



Q1'2025

Company Presentation

Dohome Public Company Limited





Operating Results for Q1'2025

Q1'2025 Key Financial Highlight

Total Revenue



Q1'2025

8,131.69

Change YoY

1.43%

GPM



Q1'2025

1,419.01

Change YoY

0.19%

EBITDA



Q1'2025

679.98

Change YoY

-2.52%

Net Profit



Q1'2025

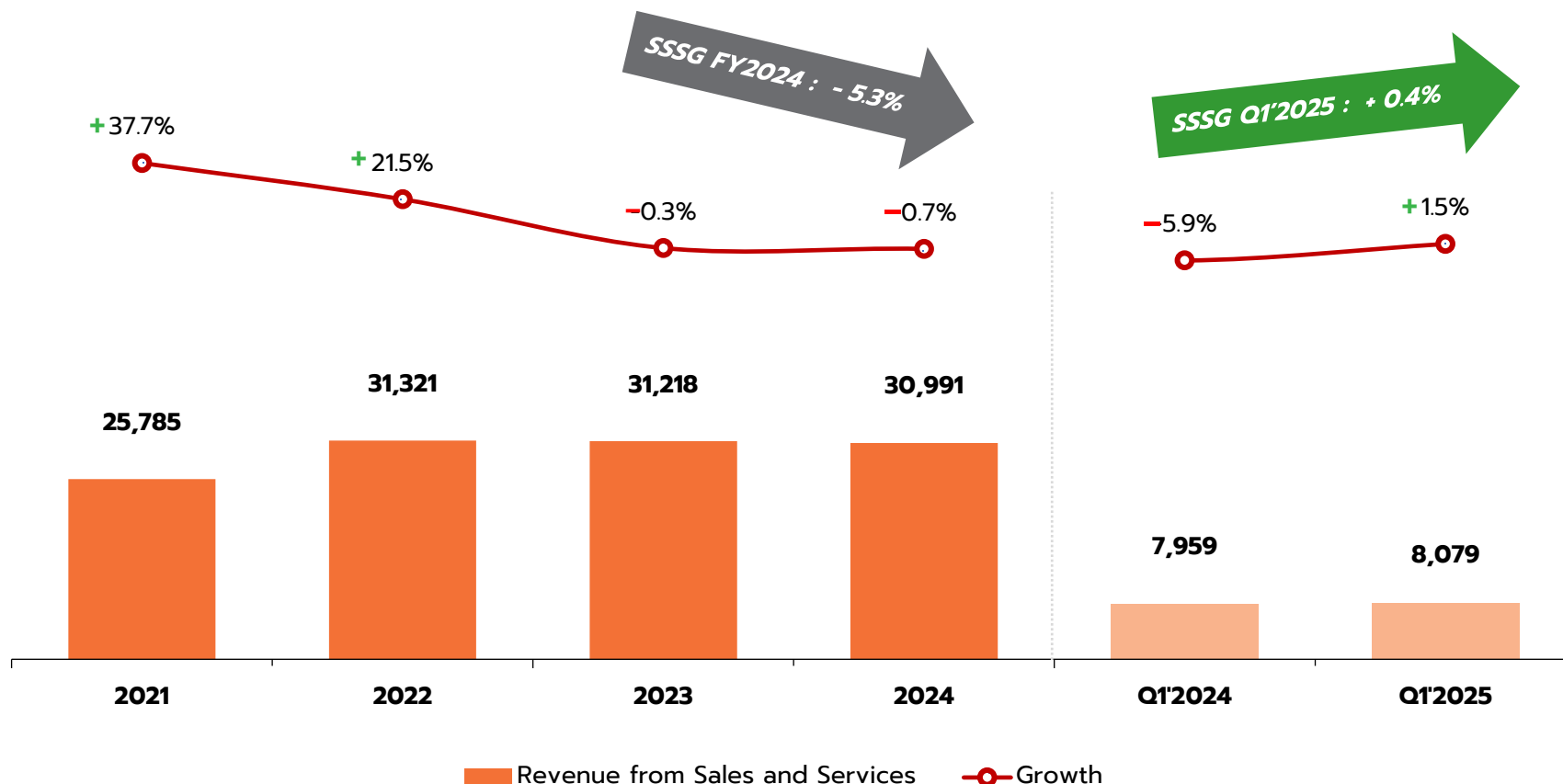
245.09

Change YoY

0.31%

Revenue from Sales and Services

THB mn



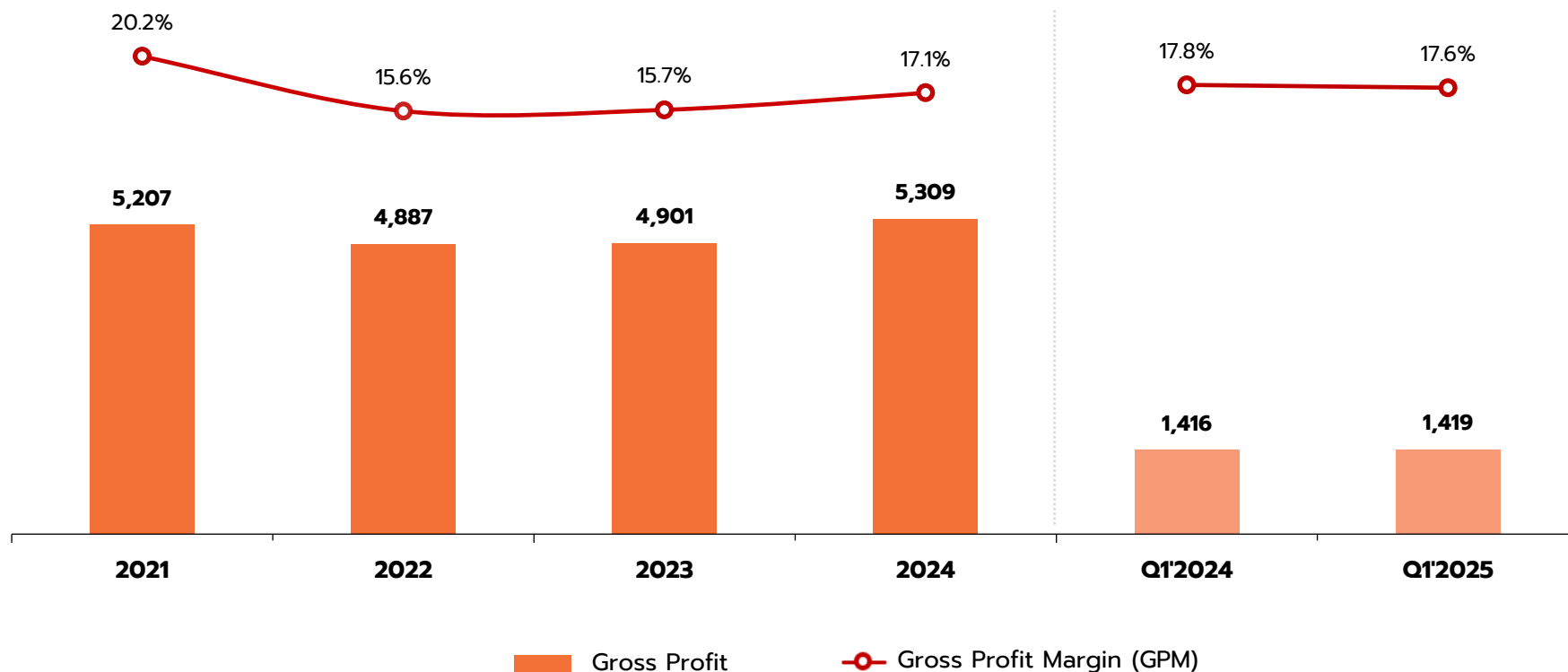
Key Changes

- In Q1/2025 , The total revenue from sales and services of THB 8,079 mn, increased by THB 120 mn or +1.51% YoY.

Note : Same store sales growth includes only the revenue from the branches that completed its full year operation.

