

AllHome
One-stop shop for *your* home

**1H 2020
INVESTORS'
BRIEFING**

14 AUGUST 2020

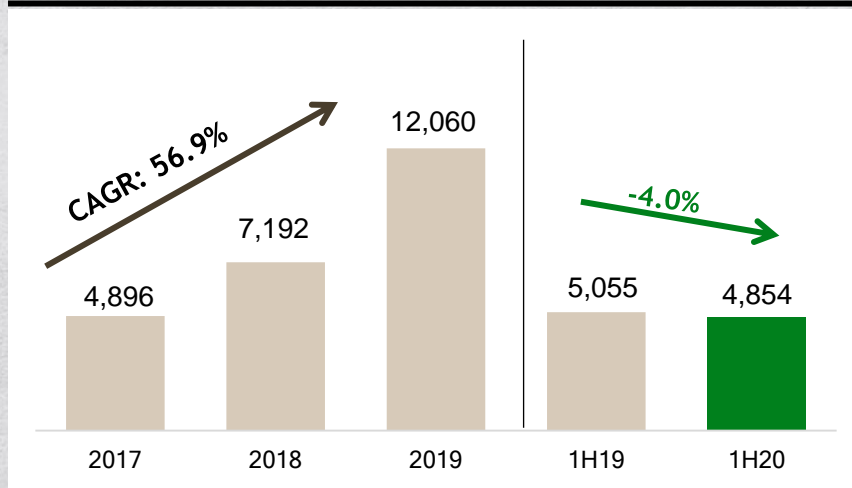


FINANCIAL HIGHLIGHTS



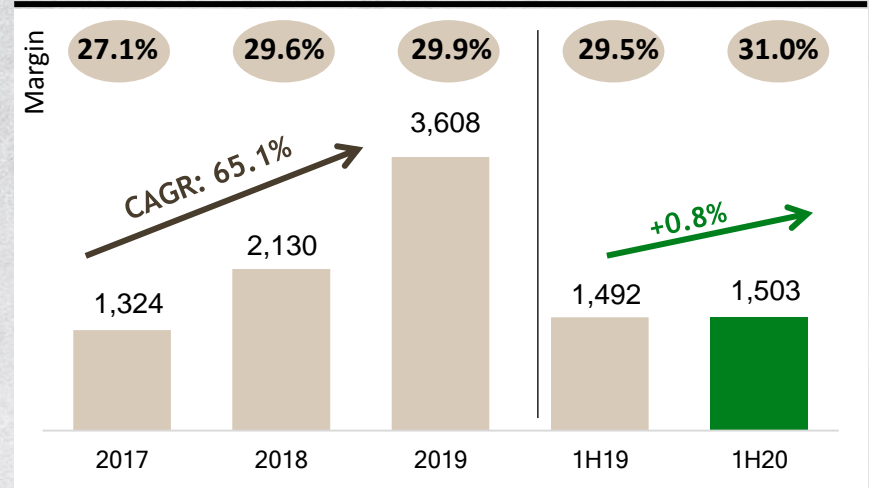
Revenues

Amounts in PHP million



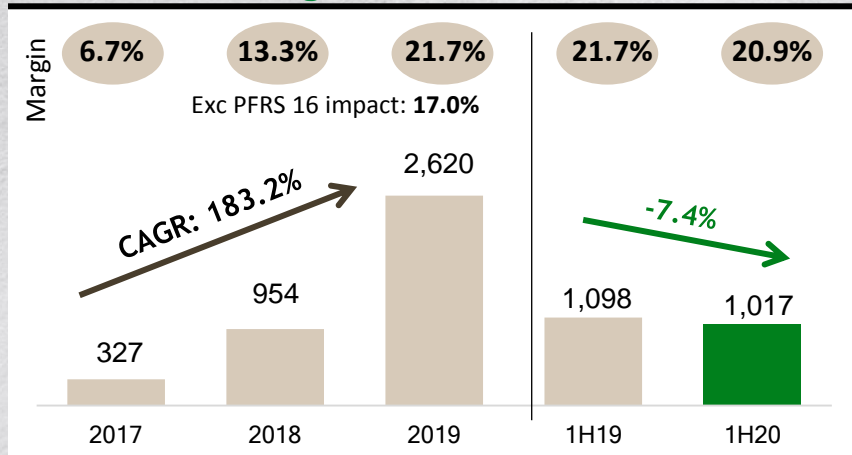
Gross profit and margin

Amounts in PHP million



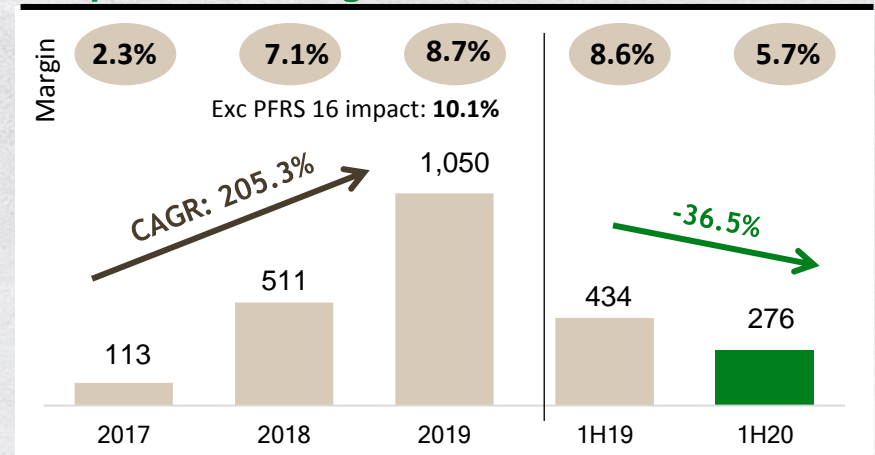
EBITDA and margin

Amounts in PHP million



Net profit and margin

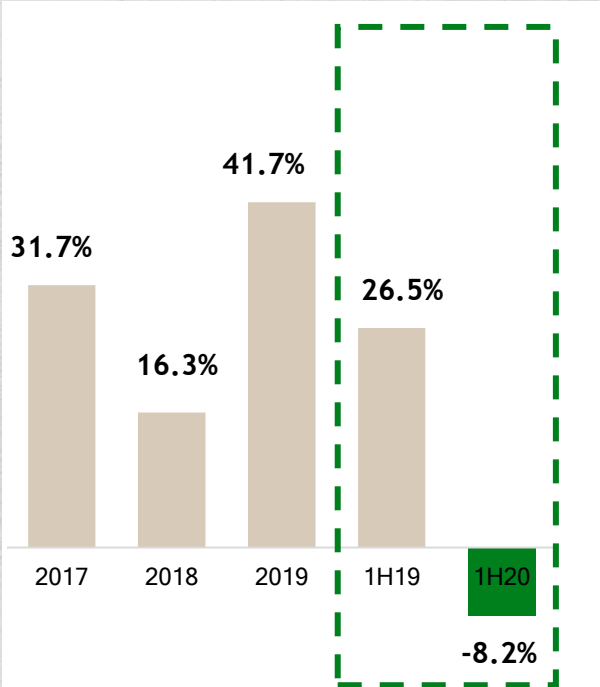
Amounts in PHP million



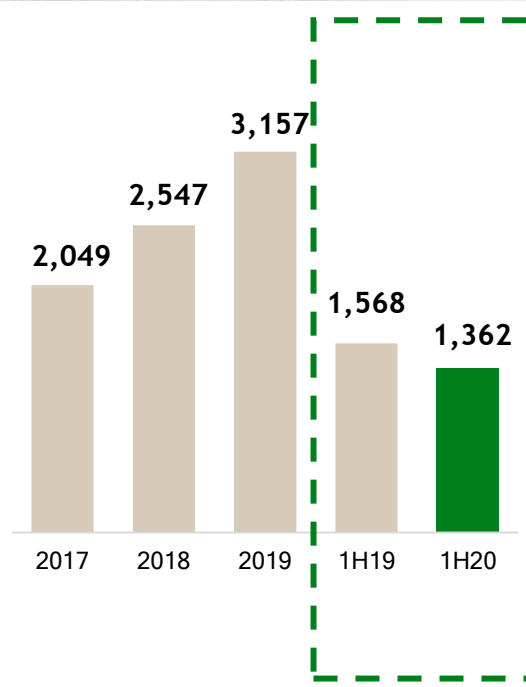
OPERATIONAL HIGHLIGHTS



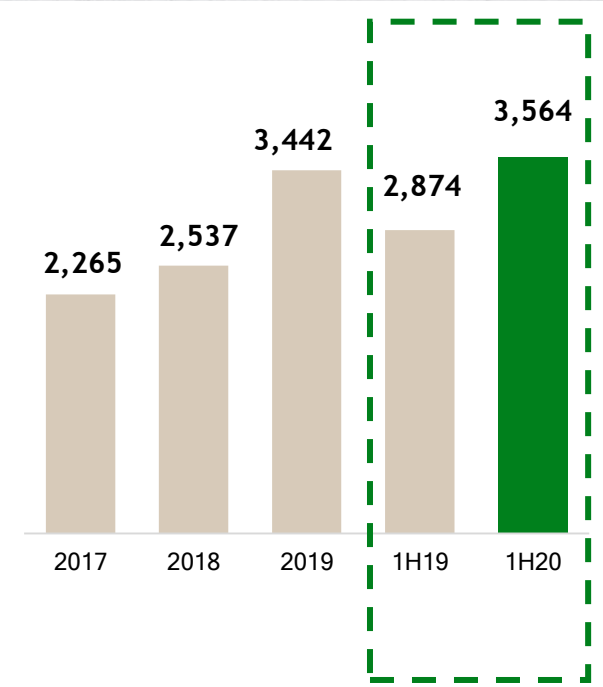
