



THE
Figaro
Coffee
Group

Annual
Stockholders'
Meeting
2023





TM

THE Figaro Coffee Group

田媽

Tien Ma's

Taiwanese Cuisine



A Cafe Above the Rest

Tropical Sunset

Beachside Calm

San Francisco



*Your No. 1
Filipino cafe
since 1993*

We are a full-service cafe offering quality coffee, drinks, baked goods and light meals.





The fastest growing pizza brand in the Philippines due to its massive hit product, the Creamy Spinach Dip, high quality and affordability

Strong brand recall. Caters to Class A to D market

Opened smaller Angel's Pizza store models to penetrate malls





Manila's answer to authentic, delicious and affordable Taiwanese cuisine

Our dual-concept Tien Ma's + Angel's Pizza stores feature a smaller and more affordable menu highlighting favorites and quick "lauriat" meals

Xiao Long Bao is our main best-selling product





An offshoot from Figaro
Coffee serving quality drinks
and snacks at below P100
price point (below USD1.8)

Converted previous TFG
Express to Cafe Portofino
branding

Introduced new and more
affordable drinks bundled with
snack food for the price-
conscious market



A person wearing a dark suit jacket is typing on a silver laptop keyboard. The background is a blurred office desk with various financial documents, including bar charts and line graphs. A green horizontal bar is overlaid on the image, containing the title text.

Financial Highlights

For the Fiscal Year Ended June 30, 2023

For the Fiscal Year Ended June 30, 2023

In millions of PHP

	2021 (Proforma)	2022 (Audited)	2023 (Audited)
Revenues	1,354.7	2,437.4	4,284.1
Gross Profit	492.4	1,195.0	1936.1
Net Income After Tax	119.9	198.2	462.6

Revenues increased from 2021 to 2022 by 80% and by 76% in 2022 to 2023

From 2021 to 2022, gross profit improved from 36.3% to 49% and were maintained at 45% in 2023

NIBT margin at 14% / NIAT Margin at 11%



July 2022 - June 30, 2023

Net Income Report



July 2022 - June 2023

₱ 462.6M

VS

July 2021 - June 2022

₱ 198.2M

- **Minimizing overhead cost**
- **Improving efficiency and productivity**
- **Maintained strong bottom-line growth**

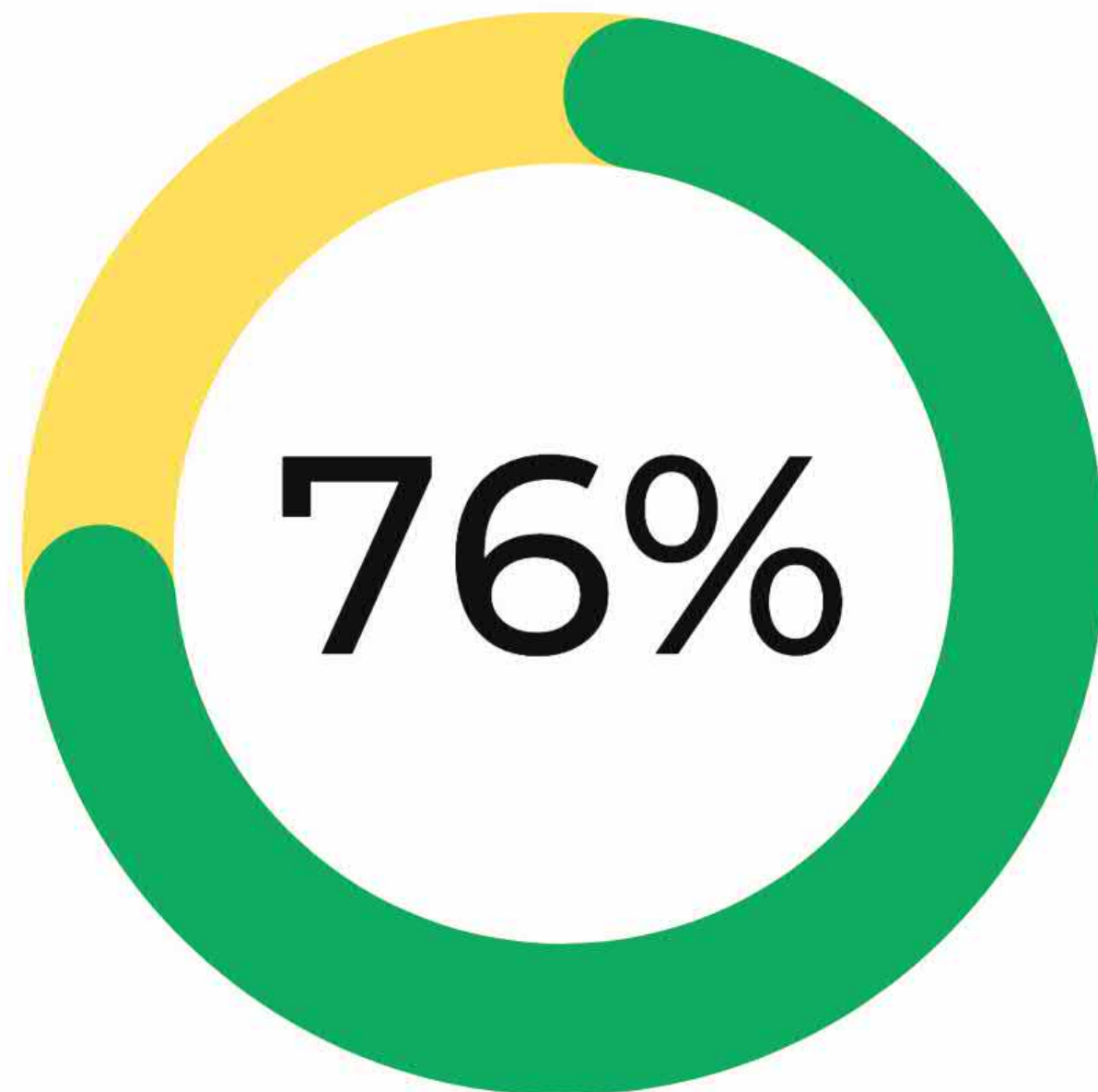


+133%

NET INCOME AFTER TAX

July 2022 - June 30, 2023

Revenue Report



Revenue ending June 30, 2023 improved by 76%

- Store expansion
 - 44 new stores added during the period
 - Total of 167 stores ending June 30, 2023
- 6% same store sales increase

