

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

**9M 2023**

**Results Briefing**

**November 2023**



# 9M 2023 Highlights



## SALES

8.8 Billion

## OPERATING INCOME

1.1 Billion

## NET INCOME

582 Million



+0.2%

**Gross Profit Value Remained Flat**  
peso value due to 140bp increase  
in GP margins



-1.0%

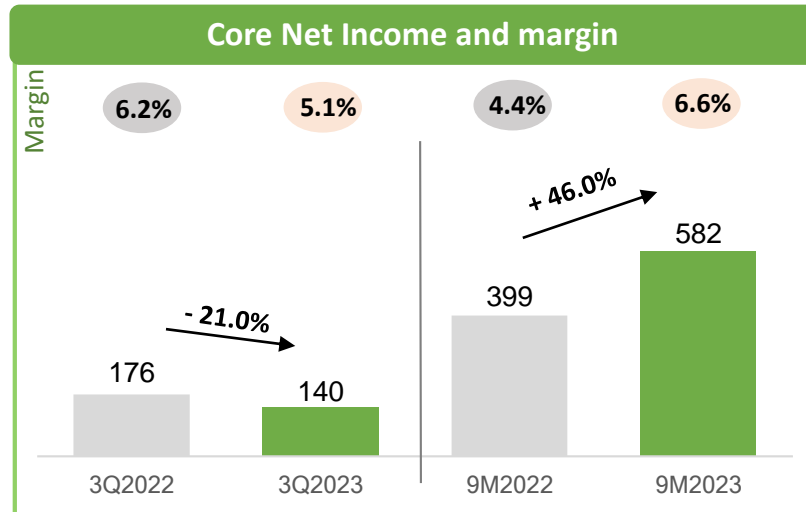
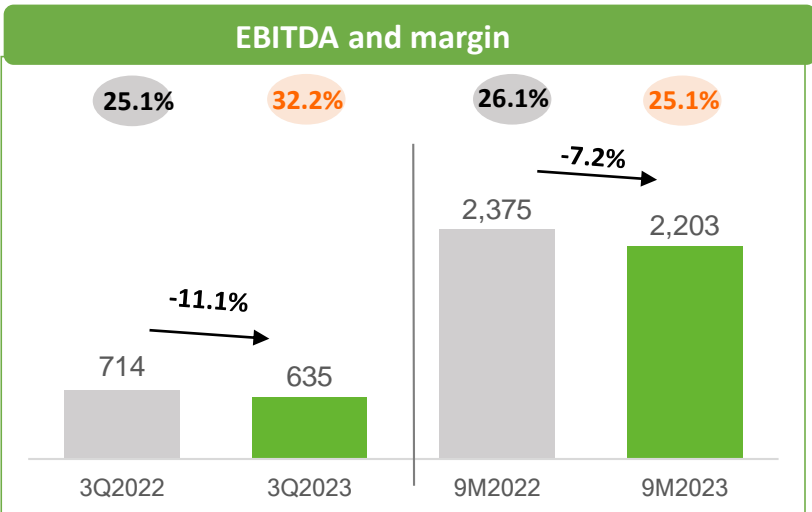
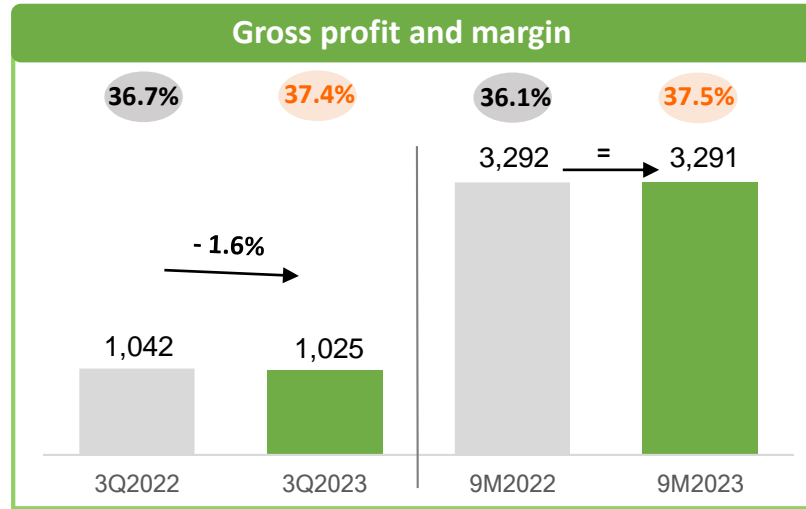
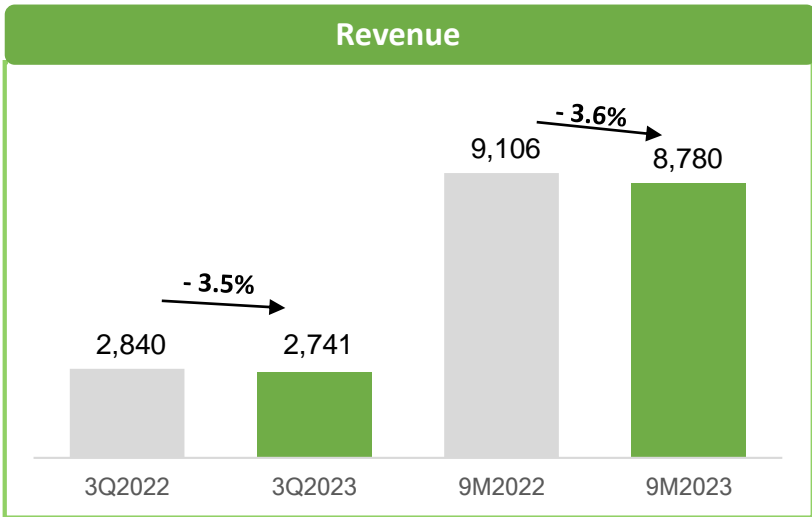
**Core Operating Income Growth**  
vs comparable operating income  
in 9M2022