Same store sales growth



No. of transactions ('000)



Average transaction size (PHP)



Note:

- Same store sales growth refers to the comparisons of net sales between two periods generated by the relevant stores. The stores that are included in the comparisons are those that have been in operation for at least 24 months preceding the beginning of the reporting period and for the entirety of the two periods of comparison. The comparison for each store takes into account net sales by that store during the same period it was in operation in both the reporting period and the period of comparison. The net sales of all the relevant stores in the relevant period are then aggregated and compared. Revenues generated by the relevant stores exclude corporate sales
- Same store sales growth ("SSSG") reported in 2018 includes same store sales of older stores which were opened prior to December 31, 2015 (the "pre-2016 stores"), which registered SSSG of 12.9%.



OPERATIONAL HIGHLIGHTS

✓ Wide offering of soft and hard products

✓ 7 key product categories

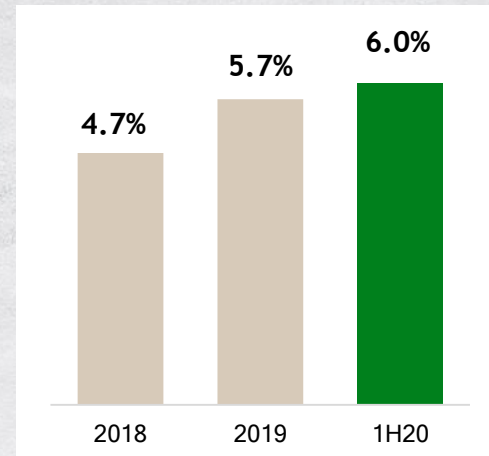
SOFT CATEGORIES	Revenue Contribution	
	2Q20	1Q20
Furniture	16%	22%
Appliances	40%	26%
Homewares	7%	7%
Linens	3%	3%

