

Full Year 2024 Unaudited Earnings Results

6 February 2025



Agenda



1 Performance Highlights

2 Store Network

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4 Updates on Minority Investments

5 2025 Guidance

AT THE HEART OF MEANINGFUL RETAIL



4Q2024 Performance Highlights



Net Sales

₱**56.8**bn

▲ 5.3%

Same Store
Sales Growth

3.4%

Gross Profit

₱**13.8**bn

▲ 8.7%

Gross Margin:
24.3% +80bps

EBIT

₱**3.4**bn

▲ 20.9%

EBIT Margin:
6.0%, +80bps

Core Earnings

₱**2.3**bn

▲ 21.9%

Net Income
to Parent

₱**2.5**bn

▲ 62.4%

FY2024 Performance Highlights



Net Sales

₱ **199.2** bn

▲ 3.7%

Same Store
Sales Growth

1.5%

Gross Profit

₱ **48.1** bn

▲ 5.5%

Gross Margin:
24.2% +40bps

EBIT

₱ **9.8** bn

▲ 9.1%

EBIT Margin:
4.9%, +20bps

Core Earnings

₱ **6.3** bn

▲ 12.3%

Net Income
to Parent

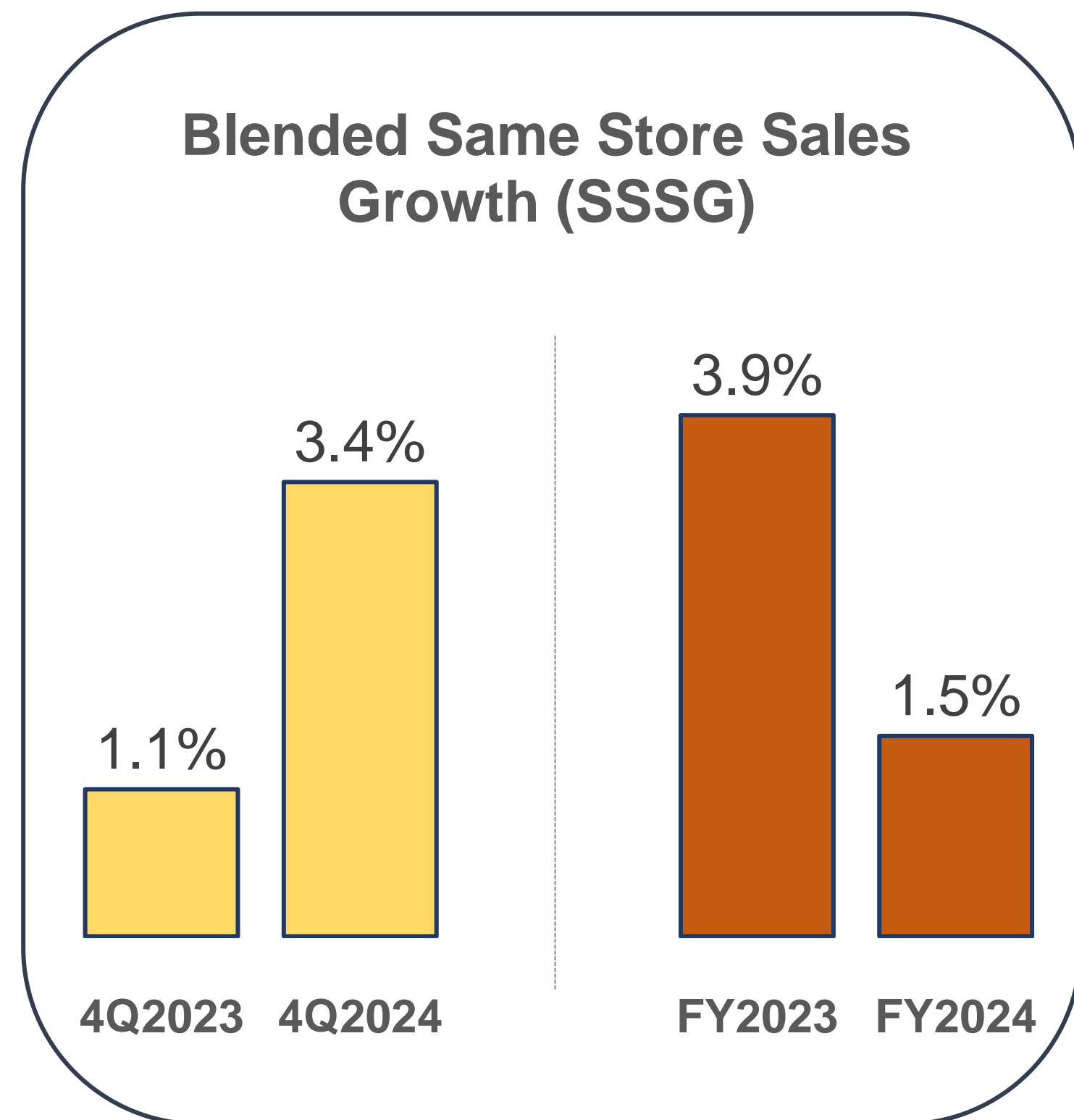
₱ **10.3** bn

▲ 2.5x

Revenue Trends



	4Q23	4Q24	FY23	FY24	4QΔ	FYΔ
Food	31.6	33.5	114.9	120.3	6.1%	4.6%
Drugstores	9.0	9.5	33.4	35.8	5.9%	7.3%
Department stores	5.5	5.9	16.3	16.6	6.6%	2.1%
DIY stores	3.3	3.3	12.3	11.8	-1.8%	-4.2%
Specialty stores	4.5	4.6	15.2	14.7	1.6%	-3.7%
TOTAL (₱ bn)	53.9	56.8	192.1	199.2	5.3%	3.7%



Consolidated Results – P&L

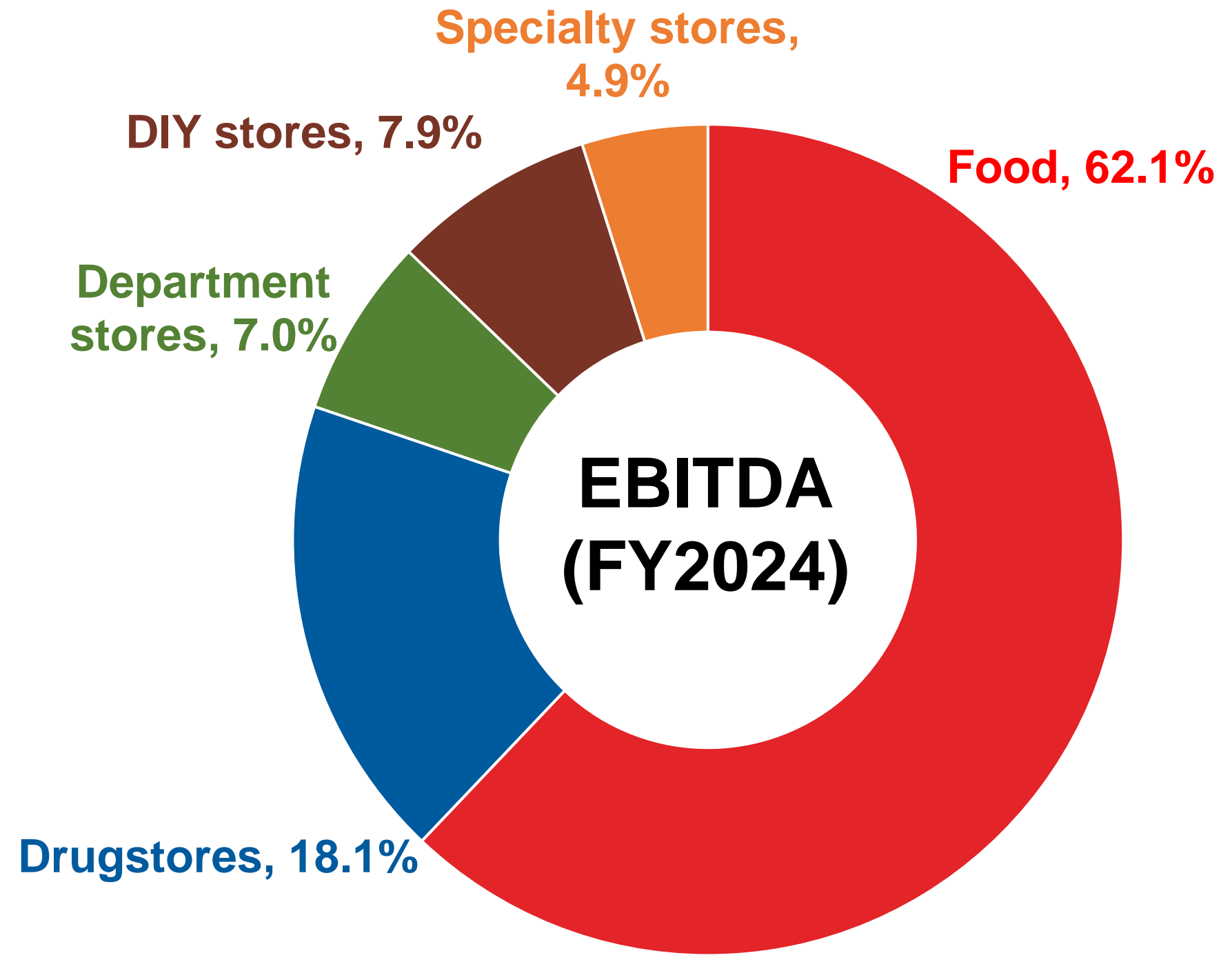
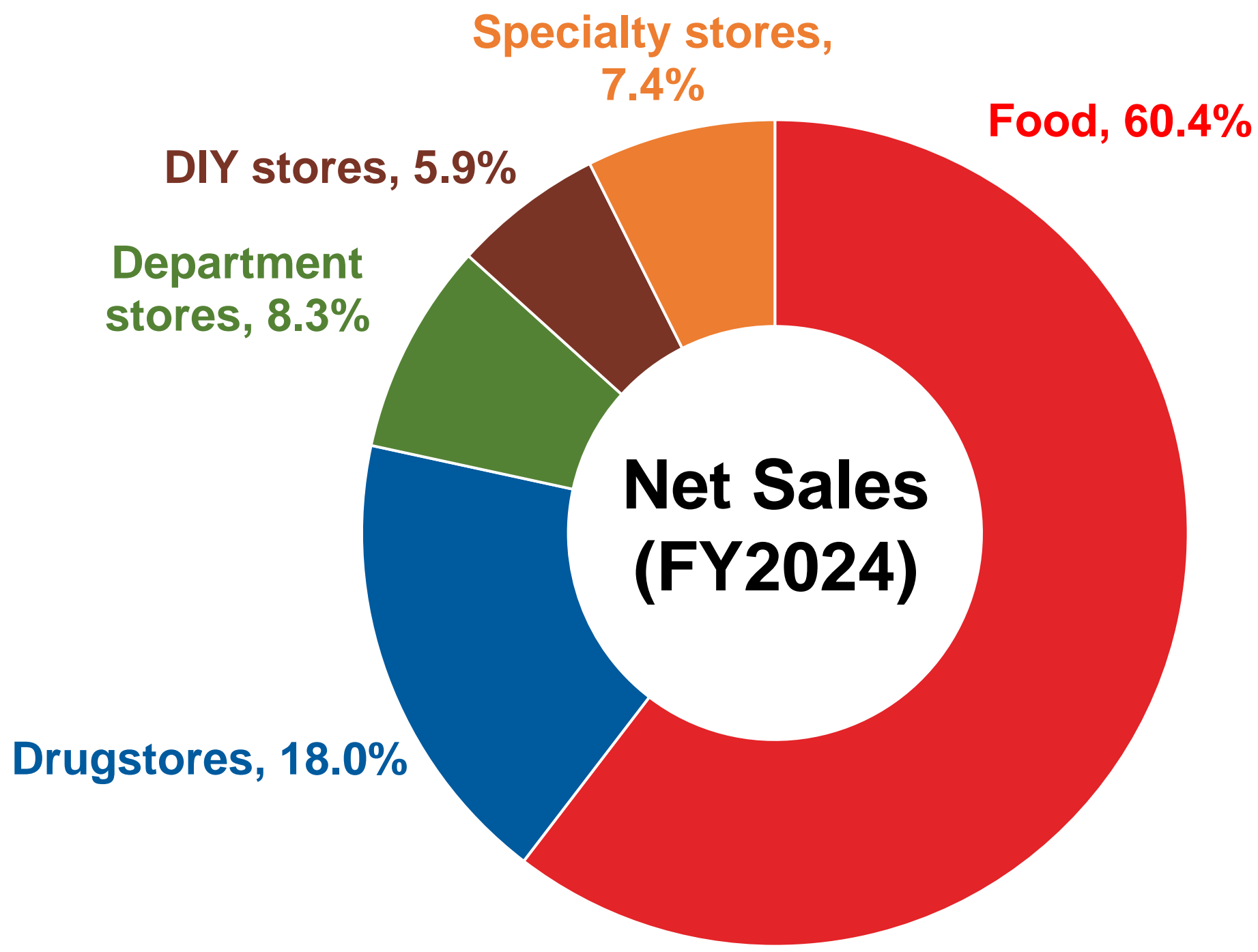


