



**ROBINSONS  
RETAIL  
HOLDINGS, INC.**

# 1H2020 UNAUDITED EARNINGS RESULTS

July 30, 2020





# AGENDA

**Financial Highlights**

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**Consolidated Results**

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**Store Network**

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**Business Segments**

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**Plans & Prospects**

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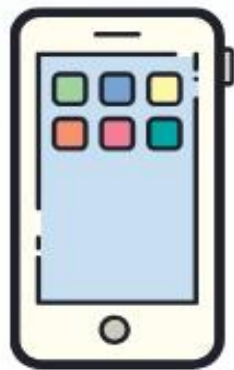
# We're Open to Serve You





# COVID CARE AT THE GOKONGWEI GROUP

## COVID CARE AT YOUR FINGERTIPS A 4-STEP PROCESS



1

**IF SYMPTOMATIC,  
EMPLOYEE SENDS  
A TEXT OR VIBER  
MESSAGE**

**TEXT - 0919 0681874  
VIBER - 0919 0691879**



2

**MESSAGE:**

- FULL NAME
- EMPLOYEE ID #
- BUSINESS UNIT  
(TYPE 'RRHI' AS YOUR  
BUSINESS UNIT)
- MOBILE NUMBER



3

**TELEMED NURSE WILL  
CALL EMPLOYEE TO  
VERIFY AND ENDORSE  
TO MEDICAL DOCTOR  
FOR ASSESSMENT**



4

**TELEMED DOCTOR  
WILL CALL  
EMPLOYEE FOR  
THE MEDICAL  
ASSESSMENT**

**Reset. Enable. Transform.**

#WeShallRiseAgainPh



# WAGASA ALSO JAPAN

#newnormal  
#continuelearning  
#movingup



Sta. Ana Hospital



# MANILA CODE COVID-19 OPERATIONS

Contain and Delay



FROM:  
GOKONGWEI BROTHERS  
FOUNDATION

TO:  
Santa Ana Hospital  
c/o Ms. Sandra Datta  
0943-407102  
(3 of 3)

FROM:  
GOKONGWEI BROTHERS  
FOUNDATION

TO:  
Santa Ana Hospital  
c/o Ms. Sandra Datta  
0943-407102  
(1 of 3)

FROM:  
GOKONGWEI BROTHERS  
FOUNDATION

TO:  
Santa Ana Hospital  
c/o Ms. Sandra Datta  
0943-407102  
(2 of 3)







# FINANCIAL HIGHLIGHTS

Weak  
blended  
SSSG of  
-3.8%

1,890  
stores plus  
2,010 TGP  
branches  
nationwide

1.45M  
sqm in  
gross floor  
area  
(excl. TGP)

