



Agenda



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Third Quarter 2022 Performance Highlights



Consolidated
Net sales

₱44.7bn

▲ 19.3%

Blended SSSG

15.1%

E-commerce
Sales share to
Total Sales

3.2%

Gross margin

24.0%

▲ 120bps

EBITDA margin

9.1%

▲ 50bps

Net income
att. to parent

₱1.7bn

▲ 60.8%

EPS: **₱1.13**, +66.0%

2,261
stores plus
2,111 TGP
branches
nationwide

Omnichannel Presence

Total of **2,261** stores plus **2,111** TGP Branches

	Metro Manila	Luzon	Visayas	Mindanao	Total
Supermarkets	133	125	36	17	311
Drugstores ¹	127	393	293	144	957
DIY Stores	66	92	36	25	219
Department Stores	10	19	12	9	50
Convenience Stores	294	126	13	0	433
Specialty Stores	91	133	39	28	291
Total	721	888	429	223	2,261
TGP	446	1,143	315	207	2,111

With gross floor area of **1.46** million sqm¹

47%

6%

12%

24%

2% 9%

Gross Floor area per segment as % of total

¹ Excluding TGP



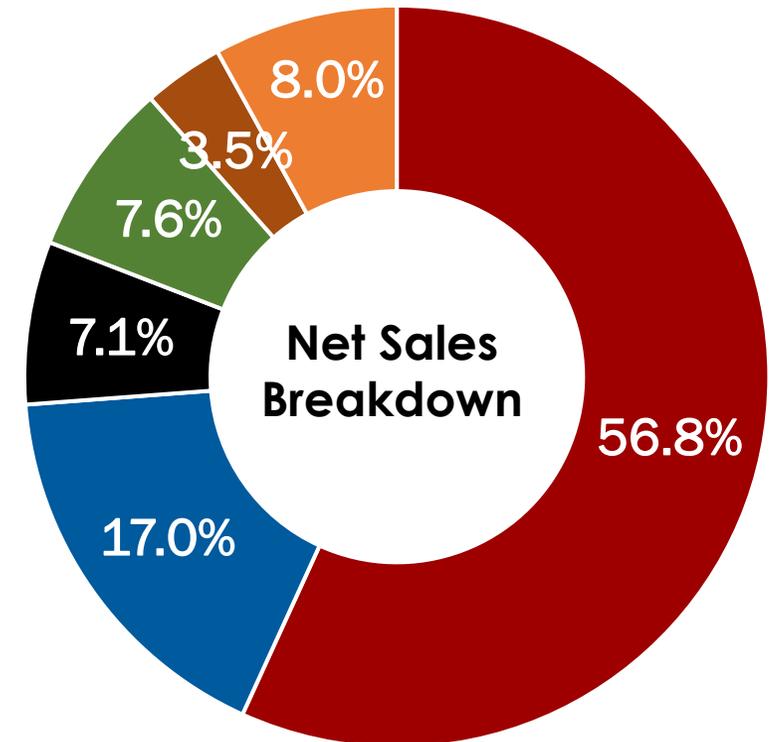
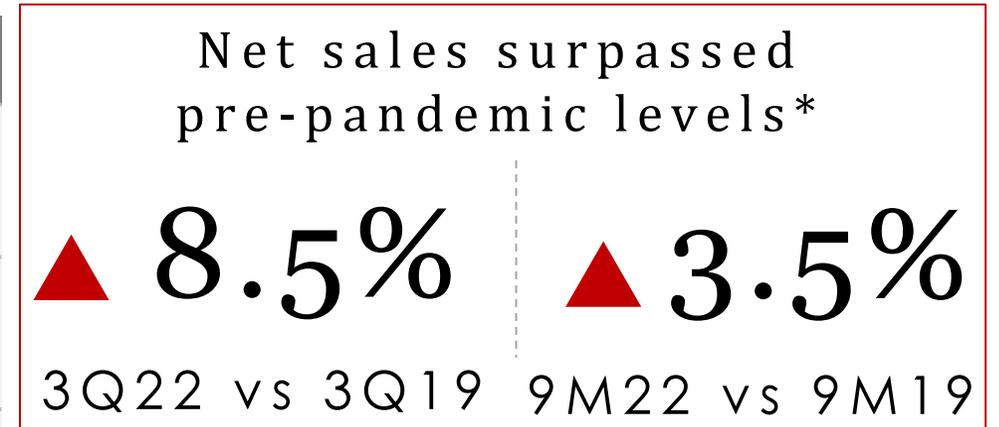
GoCart serves as an online store for **14** of our banners.

South Star Drug, Rose Pharmacy, Robinsons Appliances and Savers Appliances also have their **own e-commerce websites**.

RRHI continues to partner with **third-party platforms** and also has **call & collect and call to deliver services**.

RRHI Consolidated Results

	3Q21	3Q22	9M21	9M22	3QΔ	9MΔ
Supermarkets	21.8	25.5	64.0	72.2	16.8%	12.8%
Drugstores	7.5	7.7	19.8	21.7	1.6%	9.4%
DIY stores	2.7	3.0	8.3	9.0	12.7%	8.9%
Department stores	1.6	3.6	5.2	9.7	131.0%	87.7%
Convenience stores	1.1	1.6	3.6	4.4	37.1%	23.1%
Specialty stores	2.8	3.4	8.1	10.1	23.7%	24.6%
TOTAL (₱ bn)	37.5	44.7	108.9	127.1	19.3%	16.7%



*Excluding Rose Pharmacy which was acquired on October 30, 2020

RRHI Consolidated Results

In ₱ mn	3Q21	3Q22	9M21	9M22	3QΔ	9MΔ
Net Sales	37,479	44,724	108,927	127,091	19.3%	16.7%
SSSG	-1.3%	15.1%	-7.4%	11.8%		
Gross Profit	8,559	10,748	24,878	30,065	25.6%	20.9%
Gross Margin	22.8%	24.0%	22.8%	23.7%		
EBITDA	3,243	4,085	8,967	11,283	26.0%	25.8%
EBITDA Margin	8.7%	9.1%	8.2%	8.9%		
EBIT	1,489	2,286	3,821	5,919	53.5%	54.9%
EBIT Margin	4.0%	5.1%	3.5%	4.7%		
Net Income - Parent	1,040	1,672	2,709	4,409	60.8%	62.7%
N.I. - Parent Margin	2.8%	3.7%	2.5%	3.5%		
Core Net Income	756	1,447	2,076	3,583	91.4%	72.6%
EPS	0.68	1.13	1.76	2.95	66.0%	68.2%

