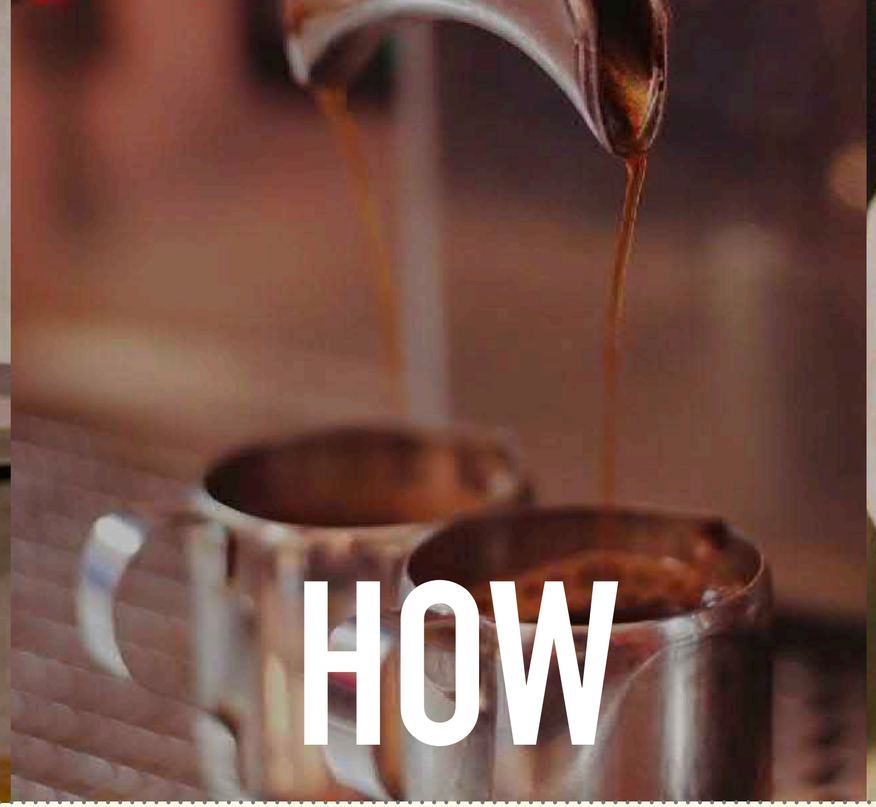
THE Figaro Coffee Group™

Annual Stockholders' Meeting 2022

December 9, 2022

WHY

We believe great products and experiences should be available to all and not only as a luxury. We believe in bringing smiles to everyone we connect with.



HOW

The way we execute is by focusing on value-for-money without sacrificing the quality. Finding the balance.

WHAT

Our products are long-standing Filipino favorites that bring people together.

