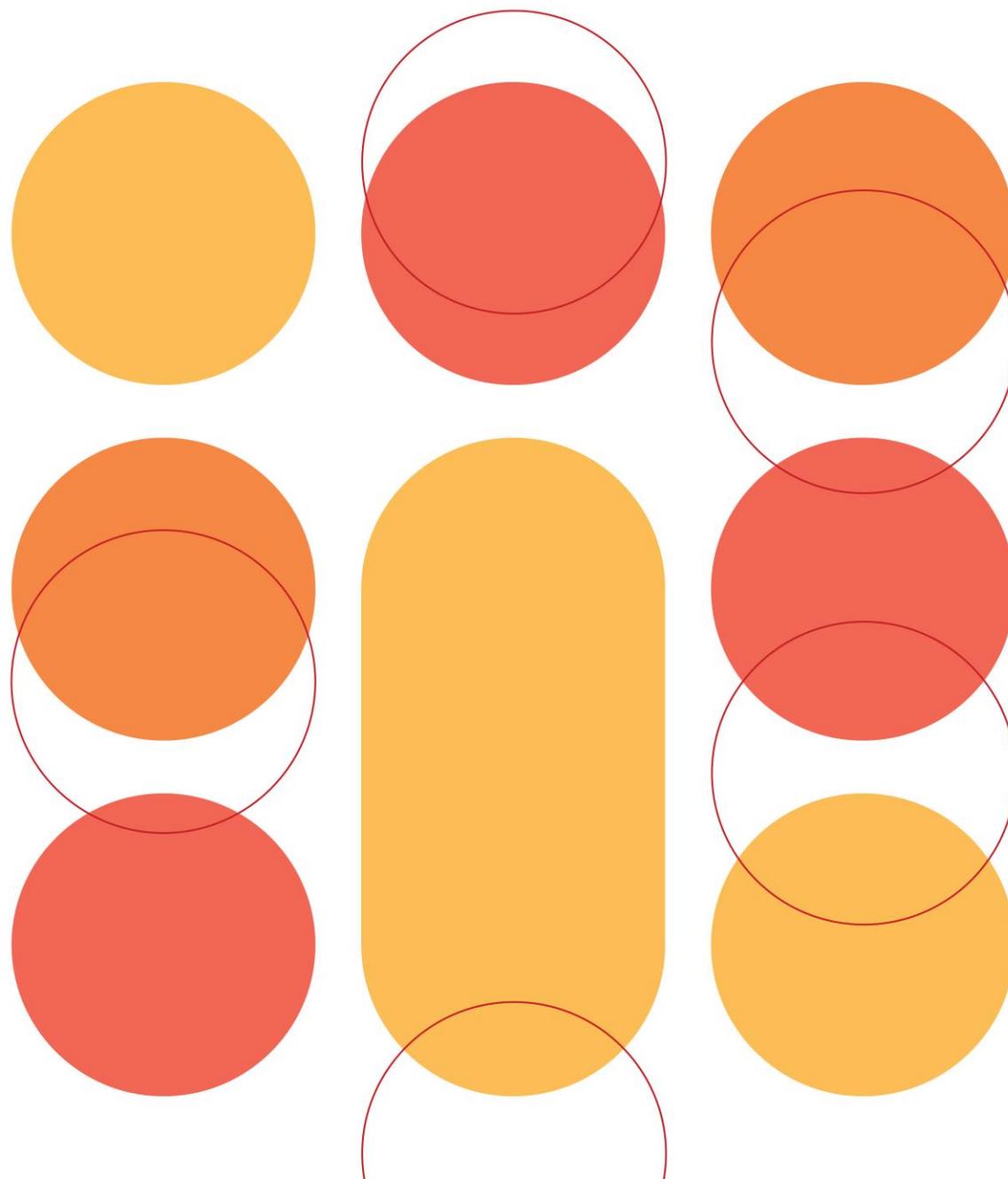


# **9M 2023**

# **Unaudited Earnings**

# **Results**

26 October 2023





# Agenda



- 1** Performance Highlights
- 2** Store Network
- 3** Consolidated Results
- 4** Business Segments
- 5** Recent Developments

# 9M2023 Performance Highlights

Consolidated  
net sales

**₱138.2bn**

▲ 8.7%

Blended  
SSSG

▲ 5.0%

Capital  
Expenditures

**₱2.5bn**

Gross Profit

**₱32.9bn**

▲ 9.4%

*Gross Margin:  
23.8%, +15bps*

EBIT

**₱6.1bn**

▲ 3.7%

*EBIT Margin:  
4.4%, -22bps*

Core Net  
Earnings\*

**₱3.8bn**

▲ 4.0%

**2,368**

stores plus  
2,080 TGP  
branches  
nationwide

\* Core Net Earnings: Net Income excluding: FX gains/losses, interest income from bonds, equity in earnings from associates, interest expense related to the BPI shares, BPI cash dividends, and others

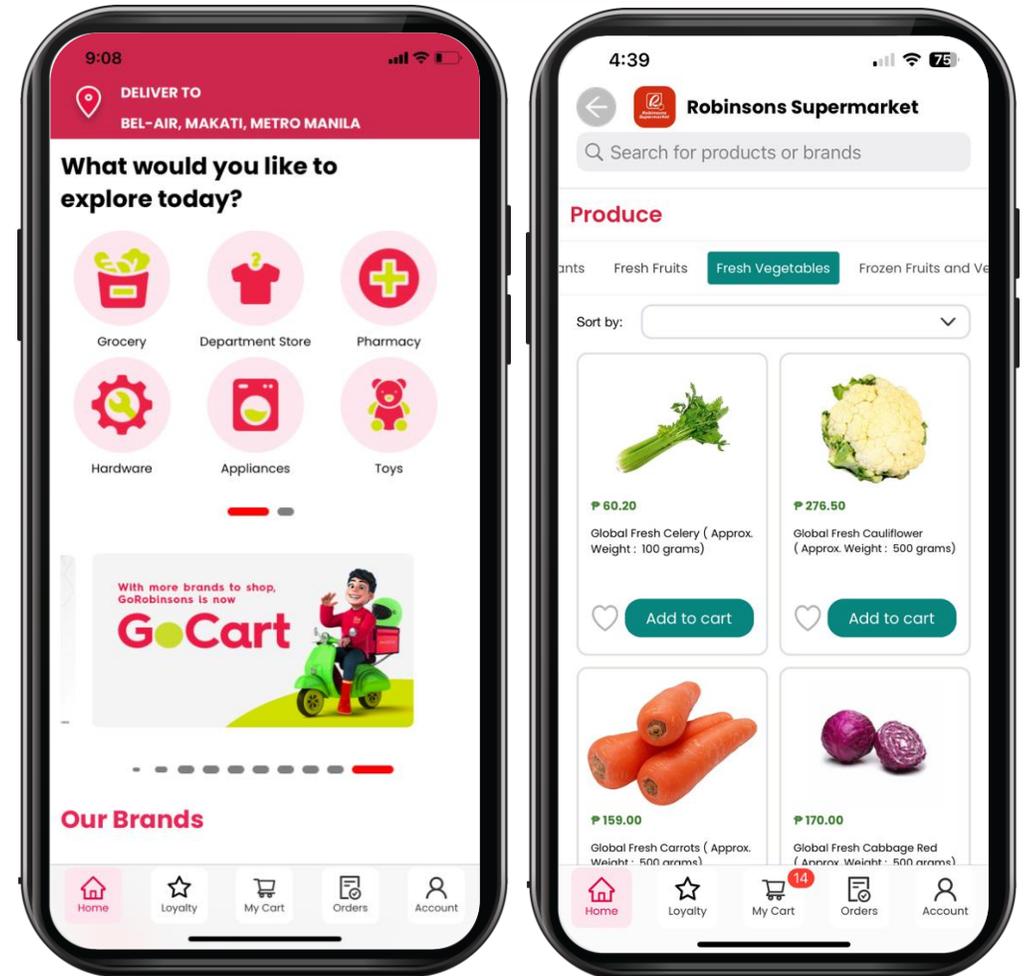
# Physical + Digital Presence



Total of **2,368** stores plus **2,080** TGP Branches



	Metro Manila	Luzon	Visayas	Mindanao	Total
Supermarkets	145	139	40	17	<b>341</b>
Drugstores <sup>1</sup>	138	419	322	154	<b>1,033</b>
Department Stores	9	20	12	9	<b>50</b>
DIY Stores	65	99	39	27	<b>230</b>
Convenience Stores	264	141	11	0	<b>416</b>
Specialty Stores	86	144	37	31	<b>298</b>
<b>Total</b>	<b>707</b>	<b>962</b>	<b>461</b>	<b>238</b>	<b>2,368</b>
<b>TGP</b>	<b>441</b>	<b>1,140</b>	<b>307</b>	<b>192</b>	<b>2,080</b>



