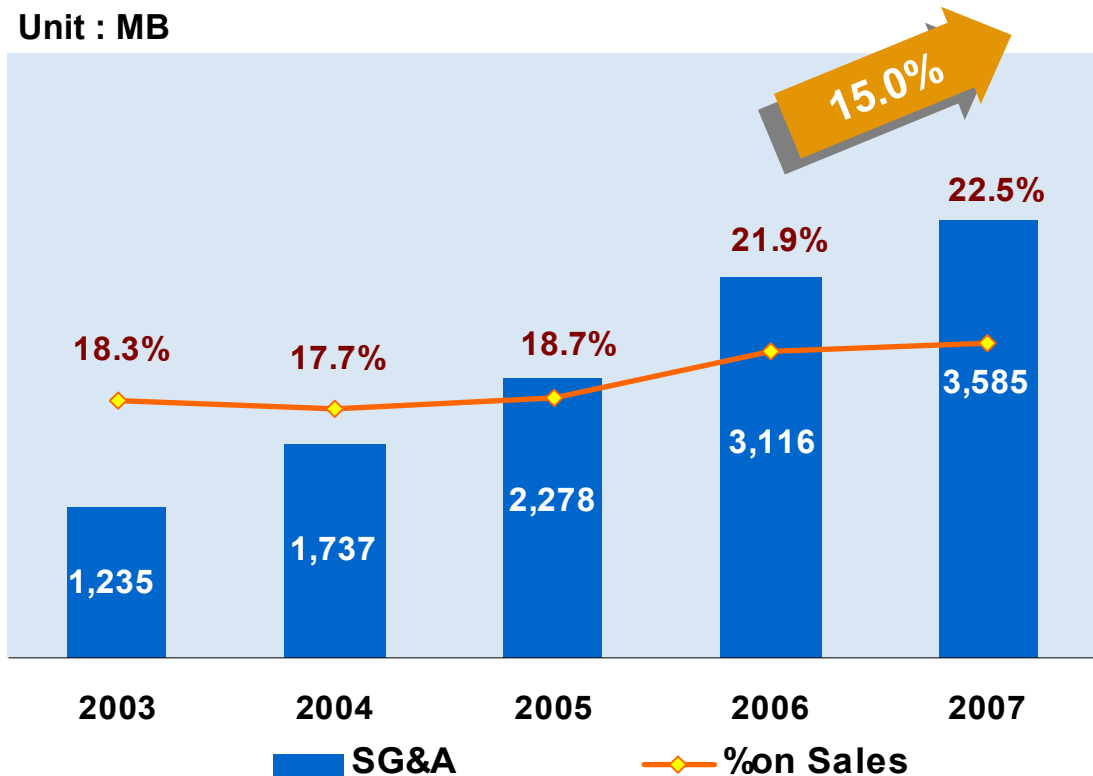


# Rising Other Income



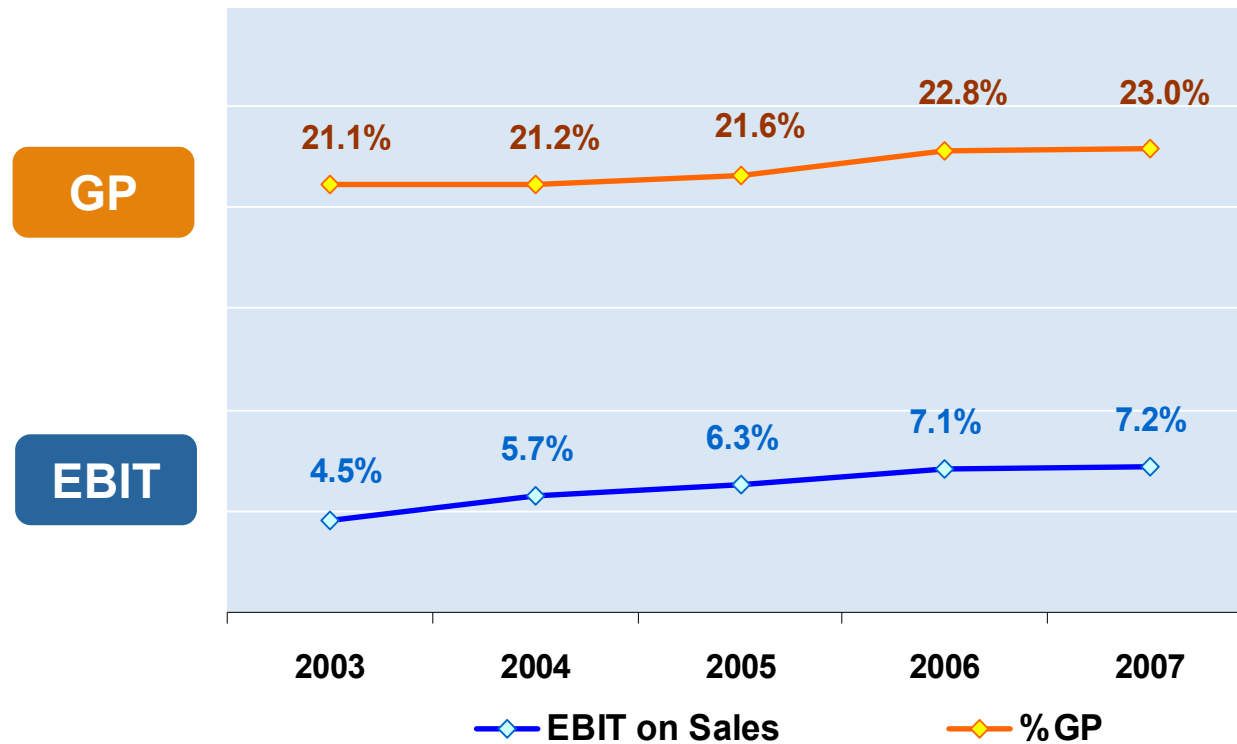
Increase in other income as contributed by increasing in retail space and other service fees.

# SG&A Expenses



% to Sales of SG&A increased moderately by 0.6% as a result of an increase in investment in building, salaries and marketing spending.