+46.0%

**Substantial Net Profit  
Improvement**

# Financial Highlights



# Financial Position



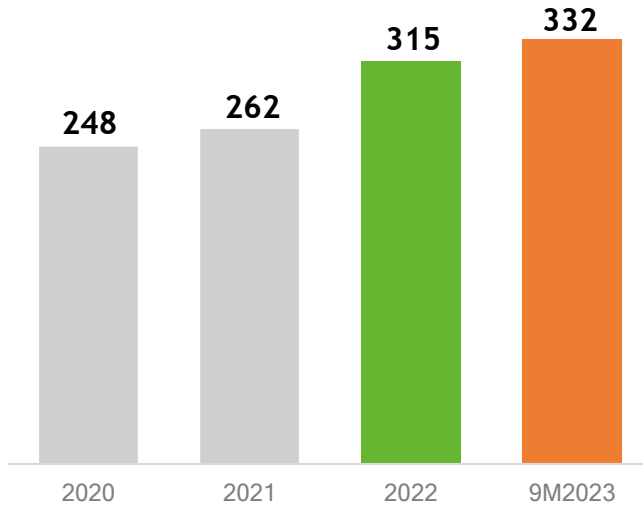
IN PHP MILLIONS	September 31, 2023	December 31, 2022
Current Assets	12,831	12,016
Noncurrent Assets	14,080	14,718
<b>Total Assets</b>	<b>26,912</b>	<b>26,734</b>
Current Liabilities	4,130	4,672
Noncurrent Liabilities	6,917	6,780
<b>Total Liabilities</b>	<b>11,047</b>	<b>11,452</b>
Capital Stock	3,750	3,750
Additional Paid-in Capital	7,209	7,209
Retained Earnings	4,894	4,312
<b>Total Equity</b>	<b>15,864</b>	<b>15,283</b>
<b>Total Liabilities and Equity</b>	<b>26,912</b>	<b>26,734</b>
Current ratio	3.11	2.57
Quick ratio	0.60	0.52
Debt to equity ratio	0.70	0.75
Return on asset	2.9%	3.5%
Return on equity	4.9%	6.1%