With gross floor area (GFA) of 1.5 million sqm<sup>1</sup>

44%

7%

26%

11%

3%

9%

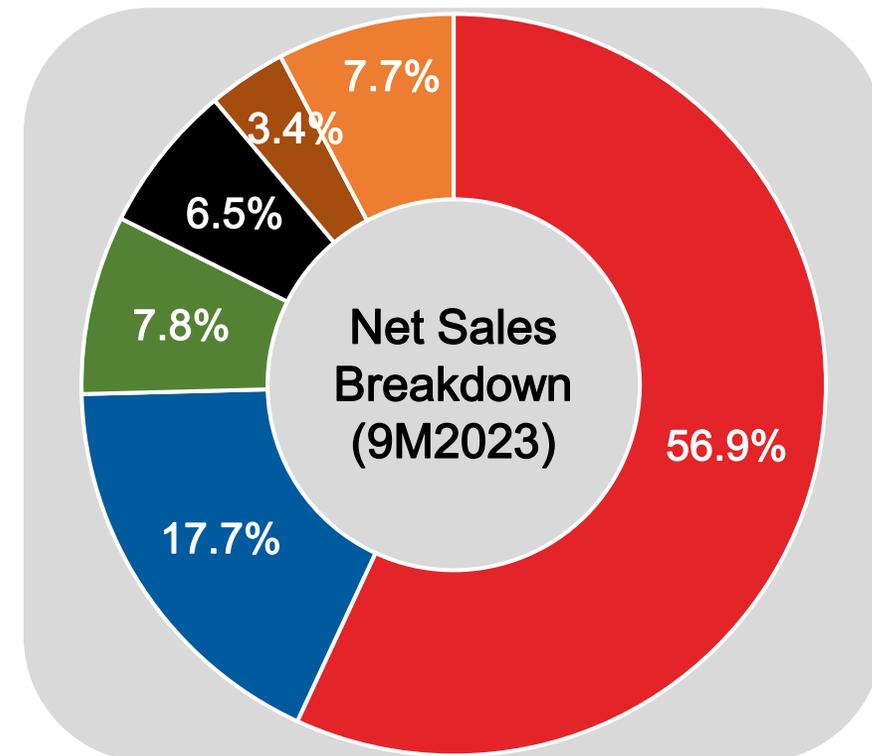
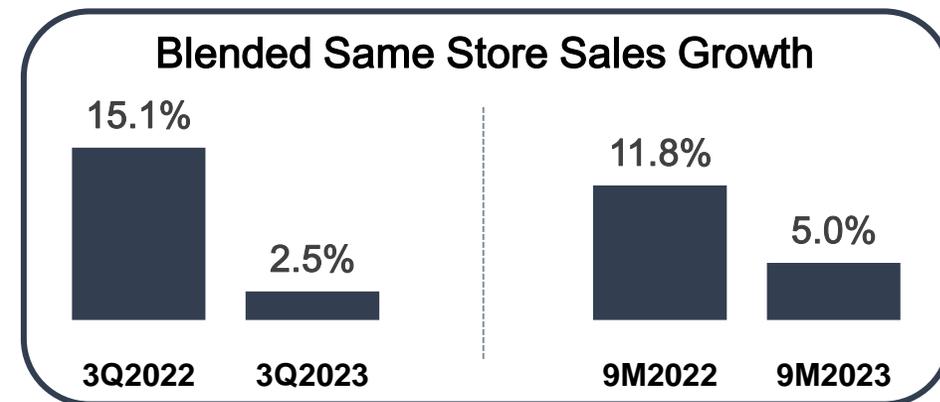
Gross Floor area per segment as % of total

<sup>1</sup> Excluding TGP

# RRHI Consolidated Results - Net Sales



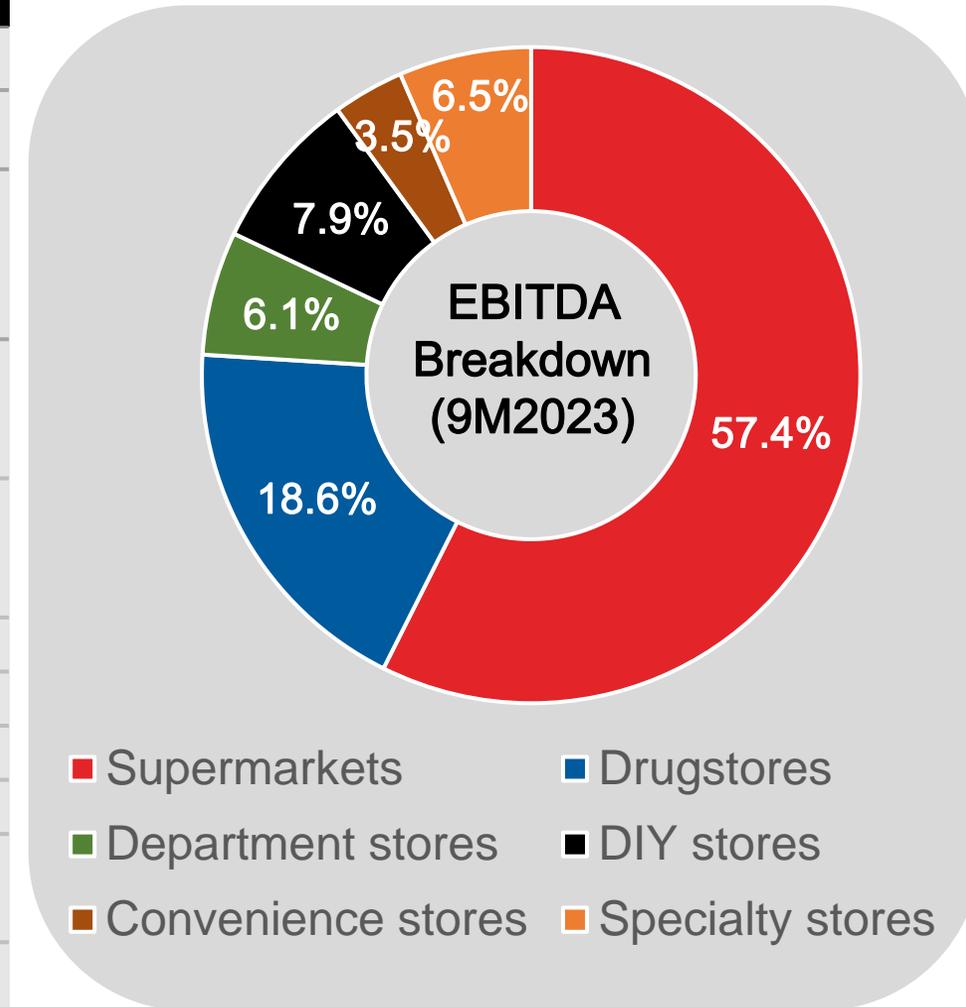
	3Q22	3Q23	9M22	9M23	3QΔ	9MΔ
Supermarkets	25.5	26.8	72.2	78.6	5.2%	8.9%
Drugstores	7.7	8.3	21.7	24.4	8.4%	12.8%
Department stores	3.6	3.9	9.7	10.8	8.9%	11.2%
DIY stores	3.0	3.1	9.0	9.0	1.7%	-0.7%
Convenience stores	1.6	1.6	4.4	4.7	0.7%	6.4%
Specialty stores	3.4	3.6	10.1	10.7	4.6%	5.6%
<b>TOTAL (₱ bn)</b>	<b>44.7</b>	<b>47.2</b>	<b>127.1</b>	<b>138.2</b>	<b>5.6%</b>	<b>8.7%</b>



# RRHI Consolidated Results - P&L



In ₹ mn	3Q22	3Q23	9M22	9M23	3QΔ	9MΔ
Net Sales	44,724	47,222	127,091	138,200	5.6%	8.7%
SSSG	15.1%	2.5%	11.8%	5.0%		
Gross Profit	10,748	11,365	30,065	32,894	5.7%	9.4%
Gross Margin	24.0%	24.1%	23.7%	23.8%		
EBITDA	4,085	4,128	11,283	11,651	1.1%	3.3%
EBITDA Margin	9.1%	8.7%	8.9%	8.4%		
EBIT	2,286	2,259	5,919	6,136	-1.2%	3.7%
EBIT Margin	5.1%	4.8%	4.7%	4.4%		
Other Income - net	(32)	(961)	(76)	(2,091)		
Income Before Tax	2,254	1,298	5,843	4,045	-42.4%	-30.8%
Taxes	403	379	1,030	1,045		
Net Income	1,852	919	4,813	3,000	-50.4%	-37.7%
Net Income – Parent	1,672	783	4,409	2,582	-53.1%	-41.4%
N.I. - Parent Margin	3.7%	1.7%	3.5%	1.9%		
Core Net Earnings*	1,502	1,424	3,639	3,786	-5.2%	4.0%
EPS	1.13	0.53	2.95	1.75	-52.8%	-40.7%

