

Full Year 2025 Unaudited Earnings Results

26 February 2026



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AT THE HEART OF MEANINGFUL RETAIL



4Q2025 Performance Highlights



Net Sales

₱ **61.1** bn
▲ 7.7%

Same Store
Sales Growth

3.6%

Gross Profit

₱ **15.3** bn
▲ 10.8%
Gross Margin: 25.0% +70bps

EBIT

₱ **3.8** bn
▲ 12.9%

EBIT Margin: 6.2%, +30bps

Core Earnings

₱ **2.5** bn
▲ 9.9%

Net Income
to Parent

₱ **2.6** bn
▲ 5.3%
EPS: ₱2.39/sh, +38.4%

FY2025 Performance Highlights



Net Sales

₱ **210.4** bn

▲ 5.7%

Same Store
Sales Growth

3.2%

Gross Profit

₱ **51.7** bn

▲ 7.5%

Gross Margin: 24.6% +40bps

EBIT

₱ **10.5** bn

▲ 7.4%

EBIT Margin: 5.0%, +10bps

Core Earnings

₱ **6.7** bn

▲ 6.0%

Net Income
to Parent

₱ **5.7** bn

▼ 44.3%

EPS: ₱4.66/sh, -34.5%

Consolidated Results – P&L



In ₱ mn	4Q24	4Q25	FY24	FY25	4QΔ	FYΔ
Net Sales	56,758	61,146	199,167	210,423	7.7%	5.7%
SSSG	3.4%	3.6%	1.5%	3.2%		
Gross Profit	13,806	15,303	48,110	51,742	10.8%	7.5%
Gross Margin	24.3%	25.0%	24.2%	24.6%		
EBITDA	5,255	5,921	16,983	18,036	12.7%	6.2%
EBITDA Margin	9.3%	9.7%	8.5%	8.6%		
EBIT	3,375	3,811	9,737	10,457	12.9%	7.4%
EBIT Margin	5.9%	6.2%	4.9%	5.0%		
Other income – net	(178)	(259)	2,653	(2,248)		
Income Before Tax	3,197	3,551	12,390	8,208	11.1%	(33.7%)
Taxes	523	818	1,472	1,893		
Net Income	2,674	2,733	10,918	6,315	2.2%	(42.2%)
Net Income – Parent	2,475	2,605	10,283	5,729	5.3%	(44.3%)
N.I. - Parent Margin	4.4%	4.3%	5.2%	2.7%		
Core Net Earnings ⁽¹⁾	2,286	2,512	6,360	6,743	9.9%	6.0%
EPS ⁽²⁾	1.73	2.39	7.11	4.66	38.4%	(34.5%)

⁽¹⁾ **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

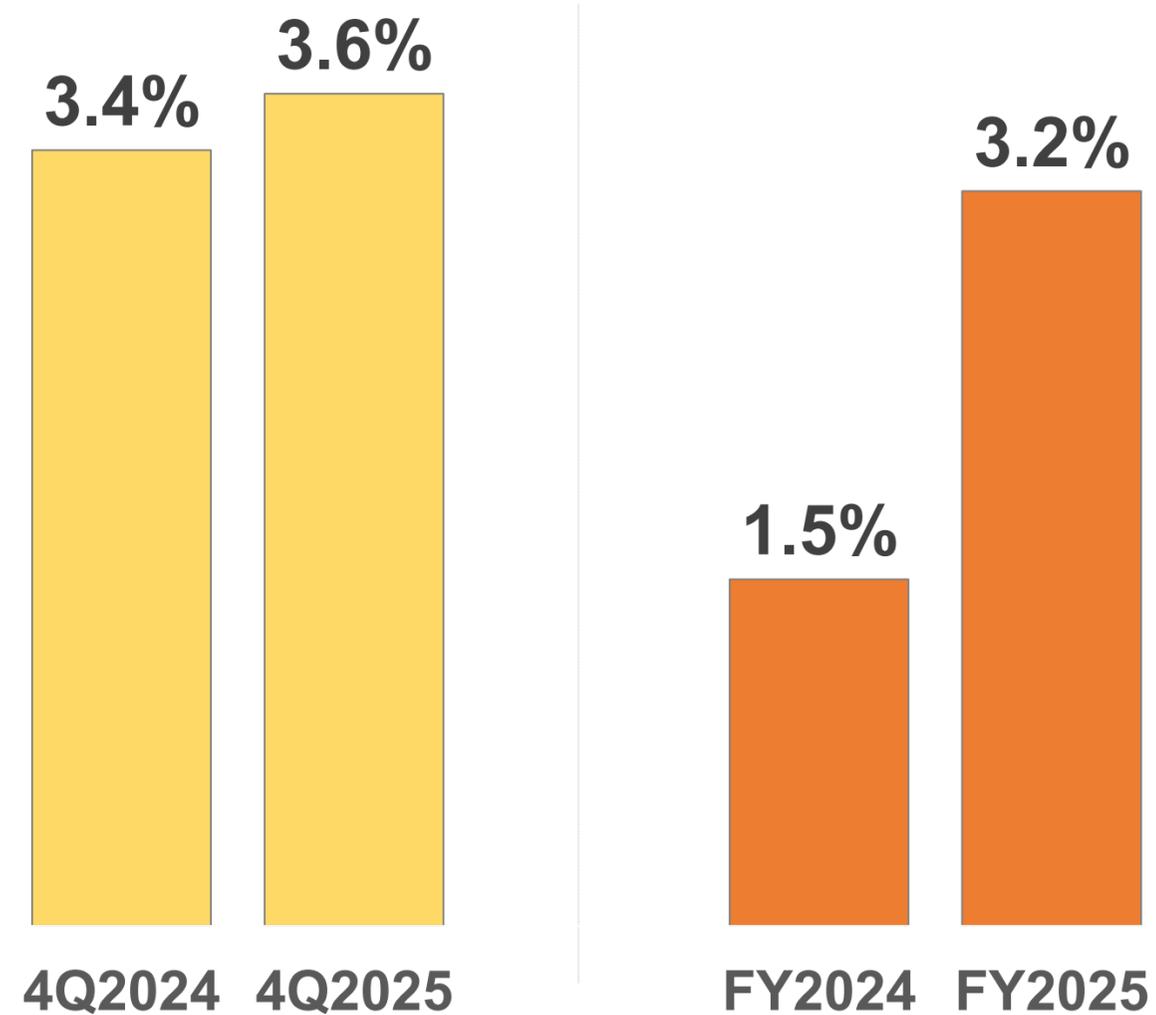
⁽²⁾ **EPS:** based on Net Income Attributable to Parent (NIAP)

