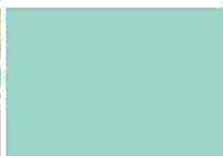




Wilcon Depot, Inc.

1Q2020 Earnings Call



Discussion Agenda

WILCON

DEPOT

1 Results Highlights

2 Financial Results

3 Operating and Financial Statistics

4 Outlook



home
interior



building
materials



doors &
mouldings



tiles



paints &
sundries



plumbing

Results Highlights

Results Highlights

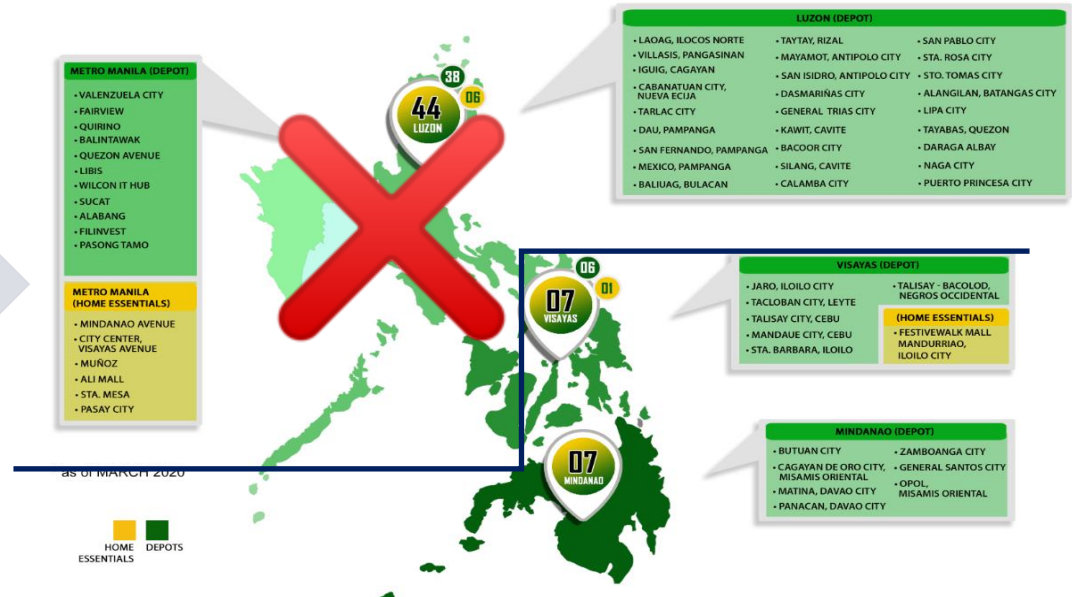
First Quarter 2020

Community Quarantine (CQ)

- Announced Mar 13, effective Mar 15
- Hardware/home improvement among exempted industries

Enhanced Community Quarantine (ECQ)

- Announced Mar 16, effective Mar 17
- Whole of Luzon but VisMin LGUs implemented their own versions
- Hardware/home improvement no longer exempted



Results Highlights

First Quarter 2020

- Net sales decreased by 2.5% or P143 million to P5.591 billion from P5.734 billion year-on-year
- Gross profit grew 3.1% or P57 million to P1.891 billion with a margin of 33.8% from 32% in 1Q2019
- Contribution of exclusives (in-house and exclusive brands) improved to 50.9% from 48.8% year-on-year
- Net income declined by 32.1% y-o-y to ₱328 million



home
interior



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Financial Results

Net Income dropped by 32.1% to P328 M (1Q2020)

WILCON

DEPOT

(In PHP MM)	1Q2020	% Sales	1Q2019	% Sales	% Growth
Net Sales	5,591	100.0	5,734	100.0	-2.5
Cost of Sales	-3,700	-66.2	-3,900	-68.0	-5.1
Gross Income	1,891	33.8	1,834	32.0	3.1
Operating Expenses	-1,433	-25.6	-1,196	-20.9	19.7
Other Income	75	1.3	59	1.0	27.2
Interest Income	27	0.5	50	0.9	-46.6
Interest Expense	-102	-1.8	-53	-0.9	92.4
Income Before Tax	458	8.2	693	12.1	-33.9
Income tax	-129	-2.3	-209	-3.7	-38.3
Net Income	328	5.9	484	8.4	-32.1

Net Sales down 2.5%

GPM increased to
33.8%

Balance Sheet

(In Php MM)

