



1Q2021 Earnings Conference

**BUILDING
BIG
IDEAS**

1Q21 Results Highlights

Financial Highlights

- ✓ Php 6.676B Net Sales
- ✓ 19.4% yoy Sales Growth
- ✓ 36.3% GPM
- ✓ Php 604M NIAT
- ✓ 84.0% yoy increase in Net income
- ✓ 15.4% EBITDAM
- ✓ 12.2% EBITM

Comparable Sales Summary

- 9.8% SSSG
- 12.9% Transaction Count
- 2.7% Ticket Size

Total Sales Mix

49.5%
In-house & exclusive contribution

Product category performing better than average growth



Appliance



Paints



Electrical & Lighting



Building Materials

Php 595M CAPEX

Opened 2 new stores

- Albay and Commonwealth





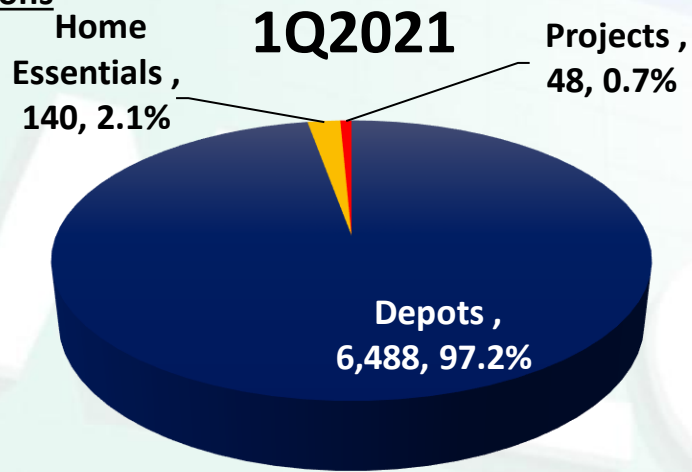
WILCON

DEPOT

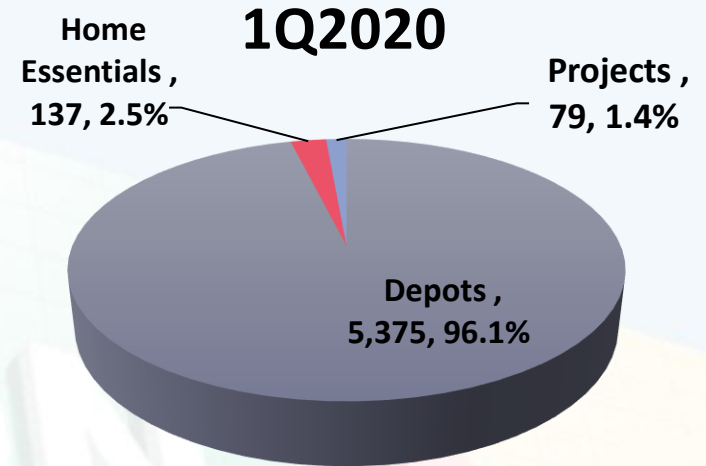
Financial and Operating Results

Total Net Sales Breakdown - 1Q2021

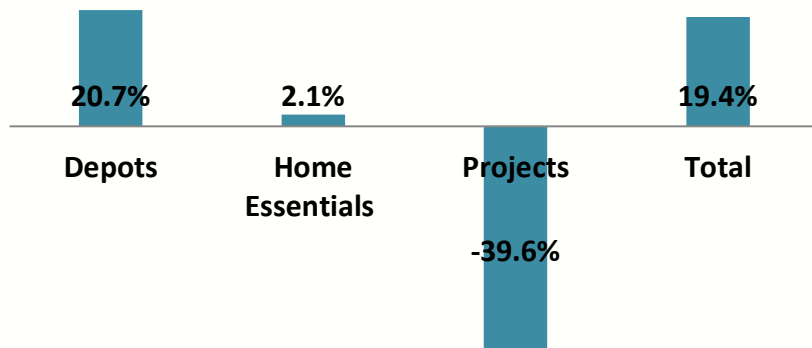
PhP Millions



19.4%



Sales Growth per Store Format 1Q2021 VS 1Q2020



Product Category Performance 1Q2021 VS 1Q2020

Better than Average

- Appliance
- Paints
- Electrical & Lighting
- Building Materials

19.4%

Lower than Average

- Hardware & Tools
- Tiles
- Furniture, Furnishings & Houseware
- Plumbing and Sanitary Wares

