



1Q 2026  
**Earnings Call and  
Analysts' Briefing**

21 May 2026



# Presenters



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Vice President for Business Development  
and Investor Relations



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# General rules

1. Please note that this call will be recorded. Recording of this Earnings Call will be shared upon request.
2. This Earnings Call will run for about half an hour with the first part allotted for a presentation and the second part for the Q&A.
3. Participants other than the speakers will be muted throughout the Call, unless recognized by the moderator.
4. For a convenient viewing experience, participants are advised to pin the shared presentation screen.
5. During the Q&A portion, participants may raise their questions and/or clarifications by clicking the 'Raise Hand' icon. Following the prompt, kindly allow the moderator to recognize you by name first before unmuting.



# 1Q 2026 Financial and Operational Highlights



Net sales increased by

**5.4%**

to PhP9.38 billion



Gross profit increased by

**7.0%**

to PhP2.03 billion



EBITDA increased by

**14.9%**

to PhP 474.66 million



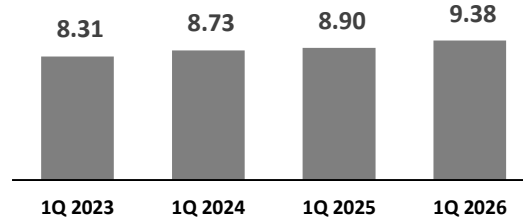
Net income increased by

**92.5%**

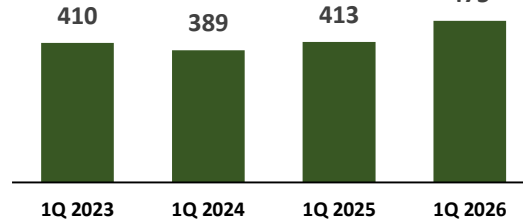
to PhP25.85 million

*vs. historical financials*

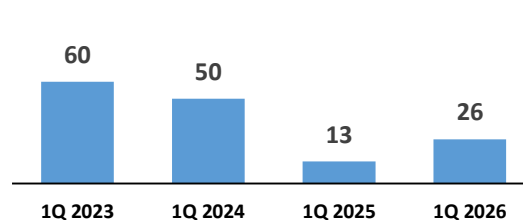
Net sales (PhP billions)



EBITDA (PhP millions)



Net income (PhP millions)



Total assets

**PhP23.68B**

Total equity

**PhP10.05B**



Store network

**81 stores**

*As of end-Mar 2026*

52 Supermarket  
17 Department store  
12 Hypermarket

Market perspective

(as of 31 March 2026)

