

## Robinsons Retail 2Q22 NIAT Doubles as Net Sales Surpass Pre-Pandemic Levels

### Unaudited Financial Highlights:

In ₱ millions	For the Quarter ended June 30			For the Six Months ended June 30		
	2022	2021	% change	2022	2021	% change
<b>Net Sales</b>	42,944	35,832	19.8	82,367	71,448	15.3
Gross Profit	10,233	8,155	25.5	19,318	16,319	18.4
EBITDA	3,834	2,891	32.7	7,198	5,723	25.8
Operating Income	2,044	1,169	74.7	3,632	2,332	55.7
<b>NET INCOME</b>	1,685	751	124.3	2,962	1,772	67.2
<b>Net Income attributable to equity holders of the parent company</b>	1,557	724	115.1	2,737	1,669	64.0
Earnings per share (₱/share) *	1.04	0.47	122.2	1.83	1.08	69.6

\* Based on net income attributable to equity holders of the Parent company. Shares outstanding used in the calculation are 1,491m for 2Q2022, 1,497 for 1H2022, and 1,541m for 2Q2021 and 1,548 for 1H2021.

Robinsons Retail Holdings, Inc. reported net income attributable to equity holders of the parent company (NIAT) at ₱1.6 billion in the second quarter of 2022, more than double the ₱724 million in the same period last year and higher than pre-pandemic level in 2019 by 44.7%. The surge in profitability is on account of good operating performance and full quarter impact of the austerity measures implemented last year. Coupled with the ongoing share buyback program, earnings per share had a bigger lift by 122.2% to ₱1.04/share.

Net sales reached ₱42.9 billion in the second quarter, growing by 19.8% versus last year and surpassing pre-pandemic level by 7.7%. Improved overall sales were driven by the 15.5% Same Store Sales Growth (SSSG). The significant increase in SSSG, which was a huge turnaround from previous year's minus 3.4%, was due to higher transaction count across segments, given improvements in mobility and easing of border restrictions.

Gross profit climbed 25.5% to ₱10.2 billion mainly due to better product mix, with margin rising 100bps yoy. EBITDA advanced by 32.7% to ₱3.8 billion.

Robust gains from the second quarter enhanced performance for the first half of 2022. Net sales jumped 15.3% to ₱82.4 billion. E-commerce sales accounted for 3.6% of sales, an increase from 2.8% last year. EBITDA improved by 25.8% to ₱7.2 billion resulting in net income attributable to the parent company amounting to ₱2.7 billion, up by 64.0% vs. last year.

“Our banners performed very well during the second quarter. Our cost-efficiency efforts have also continued to yield positive results. Thus, we are in a position of renewed fervor and strength to further widen our already expansive offline and online reach and broaden our ecosystem of products & services in order to gain more valuable customer relationships,” said Robina Gokongwei Pe, President & CEO of Robinsons Retail Holdings, Inc.

Signed:



Gina Roa-Dipaling

Investor Relations Officer

Tel nos. DL: (632) 8631 1490 TL: (632) 86350751 to 64 ext 555

Email: [gina.dipaling@robinsonsretail.com.ph](mailto:gina.dipaling@robinsonsretail.com.ph)