



1Q2017

Unaudited Earnings

Presentation

May 11, 2017



Disclaimer

This presentation contains certain forward looking statements with respect to the financial condition, results of operations and businesses of Robinsons Retail Holdings, Inc. (RRHI). Such forward looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual results or performance of RRHI to be materially different from any future results or performance expressed or implied by such forward looking statements. Such forward looking statements were based on numerous assumptions regarding RRHI's present and future business strategies and the political and economic environment in which RRHI will operate in the future.



1Q2017 Unaudited Results Highlights

1
**Strong
blended
SSSG of
3.2%**

2
**1,588
stores plus
1,927 TGP
branches
nationwide**

3
**9.6% yoy
increase in
gross floor
area
(excl. TGP)**

4
**13.3%
yoy lift in
consolidated
net sales**

5
**100bps
expansion
in GP
margin**

6
**50bps
expansion
in EBITDA
margin**

7
**21.0% yoy
increase in
Core Net
income**



Nationwide Presence

1,588 stores
 Plus **1,927 TGP branches**
Nationwide

Metro Manila

Business segment	# of stores
Supermarkets	47
Department stores	13
DIY stores	49
Convenience stores	316
Drug stores*	94
Specialty stores	132
Total	651

*excludes 473 TGP stores in MM

Visayas

Business segment	# of stores
Supermarkets	20
Department stores	8
DIY stores	35
Convenience stores	27
Drug stores*	36
Specialty stores	43
Total	169

*excludes 273 TGP stores in Visayas

Luzon²

Business segment	# of stores
Supermarkets	62
Department stores	17
DIY stores	76
Convenience stores	150
Drug stores*	275
Specialty stores	110
Total	690

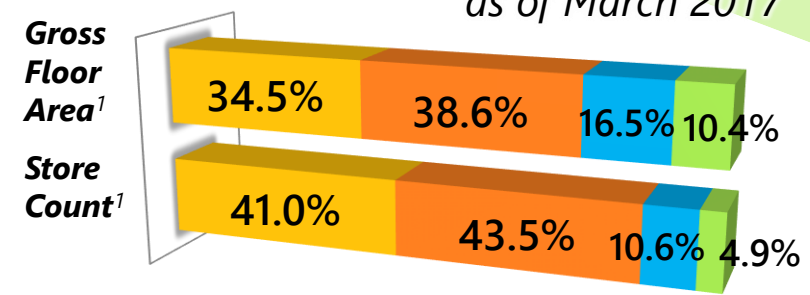
*excludes 991 TGP stores in Luzon

Mindanao

Business segment	# of stores
Supermarkets	11
Department stores	6
DIY stores	19
Convenience stores	0
Drug stores*	18
Specialty stores	24
Total	78

*excludes 190 TGP stores in Mindanao

with gross floor area of
1,060,000 sqm¹
 as of March 2017

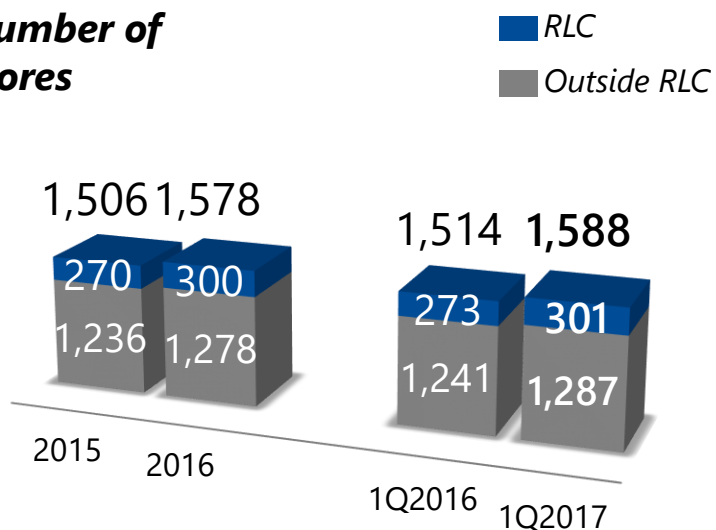


■ Metro Manila ■ Luzon ■ Visayas ■ Mindanao

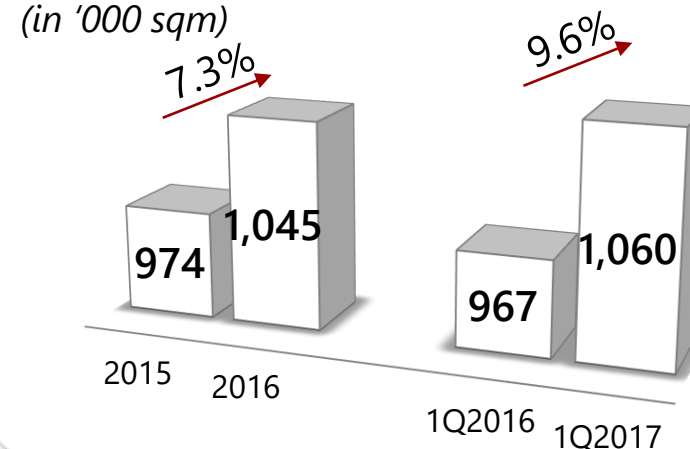
¹ excluding TGP; ² Outside of Metro Manila

1Q2017 Stores and Gross Floor Area Statistics¹

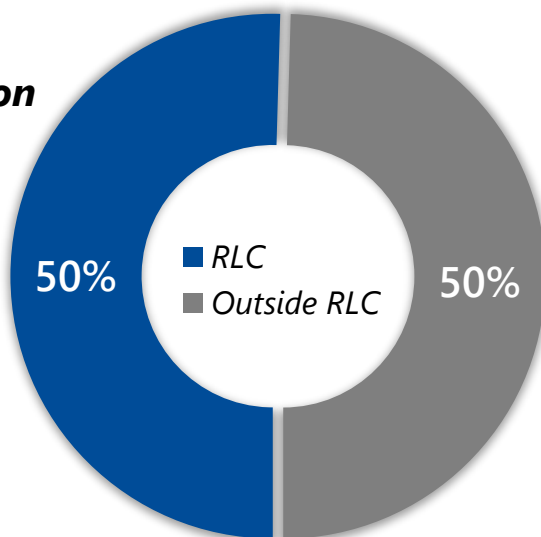
Number of Stores



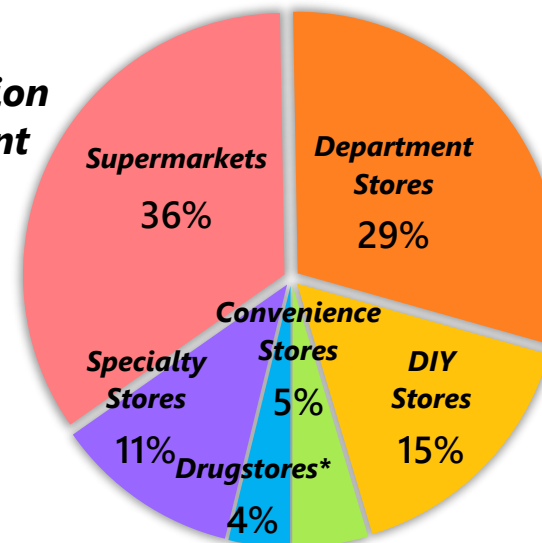
Gross Floor Area (GFA) (in '000 sqm)



GFA Contribution by Lessor (%)



GFA Contribution by Segment (%)

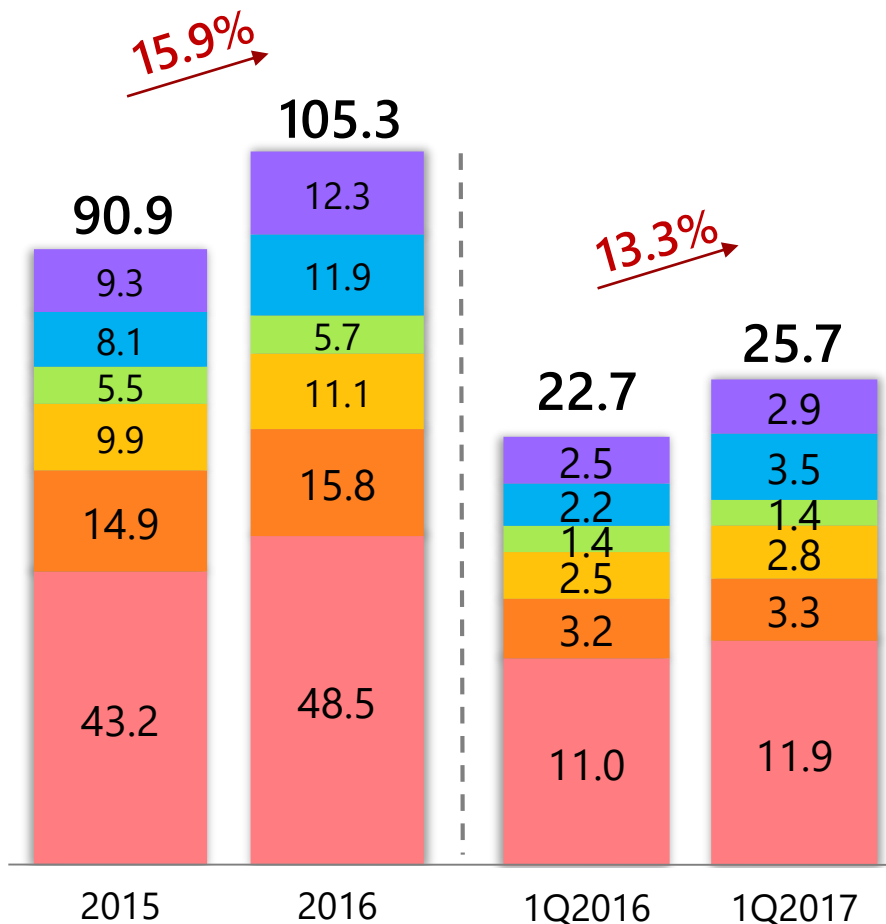


¹ excluding TGP stores (1,927 branches)

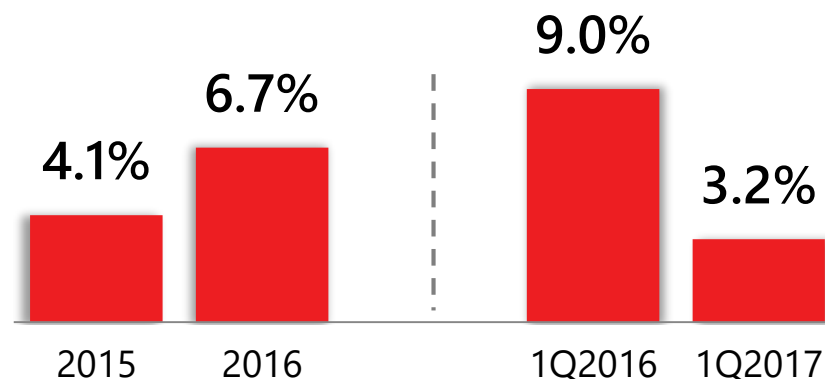


Consolidated Results

Net Sales¹ (₱ bn)



