

# MERRYMART

## 1Q 2020 FINANCIAL HIGHLIGHTS

- Consolidated Revenues +39.79% YoY to Php 794.91 Million
- Consolidated Net Income +50.50% YoY to Php 8.35 Million
- MERRYMART expects to operate branches in the main strategic areas of Metro Manila within the next 12 months for it to efficiently cover the essential retail market both online and offline
- MERRYMART aims to launch its online delivery by Q3 2020, targets to have the most relevant branded household essentials online delivery platform

MERRYMART Consumer Corp. (“MERRYMART” or “The Company”) reports Consolidated Revenues for the first quarter of 2020 has reached Php 794.91 Million an increase of 39.79% vs. the Php 568.65 Million booked in the same period last year. Consolidated Net Income reached Php 8.35 Million an increase of 50.50% compared to only Php 5.55 Million booked in the same period last year.

As of the end of March 2020, Consolidated Total Assets stood at Php 1.90 Billion from only Php 914.6 Million end December 2019, an increase of 107.6% in the first three months of the year. Consolidated Total Equity likewise increased by 276.0% in the first three months of the year to Php 406.94 Million. The Company’s assets and total equity are expected to significantly increase by the second quarter of 2020, given the recently concluded initial public offering on the Philippine Stock Exchange which enabled the Company to raise Php 1.59 Billion of additional cash and equity.

MERRYMART opened four (4) new branches during the first quarter of 2020 namely MERRYMART Grocery – Calamba, MERRYMART Store – Ayala Malls Manila Bay, MERRYMART Grocery - Mayombo and MERRYMART Grocery – Sorsogon. MERRYMART now has a total of seven (7) operational branches and anticipates to open an additional eighteen (18) new branches before the end of the year bringing its total targeted branch network to twenty-five (25) by the end of 2020. This is in line with the Company’s goal of opening more MERRYMART stores around the country and become a key household brand.

*“This behavior-altering Covid19 pandemic has made the MERRYMART team realize the benefit of being light and nimble in dealing with this once in a generation global pandemic. Being a new player in the industry, it will not have to face the major issue of reconfiguring a big complex structure because MERRYMART has actually just started to build its foundation, and has the flexibility to mold its expansion masterplan according to the new normal that we all continue to decipher as we move forward,”* said MERRYMART Chairman Edgar “Injap” Sia II.

MERRYMART expects to operate branches in the main strategic areas of Metro Manila within the next 12 months for it to efficiently cover the essential retail market both online and offline. MERRYMART aims to launch its online delivery by Q3 2020, targets to have the most relevant branded household essential online delivery platform.

About 1,600 essential products from MERRYMART are already available on the FoodPanda delivery app covering proximate area from the store. MERRYMART aims to launch its in-house

online delivery within the third quarter of this year to service the whole of Metro Manila which will make available over 3,000 MERRYMART essential products delivered to your doorstep.

MERRYMART aims to cover all the grocery retail categories from small, medium and large grocery retail formats.

MERRYMART will have three (3) grocery retail formats:

1. MERRYMART Grocery
2. MERRYMART Market
3. MERRYMART Store

MERRYMART has set its Vision 2030 with the goal of rolling out a total of 1,200 MERRYMART branches nationwide with an aim of reaching Php 120 Billion in systemwide sales revenue.