



ROBINSONS
RETAIL
HOLDINGS, INC.

Second Quarter 2022 Unaudited Earnings Results

August 4, 2022





Agenda



01 Performance Highlights



02 Omnichannel Presence



03 Consolidated Results



04 Business Segments



05 Recent Developments

Second Quarter 2022 Performance Highlights



Consolidated
Net sales
₱42.9bn

▲ 19.8%

Blended SSSG
15.5%

E-commerce
Sales share to
Total Sales
3.1%

Gross margin

23.8%

▲ 110bps

EBITDA margin

8.9%

▲ 90bps

Net income
att. to parent

₱1.6bn

▲ 115.1%

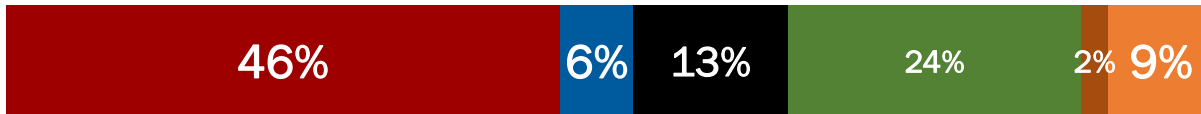
2,235
stores plus
2,082 TGP
branches
nationwide

Omnichannel Presence

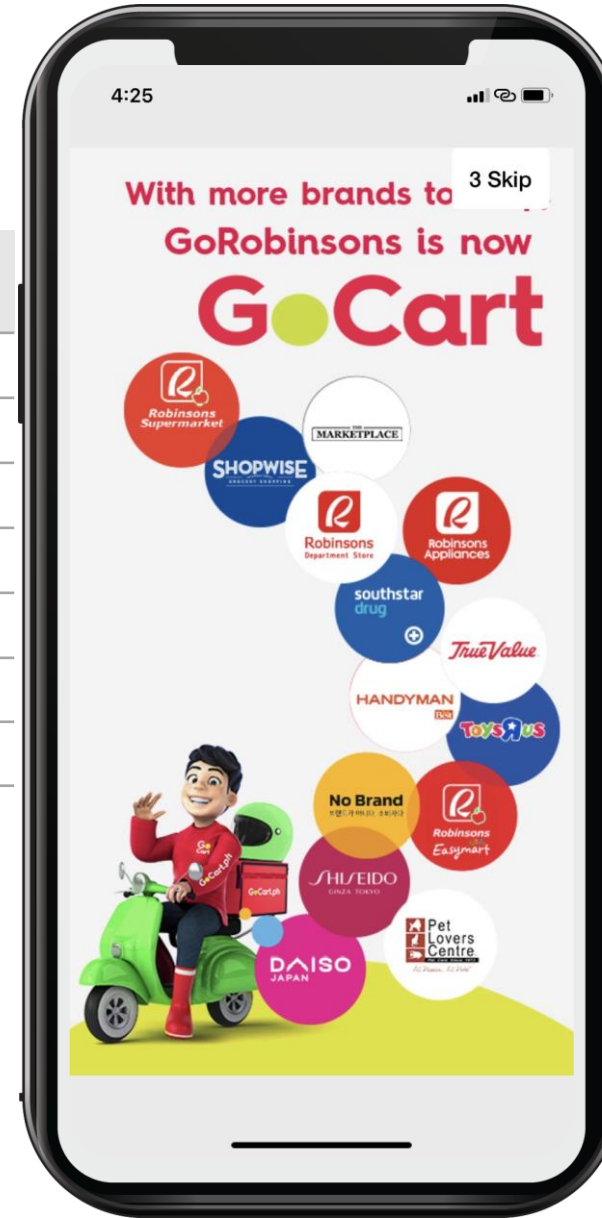
Total of **2,235** stores plus **2,082** TGP Branches

	Metro Manila	Luzon	Visayas	Mindanao	Total
Supermarkets	129	119	36	16	300
Drugstores ¹	124	385	287	142	938
DIY Stores	66	90	43	24	223
Department Stores	10	19	12	9	50
Convenience Stores	276	148	19	0	443
Specialty Stores	83	132	38	28	281
Total	688	893	435	219	2,235
TGP	444	1,127	312	199	2,082

With gross floor area of **1.47** million sqm¹



Gross Floor area per segment as % of total



GoCart serves as an online store for **14** of our banners.

South Star Drug, Rose Pharmacy, Robinsons Appliances and Savers Appliances also have their **own e-commerce websites**.

RRHI continues to partner with **third-party platforms** and also has **call & collect and call to deliver services**.

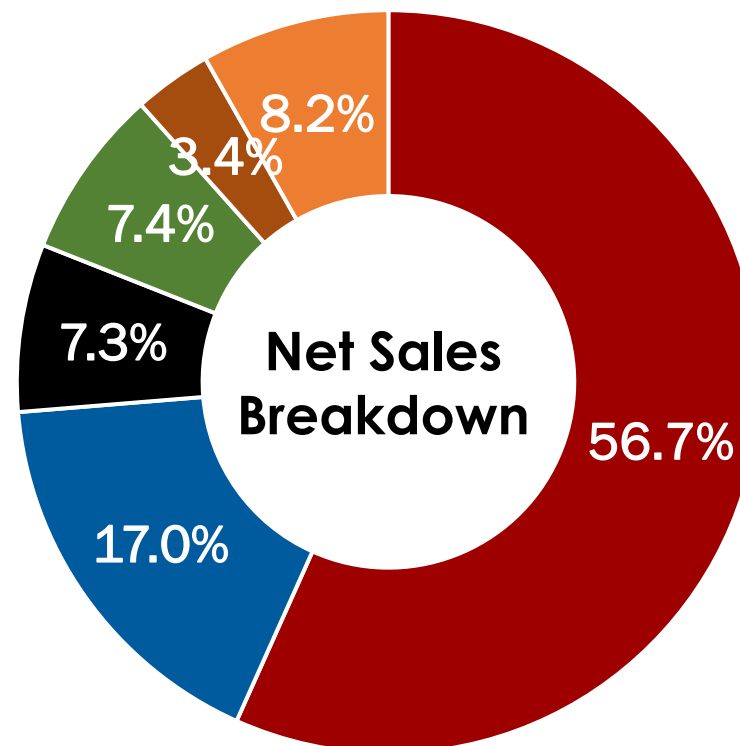
¹ Excluding TGP

RRHI Consolidated Results

	2Q21	2Q22	1H21	1H22	2QΔ	1HΔ
Supermarkets	21.1	24.3	42.2	46.7	15.2%	10.8%
Drugstores	6.3	6.9	12.2	14.0	9.4%	14.2%
DIY stores	2.7	3.1	5.6	6.0	14.5%	7.2%
Department stores	1.7	3.5	3.6	6.1	108.8%	68.9%
Convenience stores	1.2	1.6	2.4	2.8	27.3%	16.5%
Specialty stores	2.8	3.6	5.4	6.7	26.5%	25.2%
TOTAL (₱ bn)	35.8	43.0	71.4	82.4	19.8%	15.3%

Net sales surpassed pre-pandemic levels

▲ **7.7%** ▲ **6.7%**
 2Q22 vs 2Q19 1H22 vs 1H19



RRHI Consolidated Results

In ₱ mn	2021	2022	1H21	1H22	2QΔ	1HΔ
Net Sales	35,832	42,944	71,448	82,367	19.8%	15.3%
SSSG	(3.4%)	15.5%	(10.2)	10.2%		
Gross Profit	8,155	10,233	16,319	19,318	25.5%	18.4%
Gross Margin	22.8%	23.8%	22.8%	23.5%		
EBITDA	2,891	3,834	5,723	7,198	32.7%	25.8%
EBITDA Margin	8.1%	8.9%	8.0%	8.7%		
EBIT	1,169	2,044	2,332	3,632	74.7%	55.7%
EBIT Margin	3.3%	4.8%	3.3%	4.4%		
Net Income - Parent	724	1,557	1,669	2,737	115.1%	64.0%
N.I. - Parent Margin	2.0%	3.6%	2.3%	3.3%		
Core Net Income	534	1,229	1,321	2,136	130.3%	61.8%
EPS	0.47	1.04	1.08	1.83	122.2%	69.6%

