



Results Presentation

November 14, 2019

AllHome
One-stop shop for *your* home

Presentation Overview

1

9M19 Financial Highlights

2

Income Statement and Balance Sheet

3

Operating and Financial Performance

4

Outlook

9M19 Financial Highlights

AllHome
One-stop shop for *your* home

↑ 72%

8,183M
Revenue

↑ 74%

2,433M
Gross Profit

↑ 225%

746M
Net Income

9M19 Financial Results

AllHome
One-stop shop for *your* home

INCOME STATEMENT (in PHP M)	9M19	9M18	%Growth
REVENUES	8,183	4,770	71.6%
COST OF GOODS SOLD	5,750	3,370	70.6%
GROSS PROFIT	2,433	1,400	73.8%
<i>GROSS PROFIT MARGIN</i>	29.7%	29.3%	
OTHER OPERATING EXPENSES	1,303	1,137	14.5%
EBITDA	1,851	496	273.2%
<i>EBITDA MARGIN</i>	22.6%	10.4%	
OTHER INCOME			
Finance Costs	318	44	614.3%
Other Income	253	110	131.1%
PROFIT BEFORE TAX	1,065	328	225.3%
TAX EXPENSE	321	98	225.9%
NET INCOME	746	230	225.0%
<i>NET MARGIN</i>	9.1%	4.8%	

9M19 Financial Results



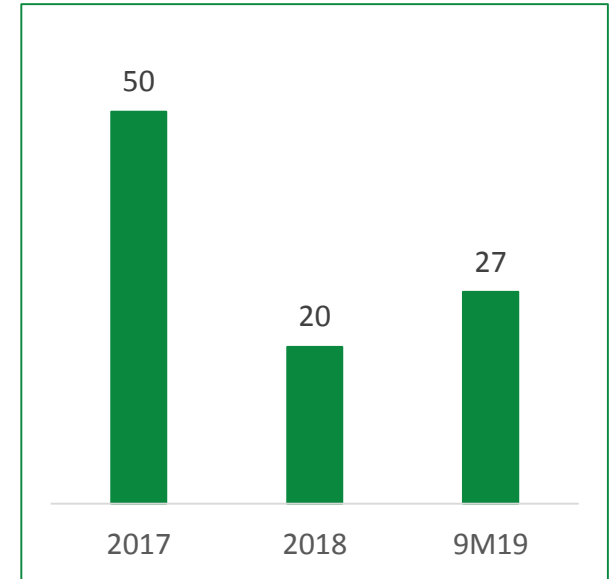
BALANCE SHEET (in PHP M)	30-Sep-18	31-Dec-18
Cash	257	298
Receivables	189	1,196
Inventories	4,775	2,691
Property and Equipment	9,359	2,969
Others	1,126	1,060
Total Assets	15,707	8,215
Account Payables	1,412	380
Loans	5,478	4,315
Lease Liability	4,379	-
Others	261	842
Total Liabilities	11,531	5,537
Capital Stock	3,000	2,000
Retained Earnings	1,175	679
Total Equity	4,175	2,679

