

# Full Year 2025 Unaudited Earnings Results

26 February 2026



# Agenda



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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 <sup>(1)</sup>	2,286	2,512	6,360	6,743	9.9%	6.0%
EPS <sup>(2)</sup>	1.73	2.39	7.11	4.66	38.4%	(34.5%)

<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

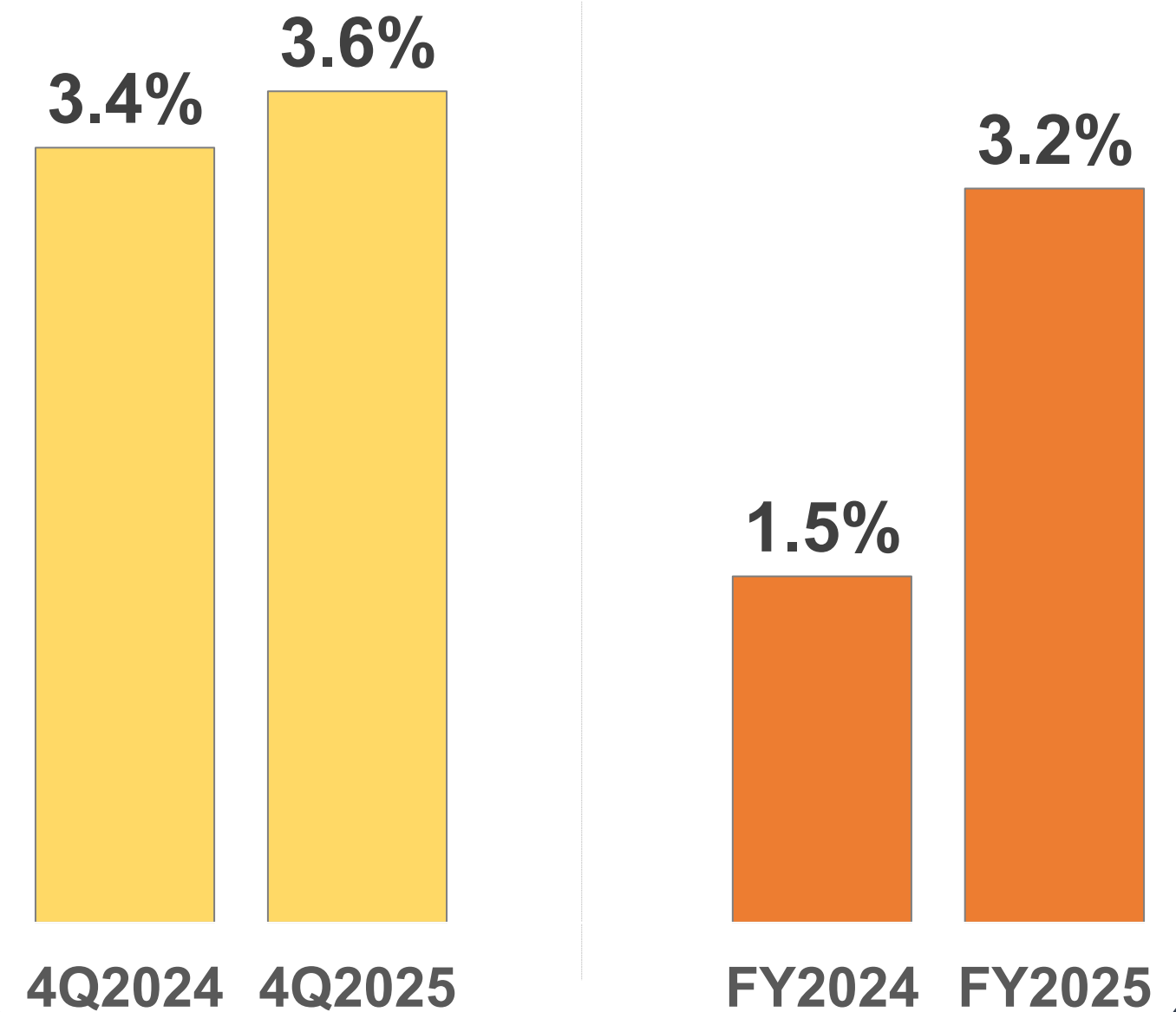
<sup>(2)</sup> **EPS:** based on Net Income Attributable to Parent (NIAP)

# Revenue Trends

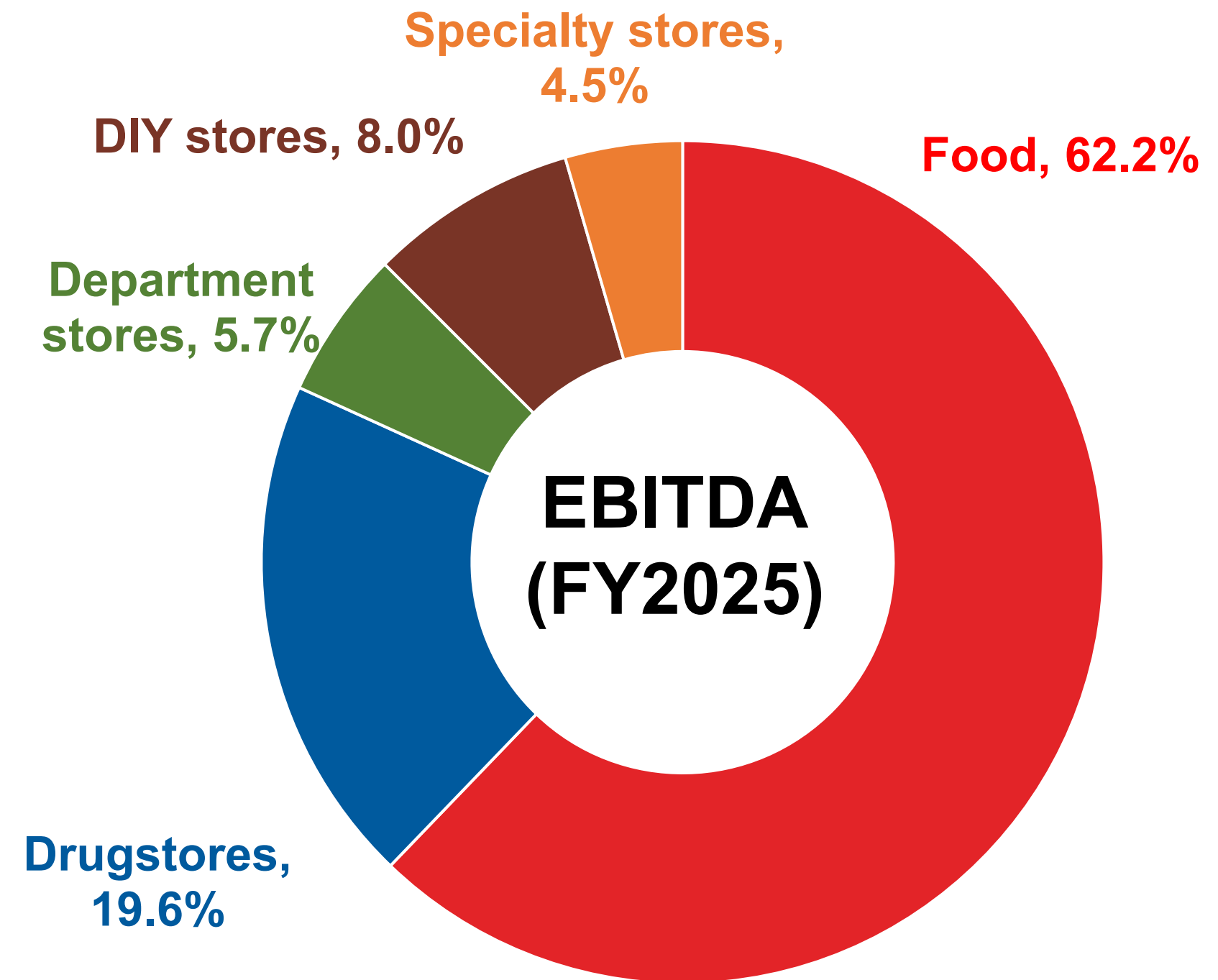
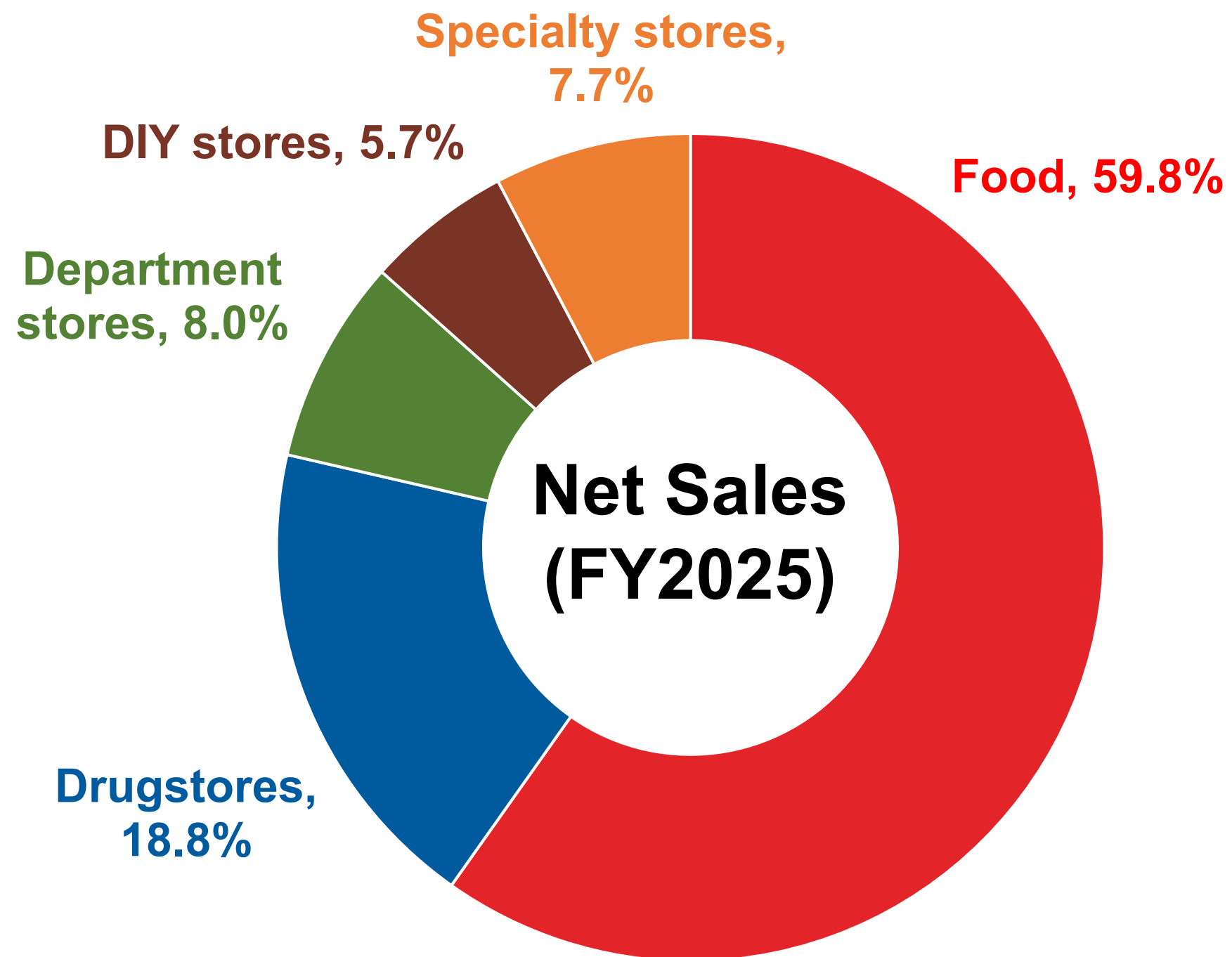


