

# SET Opportunity Day 9M23 Results

9 November 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 & 25 Mega Home** stores nationwide

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



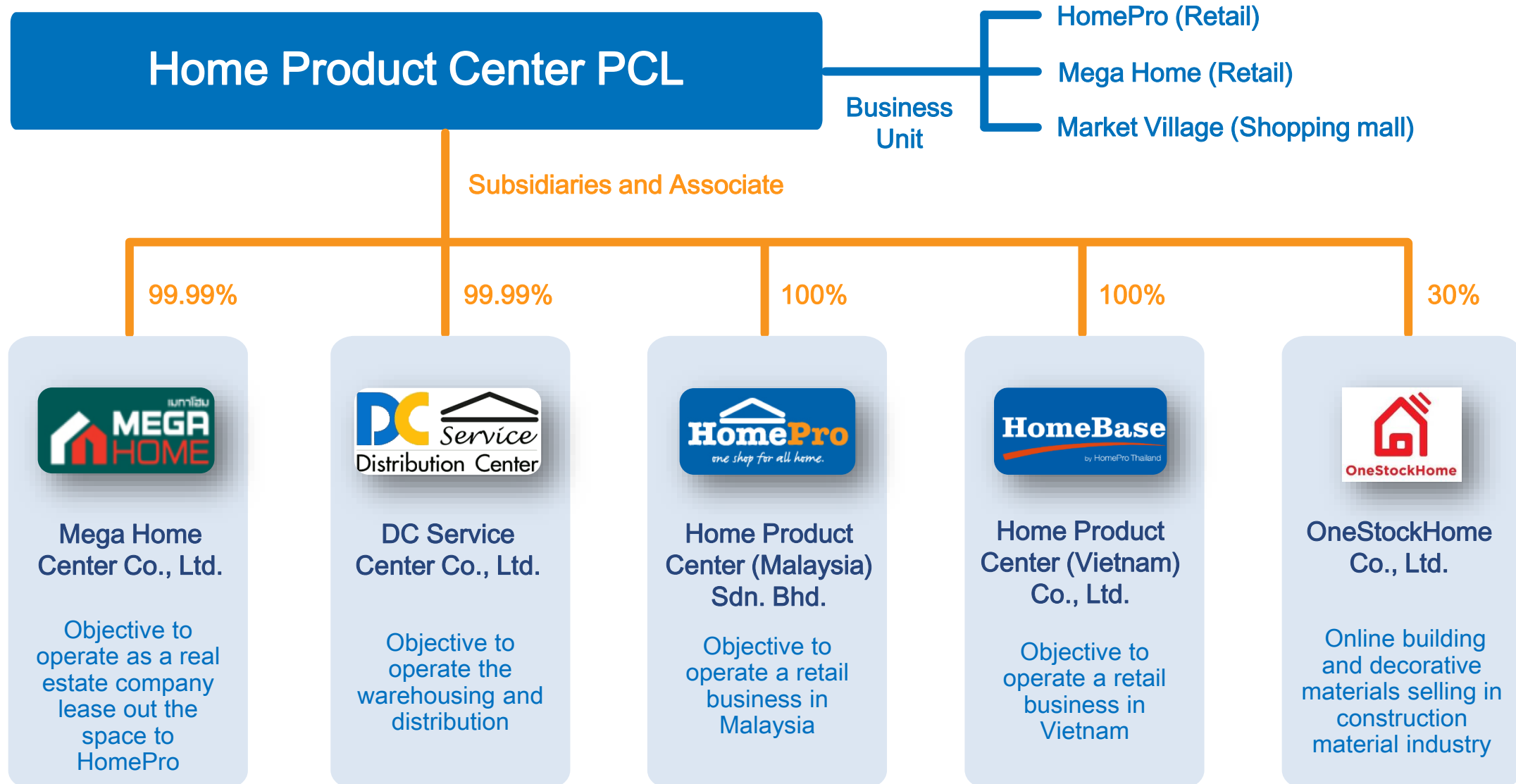


# Agenda

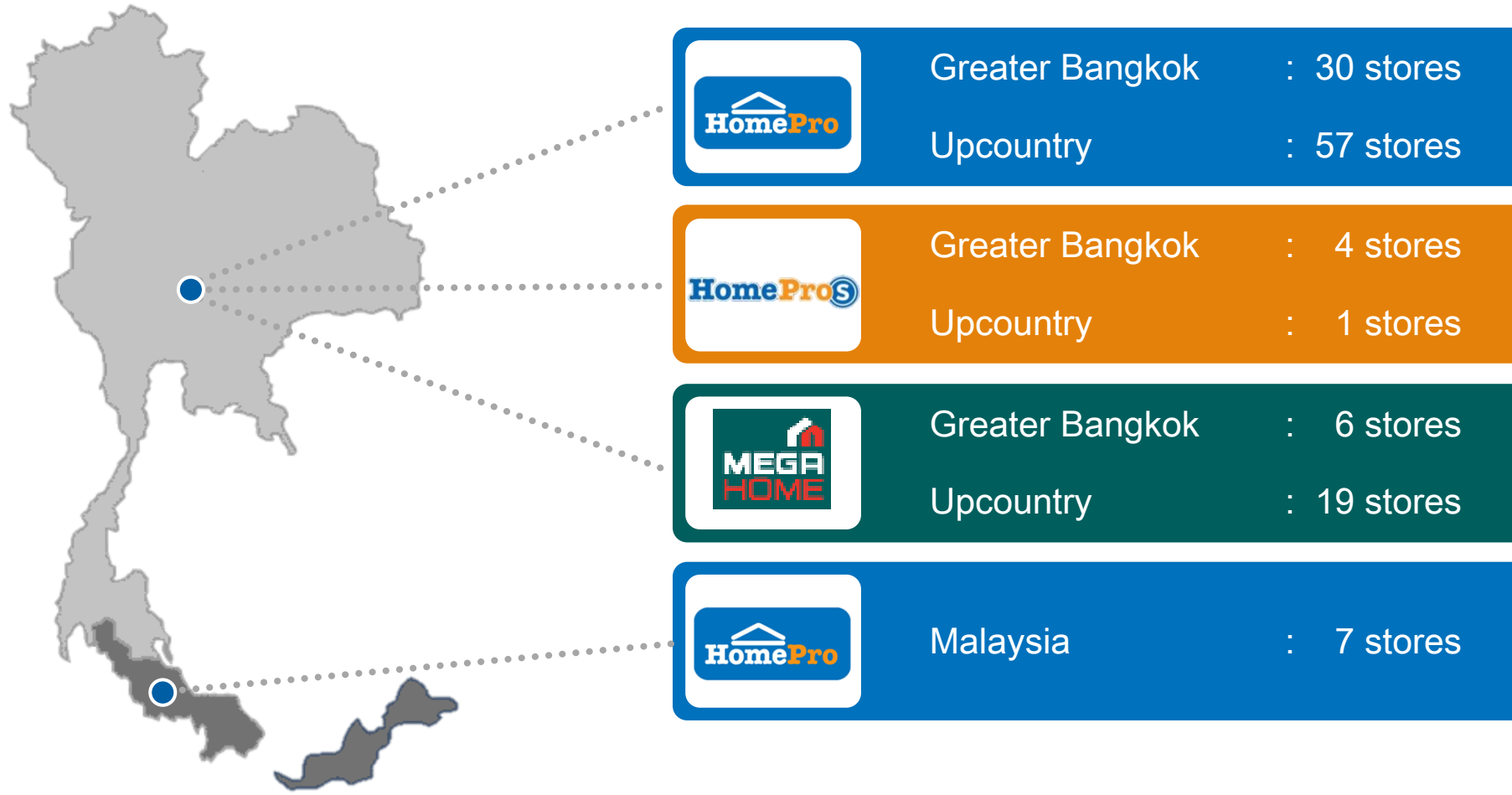
- 9M23 Financial Results
- Business Outlook
- Sustainability Development



