



AllHome
One-stop shop for *your* home

**1H 2023
Results
Briefing**
August 14, 2023

1H 2023 Highlights

SALES

6.04 Billion

OPERATING INCOME

822 Million

NET INCOME

442 Million



+3.0%

Strong Sales Rebound
+3.0% growth in 2Q23
vs -9.8% decline in 1Q23



+25.1%

Core Operating Income Growth
+25.1% growth in 2Q vs comparable
operating income in 2022



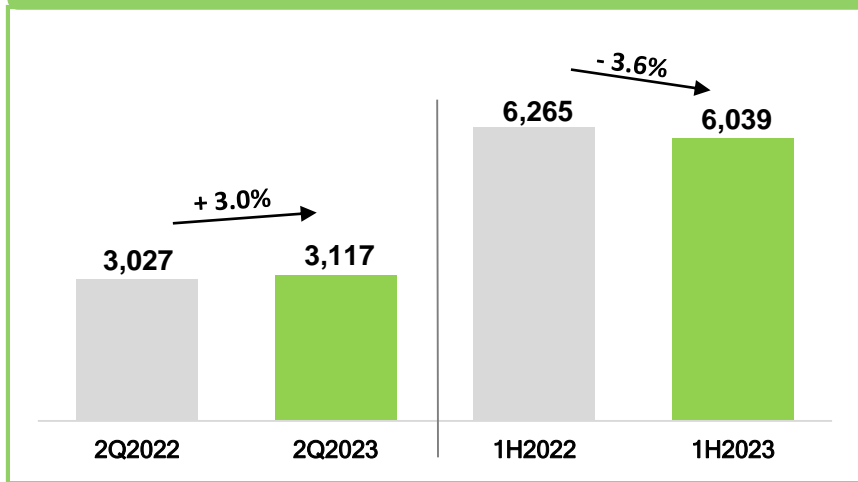
+99.1%

Substantial Net Profit Improvement
in the 1H2023, doubling the income
reported same period last year

