

# First Half of 2025 Unaudited Earnings Results

29 July 2025



# Agenda



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AT THE HEART OF MEANINGFUL RETAIL



# 2Q2025 Performance Highlights



Net Sales

₱**50.7**bn  
▲ 5.9%

Same Store  
Sales Growth

**4.8%**

Gross Profit

₱**12.3**bn  
▲ 6.6%

*Gross Margin: 24.3% +20bps*

EBIT

₱**2.4**bn  
▲ 7.4%

*EBIT Margin: 4.7%, +10bps*

Core Earnings

₱**1.5**bn  
▲ 3.9%

Net Income  
to Parent

₱**1.5**bn  
▼ 13.2%

# 1H2025 Performance Highlights



Net Sales

₱**98.5**bn

▲ 5.1%

Same Store  
Sales Growth

**3.9%**

Gross Profit

₱**23.9**bn

▲ 6.4%

*Gross Margin: 24.3% +30bps*

EBIT

₱**4.3**bn

▲ 5.2%

*EBIT Margin: 4.4%, flat*

Core Earnings

₱**2.8**bn

▲ 4.3%

Net Income  
to Parent

₱**2.3**bn

▼ 66.9%

# Consolidated Results – P&L



In ₱ mn	2Q24	2Q25	1H24	1H25	2QΔ	1HΔ
Net Sales	47,823	50,660	93,710	98,477	5.9%	5.1%
SSSG	0.5%	4.8%	0.7%	3.9%		
Gross Profit	11,570	12,334	22,481	23,923	6.6%	6.4%
Gross Margin	24.2%	24.3%	24.0%	24.3%		
EBITDA	4,007	4,209	7,680	7,937	5.1%	3.3%
EBITDA Margin	8.4%	8.3%	8.2%	8.1%		
EBIT	2,205	2,367	4,090	4,304	7.4%	5.2%
EBIT Margin	4.6%	4.7%	4.4%	4.4%		
Other income – net	(42)	(317)	3,545	(1,097)		
Income Before Tax	2,162	2,050	7,635	3,207	(5.2%)	(58.0%)
Taxes	294	389	550	647		
Net Income	1,869	1,661	7,084	2,560	(11.1%)	(63.9%)
Net Income – Parent	1,719	1,492	6,800	2,252	(13.2%)	(66.9%)
N.I. - Parent Margin	3.6%	2.9%	7.3%	2.3%		
Core Net Earnings <sup>(1)</sup>	1,462	1,519	2,648	2,763	3.9%	4.3%
EPS <sup>(2)</sup>	1.18	1.14	4.67	1.65	(3.7%)	(64.7%)

<sup>(1)</sup> **Core Net Earnings:** Net Income ex: FX gains/losses, interest income from bonds, equity in earnings from associates, interest expense related to the BPI shares, BPI cash dividends, and others

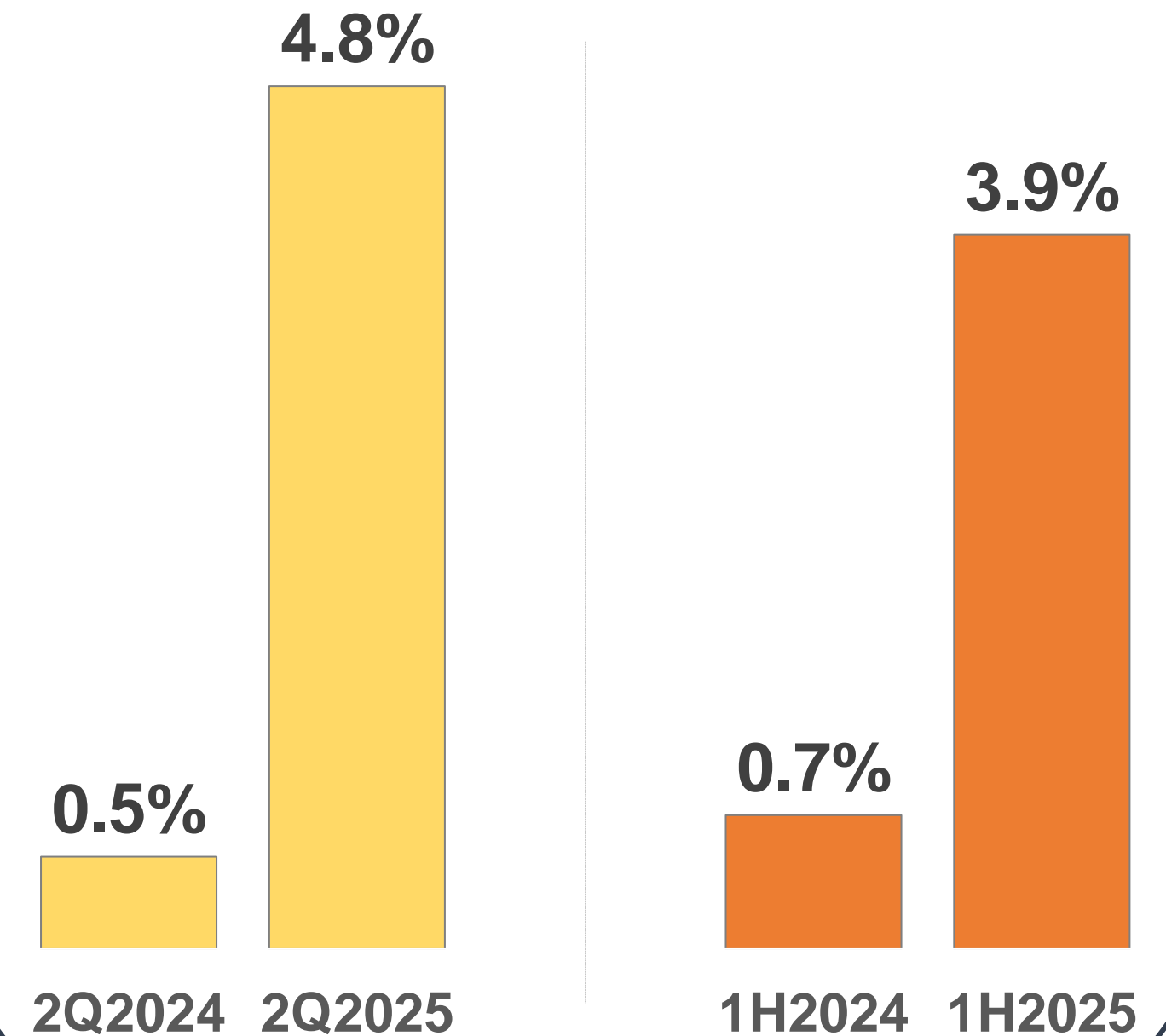
<sup>(2)</sup> **EPS:** based on Net Income Attributable to Parent (NIAP)

# Revenue Trends

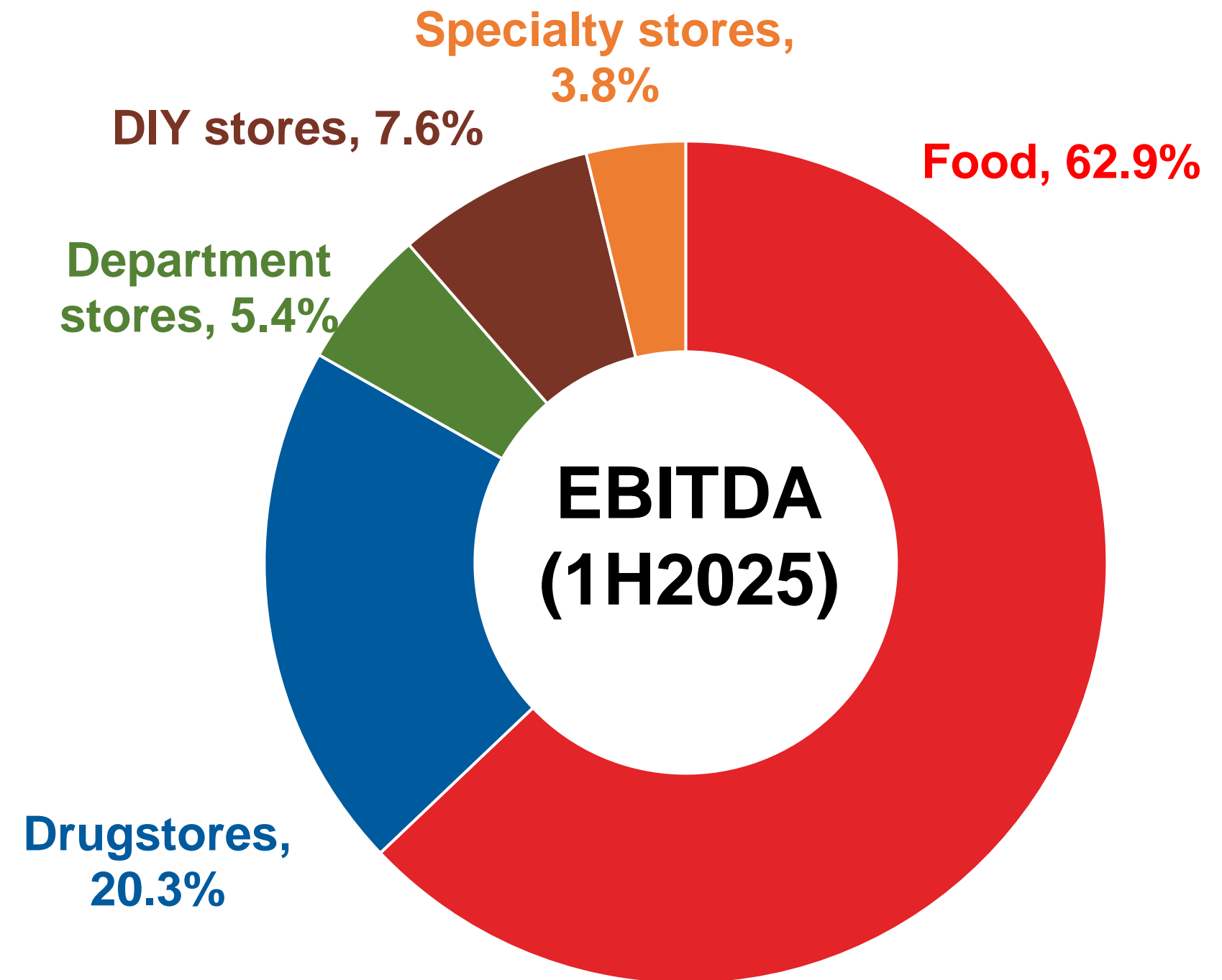
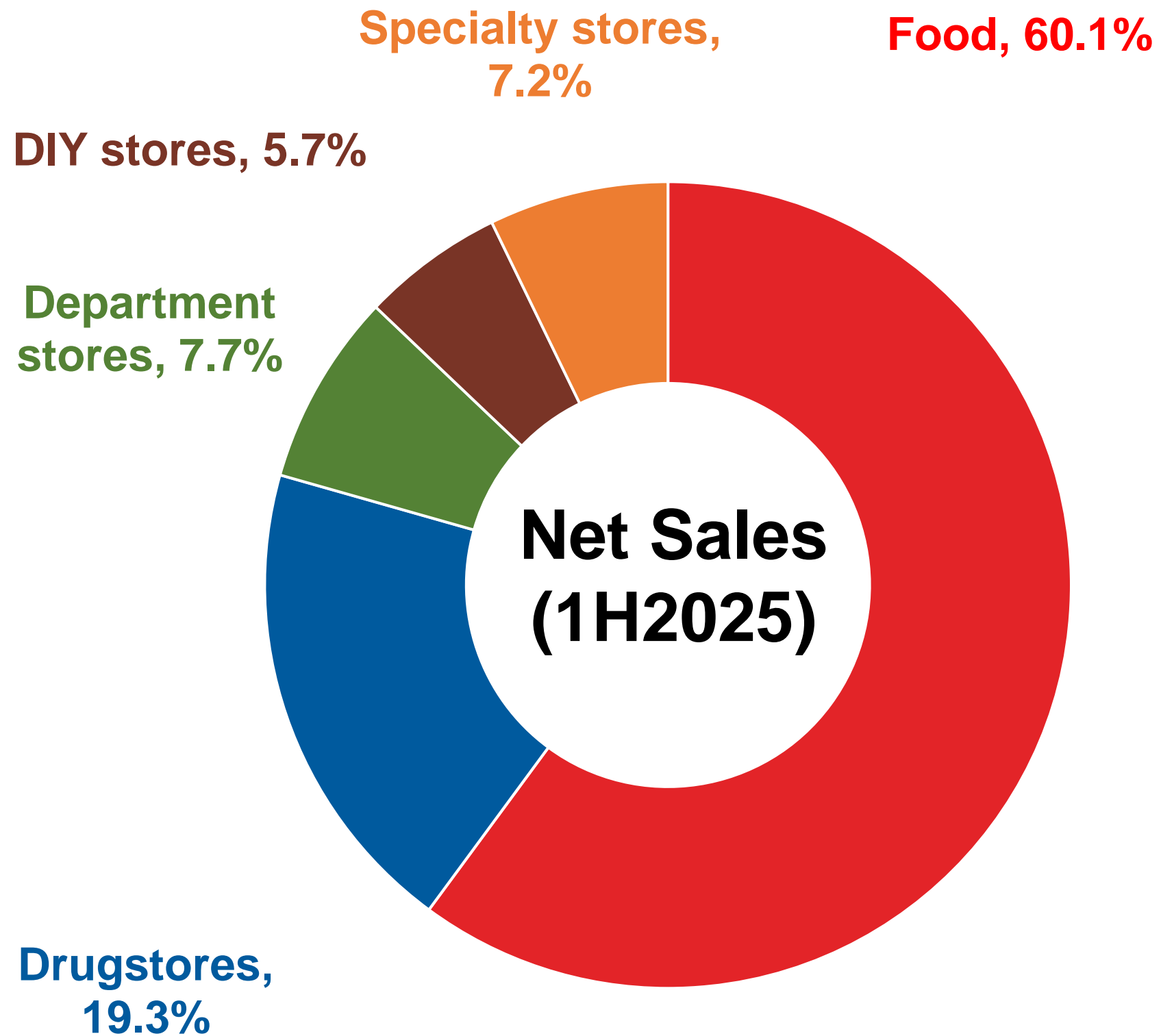


