

Robinsons Retail Registers Sales and Net Income Improvement in 2Q2021

Unaudited Financial Highlights:

In ₱ millions	For the Second Quarter ended June 30			For the First Half ended June 30		
	2021	2020	% change	2021	2020	% change
Net Sales	35,832	34,900	2.7	71,448	74,963	-4.7
Gross Profit	8,155	6,923	17.8	16,319	15,659	4.2
EBITDA	2,891	2,845	1.6	5,723	6,183	-7.4
Operating Income	1,169	1,137	2.9	2,332	2,810	-17.0
NET INCOME	751	746	0.7	1,772	1,763	0.5
Net Income attributable to equity holders of the parent company	724	719	0.7	1,669	1,642	1.7
Earnings per share (₱/share) *	0.47	0.46	2.8	1.08	1.04	3.4

* Based on net income attributable to equity holders of the Parent company. Shares outstanding used in the calculation are 1,541m for 2Q2021, 1,548 for 1H2021, and 1,573m for 2Q2020 and 1,575 for 1H2020.

Robinsons Retail Holdings, Inc. reported an improved second quarter performance as it grew consolidated net sales by 2.7% to ₱35.8 billion compared to ₱34.9 billion in 2Q2020. Most segments posted growth in sales given longer operating days despite resurgences in restrictions in April when Covid cases spiked. Higher sales translated to operating income growth of 2.9% to ₱1.2 billion and an uptick in net income attributable to the equity holders of the parent to ₱724 million.

While RRHI's performance for the quarter showed positive gains, year-to-date results still bore effects of the pandemic. Net sales for the first half of 2021 decreased by 4.7% to ₱71.4 billion while same store sales growth (SSSG) was at -10.2%. The decline was due to lower sales from Supermarket, which came from a high base in 2020. However, this was partially buoyed by robust sales improvement from the DIY and drugstore segments.

E-commerce sales surged 4x in the first half of the year. GoRobinsons, the company's e-commerce platform, now operates a total of eight (8) banners.

The improvement in sales, coupled with higher vendor support and better category mix, translated to gross profit improvement of 17.8% to ₱8.2 billion in the second quarter and 4.2% to ₱16.3 billion for the first half 2021.

Operating income for the second quarter improved 2.9% to ₱1.2 billion due also to sustained cost management. Operating income for the first half ended at ₱2.3 billion.

Net income attributable to equity holders of the parent company at ₱1.7 billion for the first half of 2021, was a 1.7% improvement from the same period in 2020.

The company also continued to grow its digital investments. RRHI recently invested in Edamama, an e-commerce platform for mothers to get easy online access to quality baby products and services. It also participated in the latest funding in G2M, which owns Growsari, a tech-enabled B2B platform that outfits Philippine sari-sari store owners with inventory, infrastructure, and tools to manage and grow their business. The goods sold to these sari-sari stores are sourced from Robinsons Supermarket. These investments allow for potential synergies that would enhance customer experience and improve performance of the Company in terms of growth and improved efficiencies.

“The advances in our second quarter results and our capability to remain agile keep us confident despite continuing uncertainties in the operating environment. As the vaccination program in the country picks up speed, we will also press forward to ensure that our recovery remains on track. We will stay focused on delivering to customer needs while we continue to leverage on opportunities in e-commerce,” said Robina Gokongwei-Pe, the President & CEO of Robinsons Retail Holdings, Inc.