

# Nine Months of 2025 Unaudited Earnings Results

24 October 2025



# Agenda



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AT THE HEART OF MEANINGFUL RETAIL



# 3Q2025 Performance Highlights



Net Sales

₱**50.8**bn

▲ 4.3%

Same Store  
Sales Growth

**1.6%**

Gross Profit

₱**12.5**bn

▲ 5.9%

*Gross Margin: 24.6% +40bps*

EBIT

₱**2.3**bn

▲ 3.1%

*EBIT Margin: 4.6%, -10bps*

Core Earnings

₱**1.5**bn

▲ 3.0%

Net Income  
to Parent

₱**872**mn

▼ 13.5%

*EPS: ₱0.79/sh, +12.9%*

# 9M2025 Performance Highlights



Net Sales

₱**149.3**bn  
▲ 4.8%

Same Store  
Sales Growth

**3.1%**

Gross Profit

₱**36.4**bn  
▲ 6.2%

*Gross Margin: 24.4% +30bps*

EBIT

₱**6.6**bn  
▲ 4.5%

*EBIT Margin: 4.5%, flat*

Core Earnings

₱**4.2**bn  
▲ 3.9%

Net Income  
to Parent

₱**3.1**bn  
▼ 60.0%

*EPS: ₱2.45/sh, -54.6%*

# Consolidated Results – P&L



In ₱ mn	3Q24	3Q25	9M24	9M25	3QΔ	9MΔ
Net Sales	48,699	50,800	142,409	149,277	4.3%	4.8%
SSSG	0.5%	1.6%	0.7%	3.1%		
Gross Profit	11,823	12,516	34,304	36,439	5.9%	6.2%
Gross Margin	24.3%	24.6%	24.1%	24.4%		
EBITDA	4,048	4,178	11,728	12,115	3.2%	3.3%
EBITDA Margin	8.3%	8.2%	8.2%	8.1%		
EBIT	2,272	2,342	6,362	6,646	3.1%	4.5%
EBIT Margin	4.7%	4.6%	4.5%	4.5%		
Other income – net	(714)	(892)	2,831	(1,989)		
Income Before Tax	1,559	1,451	9,193	4,657	(6.9%)	(49.3%)
Taxes	399	429	949	1,075		
Net Income	1,159	1,022	8,244	3,582	(11.8%)	(56.6%)
Net Income – Parent	1,008	872	7,808	3,124	(13.5%)	(60.0%)
N.I. - Parent Margin	2.1%	1.7%	5.5%	2.1%		
Core Net Earnings <sup>(1)</sup>	1,426	1,468	4,074	4,231	3.0%	3.9%
EPS <sup>(2)</sup>	0.70	0.79	5.38	2.45	12.9%	(54.6%)

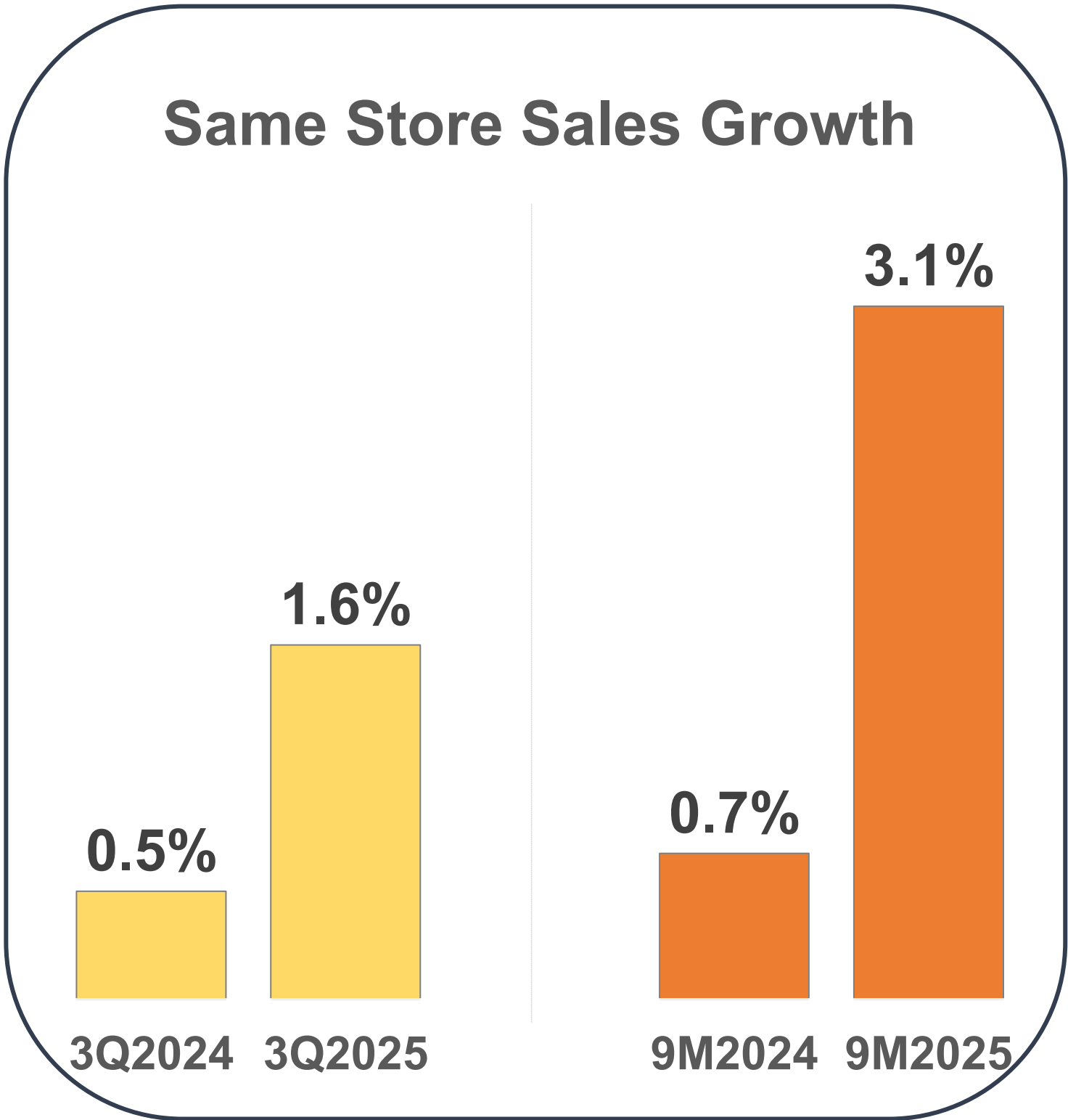
<sup>(1)</sup> **Core Net Earnings:** Net Income ex: FX gains/losses, interest income from bonds, equity in earnings from associates, interest expense related to the BPI shares, BPI cash dividends, and others

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

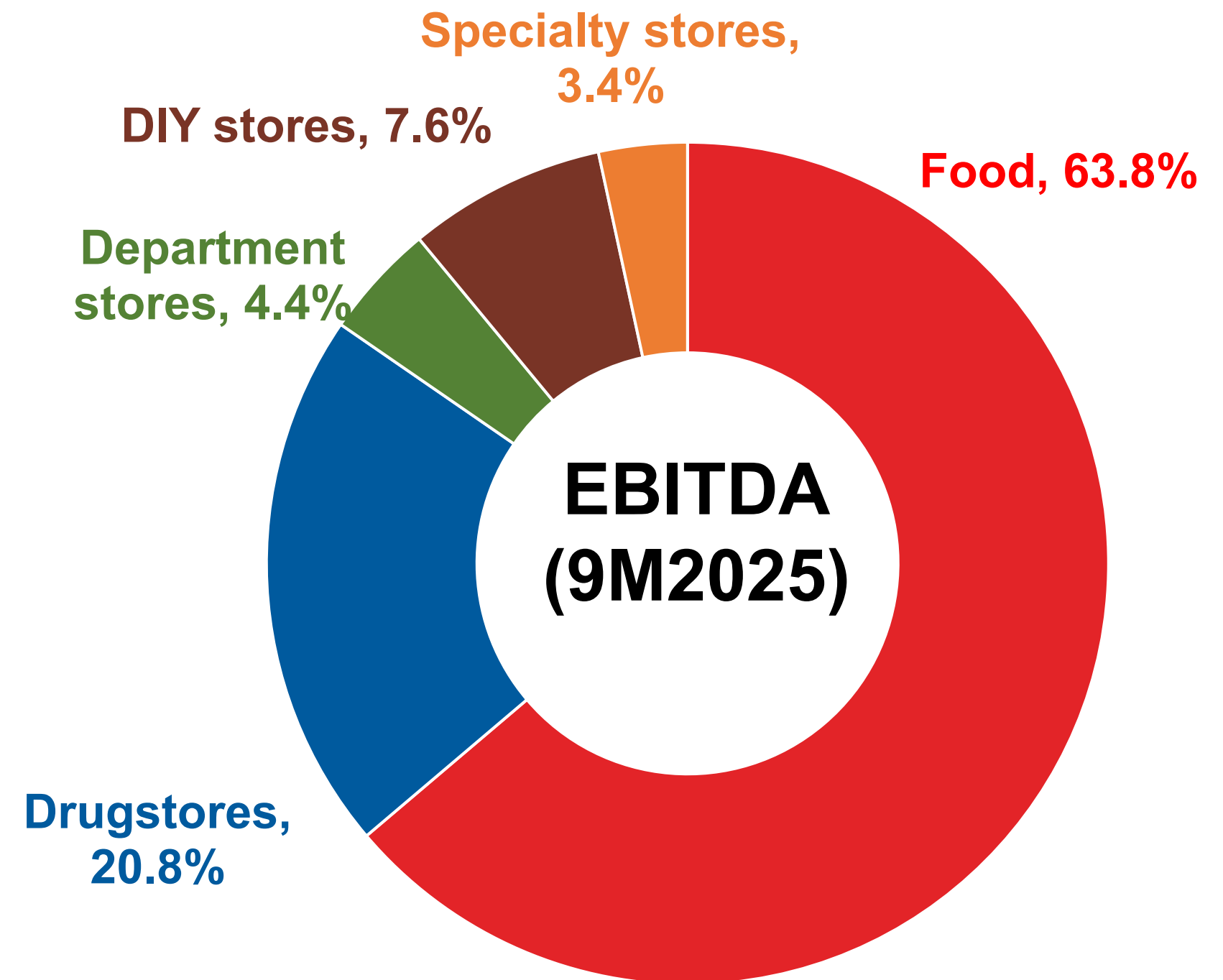
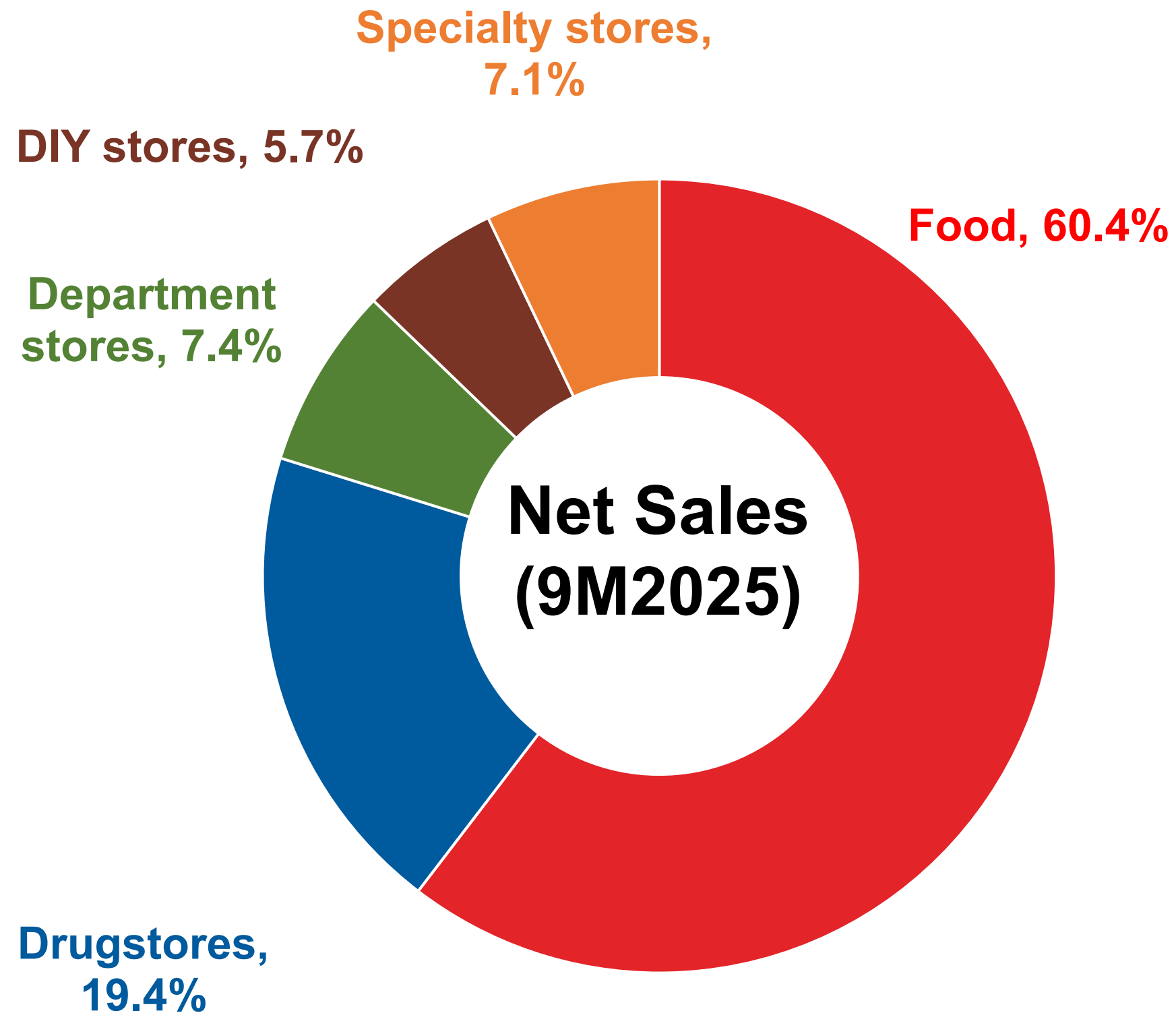
# Revenue Trends



