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1Q25 RESULTS & PERFORMANCE

Puregold Price Club, Inc. Presentation

May 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

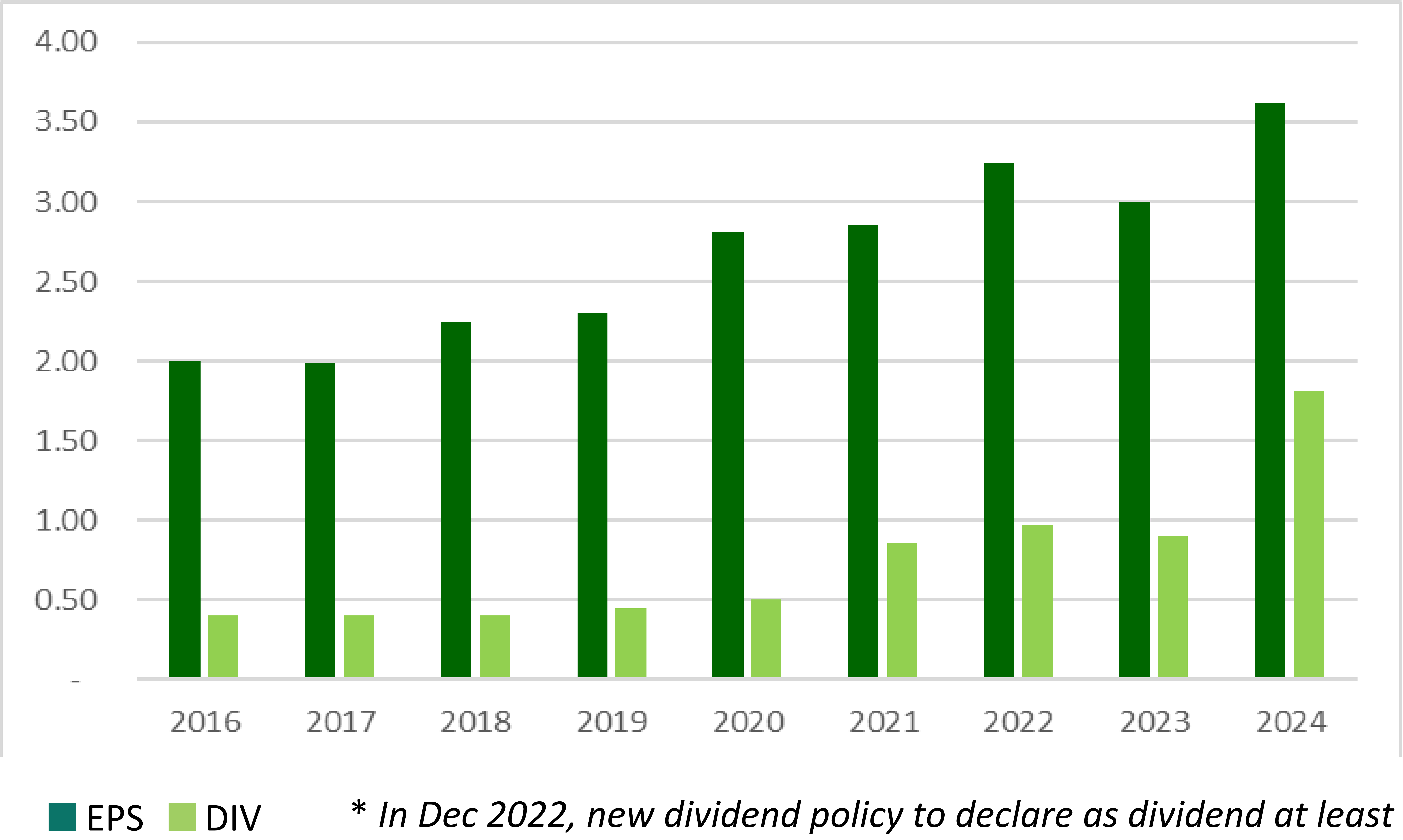
- Robust topline growth from an enterprise with the broadest consumer segments
- Healthy cash flows and a simple capital structure
- Two marquee brands in Philippine retail: Puregold stores and S&R WHs
- Beneficiary of a nation with a growing middle class and a young population
- Preferred partner of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

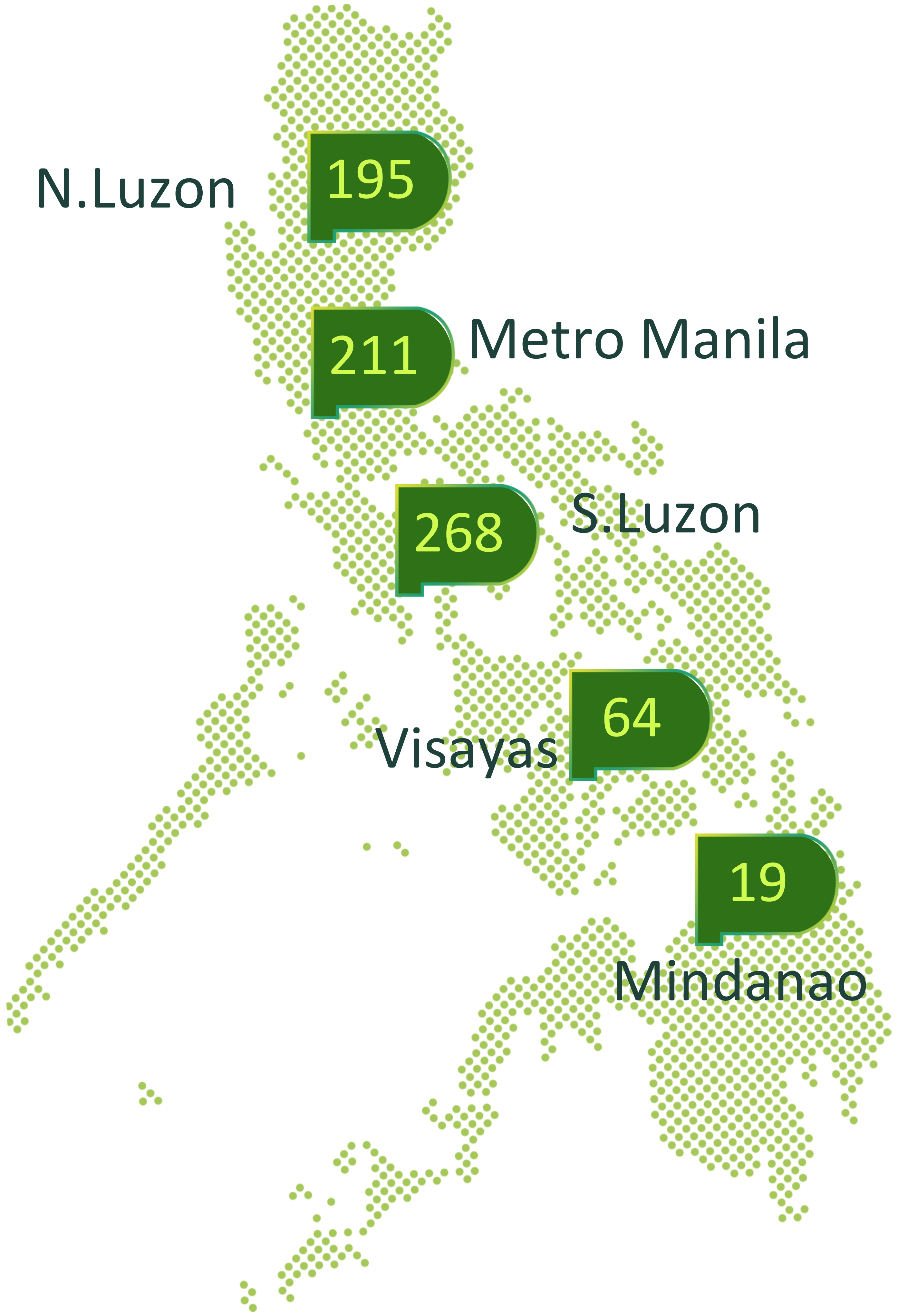
- End to End Supply Chain Reinvention for the Top 1.5k SKUs per region
- Efficient local assortment
- Robust Cold Chain & structure to support Fresh Plans

