



- *“Transforming **Robinson** 2016–2020”*
- *“To put our **customers, employees and suppliers** at the heart of our business decisions.”*

Operating Results 1Q16
13 May 2016



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Agenda

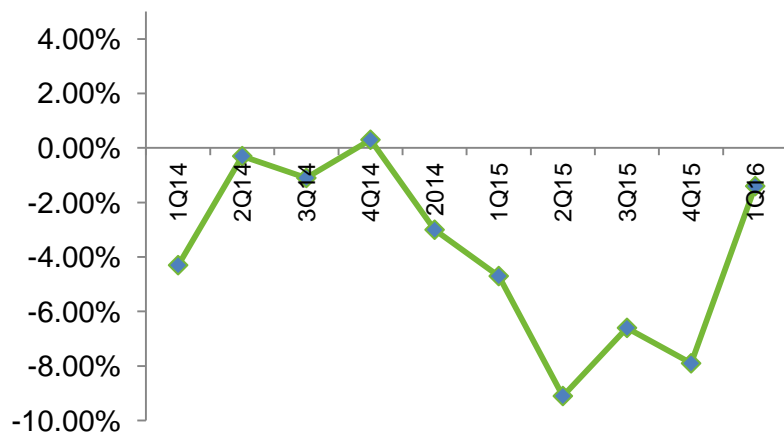
- **Economic condition**
- Business update
- Company performance

Economic outlook

GDP & Consumption Growth

Year	GDP	Export	Consumption
2013	2.80%	-0.10%	0.80%
2014	0.90%	-0.30%	0.60%
2015	2.80%	-5.60%	2.10%
2016E	3.10%	-2.00%	1.80%

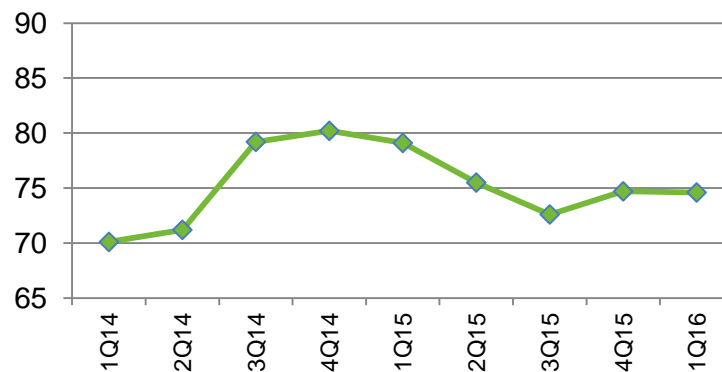
Export (%YoY)



No. of foreign tourists

Year	No. of foreign tourists (Thousand)	%YoY
2014	24,810	-6.5%
2015	29,881	20.4%
1Q16	9,039	15.5%

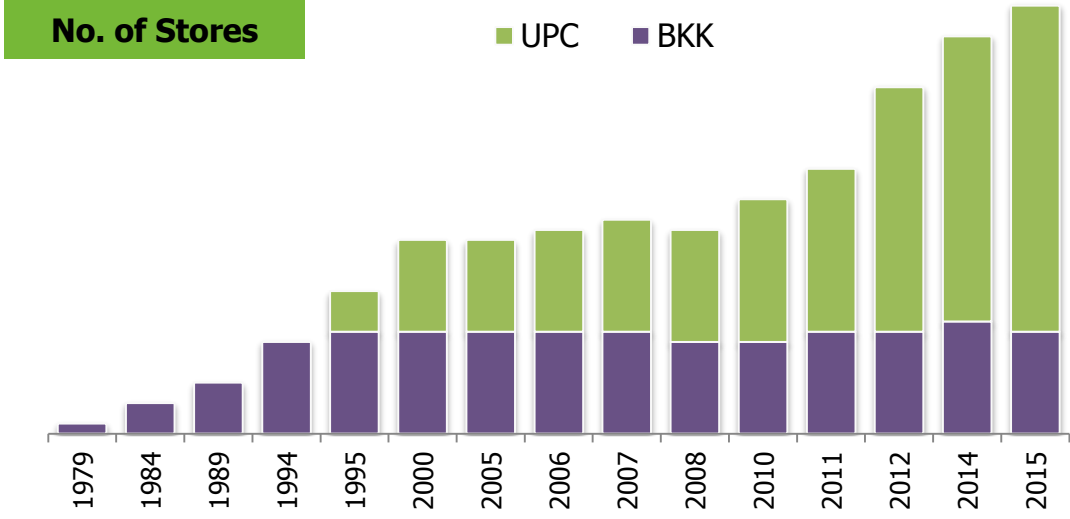
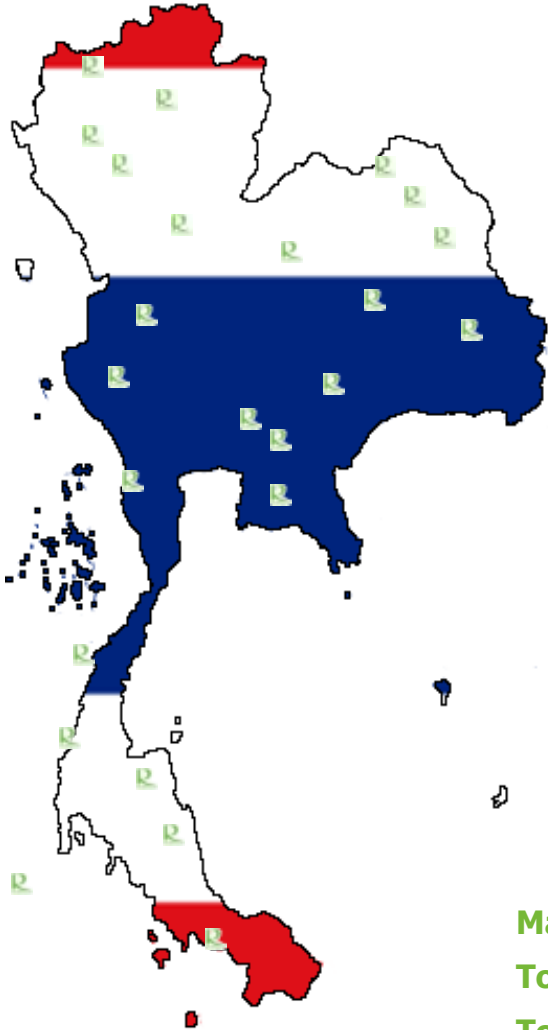
Consumer Confident Index



