

FY 2022 Results Briefing

AllDay 
Supermarket



FY 2022 Financial Highlights -

₱9.8B
+3.2%
Sales

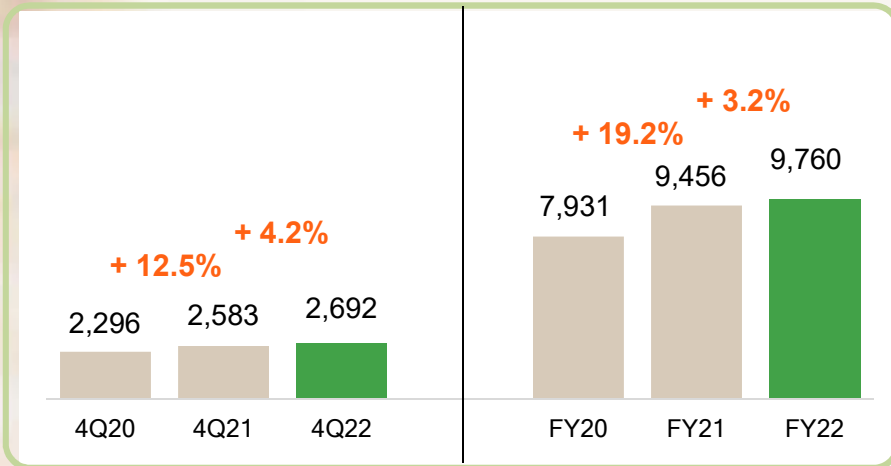
20.5%
+90bps
Gross Profit %

3.8%
+30bps
in Core Net
Profit

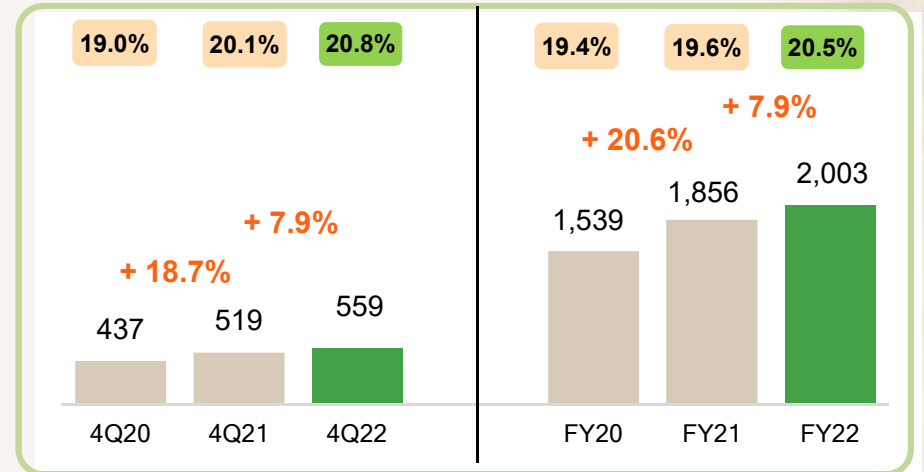


Financial Performance

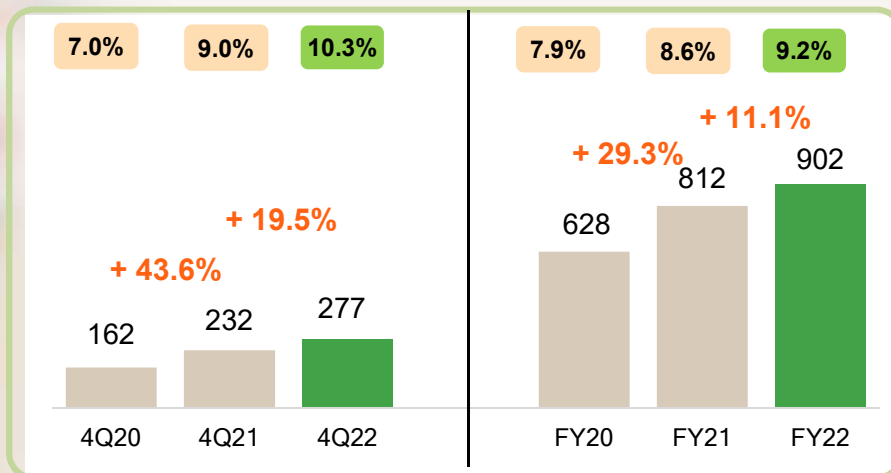
Sales



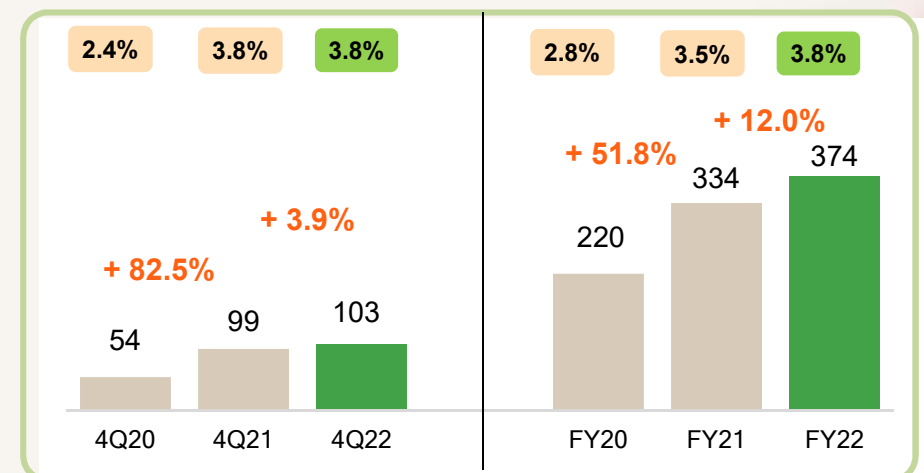
Gross Profit and Margin



EBITDA and Margin



Core Net Profit and Margin



Income Statement



E-commerce as
% of FY 2022
Sales

4.3%



IN PHP MILLIONS	4Q 2022	4Q 2021	% Change	FY 2022	FY 2021	% Change
Sales	2,692	2,583	4.2%	9,760	9,456	3.2%
Cost of Merchandise Sold	2,133	2,064	3.3%	7,757	7,600	2.1%
Gross Profit	559	519	7.9%	2,003	1,856	7.9%
<i>Gross Profit Margin</i>	<i>20.8%</i>	<i>20.1%</i>		<i>20.5%</i>	<i>19.6%</i>	
Other Income	12	28	-57.5%	51	80	-36.0%
Operating Expenses	421	402	4.8%	1,553	1,421	9.3%
Operating Profit	150	145	3.8%	501	515	-2.7%
EBITDA	277	232	19.5%	902	812	11.1%
