



9M 2023 Earnings Briefing

October 27, 2023 | 4:00 PM



FORWARD LOOKING STATEMENTS

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.



THIRD QUARTER 2023 RESULTS



3Q 2023 RESULTS HIGHLIGHTS

Financial Highlights

- ✓ Php 8.791B Net Sales
- ✓ 0.1% y-o-y Net Sales growth
- ✓ Php 908M NIAT
- ✓ 39.6% GPM
- ✓ 17.6% EBITDAM
- ✓ 13.8% EBITM

Comparable Sales Summary

-5.7% SSSG
-7.5% Transaction Count
2.0% Ticket Size

Total Sales Mix

51.2%
In-house & exclusive contribution

Product categories performing better than average growth



Paints & Sundries



Building Materials

3rd QUARTER 2023

STA. MARIA, BULACAN

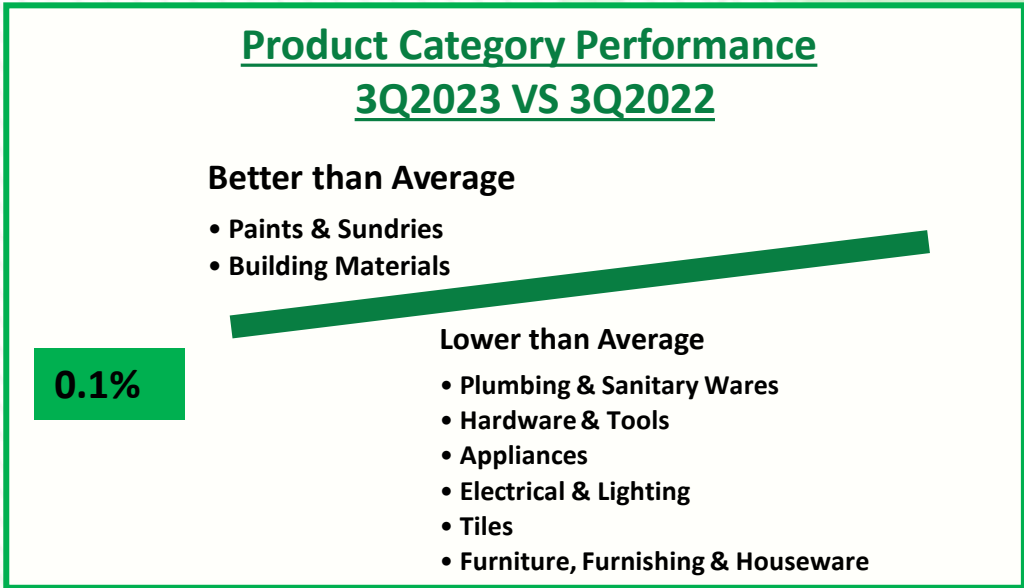
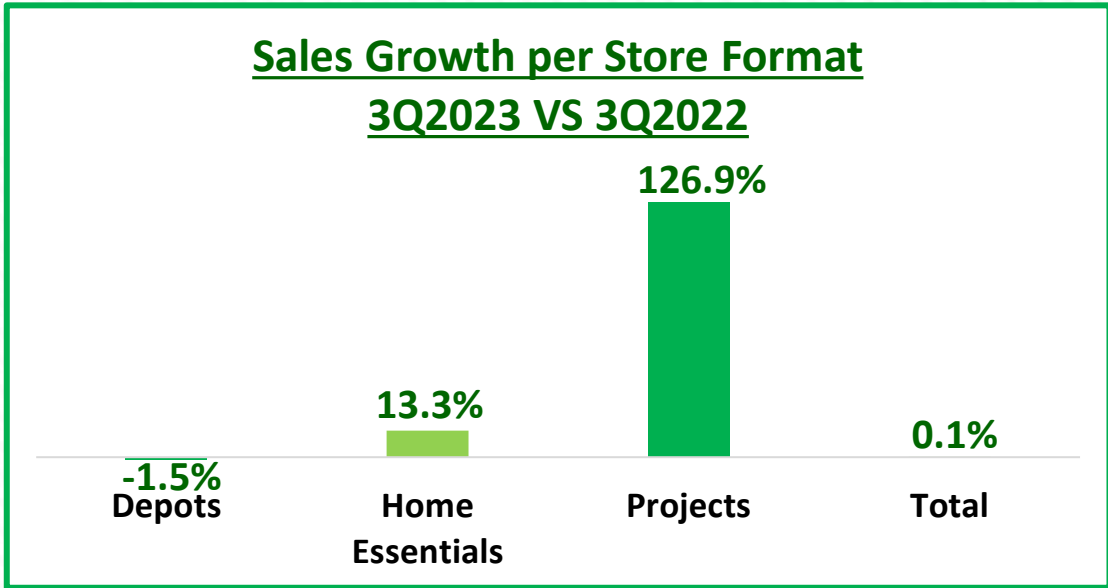
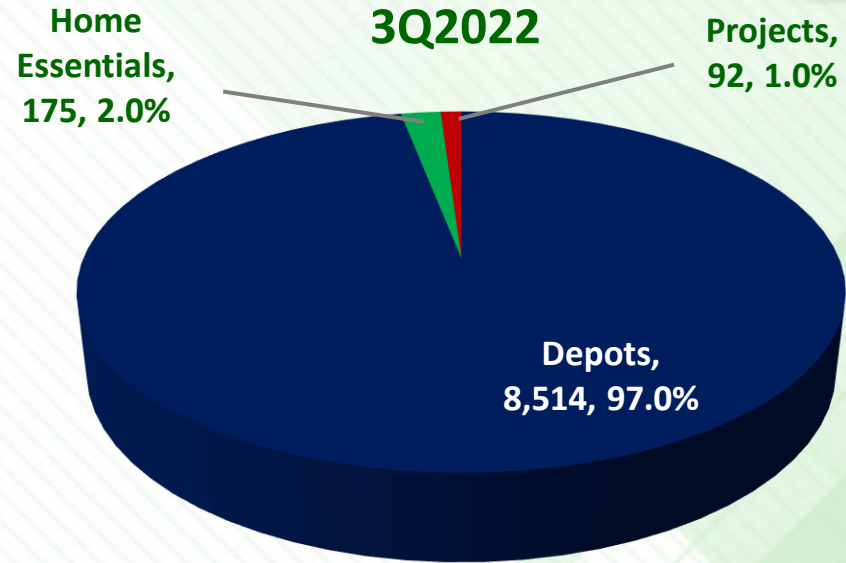
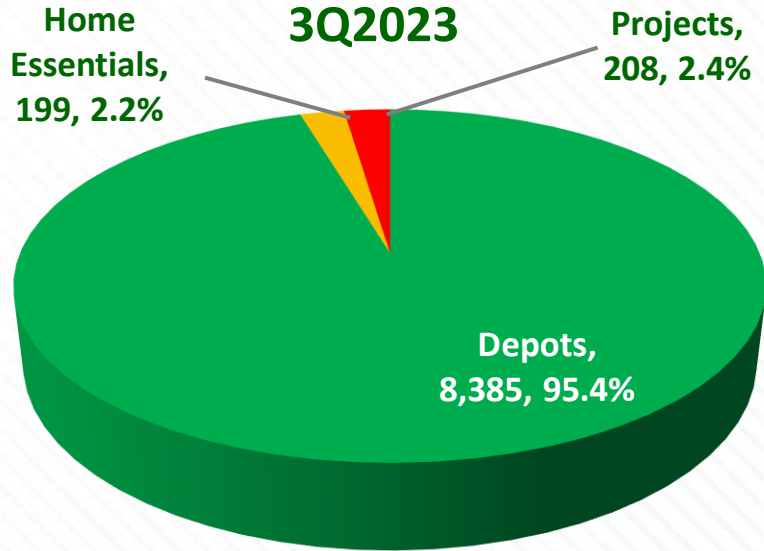


