



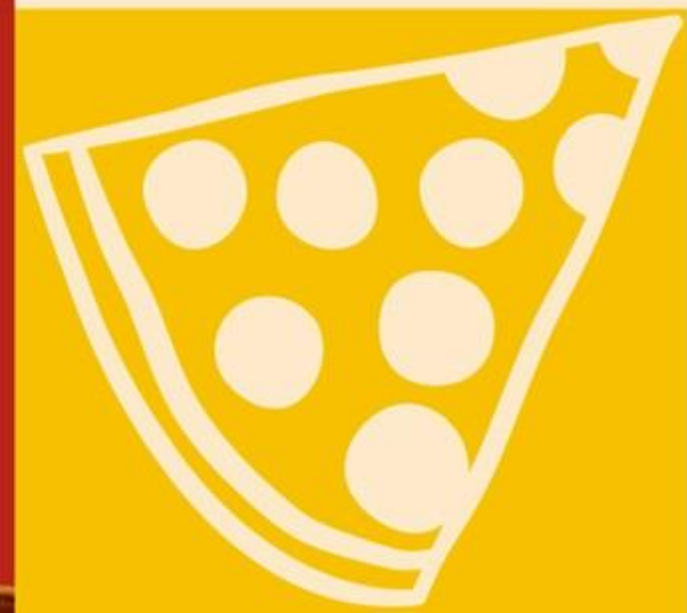
BOUNCING BACK & BEYOND



SHAKEY'S PIZZA ASIA VENTURES, INC.
PRESIDENT'S REPORT

VICENTE L. GREGORIO
President & CEO

**ANNUAL STOCKHOLDERS'
MEETING**
20 June 2022



BABALA: DELTA COVID-19 VARIANT SAMPUNG BESES NA MAS NAKAKAHAWA KAYA BAWAL:

- MAGTANGGAL NG FACE MASKS AT FACE SHIELDS
- ANG BISITA SA OSPITAL
- ANG LABAS/PASOK SA LAHAT NG DELIVERIES
- LUMABAS ANG EMPLEYADO SA ORAS NG TRABAHO
- ANG PAPALIT-PALIT NG BANTAY NG PASYENTE
- MAGKUMPULAN (SOCIAL DISTANCING SHOULD BE STRICTLY FOLLOWED)
- KUMAIN NG SABAY-SABAY
- UMAMBAY SA LOBBY AT LOOB NG BAWAT
- UPISINA AT SA LAHAT NG PARTE NG OSPITAL



**NEW VARIANTS
HIGH CASE COUNTS**

VARYING DEGREES OF LOCKDOWNS





LIMITED MOBILITY

VACCINE ARRIVALS





BOOSTER PROGRAMS





GREATER MOBILITY





“I am proud to say that our team pulled through, that Shakey’s is back, and that 2021 had indeed become our turnaround year.”

5 KEY PILLARS



**Health
& Safety**



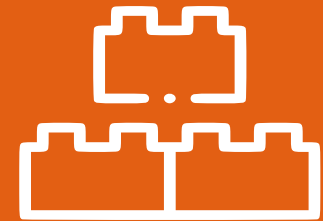
**Structural
Changes**



**Value
Creation**



**Strategic
Pivots**



**Portfolio of
Wow! Brands**

5 KEY PILLARS



**Health
& Safety**



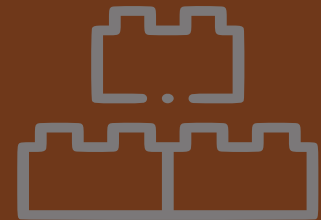
**Structural
Changes**



**Value
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**Strategic
Pivots**



**Portfolio of
Wow! Brands**

Health and Safety Remain Our Top Priority



100%

Fully vaccinated store employees
VACCINATION PROGRAM

90%

Store personnel residing
within 30 minutes
from their place of work
PROJECT NERDY

5 KEY PILLARS



**Health
& Safety**



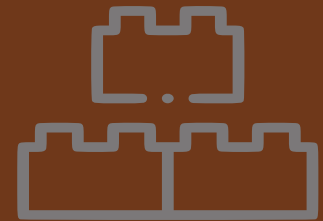
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**Strategic
Pivots**



**Portfolio of
Wow! Brands**

5 KEY PILLARS



**Health
& Safety**



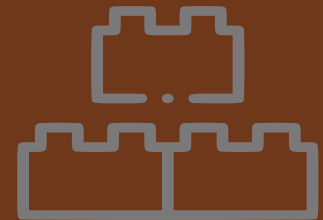
**Structural
Changes**



**Value
Creation**



**Strategic
Pivots**



**Portfolio of
Wow! Brands**

Rolling Out Value-For-Money Offerings



PERI-PERI CHARCOAL CHICKEN & SAUCE BAR

Ultimate PERI-PERI GRUPO

P999 SAVE P1,254 **56% OFF**

FREE supercard

FREE! MOZZARELLA STICKS FOR SUPERCARD HOLDERS

Shakey's PIZZA PARLOR

CHRISTMAS BER BUNDLE

BIG MEAL. SUPER SAVINGS!

ONLY P999
ORIGINAL PRICE ~~P1,799~~
SAVE P800

Supercard holders get 25% OFF on additional orders.

Tea-rrific DUO

R&B

For Only P149 Each Duo **SAVE P87**

R&B TEA
One of the leading MILK Tea Brands in Singapore

Launching Exciting Innovations and More Plant-Based Offerings





OLD?

