

First Half 2024 Unaudited Earnings Results

30 July 2024



Agenda



1 Performance Highlights

2 Store Network

3 Business Segments

4 Updates on Minority Investments

5 Organizational Changes in the Board of Directors and Officers of RRHI

6 Corporate Developments

AT THE HEART OF MEANINGFUL RETAIL



2Q2024 Performance Highlights



Net Sales

₱**47.8**bn

▲ 3.1%

Same Store
Sales Growth

0.5%

Gross Profit

₱**11.6**bn

▲ 5.2%

Gross Margin:
24.2% +50bps

EBIT

₱**2.2**bn

▲ 7.3%

EBIT Margin:
4.6%, +20bps

Core Earnings

₱**1.5**bn

▲ 15.3%

Net Income
to Parent

₱**1.7**bn

▲ 36.2%

1H2024 Performance Highlights



Net Sales

₱ **93.7** bn

▲ 3.0%

Same Store
Sales Growth

0.7%

Gross Profit

₱ **22.5** bn

▲ 4.4%

Gross Margin:
24.0% +30bps

EBIT

₱ **4.1** bn

▲ 5.5%

EBIT Margin:
4.4%, +10bps

Core Earnings

₱ **2.6** bn

▲ 12.1%

Net Income
to Parent

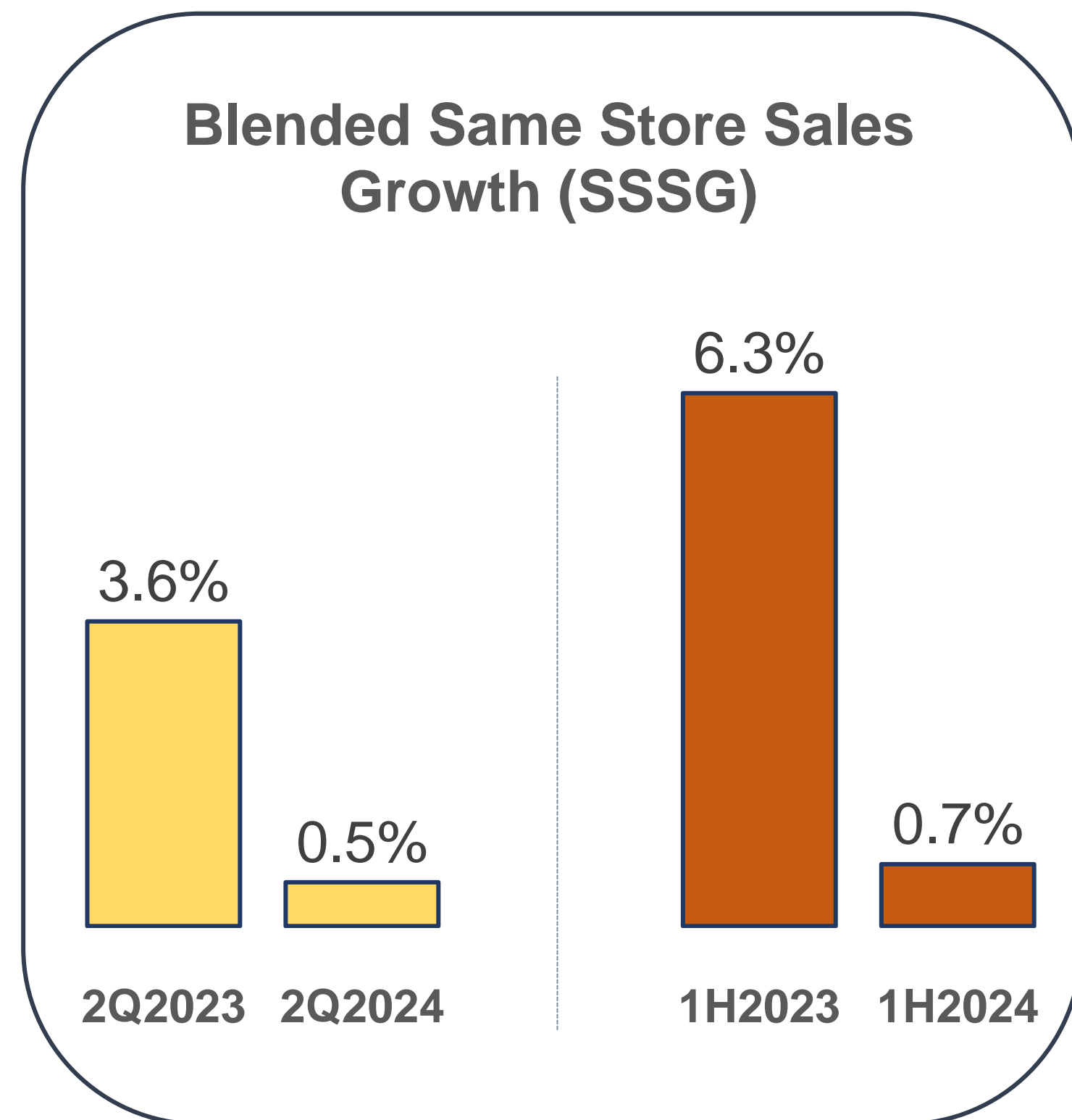
₱ **6.8** bn

▲ 3.8x

Revenue Trends



	2Q23	2Q24	1H23	1H24	2QΔ	1HΔ
Food	27.8	28.9	55.0	57.0	4.0%	3.7%
Drugstores	8.2	8.5	16.1	17.3	4.1%	7.2%
Department stores	3.6	3.8	6.8	7.0	5.7%	1.9%
DIY stores	3.0	2.9	5.9	5.6	-3.3%	-4.8%
Specialty stores	3.8	3.7	7.1	6.8	-3.1%	-4.6%
TOTAL (₱ bn)	46.4	47.8	91.0	93.7	3.1%	3.0%



Consolidated Results – P&L

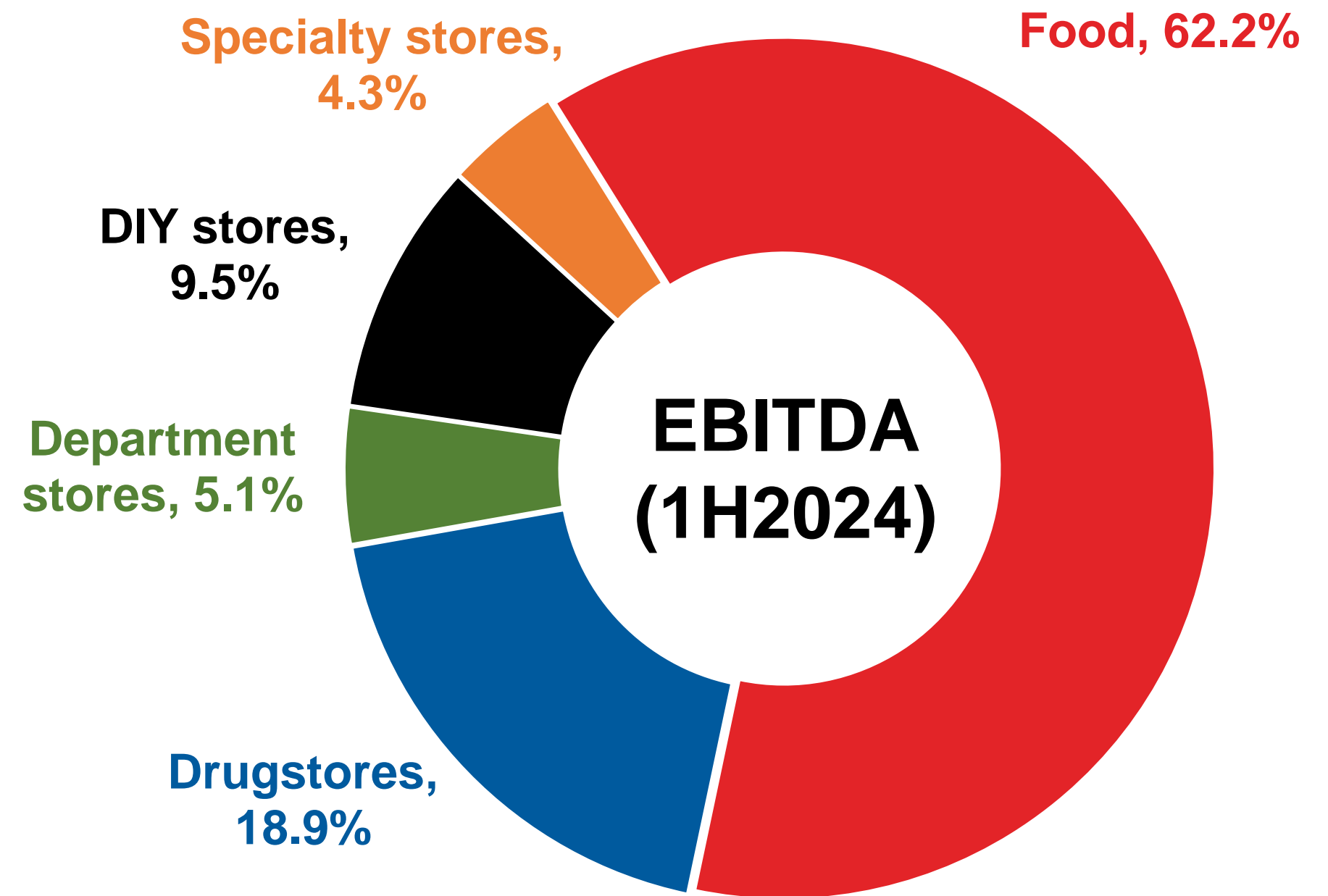
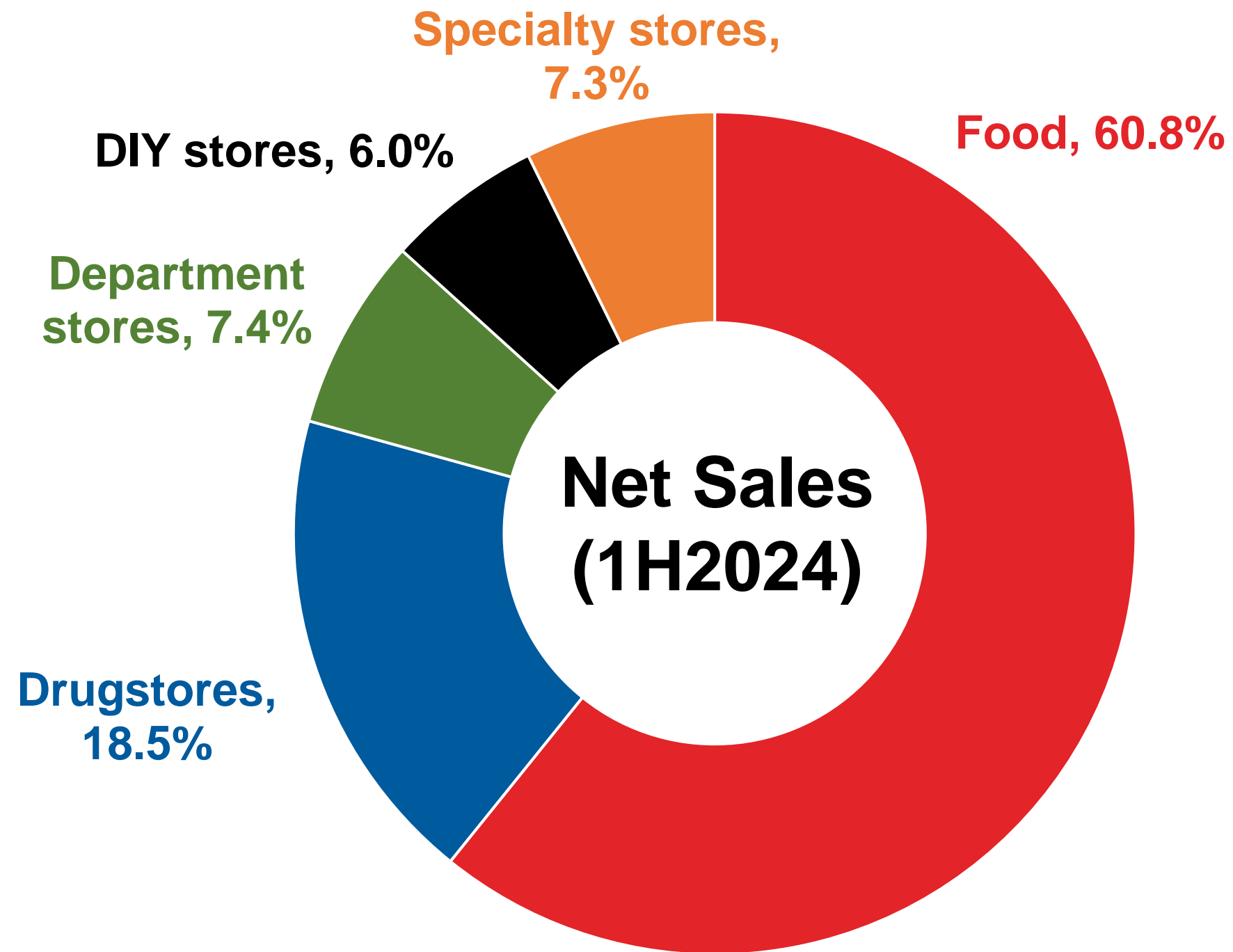


