

1Q 2022 Results Briefing



Financial Highlights

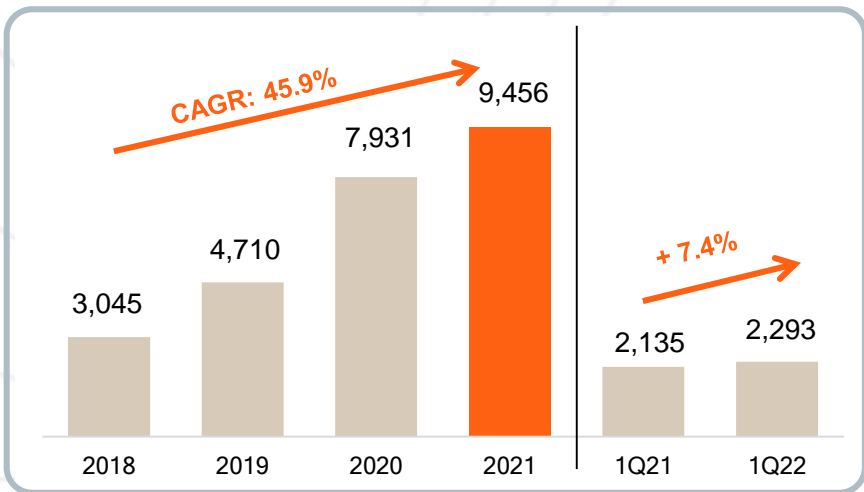
+7.4%
in Sales

+10.2%
in Gross Profit

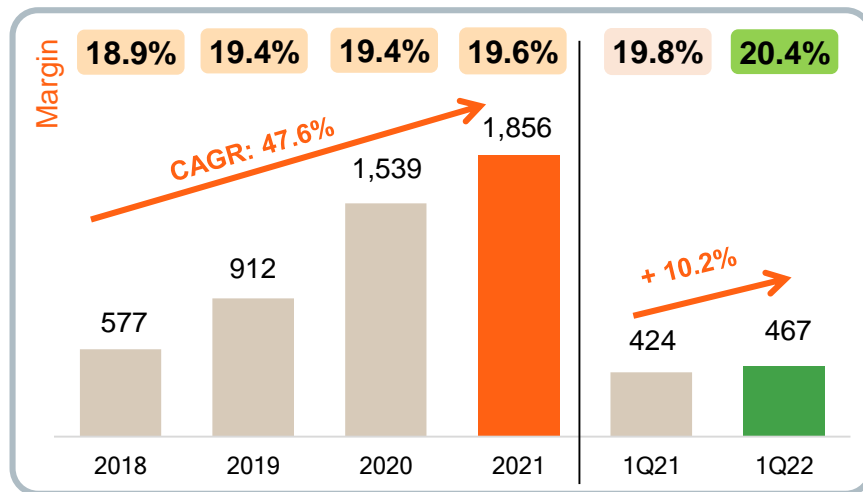
+32.9%
in Core Net
Income

Financial Performance

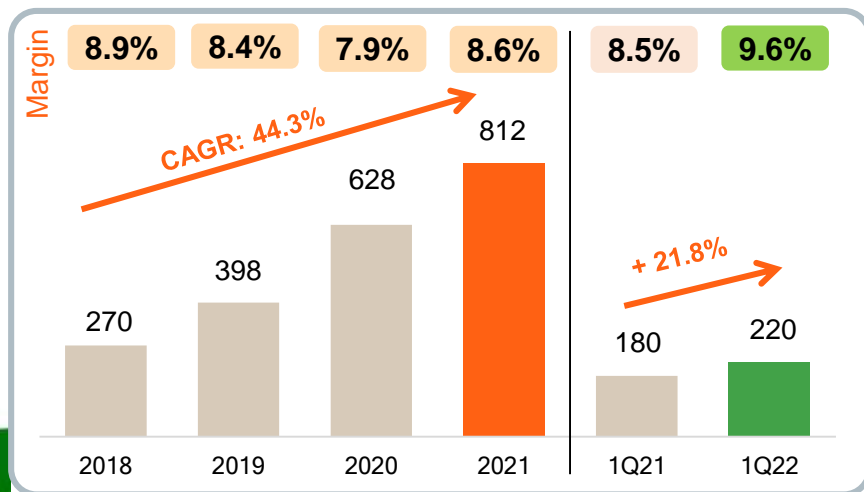
Sales



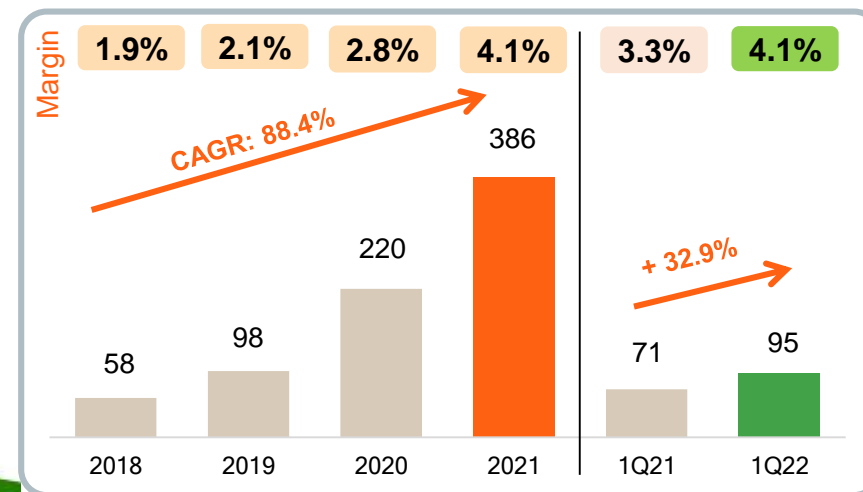
Gross Profit and Margin



EBITDA and Margin



Core Net Income and Margin



Income Statement

IN PHP MILLIONS	1Q 2022	1Q 2021	% Change
Revenues	2,293	2,135	7.4%
Cost of Goods Sold	1,826	1,712	6.7%
Gross Profit	467	424	10.2%
<i>Gross Profit Margin</i>	<i>20.4%</i>	<i>19.8%</i>	
Other Income	12	10	16.4%
Operating Expenses	347	319	8.6%
Operating Profit	132	114	15.1%
EBITDA	220	180	21.8%
<i>EBITDA Margin</i>	<i>9.6%</i>	<i>8.5%</i>	
Core Net Income	95	71	32.9%
<i>Net Margin</i>	<i>4.1%</i>	<i>3.3%</i>	
Losses on damaged assets	(170)	-	-
Net Income	(76)	71	-205.8%
<i>Net Margin</i>	<i>-3.3%</i>	<i>3.3%</i>	

