



BUILDING BIG IDEAS

October 13, 2021

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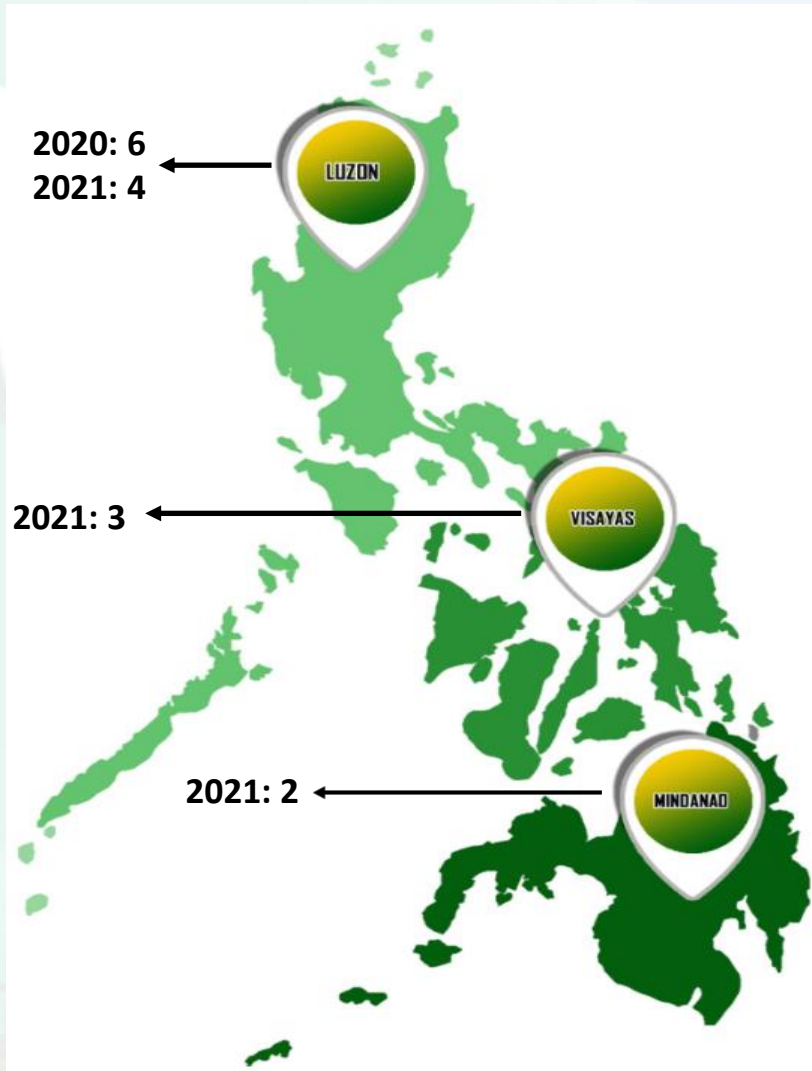
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Third Quarter Updates

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2020 - 2021 Store Expansion Plan



	2021
Beg. Balance	63
1st Half	Makato, Aklan - opened Jan, 2021
	Commonwealth, QC - opened Jan, 2021
	Ormoc, Leyte - opened Jun, 2021
	Cordon, Isabela - opened Jun, 2021
2nd Half	Sorsogon - opened Jul, 2021
	Pila, Laguna - opened Sep, 2021
	Tagum, Davao del Norte
	Daus, Bohol
	Malaybalay, Bukidnon
Total, end	72

COVID-19 Response Update

WILCON DEPOT KICKS OFF VACCINATION PROGRAM JULY 27, 2021 | WILCON DEPOT BALINTAWAK



✓ Started vaccination drive for our employees and family members on July 27, 2021, and until September 12, 2021 for the first dose.

✓ Almost 80% of total manpower including outsourced employees, have had at least one dose of vaccine already

WILCON DEPOT #WILCONJABWELLDONE



✓ We started giving the second shot to Metro Manila-based employees on October 07, 2021 and will be fully vaccinating around 80% or so of our employees nationwide before end of November 2021.

WILCON DEPOT VACCINATION PROGRAM

MISAMIS ORIENTAL | SORSOGON | MEXICO PAMPANGA | NAGA | DARAGA ALBAY



Thank you!

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Background

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Leader in the home improvement and finishing construction supply retail space in the Philippines; 44 years in operation

One-stop shop offering the complete spectrum of home improvement products

Strong line-up of quality, value-priced in-house brands

Exclusively carries a number of renowned international and local brands

Revolutionized the construction-supply industry by enhancing customer shopping experience



Store Network & Presence

Wilcon operates 69* stores strategically located in dominant markets and in fast-growing cities nationwide.

