

# ROBINSON DEPARTMENT STORE

PUBLIC COMPANY LIMITED



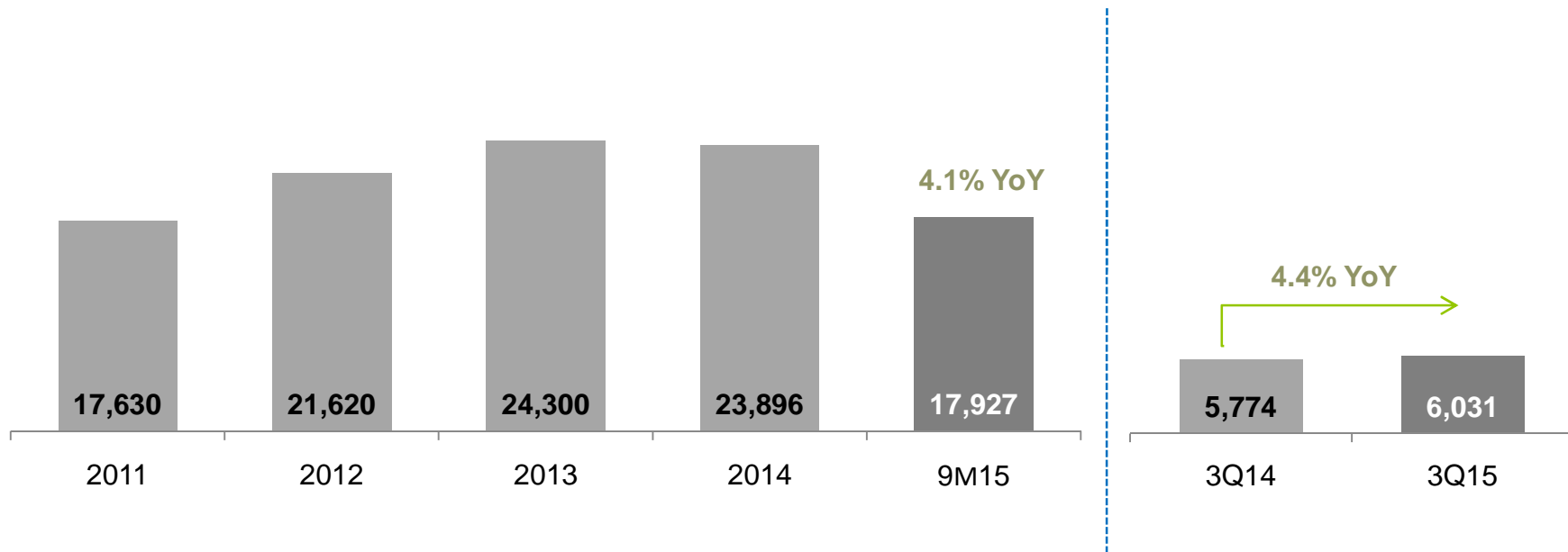
➤ 3Q15

➤ EARNINGS PRESENTATION

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## Net Sales

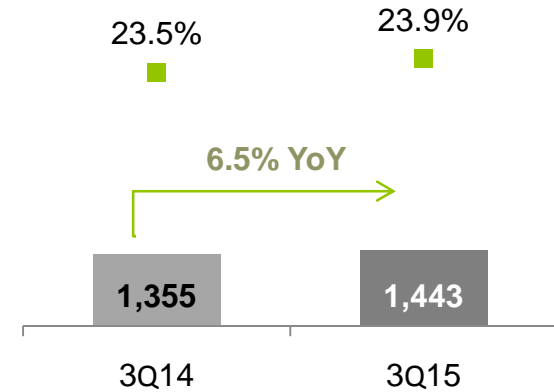
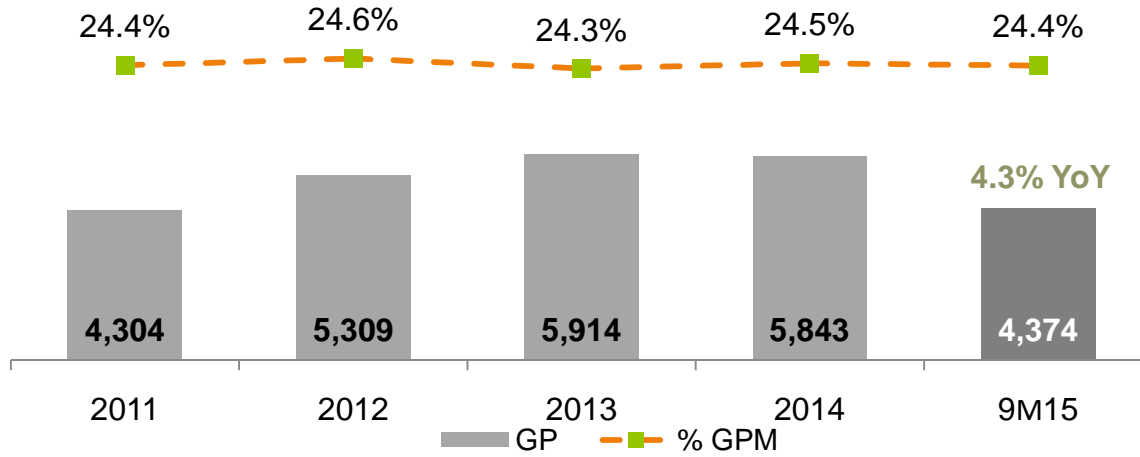