Net Income to parent above pre-pandemic levels

▲ **44.7%** ▲ **59.8%**
 2Q22 vs 2Q19 1H22 vs 1H19

E-commerce as % of Total Sales

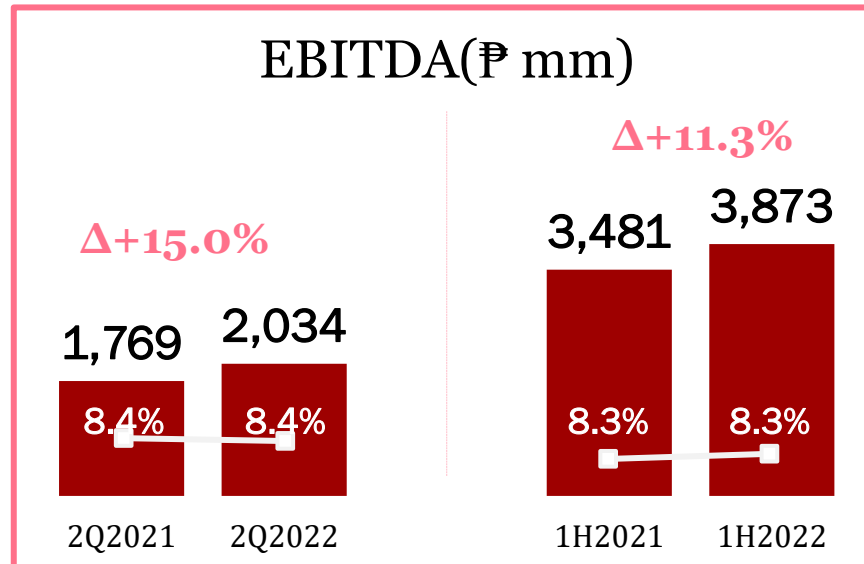
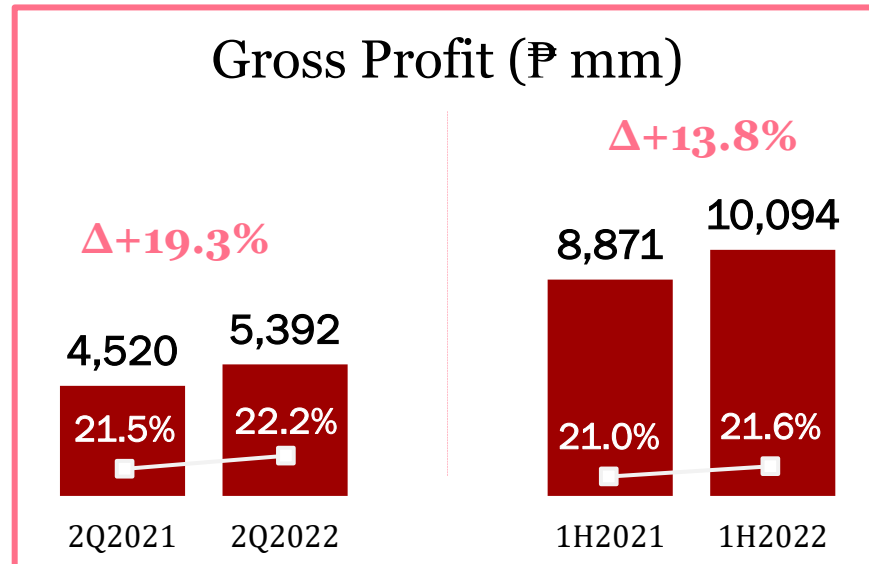
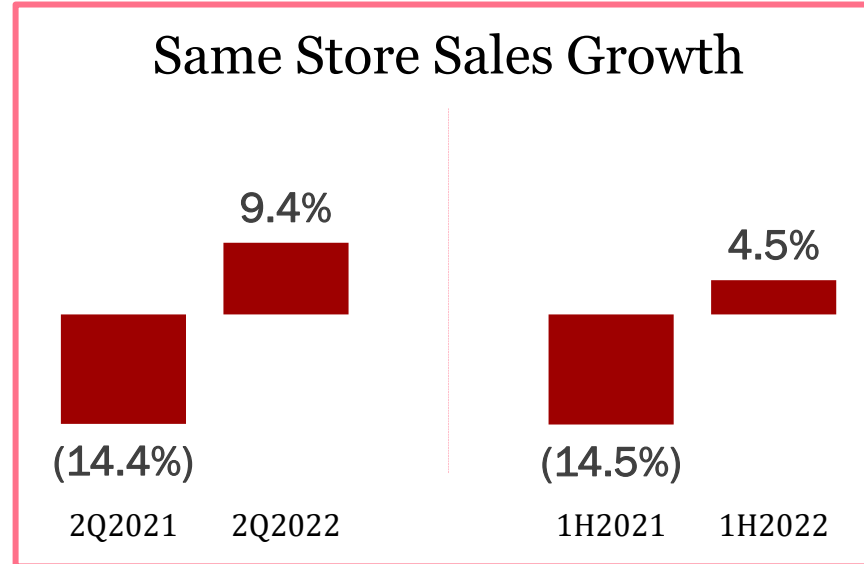
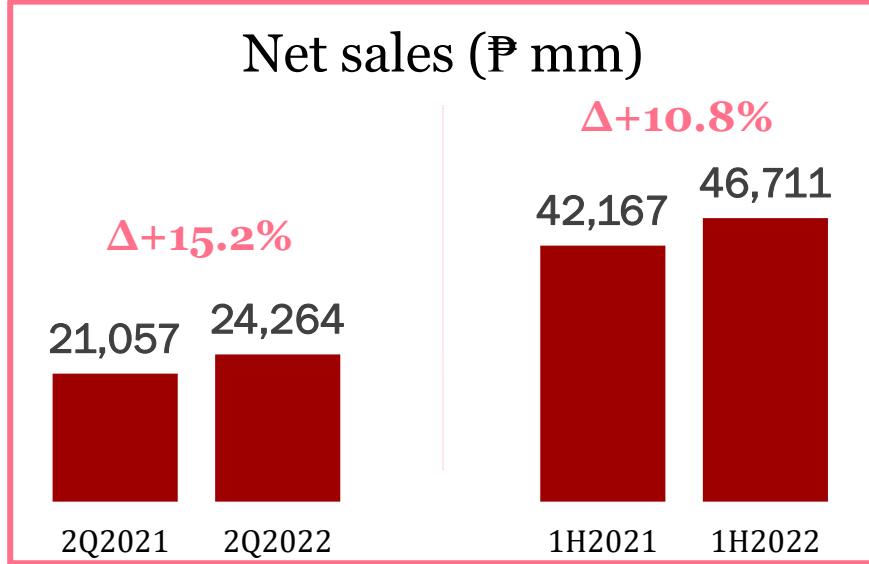
3.6%