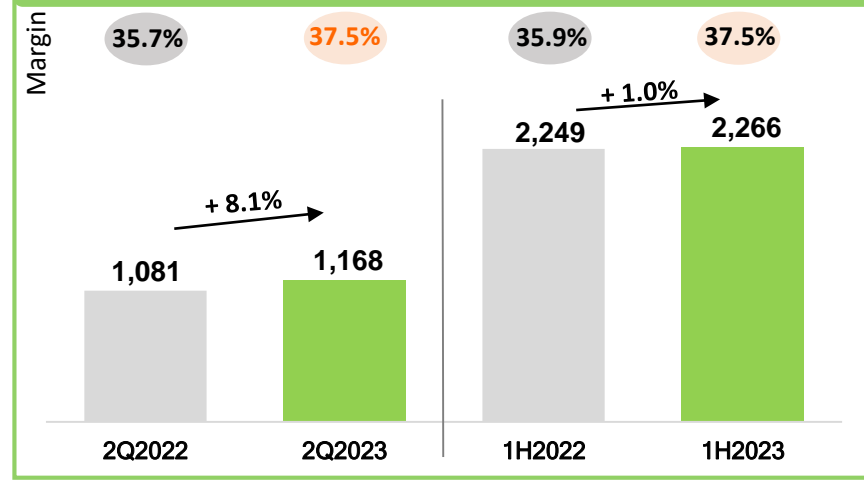
Financial Highlights

Amounts in PHP million

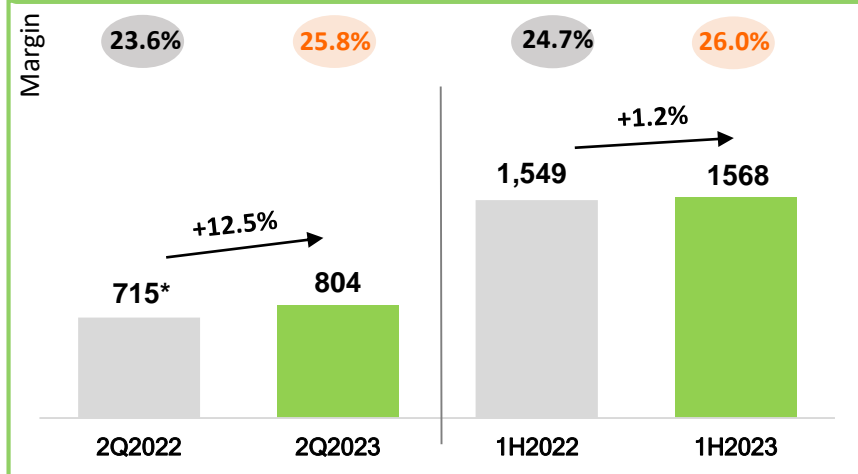
Revenue



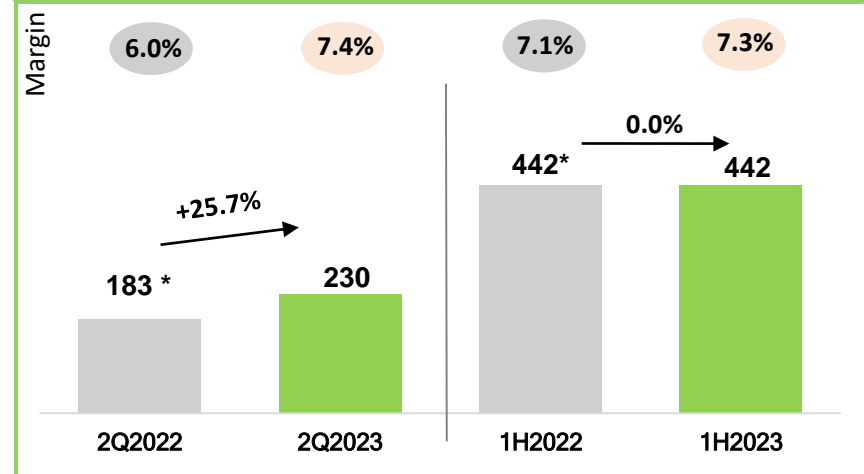
Gross profit and margin



Core EBITDA and margin



Core Net Income and margin



*EBITDA and Net Income excludes one-time adjustments in 2022 pertaining to fire loss