In ₱ mn	4Q23	4Q24	FY23	FY24	4QΔ	FYΔ
Net Sales	53,926	56,758	192,126	199,167	5.3%	3.7%
SSSG	1.1%	3.4%	3.9%	1.5%		
Gross Profit	12,707	13,817	45,600	48,121	8.7%	5.5%
Gross Margin	23.6%	24.3%	23.7%	24.2%		
EBITDA	4,791	5,299	16,442	17,027	10.6%	3.6%
EBITDA Margin	8.9%	9.3%	8.6%	8.5%		
EBIT	2,806	3,391	8,942	9,753	20.9%	9.1%
EBIT Margin	5.2%	6.0%	4.7%	4.9%		
Other income – net	(678)	(165)	(2,769)	2,666		
Income Before Tax	2,128	3,226	6,173	12,419	51.6%	101.2%
Taxes	479	566	1,524	1,515		
Net Income	1,649	2,661	4,649	10,904	61.3%	134.5%
Net Income – Parent	1,515	2,461	4,097	10,269	62.4%	150.6%
N.I. - Parent Margin	2.8%	4.3%	2.1%	5.2%		
Core Net Earnings ⁽¹⁾	1,854	2,260	5,640	6,334	21.9%	12.3%
EPS ⁽²⁾	1.03	1.72	2.78	7.10	66.3%	155.2%

⁽¹⁾ **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, and others

⁽²⁾ **EPS:** based on Net Income Attributable to Parent (NIAP)

Net Sales and EBITDA Breakdown



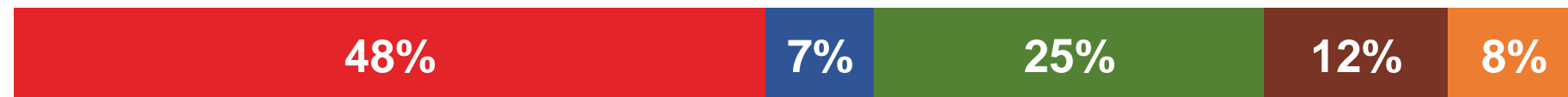
Store Network



Total of 2,453 stores plus 2,115 TGP Branches

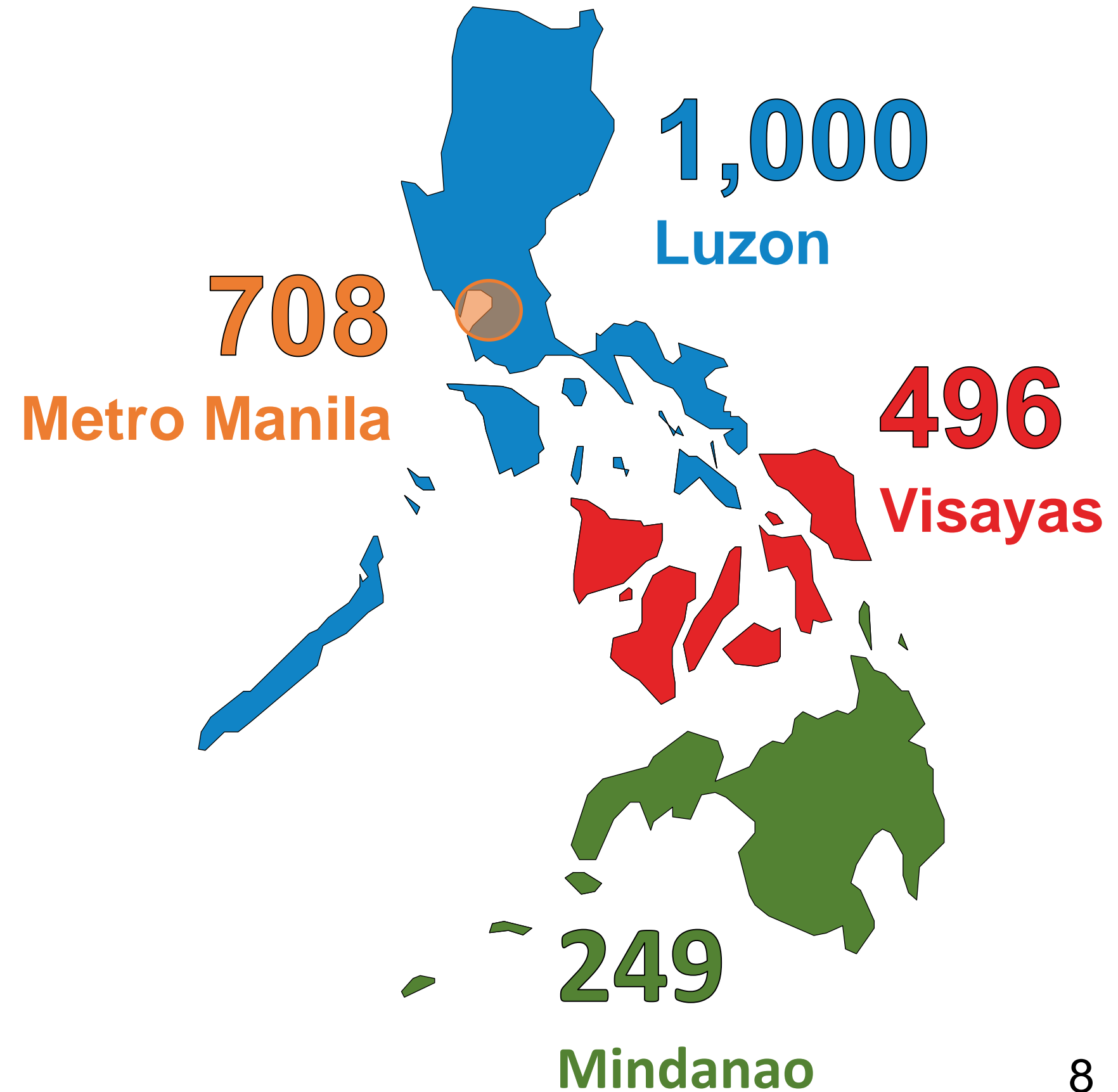
	Metro Manila	Luzon	Visayas	Mindanao	Total
Food	399	292	52	18	761
Drugstores ¹	147	466	351	169	1,133
Department Stores	9	20	12	9	50
DIY Stores	62	100	38	27	227
Specialty Stores	91	122	43	26	282
Total	708	1000	496	249	2,453
<i>TGP</i>	434	1,155	335	191	2,115

With gross floor area (GFA) of 1.54 million sqm¹



Gross Floor area per segment as % of total

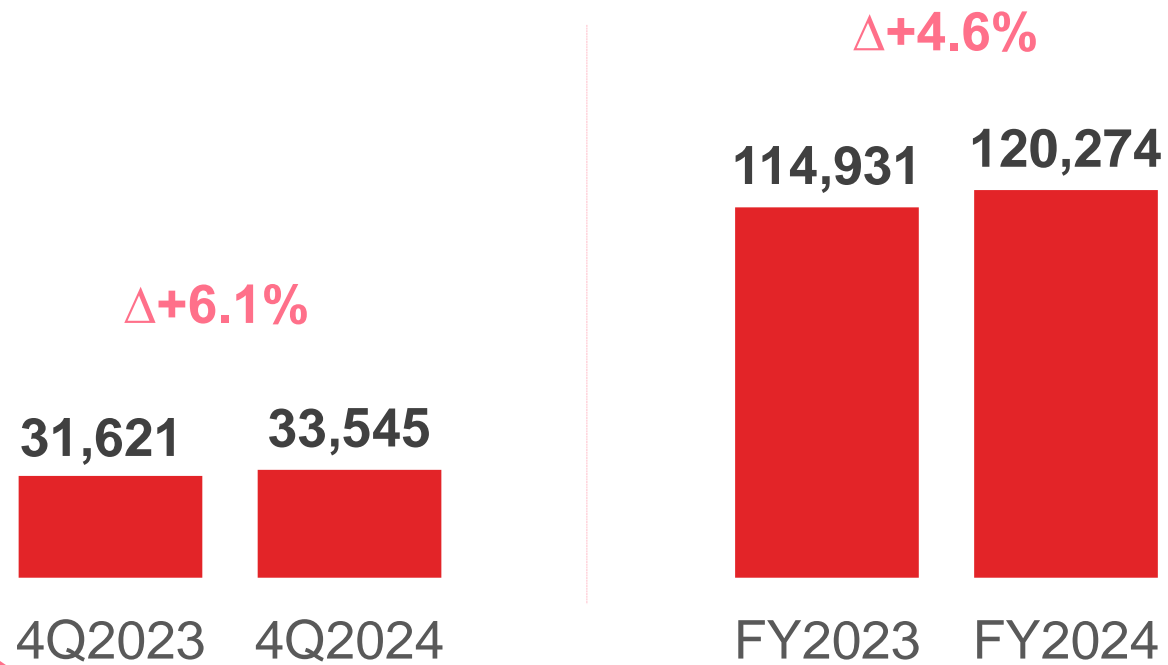
¹ Excluding TGP



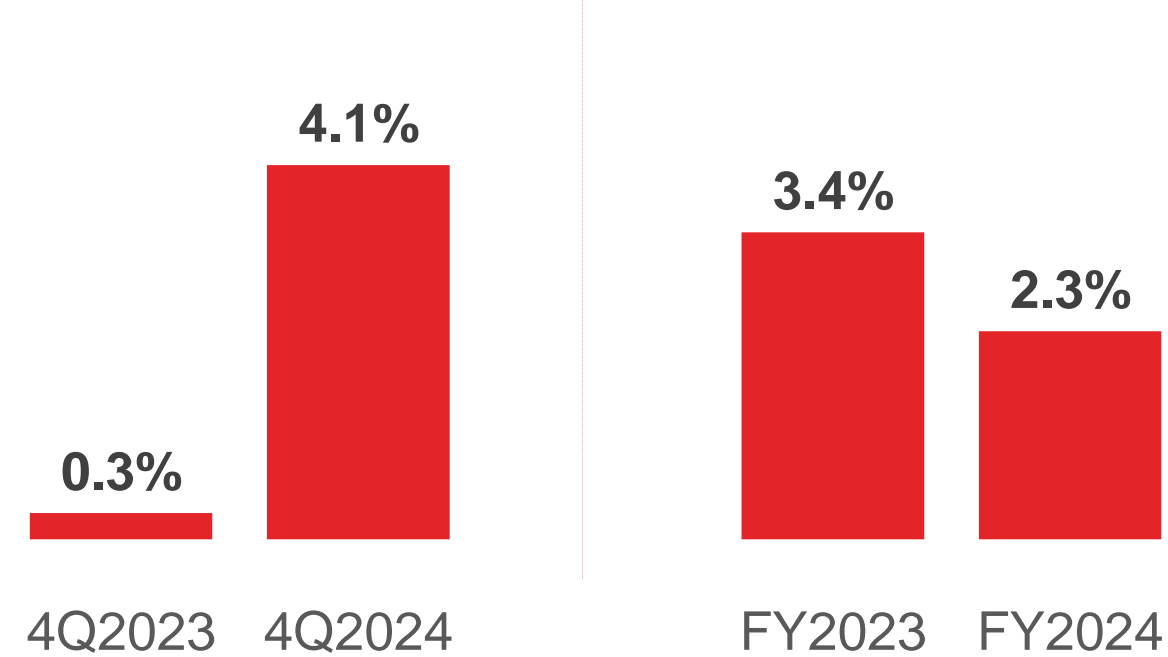
Food Segment



Net Sales (₱ mm)

