



2021 Unaudited Earnings Results

March 1, 2022



Agenda

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2 Omnichannel Presence

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FY2021 Performance Highlights



1.5% YoY
lift in
consolidated
net sales

Blended
SSSG of
-4.9%

3.5x
Growth on
E-commerce
Sales

2,208
stores plus
2,030 TGP
branches
nationwide

120bps
lift in Gross
margin

10bps
EBITDA
margin
expansion

39.2% YoY
increase in net
income
attributable to
parent

4Q2021 Performance Highlights



7.0% YoY
lift in
consolidated
net sales

Blended
SSSG of
2.3%

2.9x
Growth on
E-commerce
Sales

90bps lift
in Gross
margin

100bps
EBITDA
margin
expansion

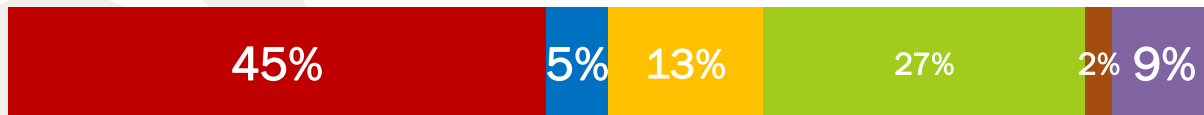
2x increase
in net income
attributable to
parent

Omnichannel Presence

Total of **2,208** stores plus **2,030** TGP Branches

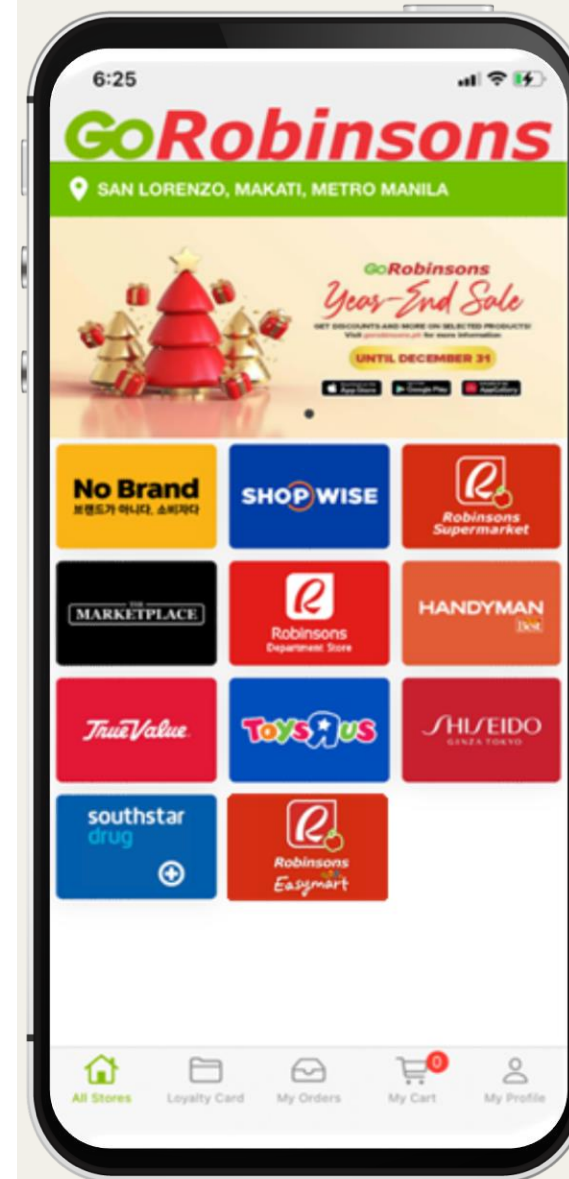
	Metro Manila	Luzon	Visayas	Mindanao
Supermarkets	124	110	36	16
Drugstores ¹	119	378	266	136
DIY Stores	66	92	45	24
Department Stores	11	20	12	9
Convenience Stores	282	154	20	0
Specialty Stores	88	132	39	29
Total	690	886	418	214
TGP	433	1,099	303	195