Gross Profit

THB mn / % to Revenue from Sales and Services

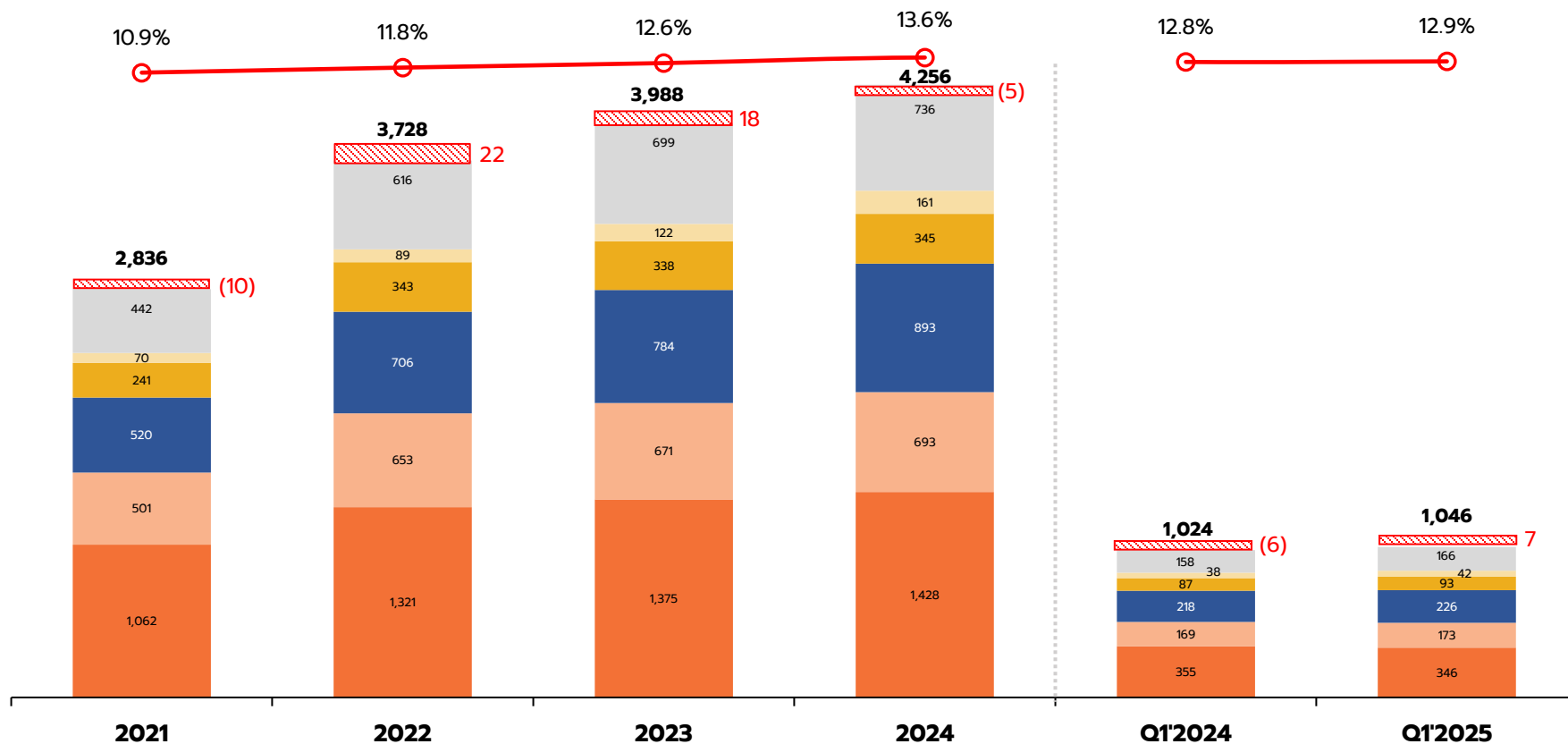


Key Changes

- The gross profit margin decreased from 17.80% in Q1'2024 to 17.56% in Q1'2025 which is mainly from change in product mix and lower gross profit margin in construction material product group.

SG&A Expenses

THB mn / % to total revenue

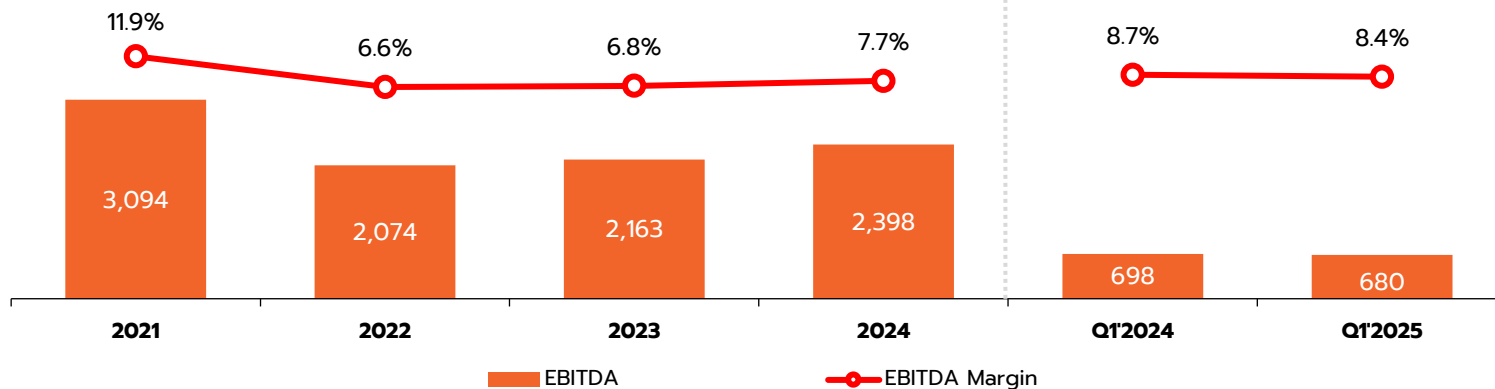


■ Selling Employee Expense
 ■ Admin Employee Expense
 ■ Depreciation and Amortization
 ■ Delivery Expense
■ Marketing Expense
■ Others
—●— SG&A to Total Revenue
▨ Allowance for bad debts (reversal)

