



President's Report

Annual Stockholders' Meeting

May 14, 2020

















Dekalidad na gamot?
DIYAN TAYO SA TAPAT!

TGP 
THE GENERICS PHARMACY

THANK YOU
TO ALL OUR HERO
FRONTLINERS!

GOKONGWEI
TGP

THANK YOU
TO ALL OUR HERO
FRONTLINERS!

GOKONGWEI
TGP

PAGPAGALING NG PILIPINAS

42N042418T

HIRE

100+
res!



AGENDA

Key Financial Results

Recent Developments

Plans & Prospects

Key Financial Results

MAJOR FACTORS THAT IMPACTED EARNINGS

Integration of Rustan

beginning November 23, 2018

PFRS 16 (Lease Accounting)

effective January 1, 2019

Enhanced Community Quarantine

starting March 17, 2020



1,891 stores
plus 2,007
TGP branches

STORE NETWORK (1Q2020)

Supermarkets	262
Department stores	49
DIY stores	223
Convenience stores	511
Drugstores	518+2,007
Specialty stores	328

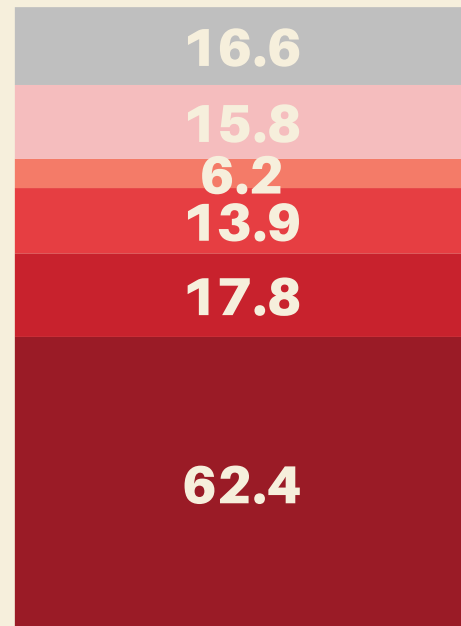




NET SALES (FY2019)