ILIGAN CITY, LANA O DEL NORTE

Total Net Sales Breakdown – 3Q 2023



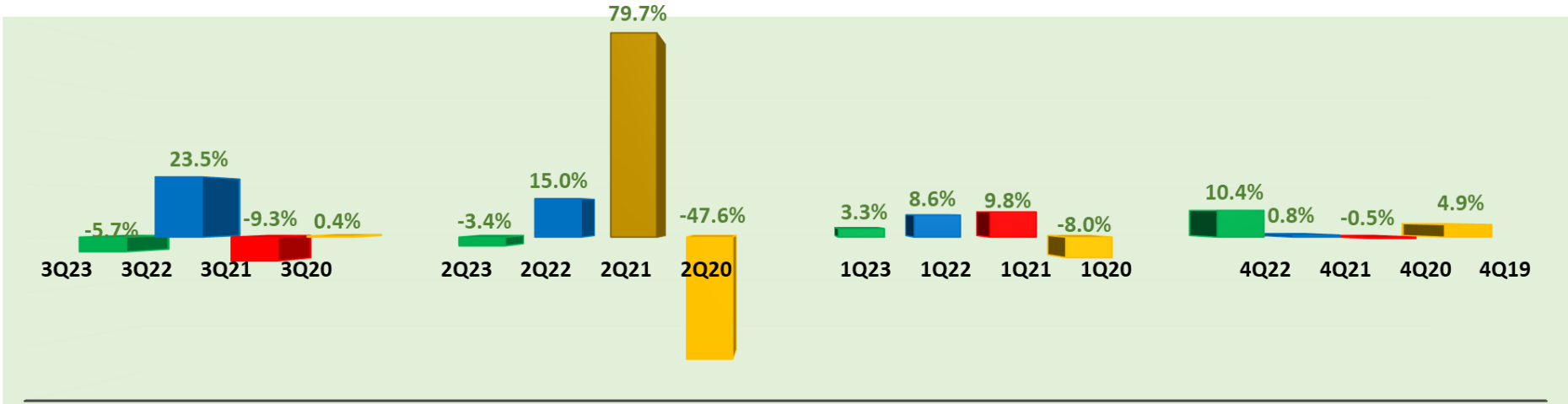
Php Millions



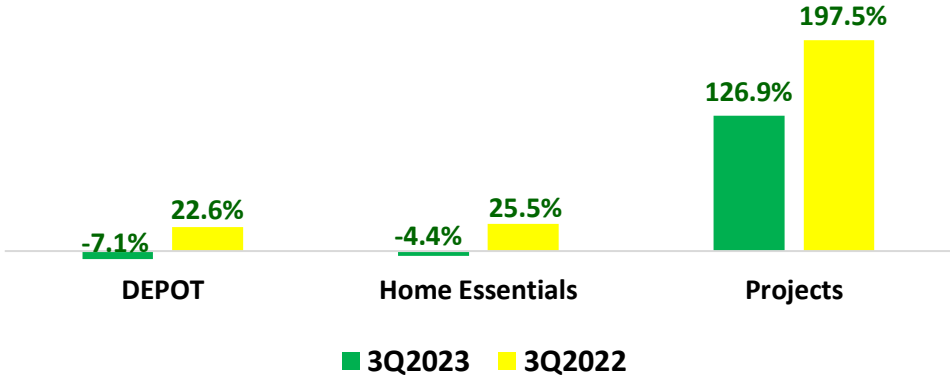
Comparable Sales Summary



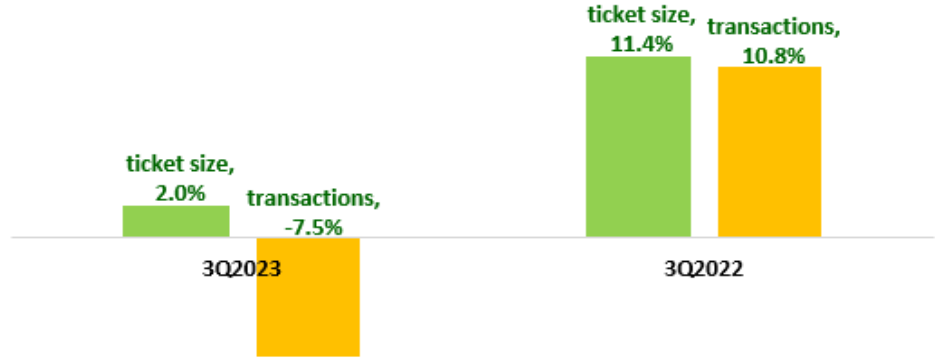
Quarterly Trend



Comparable Sales per Format 3Q2023 vs 3Q2022



Comparable Ticket Size and Number of Transactions 3Q2023 vs 3Q2022



THIRD QUARTER 2023

(In Php MM)	3Q2023	% Sales	3Q2022	% Sales	% Growth
Net Sales	8,791	100.0	8,780	100.0	0.1
Cost of Sales	-5,314	-60.4	-5,322	-60.6	-0.1
Gross Income	3,477	39.6	3,459	39.4	0.5
Operating Expenses	-2,195	-25.0	-1,985	-22.6	10.6
Interest Exp (Lease Liab)	-164	-1.9	-149	-1.7	9.9
Other Income - Net	92	1.0	138	1.6	-33.3
Income from Operations	1,210	13.8	1,463	16.7	-17.3
Non PFRS16 Depreciation & Amortization	334	3.8	290	3.3	15.1
EBITDA - Adjusted	1,544	17.6	1,753	20.0	-11.9
Non-operating income	0	0.0	7	0.1	-94.8
Income Before Tax	1,211	13.8	1,470	16.7	-17.7
Income tax	-303	-3.4	-366	-4.2	-17.3
Net Income	908	10.3	1,104	12.6	-17.8

