

AllHome

One-stop shop for *your* home

FY2019 & Q12020 Investors' Briefing



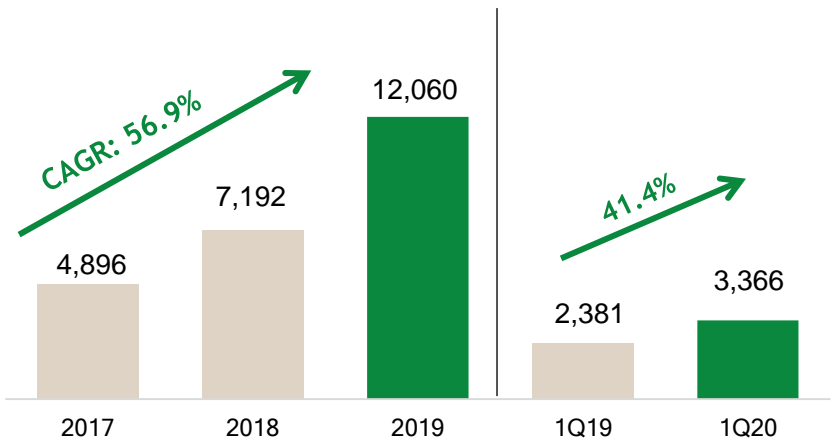
PRESENTATION OVERVIEW

- 1 Financial Highlights
- 2 Operational Highlights
- 3 Income Statements
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- 6 Q&A