₱ 4.2B

July 2022 - June 2023

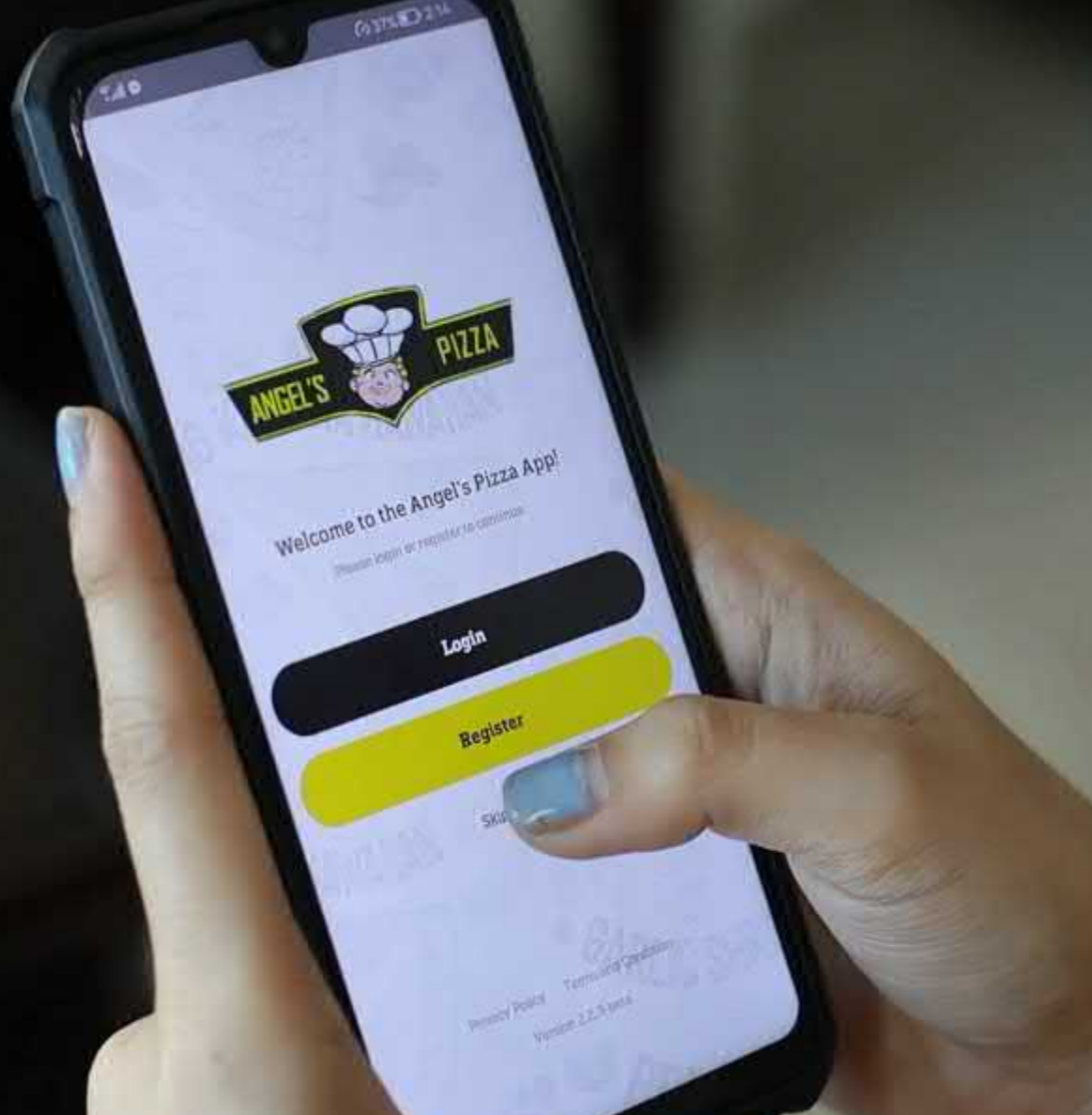


₱ 2.4B

July 2021 - June 2022



2023 Activities



Rewards

REWARDS POINTS BALANCE

14
points

[View Rewards Points History >](#)

Guidelines

For every P100.00 spent on food orders, 1 point will be earned.


Points will be discounted from the order subtotal.

Delivery fee is not included on the points earning calculation.

Recent Rewards Points History [View All](#)

Home Menu Stores Orders APC Card Rewards

Creamy Spinach Dip



Add to Cart

P655.00

Crust (Choose 1)

- Hand Tossed
- Thin Crust

Size (Choose 1)

- Medium-9" P 370.00
- Family 12" P 535.00
- Big Family 14" P 655.00

✓ Choose your preferred crust and pizza size

Available in

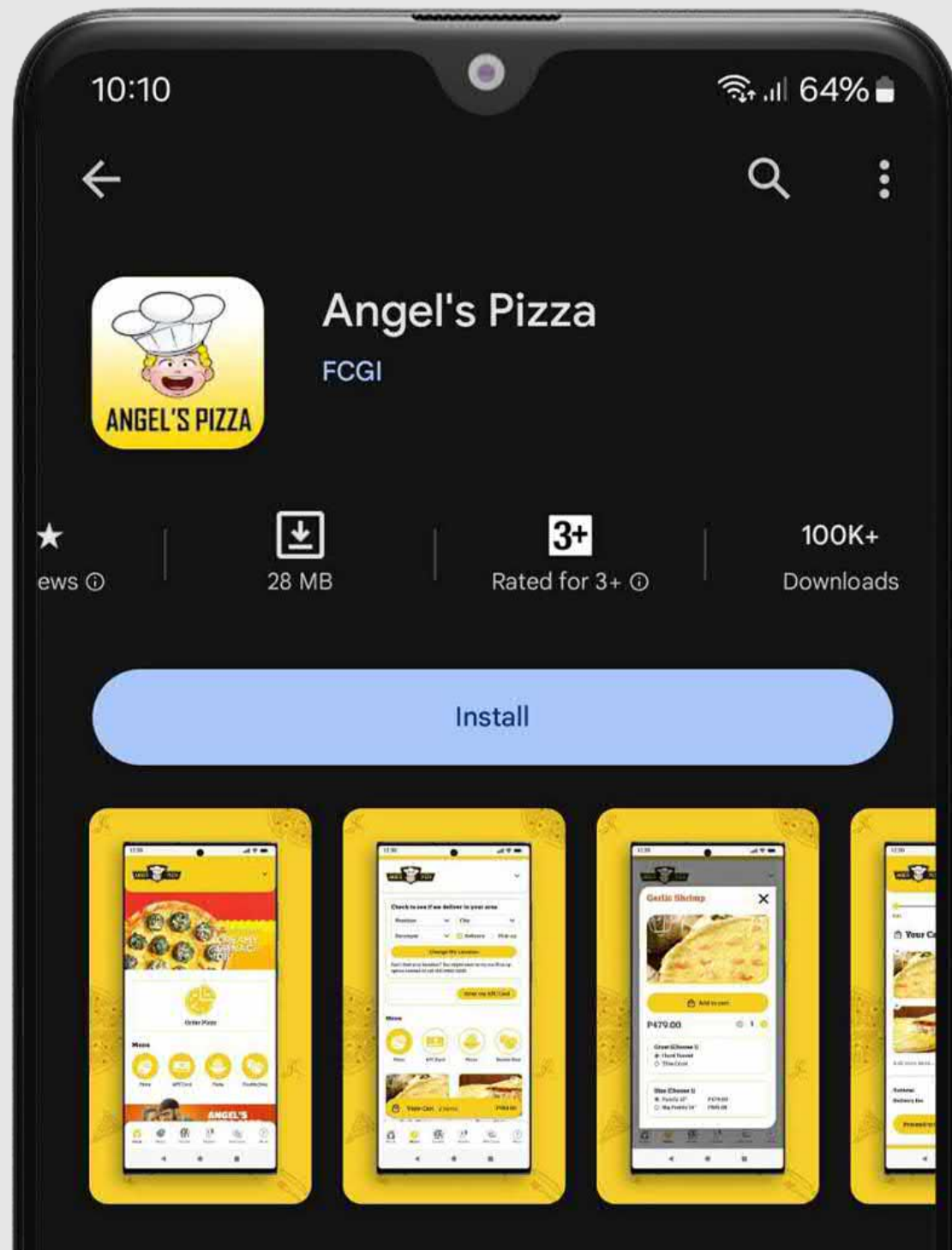
- ✓ Hand Tossed and Thin Crust
- ✓ Medium, Family and Big Family Size



