

WILCON **DEPOT**

**Maybank IBG's
Philippine Corporate Days:
INVEST ASEAN
AUGUST 04, 2022 | 2:00PM**





WILCON

DEPOT

SECOND QUARTER 2022 RESULTS

WILCON

DEPOT

2Q 2022 Results Highlights



Financial Highlights

- ✓ Php 8.290B Net Sales
- ✓ 22.8% y-o-y Net Sales growth
- ✓ Php 1.006B NIAT
- ✓ 56.4% y-o-y NIAT growth
- ✓ 38.9% GPM
- ✓ 19.4% EBITDAM
- ✓ 16.2 EBITM

Comparable Sales Summary

15.0% SSSG
2.9% Transaction Count
11.8% Ticket Size

Total Sales Mix

50.9%
In-house & exclusive contribution

Product categories performing better than average growth



Building Materials Plumbing & Sanitary Wares Paints & Sundries Furniture, Furnishing & Houseware

2nd QUARTER 2022

GAPAN, NUEVA ECIJA



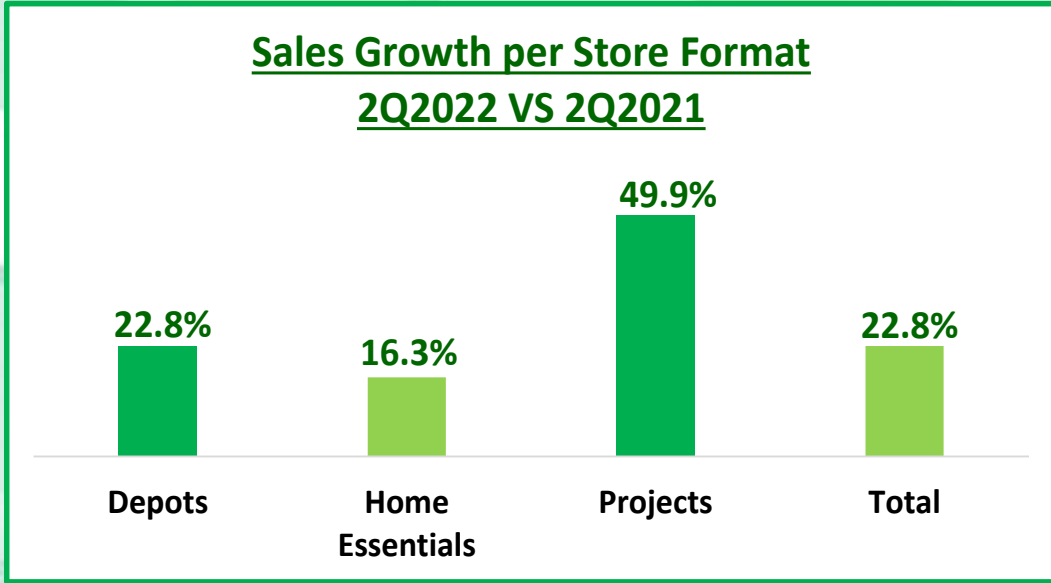
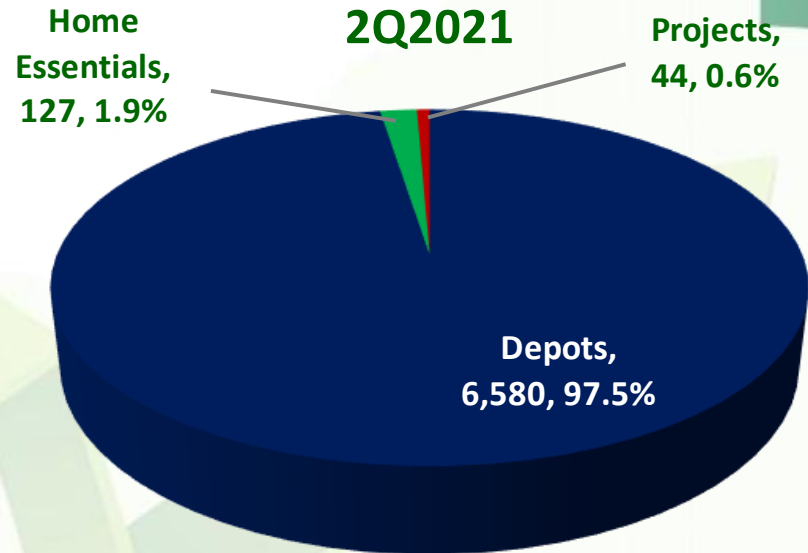
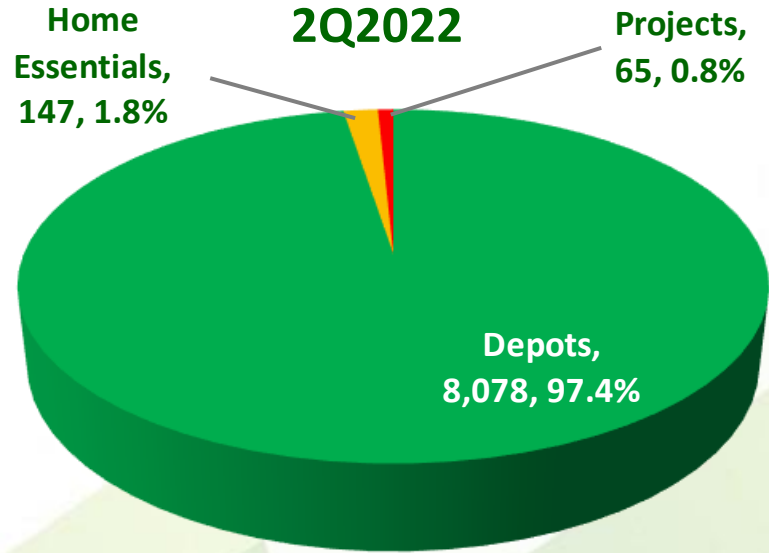
LEMERY, BATANGAS



