

The background of the advertisement is a photograph of a modern interior. On the left, there is a large wall with a white and grey marble pattern. In the bottom left corner, a small green bonsai tree sits in a white ceramic pot. To the right of the tree is a light grey armchair with a white cushion. The floor is light grey, and a small grey rug is partially visible under the chair.

**Index**livingmall

SUSTAINABLE  
LIVING FOR  
FUTURE  
**LIFESTYLE**

# **Index**livingmall

**Index Living Mall Public Company Limited (ILM)**

**Q4/2023**

**Opportunity Day**

21 March 2024



## 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.*



# AGENDA



**Financial Updates**



**Outlook**

# Key Financial Highlights

## Operating Revenue

**4Q/2023**

**2,540.9 MB**

**+4.3% YoY**

**FY2023**

**9,309.1 MB**

**+4.7% YoY**

## %GPM from Sales

**4Q/2023**

**43.9%**

**+0.9% YoY**

**FY2023**

**45.7%**

**+1.0% YoY**

## Net Profit

**4Q/2023**

**196.6 MB**

**+7.1% YoY**

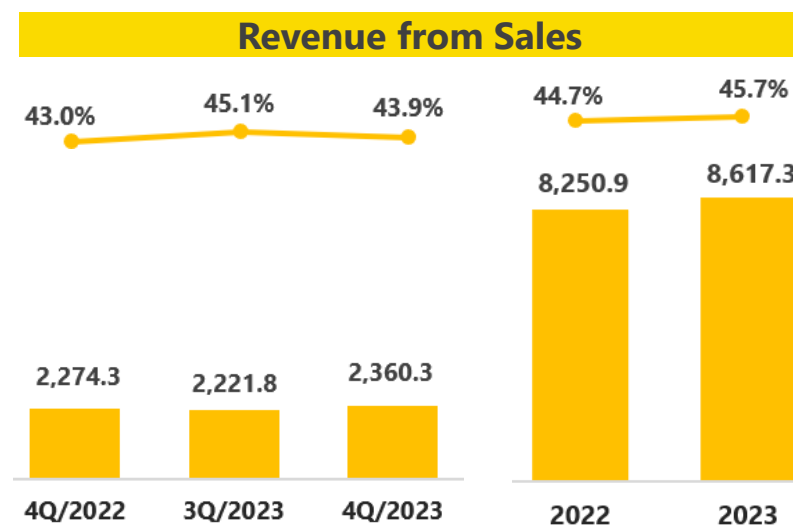
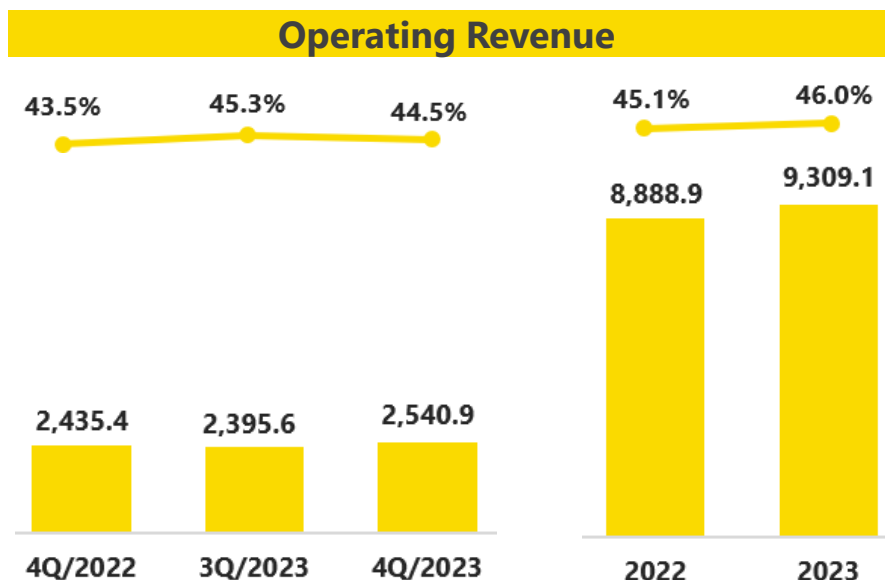
**FY2023**