## % Growth : Total Store Sales vs. Same Store Sales

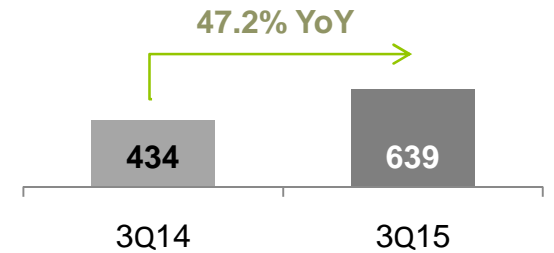
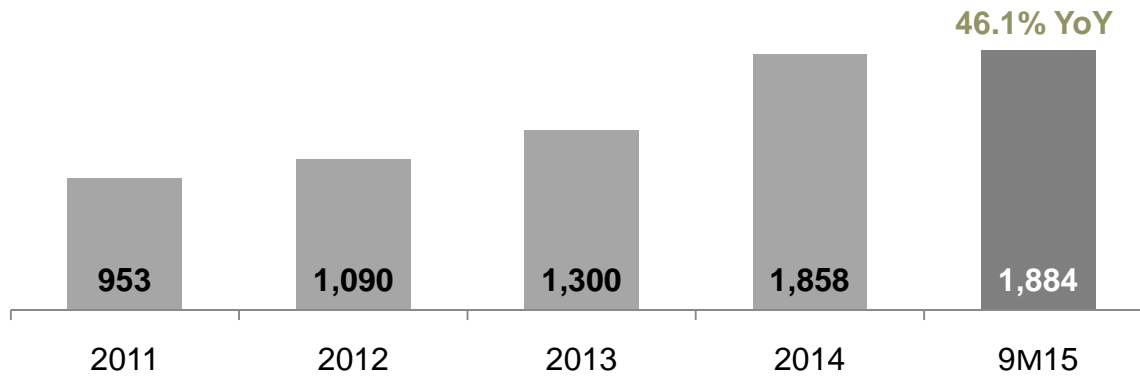
Growth	2011	2012	2013	2014	9M15	3Q14	3Q15
Same store sales	12.0%	10.3%	2.9%	-5.8%	-4.0%	-6.8%	-4.0%
Total store sales	19.2%	22.6%	12.4%	-1.7%	4.1%	-1.6%	4.4%

