



AllHome
One-stop shop for *your* home

1H 2022
Results Briefing

August 15, 2022

1H2022 by the numbers



₱6.3B

Sales is 24% higher than pre-pandemic 1H2019 level



35.9%

vs. 33.1% in 1H2021 and 29.5% in 1H2019



+9%

EBITDA grew to ₱1.7 billion, 9% higher YoY and 51% higher than 2019



₱525M

Core NIAT is 21% higher vs. pre-pandemic 1H2019 level



5%

Increase in transaction size



₱43,047

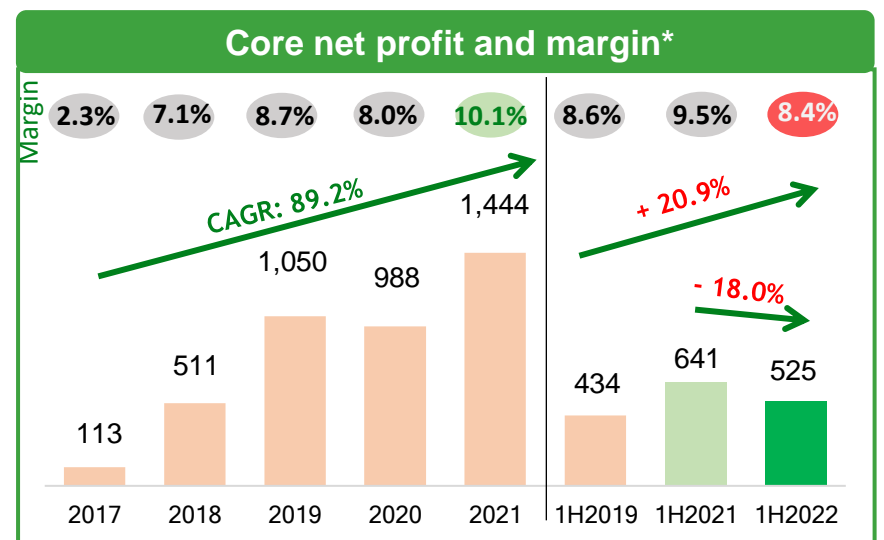
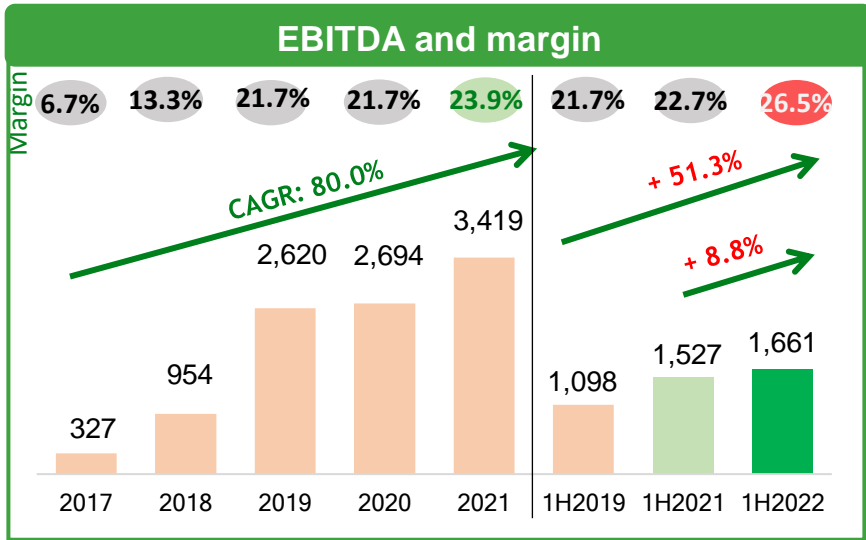
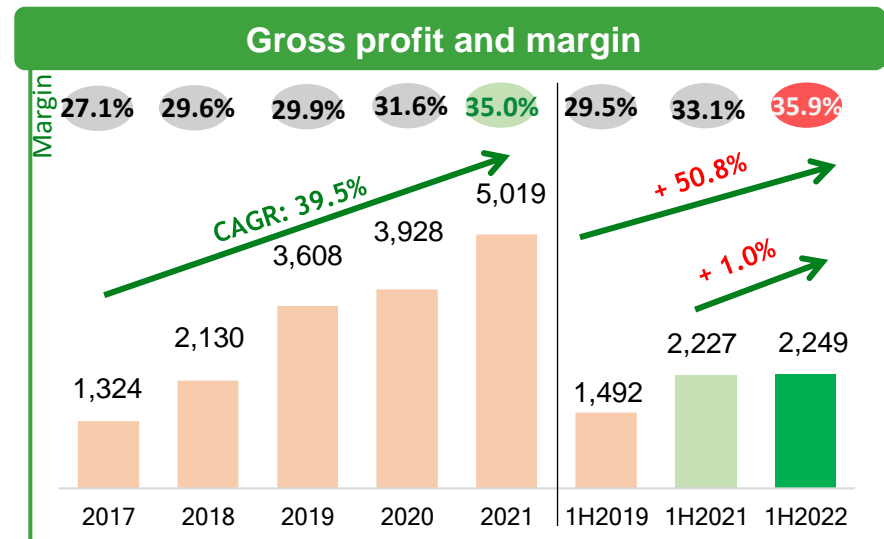
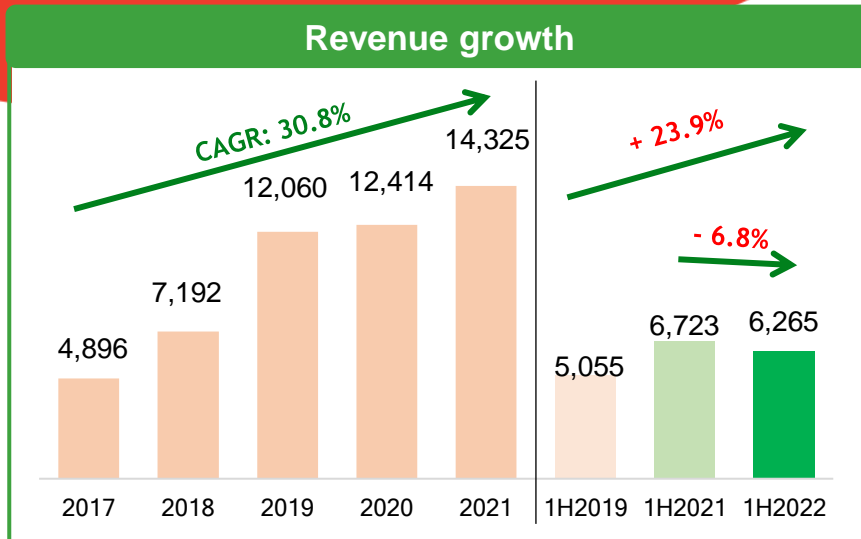
Sales per sqm in 1H2022
(NSA excluding Alabang stores)