SSSG (%)



❖ **13.3% yoy net sales growth in 1Q2017:**

- 10.1% from new stores
- 3.2% from SSSG

■ Supermarkets
 ■ Department stores
 ■ DIY stores
 ■ Convenience stores
 ■ Drugstores
 ■ Specialty stores

¹ Net sales after intersegment eliminating adjustments



1Q2017 Contribution Per Segment

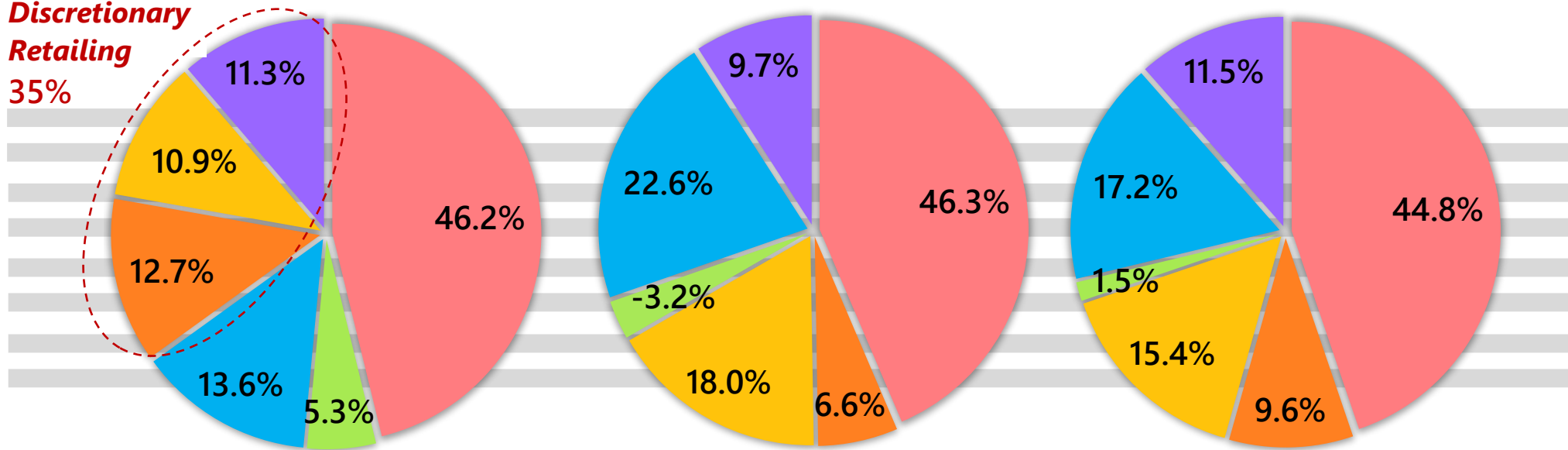


Net Sales Breakdown

EBIT Breakdown

EBITDA Breakdown

Discretionary Retailing
35%



■ Supermarkets ■ Department stores ■ DIY stores ■ Convenience stores ■ Drugstores ■ Specialty stores

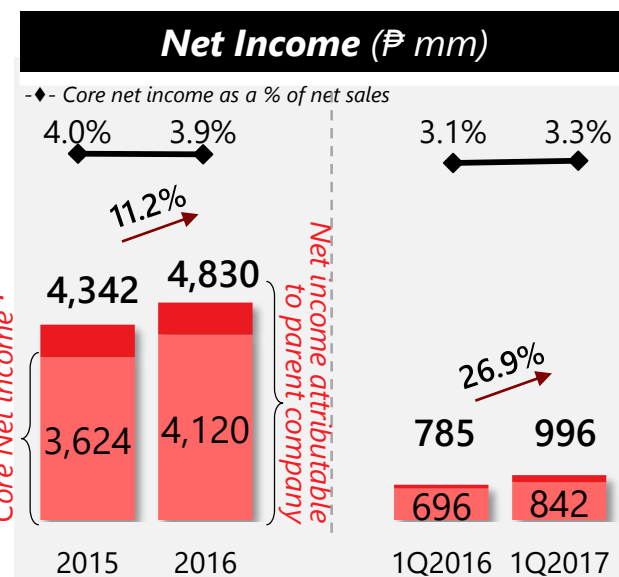
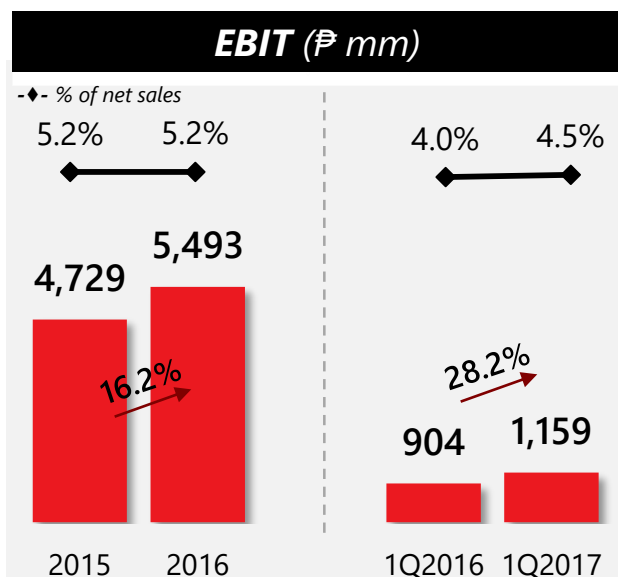
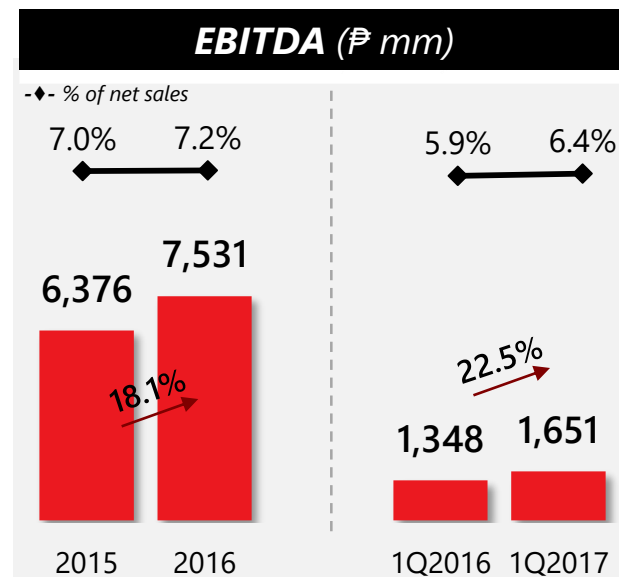
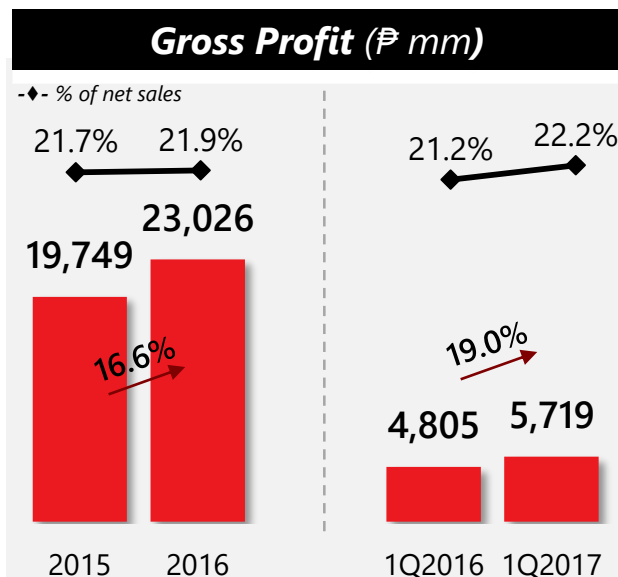


Consolidated Results



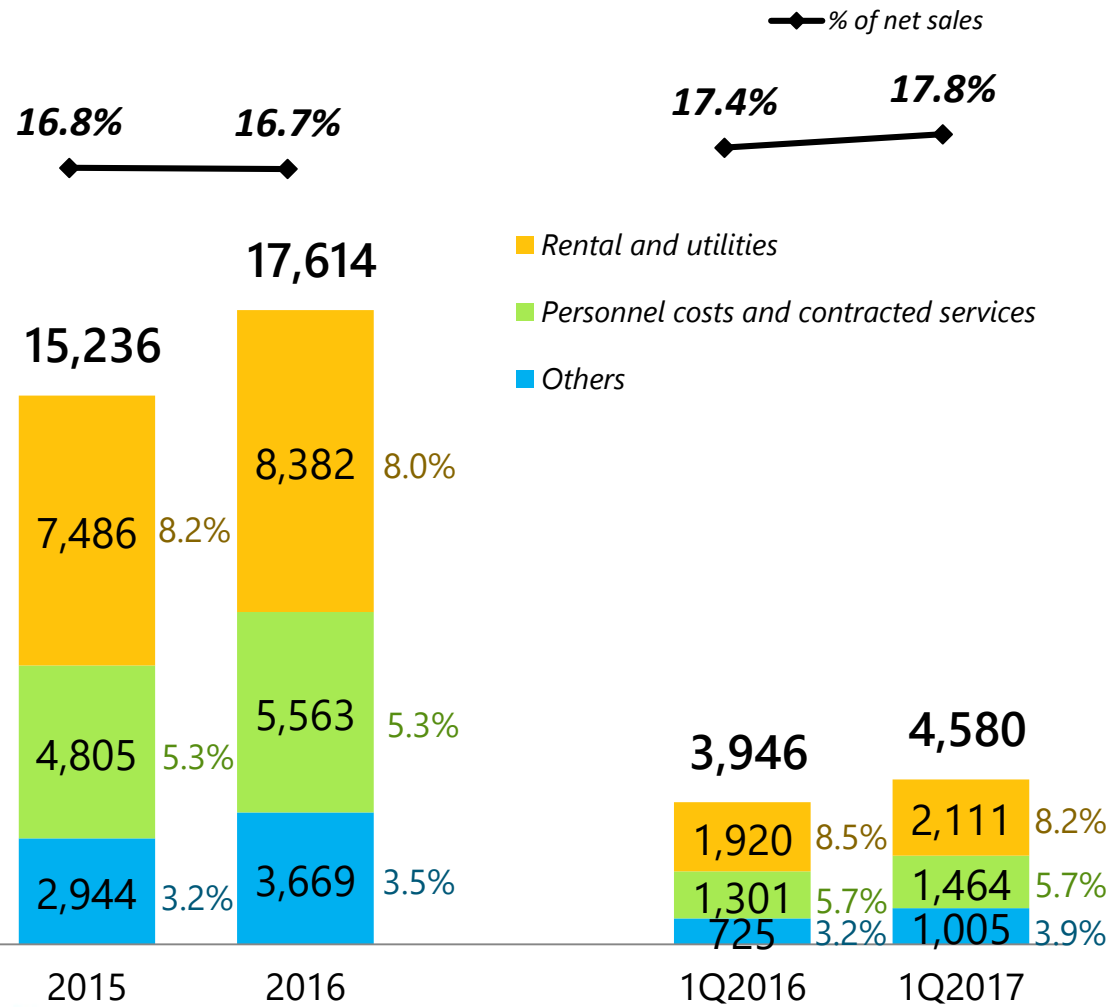
Net income attributable to equity holders of the parent company grew by **26.9%** in 1Q2017

