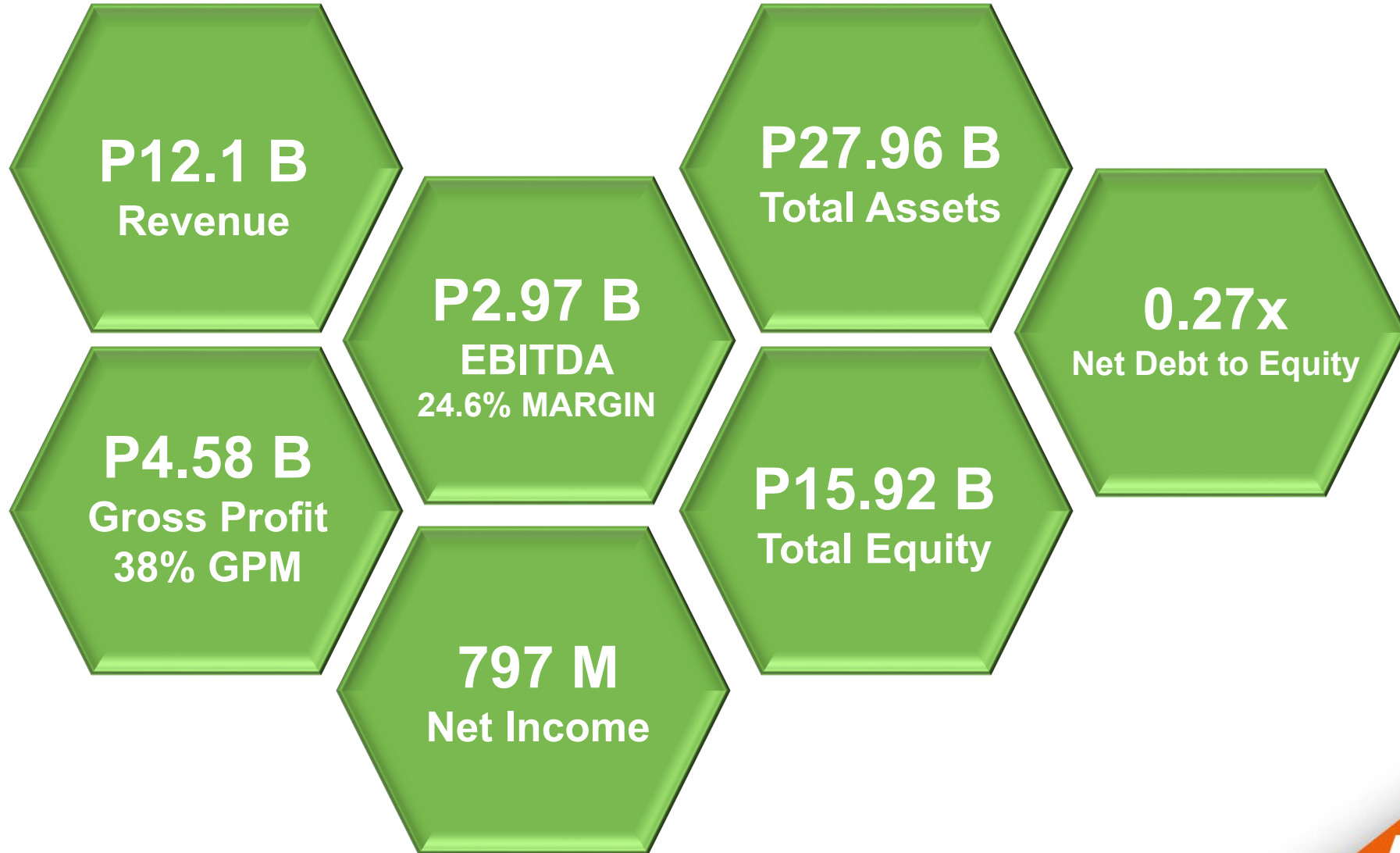


AllHome
One-stop shop for *your* home

FY 2023
Results Briefing
April 30, 2024



FY 2023 Highlights



Income Statement

IN PHP MILLIONS	FY 2023	FY 2022	% Change
Revenues	12,065	12,565	-4.0%
Cost of Goods Sold	7,486	7,941	-6.0%
Gross Profit	4,579	4,624	-1.0%
<i>Gross Profit Margin</i>	38.0%	36.8%	
Other Income	222	255	-12.8%
Operating Expenses	3,282	3,059	7.3%
Operating Profit	1,518	1,818	-16.5%
EBITDA	2,968	3,218	-7.8%
<i>EBITDA Margin</i>	24.6%	25.6%	
Profit Before Tax	1,062	1,245	-14.6%
Tax Expense	265	311	-14.6%
Net Income	797	934	-14.6%
<i>Net Margin</i>	6.6%	7.4%	