-7.34%

1H2022 SSSG
(Excluding Alabang stores)

Financial Highlights



Amounts in PHP million

*1H2022 figure is based on Core Net Profit and margin

Income Statement

IN PHP MILLIONS	2Q 2022	2Q 2021	% Change	1H 2022	1H 2021	% Change
Revenues	3,027	3,132	-3.4%	6,265	6,724	-6.8%
Cost of Goods Sold	1,946	2,049	-5.0%	4,016	4,497	-10.7%
Gross Profit	1,081	1,083	-0.2%	2,249	2,227	1.0%
<i>Gross Profit Margin</i>	<i>35.7%</i>	<i>34.6%</i>		<i>35.9%</i>	<i>33.1%</i>	
Other Income	61	78	-22.7%	125	149	-15.8%
Operating Expenses	708	701	1.1%	1,474	1,374	7.3%
Operating Profit	433	461	-6.0%	901	1,002	-10.1%
EBITDA	804	732	9.9%	1,661	1,527	8.8%
<i>EBITDA Margin</i>	<i>26.6%</i>	<i>23.4%</i>		<i>26.5%</i>	<i>22.7%</i>	
Core Net Income	250	297	-15.7%	525	641	-18.05%
<i>Net Margin</i>	<i>8.3%</i>	<i>9.5%</i>		<i>8.4%</i>	<i>9.5%</i>	
Losses on damaged assets	-	-		303	-	
Net Income	250	297	-15.7%	222	641	-65.3%
<i>Net Margin</i>	<i>8.3%</i>	<i>9.5%</i>		<i>3.5%</i>	<i>9.5%</i>	