20% Discount

5 KEY PILLARS



**Health
& Safety**



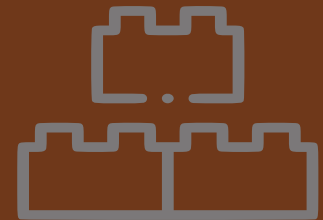
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**Value
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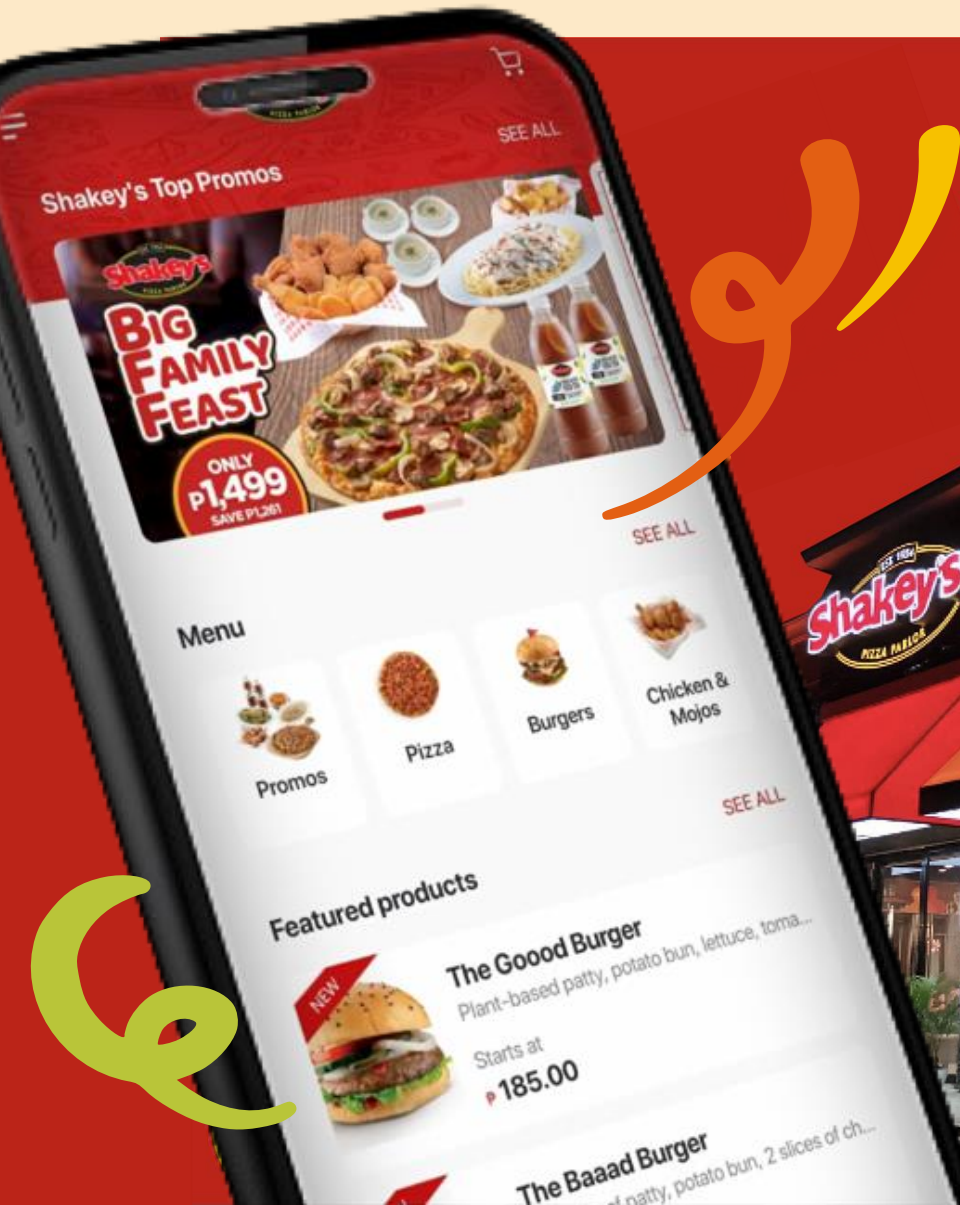


**Strategic
Pivots**

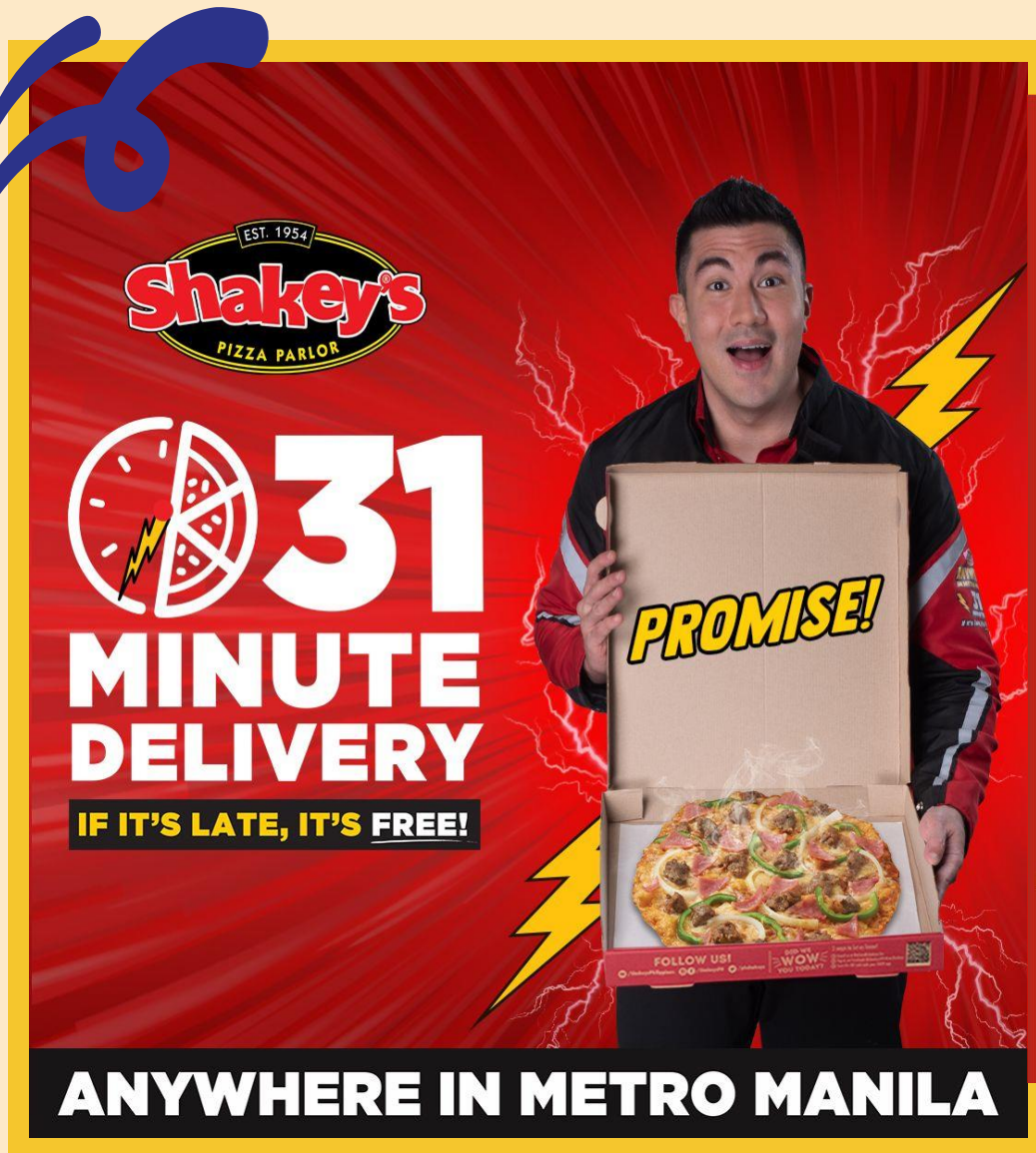


**Portfolio of
Wow! Brands**

Launching Our New Shakey's Superapp



Rolling Out Our Game-Changing 31-Minute Delivery Guarantee in Metro Manila



Shakey's
EST. 1954
PIZZA PARLOR

31
MINUTE
DELIVERY

IF IT'S LATE, IT'S FREE!

