



**UBS ONEASEAN
CONFERENCE 2022
|JUNE 10, 2022|**

2nd Quarter 2022 Updates



Store Network Expansion

- Opened 2 new branches (depots)
- 76 branches as of May 31, 2022

LUPON (DEPOT)

- LAOAG, ILOCOS NORTE	- CALUBIT, BULACAN	- SAN PABLO CITY
- VILLAGUI, PANGASINAN	- TAYTAY, RIZAL	- ROSA CITY
- UGUIS, CAGAYAN	- SAN JUAN, TAYTAY, RIZAL	- PILA, LAGUNA
- CABANATUBAN CITY, NUEVA ECUIA	- ANTIPOLO CITY	- STA. TOMAS CITY
- GAPAN, NUEVA ECUIA	- MAMPANG, ANTIPOLO CITY	- ALANGALAN, BATANGAS CITY
- CORDON, ISABELA	- SAN ISIDRO, ANTIPOLO CITY	- LIPA CITY
- TARIAC CITY	- DASMARANAS CITY	- LEMERY, BATANGAS
- OLONGAPO CITY	- GENERAL TRIAS CITY	- TARIAC, ORIZON
- DALI, PAMPANGA	- KARIT, CAVITE	- DAGAGA ALBAY
- SAN FERNANDO, PAMPANGA	- BACOR CITY	- NAGA CITY
- MEXICO, PAMPANGA	- ISLANG, CAVITE	- SORSOGON CITY
- MALIBU, BULACAN	- CALAMBIA CITY	- PUSIBO, PRINCESA CITY
- SAN JOSE DEL MONTE CITY	- CARUBON CITY	- SAN FERNANDO, PAMPANGA

HOME ESSENTIALS

VISAYAS (DEPOT)

- JARO, ILOILO CITY	- TALISAY, BACOLOD
- TACLOBAN CITY, LEYTE	- NEGROS OCCIDENTAL
- TAGAY CITY, CEBU	- ORMOG CITY, LEYTE
- MANDAUJE CITY, CEBU	- DAUAS, BOHOL
- STA. BARBARA, ILOILO	- HOME ESSENTIALS
- MAKATO, ARLAN	- FESTIVEMALL MALL, ILOILO CITY

MINDANAO (DEPOT)

- BUTUAN CITY	- ZAMBOANGA CITY
- CAGAYAN DE ORO CITY	- GENERAL SANTOS CITY
- MISAMI ORIENTAL	- OPO
- MATINA, DAVAO CITY	- MICASAMI ORIENTAL
- PANAPAN, DAVAO CITY	- MALAYBALAY
- TAGUM CITY	- BUNENON
- DAVAO DEL NORTE	



Duque: PH likely to remain under Alert Level 1 until end of Duterte's term



- ✓ Alert level 1 maintained in all areas; minimum health standards required
- ✓ Generally peaceful elections and no election-related disruption in business operations
- ✓ All stores remained open through all the quarantine/alert levels



MANILA, Philippines – About 77 percent of the country's eligible population are fully vaccinated against the coronavirus, according to presidential adviser for COVID-19 response Vince Dizon.



© Walter Bollozoos
"77% of Philippines target population fully vaccinated"

WILCON

DEPOT

WILCON

DEPOT

FIRST QUARTER 2022 RESULTS

WILCON

DEPOT

1Q2022 Results Highlights

45 YEARS WILCON

Financial Highlights

- ✓ Php 7.652B Net Sales
- ✓ 14.6% y-o-y Net Sales growth
- ✓ Php 851 Million NIAT
- ✓ 40.7% y-o-y NIAT growth
- ✓ 38.3% GPM
- ✓ 18.2% EBITDAM
- ✓ 14.8% EBITM

