

FY 2021
Results Briefing



Agenda



AllDay at a Glance

Financial & Operating Performance

2021 Milestones

ESG Initiatives

2022 Outlook

Vision

AllDay at a Glance



Innovative concepts



- Continuous leverage of innovation-first strategy
- First-to-market customer touchpoints that put primacy on customer convenience and experience
- Efficient expansion of e-commerce capability through dark store hubs



Fastest growing supermarket operator

- **46%** Sales CAGR 2018-21
- **34** stores across **25** cities and municipalities
- **100 Stores** target by 2026



Elevated in-store customer shopping experience

- Aesthetics, comfort, accessibility and convenience
- Comprehensive product offering (30,000-40,000 SKUs)
- Premium market positioning



Best in class e-commerce platform

- User-friendly Progressive Web Application (PWA) format
- Presence in 3rd party platforms and marketplaces
- Partnerships with On-demand delivery



Essential anchor to synergies within the Villar Group



- Wholly-owned subsidiary of AllValue Holdings
- A key part of the AllValue retail ecosystem
- Access to Vista Land's communities and landbank in 147 cities and municipalities

Financial Highlights



+19.2%
in Sales

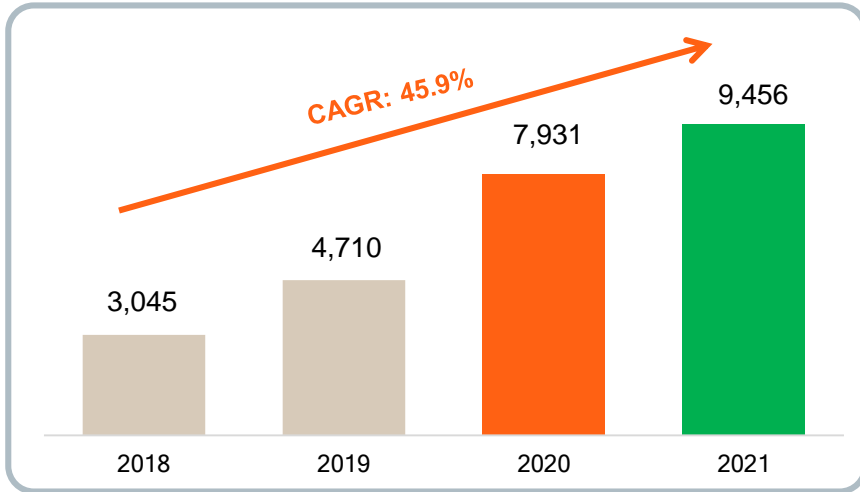
