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FY2022 Performance Highlights



Consolidated Net sales

₱178.8bn

16.6%

Blended SSSG

▲ 11.8%

Capital Expenditures

₱4.7bn

A 92.8%

Gross margin

23.6%

60bps

EBIT margin

4.9%

90bps

Net income att. to parent

₱5.7bn

26.7%

EPS: **P3.85**, +30.6%

2,310 stores plus 2,151 TGP branches nationwide

Omnichannel Presence

Total of **2,310** stores plus **2,151** TGP Branches

	Metro Manila	Luzon	Visayas	Mindanao	Total
Supermarkets	140	130	37	17	324
Drugstores ¹	134	406	305	148	993
DIY Stores	67	94	37	25	223
Department Stores	10	20	12	9	51
Convenience Stores	267	144	13	0	424
Specialty Stores	86	141	38	30	295
Total	704	935	442	229	2,310
TGP	456	1,169	318	208	2,151

With gross floor area (GFA) of **1.50** million sqm¹

46% 6% 12% 25% 2% 9%

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

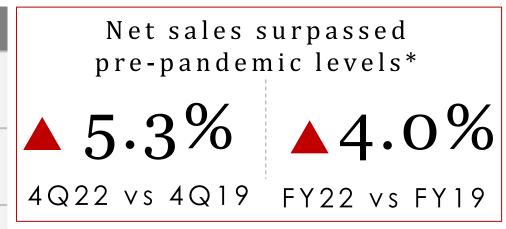
South Star Drug, Rose Pharmacy, Robinsons Appliances and Savers Appliances also have their **own ecommerce websites.**

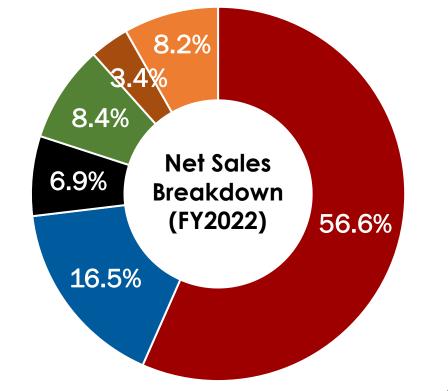
RRHI continues to partner with thirdparty platforms and also has call & collect and call to deliver services.

Gross Floor area per segment as % of total

RRHI Consolidated Results

	4Q21	4Q22	FY21	FY22	$4Q\Delta$	FYΔ
Supermarkets	s 24.7	28.9	88.6	101.1	17.4%	14.1%
Drugstores	6.9	7.8	26.7	29.5	13.8%	10.6%
DIY stores	3.2	3.4	11.5	12.4	5.0%	7.8%
Department stores	4.2	5.3	9.3	15.0	28.3%	61.2%
Convenience stores	1.3	1.7	4.9	6.1	24.8%	23.5%
Specialty stores	4.2	4.6	12.3	14.7	10.1%	19.7%
TOTAL (₱ bn)	44.4	51.7	153.3	178.8	16.5%	16.6%





RRHI Consolidated Results

In ₱ mn	4Q21	4Q22	FY21	FY22	$4Q\Delta$	$FY\Delta$
Net Sales	44,400	51,730	153,327	178,821	16.5%	16.6%
SSSG	2.3%	11.8%	-4.9%	11.8%		
Gross Profit	10,348	12,151	35,226	42,216	17.4%	19.8%
Gross Margin	23.3%	23.5%	23.0%	23.6%		
EBITDA	4,180	4,666	13,147	15,949	11.6%	21.3%
EBITDA Margin	9.4%	9.0%	8.6%	8.9%		
EBIT	2,238	2,762	6,059	8,681	23.4%	43.3%
EBIT Margin	5.0%	5.3%	4.0%	4.9%		
Other Income - net	243	(203)	1,011	1,059	-183.5%	4.7%
Net Income	1,953	1,491	4,850	6,304	-23.7%	30.0%
Net Income - Parent	1,819	1,327	4,528	5,736	-27.0%	26.7%
Core Net Income	1,725	1,648	3,801	5,286	-4.5%	39.1%
EPS	1.20	0.90	2.95	3.85	-25.3%	30.6%

