

9M 2022 Results Briefing

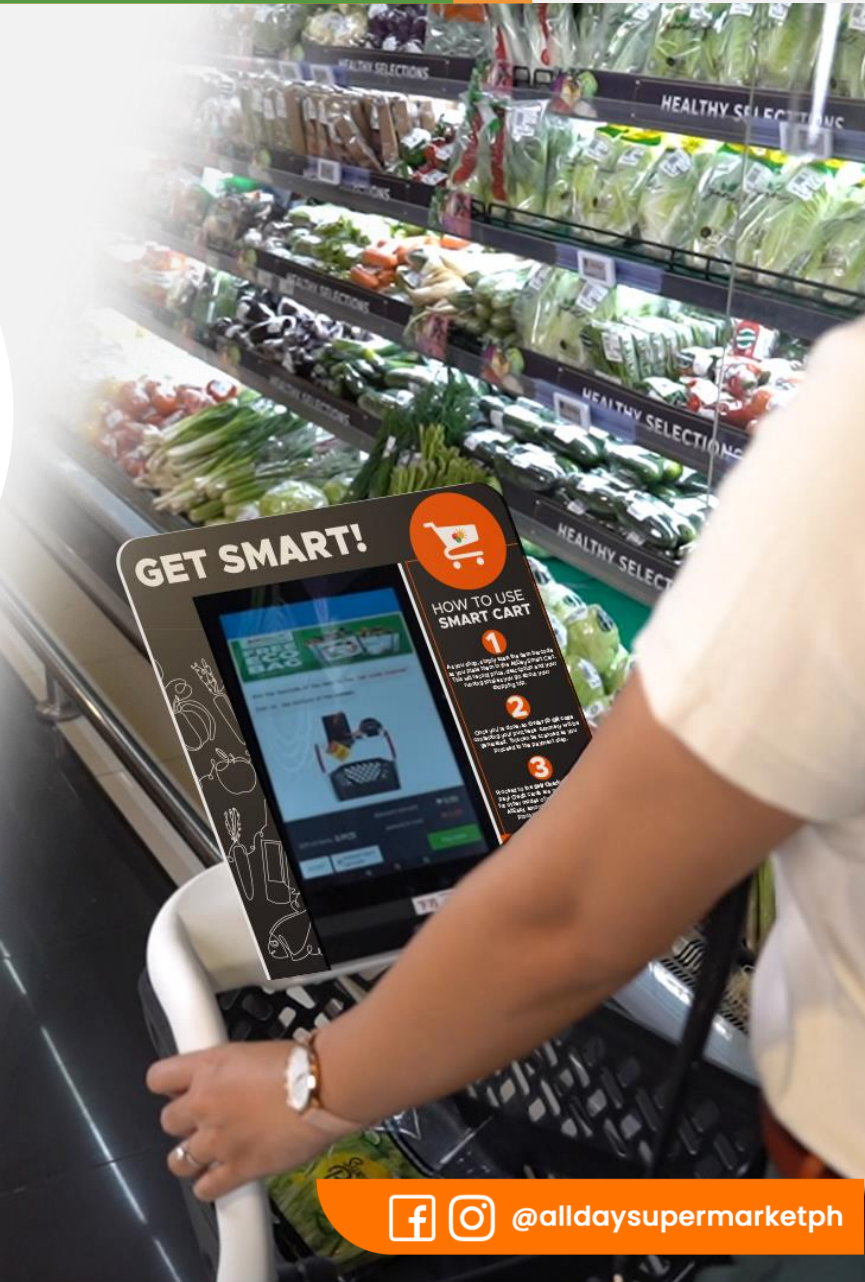


9M 2022 Financial Highlights

+2.8%
in Sales

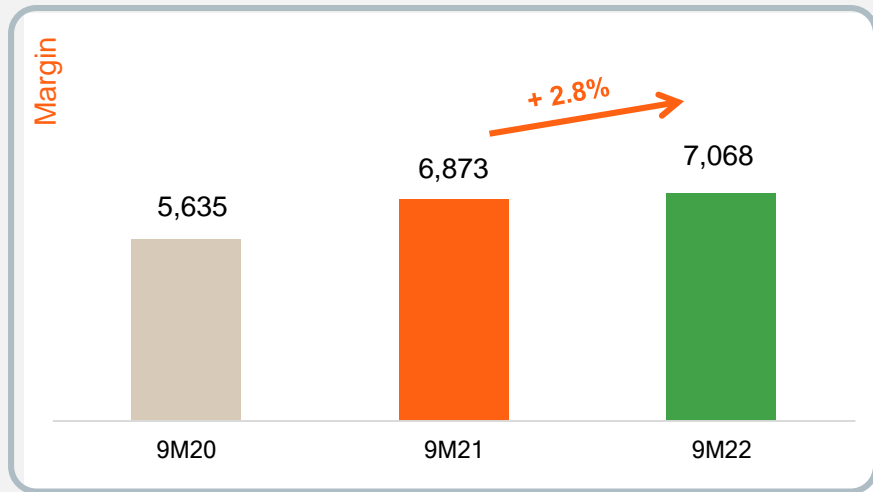
+7.9%
in Gross Profit

+1.9%
in Core Net
Income

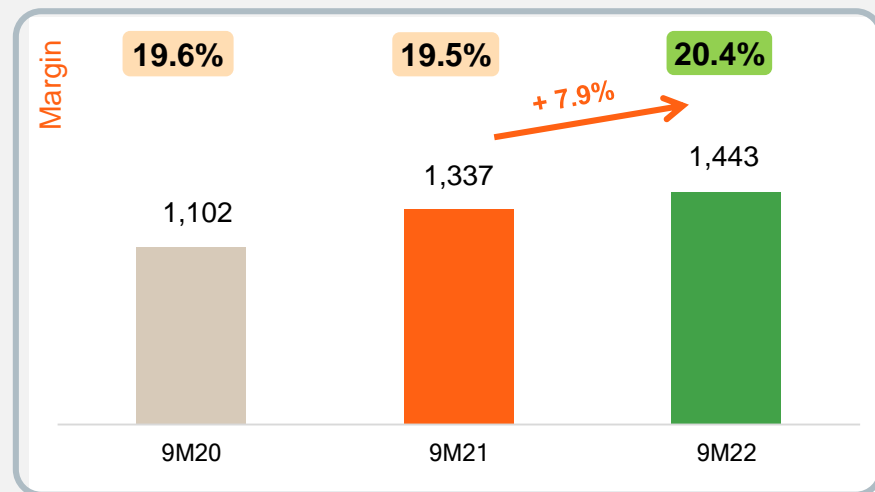


Financial Performance

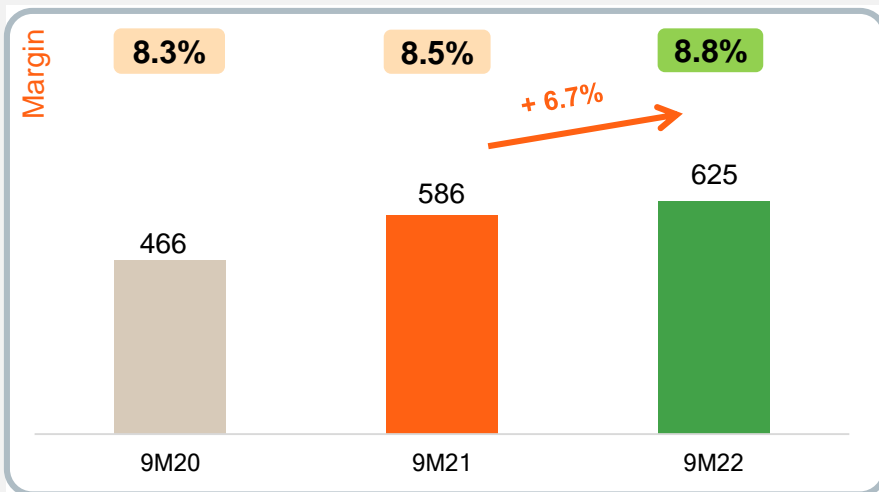
Sales



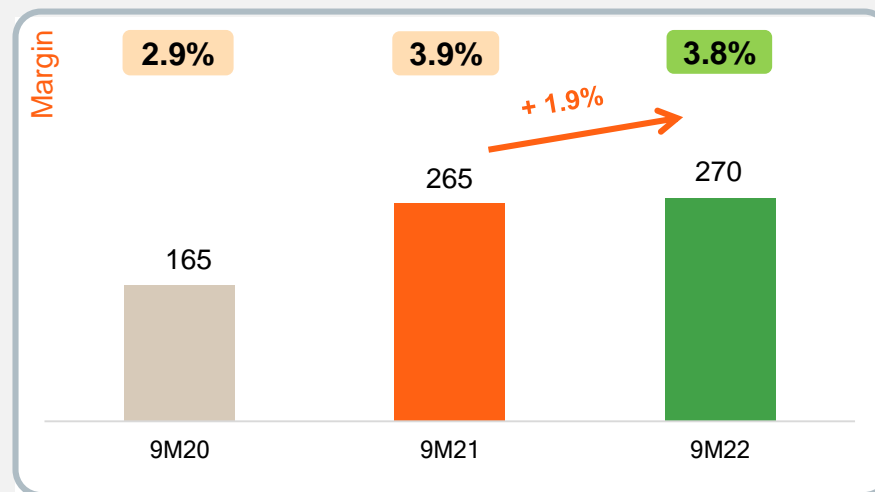
Gross Profit and Margin



EBITDA and Margin



Core Net Income and Margin



Income Statement

IN PHP MILLIONS	3Q 2022	3Q 2021	% Change	9M 2022	9M 2021	% Change
Revenues	2,475	2,380	4.0%	7,068	6,873	2.8%
Cost of Goods Sold	1,968	1,916	2.7%	5,624	5,536	1.6%
