



ROBINSONS
RETAIL
HOLDINGS, INC.

Annual Stockholders' Meeting

27 June 2017



Agenda

Operating Environment

Financial Performance

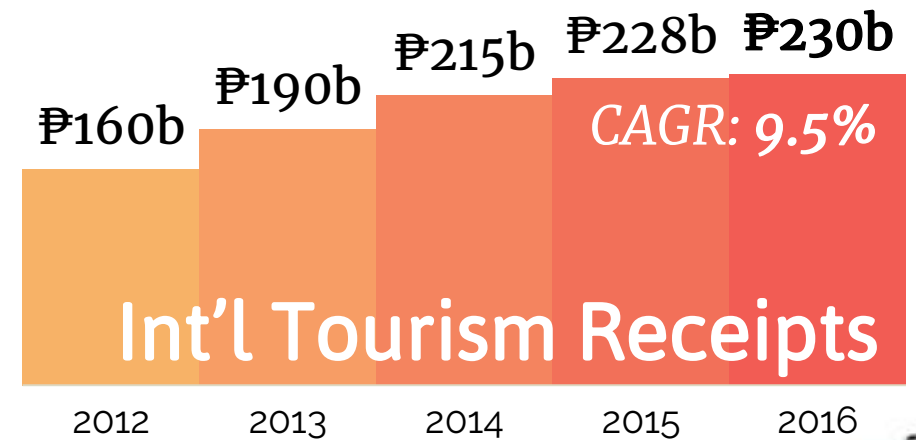
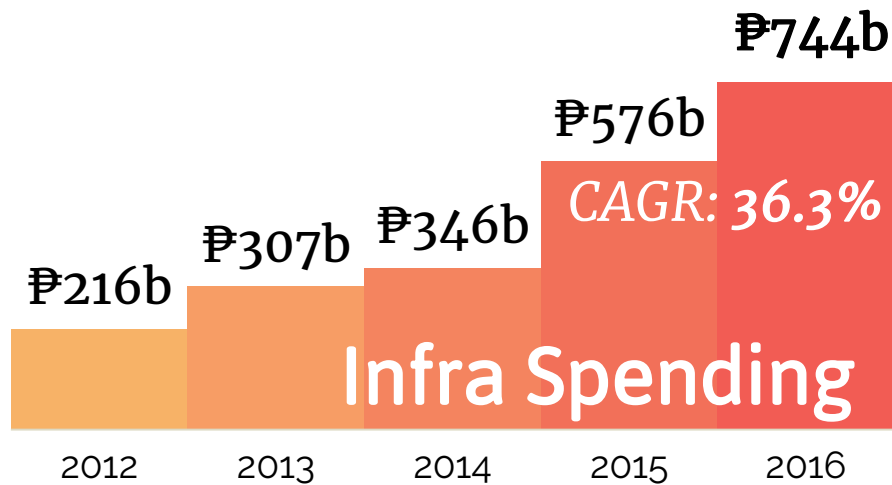
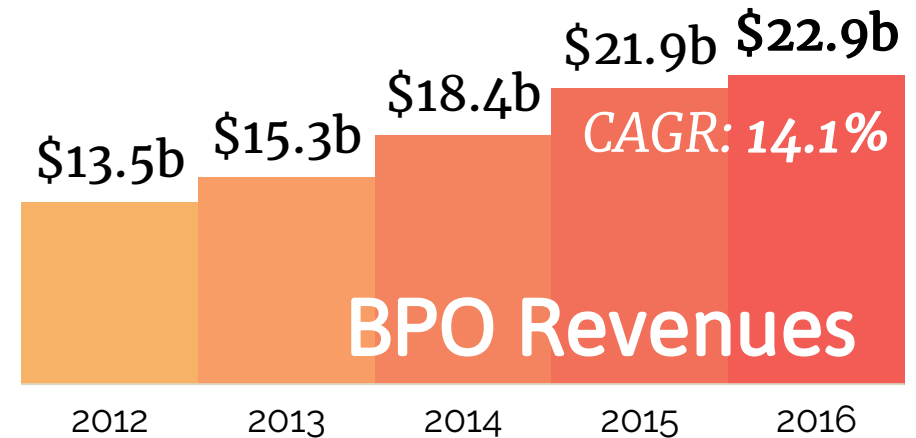
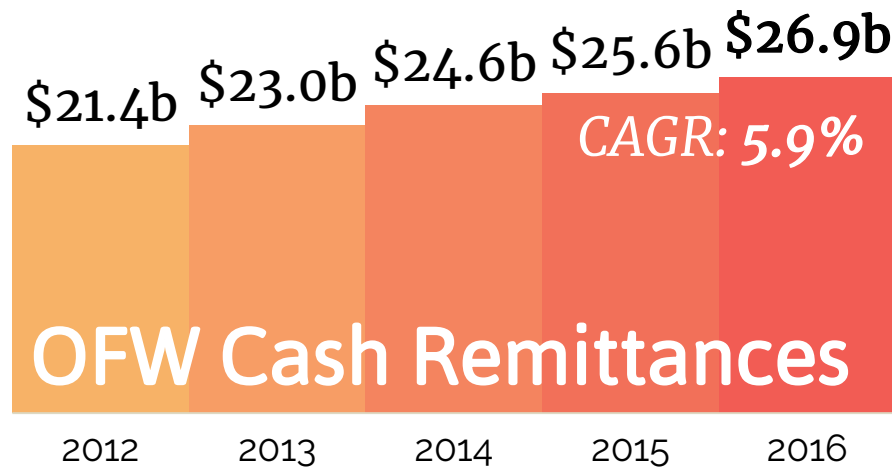
Recent Developments