*Excluding Rose Pharmacy which was acquired on October 30, 2020

Net Income to parent above pre-pandemic levels*

▲ 53.0% ▲ 52.4%

3Q22 vs 3Q19 9M22 vs 9M19

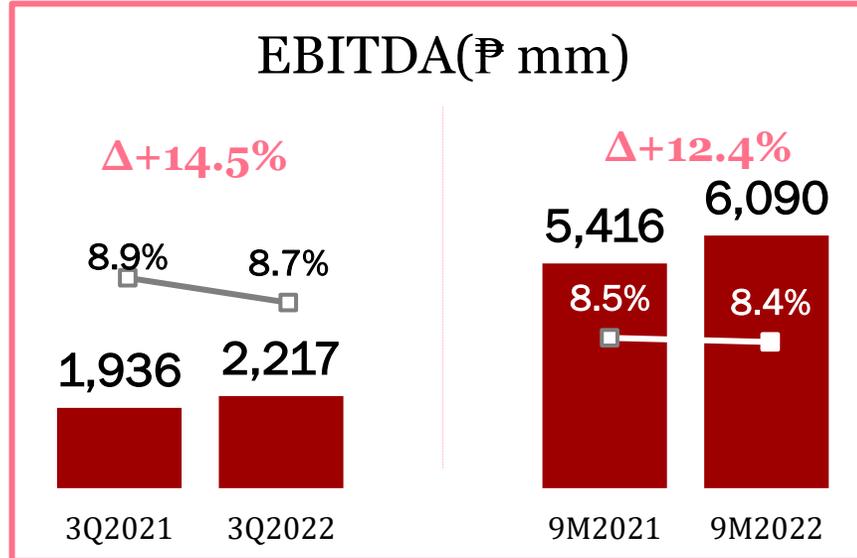
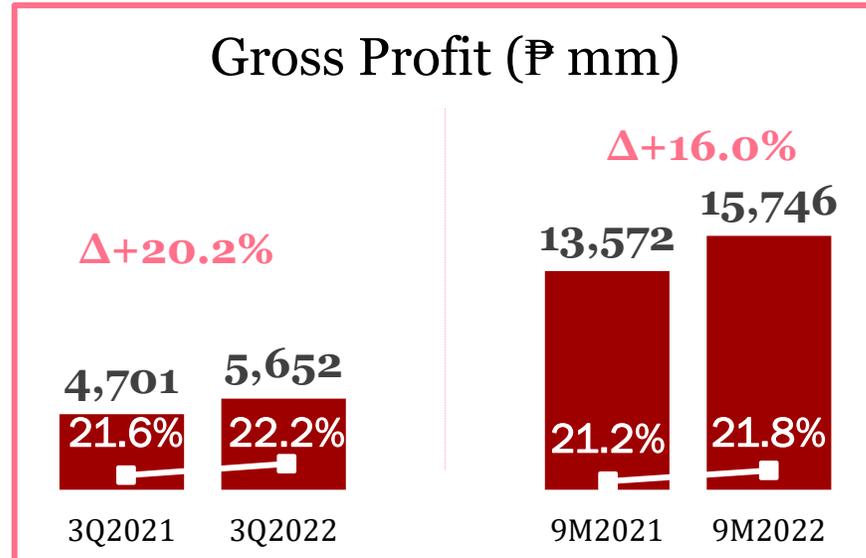
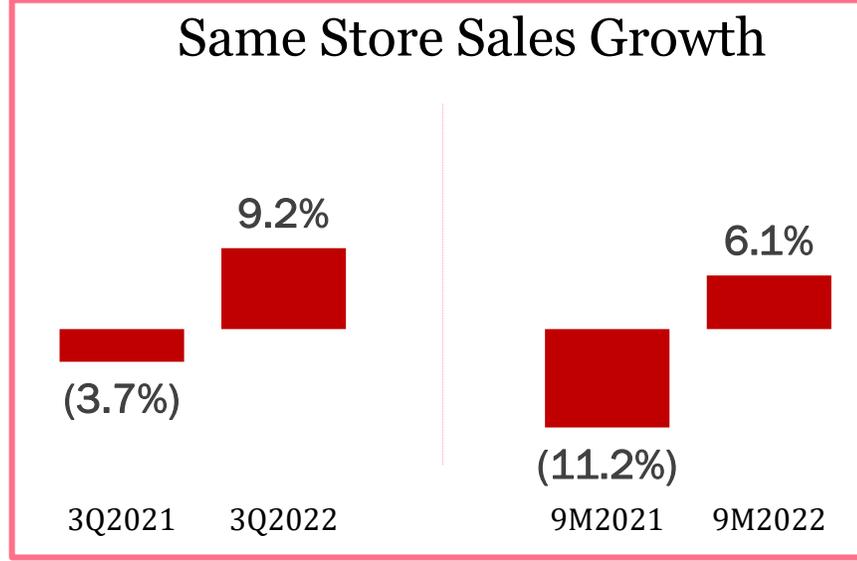
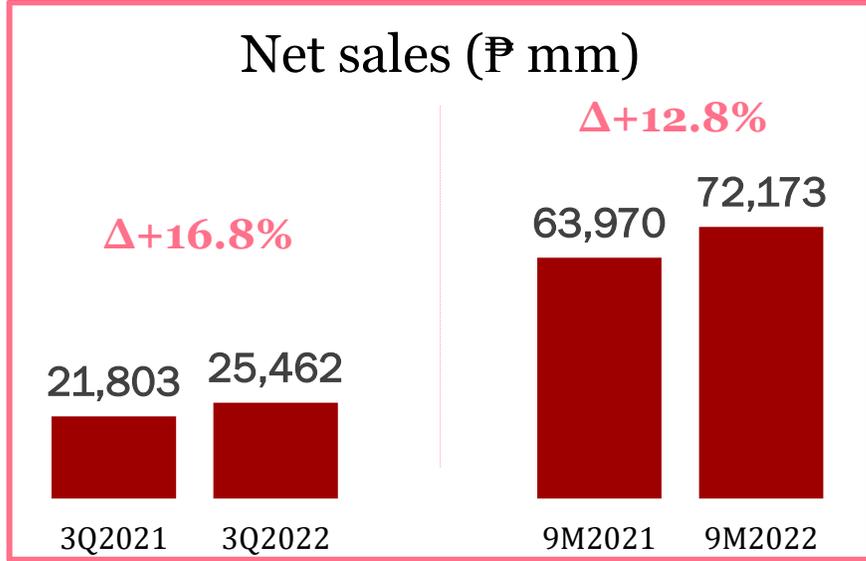
E-commerce as % of Total Sales (9M2022)

3.5%

Supermarket Segment



Has a total of **311** stores

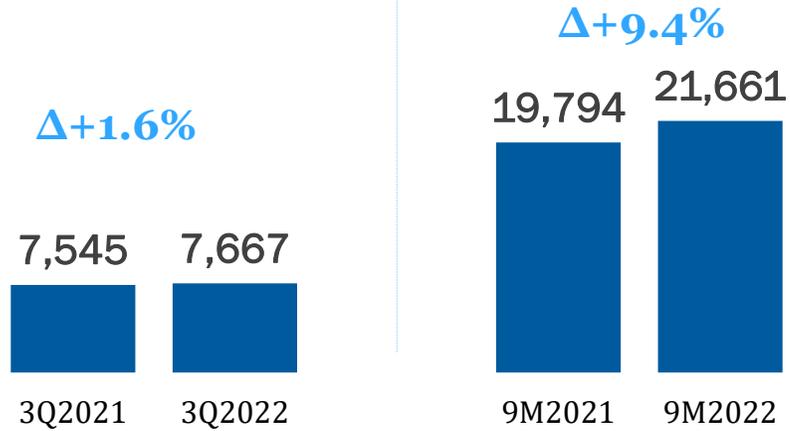


E-commerce as % of Total Sales (9M2022)