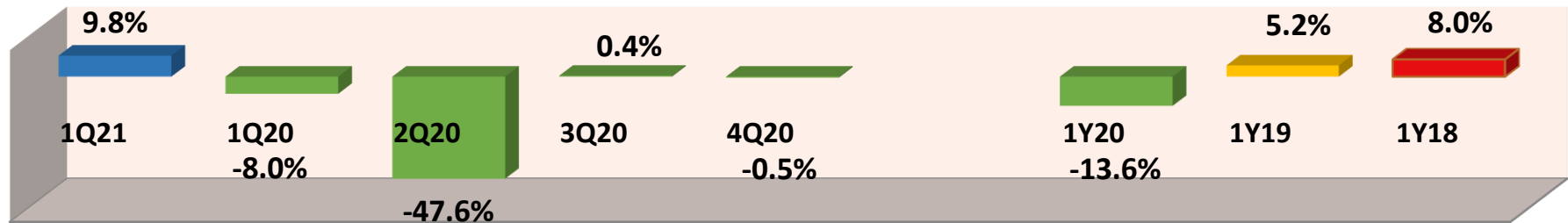
Comparable Sales Summary

SSSG Excluding Inst'l/ Projects Sales

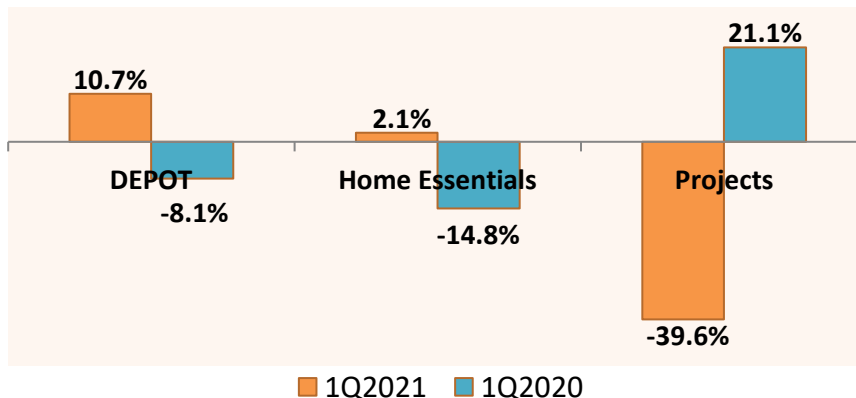
- 1Q21 = 10.5% FY2020 = -13.1%
- 1Q20 = -8.3%