EBITDA and Net Profit

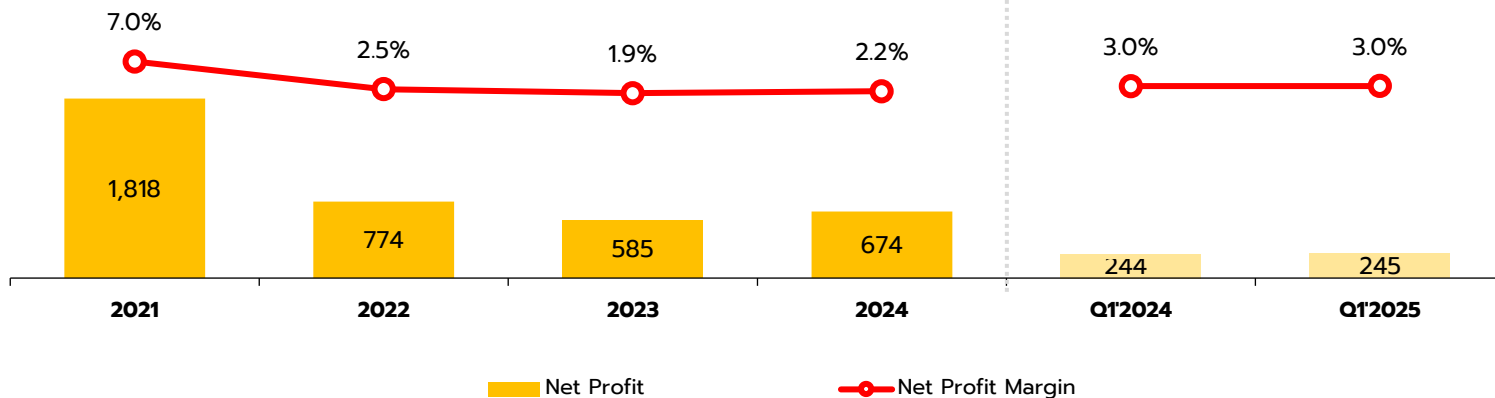
EBITDA

THB mn /
% to total revenue



Net Profit

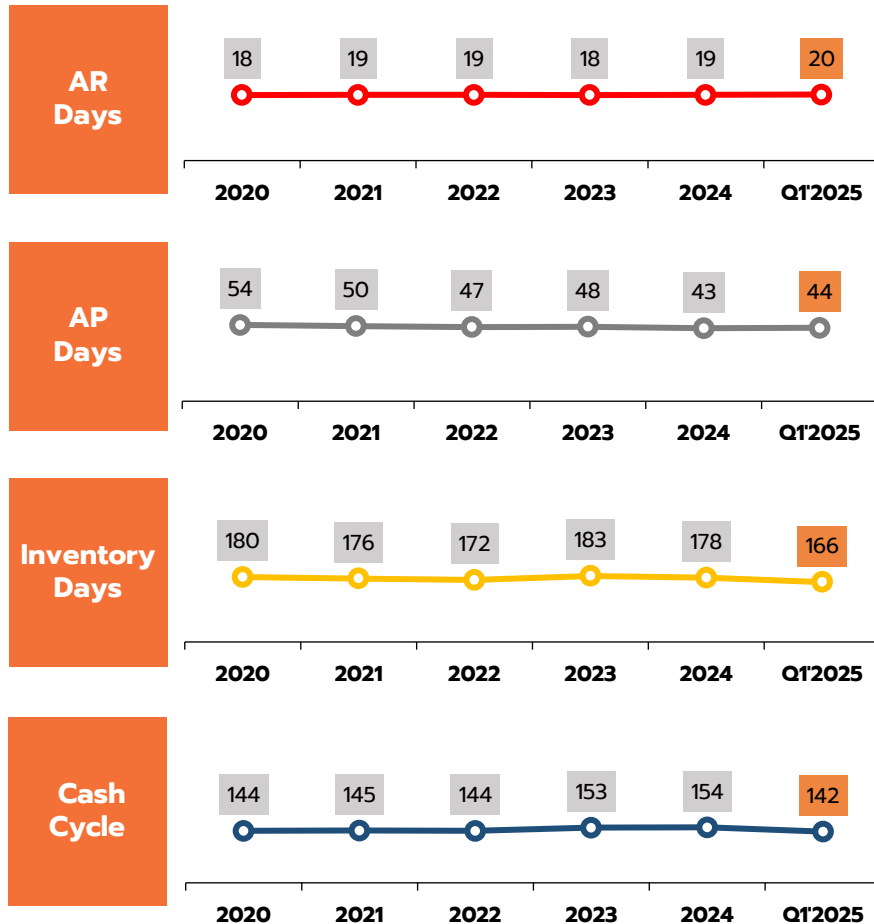
THB mn /
% to total revenue



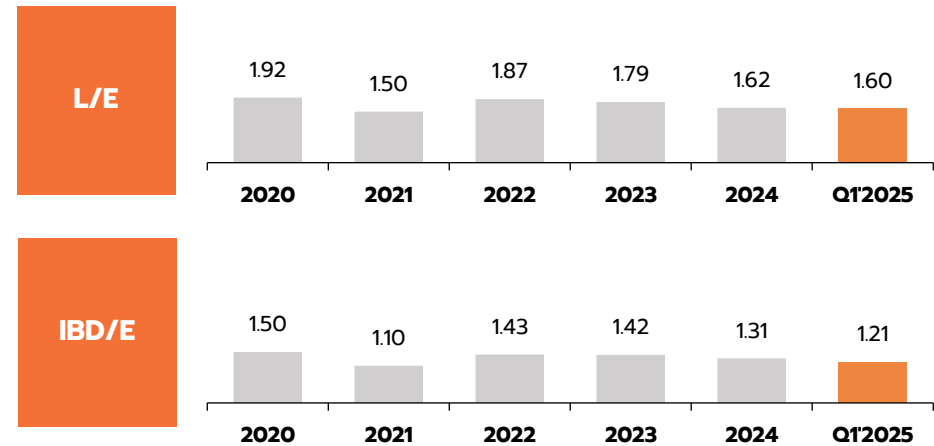
FY	2021	2022	2023	2024	Q1'2024	Q1'2025
EPS	0.76	0.27	0.19	0.21	0.07	0.07