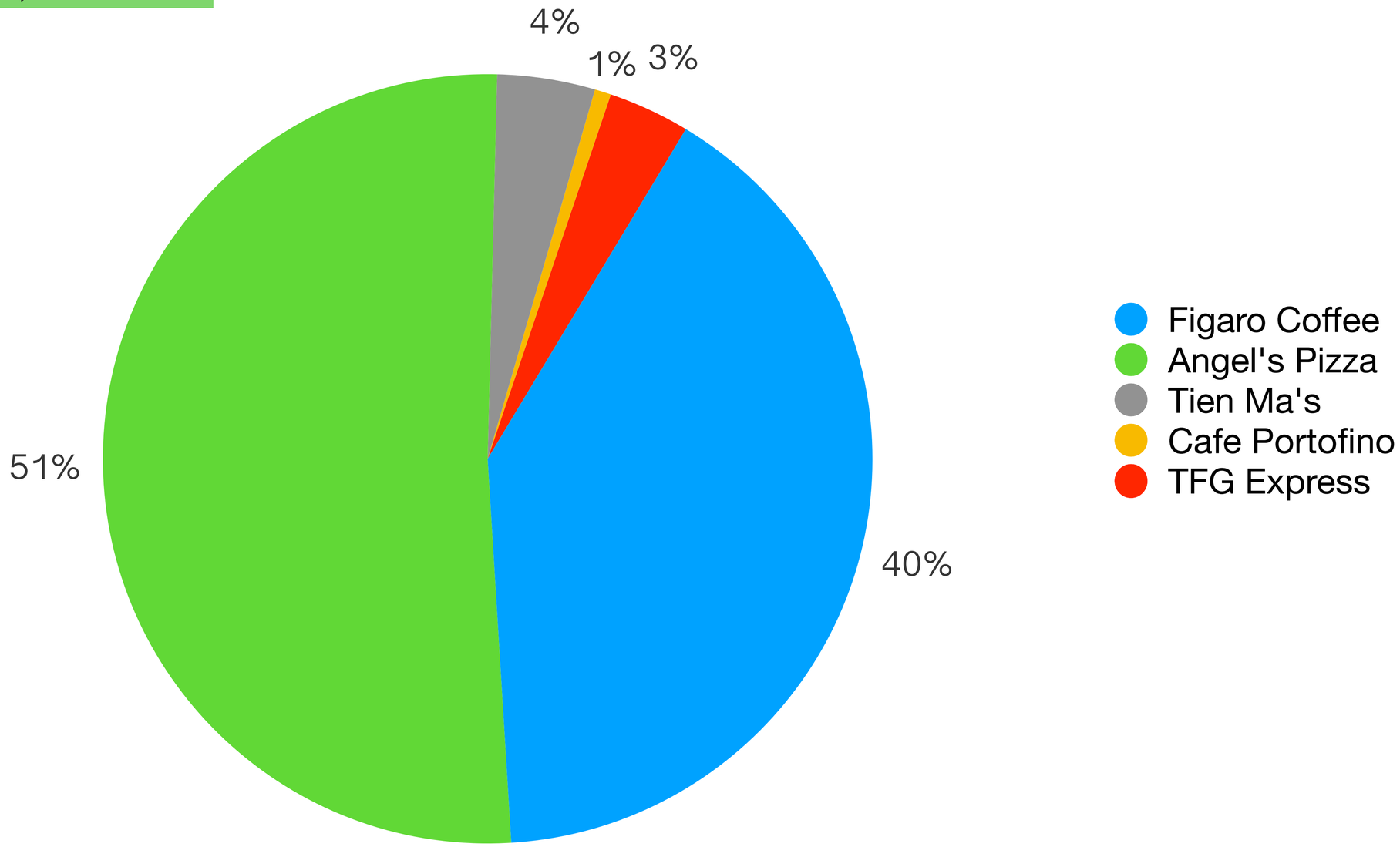
Store Network Growth Snapshot

January to December 9, 2022

	Jan 1, 2022 Store Count	Store Count (Today)
Figaro Coffee	55	58
Angel’s Pizza	39	77
Tien Ma’s	6	6
Cafe Portofino(formerly TFG Express)	1	1
TFG Express	6	4
TOTAL	107	146

Store Network Distribution Snapshot

January to December 9, 2022



New : Dual Concept Stores

We have pivoted into opening some dual-concept stores in larger locations to maximize the space and overhead.

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Figaro
COFFEE COMPANY
You Know Coffee.
FIGARO
WE ARE BACK!

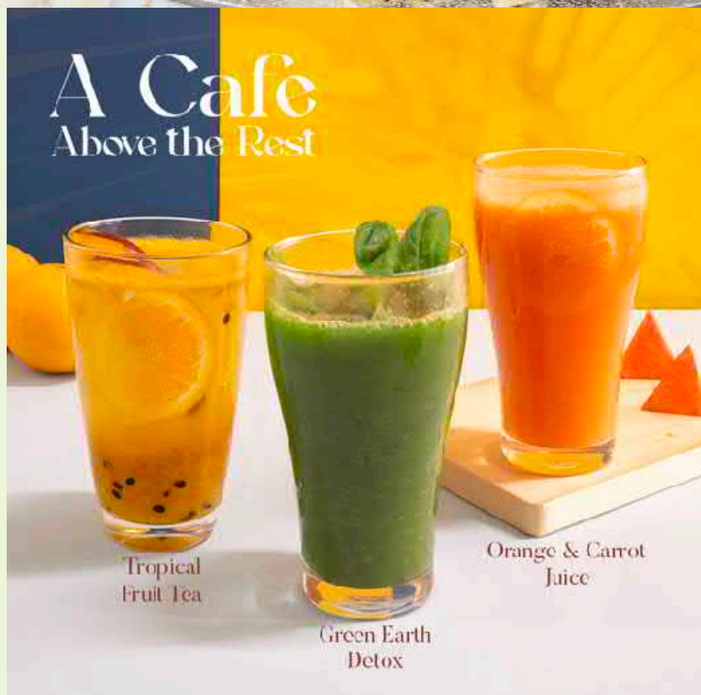
Figaro Coffee Company

You Know Coffee.

Jan to Dec 9, 2022

Opened 5 stores with locations in Makati, Acienda Silang, North EDSA, Sucat, Baliwag