With gross floor area of **1.51** million sqm¹



Gross Floor area per segment as % of total

¹ Excluding TGP



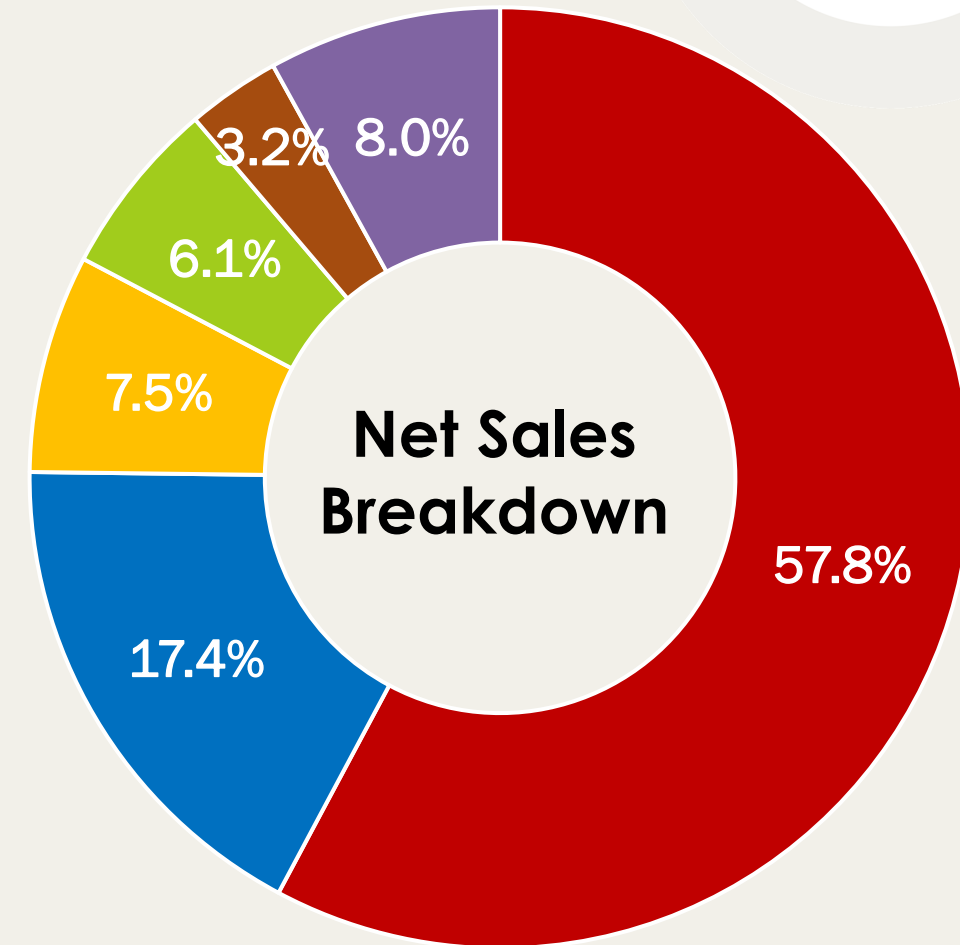
GoRobinsons serves as an online store for **11** of our banners.

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

	4Q20	4Q21	2020	2021
Supermarkets	23.6	24.7	94.1	88.6
Drugstores	5.4	6.9	19.1	26.7
DIY stores	3.7	3.2	11.4	11.5
Department stores	3.4	4.2	8.5	9.3
Convenience stores	1.4	1.3	4.8	4.9
Specialty stores	4.1	4.2	13.3	12.3
TOTAL (₱ bn)	41.5	44.4	151.1	153.3



RRHI Consolidated Results

In ₱ mn	4Q20	4Q21	2020	2021	4QΔ	FYΔ
Net Sales	41,494	44,400	151,070	153,327	7.0%	1.5%
SSSG	(15.6%)	2.3%	(8.9%)	(4.9%)		
Gross Profit	9,300	10,347	32,898	35,225	11.3%	7.1%
Gross Margin	22.4%	23.3%	21.8%	23.0%	0.9%	1.2%
EBITDA	3,423	4,103	12,767	13,070	19.9%	2.4%
EBITDA Margin	8.2%	9.2%	8.5%	8.5%	1.0%	0.1%
EBIT	1,513	2,251	5,779	6,073	48.8%	5.1%
EBIT Margin	3.6%	5.1%	3.8%	4.0%	1.4%	0.1%
Net Income to Parent	825	1,768	3,217	4,477	114.4%	39.2%
N.I. to Parent Margin	2.0%	4.0%	2.1%	2.9%	2.0%	0.8%
Core Net Income	558	1,697	2,711	3,774	204.0%	39.2%
EPS	0.53	1.17	2.05	2.92	121.5%	42.4%