Share price

**PhP 1.16**

Book value per share

**PhP 3.11**

Earnings per share

**PhP 0.008**

Market Capitalization

**PhP 3.75B**

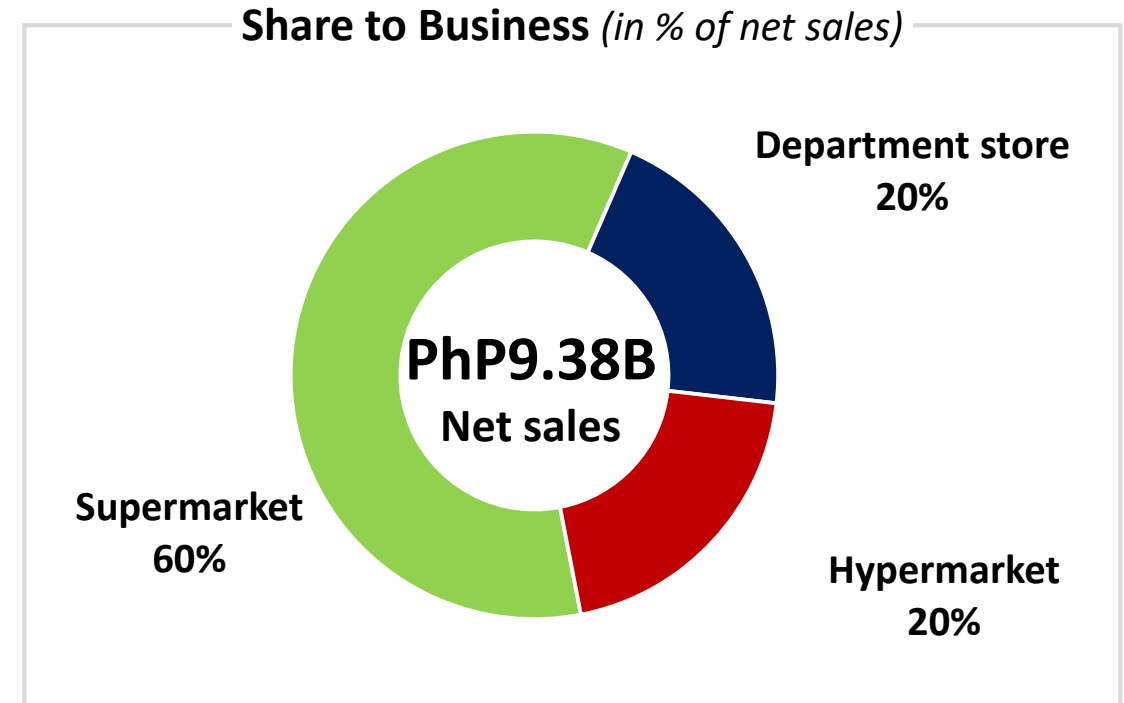
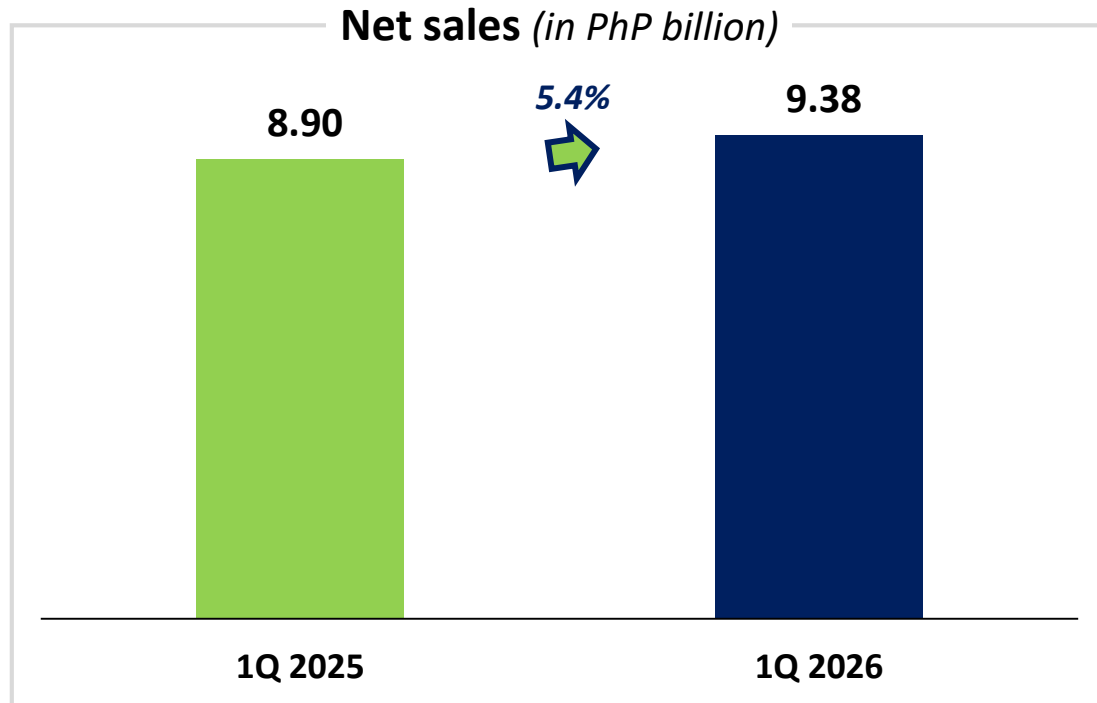
*As of 20 May 2026:*