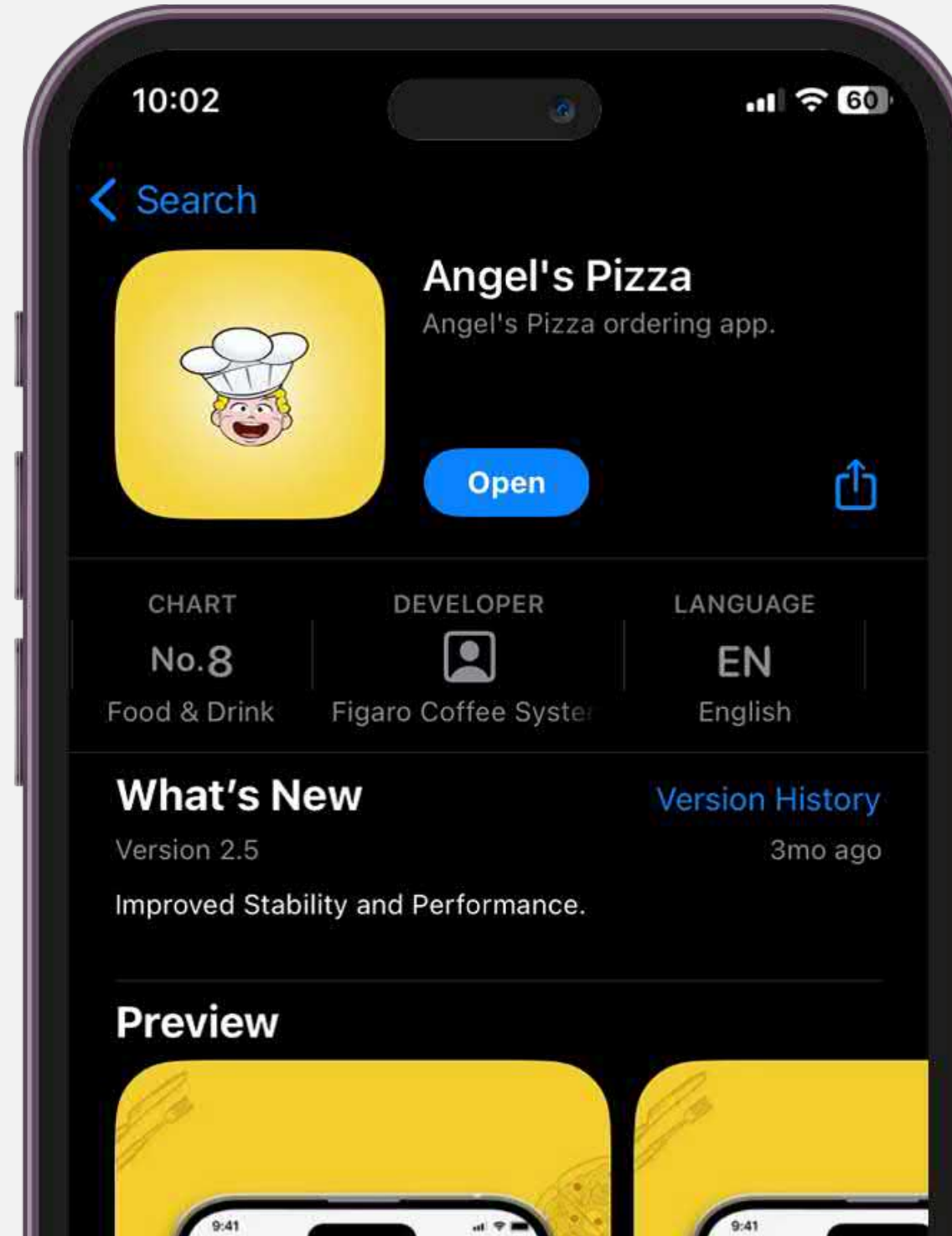
Angel's Pizza Mobile App



189,358 Total Downloads



**79,581
Downloads**



**110,044
Downloads**

Angel's Pizza Mobile App Downloads



NEW! CREAMY SPINACH
**SUSHI
BAKE**



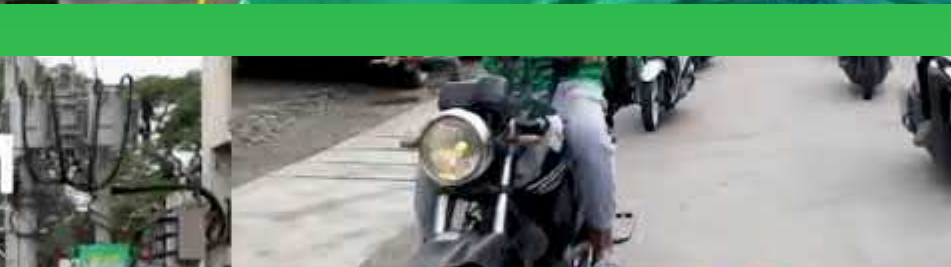
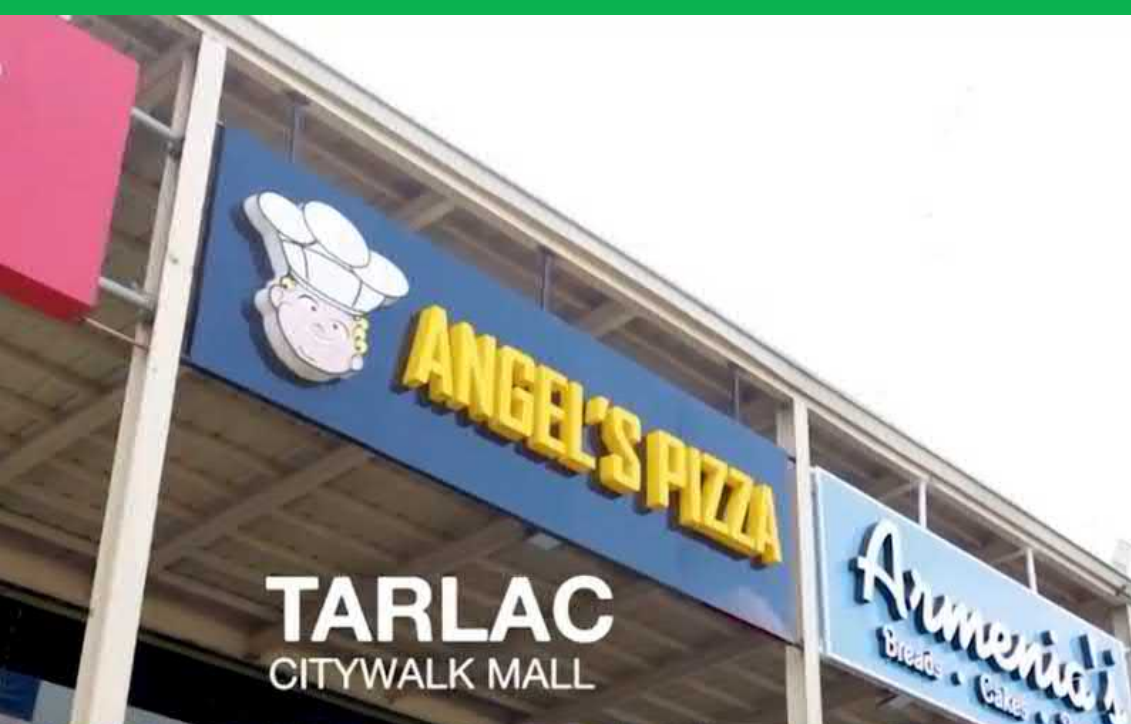
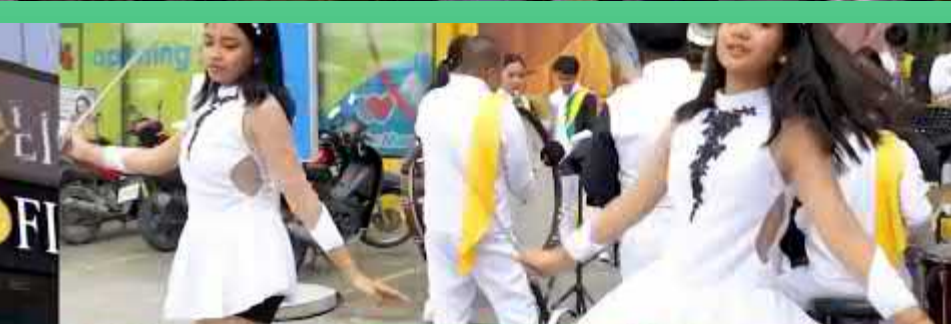
Creamy Spinach Sushi Bake Pizza

June 1, 2023





URDANETA
PANGASINAN



North Luzon Caravan (Motorcade)





South Luzon Caravan (Motorcade)





GAISANO DANA
DANA CITY



CONSOLACION



LG GARDEN
LAPU-LAPU CITY



Cebu Caravan (Motorcade)





SABA CON YELO



BANANA LANGKA PIE



PALABOK SPECIAL



CHICKEN FINGERS

Angel's Pizza New Products





Sama-Sama sa Angel's Pizza Video



facebook
10 million views

TikTok
2.5 million views

YouTube
200k views

Sama-Sama sa Angel's Pizza Video Views



Angel's Pizza

October 27 · 🌐



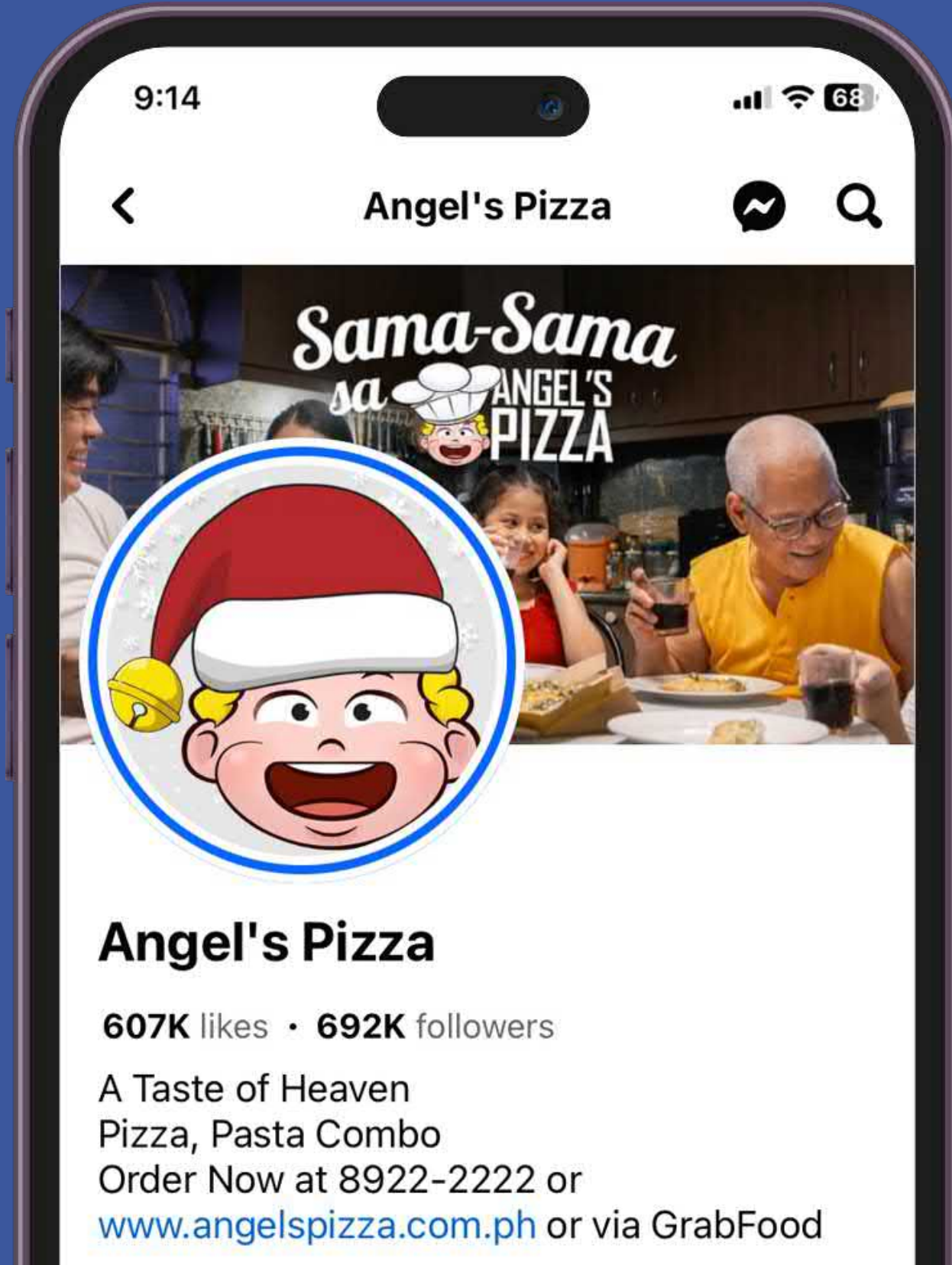
Sama-sama tayo at magbahagi ng masarap na kainan!

