COVER SHEET

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SEC Registration Number

PUREGOLD PRICE CLUB, INC.

(Company's Full Name)

NO. 900 ROMUALDEZ ST., PACO,
MANILA

(Business Address: No. Street City/Town/Province)

CANDY H. DACANAY-DATUON	**(02) 523-3055**
(Contact Person)	(Company Telephone Number)

1 2	3 1	**SEC FORM 17-C**	0 5	1 1
Month	**Day**	(Form Type)	**Month**	**Day**

(Secondary License Type, If Applicable)

Dept. Requiring this Doc

Amended Articles Number/Section

Total Amount of Borrowing

Total No. of Stockholders

Domestic

Foreign

SEC Personnel concerned

File Number

LCU

Document ID

Cashier

STAMPS

SECURITIES AND EXCHANGE COMMISSION

SEC FORM 17-C

CURRENT REPORT UNDER SECTION 17 OF THE SECURITIES REGULATIONS CODE AND SRC RULE 17.2 (C) THEREUNDER

Date of Report	November 12, 2021
SEC Identification Number	A199813754
BIR Tax Identification Number	201-277-095
Name of Issuer as specified in its charter	Puregold Price Club, Inc.
Address of principal office and postal code	No. 900 Romualdez St., Paco, Manila, 1007
Industry Classification Code	
Issuer's Telephone Number	(632) 522-8801
Former Name	None
Securities registered pursuant to Section 8 and 12 of the SRC or Sections 4 and 8 of the RSA	Number of Common Shares – 2,883,352,615 Treasury Shares – 20,861,471
Indicate the item numbers reported therein	Other Matters/Event

Other Event:

Please see attached Company Presentation for its 9M 2021 Results and Performance.

SIGNATURE

Pursuant to the requirements of the Securities Regulation Code, the issuer has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

PUREGOLD PRICE CLUB, INC.

CANDY H. DACANAY - DATUON
Assistant Corporate Secretary & Compliance Officer

Puregold Price Club, INC.

Company Presentation
9M 2021 Results and Performance
November 2021

PUREGOLD

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Head Office Address
2nd floor, Tabacalera Building, 900 Romualdez Street, Paco, Manila, 1007 Philippines

Puregold Enterprise

S&R

- Membership shopping model
- Class A & B and upper C segment
- Imported and large size SKUs

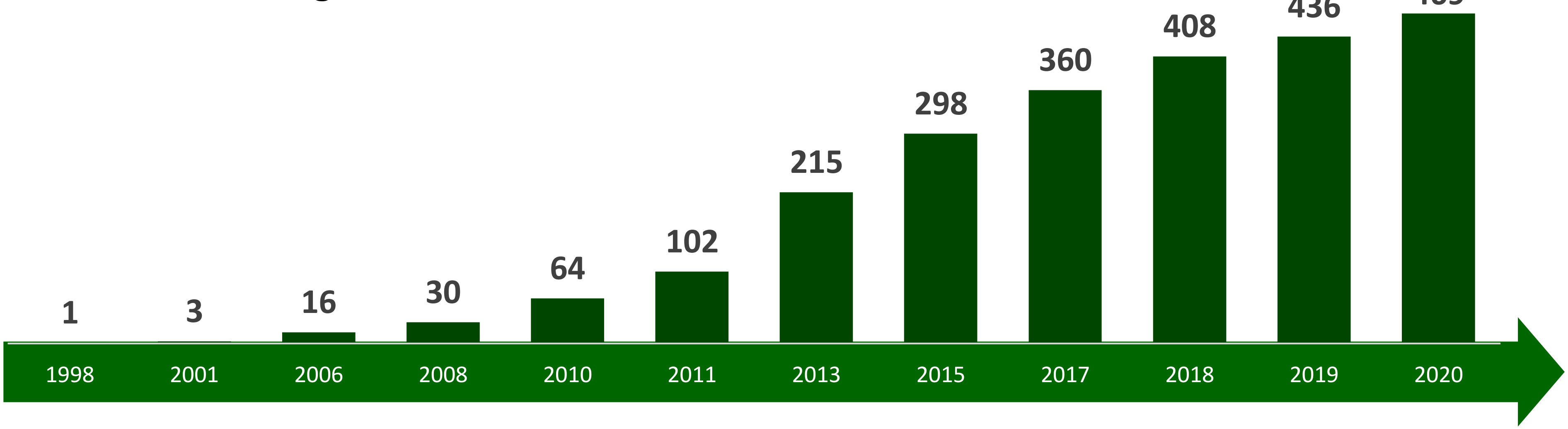
Puregold

- Lower C, D and E market
- Sari sari store customers/resellers
- Popular local and small sized SKUs

