

高山市

TAKAYAMA

SERIES

เส้นหัวนอนไม้จริง
และหวายสไตล์ญี่ปุ่น

Indexlivingmall

Indexlivingmall

Index Living Mall Public Company Limited (ILM)

Q2/2023

Opportunity Day

24 August 2023

A modern bedroom interior featuring a wooden bed frame with a cane headboard, a wooden wardrobe, and a bedside table with a lamp.

Disclaimers

The information contained herein is intended to represent the Company's operating and financial position at a given point in time and may also contain forward looking information which only reflects expectations based on the prevailing geo-political, economic and non-controllable factors. Such information has been obtained from sources believed to be most reliable and the means in analyzing and preparation of such information for disclosure are based on approve practices and principles in the investment industry. The views are based on assumption subject to various risks and uncertainties and no assurance is made as to whether such future events will occur. No assurance is made as to the accuracy or completeness of information presented in this document.

Q2/2023 Highlights

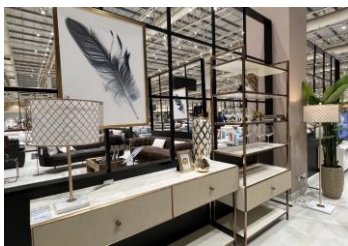


The Highest First-Half Yearly Net Profit

- 6M/2023 net profit of Baht 338.0 million (+4.6% YoY) supported by success of retail channels especially the outlets in tourism area and increased rental income from the new opening location, Little Walk Ladkrabang (Dec 2022)

The New Refreshment of ILM Phuket : Mar - Jul 2023

Now open : the new **BoConcept** store and new **TRENDDESIGN** store



高山市

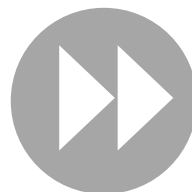
LIVING
ROOM



AGENDA



Financial Updates



Outlook

Indexlivingmall

Q2/2023 Key Financial Highlights



+1.9% YoY

Operating Revenue

(Q2/2023) **2,184.1** MB

2,144.1 MB (Q2/2022)



+6.1% YoY

SG&A

(Q2/2023) **819.7** MB

772.6 MB (Q2/2022)



+1.2% YoY

%GPM from Sales

(Q2/2023) **47.1%**

45.9% (Q2/2022)



+0.9% YoY

Net Profit

(Q2/2023) **163.7** MB

162.3 MB (Q2/2022)

6M/2023 Key Financial Highlights



+2.5% YoY

Operating Revenue

(6M/2023) **4,372.4** MB

4,265.6 MB (6M/2022)



+4.7% YoY

SG&A

(6M/2023) **1,613.1** MB

1,536.0 MB (6M/2022)



+1.1% YoY

%GPM from Sales

(6M/2023) **47.0%**

45.9% (6M/2022)