vs 2.8% 1H2021

Supermarket Segment

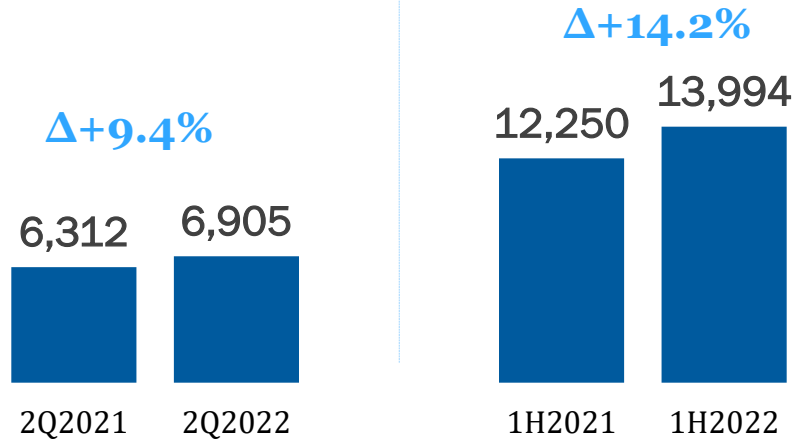


Has a total of **300** stores

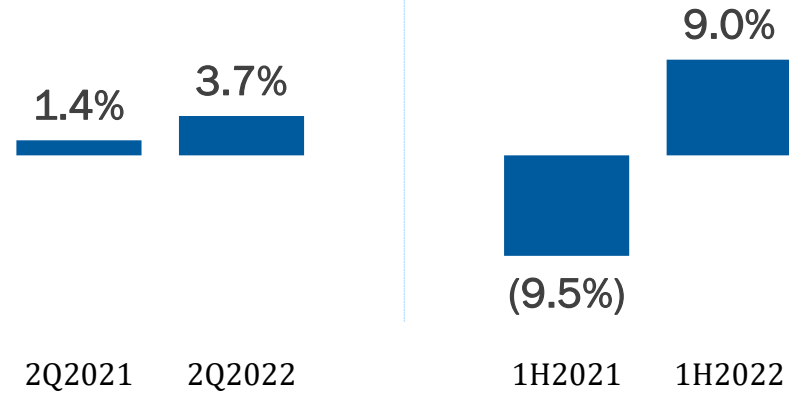


Drugstore Segment

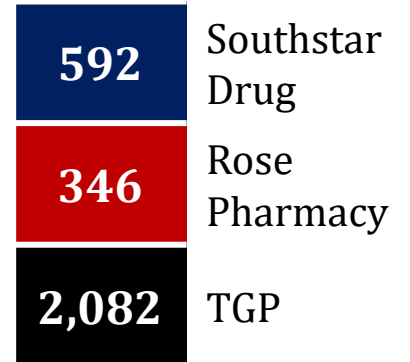
Net sales (₹ mm)



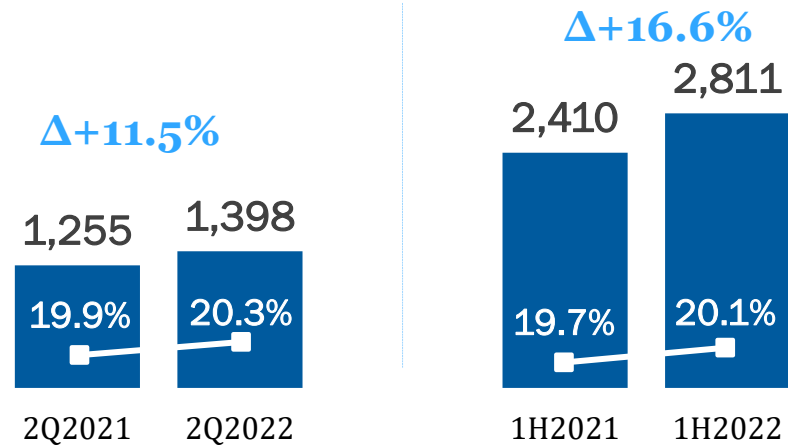
Same Store Sales Growth ⁽¹⁾



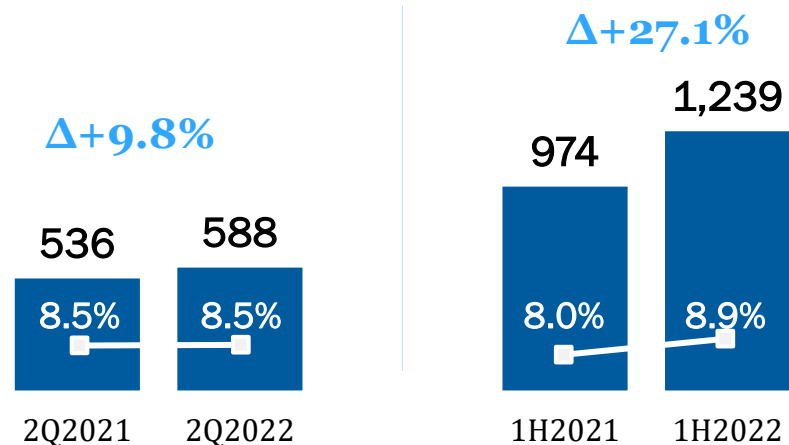
Has a total of 938 owned & 2,082 franchised stores



Gross Profit (₹ mm)



EBITDA (₹ mm)



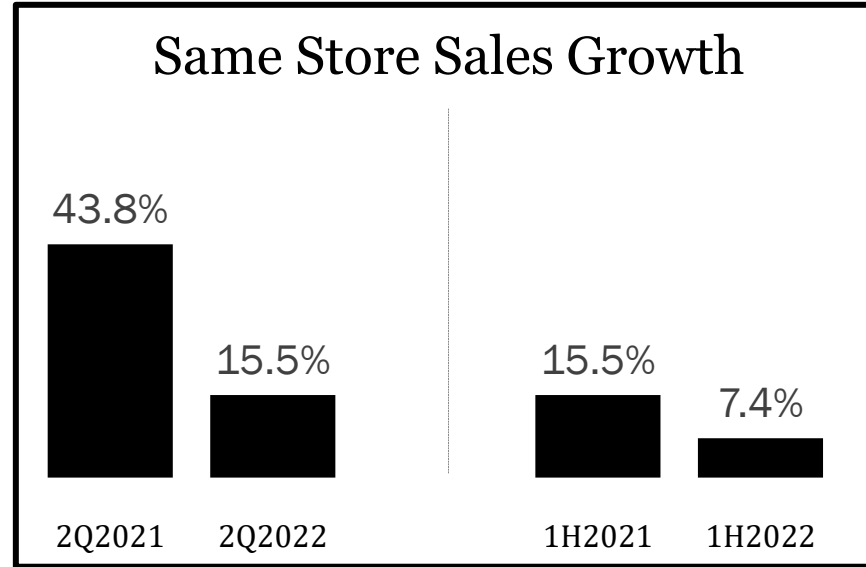
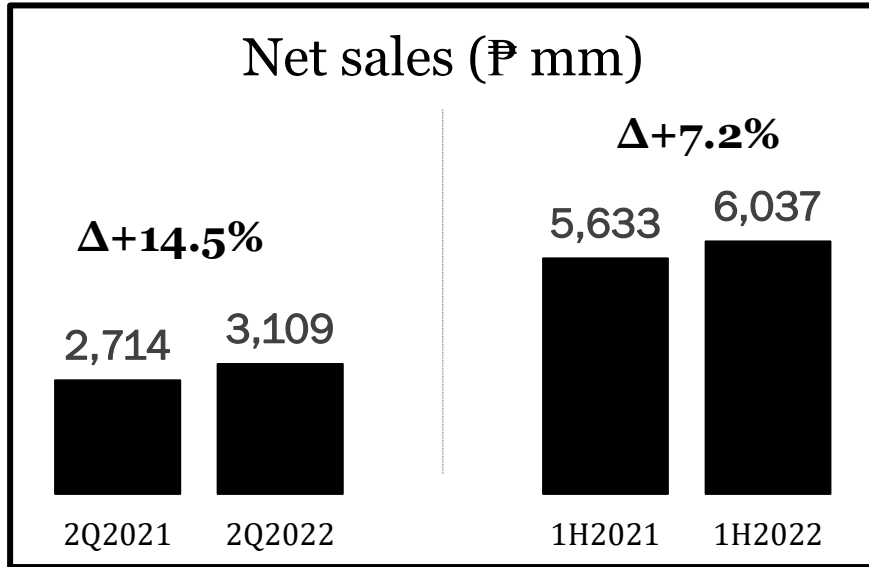
E-commerce as % of Total Sales