ANYWHERE IN METRO MANILA



ANYWHERE
IN METRO MANILA

31
MINUTES

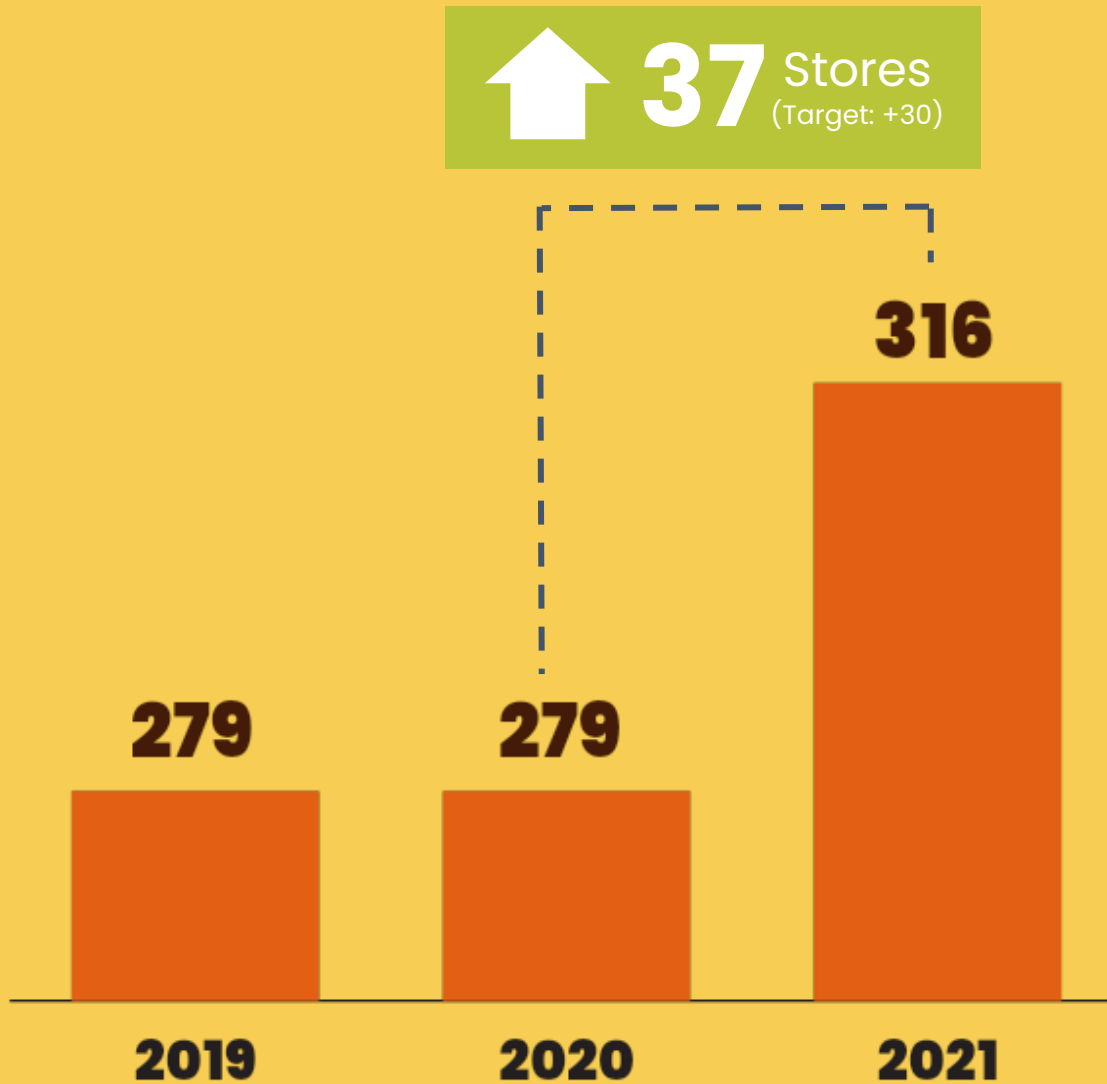
If it's late, it's FREE!