Total Net Sales Breakdown – 2Q 2022



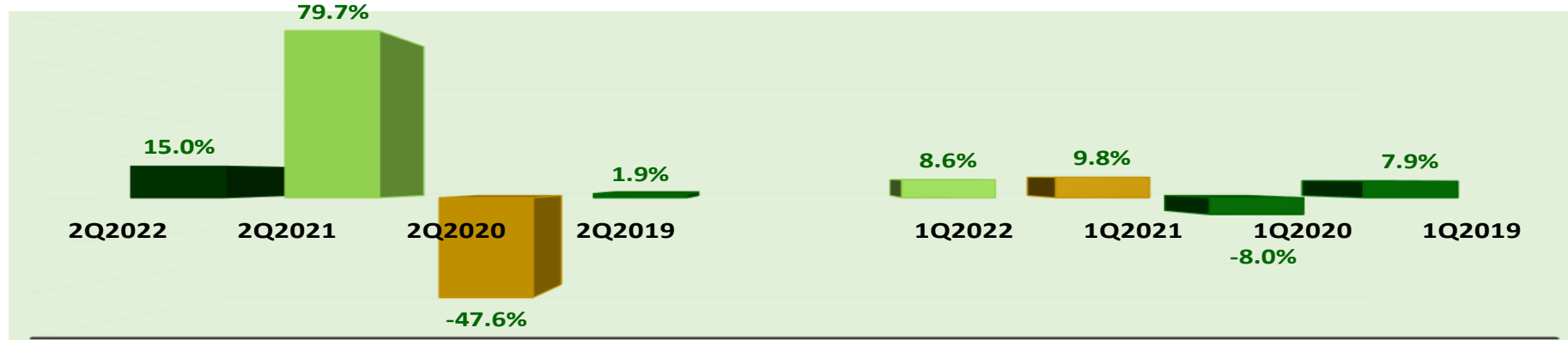
Php Millions



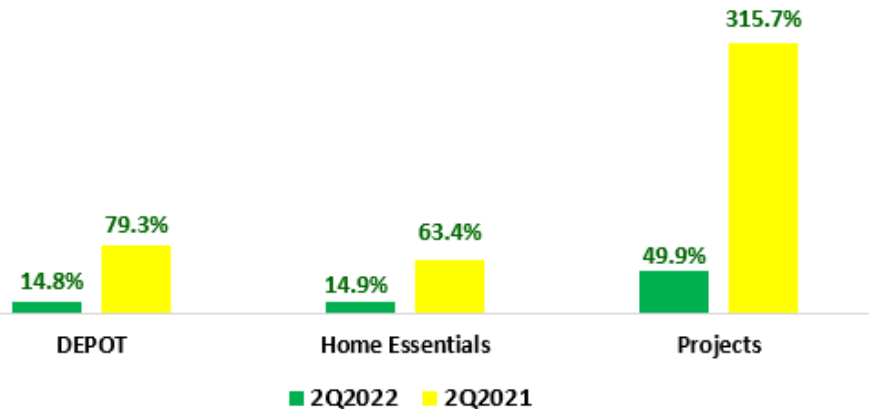
Comparable Sales Summary



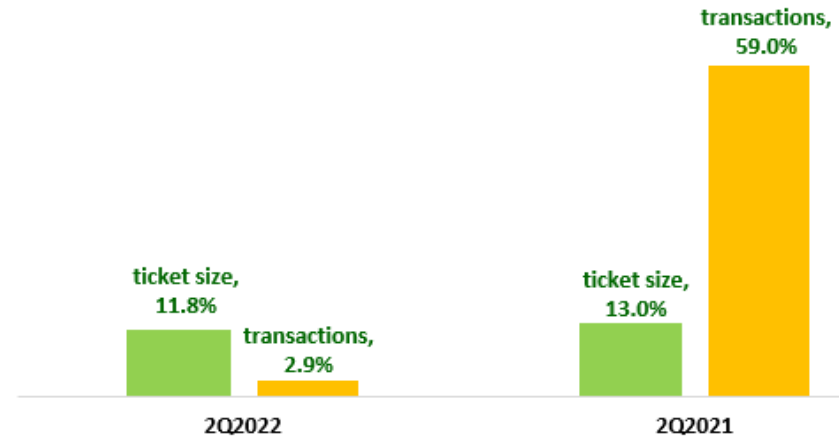
Quarterly Trend



Comparable Sales per Format 2Q2022 vs 2Q2021



Comparable Ticket Size and Number of Transactions 2Q2022 vs 2Q2021



Second Quarter 2022



(In Php MM)	2Q2022	% Sales	2Q2021	% Sales	% Growth
Net Sales	8,290	100.0	6,751	100.0	22.8
Cost of Sales	-5,064	-61.1	-4,258	-63.1	18.9
Gross Income	3,226	38.9	2,493	36.9	29.4
Operating Expenses	-1,840	-22.2	-1,603	-23.7	14.8
Interest Exp (Lease Liab)	-127	-1.5	-117	-1.7	8.7
Other Income - Net	77	0.9	74	1.1	5.3
Income from Operations	1,337	16.1	847	12.5	57.9
Non PFRS16 Depreciation & Amortization	273	3.3	229	3.4	19.0
EBITDA - Adjusted	1,610	19.4	1,076	15.9	49.6
Non-operating income	3	0.0	8	0.1	-61.9
Income Before Tax	1,340	16.2	855	12.7	56.8
Income tax	-334	-4.0	-212	-3.1	58.1
Net Income	1,006	12.1	643	9.5	56.4

GPM rate increased to 38.9%

Lease-related expense



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FIRST HALF 2022 RESULTS

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1H 2022 Results Highlights

Financial Highlights

- ✓ Php 15.942B Net Sales
- ✓ 18.7% y-o-y Net Sales growth
- ✓ Php 1.856B NIAT
- ✓ 48.8% y-o-y NIAT growth
- ✓ 38.6% GPM
- ✓ 18.9% EBITDAM
- ✓ 15.5 EBITM

Comparable Sales Summary

- 11.8% SSSG
- 0.4% Transaction Count
- 12.3% Ticket Size

Total Sales Mix

51.1%
In-house & exclusive
contribution

Product categories performing
better than average growth



Building
Materials



Plumbing &
Sanitary Wares



Paints &
Sundries



Furniture, Furnishing
& Houseware

Php 1.347B CAPEX

Opened 3
new stores

1ST HALF 2022

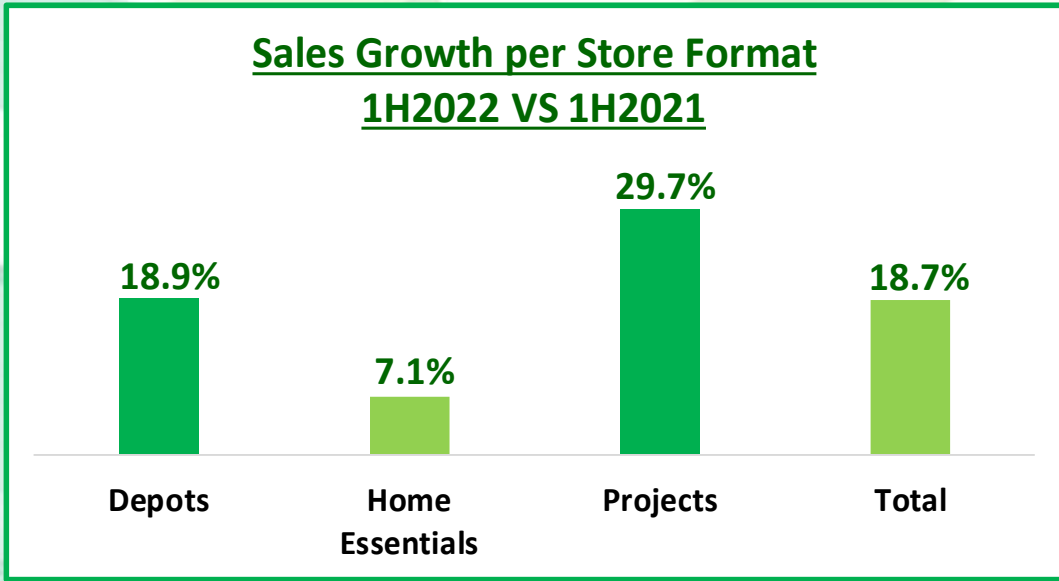
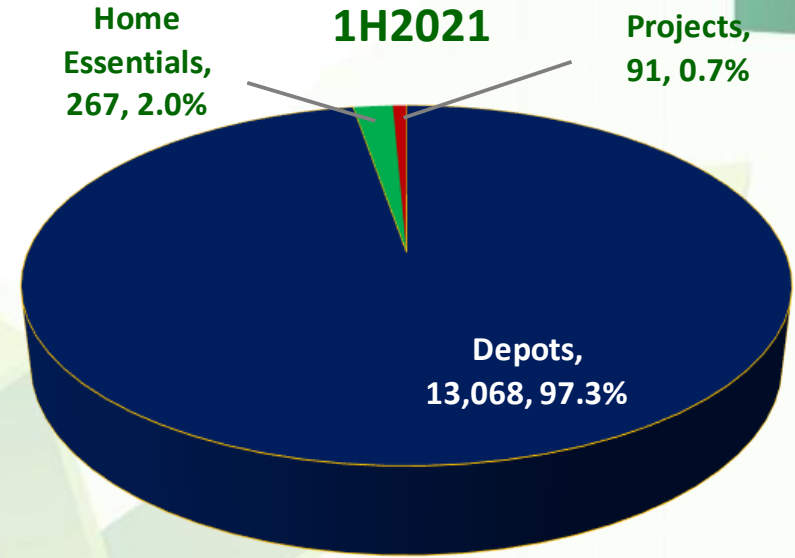
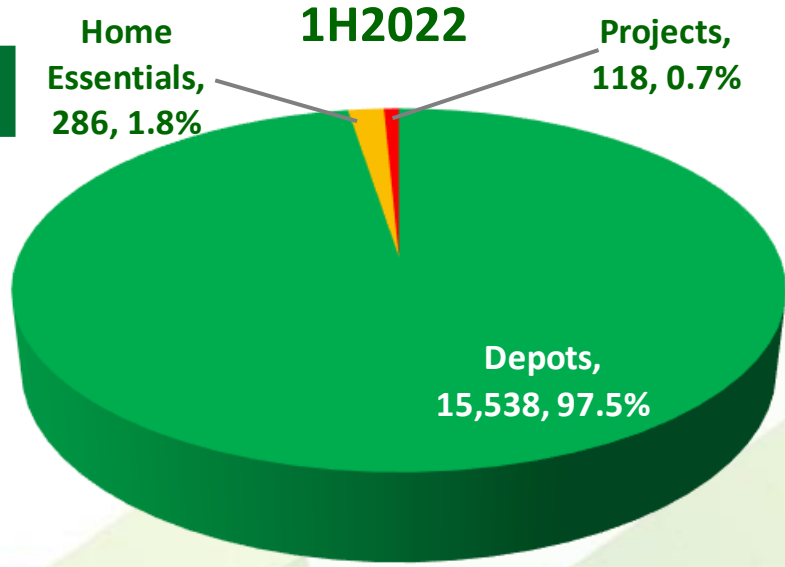
- Mayamot, Antipolo
- Gapan, Nueva Ecija
- Lemery, Batangas