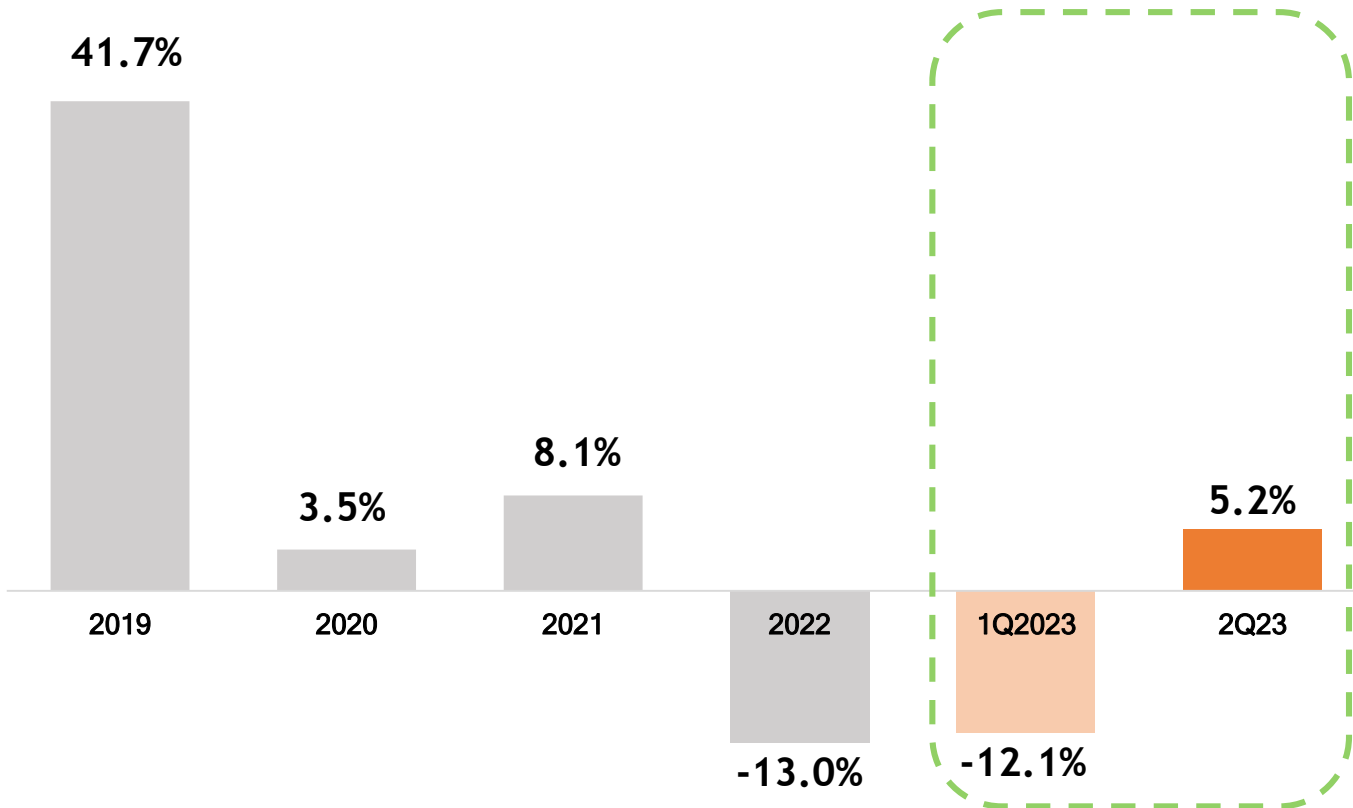
Financial Position

IN PHP MILLIONS	June 30, 2023	December 31, 2022
Current Assets	12,551	12,016
Noncurrent Assets	14,493	14,718
Total Assets	27,044	26,734
Current Liabilities	4,266	4,672
Noncurrent Liabilities	7,053	6,780
Total Liabilities	11,319	11,452
Capital Stock	3,750	3,750
Additional Paid-in Capital	7,209	7,209
Retained Earnings	4,755	4,312
Total Equity	15,725	15,283
Total Liabilities and Equity	27,044	26,734
Current ratio	2.94	2.57
Quick ratio	0.57	0.52
Debt to equity ratio	0.72	0.75
Return on asset*	3.2%	3.5%
Return on equity*	5.6%	6.1%

*Annualized ROA and ROE for 2023

Regaining Upward Momentum

Same store sales growth

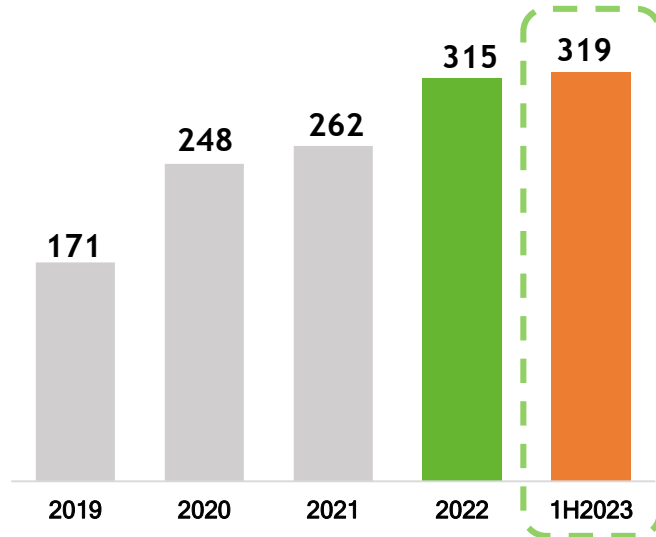


- 2nd Quarter marks the turning point in our like-for-like sales growth
- Healthy sales growth on both hard and soft categories

Working Capital

Inventory turnover

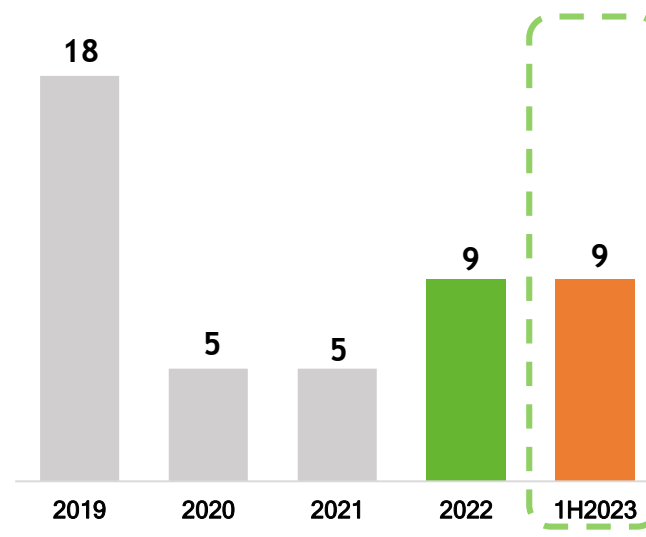
Days



- Slightly higher due to lower sales in 1H2023
- Target to reduce via continuous rationalization of inventory

