

PRESS RELEASE



AllDay Supermarket registers Php 7.068 billion in revenue for 9M 2022, sees 1.9% growth in core net income.

AllDay Supermarket (ALLDY), a leading player in the Philippines' mid-premium supermarket segment, reported revenues of Php 7.068 billion through the first three quarters of 2022, 2.8% up versus the same period in 2021. Gross profit margins also improved by 90 basis points, up to 20.4% versus 9M 2021's 19.5%.

"AllDay has performed very well through the pandemic, and it was a challenge to sustain this success going into the post-pandemic scenario. AllDay's market, one that is particularly affected by the trend of "revenge retail," have been observed to shift their spending towards enjoying themselves through travel and leisure, and rightfully so, especially after such long periods of lockdown. Despite this, we have grown the business and brought an elevated supermarket experience to more Filipinos," says AllDay Chairman Manuel B. Villar, Jr.

"This is why I am pleased with our performance through 2022 thus far. Our team, on top of maintaining the unique AllDay experience, has worked hard to make operations as efficient as possible, translating to value for our partners and shareholders," he adds.

AllDay reported Php 270 million in core net income, an increase of 1.9% over same period last year, which stood at Php 265 million. The chain's EBITDA also saw a 6.7% uptick, with 9M 2022 reported at Php 625 million versus 9M 2021's Php 586 million.

A steady stream of customer innovation

Known for introducing pioneering technology on its supermarket floors such as the country's first ever self-checkout counters and smart carts, AllDay recently introduced the country's first ever fully automated grocery assistant, nicknamed Addie.

"Constant innovation in AllDay Supermarket is a given as we expect to find every way to not only differentiate, but improve our supermarket experience for our customers," says Camille Villar, AllDay Vice Chairman.

"Addie, our first supermarket robot is eyed as the future of interactive product marketing, pushing awareness for new items, ongoing promotions, and other offerings from the AllDay Supermarket. Moving forward, Addie the Service Robot will be deployed to promote the newest brands and items, especially those recently launched to the market—an additional platform to promote our vendor partners' wares," she adds.

The addition of Addie the Service Robot is expected to improve customer service operations, as it will speed up customer routine by making shopping trips more efficient, and enjoyable.

Sustaining performance heading into 4Q 2022

AllDay Supermarket's President and CEO Frances Rosalie T. Coloma is upbeat on the supermarket chain's sustained performance heading into its historically strong fourth quarter.

"At the nine-month mark for 2022, AllDay's performance has been pleasing, as we have capably weathered changing customer behavior, spurred by the country's quickening pace towards a scenario easily reminiscent of the time before the pandemic. Across all our locations, foot traffic has steadily increased. As a direct result, our transaction counts have also increased—11% up versus 9M 2021—though with it came a slight dip in basket size. We attribute this to a normalizing of consumers' spending in relation to their previously restricted mobility. With the threat of COVID-19 practically neutralized, customers are now more confident that they can easily make more trips to our supermarkets and get their essentials," she says.

"The holidays are in full swing, and with that comes a historically strong performance for the whole supermarket industry. With the country almost completely back to 'normal' AllDay fully intends to maximize the last quarter of 2022 by capitalizing on every opportunity to deliver value to our shareholders," she adds.

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