

Robinsons Retail Net Sales Hits ₱151 billion in 2020 As E-commerce Sales Rise

Unaudited Financial Highlights:

In ₱ millions	For the year ended December 31		
	2020	2019	% change
Net Sales	151,029	162,916	-7.3
Gross Profit	32,850	37,181	-11.6
Operating Income	5,862	7,798	-24.8
Net Income	3,191	4,550	-29.9
Net Income attributable to equity holders of the Parent company	2,933	3,919	-25.2
EBITDA	12,780	14,678	-12.9
Earnings per share (₱/share) *	1.87	2.49	-24.9

* Based on net income attributable to equity holders of the Parent company. Shares outstanding used in the calculation are 1,571 for 2020, and 1,576m for 2019.

Robinsons Retail Holdings, Inc. ended 2020 with unaudited consolidated net sales amounting to ₱151.0 billion, a 7.3% reduction from the previous year. The drop in net sales was due to the economic effects of the pandemic. Sales includes the two months' results of Rose Pharmacy, a leading chain in the Visayas, which was acquired in October 2020.

The Company is on a fast-track in increasing its e-commerce presence, capitalizing on the shift in buyer preferences towards online marketplaces, which was made more pronounced by the pandemic. Robinsons Retail operates its own e-commerce platforms – gorobinsons.ph, southstardrug.com.ph, and robinsonsappliances.com.ph. GoRobinsons has onboarded six banners, namely, Robinsons Supermarket, The Marketplace, Shopwise, Toys 'R' Us, No Brand and Handyman Do-It-Best. It is set to add other formats in its site this year. Selling via third party platforms, meanwhile, still remains part of the Company's strategy to increase sales contribution from e-commerce.

Robinsons Retail's e-commerce sales continued to rise, registering nearly 3x increase from the previous year including sales from third party platforms.

Blended same store sales growth (SSSG) was negative 8.9% for full year 2020 mainly due to the performance of the non-essential formats which were closed for eight weeks in 2020. However, SSSG of the supermarket segment was strong at 7.7%. SSSG of the drugstores segment ended flat, as sales of prescription drugs slowed down in the second half of the year with less people visiting hospitals. SSSG of the department store, do-it-yourself (DIY) and

convenience store segments were down in 2020 but showed improvement in the fourth quarter as quarantine restrictions eased.

Unaudited net income attributable to the equity holders of the parent company reached ₱2.93 billion for the full year 2020.

Robinsons Retail total store count as of end-December reached 2,157, which included 178 supermarkets, 16 hypermarkets, 70 minimarts, 49 department stores, 225 do-it-yourself stores, 472 convenience stores, 829 drugstores and 318 specialty stores. On top of this are 2,025 franchised stores of TGP.

“2020 was a year of difficulties for many businesses. COVID-19 might be considered a first in our lifetime, yet we remained resilient and focused on providing the best products and services to our customers. I want to thank our partners, suppliers and employees for doing their best to ensure that our customers have access to their needs during these trying times. We remain steadfast in our commitment in 2021, confident that we can drive sustainable growth for all of our stakeholders,” said Robina Gokongwei-Pe, the President & CEO of Robinsons Retail Holdings, Inc.