



UPSON INTERNATIONAL CORP.

2024 Annual Stockholders' Meeting

**Growth  
Journey**

# Who we are

NATIONWIDE PRESENCE

232

STORES

RETAIL FLOOR AREA

28,502

SQUARE METERS (SQ.M.)

STOCK KEEPING UNITS (SKUs)

13,000

ACROSS NINE PRODUCT CATEGORIES

EMPLOYEES

795

NEW TECH BRANDS IN 2023

12

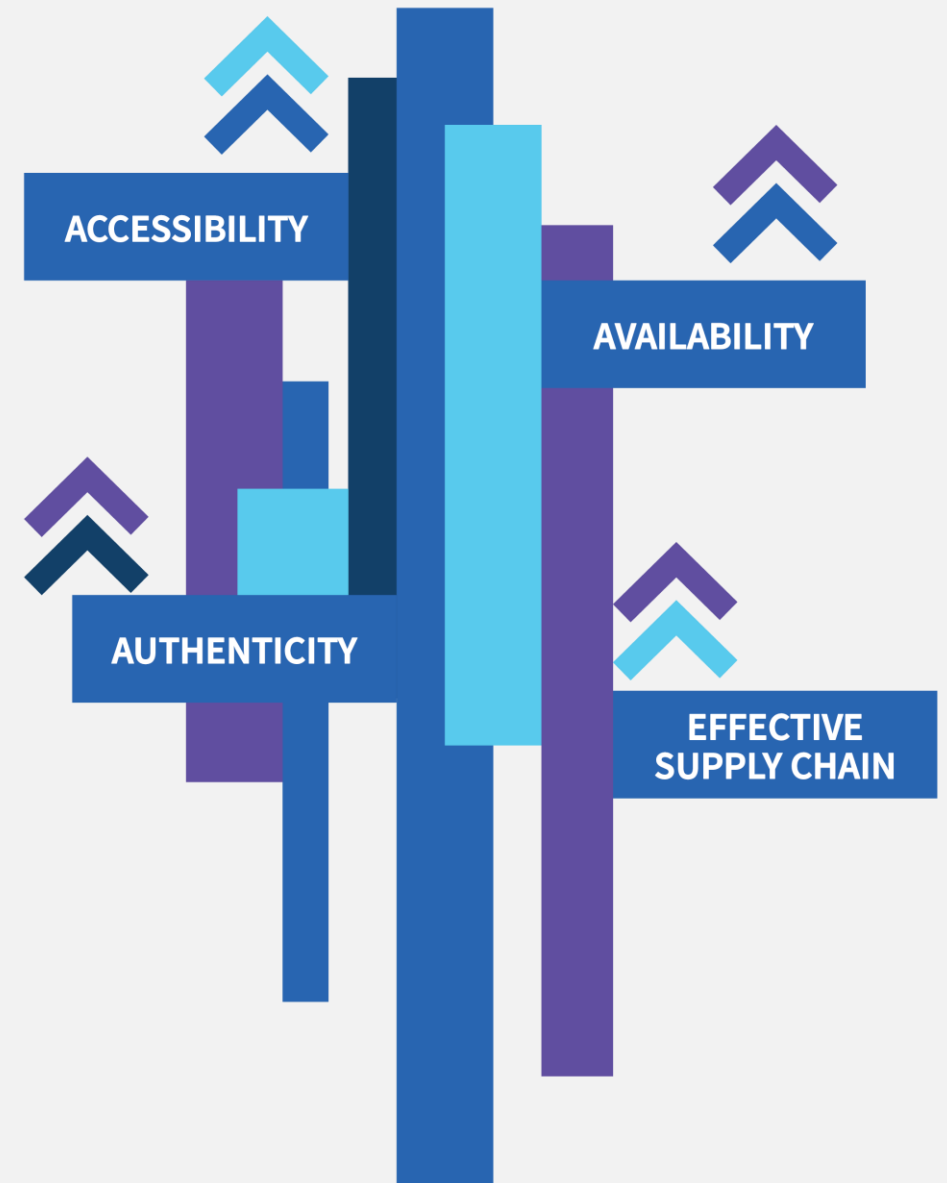
BRANDS IN PORTFOLIO

115



# Our strengths

- We operate in a resilient industry and have a track record of adapting to periods of change and uncertainty.
- We are present in almost every region of the Philippines—from urban to rural areas.
- Our portfolio of quality products at different price points is the most comprehensive in the market.
- Our continued investments in the supply chain allow us to maintain a leading position and support our expanding footprint.
- Our people are engaged and properly equipped.





# Our transformation



Upson rings the opening bell at the Philippine Stock Exchange





# Performance highlights

## Financial highlights

(₹ in millions, except as otherwise stated)

	2023	2022	2021	2020	2019
Revenues	10,010.4	9,462.0	8,567.9	8,152.2	7,569.6
Gross profit	2,077.4	2,179.2	1,885.6	1,671.3	1,581.1
Gross profit margin	20.8%	23.0%	22.0%	20.5%	20.9%
EBITDA	1,016.6	1,072.0	957.1	824.4	725.3
EBITDA margin	10.2%	11.3%	11.2%	10.1%	9.6%
Net income	464.2	537.9	403.6	206.7	85.3
Net income margin	4.6%	5.7%	4.7%	2.5%	1.1%
Earnings per share	0.16	0.22	0.30	0.15	0.06
Inventory turnover (days)	138	119	95	81	85

## Operating data

Number of stores	232	207	183	175	166
Retail floor area (sq.m .)	28,502	25,192	22,667	21,354	20,543

# Our strategy

- Expand our store network and penetrate markets with high potential across Metro Manila, CALABARZON, Central Luzon, Western and Central Visayas, and Mindanao;
- Add nine warehouses and distribution facilities in key locations: Manila, Cabanatuan, Dagupan, Naga, Palawan, Iloilo, Bacolod, General Santos, and Zamboanga;
- Ensure stock availability and wide product range in existing and adjacent categories and aligning inventory and marketing with anticipated demand and product lifecycle;
- Develop new store formats to meet the distinctive demands of certain markets, complement current offerings, and facilitate new in-store experience; and
- Excel in omni-channel experience and raise brand recognition through enhanced digital presence and loyalty program, impactful marketing strategy, and improved customer engagement.

# Our progress

- Added 25 new stores: Octagon (16), Micro Valley (3), Octagon Mobile (1), and Acer and TP-Link concept stores (5), ending the year with 232 stores
- Invested in the construction of an additional warehouse in Manila as well as improvements and fixtures for new warehouse sites in Dagupan and Iloilo and for existing facilities in Cebu and Davao
- Introduced 12 tech brands, bringing total product portfolio to 115 brands
- Began to set up Apple corners in select stores
- Disbursed a total of ₱418.8 million from the IPO proceeds, balance of ₱983 million at 31 December 2023











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