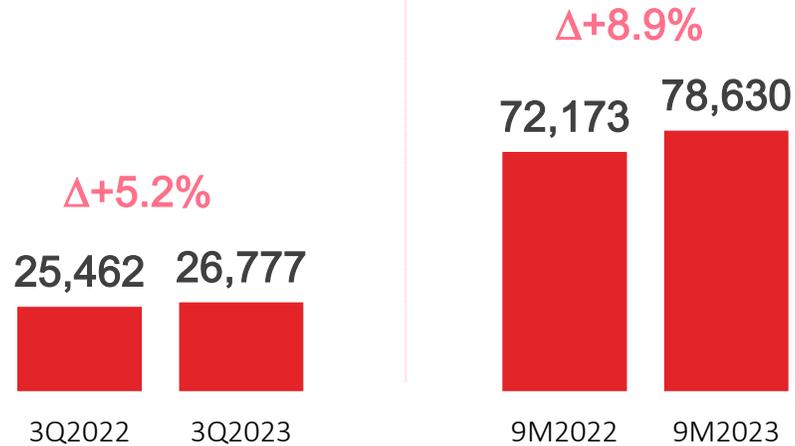


\* **Core Net Earnings:** Net Income excluding: FX gains/losses, interest income from bonds, equity in earnings from associates, interest expense related to the BPI shares, BPI cash dividends, and others

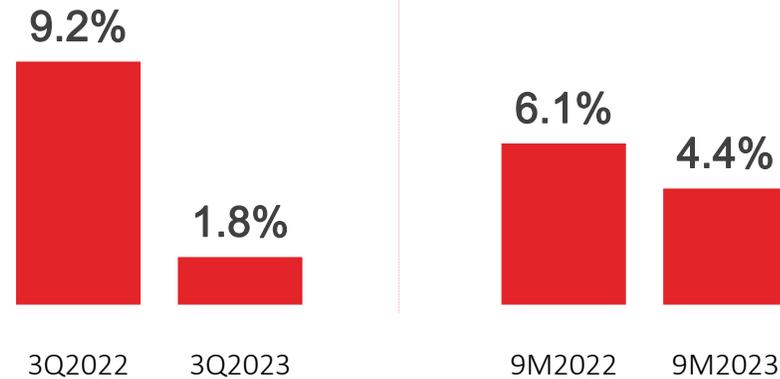
# Supermarket Segment



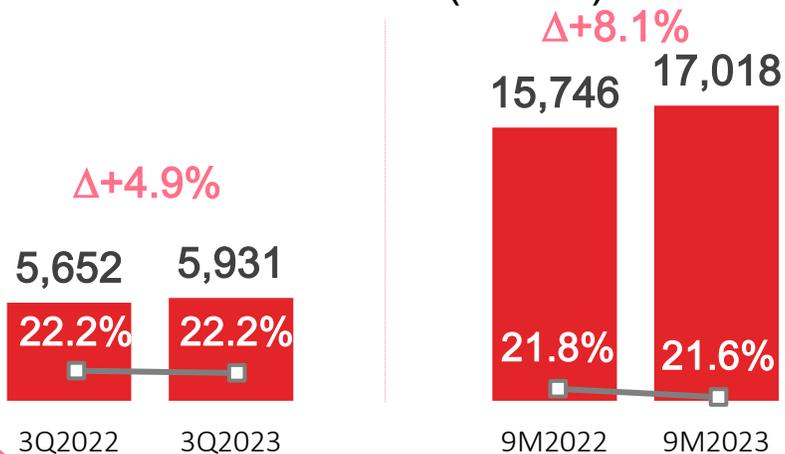
Net sales (₱ mm)



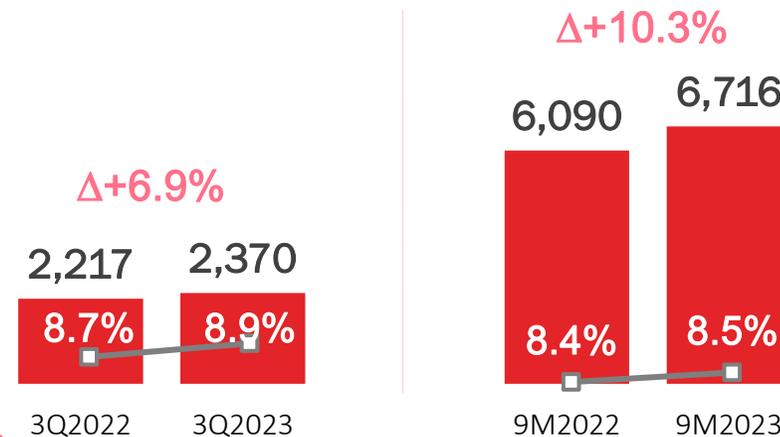
Same Store Sales Growth



Gross Profit (₱ mm)



EBITDA (₱ mm)



Has a total of **341** stores

150	Robinsons Supermarket
120	Robinsons Easymart
16	SHOPWISE INTERNATIONAL GROCERY SHOPPING
37	THE MARKETPLACE
18	<b>No Brand</b> 브랜드가 아니다. 소비자다

## 9M2023 Highlights:

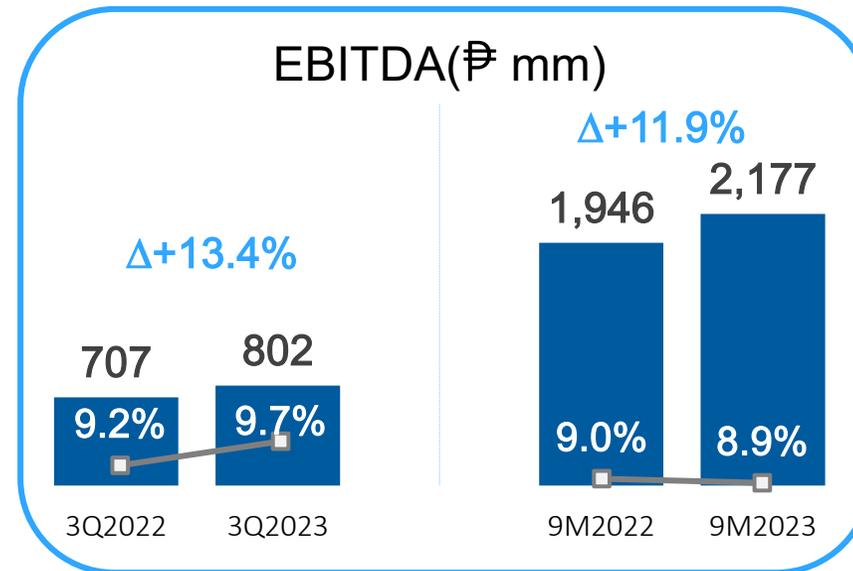
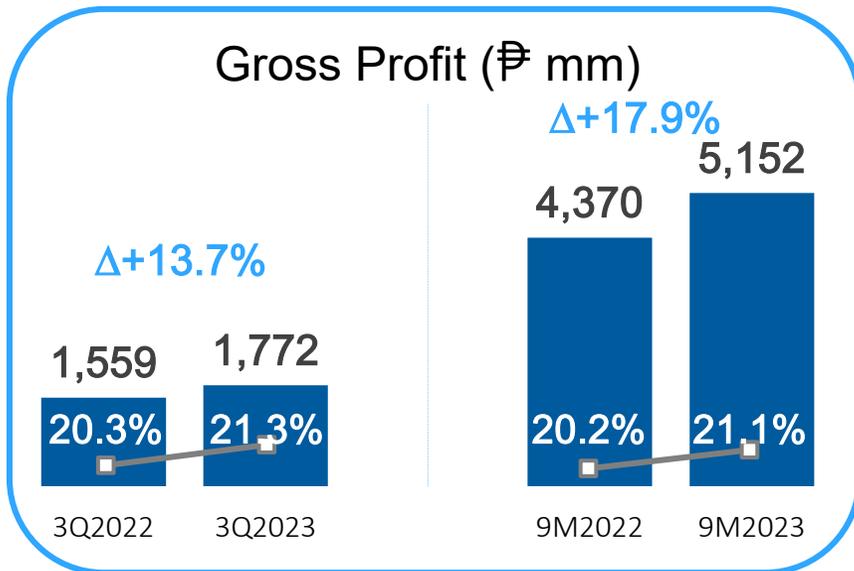
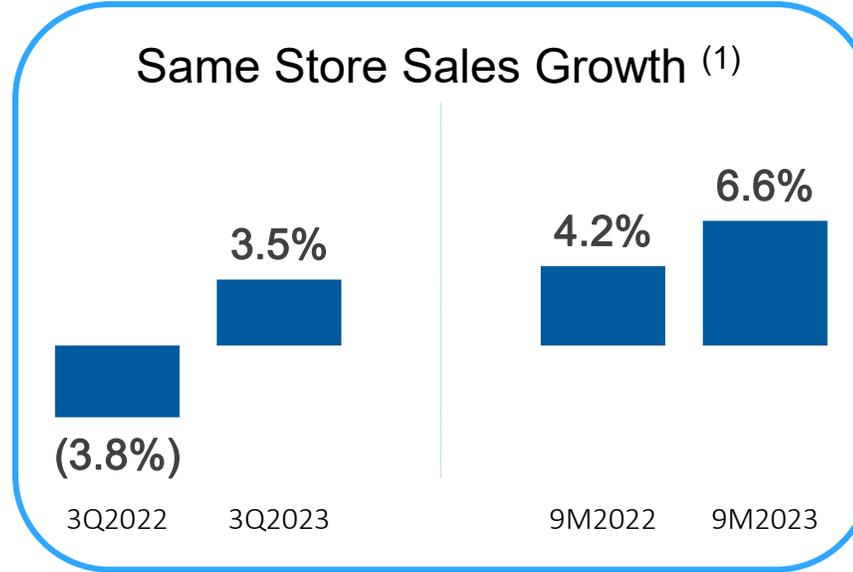
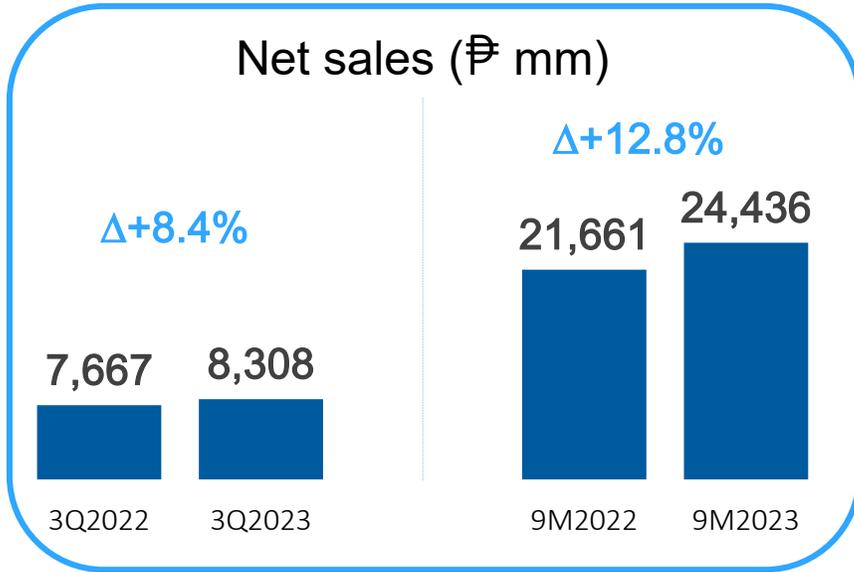
- Higher store footfall continued to drive SSSG
- EBITDA up by double-digits on resilient topline augmented by cost saving initiatives