HARD CATEGORIES	Revenue Contribution	
	2Q20	1Q20
Hardware	28%	25%
Tiles & sanitary wares	4%	11%
Construction	2%	6%

✓ In house brands continuous expansion

32 in-house brands as of June 30, 2020

✓ Revenue contribution of in-house brands

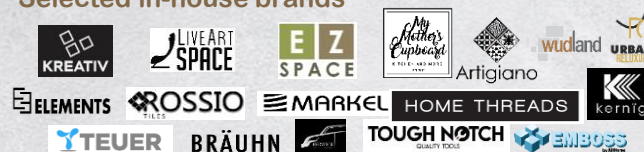


✓ Diversified brand portfolio

Selected third-party brands



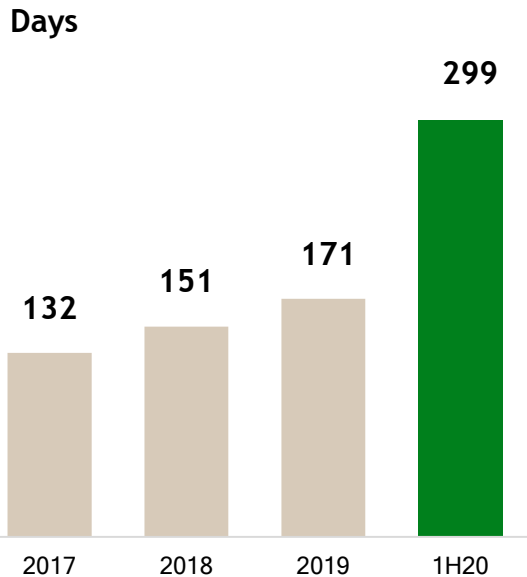
Selected in-house brands



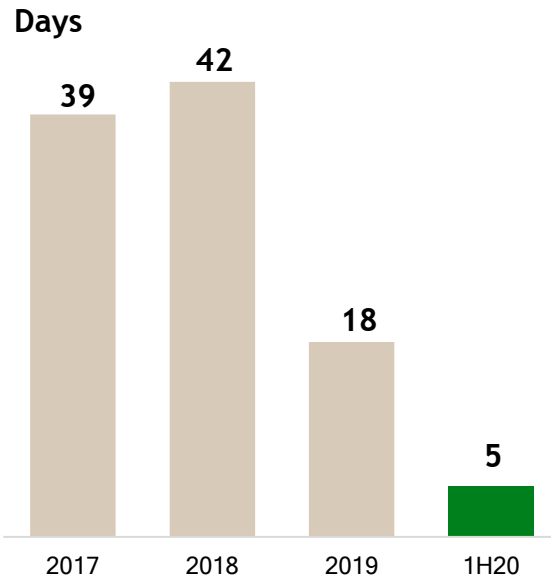
WORKING CAPITAL



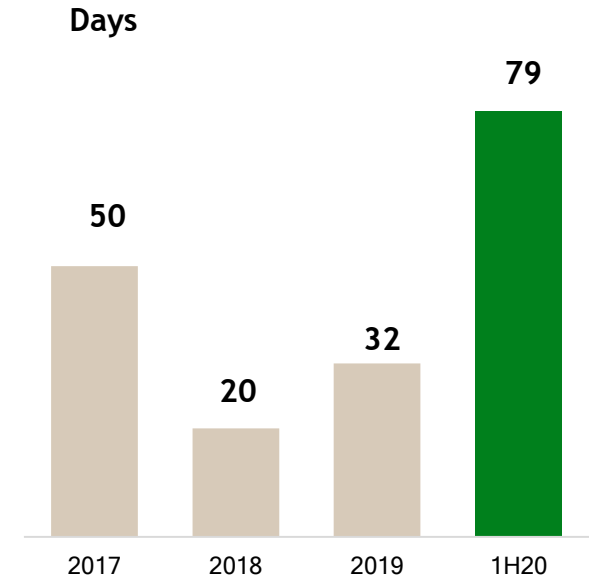
Inventory turnover



Trade receivables turnover



Trade payables turnover



Notes:

1. Inventory turnover days is equal to the average opening and closing inventory divided by cost of goods sold and multiplied by 365 days (for the year ended December 31, 2017, December 31, 2018 and December 31, 2019)
2. Trade receivables turnover days is equal to the average opening and closing trade receivables divided by revenues and multiplied by 365 days (for the year ended December 31, 2017, December 31, 2018 and December 31, 2019)
3. Trade payables turnover days is equal to the average opening and closing trade payables divided by cost of goods sold and multiplied by 365 days (for the year ended December 31, 2017, December 31, 2018 and December 31, 2019)

Our ECQ Initiatives

(Keeping Up with the New Normal)



AllHome Alabang
and Dasmariñas
pop up stores
located beside
AllDay Supermarket



AllHome Silang and
Evia pop up stores
inside the mall
near AllDay
Supermarket



Introduction of 4 safe ways to shop at AllHome and the heartwarming reponse of our customers



1  **SHOP AT allhomeclick.com**

 Browse |  Add to Cart |  Checkout

2 **PERSONAL SHOPPER**

 **Choose.Chat.Checkout**

 Prepare your order form |  Chat with your personal shopper |  Deliver or pick up your order at an AllHome store near you

3 **Shop Online at AllHome**

 **Viber community**

 Chat with us from Monday - Sunday 8:00 am to 4:00 pm



4 **AllHome Builders Centre**

 **shopping community**

For your construction and hardware needs

 Chat with us from Monday - Sunday 9:00 am to 5:00 pm



Viber Community

Shop Online at AllHome 12,732 members

FLASH SALE JULY 29! Get sweet dreams and...
Posted by AllHome Official today at 7:51 AM

OFC - Kent Evalla
May smartboard with vent kyo?
Hello, please submit an inquiry/order form so we can assist you better. Feel free to submit it via PM if you are more comfortable with it.
Purpose: Inquiry / Order
Branch:
Name:
Contact No.:
List of Orders:
Delivery Address:
Target date of delivery:
OR
You may submit your order via google forms, just click the link below, fill up details and submit.
<https://bit.ly/allhome-order-form>
Order Form | AllHome
allhome.com.ph

Enka BINGULAT
Hi, good morning!
Just want to follow up my inquiry re Akari 12" rechargeable fan including delivery fee? I already submitted details previously but as per info, someone will contact me for an update but no one did.

AllHome Builders Shopping 2,444 members

ORDER FORM

Has your company an online form to assist in the purchase of products? Please provide the link to the form and order form.

JAC Tripon
Photo Message
Hi @JAC Tripon we have this. May I know your location?
Hope you could also fill up an order form so we can assist you better.

JAC Tripon
Photo Message
Hi @JAC Tripon. We are in Parangue. Can you deliver? How much is it each and can you pls forward to me an Order Form?

Feedback on Personal Shopper Service

Thank you for Utilizing our personal shopper service

Hi! Some got caught up with some stuff. Thank you so much for your assistance and professionalism. My husband got home a while back and we got what we wanted. Thanks to you and your team at the store for helping us shop with ease at this time of the pandemic. We really appreciate your help and hope you continue with your value-driven customer service. Looking forward to shopping with you again. Stay safe and have a great day!

Very good that I had these services and recommendations. Very fast response and accommodating staff. Thank you again!

Good day! I was assisted by JAC. Transactions was smooth and very helpful. I was able to check my orders availability before I proceed to pick up my orders into the store. It really saves my time and social distancing is being practiced.

Transaction was smooth and service was very accommodating.

Thank you very much for your help! I really appreciate the link I received. You are very accommodating and very responsive. It's a great help. Keep safe and God bless!

Hi, nice! This service is excellent. Thank you!