-2.9%  
shortfall in  
consolidated  
net sales

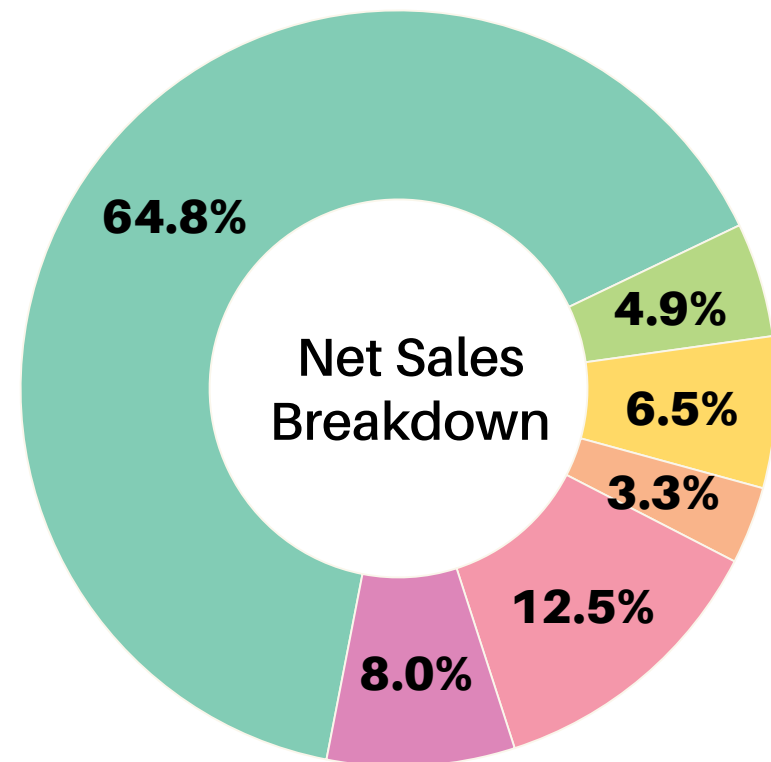
EBITDA  
margin  
at 8.2%  
of sales

GP margin  
at 20.9%  
of sales

Net  
income  
attributable  
to parent co  
at ₱1.6bn

# 1H2020 CONSOLIDATED RESULTS

	2Q19	2Q20	1H19	1H20
Supermarkets	21.2	24.2	42.0	48.6
Department stores	4.6	0.9	8.2	3.7
DIY stores	3.6	1.9	6.9	4.8
Convenience stores	1.7	0.9	3.3	2.5
Drugstores	4.2	4.3	8.6	9.3
Specialty stores	4.9	2.6	9.1	6.0
<b>TOTAL (₹ bn)</b>	<b>39.9<sup>1</sup></b>	<b>34.9</b>	<b>77.2<sup>1</sup></b>	<b>75.0</b>



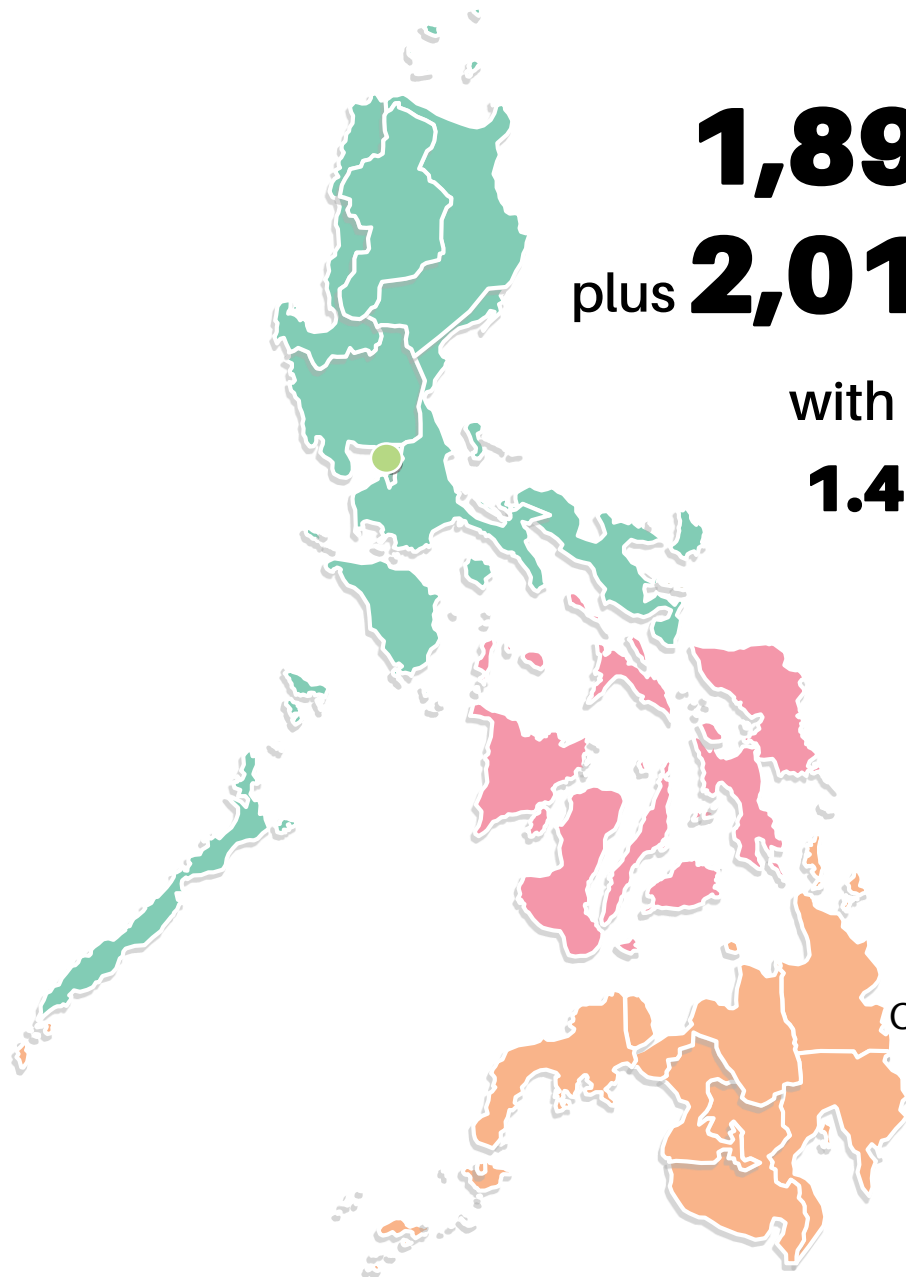
## Same Store Sales Growth

2Q19	2Q20	1H19	1H20
3.7%	(13.9%)	3.9%	(3.8%)