# Drugstore Segment



Has a total of **1,033** owned & **2,080** franchised stores

<b>639</b>	<b>southstar drug<sup>+</sup></b>
<b>394</b>	<b>Rose Pharmacy</b>
<b>2,080</b>	<b>TGP<sup>+</sup></b>



## 9M2023 Highlights:

- New stores and sustained demand for prescription drugs supported revenues
- Strong topline, increased house brand penetration, and better assortment translated to double-digit GP and EBITDA growth

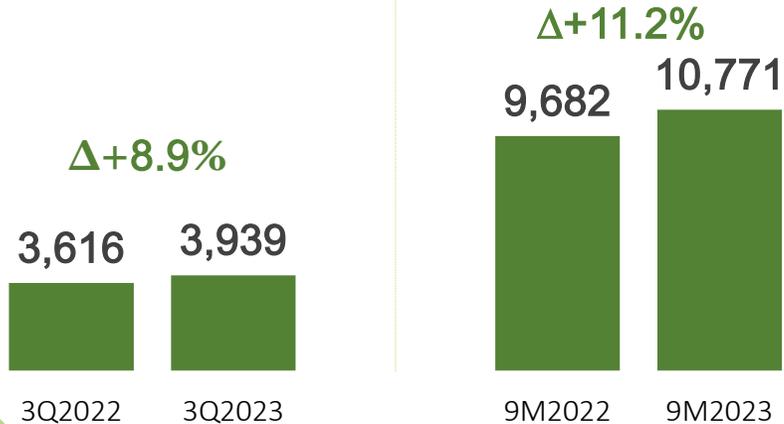
(1) SSSG includes Southstar Drug and Rose Pharmacy only. TGP does not report systemwide sales.

# Department Store Segment

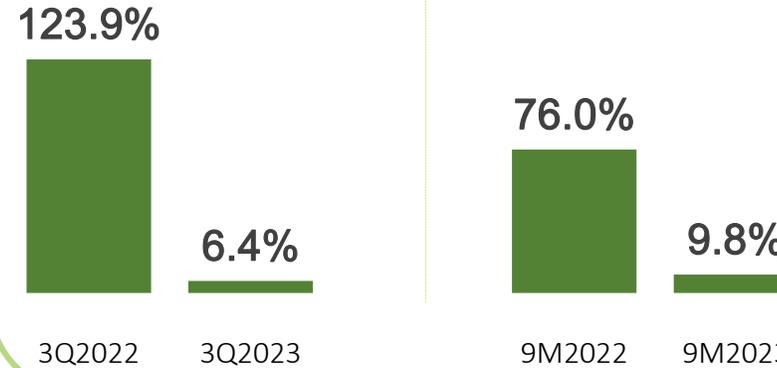


Has a total of **50** stores

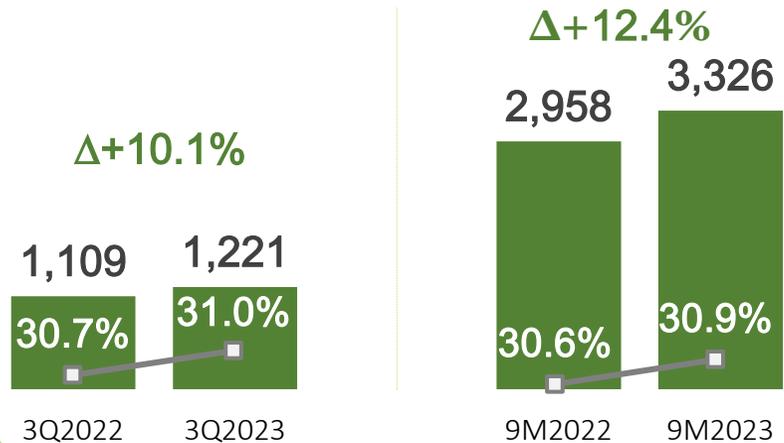
Net sales (₹ mm)



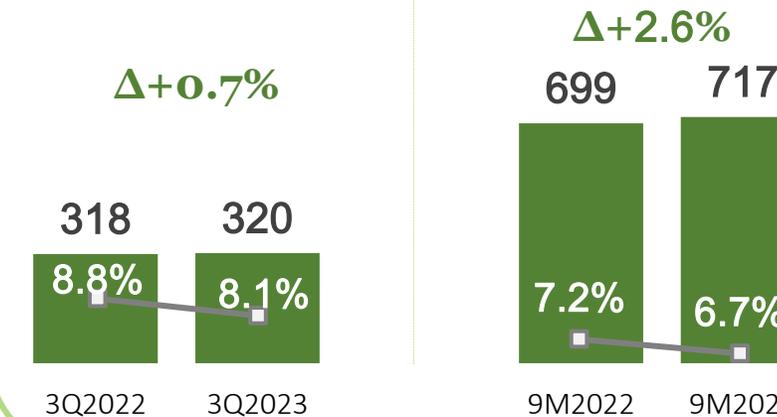
Same Store Sales Growth



Gross Profit (₹ mm)



EBITDA(₹ mm)



## 9M2023 Highlights:

- SSSG continued to normalize but still posted the fastest growth rate among all segments
- Categories related to back-to-school activities drove the topline