Financial Position



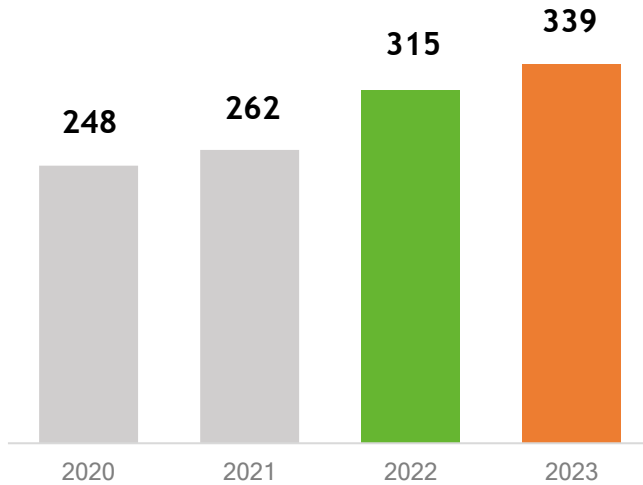
IN PHP MILLIONS	December 31, 2023	December 31, 2022
Current Assets	13,174	12,016
Noncurrent Assets	13,787	14,718
Total Assets	26,961	26,734
Current Liabilities	4,939	4,672
Noncurrent Liabilities	6,108	6,780
Total Liabilities	11,048	11,452
Capital Stock	3,750	3,750
Additional Paid-in Capital	7,209	7,209
Retained Earnings	4,969	4,312
Total Equity	15,916	15,283
Total Liabilities and Equity	26,961	26,734
Current ratio	2.67	2.57
Quick ratio	0.66	0.52
Return on asset	3.0%	3.5%
Return on equity	5.0%	6.1%