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

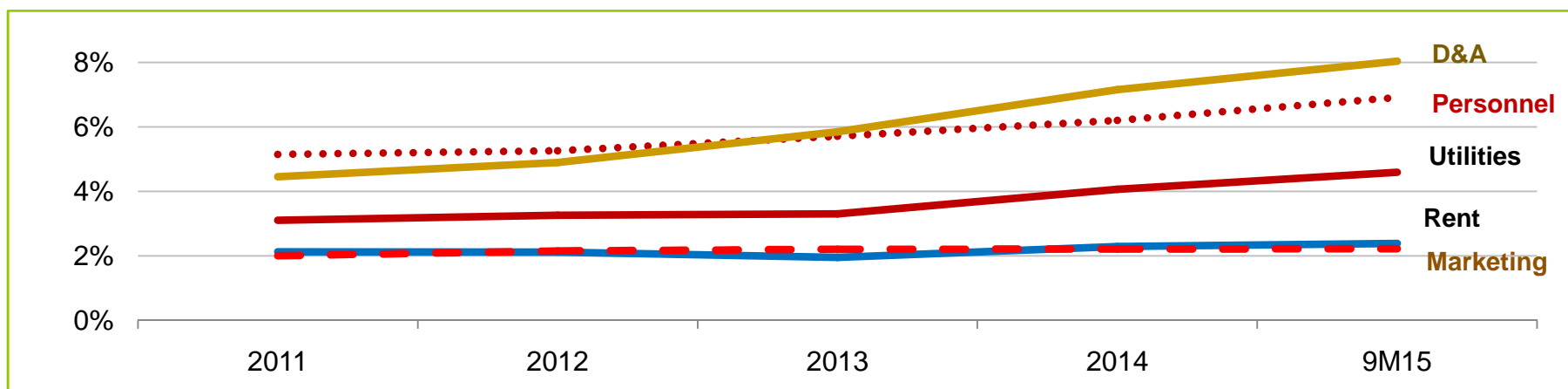
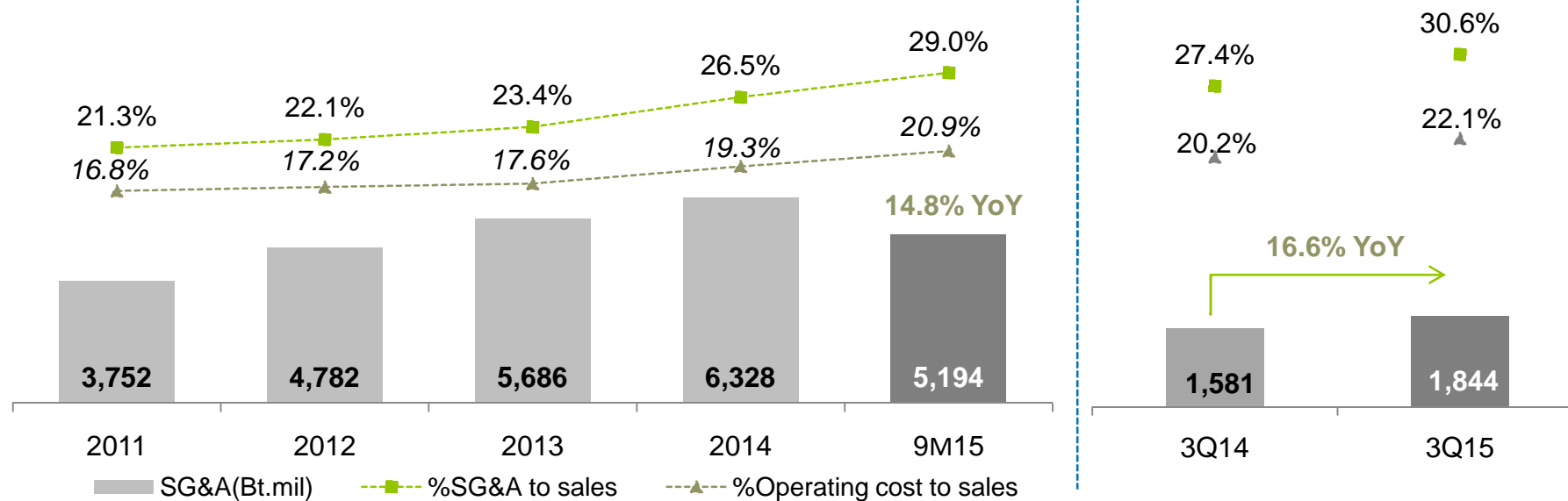


