

Robinsons Retail Delivers Record Earnings in 2022

Unaudited Financial Highlights:

In ₱ millions	For the Twelve Months ended December 31		
	2022	2021	% change
Net Sales	178,821	153,327	16.6
Gross Profit	42,216	35,226	19.8
EBITDA	15,949	13,147	21.3
Operating Income	8,681	6,059	43.3
NET INCOME	6,304	4,850	30.0
Net Income attributable to equity holders of the parent company	5,736	4,528	26.7
Core Net Earnings	5,286	3,801	39.1
Earnings per share (₱/share) *	3.85	2.95	30.6

* Based on net income attributable to equity holders of the Parent company. Shares outstanding used in the calculation are 1,489 for FY2022 and 1,535 for FY2021.

Robinsons Retail Holdings, Inc. delivered a stellar year in 2022, with record net income attributable to equity holders of the parent company (NIAT) of ₱5.7 billion, 26.7% higher against the comparable period last year and eclipsing the pre-pandemic level in 2019 by 41.2%. Earnings per share (EPS) increased faster, rising by 30.6% for the full year to ₱3.85, supported by our ongoing stock buyback program. Meanwhile, full year 2022 core earnings (net income excluding FX, interest income from bonds, equitized earnings from Robinsons Bank, and others) accelerated by 39.1% to ₱5.3 billion, also a record high.

The surge in profitability is underpinned by positive contributions from all business segments coming from category mix improvements and operating efficiencies.

Consolidated net sales reached ₱178.8 billion in 2022, 16.6% better than last year and higher than pre-pandemic levels. This was driven by Same Store Sales Growth (SSSG) of 11.8% as well as new store openings. In 2022, our businesses directly benefitted from the economy's gradual return to normalcy, including back to face-to-face classes in schools, increased travel and tourism, and the first normal holiday season in two years.

Changes in category mix and economies of scale enabled us to grow our gross profit faster than sales, rising by 19.8% for the full year to ₱42.2 billion. Operating income also accelerated relative to the topline, increasing by 43.3% in 2022 to ₱8.7 billion due to better operating leverage and various cost savings.

“We are pleased with our operating performance in 2022. Building on the momentum last year, our company will continue to take advantage of the economy’s return to normal. We will focus on improving store efficiency and increasing market coverage with more stores in the pipeline for 2023,” said Robina Gokongwei Pe, President and CEO of Robinsons Retail Holdings, Inc.

Signed:



Gina Rpa-Dipaling

Investor Relations Officer

Mobile no. +63998 8465061

Tel nos. DL: +632 86311490 TL: +632 86350751 to 64 ext 555

Email: gina.dipaling@robinsonsretail.com.ph

For any queries, you may also contact:

Angelo Torres

Mobile no: +63998 8465044

Email: angelo.torres@robinsonsretail.com.ph