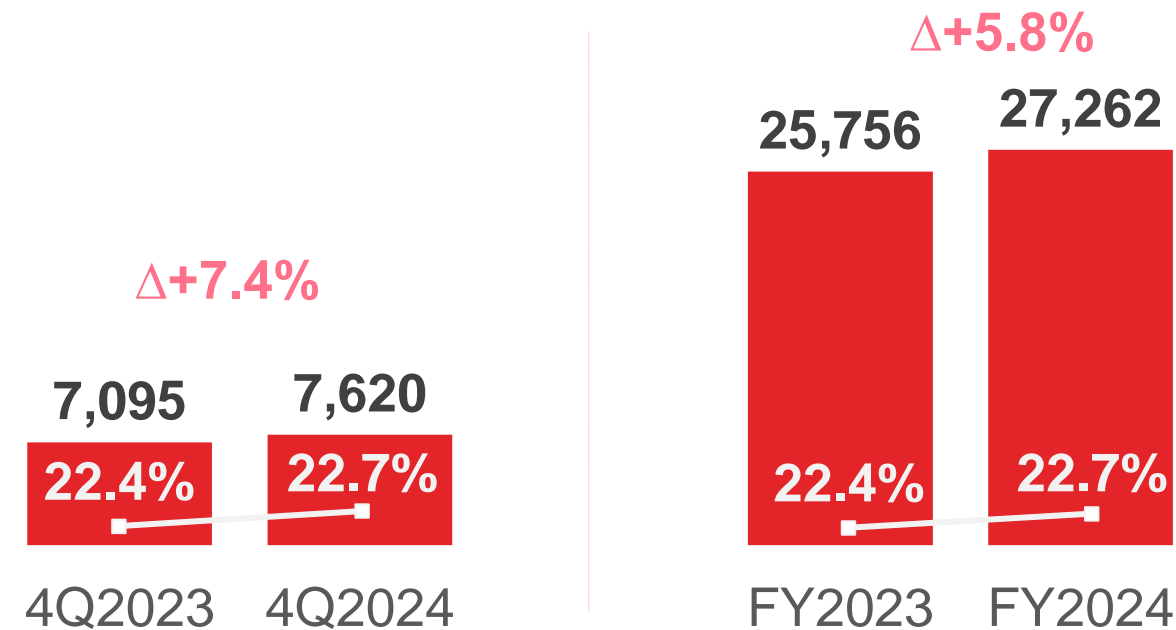


Same Store Sales Growth

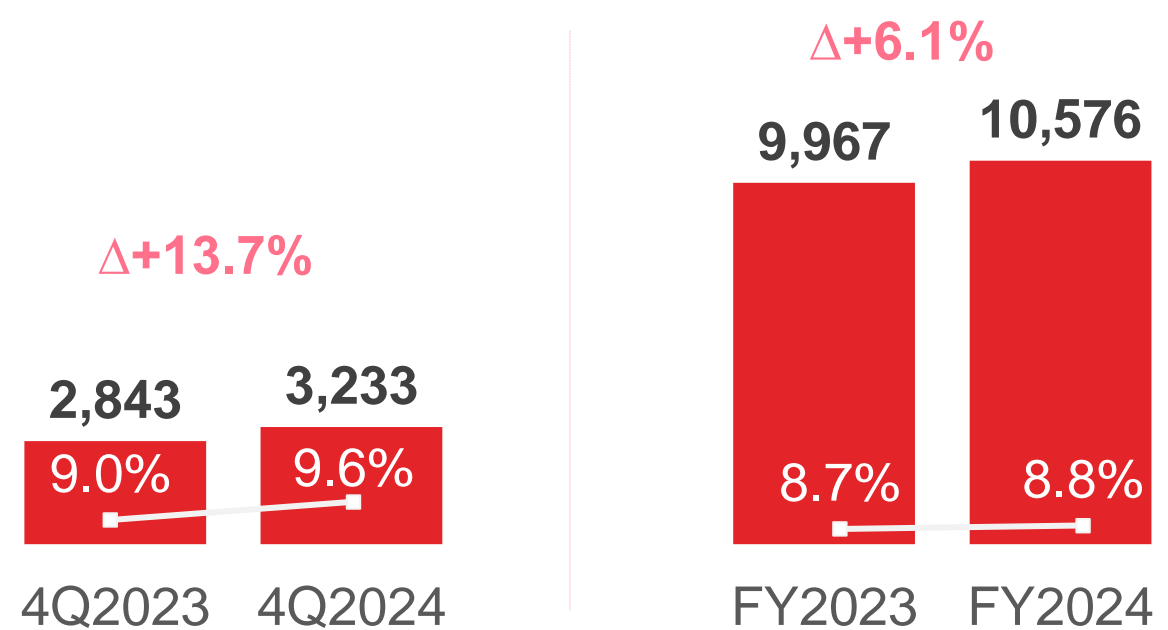


761 stores

Gross Profit (₱ mm)



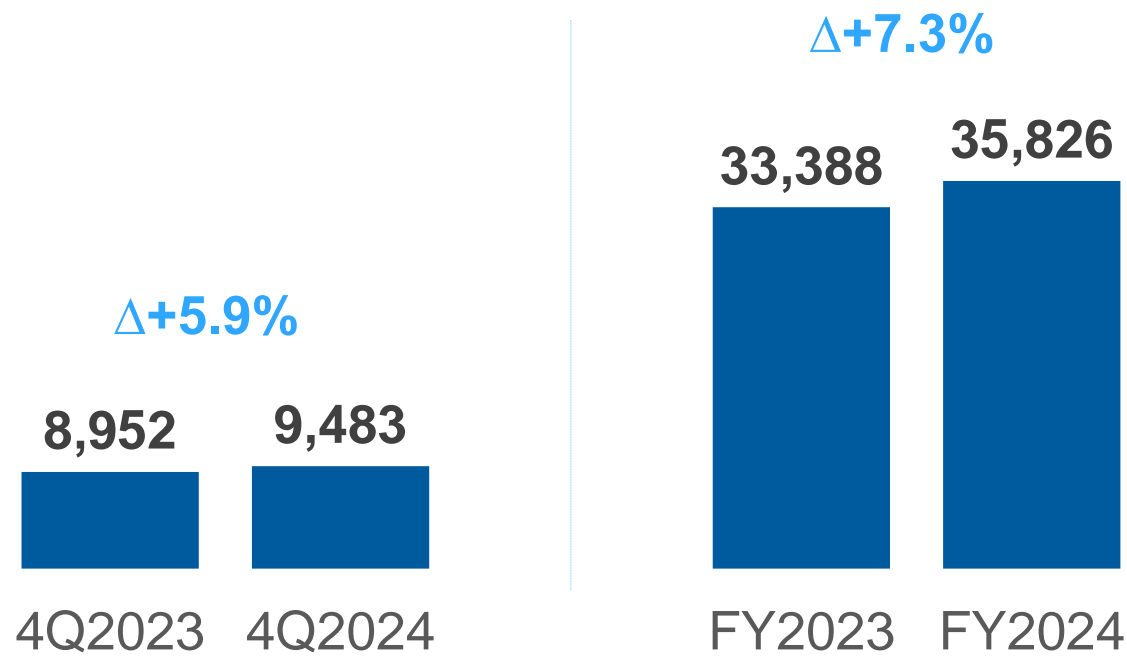
EBITDA (₱ mm)



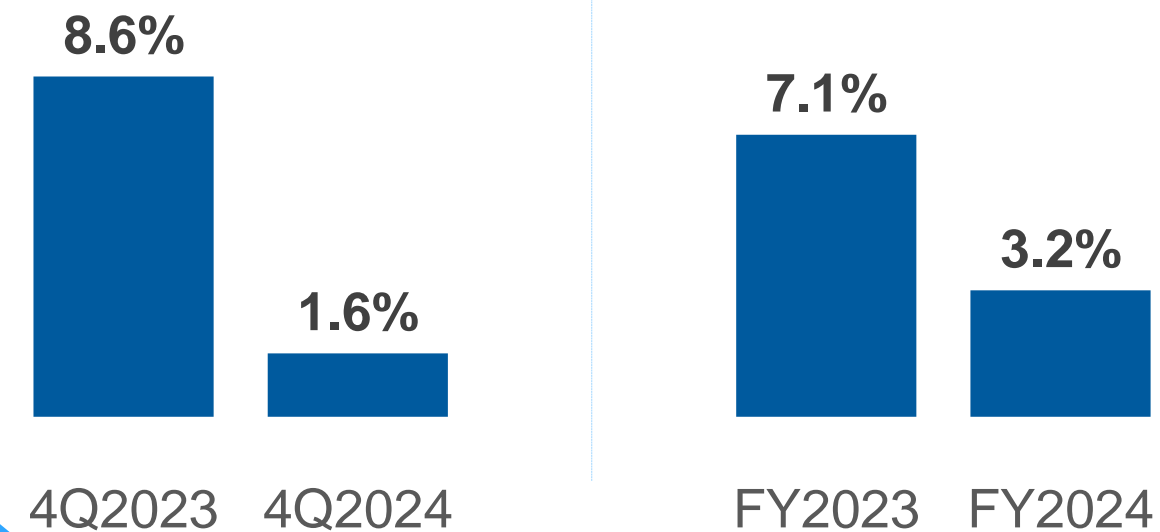
Drugstore Segment



Net Sales (₱ mm)

