



ROBINSONS
RETAIL
HOLDINGS, INC.

Annual Stockholders' Meeting

27 June 2017



Agenda

Operating Environment

Financial Performance

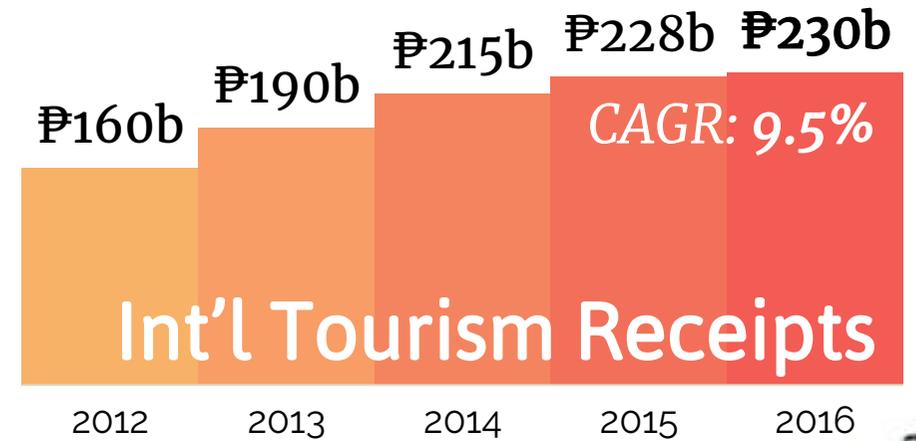
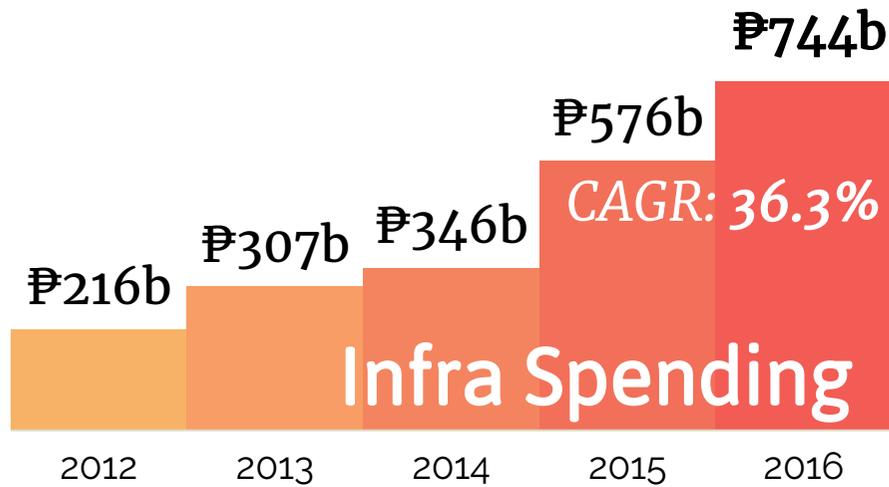
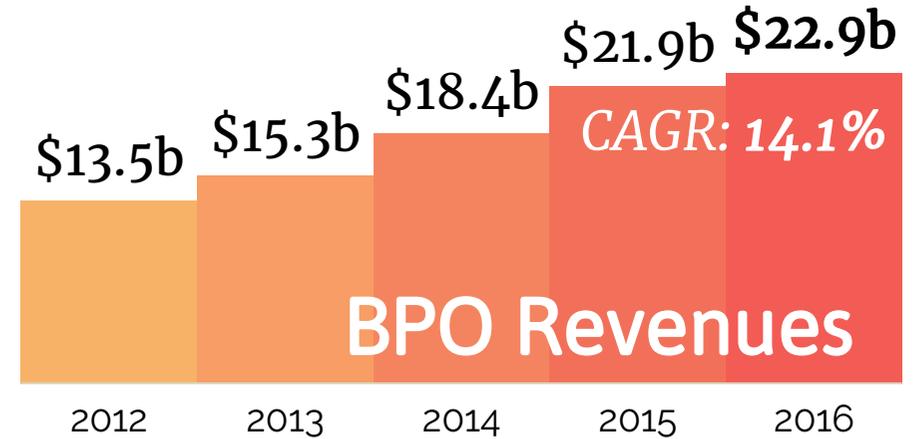
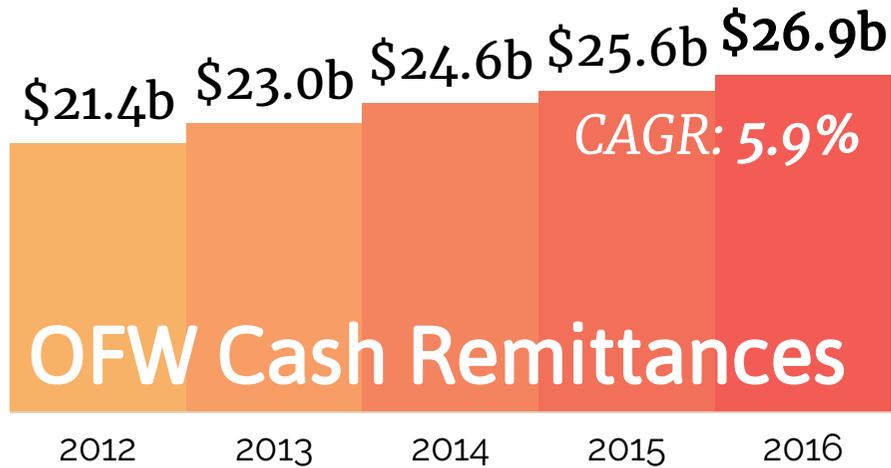
Recent Developments

