

WILCON **DEPOT**

ANNUAL STOCKHOLDERS' MEETING

JUNE 17, 2024 | 9AM

WILCON **DEPOT**

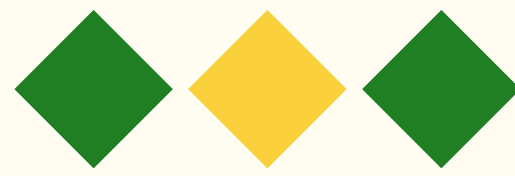
WILCON

DEPOT

PRESIDENT'S REPORT

WILCON

DEPOT



Lorraine Belo-Cincochan

Director, President and
Chief Executive Officer

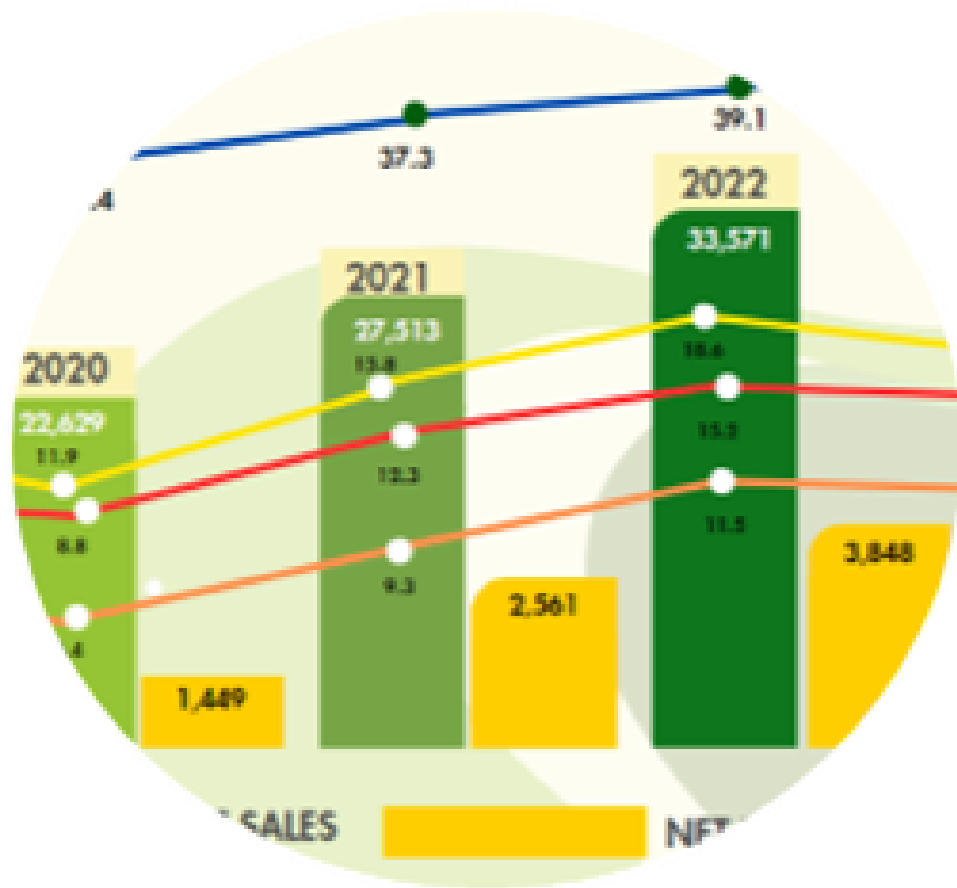


2023 IN REVIEW



Home improvement retail industry has seen phenomenal growth during the pandemic period.

2023 IN REVIEW



Achieving record revenues and earnings

2023 IN REVIEW



Remained bullish on the future of home improvement

2023 NEW STORES

GUIGUINTO,
BULACAN (DEPOT)
JANUARY 27, 2023



ROSARIO,
BATANGAS (DEPOT)
MARCH 31, 2023



LUMBIA CDO,
MISAMIS ORIENTAL
(HOME ESSENTIAL)
APRIL 14, 2023



SAN NICOLAS
SAN FERNANDO,
PAMPANGA (DEPOT)
JUNE 16, 2023

STA. MARIA,
BULACAN (DEPOT)
JULY 28, 2023



ILIGAN CITY
(DEPOT)
SEPTEMBER 29, 2023



NAIC, CAVITE
(DEPOT)
OCTOBER 6, 2023



TUY, BATANGAS
(DEPOT)
DECEMBER, 2023



AYALA,
SOUTHPARK MALL
(HOME ESSENTIALS)
DECEMBER 1, 2023

9
NEW STORES

WILCON DEPOT

LAUNCHING OF DO IT WILCON FORMAT



- A stand-alone hardware store
- Located near residential areas or in commercial areas
- Offering the same product categories as the depots but lesser number of SKUs.



...through all of these challenges, we remained focused on our strategic goals, core values and mission.



OUR MISSION

To help people build, improve, and refine their homes for a sustainable and comfortable life.

OUR RESPONSIBILITY

We have a responsibility to be a reliable, trustworthy, and excellent source of innovative solutions for the homes and buildings of our customers.

Fully embracing our corporate responsibility starts with being attentive to the needs of our customers and stakeholders, treating all our partners fairly, developing a comfortable work environment and upholding the spirit and practice of our values in every area of the business.

OUR VALUES



Collaboration



Excellence in Customer Experience



Customer Delight



Integrity to all Stakeholders



Innovation



Leadership

OUR VISION

Our vision is to become the preferred company in our industry for all our key stakeholders: our customers, our partners, our employees, our shareholders and the society we live in.

To deserve the trust and respect our key stakeholders place in us, we at Wilcon differentiate ourselves by the standard of excellence and commitment we adhere to.

For our customers, we are committed to delivering products and solutions of superior quality and providing excellent and reliable service.

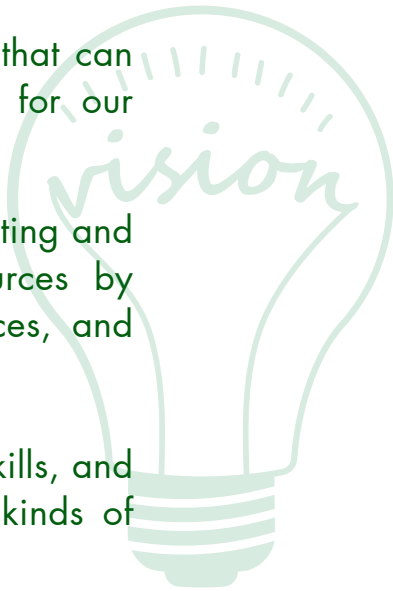
For our partners, we are committed to nurturing a winning network of suppliers in order to create mutual and enduring value.

For our employees, we are committed to create an environment that respects their dignity as persons, cultivates knowledge and talent, and empowers them to be the best they can be through continuous career and development opportunities.