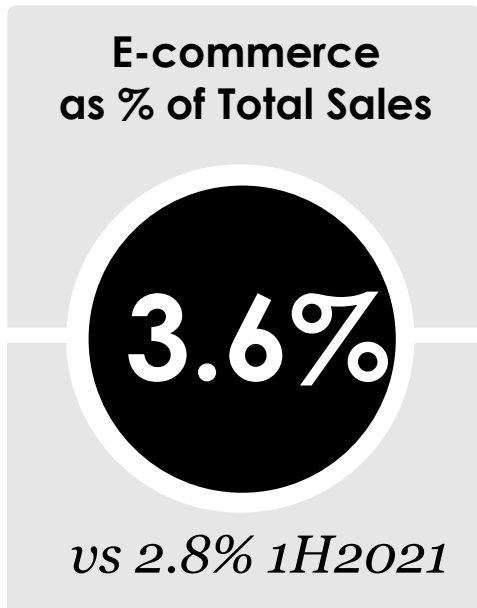
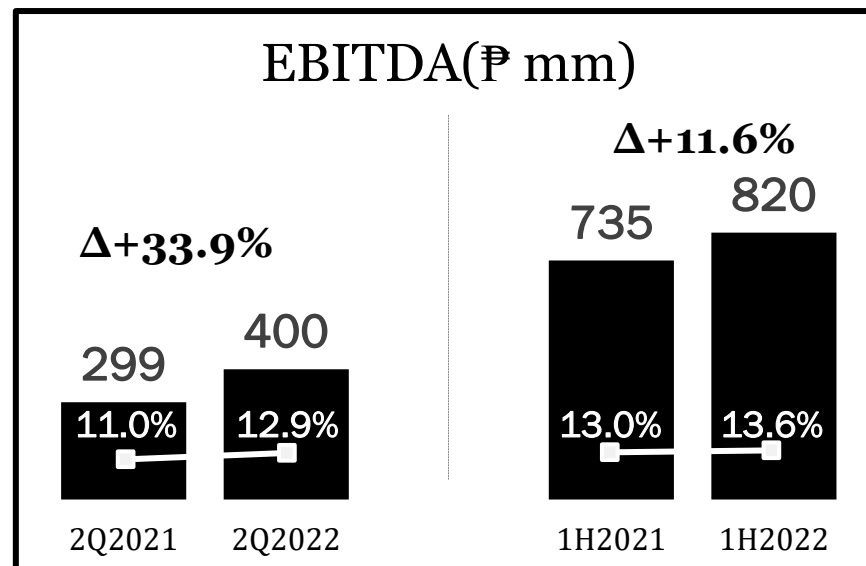
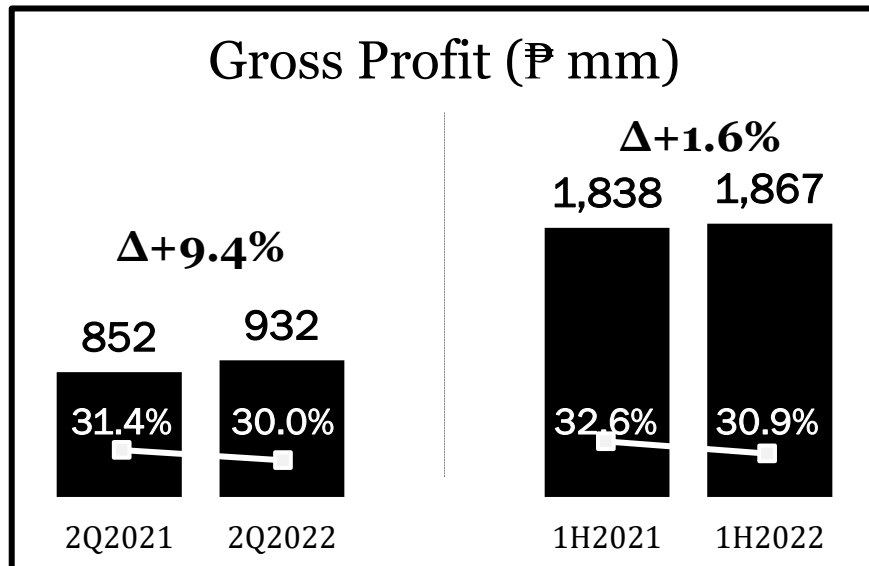
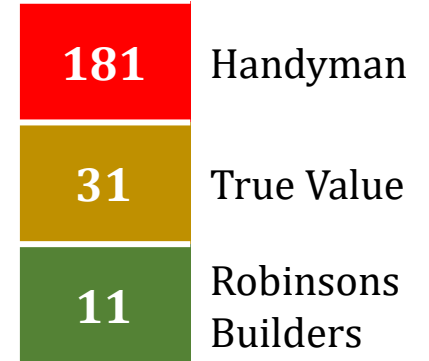
vs 3.1% 1H2021

(1) Rose Pharmacy was acquired end of October 2020. 2021 SSSG includes Southstar Drug only while 2022 SSSG consists of Southstar Drug and Rose Pharmacy. TGP does not report systemwide sales.

DIY Segment

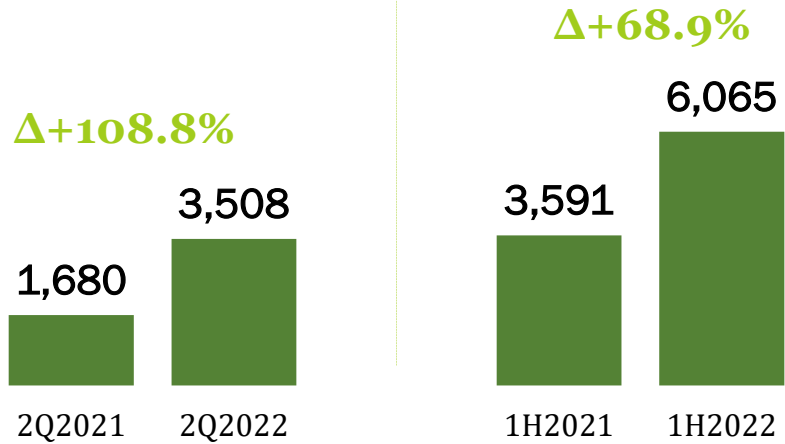


Has a total of **223** stores

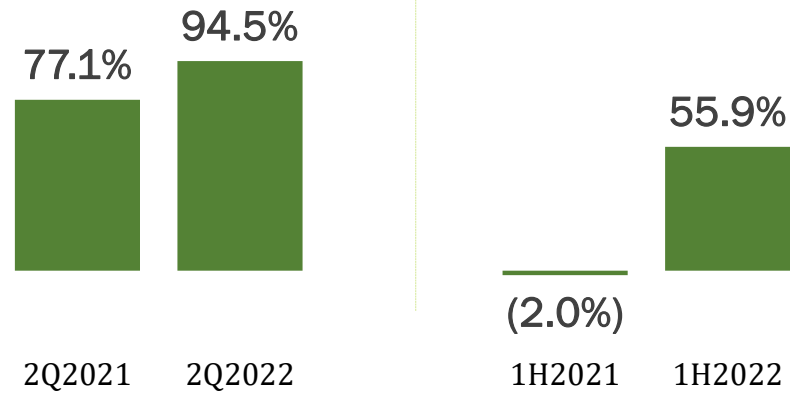


Department Store Segment

Net sales (₹ mm)