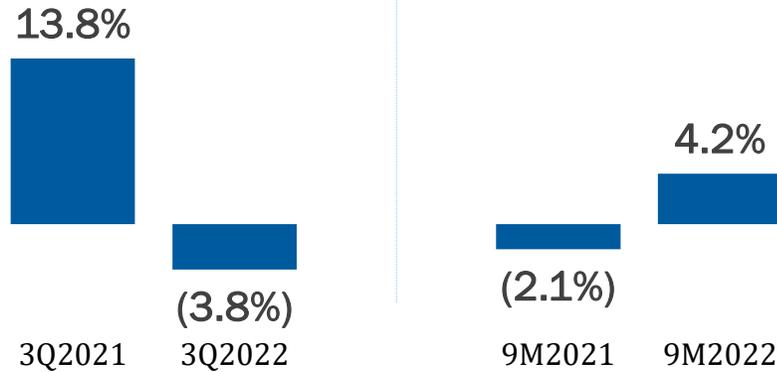


Drugstore Segment

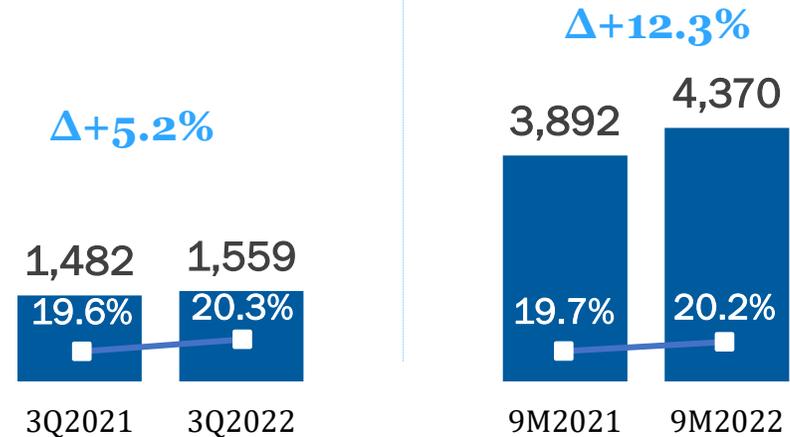
Net sales (₹ mm)



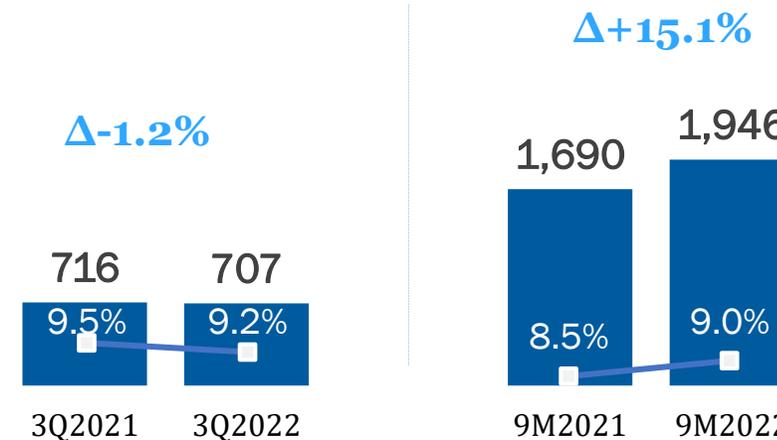
Same Store Sales Growth ⁽¹⁾



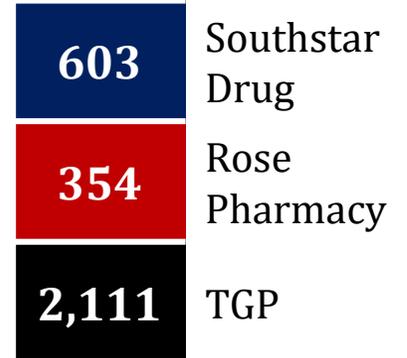
Gross Profit (₹ mm)



EBITDA (₹ mm)



Has a total of 957 owned & 2,111 franchised stores

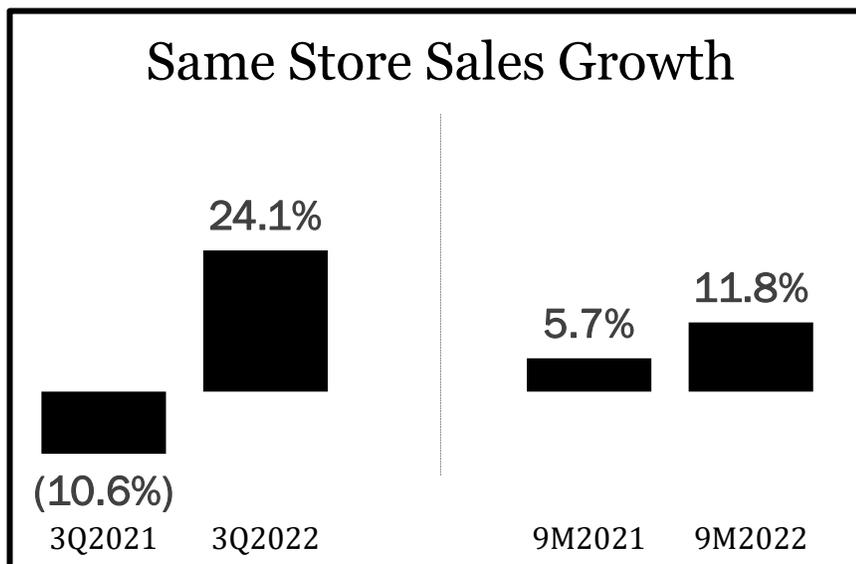
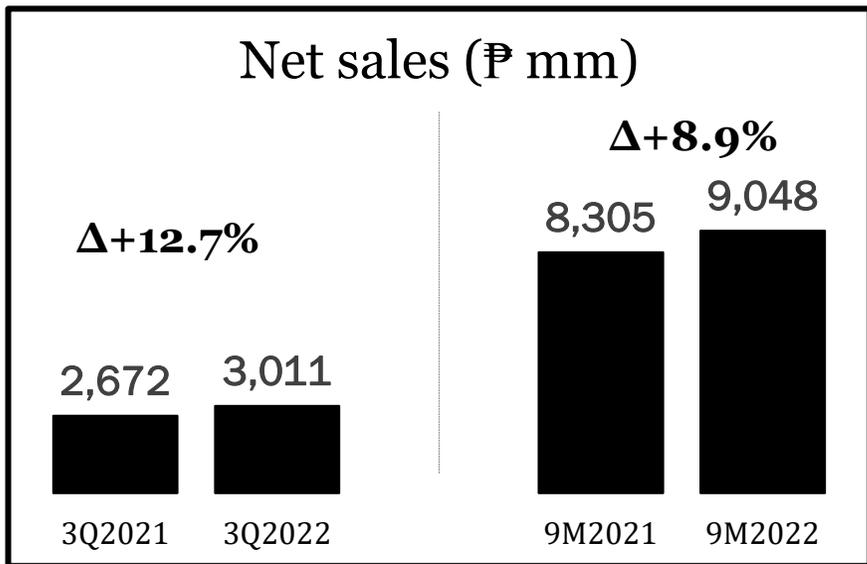


E-commerce as % of Total Sales (9M2022)

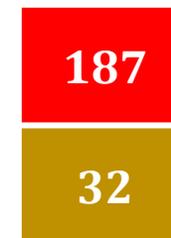


(1) Rose Pharmacy was acquired end of October 2020. 2021 SSSG includes Southstar Drug only while 2022 SSSG consists of Southstar Drug and Rose Pharmacy. TGP does not report systemwide sales.

