



ROBINSON DEPARTMENT STORE

PUBLIC COMPANY LIMITED

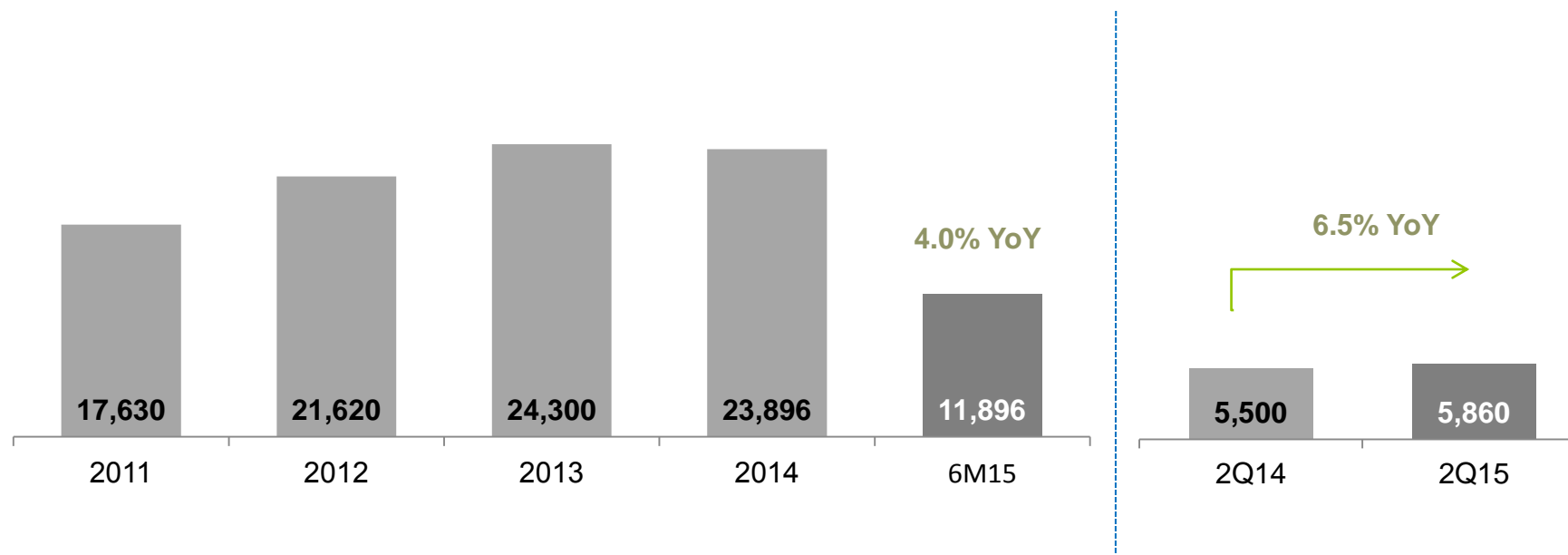
2Q15

EARNINGS PRESENTATION

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Net Sales

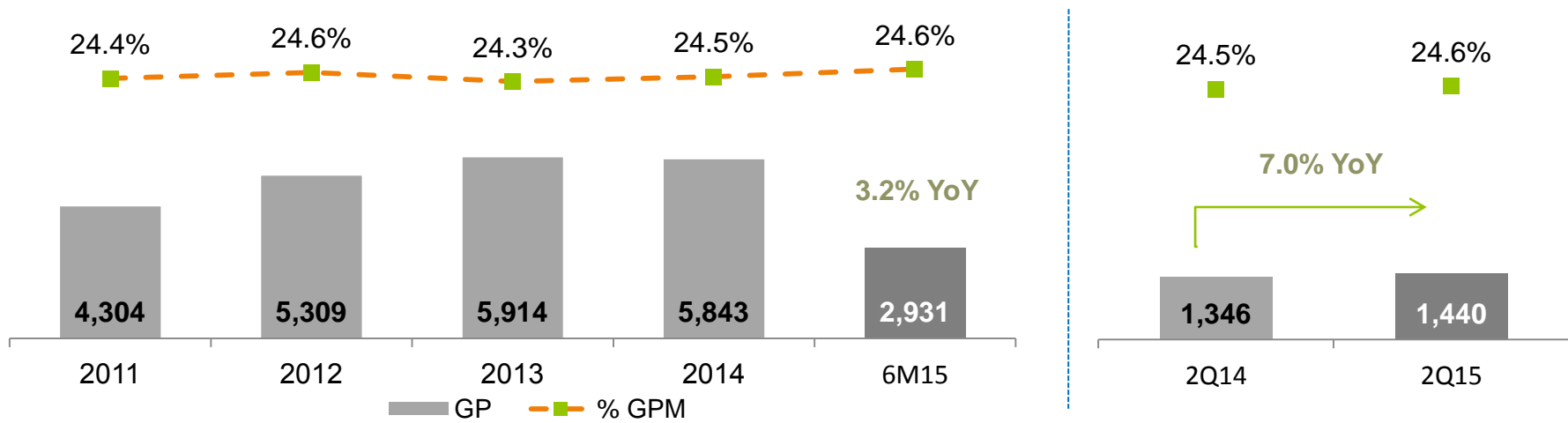


% Growth : Total Store Sales vs. Same Store Sales

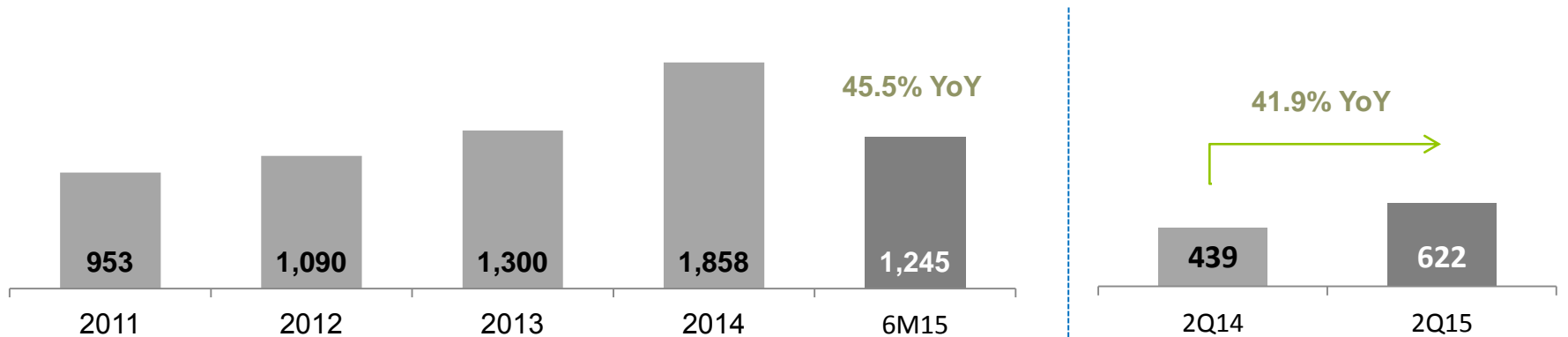
Growth	2011	2012	2013	2014	6M15	2Q14	2Q15
Same store sales	12.0%	10.3%	2.9%	-5.8%	-3.9%	-7.0%	-1.0%
Total store sales	19.2%	22.6%	12.4%	-1.7%	4.0%	11.1%	6.5%

Remark: SSSG Calculation base on number of stores fully operated throughout the previous year i.e. in 2015 there are 33 stores.

