

Company Presentation

Q2'2024

Dohome Public Company Limited

คสช.
ดอทคอม

Do
home

ศูนย์ค้าปลีก - ค้าส่ง
วัสดุก่อสร้าง ซ่อมแซม และตกแต่ง



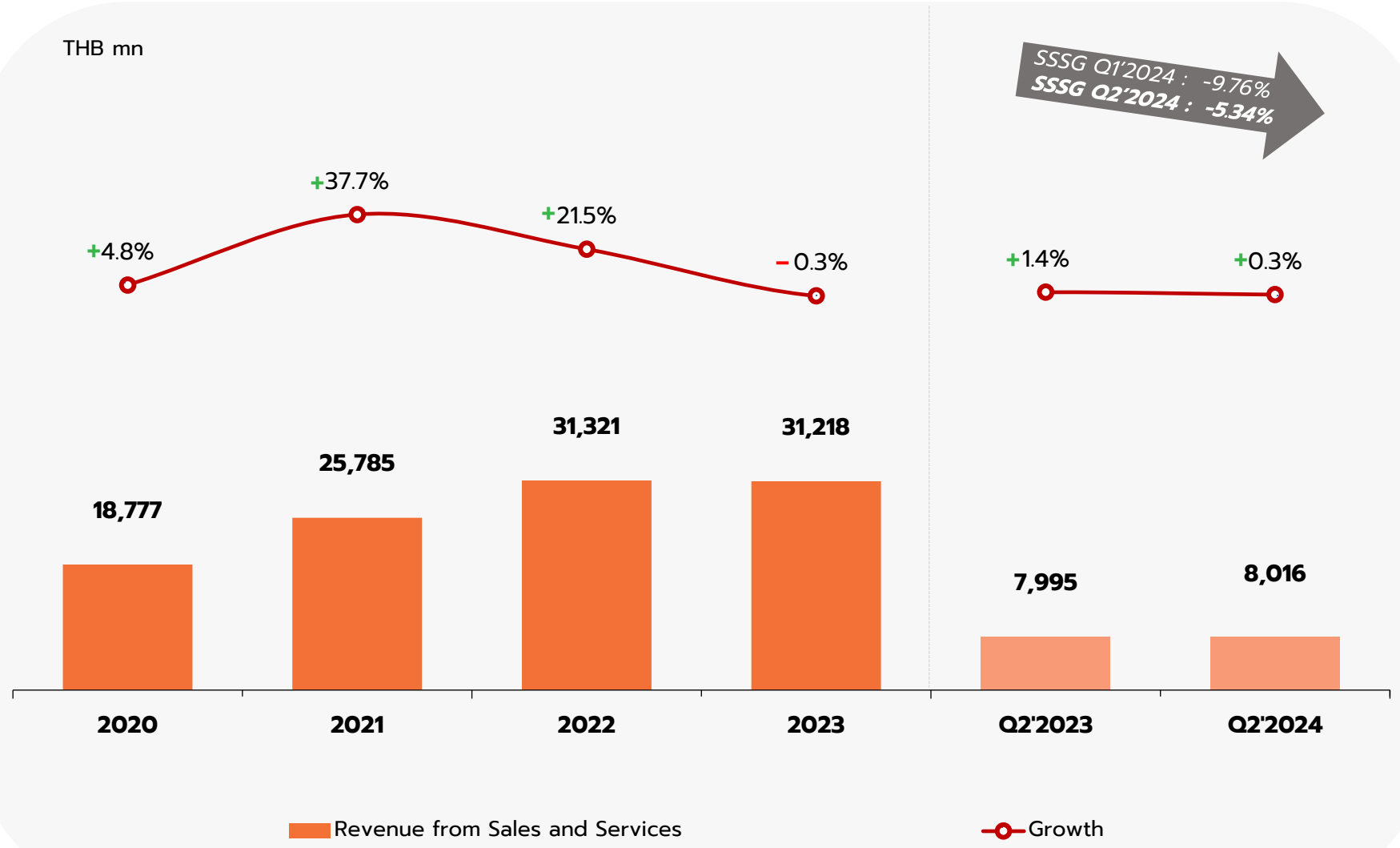
Operating Results for Q2'2024

Key Financial Highlight

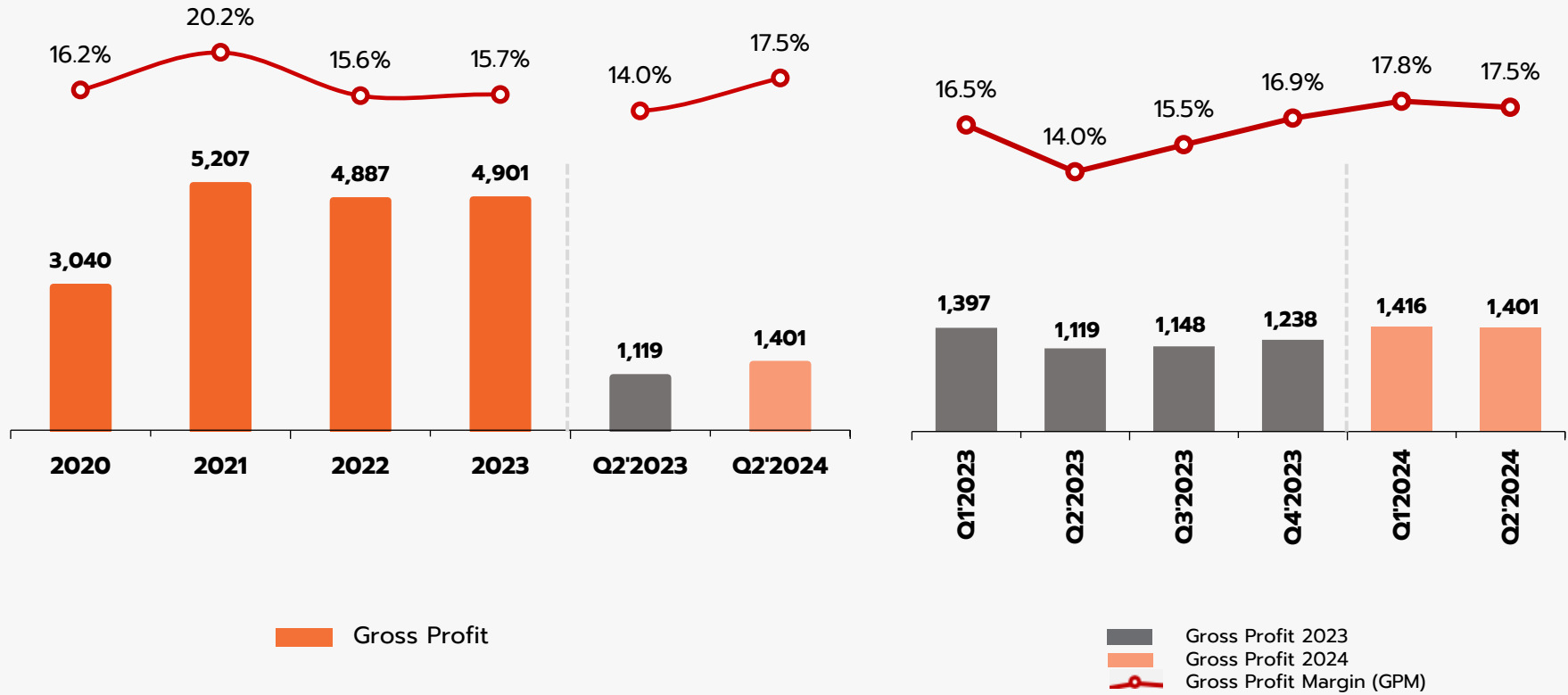
Operating Revenue	% Gross Profit	SG&A Expense	Net Profit Margin
Q2/2024	Q2/2024	Q2/2024	Q2/2024
8,016.0	17.5%	1,098.6	2.4%
Q2/2023	Q2/2023	Q2/2023	Q2/2023
7,994.5	14.0%	992.6	0.5%
Change YoY	Change YoY	Change YoY	Change YoY
+21.5	+3.5%	+106.0	+1.9%

