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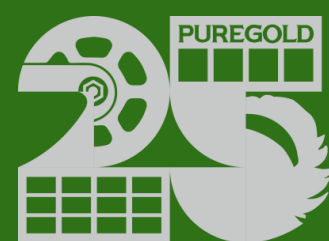
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9M25 RESULTS & PERFORMANCE

Puregold Price Club, Inc. Presentation

November 2025



Years of Serbisyong Always Panalo Para Sa Pilipino

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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

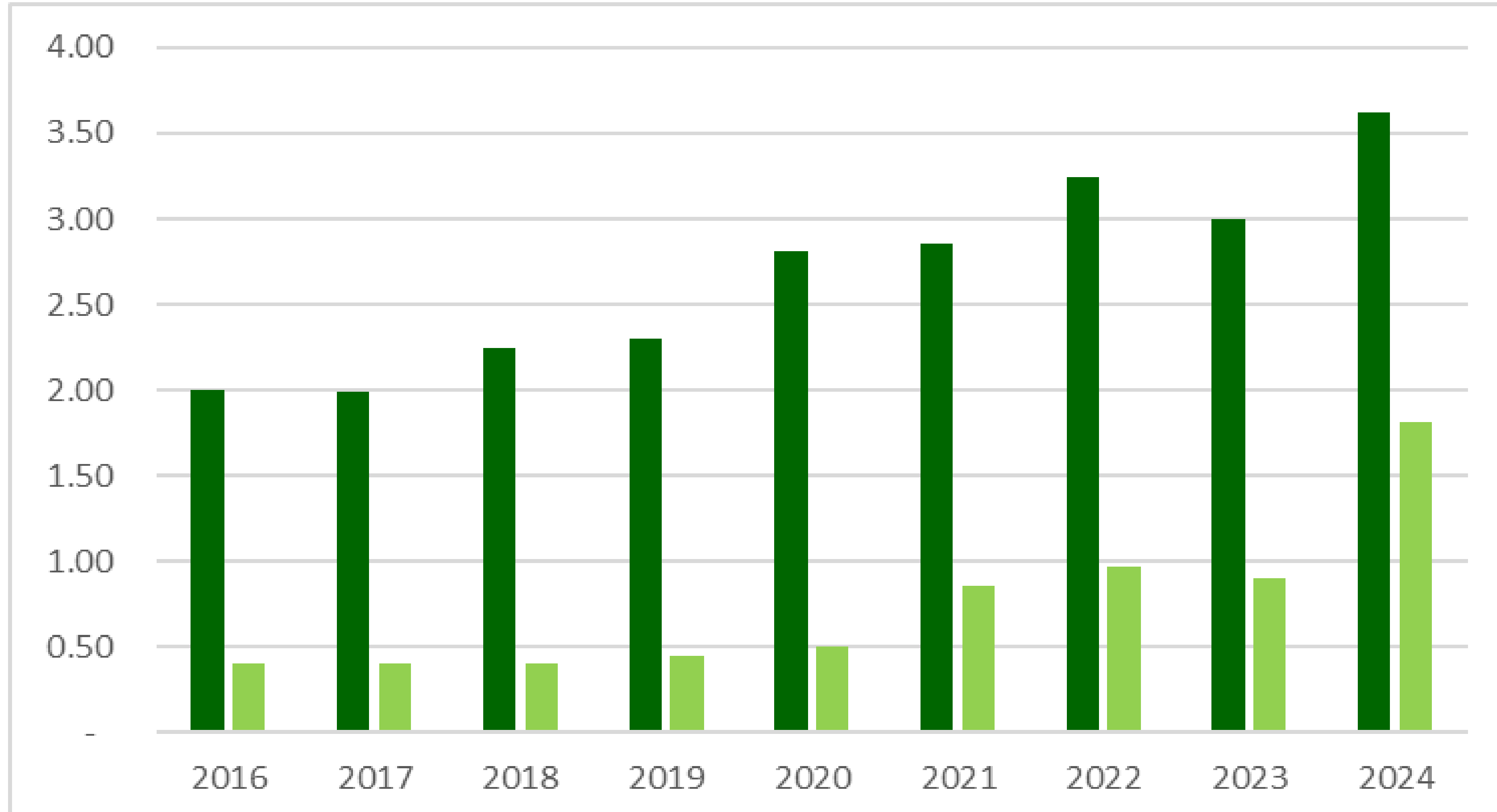
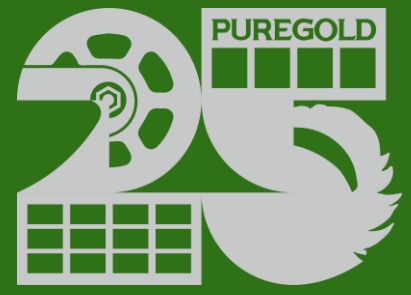


- Caters to the low income and low-middle income customers
- Lower C, D and E market
- Sari sari store customers/resellers
- Popular local and small sized SKUs
- Robust selling platform for all FMCG cos. doing business in PH



- 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%

■ EPS ■ DIV

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



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

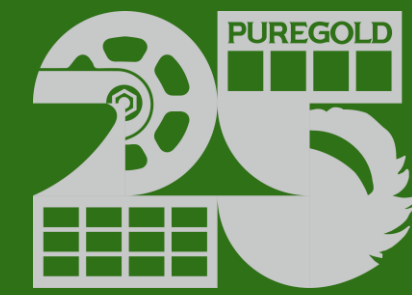
- End to End Supply Chain Reinvention for the Top 1.5k SKUs per region
- Efficient local assortment
- Robust Cold Chain & structure to support Fresh Plans