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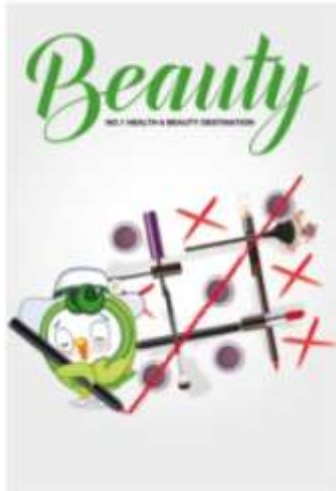
Currently 42 stores nationwide as of 1Q16



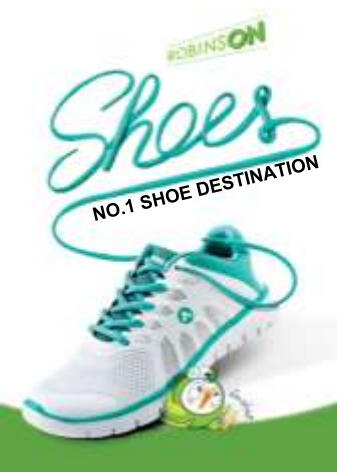
	2014	2015	2016F
Total stores	39 stores	42 stores	44 stores
Thailand	11 in BMR 28 in UPC	11 in BMR 31 in UPC	11 in BMR 33 in UPC

Market position: Middle to high income market
Total saleable area: 497,000 sqm
Total rental area: 357,000 sqm

Significant focus on our SIGNATURE Categories



- Health & Beauty
- Luggage
- Unisex/ Denim
- Lingerie
- Kids



Everyday Good Value

AIRWALK
by **Payless**

Men/Women
995 Baht

Girl/Boys
795 Baht

MON
TUE
WED
THU
FRI
SAT
SUN

พิเศษยิ่งยี่สิบ
ลดสูงสุด
50%
ลองมันรับ
2,800.-

ROBINSON JEANS
NO.1 JEANS DESTINATION

28 G.A. - 17 N.S. 59

R
ROBINSON

Shoes

SCHOLL ซิ้อ 2 คู่
990.-
ซี้อ 1 คู่ 600.-

TEFAL
With 973 - 2,093.-

R
ROBINSON

Shoes

One Price
1,459.-

THAMES

Making retail more than just shopping

New services to drive footfall into our stores and increase dwell time:



claire's
Ear Piercing Service



- Ear-piercing
- Coffee Shop
- Mobile Charger
- Vending Machines
- Playland
- Fitness



Future expansion in 2016

Robinson NAKORNSRITHAM (Lifestyle Department Store)

Size	15,000SQM
Opening Date	28-JUL-2016



ROBINSON LIFESTYLE EAT • SHOP • PLAY

Robinson LOPBURI (Lifestyle mall)