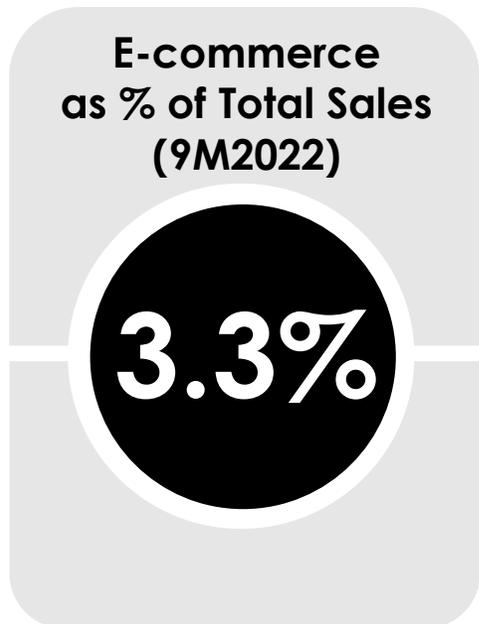
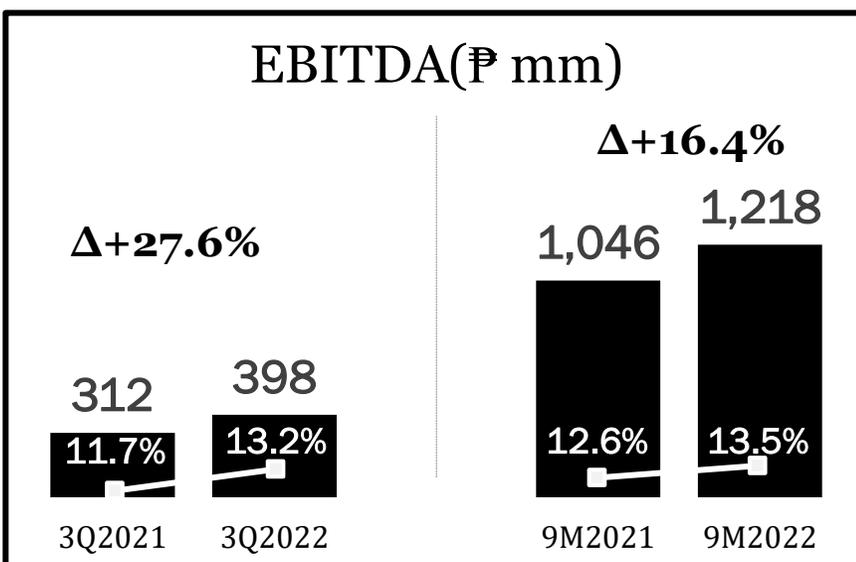
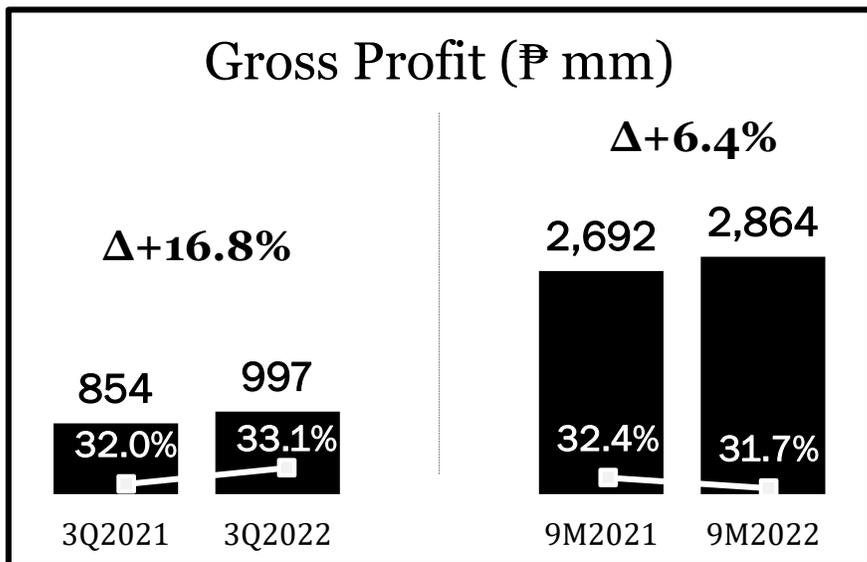
DIY Segment



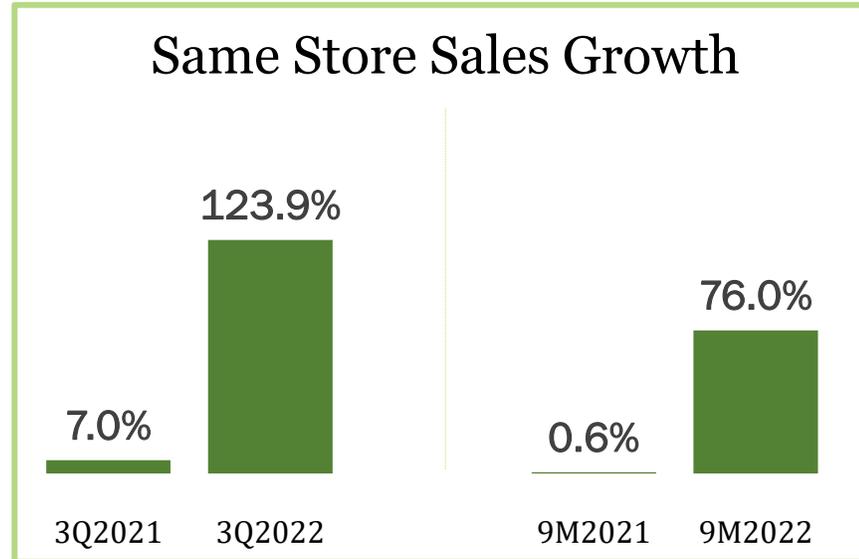
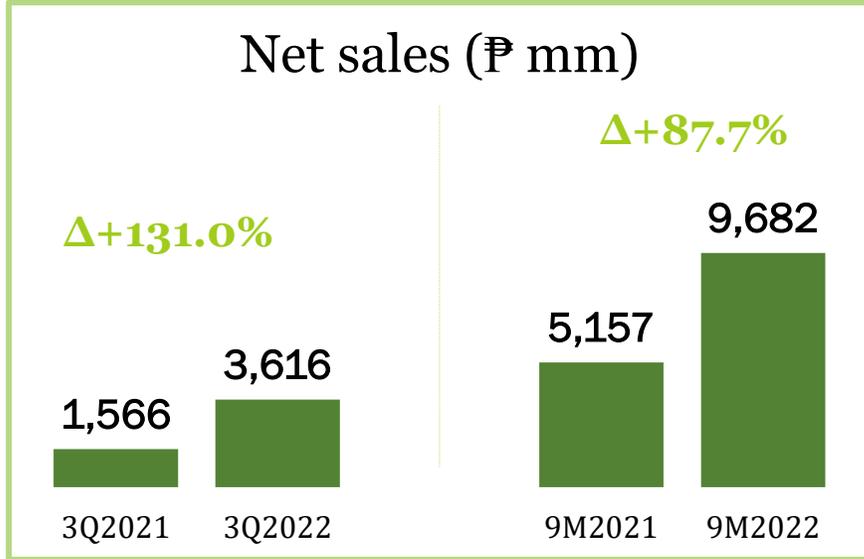
Has a total of **219** stores