	3Q24	3Q25	9M24	9M25	3QΔ	9MΔ
Food	29.7	31.1	86.7	90.2	4.5%	4.0%
Drugstores	9.1	10.0	26.3	28.9	10.1%	9.8%
Department stores	3.8	3.3	10.8	11.0	(11.7%)	2.1%
DIY stores	2.9	2.9	8.5	8.6	2.0%	0.6%
Specialty stores	3.3	3.5	10.1	10.6	7.1%	5.3%
TOTAL (₱ bn)	48.7	50.8	142.4	149.3	4.3%	4.8%



# Net Sales and EBITDA Breakdown



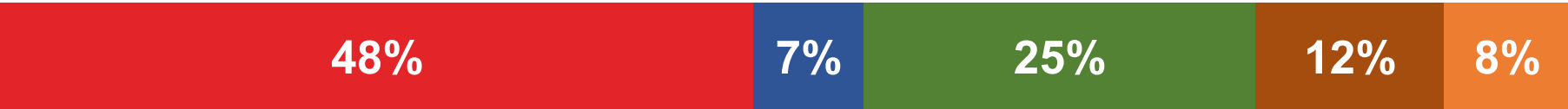
# Store Network



Total of 2,501 stores plus 2,118 TGP Branches

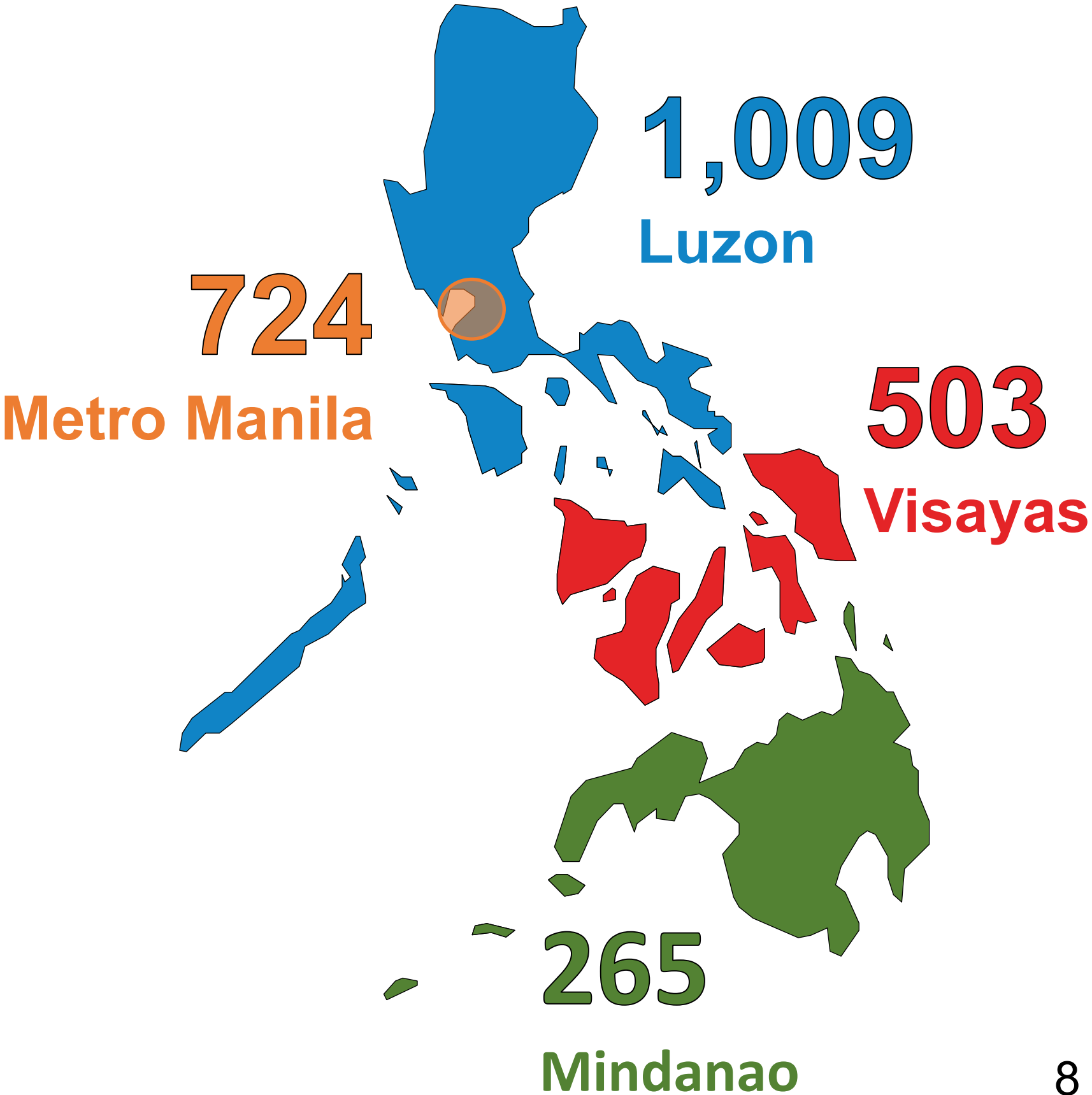
	Metro Manila	Luzon	Visayas	Mindanao	Total
Food	410	294	53	20	777
Drugstores <sup>(1)</sup>	152	473	356	177	1,158
Department Stores	8	21	12	10	51
DIY Stores	62	99	39	29	229
Specialty Stores	92	122	43	29	286
<b>Total</b>	<b>724</b>	<b>1,009</b>	<b>503</b>	<b>265</b>	<b>2,501</b>
<i>TGP</i>	419	1,167	335	197	2,118

