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FY25 RESULTS & PERFORMANCE

Puregold Price Club, Inc. Presentation

Investor Presentation
April 2026

25 Years of Serbisyong Always Panalo Para Sa Pilipino

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Pure Play Philippine Food Retailer

A Proxy for the Philippine Consumption Story

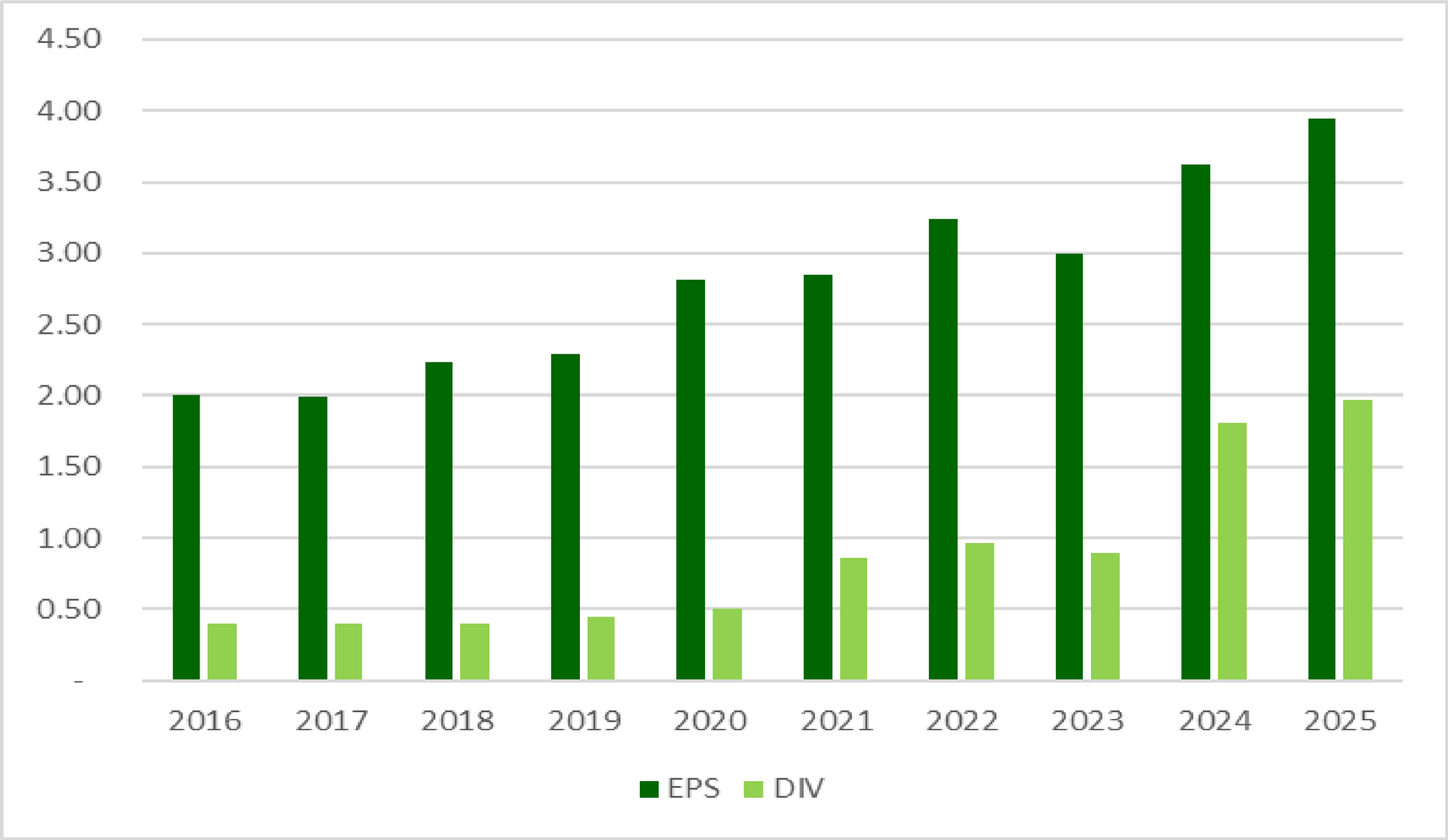
- Robust topline growth from an enterprise with the broadest consumer segments
- Healthy cash flows and a simple capital structure
- Two marquee brands in Philippine retail: Puregold stores and S&R WHs
- Beneficiary of a nation with a growing middle class and a young population
- Preferred partner of 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
2025	3.94	1.97
5YR CAGR	**7.0%**	**31.6%**

EPS DIV

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

Pillars of Growth 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
- New to market Shoppers: Aged 18-25

Bigger & Profitable Baskets

- Disproportionate growth of the Fresh category
- Disproportionate growth of House Brands
- Joint Business Plans for TOP 20 Suppliers to grow base brands & develop growth categories

