

**AllHome**  
One-stop shop for *your* home

**1Q 2023  
Results  
Briefing**  
May 23, 2023



# 1Q 2023 Highlights

Sales	EBITDA	NI
2.921 Billion	763 Million	212 Million



**37.6%**

Gross Margin Expansion to 37.6%  
vs. 36.1% in Q1 2022  
and 29.0% in Q1 2019



**26.1%**

EBITDA Margin improvement to 26.1%  
vs. 26.4% in Q1 2022  
and 21.5% in Q1 2019

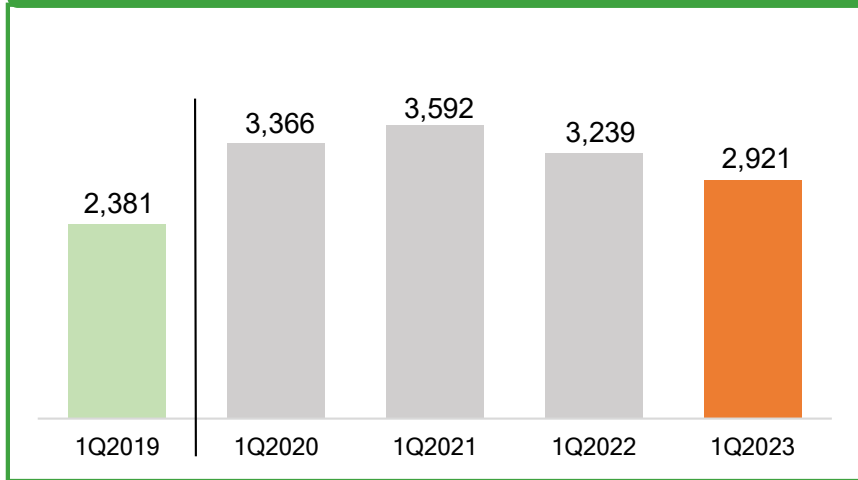


**7.3%**

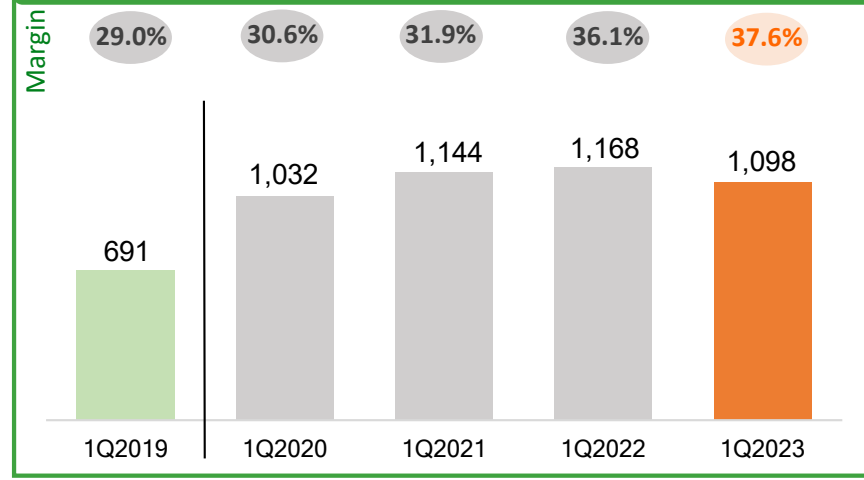
NI Margin improvement to 7.3%  
vs. -0.9% in Q1 2022  
and 8.7% in Q1 2019