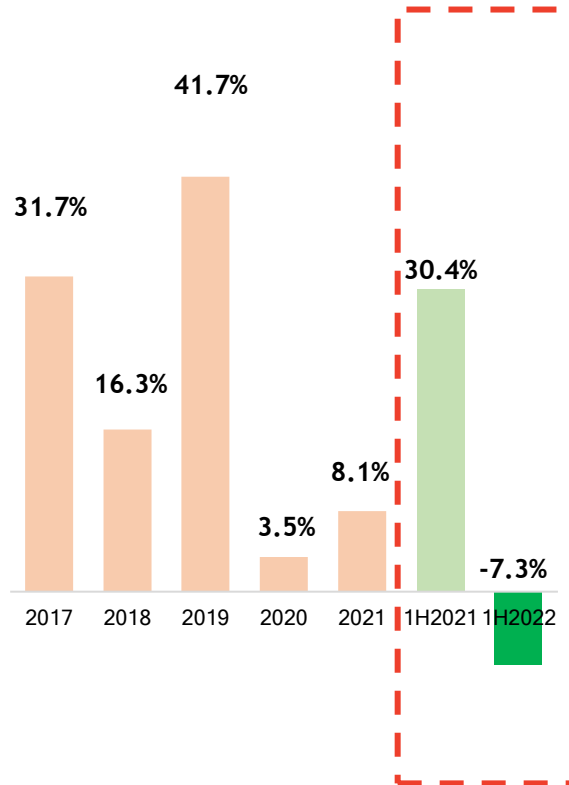
Financial Position

IN PHP MILLIONS	June 30, 2022	December 31, 2021
Current Assets	10,605	11,464
Noncurrent Assets	15,141	14,348
Total Assets	25,746	25,813
Current Liabilities	4,286	3,978
Noncurrent Liabilities	6,612	7,209
Total Liabilities	10,898	11,187
Capital Stock	3,750	3,750
Additional Paid-in Capital	7,209	7,209
Retained Earnings	3,889	3,667
Total Equity	14,848	14,626
Current ratio	2.47	2.88
Quick ratio	0.45	0.57
Debt to equity ratio	0.73	0.76
Return on asset*	4.1%	5.6%
Return on equity*	7.1%	9.9%

*1H2022 ratio is based on Core Net Profit

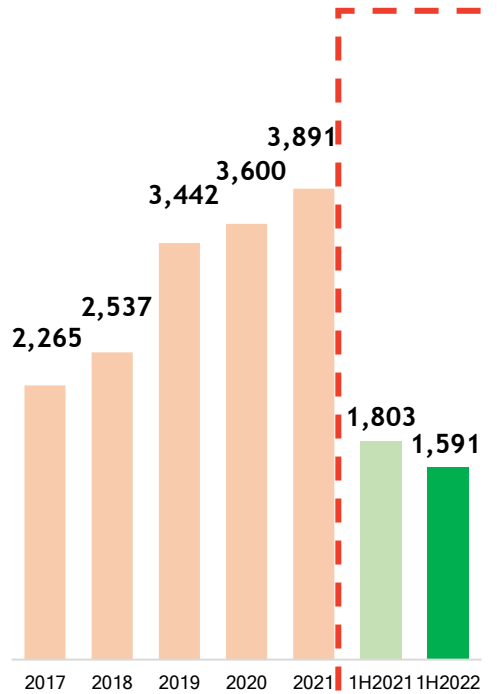
Operational Highlights

Same store sales growth*

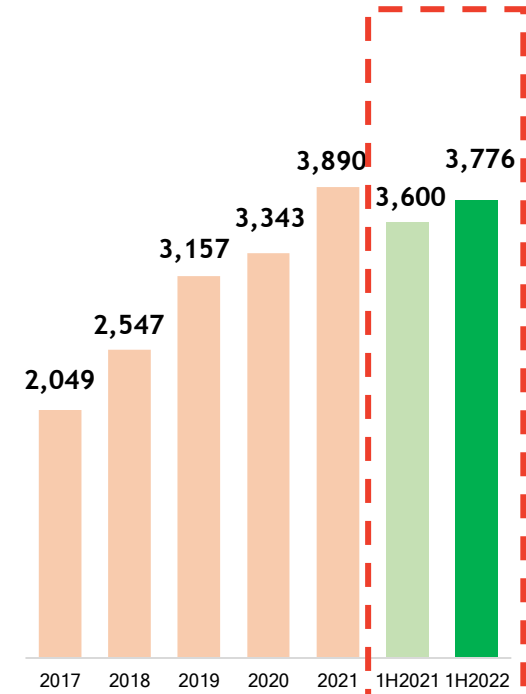


*1H2022 SSSG excludes Alabang stores

No. of transactions ('000s)