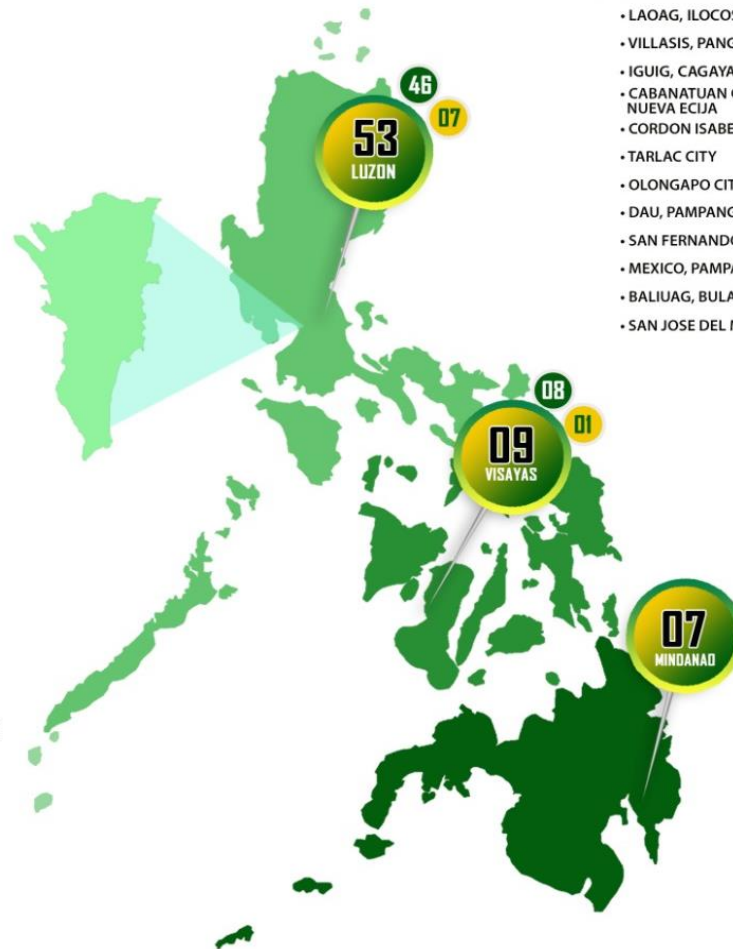
METRO MANILA (DEPOT)

- VALENZUELA CITY
- FAIRVIEW
- QUIRINO
- BALINTAWAK
- QUEZON AVENUE
- LIBIS
- CAPITOL-COMMONWEALTH
- WILCON IT HUB
- SUCAT
- ALABANG
- FILINVEST
- PASONG TAMO

METRO MANILA (HOME ESSENTIALS)

- MINDANAO AVENUE
- CITY CENTER, VISAYAS AVENUE
- MUÑOZ
- ALI MALL
- STA. MESA
- PASAY CITY

* as of SEPTEMBER 24, 2021



LUZON (DEPOT)

- LAOAG, ILOCOS NORTE
- VILLASIS, PANGASINAN
- IGUIG, CAGAYAN
- CABANATUAN CITY, NUEVA ECIJA
- CORDON ISABELA
- TARLAC CITY
- OLONGAPO CITY
- DAU, PAMPANGA
- SAN FERNANDO, PAMPANGA
- MEXICO, PAMPANGA
- BALIUAG, BULACAN
- SAN JOSE DEL MONTE CITY
- CALUMPIT, BULACAN
- TAYTAY, RIZAL
- SAN JUAN, TAYTAY, RIZAL
- MAYAMOT, ANTIPOLO CITY
- SAN ISIDRO, ANTIPOLO CITY
- DASMARIÑAS CITY
- GENERAL TRIAS CITY
- KAWIT, CAVITE
- BACOR CITY
- SILANG, CAVITE
- CALAMBA CITY
- CABUYAO CITY
- SAN PABLO CITY
- STA. ROSA CITY
- PILA, LAGUNA
- STO. TOMAS CITY
- ALANGILAN, BATANGAS CITY
- LIPA CITY
- TAYABAS, QUEZON
- DARAGA ALBAY
- NAGA CITY
- SORSOGON CITY
- PUERTO PRINCESA CITY

VISAYAS (DEPOT)

- JARO, ILOILO CITY
- TACLOBAN CITY, LEYTE
- TALISAY CITY, CEBU
- MANDAUE CITY, CEBU
- STA. BARBARA, ILOILO
- MAKATO, AKLAN
- TALISAY - BACOLOD, NEGROS OCCIDENTAL
- ORMOC CITY, LEYTE

(HOME ESSENTIALS)

- FESTIVEWALK MALL, ILOILO CITY

MINDANAO (DEPOT)

- BUTUAN CITY
- CAGAYAN DE ORO CITY, MISAMIS ORIENTAL
- MATINA, DAVAO CITY
- PANACAN, DAVAO CITY
- ZAMBOANGA CITY
- GENERAL SANTOS CITY
- OPOL, MISAMIS ORIENTAL

Store Formats

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HOME ESSENTIALS



No. of stores

62

7

Gross Floor Area

- 2,800 sqm to 16,100 sqm, with an average gross floor area of 9,492 sqm

- 740 sqm to 2,800 sqm, with an average gross floor area of 1,445 sqm



Leader in the home improvement and finishing construction supply retail space in the Philippines; 44 years in operation



One-stop shop offering the complete spectrum of home improvement products

Strong line-up of quality, value-priced in-house brands

Exclusively carries a number of renowned international and local brands

Revolutionized the construction-supply industry by enhancing customer shopping experience



