



Indexlivingmall

Index Living Mall Public Company Limited (ILM)

Q3/2023

Opportunity Day

23 November 2023



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.

3Q/2023 Highlights



All Time High Record

3Q/2023 : 191.5 MB

9M/2023 : 529.4 MB



Grand Opening :
Little Walk - Krungthep
Kreetha (9 Oct 2023)
with 100% Tenants



Sustainable Living for Future Lifestyle

2023 SET ESG Ratings



Excellence CG Scoring &
Excellence AGM Checklist Score



AGENDA



Financial Updates



Outlook

Key Financial Highlights

Operating Revenue

3Q/2023

2,395.6 MB

+9.5% YoY

9M/2023

6,768.1 MB

+4.9% YoY

SG&A Expenses

3Q/2023

826.9 MB

+6.3% YoY

9M/2023

2,440.0 MB

+5.5% YoY

%GPM from Sales

3Q/2023

45.1%

+1.0% YoY

9M/2023

46.3%

+1.0% YoY

Net Profit

3Q/2023

191.5 MB

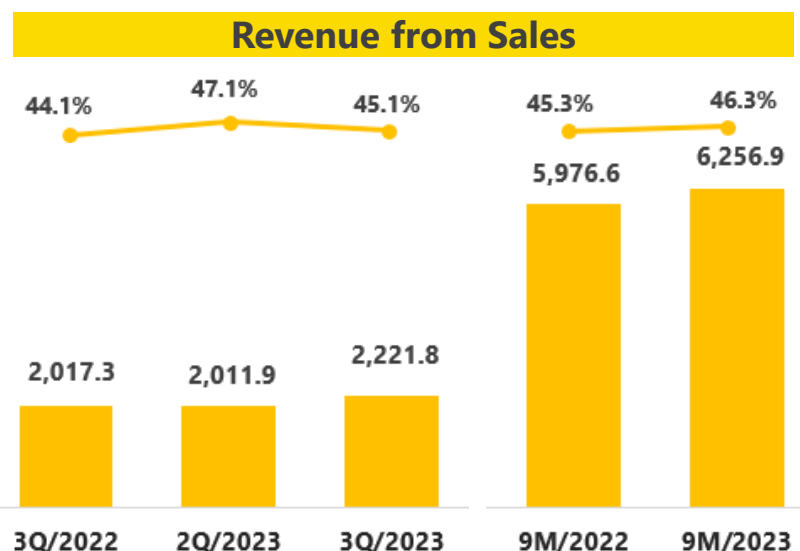
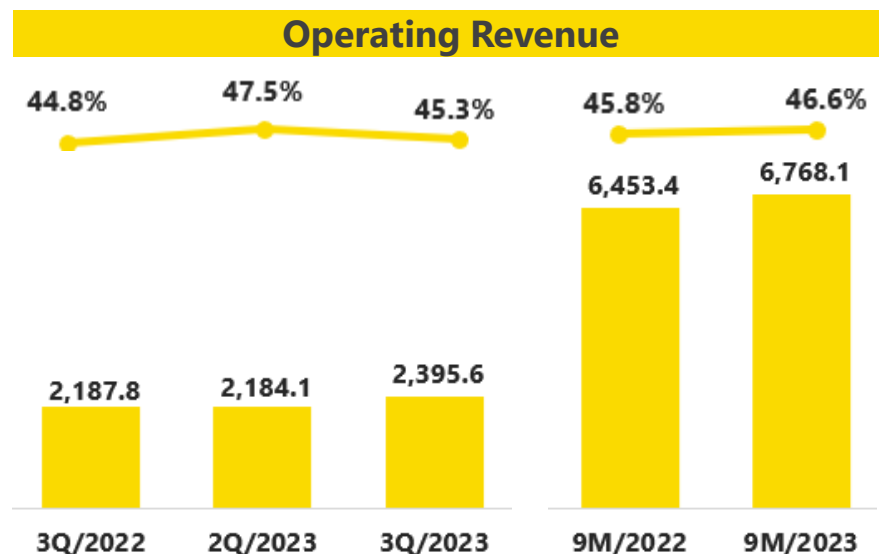
+25.5% YoY