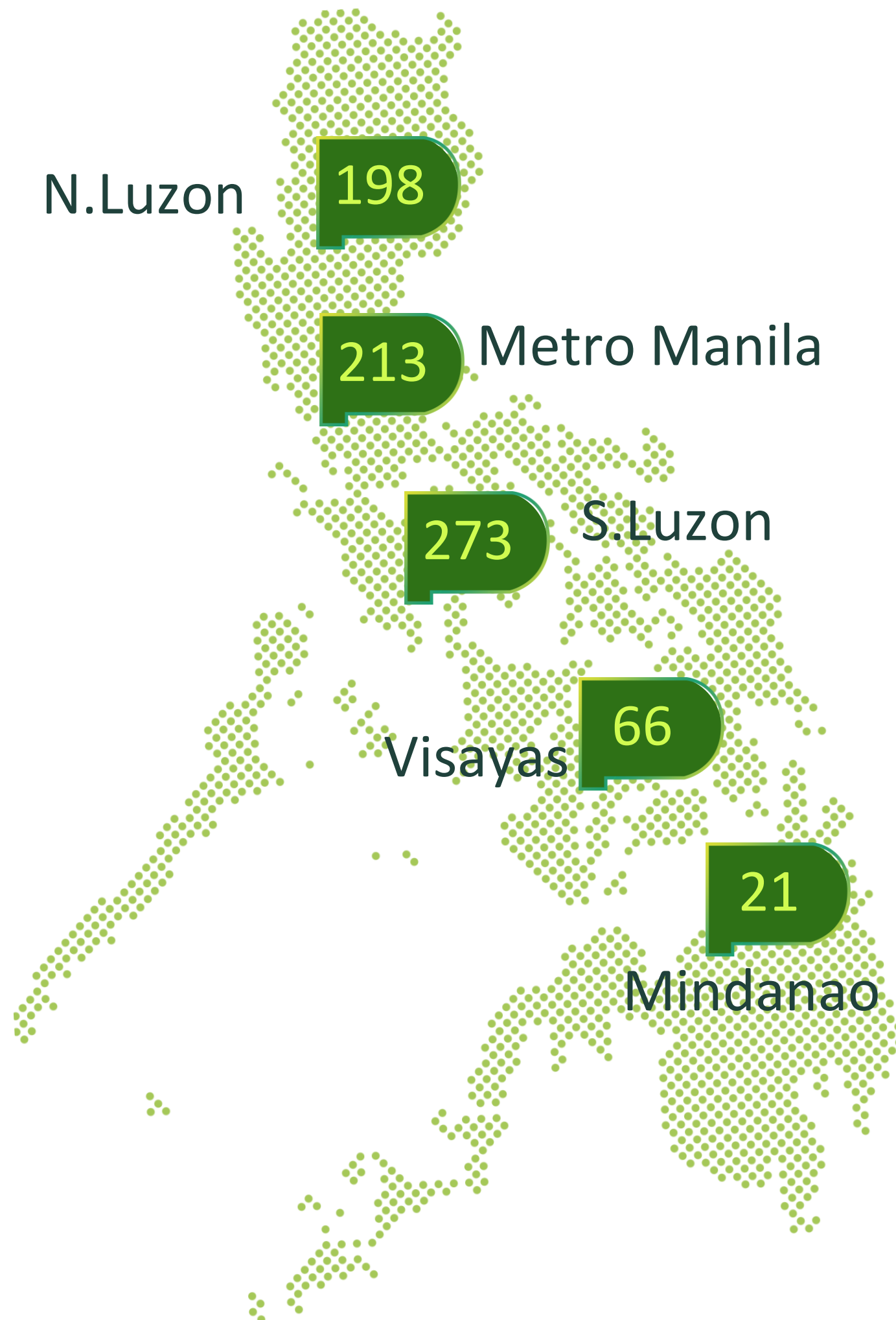
Org Development & ESG Sustainability

- 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 – 9M 2025



GEOGRAPHIC COVERAGE



KEY STATS

TOTAL NUMBER OF STORES	772
NO. OF STORES PER FORMAT	359 hypermarkets 96 supermarkets 65 extra/minimart 153 Puremart 31 S&Rs 67 S&R QSRs

	PUREGOLD	S&R	S&R QSR
Metro Manila	171	12	30
North Luzon	180	6	12
South Luzon	248	8	17
Visayas	56	3	7
Mindanao	18	2	1
Total	673	31	67

NEW PG + S&R STORES 2025

Opened

20 new Puregold Stores +
153 Puremart Stores
1 new S&R Warehouse,
1 re-opening & **5** new S&R QSR

NET SELLING AREAS (in sqm)

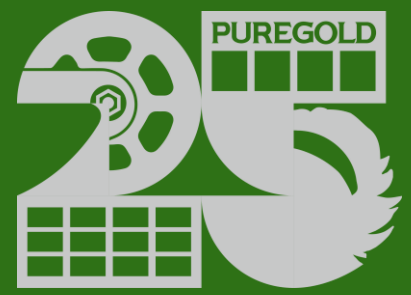
Puregold	584,717 sqm
S&R	155,157sqm
QSR	5,878 sqm
Total	745,752 sqm

Financial Performance – 9M 2025

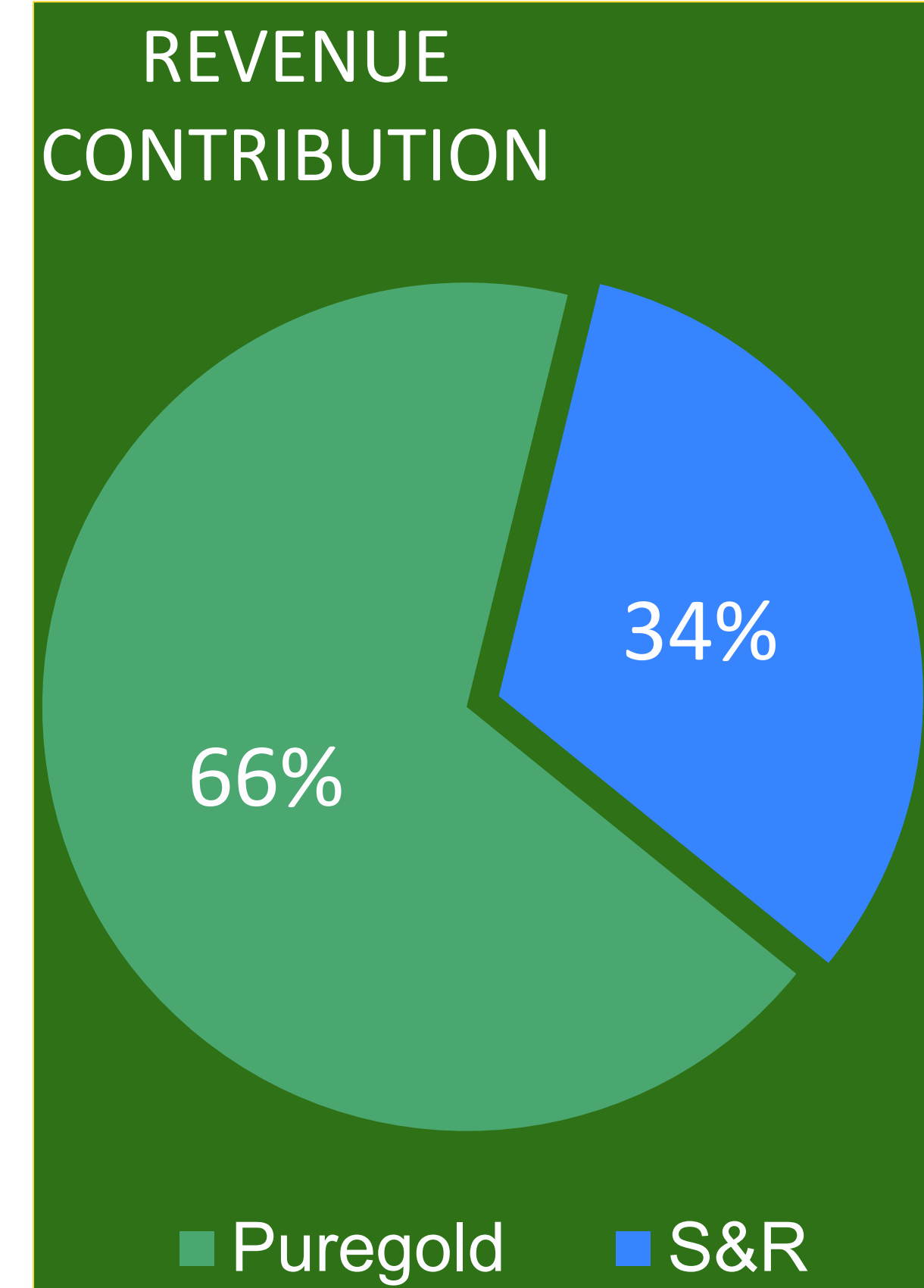


<i>Php in thousands</i>	9M 2025	%	9M 2024	%	Change	%
Net Sales	P168,081,186	100.0%	P151,975,275	100.0%	P16,105,911	10.6%
Cost of Sales	136,690,782	81.3%	124,324,313	81.8%	12,366,469	9.9%
Gross Profit	31,390,404	18.7%	27,650,962	18.2%	3,739,442	13.5%
Other Operating Income	2,823,962	1.7%	2,454,639	1.6%	369,323	15.0%
Operating Expenses	22,958,732	13.7%	19,703,863	13.0%	3,254,869	16.5%
Income from Operations	11,255,634	6.7%	10,401,739	6.8%	853,895	8.2%
Others-net	(1,828,666)	-1.1%	(1,459,873)	-1.0%	(368,793)	25.3%
Income Tax Expense	2,131,309	1.3%	2,033,196	1.3%	98,112	4.8%
Income After Tax	P7,295,659	4.3%	P6,908,669	4.5%	P386,990	5.6%
EBITDA	P16,019,458	9.5%	P14,406,295	9.5%	P1,613,163	11.2%

