

President's Report
24 June 2022



V I T A R I C H
C O R P O R A T I O N

REACHING NEW HEIGHTS

Who we are

Recognized with international standards
for sanitation, food safety, and quality

ISO 22000:2018
Food Safety Management Systems

Hazard Analysis and Critical Control Points

71 years

Operating history

1,100+

Feeds distribution network

822

Employees

140

Foods broiler farms nationwide



Feeds

Feed milling

Farms

Breeding

Foods

Contract growing

Processing

Branding, marketing,
and further processing

What we do

300,200

Feeds production capacity

76%

Feeds plant utilization rate

79,000

Foods production capacity

75%

Foods plant utilization rate



LAWSON



MARKETS

Our select existing hotel, restaurant, and institutional (HRI) customers

Where we want to be

Become an OEM for many
hospitality and food companies
and ultimately, a key pillar of the
country's food ecosystem

30%

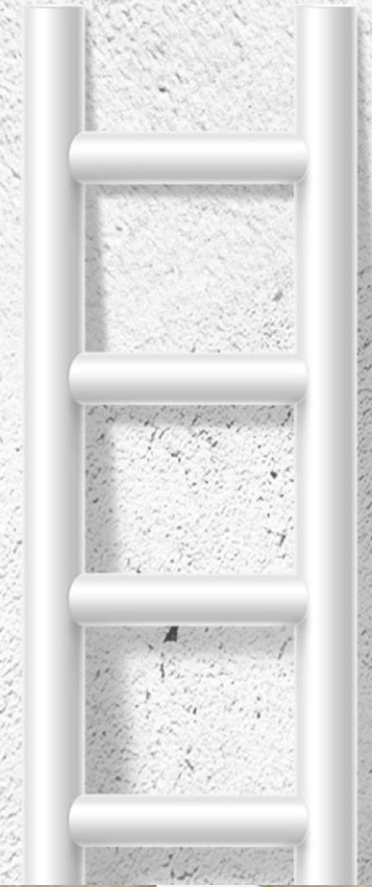
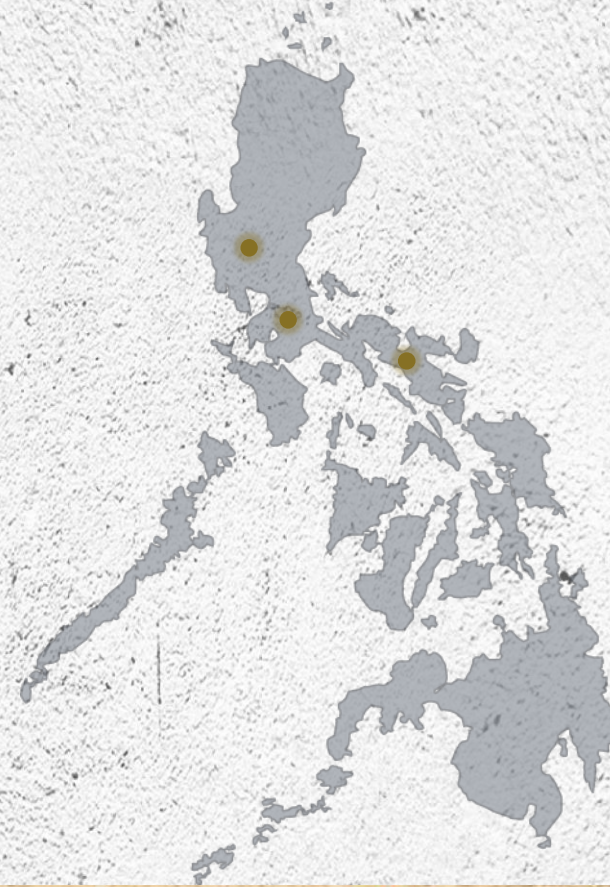
target net income compound
annual growth rate
(2019-2026)



Strategy

Grow the core

- Add new OEM accounts and deepen businesses with HRI customers through customization, joint product development, and collaborative demand planning
- Launch ready-to-cook lines under our *Cook's* brand, focusing on Greater Manila, Central Luzon, and Bicol



Strategy

Diversify into adjacent opportunities

- Following ASF, capture prospects in hog repopulation and pork meat market by venturing into hog raising and marketing
- Replicate our contract growing model to manage risks



Strategy

Transform the cost base and enhance risk management processes

- Manage raw materials price volatility and other business risks through diversification and more robust risk management protocols
- Offset upward pressure on costs through:
 - automation,
 - further integration,
 - supply chain optimization, and
 - continuous improvements in feeds formulation and efficiency



Strategy

Invest and adapt for the future

- Continue to invest in:
 - facilities,
 - technology,
 - research and development,
 - strategic alliances and acquisitions, and
 - people



Strategy

Create shared value

- Create value for everyone and contribute towards achieving zero hunger, decent work and economic growth, and responsible production and consumption

2 ZERO HUNGER



8 DECENT WORK AND ECONOMIC GROWTH



12 RESPONSIBLE CONSUMPTION AND PRODUCTION



Performance highlights

19%

6-yr revenue CAGR

₱9.7B

Record-high revenues

₱0.029

Earnings per share

₱4.1B

Total assets

Revenues

PHP million



in '000

	2019	2020	2021
Revenues	8,918,466	7,881,920	9,704,281
Gross profit	717,488	571,799	856,354
Margin	8%	7%	9%
Operating profit	158,581	79,010	183,992
Margin	2%	1%	2%
EBITDA	385,533	222,493	249,664
Margin	4%	3%	3%
Net income	128,823	9,288	89,442

ESG and Sustainability

Our Purpose:
Forging Livelihood,
Nourishing Lives™

₱9.7B

Direct economic value distributed

1.75%

Attrition rate

95%

Budget spent on local suppliers

3.8

Customer satisfaction rating



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