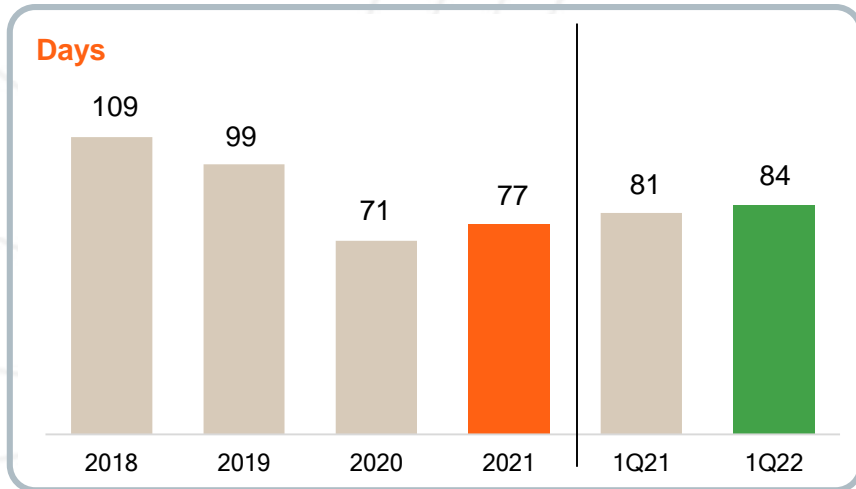
Financial Position

IN PHP MILLIONS	1Q 2022	FY 2021	% Change
Current Assets	3,700	3,824	-0.7%
Noncurrent Assets	5,002	4,952	-1.4%
Total Assets	8,702	8,776	-1.1%
Current Liabilities	1,539	1,517	0.2%
Noncurrent Liabilities	870	891	-2.3%
Total Liabilities	2,409	2,407	-0.8%
Capital Stock	2,286	2,286	0.0%
Additional Paid-in Capital	3,317	3,317	0.0%
Retained Earnings	691	767	-9.9%
Total Equity	6,293	6,369	-1.2%
Current ratio	2.40	2.52	
Quick ratio	0.71	0.70	
Debt to equity ratio	0.38	0.38	
Return on asset*	2.4%	4.4%	
Return on equity*	3.3%	6.1%	

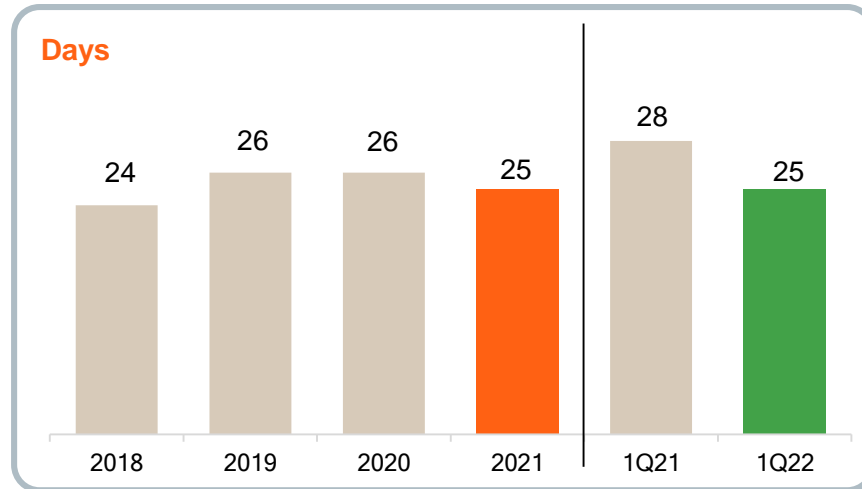
*Based on Core Net income, ROA for 1Q2022 is 4.4% and ROE is 6.0%.