# DIY Segment

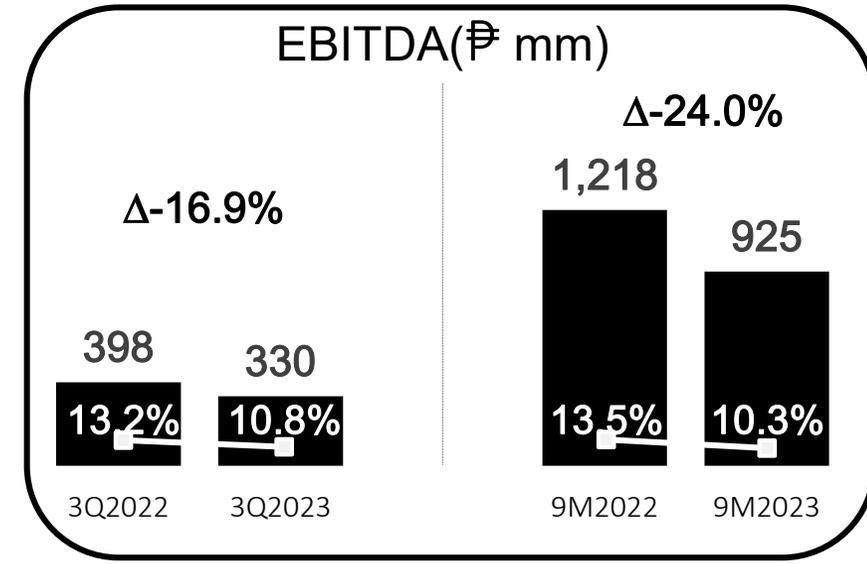
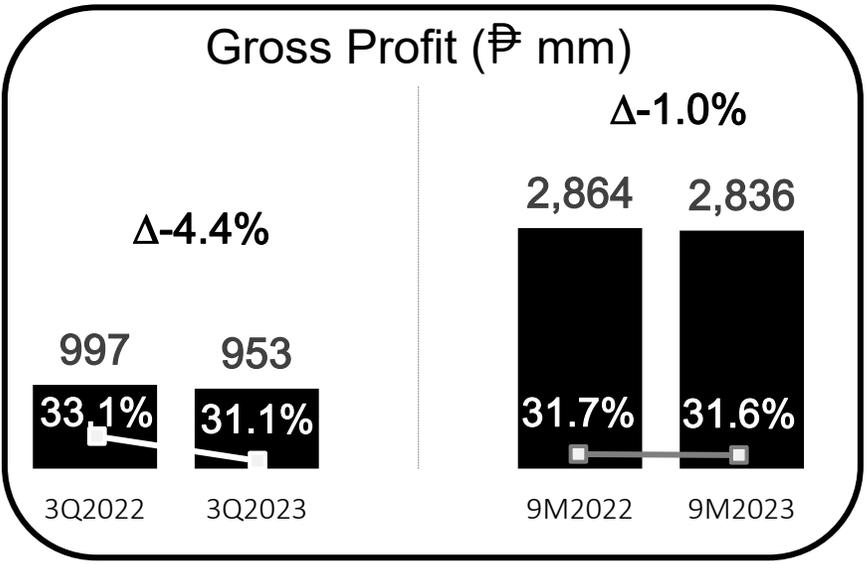
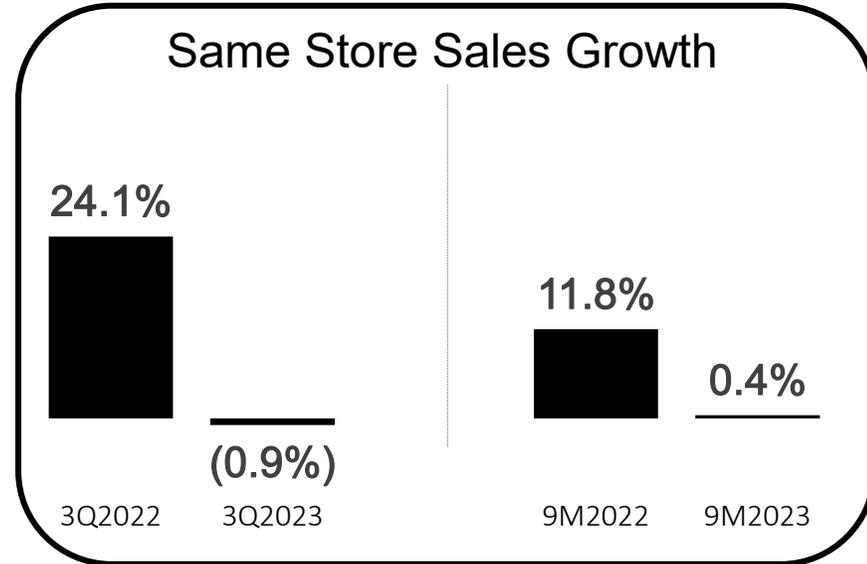
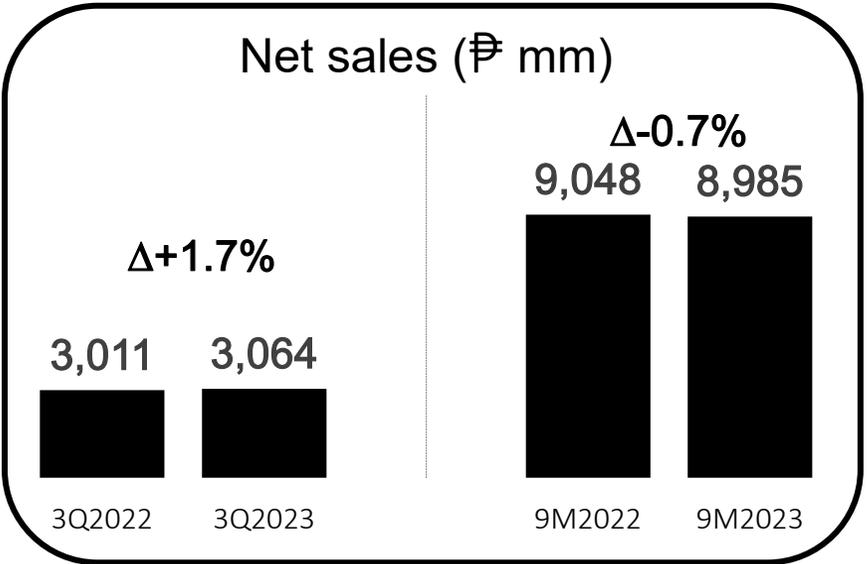


Has a total of **230** stores

<b>198</b>	<b>HANDYMAN</b> <small>Best</small>
<b>32</b>	<i>True Value</i>

## 9M2023 Highlights:

- Increased competition, markdowns, and higher store opex weighed on EBITDA
- Excluding pet food, DIY posted modest SSSG for the period



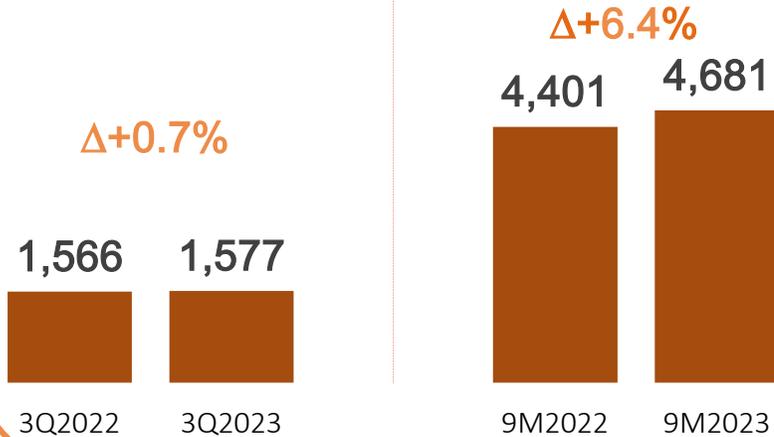
# Convenience Store Segment



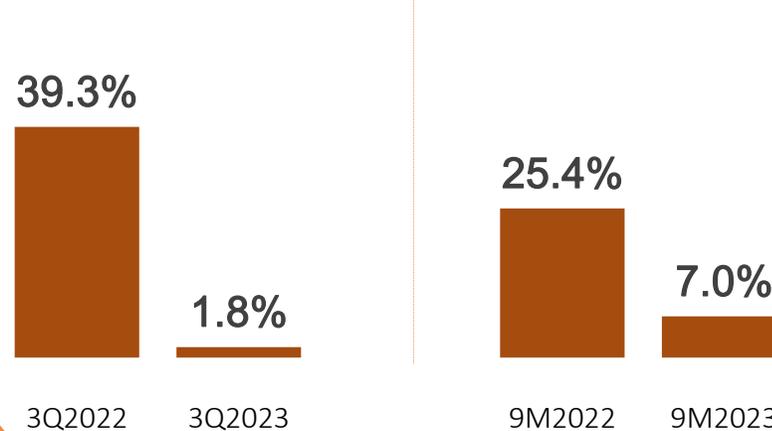
**Uncle John's**

Has a total of **416** stores

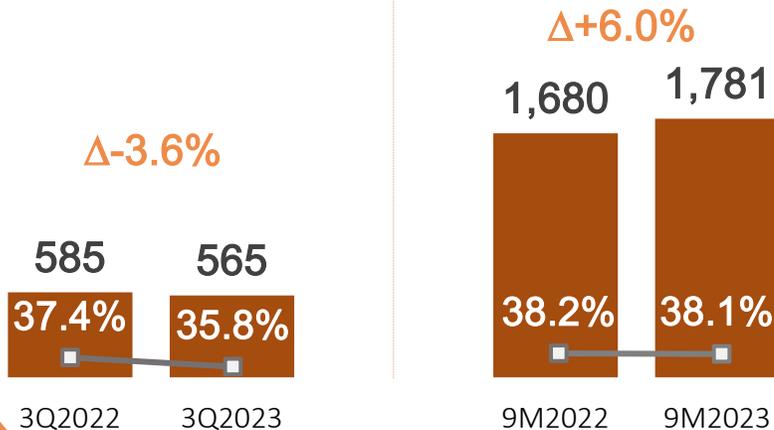
Net sales (₹ mm)