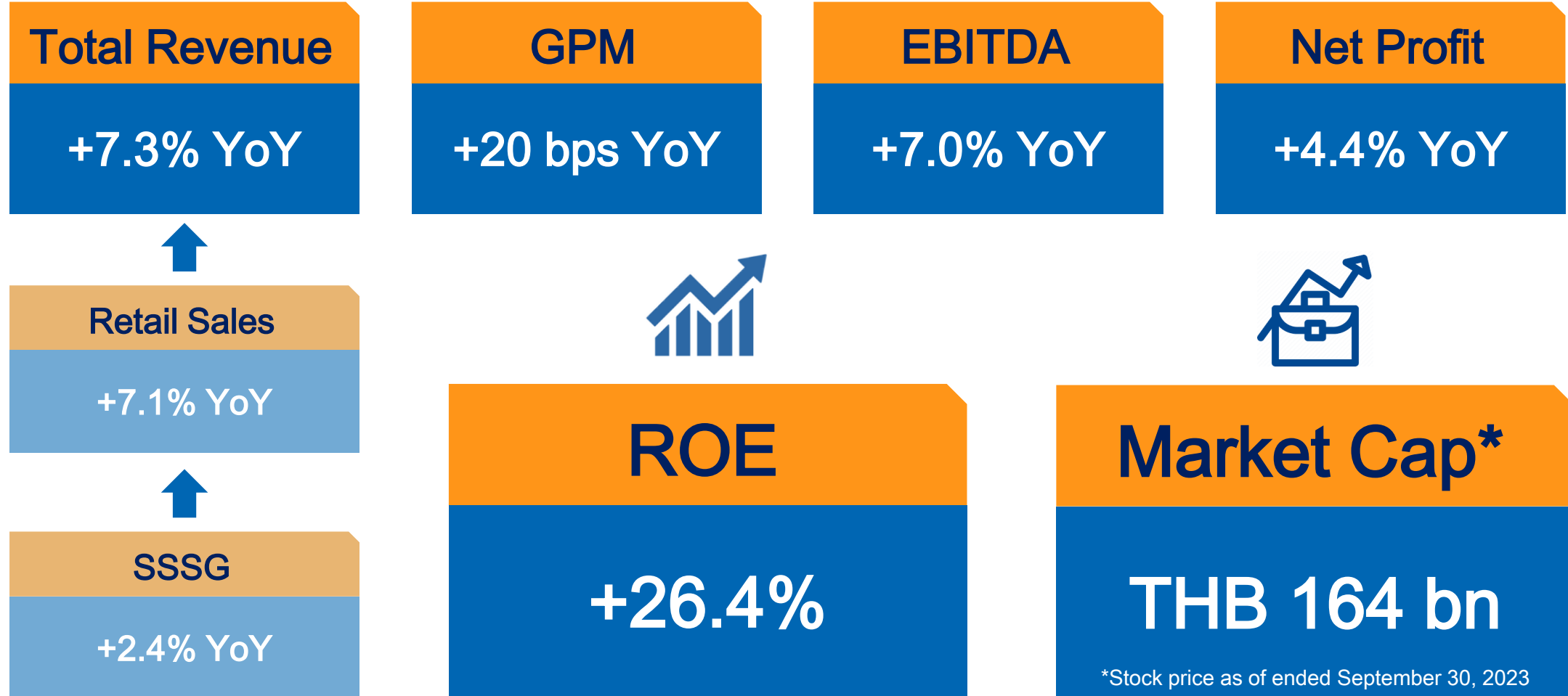
# Corporate Group Structure



# Store Footprint



# 9M23 Key Financials



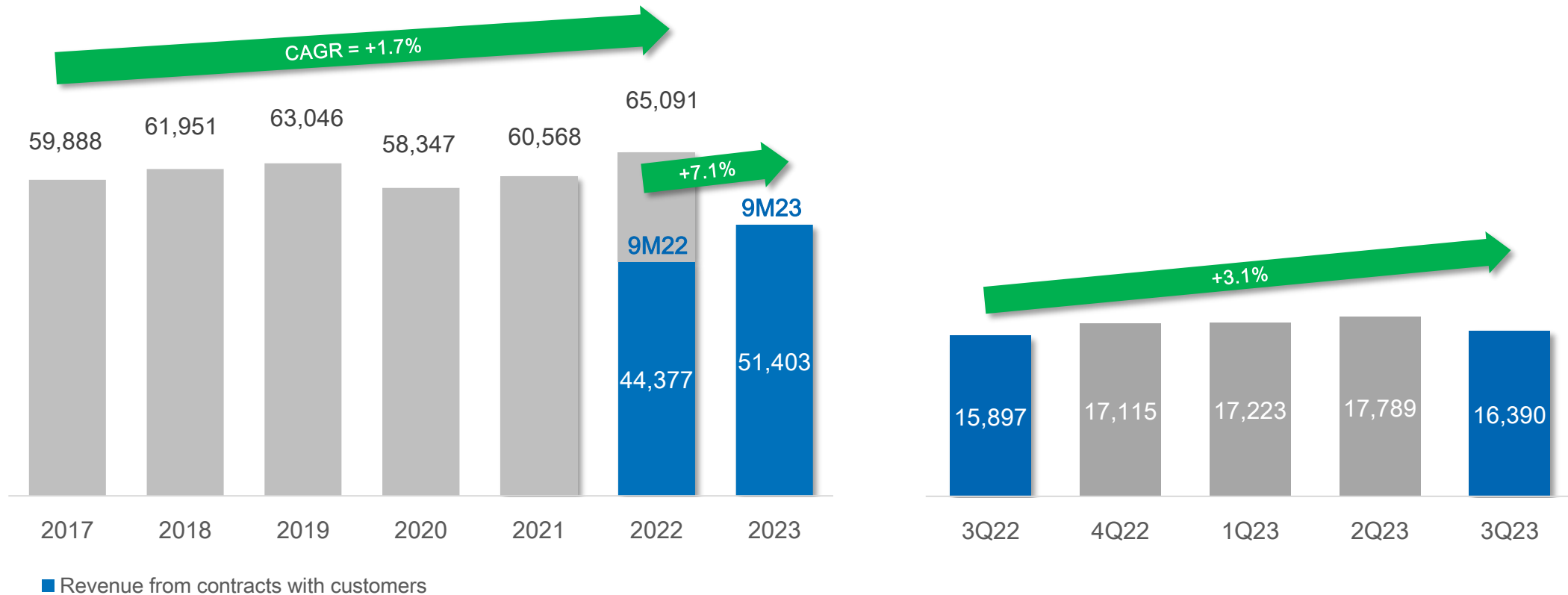
# Income Statement Summary

Unit : million Baht	9M23	% of sales	9M22	% of sales	Var	% change
Revenue from contracts with customers	51,402.53	100.00%	47,976.11	100.00%	3,426.42	7.14%
Rental Income	1,374.75	2.67%	1,256.27	2.62%	118.48	9.43%
Other Income	1,867.86	3.63%	1,689.19	3.52%	178.67	10.58%
<b>Total Revenue</b>	<b>54,645.14</b>	<b>106.31%</b>	<b>50,921.57</b>	<b>106.14%</b>	<b>3,723.57</b>	<b>7.31%</b>
Cost of sales and service	37,851.34	73.64%	35,423.98	73.84%	2,427.36	6.85%
<b>Gross profit</b>	<b>13,551.19</b>	<b>26.36%</b>	<b>12,552.13</b>	<b>26.16%</b>	<b>999.06</b>	<b>7.96%</b>
Cost of Rental	593.11	1.15%	517.24	1.08%	75.88	14.67%
<b>Selling and Administrative Expenses</b>	<b>9,895.25</b>	<b>19.25%</b>	<b>9,029.78</b>	<b>18.82%</b>	<b>865.46</b>	<b>9.58%</b>
EBIT	6,305.44	12.27%	5,950.57	12.40%	354.87	5.96%
Share of profit (loss) from investment in associates	-1.96	0.00%	-0.59	0.00%	-1.37	-231.76%
Financial Income	14.57	0.03%	8.49	0.02%	6.08	71.54%
Financial Cost	401.70	0.78%	315.02	0.66%	86.68	27.52%
Tax	1,152.23	2.24%	1,079.11	2.25%	73.12	6.78%
<b>Net Profit</b>	<b>4,764.12</b>	<b>9.27%</b>	<b>4,564.35</b>	<b>9.51%</b>	<b>199.77</b>	<b>4.38%</b>
Depreciation	2,558.24	4.98%	2,332.87	4.86%	225.36	9.66%
EBITDA	8,863.68	17.24%	8,283.44	17.27%	580.23	7.00%