With gross floor area (GFA) of 1.57 million sqm<sup>1</sup>



Gross Floor area per segment as % of total

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

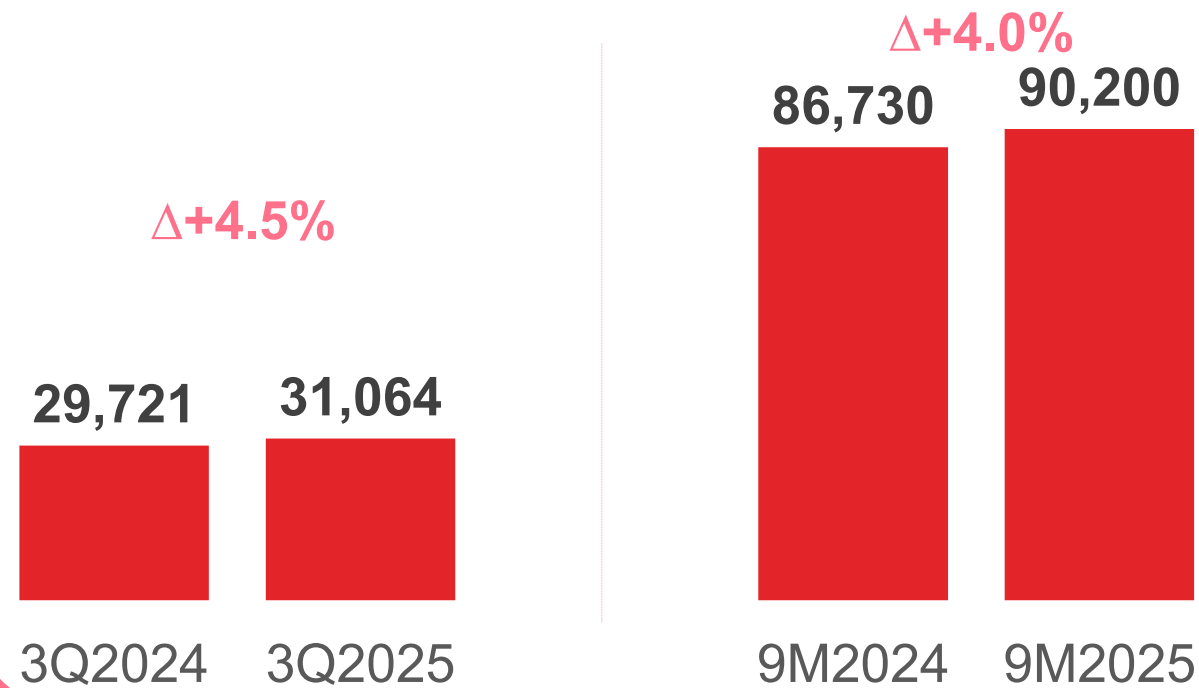




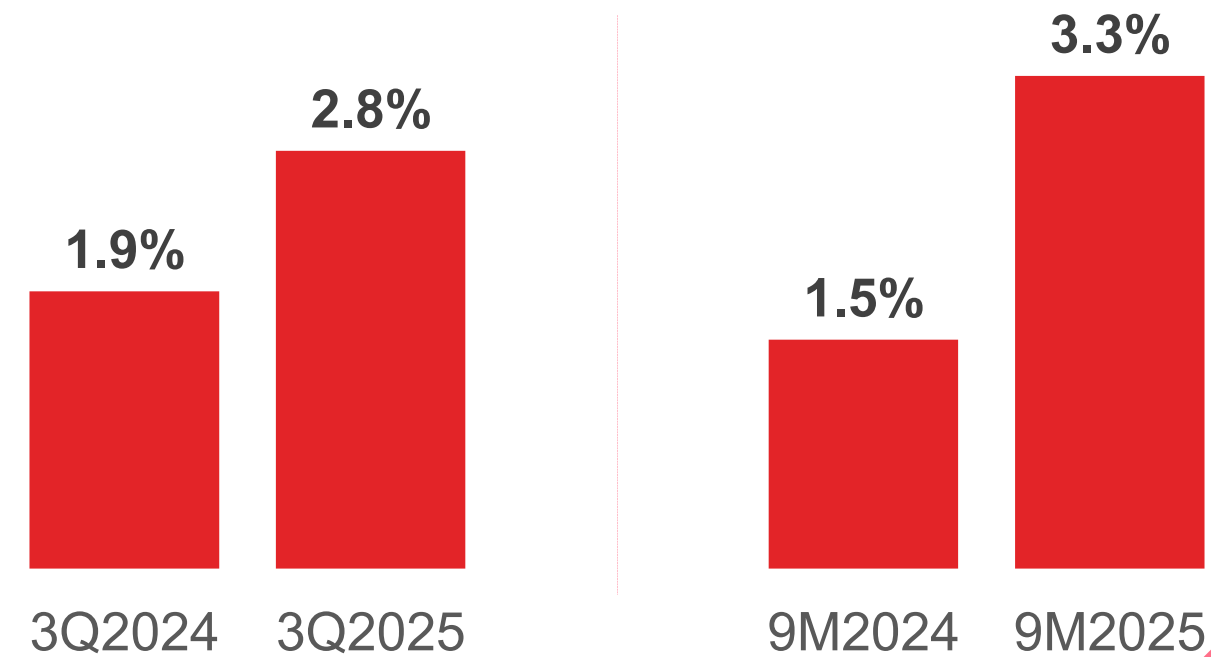
# Food Segment



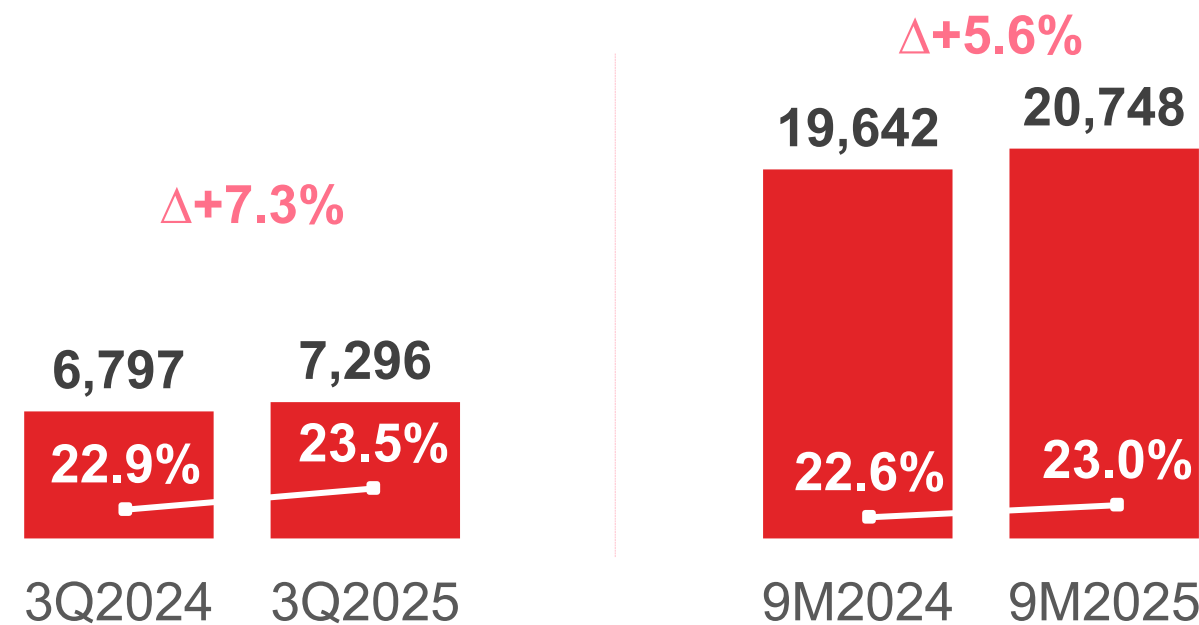
## Net Sales (₱ mm)



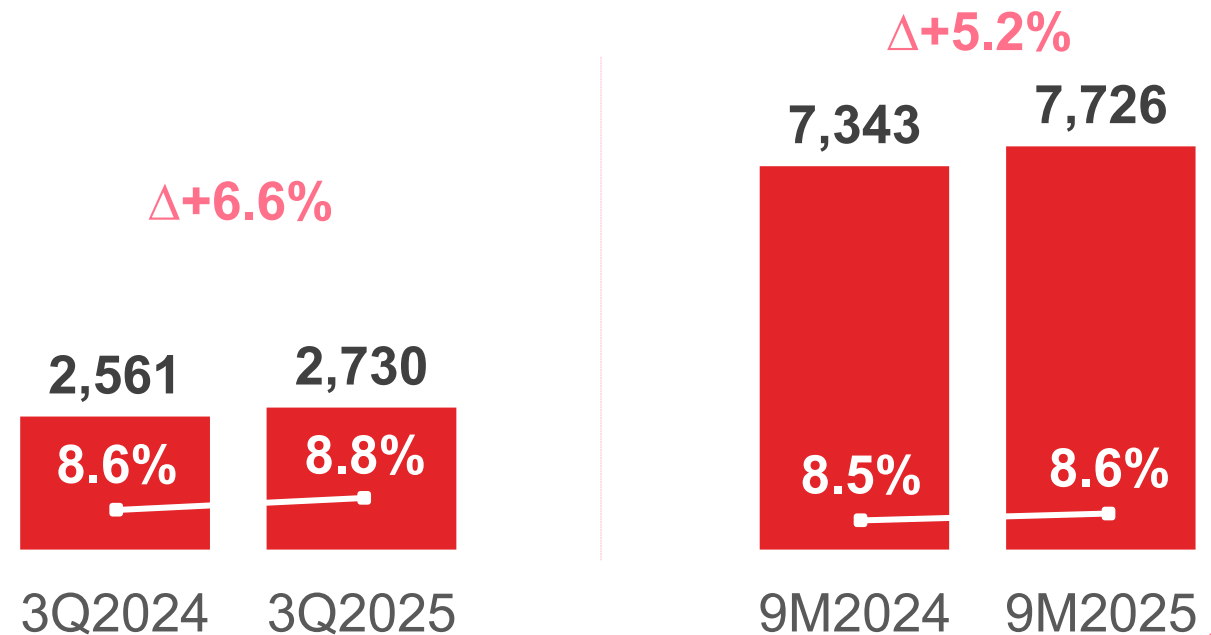
## Same Store Sales Growth



## Gross Profit (₱ mm)



## EBITDA (₱ mm)



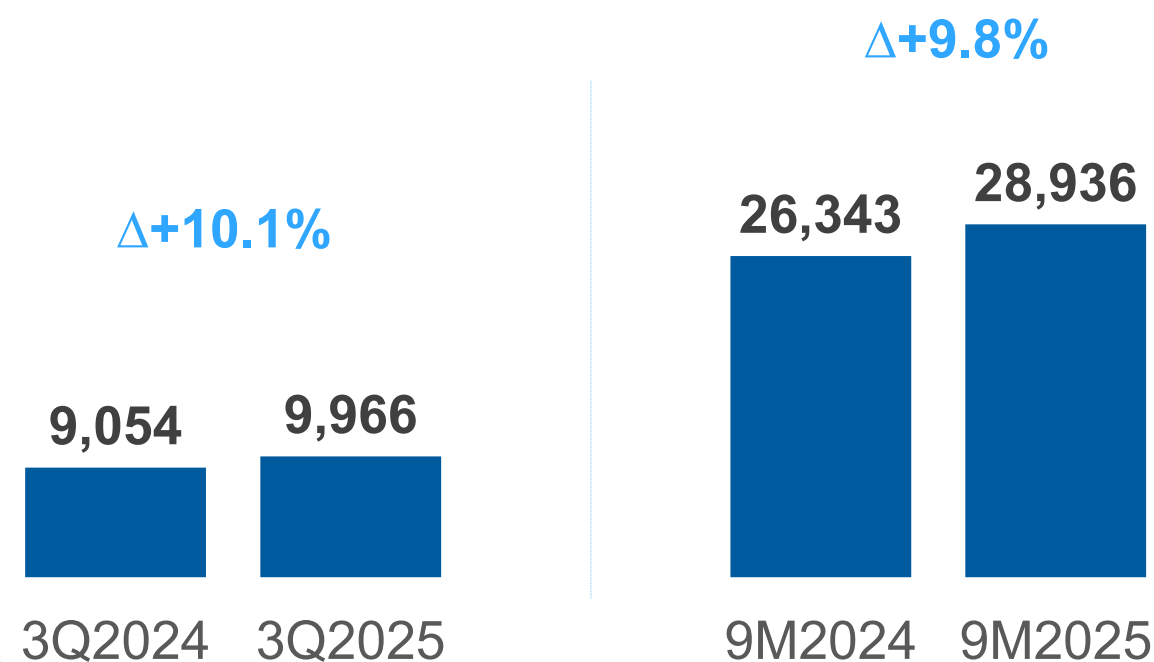
777 stores

151	Robinsons Supermarket
148	Robinsons Easymart
16	SHOPWISE INTERNATIONAL GROCERY SHOPPING
38	THE MARKETPLACE
16	<b>No Brand</b> 브랜드가 아니다. 소비자다
408	Uncle John's

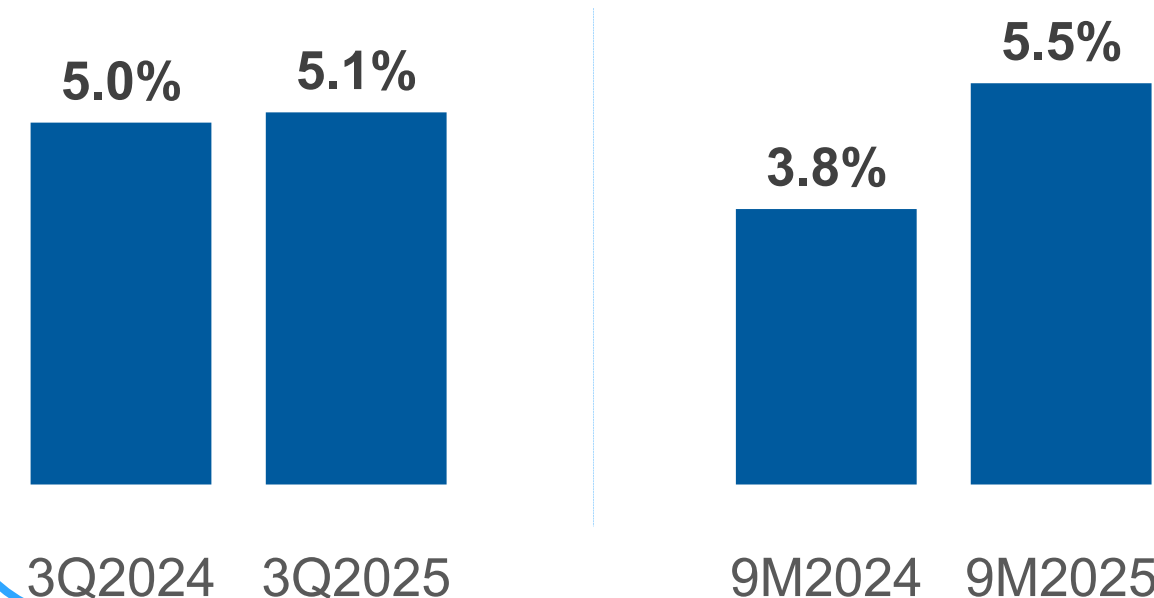
# Drugstore Segment



Net Sales (₱ mm)