CSR Initiatives

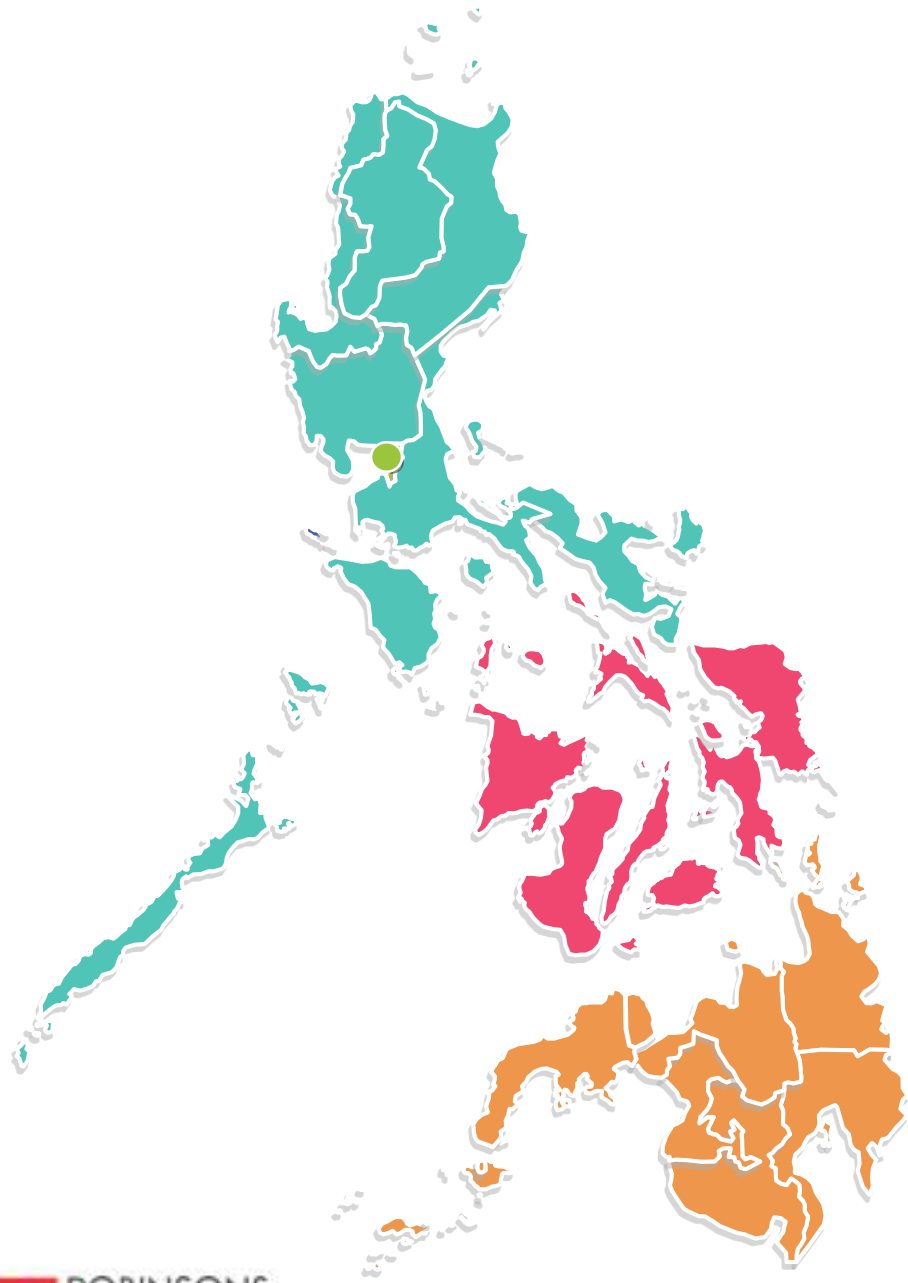
Plans and Prospects



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

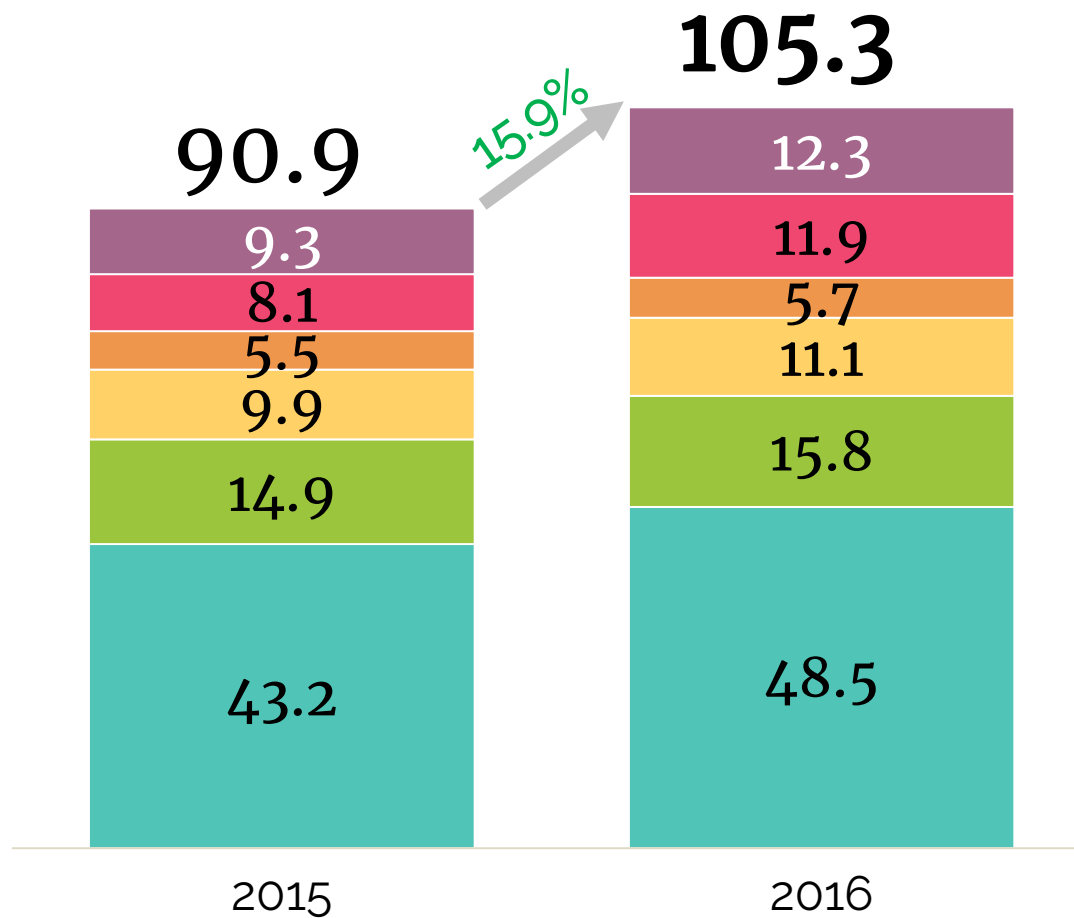