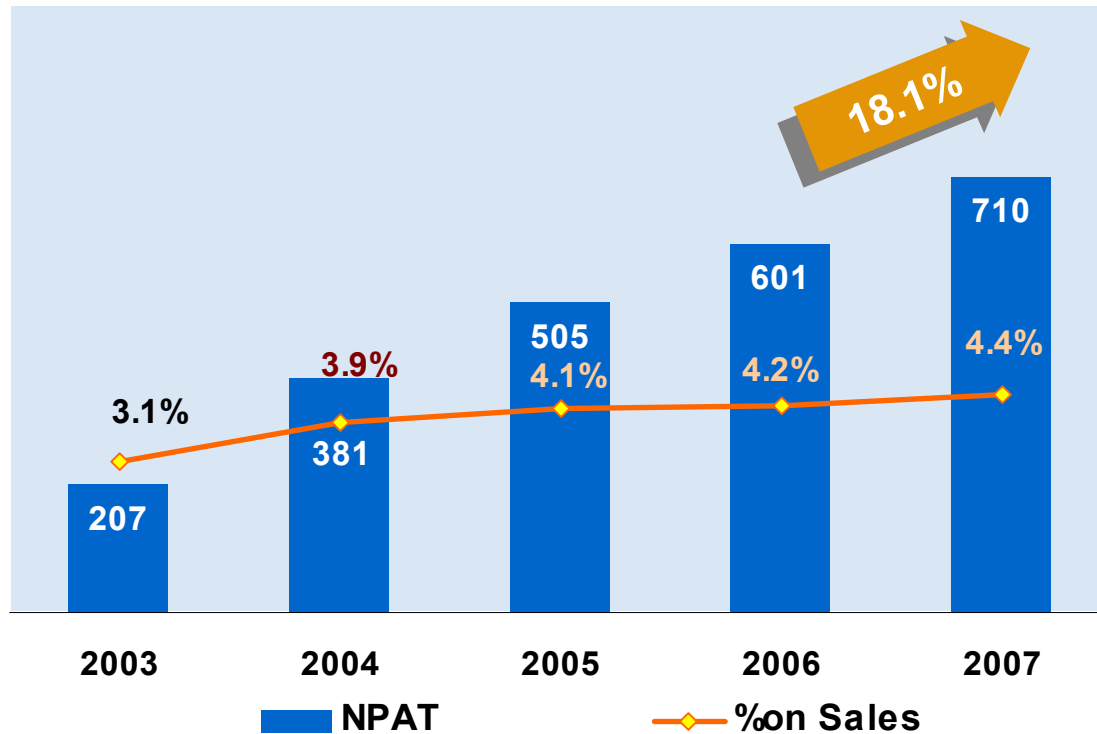
# GP & EBIT



GP marginally increased as a result of an increase in sales of house brand product and partially offset by price reduction of promotional goods.

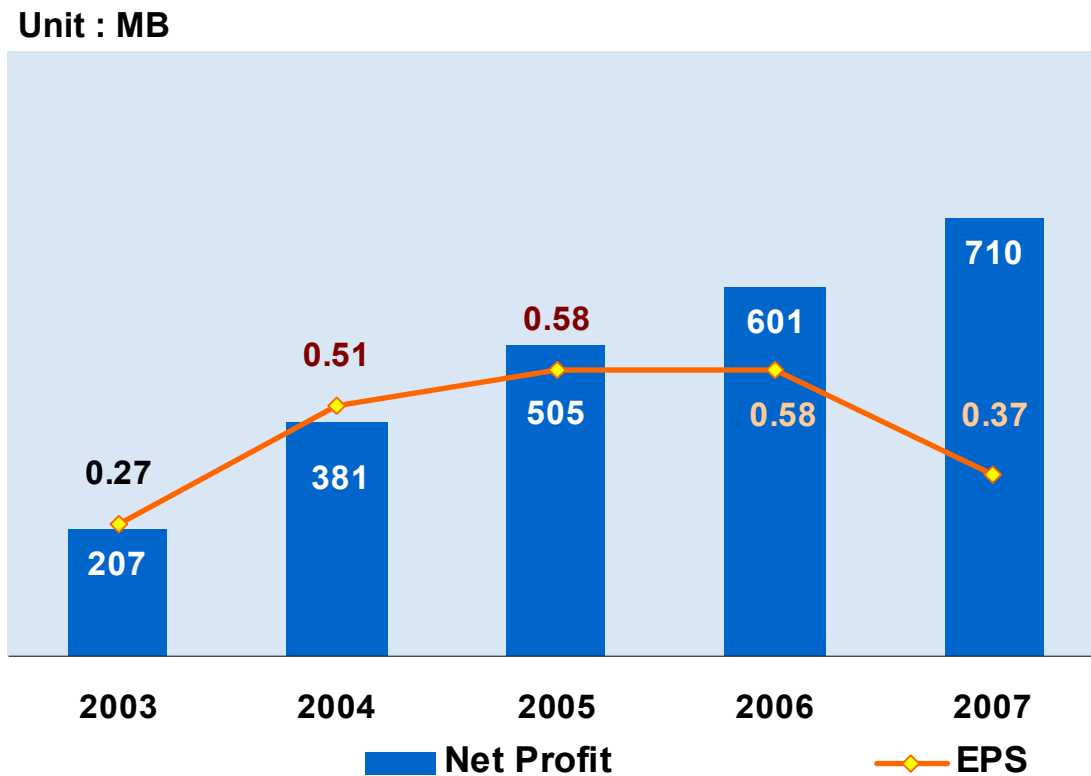
# NPAT

Unit : MB



2007 NPAT growth by 18.1% and NPAT % to Sales marginally increased over 2006.

## Earning per Share : *EPS*



Note : 1. Equity raising 960 MBht in DEC 2006 at ratio 1:1 of 1 Bht /share  
2. EPS in 9M06 after taking dilution impact of 1:1

