



First Nine Months of 2021

Unaudited Earnings Results

November 4, 2021



Agenda

1 Performance Highlights

2 Omnichannel Presence

3 Consolidated Results

4 Business Segments

5 Recent Developments

3Q2021 Performance Highlights



8.3% YoY
lift in
consolidated
net sales

Blended
SSSG of
-1.3%

3.5x
Growth on
E-commerce

Gross margin
sustained at
22.8%

60bps
QoQ EBITDA
margin
expansion

38.7% YoY
increase in net
income
attributable to
parent

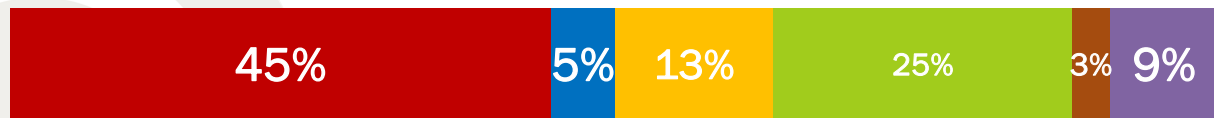
2,179
stores plus
2,000 TGP
branches
nationwide

Omnichannel Presence

Total of **2,179** stores plus **2,000** TGP Branches

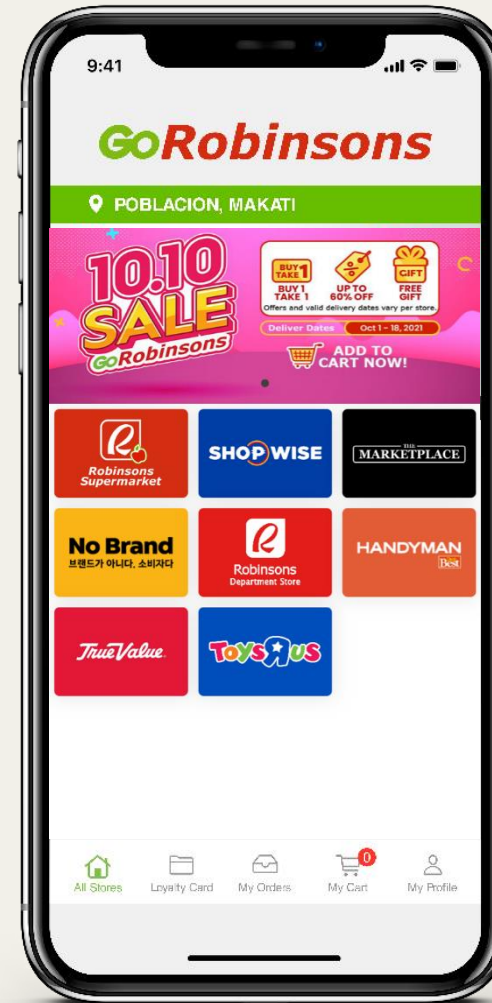
	Metro Manila	Luzon	Visayas	Mindanao
Supermarkets	115	104	36	16
Drugstores ¹	116	372	251	131
DIY Stores	67	92	45	24
Department Stores	11	20	10	9
Convenience Stores	284	152	22	0
Specialty Stores	96	136	41	29
Total	689	876	405	209

With gross floor area of **1.48** million sqm¹



Gross Floor area per segment as % of total

¹ Excluding TGP



GoRobinsons serves as an online store for **8** of our banners.