Working Capital



Inventory turnover

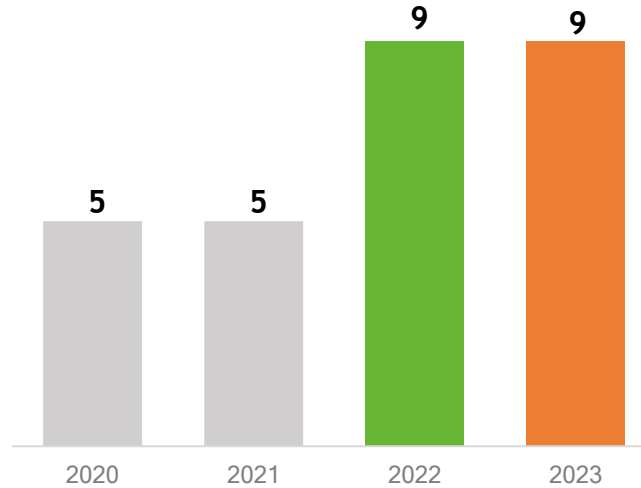
Days



- Slightly higher due to lower sales

Trade receivables turnover

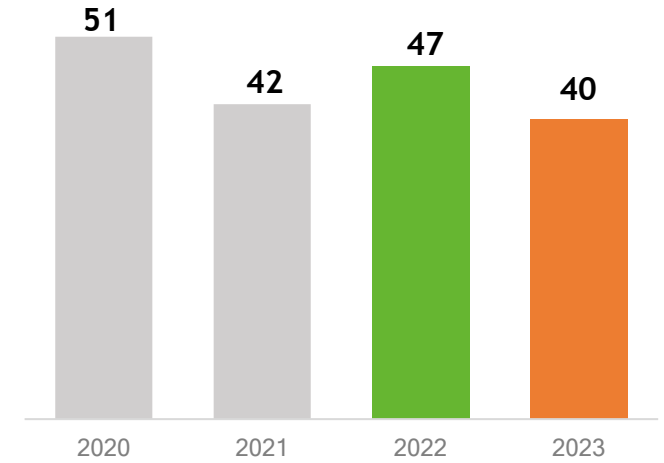
Days



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

Trade payables turnover

Days



Fast moving items have 30-40 days credit terms

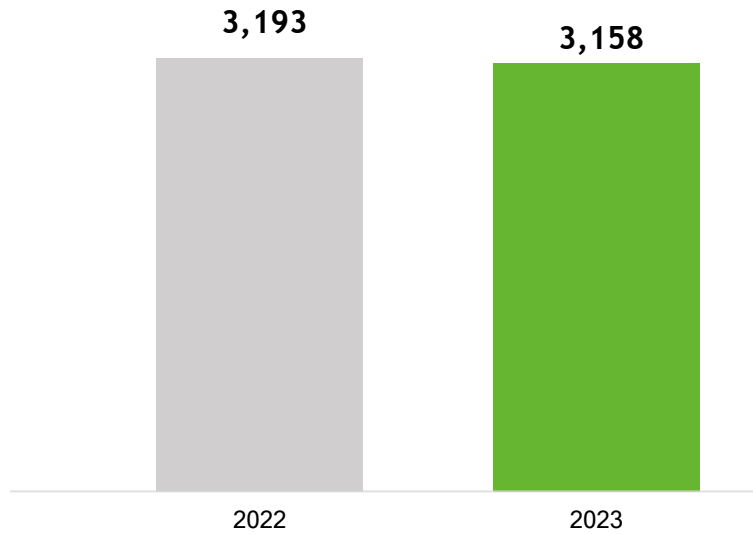
Operational Highlights



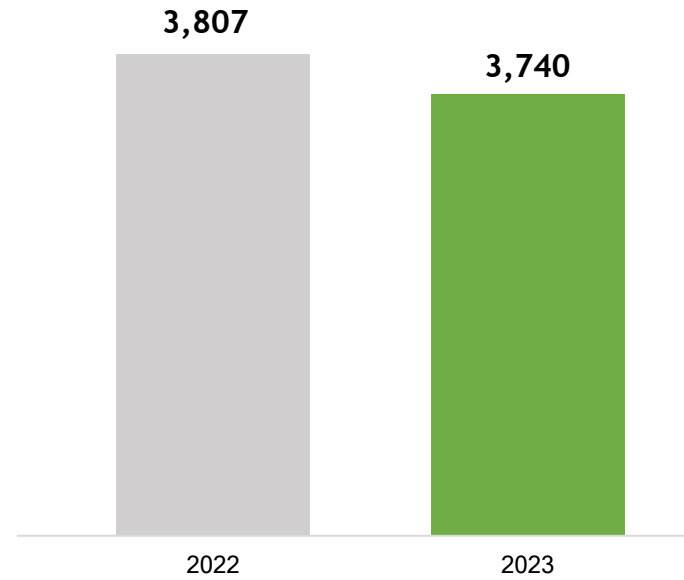
Same Store Sales Growth



No. of transactions ('000s)



Average transaction size (PHP)



Weak hard demand due to delayed completion of Residential Units in NCR



3,540 units

Recorded delivery of units in 2023

- Earlier turnover forecasts were higher than the actual number of units due to the delay of projects
- This is forecasted to ramp up with the delivery of 11,290 units in 2024
- The 2024 completion rate is the highest since 2018