	4Q24	4Q25	FY24	FY25	4QΔ	FYΔ
Food	33.5	35.6	120.3	125.8	6.2%	4.6%
Drugstores	9.5	10.7	35.8	39.6	12.5%	10.5%
Department stores	5.9	5.9	16.6	16.9	0.4%	1.5%
DIY stores	3.3	3.4	11.8	12.0	5.0%	1.8%
Specialty stores	4.6	5.5	14.7	16.1	20.1%	9.9%
<b>TOTAL (₱ bn)</b>	<b>56.8</b>	<b>61.1</b>	<b>199.2</b>	<b>210.4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

## Same Store Sales Growth



# Net Sales and EBITDA Breakdown



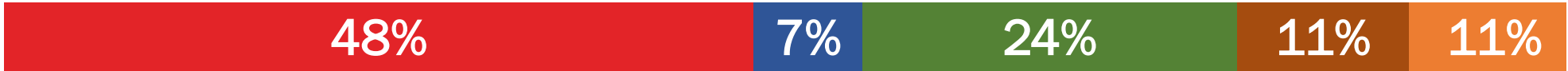
# Store Network



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

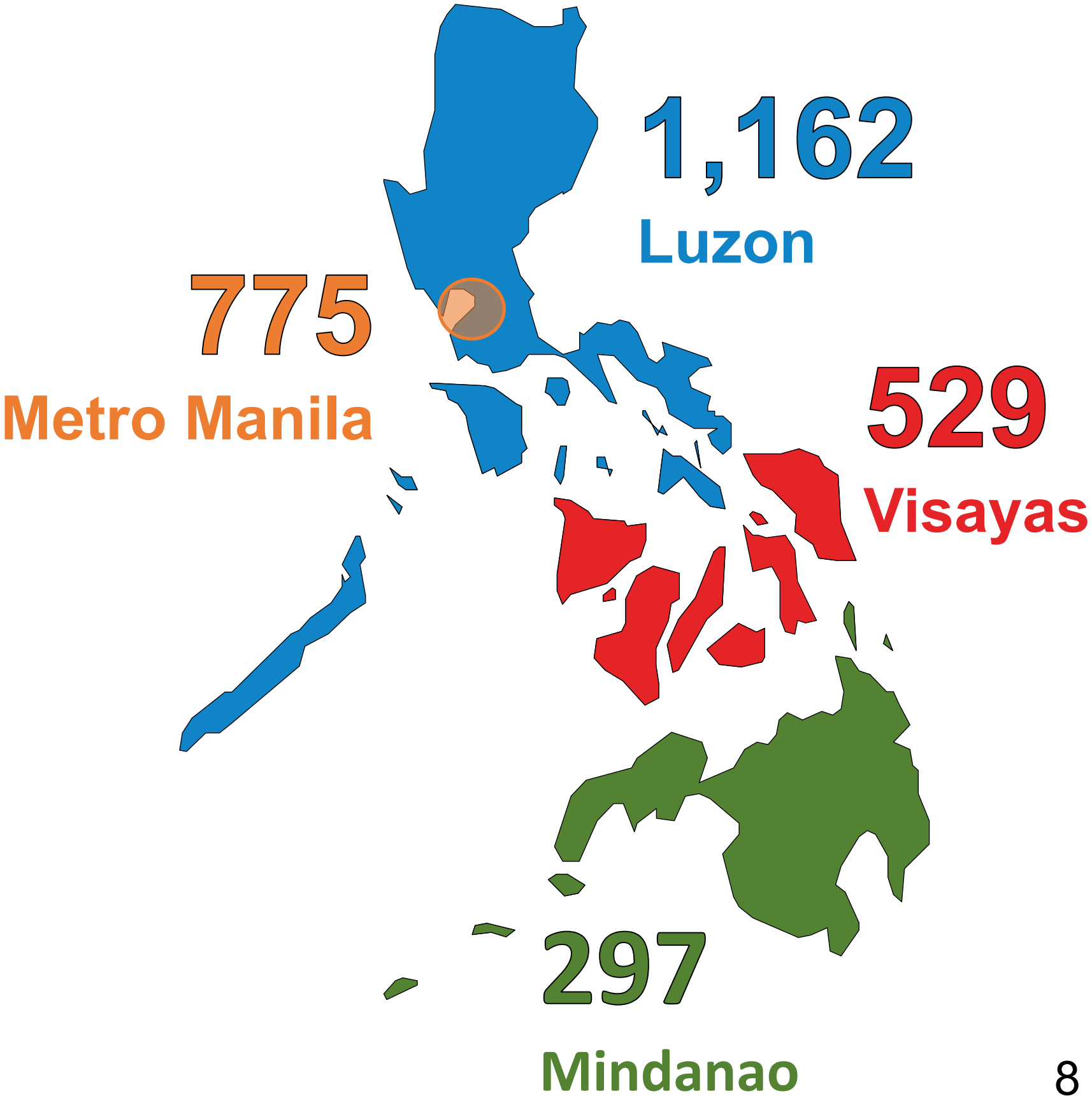
	Metro Manila	Luzon	Visayas	Mindanao	Total
Food	410	308	56	25	799
Drugstores <sup>(1)</sup>	155	479	355	184	1,173
Department Stores	8	21	12	10	51
DIY Stores	65	100	39	30	234
Specialty Stores	137	254	67	48	506
Total	775	1162	529	297	2,763
TGP	423	1,189	342	200	2,154