Working Capital

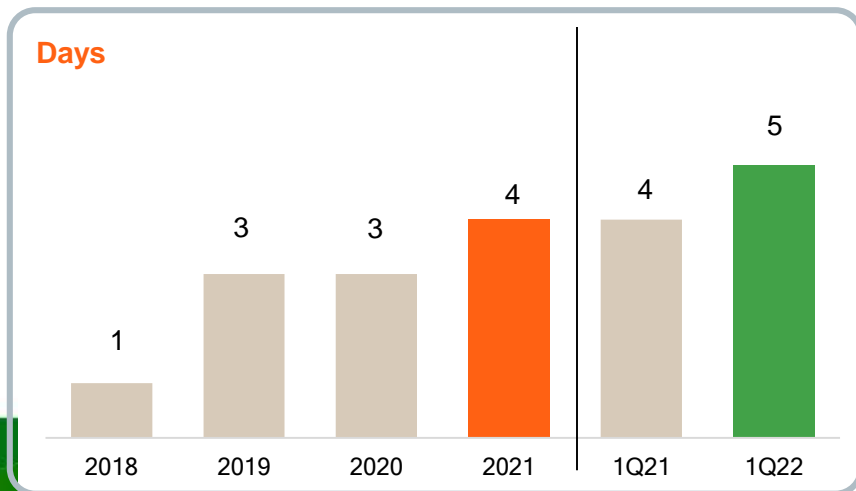
Inventory Turnover



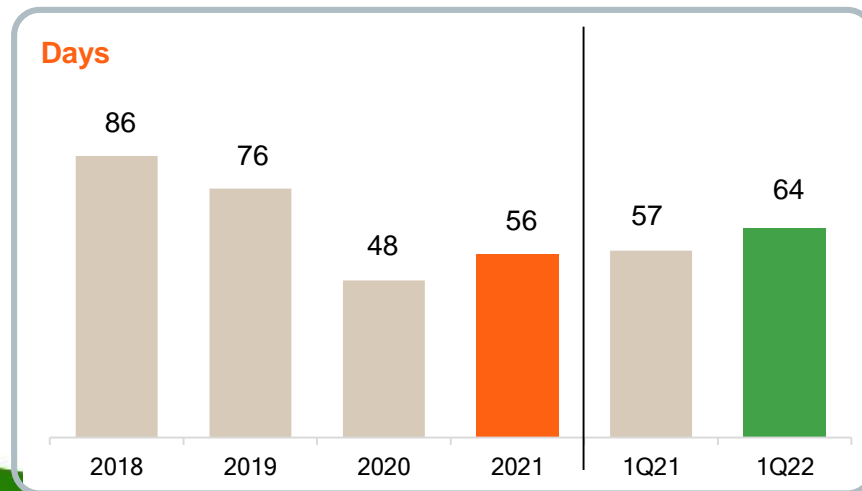
Trade Payables Turnover



Trade Receivables Turnover



Cash Conversion Cycle



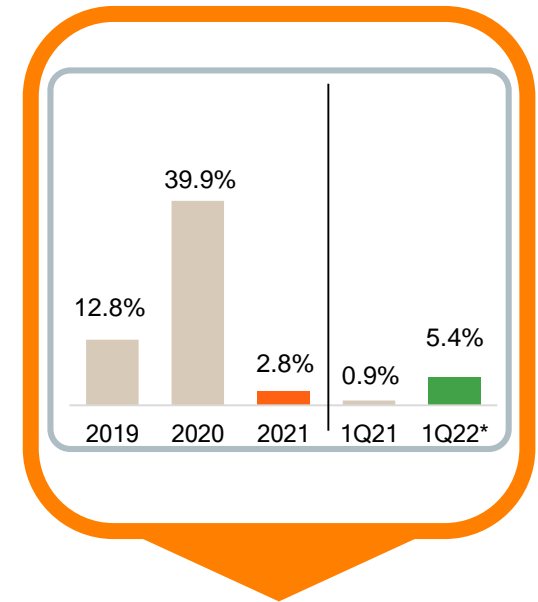
Operational Highlights



No. of Transactions



Average Basket Size



Same Store Sales Growth

**1Q2022 SSSG excludes AllDay Alabang*

2022 Plans and Programs

Store Expansion



Expand the AllDay store network; 8-10 stores in 2022

Successfully opened Worldwide Corporate Center branch, last January 2022.