Revenue Trends

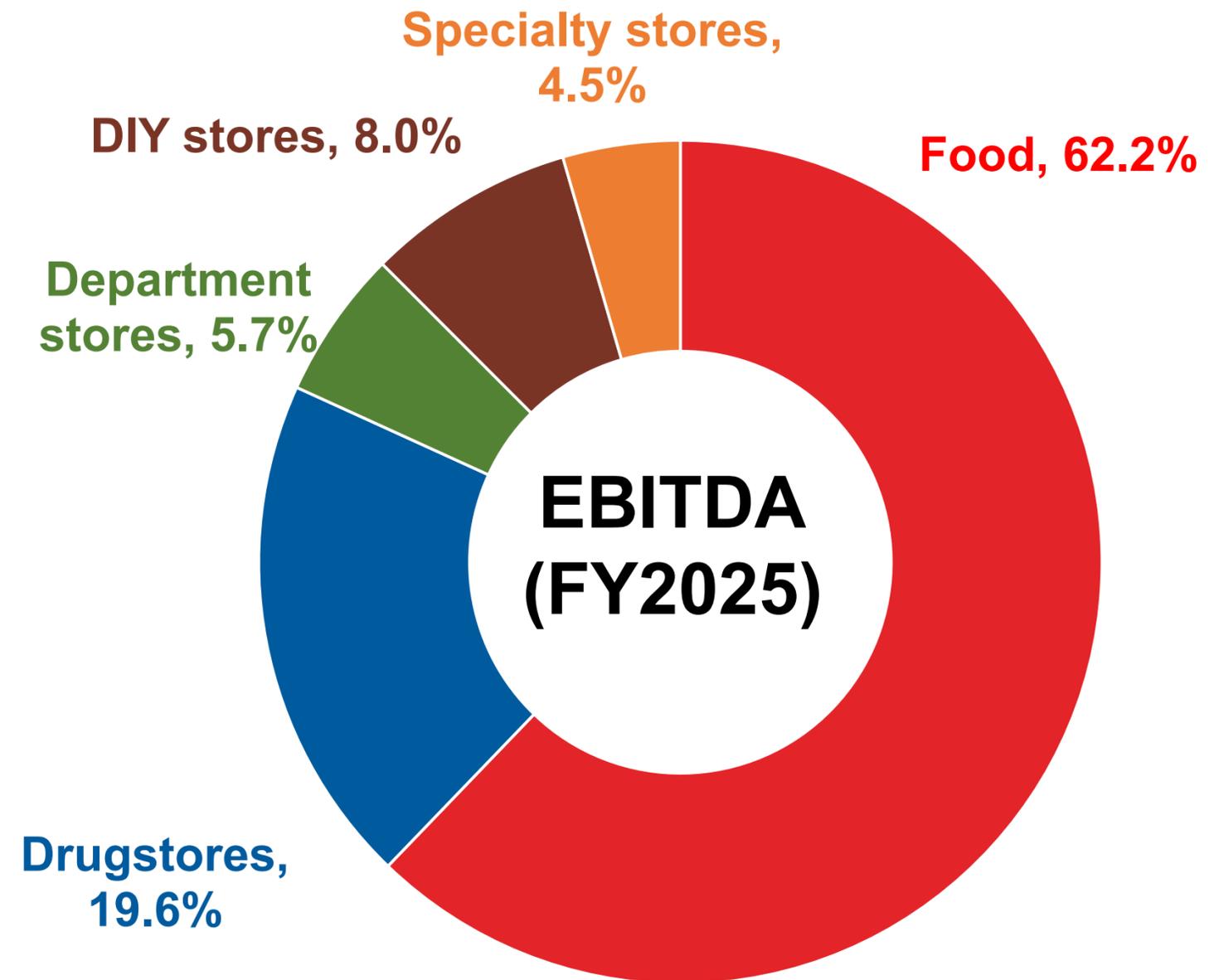
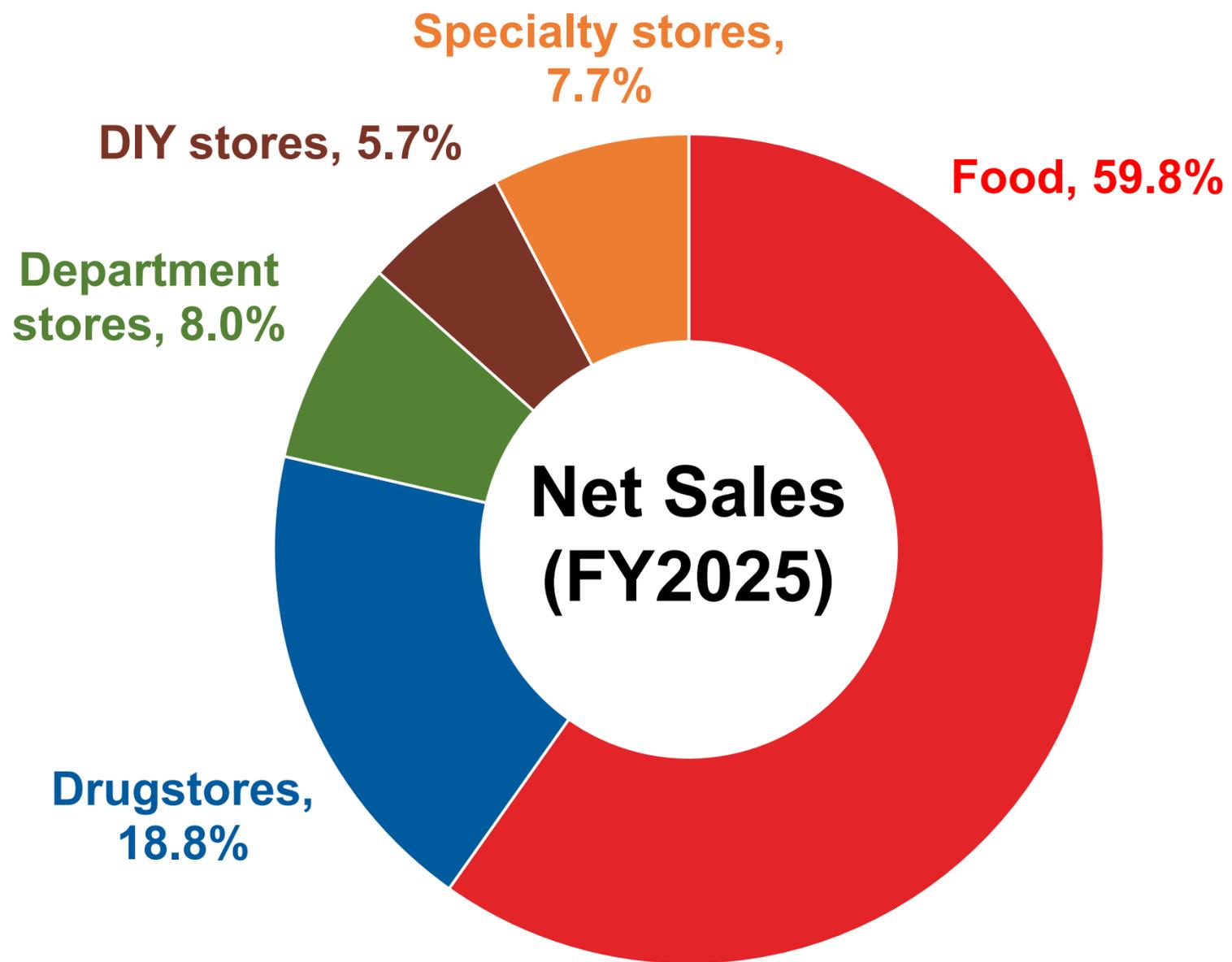


	4Q24	4Q25	FY24	FY25	4QΔ	FYΔ
Food	33.5	35.6	120.3	125.8	6.2%	4.6%
Drugstores	9.5	10.7	35.8	39.6	12.5%	10.5%
Department stores	5.9	5.9	16.6	16.9	0.4%	1.5%
DIY stores	3.3	3.4	11.8	12.0	5.0%	1.8%
Specialty stores	4.6	5.5	14.7	16.1	20.1%	9.9%
TOTAL (₱ bn)	56.8	61.1	199.2	210.4	7.7%	5.7%

Same Store Sales Growth



Net Sales and EBITDA Breakdown



Store Network



Total of 2,763 stores plus 2,154 TGP Branches

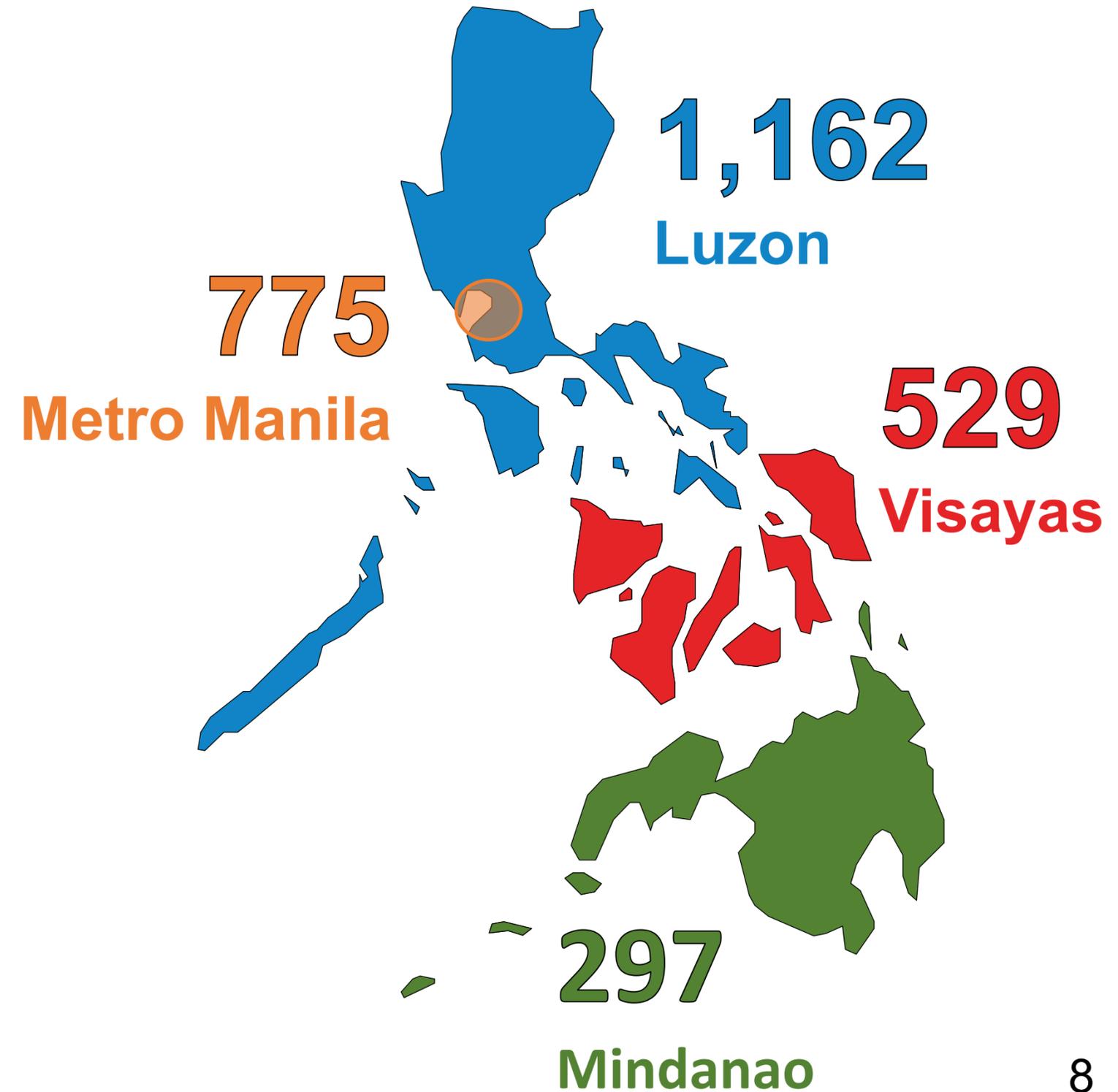
	Metro Manila	Luzon	Visayas	Mindanao	Total
Food	410	308	56	25	799
Drugstores ⁽¹⁾	155	479	355	184	1,173
Department Stores	8	21	12	10	51
DIY Stores	65	100	39	30	234
Specialty Stores	137	254	67	48	506
Total	775	1162	529	297	2,763
<i>TGP</i>	423	1,189	342	200	2,154

