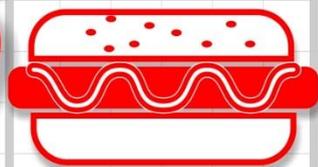
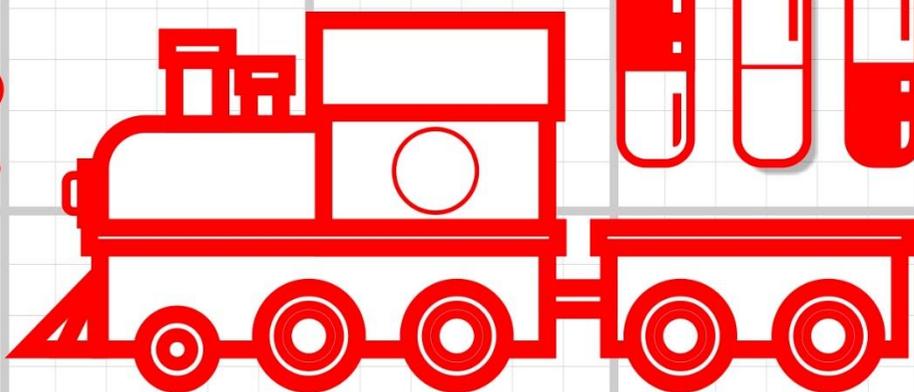
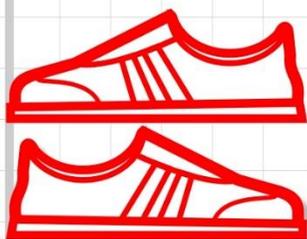
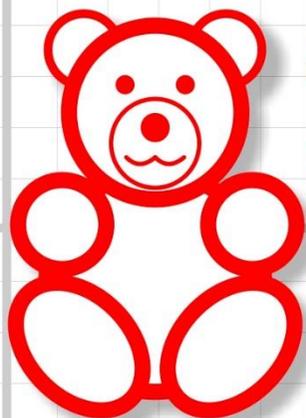
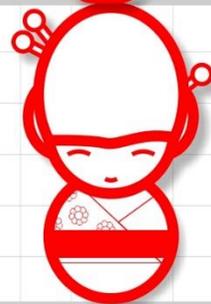


**ROBINSONS
RETAIL
HOLDINGS, INC.**

2014 Audited Earnings Presentation
April 2015



Agenda



Results Highlights

Store Network

Consolidated Results

Business Segments

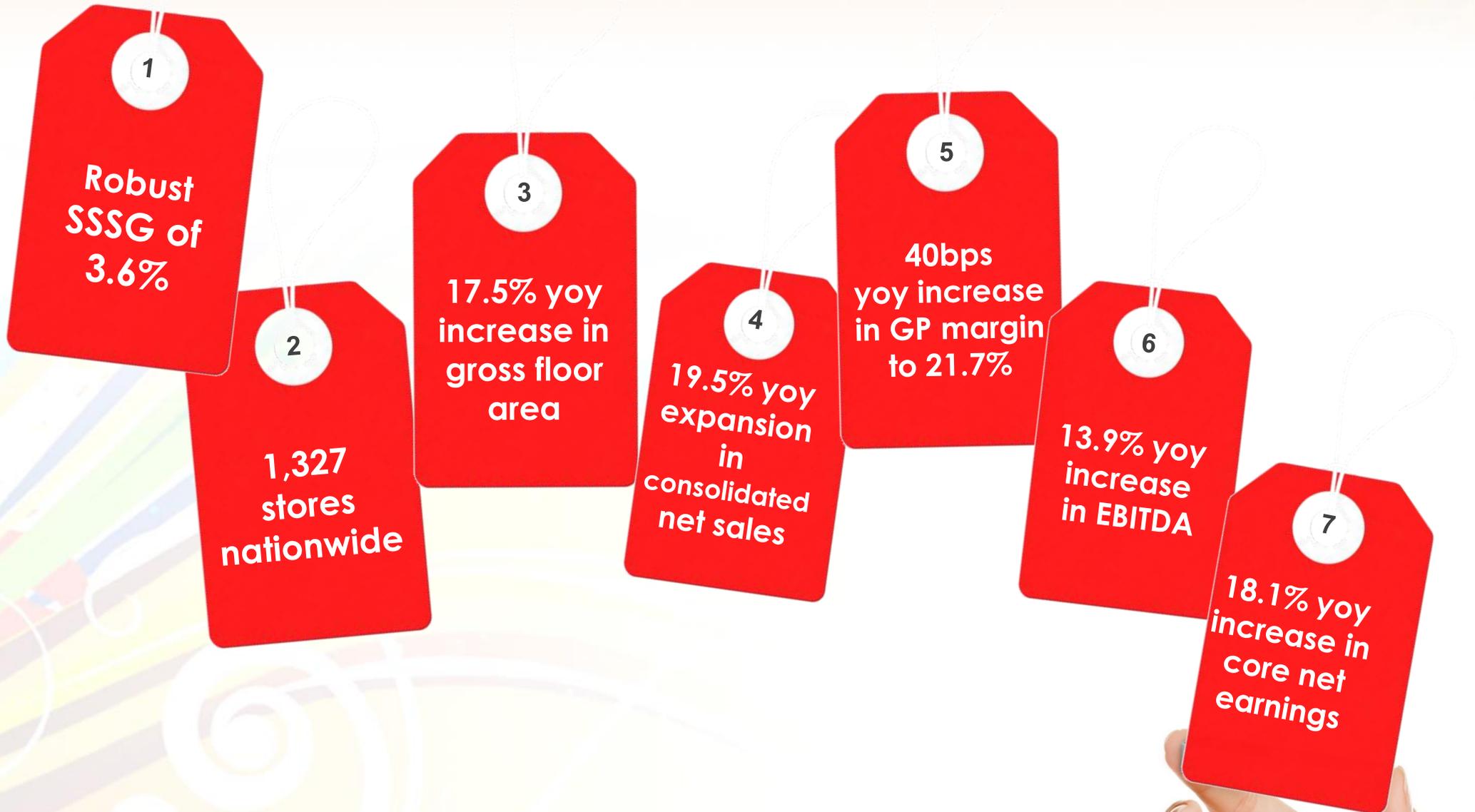
Working Capital

Capital Expenditure

Recent Developments

Consolidated Financial Statements

2014 Audited Results Highlights



2014 Store Network

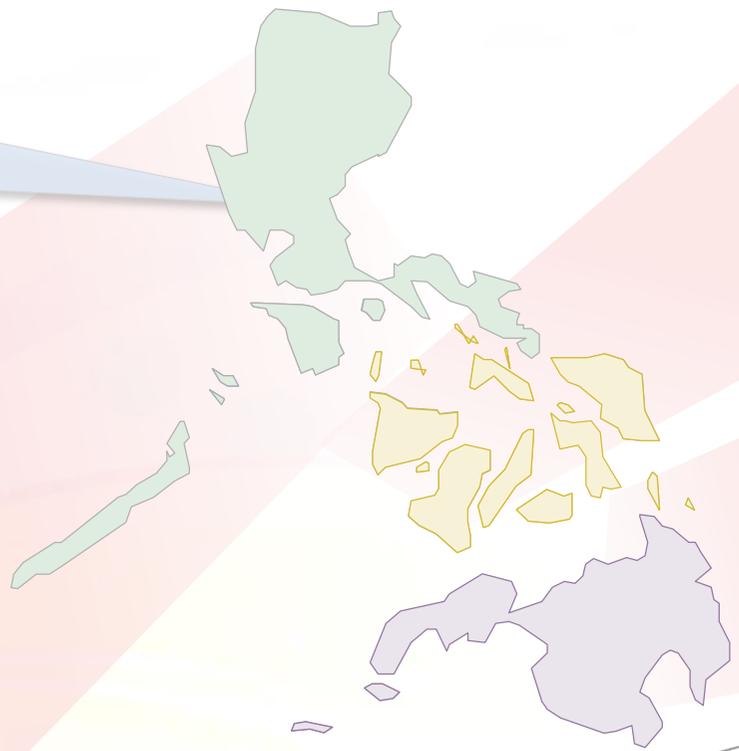
1,327 stores
Nationwide

Metro Manila	
Business units	No. of stores
Supermarkets	36
Department stores	13
DIY stores	50
Convenience stores	281
Drug stores	68
Specialty stores	130
Total	578

Luzon ¹	
Business units	No. of stores
Supermarkets	51
Department stores	18
DIY stores	64
Convenience stores	153
Drug stores	221
Specialty stores	64
Total	571

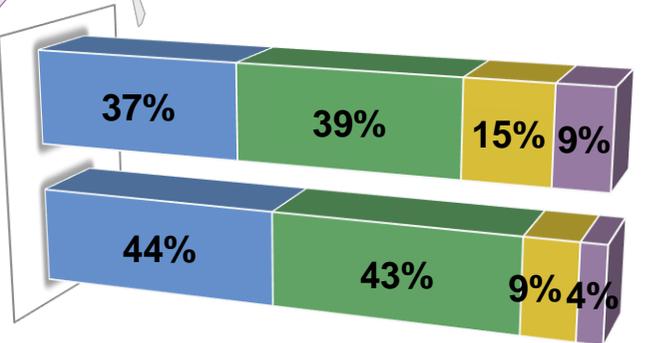
Visayas	
Business units	No. of stores
Supermarkets	14
Department stores	6
DIY stores	34
Convenience stores	16
Drug stores	23
Specialty stores	28
Total	121

Mindanao	
Business units	No. of stores
Supermarkets	10
Department stores	5
DIY stores	13
Drug stores	8
Specialty stores	21
Total	57