Gross Profit & %Gross Margin

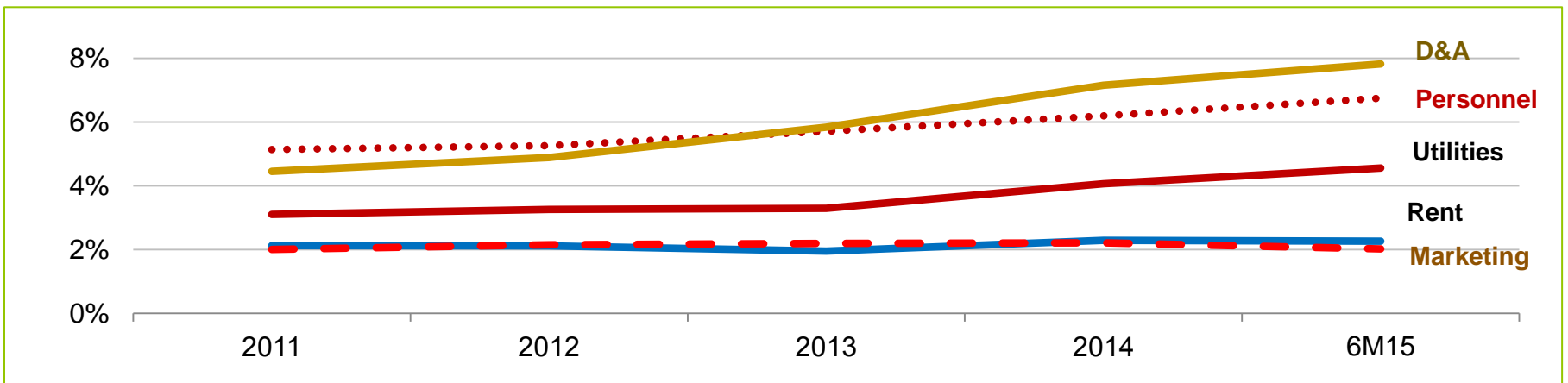
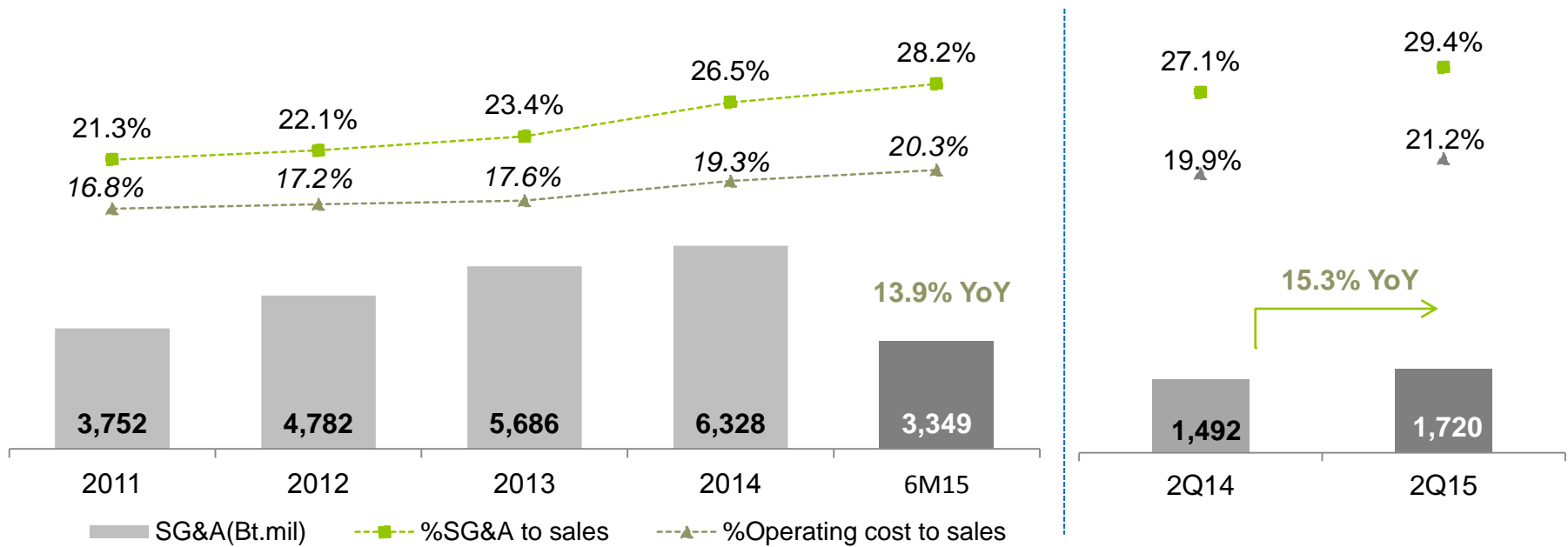