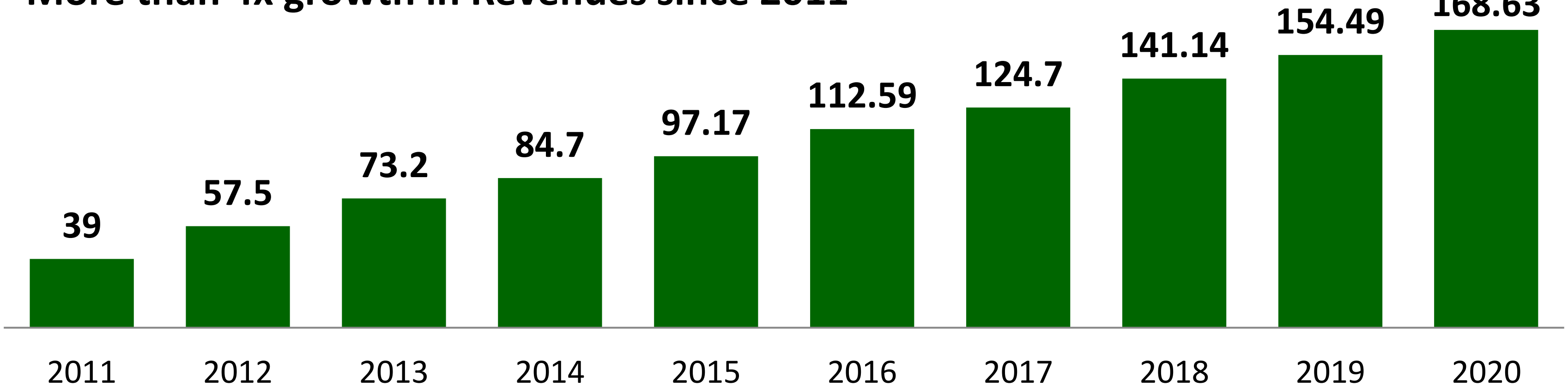
Store roll-out through FY 2020

PUREGOLD

More than 4x growth in store count since 2011



More than 4x growth in Revenues since 2011



Rapid store expansion from 1 to 469 stores in 22 years

5 Pillars of Growth in 2020 - 21

1. Protect our Supply Chain

- Healthy Inventory levels despite supply chain disruptions (65 days)

2. Improve Logistics end-to-end

- Last mile capability is 92% order fulfillment next day delivery
- Serving more than 200k sari-sari store nationwide
- Good relationships with online vendors

3. New Channel Development & Marketing Activities

– Increased coverage from 180k pre-pandemic to 210k sari-sari store
– E-commerce Business 2.5x growth
– Out of store selling models 5% additional business

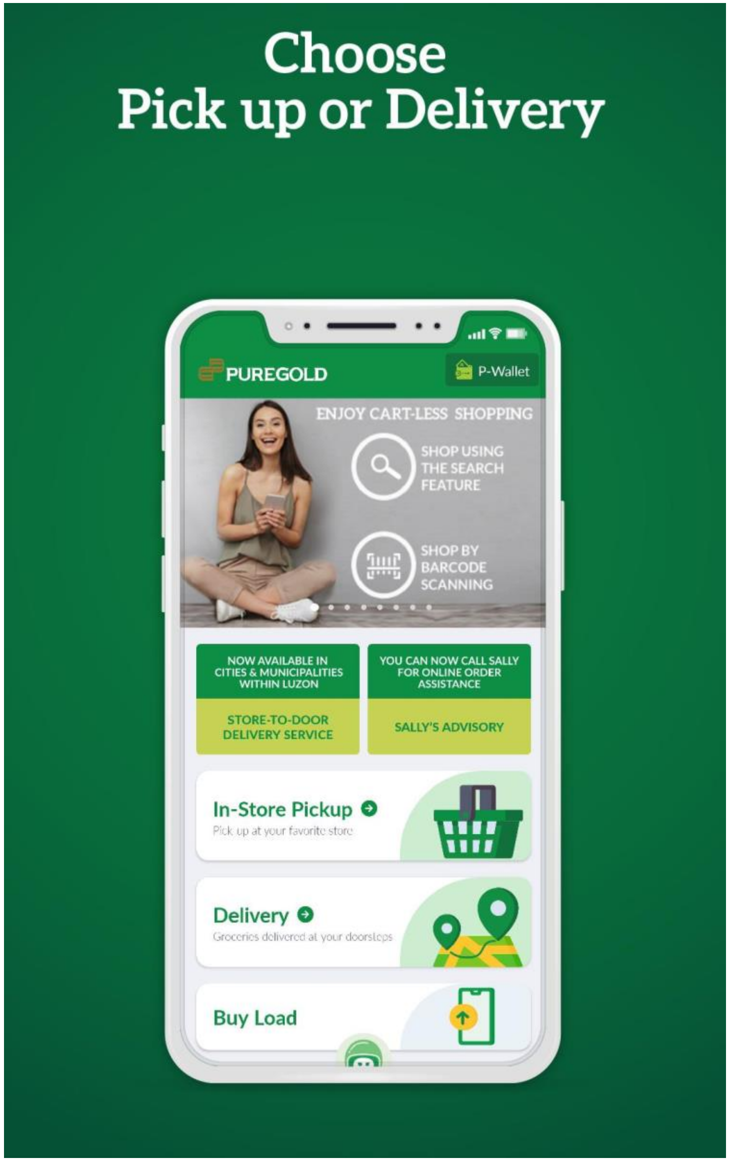
4. Margin Improvement

- GP Margin +18.7%

5. Store Expansion

- 51 new Puregold stores since 2020
- 4 S&R Warehouse Clubs since 2020

Puregold Digital Innovations



Out of Store Selling Models

Puregold APAR for Sari-sari stores

Out of Store Selling Models

Puregold APAR for Sari-sari stores

Out of Store Selling Models

Out of Store Selling Models

Puregold Rolling Stores



Update on Puregold – 9M 2021

9M 2021 Results and Performance

PUREGOLD

Conso Net Sales -4%

Conso Gross Profit +8.3%

GPM 18.7%

Conso Operating Income +6.7%

Operating margin 7.9%

Conso Net Income +13.6%

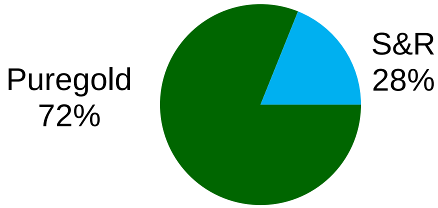
Net margin 5%

- Opened 19 new PGOLD stores and 2 S&R warehouse 9M 2021
- Operating 489 stores in 9M 2021; with consolidated NSA of around 607,000 sqm