Robust Supply Chain

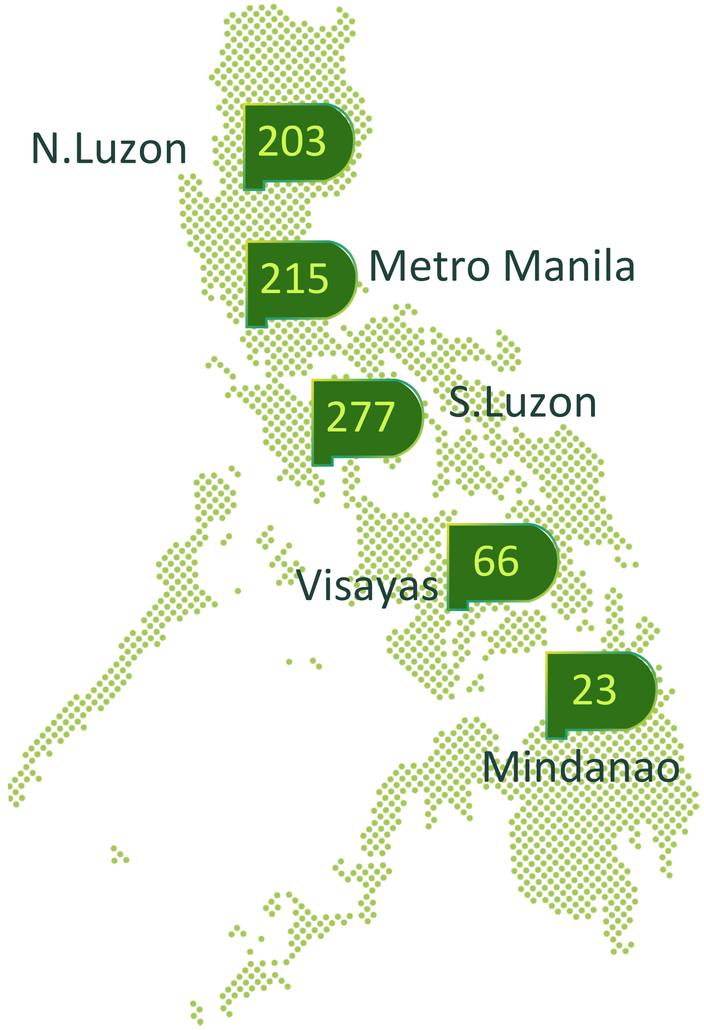
- End to End Supply Chain Reinvention for the Top 1.5k SKUs per region
- Efficient local assortment
- Robust Cold Chain & structure to support Fresh Plans

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 2025

GEOGRAPHIC COVERAGE



KEY STATS

TOTAL NUMBER OF STORES	**784**
NO. OF STORES PER FORMAT	366 hypermarkets 96 supermarkets 65 extra/minimart 153 Puremart 33 S&Rs 71 S&R QSRs

	PUREGOLD	S&R	S&R QSR
Metro Manila	172	12	29
North Luzon	184	7	13
South Luzon	248	9	21
Visayas	56	3	7
Mindanao	20	2	1
Total	**680**	**33**	**71**

NEW PG + S&R STORES 2025

Opened

28 new Puregold Stores +
153 Puremart Stores
3 new S&R Warehouse,
1 re-opening & **9** new S&R QSR

NET SELLING AREAS (in sqm)

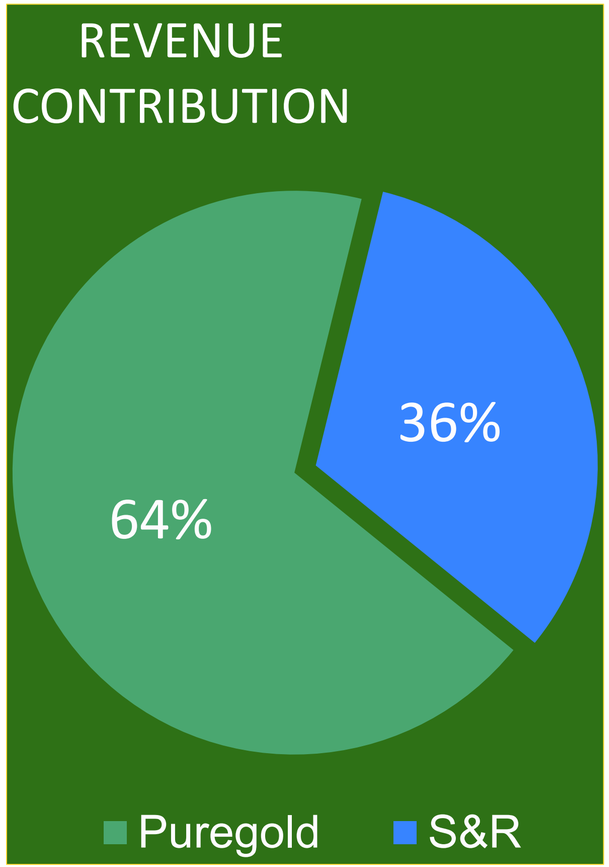
Puregold	589,330 sqm
S&R	163,904 sqm
QSR	6,076 sqm
Total	**759,310 sqm**