Comparable Sales Summary

8.6% SSSG
-3.6% Transaction Count
12.7% Ticket Size

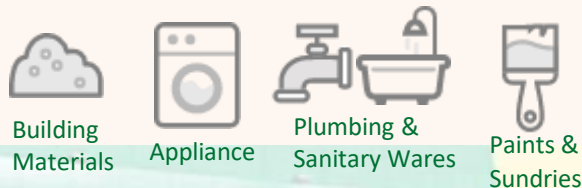
Opened 1 new store

- Mayamot, Antipolo

Total Sales Mix

51.2%
In-house & exclusive contribution

Product categories performing better than average growth



Store Network Expansion

WILCON STORES



METRO MANILA (DEPOT)

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

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METRO MANILA (HOME ESSENTIALS)

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

6

HOME ESSENTIALS DEPOTS

76

Stores Nationwide

(as of May 27, 2022)

Opened 1 new branch (depot) in Q1 and another 2 new branches (depots) this Q2

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

LUZON (DEPOT)

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

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VISAYAS (DEPOT)

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

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MINDANAO (DEPOT)

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

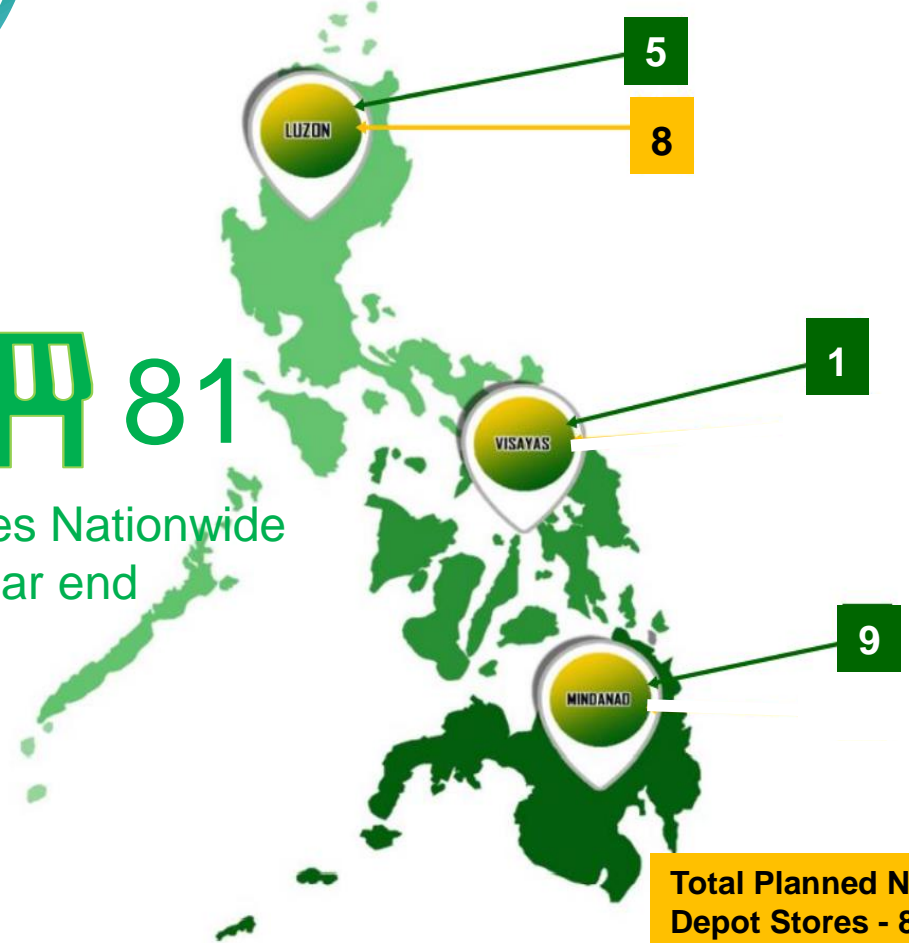
09

100
Stores
by 2025

2022 Planned New Branches

81

Stores Nationwide at year end



Total Planned New Depot Stores - 8

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**

Q & A



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.