9M19 Financial Results

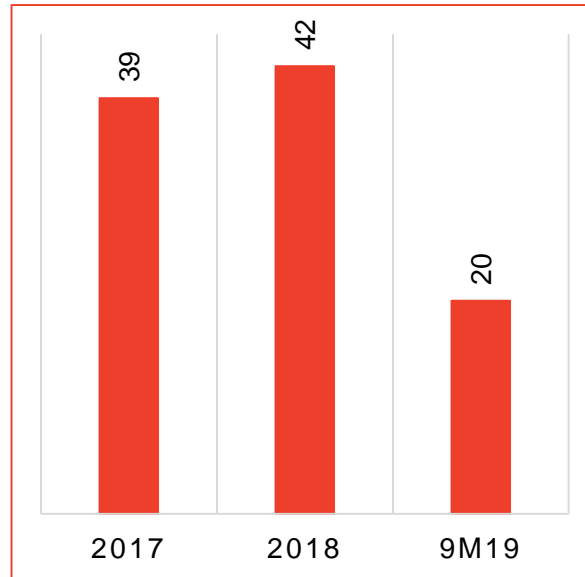
INVENTORY TURNOVER



TRADE PAYABLES TURNOVER

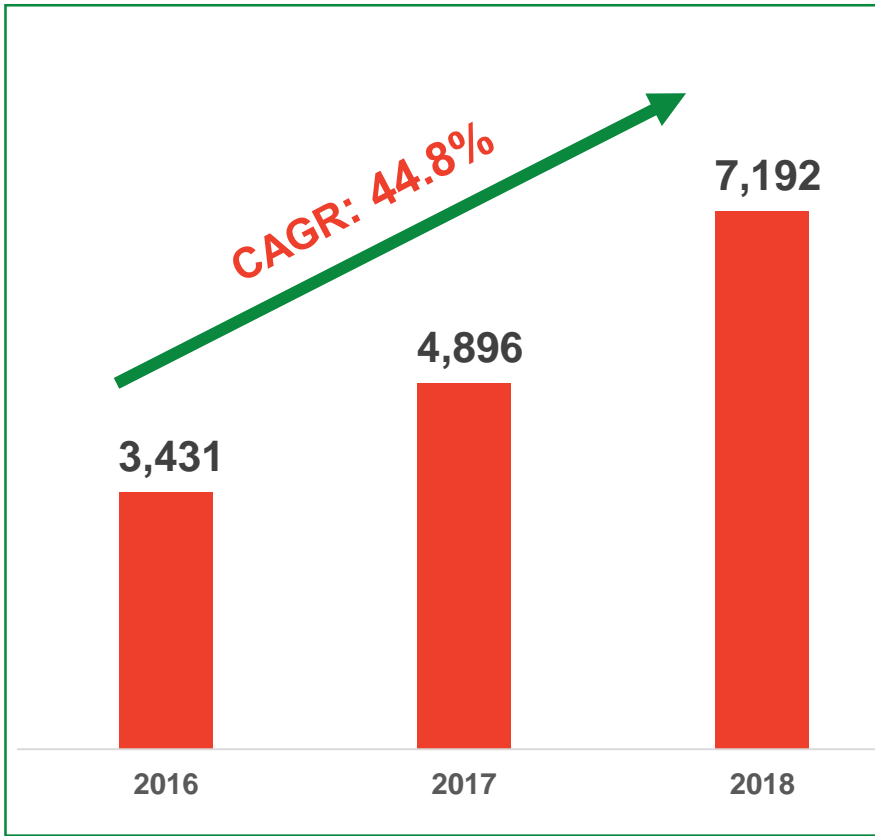


TRADE RECEIVABLES TURNOVER

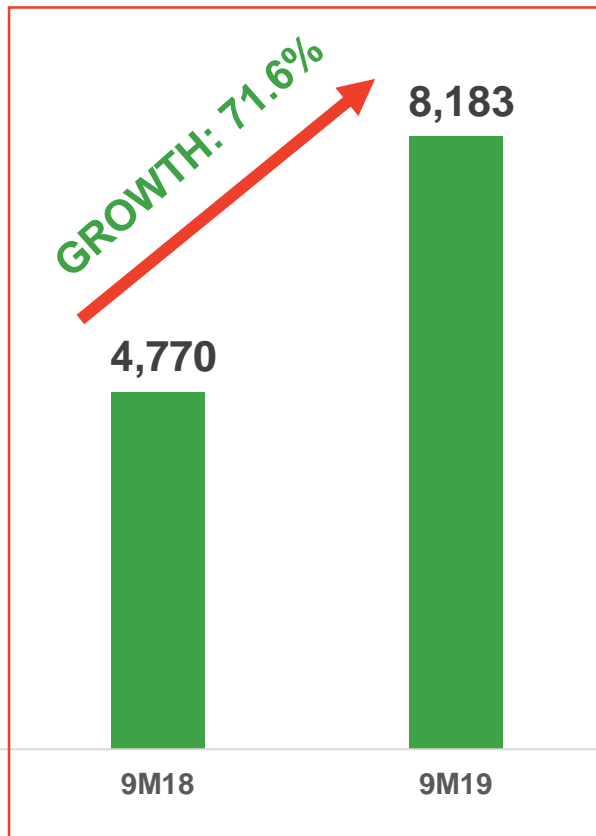