In ₱ mn	2023	2024	1H23	1H24	2QΔ	1HΔ
Net Sales	46,385	47,823	90,978	93,710	3.1%	3.0%
SSSG	3.6%	0.5%	6.3%	0.7%		
Gross Profit	10,999	11,570	21,528	22,481	5.2%	4.4%
Gross Margin	23.7%	24.2%	23.7%	24.0%		
EBITDA	3,881	4,007	7,523	7,680	3.2%	2.1%
EBITDA Margin	8.4%	8.4%	8.3%	8.2%		
EBIT	2,054	2,205	3,878	4,090	7.3%	5.5%
EBIT Margin	4.4%	4.6%	4.3%	4.4%		
Other income – net	(300)	(42)	(1,131)	3,545		
Income Before Tax	1,754	2,162	2,747	7,635	23.3%	177.9%
Taxes	357	294	666	550		
Net Income	1,398	1,869	2,081	7,084	33.7%	240.5%
Net Income – Parent	1,262	1,719	1,799	6,800	36.2%	278.1%
N.I. - Parent Margin	2.7%	3.6%	2.0%	7.3%		
Core Net Earnings*	1,268	1,462	2,362	2,648	15.3%	12.1%
EPS^	0.86	1.18	1.22	4.67	37.5%	283.2%

*Core Net Earnings: Net Income ex: FX gains/losses, interest income from bonds, equity in earnings from associates, interest expense related to the BPI shares, BPI cash dividends, one-time gain from the BPI-Rbank merger, and others

^EPS: based on Net Income Attributable to Parent (NIAP)

Net Sales and EBITDA Breakdown



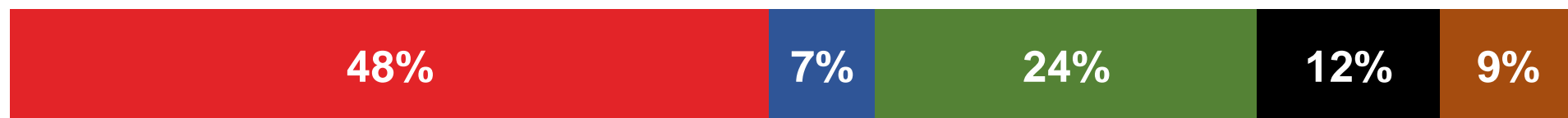
Store Network



Total of 2,401 stores plus 2,148 TGP Branches

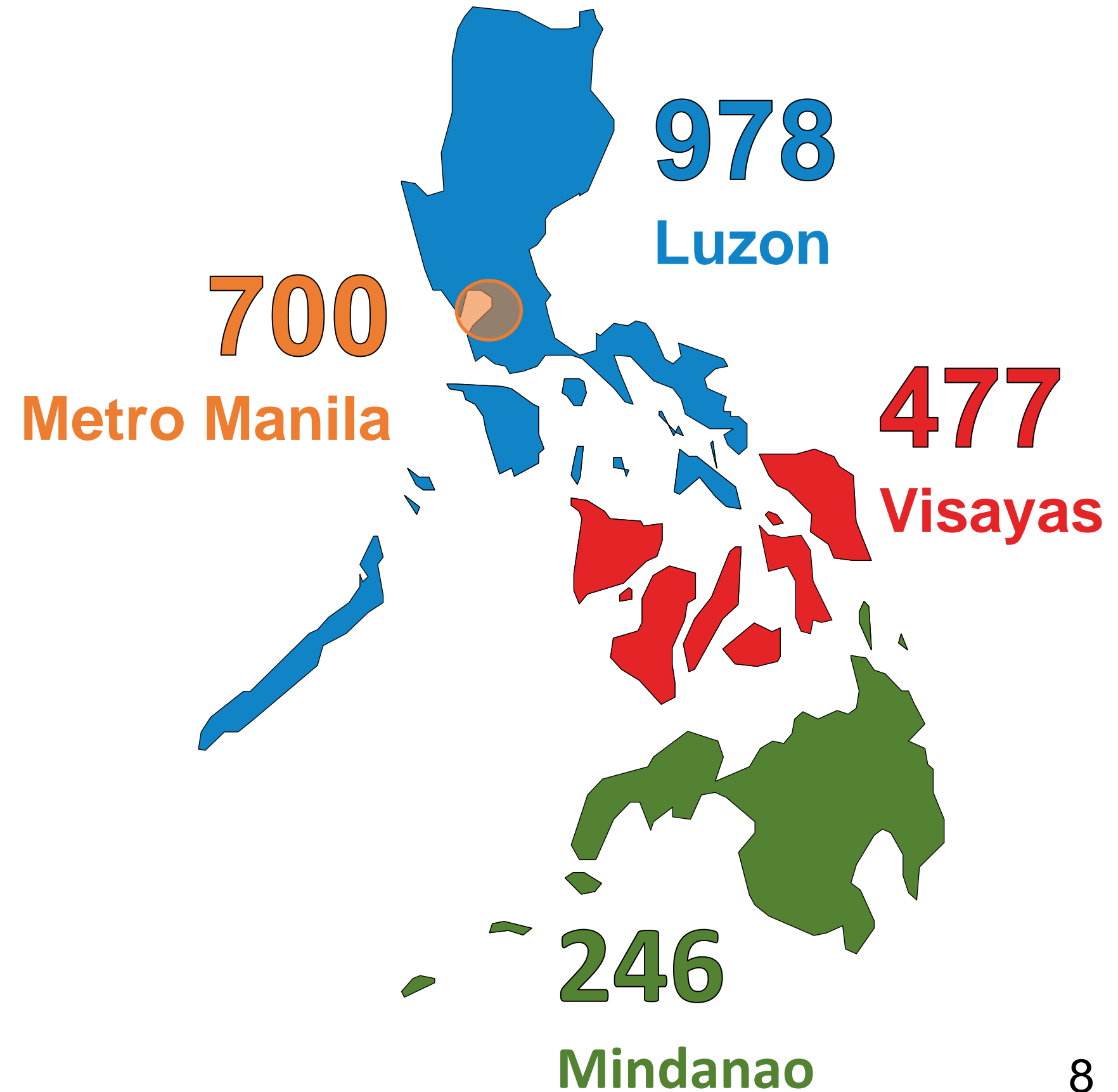
	Metro Manila	Luzon	Visayas	Mindanao	Total
Food	400	287	51	17	755
Drugstores ¹	144	436	338	164	1,082
Department Stores	8	20	12	9	49
DIY Stores	61	99	38	26	224
Specialty Stores	87	136	38	30	291
Total	700	978	477	246	2,401
<i>TGP</i>	438	1,174	338	198	2,148