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 – 1Q 2025

GEOGRAPHIC COVERAGE



KEY STATS

TOTAL NUMBER OF STORES	**757**
NO. OF STORES PER FORMAT	348 hypermarkets 97 supermarkets 66 extra/minimart 153 Puremart 30 S&Rs 65 S&R QSRs

	PUREGOLD	S&R	S&R QSR
Metro Manila	169	12	30
North Luzon	179	5	11
South Luzon	244	8	16
Visayas	54	3	7
Mindanao	16	2	1
Total	**662**	**30**	**65**

NEW PG + S&R STORES 2024

Opened

3 new Puregold Stores +
153 Puremart Stores
1 re-open S&R Warehouse
& 3 new S&R QSR

NET SELLING AREAS (in sqm)

Puregold	584,164 sqm
S&R	150,798 sqm
QSR	5,717 sqm
Total	**742,679 sqm**

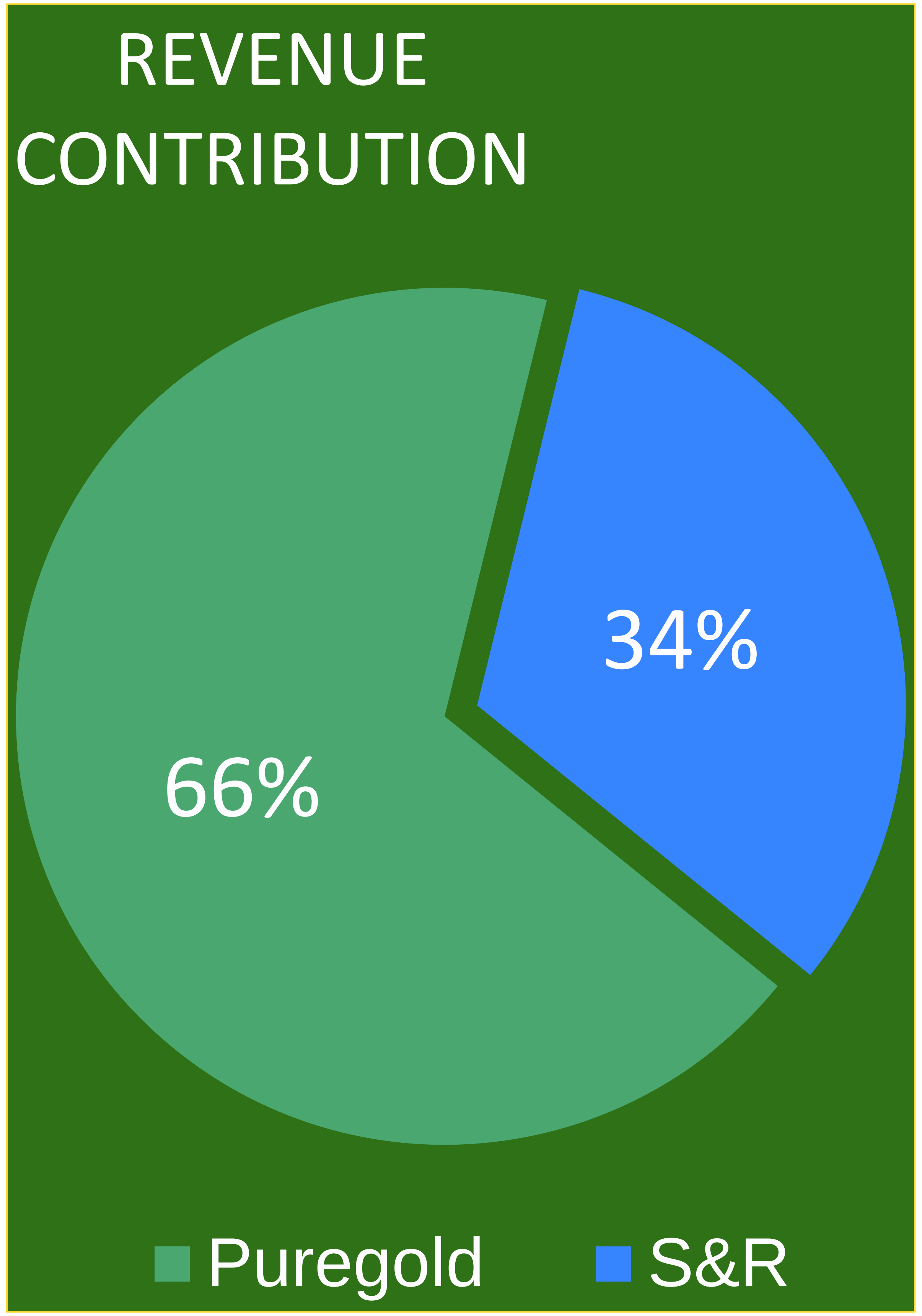
Financial Performance – 1Q 2025

Php in thousands	Q1 2025	%	Q1 2024	%	Change	%
Net Sales	**P52,417,989**	**100.0%**	**P47,317,537**	**100.0%**	**P5,100,452**	**10.8%**
Cost of Sales	42,162,104	80.4%	38,062,942	80.4%	4,099,162	10.8%
Gross Profit	10,255,885	**19.6%**	9,254,595	**19.6%**	1,001,290	10.8%
Other Operating Income	905,901	1.7%	746,777	1.6%	159,124	21.3%
Gross Income	11,161,786	21.3%	10,001,372	21.1%	1,160,414	11.6%
Operating Expenses	7,187,678	**13.7%**	6,324,770	**13.4%**	862,909	13.6%
Income from Operations	**3,974,108**	**7.6%**	**3,676,602**	**7.8%**	**297,506**	**8.1%**
Others-net	(558,523)	**-1.1%**	(469,192)	**-1.0%**	(89,331)	19.0%
Income Tax Expense	776,226	1.5%	728,088	1.5%	48,138	6.6%
Income After Tax	**P2,639,359**	**5.0%**	**P2,479,322**	**5.2%**	**P160,037**	**6.5%**
EBITDA	***P5,526,153***	***10.5%***	***P4,989,679***	***10.5%***	***P536,474***	***10.8%***