Revenue from Sales and Services

THB mn

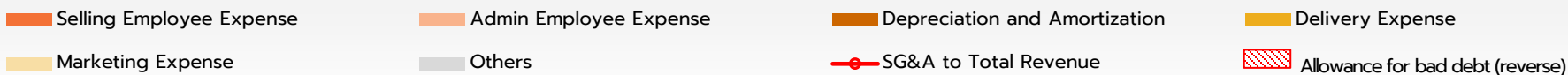
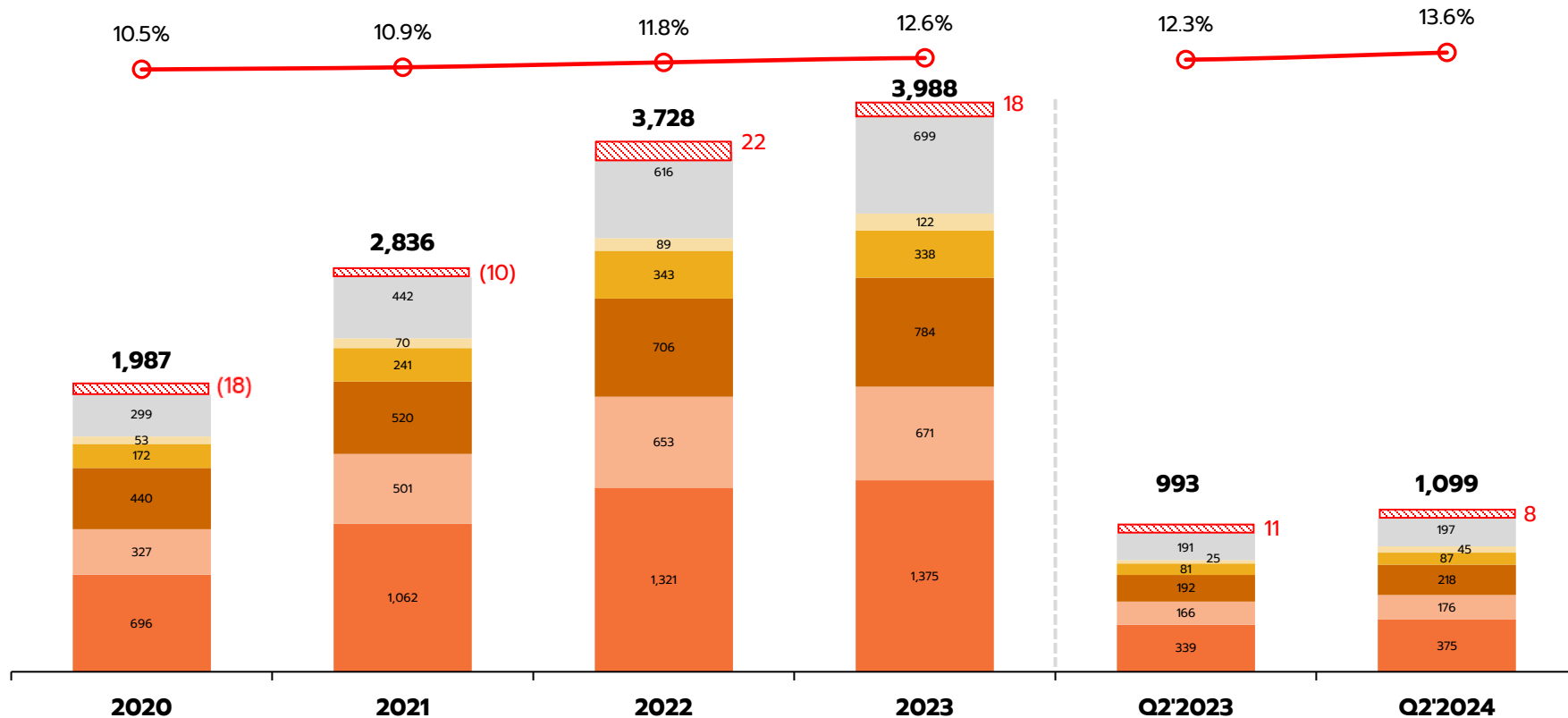


