INTEGRATED LPG DISTRIBUTORS OF THE PHILIPPINES, INC.

Dealer outlet operation

July24, 2026

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BASIC BUSINESS PRINCIPLES

I. BUILD A STRONG AND SOLID FOUNDATION

Core Mission

- It has something to do with your existence, what is the purpose of your business?
- Example: To provide a reliable LPG and better customer experience by tapping to areas that are untapped, direct delivery of LPG households to end-users and ensures SAFETY while using our LPG Brands.

Core Vision

- It has something to do with how do you want your business/company to be in 5-10 years from now?
- Example : To be the LPG of CHOICE especially in untapped areas from Cebu City up to the Southern Part of Cebu.

Core Values

- **How you want your customers to remember you? What are your core values? How your employees take care of your customers?**
- **Example:**

P-assion

We enjoy every single efforts and we are willing to spend our time with more joy in servicing our valued customers.

A-ccountability

We held ourselves accountable in everything that we do.

T-eam Player

We are goal focused and act to the best interests that will benefit the team and the company as a whole.

H-onesty

We value integrity at all times that our products are safe to use and are in compliance with the DOE standards. We also maintain integrity at all times in serving both our internal and external customers.

I. Why building a strong and solid Business Foundation?

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1. If you want to have sustainable business, we need to change our perspective, change the way how we think.

2. We need to improve our mindset because once you can start to build a strong and solid foundation, the success factor of your business is high, and will help the Business Owners in making efficient and economic decisions that may affect our day to day operations as a whole .

II. FINANCIAL MANAGEMENT

1. Financial management is the operational backbone for every business or retail company. It encompasses the many financial processes needed to run the business, from budgeting and cash flow management, to forecasting and planning, to inventory management and risk analysis.

2. It has something to do with the day to day monitoring, controlling, protecting, and reporting on a company's financial resources to safeguard our assets.

3. The goal of retail financial management is not just to drive sales and meet demand in the short term, but to also build a scalable operation that can grow and evolve with customers and drive long-term return on investment (ROI).

II. FINANCIAL MANAGEMENT

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4. Effective financial management for a micro business involves separating business and personal finances, maintaining accurate records, and closely monitoring cash flow to ensure sufficient working capital

5. Companies have accountants or finance teams responsible for managing their finances, including all bank transactions, loans, debts, investments, and other sources of funding.

II. WHAT WILL HAPPENED IF I DON'T HAVE A GOOD FINANCIAL MANAGEMENT?

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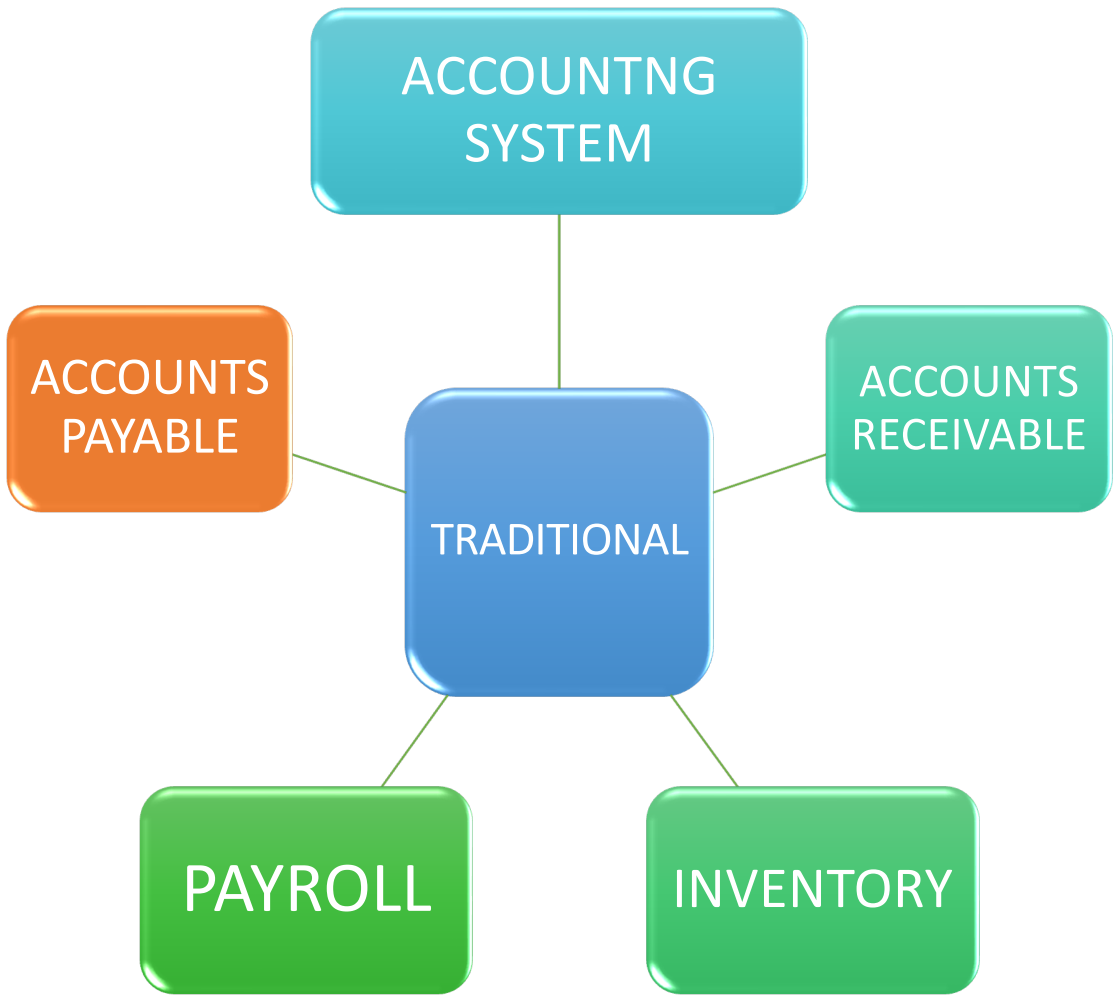
1. Leads to failure to meet financial obligations and debt management
2. Difficulty in Cash Flow Management
3. Damage to reputation and trust
4. Unexplained Financial Losses