Net Income to parent above pre-pandemic levels*

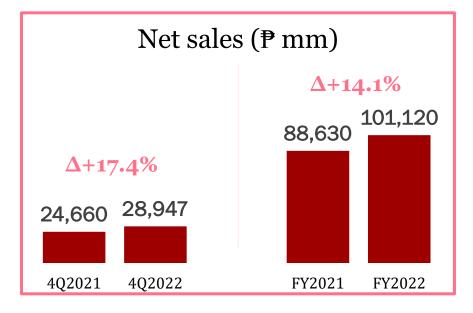
14.0%
41.2%

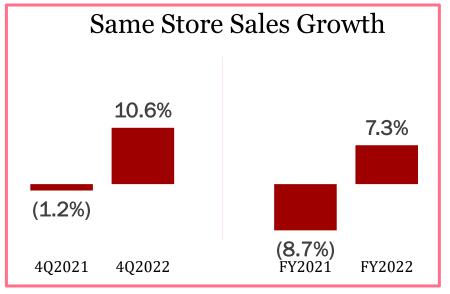
4Q22 vs 4Q19 FY22 vs FY19

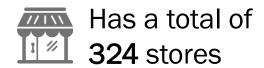
E-commerce as % of Total Sales (FY2022)



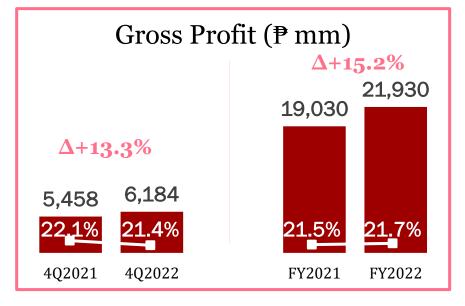
Supermarket Segment

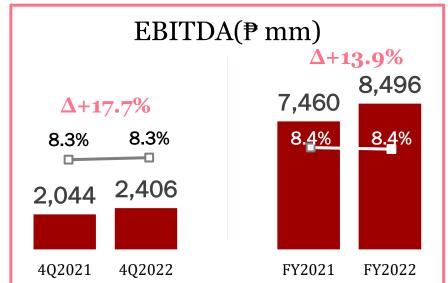








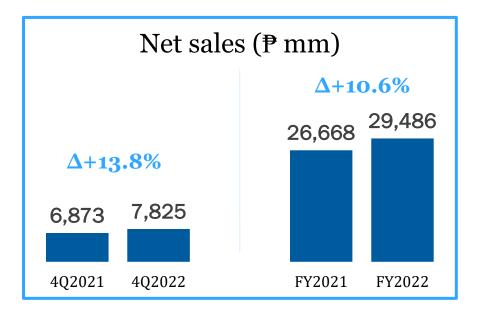


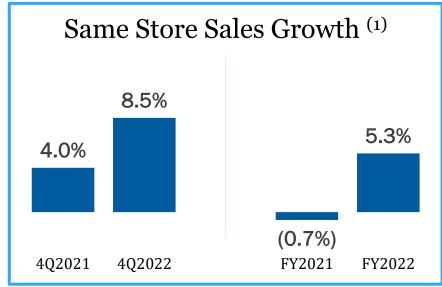


2022 Highlights:

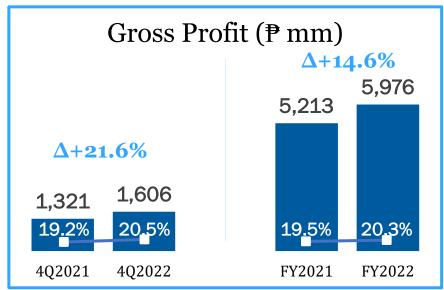
- Strong topline growth driven by turnaround in SSSG coupled with new store openings
- Full year GPM expansion aided by category mix improvements and higher selling prices