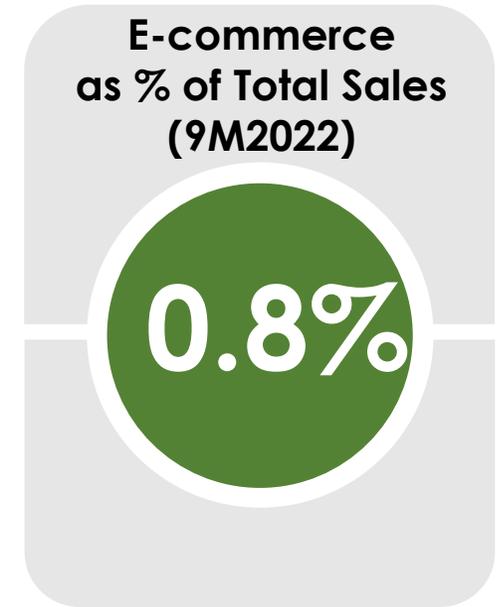
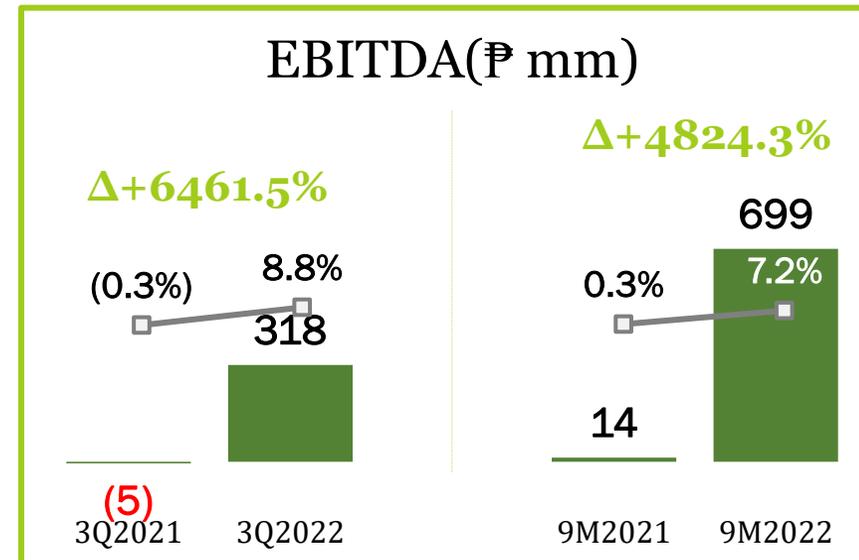
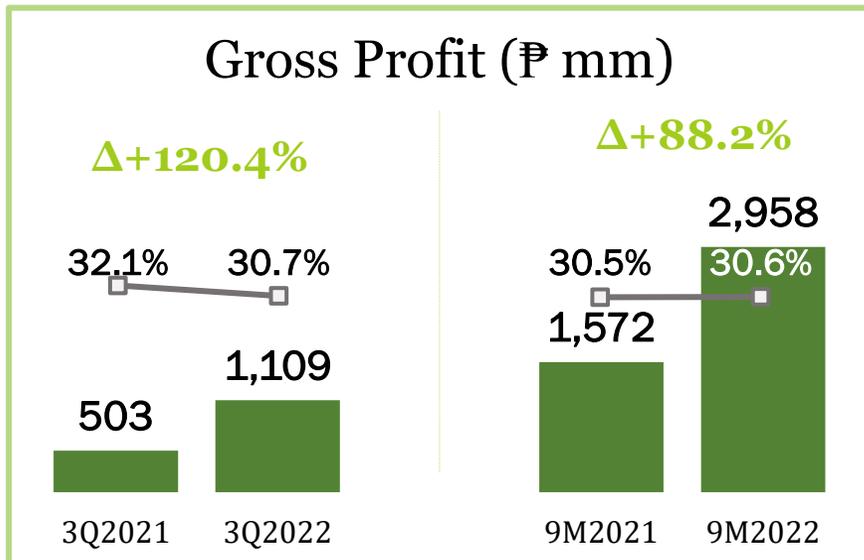
Handyman
True Value



Department Store Segment

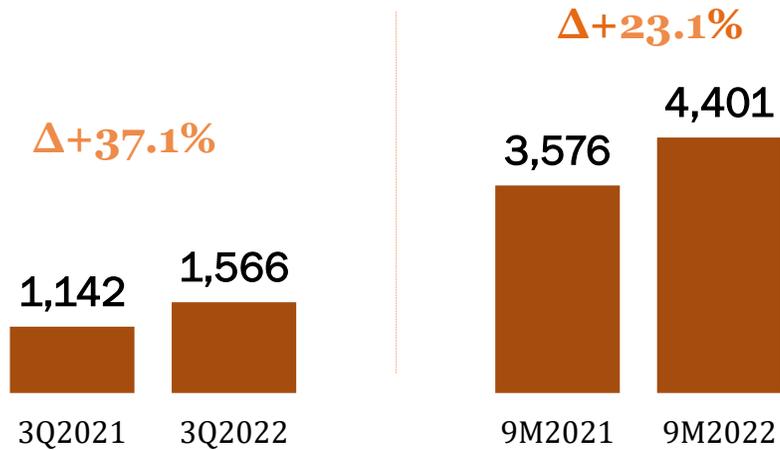


Has a total of 50 stores

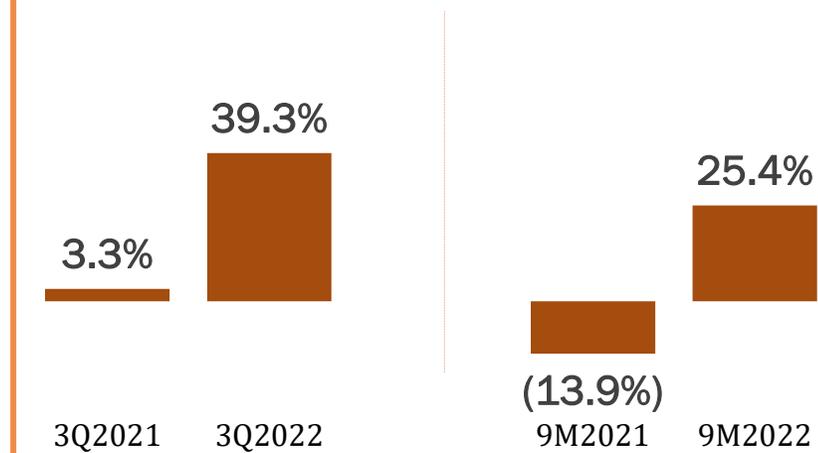


Convenience Store Segment

Net sales (₹ mm)



