



2015

Annual Stockholders' Meeting

June 9, 2016





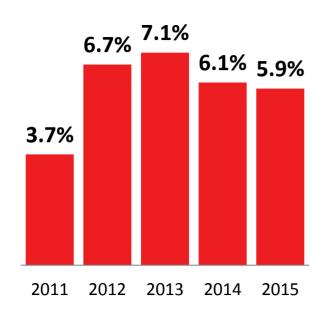
- Operating Environment
- Store Network
- Financial Performance
- **Sources of Future Growth**



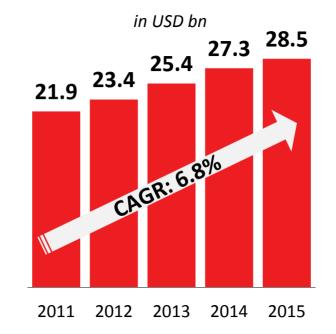
OPERATING ENVIRONMENT: ROBUST PH ECONOMY



Real GDP Growth

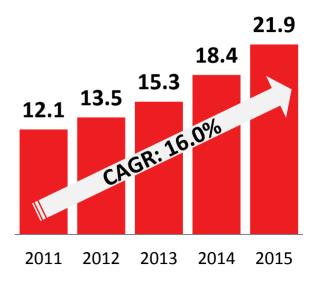


Increasing Overseas Filipino Workers Personal Remittances



Growth in the Business Process Outsourcing Sector

in USD bn





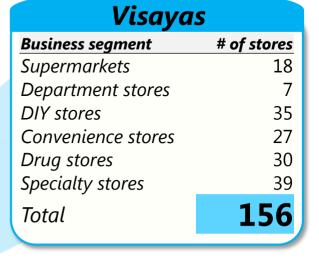
1Q2016 RRHI STORE NETWORK



Metro Manila

Business segment	# of stores
Supermarkets	41
Department stores	12
DIY stores	47
Convenience stores	329
Drug stores	83
Specialty stores	130
Total	642

1,514 stores Nationwide



Luzon¹

Business segment	# of stores
Supermarkets	55
Department stores	16
DIY stores	69
Convenience stores	161
Drug stores	249
Specialty stores	98
Total	648

Total of 967,000 sqm

Mindanao

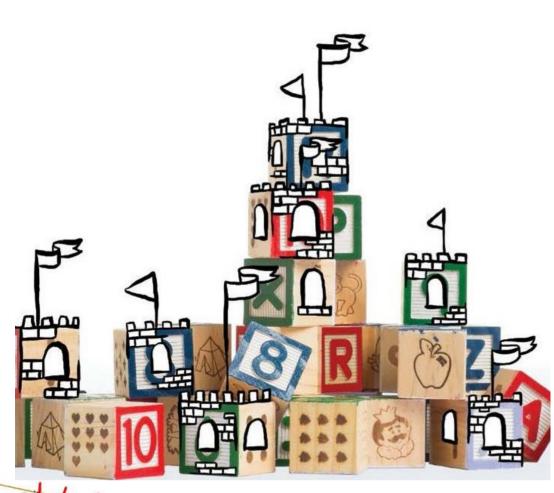
Business segment	# of stores
Supermarkets	10
Department stores	5
DIY stores	15
Convenience stores	1
Drug stores	16
Specialty stores	21
Total	68