GPM rate increased to 39.6%

Lease-related expense



NINE MONTHS 2023 RESULTS

9M 2023 RESULTS HIGHLIGHTS

Financial Highlights

- ✓ Php 25.943B Net Sales
- ✓ 4.9% y-o-y Net Sales growth
- ✓ Php 2,726M NIAT
- ✓ 39.5% GPM
- ✓ 17.6% EBITDAM
- ✓ 13.9% EBITM

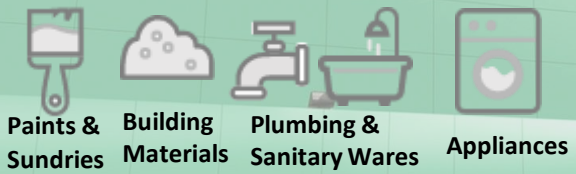
Comparable Sales Summary

- 2.1% SSSG
- 5.4% Transaction Count
- 3.5% Ticket Size

Total Sales Mix

50.9%
In-house & exclusive contribution

Product categories performing better than average growth



Php 2.006B CAPEX

Opened 6 New Stores

NINE MONTHS 2023

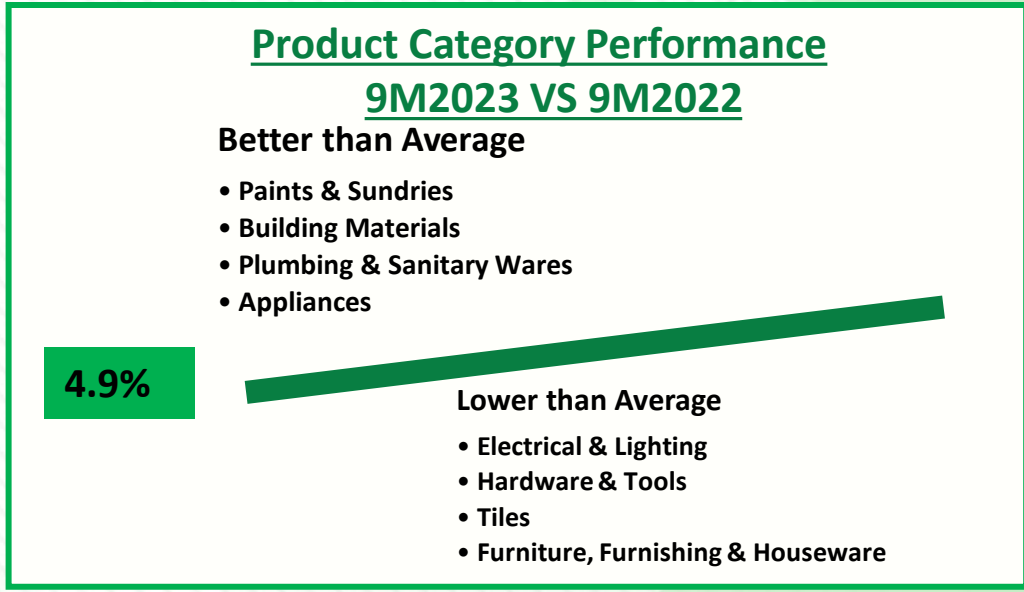
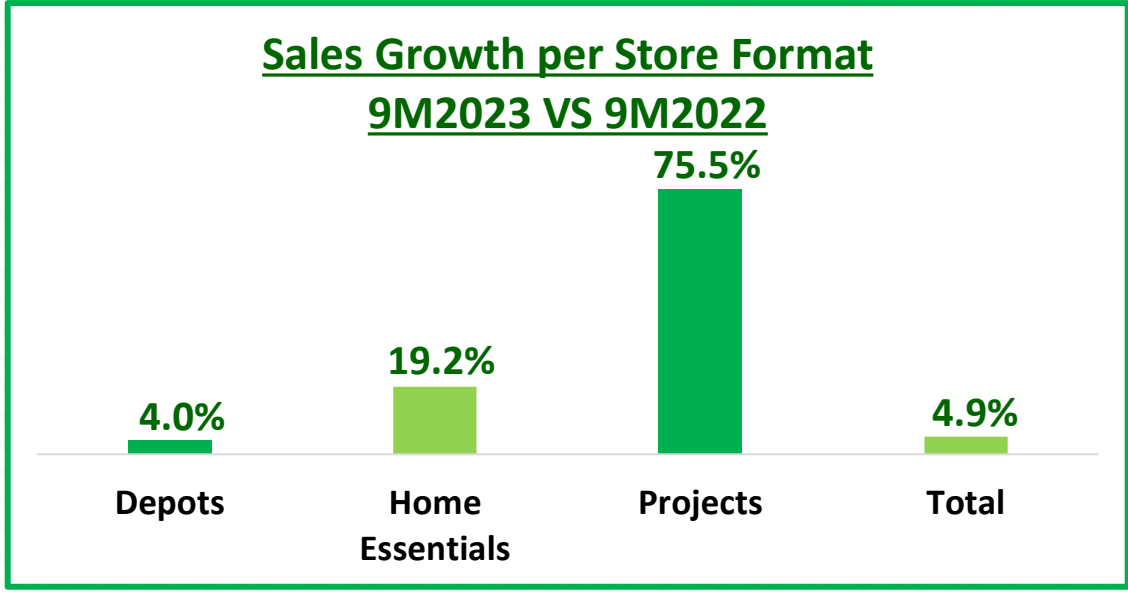
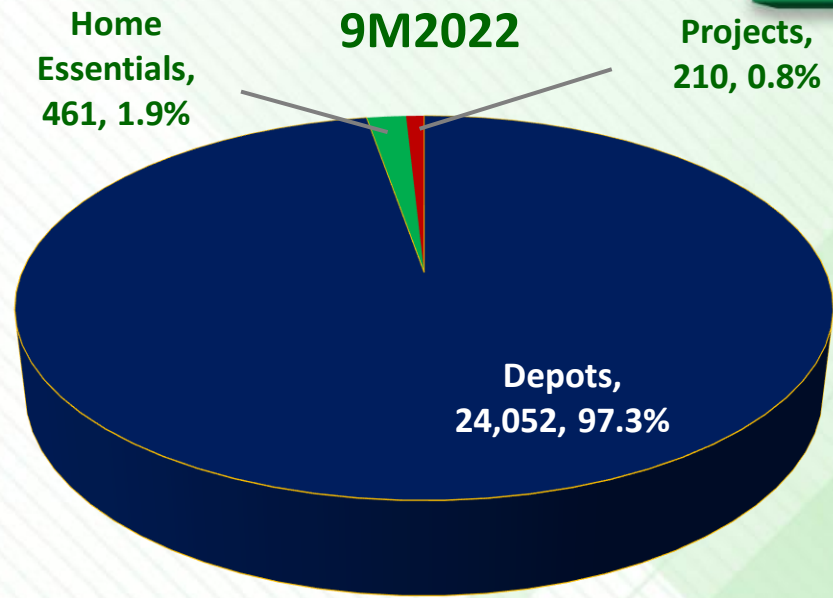
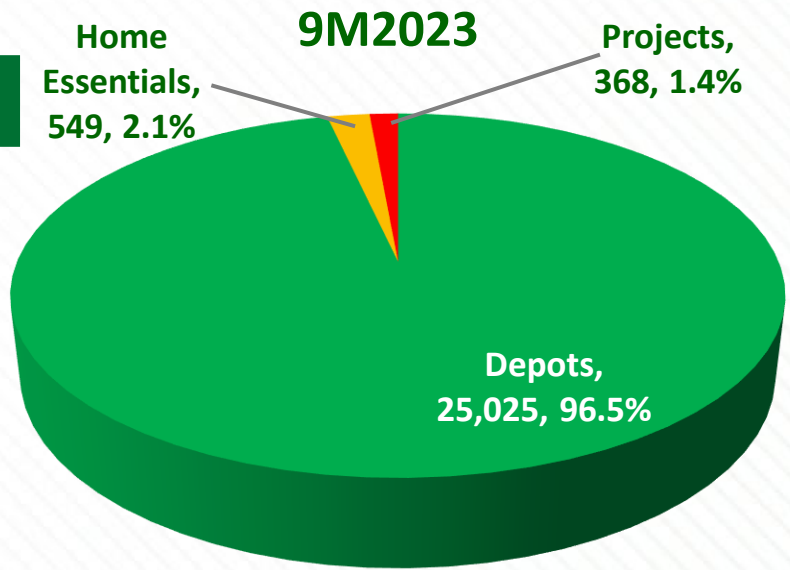
- Guiguinto, Bulacan
- Rosario, Batangas
- Uptown, CDO
- San Fernando, Pampanga
- Sta. Maria, Bulacan
- Iligan City, Lanao del Norte



