



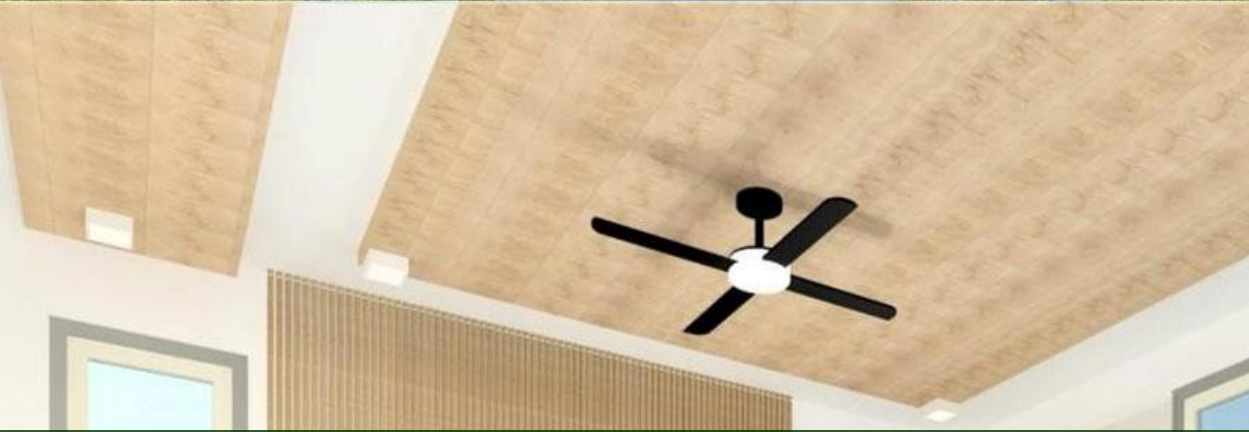
EARNINGS CONFERENCE CALL

OCTOBER 28, 2024 | 4:00 PM

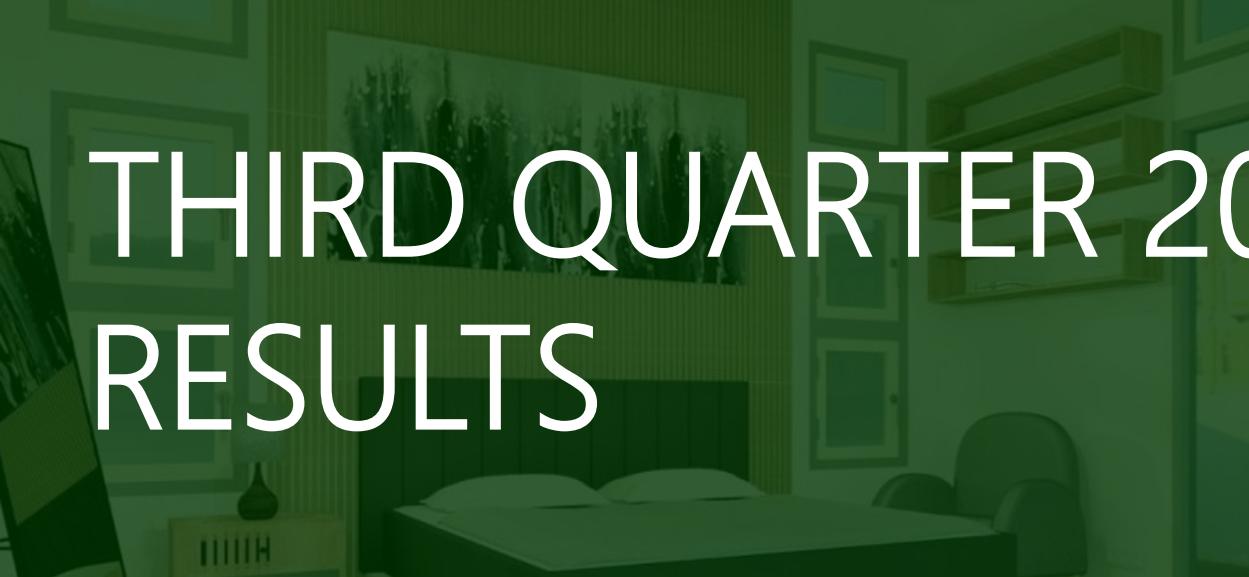


Disclaimer

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.