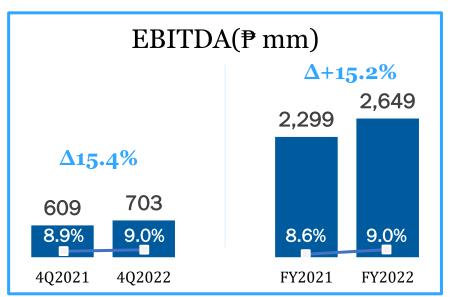
Drugstore Segment







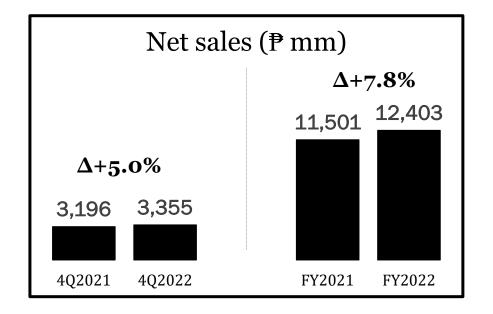


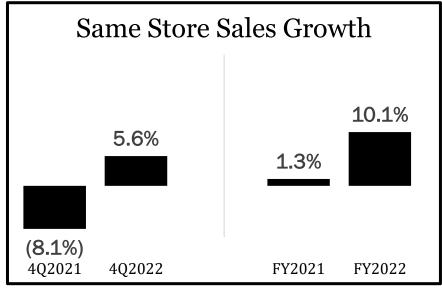


2022 Highlights:

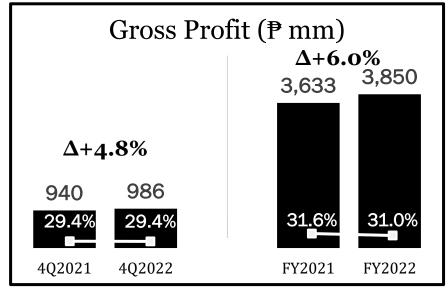
- SSSG supported by sustained demand for fever and flu medicines
- Healthy SSSG and notable gains from Rose Pharmacy translated to higher EBITDA for the year

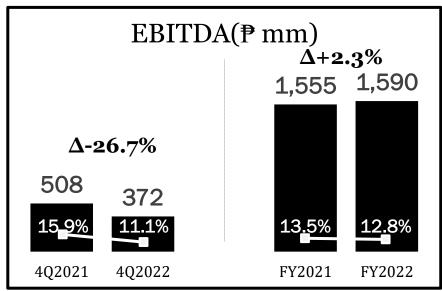
DIY Segment







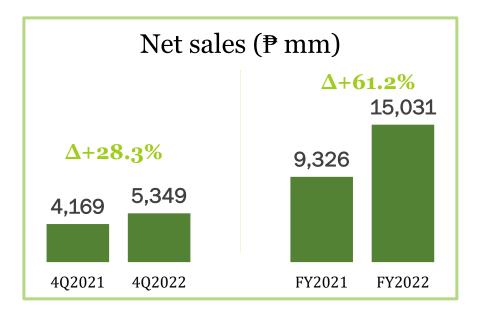


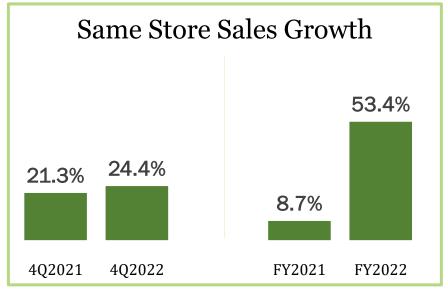


2022 Highlights:

 All Robinsons Builders stores are being converted to Handyman; seeing encouraging sales uplift for the first rebranded store

Department Store Segment

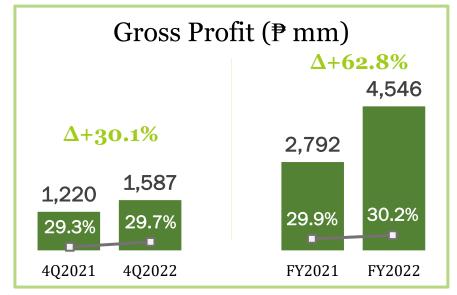


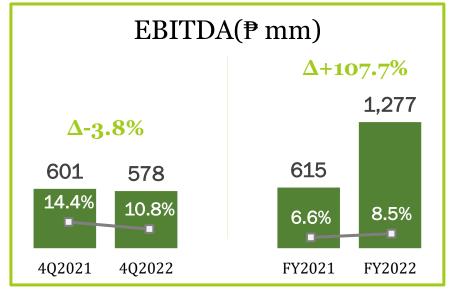






- Back to school trends and recovery in travel & tourism boosted the topline
- Better assortment underpinned margins