Operating Performance – 9M 2021

Format	Hypermarket, supermarket, extra	Membership shopping

Revenue contribution



	PUREGOLD	S&R
Gross profit (PHP million) & Margin (%)	**13,561 (16.4%)**	**7,933 (24.5%)**
Total traffic (million)	80.9	7.6
Average net ticket (PHP)	1,025	4,542
Net sales growth (%)	**-8.9%**	**7.3%**
Traffic growth (%)	-18.3%	5.5%
Average net ticket growth (%)	11.5%	1.7%
Same Store net sales growth (%)*	**-11.4%**	**5.1%**
Same Store traffic growth (%)*	-21.3%	3.1%
Same Store average net ticket growth (%)*	12.6%	1.9%

*Same Stores Growth for 2021 are based on stores opened as of end December 2019.

Operating Performance – 9M 2021

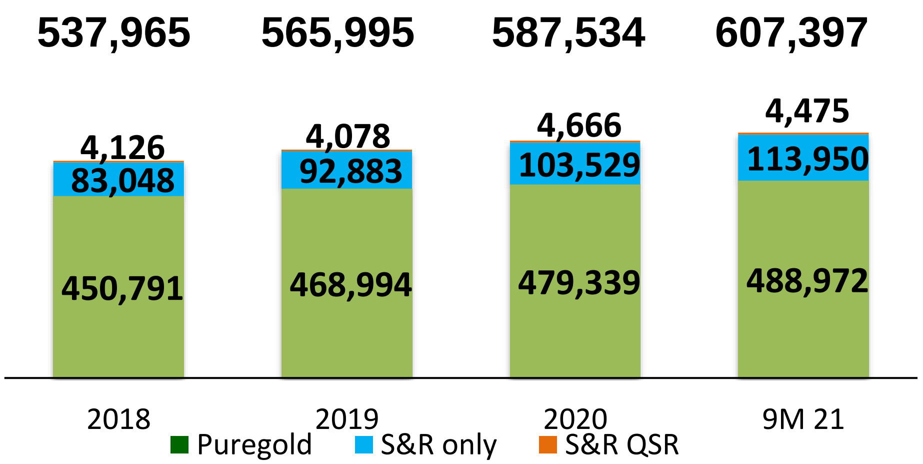
PUREGOLD

Breakdown of Stores (per format)

Group	2018	2019	2020	9M 21
Hypermarket	208	230	244	258
Supermarket	104	103	100	100
Extra	42	47	59	64
S&R	16	18	20	22
S&R QSR	39	38	46	45
TOTAL	**409**	**436**	**469**	**489**

Puregold Only	2018	2019	2020	9M 21
Metro Manila	125	130	137	139
North Luzon	93	100	107	115
South Luzon	101	106	113	117
Visayas	25	33	35	37
Mindanao	10	11	11	14
TOTAL	**354**	**380**	**403**	**422**

Net Selling Area of Stores (in sqm)