CSR Initiatives

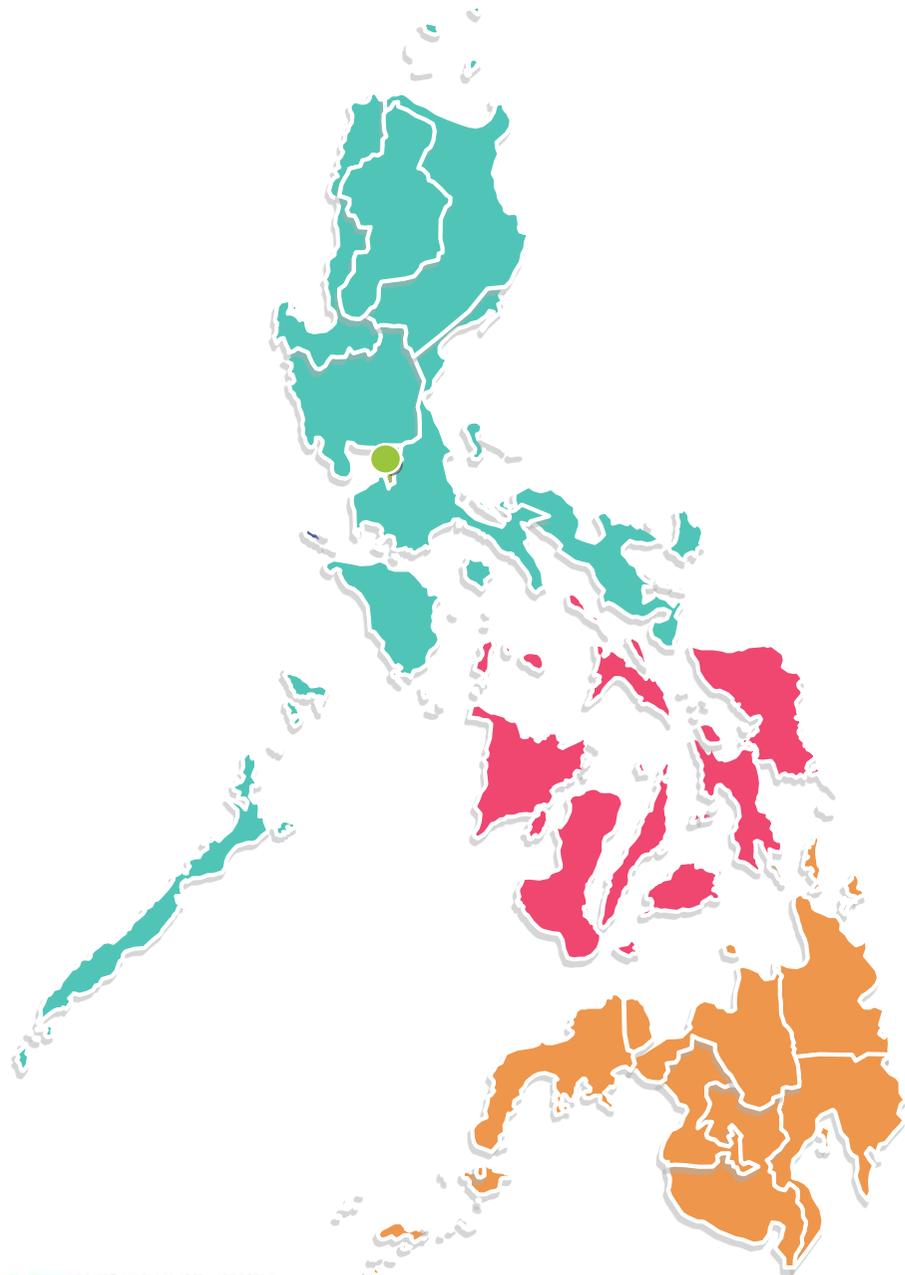
Plans and Prospects



Solid Macroeconomic Fundamentals



Strong Nationwide Presence: 1Q2017



1,588 stores
plus **1,927** TGP branches

1.1 million sqm of floor space

