

## Robinsons Retail's Unaudited 2016 Net Income Hit ₱4.85 Bn

### Financial Highlights:

In ₱ millions	For the Fourth Quarter ended December 31			For the Full Year ended December 31		
	2016	2015	% change	2016	2015	% change
<b>Net Sales</b>	<b>31,481</b>	<b>27,593</b>	<b>14.1</b>	<b>105,293</b>	<b>90,883</b>	<b>15.9</b>
Gross Profit	7,052	5,982	17.9	23,019	19,749	16.6
<b>Operating Income</b>	<b>1,851</b>	<b>1,627</b>	<b>13.7</b>	<b>5,490</b>	<b>4,729</b>	<b>16.1</b>
Net Income	1,684	1,462	15.2	5,211	4,577	13.8
<b>Net Income attributable to equity holders of the Parent company</b>	<b>1,544</b>	<b>1,370</b>	<b>12.7</b>	<b>4,846</b>	<b>4,342</b>	<b>11.6</b>
Core Net Earnings	1,357	1,264	7.4	4,121	3,625	13.7
<b>EBITDA</b>	<b>2,458</b>	<b>2,070</b>	<b>18.7</b>	<b>7,528</b>	<b>6,376</b>	<b>18.1</b>
Earnings per share (₱)*	1.11	0.99	12.7	3.50	3.13	11.6

\*Based on net income attributable to equity holders of the Parent company. Weighted average number of shares used in the calculation is 1,385m in 2016 and 2015.

Robinsons Retail Holdings, Inc. posted an 11.6% increase in net income attributable to equity holders of the parent company to ₱4.85 billion for the full year ended 2016 from ₱4.34 billion for the same period in 2015, arising from higher income from operations and other income.

For the fourth quarter, consolidated net income attributable to equity holders of the parent company grew by 12.7% to ₱1.54 billion from ₱1.37 billion last year.

For the full year ended December 2016, core net earnings which excludes interest income on bond investments, equitized net earnings from its 40% stake in Robinsons Bank and forex gains or losses, increased by 13.7% to ₱4.12 billion from ₱3.62 billion last year.

Consolidated net sales breached the ₱100 billion mark to ₱105.3 billion in 2016, expanding by 15.9% from ₱90.9 billion in 2015, owing to the strong same store sales growth (SSSG), the sales contribution of 72 new stores opened in 2016, as well as the sales from our recent acquisitions: Savers Appliances (Sept 2015), The Generics Pharmacy (May 2016), De Oro Pacific Home Plus (Aug 2016) and Chic Centre (Oct 2016).

Exceeding our 3-5% consolidated target for the year, the strong 6.7% SSSG in 2016 was due to the robust SSSG of all segments, accelerated by election spending: Supermarkets at 6.2%, Department Stores at 5.1%, DIY at 7.7%, Convenience Stores at 4.2%, Drugstores at 7.4% and Specialty Stores at 12.4%.

As of end-December 2016, Robinsons Retail operated a total of 1,578 stores and expanded its total gross floor area by 7.3% year-on-year to hit slightly over 1 million square meters in floor space. This is on top of 1,912 stores with the acquisition of The Generics Pharmacy.

Gross profit margin expanded by 20 basis points (bps) to 21.9% in 2016 from increasing scale, supplier support, and improvements in category mix. Operating income improved by 16.1% to ₱5.49 billion in 2016 while EBITDA (earnings before interest, taxes, depreciation and amortization) grew by 18.1% to ₱7.53 billion. Compared to the same period last year, EBITDA margin expanded by 10bps to 7.1% in 2016.

Robinsons Retail's balance sheet remained solid with cash, cash equivalents and liquid marketable securities of ₱33.13 billion as of end-December 2016 versus borrowings of only ₱6.58 billion. Including acquisition cost, the company spent a total of ₱5.62 billion in capital expenditures for the year ended 2016.

“Robinsons Retail posted a record high SSSG at 6.7%, with all business segments exhibiting robust same store sales performance. Our acquisitions have provided opportunities to strengthen our current business segments. The Company's trajectory of further expansion into areas outside Metro Manila will continue to foster new growth in yet underpenetrated areas, especially in Visayas and Mindanao,” said **Robina Y. Gokongwei-Pe**, the President and Chief Operating Officer of Robinsons Retail Holdings, Inc.

Signed:



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