Total Net Sales Breakdown – 9M 2023



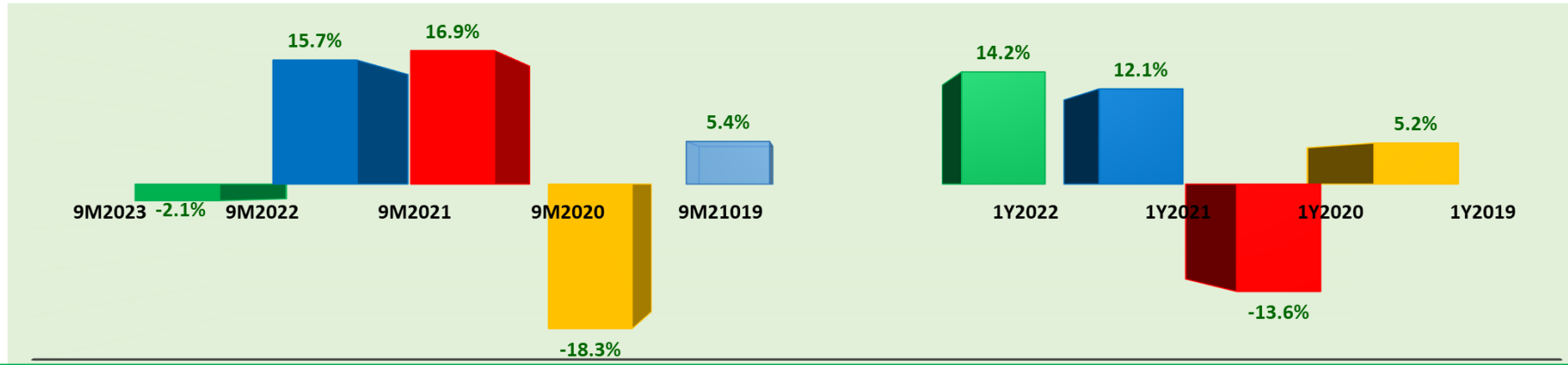
Php Millions



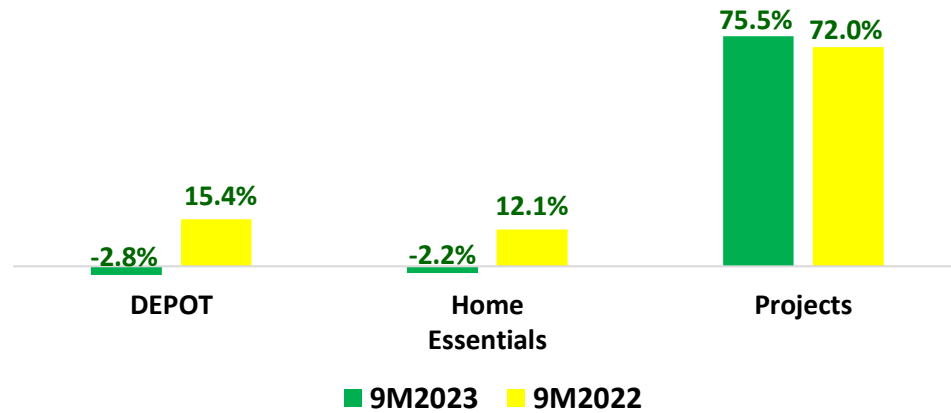
Comparable Sales Summary



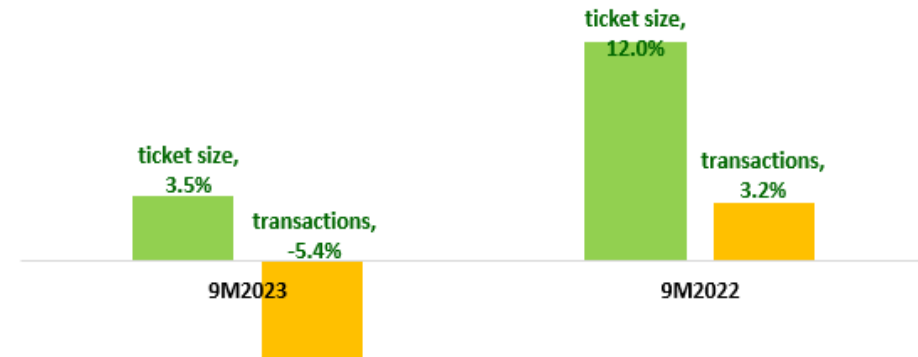
Trend



Comparable Sales per Format 9M2023 vs 9M2022



Comparable Ticket Size and Number of Transactions 9M2023 vs 9M2022



NINE MONTHS 2023

(In Php MM)	9M2023	% Sales	9M2022	% Sales	% Growth
Net Sales	25,943	100.0	24,723	100.0	4.9
Cost of Sales	-15,695	-60.5	-15,105	-61.1	3.9
Gross Income	10,248	39.5	9,617	38.9	6.6
Operating Expenses	-6,562	-25.3	-5,588	-22.6	17.4
Interest Exp (Lease Liab)	-473	-1.8	-395	-1.6	19.9
Other Income - Net	405	1.6	297	1.2	36.4
Income from Operations	3,617	13.9	3,931	15.9	-8.0
Non PFRS16 Depreciation & Amortization	962	3.7	827	3.3	16.2
EBITDA - Adjusted	4,578	17.6	4,758	19.2	-3.8
Non-operating income	13	0.1	13	0.1	3.7
Income Before Tax	3,630	14.0	3,944	16.0	-7.9
Income tax	-904	-3.5	-983	-4.0	-8.0