MM
651

Luzon
690

Visayas
169

Mindanao
78

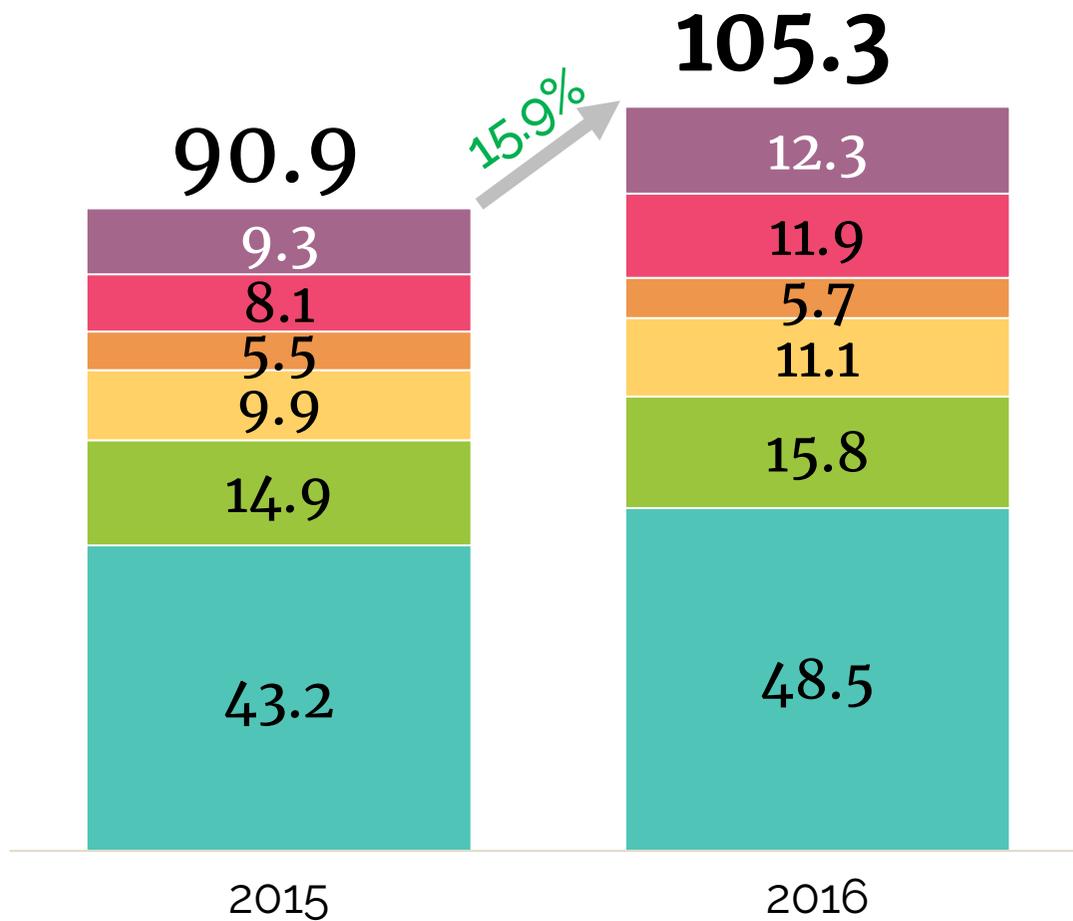


Diversified Retail Formats: 1Q2017

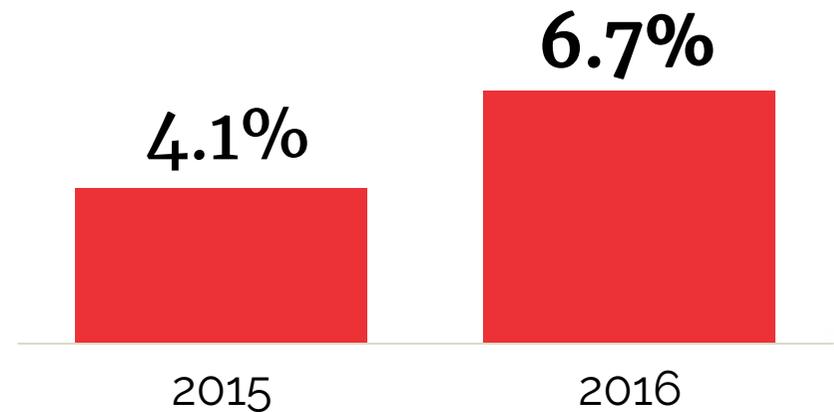


Higher Growth Trajectory: 2016

Full Year Net Sales (₱ bn)



