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FY24 RESULTS & PERFORMANCE

Puregold Price Club, Inc. Presentation

April 2025

Years of Serbisyong Always Panalo Para Sa Pilipino

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Pure Play Philippine Food Retailer

A Proxy for the Philippine Consumption Story

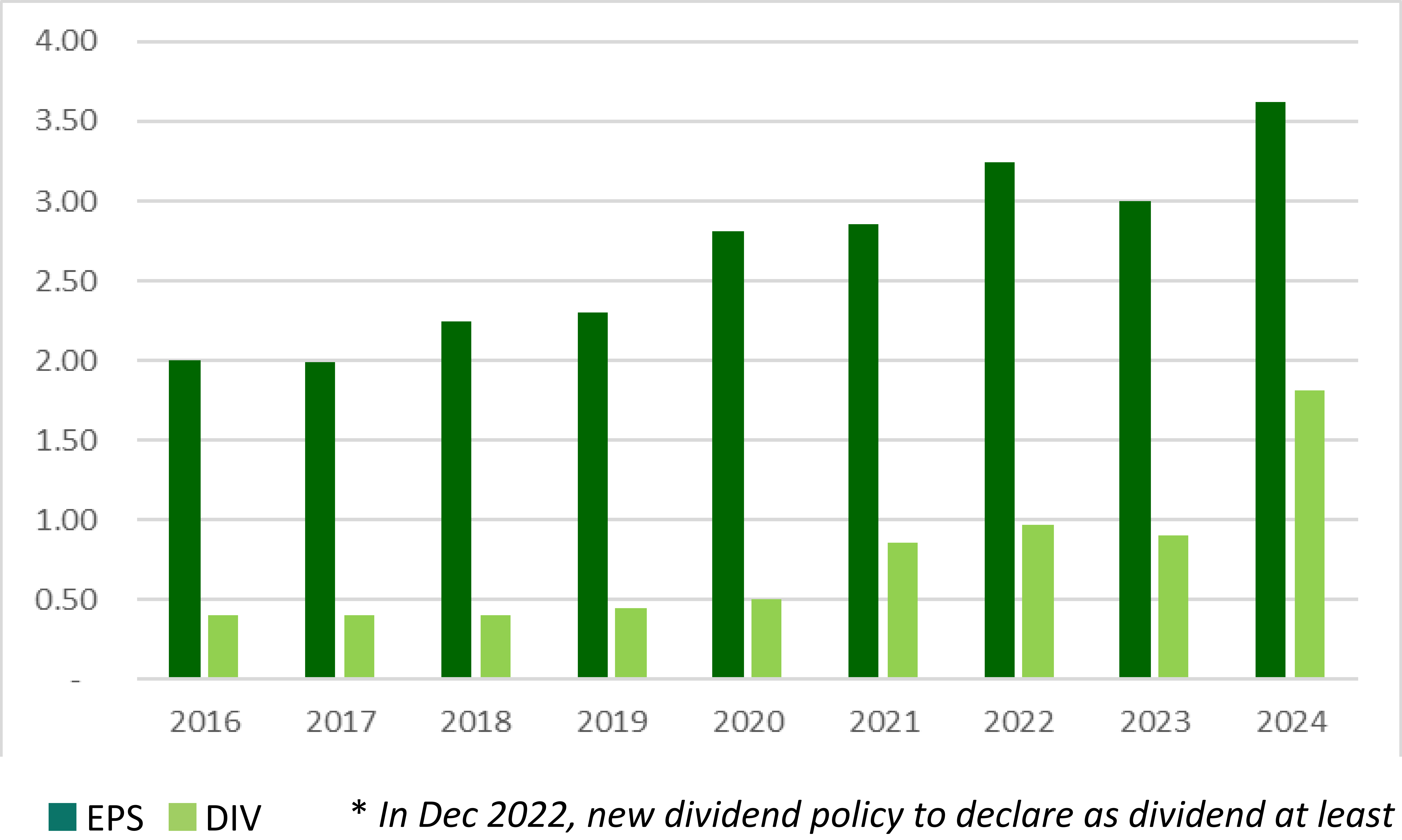
- Robust topline growth from an enterprise with the broadest consumer segments
- Healthy cash flows and a simple capital structure
- Two marquee brands in Philippine retail: Puregold stores and S&R WHs
- Beneficiary of a nation with a growing middle class and a young population
- Preferred partner of Philippine traditional retail

Puregold Enterprise

- Caters to the low income and low-middle income customers
- Lower C, D and E market
- Sari sari store customers/resellers
- Popular local and small sized SKUs
- Robust selling platform for all FMCG cos. doing business in PH

- Membership shopping model
- Catering to the upper income customers
- Class A & B and upper C segment
- Imported and large size SKUs
- Offering the best products in the world – it's retail therapy!

Shareholder Distribution



Year	EPS	DIV
2016	2.00	0.40
2017	1.99	0.40
2018	2.24	0.40
2019	2.30	0.45
2020	2.81	0.50
2021	2.85	0.86
2022	3.24	0.97
2023	3.00	0.90
2024	3.62	1.81
5YR CAGR	**9.5%**	**32.1%**

** In Dec 2022, new dividend policy to declare as dividend at least 30% of income of the previous year*

Pillars of Growth 2025 - 2026

More Stores

- +8% to 10% organic store expansion in more provincial areas (2nd to 4th class municipalities)
- Development and expansion of Puremart in dense communities

More Loyal Shoppers

- High potential shopper wholesale initiatives & “salo-salo” program
- APAR expansion (from 750 to 1,000)
- Localized assortment, pricing & promo initiatives
- HORECA business development

Bigger & Profitable Baskets

- Disproportionate growth of the Fresh category
- Disproportionate growth of House Brands
- Joint Business Plans for TOP 10 Suppliers to grow base brands & develop growth categories