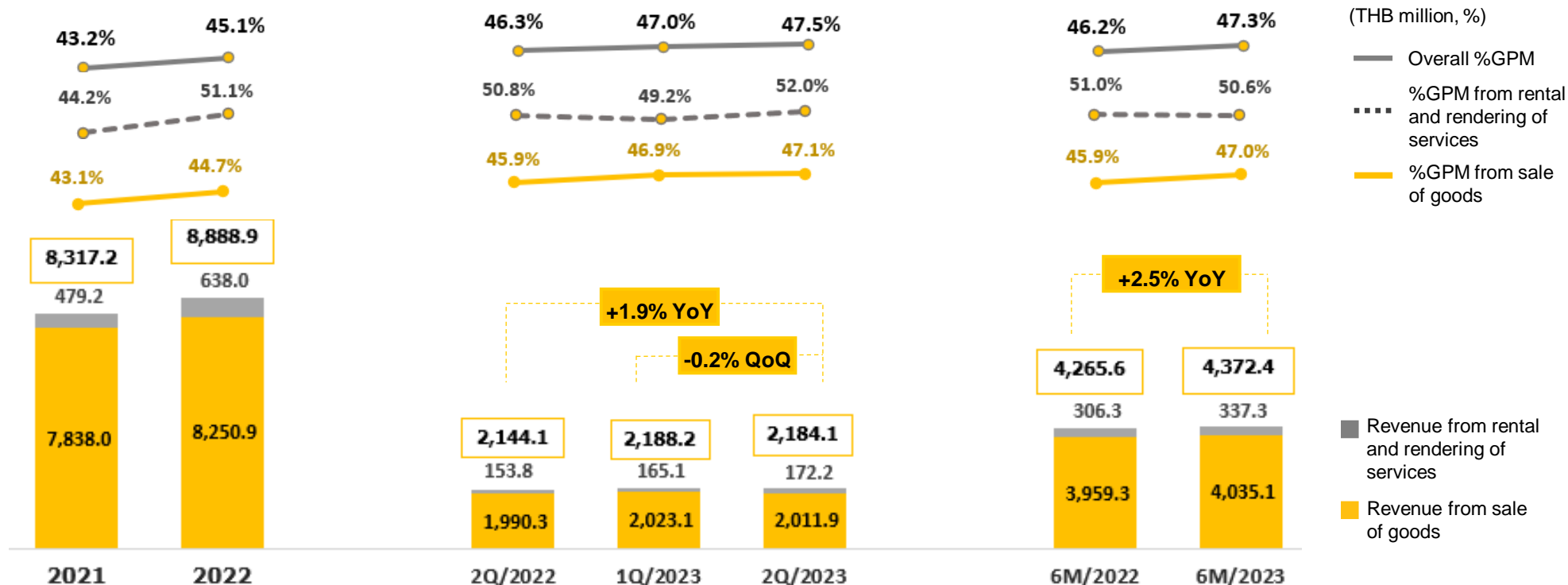
+4.6% YoY

Net Profit

(Q6M2023) **338.0** MB

323.0 MB (6M/2022)

Operating Revenue



Q2/2023

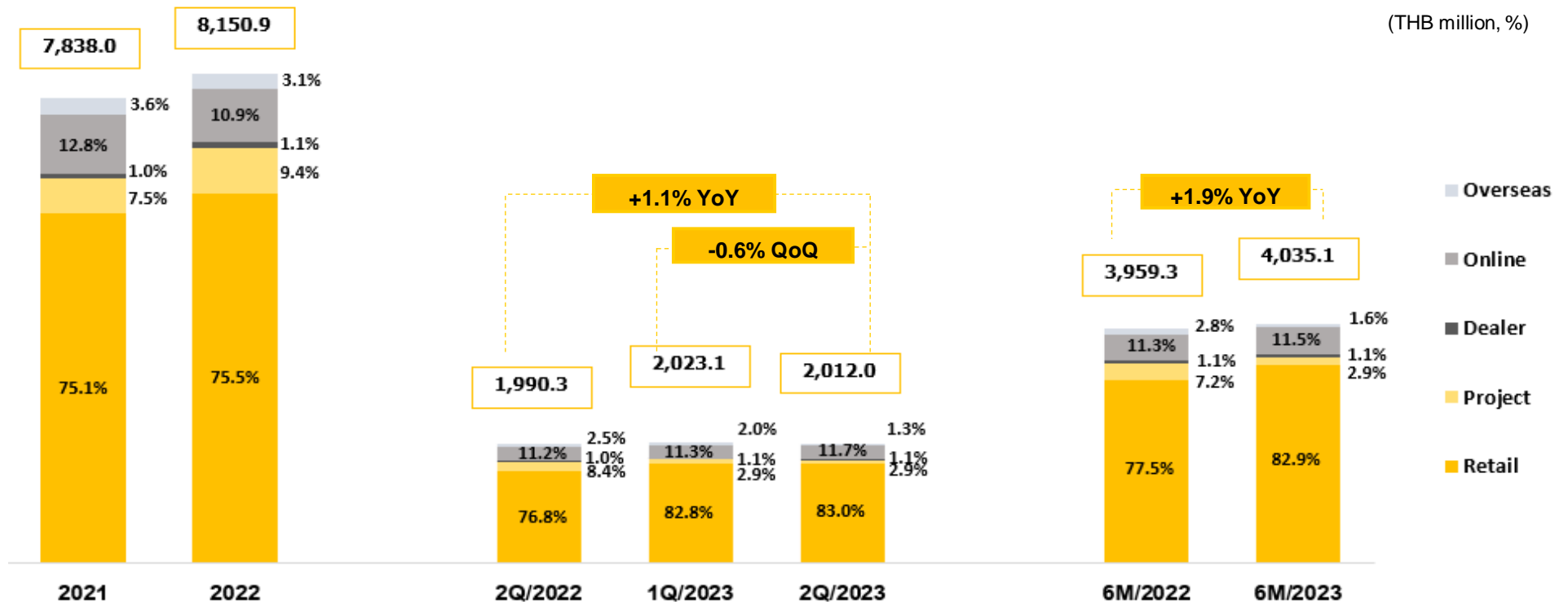
- Sales increased +1.1% YoY, thanks to the good performance of Domestic sales (+2.4% YoY)
- Sales slightly decreased -0.6% QoQ, Domestic sales maintained the good results (+0.2% YoY) even in the low season period.
- GPM from sales increased YoY and QoQ, mainly from the higher revenue proportion from the retail channel (high margin channel).
- Rental and rendering of services revenue increased +12.0% YoY and +4.3% QoQ, from
 - The Little Walk Ladkrabang, opened in December 2022
 - The higher occupancy rate both YoY and QoQ.
 - GPM improved YoY and QoQ.