Gross Floor Area

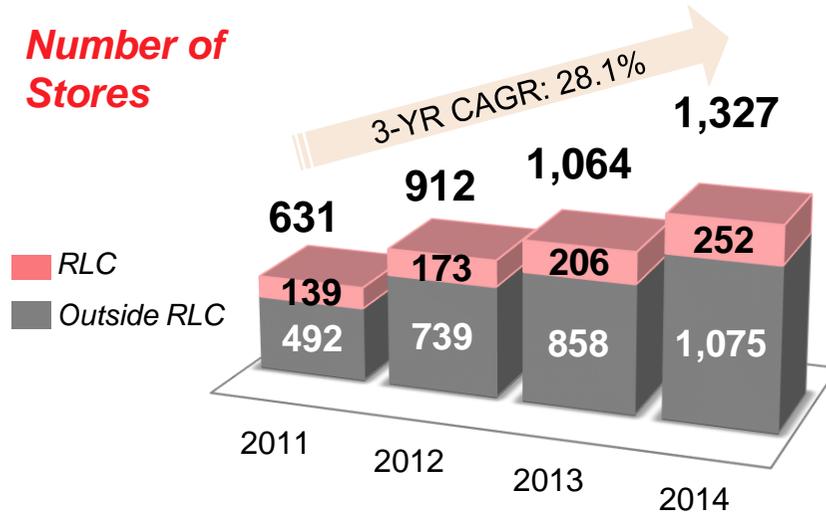
Store Count



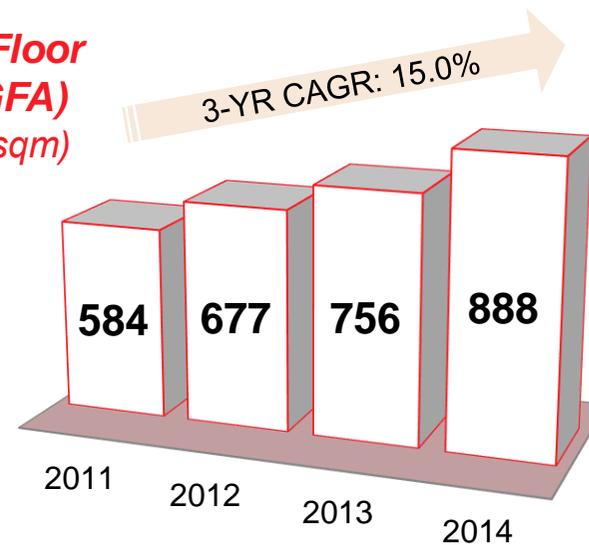
■ Metro Manila ■ Luzon ■ Visayas ■ Mindanao

2014 Stores and Gross Floor Area Statistics

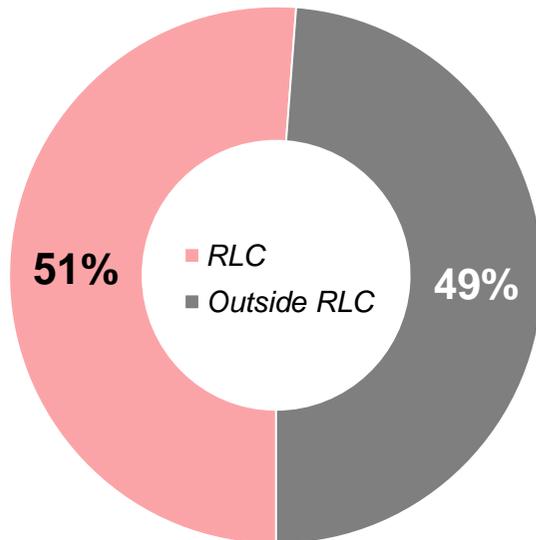
Number of Stores



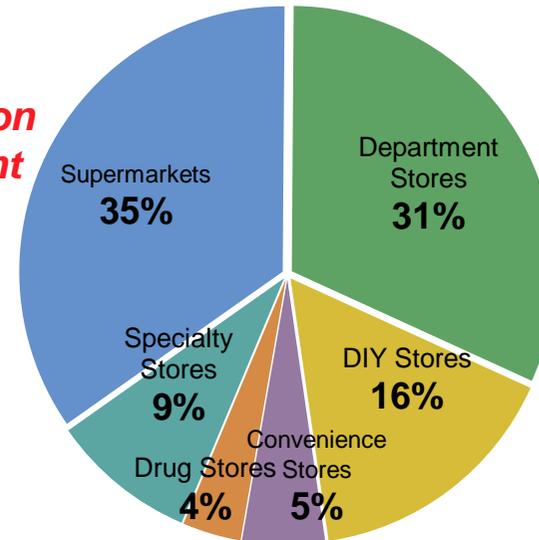
Gross Floor Area (GFA) (in '000 sqm)



GFA Contribution by Lessor (%)

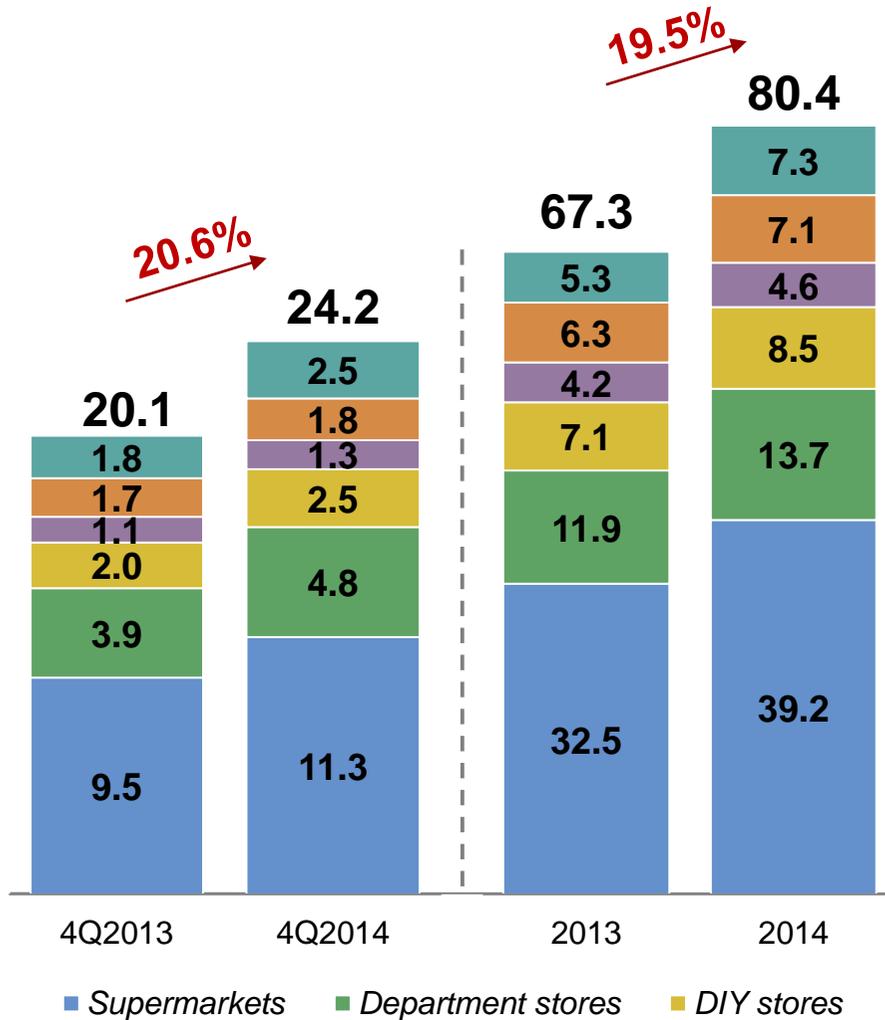


GFA Contribution by Segment (%)

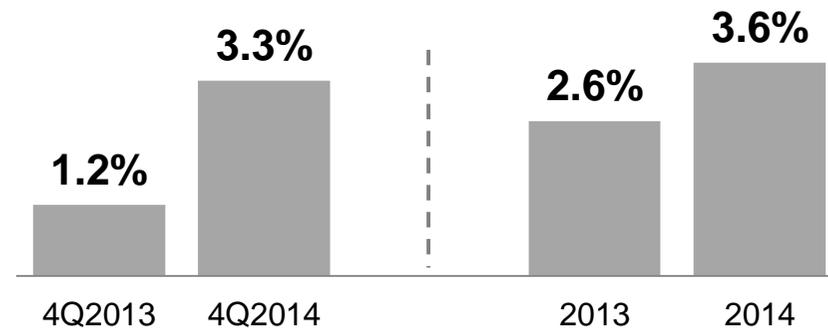


Consolidated Results

Net Sales¹ (₱ bn)



SSSG (%)

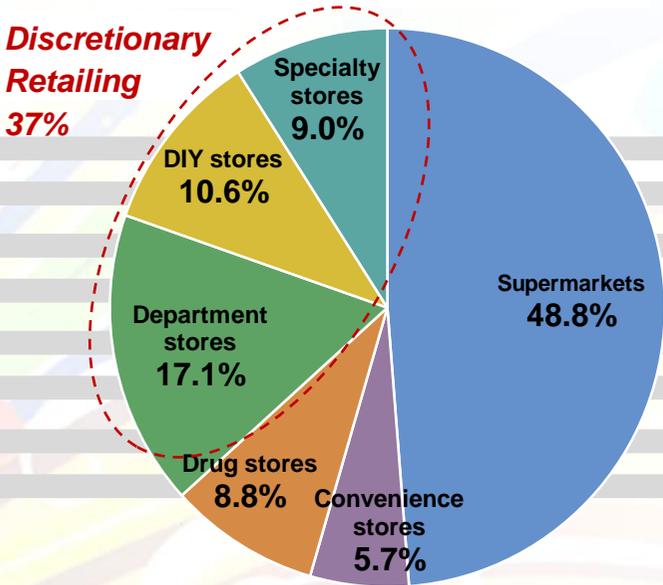


- **19.5% yoy growth in 2014 net sales** coming from:
 - 15.9% from new stores
 - 3.6% from SSSG