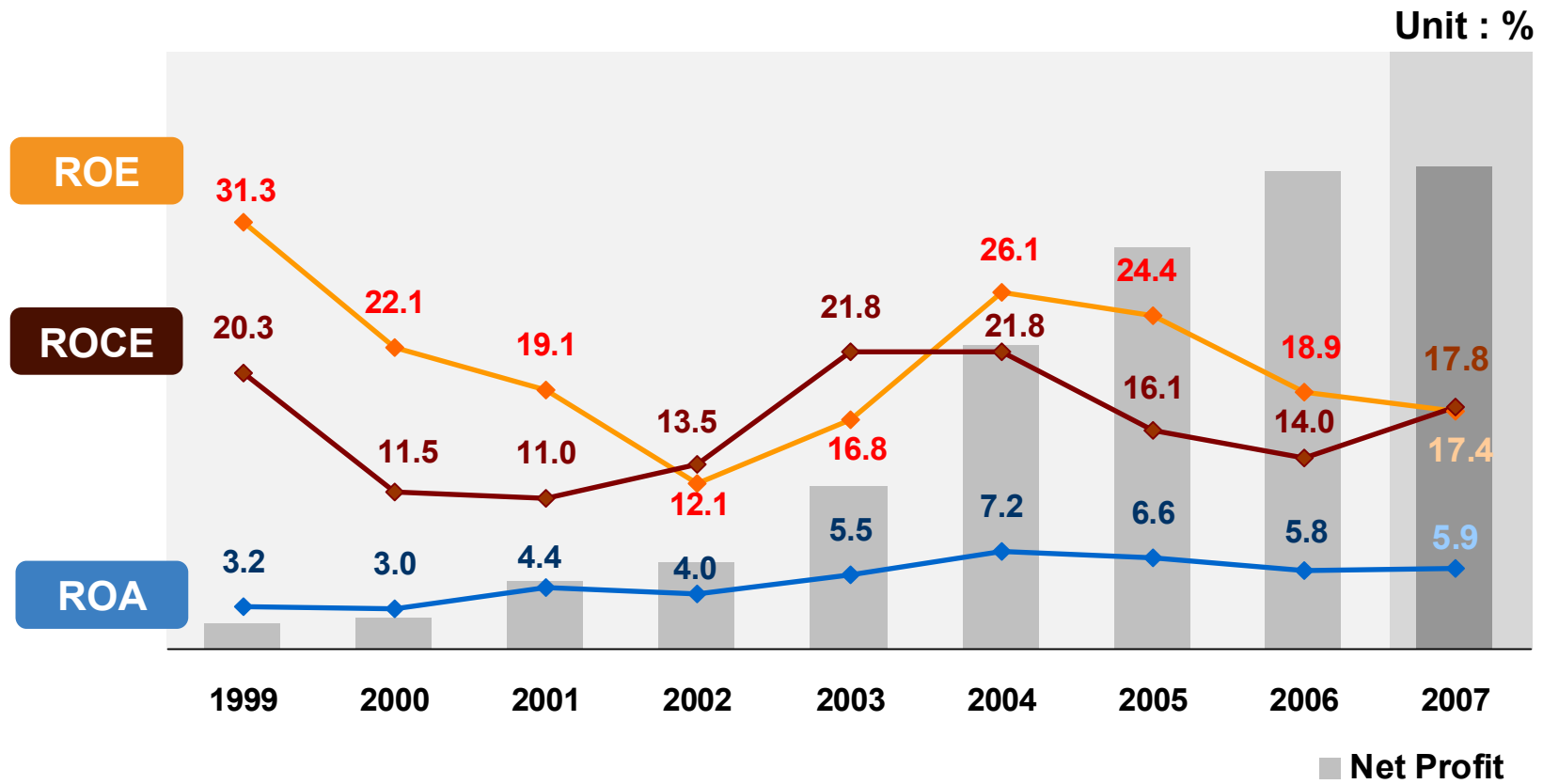
## BALANCE SHEET SUMMARY

Unit : MB

	31 Dec 07	31 Dec 06	VAR	%
CASH & DEPOSIT	235.1	695.0	(459.9)	(66.2)
INVENTORY	2,547.6	2,495.7	51.9	2.1
Land Building & Equipment	8,339.6	7,347.4	902.2	12.1
OTHERS	1,152.1	1,185.9	(33.8)	(2.9)
<b>TOTAL ASSETS</b>	<b>12,274.3</b>	<b>11,813.9</b>	<b>460.4</b>	<b>3.9</b>
FINANCIAL DEBT	2,953.2	3,160.1	(206.9)	(6.5)
ACCOUNT PAYABLE	3,206.4	3,077.4	129.0	4.2
OTHERS	1,791.2	1,738.0	53.3	3.1
<b>TOTAL LIABILITIES</b>	<b>7,950.8</b>	<b>7,975.5</b>	<b>(24.7)</b>	<b>(0.3)</b>
PAID-UP CAPITAL	1,924.9	1,919.8	5.1	0.3
SHARE PREMIUM	555.7	555.7	-	-
RETAIN EARNINGS	1,842.9	1,362.9	479.9	35.2
<b>TOTAL EQUITIES</b>	<b>4,323.5</b>	<b>3,838.4</b>	<b>485.0</b>	<b>12.6</b>
<b>TOTAL LIABILITIES &amp; EQUITIES</b>	<b>12,274.3</b>	<b>11,813.9</b>	<b>460.4</b>	<b>3.9</b>