super app GET IT ON Google Play Download on the App Store www.shakeyspizza.ph

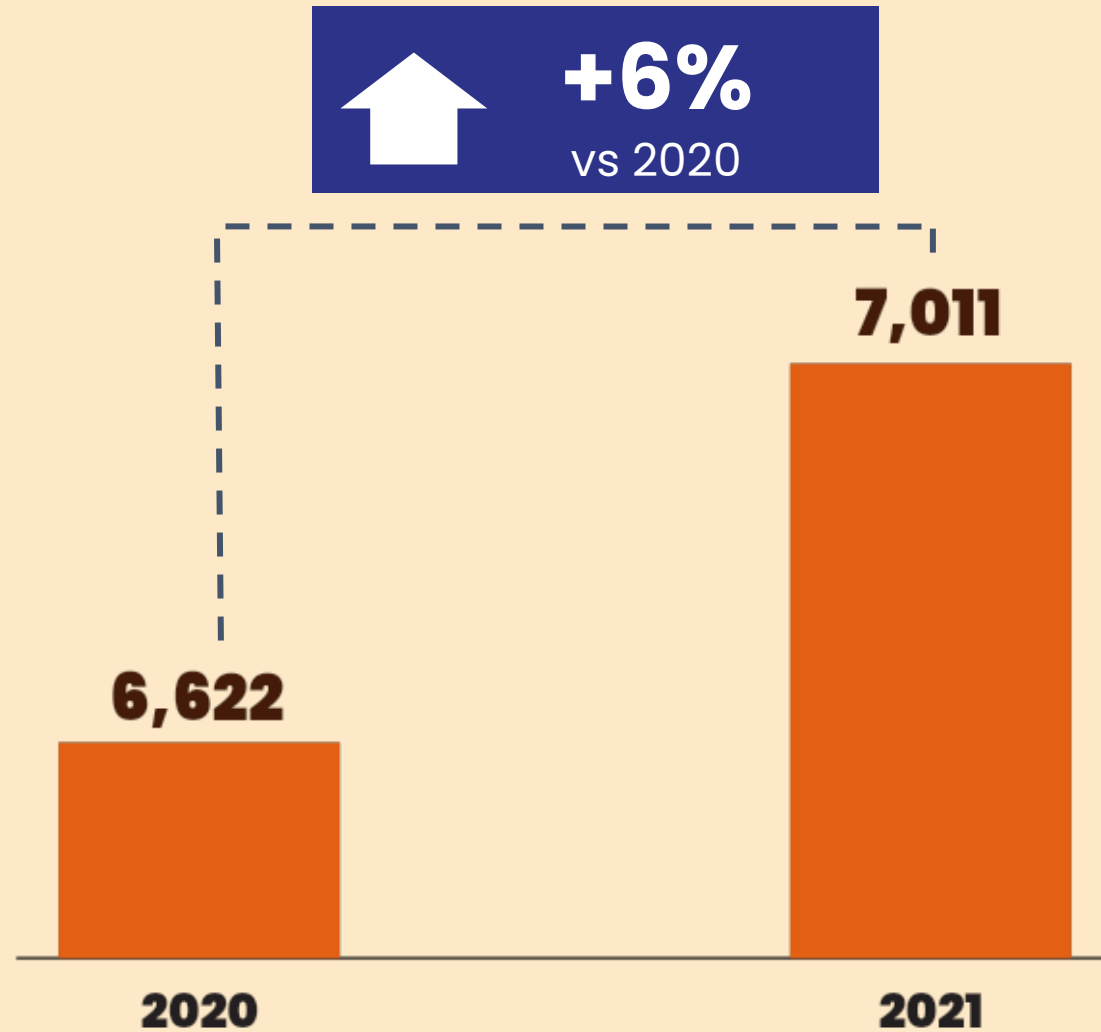
DELIVERY HOTLINE
7777-7777 / #77-777

NATIONWIDE TOLL-FREE CALLS FOR GLOBE AND TM SUBSCRIBERS ONLY