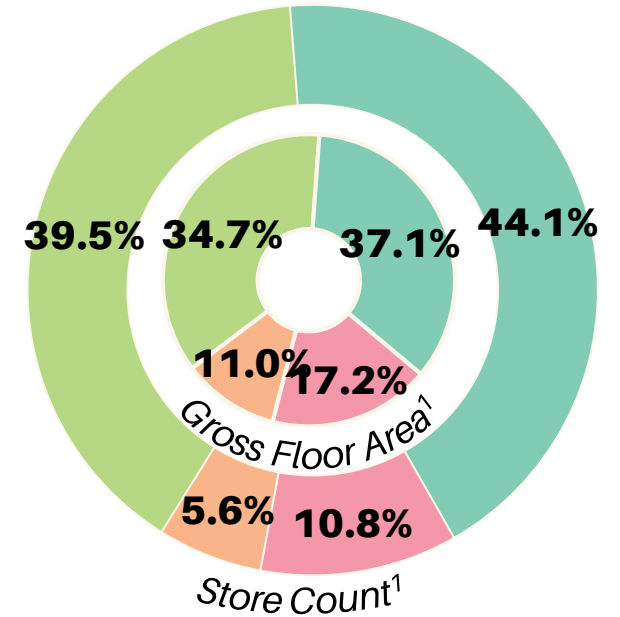
<sup>1</sup> Net sales after intersegment eliminating adjustments




# STORE NETWORK: 1H2020



**1,890** stores  
 plus **2,010** TGP branches  
 with gross floor area of  
**1.45 million sqm<sup>1</sup>**



	Metro Manila	Luzon	Visayas	Mindanao
 Supermarkets	<b>110</b>	<b>100</b>	<b>36</b>	<b>16</b>
Department Stores	<b>11</b>	<b>19</b>	<b>10</b>	<b>9</b>
DIY Stores	<b>67</b>	<b>87</b>	<b>44</b>	<b>24</b>
Convenience Stores	<b>333</b>	<b>155</b>	<b>24</b>	-
Drugstores <sup>1</sup>	<b>109</b>	<b>339</b>	<b>45</b>	<b>27</b>
Specialty Stores	<b>118</b>	<b>133</b>	<b>45</b>	<b>29</b>
<b>Total</b>	<b>748</b>	<b>833</b>	<b>204</b>	<b>105</b>
TGP	<b>463</b>	<b>1,037</b>	<b>305</b>	<b>205</b>

<sup>1</sup> Excluding TGP



# CONSOLIDATED RESULTS


in ₱ mm	2Q2019 <sup>1</sup>	2Q2020	1H2019 <sup>1</sup>	1H2020	2Q Δ	1H Δ
Net Sales	<b>39,861</b>	<b>34,900</b>	<b>77,211</b>	<b>74,963</b>	(12.4%)	(2.9%)
Same Store Sales Growth	<b>3.7%</b>	<b>(13.9%)</b>	<b>3.9%</b>	<b>(3.8%)</b>	-	-
Gross Profit	<b>9,191</b>	<b>6,923</b>	<b>17,661</b>	<b>15,659</b>	(24.7%)	(11.3%)
Gross Margin (%)	<b>23.1%</b>	<b>19.8%</b>	<b>22.9%</b>	<b>20.9%</b>	-	-
EBITDA <sup>2</sup>	<b>3,681</b>	<b>2,845</b>	<b>6,782</b>	<b>6,183</b>	(22.7%)	(8.8%)
EBITDA margin (%)	<b>9.2%</b>	<b>8.2%</b>	<b>8.8%</b>	<b>8.2%</b>	-	-
EBIT	<b>1,985</b>	<b>1,137</b>	<b>3,410</b>	<b>2,810</b>	(42.7%)	(17.6%)
EBIT margin (%)	<b>5.0%</b>	<b>3.3%</b>	<b>4.4%</b>	<b>3.7%</b>	-	-
Net Income to Parent	<b>1,076</b>	<b>719</b>	<b>1,713</b>	<b>1,642</b>	(33.2%)	(4.1%)
Core Net Income	<b>1,051</b>	<b>547</b>	<b>1,642</b>	<b>1,330</b>	(48.0%)	(19.0%)
Core Net Margin(%)	<b>2.6%</b>	<b>1.6%</b>	<b>2.1%</b>	<b>1.8%</b>	-	-

