



June 17, 2019
Ruby B, 4th Floor
Crowne Plaza Manila Galleria

WILCON **DEPOT** **2019**
ANNUAL STOCKHOLDERS' MEETING



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 18 June 2018**
- IV. Presentation and Approval of Annual Report and Financial Statements as of 31 December 2018**
- 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



Certification of Notice & Determination of Quorum



Approval of Minutes of Previous Meeting



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





FOUNDER'S MESSAGE

PRESIDENT'S REPORT

WILCON **DEPOT**



I'M A **TRAILBLAZER**

WILCON

DEPOT

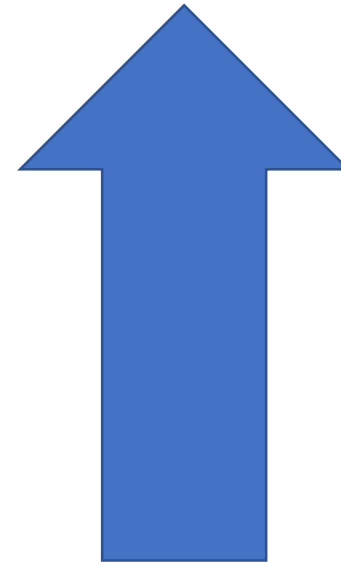
Initial Public Offering



2017 BEST IPO AWARD



We marched on in 2018, **building** on the gains we realized in 2017. We **opened more stores** and in new locations, we **expanded** our product offerings and introduced **new exclusive brands** and in-house products.



2017 Store Openings

WILCON

DEPOT

2018 Store Openings



Wilcon Depot Tacloban, Leyte



Wilcon Depot General Trias, Cavite



Wilcon Depot Silang, Cavite



Wilcon Depot Zamboanga



Wilcon Depot Lipa City, Batangas



Wilcon Depot General Santos City



Wilcon Depot Puerto Princesa, Palawan



Wilcon Depot Naga City

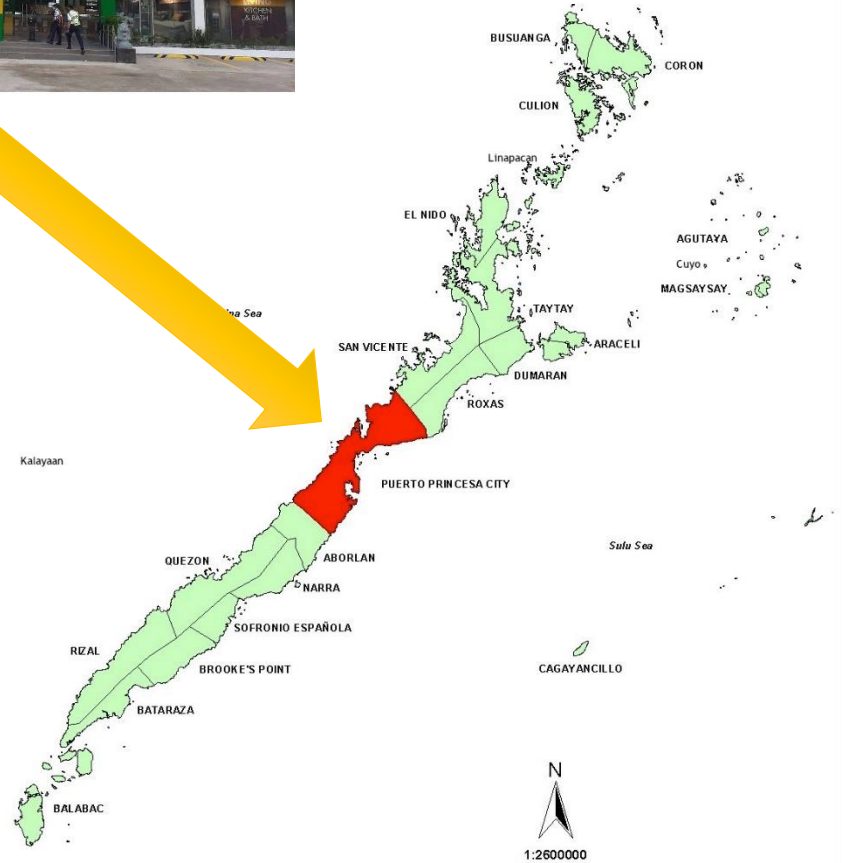
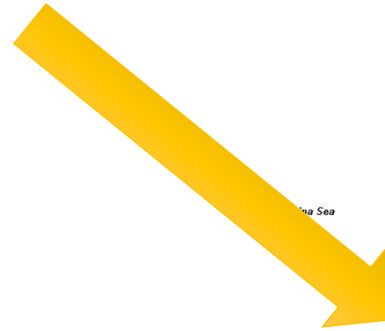
2018 Store Openings



