



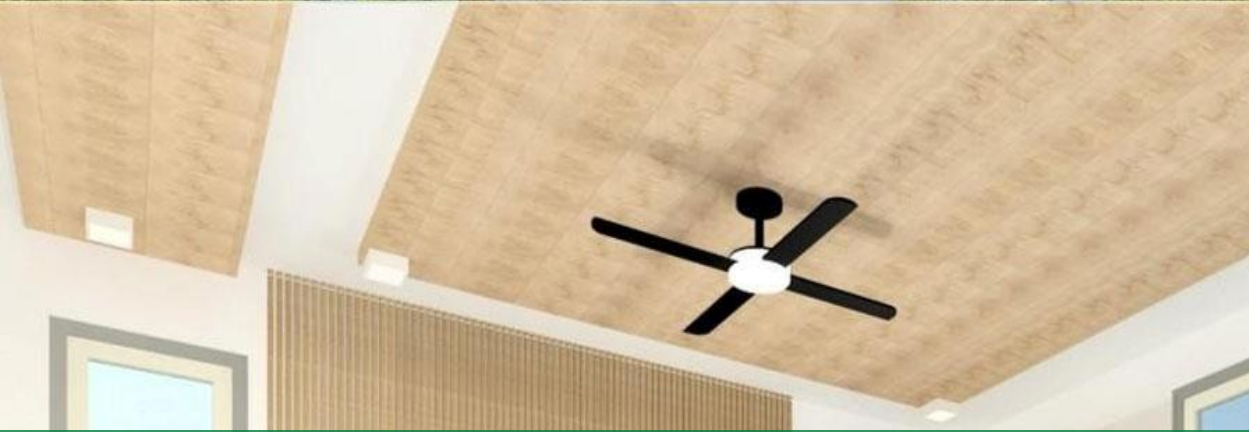
EARNINGS CONFERENCE CALL

JULY 31, 2024 | 4:00 PM



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.



SECOND QUARTER 2024 RESULTS



2Q 2024 RESULTS HIGHLIGHTS

Financial Highlights

- ✓ Php 8.8B Net Sales
- ✓ 2.9% y-o-y Net Sales growth
- ✓ Php 770M NIAT
- ✓ -10% y-o-y NIAT Growth
- ✓ 39.7% GPM
- ✓ 15.2% EBITDAM
- ✓ 11.5% EBITM

Comparable Sales Summary

- 2.0% SSSG
- 0.3% Transaction Count
- 2.3% Ticket Size

Total Sales Mix

51.5%
In-house & exclusive
contribution

Product categories performing
better than average growth



Furniture,
Furnishing &
Houseware



Paints &
Sundries



Building
Materials

2nd QUARTER 2024

VILLAMONTE, BACOLOD

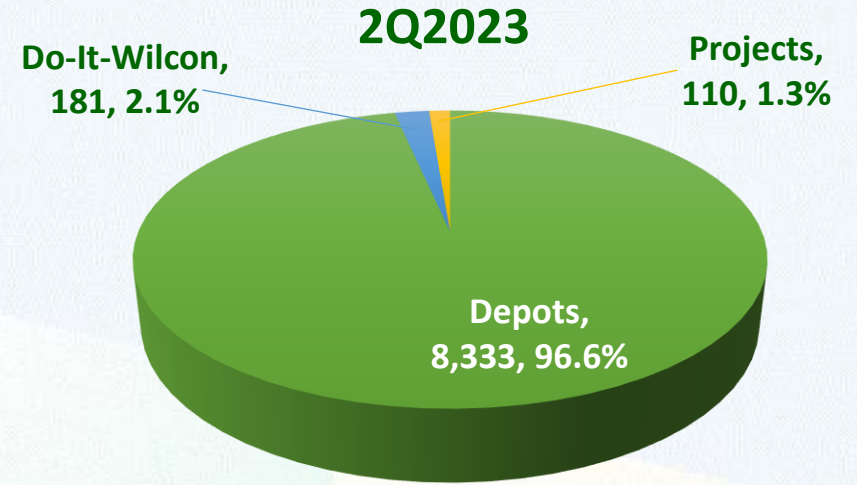
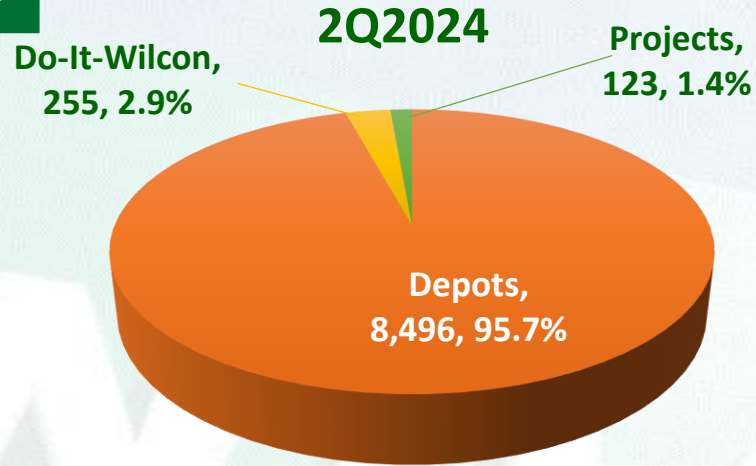


