

PSE SPOTLIGHT

FEATURING:

Robinsons Retail Holdings, Inc.



Robinsons Retail Holdings, Inc. (RRHI) is one of the largest multi-format retailers in the Philippines, with businesses spanning food retail, drugstores, department stores, DIY, appliances and consumer electronics, toys, mass merchandise, pets, beauty, and lifestyle sneakers.

Stock Code	RRHI
Listing Board	Main Board
Sector – Subsector	Services - Retail
Listing Date	November 11, 2013
Outstanding Shares	1,102,792,435
Free Float Level	35.69%
Market Capitalization	P38,377,176,738
P/E Ratio	6.69x
Dividend Yield	7.39%

As of 24 October 2025
Source: PSE Data

[Company Profile](#)

1. What makes Robinsons Retail an attractive investment for potential investors?

The positive outlook on the country’s consumption story – supported by stable inflation, a resilient labor market, healthy remittance inflows, and an expanding middle-class - bodes well for retailers like Robinsons Retail. Our multi-format business model allows us to capture growth opportunities across essential and discretionary categories. In addition, our strong balance sheet positions the company to pursue organic expansion and strategic acquisitions, should opportunities arise.

2. What challenges has Robinsons Retail encountered, and what strategies were employed to overcome them effectively?

Competition in the retail sector has intensified in recent years as incumbents have accelerated store expansion and new entrants have entered the market. To address these competitive pressures, we are (1) strategically opening more stores in underserved areas, (2) continuously enhancing the customer shopping experience through improved assortments and store layouts, (3) extracting efficiencies through investments in technology, and (4) exploring various retail concepts to bring to the market.

3. What sustainability initiatives does Robinsons Retail have in place? How do they align with your long-term goals?

Robinsons Retail’s Environment, Social, and Governance (ESG) framework is anchored on three key pillars, namely, Responsible Retailing, Relationship with People and Communities, and Robust Environmental Action.

Below are our key initiatives:

- i. Food Rescue program with Scholars of Sustenance Philippines and Rise Against Hunger – which recovers surplus food from our Food Segment to aid food insecure communities
- ii. Further improve corporate governance and stakeholder management standards. Our ongoing reforms allowed us to receive Two Golden Arrows from the Institute of Corporate Directors in 2024.
- iii. In 2024, we participated in the Carbon Disclosure Project for the first time and received a C rating for Climate Change, Forests, and Water Security. This provides a solid starting foundation as we further refine our strategies for climate action, forest conservation, and water resource management.

4. What are the strategic priorities of Robinsons Retail for the next two to three years?

Over the next two to three years, we aim to (1) expand our food retail and drugstore networks in fast-growing areas outside Metro Manila, (2) strategically open new discretionary formats to capture evolving consumer lifestyles, (3) further enhance our product mix to strengthen value and differentiation, and (4) pursue technology and supply chain initiatives that should improve operational efficiency.

5. What are the key performance indicators (KPIs) that your company utilizes to measure its performance and track progress towards achieving its targets?

We specifically track same store sales growth (SSSG), gross profit margin, and operating income

PSE Spotlight is a short feature about listed companies that are part of PSE STAR Investor Day. The report, which offers a quick overview of a company, includes a description of its business, stock information, as well as answers to five interview questions provided by the company's management team. The interview questions typically revolve around the company's value proposition, business operations and landscape, challenges and opportunities, and strategic initiatives.

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