THB mn / % to Revenue from Sales and Services



SG&A Expenses

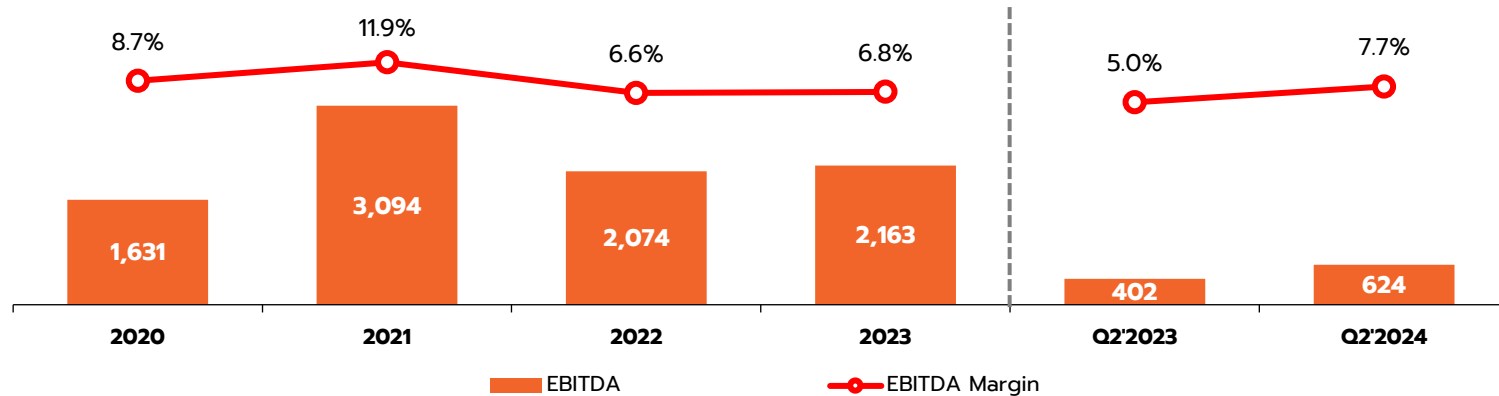
THB mn / % to total revenue



EBITDA and Net Profit

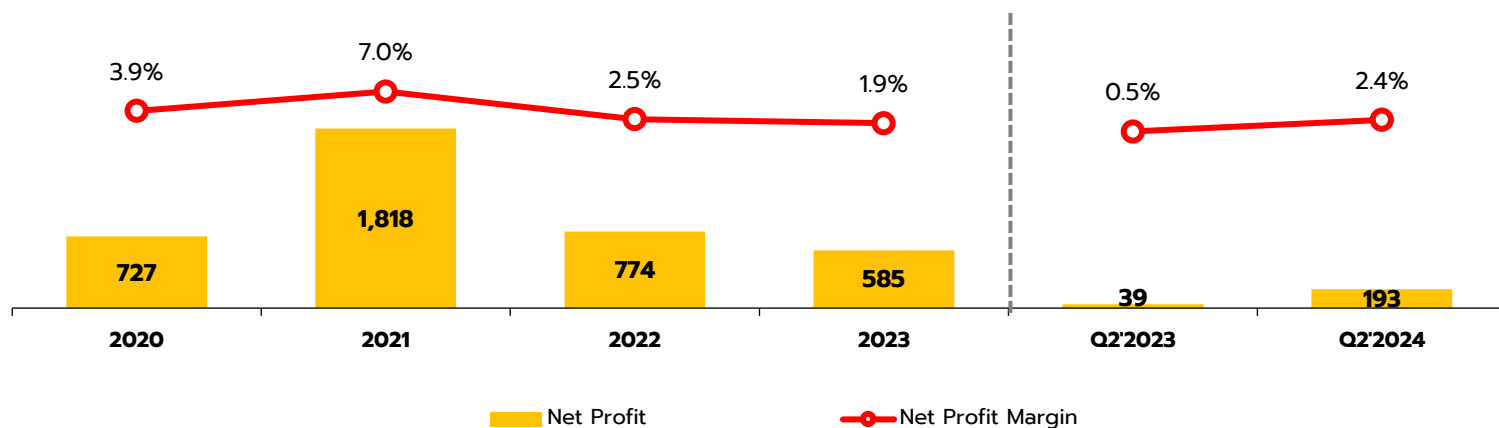
EBITDA

THB mn /
% to total revenue



Net Profit

THB mn /
% to total revenue

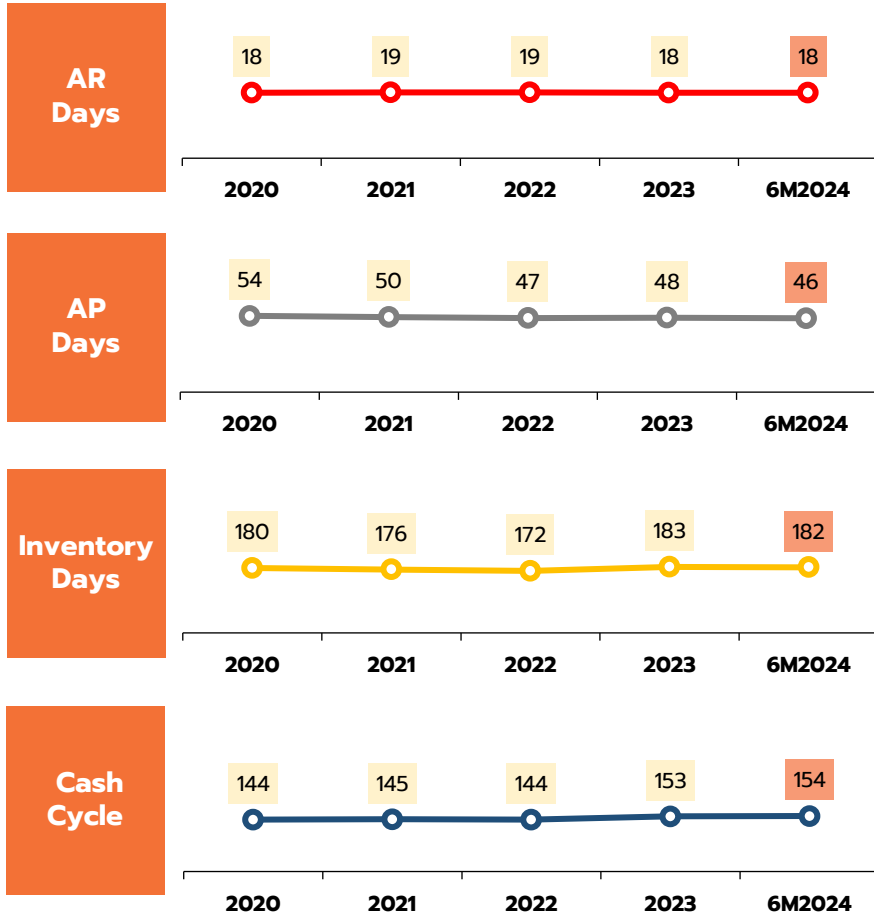


FY	2020	2021	2022	2023	Q2'2023	Q2'2024
EPS	0.31	0.76	0.27	0.19	0.01	0.14

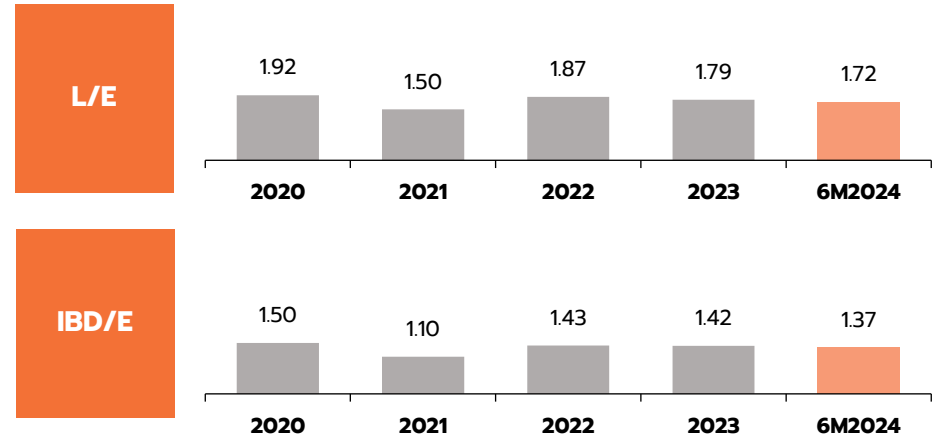
Key Financial Highlight



Cash Cycle



Financial Ratios



	Q2'2024		Q2'2023		Changes	
	THB mm	%	THB mm	%	THB mm	%
Revenue from sales	7,920.90	97.90	7,898.23	98.12	22.67	0.29
Revenue from services	95.08	1.18	96.28	1.20	-1.20	-1.25
Other incomes	74.98	0.93	55.45	0.69	19.53	35.23
Total revenue	8,090.95	100.00	8,049.95	100.00	41.00	0.51
COGS	6,615.43	81.76	6,875.76	85.41	-260.33	-3.79
Gross profit ⁽¹⁾	1,400.55	17.47	1,118.74	13.99	281.80	25.19
Selling expenses	872.47	10.78	769.18	9.56	103.29	13.43
Administrative expenses	226.16	2.80	223.44	2.78	2.72	1.22
Other expenses	0.53	0.01	-	N/A	0.53	N/A
EBIT	376.36	4.65	181.56	2.26	194.80	107.29
Financial income	4.64	0.06	5.03	0.06	-0.39	-7.77
Interest expenses	146.20	1.81	140.99	1.75	5.21	3.70
Tax expenses	42.21	0.52	6.22	0.08	35.99	578.44
Net income	192.60	2.38	39.39	0.49	153.21	388.93
