



**ROBINSONS
RETAIL
HOLDINGS, INC.**

2020 AUDITED EARNINGS RESULTS

April 2021





AGENDA

Financial Highlights

Consolidated Results

Store Network

Business Segments

Recent Developments

Plans & Prospects

FINANCIAL HIGHLIGHTS

Blended
SSSG of
-8.9%

2,157
stores plus
2,025 TGP
branches
nationwide

Online
sales grew
3x YoY

-7.3%
shortfall in
consolidated
net sales

EBITDA
margin
at 8.5%
of sales

GP margin
at 21.8%
of sales

Net
income
attributable
to parent co
at ₹3.2bn

OMNICHANNEL PRESENCE

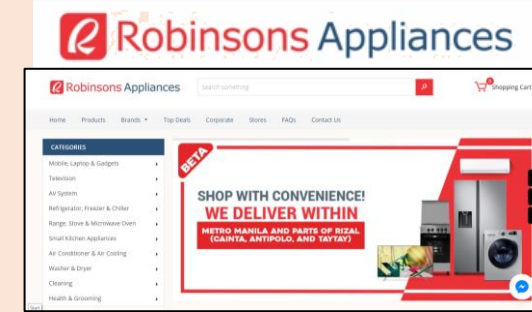
Total of **2,157** stores
 plus **2,025** TGP branches
 with gross floor area of
1.48 million sqm¹



	Metro Manila	Luzon	Visayas	Mindanao
Supermarkets	111	101	36	16
Department Stores	11	19	10	9
DIY Stores	69	88	44	24
Convenience Stores	298	152	22	-
Drugstores ¹	115	357	233	124
Specialty Stores	112	136	42	28
Total	716	853	387	201
TGP	457	1,059	307	202

¹ Excluding TGP

Own E-commerce sites

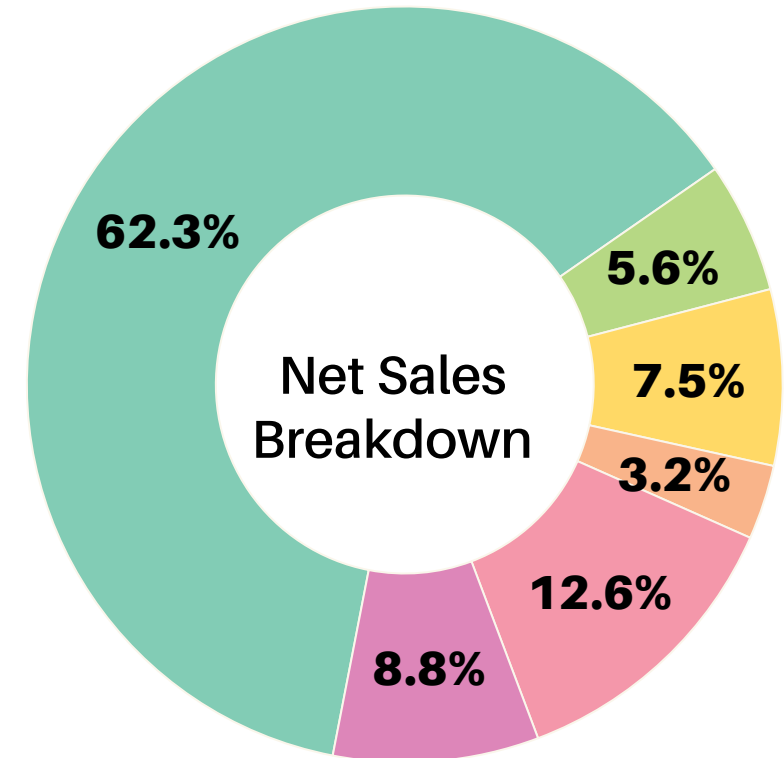


Third party platforms



2020 CONSOLIDATED RESULTS

	4Q19	4Q20	2019	2020
Supermarkets	24.8	23.6	88.5	94.1
Department stores	6.1	3.4	18.0	8.5
DIY stores	4.0	3.7	14.4	11.4
Convenience stores	1.8	1.4	6.7	4.8
Drugstores	4.7	5.4	17.7	19.1
Specialty stores	5.9	4.1	19.3	13.3
TOTAL (₱ bn)	46.8¹	41.5	162.9¹	151.1