I-tag na ang iyong paboritong kasama at tawagin na ang buong pamilya at barkada! kahit saan, kahit kailan sama-sama tayo sa Angel's Pizza 🎵🍕😄

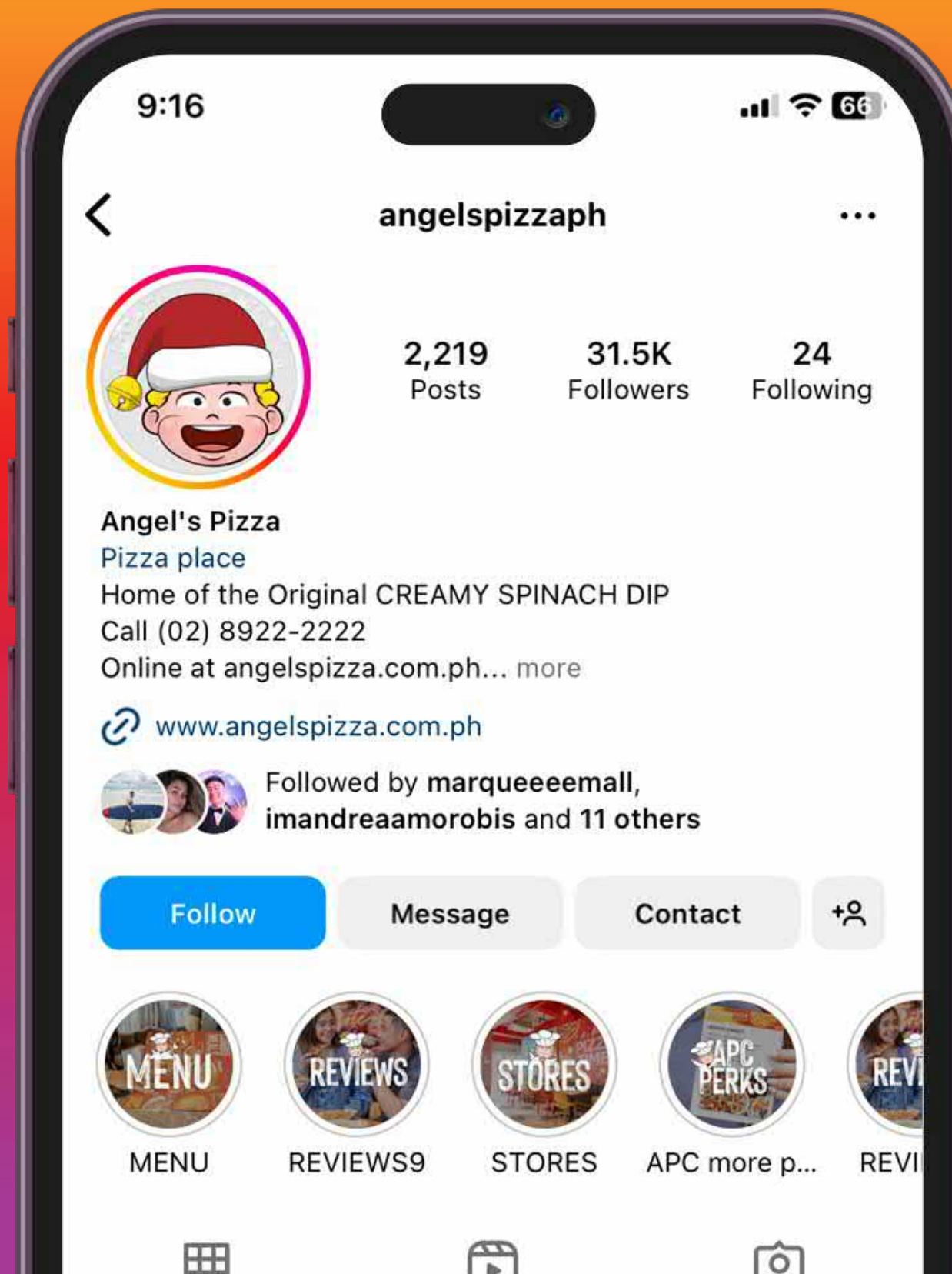
[#SamaSamaSaAngelsPizza](#) [#AngelsPizza](#) [#PizzaNgMgaMababait](#) [#ATasteofHeaven](#)