6M/2023

- Sales increased +1.9% YoY, mainly from the growth of Domestic sales (+3.2% YoY)
- GPM from sales increased YoY, mainly from the higher revenue proportion from the retail channel.
- Rental and rendering of services revenue increased +10.1% YoY, due to the new branch, Little Walk Ladkrabang and the improvement of average occupancy rate
- GPM from Rental slightly declined from the increase in Ft price in electricity charge.

Sales by Channel

(THB million, %)



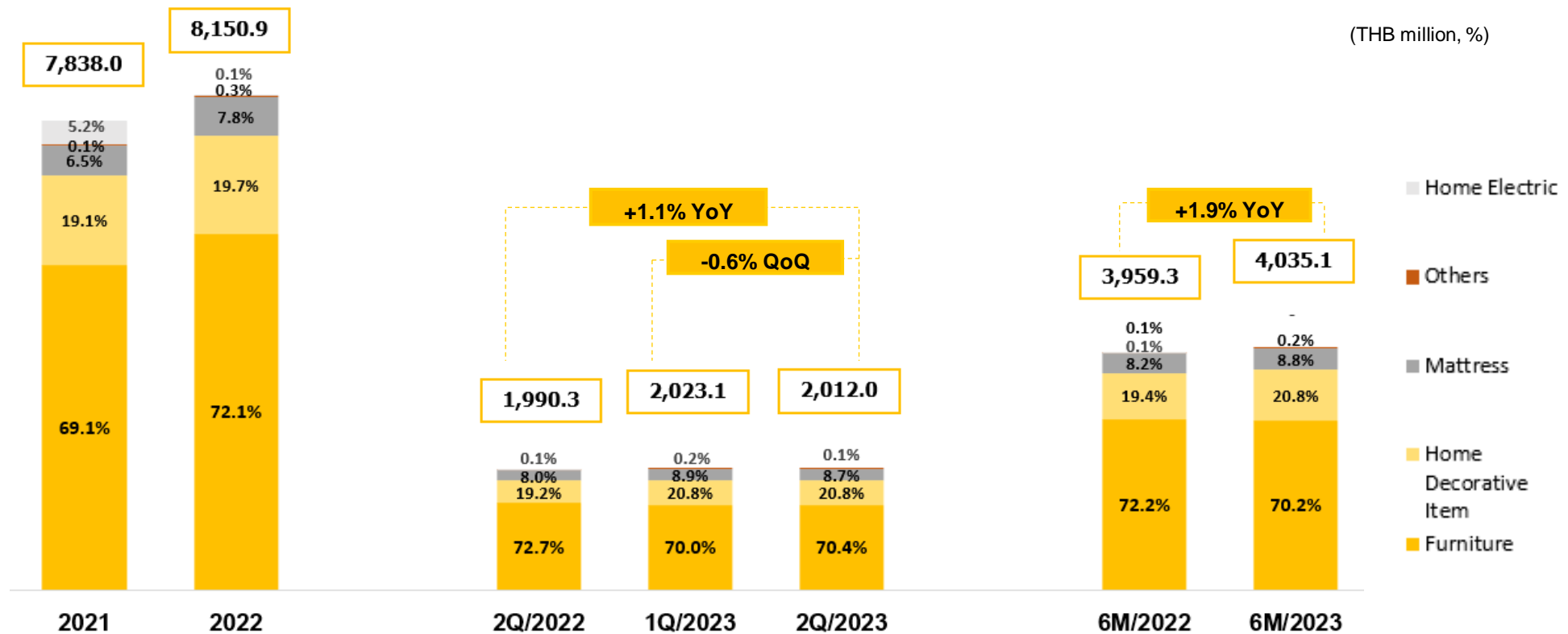
Q2/2023

- Retail stores channel +9.3% YoY and -0.3% QoQ, driven from outlets in the tourist areas.
 - 2 outlets closed : The Mall Bangkhuae (Sep 2022) and Rattana Thibet (Jan 2023)
 - 1 outlet opened : Ladkrabang branch (Dec 2022)
- SSSG +9.1% YoY
- Online channel +5.4% YoY / Dealers channel +13.3% YoY
- Project channel dropped due to the postponement
- Overseas channel -50.0% YoY.

6M/2023

- Retail stores channel +9.1% YoY, driven from outlets in the tourist areas.
 - 2 outlets closed and 1 outlet opened
- SSSG +8.6% YoY
- Online channel proportion gradually increased
- Project channel dropped due to the postponement
- Overseas channel -41.8% YoY.