Investment Income

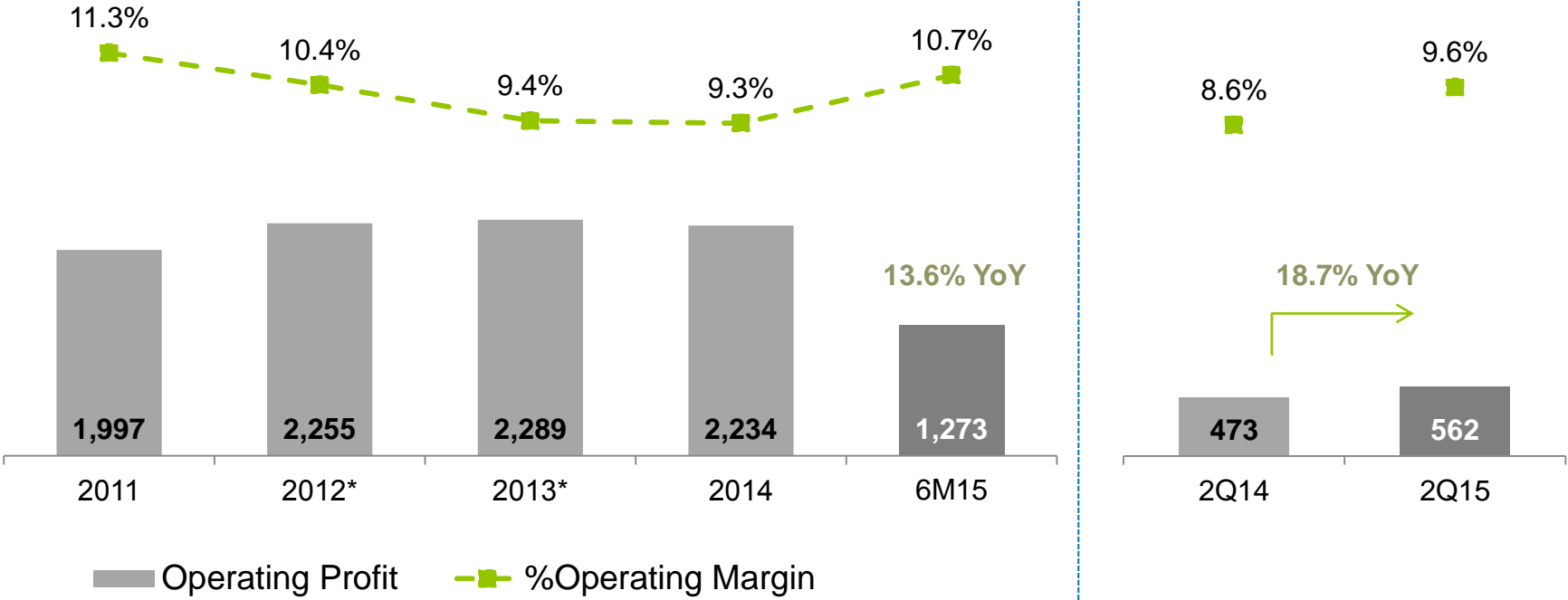


	2011	2012	2013	2014	2Q15
Rental area (sq.m.)	166,000	186,000	234,000	310,000	310,000

SG&A vs. Operating Cost

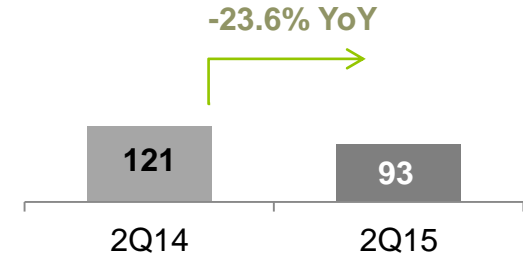
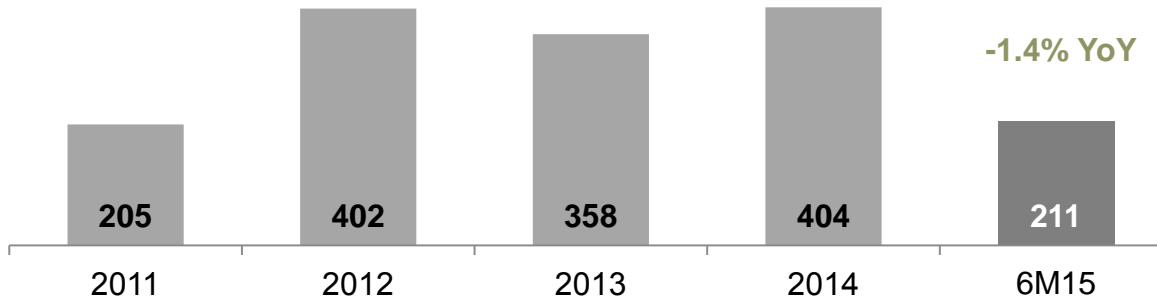