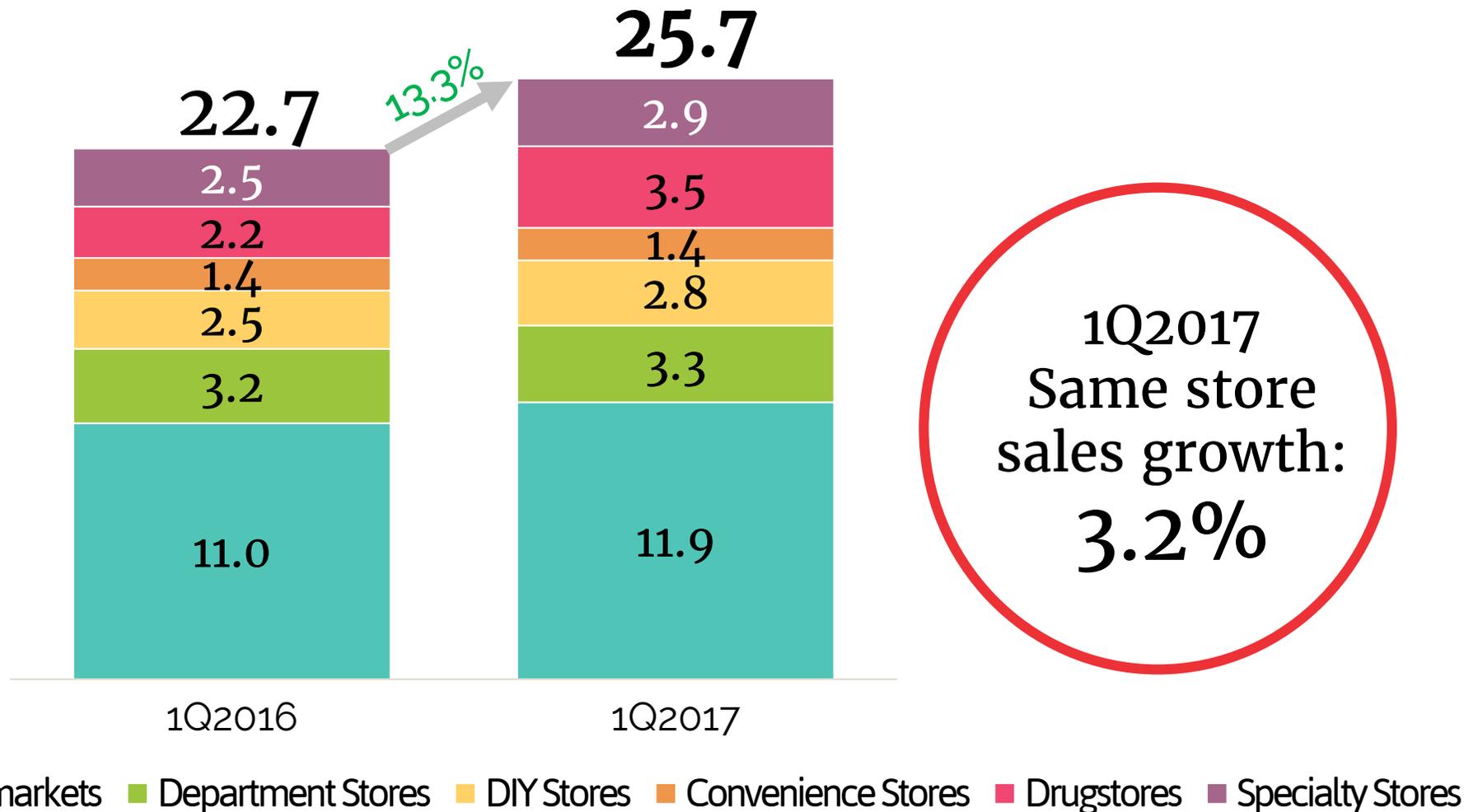
Full Year Same Store Sales Growth



■ Supermarkets
 ■ Department Stores
 ■ DIY Stores
 ■ Convenience Stores
 ■ Drugstores
 ■ Specialty Stores