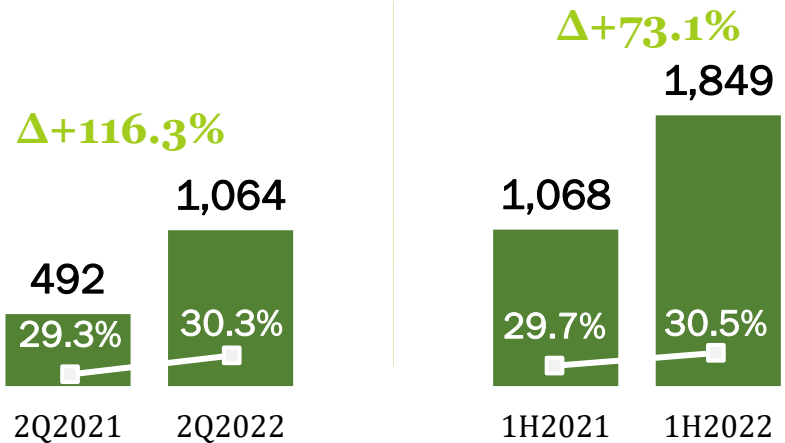


Same Store Sales Growth

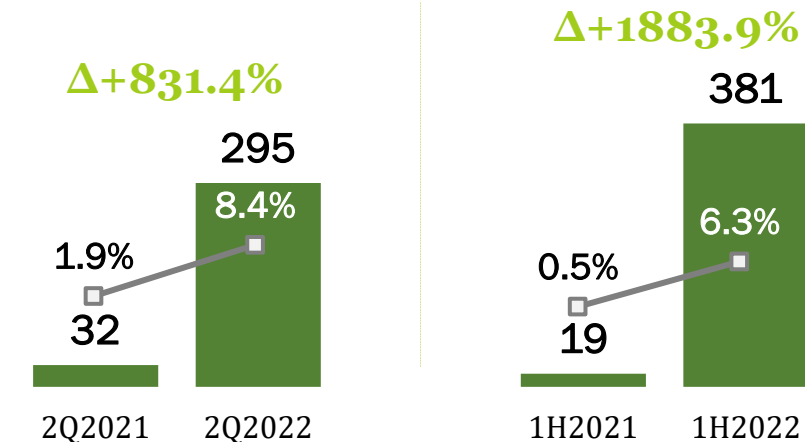


Has a total of 50 stores

Gross Profit (₹ mm)



EBITDA (₹ mm)



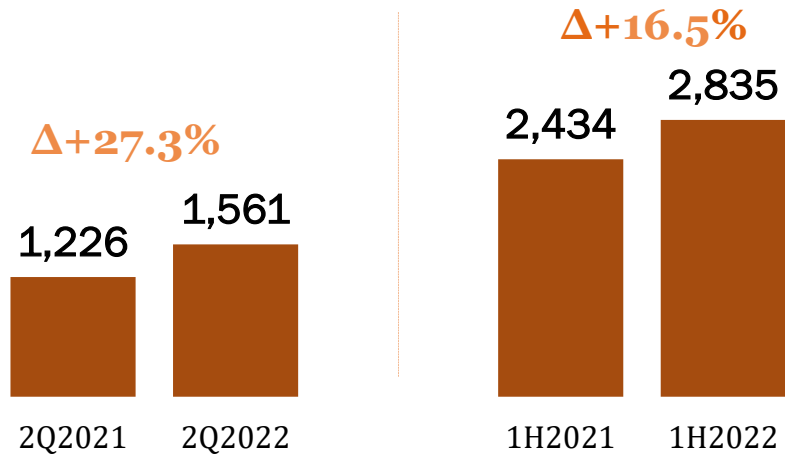
E-commerce as % of Total Sales



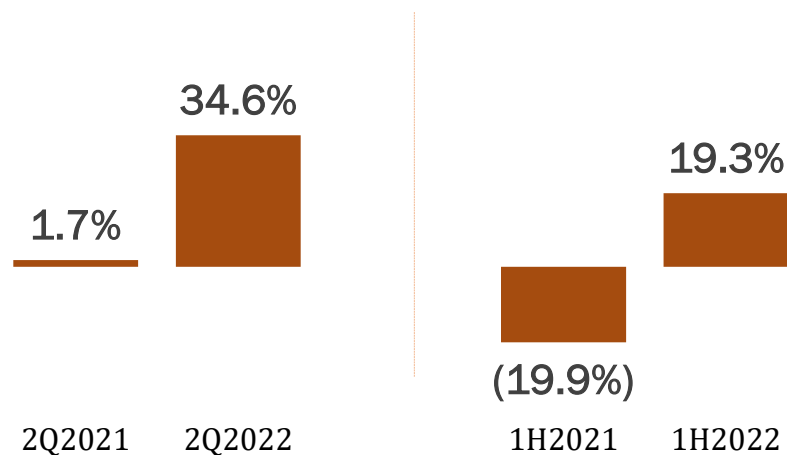
vs 1.1% 1H2021

Convenience Store Segment

Net sales (₹ mm)



Same Store Sales Growth



Has a total of 443 stores

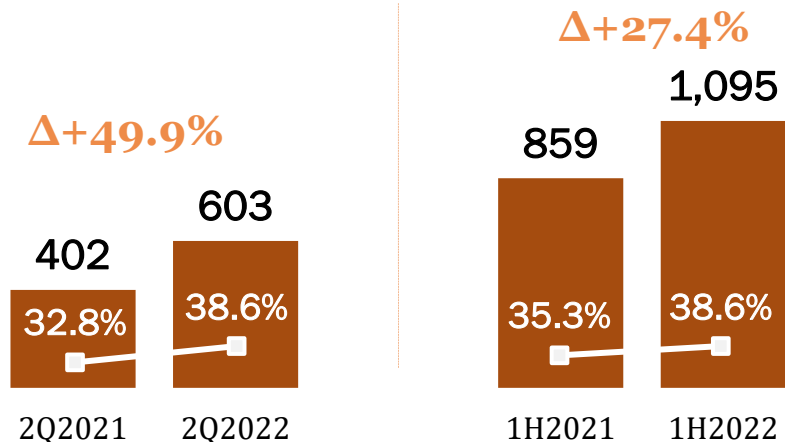
93

Franchised

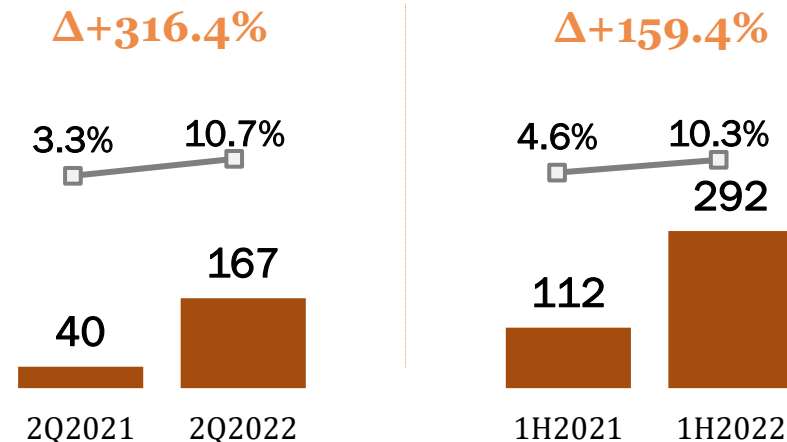
350

Direct

Gross Profit (₹ mm)