**726.0 MB**

**+10.2% YoY**



# Operating Revenue

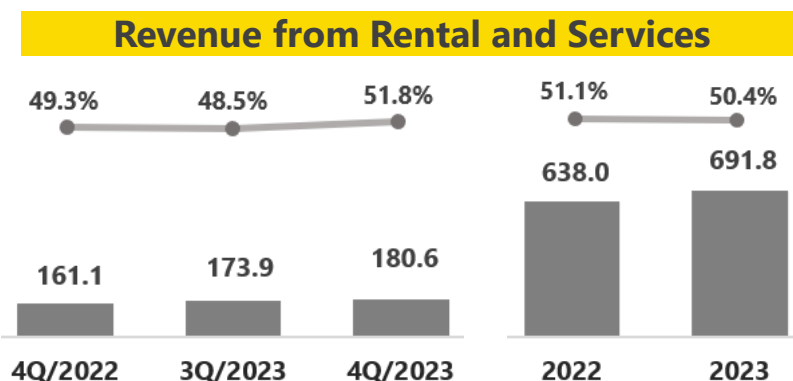


## Q4/2023

- Operating revenue increased +4.3% YoY and +6.1% QoQ.
- Revenue from Sales increased YoY and QoQ, mainly from the success of retail channel and online channel while %GPM from sales increased YoY from the increase in retail channel (high margin) but dropped QoQ as higher sales volume from the project channel in the final quarter which has the lower margin.
- Rental and services revenue increased YoY and QoQ, from a new Little Walk Krungthep Kreetha (Opened Oct 2023) with great feedback of 100% tenants, leading the overall average occupancy rate increased. %GPM from rental also improved from the higher average occupancy rate and lower of average Ft price.

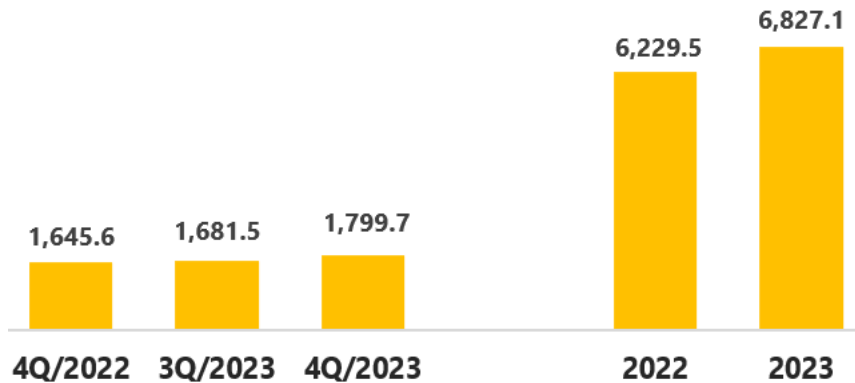
## FY2023

- Operating revenue increased +4.7% YoY
- Revenue from Sales increased +3.8% YoY and gained better %GPM from higher contribution in the retail channel.
- Rental and services revenue increased +8.4% from a new branch and the improved average occupancy rate of existing locations but %GPM dropped YoY from the expensive electricity cost per unit in the first 8 months of 2023 making the 2023 average electricity price higher



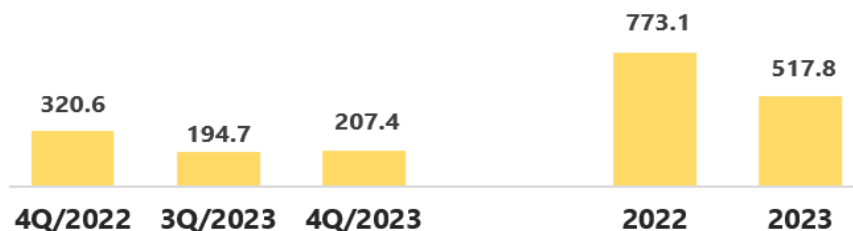
# Sales by Channel

## Retail



- High growth of Retail Channel in Q4'2023 came from the success of outlets in the tourist areas, while SSSG +8.9% YoY.
- For FY2023, the growth also came from the tourist areas, while SSSG +9.9% YoY