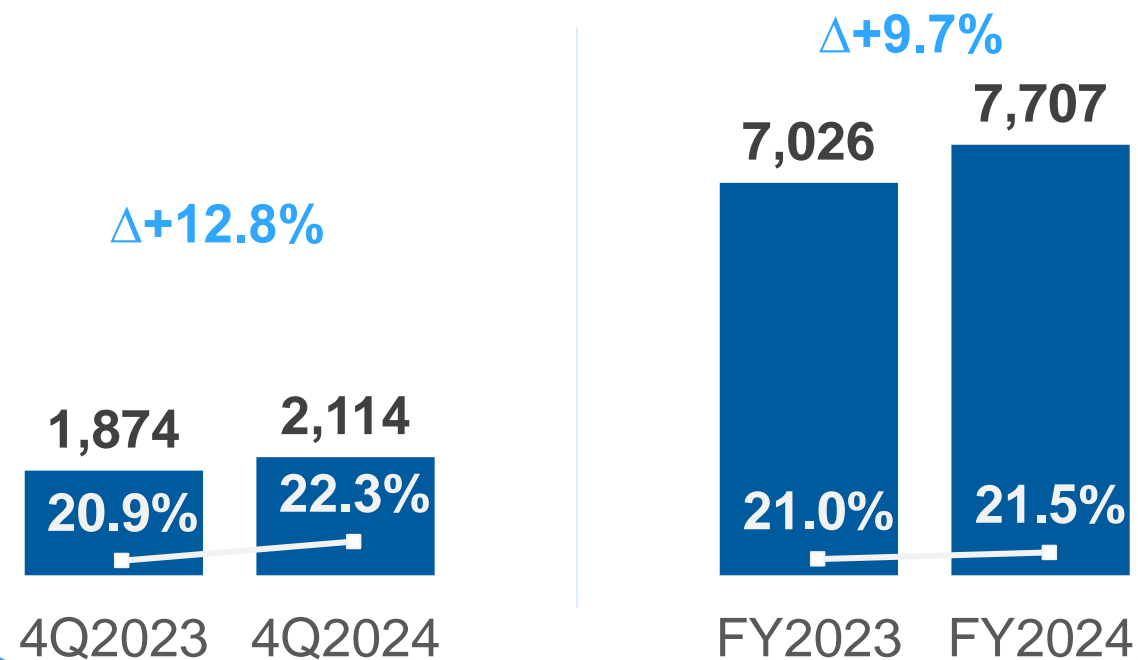


Same Store Sales Growth (1)

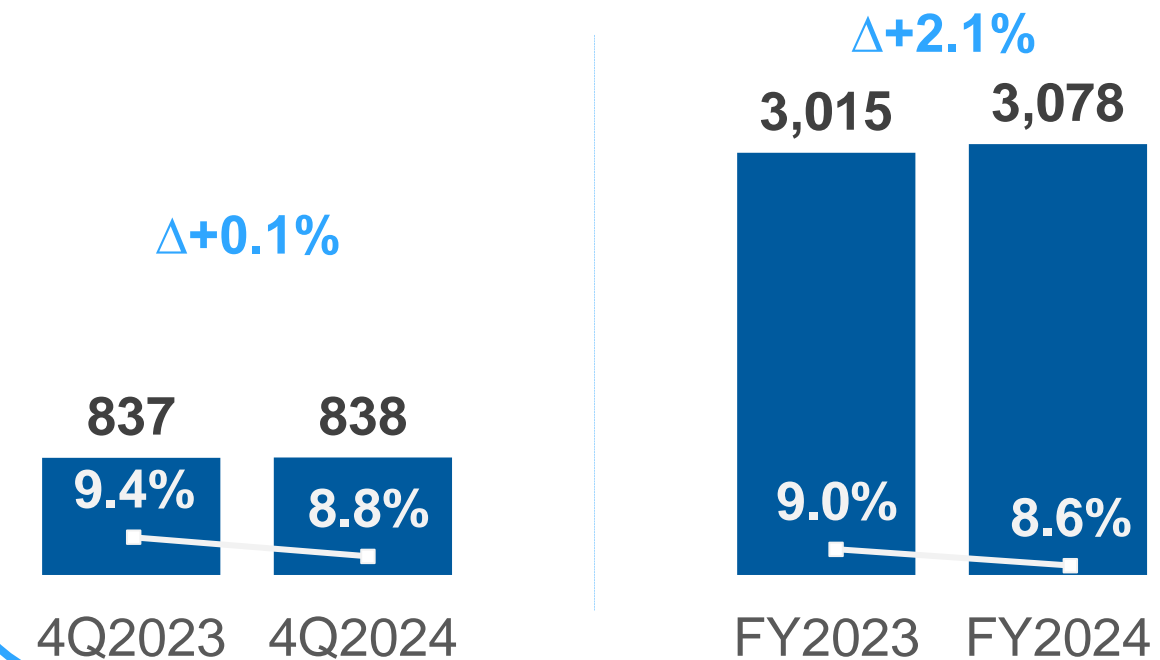


1,133 owned stores
2,115 franchised stores

Gross Profit (₱ mm)



EBITDA (₱ mm)

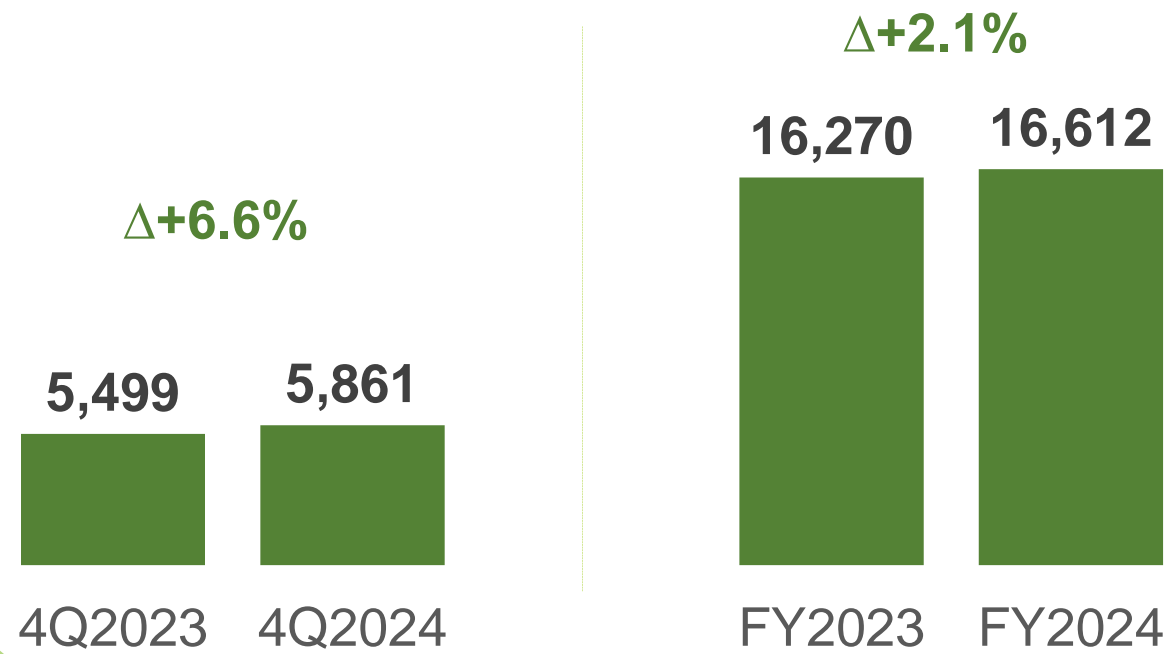


(1) SSSG includes Southstar Drug and Rose Pharmacy only. TGP does not report systemwide sales.

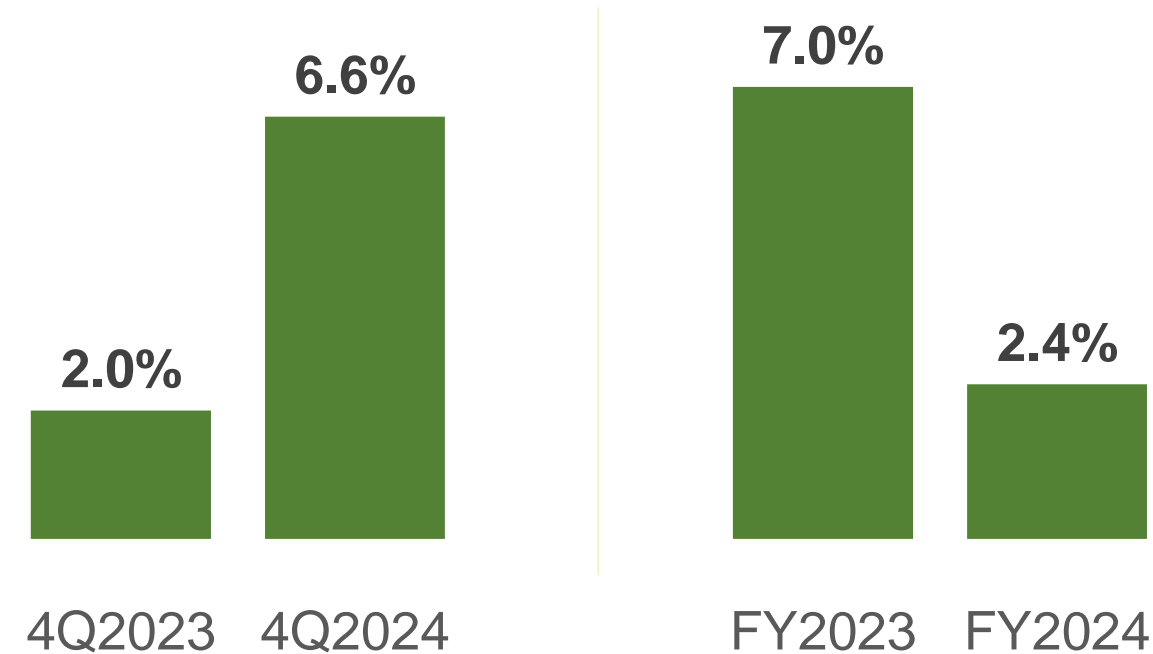
Department Store Segment



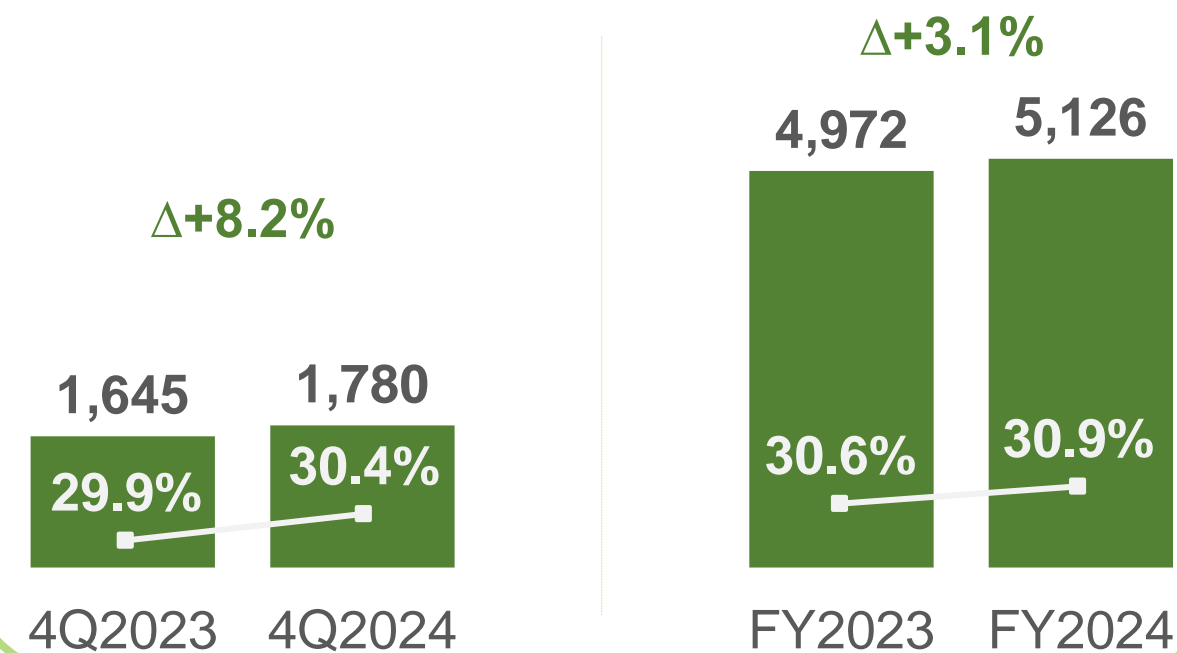
Net Sales (₱ mm)