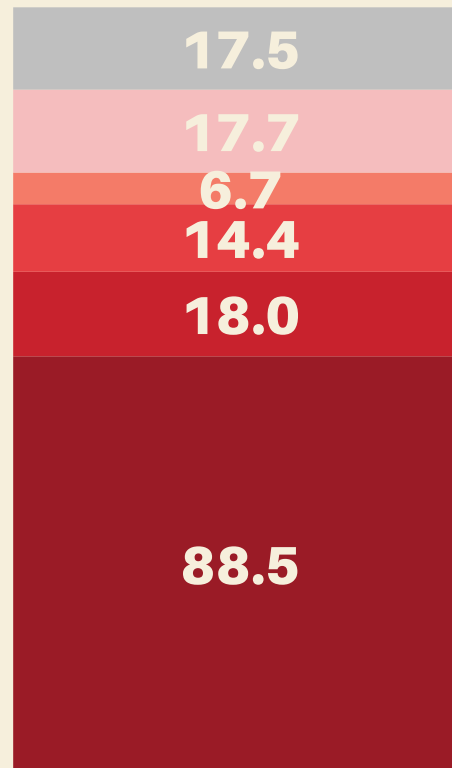
Δ +22.8%

Php132.7B



2018

Php162.9B



2019

■ Supermarkets
■ DIY Stores
■ Drugstores

■ Department Stores
■ Convenience Stores
■ Specialty Stores

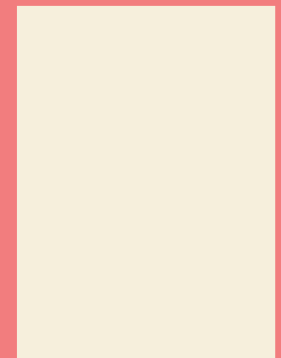
SAME STORE SALES GROWTH

5.9%



2018

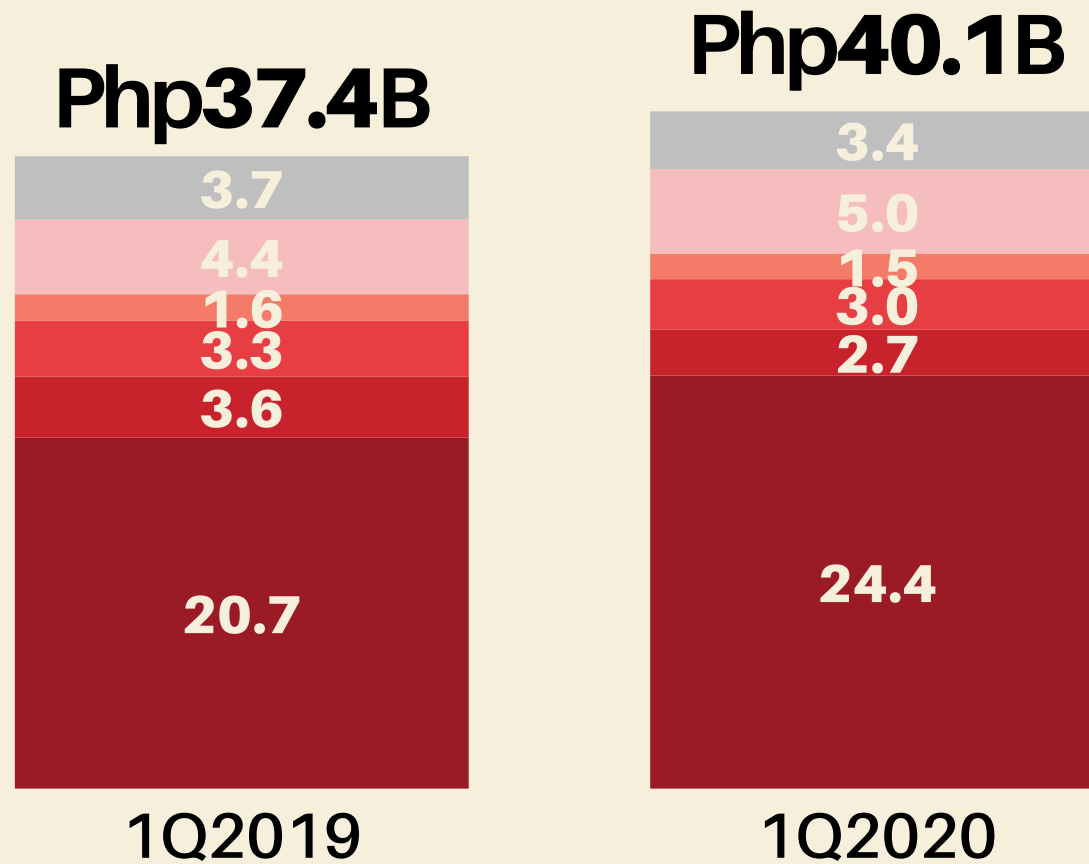
3.4%



2019

NET SALES (1Q2020)