Introduced new Keto products, pastries and healthy drinks



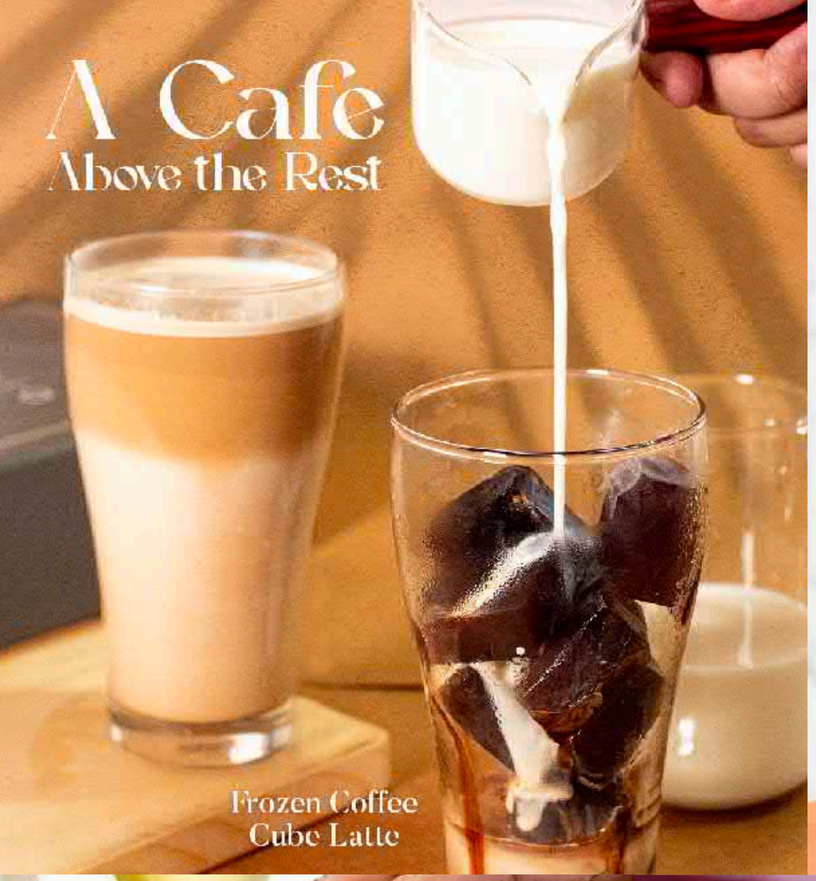
FIGARO

COFFEE MAKES
everything better

FIGARO

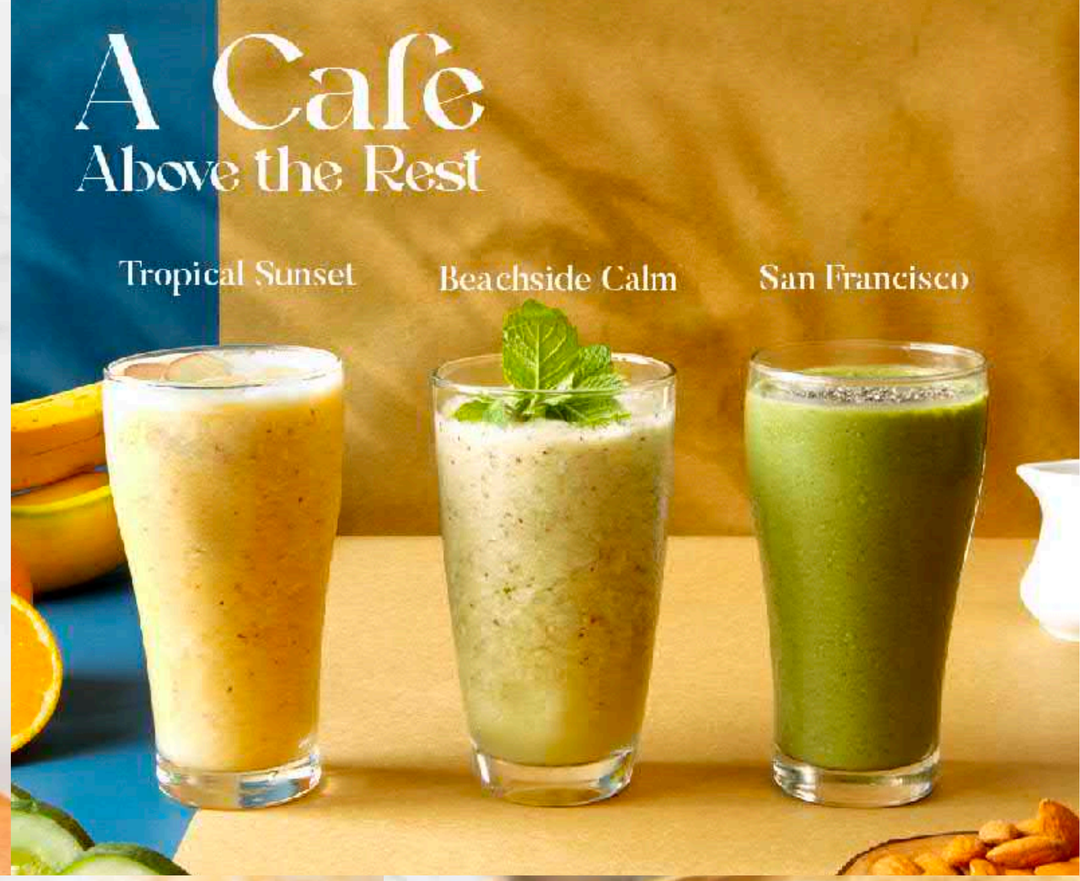
Today's good mood is sponsored by Coffee

FIGARO
FIGARO



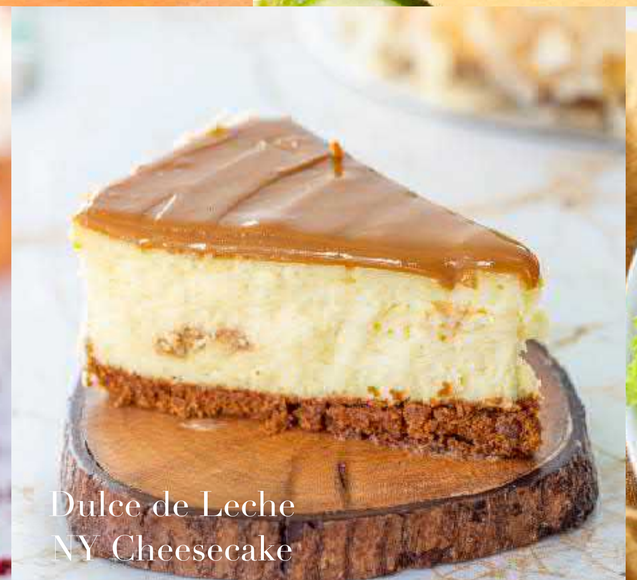
Frozen Coffee
Cube Latte

Tropical Sunset



Black Forest Ensaymada

Red Velvet Ensaymada


Dulce de Leche
NY Cheesecake

Keto #1

ANGEL'S PIZZA
ANGEL'S PIZZA
OPEN
ANGEL'S PIZZA
NOW OPEN

Jan to Dec 9, 2022

Opened 36 stores with locations in Cebu, Cavite, Ortigas, BGC, Laguna, Quezon City, Paranaque, Antipolo, Malabon, Manila, Rizal, Makati, Caloocan, Bulacan, Tarlac, Sucat, Bacolod, Marikina, Baliwag

Introduced new and delicious products to delight customers

Opened smaller Angel's Pizza store model to penetrate malls

All-Meat Texas BBQ

ANGEL'S PIZZA
PIZZA PASTA COMBO

CREAMY SPINACH DIP
It's Always
PIZZA TIME!