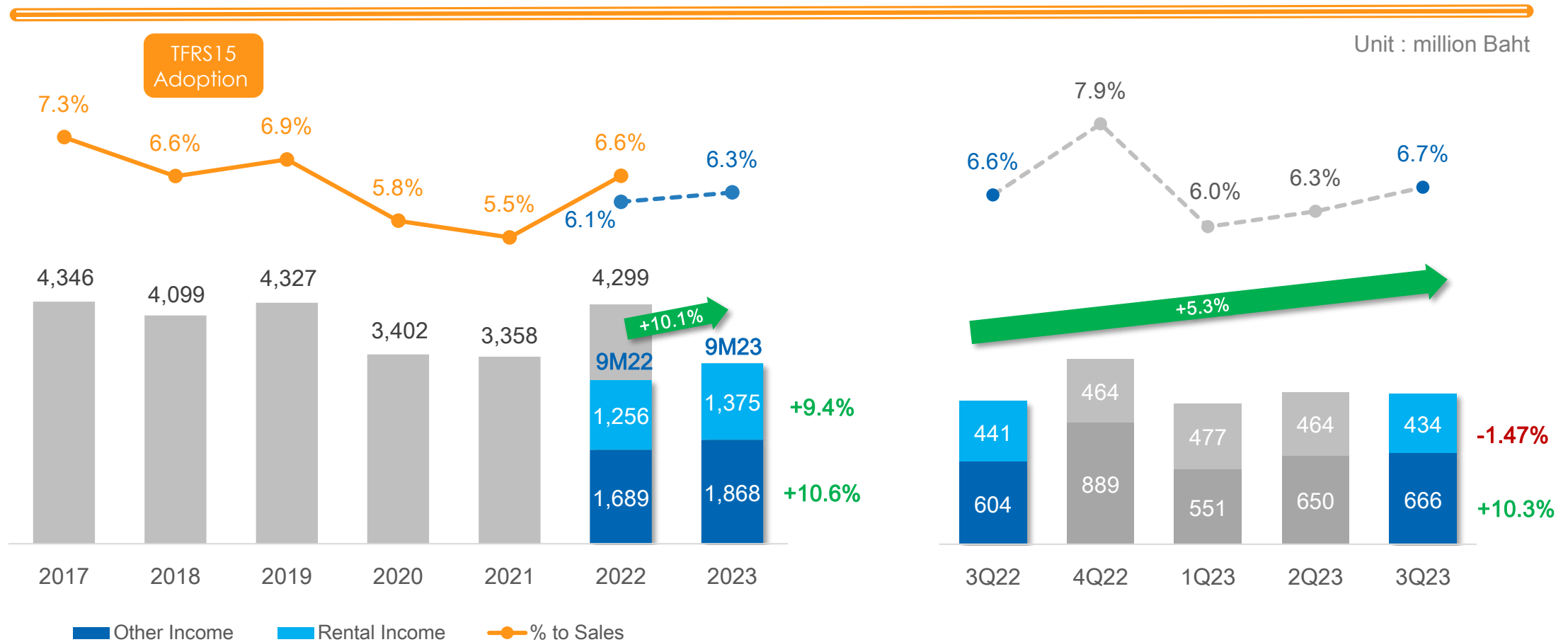
# Sustainable Sales Growth

Unit : million Baht



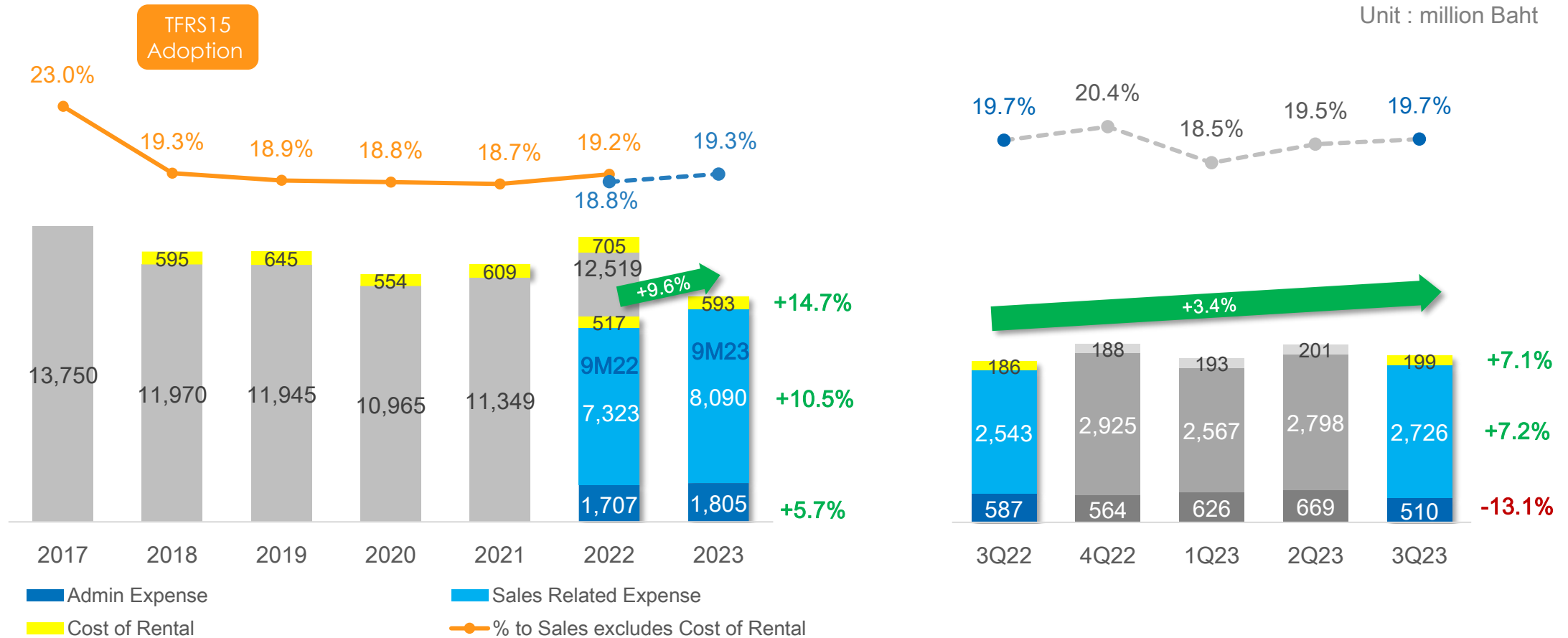
- In 3Q23, the revenue from contracts with customers which comprised of product sales revenue and service income of Home Service increased by 3.1%.