Same Store Sales Growth



Has a total of 433 stores

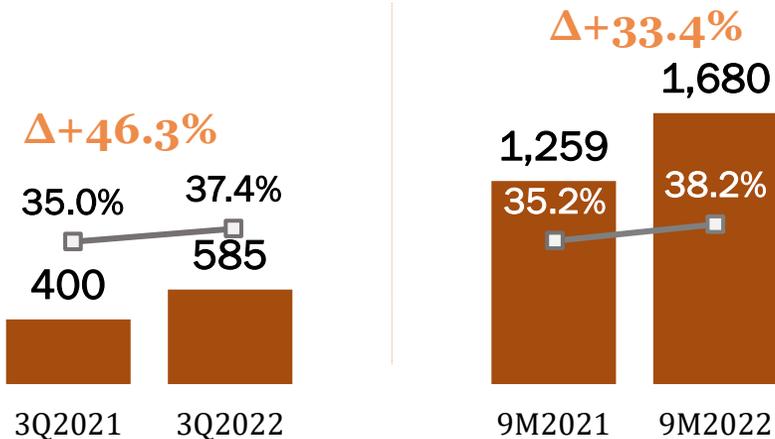
91

Franchised

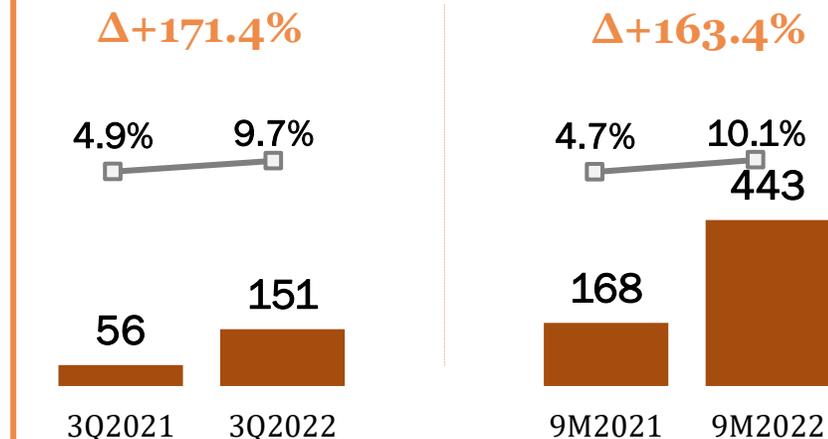
342

Direct

GP + OI (₹ mm)



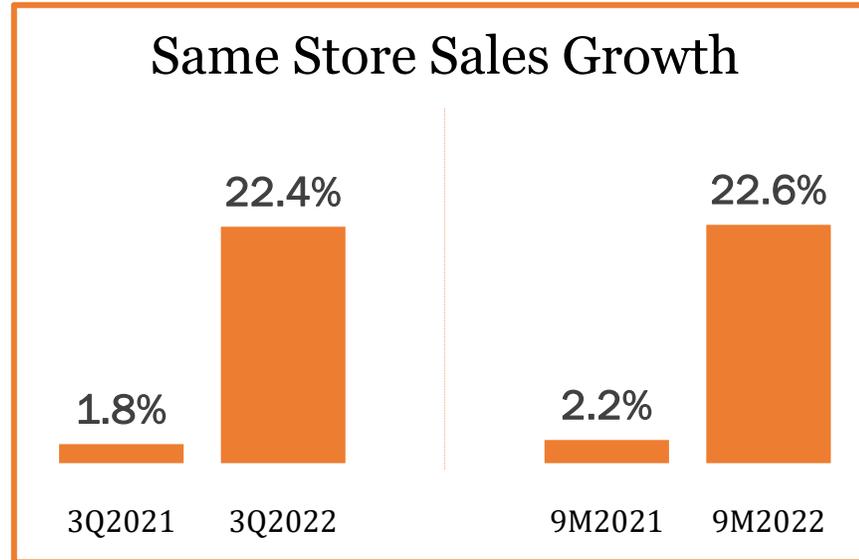
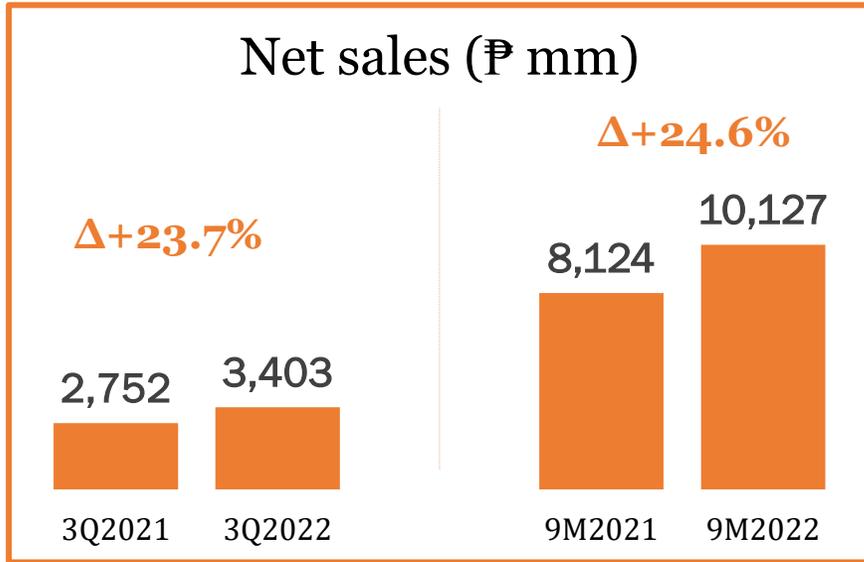
EBITDA (₹ mm)



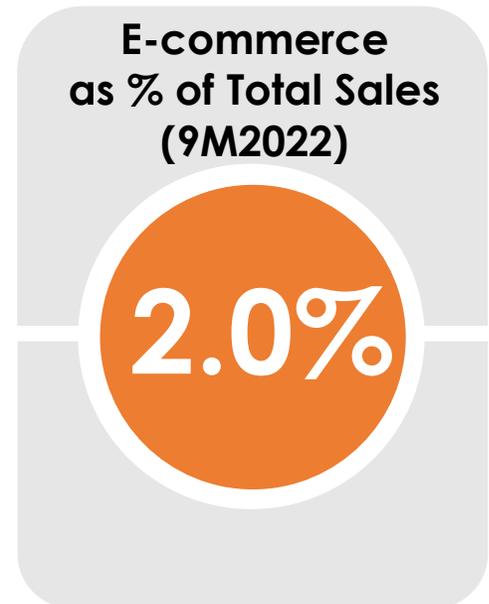
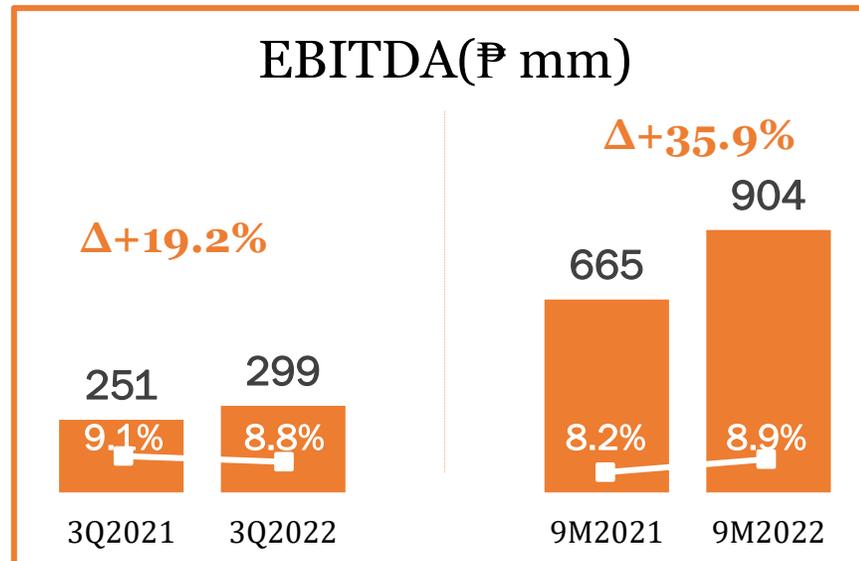
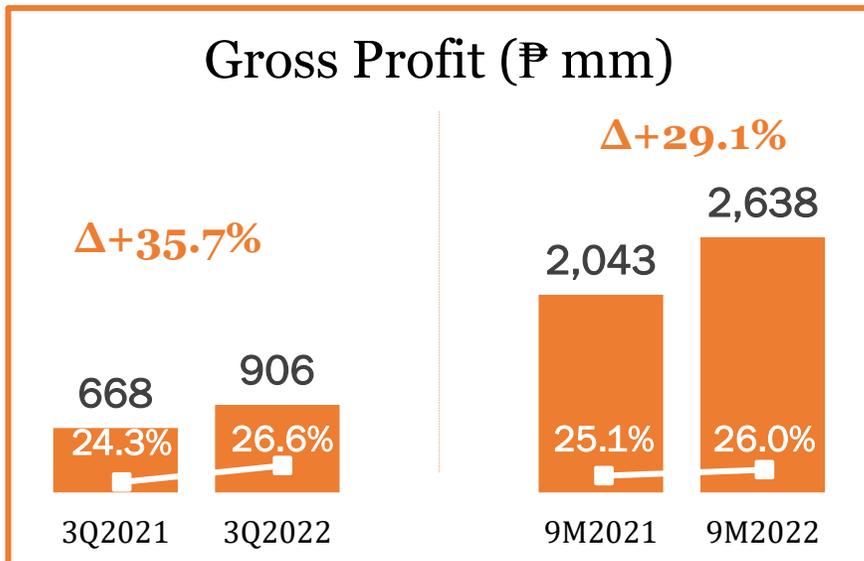
E-commerce as % of System-wide Sales (9M2022)