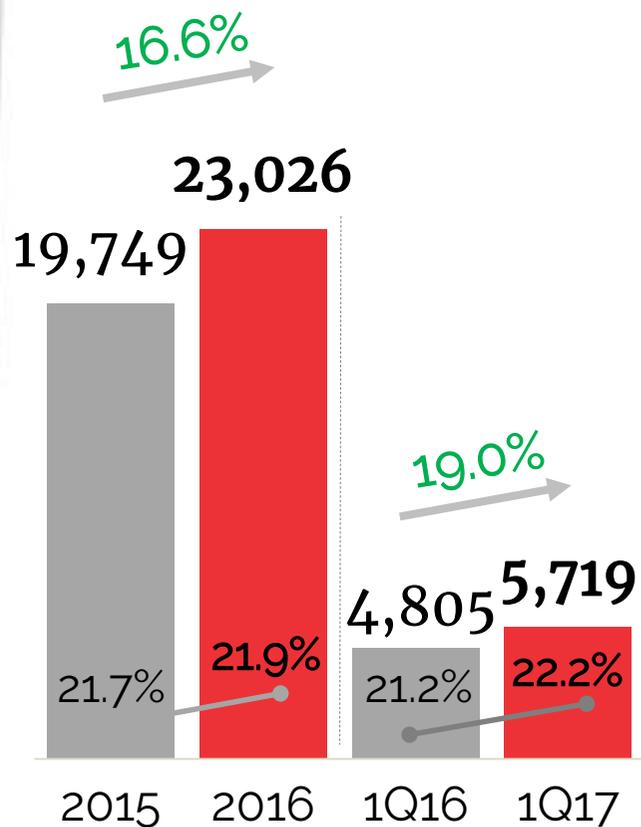
Higher Growth Trajectory: 1Q2017

First Quarter Net Sales (₱ bn)

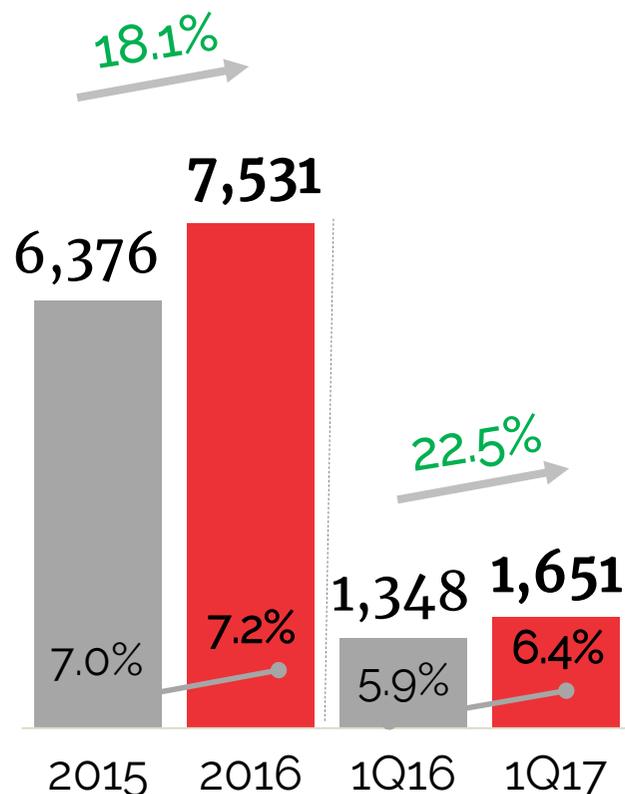


Sustained Profitability

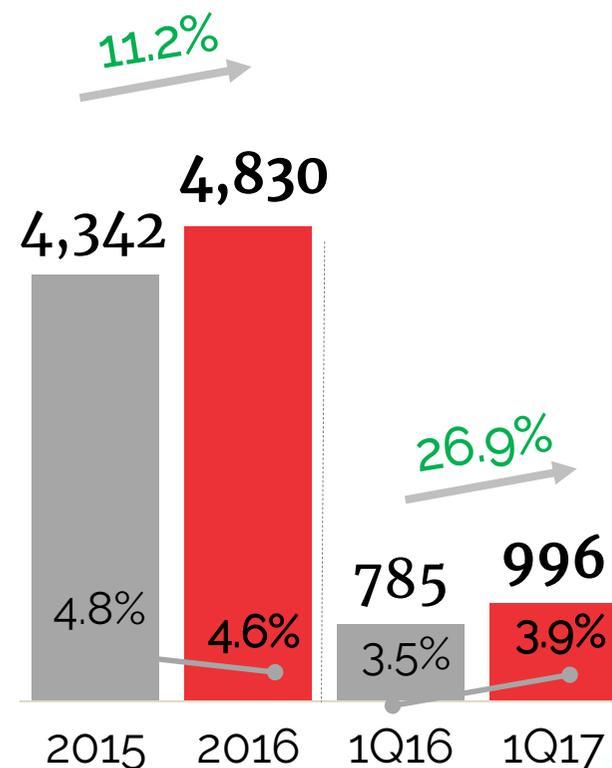
Gross Profit (₱ mm)