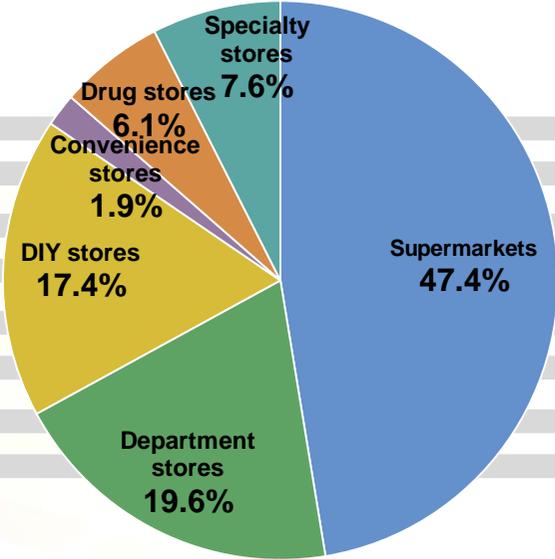
2014 Contribution Per Segment



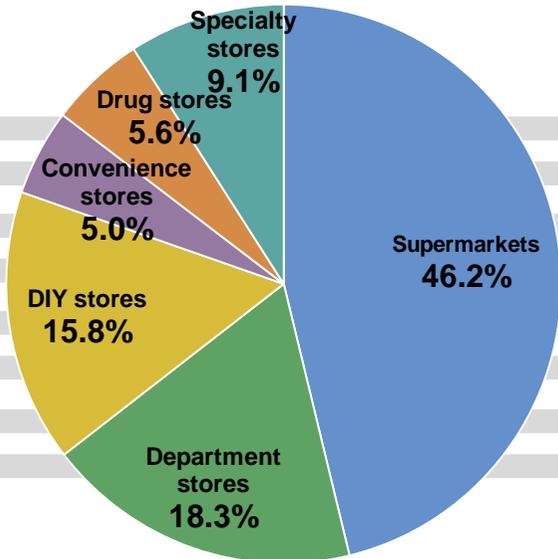
Net Sales Breakdown



EBIT Breakdown



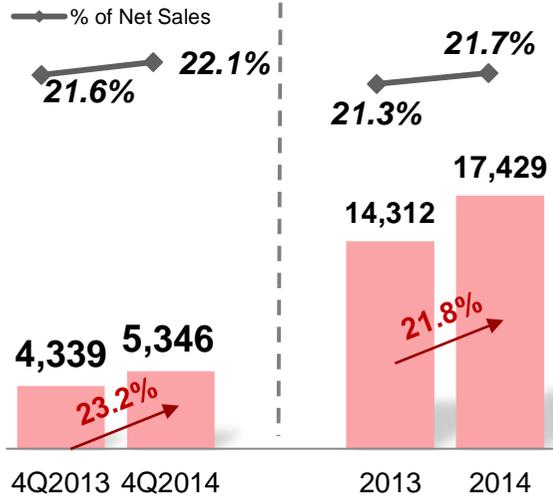
EBITDA Breakdown



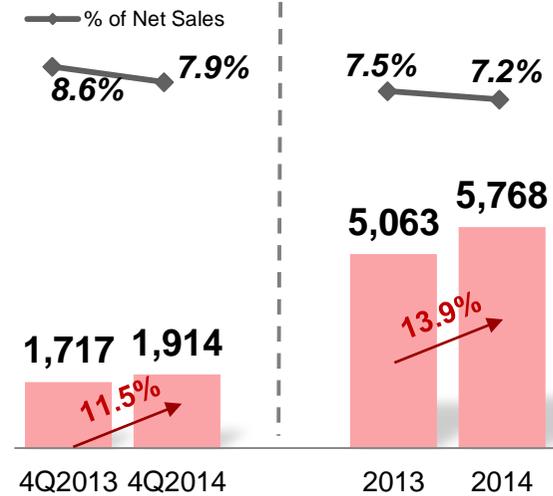
Consolidated Results



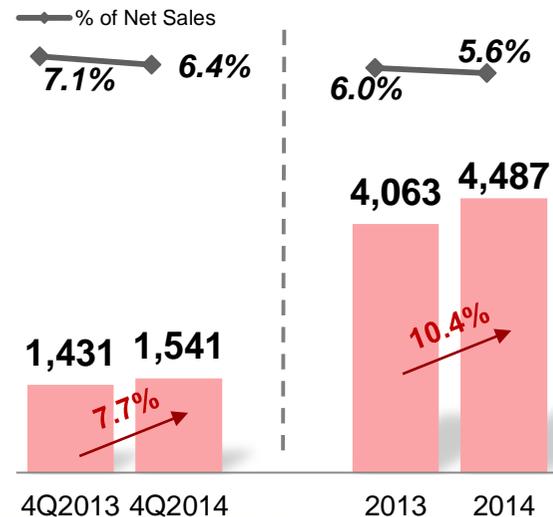
Gross Profit¹ (₱ mm)



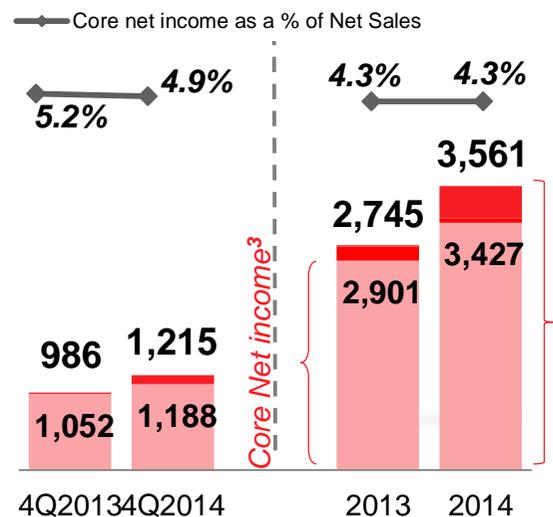
EBITDA² (₱ mm)



EBIT (₱ mm)



Net Income (₱ mm)



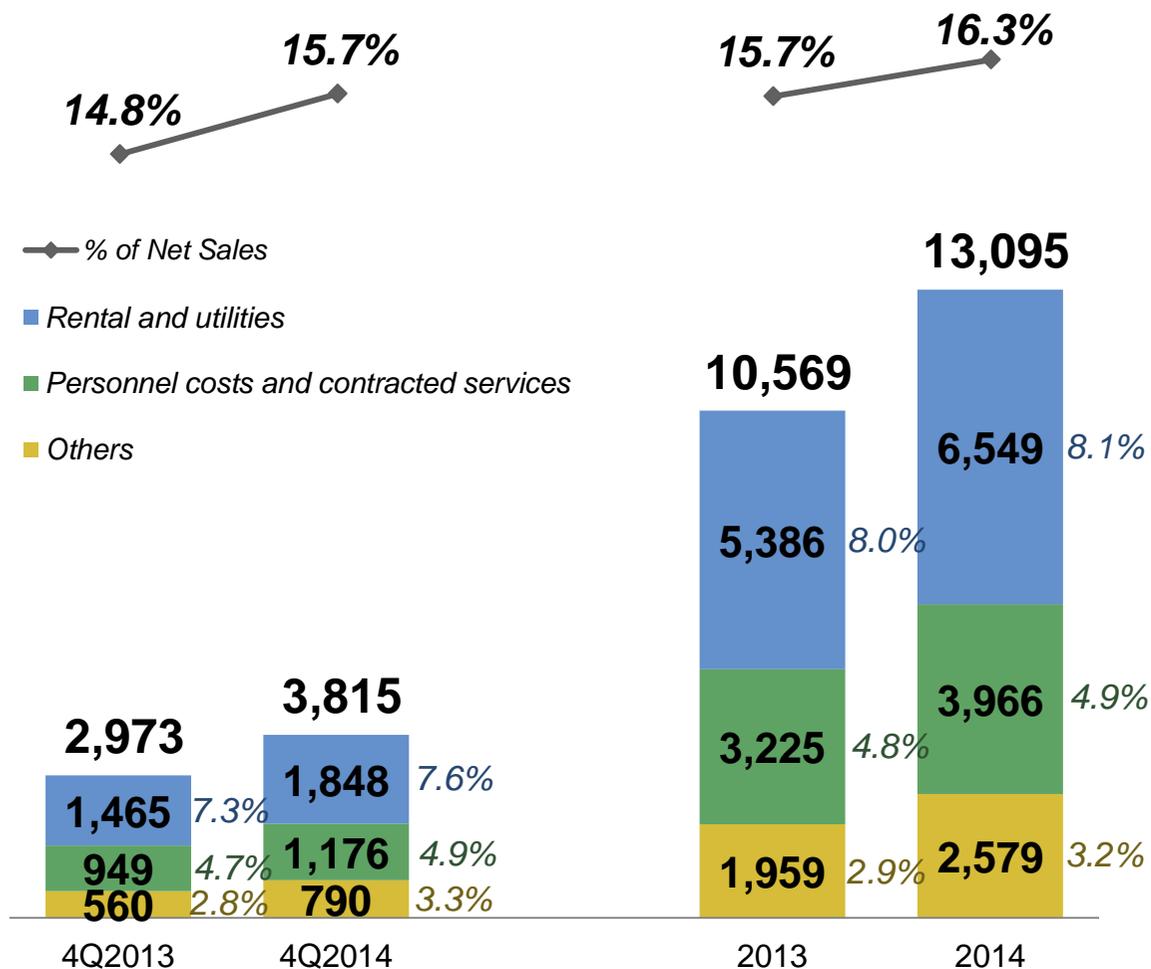
- Growing scale as well as additional suppliers' support pushed GP margin higher
- EBITDA margin declined due to higher OPEX

Net income attributable to parent company

¹ Gross profit = Net sales – Cost of merchandise sold; ² EBITDA = Operating income + Depreciation and amortization + Provision for impairment losses; ³ Core net income = Net income - Equity in net earnings of an associate - Interest income on bond investments - foreign currency exchange gain (loss)