With gross floor area (GFA) of 1.51 million sqm¹



Gross Floor area per segment as % of total

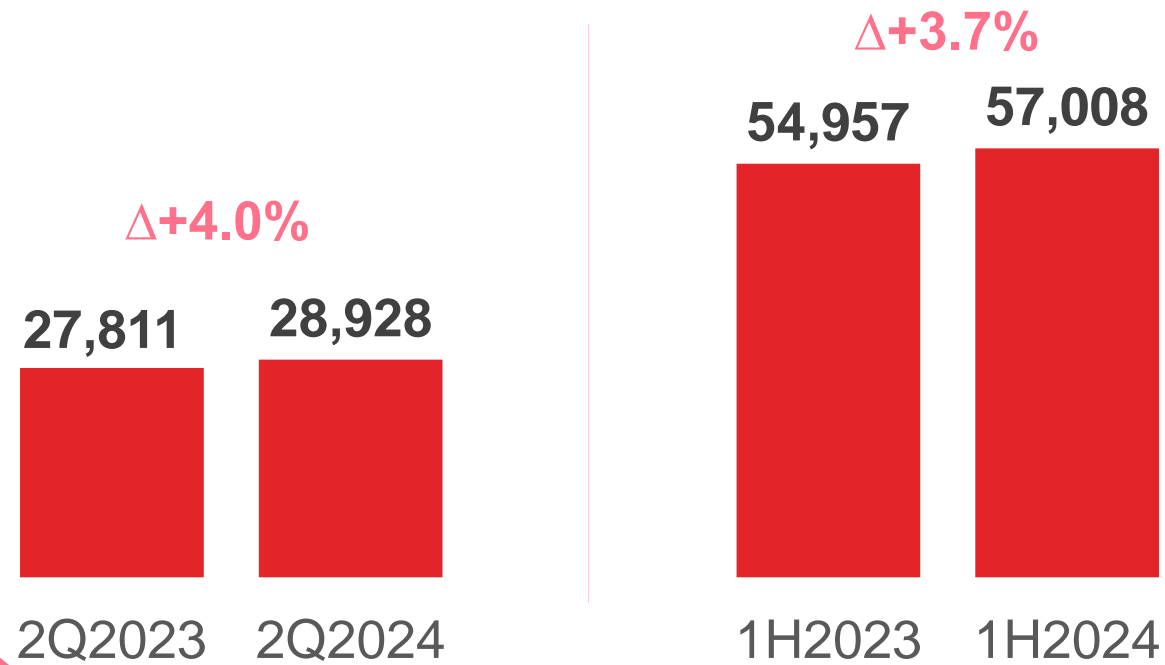
¹ Excluding TGP



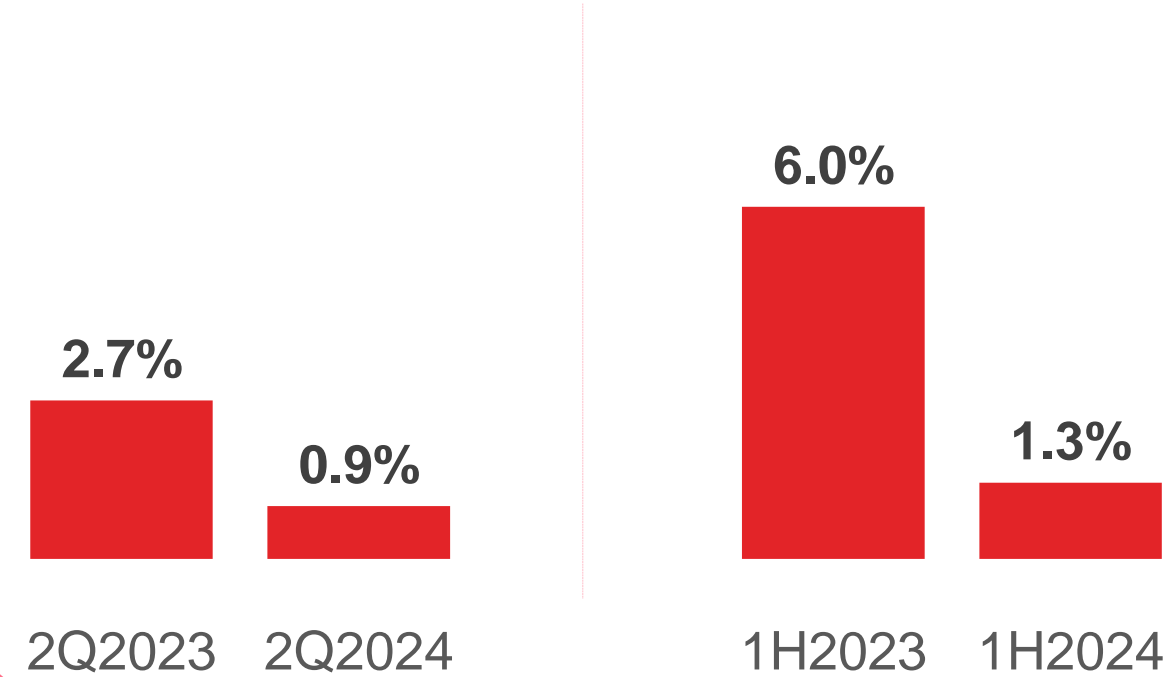
Food Segment



Net sales (₱ mm)

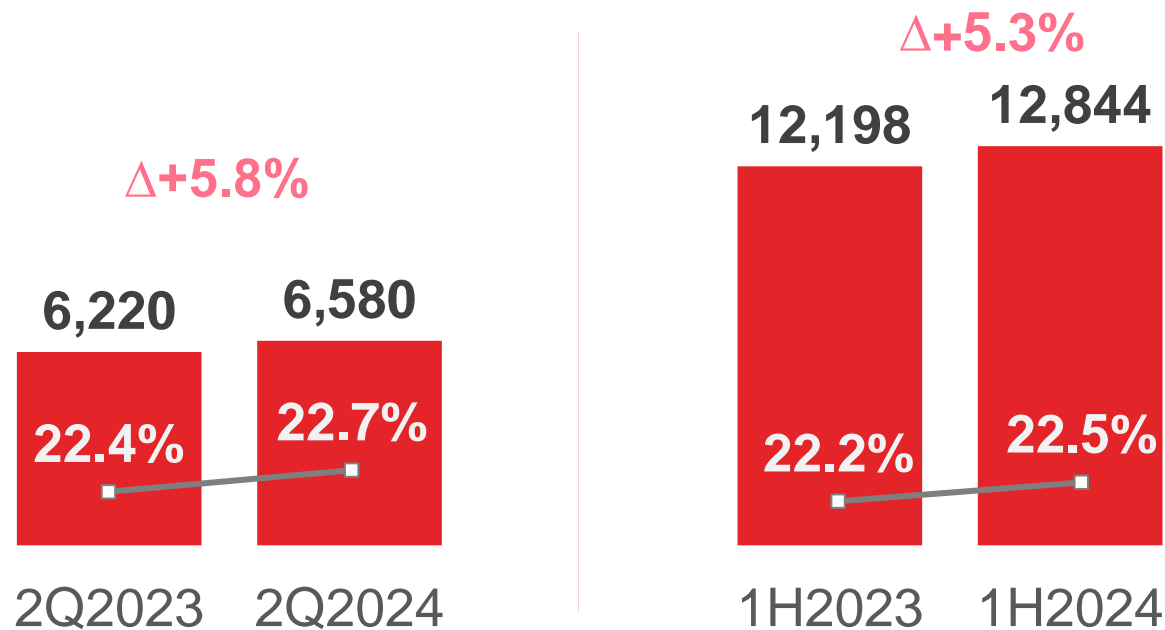


Same Store Sales Growth

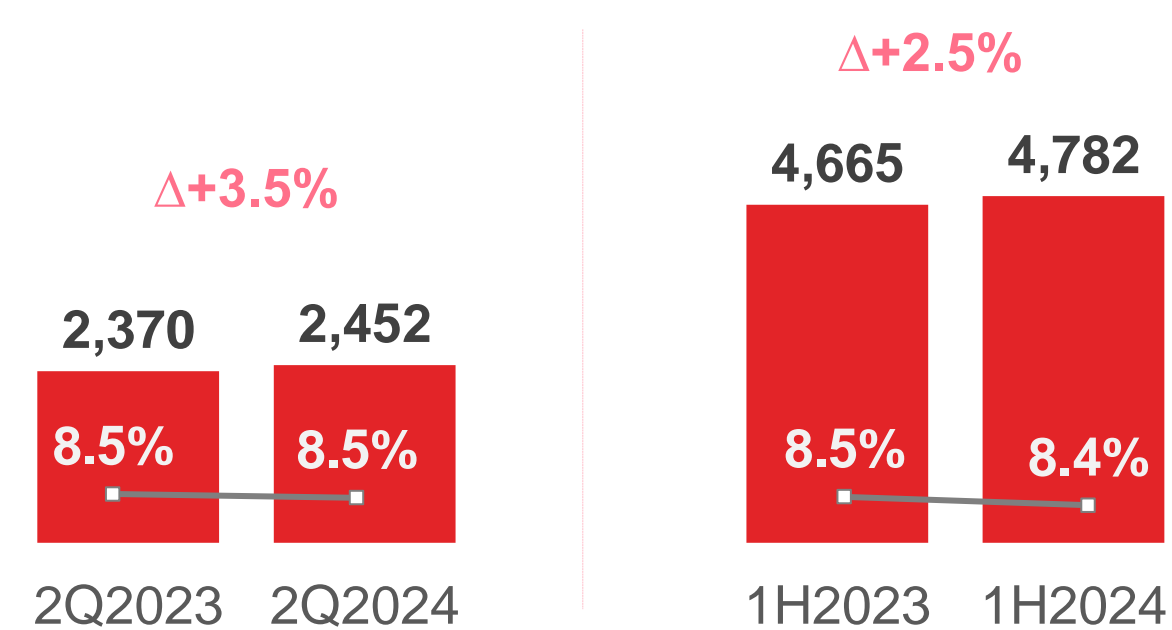


755 stores

Gross Profit (₱ mm)



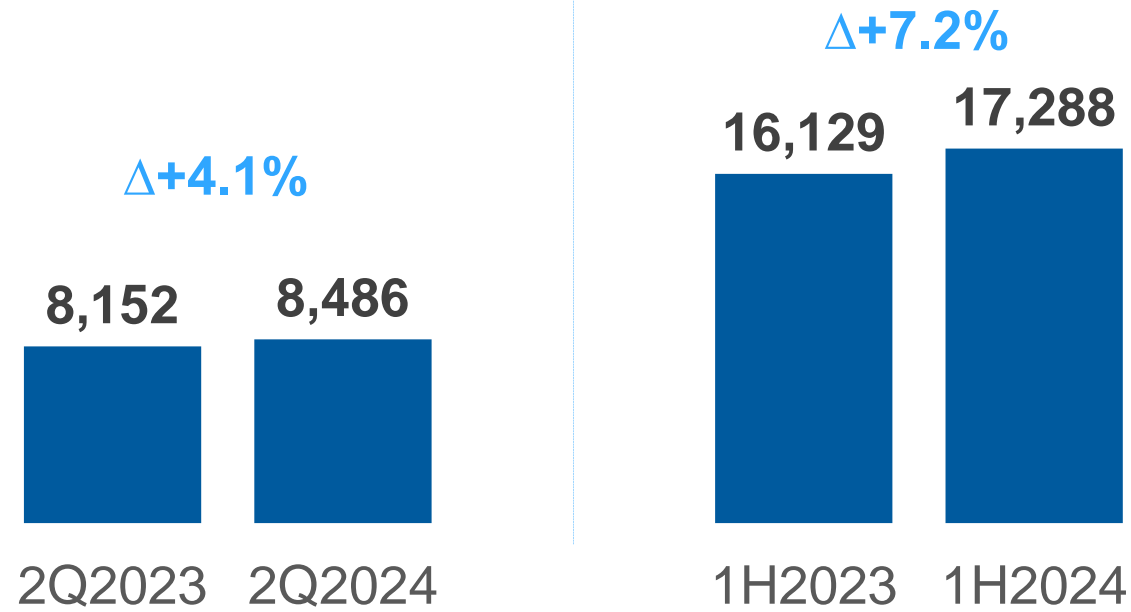
EBITDA (₱ mm)



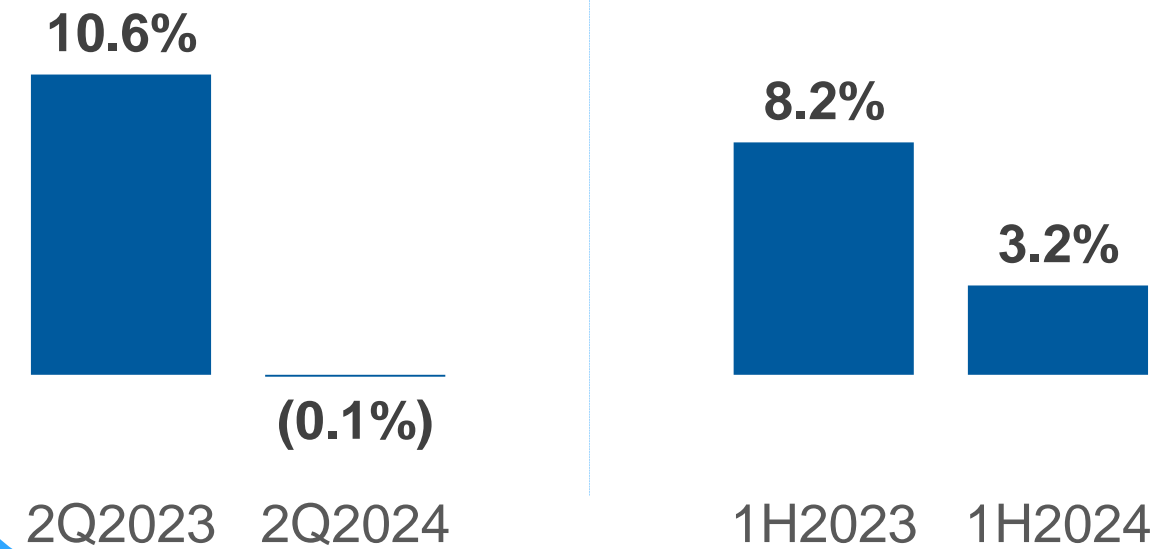
Drugstore Segment



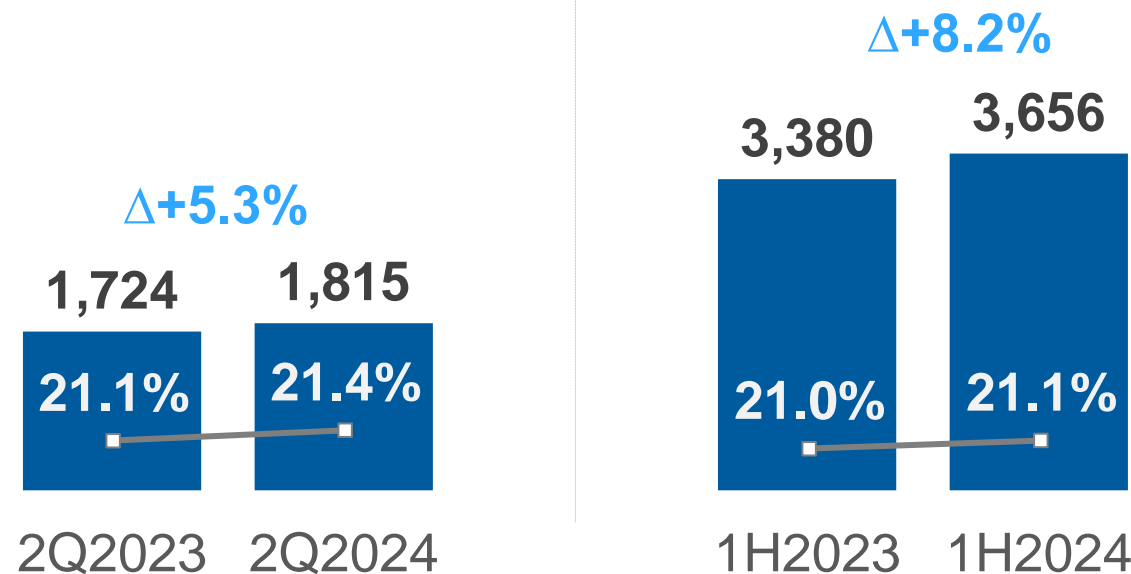
Net sales (₱ mm)