WILCON **DEPOT**

	Unaudited Mar 31, 2020	Audited Dec 31, 2019
Current Assets	14,895	15,022
Noncurrent Assets	11,368	11,215
Total Assets	26,262	26,237
Current Liabilities	7,625	7,236
Noncurrent Liabilities	4,388	4,339
Total Liabilities	12,013	11,576
Capital Stock	4,100	4,100
Additional Paid-in Capital	5,374	5,374
Other Comprehensive Loss	60	63
Retained Earnings	4,715	5,125
Total Equity	14,249	14,662
Current ratio	1.95	2.08
Quick ratio	0.58	0.66
Debt to equity ratio	0.84	0.79
Return on asset	1.3%	8.1%
Return on equity	2.3%	14.5%

WILCON DEPOT



home interior



building materials



doors & mouldings



tiles



paints & sundries



plumbing

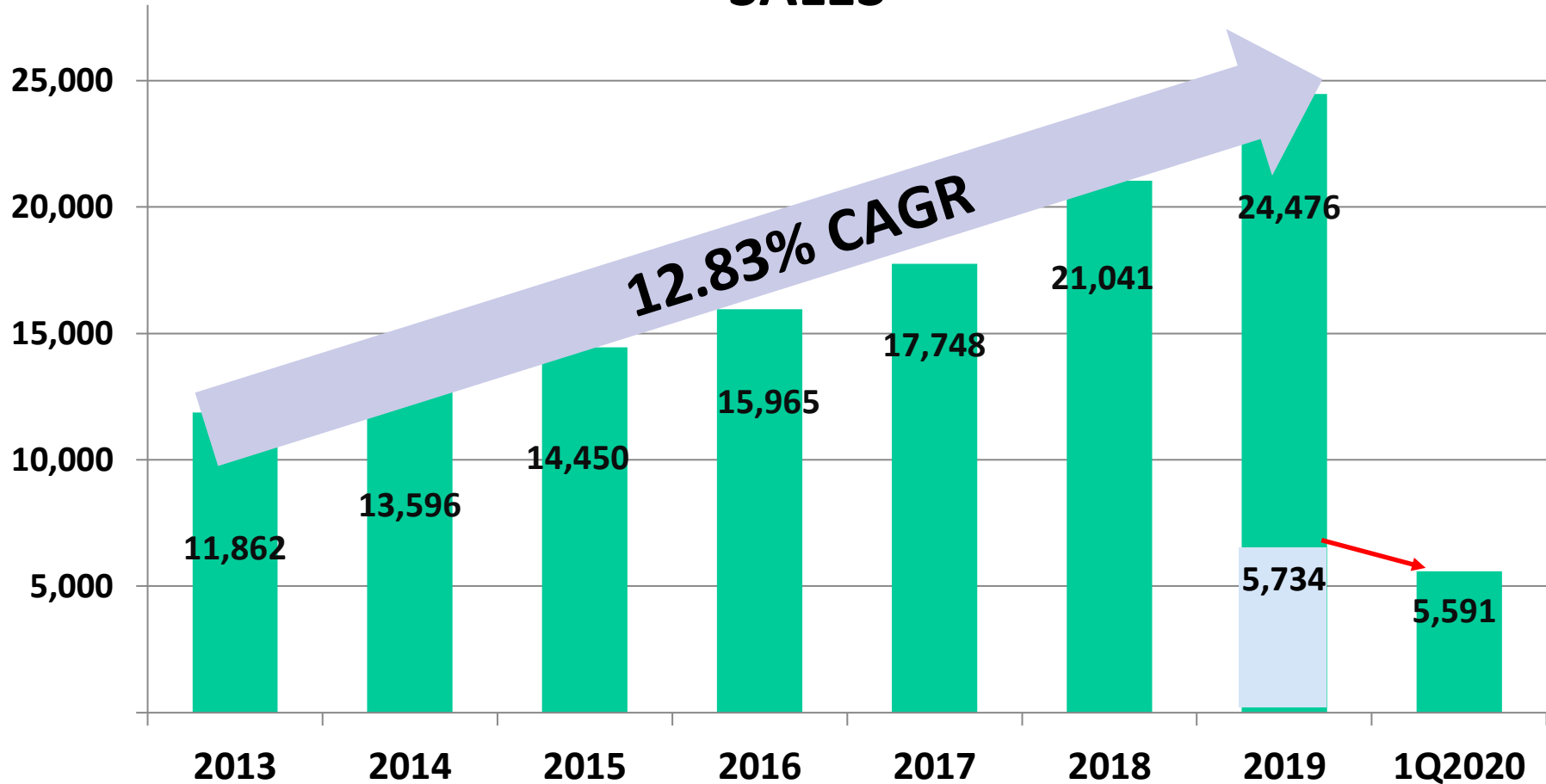
Operating and Financial Statistics

Healthy Sales Growth

WILCON

DEPOT

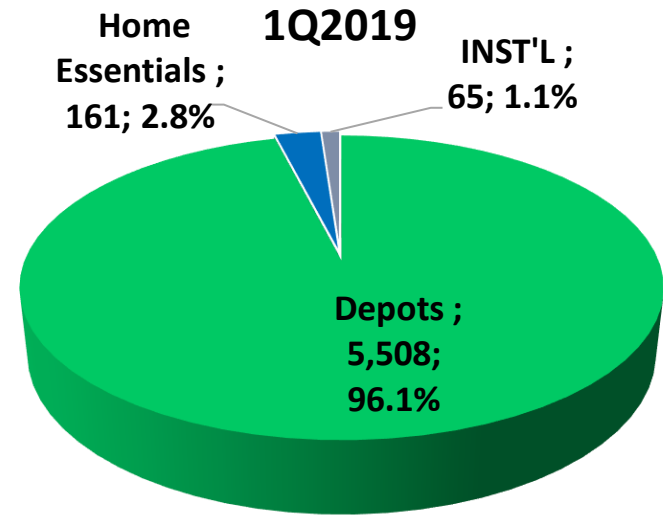
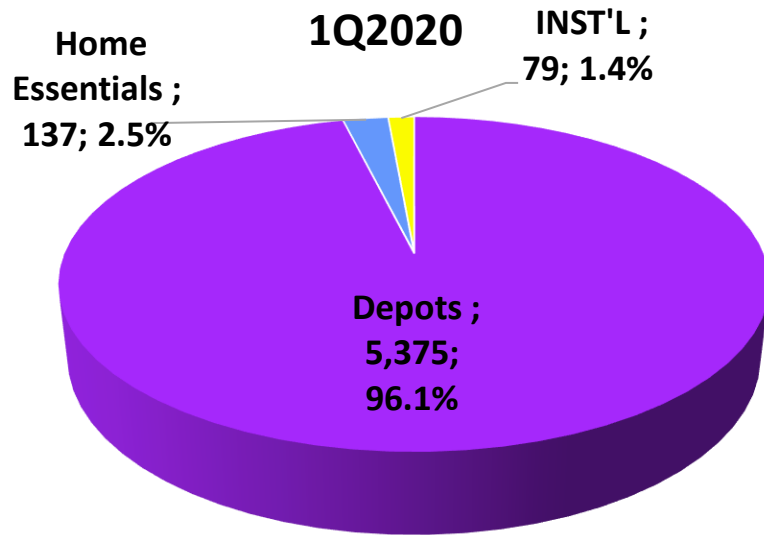
SALES



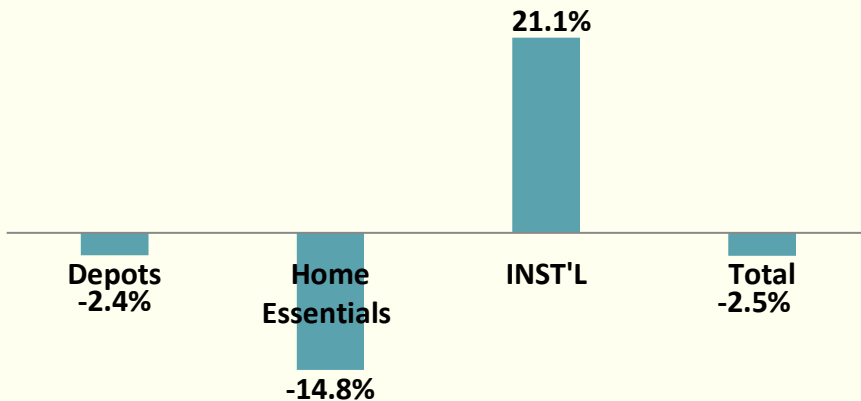
Note: 2013 to 2015 – Pro-forma/Reviewed / 2016 – In-house Pro-forma / 2017 – Actual/Audited
Commercial operations under WDI commenced April 1, 2016