Sales by Product



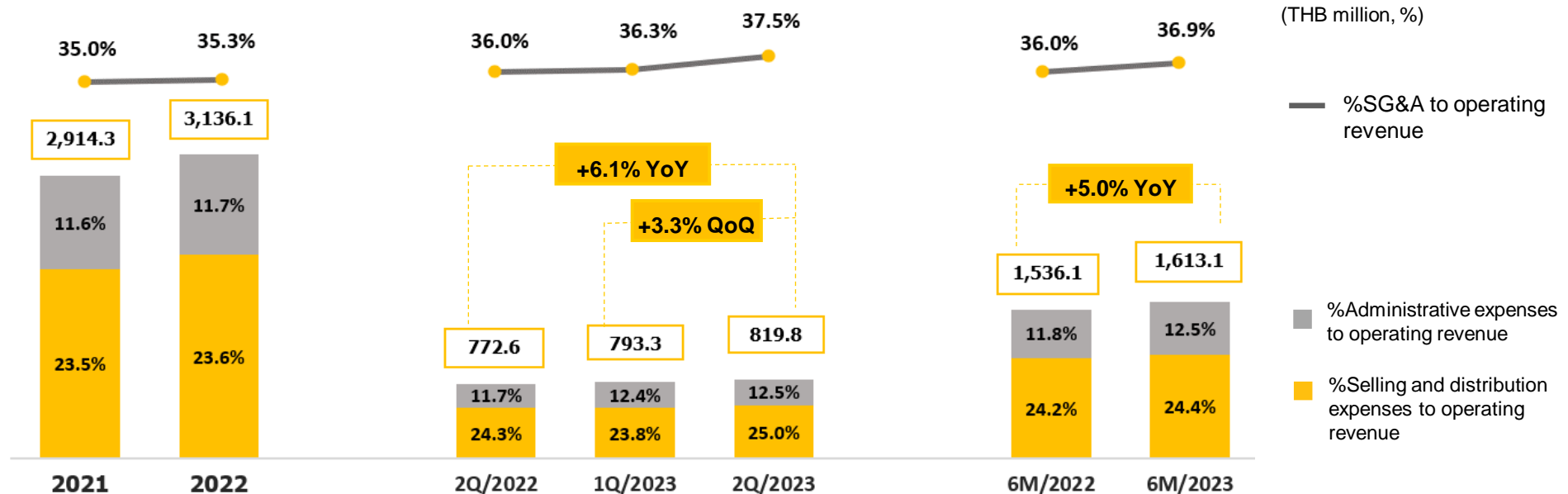
Q2/2023

- Sales of furniture products dropped 2.2% YoY, mostly from the postponement of Project Sales.
- Without the Project sale proportion, the furniture sales increased 6.0% YoY.
- HDI products grew 9.7% YoY and Mattress products grew 13.5% YoY

6M/2022

- Sales of furniture products dropped 1.0% YoY, mostly from the postponement of Project Sales.
- Without the Project sale proportion, the furniture sales increased 5.4% YoY.
- HDI products grew 9.5% YoY and Mattress products grew 12.5% YoY

Selling & Administrative Expenses



- Selling and distribution expenses are expenses incurred at retail stores, e.g., employee expenses, depreciation, promotion expenses, delivery expenses, and utilities expenses
- Administrative expenses are back-office expenses, e.g., employee expenses, delivery costs, and depreciation.

Q2/2023

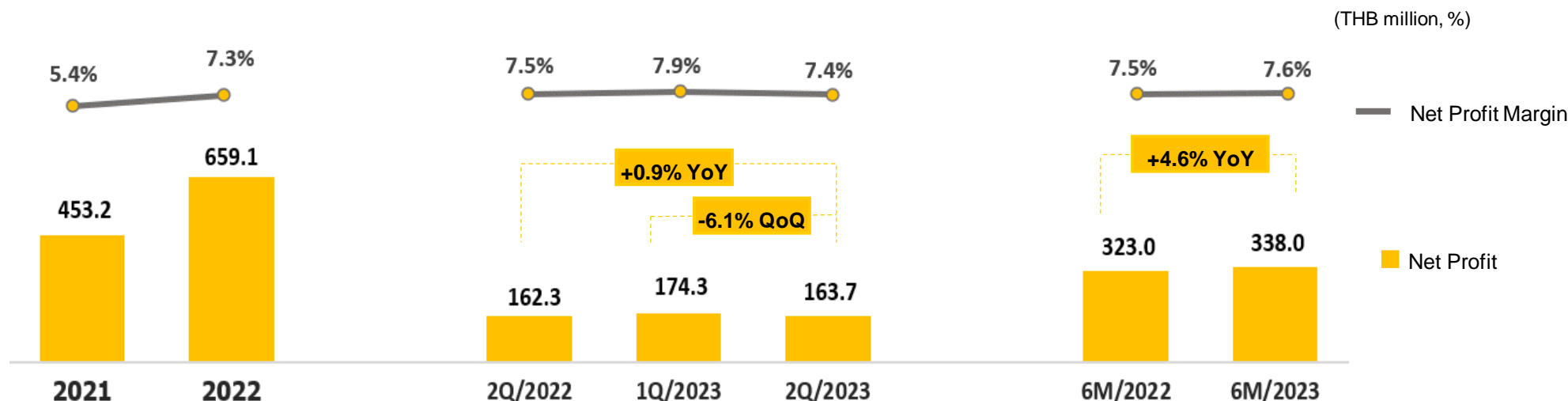
- The SG&A expenses in 2Q/2023 increased both YoY and QoQ, including the SG&A expenses to operating revenue ratio, mainly due to
 - The higher promotion expense
 - The higher electricity charge from Ft increase,
 - The employee expenses
 - Logistic costs.