Operating Performance – 1Q 2025

Like-for-like Growth %	Puregold		S&R	
	Mar 2025 (481 stores)	Mar 2024 (449 stores)	Mar 2025 (25 wh)	Mar 2024 (21 wh)
Net Sales	5.9%	1.5%	4.0%	-1.2%
Ticket	5.0%	-1.1%	-6.8%	-1.9%
Traffic	0.8%	2.6%	11.6%	0.8%

			Traffic *(in thousands)*			Ticket		
Overall	Store Count CY	Store Count PY	Mar 2025	Mar 2024	% growth	Mar 2025	Mar 2024	% growth
Puregold	662	495	38,412	35,022	9.7%	903	905	-0.2%
S&R WH	30	26	3,888	3,116	24.8%	4,378	4,793	-8.7%

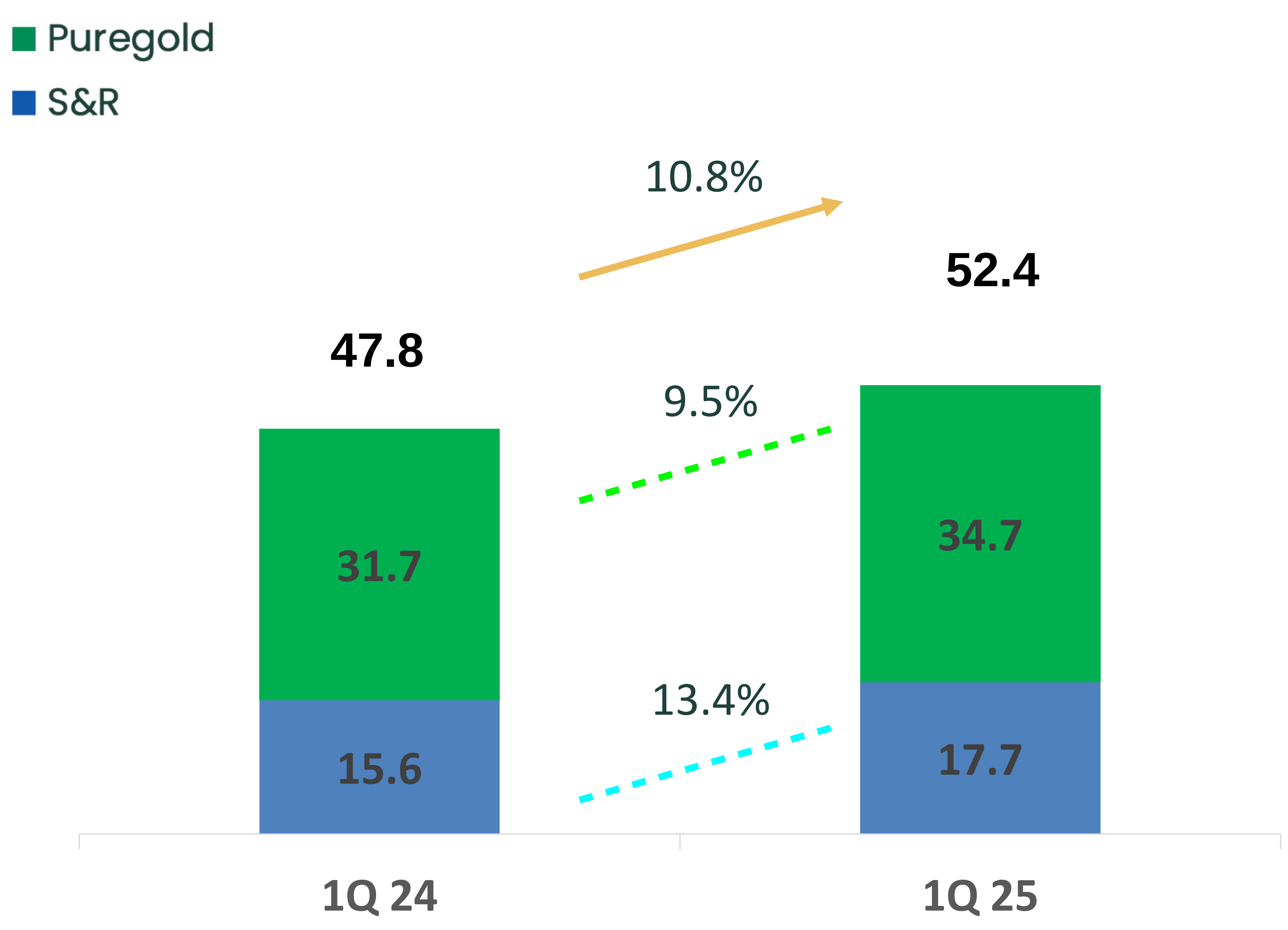


Financial Highlights – 1Q 2025

	CONSO REVENUE	GROSS PROFIT MARGIN %	EBITDA MARGIN %	NIAT
1Q 24	Php 52.42 bn	19.6%	10.5%	Php 2.64 bn
YoY	+10.8%	+1 bps	+0 bps	+6.5%