Same Store Sales Growth

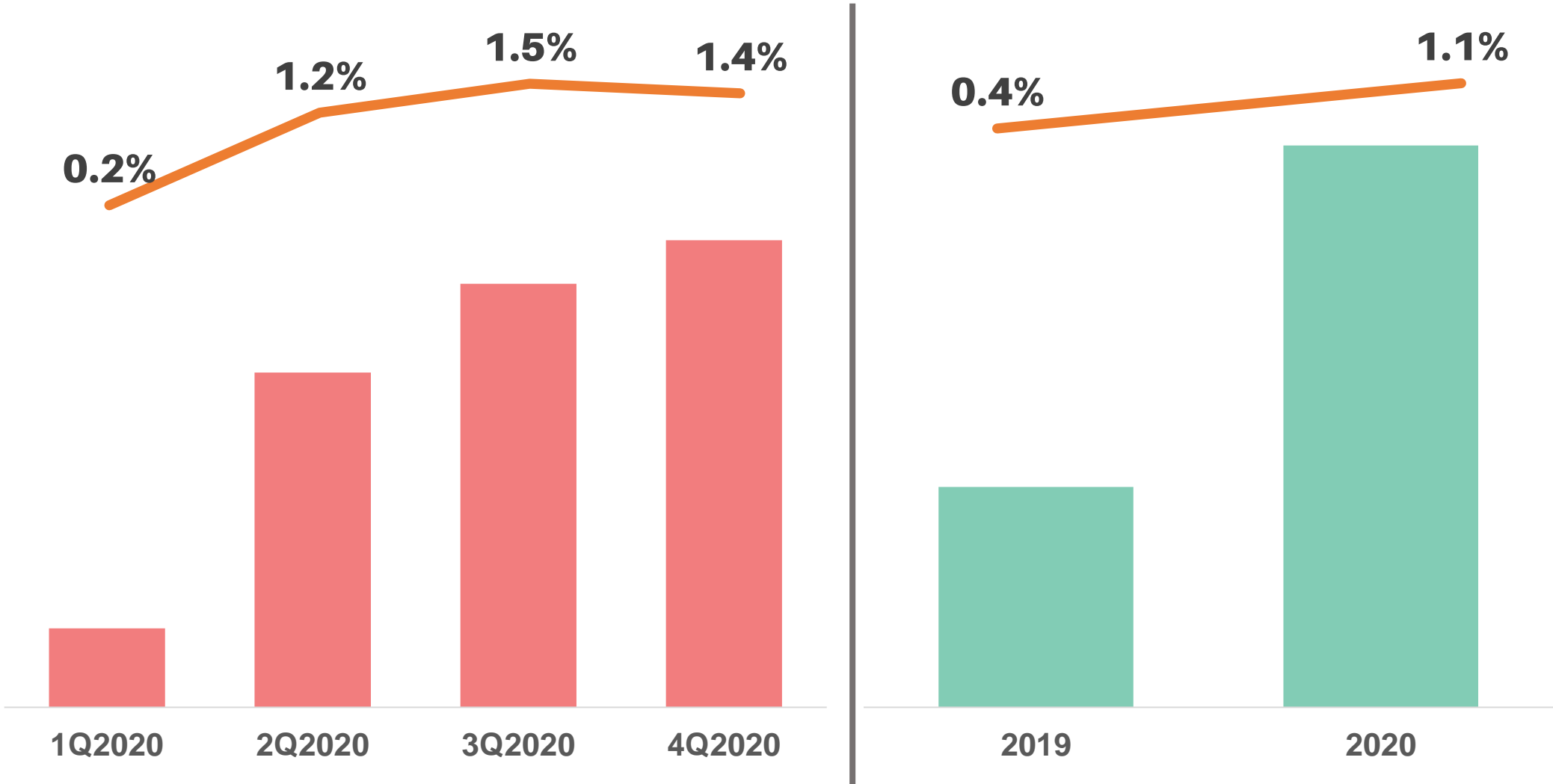
4Q19	4Q20	2019	2020
3.5%	(15.6%)	3.4%	(8.9%)

¹ Net sales after intersegment eliminating adjustments



E-COMMERCE TO TOTAL SALES

RRHI E-commerce sales grew **3x year-on-year**, including the sale of third party platform in 2020.



