

ALLDAY MARTS, INC.
STAR Investor Day



The AllDay Team



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President & CEO



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Chief Operating Officer



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*Treasurer, CFO
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Investor Relations Officer



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
- **35** stores across **25** cities and municipalities
- **100 Stores** target by 2026

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

Elevated in-store customer shopping experience

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

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



Corporate Milestones



Incorporated on December 22, 2016

2016



Introduced *Paluto* and *Gastroville* to pioneer “grocery with in-store food hub experience”

2017

13 stores,
NSA 21,687



Expanded to Visayas with opening of AllDay Iloilo

2018

17 stores,
NSA 29,663



Modernized *Paluto* and *Gastroville* in Evia

2019

22 stores,
NSA 38,834



Recognized by Euromonitor as a pioneer in Personal Shopper service

Launched E-com

Implemented Store design efficiencies

2020

29 stores,
NSA 49,770



Expanded footprint in Visayas with AllDay Bacolod and AllDay Talisay

Launched enhanced E-com Platform using PWA

Self-checkout

24/7 Delivery

2021

34 stores,
NSA 57,772



Opened AllDay WCC last January

Smart Carts

1Q
2022

35 stores,
NSA 59,543

Key Investment Highlights



- 1** Modern grocery concept that is adaptive to changing customer behavior
- 2** Elevated customer experience rooted in premium aesthetics and innovative in-store concepts
- 3** Best-in-class, superior e-commerce platform driving the growth in user base
- 4** Synergies with the country's leading homebuilder and its retail ecosystem that we will tap for expansion
- 5** Established operational expertise, highly scalable store and micro-fulfillment hub hybrid business model
- 6** Experienced and founder-led management team with track record of successful expansion