Major Categories & Select Brands

Plumbing and Sanitary



Tiles / Flooring



Building Materials



Furniture, Furnishing & Houseware



Paints



Hardware and Tools



Electrical and Lighting



Appliances



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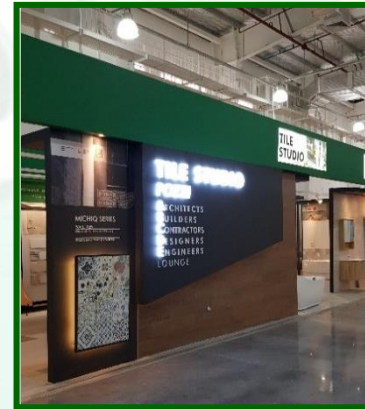
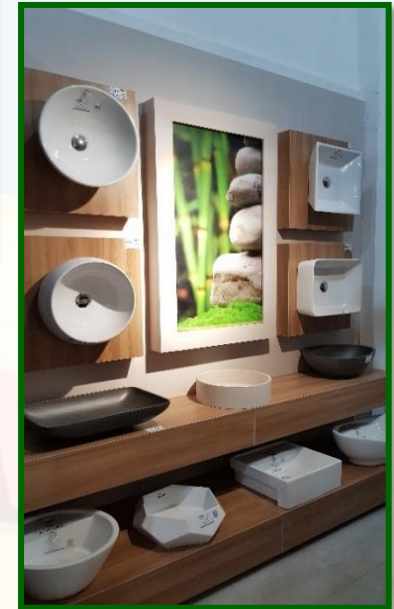


Strong line-up of quality, value-priced in-house brands



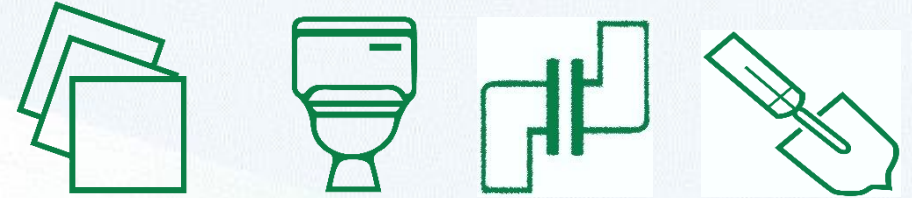
Exclusively carries a number of renowned international and local brands

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In-House and Exclusive Brands

In-house brands



Select Exclusive brands





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Results Highlights

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1H21 Results Highlights

Financial Highlights

- ✓ Php 13.426B Net Sales
- ✓ 48.5% yoy Sales Growth
- ✓ 36.6% GPM
- ✓ Php 1.247B NIAT
- ✓ 254.0% yoy increase in Net income
- ✓ 15.7% EBITDAM
- ✓ 12.4% EBITM

Comparable Sales Summary

- 36.4% SSSG
- 31.8% Transaction Count
- 3.6% Ticket Size

Total Sales Mix

49.4%
In-house & exclusive
contribution

Product categories performing
better than average growth



Php 1.155B CAPEX Opened 4 new stores

- Makato, Aklan
- Commonwealth
- Ormoc, Leyte
- Cordon, Isabela



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Financial Results

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2nd Quarter 2021

(In Php MM)	2Q2021	% Sales	2Q2020	% Sales	% Growth
Net Sales	6,751	100.0	3,449	100.0	95.7
Cost of Sales	-4,258	-63.1	-2,218	-64.3	91.9
Gross Income	2,493	36.9	1,231	35.7	102.5
Operating Expenses	-1,603	-23.7	-1,170	-33.9	37.1
Interest Exp (Lease Liab)	-117	-1.7	-104	-3.0	12.0
Other Income - Net	73	1.1	59	1.7	23.2
Income from Operations	846	12.5	16	0.5	5031.0
Interest Income	8	0.1	12	0.4	-32.6
Income Before Tax	855	12.7	29	0.8	2865.7
Income tax	-212	-3.1	-5	-1.0	4176.3
Net Income	643	9.5	24	0.7	2594.0

**GPM increased to
36.9%**

**Lease-related
expense**

1st Half 2021

(In Php MM)	1H2021	% Sales	1H2020	% Sales	% Growth
Net Sales	13,426	100.0	9,040	100.0	48.5
Cost of Sales	-8,512	-63.4	-5,918	-65.5	43.8
Gross Income	4,914	36.6	3,122	34.5	57.4
Operating Expenses	-3,155	-23.5	-2,602	-28.8	21.2
Interest Exp (Lease Liab)	-233	-1.7	-206	-2.3	13.0
Other Income - Net	134	1.0	135	1.5	-0.7
Income from Operations	1,660	12.4	448	5.0	270.9
Interest Income	17	0.1	39	0.4	-57.4
Income Before Tax	1,677	12.5	487	5.4	244.6
Income tax	-429	-3.2	-134	-1.5	219.7
Net Income	1,247	9.3	352	3.9	254.0