	2Q24	2Q25	1H24	1H25	2QΔ	1HΔ
Food	28.9	30.1	57.0	59.1	4.0%	3.7%
Drugstores	8.5	9.5	17.3	19.0	12.0%	9.7%
Department stores	3.8	4.3	7.0	7.6	12.9%	9.6%
DIY stores	2.9	2.9	5.6	5.6	0.8%	(0.1%)
Specialty stores	3.7	3.9	6.8	7.1	3.9%	4.4%
<b>TOTAL (₱ bn)</b>	<b>47.8</b>	<b>50.7</b>	<b>93.7</b>	<b>98.5</b>	<b>5.9%</b>	<b>5.1%</b>

## Same Store Sales Growth



# Net Sales and EBITDA Breakdown



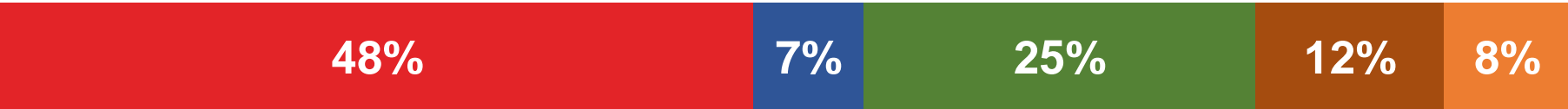
# Store Network



Total of 2,471 stores plus 2,116 TGP Branches

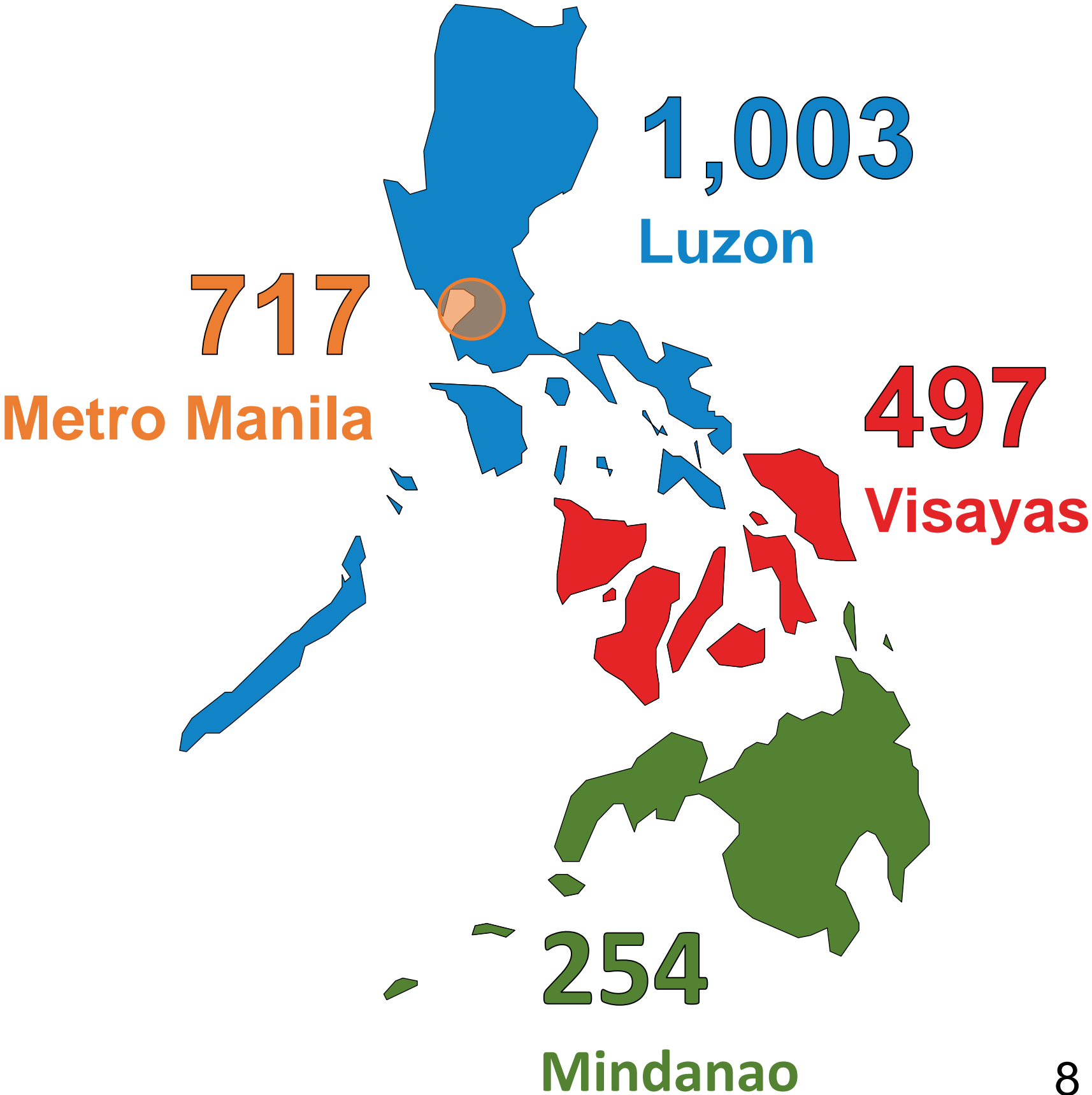
	Metro Manila	Luzon	Visayas	Mindanao	Total
Food	406	287	51	19	763
Drugstores <sup>(1)</sup>	148	475	353	169	1,145
Department Stores	8	21	12	10	51
DIY Stores	63	99	38	28	228
Specialty Stores	92	121	43	28	284
<b>Total</b>	<b>717</b>	<b>1003</b>	<b>497</b>	<b>254</b>	<b>2,471</b>
<i>TGP</i>	<i>420</i>	<i>1,162</i>	<i>336</i>	<i>198</i>	<i>2,116</i>