STA. BARBARA, PANGASINAN

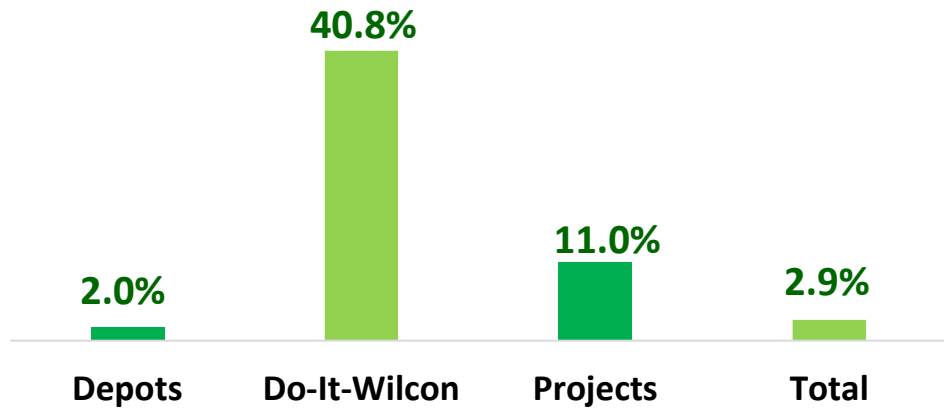


Total Net Sales Breakdown – 2Q 2024

Php Millions



Sales Growth per Store Format 2Q2024 VS 2Q2023



Product Category Performance 2Q2024 VS 2Q2023

Better than Average

- Furniture, Furnishing & Houseware, etc.
- Building Materials
- Paints & Sundries

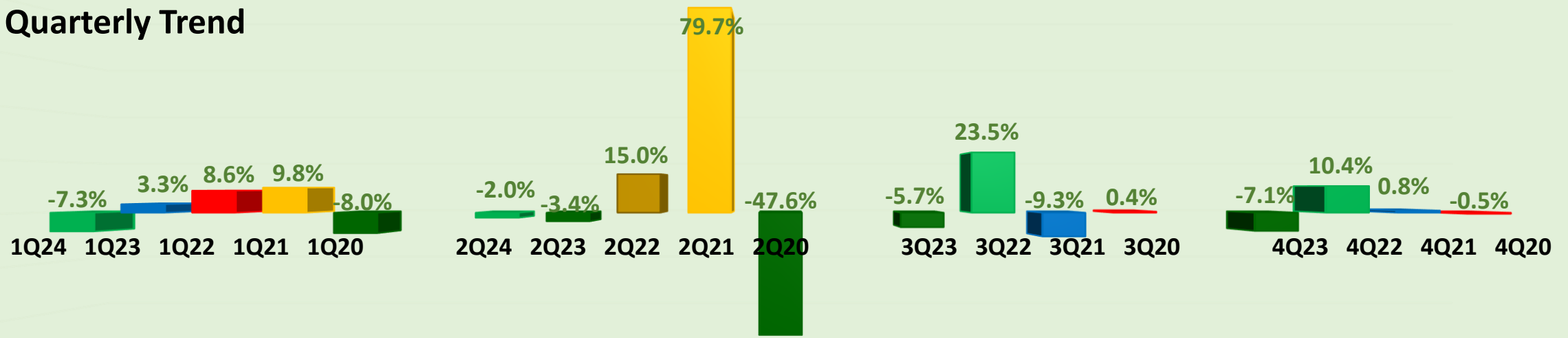
Lower than Average

- Tiles
- Plumbing & Sanitary Wares
- Hardware & Tools
- Electrical & Lighting
- Appliances

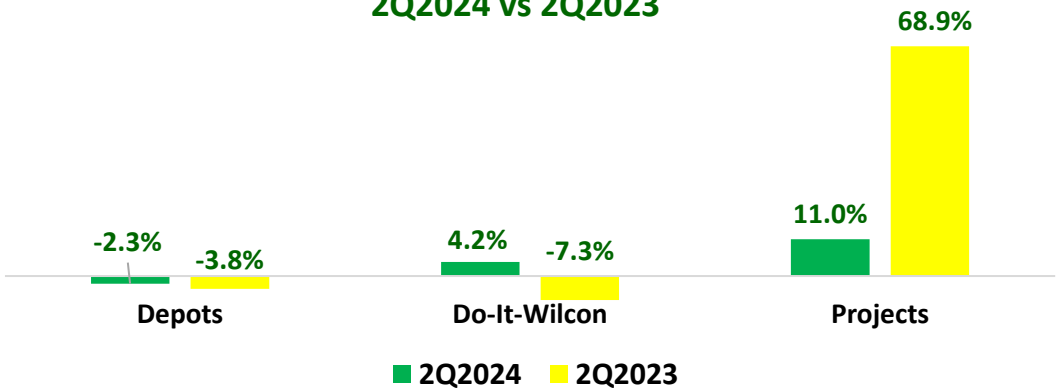
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Comparable Sales Summary