¹ Core net income = Net income – Equity in net earnings of an associate – Interest income – Foreign currency exchange gain (loss)



Operating Expenses

Adjusted Operating Expenses¹ (₹ mm, % of Net Sales)

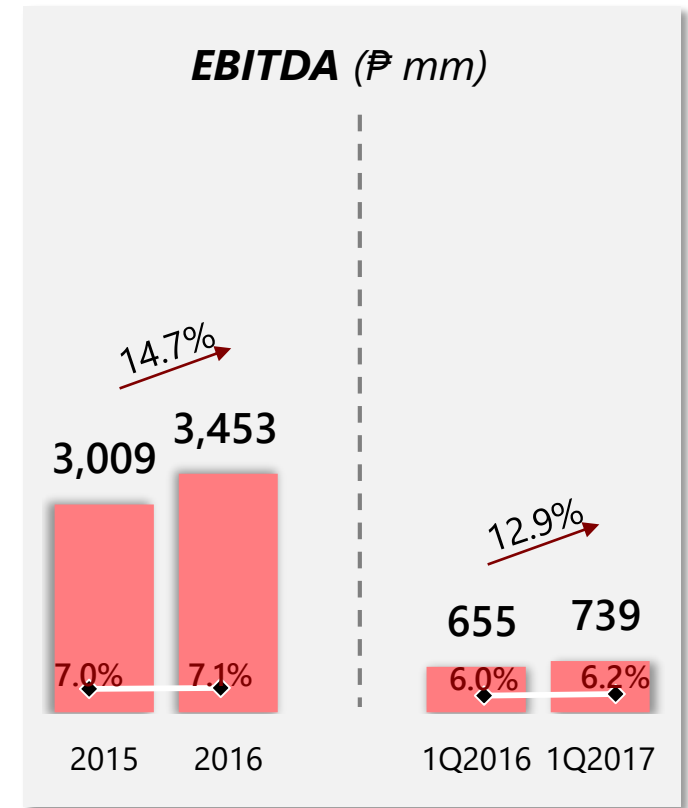
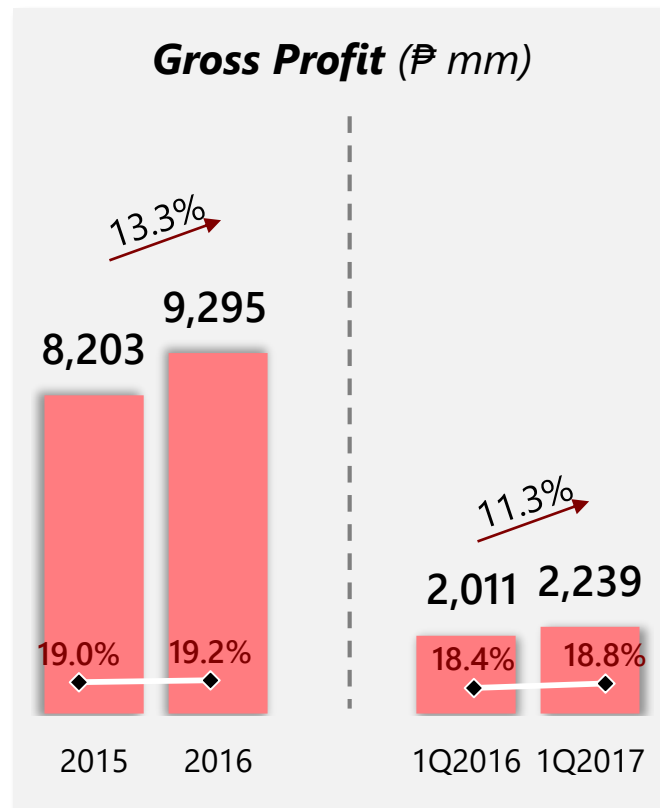
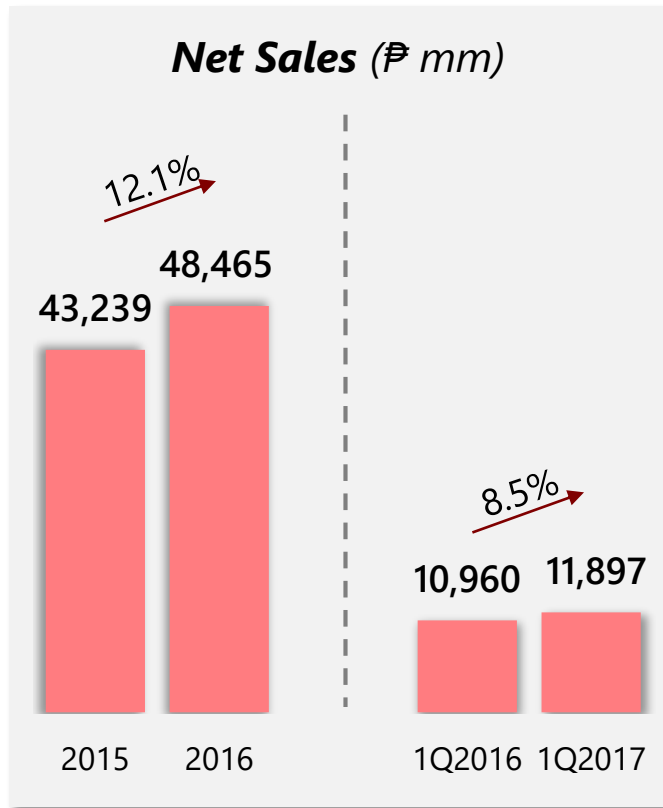


OPEX was up as sales of new stores are still ramping up

¹ Operating expenses excluding provision for impairment losses and depreciation and amortization expenses



Supermarket Business Segment

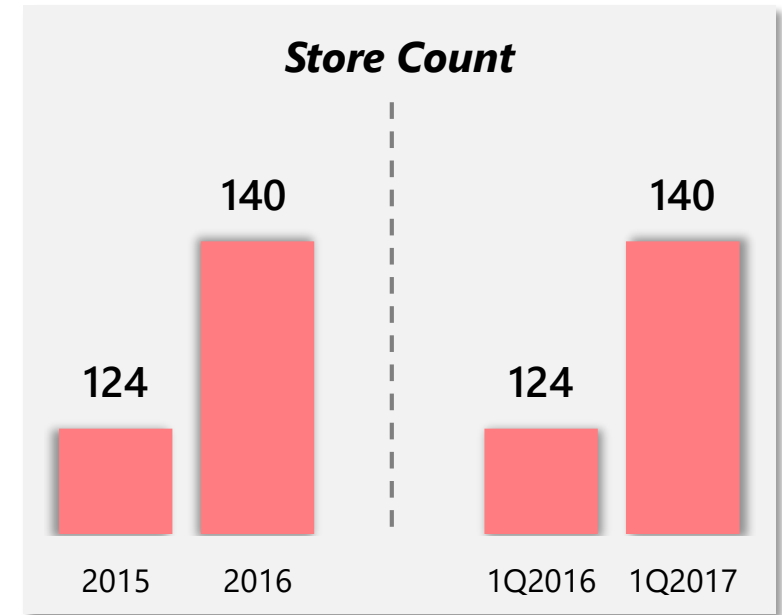
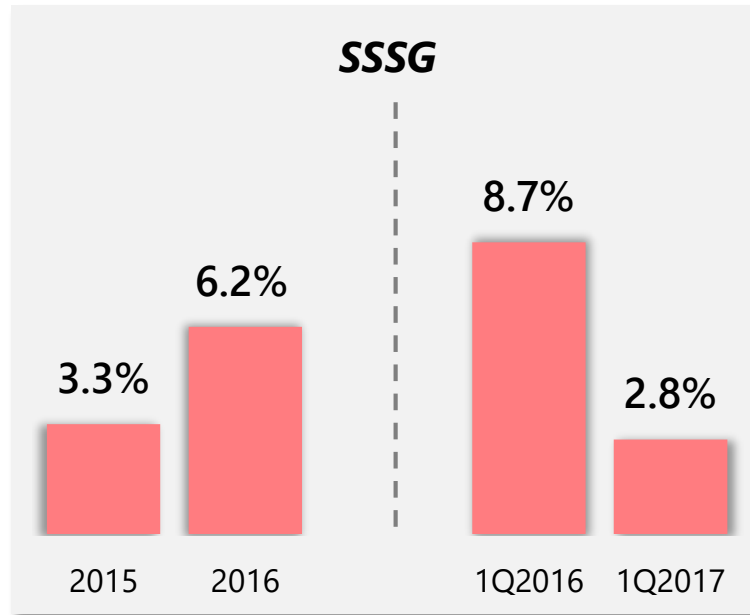


Increase in 1Q2017 sales driven by **new store additions** (5.7%) and **healthy SSSG** (2.8%)