<sup>1</sup> Restated 2019 financials to reflect the impact of adapting PFRS 16 (Leases) effective January 1, 2019; <sup>2</sup> Pre-PFRS16 EBITDA: ₱3,955M in 1H2020, ₱1,730M in 2Q2020



# SUPERMARKET SEGMENT

in ₱ mm	2Q2019 <sup>1</sup>	2Q2020	1H2019 <sup>1</sup>	1H2020	2Q Δ	1H Δ
Net Sales	21,220	24,202	41,952	48,606	14.1%	15.9%
Same Store Sales Growth	3.1%	14.2%	4.3%	16.4%	-	-
Gross Profit	4,486	4,666	8,695	9,616	4.0%	10.6%
Gross Margin (%)	21.1%	19.3%	20.7%	19.8%	-	-
EBITDA <sup>2</sup>	1,578	1,928	2,952	3,927	22.2%	33.1%
EBITDA margin (%)	7.4%	8.0%	7.0%	8.1%	-	-

 Store Count **262**

Double-digit SSSG sustained as essential goods such as food, disinfecting and cleaning items continue to be in high demand

<sup>1</sup> Restated 2019 financials to reflect the impact of adapting PFRS 16 (Leases) effective January 1, 2019; <sup>2</sup> Pre-PFRS16 EBITDA: ₱2,896M in 1H2020, ₱1,410M in 2Q2020





**SHOP NOW!**

**Delivering to these areas only:**

**Quezon City** *New!*

**Makati**

**Mandaluyong**

**San Juan**

**Pasig**

**Marikina**

**Cainta**

**Lower Antipolo**

FREE shipping and concierge fee for orders over ₱3500 Minimum purchase of ₱1000.

**[www.gorobinsons.ph](http://www.gorobinsons.ph)**





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LazMall

Vouchers



Robinsons Department Store

LazMall Flagship Store | 123200 Followers

92% Positive Seller Ratings

Chat Now

+ FOLLOW



FOLLOW OUR STORE

Categories

Homepage

All Products

Profile

Search in store



# CURATED HOME

DESIGN YOUR LIFE

## PERFECT IMPERFECTION

's all about a big love for shapes and colors



Browse by Mobile

Messages

CURATED HOME



Curated Home Resort Bedding 3pc Set

₱420.00

★★★★★ (11)

Robinsons Department Store



Mesh Car Seat Pillow for Head and Neck Support (Gray)

₱199.75

★★★★★ (3)

Robinsons Department Store



Home Essentials 3 pc Microfiber Face Towel Set (Blue)

₱69.00

★★★★★ (1)

Robinsons Department Store



16 x 16 inches Floral Printed Chair Pad Cushion Seat Pillow...

₱179.75

★★★★★ (1)

CURATED HOME



Curated Home Retro Green Tassel Throw Pillow Case...

