



ANNUAL STOCKHOLDERS' MEETING MAY 28, 2018



20180525

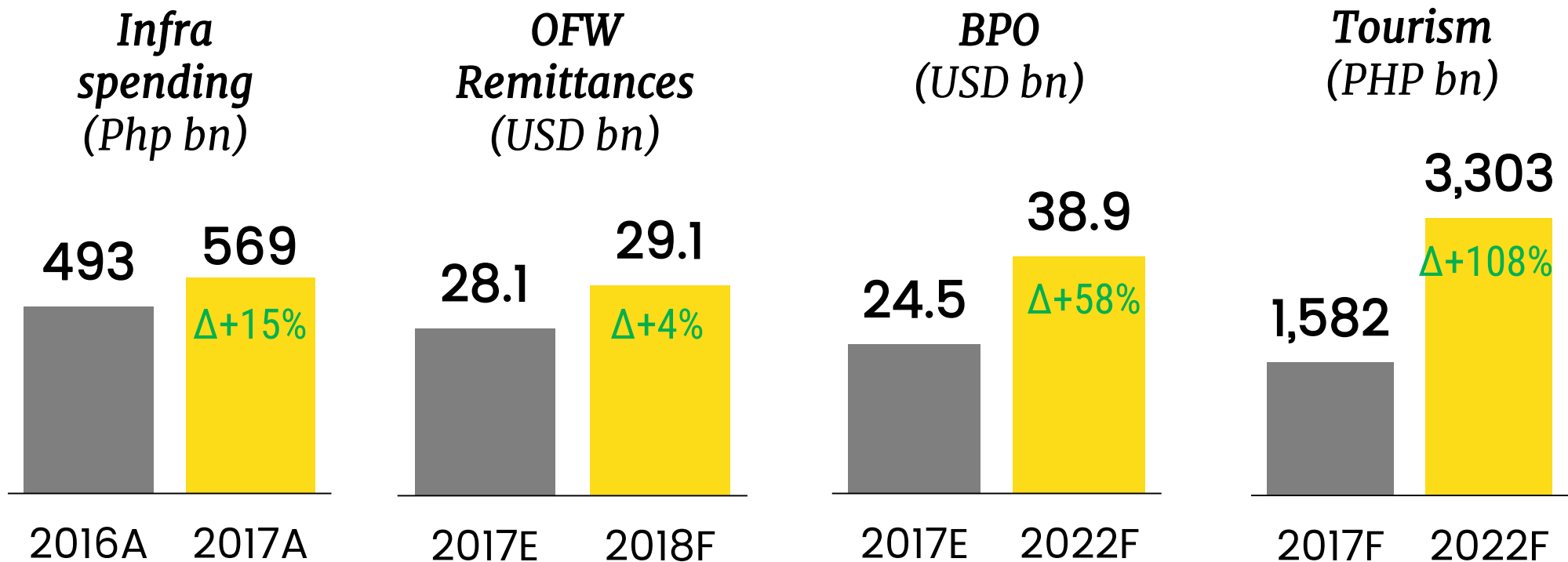
AGENDA

- ❖ Operating Environment
- ❖ Financial Performance
- ❖ Highlights & Strategic Initiatives
- ❖ Plans & Prospects for 2018
- ❖ Corporate Sustainability