*Market capitalization of PhP3.59B;*

*Share price closed at PhP1.11*



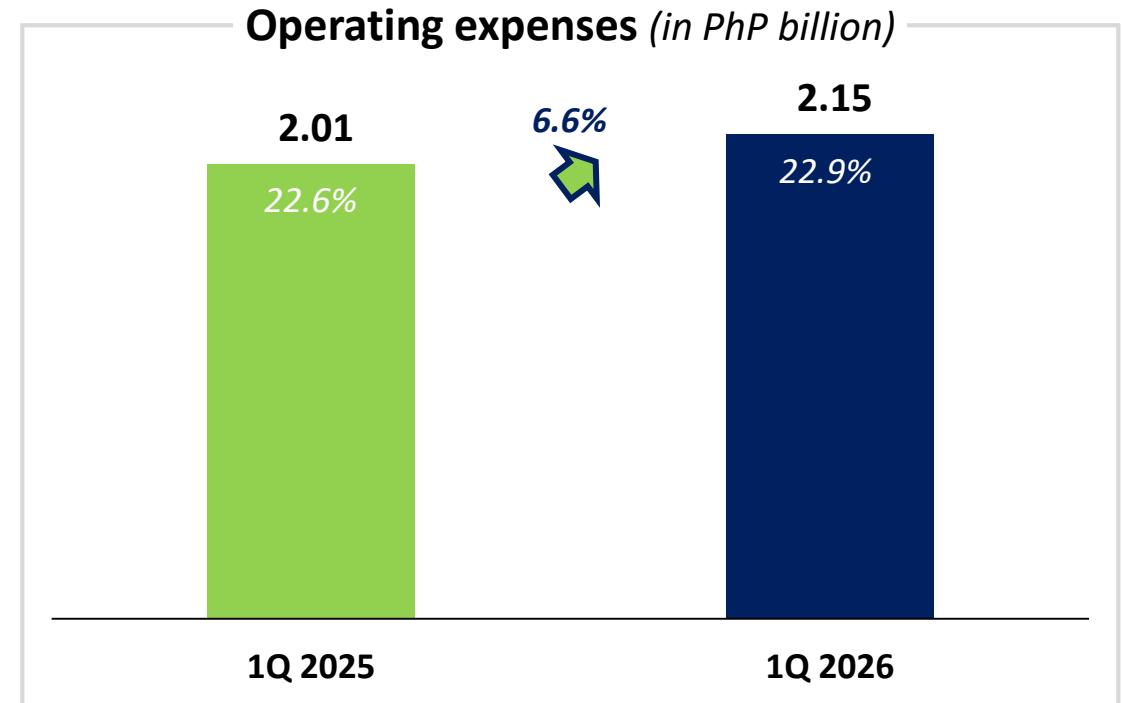
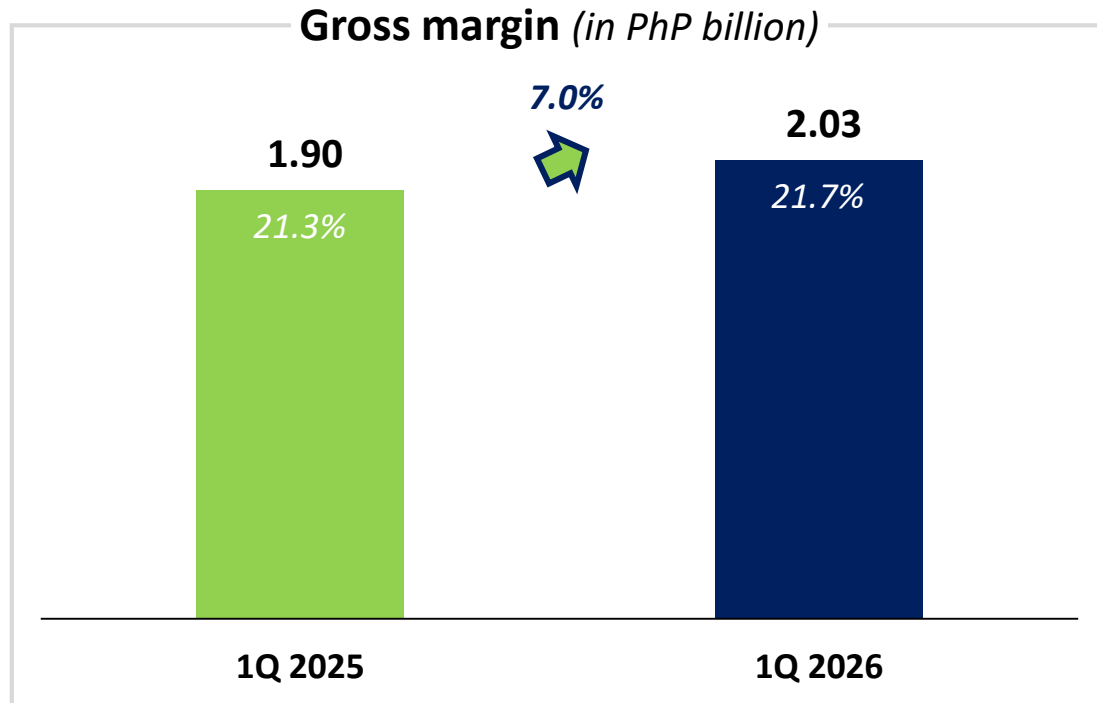
# Results of operations | Sales



- ❑ Net sales for the first quarter of 2026 increased as all major segments saw gains reflecting steady demand across core categories, with food retail remaining the primary driver (+6.3%), followed by general merchandise (+2.5%).
- ❑ Same-store sales recorded steady growth of 2.9%.