Robust Supply Chain

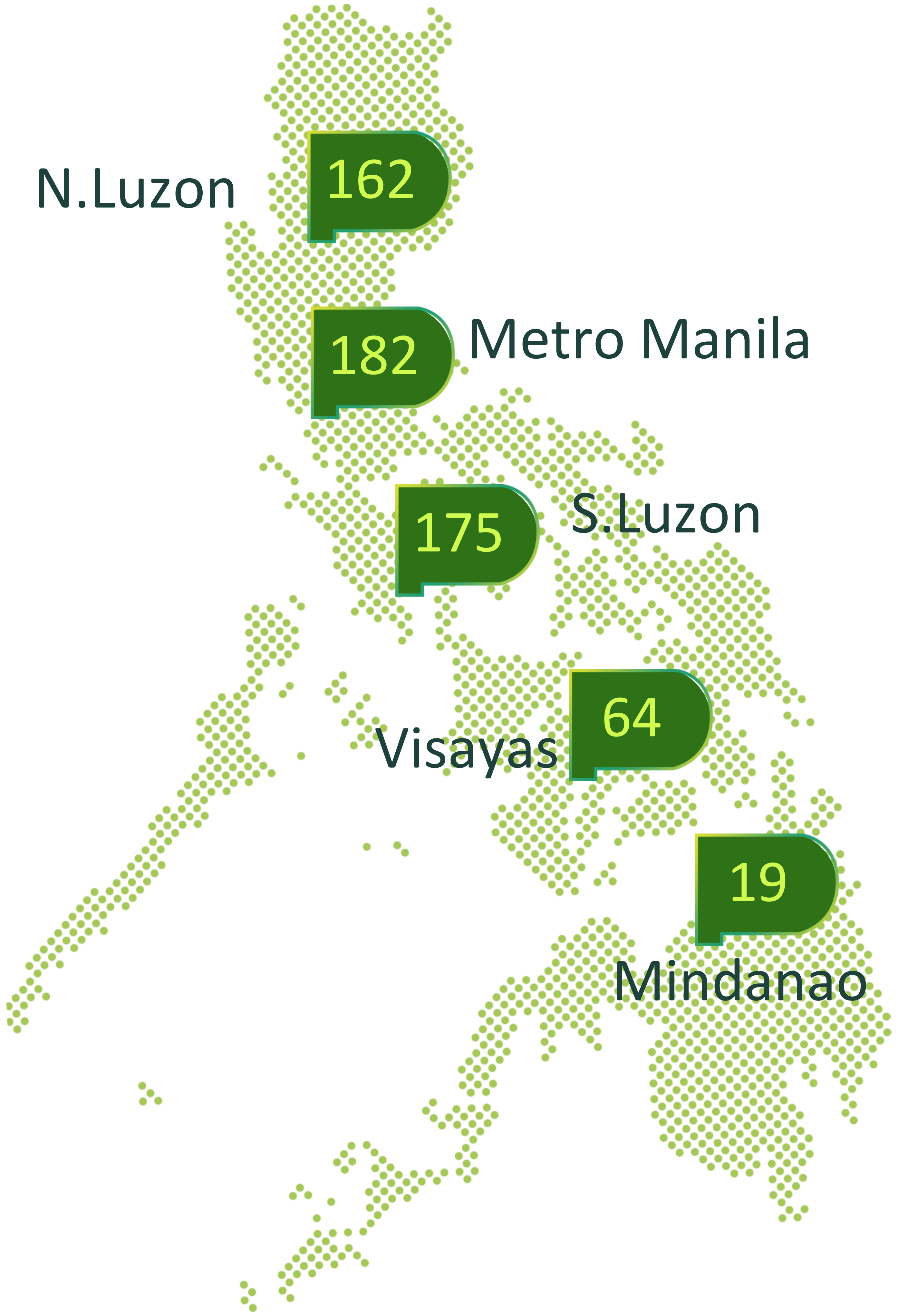
- End to End Supply Chain Reinvention for the Top 1.5k SKUs per region
- Efficient local assortment
- Robust Cold Chain & structure to support Fresh Plans

Org Development & ESG Sustainability

- Institute rollout of training programs on the identified core competencies.
- Top talent development & succession planning
- Institute good governance practices: transparency / rule of law / inclusiveness / environment / shareholder

Store Portfolio – FY 2024

GEOGRAPHIC COVERAGE



KEY STATS

TOTAL NUMBER OF STORES	**602**
NO. OF STORES PER FORMAT	347 hypermarkets 98 supermarkets 66 extra/minimart 29 S&Rs 62 S&R QSRs

	PUREGOLD	S&R	S&R QSR
Metro Manila	142	11	29
North Luzon	147	5	10
South Luzon	151	8	16
Visayas	54	3	7
Mindanao	17	2	-
Total	**511**	**29**	**62**

NEW PG + S&R STORES 2024

Opened

26 new Puregold Stores
closed 3 stores
4 new S&R Warehouse
(**1** under renovation) &
8 new S&R QSR

NET SELLING AREAS (in sqm)

Puregold	568,414 sqm
S&R	145,481 sqm
QSR	5,611 sqm
Total	**719,506 sqm**

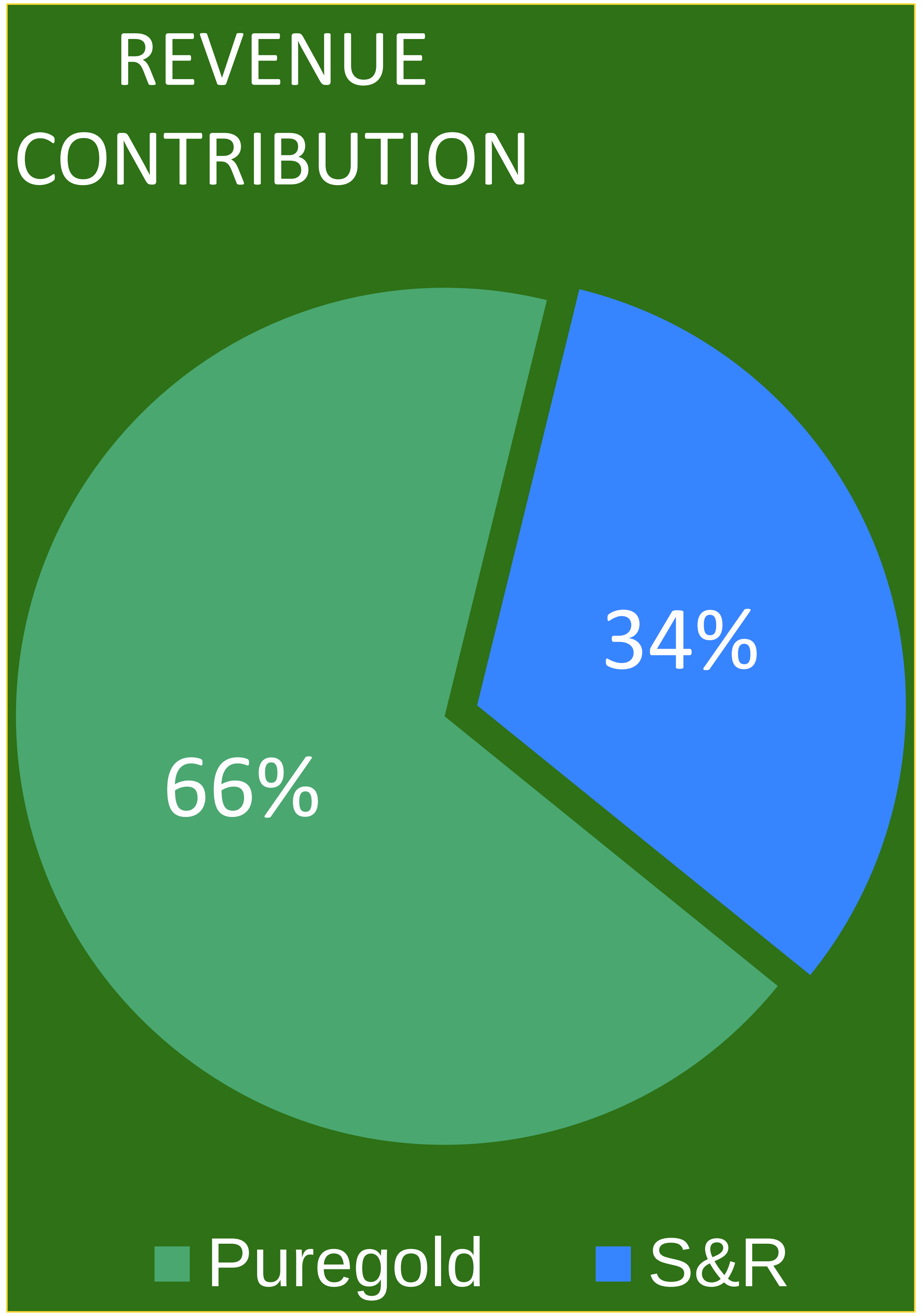
Financial Performance – FY 2024

Php in thousands	Audited 2024	%	Audited 2023	%	Change	%
Net Sales	**P219,171,530**	**100.0%**	**P199,031,905**	**100.0%**	**P20,139,625**	**10.1%**
Cost of Sales	179,669,591	82.0%	163,617,674	82.2%	16,051,917	9.8%
Gross Profit	39,501,939	**18.0%**	35,414,231	**17.8%**	4,087,709	11.5%
Other Operating Income	3,509,093	1.6%	3,275,172	1.6%	233,921	7.1%
Operating Expenses	27,808,965	**12.7%**	25,336,853	**12.7%**	2,472,112	9.8%
Income from Operations	**15,202,067**	**6.9%**	**13,352,549**	**6.7%**	**1,849,518**	**13.9%**
Others-net	(1,757,957)	**-0.8%**	(2,139,329)	**-1.1%**	381,372	-17.8%
Income Tax Expense	3,019,752	1.4%	2,617,699	1.3%	402,052	15.4%
Income After Tax	**P10,424,359**	**4.8%**	**P8,595,521**	**4.3%**	**P1,828,838**	**21.3%**
EBITDA	***P20,964,942***	***9.6%***	***P18,391,113***	***9.2%***	***P2,573,828***	***14.0%***