Key Financial Highlight

Cash Cycle



Financial Ratios



Dohome's House Brand



Over **20,000**
items



Focus on High Margin Product Category



House Brand Products

- ▶ The Company targets to achieve revenue contribution from House Brand products at 21% by 2025
- ▶ 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

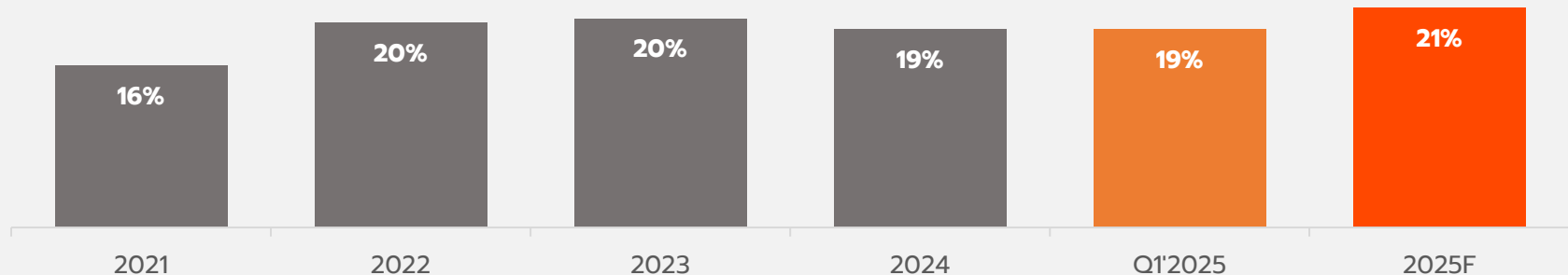
House Brand Strategy in 2025

- ✓ 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

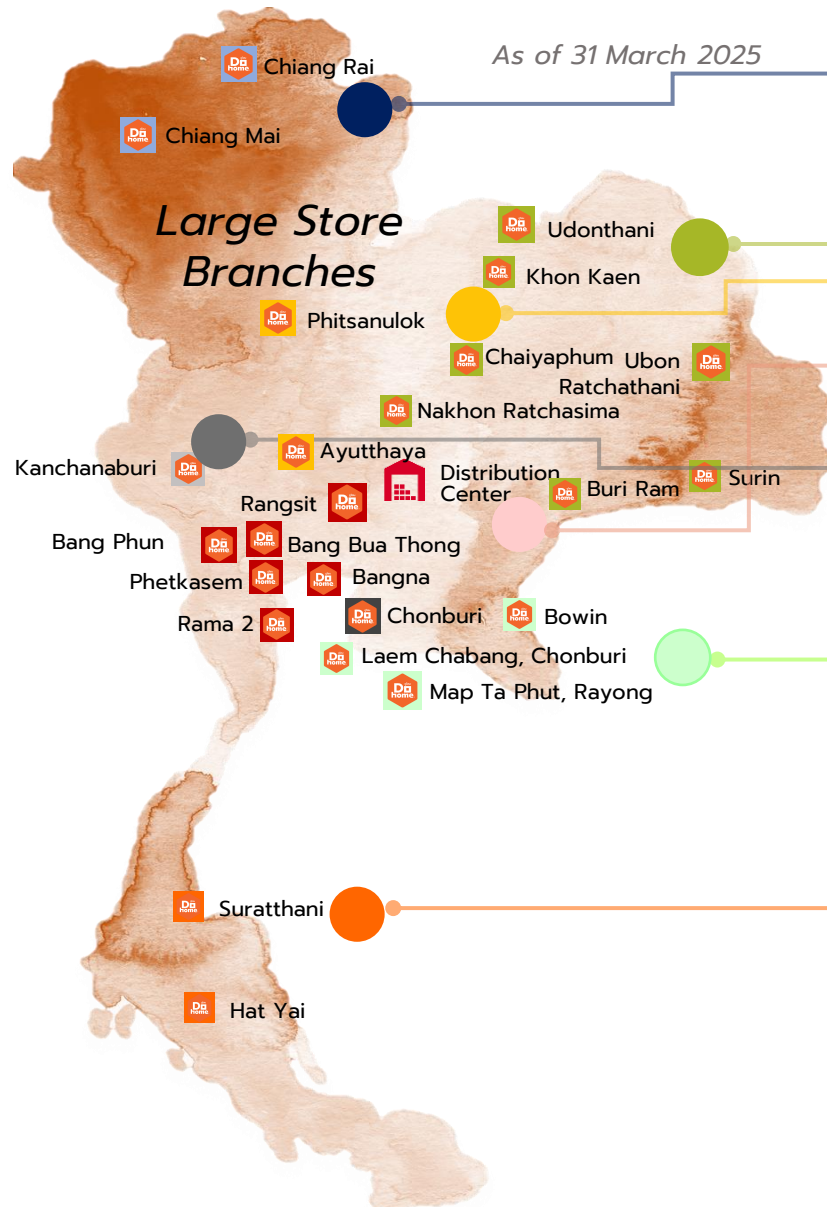
targets revenue contribution from House Brand products