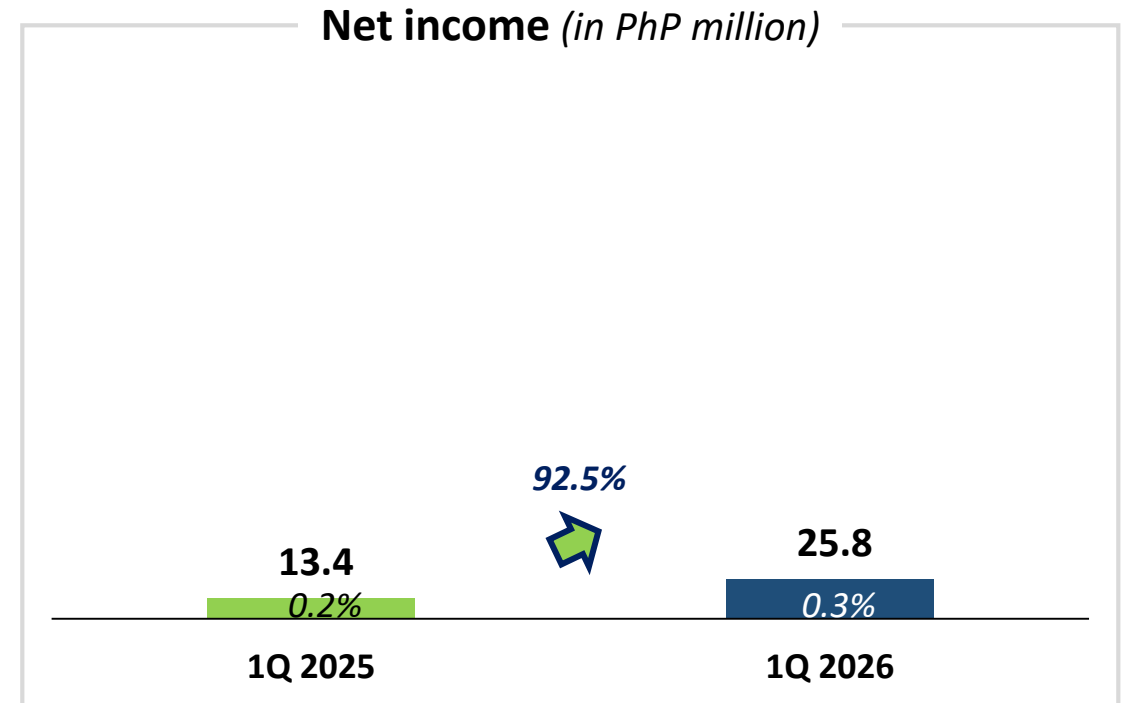
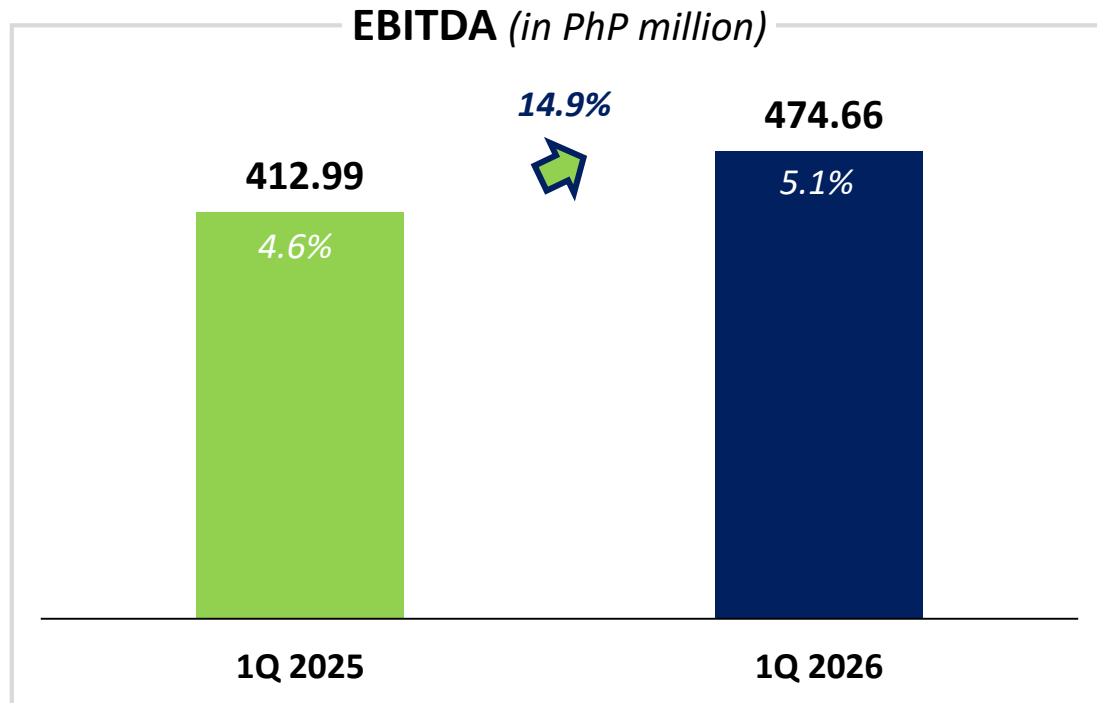
# Results of operations | Margin and Opex



- ❑ Gross profit grew by 7.0% while margin improved to 21.7% from 21.3% in the same period last year, driven by favorable category mix and stronger performance in the food retail segment.
- ❑ Operating expenses increased by 6.6% to PhP2.15 billion, mainly attributed to costs related to store expansion and the continued ramp-up of newly opened and renovated stores.