With gross floor area (GFA) of 1.55 million sqm<sup>1</sup>



Gross Floor area per segment as % of total

<sup>(1)</sup> Excluding TGP

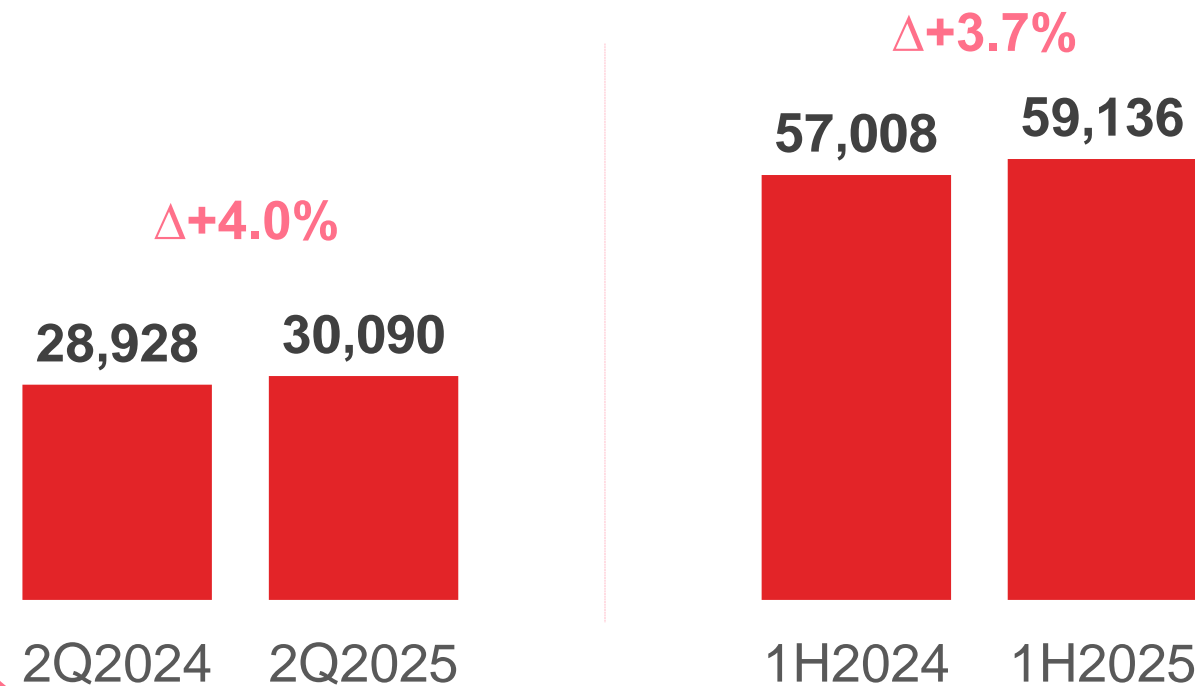




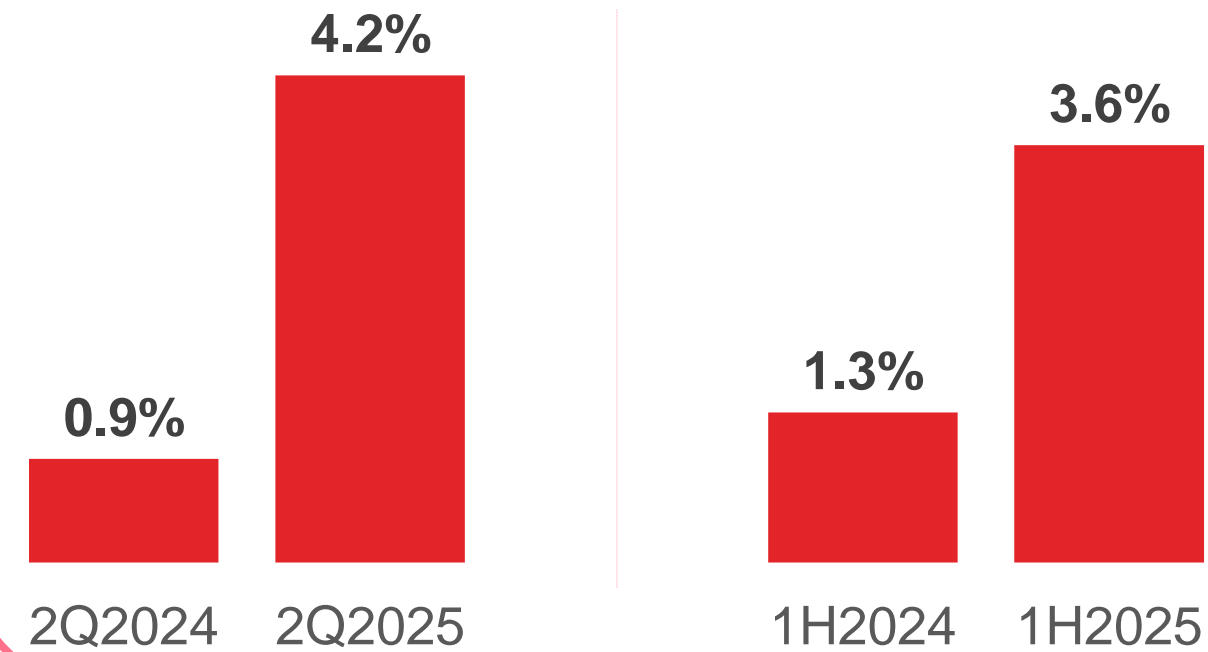
# Food Segment



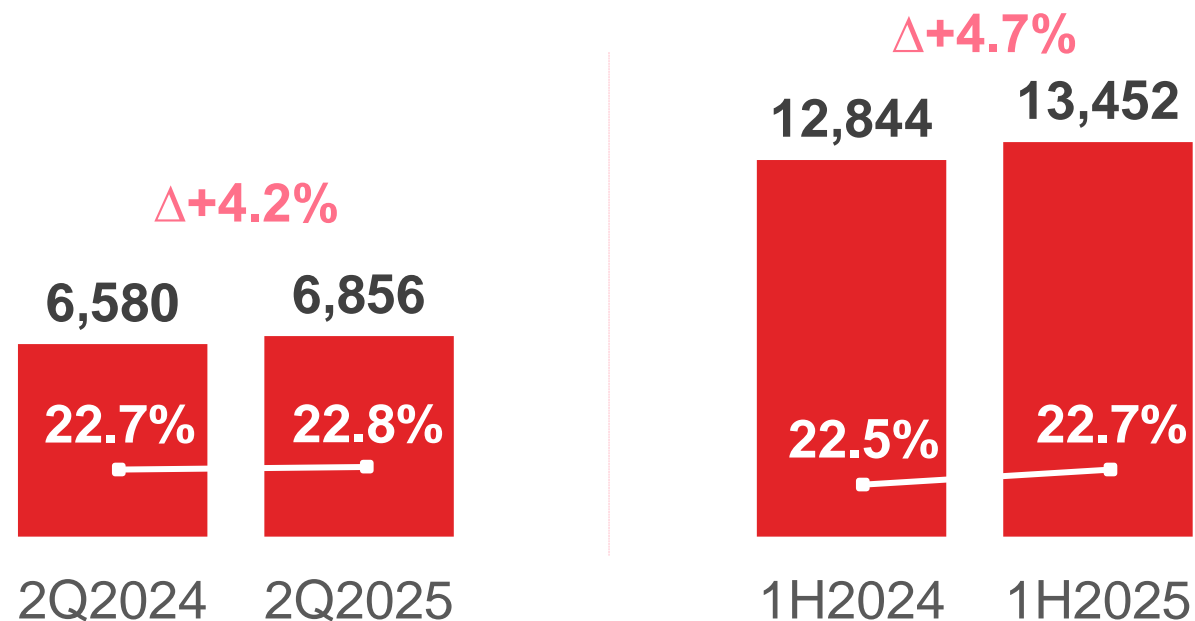
Net Sales (₱ mm)



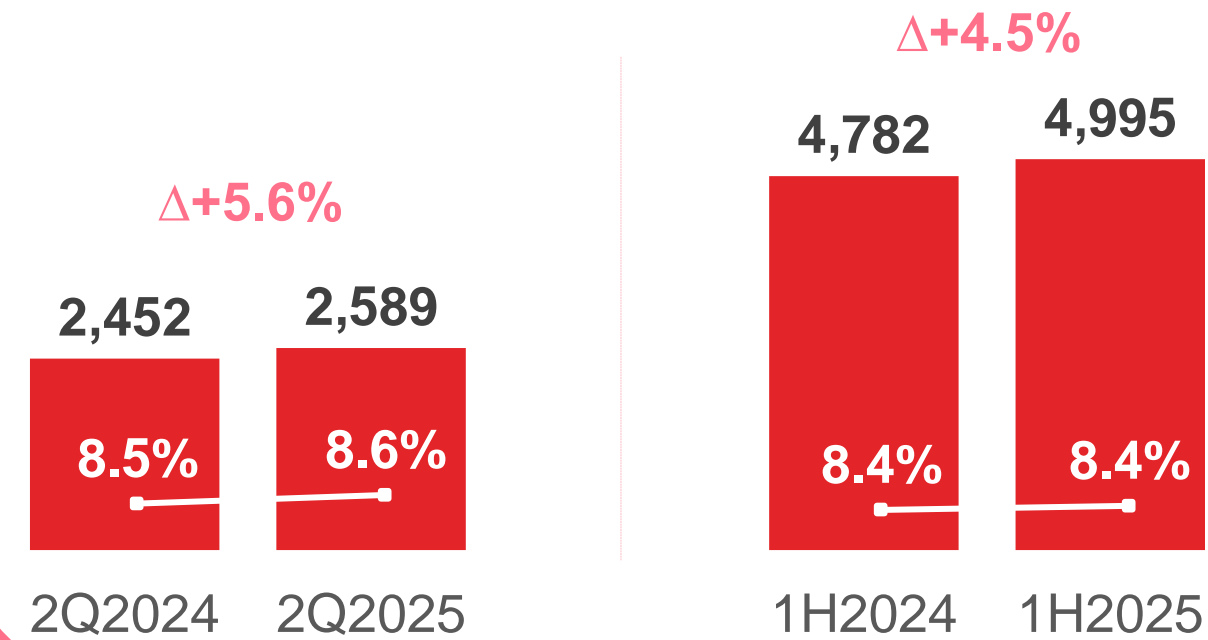
Same Store Sales Growth



Gross Profit (₱ mm)



EBITDA (₱ mm)



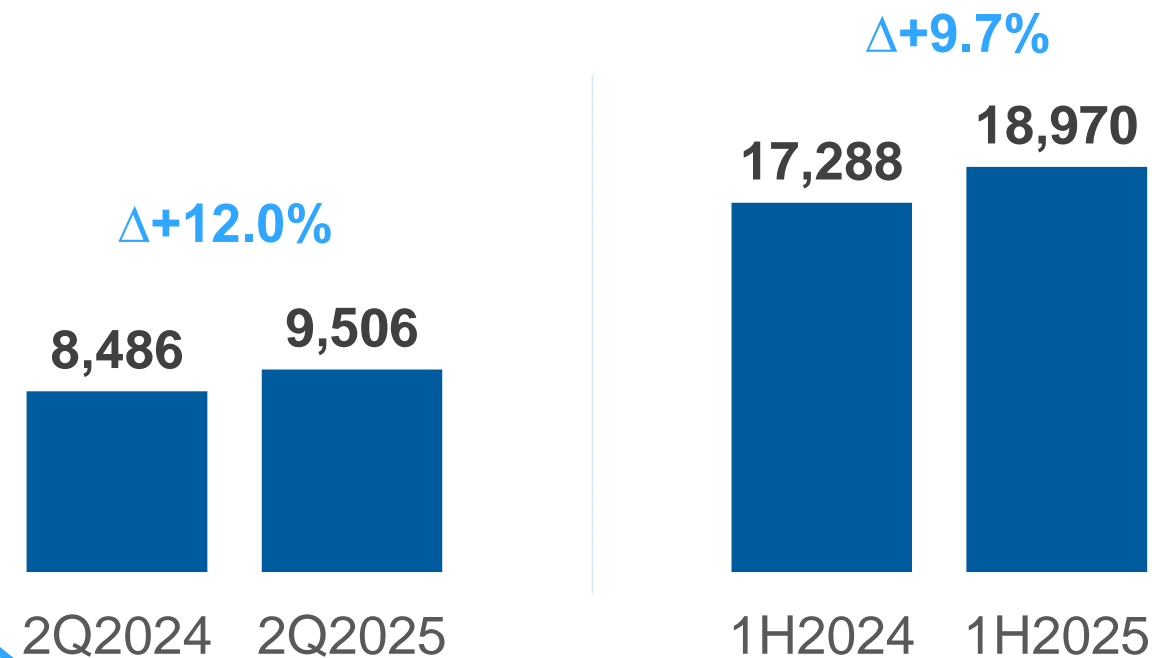
763 stores

149	Robinsons Supermarket
144	Robinsons Easymart
15	SHOPWISE INTERNATIONAL GROCERY SHOPPING
37	THE MARKETPLACE
16	<b>No Brand</b> 브랜드가 아니다. 소비자다
402	Uncle John's

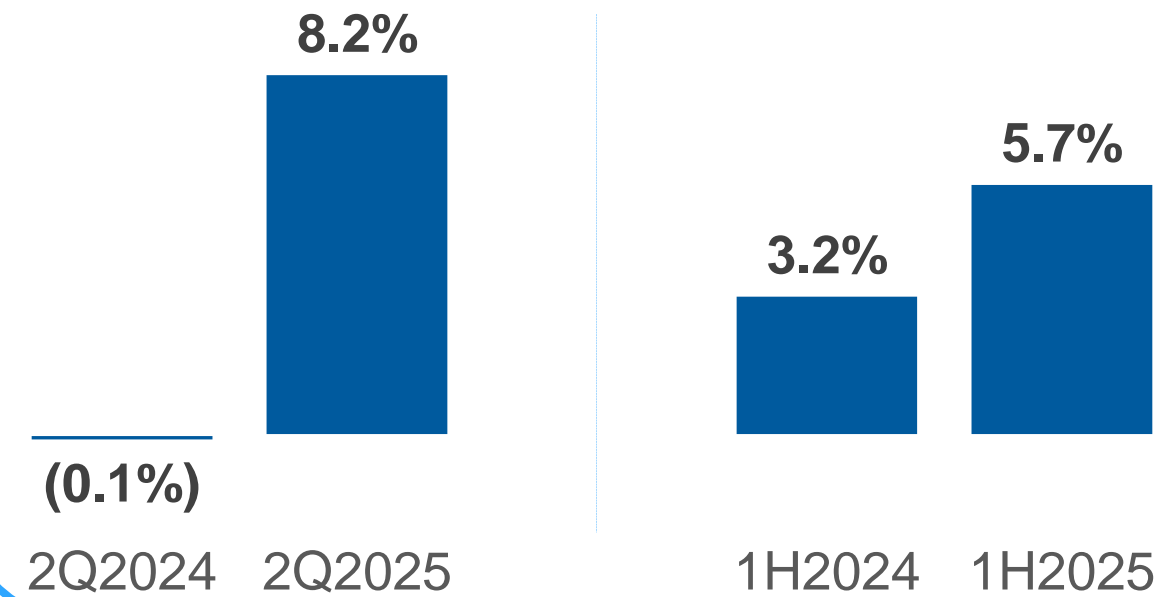
# Drugstore Segment



Net Sales (₱ mm)

