

A modern living room with a beige sectional sofa, a wooden coffee table, and a grey armchair. The room is decorated with a patterned rug, a vase of dried flowers, and a small table with a lamp. The background is a light-colored wall.

All Home
One-stop shop for *your* home

9M 2024 Results Briefing

November 15, 2024

9M 2024 Highlights

SALES

P7.786 B

GROSS PROFIT

P2.949 B

EBITDA

P1.938 B

NET INCOME

P342 Million



P27.078 B

TOTAL ASSETS



P16.258 B

TOTAL EQUITY



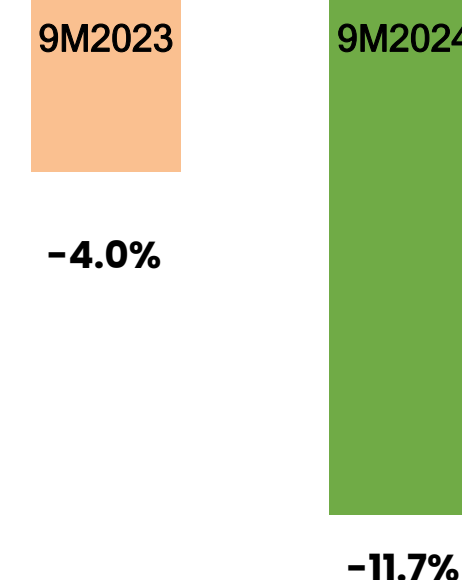
0.28x

NET DEBT TO EQUITY

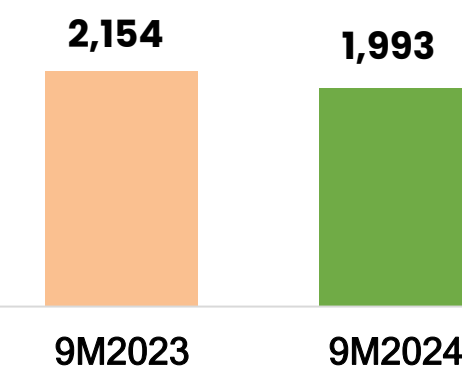
Income Statement

IN PHP MILLIONS	9M 2024	9M 2023	₱ Change	% Change
Revenues	7,786	8,780	-994	-11.3%
Cost of Goods Sold	4,836	5,483	-646	-11.8%
Gross Profit	2,949	3,297	-347	-10.5%
<i>GP Margin</i>	37.9%	37.6%		
Other Income	137	162	-25	-15.6%
Operating Expenses	2,246	2,350	-104	-4.4%
Operating Profit	840	1,110	-249	-24.2%
EBITDA	1,938	2,209	-252	-12.3%
<i>EBITDA Margin</i>	24.9%	25.2%		
Profit Before Tax	456	772	-316	-41.0%
Tax Expense	114	193	-79	-41.1%
Net Income	342	582	-287	-41.2%
<i>Net Margin</i>	4.4%	6.6%		

Same Store Sales Growth



Transaction count (in thousand)



Continued slowdown of the Residential Market

- The metro manila pre-selling condominium segment continues to see **lengthened remaining inventory life**
- lower completion FY 2024 due to the **delay of some projects** particularly in the Bay Area
- **still-elevated vacancy rate.** The POGO sector is no longer a major driver of office space demand in Metro Manila and its impact is spilling over to the condominium market