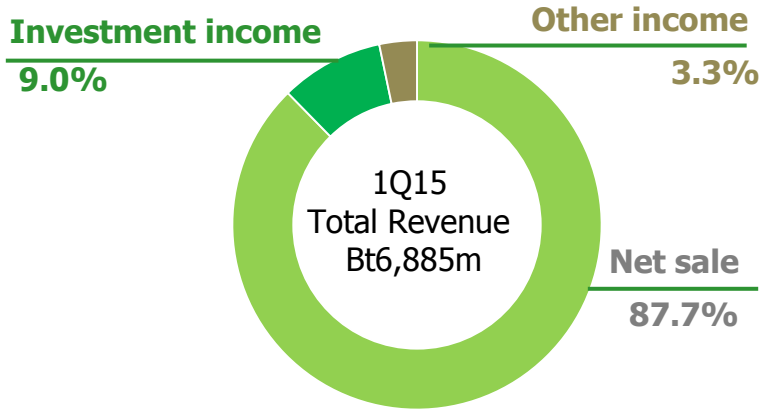
Size	32,000SQM
Opening Date	02-DEC-2016



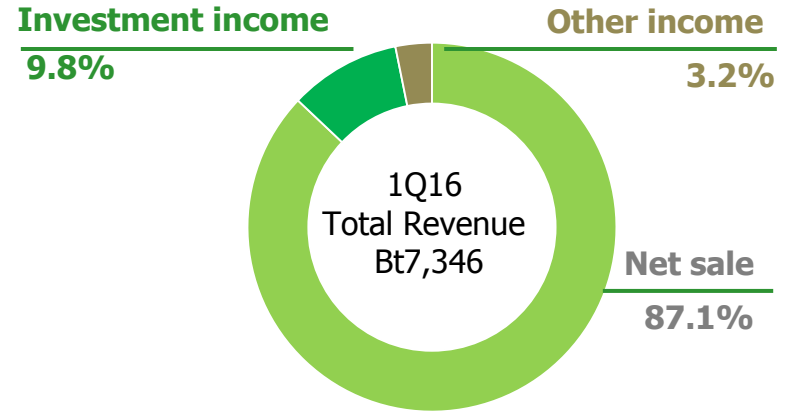
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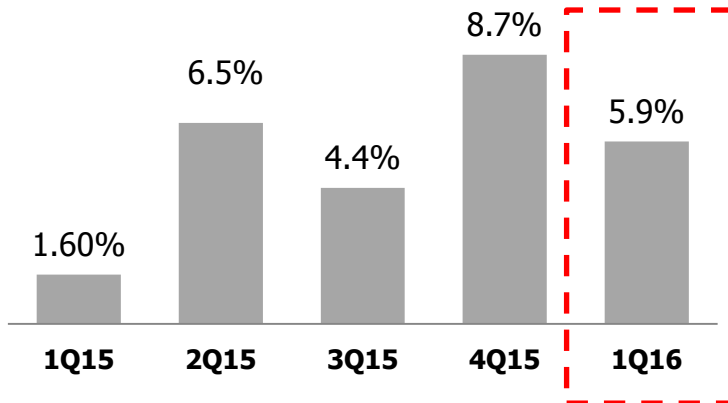
Total income (Bt m)



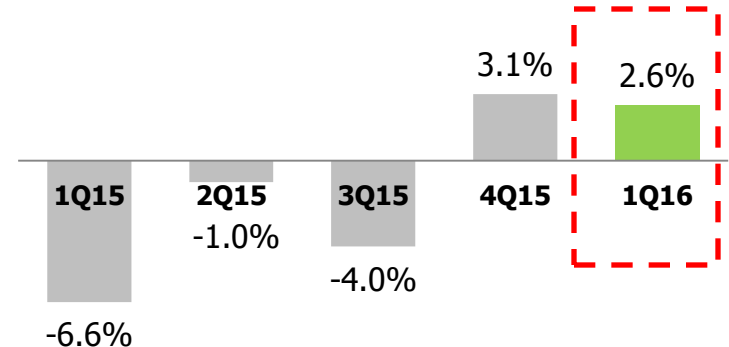
+6.7%
YoY



Total Store sale (%YOY)

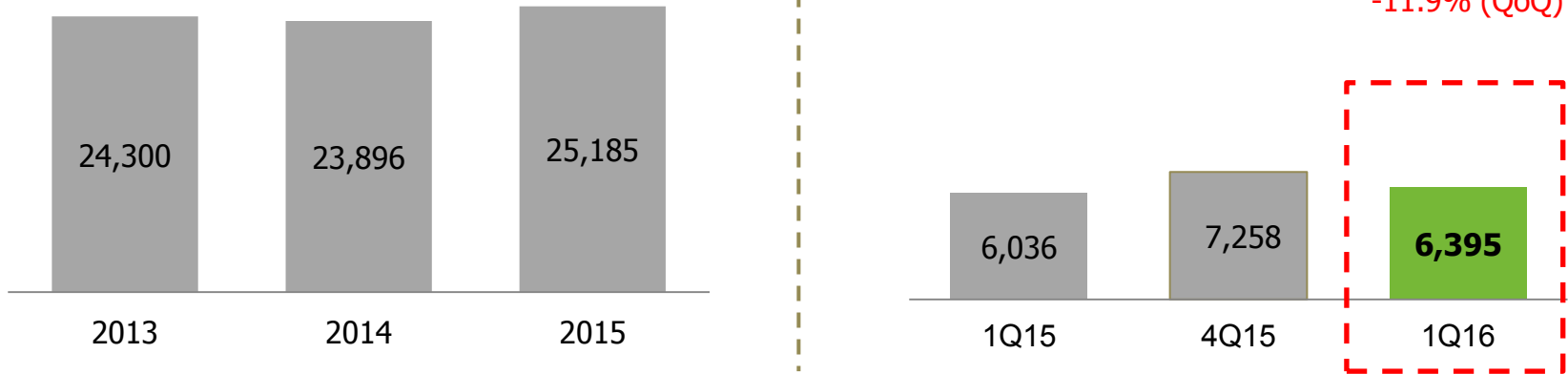


Same Store sale (%YOY)