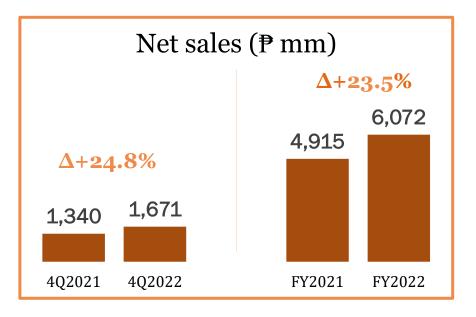


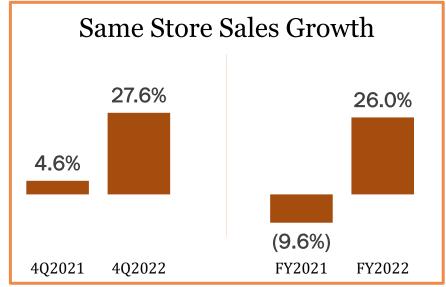


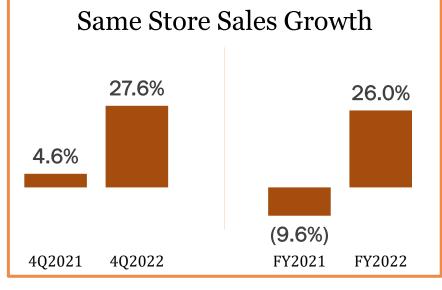
Convenience Store Segment

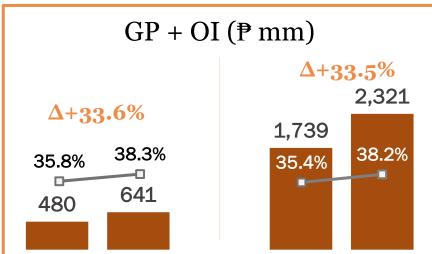
FY2022

FY2021



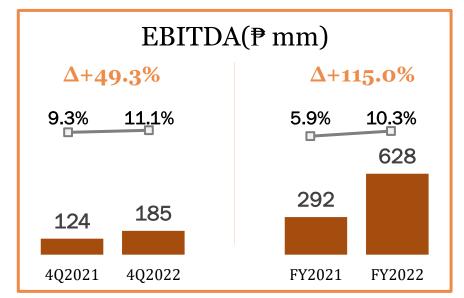


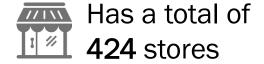




402021

402022

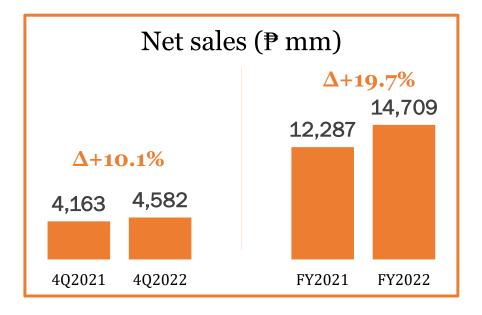


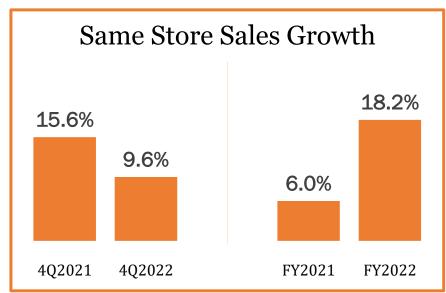


2022 Highlights:

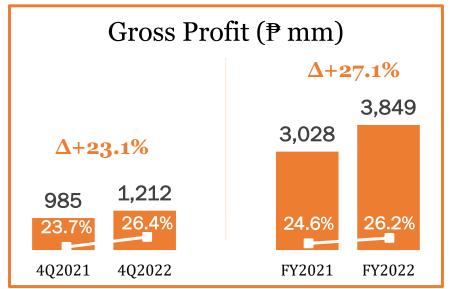
- Strong demand in CBDs propelled topline growth while higher RTE contributions resulted in GP and EBITDA margin gains
- Rebranding to Uncle John's underway