FAVORABLE MACRO ENVIRONMENT

The Philippines remained one of the fastest growing economies in Southeast Asia

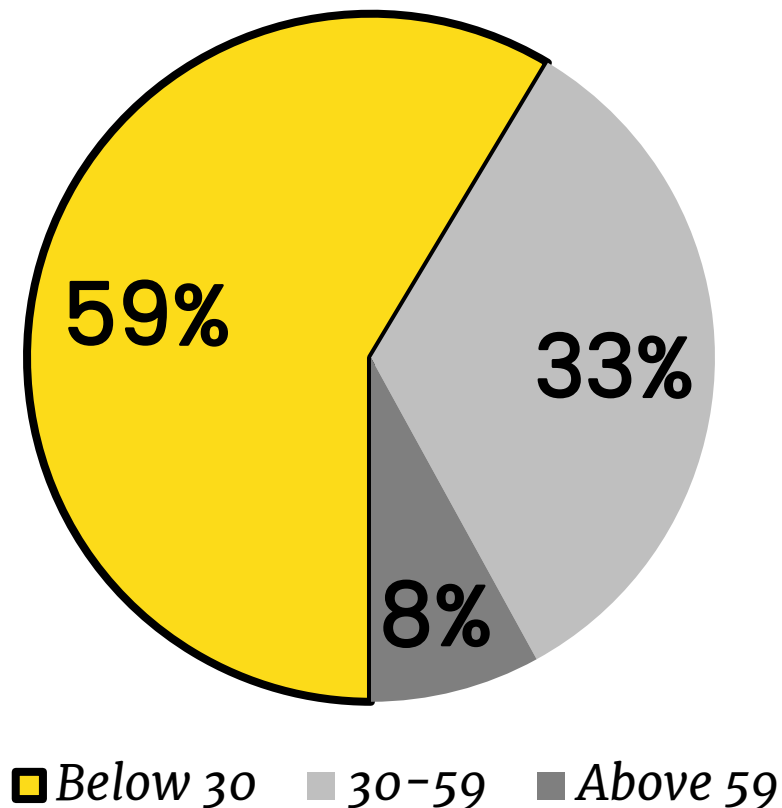
6.7%
2017 GDP
growth



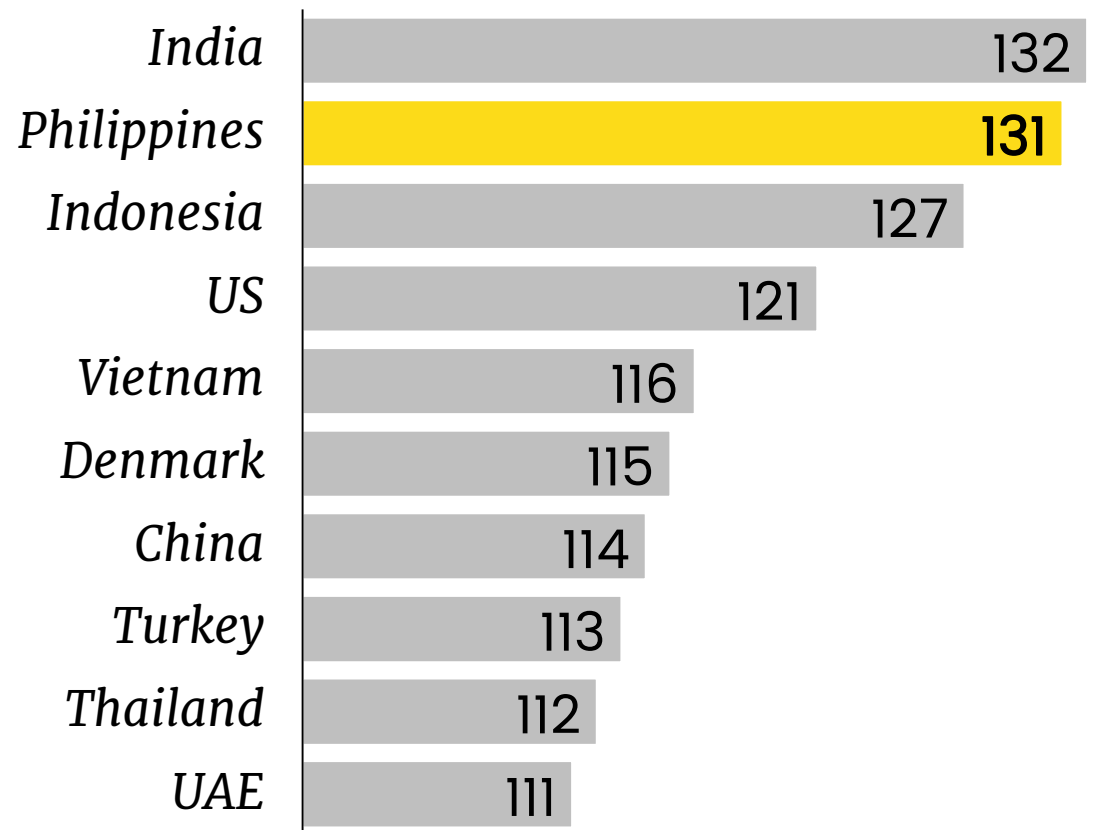
YOUNG AND OPTIMISTIC CONSUMERS

*Majority of the Filipino population is below 30 y/o.
Globally, we rank high in consumer confidence.*

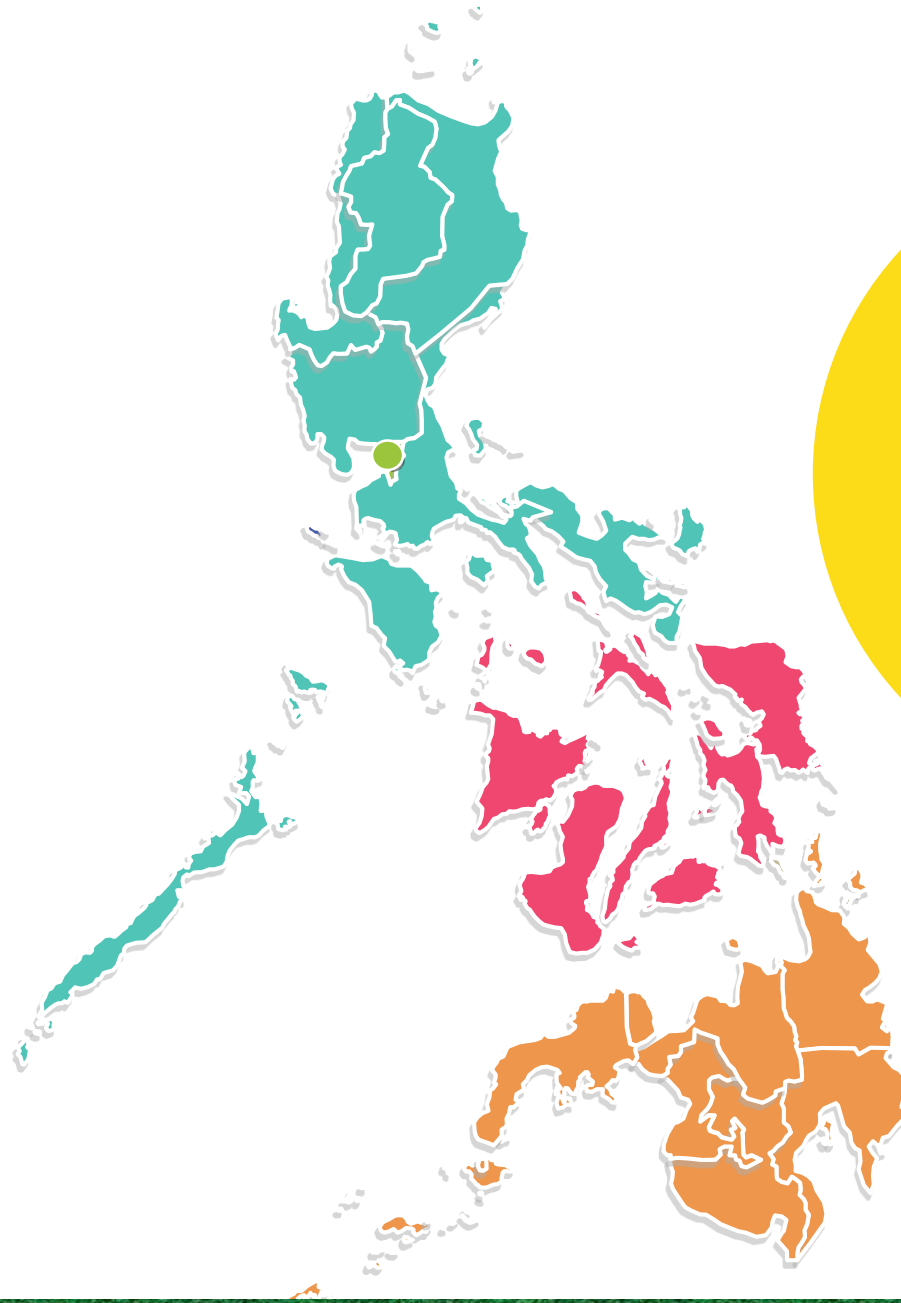
Age Demographics (2017)