Diversified Retail Formats: 1Q2017

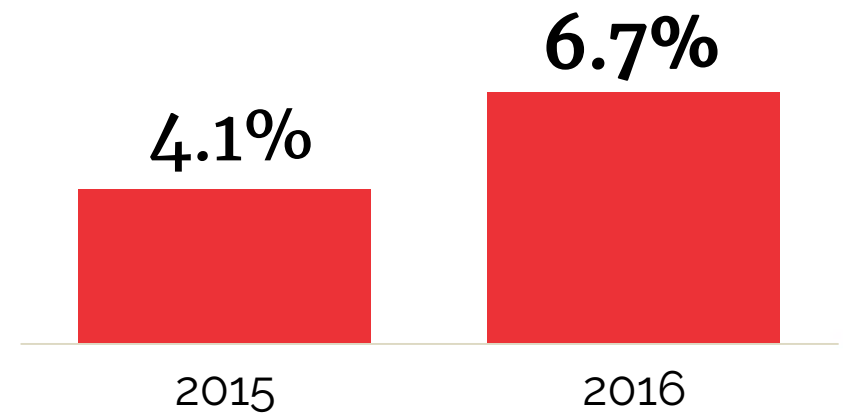


Higher Growth Trajectory: 2016

Full Year Net Sales (₱ bn)



