



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

**DNS RETAIL** 

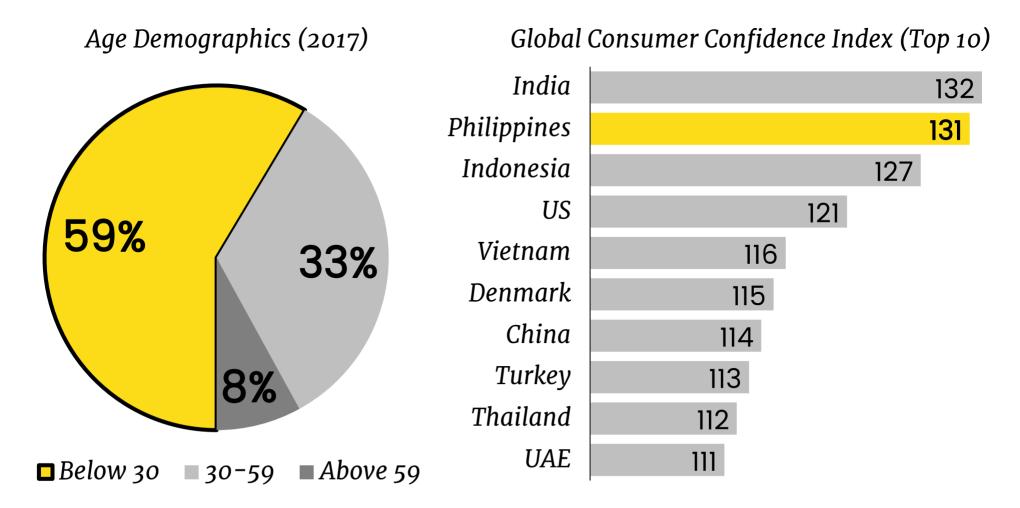
6.7% 2017 GDP growth

<b>Infra</b> <b>spending</b> (Php bn)		OFW Remittances (USD bn)		<b>BPO</b> (USD bn)			<b>Tourism</b> (PHP bn)	
493	569 ∆+15%	28.1	<b>29.1</b> ∆+4%	24.5	38.9 ∆+58%	1,582	3,303 Δ+108%	
2016A	2017A	2017E	2018F	2017E	2022F	2017F	2022F	

