

First Quarter of 2026 Unaudited Earnings Results

30 April 2026



Agenda



1

Performance Highlights

2

Store Network

3

Business Segments

4

Updates on Minority Investments

5

Corporate Developments

AT THE HEART OF MEANINGFUL RETAIL



1Q2026 Performance Highlights



Net Sales

₱**52.8**bn

▲ 10.3%

Same Store
Sales Growth

4.1%

Gross Profit

₱**12.7**bn

▲ 9.6%

Gross Margin: 24.1% -20bps

EBIT

₱**2.0**bn

▲ 3.7%

EBIT Margin: 3.8%, -20bps

Core Earnings

₱**1.3**bn

▲ 6.2%

Net Income
to Parent

₱**489**mn

▼ 35.6%

Consolidated Results – P&L









In ₱ mn	1Q25	1Q26	1QΔ
Net Sales	47,817	52,757	10.3%
SSSG	3.0%	4.1%	
Gross Profit	11,589	12,702	9.6%
Gross Margin	24.2%	24.1%	
EBITDA	3,728	3,940	5.7%
EBITDA Margin	7.8%	7.5%	
EBIT	1,936	2,007	3.7%
EBIT Margin	4.0%	3.8%	
Other income – net	(780)	(1,122)	(43.9%)
Income Before Tax	1,156	885	(23.5%)
Taxes	258	310	
Net Income	898	576	(35.9%)
Net Income – Parent	760	489	(35.6%)
N.I. - Parent Margin	1.6%	0.9%	
Core Net Earnings ⁽¹⁾	1,244	1,322	6.2%
EPS ⁽²⁾	0.53	0.46	(14.0%)

⁽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 and DFI shares, BPI cash dividends, and others

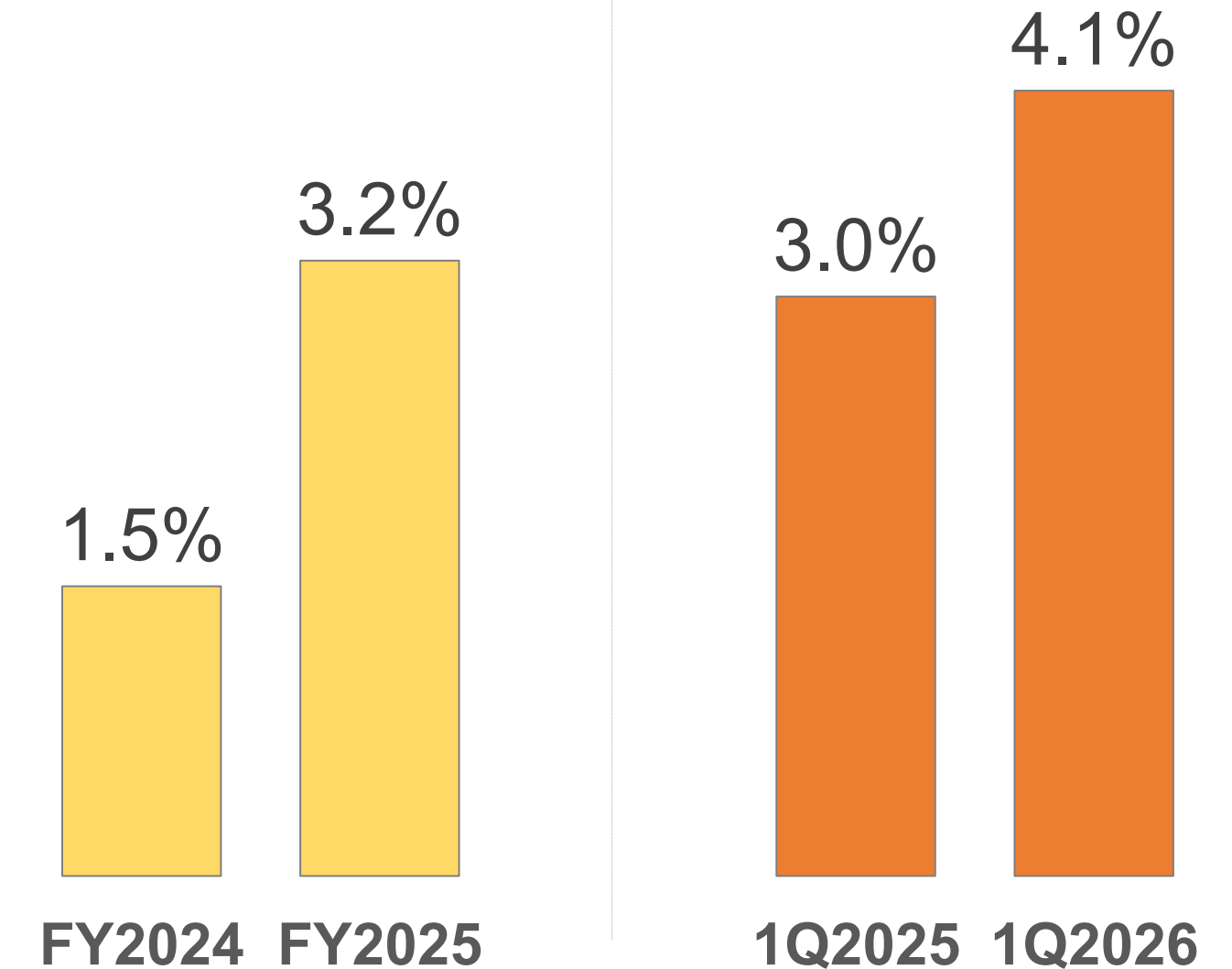
⁽²⁾ **EPS:** based on Net Income Attributable to Parent (NIAP)

Revenue Trends

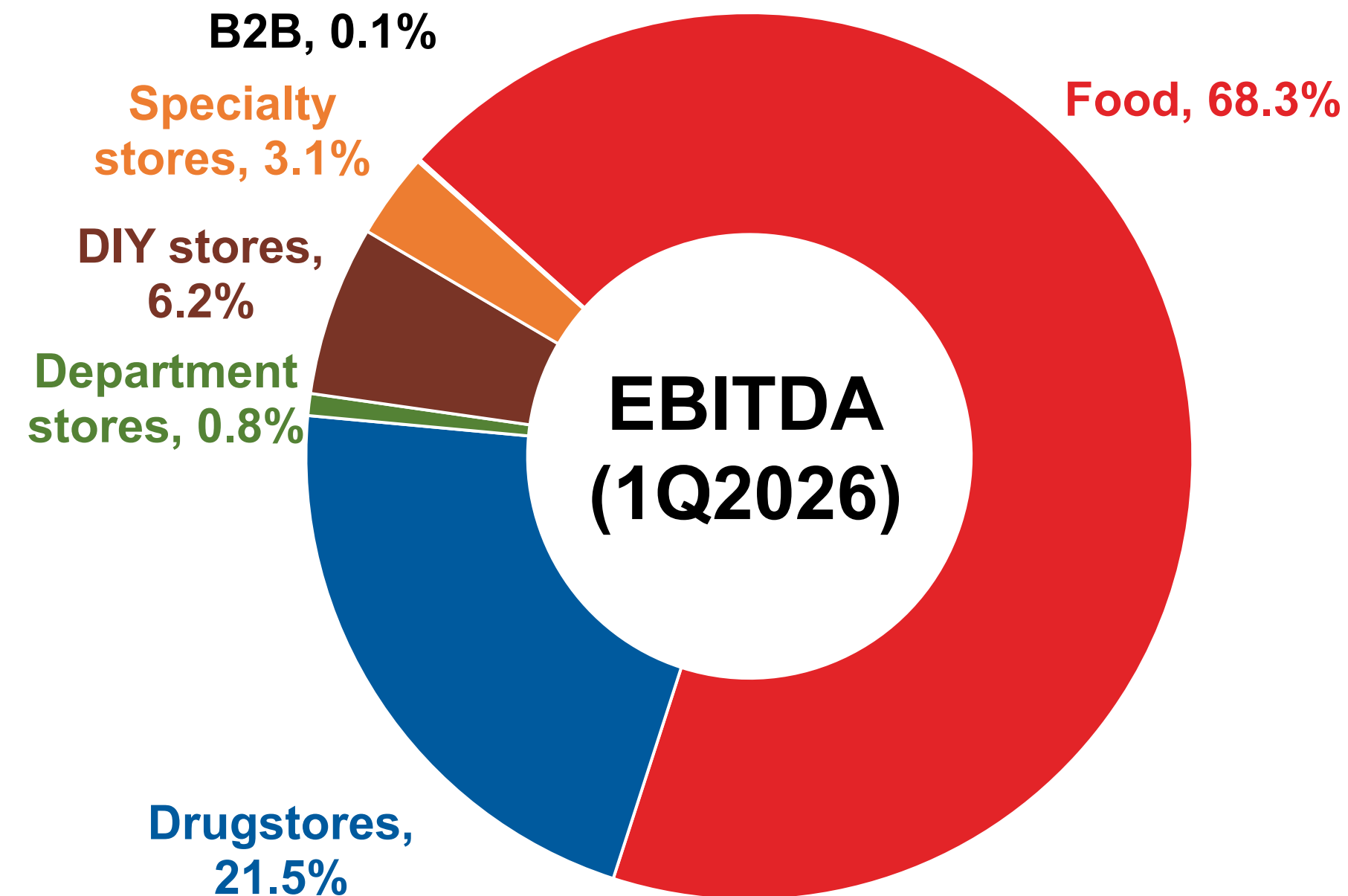
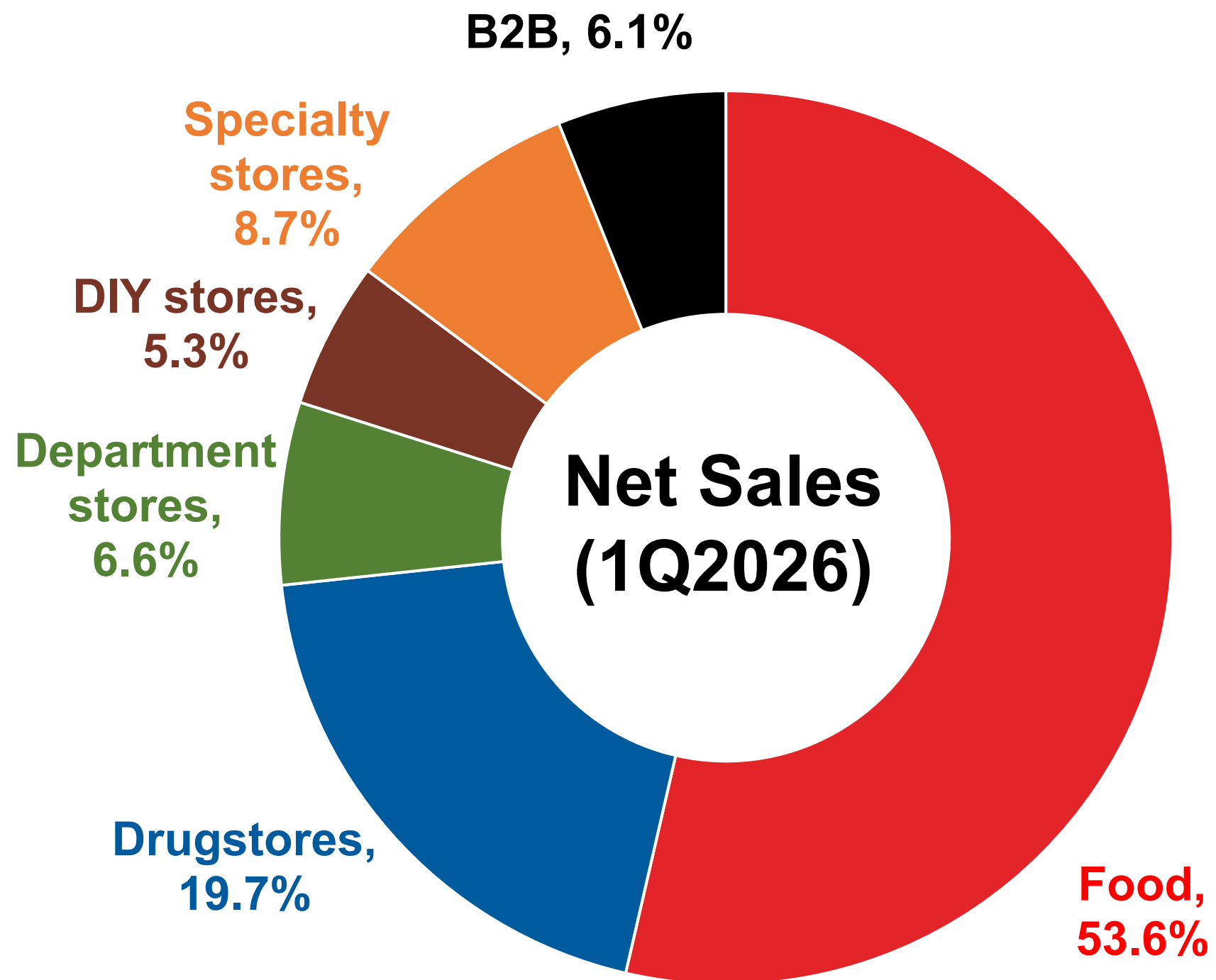