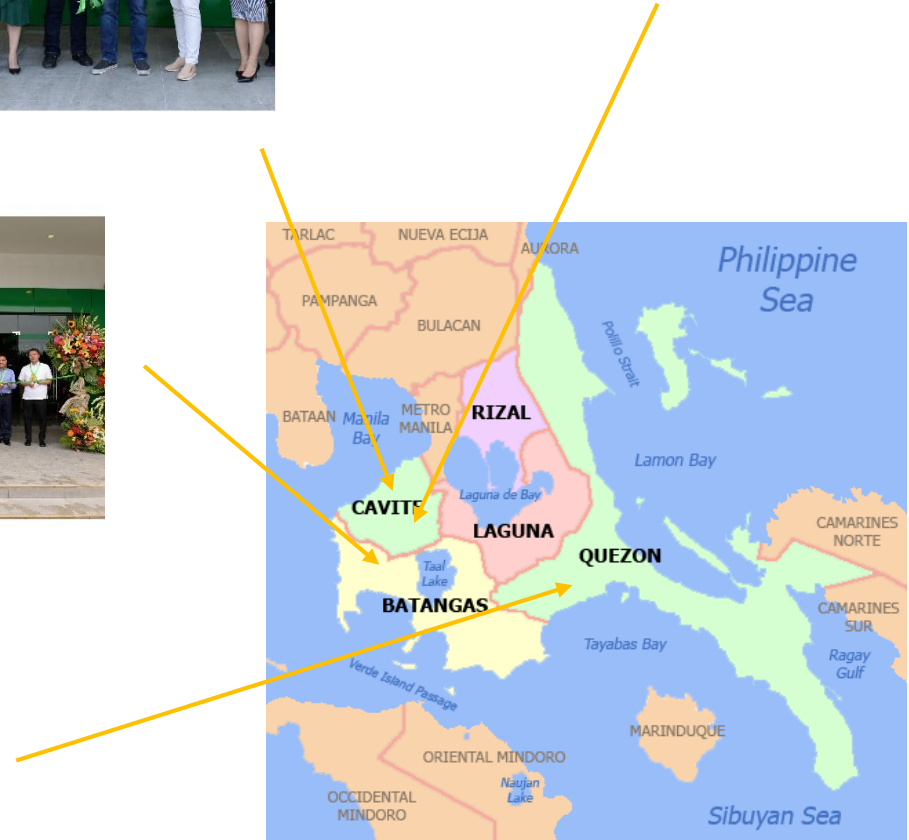
2018 Store Openings



2018 Store Openings



2018 Store Openings



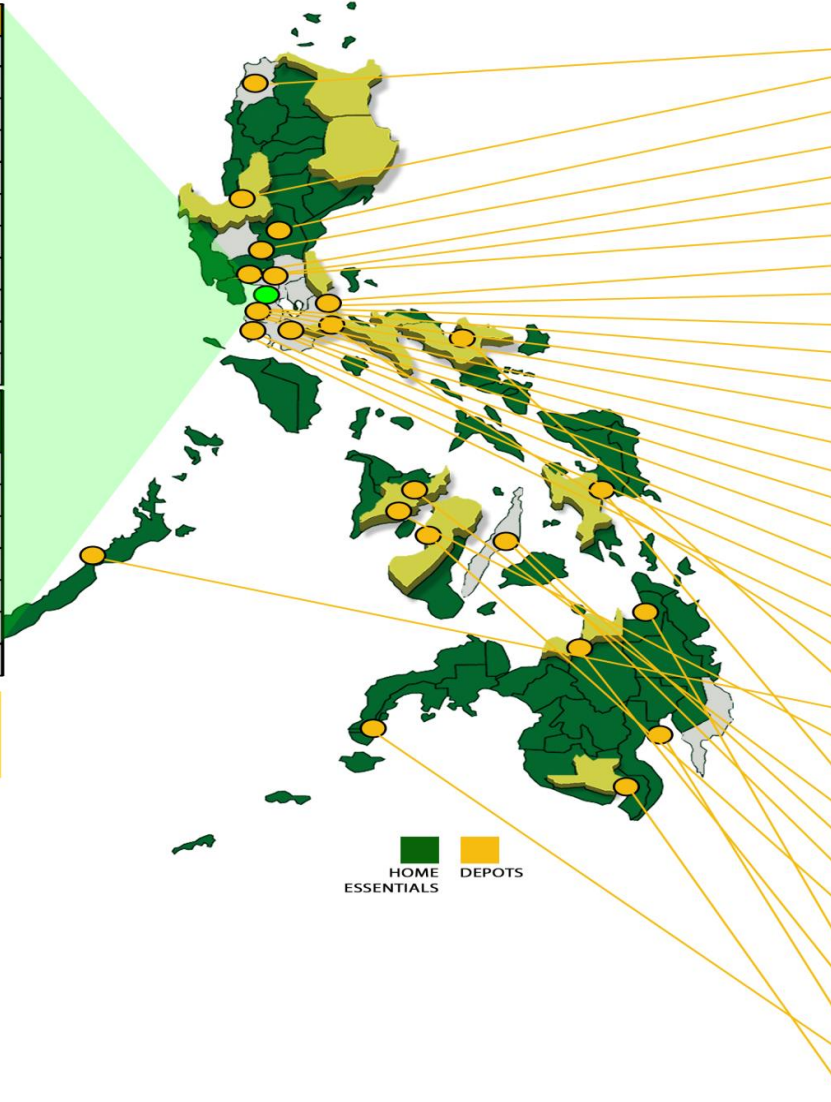
51 Stores

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

| METRO MANILA (HOME ESSENTIALS) | |
|--------------------------------|-----------------------------|
| 1 | MINDANAO AVENUE |
| 2 | CITY CENTER, VISAYAS AVENUE |
| 3 | MUÑOZ |
| 4 | ALI MALL |
| 5 | STA. MESA |
| 6 | PASAY CITY |
| 7 | LIBIS |



* as of December 2018



HOME ESSENTIALS DEPOTS

| 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 | GENERAL, TRIAS |
| 13 | KAWIT, CAVITE |
| 14 | MOLINO, CAVITE |
| 15 | SILANG, CAVITE |
| 16 | CALAMBA CITY, LAGUNA |
| 17 | SAN PABLO CITY, LAGUNA |
| 18 | STA. ROSA CITY, LAGUNA |
| 19 | BATANGAS CITY |
| 20 | LIPA CITY |
| 21 | TAYABAS, QUEZON |
| 22 | NAGA CITY |
| 23 | PUERTO PRINCESA |
| 24 | MANDURRIAO, ILOILO CITY |
| 25 | TACLOBAN CITY, LEYTE |
| 26 | JARO, ILOILO |
| 27 | TALISAY CITY, CEBU |
| 28 | MANDAUE CITY, CEBU |
| 29 | TALISAY - BACOLOD, NEGROS OCCIDENTAL |
| 30 | BUTUAN CITY |
| 31 | CAGAYAN DE ORO CITY, MISAMIS ORIENTAL |
| 32 | MATINA, DAVAO |
| 33 | ZAMBOANGA |
| 34 | GENERAL SANTOS |