Global Consumer Confidence Index (Top 10)



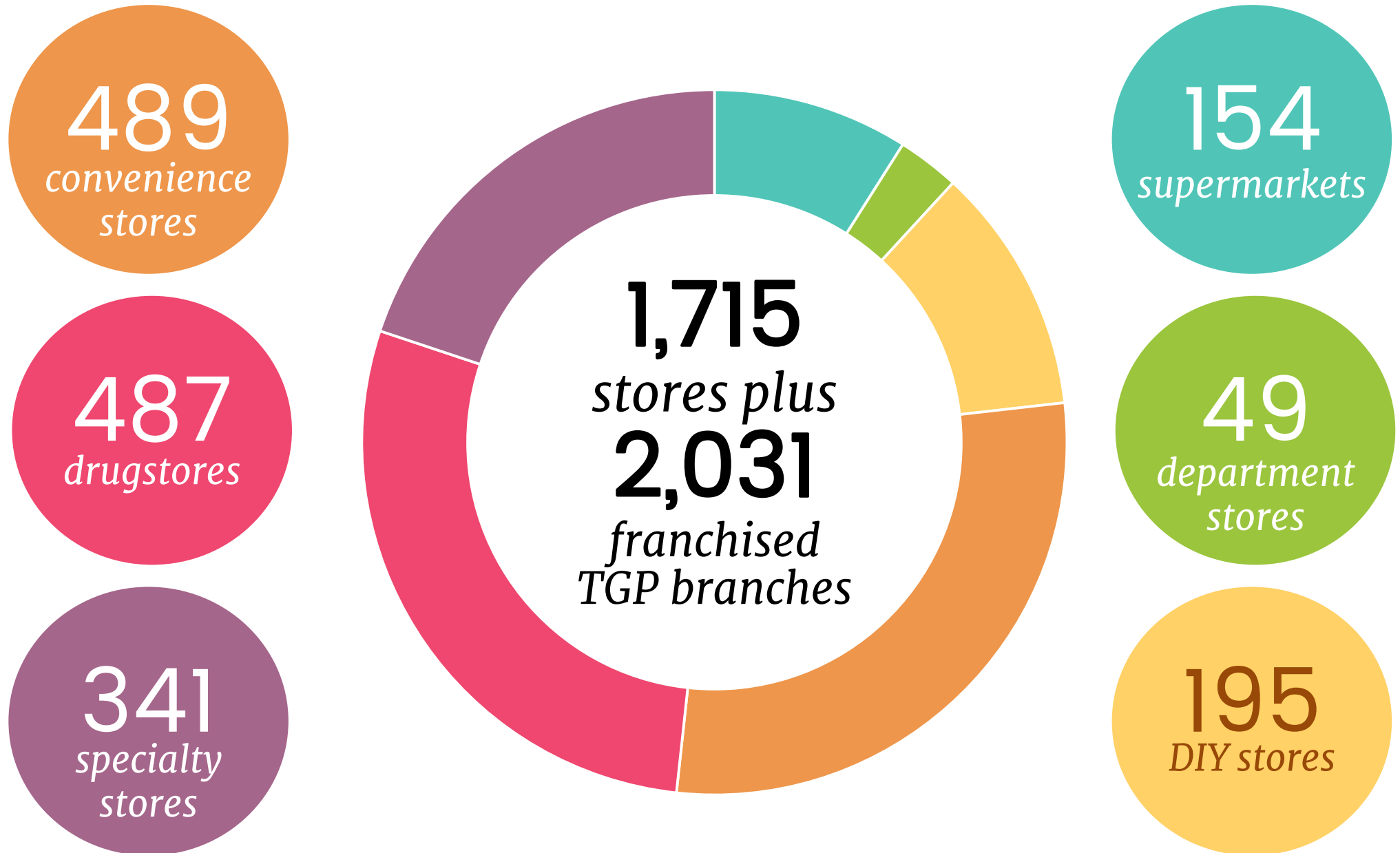
DISCIPLINED EXPANSION



1,715
stores plus
2,031
franchised
TGP branches

1.15
million sqm
of floor
space

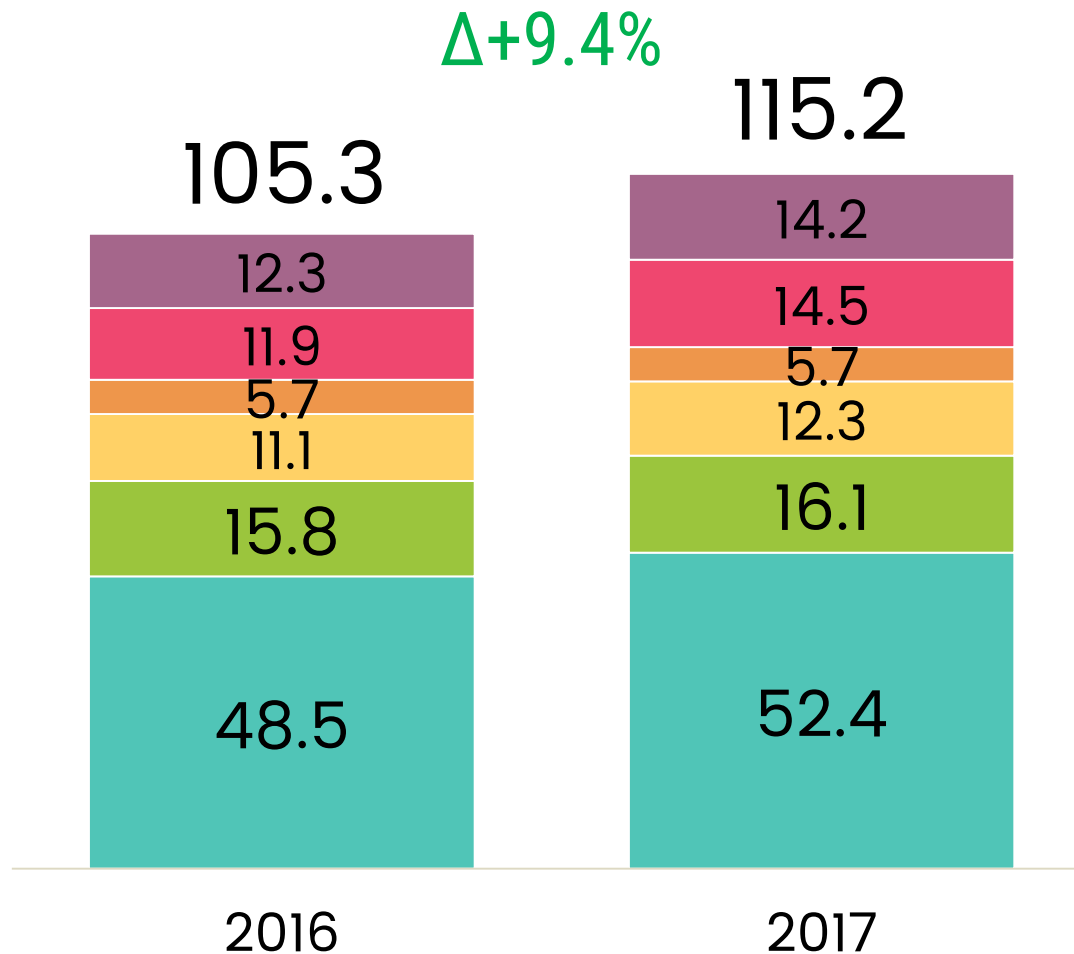
DIVERSIFIED RETAIL FORMATS



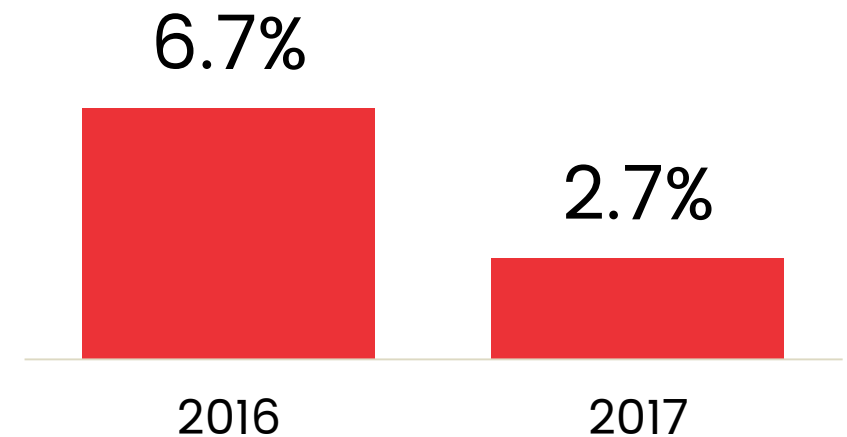
FINANCIAL PERFORMANCE

FINANCIAL PERFORMANCE: 2017

Full Year Net Sales (₹ bn)