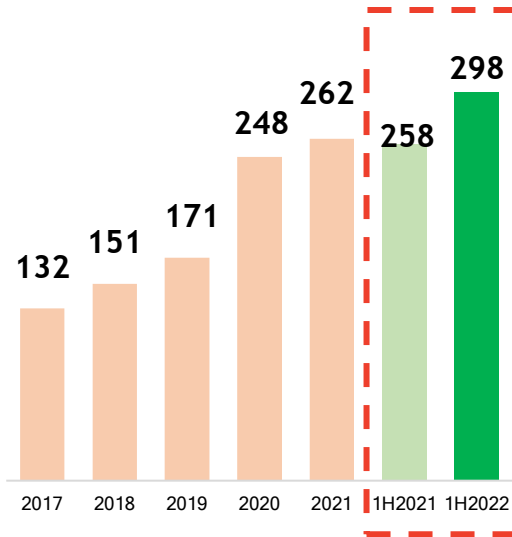
Ave transaction size (PHP)



Working Capital

Inventory turnover

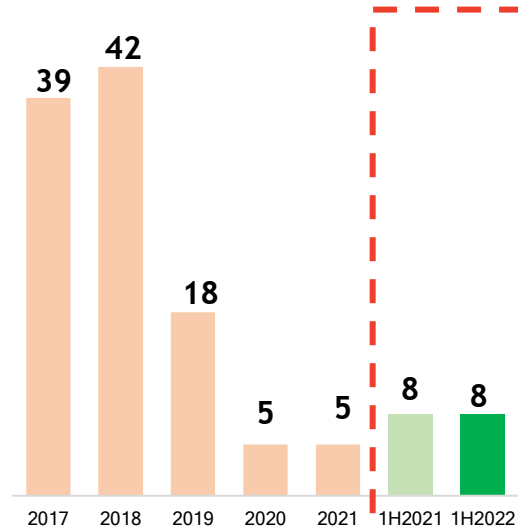
Days



- Increase in outright buys and expansion of in-house brands to increase GP margin and provide buffer for international logistics and supply chain issues

Trade receivables turnover

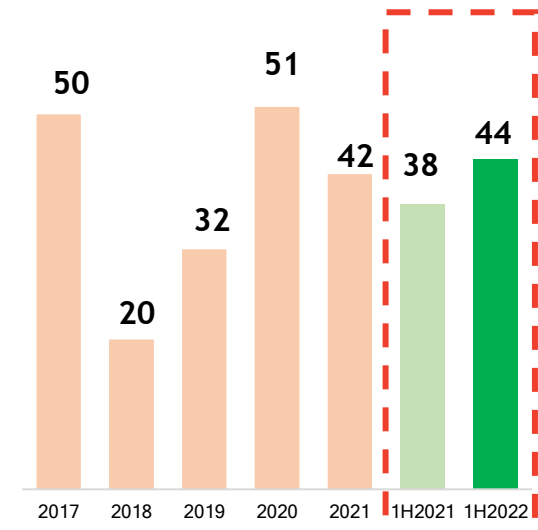
Days



- Trade receivables days maintained at single digit due to improved collection of corporate sales.

Trade payables turnover

Days



- Within the 30-60 credit term with suppliers
- Continuous negotiation for longer and better credit terms

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 - 2021, and for the 6 months period ended June, 2021 - 2022)
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 - 2021, and for the 6 months period ended June, 2021 - 2022)
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 - 2021, and for the 6 months period ended June, 2021 - 2022)

Optimistic post-pandemic scenario in 2022

AllHome is part of a retail ecosystem that provides customers a complete shopping experience for all their needs, whether during pandemic and post-pandemic.