+20.6%
in Gross Profit

+76.0%
in Net Profit

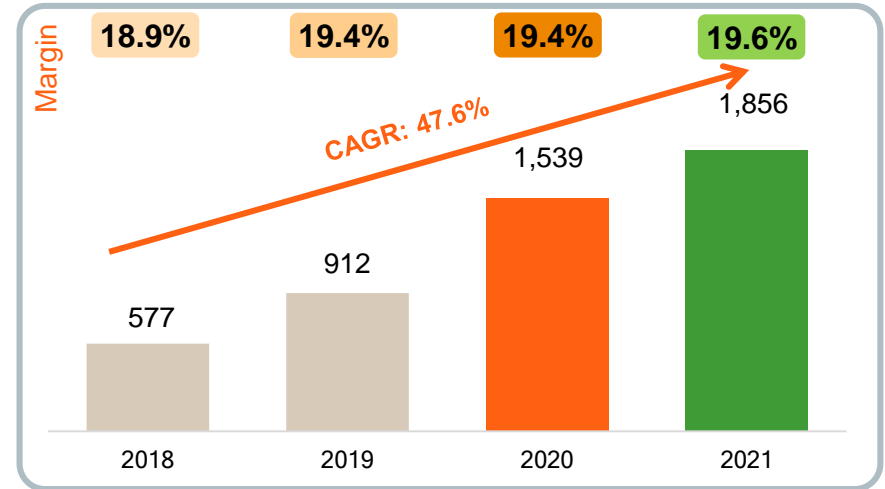
Financial Performance



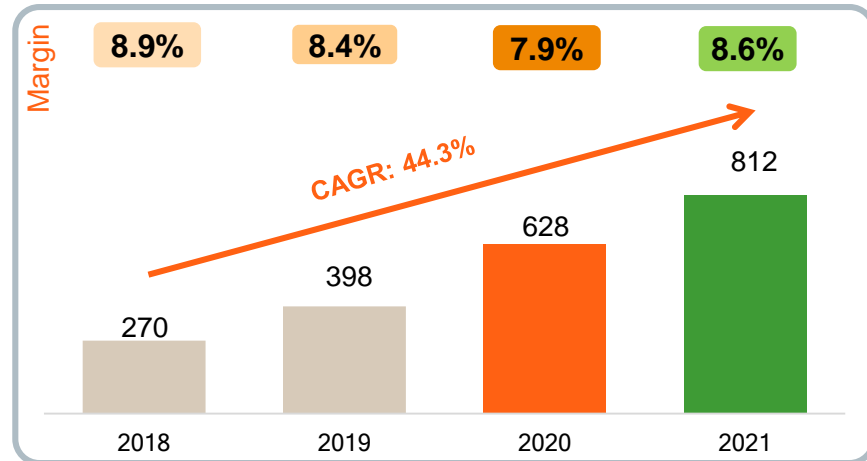
Sales



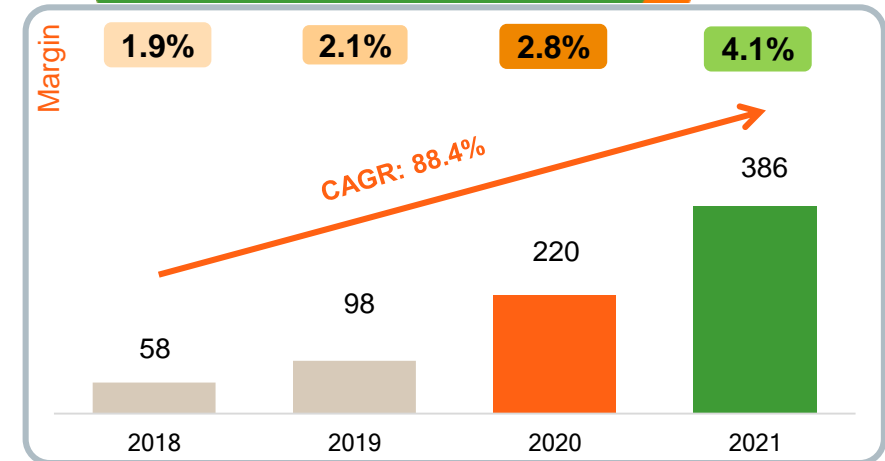
Gross Profit and Margin



EBITDA and Margin



Net Profit and Margin



Income Statement



IN PHP MILLIONS	FY 2021	FY 2020	% Change
Revenues	9,456	7,931	19.2%
Cost of Goods Sold	7,600	6,392	18.9%
Gross Profit	1,856	1,539	20.6%
<i>Gross Profit Margin</i>	<i>19.6%</i>	<i>19.4%</i>	
Other Income	80	63	26.9%
Operating Expenses	1,421	1,209	17.5%
Operating Profit	515	393	31.2%
Profit Before Tax	445	314	41.7%
Net Income	386	220	76.0%
<i>Net Margin</i>	<i>4.1%</i>	<i>2.8%</i>	

Financial Position



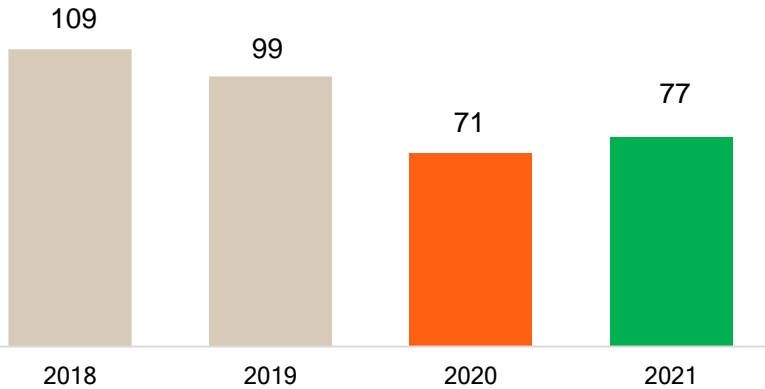
IN PHP MILLIONS	FY 2021	FY 2020	% Change
Cash	928	784	18.4%
Receivables	130	56	134.1%
Inventories	1,826	1,393	31.0%
Property and Equipment	4,587	3,682	24.6%
Others	1,305	543	140.4%
Total Assets	8,776	6,457	35.9%
Account Payables	546	590	-7.5%
Loans	1,434	3,770	-62.0%
Lease Liability	224	229	-2.1%
Others	204	150	35.5%
Total Liabilities	2,407	4,739	-49.2%
Capital Stock	2,286	1,339	70.8%
Additional Paid-in Capital	3,317	-	100.0%
Retained Earnings	767	380	101.7%
Total Equity	6,369	1,719	270.6%