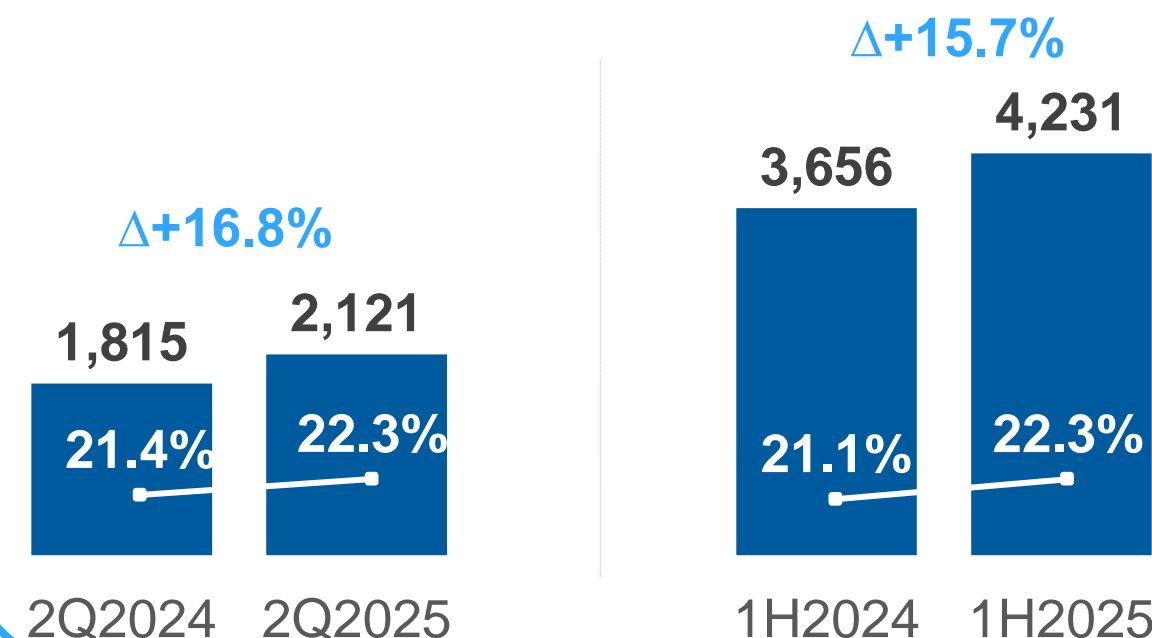


Same Store Sales Growth <sup>(1)</sup>

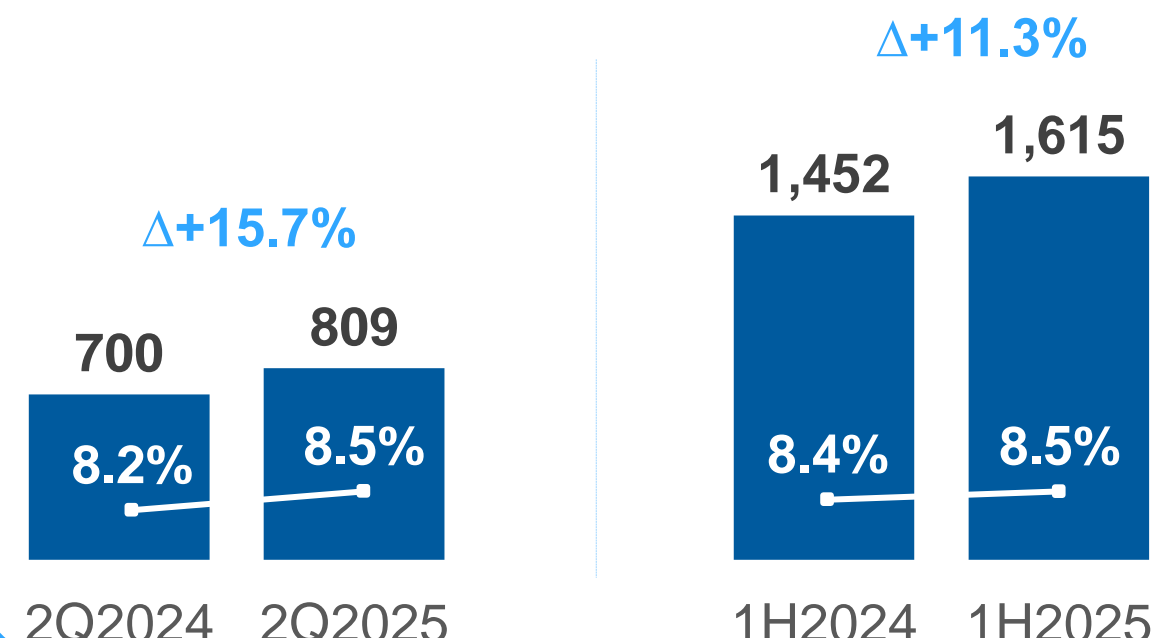


**1,145** owned stores  
**2,116** franchised stores

Gross Profit (₱ mm)



EBITDA (₱ mm)



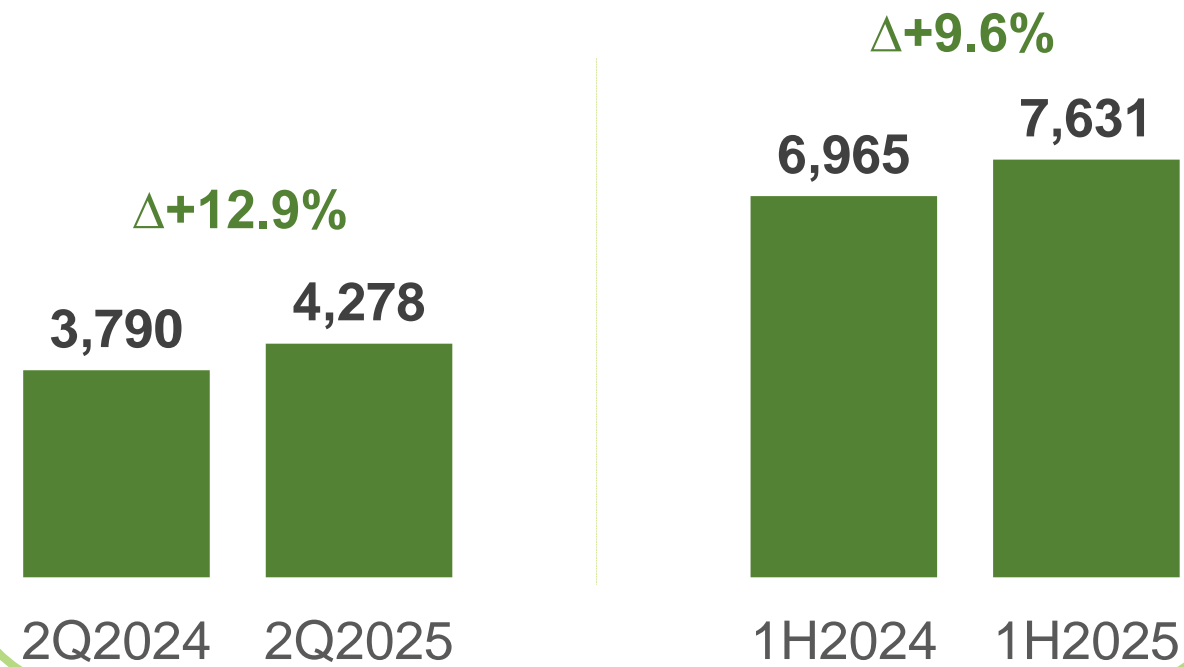
707	southstar drug <sup>+</sup>
438	Rose Pharmacy
2,116	TGP <sup>+</sup>

<sup>(1)</sup> SSSG includes Southstar Drug and Rose Pharmacy only. TGP does not report systemwide sales.

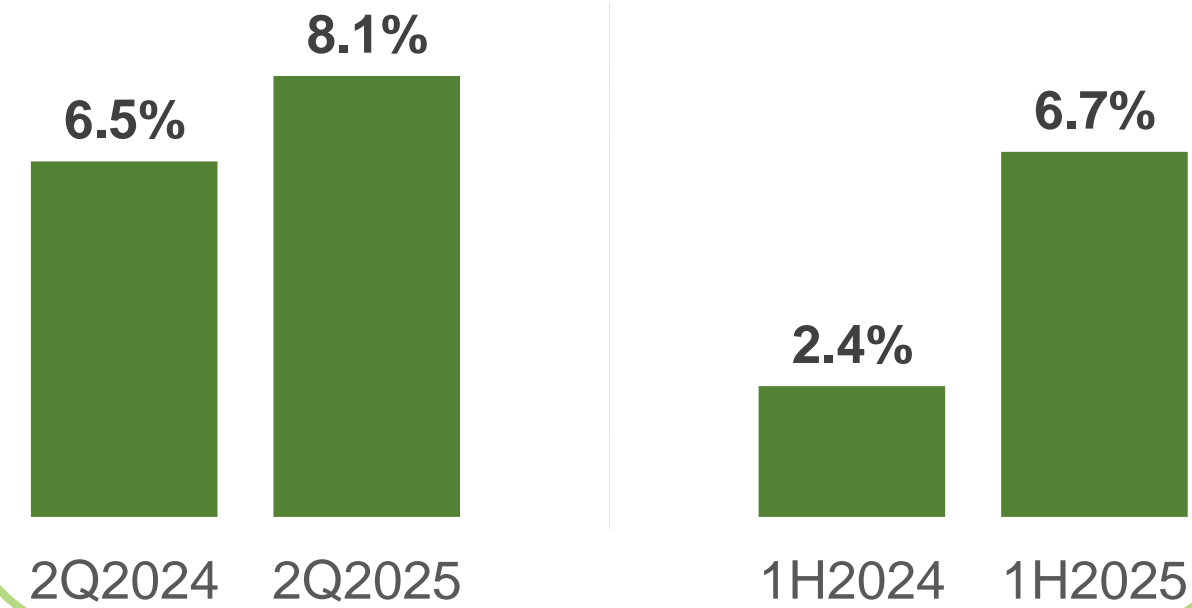
# Department Store Segment



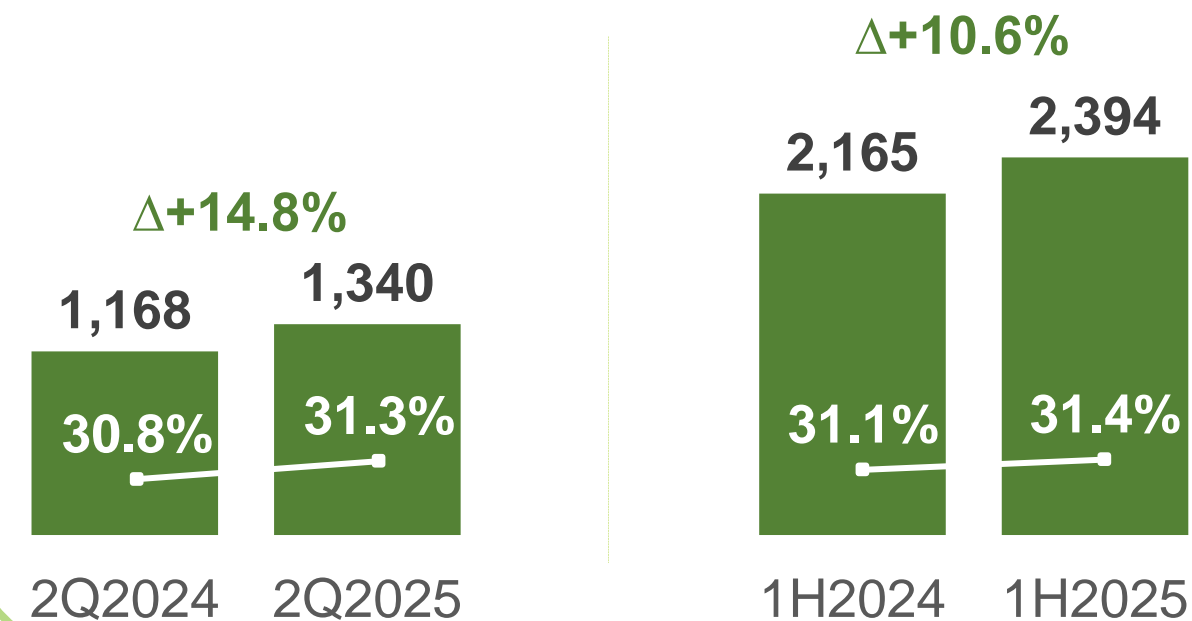
Net Sales (₱ mm)