ANGEL'S PIZZA

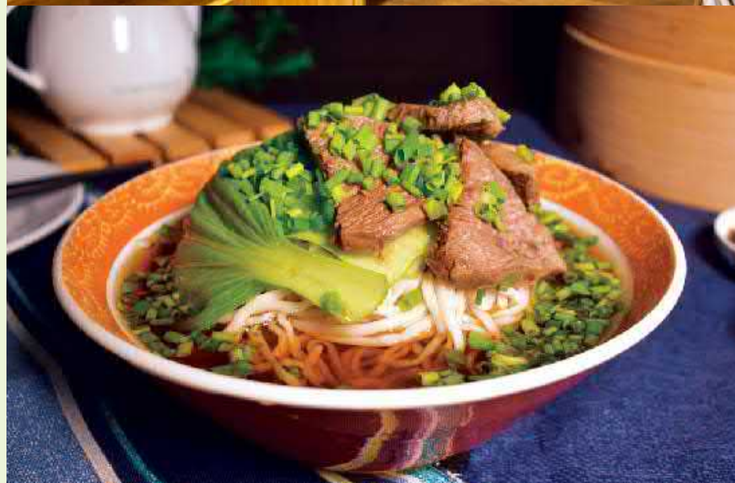
ANGEL'S PIZZA
PIZZA PASTA COMBO

ANGEL'S PIZZA
ANGEL'S PIZZA
ORDER NOW!
8-922-222

田媽 Tien Ma's
Taiwanese Cuisine
ANGEL'S PIZZA
(045) 455-2222
田媽 Tien Ma's

Tien Ma's
Taiwanese Cuisine

Jan to Dec 9, 2022



Opened 1 store in Waltermart North EDSA

Our dual-concept Tien Ma's store features a smaller and more affordable menu highlighting favorites and quick "lauriat" meals

Introduced new products to continually delight customers

台灣

田媽
Tien Ma's
Taiwanese Cuisine

Tien Ma's

田媽
Tien Ma's
Taiwanese Cuisine
台灣

Garlic and Pepper Steak

Steamed Vegetable and Dumpling

Bitter Melon w/ Scrambled Egg

Steamed Hainan Chicken
w/ Yin and Yang Sauce

Chicken Chow Mien Noodles

Fresh Vegetarian Spring Rolls

Cafe Portofino
Tien Ma's
ANGEL'S PIZZA
by:
DINE-IN
TAKEOUT
DELIVERY
I left my ♥ in Portofino
EST 2017
CAFÉ
Portofino

EST 2017
CAFÉ
Portofino

(formerly TFG Express)

Jan to Dec 9, 2022

Opened 1 store in
West Rembo Makati City

Converted previous TFG Express to Cafe Portofino branding

Introduced new and more affordable coffee-based drinks and other beverages for the more price-discerning market.

Iced Americano

Ice Blended Red Velvet

Kiwi Slush

Ice Blended Caramel Chips

Iced Matcha Green Tea

Institutional Accounts

With the re-opening after lockdowns due to Covid19, our institutional accounts have also continued. We currently supply coffee and various food items to select clients.

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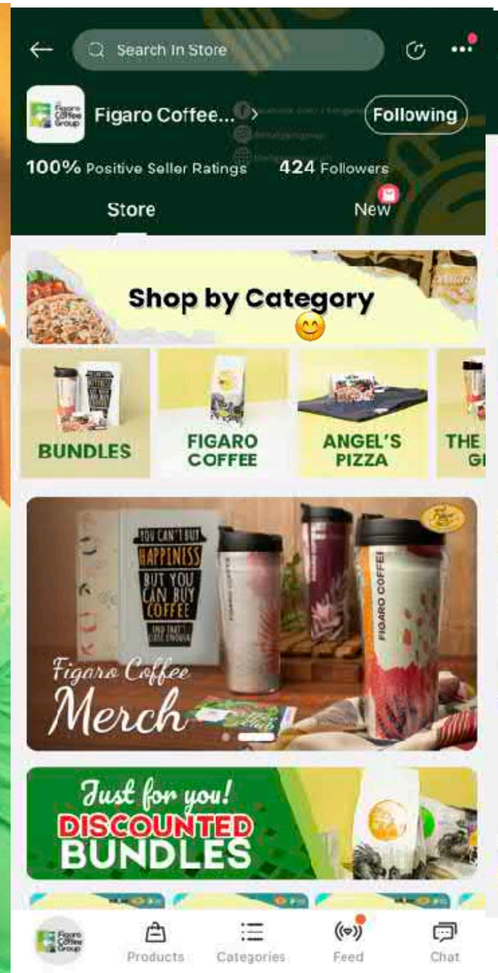
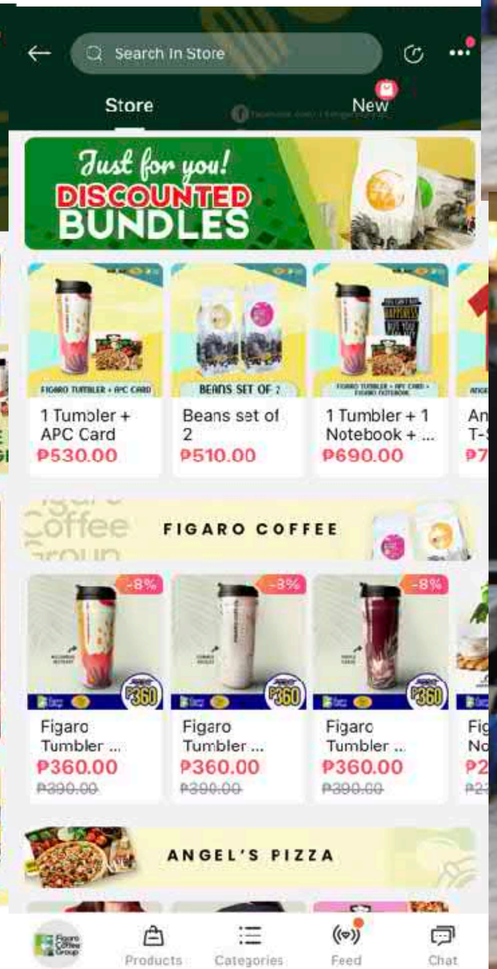
Strong Channel Partners