Net Income	2,726	10.5	2,960	12.0	-7.9

GPM rate increased
to 39.5%

Lease-related expense

Balance Sheet



	Unaudited Sep 30, 2023	Audited Dec 31, 2022
Current Assets	18,339	17,385
Noncurrent Assets	19,863	18,258
Total Assets	38,202	35,643
Current Liabilities	8,405	7,659
Noncurrent Liabilities	8,045	7,441
Total Liabilities	16,450	15,100
Capital Stock	4,100	4,100
Additional Paid-in Capital	5,374	5,374
Other Comprehensive Loss	177	177
Retained Earnings	12,101	10,893
Total Equity	21,752	20,543
Current ratio	2.18	2.27
Quick ratio	0.22	0.43
Debt to equity ratio	0.76	0.74
Return on asset	7.1%	10.8%
Return on equity	12.5%	18.7%

9M 2023 CAPEX Investment

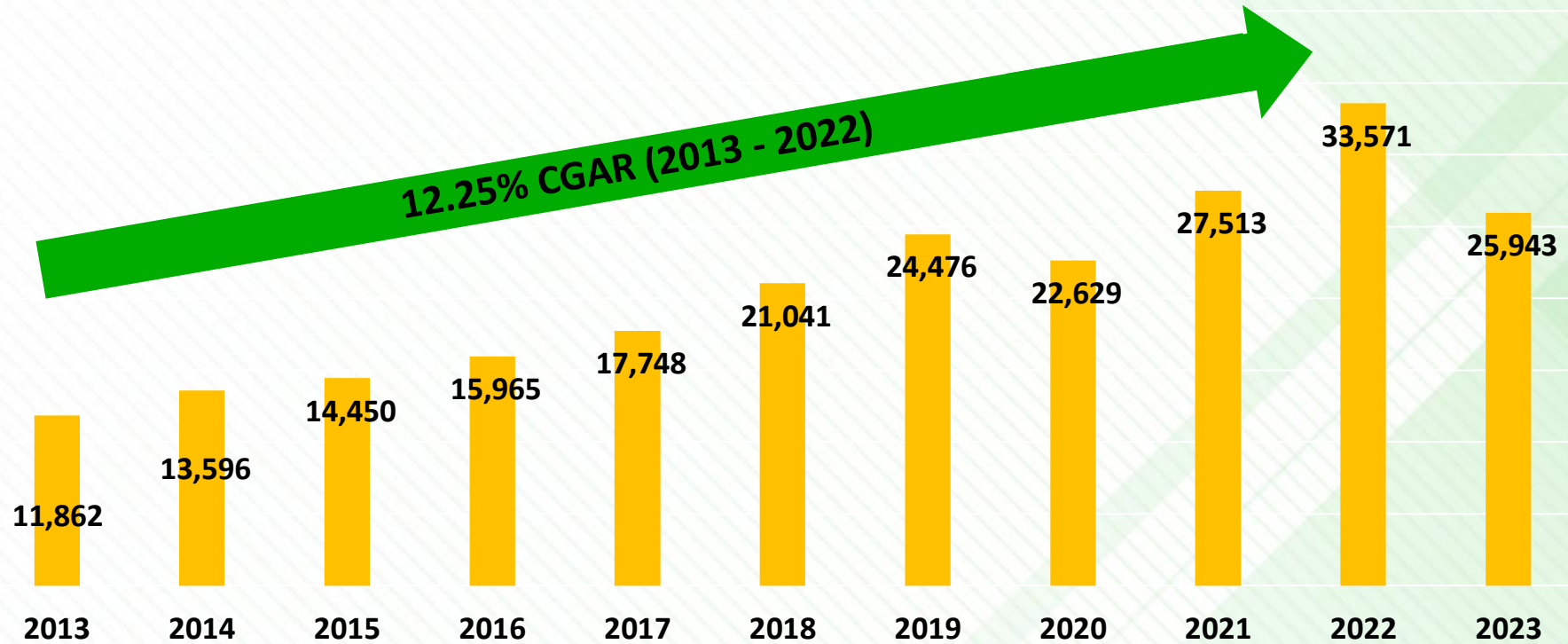


Capex Breakdown	9M 2023 Actual Spent
New Stores	1,452
New Warehouses	182
Renovation and Repairs	101
Solar Panel Project, Store & Transportation Equipment	234
IT Infrastructure and Projects	37
Total CAPEX <i>(in millions Php)</i>	2,006