Operating Profit & %Operating Margin

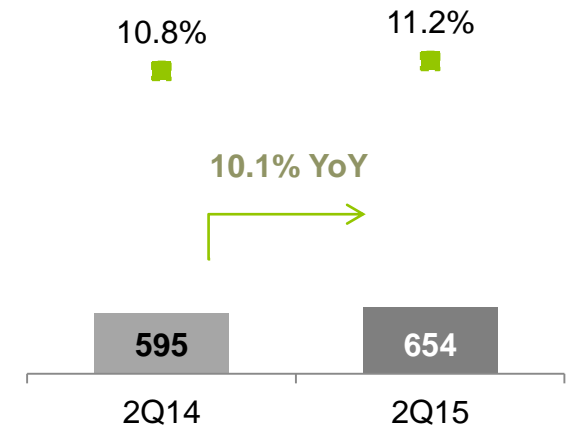
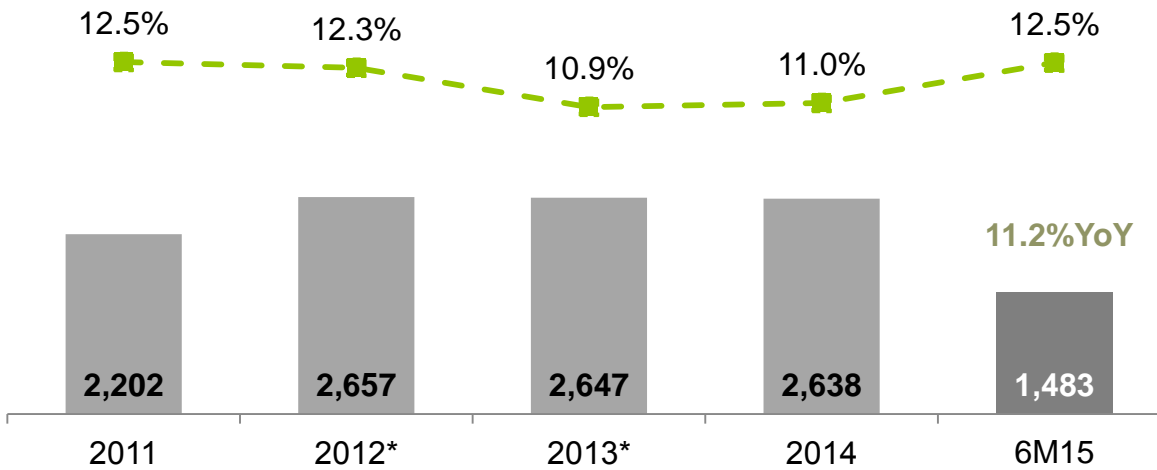


Operating profit = EBIT - share of profit of associates
 *2012 and 2013 excluded non-recurring items

Associates Income (POWERBUY & SUPERSPORT)



EBIT & %EBIT Margin

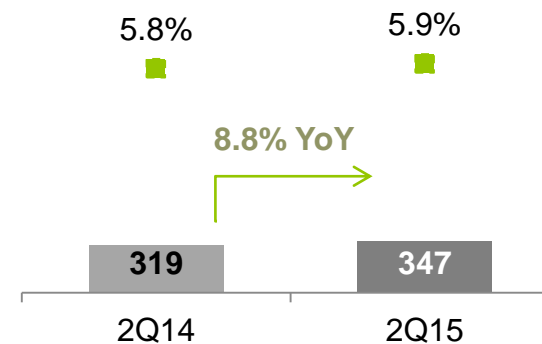
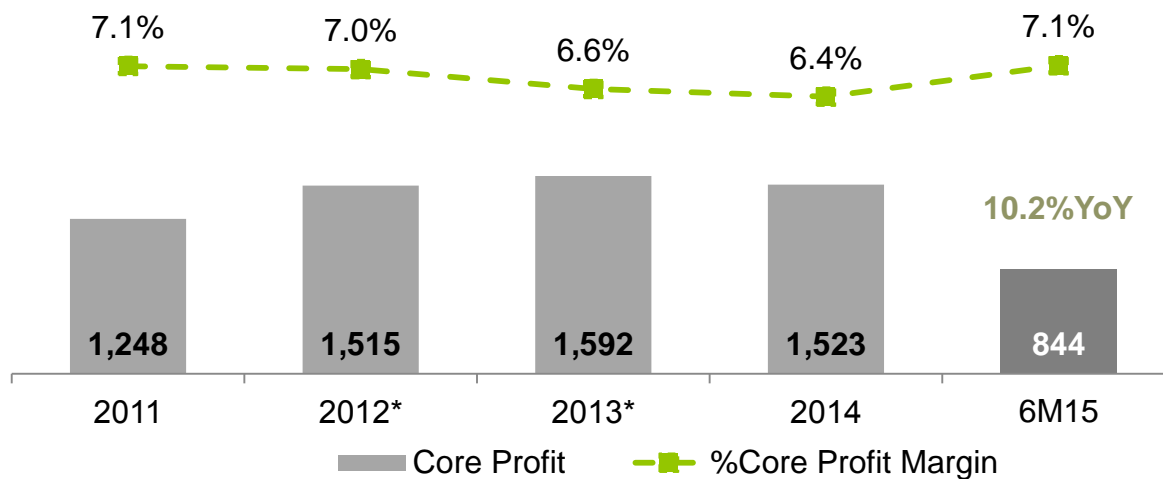