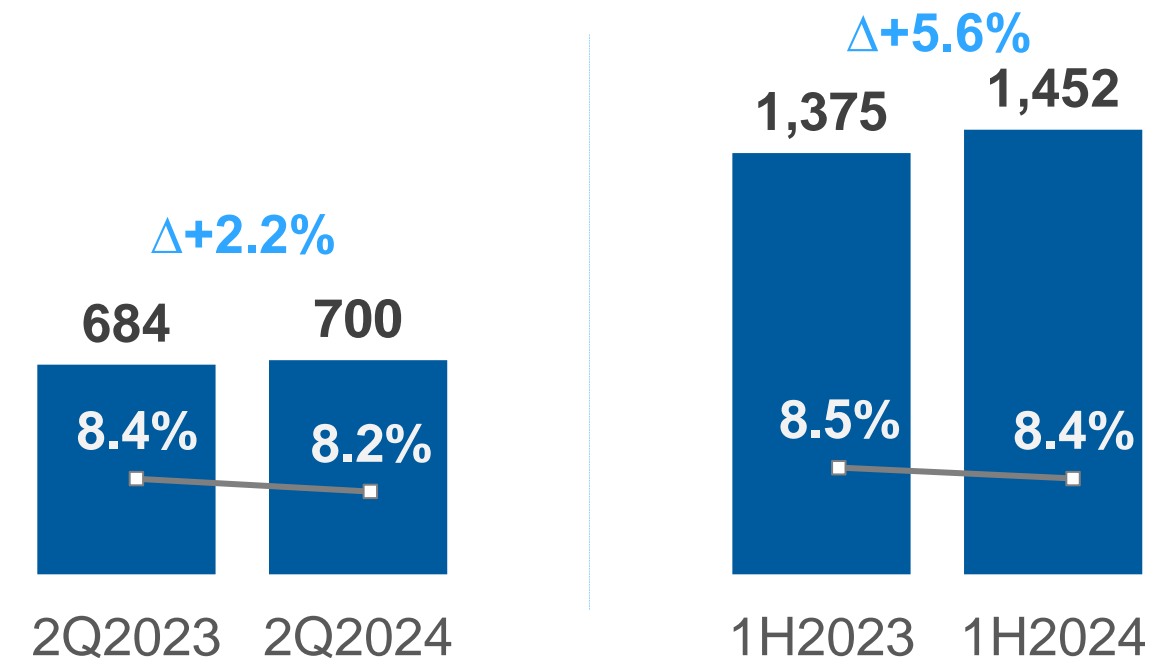
Same Store Sales Growth ⁽¹⁾



Gross Profit (₱ mm)



EBITDA (₱ mm)



1,082 owned stores
2,148 franchised stores

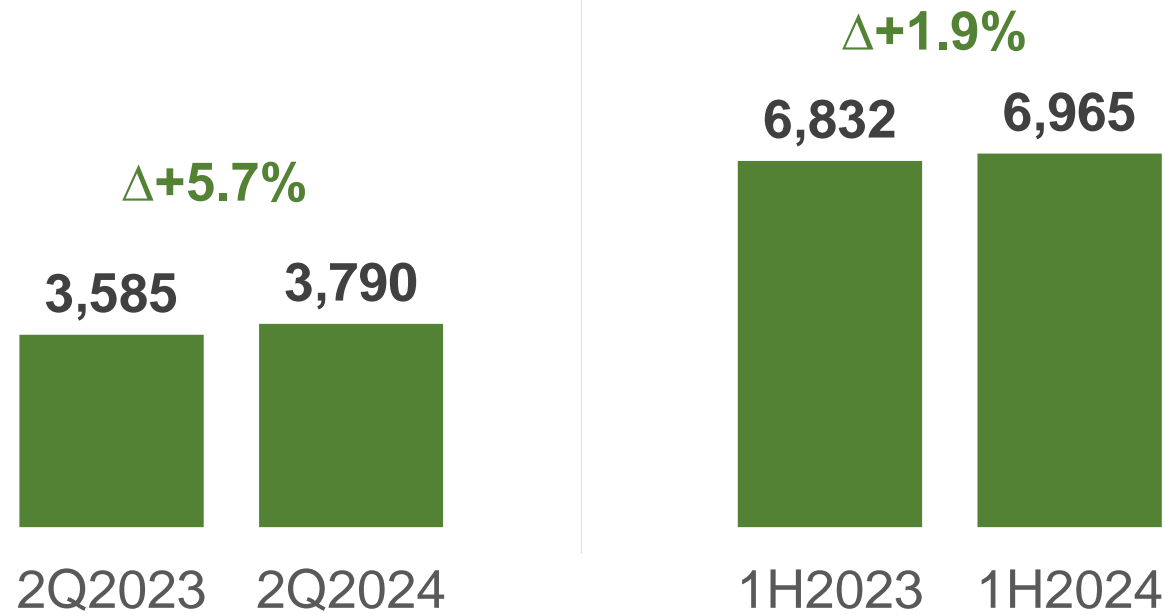


(1) SSSG includes Southstar Drug and Rose Pharmacy only. TGP does not report systemwide sales.

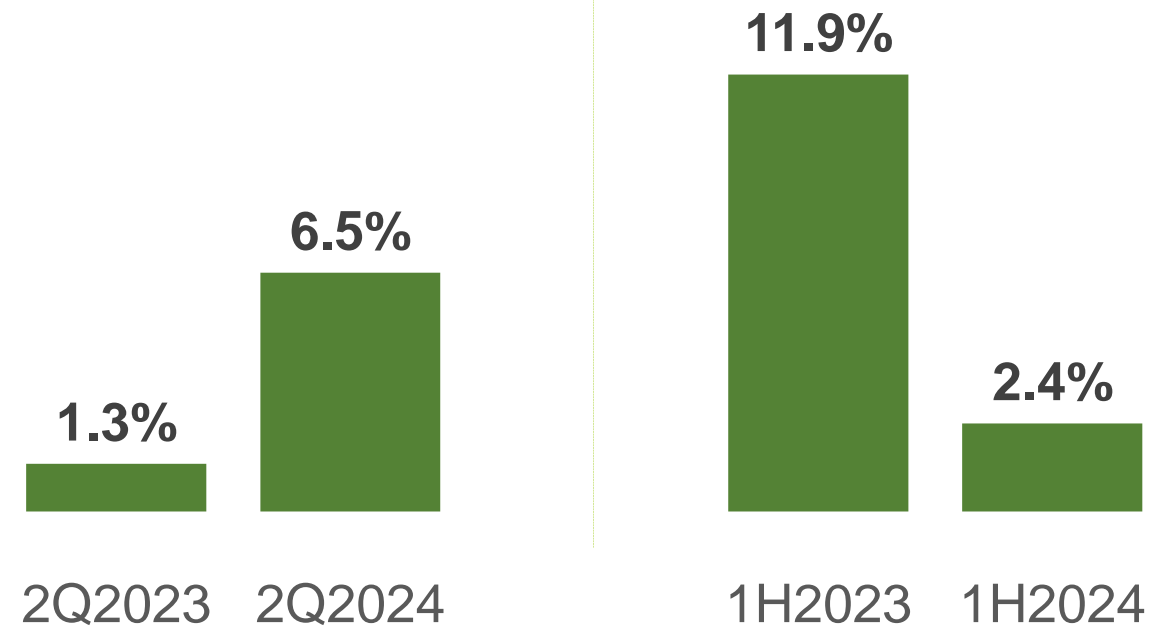
Department Store Segment



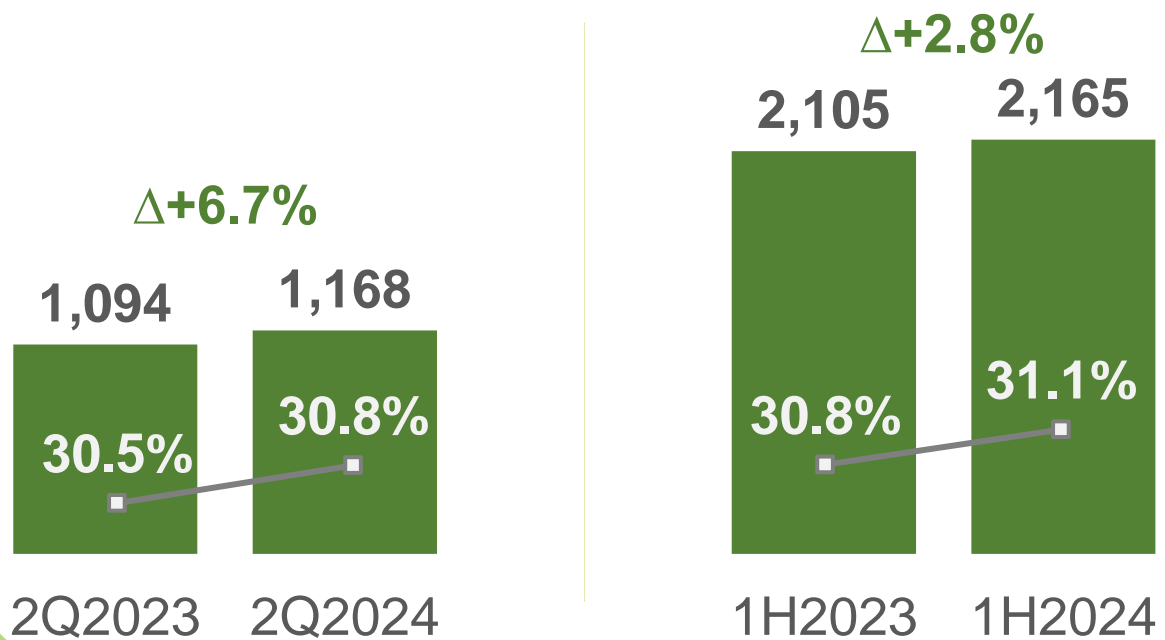
Net sales (₱ mm)