Traffic and Ave Ticket Size

Traffic (in M)	PGOLD	S&R
2019	180	8.9
2020	128	10.2
9M 21	80.9	7.6

Ave Ticket (in Php)	PGOLD	S&R
2019	656	4,212
2020	969	4,667
9M 21	1,025	4,665

*NE Bodega and Budgetlane Stores are converted to Puregold Stores in 2018

Store Portfolio – 9M 2021

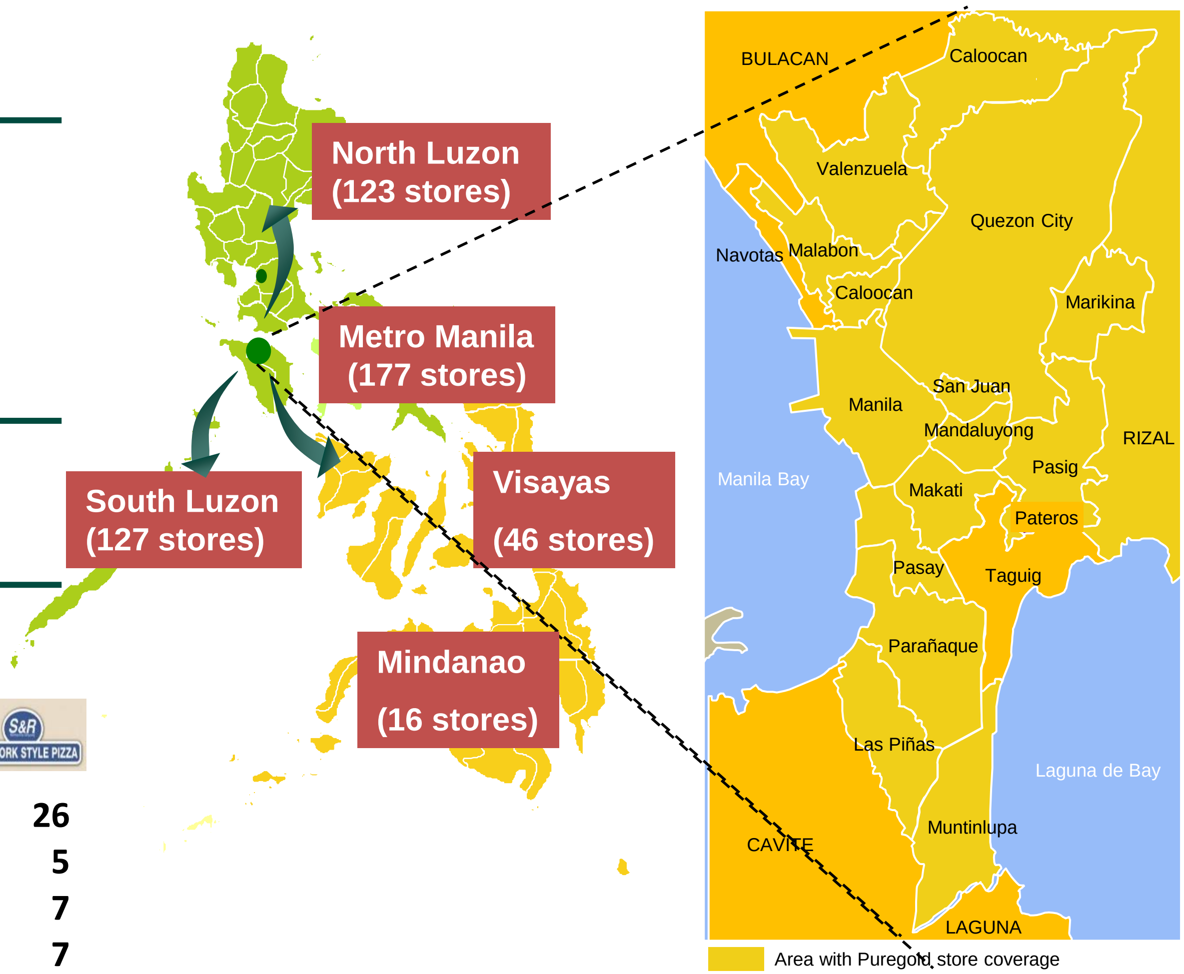
PUREGOLD

Key statistics 9M 2021

Total no. of stores	• 489
No. of stores per format	• 258 hypermarkets; 100 supermarkets; 64 extras • 22 S&Rs • 45 S&R QSR
Consolidated net selling area	• about 607,000 square meters

	PUREGOLD	S&R	S&R NEW YORK STYLE PIZZA
Metro Manila	139	12	26
North Luzon	115	3	5
South Luzon	117	3	7
Visayas	37	2	7
Mindanao	14	2	0
	422	22	45

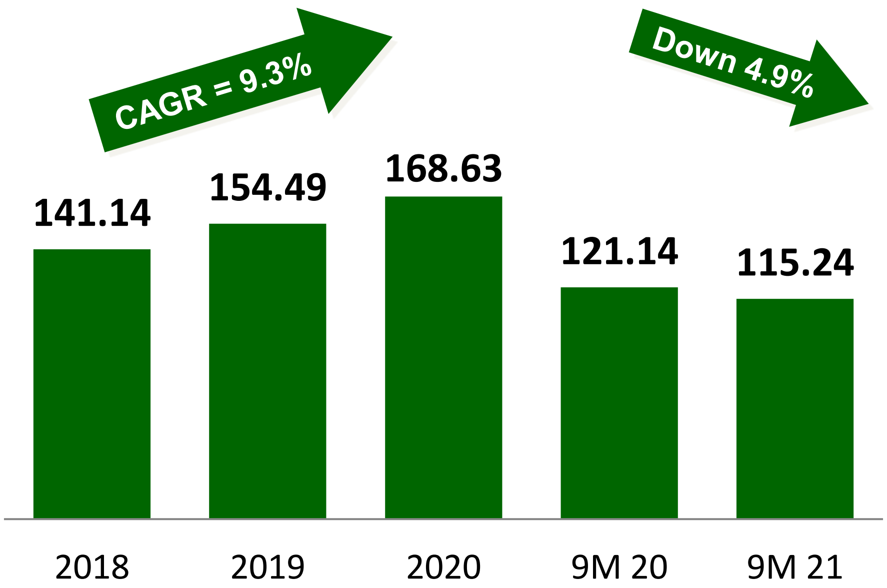
Geographic coverage



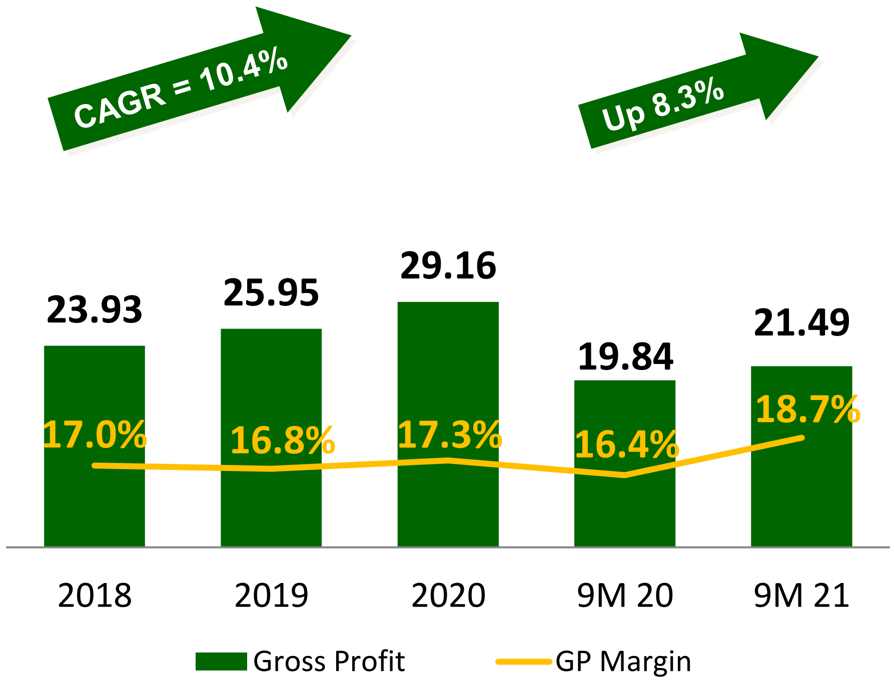
*NE Bodega and Budgetlane Stores are converted to Puregold Stores in 2018