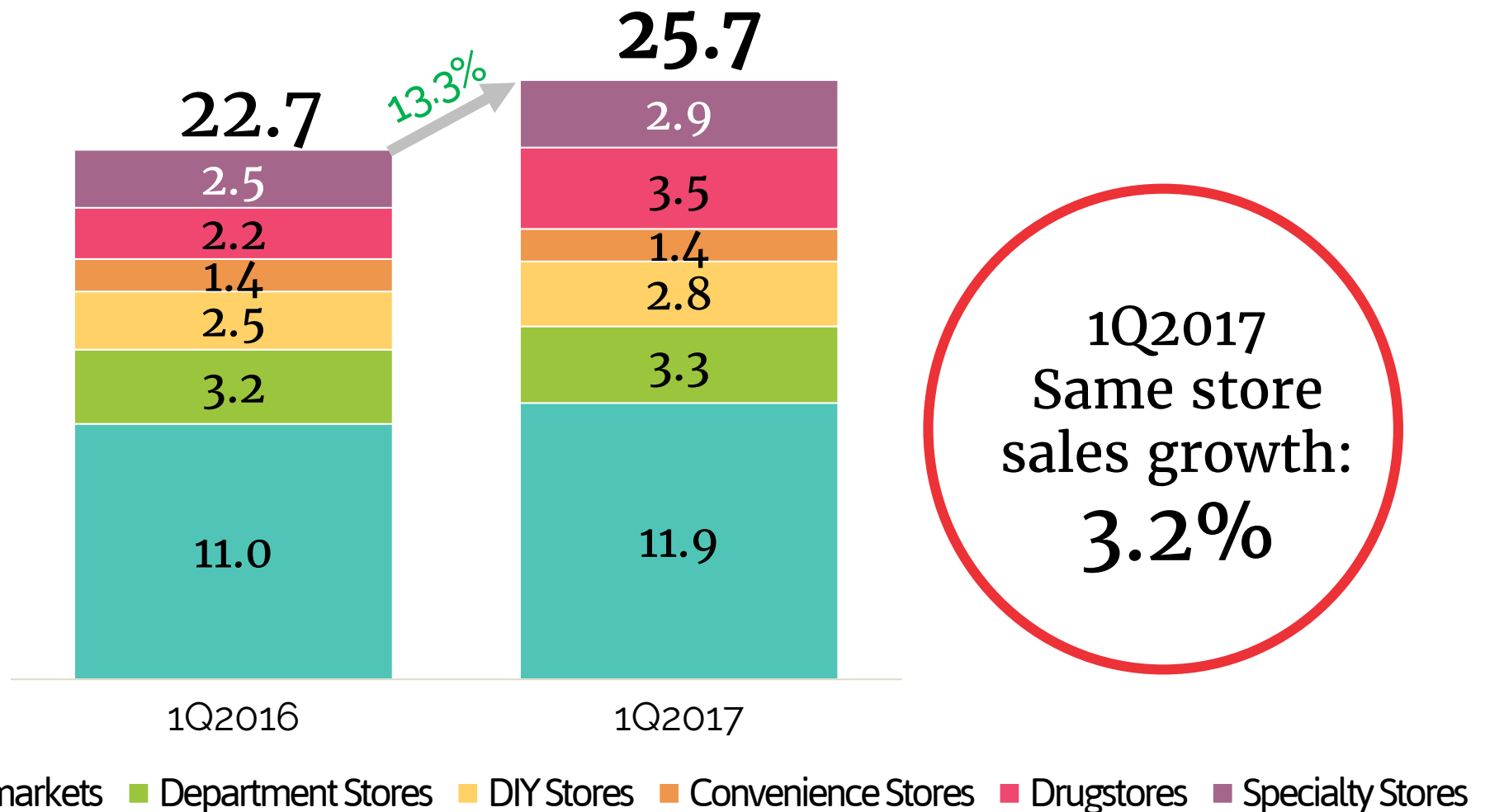
Full Year Same Store Sales Growth



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

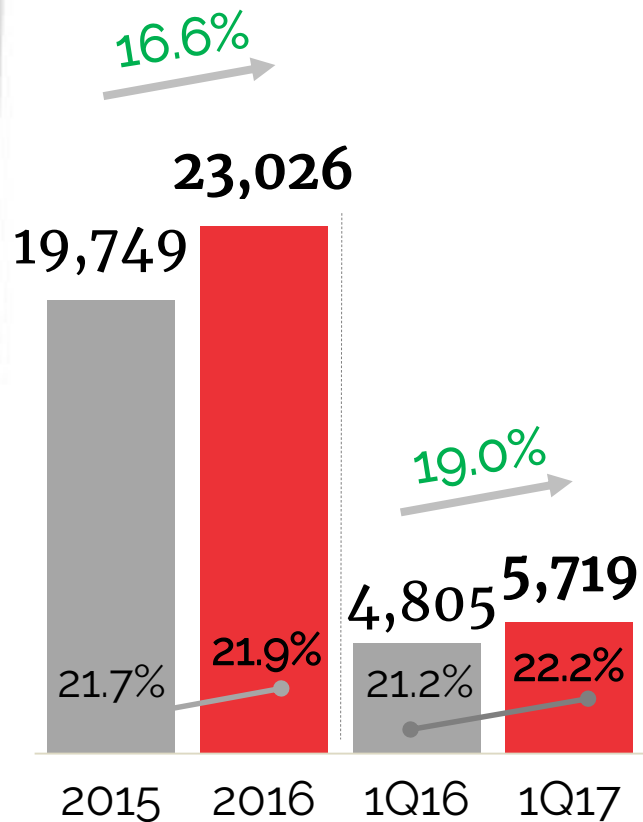
Higher Growth Trajectory: 1Q2017

First Quarter Net Sales (₱ bn)

