

2018

Annual Shareholders' Meeting

June 18, 2018

Crown Plaza Manila Galleria

AGENDA

- I. Call to Order**
- II. Certification of Notice and Determination of Quorum**
- III. Approval of the Minutes of the Annual Meeting of the Stockholders held on 19 June 2017**
- IV. Presentation and Approval of Annual Report and Financial Statements as of 31 December 2017**
- V. Ratification of all Acts and Resolutions of the Board of Directors and Management during the Preceding Year**
- VI. Election of Directors**
- VII. Appointment of External Auditor**
- VIII. Other Matters**
- IX. Adjournment**

| Call to Order



II

Certification of Notice and Determination of Quorum





Approval of the Minutes of the Annual Meeting of the Stockholders held on 19 June 2017



WILCON DEPOT: FROM HUMBLE BEGINNINGS TO 40 YEARS OF BEING A HOUSEHOLD NAME IN HOMEBUILDING SUPPLIES

FOR FOUR DECADES, Wilcon Depot has established itself as a trusted name in the retail construction industry, supplying high-grade materials and excellent services to its customers. A pioneer in the industry, the company was founded in 1977 and started from humble beginnings as a small hardware store.



Driven by its commitment to help Filipino build and prosper, Wilcon Depot has steadily grown, offering a wide range of merchandise such as tiles, plumbing, acrylic, appliances, and other DIY items such as carpenter's, building and remodeling, hardware, construction, and furniture.



“ WILCON LAUNCHES NEW BRAND AMBASSADORS AND PARTNERSHIP WITH GROHE AND FRANKE ”

Presentation and Approval of Annual Report and Financial Statements as of 31 December 2017