With gross floor area (GFA) of 1.64 million sqm¹



Gross Floor area per segment as % of total

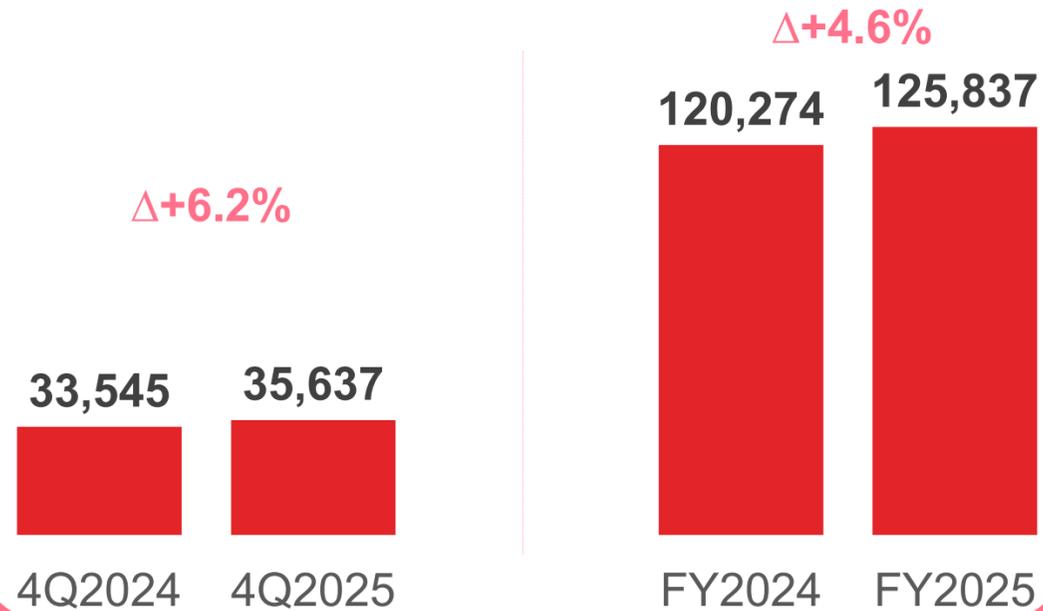
⁽¹⁾ Excluding TGP



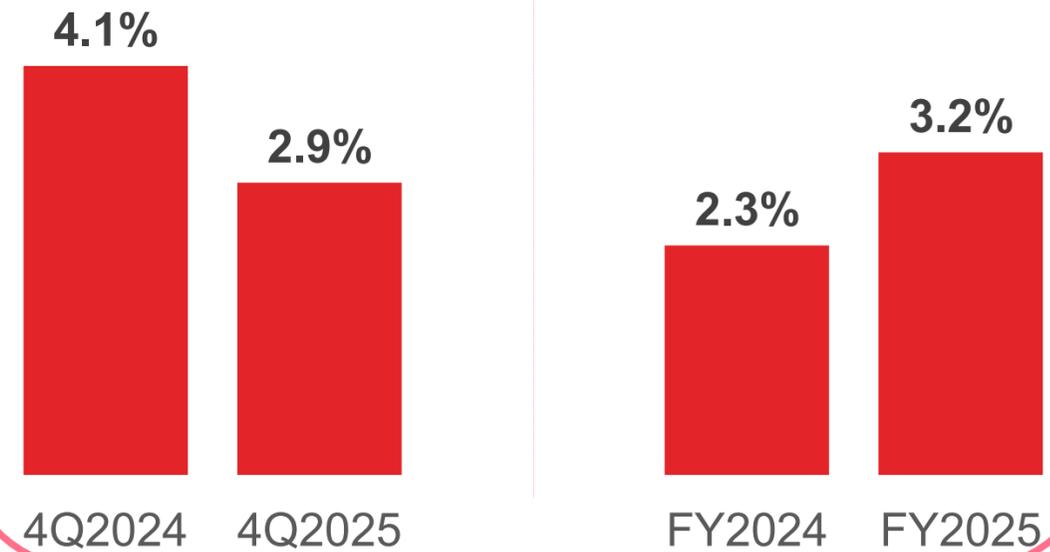
Food Segment



Net Sales (₱ mm)

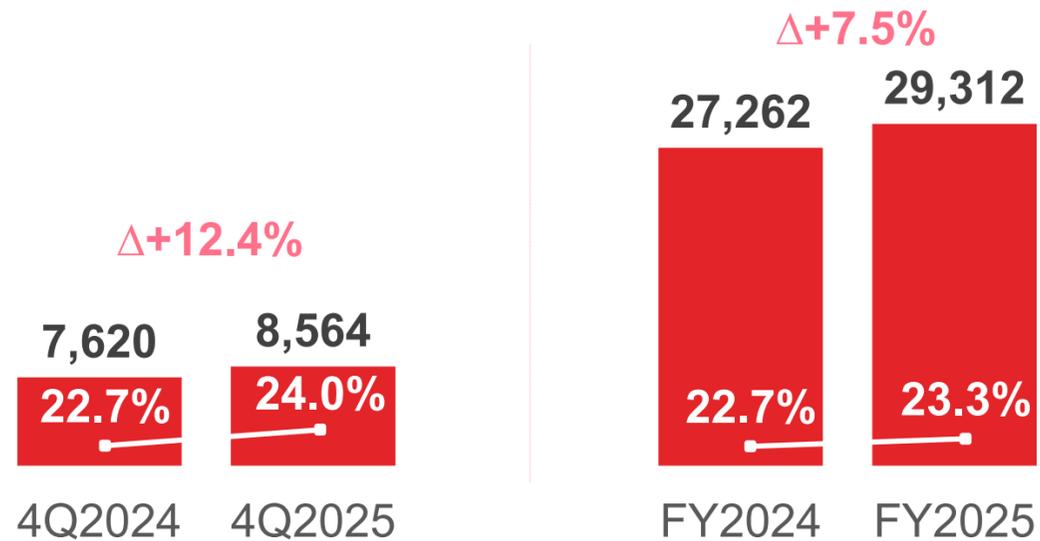


Same Store Sales Growth

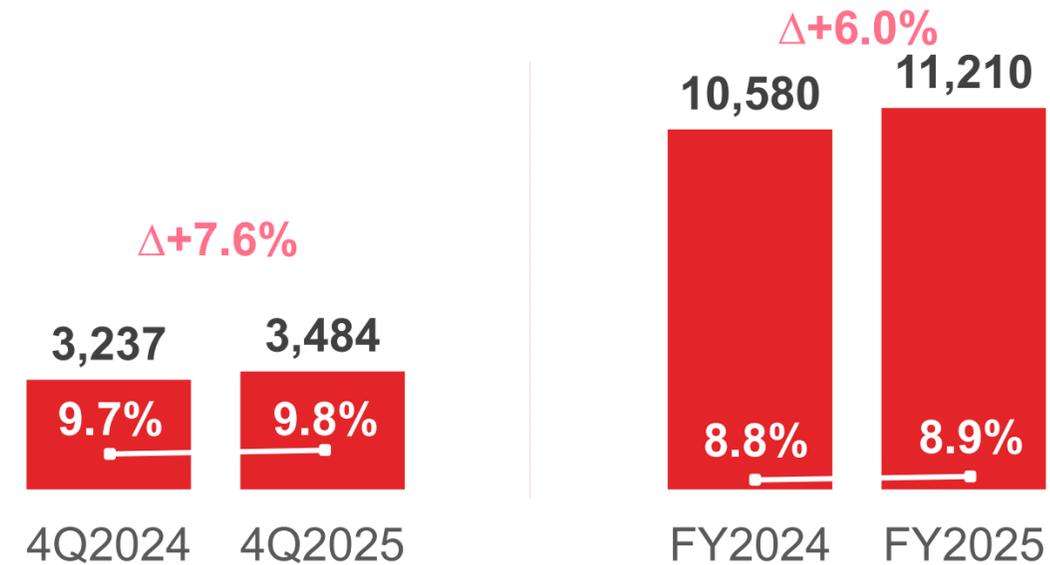


799 stores

Gross Profit (₱ mm)



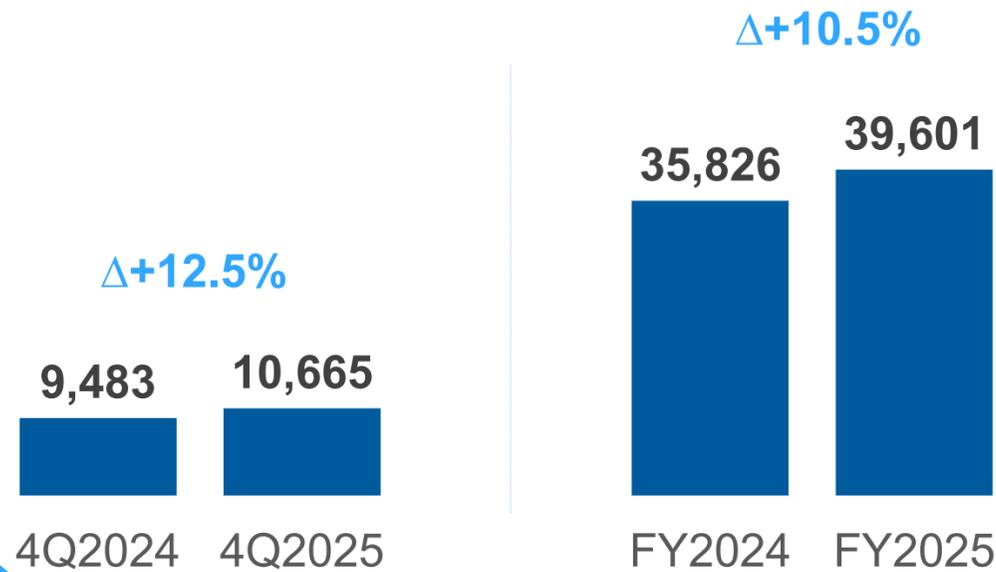
EBITDA (₱ mm)