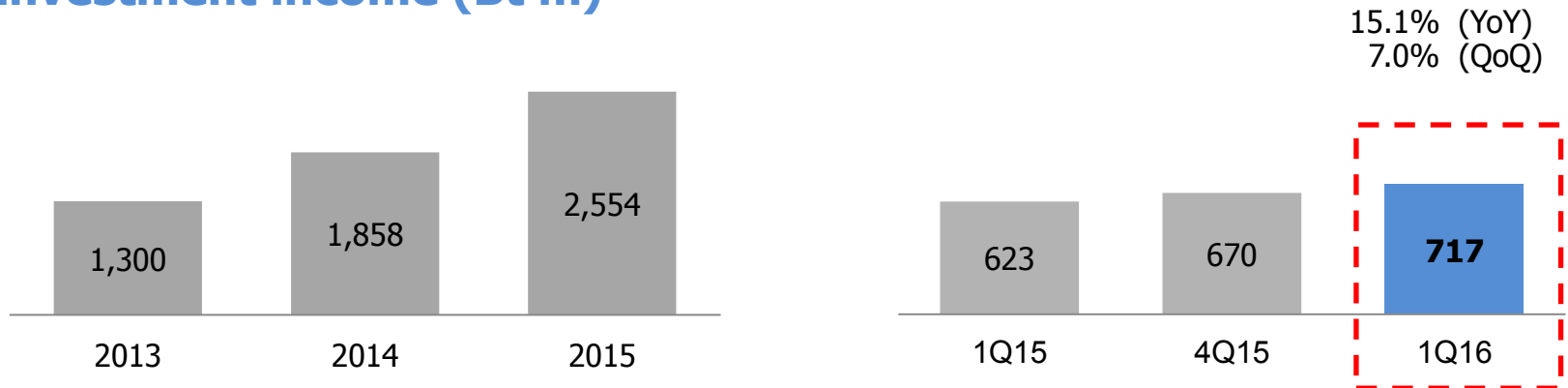


Net sale & Investment income (Bt m)

Net Sale (Bt m)

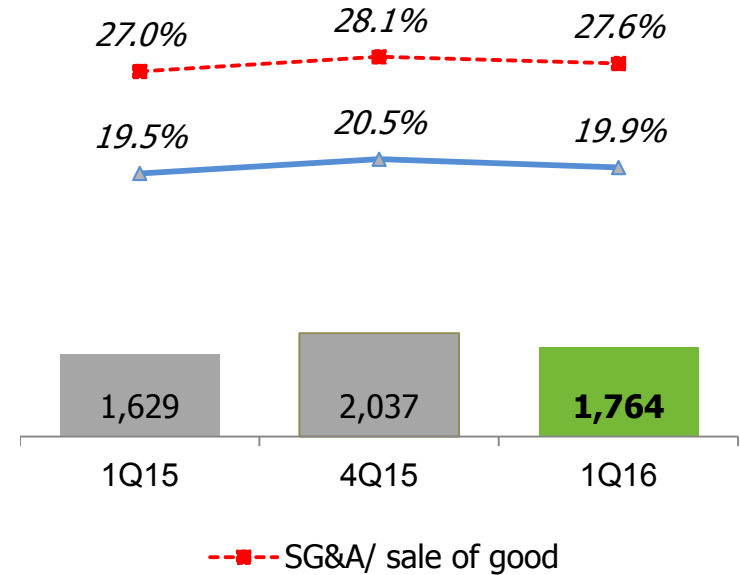
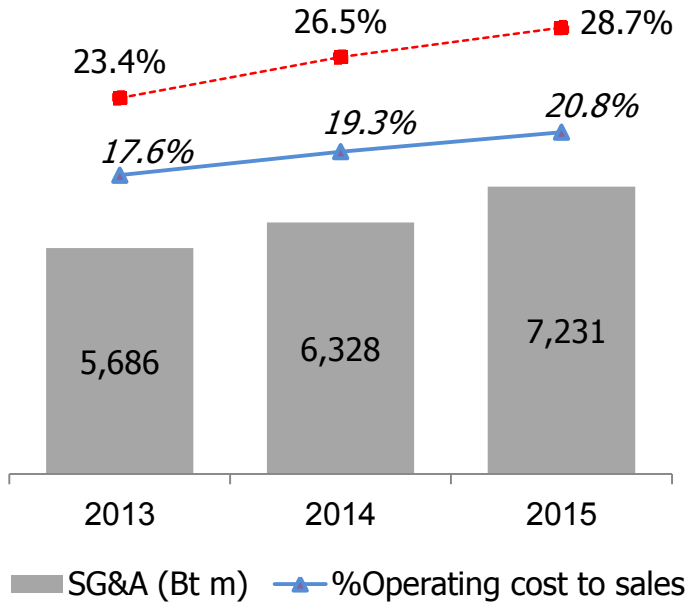