2.7%

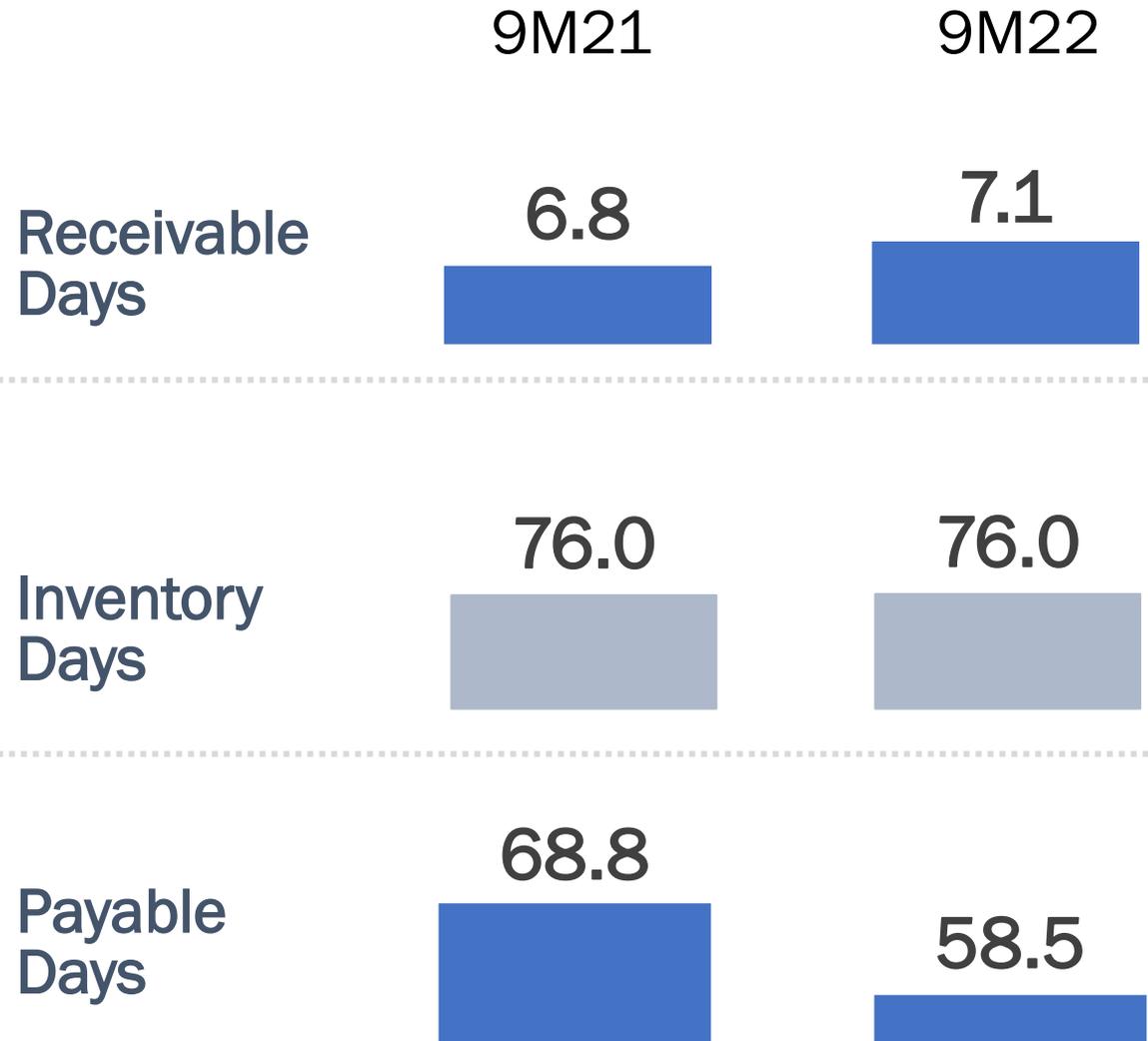
Specialty Segment



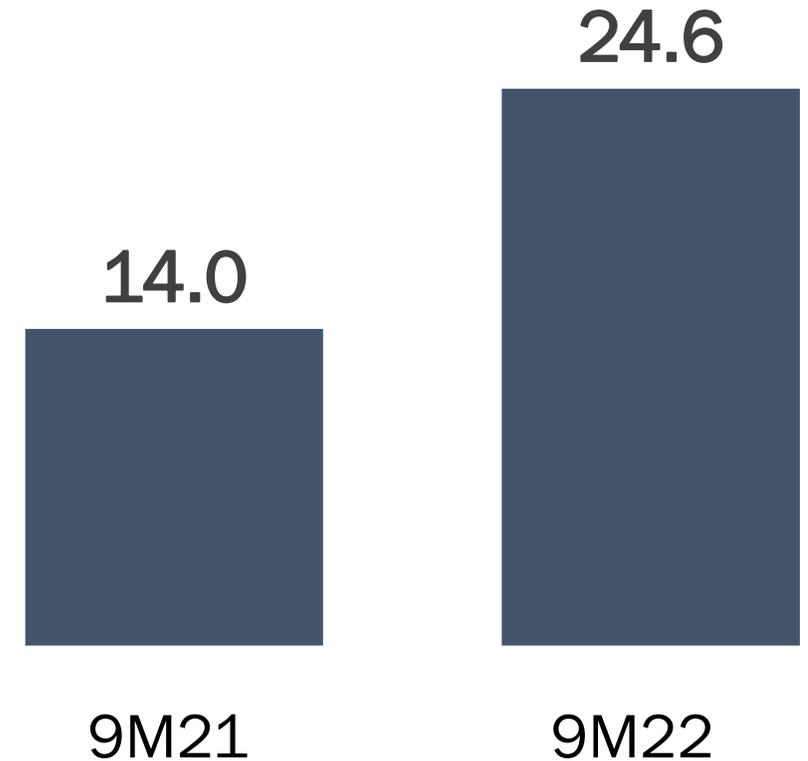
Has a total of **291** stores



Working Capital



Cash Conversion Cycle



Balance Sheet Accounts

In ₱ mn	Sep 30, 2021 (Unaudited)	Sep 30, 2022 (Unaudited)
Cash & Cash Equivalents	14,801	13,311
Investment in Debt & Equity Securities	11,557	9,349
Total Assets	130,820	132,143
Total Debt	5,444	7,239
Total Equity	74,767	75,010
Return on Assets (rolling 12-months)	2.7%	4.7%
Return on Equity (rolling 12-months)	5.0%	8.8%
Net Debt (+) or Net Cash (-)*	(20,914)	(15,421)
Net D/E Ratio (x)	(0.28)	(0.21)

*Net Debt (+) or Net Cash (-) = Total Debt – (Cash & Cash Equivalents + Investment in Debt and Equity Securities)

Capital Expenditures

	9M21	9M22
Supermarkets	884	1,890
Drugstores	210	273
DIY stores	98	140
Department stores	201	255
Convenience stores	50	29
Specialty stores	94	120
TOTAL CAPEX (₱ mn)	1,536	2,706

RRHI recognized as outstanding PH company

Asia's Outstanding Companies Poll 2022

September 21, 2022



The Asia's Outstanding Companies Poll is designed to acknowledge the listed companies that have excelled in areas such as financial performance, management team excellence, investor relations and CSR initiatives.