For our shareholders, we are committed to maximize long – term returns to shareholders that can enable growth and prosperity in the business, and in turn, provide more opportunities for our employees and more solutions to our customers.

For the environment that supports the life we live on this planet, we are committed to promoting and innovating practical solutions that protect and manage the use of our natural resources by continuously providing eco-friendly products, adopting technologies and business practices, and shaping the behavior of our customers for better environmental impacts of the business.

For the society we live in, we are committed to contributing the best expertise, knowledge, skills, and resources to promote stronger, safer and more sustainable homes and buildings for all kinds of people.



Consistently customer-centric and improving our operations to continually give excellent value to our customers even as we expanded our market reach.

Anchoring on our 47-year experience in this sector, we remain confident that we will be able to adapt to the post-Covid home improvement market.



LOCAL TILES

WILCON

DEPOT

Customer experience Experts & Support Teams

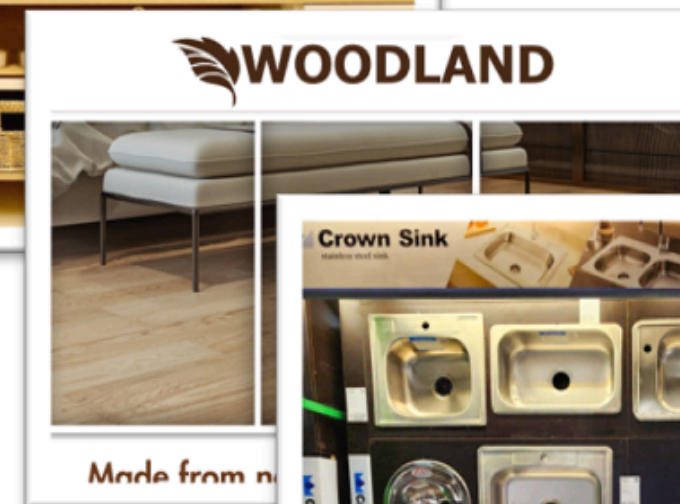
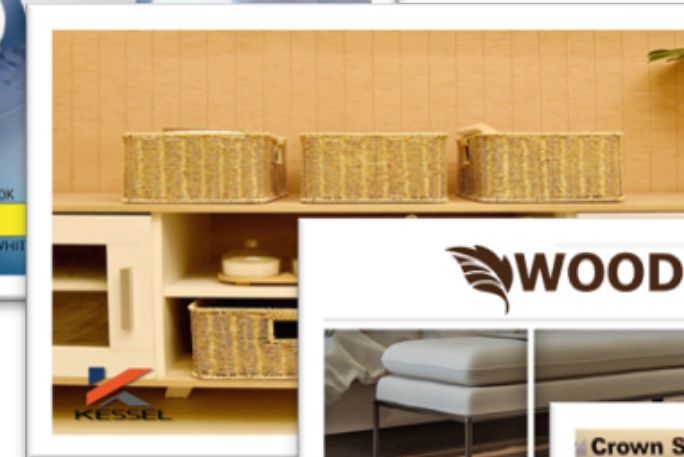
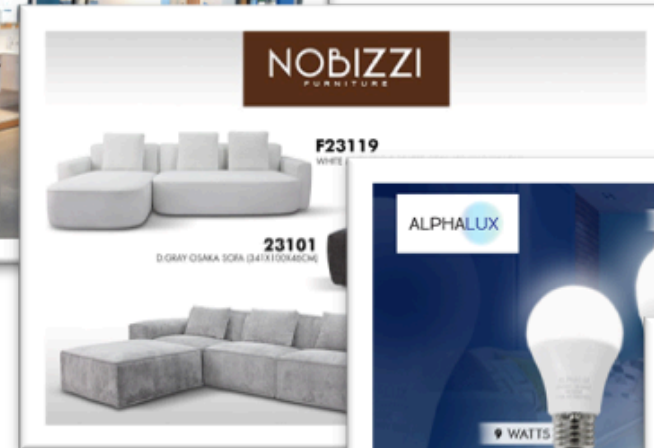
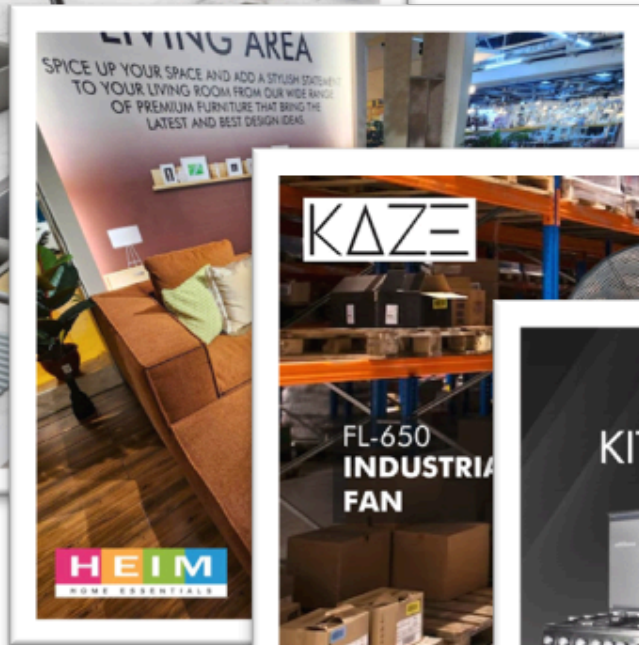


THANK YOU!

Partner-Suppliers

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WILCON DEPOT

Customers



THANK YOU!