Financial Highlights

1Q 2022 vs 1Q 2021

+7.4%
in Sales

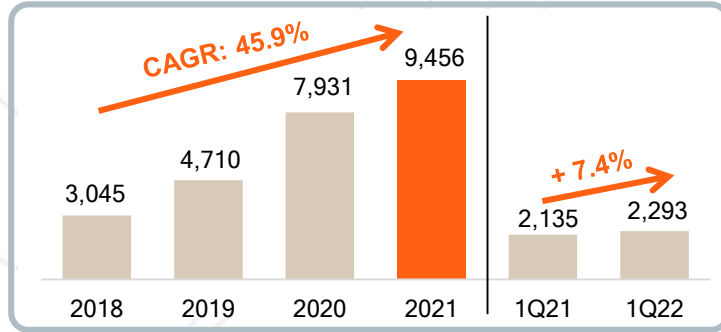
+10.2%
in Gross
Profit

+32.9%
in Core Net
Income

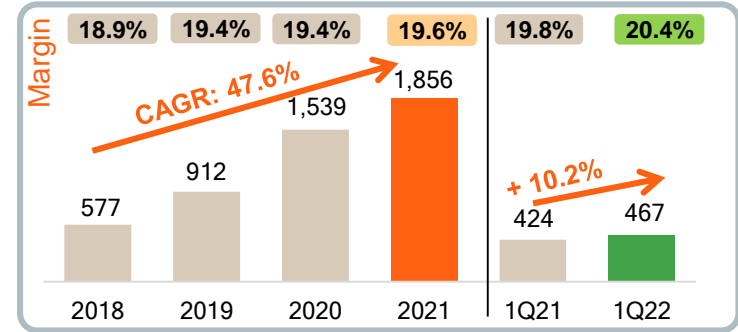


Financial Performance

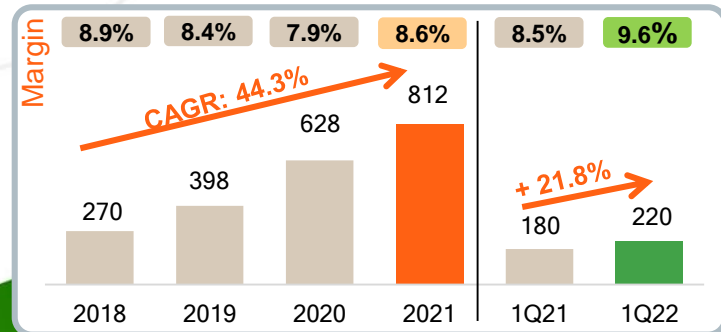
Sales



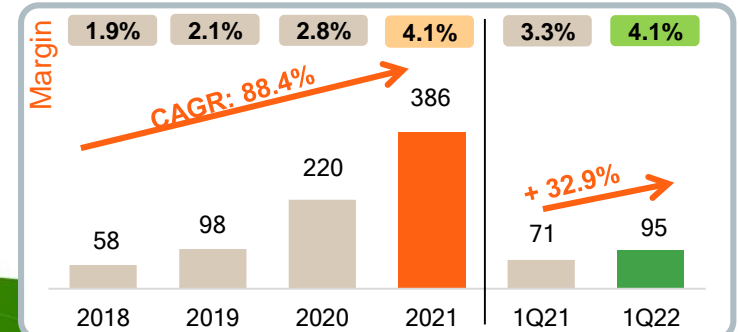
Gross Profit and Margin



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>Core 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

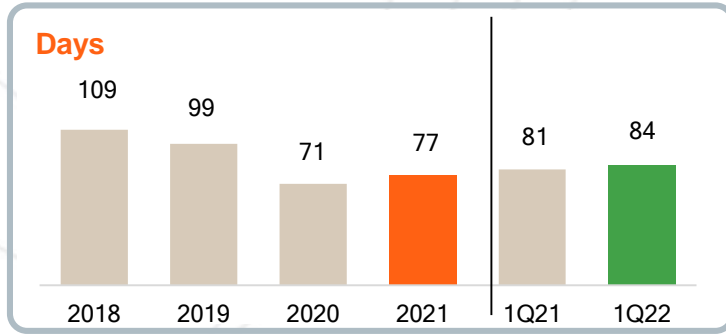


IN PHP MILLIONS	1Q 2022	FY 2021	% Change
Current Assets	3,700	3,824	-0.7%
Noncurrent Assets	5,002	4,952	-1.4%
Total Assets	8,702	8,776	-1.1%
Current Liabilities	1,539	1,517	0.2%
Noncurrent Liabilities	870	891	-2.3%
Total Liabilities	2,409	2,407	-0.8%
Capital Stock	2,286	2,286	0.0%
Additional Paid-in 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%	

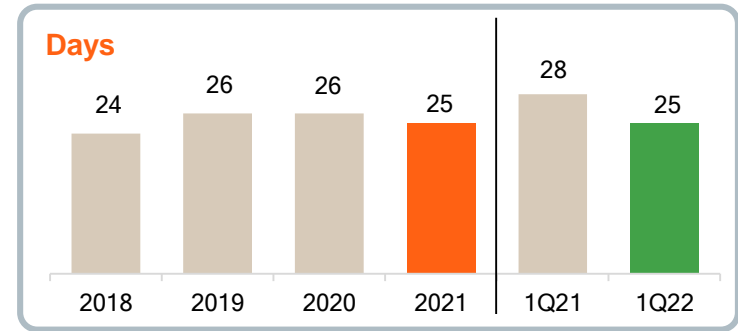
*Based on Core Net income, ROA for 1Q2022 is 4.4% and ROE is 6.0%.