Luzon
ex-Metro
Manila –
23 stores

Visayas –
6 stores:
5 depots/
1 HE

Mindanao –
5 stores

Partnerships and Collaborations



◀ **GEBERIT AND WILCON EXCLUSIVE PARTNERSHIP CONTRACT SIGNING December 4, 2018** – Wilcon Depot secured an exclusive partnership with Geberit, a sanitaryware brand offering innovative solutions for your bathroom needs.

REHAU AND WILCON EXCLUSIVE PARTNERSHIP ▶

December 14, 2018 – Wilcon Depot signed an exclusive partnership with Rehau, an international brand that provides polymer-based solutions for construction and automotive industry. Rehau's premium products are a perfect addition to Wilcon's growing number of trusted brands recognized locally and internationally.



◀ **PARTNERSHIP WITH THE GREEN ARCHITECTURE ADVOCACY PHILIPPINES (GREEN AP)**

Wilcon Depot celebrated a decade-long fruitful partnership with the Green AP for a mutual advocacy of promoting sustainable development of the built environment.

PARTNERSHIP WITH UNITED ARCHITECTS OF THE PHILIPPINES (UAP) ▶

Wilcon Depot reaffirmed its partnership with the United Architects of The Philippines (UAP) and supported their advocacy campaign, "For your plans and designs, get an architect."