1Q2016 STORE COUNT PER SEGMENT



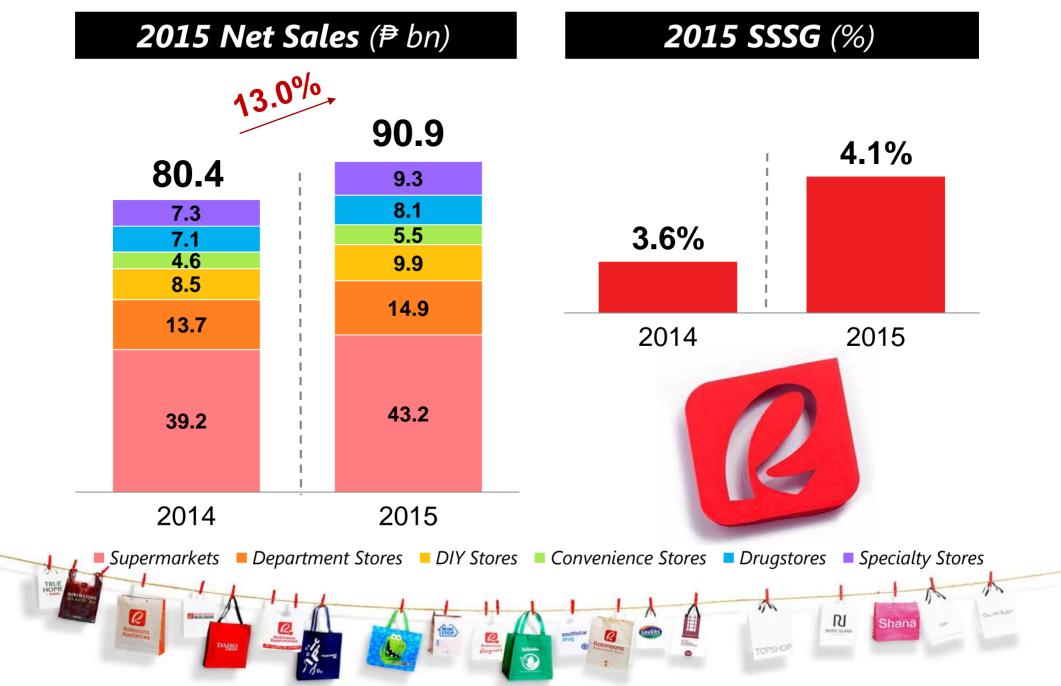


Segment	1Q2016
Supermarkets	124
Department Stores	40
DIY Stores	166
Convenience Stores	518
Drug Stores	378
Specialty Stores	288
Total	1,514