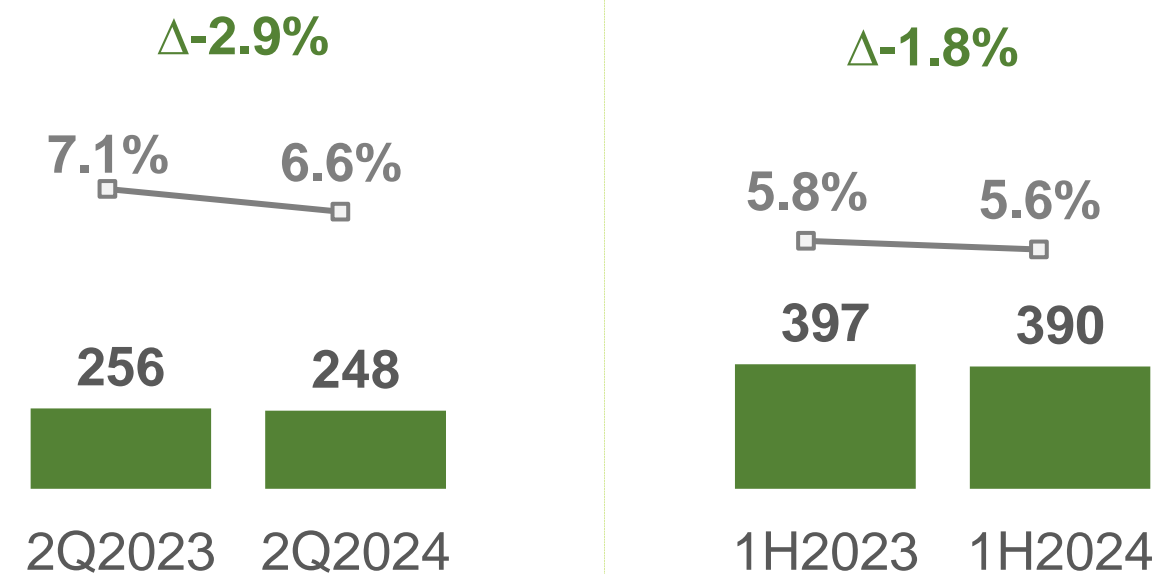
Same Store Sales Growth



Gross Profit (₱ mm)



EBITDA (₱ mm)



49 stores

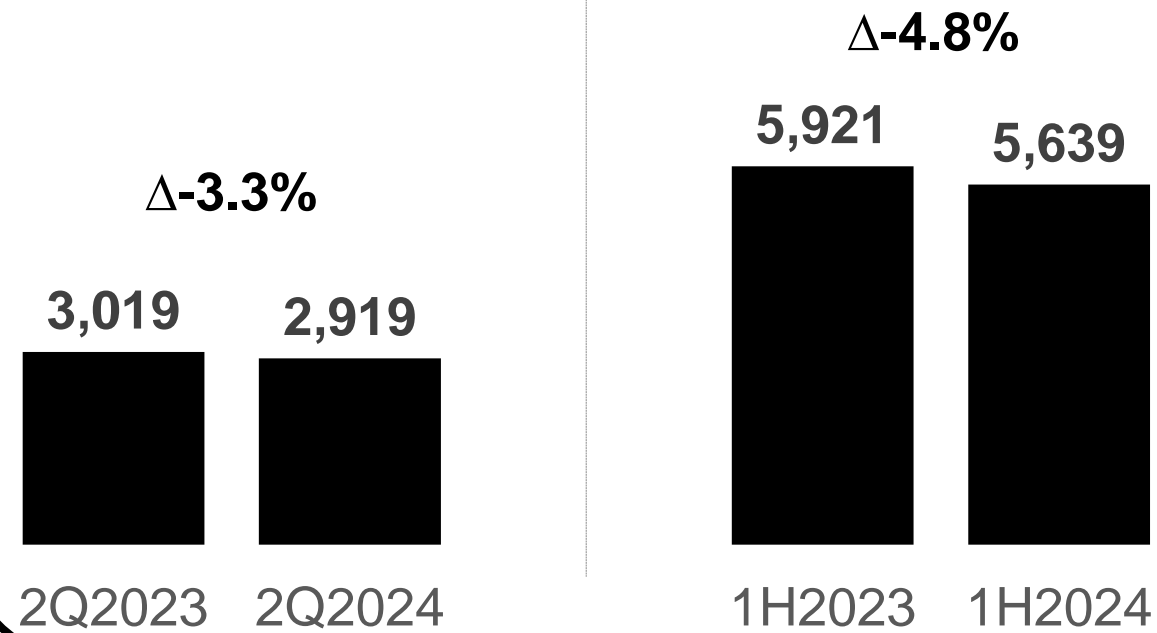


Robinsons
DEPARTMENT STORE

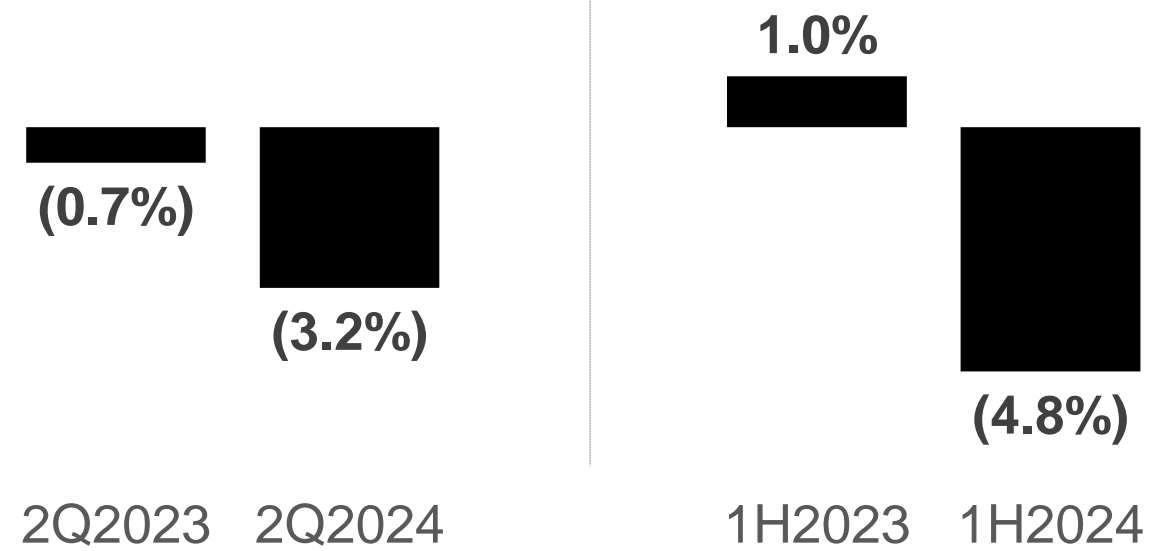
DIY Segment



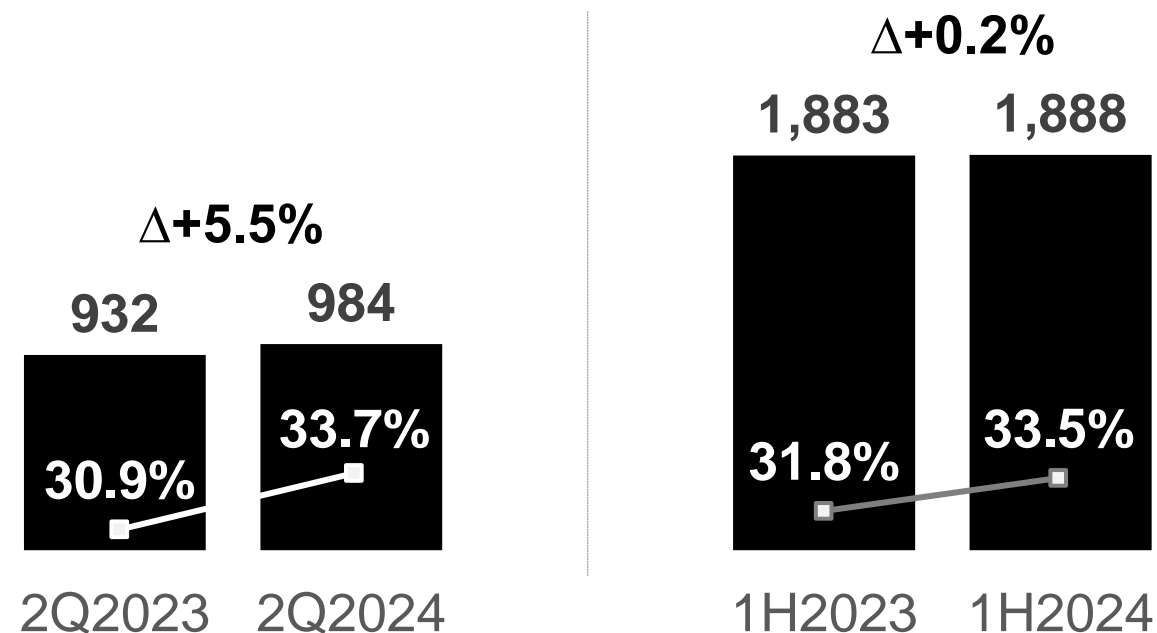
Net sales (₱ mm)



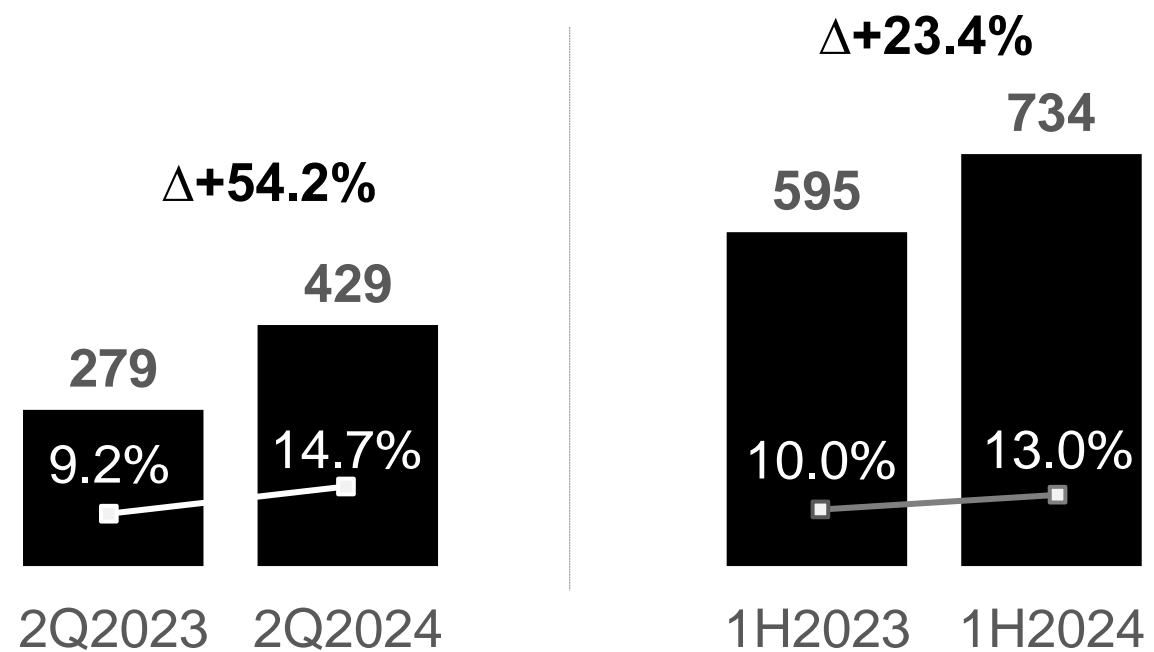
Same Store Sales Growth



Gross Profit (₱ mm)



EBITDA (₱ mm)