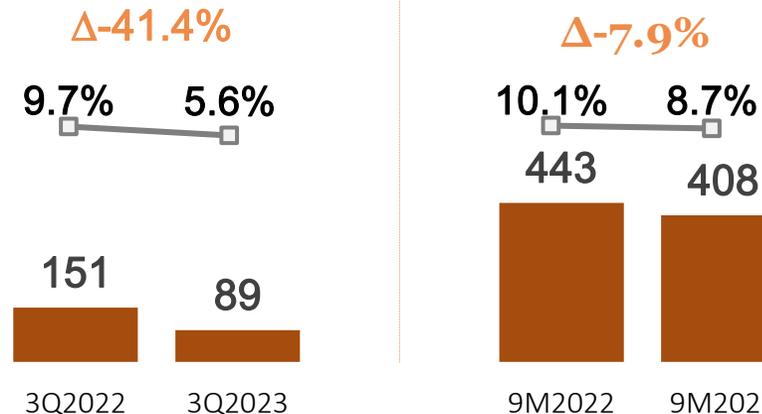
Same Store Sales Growth



GP + OI (₹ mm)



EBITDA (₹ mm)



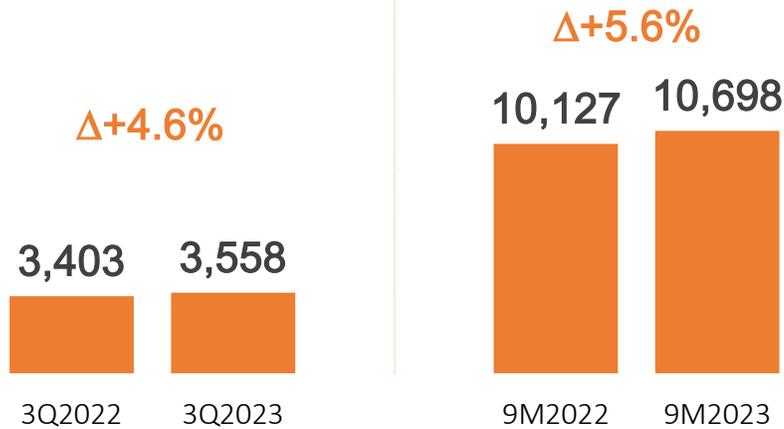
## 9M2023 Highlights:

- Resilient RTE demand coupled with healthy foot traffic drove SSSG
- EBITDA affected by higher opex due to more stores operating 24/7 this year

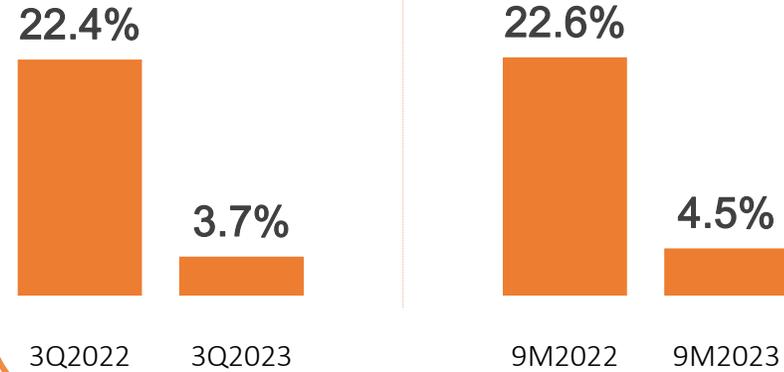
# Specialty Segment



Net sales (₹ mm)



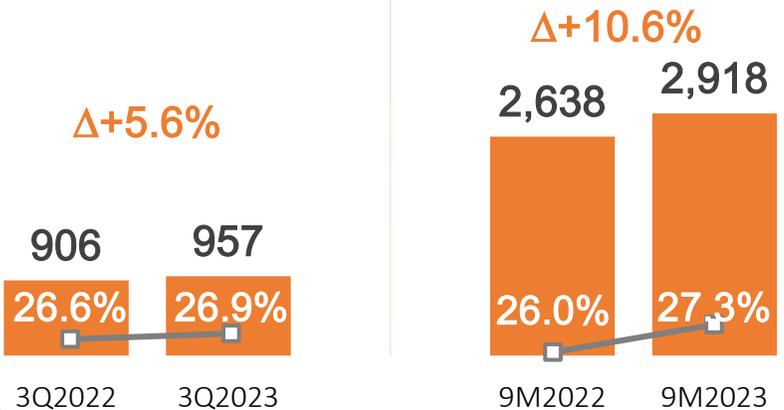
Same Store Sales Growth



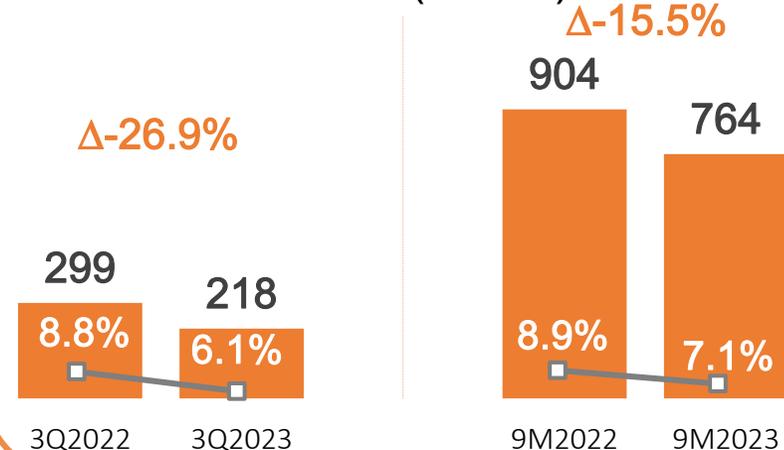
Has a total of **298** stores

<b>119</b>	Appliances & Electronics
<b>41</b>	Toys
<b>118</b>	Mass Merchandise
<b>11</b>	Beauty
<b>9</b>	Pet Retail

Gross Profit (₹ mm)