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

3.6%

vs 1.1% FY2020

2021 Target: 2-3%

Supermarket Segment

In ₱ mn	4Q20	4Q21	2020	2021	4QΔ	FYΔ
Net Sales	23,627	24,660	94,121	88,630	4.4%	(5.8%)
SSSG	(2.3%)	(1.2%)	7.7%	(8.7%)		
Gross Profit	5,244	5,458	19,625	19,030	4.1%	(3.0%)
Gross Margin	22.2%	22.1%	20.9%	21.5%		
EBITDA	1,957	2,044	7,820	7,460	4.4%	(4.6%)
EBITDA Margin	8.3%	8.3%	8.3%	8.4%		

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

3.7%

vs 1.1% FY2020



Has a total of
286 stores

145

Robinsons
Supermarket

80

Robinsons
Easymart

11

No
Brand

34

The
Marketplace

16

Shopwise

Drugstore Segment

In ₱ mn	4Q20	4Q21	2020	2021	4QΔ	FYΔ
Net Sales	5,389	6,873	19,059	26,668	27.5%	39.9%
SSSG ⁽¹⁾	(10.4%)	4.0%	(0.1%)	(0.7%)		
Gross Profit	907	1,321	3,629	5,213	45.6%	43.6%
Gross Margin	16.8%	19.2%	19.0%	19.5%		
EBITDA	383	692	1,770	2,382	80.4%	34.6%
EBITDA Margin	7.1%	10.1%	9.3%	8.9%		

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

4.4%

vs 0.4% FY2020



Has a total of **899** owned & **2,030** franchised stores

582

Southstar
Drug

317

Rose
Pharmacy

2,030

TGP

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

DIY Segment

In ₪ mn	4Q20	4Q21	2020	2021	4QΔ	FYΔ
Net Sales	3,651	3,196	11,358	11,501	(12.5%)	1.3%
SSSG	(11.7%)	(8.1%)	(23.4%)	1.3%		
Gross Profit	1,063	940	3,689	3,633	(11.5%)	(1.5%)
Gross Margin	29.1%	29.4%	32.5%	31.6%		
EBITDA	532	373	1,772	1,420	(29.8%)	(19.9%)
EBITDA Margin	14.6%	11.7%	15.6%	12.3%		

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

3.7%

vs 1.5% FY2020



Has a total of
227 stores

180

Handyman

31

True
Value

16

Robinsons
Builders

Department Store Segment

In ₹ mn	4Q20	4Q21	2020	2021	4QΔ	FYΔ
Net Sales	3,354	4,169	8,451	9,326	24.3%	10.4%
SSSG	(45.6%)	21.3%	(52.0%)	8.7%		
Gross Profit	916	1,220	2,499	2,792	33.2%	11.7%
Gross Margin	27.3%	29.3%	29.6%	29.9%		
EBITDA	178	591	282	605	232.2%	114.6%
EBITDA Margin	5.3%	14.2%	3.3%	6.5%		



Has a total of
52 stores

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

1.4%

vs 0.7% FY2020

Convenience Store Segment

In ₹ mn	4Q20	4Q21	2020	2021	4QΔ	FYΔ
Net Sales	1,400	1,340	4,811	4,915	(4.3%)	2.2%
SSSG	(38.9%)	4.6%	(31.8%)	(9.6%)		
GP + Royalty Income	340	480	1,645	1,739	41.0%	5.7%
% of sales	24.3%	35.8%	34.2%	35.4%		
EBITDA	116	124	318	292	6.8%	(8.1%)
EBITDA Margin	8.3%	9.2%	6.6%	5.9%		