6M/2023

- The SG&A expenses and SG&A expenses ratio also increased YoY, the same reasons as Q2/2023.

Net Profit & Net Profit Margin

Indexlivingmall



Q2/2023

- Net profit increased +0.9% YoY and net profit margin was maintained YoY, mainly from:
 - Higher operating revenue, especially from rental income
 - Higher GP and GPM from both sales and rental revenue
- Net profit decreased -6.1% QoQ and net profit margin slightly dropped QoQ, mainly from:
 - Lower revenue from sales from the closure of Rattana Thibet branch during Q1/2023
 - Higher SG&A expenses from promotion spending

6M/2023

- Net profit increased +4.6% YoY, and net profit margin slightly improved YoY, mainly from:
 - Higher operating revenue from both sales and rental
 - Higher GP and GPM from sales
 - Higher tax incentive utilization

2023 Goals & 6M/2023 Results



6M/2023: +1.9% YoY*

Remark * 6M/2023 Sales from retail channel
+9.1% YoY



6M/2023: +10.1% YoY



6M/2023: +1.1% YoY



6M/2023: +0.9% YoY

TAKAYAMA

STYLE

แรงบันดาลใจจากฝีมือความเชี่ยวชาญของช่างไม้จากเมืองทาคายามะ ประเทศญี่ปุ่น จนกลายมาเป็น 'ทาคายามะ' TAKAYAMA เฟออร์นิเจอร์เรียบง่าย กลิ่นอายแบบญี่ปุ่น สำหรับห้องนั่งเล่น และห้องนอน ผสานลวดลายอันเป็นเอกลักษณ์ของไม้จริง และความปราณีตจากหวายสาน สร้างบรรยากาศให้บ้านอบอุ่น อยู่สบาย เต็มเต็มวิถีชีวิตที่เรียบง่ายให้ครอบครัว

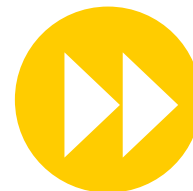
Inspired by the expertise of carpenters from Takayama, Japan, until becoming 'TAKAYAMA', which is simple furniture with a Japanese touch, combines unique tracery of real wood and the refinement of weaving rattan create a warm and comfortable home atmosphere.



AGENDA



Financial Updates



Outlook

Outlook



The new additional Rental Space

Little Walk Krungthep Kreetha
Launch : Tentative in 3Q/2023
Leasable Area : 5,000 sq. m.



Branch Refreshment: Index Living Mall, Pattaya Branch

Renovation Period :
Tentative July - November 2023.



EV Truck Trial

- : Pilot project - within 3Q/2023
- : Efficiency and expense saving
- : Sustainable development guidelines => ESG's strategy

TAKAYAMA

STYLE

แรงบันดาลใจจากฝีมือความเชี่ยวชาญของช่างไม้จากเมืองทาคายามะ ประเทศญี่ปุ่น จนกลายมาเป็น 'ทาคายามะ' TAKAYAMA เฟออร์นิเจอร์เรียบง่าย กลิ่นอายแบบญี่ปุ่น สำหรับห้องนั่งเล่น และห้องนอน ผสานลวดลายอันเป็นเอกลักษณ์ของไม้จริง และความปราณีตจากหวายสาน สร้างบรรยากาศให้บ้านอบอุ่น อยู่สบาย เต็มเต็มวิถีชีวิตที่เรียบง่ายให้ครอบครัว

Inspired by the expertise of carpenters from Takayama, Japan, until becoming 'TAKAYAMA', which is simple furniture with a Japanese touch, combines unique tracery of real wood and the refinement of weaving rattan create a warm and comfortable home atmosphere.

THANK YOU

For more information, please contact
Tel: 02 898 6420-5 Ext 6129, or
ir@indexlivingmall.com

Indexlivingmall