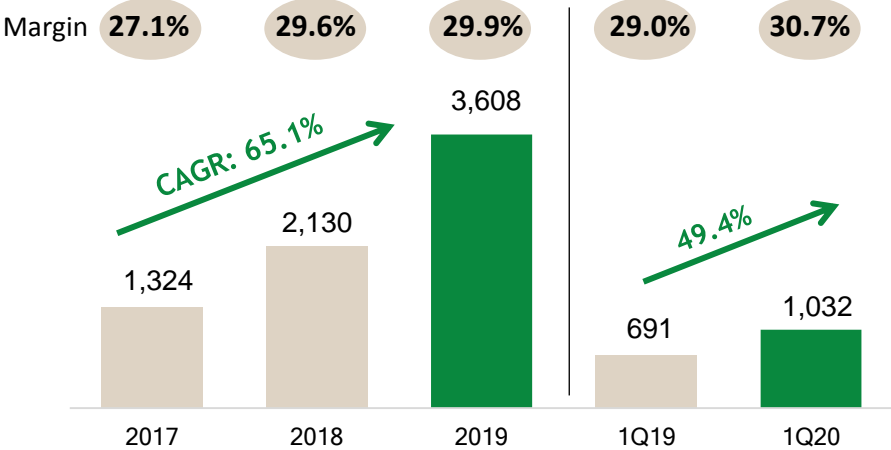
FINANCIAL HIGHLIGHTS



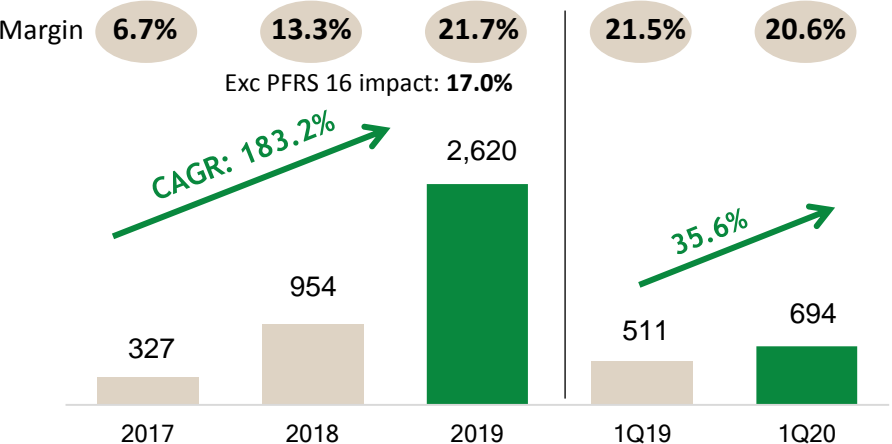
Revenues



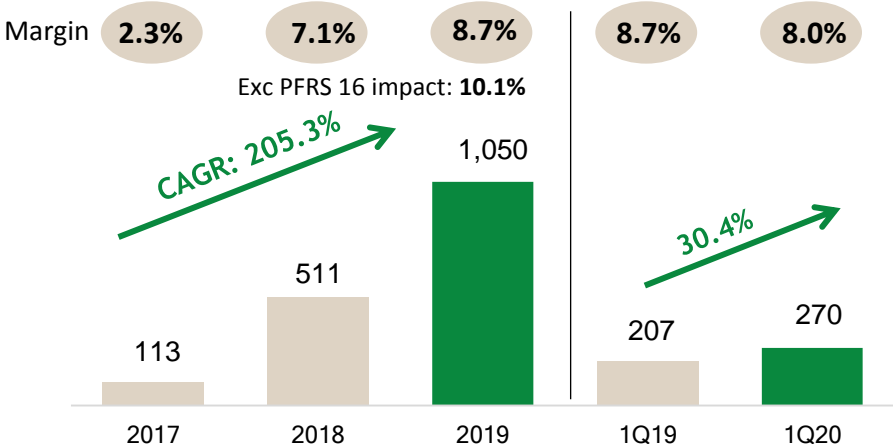
Gross profit and margin



EBITDA and margin



Net profit and margin

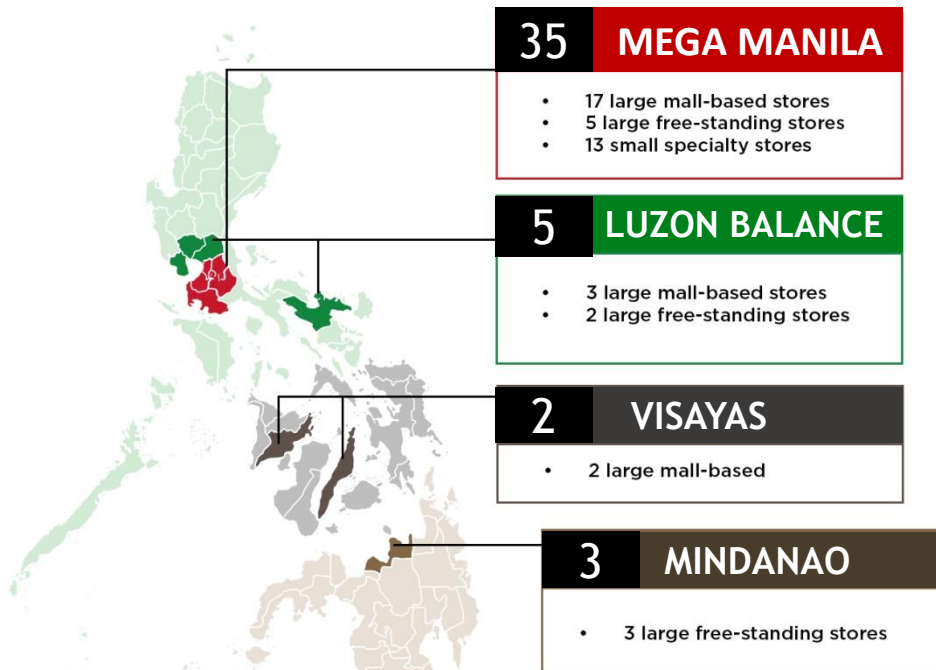


NOTE: Amounts in PHP million

STORE NETWORK

45 stores located in key regions of growth in the Philippines

Existing presence