# Results of operations | EBITDA and Net Income

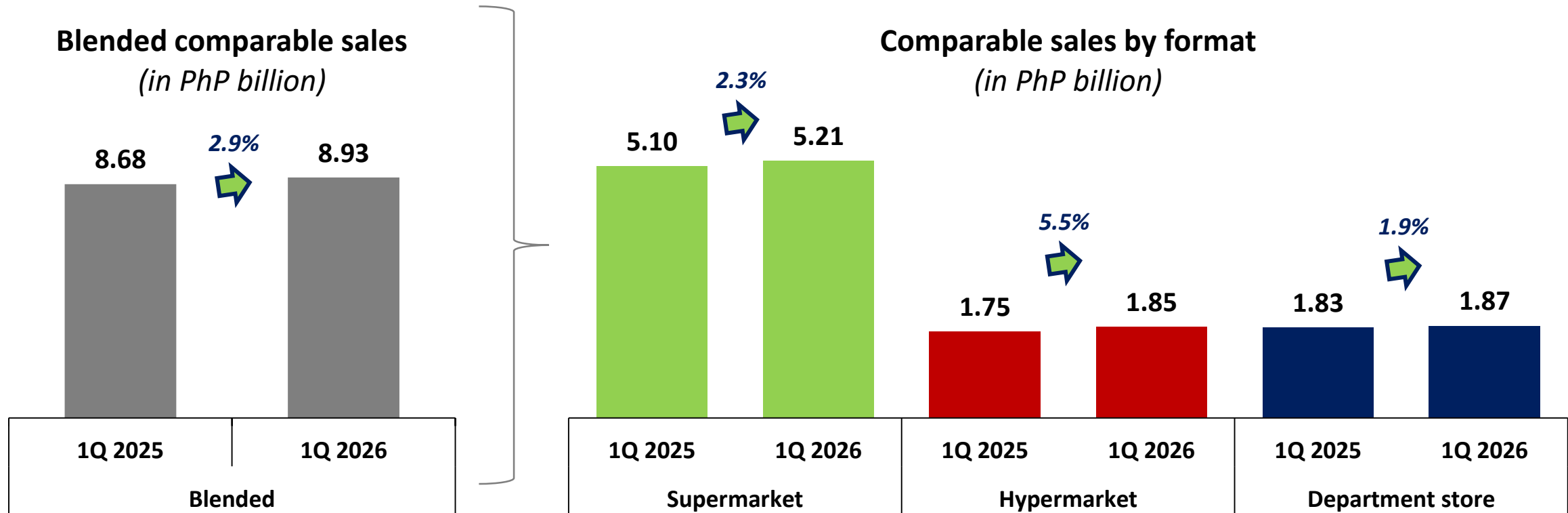


- ❑ As a result of the aforementioned growth in net sales and improvement gross margin EBITDA rose by 14.9%.
- ❑ Net income increased significantly over the same period last year supported by consolidated net sales growth.



# Results of operations | Comparable store sales

*Comparable sales grew across all formats*

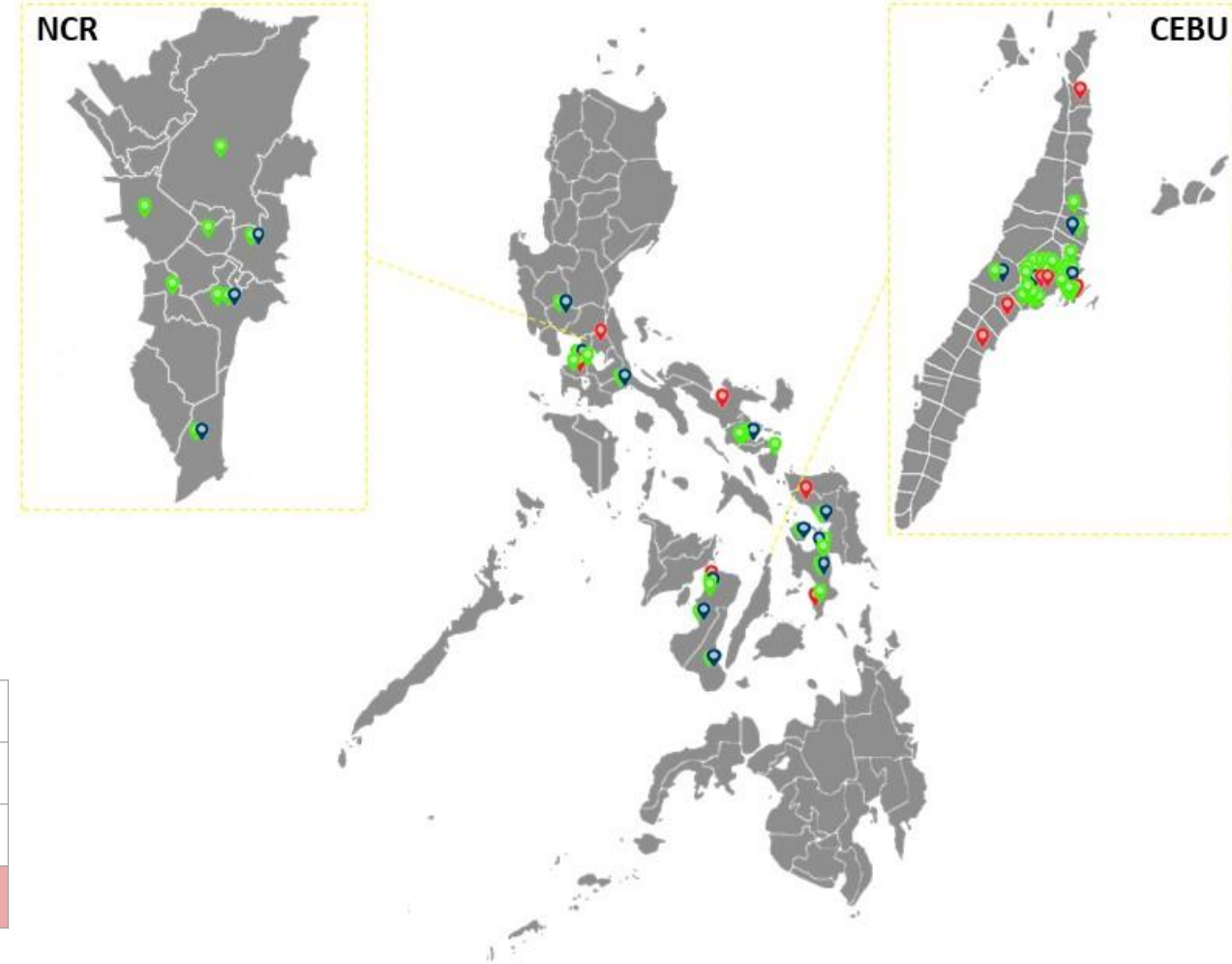
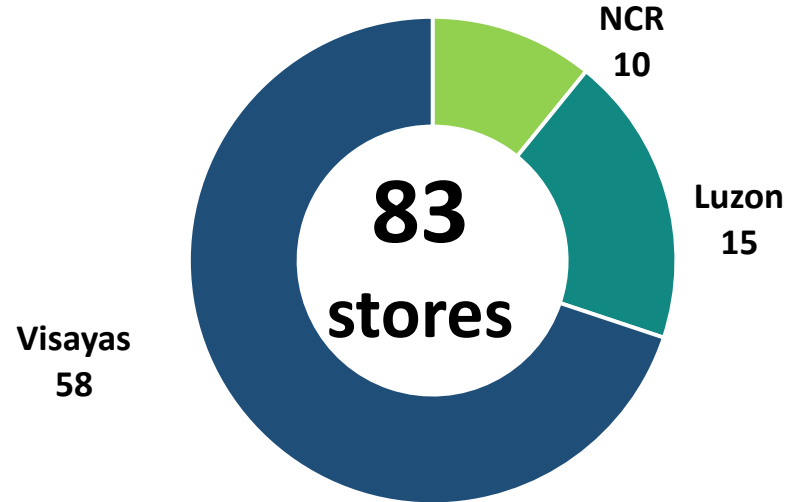