Investment income (Bt m)

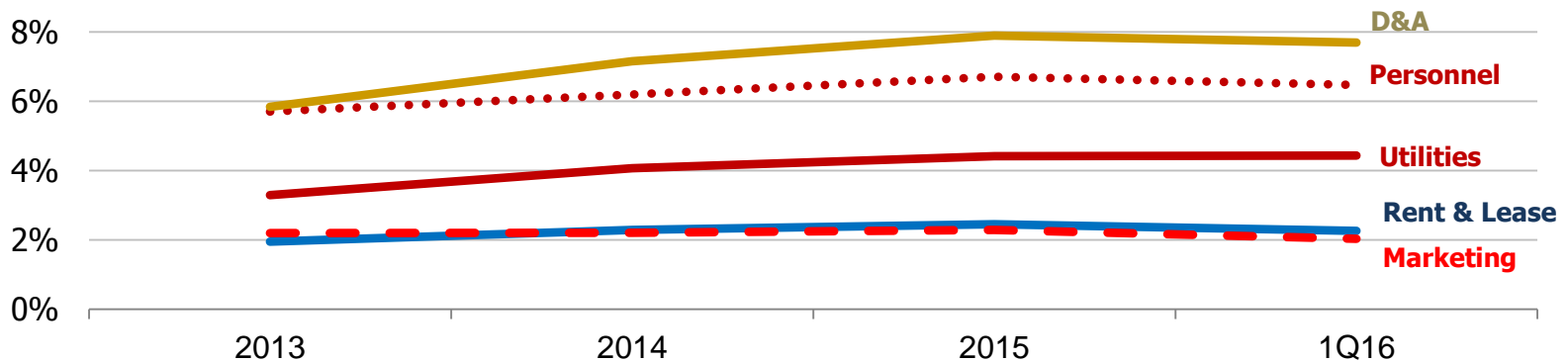


	2013	2014	2015	1Q16
Rental area (Sqm.)	234,000	310,000	357,000	357,000

SG&A vs. Operating Cost

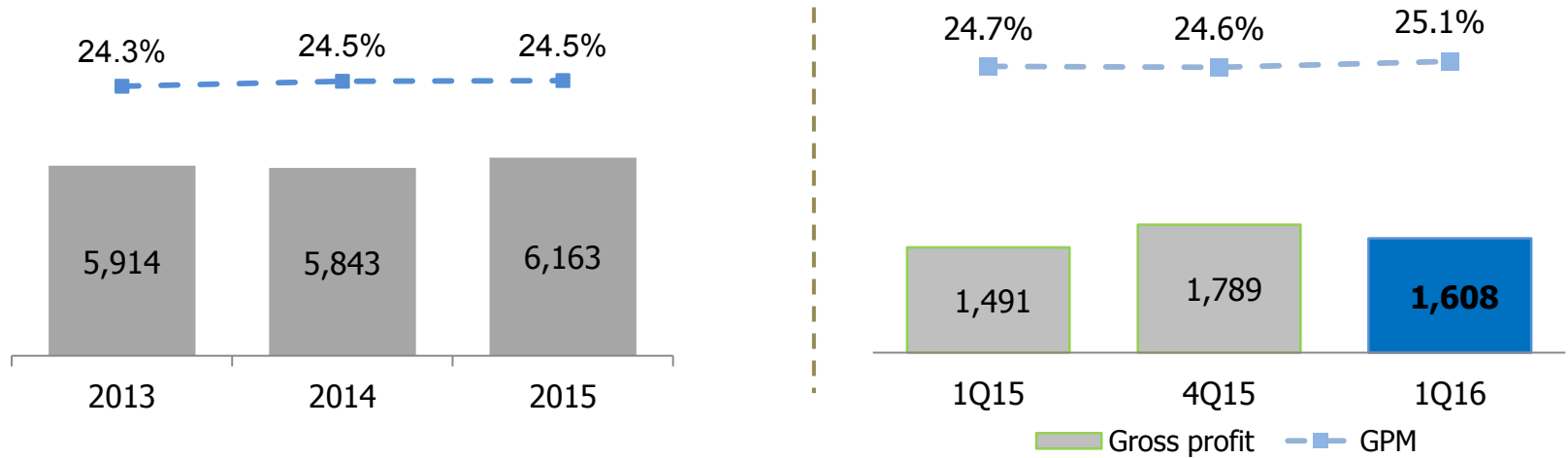


Historical %SG&A/Net sale (%)