# Financial Highlights

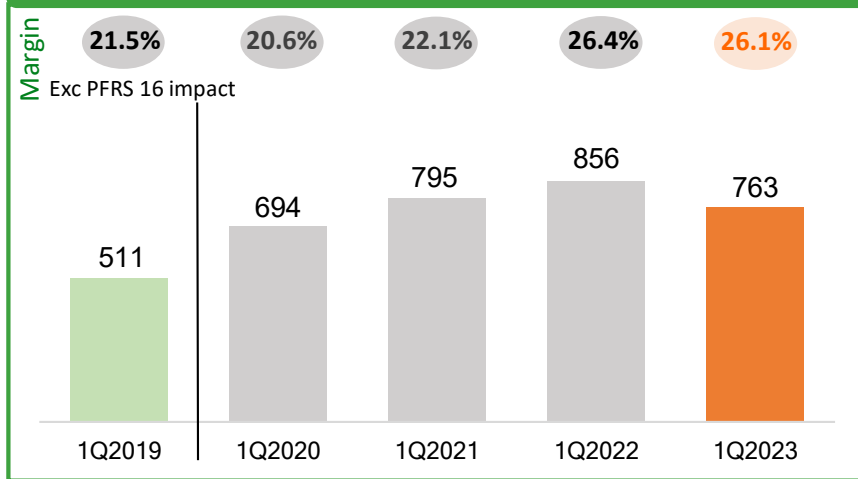
## Revenue



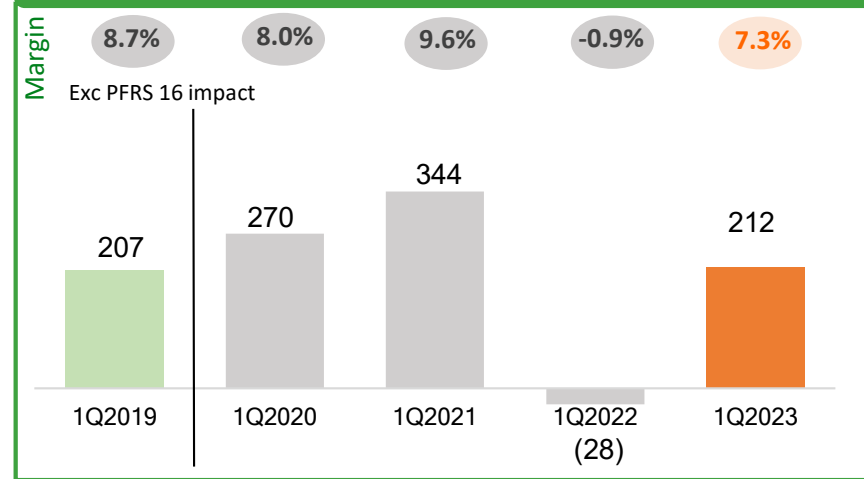
## Gross profit and margin



## EBITDA and margin



## Net profit and margin



Amounts in PHP million

# Income Statement

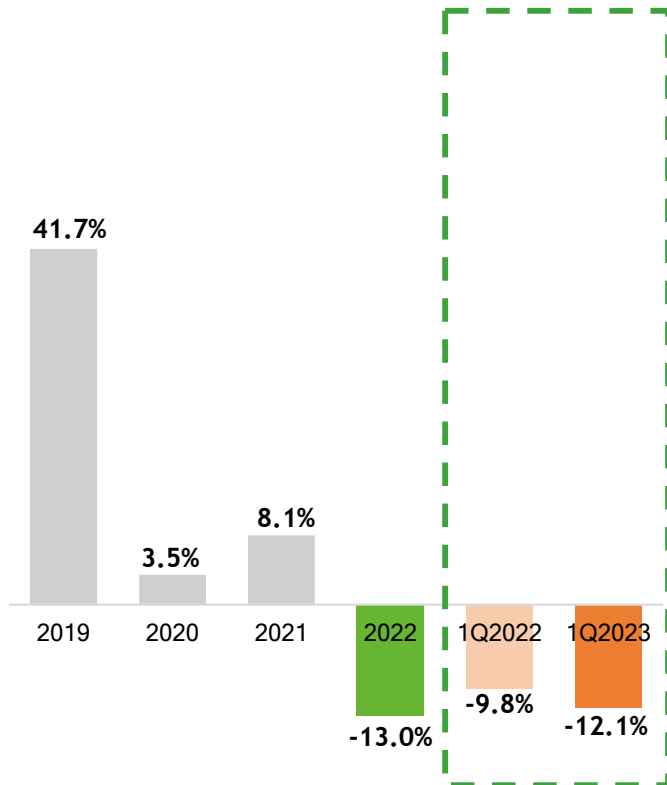
IN PHP MILLIONS	1Q 2023	1Q 2022	% Change
<b>Revenues</b>	<b>2,921</b>	<b>3,239</b>	-9.8%
Cost of Goods Sold	1,824	2,070	-11.9
<b>Gross Profit</b>	<b>1,098</b>	<b>1,168</b>	-6.0
<i>Gross Profit Margin</i>	37.6%	36.1%	
Other Income	58	65	-9.7
Operating Expenses	764	766	-0.2
<b>Operating Profit</b>	<b>392</b>	<b>467</b>	-16.1
<b>EBITDA</b>	<b>763</b>	<b>856</b>	-10.8
<i>EBITDA Margin</i>	26.1%	26.4%	
<b>Net Income</b>	<b>212</b>	<b>-28</b>	860.6
<i>Net Margin</i>	7.3%	-0.9%	