**GPM increased to
36.6%**

**Lease-related
expense**

Balance Sheet

(In Php MM)	Unaudited Jun 30, 2021	Audited Dec 31, 2020
Current Assets	15,175	14,390
Noncurrent Assets	14,589	13,828
Total Assets	29,764	28,218
Current Liabilities	8,008	7,621
Noncurrent Liabilities	5,691	5,287
Total Liabilities	13,699	12,908
Capital Stock	4,100	4,100
Additional Paid-in Capital	5,374	5,374
Other Comprehensive Loss	1	1
Retained Earnings	6,591	5,836
Total Equity	16,065	15,310
Current ratio	1.89	1.89
Quick ratio	0.64	0.66
Debt to equity ratio	0.85	0.84
Return on asset	4.2%	5.1%
Return on equity	7.8%	9.5%

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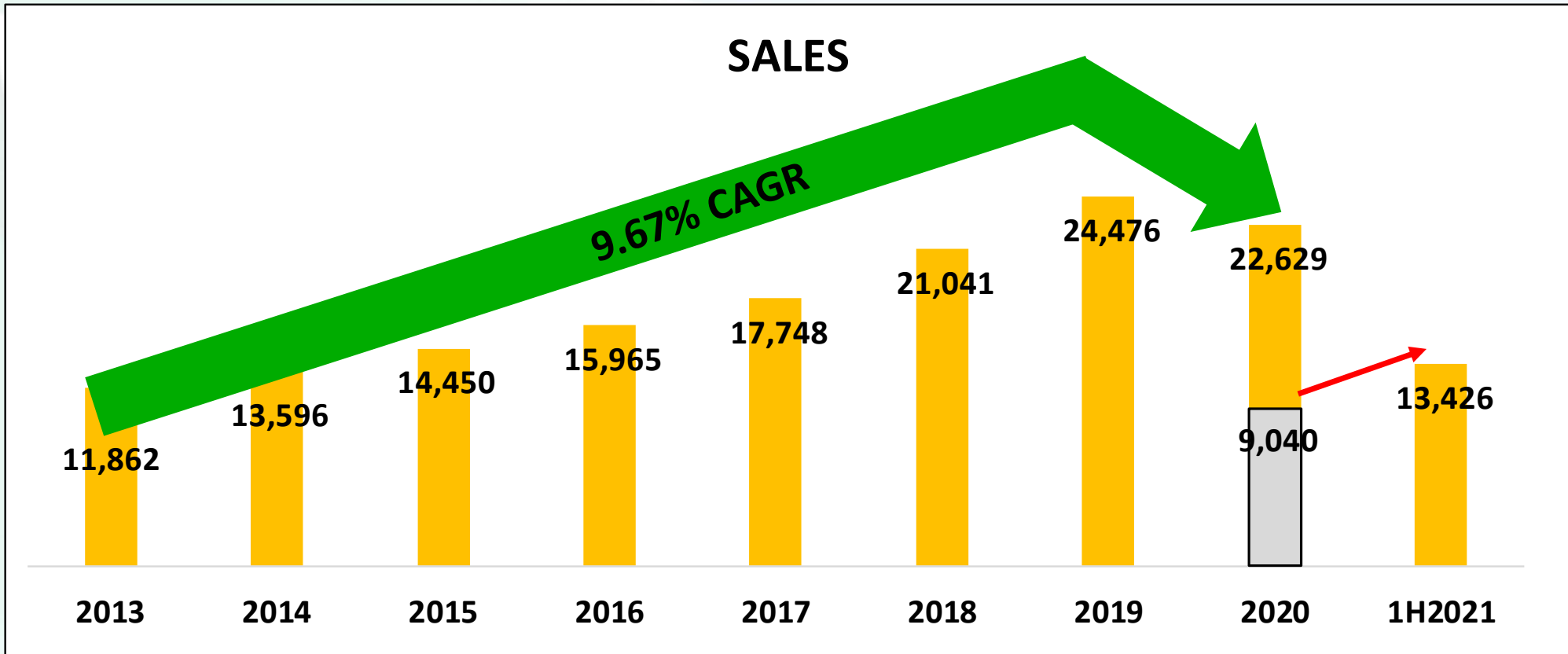
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Operating and Financial Statistics

