

AllHome
One-stop shop for *your* home

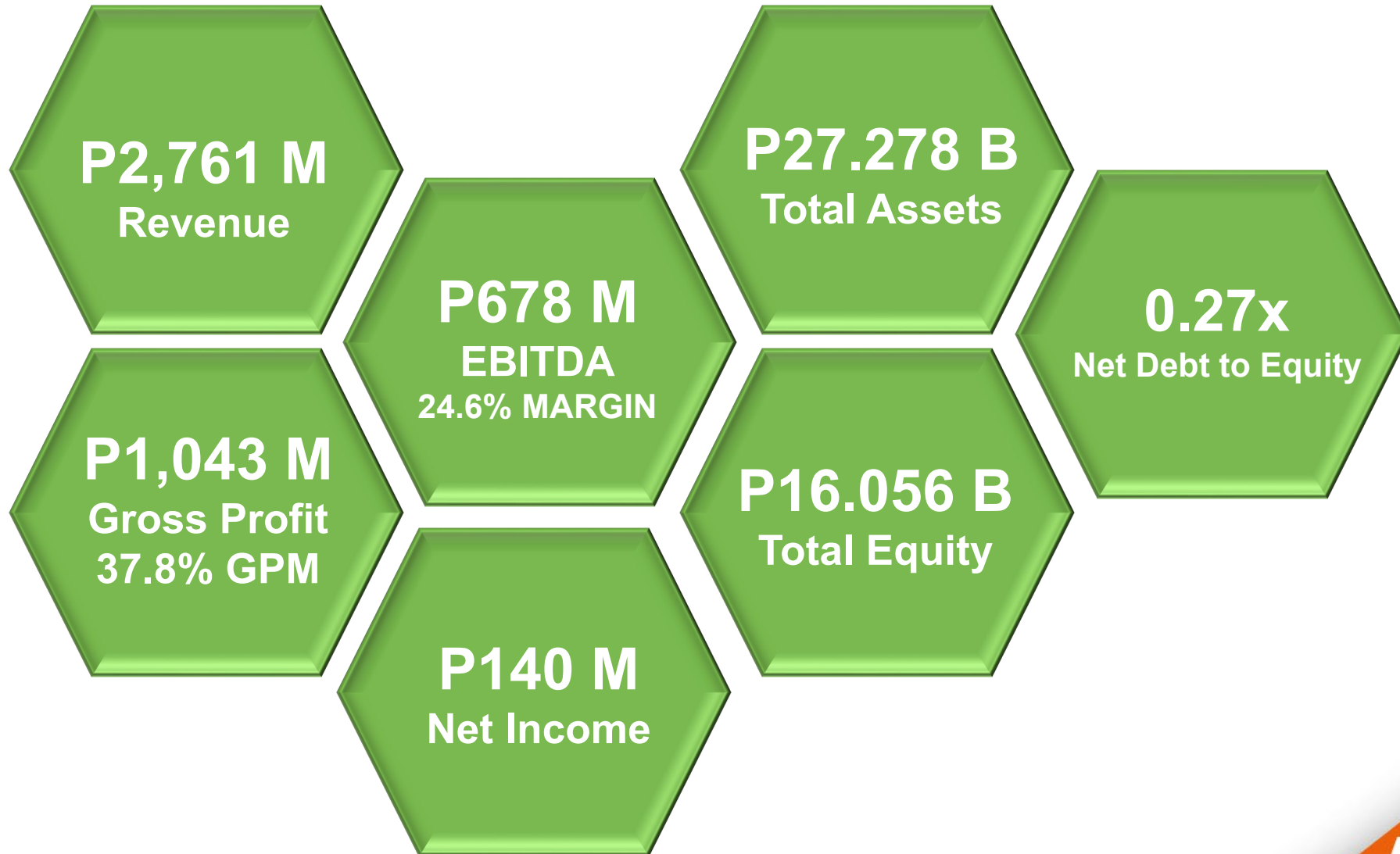
1Q 2024

Results Briefing

May 16, 2024



1Q 2024 Highlights



Income Statement

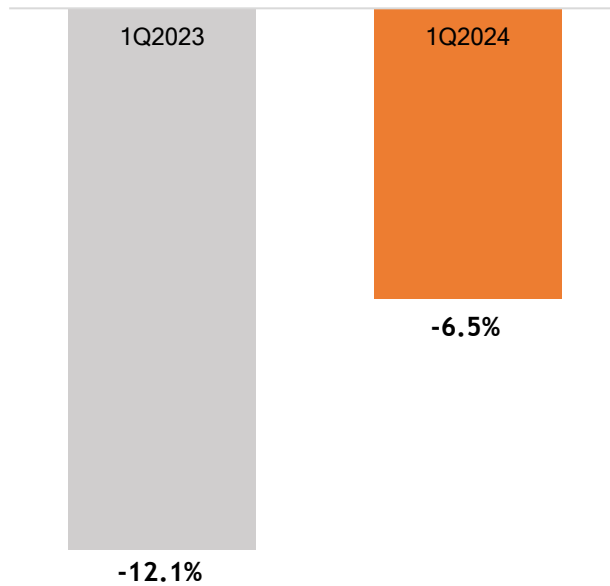


IN PHP MILLIONS	1Q 2024	1Q 2023	₱ Change	% Change
Revenues	2,761	2,921	-160	-5.5%
Cost of Goods Sold	1,717	1,824	-107	-5.8%
Gross Profit	1,043	1,098	-54	-4.9%
<i>Gross Profit Margin</i>	37.8%	37.6%		
Other Income	48	58	-10	-17.3%
Operating Expenses	775	764	11	1.5%
Operating Profit	317	392	-75	-19.2%
EBITDA	678	763	-86	-11.2%
<i>EBITDA Margin</i>	24.6%	26.1%		
Profit Before Tax	187	283	-96	-33.9%
Tax Expense	47	71	-24	-34.0%
Net Income	140	212	-72	-34.0%
<i>Net Margin</i>	5.1%	7.3%		