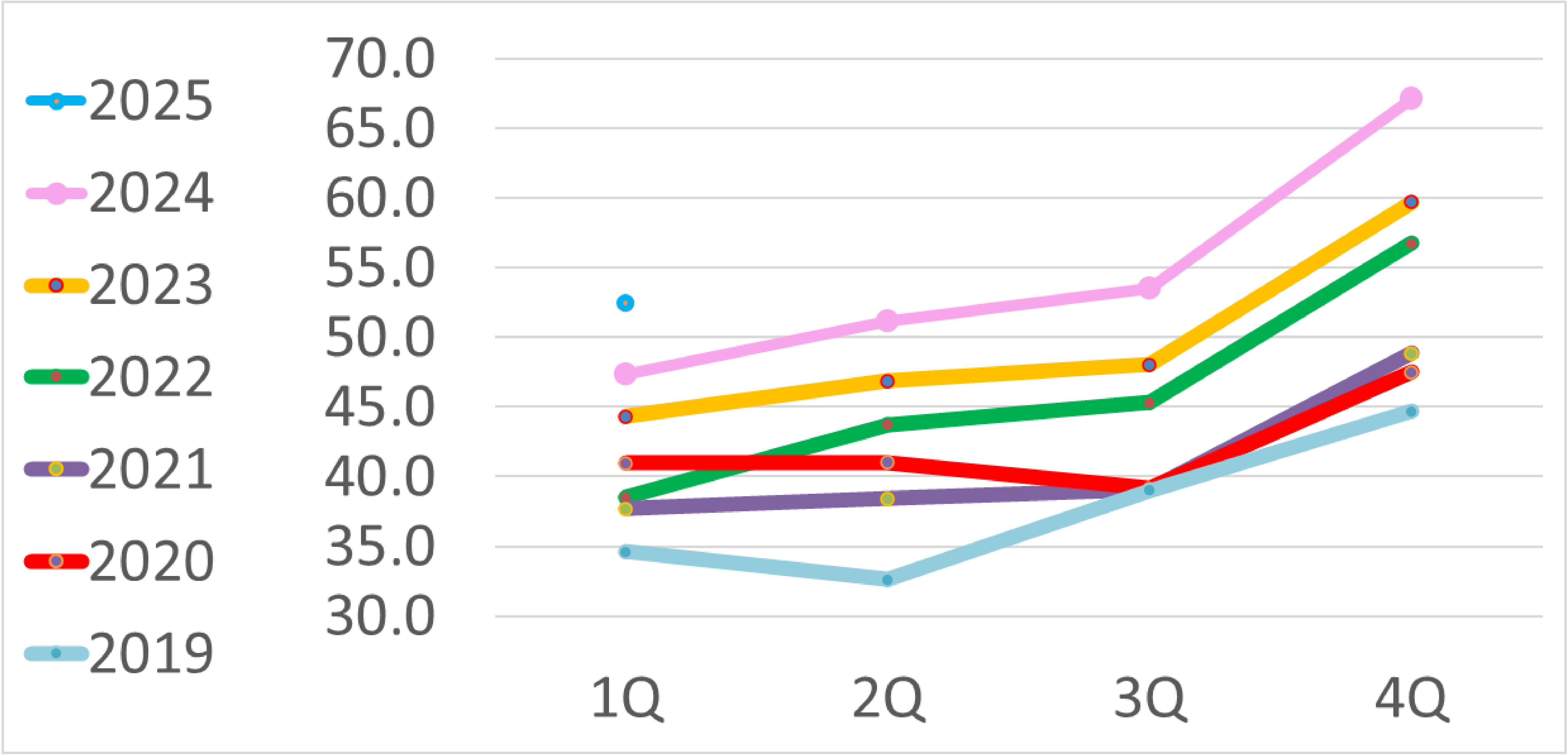
Financial Performance – Conso 1Q 2024

NET SALES BREAKDOWN



QTR NET SALES TREND

in PHP Billions

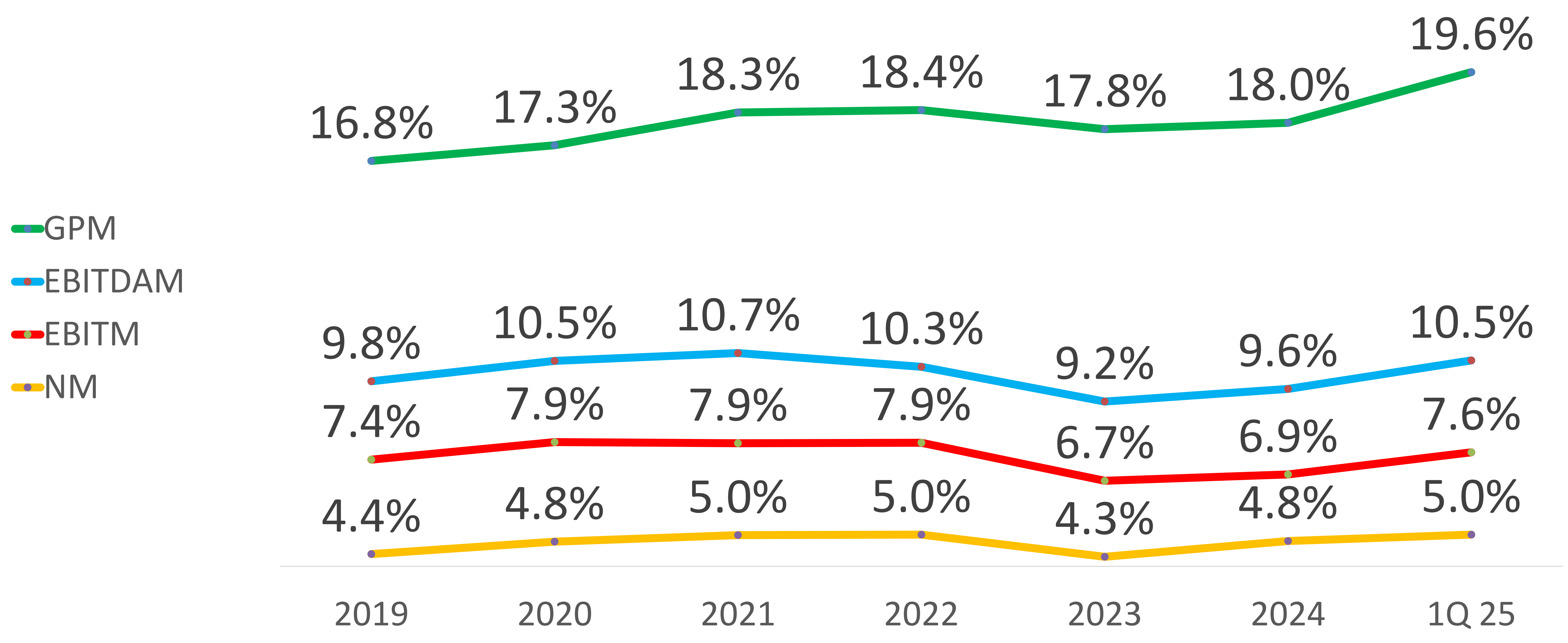


>> Record 1Q 2025 net sales. Double-digit sales growth YoY for the group.

>> 1Q 25 YoY major contributors are higher ticket size in PG store and higher traffic for 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 1Q 2025