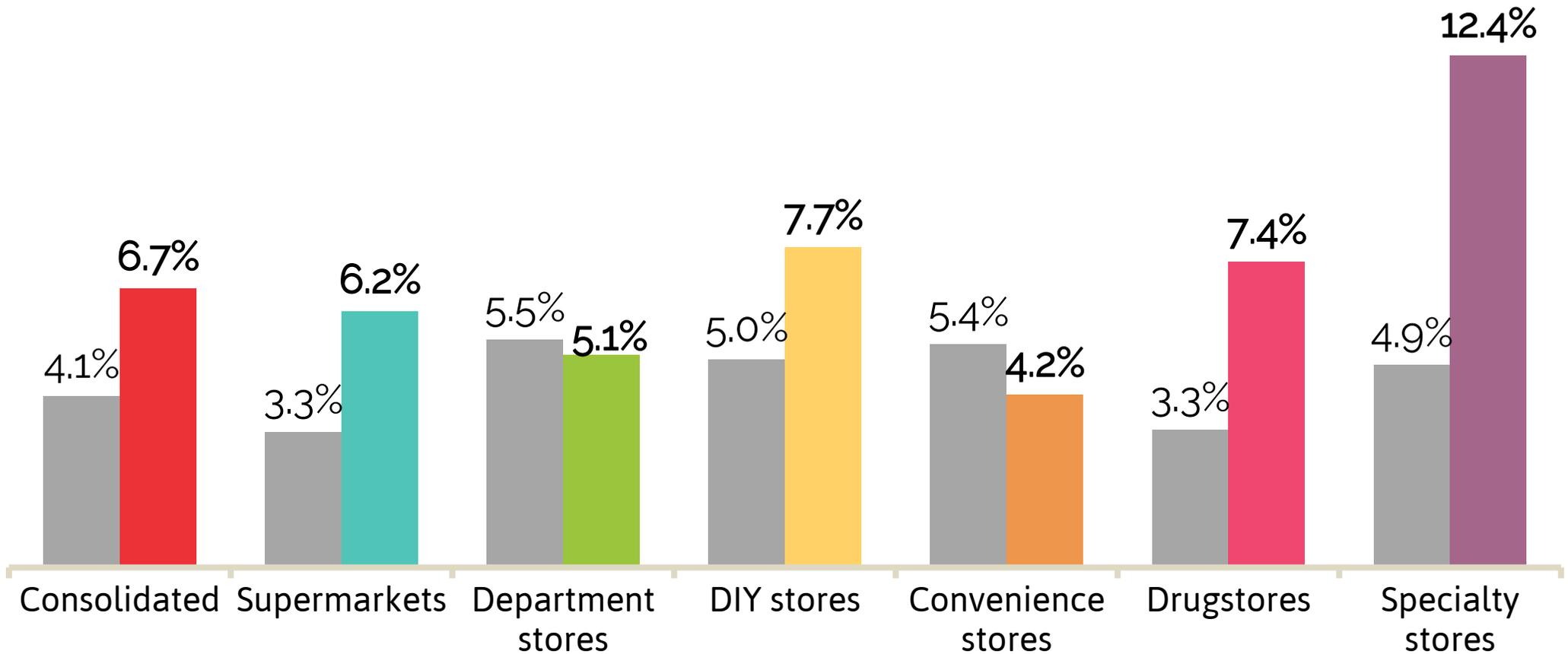
EBITDA (₱ mm)



N.I. to Parent Company (₱ mm)



Robust Same Store Sales Performance



2015 vs 2016



Solid Balance Sheet and Strong Cash Position

in ₱ mm	March 2017	December 2016
Cash & Cash Equivalents	8,981	12,718
AFS Financial Assets	20,663	20,430
Total Assets	73,315	76,695
Total Debt	4,216	6,576
Total Equity	52,086	50,566
Net Debt*	(4,765)	(6,142)
Net D/E Ratio (x)	(0.09x)	(0.12x)