# Working Capital



## Inventory turnover

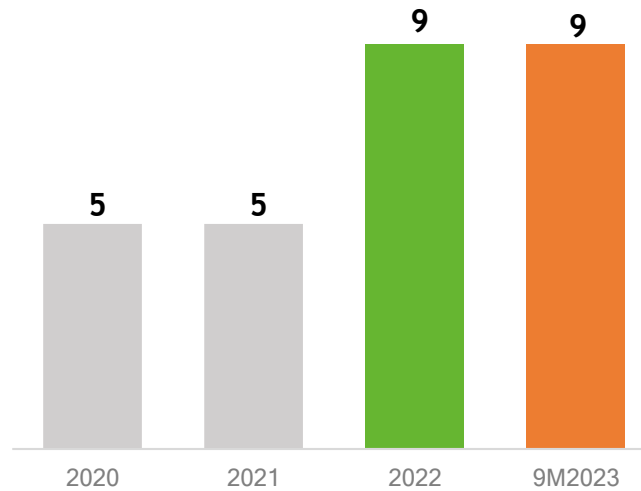
Days



- Slightly higher due to lower sales in 9M2023
- Holiday seasonal buys

## Trade receivables turnover

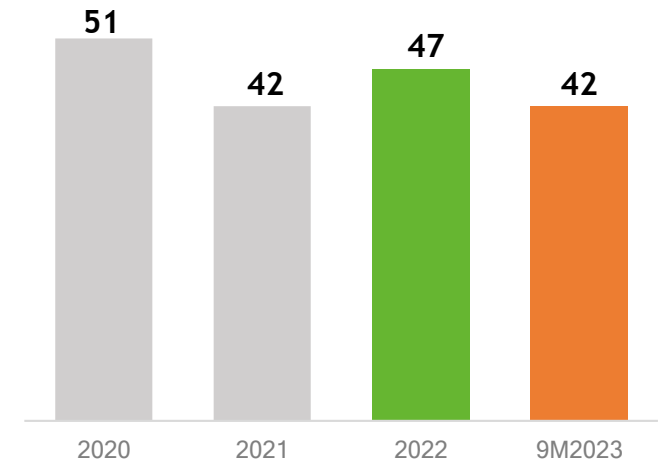
Days



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

## Trade payables turnover

Days



- Holiday buys
- Within the 30-60 credit term with suppliers

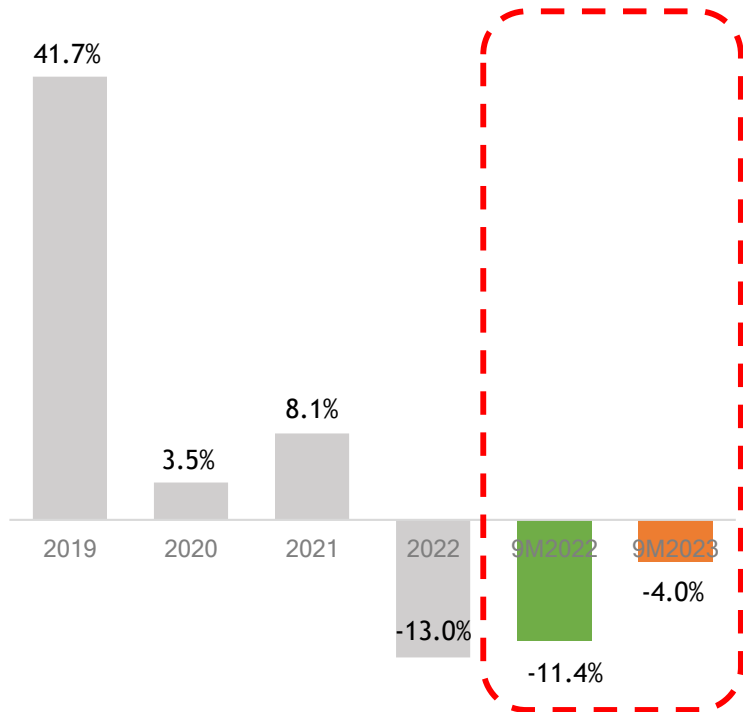
Notes:

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 9 months ended September 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 9 months ended September 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 9 months ended September 30, 2022-2023)