Reigniting Our Store Expansion Program

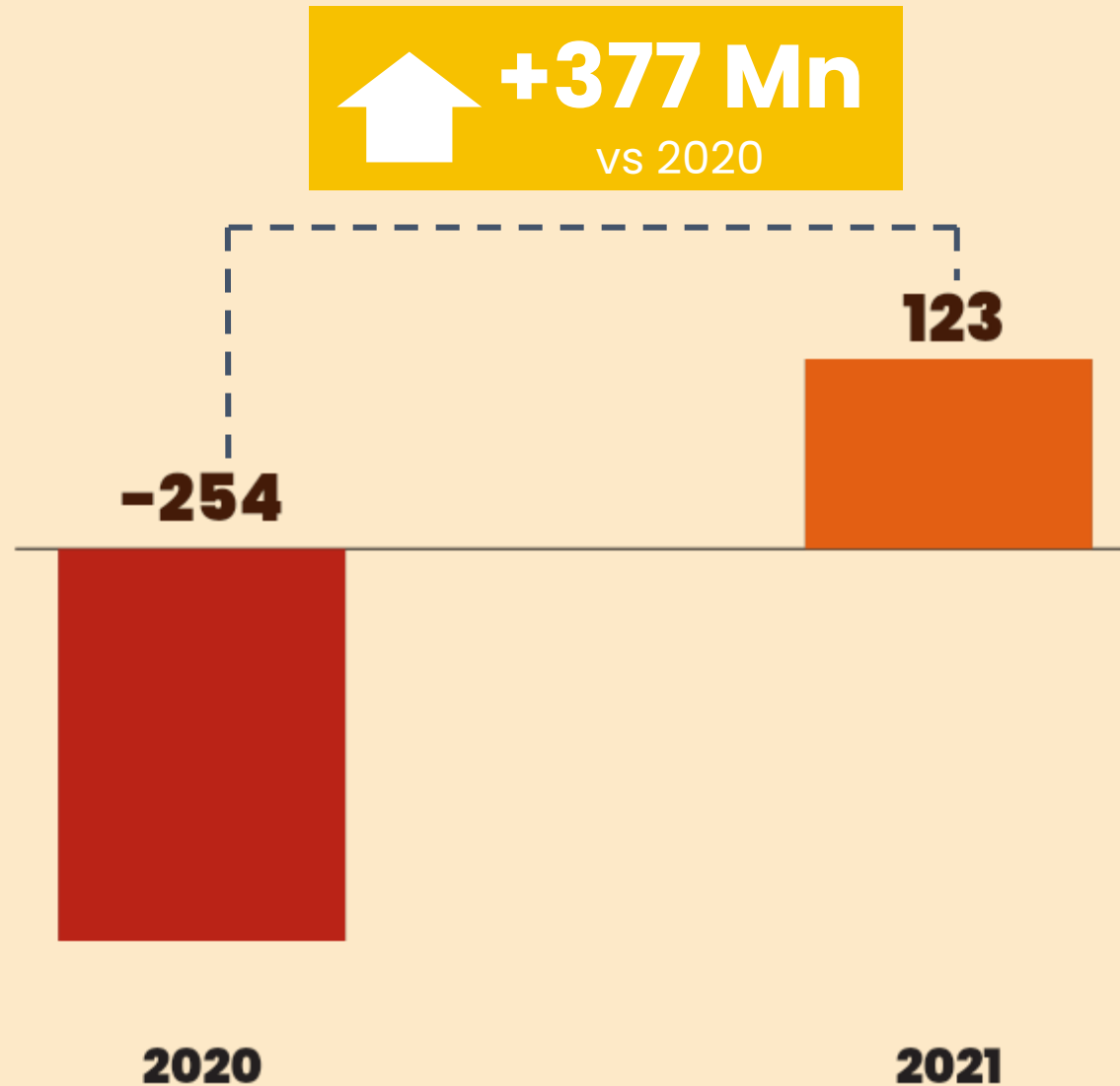


Growing Our Systemwide Sales to 7 Billion



**Amounts in PHP Mn*

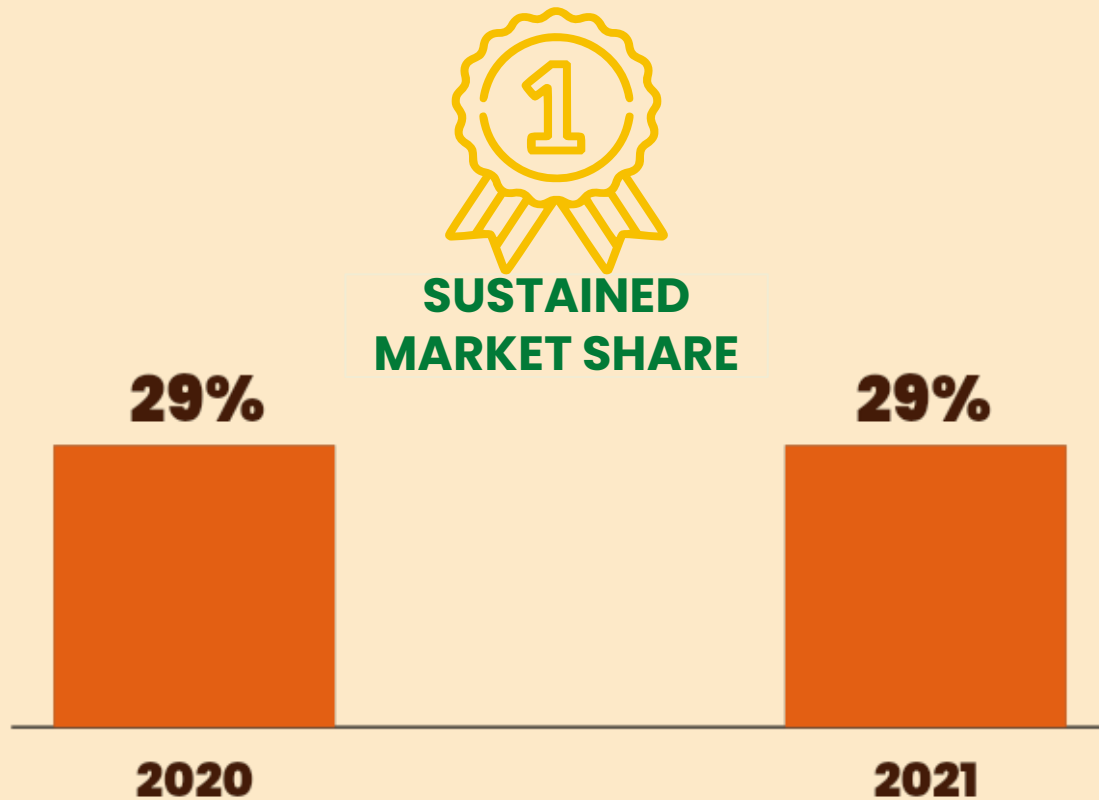
Swinging Back to Profitability with a Net Income of 123 Million