# Other Income



- In 3Q23, rental and service income slightly decreased due to less rental income from leasable space of HomePro stores and Market Village shopping mall compared to the same period last year. In addition, the Company earned additional rental income by organizing HomePro Electric Expo at Bitec Bangna in the third quarter of last year compared to this year that there is no such big event organized during the third 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

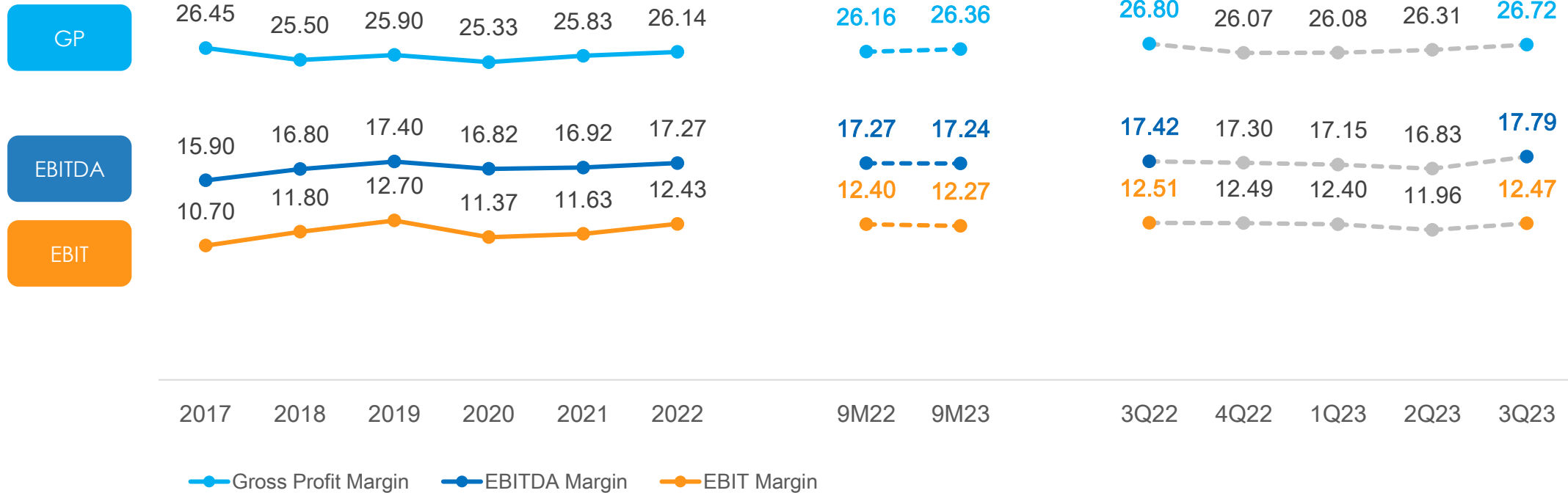


- In 3Q23, the amount increases in SG&A was attributable to the increase of expenses related to salary, electricity and utilities cost and depreciation.
- Cost of rental increased due to higher utilities cost.