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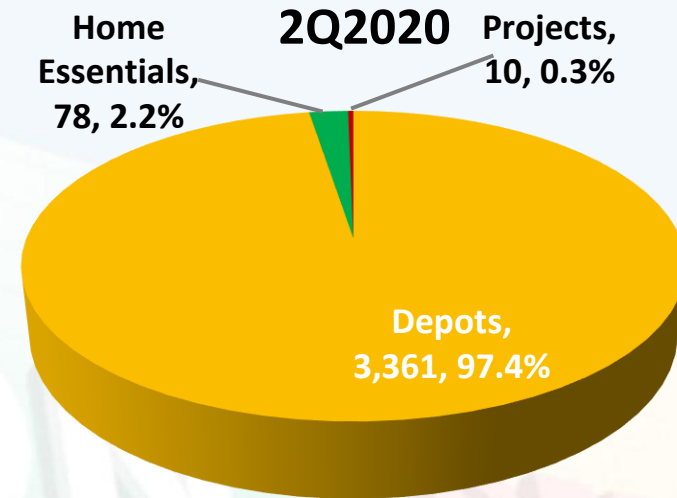
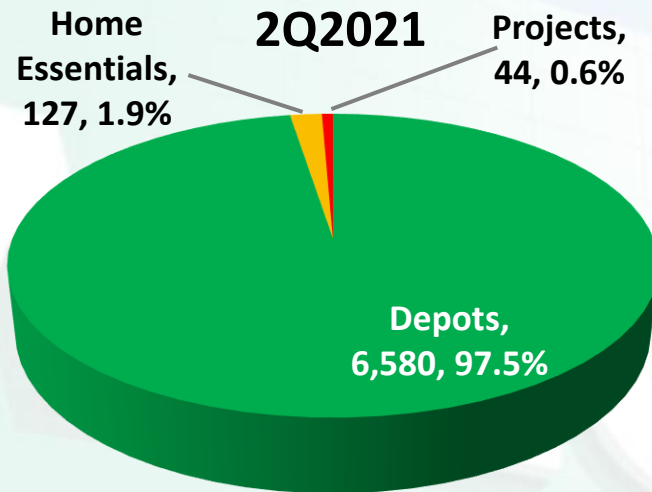
Historical Sales Growth



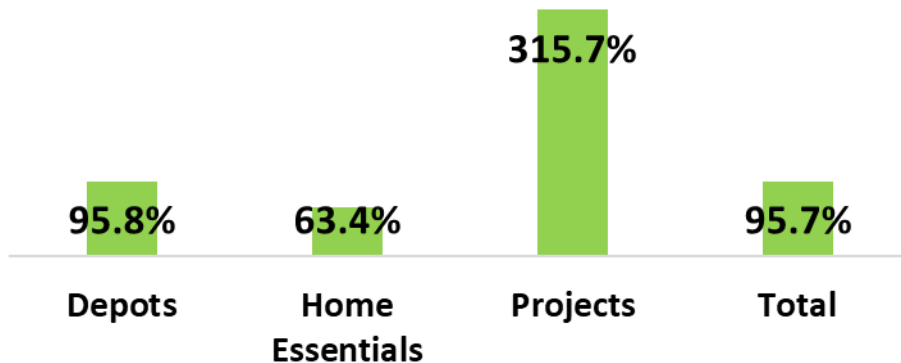
Note: 2013 to 2015 – Pro-forma/Reviewed / 2016 – In-house Pro-forma / 2017 – Actual/Audited
 Commercial operations under WDI commenced April 1, 2016

Total Net Sales Breakdown - 2Q2021

PhP Millions



Sales Growth per Store Format 2Q2021 VS 2Q2020



Product Category Performance 2Q2021 VS 2Q2020

Better than Average

- Paints
- Building Materials
- Tiles
- Plumbing and Sanitary Wares
- Electrical & Lighting

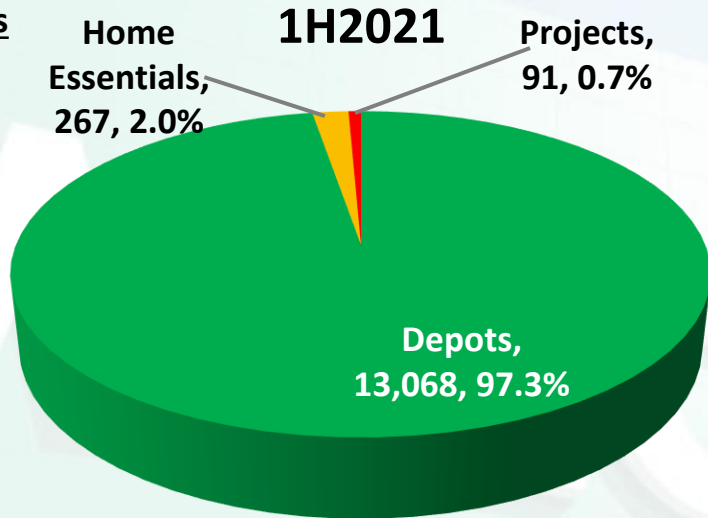
95.7%

Lower than Average

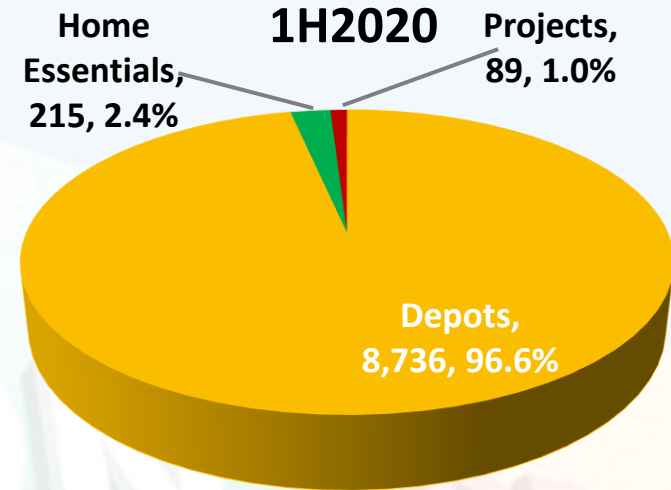
- Hardware & Tools
- Appliance
- Furniture, Furnishings & Houseware