>> 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

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

PUREGOLD

Thank you

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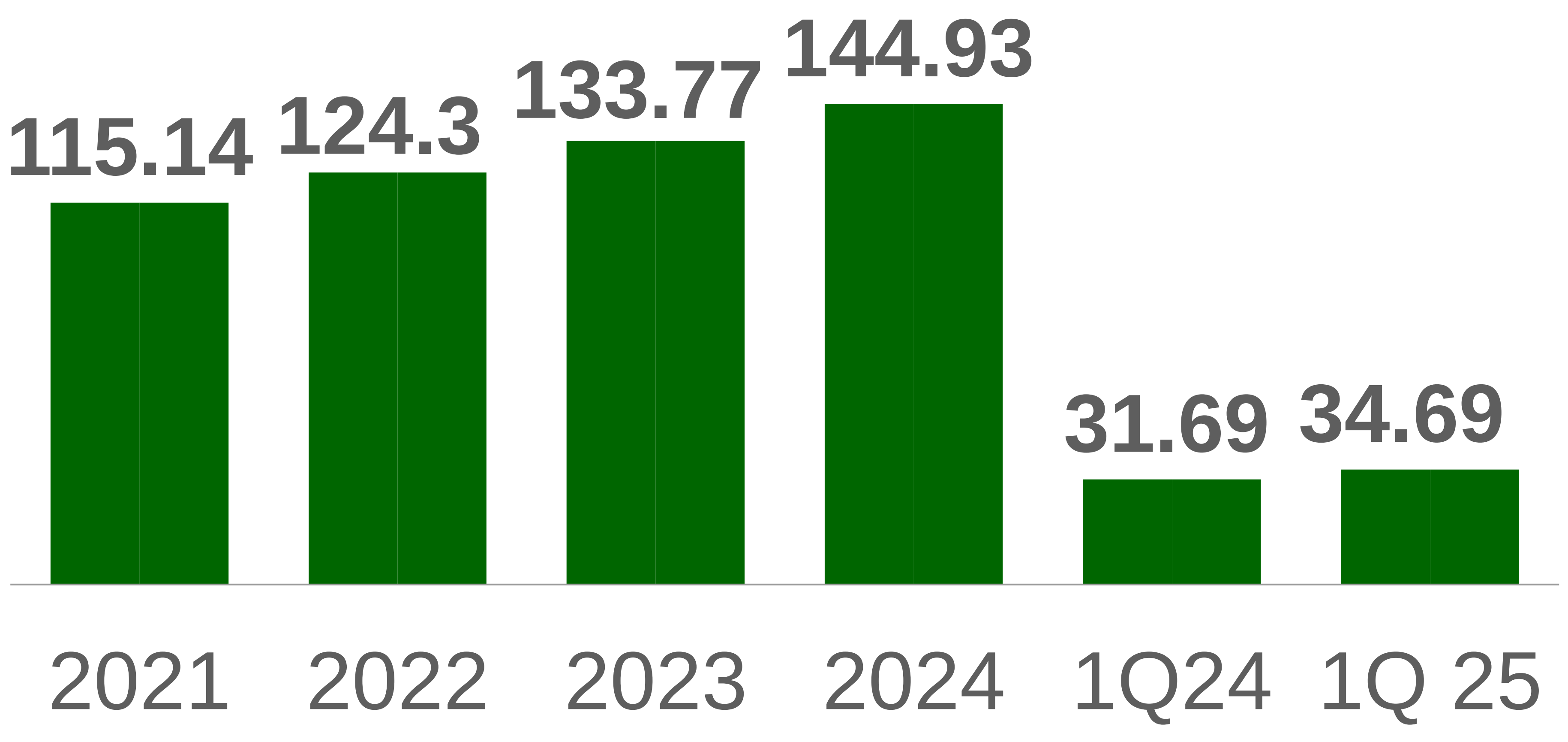
Financial Performance 1Q25 – PGOLD Only

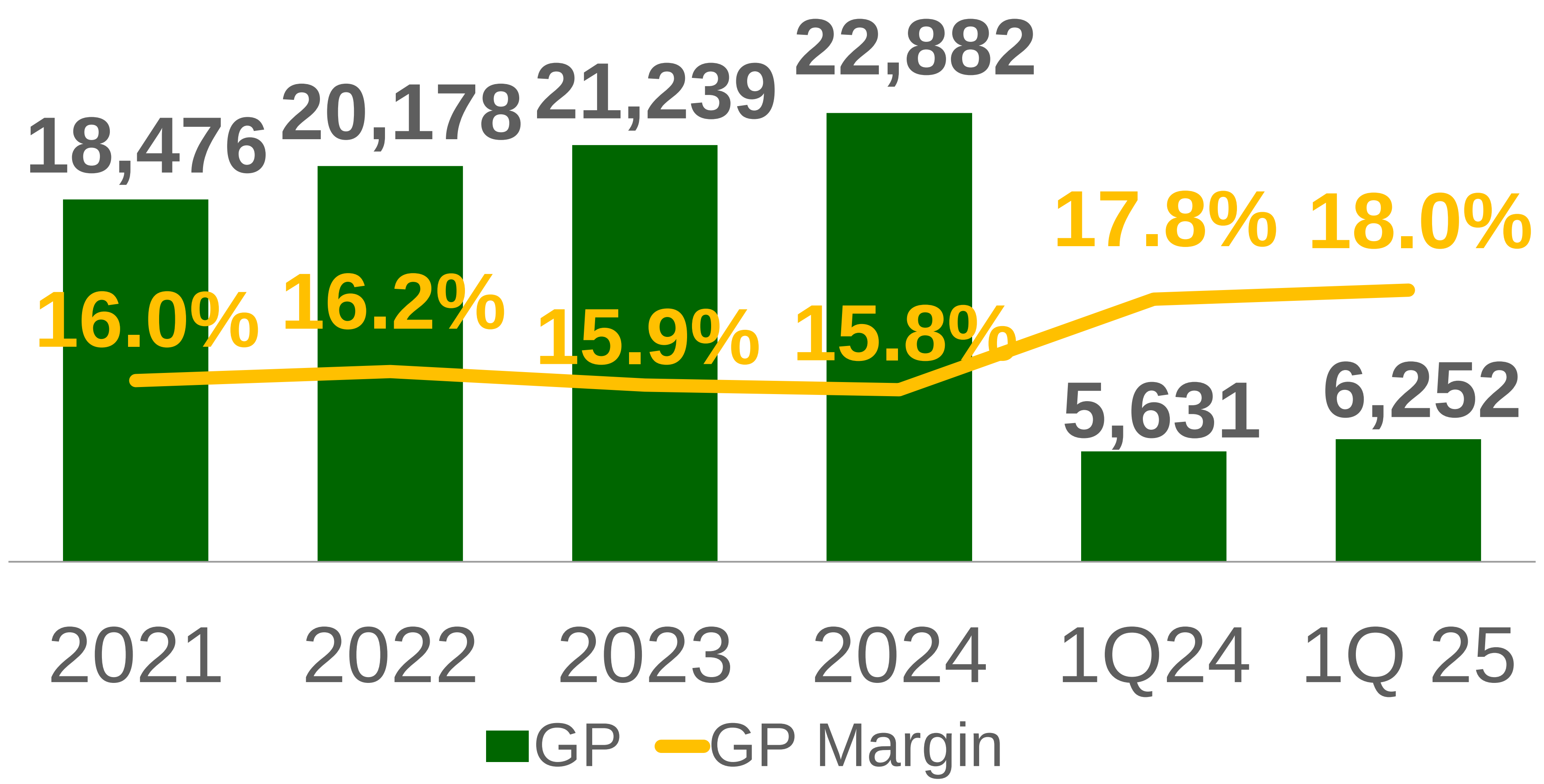
NET SALES (in PHP Billions)



3YCAGR 8%

9.5%

GROSS PROFIT & MARGIN (in PHP Billions)