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

2.7%

vs 0.9% FY2020



Has a total of
456 stores

105

Franchised

351

Direct

Specialty Stores Segment

In ₹ mn	4Q20	4Q21	2020	2021	4QΔ	FYΔ
Net Sales	4,073	4,163	13,271	12,287	2.2%	(7.4%)
SSSG	(27.6%)	15.6%	(28.0%)	6.0%		
Gross Profit	807	985	2,734	3,028	22.0%	10.8%
Gross Margin	19.8%	23.7%	20.6%	24.6%		
EBITDA	261	288	852	954	10.4%	12.0%
EBITDA Margin	6.4%	6.9%	6.4%	7.8%		

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

3.0%

vs 1.7% FY2020



Has a total of
288 stores

121

Appliances &
Electronics

41

Toys

14

Beauty

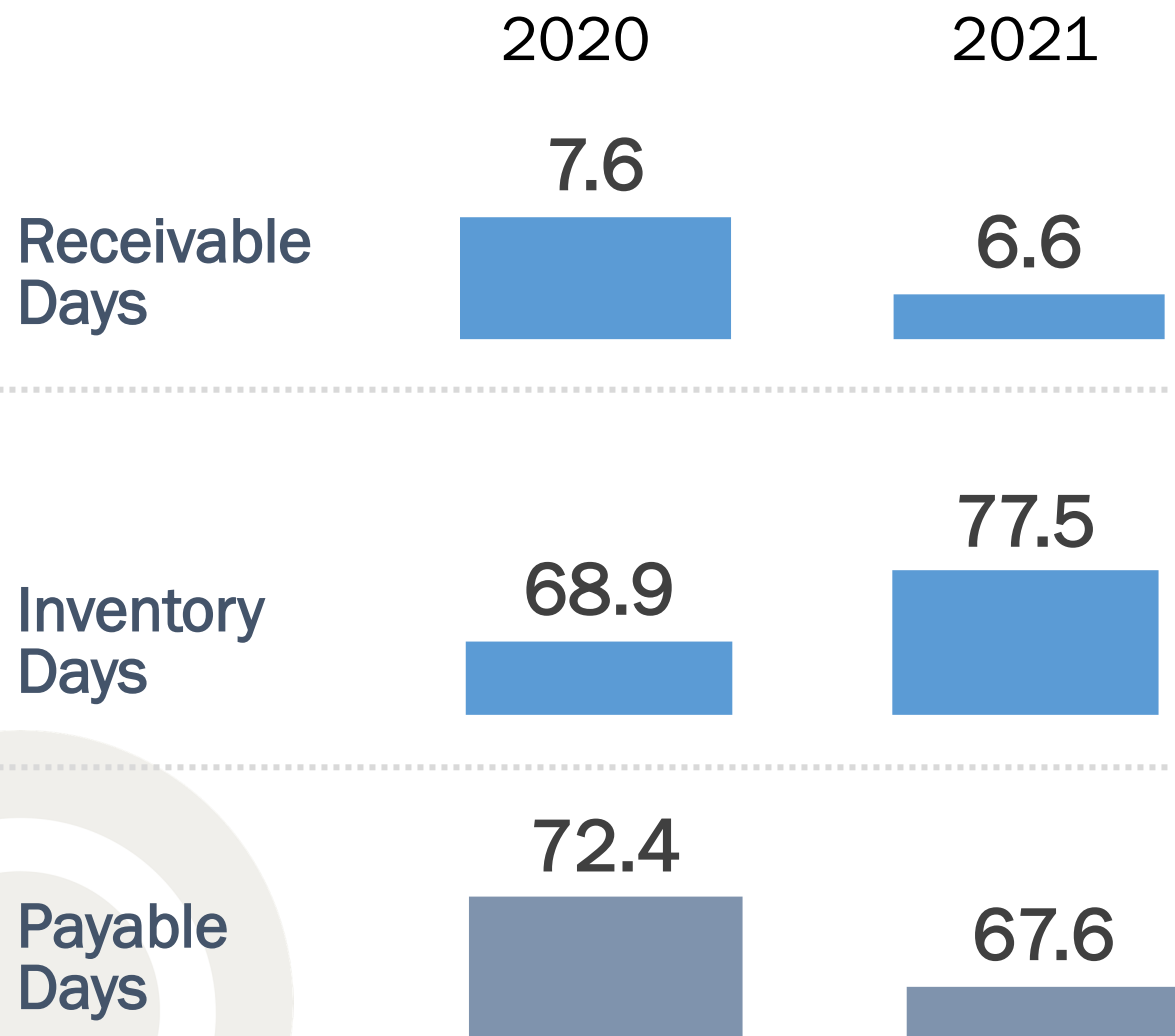
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Mass
Merchandise