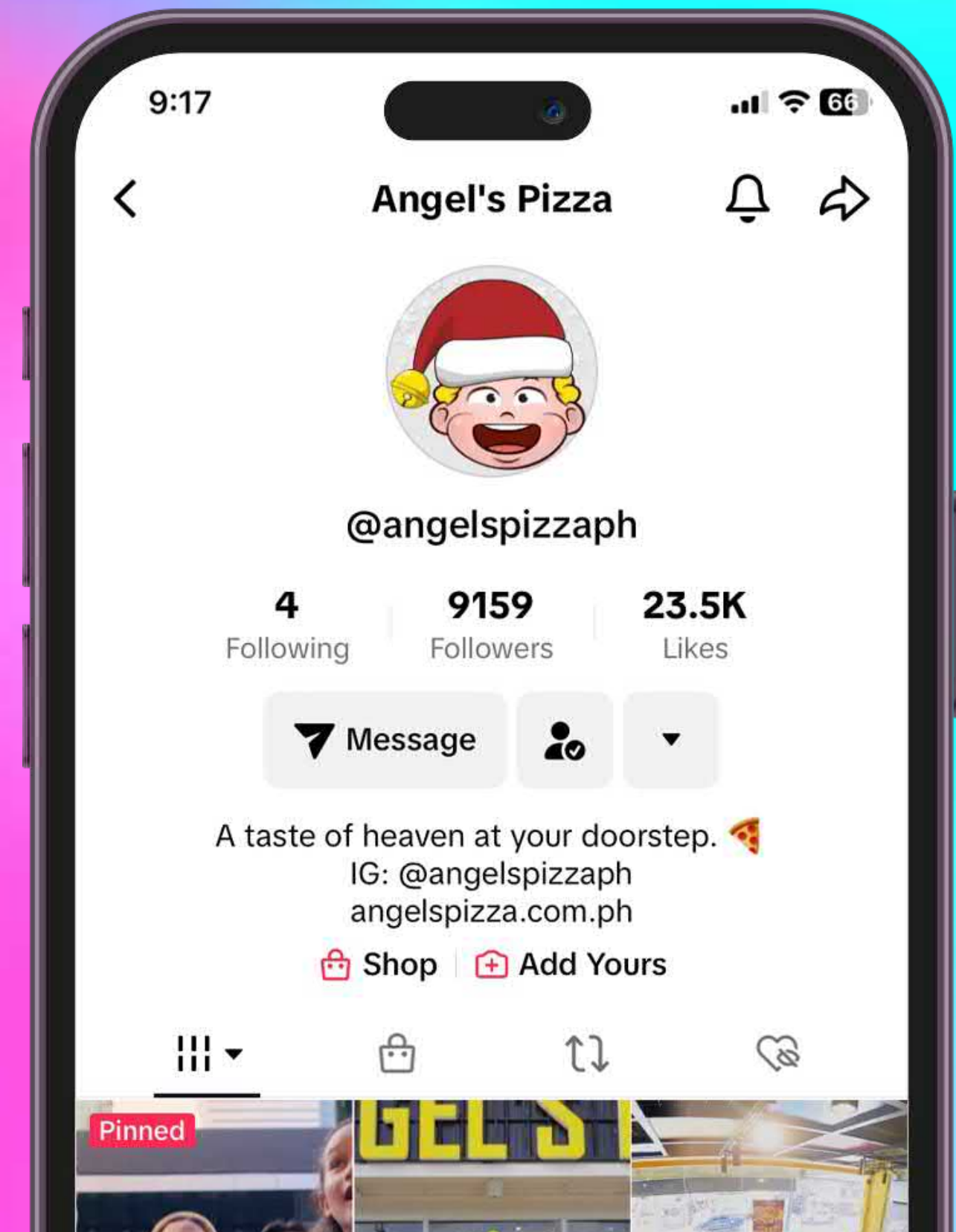
facebook
692k



Instagram
31.5k



TikTok
9.1k



Angel's Pizza Social Media Followers





GrabFood Platinum Fan Fave Award



Roasted Almond oatmilk

ICED

Roasted Almond (Oatmilk)

16oz.

20oz.

P240

P260

HOT

Roasted Almond Latte (Oatmilk)

8oz.

16oz.

P220

P250

*Price may vary on third-party delivery channels (i.e. GrabFood)

Piña Colada —CAKE—

Layers of coconut sponge, coconut cream frosting and pineapple confiture topped with dehydrated pineapples and toasted coconut.

Figaro Coffee New Products





Premium Red Velvet Cake



Uji Matcha Cream Cake



Dark Chocolate Snickers Gateau

Figaro Coffee New Products





Honey Walnut
Chicken



Spinach
Soup



General Tso's
Chicken

Tien Ma's New Products



Figaro Coffee Receives PEZA Certification





ESG: Regular Free Porridge Feeding in Tondo Manila



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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2023 Store Expansion

Store Network Growth Snapshot

As of December 6, 2023

	December 2021	December 2022	As of Dec. 6, 2023	Dec. 31, 2023 Forecast
Figaro Coffee	55	57	64	71
Angel's Pizza	39	80	120	128
Tien Ma's	6	7	10	10
Cafe Portofino (formerly TFG Express)	7	6	6	6
Koobideh Kebabs	0	0	0	1
TOTAL	107	150	200	216

Store Count

Present



ANGEL'S PIZZA (120)



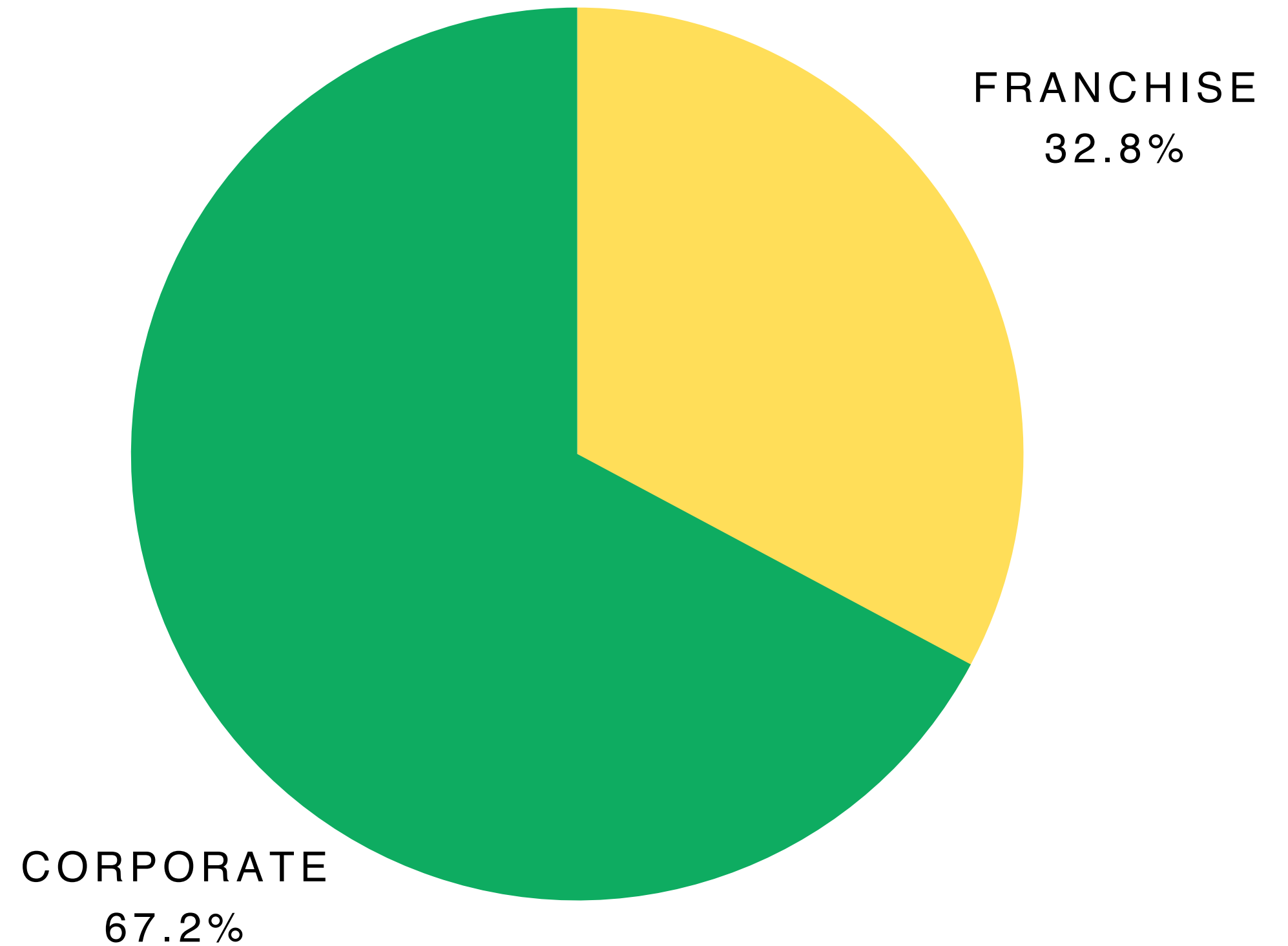
FIGARO (64)



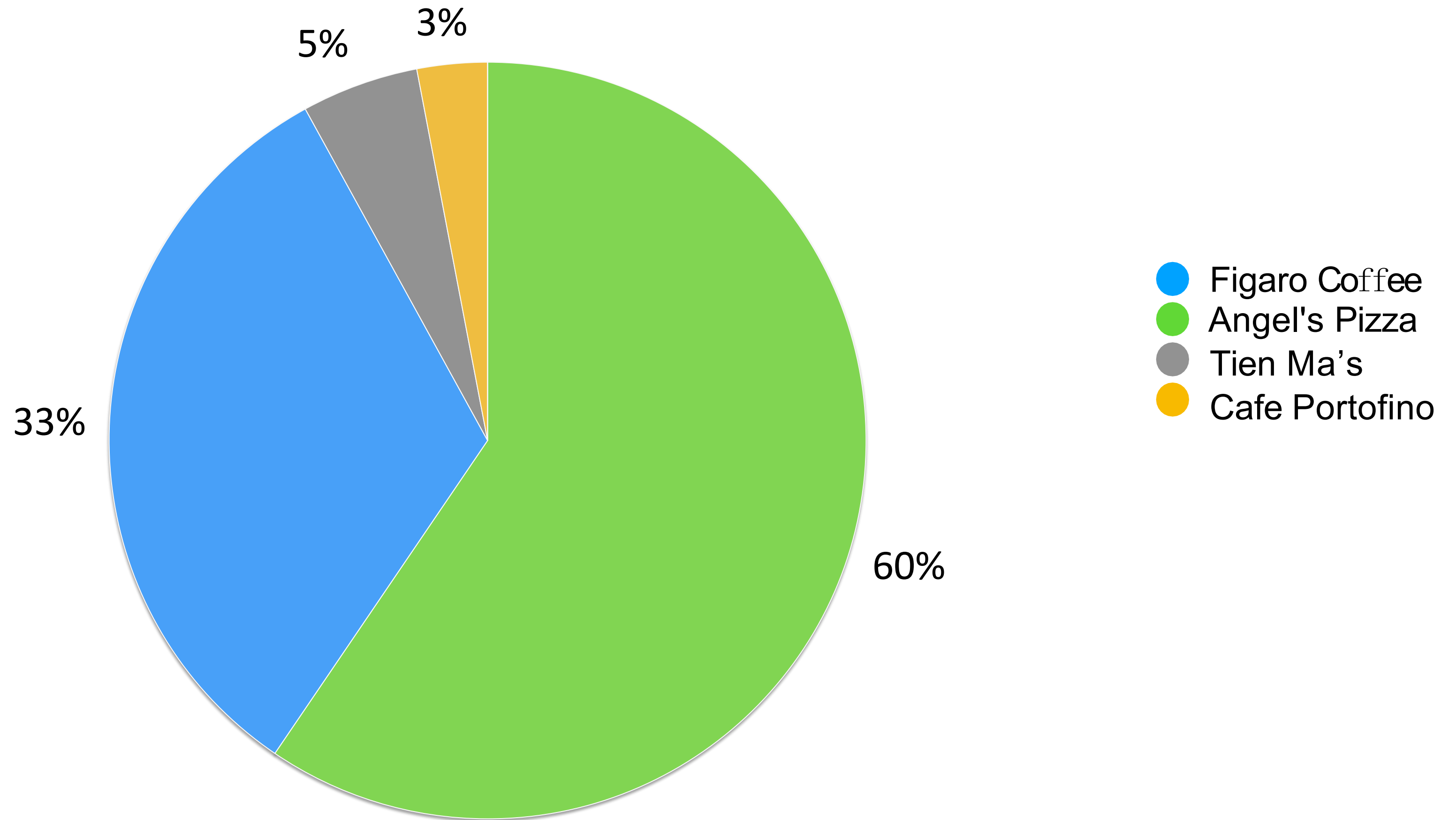
TIEN MA'S (10)