# ROA - ROE - ROCE



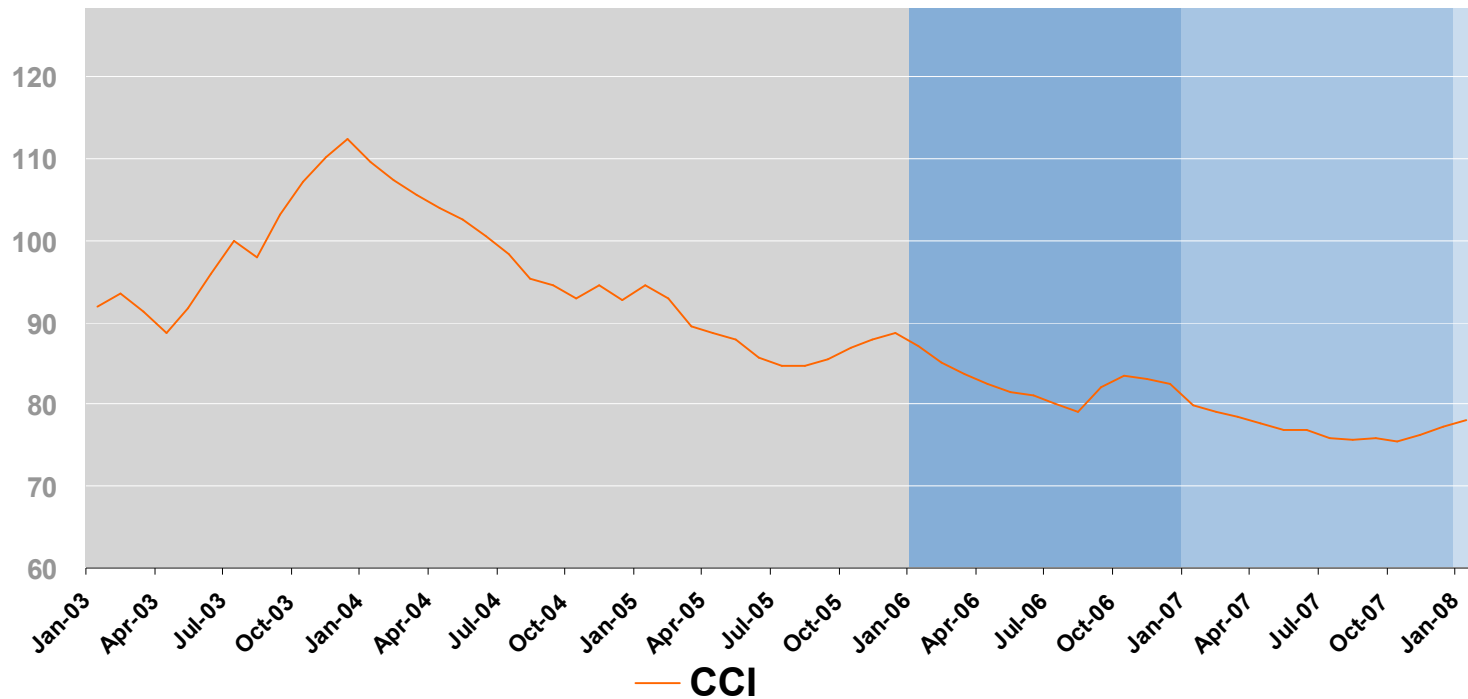


2008

# Industrial Outlook

# Slowly Ramping Up CCI !!