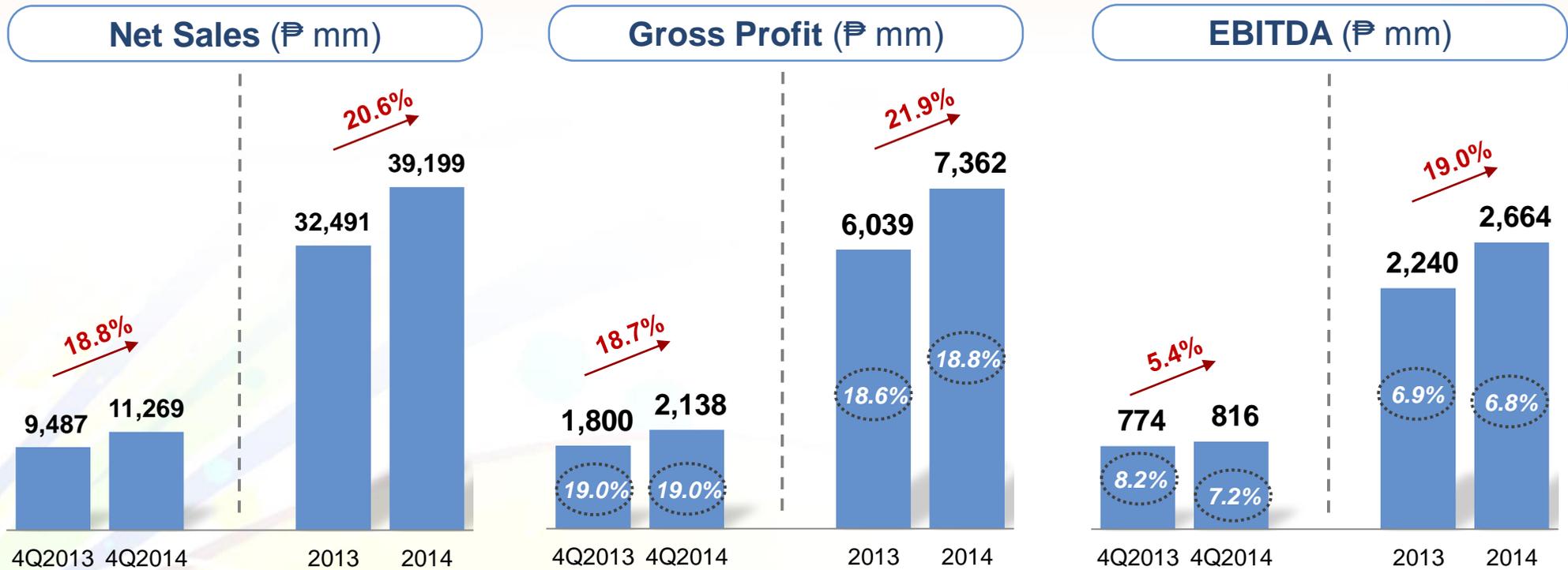
Operating Expenses

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



- Increase in OPEX as % of net sales due to:
 - ❖ higher freight costs as a result of port congestion; and
 - ❖ unprecedented new store openings with sales still on the ramp up stage

Supermarket Business Segment

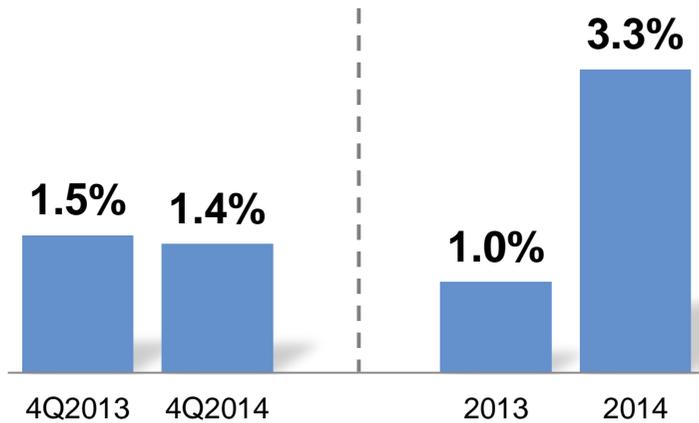


■ Increase in sales in 2014 largely driven by **new store additions** (17.3%) and **robust SSSG** (3.3%)

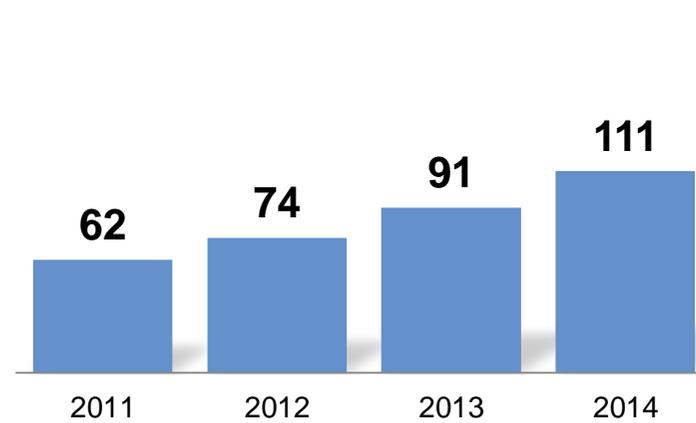


Supermarket Business Segment

SSSG (%)

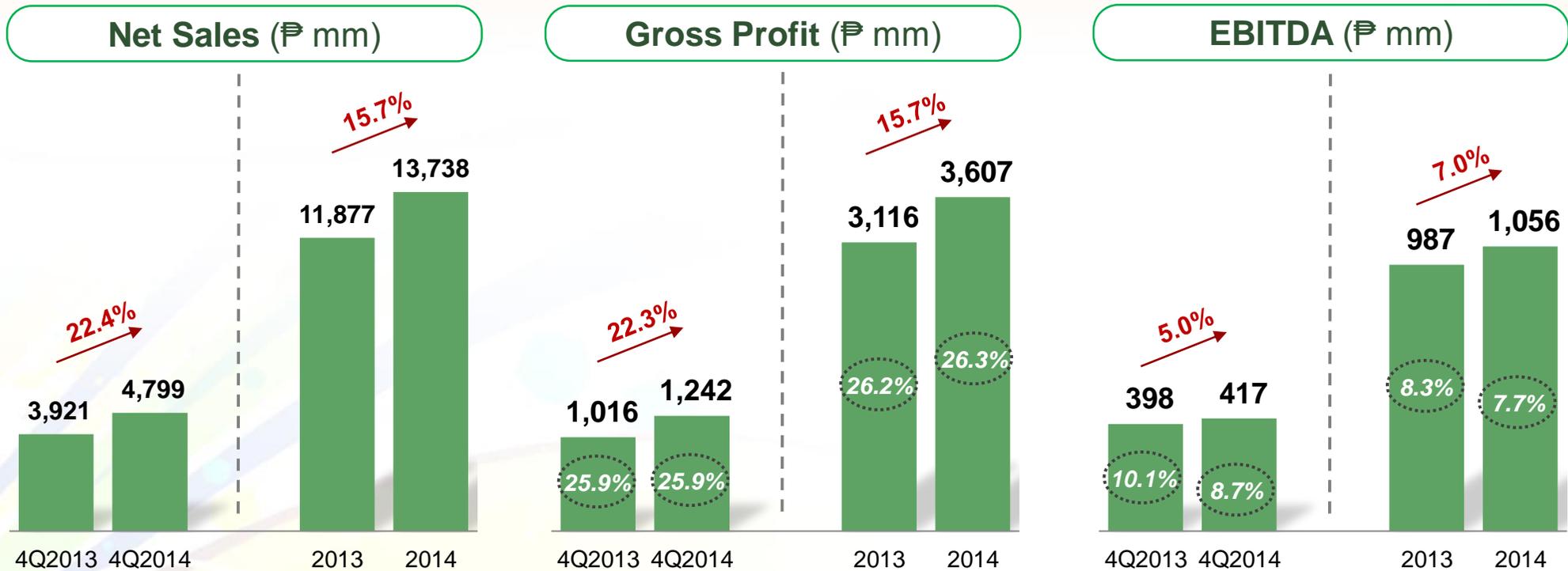


Store Count



■ **Strong SSSG of 3.3% due to improved service levels**

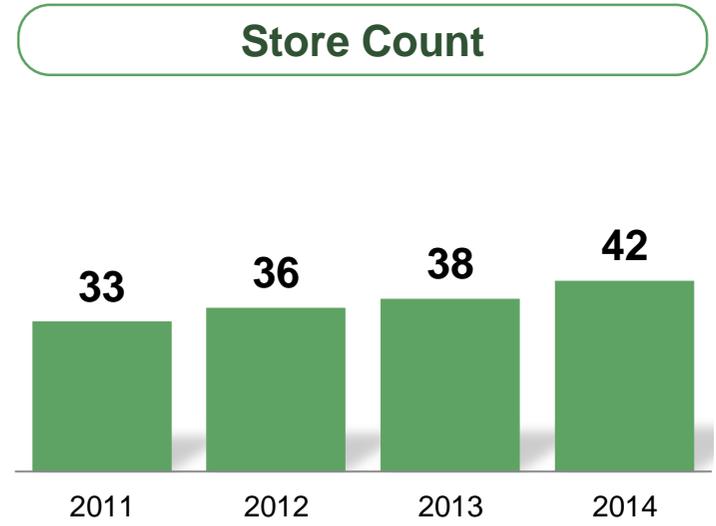
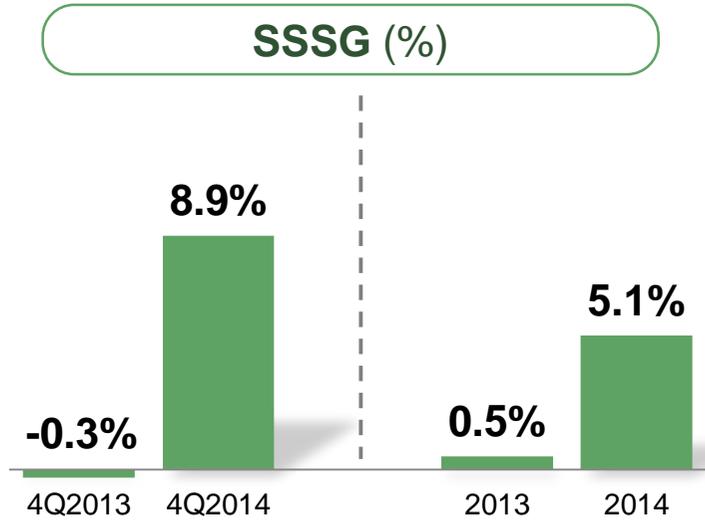
Department Store Business Segment