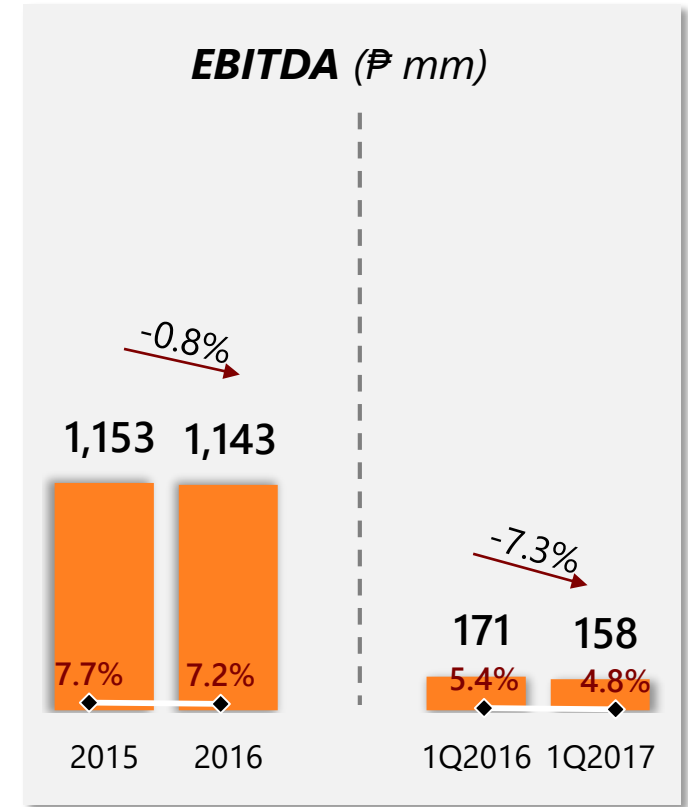
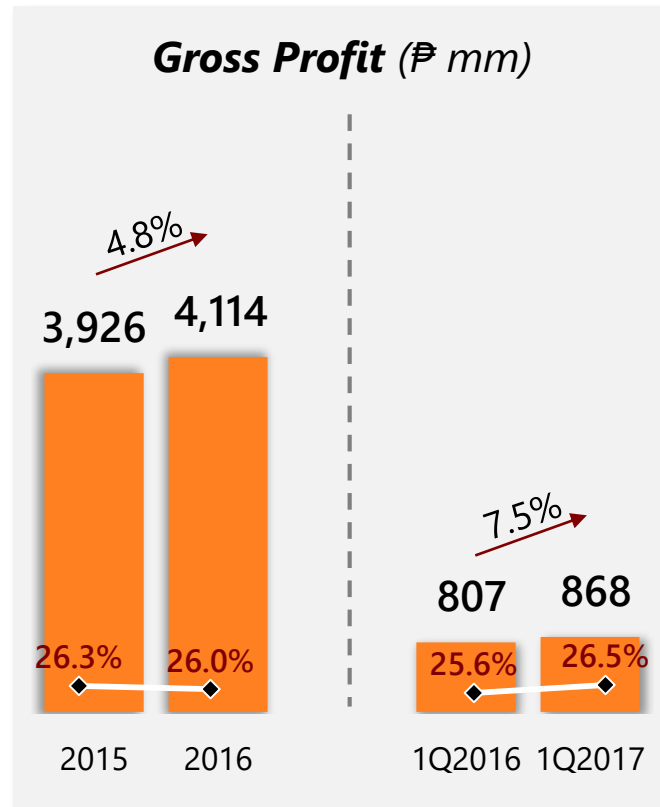
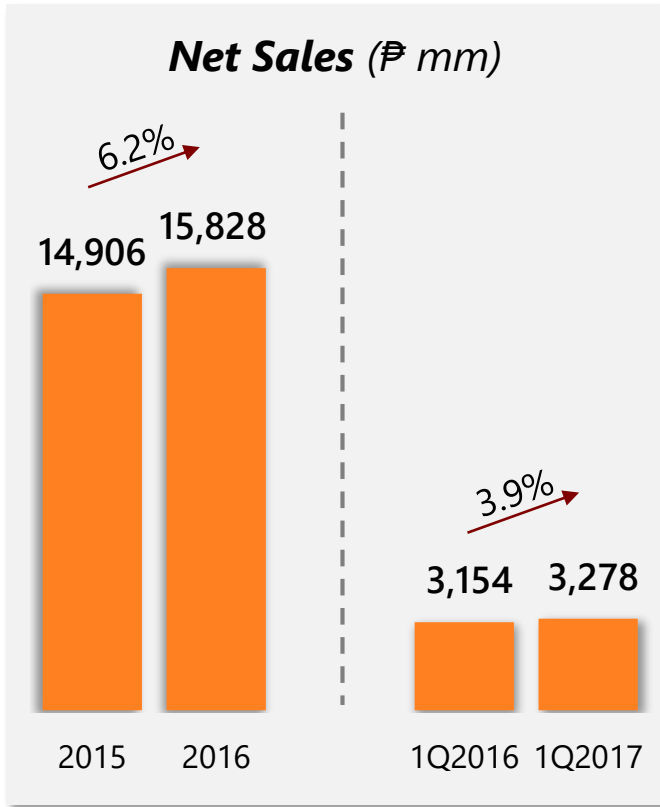


Supermarket Business Segment

Healthy SSSG due to higher basket size



Department Store Business Segment



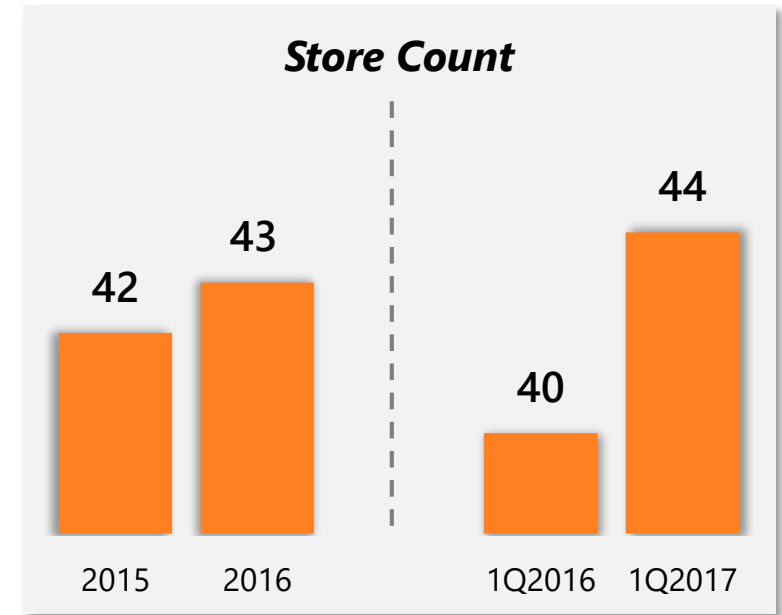
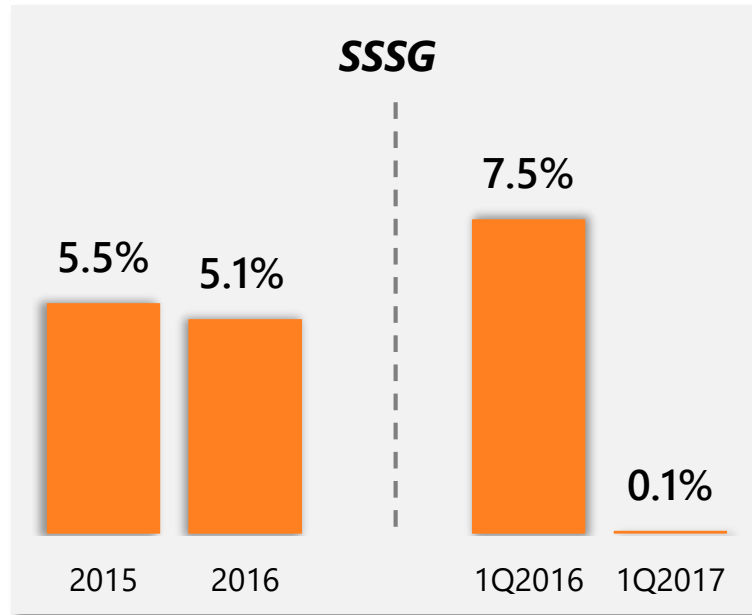
Increase in 1Q2017 sales driven by new store openings



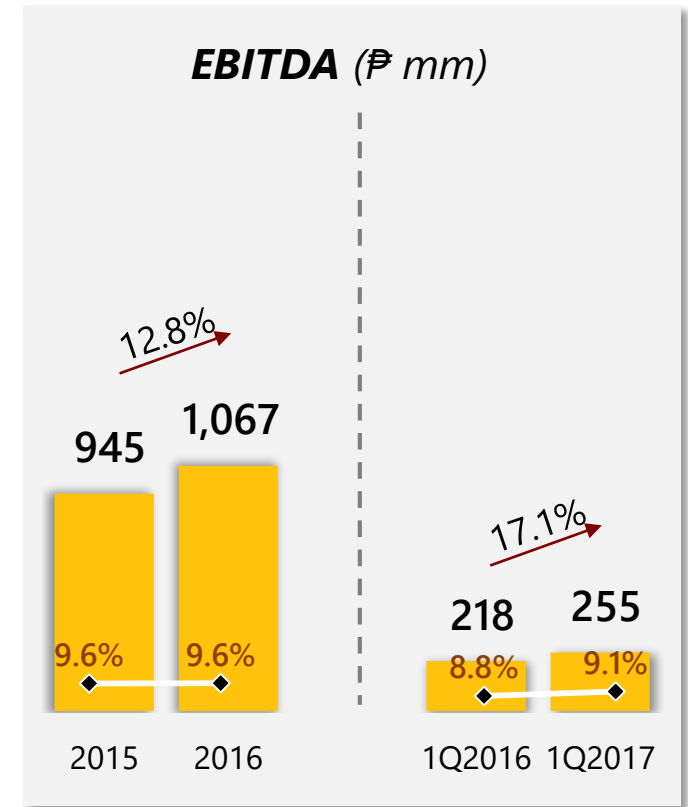
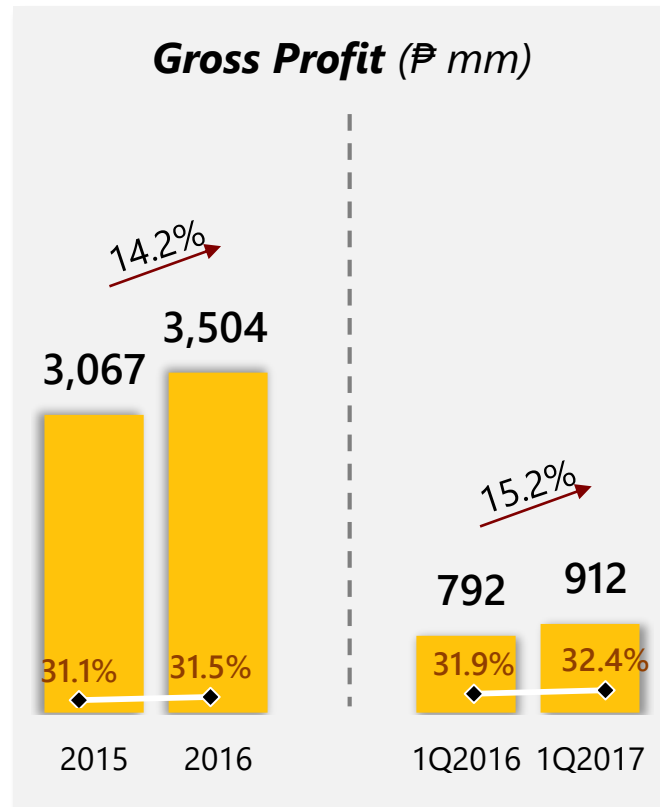
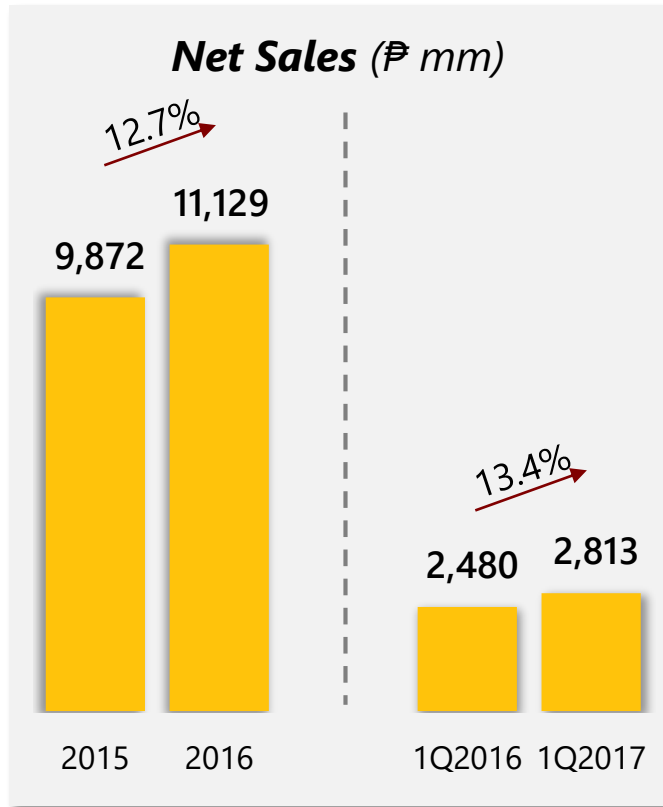
-♦- % of segment's net sales