Shareholders



**THANK
YOU!**

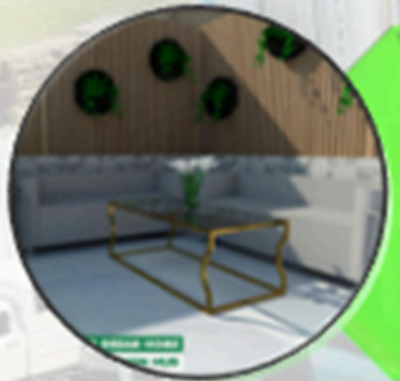




**Store network
expansion**



**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**

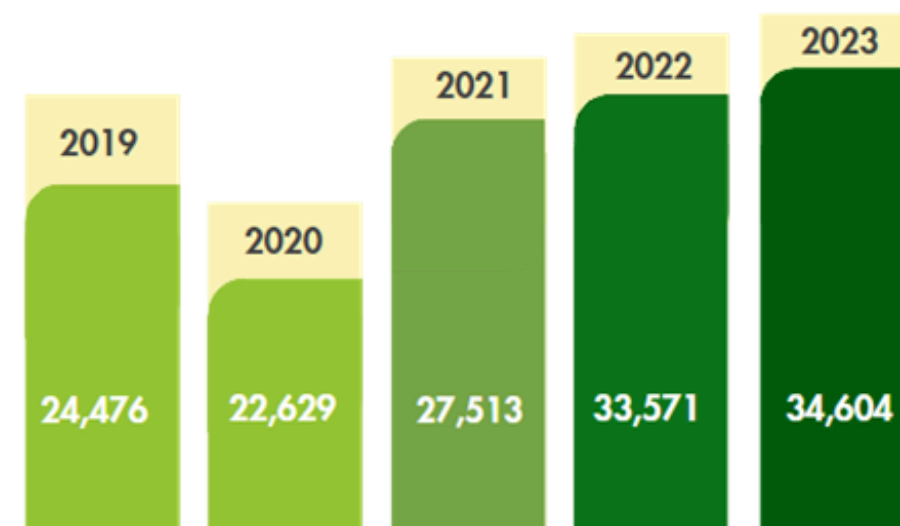
KEY GROWTH STRATEGIES

Full Year 2023 Performance

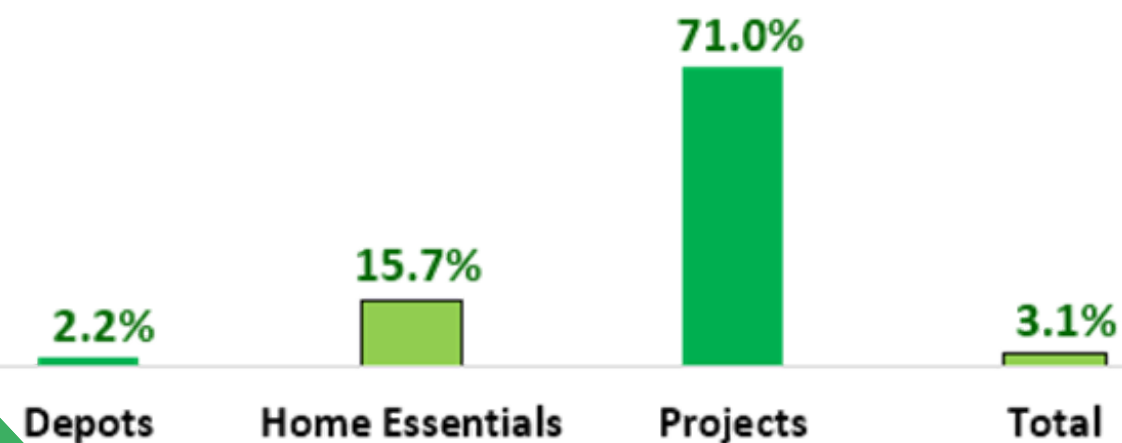
FY 2023 RESULTS HIGHLIGHTS

FOR THE YEAR (IN PH MILLIONS)