FOUNDER'S MESSAGE

WILCON

DEPOT





Trusted to deliver value



Suppliers' reliable partner



Customers' continued patronage

WILCON

DEPOT

Indispensable partners of

Homeowners and homebuilders
In their home construction and improvement projects

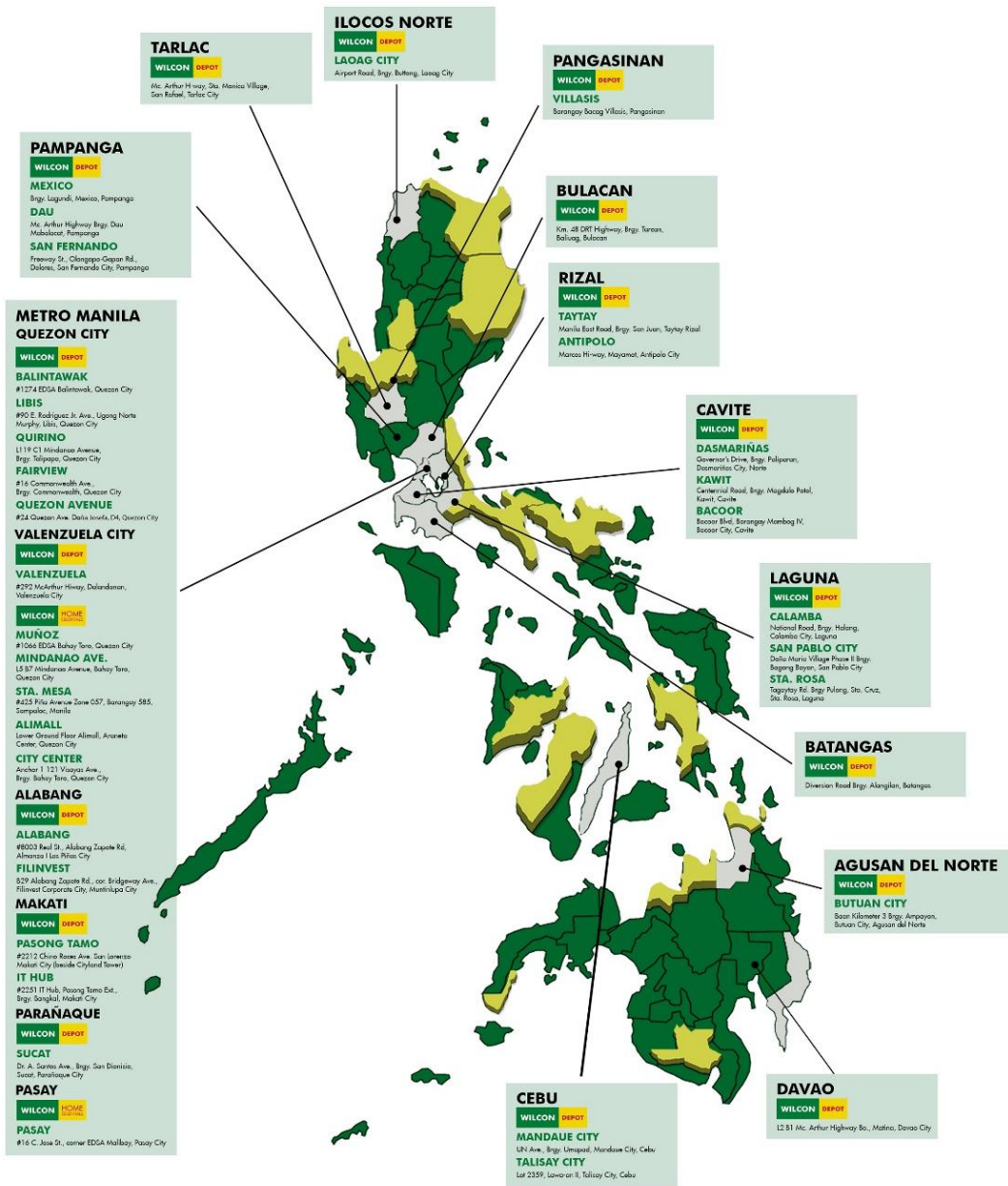


As trailblazers we pioneered the

modern retail trade, transforming our stores to become what they are today

- customer-focused,
with product choices
that have meaningful depth and breadth
and peopled by customer experts
who offer quality solutions
to help every homeowner and homebuilder
realize their dream homes and projects.






43
Stores

INDUSTRY LEADER




CONTINUE TO TRAILBLAZE




Pave the way for modern trade in new markets



Offer comfort and convenience



Provide scale, variety and consistent quality of products



Equip stores with well-trained and knowledgeable customer experts



We are not **letting up** in our expansion plan as we continue to **believe** in the **stability and resiliency** of the Philippine economy and remain bullish in the growth potential of our market