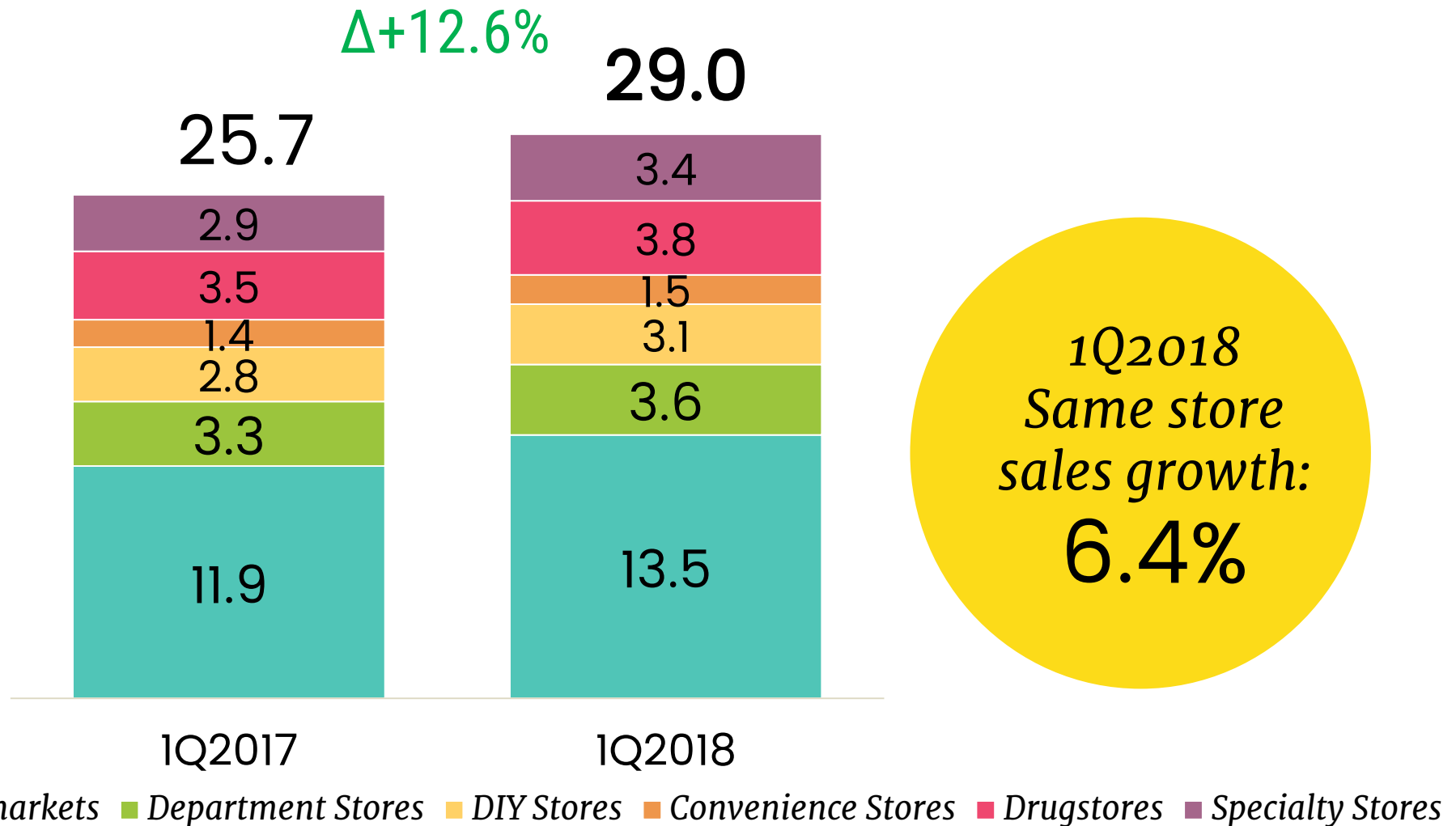
Full Year Same Store Sales Growth



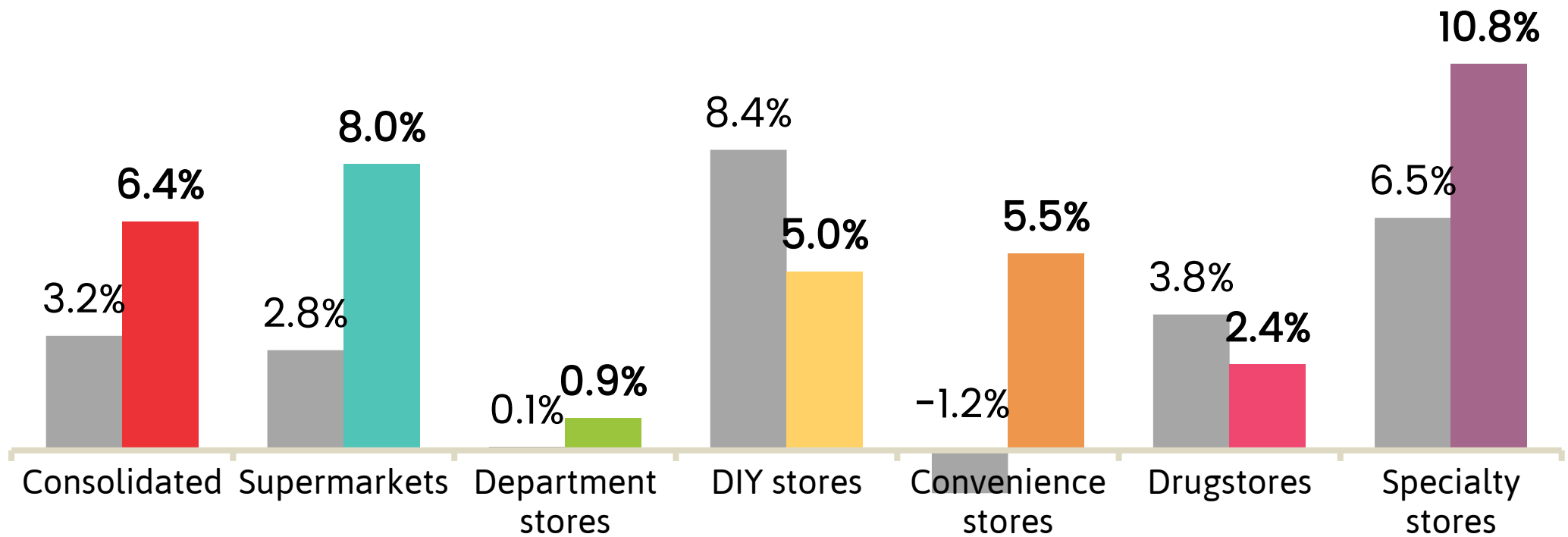
■ Supermarkets
 ■ Department Stores
 ■ DIY Stores
 ■ Convenience Stores
 ■ Drugstores
 ■ Specialty Stores

FINANCIAL PERFORMANCE: 1Q2018

First Quarter Net Sales (₹ bn)