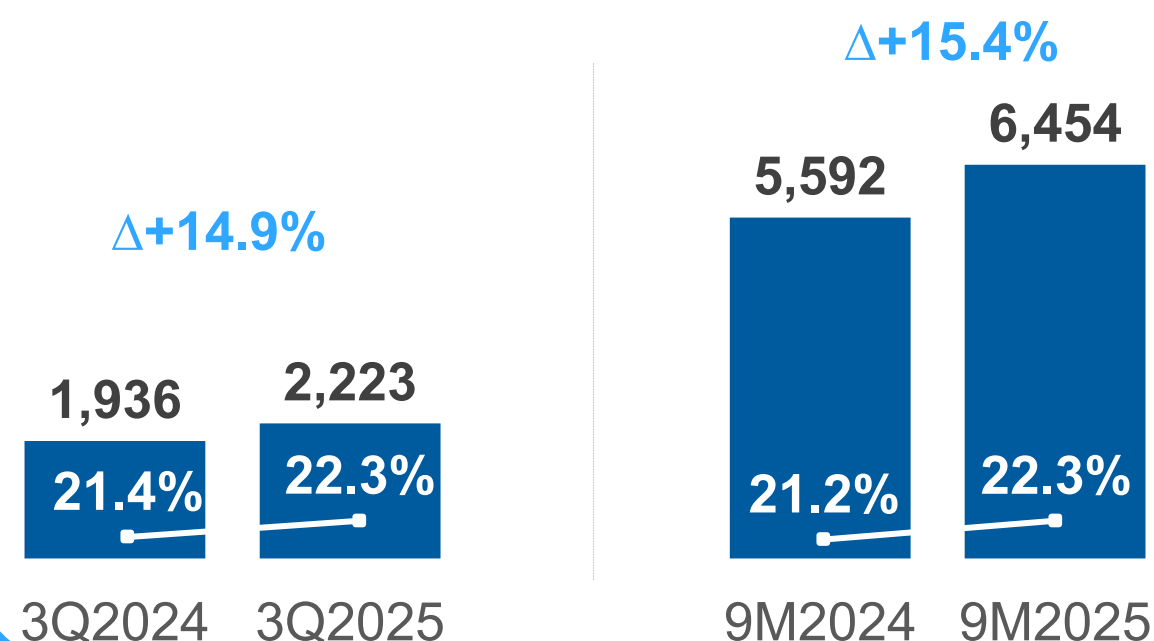


Same Store Sales Growth <sup>(1)</sup>

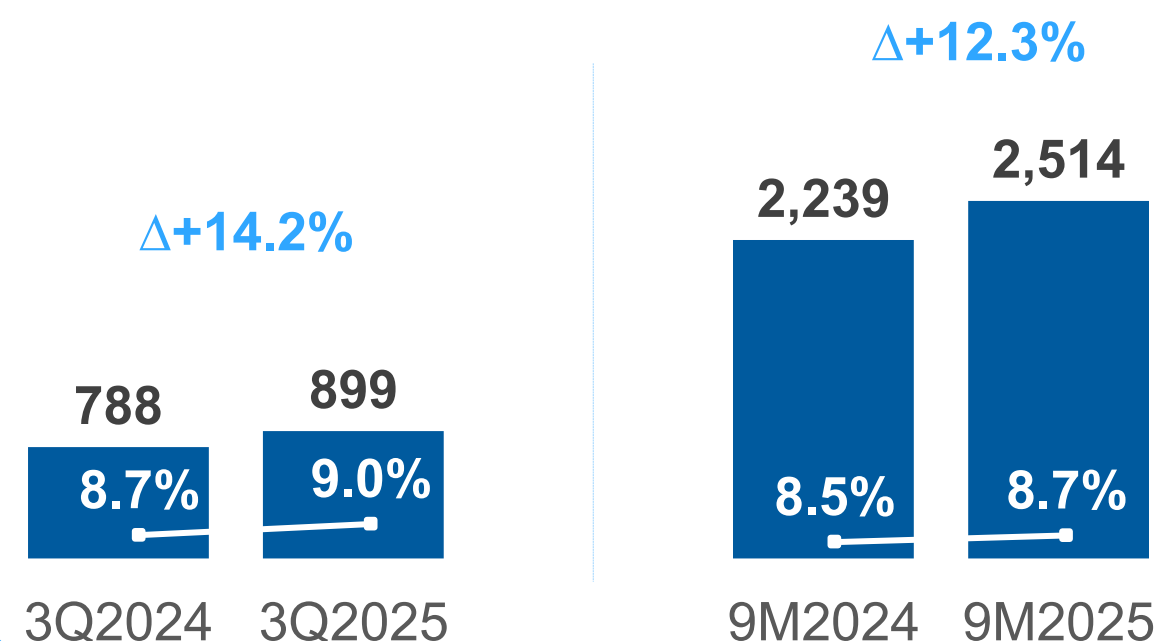


**1,158** owned stores  
**2,118** franchised stores

Gross Profit (₱ mm)



EBITDA (₱ mm)