Total Net Sales Breakdown – 1H 2022



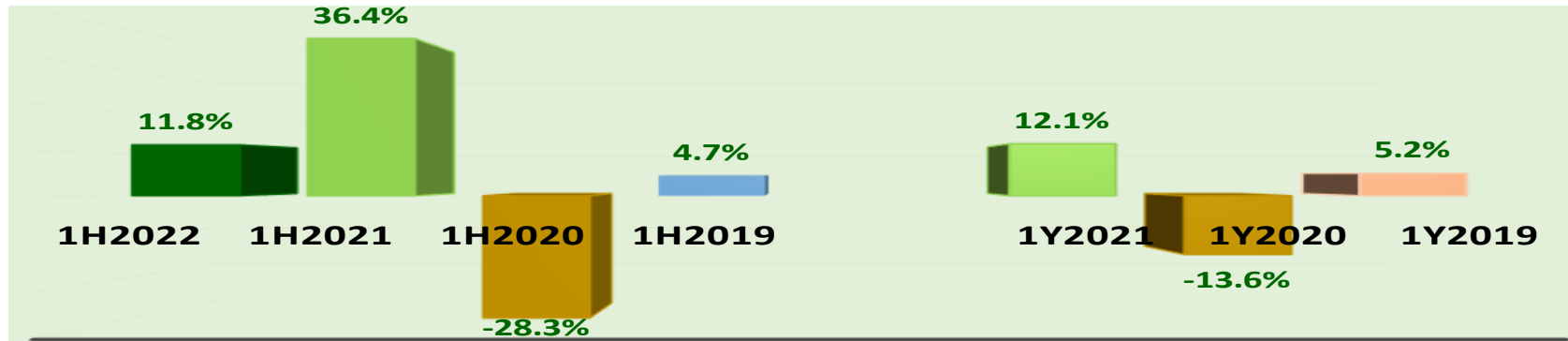
Php Millions



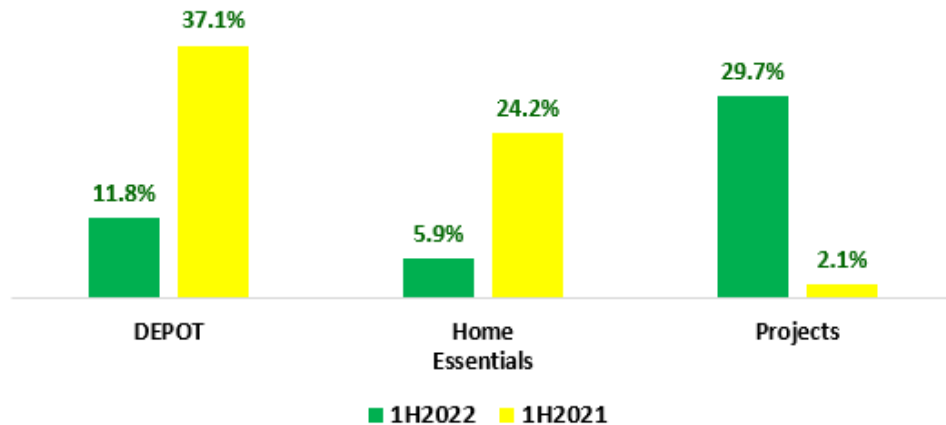
Comparable Sales Summary



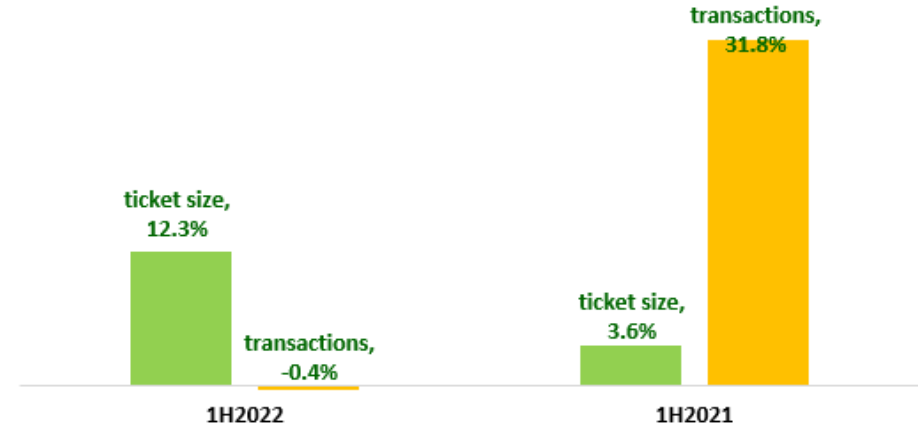
Trend



Comparable Sales per Format 1H2022 vs 1H2021



Comparable Ticket Size and Number of Transactions 1H2022 vs 1H2021



First Half 2022



(In Php MM)	1H2022	% Sales	1H2021	% Sales	% Growth
Net Sales	15,942	100.0	13,426	100.0	18.7
Cost of Sales	-9,784	-61.4	-8,512	-63.4	14.9
Gross Income	6,158	38.6	4,914	36.6	25.3
Operating Expenses	-3,606	-22.6	-3,155	-23.5	14.3
Interest Exp (Lease Liab)	-246	-1.5	-233	-1.7	5.5
Other Income - Net	161	1.0	132	1.0	21.9
Income from Operations	2,467	15.5	1,659	12.4	48.7
Non PFRS16 Depreciation & Amortization	537	3.4	446	3.3	20.5
EBITDA - Adjusted	3,005	18.8	2,105	15.7	42.8
Non-operating income	6	0.0	18	0.1	-66.4
Income Before Tax	2,473	15.5	1,677	12.5	47.5
Income tax	-617	-3.9	-429	-3.2	43.8
Net Income	1,856	11.6	1,247	9.3	48.8

GPM rate increased to 38.6%

Lease-related expense

Balance Sheet



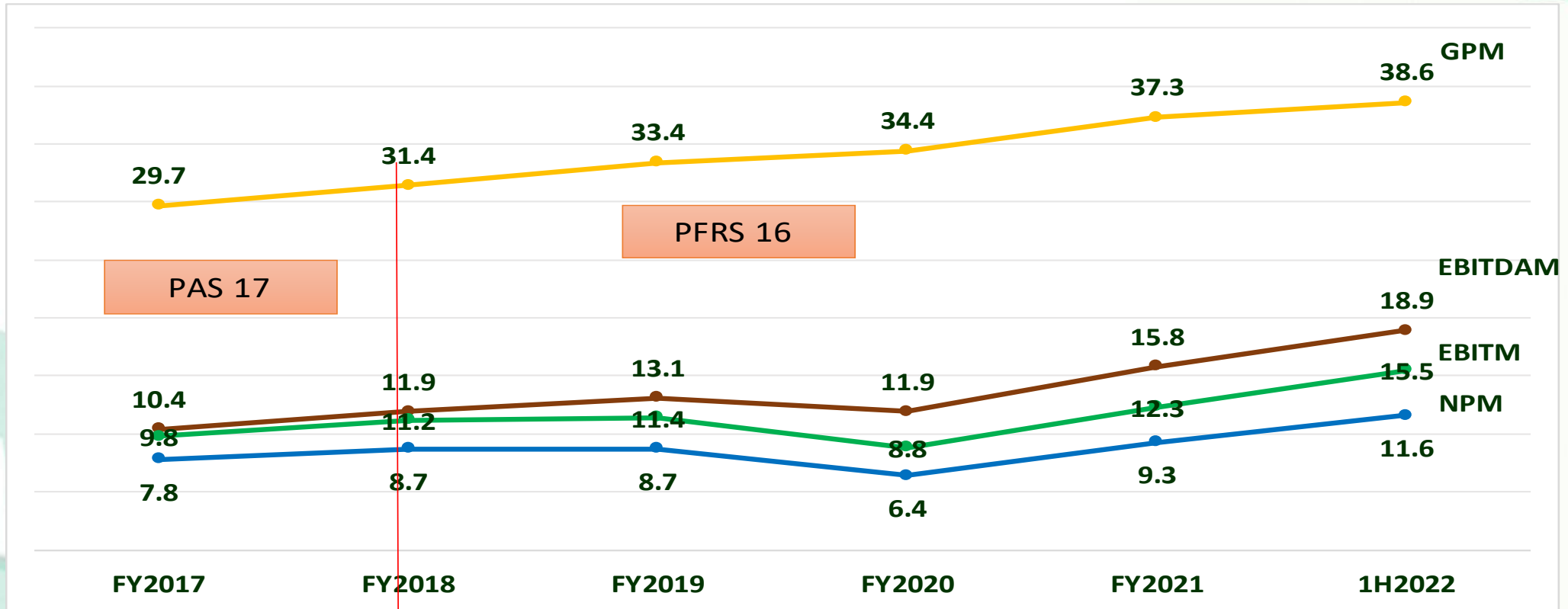
	Unaudited Jun 30, 2022	Audited Dec 31, 2021
Current Assets	16,214	17,189
Noncurrent Assets	17,621	15,149
Total Assets	33,834	32,337
Current Liabilities	7,971	8,880
Noncurrent Liabilities	7,390	5,979
Total Liabilities	15,361	14,859
Capital Stock	4,100	4,100
Additional Paid-in Capital	5,374	5,374
Other Comprehensive Loss	100	100
Retained Earnings	8,900	7,905
Total Equity	18,474	17,478
Current ratio	2.03	1.94
Quick ratio	0.37	0.50
Debt to equity ratio	0.83	0.85
Return on asset	5.5%	7.9%
Return on equity	10.3%	14.7%