RIVER ISLAND

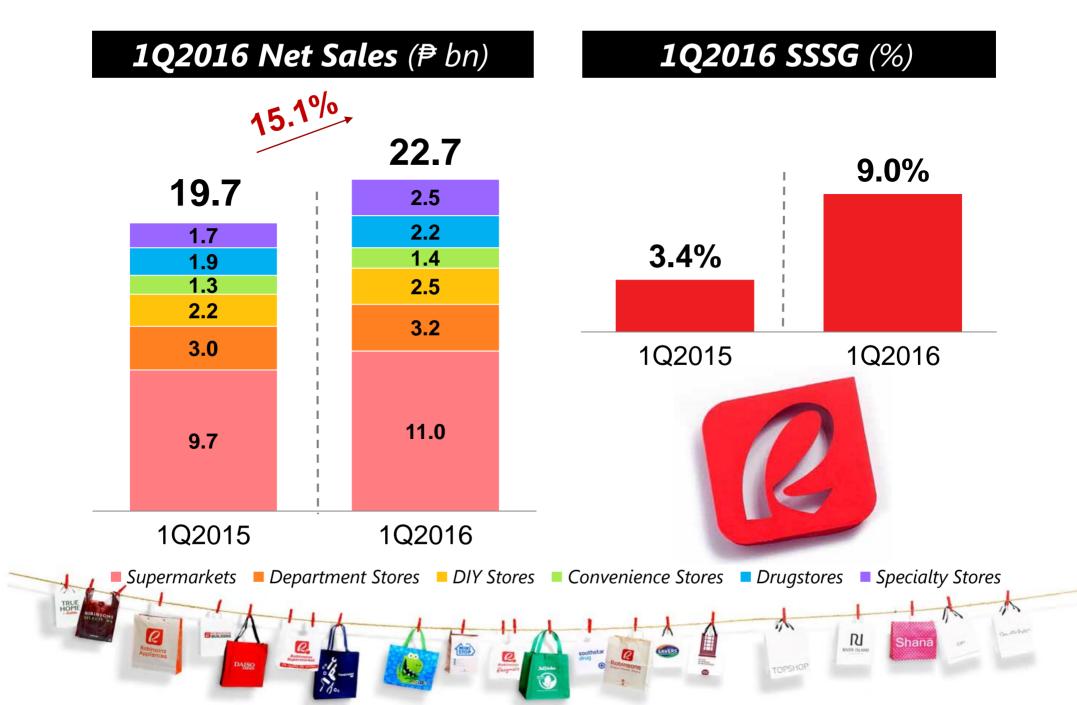
GROWING SALES & ROBUST SAME STORE SALES GROWTH ROBINSONS





GROWING SALES & ROBUST SAME STORE SALES GROWTH ROBINSONS

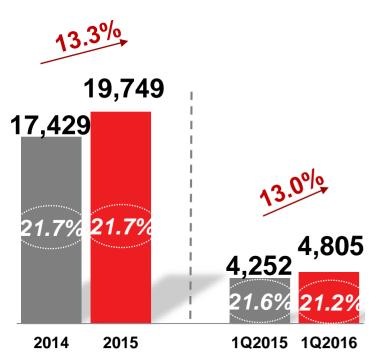




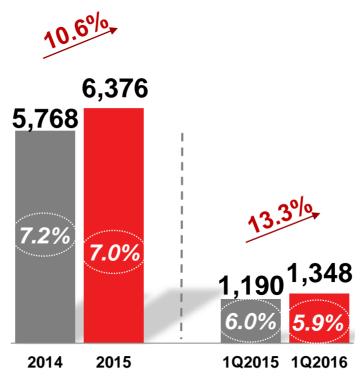
RECORD HIGH EARNINGS



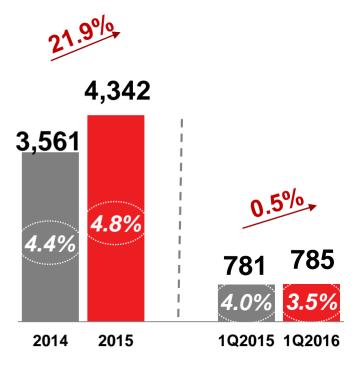




EBITDA (₱ mm)



Net Income Attributable to Equity Holders of the Parent Company (₱ mm)