Depreciation & Amortization	247.86	3.06	220.31	2.74	27.56	12.51
EBITDA	624.22	7.72	401.87	4.99	222.35	55.33

Note: (1) Gross profit margin calculated based on revenue from sales and services

Balance Sheet at a Glance



	30 June 2024		31 December 2023	
	THB mm	%	THB mm	%
Assets				
Cash and Cash Equivalents	208.56	0.45	296.04	0.87
Accounts Receivable and Other Receivables	1,559.81	4.03	1,325.86	3.90
Inventory	13,584.74	39.89	13,264.44	39.03
Property, Plant and Equipment and Intangible	17,265.68	50.75	17,478.84	51.43
Right of Use - Assets	1,443.96	4.24	1,438.23	4.23
Others	247.58	0.64	179.33	0.53
Total Assets	34,310.32	100.00	33,982.74	100.00
Liabilities				
Bank Overdrafts and Short-term Loan	10,509.57	35.41	10,872.63	31.99
Long-term Debentures	299.19	0.88	298.87	0.88
Accounts Payable and Other Payables	3,636.01	9.84	3,854.76	11.34
Right of Use - Liabilities	593.26	1.59	561.59	1.65
Long-term Loan and Financial Lease Liabilities	6,449.34	16.50	6,060.09	17.83
Others	222.27	0.55	159.18	0.47
Total Liabilities	21,709.63	64.76	21,807.12	64.17
Shareholder's Equity				
Issued and Paid-Up Capital	3,229.54	9.15	3,089.13	9.09
Premium on Share Capital	5,566.08	16.46	5,566.08	16.38
Retained Earnings	4,396.93	11.35	4,116.03	12.11
Others	-591.85	-1.72	-595.62	-1.75
Total Shareholder's Equity	12,600.69	35.24	12,175.62	35.83