9M/2023

529.4 MB

+11.3% YoY

Operating Revenue

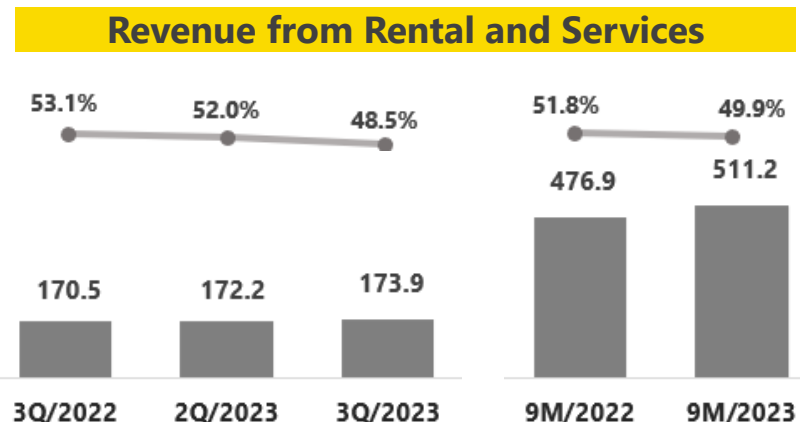


Q3/2023

- Operating revenue increased +9.5% YoY and +9.7% QoQ.
- Revenue from Sales increased YoY and QoQ while %GPM increased YoY from the increase in retail channel (high margin) but dropped QoQ due to the higher portion of project channel (low margin).
- Rental and services revenue increased YoY, from a new Lad Krabang branch and higher occupancy rate but %GPM dropped YoY from the higher Ft price and dropped QoQ due to the pre-expenses from preparing to open a new branch.

9M/2023

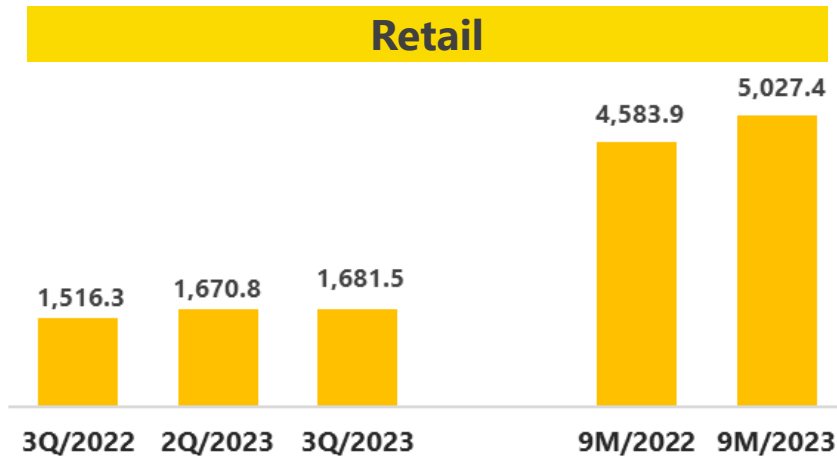
- Operating revenue increased +4.9% YoY
- Revenue from Sales increased +4.7% YoY and gained better %GPM from higher contribution in the retail channel.
- Rental and services revenue increased from a new branch but %GPM dropped YoY from the higher Ft price



Sales by Channel

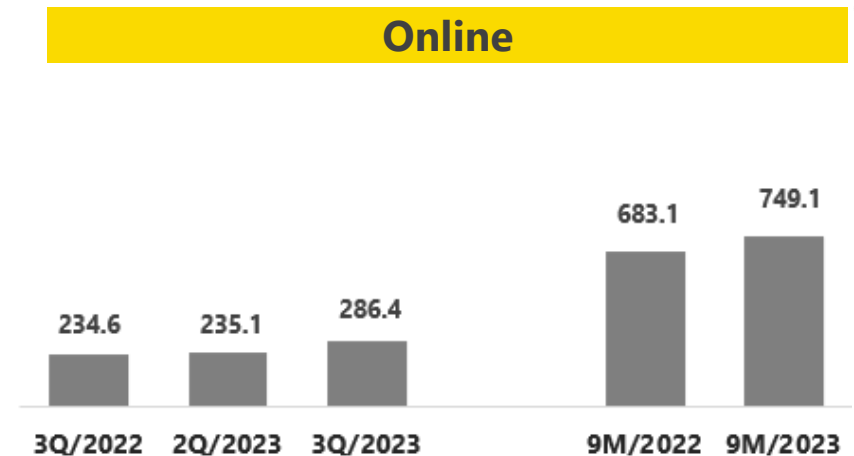
(THB million)