■ EBIT -■- %EBIT Margin

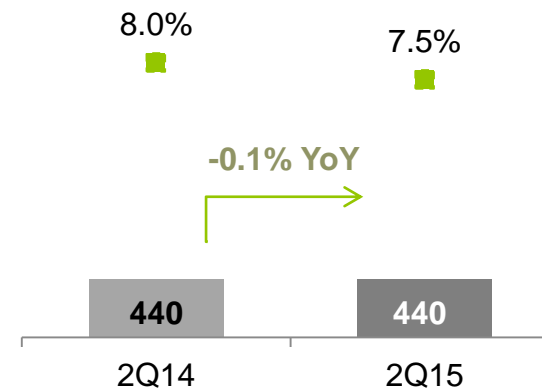
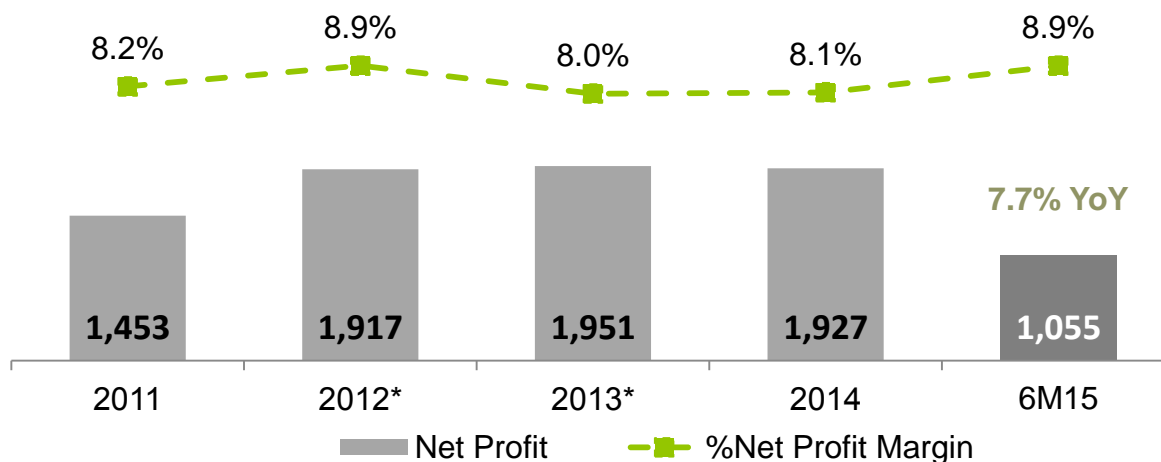
*2012 and 2013 excluded non-recurring items

Core Profit & %Core Profit Margin

Core net profit = net profit - share of profit of associates – non recurring items