		1Q25	1Q26	1QΔ
	Food	26.3	28.3	7.4%
	Drugstores	9.5	10.4	10.0%
	Department stores	3.4	3.5	4.1%
	DIY stores	2.7	2.8	4.6%
	Specialty stores	3.3	4.6	40.5%
	B2B	2.7	3.2	16.8%
TOTAL (₱ bn)		47.8	52.8	10.3%

Same Store Sales Growth



Net Sales and EBITDA Breakdown



Store Network



Total of 2,782 stores plus 2,167 TGP Branches

805 FOOD

- 158 Robinsons Supermarket
- 164 Robinsons EasyMart
- 16 SHOPWISE INTERNATIONAL GROCERY SHOPPING
- 37 THE MARKETPLACE
- 10 No Brand 브랜드가 아니다. 소비자다
- 420 Uncle John's

1,187 DRUGSTORES

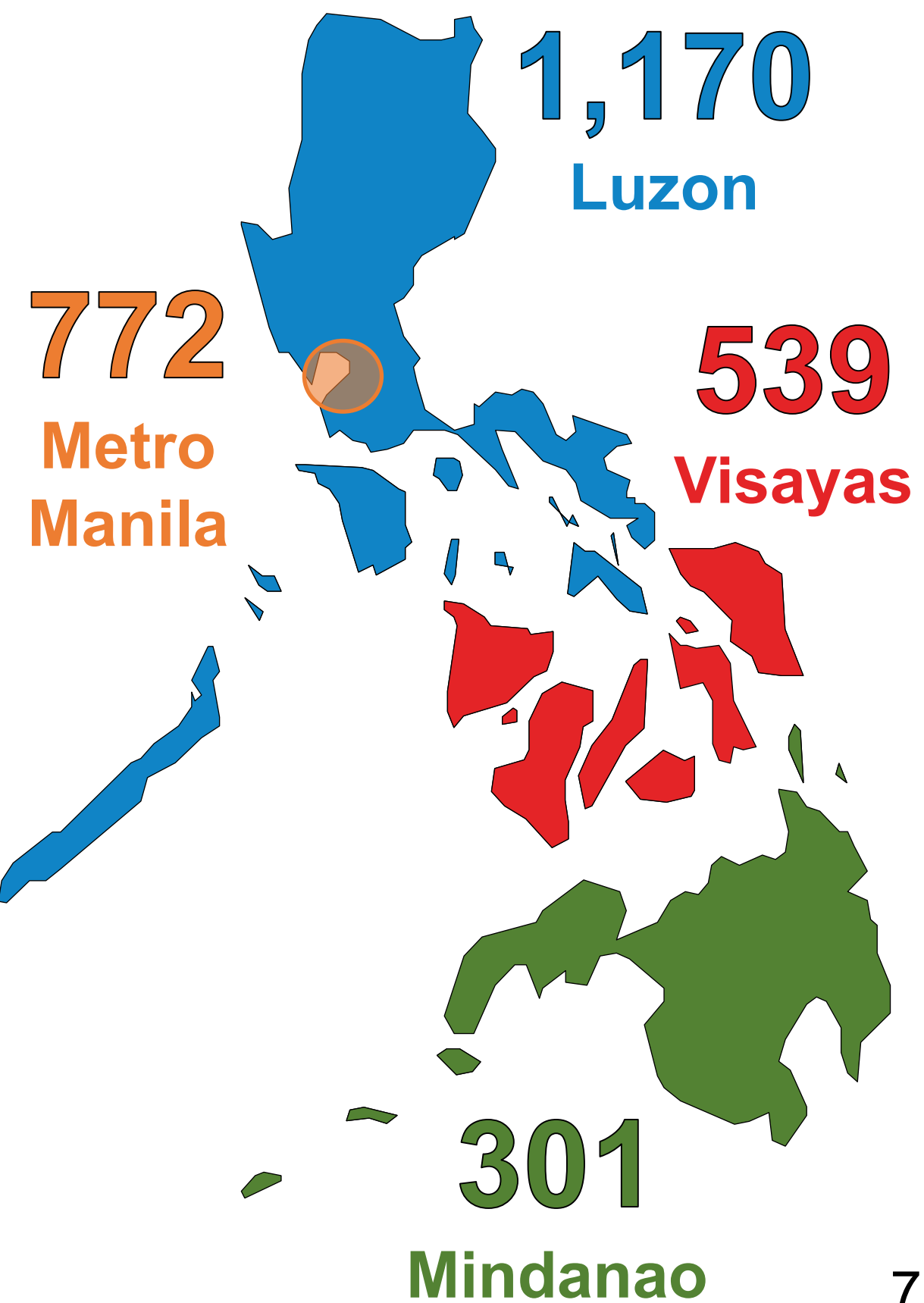
- 724 southstar drug⁺
- 463 Rose Pharmacy
- Franchised Drugstores*
- 2,167 TGP⁺

51 DEPT STORES

- 50 Robinsons DEPARTMENT STORE
- 1 SPATIO
- 234 **DIY**
- 207 HANDYMAN Best
- 27 True Value[®]

505 SPECIALTY

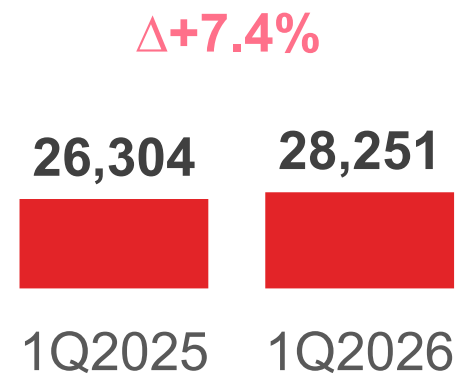
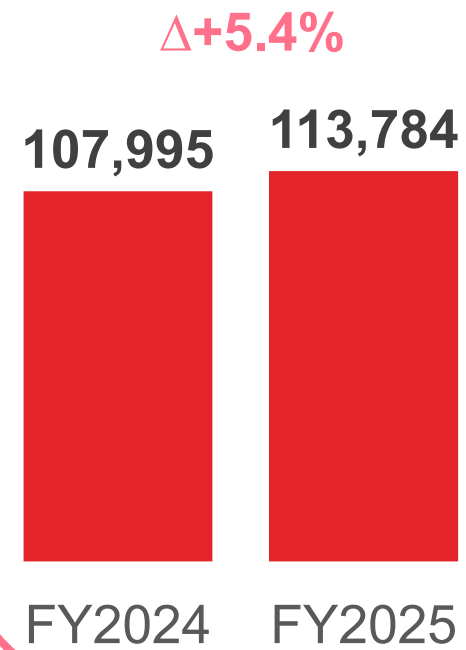
- | | | | |
|----------------------------|------------------|---|--|
| 113 Robinsons Appliances | 87 DAIISO JAPAN | 7 SHISEIDO | 11 Pet Lovers Centre <small>Pet Care Since 1973</small> |
| 217 Premiumbikes | | 3 clé de peau BEAUTÉ | |
| 43 Toys R Us [®] | 20 Super 50 | 1 benefit <small>SAN FRANCISCO</small> | 3 SOLE ACADEMY PHILIPPINES |



