



No: IDH-CS-CS-AGM/6307/001

The Minutes of the 2020 Annual General Meeting of Shareholders

of

Dohome Public Company Limited

Time and Venue

The meeting was held on Wednesday 22nd July 2020 at 2 p.m. at the Le Concorde Ballroom, Level 2 of the Swissotel Bangkok Ratchada, No. 204 Ratchadapisek Road, Huay Kwang Sub-district, Huay Kwang District, Bangkok Metropolis. 10310

Ms. Kanoktip Charoenratsamee is assigned as the moderator of the meeting ("the Moderator") and welcomed the Shareholders and introduced the Board of Directors, Executives, auditors and legal advisors which attended the meeting as follows:

List of the Directors attending the Meeting

- | | |
|----------------------------------|---|
| 1. Mr. Chatrchai Tuongratanaphan | Chairman of the Board of Directors / Independent Director / Member of Audit Committee / Chairman of Nomination and Remuneration Committee ("Chairman of the meeting") |
| 2. Mr. Adisak Tangmitrphracha | Vice Chairman of the Board of Directors / Chairman of Executive Committee / Member of Risk Management Committee |
| 3. Mrs. Nattaya Tangmitrphracha | Deputy Executive Committee / Member of Nomination and Remuneration Committee |
| 4. Mrs. Salitip Ruangsuttipap | Executive Director |
| 5. Mr. Suvait Theeravachirakul | Independent Director / Chairman of Audit Committee / Member of Nomination and Remuneration Committee / Member of Risk Management Committee |
| 6. Mr. Chalit Thongprayoon | Independent Director / Member of Audit Committee / Chairman on Risk Management Committee |
| 7. Ms. Sopawadee Lertmanaschai | Independent Director |
| 8. Ms. Pikun Somwan | Director |
| 9. Ms. Ariya Tangmitrphracha | Executive Director |
| 10. Mr. Maruay Tangmitrphracha | Executive Director |
| 11. Mr. Tarin Thaniyavarn | Independent Director |

List of the director being absent

The Company has 11 Directors in total, and 100% of them attend the regular Shareholder meeting. There is no Director not attending the meeting.



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List of the Management attending the Meeting

1. Mr. Chayanon Horpattaporn Assistant Managing Director - Accounting and Finance (Chief of Financial Officer)
2. Mr. Aphiyuch Fookul Assistant Managing Director - Information Technology
3. Mrs. Phannee Khetchompoo Assistant Managing Director - Marketing Administration
4. Mrs. Jintana Koontawee Assistant Managing Director - Operations

Company Secretary and Secretary of the meeting

1. Ms. Mayuree Seeta Vice President, Corporate Governance Department and Company Secretary

The following Auditor and Representatives attending the Meeting

1. Mr. Kajornkiet Aroonpirodkul
2. Ms. Ornruedee Jiamrattanaprateep

List of independent representatives

1. Ms. Thitapa Ruethaisavad Legal Consultant / Lawyer at The Capital Law Office Limited.
2. Mr. Phongthewin Laohawong A shareholder, Representative of minority shareholders

Number of attending shareholders

The meeting moderator inform the meeting on attending shareholders, both personally and through delegate as follows:

Number of Shareholders and Proxies attend as follows:					
Shareholders	49	Persons	Number of Shares	773,425,971	Shares
Proxies	610	Persons	Number of Shares	679,097,830	Shares
Total	659	Persons	Total Number of Shares	1,452,523,801	Shares
Percentage %	78.25	Total paid-up capital		1,856,160,000	Shares

Therefore, the meeting meets its quorum and requirements of the Company, as the number of attending shareholders is not less than twenty-five (25) or half the total number of shareholders, and the number of voting shares in the meeting is more than one-third (1/3) of the Company's tradable shares according to clause 39 of the Company of regulation.

Meeting procedure

Mr. Chatrchai Tuongratanaphan, Chairman of the Board of Director and Chairman of the meeting, opens the meeting and ask the moderator to proceed with the meeting. The Chairman explains about the meeting procedure, voting, commenting and inquiry.



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The meeting proceeds according to agendas as informed in the meeting invitation letter, the moderator shall notify the attendees of each agenda prior to voting, and summarizes voting result upon ending of the agenda.

If there are additional attendees while the meeting is in progress, the new attendees may only vote for the remaining unvoted agendas at that time.

Rights of shareholders in commenting

As Thailand is still in COVID-19 monitoring period as well as safety measures to prevent COVID-19 infection, the meeting of today shall not use microphone in inquiry during the meeting, if the shareholder desires to inquire more information in any agenda, the shareholder may write on inquiry papers provided by the Company. The shareholder can fill in names, surnames, and questions in the inquiry paper and submit it the Company staff. The staff will then deliver the paper to the board and/or management for answering and recording in the minute of meeting.

Voting method

According to Clause 41 of the Company's regulation, in voting the shareholder will have the votes equal to the number of shares they are holding at the rate of one (1) share to one (1) vote. The shareholder will use voting card to vote. Vote counting is done by deducting the "No" and "Abstain" from the total number of attending voters, then the remaining votes are deemed as "Yes" for that agenda. The shareholder that sends delegate to attend in their place and vote according to the shareholder's wish, the Company has recorded the vote according to their wish.

The meeting's resolution shall be according to the majority voting of attending shareholders who have the right to vote unless dictated otherwise by law.

Equitable Treatment to Shareholders

1. The Proposal of Agenda of the Shareholders' Meeting and Name of Directors the Company gave the opportunity to the Shareholders to propose the agenda of the shareholders' meeting and nominated director by proposing such via the Company's website together with notifying it to the Stock Exchange of Thailand within 30th January 2020 to 17th February 2020. During such period, there was no shareholder proposing any agenda of the meeting and name of director to be considered. Today's meeting will be conducted in accordance with the agenda. Arranged in order of the meeting agenda as informed in the meeting invitation letter.



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2. The Dispatch of Questions in Advance the Company gave the opportunity to Shareholders to send question in advance via the Company's website together with notifying it to the Stock Exchange of Thailand within 23rd March 2020 to 20th July 2020, including at Investor Relation Department or email: IR@dohome.co.th However, during such period, there was no shareholder sending question to the Company.

3. The Dissemination of the Invitation Letter of the Meeting in order for the Shareholders to access the details of this Annual General Meeting of Shareholders, the Company published the invitation letter both in Thai and English languages on the Company's website and notified the news to the Stock Exchange of Thailand since 22nd June 2020 and delivered the invitation letter with all supporting documents for shareholders since 22nd June 2020.

Agenda 1 To acknowledged the report of the Company's operating results in 2019

The Chairman assigns Mr. Chayanon Horpattaporn, Assistant Managing Director - Accounting and Finance to report the Company's performance in 2019 as follows:

Dohome Public Company Limited is a seller of all-in-one construction material and renovating material under the concept of "Complete, cheap and good" at DOHOME is both a wholesale and retail center that has diverse target group, from end consumer, reseller, constructor, project to government agencies. DOHOME also has delivery, repair, maintenance, installation, designing and special-order services. In 2019 major developments of the Company are as following. First, the Company offer its share to the public and open one more branch in Petchkasem in November 2019, resulting in the total number of L-sized branches being 10 in 2019, along with smaller branches called Dohome ToGo. In 2019 there are five Dohome ToGo branches: Makro Charansanitwong, Makro Sathorn, Lotus in Nakhon Ratchasima, Big C Bangplee and Pantip Ngamwongwan. Therefore, by the end of 2019, the Company has 10 L-sized branches and five Dohome ToGo branches. For 2019, analysis by the management department pertaining to major changes has following details:

- The Company had total revenue of 17,971.82 million baht, a decrease of 563.35 million baht or 3.0% from 2018. Revenue from sale and service was 17,868.70 million baht, a decrease of 3.1% from 2018. The main cause was decreased revenue of the original branches consistent with the domestic economy and industrial competition, in addition to a great flood in Ubon Ratchathani Province in 2019 which resulted in decrease revenue of the Ubon Ratchathani branch.
- Preliminary profit was 2,957.96 million baht or 16.6%, an increase of 10.2% from 2018. The main cause was reversing of the dead and slow stock in the first quarter of 2019. In addition, revenue share from sale and service of house brand products increased in accordance with the Company strategy. Likewise,



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profit rate of house brand products, cost management efficiency and income from the distribution center increased, resulting in decreased product cost.