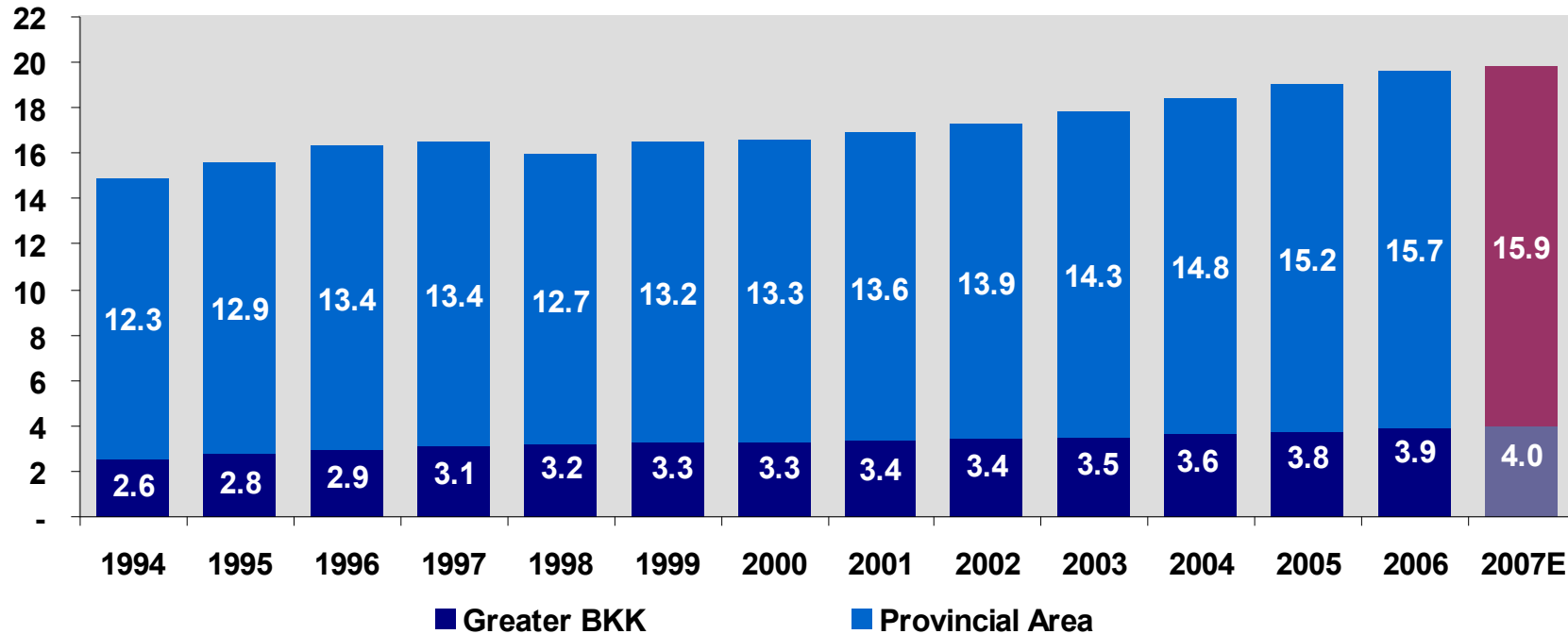
Consumer confident index as at January 2008 was 78.1 .