We make Shopping easy!
Chat with your personal shopper on Viber

Thank you for utilizing our personal shopper service

Hi! Ms. Theresa, Thank you, you've been such a big help in making our transactions in AllHome easier. We were able to buy everything we need and thanks also to the people who attended to us.

Yes, more, very helpful and accommodating kayo lahat despite of our situation. Thanks u so much!

You have excellent service, at a time like this I can't forget from you were able to help.

I was there earlier to purchase big Smart TV. And transaction is very smooth. Service and delivery was also very fast. I was able to get my order in a span of a few hours. Very happy customer right there. I will definitely order again.

I had a great experience ordering from a personal shopper. I was able to order and get my electric fan in a span of a few hours. Very happy customer right there. I will definitely order again.

It was a very smooth transaction. A customer was very accommodating and responded to my inquiries immediately. Gilbert assisted me and was very helpful that I was able to see the item first & gave me a feedback regarding the service in the store before finalizing the transaction. My first experience with AllHome's big commerce was great... and was a big help especially during this era. Thank you so much for the help!

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Hi welcome! This platform is very helpful! Thanks to all those and all its employees! They care for God Bless you all!

We make Shopping easy!
Chat with your personal shopper on Viber

AllHome Builders Centre

AllHome's New Normal

Regular
sanitation of carts



Regular
disinfection of
elevator buttons



Sanitation of
escalator hand rails

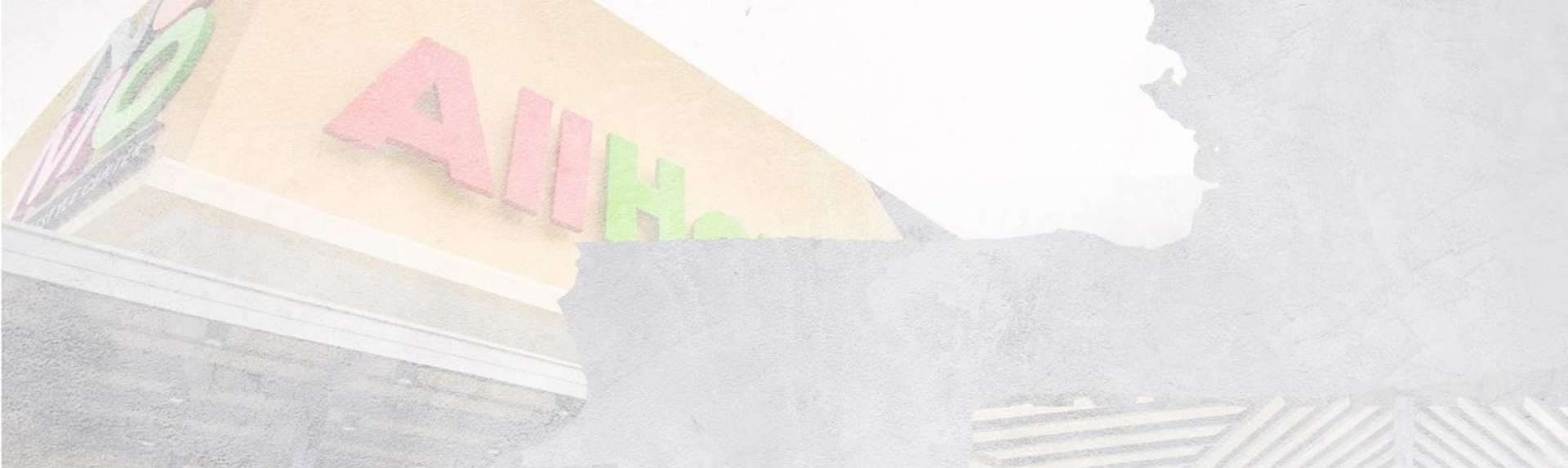


Keeping the store
clean through
regular
disinfecting



Regular
cleaning and
disinfection
of bathrooms





Outlook



AllHome
One-stop shop for *your* home



Thank You!

All Home
One-stop shop for *your* home