**708** southstar drug<sup>+</sup>

**450** Rose Pharmacy

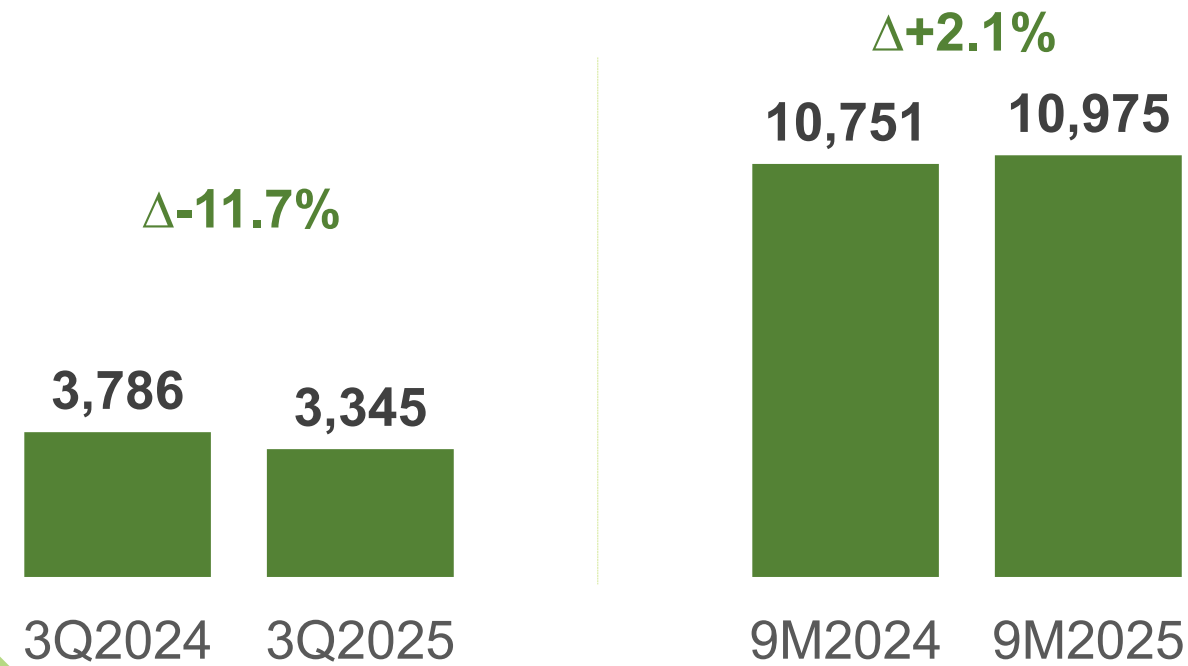
**2,118** TGP<sup>+</sup>

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

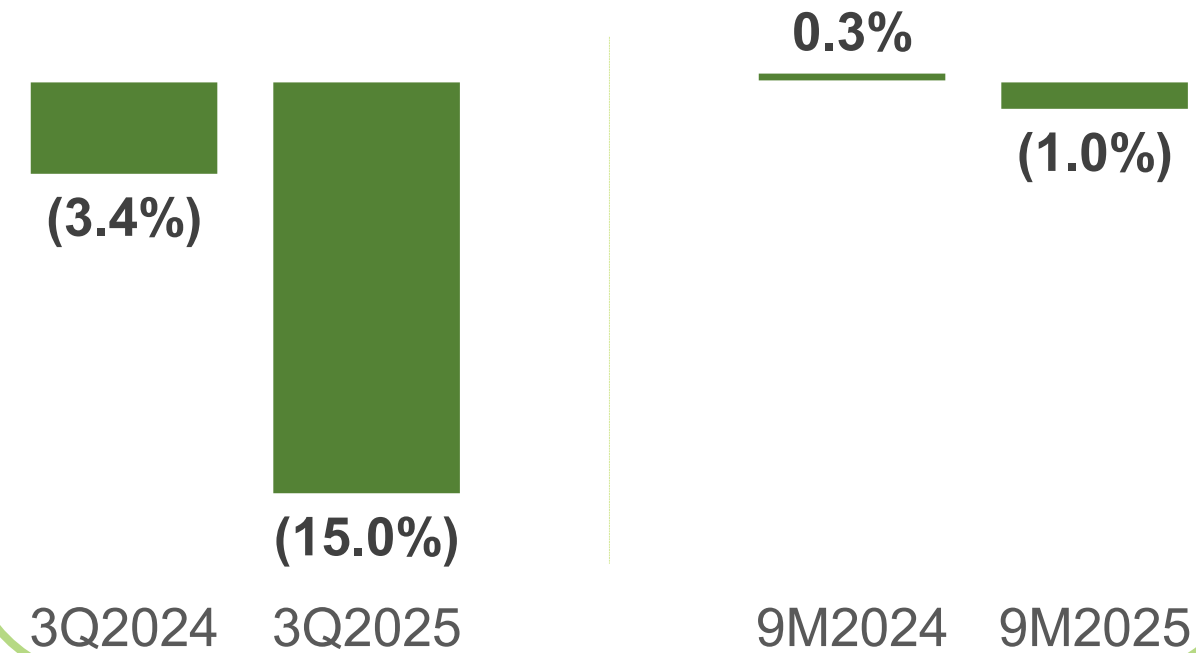
# Department Store Segment



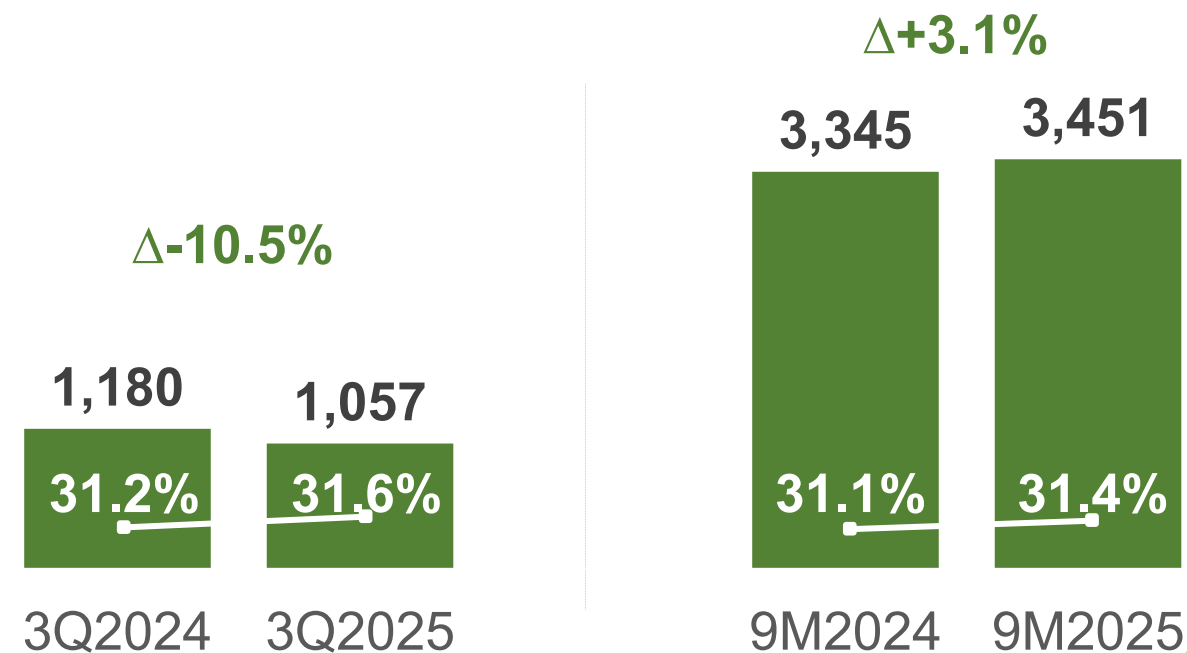
Net Sales (₱ mm)



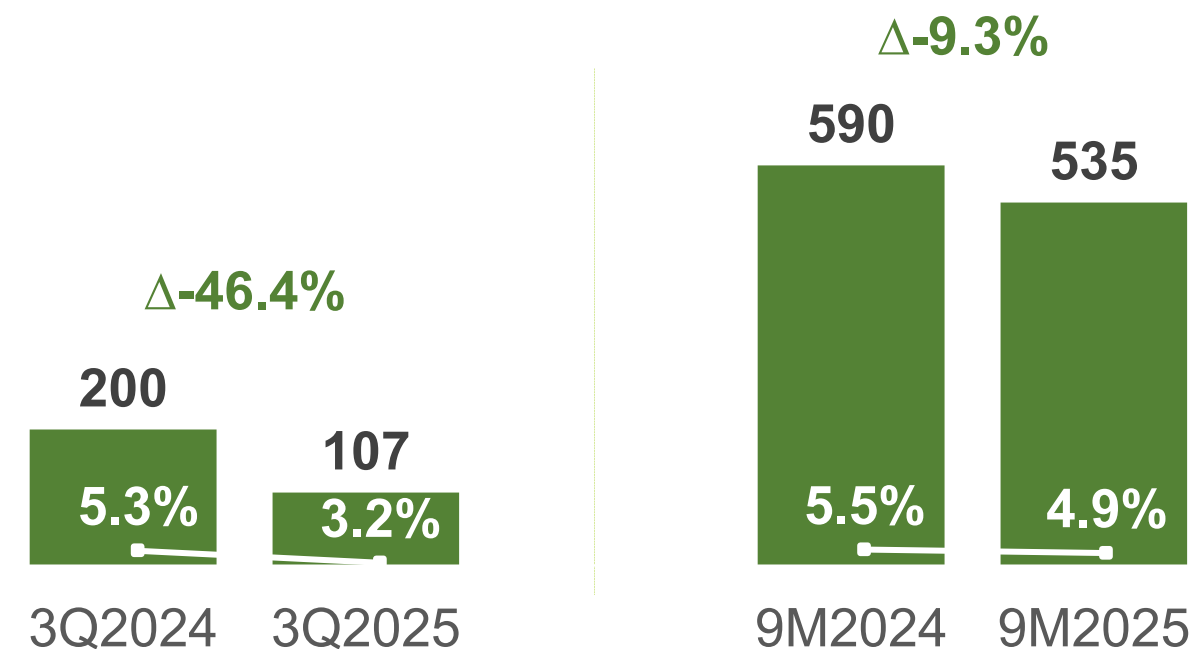
Same Store Sales Growth



Gross Profit (₱ mm)



EBITDA (₱ mm)



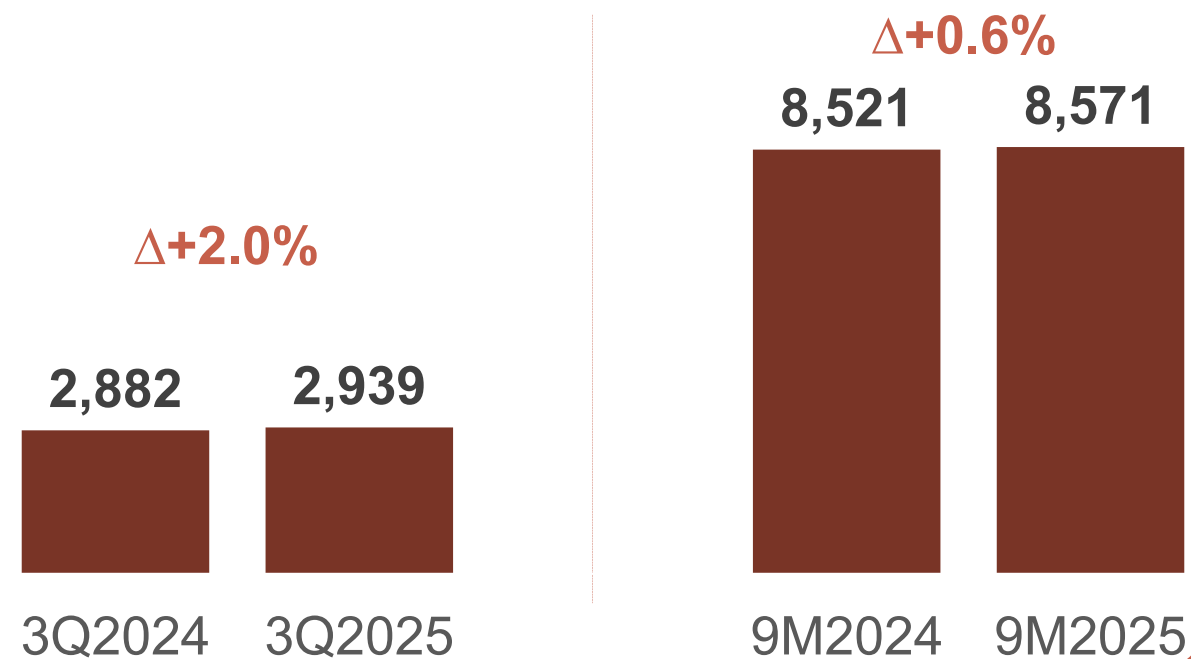
51 stores



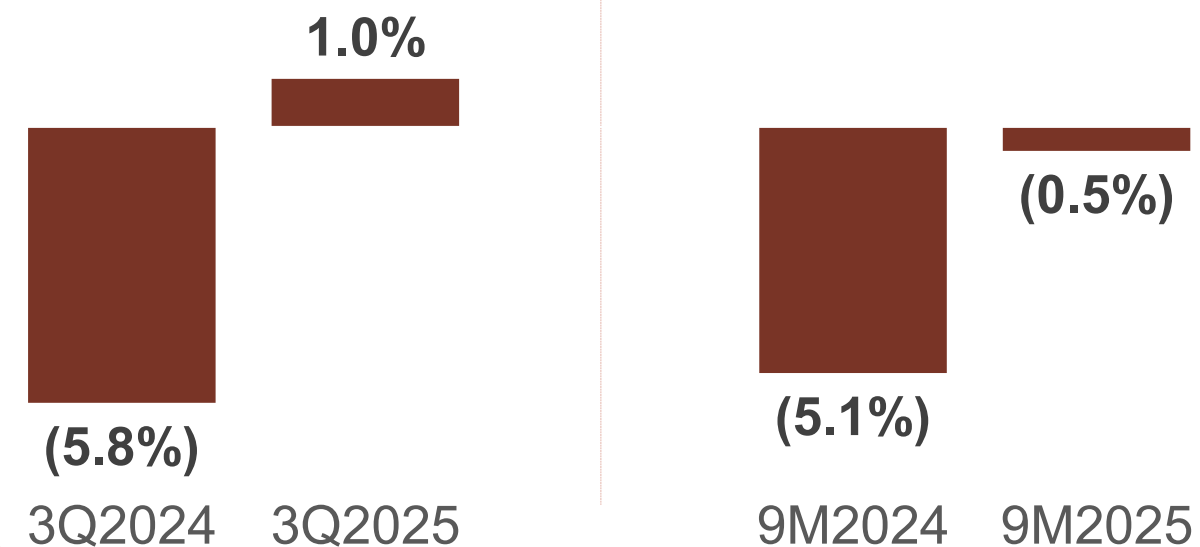
# DIY Segment



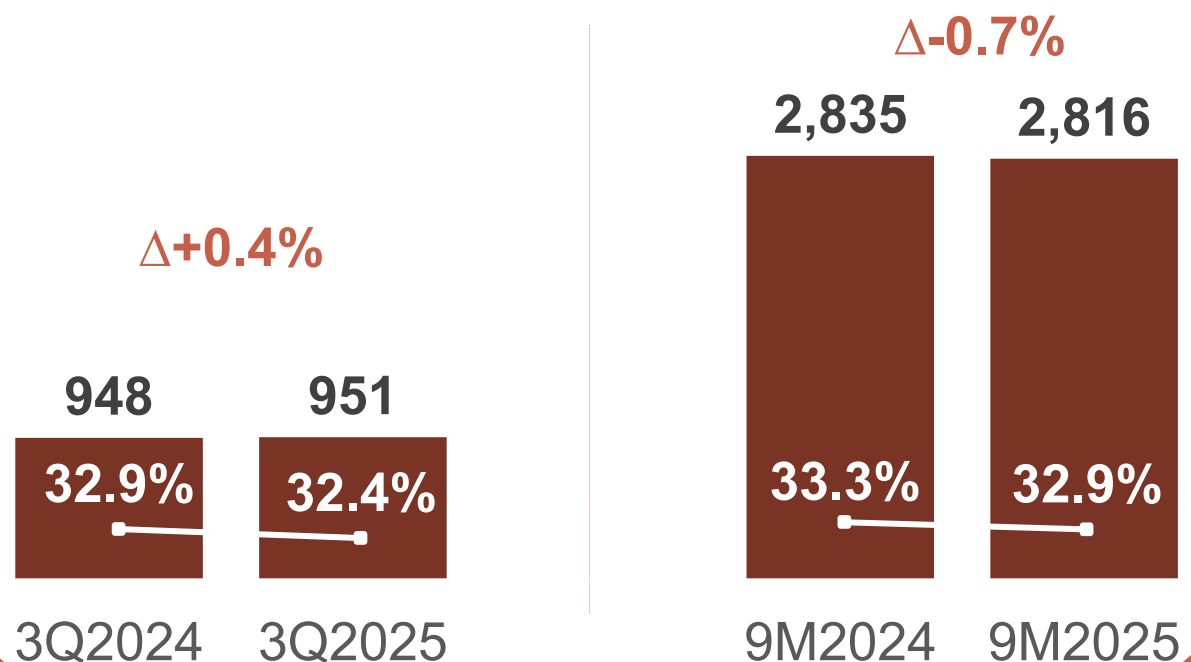
Net Sales (₱ mm)