Exhibits and Expos

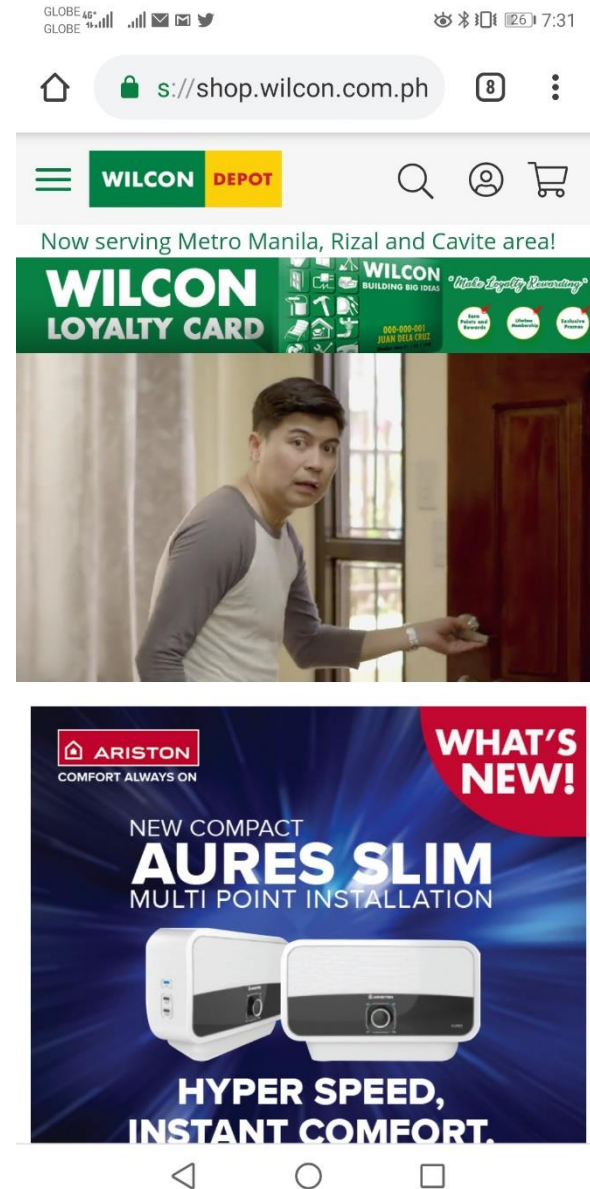


2018 ASEAN BUSINESS AWARDS



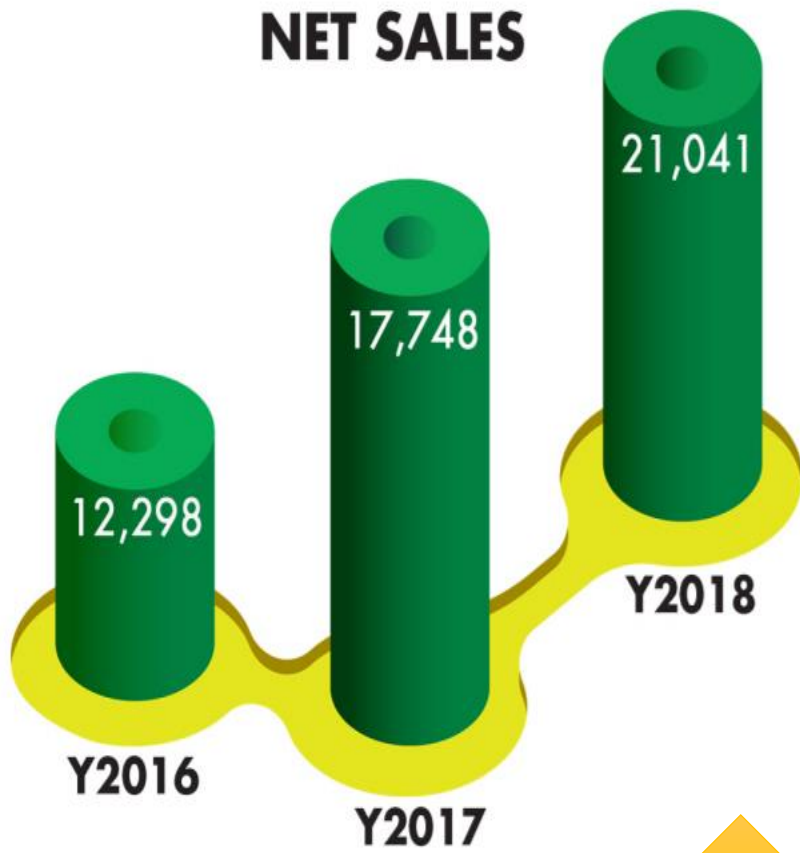


Laying the Groundwork for E-Commerce



2018 Financial Performance

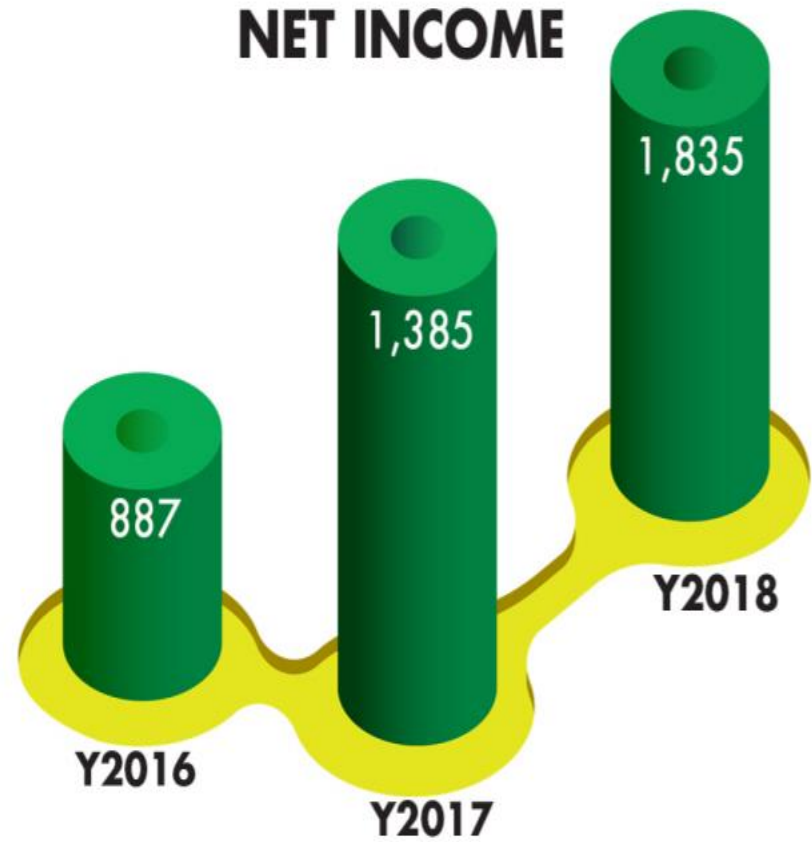
NET SALES



18.6%



NET INCOME



32.5%



*Commercial operations under WDI commenced April 1, 2016

WILCON

DEPOT

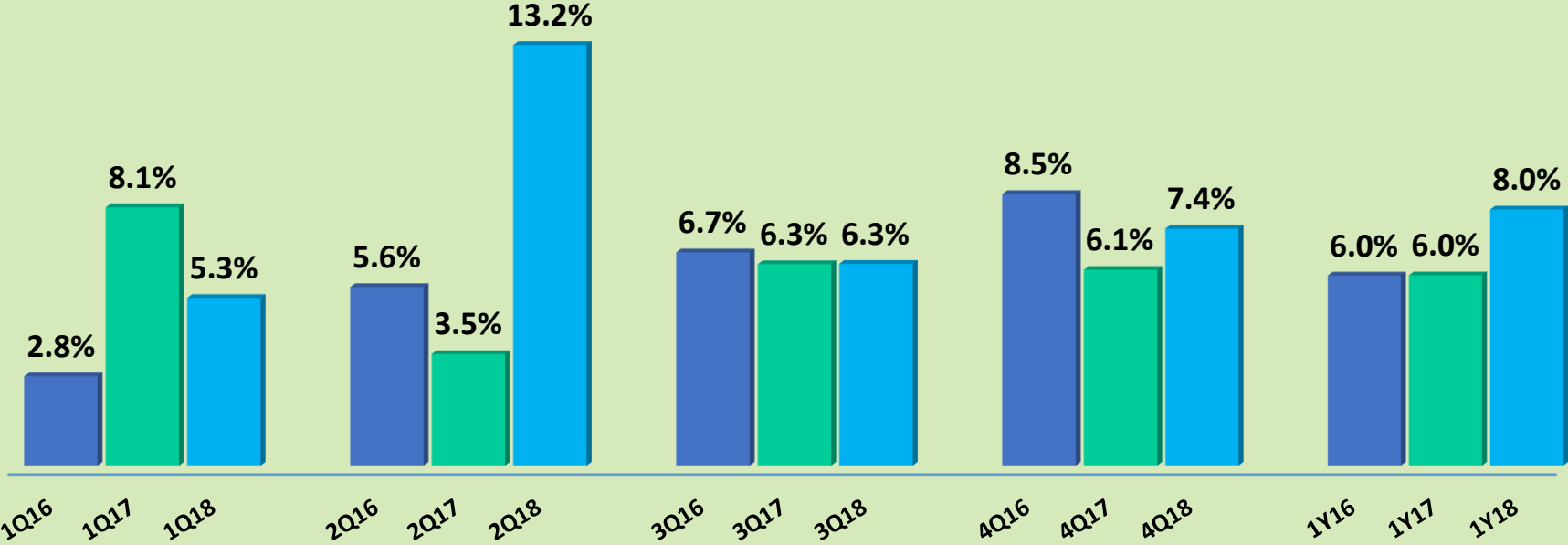
PhP 21.041 B

18.6%

SALES