<i>EBITDA Margin</i>	<i>10.3%</i>	<i>9.0%</i>		<i>9.2%</i>	<i>8.6%</i>	
Core Net Profit*	103	99	3.9%	374	334	12.0%
<i>Core Net Margin</i>	<i>3.8%</i>	<i>3.8%</i>		<i>3.8%</i>	<i>3.5%</i>	
Net Profit	202	127	58.6%	302	386	-21.9%
<i>Net Margin</i>	<i>7.5%</i>	<i>4.9%</i>		<i>3.1%</i>	<i>4.1%</i>	

* Core Net Profit excludes the effect of the following:

Losses on damaged assets for FY2022	(72)
Effect of the change in income tax rate FY2021	25
Tax effect of IPO expenses charged against APIC for FY2021	28

Financial Position



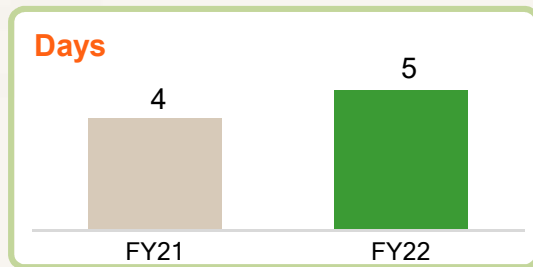
IN PHP MILLIONS	Dec-2022	Dec-2021
Current Assets	3,775	3,824
Property, Eqpt, and Other Assets	5,356	4,952
Total Assets	9,132	8,776
AP and Other Liabilities	1,095	973
Loans Payable	1,432	1,434
Total Liabilities	2,527	2,407
Total Equity	6,604	6,369
Return on asset*	4.1%	3.8%
Return on equity*	5.7%	5.2%
Debt to equity ratio	0.38	0.38
Current ratio	2.04	2.52
Quick ratio	0.61	0.70

* Based on Core Net Profit.