Financial Performance – FY 2025

Php in thousands	Audited 2025	%	Audited 2024	%	Change	%
Net Sales	**P242,454,344**	**100.0%**	**P219,171,530**	**100.0%**	**P23,282,814**	**10.6%**
Cost of Sales	197,107,612	81.3%	179,669,591	82.0%	17,438,021	9.7%
Gross Profit	45,346,732	**18.7%**	39,501,939	**18.0%**	5,844,793	14.8%
Other Operating Income	4,053,194	1.7%	3,509,093	1.6%	544,101	15.5%
Operating Expenses	32,111,160	**13.2%**	27,808,965	**12.7%**	4,302,195	15.5%
Income from Operations	**17,288,767**	**7.1%**	**15,202,067**	**6.9%**	**2,086,699**	**13.7%**
Others-net	(2,568,993)	**-1.1%**	(1,757,957)	**-0.8%**	(811,036)	46.1%
Income Tax Expense	3,382,964	1.4%	3,019,752	1.4%	363,212	12.0%
Income After Tax	**P11,336,810**	**4.7%**	**P10,424,359**	**4.8%**	**P912,451**	**8.8%**
EBITDA	***P23,876,839***	***9.8%***	***P20,968,395***	***9.6%***	***P2,908,445***	***13.9%***

Operating Performance – FY 2025

Like-for-like Growth %	Puregold		S&R	
	Dec 2025 (475 stores)	Dec 2024 (449 stores)	Dec 2025 (25 wh)	Dec 2024 (21 wh)
Net Sales	**4.1%**	4.5%	**6.1%**	6.4%
Ticket	**3.5%**	2.8%	**-8.7%**	1.4%
Traffic	**0.6%**	1.7%	**16.2%**	4.9%



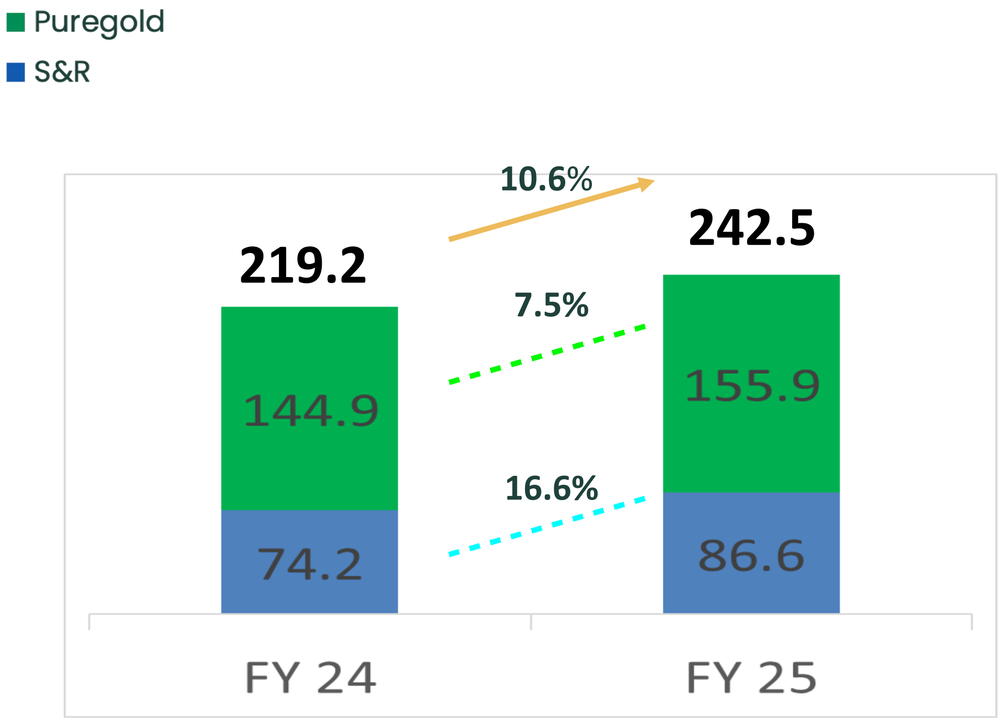
			Traffic *(in thousands)*			Ticket		
Overall	Store Count		Dec 2025	Dec 2024	% growth	Dec 2025	Dec 2024	% growth
	CY	PY						
Puregold	**680**	**511**	**160,863**	**146,544**	9.8%	**969**	**989**	-2.0%
S&R WH	**33**	**30**	**18,661**	**14,647**	27.4%	**4,481**	**4,883**	-8.2%