### YOUNG AND OPTIMISTIC CONSUMERS

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

ONS RETAIL



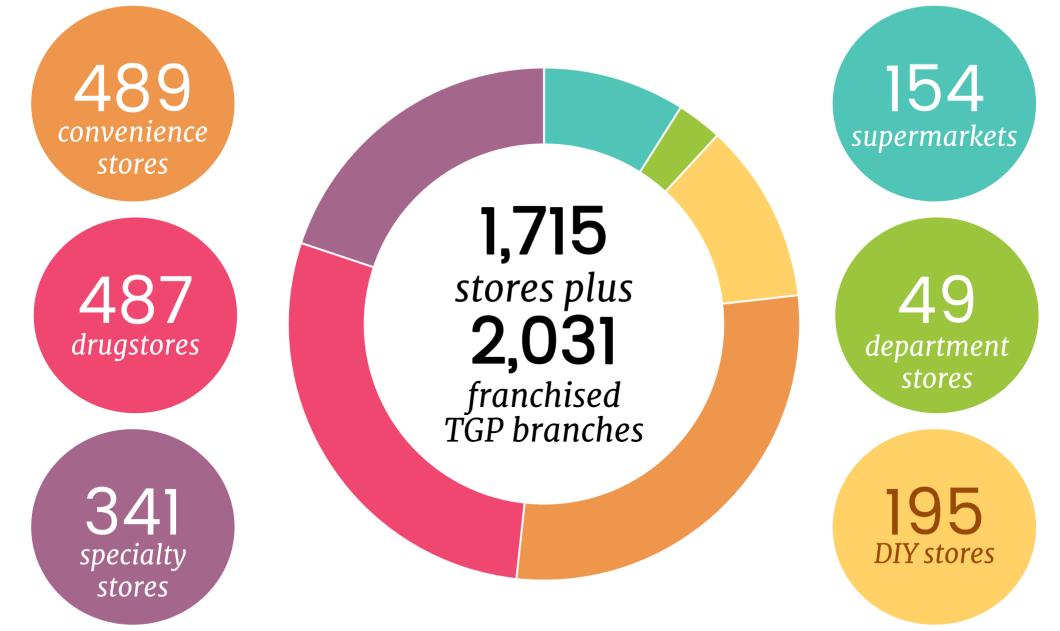
#### DISCIPLINED EXPANSION

1,715 stores plus 2,031 franchised TGP branches

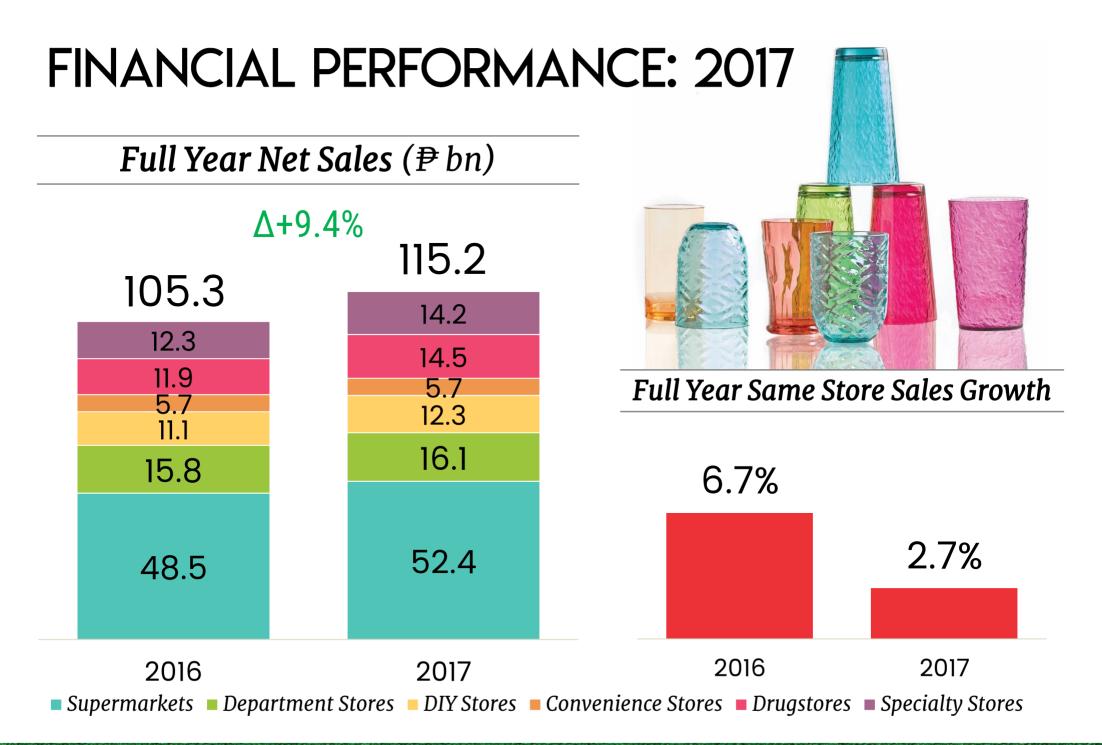
1.15

million sqm of floor space