Operating Performance – 9M 2025

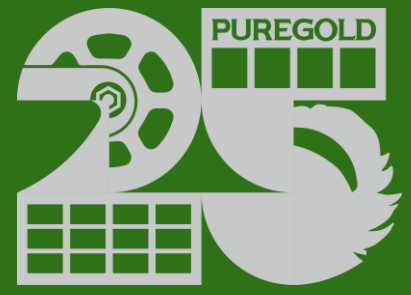


Like-for-like Growth %	Puregold		S&R	
	Sep 2025 (476 stores)	Sep 2024 (449 stores)	Sep 2025 (25 wh)	Sep 2024 (21 wh)
Net Sales	4.8%	3.5%	5.4%	4.1%
Ticket	4.2%	1.3%	-9.0%	2.4%
Traffic	0.6%	2.2%	15.8%	1.7%



Overall	Store Count		Traffic (in thousands)			Ticket		
	CY	PY	Sep 2025	Sep 2024	% growth	Sep 2025	Sep 2024	% growth
Puregold	673	505	117,745	107,389	9.6%	940	952	-1.2%
S&R WH	31	28	12,848	10,132	26.8%	4,293	4,712	-8.9%

Financial Highlights – 9M 2025

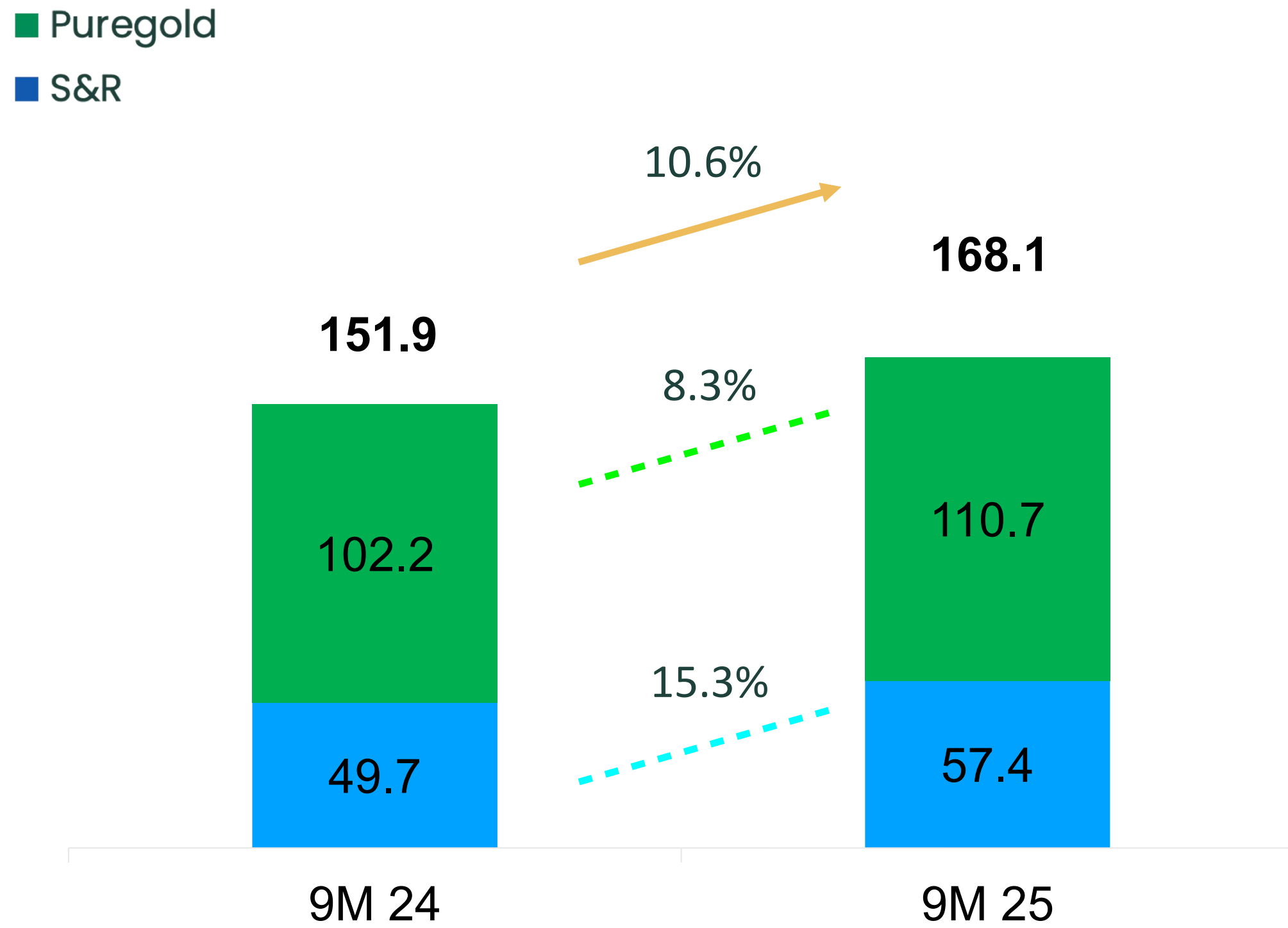


	CONSO REVENUE	GROSS PROFIT MARGIN %	EBITDA MARGIN %	NIAT
9M 25	Php 168.08 bn	18.7%	9.5%	Php 7.3 bn
YoY	+10.6%	+48 bps	+5 bps	+5.6%