Financial Highlights – FY 2025

	CONSO REVENUE	GROSS PROFIT MARGIN %	EBITDA MARGIN %	NIAT
FY 25	Php 242.45 bn	18.7%	9.8%	Php 11.3 bn
YoY	+10.6%	+68 bps	+28 bps	+8.8%

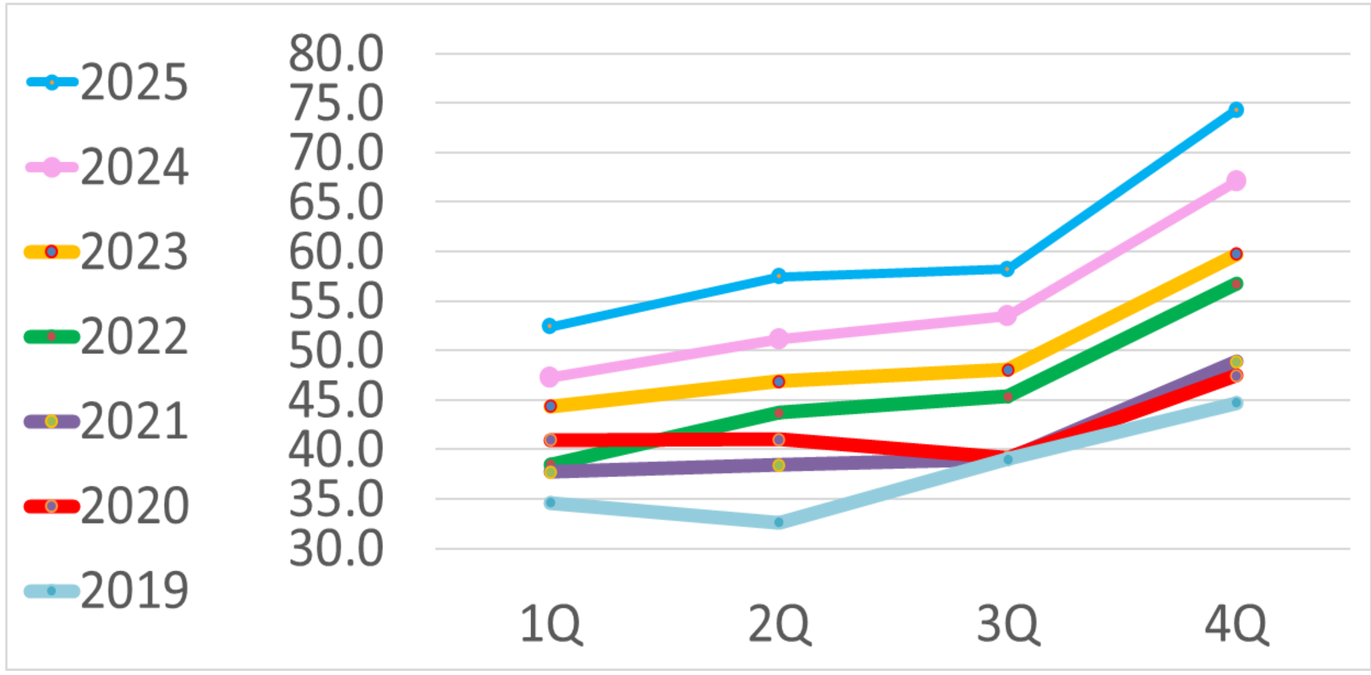
Financial Performance – Conso FY 2025

NET SALES BREAKDOWN



QTR NET SALES TREND

in PHP Billions

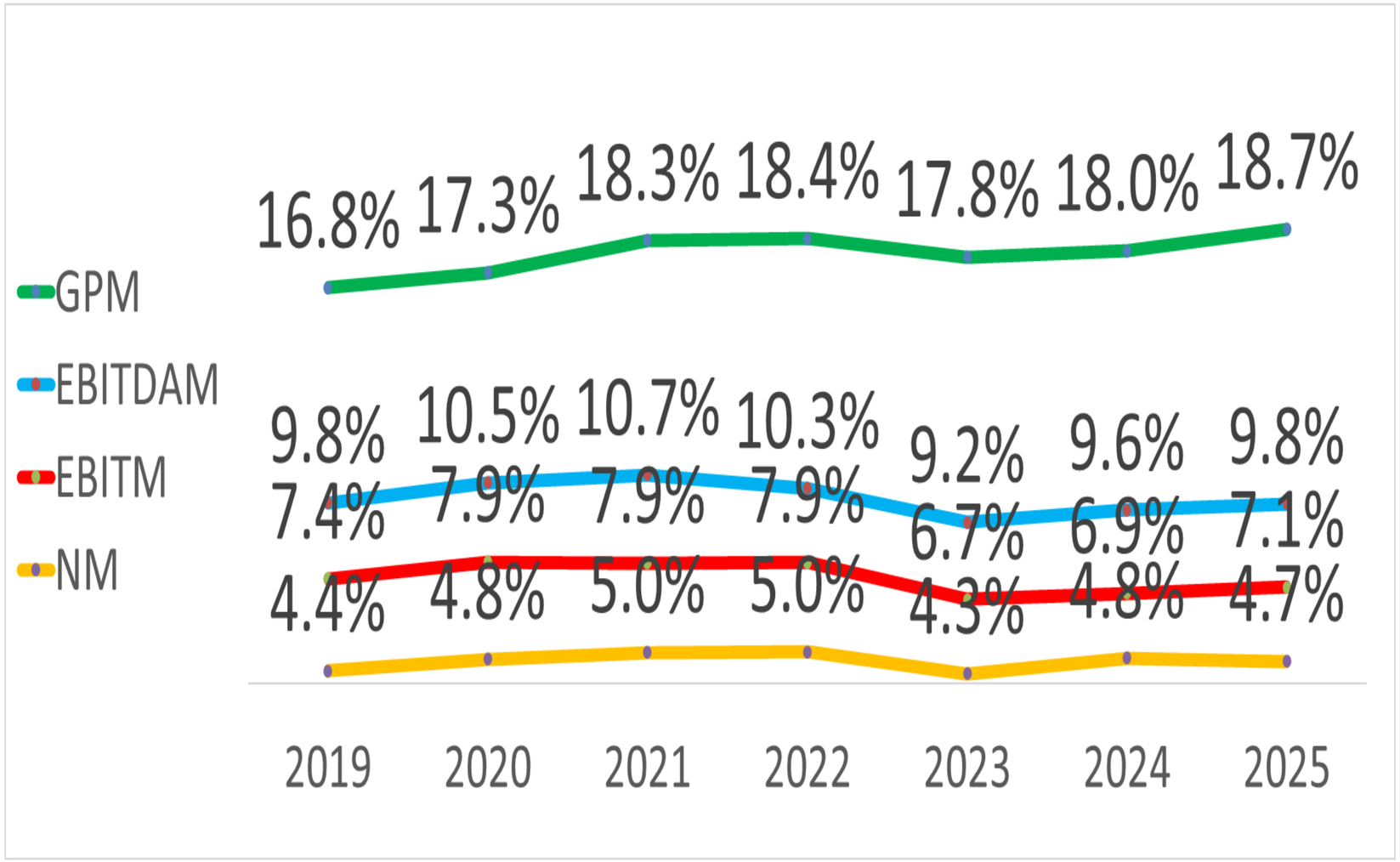


>> Record FY 2025 net sales. Double-digit sales growth YoY for the group.

>> FY 25 YoY major contributors are higher traffic for PG Stores 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 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 yearly min. wages increase starting 3Q23

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

CAPEX Guidance for FY 2026

CAPEX Budget of Php 8.8 billion in 2026

Php 2.2 billion for 30 new Puregold Stores + 30 Puremart Stores

Php 2.8 billion for 3 S&R WHs and 10 S&R QSRs

Php 800 million for logistics capex

Php 3 billion for maintenance capex, solar projects & IT upgrades

Management Guidance 2026

Consolidated Revenue Growth

5% to 7% 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)