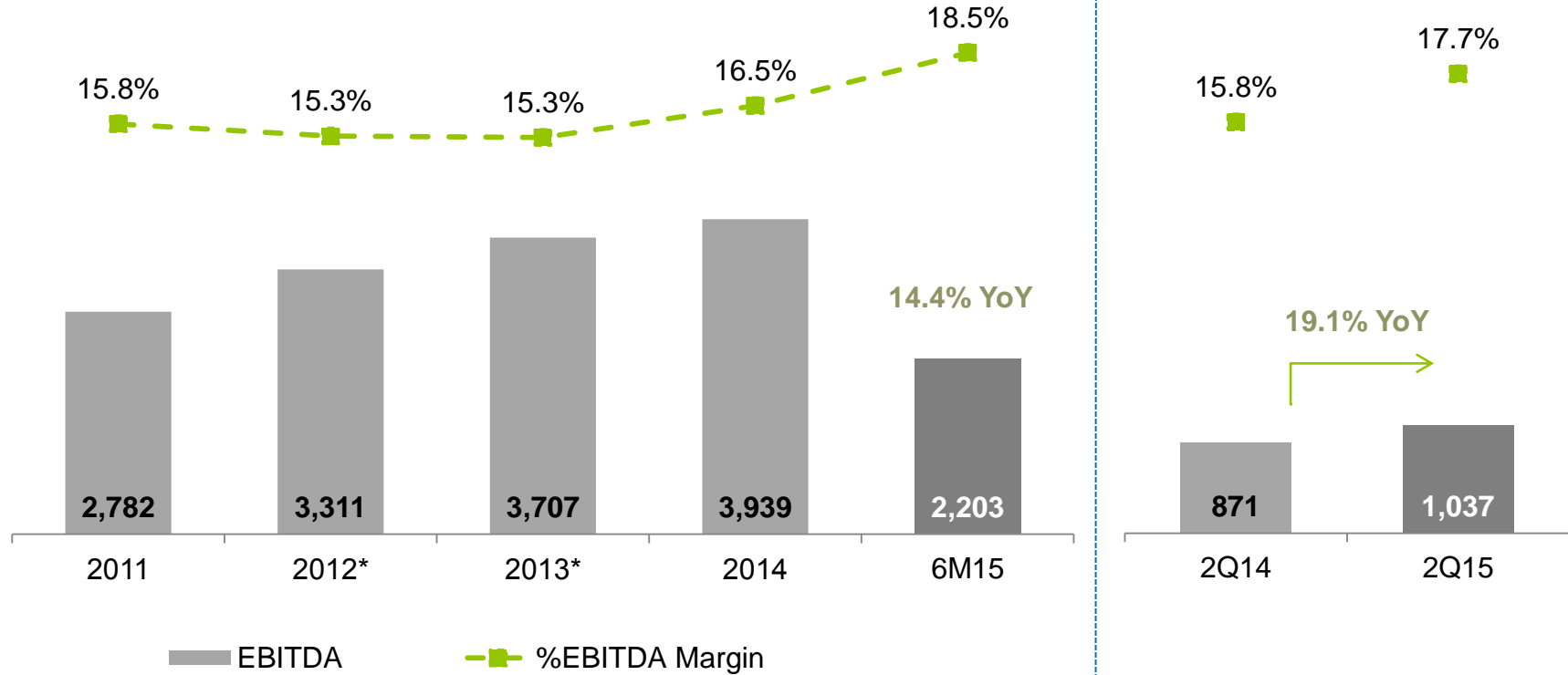


Net Profit & %Net Profit Margin



*2012 and 2013 excluded non-recurring items. Changed in deferred tax in 4Q12 bring net profit down by 413 MB.