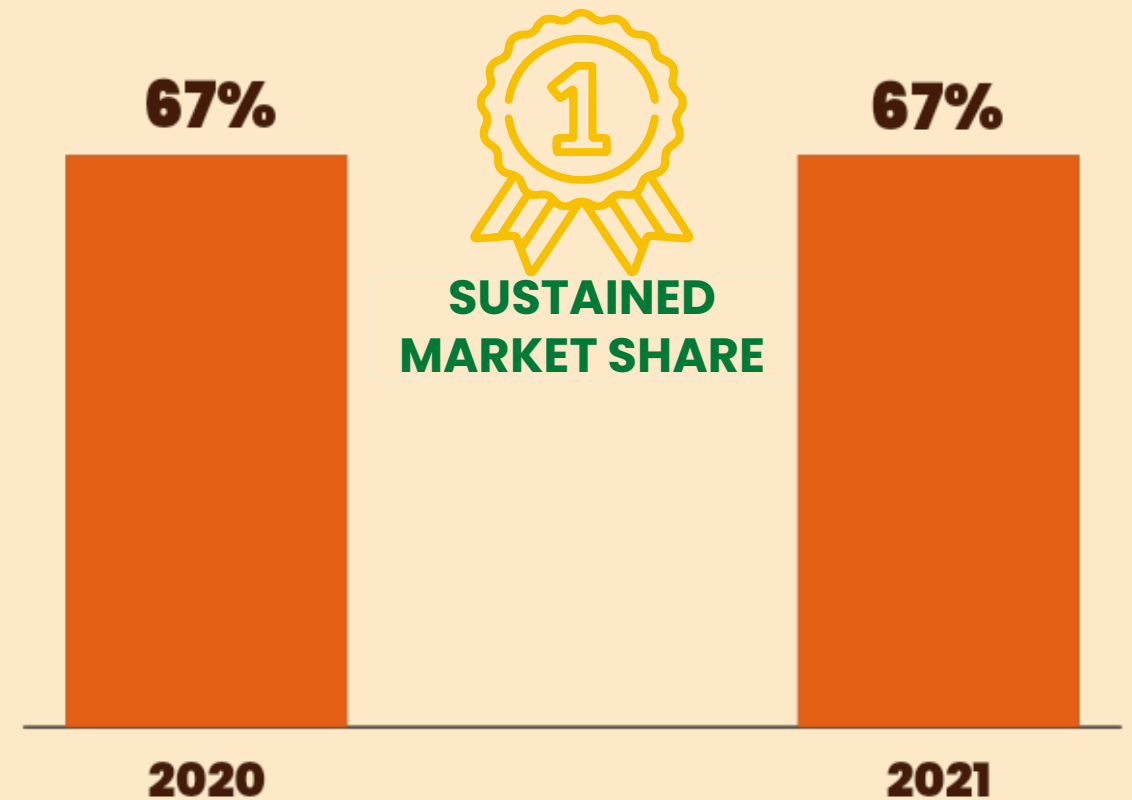
Upholding Our Market Leadership



#1 in Full Service Chains



#1 in Full Service Pizza Chains



5 KEY PILLARS



**Health
& Safety**



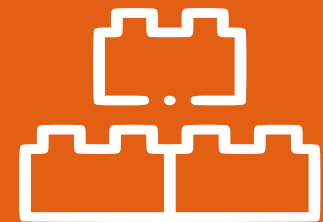
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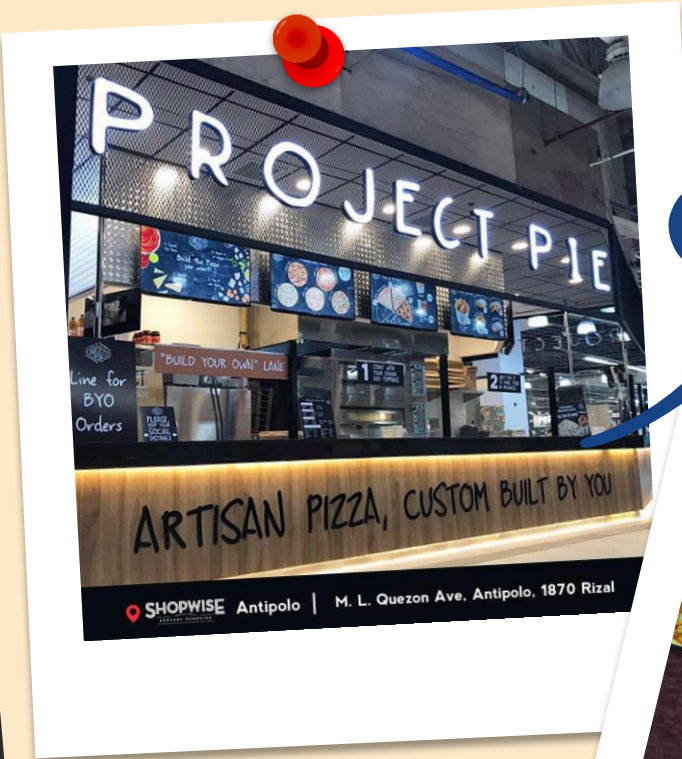
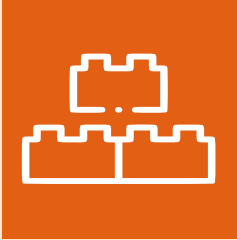
**Strategic
Pivots**



**Portfolio of
Wow! Brands**



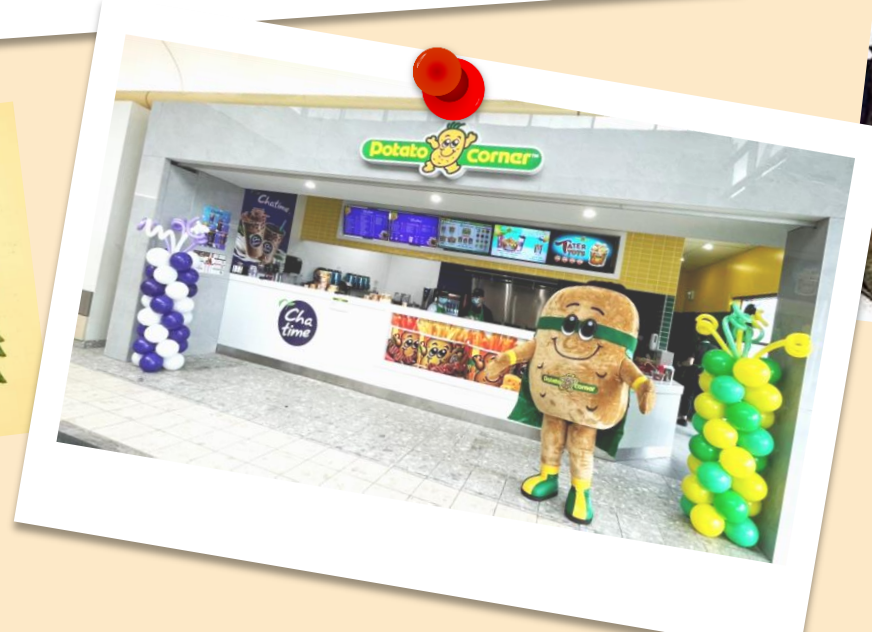
Relaunching Artisanal Pizza Concept Project Pie



Acquiring Kiosk Snack Brand Leader Potato Corner



ORIGINAL
FLAVORED
FRIES
SINCE 1992



Acquiring Kiosk Snack Brand Leader Potato Corner



ICONIC BRAND
with strong equity
among both consumers and
franchisees



SCALABLE BUSINESS MODEL
asset-light, with attractive unit
economics supported by
industry-leading margins



