



# AXELUM

RESOURCES CORP.

Analysts' Presentation  
2019 Financial Results  
April 16, 2020



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# Key Financial Highlights

Php Mn

**775**



*+113% increase in  
Net Income*

Php Bn

**1.55**



*+12% increase in  
Gross Profit*

Php Bn

**1.17**



*+47% increase in  
EBITDA*

Php Mn

**931**



*+28% increase in  
Operating Income*

**14.6%**



*+8.4 pps increase in  
Net Income Margin*

**29.2%**



*+5.8 pps increase in  
Gross Profit Margin*

**17.6%**



*+5.2 pps increase in  
Operating Margin*

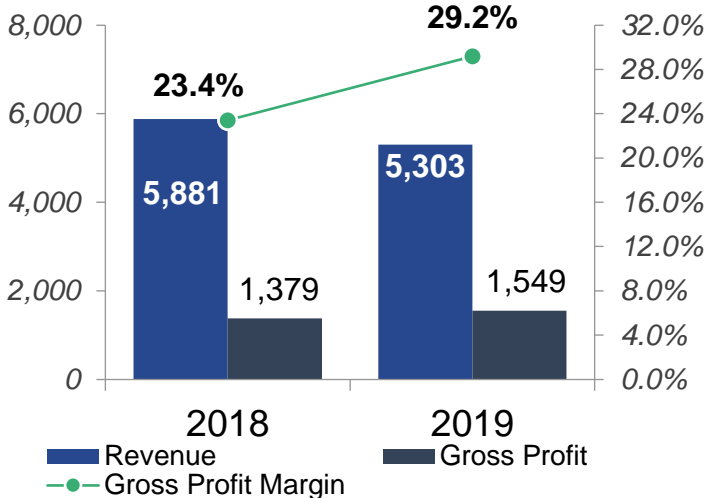
**9.0%**



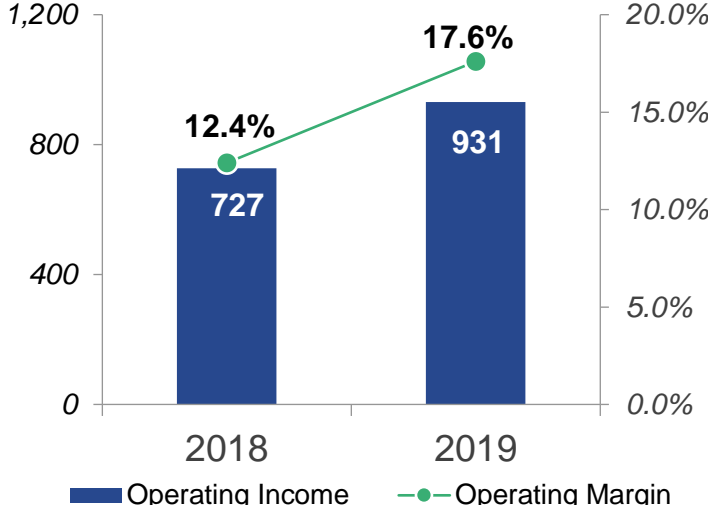
*+1.2 pps increase in  
Return on Equity*

# Summary of Consolidated Financials

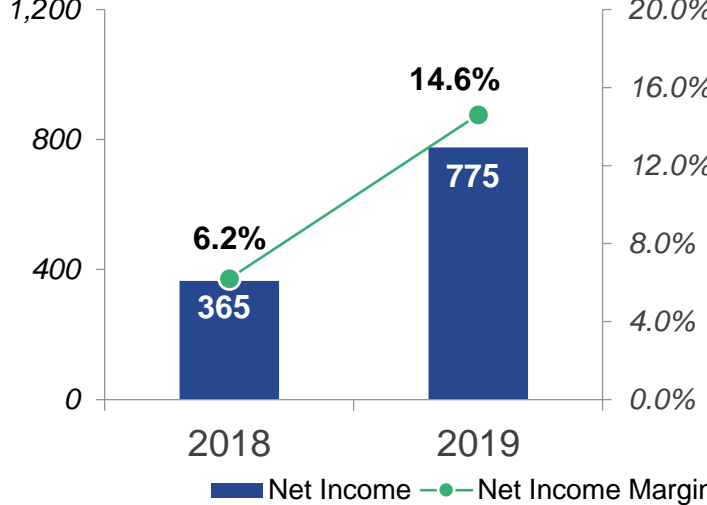
**Revenue, Gross Profit & Margin (Php Mn)**