Department Store Business Segment

SSSG
softened
from last
year's high
base



DIY Store Business Segment



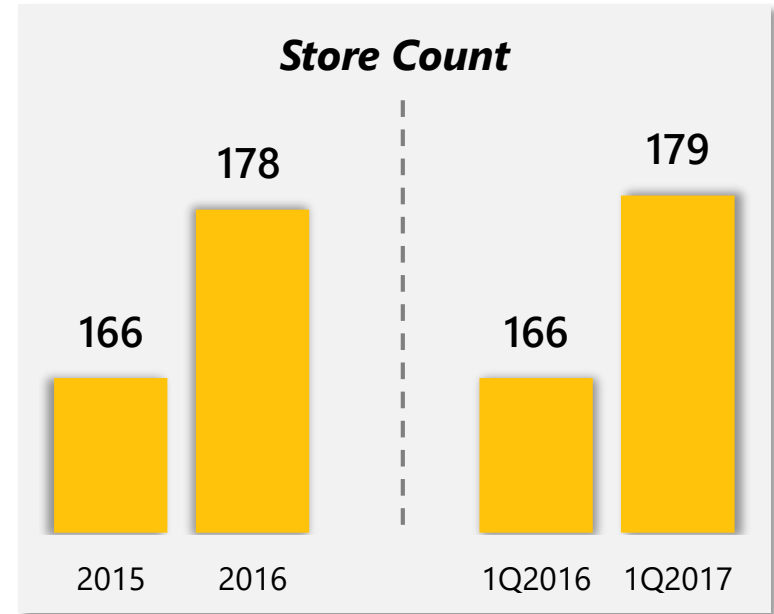
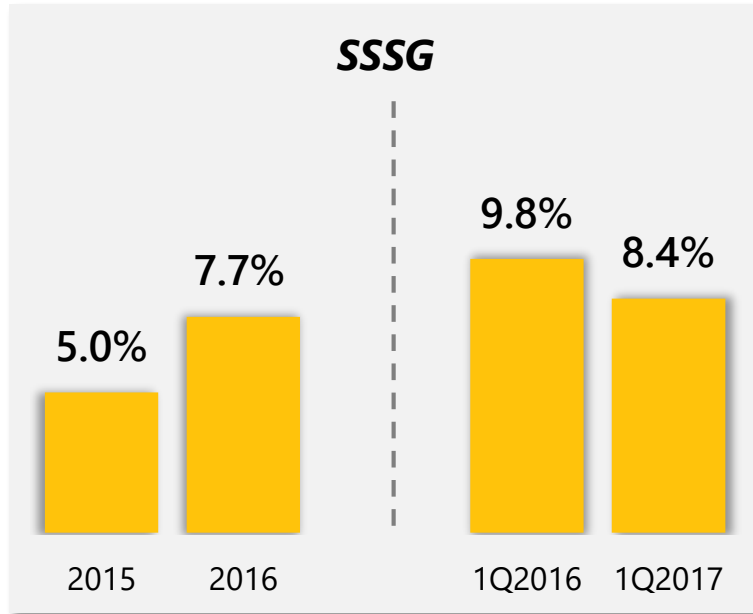
Growth in net sales driven by **robust SSSG** (8.4%) and **new store** sales contribution (5.0%)



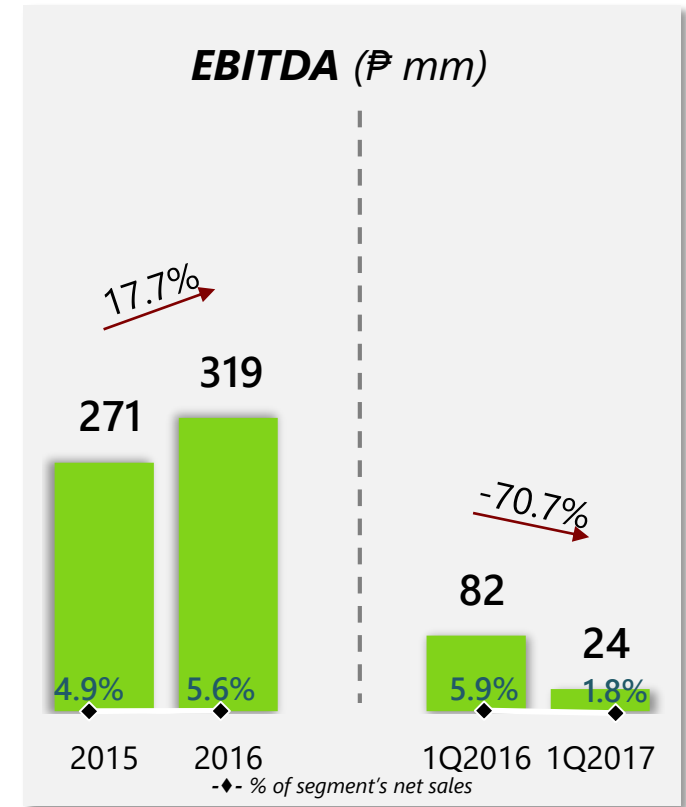
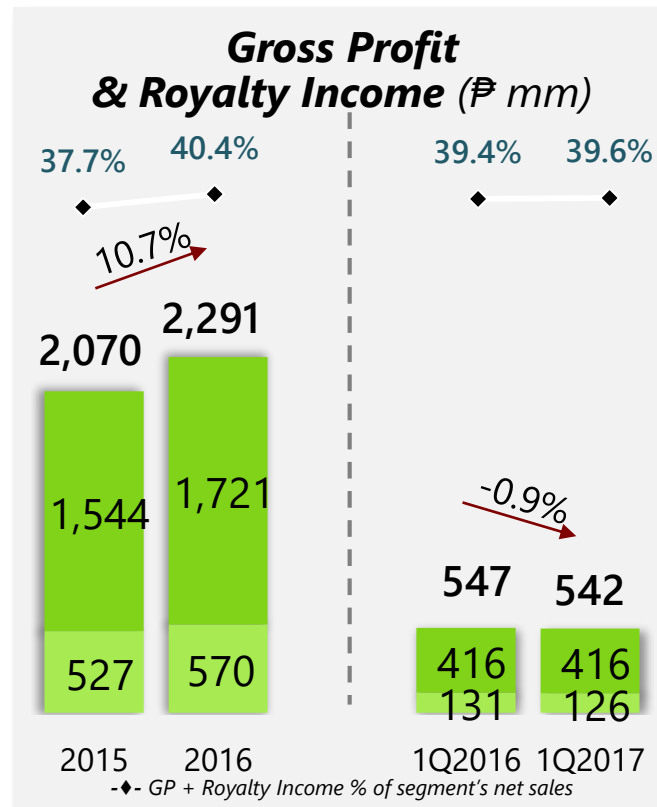
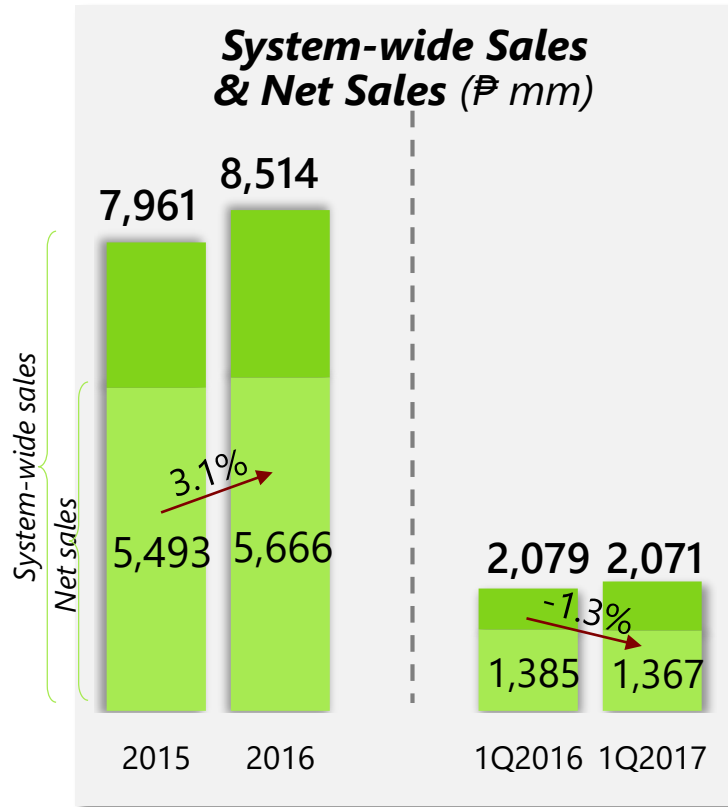
-♦- % of segment's net sales