Operating and Financial Performance

REVENUE GROWTH



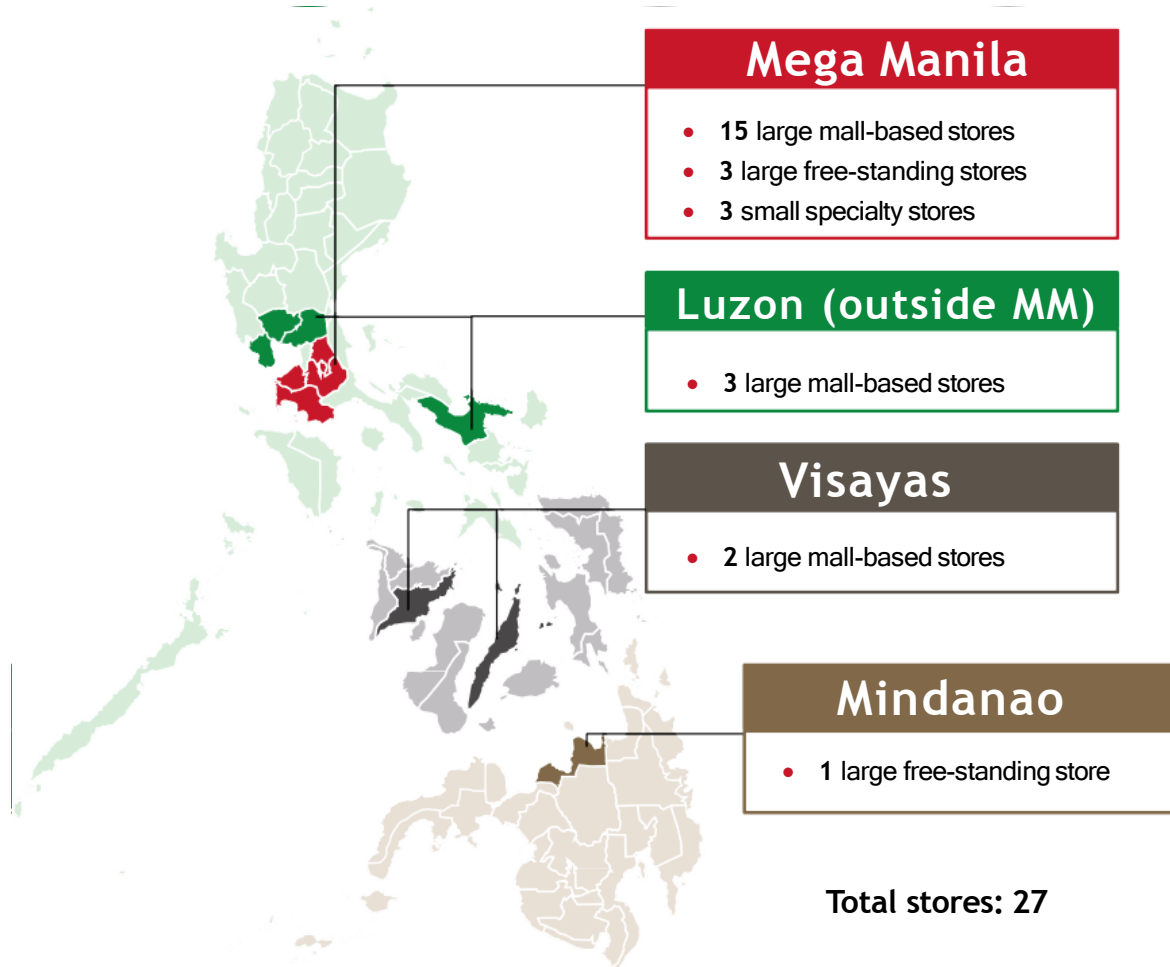
Year on Year



Quarter on Quarter

Operating and Financial Performance

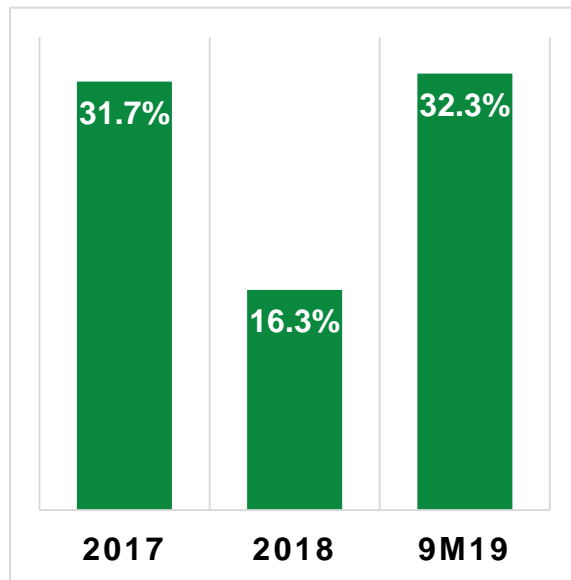
STORE NETWORK (as of September 30, 2019)