II. WAYS TO STRENGTHEN FINANCIAL MANAGEMENT

II. BUILD A GOOD ACCOUNTING SYSTEM

The accounting system is what a company employs to record and manage its financial or accounting records, including income and expenses. It is guided by a set of accounting guidelines and procedures that help generate accurate financial documents, which are a ready reference for internal and external stakeholders to make effective business and investment decisions.

II. Build a good ACCOUNTING SYSTEM



II. What is the importance of understanding the Financial Statement?

- It provides a complete information about your business transactions, from your sales and expenses, your business operations , the financial position and the cash flow of an organization. This will also serve as the basis for the management in making economic decisions either to continue or discontinue the business operations.

II. What is with the Financial Statement ?

SAMPLE
BALANCE SHEET

ASSETS

Current Assets	
Checking Account	5,000
Savings Account	1,000
Petty Cash	500
Accounts Receivable	22,000
Inventory	15,000
Prepaid Insurance	6,000
Total Current Assets:	49,500
Noncurrent Assets	
Accumulated Depreciation	-4,500
Computer	7,000
Building	65,000
Land	60,000
Total Noncurrent Assets:	127,000
Total Assets:	177,000

LIABILITIES & EQUITY

Liabilities	
Current Liabilities	
Accounts Payable	12,000
Line of Credit	20,000
Payroll Liabilities	7,000
Total Current Liabilities:	39,000
Noncurrent Liabilities	
Long-term Debt (loan)	48,000
Total Liabilities:	87,000
Equity	
Owner's Capital	35,000
Retained Earnings	55,000
Total Equity:	90,000
Total Liabilities & Equity:	177,000

- Financial Position

II. What is with the Financial Statement ?

COMPANY B
INCOME STATEMENT

For Year Ended September 28, 2019 (In thousands)

NET SALES	$	4,358,100
COST OF SALES		2,738,714
GROSS PROFIT		**1,619,386**
SELLING AND OPERATING EXPENSES		560,430
GENERAL AND ADMINISTRATIVE EXPENSES		293,729
TOTAL OPERATING EXPENSES		**854,159**
OPERATING INCOME		**765,227**
OTHER INCOME		960
GAIN (LOSS) ON FINANCIAL INSTRUMENTS		5,513
(LOSS) GAIN ON FOREIGN CURRENCY		(12,649)
INTEREST EXPENSE		(18,177)
INCOME BEFORE TAXES		**740,874**
INCOME TAX EXPENSE		257,642
NET INCOME	**$**	**483,232**

- Income Statement

II. What is with the Financial Statement ?

M. SANTOS

STATEMENT OF CHANGES IN OWNER'S EQUITY

For the year ended December 31, 2011

M. Santos, Capital, January 1			₽	-
Investments during the year	₽	300,000		
Net income for the year		51,414		
Total		351,414		
Less: Withdrawals	₽	(25,000)		
Net increase in owner's equity				326,414
M. Santos, Capital, December 31			₽	326,414

- Statement of Changes in Owner's Equity

II. What is with the Financial Statement ?

Cash Flow Statement For the Year Ended December 31, 2016	
Cash Flow from Operations	
Cash receipts from customers	86,772
Cash paid for inventory	(7,400)
Cash paid for wages	(53,000)
Net Cash Flow from Operations	**26,372**
Cash Flow from Investing	
Cash receipts from sale of property and equipment	13,500
Cash paid for purchase of equipment	(17,500)
Net Cash Flow from Investing	**(4,000)**
Cash Flow from Financing	
Cash paid for loan repayment	(5,000)
Net Cash Flow from Investing	**(5,000)**
Net Increase in Cash	**17,372**

- Cash Flow Statement

II. FINANCIAL BUDGETING AND FORECASTING

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What is the difference between Forecasting and Budgeting?