224 stores

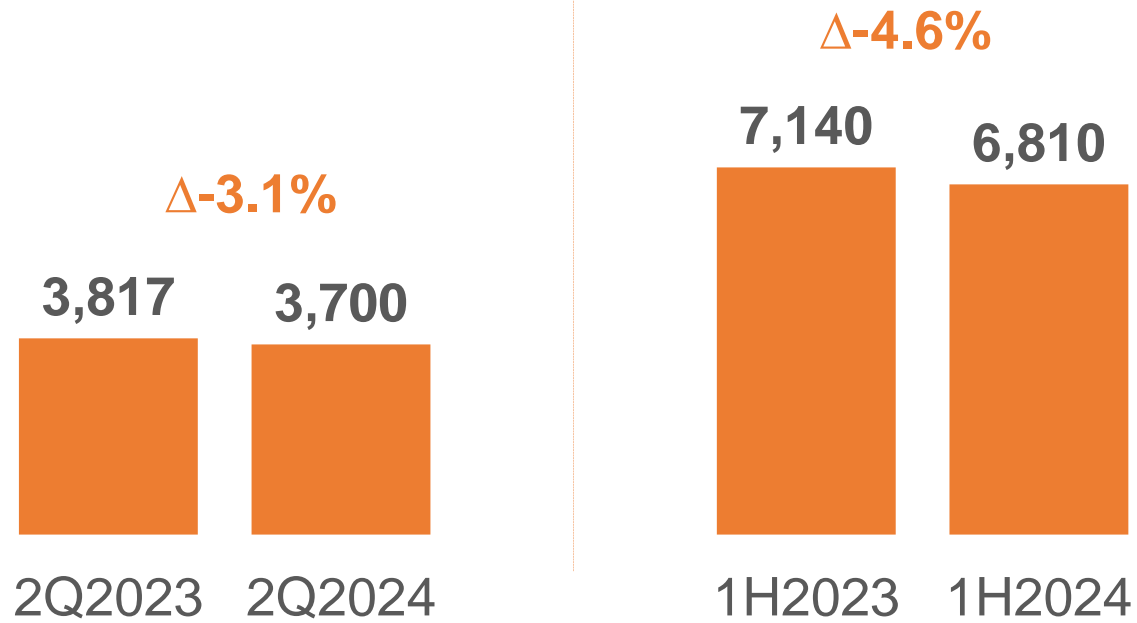
197 HANDYMAN ^{Pro} Best

27 True Value

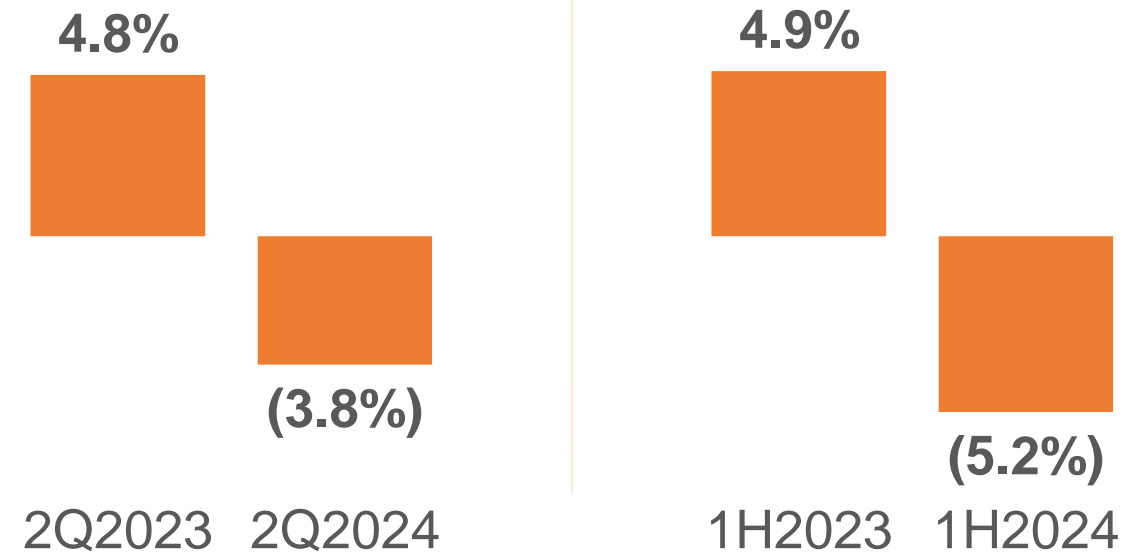
Specialty Segment



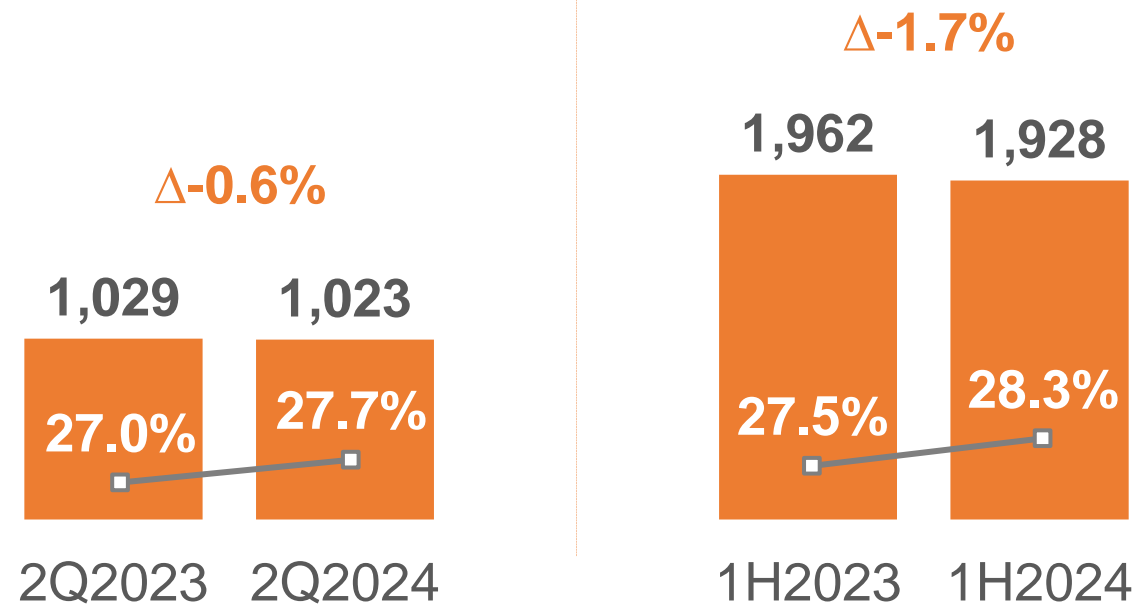
Net sales (₱ mm)



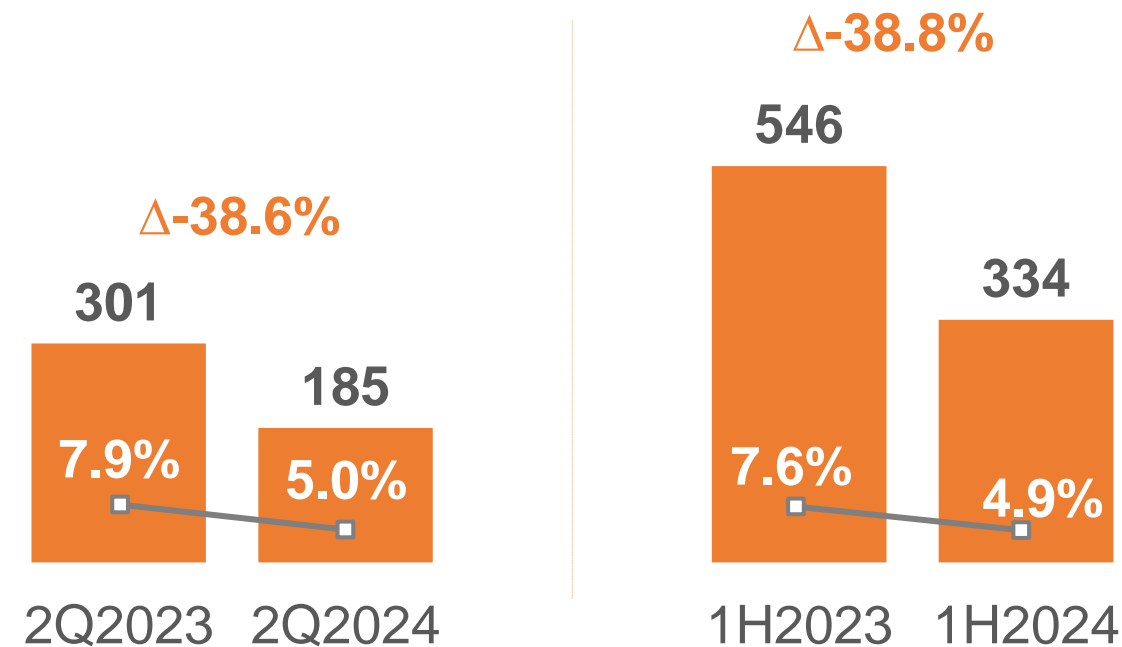
Same Store Sales Growth



Gross Profit (₱ mm)



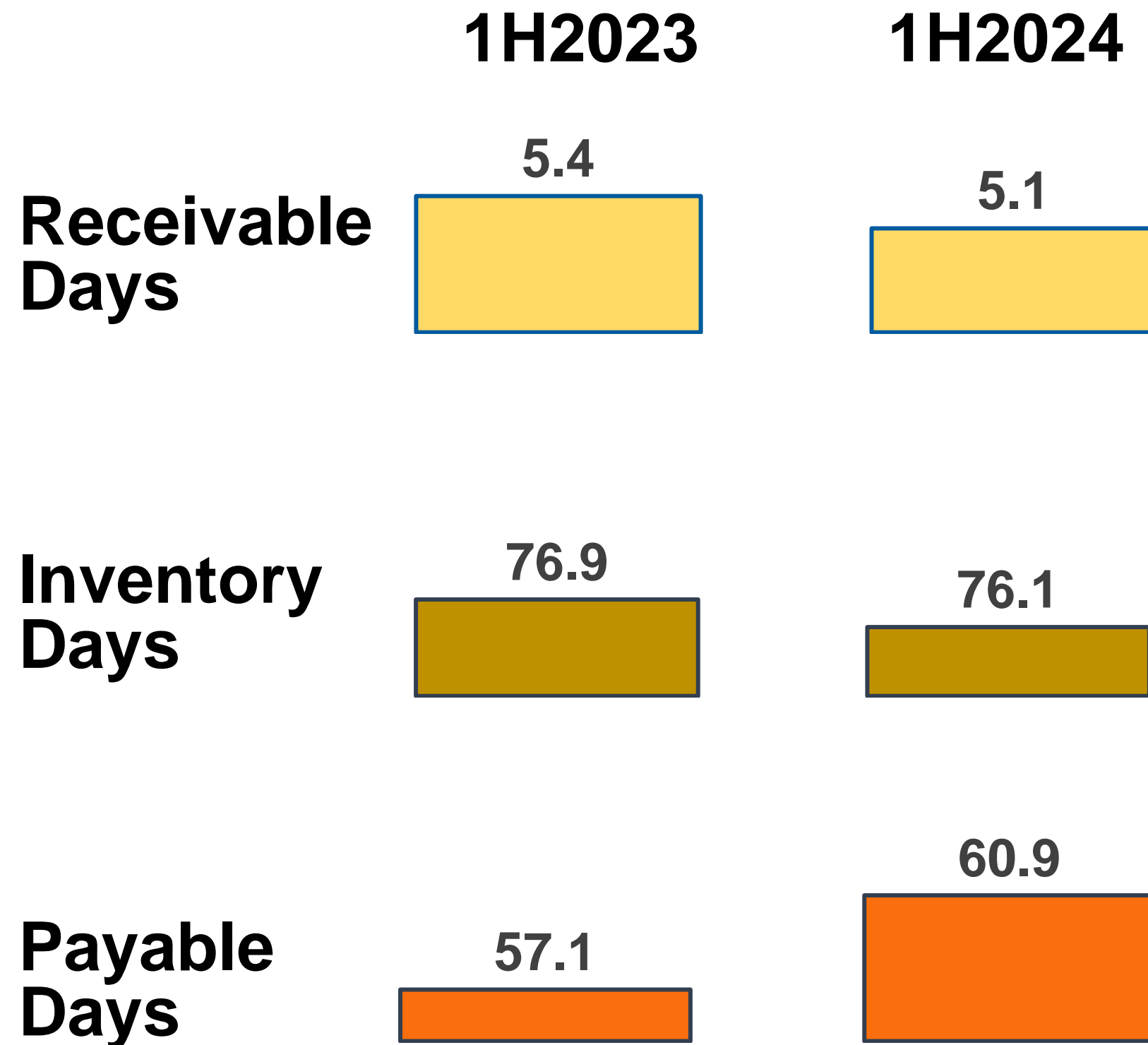
EBITDA (₱ mm)