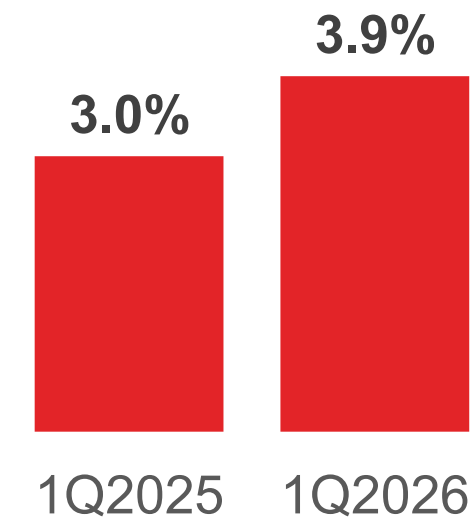
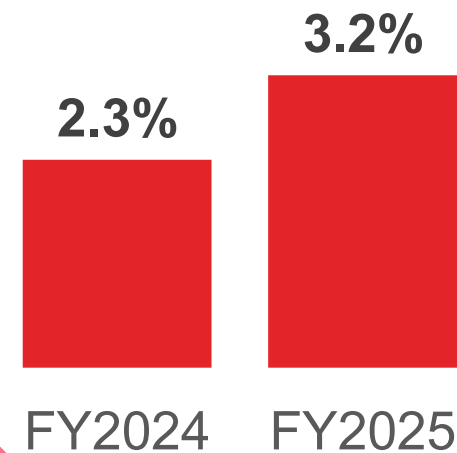
Food Segment



Net Sales (₱ mm)

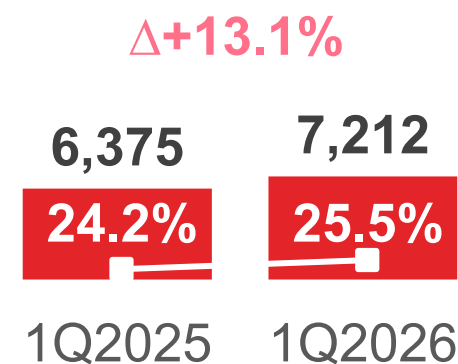
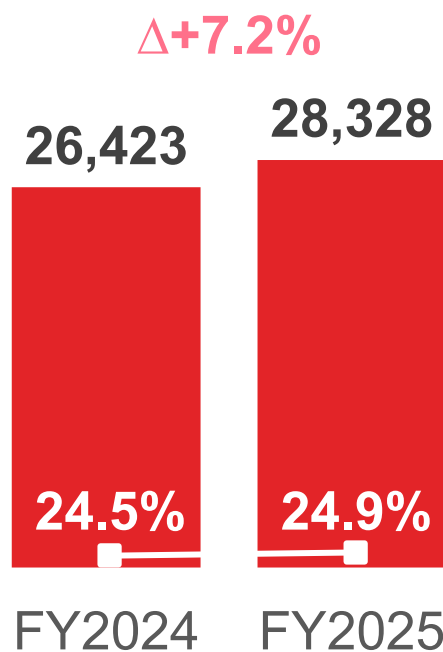


Same Store Sales Growth

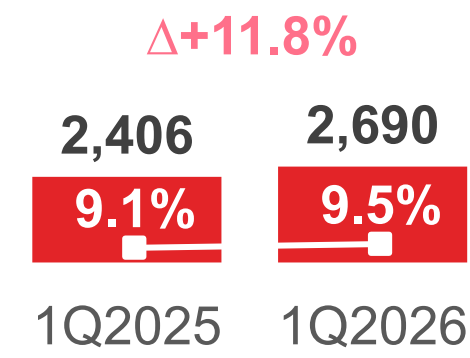
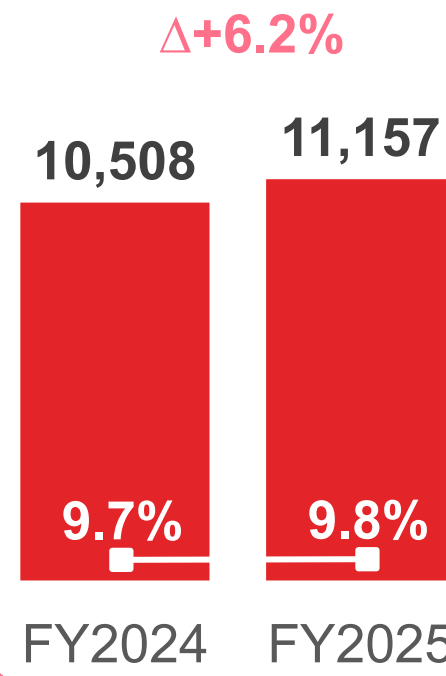


805 stores

Gross Profit (₱ mm)



EBITDA (₱ mm)



158

Robinsons Supermarket

164

Robinsons Easymart

16

SHOPWISE
INTERNATIONAL GROCERY SHOPPING

37

THE MARKETPLACE

10

No Brand
브랜드가 아니다. 소비자다

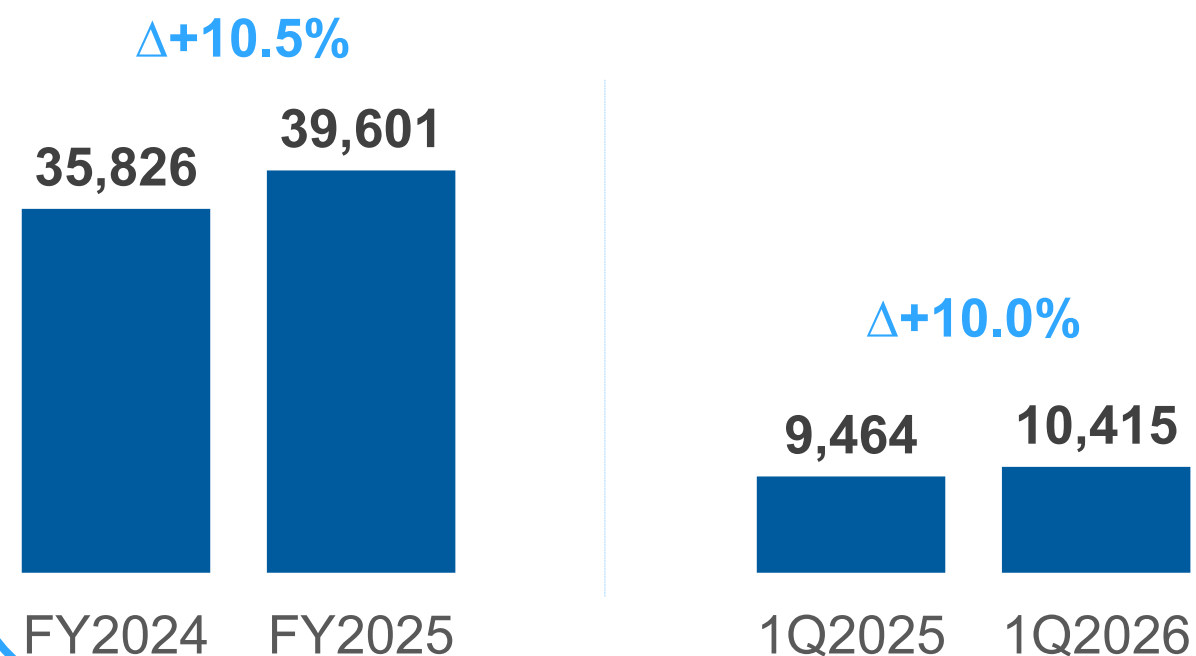
420

Uncle John's

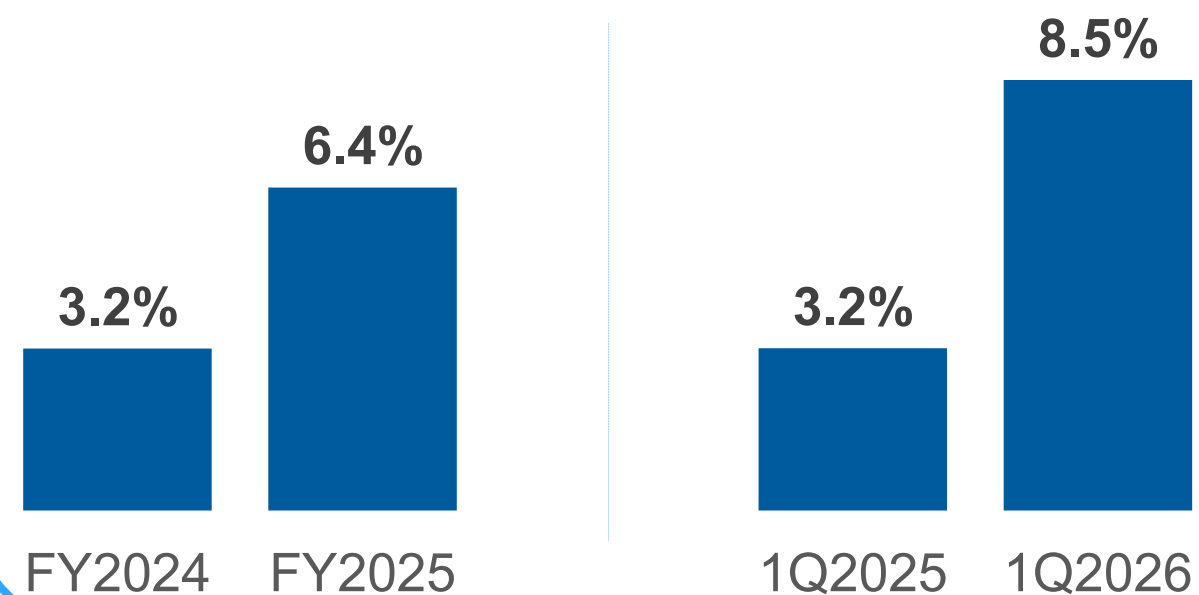
Drugstore Segment



Net Sales (₱ mm)