# Profitability Ratio

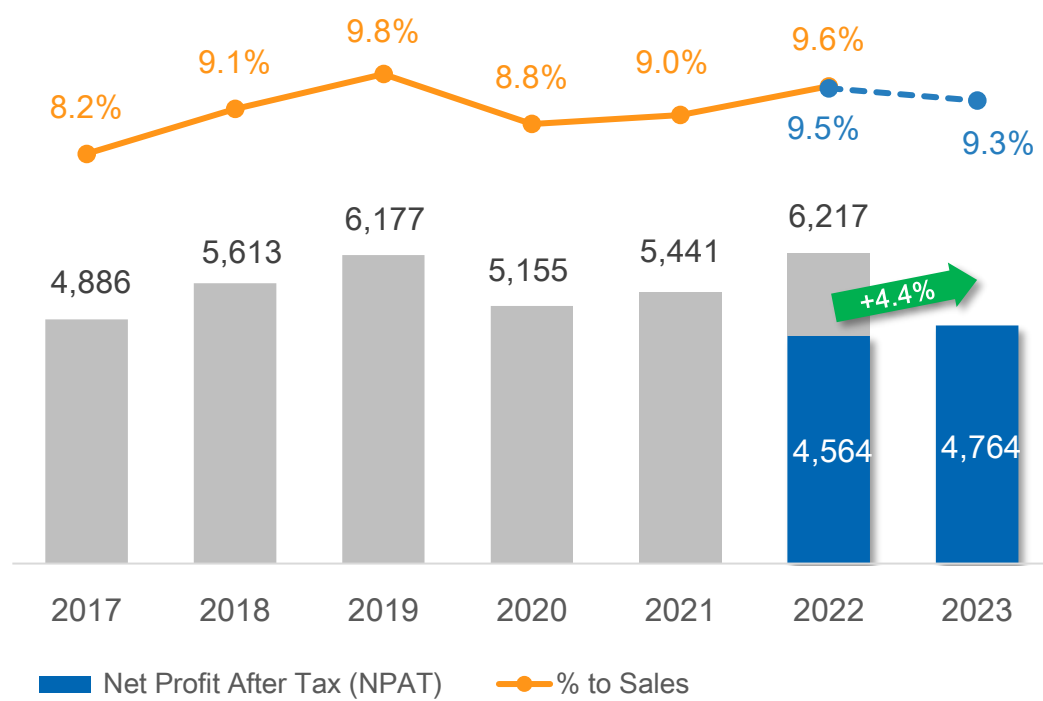
Unit : % to Sales

TFRS15  
Adoption

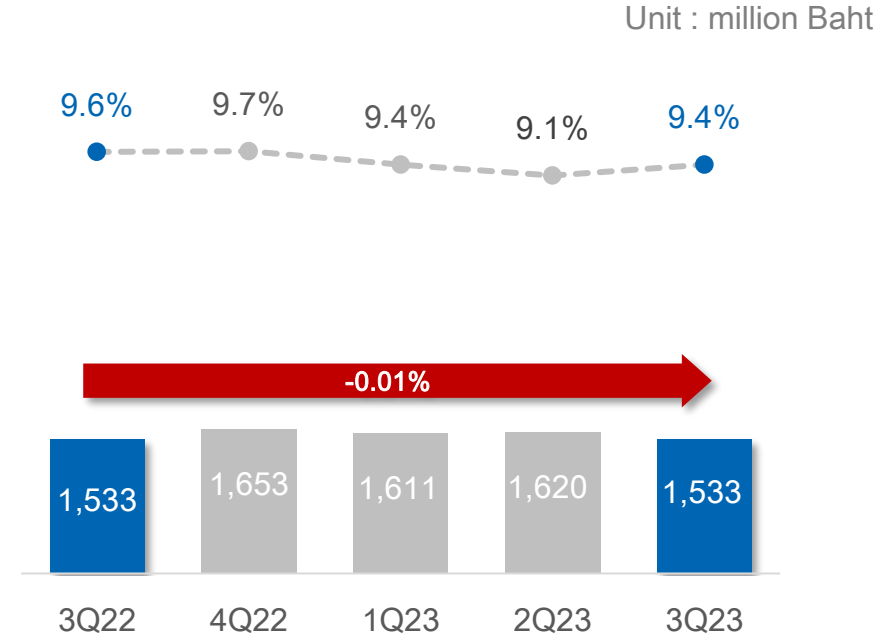


- In 3Q23, the gross profit as percentage of sales marginally decreased from 26.80% to 26.72%, which was a result of the impact from high comparable base of gross profit margin in the previous year owing to the merger of HomePro and Mega Home business.

# Net Profit & EPS



FY	2017	2018	2019	2020	2021	2022	9M22	9M23
EPS	0.37	0.43	0.47	0.39	0.41	0.47	0.35	0.36



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

- NPAT in 3Q23 increased by 4.4% YoY.
- Earnings per share (EPS) were 0.12 Baht in 3Q23.



# Balance Sheet at a Glance

Unit : million Baht	30 Sep 2023	31 Dec 2022	Var	% change
Cash & Deposit	1,513.29	5,420.30	-3,907.00	-72.08%
Inventory	13,496.69	13,630.08	-133.39	-0.98%
Land Building & Equipment	45,235.80	42,652.54	2,583.26	6.06%
Other Assets	2,915.68	3,481.83	-566.15	-16.26%
<b>Total Assets</b>	<b>63,161.47</b>	<b>65,184.74</b>	<b>-2,023.28</b>	<b>-3.10%</b>
Financial Debt*	21,663.16	21,333.62	329.54	1.54%
Account Payable	14,157.78	15,811.88	-1,654.10	-10.46%
Other Liabilities	3,458.94	3,793.36	-334.42	-8.82%
<b>Total Liabilities</b>	<b>39,279.88</b>	<b>40,938.86</b>	<b>-1,658.98</b>	<b>-4.05%</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	10,084.07	10,448.36	-364.29	-3.49%
<b>Total Equities</b>	<b>23,881.59</b>	<b>24,245.88</b>	<b>-364.29</b>	<b>-1.50%</b>