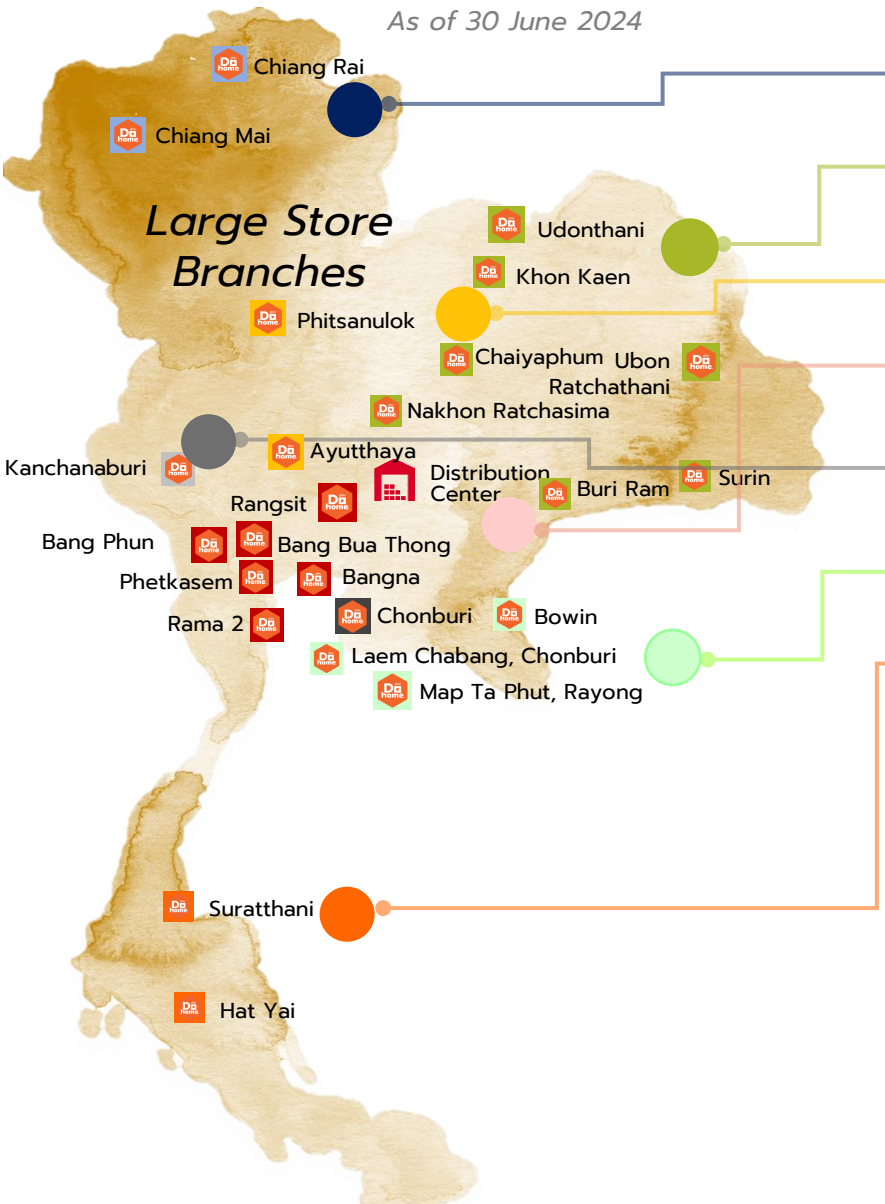


Business Update & Company Outlook

Existing Branches of large store format



As of 30 June 2024



Existing 24 Branches

- North Region 2 branch;**
Chiang Mai , Chiang Rai
- Northeast Region 7 branches;**
Ubon Ratchathani , Nakhon Ratchasima , Khon Kaen , Udonthani , Surin , Buri Ram , Chaiphaphum
- Central 2 branch;**
Phitsanulok , Ayutthaya
- Bangkok Metropolitan Region 6 branches;**
Rangsit , Rama 2 , Bang Bua Thong , Bangna , Phetkasem , Bang Phun
- Western Regions 1 branch;**
Kanchanaburi
- Eastern Region 4 branches;**
Map Ta Phut , Laem Chabang , Bowin , Chonburi
- Southern Region 2 branches;**
Suratthani , Hat Yai

- Focus on land lease model to get better IRR
- New large store format with lower CAPEX per store and lower operating expense
- Accelerate ramp-up strategy roll-outs
- Expanding our investment in potential area
- Create Dohome's network to cover all regions in Thailand

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Dohome ToGo 13 Branches



As of 30 June 2024

- ▶ Thaisomboon Market
- ▶ Ruaysub Market
- ▶ Thap Yao Market
- ▶ Maruay Market
- ▶ Bang Sri Muang
- ▶ Tha It
- ▶ Wat Ku
- ▶ Soi Mangkorn
- ▶ Kaew In
- ▶ Lamlukka Khlong 7
- ▶ Lamlukka Khlong 4
- ▶ Sap Phatthana
- ▶ Ngamdang



DOHOME ToGo Sap Phatthana



Vendor Booth



OPENED IN
6th JUNE 2024



Lucky Draw



DOHOME ToGo Ngamdang



OPENED IN
6th JUNE 2024

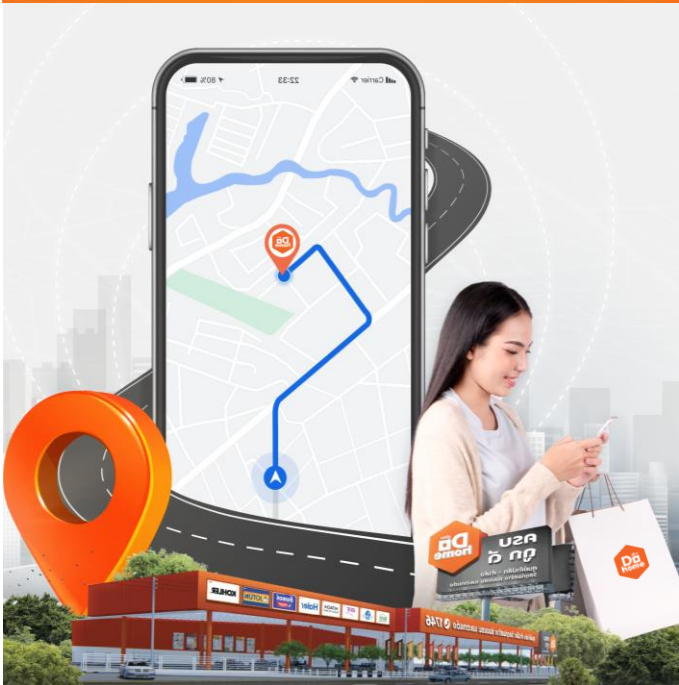


Troop Marketing



Own Chanel Marketplace Social Commerce

www.dohome.co.th | 🔍



CHAT&SHOP



WEBSITE - PROMOTION





MARKETPLACE



MARKETPLACE



MARKETPLACE





Maintenance Service

- Home Appliance Cleaning Service
- House Cleaning Service
- Pre-Handover Inspection
- Electrical Inspection and Checking
- Sanitary System Inspection and Checking

Installation Service

Electrical Line

- Air-Condition
- Washing Machine
- Water Heater
- Plumbing system
- Lamp and Lighting
- Electrical system
- Plug, Switch Power
- Kitchen Hood
- Solar Cell
- Closed-Circuit Camera

Non Electrical Line

- Sanitary and Bath Accessories
- Door, Window and Accessories
- Digital Door lock
- Awning
- Kitchen Compact Set and Cabinet
- Kitchen Appliances and Accessories
- Water Filter
- Rain gutter
- Curtains Rods & Rails
- Greenhouse
- Trellis
- Wall Partition