VAST GLOBAL FOOTPRINT
with an opportunity
to deepen its presence
In key markets

Ready for a Strong Reopening Play and Beyond

CORE LEGACY BRAND

Stable cash generation
Market Leader Position



RAPID EXPANSION

Strong Challenger
in Roast Chicken Space



EMERGING BRANDS

Exciting concepts
to future-proof growth



NEW GROWTH PILLAR

Unlocking global opportunities
Leader in Flavored Fries & Kiosks



Surviving in a Post-Pandemic World



STRENGTHEN
Competitive
Advantages



EMPOWER AND EQUIP
People with the
Right Skills

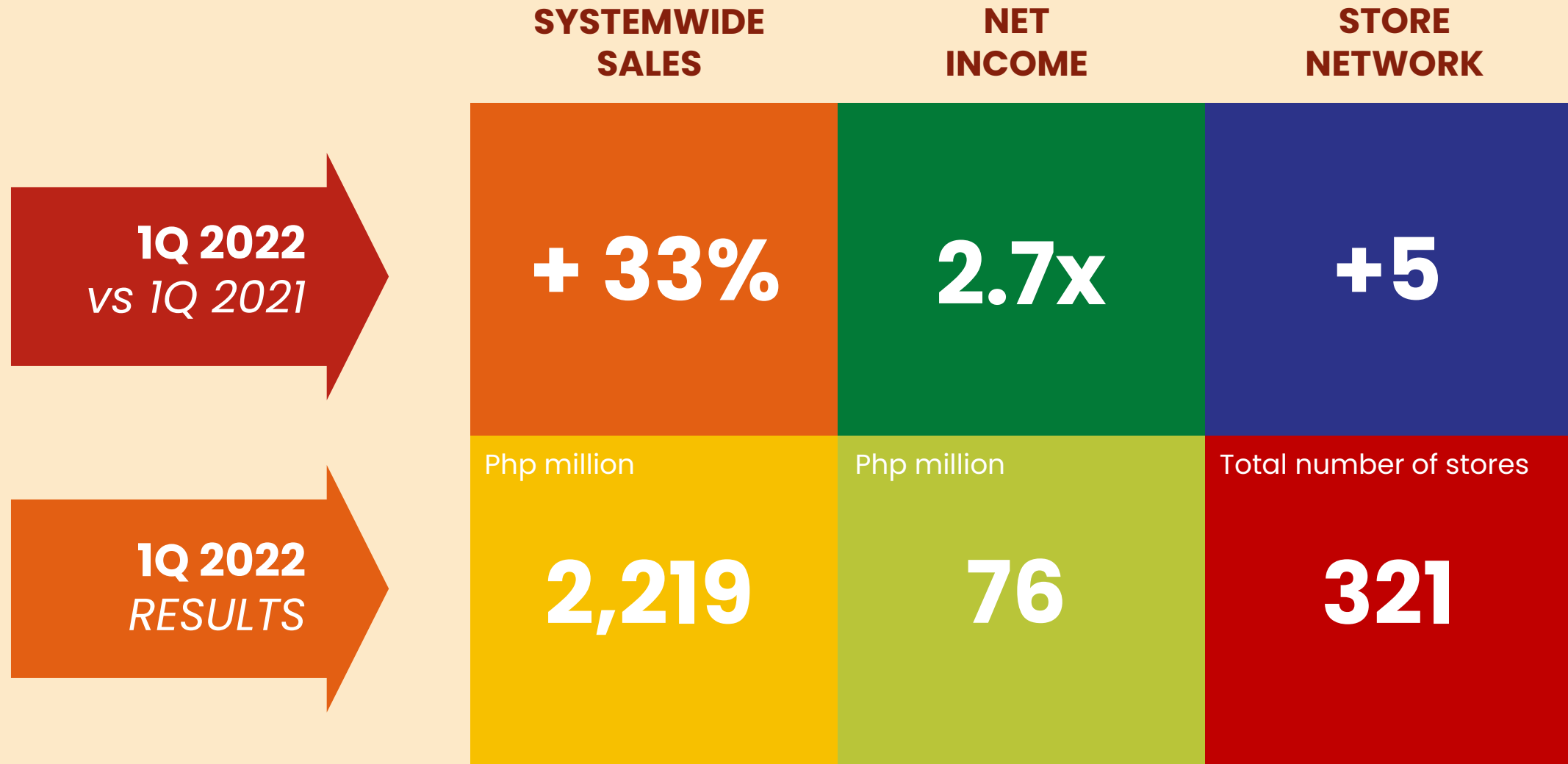


EXECUTE
Strategies with
Excellence and Rigor



ETCH IN STONE
the Discipline Learned
During the Pandemic

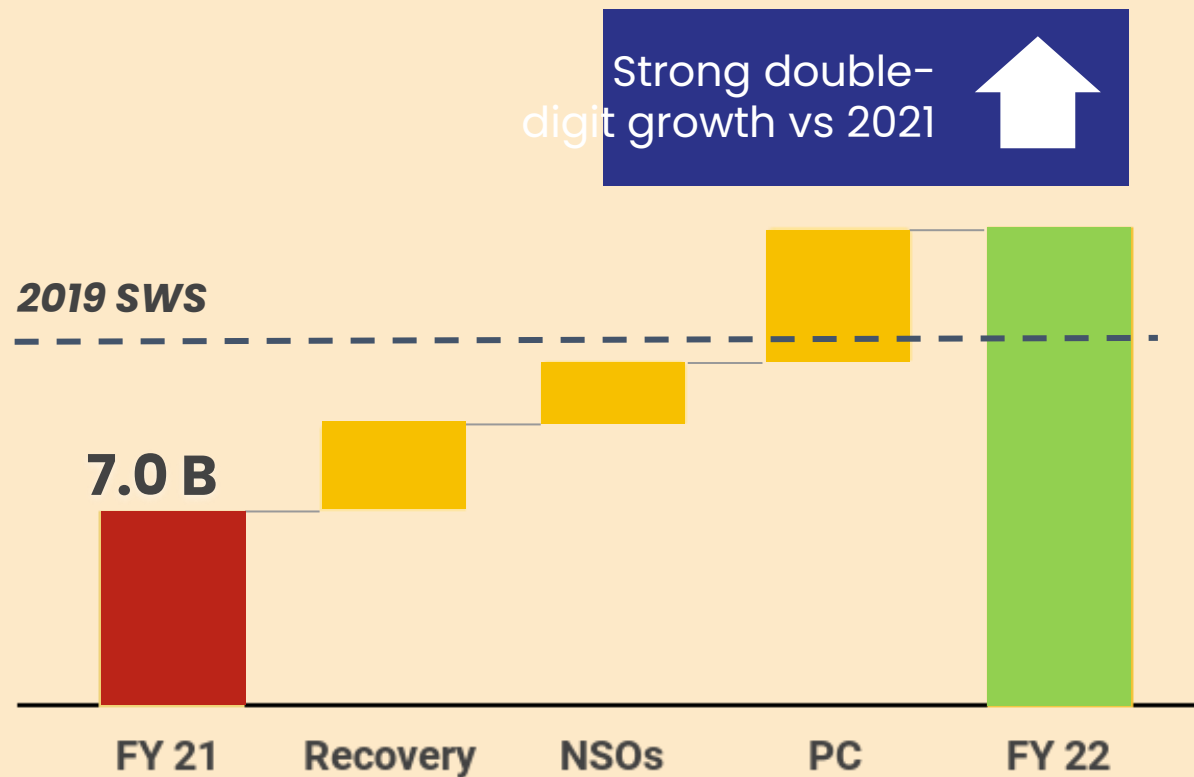
Early 2022 Results Show We Are on Track



**Store network excludes Potato Corner*

Barring Any New Variants or Major External Forces...