1H 2022 CAPEX Investment



Capex Breakdown	1H2022 Actual Spent
Expansion-related (new stores, renovations, eqpt, warehouses, etc)	1,247
Solar Panel Project	56
IT Infrastructure and Projects	44
Total CAPEX <i>(in millions Php)</i>	1,347

Improving Margins

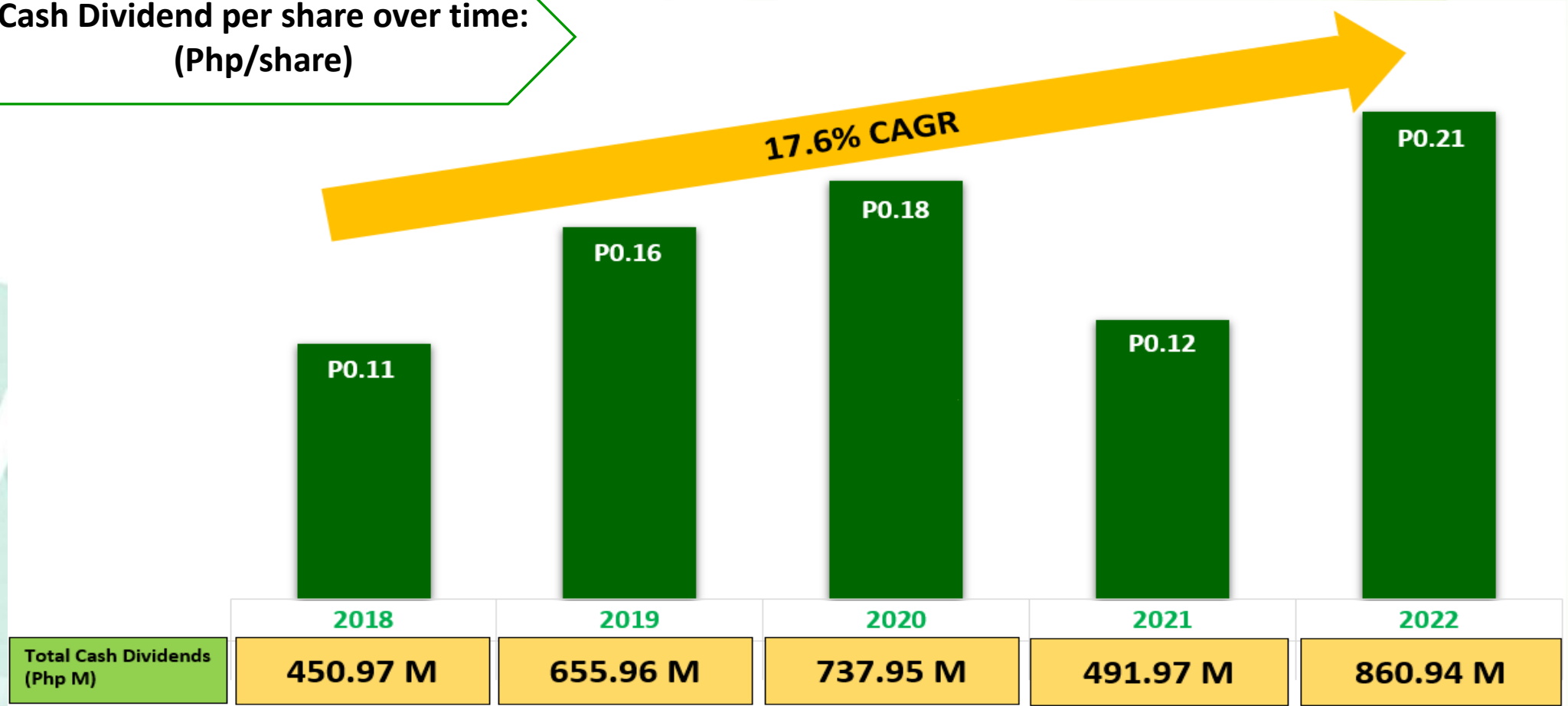
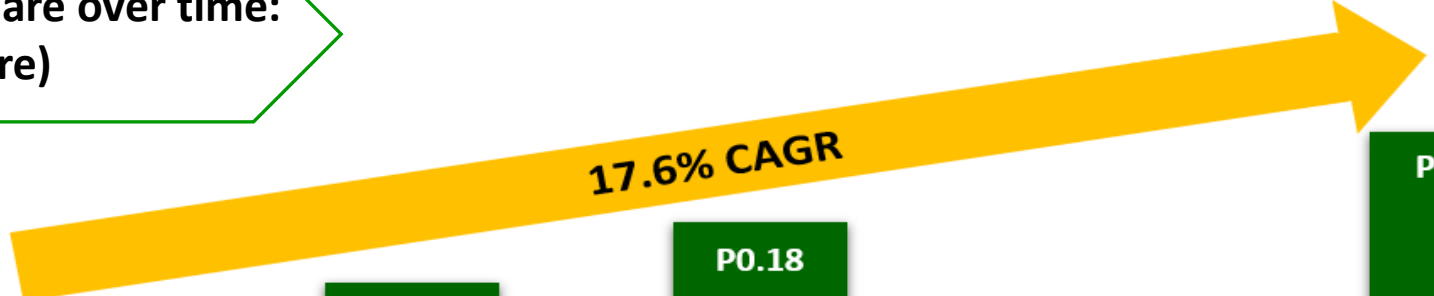


Note: ROU depreciation and interest expense charged on lease liability were considered as rent expense for 2019, 2020, 2021 and 2022.