# Investment Income

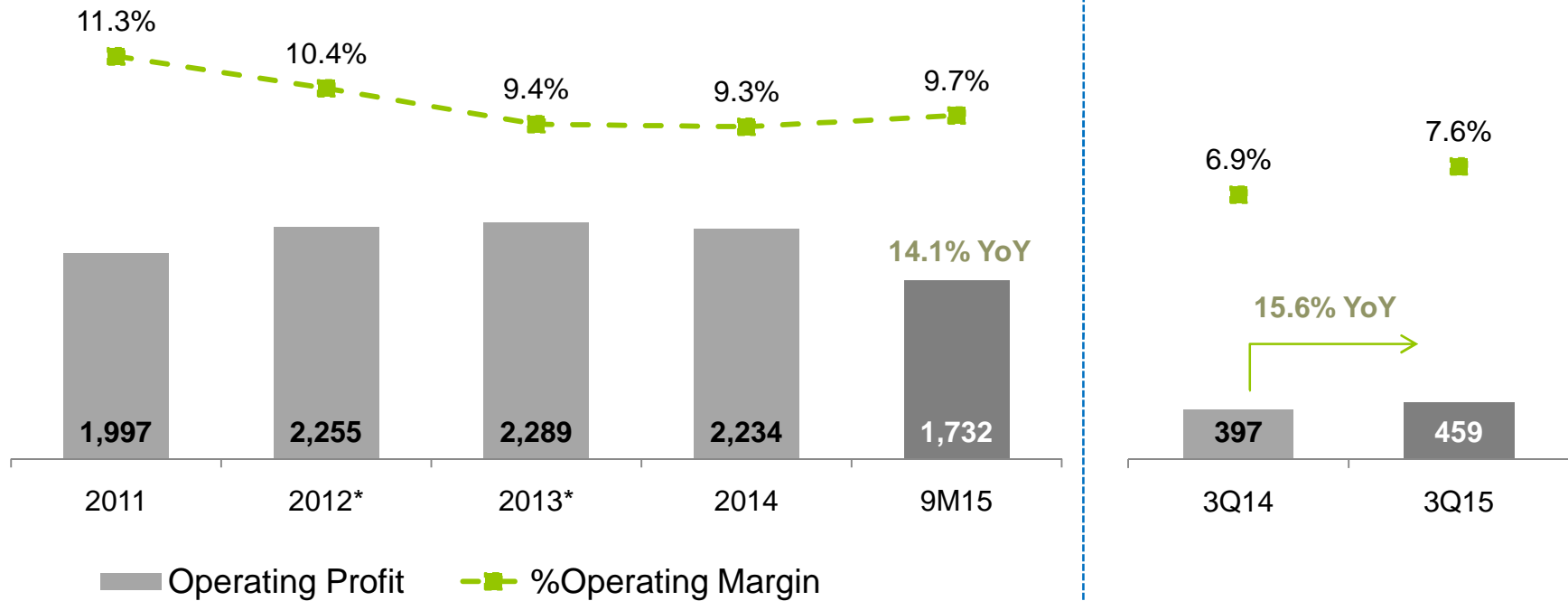


	2011	2012	2013	2014	3Q15
Rental area (sq.m.)	166,000	186,000	234,000	310,000	323,000

# SG&A vs. Operating Cost

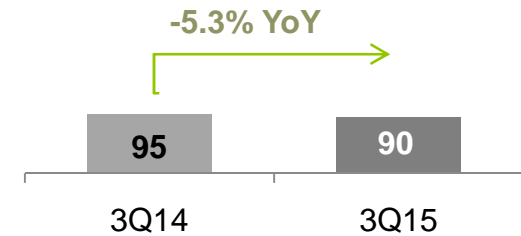
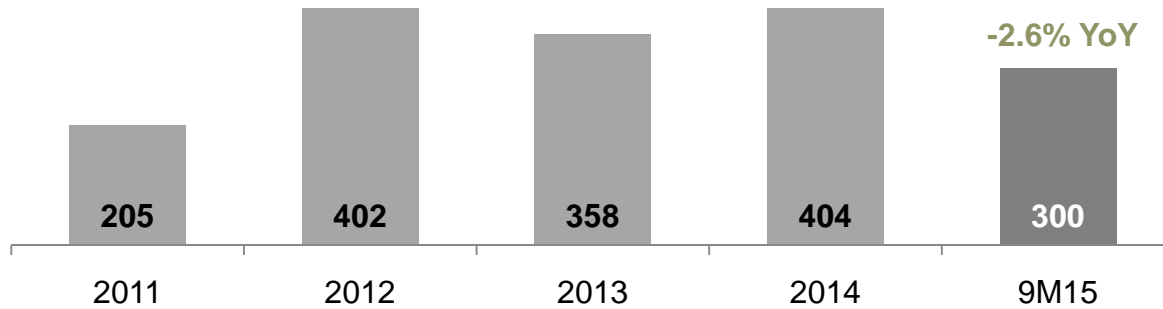