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

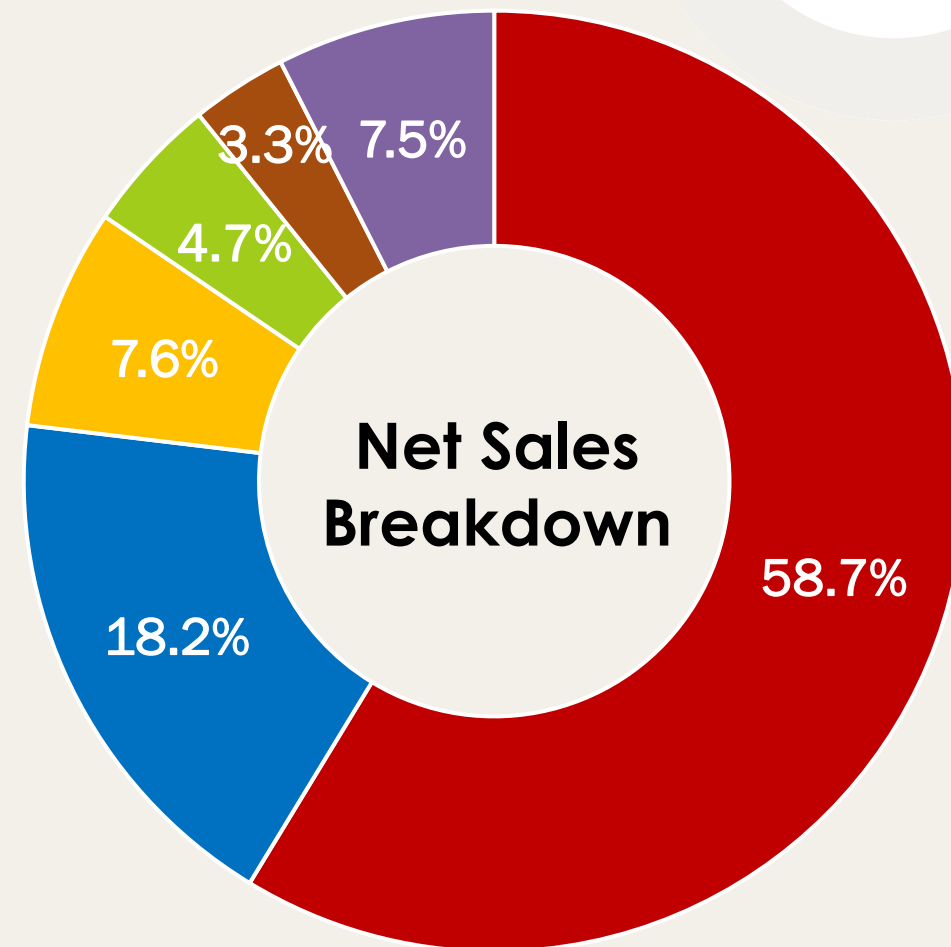
RRHI continues to partner with **third-party platforms** and also has **call & collect and call to deliver services**.

RRHI Consolidated Results

	3Q20	3Q21	9M20	9M21
Supermarkets	21.9	21.8	70.5	64.0
Drugstores	4.3	7.5	13.7	19.8
DIY stores	2.9	2.7	7.7	8.3
Department stores	1.4	1.6	5.1	5.2
Convenience stores	0.9	1.1	3.4	3.6
Specialty stores	3.2	2.8	9.2	8.1
TOTAL (₱ bn)	34.6	37.5	109.6	108.9

Comparison of Operating Environment:

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept
2020	Normal		ECQ	MECQ	GCQ	MECQ	GCQ		
2021	GCQ		ECQ	MECQ	GCQ	ECQ	MECQ	GCQ	



RRHI Consolidated Results

In ₱ mn	3Q20	3Q21	9M20	9M21	3QΔ	9MΔ
Net Sales	34,614	37,479	109,576	108,927	8.3%	(0.6%)
SSSG	(11.7%)	(1.3%)	(6.4%)	(7.4%)		
Gross Profit	7,939	8,559	23,598	24,878	7.8%	5.4%
Gross Margin	22.9%	22.8%	21.5%	22.8%		
EBITDA	3,161	3,243	9,344	8,967	2.6%	(4.0%)
EBITDA Margin	9.1%	8.7%	8.5%	8.2%		
EBIT	1,457	1,489	4,267	3,821	2.2%	(10.4%)
EBIT Margin	4.2%	4.0%	3.9%	3.5%		
Net Income to Parent	750	1,040	2,392	2,709	38.7%	13.3%
N.I. to Parent Margin	2.2%	2.8%	2.2%	2.5%		

**E-commerce
as % of Total Sales**

3.5%

vs 0.9% 9M2020

2021 Target: 2-3%

Supermarket Segment

In ₪ mn	3Q20	3Q21	9M20	9M21	3QΔ	9MΔ
Net Sales	21,888	21,803	70,495	63,970	(0.4%)	(9.3%)
SSSG	2.1%	(3.7%)	11.5%	(11.2%)		
Gross Profit	4,765	4,701	14,381	13,572	(1.3%)	(5.6%)
Gross Margin	21.8%	21.6%	20.4%	21.2%		
EBITDA	1,935	1,936	5,862	5,416	0.0%	(7.6%)
EBITDA Margin	8.8%	8.9%	8.3%	8.5%		