- Sale and management cost were 1,879.08 million baht, a decrease of 1.5% from 2018. The main cause was marketing plan adjustment in 2018 to improve efficiency, reduction of allowance for doubtful accounts and operational efficiency improvement.
- Due to aforementioned reasons, EBIDA or Earnings before interest, taxes, depreciation, and amortization, along with net profit in 2019 increased compared to 2018. EBIDA in 2019 was 1,563 million baht, an increase of 309 million baht or 8.7% from 2018. The net profit increased by 287 million baht from 439 million baht in 2018 to 726 million baht in 2019, a 65% increase.
- Other financial margins are as follows: accounts receivable period was 17 days, account payable period was 49 days, and inventory turnover was 159 days. Liquidity margin of 2019 was 0.9 time. Debt-to-capital ratio was decreased to 1.8 time, and return on equity was 11.2% Presentation of Company performance of 2019 concludes at this point.
- The meeting chairman allows the meeting to inquire, comment or question on this agenda, and there is no further question. Therefore, the next agenda shall be brought up for deliberation.

Meeting resolution: This agenda item had been proposed for acknowledgement; therefore, vote casting was not required.

Agenda 2 To consider and approve the financial statements for the year ended 31 December 2019

The Chairman assigns Mr. Chayanon Horpattaporn Assistant Managing Director - Accounting and Finance, to explain this agenda and informed that the Company has made a financial statement, statement of comprehensive income, and auditor report for the end of accounting year or 31 December 2019, which had been inspected and signed by Mr. Kajornkiet Arunpairojkul, an auditor holding the license number 3445 of PricewaterhouseCoopers ABAS Ltd., deliberated by the Audit Committee Meeting No. 1/2020 on 20 February 2020, and the Board of Directors' Meeting No. 1/2020 on 20 February 2020. Both the Audit Committee and the Board of Directors' considered the report as accurate and adequate, and therefore propose the report to the shareholder meeting for approval of the financial statements of the Company and its sub-companies for the fiscal year ending on 31 December 2019. Details are as follows:

This part is continuous from the performance report in 2019, total revenue in 2019 was 17,971.82 million baht, a decrease of 563.35 million baht or 3.0%. Gross Profit Margin (GPM) increased in 2018 to 2,957.96 million baht, or 273.5 million or 10.2% from the previous year. The net profit in 2019 was 725.51 million baht, an increased in 2018 of 286.76 million or 65.4%. The balance sheet stated that total asset in 2019 was 18,151.71 million baht, and total debt 11,691.34 million baht. Regarding owner equity, as in 2019 there was an increase



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of capital and allocation of share to the Initial Public Offering (IPO), which was capital increase by offering 1,400 million stock shares in 2018 and 1,856.16 million shares in 2018 and 2019. As a result, the registered capital and paid-up capital in 2019 was 4,904.8 million baht, and owner equity was 6,460.36 million baht. Auditor's report indicated that financial budget of the Company and its sub-companies was complete, accurate and adequate according to financial standards.

The meeting chairman allows the meeting to inquire, comment or question on this agenda. There are questions from the shareholders as follow:

- Mr. Anu Wongsarakit, shareholder, submits a question: "How was the SSSG of the Company in the previous year? How was Ubon Ratchathani affected by the flood?"
- Mrs. Salitip Ruangsuttipap explained: Ubon Ratchathani was affected for 1 to 2 months and got SSSG for the entire year. The Company took a minus 5.3%, but 8.2% if excluding the Ubon Ratchathani branch.
- Mr. Anu Wongsarakit, shareholder, submits a question: "House brand's growth goal?"
- Mrs. Salitip Ruangsuttipap explained: Currently DOHOME sets the growth goal of house brand at 20%, which is to be met in 2022. House Brand has better GP than the Non-House Brand at 30% give or take, while the non-house brand had GP of 10%.
- Mr. Anu Wongsarakit, shareholder, submits a question: "How is the customer share? Which group is the most promising?"
- Mrs. Salitip Ruangsuttipap explained: The share does not change much. Mostly, half the share is normal customers, the other half is reseller, about 20, and 10-ish percent come from government agencies. The share does not really change. In the last 2-3 years the normal customer has larger share as we expand the branches. Nowadays more customers are returning to DOHOME. If look at the annual share, it is quite stable.
- Mr. Anu Wongsarakit, shareholder, submits a question: "How was the impact of reserve allowance for the employee?"
- Mr. Chayanon Horpattaporn explained: in 2019 the Company had changing the reserve allowance for the employee from 300 to 400 days, impact increases amount 4.4 million baht.
- Mr. Anu Wongsarakit, shareholder, submits a question: "Any impact on TFRS 9 and TFRS 16?"
- Mr. Chayanon Horpattaporn explained: For TFRS 16, about right-of-use, there was no impact on the 2019 financial statement, but there will be impact on the 2020 budget. It can be seen that in the announced first quarter financial budget, the TFRS 16 will increase asset. the right-of-use asset will increase by 282 million baht and the debt from it will be 217 million baht which is the impact from TFRS 16 pertaining to right-of-use. Regarding TFRS 9 there will be two impacts, the first is allowance for doubtful accounts upon adoption of TFRS 9. For the debt occurring before 2020 the increase will be



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recorded in the capital. The capital will be reduced by approximately 43 million baht and debt incurred after the year 2020 into the provision of a new type of debt. As for part 2 TFRS 9, affecting the recording of derivative financial instruments.

- Mr. Anu Wongsarakit, shareholder, submits a question: "How is the inventory reserve policy? How is the slow-moving product?"
- Mr. Chayanon Horpattaporn explained: As explained earlier, in the first quarter of 2019, we had reviewed our slow-moving inventory reserve policy, resulting in more accurate inventory reservation. Instead of classifying in large and small groups, the inventory reserve is set at actual shelf life. As a result, in the first quarter of 2019, inventory reserve could be reduced by over 73 million baht. In 2020, the policy will continue in exactly the same manner as in 2019.
- Mr. Anu Wongsarakit, shareholder, submits a question: "Debt return is quite high, but D/E is also high, how do you plan for it?"
- Mr. Chayanon Horpattaporn explained: In 2018 D/E ratio was around 2.5 times. After capital increase, we took some of the increase to pay debt, as seen that D/E ratio significantly decreased at the end of 2019. By the first quarter of 2020 D/E was around 1.8 time.
- Mr. Anu Wongsarakit, shareholder, submits a question: "What are other expenses in the statement of comprehensive income?"
- Mr. Chayanon Horpattaporn explained: in the financial statement of 2019, other expenses come from loss from exchange rate.
- Mr. Sakchai Sakulrimontri, shareholder, submits a question: "How much of the 2019 capital of 298 million come from interest debt, and how much will the debt of 2020 decrease?"
- Mr. Chayanon Horpattaporn explained: the interest debt comes solely from bank loan of 9,070 million baht. Currently aside from replaying the existing long-term debt, the Company takes out more loan to set up more branches, resulting in more long-term debt. Despite this, the Company has a policy of not allowing the debt to be more than twice the capital.

The Chairman allows the meeting to inquire, comment, or question the agenda. As there is no question, the Chairman requests the meeting to approve the financial statements for the year ended 31 December 2019.