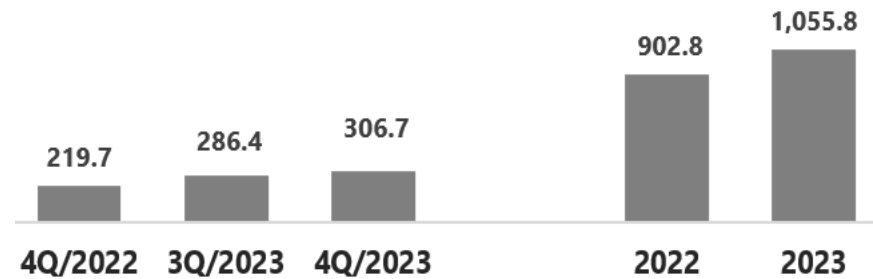
## Project



- Project channel sales in Q4'2023 improved QoQ, mainly from the acceleration of handover work from our customers before fiscal year-ended, but decreased YoY due to the slowdown of real estate market compared to last year.

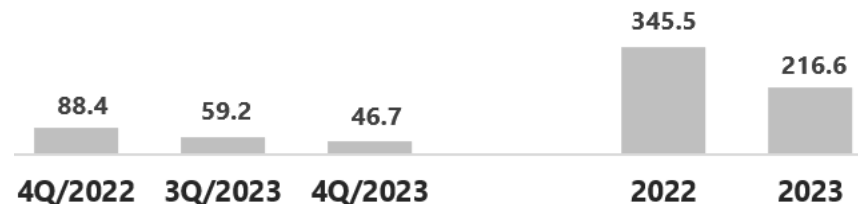
## Online

(THB million)



- Online channel maintained the strong growth both YoY and QoQ, especially 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.

## Others

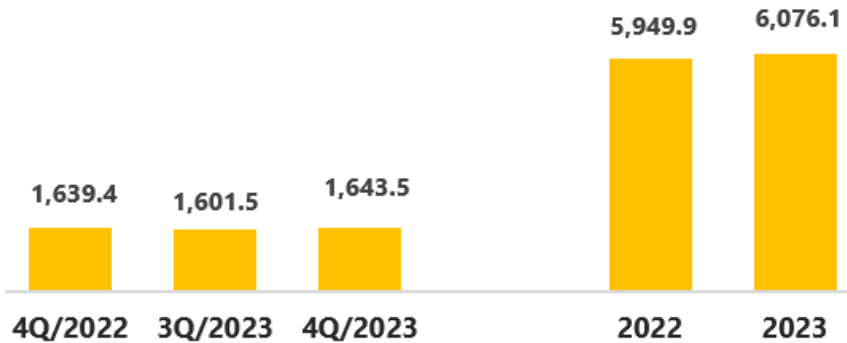


- Slow down in the small channels – domestic dealers and overseas - represented 2.0% of total sales in Q4'2023.

Remark : Others channel consist of Dealers and Overseas channels

# Sales by Product

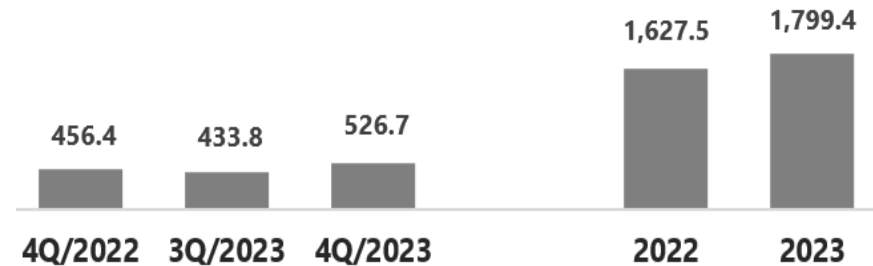
## Furniture



- Furniture sales slightly increased +0.2% YoY and +2.6% QoQ, partially supported from the growth on Furinbox sales as a result of sales space increase.
- FY2023, Sales of furniture products slightly increased +2.1% YoY. Excluding the furniture sales from the Project Channel part, the overall is still strongly increased 7.4% YoY.