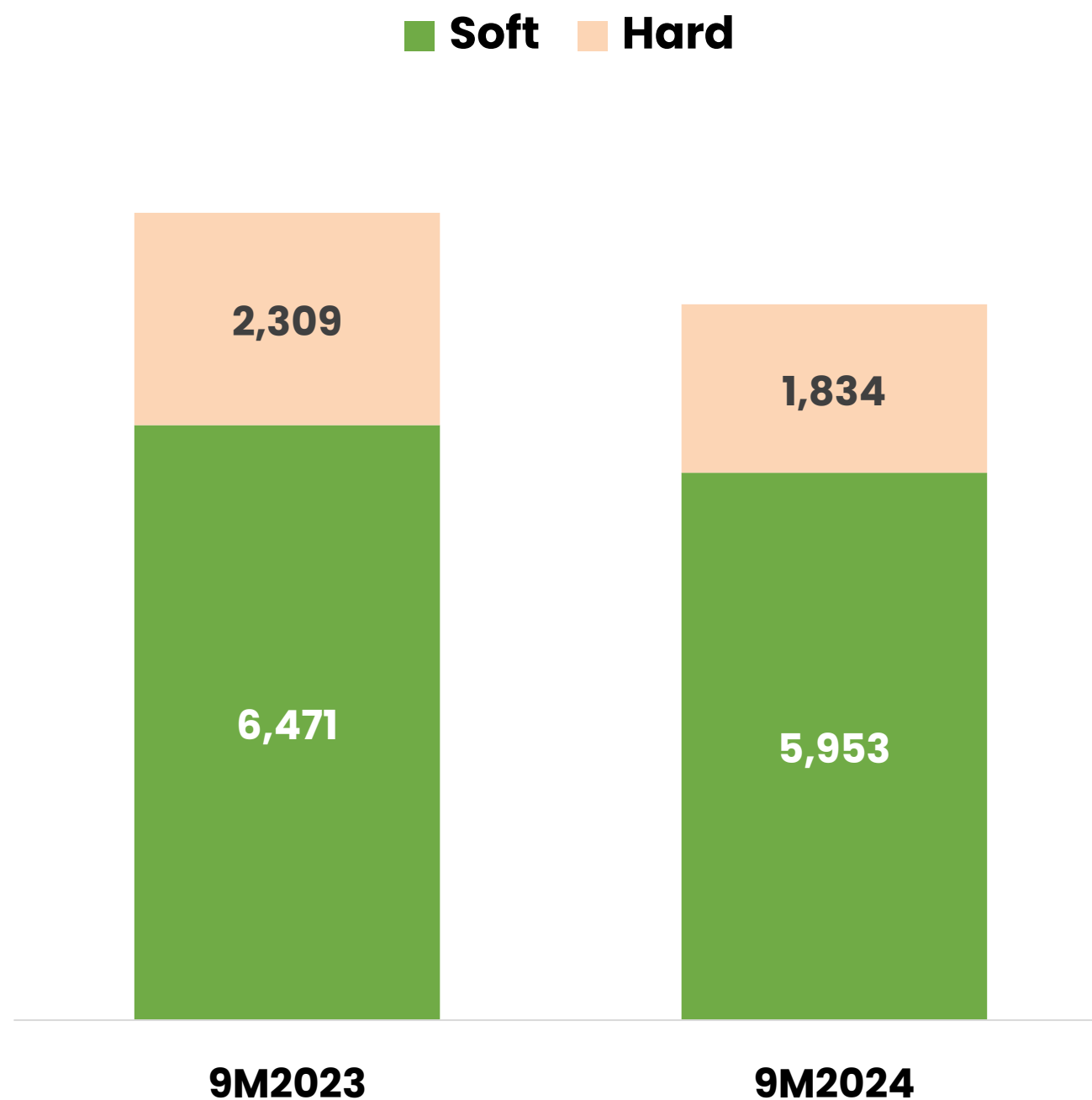


- More **leisure-themed projects** including golf communities continue to be launched from Luzon to Mindanao
- Sustained **demand for upscale to luxury** condominium units across Metro Manila



**based on Collier's 3Q-2024 Report*

9M sales affected by the slowdown of residential market...