Trade receivables turnover

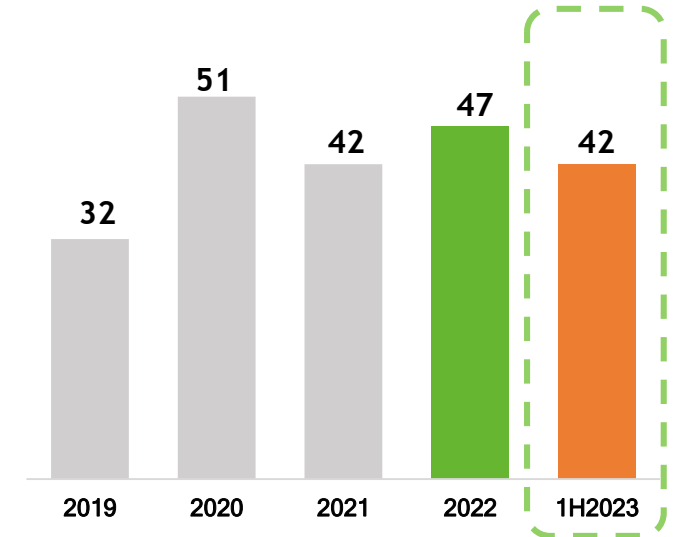
Days



- 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

Notes:

1. Inventory turnover days is equal to the average of opening and closing inventory divided by cost of goods sold and multiplied by 365 days (for the year ended December 31, 2019-2022, and for the 6 months ended June 30, 2022-2023)
2. Trade receivables turnover days is equal to the average of opening and closing trade receivables divided by revenues and multiplied by 365 days (for the year ended December 31, 2019-2022, and for the 6 months ended June 30, 2022-2023)
3. Trade payables turnover days is equal to the average of opening and closing trade payables divided by cost of goods sold and multiplied by 365 days (for the year ended December 31, 2019-2022, and for the 6 months ended June 30, 2022-2023)

Strengthening the Brand



AllHome shines at the 2023 Haier Business Partners Convention High-End Transformation and Diamond Awards



AllHome reigns supreme as Customer Engagement Excellence Award winner at MoEngage #Growth Summit 2023



AllHome bags Bronze at the prestigious Stevie Awards for customer satisfaction



AllHome Naga coveted Gold Bagwis Seal presented by Department of Trade and Industry (DTI)



Launching of celebrity partnership with Ms. Toni Gonzaga

Building Long-term Relationships with our ABCD Partners



United Architect of the Philippines Partnerships across the country



Home Design Inspiration Talks on all Stores



Coffee Break and Discussion with Contractors and Builders



AllHome Builds partnered with UP and donates for Project Akbay

Going for Quick Wins – Store Expansion in the Booming Pet Care Segment



PetBuddy Malolos



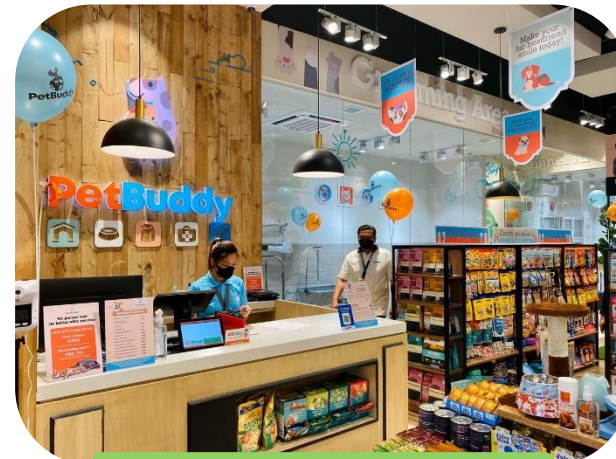
PetBuddy SOMO



PetBuddy Bataan



PetBuddy Springville



PetBuddy Dasmariñas

Tailwinds Coming from Completion of Residential Units*

**+3,000
units**

Completion to pick up in 2H23

**+9,600
units**

2024 Projected Completions

- Bulk turnover of residential units in NCR+ to start in 2H2023
- This is forecasted to ramp up to 3x in 2024
- The 2024 completion rate is the highest since pre-pandemic 2019

**based on Collier's 2Q2023 Property Briefing*





Q&A



AllHome Website
www.allhome.com.ph



For Corporate
Disclosures

Thank You!

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