CAFE PORTOFINO (6)



Store Network Distribution Snapshot





NO. OF NCR & LUZON STORES (105)

NATIONAL CAPITAL REGION (NCR)

- 1 Makati
- 2 Marikina
- 3 West Drive Marikina
- 4 Kalayaan
- 5 Sucat
- 6 San Sebastian
- 7 Malate
- 8 Fairview
- 9 Greenhills
- 10 Monumento
- 11 Mandaluyong
- 12 Pasig
- 13 Retiro, QC
- 14 Valenzuela
- 15 Petron - Dasma Makati
- 16 Congressional Ave. QC
- 17 Ortigas Center, Pasig
- 18 BGC
- 19 Fisher Mall, Quezon City
- 20 Malabon City Square
- 21 Ayala Manila Bay
- 22 Glorietta
- 23 Mapua Manila
- 24 Waltermart Sucat
- 25 SM City Sucat
- 26 Shell Doña Soledad, Bicutan
- 27 Muntinlupa
- 28 Moriones, Tondo, Manila
- 29 MCU Caloocan
- 30 Paco Market Mall
- 31 CSB Main
- 32 CSB Atrium
- 33 Las Pinas
- 34 Pateros
- 35 North Caloocan
- 36 Novaliches
- 37 Nova Mall
- 38 Camarin, North Caloocan
- 39 San Beda College
- 40 Ateneo De Manila University

LUZON

- | | |
|---|---|
| <ol style="list-style-type: none"> 1 Imus, Cavite 2 Antipolo, Rizal 3 Angeles City, Pampanga 4 RFC Mall, Bacoor, Cavite 5 General Trias, Cavite 6 Cainta, Rizal 7 San Fernando, Pampanga 8 Lipa, Batangas 9 San Pedro, Laguna 10 Robinsons, Antipolo 11 Dasmariñas 12 Taytay 13 Sta. Maria, Bulacan 14 Acienda Outlet Mall, Silang 15 Tarlac 16 SM Tanza 17 SM Dasmariñas 18 Waltermart Baliwag 19 San Mateo, Rizal 20 Sta. Lucia Mall, Cainta 21 CB Mall, Urdaneta, Pangasinan 22 SM Pampanga 23 SM San Fernando Downtown 24 Silang Village Square 25 SM Clark 26 Lemery, Batangas 27 Midtown Square, Silang, Cavite 28 Capitol Square, Balanga, Bataan 29 San Jose Del Monte, Bulacan 30 WM Carmona, Cavite 31 Baguio Palace Hotel 32 San Fernando, La Union 33 Laoag, Ilocos Norte 34 SLU, Baguio 35 Lucena 36 Tuguegarao 37 San Jose Nueva, Ecija 38 Rosario, Cavite 39 WM Trece Martires 40 Marilao, Bulacan | <ol style="list-style-type: none"> 41 SM San Pedro, Laguna 42 San Miguel, Bulacan 43 Moog 44 Texas Instrument Clark 45 Texas Instrument Baguio 46 SM City Taytay 47 Sta. Cruz, Laguna 48 Legazpi City, Albay 49 Dagupan City, Pangasinan 50 Virac, Catanduanes 51 Tabaco, Albay 52 Naga, Camarines Sur 53 Legazpi Coty, Albay 2 54 Santa Rosa, Laguna 55 Malolos, Bulacan 56 Sorsogon City, Sorsogon 57 Calamba, Laguna 58 Ligao, Albay 59 San Pablo, Laguna 60 Cabanatuan City, Nueva Ecija 61 Batangas City 62 Daet, Camarines, Norte 63 Masbate 64 Daraga, Albay 65 Waltermart San Pascual Batangas |
|---|---|



SOON UPCOMING STORES (4)

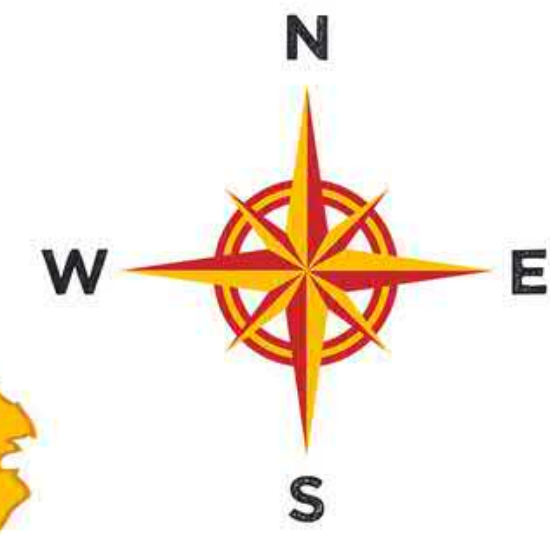
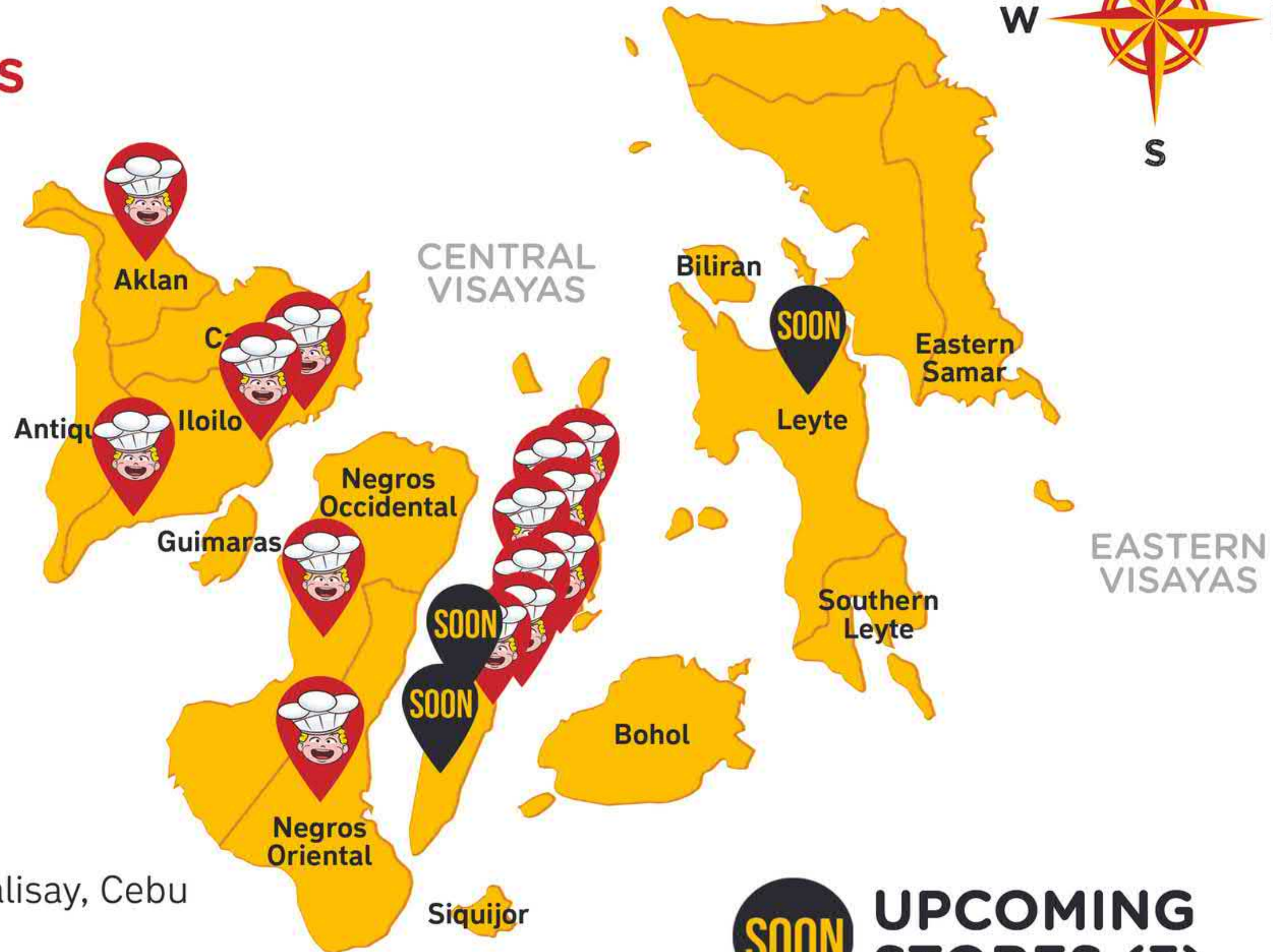
- Calasiao, Pangasinan
- Cabuyao, Laguna
- Dau, Pampanga
- Calapan, Oriental Mindoro