Financial Performance – 9M 2021

Net sales (in Php billions)



Gross profit & Margin (in PHP billions)

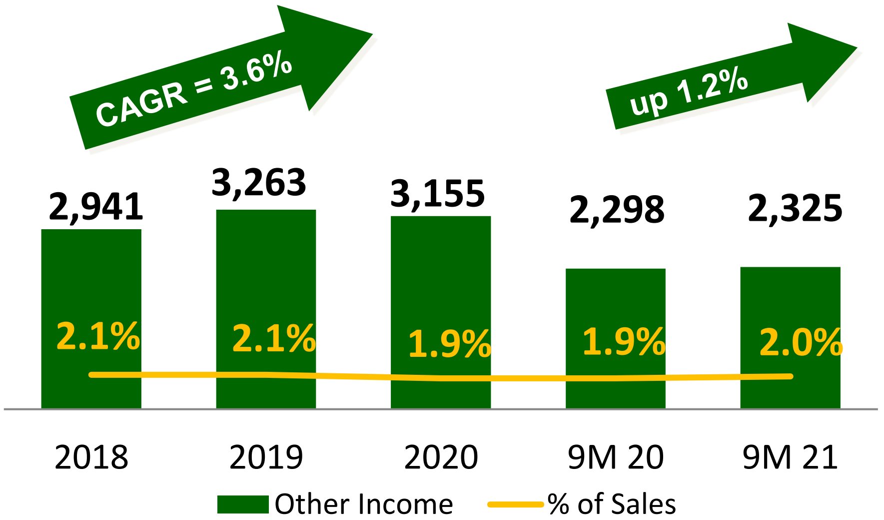


- Continuing strong revenue growth driven by the 403 Puregold stores and the 20 S&R stores in 2020
- Improved Gross Margins resulting from strong S&R sales and margins uplift
- Wide Filipino target consumers supported growth in revenues despite Covid-19 pandemic

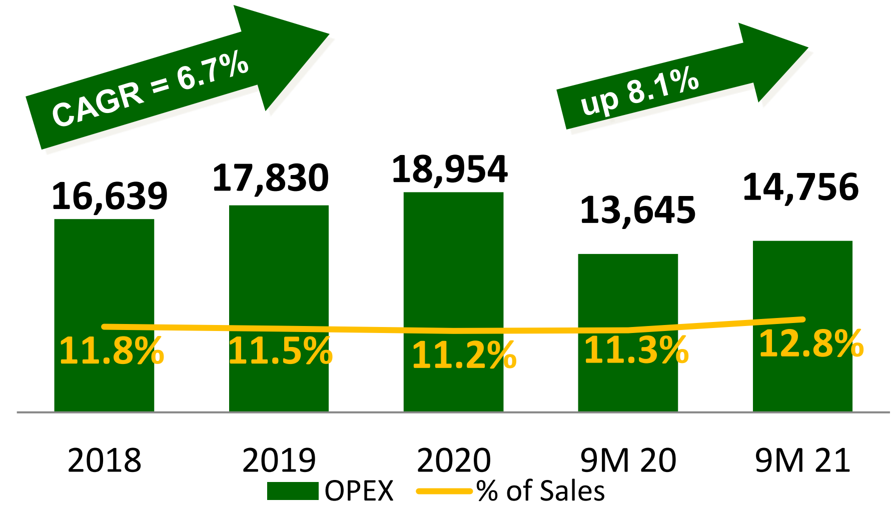
Financial Performance – 9M 2021

PUREGOLD

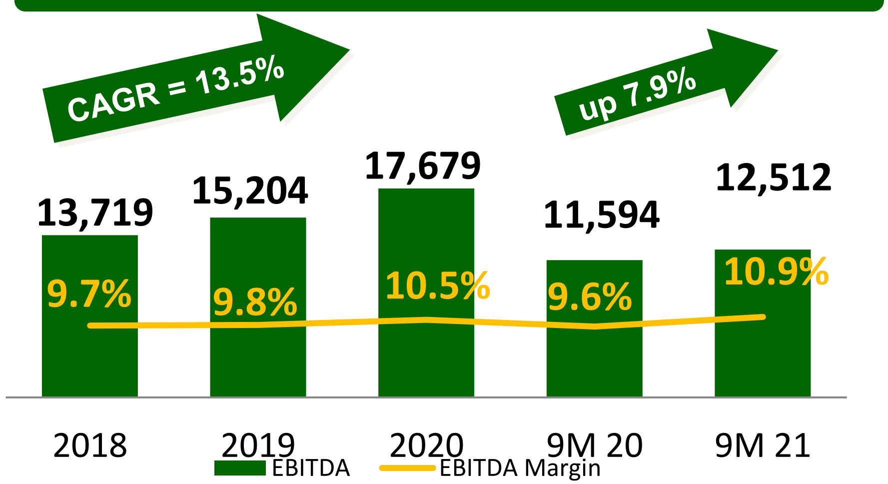
Other Operating Income (in PHP millions)



Operating Expenses (in PHP millions)