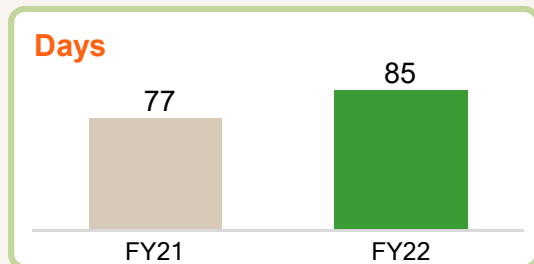
** Based on Net Profit after fire loss, ROA for FY2022 is 3.3% and ROE is 4.6%. ROA for FY2021 is 4.4% and ROE is 6.1%.

Working Capital

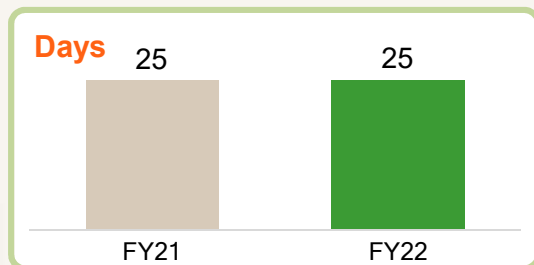
Trade Receivables Turnover



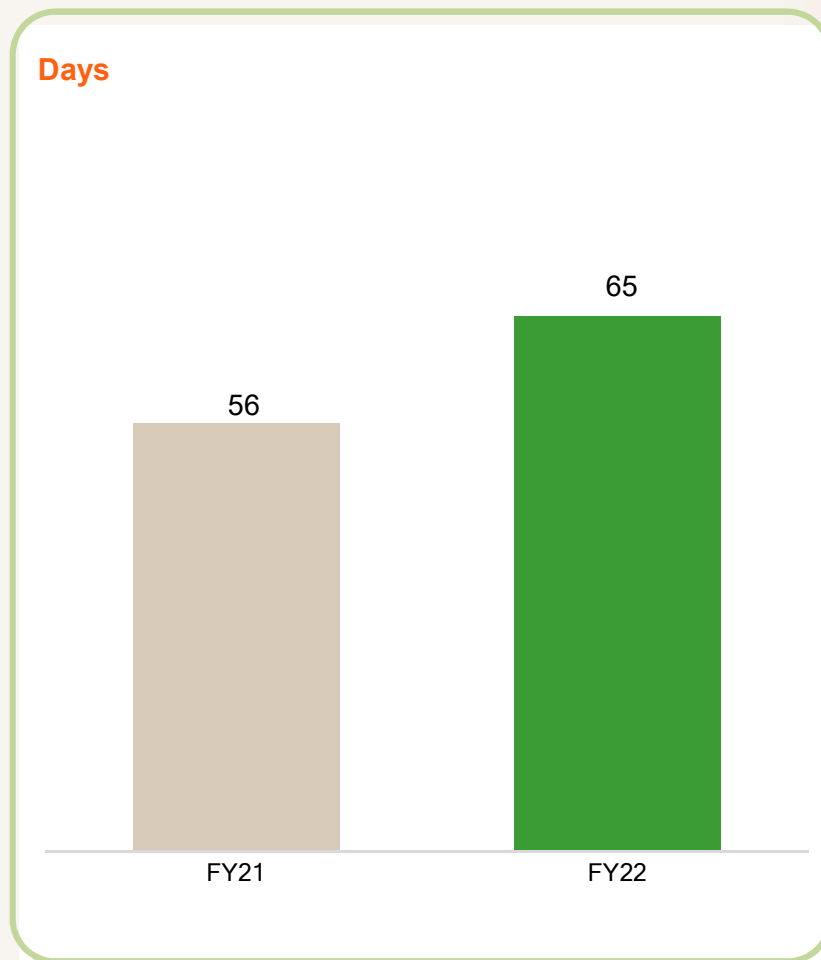
Inventory Turnover



Trade Payables Turnover



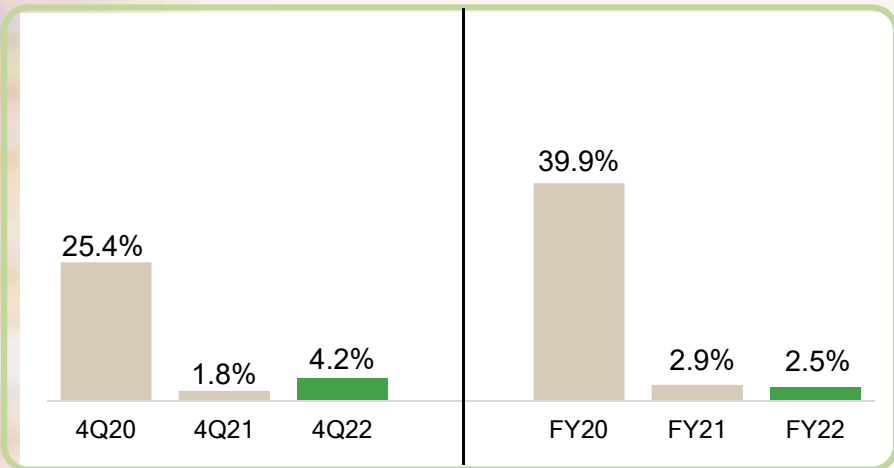
Cash Conversion Cycle



Operational Highlights



Same Store Sales Growth



36 Stores Nationwide



Store Count

36 Existing Stores as of FY2022:

- 25 MEGA MANILA
- 8 LUZON BALANCE
- 3 VISAYAS

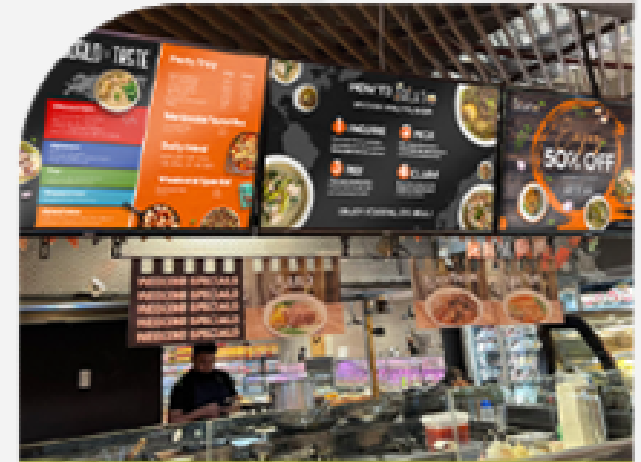
Shifting Consumer Behavior



**Recovery of
in-store traffic**



**Pantry levels
normalizing**



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

AllDay Cares: ESG Initiatives

SOURCING FROM THE COMMUNITY