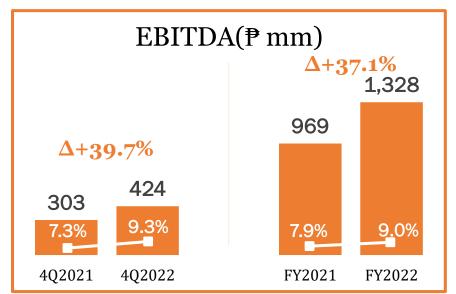
Specialty Segment







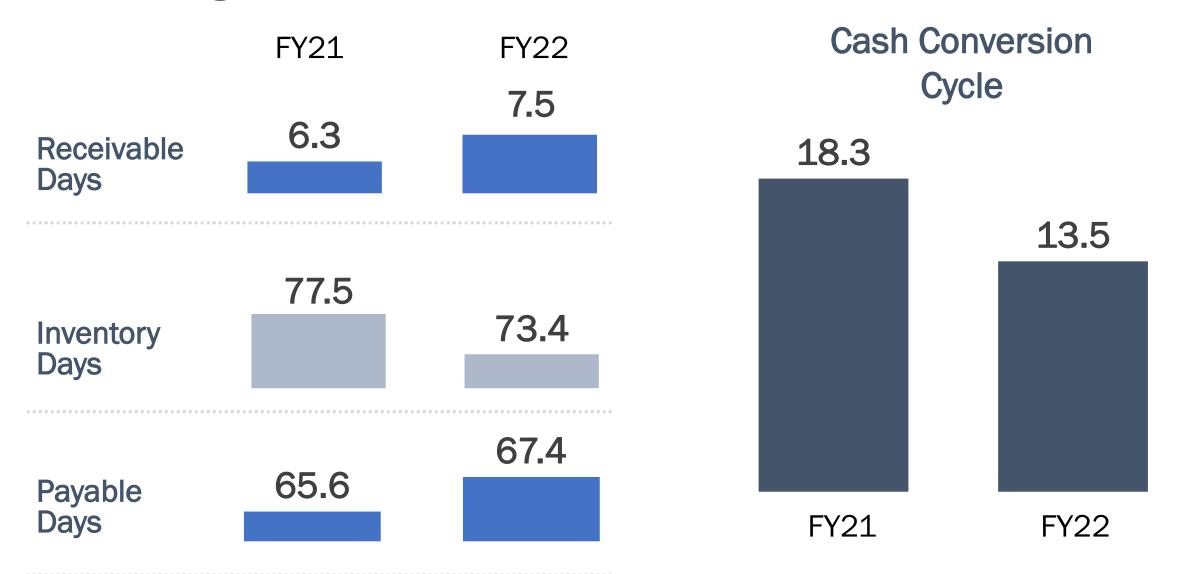




2022 Highlights:

- Unimpeded mobility translated to strong demand for discretionary products
- All specialty formats delivered double-digit revenue growth rates for the year

Working Capital



Balance Sheet

In ₱ mn	Dec 31, 2021 (Audited)	Dec 31, 2022 (Unaudited)
Cash & Cash Equivalents	16,170	17,733
Investment in Debt & Equity Securities	11,626	8,953
Total Assets	134,234	141,312
Total Debt	7,734	8,409
Total Equity	76,513	76,250
Return on Assets	3.3%	4.2%
Return on Equity	6.2%	8.0%
Net Debt (+) or Net Cash (-)*	(20,062)	(18,276)
Net D/E Ratio (x)	(0.26)	(0.24)

Capital Expenditures

	FY21	FY22
Supermarkets	1,473	3,342
Drugstores	316	456
DIY stores	119	251
Department stores	360	383
Convenience stores	64	54
Specialty stores	125	251
TOTAL CAPEX (₱ mn)	2,457	4,738