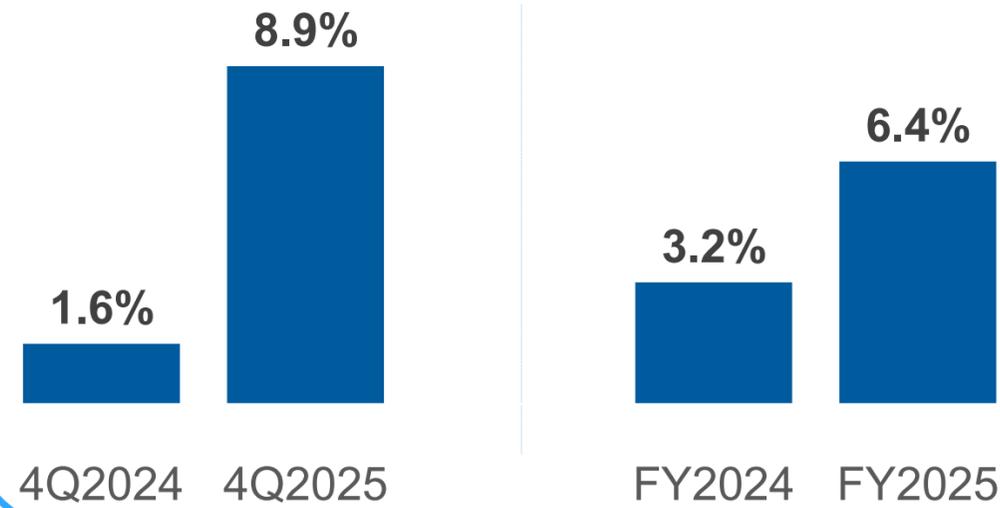
Drugstore Segment



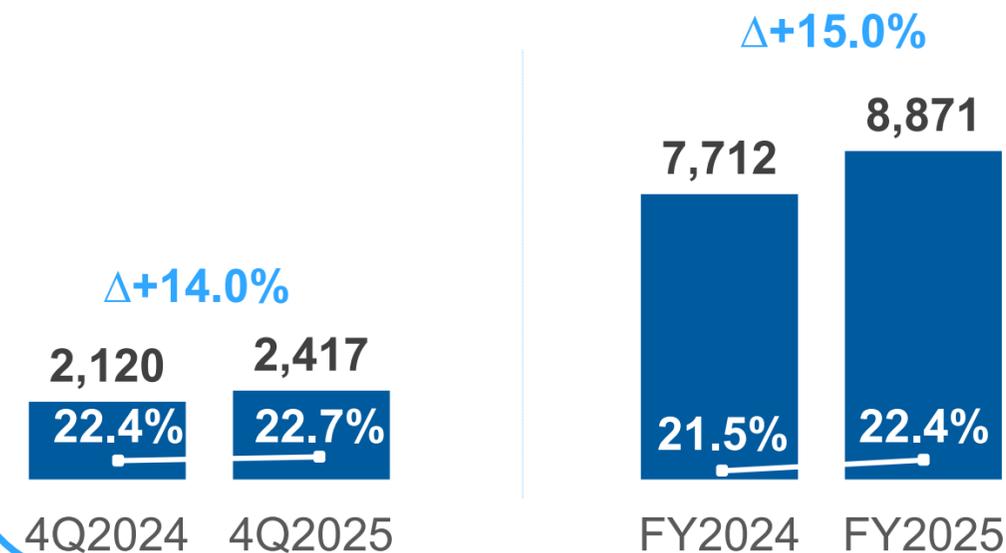
Net Sales (₱ mm)



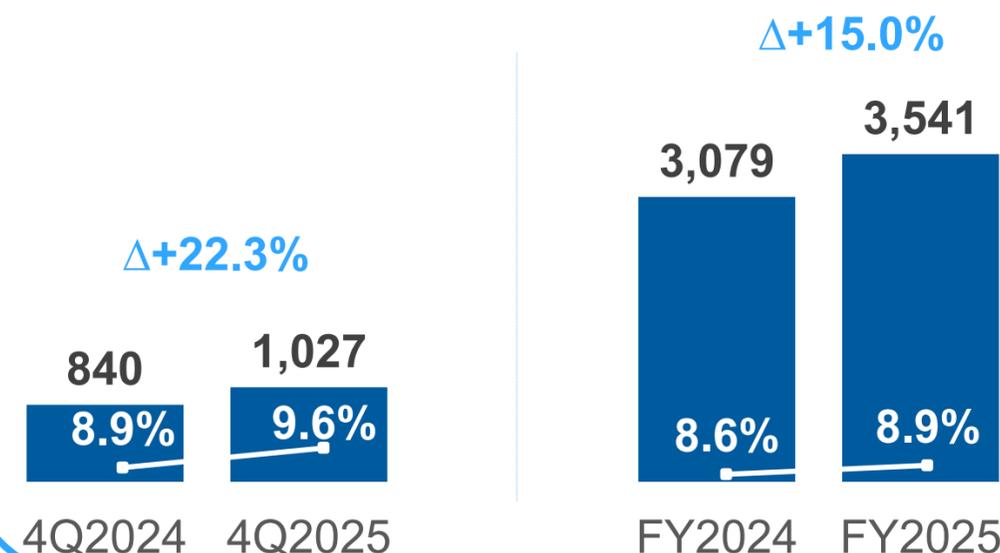
Same Store Sales Growth ⁽¹⁾



Gross Profit (₱ mm)



EBITDA (₱ mm)



1,173 owned stores
2,154 franchised stores

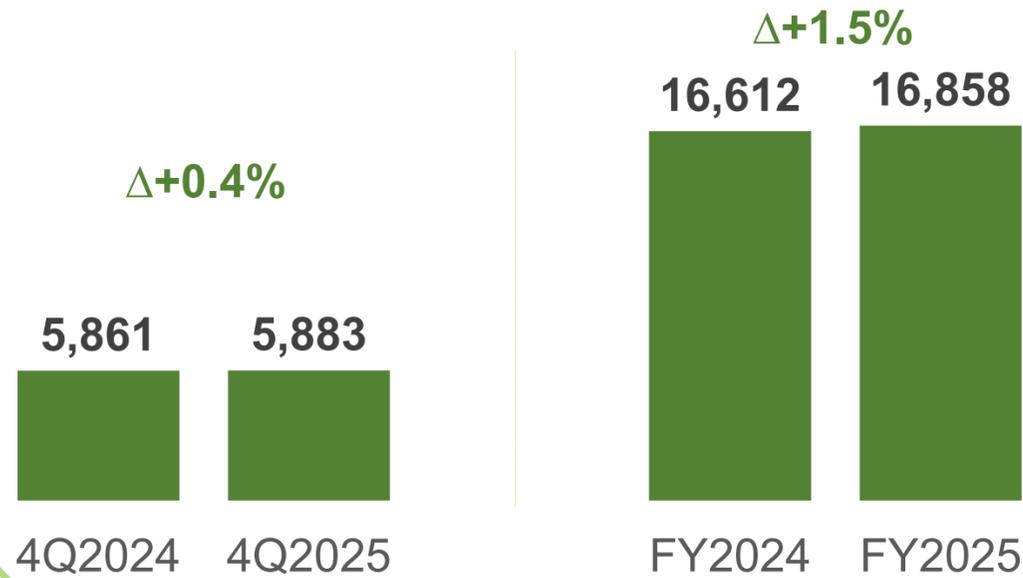


⁽¹⁾ SSSG includes Southstar Drug and Rose Pharmacy only. TGP does not report systemwide sales.