Meeting resolution: The meeting considered and approves the financial statements for the year ended 31 December 2019 with majority vote of the shareholders attending the meeting and casting their votes which result is as follows:



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Resolution	Number of votes (1 share = 1 vote)	Percentage of total number of votes of the shareholders attended to the meeting and casting their votes
Approved	1,454,179,883	100.00
Disapproved	0	0.00
Abstained	0	-
Invalid ballots	0	-

Agenda 3 To consider and approve the appropriation net profit for a legal reserve in 2019 and dividend payment

The Chairman assigns the Moderator, to explain this agenda and informed that request the shareholders to approve appropriation of the net profit for a legal reserve in 2019 amount of Baht 34,200,000. specified by laws and the Public Limited Companies Act, B.E 2535 section 116 and Clause 53 in the Company's Articles of Association, The Company must allocate part of the annual net profit as a reserve fund in an amount not less than five (5%) of the annual net profit less the sum of accumulated loss brought forward (if any) until the reserve fund amounts to not less than ten (10%) of the registered capital. Due to the Company has the policy to pay a dividend at the rate of not less than 30.0% of the net profit in its separated financial statements after deducting corporate income tax and all types of reserves stipulated by the law and the Company's Articles of Association. In this 2019, the Company to distributes a dividend from net profit and overall business operations in 2019 (January 2019 - December 2019) to the exciting shareholders of the Company pay with net profit in forms of stock dividend and cash dividend as per details follows:

1. Paying in common stock dividend in amount is not exceeding 309,360,000 shares at the par value Baht 1 per share 6 exiting share per 1 stock dividend totaling not exceeding 309,360,000 shares or representing a dividend payment approximately of Baht 0.166666666667 per share, totaling approximately 309.36 million baht. In case that any shareholders hold the indivisible shares, after such allocation the dividend shall be paid by cash payment instead of Baht 0.166666666667 per share.
2. Paying in cash dividend in amount is not exceeding of Baht 0.018518518519 per shares or not exceeding totaling of 34.37 million baht.

The total of the stock dividend and the cash dividend payment in amount approximately of 343.73 million baht or not exceeding totaling of Baht 0.185185185186 per shares equivalent to approximately 52.98% of the net profit in its separated financial statements after deducted allocate of net profit to the legal reserve. This dividend payment in accordance with the Company's dividend policy. The record date for specifying the list of shareholders who have the right to receive this dividend by 12 March 2020, and the dividend will be paid on 5 August 2020.



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The Chairman allows the meeting to inquire, comment, or question this agenda. Then have their shareholders ask questions is summary as follows:

- Mr. Anu Wongsarakij, a shareholder submitted question: The dividends has affected?
- Mr. Chayanon Horpattaporn, explained: Stock dividend In the shareholders' equity, there is no effect But may have the effects as follows: Stock dividend will increase the number of shares Therefore, if assuming that the net profit is the same Dividend is a stock in which the number of shares to be increased will cause lower earnings per share. But the stock dividend Due to the company dividends to the existing shareholders, the rate of shareholders therefore does not have the dilution effect. Due to the stock dividends cause the retained earnings to decrease the paid-up registered capital will increase from stock dividends. Therefore, in general, there has been no change.
- Mr. Suvait Theeravachirakul, additional explained: The Company pays stock dividends the Company can collect cash and can be used to expand the business. Increasing capital into stock dividends will strengthen the Company. In the part of shareholders will become stronger as Khun Chayanon clarified that it may have an impact on the share price earnings per share will be less. but the proceeds from the proceeds will be used to expand the business further, looking at the overall should be better.
- Mr. Sakchai Sakulmontri a shareholder submitted question: What criteria does the Company use for considering the payment of dividends from the separate financial statements? or consolidated financial statements.
- Mr. Chayanon Horpattaporn, explained: In consideration of the profits to be distributed as dividends in the separate financial statements.
- A shareholder submitting a question to ask about: Stock dividend have to pay for tax?
- Mr. Suvait Theeravachirakul, explained: All dividend must be pay for tax, in principle the shareholders will receive both stock dividends and cash dividends regarding cash dividend payment, it must be taxed under the law. Shares that the shareholders will receive must be withholding tax to the Revenue Department.

The Chairman allows the meeting to inquire, comment, or question additional the agenda. As there is no question, the Chairman, then requests the meeting to approve the appropriation net profit for a legal reserve in 2019 and dividend payment.

Meeting resolution: The meeting considered and approves the appropriation net profit for a legal reserve in 2019 and dividend payment with majority vote of the shareholders attending the meeting and casting their votes which result is as follows:



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Resolution	Number of votes (1 share = 1 vote)	Percentage of total number of votes of the shareholders attended to the meeting and casting their votes
Approved	1,454,179,883	100.00
Disapproved	0	0.00
Abstained	0	-
Invalid ballots	0	-

Agenda 4 To consider and approve the increase in the registered capital of the Company of Baht 309,360,000 from Baht 1,856,160,000 to Baht 2,165,520,000 with a par value of Baht 1 per share, to support the stock dividend and amendment of the Memorandum of Association clause 4 of the Company as well as related documents in accordance with the increase of the registered capital

The Chairman requested the Moderator, to explain this agenda and informed that to request the meeting to approve increased capital to support the common stock dividend of ordinary shares of 309,360,000 million baht. The registered capital form 1,856,160,000 Baht to 2,165,520,000 Baht with a par value of 1 Baht per share and the amendment of Clause 4, of Memorandum of Association, as well as documents related to compliance with the capital increase as follows.

“Clause 4. Registered Capital of 2,165,520,000.00 Baht
(Two billion, one hundred sixty-five million five hundred twenty thousand)
Divide into 2,165,520,000 Shares
(Two billion, one hundred sixty-five million five hundred twenty thousand)
At the Par Value of 1.00 (One) Baht per share
Ordinary Shares of 2,165,520,000 Shares
(Two billion, one hundred sixty-five million five hundred twenty thousand)
Preference Shares of - share (.....)”

The Chairman allows the meeting to inquire, comment, or question this agenda. Then have their shareholders ask questions is summary as follows:

- Mr. Sakchai Sakulmonthree a shareholder submitted question: What are the proceeds from the capital increase used for?
- Mr. Chayanon Horpattaporn, explained: Capital increase agenda is an ongoing agenda from the dividend payment agenda as for the capital increase, which is to increase capital for the stock dividend payment to shareholders the Company did not receive any real additional money. Is the issuance of additional shares for payment of stock dividends



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The Chairman allows the meeting to inquire, comment, or question additional the agenda. As there is no question, the Chairman, then requests the meeting to approve registered capital increase 309,360,000 million baht registered capital from Baht 1,856,160,000 to Baht 2,165,520,000 with a par value of Baht 1 per share and the amendment of Clause 4, of Memorandum of Association, as well as documents related to compliance with the capital increase.

Meeting resolution: The meeting considered and approves the registered capital increase 309,360,000 million baht registered capital from Baht 1,856,160,000 to Baht 2,165,520,000 with a par value of Baht 1 per share and the amendment of Clause 4, of Memorandum of Association, as well as documents related to compliance with the capital increase by not less than three-fourths (3/4) of the total number of the votes of shareholders attending the meeting and having the right to vote which result is as follows:

Resolution	Number of votes (1 share = 1 vote)	Percentage of total number of votes of the shareholders attended to the meeting and casting their votes
Approved	1,454,179,883	100.00
Disapproved	0	0.00
Abstained	0	-
Invalid ballots	0	-

Agenda 5 To consider and approve the allocation of ordinary shares is not exceeding 309,360,000 shares to support the stock dividend

The Chairman requested the Moderator, to explain this agenda and informed that to request the meeting to approve allocation of allocation of ordinary shares is not exceeding 309,360,000 shares to support the stock dividend due to the Board of Directors has approved a stock dividend by ordinary shares to existing shareholders of the Company at the rate of 6 exiting share per 1 stock dividend and the Company will provide the appropriation of ordinary shares is not exceeding 309,360,000 shares to support the stock dividend. the Capital Increase Report Form (F 53-4) as shown in (Enclosure 3), provided in the enclosed invitation letter for any such consideration.