Working Capital



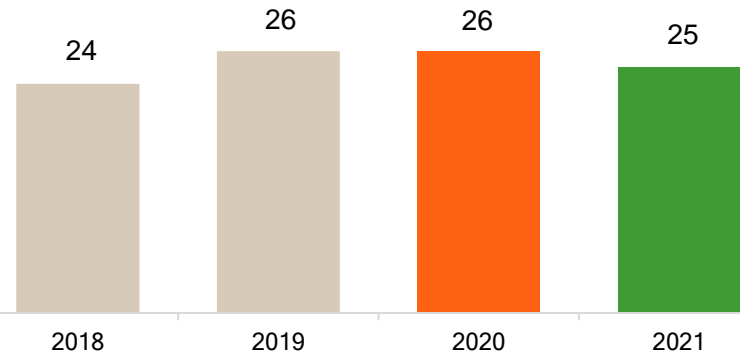
Inventory Turnover

Days



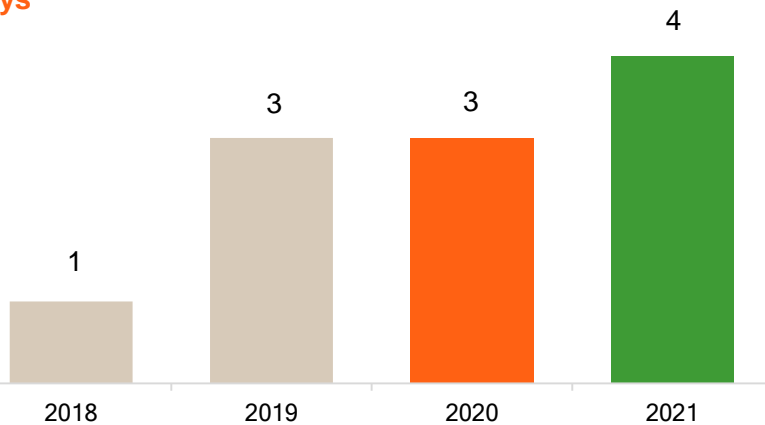
Trade Payables Turnover

Days



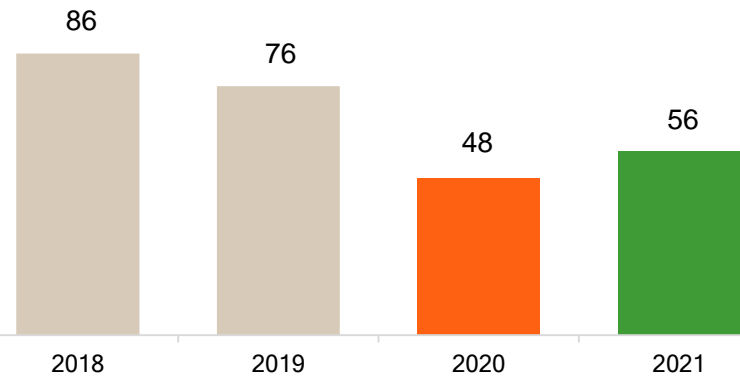
Trade Receivables Turnover

Days

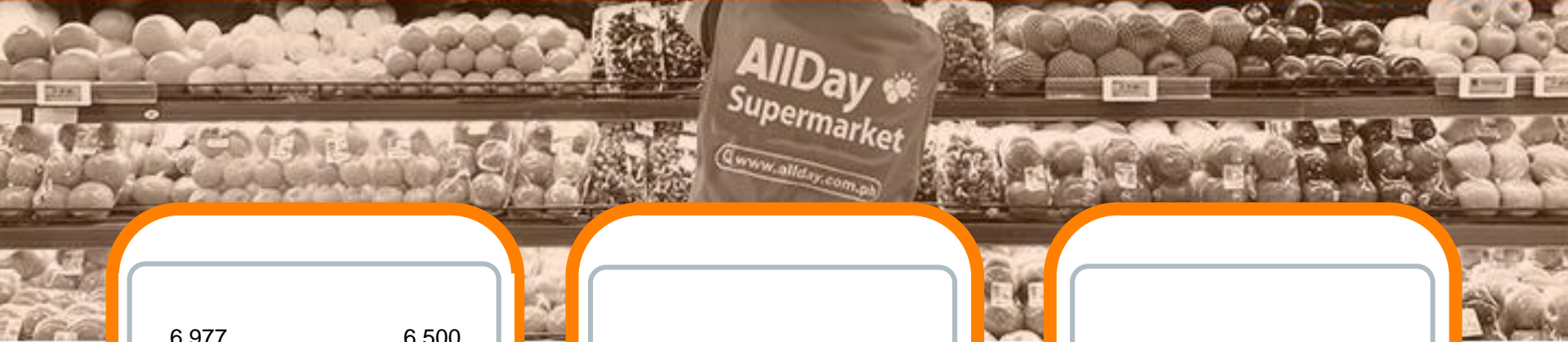


Cash Conversion Cycle

Days



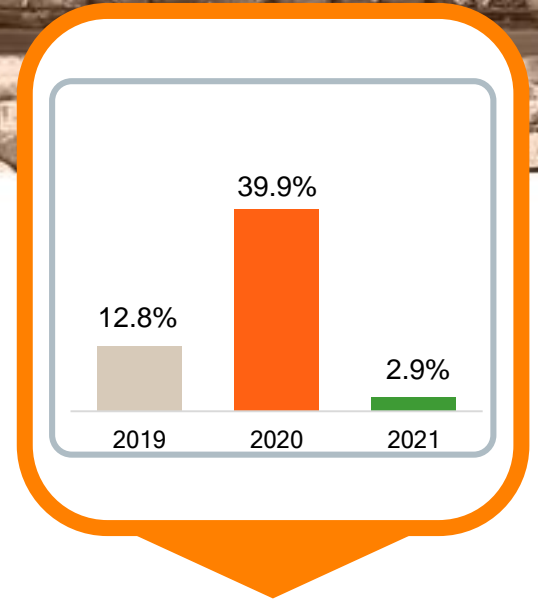
Operational Highlights



No. of Transactions



Average Basket Size



Same Store Sales Growth

2021 Milestones

AllDay debuts on PSE



- After a successful IPO, AllDay officially lists on the PSE on November 3, 2021

Continuous Store Expansion

- 5 new stores in 2021
 - AllDay Talisay
 - AllDay Bacolod
 - AllDay Cauayan
 - AllDay Sto Tomas
 - AllDay East Lake
- 34 stores across 25 cities and municipalities

Further elevating the shopping experience