NO. OF VISAYAS STORES (14)

Iloilo City, Iloilo
Tagbak, Iloilo
Bacolod
Kalibo, Aklan
Dumaguete
GT Mall, Iloilo
Mactan, Cebu
Banilad, Cebu City
V. Rama, Cebu City
Basak, Cebu
LG Garden Mactan
Consolacion, Cebu
Gaisano Danao, Cebu
South Town Centre, Talisay, Cebu



UPCOMING STORES (3)

Minglanilla, Cebu
Market Place Ormoc
Ayala Terraces Cebu





NO. OF MINDANAO STORE (1)

Avida, Davao



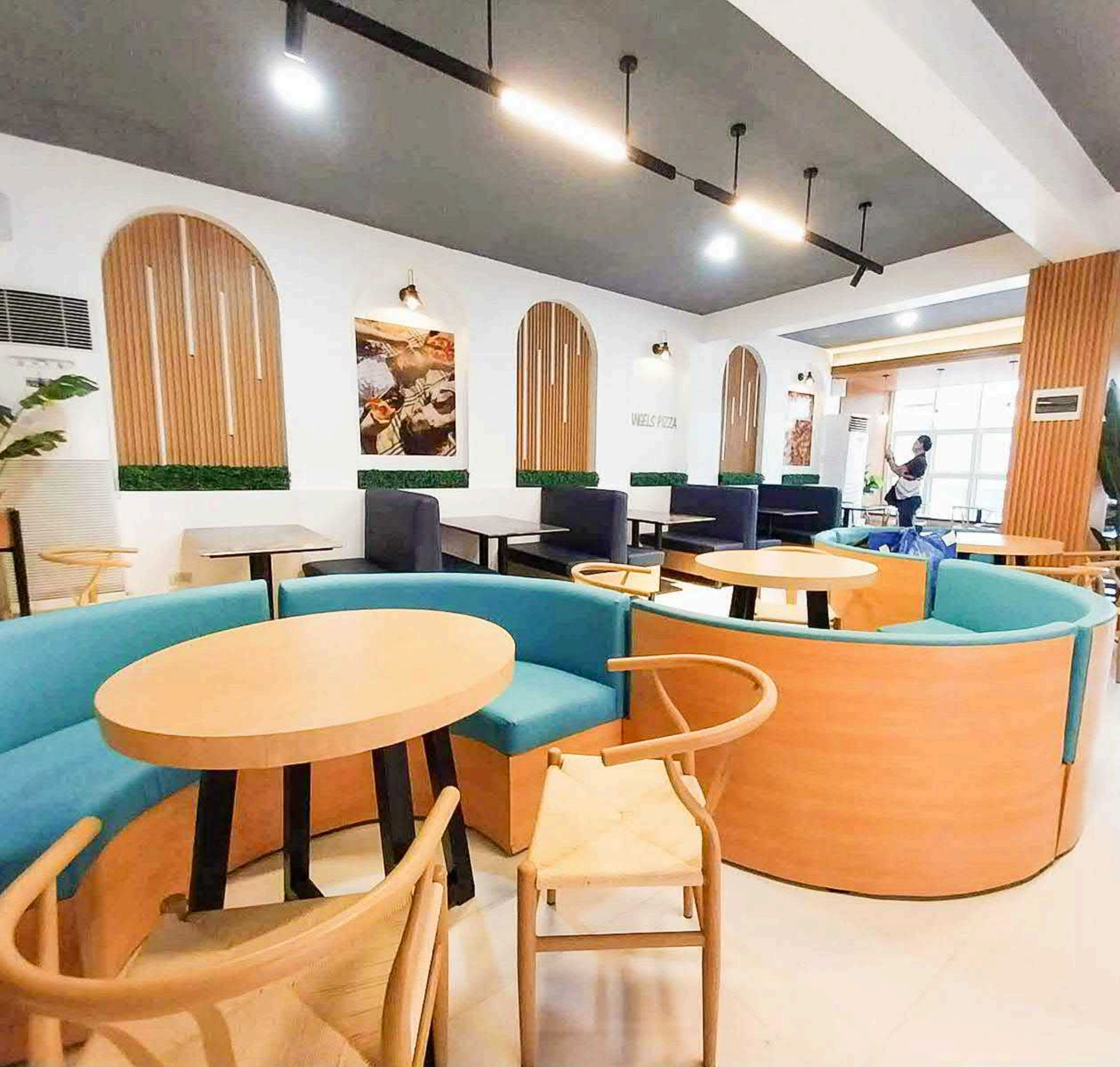
UPCOMING STORE (1)

Tagum, Davao





Angel's Pizza Dumaguete



Angel's Pizza Masbate



Angel's Pizza Nova Mall



Angel's Pizza Daraga, Albay



Angel's Pizza SM Center San Pedro



Angel's Pizza Marilao, Bulacan



Angel's Pizza San Miguel, Bulacan



NO. OF LUZON & NCR STORES (51)

NATIONAL CAPITAL REGION (NCR)

- 1 Shangri-La
- 2 Medical City
- 3 Trinoma
- 4 UST
- 5 PGH
- 6 PNB
- 7 Delos Santos MED
- 8 Citifort
- 9 Bonifacio High Street
- 10 Makati Medical Center
- 11 Waltermart North EDSA
- 12 Waltermart Sucat
- 13 CSB - Main Building
- 14 Assumption, Makati
- 15 DLSU
- 16 World Trade Center, Pasay
- 17 San Beda College
- 18 Heart Center
- 19 Intramuros Manila
- 20 Congress -House of Representatives
- 21 BOI
- 22 Sun Residences, QC

LUZON

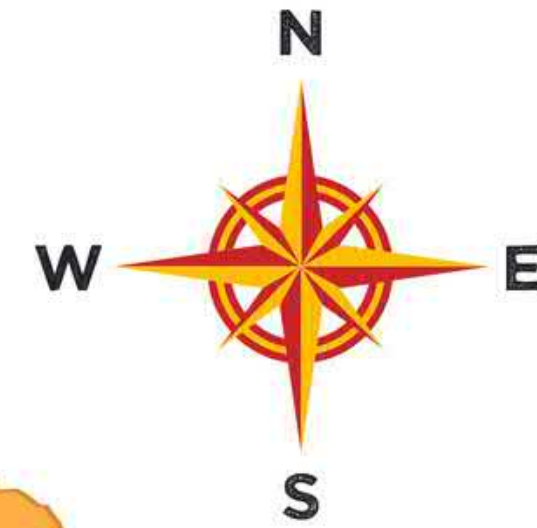
- 1 SM Baguio
- 2 Analog
- 3 Onseicon
- 4 Analog 2
- 5 Maxim
- 6 Toshiba 1
- 7 First Sumiden
- 8 Acienda, Silang Cavite
- 9 Waltermart Baliwag
- 10 SLU Baguio City
- 11 Schneieder Rosario Cavite
- 12 Moog
- 13 Texas Intrument Clark
- 14 Texas Intrument Baguio
- 15 SM Sto. Tomas, Batangas
- 16 Brickroad
- 17 Theater Zone
- 18 Dasmaringas Cavite
- 19 Dagupan
- 20 Meycauayan
- 21 Camaya Coast
- 22 Urdaneta Pangasinan
- 23 SM City Clark
- 24 Legazpi City
- 25 Sta. Maria Bulacan
- 26 Sta. Cruz, Laguna
- 27 Lipa City (Robinsons Place)
- 28 Mangatarem, Pangasinan
- 29 Villaflor Dagupan