Note: Includes sales from call & collect/delivery service



CONSOLIDATED RESULTS

in ₱ mm	4Q2019 ¹	4Q2020	2019	2020	4Q Δ	FY Δ
Net Sales	46,757	41,494	162,916	151,070	(11.3%)	(7.3%)
Same Store Sales Growth	3.5%	(15.6%)	3.4%	(8.9%)	-	-
Gross Profit	10,491	9,300	37,181	32,898	(11.4%)	(11.5%)
Gross Margin (%)	22.4%	22.4%	22.8%	21.8%	-	-
EBITDA ²	4,226	3,423	14,678	12,767	(19.0%)	(13.0%)
EBITDA margin (%)	9.0%	8.2%	9.0%	8.5%	-	-
EBIT	2,437	1,513	7,798	5,779	(37.9%)	(25.9%)
EBIT margin (%)	5.2%	3.6%	4.8%	3.8%	-	-
Net Income to Parent	1,142	825	3,919	3,217	(27.8%)	(17.9%)
N.I. to Parent Margin(%)	2.4%	2.0%	2.4%	2.1%	-	-

¹ Restated quarterly 2019 financials to reflect the impact of adapting PFRS 16 (Leases) effective January 1, 2019; ² Pre-PFRS16 EBITDA: ₱8,046M in 2020, ₱2,047M in 4Q2020



SUPERMARKET SEGMENT

in ₱ mm	4Q2019 ¹	4Q2020	2019	2020	4Q Δ	FY Δ
Net Sales	24,794	23,627	88,515	94,121	(4.7%)	6.3%
Same Store Sales Growth	4.0%	(2.3%)	3.6%	7.7%	-	-
Gross Profit	5,239	5,244	18,612	19,625	0.1%	5.4%
Gross Margin (%)	21.1%	22.2%	21.0%	20.9%	-	-
EBITDA ²	2,144	1,957	6,897	7,820	(8.7%)	13.4%
EBITDA margin (%)	8.6%	8.3%	7.8%	8.3%	-	-



Store Count 143



35



70



¹ Restated quarterly 2019 financials to reflect the impact of adapting PFRS 16 (Leases) effective January 1, 2019; ² Pre-PFRS16 EBITDA: ₱5,780M in 2020, ₱1,478M in 4Q2020



DRUGSTORE SEGMENT

in ₱ mm	4Q2019 ¹	4Q2020	2019	2020	4Q Δ	FY Δ
Net Sales	4,696	5,389	17,685	19,059	14.8%	7.8%
Same Store Sales Growth	7.4%	(10.4%)	9.9%	(0.1%)	-	-
Gross Profit	869	907	3,419	3,629	4.4%	6.2%
Gross Margin (%)	18.5%	16.8%	19.3%	19.0%	-	-
EBITDA ²	386	383	1,657	1,770	(0.7%)	6.8%
EBITDA margin (%)	8.2%	7.1%	9.4%	9.3%	-	-




Store Count **532** southstardrug®
297 Rose Pharmacy
2,025 TGP®
THE GENIUS PHARMACY

¹ Restated quarterly 2019 financials to reflect the impact of adapting PFRS 16 (Leases) effective January 1, 2019; ² Pre-PFRS16 EBITDA: ₱1,365M in 2020, ₱207M in 4Q2020



SPECIALTY STORE SEGMENT

in ₱ mm	4Q2019 ¹	4Q2020	2019	2020	4Q Δ	FY Δ
Net Sales	5,897	4,073	19,283	13,271	(30.9%)	(31.2%)
Same Store Sales Growth	(1.5%)	(27.6%)	1.4%	(28.0%)	-	-
Gross Profit	1,413	807	4,966	2,734	(42.9%)	(45.0%)
Gross Margin (%)	24.0%	19.8%	25.8%	20.6%	-	-
EBITDA ²	500	261	1,925	852	(47.8%)	(55.8%)
EBITDA margin (%)	8.5%	6.4%	10.0%	6.4%	-	-