Total Net Sales Breakdown - 1H2021

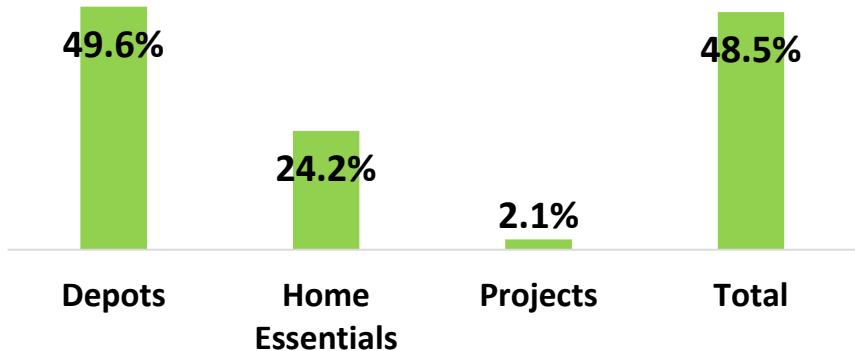
PhP Millions



48.5%



Sales Growth per Store Format 1H2021 VS 1H2020



Product Category Performance 1H2021 VS 1H2020

Better than Average

- Paints
- Building Materials
- Electrical & Lighting
- Tiles
- Appliance

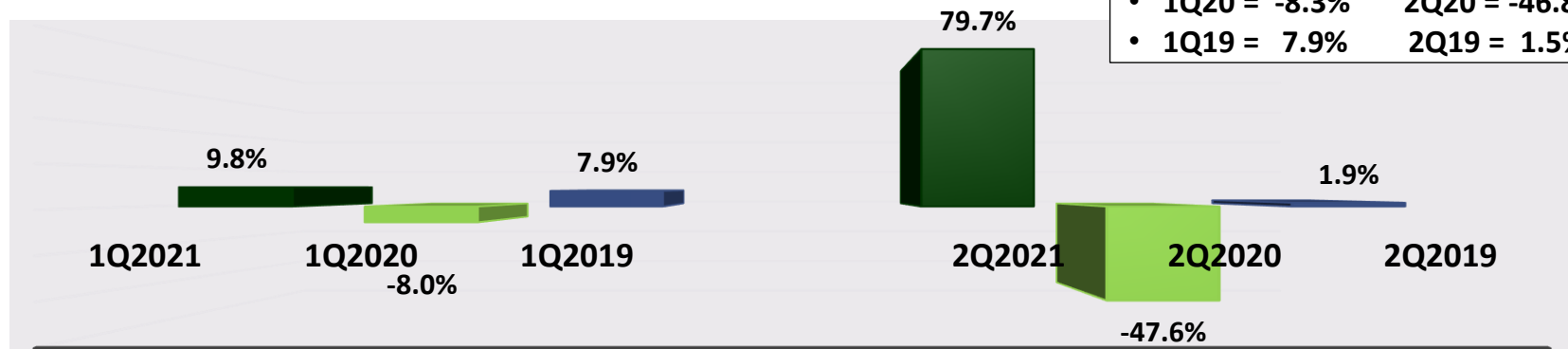
48.5%

Lower than Average

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

Comparable Sales Summary

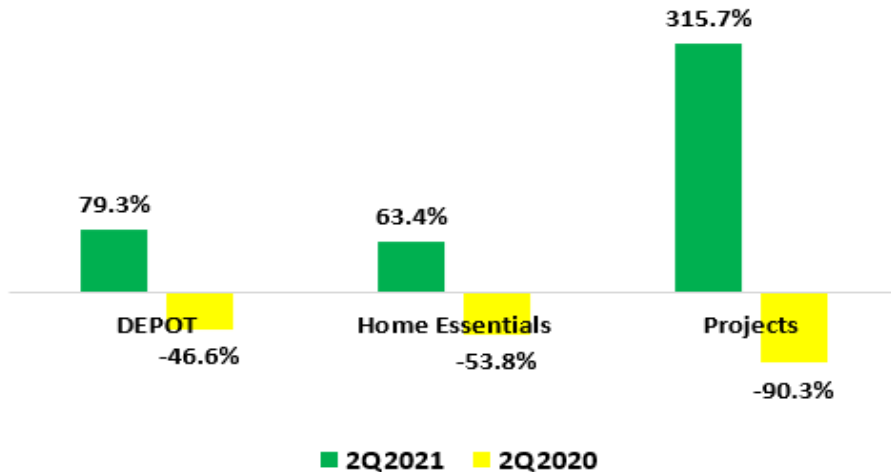