Hard Categories, -21%

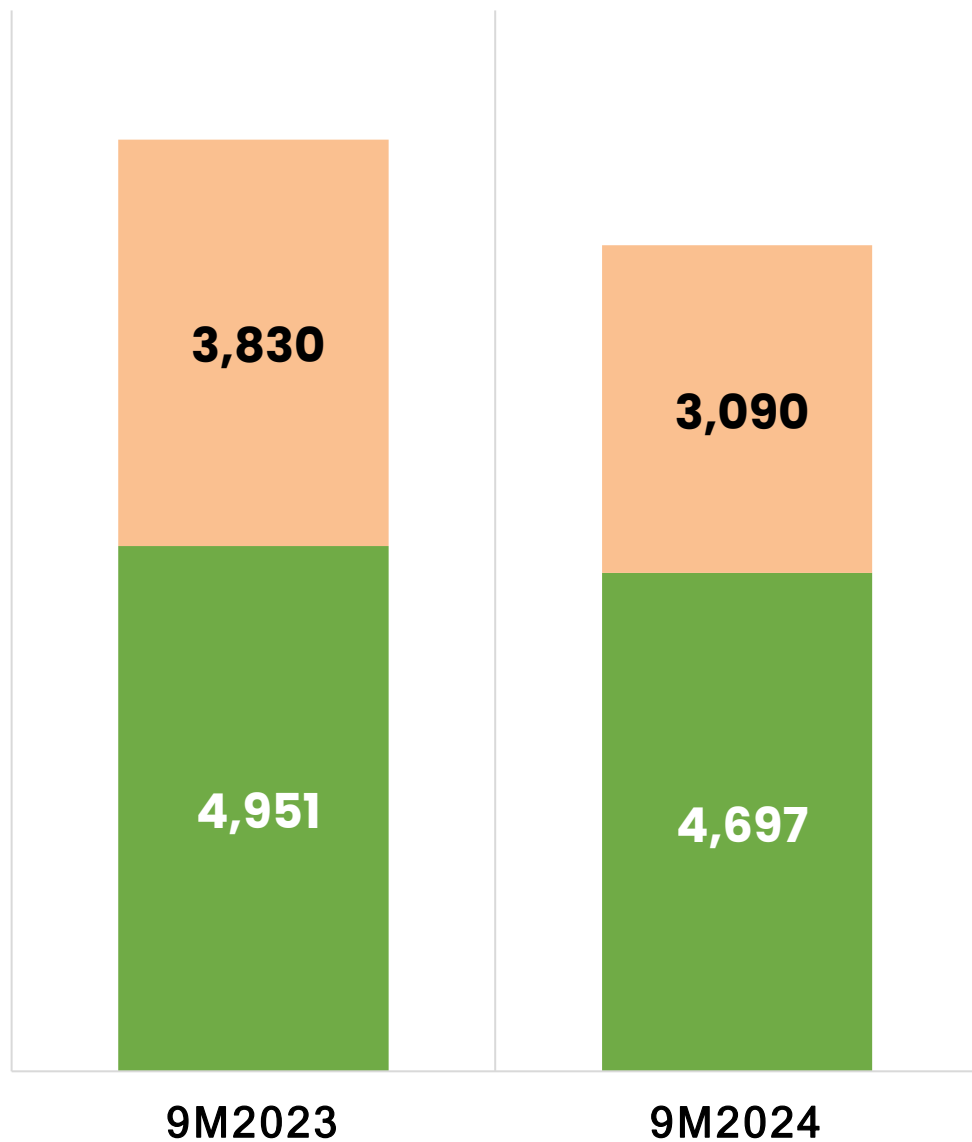
- Hardware

Soft Categories, -8%

- Appliances
- Furniture
- Homeware

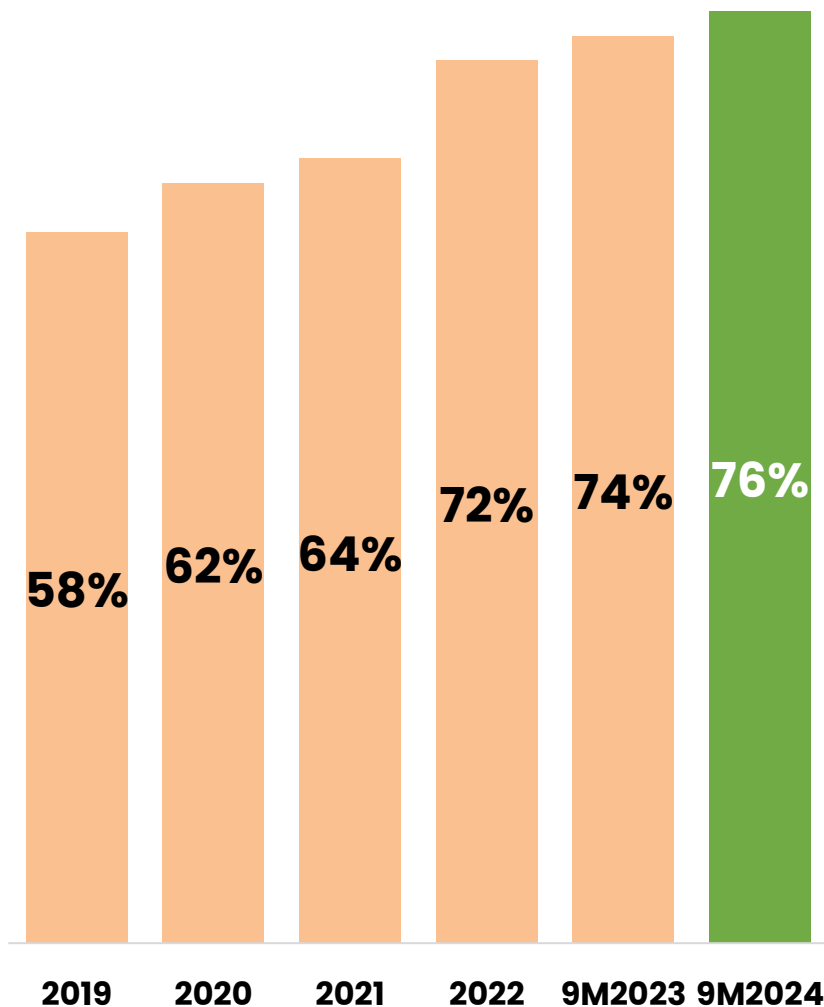
Appliance and furniture continued to be the revenue drivers