DIY Store Business Segment

Robust SSSG
due to sustained strong residential construction activities



Convenience Store Business Segment

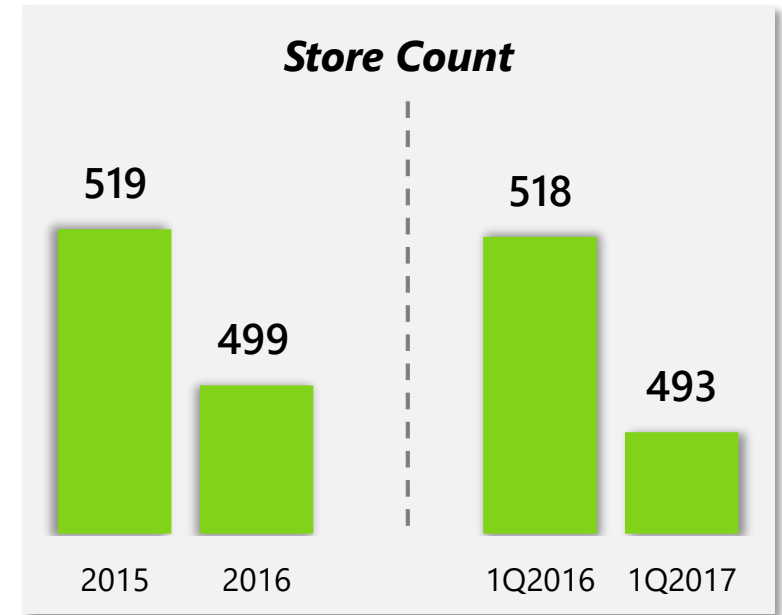
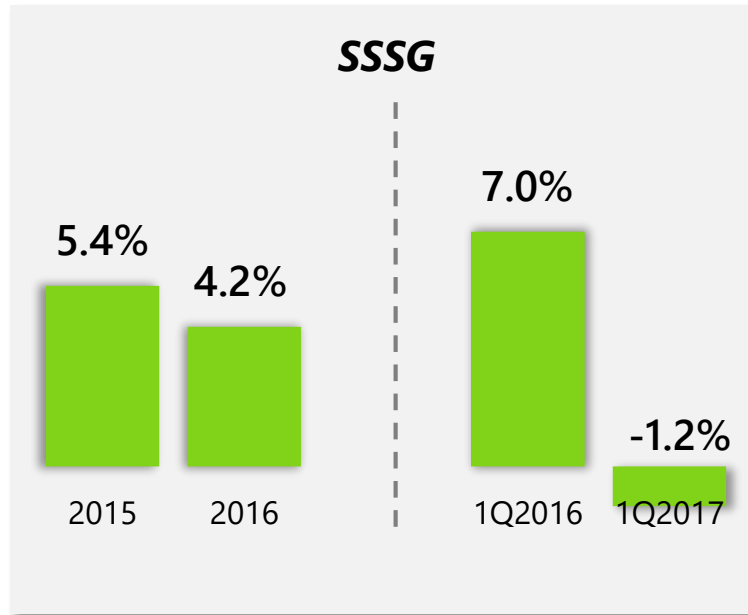


Increase in 1Q2017 sales due to lower number of operating stores

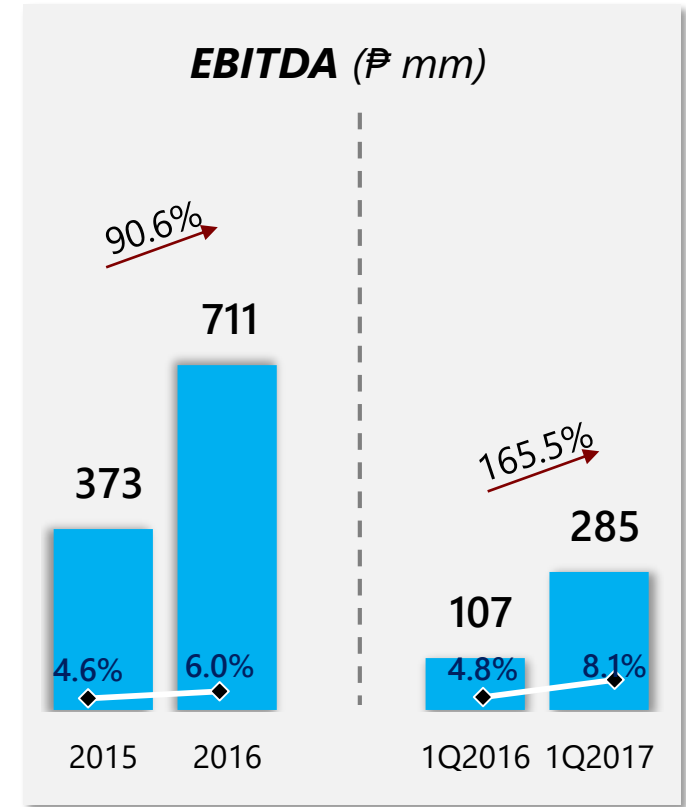
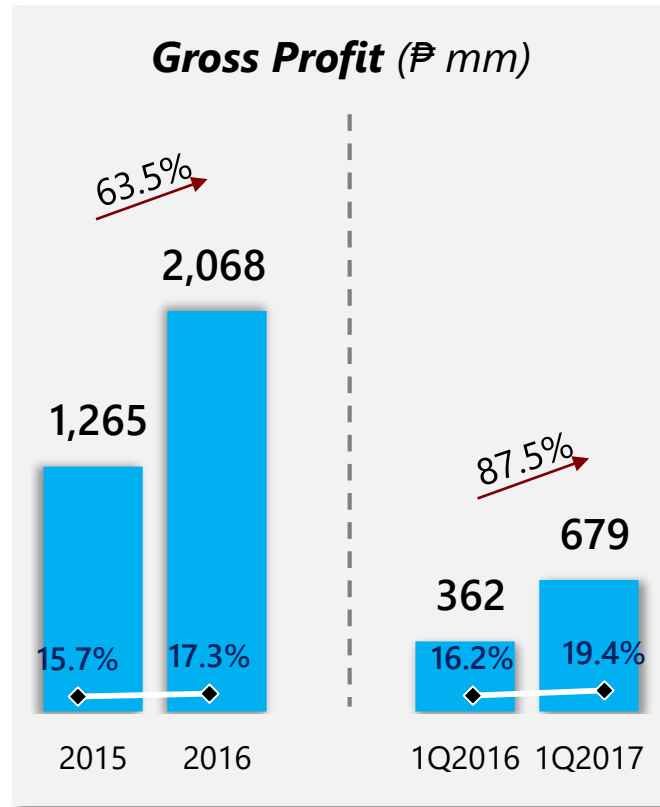
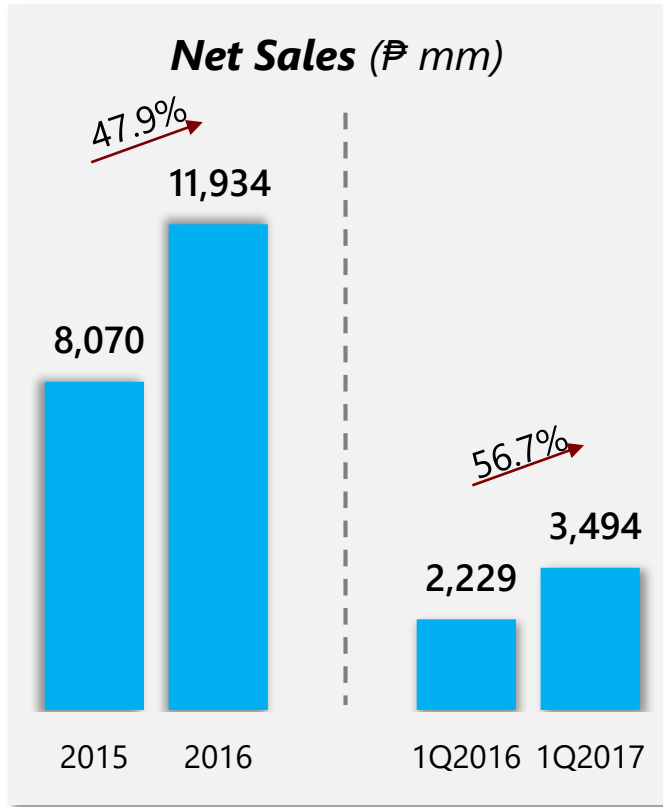


Convenience Store Business Segment

SSSG declined due to stricter government regulations on selling of cigarettes and liquor



Drugstore Business Segment



Growth in 1Q2017 sales propelled by the acquisition of **The Generics Pharmacy**

southstar drug⁺

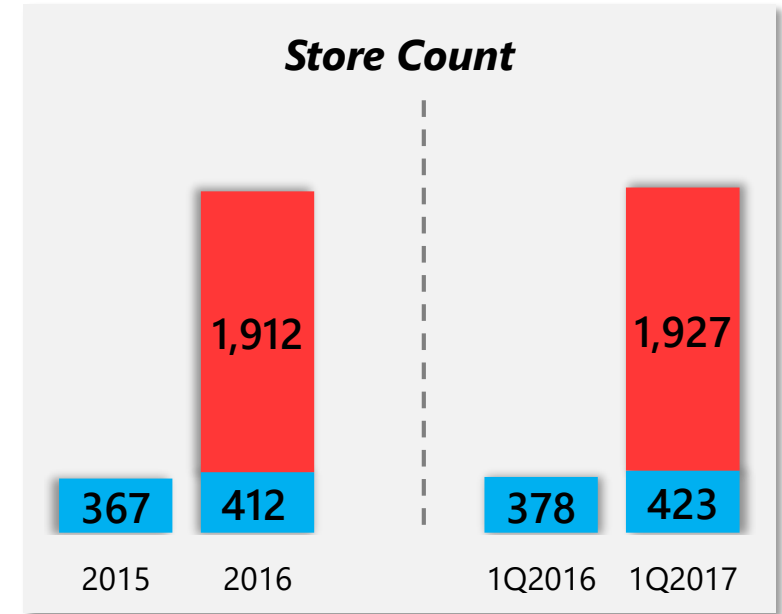
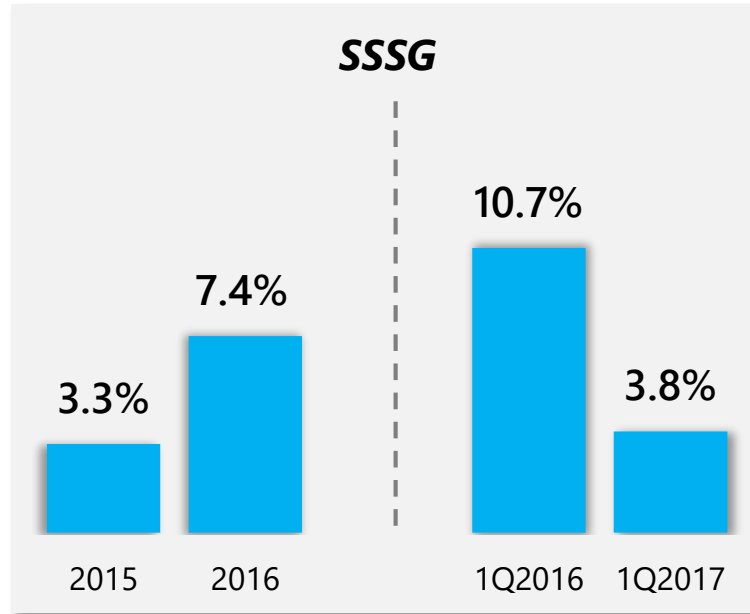
TGP THE[®] GENERICS PHARMACY