With gross floor area (GFA) of 1.64 million sqm<sup>1</sup>



Gross Floor area per segment as % of total

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

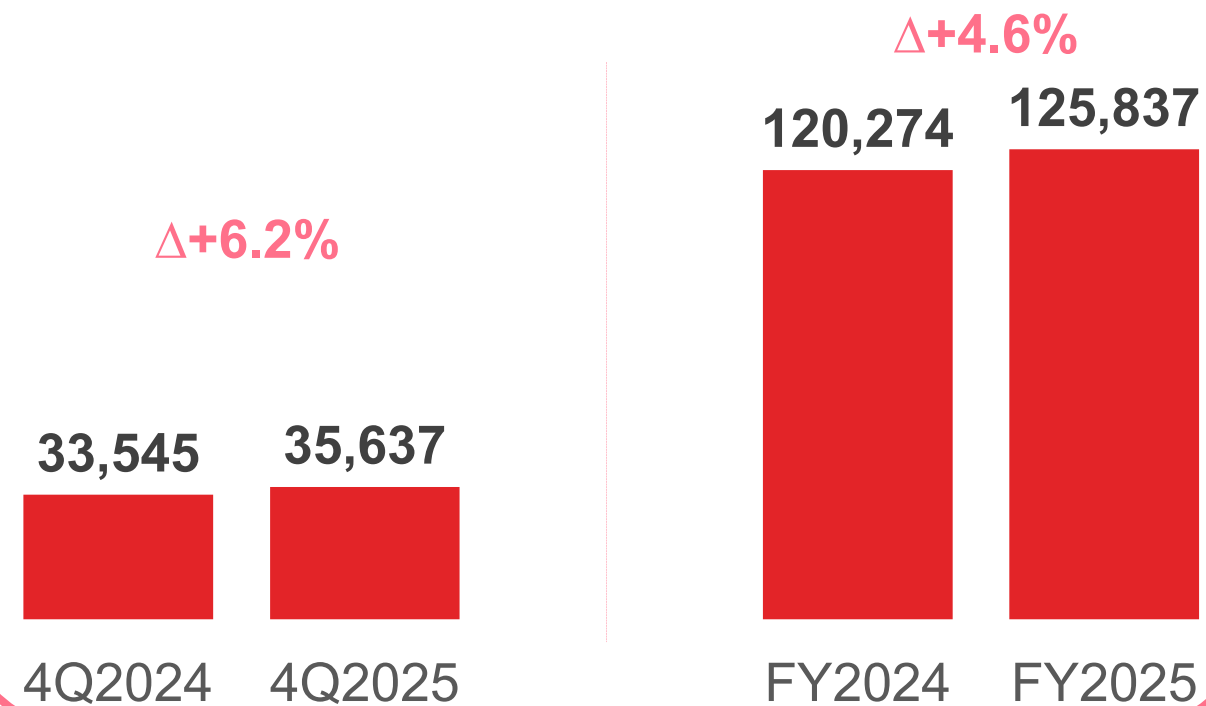




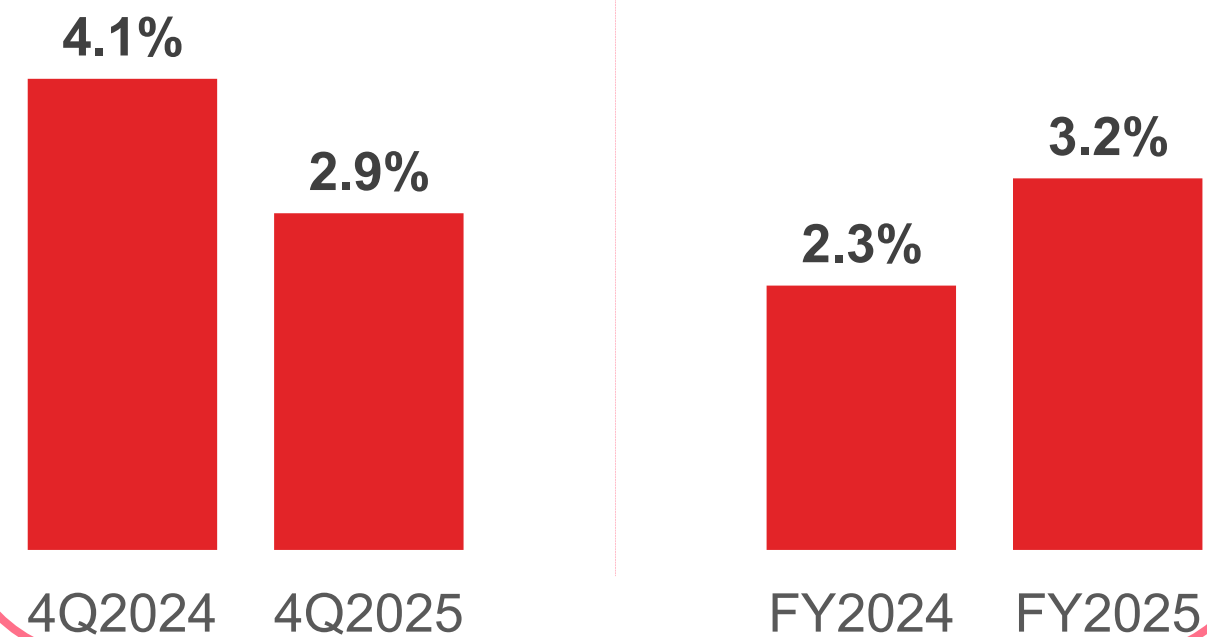
# Food Segment



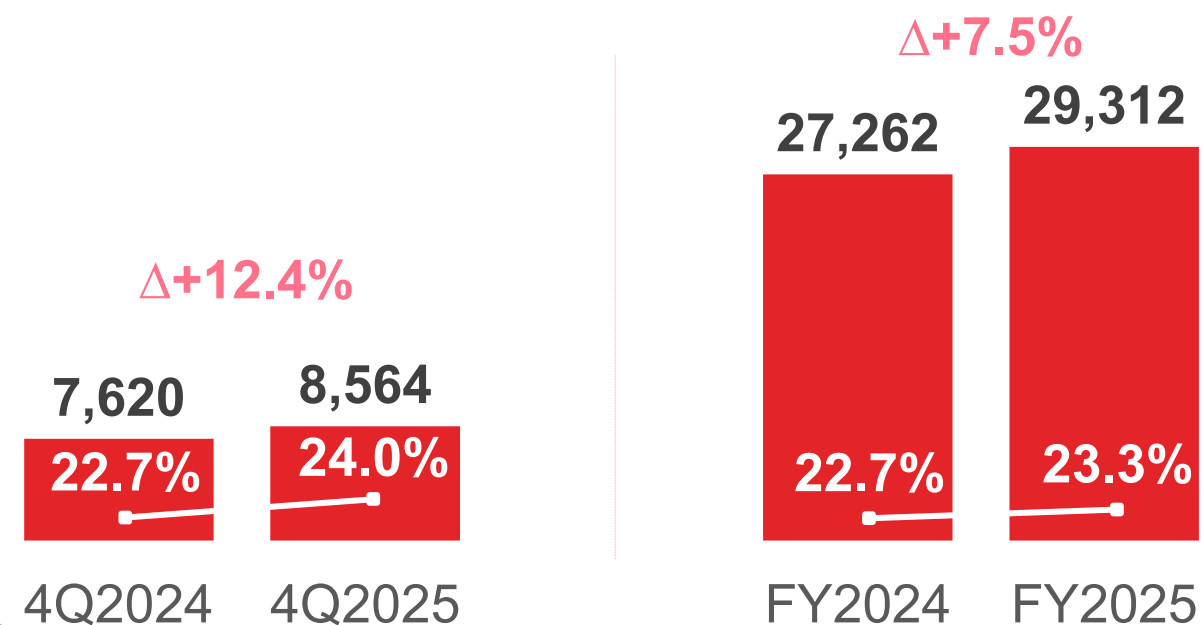
Net Sales (₱ mm)



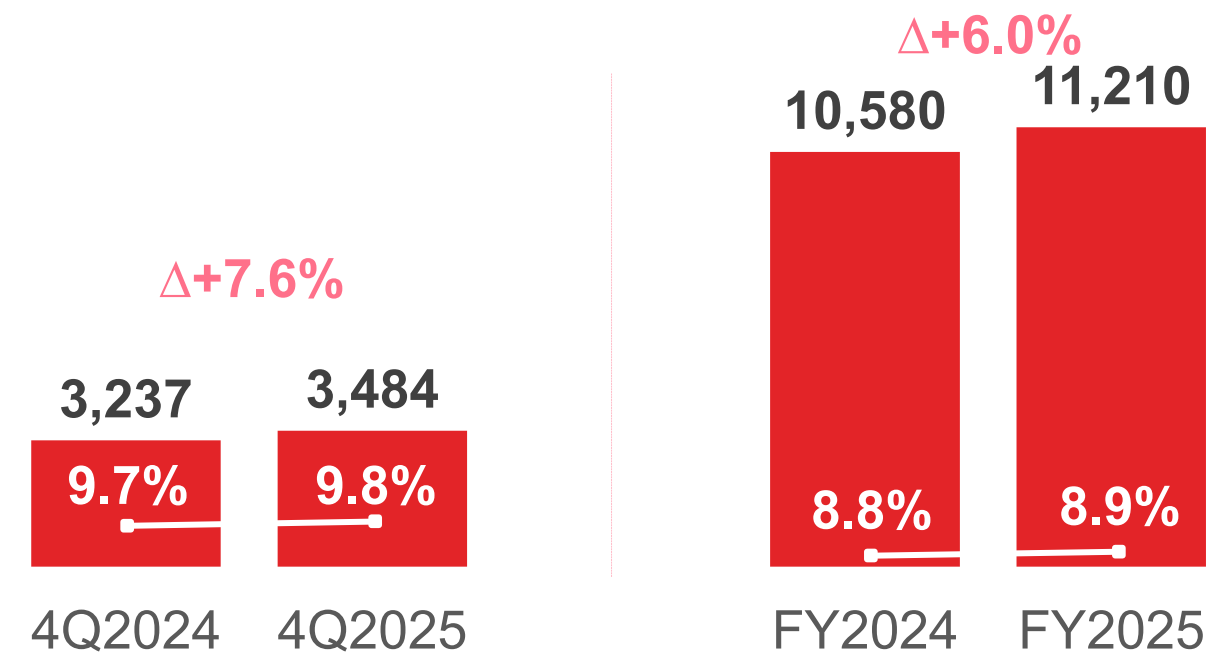
Same Store Sales Growth



Gross Profit (₱ mm)



EBITDA (₱ mm)



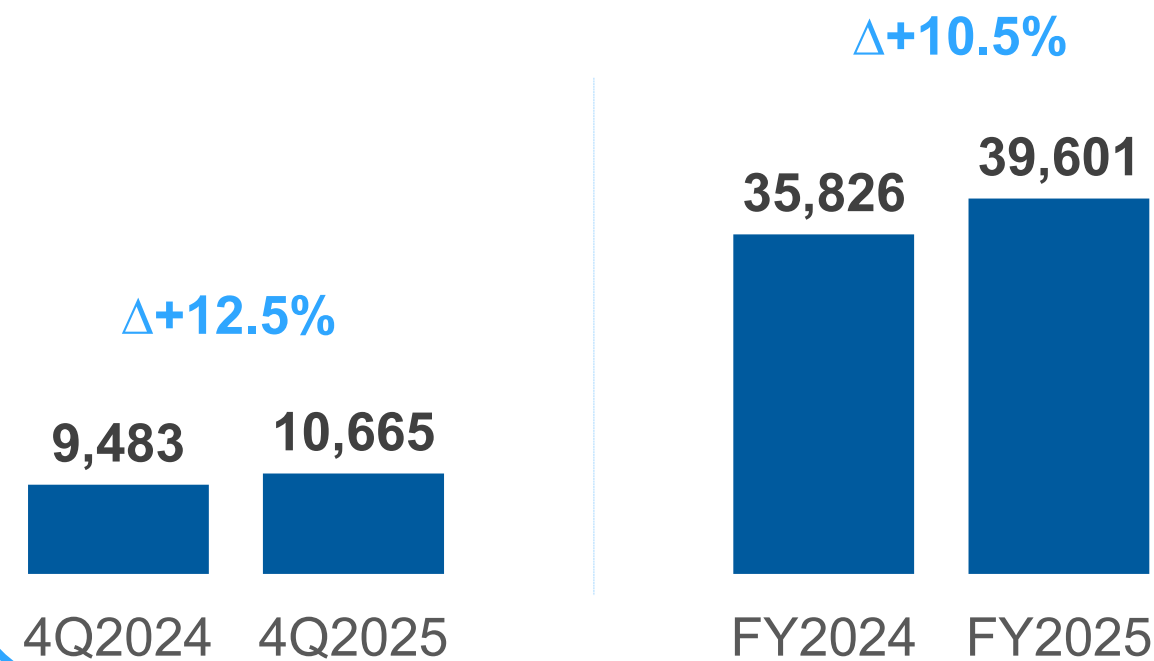
799 stores



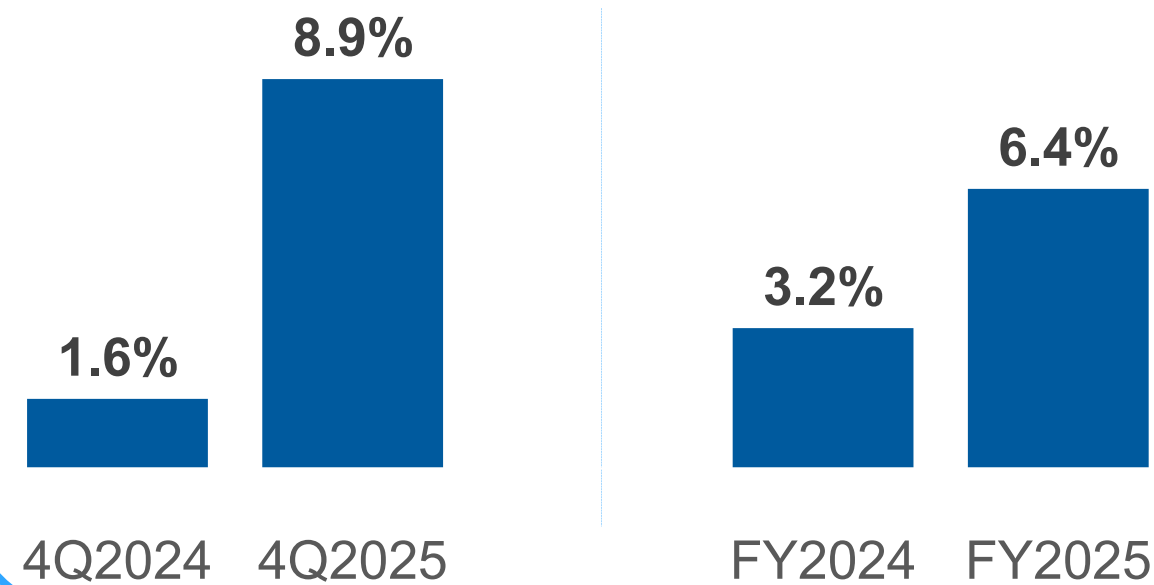
# Drugstore Segment



Net Sales (₱ mm)