Gross Profit	507	464	9.2%	1,443	1,337	7.9%
<i>Gross Profit Margin</i>	<i>20.5%</i>	<i>19.5%</i>		<i>20.4%</i>	<i>19.5%</i>	
Other Income	14	15	-3.9%	40	52	-24.6%
Operating Expenses	399	345	15.6%	1,132	1,014	11.7%
Operating Profit	123	135	-8.6%	351	376	-6.7%
EBITDA	218	208	5.0%	625	586	6.7%
<i>EBITDA Margin</i>	<i>8.8%</i>	<i>8.7%</i>		<i>8.8%</i>	<i>8.5%</i>	
Core Net Income	88	86	3.0%	270	265	1.9%
<i>Net Margin</i>	<i>3.6%</i>	<i>3.6%</i>		<i>3.8%</i>	<i>3.9%</i>	
Losses on damaged assets	-	-	-	(170)	-	-
Net Income	88	86	3.0%	100	265	-62.3%
<i>Net Margin</i>	<i>3.6%</i>	<i>3.6%</i>		<i>1.4%</i>	<i>3.9%</i>	

Financial Position

IN PHP MILLIONS	September 30, 2022	December 31, 2021	% Change
Current Assets	3,792	3,824	-0.8%
Noncurrent Assets	5,140	4,952	3.8%
Total Assets	8,933	8,776	1.8%
Current Liabilities	1,706	1,517	12.5%
Noncurrent Liabilities	831	891	-6.7%
Total Liabilities	2,537	2,407	5.4%
Capital Stock	2,286	2,286	0.0%
Additional Paid-in Capital	3,317	3,317	0.0%
Retained Earnings	794	767	3.5%
Total Equity	6,396	6,369	0.4%
Current ratio	2.25	2.52	
Quick ratio	0.65	0.70	
Debt to equity ratio	0.39	0.38	
Return on asset*	4.0%	4.4%	
Return on equity*	5.6%	6.1%	

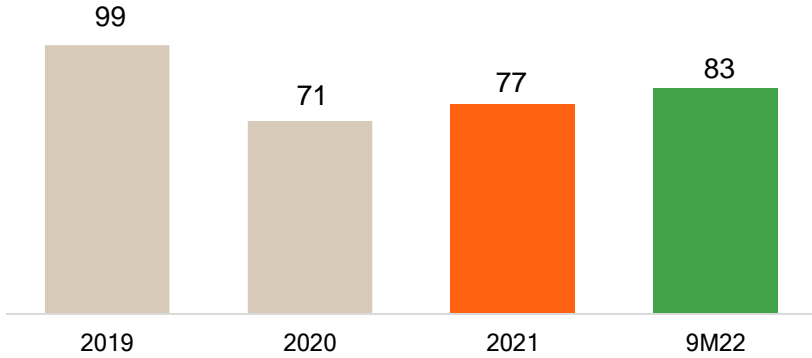
* Based on Core Net income.