Total Net Sales Breakdown

PhP Millions



Sales Growth per Store Format 1Q2020 vs 1Q2019



Product Category Performance 1Q2020 vs 1Q2019

Better than Average

- Appliances
- Furniture, Furnishings & Houseware
- Building Materials
- Electrical & Lighting
- Plumbing and Sanitary wares



Lower than Average

- Tiles
- Hardware & Tools
- Paints

Comparable Sales Summary

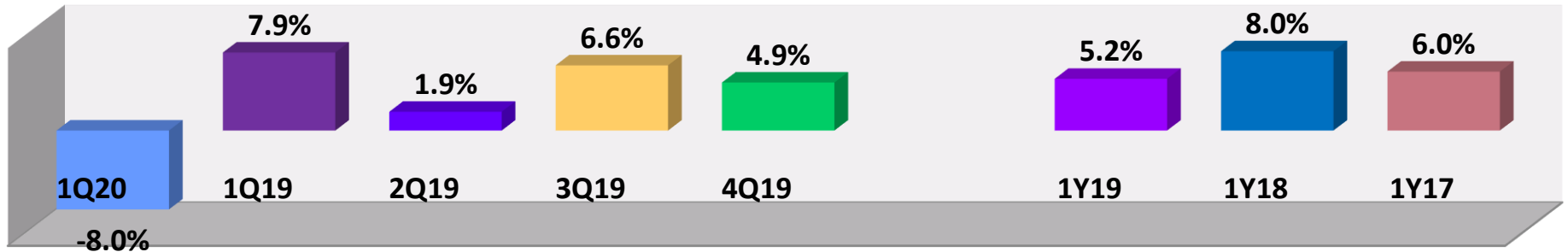


Quarterly Trend

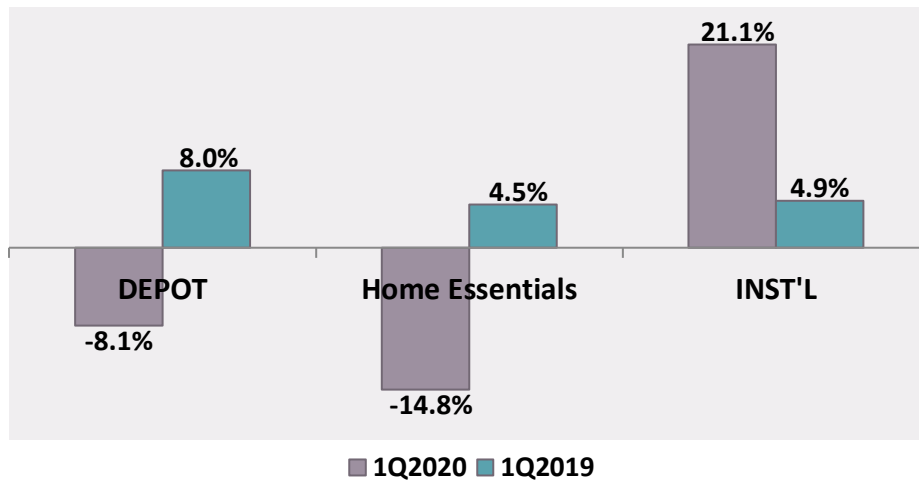
SSSG Excluding Inst'l/ Projects Sales

- 1Q20 = -8.3% FY2019 = 4.9%
- 1Q19 = 7.9% FY2018 = 9.5%
- 1Q18 = 6.9%

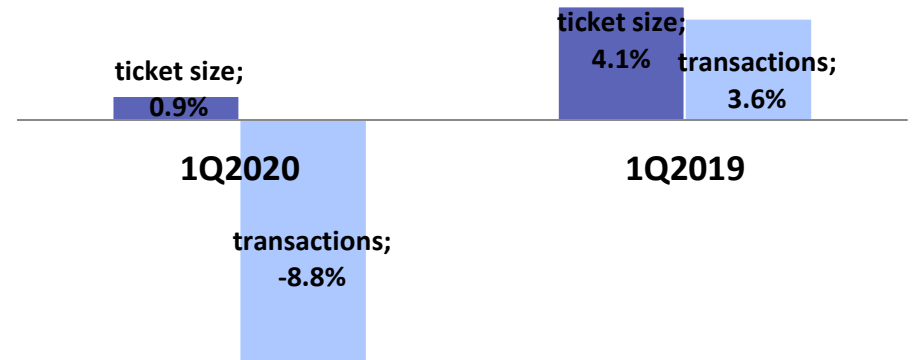
1Q20 PRE CQ/ECQ = 10.7%



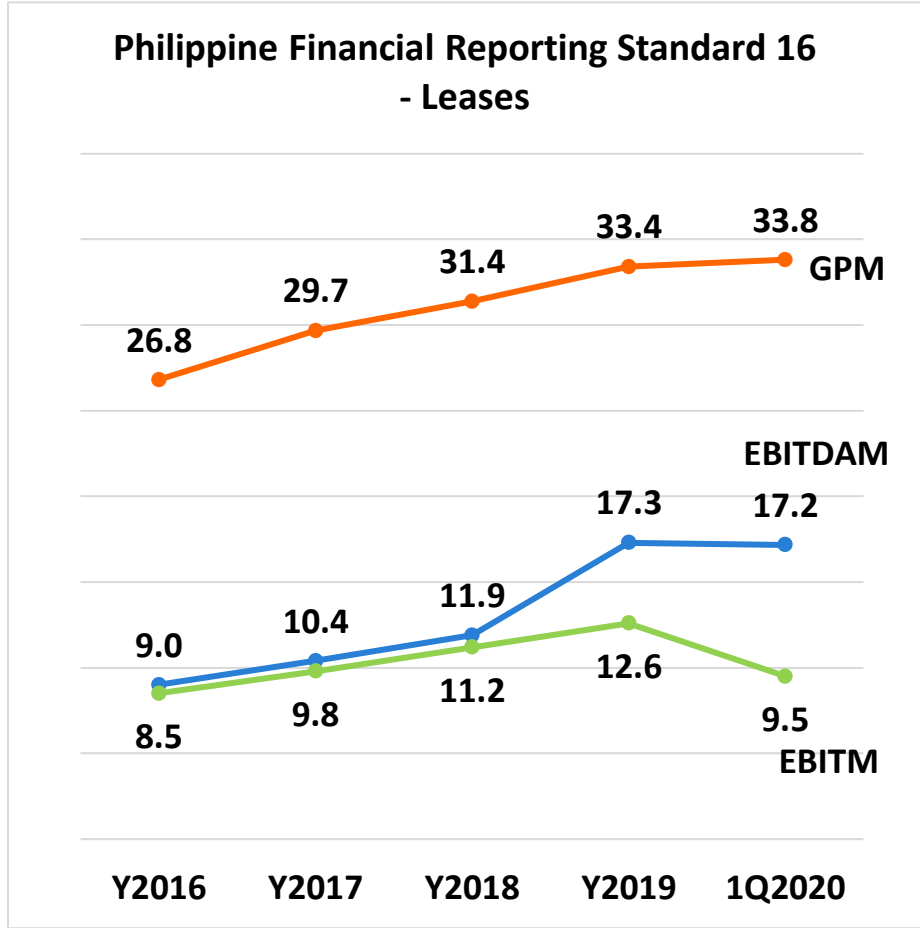
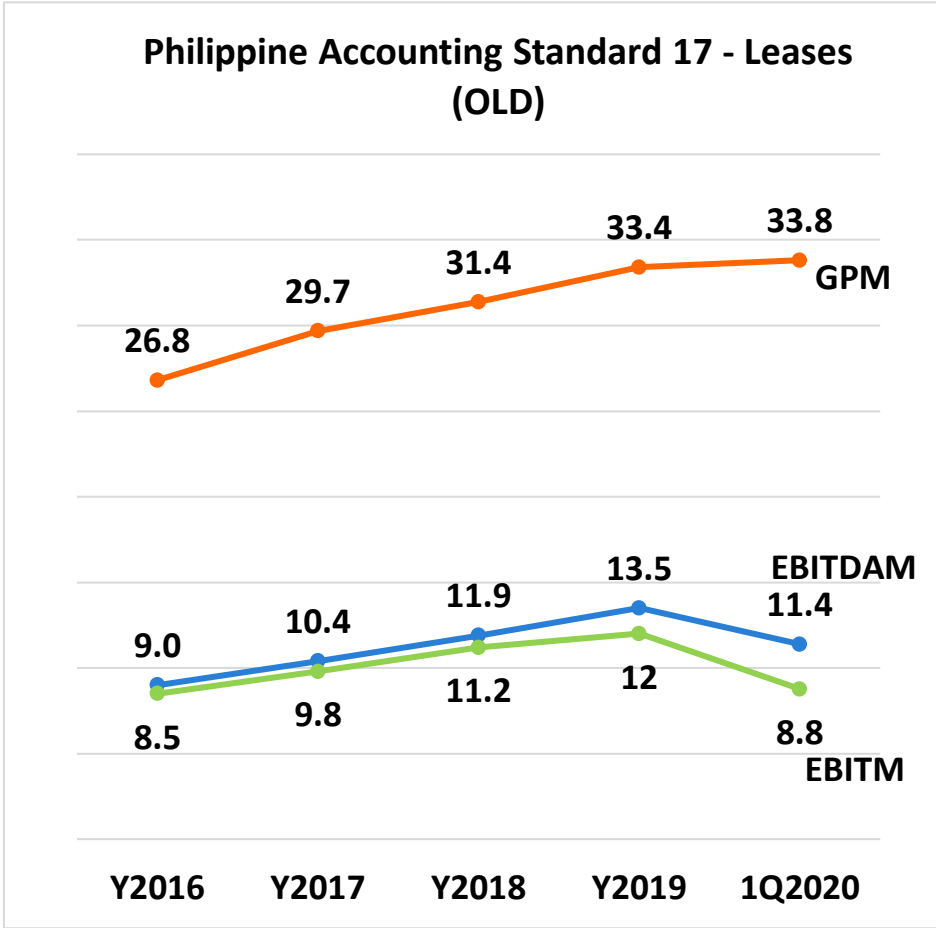
Comparable Sales per Format 1Q2020 vs 1Q2019