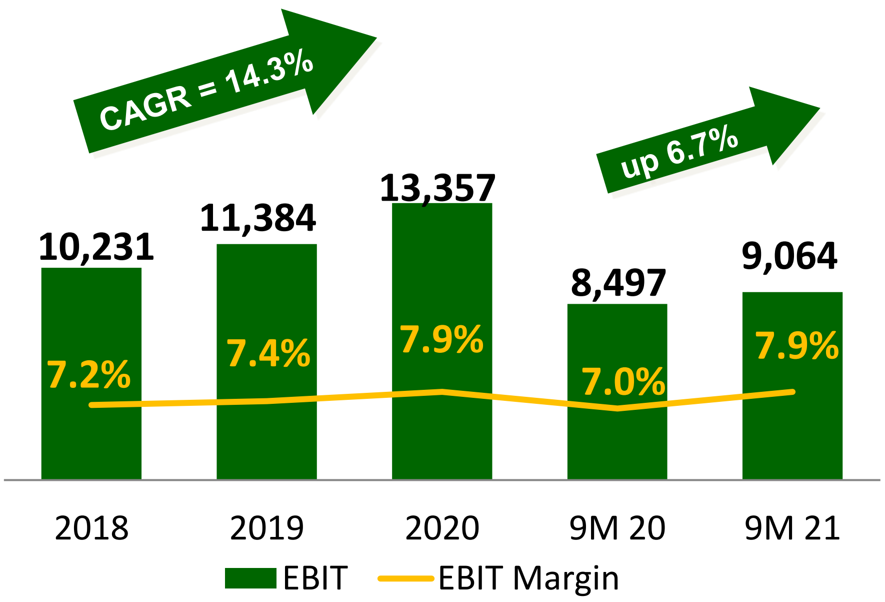
EBITDA & Margin (in Php millions)



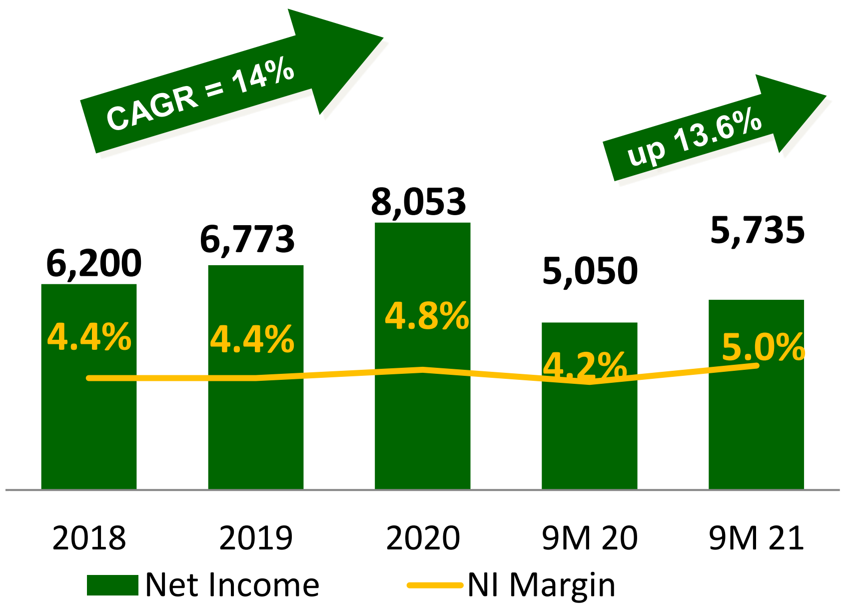
Financial Performance – 9M 2021

PUREGOLD

Operating Income/EBIT and Margins (in PHP millions)



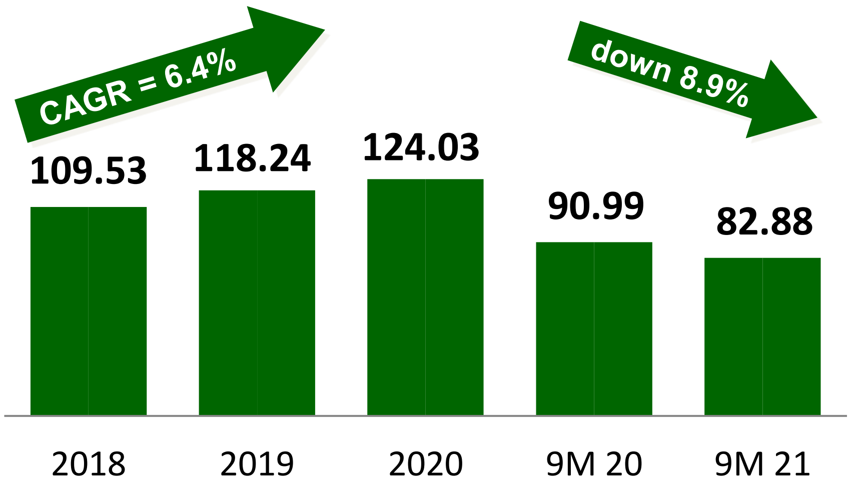
Net Income & Margins (in PHP millions)