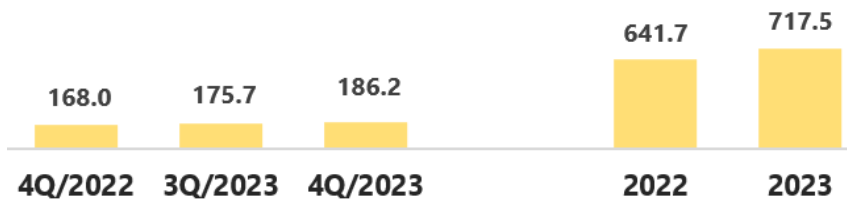
## Home Decorative Item

(THB million)



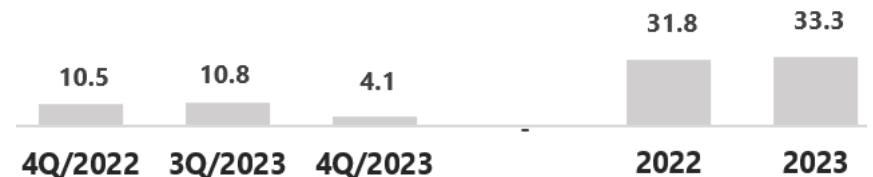
- HDI increased +15.4% YoY and +21.4% QoQ mainly in the Retail store channel as higher consumer spending during the festive season.

## Mattress

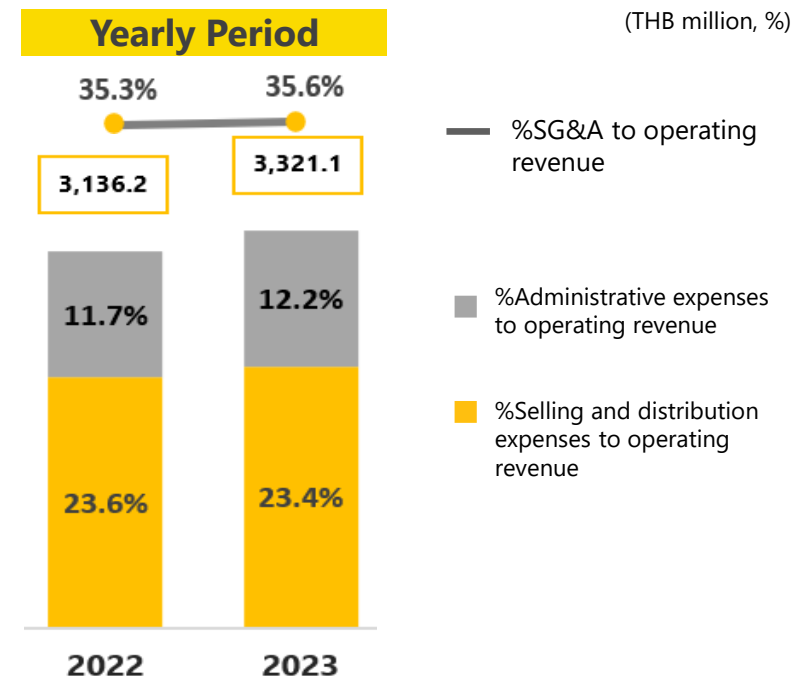
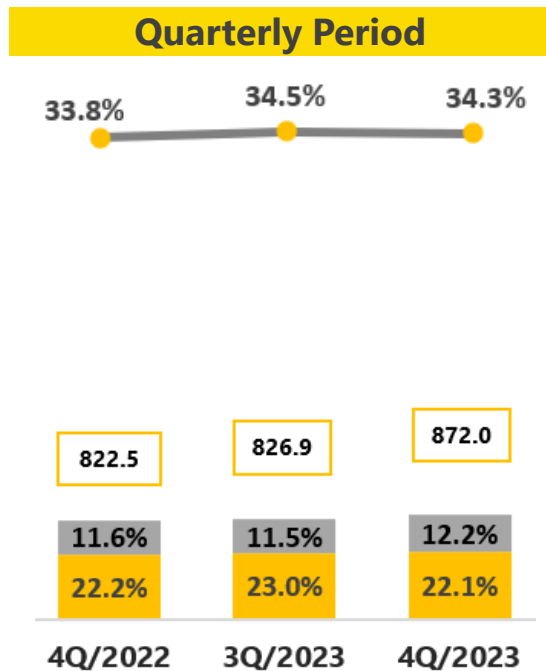


- Mattress sales increased +10.8% YoY and +6.0% QoQ, promoting our stores to be the destination of bedding with multi-brands for customers to shop.