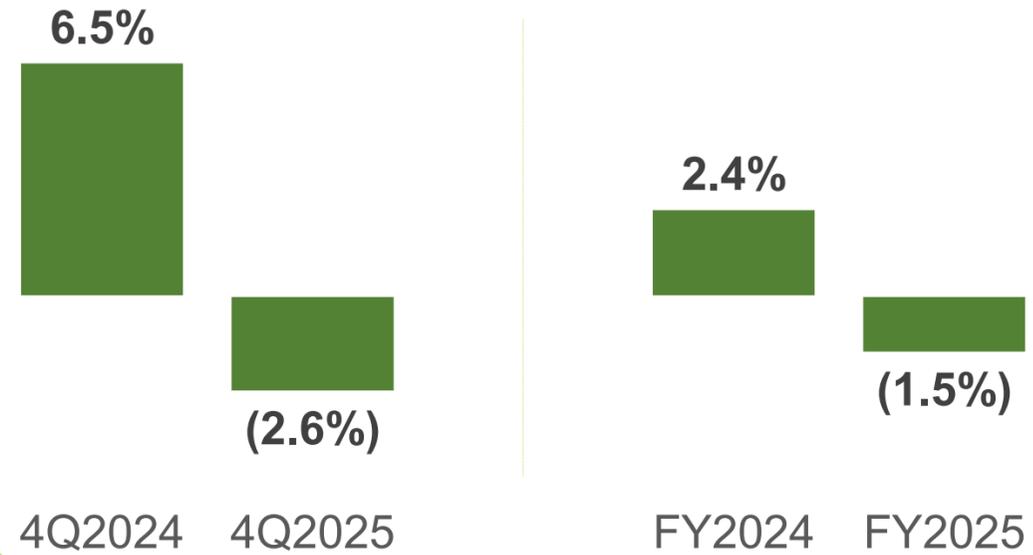
Department Store Segment



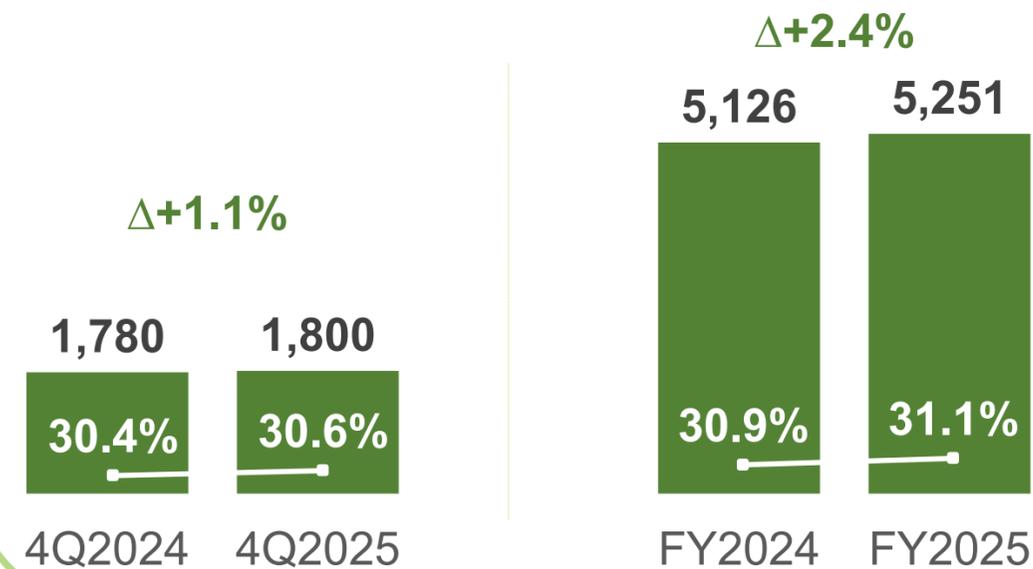
Net Sales (₱ mm)



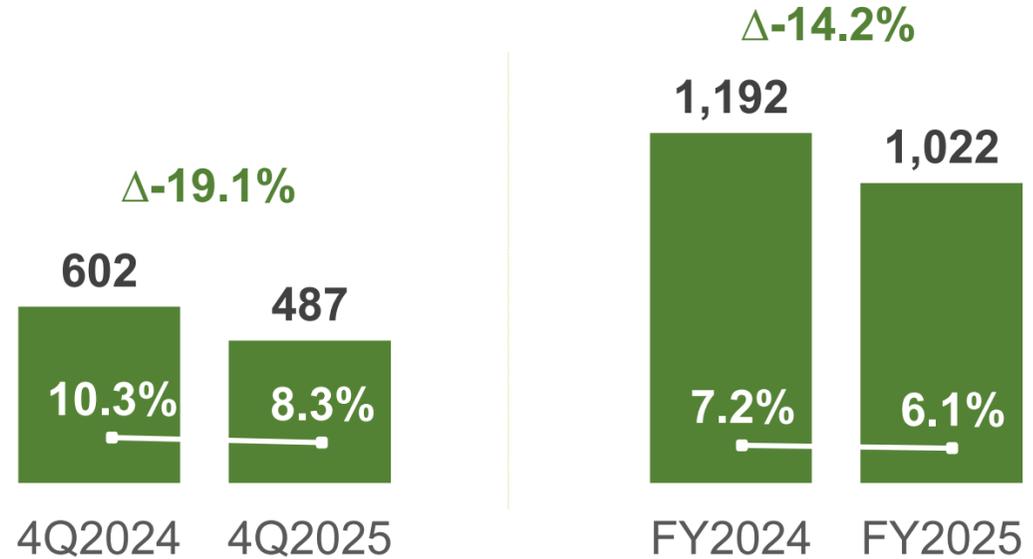
Same Store Sales Growth



Gross Profit (₱ mm)



EBITDA (₱ mm)



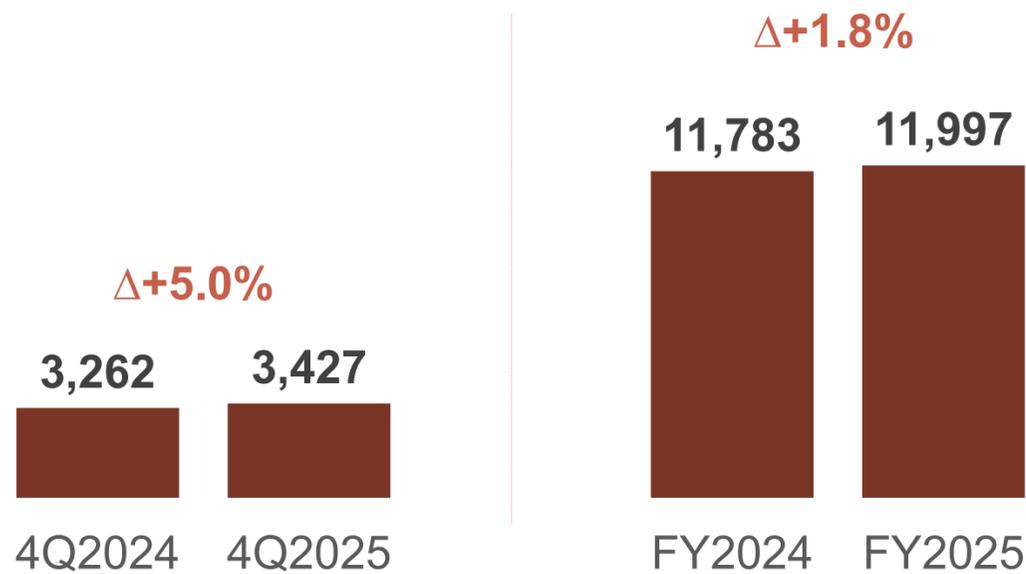
51 stores



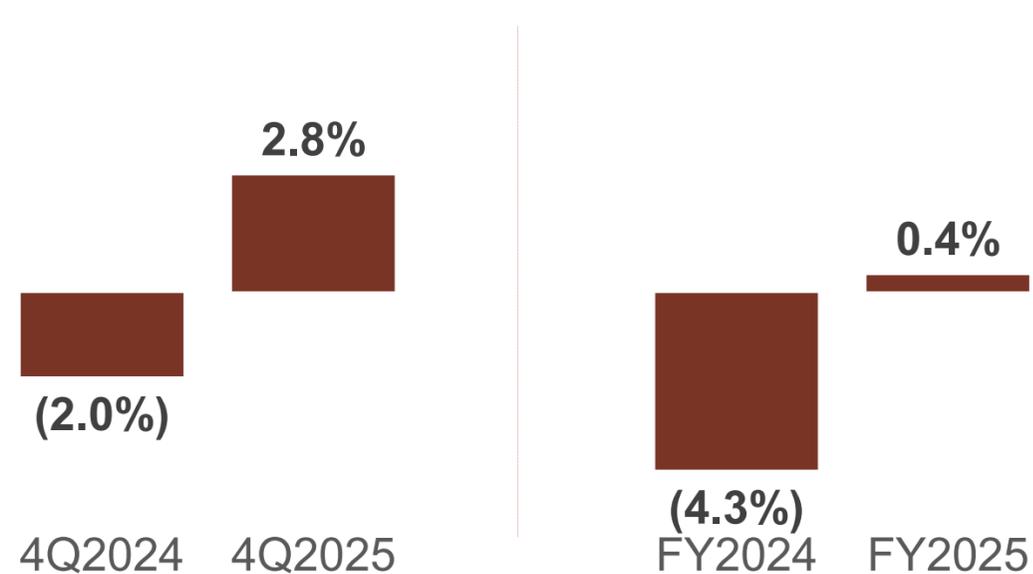
DIY Segment



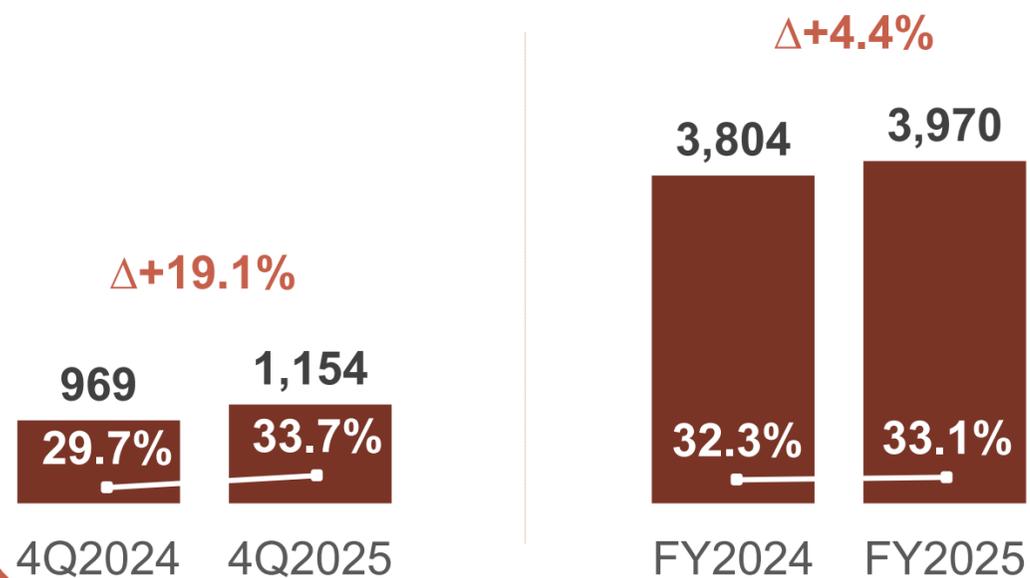
Net Sales (₱ mm)