THIRD QUARTER 2024 RESULTS



3Q 2024 RESULTS

Financial Highlights

₱ **8.5B**

NET SALES

-3.3 %

Y-o-Y SALES
GROWTH

₱ **599M**

NIAT

-34 %

Y-o-Y NIAT
GROWTH

Comparable Sales Summary

-8.5%

SSSG

-3.8%

TRANSACTION
COUNT

-4.8%

TICKET SIZE

Margins

38.8%

GPM

13.6%

EBITDAM

10%

EBITM

3rd QUARTER 2024 NEW STORES

Roxas, Capiz



Pala-Pala, Cavite



La Trinidad, Benguet



Total Sales Mix

51.3%

In-house & exclusive
contribution

Product categories performing better than average growth



Paints &
Sundries



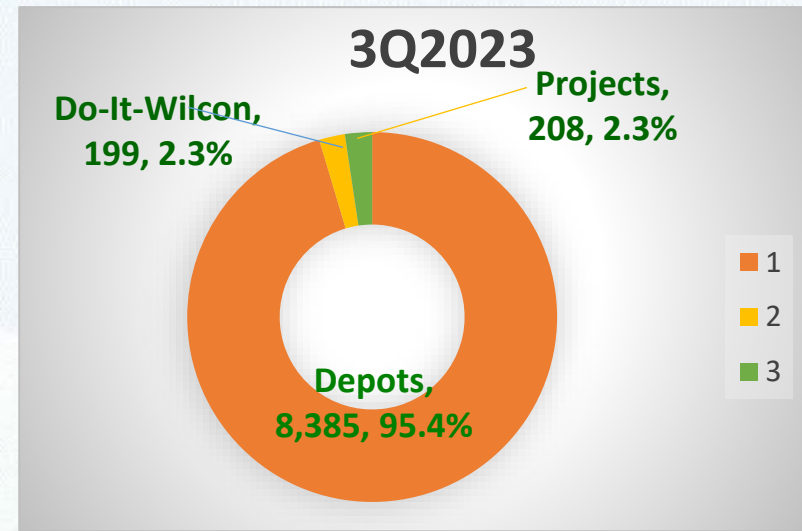
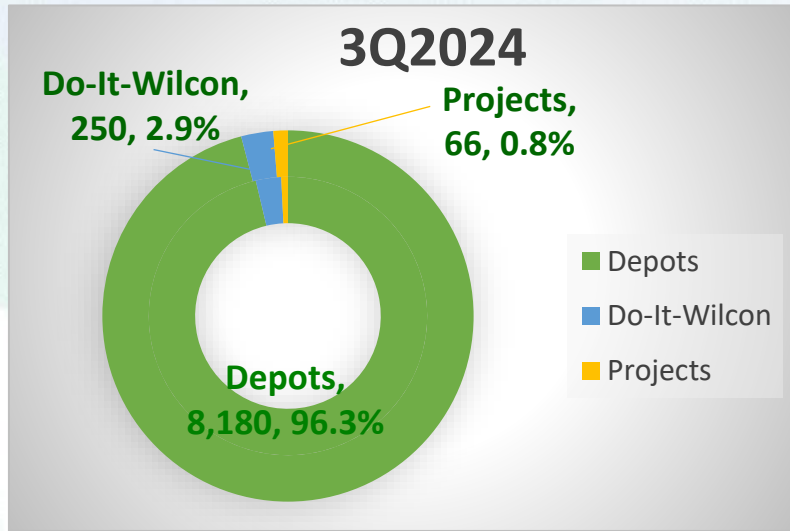
Furniture,
Furnishing &
Houseware