# Financial Position

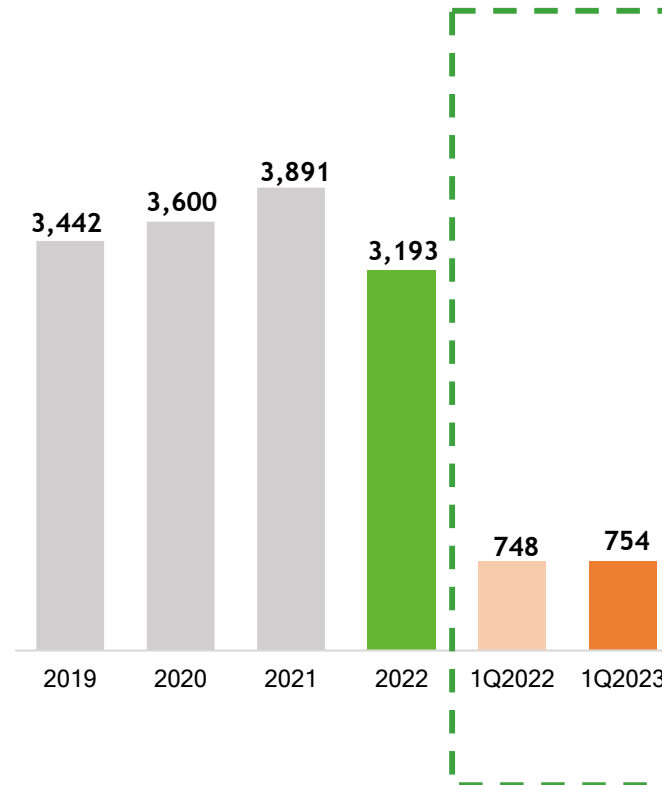
IN PHP MILLIONS	March 31, 2023	December 31, 2022
Current Assets	11,729	12,016
Noncurrent Assets	14,650	14,718
<b>Total Assets</b>	<b>26,379</b>	<b>26,734</b>
Current Liabilities	4,220	4,672
Noncurrent Liabilities	6,664	6,780
<b>Total Liabilities</b>	<b>10,884</b>	<b>11,452</b>
Capital Stock	3,750	3,750
Additional Paid-in Capital	7,209	7,209
Retained Earnings	4,525	4,312
<b>Total Equity</b>	<b>15,495</b>	<b>15,283</b>
<b>Total Liabilities and Equity</b>	<b>26,379</b>	<b>26,734</b>
Current ratio	2.78	2.57
Quick ratio	0.50	0.52
Debt to equity ratio	0.70	0.75
Return on asset	3.2%	3.5%
Return on equity	5.4%	6.1%