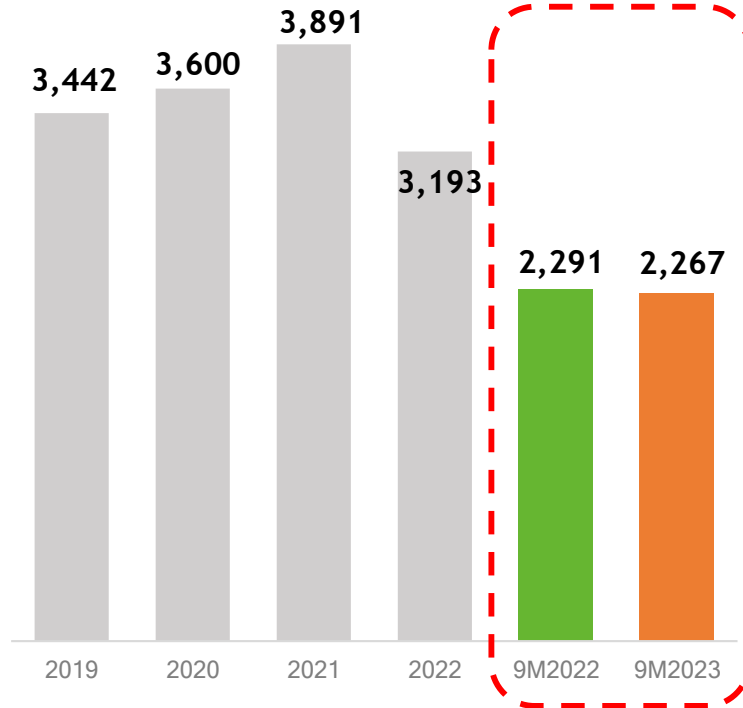
# Operational Highlights



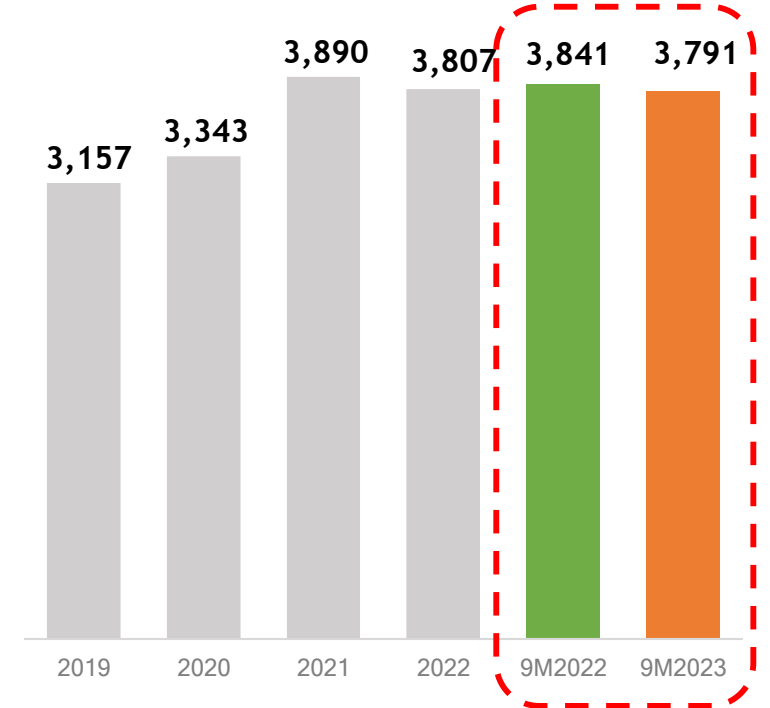
## Same Store Sales Growth



## No. of transactions ('000s)



## Average transaction size (PHP)

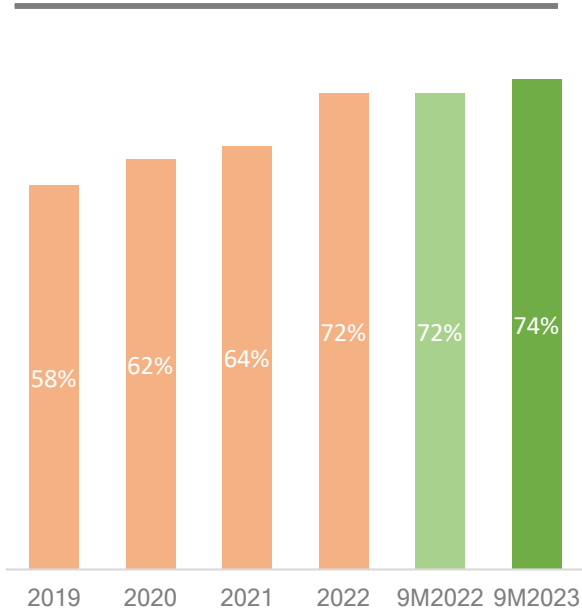


# Category Highlights



Our balanced category mix softened the impact of weak demand on hard categories

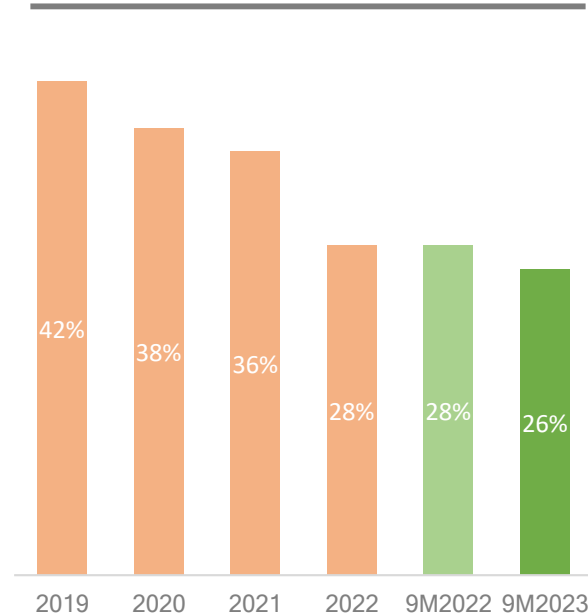
## Soft Categories



Above average performance

- Appliances
- Furniture

## Hard Categories



Below average performance

- Construction