EBITDA (₹ mm)

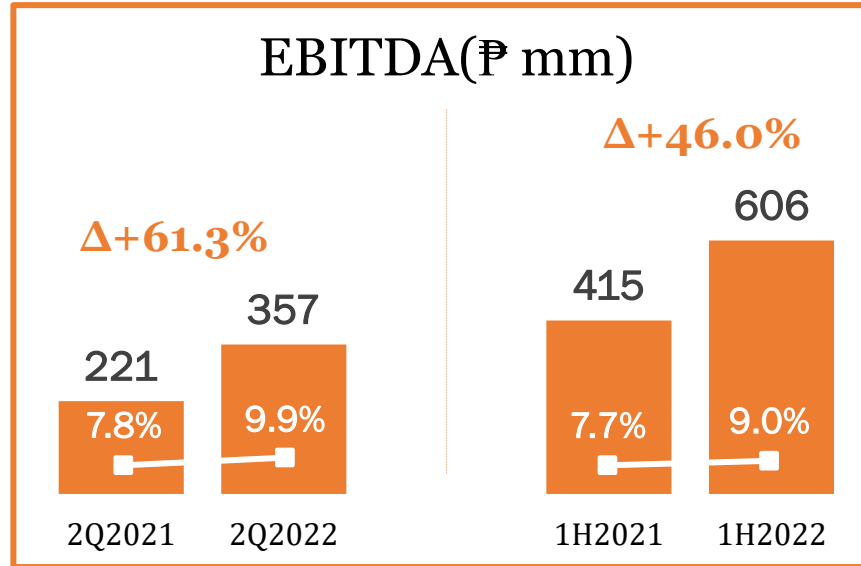
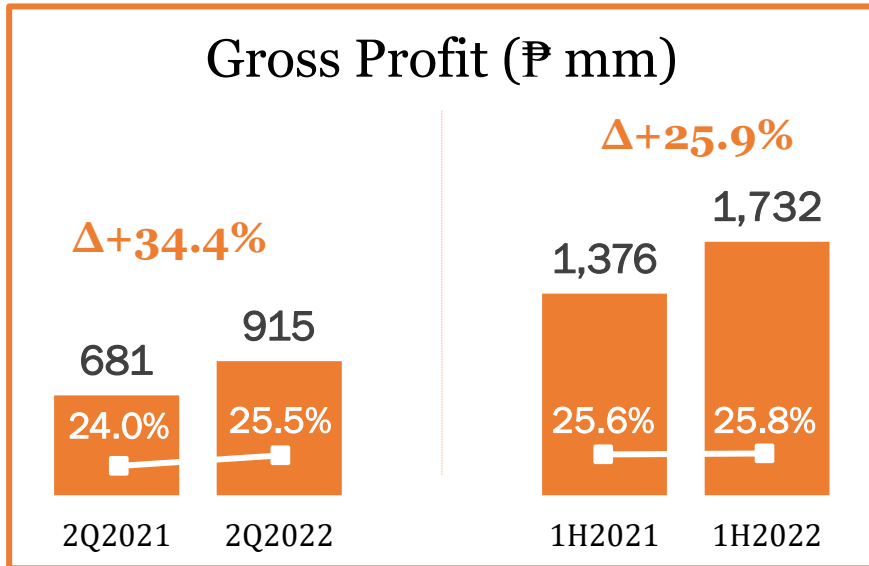
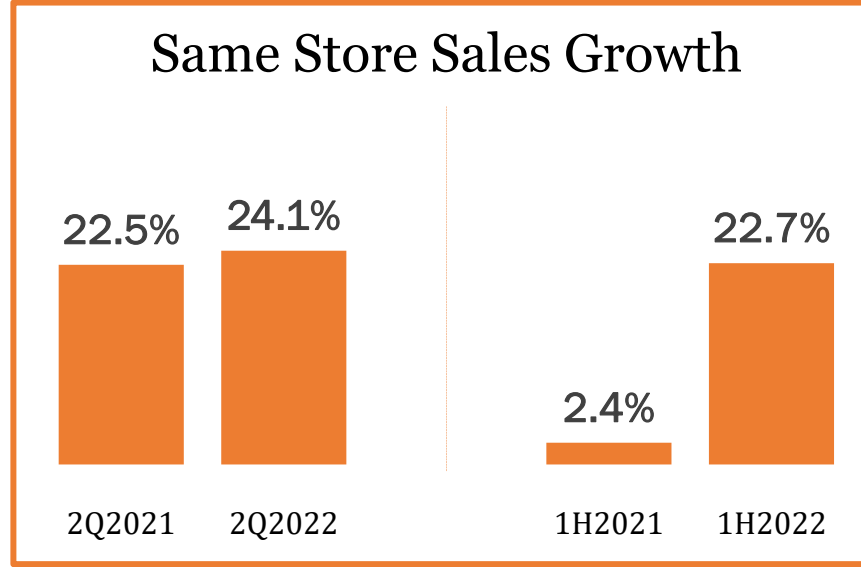
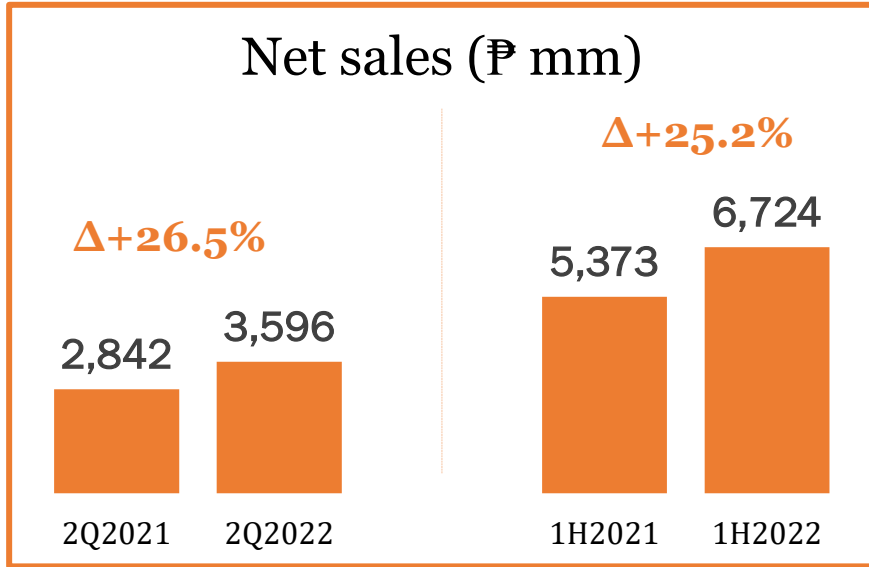