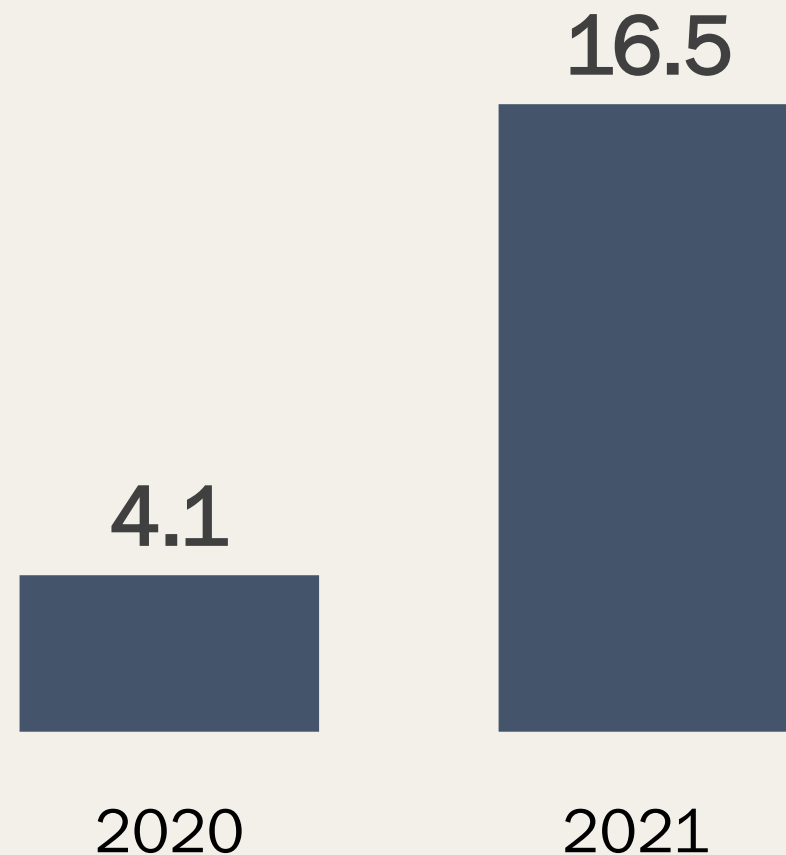
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Pet Retail

Working Capital



Cash Conversion Cycle



Capital Expenditures

	2020	2021
Supermarkets	61%	60%
Drugstores	10%	13%
DIY stores	7%	5%
Department stores	9%	15%
Convenience stores	9%	3%
Specialty stores	4%	4%
TOTAL CAPEX (₱ mn)	1,868	2,440

Share Buyback Update

On February 11, 2022, the Board of Directors approved the additional **₱1.0bn share buyback**.

As of February 28, 2022

Total Amount Allotted for Share Buyback	₱ 5,000,000,000
Total Amount of Shares Repurchased (excluding taxes and fees)	₱ 4,411,998,114
Remaining amount	₱ 588,001,886

	Before Share Buyback	As of February 28, 2022
Cumulative Number of Shares Purchased to Date	-	78,354,250
Outstanding shares	1,576,489,360	1,498,135,110