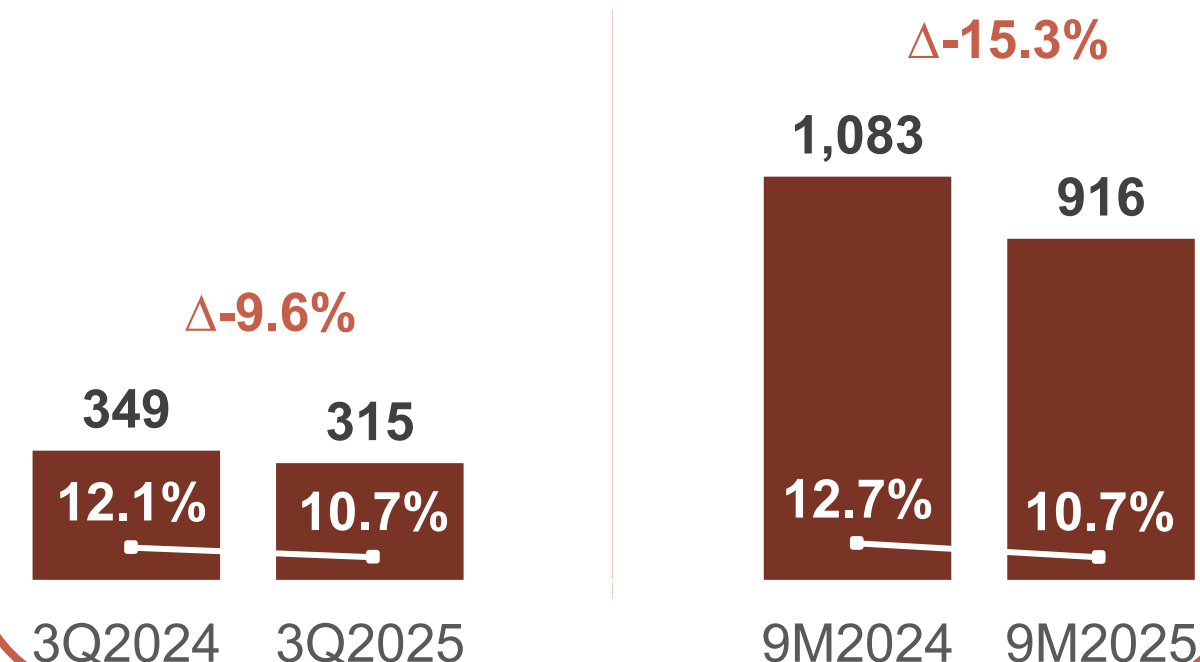
Same Store Sales Growth



Gross Profit (₱ mm)



EBITDA (₱ mm)



229 stores

201 HANDYMAN Best

28 True Value®

# Specialty Segment



Robinsons  
Appliances

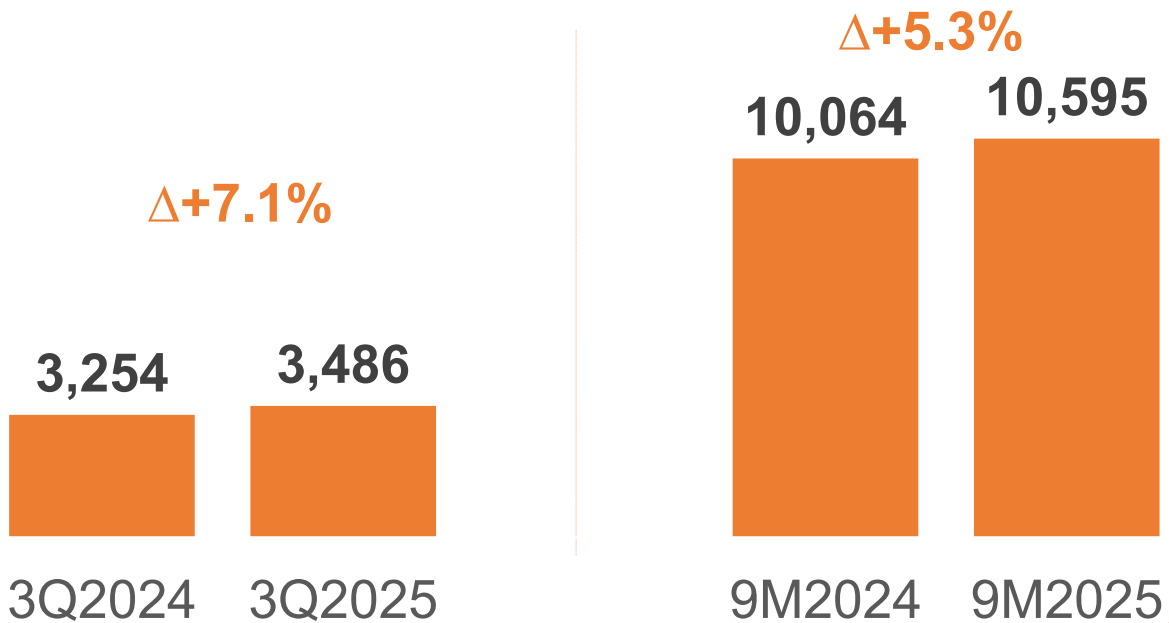


clé de peau  
BEAUTÉ

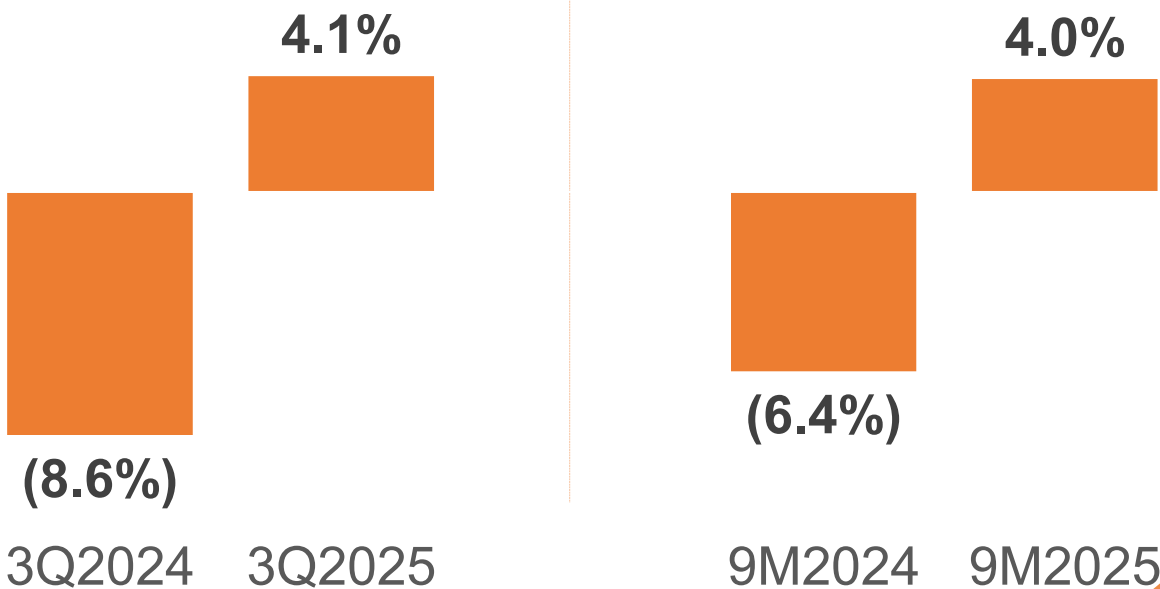


**286 stores**

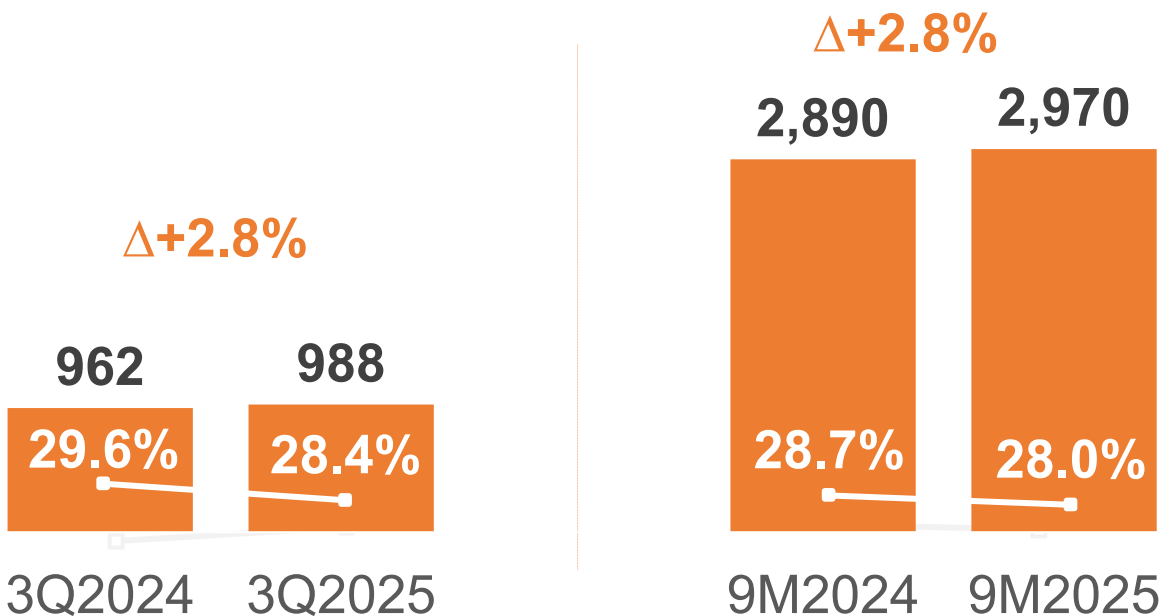
Net Sales (₱ mm)



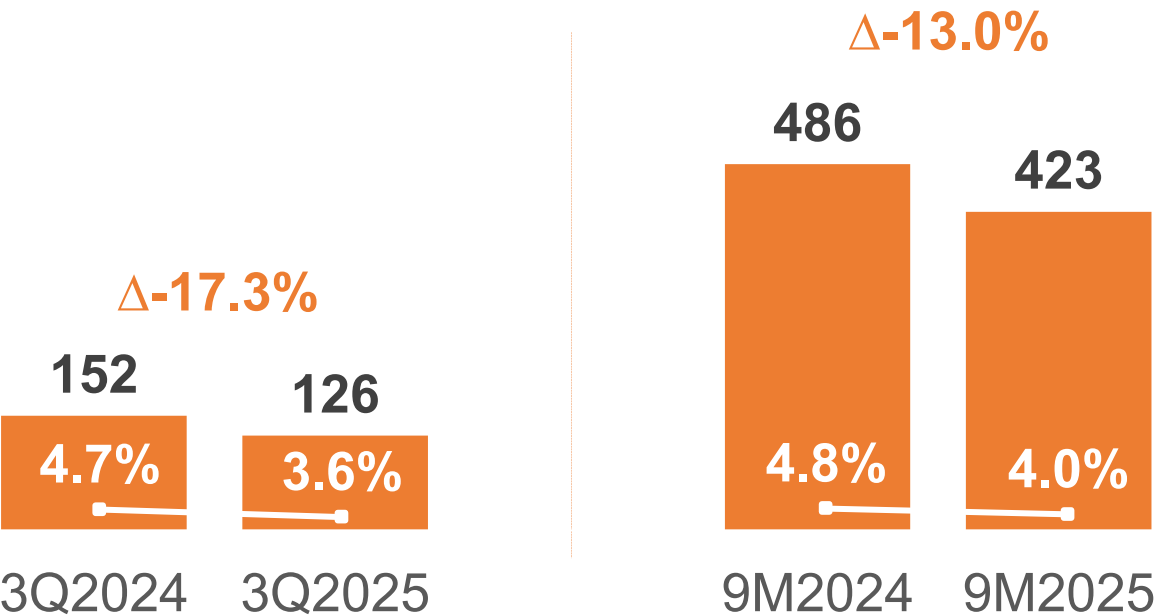
Same Store Sales Growth



Gross Profit (₱ mm)