\* Included impact of TFRS16 on lease liabilities 6,838.20 of million Baht

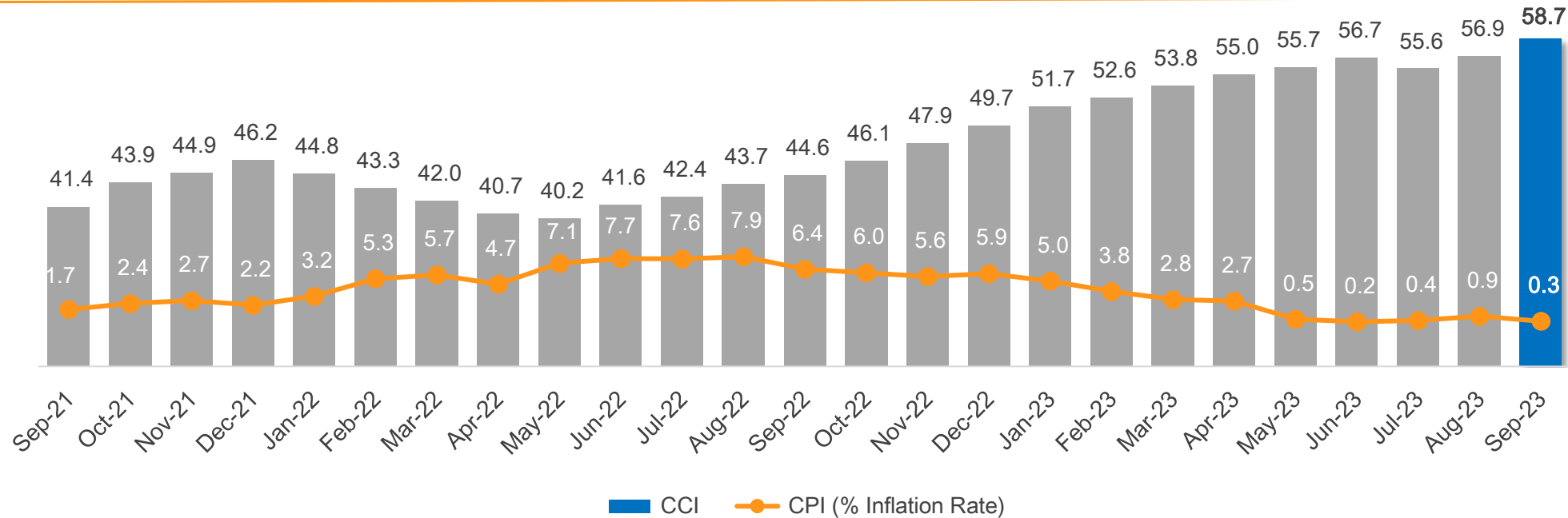


# Agenda

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# CCI edges higher amid the decreasing trend of inflation



Consumer Confidence Index (CCI) rose for the second month to 58.7 in September 2023 from 56.9 in the previous month. It was the highest reading since February 2020, supported by government stimulus policies and higher foreign tourist arrivals. However, consumers remained concerned about global economic slowdown and rising interest rates that had impacted demand for Thai exports; meanwhile, the annual inflation rate in Thailand slowed to 0.3% in September 2023 from 0.88% in the previous month and below market expectations of 0.8%. Still, the reading came in well below the central bank's target range of 1%-3%.



# 3Q23 Highlight and Recent Activities

**HomePro SUPER EXPO**

Win prizes to save the world. Swipe and Win with VISA Receive total rewards of 2.8 MB. When spending every 3,000.- with a VISA credit card.

**SUPER DEAL**  
Sale up to **80%**

**Super haed sale**  
Only 6 days.

**Super Brand**  
On top up to **10%**  
For selected items.

**Super Discount**  
On top up to **900.-** +  
For selected items, credit card and bank special day.

**Extra on top**  
**5%**  
Unlimited maximum discount. When shop more than 10,000.- For selected items and credit card.

On top **200.-** When shop more than 2,000.-

On top **500.-** When shop more than 5,000.-

On top **900.-** When shop more than 8,000.-

27 Jul 2023 – 1 Aug 2023 \*For selected items / Find more information at promotion online. [View more >>](#)

**PAY DAY SALE**

**Get cashback 20%** on top

**Sale up to 80%**  
For selected items.

**Extra on top up to 2,000.-**  
When shop more than 2,000.-  
For selected items, credit card and bank special day.

**Old Trade In New**  
Get discount on top **5,000.-**  
For selected items.

27 Oct'2023 - 31 Oct'2023 [Shop Now >>](#)

\*For selected items / Find more information at online promotion.

# 2023 New Services: Trade-in

## Trade-in at HomePro for a Better Future

Sustainable Waste Management Towards a Circular Economy

**UP TO 5,000** THB\* OFF your purchases

**0% INTEREST 24 MONTHS\***  
FOR UP TO (For selected credit cards and cash loans only)

**1 JUL 2023 - 31 DEC 2023**

HomeCard #HOMEPRO IS THE ANSWER FOR YOUR HOME.  
Member Privileges \*Under terms & conditions of the company / Only for participating items.