**E-commerce
as % of Total Sales**

3.7%

vs 0.9% 9M2020



Has a total of
271 stores

143

Robinsons
Supermarket

71

Robinsons
Easymart

7

No
Brand

34

The
Marketplace

16

Shopwise

Drugstore Segment

In ₱ mn	3Q20	3Q21	9M20	9M21	3QΔ	9MΔ
Net Sales	4,325	7,545	13,669	19,794	74.5%	44.8%
SSSG ⁽¹⁾	(3.0%)	13.8%	3.5%	(2.1%)		
Gross Profit	858	1,482	2,722	3,892	72.7%	43.0%
Gross Margin	19.8%	19.6%	19.9%	19.7%		
EBITDA	439	716	1,386	1,690	63.0%	21.9%
EBITDA Margin	10.2%	9.5%	10.1%	8.5%		

E-commerce
as % of Total Sales

3.8%

vs 0.3% 9M2020



Has a total of 870
owned & 2,000
franchised stores

570

Southstar
Drug

300

Rose
Pharmacy

2,000

TGP

(1) SSSG excludes TGP and Rose Pharmacy. TGP does not report systemwide sales and Rose Pharmacy was recently acquired last October 2020

DIY Segment

In ₪ mn	3Q20	3Q21	9M20	9M21	3QΔ	9MΔ
Net Sales	2,858	2,672	7,707	8,305	(6.5%)	7.8%
SSSG	(18.6%)	(10.6%)	(27.7%)	5.7%		
Gross Profit	1,018	854	2,627	2,692	(16.1%)	2.5%
Gross Margin	35.6%	32.0%	34.1%	32.4%		
EBITDA	542	312	1,240	1,046	(42.5%)	(15.6%)
EBITDA Margin	19.0%	11.7%	16.1%	12.6%		

**E-commerce
as % of Total Sales**

3.4%

vs 1.3% 9M2020



Has a total of
228 stores

180

Handyman

32

True
Value

16

Robinsons
Builders

Department Store Segment

In ₱ mn	3Q20	3Q21	9M20	9M21	3QΔ	9MΔ
Net Sales	1,432	1,566	5,097	5,157	9.3%	1.2%
SSSG	(59.0%)	7.0%	(55.4%)	0.6%		
Gross Profit	488	503	1,583	1,572	3.1%	(0.7%)
Gross Margin	34.1%	32.1%	31.1%	30.5%		
EBITDA	22	(5)	104	14	(122.6%)	(86.4%)
EBITDA Margin	1.5%	(0.3%)	2.0%	0.3%		



Has a total of
50 stores

**E-commerce
as % of Total Sales**

1.4%

vs 0.8% 9M2020

Convenience Store Segment

In ₱ mn	3Q20	3Q21	9M20	9M21	3QΔ	9MΔ
Systemwide Sales	1,285	1,261	4,931	3,978	(1.9%)	(19.3%)
Net Sales	929	1,142	3,411	3,576	22.9%	4.8%
SSSG	(44.3%)	3.3%	(29.6%)	(13.9%)		
GP + Royalty Income	361	400	1,304	1,259	10.7%	(3.5%)
% of sales	38.9%	35.0%	38.2%	35.2%		
EBITDA	(1)	56	202	168	4210.4%	(16.7%)
EBITDA Margin	(0.1%)	4.9%	5.9%	4.7%		

**E-commerce
as % of Total Sales**

3.1%

vs 1.1% 9M2020



Has a total of
458 stores

110

Franchised

348

Direct

Specialty Stores Segment

In ₱ mn	3Q20	3Q21	9M20	9M21	3QΔ	9MΔ
Net Sales	3,181	2,752	9,198	8,124	(13.5%)	(11.7%)
SSSG	(22.1%)	1.8%	(28.1%)	2.2%		
Gross Profit	666	668	1,926	2,043	0.3%	6.1%
Gross Margin	20.9%	24.3%	20.9%	25.1%		
EBITDA	226	251	590	665	10.7%	12.7%
EBITDA Margin	7.1%	9.1%	6.4%	8.2%		