■ Apps & Furn ■ Other categories

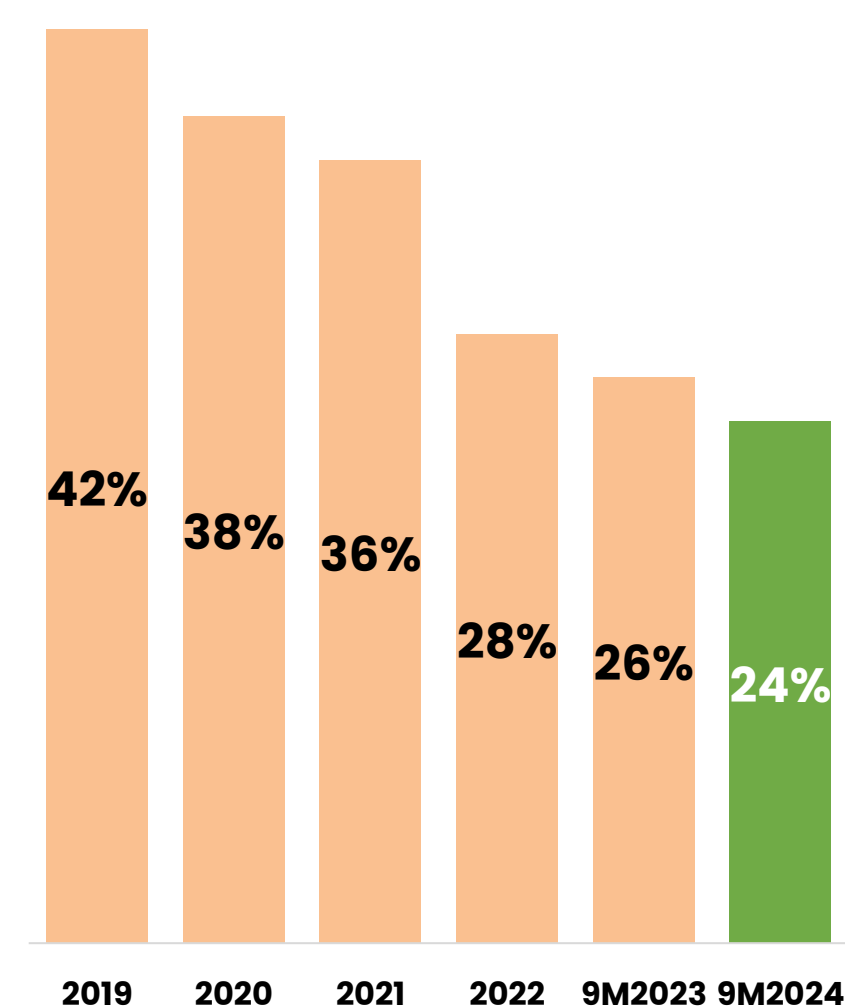


In view of weakened demand for construction materials, AllHome has started delisting a number of items in the hard categories

Soft Categories



Hard Categories



Savings on Operating Expenses

Total of Php 100M



Financial Position

IN PHP MILLIONS	September 30, 2024	December 31, 2023
Current Assets	13,522	13,174
Noncurrent Assets	13,555	13,758
Total Assets	27,078	26,964
Current Liabilities	5,383	4,939
Noncurrent Liabilities	5,437	6,108
Total Liabilities	10,820	11,048
Capital Stock	3,750	3,750
Additional Paid-in Capital	7,209	7,209
Retained Earnings	5,311	4,969
Total Equity	16,257	15,916
Total Liabilities and Equity	27,078	26,964
Net debt to equity ratio	0.28	0.27
Return on asset	1.7%	3.2%
Return on equity	2.8%	5.4%

ROA and ROE are annualized

Giving back to the communities



Donation to Nagsinamo National High School in Lucban, Quezon

Paws and Play Pet Meet-Up



Q&A



AllHome Website
www.allhome.com.ph



For Corporate
Disclosures

Thank you!

AllHome
One-stop shop for *your* home