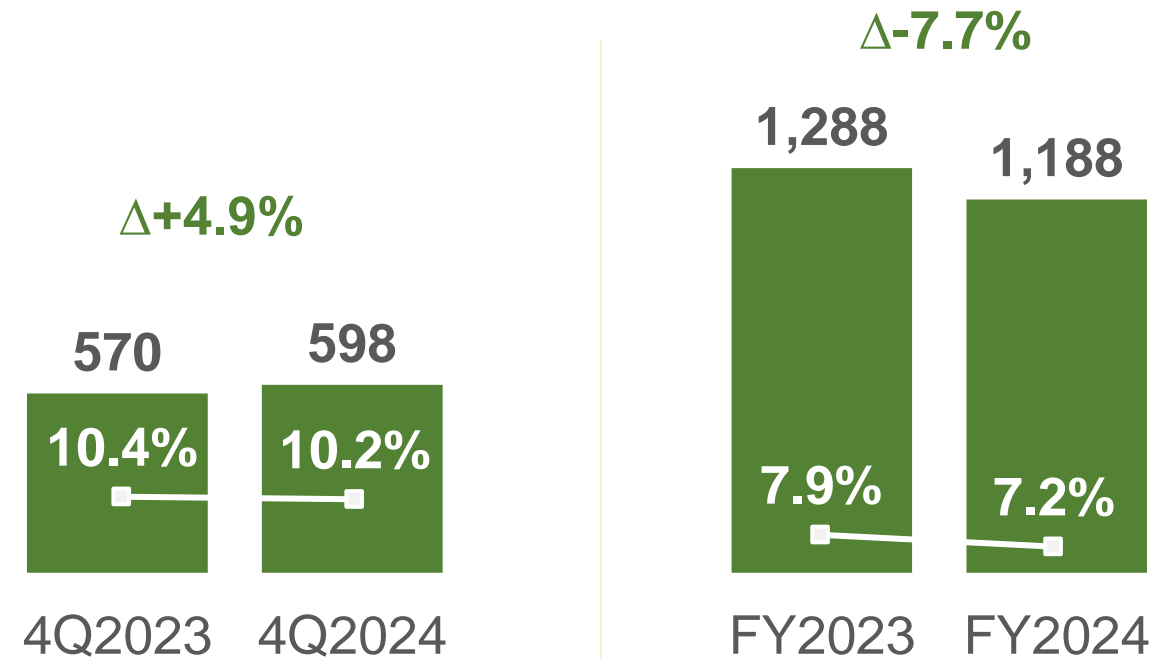
Same Store Sales Growth



Gross Profit (₱ mm)



EBITDA (₱ mm)



50 stores

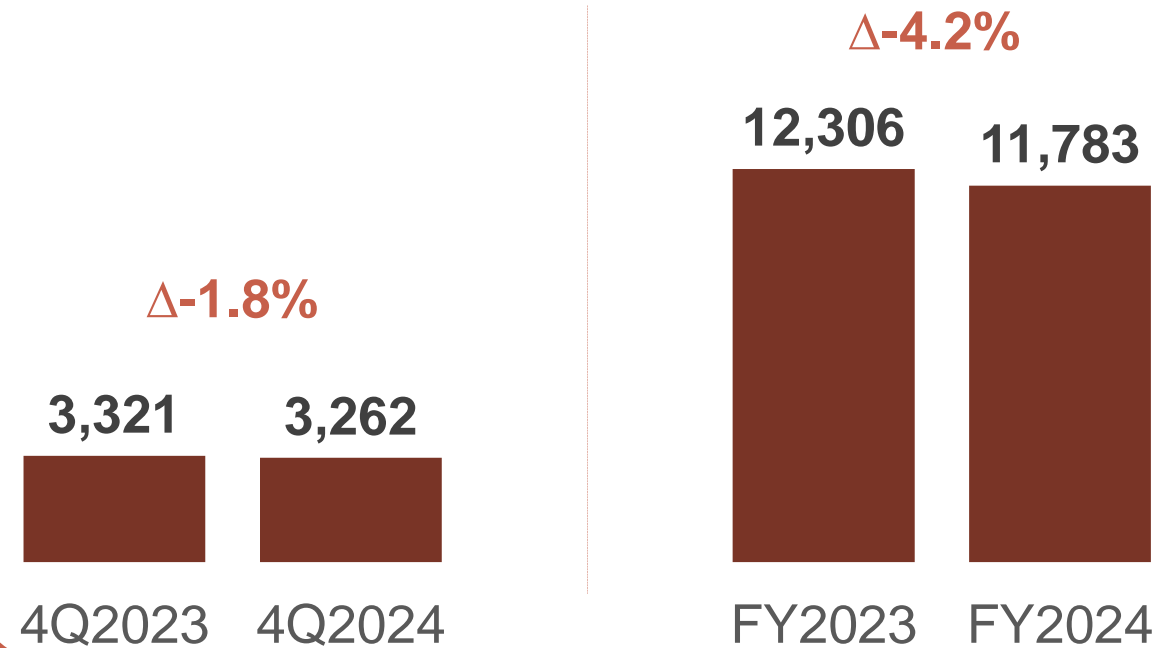


*ROCE = EBIT after PFRS 16 / Average Capital Employed; Capital Employed = Total Assets – Current Liabilities (excluding assets and debt related to M&A)

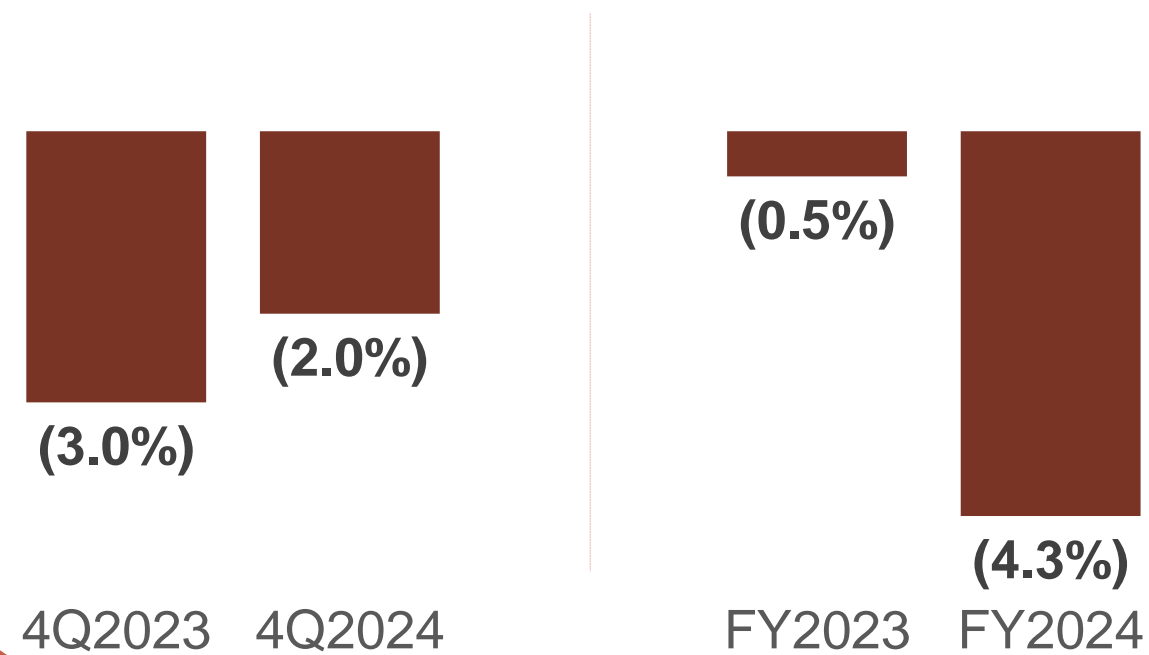
DIY Segment



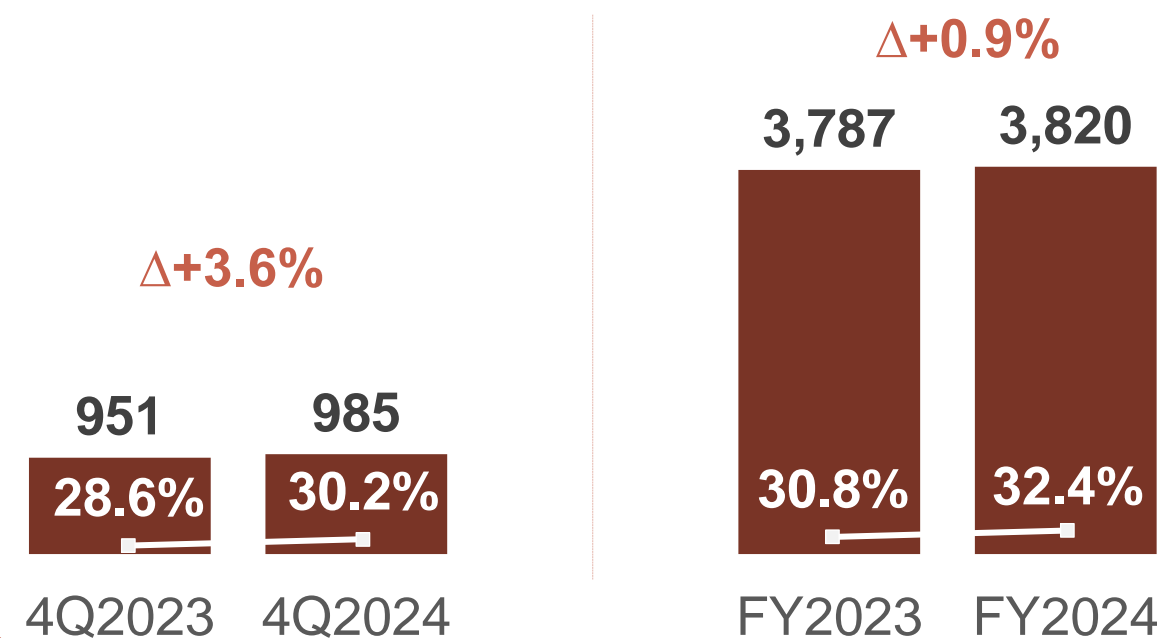
Net Sales (₱ mm)



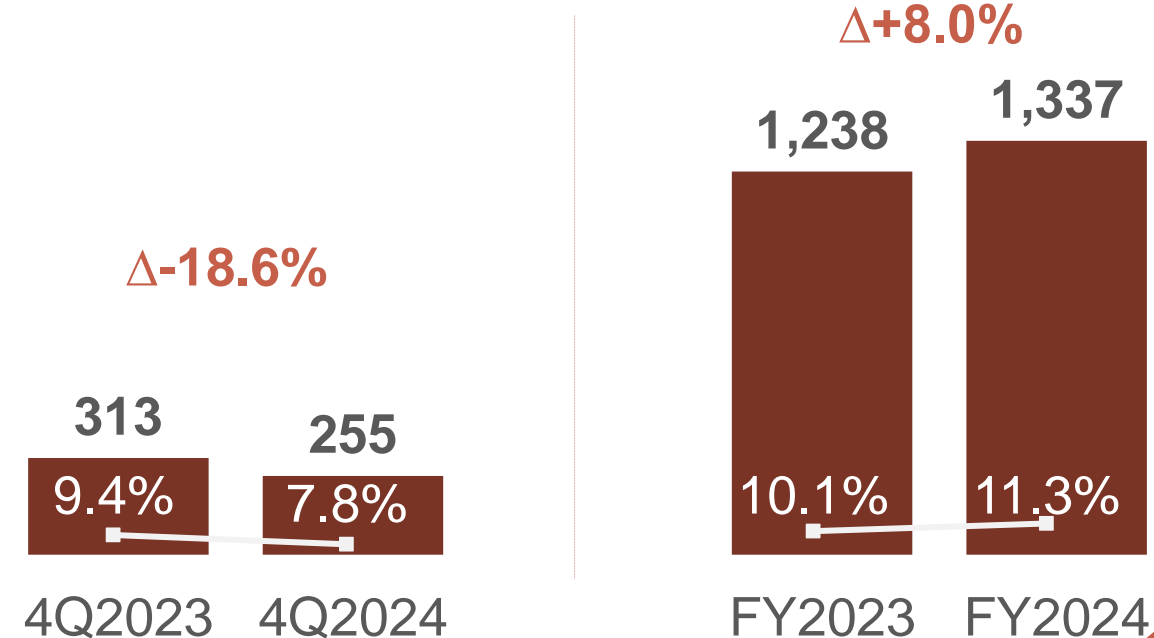
Same Store Sales Growth



Gross Profit (₱ mm)