Quarterly Trend



Comparable Sales per Format 2Q2024 vs 2Q2023



Comparable Ticket Size and Number of Transactions 2Q2024 vs 2Q2023



SECOND QUARTER 2024

GPM rate
increased to 39.7%

Lease-related
expense

	2Q 2024	% of Sales	2Q 2023	% of Sales	+/-	% GROWTH
Net Sales	8,873	100.00	8,624	100.00	249	3%
Cost of sales	(5,354)	(60.34)	(5,217)	(60.49)	(137)	3%
Gross Profit	3,519	39.66	3,408	39.51	112	3%
Operating expenses	(2,440)	(27.49)	(2,207)	(25.59)	232	11%
Interest Exp (Lease Liab)	(165)	(1.86)	(156)	(1.81)	9	6%
Other Income - Net	103	1.16	95	1.10	8	8%
Income from Operations	1,017	11.46	1,139	13.21	(122)	-11%
Non-lease related depreciation	328	3.70	319	3.70	9	3%
EBITDA - Adjusted	1,345	15.16	1,458	16.91	(113)	-8%
Non-operating Other Income	7	0.08	2	0.02	5	360%
Income before tax	1,024	11.54	1,141	13.22	(117)	-10%
Income Tax	(254)	(2.86)	(285)	(3.30)	31	-11%
Net Income	770	8.68	856	9.92	(85)	-10%



FIRST HALF 2024 RESULTS

LAMINATED FLOORING

HOME LIVING

AUTHORIZED PERSONNEL ONLY

TROOMS

SOL

VERONA

1H 2024 RESULTS HIGHLIGHTS

Financial Highlights

- ✓ Php 17.2B Net Sales
- ✓ 0.2% y-o-y Net Sales growth
- ✓ Php 1,510M NIAT
- ✓ 39.8% GPM
- ✓ 21.9% EBITDAM
- ✓ 13.6% EBITM

Comparable Sales Summary

- 4.6% SSSG
- 3.7% Transaction Count
- 1.0% Ticket Size

Total Sales Mix

52.0%

In-house & exclusive contribution

Product categories performing better than average growth



**Php 1.398B
CAPEX**

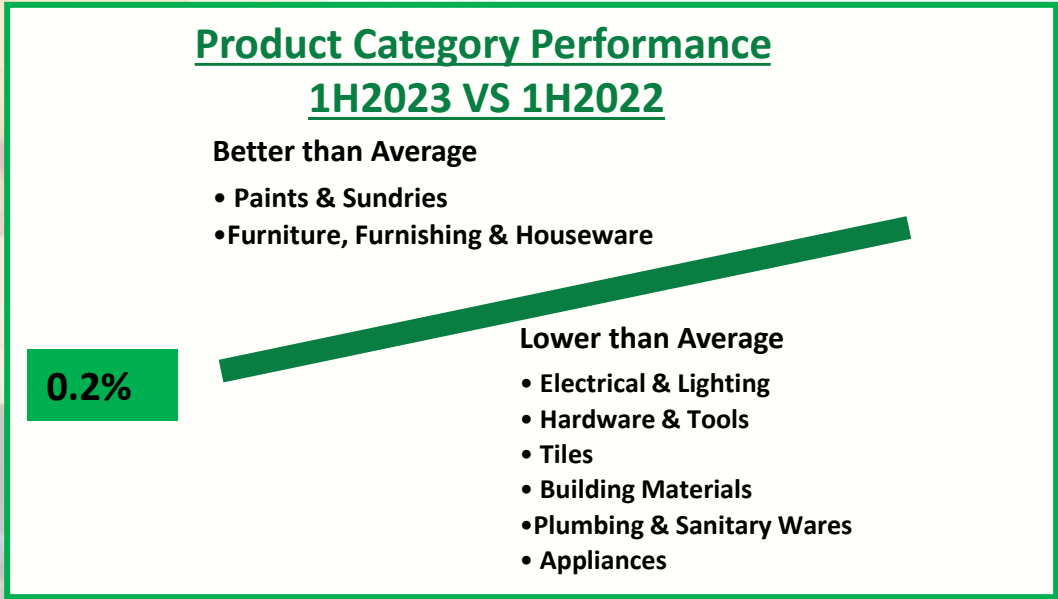
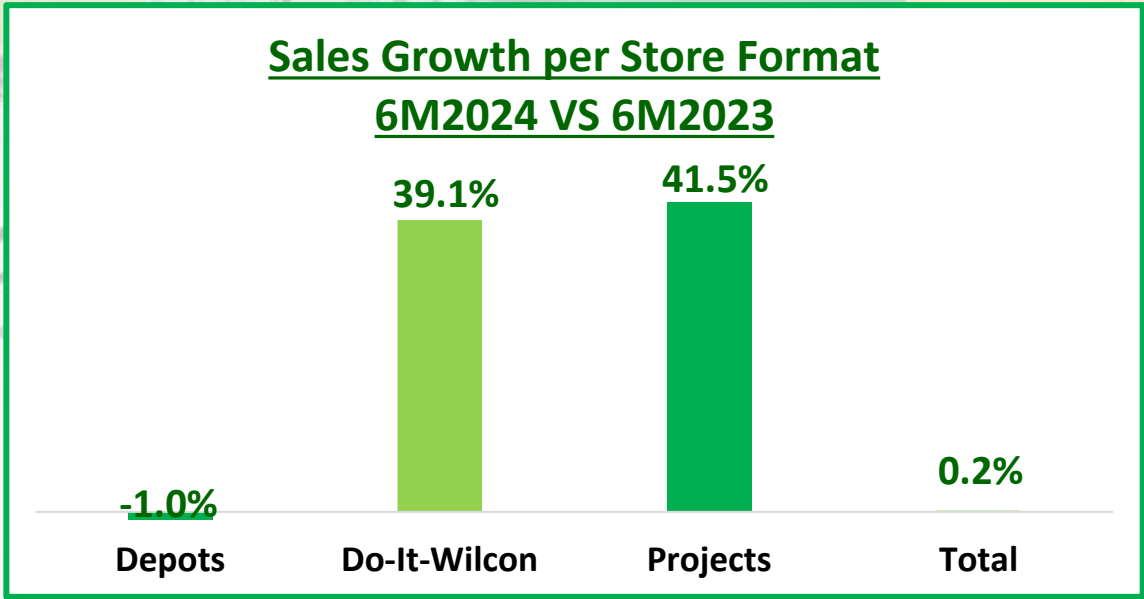
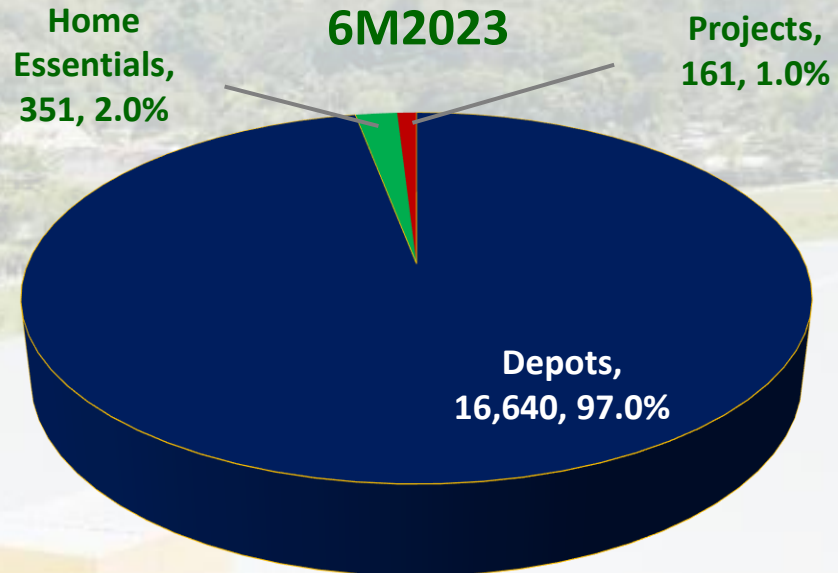
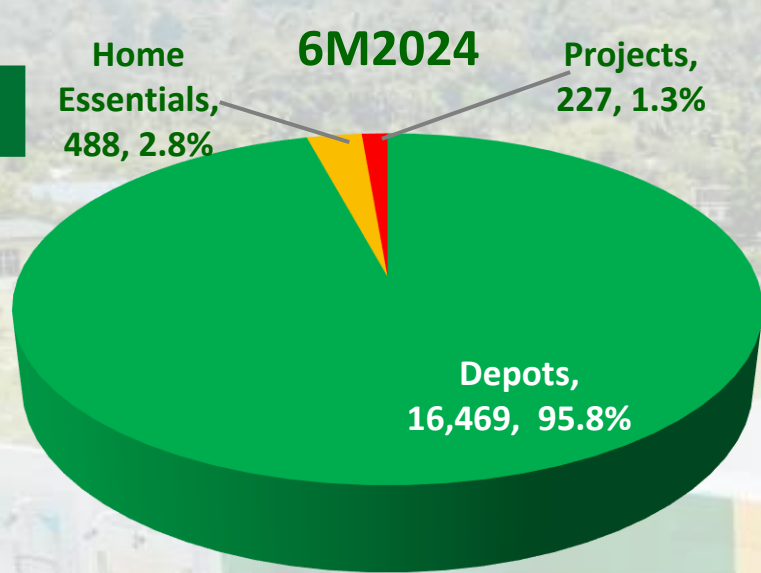
**Opened 5
New Stores**