₱210.00

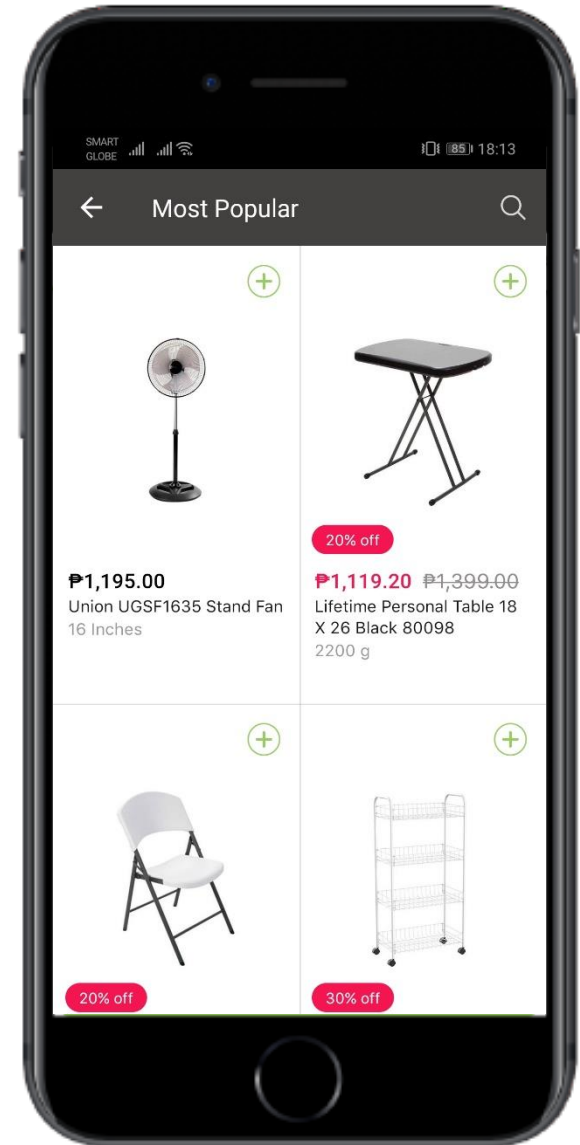
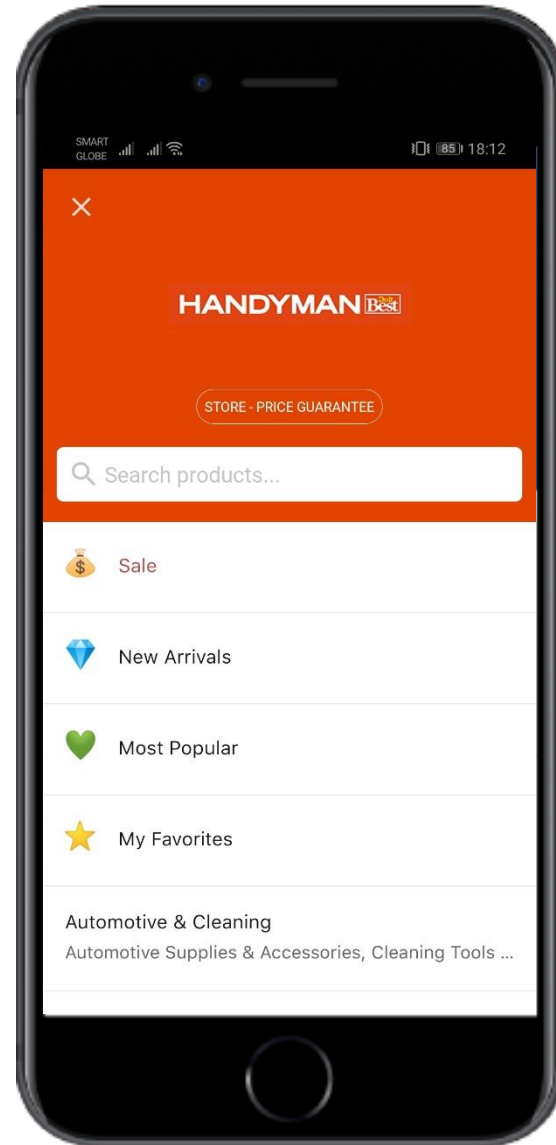
★★★★★ (2)