Working Capital

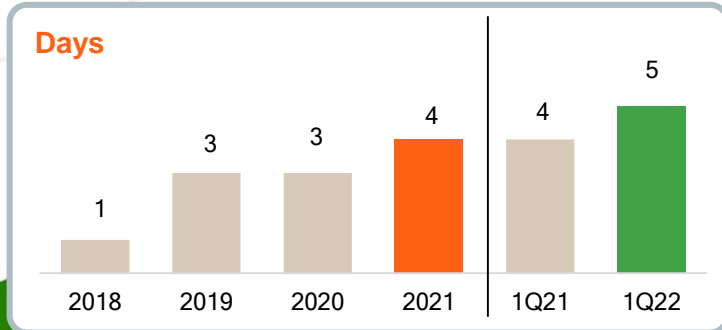
Inventory Turnover



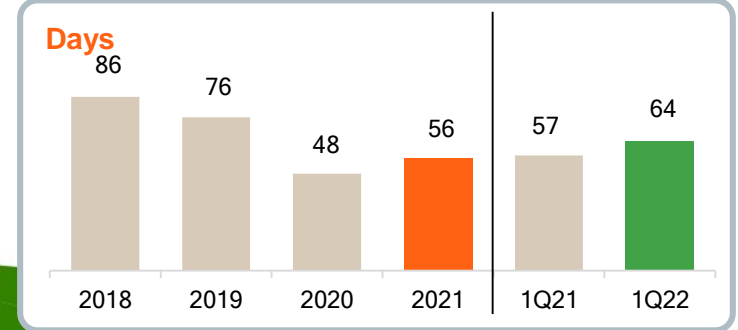
Trade Payables Turnover



Trade Receivables Turnover



Cash Conversion Cycle



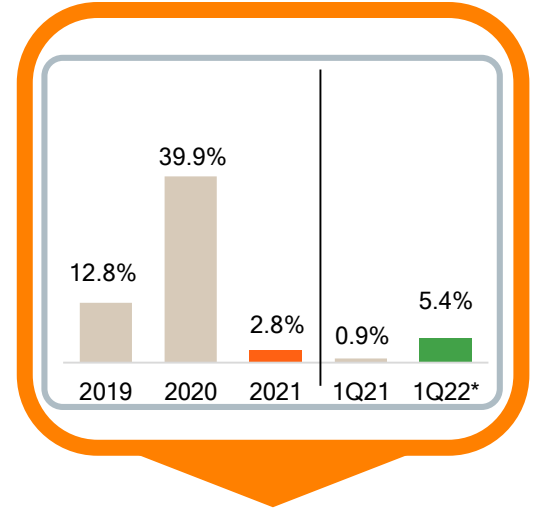
Operational Highlights



No. of Transactions



Average Basket Size



Same Store Sales Growth

*1Q2022 SSSG excludes AllDay Alabang

ESG Initiatives

Towards Good Health & Well-Being



AllDay acted as key mover in the Villar Group's Health Initiative - VHEALTHY

Towards Reduced Poverty



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

To help achieve Zero Hunger



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

Towards Sustainable Cities & Communities

AllDay partnered with DTI in sourcing small to medium enterprises.



Towards increased Climate Action



AllDay promotes sustainability through rewarding the use of ecobags and partnering with local foundations that recycles plastic and converts them into school chairs.

2022 Plans and Programs

Store Expansion



Expand the AllDay store network; at least 8 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