Home Improvement Service

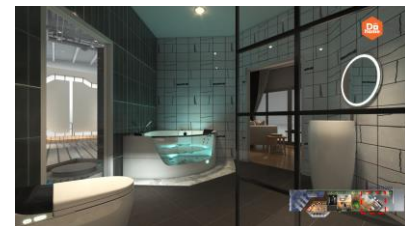
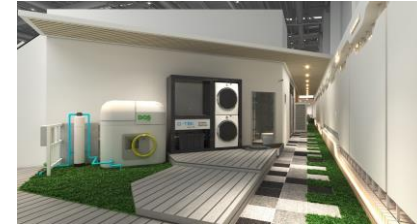
- Finishing Material Tiling, Laminate, Vinyl, SPC
- Painting
- Bathroom Renovation
- Kitchen Renovation
- Concrete Kitchen
- Ceiling Insulation
- Soft Wall System
- Artificial Wood
- Furniture Built-in
- House Extension Solution
- Garage Roof Extension
- Concrete Floor
- BOQ Service
- Interior Design Service
- Airconditioning Solution System
- Electrical Solution System
- Sanitary System
- Water Proofing
- Void Filling
- Subsidence Solution
- Solar Rooftop Solution
- Roof Repair



SOLUTION FOCUS

Construction

1. Concrete and Wire Mesh
2. Mortar Cement and Brick
3. Rooftiles
4. Rain Rail
5. Pipe and Plumbing
6. Water Solution
7. Electric Wire
8. Wall and Roof
9. Fibercement
10. Doors and Windows
11. Color and Chemical
12. Sanitaryware and Tiles
13. Landscape
14. Smart Home
15. Solar Cell



ชำระเต็มจำนวน แลก K Point รับส่วนลดทันที รวมสูงสุด 17%

1 ม.ค. 2567 - 31 ธ.ค. 2567

ดูโฮม ยินดีต้อนรับ เปิดบริการทุกวัน 07.30 - 20.00 น.

รับส่วนลดทันที รวมสูงสุด 17% KBank

ร่วมรักโลก ร่วมรักษ์พลังงาน ร่วมใช้พลังงานอย่างมีประสิทธิภาพ 5 แบบใหม่

มอบส่วนลดให้ประชาชน เพื่อสร้างความประทับใจ 5 แบบใหม่

มูลค่าส่วนลด	จำนวนสิทธิ์
สูงสุดถึง 3,500 บาท	จำนวน 1,555 สิทธิ์
สูงสุด 1,500 บาท	จำนวน 2,000 สิทธิ์
สูงสุด 750 บาท	จำนวน 2,000 สิทธิ์

ข้อปวัสดูก่อสร้างของแต่่งบ้านได้ที่

รับส่วนลดเพิ่มทันที 300 บาท

ใช้โค้ด DOHOMEXKBANK

เมื่อซื้อครบ 9,000 บาท

จำกัด 1,000 สิทธิ์/ตลอดรายการ และจำกัด 1 สิทธิ์ต่อบัญชีดูโฮมตลอดรายการ

ซื้อผ่านเว็บไซต์ Dohome

ใช้เท่าที่จำเป็น และชำระคืนได้เต็มจำนวนตามกำหนด จะได้ไม่เสียดอกเบี้ย 16% ต่อปี

1 ม.ค. 67 – 30 มิ.ย. 67
เงื่อนไขเป็นไปตามที่ธนาคารกำหนด

ชำระแบบเต็มจำนวน แลกคะแนน K Point รับส่วนลดทันที รวมสูงสุด 17%

10 ม. 2567 - 31 ธ.ค. 2567

DOHOME FAIR KHONKAEN (24 May - Jun 2024) To Increase Sales, Tickets & Awareness

26 เม.ย - 5 พ.ค. 2567

ดีที่สุดแห่งเมืองกาญจนบุรี

ดูโฮม แฟร์

ลด 80% สูงสุด

เลือกซื้อ 3 วัน	รับฟรี อุปกรณ์	ฉ้อปรบ รับฟรี 10 วัน	พิน พิน อุปกรณ์	พิเศษ! เหนือกว่าใคร
500:-	500:-	4,000:-	4,000:-	เฉพาะสมาชิกดูโฮม
				300 บาท
				100 บาท

ราคาพิเศษ เฉพาะ วันเสาร์ - อาทิตย์ เท่านั้น

ตู้เย็น 2 ประตู	ตู้เย็น 1 ประตู	ตู้เย็น 2 ประตู	ตู้เย็น 1 ประตู
92	1,990:-	990	10,990
ทีวี	12,990	ทีวี	4,590
ตู้เย็น 2 ประตู	898	ตู้เย็น 2 ประตู	7,990
4,990	2,109	199	299

บันทึกคะแนนทันที

ฟรี! บริการ 28 วัน

ดูโฮม



Remark: 4 Dohome Fair On April – July 2024 (Kanchanaburi, Phetkasem, Nakhon Ratchasima & Khonkaen)

House Brand Products

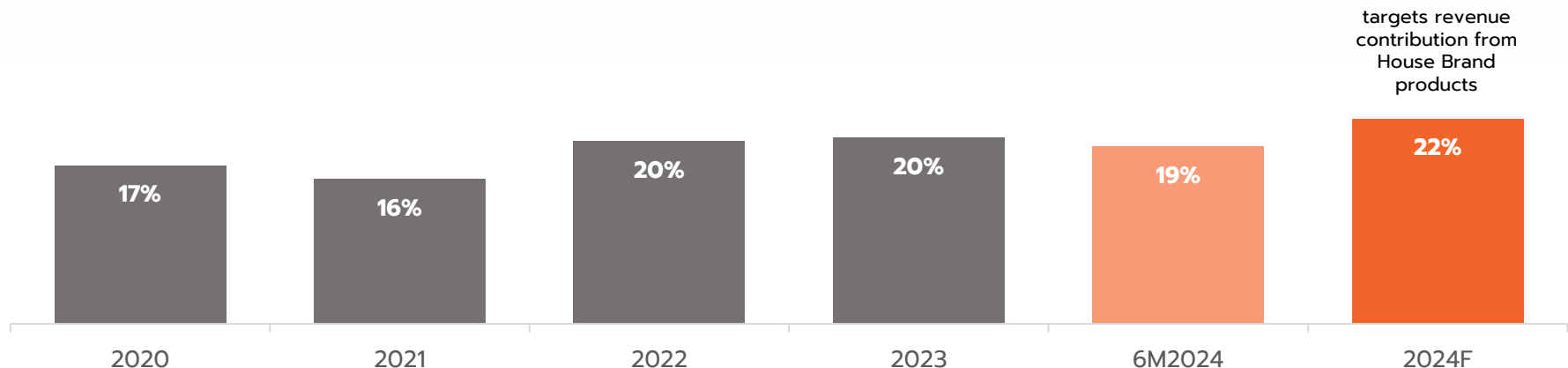
- ▶ The Company targets to achieve revenue contribution from House Brand products at 22% by 2024
- ▶ The Company focuses on product sourcing processes in order to obtain quality products at competitive prices
- ▶ Conduct researches to study the requirements of customers and the competitive landscape in the market to optimize product selection