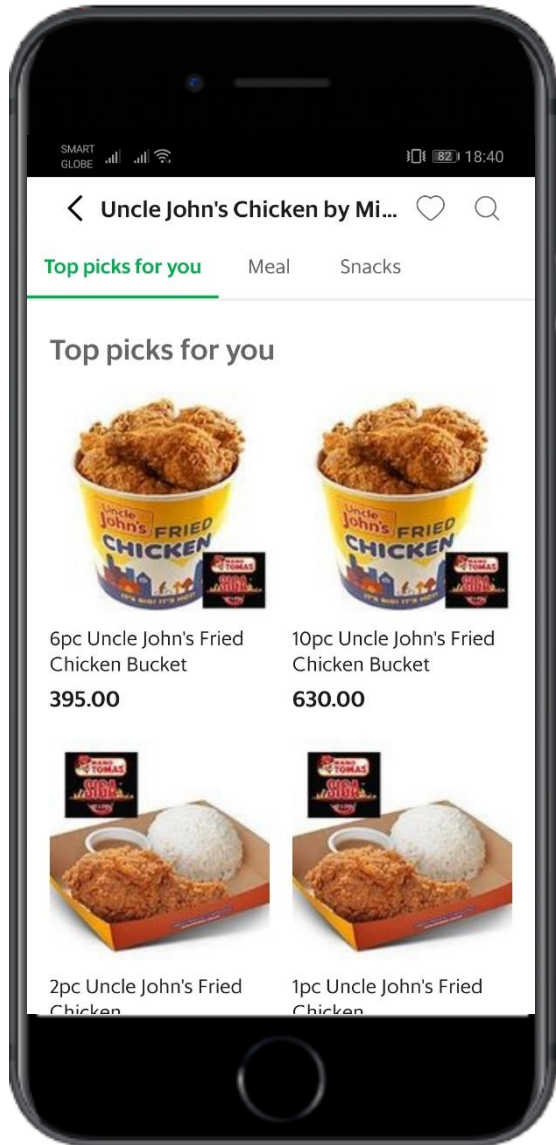




# METROMART







# DRUGSTORE SEGMENT

in ₱ mm	2Q2019 <sup>1</sup>	2Q2020	1H2019 <sup>1</sup>	1H2020	2Q Δ	1H Δ
Net Sales	4,167	4,350	8,582	9,345	4.4%	8.9%
Same Store Sales Growth	8.4%	(0.2%)	11.2%	6.9%	-	-
Gross Profit	821	870	1,675	1,864	6.0%	11.3%
Gross Margin (%)	19.7%	20.0%	19.5%	19.9%	-	-
EBITDA <sup>2</sup>	364	427	810	947	17.1%	17.0%
EBITDA margin (%)	8.7%	9.8%	9.4%	10.1%	-	-



Store Count **520** southstardrug®  
**2,010** TGP®  
THE GENUINE PHARMACY

Notwithstanding the relaxed quarantine measures in the latter half of May, people mobility restrictions and curfew hours still resulted in store closures and shortened operating hours.

<sup>1</sup> Restated 2019 financials to reflect the impact of adapting PFRS 16 (Leases) effective January 1, 2019; <sup>2</sup> Pre-PFRS16 EBITDA: ₱795M in 1H2020, ₱351M in 2Q2020



# southstar drug<sup>+</sup>

You can now pay in cash, thru bank deposit or credit card upon delivery!

## NOW SERVING NATIONWIDE

STAY HOME. SAVE THE NATION.

ORDER NOW



### IMMUNITY BOOSTERS

Increase your immunity  
the healthy way

VIEW MORE

### RAINY SEASON SALE

Get up to 20% off on select  
participating products

VIEW MORE

### PROMO PACKS

Save on your vitamins  
& other supplements

VIEW MORE

## CATEGORIES



Prescription  
Medicine



Mom & Baby  
Products



Personal  
Care



Vitamins &  
Supplements

View All



# CLICK TO COLLECT

Send in your orders for mobile phones, laptops for work or gaming, headphones and other gadgets with the same easy steps!