Operating Performance – FY 2024

Like-for-like Growth %	Puregold		S&R	
	Dec 2024 (449 stores)	Dec 2023 (427 stores)	Dec 2024 (21 wh)	Dec 2023 (22 wh)
Net Sales	**4.5%**	3.4%	**6.4%**	0.6%
Ticket	**2.8%**	-1.0%	**1.4%**	-3.2%
Traffic	**1.7%**	4.4%	**4.9%**	4.0%

Overall	Store Count		Traffic *(in thousands)*			Ticket		
	CY	PY	Dec 2024	Dec 2023	% growth	Dec 2024	Dec 2023	% growth
Puregold	511	488	146,603	138,068	6.2%	989	989	0.0%
S&R WH	29	26	14,453	12,785	13.0%	4,948	4,963	-0.3%

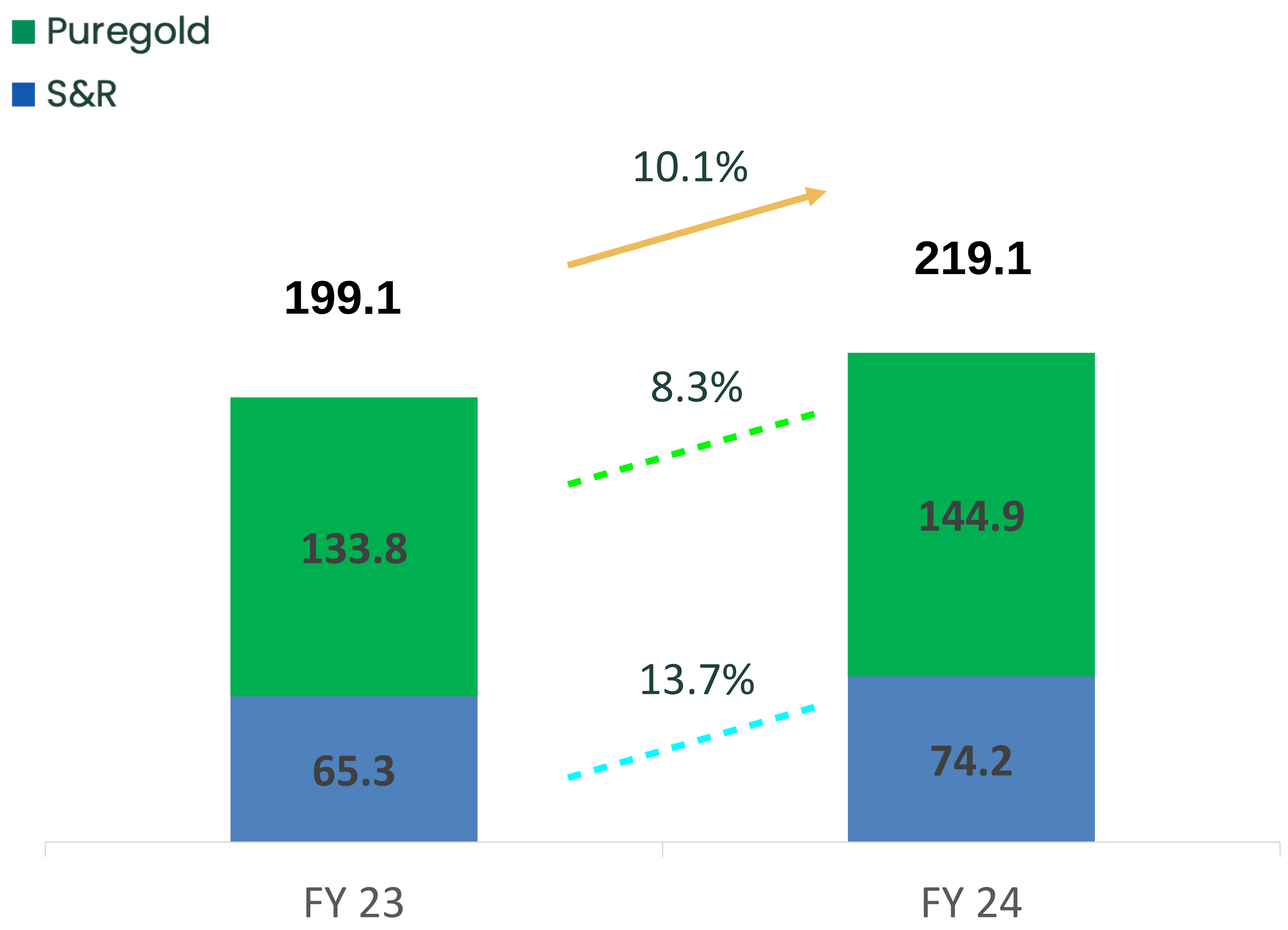


Financial Highlights – FY 2024

	CONSO REVENUE	GROSS PROFIT MARGIN %	EBITDA MARGIN %	NIAT
FY 24	Php 219.17 bn	18.0%	9.6%	Php 10.42 bn
YoY	+10.1%	+23 bps	+33 bps	+21.3%