Building
Materials

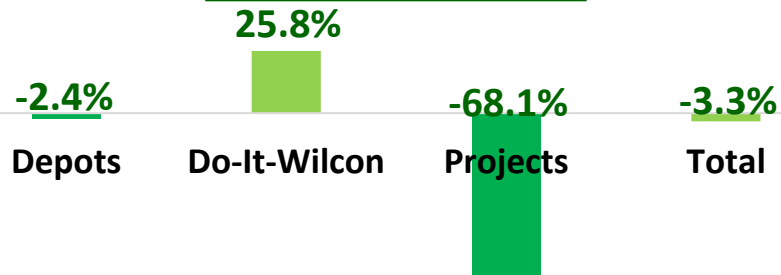
Total Net Sales Breakdown – 3Q 2024

Php Millions



Sales Growth per Store Format

3Q2024 VS 3Q2023



3.3%



Product Category Performance

3Q2024 VS 3Q2023

Better than Average

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

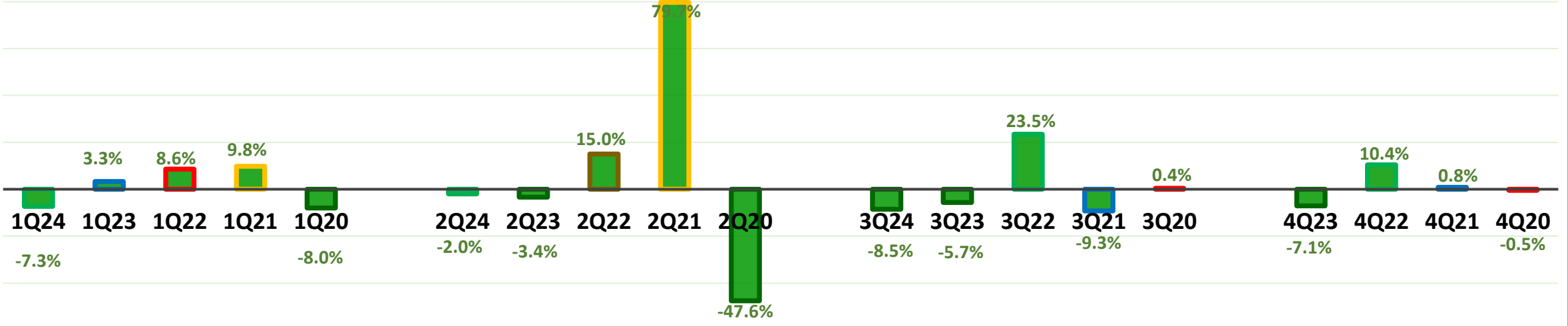
Lower than Average

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

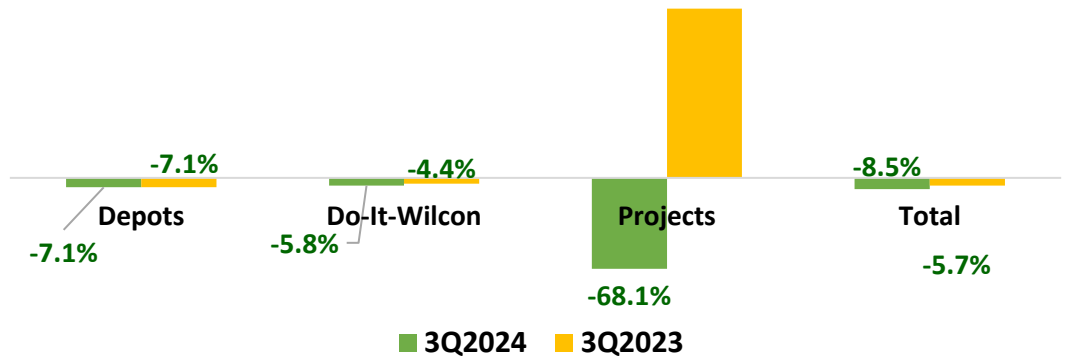
-3.3

Comparable Sales Summary

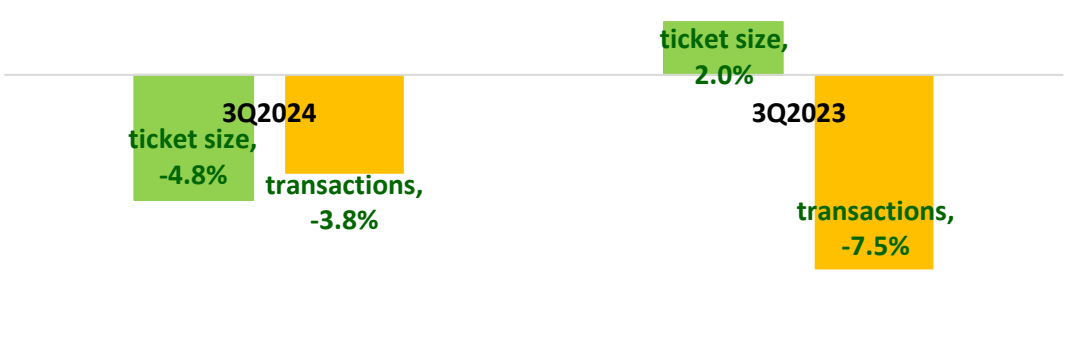
Quarterly Trend



Comparable Sales per Format 3Q2024 vs 3Q2023



Comparable Ticket Size and Number of Transactions 3Q2024 vs 3Q2023



THIRD QUARTER 2024

GPM rate
increased to 38.8%

Lease-related
expense

	3Q 2024	% of Sales	3Q 2023	% of Sales	+/-	% GROWTH
Net Sales	8,497	100.00	8,791	100.00	(294)	-3.3%
Cost of sales	(5,203)	(61.24)	(5,314)	(60.45)	111	-2.1%
Gross Profit	3,293	38.76	3,477	39.55	(184)	-5.3%
Operating expenses	(2,403)	(28.28)	(2,195)	(24.97)	208	9.5%
Interest Exp (Lease Liab)	(164)	(1.94)	(164)	(1.86)	1	0.5%
Other Income - Net	79	0.90	92	1.05	(12)	-14%
Income from Operations	805	9.50	1,210	13.77	(405)	-33.5%
Non-lease related depreciation	353	4.15	334	3.79	19	5.8%
EBITDA - Adjusted	1,158	13.60	1,544	17.56	(386)	-25.0%
Non-operating Other Income	10	0.12	0	0.00	10	5623%
Income before tax	815	9.60	1,211	13.77	(396)	-32.7%
Income Tax	(207)	(2.41)	(303)	(3.44)	96	-31.5%
Net Income	608	7.10	908	10.33	(300)	-33.1%