E-commerce as % of System-wide Sales

2.9%

vs 2.6% 1H2021

Specialty Segment

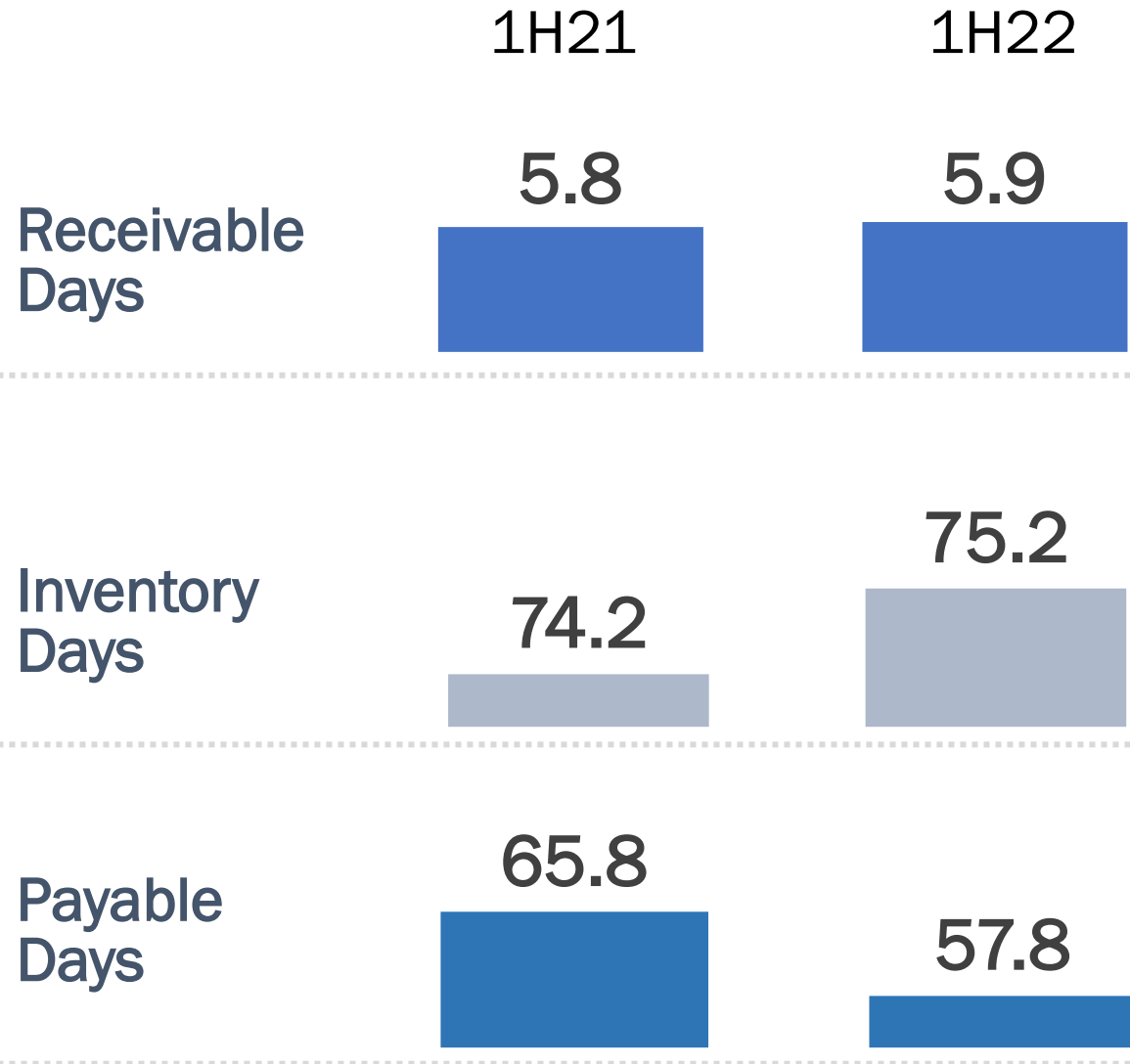


Has a total of **281** stores

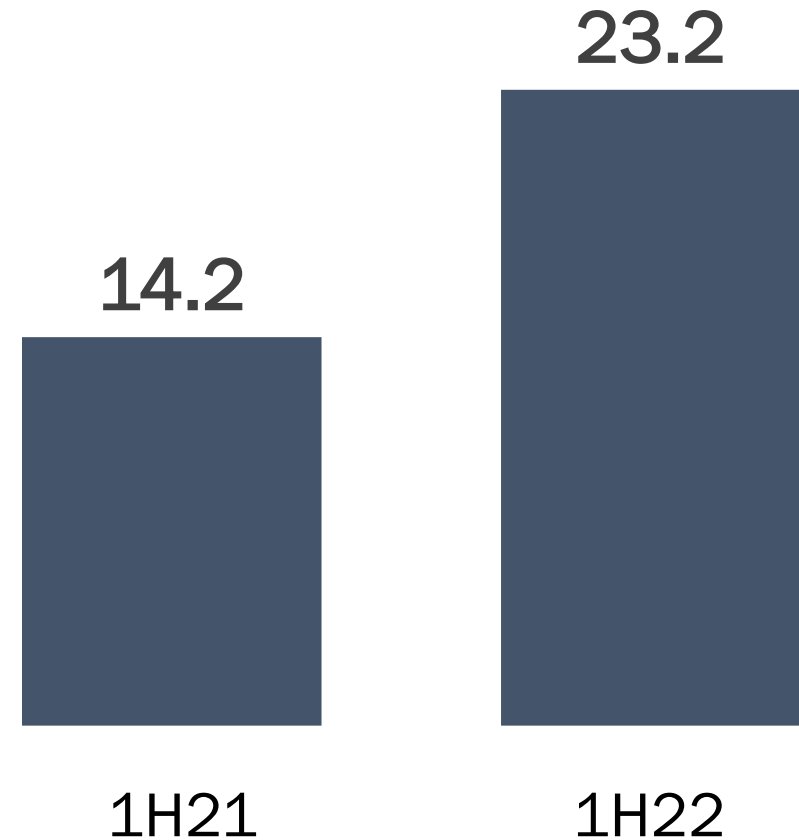
- 118** Appliances & Electronics
- 40** Toys
- 107** Mass Merchandise
- 11** Beauty
- 5** Pet Retail



Working Capital



Cash Conversion Cycle



Balance Sheet Accounts

In ₱ mn	Jun 30, 2021 (Unaudited)	Jun 30, 2022 (Unaudited)
Cash & Cash Equivalents	15,403	13,146
Investment in Debt & Equity Securities	10,416	9,461
Total Assets	130,126	131,423
Total Debt	5,309	7,704
Total Equity	74,763	73,941
Return on Assets (rolling 12-months)	2.5%	4.3%
Return on Equity (rolling 12-months)	4.6%	8.0%
Net Debt (+) or Net Cash (-)*	(20,510)	(14,902)
Net D/E Ratio (x)	(0.27)	(0.20)

*Net Debt (+) or Net Cash (-) = Total Debt – (Cash & Cash Equivalents + Investment in Debt and Equity Securities)

Capital Expenditures

	1H21	1H22
Supermarkets	55%	72%
Drugstores	15%	10%
DIY stores	8%	4%
Department stores	12%	7%
Convenience stores	4%	1%
Specialty stores	6%	5%
TOTAL CAPEX (₱ mn)	898	1,743