☐ The Company's blended comparable sales increased, driven by the growth across all three formats.



# MRSGI existing store network

Geographical composition of store network  
(as of 21 May 2026)



## 📍 Supermarket

NCR	8
Luzon	8
Visayas	37
<b>Total</b>	<b>53</b>

## 🏬 Department Store

NCR	2
Luzon	4
Visayas	12
<b>Total</b>	<b>18</b>

## 🛒 Hypermarket

NCR	-
Luzon	3
Visayas	9
<b>Total</b>	<b>12</b>



# MRSGI network expansion:

## *Opened Metro Supermarket in Lapu-lapu City, Cebu | March 2026*





# MRSGI network expansion: *Recently opened Metro Naval in Biliran | May 15, 2026*



# MRSGI business expansion:

## *MRSGI strategic partnership ceremony with Generika (March 17, 2026)*

MRSGI is expanding the role of its stores in everyday life through a new partnership with Generika Drugstore, bringing affordable medicines and basic healthcare services closer to Filipino communities.

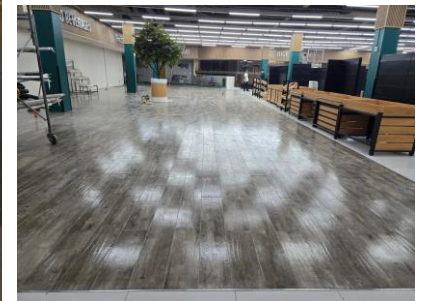
As part of its continued commitment to convenience, accessibility, and value, MRSGI will introduce Generika Drugstore branches within select Metro Retail locations nationwide. The initiative reflects the company's broader goal of making essential products and services more accessible through a single, convenient shopping destination.





# MRSGI network expansion: *Soon to open | Metro Supermarket in Banilad, Mandaue City*

*Through a partnership with Cebu Landmasters Inc. (CLI), Metro Supermarket is set to anchor the upcoming Astra Lifestyle Centre.*





# Key financial indicators

<i>Currency: PhP million</i>	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	1Q 2026
<b>Financial highlights</b>											
Net sales	34,411	35,016	33,050	36,790	31,286	31,211	38,102	38,273	39,617	41,556	9,380
EBITDA	1,547	1,877	1,781	2,785	1,273	1,220	2,680	2,167	2,337	2,629	475
Net income	789	977	965	776	(450)	(318)	917	618	609	683	26
<b>Financial soundness indicator</b>											
Current Ratio	2.14	2.41	2.01	1.47	1.45	1.71	2.34	2.04	1.62	1.61	1.70
Debt to Equity Ratio	-	-	-	-	0.18	0.18	0.33	0.30	0.28	0.37	0.29
Net Debt to Equity Ratio	(0.46)	(0.47)	(0.41)	(0.31)	(0.09)	(0.02)	(0.24)	(0.14)	0.04	0.12	0.20
Earnings per share (PhP)	0.23	0.28	0.28	0.23	(0.13)	(0.09)	0.28	0.19	0.19	0.21	0.01
Earnings per share – TTM (PhP)											0.22
<b>Stock data</b>											
Share price (PhP) – EOP	4.05	3.90	2.49	2.11	1.50	1.44	1.41	1.27	1.20	1.15	1.16
Market capitalization – EOP	13,889	13,375	8,539	7,236	5,144	4,833	4,628	4,125	3,891	3,720	3,752
<b>Valuation metrics (EOP)</b>											
P/B ratio	1.94	1.68	0.98	0.78	0.60	0.60	0.51	0.44	0.41	0.37	0.37
P/E ratio	17.61	13.93	8.89	9.17	(11.54)	(16.00)	5.04	6.68	6.32	5.48	5.52*
P/E ratio – TTM											5.37
EV/Sales – TTM	0.31	0.28	0.15	0.12	0.14	0.15	0.06	0.07	0.10	0.10	0.14
EV/EBITDA – TTM	6.84	5.15	2.77	1.55	3.45	3.82	0.91	1.30	1.78	1.61	2.14