# Operational Highlights

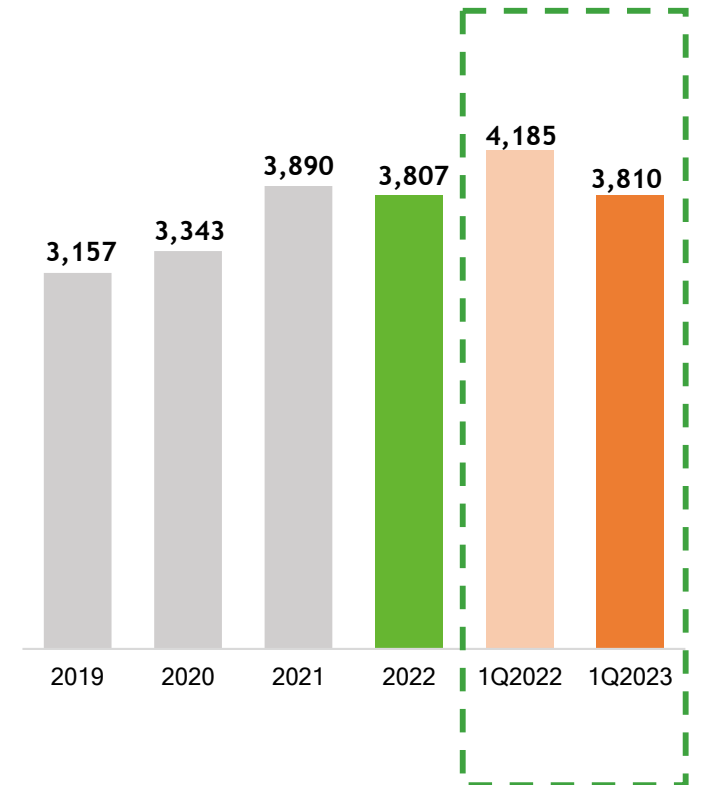
### Same store sales growth



### No. of transactions ('000s)



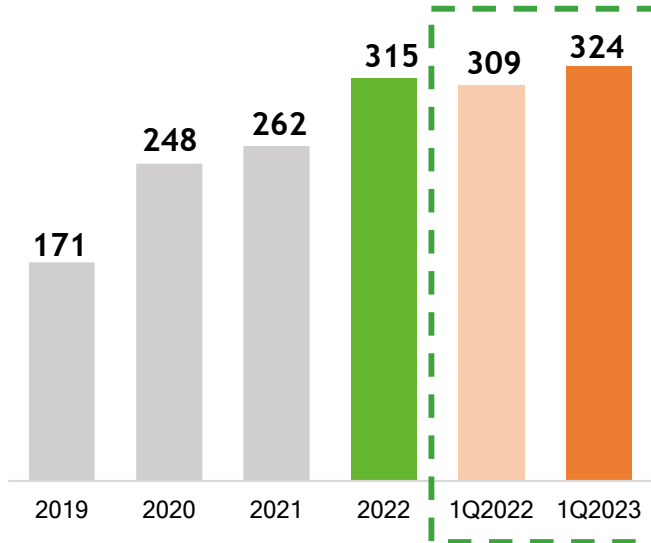
### Ave transaction size (PHP)