Financial Performance – Conso 9M 2025

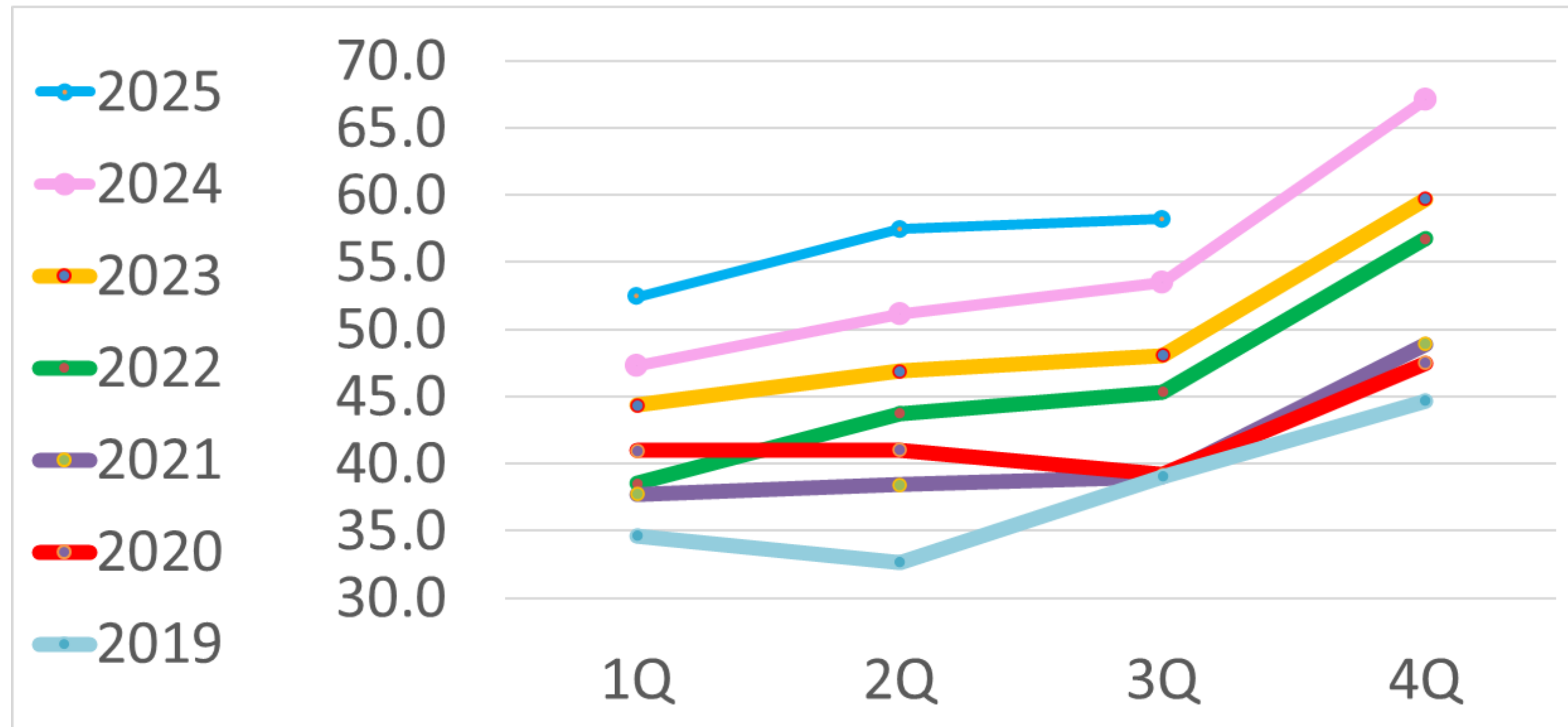


NET SALES BREAKDOWN



QTR NET SALES TREND

in PHP Billions

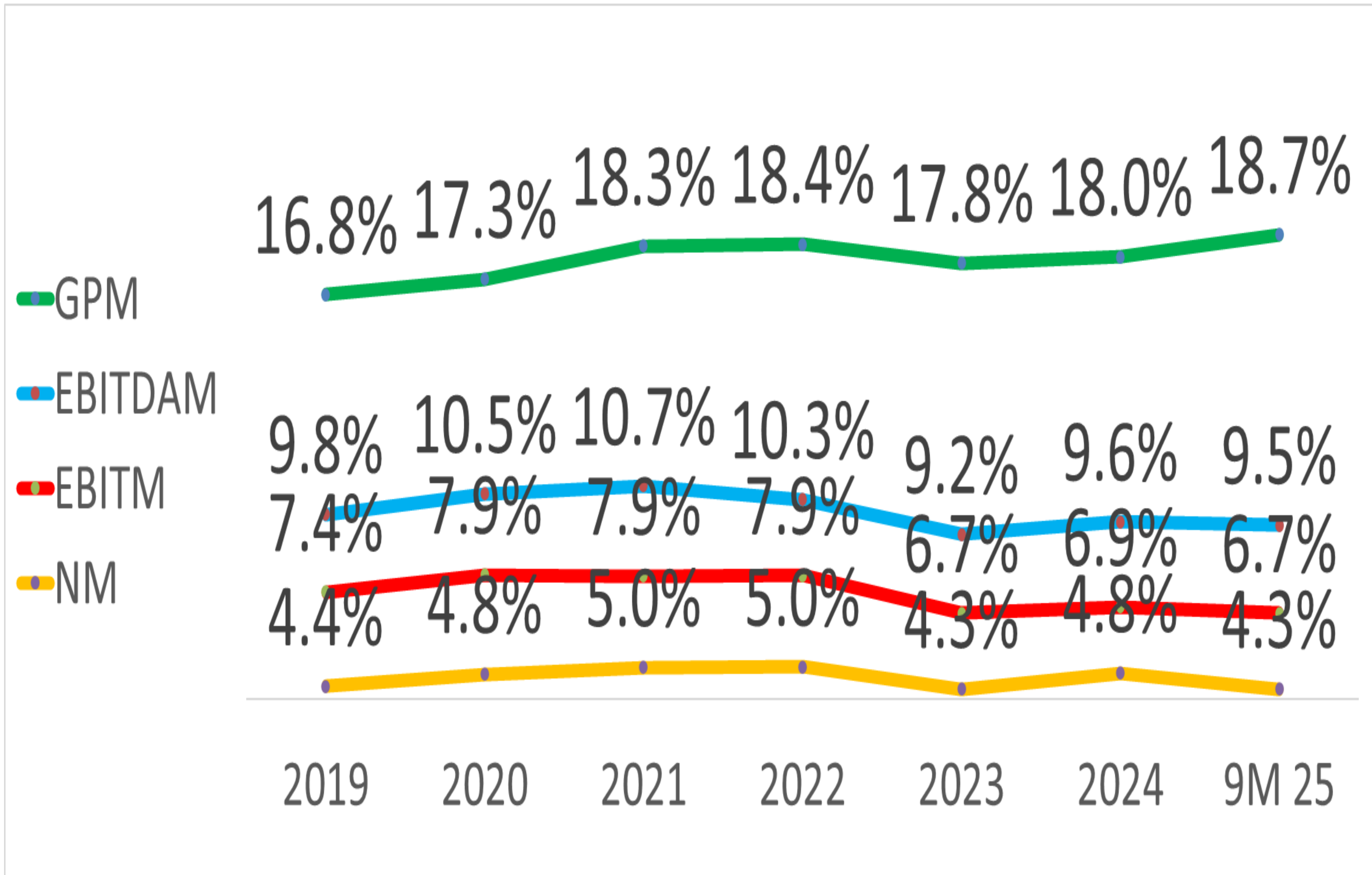
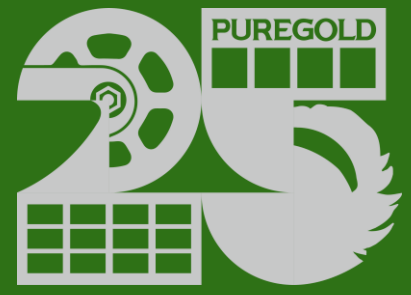



>> Record 9M 2025 net sales. Double-digit sales growth YoY for the group.


>> 9M 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 9M 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 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



Consolidated Revenue Growth

7% to 9% target

Gross Profit Margin

Puregold Stores: 15.5% to 16.5% target

S&R WH: 21.5% to 22.5% target



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)

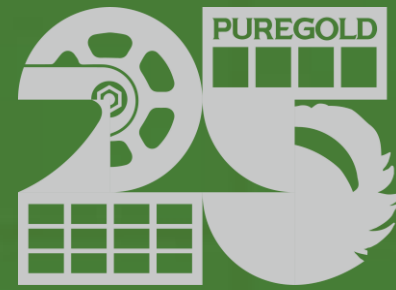


Thank you

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9M 2025 RESULTS & PERFORMANCE

