

All Day Supermarket

9M 2021

Results Briefing



Agenda



9M 2021 Financial Highlights

Financial & Operating Performance

New Initiatives

ESG Activities

On Track To A Banner Year



Year-on-year Comparison

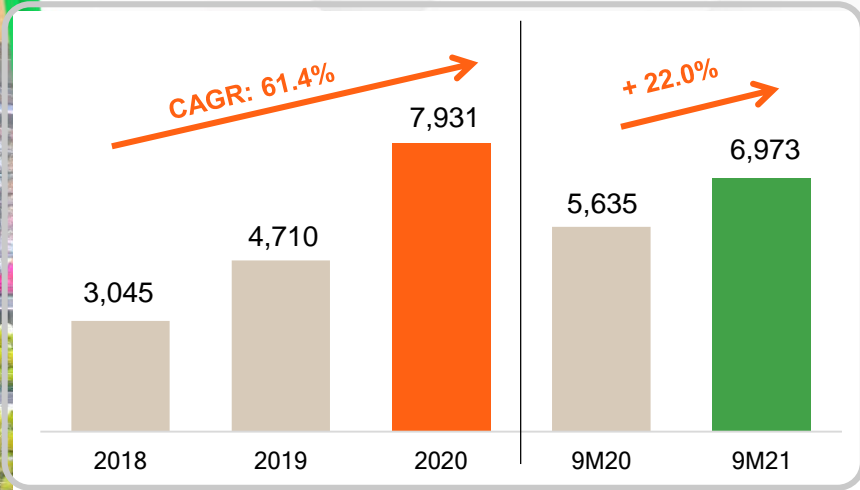
+22.0%
in Sales

+21.4%
in Gross Profit

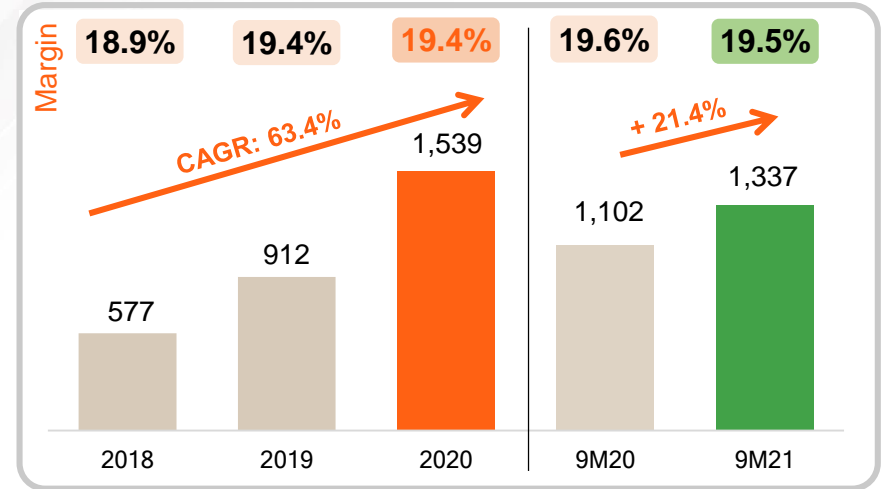
+60.6%
in Net Profit

Increasing Topline and Healthy Margins

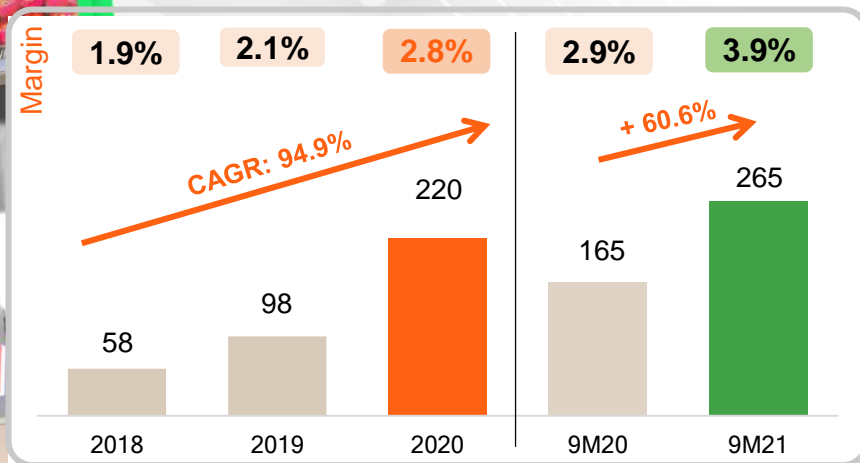
Sales



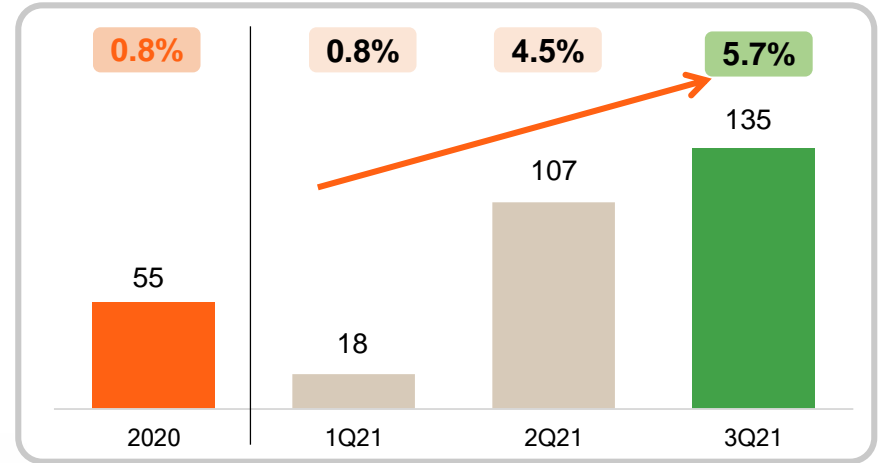
Gross Profit and Margin



Net Profit and Margin

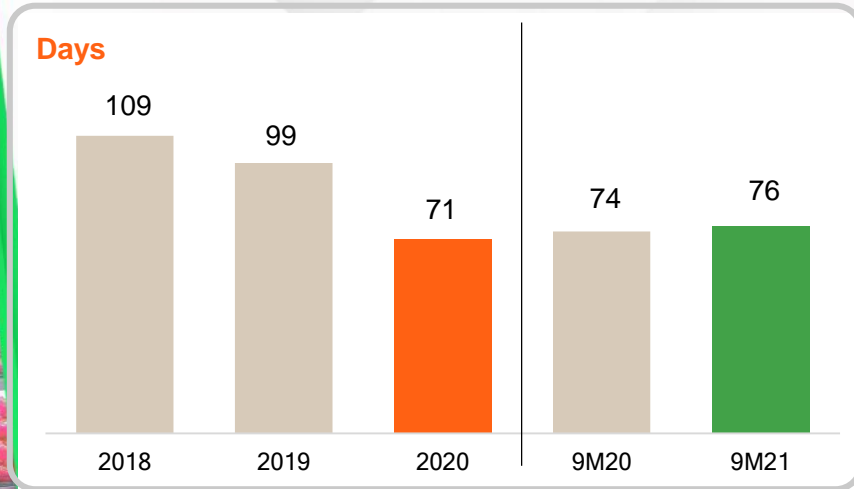