1st HALF 2024

- Morong, Rizal
- Valencia, Bukidnon
- Koronadal, South Cotabato
- Villamonte, Bacolod
- Sta. Barbara, Pangasinan

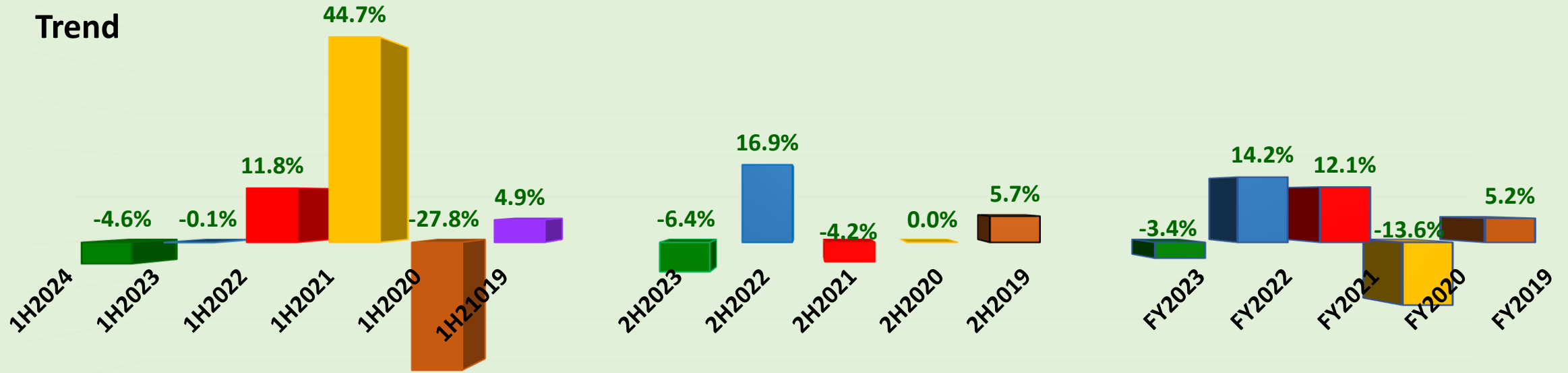
Total Net Sales Breakdown – 1H 2024

Php Millions

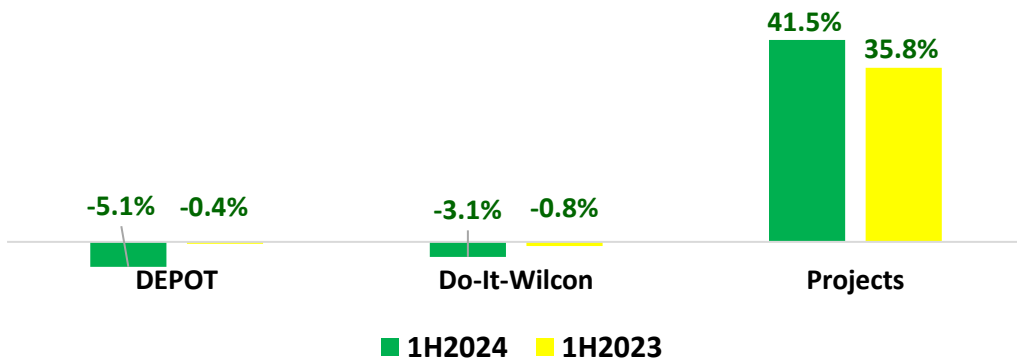


Comparable Sales Summary

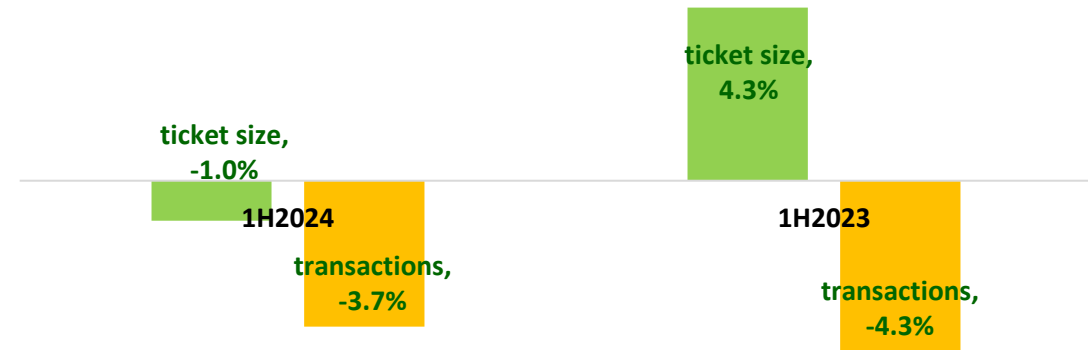
Trend



Comparable Sales per Format 1H2024 vs 1H2023



Comparable Ticket Size and Number of Transactions 1H2024 vs 1H2023



FIRST HALF 2024

GPM rate increased
to 39.8%

Lease-related expense

	YTD 2024	% of Sales	YTD 2023	% of Sales	+/-	% Growth y-o-y
Net Sales	17,184	100.0	17,152	100.0	32	0.2%
Cost of sales	(10,345)	(60.2)	(10,381)	(60.5)	36	-0.3%
Gross Profit	6,839	39.8	6,771	39.5	69	1.0%
Operating expenses	(4,742)	(27.6)	(4,367)	(25.5)	(375)	8.6%
Interest Exp (Lease Liab)	(335)	(1.9)	(310)	(1.8)	(25)	8.1%
Other Income - Net	232	1.3	313	1.8	(81)	-26.0%
Income from Operations	1,994	11.6	2,407	14.0	(413)	-17.2%
Non-lease related depreciation	646	3.8	628	3.7	18	2.9%
EBITDA - Adjusted	2,640	15.4	3,035	17.7	(395)	-13.0%
Non-operating Other Income	15	0.1	12	0.1	2	17.2%
Income before tax	2,009	11.7	2,420	14.1	(411)	-17.0%
Income Tax	(499)	(2.9)	(602)	(3.5)	103	-17.2%
Net Income	1,510	8.8	1,818	10.6	(308)	-16.9%

Balance Sheet

<i>(In Million Php)</i>	Unaudited	Audited
Current Assets	17,954	19,749
Noncurrent Assets*	20,371	20,032
Total Assets	38,325	39,781
Current Liabilities	7,109	9,097
Noncurrent Liabilities	8,262	8,175
Total Liabilities	15,371	17,272
Capital Stock	4,100	4,100
Additional Paid-in Capital	5,374	5,374
Other Comprehensive Loss	177	177
Retained Earnings	13,303	12,859
Total Equity	22,954	22,510
Current ratio	2.53	2.16
Quick ratio	0.35	0.29
Debt to equity ratio	0.67	0.76
Return on asset	3.94%	3.80%
Return on equity	6.58%	6.71%