## 1 ORDER

Submit your Online Order Form

## 2 PAY

Pay in-store or thru Bank Transfer

## 3 COLLECT

Collect your order by arranging delivery or by store pick up

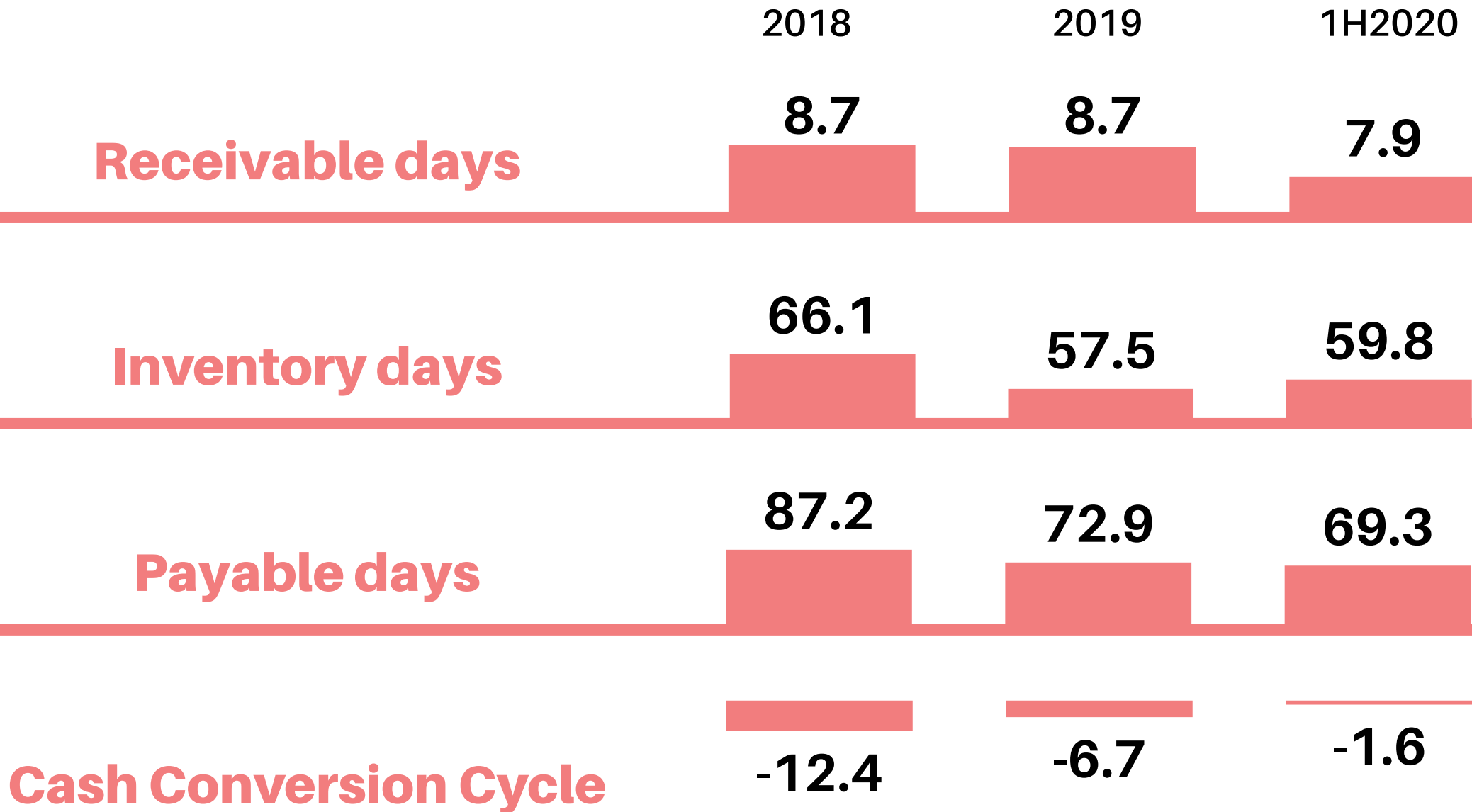


Robinsons  
Appliances





# WORKING CAPITAL





# PLANS AND PROSPECTS FOR 2020

**Organic expansion of 30 to 50 new stores**

**CAPEX of Php1bn to Php2bn**

**SSSG target of -5% to 0%**

**50 bps compression to flat gross margin**

**Mergers & acquisitions**

**E-commerce**



The background is a light beige color with several decorative elements: a series of vertical red lines in the top left corner, a series of concentric red circles on the right side, and a series of diagonal red lines in the bottom right corner. A solid red horizontal line runs across the middle of the page, positioned below the 'Thank you.' text.

# Thank you.

# INCOME STATEMENT (UNAUDITED)

PHP mm	Three Months Ended June 30 (Unaudited)		Six Months Ended June 30 (Unaudited)	
	2020	2019	2020	2019
Sales - net of sales discounts and returns	34,900	39,861	74,963	77,211
Cost of merchandise sold	27,977	30,669	59,303	59,550
<b>Gross Profit</b>	<b>6,923</b>	<b>9,191</b>	<b>15,659</b>	<b>17,661</b>
Royalty, rent and other revenues	371	628	1,040	1,253
Gross profit including other revenue	<b>7,294</b>	<b>9,819</b>	<b>16,699</b>	<b>18,914</b>
Operating expenses	(6,158)	(7,835)	(13,890)	(15,504)
<b>EBIT</b>	<b>1,137</b>	<b>1,985</b>	<b>2,810</b>	<b>3,410</b>
<b>EBITDA</b>	<b>2,845</b>	<b>3,681</b>	<b>6,183</b>	<b>6,782</b>
<b>OTHER INCOME (CHARGES)</b>				
Interest income	173	284	374	563
Foreign currency exchange gain (loss)	(57)	(84)	(48)	(91)
Dividend income	14	28	26	56
Equity in net earnings of an associate	144	47	170	58
Interest expense	(574)	(667)	(1,158)	(1,327)
Others	5	8	63	6
	<b>(295)</b>	<b>(383)</b>	<b>(573)</b>	<b>(736)</b>
<b>INCOME BEFORE INCOME TAX</b>	<b>842</b>	<b>1,601</b>	<b>2,237</b>	<b>2,673</b>
Provision for income tax	96	377	474	656
<b>NET INCOME</b>	<b>746</b>	<b>1,224</b>	<b>1,763</b>	<b>2,018</b>
<b>Net income attributable to:</b>				
Equity holders of the Parent Company	719	1,076	1,642	1,713
Non-controlling interest in consolidated subs	27	148	121	305
	<b>746</b>	<b>1,224</b>	<b>1,763</b>	<b>2,018</b>
<b>Earnings Per Share</b>				
Basic	0.46	0.68	1.04	1.09
Weighted	0.46	0.68	1.04	1.09
<b>Shares Outstanding</b>				
End of Period	1,573	1,576	1,575	1,576
Weighted	1,573	1,576	1,575	1,576