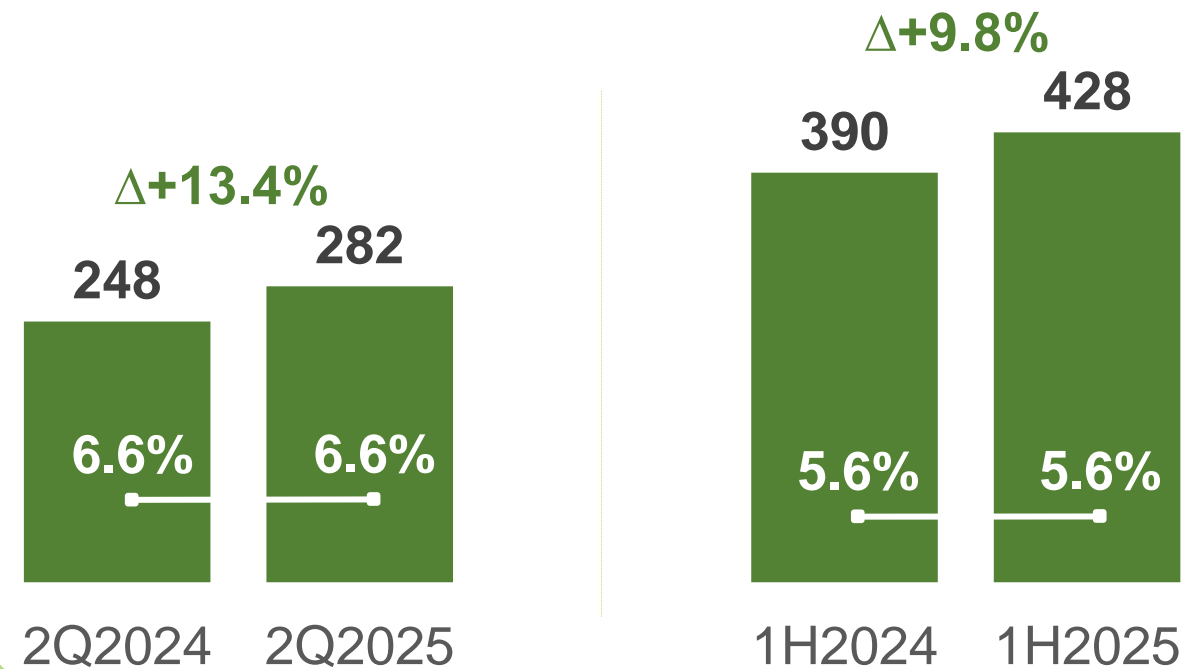
Same Store Sales Growth



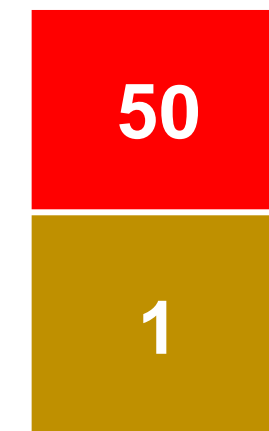
Gross Profit (₱ mm)



EBITDA (₱ mm)



51 stores

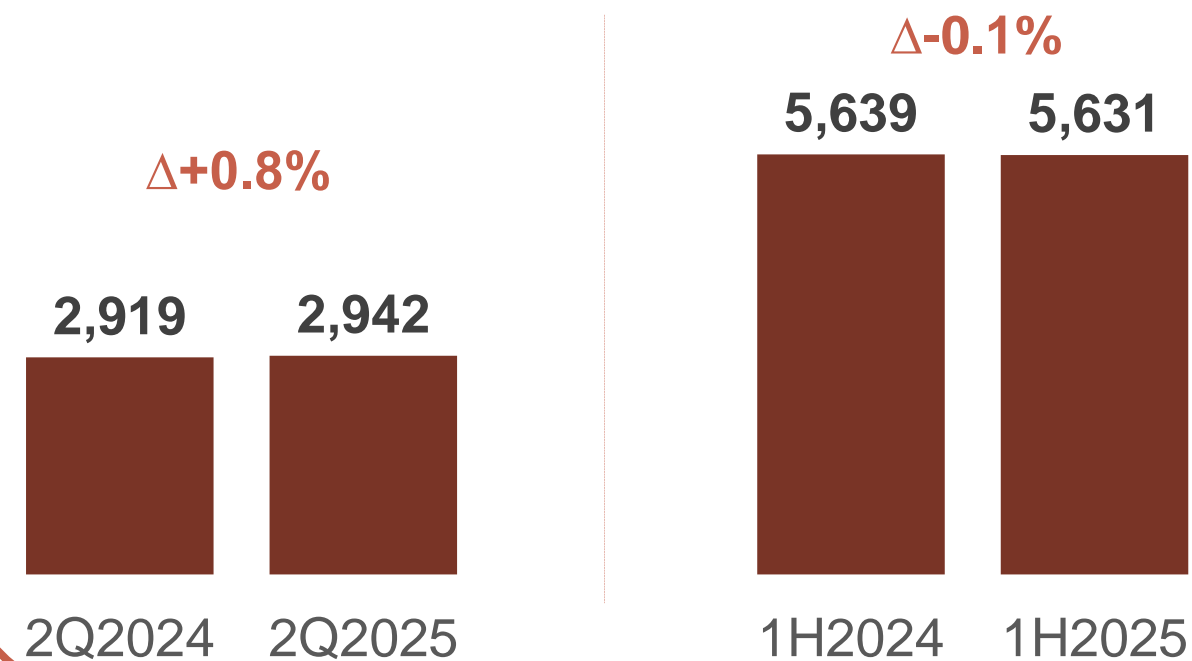


SPATIO

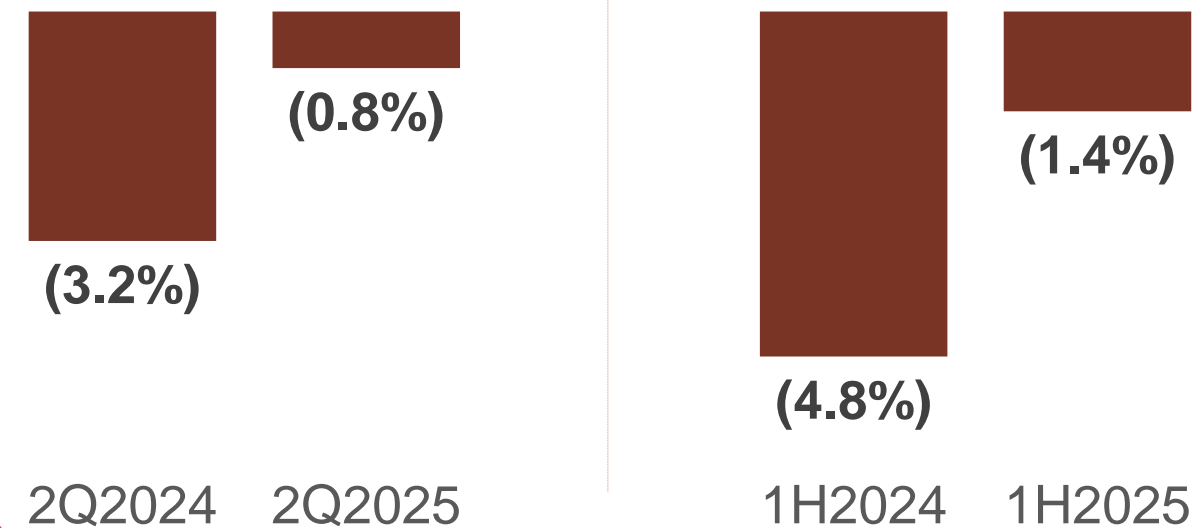
# DIY Segment



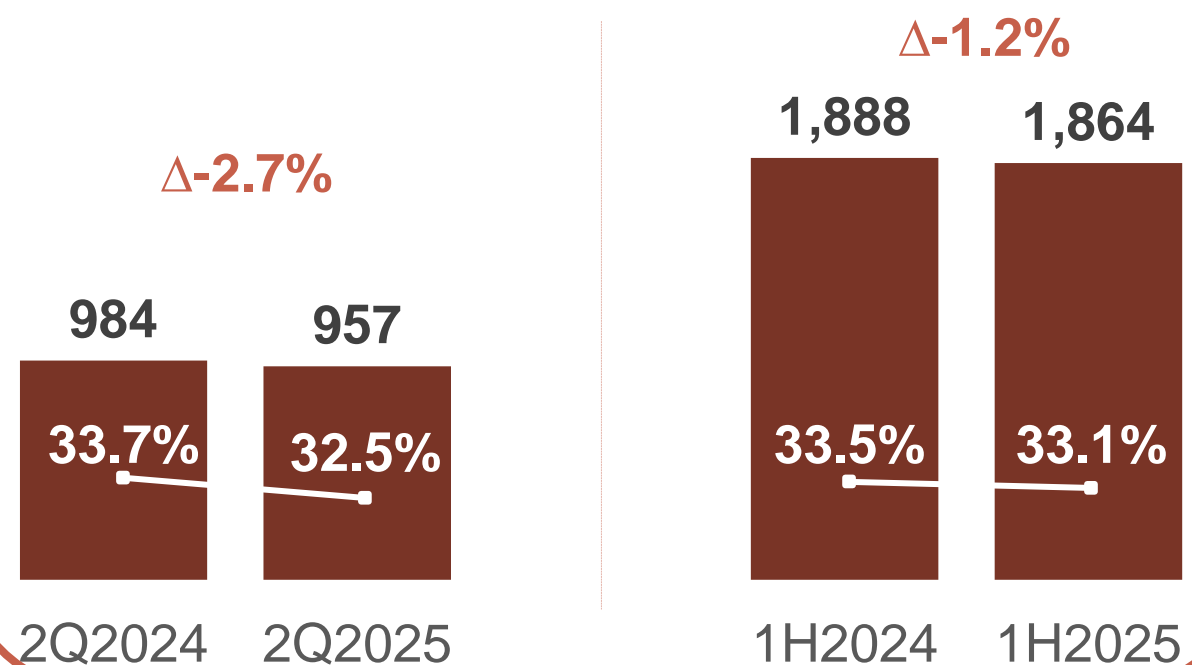
Net Sales (₱ mm)



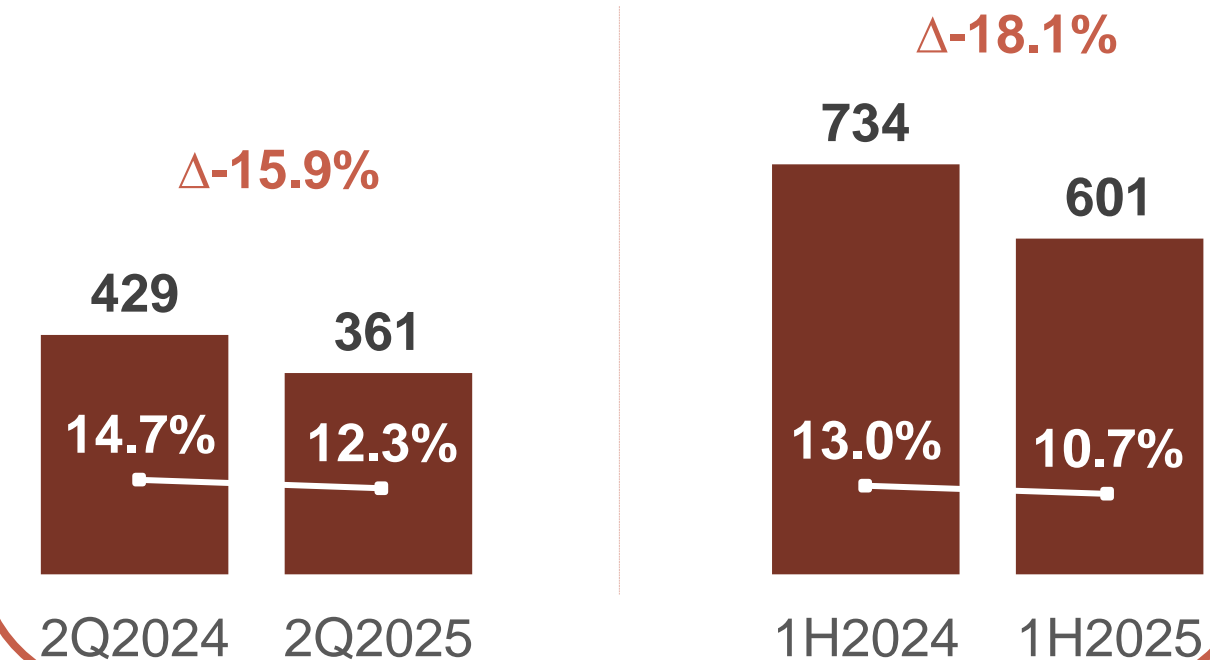
Same Store Sales Growth



Gross Profit (₱ mm)