NINE MONTHS 2024 RESULTS



9M 2024 RESULTS

Financial Highlights

₱ **25.7B**

NET SALES

₱ **2.12B**

NIAT

Comparable Sales Summary

-5.9%

SSSG

-3.7%

TRANSACTION
COUNT

-2.3%

TICKET SIZE

Margins

39.5% **14.8%** **11.3%**

GPM

EBITDAM

EBITM

-1.0 %

Y-o-Y SALES
GROWTH

-22.3 %

Y-o-Y NIAT
GROWTH

Total Sales Mix

51.8%

In-house & exclusive
contribution

Product categories performing
better than average growth



Paints &
Sundries



Furniture,
Furnishing &
Houseware



Building
Materials

2024 NEW STORES

MORONG, RIZAL



VALENCIA, BUKIDNON



KORONADAL



VILLAMONTE, BACOLOD



STA. BARBARA, PANGASINAN



98
STORES
NATIONWIDE

ROXAS, CAPIZ



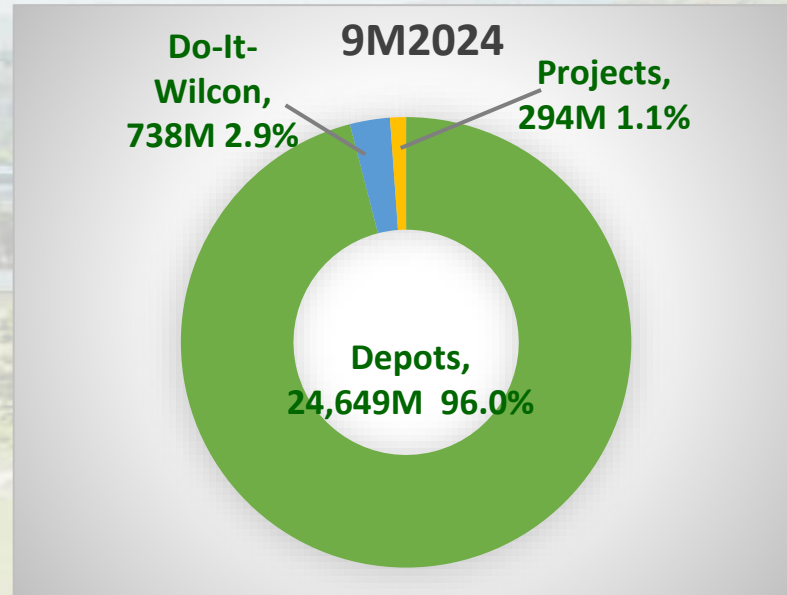
LA TRINIDAD, BENGUET



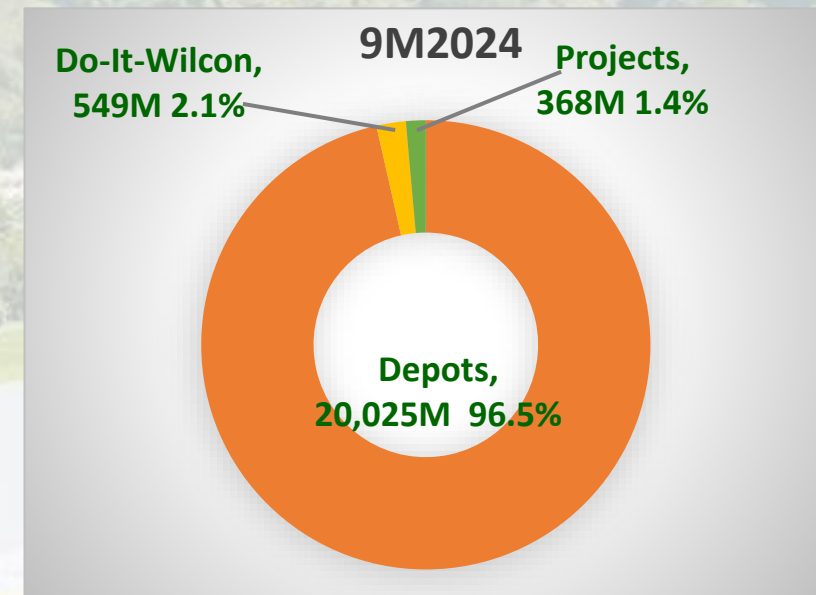
PALA PALA, CAVITE



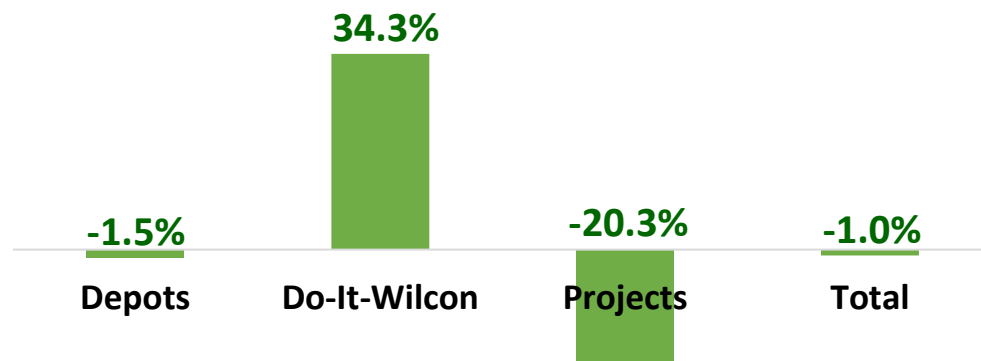
Total Net Sales Breakdown – 9M 2024



1.0%



Sales Growth per Store Format 9M2024 VS 9M2023



Product Category Performance 9M2024 VS 9M2023

Better than Average

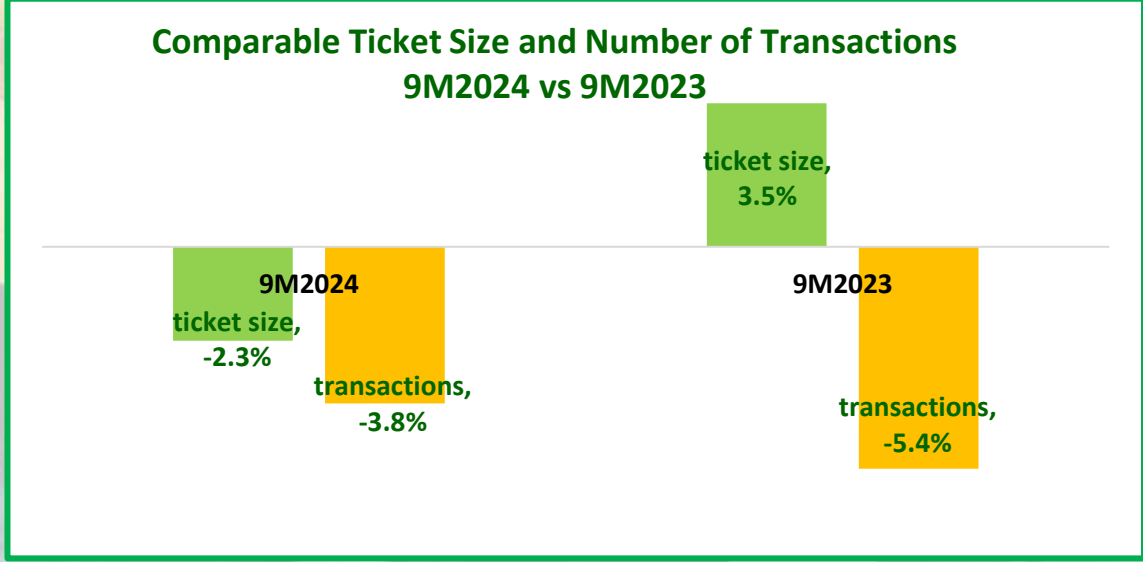
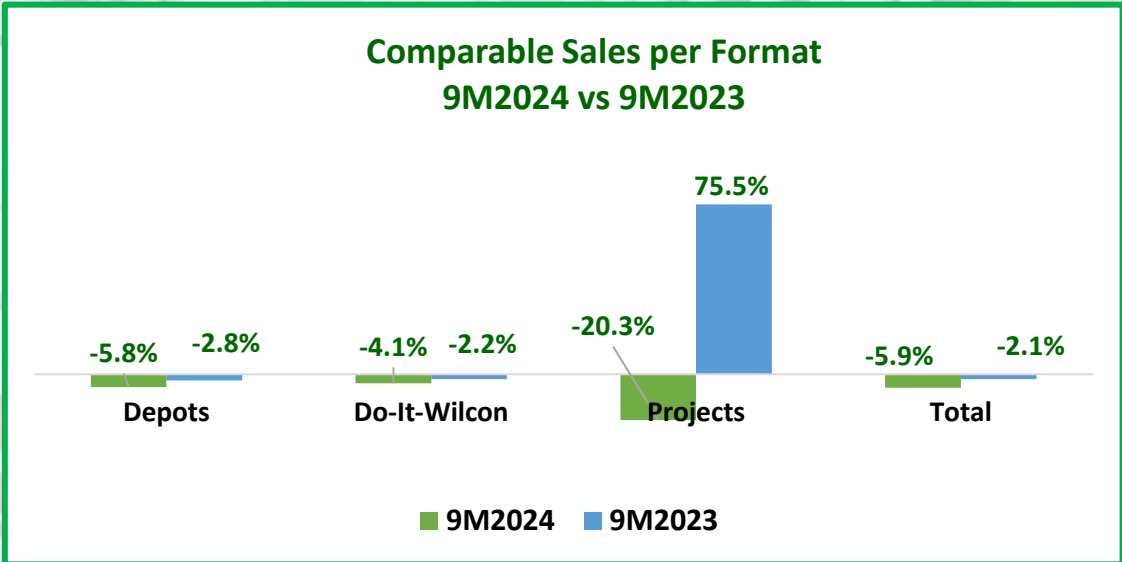
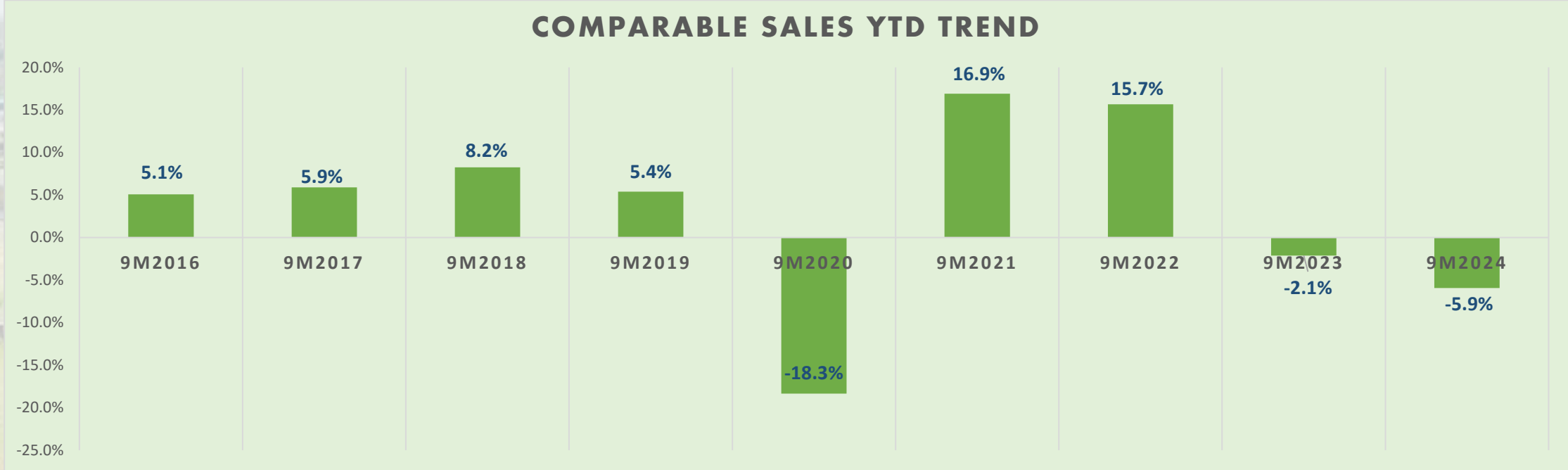
- Paints & Sundries
- Building Materials
- Furniture, Furnishing & Houseware