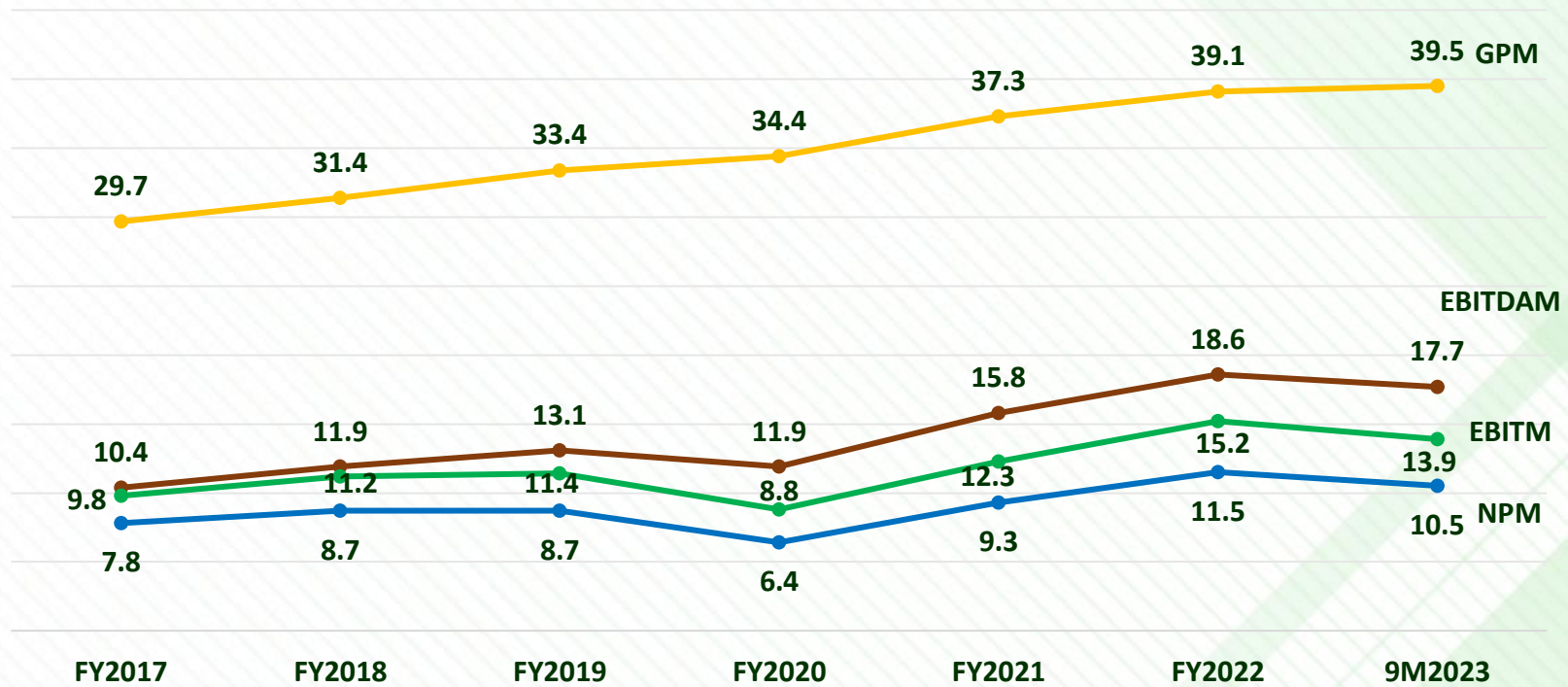
Sales Margin Trend



Php Millions

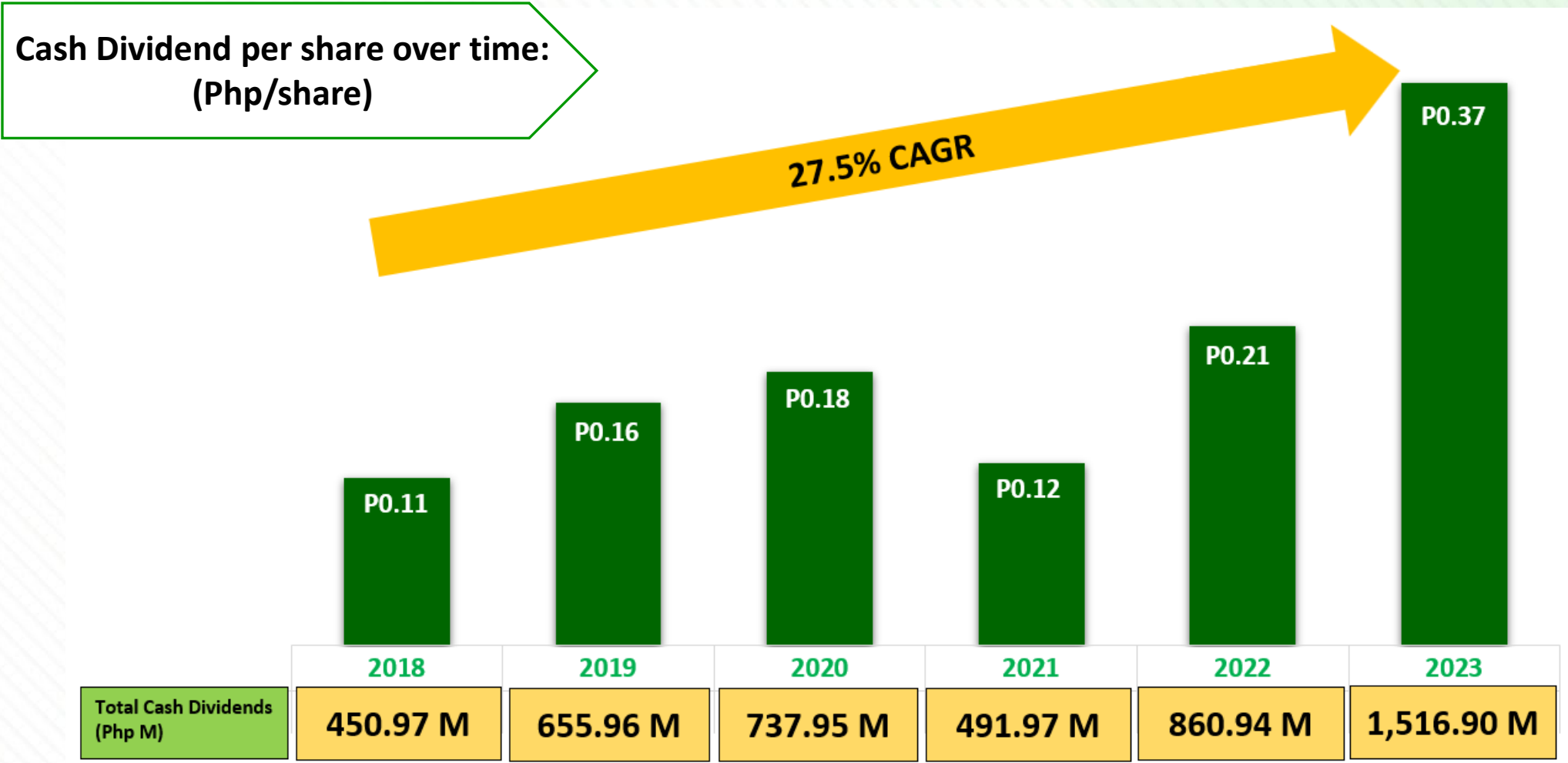


Improving Margins



Note: ROU depreciation and interest expense charged on lease liability were considered as rent expense for 2019 up to 2023.