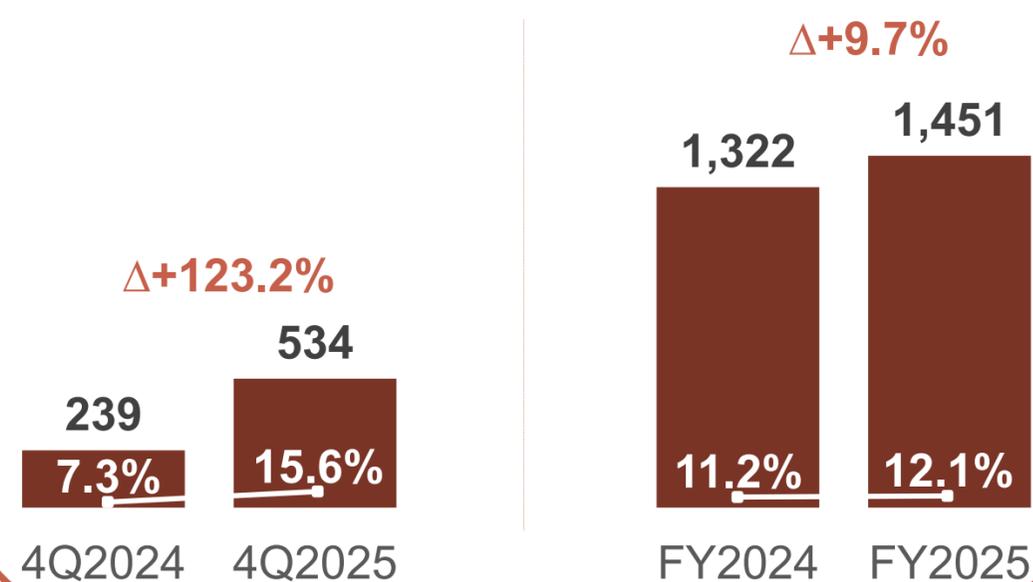
Same Store Sales Growth



Gross Profit (₱ mm)



EBITDA (₱ mm)



234 stores



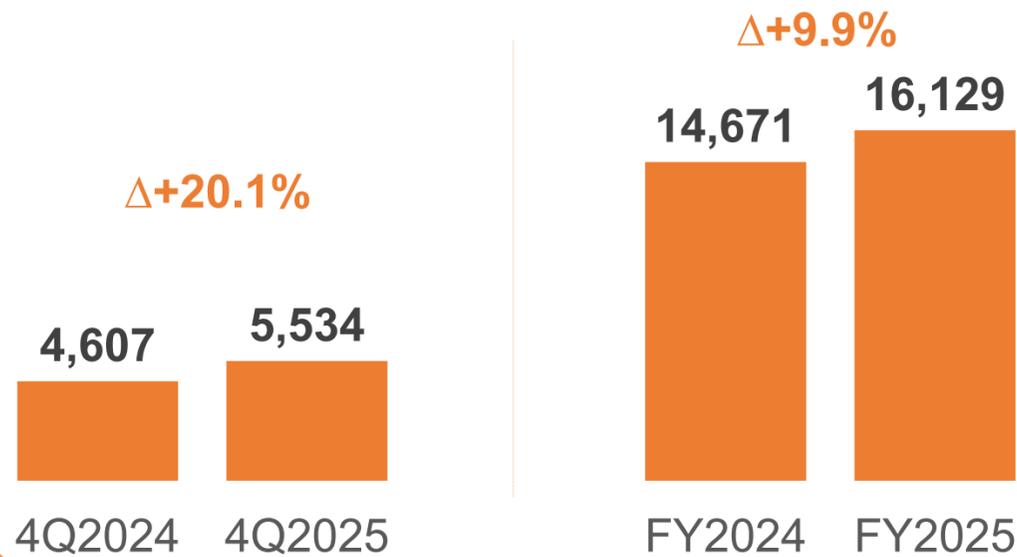
Specialty Segment



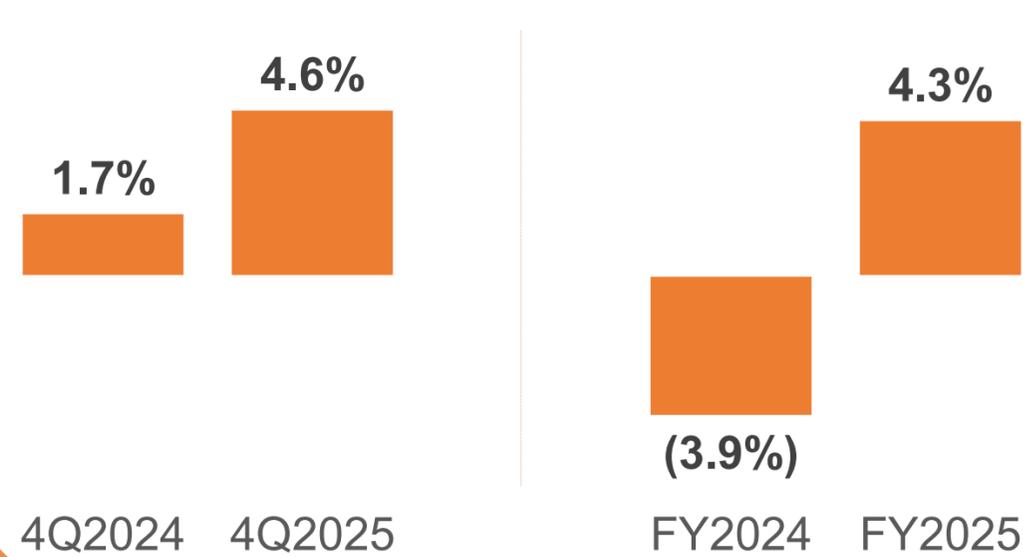
506 stores

114	Appliances & Electronics
216	Motorcycle
43	Toys
107	Mass Merchandise
12	Beauty
11	Pet Retail
3	Lifestyle Sneakers

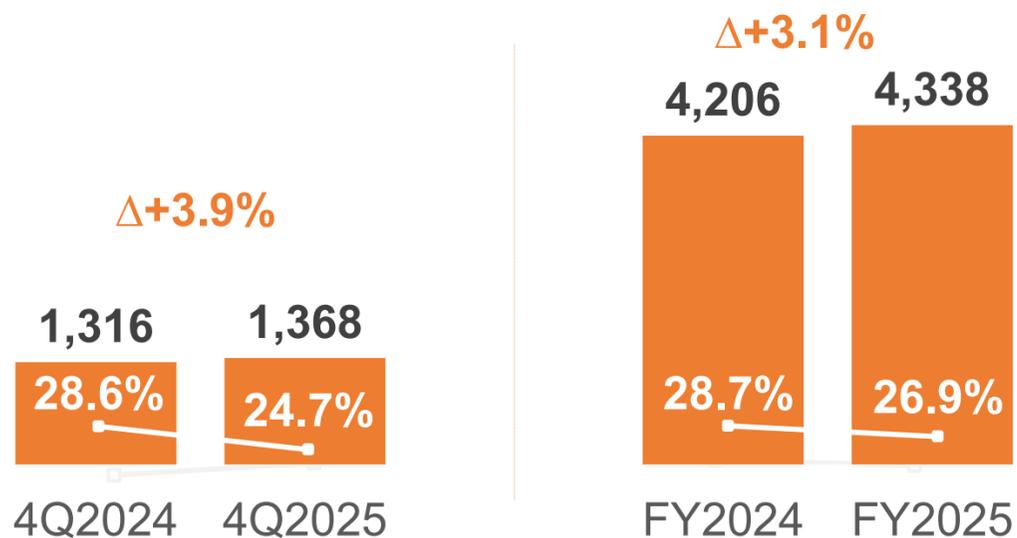
Net Sales (₱ mm)