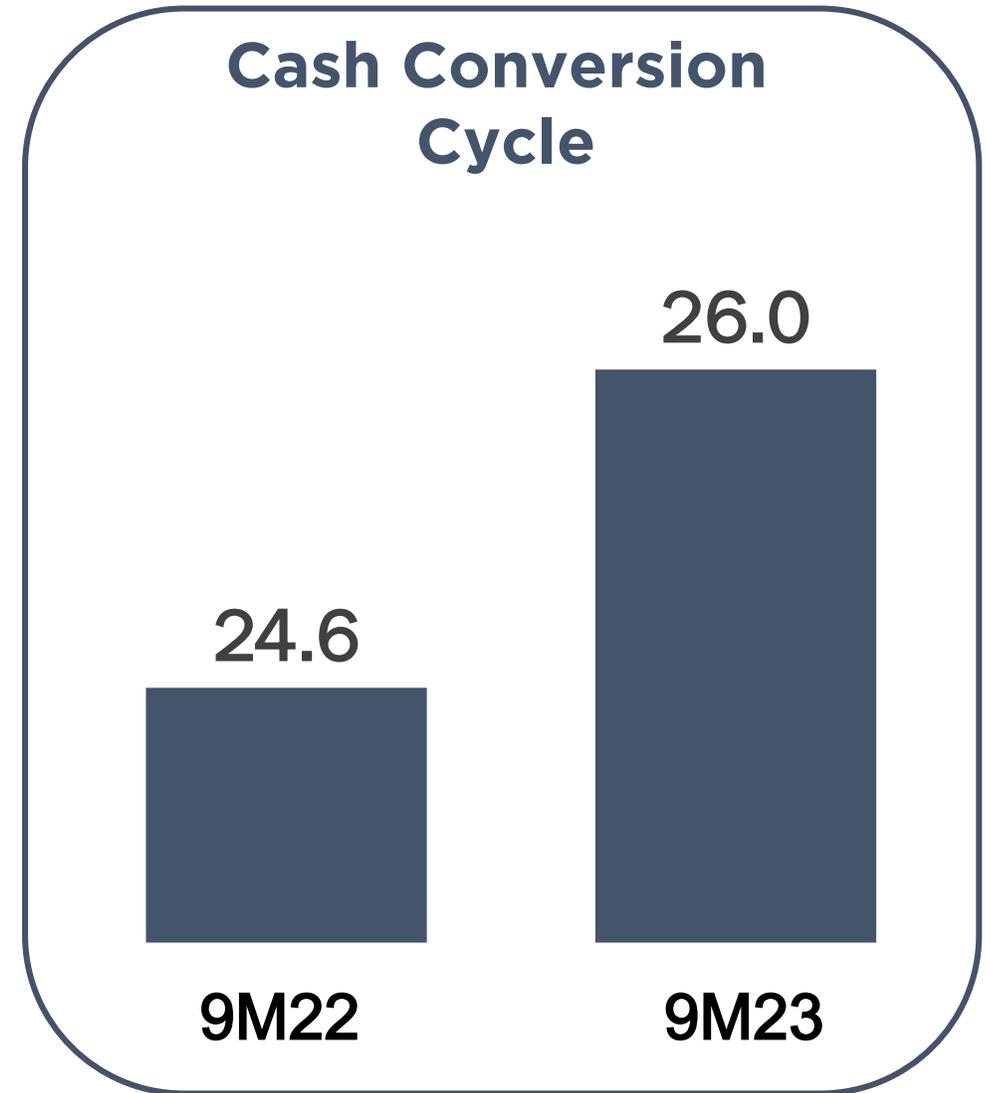
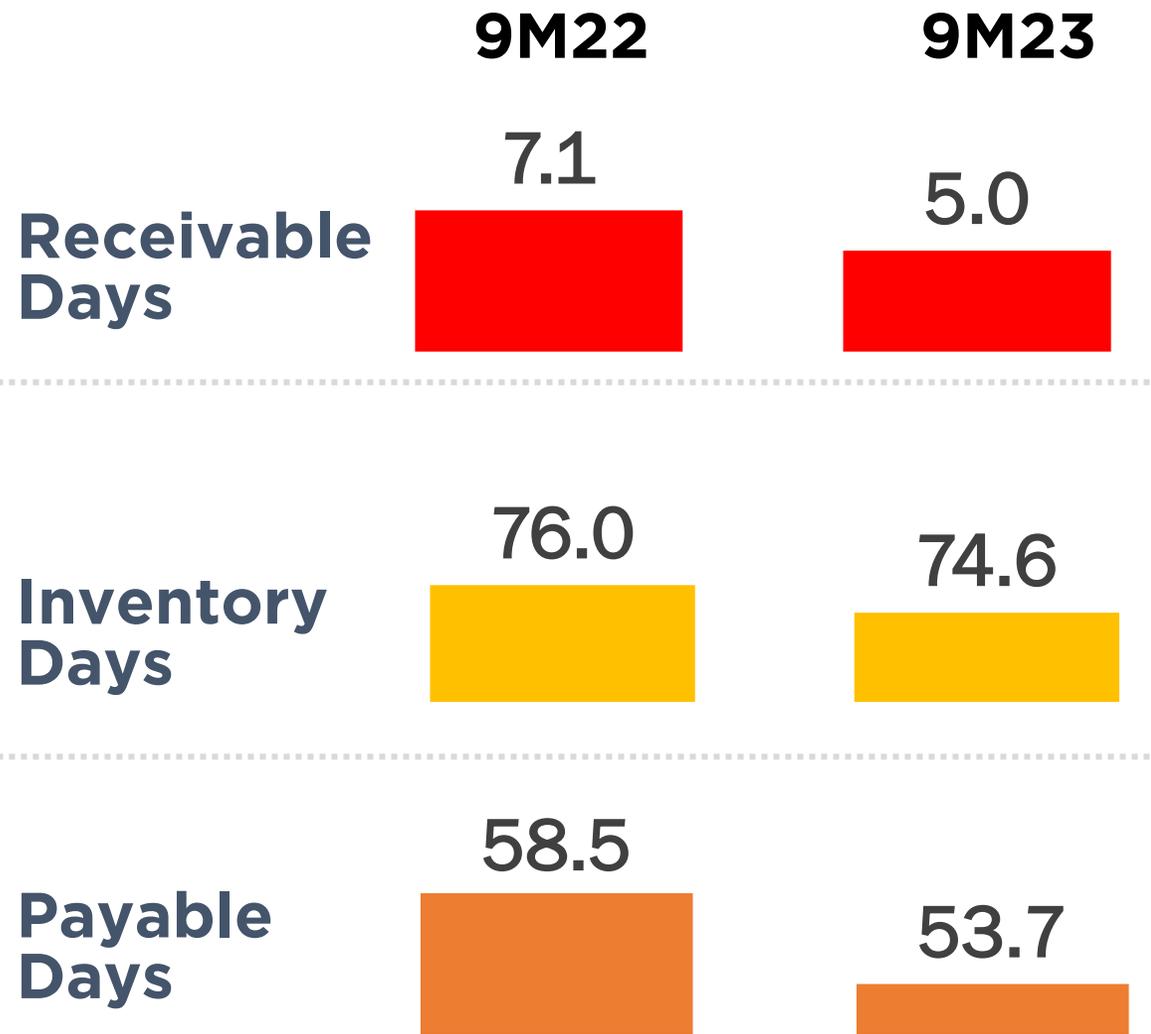
EBITDA (₹ mm)



## 9M2023 Highlights:

- Mass Merchandise, Toys, and Pet Retail were the top categories, generating double-digit revenue growth
- Appliances & Electronics still posted flat topline for the period

# Working Capital



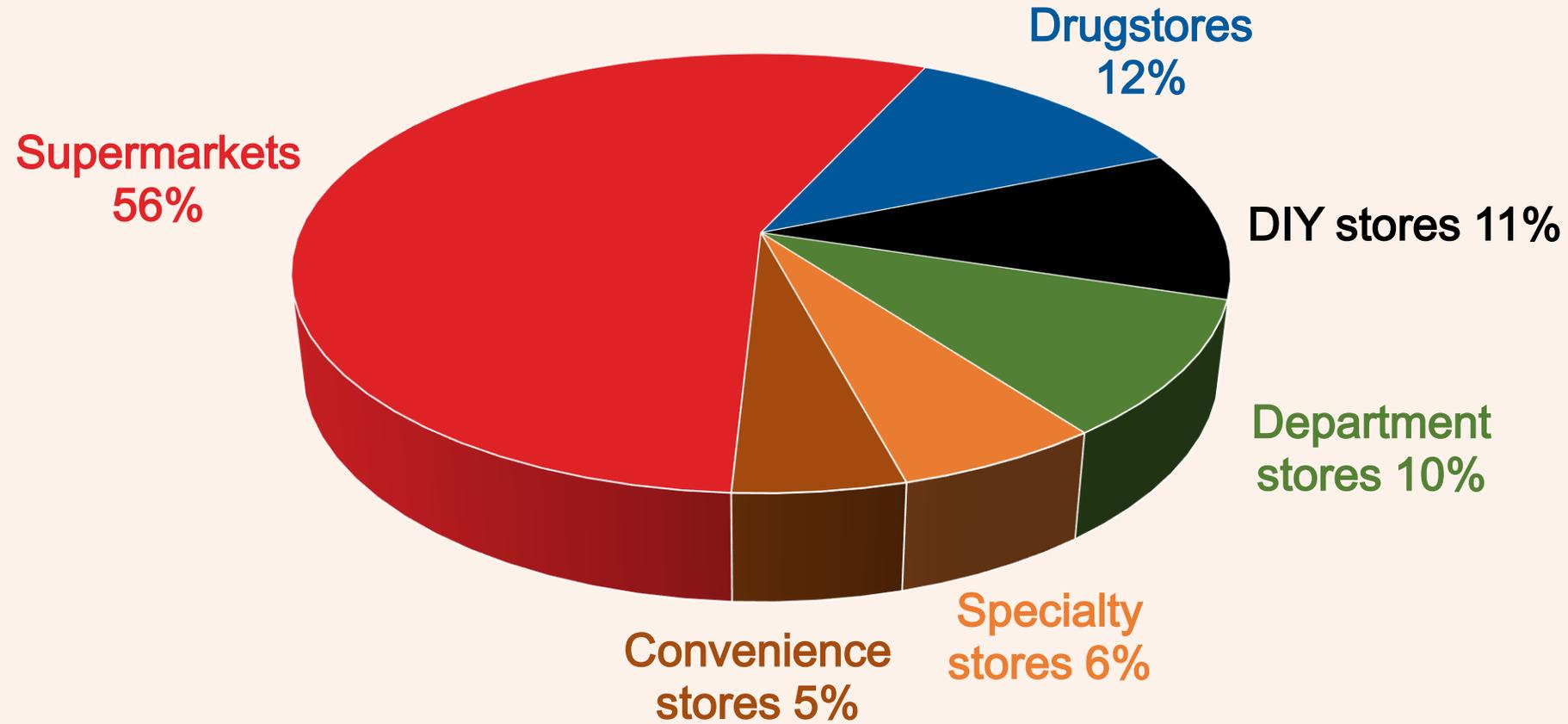
# Balance Sheet



in ₪ mn	Sep 30, 2022 (Unaudited)	Sep 30, 2023 (Unaudited)
Cash & Cash Equivalents	13,311	9,299
Investment in Debt & Equity Securities (ex-BPI shares)	9,349	3,473
Total Assets	132,143	149,998
Total Debt	7,239	21,997
Total Equity	75,010	80,155
Return on Assets (trailing 12-months)	4.7%	2.8%
Return on Equity (trailing 12-months)	8.8%	5.2%
Net Debt (+) or Net Cash (-)*	(15,421)	9,225
Net D/E Ratio (x)	(0.21)	0.12