Quarterly Trend

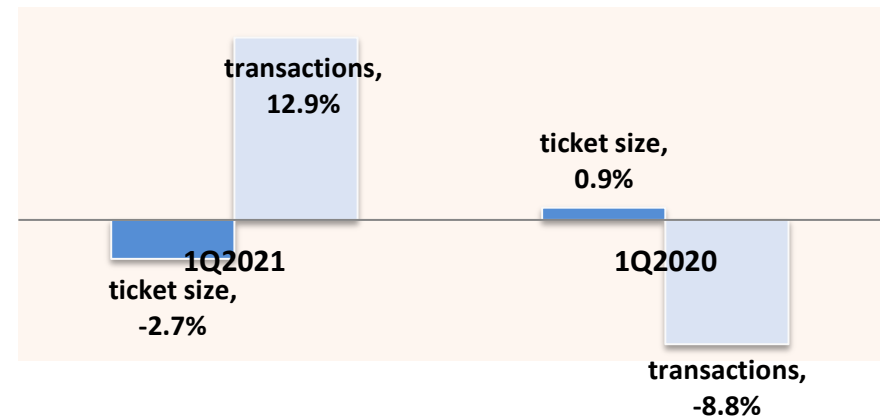
Yearly Trend



Comparable Sales per Format 1Q2021 vs 1Q2020



Comparable Ticket Size and Number of Transactions 1Q2021 vs 1Q2020



First Quarter 2021

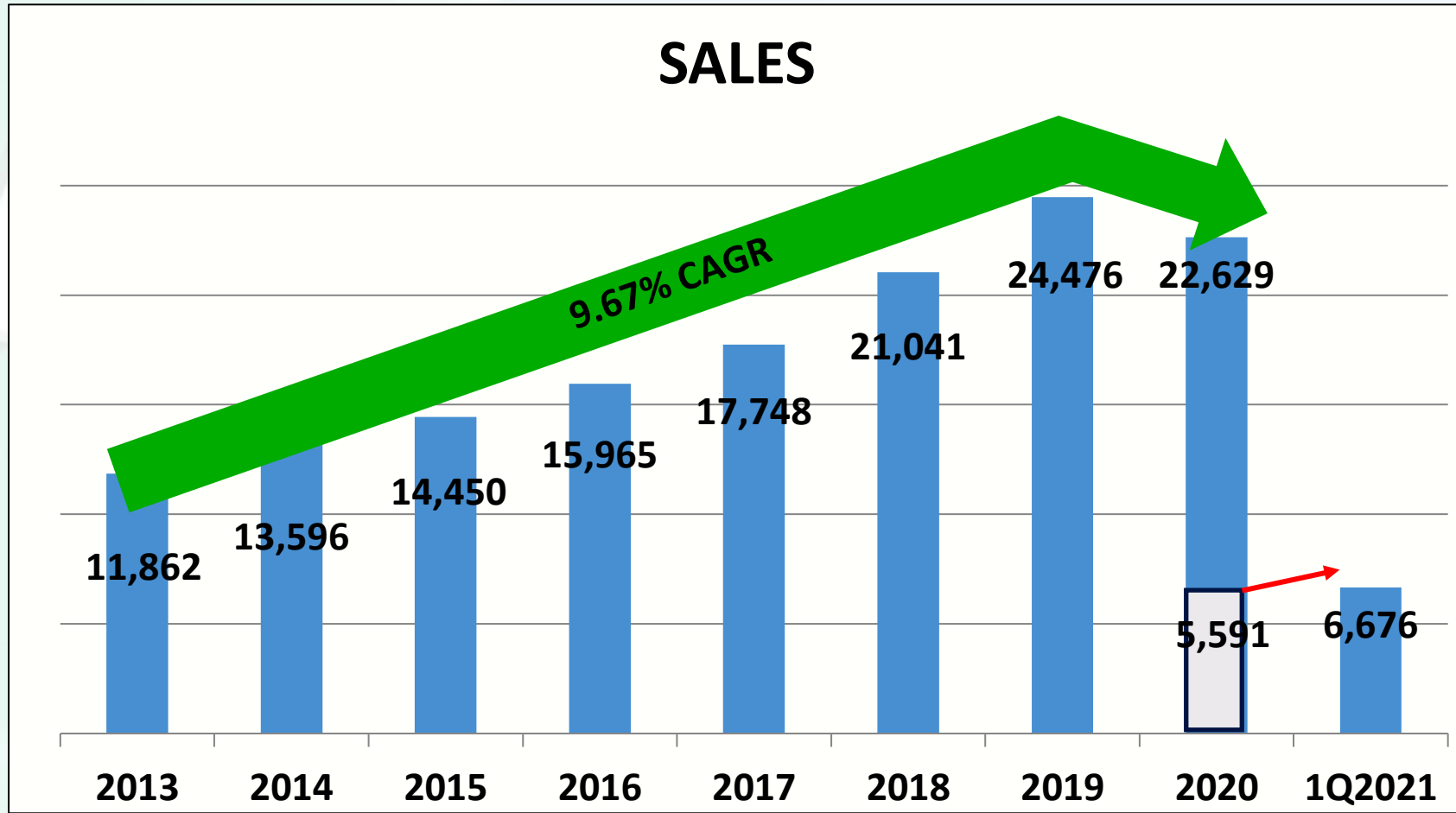
(In Php MM)	1Q2021	% Sales	1Q2020	% Sales	% Growth
Net Sales	6,676	100.0	5,591	100.0	19.4
Cost of Sales	-4,254	-63.7	-3,700	-66.2	15.0
Gross Income	2,421	36.3	1,891	33.8	28.1
Operating Expenses	-1,552	-23.2	-1,433	-25.6	8.3
Interest Exp (Lease Liab)	-116	-1.7	-102	-1.8	13.9
Other Income - Net	60	0.9	75	1.3	-19.6
Income from Operations	814	12.2	431	7.7	88.8
Interest Income	8	0.1	27	0.5	-68.9
Income Before Tax	822	12.3	458	8.2	79.6
Income tax	-218	-3.3	-129	-2.3	68.4
Net Income	604	9.1	328	5.9	84.0