House Brand Strategy in 2024

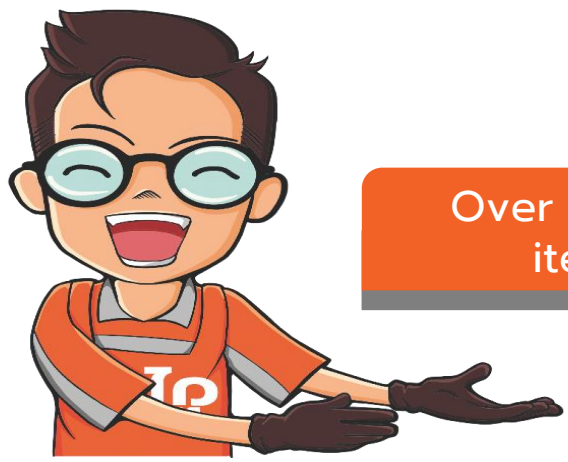
- ✓ Creating more variety of product
- ✓ Building brand awareness
- ✓ Better position on the shelf
- ✓ Providing intensive product knowledge training to ensure that sales team can effectively communicate to our client

Revenue Contribution from House Brand

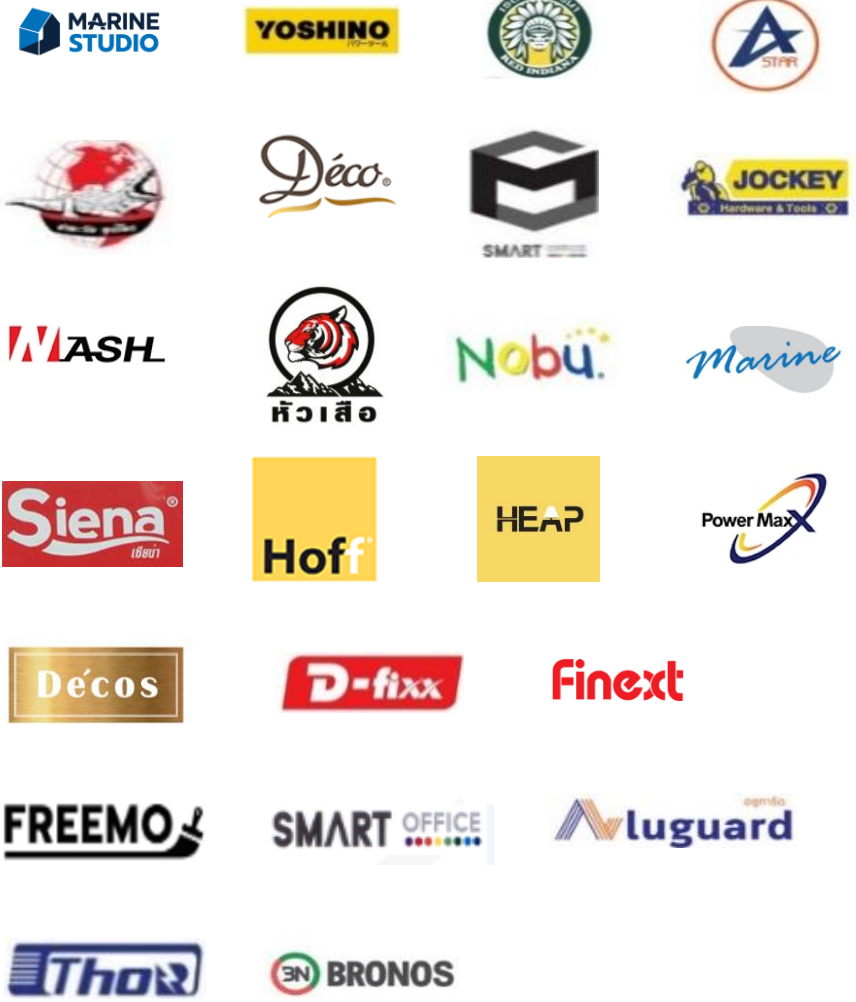
% to revenues from sales and services

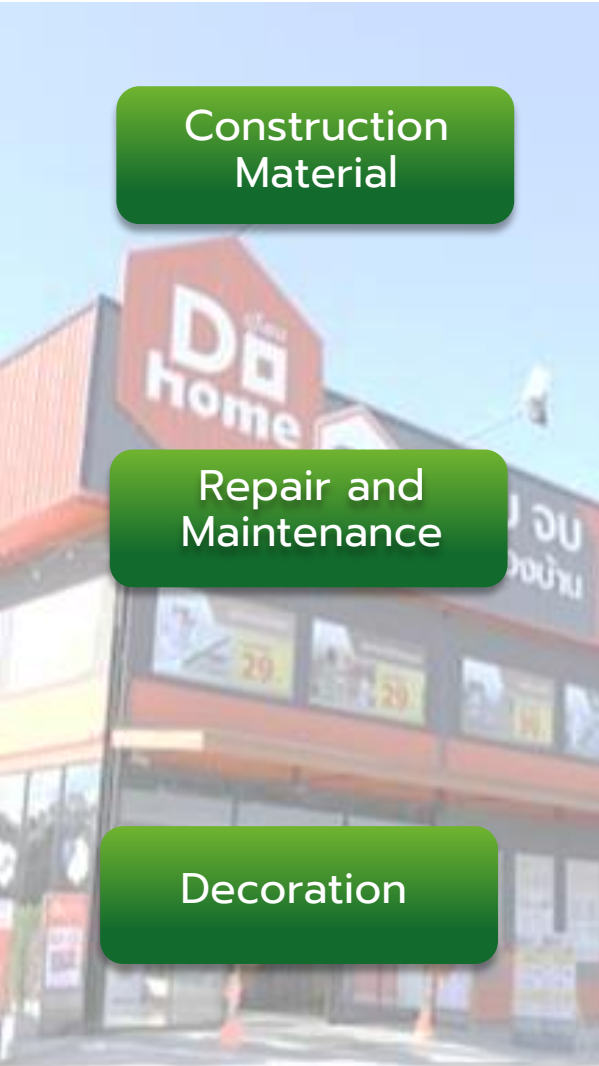


Dohome's House Brand



Over 20,000 items





Construction Material



Repair and Maintenance



Decoration





Sustainability Strategy

ONE STOP HOME PRODUCT DESTINATION



TO BE PARTNER FOR ALL QUALITY-OF-LIFE CREATIONS



ENVIRONMENTAL
Operate business with eco-friendly policy



SOCIAL
Promote access to products and services, and support building quality of life in an equal way