-1.0%

Lower than Average

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

Comparable Sales Summary



NINE MONTHS 2024

GPM rate increased
to 39.5%

Lease-related expense

	YTD 2024	% of Sales	YTD 2023	% of Sales	+/-	% Growth y-o-y
Net Sales	25,681	100.0	25,943	100.0	(262)	-1.0%
Cost of sales	(15,548)	(60.5)	(15,695)	(60.5)	147	-0.9%
Gross Profit	10,132	39.5	10,248	39.5	(115)	-1.1%
Operating expenses	(7,145)	(27.8)	(6,562)	(25.3)	(583)	8.9%
Interest Exp (Lease Liab)	(499)	(1.9)	(473)	(1.8)	(26)	5.5%
Other Income - Net	311	1.2	405	1.6	(94)	-23.0%
Income from Operations	2,799	10.9	3,618	13.9	(818)	-22.6%
Non-lease related depreciation	999	3.9	962	3.7	37	3.9%
EBITDA - Adjusted	3,798	14.8	4,579	17.7	(781)	-17.1%
Non-operating Other Income	24	0.1	13	0.0	11	96.9%
Income before tax	2,823	11.0	3,630	14.0	(806)	-22.2%
Income Tax	(706)	(2.7)	(904)	(3.5)	198	-21.9%
Net Income	2,118	8.2	2,726	10.5	(608)	-22.3%

Balance Sheet

<i>(In Million Php)</i>	Unaudited <i>As of September 30, 2024</i>	Audited <i>As of December 31, 2023</i>
Current Assets	17,976	19,749
Noncurrent Assets*	20,420	20,032
Total Assets	38,396	39,781
Current Liabilities	6,539	9,097
Noncurrent Liabilities	8,295	8175
Total Liabilities	14,835	17,272
Capital Stock	4,100	4,100
Additional Paid-in Capital	5,374	5,374
Other Comprehensive Loss	177	177
Retained Earnings	13,911	12,859
Total Equity	23,561	22,510
Current ratio	2.75	2.17
Quick ratio	0.45	0.29
Debt to equity ratio	0.63	0.77
Return on asset	5.52%	8.76%
Return on equity	8.99%	15.47%

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

9M2024 CAPEX Investment

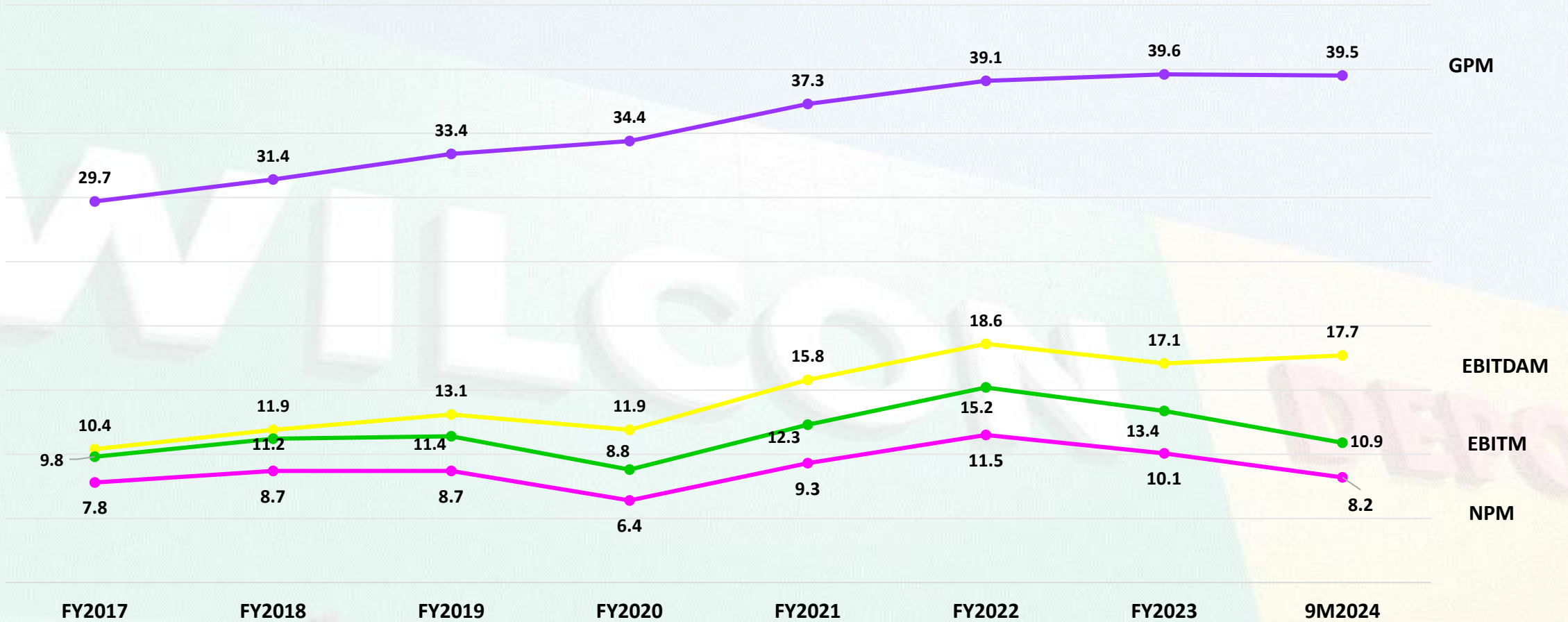
WILCON DEPOT, INC.