**E-commerce
as % of Total Sales**

3.1%

vs 1.3% 9M2020



Has a total of
302 stores

126

Appliances &
Electronics

42

Toys

14

Beauty

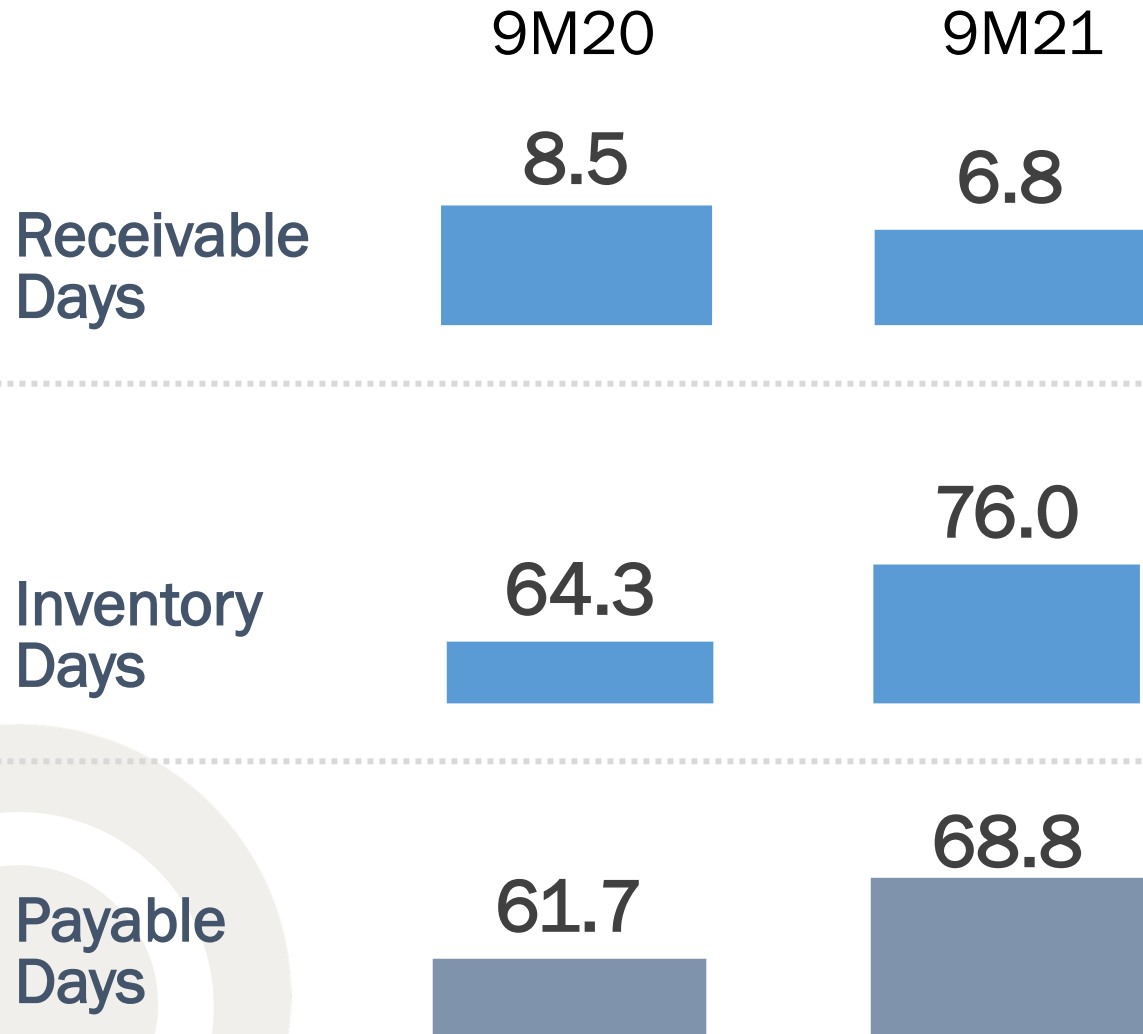
116

Mass
Merchandise

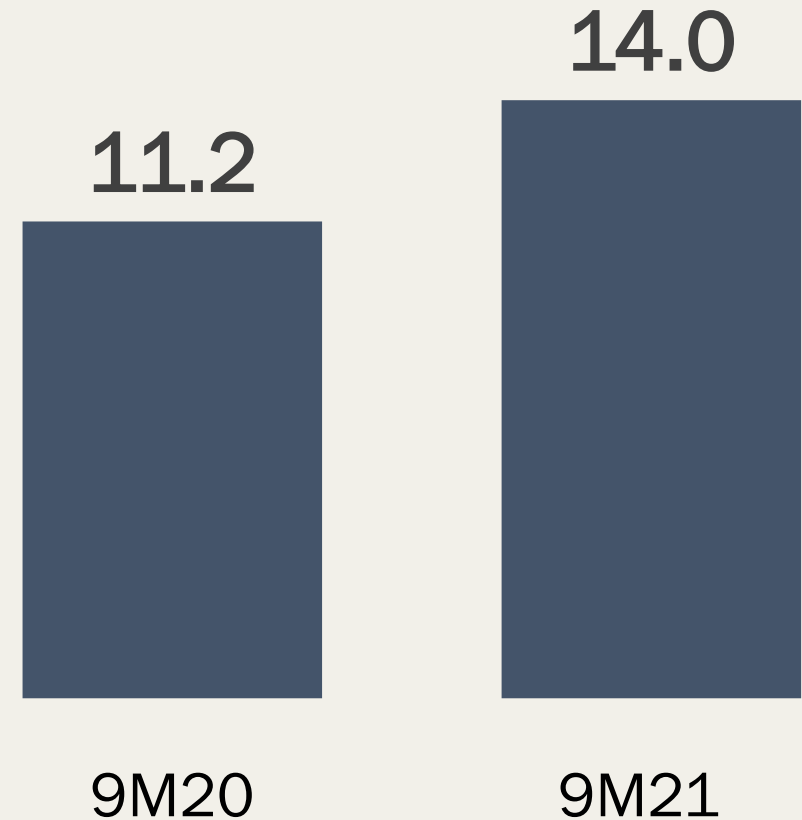
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Pet Retail

Working Capital



Cash Conversion Cycle



Capital Expenditures

	9M20	9M21
Supermarkets	60%	58%
Drugstores	8%	14%
DIY stores	9%	6%
Department stores	10%	13%
Convenience stores	9%	3%
Specialty stores	4%	6%
TOTAL CAPEX (₱ mn)	1,303	1,536
% of sales	1.2%	1.4%

Robinsons Supermarket and Robinsons Easymart stores bag 45 out of 52 Gold Bagwis Awards during DTI E-Convention



Handyman Do it Best awarded 2nd place for Total Purchases by Do It Best Corporation