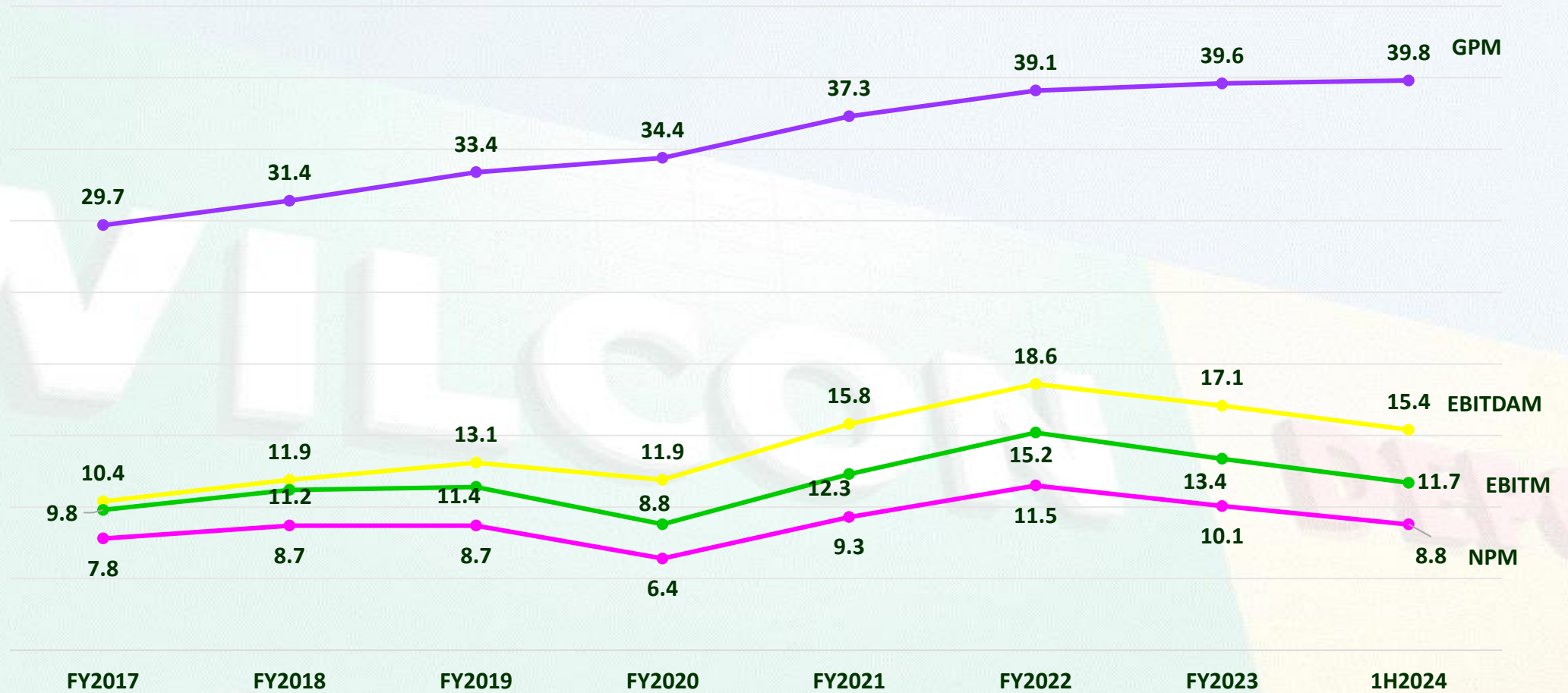
* Includes AFS assets of P3.0B comprising of RTBs and representing part of the IPO proceeds.

1H2024 CAPEX Investment

WILCON DEPOT, INC.
CAPITAL EXPENDITURES ACT vs LY
AS OF June 30, 2024

	1H2024
In Millions Php	ACTUAL
Construction of New Stores and New Warehouses	1,078.63
Store and Transportation Equipment	203.81
Renovation and Repairs	95.84
IT Infrastructures & Softwares	19.81
Total CAPEX (in millions Php)	1,398.09