CAPITAL EXPENDITURES ACT vs LY

AS OF September 30, 2024

	9M2024
In Millions Php	ACTUAL
Construction of New Stores and New Warehouses	1,422
Store and Transportation Equipment	358
Renovation and Repairs	316
IT Infrastructures & Softwares	17
Total CAPEX (in millions Php)	2,113

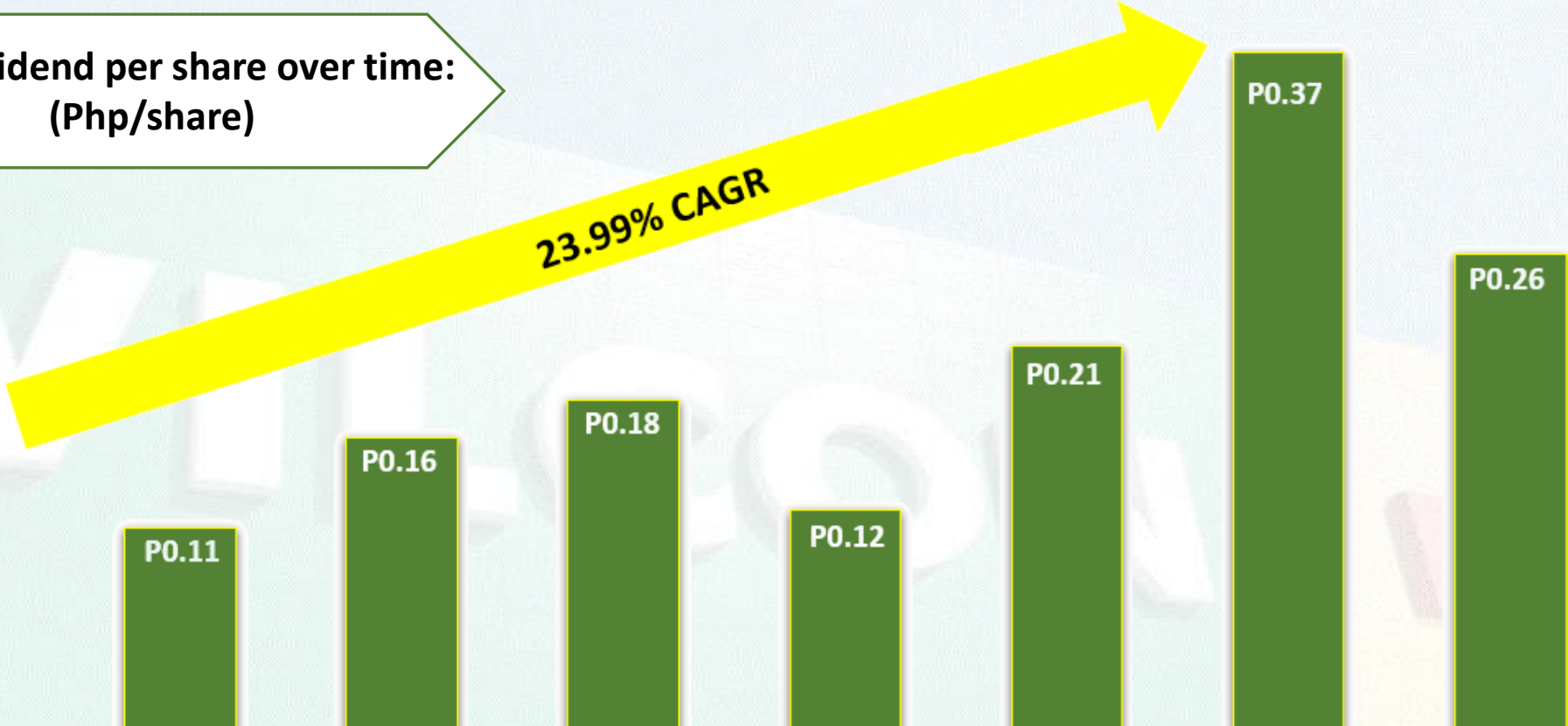
Margins



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

KEY GROWTH STRATEGIES



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

STORE NETWORK EXPANSION

Flying High to
100
STORES



2024 Planned New Branches

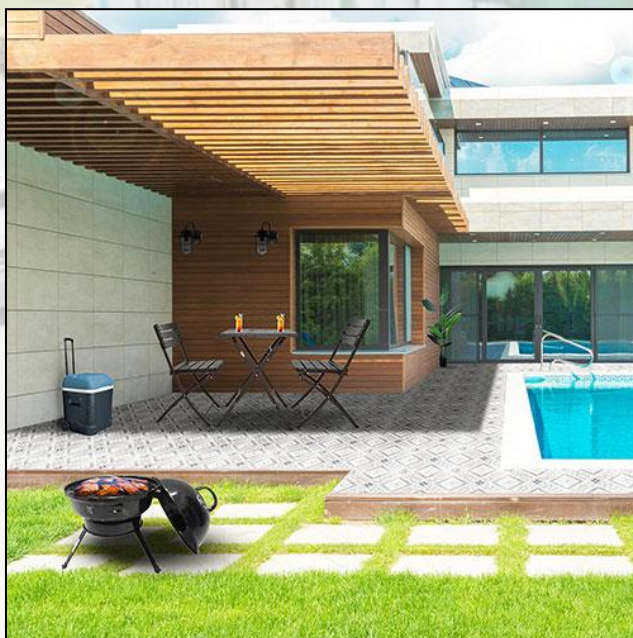
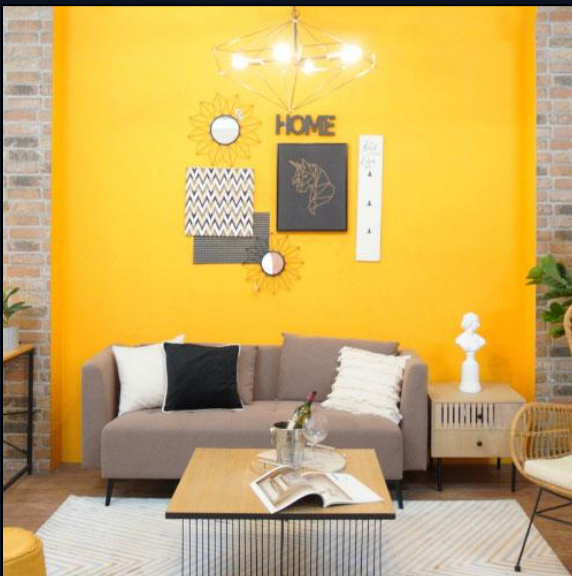
Beg. Balance	90
1st Half	
January, 2024	DIW - Morong, Rizal
January, 2024	DIW - Valencia, Bukidnon
March, 2024	Depot - Koronadal, South Cotabato
May, 2024	Depot - Villamonte, Bacolod
June, 2024	Depot - Sta. Barbara, Pangasinan
2nd Half	
July, 2024	Depot - Roxas, Capiz
September, 2024	Depot - La Trinidad Benguet
September, 2024	Depot - Pala Pala, Cavite
	2 Depots
Total, End	100

DRIVE GROWTH AND ENHANCE PROFITABILITY OF HOUSE & EXCLUSIVE BRANDS

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



IN-HOUSE BRANDS



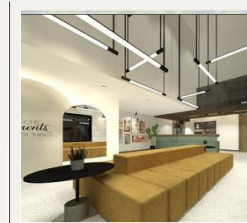
EXCLUSIVE BRANDS

PHYSICAL AND ONLINE STORE LAYOUT, FEATURES AND CUSTOMER EXPERIENCE ENHANCMENT

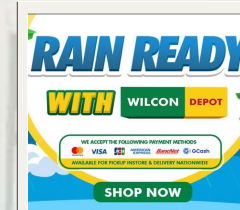