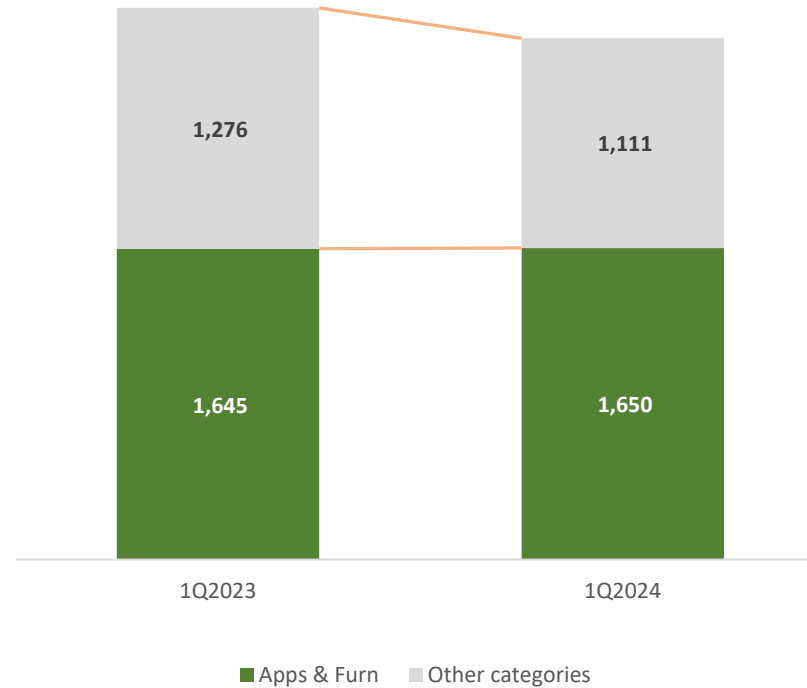
Core categories remain stable



Same Store Sales Growth Improving



Apps and Furniture categories remain stable

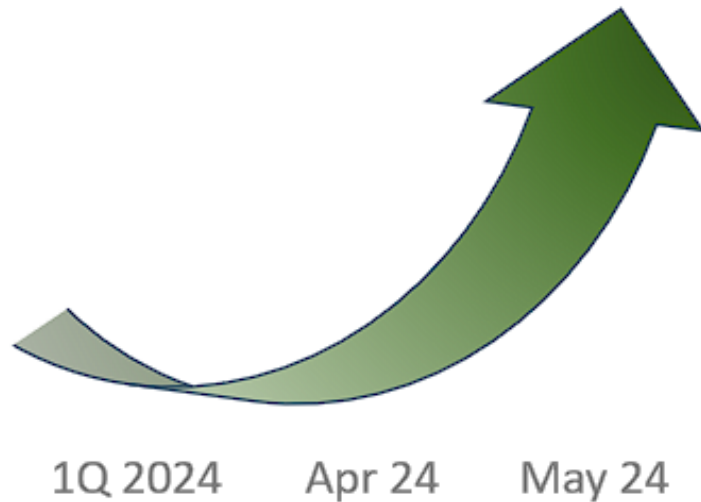


Financial Position



IN PHP MILLIONS	March 31, 2024	December 31, 2023
Current Assets	13,520	13,174
Noncurrent Assets	13,758	13,790
Total Assets	27,278	26,964
Current Liabilities	5,217	4,939
Noncurrent Liabilities	6,004	6,108
Total Liabilities	11,222	11,048
Capital Stock	3,750	3,750
Additional Paid-in Capital	7,209	7,209
Retained Earnings	5,109	4,969
Total Equity	16,056	15,916
Total Liabilities and Equity	27,278	26,964
Net debt to equity ratio	0.27	0.27
Return on asset	2.0%	3.2%
Return on equity	3.5%	5.4%

Soft Category Sales Gaining Momentum



- Sustained demand on Appliances
- Furniture remain key revenue driver
- Leverage our strengths on soft to create opportunities for hard categories

2024 Key Strategies



Range rationalization on Inventory

- Remove low-performing and inactive SKUs (250k down to 150k)

Continuous implementation of Efficiency initiatives

- AI-driven initiatives for loss-prevention and control
- Manpower rationalization

Building on our Strength in Soft Categories

- Importation of premium furniture



Improve in-store experience

- Intuitive store layout
- Elevated customer service

Develop new sales channels (~2-3%)

- Condo move-in packages
- Employee cooperatives



Q&A



AllHome Website
www.allhome.com.ph



For Corporate
Disclosures

Thank You!

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