Retail



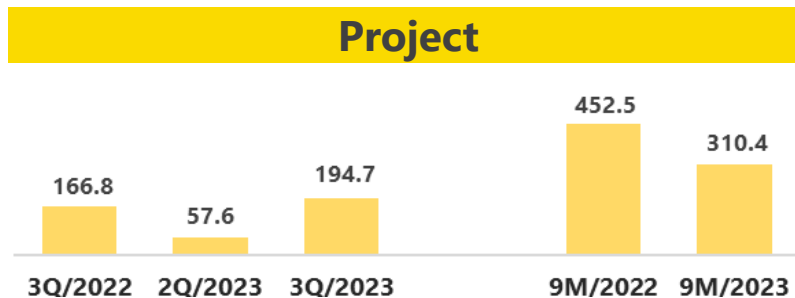
- High growth of Retail Channel came from the success of outlets in the tourist areas, while SSSG +13.1% YoY.
- For 9M/2023, the growth also came from the tourist areas, while SSSG +10.3% YoY (2 outlets closed and 1 outlet opened).

Online



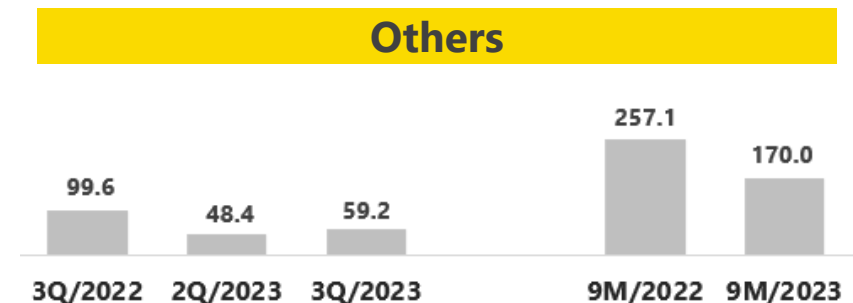
- Online channel maintained the strong growth after the Company expanded into the new platform channel earlier this year, together with the success of promotions and sales through our existing marketplace partners.

Project



- Project channel is back on track QoQ, mainly from the handover delayed from the first half to second half.

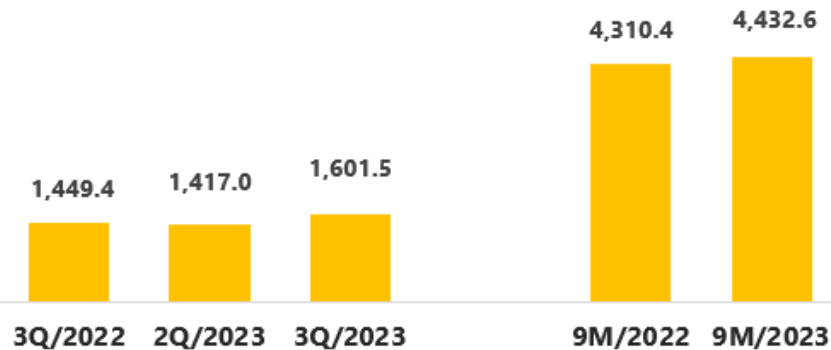
Others



- Slow down in the small channels – domestic dealers and overseas - represented 2.7% of total sales.

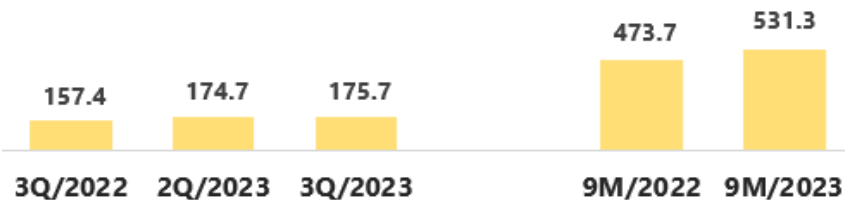
Sales by Product

Furniture



- Furniture sales increased +10.5% YoY and +13.0% QoQ, also partially supported from the growth on Furinbox sales as a result of sales space increase.
- 9M/2023, Sales of furniture products slightly increased +2.8%YoY. Overall is strongly increased 8.4% YoY offset with the slow-down on furniture sales from the Project Channel.

