

August 6, 2018

### Robinsons Retail's 1H 2018 Net Income Up 14.9%

<i>(In ₱ millions)</i>	For the Second Quarter ended June 30			For the First Half ended June 30		
	2018	2017	% change	2018	2017	% change
<b>Net Sales</b>	<b>31,498</b>	<b>27,763</b>	<b>13.5</b>	<b>60,459</b>	<b>53,486</b>	<b>13.0</b>
Gross Profit	7,123	6,226	14.4	13,606	11,945	13.9
<b>Operating Income</b>	<b>1,752</b>	<b>1,557</b>	<b>12.6</b>	<b>3,027</b>	<b>2,715</b>	<b>11.5</b>
Net Income	1,595	1,441	10.7	2,948	2,542	16.0
<b>Net Income attributable to equity holders of the parent company</b>	<b>1,410</b>	<b>1,286</b>	<b>9.6</b>	<b>2,622</b>	<b>2,282</b>	<b>14.9</b>
Core Net Earnings	<b>1,329</b>	1,149	15.7	<b>2,287</b>	1,992	<b>14.8</b>
<b>EBITDA</b>	<b>2,291</b>	<b>2,053</b>	<b>11.6</b>	<b>4,139</b>	<b>3,704</b>	<b>11.7</b>
Earnings per share (₱)*	1.02	0.93	9.6	1.89	1.65	14.9

\*Based on net income attributable to equity holders of the Parent company. Shares outstanding used in the calculation is 1,385m.

Robinsons Retail Holdings, Inc.'s net income attributable to equity holders of the parent company rose 14.9% in 1H 2018 to ₱2.6 billion from ₱2.3 billion in the previous year. Operating income grew by 11.5% on the back of the 20bps improvement in gross margins and strong same store sales growth (SSSG) of 6.5% for the same period.

Consolidated net sales for 1H 2018 reached ₱60.5 billion, an increase of 13.0% from ₱53.5 billion last year, driven by the strong SSSG and sales contribution of new stores.

Higher consumption driven by increased take-home pay from the implementation of the TRAIN Law was sustained through the first half of the year, with all formats registering robust SSSG. The supermarket segment, which contributed 46.1% to consolidated net sales and 42.1% to consolidated EBITDA (earnings before interest, taxes, depreciation and amortization), led the growth with SSSG at 8.6%, along with specialty stores at 9.0% in 1H 2018. The rest of the segments likewise registered positive SSSG, with DIY at 5.6%, convenience stores at 4.3%, drugstores at 3.0%, and department stores at 1.1%.

Excluding the franchised branches of The Generics Pharmacy, Robinsons Retail ended June 2018 with 1,742 stores. Further store expansion for 2018 is set to continue with 75% of new store openings scheduled during the second half of the year. GFA increased by 10.3% year-on-year to approximately 1,176,000 square meters.

Gross margins expanded by 20bps to 22.5% as a result of increasing scale and improvement in category mix. Meanwhile, EBITDA improved by 11.7% to ₱4.1 billion, with EBITDA margin at 6.8%.

Robinsons Retail's balance sheet remained solid with net cash amounting to ₱27.9 billion as of end June 2018. The company spent a total of ₱1.9 billion in capital expenditures for the first half of 2018.

Signed:



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