 **Store Count 318**

¹ Restated quarterly 2019 financials to reflect the impact of adapting PFRS 16 (Leases) effective January 1, 2019; ² Pre-PFRS16 EBITDA: ₱134M in 2020, ₱75M in 4Q2020



GROWSARI: B2B DELIVERY

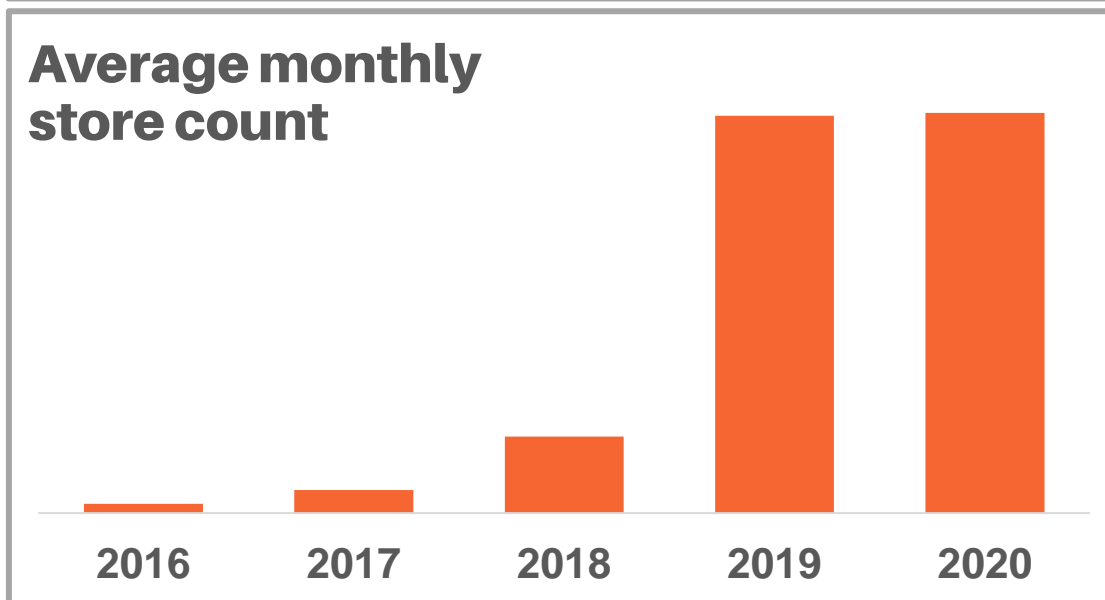
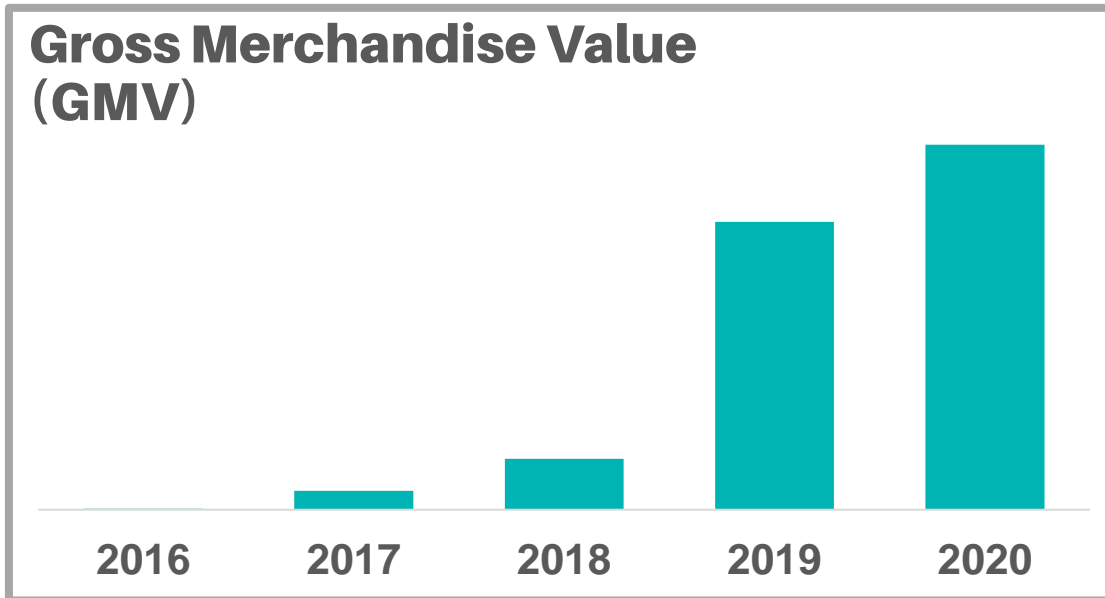