**THANK
YOU**

PRESIDENT'S REPORT

WILCON

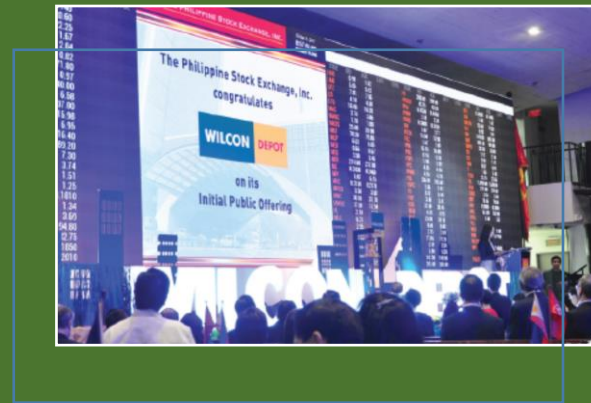
DEPOT



2017

I'M A **TRAILBLAZER**

Initial Public Offering



One-stop shopping destination



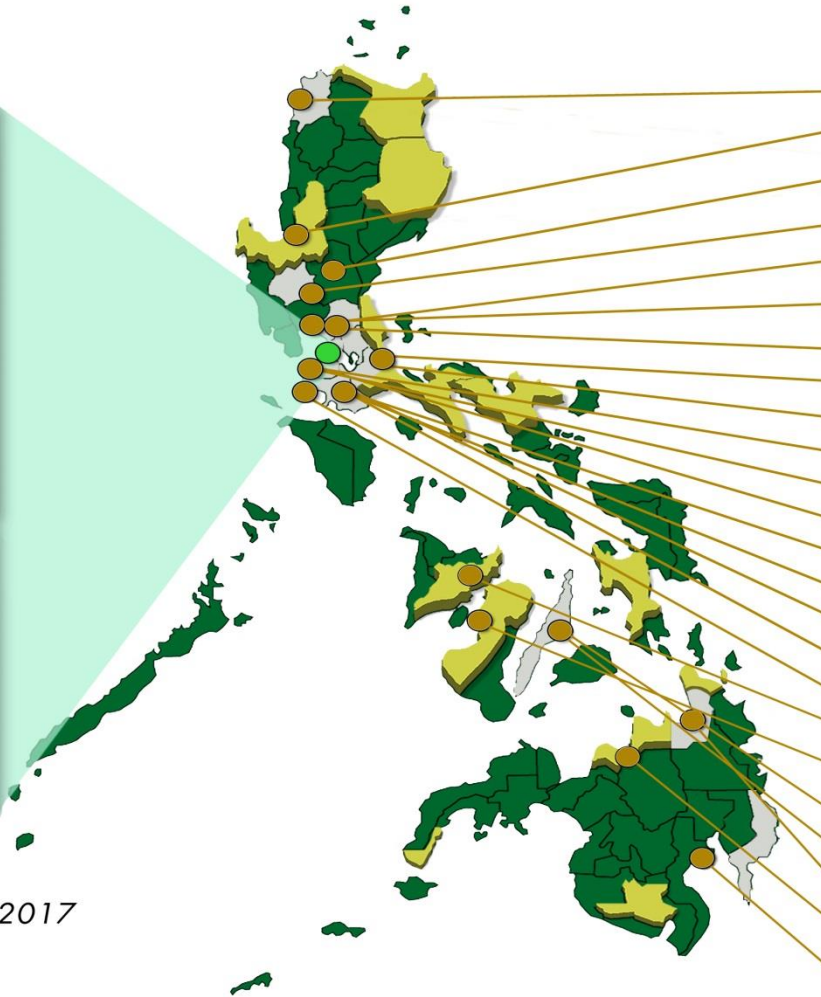
“40 at 40”



41 Stores

METRO MANILA (DEPOT)	
1	VALENZUELA CITY
2	FAIRVIEW
3	QUIRINO
4	BALINTAWAK
5	QUEZON AVENUE
6	LIBIS
7	WILCON IT HUB
8	PASONG TAMO
9	SUCAT
10	ALABANG
11	FILINVEST

METRO MANILA (HOME ESSENTIALS)	
1	MINDANAO AVENUE
2	CITY CENTER, VISAYAS AVENUE
3	MUÑOZ
4	ALI MALL
5	STA. MESA
6	PASAY CITY



NATIONWIDE (DEPOT)	
1	LAOAG, ILOCOS NORTE
2	VILLASIS, PANGASINAN
3	CABANATUAN CITY, NUEVA ECIJA
4	TARLAC CITY
5	DAU, PAMPANGA
6	SAN FERNANDO, PAMPANGA
7	MEXICO, PAMPANGA
8	BALIUAG, BULACAN
9	TAYTAY, RIZAL
10	ANTIPOLO CITY, RIZAL
11	DASMARIÑAS CITY
12	KAWIT, CAVITE
13	MOLINO, CAVITE
14	CALAMBA CITY, LAGUNA
15	SAN PABLO CITY, LAGUNA
16	STA. ROSA CITY, LAGUNA
17	BATANGAS CITY
18	JARO, ILOILO
19	TALISAY - BACOLOD, NEGROS OCCIDENTAL
20	MANDAUE CITY, CEBU
21	TALISAY CITY, CEBU
22	BUTUAN CITY
23	CAGAYAN DE ORO CITY, MISAMIS ORIENTAL
24	MATINA, DAVAO