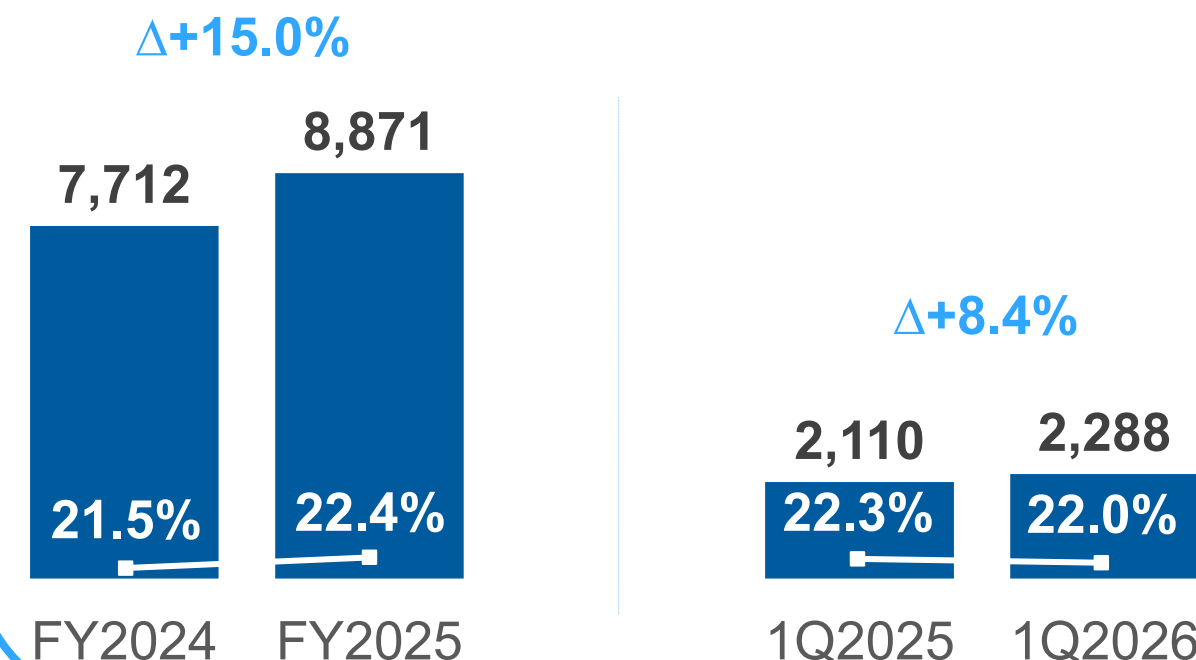


Same Store Sales Growth ⁽¹⁾

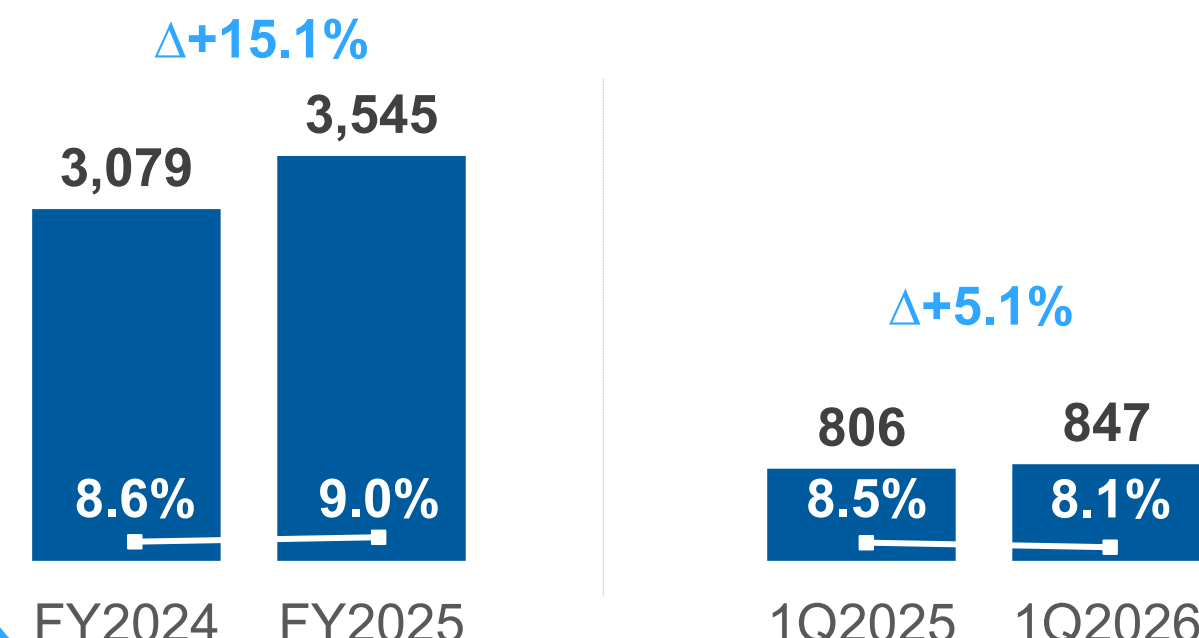


1,187 owned stores
2,167 franchised stores

Gross Profit (₱ mm)



EBITDA (₱ mm)