Returning Value to Shareholders



Cash Dividend per share over time:
(Php/share)



Total Cash Dividends (Php M)	2018	2019	2020	2021	2022
	450.97 M	655.96 M	737.95 M	491.97 M	860.94 M



WILCON

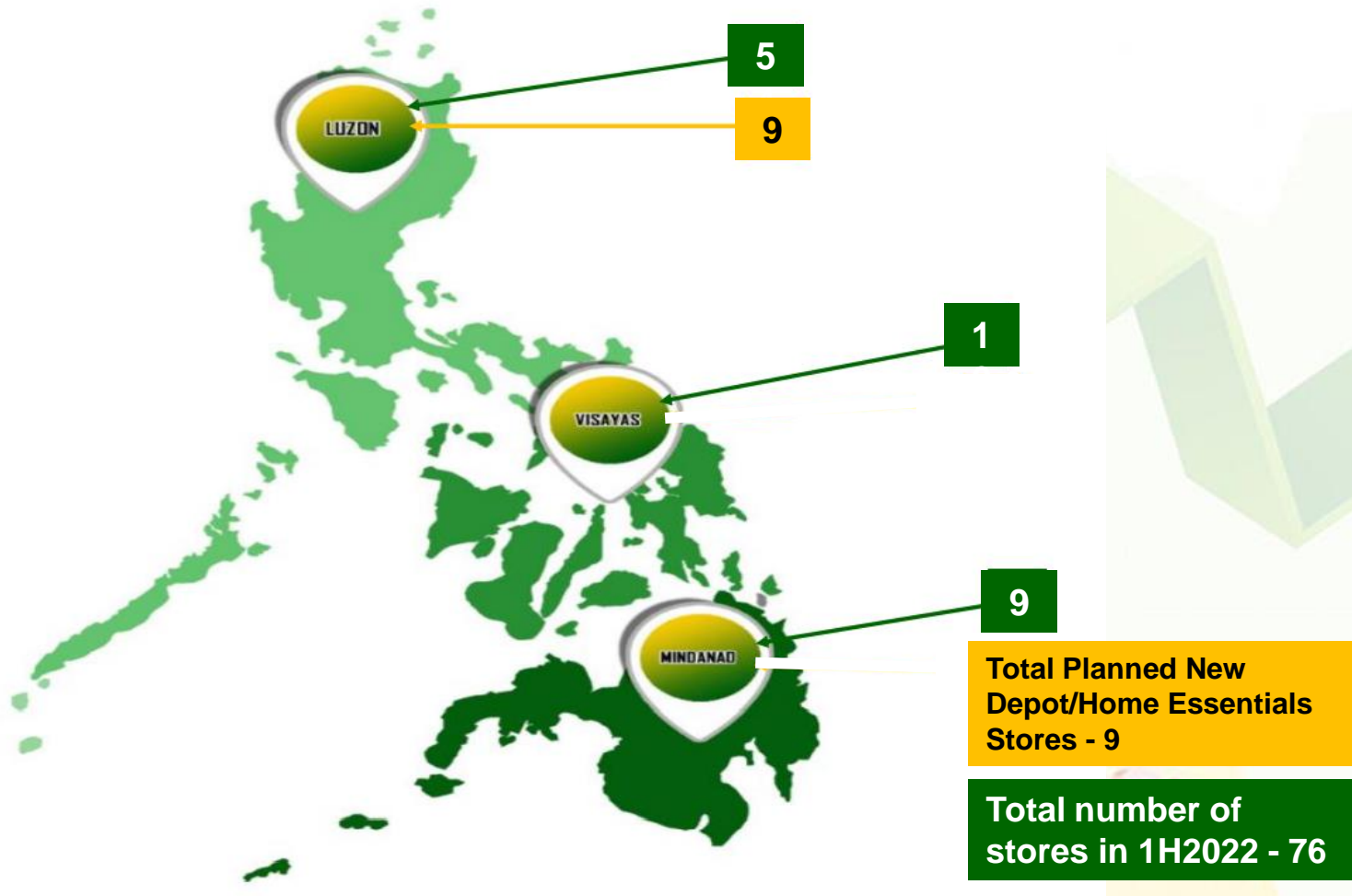
DEPOT

2022 OUTLOOK

WILCON

DEPOT

2022 Planned New Branches



	2022
Beg. Balance	73
1st Half	Mayamot, Antipolo Mar, 2022
	Gapan, Nueva Ecija Apr, 2022
	Lemery, Batangas May, 2022
2nd Half	HE, Tagaytay City Jul, 2022
	Bantay, Ilocos Sur Jul, 2022
	Calapan, Oriental Mindoro
	Abucay, Bataan
	Bauang, La Union
	Paniqui, Tarlac
Total, end	82

FY2022 CAPEX Budget



Capex Breakdown	FY2022 Budget	Available Balance
Expansion-related (new stores, renovations, eqpt, warehouses, etc)	3,534	2,287
Solar Panel Project	236	180
IT Infrastructure and Projects	176	132
Total CAPEX <i>(in millions Php)</i>	3,946	2,599



Store network expansion



Continue to build and develop in-house products and carry exclusive brands



Physical and online store layout, features and customer experience enhancements



Further strengthen and increase brand awareness and visibility

A circular inset image showing a modern kitchen with light-colored tiled walls, a wooden countertop, and a sink. The text 'Key Growth Strategies' is overlaid on the image in a large, bold, black font.

Key Growth Strategies

Store Network Expansion

45 YEARS WILCON

WILCON STORES

METRO MANILA (DEPOT)

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

12

METRO MANILA (HOME ESSENTIALS)

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

6

HOME ESSENTIALS DEPOTS

LUZON (DEPOT)

- LAOAG, ILOCOS NORTE
- BANTAY, ILOCOS SUR
- VILLASIS, PANGASINAN
- IGUIG, CAGAYAN
- CABANATUAN CITY, NUEVA ECJA
- GAPAN, NUEVA ECJA
- 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
- ANTIPOLO CITY
- MAYAMOT, ANTIPOLO CITY
- SAN ISIDRO, ANTIPOLO CITY
- DASMARIÑAS CITY
- GENERAL TRIAS CITY
- KAWIT, CAVITE
- BACOOR CITY
- SILANG, CAVITE
- CALAMBA CITY
- CABUYAO CITY
- SAN PABLO CITY
- STA. ROSA CITY
- PILA, LAGUNA
- STO. TOMAS CITY
- ALANGILAN, BATANGAS CITY
- LIPA CITY
- LEMERY, BATANGAS
- TAYABAS, QUEZON
- DARAGA ALBAY
- NAGA CITY
- SORSOGON CITY
- PUERTO PRINCESA CITY

39

(HOME ESSENTIALS)

- SAN FERNANDO, PAMPANGA
- TAGAYTAY CITY

2

VISAYAS (DEPOT)

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

9

(HOME ESSENTIALS)

- FESTIVEMALL, ILOILO CITY

1

MINDANAO (DEPOT)

- BUTUAN CITY
- CAGAYAN DE ORO CITY, MISAMIS ORIENTAL
- MATINA, DAVAO CITY
- PANACAN, DAVAO CITY
- TAGUM CITY, DAVAO DEL NORTE
- ZAMBOANGA CITY
- GENERAL SANTOS CITY
- OPOL, MISAMIS ORIENTAL
- MALAYBALAY, BUKIDNON

9

100 Stores by 2025

2022 Planned New Branches

5

9

82

Stores Nationwide at year end

1

9

78 Stores Nationwide (as of July 22, 2022)

Total Planned New Depot/Home Essentials Stores - 9

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	



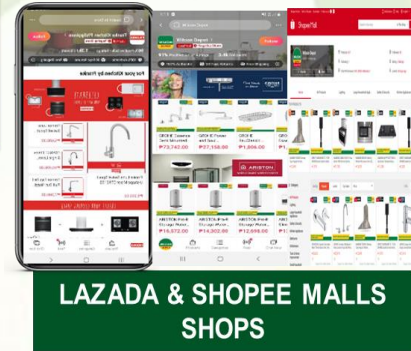
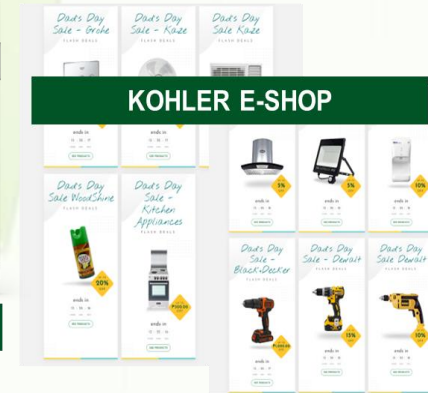
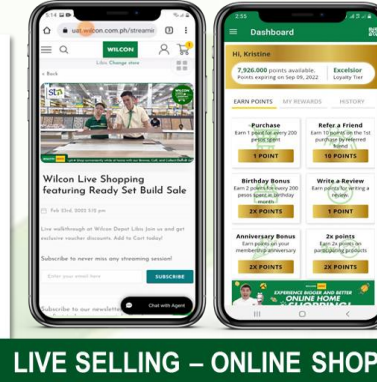
- Improve supply chain management

- Enhance marketing efforts

- Expand product lines/ product offerings

- ✓ Enhance the Company's ability to provide its customers with value for money products
- ✓ Rationalize product offerings