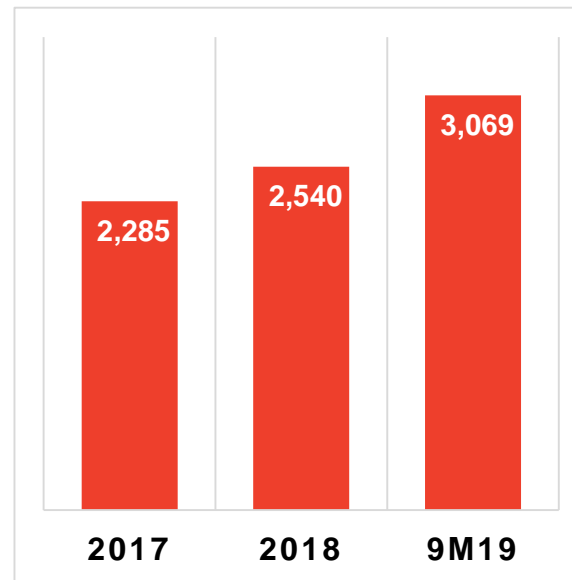
Store Format	NSA (in sqm.)
Large mall-based	181,713
Large free-standing	33,126
Small specialty	1,155
Total	215,994

Operating and Financial Performance

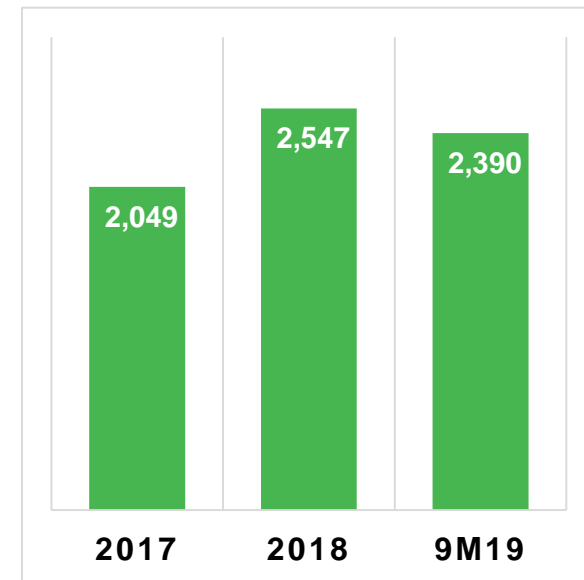
SAME STORE SALES GROWTH



AVERAGE TRANSACTION SIZE (PHP)

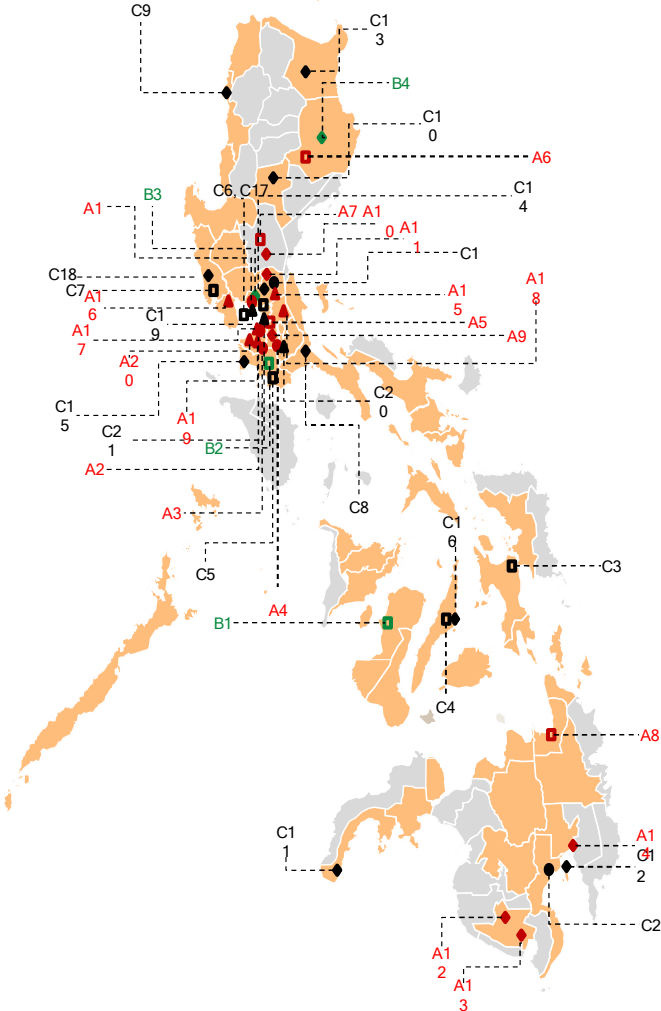


NO. OF TRANSACTIONS ('000)