Acquisition of BPI Shares





Appointment of New GMs for Supermarkets

Kerwin Legarde

GM for The Marketplace and Shopwise



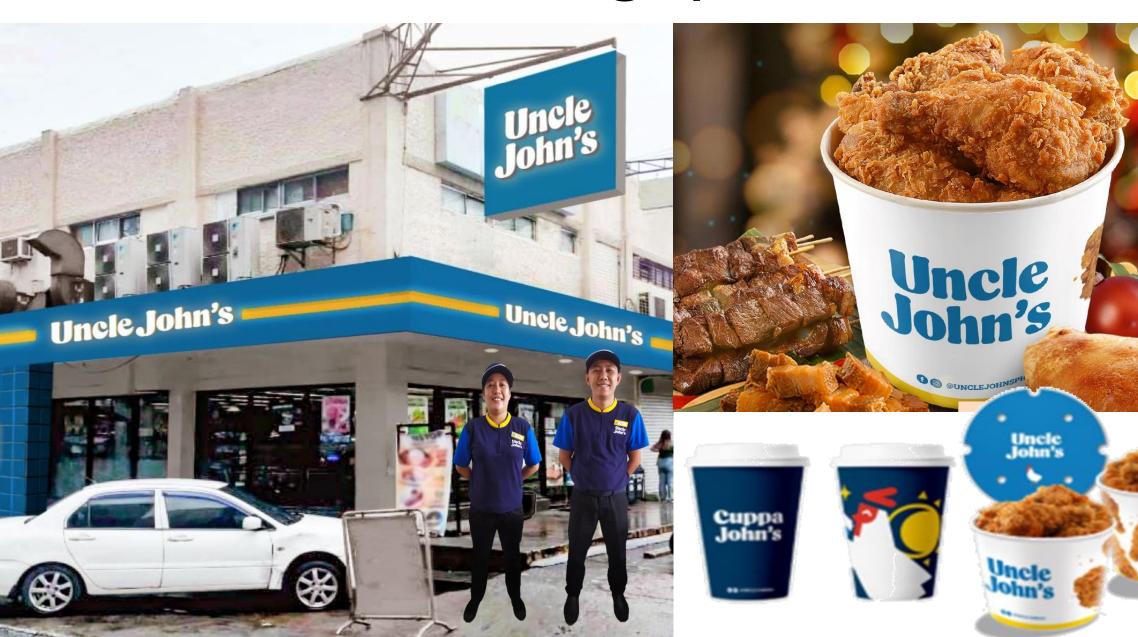
Lyn de Jesus

GM for Robinsons Easymart





Uncle John's Rebranding Updates



Accelerated Rollout of GoTyme





TGP Kape at Kuwentuhan for Franchisees



21 SSD-GBF Scholars Pass Licensure Exam



southstardrug[®]



Adriano, Angela Grace



Belarmino, Ethan



Calugas, Cristy Jawl



De Luna, Maria Suzette



Diamano, Michelin



Dumlao, Lyzandra Vali



Fernandez, Joyce Camille



Gonzales, Allyza Marie



Guillermo, Dalen Mari



Jaucian, Christelle



Kadile, Kimberly



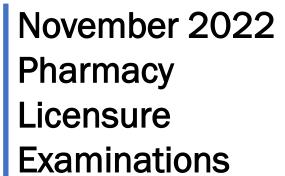
Manalo, Romaila



Marquez, Maleen Chelsea



Mendoza, Alessandra





Montecalvo, Demetrio



Palapar, Queenie



Reyes, Jasmin Joy



Sacapaño, Angelica



Serencio, Angela Khearl



Taboso, Jan Ingrid



Turno, Kathe Leya

Supermarket organizes Boracay cleanup



Bloomberg Gender Equality Index

GEI Score: 64.21

RRHI continues to be part of the Bloomberg Gender Equality Index

The Bloomberg Gender-Equality Index (GEI) is a modified capitalization-weighted index that measures the performance of global companies across sectors that are recognized for supporting data disclosure and best-in-class policies and practices in the gender-equality space.