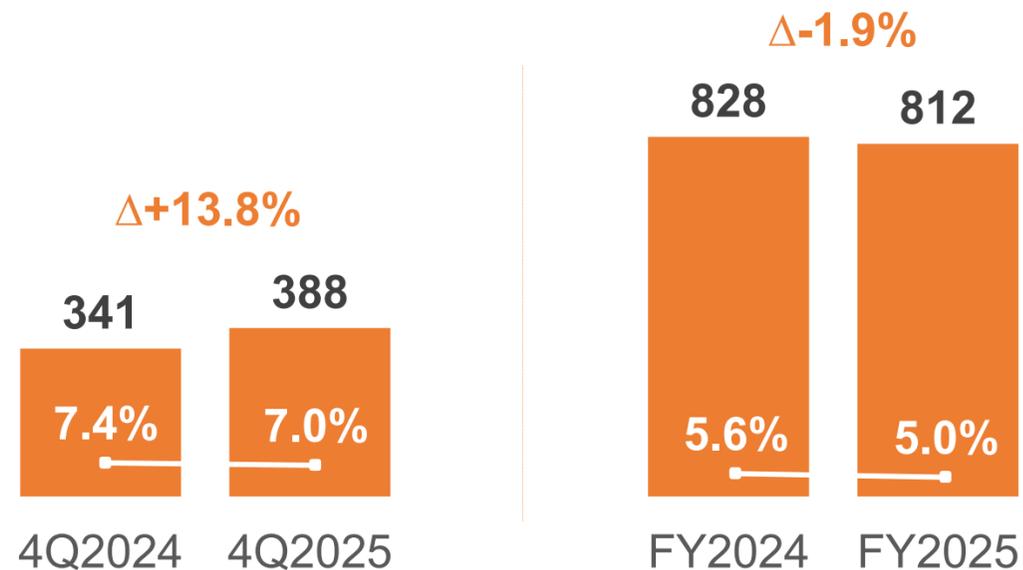
Same Store Sales Growth



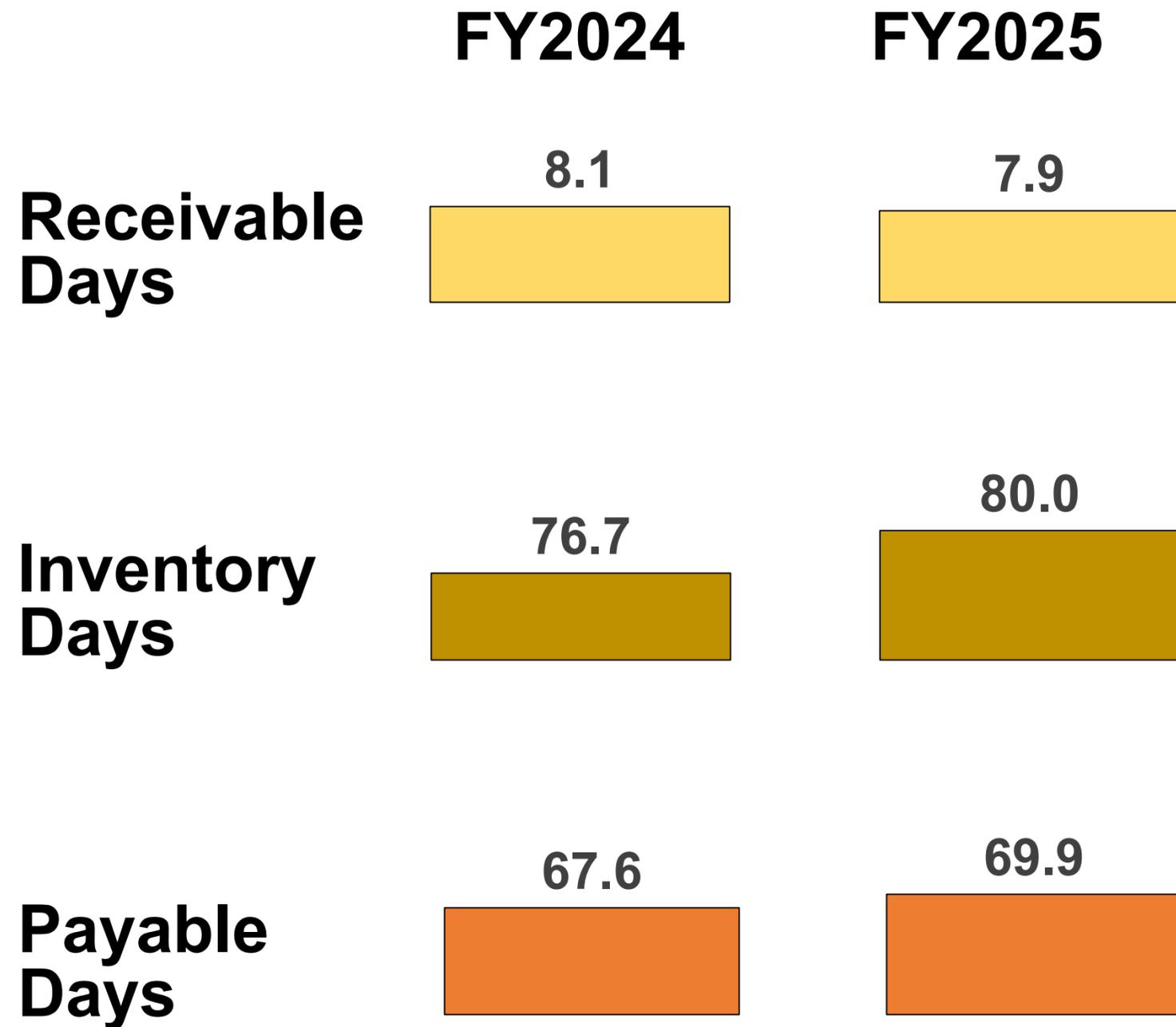
Gross Profit (₱ mm)



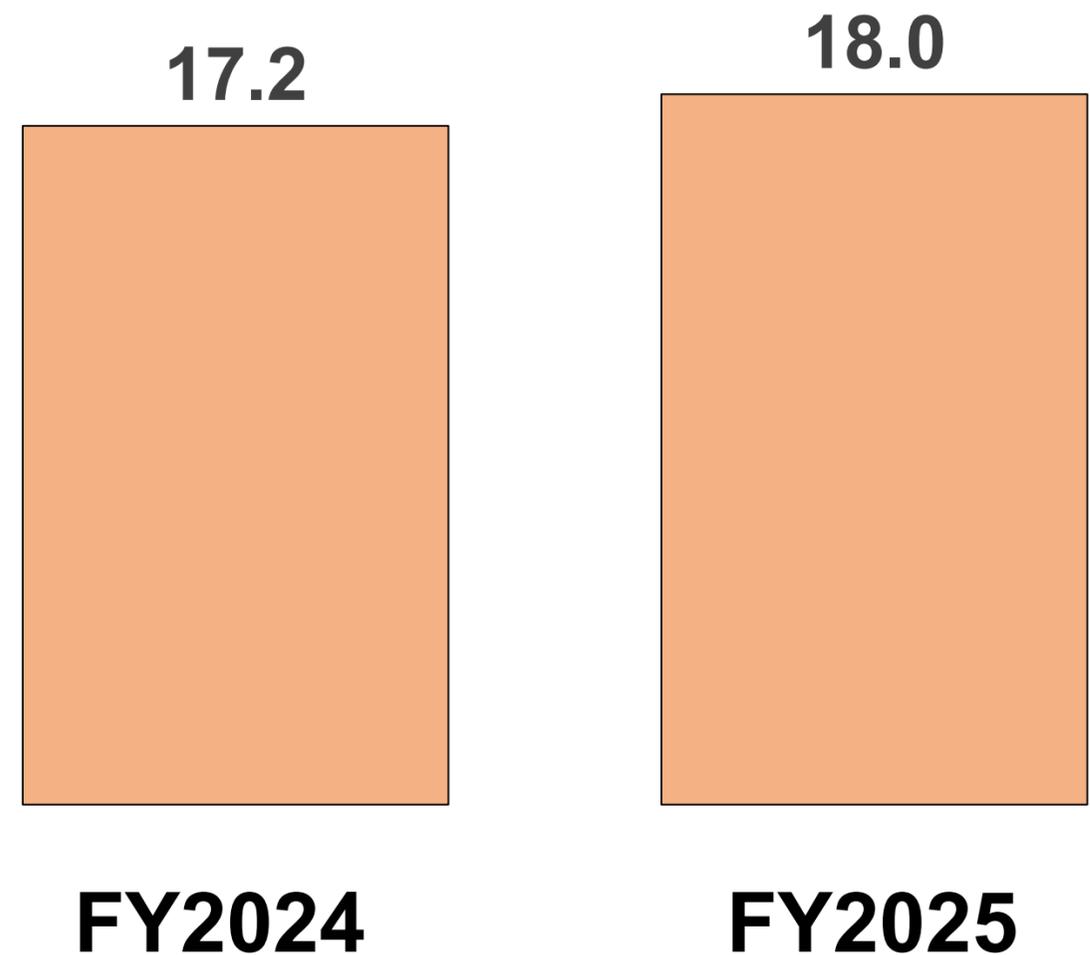
EBITDA (₱ mm)