AllDay continues partnership with DTI, with Go Lokal SMEs getting more share of shelf at **14% more SKUs over 2021**



CONTINUING THE FIGHT AGAINST HUNGER

The Philippine Food Bank remains to be a beneficiary of AllDay. For 2022, **Php 3.2 million in consumables** was donated to the towards ending food insecurity in the country.



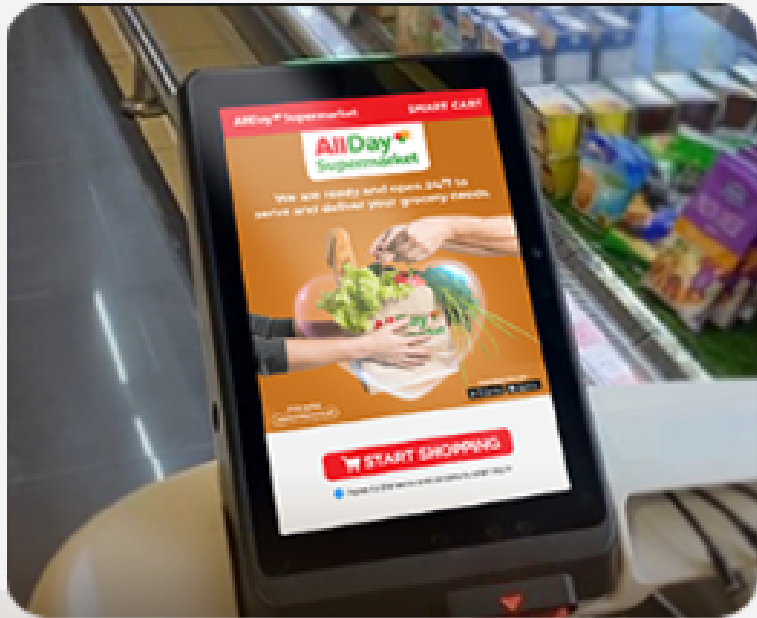
VALUING SUSTAINABILITY

AllDay continues to incentivize minimizing waste footprint, **through AllRewards points for ecobag use**, and being able to recycle over 330,000 kilos of cardboard packaging, a 6% increase from 2021.



2022 Milestones

Further Elevating the Shopping Experience



Smart Carts

PH's first "smart carts. Smart carts are easy to use, and allows for even more customer autonomy in-store.



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

2022 Store Expansion



Opened 3 new stores in 2022



**Thank
You!**