EBITDA & %EBITDA Margin



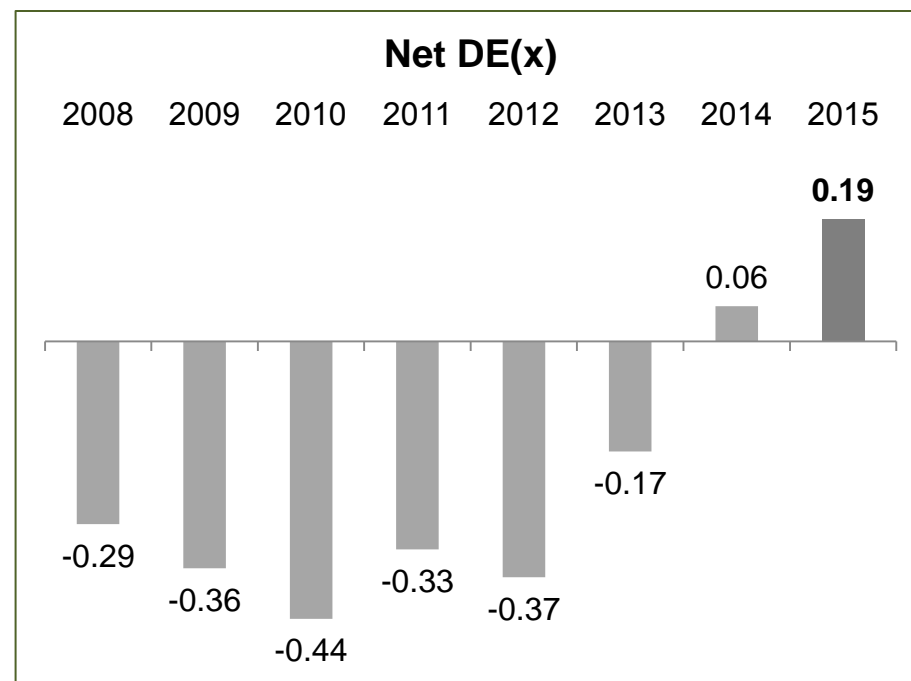
EBITDA = EBIT + Depreciation and Amortization + – non cash items
 (exclude share of net profit from associates)

*2012 and 2013 excluded non-recurring item

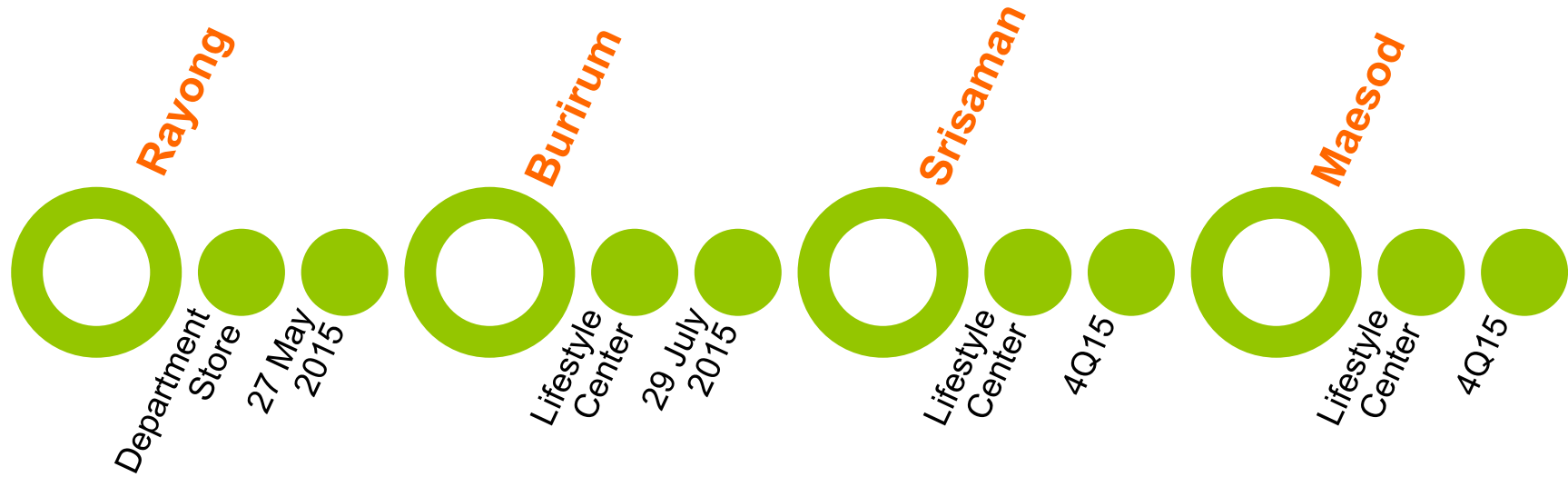
Strong Financial Position

Consolidated Financial Statements as of 30 June 2015

	(Bt.Mil.)
Cash + current investments	1,001
PP&E + leasehold rights	16,573
Total assets	22,984
Liabilities	9,916
Share capital	3,943
Legal reserve	394
Retained earnings	7,835
Total equity	13,067



Investment Plan



CAPEX in 2015 Bt 4bn.





Thank you

Investor Relations

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