Net Selling Spaces

203,254 sqm

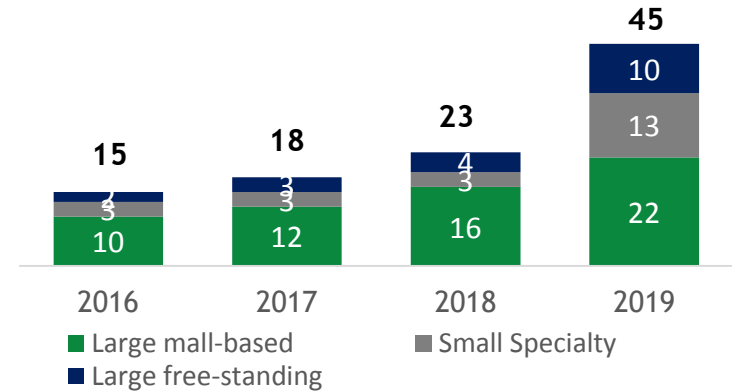
86,078 sqm

7,440 sqm

Store expansion

NSA in sqm. 111,204 140,495 186,665 296,772

Store count by format

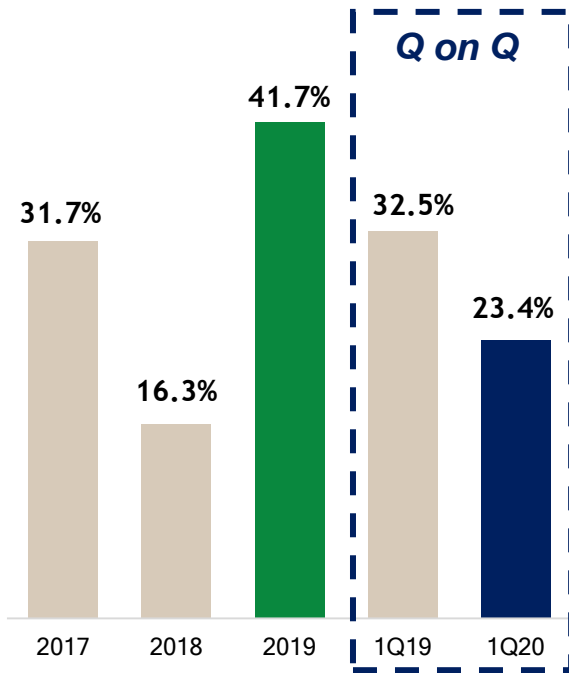


Net selling area in sqm.

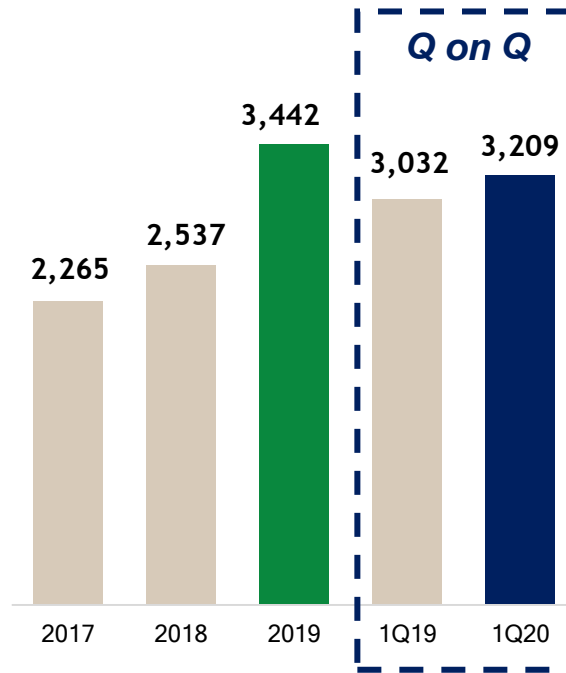
Store Format	NSA (in sqm.)
Large mall-based	203,254
Large free-standing	86,078
Small specialty	7,440
TOTAL	296,772