- Tiles and sanitary

# Operational Initiatives



## Flexible Payment Scheme



## Implement Range Rationalization on Inventory



## Reinforce Management Team





# Metro Manila remains the center of growth for residential turnovers in 2024-25\*



**+9,600  
units**

2024 projected completions

- Highest turnover since pre-pandemic 2019

**+13.8%  
growth**

Growth within Metro Manila by end of 2025

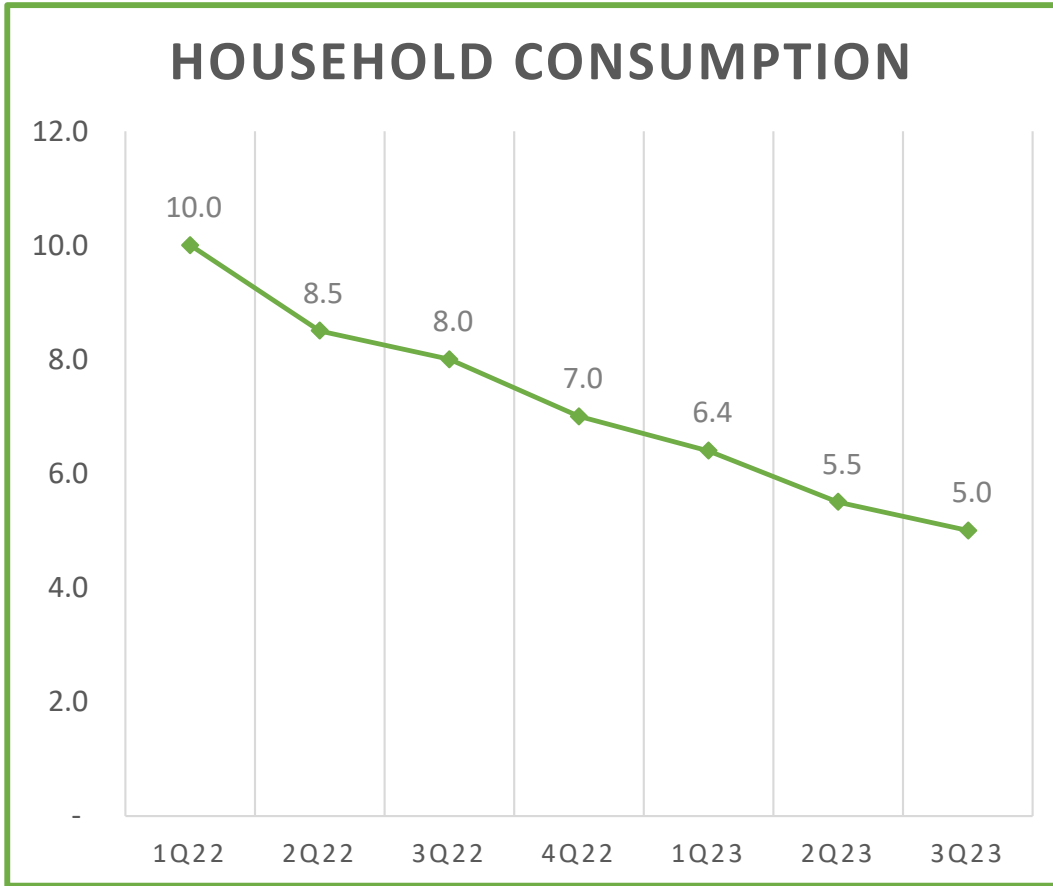
- Alabang and Bay Area are expected to grow residential units by 38% and 28%, respectively