Business Update & Company Outlook

Existing Branches of large store format



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 , Chaiphum

Central 2 branch;
Phitsanulok , Ayutthaya

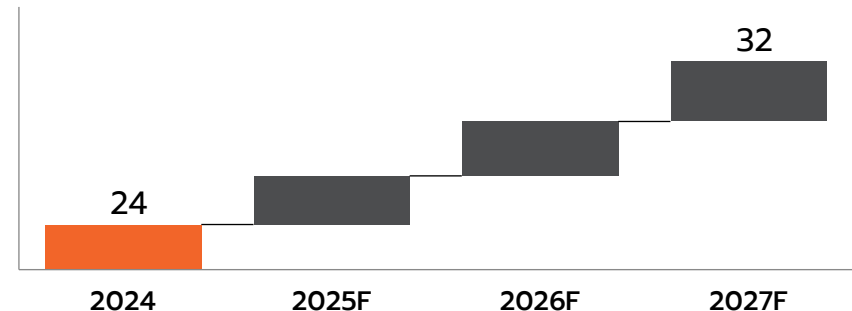
Bangkok Metropolitan Region 6 branches;
Rangsit , Rama 2 , Bang Bua Thong , Bangna , Phetkasem ,
Bang Phun

Western Regions 1 branch;
Kanchanaburi

Eastern Region 4 branches;
Map Ta Phut , Laem Chabang , Bowin , Chonburi

Southern Region 2 branches;
Suratthani , Hat Yai

Future Branch Expansion



Existing Branches ToGo

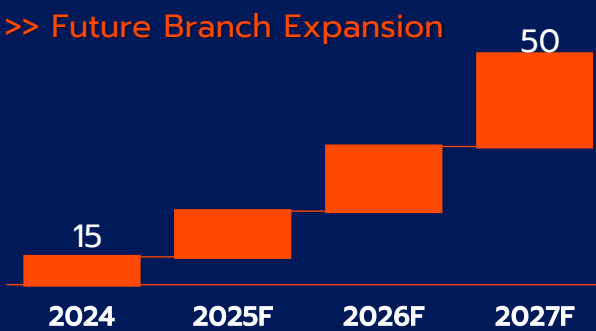


Dohome ToGo 15 Branches



As of 31 March 2025

- ▶ 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
- ▶ Soi Wat Phra Ngoen
- ▶ Ban Kluai - Sai Noi



HOME SERVICE

โดย **กูโฮม**
นายช่าง
ครบทุกงานสร้าง...ตัวจริงเรื่องงานช่าง

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

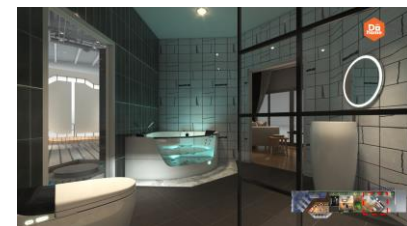
- Finishing Material Tiling, Laminate, Vinyl, SPC
- Painting
- Bathroom Renovation
- Kitchen Renovation
- Concrete Kitchen
- Ceiling Insulation
- Soft Wall System
- Artificial Wood
- Furniture Built-in
- House Extension Solution
- Garage Roof Extension
- Concrete Floor
- BOQ Service
- Interior Design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

**Home
Solutions**

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



28 March 2025, the Group, under the “Nai Chang” brand, launched the campaign

Dohome Cares for Earthquake Victims

to alleviate and assist customers affected by the earthquake.

ดูโฮม ห่วงใย
ผู้ประสบภัยแผ่นดินไหว

บริการ
ตรวจสอบบ้านพักอาศัย
ไม่เกิน 3 ชั้น
(ตรวจสอบรอยร้าว)
โดย **วิศวกร** มืออาชีพ

ฟรี*
จำกัด 500 สิทธิ์

QR Code

○ ลงทะเบียน สอบถามเพิ่มเติม ได้ที่
Line OA: @Ninechang เท่านั้น
○ สอบถาม 29 มี.ค. - 4 เม.ย. 2568 นี้
○ พื้นที่ให้บริการ ดูโฮม ทุกสาขาทั่วประเทศ
(ไม่เกิน 30 กม. จากพื้นที่สาขาให้บริการ)

#บ้านกึ่งหลังให้
นายช่างสร้างให้

WWW.DOHOME.CO.TH
@Dohome f DohomeOnline

1746 ต่อ 6

ดูโฮม ห่วงใย
ผู้ประสบภัยแผ่นดินไหว

สำรวจฟรี
โดย วิศวกร มืออาชีพ

บริการ
ตรวจสอบบ้าน คอนโด

ซ่อมฝ้า ราคาเดียว
+ ภาษี (พื้นที่ไม่เกิน 60 ตร.ม.)
เพียง 9,900.-
เฉลี่ย 165.-/ตร.ม.