AllValue



- ✓ Alert Level 1 since March
- ✓ Improving foot traffic
- ✓ Sustained vaccination boosters campaign
- ✓ Retail ecosystem provides shopping convenience and safer environment

Our Core Competitive Advantages



Balanced mix of categories



Retail ecosystem



Omnichannel Presence



Park and shop concept



Near communities



AllREWARDS Membership Program



708,266 cardholders
as of June 2022



+1 POINT Earn points for purchases at AllHome



Points can be used as payment at any AllValue store

Fundamental Strategies



**Margin
Enhancement**



**Operational
Efficiencies**



**Omnichannel
Strategy**



**Sustainable
Network Expansion**



**Harness Synergies
with the Villar Group**

Increase in In-house brand contribution

- ✓ 45 In-house brands,
- ✓ 11.7% Sales contribution as of 1H2022



Negotiation gains through increasing store network

- ✓ Procurement negotiation gains
- ✓ Optimizing supplier credit terms



Strategic inventory buys and pricing

- ✓ Providing inventory buffer for logistics and supply chain issues, and inflation
- ✓ Increased outright buys for top-selling and fast-moving SKUs
- ✓ Dynamic offering through consistent introduction of new items
- ✓ Strategic pricing



Enhancing Operating Margins through Proven Initiatives

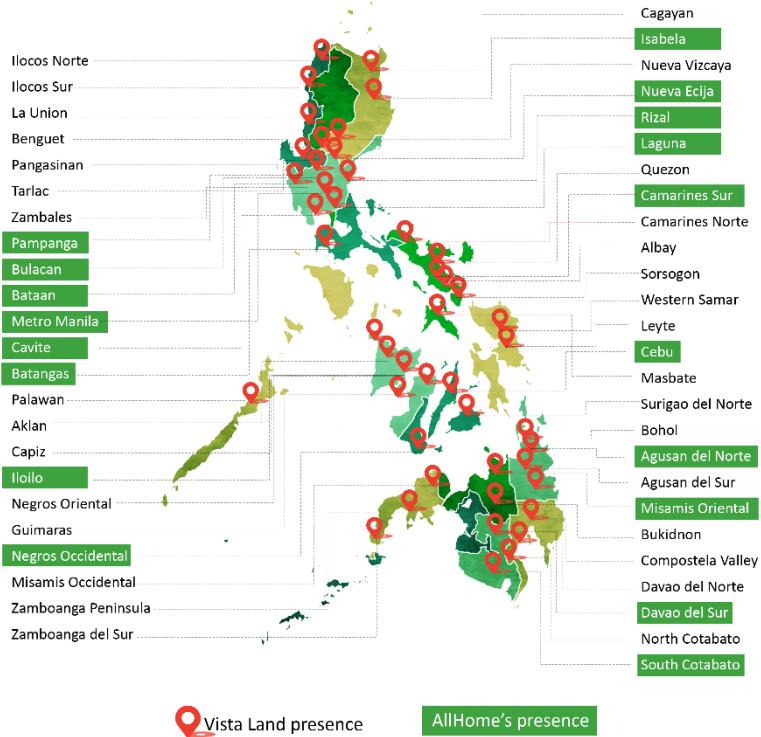
Periodic review of slow-moving and fast-moving products

- ✓ Select excess SKUs converted to outright
- ✓ Slow-moving excess items continuously replaced or offered at discounted prices as part of agreement with suppliers
- ✓ Periodic flush out of slow-moving and phased-out outright items



Sustainable network expansion

Footprint expansion opportunity



✓ Currently in **18** out of **49** provinces and **35** out of **147** cities and municipalities owned by Vista Land

✓ The home improvement market is fragmented, with 79% comprised of numerous small players (mostly traditional hardware). AllHome has been gaining market share from these players. (Source: Euromonitor Passport)

Opened 5 stores in 1H2022 ending with 62 stores as of June 30, 2022

47 MEGA MANILA

- 17 large mall-based stores
- 9 large free-standing stores
- 21 small specialty stores