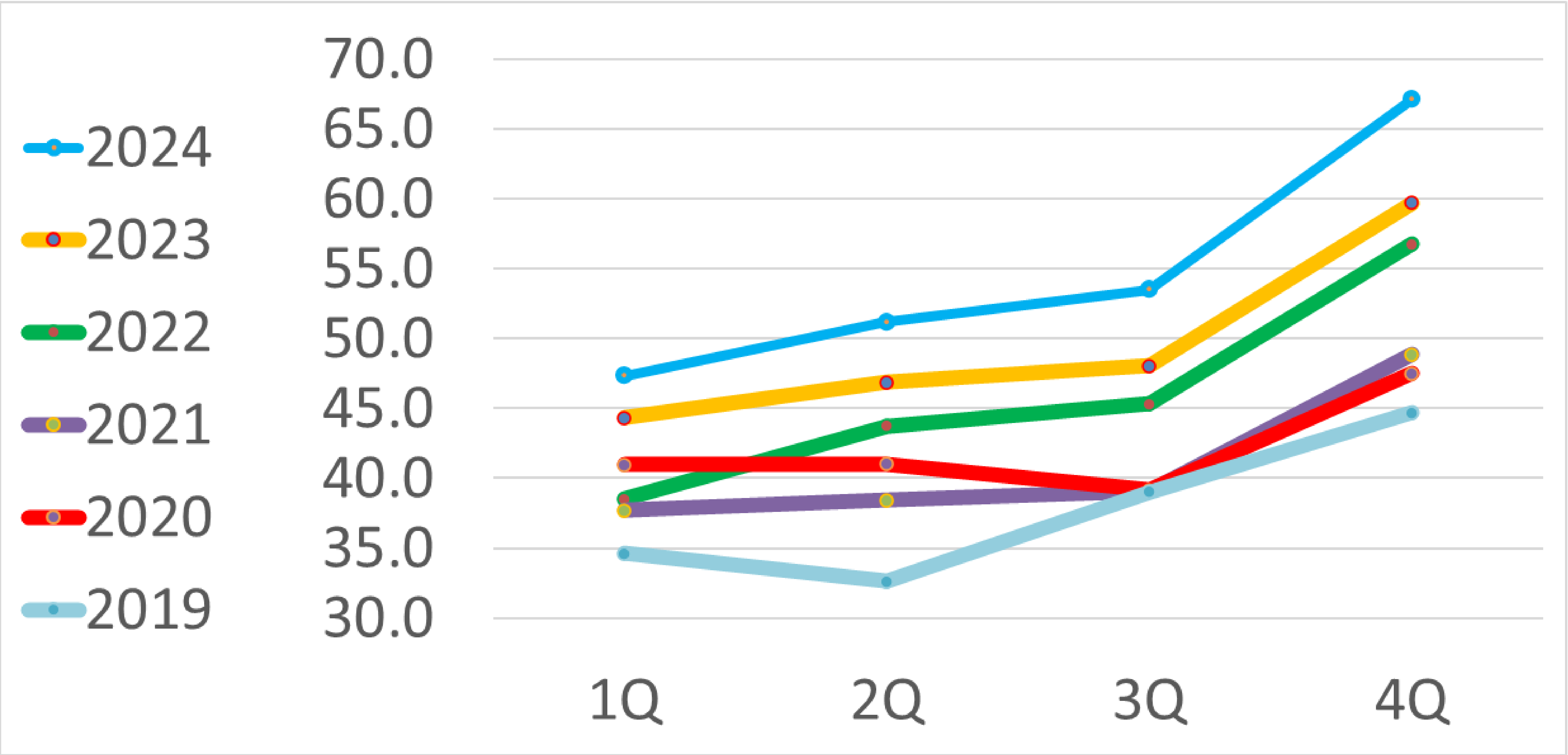
Financial Performance – Conso FY 2024

NET SALES BREAKDOWN



QTR NET SALES TREND

in PHP Billions

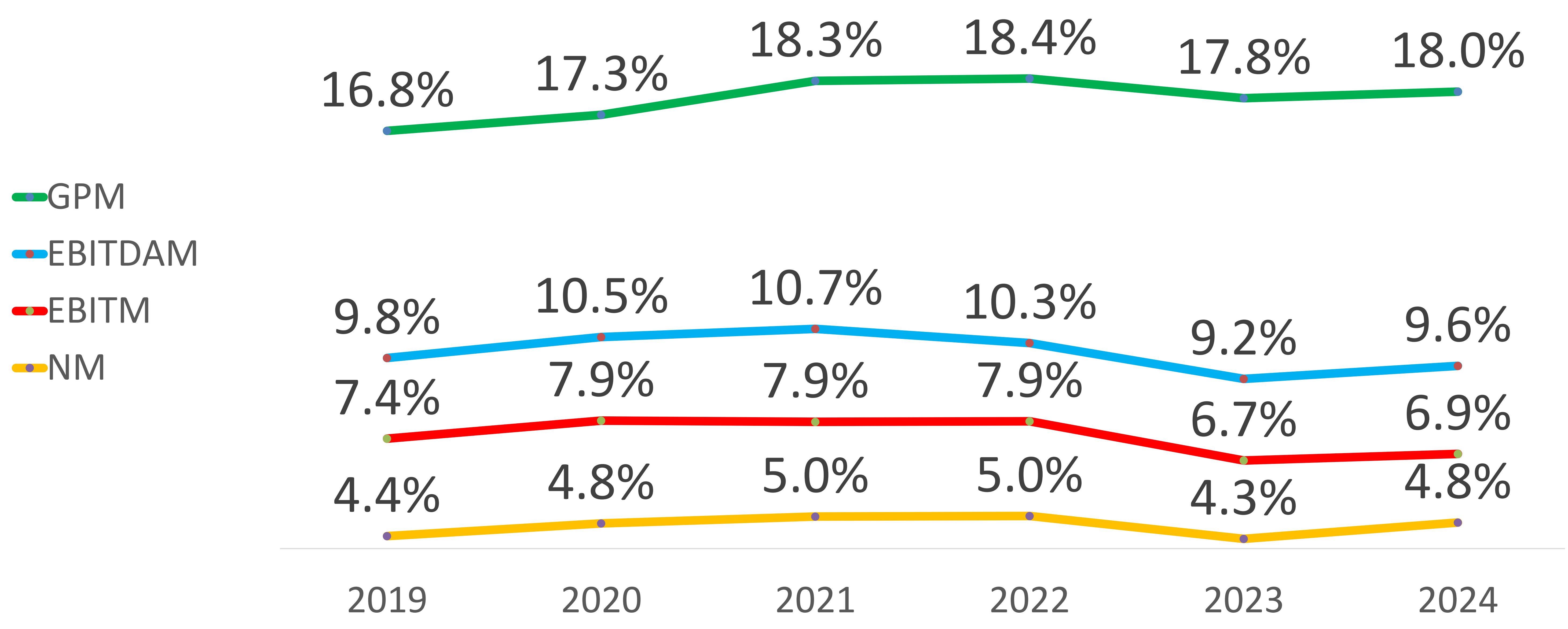


>> Record FY2024 net sales. Double-digit sales growth YoY for the group.

>> FY 24 YoY major contributors are higher traffic and ticket size in PG store and S&R.

>> Consumption by carded members continue to be good source of growth. Traditional Retail remain strong. End-consumer showing biggest growth in transactions.

Margin Trends – Conso FY 2024



>> Groupwide competitive pricing initiatives for market share volume growth tempered by effect of joint business plans with suppliers

>> Higher OPEX due to more store expansion and increased business activities as well as increases in minimum wages starting 3Q23

>> Compression from opex/sales tempered by higher interest income and expansion of GPM contributed to the slight expansion of Net Margins

Margin Trends – PG & S&R Only FY 2024

2024 vs 2023				
Puregold Only	**1Q**	**2Q**	**3Q**	**4Q**
Rev Growth	5.8%	6.4%	9.7%	10.8%
GPM	17.8%	16.1%	14.1%	15.5%
SSSG	1.7%	2.0%	6.7%	7.0%
S&R Only	**1Q**	**2Q**	**3Q**	**4Q**
Rev Growth	8.6%	15.5%	14.5%	15.5%
GPM	23.2%	23.4%	22.1%	21.4%
SSSG	-1.2%	6.0%	7.6%	11.6%

>> Groupwide competitive pricing initiatives for market share volume growth coupled with improvement in SSSG

CAPEX Guidance for FY 2025

CAPEX Budget of Php 6.35 billion in 2025

Php 1.9 billion for 30 new Puregold Stores

Php 3.0 billion for 3 S&R WHs and 14 S&R QSRs

Php 200 million for logistics capex

Php 1.25 billion for maintenance capex, solar projects and IT upgrades

Updated Management Guidance 2025

Consolidated Revenue Growth

6% to 8% target

Gross Profit Margin

Puregold Stores: 15.5% to 16.5% target

S&R WH: 21.5% to 22.5% target

Update on Puremart Acquisition 2024

Acquisition Cost:	Php 568 million
EV/EBITDA Multiple:	4x
# of stores:	153 stores
Average Store size:	150 sqm
Rationale:	Address “proximity shopping”
	Cheaper costs (less than Php 2.5 million/store)