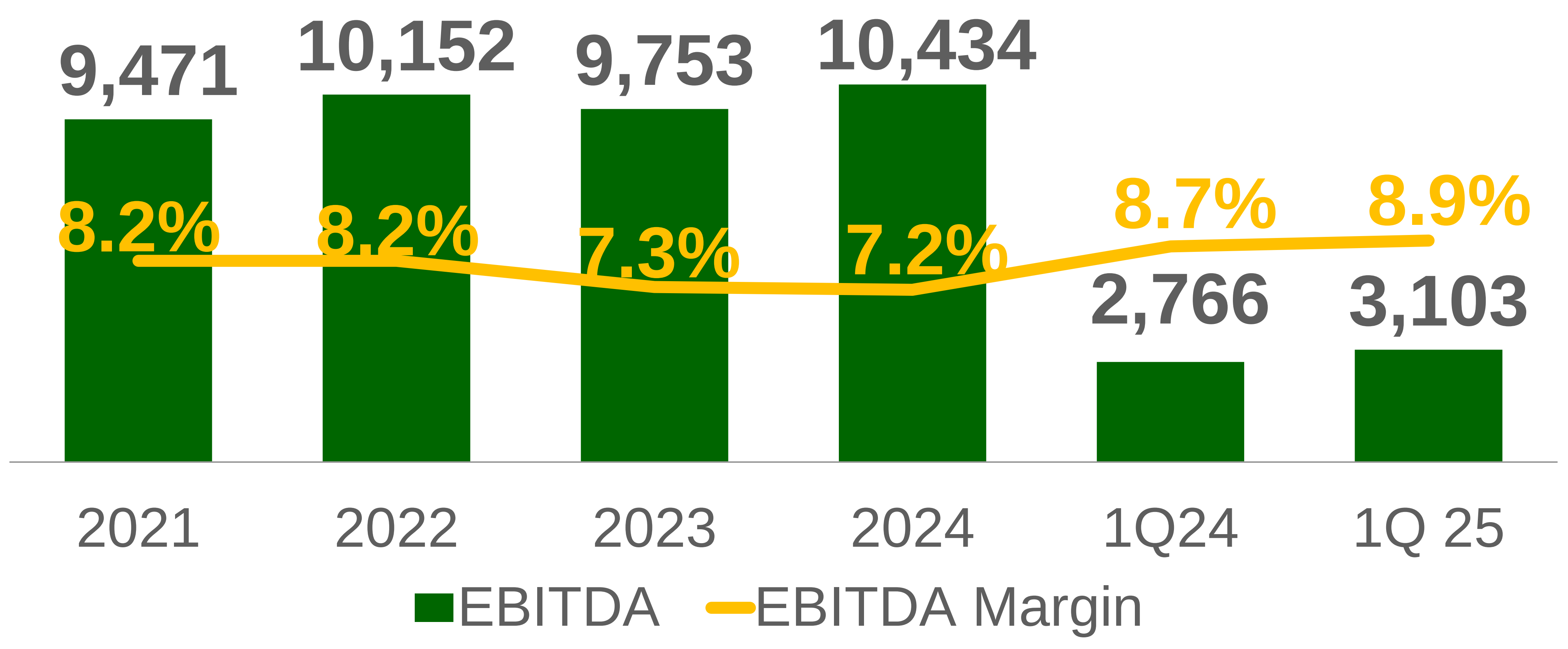


3YCAGR 7.4%

11%

Financial Performance 1Q25 – PGOLD Only

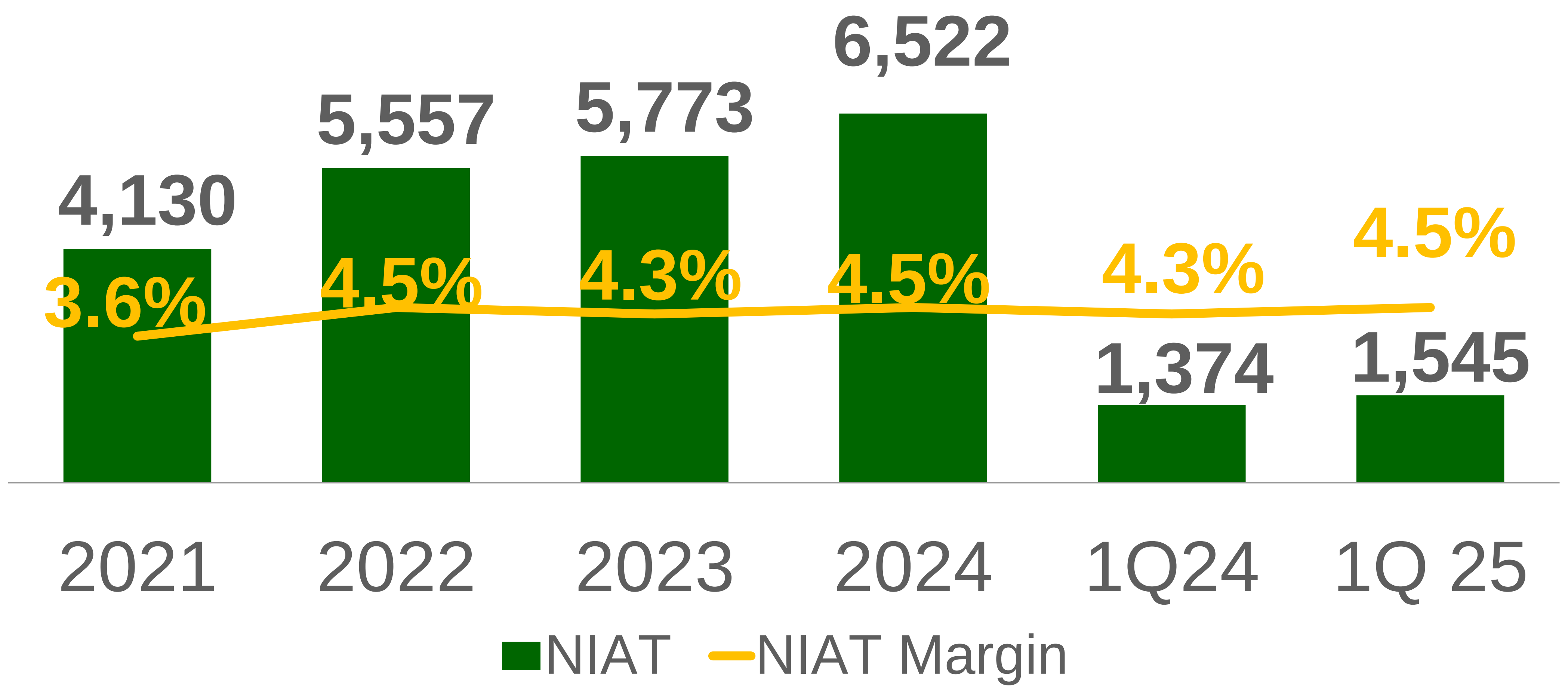
EBITDA & MARGIN (in PHP millions)



3YCAGR 3.3%

12.2%

NET INCOME & MARGIN (in PHP Millions)