■ Increase in sales in 2014 driven by **new store sales contribution** (10.6%), and **strong SSSG** (5.1%)

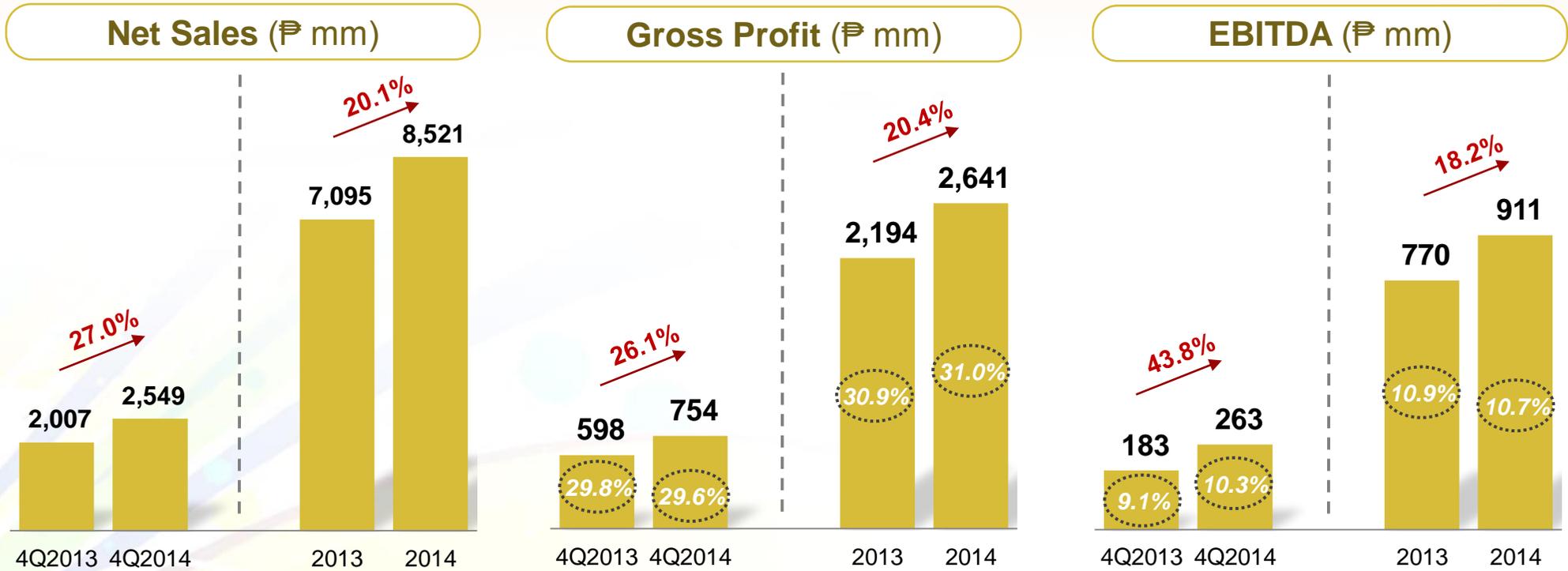


Department Store Business Segment



■ **Robust SSSG** due to significant growth in **home and children's categories**

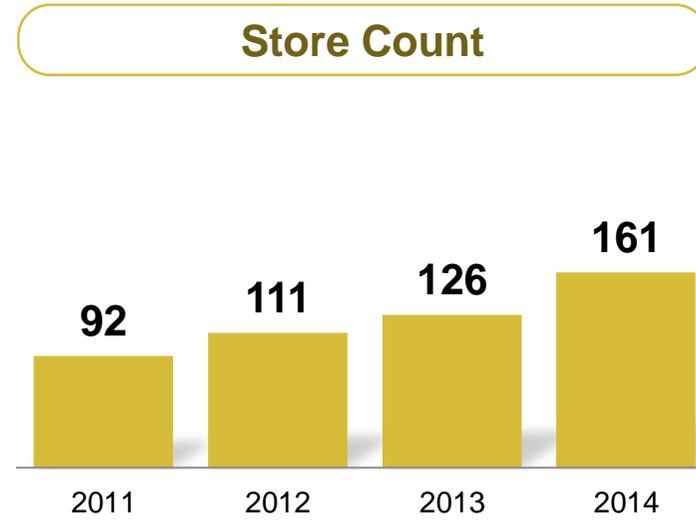
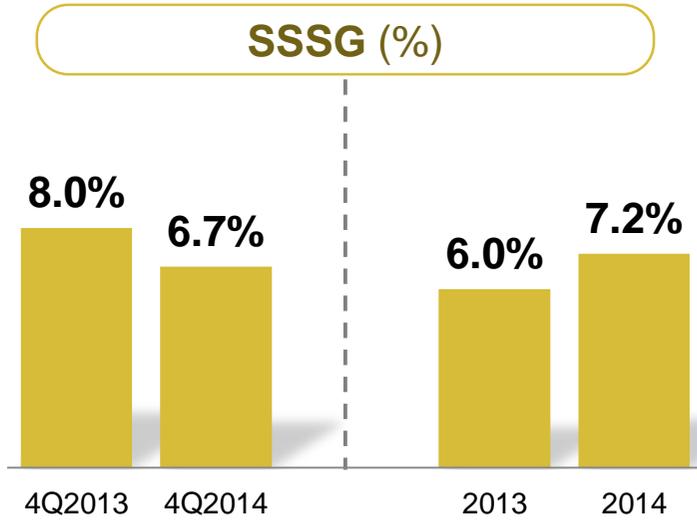
DIY Store Business Segment



- Growth in net sales driven by **new store sales contribution** (12.9%) and **robust SSSG** (7.2%)
- EBITDA margin affected by **higher freight costs**



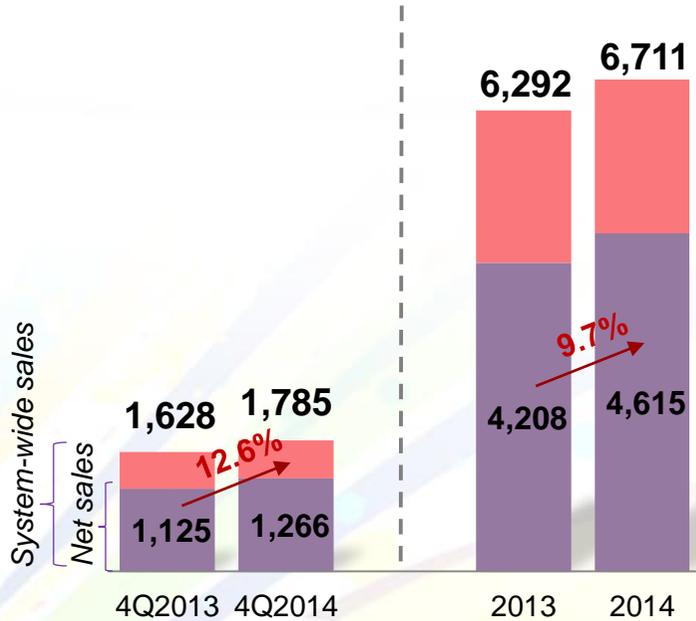
DIY Store Business Segment



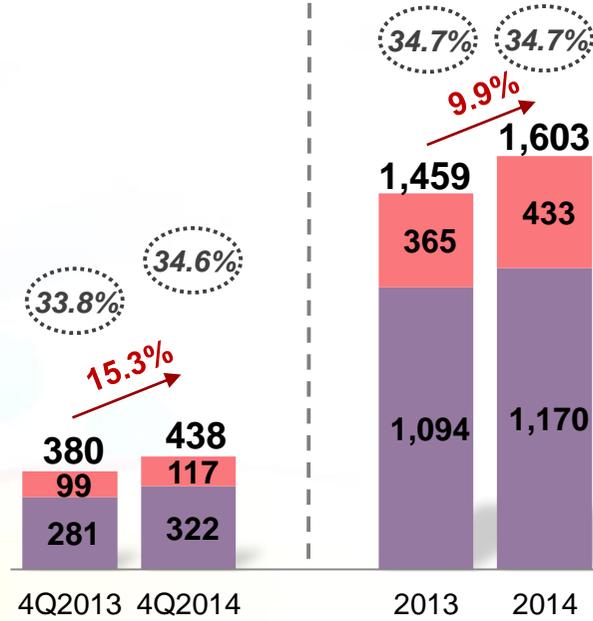
■ **Strong SSSG**
due to
residential
construction
boom