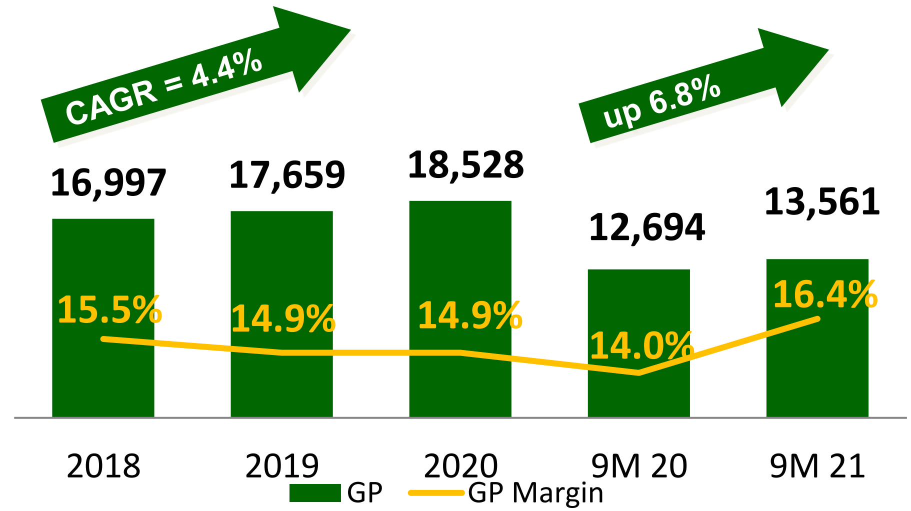
Financial Performance – Puregold Only

PUREGOLD

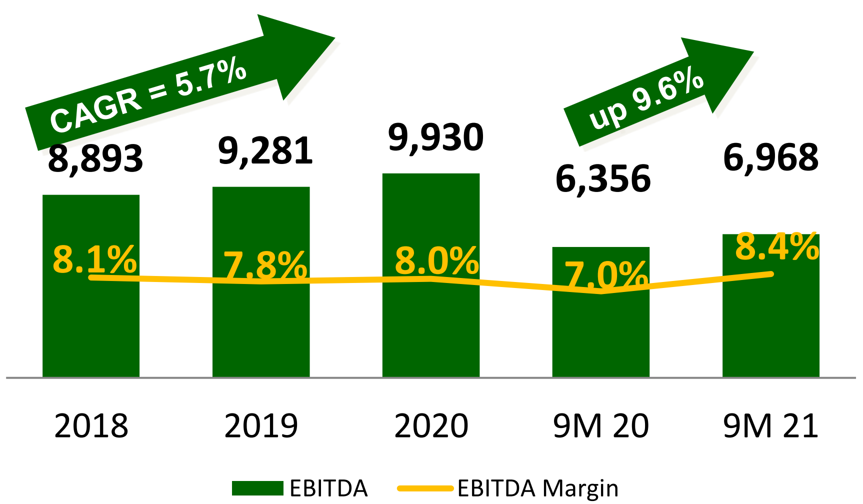
Revenues (in PHP Billions)



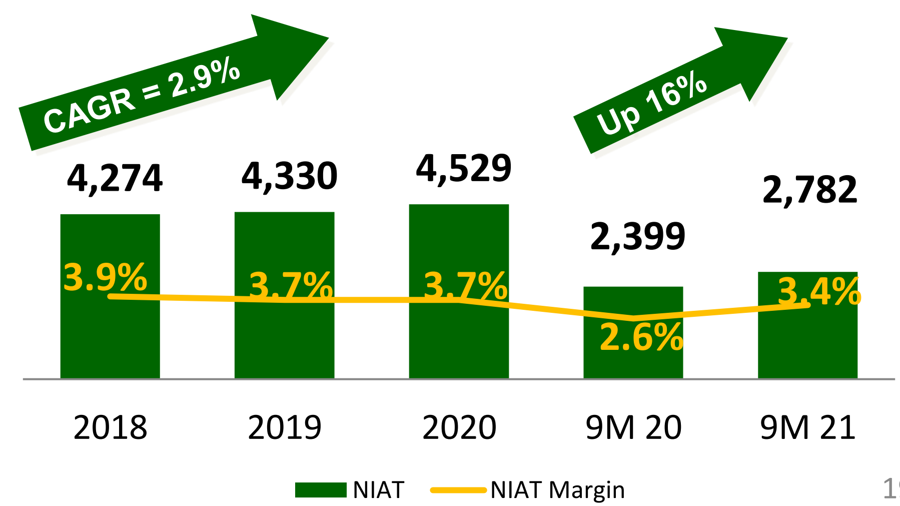
Gross Profit & Margins (in PHP millions)



EBITDA and Margin (in PHP millions)

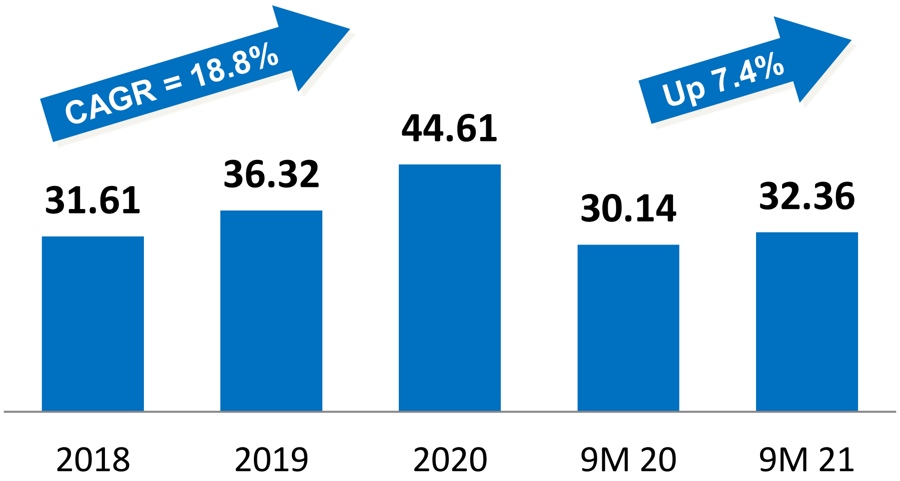


Net Profit & Margins (in PHP millions)