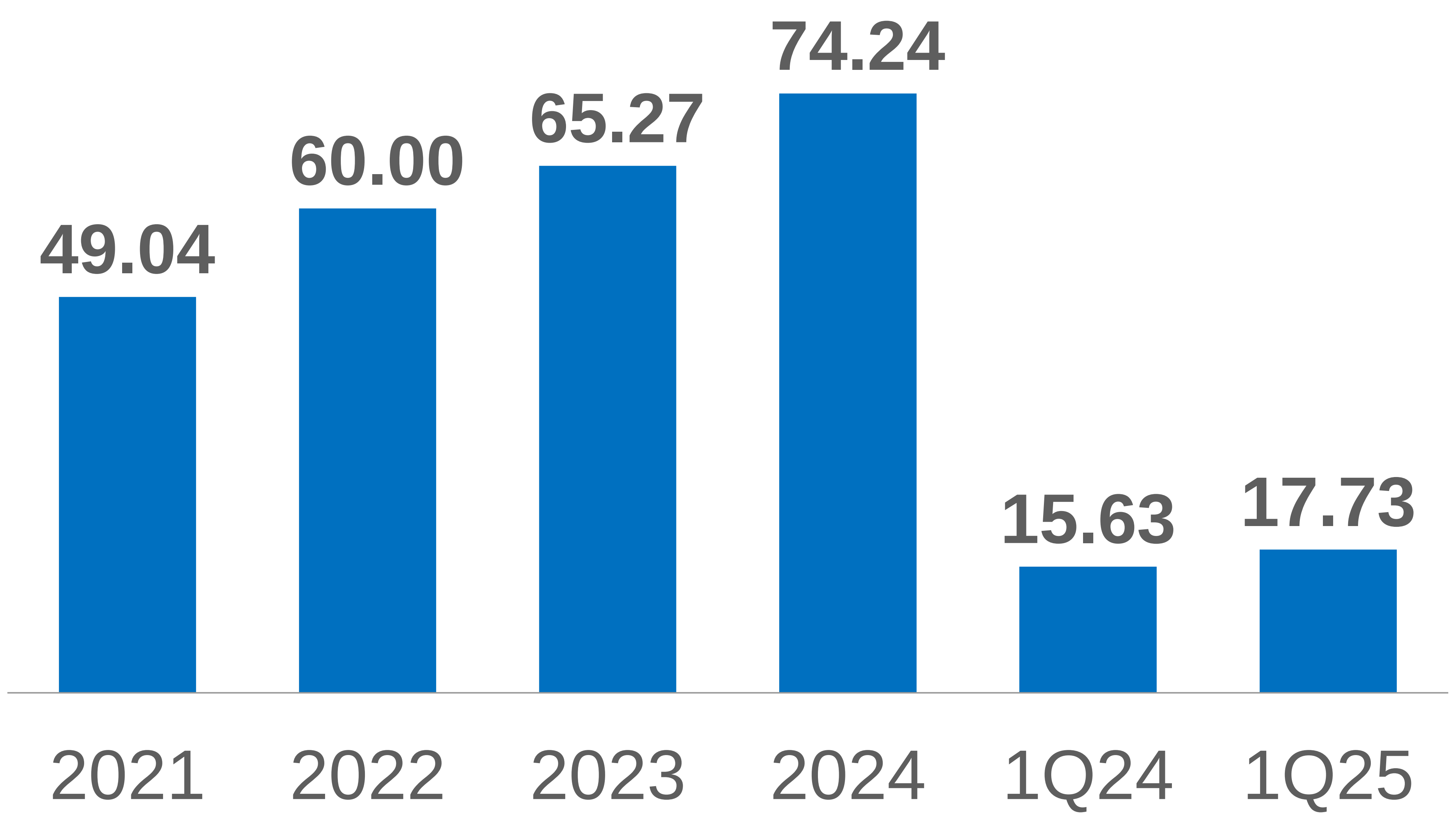


3YCAGR 16.5%

12.4%

Financial Performance 1Q25 – S&R Only

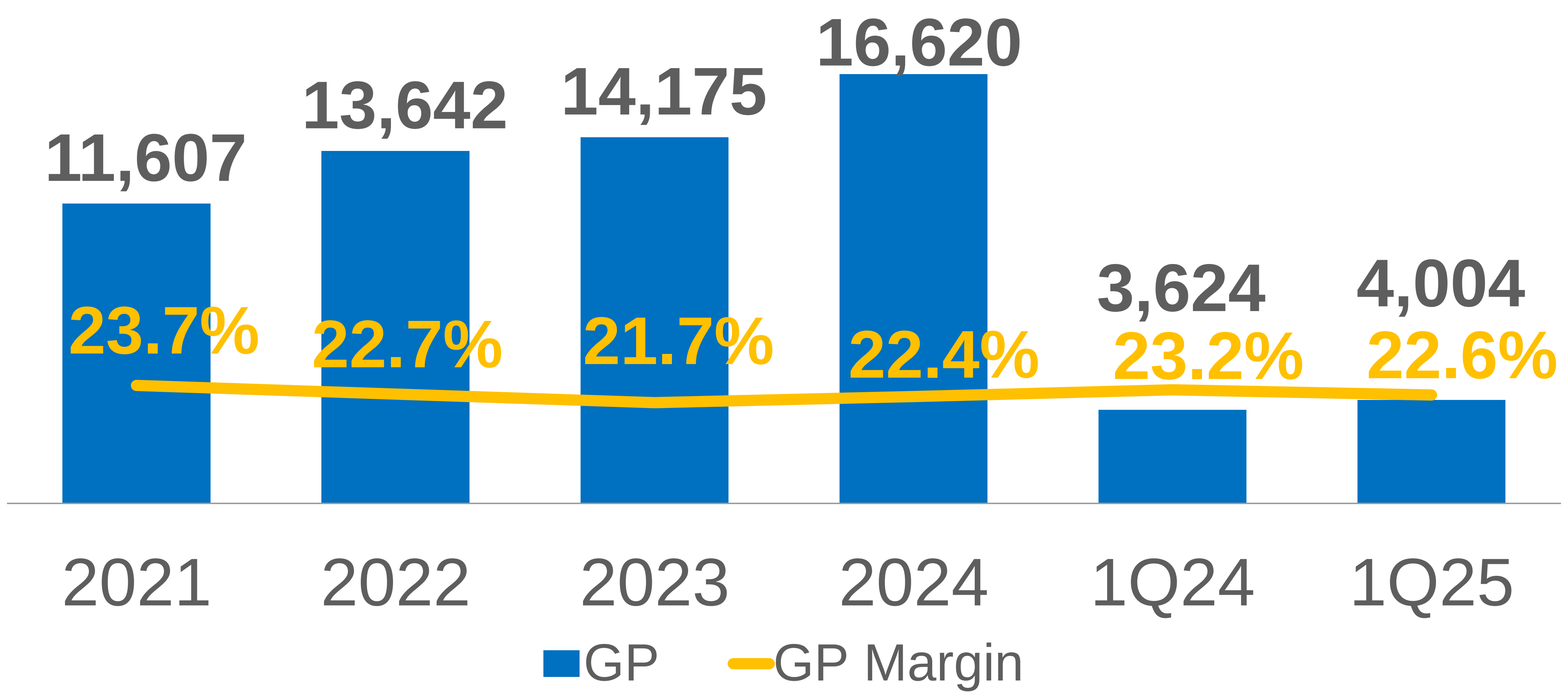
NET SALES (in PHP Billions)



3YCAGR 14.8%

13.4%

GROSS PROFIT & MARGIN (in PHP Billions)