*\*based on Collier's 2Q2023 and 3Q2023 Property Briefings*

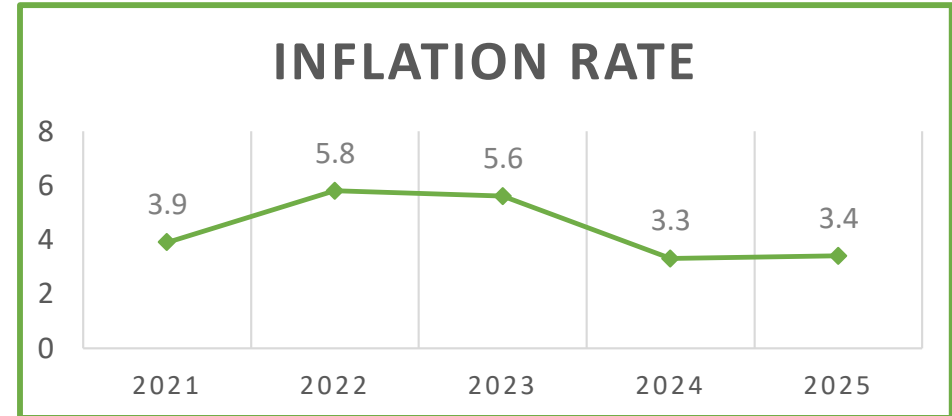
# Inflation to ease in 2024; consumption outlook is positive

Household spending slowing down so far...

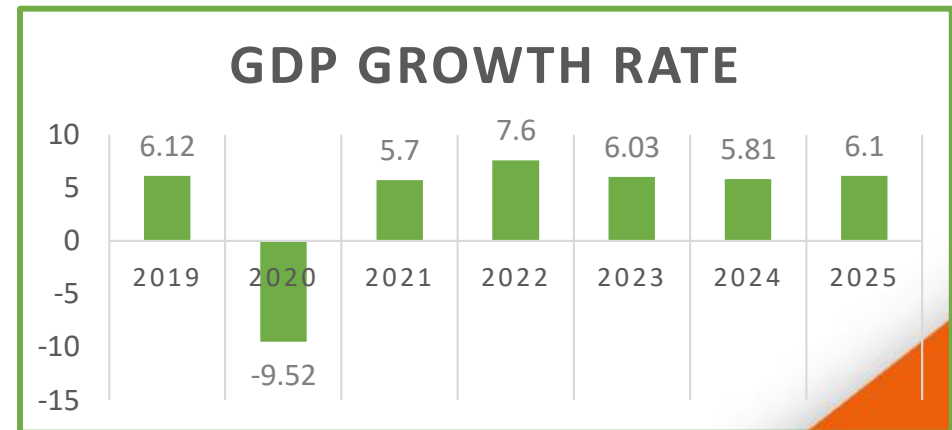


Source: Philippine Statistics Authority

... But economic indicators looking up



Source: Bangko Sentral ng Pilipinas



Source: Philippine Statistics Authority

# Strengthening the Brand



**Golden Arrows Award**  
Top performing publicly-listed company in the Philippines



**The Philippine Inquirer and Statista**  
The Philippines' Best Customer Service 2023



**TOP 100 Business Taxpayers of Santiago City Isabela**  
AllHome Santiago: 34<sup>th</sup> Place

# Celebrating Long-term Partnerships with our Key Suppliers





# Q&A



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



For Corporate  
Disclosures

# Thank You!

## AllHome

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