**GPM increased to
36.3%**

Balance Sheet

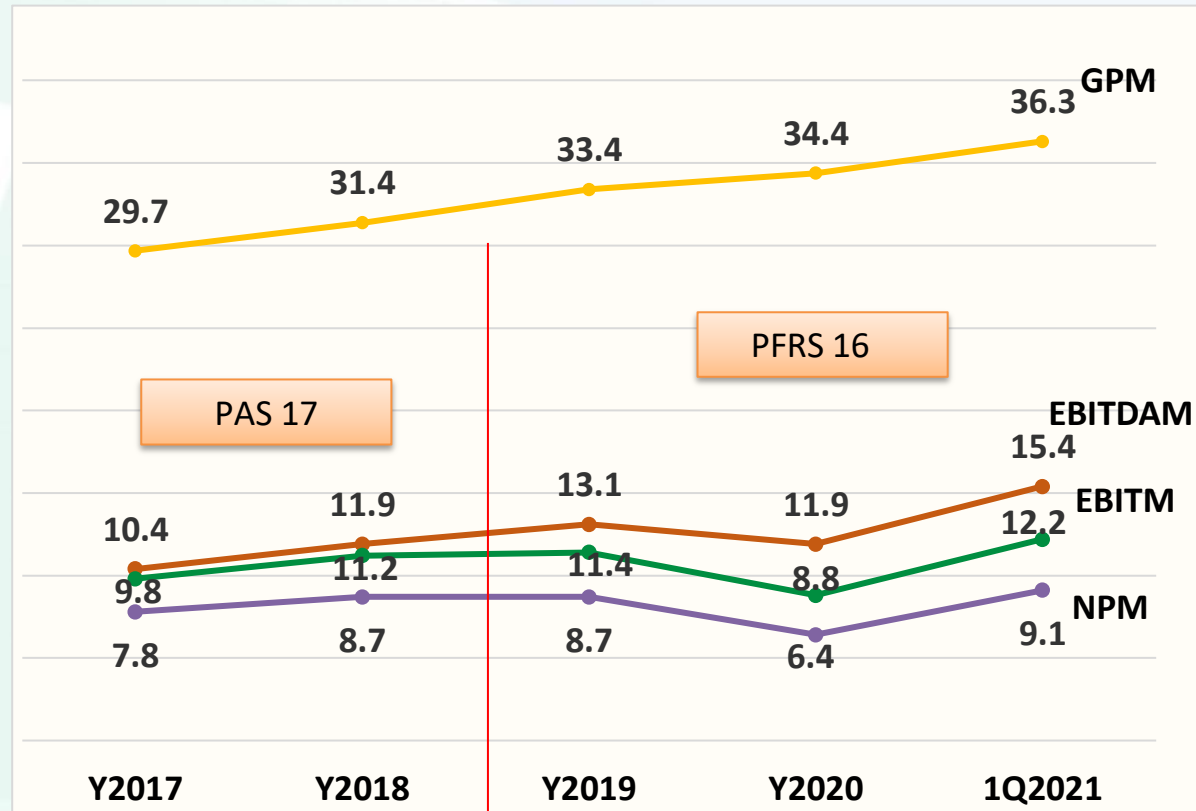
(In Php MM)	Unaudited Mar 31, 2021	Audited Dec 31, 2020
Current Assets	14,482	14,390
Noncurrent Assets	14,223	13,828
Total Assets	28,705	28,218
Current Liabilities	7,828	7,621
Noncurrent Liabilities	5,455	5,287
Total Liabilities	13,283	12,908
Capital Stock	4,100	4,100
Additional Paid-in Capital	5,374	5,374
Other Comprehensive Loss	1	1
Retained Earnings	5,948	5,836
Total Equity	15,422	15,310
Current ratio	1.85	1.89
Quick ratio	0.63	0.66
Debt to equity ratio	0.86	0.84
Return on asset	2.1%	5.1%
Return on equity	3.9%	9.5%