Comparable Sales Growth Quarterly Trend



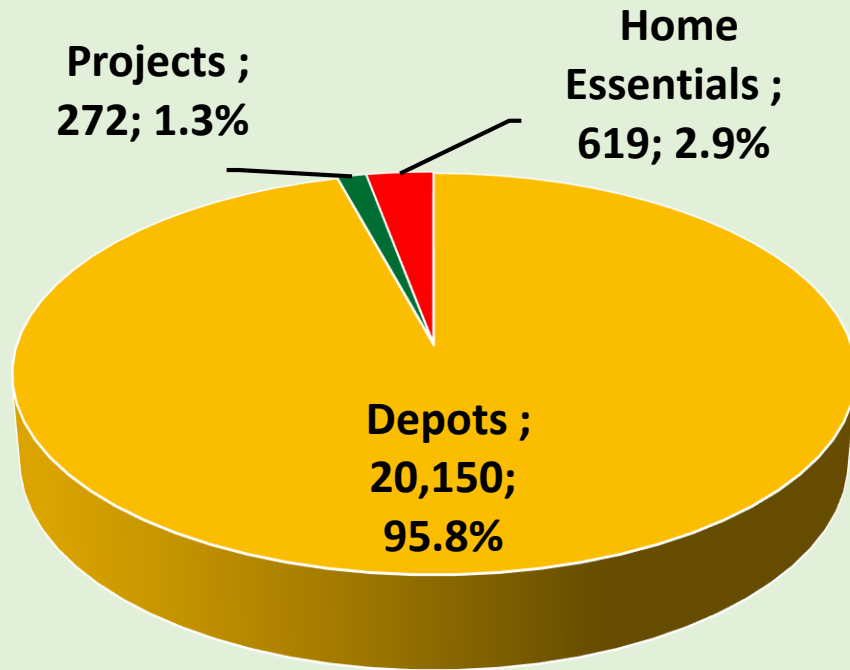
New Stores' Contribution To Total Increase in Net Sales



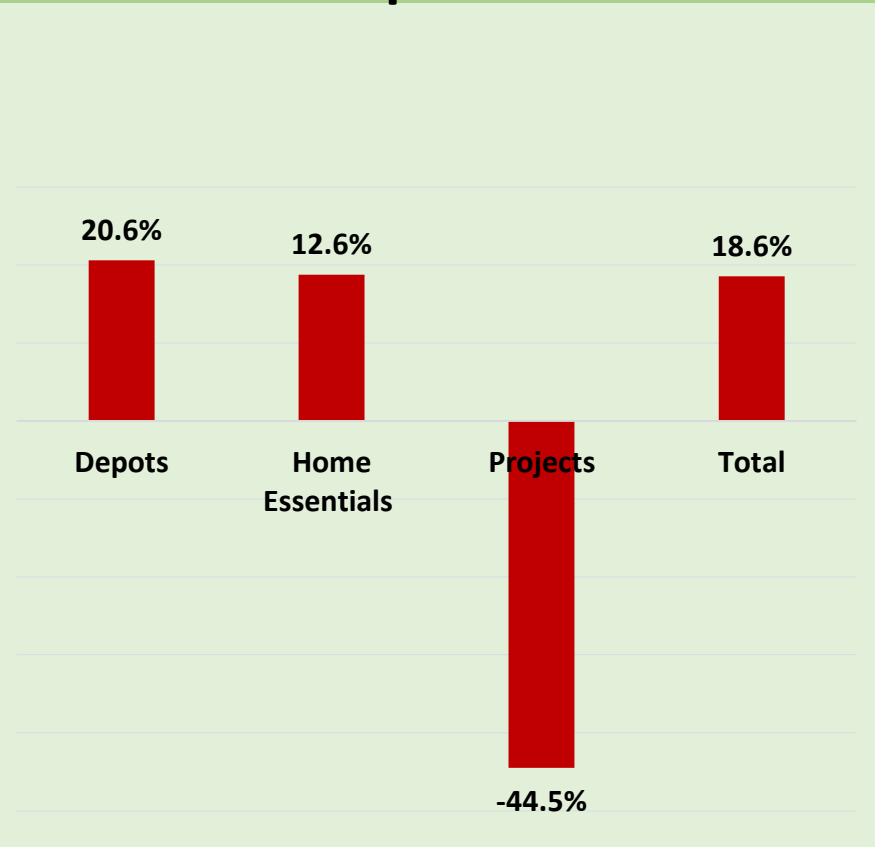
P3.294 B Increase in Net Sales

Sales Contribution

Sales Breakdown



Sales Growth per Store Format



Income Statement Highlights

| (In PHP MM) | FY 2018 | % of Sales | FY 2017 | % of Sales |
|--------------------------|---------------|--------------|---------------|--------------|
| NET SALES | 21,041 | 100.0 | 17,748 | 100.0 |
| COST OF SALES | 14,438 | 68.6 | 12,482 | 70.3 |
| GROSS INCOME | 6,603 | 31.4 | 5,266 | 29.7 |
| OPERATING EXPENSES | -4,421 | 21.0 | -3,596 | 20.3 |
| OTHER INCOME – NET | 359 | 1.7 | 185 | 1.0 |
| INTEREST EXPENSE | | | | |
| | -2 | 0.0 | -22 | 0.1 |
| INCOME BEFORE TAX | 2,540 | 12.1 | 1,834 | 10.3 |
| INCOME TAX | 704 | 3.3 | 448 | 2.5 |
| NET INCOME | 1,835 | 8.7 | 1,385 | 7.8 |