The Chairman allows the meeting to inquire, comment, or question this agenda. As there is no question, the Chairman, then requests the meeting to approve registered capital increase 309,360,000 million baht registered capital from Baht 1,856,160,000 to Baht 2,165,520,000 with a par value of Baht 1 per share and the amendment of Clause 4, of Memorandum of Association, as well as documents related to compliance with the capital increase.



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Meeting resolution: The meeting considered and approves the allocated of increase in the share capital of ordinary shares is not exceeding 309,360,000 shares to support the stock dividend by not less than three-fourths (3/4) of the total number of the votes of shareholders attending the meeting and having the right to vote which result is as follows:

Resolution	Number of votes (1 share = 1 vote)	Percentage of total number of votes of the shareholders attended to the meeting and casting their votes
Approved	1,454,179,883	100.00
Disapproved	0	0.00
Abstained	0	-
Invalid ballots	0	-

Agenda 6 To consider and approve the amendment of objectives of the Company and amend of clause 3 of the Memorandum of Association

The Chairman requested the Moderator, to explain this agenda and informed that to request the meeting to approve amendment the business objectives of the Company's by amended 6 clause and adding new 4 clauses including the amendment Clause 3. of the Memorandum of Association to cover and correspond with the business operations at present and in the future as follows:

Old	New
(1) To buy, provide, accept, hire-purchase, lease, take on lease, own, possess, improve, use and otherwise manage any property as well as the fruits thereof.	(1) To buy, provide, accept, <u>take on lease, lease, lease on hire-purchase, hire-purchase</u> , own, possess, improve, use and otherwise manage any property as well as the fruits thereof, <u>including the transfer or acceptance of transfer of any business for the purposes specified in the objective.</u>
(2) To sell, transfer, pledge, exchange or otherwise dispose of any property.	(2) To sell, transfer, pledge, <u>accepting pledge, mortgage, accept mortgage, sale with right of redemption, accept to buy with the right of redemption</u> , exchange or otherwise dispose of any property, <u>Including accepting mortgages and pledge of any property as a guarantee for payment of debt or performance of duties under the contract for the Company in which the Company does not accept deposits or receive money from the public and make use of that money.</u>
(8) To carry on the business of trading in machines, engines, mechanical tools, vehicles, labor saving devices, electricity generators and electric appliances, refrigerators,	(8) To carry on the business of trading in machines, engines, mechanical tools, labor saving devices, vehicles, generators and electric appliances, refrigerators, electricity air conditioners,



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air conditioners, fans, electric rice cookers, electric irons, electric lamps, water pumps, water heaters, water coolers, ironware, copperware, brassware, hardware, sanitary ware, home fittings, furniture, electrical equipment, plumbing equipment, tires, including spare parts and accessories of goods as well as import and export for the aforesaid goods.	fans, electric rice cookers, electric irons, <u>microwave ovens</u> , electric lamps, <u>telephones</u> , <u>mobile phones</u> , <u>communication tools</u> , <u>radio communications</u> , <u>musicals</u> , <u>videorecorders</u> , <u>electric equipment</u> , <u>water pumps</u> , water heaters, water coolers, <u>heaters</u> , <u>coolers</u> , ironware, copperware, brassware, hardware, sanitary ware, home fittings, furniture, <u>kitchen utensils</u> , electrical equipment plumbing equipment, tires, including spare parts and accessories of goods as well as import and export for the aforesaid goods.
(10) To carry on the business of trading in textiles, yarn, garments, readymade clothes, wearing apparel and accessories, cosmetics, skincare, perfume, Essential oil, beauty aids and accessories, and other consumer goods.	(10) To carry on the business of trading in textiles, yarn, garments, readymade clothes, wearing apparel and accessories, cosmetics, <u>skincare</u> , <u>perfume</u> , <u>essential oil</u> , beauty aids and accessories, and other consumer goods.
(11) To carry on the business of trading in medicines and preventing diseases in humans and animals, pharmaceutical products, chemicals, medical and pharmaceutical equipment, fertilizers, herbicides and pesticides, all kinds of growth agents for plants and animals, and laboratory instruments.	(11) To carry on the business of trading in medicines and preventing diseases in humans and animals, pharmaceutical products, chemicals, medical and pharmaceutical equipment, <u>controlled seed</u> , fertilizers, herbicides and pesticides, all kinds of growth agents for plants and animals, and laboratory instruments.
(25) To carry on the business of hotels, restaurants, bars, night-clubs, bowling alleys, cinema, entertainment theatres, weekend residence, sport stadium, swimming pool.	(25) To carry on the business of <u>department store</u> , <u>shopping mall</u> , hotels, <u>restaurants</u> , <u>coffee shop</u> , <u>café</u> , bars, night-clubs, bowling alleys, cinema, entertainment theatres, weekend residence, sport stadium, swimming pool.

Adding news 4 business objectives of the Company exciting 53 to be 57 objects are as follows:

(54) To carry on the business of manufacture and distribute, import of weighing machine, weighing instrument and steel tape.
(55) To carry on the business of manufacturer and distribute of food preservation and fresh food packaged, vegetables, fruits, meat, bake bread and classification of foods.
(56) To establish a cold storage facility for keepers of the Company's products which does not have the appearance of using cold storage or goods or by charging service fees or gratuities in the normal course of business from others.
(57) To carry on the business of trading sport equipment i.e. football, basketball, volleyball, sepak takraw ball, shuttlecock, tennis ball, golf ball, ping-pong ball, badmintons, ping-pong bat, golf clubs, baseball bat, ping-pong table, tennis net, badminton net, volleyball net, ping-pong net including clothes, plants, sneakers and equipment accessories for all sports play.

Propose to amendment clause 3. of the Memorandum of Association to 'Complementary as follow:

Clause 3. The Company has 57 objectives, details as attached in BorMorJor 002.



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The Chairman allows the meeting to inquire, comment, or question this agenda. Then have their shareholders ask questions is summary as follows:

- Mr. Pornphat Jintanawong a shareholder submitted question: Amendment of the objectives, hire-purchase, accept to buy with the right of redemption, mortgage the future, what business will be expanded?
- Mrs. Salitip Ruangsuttipap, explained: Amendment to the objectives of the Company is an additional objective to cover the business, there is no business plan at this time.

The Chairman allows the meeting to inquire, comment, or question additional this agenda. As there is no question, the Chairman, then requests the meeting to approve the amendment of objectives of the Company and amend of clause 3 of the Memorandum of Association.

Meeting resolution: The meeting considered and approve by not less than three-fourths (3/4) of the total number of the votes of shareholders attending the meeting and having the right to vote to approved to amendment the business objectives of the Company's by amended 6 clauses and adding new 4 clauses including the amendment Clause 3. of the Memorandum of Association to cover and correspond with the business operations at present and in the future, as per proposed details; and to approve further process as required by the registering and the delegation of authority by the Board of Directors to conduct the registration the amendment of the Company's business objectives and amend of clause 3 of the Memorandum of Association with Department of Business Development, the Ministry of Commerce, as ordered by the registrar, in which case the substance of the Company's objectives shall not be affected which result is as follows:

Resolution	Number of votes (1 share = 1 vote)	Percentage of total number of votes of the shareholders attended to the meeting and casting their votes
Approved	1,454,179,983	100.00
Disapproved	0	0.00
Abstained	0	-
Invalid ballots	0	-



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Agenda 7 To consider and approve the amendment of the Company's Articles of Association

The Chairman requested the Moderator, to explain this agenda and informed that to request the meeting to approve regarding the amendment the Company's Articles of Association, Article 30 Board of Directors Meeting and Article 37 Shareholders Meeting, the statement shall be carried out in accordance with the Emergency Decree on Electronic Meetings, B.E.2563 (2020), the amendment of the Articles of Association as follows:

Existing Provision	Proposed Amendment
<p>Article 30.</p> <p>Except as otherwise specified by the law, in case the conference meeting of the Board of Directors, whereby at least one of third (1/3) shall have their presence at the time during, Therefore, the conference meeting of the Board of Directors Meeting shall proceed in accordance with the information security standard, specified by the law.</p>	<p>Article 30.</p> <p>In the Board of Directors Meeting be organized and held through electronic media shall be held in compliance with the methods and the information security standards, specified by the laws.</p>
<p>Article 37.</p> <p>In this case, the Board of Directors shall convene shareholders' meeting within forty-five (45) days after receiving such letter from the shareholders.</p> <p>In the event that the Board of Directors does not convene a meeting within the period as specified in the fourth paragraph, the shareholders who jointly subscribed their signatures or other shareholders collectively holding shares in the number as prescribed, may convene the meeting within forty-five (45) days after the period, as specified in the fourth paragraphs, has lapsed.</p> <p>In such event, the meeting shall be deemed as being convened by the Board of Directors, provided that the Company shall be responsible for any necessary expenses incurred by the meeting convocation, and shall help facilitating as appropriate.</p> <p>In case it appears that the number of shareholders attending shareholders' meeting convened by the shareholders as specified in the fifth paragraph does not constitute meeting quorum as prescribed in Article 39, the shareholders as specified in the third paragraph shall be responsible for any expenses incurred by such meeting convocation against the Company.</p>	<p>Article 37.</p> <p>In this case, the Board of Directors shall convene shareholders' meeting within forty-five (45) days after receiving such letter from the shareholders.</p> <p>In the event that the Board of Directors does not convene a meeting within the period as specified in the <u>fifth</u> paragraph, the shareholders who jointly subscribed their signatures or other shareholders collectively holding shares in the number as prescribed, may convene the meeting within forty-five (45) days after the period, as specified in the <u>fifth</u> paragraphs, has lapsed.</p> <p>In such event, the meeting shall be deemed as being convened by the Board of Directors, provided that the Company shall be responsible for any necessary expenses incurred by the meeting convocation, and shall help facilitating as appropriate.</p> <p>In case it appears that the number of shareholders attending shareholders' meeting convened by the shareholders as specified in the <u>sixth</u> paragraph does not constitute meeting quorum as prescribed in Article 39, the shareholders as specified in the <u>fourth</u> paragraph shall be responsible for any expenses incurred by such meeting convocation against the Company.</p>



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The Chairman allows the meeting to inquire, comment, or question this agenda. As there is no question, the Chairman, then requests the meeting to approve the amendment of the Company's Articles of Association.

Meeting resolution: The meeting considered and approves by not less than three-fourths (3/4) of the total number of the votes of shareholders attending the meeting and having the right to vote to approve the amendment of the Articles of Association of the Company's, Article 30. Board of Directors Meeting and Article 37. Shareholders Meeting, as per proposed details; and to approve further process as required by the registering and the delegation of authority by the Board of Directors assign any person as nominated by the authorized to proceed with registration the amendment of the including revising and/or inserting necessary wording or details as instructed by the registrar, to the extent that any such revision or insertion does not impact the essence of the Amendment of Article of Association of the Company's which result is as follows:

Resolution	Number of votes (1 share = 1 vote)	Percentage of total number of votes of the shareholders attended to the meeting and casting their votes
Approved	1,454,179,983	100.00
Disapproved	0	0.00
Abstained	0	-
Invalid ballots	0	-

Agenda 8 To consider and approve the appointment of directors in place of those who are to retire by rotation;

The moderator informs the meeting that the Company allows the shareholders to nominate candidates for election of Board of Directors members through the Stock Exchange of Thailand news system and Company website as required by law from 30 January to 17 February 2020. It is apparent that there was no nominee presented by any shareholder for the board member election.

The three board members who have their terms expired in 2020 shall not attend the meeting in accordance with the good corporate governance principle to allow free expression of opinion and voting by the shareholders. One such board member is Mr. Chatrchai Tuongratanaphan, Chairman of the Board of Directors and Chairman of meeting. Clause 40 of the Company's regulation states that if the Chairman of the Board of Directors is unable to attend the meeting or perform their duties, the Deputy Board of Chairman shall act in their place as the Chairman of meeting.



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In this meeting, Mr. Adisak Tangmitrpracha, Vice Chairman of Board shall act as the Chairman of meeting and presenter.

The Chairman informs the meeting that according to Section 71 of the Public Limited Companies B.E. 2535 (1992) and Clause 21 of the Company's regulation, one-third of the board members must vacate their positions in each annual regular shareholder meeting. If it is not possible to determine the exact one-third, use the nearest number to the one-third number. The vacating board members in the first and second year of Company registration were selected by lottery draw, and every year after that the longest-serving board member shall vacate the position. The board member may be re-elected after leaving the board.

In the 2020 Annual General Meeting of Shareholders, three vacating board members are:

1. Mr. Chatrchai Tuongratanaphan;
2. Ms. Pikul Somwan; and
3. Mr. Suvait Theeravachirakul.

Regarding Annual General Meeting of Shareholders proposal on election of the aforementioned three board members, the Board of Directors and the Nomination and Remuneration Committee (NRC) make a decision that for optimal suitability and interest of the Company, a proposal should be made to allow the vacating board members to resume their positions as board members for another term. The Board of Directors has made careful deliberation to ensure the three board members' qualifications and suitability to the business according to the Public Limited Companies Act, and relevant Stock Exchange Committee announcements. The Board of Directors has decided that independent board member nominees Mr. Chatrchai Tuongratanaphan and Mr. Suvait Theeravachirakul are capable of providing independent opinions and have qualifications for their duties according to relevant requirements. Therefore, the chairman requests that the shareholder meeting consider the individual board member election as follows:

The Chairman allows the meeting to inquire, comment, or question the agenda. As there is no question, the Chairman, then requests the meeting to approve re-election of the three vacating Board members into the Board for another term.

Meeting resolution: The meeting considered and approves the board member election with majority vote of the shareholders who attend the meeting and casting their votes. In this agenda, the Company arranges a vote for each board member on individual basis, which result is as follows:



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1. Mr. Chatrchai Tuongratanaphan **Position:** Chairman of the Board of Director / Chairman of Nomination and Remuneration Committee / Audit Committee / Independent Director

Resolution	Number of votes (1 share = 1 vote)	Percentage of total number of votes of the shareholders attended to the meeting and casting their votes
Approved	1,453,998,183	99.99
Disapproved	181,900	0.01
Abstained	0	-
Invalid ballots	0	-

2. Ms. Pikun Somwan **Position:** Director

Resolution	Number of votes (1 share = 1 vote)	Percentage of total number of votes of the shareholders attended to the meeting and casting their votes
Approved	1,454,180,083	100.00
Disapproved	0	0.00
Abstained	0	-
Invalid ballots	0	-

3. Mr. Suvait Theeravachirakul **Position:** Chairman of Audit Committee / Nomination and Remuneration Committee member / Risk Management Committee member / Independent Director

Resolution	Number of votes (1 share = 1 vote)	Percentage of total number of votes of the shareholders attended to the meeting and casting their votes
Approved	1,453,998,183	99.99
Disapproved	181,900	0.01
Abstained	0	-
Invalid ballots	0	-



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Agenda 9 To Consider and approve the directors' remuneration for the year 2020;

The Chairman requested the Moderator, to explain this agenda and informed that according to Clause 26 of the Company's Articles of Association, the Company's directors are eligible to receive remuneration in the form of salary, meeting fee, per diem, annual retainer (bonus) other benefits as the Company regulation. The Nomination and Remuneration Committee's has considered the directors' remuneration for 2020, based on each person's responsibilities, and aligned it with the market and companies of a similar size in order to attract and retain qualified people. The committee recommended that the total remuneration budget for the Company's Board of Directors of 2020 be set at not more than 2,970,000 baht, the comparison between the proposed remuneration amount as last year,

	2020		2019	
	Monthly Fee	Meeting Fee	Monthly Fee	Meeting Fee
Board of Directors				
Chairman	40,000 Baht	30,000 Baht	40,000 Baht	30,000 Baht
Vice President	35,000 Baht	25,000 Baht	35,000 Baht	25,000 Baht
Independent Directors	30,000 Baht	25,000 Baht	30,000 Baht	25,000 Baht
Executives Committee				
Chairman	-	-	-	-
Director	-	-	-	-
Audit Committee				
Chairman	-	25,000 Baht	-	25,000 Baht
Independent Directors	-	20,000 Baht	-	20,000 Baht
Risk Management Committee				
Chairman	-	25,000 Baht	-	25,000 Baht
Director	-	20,000 Baht	-	20,000 Baht
Nomination and Ruminaton Committee				
Chairman	-	25,000 Baht	-	25,000 Baht
Director	-	20,000 Baht	-	20,000 Baht

Remark: The Directors, who are the Company's executives or employees, shall not be eligible for the retaining fee and attendance fee as members of the Board of Directors and committees.