724 southstar drug⁺

463 Rose Pharmacy

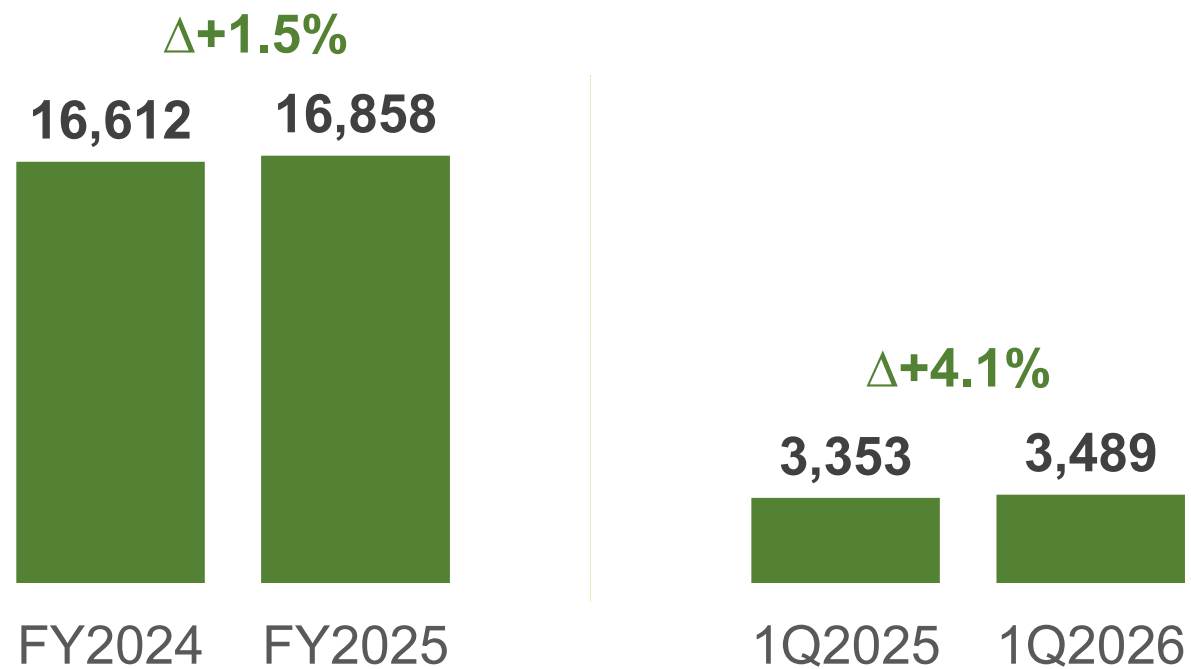
2,167 TGP⁺

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

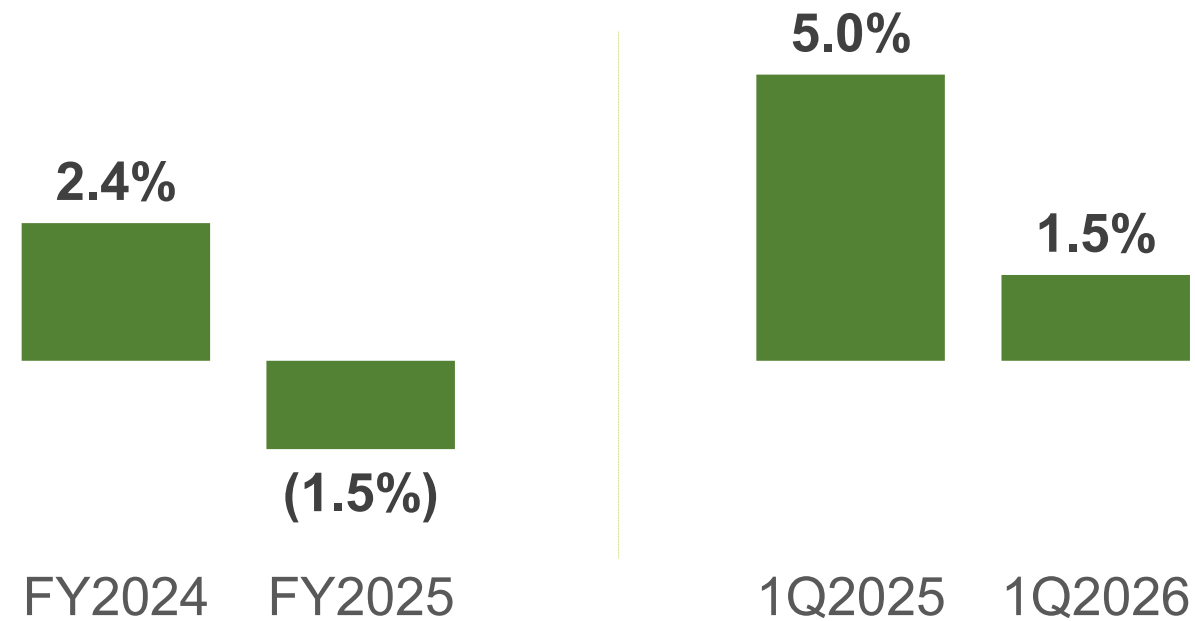
Department Store Segment



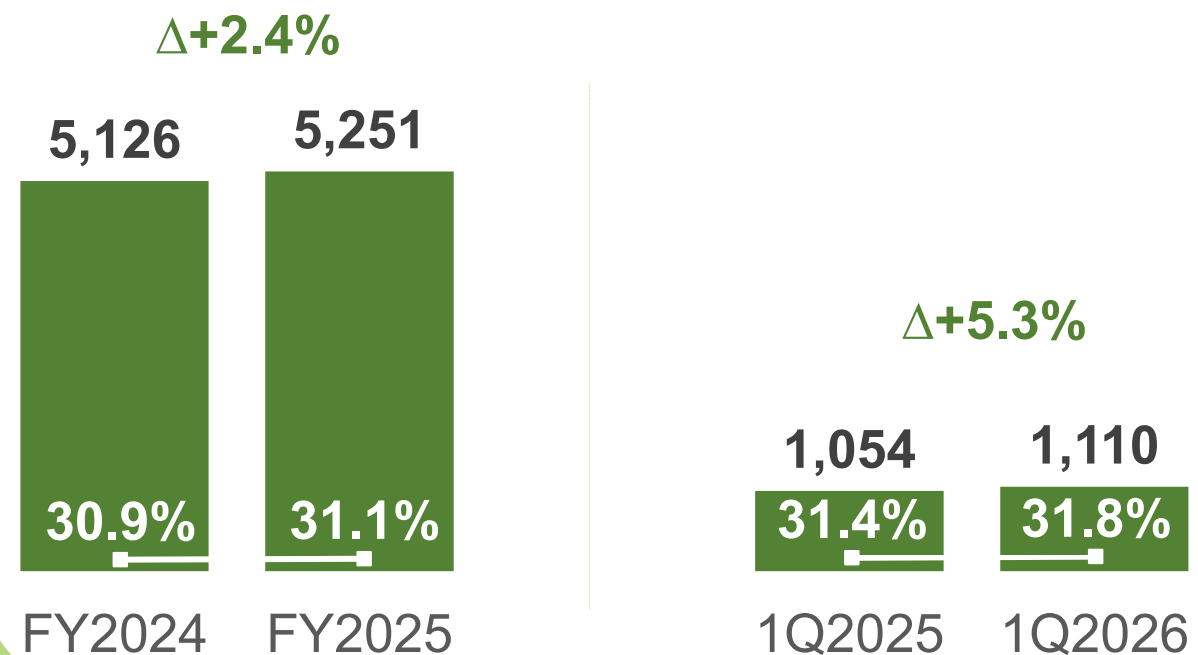
Net Sales (₱ mm)



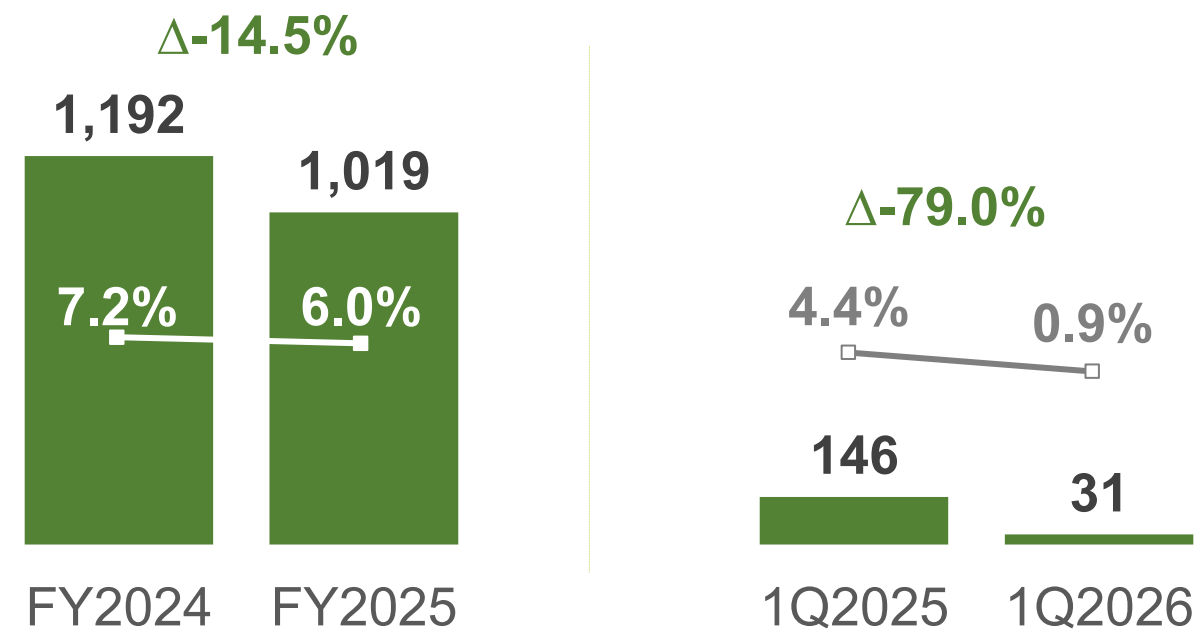
Same Store Sales Growth



Gross Profit (₱ mm)



EBITDA (₱ mm)