Pursuit of Margin Improvement



52 bps Y-o-Y increase in gross margin

Further margin improvement through various operational efficiencies

Continuous Innovation



Another PH-first: AllDay Smart Carts Launch

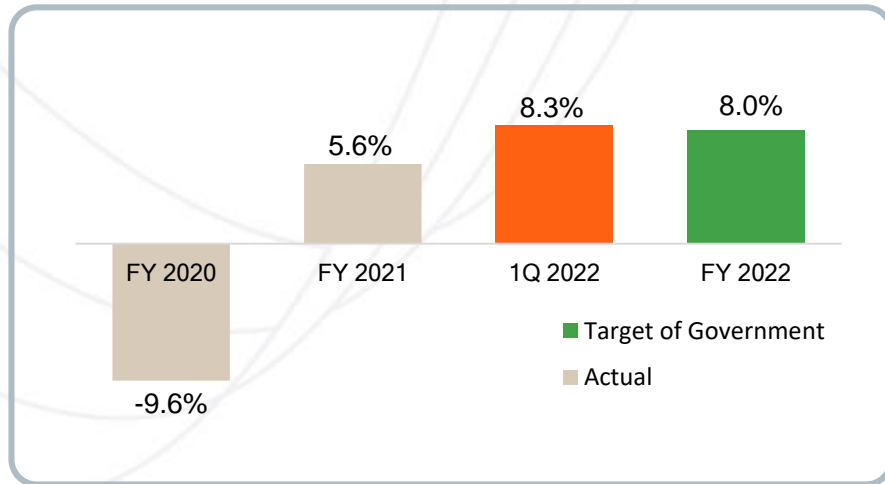
Elevated E-comm Experience



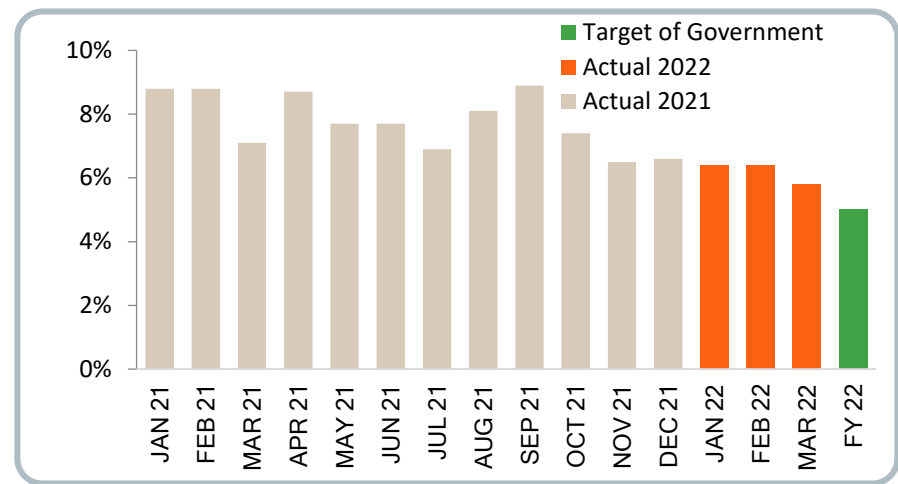
Further fine-tuning of the user experience of allday.com.ph

Macroeconomic Outlook

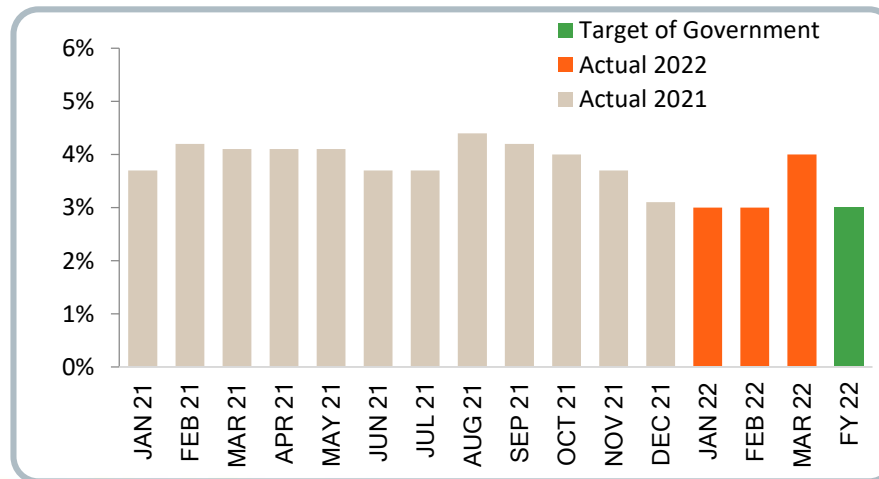
GDP



Unemployment Rate



Inflation Rate



Thank You!