NET SALES

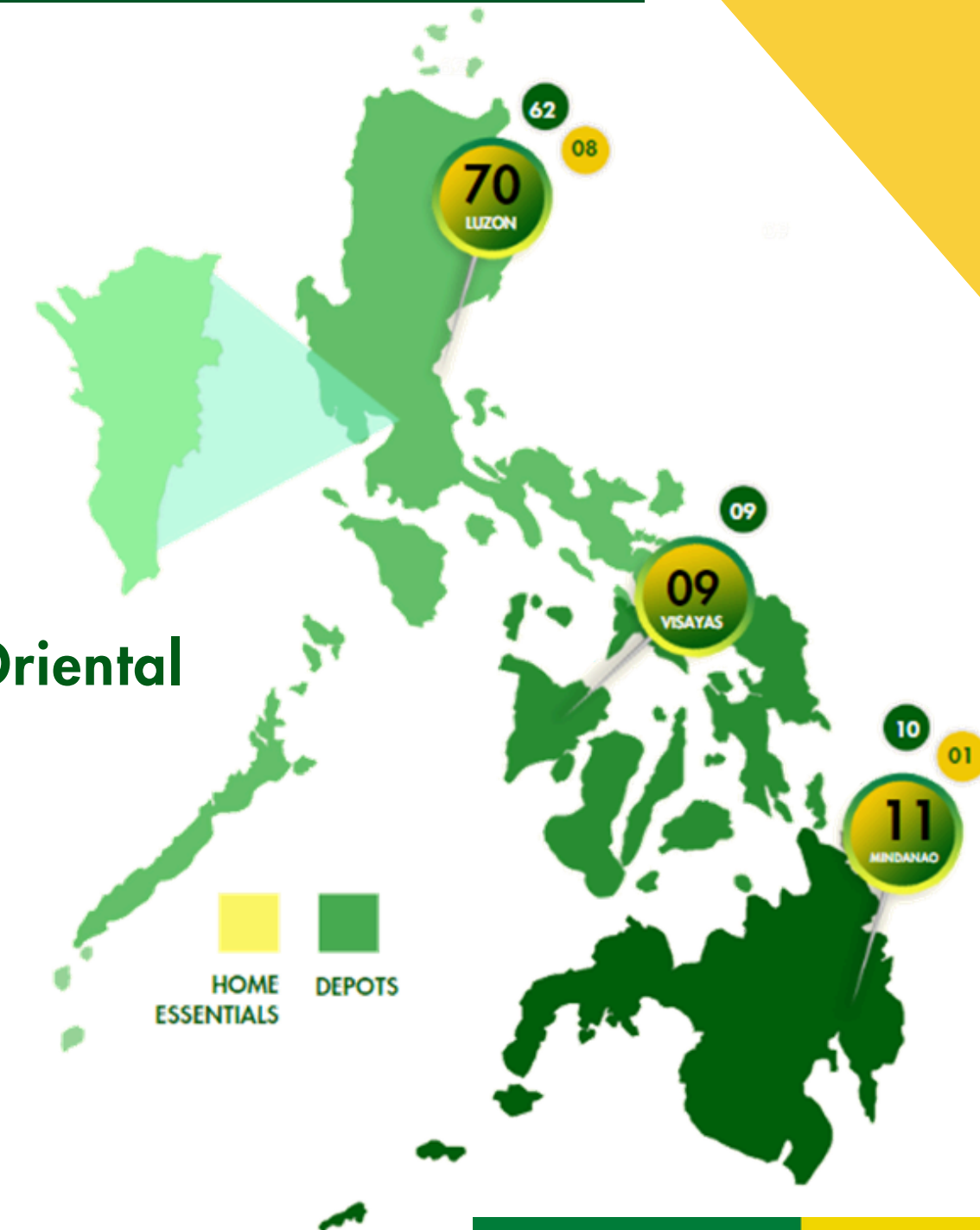


Sales Growth per Store Format
FY2023 VS FY2022



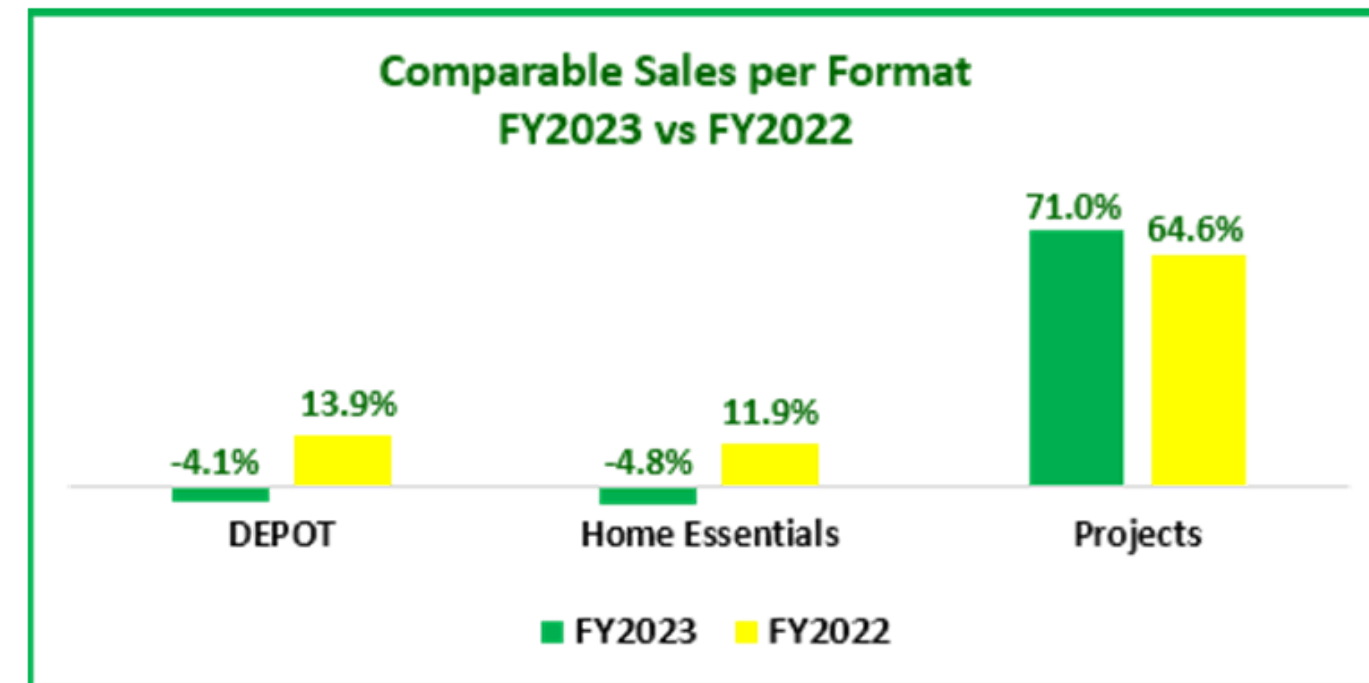
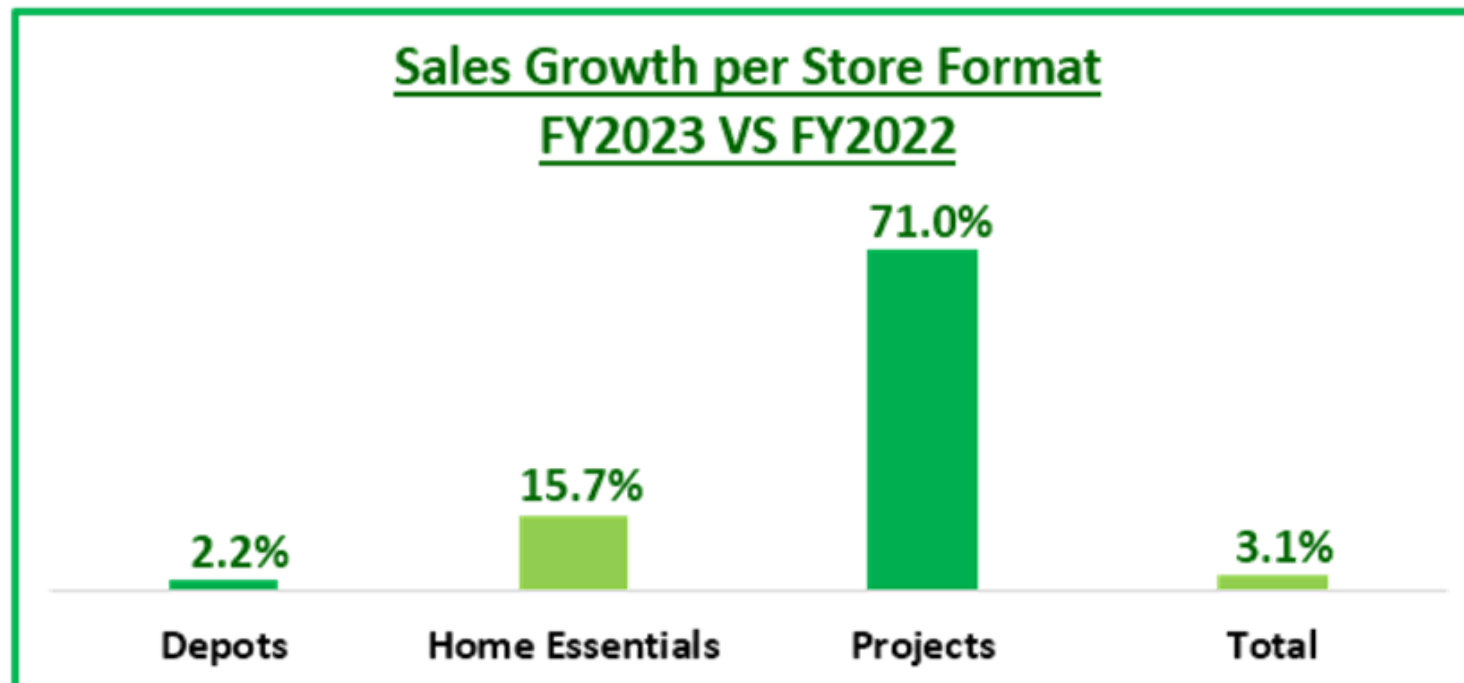
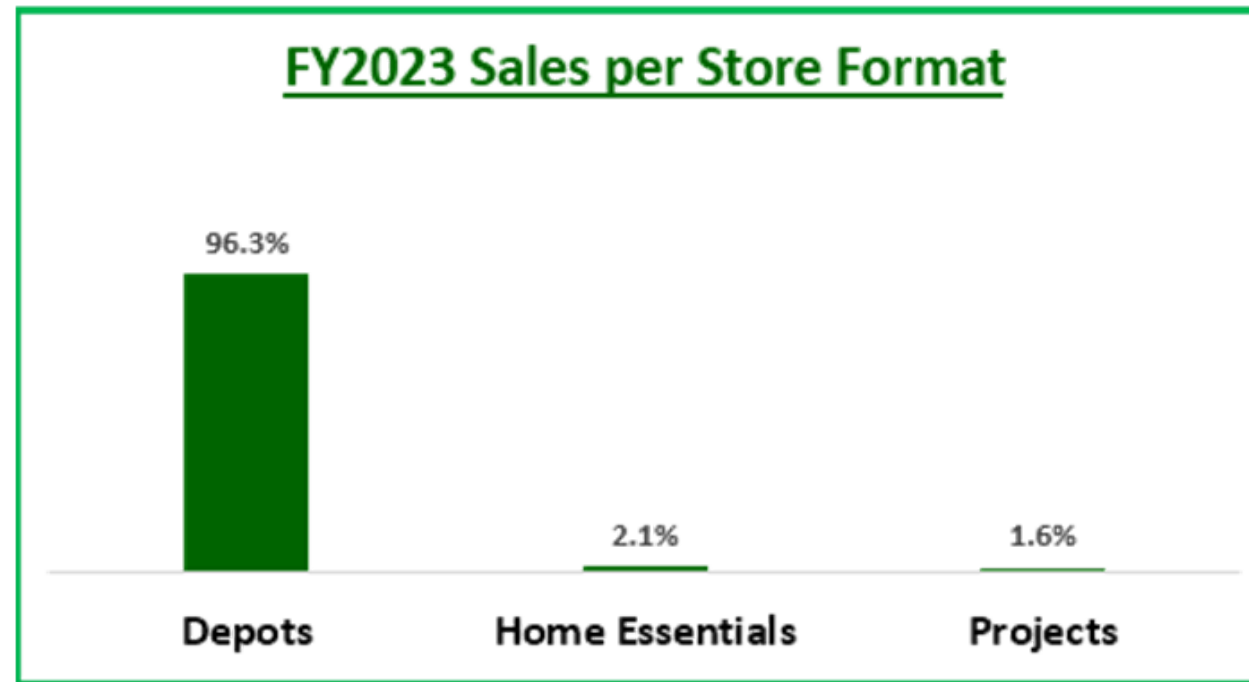
OPENED 9 NEW STORES