7 LUZON BALANCE

- 3 large mall-based stores
- 4 large free-standing stores

3 VISAYAS

- 2 large-mall based stores
- 1 large free-standing store

5 MINDANAO

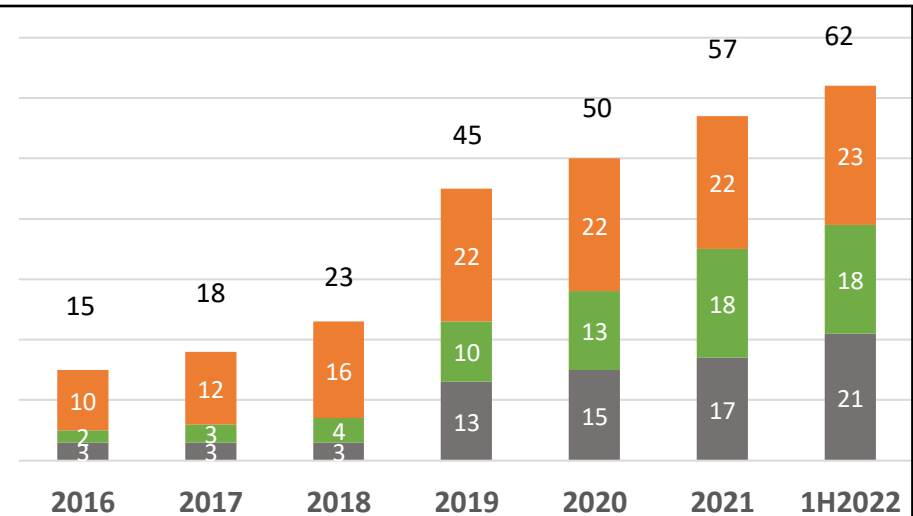
- 1 large-mall based store
- 4 large free-standing stores



- Increased ability to open new stores with lower CAPEX requirement
- Focused expansion primarily through large stores in **NCR+ and Tier 1 cities**;
- **Immediate pipelines:** Caloocan, Las Pinas, Dasmaringas, Bulacan, Muntinlupa, GMA, Trece Martires, Laguna, Cebu

Store Network Count By Format

- Large Mall-based
- Large free-standing
- Small Specialty



Customers migrate to the countryside

“Philippines is experiencing the same global phenomenon of migration from urban city centers to the countryside as consumers increasingly search for more space. This is even true amongst the upper class, who are seeking to build rest houses and holiday homes away from the city.”

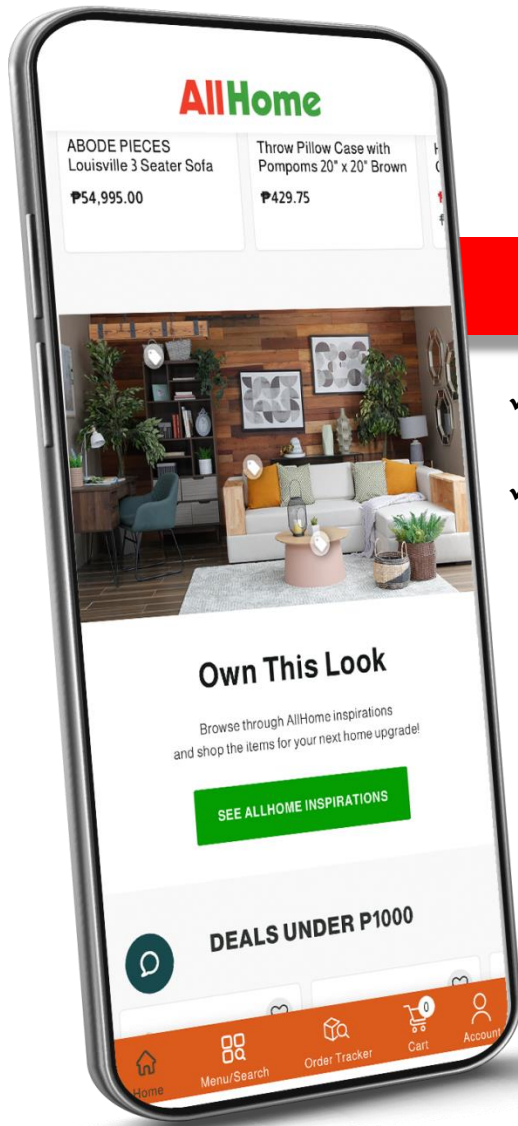
“Home improvement and even home furnishings are set to see greater sales from areas outside the key cities in the forecast period. This will lead home and garden specialist retailers to return to its historical pace in terms of expansion.”