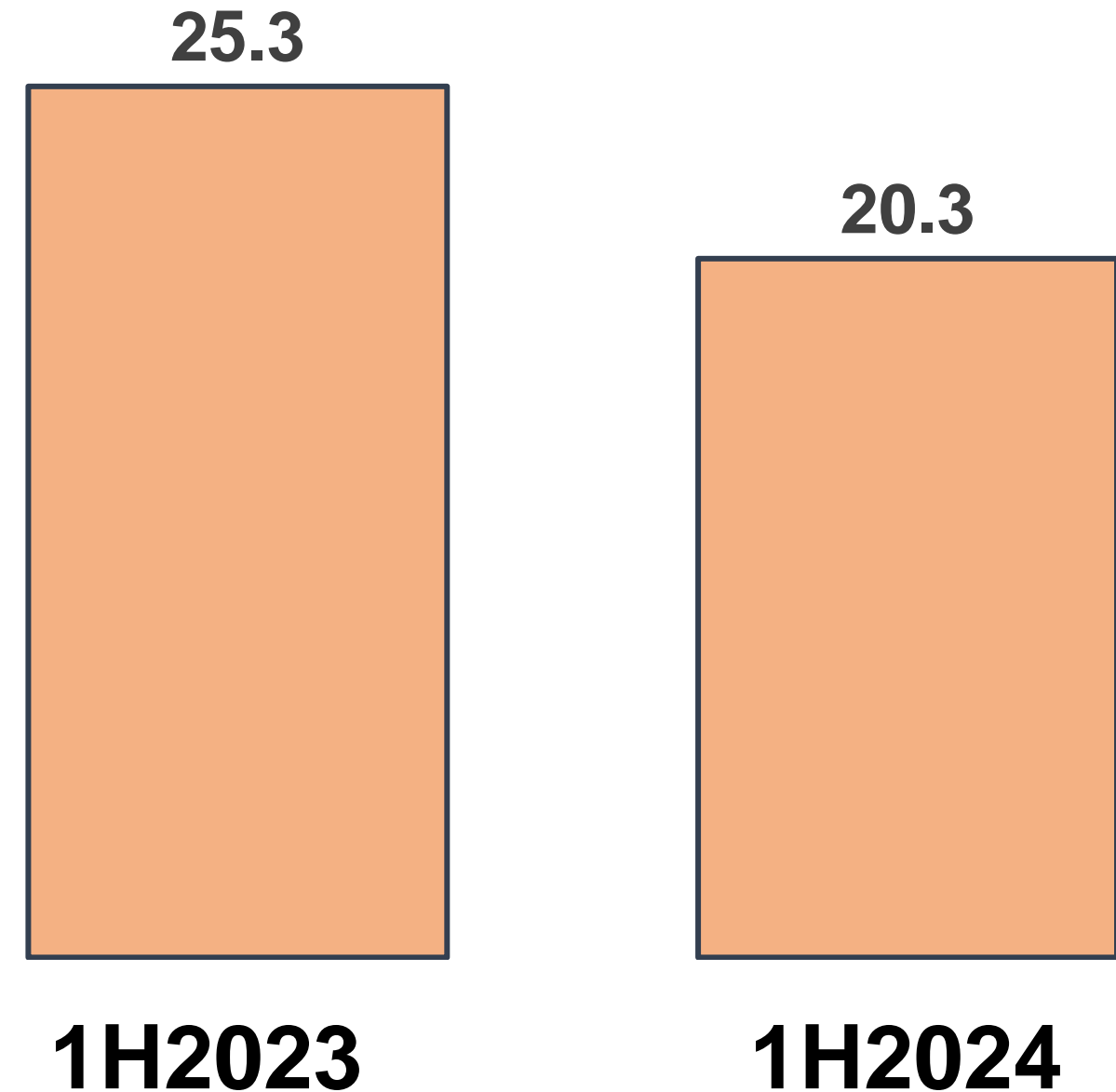
291 stores

121	Appliances & Electronics
42	Toys
105	Mass Merchandise
11	Beauty
10	Pet Retail
2	Lifestyle Sneakers

Working Capital



Cash Conversion Cycle



Balance Sheet

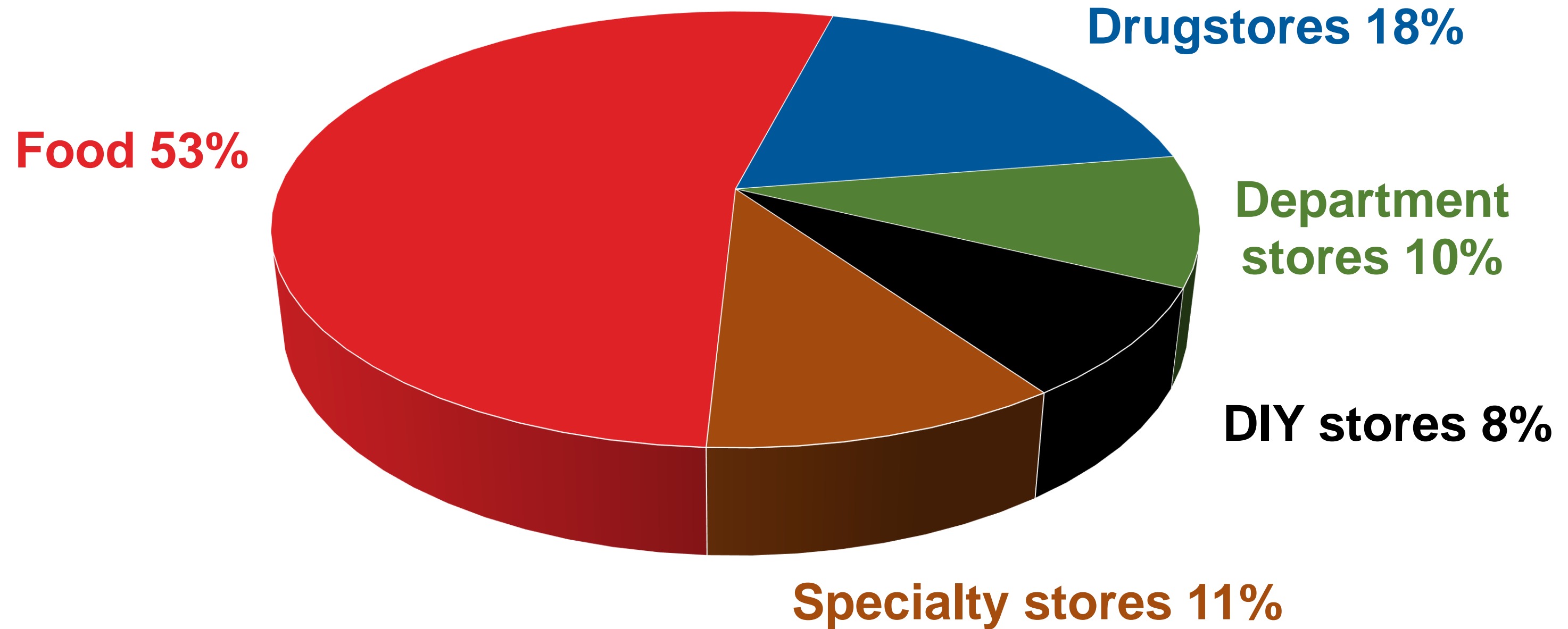


in ₱ mn	June 30, 2023 (Unaudited)	June 30, 2024 (Unaudited)
Cash & Cash Equivalents	8,199	11,449
Investment in Liquid Debt & Equity Securities	5,772	3,199
Total Assets	152,462	161,581
Total Debt	23,487	23,192
Total Equity	79,072	88,419
Return on Assets (trailing 12-months)*	3.3%	5.8%
Return on Equity (trailing 12-months)*	6.7%	11.4%
Net Debt (+) or Net Cash (-)**	9,516	8,544
Net D/E Ratio (x)	0.12	0.10

*Net Income Attributable to Parent (NIAP) as numerator

**Net Debt (+) or Net Cash (-) = Total Debt – (Cash & Cash Equivalents + Investment in Debt and Equity Securities excluding BPI shares and SAFE notes)

Capital Expenditures



1H2024 Organic Capex: ₱1.7 billion



Updates on *Minority* Investments



Updates on O!Save (1H24)



O!save

O!Save is a hard discount supermarket chain founded in 2021. It is operated by HD Retail Holding Pte Ltd, which RRHI has a 23% stake in.



270

Number of Stores
vs. 122 LY

280 sqm
Average store size

US\$97mn

Net Sales
vs. US\$37mn LY

3

Distribution Centers
*Pampanga, Rizal,
Bulacan*

Updates on G2M (1H24)



G2M Solutions Inc is a solution provider that effectively owns 100% of Growsari, a tech-enabled platform that helps the Philippines' over one million sari-sari stores. Launched in 2016, Growsari's business encompasses FMCG Commerce, Digital services, Financial services, and B2B enterprise logistics.