# Working Capital

## Inventory turnover

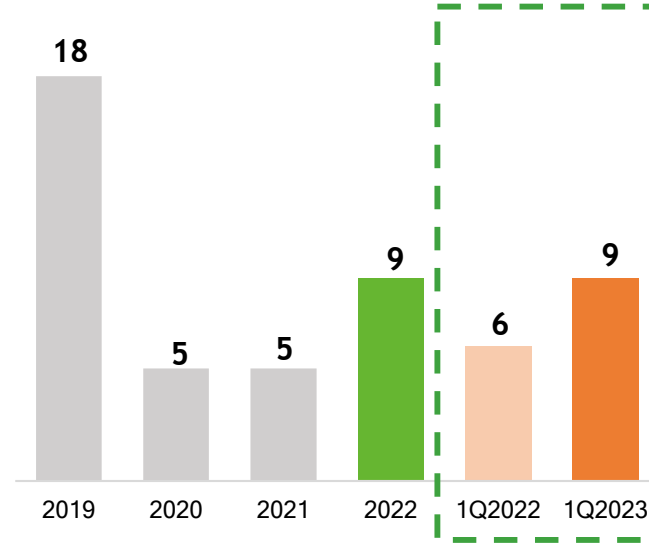
Days



- Primarily because of lower sales and remaining inventory bought for the holiday
- Inventory of ₱6.497 Billion as of end of Q1 2023 vs. ₱7.160 Billion as of end of Q1 2022

## Trade receivables turnover

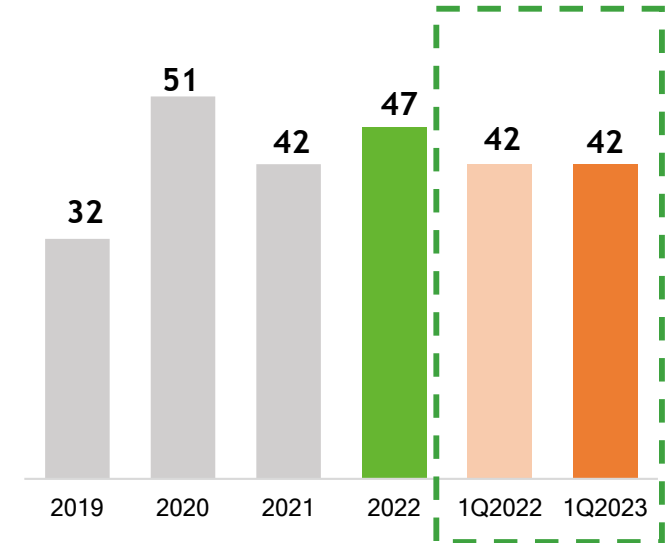
Days



- 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 quarter ended March 31, 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 quarter ended March 31, 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 quarter ended March 31, 2022-2023)

# Ongoing Initiatives

## Brand Partnership: Relumins



Part of brand awareness campaign, AllHome partnered with Relumins in its exclusive influencer launch.

## Brand Partnership: Uratex



Partnership to highlight sleep essentials like mattresses and more.

## Brand Partnership: Samsung



AllDigital and Samsung recently launched the new SmartThings area in-store in Evia Lifestyle Center.

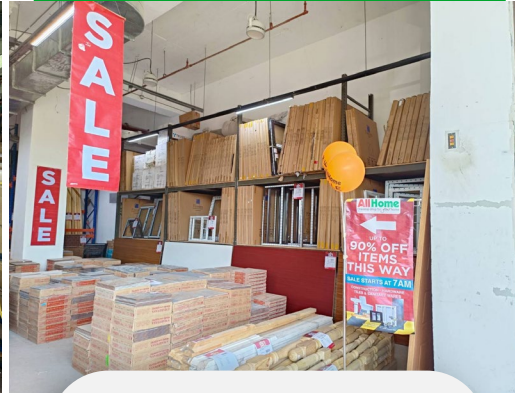
# Ongoing Initiatives

## Warehouse Sale



Yard sale in Laguna and Cavite warehouses for construction materials, tiles and sanitary wares

## Store Warehouse Sale



Nationwide store warehouse sale for hard categories and selected soft categories

## Pet Buddy



Increasing pet ownership and spending on pets lifestyle has increased sales by 52% QoQ

## AllDigital Relaunch



AllDigital relaunched its flagship store highlighting new more brands available in-store



# Q&A



AllHome Website  
[www.allhome.com.ph](http://www.allhome.com.ph)



For Corporate  
Disclosures

Thank You!  
**AllHome**  
One-stop shop for *your* home

