

# 1H 2022 Results Briefing



# 1H 2022 Financial Highlights

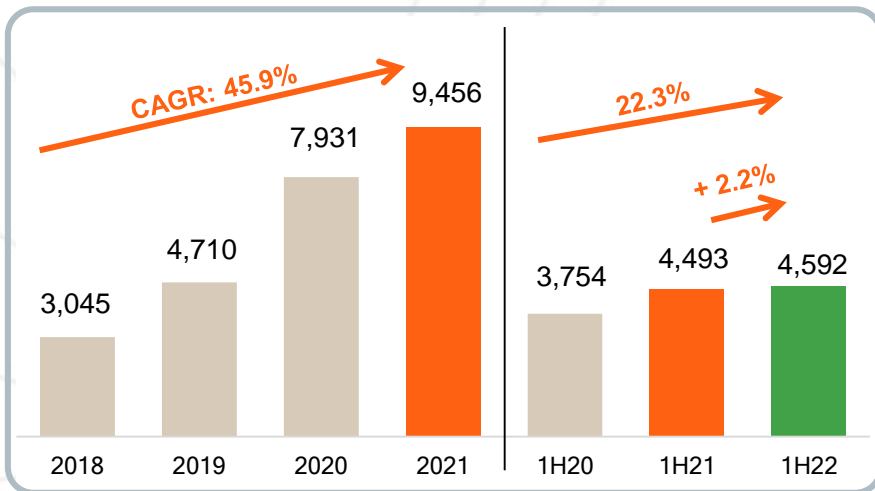
**+2.2%**  
in Sales

**+7.2%**  
in Gross Profit

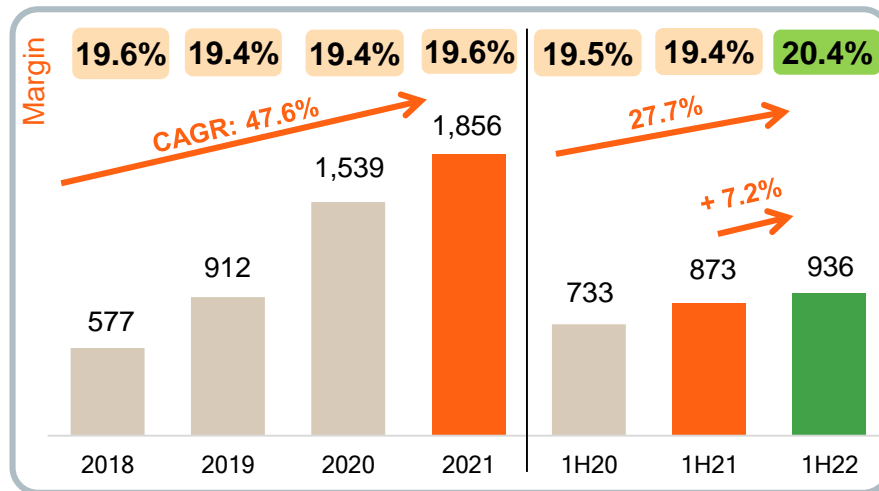
**+1.4%**  
in Core Net  
Income

# Financial Performance

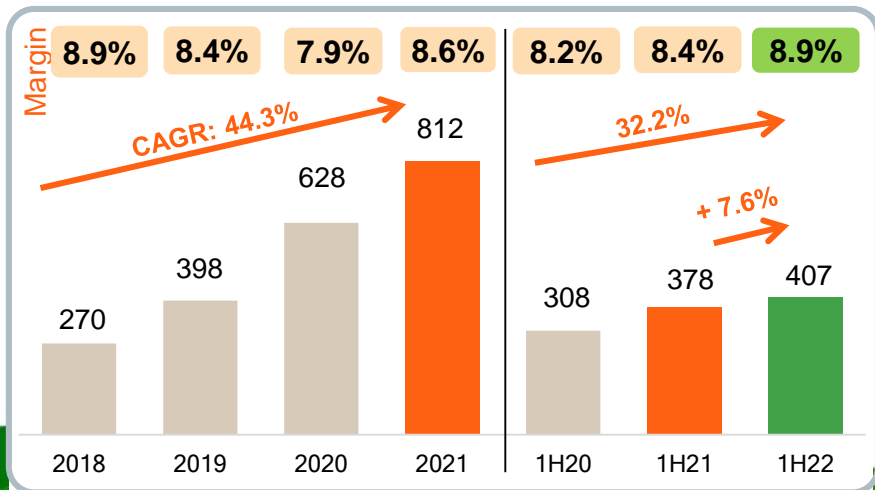
## Sales



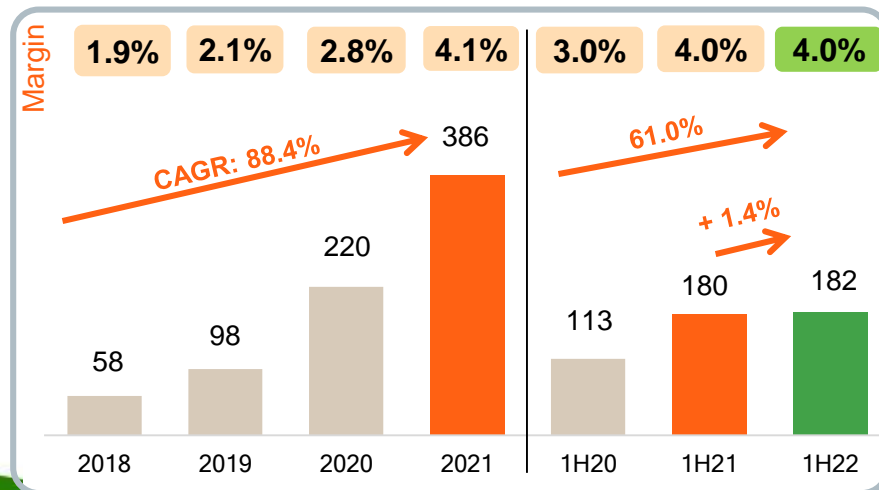
## Gross Profit and Margin



## EBITDA and Margin



## Core Net Income and Margin



# Income Statement

IN PHP MILLIONS	2Q 2022	2Q 2021	% Change	1H 2022	1H 2021	% Change
<b>Revenues</b>	<b>2,300</b>	<b>2,358</b>	-2.5%	<b>4,592</b>	<b>4,493</b>	2.2%
Cost of Goods Sold	1,831	1,909	-4.1%	3,656	3,620	1.0%
<b>Gross Profit</b>	<b>469</b>	<b>449</b>	4.5%	<b>936</b>	<b>873</b>	7.2%
<i>Gross Profit Margin</i>	<i>20.4%</i>	<i>19.0%</i>		<i>20.4%</i>	<i>19.4%</i>	
Other Income	13	27	-50.9%	25	37	-32.9%
Operating Expenses	387	350	10.6%	733	669	9.6%
<b>Operating Profit</b>	<b>96</b>	<b>127</b>	-24.3%	<b>228</b>	<b>241</b>	-5.6%
<b>EBITDA</b>	<b>187</b>	<b>197</b>	-5.4%	<b>407</b>	<b>378</b>	7.6%