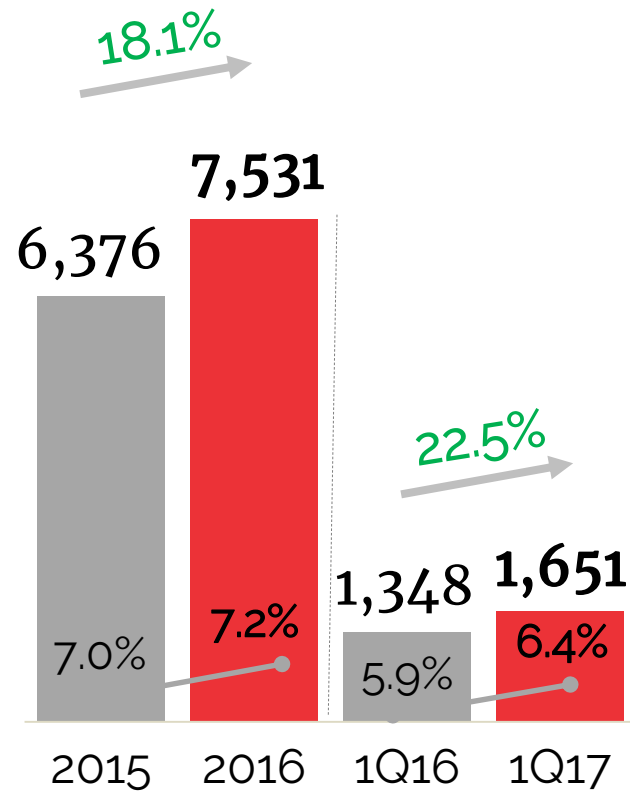


Sustained Profitability

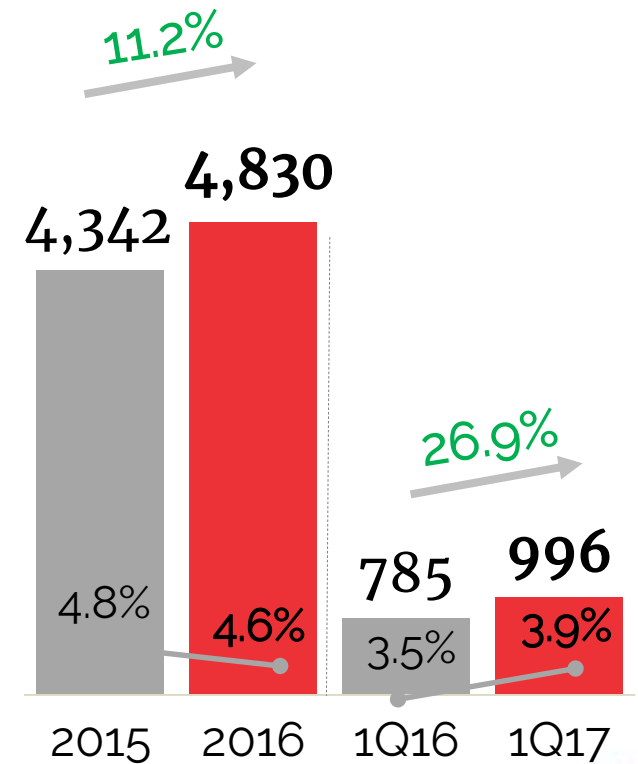