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

# Capital Expenditures



9M2023 Capex: ₱2.5 billion

# RRHI recognized for corporate governance



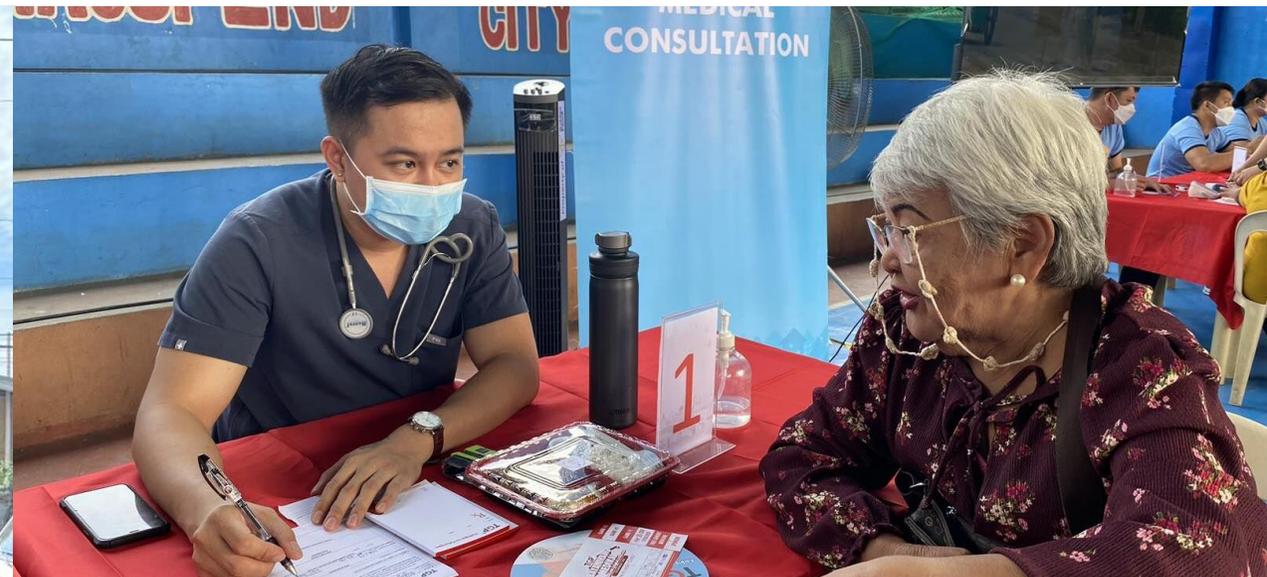
# #RoseWarriors raise money for cancer



# Southstar Drug's 12th Run for Wellness



# TGP caravan reaches close to 13,000 Filipinos



# Trees of Wellness accelerates in Mindanao



# RRHI joins 1st Responsible Seafood Summit



# Supermarkets donate milk for school kids



# Supermarkets open milestone stores



**150th store**

Robinsons Supermarket  
One Ayala, Makati City



**120th store**

Robinsons EasyMart  
PITX, Parañaque City

# Shopwise opens newest store at Gateway 2



# True Value PH in 3 Million Club 2022



# Guidance for 2023



Net store  
additions of  
**120-160**

SSSG  
target of  
**4%-5%**

**+10-30bps**  
gain in gross  
margins

Organic  
CAPEX of  
**₹4.0-5.0bn**

**THANK YOU**

# Income Statement



PHP mm	For the Quarter Ended September 30		Nine Months Ended September 30	
	2023 (Unaudited)	2022 (Unaudited)	2023 (Unaudited)	2022 (Unaudited)
Sales - net of sales discounts and returns	47,222	44,724	138,200	127,091
Cost of merchandise sold	35,857	33,977	105,306	97,026
<b>Gross Profit</b>	<b>11,365</b>	<b>10,748</b>	<b>32,894</b>	<b>30,065</b>
Royalty, rent and other revenues	258	313	838	886
Gross profit including other revenue	<b>11,623</b>	<b>11,061</b>	<b>33,732</b>	<b>30,951</b>
Operating expenses	(9,365)	(8,774)	(27,596)	(25,032)
<b>EBIT</b>	<b>2,259</b>	<b>2,286</b>	<b>6,136</b>	<b>5,919</b>
<b>EBITDA</b>	<b>4,128</b>	<b>4,085</b>	<b>11,651</b>	<b>11,283</b>
Interest income	55	102	221	281
Foreign currency exchange gain (loss) - net	14	276	(59)	580
Dividend income	43	43	656	129
Equity in net earnings of an associate	(262)	39	(541)	212
Interest expense	(817)	(504)	(2,337)	(1,473)
Others	5	12	(31)	194
<b>OTHER INCOME (CHARGES)</b>	<b>(961)</b>	<b>(32)</b>	<b>(2,091)</b>	<b>(76)</b>
<b>INCOME BEFORE INCOME TAX</b>	<b>1,298</b>	<b>2,254</b>	<b>4,045</b>	<b>5,843</b>
Provision for income tax	379	403	1,045	1,030
<b>NET INCOME</b>	<b>919</b>	<b>1,852</b>	<b>3,000</b>	<b>4,813</b>
<b>Net income attributable to:</b>				
Equity holders of the Parent Company	783	1,672	2,582	4,409
Non-controlling interest in consolidated subs	136	180	418	404
	<b>919</b>	<b>1,852</b>	<b>3,000</b>	<b>4,813</b>
<b>Earnings Per Share</b>				
Basic	0.53	1.13	1.76	2.98
Weighted	0.53	1.13	1.75	2.95
<b>Shares Outstanding</b>				
End of Period	1,468	1,480	1,468	1,480
Weighted	1,470	1,482	1,473	1,492

# Balance Sheet



	September 30 (Unaudited)	December 31 (Audited)
PHP mm	2023	2022
<b>Current Assets</b>		
Cash and cash equivalents	9,299	17,767
Trade and other receivables	2,576	3,528
Merchandise inventories	28,785	27,470
Other current assets	2,136	2,434
<b>Total Current Assets</b>	<b>42,796</b>	<b>51,198</b>
Noncurrent assets Held For Sale	8,318	8,318
Debt and equity instrument financial assets	27,964	8,965
Property and equipment	22,705	22,648
Right-of-use asset	19,730	22,155
Investment in shares of stocks	1,758	1,635
Intangible assets	22,645	22,646
Other noncurrent assets	4,082	3,961
<b>Total Noncurrent Assets</b>	<b>98,884</b>	<b>82,009</b>
<b>Total Assets</b>	<b>149,998</b>	<b>141,526</b>
<b>LIABILITIES AND EQUITY</b>		
<b>Current Liabilities</b>		
Trade and other payables	20,701	27,490
Short-term loans payable	6,614	8,409
Current portion of lease liability	3,524	3,501
Other current liabilities	743	697
<b>Total Current Liabilities</b>	<b>31,582</b>	<b>40,097</b>
<b>Total Noncurrent Liabilities</b>	<b>38,261</b>	<b>24,855</b>
<b>Total Liabilities</b>	<b>69,844</b>	<b>64,952</b>
<b>Equity</b>		
Capital stock	1,576	1,576
Additional paid-in capital	40,768	40,768
Treasury stocks	(6,000)	(5,425)
Equity reserve	(743)	(743)
Retained earnings	36,307	36,670
Other comprehensive income	4,144	(418)
<b>Total equity attributable to equity holders of Parent Company</b>	<b>76,054</b>	<b>72,429</b>
Non-controlling interest in consolidated subsidiaries	4,101	4,145
<b>Total Equity</b>	<b>80,155</b>	<b>76,574</b>
<b>Total Liabilities and Equity</b>	<b>149,998</b>	<b>141,526</b>

# Cash Flow



	September 30 (Unaudited)	September 30 (Unaudited)	December 31 (Audited)
PHP mm	2023	2022	2022
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Income before income tax	4,045	3,589	7,987
Depreciation and amortization including ROU amortization- PFRS 16	5,515	3,565	7,180
Retirement expense	127	100	201
Others including interest on Lease Liability-PFRS 16	2,161	258	746
<b>Operating income before working capital changes</b>	<b>11,847</b>	<b>7,512</b>	<b>16,114</b>
Working capital changes	(4,102)	(1,732)	1,588
Interest received	221	215	296
Retirement contributions and benefits paid	0	(24)	(208)
Income tax paid	(1,014)	(817)	(1,710)
<b>Net cash flows generated from (used in) operations</b>	<b>6,952</b>	<b>5,154</b>	<b>16,080</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Investment in associate	(664)	(713)	(966)
Debt and equity instrument financial assets	(14,535)	1,506	1,912
Property and equipment	(5,351)	(1,743)	(5,551)
Acquisition of non-controlling interest	0	(209)	(340)
Others	567	219	359
<b>Net cash flows generated from (used in) investing activities</b>	<b>(19,983)</b>	<b>(940)</b>	<b>(4,587)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Availment of loans, net of loan payment	13,588	(30)	675
Dividends paid	(3,406)	(3,083)	(3,437)
Payment of lease liabilities - PFRS 16	(3,952)	(2,571)	(5,101)
Others	(1,648)	(1,556)	(2,035)
<b>Net cash flows used in financing activities</b>	<b>4,581</b>	<b>(7,240)</b>	<b>(9,898)</b>
Effect of forex on cash and cash equivalents	(19)	2	2
Net increase (decrease) in cash and cash equivalents	(8,468)	(3,024)	1,597
Cash and cash equivalents at beginning of year	17,767	16,170	16,170
<b>CASH AND CASH EQUIVALENTS AT END OF PERIOD</b>	<b>9,299</b>	<b>13,146</b>	<b>17,767</b>