# Margin expansion through Private Label



Over 36  
Private Brands

Over 15,000  
items

Quality and  
worthiness  
focused

Continuous  
development

# 2023 Store Expansion Plan

No. of stores as of ended 3Q23



HomeProS



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

1Q23	Rattana Thibet	-	-	27 Jan	-
	Bangplee	-	-	10 Feb	-
	Tiwanon	-	-	3 Mar	-
2Q23	Nakhonpathom	-	-	28 Apr	-
	Chiangmai	-	-	5 May	-
	Bangsaen	-	-	2 June	-
3Q23	Seacon Bangkai	8 Jul	-	-	-
	Pluak Daeng (Rayong)	-	-	29 Sep	-
4Q23	Thung Song (Nakhon Si Thammarat)	-	-	27 Oct	-
		1	-	1	-

## Our stores in ended 2023

Total (stores)	88	5	27	7
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Remark : 1 closure of HomePro Lotus Bangkai during 2Q23.

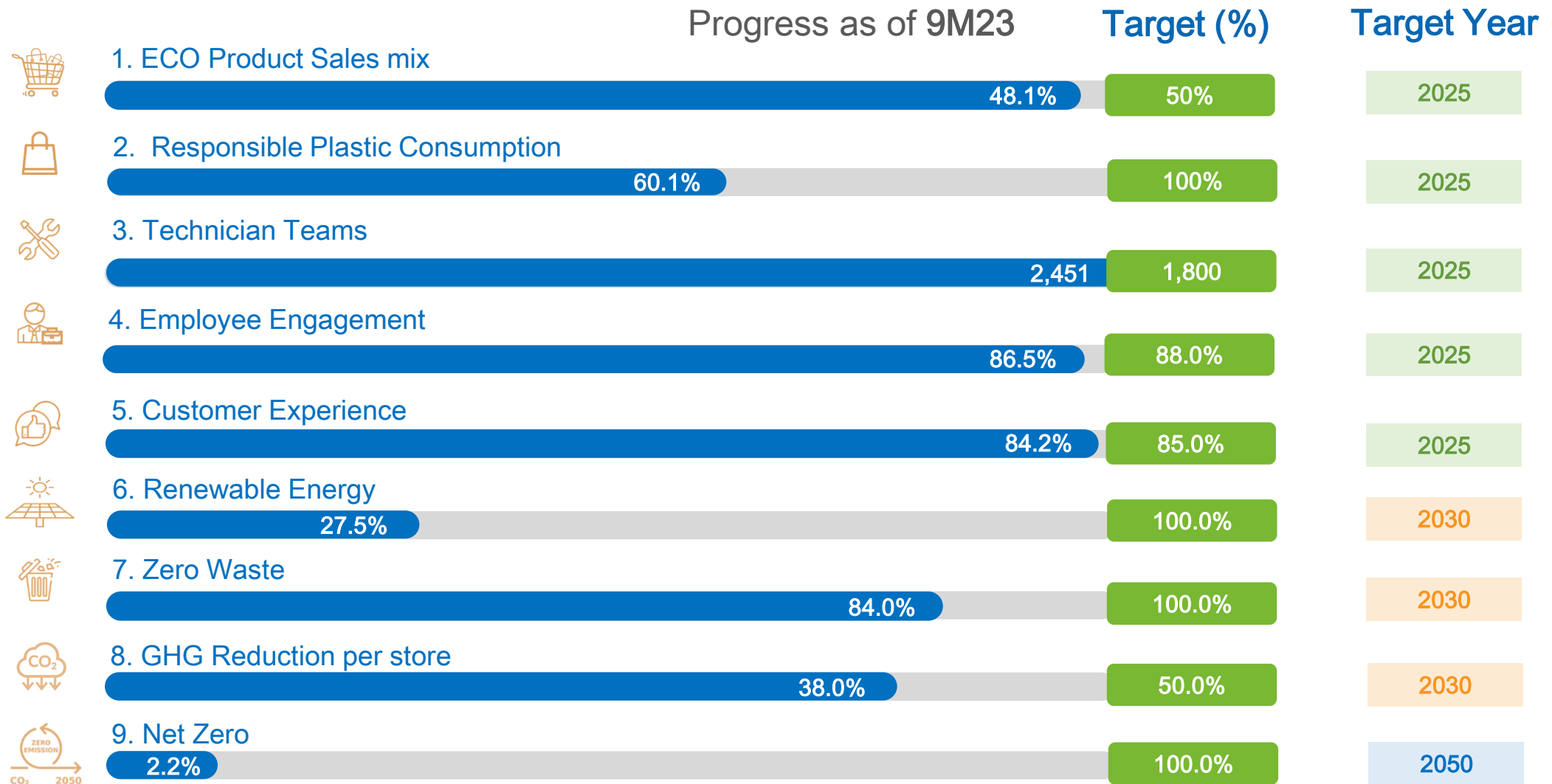


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# 2025-2050 SD Roadmap

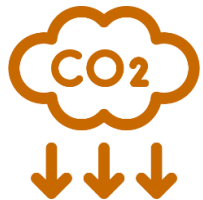


# 2022 SD Progress



## United Nations Global Compact

### Pathway to Net Zero 2050



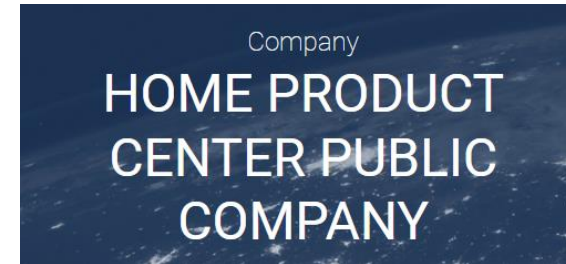
#### Decarbonization

- 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

Included in the DJSI  
Emerging Market  
since 2017



**FTSE4Good**

Included in the FTSE4Good  
since 2016



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

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