PUREGOLD

Thank you

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ANNEX

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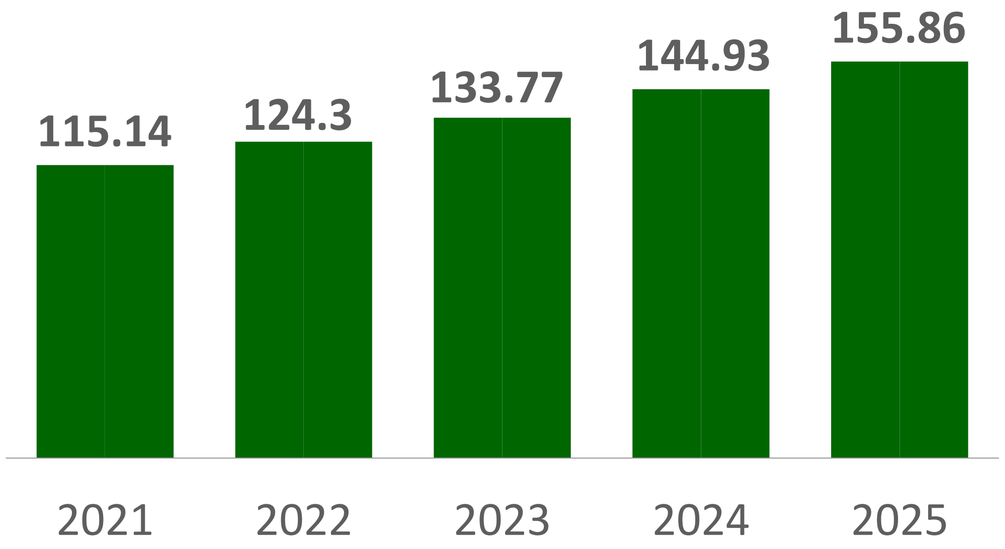
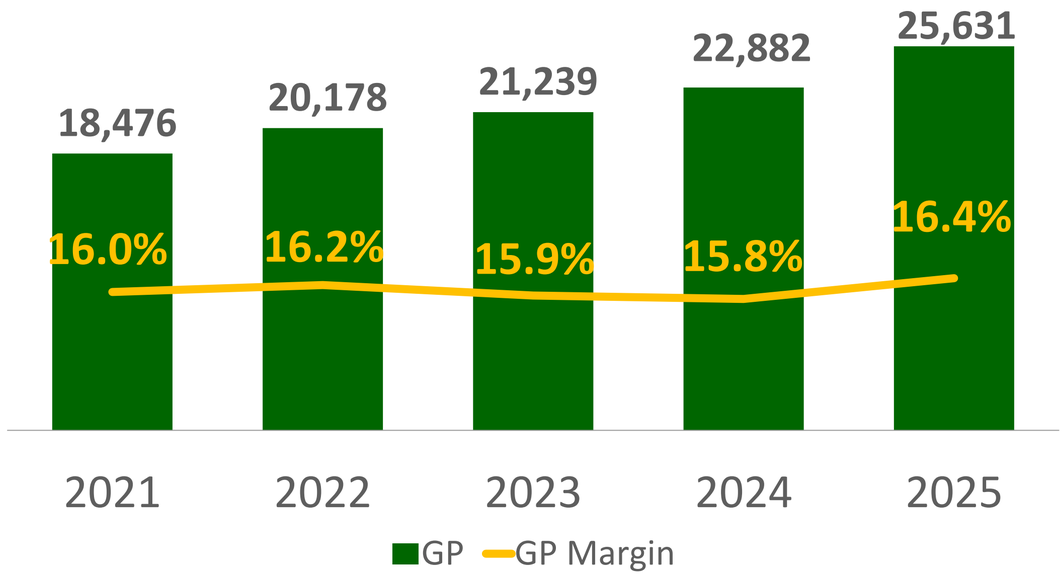
Financial Performance FY25 – PGOLD Only

NET SALES (in PHP Billions)



3YCAGR 7.8% 7.5%

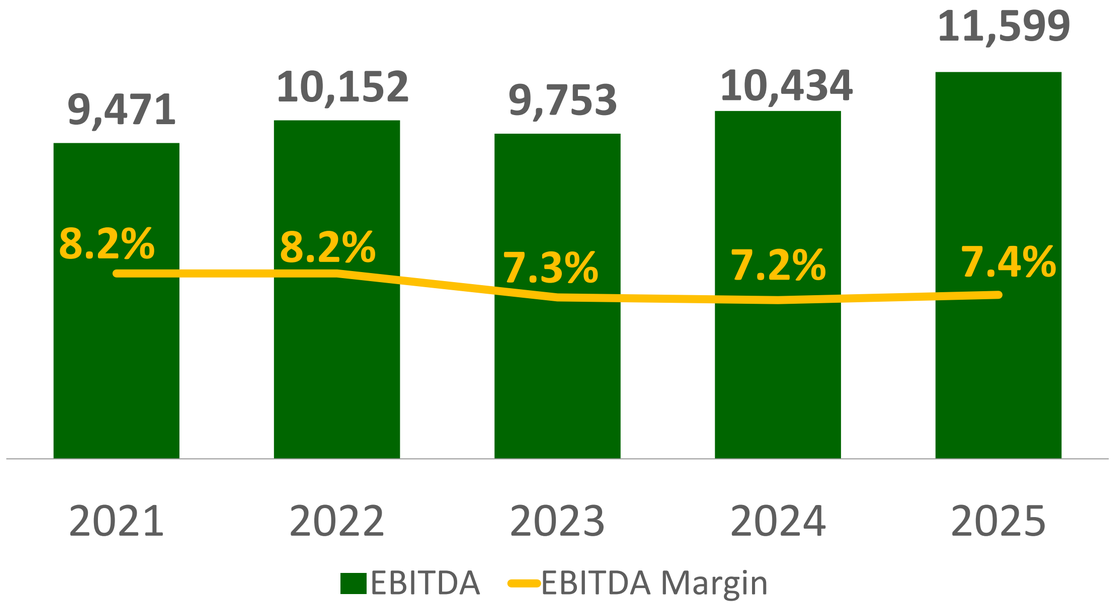
GROSS PROFIT & MARGIN (in PHP Billions)