- Forecasting is a process that uses historical data to predict future outcomes and make adjustments on plans accordingly while
- BUDGETING involves PLANNING your company's Sales Revenue and Expenses, This gives us a valuable insights into the expected costs, sales, profitability, expenses of the business to achieve your financial goals .

II. FINANCIAL BUDGETING AND FORECASTING

HOW DO WE DO FINANCIAL FORECASTING AND BUDGETING?

- Financial forecasting plays a crucial role in the retail industry as it allows businesses to anticipate and plan for future outcome and if we have a good financial forecasting, businesses can informed decisions and allocate resources effectively.
- This gives us a valuable insights into the expected costs, sales, profitability, expenses of the business.
- This will also allow the businesses to analyze historical sales data to forecast peak and low demand periods, utilize trend analysis and seasonality patterns.

II. MAINTAIN A GOOD CASH FLOW MANAGEMENT

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III. INVENTORY MANAGEMENT

III. Inventory Management

<u>**Inventory**</u> = refers to the goods or materials that a business holds for the purpose of resale or further production.

<u>**Inventory Control**</u> - is a process through which the right amount of inventory is maintained by checking on the ordering, storage, and sale. Through inventory control, a business can fulfill customer’s demands and also avoid stock excess and stock outs.

III. Why is Inventory Control necessary?

III. HOW DO WE MANAGEMENT OUR INVENTORY?

1. CONDUCT ACTUAL PHYSICAL COUNT ON A DAILY BASIS : FILLED, EMPTY, DAMAGED, OTHER BRANDS ETC. DO NOT PROCRASTINATE/DELAY TO AVOID FUTURE PROBLEM.

2. IMPLEMENT A GOOD INVENTORY SYSTEM EITHER MANUAL OR USING SOFTWARE TO TRACK THE DAY TO DAY TRANSACTIONS.

BEG INVENTORY

+STOCK PURCHASES/STOCK TRANSFER FROM

-SOLD/STOCK TRANSFER TO/DAMAGED

=ENDING INVENTORY

IV. The Roadmap to Success in Entrepreneurship

Develop an Entrepreneurial Spirit :

Formula:

Innovation + Entrepreneurship

= Innopreneurship

Develop an innovation mindset in doing business so you can change the way how you think, change your perspective and you can see BETTER OPPORTUNITIES FOR EVERY CHALLENGES/PROBLEMS THAT YOU may encounter.

Develop an Entrepreneurial Spirit :

“Hindi pwede ang pwede na. “

IV. INNOPRENEURSHIP

1. PROCESSES/SYSTEM
2. SALES STRATEGIES
3. MARKETING STRATEGIES

IV. Sales and Marketing

a. Deliver a better Customer Experience by providing a good Customer Service . HOW?

- ✓ Sell yourself.
  - ✓_You are a reflection of what you are selling and you can only do this if you know what you are selling, if you are knowledgeable with what you are doing, that is why we have this training because we wanted to improve ourselves. Right?
  - ✓_Look good and feel good. Proper hygiene at all times.
  - ✓Invest on your people . Train our staff the basics in customer service by being courteous and respectful so they can handle different types of customers , handle customer complains promptly and professionally.

IV. Sales and Marketing

F.A.B ANALYSIS

1. FEATURES- What are the characteristics /attributes of the products that you are selling? *For example: Safe, Sigurado, Sakto sa Timbang, Presyong kaya sa Bulsa para sa MASA.*

2. ADVANTAGES- What is with your brand that is not with the other brands? What is your competitive advantage? *Example: We are open from Mondays to Sunday, we deliver directly to your store, We do leak test for free to ensure safety in using your LPG at home where family is.*

3. BENEFITS – Is the result of the Advantage. *Example: Convenient since there stores/hubs can be visibly seen from one town to another. Safe-Because the Delivery Rider is equipped and trained.*

IV. Sales and Marketing

Teach your staff to do Social Selling because according to datareportal.com, the Philippines was home to 90.80 million social media user identities in January 2025, equating to 78.0% of the total population.

IV. Marketing Strategies

The 4-Ps in Marketing :
1. PRODUCT- Product differentiation. What is with your brand compared to the other brand?
2. PRICE- Is your price competitive enough in the market? Conduct Market Intelligence so you will know your competitors activities.
3. PLACE- Evaluate and measure the effectiveness of your location by considering the foot traffic, the total number of household population and the purchasing power and buying behavior
3. PROMOTION – This includes advertising/discounting schemes/promotional activities such as Flyering, Hiring a Brand Ambassadors/Ambassadress to promote your brand, or you will tap to Barangay Level by conducting LPG Product Knowledge directly to the consumers where there is a clear and greater opportunities.

IV. Marketing Strategies

KEY POINT:

IDENTIFY WHO ARE YOUR TARGET MARKET- So you will know what to sell and how to strategies.

- **"Don’t be afraid to give up the good to go for the great."**
  – John D. Rockefeller

THANK YOU!