

PSE STAR: Investor Day

3Q2023 COMPANY PRESENTATION

NOVEMBER 16, 2023

www.balainifruitas.com





CORPORATE PROFILE



KEY STRATEGIES



FINANCIAL HIGHLIGHTS

06



CORPORATE PROFILE

Corporate History



2005



Incorporation of
Buko ni Fruitas Inc.

2012



Birth of Fruitas House
of Desserts, with its
first store at
Robinsons Magnolia

2017



Buko ni Fruitas Inc.
becomes 100%
subsidiary of Fruitas
Holdings, Inc.

2021



Acquisition of Balai
Pandesal Assets

2022



Initial Public Offering
(IPO) of Balai ni Fruitas
Inc.

THE BRANDS

BALAI PANDESAL

Balai Pandesal serves freshly-baked goods such as Pandesal, Ensaymada, Buko Pie, and more.

BUKO NI FRUITAS

Buko ni Frutas serves fresh coconut-based desserts such as Buko Pandan shake, Buko con Yelo dessert, and more.

HOUSE OF DESSERTS

Fruitas House of Desserts serves healthy desserts, fresh fruit shakes and juices, boba shakes, and milk tea, and more.

*Note: No of Stores as of October 31, 2023



52



31



36



KEY STRATEGIES

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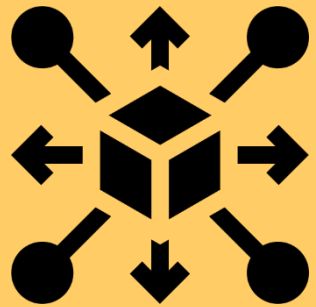
Pursue Aggressive Network Expansion