SOON **UPCOMING STORES (5)**

Monaco Strip Taytay
 Dau, Pampanga
 San Miguel, Bulacan
 Centro Escolar University
 Lyceum of Batangas



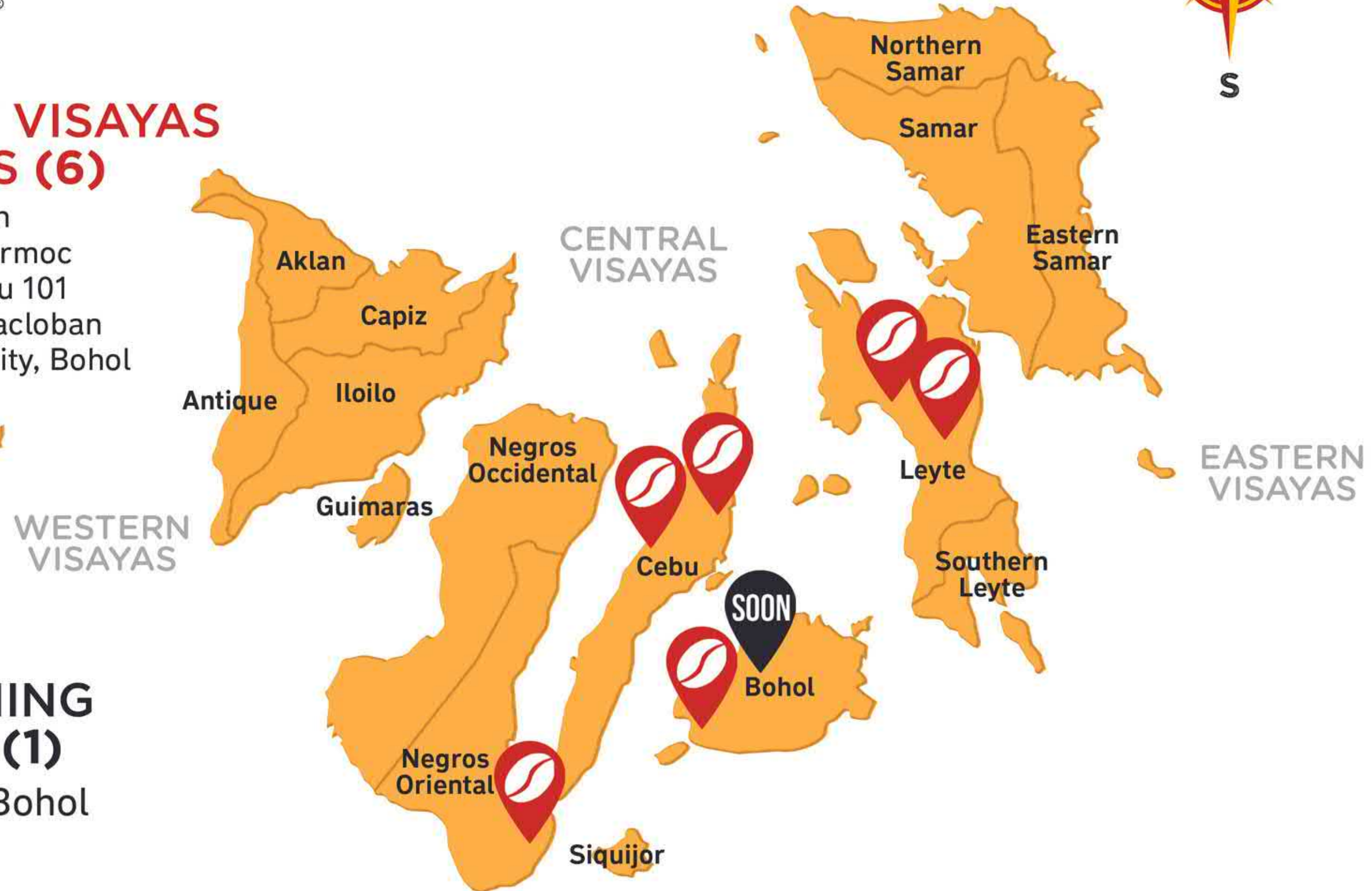


 **NO. OF VISAYAS STORES (6)**

Ayala Lagoon
Robinsons Ormoc
Horizon Cebu 101
Robinsons Tacloban
Tagbilaran City, Bohol
Dumaguete

 **UPCOMING STORE (1)**

Panglao, Bohol

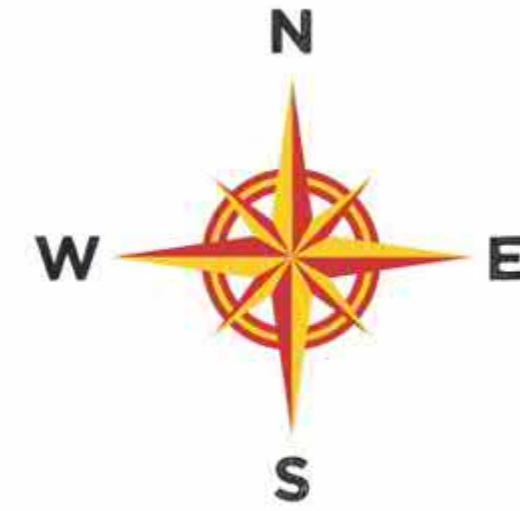




NO. OF MINDANAO STORES (4)

- Chimes Davao
- CDO Roasario
- CDO Gateway
- Zamboanga City





 **NO. OF MIDDLE EAST STORES (3)**

Saudi Arabia

- 1. King Abdullaziz International Airport
- 2. Jazan University

Qatar

- 3. Ghanem Business Center, Doha, Qatar

 **UPCOMING STORE/S (0)**





Figaro Coffee Dumaguete



Figaro Coffee Zamboanga



Figaro Coffee Hacienda Silang



Figaro Coffee SM City Sto. Tomas Batangas



Figaro Coffee World Trade Center



Figaro Coffee Villaflor Dagupan



EXISTING STORES (10)

NATIONAL CAPITAL REGION (NCR)

- Retiro
- Makati
- Waltermart North EDSA
- Muntinlupa
- Moriones
- Puregold South Park





Tien Ma's Puregold Southpark Parañaque



Tien Ma's Puregold Antipolo



Tien Ma's Moriones, Tondo



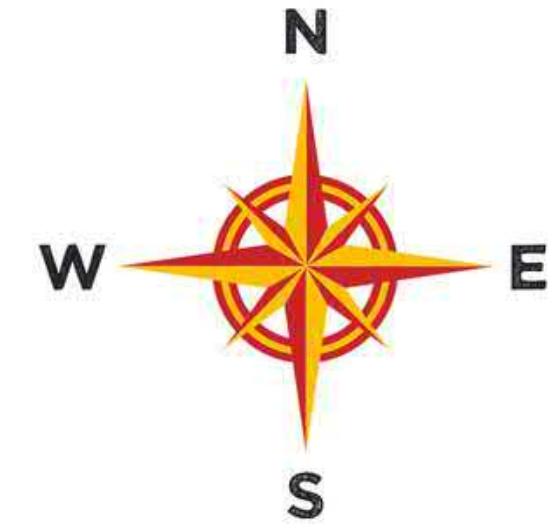
Tien Ma's SM Center San Pedro



 EXISTING STORES (6)

NATIONAL CAPITAL REGION (NCR)

- Charmview Building, Makati
- Shell - Katipunan
- Shell - C. Raymundo, Pasig
- Shell - Valenzuela





Café Portofino Charmview Building, Makati



Café Portofino Shell Katipunan

Opening Stores 2023

Remaining sites to be opened this year:

ANGEL'S PIZZA (9)

- Calasiao, Pangasinan
- Dau, Pampanga
- Cabuyao, Laguna
- Minglanilla, Cebu
- Ayala Terraces, Cebu
- Market Place Ormoc, Leyte
- Tagum, Davao
- Calapan, Mindoro

FIGARO COFFEE (6)

- Monaco Strip, Taytay, Rizal
- Dau, Pampanga
- Centro Escolar University
- Batangas University
- Lyceum of Batangas
- Panglao, Bohol

KOOBIDEH KEBABS (1)

- Makati Avenue



Thank You