<i>EBITDA Margin</i>	<i>8.1%</i>	<i>8.4%</i>		<i>8.9%</i>	<i>8.4%</i>	
<b>Core Net Income</b>	<b>87</b>	<b>108</b>	-19.4%	<b>182</b>	<b>180</b>	1.4%
<i>Net Margin</i>	<i>3.8%</i>	<i>4.6%</i>		<i>4.0%</i>	<i>4.0%</i>	
Losses on damaged assets	-	-	-	(170)	-	-
<b>Net Income</b>	<b>87</b>	<b>108</b>	-19.4%	<b>12</b>	<b>180</b>	-93.5%
<i>Net Margin</i>	<i>3.8%</i>	<i>4.6%</i>		<i>0.5%</i>	<i>4.0%</i>	

# Financial Position

IN PHP MILLIONS	June 30, 2022	December 31, 2021	% Change
Current Assets	3,697	3,824	-3.3%
Noncurrent Assets	5,092	4,952	2.8%
<b>Total Assets</b>	<b>8,789</b>	<b>8,776</b>	<b>0.1%</b>
Current Liabilities	1,546	1,517	2.0%
Noncurrent Liabilities	862	891	-3.2%
<b>Total Liabilities</b>	<b>2,408</b>	<b>2,407</b>	<b>0.0%</b>
Capital Stock	2,286	2,286	0.0%
Additional Paid-in Capital	3,317	3,317	0.0%
Retained Earnings	778	767	1.5%
<b>Total Equity</b>	<b>6,381</b>	<b>6,369</b>	<b>0.2%</b>
Current ratio	2.40	2.52	
Quick ratio	0.72	0.70	
Debt to equity ratio	0.38	0.38	
Return on asset*	2.2%	4.4%	
Return on equity*	3.0%	6.1%	