EBITDA (₱ mm)



**111**

Appliances & Electronics

**42**

Toys

**107**

Mass Merchandise

**12**

Beauty

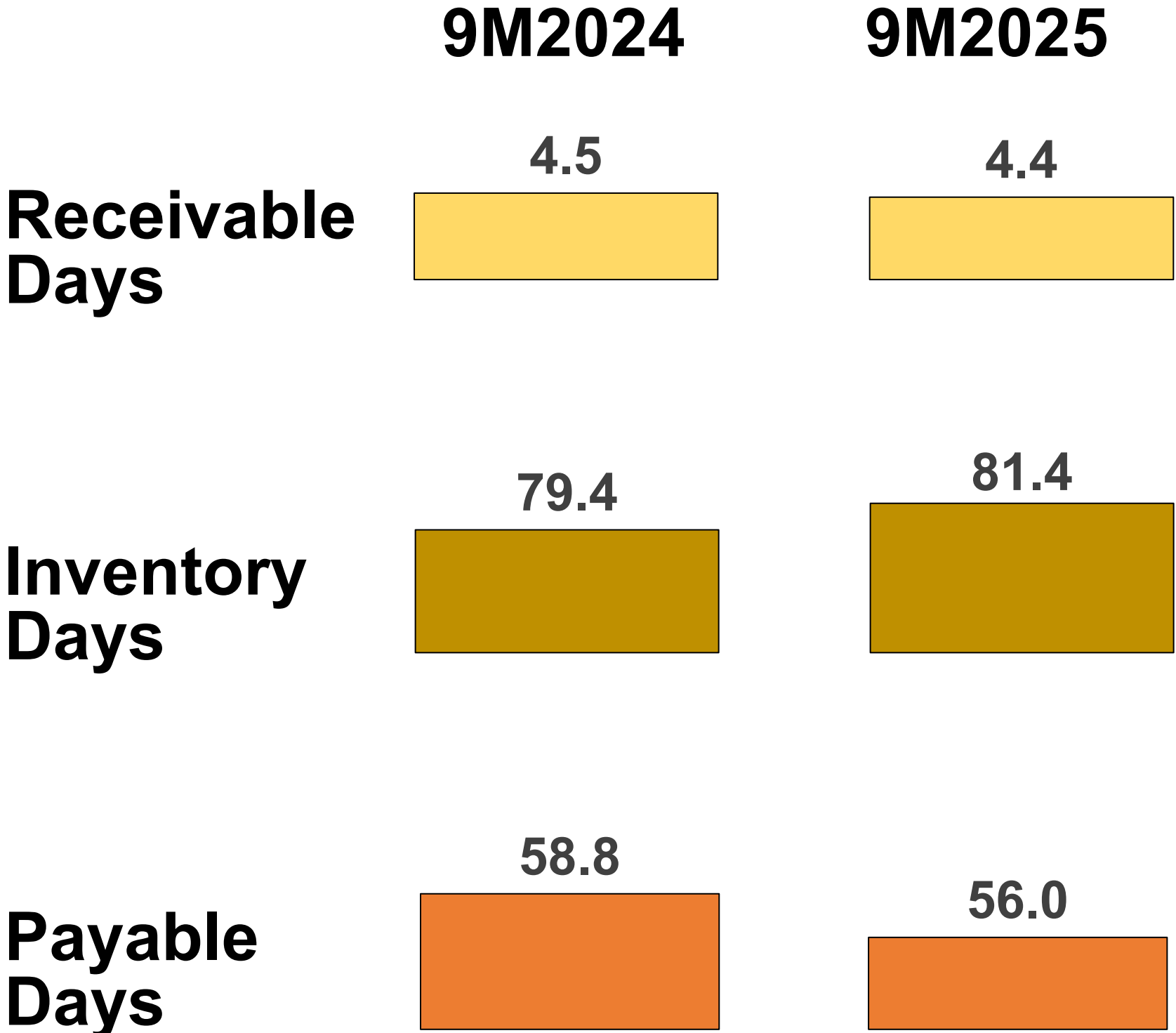
**11**

Pet Retail

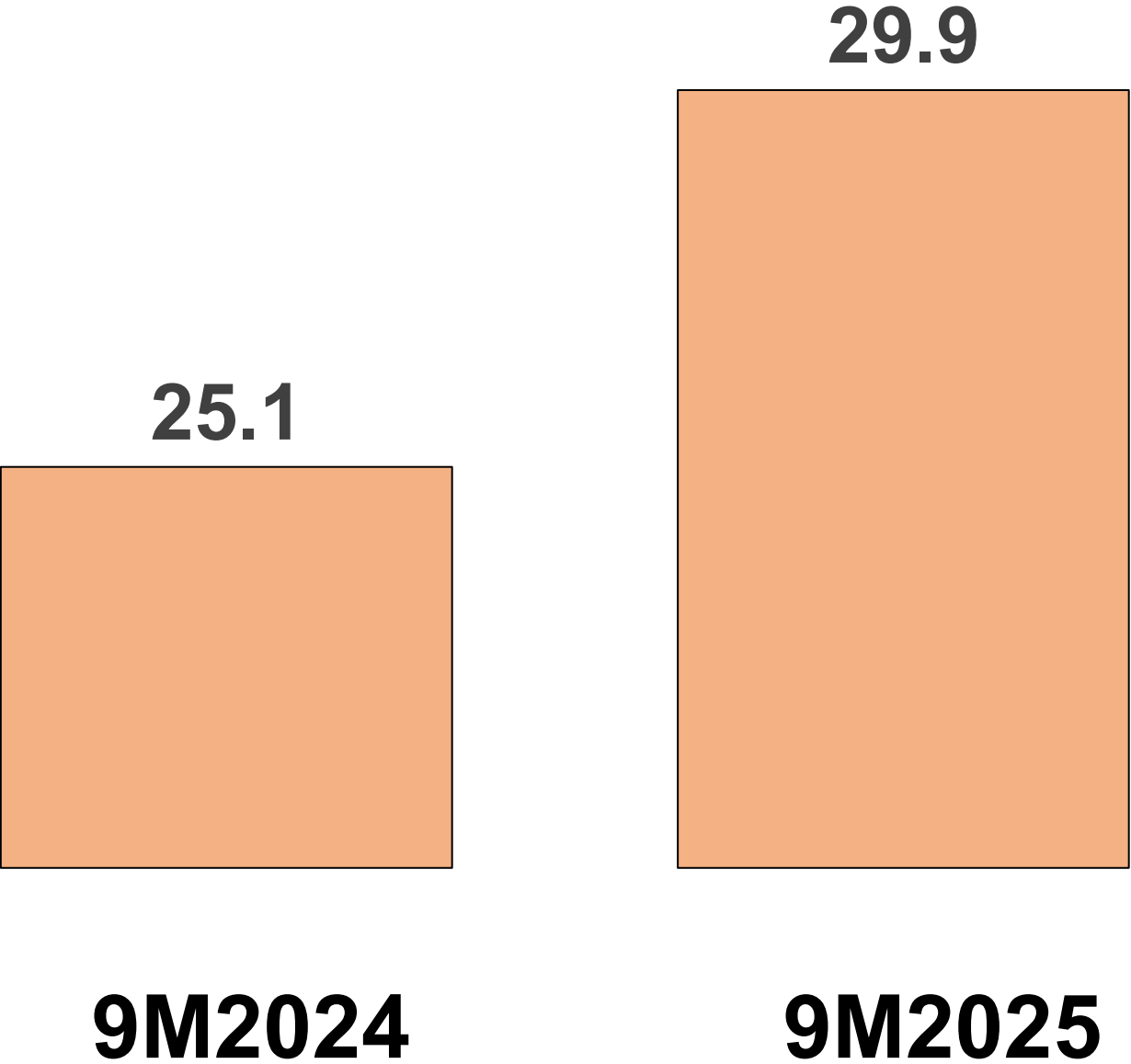
**3**

Lifestyle Sneakers

# Working Capital



## Cash Conversion Cycle



# Balance Sheet



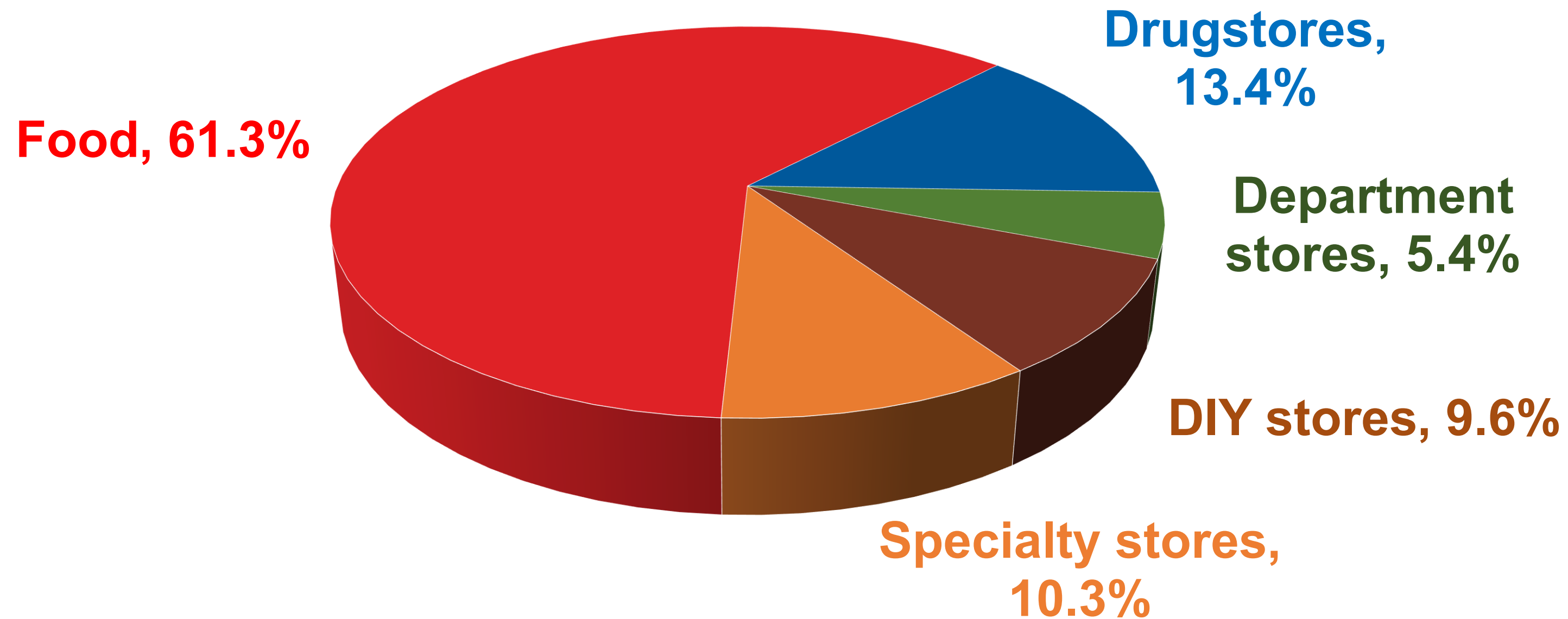
in ₱ mn	September 30, 2024 (Unaudited)	September 30, 2025 (Unaudited)
Cash & Cash Equivalents	9,003	9,401
Investment in Liquid Debt & Equity Securities	3,280	1,661
Total Assets	165,272	163,447
Total Debt	22,437	41,191
Total Equity	94,579	73,975
Return on Assets (trailing 12-months) <sup>(1)</sup>	5.9%	3.4%
Return on Equity (trailing 12-months) <sup>(2)</sup>	11.2%	6.9%
Net Debt (+) or Net Cash (-) <sup>(3)</sup>	10,154	30,129
Net D/E Ratio (x)	0.11	0.41