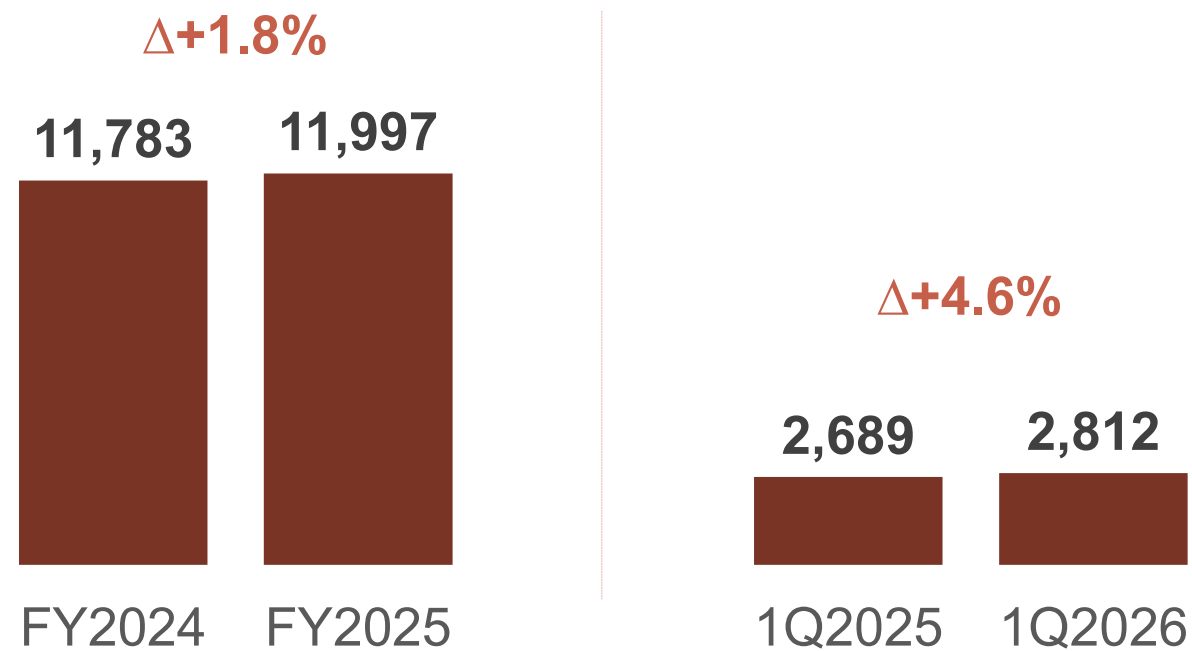
51 stores



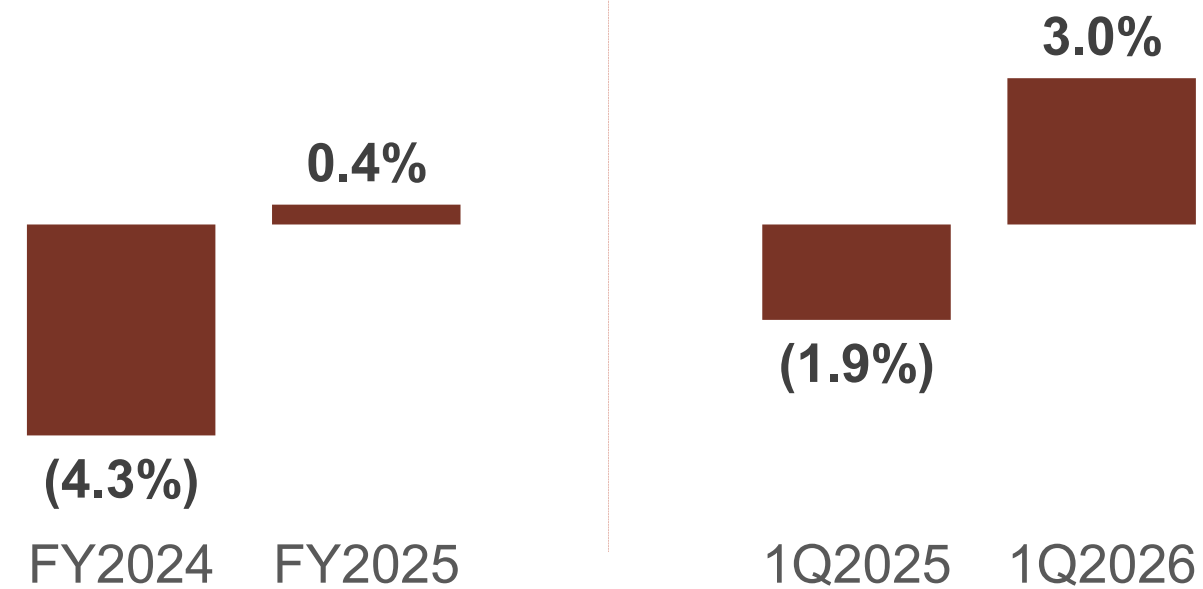
DIY Segment



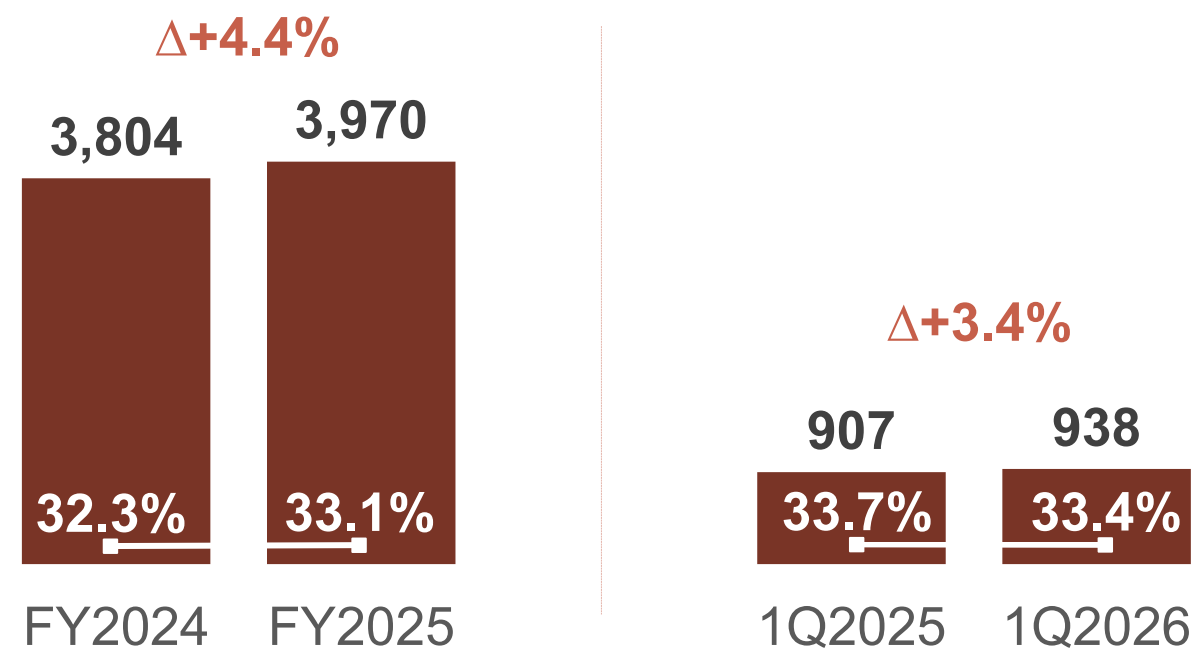
Net Sales (₱ mm)



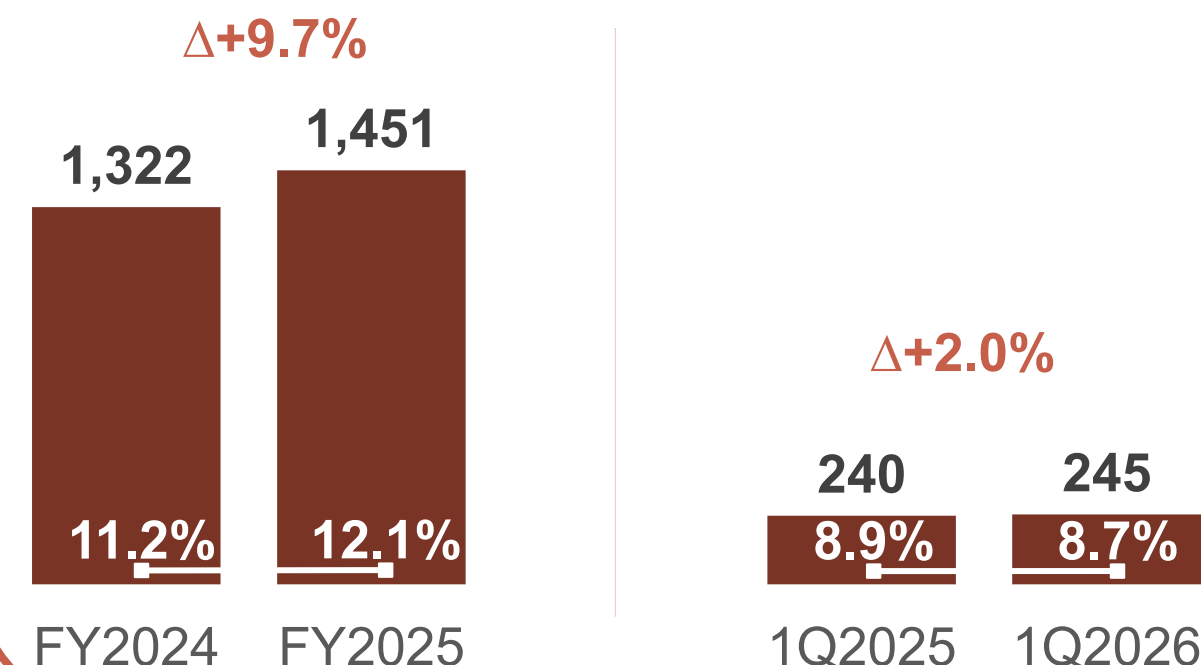
Same Store Sales Growth



Gross Profit (₱ mm)



EBITDA (₱ mm)