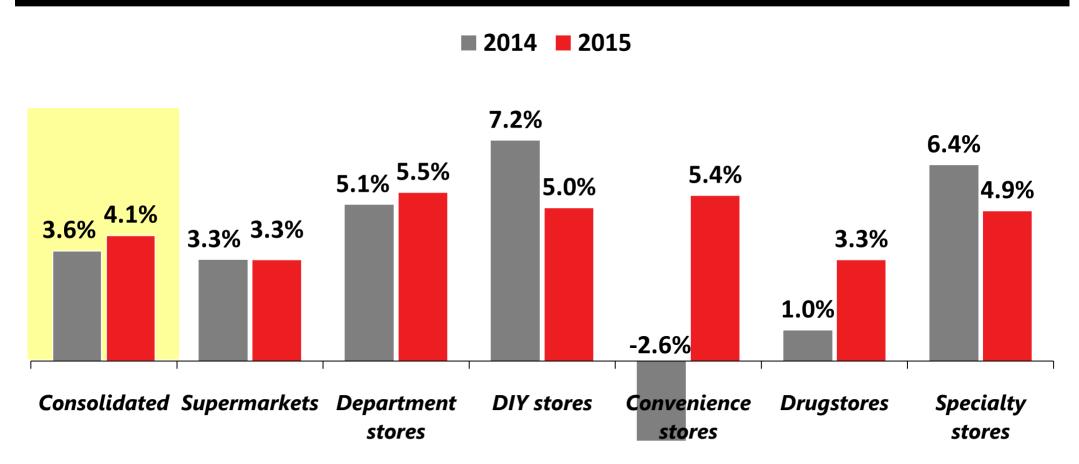




STRONG SSSG ACROSS ALL SEGMENTS



Same Store Sales Growth



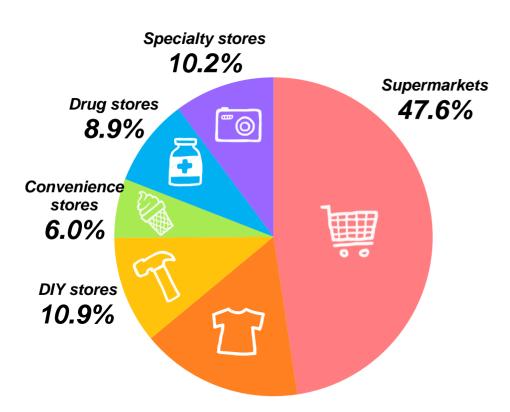


2015 CONTRIBUTION BY SEGMENT

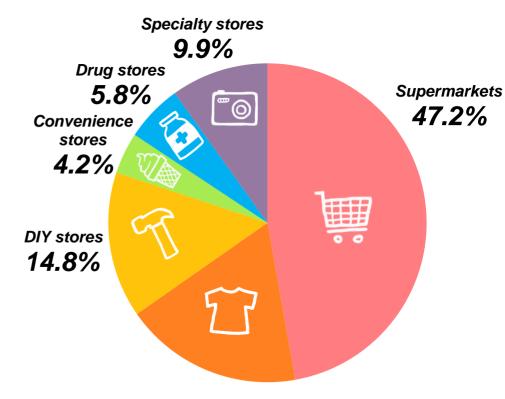


Sales Breakdown

EBITDA Breakdown



Department stores 16.4%

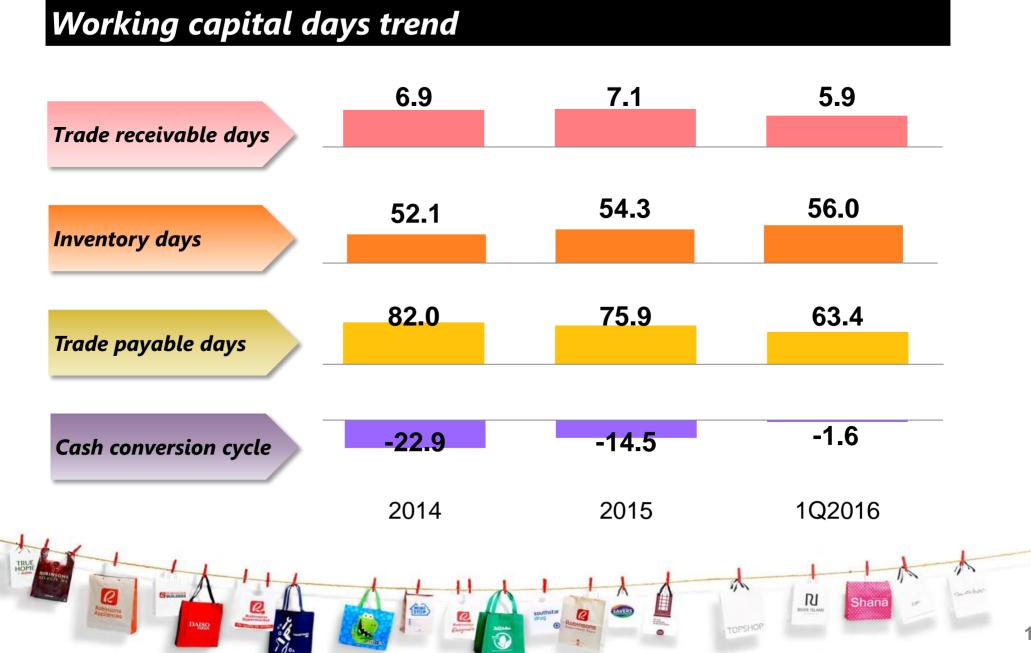


Department stores 18.1%



WORKING CAPITAL





ROBINSONS TOWNVILLE

























1 MILLION+ ROBINSONS REWARDS MEMBERS





Awarding of the 1 millionth member of Robinsons Rewards Card REVER ISLAN

SAVERS APPLIANCES ACQUISITION





REVER ISLAND

TOPSHOP

LAZADA – ROBINSONS APPLIANCES PARTNERSHIP





RIVER ISLAND

HAPPYFRESH – ROBINSONS SUPERMARKET PARTNERSHIP ROBINSONS







THE GENERICS PHARMACY ACQUISITION









Organic gross expansion of ~200 new stores in 2016 with CAPEX of ₱5bn



GP margin increase of 10-20 bps



Same store sales growth of 3-5%



Mergers and acquisitions



Thank you!