According to aforementioned details pertaining to of the Board of Directors Remuneration, further details are as follow:

Regarding compensation of board members in 2020, there are deliberations on compensation of members in various boards, then the Company proposes to retain the compensation rate as in 2019 with following details.



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Remuneration of the Board of Directors

- Monthly compensation shall be dispensed every month. The Chairman of the Board shall receive 40,000 baht/month, d shall receive 35,000 baht/month and other director members 30,000 baht/month (managing directors shall not receive monthly compensation).
- Meeting fee for the Board member shall be dispensed for every meeting. The Chairman of the Board shall receive 30,000 baht/meeting, Vice President Chairman of the Board shall receive 25,000 baht/meeting and other board members 25,000 baht/meeting (managing directors shall not receive monthly compensation).
- Meeting fee for the Audit committee shall be dispensed only if they attend the meeting. Chairman of the Audit committee shall be paid 25,000 baht/attendance and audit committee member 20,000 baht/attendance.
- Meeting fee for the Risk management committee and Nomination and Remuneration committee shall be dispensed only if they attend the meeting. Chairman of the Chairman of Risk management committee and Chairman of Nomination and Remuneration committee shall be paid 25,000 baht/attendance and audit Risk management member and Nomination and Remuneration member 20,000 baht/attendance.

The Company does not have any other form of director's remuneration.

For this agenda, the independent board member that is a proxy of the shareholder shall be deemed a stakeholder in this agenda, therefore if the shareholder requests the independent board member to independently vote, the independent board member shall abstain, but if the shareholder has voted, the independent board member shall vote in accordance with the shareholder.

The Chairman allows the meeting to inquire, comment, or question this agenda. As there is no question, the Chairman, then requests the meeting to approve the directors' remuneration for the year 2020.

Meeting resolution: The meeting considered and approves by not less than two-thirds (2/3) of the total number of the votes of shareholders attending the meeting and having the right to vote to approve the remuneration of the directors and sub-committee for the year 2020 in amount is not exceeding Baht 2,970,000. as per proposed, which result is as follows:



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Resolution	Number of votes (1 share = 1 vote)	Percentage of total number of votes of the shareholders attended to the meeting and casting their votes
Approved	1,454,180,083	100.00
Disapproved	0	0.00
Abstained	0	-
Invalid ballots	0	-

Agenda 10 To consider and approve the appointment of the auditors and fixed the remuneration for the year 2020

The Chairman requested the Moderator, to explain this agenda and informed that according to Section 120 of the Public Limited Companies Act, B.E. 2535, the appointment of the Company's external auditors and the audit fees must be approved at the annual general meeting of shareholders.

Compensation for the auditor in 2020 shall be 4,450,000 baht, an increase of 50,000 baht or 1.14% from 2019. The Audit committee bases this compensation from the amount of work, service fee of similar auditing companies, including PricewaterhouseCoopers ABAS Ltd., one of the four world-leading auditing companies with excellent expertise, reasonable fee, and stellar performance in the previous year. The Board agrees with the Audit Committee's approval and therefore propose to the shareholder meeting to approve the auditor and auditing remuneration for 2020. The auditing Company and the auditor are considered independent and do not have any interest or stake with the Company, management, the majority shareholder or related person thereof, therefore the auditor (and the auditing Company) has independence in Audit and Commenting on budget of the Company. As the Annual General Meeting of shareholder of 2020 had been postponed due to the COVID-19 pandemic, the agenda of appointing the auditor and remuneration for the auditor for 2020 had been postponed as well. Despite this, the Stock Exchange Committee issued an announcement number Tor.Jor.28/2563 dated 27 March 2020, which states that in case the Company is unable to host the Annual General Meeting of Shareholders to appoint the auditor, the Company must submit financial statements of the first quarter of 2020 which is audited by the auditor approved by the Stock Exchange Committee and appointed by the Board of Directors of the Company. Proposal to appoint such auditor must be presented to the next shareholder meeting.



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Mr. Suvait Theeravachirakul, Chairman of Audit Committee, informs the meeting that the auditor acts in all shareholders' place especially minor shareholders. Appointment of the auditor for 2020 is deliberated by the Audit committee and the Board of Directors of the Company, both of which approve that the Company should select the auditor from PricewaterhouseCoopers ABAS Ltd. as proposed by the Company. Mr. Kajornkiet Aroonpirodikul also has audited the Company for seven years and is able to look after minor shareholders. As the Moderator stated that the Company had postponed the shareholder meeting, the first quarter financial statement submitted to the SEC was audited by PricewaterhouseCoopers ABAS Ltd. without approval from the shareholders as there was no meeting. The moderator hereby asks the meeting for acknowledgement of auditor remuneration. Pay rise from the previous year of 2019 is deemed reasonable and had the Company been more severely affected by the pandemic, the Company would have negotiated for a discount. However, as the Company has not been severely affected by the pandemic and even expand the operation in 2020, in addition to new auditing standards and resulting increased workload. The Company considers hiring the same auditing Company for 4,450,000 baht as appropriate and the board likewise agrees. Therefore, the Moderator requests the meeting to approve auditor appointment and fixed their remuneration for 2020 and approve auditing for the first quarter financial statements of 2020 as proposed.

Mr. Suvait Theeravachirakul, Chairman of Audit Committee allows inquiry, comment or questioning about the agenda and there is no further question from the shareholder, then the meeting is asked to approve auditor appointment of the auditors and fixed the remuneration for the year 2020.

Meeting resolution: the meeting considered and approve appointment of Mr. Kajornkiet Aroonpirodikul, CPA No. 3445, and/or Mr. Chanchai Chaiprasit, CPA No. 3760 and/or Mr. Paiboon Tunkoon, CPA No. 4298 represented PricewaterhouseCoopers ABAS Ltd., as an auditor for the Company and its subsidiary for 2020. The auditor shall be compensated in 2020 for 4,450,000 baht by the majority vote of the shareholders who attend the meeting and eligible to cast the votes as follows;

Resolution	Number of votes (1 share = 1 vote)	Percentage of total number of votes of the shareholders attended to the meeting and casting their votes
Approved	1,392,455,583	95.70
Disapproved	56,865,000	3.91
Abstained	5,709,500	0.39
Invalid ballots	0	-



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Agenda 11 Others transact (if any)

-None-

The meeting chairman informs the meeting that as there is no further agenda to be considered, and as the meeting chairman, in the following session all questions and comments shall be answered, and each board member shall assist in answering questions from the shareholders.