#### **DIVERSIFIED RETAIL FORMATS**

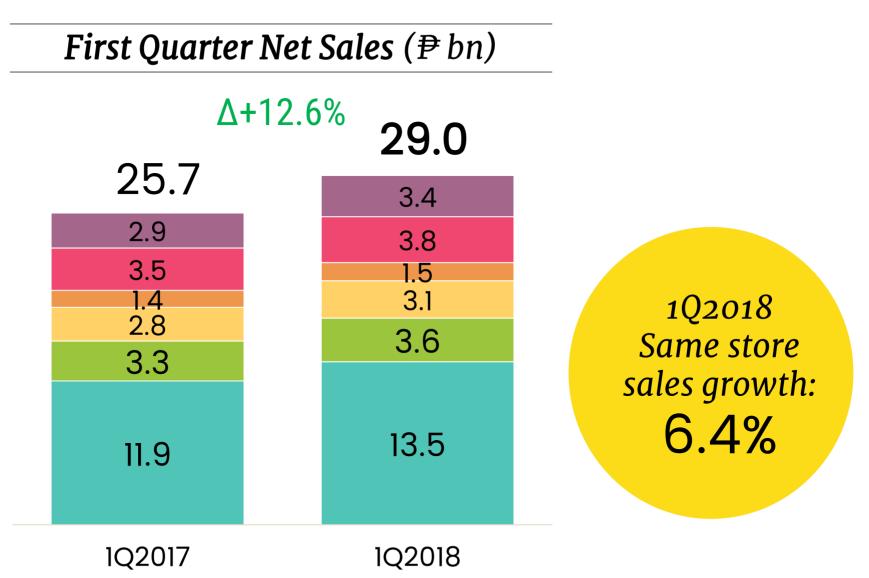


# FINANCIAL PERFORMANCE



#### ROBINSONS RETAIL

#### FINANCIAL PERFORMANCE: 1Q2018

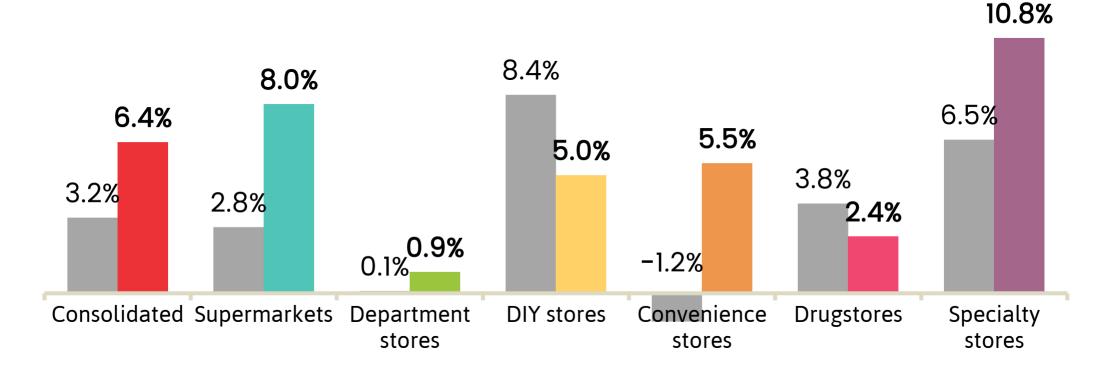


Supermarkets Department Stores DIY Stores Convenience Stores Drugstores Specialty Stores