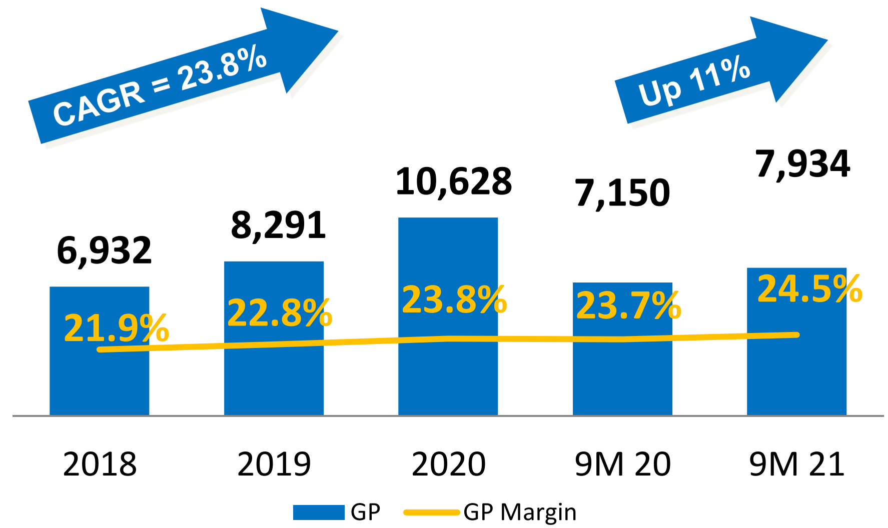


Financial Performance – S&R Only

Revenues (in PHP Billions)



Gross Profit & Margins (in PHP millions)



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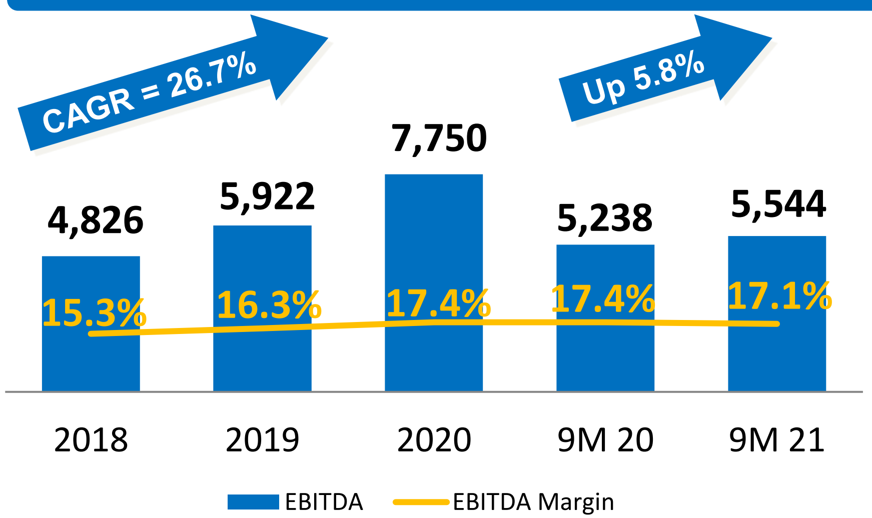

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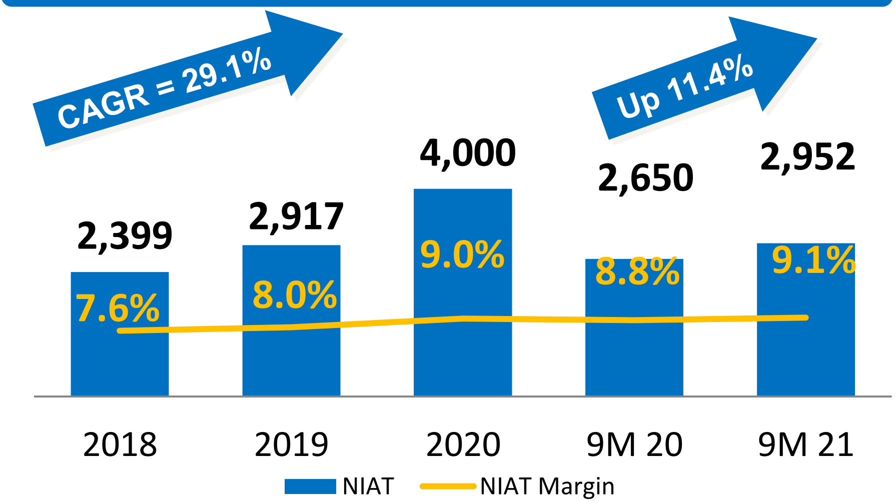

Financial Performance – 9M 2021

Working capital days due to S&R importations and Puregold rapid store expansions and acquisitions

	2019	2020	9M 21
Trade Receivables Days	6.6	4.1	2.7
Inventory Days	55.4	52.6	65.4
Trade Payables Days	22.9	21.5	20.1

New Puregold Store roll out and new S&R Stores to open in 2021

Similar payments terms to suppliers to avail of continued discounts

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)

CAPEX Guidance for FY 2021

- CAPEX Budget of Php 4.1 to 4.7 billion in 2021
  - Php 1.7 to 2.3 billion for 30 to 40 new Puregold Stores
  - Php 1.6 billion for 2 S&R stores
  - Php 200 million for 10 S&R QSR
  - Php 600 million Maintenance Capex

In Summary

- Bullish as the economy opens up due to higher vaccination rates of the population
- Continue our aggressive expansion plans
- Leverage on marketing & selling innovations to be a major competitive advantage
- Sari-sari store recovery is on track
- Joint business plans with major suppliers are in place

Q & A Thank you!