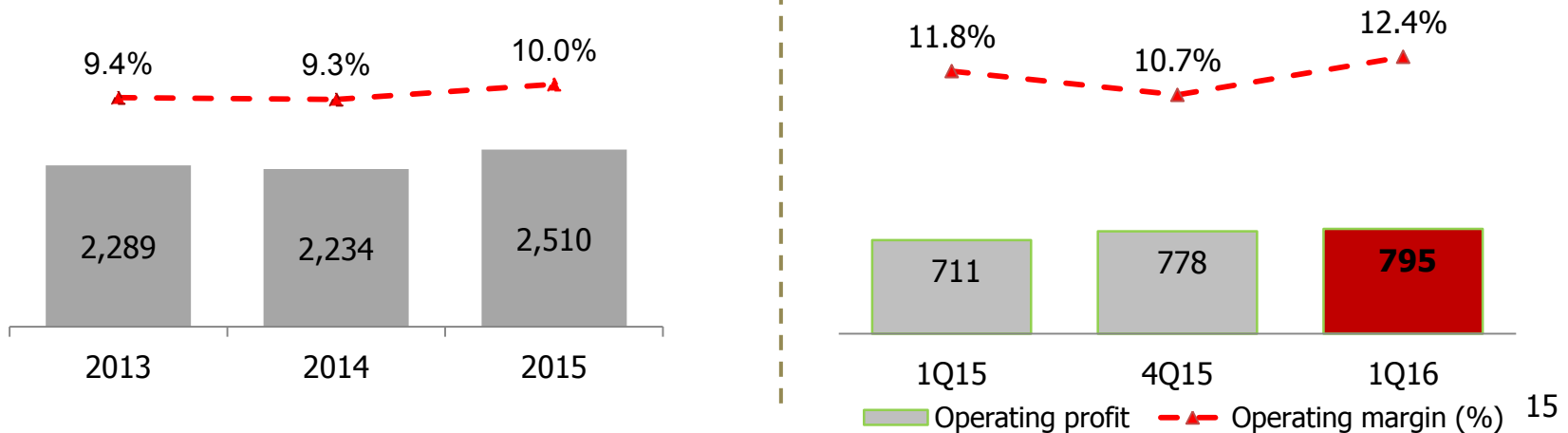


Gross profit and Operating profit (Bt m)

Gross profit (Bt m) and gross margin (%)

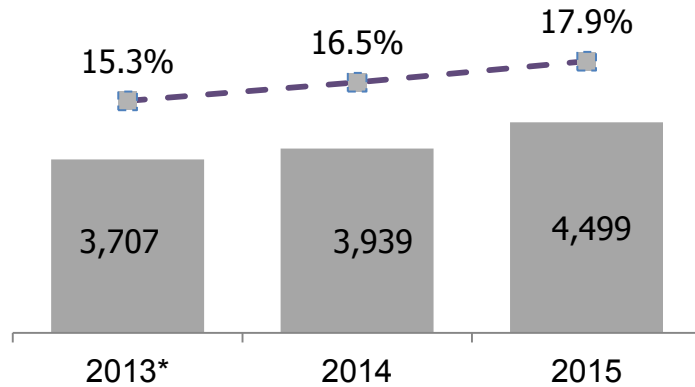


Operating profit (Bt m) and Operating margin (%)

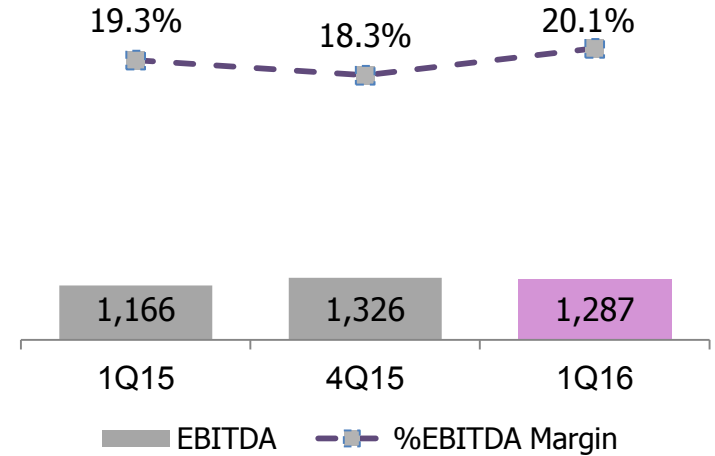


EBITDA and EBIT (Bt m)