STRONG SAME STORE SALES GROWTH: 1Q2018

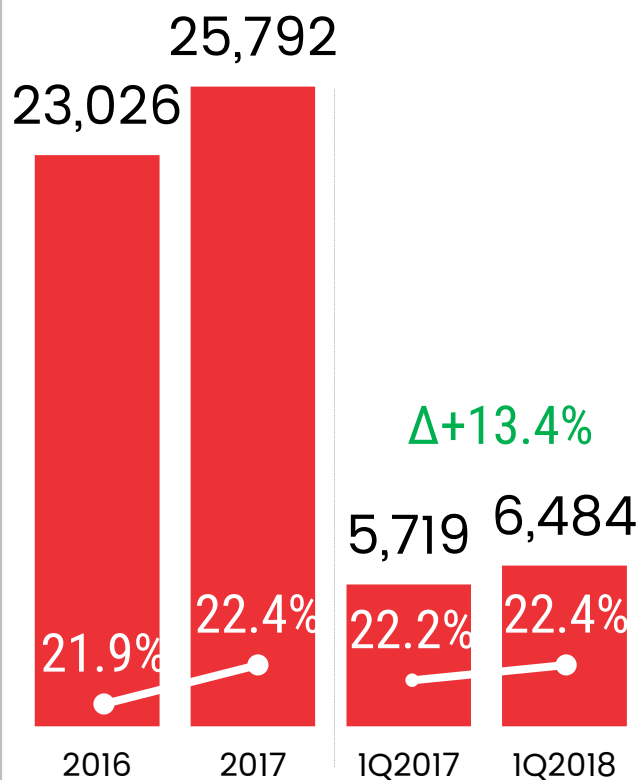


1Q2017 vs 1Q2018

SUSTAINED PROFITABILITY

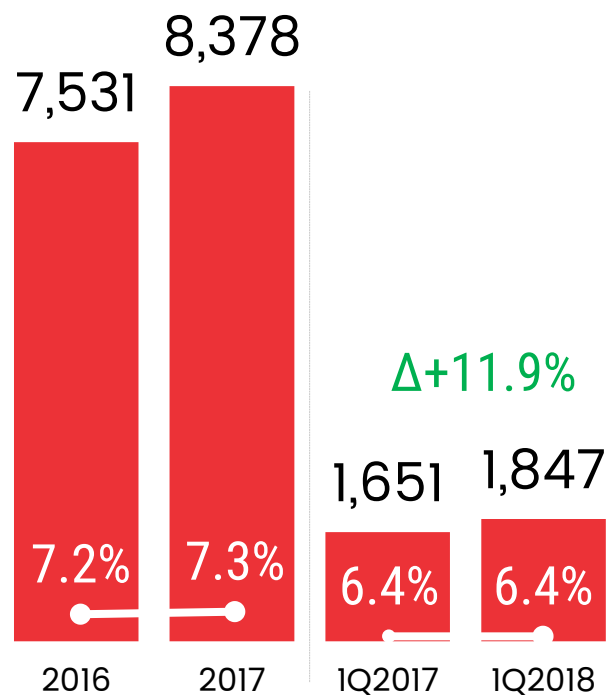
Gross Profit (₱ mm)

Δ+12.0%



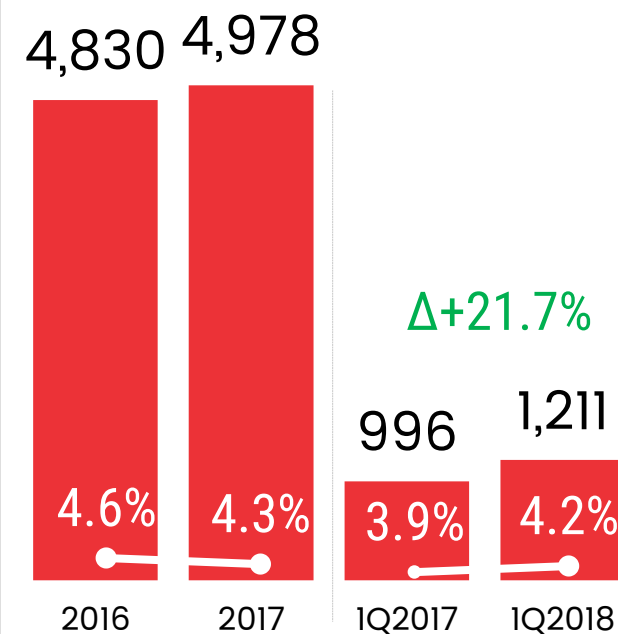
EBITDA (₱ mm)

Δ+11.3%



N.I. to Parent (₱ mm)

