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Robinsons Retail Acquires 51% of TGP, the Country's Number One Generics Pharmacy



Shown during the signing are (from front left to right): Lance Gokongwei, Robinsons Retail Chairman and CEO; James L. Go, JG Summit Holdings Chairman; and Robina Gokongwei-Pe, Robinsons Retail President; TGP Founder and Chairman Benjamin Liuson; Judy Liuson, wife of Benjamin Liuson; and Raymund Sanchez, TGP President. At the back, from left to right are Manuel Dy and Dahlia Dy of South Star Drug and Jennibeth Liuson and Joyce Liuson Tan of TGP.

Robinsons Retail Group acquired today 51% of The Generics Pharmacy (TGP), the country's largest and fastest growing generics drugstore chain with over 1,800 stores.

The Liuson family which founded TGP has been in the pharmaceutical business since 1959, initially as importer and wholesaler under the name Pacific Pharma. In 1983, Pacific Pharma shifted its focus to generic medicines after realizing the serious need of most Filipinos for quality medicine at affordable prices. In 2001, the Liuson family ventured into retail and set up The Generics Pharmacy (TGP). As demand grew, in 2007, TGP decided to bring affordable healthcare and medicines more accessible to far-flung areas of the country through the franchising business model. TGP and the Liuson family were advised by Fortman Cline Capital Markets.

Robinsons Retail's acquisition of TGP combined with South Star Drug will put the retail drugstore network of the group to nearly 2,200 stores nationwide, the largest in terms of the total number of store outlets in the country, targeting all types of consumers and covering all segments of the drugstore business.

Robina Gokongwei-Pe, President and COO of Robinsons Retail said, *"We are very excited to partner with TGP. This is because TGP strongly believes in its vision to offer quality products at very affordable prices and in convenient locations. It is an honor to continue the company's legacy and to further grow the business"*.

"We have been a firm believer that a Filipino deserves nothing less for less cost. Thus, we have been true to our mission of helping address the health needs of every Filipino by providing a complete range of safe, quality and cost-effective generic medicines and healthcare products and services. As we profit from accomplishing this mission, we ensure our growth is shared among our franchisees, partners, suppliers and employees. It is our hope to bring our business a step higher with our partnership with Robinsons Retail", said Benjamin Liuson, founder and Chairman of the Board of TGP.

Signed:



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