Luzon
ex-NCR
17 stores

Visayas
4 stores

Mindanao
3 stores

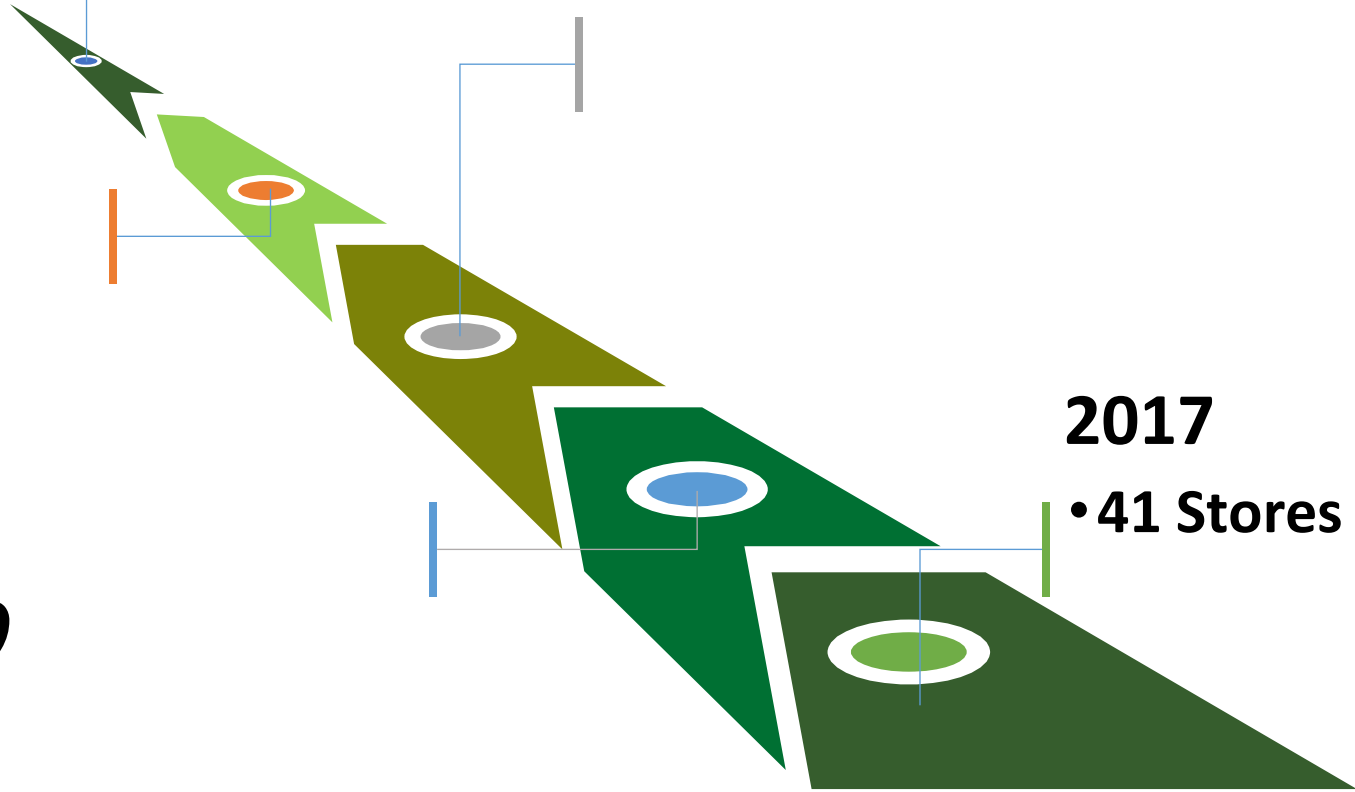
* as of December 13, 2017



2021

• 65 Stores

“65
by
2021”