Source: Euromonitor



Opened a Store in Davao on June 19, 2022 and opening soon in Cebu

Revolutionizing digital experience



OWN THIS LOOK

- ✓ get inspirations for any part of their homes
- ✓ shop for the items by clicking the icon on each photo inspiration



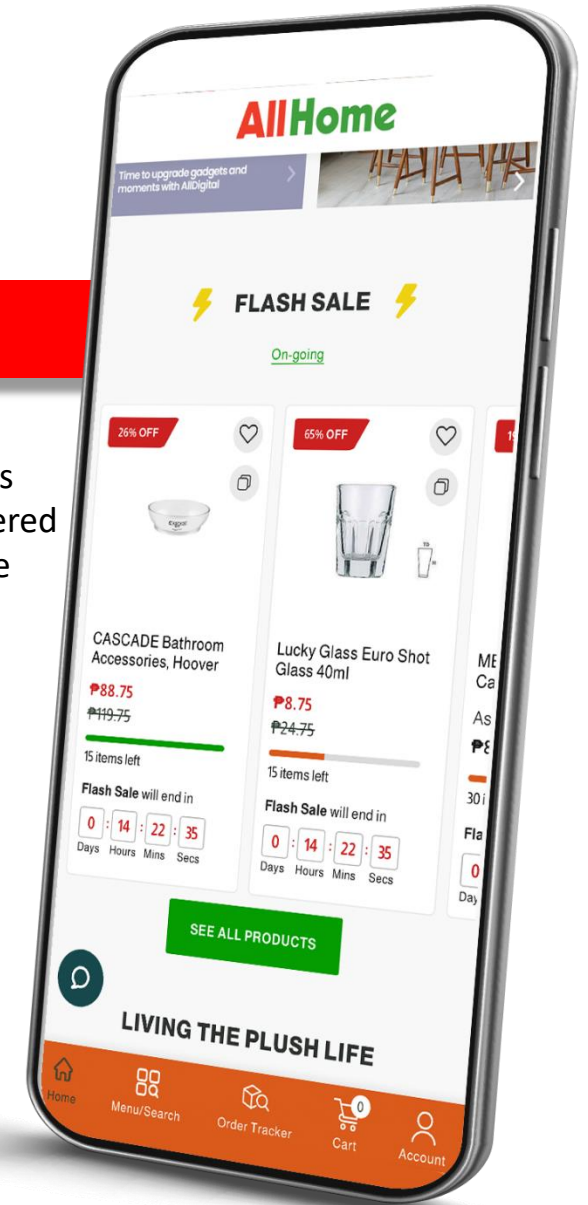
Living in Serenity



Boho Bathroom

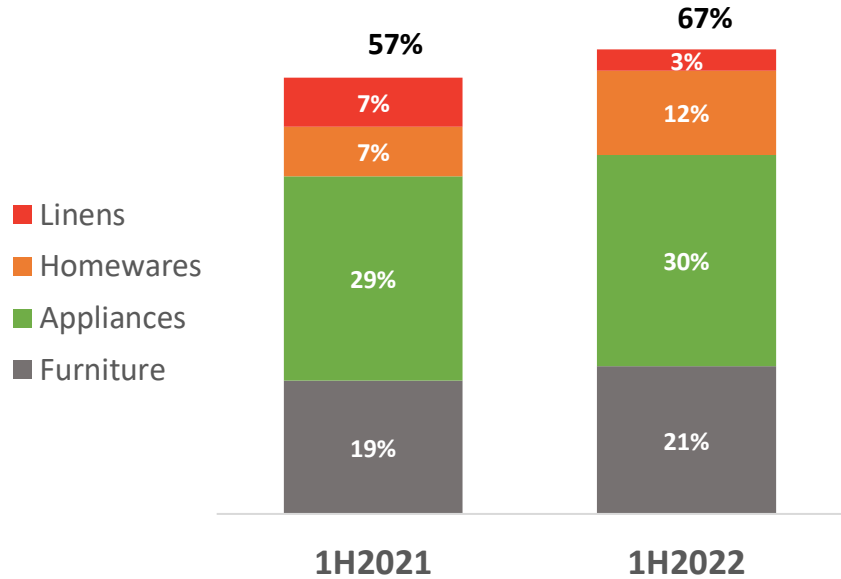
FLASH SALE

- ✓ features items with substantial discounts that will only be offered within a limited time frame