- Brought firsts to PH: Self-checkout Counters and 24/7 grocery delivery
- Improved on a best-in-class e-commerce platform via Progressive Web Application capability (PWA)
- Turned in banner year for e-commerce; 4% sales contribution to total revenue

AllDay
Supermarket

ESG Initiatives

VHealthy



AllDay was integral to Villar Group's VHealthy program, which successfully vaccinated 100% of the company's employees.

National Hakot Day



AllDay retooled its popular Hakot activation to help those economically displaced by the pandemic.

Partnership with the Philippine Food Bank

AllDay partners with PFB to provide significant food donations in support of ending food insecurity.

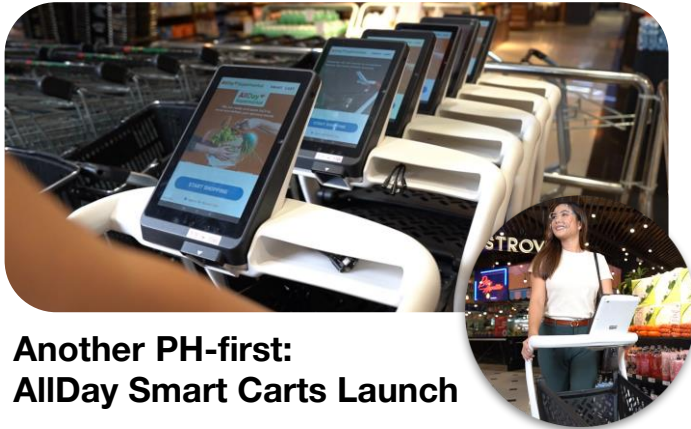
Philippine
FoodBank
Foundation, Inc.