Increase Same Store and E-Commerce Sales Growth



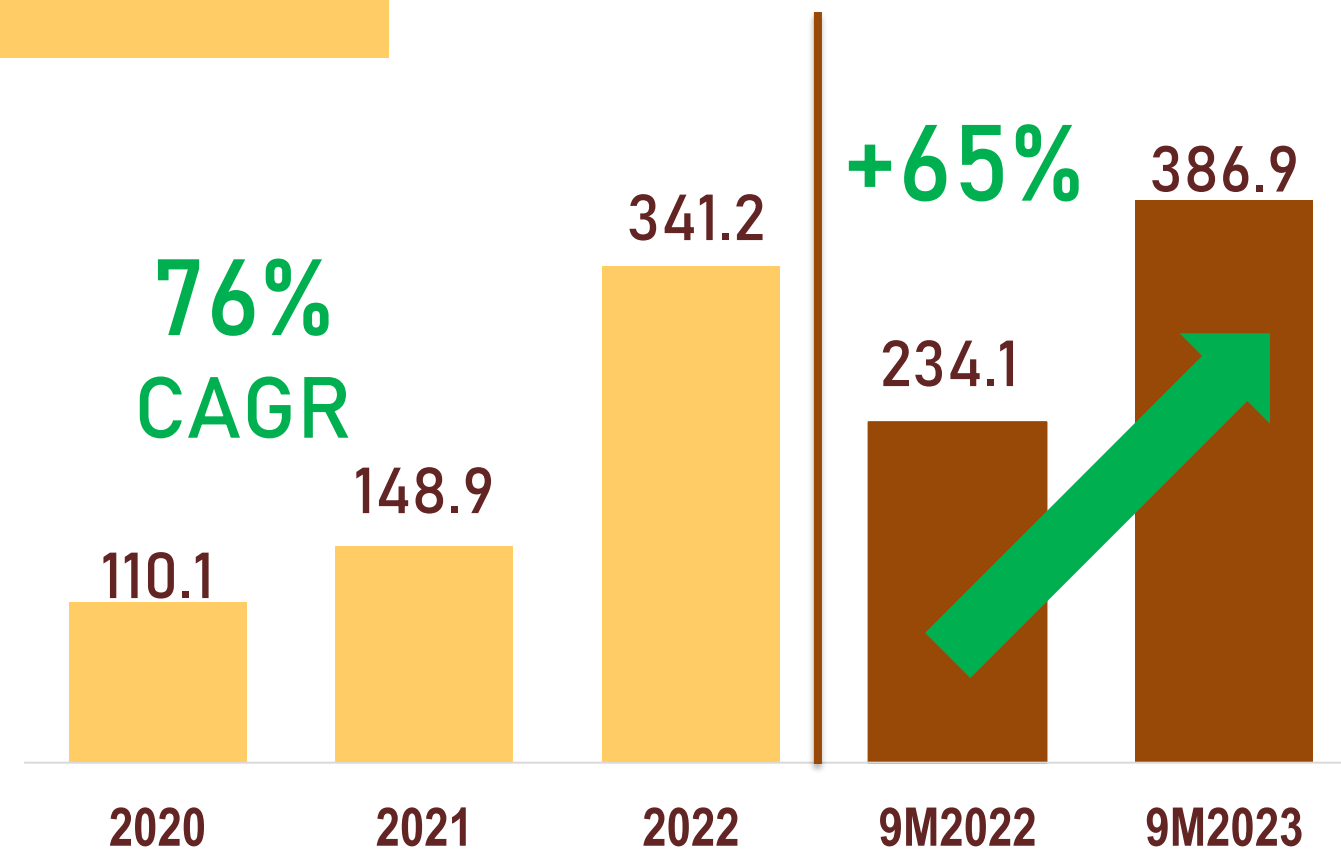
Innovate and Introduce New Products



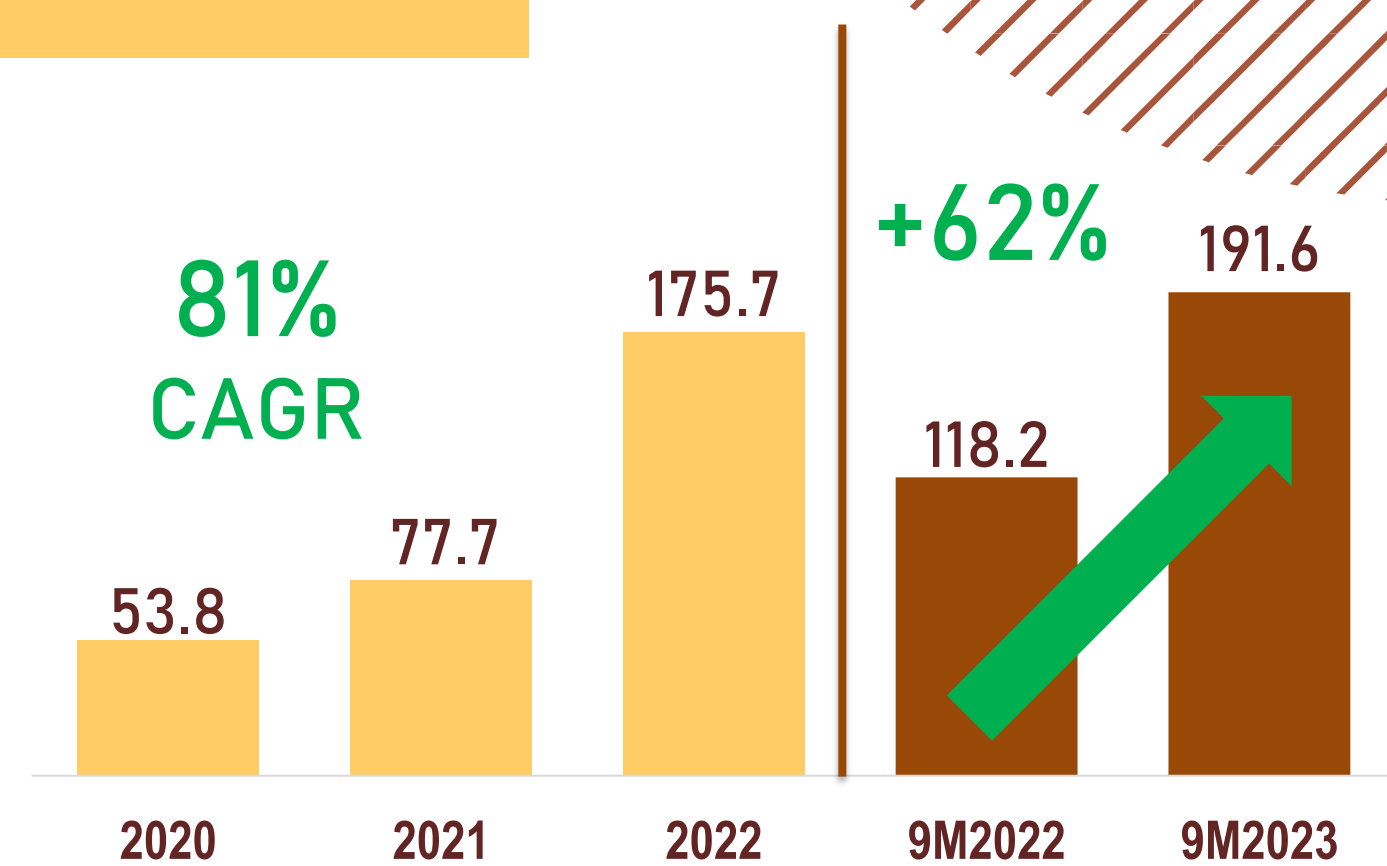
Diversify Distribution Channels

FINANCIAL HIGHLIGHTS

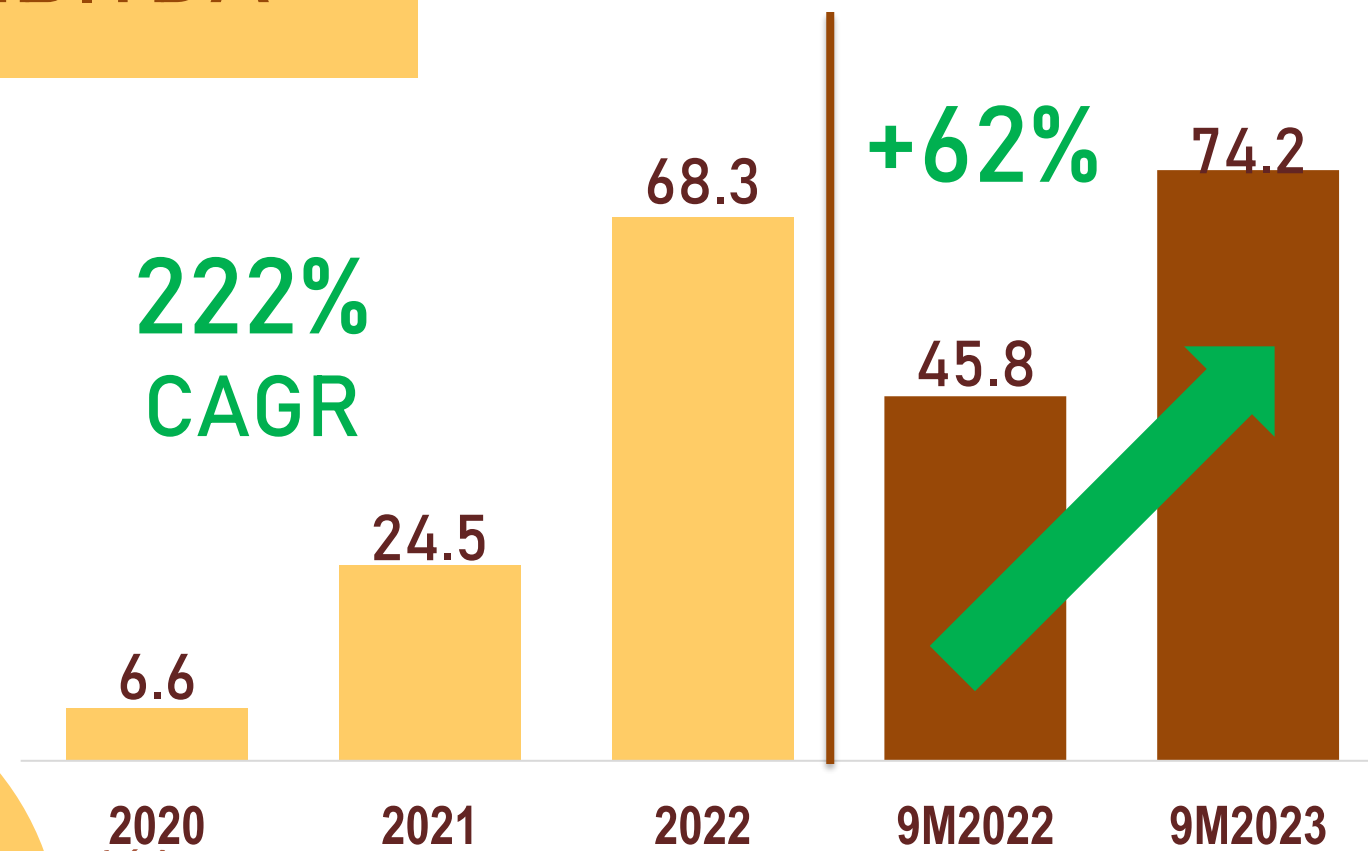
Revenue



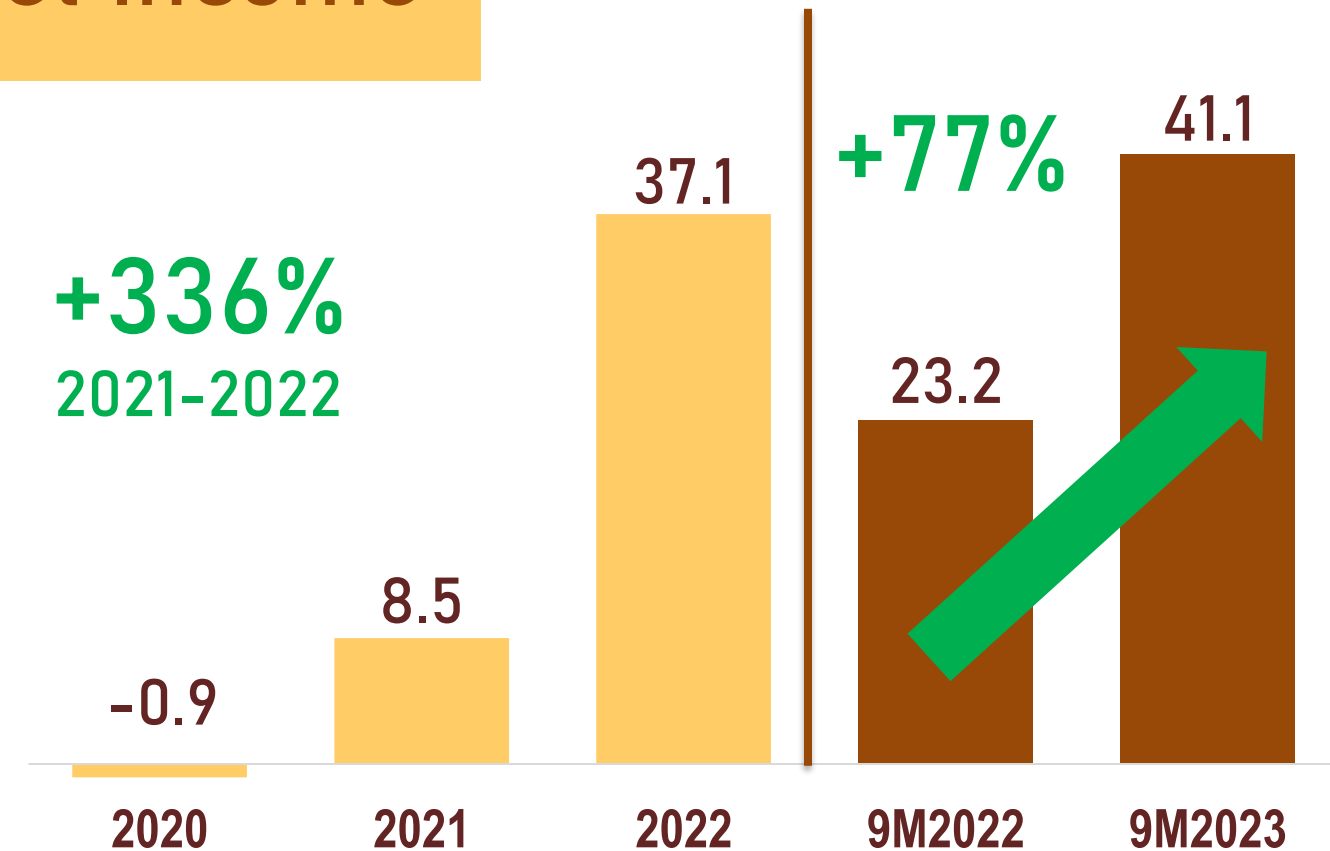
Gross Profit



EBITDA



Net Income



Figures in Php Millions

Key Performance Indicators

	2020	2021	2022	9M2023
Gross Profit Margin	49%	52%	52%	50%
Net Income Margin	-0.8%	6%	11%	11%
EBITDA Margin	6%	17%	20%	19%
Return on Average Assets	-0.5%	4%	11%	10%
Return on Average Equity	-0.6%	5%	13%	10%
Current Ratio	28.1	6.8	13.1	6.5
Debt-to-Equity Ratio	11%	22%	10%	16%

FINANCIAL CONDITION

	As of September 2023	As of December 2022	% Change YoY
Cash	313.8	255.2	23.0%
Other Current Assets	116.4	105.6	10.2%
Property, Plant & Equipment	62.7	57.3	9.4%
Other Non-Current Assets	22.0	32.5	(32.3%)
TOTAL ASSETS	514.8	450.6	14.3%
Current Liabilities	66.3	27.5	141.1%
Non-Current Liabilities	6.1	14.5	(57.5%)
TOTAL LIABILITIES	72.5	42.0	72.4%
SHAREHOLDERS' EQUITY	442.4	408.5	8.3%

Figures in Php Millions

Q & A



BALAI
NI FRUITAS INC.

THANK YOU

BALAI NI FRUITAS INC.

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