**Operating Income & Margin (Php Mn)**



**Net Income & Margin (Php Mn)**

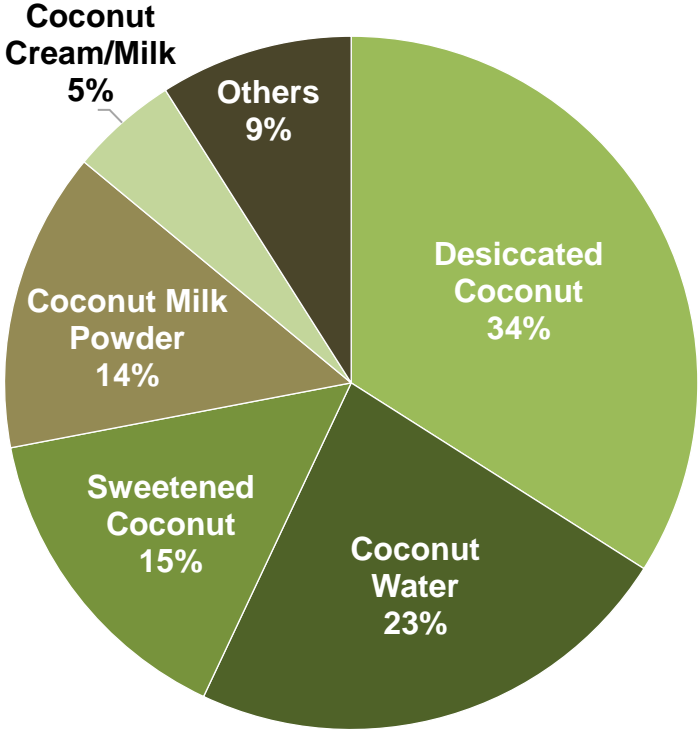


- Topline dragged by discounted average selling prices due to lower global vegetable-based oil prices and peso appreciation
- Larger contribution of higher margin products translating to improved margins
- Operating expenses maintained owing to effective cost containment programs

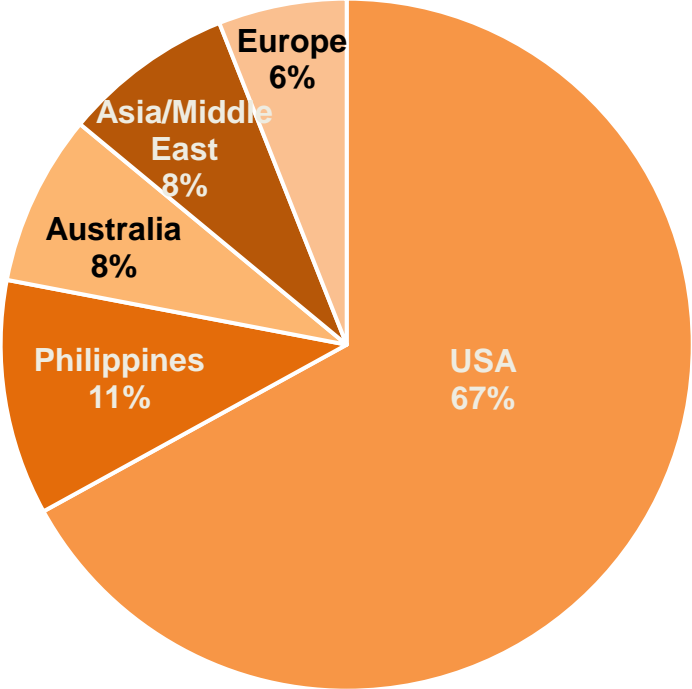
# Revenue Mix: Product Segment, Geography and Exports