Public Ticker RRHI PM

Company Name ROBINSONS RETAIL

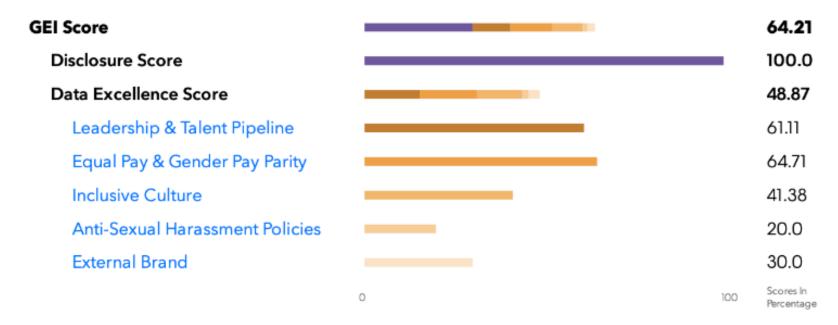
HOLDINGS IN

Industry Retail - Consumer

Staples

Data As Of Fiscal Year End 2021

GEI Scores



Excellence in Corporate Governance





Net store additions of 180-200

SSSG target of 4%-6%

Guidance for 2023

+20-40bps gain in gross margins Organic CAPEX of P5.0-7.0bn



Income Statement

	Three Months Ended December 31		Twelve Months Ended December 31	
PHP mm	2022 (Unaudited)	2021 (Unaudited)	2022 (Unaudited)	2021 (Unaudited)
Sales - net of sales discounts and returns	51,730	44,400	178,821	153,327
Cost of merchandise sold	39,580	34,052	136,605	118,101
Gross Profit	12,151	10,348	42,216	35,226
Royalty, rent and other revenues	309	270	1,195	870
Gross profit including other revenue	12,460	10,618	43,411	36,096
Operating expenses	(9,698)	(8,380)	(34,730)	(30,037)
EBIT	2,762	2,238	8,681	6,059
EBITDA	4,666	4,180	15,949	13,147
OTHER INCOME (CHARGES)	(634)	(181)	(710)	(790)
INCOME BEFORE INCOME TAX	2,128	2,057	7,971	5,269
Provision for income tax	637	104	1,667	419
NET INCOME	1,491	1,953	6,304	4,850
Net income attributable to:				
Equity holders of the Parent Company	1,327	1,819	5,736	4,528
Non-controlling interest in consolidated subs	163	135	568	323
	1,491	1,953	6,304	4,850
Earnings Per Share				
Basic	0.90	1.20	3.88	2.99
Weighted	0.90	1.20	3.85	2.95
Shares Outstanding				
End of Period	1,479	1,512	1,479	1,512
Weighted	1,480	1,514	1,489	1,535

Balance Sheet

	December 31 (Unaudited)	December 31 (Audited)
PHP mm	2022	2021
Current Assets		
Cash and cash equivalents	17,733	16,170
Trade and other receivables	3,666	2,667
Merchandise inventories	27,467	25,090
Other current assets	2,515	2,989
Total Current Assets	51,380	46,916
Noncurrent assets		
Debt and equity instrument financial assets	8,953	11,626
Property and equipment	22,645	17,620
Right-of-use asset	21,922	22,639
Investment in shares of stocks	9,984	8,896
Intangible assets	22,646	22,672
Other noncurrent assets	3,783	3,865
Total Noncurrent Assets	89,932	87,318
Total Assets	141,312	134,234
LIABILITIES AND EQUITY		
Current Liabilities		
Trade and other payables	27,605	21,216
Short-term loans payable	8,409	7,734
Current portion of lease liability	3,431	2,965
Other current liabilities	931	611
Total Current Liabilities	40,377	32,526
Total Noncurrent Liabilities	24,686	25,196
Total Liabilities	65,062	57,722
Equity		
Capital stock	1,576	1,576
Additional paid-in capital	40,768	40,768
Treasury stocks	(5,425)	(3,616)
Equity reserve	(770)	(995)
Retained earnings	36,545	33,793
Other comprehensive income	(549)	443
Total equity attributable to equity holders of Parent Company	72,145	71,969
Non-controlling interest in consolidated subsidiaries	4,105	4,544
Total Equity	76,250	76,513
Total Liabilities and Equity	141,312	134,234

Cash Flow

	December 31 (Unaudited)	December 31 (Audited)
PHP mm	2022	2021
CASH FLOWS FROM OPERATING ACTIVITIES		
Income before income tax	7,971	5,269
Depreciation and amortization including ROU amortization- PFRS 16	7,267	7,088
Retirement expense	194	284
Others including interest on Lease Liability-PFRS 16	1,096	963
Operating income before working capital changes	16,528	13,604
Working capital changes	1,667	(4,834)
Interest received	296	441
Retirement contributions and benefits paid	(184)	(238)
Income tax paid	(1,658)	(946)
Net cash flows generated from (used in) operations	16,650	8,026
CASH FLOWS FROM INVESTING ACTIVITIES		
Investment in associate	(844)	(454)
Debt and equity instrument financial assets	1,877	2,761
Property and equipment	(6,104)	(2,457)
Acquisition of non-controlling interest	(223)	0
Others	191	(121)
Net cash flows generated from (used in) investing activities	(5,103)	(270)
CASH FLOWS FROM FINANCING ACTIVITIES		
Availment of loans, net of loan payment	675	(1,850)
Dividends paid	(3,437)	(3,147)
Payment of lease liabilities - PFRS 16	(5,199)	(4,972)
Others	(2,023)	(2,960)
Net cash flows used in financing activities	(9,984)	(12,930)
Effect of forex on cash and cash equivalents	0	6
Net increase (decrease) in cash and cash equivalents	1,563	(5,168)
Cash and cash equivalents at beginning of year	16,170	21,338
CASH AND CASH EQUIVALENTS AT END OF PERIOD	17,733	16,170