GPM expanded to
31.4%

Income Statement Highlights

| (In PHP MM) | FY 2018 | % of Sales | FY 2017 | % of Sales |
|--------------------------|---------------|--------------|---------------|--------------|
| NET SALES | 21,041 | 100.0 | 17,748 | 100.0 |
| COST OF SALES | 14,438 | 68.6 | 12,482 | 70.3 |
| GROSS INCOME | 6,603 | 31.4 | 5,266 | 29.7 |
| OPERATING EXPENSES | -4,421 | 21.0 | -3,596 | 20.3 |
| OTHER INCOME – NET | 359 | 1.7 | 185 | 1.0 |
| INTEREST EXPENSE | | | | |
| | -2 | 0.0 | -22 | 0.1 |
| INCOME BEFORE TAX | 2,540 | 12.1 | 1,834 | 10.3 |
| INCOME TAX | 704 | 3.3 | 448 | 2.5 |
| NET INCOME | 1,835 | 8.7 | 1,385 | 7.8 |

OPEX increased
22.9%

Income Statement Highlights

| (In PHP MM) | FY 2018 | % of Sales | FY 2017 | % of Sales |
|--------------------------|---------------|--------------|---------------|--------------|
| NET SALES | 21,041 | 100.0 | 17,748 | 100.0 |
| COST OF SALES | 14,438 | 68.6 | 12,482 | 70.3 |
| GROSS INCOME | 6,603 | 31.4 | 5,266 | 29.7 |
| OPERATING EXPENSES | -4,421 | 21.0 | -3,596 | 20.3 |
| OTHER INCOME – NET | 359 | 1.7 | 185 | 1.0 |
| INTEREST EXPENSE | | | | |
| | -2 | 0.0 | -22 | 0.1 |
| INCOME BEFORE TAX | 2,540 | 12.1 | 1,834 | 10.3 |
| INCOME TAX | 704 | 3.3 | 448 | 2.5 |
| NET INCOME | 1,835 | 8.7 | 1,385 | 7.8 |