- Guiguinto, Bulacan
- Rosario, Batangas
- Lumbia, CDO Misamis Oriental
- San Nicolas, Pampanga
- Sta. Maria, Bulacan
- Iligan City
- Naic, Cavite
- Tuy, Batangas
- Ayala, Southpark Mall



Full Year 2023 Performance

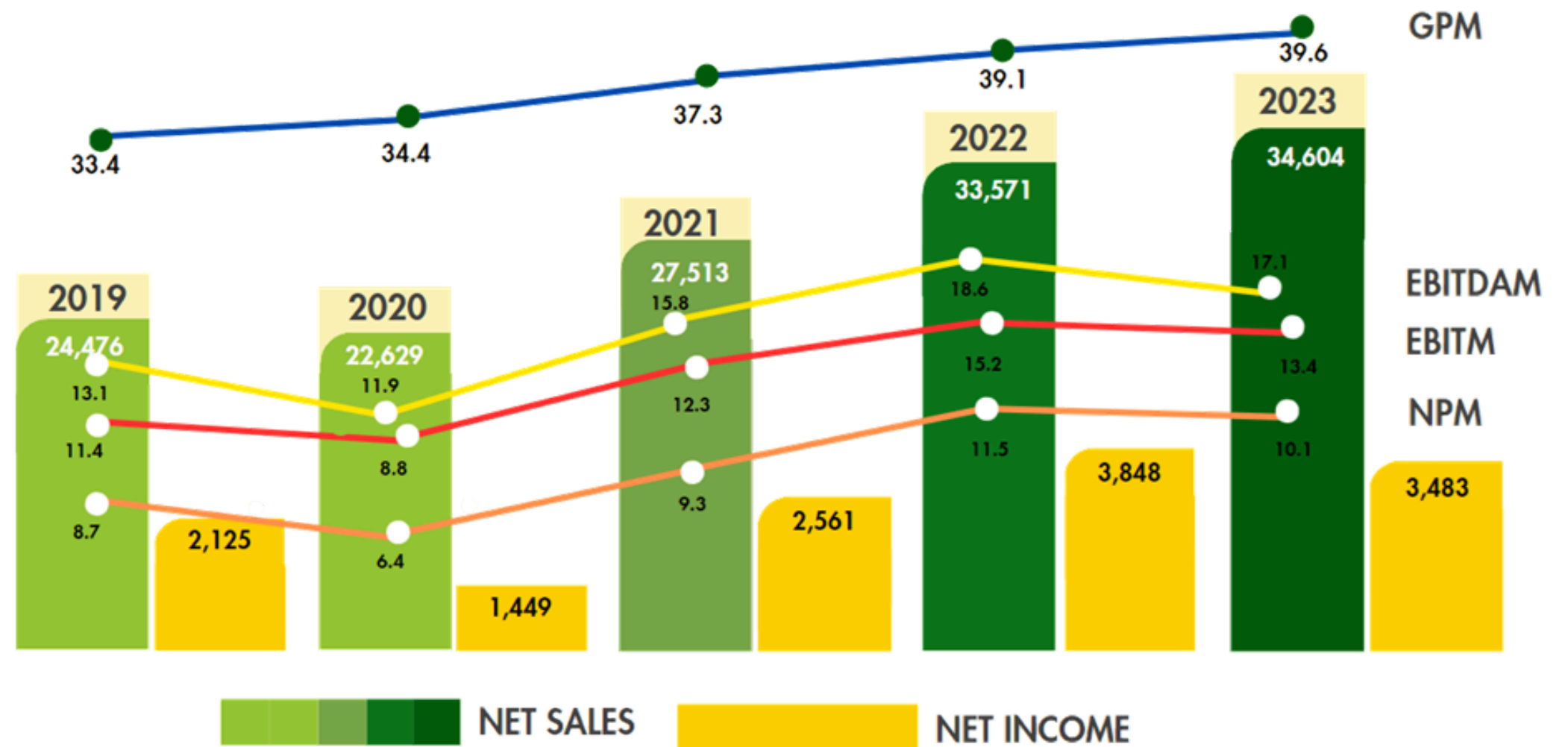
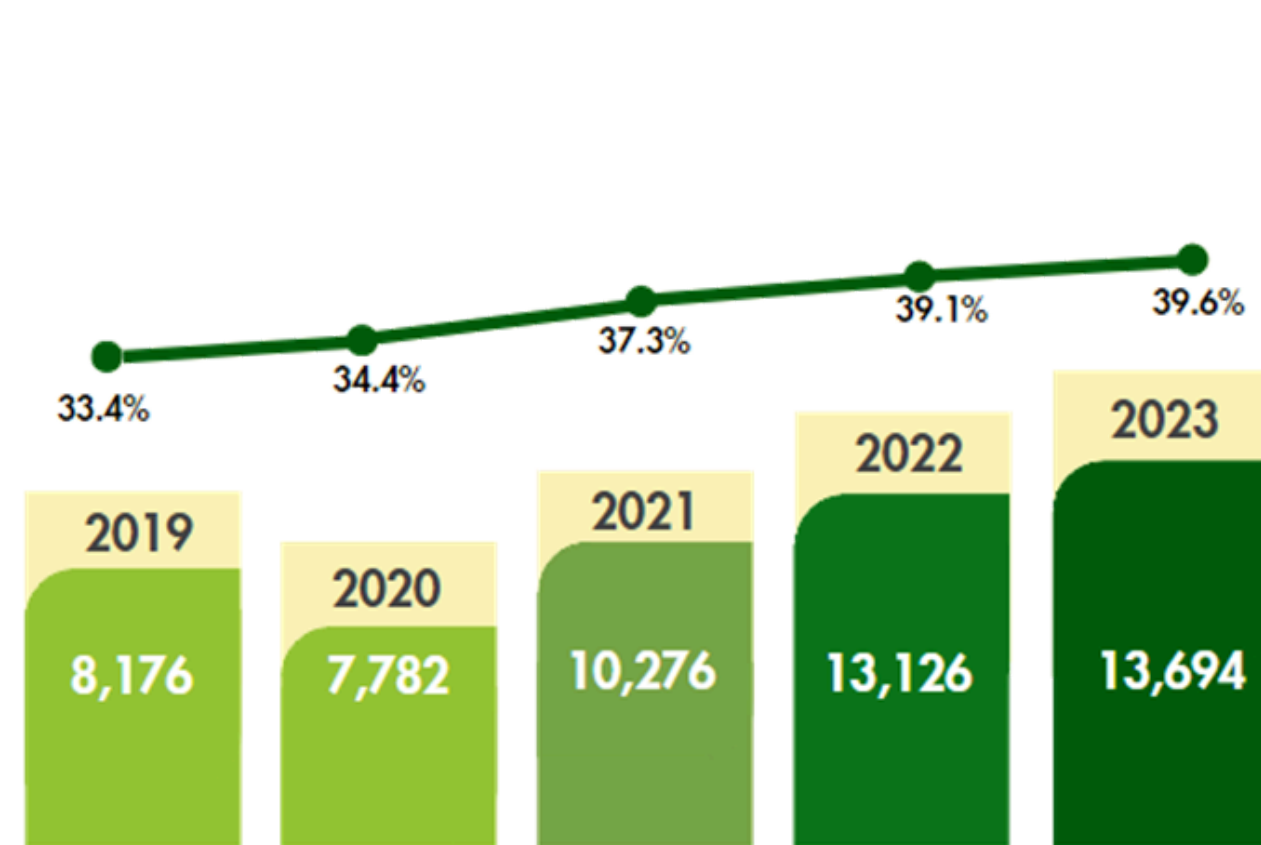
FY 2023 SALES PER FORMAT