ซ่อมผนัง ยกแพ่ง
+ สกิมโค้ก + ภาษี
(พื้นที่ไม่เกิน 10 ตร.ม.)
แพ่งแรก **3,000.-**
แพ่งถัดไป เพียง **1,500.-**

QR Code

○ สอบถามเพิ่มเติม ได้ที่
Line OA: @Ninechang
○ ต่อเติม วัสดุ - 30 เม.ย. 2568 นี้
○ พื้นที่ให้บริการ ดูโฮม ทุกสาขาทั่วประเทศ
(ไม่เกิน 30 กม. จากพื้นที่สาขาให้บริการ)

#บ้านกึ่งหลังให้
นายช่างสร้างให้

WWW.DOHOME.CO.TH
@Dohome f DohomeOnline

1746 ต่อ 6



Online Channel

Social Commerce



Own Chanel



Marketplace





Marketing

Do home **ครอบครัว**

28 Feb – 9 Mar

- To Increase Traffic & Awareness
- Dohome Open House

Uplift Sale

29%

Uplift Ticket Count

30%



Technician Family Seminar



กลุ่มทุกงานช่าง ยื่น 1 เพื่อช่างไทย



Chang Family Privileges

- 1 New members get a 300 Baht discount.
- 2 On-top 3% discount.
- 3 Earn 3X Extra Points.
- 4 Accumulated purchases get gift vouchers.