3YCAGR 8.3% 12%

Financial Performance FY25 – PGOLD Only

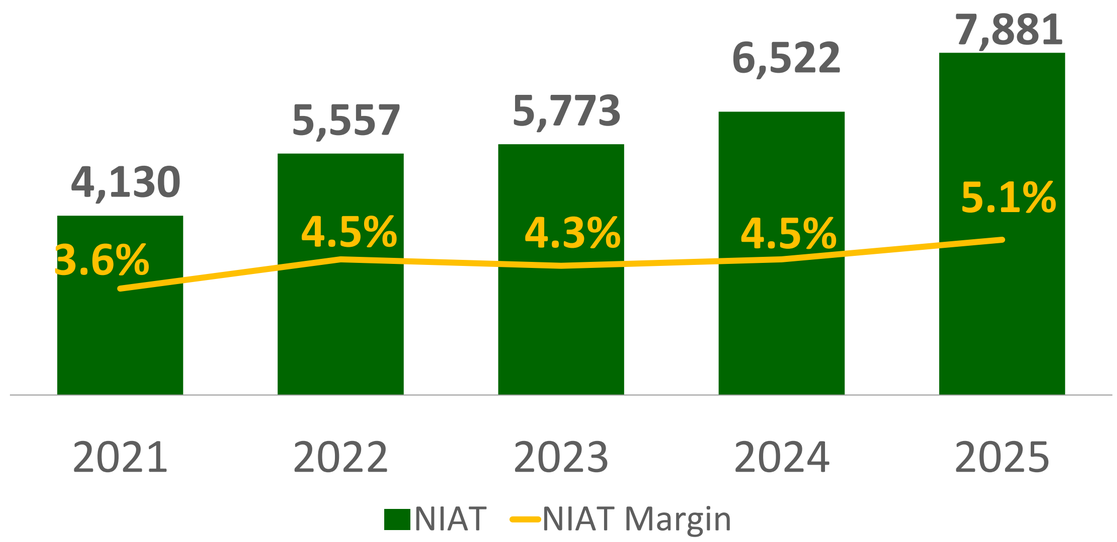
EBITDA & MARGIN (in PHP millions)



3YCAGR 4.5%

11.1%

NET INCOME & MARGIN (in PHP Millions)

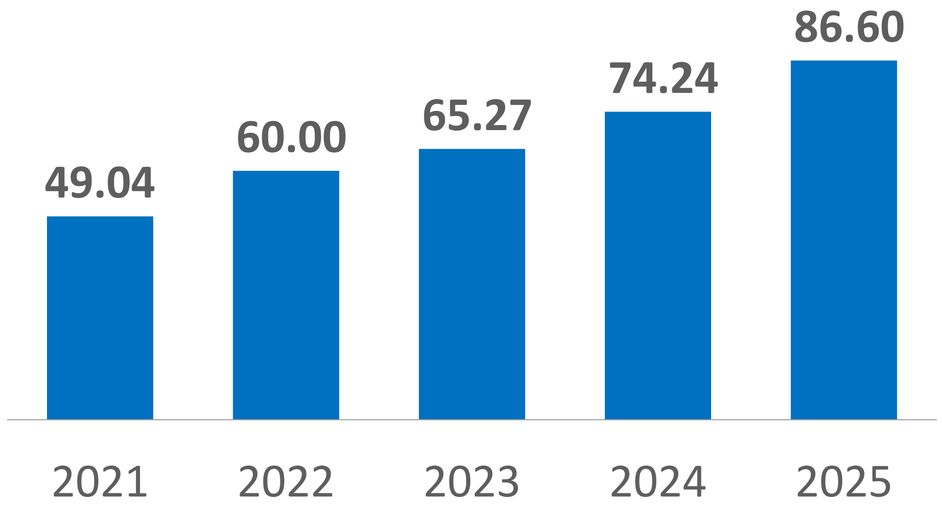


3YCAGR 12.3%

20.8%

Financial Performance FY25 – S&R Only

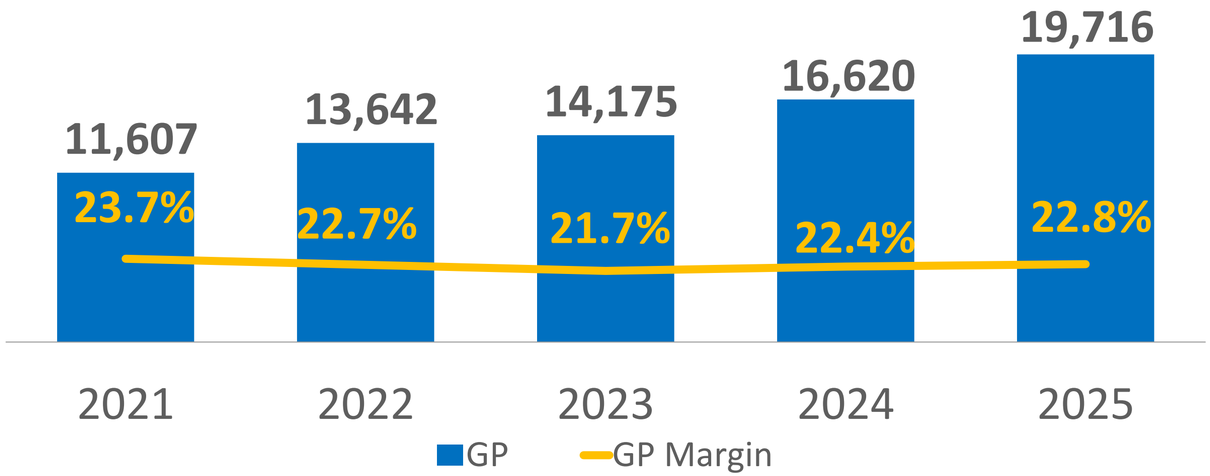
NET SALES (in PHP Billions)