Full Year 2023 Performance

GROSS PROFIT

GROSS PROFIT



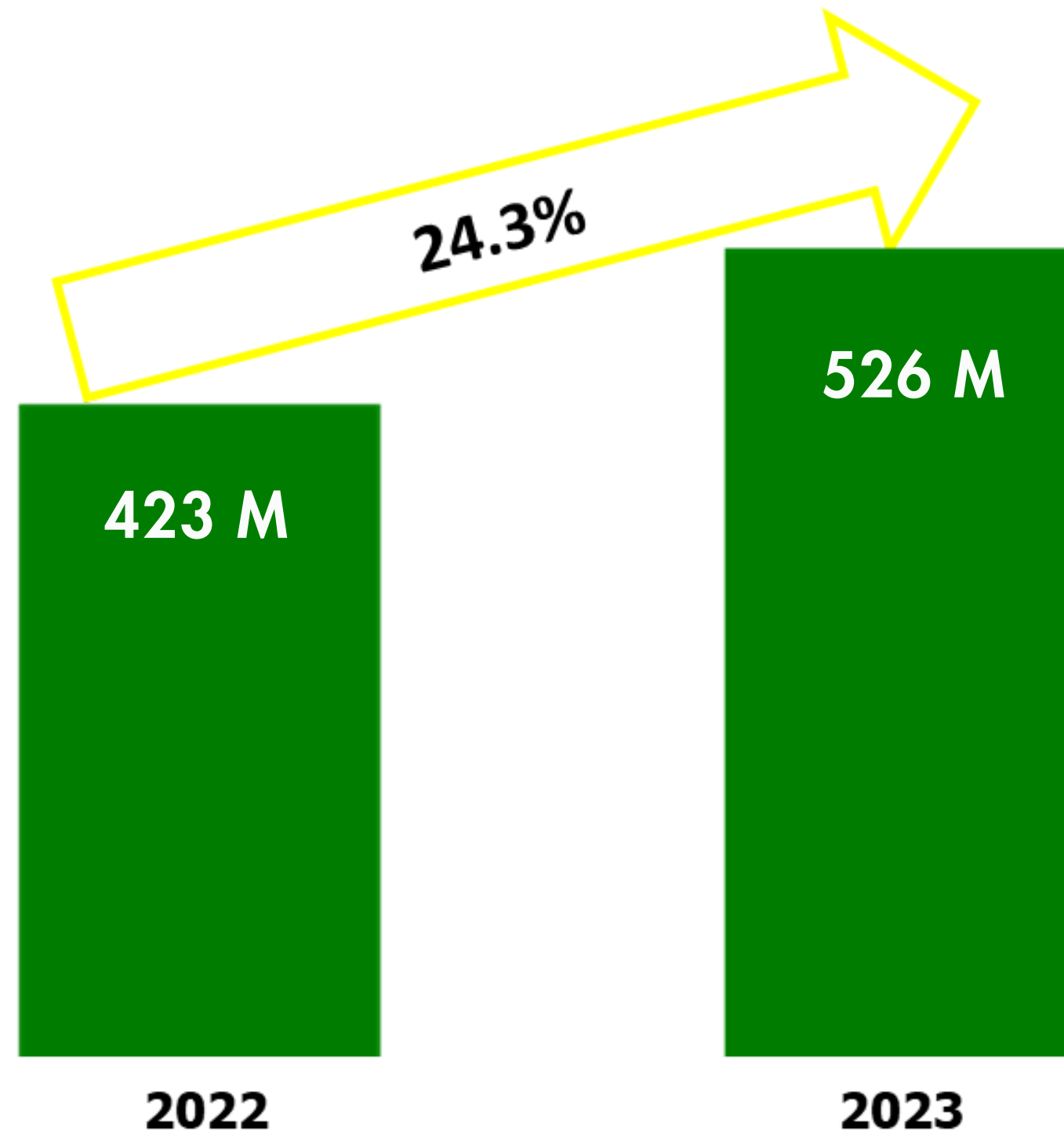
Full Year 2023 Performance

2023 OPERATING and LEASE-RELATED INTEREST EXPENSES

OPERATING and LEASE-RELATED INTEREST EXPENSES			
(In Million Pesos)	FY2023	FY2022	Y-o-Y %
Operating Expenses	8,940.01	7,879.34	13.5%
Lease-related Interest Expense	641	544	17.7%