We would like to clarify the following duplicate questions from shareholders as follows:

1. Khun Ladda Thitikeatphong Proxy from the Thai Investors Association submits a question: How did the situation of COVID-19 affect the operating results in the 3rd and 4th quarters due to the negative impact in the 1st quarter?
2. Khun Yuthana Waharit, a shareholder, submits a question: How many branches will be expanded in 2021-2022? Have you got the land yet?
3. Khun Yuthana Wa Rit, a shareholder, submits a question: Model Dohome ToGo, as it was already considered, was a target. Or is there anything that needs to be adjusted?
4. Khun Chawachit Pornthararachareon, shareholder, submits a question: The plan for branch expansion in year 2021, please review?
5. Khun Chawachit Pornthararachareon, a shareholder, submits a question: From the situation of COVID-19, would like to help update the branch expansion plan this year whether it is the same or not?
6. Khun Anu Wongsarakit, a shareholder, submits a question: The sales growth of SSSG's branches, especially the same branches such as Ubon Ratchathani branch, last year which was affected by floods.
7. Khun Anu Wongsarakit, a shareholder, submits a question: The growth target of House Brand products, repair products and how the decorative what's group?
8. Khun Anu Wongsarakit, a shareholder, submits a question: What is the target of the increase of Dohome ToGo and Size L branches for the CAPEX to be used?
9. Khun Chonlana Parapasu, a shareholder, submits a question: From the situation of COVID-19, do not know whether there is any adjustment to the branch expansion plan in 2020-2021, whether the branch expansion has been reduced or not?
10. Khun Chonlana Parapasu, a shareholder, submits a question: Quarter 2, 2020 seems to have pent-up demand from closing down the city.

It is unknown whether during the period 2H2020 the Company's situation Is there a tendency to decrease from the 2nd quarter or not? How is the purchasing power of the customers? and the government budget in the second half of 2020 different from last year or not?



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11. Khun Phongsathorn Porntisat, a shareholder, submits a question: In this year, have 3 branches of Size L opened and the next 3 branches still going as planned? In the year 2021-2024, there are plans to open the same number of branches How much?

12. Khun Phongsathorn Porntisat, a shareholder, submits a question: DOHOME has only 10 branches. Why are they able to sell almost as much as Global, which has around 60-70 branches, but only have a lower Net Profit, which is because the Product Mix? in the future, how to make the margin as high as the same industry?

Khun Salilip explained to the meeting that as the shareholder submitted the question above some questions are duplicate therefore, would like to clarify in overall as follows:

The impact from the situation at COVID-19 resulted in on March 22, 2020, the Company closed 8 large branches (Size L). There are 2 branches that are normally open, namely Bangna Branch and Ubon Ratchathani Branch, as well as 6 branches of Dohome ToGo, closed all branches on May 3, 2020. The government announced the unlocking in some provinces, so it can open for service normally, adding 4 branches, namely Rama 2 Branch, Petchkasem Branch, Korat Branch, Udonthani Branch. On May 17, 2020, the government announced the unlock, so it can open as usual all 10 branches, including Dohome ToGo 6 branches, also be opened.

However, during the situation of COVID-19, the Company has branches in Size L and Dohome ToGo that are open for service. Total 16 branches and although the Company have temporarily closed service to many branches, which accounts for 87.5% of the number of branches that have but in order to have sufficient income with the company's expenses, the Company has pushed sales through various sales channels such as online sales (E-Commerce) and direct ordering channels via telephone through the team. Sell products and the sales representative team as usual.

However, in the initial stages of the COVID-19 situation, sales through that channel the proportion of product groups are mostly construction materials. In the initial stage, customers who have bought products in the repair and decoration group through store sales channels Haven't come to buy products through the backyard sales channel much as a result, the gross profit margin during the COVID-19 situation of the company decreased due to the repair and decoration products will have a higher gross profit margin than the construction materials group by the impact that the company has been considered very heavy which has to close branches to 87.5% of the number of branches that have but even though many branches have to be closed, DOHOME is trying to drive sales as high as possible. In order to have sufficient income for the Company's expenses

Therefore, the overall situation of COVID-19 and after unlocking DOHOME has a slightly positive SSSG, even though 87.5% of branches have to be closed in total Which is considered very satisfactory, although the gross margin has decreased slightly.



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However, the plan to expand a large branch of Size L remains the same. Everything has not been slowed. By 2020, there is a plan to open a Surin branch. Which will officially open in a few days There is a branch to Map Ta Phut. And Laem Chabang Branch, as for the year 2021 as planned, there are still 3 branches. The Dohome ToGo currently has 8 branches open by the end of 2020. This should be at 15 branches, which is considered less than the plan. As Dohome ToGo is currently being slowed down to review weaknesses. And find a better location to reach DOHOME's target customers more Which the Distribution Center (DC) can support all branches mentioned above. Currently in the process of implementing ASRS. Expected to be available soon. The capacity of the distribution center (DC) to support the branch expansion will increase respectively.

As for the profitability of the company, it can be seen that the company's gross profit (GP) When comparing with the same industry group Considered the company There is still an opportunity to be able to increase the gross margin to be similar to the same business group. With the following guidelines

1. Pushing of house brand share.
2. Discount as income from distribution center (DC) which will reduce cost in long term.
3. A strategy to push product group that has high gross profit margin.
4. Improvement of cost negotiation with suppliers.

Currently, the direction of the gross profit margin (GP) of the Company has started to improve. By observing the Product Mix of DOHOME, it can be seen that the proportion of repair and decoration products With a relatively good proportion which these two groups have a better gross margin (GP) than the construction materials group In the future, DOHOME's gross margin (GP) will have the opportunity to increase and the direction will look better respectively.

In terms of costs, since DOHOME is a low-cost company, comparing SG&A of DOHOME with similar industrial businesses is relatively low. However, in the initial branch expansion, there will be expenses about 2 months before the branch is opened, mainly about staff expenses.

Regarding CAPEX and debt to equity, each year the company will pay the principal the bank has already returned about 1,000 million and together with the proceeds from each year will increase every year. Therefore, debt to equity will gradually decrease. But if the branches Debt branches will increase. Therefore, both lower and higher together for the future branch expansion plans that are set will still be able to maintain the Maintain debt to equity less than 2. This is not a concern and will stick to anything.

The competitive strategy the main strategy of DOHOME is complete, cheap and good. We have many products and stock of products ready for customers to take back. The customers who order and want to use the product today, this section will be a strategy in full areas, as for the price, the Company has a level of price competitiveness. Therefore, if there is a chance to interview customers at DOHME, customers will feedback that



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the products of DOHOME are quite cheap, the last part is Good. There are main services that cover the needs of customers already. Therefore, with 3 main strategies, DOHOME can still expand branches and can receive the trust of customers who come to use the service very well and continuously throughout.

There are questions and suggestions from the shareholders as follows:

13. Khun Cholwana Parapasu, a shareholder, submits a question: "How is the ramp-up of all branches under three years old? Any overperforming and underperforming branch? "

- Khun Salitip explained: Most branches perform in accordance with the ramp-up with minor deviation. It is according to our expectation and we are satisfied.

14. Khun Cholwana Parapasu, a shareholder, submits a question: "How many Dohome ToGo branches currently? How about end of the year estimation of branch number? Is there a net profit for all branches combined?"

- Khun Salitip explained: Currently there are eight Dohome ToGo branches and it is estimated that there might be 15 branches by the end of the year. As informed earlier, currently Dohome ToGo still has no net profit.

15. Khun Cholwana Parapasu, a shareholder, submits a question: "How much is the price of metal?"

- Khun Salitip explained: metal price is quite good. However, as metal is a community product price can increase or decreases. DOHOME attempts to maintain GP to meet the goal which so far has been met. So, there is nothing to worry about it.

16. Khun Yutthana Warit, a shareholder, submits a question: "What is expansion rate in 2021-2022 and has all the land been acquired?"

- Khun Salitip explained: As informed earlier, all the land has been acquired. Later plots are rented in long term (30 years).

17. Khun Yutthana Warit, a shareholder, submits a question: "Does the Dohome ToGo model meet expectation? Any modification necessary?"

- Khun Salitip explained: Some branches meet the expectation, others need improvements. Modification will be about major things such as assortment as informed.

18. Khun Yutthana Warit, a shareholder, submits a question: "Comparing with number 1 and 2 competitors, what are our strength and weakness?"

- Khun Salitip explained: Back to our strategy "Complete, cheap, good", this makes us stand out from our competitors. one strength is our reputation of construction material which other competitors do not have. Our distinction also includes 30% credit which is different from our competitors.



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19. Khun Chitapol Wanno, a shareholder, submits a question: "Is there any plan to close down the Chachoengsao branch?"