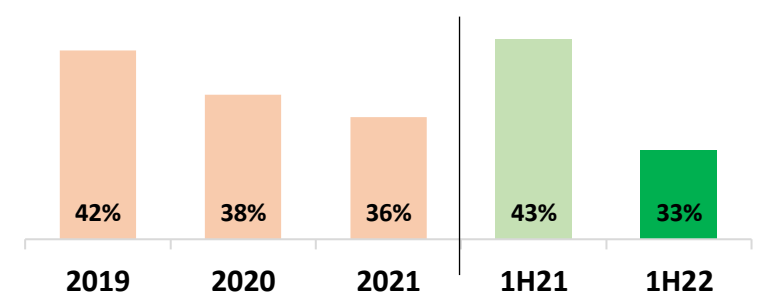
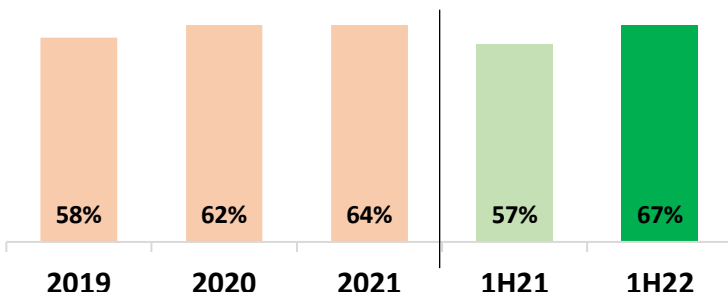
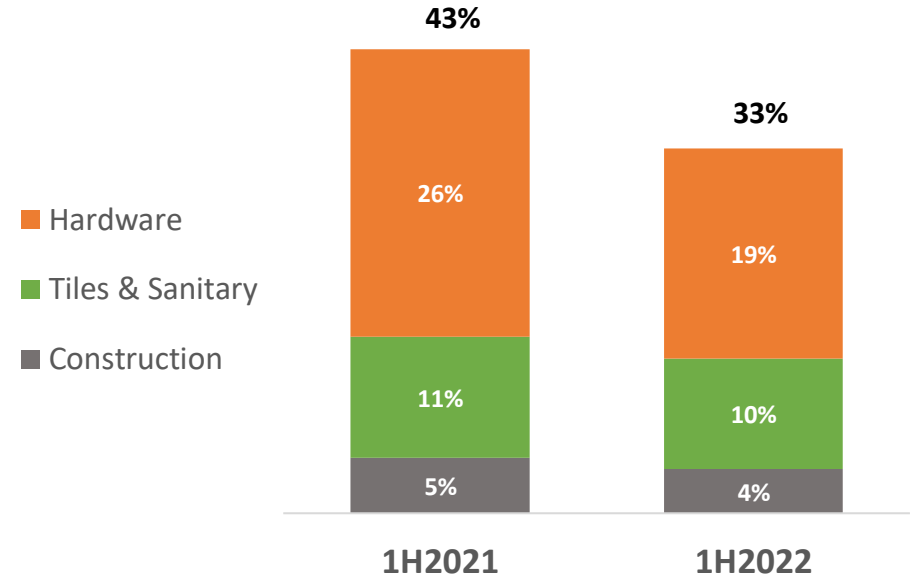


Our balanced category mix adapts to changing customer needs

Soft Categories



Hard Categories



Omnichannel Strategy

- www.allhome.com.ph
- SHOP4U and On-demand delivery and third-party platforms
- 360-degree virtual store tour, click & collect counters, customer service ticketing tool Zendesk and marketing automation tool MoEngage
- Aligned with changing consumer trends

Operational Efficiencies

- Optimal inventory management
- Capex savings
- Opex savings
- Periodic review of optimal store size and layout
- Complementary technology / digitalization

Margin Enhancement

- 20% in-house brands target sales contribution by 2023
- 37% target GP
- Increase outright buys of saleable SKUs
- Pursue exclusive brand offerings
- Strategic pricing

Sustainable Network Expansion

- 100 stores by 2026
- NCR+ and Tier 1 key cities
- New generation store format
- Synergies with Villar Group

Harness synergies with the Villar Group

- Retail Group
 - Home Improvement
 - Grocery
 - Food Service
 - Entertainment
 - Lifestyle and fashion
- Real Estate and Malls

Q & A



AllHome Website
www.allhome.com.ph



For Corporate
Disclosures

Thank You!

AllHome
One-stop shop for *your* home