EBITDA (₱ mm)



228 stores

200 HANDYMAN <sup>Do It Best</sup>  
28 True Value<sup>®</sup>

# Specialty Segment



Robinsons  
Appliances

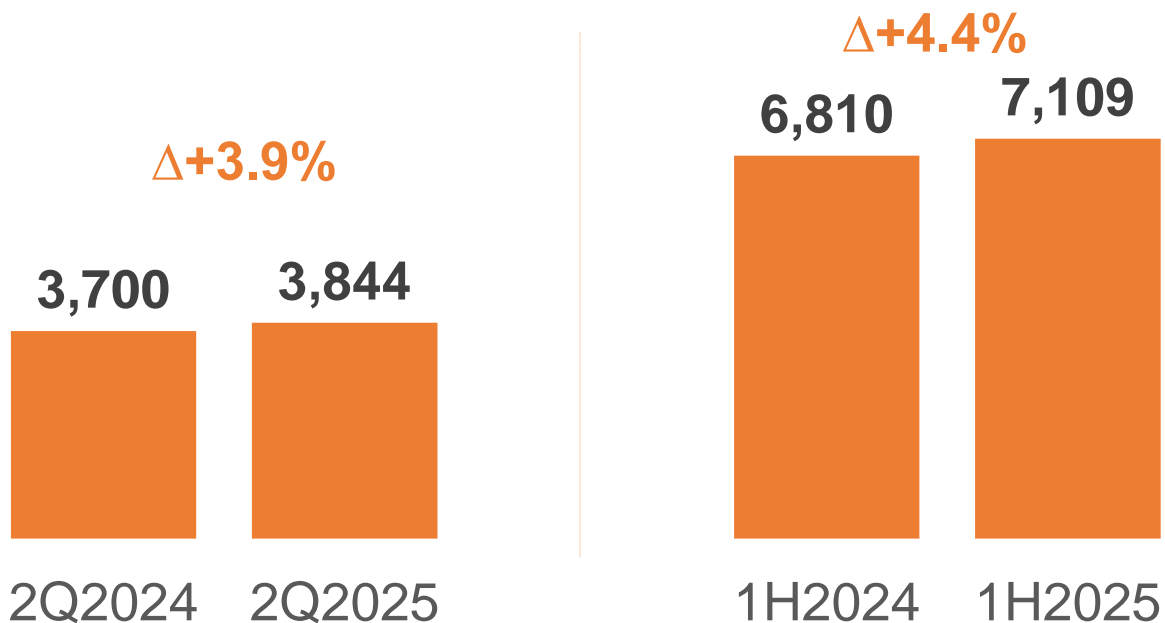


clé de peau  
BEAUTÉ

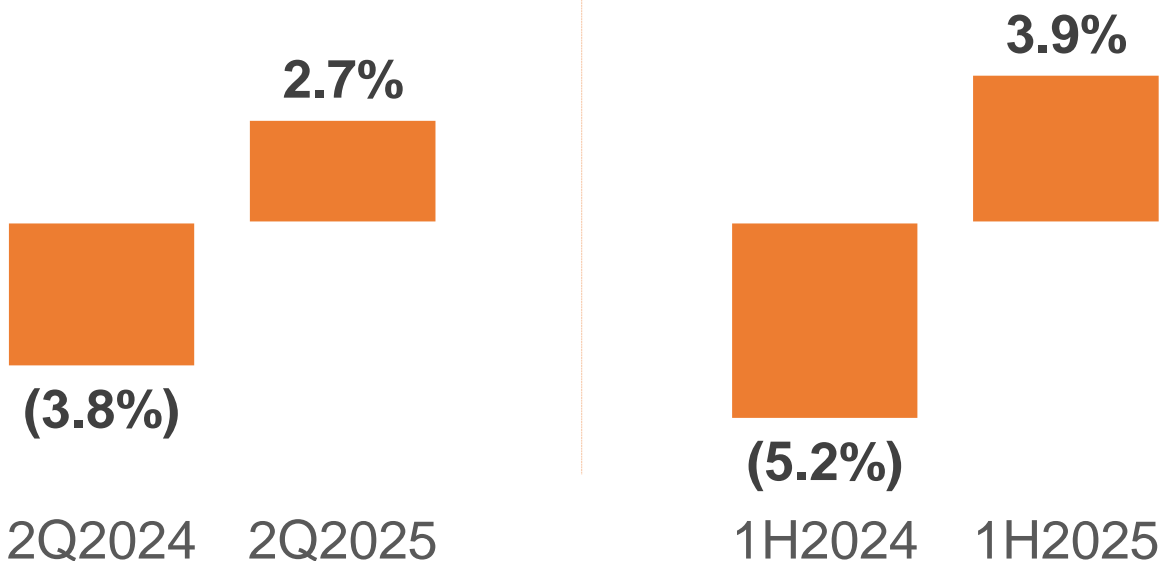


**284 stores**

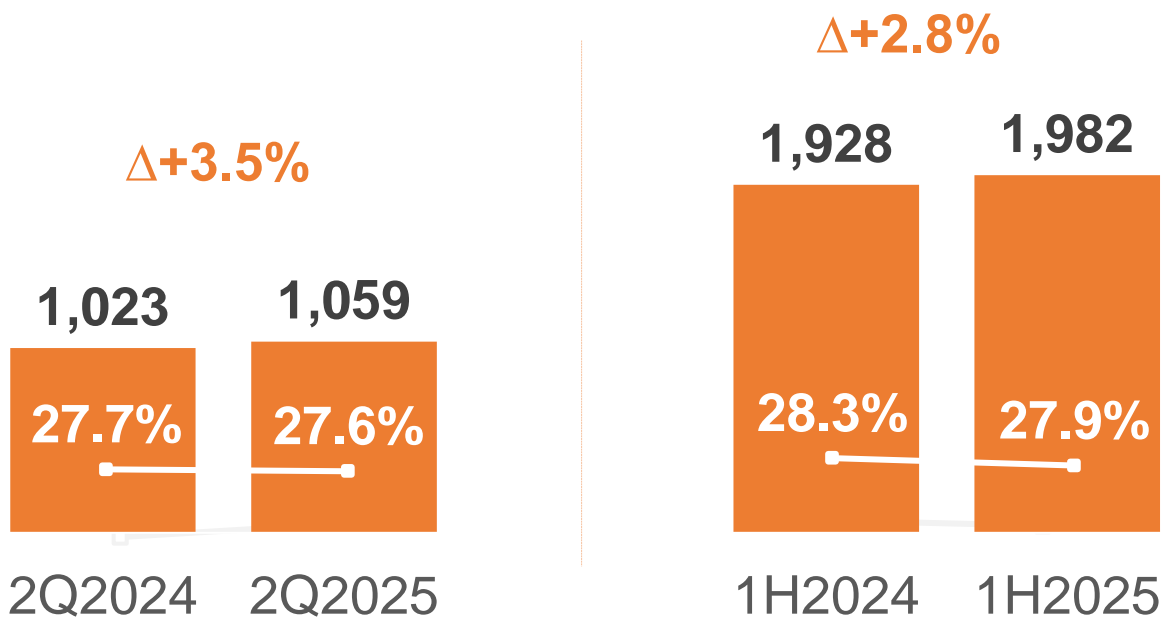
Net Sales (₱ mm)



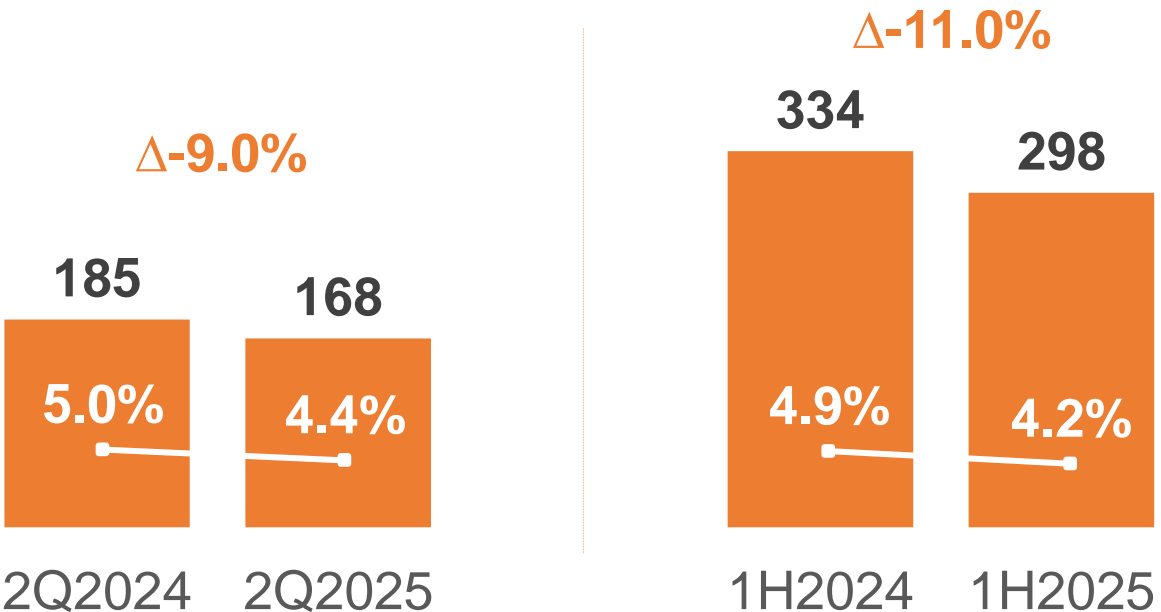
Same Store Sales Growth



Gross Profit (₱ mm)



EBITDA (₱ mm)