Note: Restated 2019 financials to reflect the impact of adapting PFRS 16 (Leases) effective January 1, 2019



# BALANCE SHEET (UNAUDITED)

	June 30 (Unaudited) 2020	December 31 (Audited) 2019
<b>PHP mm</b>		
<b>Current Assets</b>		
Cash and cash equivalents	20,358	20,293
Trade and other receivables	3,281	3,865
Merchandise inventories	19,595	19,810
Other current assets	3,073	2,951
<b>Total Current Assets</b>	<b>46,307</b>	<b>46,920</b>
<b>Noncurrent assets</b>		
Debt and equity instrument financial assets	11,655	14,857
Property and equipment	18,388	19,290
Right-of-use asset	24,585	26,318
Investment in shares of stocks	8,345	7,845
Intangible assets	19,014	19,039
Other noncurrent assets	3,859	3,597
<b>Total Noncurrent Assets</b>	<b>85,846</b>	<b>90,946</b>
<b>Total Assets</b>	<b>132,153</b>	<b>137,866</b>
<b>LIABILITIES AND EQUITY</b>		
<b>Current Liabilities</b>		
Trade and other payables	22,720	25,102
Short-term loans payable	2,569	4,634
Current portion of lease liability	2,486	2,164
Other current liabilities	1,038	1,065
<b>Total Current Liabilities</b>	<b>28,813</b>	<b>32,965</b>
<b>Total Noncurrent Liabilities</b>	<b>27,105</b>	<b>28,375</b>
<b>Total Liabilities</b>	<b>55,917</b>	<b>61,340</b>
<b>Equity</b>		
Capital stock	1,576	1,576
Additional paid-in capital	40,768	40,768
Equity reserve	(995)	(990)
Retained earnings	30,563	30,494
Others	(55)	273
<b>Total equity attributable to equity holders of Parent Company</b>	<b>71,857</b>	<b>72,122</b>
Non-controlling interest in consolidated subsidiaries	4,379	4,405
<b>Total Equity</b>	<b>76,236</b>	<b>76,526</b>
<b>Total Liabilities and Equity</b>	<b>132,153</b>	<b>137,866</b>

Note: Restated 2019 financials to reflect the impact of adapting PFRS 16 (Leases) effective January 1, 2019



# CASH FLOW STATEMENT (UNAUDITED)

PHP mm	Six Months Ended June 30 (Unaudited) 2020	Six Months Ended June 30 (Unaudited) 2019	Twelve Months Ended Dec 30 (Audited) 2019
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Income before income tax	2,237	2,673	6,110
Depreciation and amortization	3,373	3,372	6,880
Retirement expense	93	73	192
Interest expense	1,158	1,327	2,578
Equity in net earnings in associates	(170)	(58)	(105)
Dividend income	(26)	(56)	(100)
Interest income	(374)	(563)	(1,016)
Others	(15)	79	117
<b>Operating income before working capital changes</b>	<b>6,276</b>	<b>6,850</b>	<b>14,656</b>
Working capital changes	(1,559)	(4,305)	(1,124)
Interest received	359	563	1,053
Retirement contributions and benefits paid	(12)	(136)	(439)
Income tax paid	(1,061)	(1,257)	(2,097)
<b>Net cash flows generated from (used in) operations</b>	<b>4,003</b>	<b>1,714</b>	<b>12,049</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Investment in associate	(344)	(280)	(520)
Debt and equity instrument financial assets	3,088	1,228	5,584
Property and equipment	(636)	(1,500)	(3,346)
Others	332	2	100
<b>Net cash flows generated from (used in) investing activities</b>	<b>2,441</b>	<b>(550)</b>	<b>1,818</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Availment of loans	325	1,645	915
Payment of loans	(2,390)	(2,810)	(3,075)
Dividends paid	(1,759)	(147)	(1,457)
Payment of lease liabilities	(2,228)	(2,174)	(4,442)
Others	(334)	(188)	(301)
<b>Net cash flows used in financing activities</b>	<b>(6,386)</b>	<b>(3,674)</b>	<b>(8,360)</b>
Effect of forex on cash and cash equivalents	8	(91)	(2)
Net increase (decrease) in cash and cash equivalents	65	(2,602)	5,505
Cash and cash equivalents at beginning of year	20,293	14,788	14,788
<b>CASH AND CASH EQUIVALENTS AT END OF PERIOD</b>	<b>20,358</b>	<b>12,186</b>	<b>20,293</b>

Note: Restated 2019 financials to reflect the impact of adapting PFRS 16 (Leases) effective January 1, 2019



# 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.*