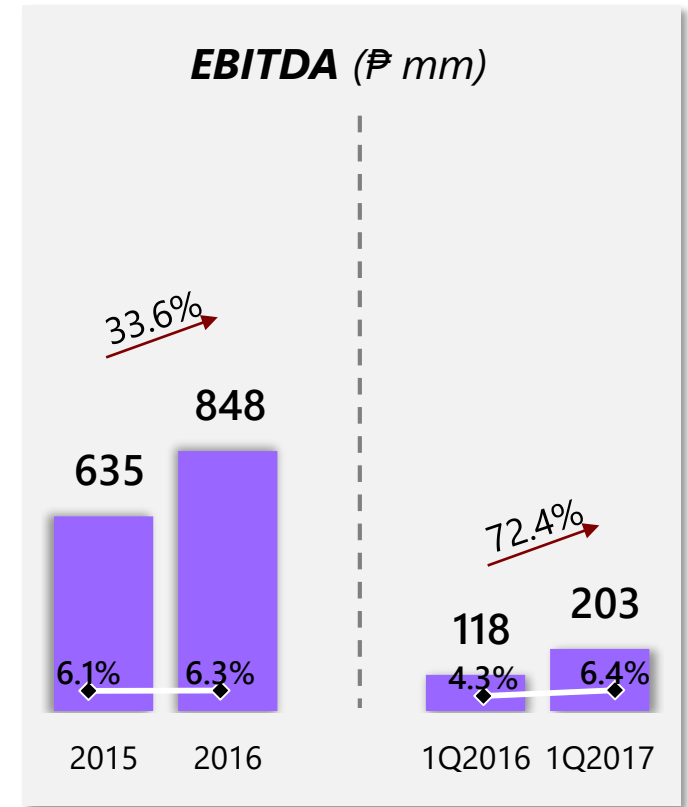
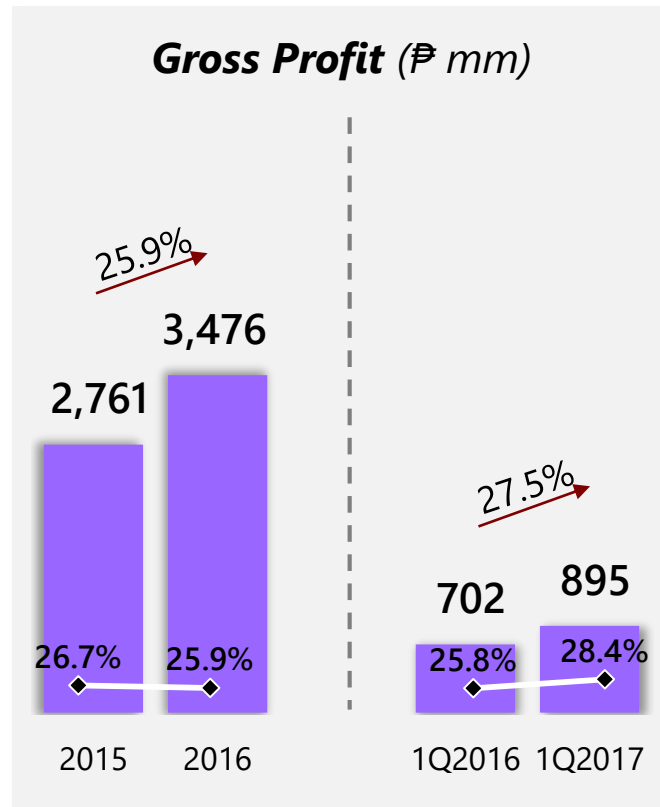
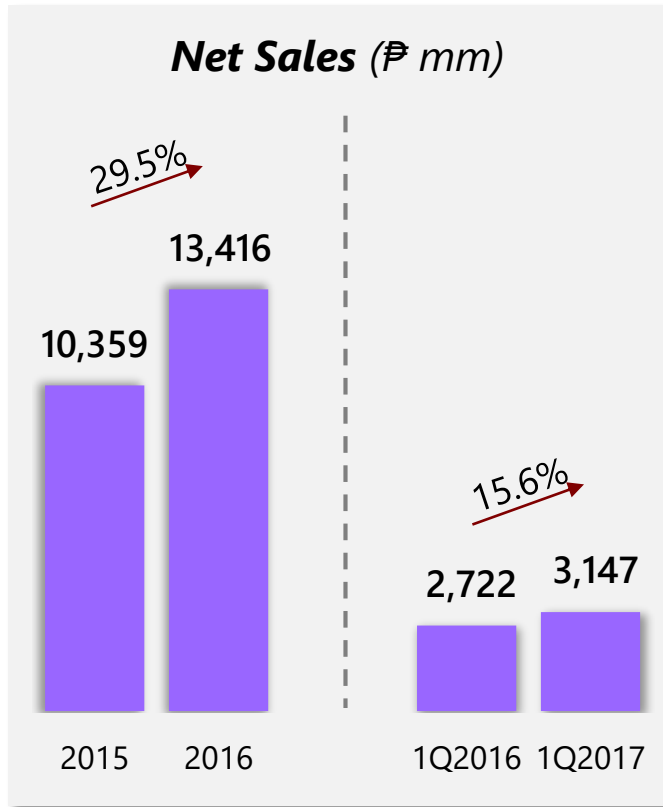
-♦- % of segment's net sales

Drugstore Business Segment

Healthy SSSG
due to higher productivity of stores



Specialty Store Business Segment



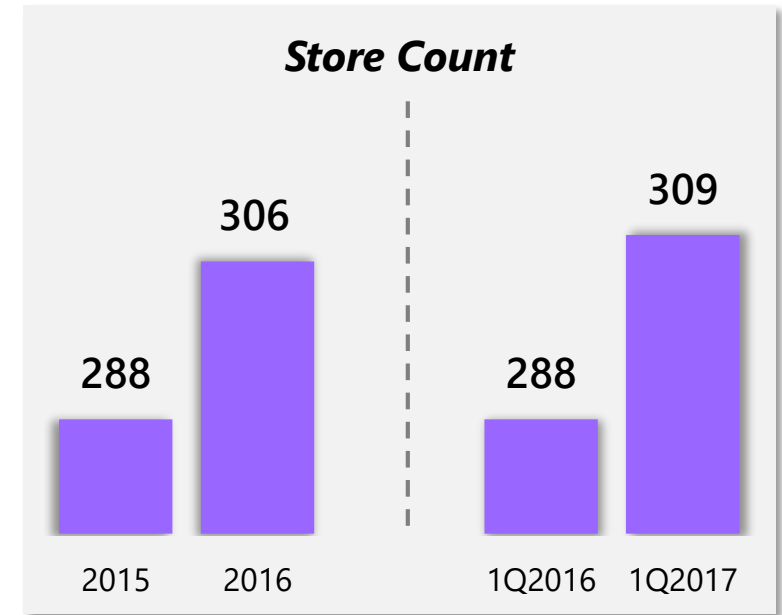
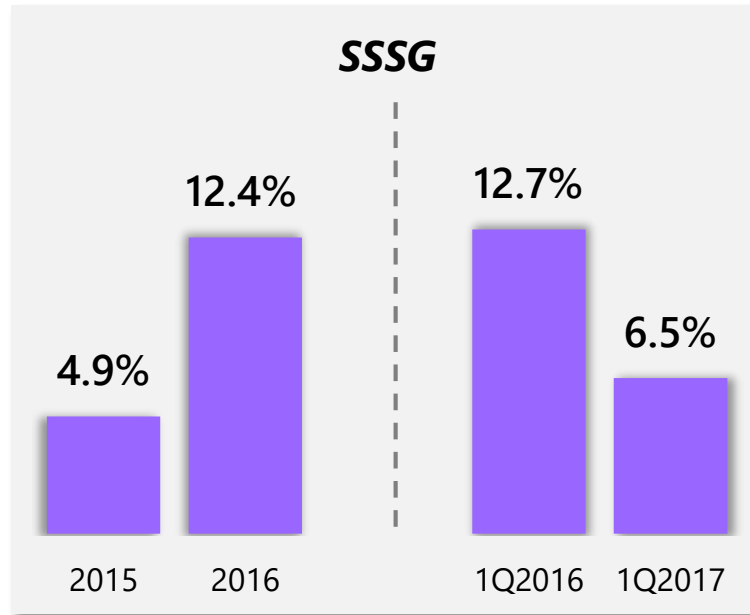
Growth in net sales driven by the strong sales performance of most formats