Note:  
\*Using 2025 EPS

# Q&A





# Investor Relations Office

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# Annex: **Financial Statements**



# Statement of Comprehensive Income

METRO RETAIL STORES GROUP, INC. AND SUBSIDIARY

UNAUDITED INTERIM CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

	For the Three-Months Period ended March 31	
	2026 (Unaudited)	2025 (Unaudited)
<b>REVENUE</b>		
Net sales (Note 15)	₱9,380,236,381	₱8,899,102,073
Rentals (Note 22)	96,912,274	103,735,326
	9,477,148,655	9,002,837,399
<b>COSTS AND EXPENSES</b>		
Cost of sales (Note 17)	7,349,260,575	7,001,746,059
Operating expenses (Note 18)	2,145,558,884	2,013,173,865
	9,494,819,459	9,014,919,924
<b>OTHER INCOME (CHARGES) (Note 16)</b>		
Interest and other income	182,448,902	147,319,340
Finance costs	(130,236,479)	(120,007,303)
	52,212,423	27,312,037
<b>INCOME BEFORE INCOME TAX</b>	34,541,619	15,229,512
<b>PROVISION FOR INCOME TAX (Note 21)</b>		
Current	45,535,317	41,056,452
Deferred	(36,839,719)	(39,214,511)
	8,695,598	1,841,941
<b>NET INCOME</b>	25,846,021	13,387,571
<b>OTHER COMPREHENSIVE INCOME</b>		
<i>Not to be reclassified to profit or loss</i>		
Remeasurement gains (losses) on defined benefit obligation	-	-
Income tax effect	-	-
	-	-
<b>TOTAL COMPREHENSIVE INCOME</b>	₱25,846,021	₱13,387,571
<b>Basic/Diluted Earnings Per Share (Note 23)</b>	₱0.008	₱0.004



# Statement of Financial Position

## METRO RETAIL STORES GROUP, INC AND SUBSIDIARY

### UNAUDITED INTERIM CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

AS AT MARCH 31, 2026

(With Comparative Audited Figures as at December 31, 2025)

	March 31, 2026 (Unaudited)	December 31, 2025 (Audited)
<b>ASSETS</b>		
<b>Current Assets</b>		
Cash and cash equivalents (Notes 3 and 25)	₱864,999,791	₱2,485,143,661
Short-term investments (Notes 4 and 25)	150,000,000	150,000,000
Receivables (Notes 5 and 25)	1,031,048,488	1,397,587,185
Merchandise inventories (Note 6)	6,865,606,881	6,575,303,686
Other current assets (Notes 7 and 25)	560,978,651	568,033,662
<b>Total Current Assets</b>	<b>9,472,633,811</b>	<b>11,176,068,194</b>
<b>Noncurrent Assets</b>		
Property and equipment (Note 8)	8,814,137,141	8,643,786,538
Right-of-use ("ROU") assets (Note 22)	3,953,663,266	3,840,141,521
Deferred tax assets - net (Note 21)	535,764,121	498,924,403
Other noncurrent assets (Notes 9 and 25)	905,956,734	940,280,628
<b>Total Noncurrent Assets</b>	<b>14,209,521,262</b>	<b>13,923,133,090</b>
<b>TOTAL ASSETS</b>	<b>₱23,682,155,073</b>	<b>₱25,099,201,284</b>
<b>LIABILITIES AND EQUITY</b>		
<b>Current Liabilities</b>		
Trade and other payables (Notes 10 and 25)	₱4,794,772,881	₱5,402,370,447
Contract liabilities (Note 11)	96,460,524	122,667,863
Income tax payable	52,189,833	51,769,296
Short-term loans payable (Note 12)	-	700,000,000
Loans payable – current portion (Note 12)	473,611,111	489,236,111
Lease liabilities - current portion (Notes 22 and 25)	141,701,077	182,564,725
<b>Total Current Liabilities</b>	<b>5,558,735,426</b>	<b>6,948,608,442</b>
<b>Noncurrent Liabilities</b>		
Lease liabilities – net of current portion (Notes 22 and 25)	5,101,133,232	5,058,478,598
Loans payable – net of current portion (Note 12)	2,398,976,074	2,516,638,035
Retirement benefit obligation (Note 19)	542,513,092	535,868,507
Other noncurrent liabilities (Notes 13 and 25)	30,286,596	14,721,133
<b>Total Noncurrent Liabilities</b>	<b>8,072,908,994</b>	<b>8,125,706,273</b>
<b>Total Liabilities</b>	<b>13,631,644,420</b>	<b>15,074,314,715</b>
<b>Equity</b>		
Capital stock (Note 14)	3,429,375,000	3,429,375,000
Additional paid-in capital (Note 14)	2,455,542,149	2,455,542,149
Treasury stock (Note 14)	(270,375,363)	(270,153,426)
Retained earnings (Note 14)	4,314,762,986	4,288,916,965
Share-based equity (Note 14)	14,237,523	14,237,523
Remeasurement gain on defined benefit obligation (Note 19)	106,968,358	106,968,358
<b>Total Equity</b>	<b>10,050,510,653</b>	<b>10,024,886,569</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>₱23,682,155,073</b>	<b>₱25,099,201,284</b>