growsari
Connecting Sari-Sari Stores to the World

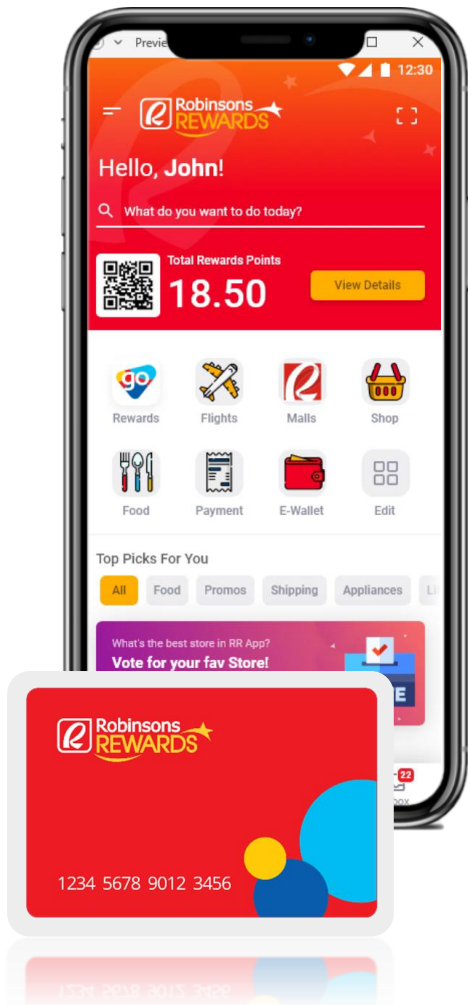
2021 Target

GMV to increase 2x-3x (₹4bn to ₹6bn)

Number of sari-sari stores to increase 2x



DATA ANALYTICS VENTURES (DAVI)



Effective acquisition programs :
Rustan's migration



Expanding to growth spaces :
Ecommerce and Essentials



Data driven programs :
Precision Marketing



**Robinsons
Rewards
Members**
3.35M

**Total Member
Spend**
₱5.7B



On November 11, 2020, we conducted our First Virtual Townhall on the Supply Chain and Sustainability.

Transformative Supply Chain

Darvin Sy Su
Strategy & Collaboration
JG Digital Equity Ventures, Inc



The RA Supply Chain Experience: Getting Started in RRHI Sustainability

Jovy Santos

Group General Manager – Robinsons Appliances & Savers Appliances



November 11, 2020



On December 11 and 12, 2020, Handyman partnered with Herco to help rebuild communities devastated by Typhoons Rolly and Ulysses.





From November 11, 2020 to February 4, 2021, Southstar Drug's Outreach Programs aided over 1,300 beneficiaries and 449 employees.





Last February 5, 2021, Robinsons Supermarket and Shopwise handed over a combined donation of around ₱2.9 million to World Vision.