234 stores

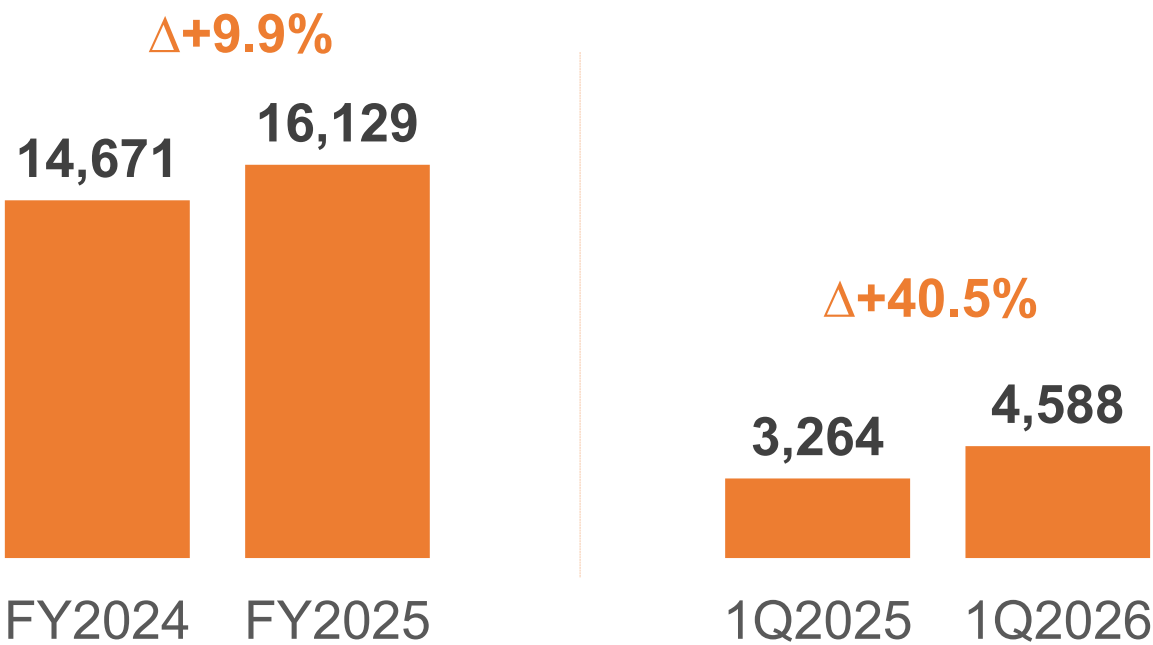
207 HANDYMAN Best

27 True Value®

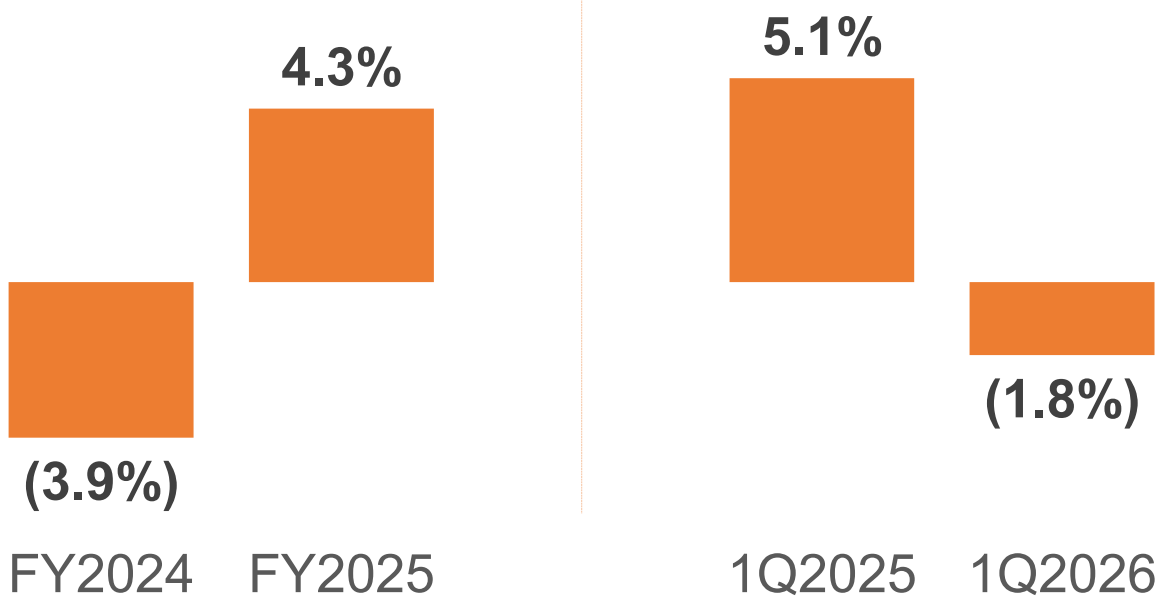
Specialty Segment



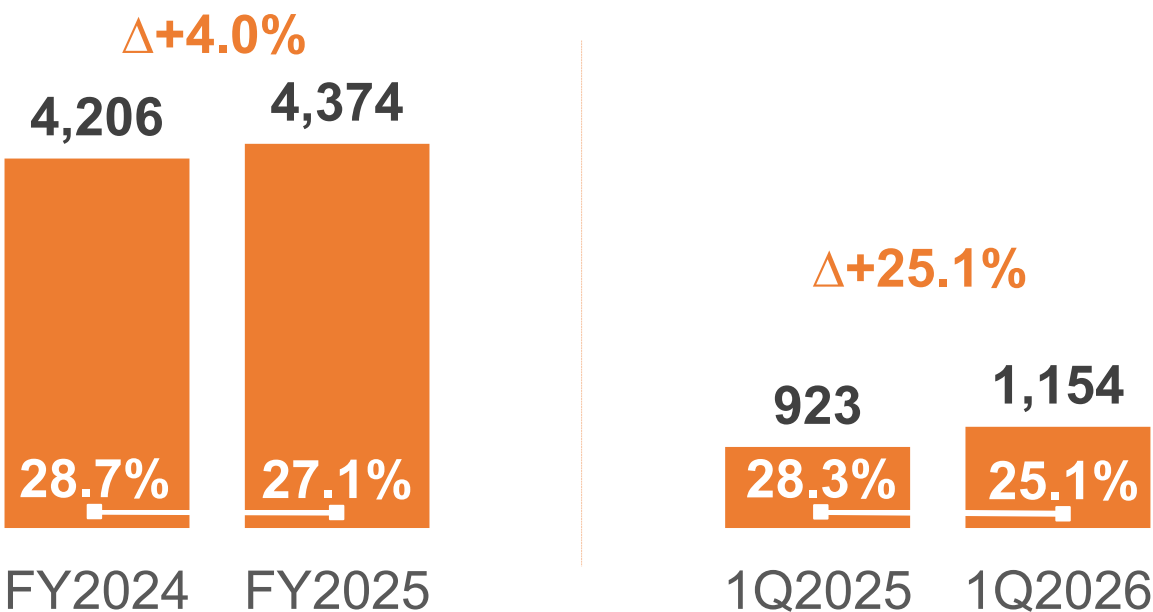
Net Sales (₱ mm)



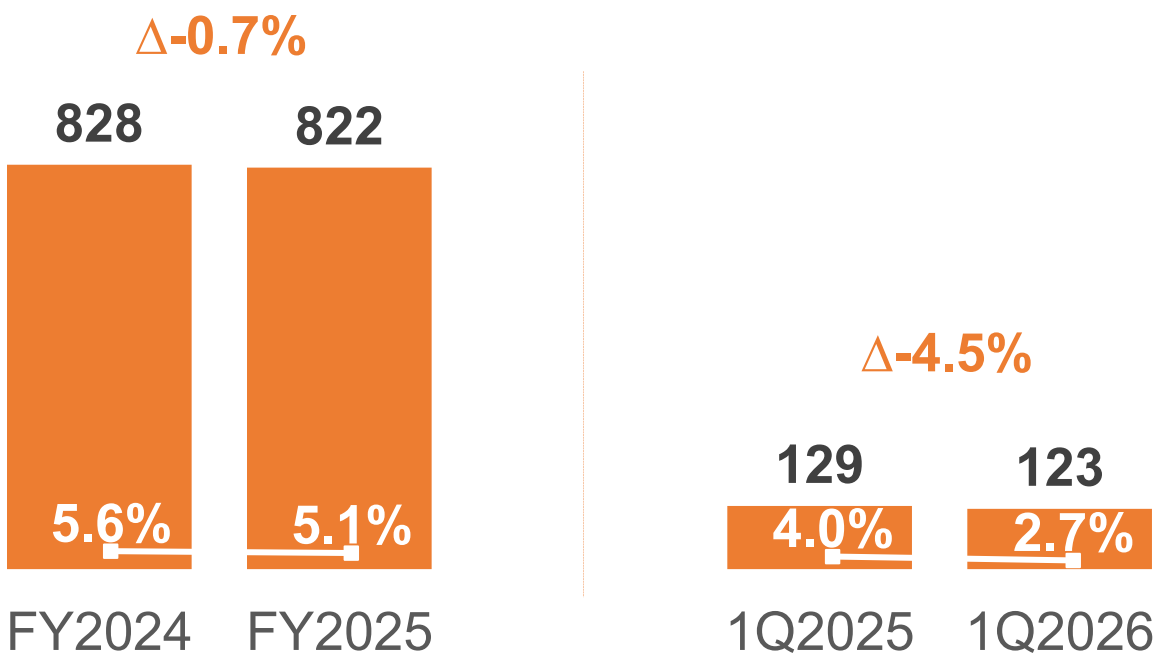
Same Store Sales Growth



Gross Profit (₱ mm)



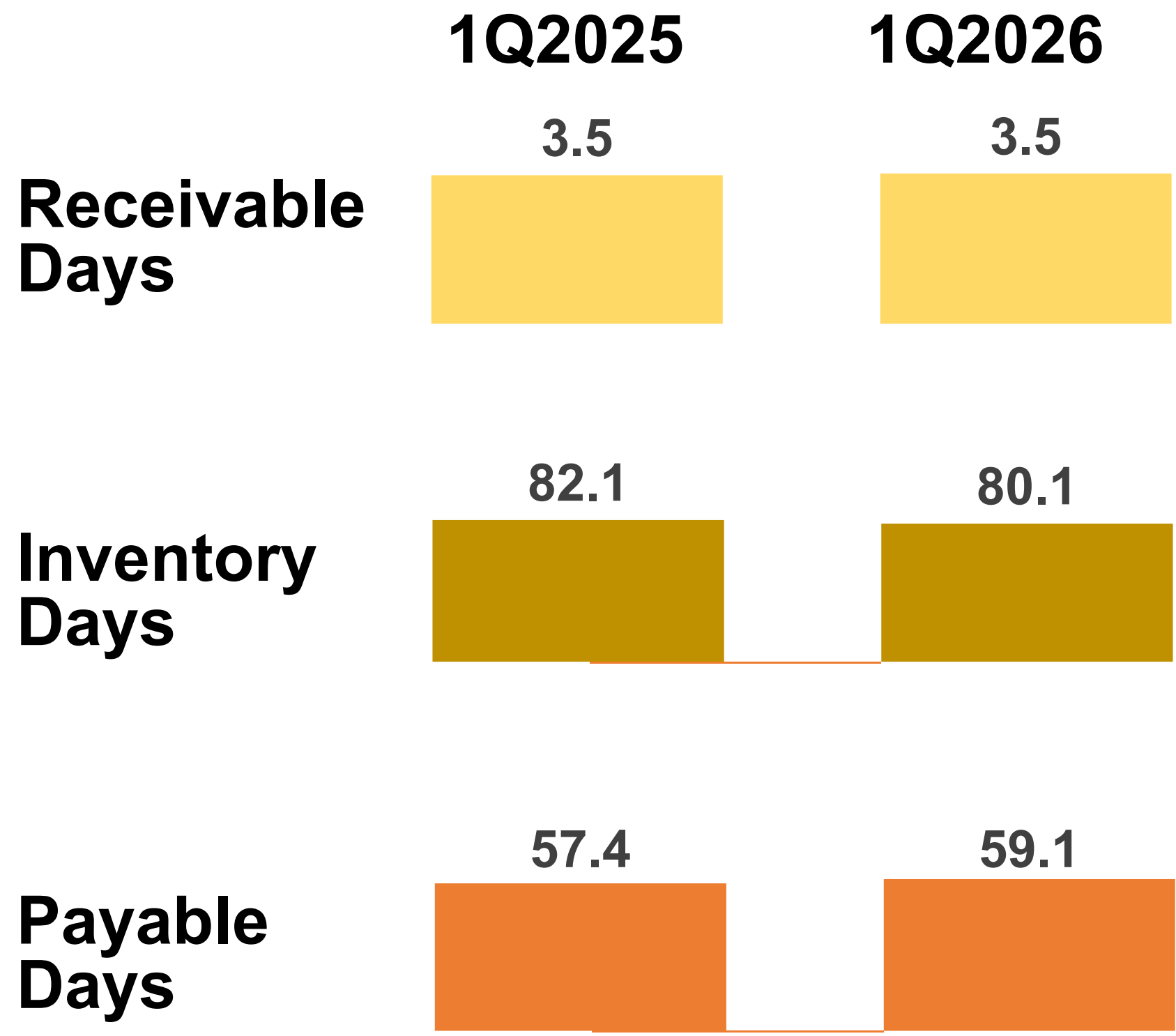
EBITDA (₱ mm)