Q&A

Q&A

Thank you

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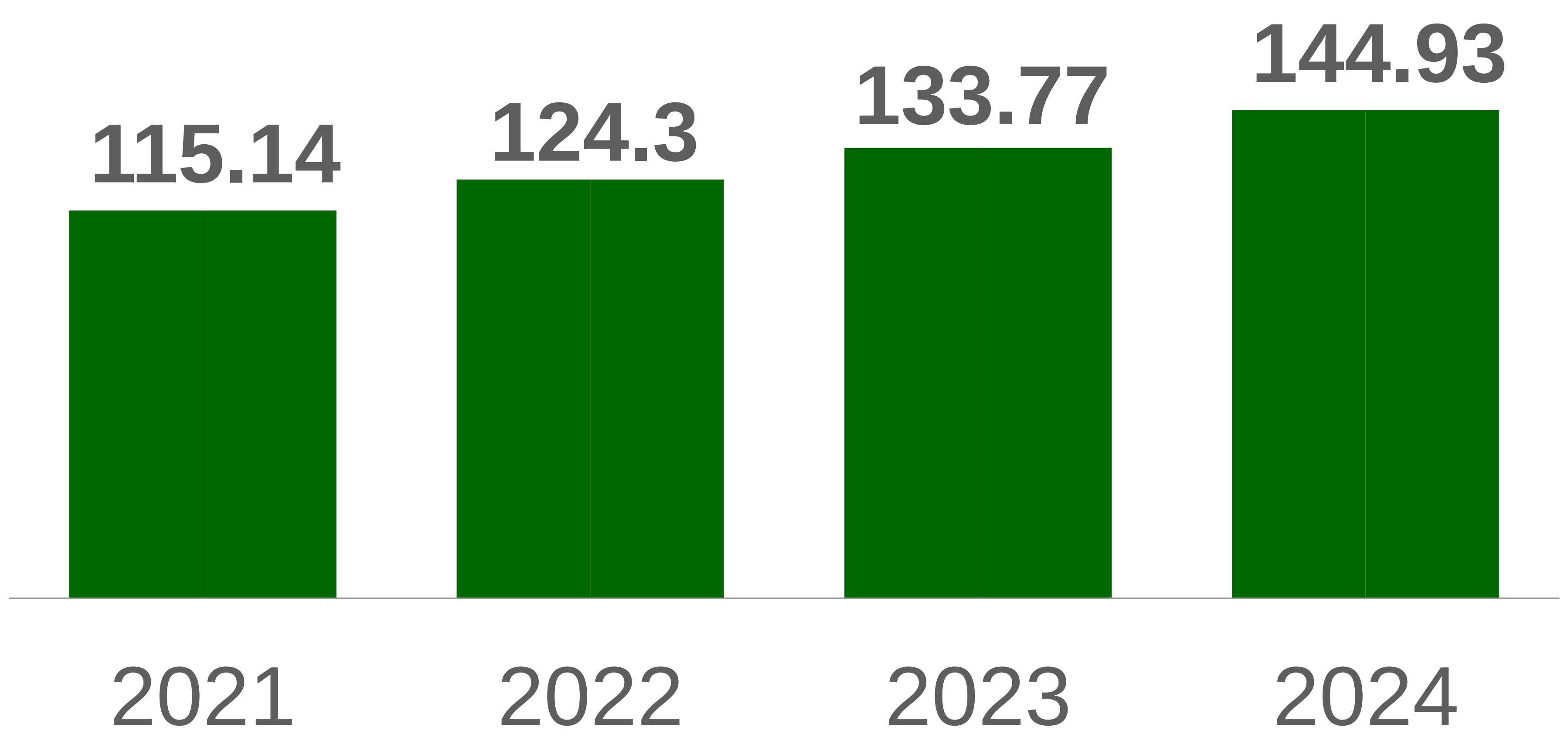
Financial Performance FY24 – PGOLD Only

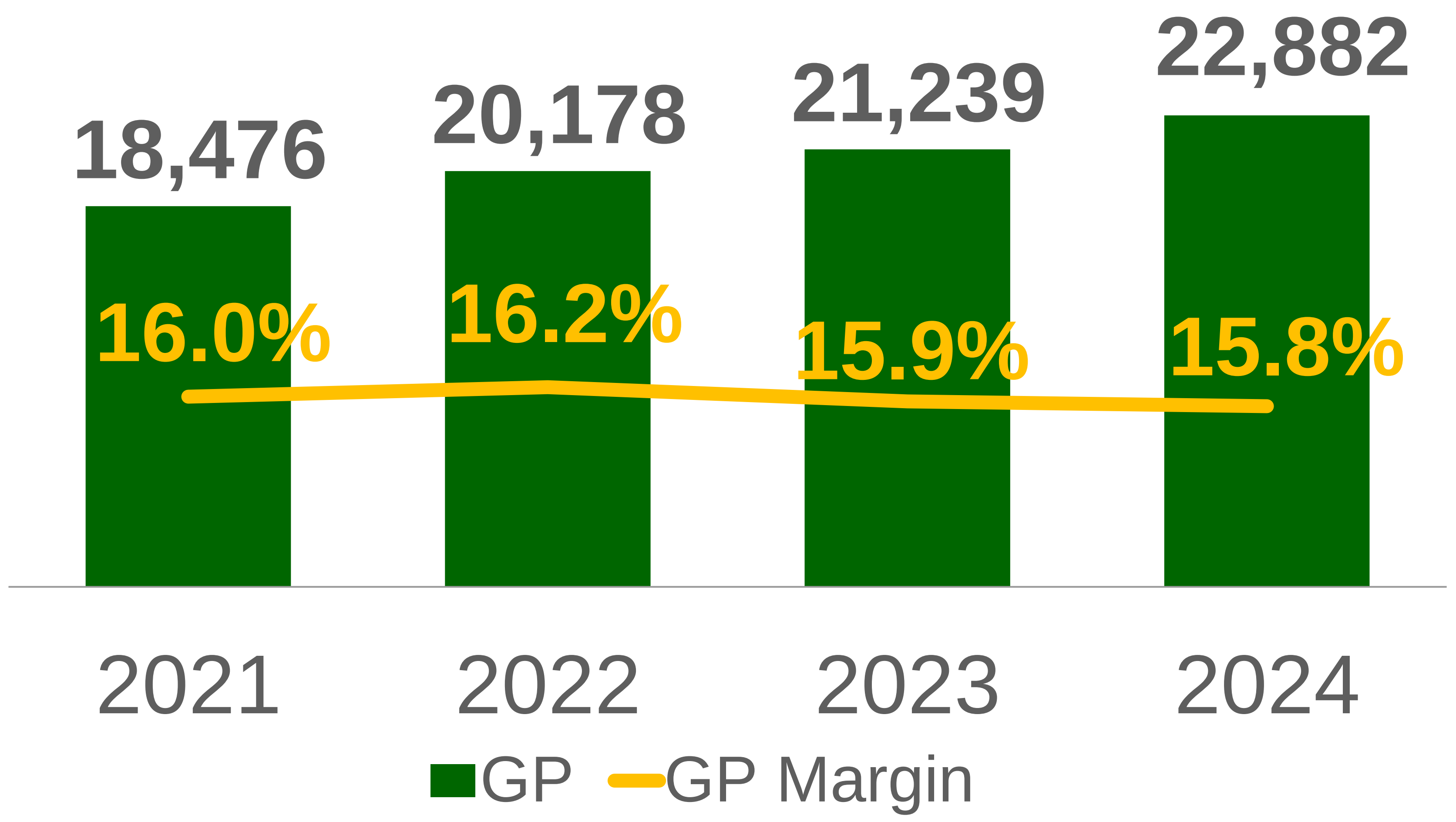
NET SALES (in PHP Billions)



3YCAGR 8%

8.3%

GROSS PROFIT & MARGIN (in PHP Billions)