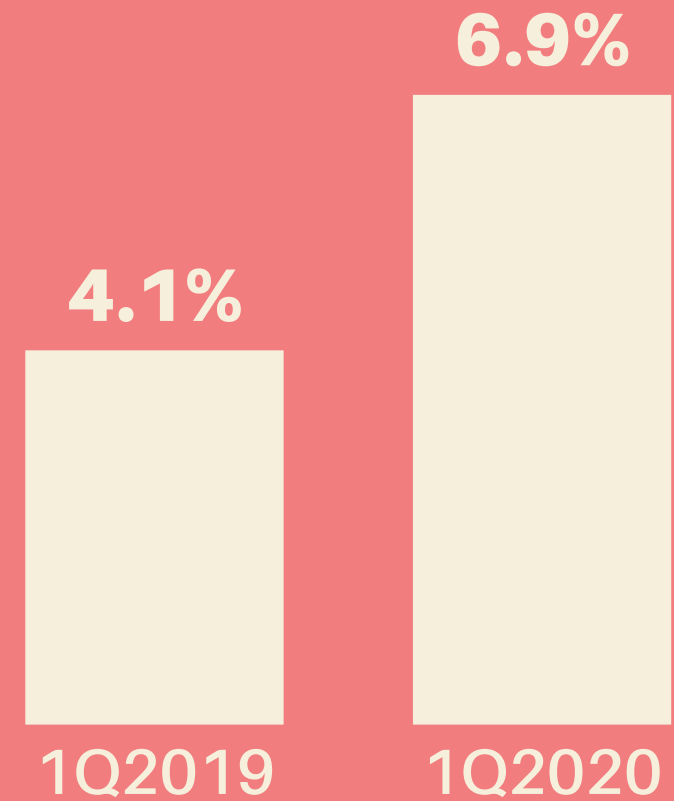
$\Delta +7.3\%$



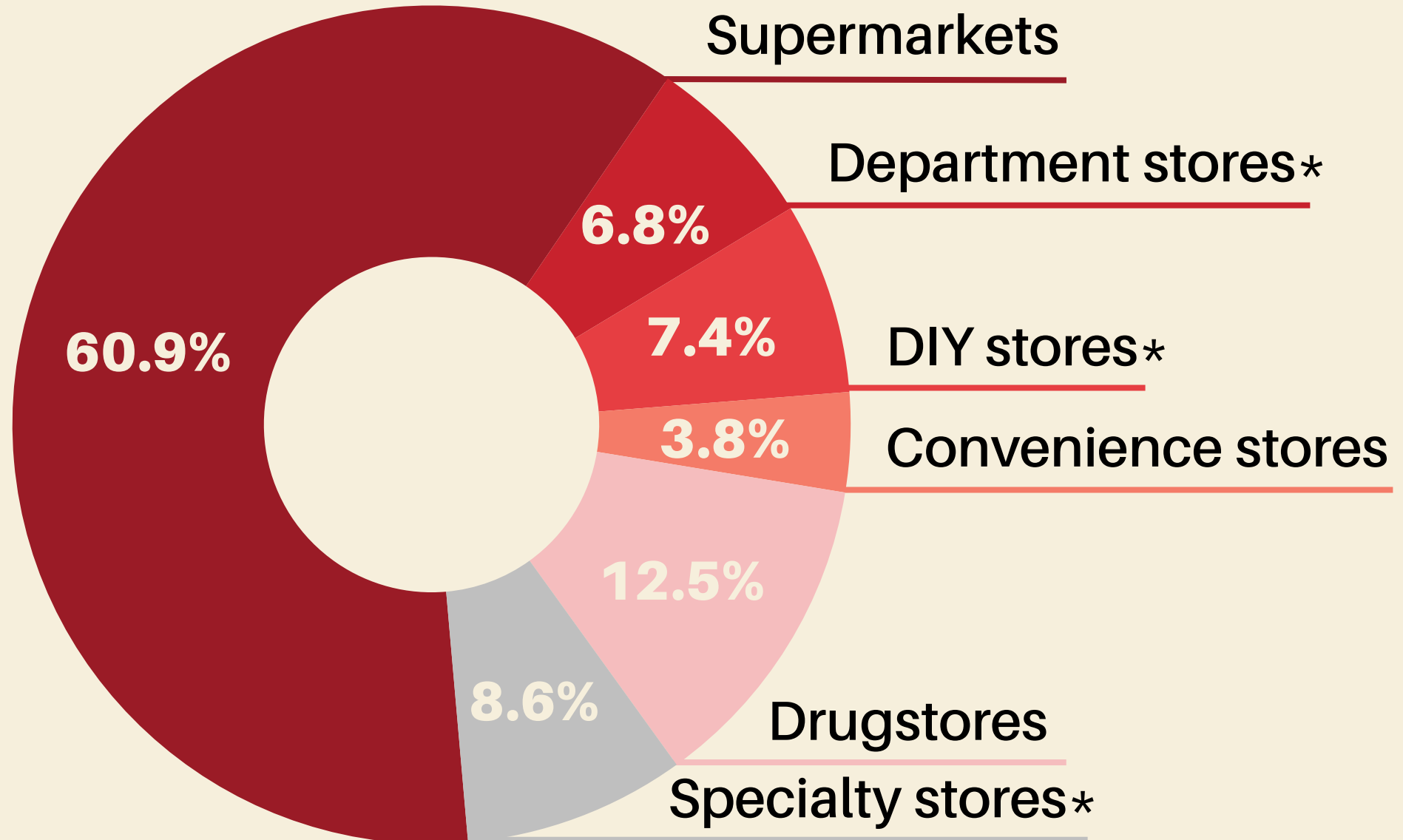
■ Supermarkets
■ DIY Stores
■ Drugstores

■ Department Stores
■ Convenience Stores
■ Specialty Stores

SAME STORE SALES GROWTH



SALES CONTRIBUTION BY SEGMENT (1Q2020)



*Non-operating during ECQ



GROSS PROFIT

(Php M)

2018
PRE-PFRS

29,835

22.5%

2019
POST-PFRS

37,181

22.8%

1Q2019
POST-PFRS

8,470

22.7%

1Q2020
POST-PFRS

8,736

21.8%

EBITDA

(Php M)