Exceed Pre-Pandemic Topline



Expand Rapidly

+42

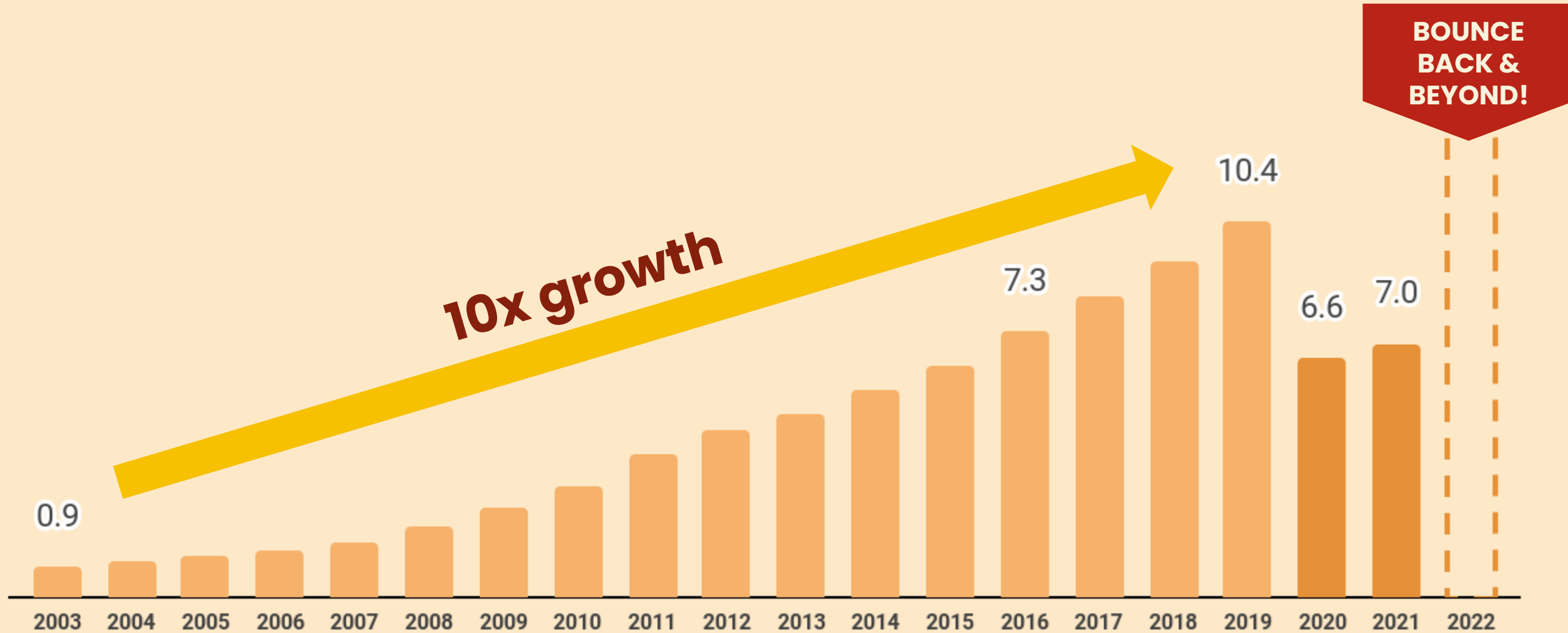
Existing Brands
Stores

+150

Potato Corner
Outlets

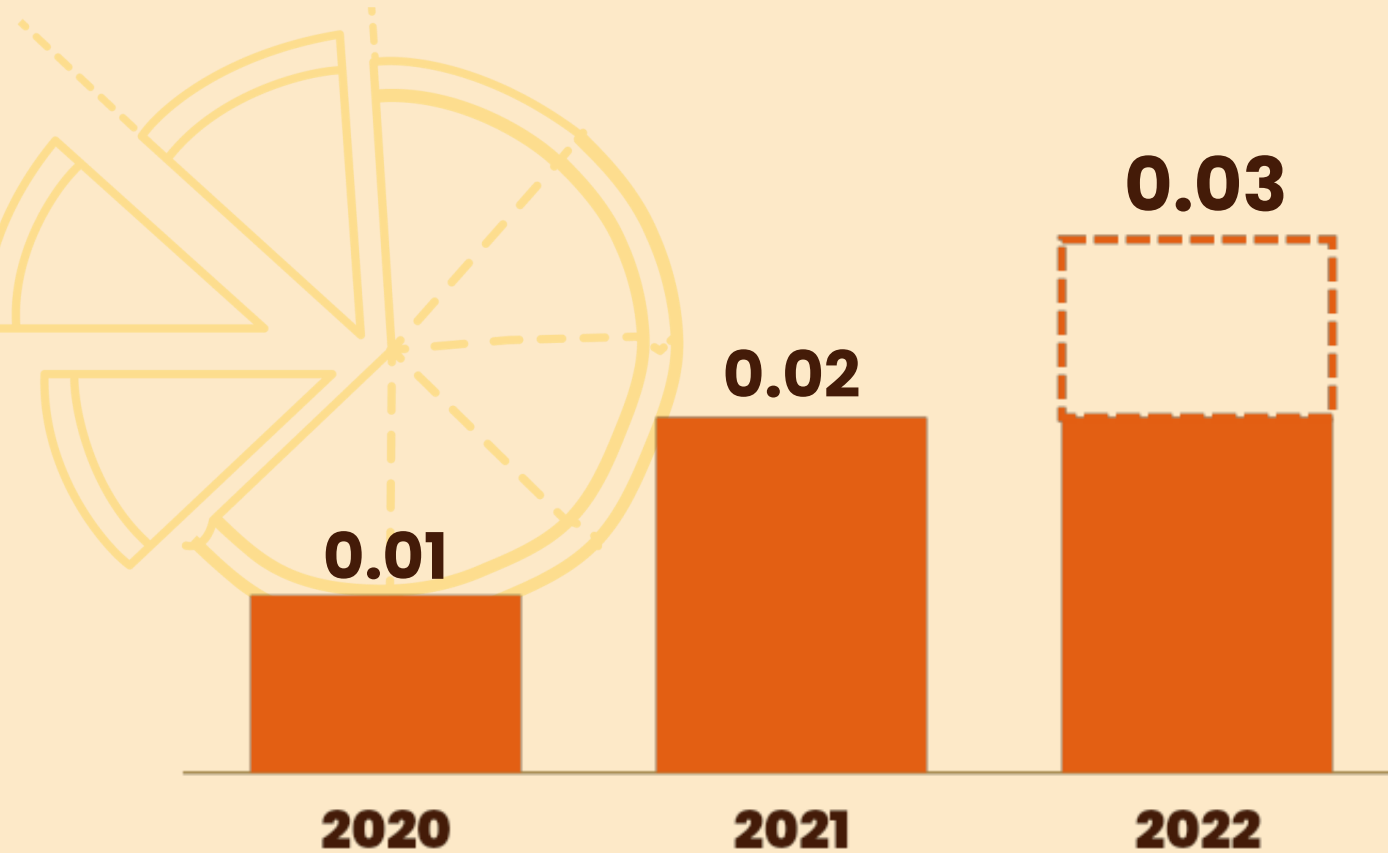


...We are Kickstarting a New Era of Double-Digit Growth



*Systemwide Sales (SWS) in Philippine Pesos

2022 Dividends for Shareholders



**Recommendation of
Php 0.03 per Share**



Our Employees

Braving through the pandemic to serve and to WoW



Our Franchisees and Suppliers

Valuable partners working together, growing together



Our Board of Directors

Steering our WoW Brands towards greater heights



CHAIRMAN

Christopher T. Po

VICE CHAIRMAN

Ricardo Gabriel T. Po Jr.
Teodoro Alexander T. Po

TREASURER

Leonardo Arthur T. Po

DIRECTORS

Lance Y. Gokongwei
Vicente L. Gregorio

LEAD INDEPENDENT DIRECTOR

Fernan Victor P. Lukban

INDEPENDENT DIRECTORS

Paulo L. Campos, III
Frances J. Yu

Our Guests

Creating great memories through Shakey's



THANK YOU!