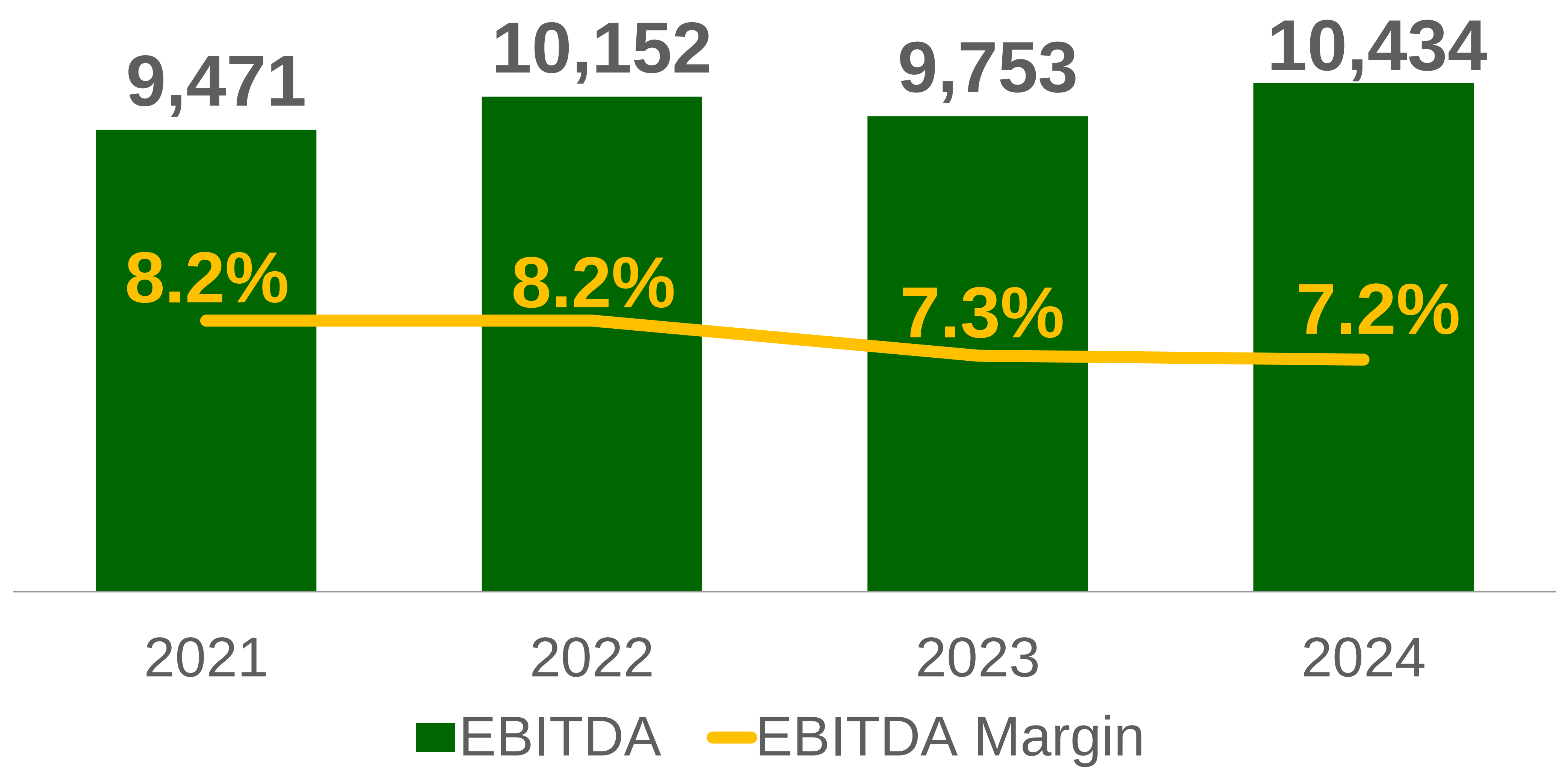


3YCAGR 7.4%

7.7%

Financial Performance FY24 – PGOLD Only

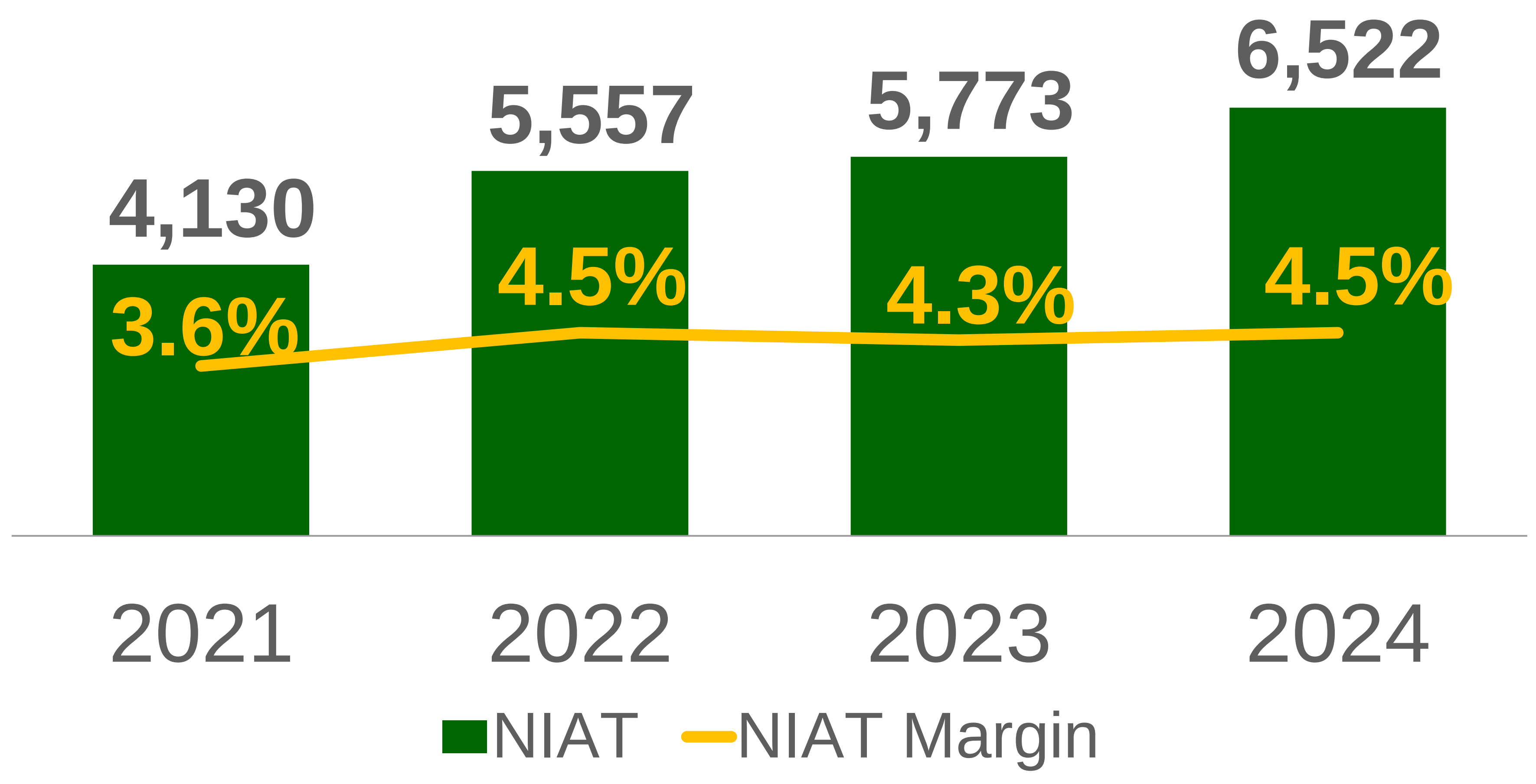
EBITDA & MARGIN (in PHP millions)



3YCAGR 3.3%

7%

NET INCOME & MARGIN (in PHP Millions)