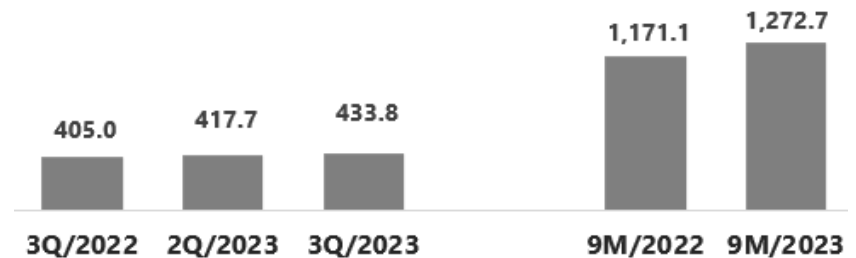
Mattress



- Mattress sales increased +11.6% YoY, promoting our stores to be the destination of bedding with multi-brands for customers to shop.

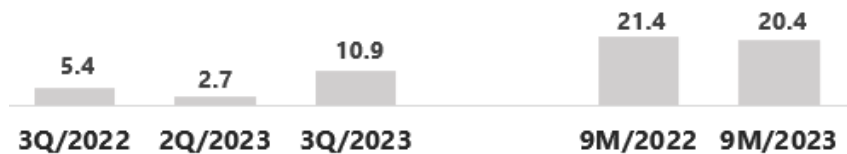
Home Decorative Item

(THB million)

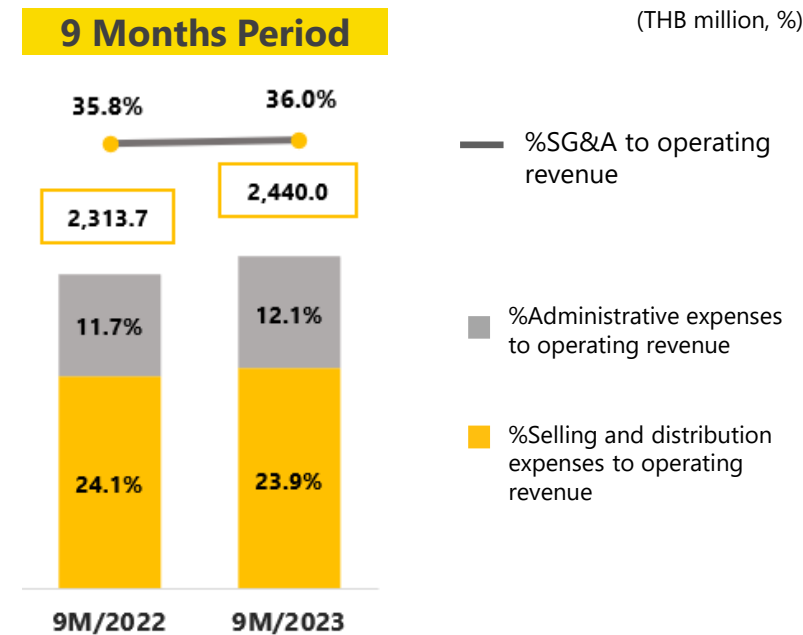
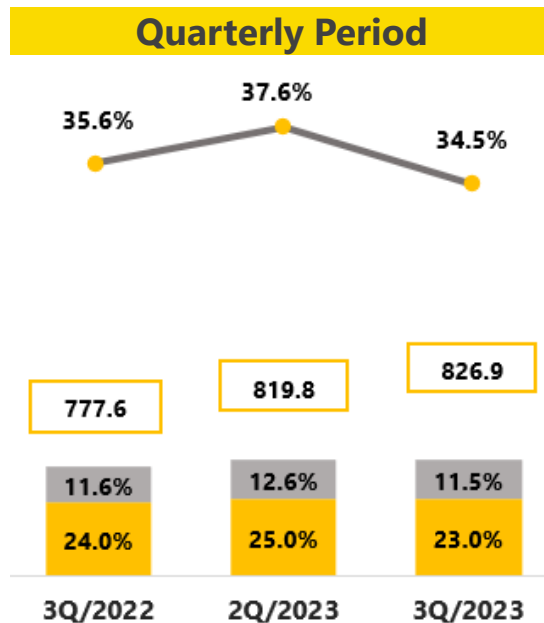