Physical and online store layout, features and customer experience enhancements



- Constant innovations in store layout, features and customer experience that add value to our relationship with our customers and consistently differentiate us from competition

Further Strengthen and Increase Brand Awareness and Visibility



" WILCON LAUNCHES NEW BRAND AMBASSADORS AND PARTNERSHIP WITH GROHE AND FRANKE "



Utilize appropriate marketing and advertising tools, including but not limited to:

- Social Media & Online Advertising
- Trade Shows & Targeted Marketing
- Paid Media & Brand Ambassadors
- Display Advertising and Point of Purchase Marketing



Q & A



WILCON

DEPOT

COMPANY PROFILE

WILCON

DEPOT

Company Overview



LEADER

Leader in the home improvement and finishing construction supply retail space in the Philippines; 45 years in operation



PIONEER

Revolutionized the construction-supply industry by enhancing customer shopping experience

ONE-STOP SHOP

Offering the complete spectrum of home improvement products



PREFERRED PARTNER

Extensive network of supplier-partners, professional/contractor-customers and wide homeowner customer base

VALUE BRANDS

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

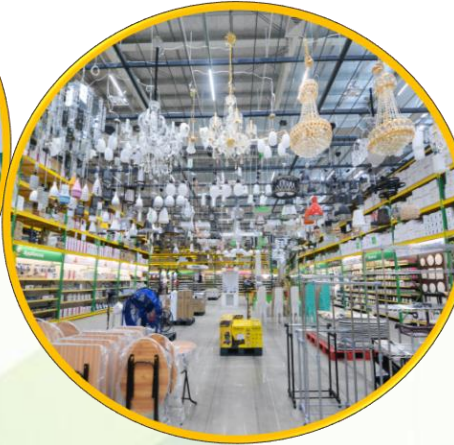


TOP-OF-THE-LINE PRODUCTS

Exclusively carries a number of renowned international and local brands

LEADER

Leader in the home improvement and finishing construction supply retail space in the Philippines; 45 years in operation



PIONEER

Revolutionized the construction-supply industry by enhancing customer shopping experience

WILCON STORES

METRO MANILA (DEPOT)

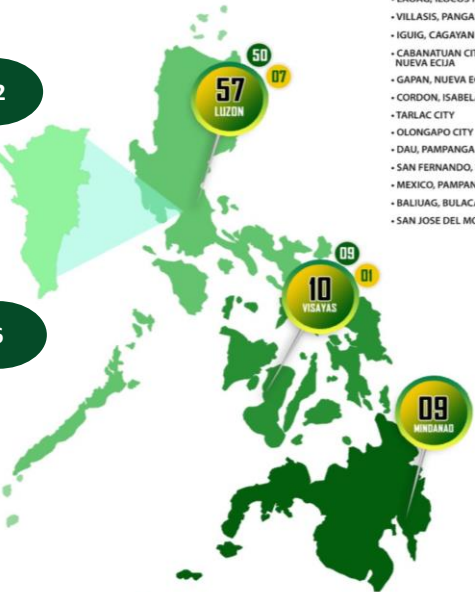
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- ORMOG CITY, LEYTE
- DAUIS, BOHOL

9

(HOME ESSENTIALS)

- FESTIVEWALK MALL, ILOILO CITY

1

MINDANAO (DEPOT)

- BUTUAN CITY
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- MATINA, DAVAO CITY
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- MALAYBALAY, BUKIDNON

9

HOME ESSENTIALS DEPOTS



78

Stores Nationwide

(as of July 22, 2022)

DEPOT



HOME ESSENTIALS



No. of stores

69

9

Gross Floor Area

- 2,800 sqm to 16,100 sqm, with an average gross floor area of 9,298 sqm

- 740 sqm to 2,800 sqm, with an average gross floor area of 1,478 sqm

* as of July 22, 2022

Major Categories & Select Brands

45 YEARS WILCON

ONE-STOP SHOP

Offering the complete spectrum of home improvement products



BUILDING MATERIALS



- SOLUTHERM**
FILTRATION SYSTEM
- p.tech**
THE BUILDER'S AID
- MATWOOD**
- HardieFlex**
WALLS-CEILING-FLOORING-EAVES-ROOFING
- MATIMCO**

- FOREST PRODUCTS**
- BORAL**
- NovTek**
NOVTEK CORPORATION
- ATLANTA INDUSTRIES**

TILES / FLOORING



- KERATILE**
- PICASSO MOSAIC**
- VERONA TILES**
- EMIGRES**
- ALCALAGRES**
- Arte CERAMICHE**
- Ek CERAMICA**
- ENERGIE KER CERAMICA**
- CASTELVETRO**
- stn**
- cifre cerámica**
- SOL CERAMICA**
- SAIGRES**
- BOM DESIGN**
- cifre cerámica**
- rocersa CERAMICA**
- KIA PIONEER IN QUALITY**
- MARIWASA**
Uncompromising Quality

PLUMBING & SANITARY WARES



- BIRKË**
- FRANKE**
- Danze**
- HCG** "I can live here."
- Crown Sink**
stainless steel sink
- KOHLER**
- POZZI**
BATHROOM SOLUTIONS
- SEFA**
- Pure Freude an Wasser**
- GROHE**
- QUARTEX**
CELEBRATE WITH ROYAL STYLE

PAINTS AND SUNDRIES



- BOYSEN**
The No. 1 PAINT
- DAVIES**
Paint Permitted
- ABC**
TILE ADHESIVE TILE GROUT
- Rain Shine**
OR Shine

FURNITURE, FURNISHING, HOUSEWARE, etc



- Heritage**
- CHAPIN**
- BULL**
- LODGE**
- ROMZ**
- HEIM**
- VELLMAX**
- GARDENIA ORCHIDEA**
- NOBIZZI**
FURNITURE

APPLIANCES



- Hamdèn**
- FRANKE**
- KAZE**
- aerogaz**
- Whirlpool**
- ARISTON**
WORLD CLASS WATER HEATER

HARDWARE AND TOOLS



- BLACK+DECKER**
- RUBI**
- DIRECT HARDWARE**
THE DIRECT HARDWARE STORE
AMERICA'S LARGEST HARDWARE STORE
- BALDWIN**
- dormakaba**
- Yale**
- HILLS**
- MaxSell**
POWER TOOLS
- ELECTRON**

ELECTRICAL AND LIGHTING



- ALPHALUX**
- Landlite**
- KAZE PHILIPS**
- EAGLE ELECTRIC**
We're all light!
- Akari**
- Panasonic**
- LUCECO**
- OMNI**
electrical & lighting

WILCON



PREFERRED PARTNER

Extensive network of supplier-partners, professional / contractor-customers and wide homeowner customer base

Wilcon has been dealing with over 400 local and foreign suppliers with some for over 25 years. This has benefitted **Wilcon** in terms of:

- ✓ Lowering costs
- ✓ Sourcing exclusive products
- ✓ Obtaining products in short supply
- ✓ Enabling product collaborations

45
YEARS
WILCON

WILCON

Building Big Ideas

45 YEARS WILCON

VALUE BRANDS

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



TOP-OF-THE-LINE PRODUCTS

Exclusively carries a number of renowned international and local brands

IN – HOUSE BRANDS



SELECT EXCLUSIVE BRANDS



1977 - 2001



Traditional trade

- Small hardware store format
- Wholesale and retail operations

2002 - UP



Introduced & Expanded depot format

- Converted into a modern trade channel
- Pure retail operations offering a complete spectrum of home improvement products

2009 - 2014



Major re-branding / evolution of Wilcon logo and brand.

- Re-conceptualization of the smaller-sized into a separate format labeled "Home Essentials"
- Consolidation of operations under one entity (Wilcon Builders' Depot, Inc., now Wilcon Corporation)
- Enhanced exclusive and in-house brand offerings

2017 - 2020



Initial Public Offering of WDI

- Roll out of the five-year 29- depot expansion plan

2015 - 2016



Wilcon Depot, Inc. was established on Dec. 17, 2015

- Retail business was transferred from Wilcon Corporation to Wilcon Depot, Inc. on April 1, 2016

2021 - PRESENT



Included in the PSEI on October 11, 2021

- In the stock market front, WDI was included in the Philippine Stock Exchange index.