2017

• 41 Stores

2017 Store Openings



WILCON BUTUAN OPENING



WILCON BACOLOD-TALISAY OPENING



WILCON CAGAYAN DE ORO OPENING



WILCON CABANATUAN OPENING



Contribution of Higher Margin Products

Select Exclusive brands



In-house brands



Process improvements



Manpower training enhancements



Increased collaborations with partner-suppliers

More dynamic yet better-targeted marketing campaigns



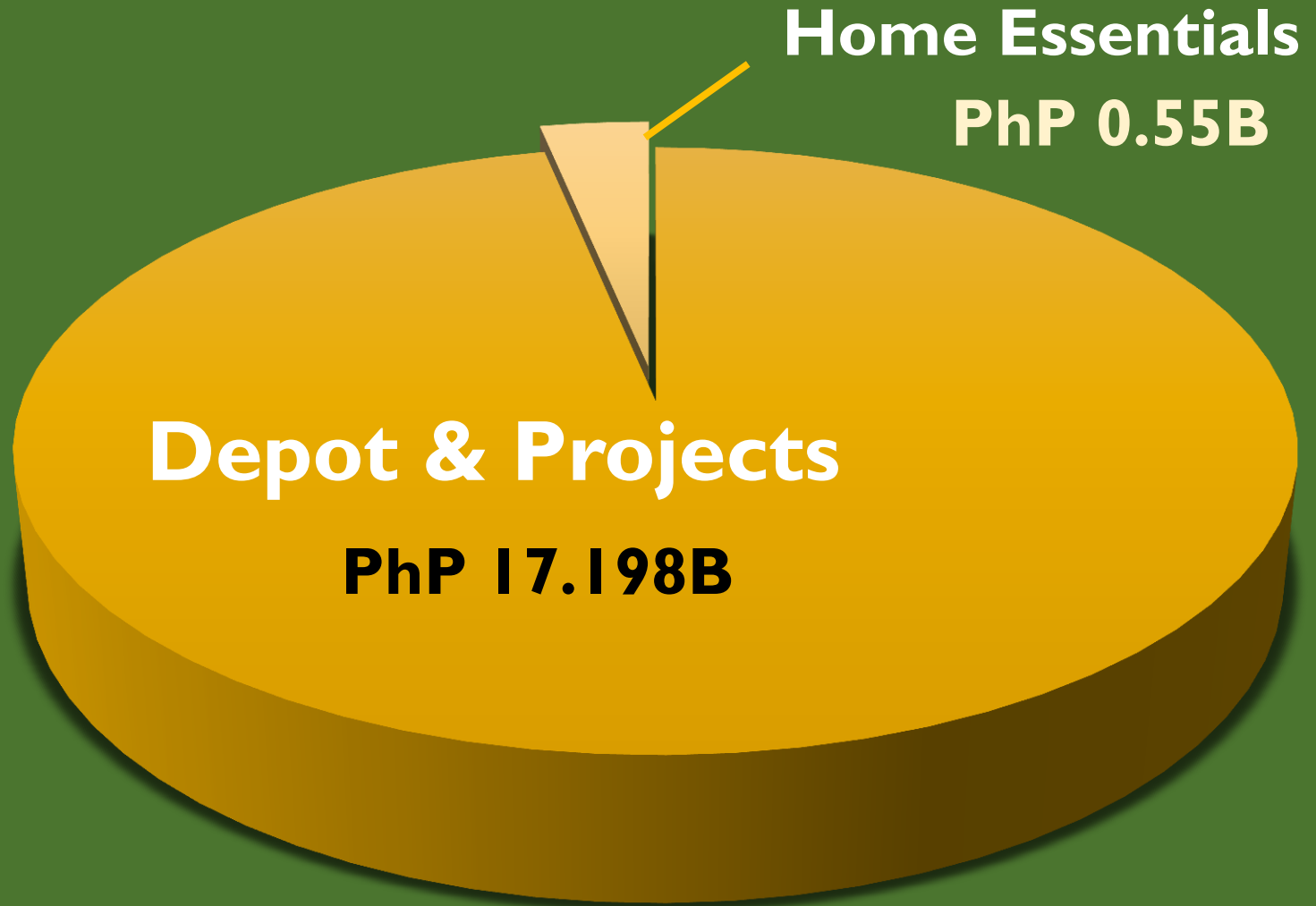
2017 Financial Performance

PHP 17.748 B

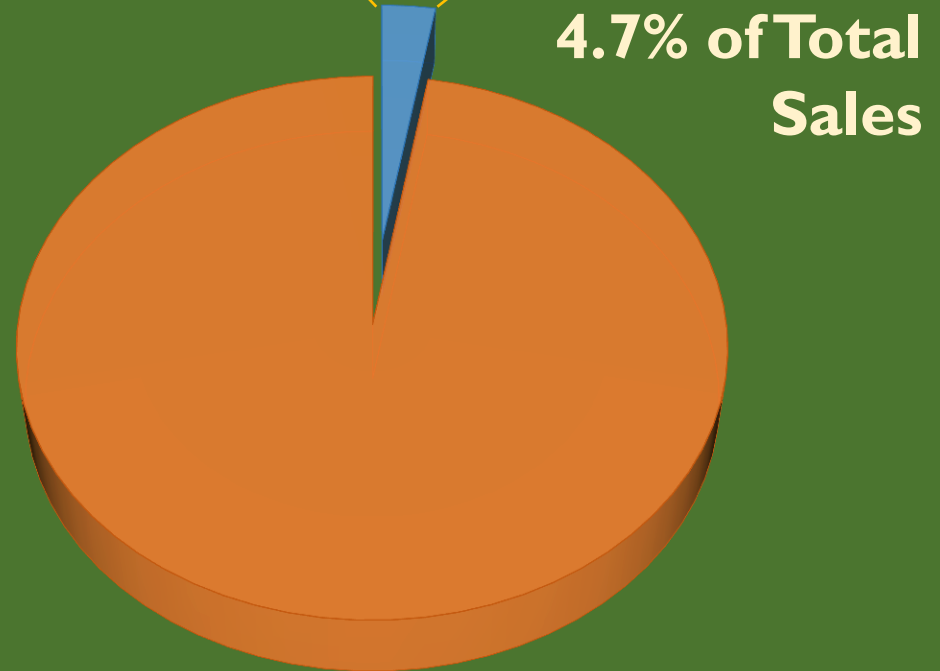
SALES



Depot vs Home Essentials Net Sales



New Stores' Contribution To Total Sales



Income Statement Highlights

In PhP MM	FY 2017	% of Sales	FY 2016	% of Sales
NET SALES	17,748	100.00	12,298	100.00
COST OF SALES	12,482	70.33	8,999	73.18
GROSS INCOME	5,266	29.67	3,299	26.82
OPERATING EXPENSES	-3,596	20.26	-2,287	18.60
OPERATING INCOME	1,670	9.41	1,012	8.23
OTHER INCOME - Net	185	1.04	34	0.27
EBIT	1,856	10.46	1,046	8.50
INTEREST EXPENSE	-22	0.12	-30	0.25
INCOME BEFORE TAX	1,834	10.33	1,015	8.26
INCOME TAX	448	2.53	129	1.05
NET INCOME	1,385	7.81	887	7.21
Depreciation	104	0.59	63	0.51
EBITDA	1,960	11.04	1,108	9.01

*Commercial operations commenced April 1, 2016. The retail business operated under the Parent prior to April 1, 2016