- HDI increased +7.1% YoY and +3.9% QoQ mainly in the Retail store channel

Others



Selling & Administrative Expenses



Q3/2023

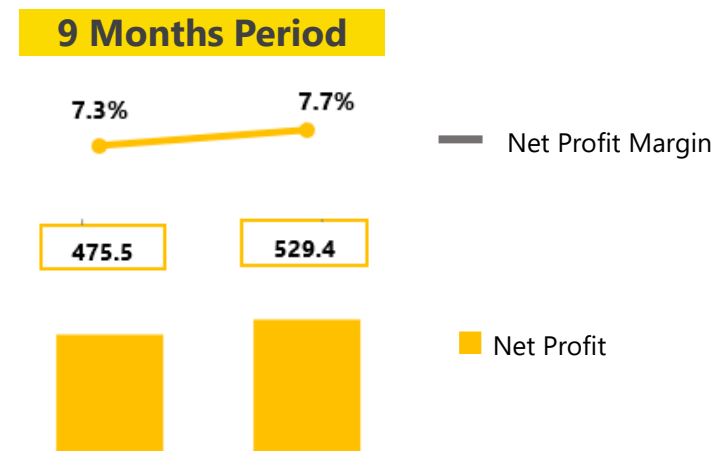
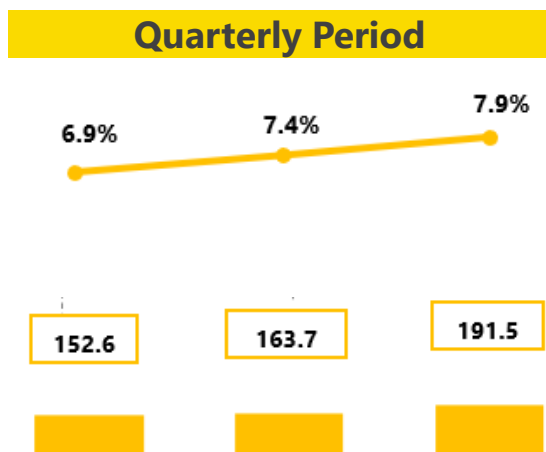
- The SG&A expenses increased YoY and QoQ, mainly due to the spending on promotion expenses, to continuously support in driving sales increasing and the delivery costs from the sales proportion increase.
- The percentage of SG&A expenses to operating revenue decreased both YoY and QoQ, reflecting the great efficiency in managing expenses.

9M/2023

- The SG&A expenses increased +5.5% YoY, mainly from the promotion expenses and electricity costs from the higher Ft price compared to last year.
- The percentage of SG&A expenses to operating revenue decreased YoY, as a result of better expenses controlling.

Net Profit & Net Profit Margin

(THB million, %)



Q3/2023

- Net profit increased +25.5% YoY and +17.0% QoQ, resulted from the strong growth on operating income mostly from the success of sales through retails and online channel.
- Net profit Margin also improved both YoY and QoQ, as a result of the better efficiency in SG&A expenses control.

9M/2023

- Net profit increased +22.3% YoY due to the increase in operating revenue combined with the effective expense management and the higher tax incentives utilization from the BOI for investment (19.8 MB vs 16.7 MB of last year) that pushed the net profit margin improved.



AGENDA



Financial Updates



Future Outlook

Future Outlook

Expand Product Variety

Increase sales spaces for "Furinbox"



Following the Success of Rental and Services Business



Expand More Locations



- Explore into the new platform
- Collaborate with the valued partners

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SHOP ONLINE

Upcoming Activities



Index Living Mall Pattaya



Gift of Happiness





THANK YOU

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