$\Delta+62.7\%$

9,021

6.8%

14,678

9.0%

$\Delta+7.6\%$

3,101

8.3%

3,337

8.3%

NET INCOME TO PARENT COMPANY

(Php M)

$\Delta-23.3\%$

5,107

3.8%

3,919

2.4%

$\Delta+45.0\%$

637

1.7%

923

2.3%

BALANCE SHEET

Php M	Dec 2019	Mar 2020
Cash & Cash Equivalents	20,293	18,526
Debt & Equity Instrument Financial Assets	14,857	11,497
Total Assets	137,866	129,543
Total Debt	4,634	2,274
Total Equity	76,526	77,235
Net Debt (+) or Net Cash (-) *	(30,516)	(27,748)
Net D/E Ratio (x)	(0.40x)	(0.36x)

*Net Debt (+) or Net Cash (-) = Total Debt - (Cash & Cash Equivalents + Debt and equity instrument financial assets)



CASH CONVERSION CYCLE

	2018	2019	1Q2020
Receivable days	8.7	8.7	7.6
Inventory days	66.1	57.5	51.9
Payable days	87.2	72.9	53.9
Cash Conversion Cycle	-12.4	-6.7	5.6

Php3.3B
CAPEX spent
in 2019

CAPITAL EXPENDITURES

	2019	1Q2020
Supermarkets	44%	46%
Department stores	10%	16%
DIY stores	14%	17%
Convenience stores	14%	10%
Drugstores	4%	5%
Specialty stores	14%	6%
TOTAL (Php M)	3,346	558



Recent Developments

No Brand



Brand
니다. 소비자다

No Brand
브랜드가 아니다. 소비자다

No Brand
브랜드가 아니다. 소비자다

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for a minimum of P3,500 single receipt purchase.

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ROBINSONS CASHBACK CREDIT CARD**

#CashbackAtRobinsons





DAVI Data Analytics Ventures, Inc.