Comparable Ticket Size and Number of Transactions 1Q2020 vs 1Q2019



Margins





Outlook



home interior



building materials



doors & mouldings



tiles

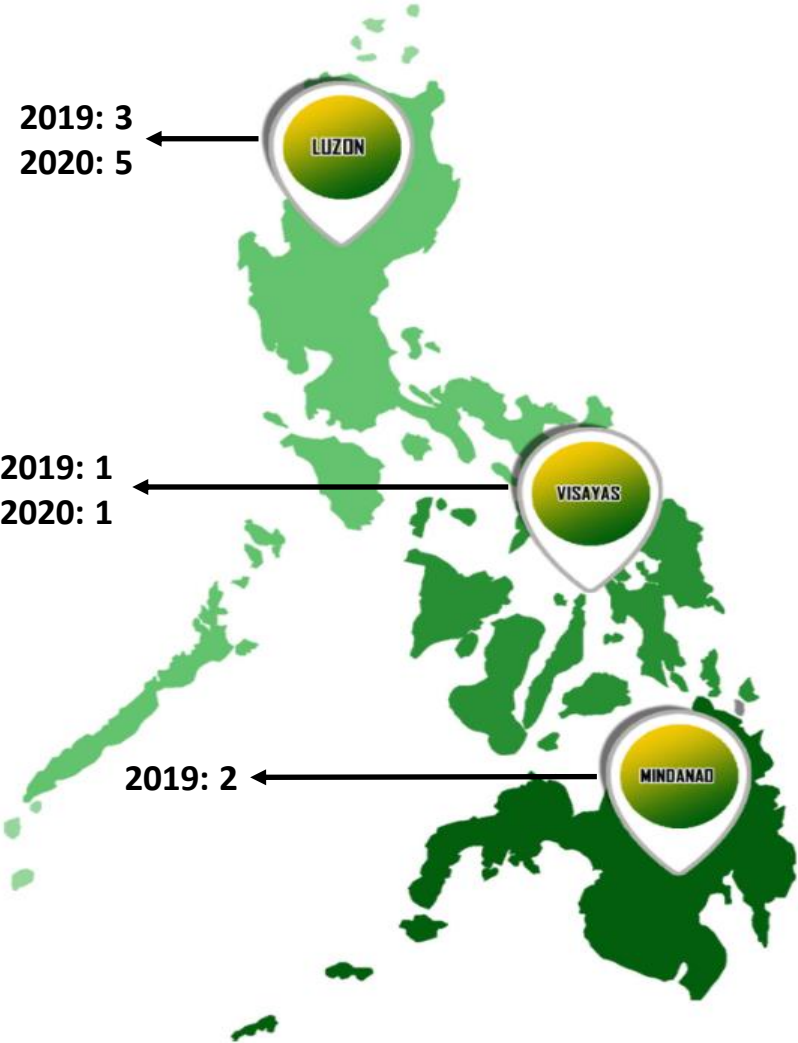


paints & sundries



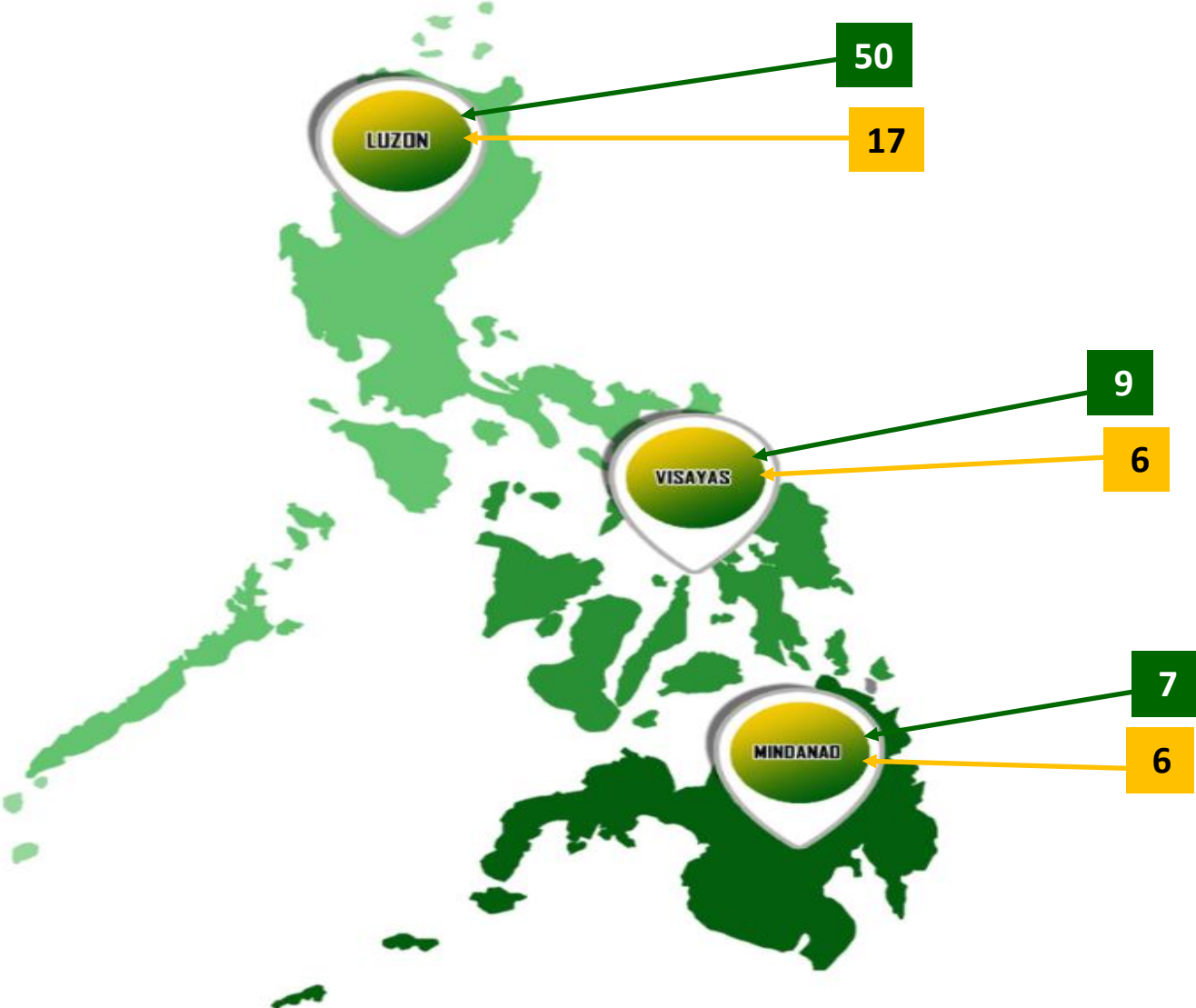
plumbing

2019 - 2020 Store Expansion Plan



	2019	2020 (Max)
Beg. balance	51	57
1H	Panacan, Davao	Daraga, Albay - Mar 6
	Sta. Barbara, Iloilo	San Jose, Del Monte
		Calumpit, Bulacan
2H	Opol, CDO	Cabuyao, Laguna
	San Isidro, Antipolo City	Aklan
	Sto. Tomas City, Batangas	Taytay
	Iguig, Cagayan Valley	
Total, end	57	63