EBITDA (₱ mm)



227 stores

199

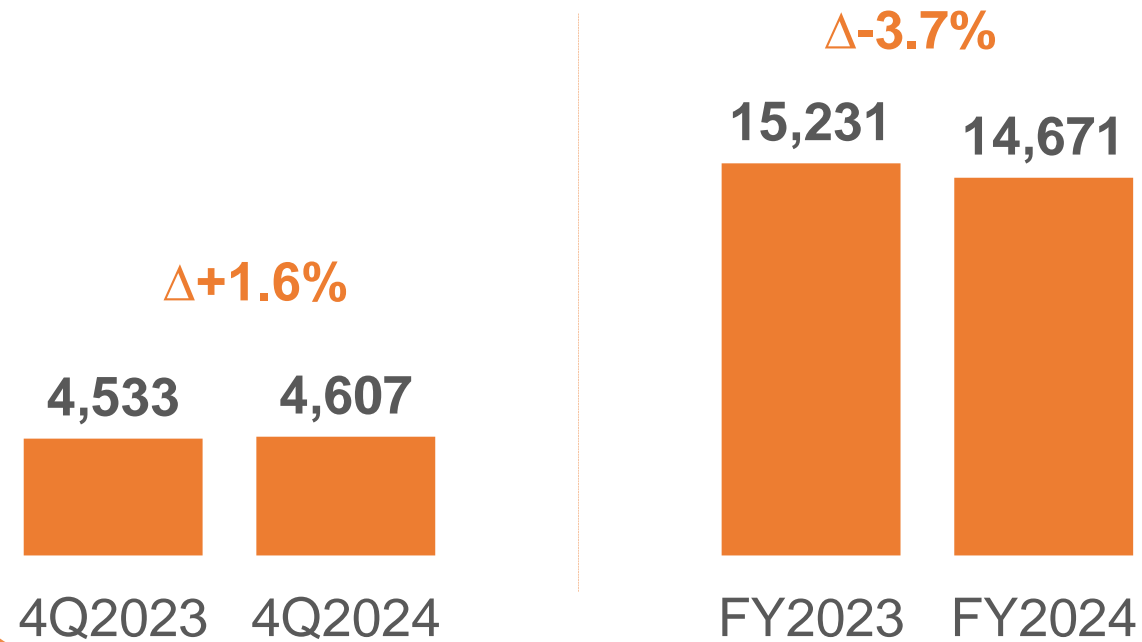
HANDYMAN ^{2nd} Best

28

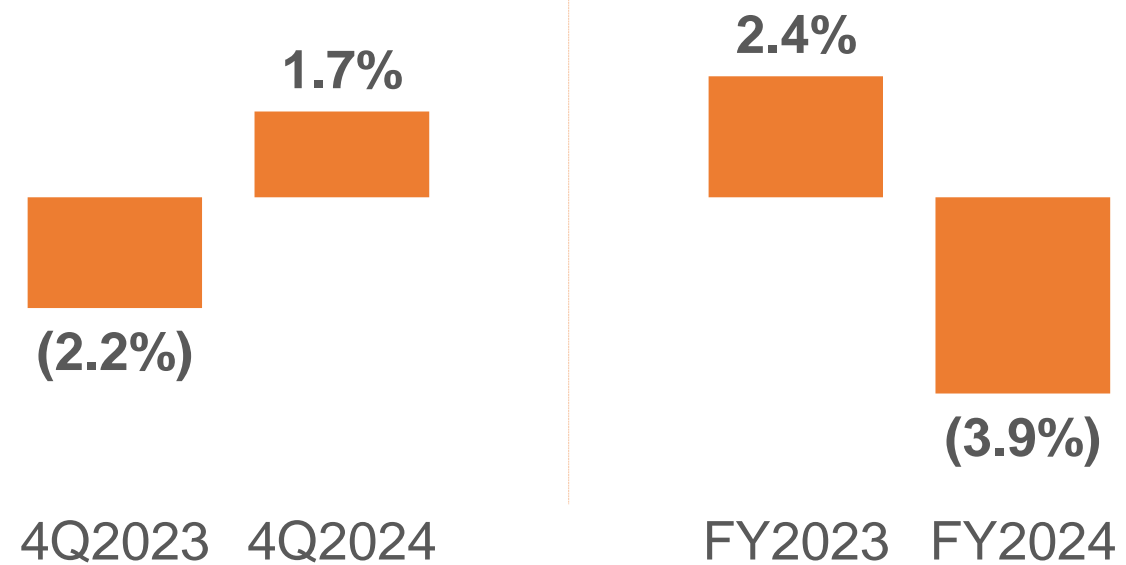
True Value®

Specialty Segment

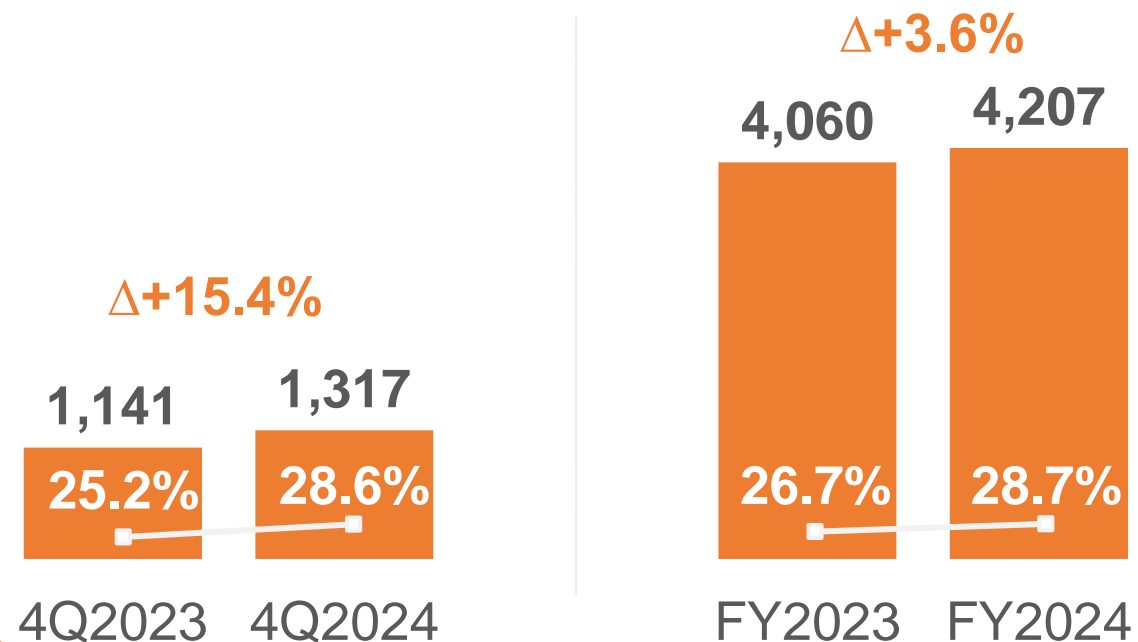
Net Sales (₱ mm)



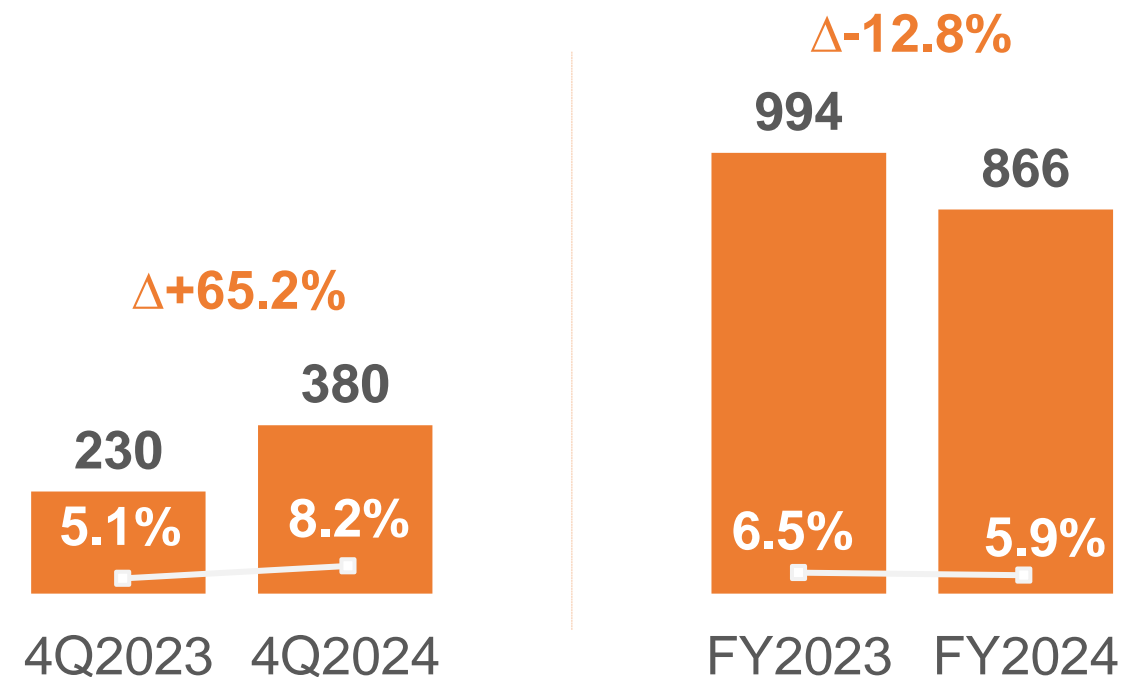
Same Store Sales Growth



Gross Profit (₱ mm)