We continue to grow and enhance our channel partnerships to reach more new customers and keep our brands relevant to our target markets





Support System Improvements

- We continue to invest in a strong backbone to support our stores and our people.
- Our website is now on Amazon Web Services cloud server to ensure speed and efficiency.
- We are continuing to develop our commissary infrastructure in and outside of Metro Manila.
- Our call center and production team continue to grow to support our store channels.

Corporate Social Responsibility Activities

GMA Kapuso Foundation Food Sponsorship
Food sponsorship in Northbay Boulevard
North Elementary School Navotas
09 August 2022

Corporate Social Responsibility Activities

"Thankful for the grace of God to allow our company, FCG, to be a part of their mission in upholding the dignity and right for a humane life for each person, rich or poor."

Mr. Justin Liu, from his March 19 Visit at Hospicio De San Jose

Red Cross Bloodletting Event

Distribution of TFG Products in GMA Kapuso Foundation Medical Mission

Corporate Social Responsibility Activities

GMA Kapuso Foundation Medical Mission

“Sagip Dugtong Buhay” Bloodletting Project

05 November 2021 – AFP GHQ Camp Aguinaldo

Target Growth Areas for 2023

Angels Pizza	Avida Davao
Angels Pizza	SM Clark
Angels Pizza	Consolacion Cebu
Figaro Coffee	Zamboanga
Angels Pizza	Pham Central
Angels Pizza	SJDM Bulacan
Angels Pizza	Lemery Batangas
Angels Pizza	Balanga Bataan
Angels Pizza	Newstar Silang Cavite

Financial Highlights

For the Fiscal Year Ended June 30, 2022
As Reported to the Philippine Stock Exchange

For the Fiscal Year Ended June 30

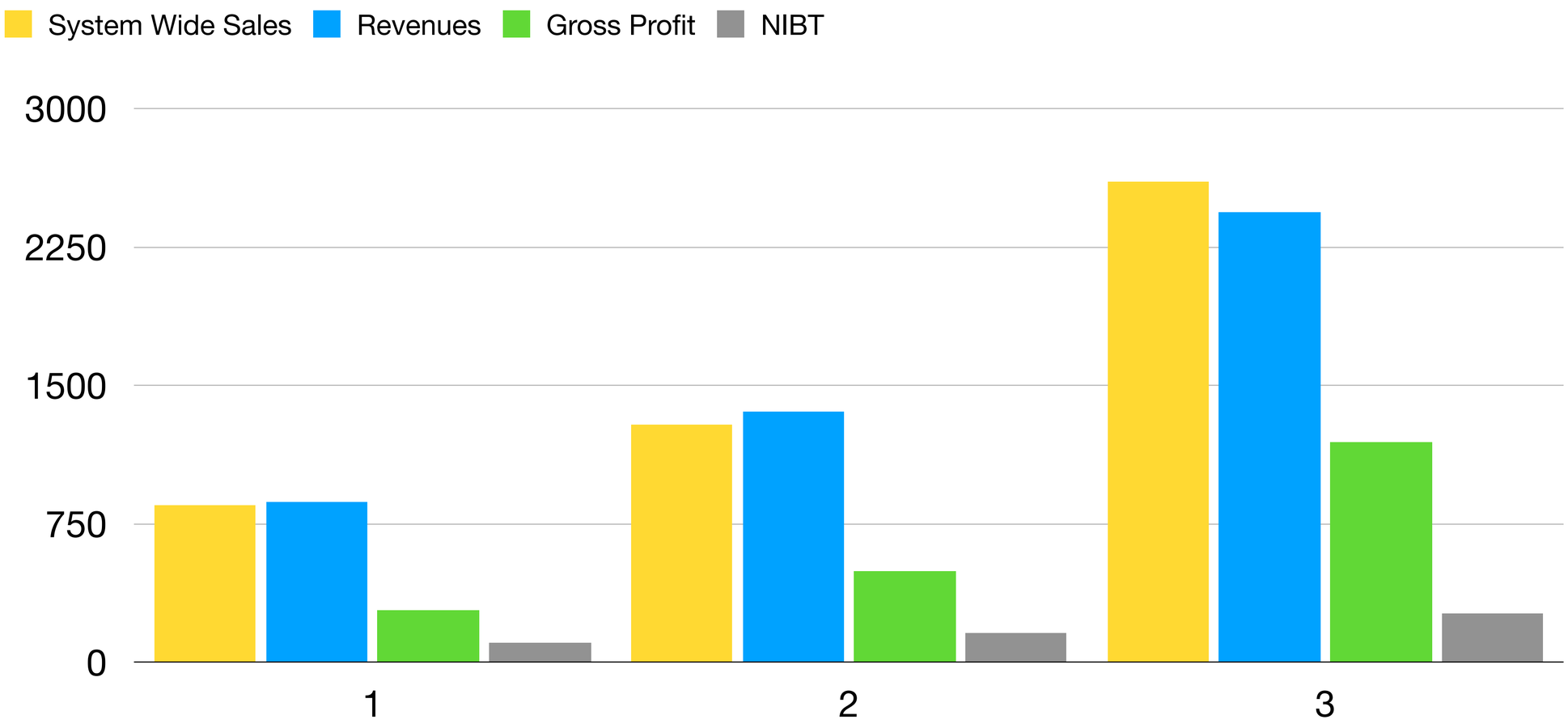
	2020		2021		2022	
System Wide Sales	849.6		1,387.9		2,600.9	
Revenues	**866.5**		**1,354.7**		**2,437.4**	
Gross Profit	**279.3**	32%	**492.4**	36.3%	**1,195**	49%
Net Income Before Tax	**103.9**	11.9%	**159.9**	11.8%	**264.2**	10.8%