Gross Profit (₦ mm)



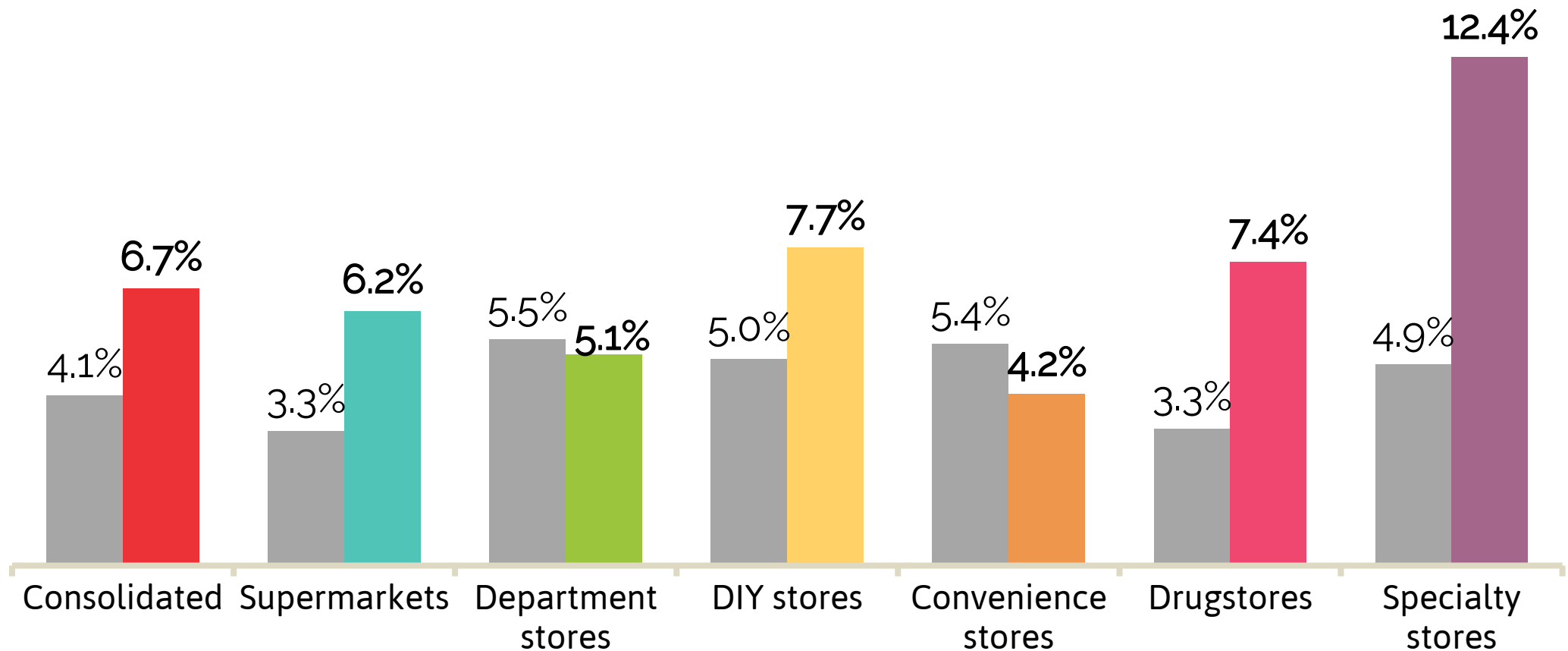
EBITDA (₦ mm)