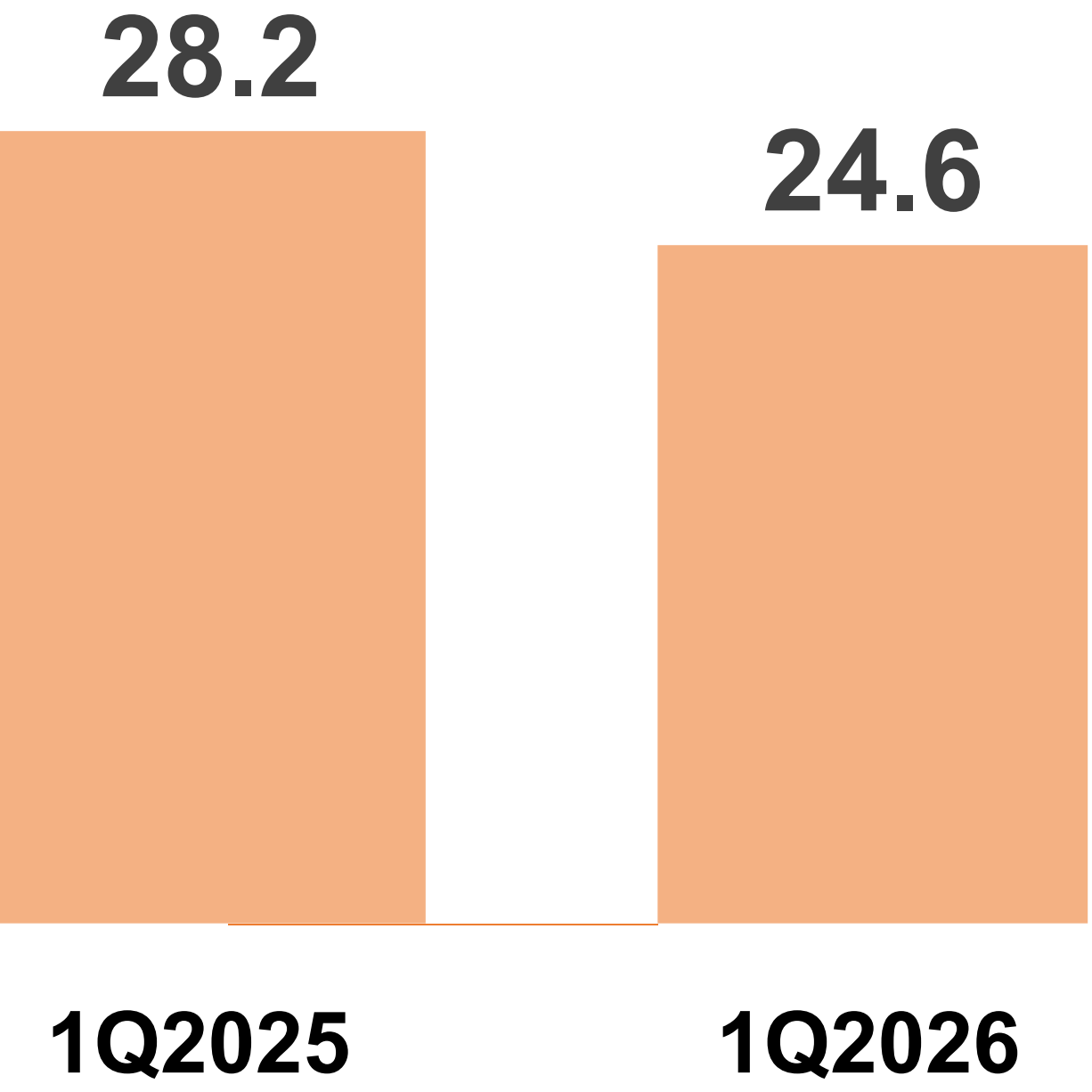
505 stores

113	Appliances & Electronics
217	Motorcycle
43	Toys
107	Mass Merchandise
11	Beauty
11	Pet Retail
3	Lifestyle Sneakers

Working Capital



Cash Conversion Cycle



Balance Sheet



in ₪ mn	March 31, 2025 (Unaudited)	March 31, 2026 (Unaudited)
Cash & Cash Equivalents	9,075	12,157
Investment in Liquid Debt & Equity Securities	2,145	188
Total Assets	168,921	164,353
Total Debt	22,776	41,639
Total Equity	96,731	70,810
Return on Assets (trailing 12-months) ⁽¹⁾	3.6%	3.3%
Return on Equity (trailing 12-months) ⁽²⁾	6.7%	6.8%
Net Debt (+) or Net Cash (-) ⁽⁴⁾	11,557	29,293
Net D/E Ratio (x)	0.12	0.41

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

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

⁽³⁾ ROCE = EBIT after PFRS 16 / Average Capital Employed; Capital Employed = Total Assets – Current Liabilities (excluding assets and debt related to M&A)

⁽⁴⁾ Net Debt (+) or Net Cash (-) = Total Debt – (Cash & Cash Equivalents + Investment in Debt and Equity Securities excluding BPI shares and SAFE notes)

Capital Expenditures



1Q2026 CAPEX: ₱1.2bn



Updates on *Minority* Investments



Minority Investments Updates (1Q26)



23.7%
Stake



19.0%
Stake



13.4%
Stake



6.5%
Stake



883

Number of Stores
vs. 471 LY

9.1mn

Total no. of customers
vs. 6.1mn LY

US\$266mn

Platform Value⁽²⁾
vs. US\$220 LY

₱50.9bn

Total Revenues ⁽³⁾
+13.9% vs. LY

US\$195mn

Net Sales
vs. US\$93mn LY

₱73.2bn

Total value of transactions⁽¹⁾
+2.1x YoY

**Present in
24 cities**

₱16.9bn

Net Income
+1.7% vs. LY

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

(2) Value of business lines

(3) Net Interest Income + Non-Interest Income (Fee income, trading gains, insurance income, other operating income)



Corporate Developments

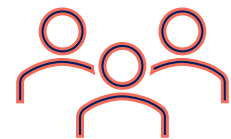


Tender Offer and Voluntary Delisting



Target

Robinsons Retail Holdings, Inc.



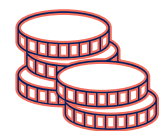
Bidder / Tender Offeror

JE Holdings, Inc.



Proponents for the Delisting

JE Holdings, Inc. and any other stockholder of RRHI who may subsequently signify intention to participate as a proponent of the Voluntary Delisting



Offer Price

Php48.30 supported by the Fairness Opinion Report of FTI Consulting



Regulatory Clearances

SEC, PSE, and PCC

MAY 12: ANNUAL
STOCKHOLDERS' MEETING

2/3 of listed &
outstanding
shares
Shareholder
Approval Needed

Not more than
10%
Should dissent

95%

Target Ownership of
Proponents

Declaration of Cash Dividend



₱2.0/share
Cash Dividend

May 28, 2026
Record Date

June 10, 2026
Payment Date



Guidance



Guidance for 2026



Net store additions
of **130-170**

SSSG target of
2%-4%

Gross margin target
of **24.6%-24.8%**

Organic CAPEX of
₱5.0-7.0bn



Thank you!



Income Statement



PHP mm	Three Months Ended March 31	
	2025 (Unaudited)	2026 (Unaudited)
Sales - net of sales discounts and returns	47,817	52,757
Cost of merchandise sold	36,228	40,055
Gross Profit	11,589	12,702
Royalty, rent and other revenues	363	363
Gross profit including other revenue	11,952	13,065
Operating expenses	(10,016)	(11,058)
EBIT	1,936	2,007
EBITDA	3,728	3,940
Interest income	34	52
Foreign currency exchange gain (loss) - net	(4)	(22)
Dividend income	30	4
Equity in net earnings of an associate	(113)	(171)
Interest expense	(743)	(977)
Others	16	(8)
OTHER INCOME (CHARGES)	(780)	(1,122)
INCOME BEFORE INCOME TAX	1,156	885
Provision for income tax	258	310
NET INCOME	898	576
Net income attributable to:		
Equity holders of the Parent Company	760	489
Non-controlling interest in consolidated subsidiaries	138	86
	898	576
Earnings Per Share		
Basic	0.54	0.34
Weighted	0.53	0.46
Shares Outstanding		
End of Period	1,419	1,419
Weighted	1,423	1,066

Balance Sheet



PHP mm	December 31 2025	March 31 2026
Current Assets		
Cash and cash equivalents	15,280	12,157
Trade and other receivables	3,867	2,054
Merchandise inventories	34,654	35,658
Debt instrument financial asset - current portion	149	-
Other current assets	927	1,741
Total Current Assets	54,878	51,609
Investment in debt and equity securities	43,949	37,915
Property and equipment	27,568	27,869
Right-of-use asset	18,077	17,301
Investment in associates	2,252	2,203
Intangible assets	22,756	22,756
Other noncurrent assets	4,546	4,699
Total Noncurrent Assets	119,147	112,743
Total Assets	174,025	164,353
LIABILITIES AND EQUITY		
Current Liabilities		
Trade and other payables	29,164	26,286
Short-term loans payable	28,105	26,800
Current portion of lease liability	3,307	3,206
Other current liabilities	910	1,132
Total Current Liabilities	61,487	57,424
Total Noncurrent Liabilities	36,679	36,119
Total Liabilities	98,166	93,543
Equity		
Capital stock	1,576	1,576
Additional paid-in capital	40,768	40,768
Treasury stocks	(24,714)	(24,714)
Equity reserve	(772)	(772)
Retained earnings	48,052	48,542
Other comprehensive income	7,687	2,150
Total equity attributable to equity holders of Parent Company	72,598	67,551
Non-controlling interest in consolidated subsidiaries	3,262	3,259
Total Equity	75,859	70,810
Total Liabilities and Equity	174,025	164,353

Cash Flow

	March 31 2025	March 31 2026
CASH FLOWS FROM OPERATING ACTIVITIES		
Income before income tax	1,156	885
Depreciation and amortization including ROU amortization - PFRS 16	1,791	1,933
Retirement expense	62	77
Others including interest on Lease Liability-PFRS 16	789	1,191
Operating income before working capital changes	3,799	4,086
Working capital changes	(4,307)	(2,929)
Interest received	47	54
Income tax paid	(277)	(164)
Net cash flows generated from (used in) operations	(738)	1,046
CASH FLOWS FROM INVESTING ACTIVITIES		
Investment in associates and acquisitions	(547)	(190)
Disposal of bonds and other securities	6	648
CAPEX for stores, Head Office and DC	(938)	(1,431)
Dividends received	83	90
Others	(33)	(79)
Net cash flows generated from (used in) investing activities	(1,429)	(961)
CASH FLOWS FROM FINANCING ACTIVITIES		
Availment of loan, net of payments	(220)	(1,309)
Lease payments - PFRS 16	(1,247)	(1,331)
Interest expense paid on loans	(232)	(547)
Share buyback	(207)	0
Net cash flows used in financing activities	(1,906)	(3,187)
Effect of forex on cash and cash equivalents	10	(22)
Net increase (decrease) in cash and cash equivalents	(4,063)	(3,124)
Cash and cash equivalents at beginning of year	13,137	15,280
CASH AND CASH EQUIVALENTS AT END OF PERIOD	9,075	12,157