# 2007 Strong demand in renovation market of existing housing stock.

Million Unit



Source : Department of Provincial Administration , Ministry of Interior

## Upcoming Retail and Wholesales Business Act

- Awaiting the approval from the new Cabinet, when it passed by Cabinet, National Legislation Assembly will continue further for approval process.



Carrefour 





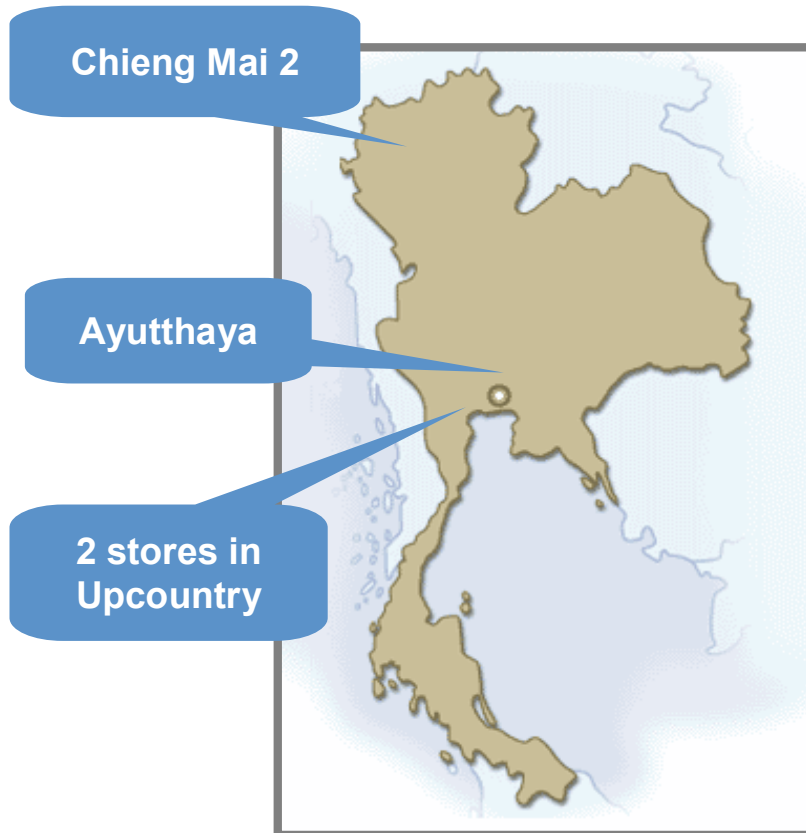
2008

Business Outlook



# 2008 Store Expansion Plan

*Building Platform for Growth.*



Stores Opening Schedule	
Ayutthaya	1H
Chieng Mai 2	1H
2-Upcountry store	2H

HomePro Store the End of 2008	
BKK	17 Stores
Upcountry	17 Stores
<b>Total</b>	<b>34 Stores</b>



# HOMEPRO EXPO 7

>> March 2008- IMPACT, Muang Thong Thani



HomePro EXPO boost up sales, increase awareness.

# Corporate Social Responsibility



**“2007 Kids’ Toilet Project”**  
**7 Provinces - 24 Schools - 256 Rooms**





Better Living in the Better World



## AGM Related Timetable



XM	March 19,2008
AGM	April 9,2008
XD	April 23,2008
Dividend Payment	May 8,2008

Change in dividend policy form not MORE than 50%  
to not LESS than 40%

Q & A



# Contact us

K.Rakpong, K.Renuka

Tel+662-832-1416

Email : [IR@homepro.co.th](mailto:IR@homepro.co.th)

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