Quarterly Trend



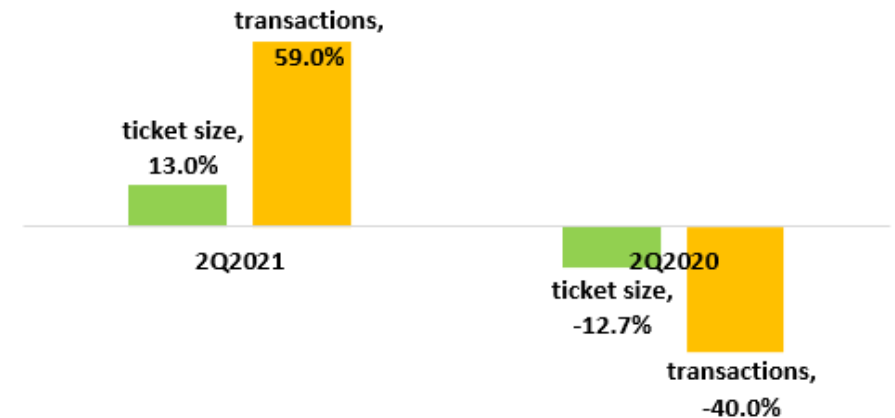
SSSG Excluding Inst'l/ Projects Sales

- 1Q21 = 10.5% 2Q21 = 78.9%
- 1Q20 = -8.3% 2Q20 = -46.8%
- 1Q19 = 7.9% 2Q19 = 1.5%

Comparable Sales per Format 2Q2021 vs 2Q2020

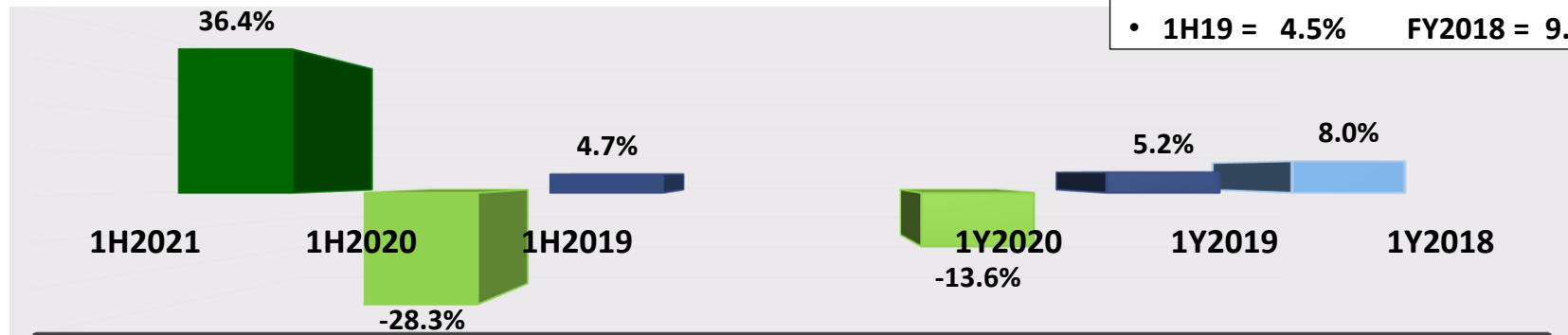


Comparable Ticket Size and Number of Transactions 2Q2021 vs 2Q2020



Comparable Sales Summary

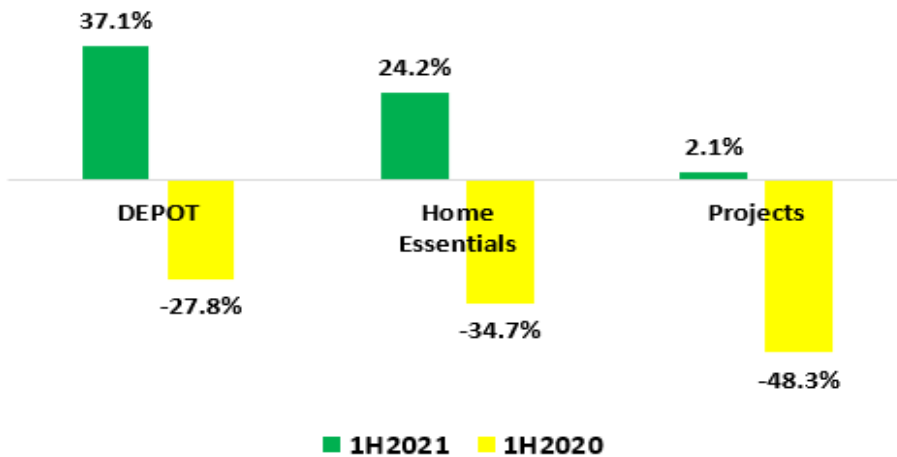
Trend



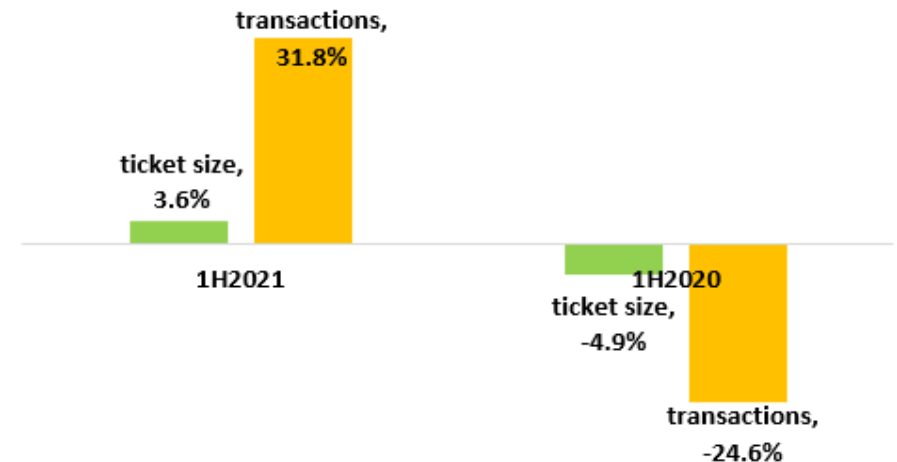