Convenience Store Business Segment

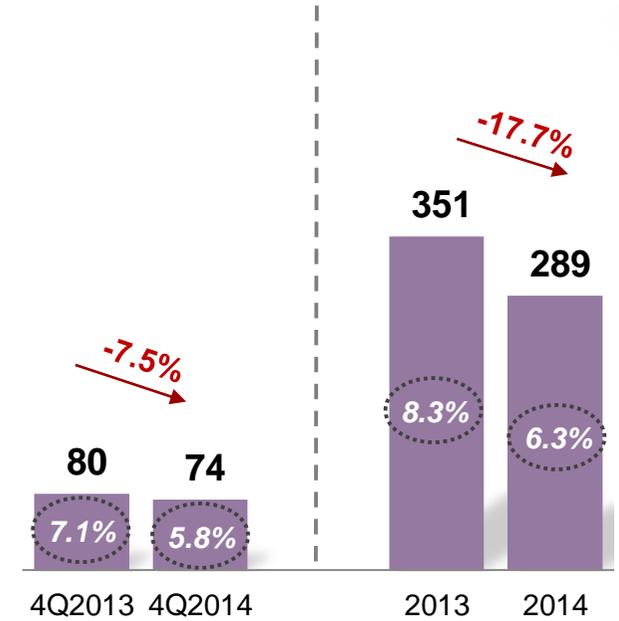
System-wide Sales & Net Sales
(₱ mm)



Gross Profit & Royalty Income
(₱ mm)



EBITDA (₱ mm)



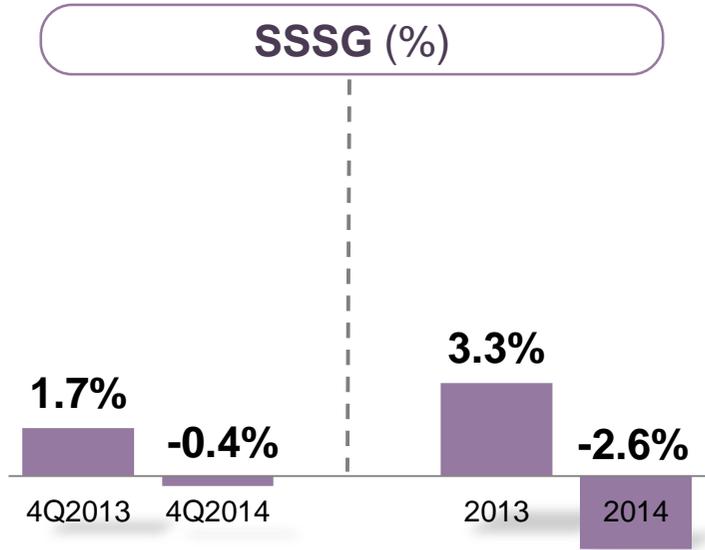
○ = GP + Royalty Income % of segment's net sales

○ = % of segment's net sales

■ Increase in net sales driven mainly by **new store openings**

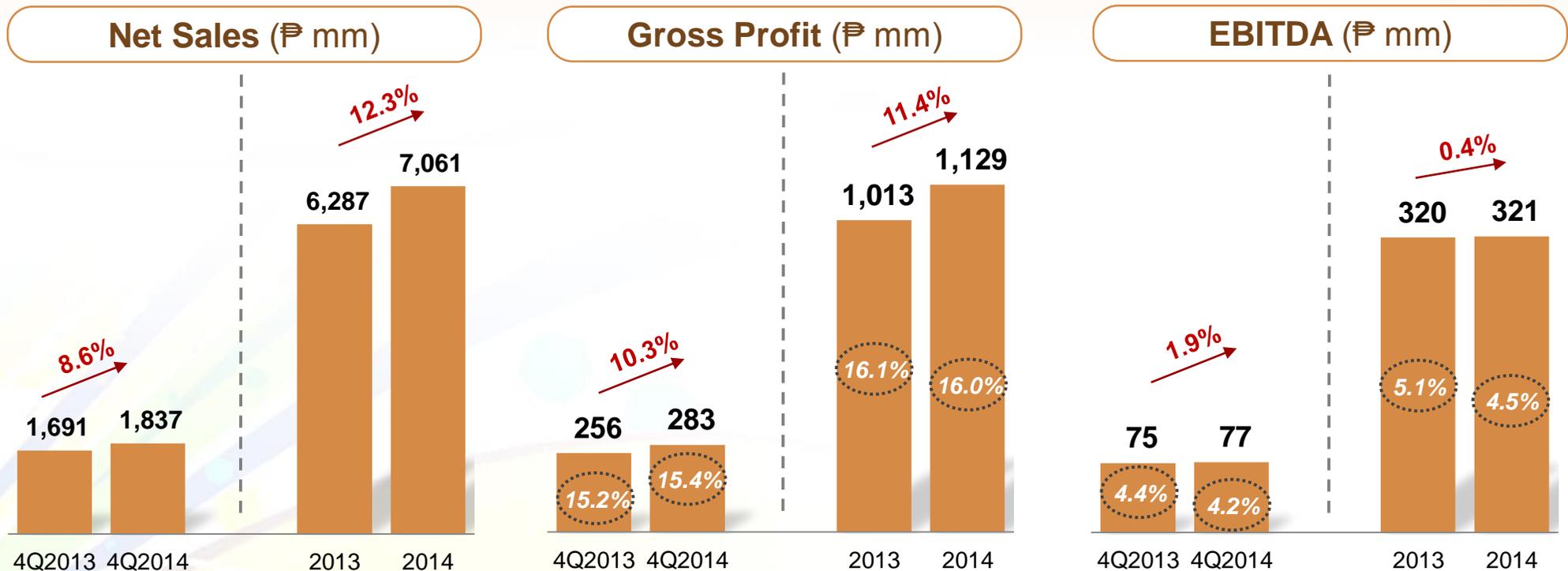


Convenience Store Business Segment



■ Weak SSSG due to **lower cigarette sales** and **supply chain issues**

Drug Store Business Segment

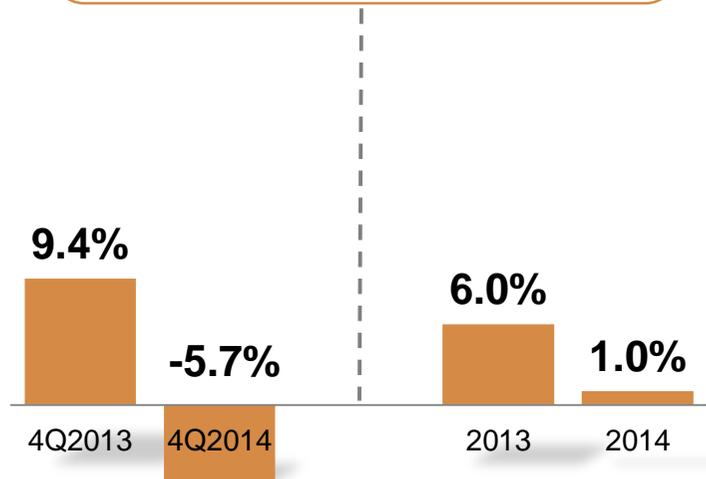


■ Growth in sales in 2014 propelled by the unprecedented number of new stores openings

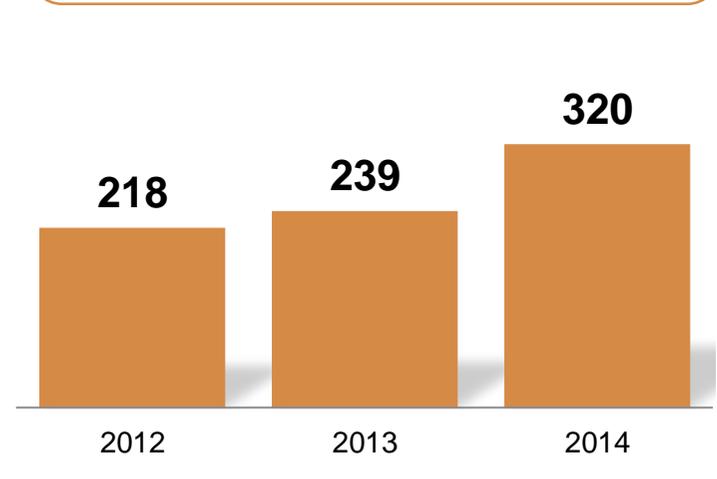


Drug Store Business Segment

SSSG (%)

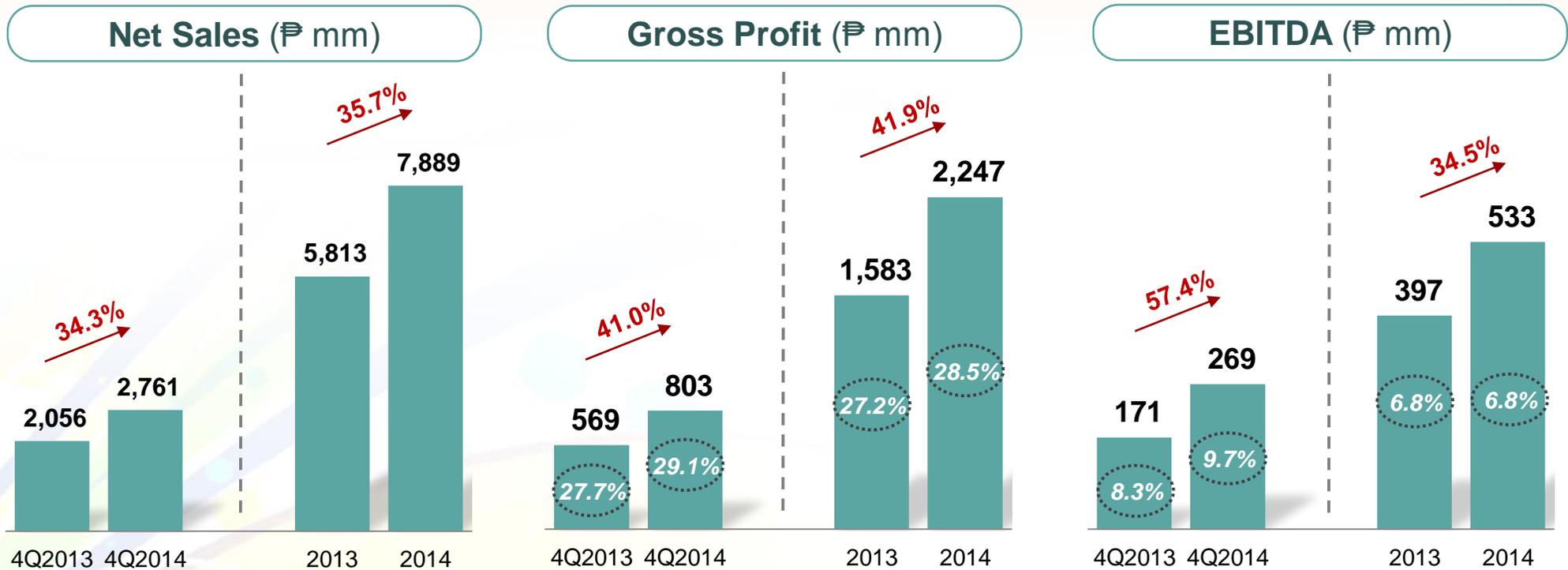


Store Count



■ **Flattish 2014 SSSG** due to higher base from local **election spending** and **Typhoon Haiyan** purchases