# Operating Profit & %Operating Margin

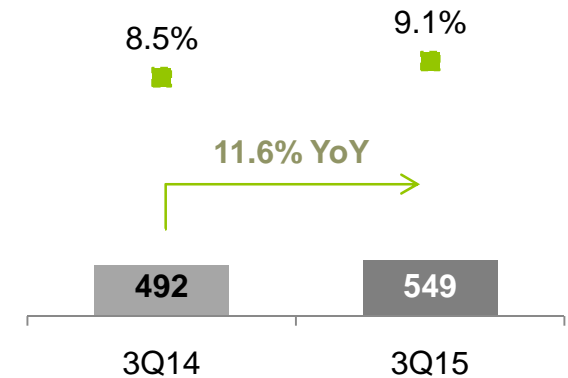
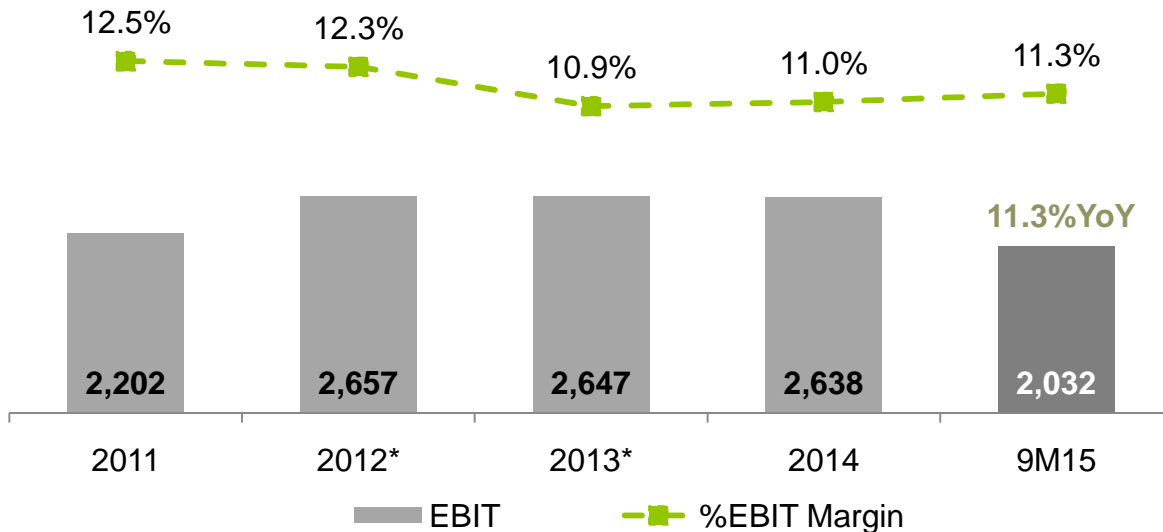


Operating profit = EBIT - share of profit of associates  
 \*2012 and 2013 excluded non-recurring items