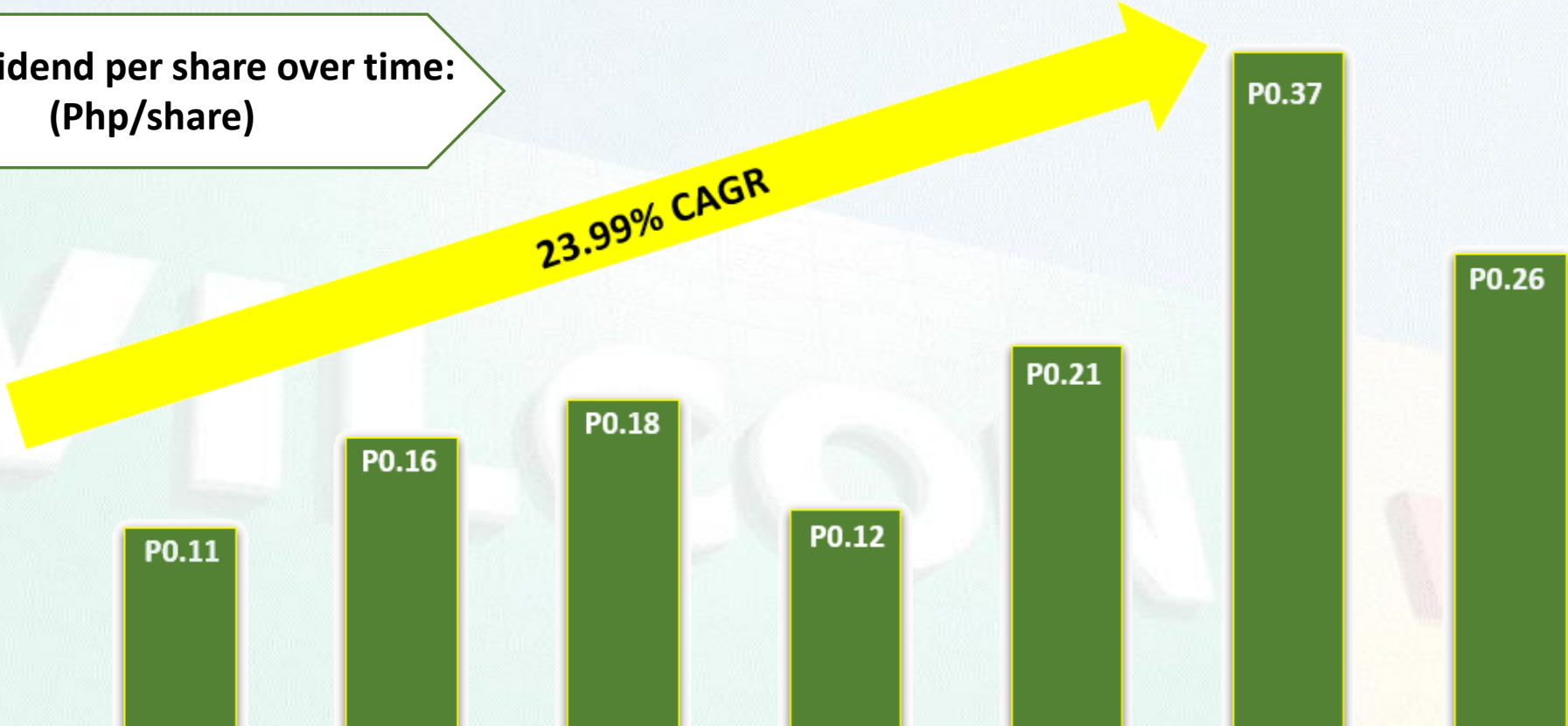
Improving Margins



Note: ROU depreciation and interest expense charged on lease liability were considered as rent expense for years 2019 to 2024.

Returning Value to Shareholders

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



	2018	2019	2020	2021	2022	2023	2024
Total Cash Dividends (Php M)	450.97 M	655.96 M	737.95 M	491.97 M	860.94 M	1,516.90 M	1,065.93 M