**BINSONS RETAIL** 

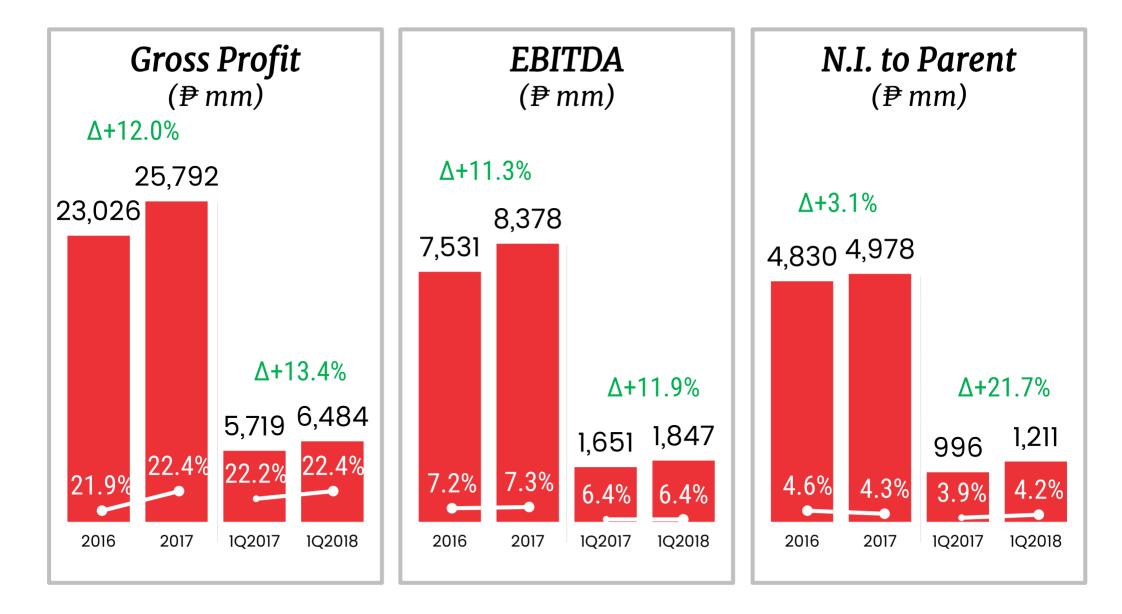
HOLDINGS, INC

#### STRONG SAME STORE SALES GROWTH: 1Q2018



#### 1Q2017 vs 1Q2018

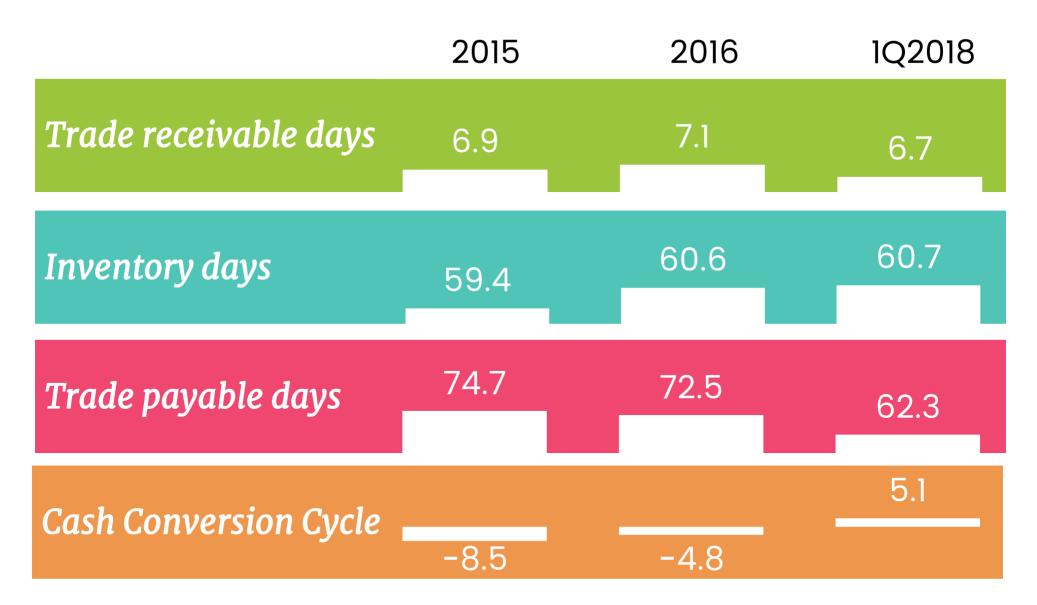
#### SUSTAINED PROFITABILITY



#### SOLID BALANCE SHEET AND STRONG CASH POSITION

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

URC+ MER- URC+ TEL+ URC+ 950100 2891600 150100 1,702.00 150100 180 600 1800 10000 2000		PINE STOCK EXCHANGE, IN	Tue Oct 17, 2017 IC. 1:55:46 pm CONTINUOUS TRADING	ANGE RATE AS	OF CLOSING DATE OC
T/VOL CODE BID ASK LAST T/VOL   13 8,173K EE 12.80 12.82 12.80 at 186,300   13 730,000 EMP 7.06 7.08 7.07 7 64,300   14 2,600 EVER 0.1430 0.1460 0.1460   14 346,000 EW 32.25 32.30 32.30 7 351,200   14 62,200 FGEN 18.50 18.52 18.52 7 391,900   14 20,260K FLI 2.03 2.04 2.04 7 12,014K   14 251,900 FNI 2.60 2.61 2.61 at 1,586K   14 9,996K FOOD 0.75 0.76 0.76 7 867,000   15 9,996K FOOD 0.75 0.76 1.59 at 1,963K   14 9,996K FOOD 0.75 0.60 1.59 at 1,963K   15 9,000 GERI 1.59 1.60 1.59 at 1,963K   15 9,000 GERI 1.59 6.00 6.00 7 1,005K	ALL SHARES 4,989.67 51.56 1.04% FINANCIALS 2,088.22 23.80 1.15% INDUSTRIAL 11,080.26 18.46 0.17%	PSEi Philippine Stock Exchange Index <b>8,586.00</b> 138.06 1.63% HOLDING FIRMS 8,794.47	PROPERTY 4,025.71 70.97 1.79% SERVICES 1,724.87 23.27 1.37% MINING & OIL 13,623.47	CODE   BID     LCB   0.2000     LIHC   0.83     LMG   4.78     LPZ   5.84     LR   4.15     LTG   17.40     MAC   18.08     MARC   1.86     MAXS   19.92     MBT   91.85     MED   0.66     MEG   5.43	ASK LAST T/VOL 0.2020 0.2020 3,780K 0.85 0.85 7 444,000 4.82 4.80 348,000 5.85 5.85 7 380,700 4.17 4.18 384,000 17.42 17.40 1,283K 18.10 18.10 6,069K 1.89 1.90 7 397,000 19.96 19.94 7 846,700 91.90 91.85 7 2,072K 0.67 0.67 7 6,391K 5.44 5,44 7 28,202K