E-comm Sales

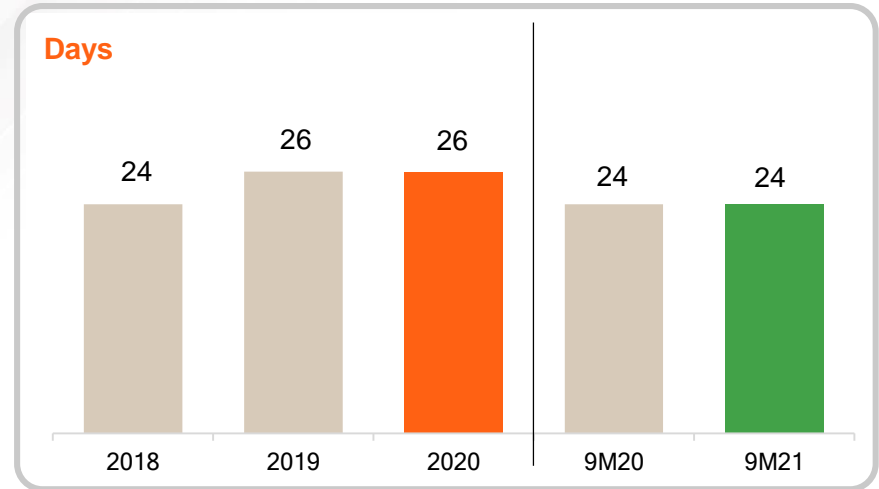


Improving Operational Performance

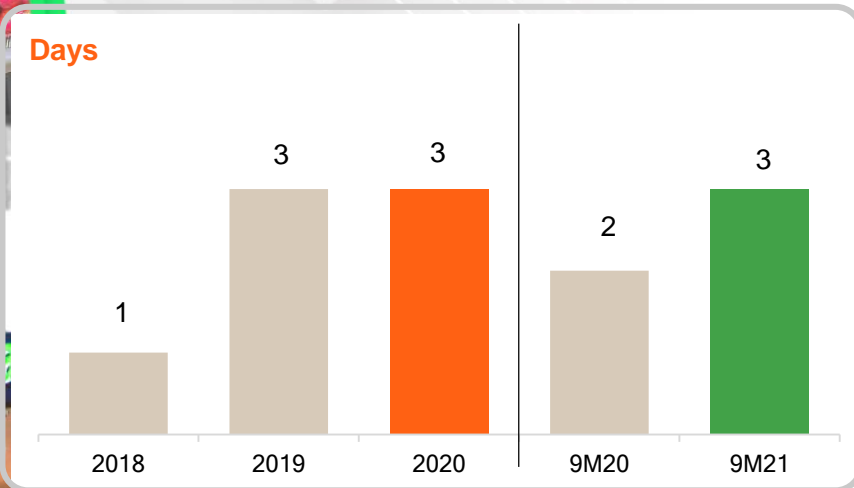
Inventory Turnover



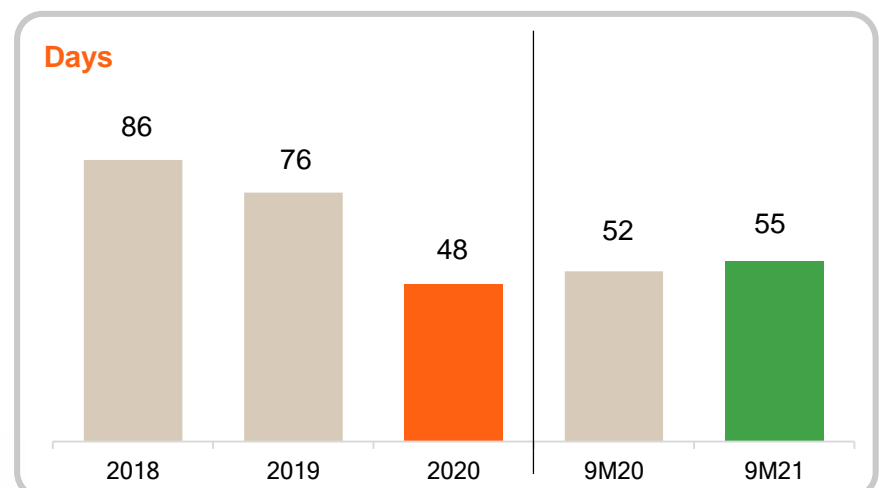
Trade Payables Turnover



Trade Receivables Turnover

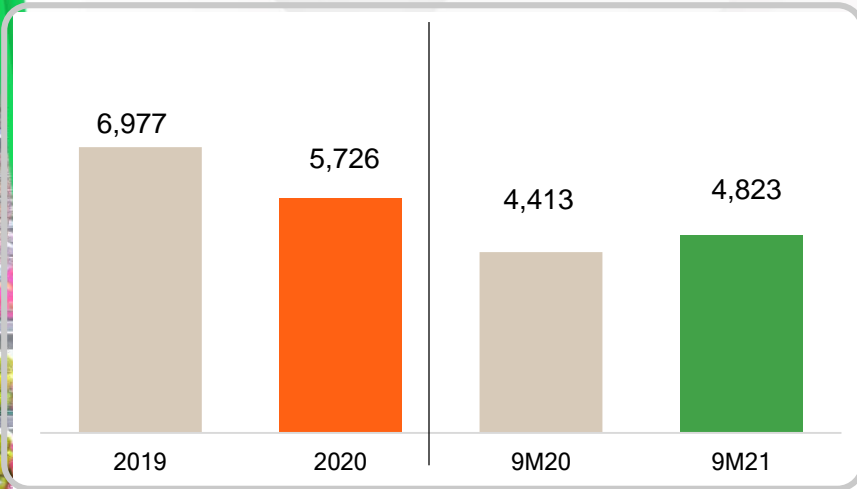


Cash Conversion Cycle

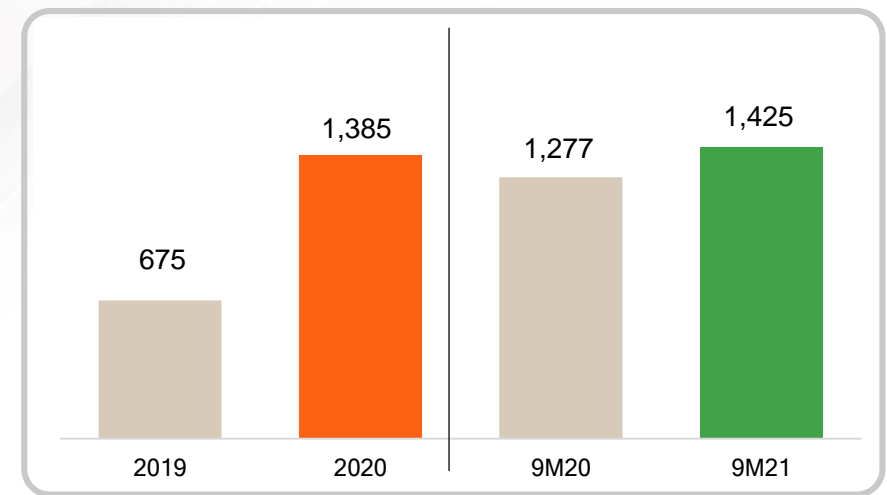


Improving Operational Performance

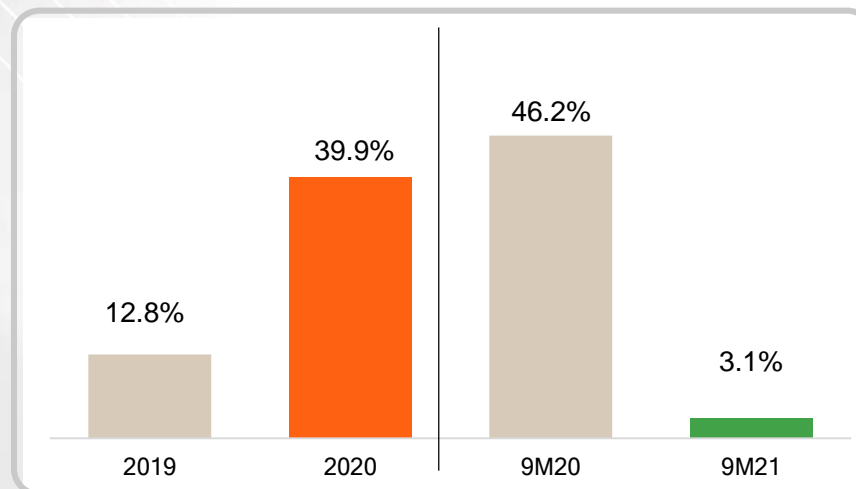
No. of Transactions



Average Basket Size



Same Store Sales Growth



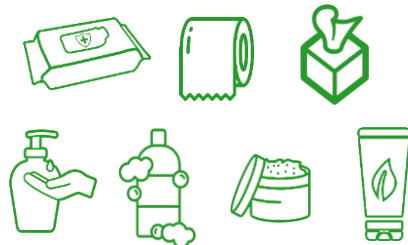
Upcoming Developments