GOVERNANCE
Focus on building business allies for sustainable growth

Sustainability Initiative



Development of Sustainable Innovation and Technology

To support business growth with our Business partnership



Scale up and Enhance Employees' Competency

To support sustainable growth of our business



Promote an Efficient Resource Utilization

With eco-friendly to all stakeholders

Innovation and Technology Development Center

- Cooperate Strategy & Business Analysis
- Relationship Management Center with Business partnership and Customer Insight Analysis

Dohome Academy Center

- Succession Plan
- Talent Management
- Career Path

Recycle to Green Point

- Trade-in Program
- Solar Rooftop Project
- Eco Choice Only at Me

Rewards

The assessment of Corporate Governance Report of Thai Listed Companies by the Thai Institute of Directors (IOD), which collaborates with SET and SEC (Thailand).



The quality assessments of organizing the Annual General Meeting of Shareholders by the Thai Investor Association



South East Asia - Presented by Singapore Exchange

2021
Best overall Investor Relations (small cap) 2021



2023
Best overall investor relations (small cap) 2023



SET Awards / Investor Relations
(Group of 30,000 MB < Market Capitalization < 100,000 MB)



2022
Outstanding Investor Relations Award of year 2022



2023
Outstanding Investor Relations Award of year 2023



Thai Private Sector Collective Action Against Corruption (CAC Certificate)

2021
Declaration of intent to participate in the project

2023
Certified on September 29, 2023





ASU
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Q&A





ASU
ព្យាបាល

**SCAN US FOR RECEIVING OUR LATEST
NEWS AND PROMOTIONS**



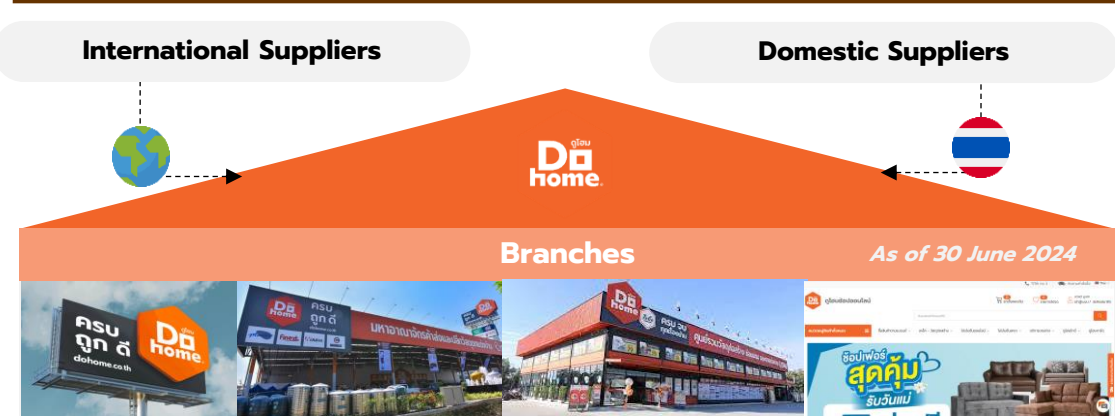


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Appendix



One-stop Home Products Destination



Dohome: 24 Branches

- ▶ Ubon Ratchathani
- ▶ Nakhon Ratchasima
- ▶ Rangsit
- ▶ Khon Kaen
- ▶ Udonthani
- ▶ Rama II
- ▶ Bang Bua Thong
- ▶ Chiang Mai
- ▶ Bangna
- ▶ Phetkasem
- ▶ Surin
- ▶ Map Ta Phut
- ▶ Laem Chabang
- ▶ Bowin
- ▶ Chonburi (Amata)
- ▶ Surat Thani
- ▶ Hat Yai
- ▶ Phitsanulok
- ▶ Kanchanaburi
- ▶ Buri Ram
- ▶ Chaiyaphum
- ▶ Chiang Rai
- ▶ Ayutthaya
- ▶ Bang Phun

Dohome ToGo: 13 Branches

- ▶ Thaisomboon Market
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- ▶ Bang Sri Muang
- ▶ Tha It
- ▶ Wat Ku
- ▶ Soi Mangkorn
- ▶ Kaew In
- ▶ Lamlukka Khlong 7
- ▶ Lamlukka Khlong 4
- ▶ Sap Phatthana
- ▶ Ngamdang

E-Commerce:

- ▶ Website Dohome
- ▶ Chat&Shop (Line&Facebook)
- ▶ Lazada
- ▶ Shopee
- ▶ NocNoc
- ▶ Thisshop
- ▶ K+ Market
- ▶ Tiktok

Sales Team

Call Center and Telesales

41 years

experience in retail and wholesale business of construction materials and home decoration items

"เพื่อคนสร้าง"

ลดต้นทุนผู้รับเหมา
เพิ่มกำไรเจ้าของโครงการ

#ksu

เรื่องสร้าง จบเรื่องบ้าน

"เพื่อคนซ่อม"

ขายช่างโดนใจ

#ถูก

คุ้มทุกงานช่าง
ครบเรื่องงานซ่อม

"เพื่อคนรักบ้าน"

คิดสรรของ **#ดี**

มีคุณภาพ เพื่อคนทำบ้าน
และสาย DIY ยืนใจได้
ไม่ว่างานช่างหรือตกแต่ง

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Key Corporate Strategy

We focus on offering a completed range of products and services under concept of “Completed Assortment, Competitive Price, and Good Quality”

“Completed Assortment”

We offer a variety of products with over 100,000 SKUs and meet customers’ demand of both retail and wholesale customers by displaying products from piece to box



“Competitive Price”

We are known for providing competitive price with various price levels according to the designs and brands



“Good Quality”

We offer product with good quality and high-standard services, such as product consultants, delivery and installation services, and maintenance and repair services





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