International Purchase Awards - 2021 Fall Market



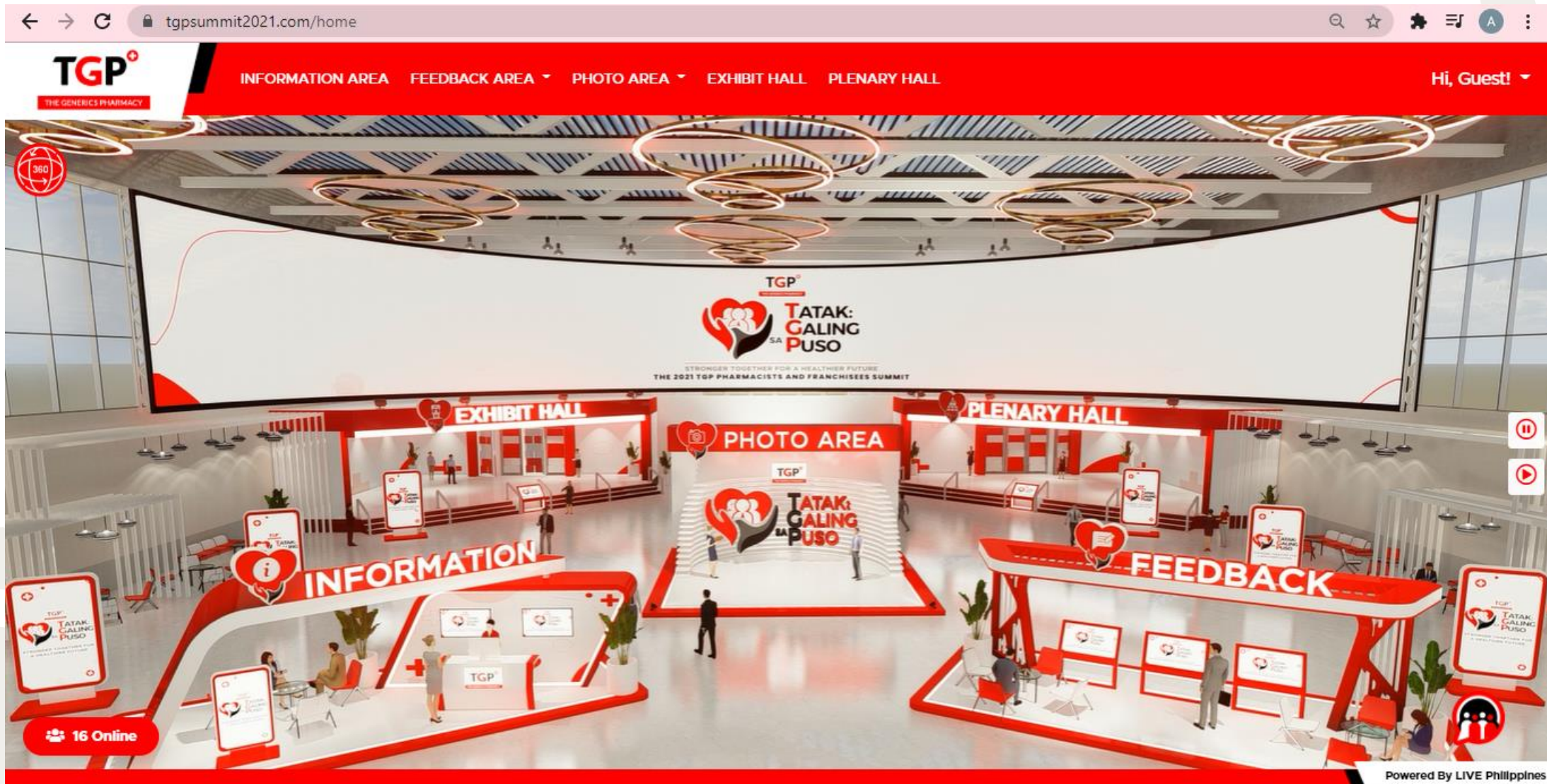
HIGHEST TOTAL PURCHASES

2ND PLACE

Robinson's Handyman
Do it Best
Philippines



TGP Pharmacists and Franchisees Summit 2021



August 25-26, 2021

TGP Pharmacists and Franchisees Summit 2021



THE GENERICS PHARMACY

INFORMATION AREA FEEDBACK AREA PHOTO AREA EXHIBIT HALL PLENARY HALL

Hi, Guest!

PROGRAM WILL START IN
00:00:56:45



Southstar Drug & Rose Pharmacy Pharmacists Summit 2021



September 25-26, 2021

Southstar Drug & Rose Pharmacy Pharmacists Summit 2021



Our Steps towards Sustainability in 2021

1. Supplier Engagement

- ❖ Strengthen Supermarket's Farm-to-Table (FTT) Program by adding 100 farmers to the current 599 by end 2021
- ❖ Promotion of sustainably-sourced produce
- ❖ Conduct Supplier ESG Survey for Top 20 Supermarket Vendors

2. Community Projects

- ❖ Continue donations to communities focused on vulnerable sectors, such as mothers, children, and victims of natural calamities

3. Protecting our People

- ❖ COVID-19 Vaccination for employees and dependents, and daily monitoring of active and suspected COVID-19 cases



The Marketplace donates Self-Care Kits to Philippine General Hospital frontliners



66% of our
**Employees are
Vaccinated**

44%

Two (2) doses

22%

One (1) dose

GENDER EQUALITY

Corporate Women Directors International (CWDI) recognizes Robinsons Retail as one of the World's Top 10 Companies led by Women

57%

Proportion of Female-led Executive Positions in RRHI

BusinessWorld™

Home > Corporate > SSI, VMC, Filinvest, RRHI included in CWDI's list of top women-led firms

CORPORATE

SSI, VMC, Filinvest, RRHI included in CWDI's list of top women-led firms

October 26, 2021 | 12:06 am





THANK YOU.