OPERATIONAL HIGHLIGHTS

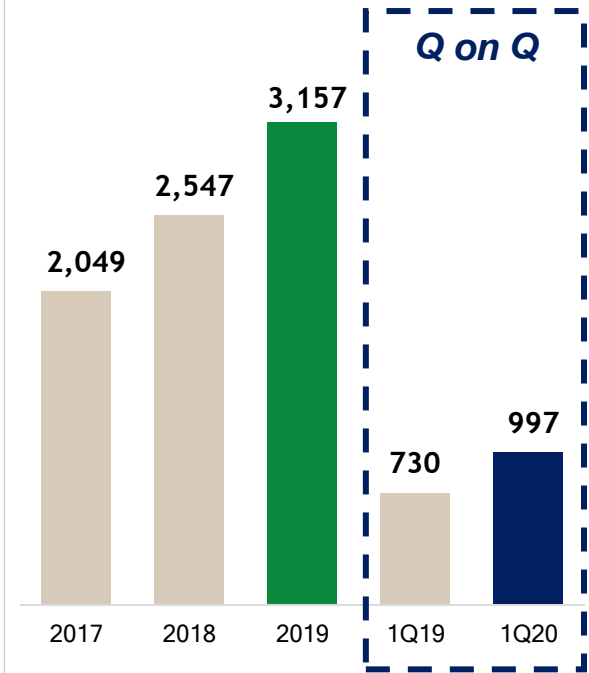
Same store sales growth



Average transaction size (PHP)



No. of transactions ('000)



Note:

- 1 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
2. 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

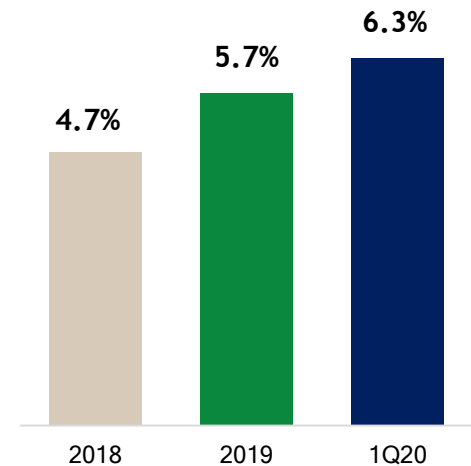
SOFT CATEGORIES	1Q20 %Rev	2019 %Rev	HARD CATEGORIES	1Q20 %Rev	2019 %Rev
Furniture	22%	24%	Hardware	26%	25%
Appliances	26%	26%	Tiles & sanitary wares	11%	11%
Homewares	7%	5%	Construction	5%	6%
Linens	3%	3%			

✓ In house brands continuous expansion

27 in-house brands as of **December 31, 2019**

31 in-house brands as of **March 31, 2020**

✓ Revenue contribution of in-house brands



✓ Diversified brand portfolio

Selected third-party brands



Selected in-house brands



INCOME STATEMENTS

IN PHP MILLIONS	1Q2020	1Q2019	% Change	FY2019	FY2018	% Change
Revenues	3,366	2,381	41.4%	12,060	7,192	67.7%
Cost of Goods Sold	2,334	1,690	38.1%	8,452	5,062	67.0%
Gross Profit	1,032	691	49.4%	3,608	2,130	69.4%
<i>Gross Profit Margin</i>	<i>30.7%</i>	<i>29.0%</i>		<i>29.9%</i>	<i>29.6%</i>	
Other Income	106	85	24.8%	352	210	69.3%
Operating Expenses	669	402	66.1%	2,070	1,565	32.3%
Operating Profit	469	373	25.7%	1,891	775	144.0%
<i>Operating Profit Margin</i>	<i>13.9%</i>	<i>15.7%</i>		<i>15.7%</i>	<i>10.8%</i>	
Profit Before Tax	386	296	30.4%	1,499	730	105.3%
Tax Expense	116	89	30.3%	449	219	105.3%
Net Income	270	207	30.4%	1,050	511	105.3%
<i>Net Margin</i>	<i>8.0%</i>	<i>8.7%</i>		<i>8.7%</i>	<i>7.1%</i>	