Returning Value to Shareholders





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

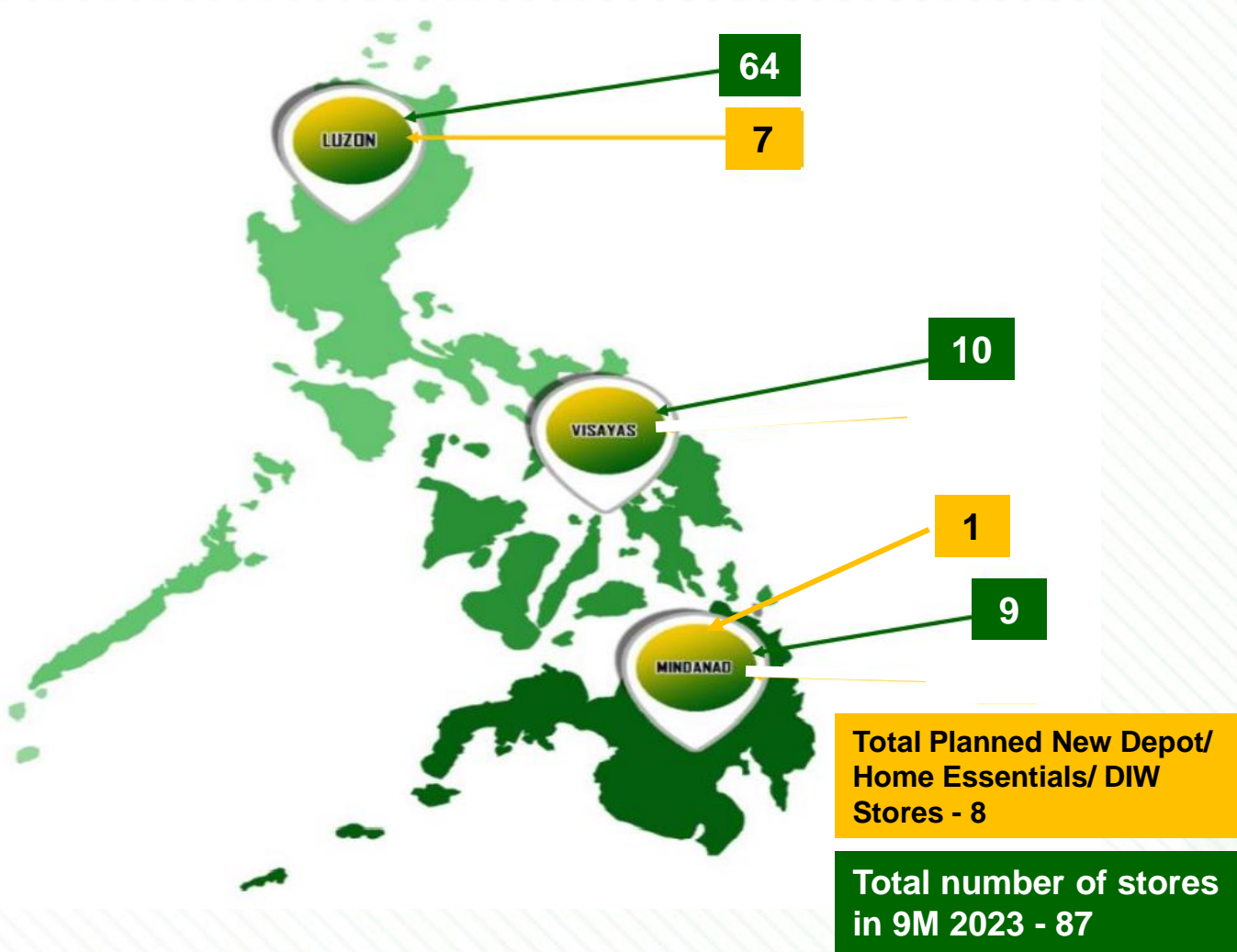


Further strengthen and increase brand awareness and visibility

A circular inset image showing a modern kitchen with light-colored cabinetry, a wooden countertop, and a window. The text "Key Growth Strategies" is overlaid in large, bold, black letters.

Key Growth Strategies

2023 Planned New Branches



	2023
Beg. Balance	83
1st Half	Guiguinto, Bulacan Jan, 2023
	Rosario, Batangas Mar, 2023
	Uptown, CDO Apr, 2023
	San Fernando 2, Pampanga Jun, 2023
2nd Half	Sta. Maria, Bulacan Jul, 2023
	Iligan City, Lanao del Norte Sept, 2023
	Naic, Cavite Oct, 2023
	Tuy, Batangas Dec, 2023
Total, end	91