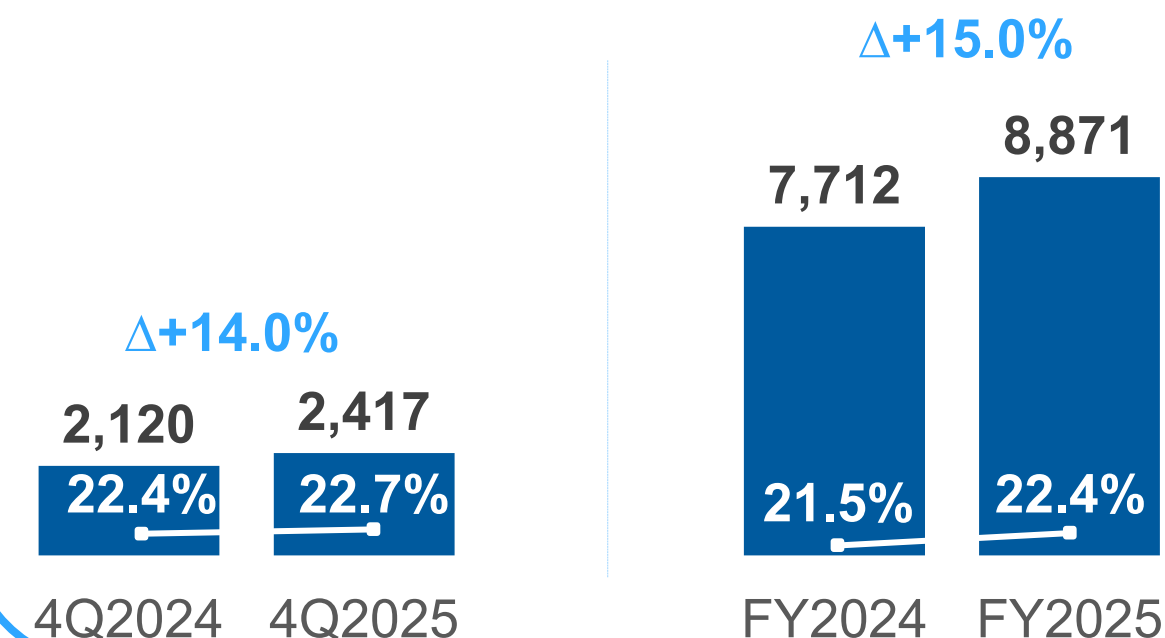


Same Store Sales Growth <sup>(1)</sup>

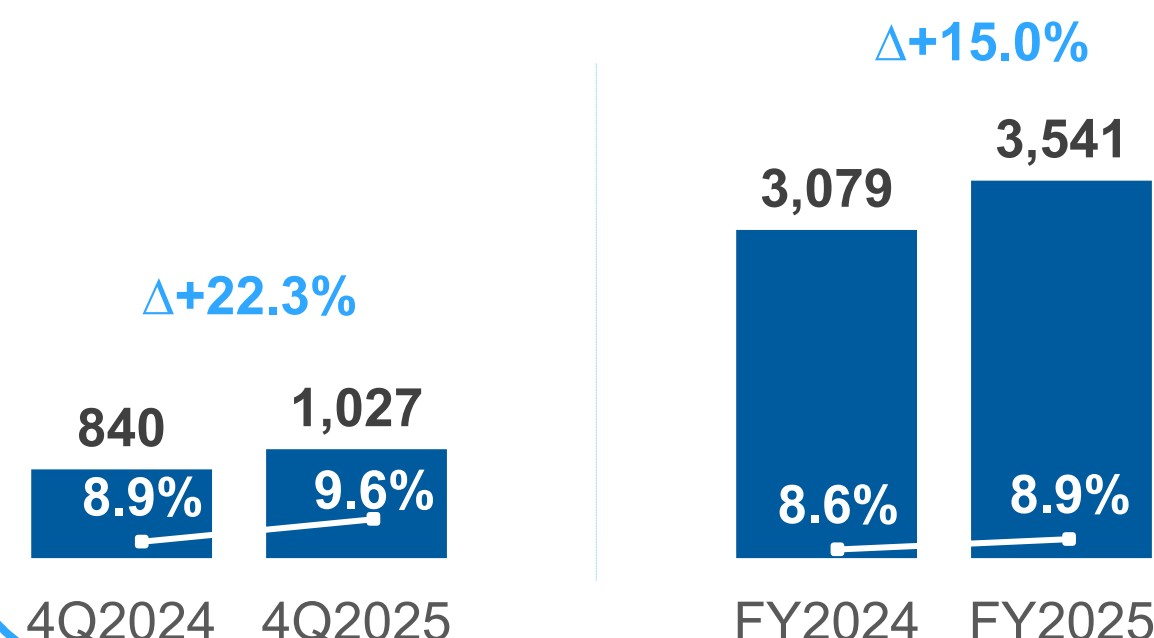


**1,173** owned stores  
**2,154** franchised stores

Gross Profit (₱ mm)



EBITDA (₱ mm)



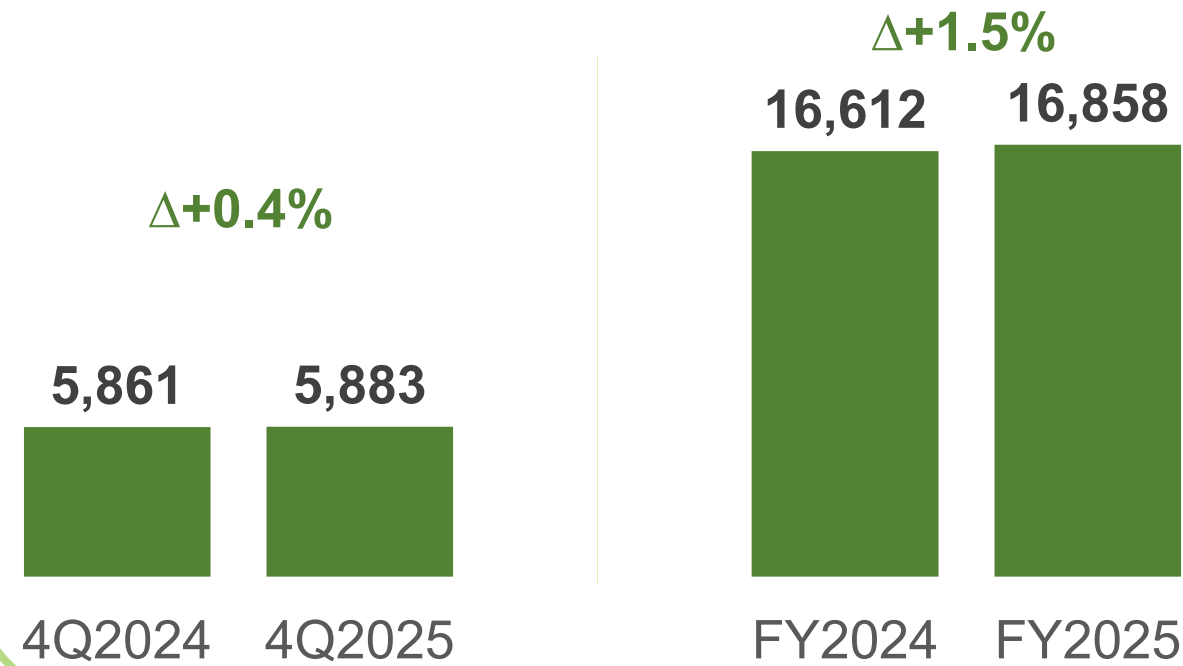
716	southstar <sup>+</sup> drug <sup>+</sup>
457	Rose Pharmacy
2,154	TGP <sup>+</sup>