# Associates Income (POWERBUY & SUPERSPORT)



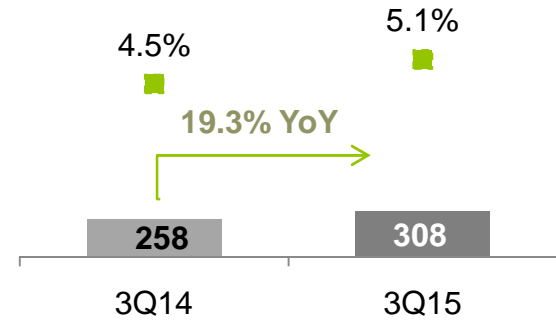
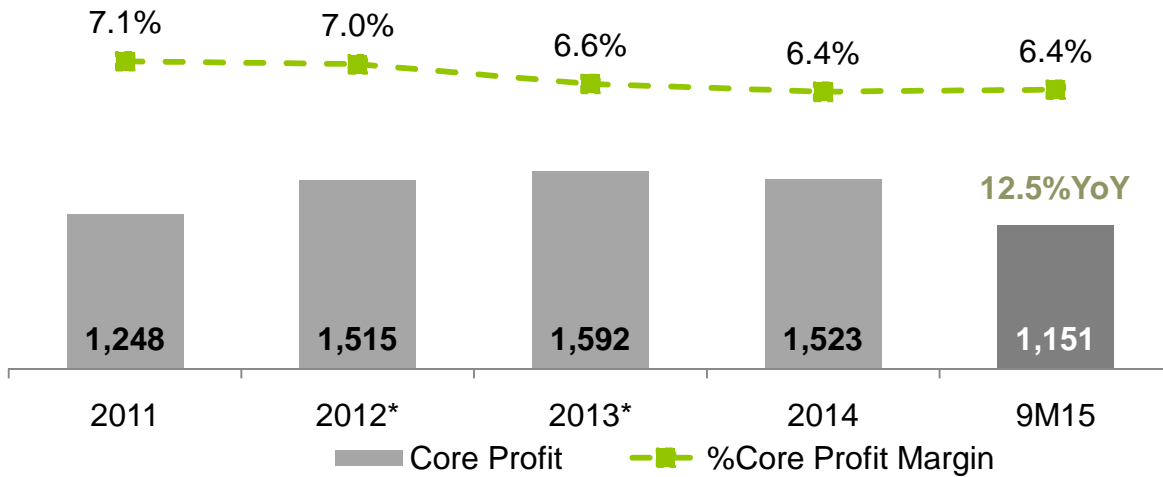
## EBIT & %EBIT Margin



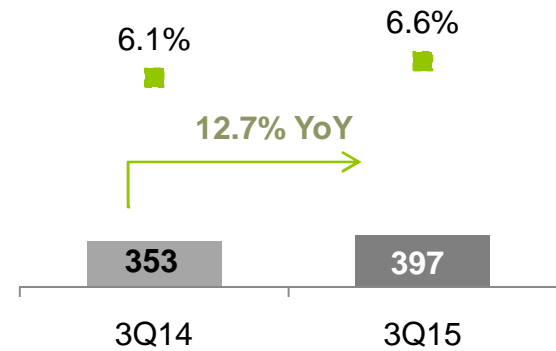
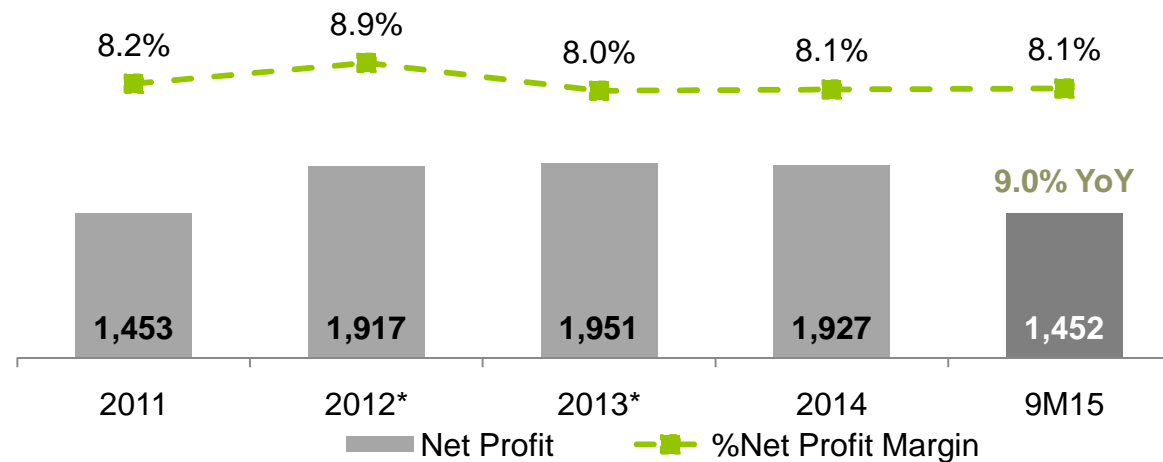
\*2012 and 2013 excluded non-recurring items