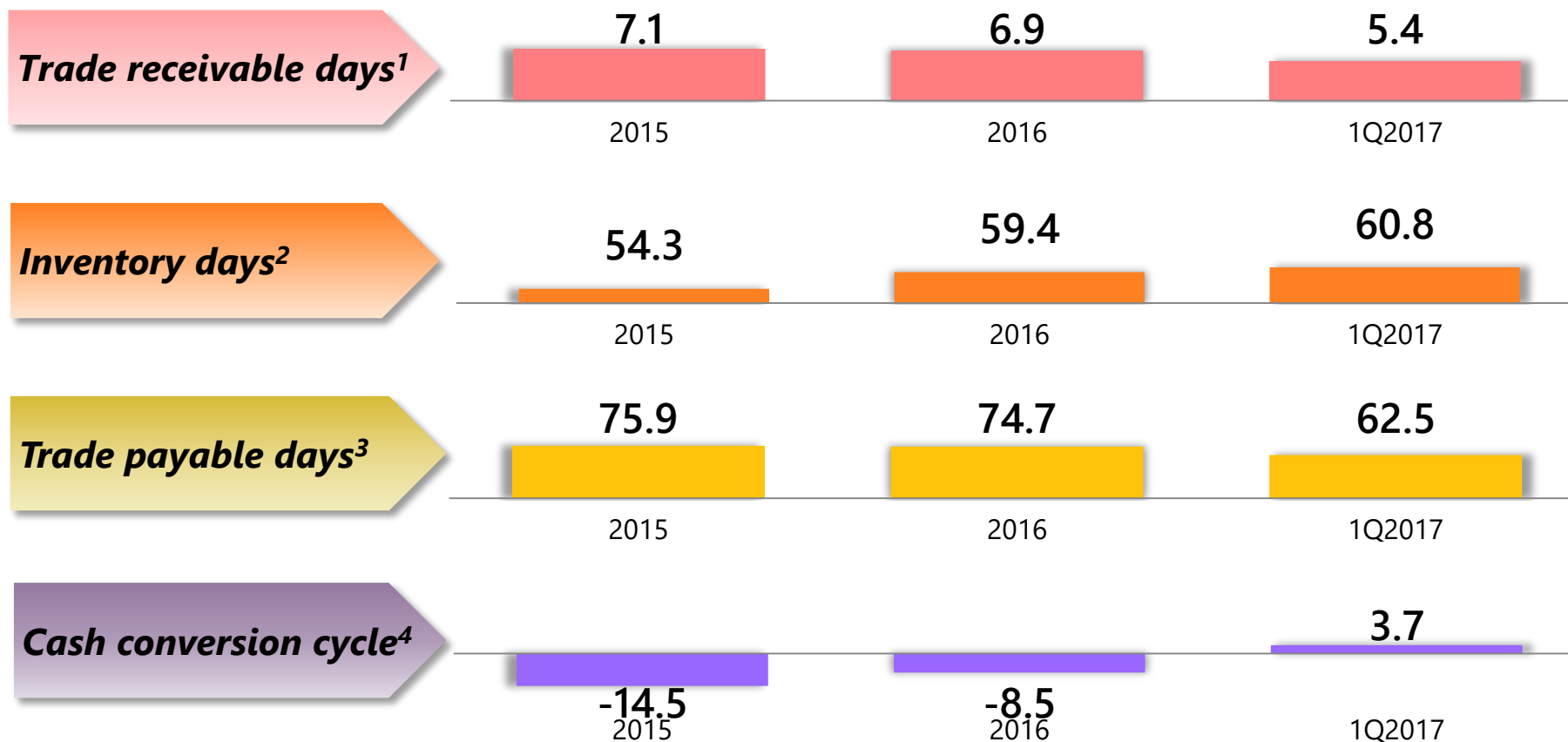
◆ - % of segment's net sales

Specialty Store Business Segment

Strong SSSG
driven by
appliances,
one-price point
and beauty
formats



Working capital days trend



¹ Trade receivable days = No. of days x Trade and other receivables / Net sales; ² Inventory days = No. of days x Merchandise inventories / Cost of merchandise sold; ³ Trade payable days = No. of days x Trade and other payables / Cost of merchandise sold; ⁴ Cash conversion cycle = Trade receivable days + Inventory days – Trade payable days



Capital Expenditure

Breakdown of Capital Expenditure including Acquisitions (₱ mm)¹

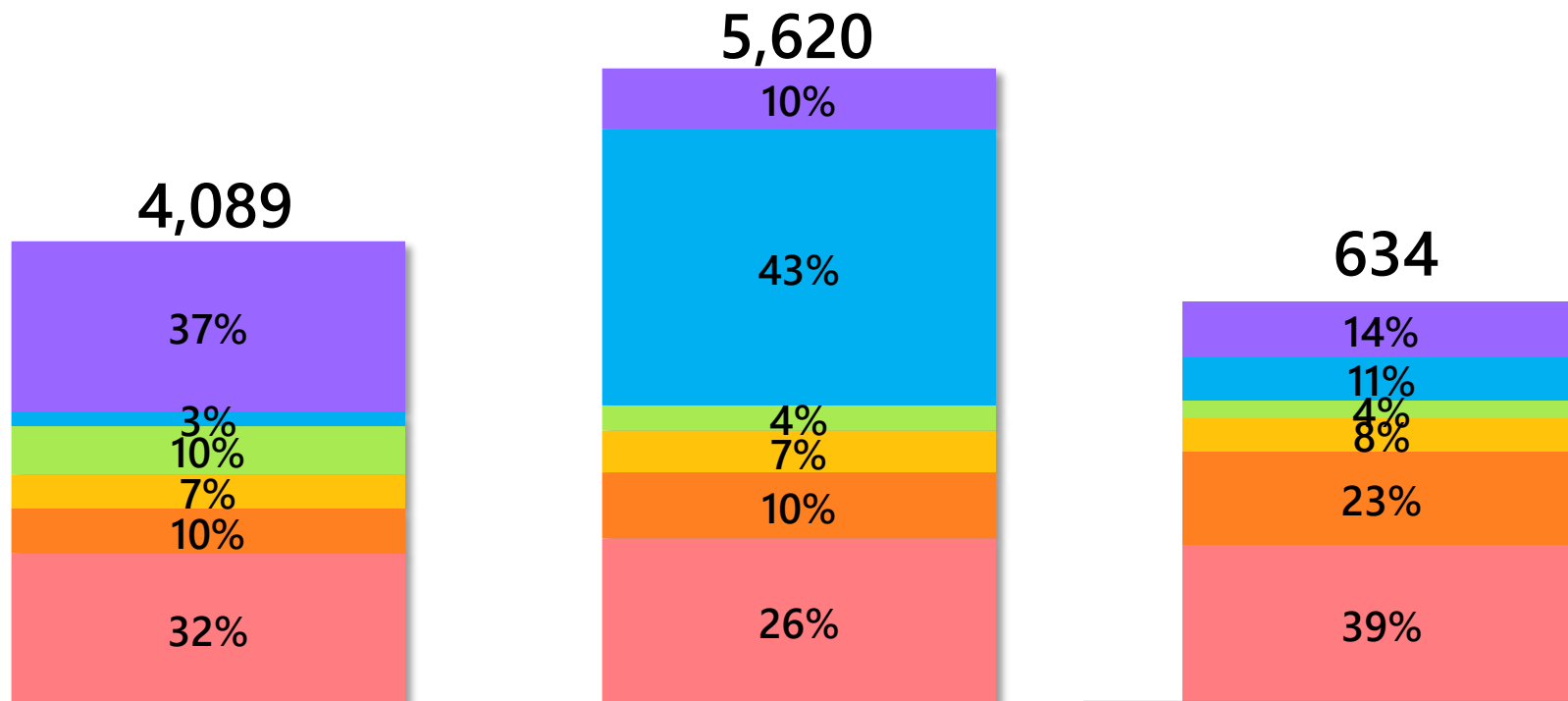
■ Supermarkets
 ■ Department stores
 ■ DIY stores
 ■ Convenience stores
 ■ Drugstores
 ■ Specialty stores

% of group's net sales

4.5%

5.3%

2.5%



2015

2016

1Q2017

¹ Capital expenditure includes acquisitions, expenses on leasehold improvements, store and furniture fixtures, office furniture and fixtures, transportation equipment, building and other equipment and computer equipment



Online Partnership with Zalora



Thank you!



Consolidated Statements of Financial Position (Unaudited)

PHP mm	March 31 2017	December 31 2016
ASSETS		
Current Assets		
Cash and cash equivalents	8,981	12,718
Trade and other receivables	1,557	1,988
Merchandise inventories	13,509	13,342
Other current assets	2,282	2,185
Total Current Assets	26,328	30,232
Noncurrent assets		
Available-for-sale (AFS) financial assets	20,663	20,430
Property and equipment - net	12,706	12,562
Investment in shares of stocks	5,167	5,078
Other noncurrent assets	8,451	8,393
Total Noncurrent Assets	46,987	46,463
Total Assets	73,315	76,695
LIABILITIES AND EQUITY		
Current Liabilities		
Trade and other payables	13,906	16,797
Current portion of loans payable	4,216	6,576
Other current liabilities	1,406	1,106
Total Current Liabilities	19,528	24,478
Total Noncurrent Liabilities	1,700	1,652
Total Liabilities	21,228	26,129
Equity		
Capital stock	1,385	1,385
Additional paid-in capital	27,227	27,227
Equity reserve	(1,022)	(1,022)
Retained earnings	20,640	19,645
Others	464	352
Total equity attributable to equity holders	48,695	47,587
Non-controlling interest in consolidated	3,392	2,978
Total Equity	52,086	50,566
Total Liabilities and Equity	73,314	76,695



Consolidated Statements of Comprehensive Income (Unaudited)

PHP mm	Three Months Ended March 31		Years Ended December 31	
	2017	2016	2016	2015
Sales - net of sales discounts and returns	25,723	22,696	105,293	90,883
Cost of merchandise sold	20,004	17,891	82,267	71,134
Gross Profit	5,719	4,805	23,026	19,749
Royalty, rent and other revenues	512	489	2,118	1,863
Gross profit including other revenue	6,231	5,294	25,145	21,612
Operating expenses	(5,072)	(4,390)	(19,652)	(16,883)
Earnings before interest and taxes	1,159	904	5,493	4,729
OTHER INCOME (CHARGES)				
Interest income	228	204	827	799
Foreign currency exchange gain (losses) - net	32	(73)	219	184
Dividend income	28	28	112	112
Equity in net earnings of an associate	25	26	103	40
Interest expense	(43)	(16)	(87)	(15)
	270	169	1,174	1,119
INCOME BEFORE INCOME TAX	1,429	1,073	6,667	5,848
Provision for income tax	328	239	1,471	1,271
NET INCOME	1,101	834	5,196	4,577
Net income attributable to:				
Equity holders of the Parent Company	996	785	4,830	4,342
Non-controlling interest in consolidated subsidiaries	105	49	366	235
	1,101	834	5,196	4,577
Earnings Per Share				
Basic	0.72	0.57	3.49	3.13
Weighted	0.72	0.57	3.49	3.13
Shares Outstanding				
End of Period	1,385	1,385	1,385	1,385
Weighted	1,385	1,385	1,385	1,385



Consolidated Statements of Cash Flows (Unaudited)

PHP mm	Three Months Ended March 31		Years Ended December 31	
	2017	2016	2016	2015
CASH FLOWS FROM OPERATING ACTIVITIES				
Income before income tax	1,429	1,073	6,667	5,848
Adjustments for:				
Depreciation and amortization	492	443	2,038	1,647
Interest expense	43	16	87	15
Equity in net earnings of an associate	(25)	(26)	(103)	(40)
Dividend income	(28)	(28)	(112)	(112)
Interest income	(228)	(204)	(827)	(799)
Others	(32)	73	(112)	(238)
Operating income before working capital changes	1,651	1,348	7,639	6,321
Working capital changes	(2,876)	(2,518)	(1,039)	(1,311)
Interest received	229	157	962	707
Income tax paid	(46)	(40)	(1,393)	(1,268)
Net cash flows generated from (used in) operations	(1,042)	(1,052)	6,169	4,449
CASH FLOWS FROM INVESTING ACTIVITIES				
AFS investments	(137)	(150)	(531)	(1,359)
Property and equipment - net	(634)	(732)	(3,244)	(3,099)
Acquisition through business combination	—	—	(2,180)	(988)
Others	(12)	(9)	30	(1,388)
Net cash flows used in investing activities	(783)	(891)	(5,924)	(6,834)
CASH FLOWS FROM FINANCING ACTIVITIES				
Availment of loans	30	—	4,398	2,939
Dividends paid	—	—	(936)	(729)
Payment of loans	(2,390)	(600)	(667)	(206)
Others	447	(17)	(87)	167
Net cash flows used in financing activities	(1,913)	(617)	2,709	2,172
Net increase (decrease) in cash and cash equivalents	(3,737)	(2,560)	2,961	(212)
Cash and cash equivalents at beginning of year	12,718	9,757	9,757	9,970
CASH AND CASH EQUIVALENTS AT END OF PERIOD	8,981	7,197	12,718	9,757