*Net Debt = Total Debt – Cash and Cash Equivalents

Efficient Working Capital Management

	2015	2016	1Q2017
Trade receivable days	7.1	6.9	5.4
Inventory days	54.3	59.4	60.8
Trade payable days	75.9	74.7	62.6
Cash Conversion Cycle	-14.5	-8.5	3.7

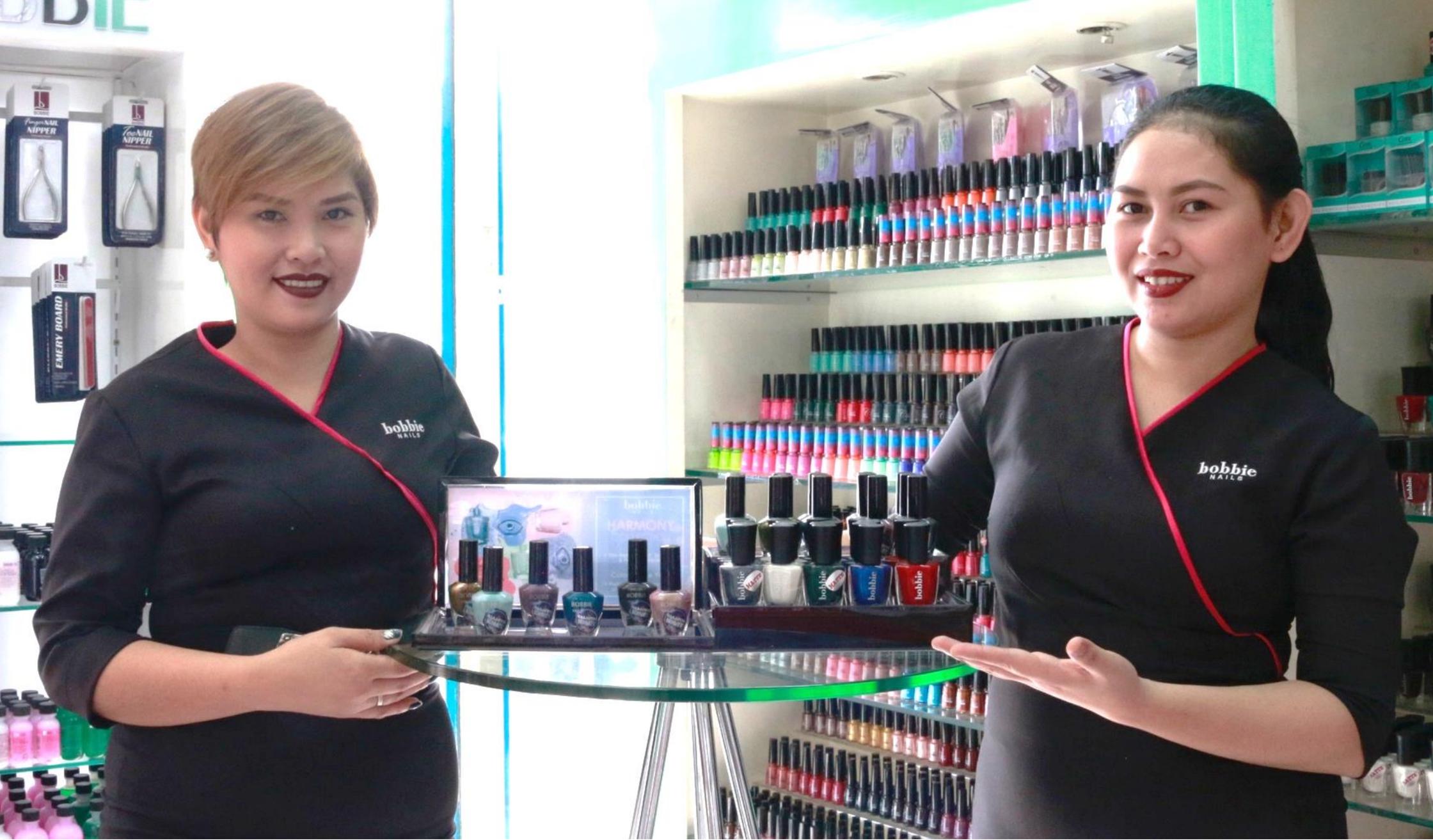




May 2016: Acquisition of The Generics Pharmacy



Aug 2016: Acquisition of De Oro Pacific Home Plus



Oct 2016: Acquisition of Chic Centre Corporation



Apr 2017: Our fashion brands (Topshop, Topman, Dorothy Perkins and Burton) are now available online via Zalora.com.ph