Outlook: Store Network Expansion

Robust pipeline for store network expansion



Category	Location	Region	Store format	Est. Net selling space (sqm)	Lease signed	Construction started	Open
Group A (2H2019)							
A1	Malolos, Bulacan	Mega Manila	Large mall-based	9,785	✓		✓
A2	Dasmariñas, Cavite	Mega Manila	Large mall-based	9,882	✓		✓
A3	Bacoor, Cavite	Mega Manila	Large mall-based	11,951	✓		✓*
A4	Alabang, Muntinlupa	Mega Manila	Large mall-based	6,495	✓		✓*
A5	Silang, Cavite	Mega Manila	Large free-standing	12,057	✓	✓	
A6	Santiago, Isabela	Luzon	Large free-standing	11,758	✓	✓	
A7	Cabanatuan, Nueva Ecija	Luzon	Large free-standing	12,143	✓	✓	
A8	Butuan, Agusan Del Norte Caraga Region	Mindanao	Large free-standing	11,873	✓	✓	
A9	Vibal Dasmariñas, Cavite	Mega Manila	AllBuilders	7,530	✓	✓	
A10	Gapan, Nueva Ecija	Luzon	AllBuilders	4,410	✓	✓	
A11	San Ildefonso, Bulacan	Mega Manila	AllBuilders	4,410	✓	✓	
A12	Koronadal, South Cotabato	Mindanao	AllBuilders	4,410	✓	✓	
A13	General Santos City, South Cotabato	Mindanao	AllBuilders	4,410	✓	✓	
A14	Tagum, Davao Del Norte	Mindanao	AllBuilders	4,410	✓	✓	
A15	San Jose Del Monte, Bulacan	Mega Manila	Small specialty store	250	✓		✓*
A16	Balanga, Bataan	Luzon	Small specialty store	250	✓		
A17	Bacoor, Cavite	Mega Manila	Small specialty store	250	✓		
A18	Antipolo, Rizal	Mega Manila	Small specialty store	250	✓		
A19	Imus, Cavite	Mega Manila	Small specialty store	250	✓		
A20	General Trias, Cavite	Mega Manila	Small specialty store	250	✓		
Group B (1H2020)							
B1	Bacolod, Negros Occidental	Visayas	Large free-standing	11,677	✓	✓	
B2	Sto Tomas, Batangas	Luzon	Large free-standing	9,899	✓	✓	
B3	Bulakan, Bulacan	Mega Manila	AllBuilders	6,392	✓		
B4	Cauayan, Isabela	Luzon	AllBuilders	4,410	✓	✓	
Group C (2H2020)							
C1	Sta Maria, Bulacan	Mega Manila	Large mall-based	10,723	✓	✓	
C2	Davao City, Davao Del Sur	Mindanao	Large mall-based	10,924	✓	✓	
C3	Tacloban, Leyte	Visayas	Large free-standing	10,960	✓		
C4	Mactan, Cebu	Visayas	Large free-standing	6,550	✓	✓	
C5	Lipa, Batangas	Luzon	Large free-standing	10,960	✓	✓	
C6	Las Pinas City, Metro Manila	Mega Manila	Large free-standing	6,550	✓		
C7	Subic, Zambales	Luzon	Large free-standing	6,550	✓		
C8	Sariaya, Quezon	Luzon	AllBuilders	4,410	✓		
C9	Vigan, Ilocos Sur	Luzon	AllBuilders	4,410	✓	✓	
C10	Solano, Nueva Vizcaya	Luzon	AllBuilders	4,410	✓		
C11	Zamboanga City	Mindanao	AllBuilders	4,410	✓		
C12	Toronil, Davao Del Norte	Mindanao	AllBuilders	4,410	✓		
C13	Tuguegarao, Cagayan	Luzon	AllBuilders	6,392	✓		
C14	Sapang Palay, Bulacan	Mega Manila	AllBuilders	4,410	✓		
C15	Balayan, Batangas	Luzon	AllBuilders	4,410	✓		
C16	Mactan, Cebu	Visayas	AllBuilders	4,410	✓		
C17	Las Pinas City, Metro Manila	Mega Manila	AllBuilders	4,410	✓		
C18	Subic, Zambales	Luzon	AllBuilders	4,410	✓		
C19	Taguig City, Metro Manila	Mega Manila	Small specialty store	250	✓		
C20	Sta Rosa, Laguna	Mega Manila	Small specialty store	250	✓		
C21	Makati, Metro Manila	Mega Manila	Small specialty store	250	✓		

✓*- opened in October 2019

Outlook: Growth Strategies



- 1 Further expand store network
- 2 Continue to expand offering of in-house brand products
- 3 Introduce starter AllHome format called “AllBuilders”
- 4 Continue to enhance shopping experience
- 5 Continue to invest in technology and supply chain solutions