N.I. to Parent Company (₦ mm)



Robust Same Store Sales Performance



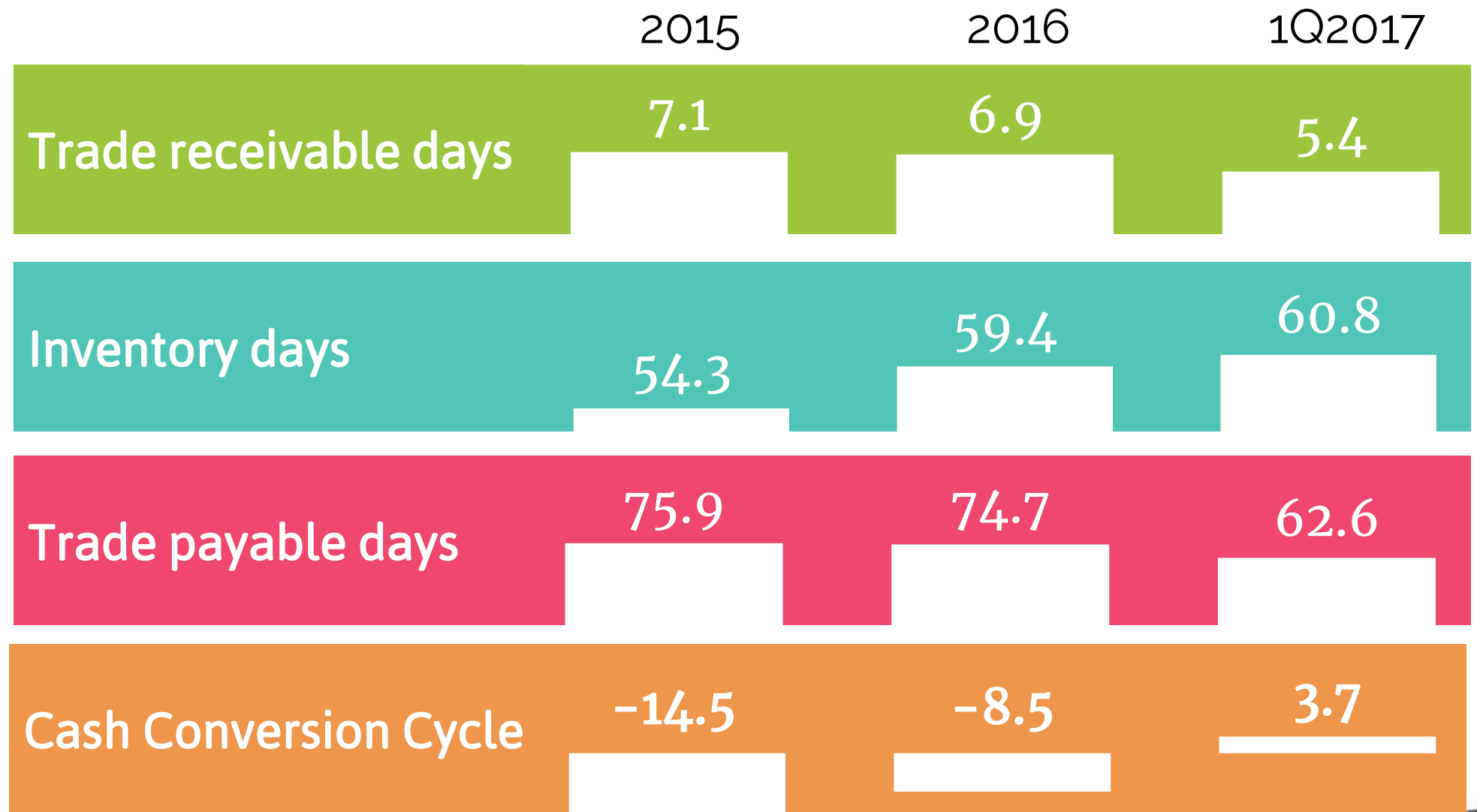
2015 vs 2016



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)