Historical Sales Growth



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

Margins



Note: ROU depreciation and interest expense charged on lease liability were considered as rent expense for 2019, 2020 and 2021.

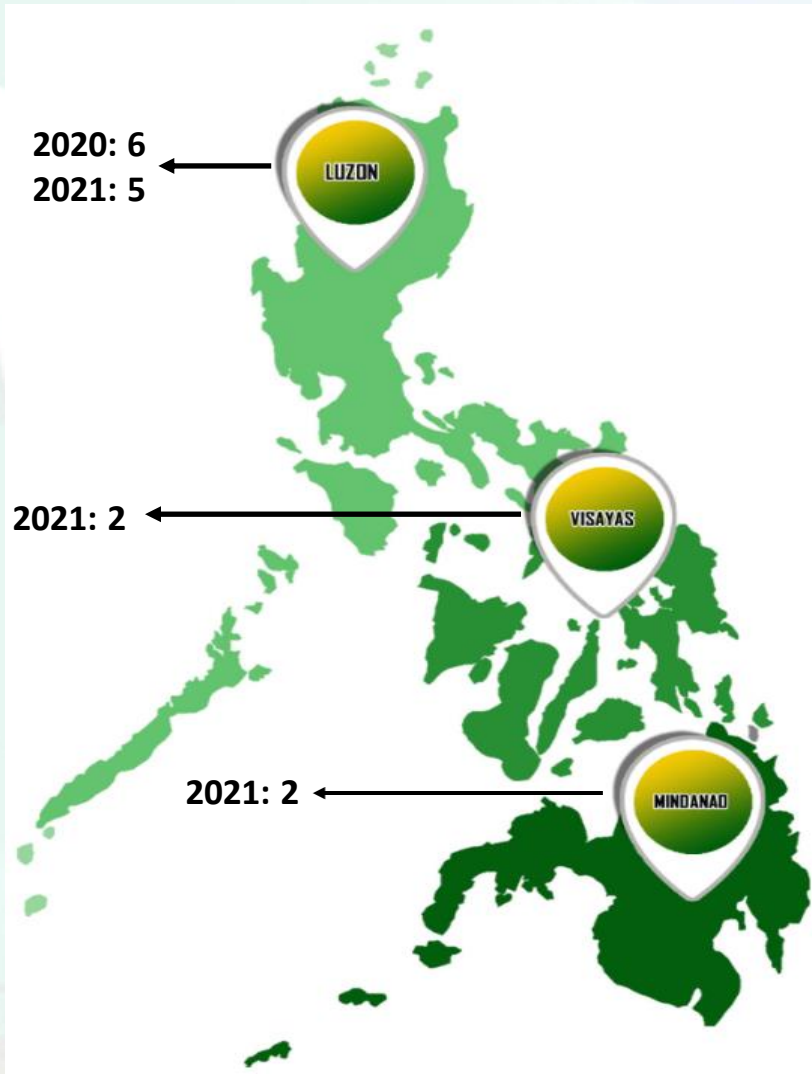


WILCON

DEPOT

Outlook

2020 - 2021 Store Expansion Plan



	2021
Beg. balance	63
1H	Makato, Aklan- opened Jan, 2021
	Commonwealth, QC- opened Jan, 2021
	Ormoc, Leyte
	Cordon, Isabela
2H	Sorsogon
	Pila, Laguna
	Tagum
	Calapan, Mindoro
	Malaybalay, Bukidnon
Total, end	72

2021 Planned Capex

Capex Breakdown	12M 2021 Budget
Expansion-related (new stores, renovations, eqpt, warehouses, etc)	2,900
Solar Panel Project	215
IT Infrastructure and Project	85
Total CAPEX <i>(in millions Php)</i>	3,200

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

Plumbing and Sanitary	Tiles / Flooring	Building Materials	Furniture, Furnishing & Houseware
Hardware and Tools	Electrical and Lighting	Appliances	





Thank you!

Disclaimer

This presentation does not constitute a prospectus or any kind of offering memorandum in whole or in part. This presentation does not constitute an offer to sell or the solicitation of an offer to buy any securities of the Company. There shall be no sale of these securities in any state or jurisdiction in which such offer, solicitation or sale would be unlawful prior to any qualification under the securities laws of such state or jurisdiction. This presentation has not been and will not be reviewed or approved by any statutory or regulatory authority or any stock exchange in the Philippines or elsewhere. Prospective investors should undertake their own assessment with regard to their investment and they should obtain independent advice on any such investment's suitability, inherent risks and merits and any tax, legal and accounting implications which it may have for them.

This presentation contains statements about future events and expectations that constitute "forward-looking statements." These forward-looking statements include words or phrases such as the Company or its management "believes", "expects", "anticipates", "intends", "may", "plans", "foresees", "targets", "aims" "would", "could" or other words or phrases of similar import. Similarly, statements