## Others



# Selling & Administrative Expenses



## Q4/2023

- The selling and distribution expenses increased both YoY and QoQ, the main spending was on promotion expenses to continuously support driving sales and installation expenses with higher sales
- The administrative expenses increased both YoY and QoQ, from the delivery expense from higher sales volume.

## FY2023

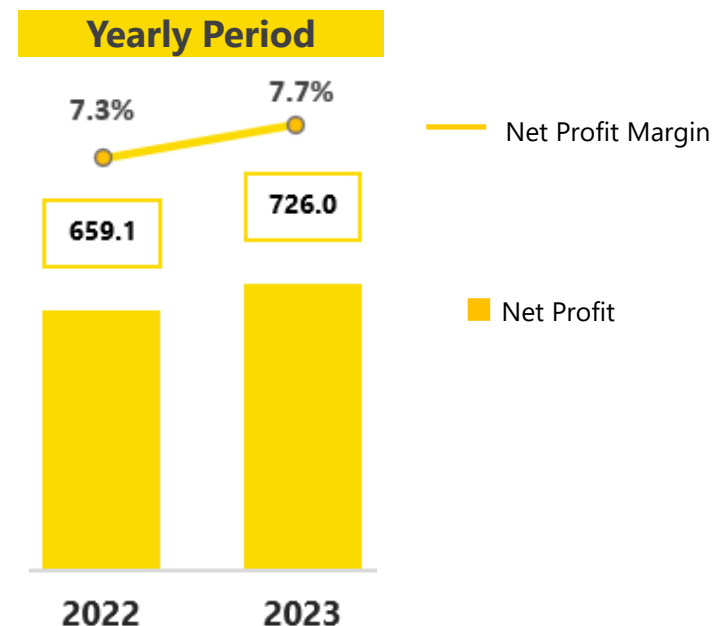
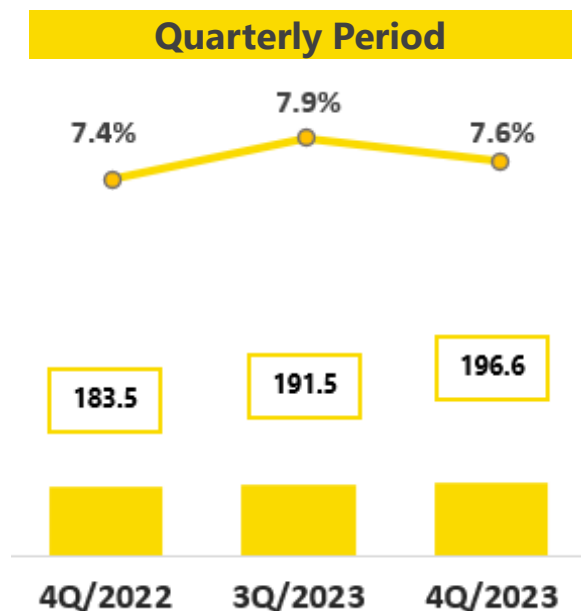
- The selling and distribution expenses increased +3.9% YoY, mainly from the promotion expenses and electricity costs from the higher Ft price compared to the same period last year.
- The administrative expenses increased +9.1% YoY, mainly from the higher delivery costs moved up in line with sales volume.

- 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.



# Net Profit & Net Profit Margin

(THB million, %)



## Q4/2023

- Net profit increased +7.1% YoY and net profit margin also improved resulted from the strong growth in operating income coupled with better expense controlling,
- Net profit increased +2.7% QoQ but the net profit margin decreased, partly due to promotional expenses spending to boost sales in the final quarter.

## FY2023

- Net profit increased +10.2% YoY, as results from the increase in operating income combined with the effective cost management, net profit margin for 2023 improved.