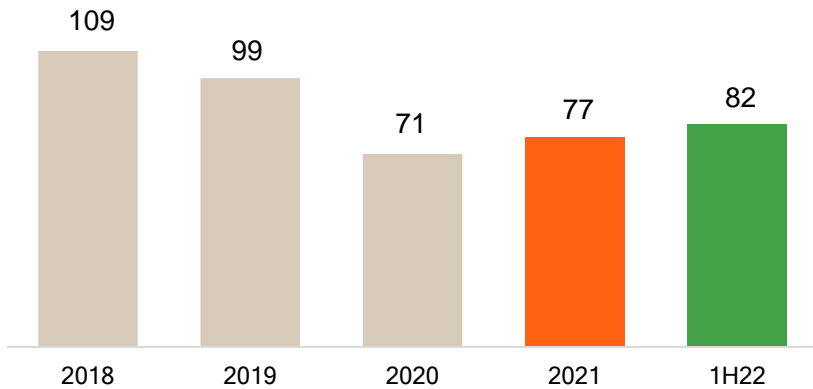
\*Based on Core Net income, ROA for 1H2022 is 4.1% and ROE is 5.7%.

# Working Capital



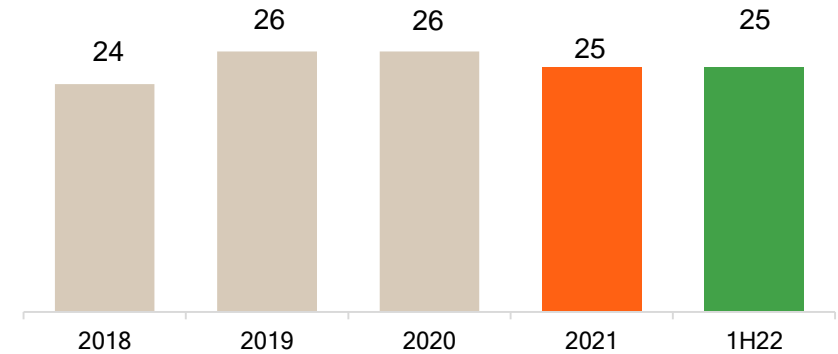
## Inventory Turnover

Days



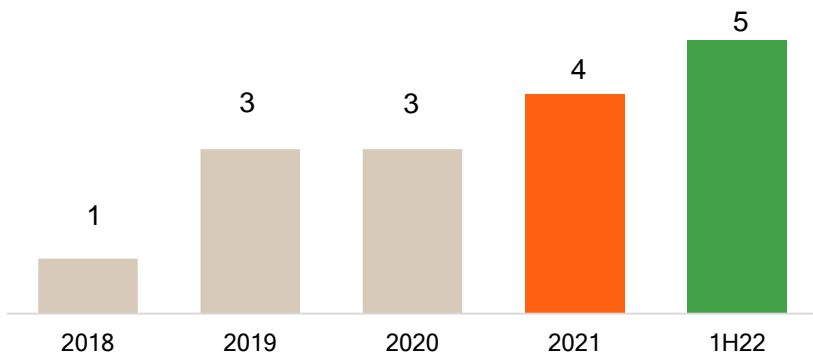
## Trade Payables Turnover

Days



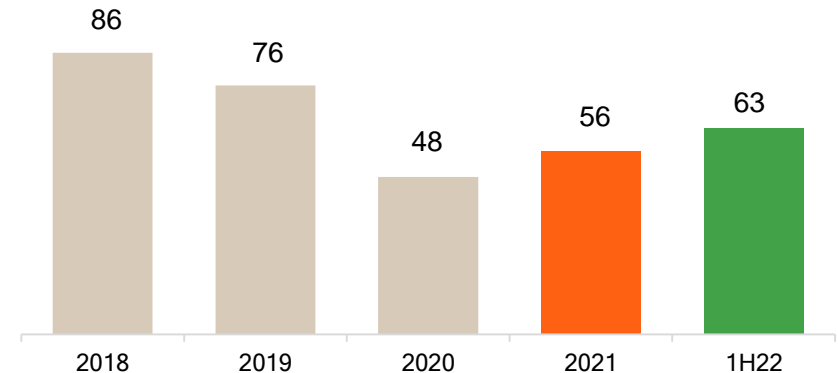
## Trade Receivables Turnover

Days

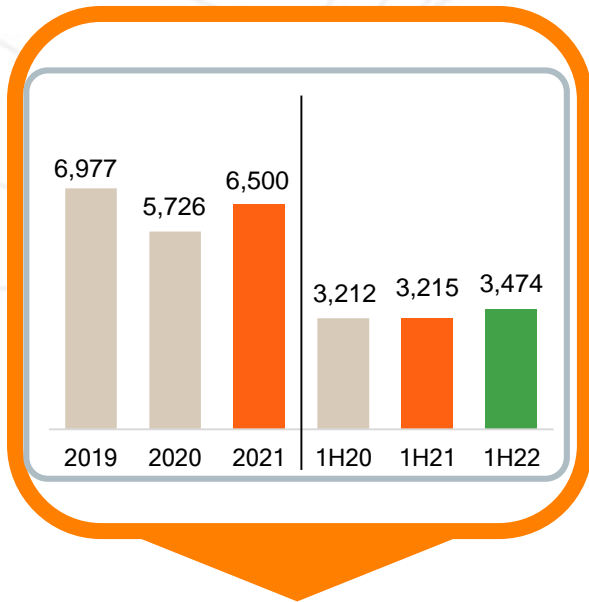


## Cash Conversion Cycle

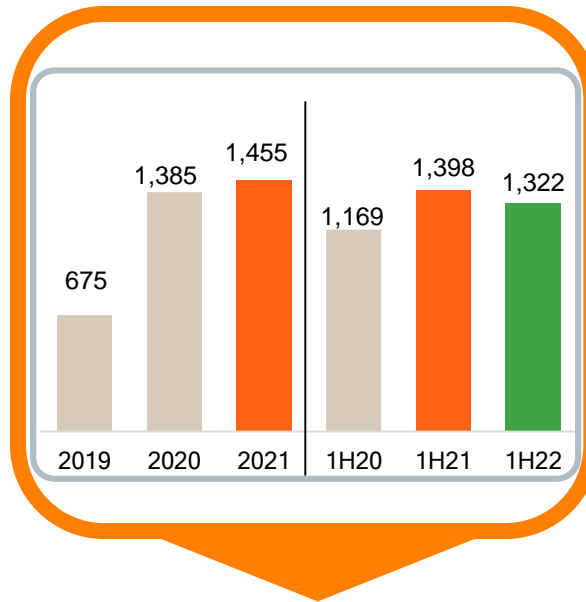
Days



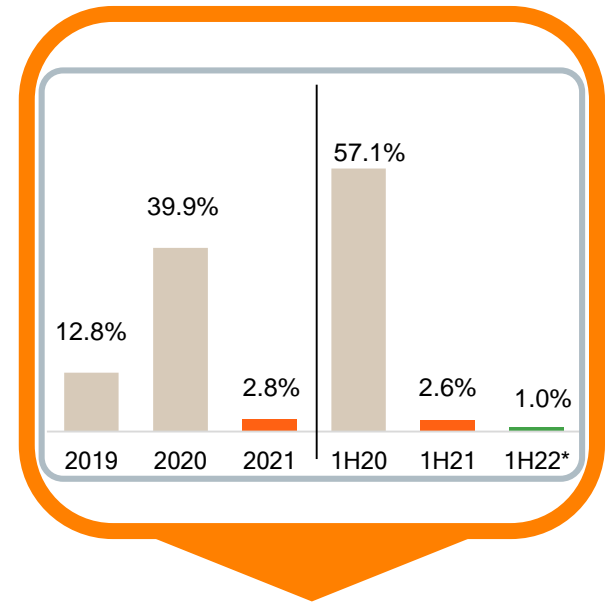
# Operational Highlights



No. of Transactions



Average Basket Size



Same Store Sales Growth

\*excludes AllDay Alabang

# 2H 2022 Initiatives





## 45+ SKUs Categories:

- Lotion
- Body wash
- Body scrub
- Hand soap
- Wipes
- Facial tissue
- Bathroom tissue
- Alcohol



# Relaunching of Paluto and Gastroville



AllDay's unique Paluto concept is set to relaunch, in anticipation of the customers' pent-up demand for dining in malls and restaurants.



# Cash Dividend



**20% of PY Earnings**

**Ex-Date**  
**Aug 15, 2022**

**Record Date**  
**Sep 12, 2022**

**Payment Date**  
**Oct 4, 2022**

**Thank You!**