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

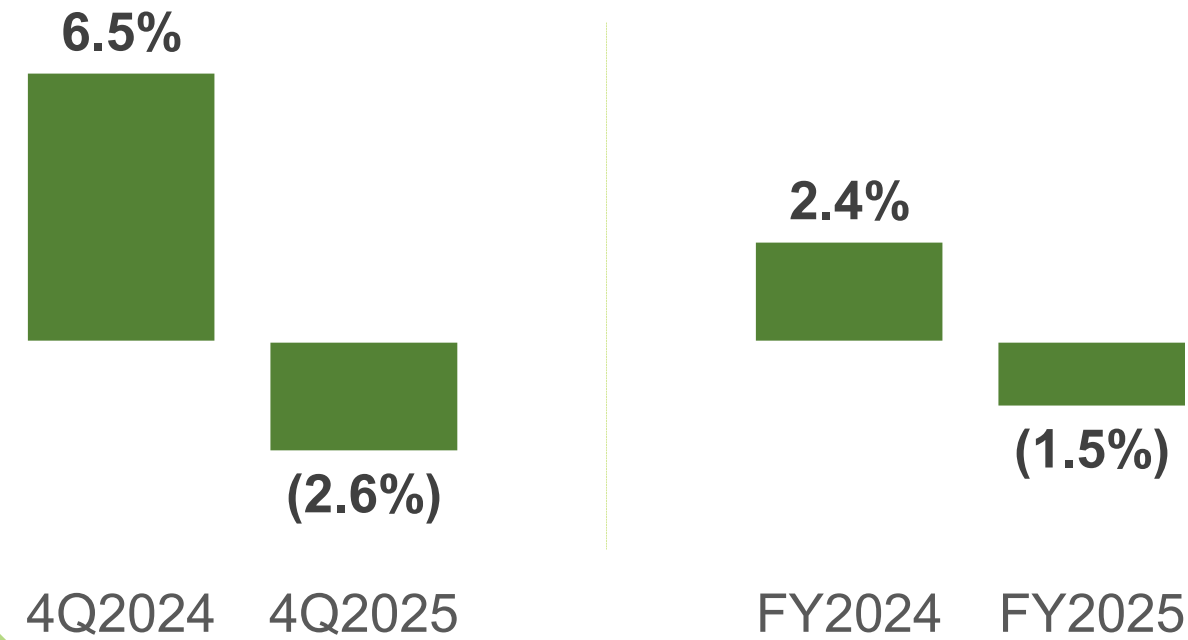
# Department Store Segment



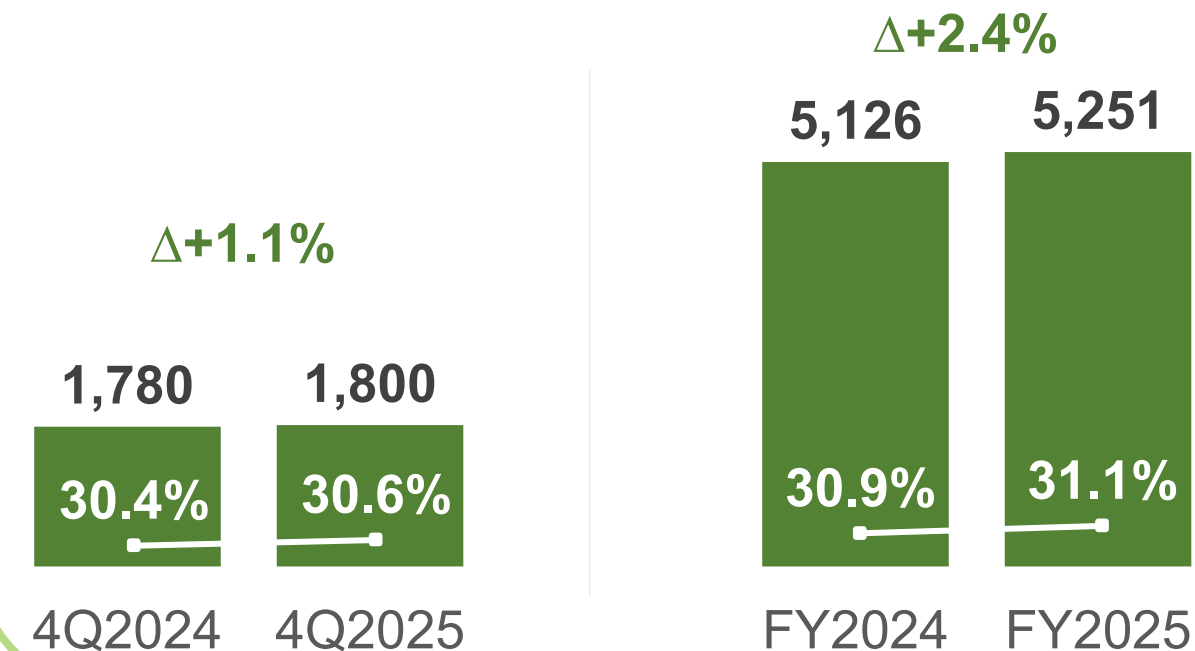
Net Sales (₱ mm)



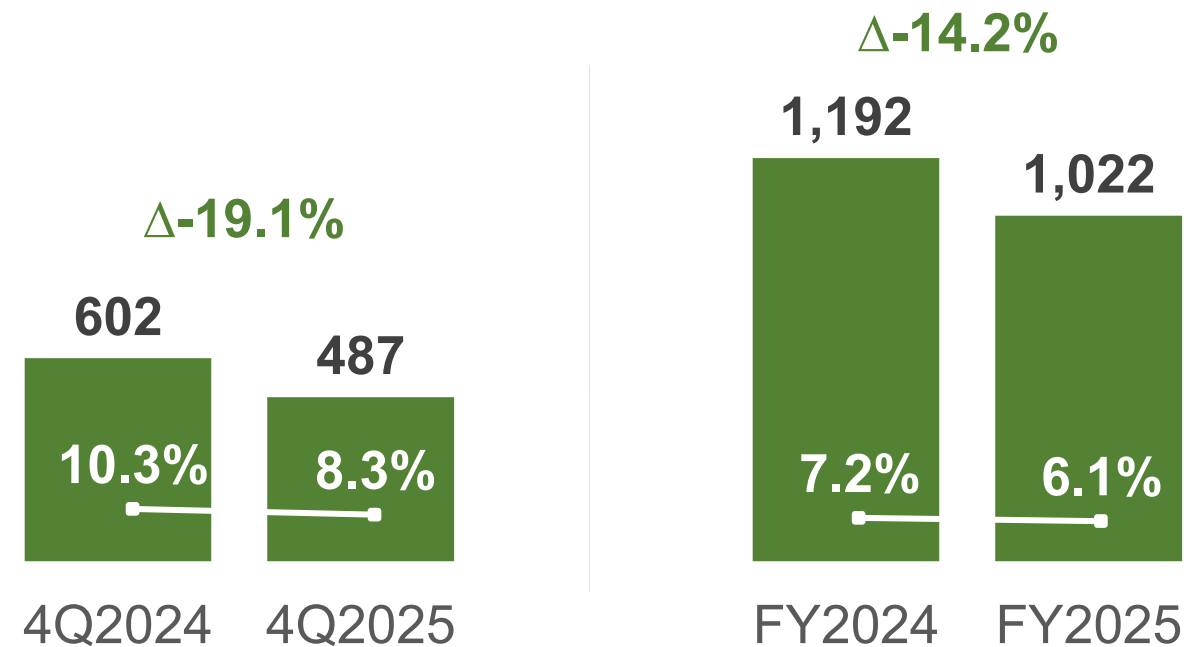
Same Store Sales Growth



Gross Profit (₱ mm)



EBITDA (₱ mm)



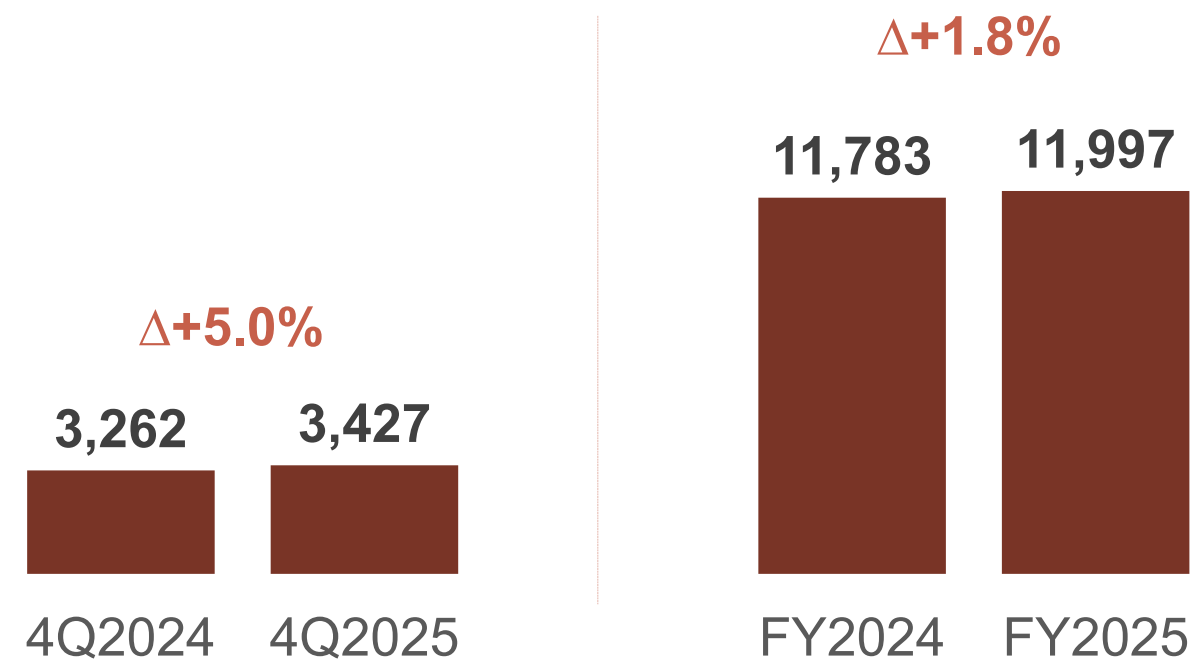
51 stores



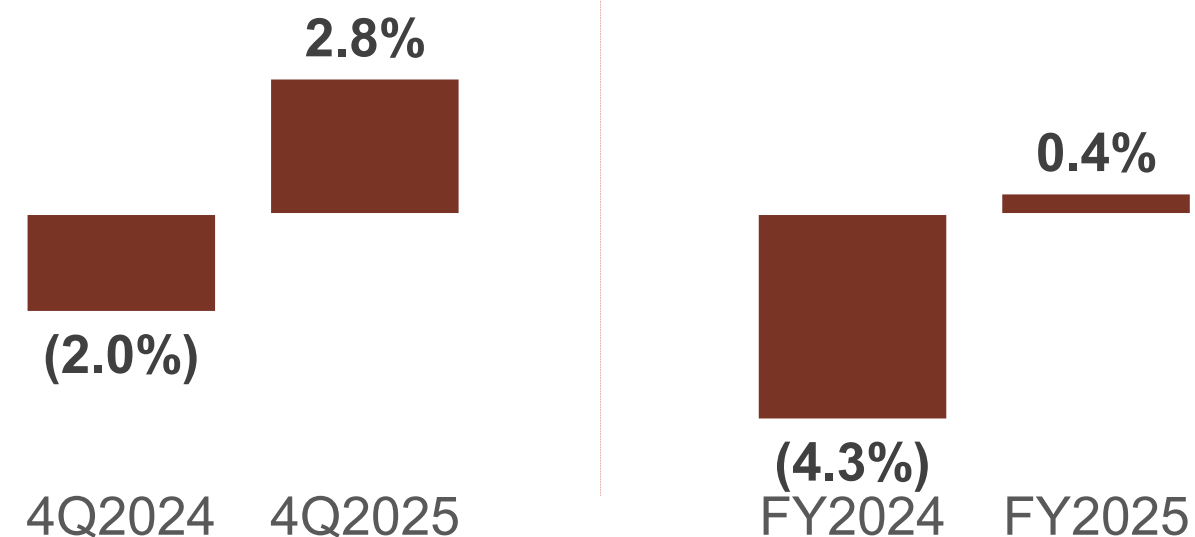
# DIY Segment



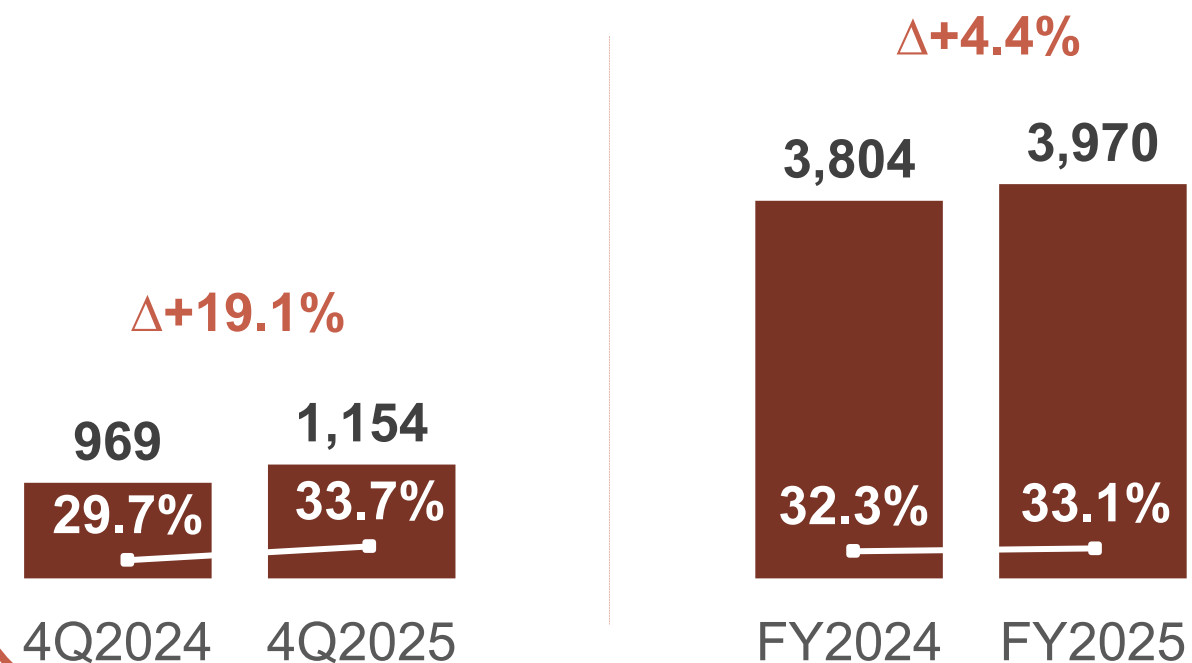
Net Sales (₱ mm)



