

## **SSI Group, Inc. 9 Months 2018 Results**

- 3<sup>rd</sup> quarter revenues of P4.5B, an increase of 10.3% y-o-y, driven by strong same store sales growth of 12.9%
- YTD September 2018 revenues of P13.8B, a y-o-y increase of 10.5%
- 3<sup>rd</sup> quarter core recurring income of P135m, a y-o-y increase of 15.2%
- 3<sup>rd</sup> quarter net income of P85m, a y-o-y increase of 25.3%
- YTD September net income at P368m, a 7.7% y-o-y increase

SSI Group, Inc., the country's largest specialty store retailer, experienced robust sales during the third quarter of the year with sales at P4.5 Billion, an increase of 10.3% over the same period last year.

For the first nine months of the year the Group generated total sales of P13.8 Billion, an increase of 10.5% over the same period last year.

Revenue growth was driven by strong same store sales growth, with SSG for the 3<sup>rd</sup> quarter at 12.9% and SSG for the first nine months of the year at 12.0%.

The Group also saw an improvement in gross profit margins during the 3<sup>rd</sup> quarter of the year with gross profit margin at 43.9%, a 150 basis points increase as against the first half of 2018.

The Group's healthy 3<sup>rd</sup> quarter top line growth combined with gross profit margin improvements and a rationalized expense base resulted in 3<sup>rd</sup> quarter core recurring income of P135m, a y-o-y increase of 15.2%. While 3<sup>rd</sup> quarter net income was at P85m, a y-o-y increase of 25.3%.

For the first nine months of the year, the Group generated core recurring income of P435 million and net income of P368 million.

"The Group posted strong 3<sup>rd</sup> quarter results driven by resilient mid and high end discretionary spending as well as by the firming up of gross profit margins. Within a more volatile macro economic environment the Group continues to benefit from the strength of its brand portfolio and its store network and from the work that we have put into optimizing our expense base." Said Anthony T. Huang, President of SSI Group, Inc.

The SSI Group maintains a portfolio of 95 brands, which includes many of the world's most recognizable brands, and a store network that is located in prime retail locations nationwide. Through its superior brand portfolio and store network the Group is able to cater to its customers' passions for well-curated lifestyles and to support the Group's mission to enhance the lifestyles of Filipino consumers.

The Group's store network also includes e-commerce properties [lacoste.com.ph](http://lacoste.com.ph), [gap.com.ph](http://gap.com.ph), [payless.ph](http://payless.ph), [beautybar.com.ph](http://beautybar.com.ph), [158db.com.ph](http://158db.com.ph) and [superga.ph](http://superga.ph).