Revenues increased from 2020 to 2021 by 56% and by 80% in 2021 to 2022

From 2021 to 2022, gross profit improved from 36.3% to 49%

Net income margin slightly declined from 11.8% in 2021 to 10.8% in 2022

For the Fiscal Year Ended June 30



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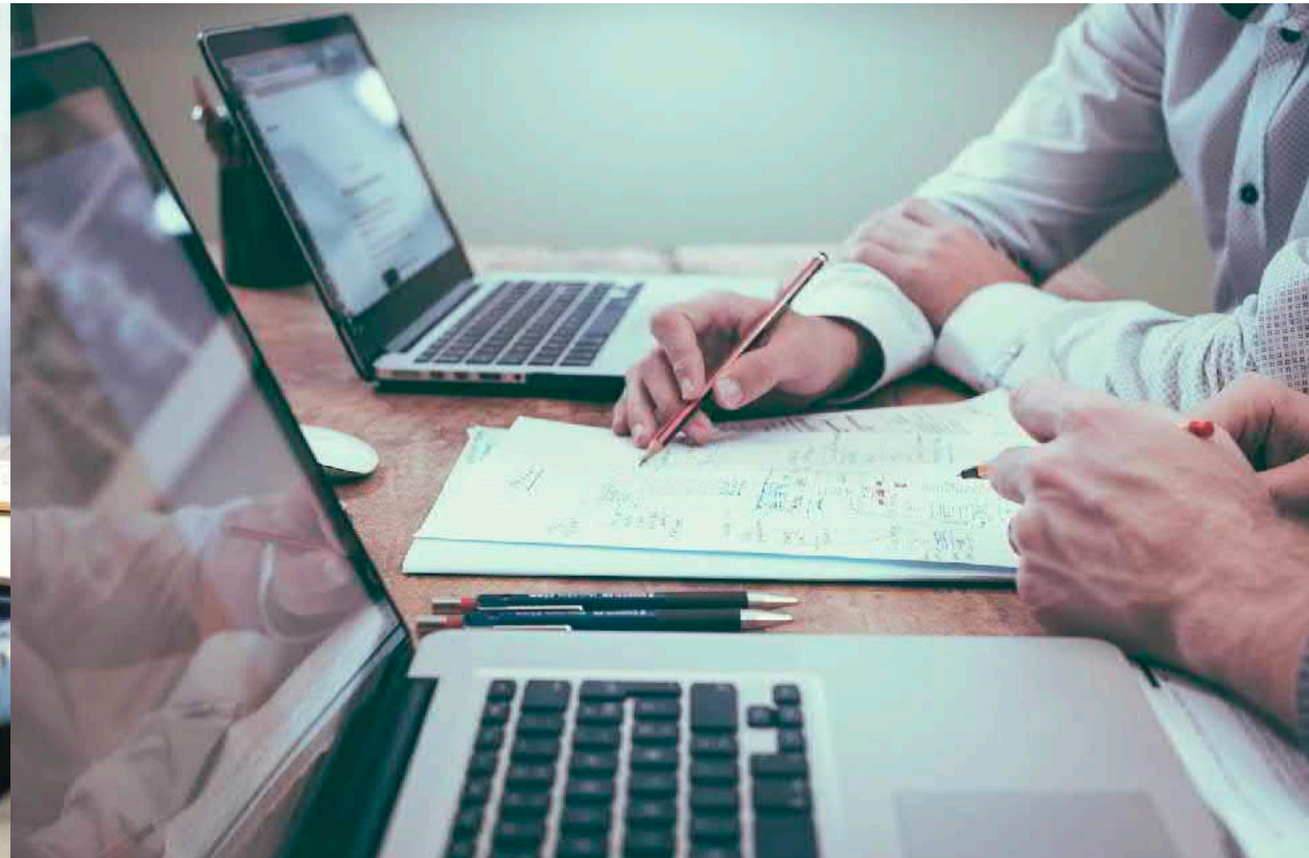
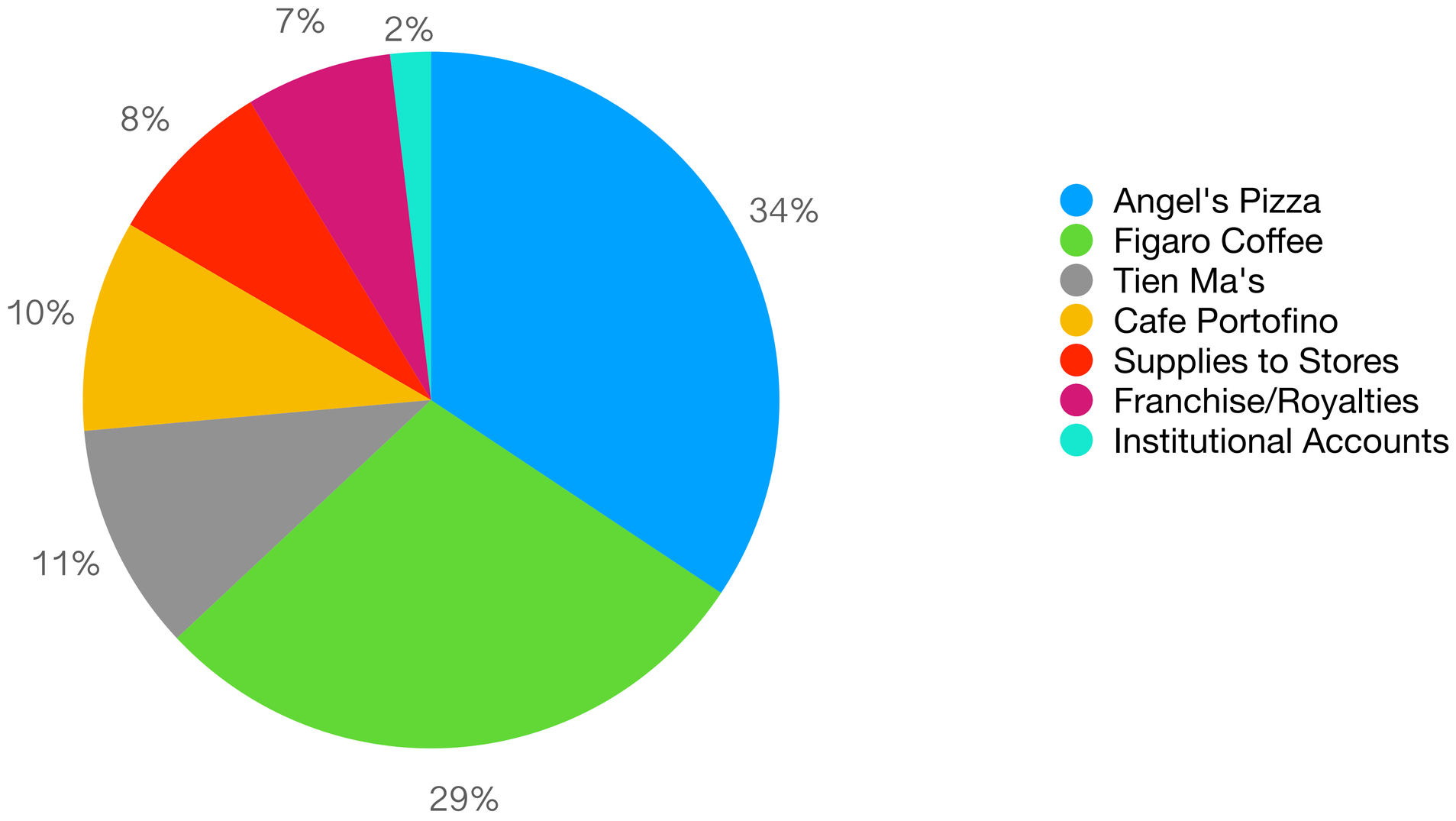
For the Fiscal Year Ended June 30