# AGENDA



**Financial Updates**



**Future Outlook**

# THE UNTOLD STORY BEHIND “SUCCESS”

FROM THE RED CHAIR  
TO TODAY

“ปี 2566 เป็นปีแห่งความภาคภูมิใจ  
ของบริษัทฯ ที่สามารถทำกำไรได้  
สูงสุดเป็นประวัติการณ์ตั้งแต่  
ก่อตั้งบริษัทฯ มา”



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SPEED TO **MARKET**



AUTO**MATION**



SPACE **OPTIMIZATION**



DATA **DRIVEN**



CUSTOMER **CENTRIC**

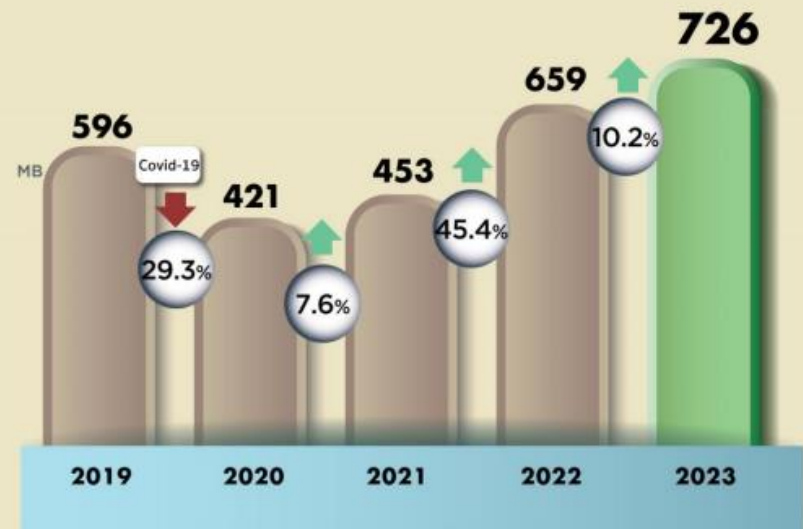
# Year of Success

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## TOTAL REVENUE 2019-2023



## NET PROFIT 2019-2023



\*EXCLUDING HOME ELECTRIC SALES



# Upcoming Projects



**LITTLE WALK  
& INDEX LIVING MALL  
RATTANATHIBET**

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# Upcoming Projects

## NEW MODEL MODERN LUXURY MALL DecorScape

@ THONGLOR



MODERN | ELEGANCE | STYLISH FURNITURE



# Upcoming Projects

**PLANET**   
SUSTAINABLE AND  
ETHICAL PRACTICES



## INDEX LIVING MALL SARABURI

NEW  
STORE  
MODEL



### RETAIL FURNITURE

รายแรกในอาเซียน กับ อาคารประหยัดพลังงาน  
“ZERO ENERGY BUILDING”(ZEB)  
ในรูปแบบ ECO Store In Thailand

# Sustainable Products



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**COMMUNITY  
CONTRIBUTION**





# Innovation Awards

## KANOM CHAN TABLE : LAYER WORK-TO-DINE SPACE TABLE

“Work Hard, Eat Harder”



The Winner of  
**CRAFT  
INNOVATION  
AWARDS**

In the “DIPROM PATHFINDER project”

”



### Real Wood

ผลิตจากไม้ยางพาราแข็งแรง  
ใช้งานได้ยาวนาน



### Wireless Charger

รองรับการชาร์จโทรศัพท์ไร้สาย



### Bluetooth Speaker

ลำโพง stereo บลูทูธ: 4 ตัว



### Drawers

ลิ้นชักในการจัดเก็บ 4 ลิ้นชัก



### Plug Socket

ช่องสำหรับเสียบปลั๊กไฟ ทั้ง 2 ด้าน



### Organized Wireway

เก็บสายไฟซ่อนอย่าง เป็นระเบียบ  
ป้องกันการเดินสะดุด



## WORK TO DINE

A table that comfortable for  
working and eating.

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**Q&A**



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SUSTAINABLE  
LIVING FOR  
FUTURE  
**LIFESTYLE**

**T H A N K Y O U**

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