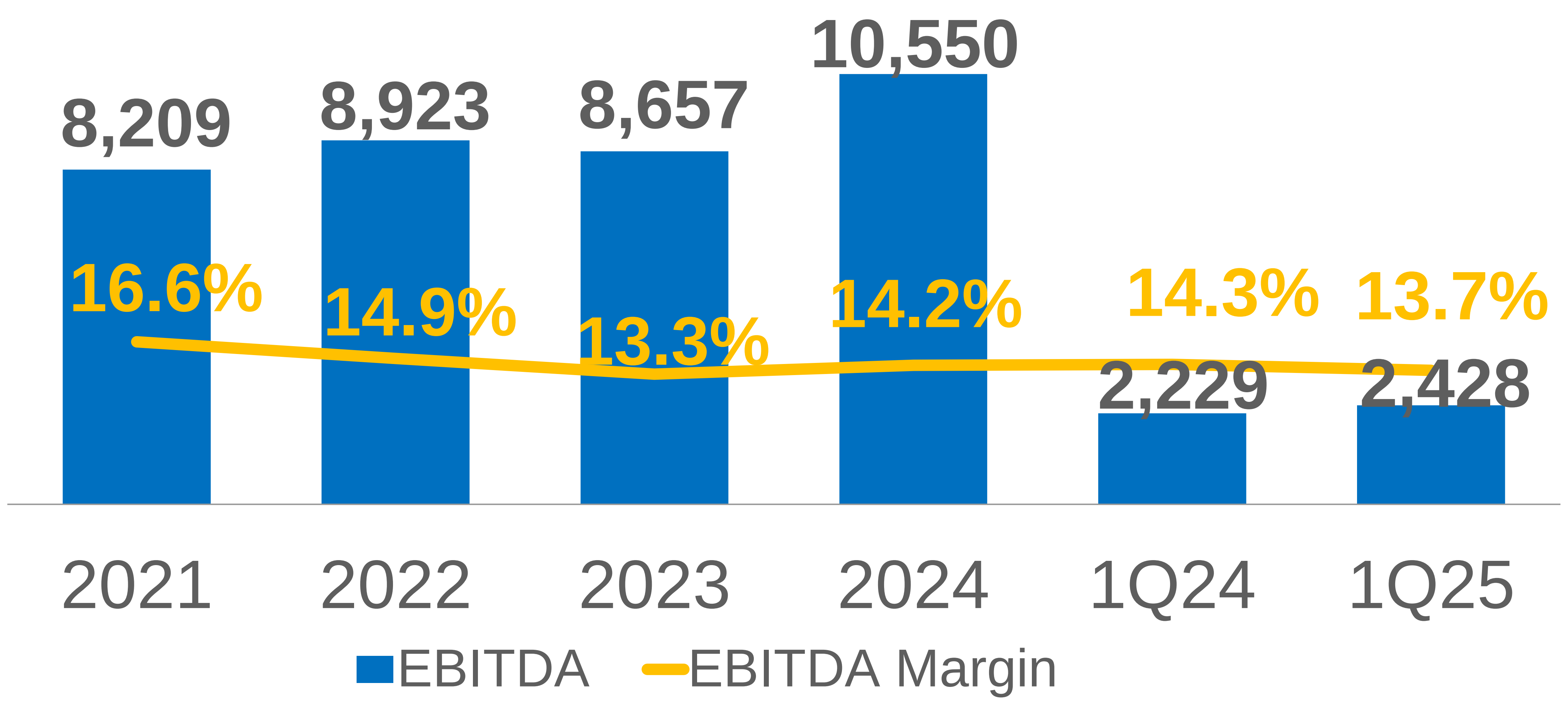


3YCAGR 12.7%

10.5%

Financial Performance 1Q25 – S&R Only

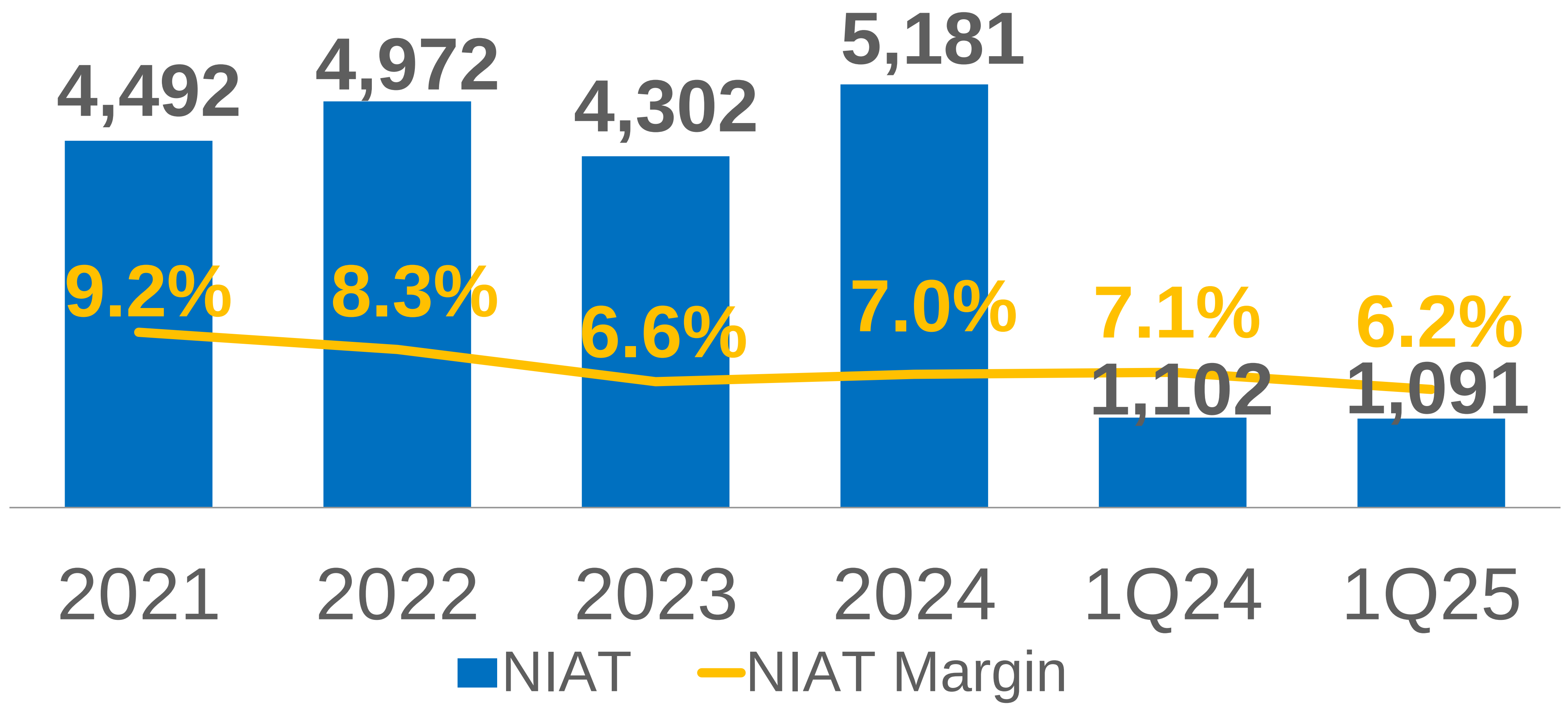
EBITDA & MARGIN (in PHP millions)



3YCAGR 8.7%

8.9%

NET INCOME & MARGIN (in PHP Millions)



3YCAGR 4.9%

1%

Financial Performance – 1Q 2025

	DEC 2024	1Q 2025
Trade Receivables Days	6.3	5.5
Inventory Days	57.3	65.3
Trade Payables Days	38.2	38.5
Cash Conversion Cycle	25.4	32.3

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