Acquisition of the 40% stake in Ministop



Ultramart Acquisition



Ultramart is a 10-chain minimart-pharmacy format located in Cebu

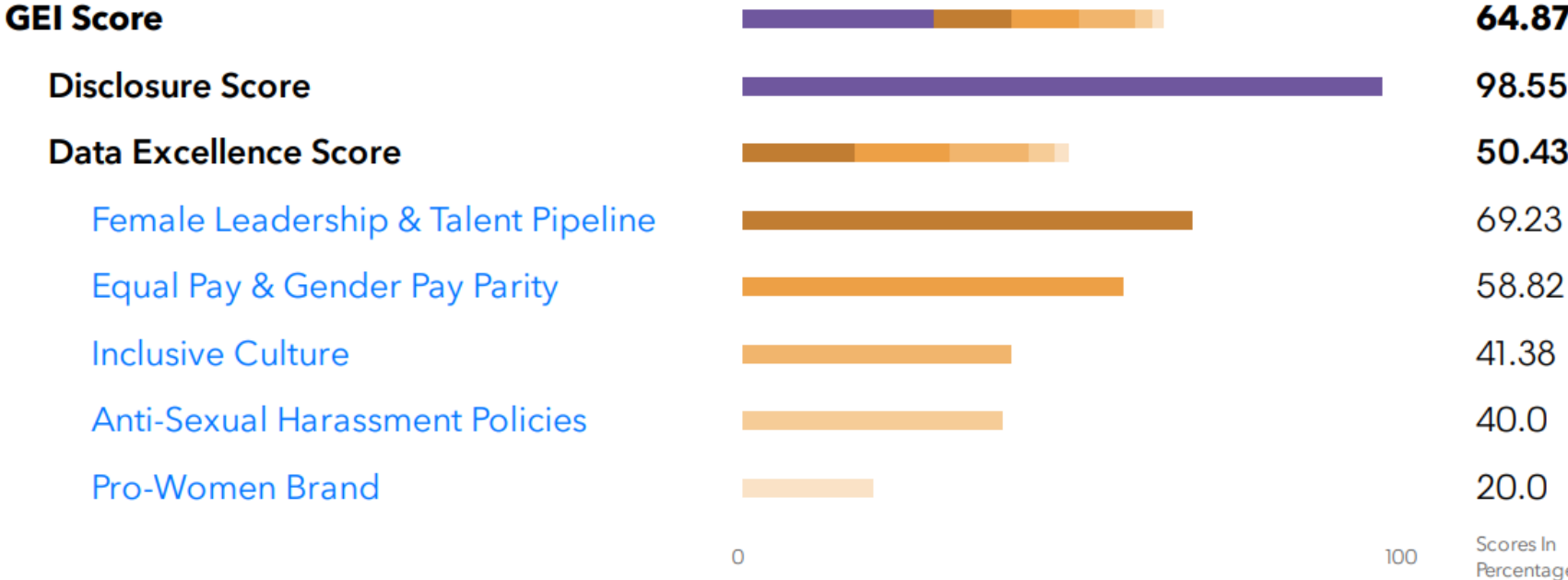
Bloomberg GEI Score: 64.87

RRHI is now part of the 2022 Bloomberg Gender Equality Index



Public Ticker **RRHI PM**
 Company Name **ROBINSONS RETAIL HOLDINGS IN**
 Industry **Retail - Consumer Staples**
 Data As Of **Fiscal Year End 2020**

GEI Scores





Strengthening the Ateneo Center for Educational Development (ACED) - Robinsons Supermarket Corporation partnership

- **231** beneficiaries in **5** communities in Quezon City.
- Total Donation* in 2021 : **₱1.54M**

** Fit for consumption but not fit for sale food items, and gift certificates*



Robinsons Supermarket wins in two major categories during the Golden Grab Awards 2021 held on November 19, 2021



LIVE

GOLDEN Grab AWARDS 2021

ULTIMATE LIFESAVER

WINNER

Robinsons Supermarket

LIVE

GOLDEN Grab AWARDS 2021

CAMPAIGN KING

GrabMart WINNER

Robinsons Supermarket

Supermarket Segment ends 2021 with 105 DTI Gold Bagwis Awards



Growsari Series C Funding

Growsari has recently announced the first tranche of its Series C fundraising, with KKR leading the round with a US\$45mn investment. RRHI will participate in the subsequent tranche.



Investors



Plans and Prospects for 2022

Net store
additions
of **140-150**

Organic
CAPEX of
₱4.0-6.0bn

SSSG
target of
5%-10%

5%-7%
ecommerce
contribution

20-30bps
gain in gross
margins



THANK YOU.