Specialty Store Business Segment

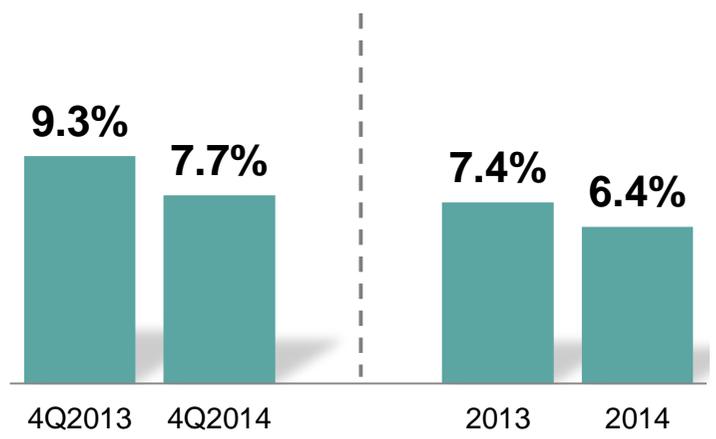


- Growth in net sales mainly driven by **new store openings**
- GP margin jumped on the back of **improved margins primarily of Robinsons Appliances**

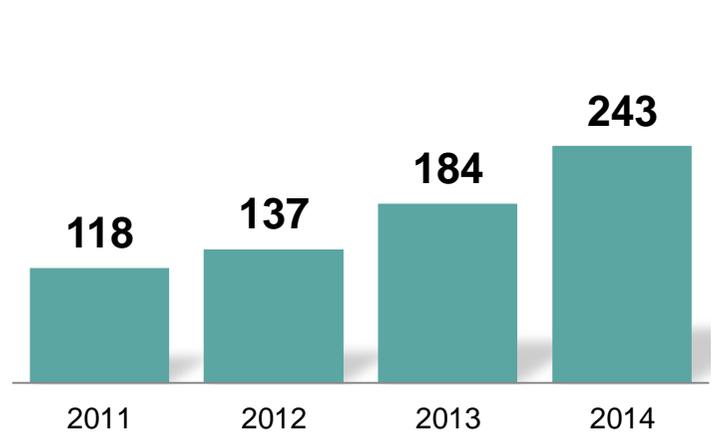


Specialty Store Business Segment

SSSG (%)



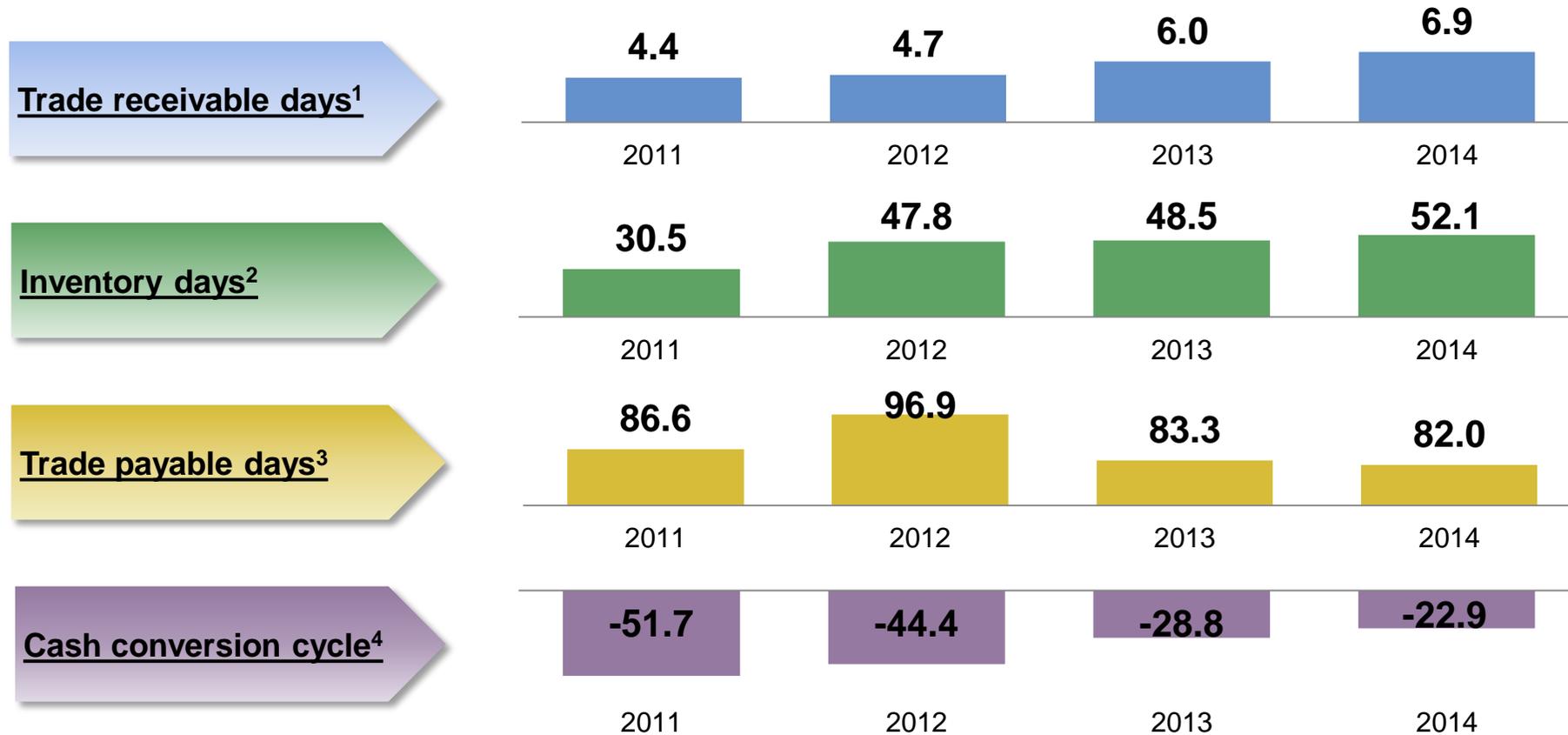
Store Count



■ Robust SSSG due to stellar SSSG of toys, appliances and Daiso Japan, offsetting the negative SSSG of int'l fashion brands

Working Capital

Working capital days trend



- Negative working capital sustained in 2014
- Higher inventory days due to delayed store opening in 4Q

Capital Expenditure

Capital expenditure breakdown (₱ mm)¹

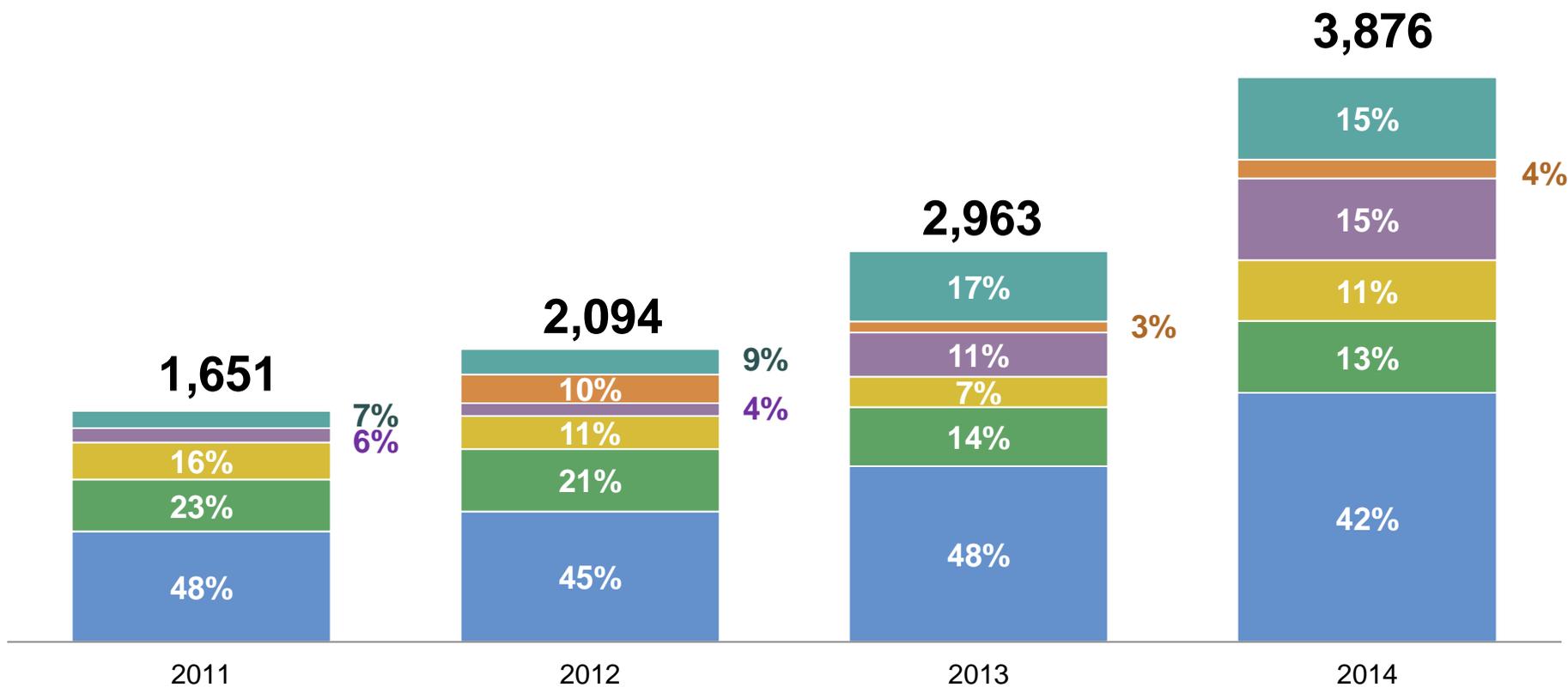
- Supermarkets
 - Department stores
 - DIY stores
 - Convenience stores
 - Drug stores
 - Specialty stores
- % of group's net sales

