

May 11, 2017

### Robinsons Retail's Net Income jumps 26.9% in 1Q 2017

#### Financial Highlights:

<i>(In P million)</i>	For the First Quarter ending March 31		
	2017	2016	% change
<b>Net Sales</b>	<b>25,723</b>	<b>22,696</b>	<b>13.3</b>
Gross Profit	5,719	4,805	19.0
<b>Operating Income</b>	<b>1,159</b>	<b>904</b>	<b>28.2</b>
Net Income	1,101	834	32.0
<b>Net Income attributable to equity holders of the Parent company</b>	<b>996</b>	<b>785</b>	<b>26.9</b>
Core Net Earnings	842	696	21.0
<b>EBITDA</b>	<b>1,651</b>	<b>1,348</b>	<b>22.5</b>
Earnings per share (P)*	0.72	0.57	26.9

\*Based on net income attributable to equity holders of the Parent company. Number of shares used in the calculation is 1,385m for 2016 and 2017.

Robinsons Retail Holdings, Inc.'s net income attributable to equity holders of the parent company surged by 26.9% to P996 million for the first quarter ending March 2017. This was driven by the 28.2% expansion in operating income on the back of the 100bps gain in gross profit to 22.2% and the healthy same store sales growth of 3.2% for the period. Core net earnings (net income excluding interest income on available-for-sale investments, unrealized foreign exchange gains or losses and equity earnings from an affiliate), on the other hand, grew by 21.0% to P842 million from P696 million.

Consolidated net sales for the first quarter grew by 13.3% to P25.7 billion from P22.7 billion during the same period last year. The growth was primarily driven by the sales contribution of new stores including the full quarter consolidation of our 2016 acquisitions, which include The Generics Pharmacy, De Oro Pacific Home Plus, and Chic Center. Robinsons Retail operated a total of 1,588 stores plus 1,927 The Generics Pharmacy branches. The

company expanded its total gross floor area by 9.6% y-o-y to approximately 1,060,000 square meters.

SSSG in 1Q 2017 was strong at 3.2%, despite coming from a high base brought about by pre-election spending during the first quarter of 2016. Consolidated SSSG was driven by Supermarkets at 2.8%, DIY at 8.4%, Drugstores at 3.8% and Specialty Stores at 6.5%.

With the resilient SSSG, the robust gross profit margin expansion and the sustained cost saving measures at the store level, operating profit increased by 28.2% to P1.2 billion from P904 million last year, while EBITDA (earnings before interest, taxes, depreciation and amortization) was up by 22.5% to P1.7 billion.

Robinsons Retail's balance sheet remained strong with cash, cash equivalents and liquid marketable securities amounting to P29.6 billion as of end March 2017 versus borrowings of P4.2 billion. The company spent a total of P634 million in capital expenditures in 1Q 2017.

*"We are very pleased with the performance of Robinsons Retail Holdings, Inc. in the first quarter of 2017. Our consolidated growth across indicators was strong despite coming from a high base due to last year's pre-election spending. We aim to further our reach through relevant acquisitions alongside strengthening our current formats,"* said **Robina Gokongwei-Pe**, the President and Chief Operating Officer of Robinsons Retail Holdings, Inc.

Signed:



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