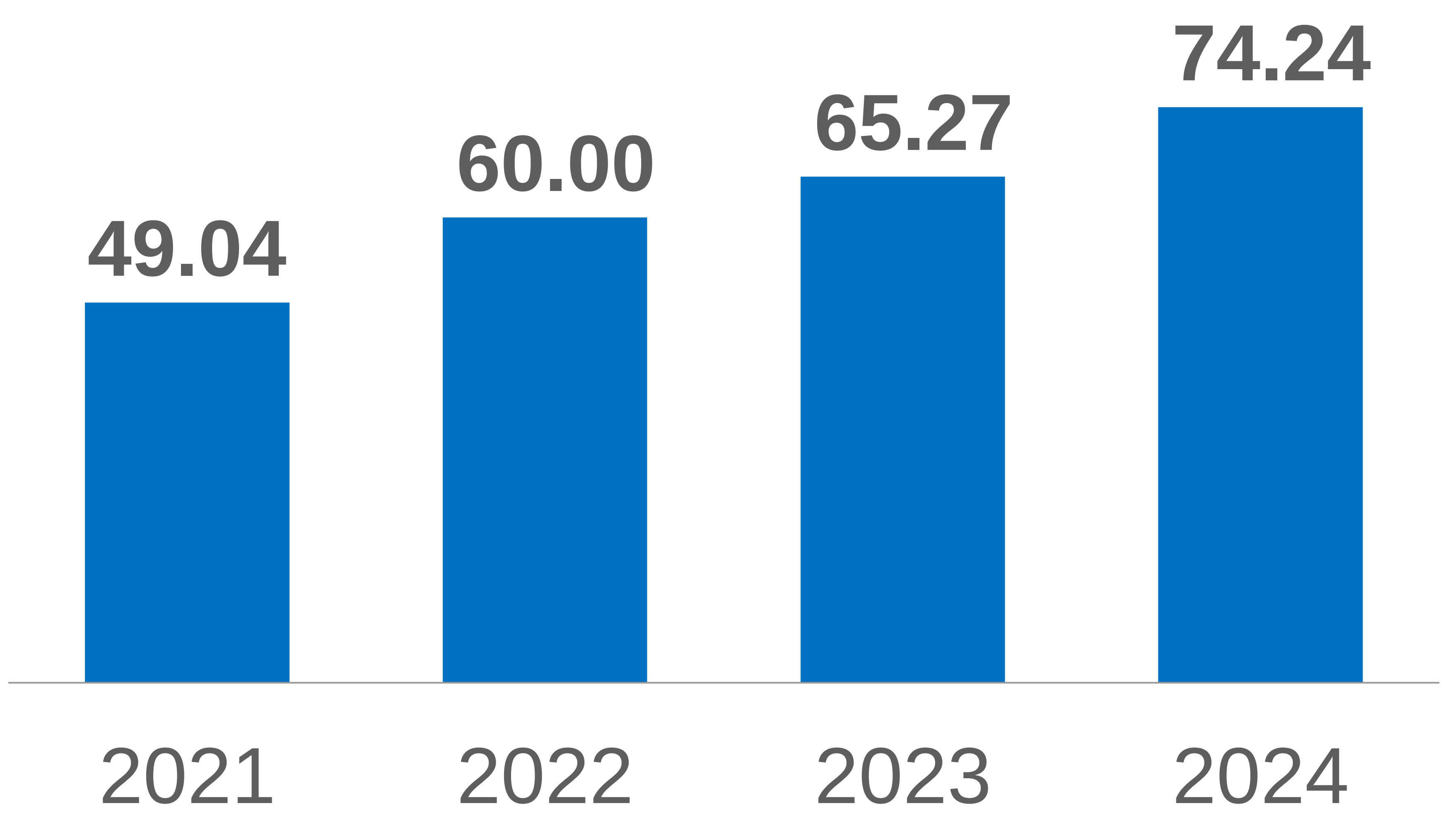


3YCAGR 16.5%

13%

Financial Performance FY24 – S&R Only

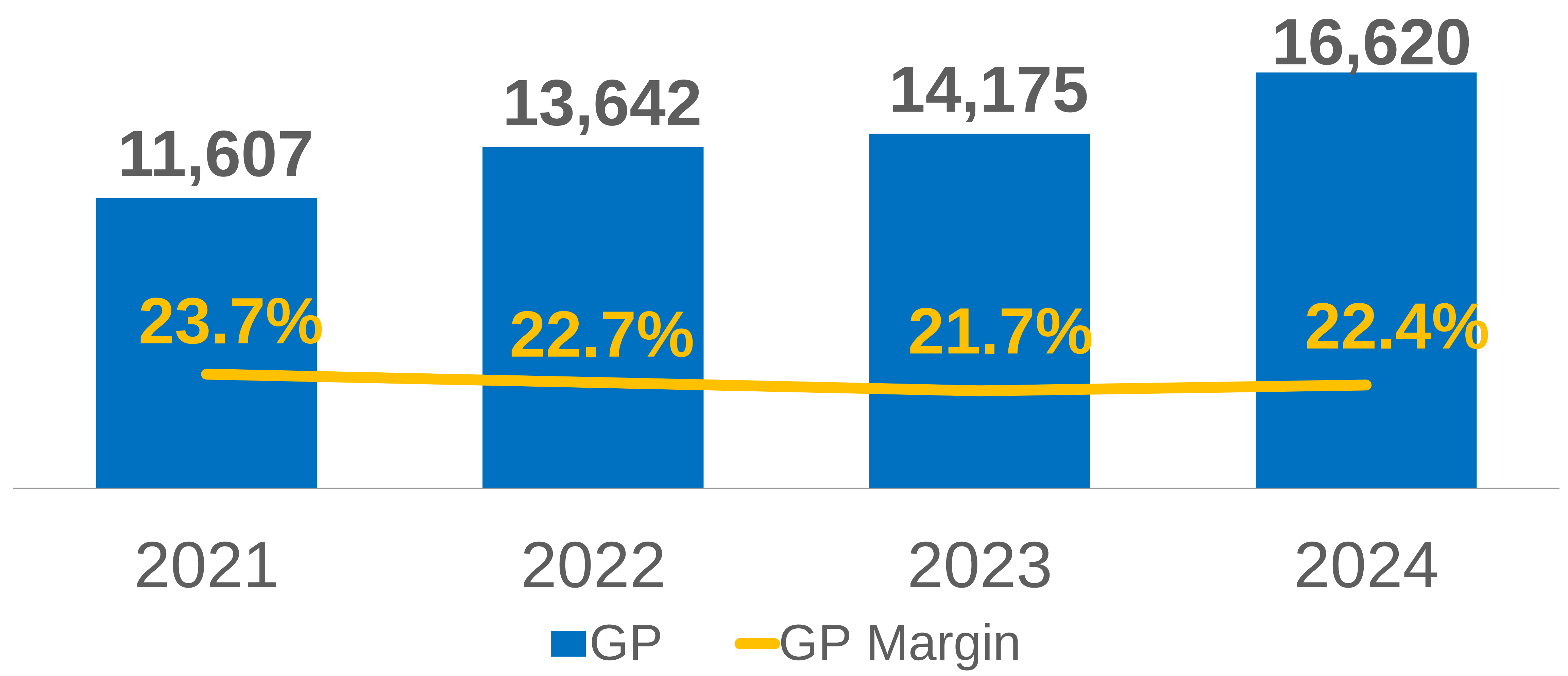
NET SALES (in PHP Billions)



3YCAGR 14.8%

13.7%

GROSS PROFIT & MARGIN (in PHP Billions)