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Nourish your mind and body



Mom & Baby

Find everything a mom needs



Fitness

Get in tiptop shape



Fashion

Shape your personal style



Bloom

THE MAGAZINE



6 Pit-Whitening Products Th...

PERSONAL CARE ESSENTIALS

Skincare, body care, and self care

BEAUTY ESSENTIALS

Our best beauty essentials

FOOD & DRINK ESSENTIALS

1,800+ snacks to choose from

VITAMINS & SUPPLEMENTS ESSENTIALS

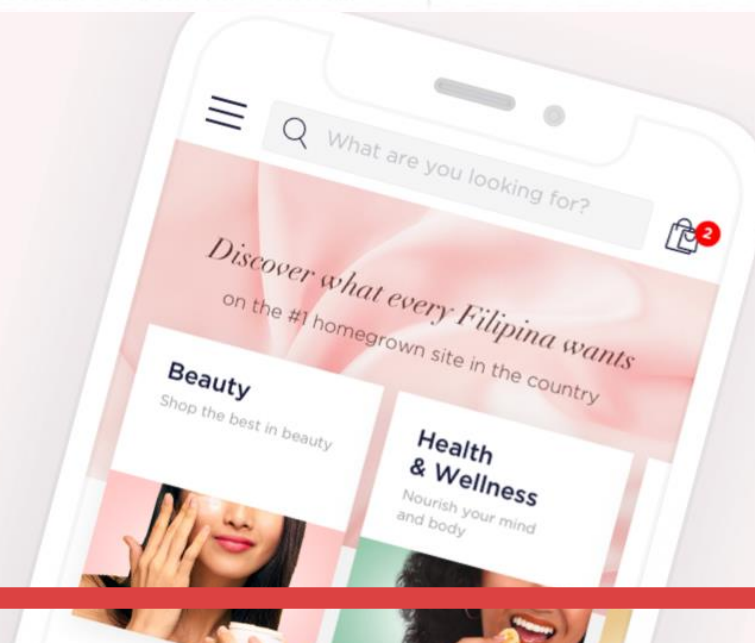
Keep yourself strong and healthy

MEDICAL & CLEANING ESSENTIALS

Sanitizers, cleaning tools, and safety supplies

Download the BeautyMNL app

Get BeautyMNL for iOS and Android



growsari
ASENSO CIRCLE
MEMBER

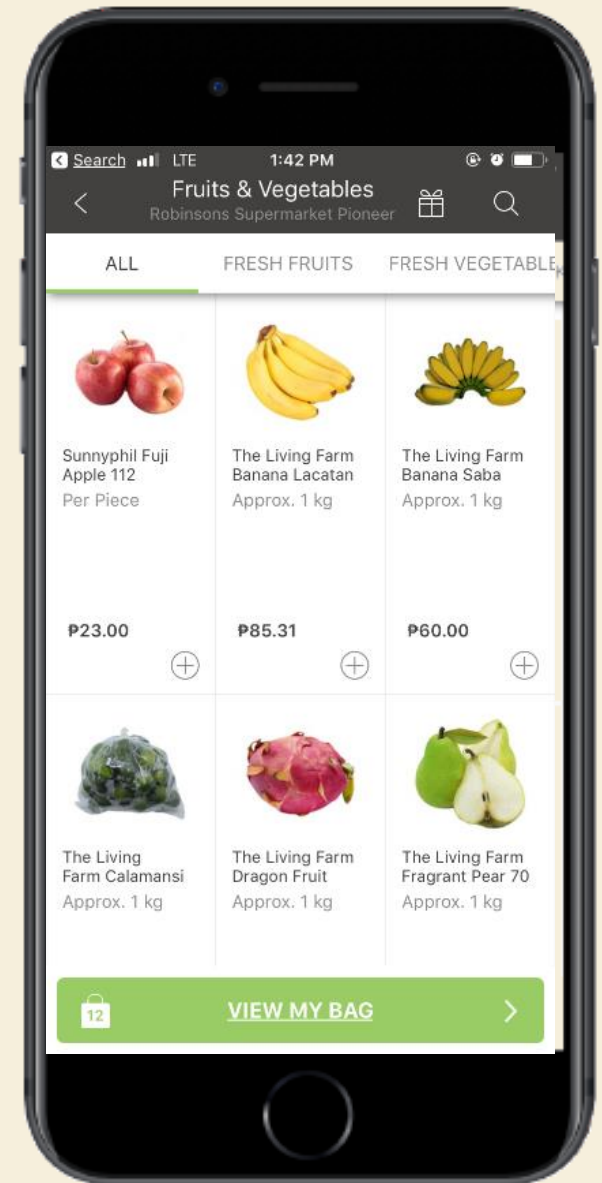
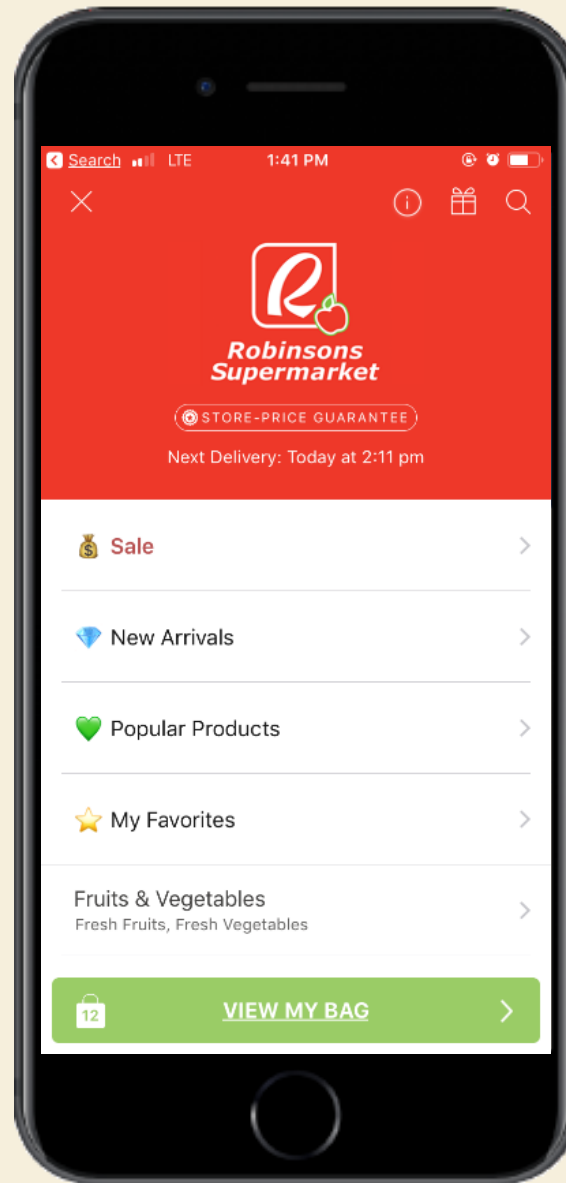