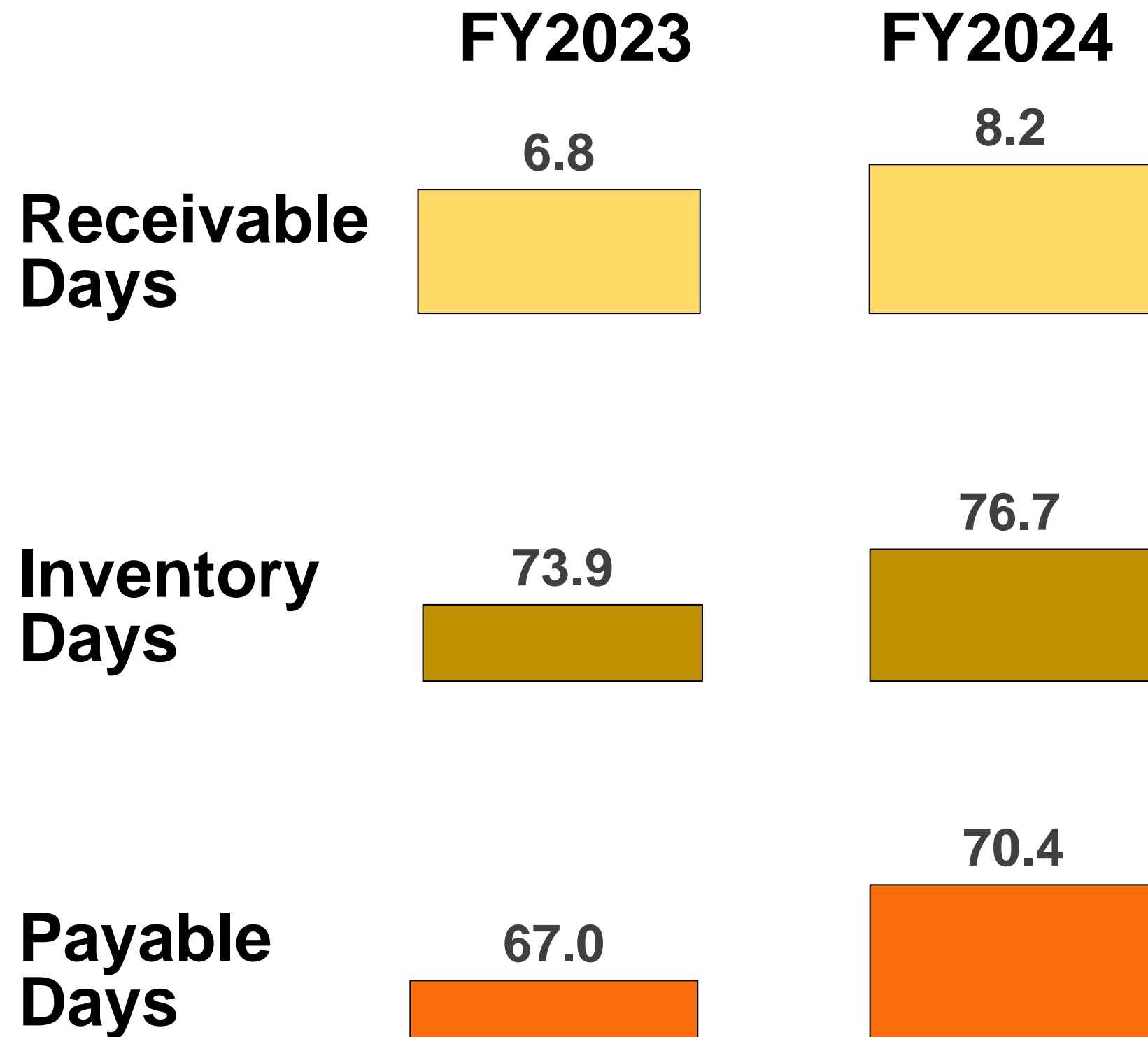
EBITDA (₱ mm)



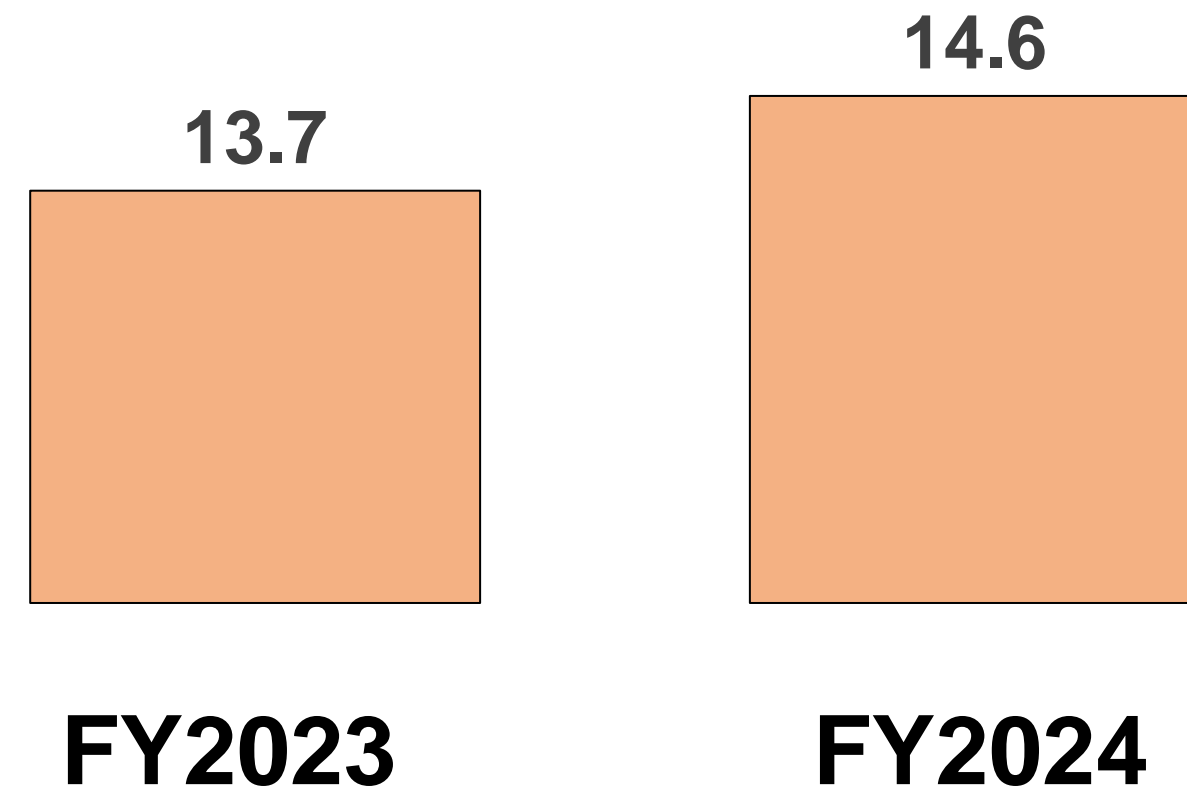
282 stores



Working Capital



Cash Conversion Cycle



Balance Sheet



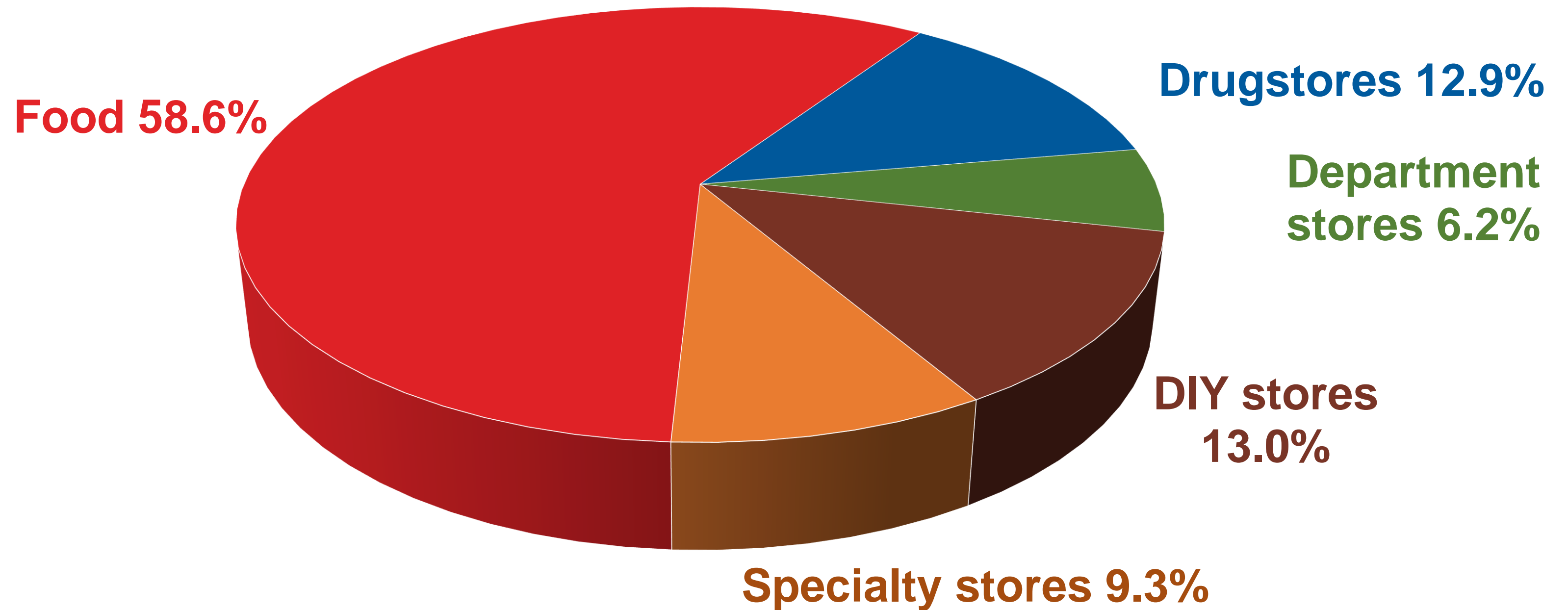
in ₱ mn	December 31, 2023 (Audited)	December 31, 2024 (Unaudited)
Cash & Cash Equivalents	13,173	14,157
Investment in Liquid Debt & Equity Securities	3,388	2,017
Total Assets	155,023	170,259
Total Debt	21,369	22,976
Total Equity	79,378	92,307
Return on Assets (trailing 12-months) ¹	2.8%	6.3%
Return on Equity (trailing 12-months) ^{1,2}	5.5%	12.6%
Net Debt (+) or Net Cash (-) ³	4,808	6,802
Net D/E Ratio (x)	0.06	0.07

¹ Net Income Attributable to Parent (NIAP) as numerator

² Equity Attributable to Parent as denomintor

³ Net Debt (+) or Net Cash (-) = Total Debt – (Cash & Cash Equivalents + Investment in Debt and Equity Securities excluding BPI shares and SAFE notes)

Capital Expenditures



FY 2024 Organic Capex: ₱5.2 billion

Updates on O!Save (FY2024)



O!save

O!save

**Grand
O!PENING
MARCH 27@7AM**

**O!
save** Araw-Araw Murang Presyo

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.

401

Number of Stores
vs. 207 LY

280 sqm

Average store size

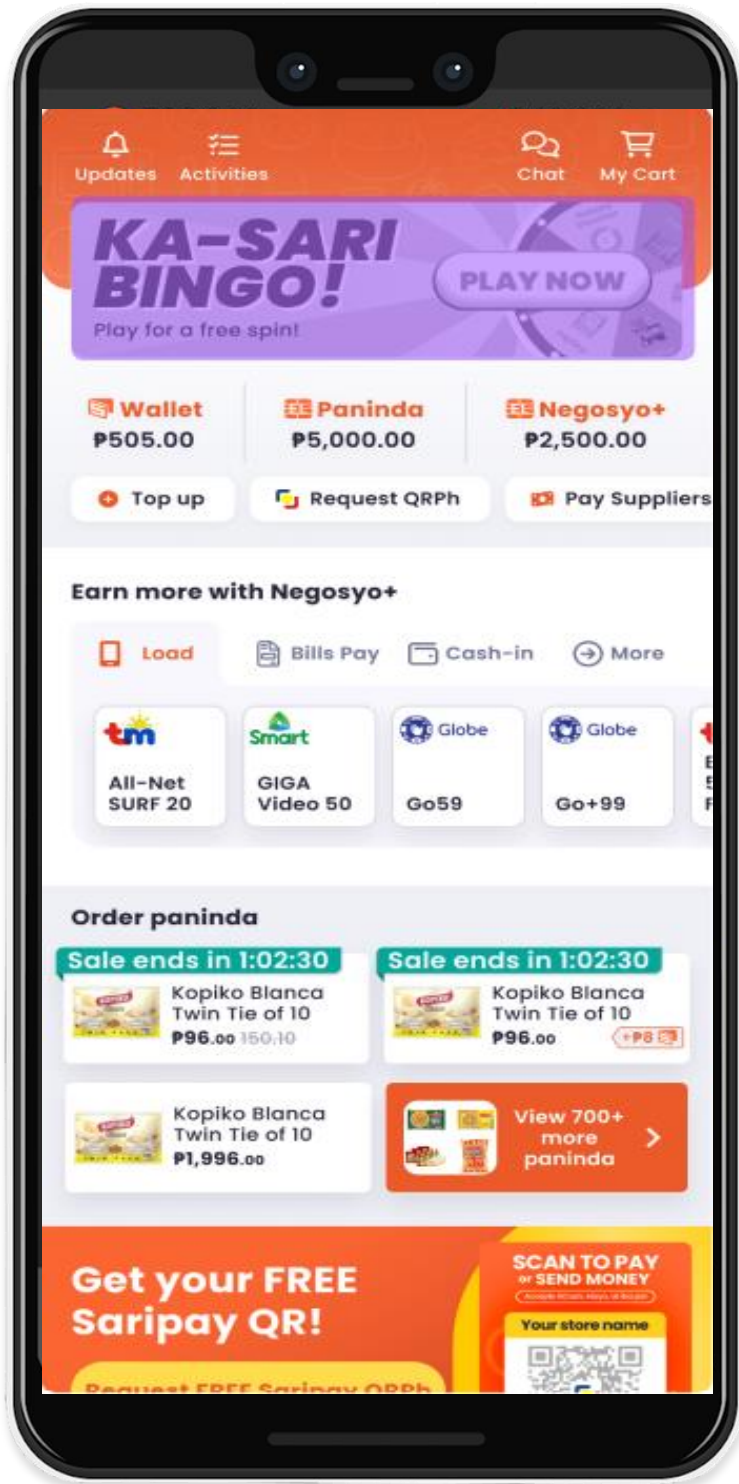
US\$237mn

Net Sales
vs. US\$104mn LY

4

Distribution Centers
*Pampanga, Rizal,
Bulacan, Pangasinan*

Updates on G2M (FY2024)