78 Operating Stores Nationwide



45 YEARS WILCON

Company Highlights



WILCON

DEPOT

FINANCIAL AND OPERATIONAL HIGHLIGHTS

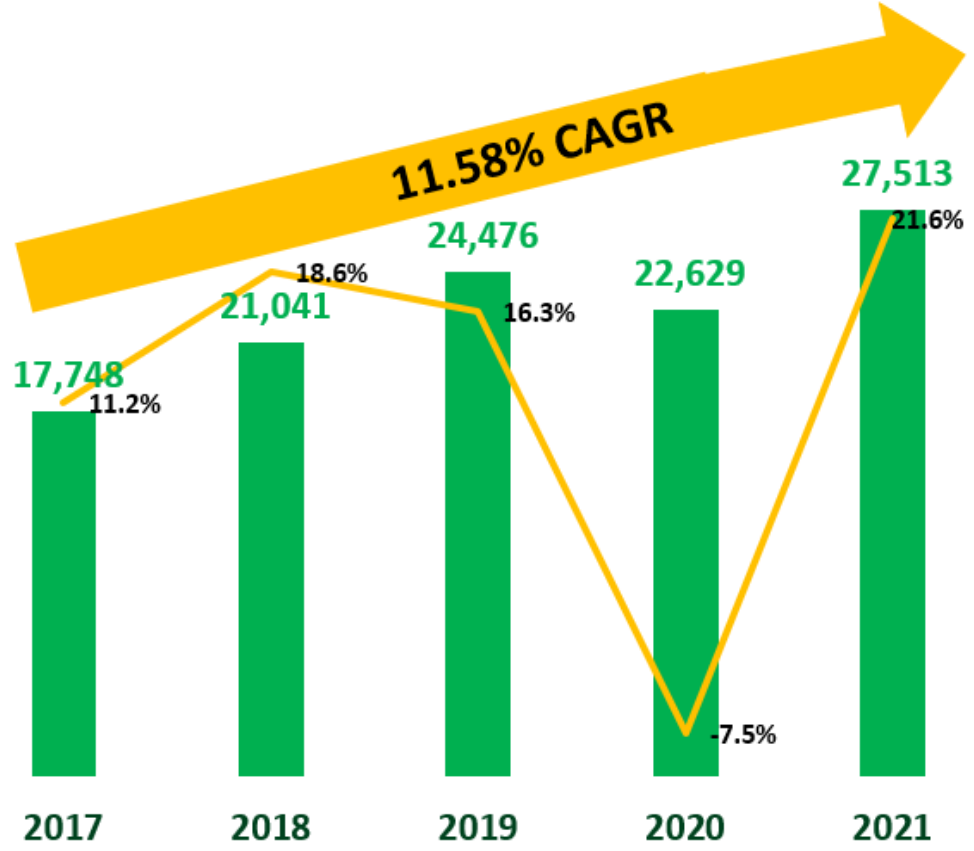
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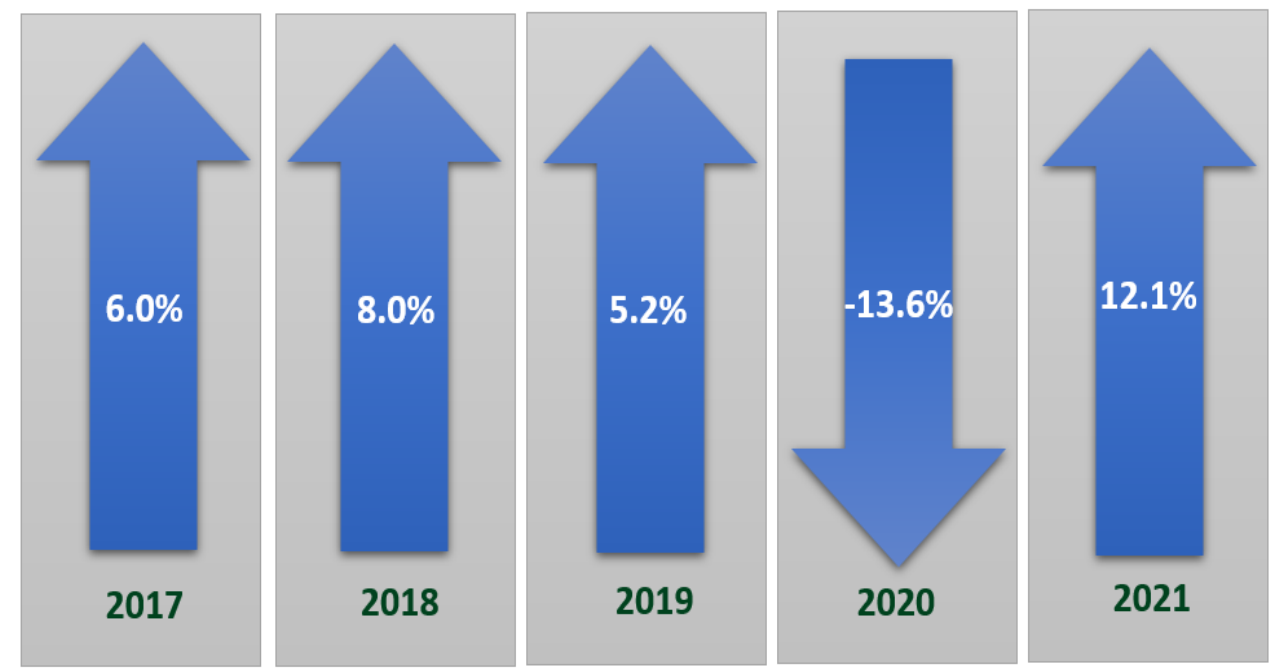
Financial Highlights