3YCAGR 13%

16.7%

GROSS PROFIT & MARGIN (in PHP Billions)

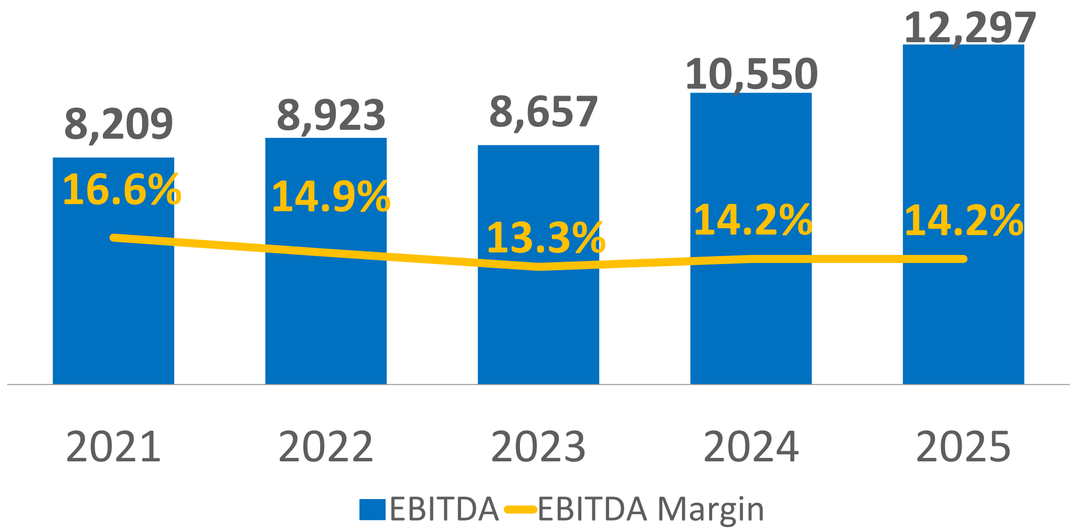


3YCAGR 13.1%

18.6%

Financial Performance FY25 – S&R Only

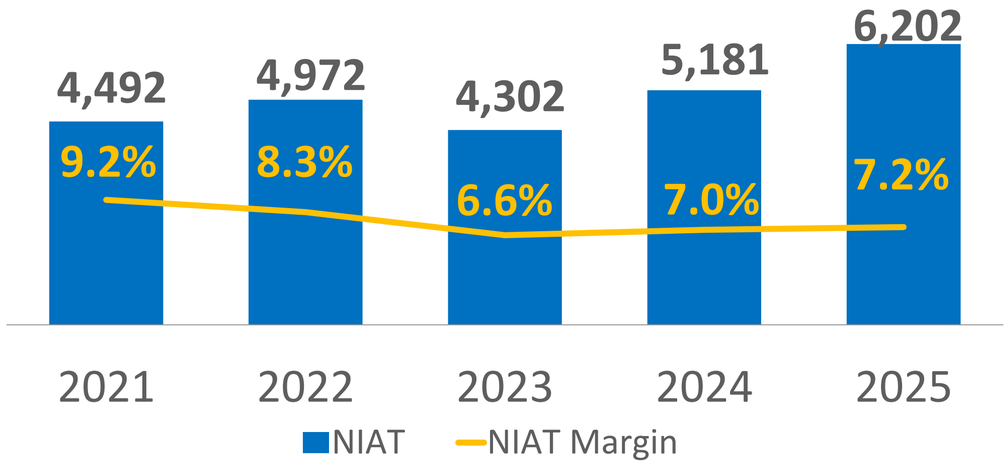
EBITDA & MARGIN (in PHP millions)



3YCAGR 11.3%

16.6%

NET INCOME & MARGIN (in PHP Millions)



3YCAGR 7.6%

19.7%

Financial Performance – FY 2025

	DEC 2024	DEC 2025
Trade Receivables Days	6.3	6.7
Inventory Days	57.3	53.5
Trade Payables Days	38.2	41.2
Cash Conversion Cycle	25.4	19.1

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 2025