a 4,236K HLCM 12.44 12.46 12.46 ± 8,000   (a 1,668K HOUSE 4.86 4.87 4.87 ± 327,000   (a 356,000 HVN 21.20 21.35 21.20 ± 234,300   (a 970,000 ICT 104.90 105.00 104.90 ± 317,280   (a 308,100 IMP 2.80 2.85 2.80 7 16,000   (a 3,400 INN 1.81 1.82 1.81 ± 279,000   (a 3,400 INN 1.81 1.82 1.81 ± 279,000   (a 1,100 IRC 0.88 0.90 0.88 ± 139,000   (a 1,450K IS 0.1570 0.1580 0.1570 ± 2,530K   (a 12,500 ISM 1.37 1.40 1.40 7 127,000   (a 2,608K JFC 244.80 245.00 245.00 7 814,230   (a 224,300 JGS 76.75 76.80 76.90 * 661.970	STOCK   PRICE   CH     PRIM   1.46   BKR   2.56     IDC   5.55   PA   0.0540   0     MAC   18.10   WIN   0.2000   0     HVN   21.20   MBC   17.70   SM	0.23 9.87% VVT 0.45 8.82% MACAY 0.0040 8.00% OV 0. 0.92 5.36% TUGS 0.0100 5.26% BCB 0.90 4.43% AB 0.68 4.00% CONT	-50.75 -0.37% CE CHG % CHG 00.10 -17.90 -15.17% 22.80 -3.20 -12.31% 20.75 -2.00 -8.79% 0110 0.0010 -8.33% 2.16 0.14 -6.09% 1.88 0.11 -5.53% 15.60 0.82 -4.99% 16.32 0.80 -4.67% 1.23 0.06 -4.65% 1.76 0.08 -4.35%	MER   289.60     MG   0.2100     MPI   6.88     MRC   0.3250     MRP   6.98     MRSGI   4.14     MWC   31.95     MWIDE   16.42     NI   1.68     NIKL   7.01     NOW   2.29     NRCP   0.84     ORE   1.03     OV   0.0110     PA   0.0530	5.44 5.44 7 28,202K   289.80 289.60 ± 204,110   0.2150 0.2100 ± 2,380K   6.89 6.88 7 13,820K   0.3300 0.3250 ± 14,540K   6.99 6.98 ± 1,194K   4.17 4.14 ± 479,000   32.00 32.00 7 460,500   16.44 16.44 ± 1,682K   1.73 1.73 7 8,000   7.03 7.03 7 5,203K   2.30 2.30 ± 518,000   0.85 0.84 7 121,000   1.04 1.04 ± 149,000   0.0120 0.0110 200,000   0.0540 0.0540 7 26,770K