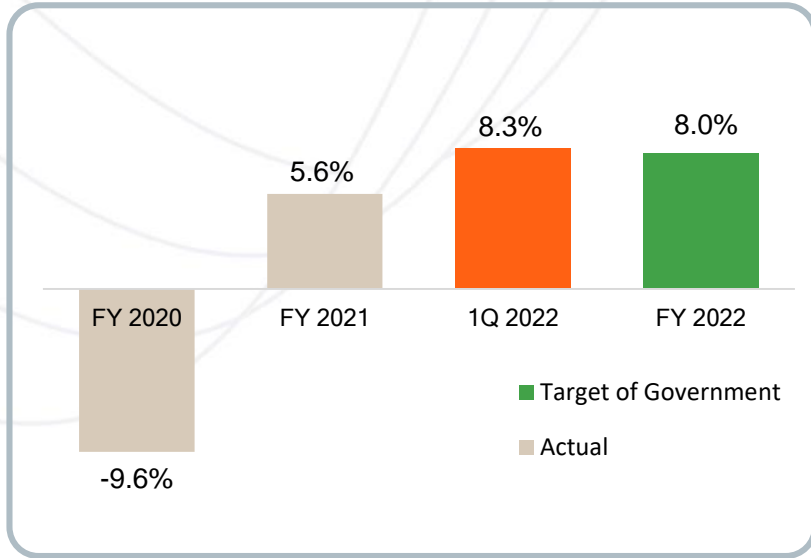
Elevated E-comm Experience



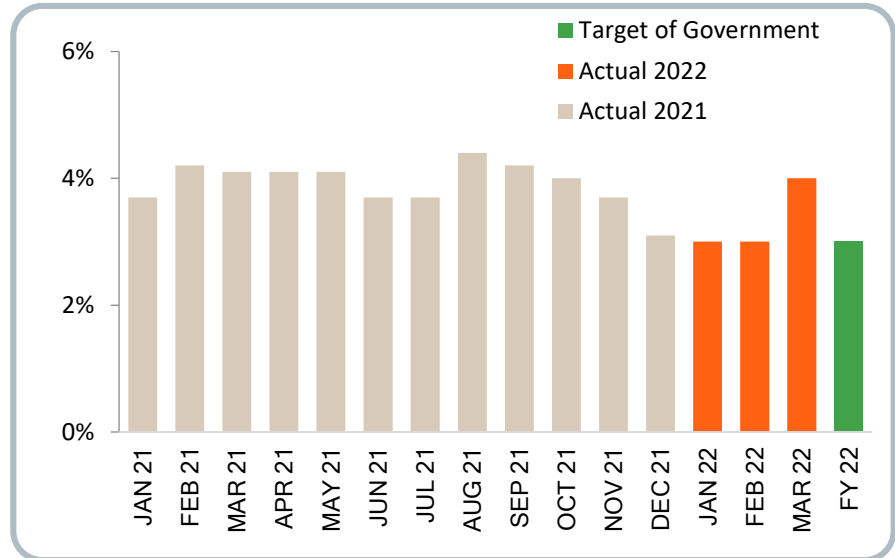
Further fine-tuning of the user experience of allday.com.ph

Macroeconomic Outlook

GDP



Inflation Rate

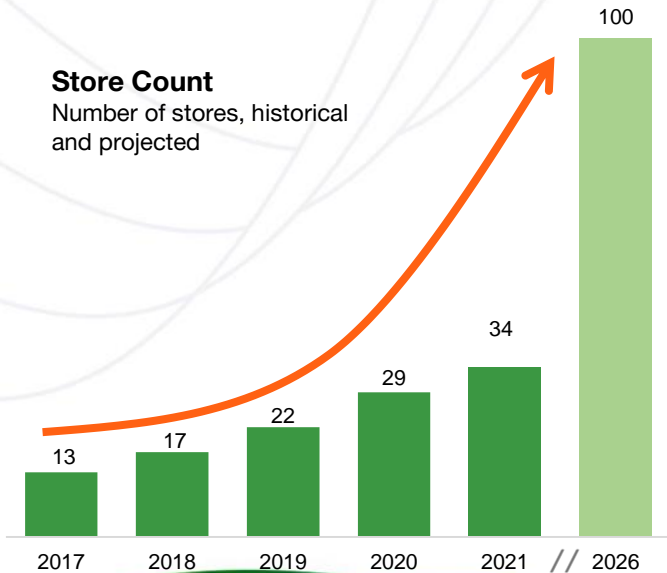


Vision

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

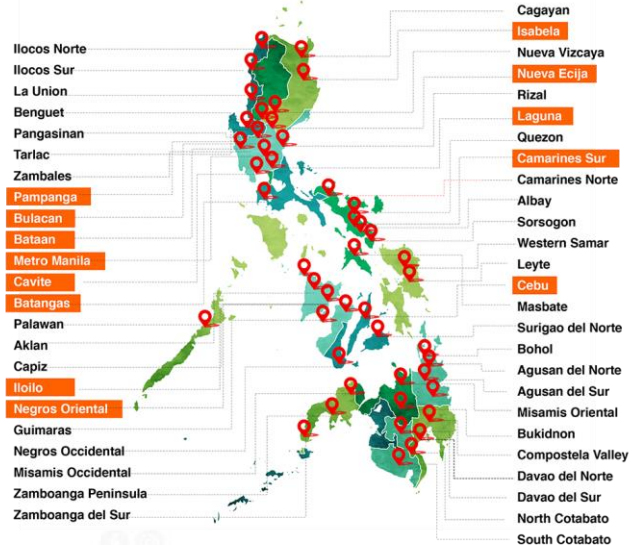
Store Count

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!

AllDay 
Supermarket

Come visit us!



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