# Statement of Cash Flows

METRO RETAIL STORES GROUP, INC. AND SUBSIDIARY  
UNAUDITED INTERIM CONSOLIDATED STATEMENTS OF CASH FLOWS

	For the Three-month Periods Ended March 31	
	2026	2025
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Income before income tax	₱34,541,619	₱15,229,512
Adjustments for:		
Depreciation and amortization - PPE (Note 8)	206,027,755	188,619,037
Finance costs (Note 16)	130,236,479	120,007,303
Amortization of leasehold rights (Note 9)	1,164,773	–
Depreciation - ROU assets (Note 22)	110,966,278	99,449,202
Retirement benefits costs (Note 19)	20,301,495	19,735,244
Provision for expected credit losses and write-off of receivables (Note 18)	–	42,828
Loss on retirement/disposal of fixed assets (Note 16)	542,284	66
Foreign currency exchange gains (Note 16)	(234,137)	(1,722,394)
Gain on lease modifications (Notes 16 and 22)	(157,206,212)	(119,871,038)
Interest income (Note 16)	(8,255,662)	(10,295,726)
Operating income before working capital changes	338,084,672	311,194,034
Decrease (increase) in:		
Receivables	365,306,764	475,167,491
Merchandise inventories	(290,303,194)	(339,156,821)
Other current assets	47,407,217	(58,370,863)
Increase (decrease) in:		
Trade and other payables	(602,070,332)	(763,266,845)
Contract liabilities	(26,207,339)	(17,862,323)
Other current liabilities	15,565,463	1,644,046
Cash flows used in operations	(152,216,749)	(390,651,281)
Income tax paid	(85,466,987)	(96,951,300)
Interest received	9,487,595	10,999,716
Retirement benefits paid	(13,656,910)	(1,194,375)
Net cash used in operating activities	(241,853,051)	(477,797,240)
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Acquisition of property and equipment (Note 8)	(361,300,438)	(355,028,036)
Decrease in short-term investments	–	98,718,676
Interest from financial asset at FVOCI (Note 9)	1,562,500	–
Decrease (increase) in other noncurrent assets	15,976,416	(142,757,147)
Net cash used in investing activities	(343,761,522)	(399,066,507)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Proceeds from loan availment (Note 12)	–	250,000,000
Purchase of treasury stocks (Note 14)	(221,937)	(216,377)
Payment of:		
Loans payable (Note 12)	(834,027,778)	(318,402,778)
Lease liabilities (Note 22)	(149,854,448)	(150,496,637)
Interest	(50,659,271)	(38,046,796)
Net cash used in financing activities	(1,034,763,434)	(257,162,588)
<b>NET DECREASE IN CASH AND CASH EQUIVALENTS</b>	<b>(1,620,378,007)</b>	<b>(1,134,026,335)</b>
EFFECT OF CHANGES IN FOREIGN EXCHANGE RATE (Note 16)	234,137	1,722,394
<b>CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR</b>	<b>2,485,143,661</b>	<b>2,299,422,529</b>
<b>CASH AND CASH EQUIVALENTS AT END OF YEAR (Note 3)</b>	<b>₱864,999,791</b>	<b>₱1,167,118,588</b>



# Press release



MEDIA RELEASE

May 14, 2026

## **Metro Retail posts 5.4% sales growth in Q1 2026; net income surges on improved margins**

14 May 2026, Manila, Philippines – Metro Retail Stores Group, Inc. (MRSGL) delivered a robust start to 2026, reporting a consolidated net income after tax of PhP25.8 million for the first quarter – a significant 92.5% increase over the same period last year. This earnings surge was supported by consolidated net sales of PhP9.38 billion, representing a 5.4% year-on-year growth.

All major segments saw gains reflecting steady demand across core categories, with food retail remaining the primary driver (+6.3%), followed by general merchandise (+2.5%). Same-store sales also recorded steady growth of 2.9%.

Gross margin improved to 21.7% from 21.3% in the same period last year, driven by favorable category mix and stronger performance in the food retail segment.

Operating expenses increased by 6.6% to PhP2.15 billion, mainly attributed to costs related to store expansion, network scaling, and the continued ramp-up of newly opened and renovated stores. As a result, EBITDA rose 14.9% to PhP474.7 million.

MRSGL continues to enhance its in-store ecosystem through strategic partnerships. During the period, the Company launched the pilot rollout of Generika Drugstore within select Metro Retail locations, further strengthening its strategy of integrating essential services into its retail network. The first two pilot stores are in Ayala Feliz and Tagaytay, while MRSGL plans to open a dozen more by the end of the year.

"MRSGL delivered a steady start to 2026, supported by continued sales growth and improved margins across our core categories," said Joselito G. Orense, President and COO. "During the quarter, we continued to strengthen our network in key growth areas, while managing costs and improving operational efficiency. These results reflect the sustained efforts of our teams on the ground as we build scale and expand our reach nationwide."

*To date, Metro Retail operates a total of 81 branches across Luzon and the Visayas under the formats Metro Supermarket, Metro Department Store, Super Metro Hypermarket, Metro Value Mart, and Metro Home Improvement and Lifestyle. In line with its commitment to sustainable growth and strong corporate governance, MRSGL continues to expand its retail network.*

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