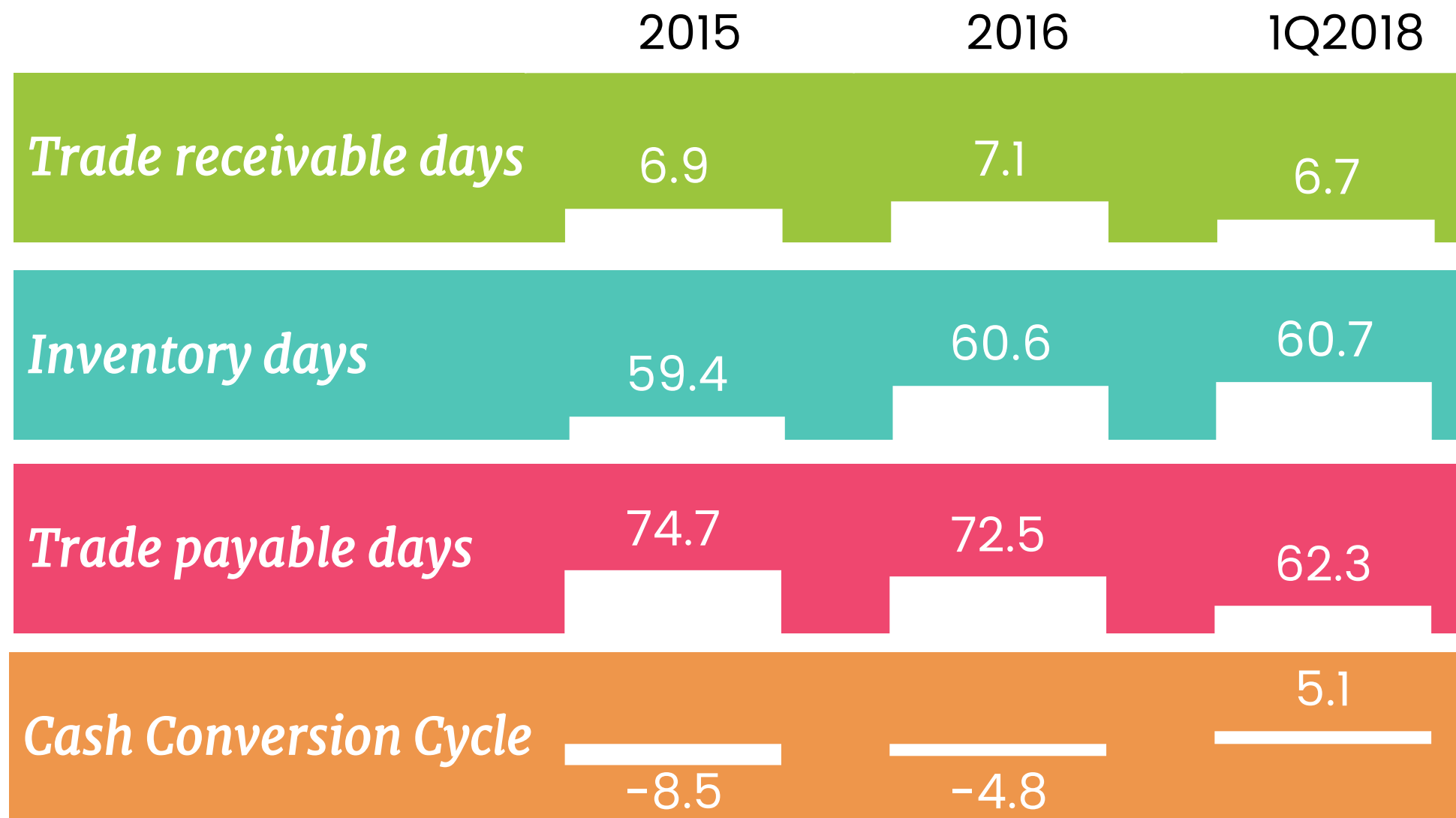
Δ+3.1%



SOLID BALANCE SHEET AND STRONG CASH POSITION

<i>in ₱ mm</i>	<i>March 2018</i>	<i>December 2017</i>
<i>Cash & Cash Equivalents</i>	10,823	14,565
<i>AFS Financial Assets</i>	20,340	20,667
<i>Total Assets</i>	78,763	82,181
<i>Total Debt</i>	3,731	6,378
<i>Total Equity</i>	56,388	55,267
<i>Net Debt (+) or Net Cash (-) *</i>	(7,092)	(8,187)
<i>Net D/E Ratio (x)</i>	(0.13x)	(0.15x)

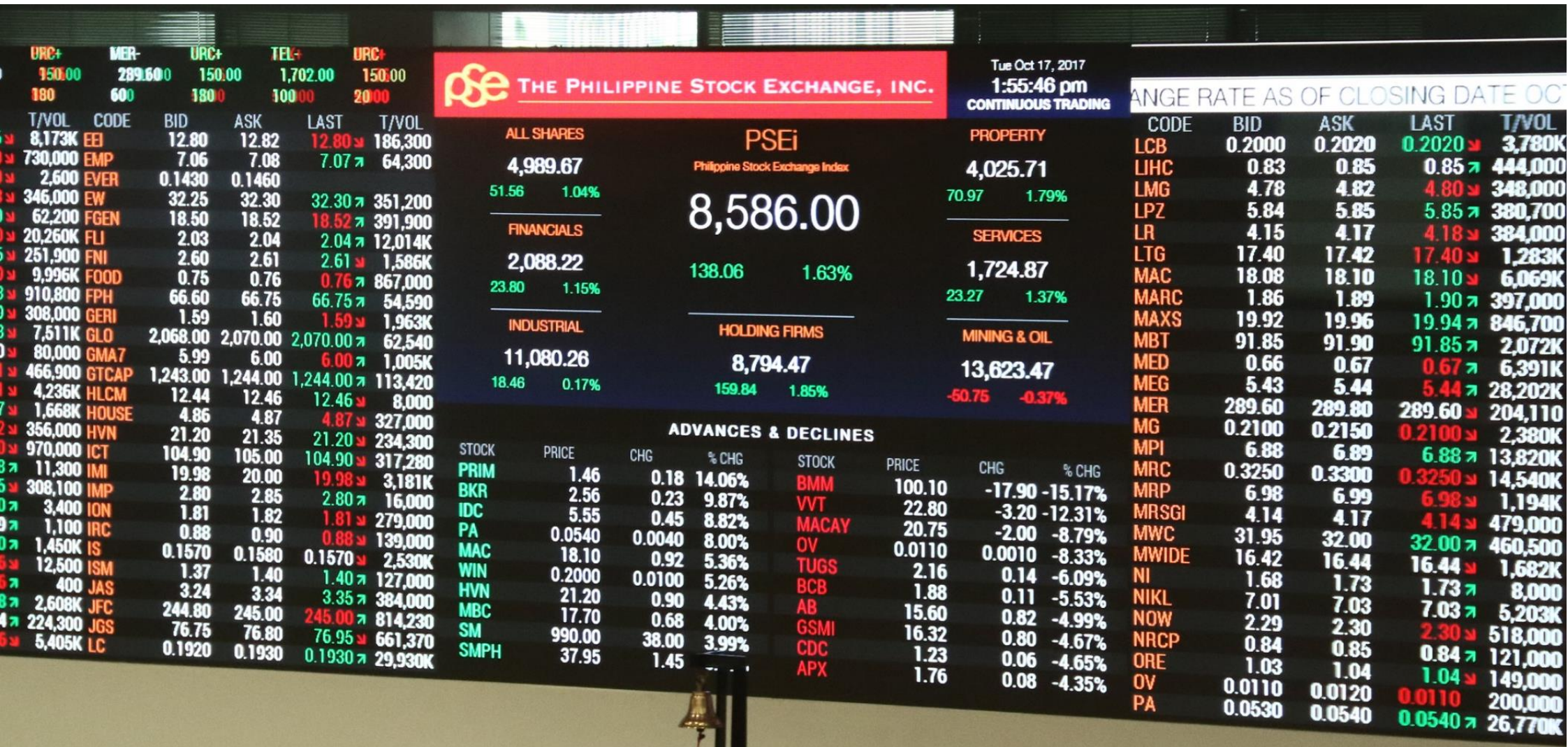
EFFICIENT WORKING CAPITAL MANAGEMENT



HIGHLIGHTS & STRATEGIC INITIATIVES

RRHI MAKES IT TO THE PSEI

On September 28, 2017, we were included in the top 30 listed companies in the PSE Index



INVESTMENT IN ONLINE

In December 2017, we invested 20% stake in Taste Central Curators Inc, operator of BeautyMNL

BEAUTY MNL



THE ONLINE MARKETPLACE

We sell online through Lazada, Zalora and honestbee

LAZADA
•COM•PH

 Robinsons
Appliances



HANDYMAN
Now Best

True Value®

 Robinsons
Department Store

TOYS R US®

ZALORA
PHILIPPINES

TOPSHOP

TOPMAN

DOROTHY PERKINS

BURTON
MENSWEAR
L O N D O N


honestbee

 Robinsons
Supermarket

southstar drug⁺

MOBILE PAYMENTS

We began to roll out mobile payment platforms in various formats



SYNERGIES IN GROCERY RETAILING

On March 23, 2018, we signed an agreement with Dairy Farm for the acquisition of 100% shares of Rustan Supercenters, Inc.