that describe the Company's objectives, plans or goals are also forward-looking statements. All such forward-looking statements are subject to known and unknown risks and uncertainties that could cause actual results to differ materially from those contemplated by the relevant forward-looking statement. Such forward looking statements are made based on management's current expectations or beliefs as well as assumptions made by, and information currently available to, management. These forward-looking statements speak only as at the date of this presentation and nothing contained in this presentation is or should be relied upon as a promise, warranty or representation as to the future.

This presentation and the contents hereof are restricted for only the intended recipient(s). This presentation and the contents hereof should not be (i) forwarded or delivered or transmitted in any manner whatsoever, to any other person other than the intended recipient(s); or (ii) reproduced in any manner whatsoever. Any forwarding, distribution or reproduction of this presentation in whole or in part is unauthorized. This presentation must not be distributed to the press or any media organization.

Neither the Company nor its advisor, nor any of their respective affiliates, shareholders, directors, employees, agents or advisers makes any expressed or implied representations or warranties as to the accuracy and completeness of the information contained herein or any other information (whether communicated in written or oral form) and each of the foregoing parties expressly disclaim any and all responsibility and liability of any kind (including any contractual, non-contractual, or third party liability) for any loss or damage, whether or not arising from any error or omission in compiling such information or as a result of any party's reliance or use of such information. The information in this presentation has not been independently verified. The information and opinions in this presentation are subject to change without notice, and no obligation is assumed by the Company nor its advisor, nor any of their respective affiliates, shareholders, directors, employees, agents or advisers to provide the recipient(s) with access to any additional information.