**based on Collier's 4Q2023 Property Briefing*

+11,290 units

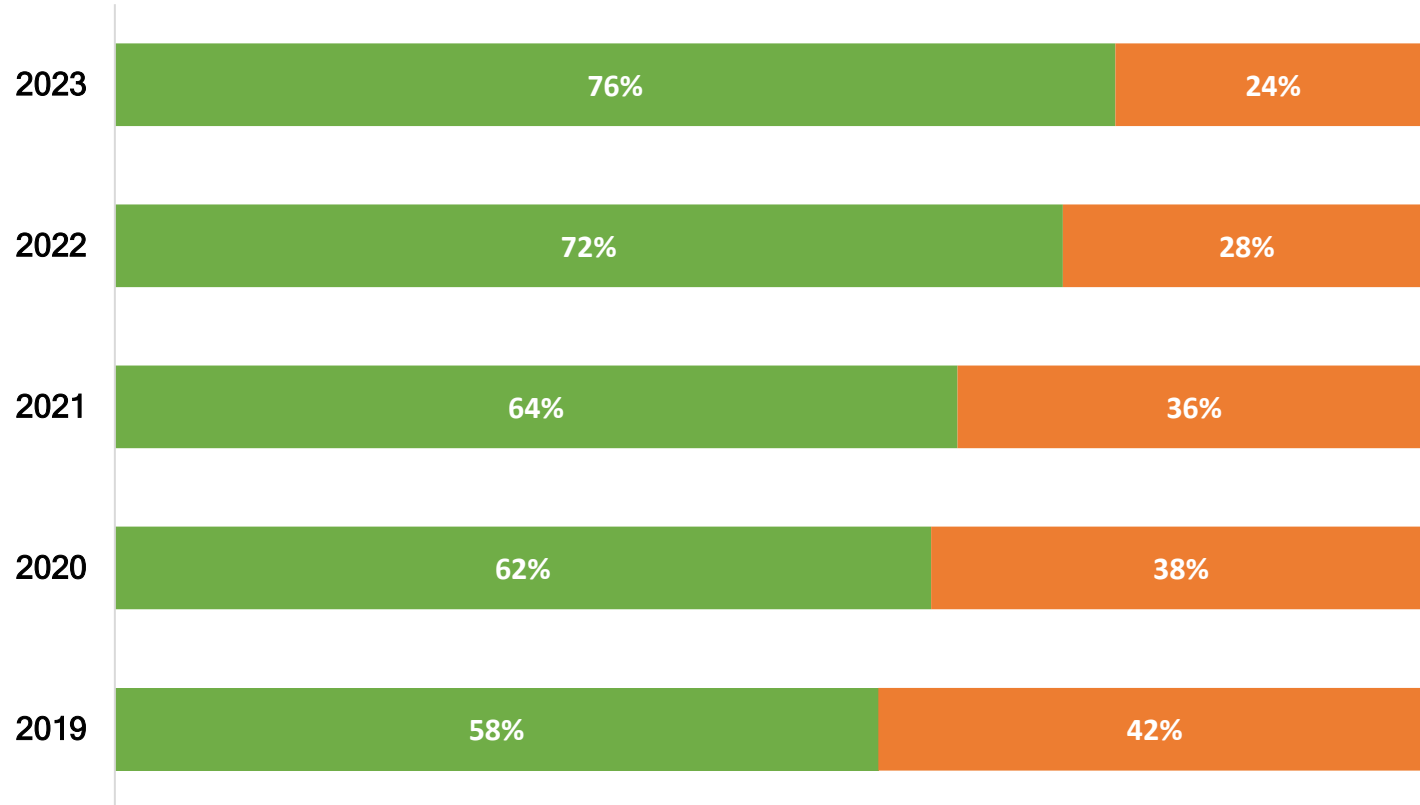
2024 Projected Completions



Sustained sales in soft categories resulted in shifting sales mix



Soft Categories and Hard Categories



2024 Year in Review



Branding Campaigns



Brand Partnerships



Vendor's Night



Contractor-focused Initiatives

2024 Key Strategies



Range rationalization on Inventory

- Remove low-performing and inactive SKUs from ~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

- New generation store layout
- Elevated customer service

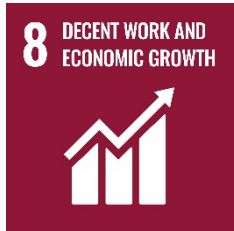
New Sales channels

- Condo move-in packages
- Employee cooperatives

Our ESG Culture



Six key areas of focus as aligned with the UN Sustainable Development Goals



- Extensive buys of merchandise from different local suppliers
- Job creation and employment opportunities as a result of wide retail network across the country



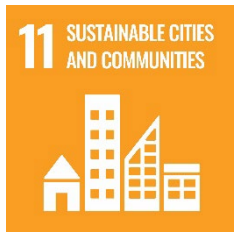
- Conversion to renewable energy sources has provided an estimated 8 to 10 percent energy savings



- Construction materials, hardware, tiles and sanitary wares that serve to meet the structural improvement needs of the Filipinos



- Turned over newly-renovated school facilities, donating much-needed equipment such as air conditioning units, monobloc chairs and painting materials



- Affordable and accessible home improvement materials and products
- Community empowerment through various initiatives



- Ensures that all employees, regardless of gender, receive just and humane treatment, equal employment opportunities and protection from any harm and discrimination

ESG Initiatives



PROJECT AKBAY

AllHome, together with BS Interior Design students of the University of the Philippines - Diliman, has donated appliances and some items to a child rehabilitation center in Quezon City. This project is part of the university's service learning program, where senior students of their respective courses are called to uplift the community of their chosen beneficiaries by applying the knowledge and skills of their studies. For over fifteen years under the said program, the graduating batches of BS Interior Design have been involved in rehabilitating interior spaces of their selected government and non-government institutions.



Las Piñas National High School Classroom and Faculty Room

In a partnership with Las Pinas National High School, AllHome embarked on a project to renovate and enhance the Science & Technology Engineering & Mathematics (STEM) Room and Science Faculty Room, contributing to the school's efforts to provide quality education in the new learning setup. With compassion and a focus on social responsibility, AllHome's renovation and donation efforts aim to create a better environment for learning and teaching.

PetBuddy Donation to PAWS

AllHome Builds, through PetBuddy collaborated with the Philippine Animal Welfare Society (PAWS) during a free spay and neuter outreach in Brgy. Burgos, Rodriguez, Montalban, Rizal, in celebration of World Kindness Day in November.



Caritas - Donation of Construction Materials

AllHome was instrumental in repairing and renovating the Our Lady of Assumption Parish Convent; Birhen dela Paz Chapel in Barangay Cayatulog; Birhen sa Fatima Chapel in Barangay Bunga; and San Vicente Chapel in Barangay Bangonay, all in Jabonga, Agusan del Norte.



Q&A



AllHome Website
www.allhome.com.ph



For Corporate
Disclosures

Thank You!

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