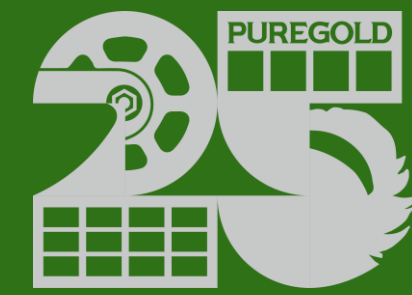
Puregold Price Club, Inc. Presentation



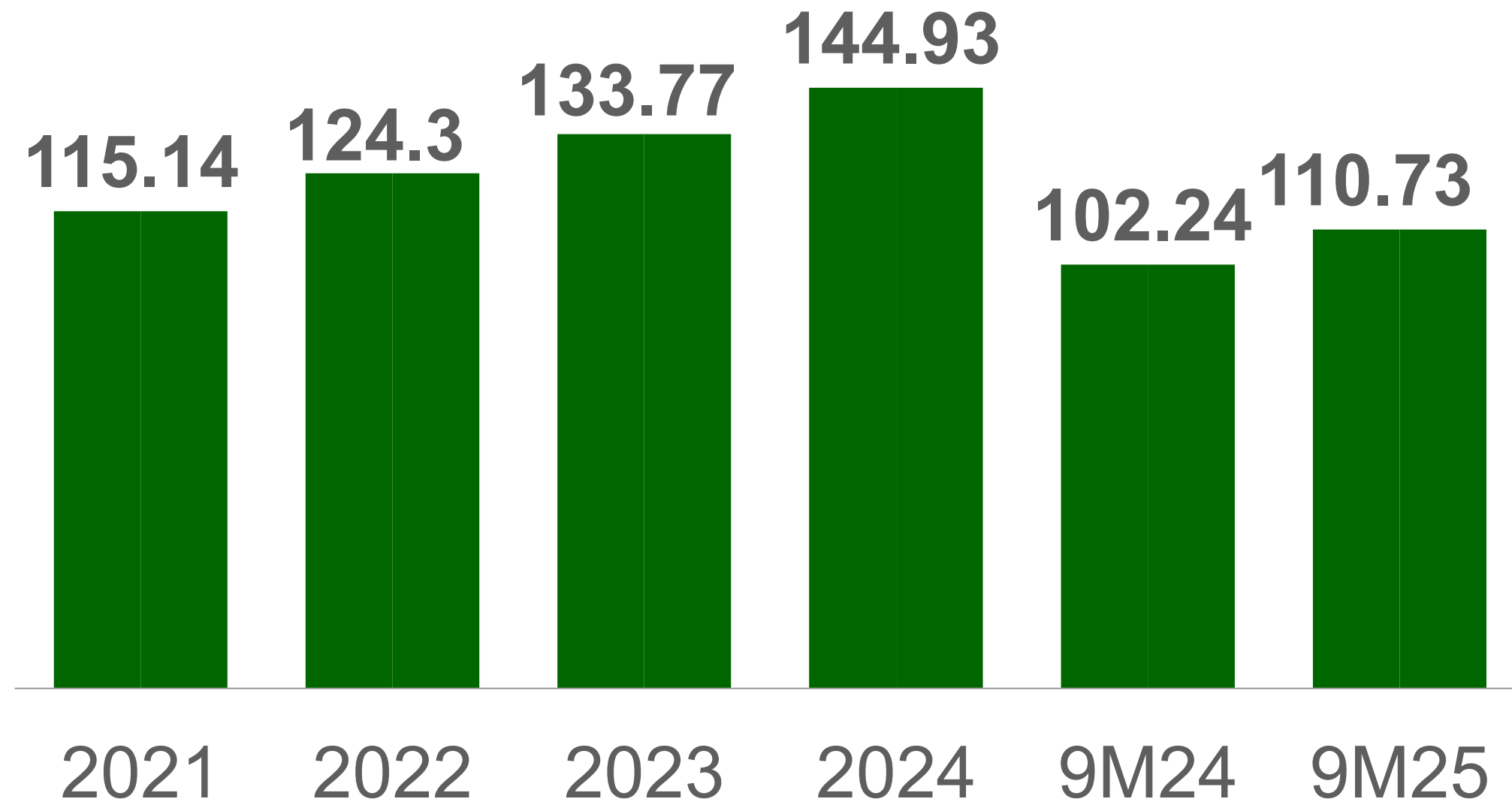
ANNEX

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Financial Performance 9M25 – PGOLD Only

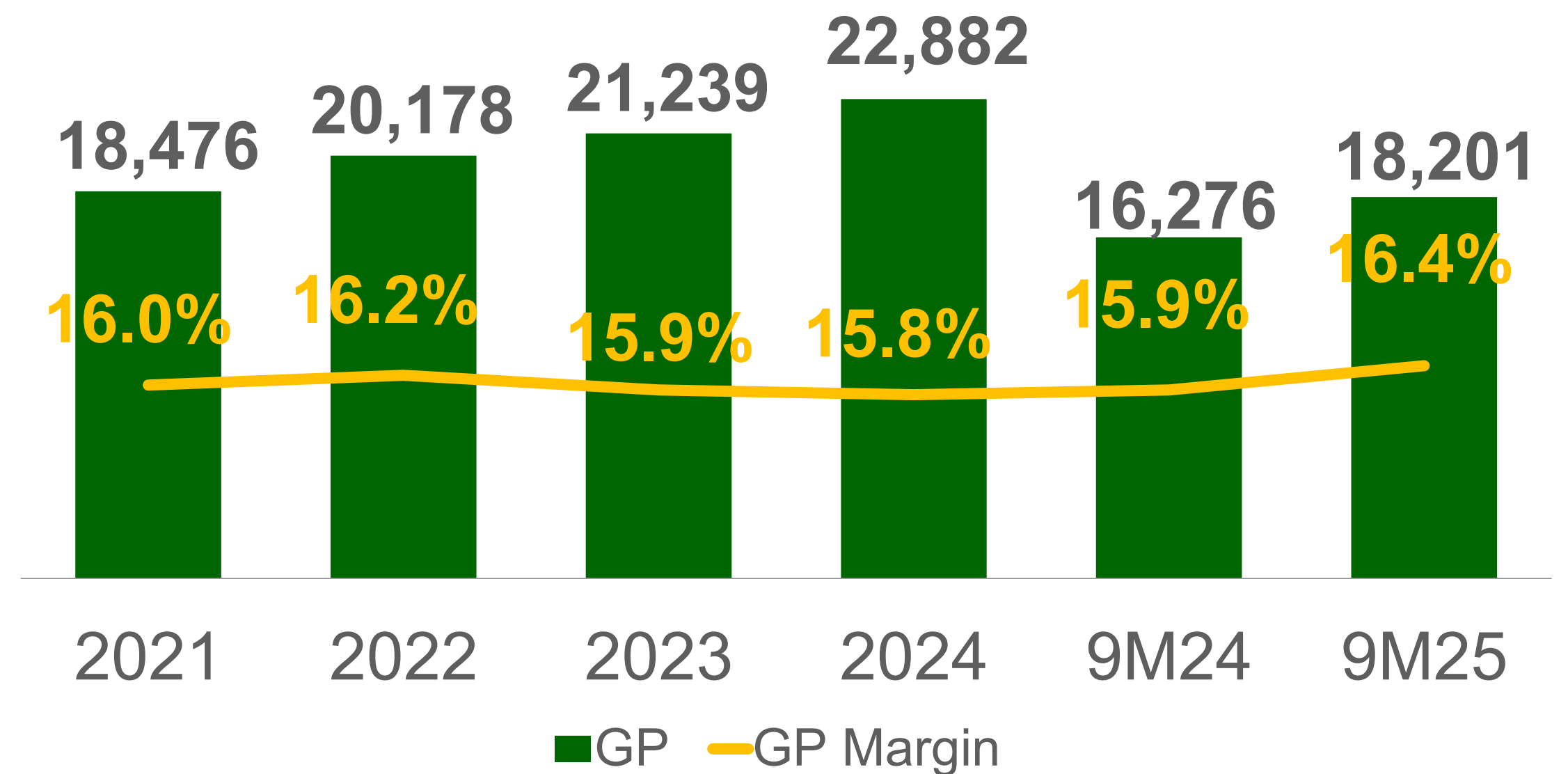


NET SALES (in PHP Billions)



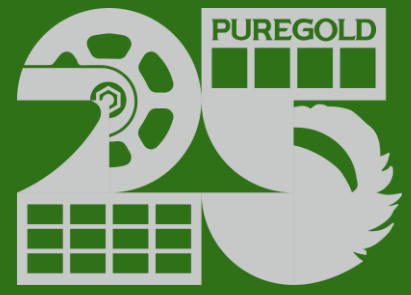
▲ 3YCAGR 8%
 ▲ 8.3%

GROSS PROFIT & MARGIN (in PHP Billions)