Income Statement (Unaudited)

PHP mm	Three Months Ended September 30		Nine Months Ended September 30	
	2021	2020	2021	2020
Sales - net of sales discounts and returns	37,479	34,614	108,927	109,576
Cost of merchandise sold	28,920	26,675	84,049	85,978
Gross Profit	8,559	7,939	24,878	23,598
Royalty, rent and other revenues	190	384	600	1,424
Gross profit including other revenue	8,749	8,323	25,478	25,023
Operating expenses	(7,260)	(6,866)	(21,657)	(20,756)
EBIT	1,489	1,457	3,821	4,267
EBITDA	3,243	3,161	8,967	9,344
OTHER INCOME (CHARGES)	(94)	(471)	(609)	(1,044)
INCOME BEFORE INCOME TAX	1,395	986	3,212	3,223
Provision for income tax	269	149	315	624
NET INCOME	1,126	836	2,897	2,599
Net income attributable to:				
Equity holders of the Parent Company	1,040	750	2,709	2,392
Non-controlling interest in consolidated subs	85	87	188	207
	1,126	836	2,897	2,599
Earnings Per Share				
Basic	0.68	0.48	1.78	1.53
Weighted	0.68	0.48	1.76	1.52
Shares Outstanding				
End of Period	1,519	1,565	1,519	1,565
Weighted	1,530	1,568	1,542	1,573

Balance Sheet (Unaudited)

PHP mm	September 30 (Unaudited) 2021	December 31 (Audited) 2020
Current Assets		
Cash and cash equivalents	14,801	21,338
Trade and other receivables	2,715	3,144
Merchandise inventories	23,398	22,234
Other current assets	2,929	2,656
Total Current Assets	43,844	49,373
Noncurrent assets		
Debt and equity instrument financial assets	11,557	13,932
Property and equipment	17,478	18,174
Right-of-use asset	22,952	25,038
Investment in shares of stocks	8,482	8,585
Intangible assets	22,672	22,673
Other noncurrent assets	3,835	3,822
Total Noncurrent Assets	86,977	92,224
Total Assets	130,820	141,596
LIABILITIES AND EQUITY		
Current Liabilities		
Trade and other payables	21,181	23,363
Short-term loans payable	5,444	9,584
Current portion of lease liability	3,290	2,715
Other current liabilities	604	607
Total Current Liabilities	30,520	36,269
Total Noncurrent Liabilities	25,533	27,737
Total Liabilities	56,053	64,006
Equity		
Capital stock	1,576	1,576
Additional paid-in capital	40,768	40,768
Treasury stocks	(3,195)	(810)
Equity reserve	(995)	(995)
Retained earnings	31,974	32,079
Other comprehensive income	82	434
Total equity attributable to equity holders of Parent Company	70,211	73,052
Non-controlling interest in consolidated subsidiaries	4,556	4,538
Total Equity	74,767	77,590
Total Liabilities and Equity	130,820	141,596

Cash Flow (Unaudited)

PHP mm	September 30 (Unaudited)		December 30 (Audited)
	2021	2020	2020
CASH FLOWS FROM OPERATING ACTIVITIES			
Income before income tax	3,212	3,223	4,419
Depreciation and amortization	5,145	5,077	6,987
Retirement expense	190	120	185
Others	625	994	411
Operating income before working capital changes	9,172	9,414	12,002
Working capital changes	(3,171)	(5,381)	(2,892)
Interest received	361	507	667
Retirement contributions and benefits paid	(5)	(177)	(395)
Income tax paid	(797)	(1,296)	(1,767)
Net cash flows generated from (used in) operations	5,561	3,067	7,614
CASH FLOWS FROM INVESTING ACTIVITIES			
Investment in associate	(34)	(344)	(412)
Debt and equity instrument financial assets	2,582	766	872
Property and equipment	(1,536)	(1,303)	(1,868)
Acquisition of a subsidiary	0	0	(4,081)
Others	(31)	549	552
Net cash flows generated from (used in) investing activities	980	(331)	(4,937)
CASH FLOWS FROM FINANCING ACTIVITIES			
Availment of loans, net of loan payment	(4,140)	(1,555)	4,950
Dividends paid	(2,980)	(1,759)	(1,921)
Payment of lease liabilities	(3,533)	(3,345)	(3,935)
Others	(2,510)	(779)	(739)
Net cash flows used in financing activities	(13,163)	(7,438)	(1,645)
Effect of forex on cash and cash equivalents	84	14	13
Net increase (decrease) in cash and cash equivalents	(6,537)	(4,688)	1,046
Cash and cash equivalents at beginning of year	21,338	20,293	20,293
CASH AND CASH EQUIVALENTS AT END OF PERIOD	14,801	15,604	21,338