



For inquiries, please contact:

Tetch Ferrer : +63 917 581 4504

AllHome records Php 9.1 billion in revenues for 9M 2022; expands EBITDA margin to 26.1%

AllHome, the Philippines' pioneering one-stop full line home center recorded Php 9.106 billion in revenue at 9-month mark of 2022. The home retail chain also reported increases in gross profit margins—36.15% in 9M 2022 vs 34.2% for the same period in 2021, an increase of 195 basis points. AllHome's 9M 2022 reported core net profit is at Php 702 million.

"There are still prevailing circumstances in the country that stem from the pandemic—and AllHome's 9M 2022 performance show signs of this. The "revenge spending" phenomenon that marked the inevitable end of the pandemic has shifted to travel and leisure with the lowering of restrictions on these activities. Nonetheless, we have stayed the course, sustaining our improvement over pre-pandemic performance in 2019 and even improved on our gross and net profit margins. This, of course, is on top of our constant pursuit of improvement in our operational efficiencies. It is because of this that we are confident going into the 4Q 2022, one that is historically strong for AllHome," says AllHome Chairman Manny B. Villar Jr.

AllHome maintained its 9M 2022 EBITDA at Php 2.375 billion, 80 basis points higher than 9M 2021's Php 2.356 billion and 28% over pre-pandemic 9M 2019

"We have seen increased construction activity throughout the country, especially as the effects of the pandemic have worn off for most part. We look at this with optimism for the coming year, as this will see the completion of most construction activities started or restarted during the pandemic. Those in turn will need furnishing—and that is where AllHome's strongest categories are," added AllHome Vice Chairman Camille Villar.

AllHome focuses on operational efficiencies, 100-store milestone by 2026

AllHome President and Chief Executive Officer Benjamin Therese Serrano regards current challenges in a positive light, pointing to AllHome's continued improvement in operations.

“The mood of the market remains positive, especially with the pandemic drawing to a close. This is evident as we have maintained our consumer basket sizes, showing they remain comfortable in their spending on their home needs. Though current consumer spending has been diverted to less-essential items like travel and entertainment, AllHome has continued to hold its course in terms of delivering value to our stakeholders. We have steadily increased our margins, both in gross and net terms. We have achieved this through the relentless pursuit of improvement through continuous negotiation gains, strategic inventory buys and periodic review of slow-moving and fast-moving products,” she said.

Serrano also reiterated the chain’s continued determination in implementing its operational strategies towards its 100-store milestone by 2026.

“Our capability to implement AllHome’s expansion strategy remains unchanged. We have a massive untapped resource in our synergy with the Villar Group. Of the group’s 147 cities and municipalities nationwide with a ready captive market, AllHome is present in only 35. Our pipeline for expansion, and the potential growth, only bodes well for AllHome,” she adds.

#####

The above contains statements about future events and expectations that constitute “forward-looking statements.” These forward-looking statements include words or phrases such as the Company or its management “believes”, “expects”, “anticipates”, “intends”, “may”, “plans”, “foresees”, “targets”, “aims” “would”, “could” or other words or phrases of similar import. Similarly, statements that describe the Company’s objectives, plans or goals are also forward-looking statements. All such forward-looking statements are subject to known and unknown risks and uncertainties that could cause actual results to differ materially from those contemplated by the relevant forward-looking statement. Such forward looking statements are made based on management’s current expectations or beliefs as well as assumptions made by, and information currently available to, management. These forward-looking statements speak only as at the date of this release and nothing contained in herein is or should be relied upon as a promise, warranty or representation as to the future. The Company expressly disclaims any obligation or undertaking to release, publicly or otherwise, any updates or revisions to any forward-looking statement contained herein to reflect any change in the Company’s expectations with regard thereto or any change in events, conditions, assumptions or circumstances on which any statement is based.