Working Capital



Cash Conversion Cycle



Balance Sheet



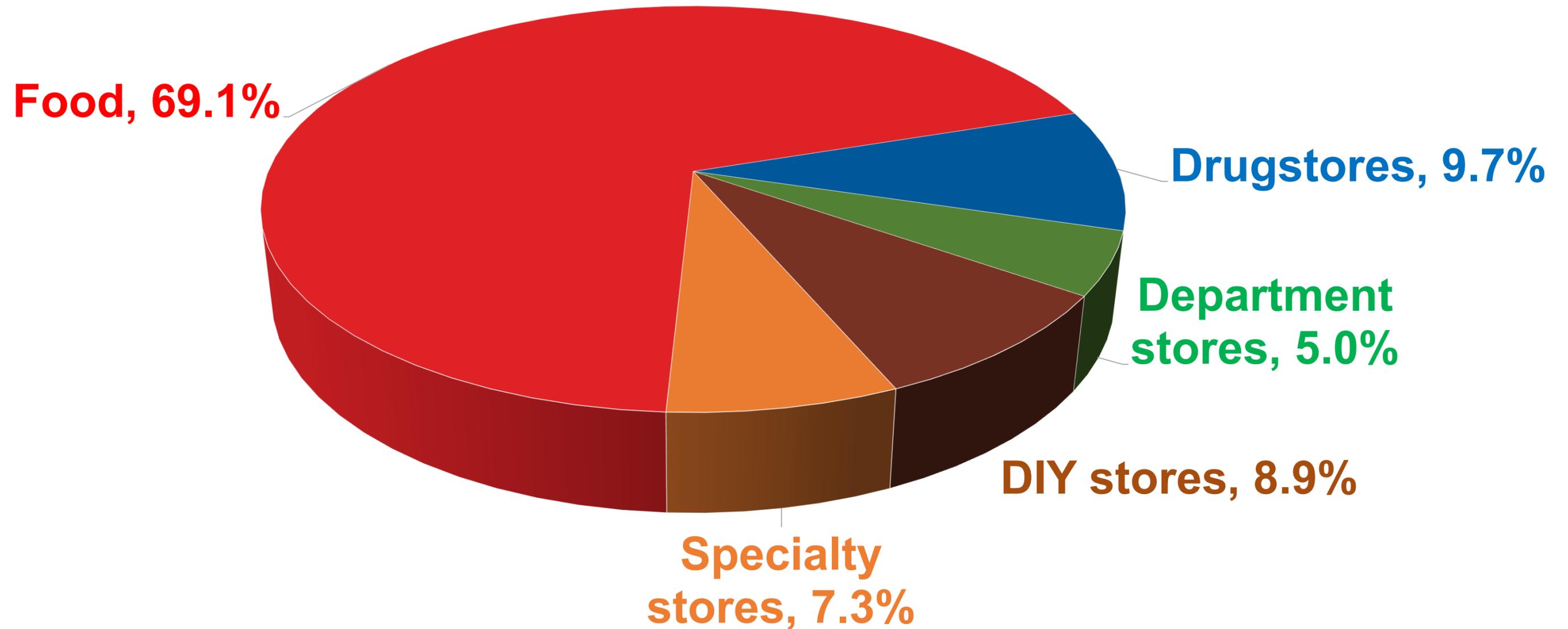
in ₱ mn	December 31, 2024 (Audited)	December 31, 2025 (Unaudited)
Cash & Cash Equivalents	13,137	15,245
Investment in Liquid Debt & Equity Securities	2,017	1,044
Total Assets	169,951	175,292
Total Debt	22,976	42,933
Total Equity	92,606	75,957
Return on Assets (trailing 12-months) ⁽¹⁾	6.3%	3.3%
Return on Equity (trailing 12-months) ⁽²⁾	12.6%	7.1%
Net Debt (+) or Net Cash (-) ⁽³⁾	7,821	26,644
Net D/E Ratio (x)	0.08	0.35

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

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

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

Capital Expenditures



FY2025 CAPEX: ₱6.0bn



Updates on Minority Investments



FY2025 Highlights



23%
Stake **o!save**

19%
Stake **GOtyme**
bank

13%
Stake **growsari**

6.5%
Stake  **BPI**

797

Number of Stores
vs. 401 LY

8.3mn

Total no. of customers
vs. 5.3mn LY

US\$887mn

Platform Value⁽²⁾
vs. US\$783mn LY

₱66.6bn

Net Income
+7.4% vs. LY

US\$524mn

Net Sales
vs. US\$233mn LY

₱186.6bn

Total value of transactions⁽¹⁾
+2.0x YoY

**Present in
24 cities**

₱4.36

Dividend Per Share
vs. ₱3.96 LY

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

(2) Value of business lines



Corporate Developments



Robinsons Retail awarded 2 Golden Arrows for corporate governance excellence



Robinsons Retail recognized as one of TIME Asia-Pacific's Best Companies of 2026



TIME Asia-Pacific's Best Companies of 2026

Robinsons

Rank	Company	Headquarters	Total score	Employee satisfaction rank	Sustainability transparency rank
341	Robinsons Retail Holdings	Philippines	81.12	149	324

Table: TIME/Statista • Source: TIME/Statista • Created with [Datawrapper](#)

Management changes, effective Jan 1, 2026



Mariel Crisostomo

Group General
Manager of the
Drugstore Segment

General Manager, TGP



Mark Tansiongkun

General Manager,
Premiumbikes



Angela Ibalio-Endrino

VP for Procurement and
Administration



Marco Padernal

VP for Human
Resources



Guidance



Guidance for 2026



Net store additions
of **130-170**

SSSG target of
2%-4%

15-20bps gain on
gross margins

Organic CAPEX of
₱5.0-7.0bn



Thank you!



Income Statement



PHP mm	For the Quarter Ended December 31		Twelve Months Ended December 31	
	2024	2025	2024	2025
Sales - net of sales discounts and returns	56,758	61,146	199,167	210,423
Cost of merchandise sold	42,952	45,842	151,057	158,681
Gross Profit	13,806	15,303	48,110	51,742
Royalty, rent and other revenues	379	532	1,350	1,517
Gross profit including other revenue	14,185	15,836	49,460	53,259
Operating expenses	(10,810)	(12,025)	(39,723)	(42,803)
EBIT	3,375	3,811	9,737	10,457
EBITDA	5,255	5,921	16,983	18,036
Interest income	36	49	172	167
Foreign currency exchange gain (loss) - net	34	(25)	43	(2)
Dividend income	660	757	1,413	1,518
Equity in net earnings of an associate	(162)	(136)	(497)	(527)
Interest expense	(845)	(1,032)	(3,124)	(3,694)
Others	98	129	4,646	290
OTHER INCOME (CHARGES)	(178)	(259)	2,653	(2,248)
INCOME BEFORE INCOME TAX	3,197	3,551	12,390	8,208
Provision for income tax	523	818	1,472	1,893
NET INCOME	2,674	2,733	10,918	6,315
Net income attributable to:				
Equity holders of the Parent Company	2,475	2,605	10,283	5,729
Non-controlling interest in consolidated subsidiaries	199	128	635	586
	2,674	2,733	10,918	6,315
Earnings Per Share				
Basic	1.74	1.84	7.22	4.04
Weighted	1.73	2.39	7.11	4.66
Shares Outstanding				
End of Period	1,424	1,419	1,424	1,419
Weighted	1,431	1,088	1,445	1,230

Balance Sheet



PHP mm	December 31	December 31
	2024	2025
Current Assets		
Cash and cash equivalents	13,137	15,245
Trade and other receivables	4,407	4,580
Merchandise inventories	31,672	34,798
Other current assets	1,572	1,385
Total Current Assets	50,789	56,008
Investment in debt and equity securities	46,165	44,068
Property and equipment	25,046	27,568
Right-of-use asset	19,188	17,957
Investment in associates	1,666	2,252
Intangible assets	22,679	22,678
Other noncurrent assets	4,419	4,762
Total Noncurrent Assets	119,162	119,285
Total Assets	169,951	175,292
LIABILITIES AND EQUITY		
Current Liabilities		
Trade and other payables	27,901	30,407
Short-term loans payable	14,714	28,105
Current portion of lease liability	3,322	3,342
Other current liabilities	560	1,007
Total Current Liabilities	46,497	62,861
Total Noncurrent Liabilities	30,848	36,474
Total Liabilities	77,345	99,335
Equity		
Capital stock	1,576	1,576
Additional paid-in capital	40,768	40,768
Treasury stocks	(7,600)	(24,714)
Equity reserve	(772)	(772)
Retained earnings	45,181	48,074
Other comprehensive income	9,389	7,777
Total equity attributable to equity holders of Parent Company	88,542	72,710
Non-controlling interest in consolidated subsidiaries	4,064	3,247
Total Equity	92,606	75,957
Total Liabilities and Equity	169,951	175,292

Cash Flow



	December 31 2024	December 31 2025
CASH FLOWS FROM OPERATING ACTIVITIES		
Income before income tax	12,390	8,208
Depreciation and amortization including ROU amortization - PFRS 16	7,246	7,579
Retirement expense	273	257
Others including interest on Lease Liability-PFRS 16	(3,309)	2,605
Operating income before working capital changes	16,599	18,650
Working capital changes	(2,317)	(1,447)
Interest received	186	184
Retirement contributions and benefits paid	(390)	(364)
Income tax paid	(1,651)	(1,794)
Net cash flows generated from (used in) operations	12,427	15,229
CASH FLOWS FROM INVESTING ACTIVITIES		
Investment in associates and acquisitions	(1,273)	(1,930)
Disposal of bonds and other securities	1,769	1,297
CAPEX for stores, Head Office and DC	(4,756)	(5,700)
Dividends received	1,737	1,485
Others	(3)	(213)
Net cash flows generated from (used in) investing activities	(2,526)	(5,061)
CASH FLOWS FROM FINANCING ACTIVITIES		
Availment of loan, net of payments	1,585	19,942
Dividends paid	(3,596)	(3,577)
Lease payments - PFRS 16	(5,090)	(5,258)
Interest expense paid on loans	(1,634)	(2,052)
Acquisition of a non-controlling interest	(15)	0
Share buyback	(1,190)	(17,114)
Net cash flows used in financing activities	(9,939)	(8,059)
Effect of forex on cash and cash equivalents	3	(2)
Net increase (decrease) in cash and cash equivalents	(35)	2,107
Cash and cash equivalents at beginning of year	13,173	13,137
CASH AND CASH EQUIVALENTS AT END OF PERIOD	13,137	15,245