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

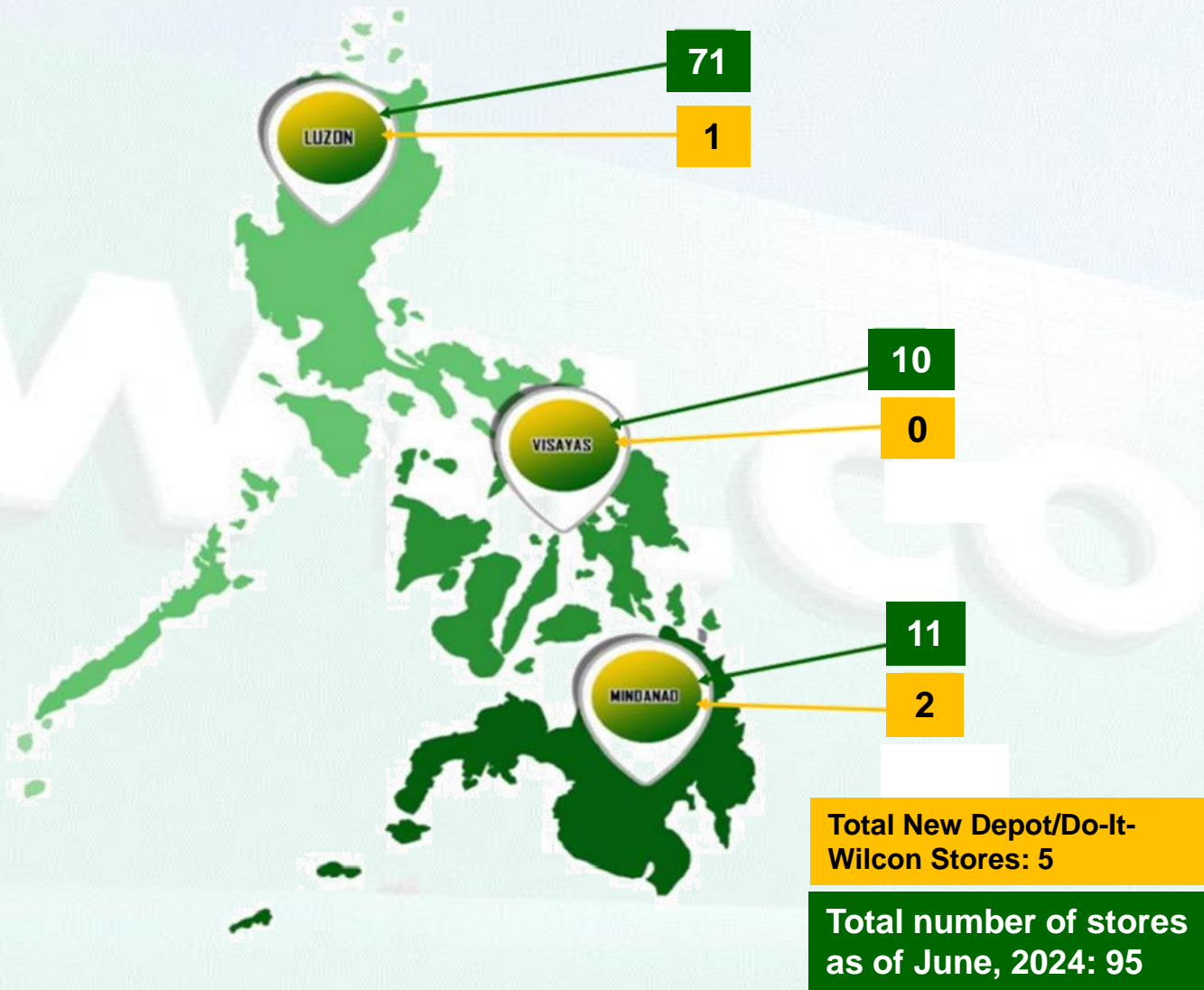


Further strengthen and increase brand awareness and visibility



KEY GROWTH STRATEGIES

1H2024 New Branches



	2024
Beginning Bal.	90
1st Half	
January 12	DIW – Morong, Rizal
January 26	DIW – Valencia, Bukidnon
March 22	Depot – Koronadal, South Cotabato
May 31	Depot – Villamonte, Bacolod
June 7	Depot – Sta Barbara, Pangasinan
2nd Half	5 Depots
Total, End	100

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.

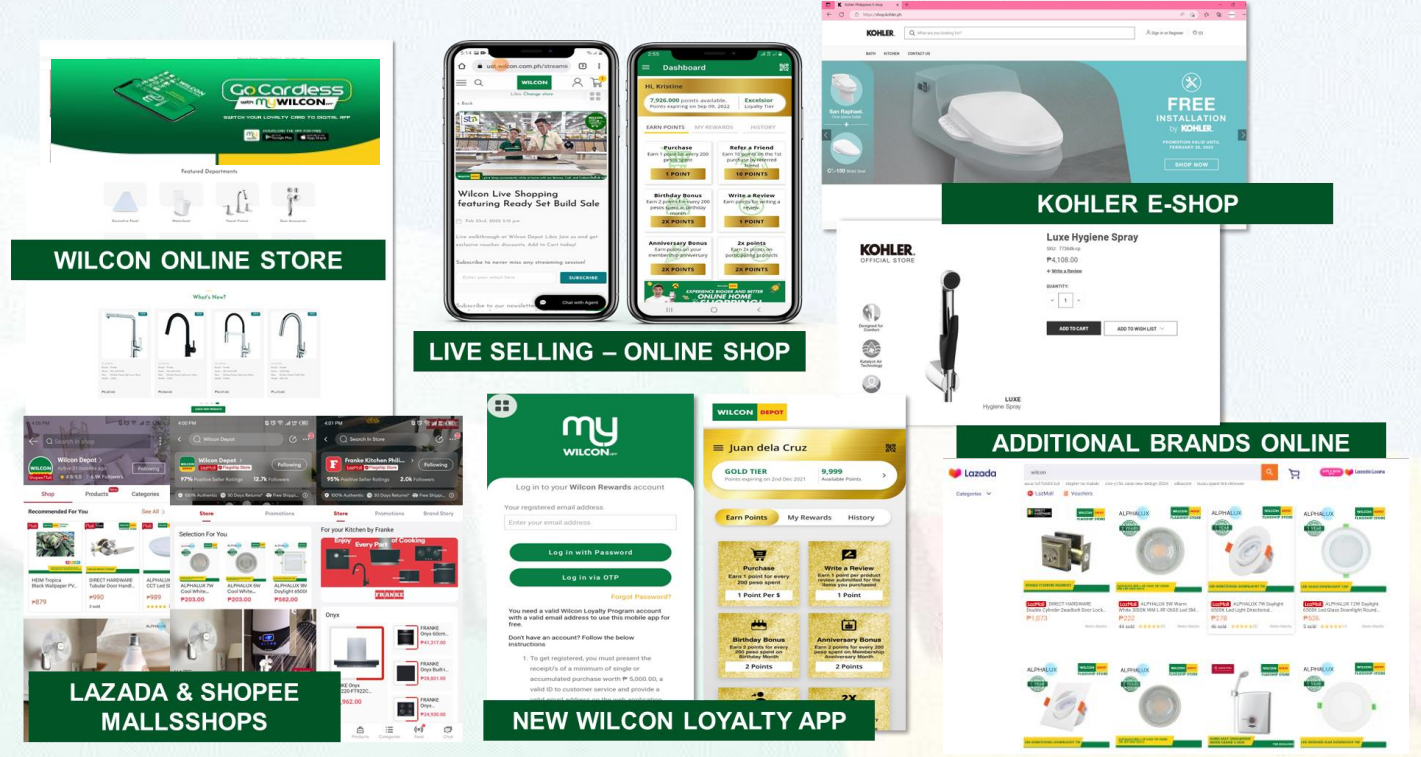


- Improve supply chain management

- Enhance marketing efforts

- Optimize product lines/ 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



- ✓ Tap various media outlets especially social media to enhance customer’s awareness
- ✓ Localization of advertising and promotions
- ✓ Use brand ambassadors to represent the Company’s products and brands
- ✓ Actively participate in industry associations and trade conventions related to the construction and home improvement





THANK YOU!

WILCON

DEPOT