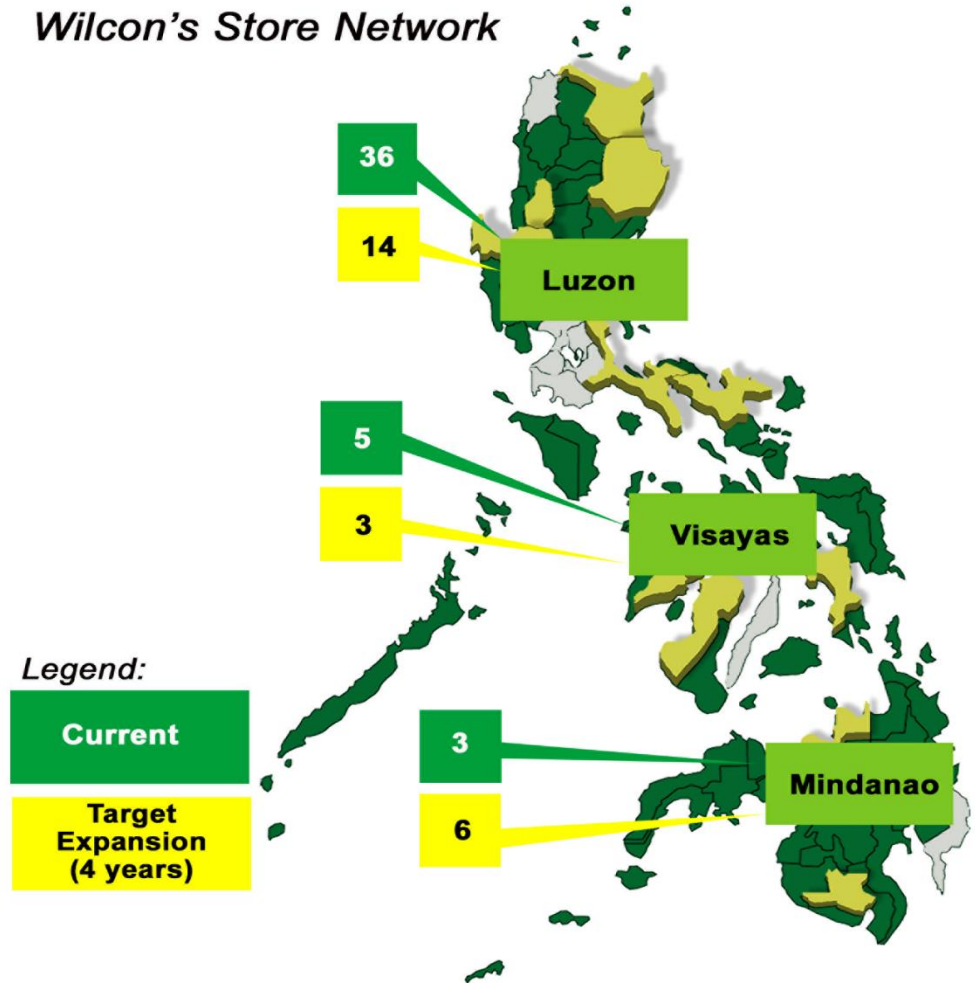
Balance Sheet Highlights

In PhP MM

	Audited December 31, 2017	Audited December 31, 2016
Current Assets	11,748	8,406
Noncurrent Assets*	4,277	737
Total Assets	16,024	9,144
Current Liabilities	3,725	4,497
Noncurrent Liabilities	381	1,064
Total Liabilities	4,106	5,561
Capital Stock	4,100	2,706
Additional Paid-in Capital	5,374	-
Other Comprehensive Loss	173	-10
Retained Earnings	2,272	886
Total Equity	11,918	3,582

Expansion
to new and
within
existing
markets

Wilcon's Store Network



More
vigorous
product
development
and sourcing
to keep pace
with evolving
design
concepts and
technology



We look forward to **expanding** into new markets and introducing the **WILCON** brand of quality products and customer service to attain our **growth targets** and maintain our **leadership** in our space.

On behalf of the Board of Directors

Thank you

Employees

Suppliers

Shareholders

Customers

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Ratification of all Acts and Resolutions of the Board of Directors and Management during the Preceding Year



1. Ms. Lorraine C. Belo-Cincochan
2. Mr. Mark Andrew Y. Belo
3. Ms. Careen Y. Belo

Independent Directors:

4. Mr. Bertram B. Lim
5. Mr. Ricardo S. Pascua
6. Mr. Rolando S. Narciso
7. Mr. Delfin L. Warren

VII Appointment of External Auditor



REYES TACANDONG & Co.
FIRM PRINCIPLES. WISE SOLUTIONS.

VIII Other Matters



**THANK
YOU**