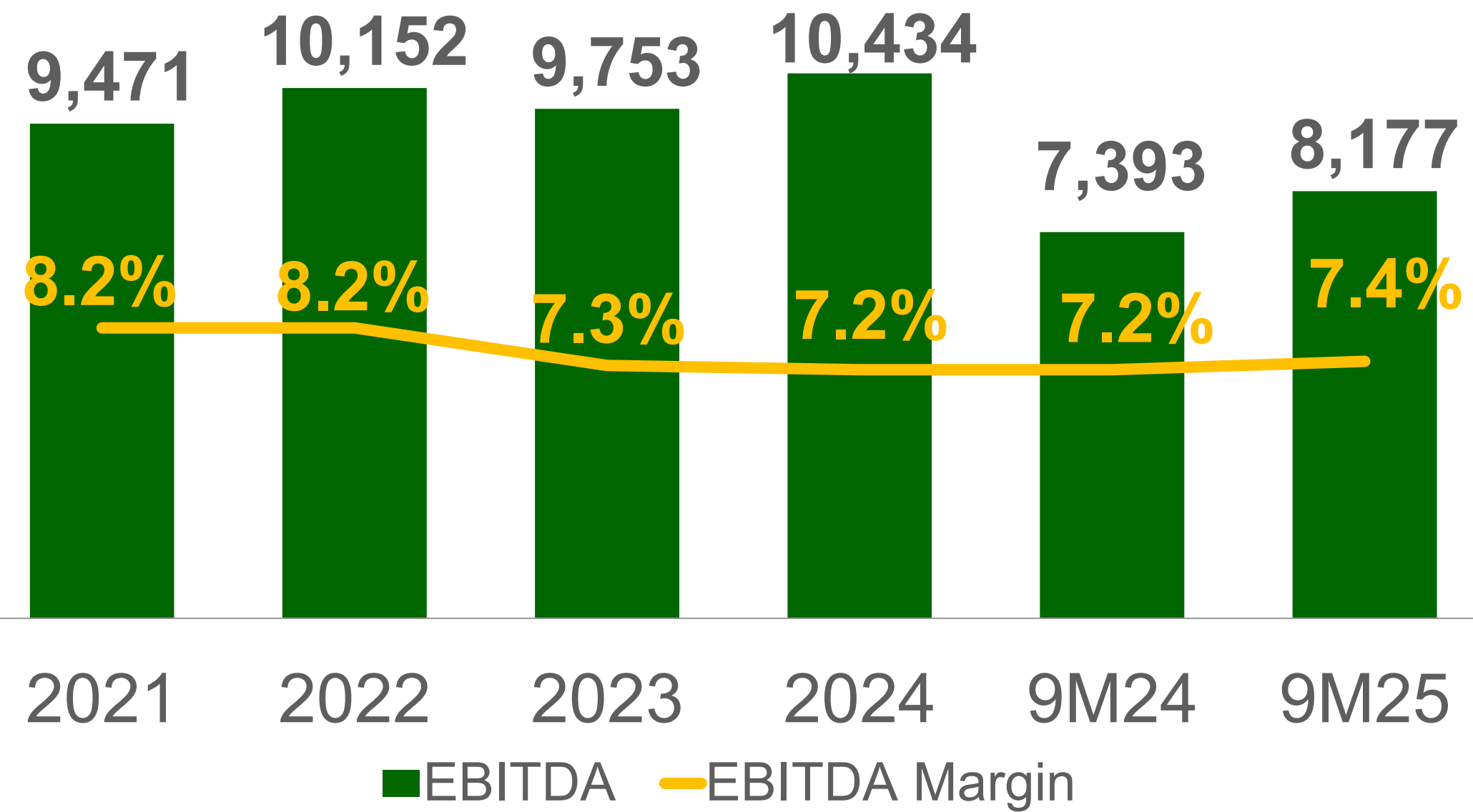


▲ 3YCAGR 7.4%
 ▲ 11.8%

Financial Performance 9M25 – PGOLD Only



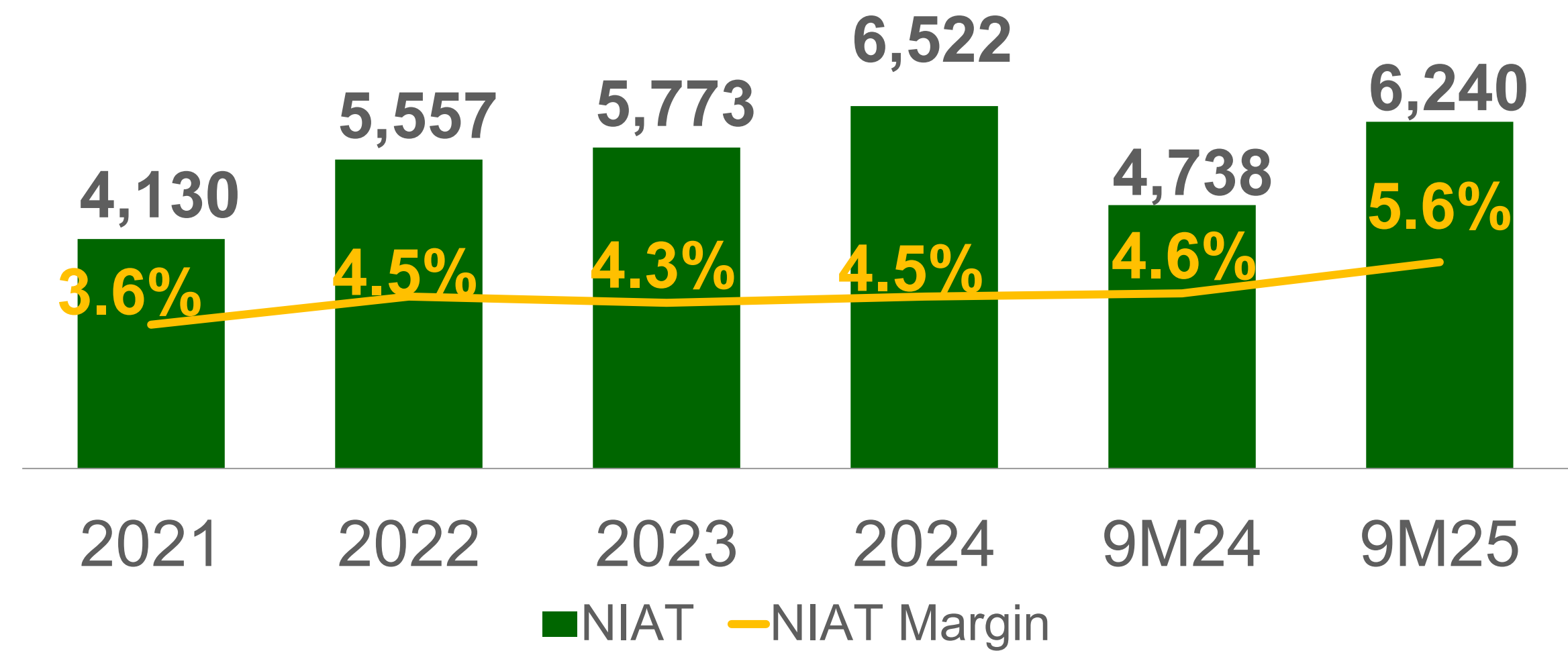
EBITDA & MARGIN (in PHP millions)



▲ 3YCAGR 3.3%

▲ 10.6%

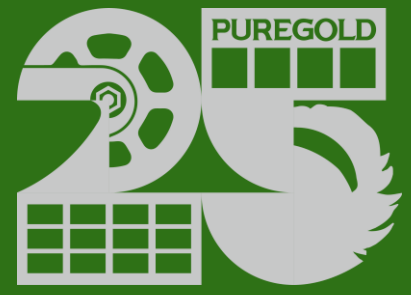
NET INCOME & MARGIN (in PHP Millions)