**Other Possible Branches:
1 depots and 1 DIW**

10 NEW BRANCHES : 8 depots and 2 DIW

WILCON STORES

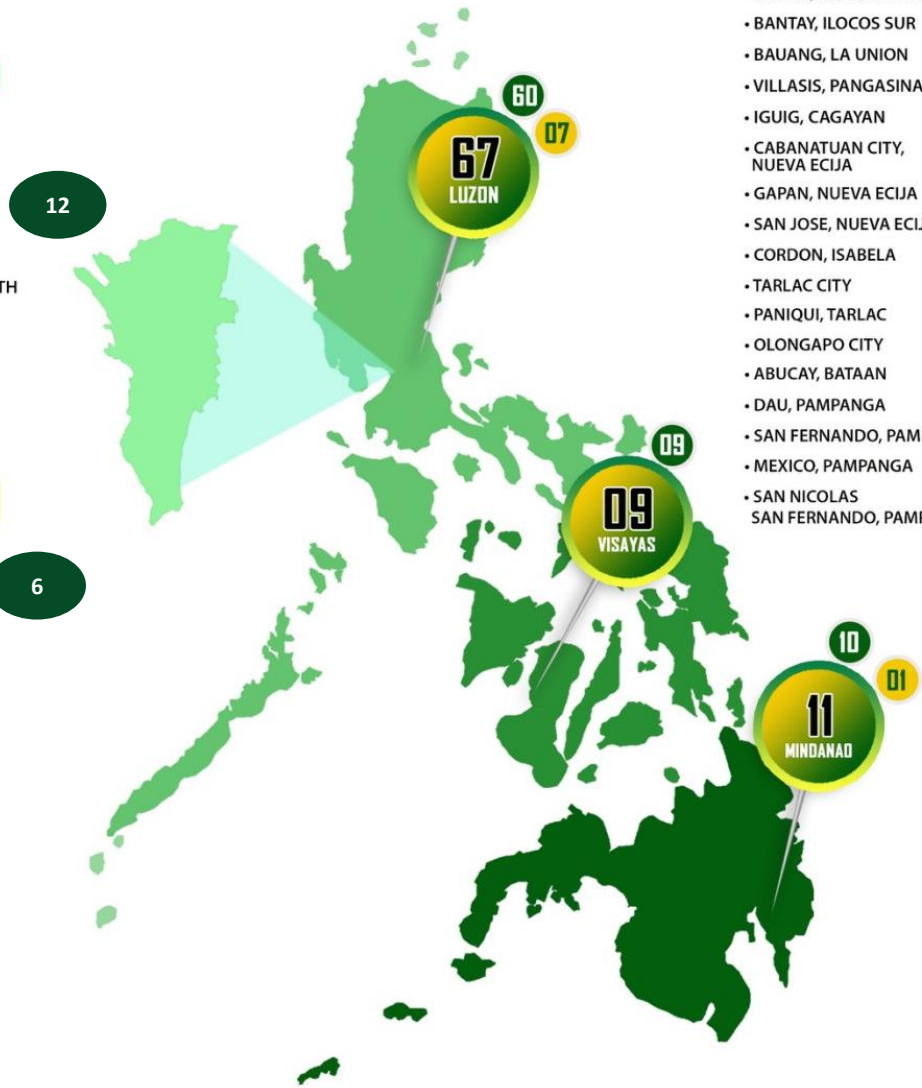
METRO MANILA (DEPOT)

- 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

HOME ESSENTIALS DEPOTS



LUZON (DEPOT)

- LAOAG, ILOCOS NORTE
- BANTAY, ILOCOS SUR
- BAUANG, LA UNION
- VILLASIS, PANGASINAN
- IGUIG, CAGAYAN
- CABANATUAN CITY, NUEVA ECIJA
- GAPAN, NUEVA ECIJA
- SAN JOSE, NUEVA ECIJA
- CORDON, ISABELA
- TARLAC CITY
- PANIQUI, TARLAC
- OLONGAPO CITY
- ABUCAY, BATAAN
- DAU, PAMPANGA
- SAN FERNANDO, PAMPANGA
- MEXICO, PAMPANGA
- SAN NICOLAS SAN FERNANDO, PAMPANGA
- GUIGUINTO, BULACAN
- BALIUAG, BULACAN
- SAN JOSE DEL MONTE CITY
- CALUMPIT, BULACAN
- STA. MARIA, BULACAN
- TAYTAY, RIZAL
- SAN JUAN, TAYTAY, RIZAL
- ANTIPOLO CITY
- 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
- LEMERY, BATANGAS
- TAYABAS, QUEZON
- ROSARIO, BATANGAS
- DARAGA ALBAY
- NAGA CITY
- SORSOGON CITY
- CALAPAN, ORIENTAL MINDORO
- PUERTO PRINCESA CITY

(HOME ESSENTIALS)

- TAGAYTAY 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
- DAUIS, BOHOL

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
- ILIGAN CITY, LANA DEL NORTE

(HOME ESSENTIALS)

- CDO UPTOWN

FY2023 CAPEX Budget



Capex Breakdown	FY2023 Budget	9M2023 Actual Spent	Remaining Balance
New Stores	2,205	1,452	753
New Warehouses	405	182	223
Renovation and Repairs	672	101	571
Solar Panel Project, Store & Transportation Equipment	350	234	116
IT Infrastructure and Projects	214	37	177
Total CAPEX (in millions Php)	3,846	2,006	1,840

Continue to Expand Margins Thru Increasing the Profitability of In-house & Exclusive Brands



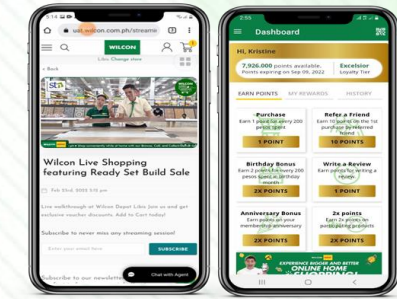
- ✓ Enhance the Company's ability to provide its customers with value for money products
- ✓ Rationalize product offerings



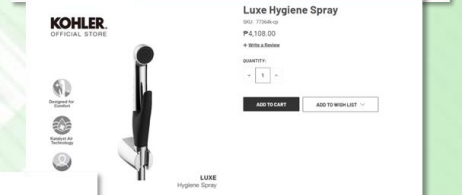
Physical and online store layout, features and customer experience enhancements



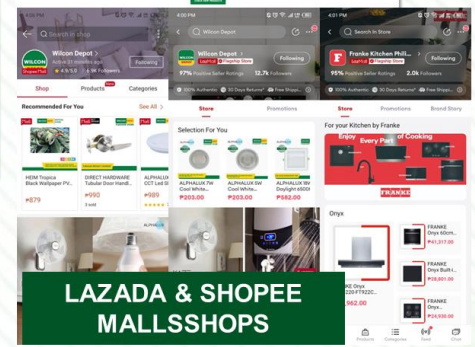
WILCON ONLINE STORE



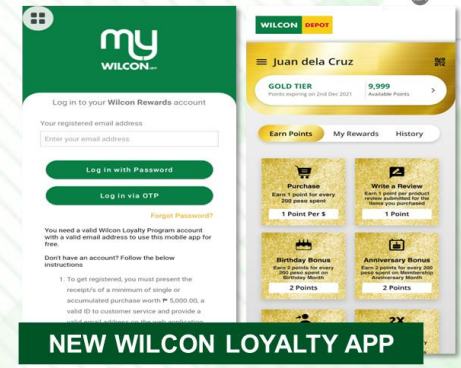
LIVE SELLING – ONLINE SHOP



ADDITIONAL BRANDS ONLINE



LAZADA & SHOPEE MALLSHOPS



NEW WILCON LOYALTY APP



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

HOME | LIVING

THANK YOU!



WILCON

DEPOT

Q & A