2017 - 2021 Planned New Branches



Total Planned New Depot Stores - 29

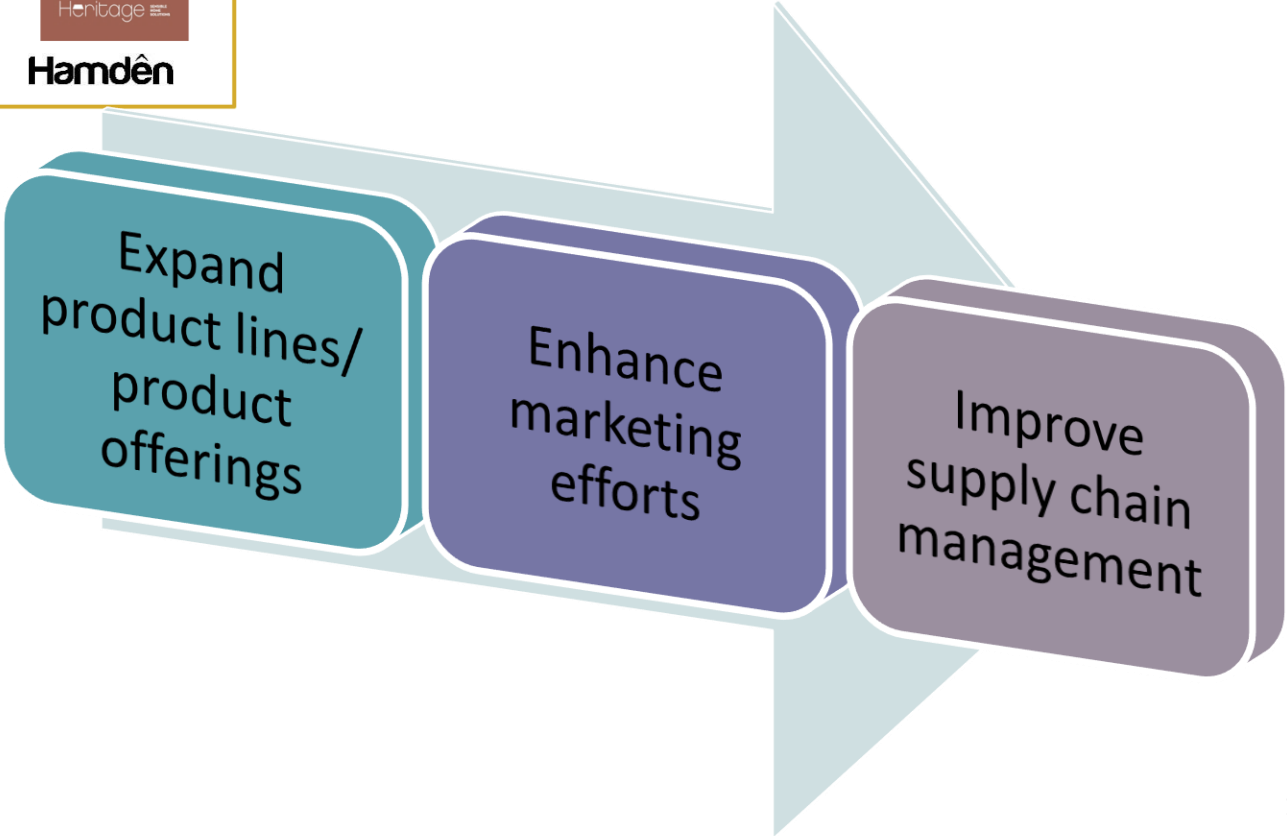
Total number of stores in 1H2021 - 66

From January 2017 to March 2020, twenty two (22) new stores were opened, twenty one (21) depots and one (1) smaller format Home Essentials.

Continue to increase margins thru in-house & exclusive brands expansion



Plumbing and Sanitary SEFA Crown Sink POZZI Käsch	Furniture, Furnishings, & Houseware HEIM HOME ESSENTIALS Heritage	Tiles / Flooring Arte CERAMICHE SOL CERAMICA VERONA TILES PICASSO ROMANTIC	Hardware & Tools DIRECT HARDWARE
Electrical and Lighting ALPHALUX KAZE	Building Materials WOODLAND FOREST PRODUCTS SOLUTHERM	Appliances Heritage Hamden	



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