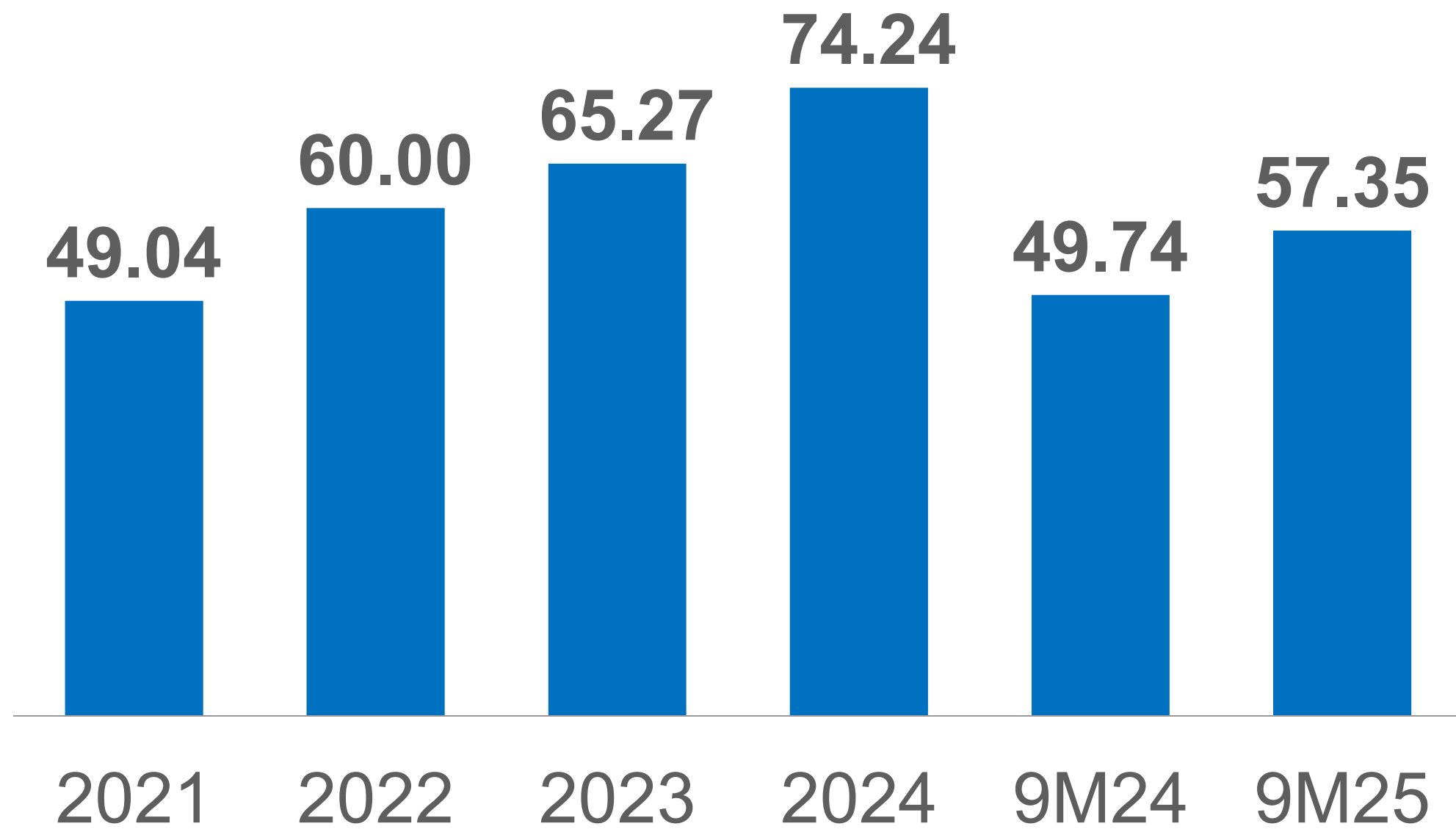
▲ 3YCAGR 16.5%

▲ 31.7%

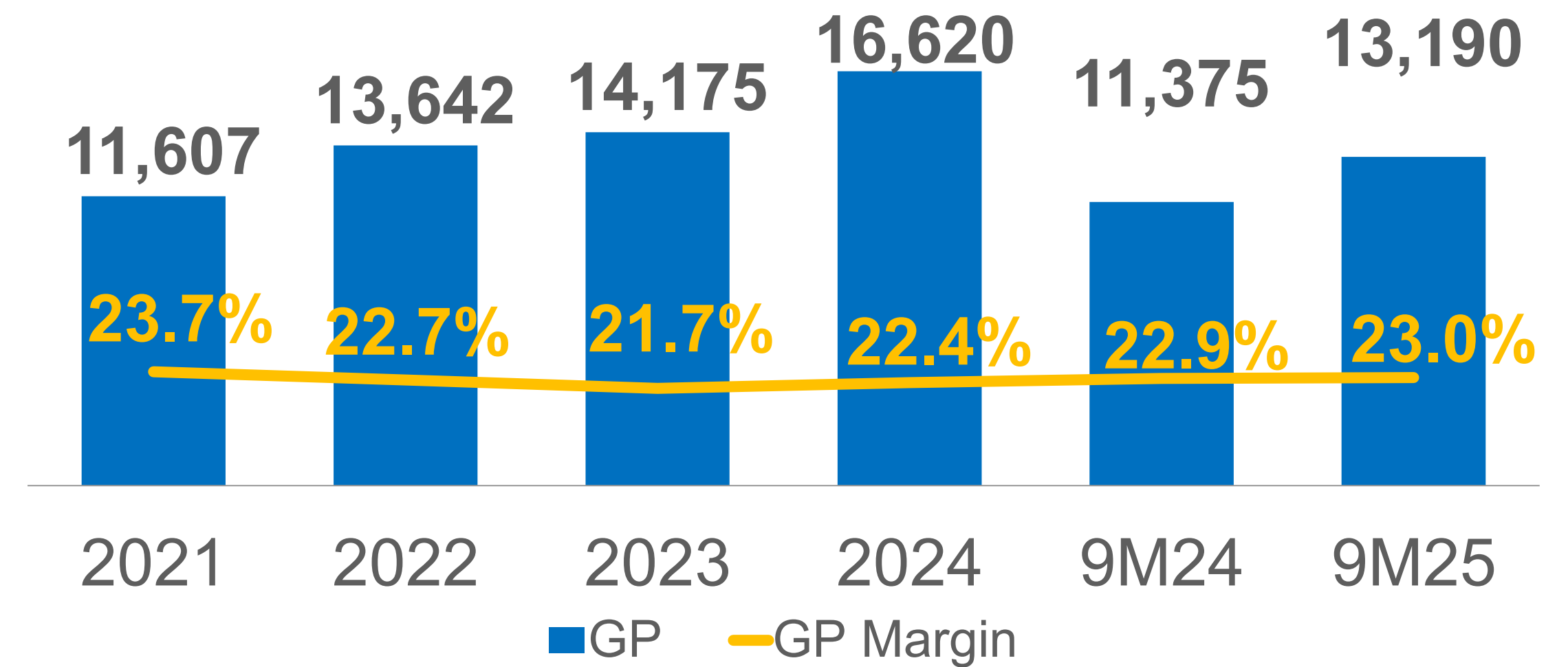
Financial Performance 9M25 – S&R Only



NET SALES (in PHP Billions)



GROSS PROFIT & MARGIN (in PHP Billions)