Net Sales and Growth Rate



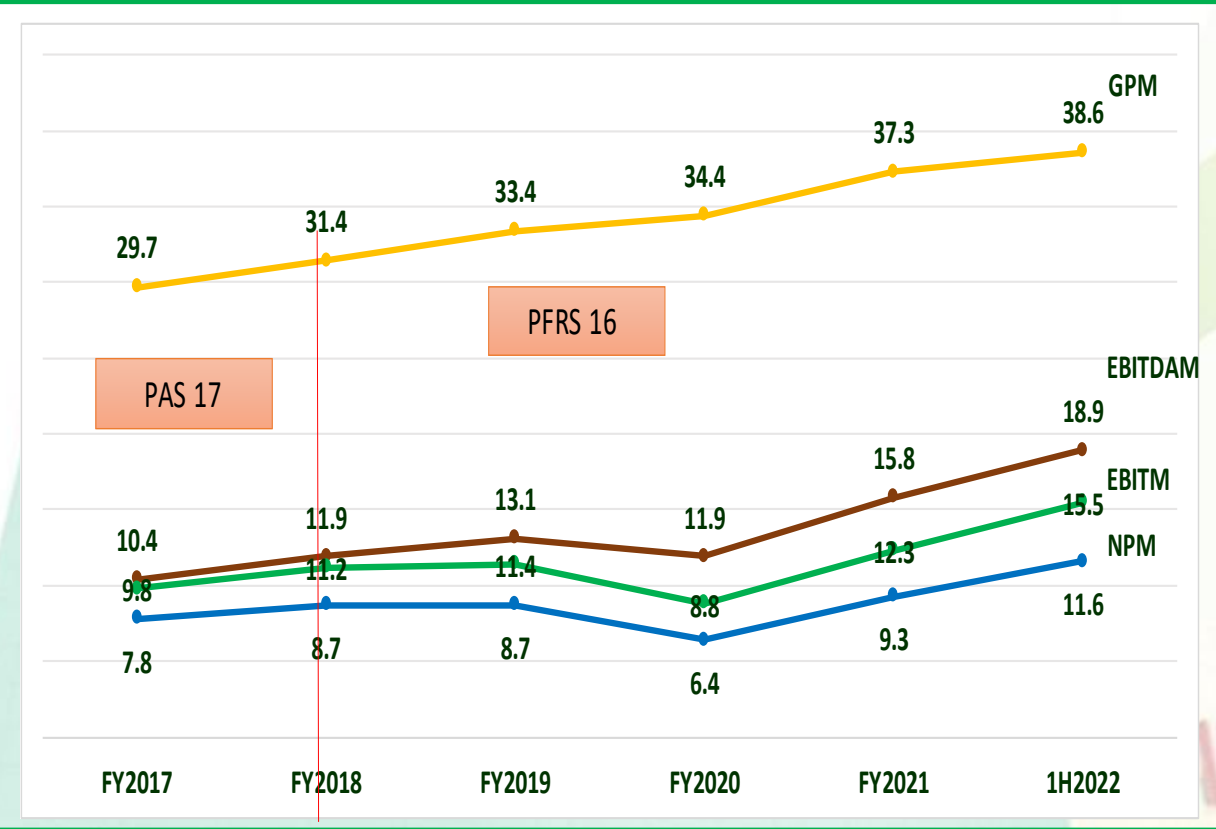
Comparable Sales Growth Rate



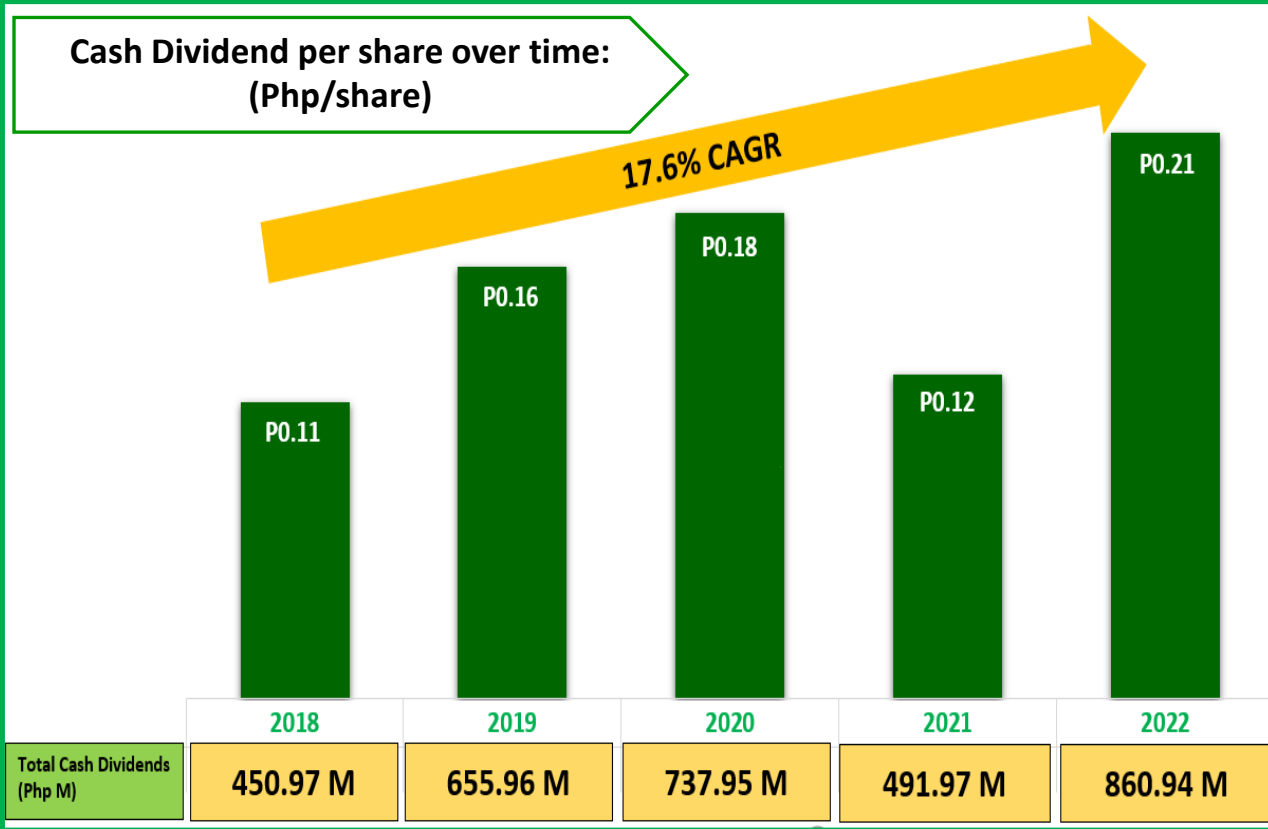
Financial Highlights



Improving Margins



Returning Value to Shareholders

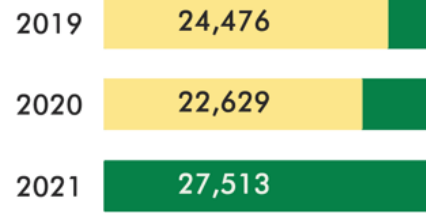


Note: ROU depreciation and interest expense charged on lease liability were considered as rent expense for 2019, 2020, 2021 and 2022.

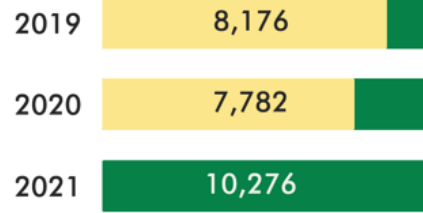
Financial Highlights

(IN PHP MILLIONS)

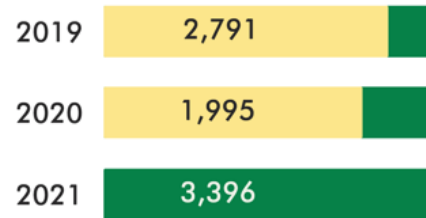
NET SALES



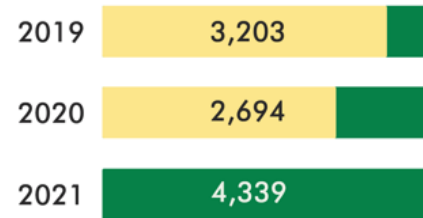
GROSS INCOME



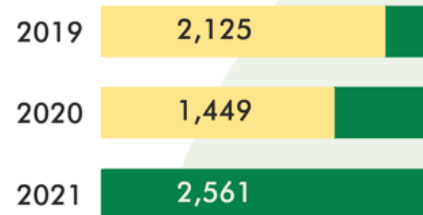
EBIT



EBITDA

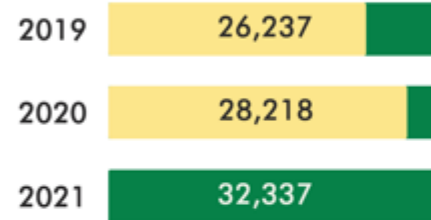


NET INCOME

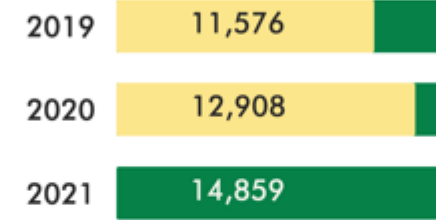


AS AT 31 DECEMBER (IN PHP MILLIONS)

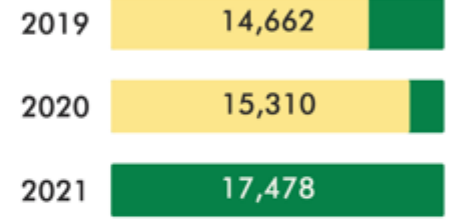
TOTAL ASSETS



TOTAL LIABILITIES

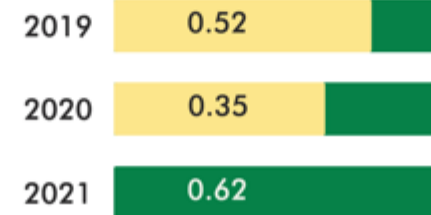


TOTAL STOCKHOLDERS' EQUITY

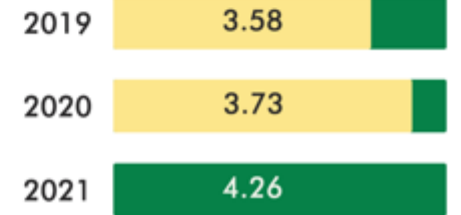


PER SHARE

BASIC EARNINGS



BOOK VALUE



A modern living room with a hanging chair, sofas, a coffee table, and a geometric light fixture. The room is decorated with plants, a rug, and a large green text overlay.

THANK YOU!

WILCON **DEPOT**

Disclaimer



The above 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. The Company expressly disclaims any obligation or undertaking to release, publicly or otherwise, any updates or revisions to any forward-looking statement contained herein to reflect any change in the Company's expectations with regard thereto or any change in events, conditions, assumptions or circumstances on which any statement is based.