SSSG Excluding Inst'l/ Projects Sales

- 1H21 = 36.8% FY2020 = -13.1%
- 1H20 = -28.0% FY2019 = 4.9%
- 1H19 = 4.5% FY2018 = 9.5%

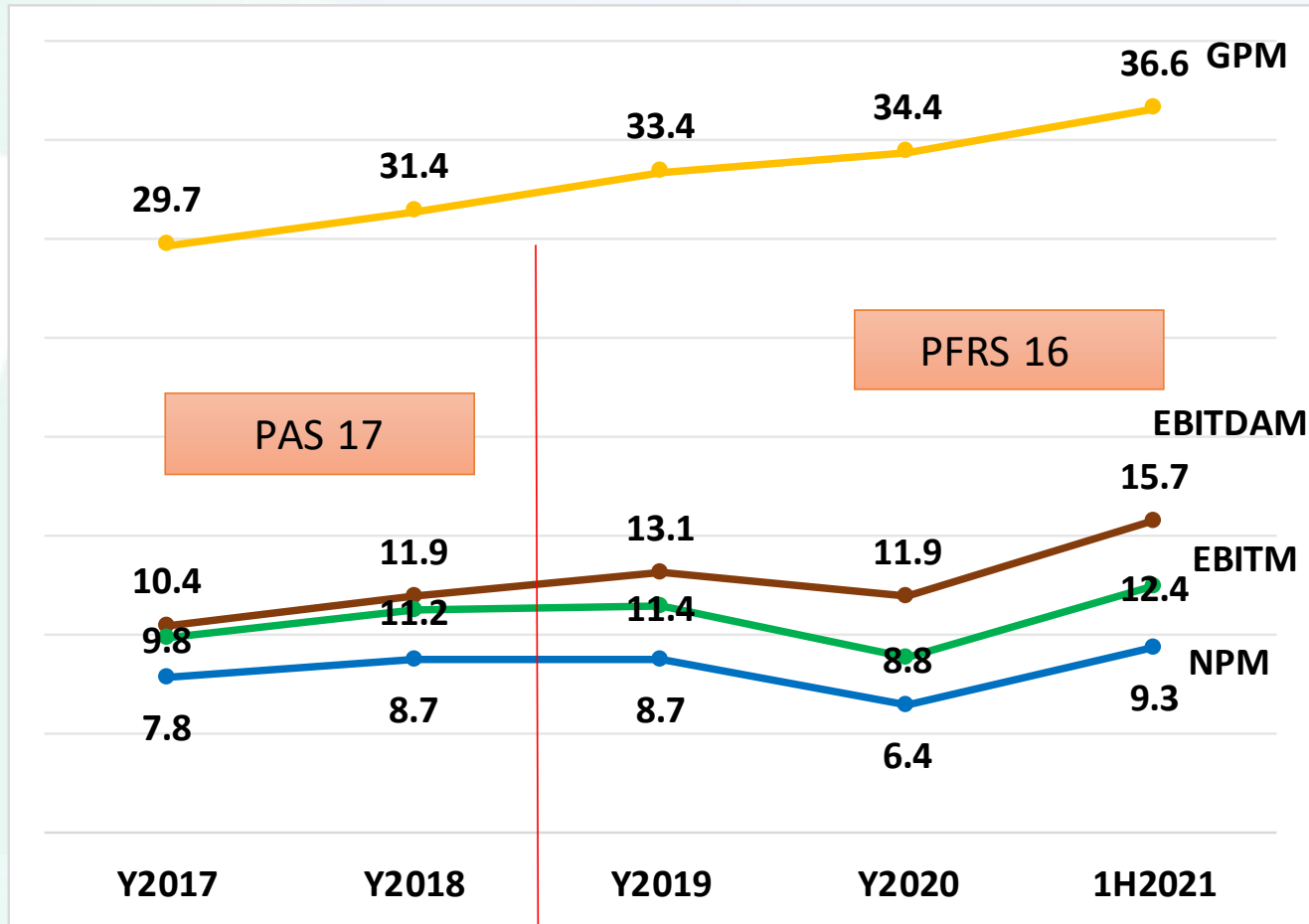
Comparable Sales per Format 1H2021 vs 1H2020



Comparable Ticket Size and Number of Transactions 1H2021 vs 1H2020



Margins



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

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	



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