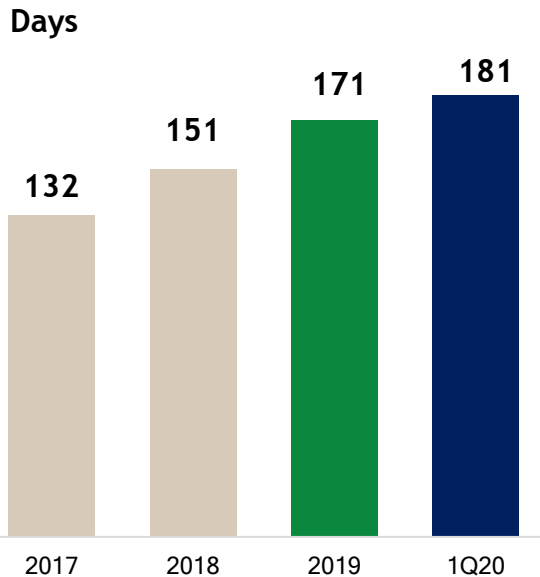
FINANCIAL POSITION

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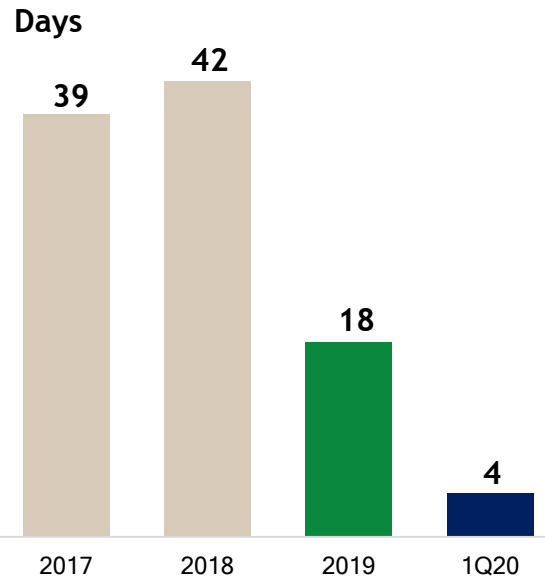
IN PHP MILLIONS	3/31/2020	12/31/2019	12/31/2018
Cash	1,267	2,343	298
Receivables	459	277	1,196
Inventories	5,931	5,209	2,691
Property and Equipment	11,409	11,151	2,969
Others	833	705	1,060
Total Assets	19,899	19,685	8,215
Account Payables	1,714	2,024	380
Loans	235	-	4,315
Lease Liability	4,850	4,942	-
Others	415	304	841
Total Liabilities	7,214	7,270	5,536
Capital Stock	3,750	3,750	2,000
Additional Paid-in Capital	7,209	7,209	-
Retained Earnings	1,726	1,456	679
Total Equity	12,685	12,415	2,679

WORKING CAPITAL

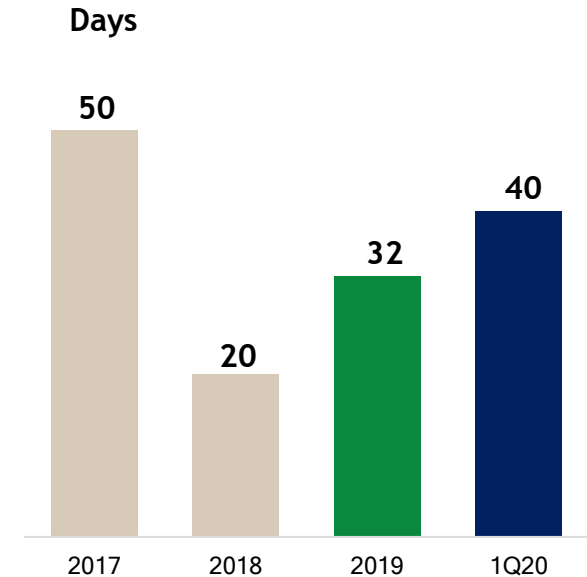
Inventory turnover



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)

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Investors' Briefing
Outlook**



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Investors' Briefing
Q&A**



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THANK YOU.