Same-store sales shrank by a negligible 14% due to full re-opening after lockdowns, while sales attributed to newly-opened stores increased by 86%



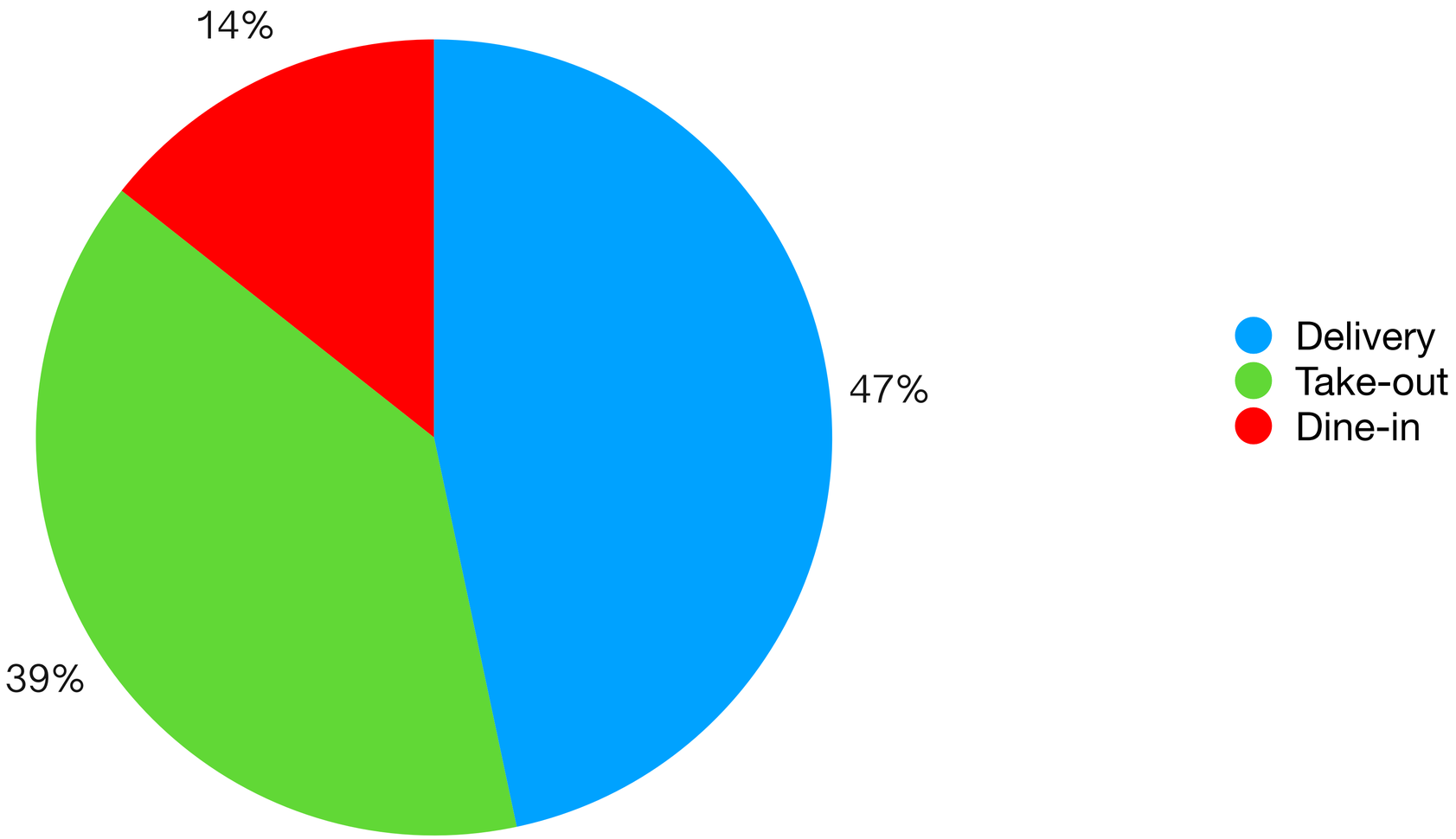
Revenue Channel Mix

For the Fiscal Year Ended June 30



Stores' Sales Channel Mix

For the Fiscal Year Ended June 30



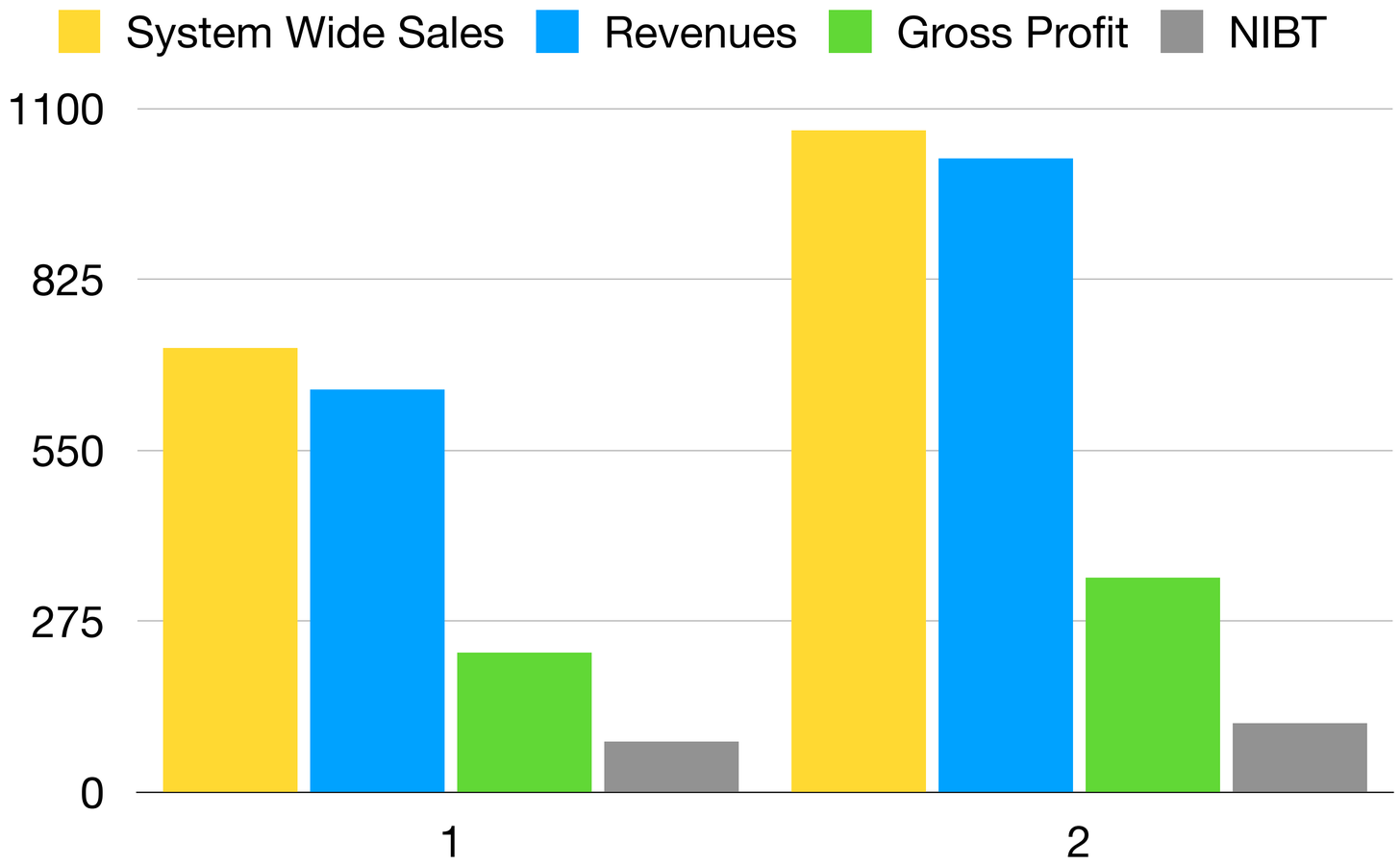
Healthy Financial Ratios

For the Fiscal Year Ended June 30

Current Ratio :	3.19
Quick Ratio :	2.95
Debt to Equity :	0.28
Return on Equity :	13.49%
P/E ratio(as of November 30) :	14.1
EPS(as of November 30) :	0.042

July to Sept 2022 (Q1) Update

Unaudited



In millions

Revenues at P1.08 billion, up 56.9% from the same period last year

Gross profit margin steady at 34% vs same period last year

Net income grew by 36.5% vs same period last year. Net income margin at 10.9%

Thank You