Income Statement

PHP mm	Three Months Ended December 31		Twelve Months Ended December 31	
	2020 (Audited)	2021 (Unaudited)	2020 (Audited)	2021 (Unaudited)
Sales - net of sales discounts and returns	41,494	44,400	151,070	153,327
Cost of merchandise sold	32,194	34,053	118,172	118,102
Gross Profit	9,300	10,347	32,898	35,225
Royalty, rent and other revenues	194	268	1,618	868
Gross profit including other revenue	9,494	10,616	34,516	36,094
Operating expenses	(7,981)	(8,364)	(28,737)	(30,021)
EBIT	1,513	2,251	5,779	6,073
EBITDA	3,423	4,103	12,767	13,070
OTHER INCOME (CHARGES)	(316)	(191)	(1,361)	(800)
INCOME BEFORE INCOME TAX	1,196	2,060	4,419	5,272
Provision for income tax	310	156	933	471
NET INCOME	886	1,904	3,486	4,802
Net income attributable to:				
Equity holders of the Parent Company	825	1,768	3,217	4,477
Non-controlling interest in consolidated subs	62	136	269	324
	886	1,904	3,486	4,802
Earnings Per Share				
Basic	0.53	1.17	2.06	2.96
Weighted	0.53	1.17	2.05	2.92
Shares Outstanding				
End of Period	1,563	1,512	1,563	1,512
Weighted	1,565	1,514	1,571	1,535

Balance Sheet

PHP mm	December 31 (Audited) 2020	December 31 (Unaudited) 2021
Current Assets		
Cash and cash equivalents	21,338	16,634
Trade and other receivables	3,144	2,770
Merchandise inventories	22,234	25,089
Other current assets	2,656	3,003
Total Current Assets	49,373	47,497
Noncurrent assets		
Debt and equity instrument financial assets	13,932	11,805
Property and equipment	18,174	17,620
Right-of-use asset	25,038	22,066
Investment in shares of stocks	8,585	8,735
Intangible assets	22,673	22,672
Other noncurrent assets	3,822	4,029
Total Noncurrent Assets	92,224	86,927
Total Assets	141,596	134,424
LIABILITIES AND EQUITY		
Current Liabilities		
Trade and other payables	23,363	21,878
Short-term loans payable	9,584	7,734
Other current liabilities	3,322	3,645
Total Current Liabilities	36,269	33,257
Total Noncurrent Liabilities	27,737	24,882
Total Liabilities	64,006	58,139
Equity		
Capital stock	1,576	1,576
Additional paid-in capital	40,768	40,768
Treasury stocks	(810)	(3,616)
Equity reserve	(995)	(995)
Retained earnings	32,079	33,743
Other comprehensive income	434	282
Total equity attributable to equity holders of Parent Company	73,052	71,758
Non-controlling interest in consolidated subsidiaries	4,538	4,527
Total Equity	77,590	76,285
Total Liabilities and Equity	141,596	134,424

Cash Flow

	December 31 (Audited)	December 31 (Unaudited)
PHP mm	2020	2021
CASH FLOWS FROM OPERATING ACTIVITIES		
Income before income tax	4,419	5,272
Depreciation and amortization	6,987	6,997
Retirement expense	185	261
Others	411	885
Operating income before working capital changes	12,002	13,415
Working capital changes	(2,892)	(4,289)
Interest received	667	441
Retirement contributions and benefits paid	(395)	(198)
Income tax paid	(1,767)	(942)
Net cash flows generated from (used in) operations	7,614	8,426
CASH FLOWS FROM INVESTING ACTIVITIES		
Investment in associate	(412)	(275)
Debt and equity instrument financial assets	872	2,582
Property and equipment	(1,868)	(2,440)
Acquisition of a subsidiary	(4,081)	0
Others	552	(199)
Net cash flows generated from (used in) investing activities	(4,937)	(332)
CASH FLOWS FROM FINANCING ACTIVITIES		
Availment of loans, net of loan payment	4,950	(1,850)
Dividends paid	(1,921)	(3,147)
Payment of lease liabilities	(3,935)	(4,842)
Others	(739)	(2,965)
Net cash flows used in financing activities	(1,645)	(12,804)
Effect of forex on cash and cash equivalents	13	6
Net increase (decrease) in cash and cash equivalents	1,046	(4,704)
Cash and cash equivalents at beginning of year	20,293	21,338
CASH AND CASH EQUIVALENTS AT END OF PERIOD	21,338	16,634