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METROMART



BETA

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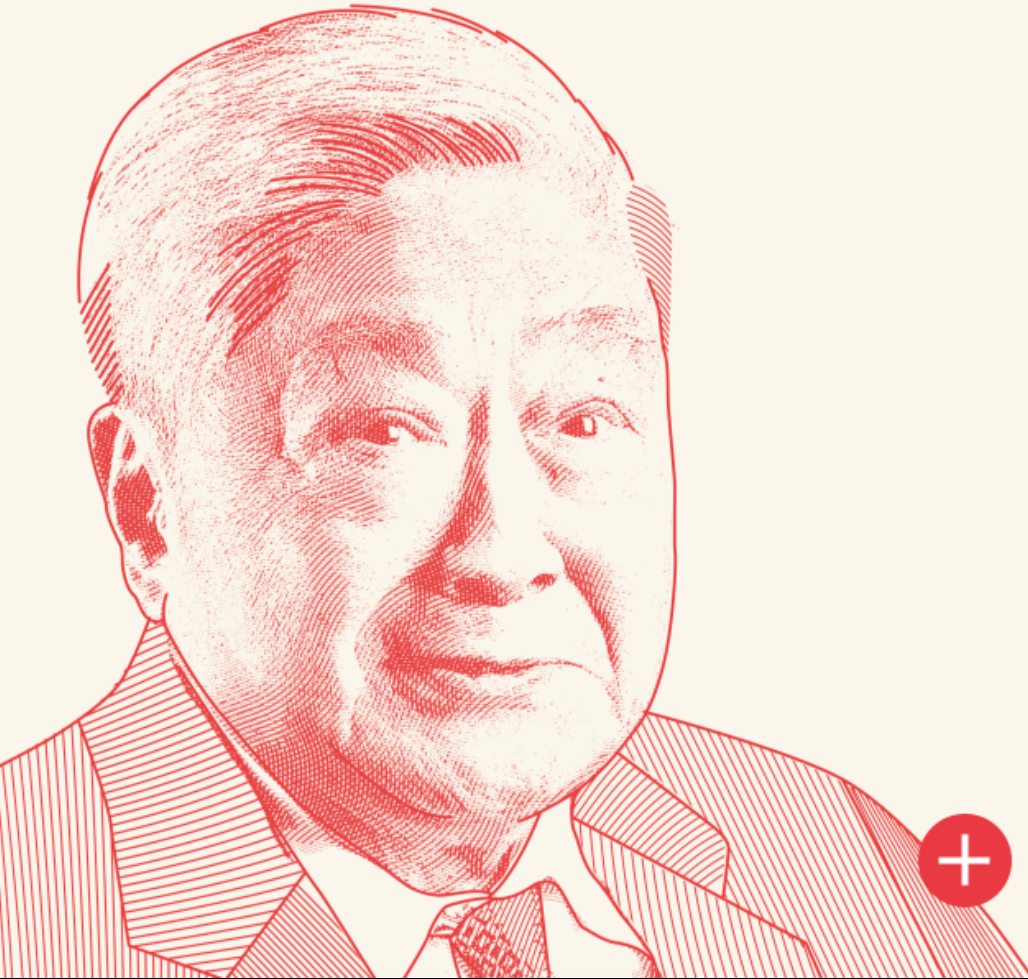
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[Financial Highlights](#)

[Business Units](#)

[Leadership](#)

[Sustainability](#)



Leading A Legacy

ANNUAL REPORT 2019



About the cover



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Plans & Prospects

PLANS AND PROSPECTS FOR 2020

**Organic
expansion of
60-100
new stores**

**CAPEX of
Php2-Php4
billion**

**SSSG
target of
0%-3%**

**Flat gross
margin**

**Mergers &
acquisitions**

**Phase III of
Rustan
integration**



AUSTERITY MEASURES

	Operating stores	Non-operating stores
Defer store openings & renovations	✗	✓
Defer non-essential IT & DC projects	✗	✓
Rent renegotiation	✓	✓
Lower inventory levels	✗	✓
Cut non-essential advertising	✓	✓



The text 'Thank you.' is written in a large, red, serif font. A thick red horizontal line extends from the end of the text across the width of the slide.

Thank you.