## INVESTMENT IN ONLINE

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

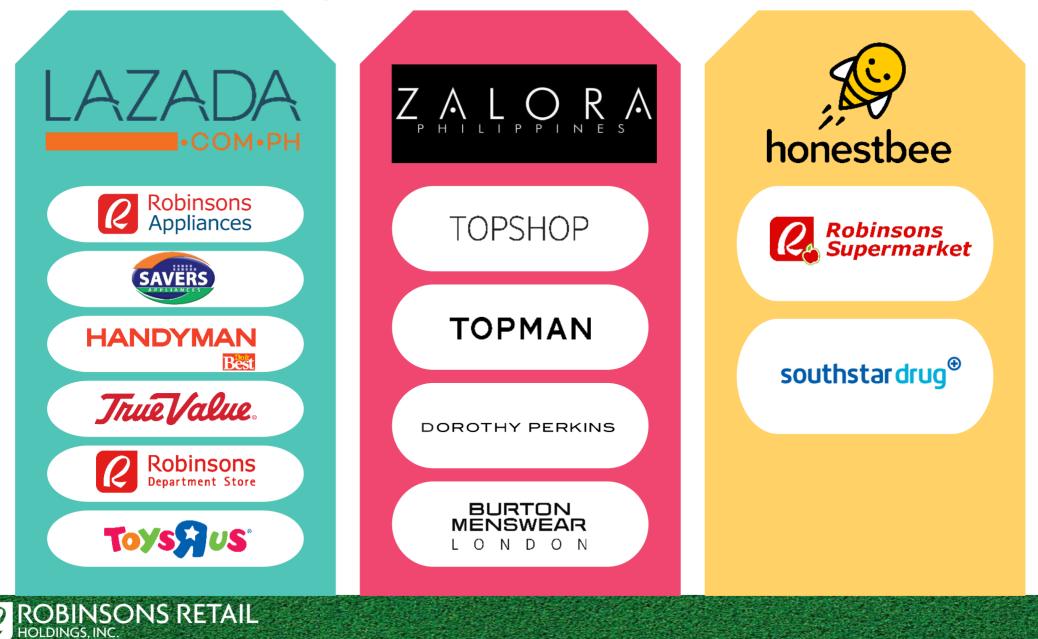






## THE ONLINE MARKETPLACE

We sell online through Lazada, Zalora and honestbee



#### 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

14%

7%

5%

12%

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

2018 **Full Year** CAPEX: **₱**3.5bn

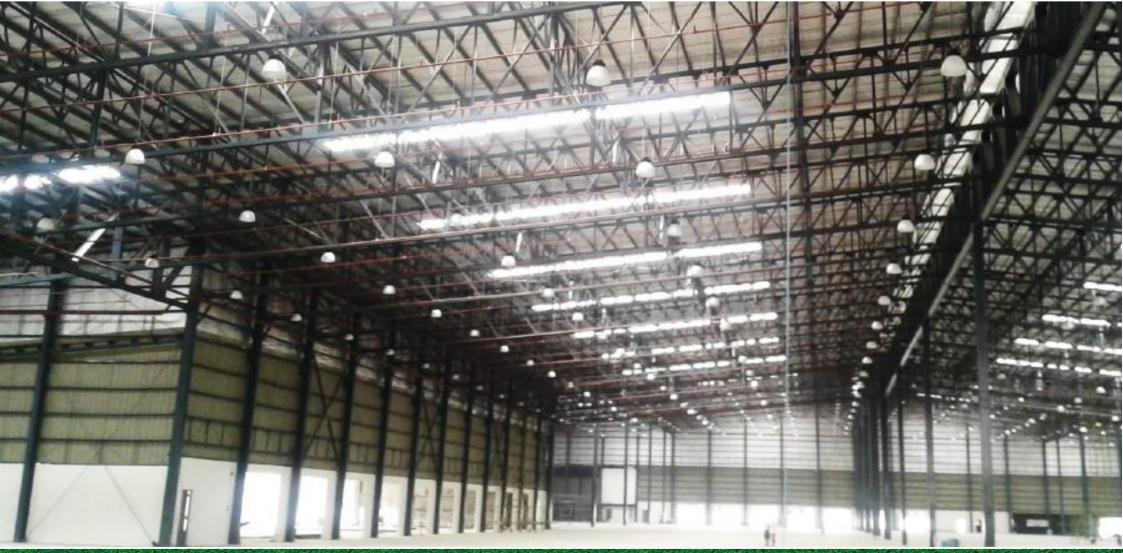
### OPENING OF PET LOVERS CENTRE

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!



R

#### COMBATING MALNUTRITION



#### PEOPLE BEFORE DISABILITIES

Image by Paul Del Rosario