G2M Solutions Inc is a solutions 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\$872_{mn}

Total Platform Value

vs US\$703_{mn} LY

23

Number of Key Cities

Total RRHI Investment

16.9

US\$ million

13%

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

↑ 4.5x

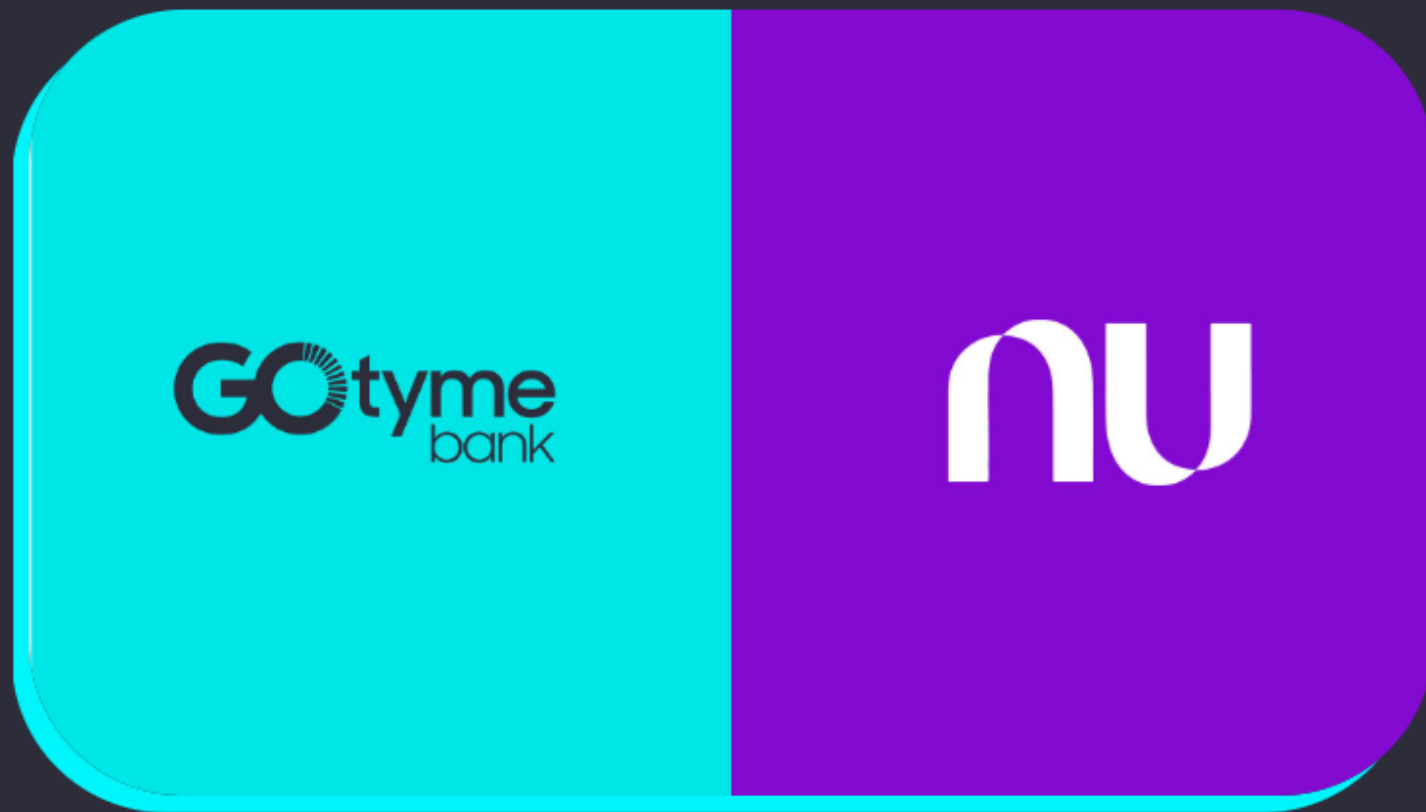
Latest valuation vs Series B

Updates on GoTyme (FY2024)



GoTyme Bank's major shareholder Tyme Group achieves unicorn status with major investment from Nubank

17 Dec 2024



At a glance:

- Tyme Group, GoTyme Bank's major shareholder, welcomes strategic investor Nubank, the world's most successful digital bank, to fuel the next phase of growth in the Philippines and the rest of Southeast Asia
- Tyme Group, with established operations in South Africa and the Philippines, gears up for expansion in Vietnam and Indonesia
- Tyme Group successfully raised US\$250 million, the largest fintech raise this year in Southeast Asia

GoTyme is one of six digital banks in the Philippines and was publicly launched in October 2022. RRHI has a 19% stake in GoTyme

5.3mn

Total no. of customers
vs. 2.1mn LY

570

Total no. bank kiosks
402 located in RRHI stores

124.6mn

Total no. of transactions*
+4.3x YoY

₱119bn

Total transaction value*
+3.5x YoY

*Transactions refer to electronic fund transfers, deposits, and withdrawals within RRHI and non-RRHI

Guidance for 2025



Net store additions
of **130-170**

SSSG target of
2%-4%

20-30bps gain on
gross margins

Organic CAPEX of
₱5.0-7.0bn



Thank you!



Income Statement



PHP mm	For the Quarter Ended December 31		Twelve Months Ended December 31	
	2023 (Audited)	2024 (Unaudited)	2023 (Audited)	2024 (Unaudited)
Sales - net of sales discounts and returns	53,926	56,758	192,126	199,167
Cost of merchandise sold	41,219	42,941	146,526	151,046
Gross Profit	12,707	13,817	45,600	48,121
Royalty, rent and other revenues	351	379	1,189	1,350
Gross profit including other revenue	13,058	14,196	46,790	49,471
Operating expenses	(10,252)	(10,804)	(37,848)	(39,718)
EBIT	2,806	3,391	8,942	9,753
EBITDA	4,791	5,299	16,442	17,027
Interest income	35	36	257	172
Foreign currency exchange gain (loss) - net	(6)	34	(65)	43
Dividend income	608	660	1,264	1,413
Equity in net earnings of an associate	(280)	(123)	(821)	(458)
Interest expense	(786)	(844)	(3,123)	(3,124)
Others	(249)	71	(280)	4,619
OTHER INCOME (CHARGES)	(678)	(165)	(2,769)	2,666
INCOME BEFORE INCOME TAX	2,128	3,226	6,173	12,419
Provision for income tax	479	566	1,524	1,515
NET INCOME	1,649	2,661	4,649	10,904
Net income attributable to:				
Equity holders of the Parent Company	1,515	2,461	4,097	10,269
Non-controlling interest in consolidated subs	134	199	552	635
	1,649	2,661	4,649	10,904
Earnings Per Share				
Basic	1.04	1.73	2.81	7.21
Weighted	1.03	1.72	2.78	7.10
Shares Outstanding				
End of Period	1,458	1,424	1,458	1,424
Weighted	1,467	1,431	1,472	1,445

Balance Sheet



PHP mm	December 31 (Audited) 2023	December 31 (Unaudited) 2024
Current Assets		
Cash and cash equivalents	13,173	14,157
Trade and other receivables	3,948	4,458
Merchandise inventories	29,668	31,672
Other current assets	1,682	1,542
Total Current Assets	48,471	51,829
Noncurrent assets Held For Sale	8,318	-
Investment in debt and equity securities	26,411	46,065
Property and equipment	23,392	25,232
Right-of-use asset	19,914	18,515
Investment in associates	1,721	1,705
Intangible assets	22,680	22,679
Other noncurrent assets	4,115	4,234
Total Noncurrent Assets	98,233	118,430
Total Assets	155,023	170,259
LIABILITIES AND EQUITY		
Current Liabilities		
Trade and other payables	26,899	29,035
Short-term loans payable	8,129	14,714
Current portion of lease liability	3,587	3,384
Other current liabilities	659	655
Total Current Liabilities	39,273	47,789
Total Noncurrent Liabilities	36,372	30,163
Total Liabilities	75,645	77,952
Equity		
Capital stock	1,576	1,576
Additional paid-in capital	40,768	40,768
Treasury stocks	(6,410)	(7,600)
Equity reserve	(743)	(772)
Retained earnings	37,822	45,152
Other comprehensive income	2,266	9,130
Total equity attributable to equity holders of Parent Company	75,280	88,255
Non-controlling interest in consolidated subsidiaries	4,098	4,052
Total Equity	79,378	92,307
Total Liabilities and Equity	155,023	170,259

Cash Flow



	December 31 (Audited) 2023	December 31 (Unaudited) 2024
CASH FLOWS FROM OPERATING ACTIVITIES		
Income before income tax	6,173	12,419
Depreciation and amortization including ROU amortization - PFRS 16	7,500	7,274
Retirement expense	317	339
Others including interest on Lease Liability-PFRS 16	2,580	(2,672)
Operating income before working capital changes	16,570	17,361
Working capital changes	(97)	(1,283)
Interest received	322	185
Retirement contributions and benefits paid	(200)	(472)
Income tax paid	(1,630)	(1,603)
Net cash flows generated from (used in) operations	14,965	14,189
CASH FLOWS FROM INVESTING ACTIVITIES		
Investment in associates and acquisitions	(1,004)	(1,328)
Disposal of bonds and other securities	5,054	1,707
Purchase of BPI shares	(19,756)	0
CAPEX for stores, Head Office and DC	(6,517)	(4,299)
Dividends received	886	1,708
Others	(98)	(21)
Net cash flows generated from (used in) investing activities	(21,434)	(2,233)
CASH FLOWS FROM FINANCING ACTIVITIES		
Availment of loan, net of payments	12,944	1,585
Dividends paid	(3,529)	(3,596)
Lease payments - PFRS 16	(5,317)	(6,097)
Interest expense paid on loans	(1,224)	(1,677)
Share buyback	(985)	(1,190)
Net cash flows used in financing activities	1,890	(10,975)
Effect of forex on cash and cash equivalents	(14)	3
Net increase (decrease) in cash and cash equivalents	(4,594)	984
Cash and cash equivalents at beginning of year	17,767	13,173
CASH AND CASH EQUIVALENTS AT END OF PERIOD	13,173	14,157