<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



9M2025 CAPEX: ₱3.0bn





# Updates on *Minority* Investments



# 9M2025 Highlights



**23%**  
*Stake* **o!save**

**662**

**Number of Stores**  
*vs. 318 LY*

**US\$349mn**

**Net Sales**  
*vs. US\$152mn LY*

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

**7.5mn**

**Total no. of customers**  
*vs. 4.4mn LY*

**₱121.6bn**

**Total value of transactions<sup>(1)</sup>**  
*+2.1x YoY*

**13%**  
*Stake* **grow sari**

**US\$693mn**

**Platform Value<sup>(2)</sup>**  
*vs. US\$571mn LY*

**Present in 24  
cities**

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

*(2) Value of business lines*

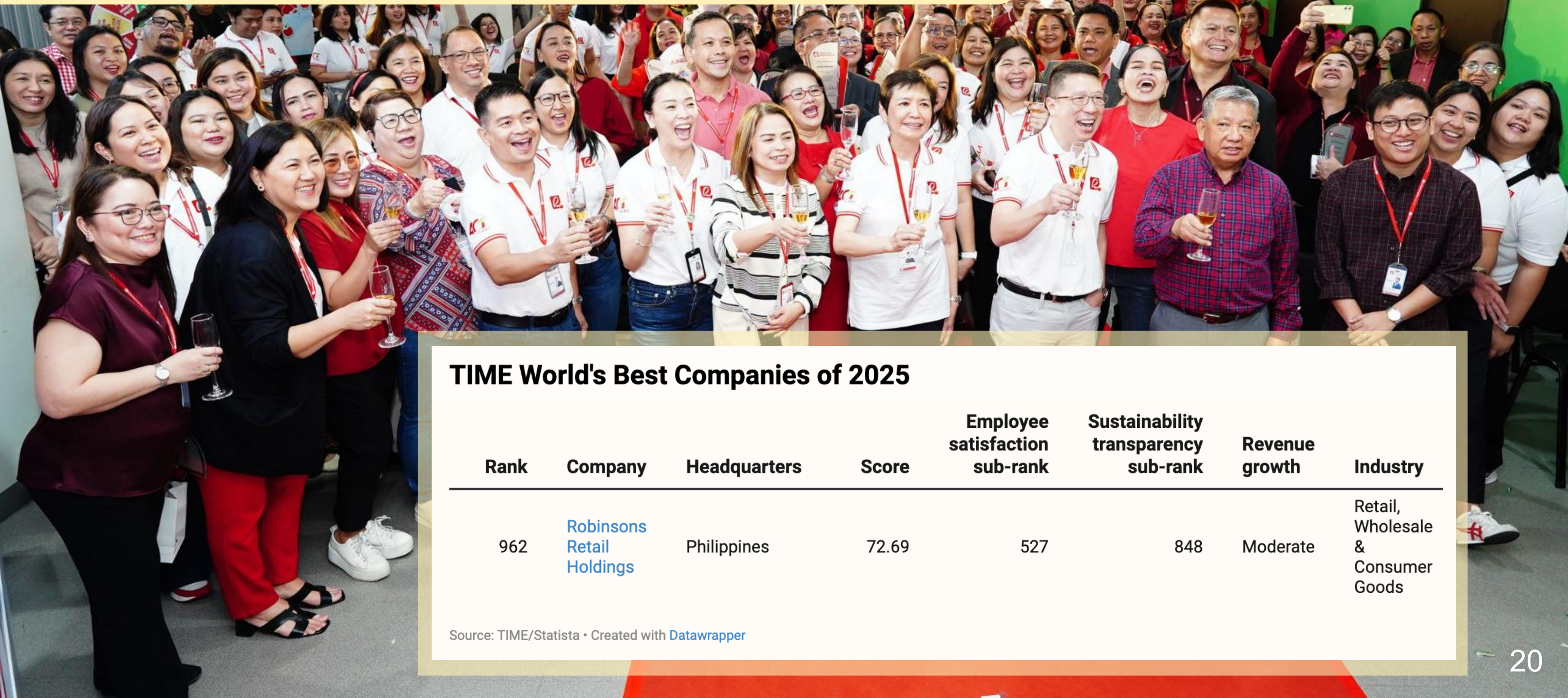


# Corporate Developments





# Robinsons Retail recognized as one of Time World's Best Companies of 2025



## TIME World's Best Companies of 2025

Rank	Company	Headquarters	Score	Employee satisfaction sub-rank	Sustainability transparency sub-rank	Revenue growth	Industry
962	Robinsons Retail Holdings	Philippines	72.69	527	848	Moderate	Retail, Wholesale & Consumer Goods

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



# Southstar welcomes 13 new neurodiverse employees





# 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	For the Quarter Ended September 30		Nine Months Ended September 30	
	2024 (Unaudited)	2025 (Unaudited)	2024 (Unaudited)	2025 (Unaudited)
Sales - net of sales discounts and returns	48,699	50,800	142,409	149,277
Cost of merchandise sold	36,876	38,284	108,105	112,839
<b>Gross Profit</b>	<b>11,823</b>	<b>12,516</b>	<b>34,304</b>	<b>36,439</b>
Royalty, rent and other revenues	323	304	971	985
Gross profit including other revenue	<b>12,146</b>	<b>12,820</b>	<b>35,275</b>	<b>37,424</b>
Operating expenses	(9,874)	(10,477)	(28,913)	(30,778)
<b>EBIT</b>	<b>2,272</b>	<b>2,342</b>	<b>6,362</b>	<b>6,646</b>
<b>EBITDA</b>	<b>4,048</b>	<b>4,178</b>	<b>11,728</b>	<b>12,115</b>
Interest income	44	46	136	118
Foreign currency exchange gain (loss) - net	(43)	29	8	24
Dividend income	43	23	753	761
Equity in net earnings of an associate	(99)	(115)	(334)	(391)
Interest expense	(756)	(1,026)	(2,280)	(2,662)
Others	98	151	4,548	162
<b>OTHER INCOME (CHARGES)</b>	<b>(714)</b>	<b>(892)</b>	<b>2,831</b>	<b>(1,989)</b>
<b>INCOME BEFORE INCOME TAX</b>	<b>1,559</b>	<b>1,451</b>	<b>9,193</b>	<b>4,657</b>
Provision for income tax	399	429	949	1,075
<b>NET INCOME</b>	<b>1,159</b>	<b>1,022</b>	<b>8,244</b>	<b>3,582</b>
<b>Net income attributable to:</b>				
Equity holders of the Parent Company	1,008	872	7,808	3,124
Non-controlling interest in consolidated subsidiaries	151	150	436	457
	<b>1,159</b>	<b>1,022</b>	<b>8,244</b>	<b>3,582</b>
<b>Earnings Per Share</b>				
Basic	0.70	0.61	5.44	2.20
Weighted	0.70	0.79	5.38	2.45
<b>Shares Outstanding</b>				
End of Period	1,434	1,419	1,434	1,419
Weighted	1,440	1,103	1,450	1,278



# Balance Sheet



	December 31 (Audited) 2024	September 30 (Unaudited) 2025
PHP mm		
<b>Current Assets</b>		
Cash and cash equivalents	13,137	9,401
Trade and other receivables	4,407	2,430
Merchandise inventories	31,672	33,655
Other current assets	1,572	1,775
<b>Total Current Assets</b>	<b>50,789</b>	<b>47,262</b>
Noncurrent assets Held For Sale	0	-
Investment in debt and equity securities	46,165	43,943
Property and equipment	25,046	25,480
Right-of-use asset	19,188	17,329
Investment in associates	1,666	2,145
Intangible assets	22,679	22,679
Other noncurrent assets	4,419	4,610
<b>Total Noncurrent Assets</b>	<b>119,162</b>	<b>116,185</b>
<b>Total Assets</b>	<b>169,951</b>	<b>163,447</b>
<b>LIABILITIES AND EQUITY</b>		
<b>Current Liabilities</b>		
Trade and other payables	27,901	23,145
Short-term loans payable	14,714	26,364
Current portion of lease liability	3,322	3,389
Other current liabilities	560	760
<b>Total Current Liabilities</b>	<b>46,497</b>	<b>53,658</b>
<b>Total Noncurrent Liabilities</b>	<b>30,848</b>	<b>35,814</b>
<b>Total Liabilities</b>	<b>77,345</b>	<b>89,472</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	45,469
Other comprehensive income	9,389	7,355
<b>Total equity attributable to equity holders of Parent Company</b>	<b>88,542</b>	<b>70,798</b>
Non-controlling interest in consolidated subsidiaries	4,064	3,177
<b>Total Equity</b>	<b>92,606</b>	<b>73,975</b>
<b>Total Liabilities and Equity</b>	<b>169,951</b>	<b>163,447</b>

# Cash Flow



	December 31 (Audited) 2024	September 30 (Unaudited) 2024	September 30 (Unaudited) 2025
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Income before income tax	12,390	9,193	4,657
Depreciation and amortization including ROU amortization - PFRS 16	7,246	5,366	5,469
Retirement expense	273	198	186
Others including interest on Lease Liability-PFRS 16	(3,309)	(2,846)	2,127
<b>Operating income before working capital changes</b>	<b>16,599</b>	<b>11,911</b>	<b>12,439</b>
Working capital changes	(2,317)	(4,809)	(5,397)
Interest received	186	149	136
Retirement contributions and benefits paid	(390)	0	0
Income tax paid	(1,651)	(1,066)	(1,148)
<b>Net cash flows generated from (used in) operations</b>	<b>12,427</b>	<b>6,186</b>	<b>6,031</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Investment in associates and acquisitions	(1,273)	(945)	(1,359)
Disposal of bonds and other securities	1,769	467	727
CAPEX for stores, Head Office and DC	(4,756)	(3,036)	(3,478)
Dividends received	1,737	1,116	814
Others	(3)	(16)	(132)
<b>Net cash flows generated from (used in) investing activities</b>	<b>(2,526)</b>	<b>(2,413)</b>	<b>(3,427)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Availment of loan, net of payments	1,585	1,050	18,201
Dividends paid	(3,596)	(3,226)	(3,369)
Lease payments - PFRS 16	(5,090)	(3,793)	(3,779)
Interest expense paid on loans	(1,634)	(1,138)	(1,411)
Acquisition of a non-controlling interest	(15)	0	0
Share buyback	(1,190)	(833)	(15,999)
<b>Net cash flows used in financing activities</b>	<b>(9,939)</b>	<b>(7,941)</b>	<b>(6,357)</b>
Effect of forex on cash and cash equivalents	3	(2)	17
Net increase (decrease) in cash and cash equivalents	(35)	(4,169)	(3,737)
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>9,003</b>	<b>9,401</b>