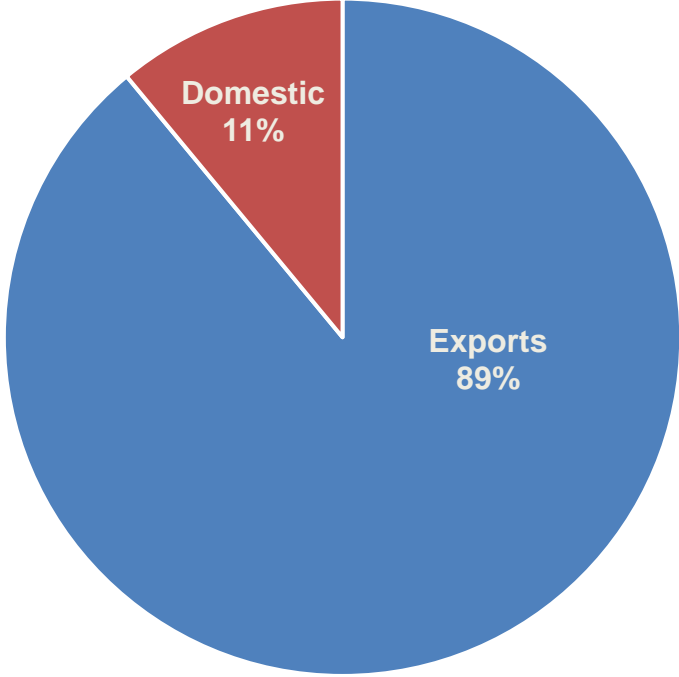
### Product Segment



### Geography

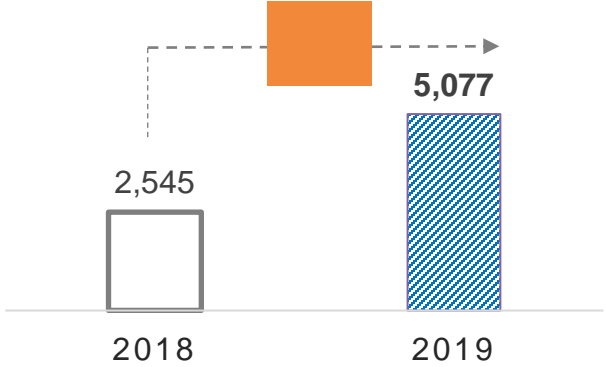


### Exports

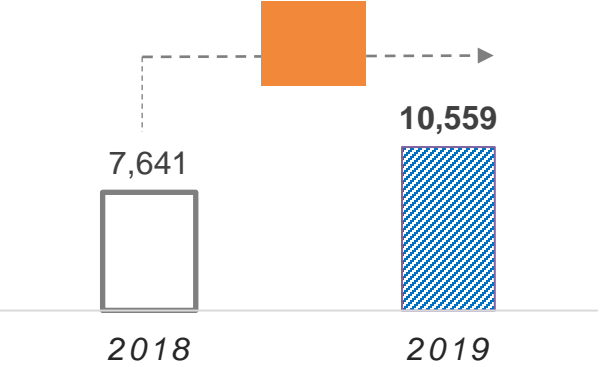


# Consolidated Balance Sheet

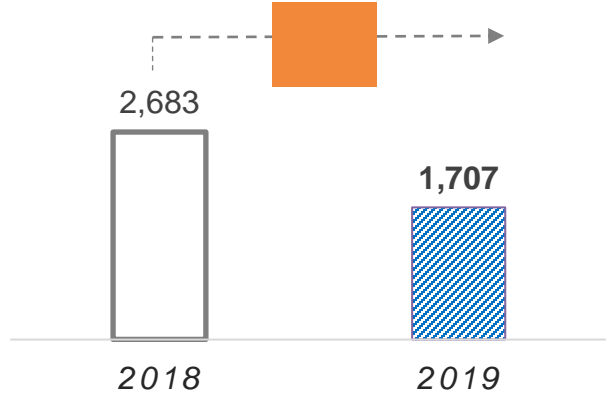
## Current Assets



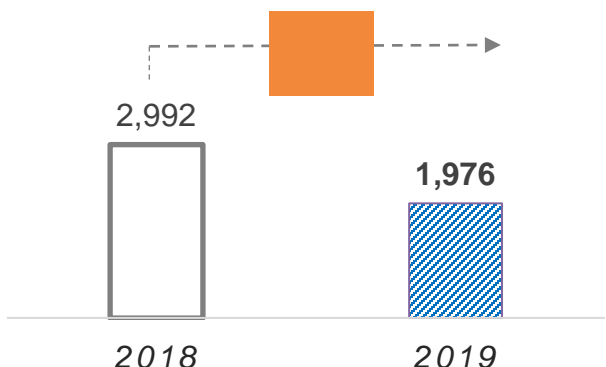
## Total Assets



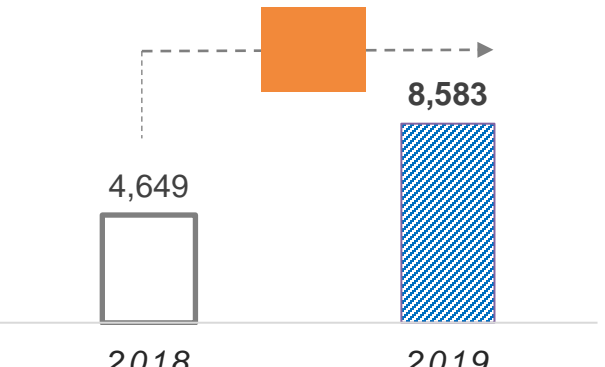
## Current Liabilities



## Total Liabilities



## Total Equity



- **Total Assets**  
Higher cash position from IPO proceeds; PPE additions
- **Current Liabilities**  
Partial debt payment of P800 million in 4Q19
- **Total Equity**  
Issuance of new primary shares related to IPO

# Key Financial Ratios

(Basic)  
**Earnings Per Share**

**2019 P0.23**

2018

P0.18



**Debt to Equity  
Ratio**

**2019 0.23**

2018

0.64



**Current  
Ratio**

**2019 2.97**

2018

0.95



**Return on  
Assets**

**2019 7.3%**

2018

4.8%



**Return on  
Equity**

**2019 9.0%**

2018

7.8%



# Recent Developments

Conducted initial public offering in October. Partial debt payment of P800 million. Doubled spray-drying capacity for coconut milk powder to 4,800 metric tons.



2019

January 2020



Awarded for sustainable organic farming initiative. Groundbreaking for provincial hospital facility (CSR).

Secured initial commitments for equity research coverage.



February 2020

March 2020



Declaration of cash dividends amounting to P0.3 per common share. Instituted P500 million share buy-back program.