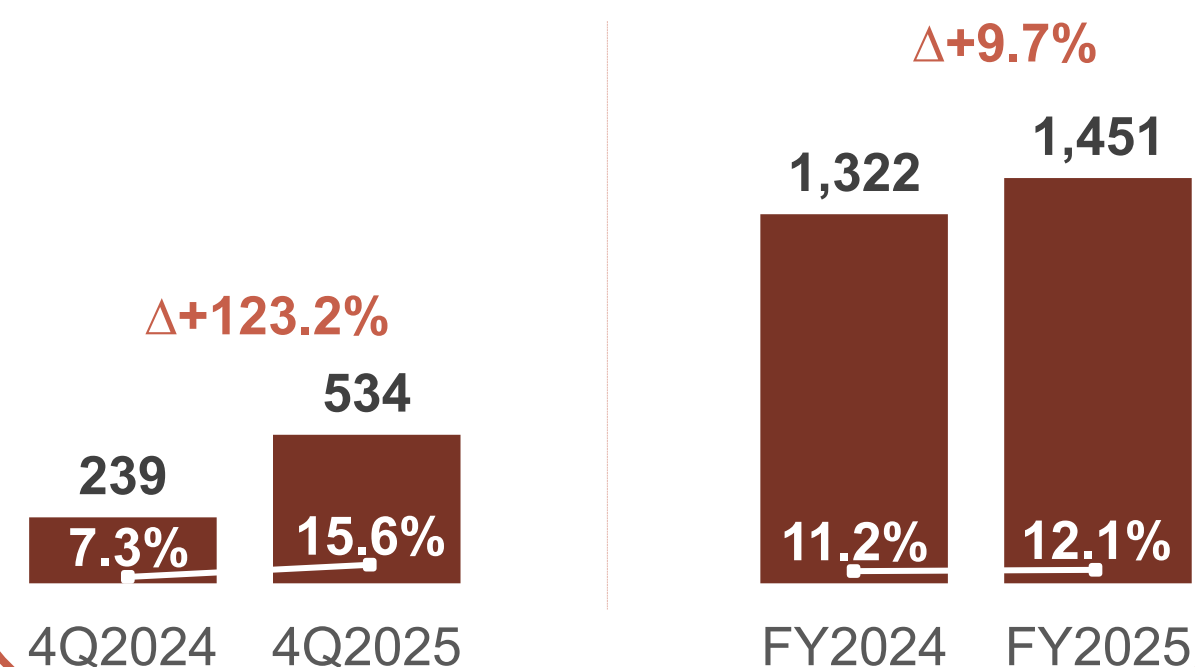
Same Store Sales Growth



Gross Profit (₱ mm)



EBITDA (₱ mm)



234 stores

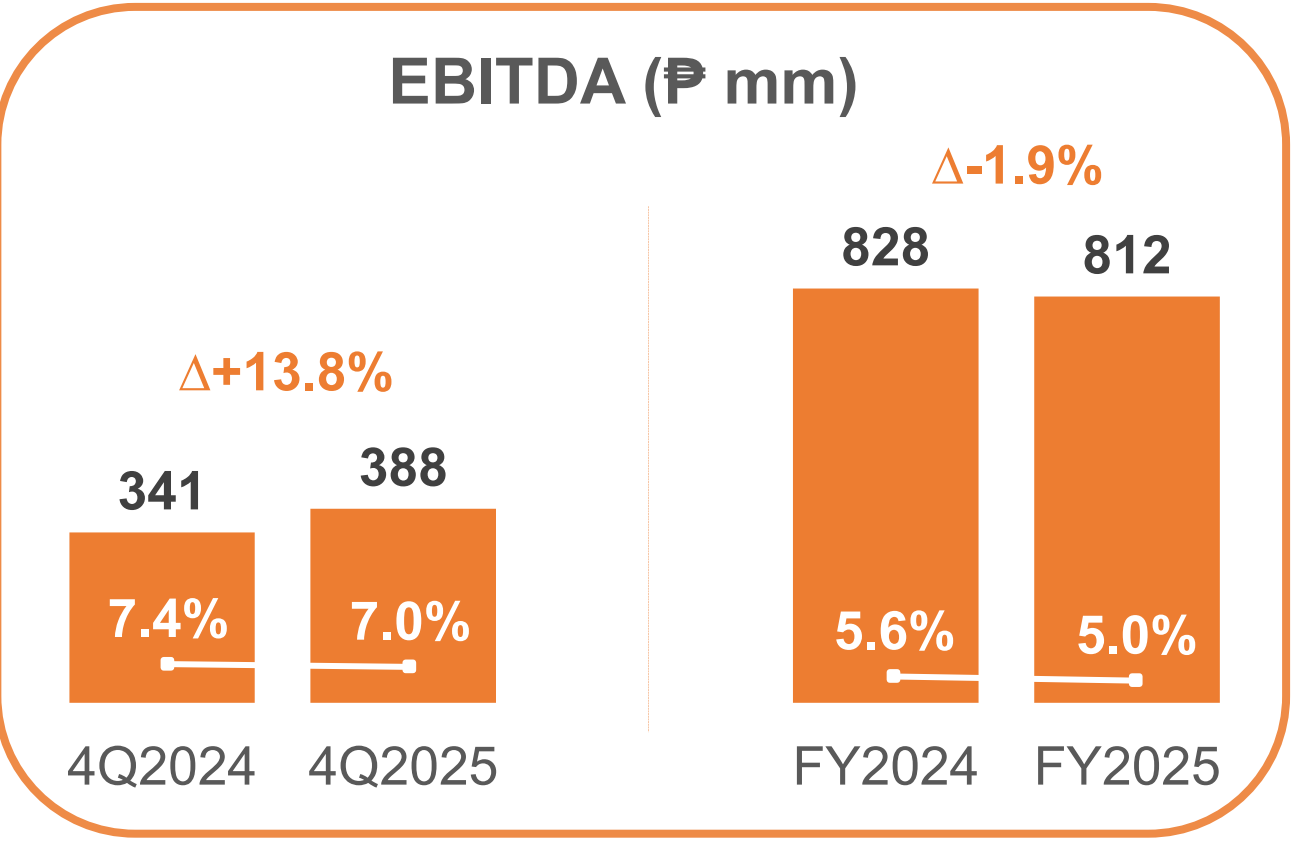