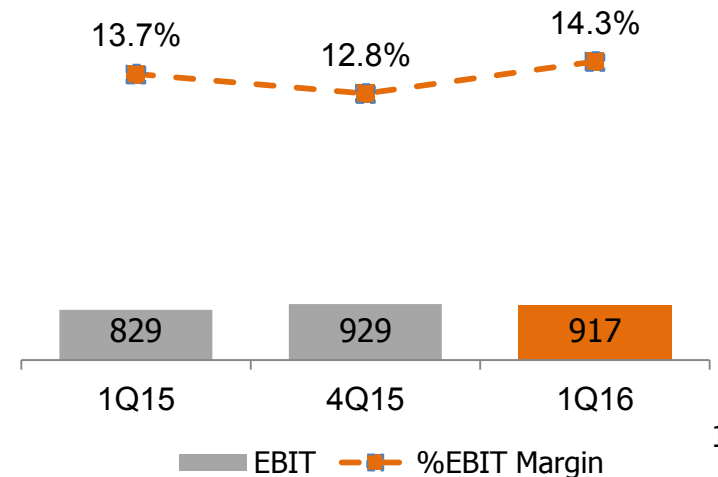
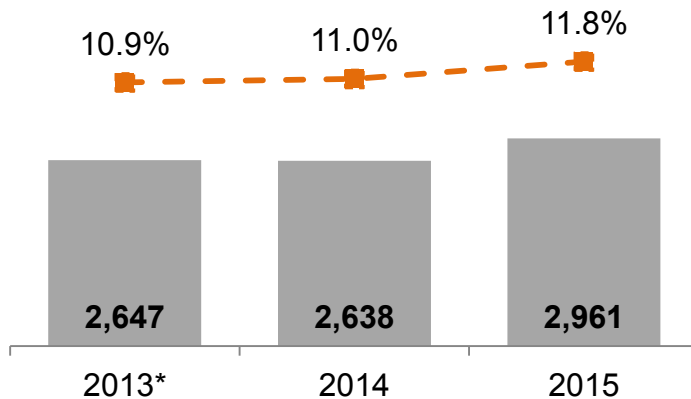
EBITDA (Bt m) and EBITDA margin (%)



EBITDA = EBIT + Depreciation and Amortization - non cash item (excluding share of net profit from associated)

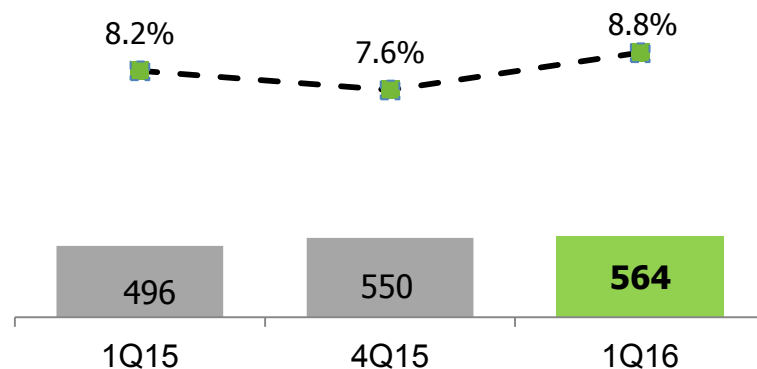
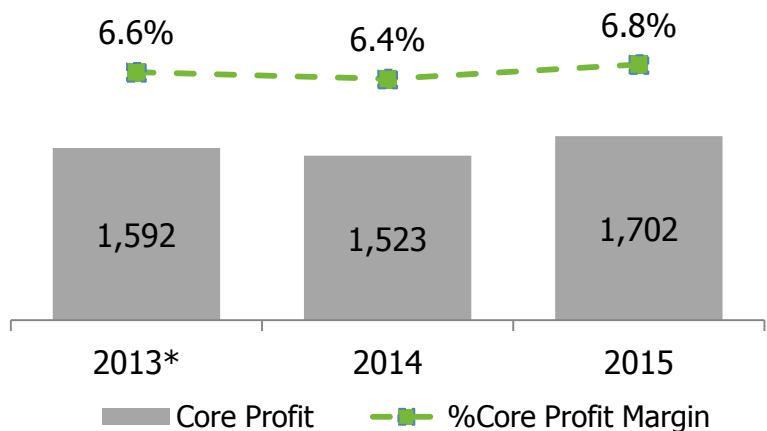


EBIT (Bt m) and EBIT margin (%)