Robinsons Supermarket



May 2017: Robinsons Supermarket launched its online grocery delivery service through honestbee app

Plans and Prospects for 2017

Organic
expansion of
150 new stores

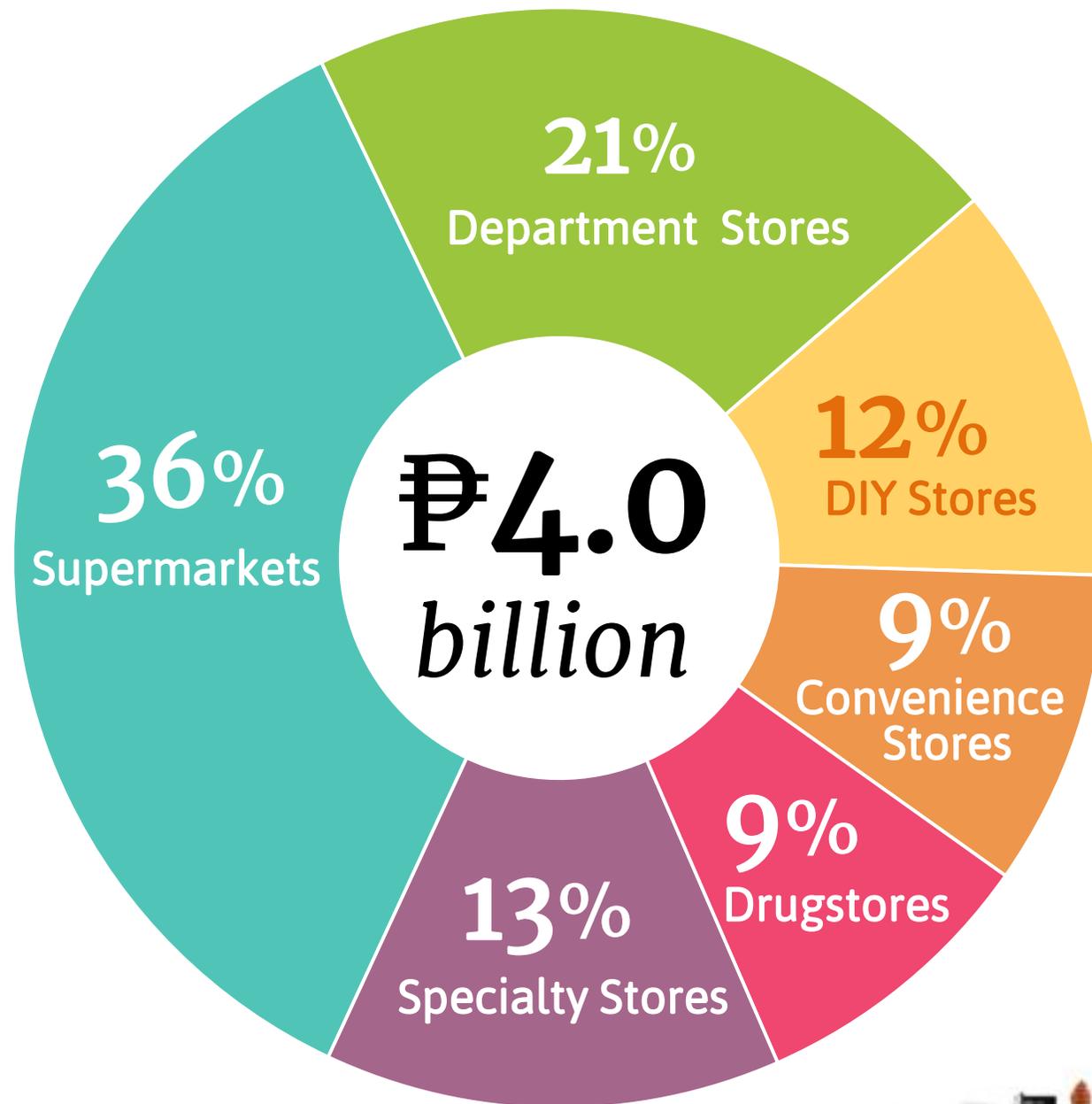
GP margin
expansion
of 10-20bps

Same store
sales growth
of 2-4%

Mergers &
acquisitions



Capital Expenditures for 2017



Corporate Social Responsibility Initiatives



Green Fund Project





Go Lokal!



ROBINSONS
RETAIL
HOLDINGS, INC.

Thank you!



southstar drug

smart
parenting



Project Inclusion