- Khun Saliltip explained: There is no current plan to open more branch in Chachoengsao Province.

20. Khun Chitapol Wanno, a shareholder, submits a question: "How many grand sales does Dohome will host?"

- Khun Saliltip explained: once a year on average, like late in the year. Still, GP does not show swing in each quarter, therefore it does not mean that the plan will make grand sale taking a nosedive.

21. Khun Chitapol Wanno, a shareholder, submits a question: "is the expansion plan still 3 branches in 2020, and 3 branches in 2021? Has the management changed the goal?"

- Khun Saliltip explained: the goal remains the same: 3 branches in 2020, 3 branches in 2021 and 3 branches for the following year. After the COVID pandemic, L-sized branches have not changed their goal and they are still open. In addition, most have received financial support from the bank. As informed earlier, Dohome ToGo will remain at 15 branches and the strategy will be reviewed.

22. Khun Chawachit Porntharakcharoen, a shareholder, submits a question: "How much is the online and offline sales compared to the total sale? As DOHOME is also available on Shopee, how is the deal with Shopee regarding promotion?"

- Khun Maruay explained: regarding offline and online sales, DOHOME's online sales grow almost twofold compared to the previous year and is around 1-2% of offline sales. Aside from Shopee, there are cooperation with suppliers as well in order to promote online channel. The benefit is expected to be mutual whether on Shopee or supplier: if we grow, Shopee and supplier will grow.

23. Khun Ladda Thitikietpong, proxy of Thai Investors Association, submits a question: "What is DOHOME's expected market share?"

- Khun Saliltip explained: DOHOME would like to establish new branches and expect larger yield.

24. Khun Ladda Thitikietpong, proxy of Thai Investors Association, submits a question: "Does DOHOME plan to expand to neighboring countries?"

- Khun Nattaya explained: there has been contemplation of expansion to neighboring countries for 4-5 years but so far DOHOME has found neither a suitable location nor pairing. Operating a business in a foreign country requires local staff that is well-versed in the local law and only the best matching pair can be selected. The COVID-19 pandemic also results in postponement of such expansion. Still, it is a good opportunity for DOHOME, because countries like Myanmar or Cambodia needs high amount of construction materials which DOHOME is able to meet. Import and export will also be more convenient. Therefore, we are confident that expansion to foreign countries is certain but when the timing, suitability and readiness are good.



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25. Khun Anu Wongsarakit, a shareholder, submits a question: Whether DOHOME has a chance to enter SET100 today?

- Khun Salilip explained: Currently, DOHOME is already in SET100.

26. Khun Pomphat Chintanawong, a shareholder, submits a question: 2nd quarter, closed to many branches. How much profit impact?

- Khun Salilip explained: According to the study, in response to the questions in the beginning of the 2nd quarter, sales of COVID-19 that disappeared after normal sales, DOHOME can have sales, cover with all lost sales. Even when the COVID-19 is closed, it can account for 87.50% of the total number of branches in the gross profit (GP) in the second quarter. Due to the branch closing period, DOHOME sells less repair and decoration products or some products of this 2 are almost never sold at all. Therefore, the gross profit (GP) will be slightly reduced.

27. Khun Pornpat Chintanawong, a shareholder, submits a question: The government budget is about to issue infrastructure. In the past, how much did the company benefit?

28. Khun Salilip explained: For the government budget that has already been approved Looking at the past data, it can be seen that in the past 2-3 years, revenue has decreased. Because of the economic slowdown Which will part in line with the government budget Therefore, if this year, the government budget will be distributed in each province more. Should result in the company's revenue Adjustable Currently, since the situation of COVID-19 or later unlocked, it has started to see some positive results in this area.

29. Khun Pornphat Chintanawong, a shareholder, submits a question: Income has not grown for 2 years, why? What is the business trend? Is the purchasing power down? Will the branch expansion plan remain the same?

- Khun Salilip explained: In the past 2-3 years, the reason why incomes have decreased due to the economic slowdown If looking at the second quarter and the beginning of the 3rd quarter, this year's trend of DOHOME is on a better path. Is very satisfactory with regard to purchasing power, current customers are still considered as having no purchasing power. And have to learn that the 3rd quarter is the rainy season, which by nature the building materials will be sold less but some products will sell better alternately.

30. Khun Kachen Benjakul, a shareholder, submits a question: What is the DOHOME policy for human resource development and finding talent to support long-term growth?

- Khun Salilip explained: DOHOME has moved to Bangkok for about 2 years. We Recruits Top Management has been attending for a while. As for the original team, there is a Promote too. During this time, DOHOME has expanded branches to Surin, Maptaphut or Laem chabang. The HR department has set up a happy project near the house. Full support Company in this year and the next year, the Company focusing on personnel development fully which can be seen that after we returned to open branches normally after



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unlocking the Company sales amount that can be done is positive, I appreciated DOHOME team for their efforts, united together to fight to pass well all the staff are quite encouraging and cooperate well with the Company.

31. Khun Kachen Benjakul, a shareholder, submits a question: Is there a plan to open more than 3 branches per year?

- Khun Salilip explained: In 2020, this will be the first year that DOHOME has opened 3 branches at the same time. Therefore, consider the results of this year first. If the result is as expected Should be able to accelerate the expansion of more than 3 branches per year.

32. Khun Kachen Benjakul, a shareholder, submits a question: How many branches of DOHOME can be nationwide in the next 10 years?

- Khun Salilip explained: Looking at 10 years might be quite far away. But as I learned in the beginning for the expansion of 3 branches each year in 2020-2021, as well as the other 3 branches in 2022, debt to equity should not be more than 2. Therefore, the branch can be continuously expanded continuously.

33. Khun Kachen Benjakul, a shareholder, submits a question: What percentage of consignment plans?

- Khun Salilip explained: Consignment may be next year in some product groups. But the proportion is still not that much Because gradually Start making each product group one by one. Therefore, it will be another part that will help stock turnover at least lower.

34. Khun Anu Wongsarakit, a shareholder, submits a question: What is the proportion of customers? Which customer trends are improving? How are government customers?

- Khun Salilip explained: The customers of DOHOME that can be separated from the member will have End-users customers with the proportion of 50-58% with a proportion of approximately 18-22% of the contractor customer group with a proportion of about 19-23% and customers of government agencies or state enterprises With a proportion of 1-2%, which this proportion each year does not change significantly

35. Khun Kachen Benjakul, a shareholder, submits a question: suggested that DOHOME issue WARRANT in order to have capital to support future branch expansion and would like to consider the issuance of ESOP, EJIP to motivate employees and attract talented employees to work.

- Khun Salilip explained: From the question for this matter, the Company has already considered. Thank you for the advice.

- End of Q&A -



บริษัท ดูโฮม จำกัด (มหาชน)
อาคารอรรถนิษฐ์ เลขที่ 60 ถนนวิภาวดีรังสิต
แขวงสามเสนใน เขตพญาไท กรุงเทพมหานคร 10400

(Translation)

CSU ถูก ดี

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The Chairman asked whether there was any question to be raised, but no shareholder raised any issue. Thus, the Chairman declared the meeting adjourned. The Chairman, thanks the shareholders for attending the meeting and gave useful suggestions and the Board of Directors will be considered further.

The Chairman informed the Meeting that the Company would prepare the minutes of the 2020 Annual General Meeting of Shareholders within 14 days from the date of the Meeting, which would be posted on the Company's website at www.dohome.co.th. The shareholders who would like to propose a material amendment of minutes of shareholders meeting, please inform the Company Secretary at within 30 days after the dissemination.

Meeting Closing at 4.14 p.m. by there were shareholders and proxies total 682 person attending to the meeting which was equal to 1,455,030,083 shares.

Sign

Chairman of the Meeting

(Mr. Chatrchai Tuongratanaphan)

Chairman of the Board of Directors

Sign

(Ms. Mayuree Seeta)

Company Secretary

Minutes Recorder