To increase customer engagement via MoEngage

- SMS Blasting
- Email Marketing
- On-Site Messaging
- Push Notifications
- Facebook Audience Retargeting
- Custom Audiences

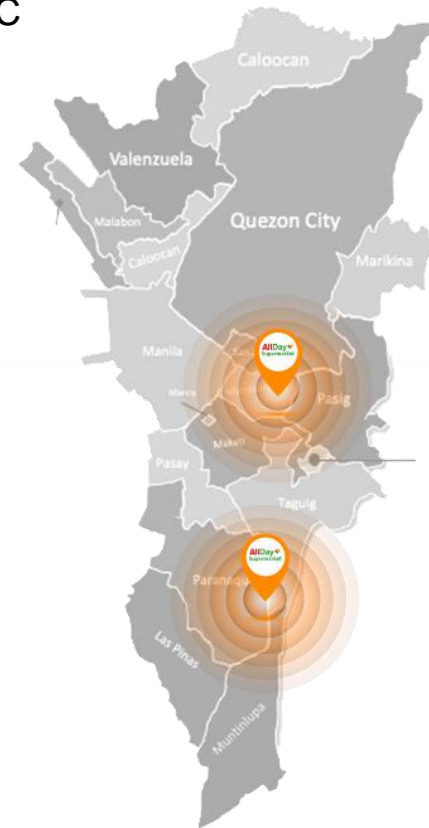
To launch private-label items

- Wipes
- Liquid Hand soap
- Body wash
- Body scrub
- Lotion
- Tissue



To open 2 new stores

- East Lake
- WCC



Engaging Our Customers Sustainably



AllDay Eco Bag



“ AllDay prides itself as being one with the communities that it serves. The pollution problem present today is a shared responsibility, and we are proud to comply with the well-meaning local ordinances, as well as continue to initiate our own efforts as we make our journey to zero-waste a reality. ”

- Camille Villar, AllDay's Vice-Chairman



National Hakot

AllDay Supermarket conducted the National Hakot that brought smile in the faces of every individual who were chosen to be part of AllDay Supermarket's National Hakot. AllDay chose 10 candidates with inspiring stories to do the Hakot Challenge.

Winners have shared their experience and gratitude to AllDay Supermarket on how the hakot challenge helped them, and their families.



Thank you!

Day

LIVE to