AllDay
Supermarket

AllDay
Supermarket

2022 Outlook

1 Continuous Innovation



Another PH-first:
AllDay Smart Carts Launch

2 Store Expansion



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

Successfully Opened Worldwide Corporate Center branch, earlier this year.

3 Pursuit of Margin Improvement



Further margin improvement through various operational efficiencies



4 Elevated E-comm Experience



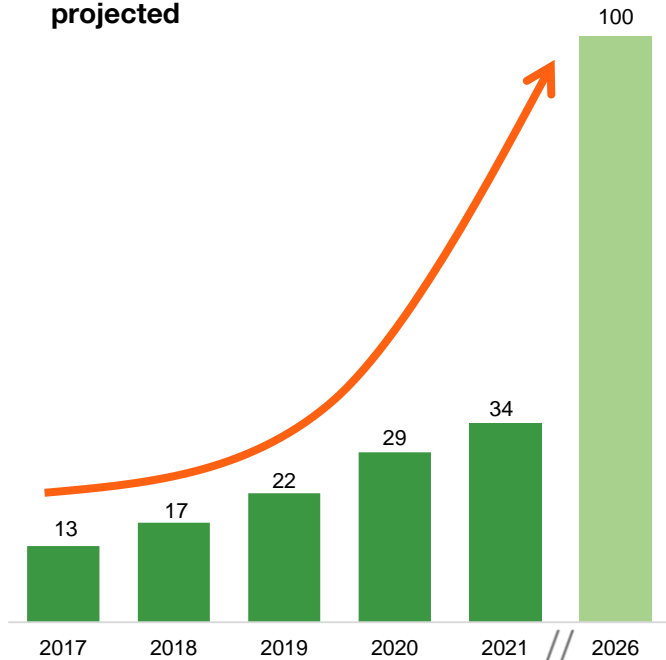
Further fine-tuning of the user experience of allday.com.ph

Vision



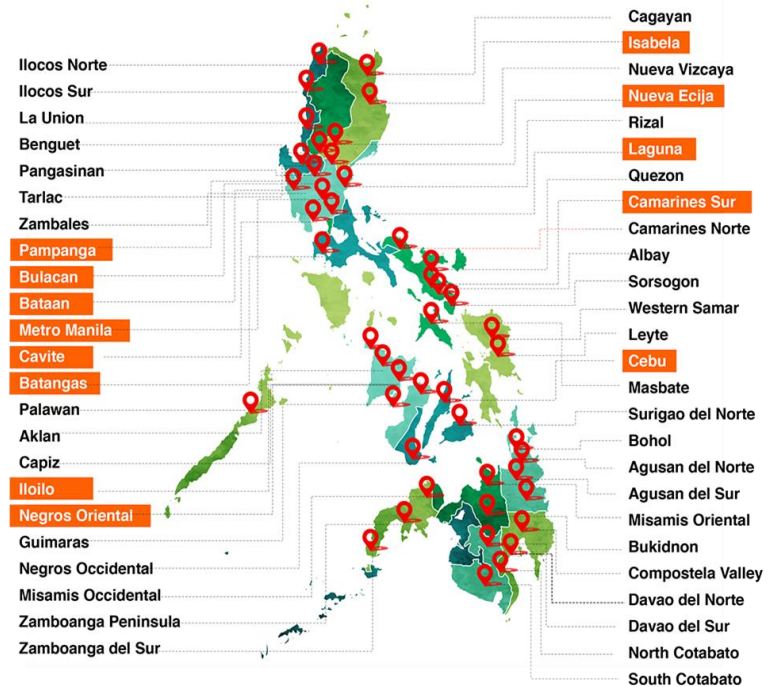
AllDay intends to reach milestone of **100 stores by 2026** by leveraging our synergistic relationship with the Villar Group

Store Count Number of stores, historical and projected



AllDay/VistaLand Presence

Vista land domains where AllDay is already present



Vista Land presence

All Day Supermarket's presence

Thank You!



All Day Supermarket