# Core Profit & %Core Profit Margin

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



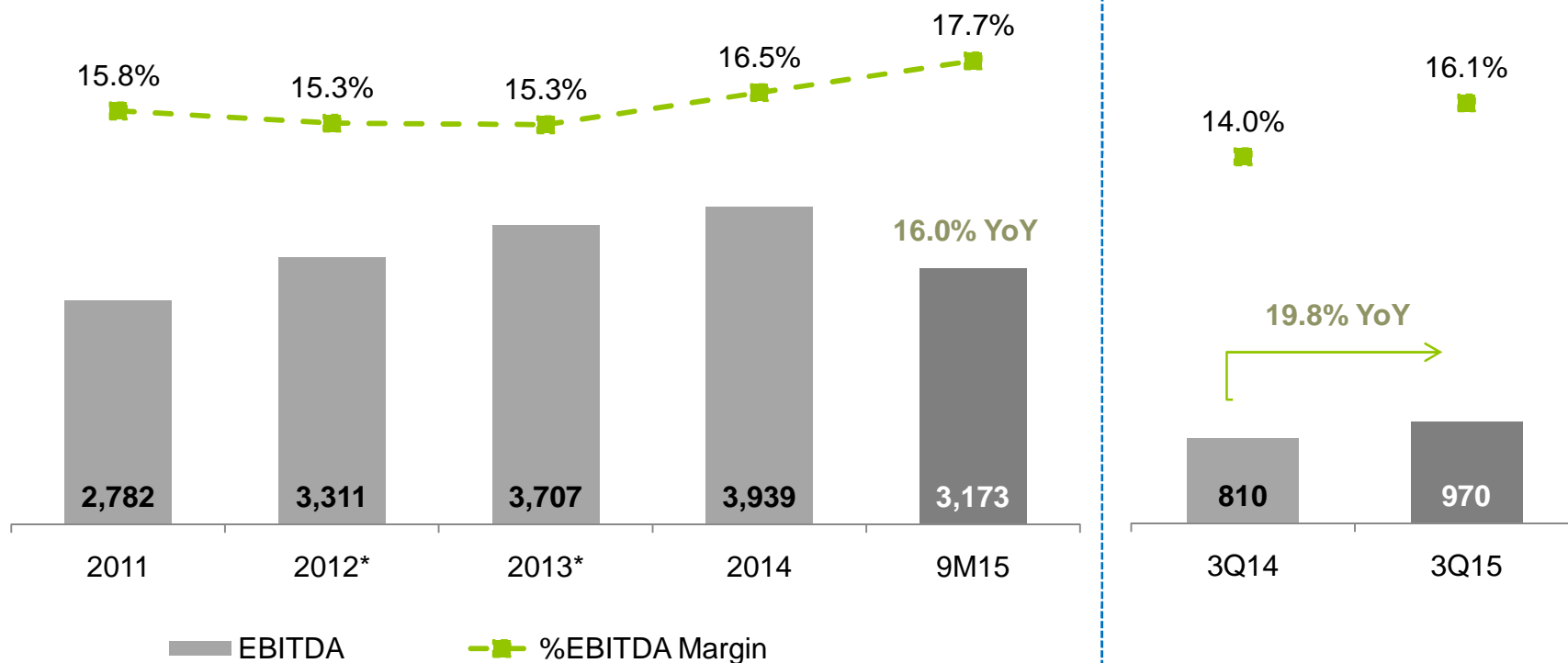
# Net Profit & %Net Profit Margin



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



# EBITDA & %EBITDA Margin



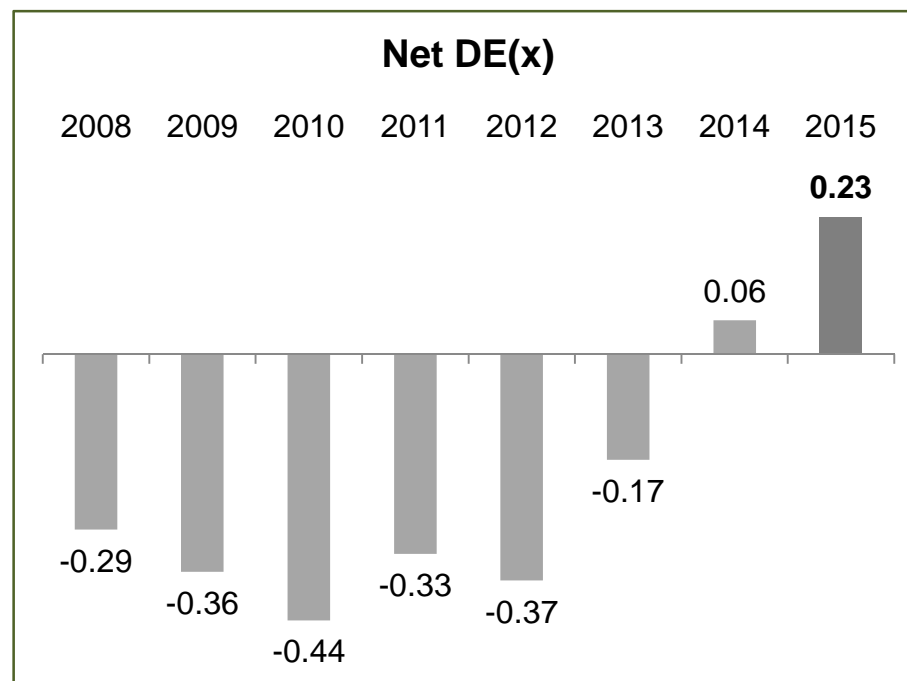
EBITDA = EBIT + Depreciation and Amortization + – non cash items  
 (exclude share of net profit from associates)

\*2012 and 2013 excluded non-recurring item

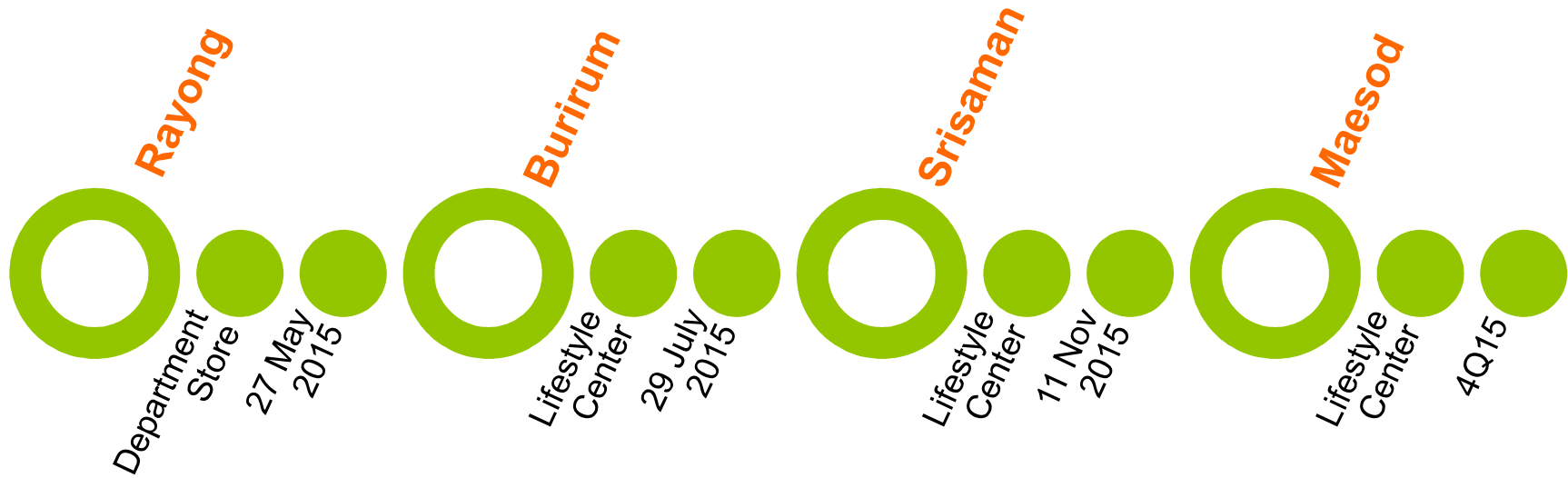
# Strong Financial Position

## Consolidated Financial Statements as of 30 September 2015

	(Bt.Mil.)
Cash + current investments	974
PP&E + leasehold rights	17,339
<b>Total assets</b>	<b>24,048</b>
<b>Liabilities</b>	<b>10,543</b>
Share capital	3,943
Legal reserve	394
Retained earnings	8,231
<b>Total equity</b>	<b>13,505</b>



# Investment Plan



CAPEX in 2015 Bt 4bn.





**Thank you**

**Investor Relations**

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