Activity



Register



Seminar



Workshop



Awarding



Group Photo



Technician Family Seminar

UDON THANI
23 Mar 2025



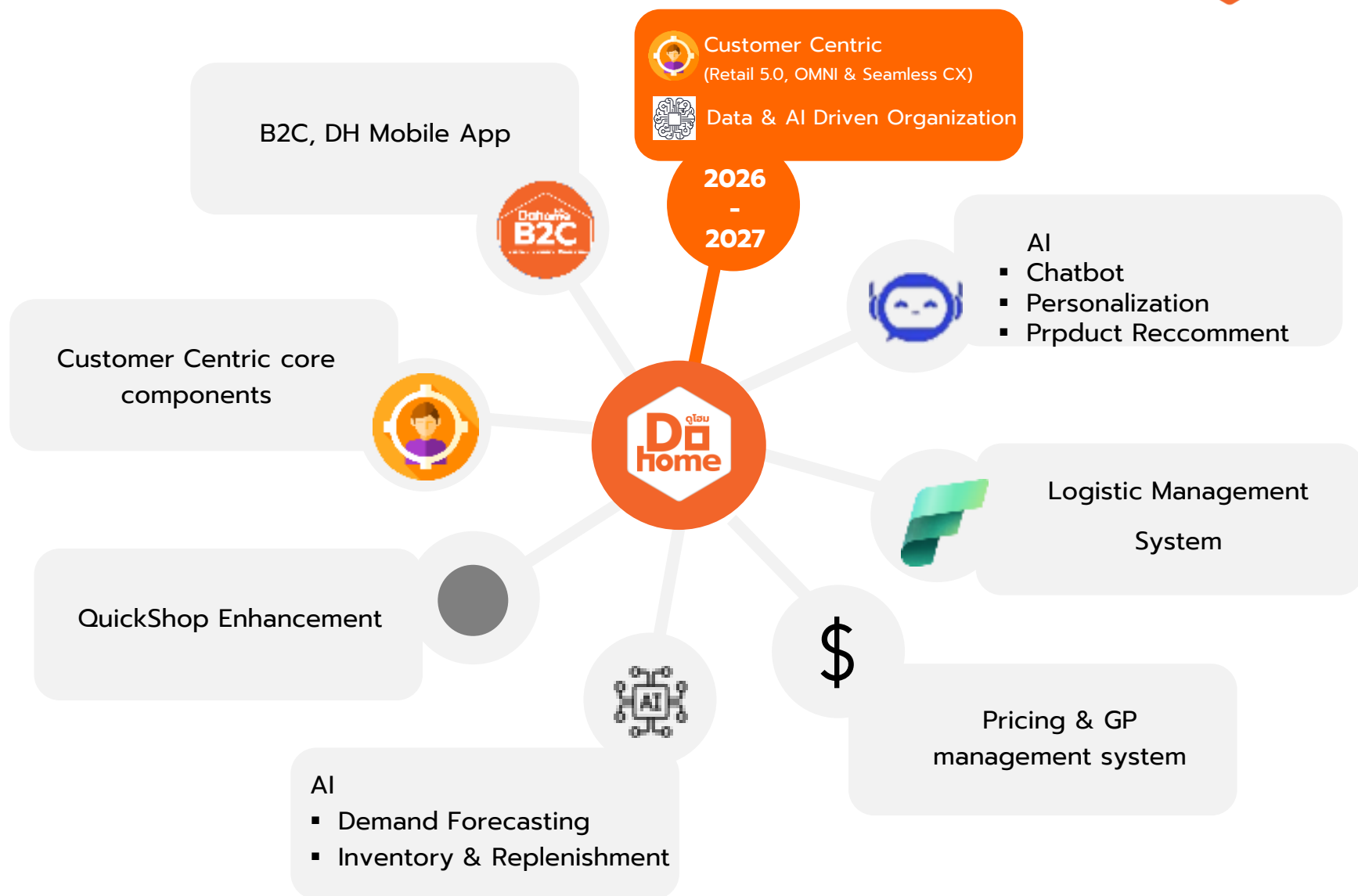
CHAIYAPHUM
30 Mar 2025





Information Technology

Digital Transformation Journey





គន្ថ
ព្យាបាល

Q&A





ASU
ถูก ดี

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





គ.ស.ប
ព្យា.ប.

Appendix



Dohome Business Overview



One-stop Home Products Destination

International Suppliers



Domestic Suppliers



Branches



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: 15 Branches

- ▶ Thaisomboon Market
- ▶ Ruaysub Market
- ▶ Thap Yao Market
- ▶ Maruay Market
- ▶ Bang Sri Muang
- ▶ Tha It
- ▶ Wat Ku
- ▶ Soi Mangkorn
- ▶ Kaew In
- ▶ Lamukka Khlong 7
- ▶ Lamukka Khlong 4
- ▶ Sap Phatthana
- ▶ Ngamdang
- ▶ Soi Wat Phra Ngoen
- ▶ Ban Kluai - Sai Noi

E-Commerce:

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

"41 years"

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

As of 31 March 2025

Sales Team

Call Center and Telesales

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



P&L Summary



	Q1'2025		Q1'2024		Changes	
	THB mm	%	THB mm	%	THB mm	%
Revenue from sales	7,980.20	98.14	7,876.66	98.25	103.54	1.31
Revenue from services	99.13	1.22	82.16	1.02	16.98	20.66
Other incomes	52.36	0.64	58.31	0.73	-5.96	-10.22
Total revenue	8,131.69	100.00	8,017.13	100.00	114.55	1.43
COGS	6,660.32	81.91	6,542.47	81.61	117.85	1.80
Gross profit ⁽¹⁾	1,419.01	17.56	1,416.35	17.80	2.66	0.19
Selling expenses	819.90	10.08	826.56	10.31	-6.67	-0.81
Administrative expenses	226.36	2.78	197.50	2.46	28.87	14.62