Constant innovations in store layout, features and customer experience that add value to our relationship with our customers and consistently differentiate us from competition.



Showrooms



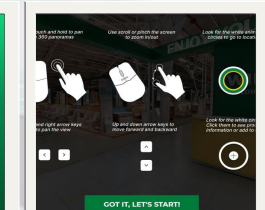
Design Hub



Wilcon Website



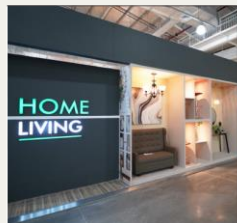
Online Shop



VR Store



MyWilcon App



Outdoor/ Home Living



DIY Area & Tile Studio

ONLINE STORE LAYOUT

WILCON DEPOT

SHOP NOW!

VISIT OUR WEBSITE!
SHOP.WILCON.com.ph

WE ACCEPT THE FOLLOWING PAYMENT METHODS
VISA AMERICAN EXPRESS BANCNET GCash
AVAILABLE FOR PICKUP INSTORE & DELIVERY NATIONWIDE

**Online
Shop**

Touch and hold to pan 360 panoramas

Use scroll or pinch the screen to zoom in/out

Look for the white anim circles to go to location

Left and right arrow keys to pan the view

Up and down arrow keys to move forward and backward

Look for the white circles. Click them to see product information or add to cart

GOT IT, LET'S START!

VR Store

Go Cardless
with myWILCON APP

SWITCH YOUR LOYALTY CARD TO DIGITAL APP

DOWNLOAD THE APP FOR FREE

MyWilcon App

RAIN READY

WITH WILCON DEPOT

WE ACCEPT THE FOLLOWING PAYMENT METHODS
VISA AMERICAN EXPRESS BANCNET GCash
AVAILABLE FOR PICKUP INSTORE & DELIVERY NATIONWIDE

SHOP NOW

**Wilcon
Website**

FURTHER STRENGTHEN AND INCREASE Brand Awareness and Visibility



THANK YOU!

WILCON

DEPOT