US\$436_{mn}
 1H24 Total Platform Value
 vs US\$350mn LY

23
 # of Key Cities

Total RRHI Investment

17.6
 US\$ million

14%
 stake

Series A
5.9
 US\$ million

Series B
2.1
 US\$ million

Series C
9.5
 US\$ million

Pre-Money Valuation Growth

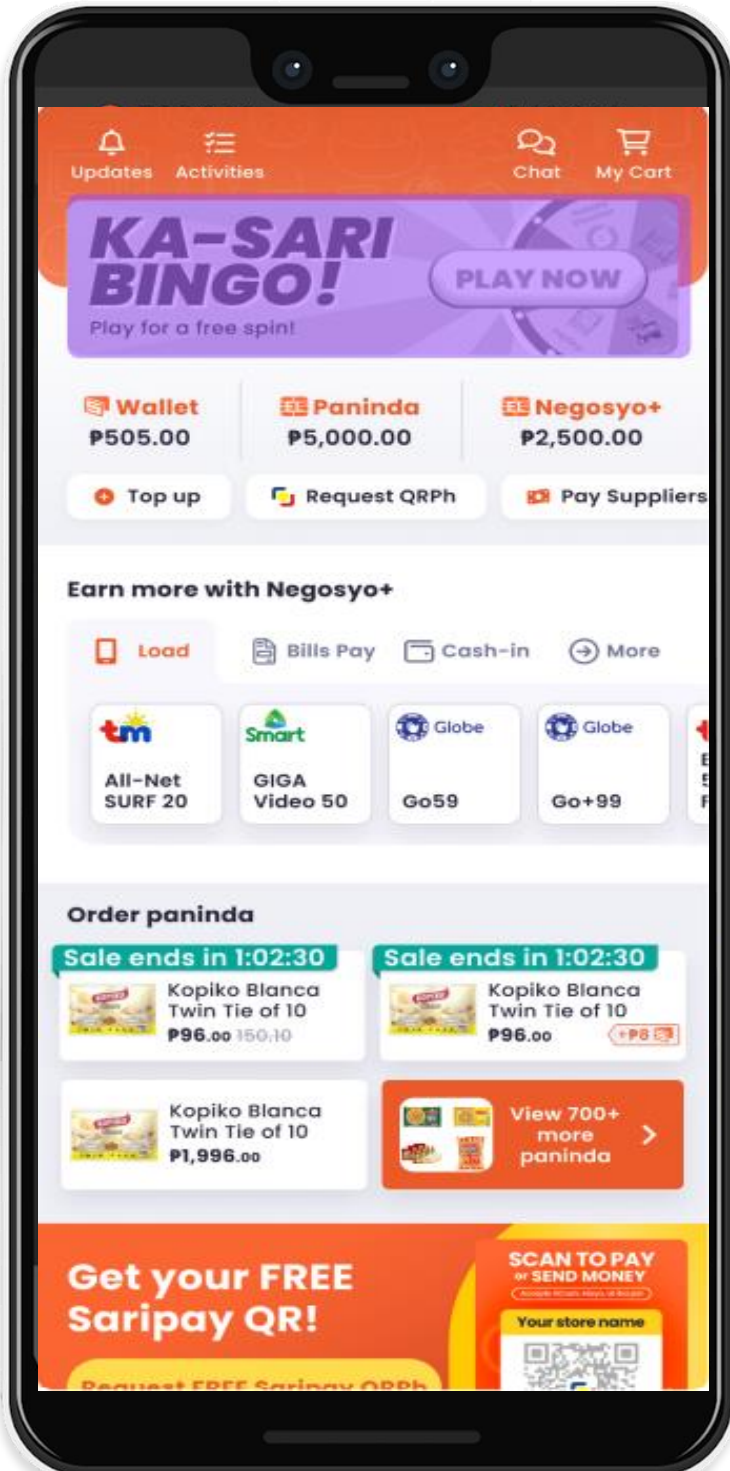
↑ 3.6x
 Series B vs Series A

↑ 3.3x
 Series C vs Series B

growsari
 All-In-One Negosyo Power!

- ORDER ANYTIME & ANYWHERE!
- FREE DELIVERY!
- BAGSAK PRESYO!
- DAGDAG NEGOSYO!
- GINHAWA SA PUHUNAN!

700+ Paninda choices, 300+ distributor priced items!





Organizational Changes in the Board of Directors and Officers of RRHI



Leadership Transition Approved by the Board of Directors on July 25, 2024



1. Mr. Lance Y. Gokongwei shall step down as Chairman and as a Director of RRHI to assume the role of Board Adviser of RRHI effective January 1, 2025.
2. Ms. Robina Gokongwei Pe shall transition to the role of Chairman of RRHI effective January 1, 2025. She will likewise be the Chairman of the Remuneration, Nomination and Succession Planning Committee effective January 1, 2025.
3. The election of Mr. Stanley C. Co as a Director of RRHI and his appointment as the President and Chief Executive Officer of RRHI effective January 1, 2025.
4. The election of Mr. Curtis Liu as a Director of RRHI and his appointment as a member of the Audit and Risk Oversight Committee effective September 1, 2024. He will take the seat to be vacated by Mr. Choo Peng Chee who has resigned as a Director and member of the Audit and Risk Oversight Committee of RRHI effective at the end of business hours on August 31, 2024.

Appointment of Stanley C. Co as President & CEO of Robinsons Retail effective January 1, 2025



- Appointed as President & CEO of Robinsons Retail effective January 1, 2025
- Current COO of Robinsons Retail handling Food, Drugstores, DIY, Appliances, Mass Merchandise, and Pets
- Former Managing Director of the Supermarket Segment; led segment to breach ₱100bn mark for the first time in 2022
- Former Group General Manager of DIY, Mass Merchandise, and Pets Segments
- Joined RRHI in 2003 as Division Merchandise Manager for Handyman
- Earned a bachelor's degree in commerce from the University of Santo Tomas in 1998, and an MBA from De La Salle University in 2003

Election of Mr. Curtis Liu as Robinsons Retail Director effective September 1, 2024



- Appointed by the DFI Retail Group as Food CEO effective September 1, 2024, succeeding Mr. Choo Peng Chee
- Has over 24 years of retail experience across Mainland China and Taiwan
- Previously served as the Merchandising and Marketing Director for Wellcome of DFI Retail Group and Walmart China
- Has significant expertise in offline-to-online (O2O) omnichannel strategies and data-driven customer analysis



Corporate Developments



Extension of Share Buyback Program



Additional
Share
Buyback

₱1.0bn

Total
Share
Buyback

₱8.0bn

Update on Current Share Buyback Program

As of July 29, 2024

Outstanding Shares	1.4bn
Cumulative Number of Shares Repurchased	132.8mn
Total Amount Repurchased	₱6.9bn
Remaining Amount	₱1.1bn

Robinsons Retail ranked 105th in inaugural Fortune SEA 500



BUSINESS

Gokongwei Group conglomerates ranked among top companies in Inaugural Fortune Southeast Asia 500

JG Summit lands at 55th spot, while Robinsons Retail is at 105 th in the list

BY MB BUSINESS

Jun 21, 2024 02:40 PM



55

JG Summit Holdings

105

Robinsons Retail Holdings

Fortune Rankings

Fortune Southeast Asia 500

GOKONGWEI
GROUP



Southstar, TGP open new distribution centers



Southstar Drug DC
Pasig City, Metro Manila

TGP DC
Consolacion, Cebu



Bringing communities together



Pet Lovers Centre's 1st Pet Wellness Walk
28 April 2024, Antipolo City



Shopwise's 1st Bike Fest
19 May 2024, Imus City



Southstar Drug's 13th Run for Wellness
16 June 2024, Quezon City



Robinsons Supermarket's 16th Fit and Fun Wellness Buddy Run
7 July 2024, Quezon City

25 execs finish Ateneo management program



Guidance for 2024



Net store additions
of **90-110**

SSSG target of
2%-4%

20-40bps gain on
gross margins

Organic CAPEX of
₱4.0-6.0bn



Thank you!



Income Statement



PHP mm	For the Quarter Ended		Six Months Ended	
	June 30		June 30	
	2023	2024	2023	2024
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
Sales - net of sales discounts and returns	46,385	47,823	90,978	93,710
Cost of merchandise sold	35,386	36,253	69,450	71,229
Gross Profit	10,999	11,570	21,528	22,481
Royalty, rent and other revenues	245	284	580	648
Gross profit including other revenue	11,244	11,854	22,109	23,129
Operating expenses	(9,190)	(9,649)	(18,231)	(19,039)
EBIT	2,054	2,205	3,878	4,090
EBITDA	3,881	4,007	7,523	7,680
Interest income	60	42	166	92
Foreign currency exchange gain (loss) - net	18	41	(73)	52
Dividend income	570	666	613	709
Equity in net earnings of an associate	(150)	(89)	(280)	(235)
Interest expense	(779)	(768)	(1,519)	(1,524)
Others	(18)	65	(37)	4,450
OTHER INCOME (CHARGES)	(300)	(42)	(1,131)	3,545
INCOME BEFORE INCOME TAX	1,754	2,162	2,747	7,635
Provision for income tax	357	294	666	550
NET INCOME	1,398	1,869	2,081	7,084
Net income attributable to:				
Equity holders of the Parent Company	1,262	1,719	1,799	6,800
Non-controlling interest in consolidated subs	136	150	282	285
	1,398	1,869	2,081	7,084
Earnings Per Share				
Basic	0.86	1.19	1.22	4.70
Weighted	0.86	1.18	1.22	4.67
Shares Outstanding				
End of Period	1,475	1,445	1,475	1,445
Weighted	1,473	1,454	1,475	1,456

Balance Sheet



PHP mm	December 31 (Audited) 2023	June 30 (Unaudited) 2024
Current Assets		
Cash and cash equivalents	13,173	11,449
Trade and other receivables	3,948	2,677
Merchandise inventories	29,668	29,780
Other current assets	1,682	1,601
Total Current Assets	48,471	45,507
Noncurrent assets Held For Sale	8,318	-
Investment in debt and equity securities	26,411	45,463
Property and equipment	23,392	23,431
Right-of-use asset	19,914	18,643
Investment in associates	1,721	1,657
Intangible assets	22,680	22,679
Other noncurrent assets	4,115	4,201
Total Noncurrent Assets	98,233	116,074
Total Assets	155,023	161,581
LIABILITIES AND EQUITY		
Current Liabilities		
Trade and other payables	26,899	23,840
Short-term loans payable	8,129	12,139
Current portion of lease liability	3,587	3,519
Other current liabilities	659	592
Total Current Liabilities	39,273	40,090
Total Noncurrent Liabilities	36,372	33,073
Total Liabilities	75,645	73,162
Equity		
Capital stock	1,576	1,576
Additional paid-in capital	40,768	40,768
Treasury stocks	(6,410)	(6,849)
Equity reserve	(743)	(743)
Retained earnings	37,822	41,715
Other comprehensive income	2,266	7,731
Total equity attributable to equity holders of Parent Company	75,280	84,199
Non-controlling interest in consolidated subsidiaries	4,098	4,220
Total Equity	79,378	88,419
Total Liabilities and Equity	155,023	161,581

Cash Flow



	December 31 (Audited)	June 30 (Unaudited)	June 30 (Unaudited)
	2023	2023	2024
CASH FLOWS FROM OPERATING ACTIVITIES			
Income before income tax	6,173	2,747	7,635
Depreciation and amortization including ROU amortization - PFRS 16	7,500	3,645	3,590
Retirement expense	317	85	132
Others including interest on Lease Liability-PFRS 16	2,580	1,061	(3,733)
Operating income before working capital changes	16,570	7,537	7,624
Working capital changes	(97)	(4,361)	(2,404)
Interest received	322	166	90
Retirement contributions and benefits paid	(200)	0	0
Income tax paid	(1,630)	(672)	(749)
Net cash flows generated from (used in) operations	14,965	2,670	4,561
CASH FLOWS FROM INVESTING ACTIVITIES			
Investment in associates and acquisitions	(1,004)	(414)	(749)
Disposal of bonds and other securities	5,054	2,946	390
Purchase of BPI shares	(19,756)	(19,479)	0
CAPEX for stores, Head Office and DC	(6,517)	(3,558)	(1,995)
Dividends received	886	336	1,019
Others	(98)	(60)	23
Net cash flows generated from (used in) investing activities	(21,434)	(20,229)	(1,312)
CASH FLOWS FROM FINANCING ACTIVITIES			
Availment of loan	29,573	24,966	9,409
Payment of loan	(16,629)	(9,888)	(7,587)
Dividends paid	(3,529)	(3,308)	(3,055)
Lease payments - PFRS 16	(5,317)	(2,621)	(2,550)
Interest expense paid on loans	(1,224)	(684)	(749)
Share buyback	(985)	(452)	(438)
Net cash flows used in financing activities	1,890	8,012	(4,970)
Effect of forex on cash and cash equivalents	(14)	(21)	(3)
Net increase (decrease) in cash and cash equivalents	(4,594)	(9,568)	(1,724)
Cash and cash equivalents at beginning of year	17,767	17,767	13,173
CASH AND CASH EQUIVALENTS AT END OF PERIOD	13,173	8,199	11,449