3.4%

3.6%

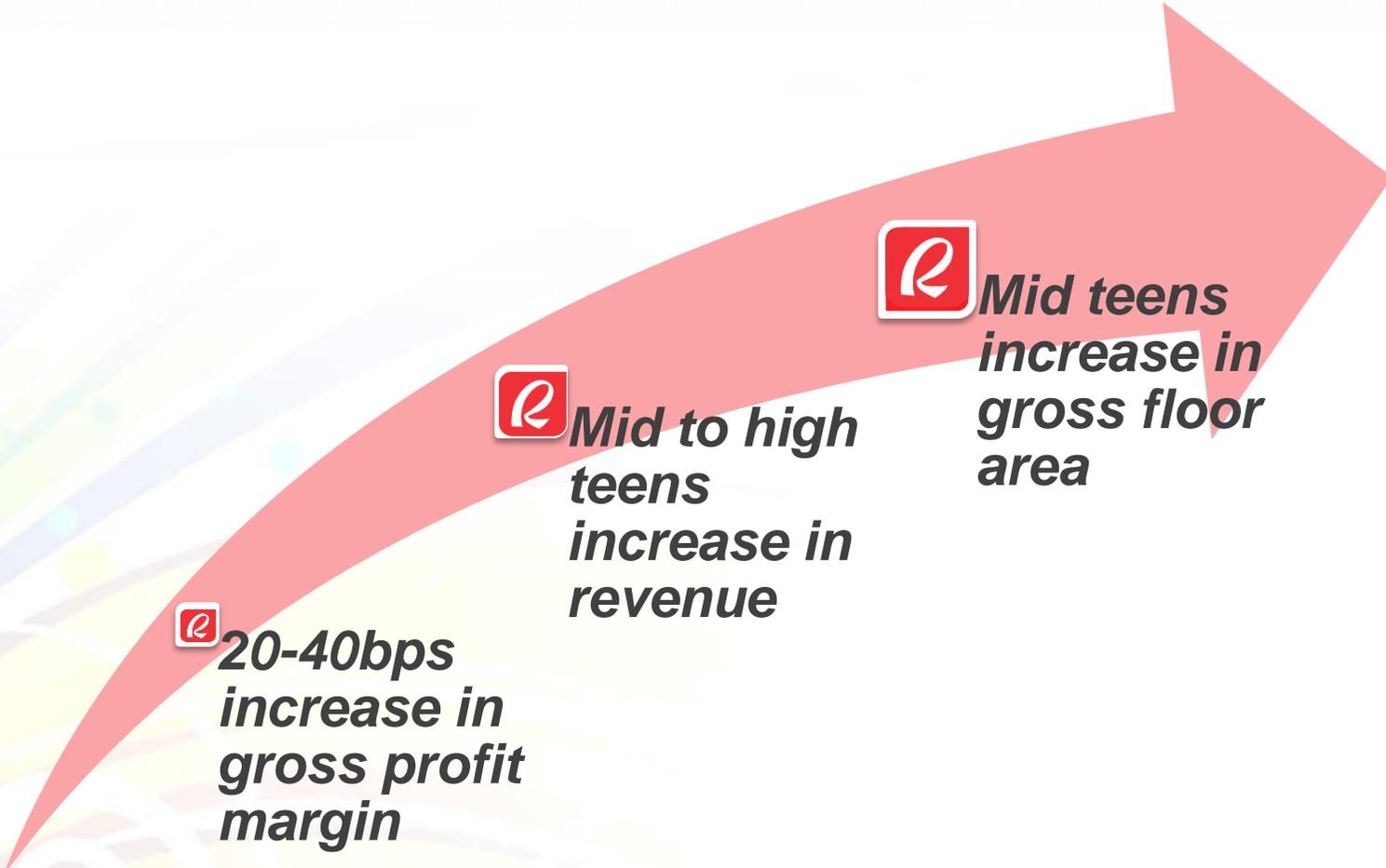
4.4%

4.8%



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

2015 Earnings Guidance



e 20-40bps
increase in
gross profit
margin

e Mid to high
teens
increase in
revenue

e Mid teens
increase in
gross floor
area

Consolidated Financial Statements

Consolidated Statements of Financial Position (Audited)

PHP mm	December 31	
	2014	2013
ASSETS		
Current assets		
Cash and cash equivalents	9,970	30,129
Short-term investments	1,853	342
Merchandise inventories	8,993	7,029
Other current assets	2,896	2,117
Total Current Assets	23,712	39,616
Noncurrent assets		
Available-for-sale (AFS) financial assets	17,718	0
Property and equipment - net	9,654	7,063
Investment in shares of stocks	1,990	1,803
Intangible assets	3,034	2,790
Other noncurrent assets	1,386	1,078
Total Noncurrent Assets	33,782	12,735
Total Assets	57,494	52,351
LIABILITIES AND EQUITY		
Current Liabilities		
Trade and other payables	14,139	12,075
Current portion of loans payable	56	396
Other current liabilities	828	904
Total Current Liabilities	15,022	13,375
Noncurrent Liabilities		
Loans payable - net of current portion	56	112
Others	1,179	881
Total Noncurrent Liabilities	1,235	993
Total Liabilities	16,258	14,368
Equity		
Capital stock	1,385	1,385
Additional paid-in capital	27,227	27,027
Treasury shares	0	(1,100)
Retained earnings	12,051	9,051
Others	(1,016)	144
Total equity attributable to equity holders of Parent Company	39,648	36,507
Non-controlling interest in consolidated subsidiaries	1,588	1,476
Total Equity	41,236	37,982
Total Liabilities and Equity	57,494	52,350

Consolidated Financial Statements (cont'd)

Consolidated Statements of Comprehensive Income (Audited)

PHP mm	Years Ended December 31		
	2014	2013	2012
Sales - net of sales discounts and returns	80,401	67,254	57,393
Cost of merchandise sold	62,972	52,942	46,414
Gross Profit	17,429	14,312	10,979
Royalty, rent and other revenues	1,433	1,321	1,079
Gross profit including other revenue	18,862	15,632	12,057
Operating expenses	(14,375)	(11,569)	(10,617)
Earnings before interest and taxes	4,487	4,063	1,441
OTHER INCOME (CHARGES)			
Interest income	634	113	114
Equity in net earnings of an associate	57	191	159
Dividend income	28	3	4
Foreign currency exchange gain (losses) - net	25	25	(19)
Interest expense	(12)	(77)	(58)
Investment income	0	0	130
	732	256	330
INCOME BEFORE INCOME TAX	5,219	4,320	1,771
Provision for (benefit from) income tax	1,286	1,202	426
NET INCOME	3,933	3,117	1,345
Net income attributable to:			
Equity holders of the Parent Company	3,561	2,745	1,200
Non-controlling interest in consolidated subsidiaries	373	372	145
	3,933	3,117	1,345
Earnings Per Share			
Basic	2.60	3.79	2.89
Weighted	2.60	3.79	2.89
Shares Outstanding			
End of Period	1,385	1,366	415
Weighted	1,367	724	415

Consolidated Financial Statements (cont'd)

Consolidated Statements of Cash Flows (Audited)

PHP mm	Years Ended December 31		
	2014	2013	2012
CASH FLOWS FROM OPERATING ACTIVITIES			
Income before income tax	5,219	4,320	1,771
Adjustments for:			
Depreciation and amortization	1,280	1,000	1,578
Interest expense	12	77	58
Interest income	(634)	(113)	(114)
Equity in net earnings of an associate	(57)	(191)	(159)
Others	15	19	(71)
Operating income before working capital changes	5,835	5,111	3,062
Working capital changes	(2,105)	(1,789)	278
Interest received	503	56	113
Income tax paid	(1,385)	(638)	(215)
Net cash flows generated from (used in) operations	2,848	2,740	3,238
CASH FLOWS FROM INVESTING ACTIVITIES			
AFS investments - net	(17,704)	50	0
Property and equipment - net	(3,696)	(2,754)	(1,899)
Dividends received	0	3	4
Others	(1,939)	(622)	(2,264)
Net cash flows used in investing activities	(23,339)	(3,322)	(4,158)
CASH FLOWS FROM FINANCING ACTIVITIES			
Proceeds from sale of treasury shares, net of transaction cost	1,301	0	0
Dividends paid	(561)	(3)	0
Payment of loans	(396)	(2,121)	(262)
Interest paid	(12)	(72)	(58)
Proceeds from stock issuance	0	28,601	47
Acquisition of treasury shares	0	(1,100)	0
Payment of transaction costs	0	(746)	0
Proceeds from loan availments	0	100	2,004
Net cash flows used in financing activities	332	24,660	1,730
Net increase (decrease) in cash and cash equivalents	(20,159)	24,077	810
Cash and cash equivalents at beginning of year	30,129	6,052	5,242
CASH AND CASH EQUIVALENTS AT END OF PERIOD	9,970	30,129	6,052