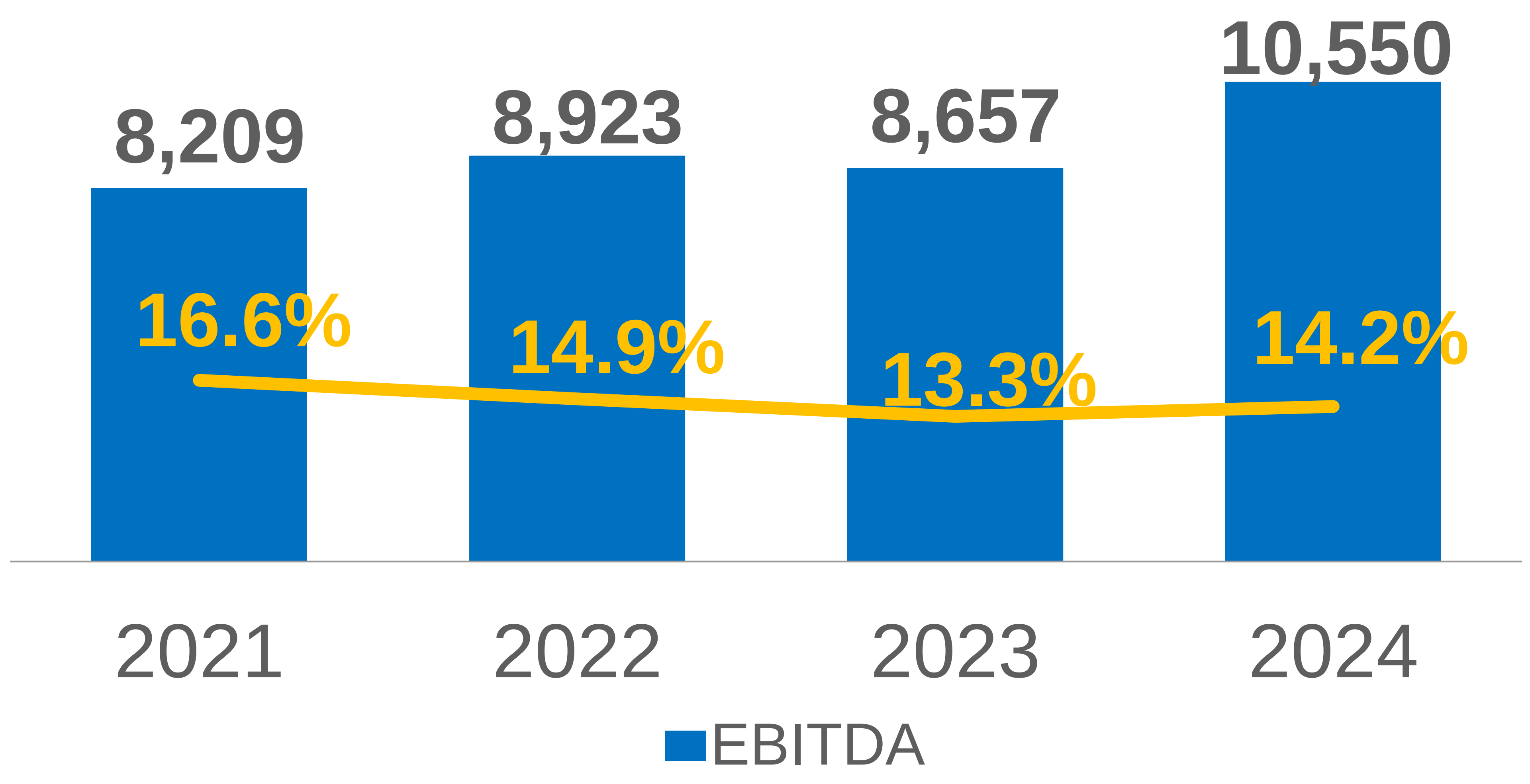


3YCAGR 12.7%

17.2%

Financial Performance FY24 – S&R Only

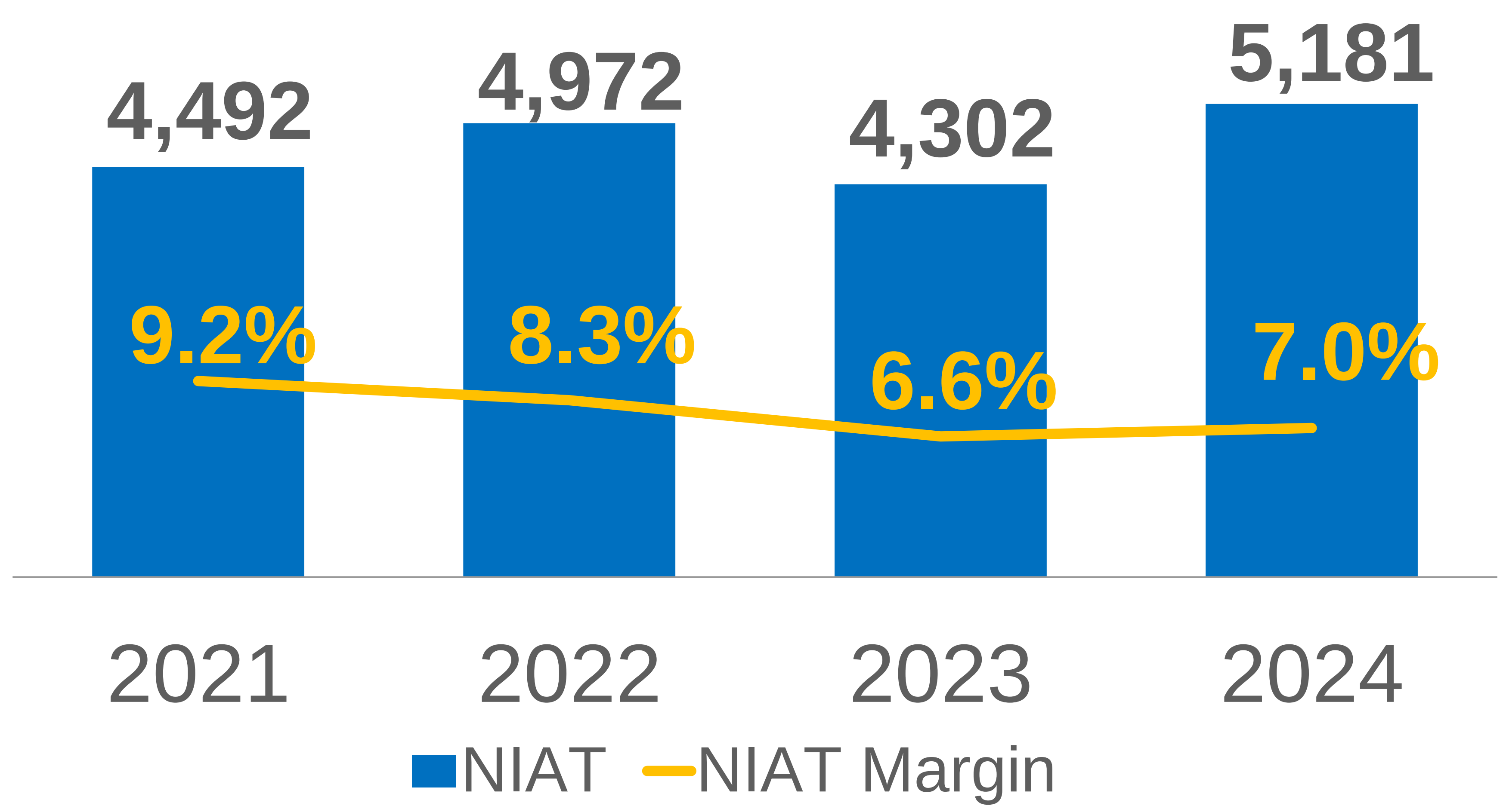
EBITDA & MARGIN (in PHP millions)



3YCAGR 8.7%

21.9%

NET INCOME & MARGIN (in PHP Millions)



3YCAGR 4.9%

20.4%

Financial Performance – FY 2024

	DEC 2023	DEC 2024
Trade Receivables Days	4.5	6.3
Inventory Days	61.6	57.3
Trade Payables Days	36.6	38.2
Cash Conversion Cycle	29.6	25.4

Notes:

1.Average of inventory at the beginning and end of the period / cost of sales x 363 (for full year))

2.Average of trade receivables at the beginning and end of the period / net sales x 363 (for full year)

3.Average of trade payable at the beginning and end of the period / cost of sales x 363 (for full year)

Sustainability Highlights 2024