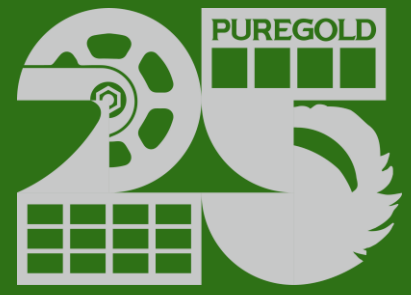
3YCAGR 14.8%

15.3%

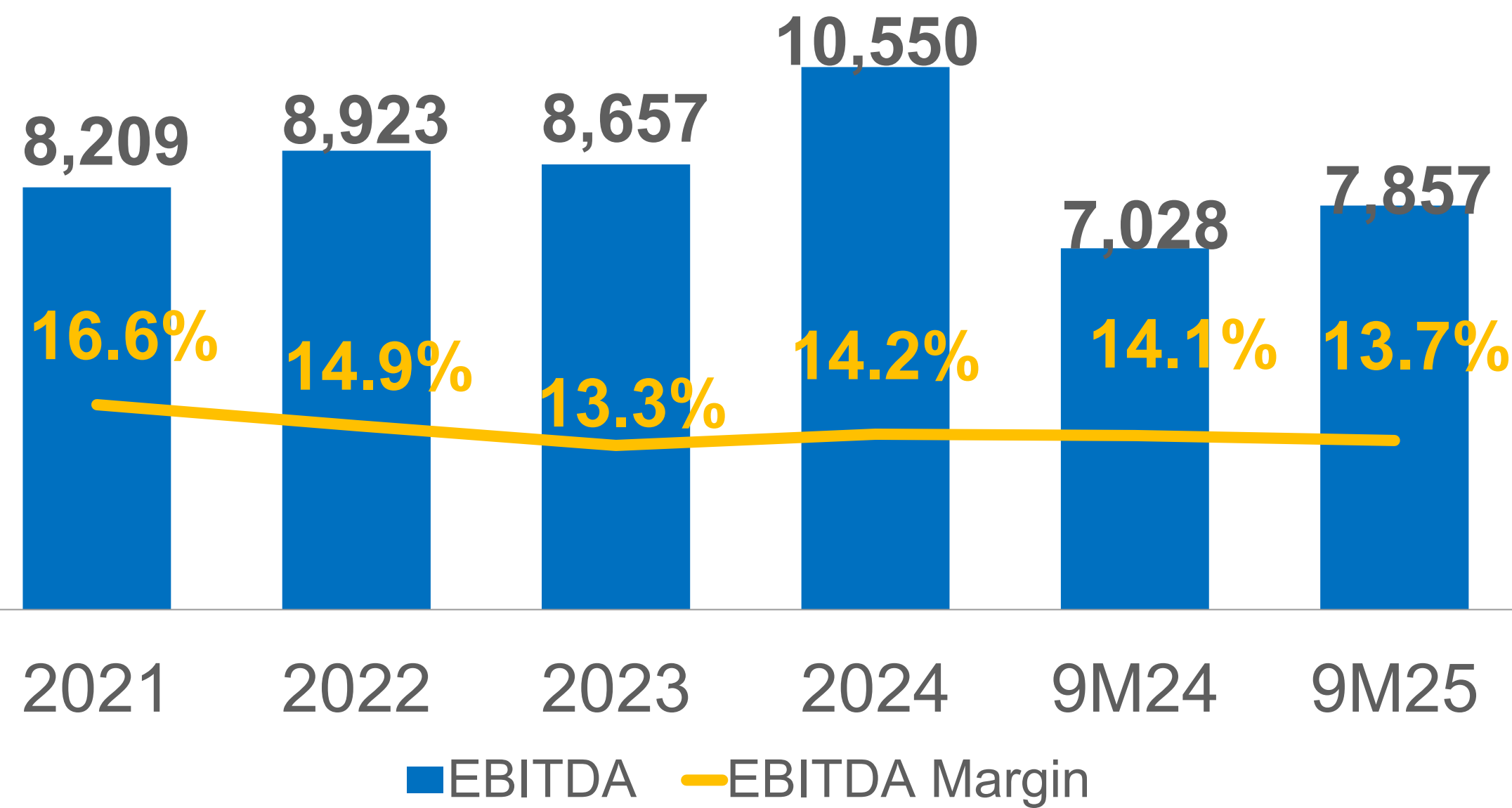
3YCAGR 12.7%

16%

Financial Performance 9M25 – S&R Only



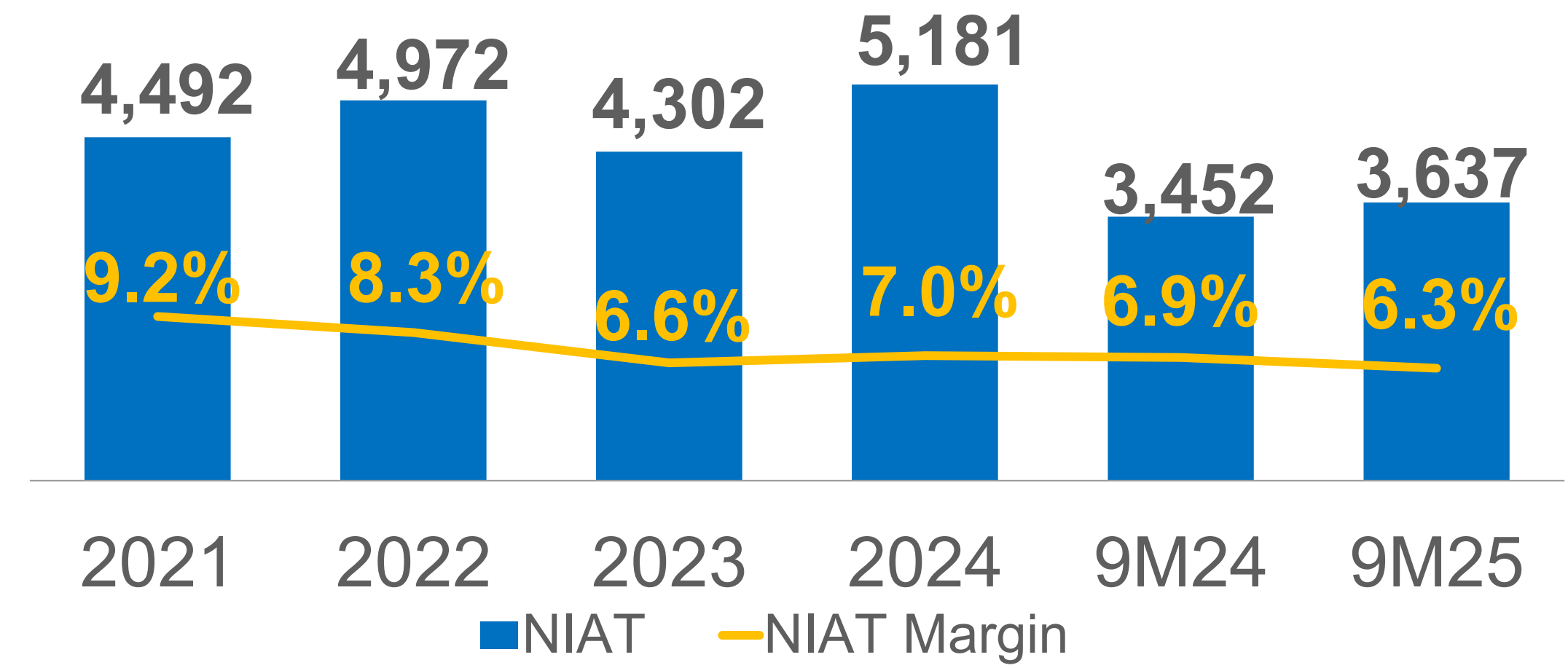
EBITDA & MARGIN (in PHP millions)



▲ 3YCAGR 8.7%

▲ 11.8%

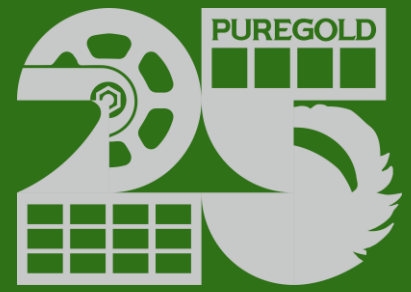
NET INCOME & MARGIN (in PHP Millions)



▲ 3YCAGR 4.9%

▲ 5.4%

Financial Performance – 9M 2025

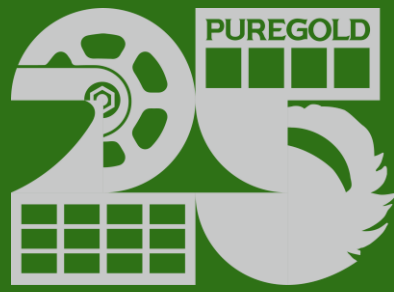


	DEC 2024	9M 2025
Trade Receivables Days	6.3	4.5
Inventory Days	57.3	62.8
Trade Payables Days	38.2	37.1
Cash Conversion Cycle	25.4	30.2

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



1 NO POVERTY 	2 ZERO HUNGER 	3 GOOD HEALTH AND WELL-BEING 	4 QUALITY EDUCATION 	5 GENDER EQUALITY 	6 CLEAN WATER AND SANITATION
7 AFFORDABLE AND CLEAN ENERGY 	8 DECENT WORK AND ECONOMIC GROWTH 	9 INDUSTRY, INNOVATION AND INFRASTRUCTURE 	10 REDUCED INEQUALITIES 	11 SUSTAINABLE CITIES AND COMMUNITIES 	12 RESPONSIBLE CONSUMPTION AND PRODUCTION
13 CLIMATE ACTION 	15 LIFE ON LAND 	16 PEACE, JUSTICE AND STRONG INSTITUTIONS 	 SUSTAINABLE DEVELOPMENT GOALS		