** Based on Net Income after fire loss, ROA for 9M2022 is 2.1% and ROE is 3.0%.

Working Capital

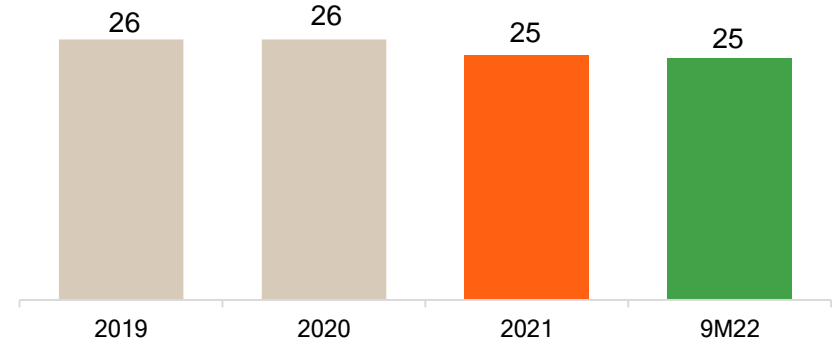
Inventory Turnover

Days



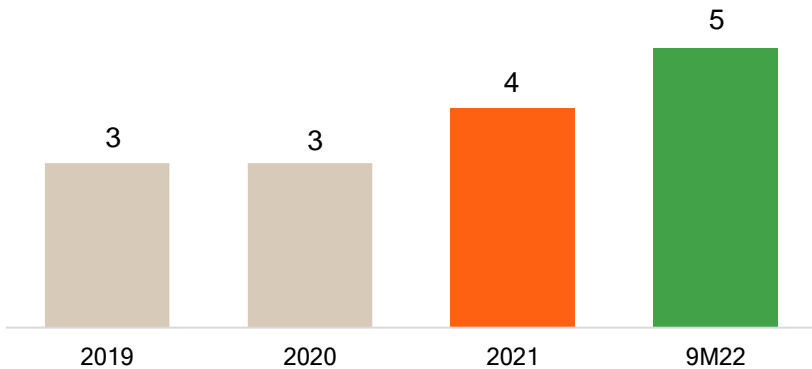
Trade Payables Turnover

Days



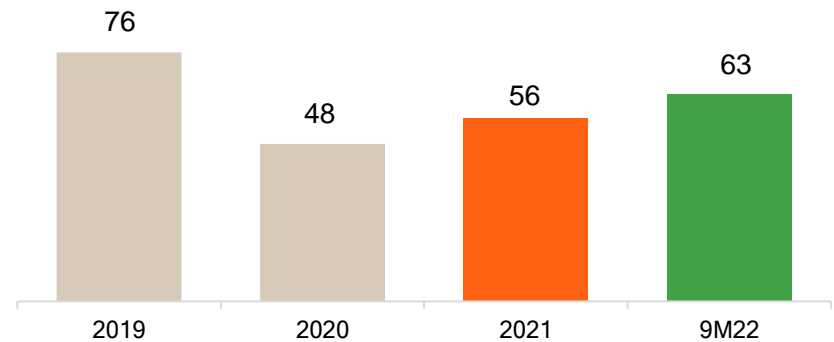
Trade Receivables Turnover

Days

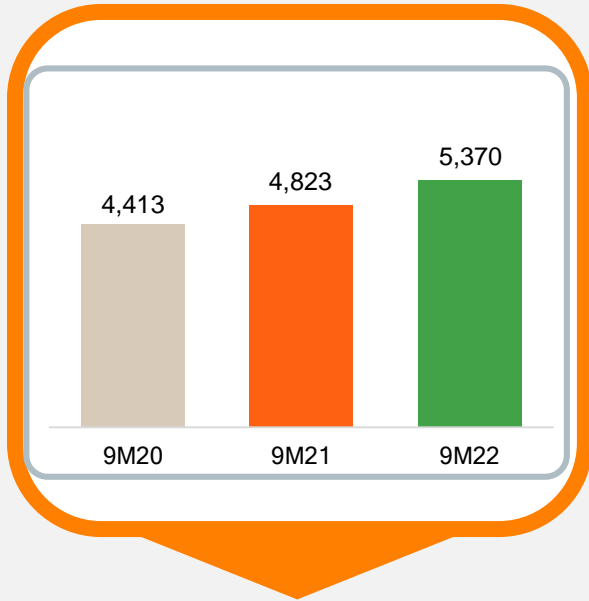


Cash Conversion Cycle

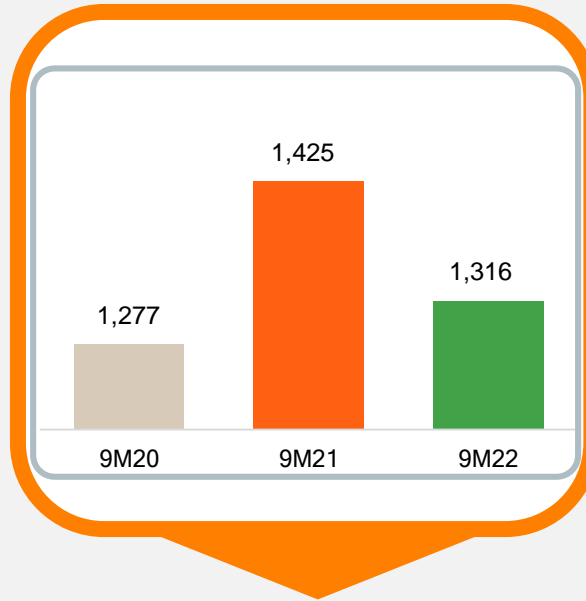
Days



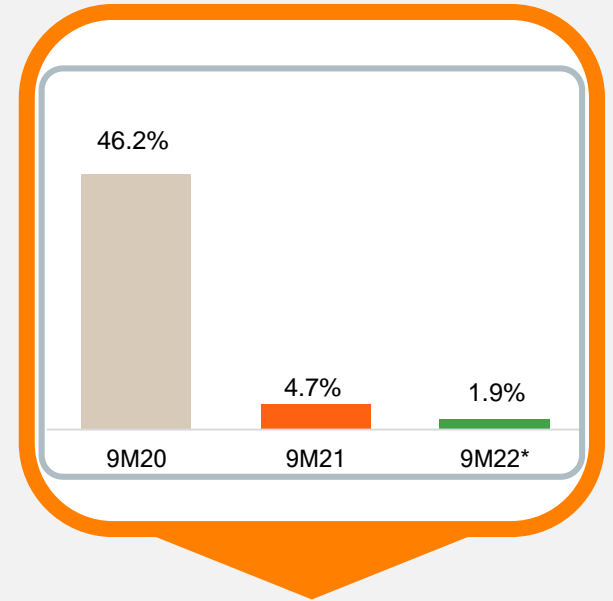
Operational Highlights



No. of Transactions



Average Basket Size



Same Store Sales Growth

**excludes AllDay Alabang*

Shifting Consumer Behavior



**Recovery of
in-store traffic**



**Pantry levels
normalizing**



**Shift in spending
towards restaurants,
entertainment and
travel**

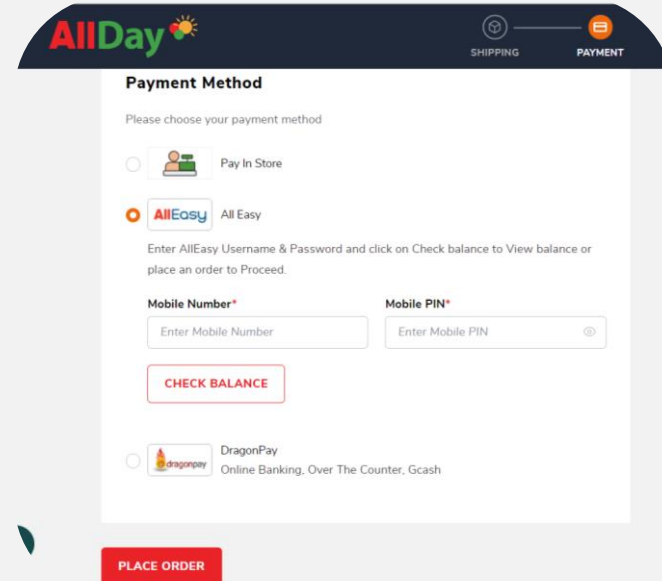
Always Innovating, In-Store and Online

Addie the Service Robot



- PH's 1st fully automated supermarket assistant and product promoter
- Shoppers can interact with the robot through product pushes, audio prompts, and an interactive touchscreen interface

AllEasy Payment Integration

A screenshot of the AllDay Supermarket mobile app's payment screen. The header shows the AllDay logo and navigation options for SHIPPING and PAYMENT. The main section is titled "Payment Method" and asks the user to choose a payment method. There are three radio button options: "Pay In Store", "AllEasy All Easy" (which is selected), and "DragonPay Online Banking, Over The Counter, Gcash". Below the "AllEasy" option, there is a text prompt: "Enter AllEasy Username & Password and click on Check balance to View balance or place an order to Proceed." This is followed by two input fields for "Mobile Number*" and "Mobile PIN*", each with a placeholder "Enter Mobile Number" and "Enter Mobile PIN" respectively. A red "CHECK BALANCE" button is located below these fields. At the bottom of the screen, there is a red "PLACE ORDER" button.

- Online shoppers can now pay through AllEasy
- Available payment options: AllEasy, DragonPay and Cash on Delivery/Pay in Store

LIVE *to* EAT

Thank You!