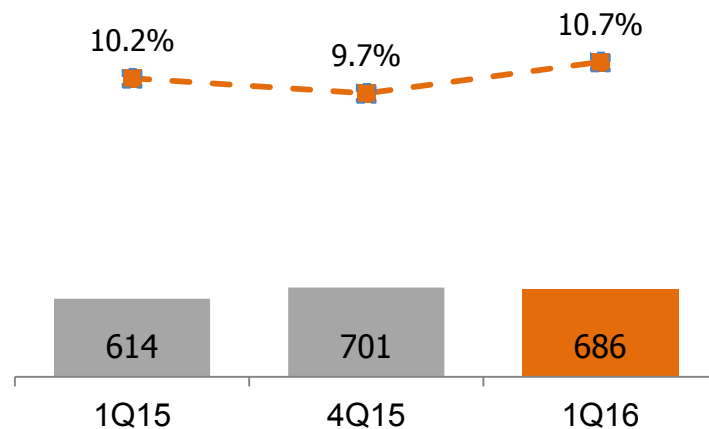
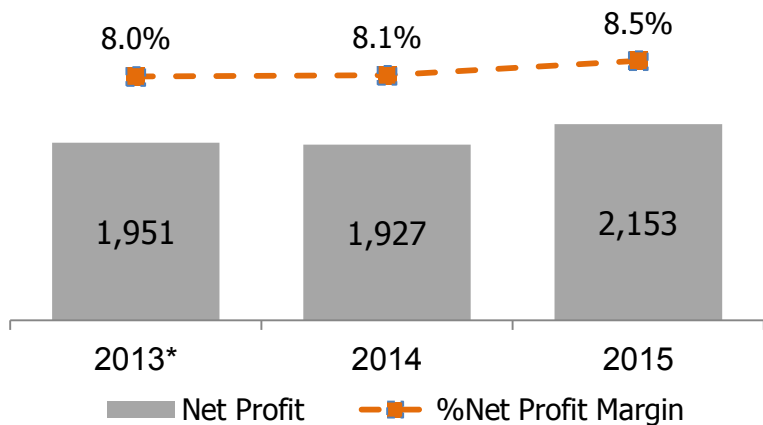


Core profit and Net profit

Core profit (Bt m) and Core profit margin (%)

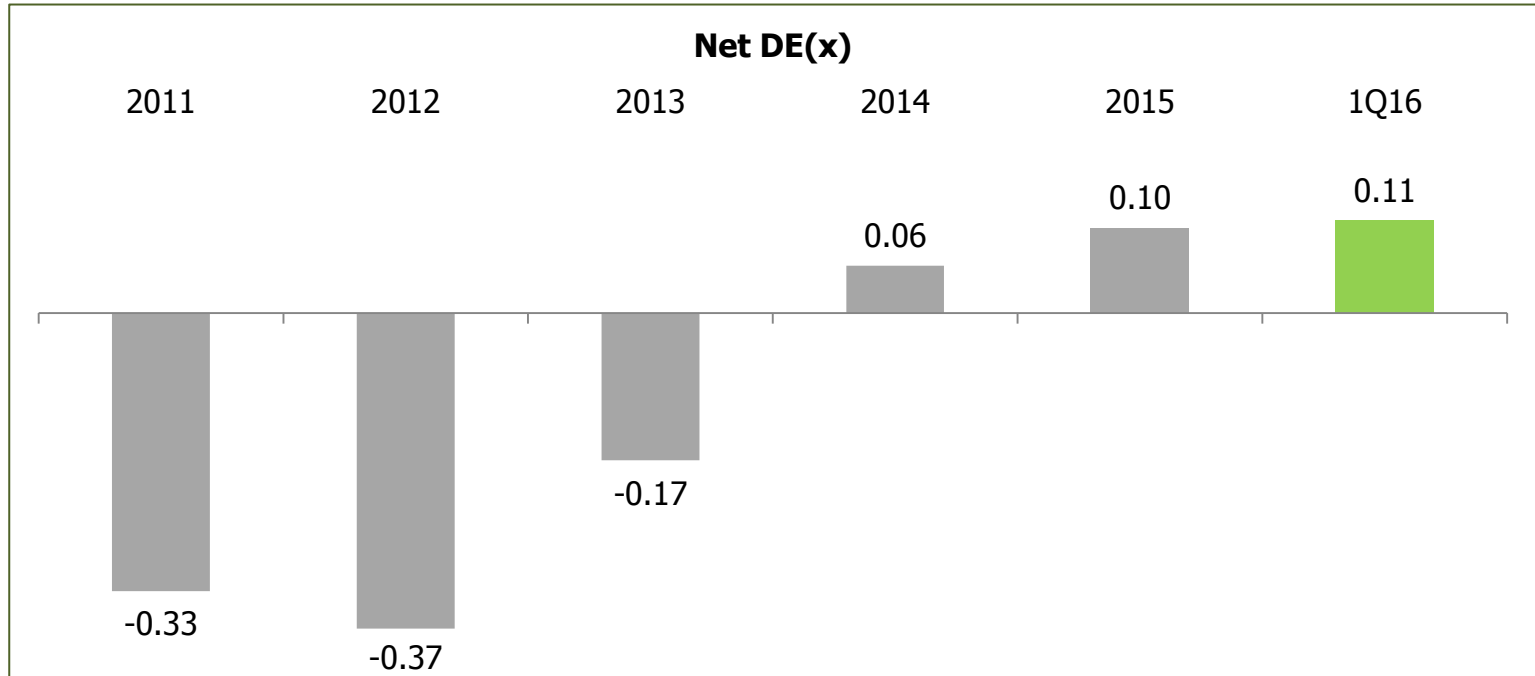


Net Profit (Bt m) and Net profit margin (%)



* 2013 excluded non-recurring items.

Strong Financial Position





Thank you

Investor Relations Department

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