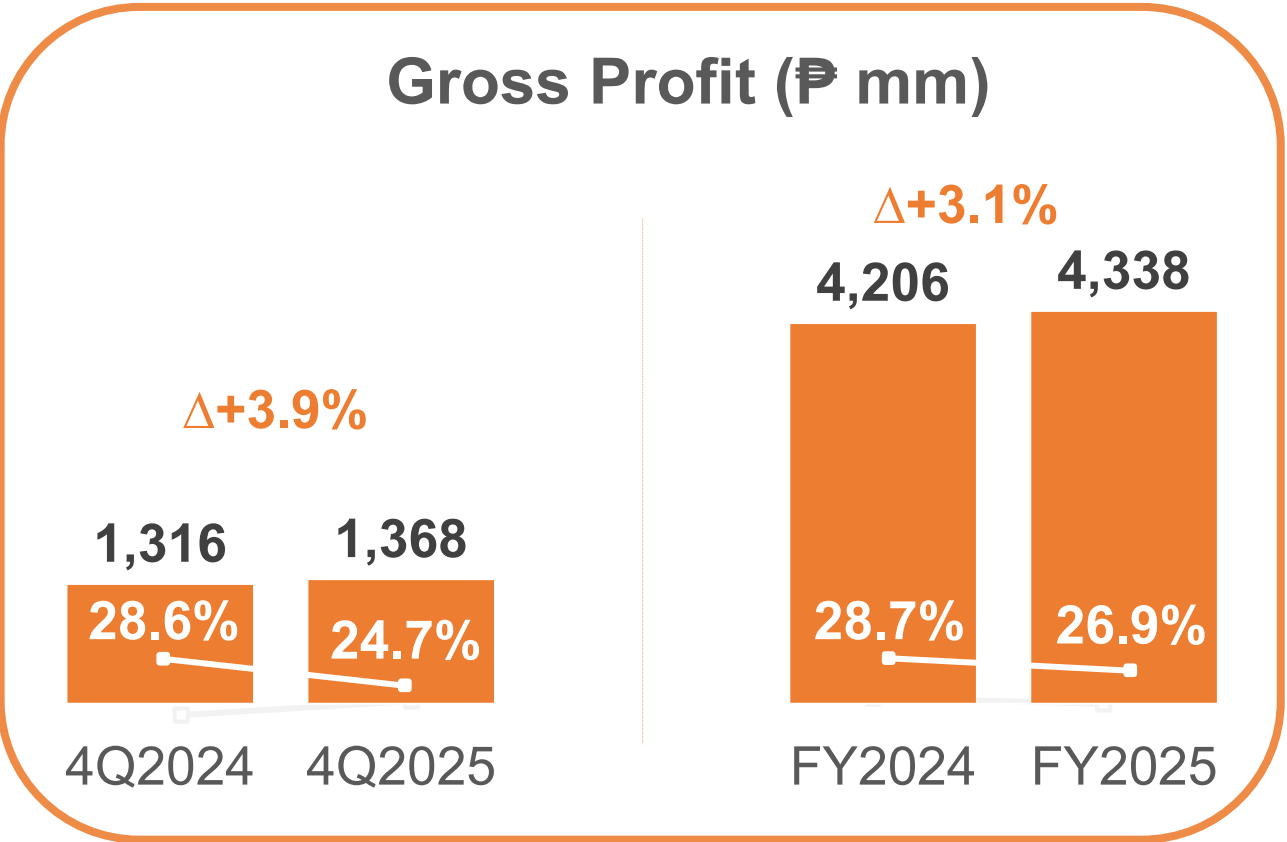
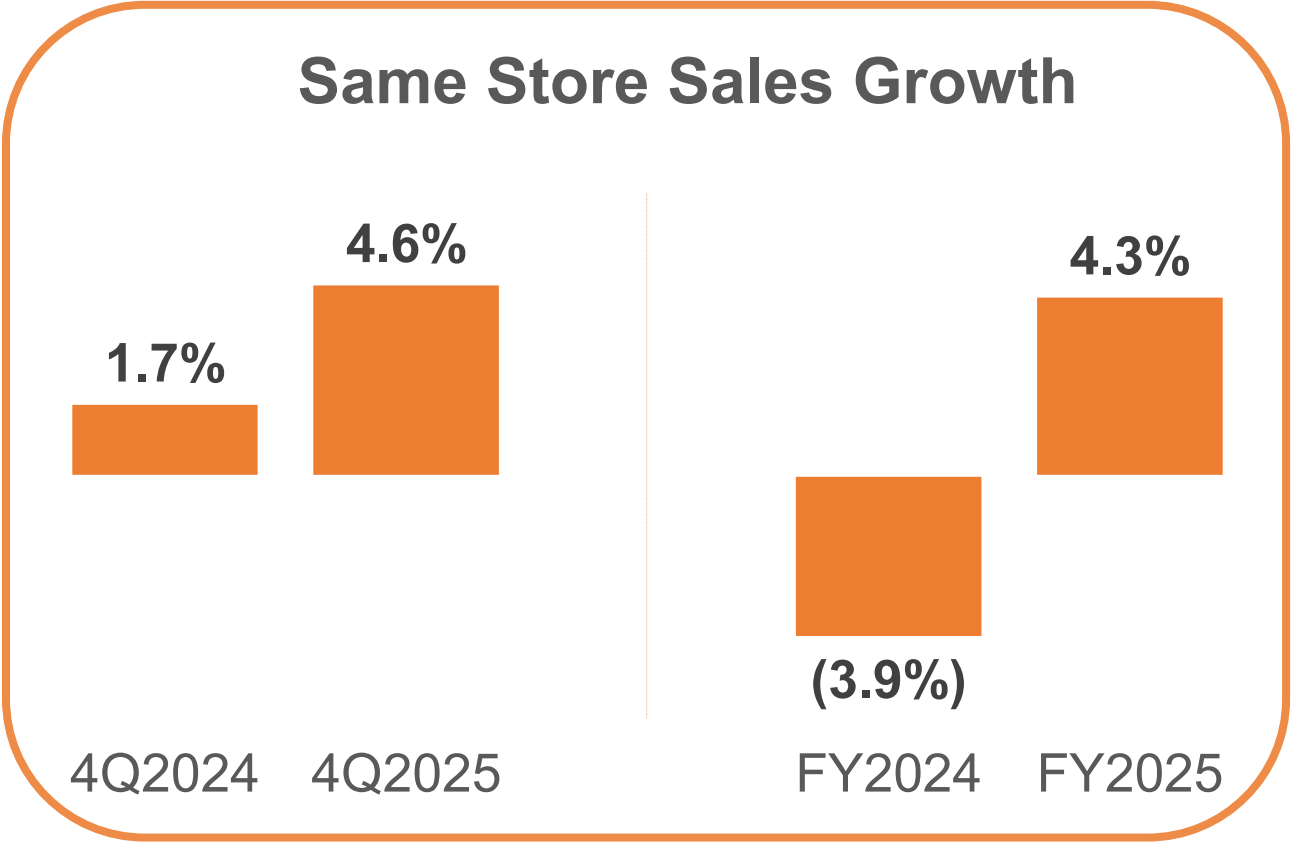
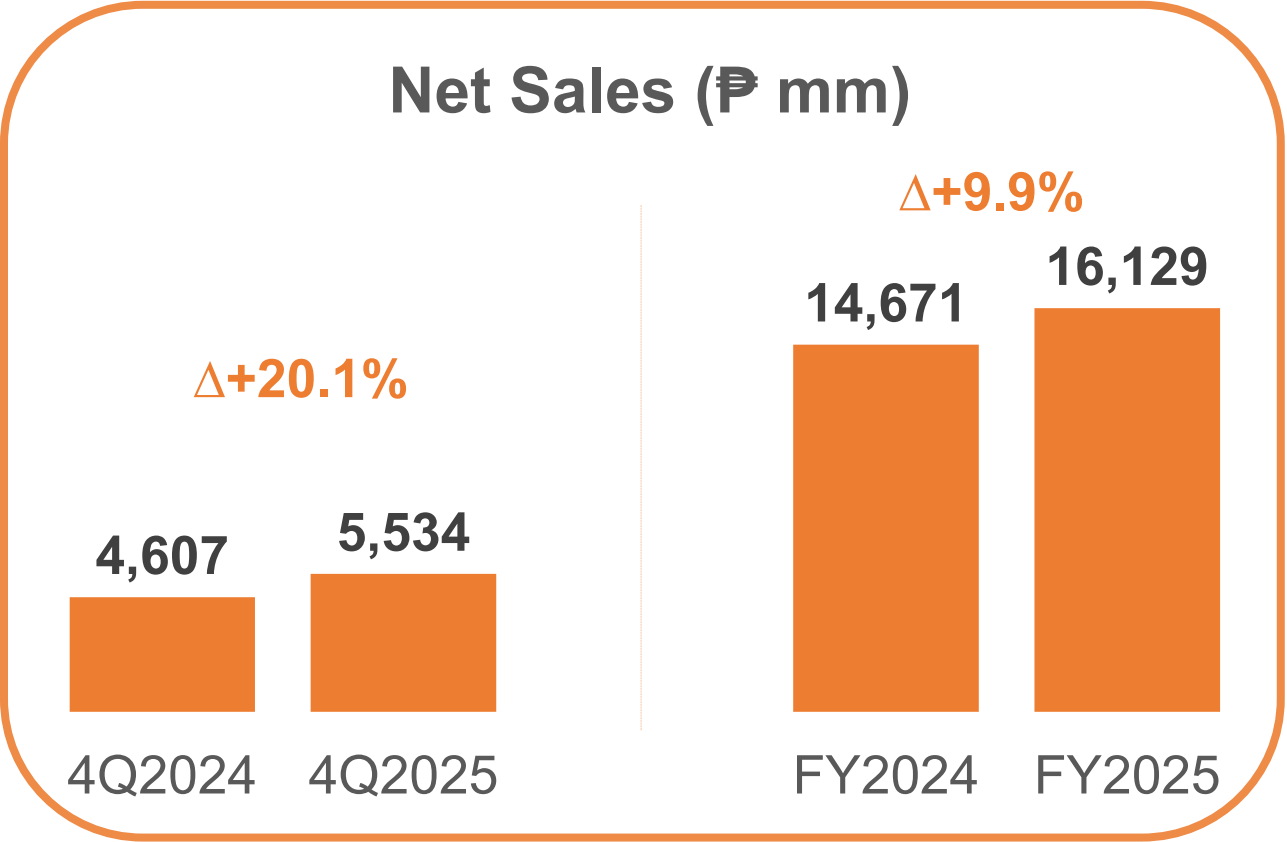
206