PLANS AND PROSPECTS FOR 2021

**New store
additions of
80 to 120**

**Organic
CAPEX of
Php3.0bn
to Php5.0bn**

**SSSG
target of
flat to +3%**

**flat to 20 bps
gain in gross
margin**

**Embedding
Sustainability**



E-COMMERCE KEY PRIORITIES

2021
E-COMMERCE
SALES TARGET

2.0%-3.0%
of total sales

01

Onboard more business units in GoRobinsons



02

Activate more stores in GoRobinsons and other third-party platforms

03

Leverage Robinsons Rewards Loyalty Base



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INCOME STATEMENT

PHP mm	Three Months Ended December 31		Twelve Months Ended December 31	
	2020 (Audited)	2019 (Audited)	2020 (Audited)	2019 (Audited)
Sales - net of sales discounts and returns	41,494	46,757	151,070	162,916
Cost of merchandise sold	32,194	36,266	118,172	125,735
Gross Profit	9,300	10,491	32,898	37,181
Royalty, rent and other revenues	194	762	1,618	2,740
Gross profit including other revenue	9,494	11,253	34,516	39,921
Operating expenses	(7,981)	(8,817)	(28,737)	(32,123)
EBIT	1,513	2,437	5,779	7,798
EBITDA	3,423	4,226	12,767	14,678
OTHER INCOME (CHARGES)	(316)	(663)	(1,361)	(1,689)
INCOME BEFORE INCOME TAX	1,196	1,774	4,419	6,110
Provision for income tax	310	457	933	1,559
NET INCOME	886	1,317	3,486	4,550
Net income attributable to:				
Equity holders of the Parent Company	825	1,142	3,217	3,919
Non-controlling interest in consolidated subs	62	174	269	632
	886	1,317	3,486	4,550
Earnings Per Share				
Basic	0.53	0.72	2.05	2.49
Weighted	0.53	0.72	2.05	2.49
Shares Outstanding				
End of Period	1,565	1,576	1,571	1,576
Weighted	1,565	1,576	1,571	1,576



BALANCE SHEET

PHP mm	December 31 (Audited) 2020	December 31 (Audited) 2019
Current Assets		
Cash and cash equivalents	21,338	20,293
Trade and other receivables	3,144	3,865
Merchandise inventories	22,234	19,810
Other current assets	2,656	2,951
Total Current Assets	49,373	46,920
Noncurrent assets		
Debt and equity instrument financial assets	13,932	14,857
Property and equipment	18,174	19,290
Right-of-use asset	25,038	26,318
Investment in shares of stocks	8,585	7,845
Intangible assets	22,673	19,039
Other noncurrent assets	3,822	3,597
Total Noncurrent Assets	92,224	90,946
Total Assets	141,596	137,866
LIABILITIES AND EQUITY		
Current Liabilities		
Trade and other payables	23,363	25,102
Short-term loans payable	9,584	4,634
Current portion of lease liability	2,715	2,164
Other current liabilities	607	1,065
Total Current Liabilities	36,269	32,965
Total Noncurrent Liabilities	27,737	28,375
Total Liabilities	64,006	61,340
Equity		
Capital stock	1,576	1,576
Additional paid-in capital	40,768	40,768
Treasury stocks	(810)	0
Equity reserve	(995)	(990)
Retained earnings	32,079	30,494
Other comprehensive income	434	273
Total equity attributable to equity holders of Parent Company	73,052	72,122
Non-controlling interest in consolidated subsidiaries	4,538	4,405
Total Equity	77,590	76,526
Total Liabilities and Equity	141,596	137,866



CASH FLOW STATEMENT

	December 31 (Audited)	December 31 (Audited)
PHP mm	2020	2019
CASH FLOWS FROM OPERATING ACTIVITIES		
Income before income tax	4,419	6,110
Depreciation and amortization	6,987	6,880
Retirement expense	185	192
Others	411	1,475
Operating income before working capital changes	12,002	14,656
Working capital changes	(2,892)	(1,124)
Interest received	667	1,053
Retirement contributions and benefits paid	(395)	(439)
Income tax paid	(1,767)	(2,097)
Net cash flows generated from (used in) operations	7,614	12,049
CASH FLOWS FROM INVESTING ACTIVITIES		
Investment in associate	(412)	(520)
Debt and equity instrument financial assets	872	5,584
Property and equipment	(1,868)	(3,346)
Acquisition of a subsidiary	(4,081)	0
Others	552	100
Net cash flows generated from (used in) investing activities	(4,937)	1,818
CASH FLOWS FROM FINANCING ACTIVITIES		
Availment of loans, net of loan payment	4,950	(2,160)
Dividends paid	(1,921)	(1,457)
Payment of lease liabilities	(3,935)	(4,442)
Others	(739)	(301)
Net cash flows used in financing activities	(1,645)	(8,360)
Effect of forex on cash and cash equivalents	13	(2)
Net increase (decrease) in cash and cash equivalents	1,046	5,505
Cash and cash equivalents at beginning of year	20,293	14,788
CASH AND CASH EQUIVALENTS AT END OF PERIOD	21,338	20,293



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.