Other expenses	0.55	0.01	0.70	0.01	-0.15	-21.06
EBIT	424.56	5.22	449.90	5.61	-25.35	-5.63
Financial income	3.86	0.05	5.67	0.07	-1.81	-31.89
Interest expenses	124.68	1.53	152.89	1.91	-28.21	-18.45
Tax expenses	58.65	0.72	58.36	0.73	0.30	0.51
Net income	245.09	3.01	244.33	3.05	0.76	0.31
Depreciation & Amortization	251.57	3.09	247.69	3.09	3.88	1.57
EBITDA	679.98	8.36	697.59	8.70	-17.61	-2.52

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

Balance Sheet at a Glance



	31 March 2025		31 December 2024	
	THB mm	%	THB mm	%
Assets				
Cash and Cash Equivalents	141.21	0.42	124.37	0.37
Accounts Receivable and Other Receivables	1,690.94	4.97	1,586.72	4.73
Inventory	12,359.40	36.35	12,411.68	36.98
Property, Plant and Equipment and Intangible	17,907.21	52.67	17,684.32	52.69
Right of Use - Assets	1,606.39	4.72	1,406.43	4.19
Others	295.45	0.87	352.50	1.05
Total Assets	34,000.60	100.00	33,566.02	100.00
Liabilities				
Bank Overdrafts and Short-term Loan	9,859.01	31.55	10,588.51	31.55
Long-term Debentures	299.68	0.89	299.52	0.89
Accounts Payable and Other Payables	4,227.46	9.48	3,181.91	9.48
Right of Use - Liabilities	689.70	1.74	583.34	1.74
Long-term Loan and Financial Lease Liabilities	5,598.40	17.56	5,894.29	17.56
Others	251.80	0.57	192.22	0.57
Total Liabilities	20,926.05	61.55	20,739.79	61.79
Shareholder's Equity				
Issued and Paid-Up Capital	3,229.54	9.50	3,229.54	9.62
Premium on Share Capital	5,566.08	16.37	5,566.08	16.58
Retained Earnings	4,871.67	14.33	4,625.86	13.78
Others	-592.73	-1.74	-595.25	-1.77
Total Shareholder's Equity	13,074.56	38.45	12,826.23	38.21



CSU
ถูก ดี