Shopwise Reinvention



Southstar Drug First Drive-Thru Store Opening

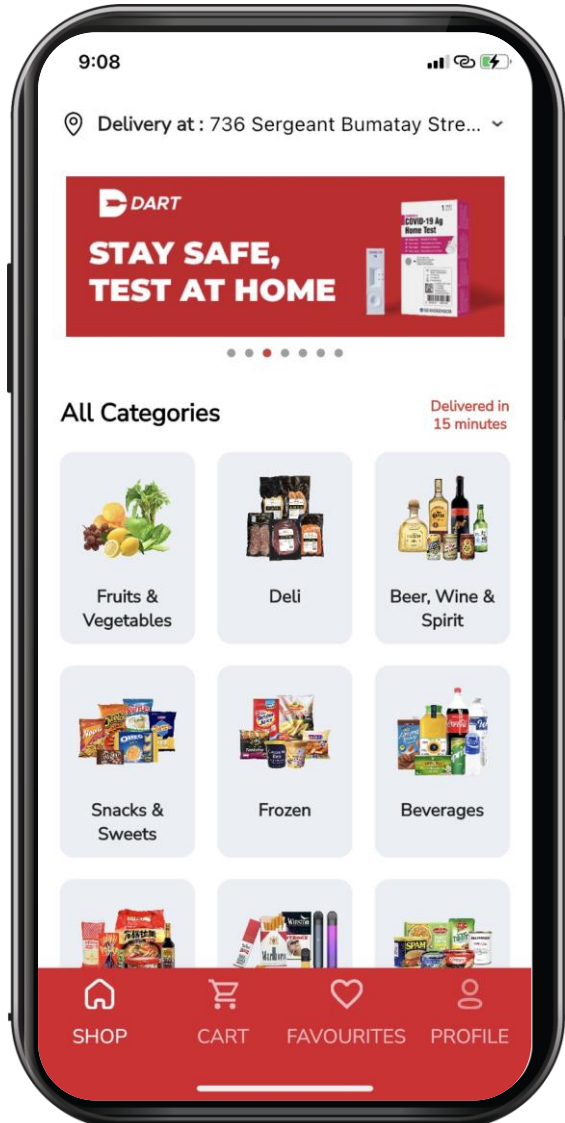
40%
of Store Sales





Entry into Quick Commerce

- Dart is a **Quick Commerce** business with the promise of delivery of groceries within **15 minutes** of ordering by using **dark stores**. It currently serves the cities of Makati and Mandaluyong.
- Robinsons Supermarket is its **primary supplier**.
- It follows the business model of **Gorillas** in Germany, Europe's largest Q-commerce player.
- RRHI has a **15% stake** in Dart.



How does Quick Commerce work? Description of order flow to ensure delivery within 15 minutes



Order placement: the customer is opening the DART app, adding all the desired items to the basket and placing the order. The app is categorized by different grocery types, ranging from fruits & vegetables and fresh items to drinks & snacks



Order picking: the order is routed to the closest DART dark store and the respective items are getting picked by the Operations Associates (process normally takes 1-2 minutes). The dark store is not accessible for customer and build only for delivery operations.



Order Delivery: Once the order is picked, it is handed over to a rider who is delivering to the customer on its bike. Each dark store covers a radius of approx. 2.5km by that ensuring a delivery within 15min

Southstar Drug Health Fair



World Hunger Day Campaign

66

schoolchildren
guaranteed meals
for a year





Election of Mr. Cesar G. Romero as Independent Director

- **President and Chief Executive Officer:** Pilipinas Shell Petroleum Corporation from November 2016 to November 2021.
- **Various Roles in Shell Group of Companies:** VP-Global Retail Network from 2013-2018; VP of Retail Sales & Operations East Singapore (covering SEA, South Asia & China) from 2009-2013; VP for Supply-East from 2007-2009; and served in various capacities from 1987-2007.
- **Affiliation:** Shell Global Retail Leadership Team
- **Academic Credentials:** B.S. in Mechanical Engineering (Cum Laude) from the University of the Philippines and MBA (High Distinction) from the University of Michigan

Net store
additions of
100-150

Organic CAPEX
of
P4.0-6.0bn

SSSG target
of **5%-10%**

Plans and Prospects for 2022

20bps-50bps
gain in gross
margins

2%-4%
ecommerce
contribution

Thank you.



Income Statement

PHP mm	Three Months Ended June 30		Six Months Ended June 30	
	2022 (Unaudited)	2021 (Unaudited)	2022 (Unaudited)	2021 (Unaudited)
Sales - net of sales discounts and returns	42,944	35,832	82,367	71,448
Cost of merchandise sold	32,711	27,677	63,049	55,129
Gross Profit	10,233	8,155	19,318	16,319
Royalty, rent and other revenues	282	204	573	410
Gross profit including other revenue	10,515	8,359	19,890	16,729
Operating expenses	(8,471)	(7,190)	(16,258)	(14,397)
EBIT	2,044	1,169	3,632	2,332
EBITDA	3,834	2,891	7,198	5,723
OTHER INCOME (CHARGES)	29	(238)	(44)	(515)
INCOME BEFORE INCOME TAX	2,073	932	3,589	1,817
Provision for income tax	388	180	627	46
NET INCOME	1,685	751	2,962	1,772
Net income attributable to:				
Equity holders of the Parent Company	1,557	724	2,737	1,669
Non-controlling interest in consolidated subs	128	27	225	102
	1,685	751	2,962	1,772
Earnings Per Share				
Basic	1.05	0.47	1.84	1.09
Weighted	1.04	0.47	1.83	1.08
Shares Outstanding				
End of Period	1,485	1,536	1,485	1,536
Weighted	1,491	1,541	1,497	1,548

Balance Sheet

PHP mm	June 30, 2022 (Unaudited)	December 31, 2021 (Audited)
Current Assets		
Cash and cash equivalents	13,146	16,170
Trade and other receivables	2,676	2,667
Merchandise inventories	26,199	25,090
Other current assets	2,648	2,989
Total Current Assets	44,669	46,916
Noncurrent assets		
Debt and equity instrument financial assets	9,461	11,626
Property and equipment	17,853	17,620
Right-of-use asset	23,023	22,639
Investment in shares of stocks	9,957	8,896
Intangible assets	22,646	22,672
Other noncurrent assets	3,815	3,865
Total Noncurrent Assets	86,754	87,318
Total Assets	131,423	134,234
LIABILITIES AND EQUITY		
Current Liabilities		
Trade and other payables	20,150	21,216
Short-term loans payable	7,704	7,734
Current portion of lease liability	3,273	2,965
Other current liabilities	564	611
Total Current Liabilities	31,691	32,526
Total Noncurrent Liabilities	25,790	25,196
Total Liabilities	57,482	57,722
Equity		
Capital stock	1,576	1,576
Additional paid-in capital	40,768	40,768
Treasury stocks	(5,098)	(3,616)
Equity reserve	(770)	(995)
Retained earnings	33,545	33,793
Other comprehensive income	(317)	443
Total equity attributable to equity holders of Parent Company	69,706	71,969
Non-controlling interest in consolidated subsidiaries	4,235	4,544
Total Equity	73,941	76,513
Total Liabilities and Equity	131,423	134,234

Cash Flow

PHP mm	December 31	June 30 (Unaudited)	
	(Audited)	2021	2022
CASH FLOWS FROM OPERATING ACTIVITIES			
Income before income tax	5,269	1,817	3,589
Depreciation and amortization	7,088	3,391	3,565
Retirement expense	284	126	100
Others	121	526	258
Operating income before working capital changes	12,762	5,861	7,512
Working capital changes	(4,834)	(3,125)	(1,732)
Interest received	441	277	215
Retirement contributions and benefits paid	(238)	(0)	(24)
Income tax paid	(946)	(570)	(817)
Net cash flows generated from (used in) operations	7,184	2,444	5,154
CASH FLOWS FROM INVESTING ACTIVITIES			
Investment in associate	(454)	(34)	(713)
Debt and equity instrument financial assets	2,761	3,747	1,506
Property and equipment	(2,457)	(898)	(1,743)
Acquisition of non-controlling interest	0	0	(209)
Others	(121)	(10)	219
Net cash flows generated from (used in) investing activities	(270)	2,805	(940)
CASH FLOWS FROM FINANCING ACTIVITIES			
Availment of loans, net of loan payment	(1,850)	(4,275)	(30)
Dividends paid	(3,147)	(2,980)	(3,083)
Payment of lease liabilities	(4,131)	(2,319)	(2,571)
Others	(2,960)	(1,608)	(1,556)
Net cash flows used in financing activities	(12,088)	(11,183)	(7,240)
Effect of forex on cash and cash equivalents	6	(1)	2
Net increase (decrease) in cash and cash equivalents	(5,168)	(5,935)	(3,024)
Cash and cash equivalents at beginning of year	21,338	21,338	16,170
CASH AND CASH EQUIVALENTS AT END OF PERIOD	16,170	15,403	13,146