**110**

Appliances &  
Electronics

**42**

Toys

**107**

Mass Merchandise

**12**

Beauty

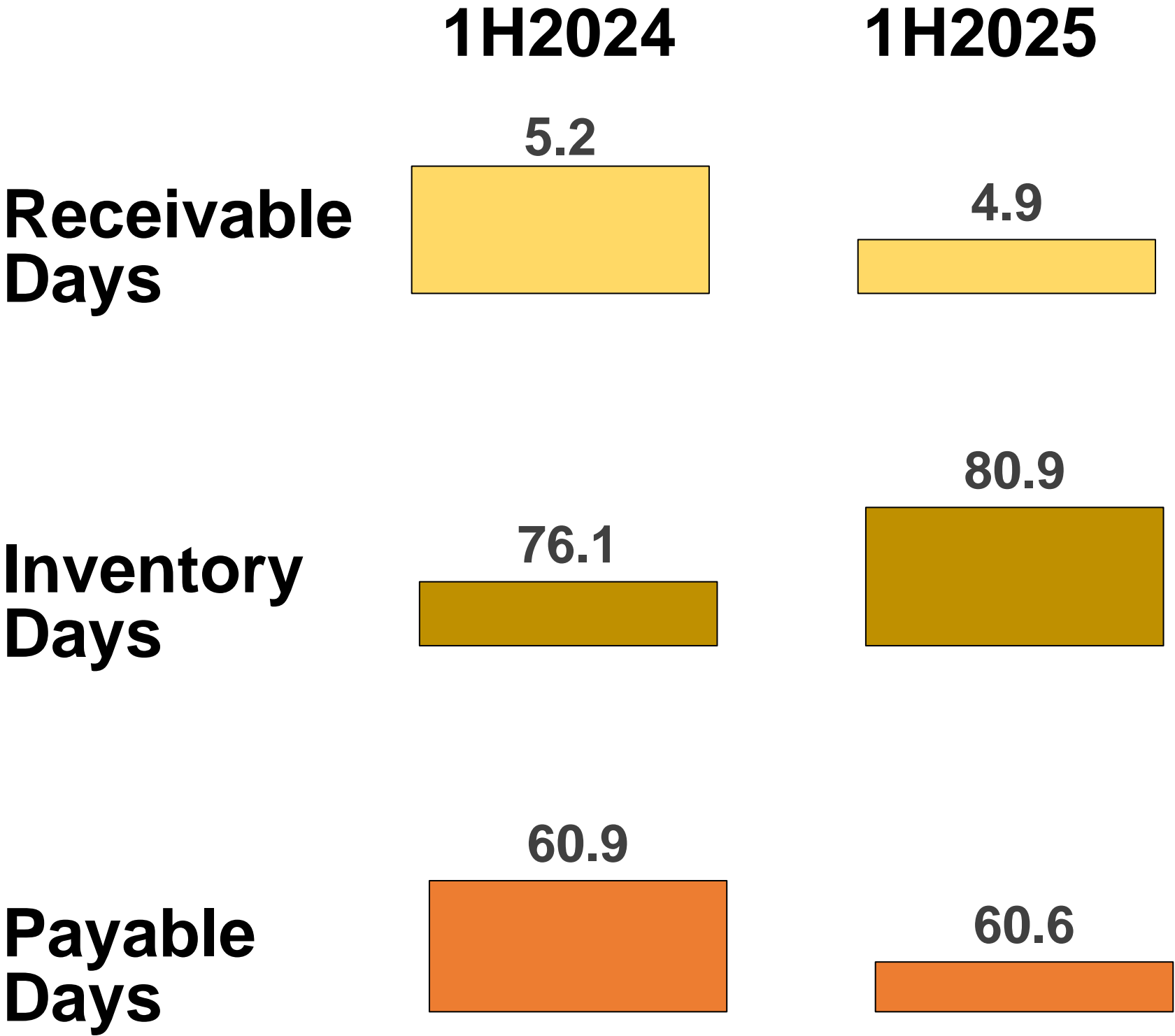
**11**

Pet Retail

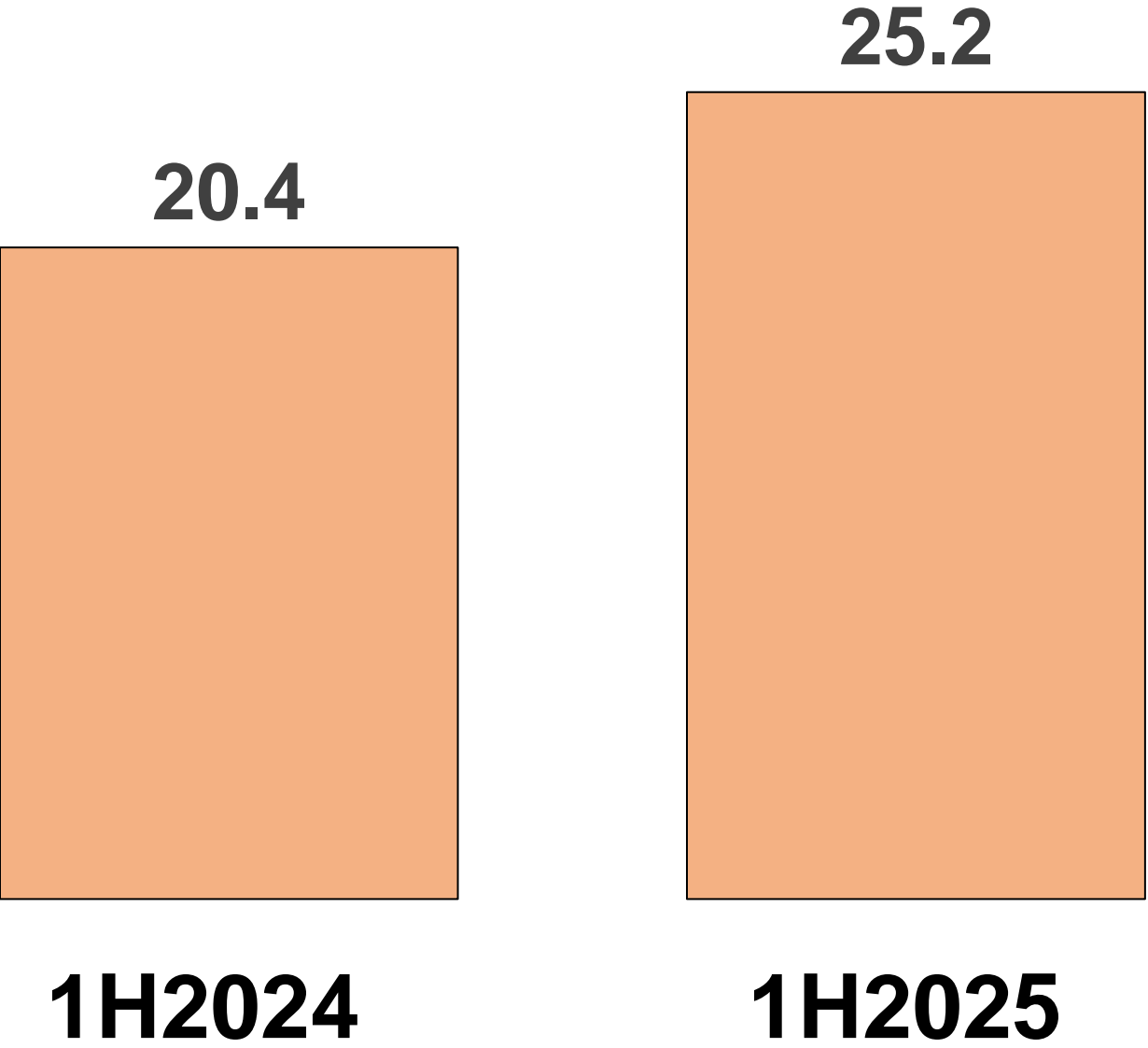
**2**

Lifestyle Sneakers

# Working Capital



## Cash Conversion Cycle



# Balance Sheet



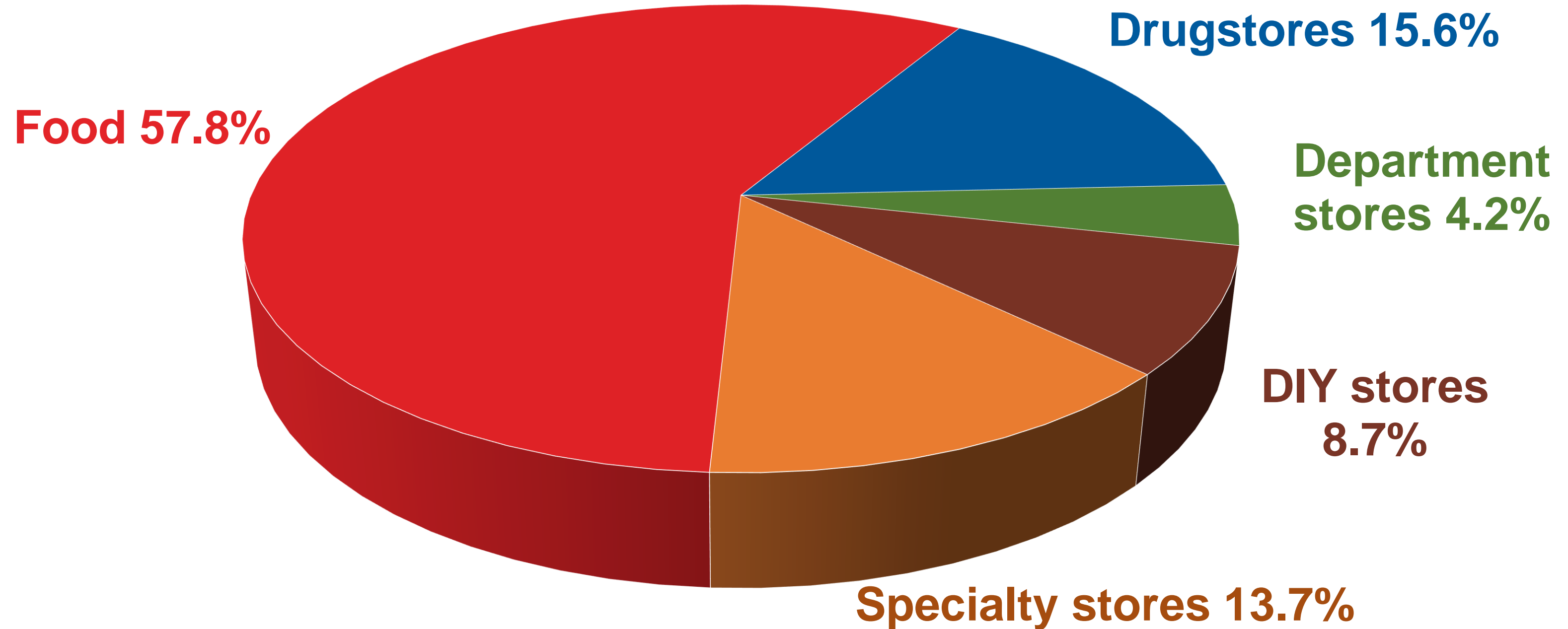
in ₱ mn	June 30, 2024 (Unaudited)	June 30, 2025 (Unaudited)
Cash & Cash Equivalents	11,449	10,309
Investment in Liquid Debt & Equity Securities	3,199	2,359
Total Assets	161,581	170,410
Total Debt	23,192	41,497
Total Equity	88,419	78,234
Return on Assets (trailing 12-months) <sup>(1)</sup>	5.8%	3.5%
Return on Equity (trailing 12-months) <sup>(2)</sup>	11.4%	7.2%
Net Debt (+) or Net Cash (-) <sup>(3)</sup>	8,544	28,829
Net D/E Ratio (x)	0.10	0.37

<sup>(1)</sup> ROA= Net Income Attributable to Parent / Average Total Assets

<sup>(2)</sup> ROE= Net Income Attributable to Parent / Average Equity Attributable to Parent

<sup>(3)</sup> Net Debt (+) or Net Cash (-) = Total Debt – (Cash & Cash Equivalents + Investment in Debt and Equity Securities excluding BPI shares and SAFE notes)

# Capital Expenditures



1H2025 CAPEX: ₱1.7bn





# Updates on *Minority* Investments



# 1 H2025 Highlights



**24%**  
*Stake* **o!save**

**19%**  
*Stake* **GOtyme**

**13%**  
*Stake* **growsari**

**560**

**Number of Stores**  
*vs. 270 LY*

**6.8mn**

**Total no. of customers**  
*vs. 3.6mn LY*

**US\$450mn**

**Platform Value<sup>(2)</sup>**  
*vs. US\$368mn LY*

**US\$212mn**

**Net Sales**  
*vs. US\$92mn LY*

**₱74.4bn**

**Total value of transactions<sup>(1)</sup>**  
**+2.4x YoY**

**Present in 24  
cities**

(1) Transactions refer to electronic fund transfers, deposits, and withdrawals within RRHI and non-RRHI

(2) Value of all business lines



# Corporate Developments





# Mr. Lance Gokongwei as Board Director



**Appointment as Chairman of the  
Remuneration, Nomination, and Succession  
Planning Committee of RRHI**





# Acquisition of Premiumbikes



**Premiumbikes Corporation**  
is a retailer of leading motorcycle  
brands in the Philippines

**Php146.4mn**

Acquisition Price  
*1.0x 2024 P/B*

**214 stores  
nationwide**  
as of June 2025

**Php4.2bn**

2024 Net Sales  
*(+15.2% YoY)*

**Php324mn**

2024 EBITDA  
*(+36.7% YoY)*

**Deal still subject to  
closing conditions &  
regulatory approval  
(e.g., PCC)**

**Validated by Fairness  
Opinion and Related  
Party Transaction  
Committee**

# Retirement of Treasury Shares



On July 25, 2025, the board of directors approved the **retirement of 158,387,615 treasury shares**. The retirement involved shares previously repurchased under the company’s share buyback program.