The Philippines

Sector

Company

Consumer Discretionary:

(tie) = Robinsons Retail

RRHI included in PH Best Employers 2023

RRHI: 87th

overall

RSC: 233rd

overall

Rank	Employer Brand	Score	Industry
13	Seven Eleven Foodstore	9.15	Retail and Wholesale
33	Ikea	9.00	Retail and Wholesale
87	Robinsons Retail Holdings	8.77	Retail and Wholesale
101	National Book Store	8.72	Retail and Wholesale
104	Shopee	8.70	Retail and Wholesale
169	SM Retail	8.51	Retail and Wholesale
208	SM Supermalls	8.33	Retail and Wholesale
212	Alturas Supermarket	8.31	Retail and Wholesale
222	Lazada E-Services	8.28	Retail and Wholesale
225	Business People	8.25	Retail and Wholesale
229	Watsons Personal Care Stores	8.24	Retail and Wholesale
233	Robinson's Supermarket	8.20	Retail and Wholesale
248	Suyen	8.15	Retail and Wholesale
281	LCC Liberty Commercial Center	7.97	Retail and Wholesale

Trees of Wellness



Plant and donate 100 thousand coconut trees to smallholder coconut farmers in Mindanao.

GoTyme Launch



TGP Franchisees Summit



Rebranding of Ministop to Uncle John's



BPI-Robinsons Bank Merger



ROBINSONSBANK
A Commercial Bank

Net store
additions of
100-120

Organic CAPEX
of
P4.0-6.0bn

SSSG target
of **10%-12%**

Latest Guidance for 2022

+50bps
gain in gross
margins

3%-4%
ecommerce
contribution

Income Statement

PHP mm	Three Months Ended September 30		Nine Months Ended September 30	
	2022 (Unaudited)	2021 (Unaudited)	2022 (Unaudited)	2021 (Unaudited)
Sales - net of sales discounts and returns	44,724	37,479	127,091	108,927
Cost of merchandise sold	33,977	28,920	97,026	84,049
Gross Profit	10,748	8,559	30,065	24,878
Royalty, rent and other revenues	313	190	886	600
Gross profit including other revenue	11,061	8,749	30,951	25,478
Operating expenses	(8,774)	(7,260)	(25,032)	(21,657)
EBIT	2,286	1,489	5,919	3,821
EBITDA	4,085	3,243	11,283	8,967
OTHER INCOME (CHARGES)	(32)	(94)	(76)	(609)
INCOME BEFORE INCOME TAX	2,254	1,395	5,843	3,212
Provision for income tax	403	269	1,030	315
NET INCOME	1,852	1,126	4,813	2,897
Net income attributable to:				
Equity holders of the Parent Company	1,672	1,040	4,409	2,709
Non-controlling interest in consolidated subs	180	85	404	188
	1,852	1,126	4,813	2,897
Earnings Per Share				
Basic	1.13	0.68	2.98	1.78
Weighted	1.13	0.68	2.95	1.76
Shares Outstanding				
End of Period	1,480	1,519	1,480	1,519
Weighted	1,482	1,530	1,492	1,542

Balance Sheet

PHP mm	September 30, 2022 (Unaudited)	December 31, 2021 (Audited)
Current Assets		
Cash and cash equivalents	13,311	16,170
Trade and other receivables	3,285	2,667
Merchandise inventories	27,027	25,090
Other current assets	2,207	2,989
Total Current Assets	45,830	46,916
Noncurrent assets		
Debt and equity instrument financial assets	9,349	11,626
Property and equipment	18,092	17,620
Right-of-use asset	22,172	22,639
Investment in shares of stocks	10,127	8,896
Intangible assets	22,646	22,672
Other noncurrent assets	3,927	3,865
Total Noncurrent Assets	86,313	87,318
Total Assets	132,143	134,234
LIABILITIES AND EQUITY		
Current Liabilities		
Trade and other payables	20,783	21,216
Short-term loans payable	7,239	7,734
Current portion of lease liability	3,313	2,965
Other current liabilities	709	611
Total Current Liabilities	32,043	32,526
Total Noncurrent Liabilities	25,090	25,196
Total Liabilities	57,133	57,722
Equity		
Capital stock	1,576	1,576
Additional paid-in capital	40,768	40,768
Treasury stocks	(5,354)	(3,616)
Equity reserve	(770)	(995)
Retained earnings	35,231	33,793
Other comprehensive income	(630)	443
Total equity attributable to equity holders of Parent Company	70,821	71,969
Non-controlling interest in consolidated subsidiaries	4,189	4,544
Total Equity	75,010	76,513
Total Liabilities and Equity	132,143	134,234

Cash Flow

PHP mm	September 30 (Unaudited)		December 31 (Audited)
	2022	2021	2021
CASH FLOWS FROM OPERATING ACTIVITIES			
Income before income tax	5,843	3,212	5,269
Depreciation and amortization	5,364	5,145	7,088
Retirement expense	149	190	284
Others	299	625	121
Operating income before working capital changes	11,655	9,172	12,762
Working capital changes	(2,091)	(3,171)	(4,834)
Interest received	326	361	441
Retirement contributions and benefits paid	(37)	(5)	(238)
Income tax paid	(1,240)	(797)	(946)
Net cash flows generated from (used in) operations	8,612	5,561	7,184
CASH FLOWS FROM INVESTING ACTIVITIES			
Investment in associate	(913)	(34)	(454)
Debt and equity instrument financial assets	1,610	2,582	2,761
Property and equipment	(2,706)	(1,536)	(2,457)
Acquisition of non-controlling interest	(209)	0	0
Others	194	(31)	(121)
Net cash flows generated from (used in) investing activities	(2,026)	980	(270)
CASH FLOWS FROM FINANCING ACTIVITIES			
Availment of loans, net of loan payment	(495)	(4,140)	(1,850)
Dividends paid	(3,204)	(2,980)	(3,147)
Payment of lease liabilities	(3,884)	(3,533)	(4,131)
Others	(1,862)	(2,510)	(2,960)
Net cash flows used in financing activities	(9,445)	(13,163)	(12,088)
Effect of forex on cash and cash equivalents	0	84	6
Net increase (decrease) in cash and cash equivalents	(2,859)	(6,537)	(5,168)
Cash and cash equivalents at beginning of year	16,170	21,338	21,338
CASH AND CASH EQUIVALENTS AT END OF PERIOD	13,311	14,801	16,170