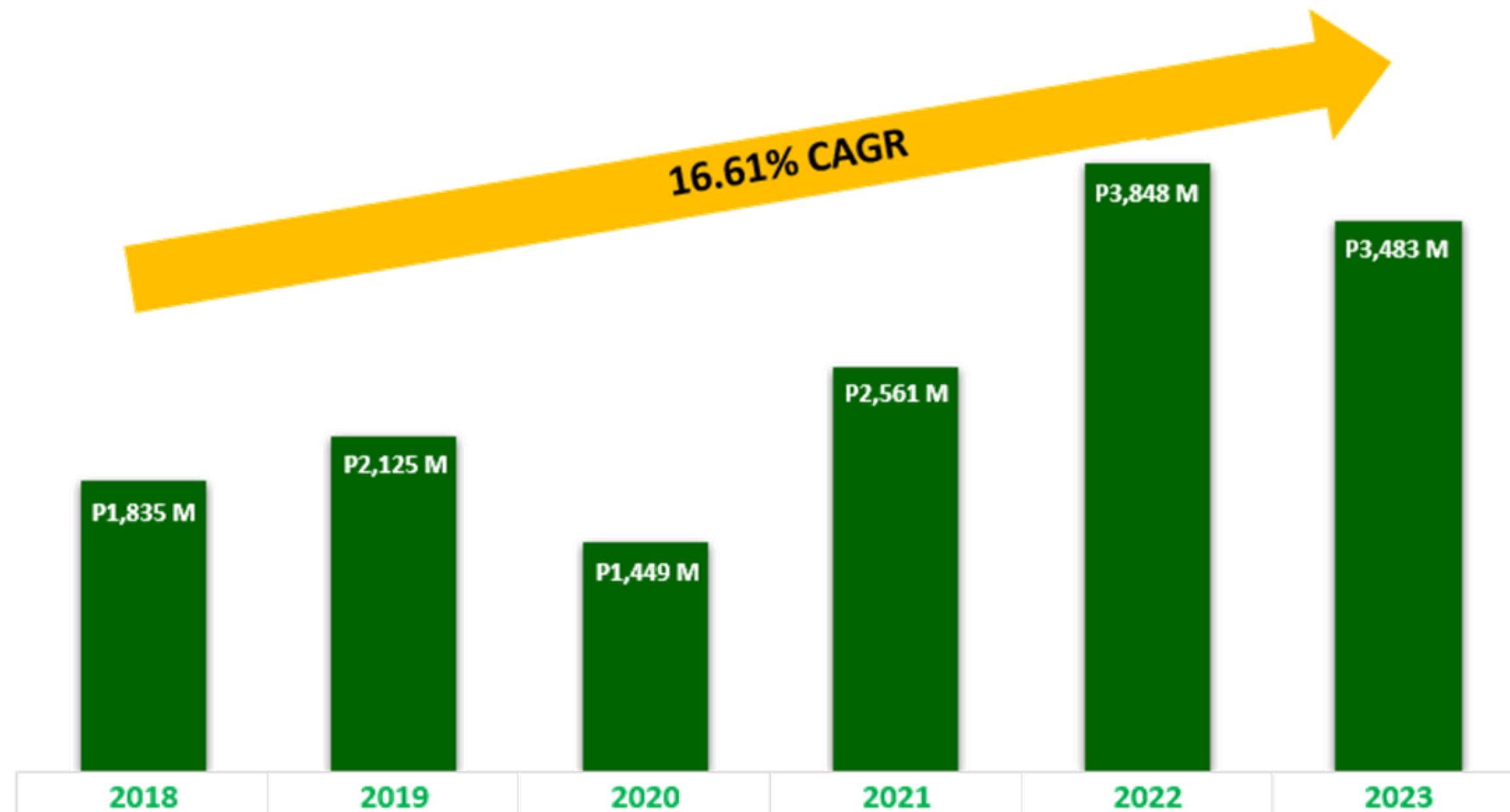
Full Year 2023 Performance

OTHER INCOME (CHARGES)



Full Year 2023 Performance

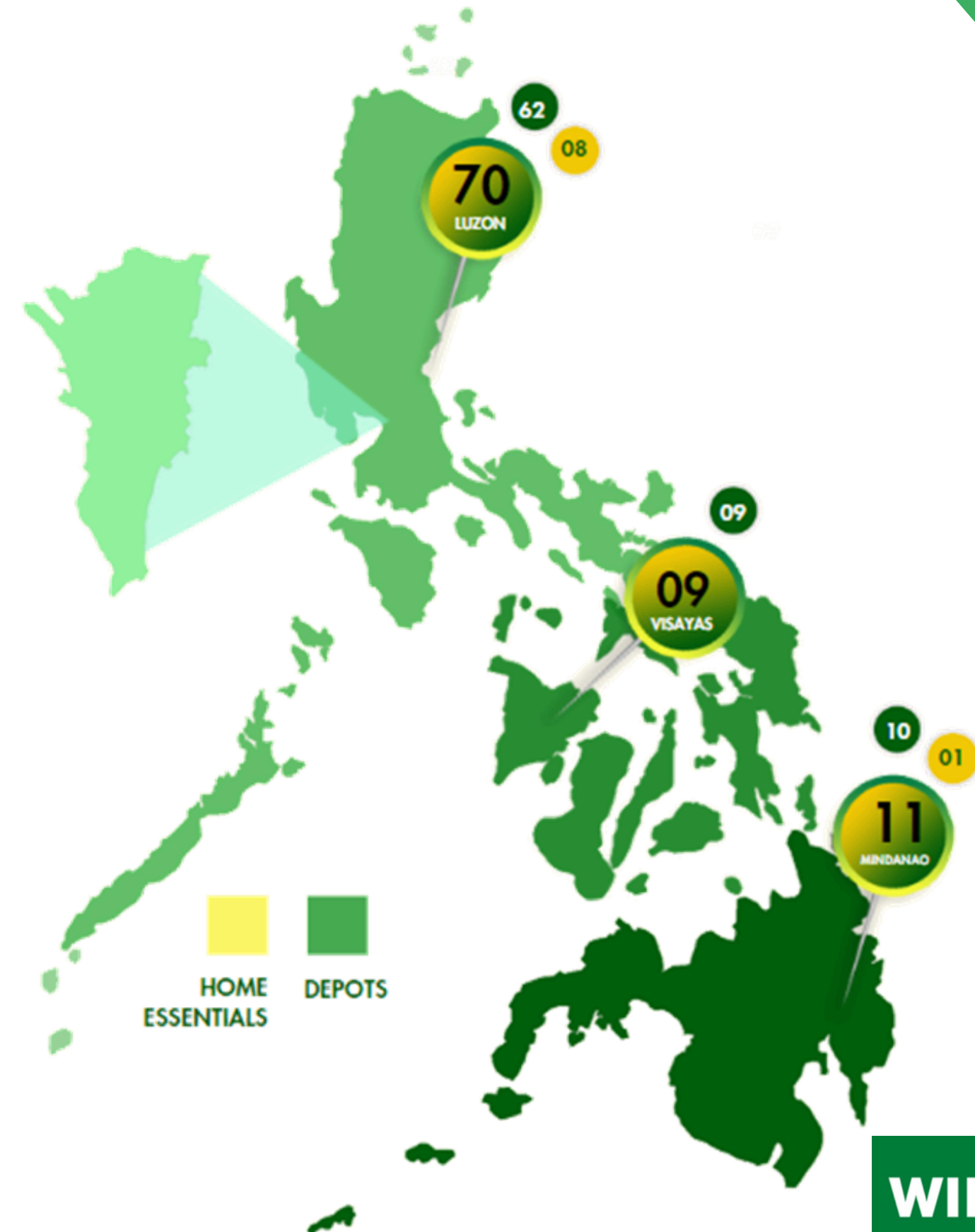
NET INCOME



CAPITAL EXPENDITURE

Php 2.358B

- New Branches and Warehouses
- Renovations
- IT Infrastructure and Software
- Store and Transportation Equipment