Other Income Up
93.9%

CAPEX

P2.098 B



Wilcon Depot Tarloban, Leyte



Wilcon Depot General Trias, Cavite



Wilcon Depot Silang, Cavite



Wilcon Depot Zamboanga



Wilcon Depot Tayabas, Quezon



Wilcon Depot Lipo City, Batangas



Wilcon Depot General Santos City

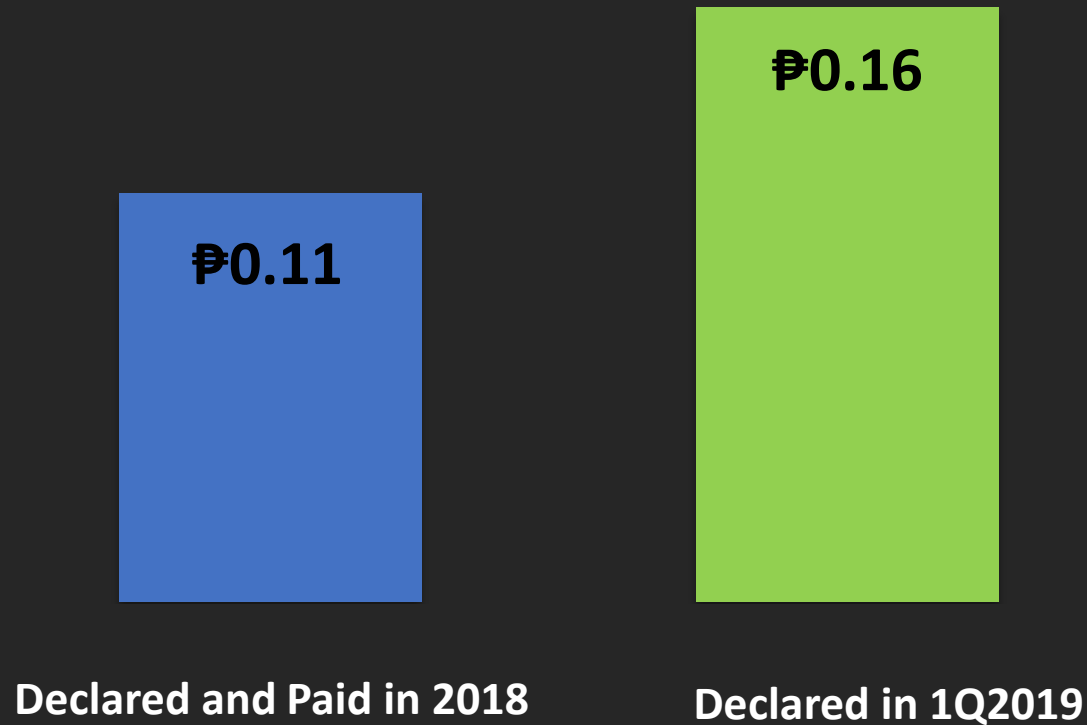


Wilcon Depot Puerto Princesa, Palawan



Wilcon Depot Naga City

Cash Dividends Per Share



Balance Sheet Highlights

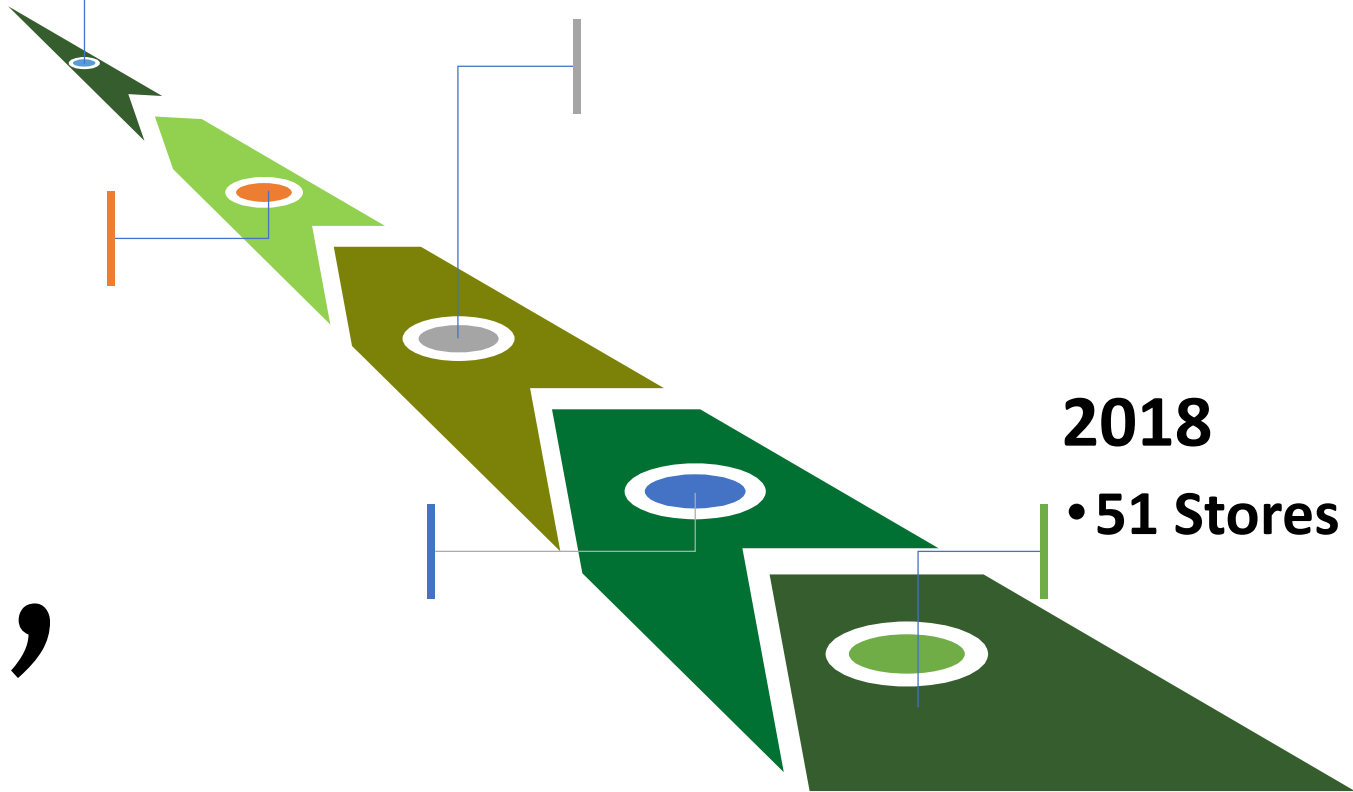
| (In PHP MM) | Audited Dec 31, 2018 | Audited Dec 31, 2017 |
|----------------------------|----------------------|----------------------|
| Current Assets | 11,368 | 11,748 |
| Noncurrent Assets* | 6,134 | 4,277 |
| Total Assets | 17,502 | 16,024 |
| Current Liabilities | 4,171 | 3,725 |
| Noncurrent Liabilities | 118 | 381 |
| Total Liabilities | 4,290 | 4,106 |
| Capital Stock | 4,100 | 4,100 |
| Additional Paid-in Capital | 5,374 | 5,374 |
| Other Comprehensive Loss | 83 | 173 |
| Retained Earnings | 3,656 | 2,272 |
| Total Equity | 13,212 | 11,918 |



2020

• 65 Stores

“65
by
2020”



We are in the process of completing our plans for the next phase of **WILCON's** roadmap... We are always excited not only to serve **new markets** but also to **continually** offer **new and better-value** products to all our customers.

Seek out products that are up-to-date with the changing design concepts and construction technology.



Thank you



Customers

Suppliers

Employees

Shareholders

Ratification of Acts of the Board and Management



6 Election of Directors

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



REYES TACANDONG & Co.
FIRM PRINCIPLES. WISE SOLUTIONS.



**THANK
YOU**