## KEY DETAILS

Treasury Shares Breakdown	Shares Acquired	Amount
Buyback Program	158,387,615	Php 7,833,278,986
Acquisition of DFI Shares	315,309,310	Php 15,765,465,500
<b>TOTAL</b>	<b>473,696,925</b>	<b>Php 23,598,744,486</b>



# Robinsons Retail recognized in Fortune Southeast Asia 500 ranking



FORTUNE

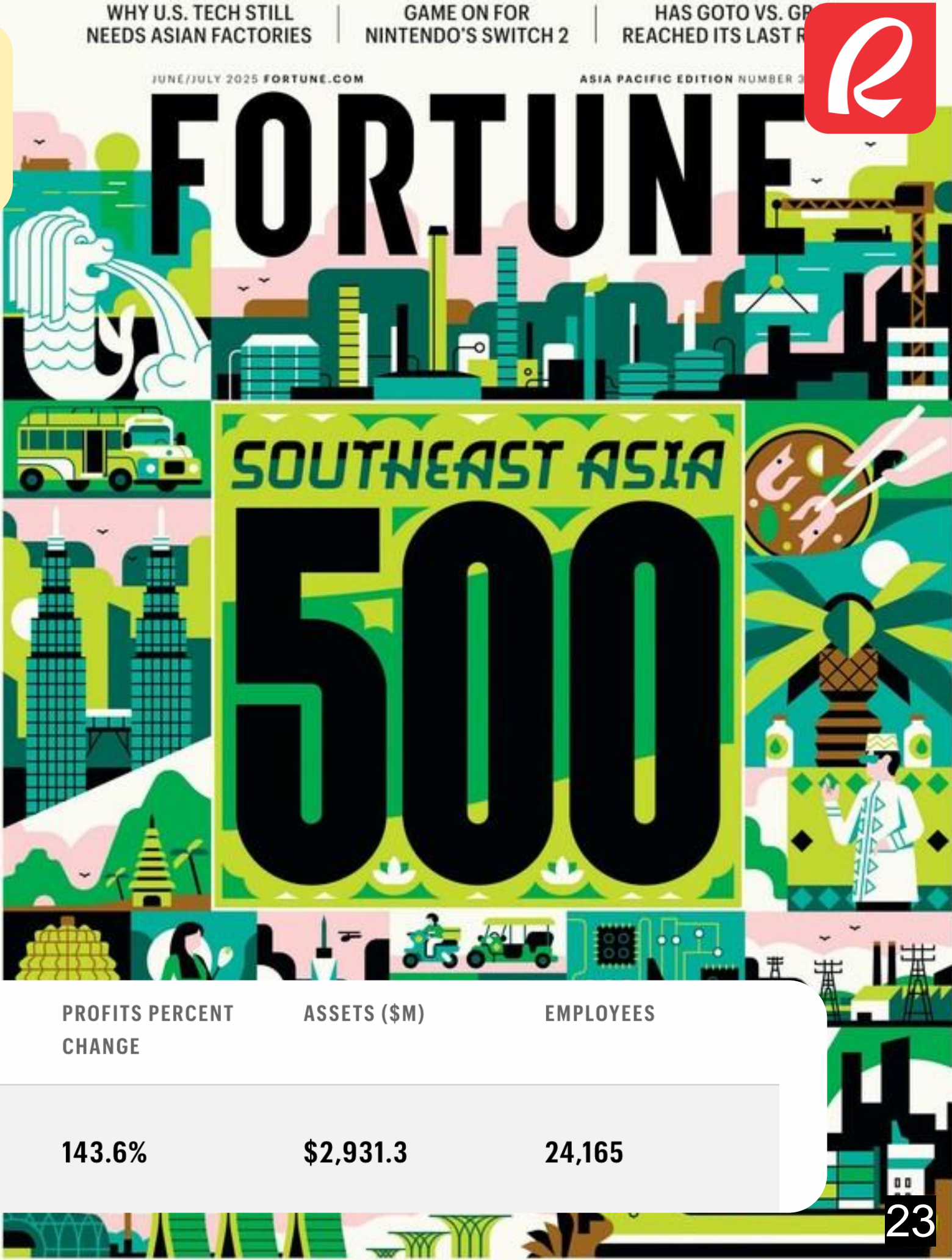
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Fortune Southeast Asia 500

The second annual Fortune Southeast Asia 500 provides a snapshot of a region ready to take advantage of global supply chain shifts and booming industries like mining, EVs, and AI. The seven countries in last year’s inaugural Southeast Asia 500 list—Indonesia, Thailand, Malaysia, Singapore, Vietnam, the Philippines, and Cambodia—return in 2025 and continue to make their mark on the region’s economy. Together, the Southeast Asia 500 companies are playing an increasingly important role in global supply chains—capturing manufacturing capacity shifting from China, which is drawing significant capital flows and reshaping global trade dynamics.

RANK	NAME	REVENUES (\$M)	REVENUE PERCENT CHANGE	PROFITS (\$M)	PROFITS PERCENT CHANGE	ASSETS (\$M)	EMPLOYEES
100	Robinsons Retail Holdings	\$3,476.7	0.6%	\$179.5	143.6%	\$2,931.3	24,165





# Robinsons Supermarket, Southstar Drug, Shopwise host annual health and fitness events





# Leadership Transitions



## CORPORATE SECRETARY



**Atty Gilbert Millado**

Previous

**Atty Janz Serrano**

New

## VP Corporate Planning, Investor Relations Officer and Head of Sustainability



**Gina Dipaling**

Previous

**Angelo Torres**

New

# Guidance for 2025



Net store additions  
of **130-170**

SSSG target of  
**2%-4%**

**20-30bps** gain on  
gross margins

Organic CAPEX of  
**₱5.0-7.0bn**



# Thank you!



# Income Statement



PHP mm	Six Months Ended June 30	
	2024 (Unaudited)	2025 (Unaudited)
Sales - net of sales discounts and returns	93,710	98,477
Cost of merchandise sold	71,229	74,554
<b>Gross Profit</b>	<b>22,481</b>	<b>23,923</b>
Royalty, rent and other revenues	648	681
Gross profit including other revenue	<b>23,129</b>	<b>24,604</b>
Operating expenses	(19,039)	(20,301)
<b>EBIT</b>	<b>4,090</b>	<b>4,304</b>
<b>EBITDA</b>	<b>7,680</b>	<b>7,937</b>
Interest income	92	71
Foreign currency exchange gain (loss) - net	52	(5)
Dividend income	709	737
Equity in net earnings of an associate	(235)	(275)
Interest expense	(1,524)	(1,636)
Others	4,450	11
<b>OTHER INCOME (CHARGES)</b>	<b>3,545</b>	<b>(1,097)</b>
<b>INCOME BEFORE INCOME TAX</b>	<b>7,635</b>	<b>3,207</b>
Provision for income tax	550	647
<b>NET INCOME</b>	<b>7,084</b>	<b>2,560</b>
<b>Net income attributable to:</b>		
Equity holders of the Parent Company	6,800	2,252
Non-controlling interest in consolidated subsidiaries	285	307
	<b>7,084</b>	<b>2,560</b>
<b>Earnings Per Share</b>		
Basic	4.67	1.59
Weighted	4.67	1.65
<b>Shares Outstanding</b>		
End of Period	1,456	1,419
Weighted	1,457	1,367

# Balance Sheet



PHP mm	December 31 (Audited) 2024	June 30 (Unaudited) 2025
<b>Current Assets</b>		
Cash and cash equivalents	13,137	10,309
Trade and other receivables	4,407	2,672
Merchandise inventories	31,672	33,303
Other current assets	1,572	2,008
<b>Total Current Assets</b>	<b>50,789</b>	<b>48,292</b>
Noncurrent assets Held For Sale	0	-
Investment in debt and equity securities	46,165	49,749
Property and equipment	25,046	25,041
Right-of-use asset	19,188	18,170
Investment in associates	1,666	1,946
Intangible assets	22,679	22,679
Other noncurrent assets	4,419	4,534
<b>Total Noncurrent Assets</b>	<b>119,162</b>	<b>122,118</b>
<b>Total Assets</b>	<b>169,951</b>	<b>170,410</b>
<b>LIABILITIES AND EQUITY</b>		
<b>Current Liabilities</b>		
Trade and other payables	27,901	24,959
Short-term loans payable	14,714	34,398
Current portion of lease liability	3,322	3,402
Other current liabilities	560	587
<b>Total Current Liabilities</b>	<b>46,497</b>	<b>63,346</b>
<b>Total Noncurrent Liabilities</b>	<b>30,848</b>	<b>28,830</b>
<b>Total Liabilities</b>	<b>77,345</b>	<b>92,176</b>
<b>Equity</b>		
Capital stock	1,576	1,576
Additional paid-in capital	40,768	40,768
Treasury stocks	(7,600)	(23,599)
Equity reserve	(772)	(772)
Retained earnings	45,181	44,597
Other comprehensive income	9,389	12,509
<b>Total equity attributable to equity holders of Parent Company</b>	<b>88,542</b>	<b>75,080</b>
Non-controlling interest in consolidated subsidiaries	4,064	3,154
<b>Total Equity</b>	<b>92,606</b>	<b>78,234</b>
<b>Total Liabilities and Equity</b>	<b>169,951</b>	<b>170,410</b>



# Cash Flow



	December 31 (Audited) 2024	June 30 (Unaudited) 2024	June 30 (Unaudited) 2025
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Income before income tax	12,390	7,635	3,207
Depreciation and amortization including ROU amortization			
- PFRS 16	7,246	3,590	3,633
Retirement expense	273	132	124
Others including interest on Lease Liability-PFRS 16	(3,309)	(3,545)	1,156
<b>Operating income before working capital changes</b>	<b>16,599</b>	<b>7,812</b>	<b>8,120</b>
Working capital changes	(2,317)	(2,580)	(4,135)
Interest received	186	98	89
Retirement contributions and benefits paid	(390)	0	0
Income tax paid	(1,651)	(749)	(786)
<b>Net cash flows generated from (used in) operations</b>	<b>12,427</b>	<b>4,581</b>	<b>3,288</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Investment in associates and acquisitions	(1,273)	(749)	(1,151)
Disposal of bonds and other securities	1,769	390	106
CAPEX for stores, Head Office and DC	(4,756)	(1,995)	(2,097)
Dividends received	1,737	1,019	712
Others	(3)	38	(71)
<b>Net cash flows generated from (used in) investing activities</b>	<b>(2,526)</b>	<b>(1,297)</b>	<b>(2,502)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Availment of loan, net of payments	1,585	1,810	18,484
Dividends paid	(3,596)	(3,055)	(2,953)
Lease payments - PFRS 16	(5,090)	(2,550)	(2,522)
Interest expense paid on loans	(1,634)	(757)	(647)
Acquisition of a subsidiary	(15)	(15)	0
Share buyback	(1,190)	(438)	(15,999)
<b>Net cash flows used in financing activities</b>	<b>(9,939)</b>	<b>(5,005)</b>	<b>(3,636)</b>
Effect of forex on cash and cash equivalents	3	(3)	22
Net increase (decrease) in cash and cash equivalents	(35)	(1,724)	(2,828)
Cash and cash equivalents at beginning of year	13,173	13,173	13,137
<b>CASH AND CASH EQUIVALENTS AT END OF PERIOD</b>	<b>13,137</b>	<b>11,449</b>	<b>10,309</b>