Efficient Working Capital Management





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

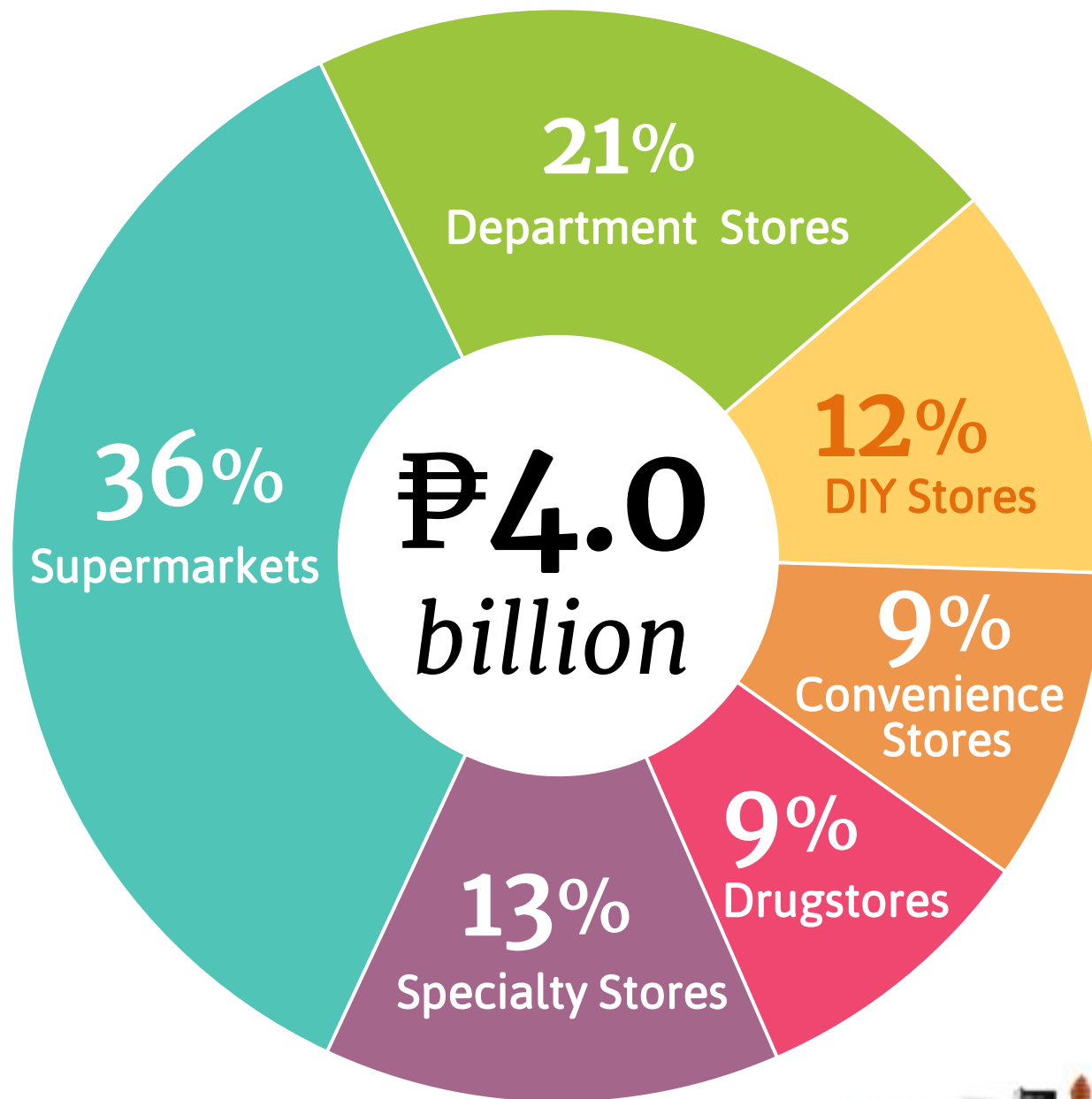
GP margin
expansion
of 10-20bps

Same store
sales growth
of 2-4%

Mergers &
acquisitions



Capital Expenditures for 2017



Corporate Social Responsibility Initiatives



Green Fund Project



This is to certify that
Robinsons Supermarket
donated
1,500 chairs
to Pasing Tamo Elementary School



Go Lokal !



ROBINSONS
RETAIL
HOLDINGS, INC.

Thank you!



southstar drug  **smart parenting**



Project Inclusion