HANDYMAN Don't Best

28

True Value®

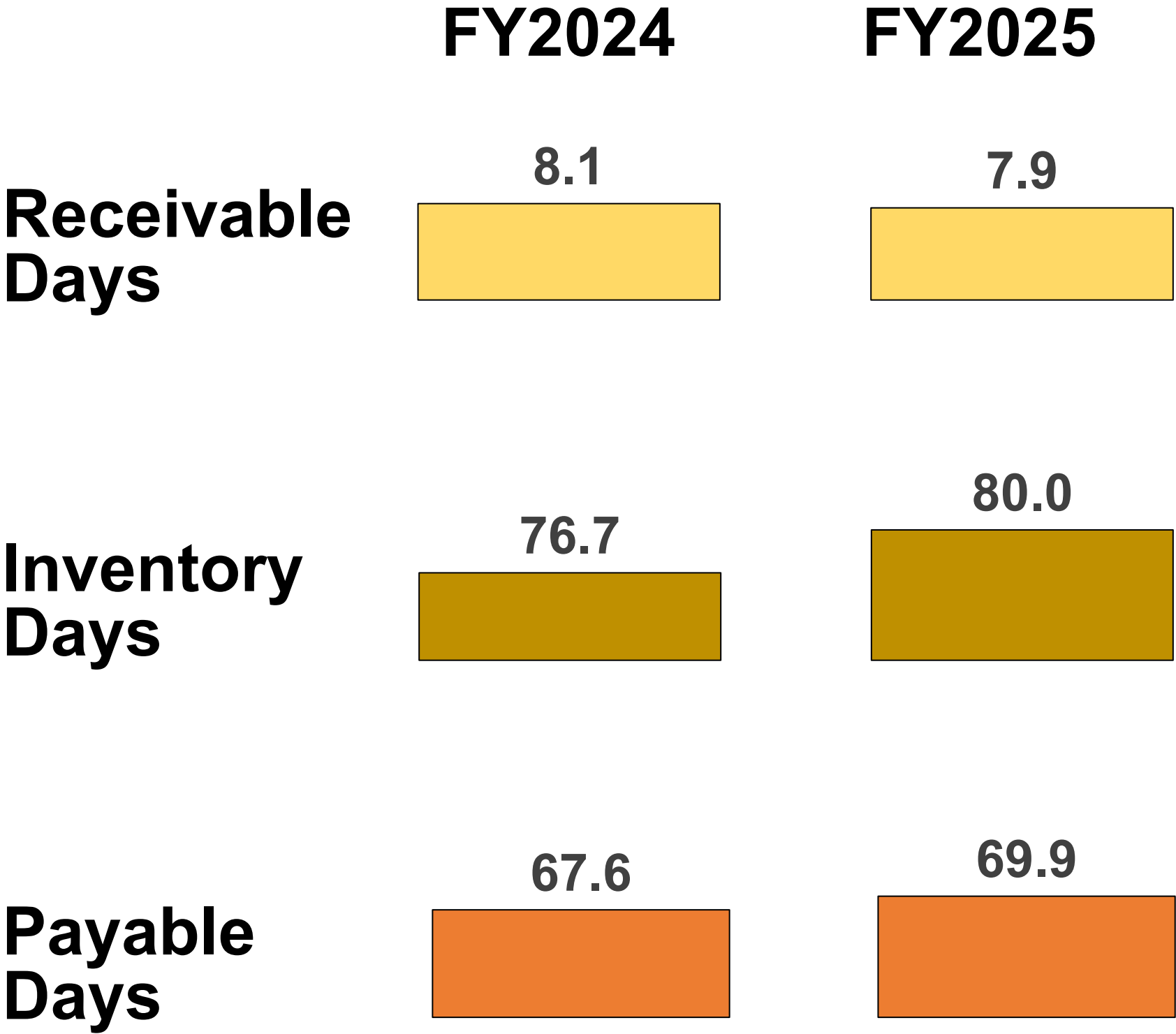
# Specialty Segment



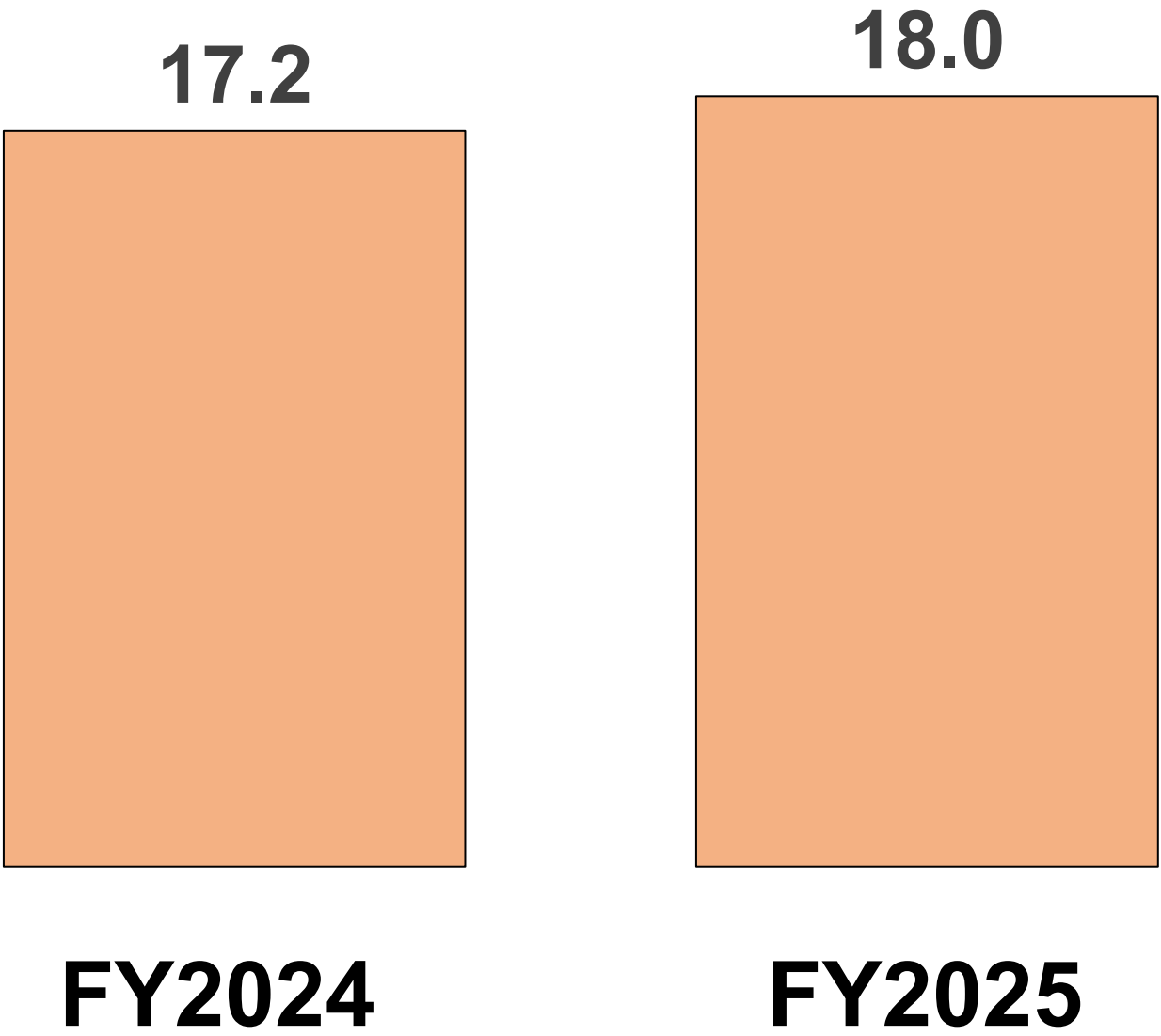
506 stores

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

# Working Capital



## Cash Conversion Cycle



# Balance Sheet



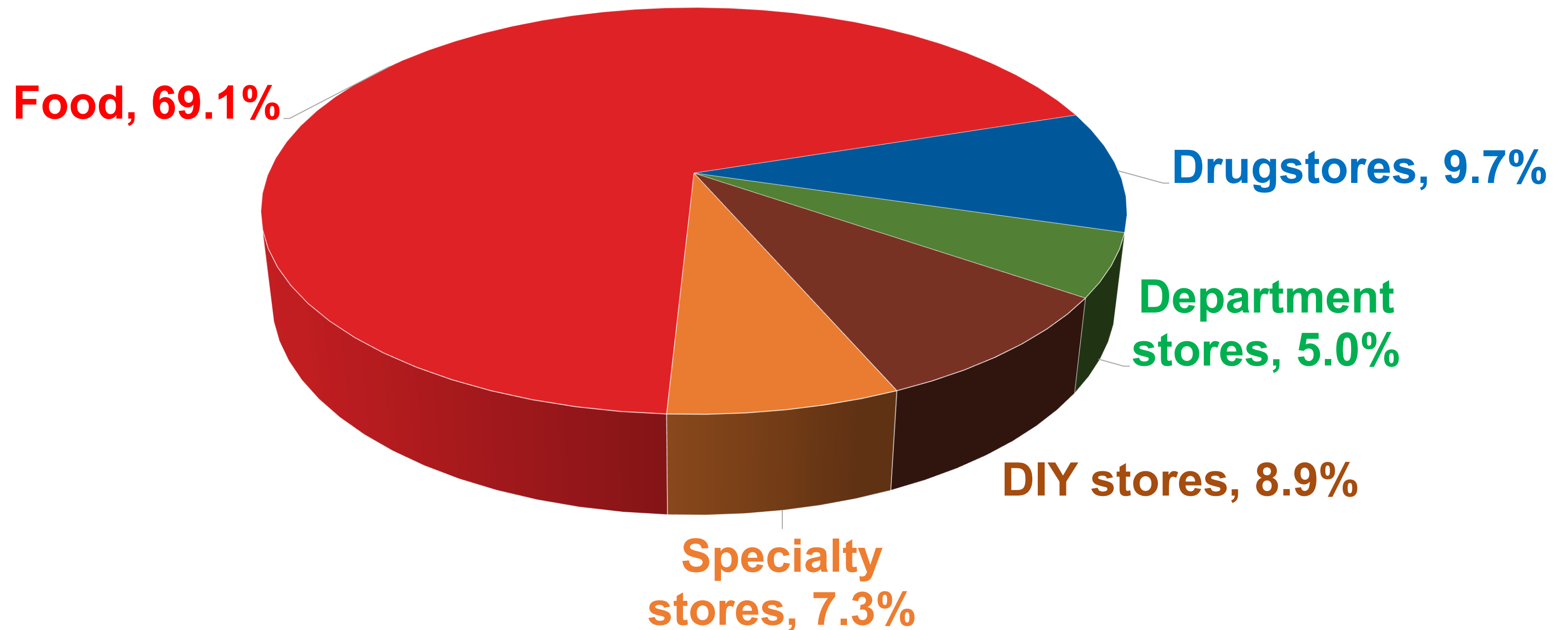
in ₱ mn	December 31, 2024 (Audited)	December 31, 2025 (Unaudited)
Cash & Cash Equivalents	13,137	15,245
Investment in Liquid Debt & Equity Securities	2,017	1,044
Total Assets	169,951	175,292
Total Debt	22,976	42,933
Total Equity	92,606	75,957
Return on Assets (trailing 12-months) <sup>(1)</sup>	6.3%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

<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



**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<sup>(2)</sup>  
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<sup>(1)</sup>  
+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
<b>Gross Profit</b>	<b>13,806</b>	<b>15,303</b>	<b>48,110</b>	<b>51,742</b>
Royalty, rent and other revenues	379	532	1,350	1,517
Gross profit including other revenue	<b>14,185</b>	<b>15,836</b>	<b>49,460</b>	<b>53,259</b>
Operating expenses	(10,810)	(12,025)	(39,723)	(42,803)
<b>EBIT</b>	<b>3,375</b>	<b>3,811</b>	<b>9,737</b>	<b>10,457</b>
<b>EBITDA</b>	<b>5,255</b>	<b>5,921</b>	<b>16,983</b>	<b>18,036</b>
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
<b>OTHER INCOME (CHARGES)</b>	<b>(178)</b>	<b>(259)</b>	<b>2,653</b>	<b>(2,248)</b>
<b>INCOME BEFORE INCOME TAX</b>	<b>3,197</b>	<b>3,551</b>	<b>12,390</b>	<b>8,208</b>
Provision for income tax	523	818	1,472	1,893
<b>NET INCOME</b>	<b>2,674</b>	<b>2,733</b>	<b>10,918</b>	<b>6,315</b>
<b>Net income attributable to:</b>				
Equity holders of the Parent Company	2,475	2,605	10,283	5,729
Non-controlling interest in consolidated subsidiaries	199	128	635	586
	<b>2,674</b>	<b>2,733</b>	<b>10,918</b>	<b>6,315</b>
<b>Earnings Per Share</b>				
Basic	1.74	1.84	7.22	4.04
Weighted	1.73	2.39	7.11	4.66
<b>Shares Outstanding</b>				
End of Period	1,424	1,419	1,424	1,419
Weighted	1,431	1,088	1,445	1,230

# Balance Sheet



	December 31	December 31
PHP mm	2024	2025
<b>Current Assets</b>		
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
<b>Total Current Assets</b>	<b>50,789</b>	<b>56,008</b>
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
<b>Total Noncurrent Assets</b>	<b>119,162</b>	<b>119,285</b>
<b>Total Assets</b>	<b>169,951</b>	<b>175,292</b>
<b>LIABILITIES AND EQUITY</b>		
<b>Current Liabilities</b>		
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
<b>Total Current Liabilities</b>	<b>46,497</b>	<b>62,861</b>
<b>Total Noncurrent Liabilities</b>	<b>30,848</b>	<b>36,474</b>
<b>Total Liabilities</b>	<b>77,345</b>	<b>99,335</b>
<b>Equity</b>		
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
<b>Total equity attributable to equity holders of Parent Company</b>	<b>88,542</b>	<b>72,710</b>
Non-controlling interest in consolidated subsidiaries	4,064	3,247
<b>Total Equity</b>	<b>92,606</b>	<b>75,957</b>
<b>Total Liabilities and Equity</b>	<b>169,951</b>	<b>175,292</b>

# Cash Flow



	December 31 2024	December 31 2025
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
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
<b>Operating income before working capital changes</b>	<b>16,599</b>	<b>18,650</b>
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)
<b>Net cash flows generated from (used in) operations</b>	<b>12,427</b>	<b>15,229</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
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)
<b>Net cash flows generated from (used in) investing activities</b>	<b>(2,526)</b>	<b>(5,061)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
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)
<b>Net cash flows used in financing activities</b>	<b>(9,939)</b>	<b>(8,059)</b>
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
<b>CASH AND CASH EQUIVALENTS AT END OF PERIOD</b>	<b>13,137</b>	<b>15,245</b>