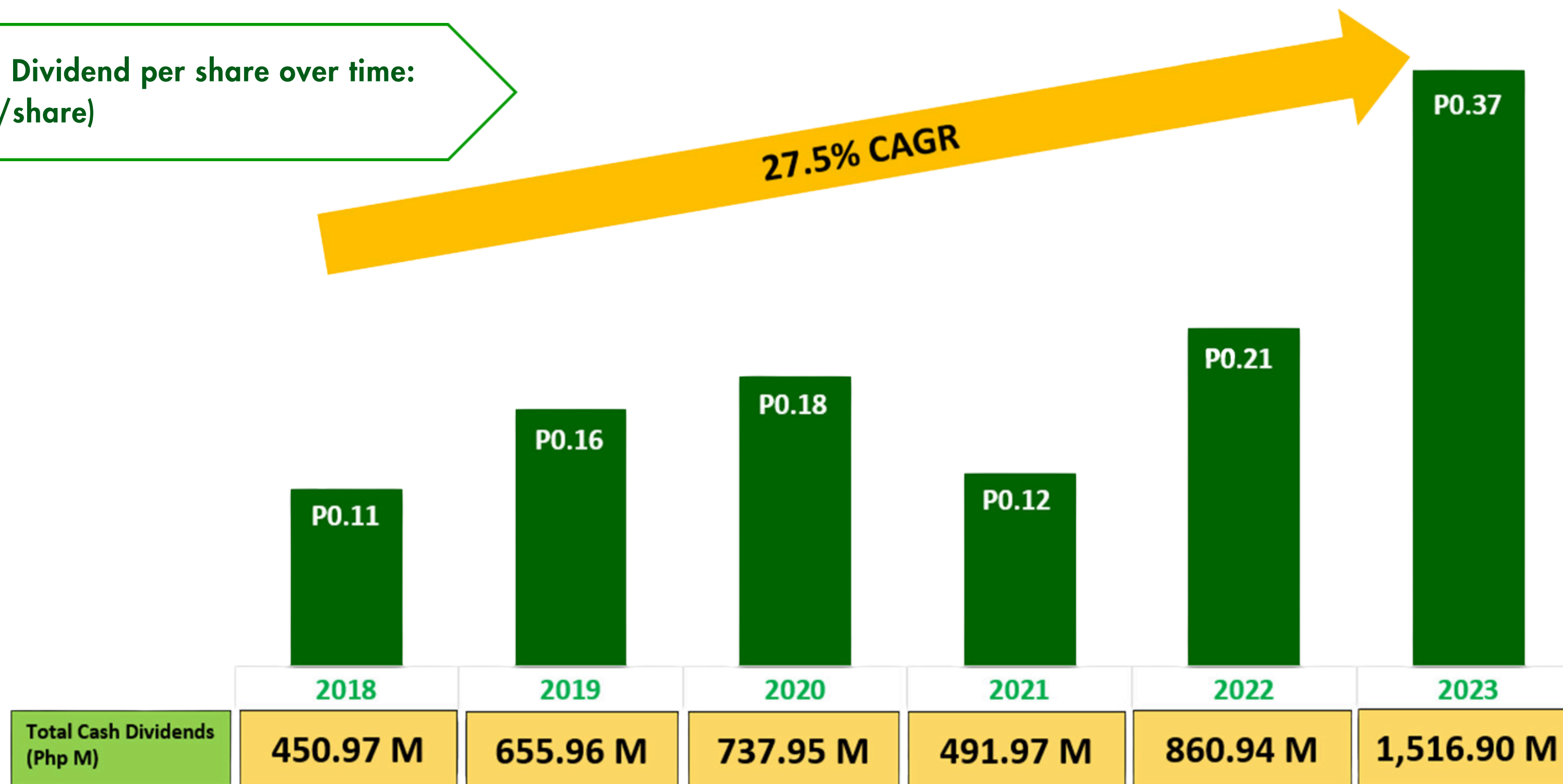


WILCON **DEPOT**

Returning Value to Shareholders

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

27.5% CAGR



Balance Sheet

(In Php Million)

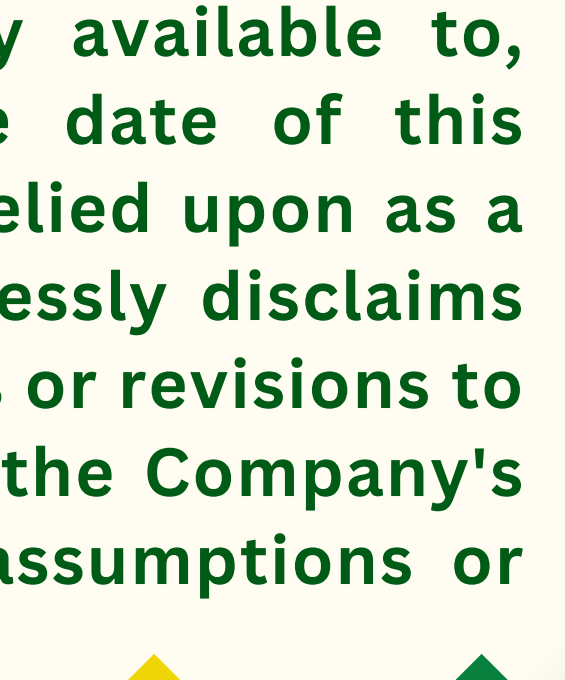
	Audited Dec 31, 2023	Audited Dec 31, 2022
Current Assets	19,749	17,385
Noncurrent Assets	20,032	18,258
Total Assets	39,781	35,643
Current Liabilities	9,097	7,659
Noncurrent Liabilities	8,175	7,441
Total Liabilities	17,272	15,100
Capital Stock	4,100	4,100
Additional Paid-in Capital	5,374	5,374
Other Comprehensive Loss	177	177
Retained Earnings	12,859	10,893
Total Equity	22,509	20,543
Current ratio	2.17	2.27
Quick ratio	0.29	0.43
Debt to equity ratio	0.77	0.74
Return on asset	0.09	0.11
Return on equity	0.15	0.19



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.





THANK YOU!



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