AWARDS

We were recognized by various institutions and vendors for exemplary performance across our formats



PLANS & PROSPECTS FOR 2018

OUR 2018 TARGETS

Organic
expansion of
100-120 new
stores

Higher
SSSG target
of 3%-5%

GP margin
expansion
of 10-20bps

Opening of a
bigger
distribution
center

Launch of
new retail
formats

Expand e-
commerce
into other
formats

CAPITAL EXPENDITURES

	2017	1Q2018
Supermarkets	41%	38%
Department stores	24%	24%
DIY Stores	11%	14%
Convenience Stores	4%	7%
Drugstores	8%	5%
Specialty Stores	12%	12%
Total CAPEX (in ₱ mm)	3,105	683
% of net sales	2.7%	2.4%

2018
Full Year
CAPEX:
₱3.5bn

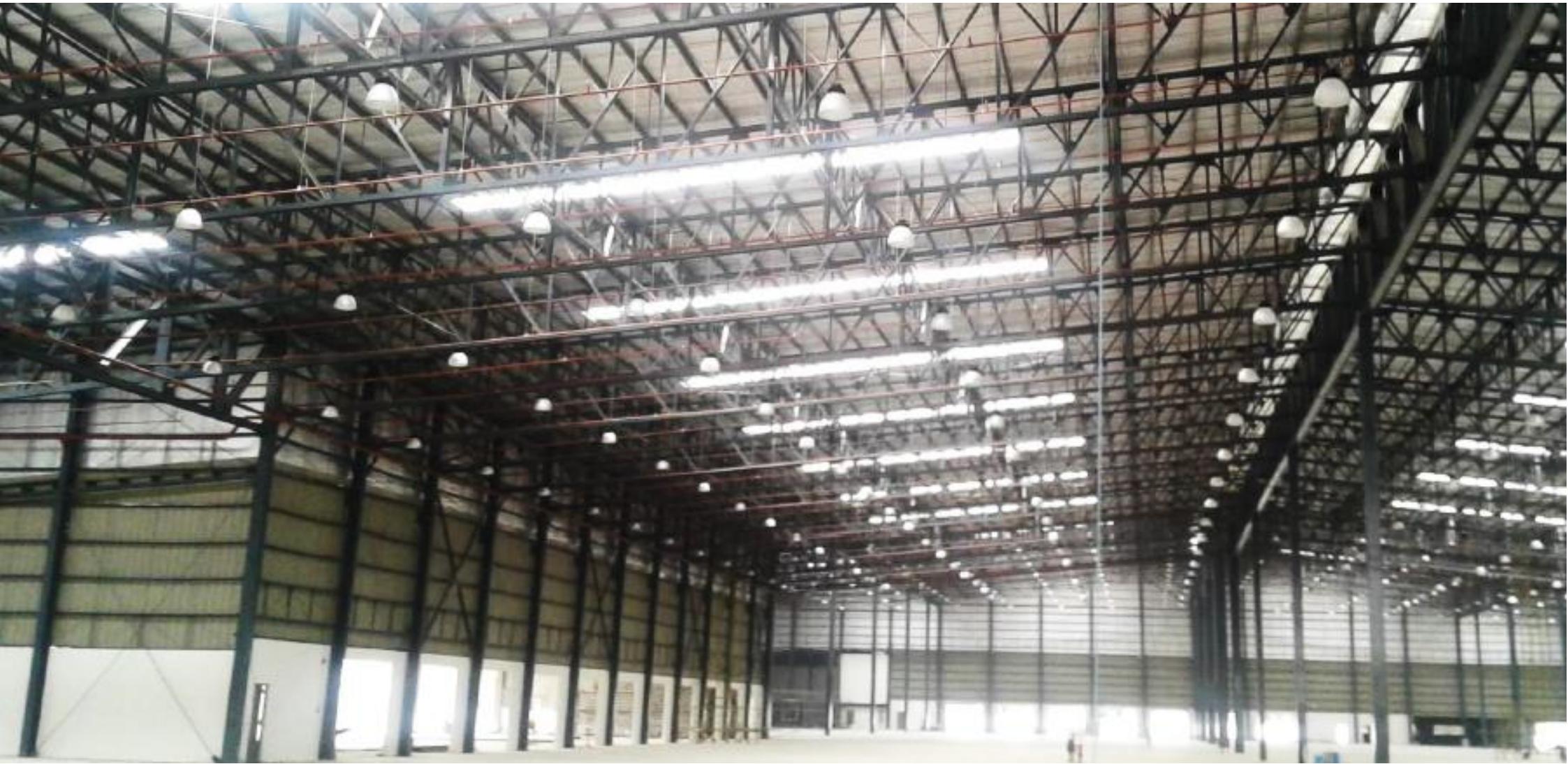
OPENING OF PET LOVERS CENTRE

We are venturing into pet care retail through a franchise agreement with Pet Lovers Centre of Singapore



NEW DISTRIBUTION CENTER

The location of Robinsons Supermarket's distribution facilities will transfer to Sucat, Parañaque this June 2018



CORPORATE SUSTAINABILITY

THINK PINK: KISS CANCER, GOODBYE!



COMBATING MALNUTRITION



PEOPLE BEFORE DISABILITIES

Image by Paul Del Rosario





THANK YOU!

