

REGENT TRAVEL RETAIL GROUP

SALES SUMMARIES COMPARATIVE

STORE		CURRENT YEAR		LAST YEAR				PRE-PANDEMIC			
		01/01/2024 To 11/30/2024		01/01/2023 To 11/30/2023		Inc / Dec %		01/01/2019 To 11/30/2019		Inc / Dec %	
		SALES	GP	SALES	GP	SALES	GP	SALES	GP	SALES	GP
FOOD, CONVENIENCE & GIFTING											
1 WH SMITH NAIA T1 DEP	1	106,035,970	64,465,987	72,813,727	40,460,725	45.6%	59.3%				
2 WH SMITH T3 INTL (S12)	2	57,895,621	34,583,759	40,597,347	22,861,657	42.6%	51.2%	26,310,897	15,803,999	120.0%	118.8%
3 SPACE38 CSP2 T3	3	55,358,503	30,511,931	46,077,012	22,987,310	20.1%	32.7%	44,891,502	19,921,422	23.3%	53.1%
4 AIRMALL T3 DOM	4	49,406,300	32,912,543	46,090,393	28,757,296	7.1%	14.4%	45,501,318	21,348,948	8.5%	54.1%
5 THE SHOPPES CSP1	5	45,262,714	24,141,450	48,620,015	22,913,185	-6.9%	5.3%	79,477,991	32,529,164	-43.0%	-25.7%
6 WH SMITH CEBU T2 DEP	6	39,659,213	27,269,601	60,117,807	40,427,657	-34.0%	-32.5%	69,388,054	44,551,830	-42.8%	-38.7%
7 CSP PITX	7	31,053,056	10,106,961	23,906,312	7,110,950	29.8%	42.1%				
8 WH SMITH CEBU T1 NRTH WIN	8	19,259,229	13,220,241	14,343,275	9,650,049	34.2%	36.9%				
9 WH SMITH CEBU T1 DDL	9	11,483,271	7,817,209	14,720,741	9,804,207	-21.9%	-20.2%	5,068,603	3,080,399	126.5%	153.7%
10 WH SMITH NAIA T3 BUS GATE	10	7,886,531	5,346,625	10,040,338	6,471,483	-21.4%	-17.3%	2,404,123	1,438,721	228.0%	271.6%
11 WH SMITH BACOLOD	11	6,791,006	4,464,477	2,146,037	1,411,915	216.4%	216.2%				
12 WH SMITH T4 -AM	12	6,764,069	4,326,627	12,596,483	7,863,845	-46.3%	-44.9%	18,513,617	9,691,522	-63.4%	-55.3%
13 WH SMITH CEBU T2 ARR	13	6,311,755	4,380,237	10,223,139	7,124,516	-38.2%	-38.5%	15,613,227	10,346,339	-59.5%	-57.6%
14 WH SMITH NAIA T3 (S32)	14	6,229,653	3,746,638	8,035,190	4,820,988	-22.4%	-22.2%				
15 WH SMITH LAGUINDINGAN	15	5,563,770	3,794,445	2,922,755	1,823,966	90.3%	108.0%				
16 AIRMALL ILOILO	16	4,191,003	2,422,177								
17 WH SMITH CLARK IPD	17	2,973,741	1,995,652								
18 WH SMITH BICOL	18	736,136	480,278								
19 AIRMALL BOHOL	19	709,809	446,317								
FOOD, CONVENIENCE & GIFTING Total		463,571,358	276,433,165	413,250,577	234,489,759	12.1%	17.8%	307,169,336	158,712,349	50.9%	74.1%
FRANCHISE STORES											
20 7-11 BORA TOUR CENTER	1	60,126,444	23,449,313	53,226,188	20,758,213	12.9%	12.9%	65,839,763	25,677,507	-8.6%	-8.6%
21 KRISPY KREME T3 DOM	2	51,912,921	18,187,863	56,442,513	19,754,879	-8.0%	-7.9%	69,540,086	15,934,898	-25.3%	14.1%
22 7-11 BORA STATION 3	3	48,179,150	18,348,893	45,968,528	17,473,992	4.8%	5.0%	62,403,716	23,713,412	-22.7%	-22.6%
23 7-11 PITX	4	46,953,784	15,025,210	49,493,981	15,838,074	-5.1%	-5.1%	18,546,499	5,934,879	153.1%	153.1%
24 7-11 MCIA	5	46,267,898	17,581,801	36,897,907	14,021,204	25.3%	25.3%				
25 MINISO CEBU	6	20,151,699	11,000,792	11,879,994	6,518,614	69.6%	68.7%				
26 MINISO T3	7	18,752,677	10,199,933	17,569,756	9,573,944	6.7%	6.5%	10,381,081	4,393,901	80.6%	132.1%
27 MINISO DRIVE&DINE	8	11,442,994	4,339,083	10,246,804	4,071,283	11.6%	6.5%				
28 KRISPY KREME CSP2	9	10,900,914	3,274,853	9,225,674	2,767,702	18.1%	18.3%	16,444,722	4,111,180	-33.7%	-20.3%
FRANCHISE STORES Total		314,688,485	121,407,745	290,951,350	110,777,909	8.1%	9.5%	243,155,870	79,765,780	29.4%	52.2%
RESTO											
29 SUBWAY T1	1	94,888,707	63,575,433	48,455,848	32,465,418	95.8%	95.8%				
30 CAFE EXPRESS- T1	2	91,102,886	61,038,933	95,742,068	64,147,186	-4.8%	-4.8%	55,332,817	37,072,987	64.6%	64.6%
31 SUBWAY T3	3	37,447,785	25,090,016								
32 ILLY CAFE- ROCKWELL	4	15,009,618	9,906,348	13,347,164	8,809,128	12.4%	12.4%	9,547,202	6,301,153	57.2%	57.2%
33 CAFE EXPRESS- T3 LOUNGE	5	9,431,920	6,319,386	10,927,332	7,321,313	-13.6%	-13.6%	11,376,358	7,622,160	-17.0%	-17.0%
34 CAFE EXPRESS- T3 ARRV	6	7,004,970	4,693,330	5,182,042	3,471,968	35.1%	35.1%	4,464,712	3,071,448	56.8%	52.8%
35 CAFE EXPRESS- T3 SPACE32	7	5,464,863	3,661,458	4,065,518	2,723,897	34.4%	34.4%				
36 ILLY CAFE- OPUS MALL	8	688,998	461,628								
37 CAFE EXPRESS- KALIBO	9	640,479	430,075	795,977	533,304	-19.5%	-19.3%				
38 SUBWAY CLARK	10	626,520	419,768								
RESTO Total		262,306,750	175,596,381	178,515,953	119,472,217	46.9%	46.9%	80,721,090	54,067,750	224.9%	224.7%
BEAUTY, FASHION & ACCESSORIES											
39 VS T3 DOM	1	39,585,274	20,538,766	33,840,222	19,315,812	16.9%	6.3%	31,121,169	17,497,951	27.1%	17.3%
40 BBW T3 DOM	2	35,068,024	19,396,138	30,382,245	18,133,567	15.4%	6.9%	22,067,452	12,553,069	58.9%	54.5%

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	SALES	GP	SALES	GP	SALES	GP	SALES	GP	SALES	GP
BEAUTY, FASHION & ACCESSORIES										
41 CITY OF DREAMS 3	34,104,032	19,557,875	23,996,187	15,122,061	42.1%	29.3%				
42 VS T3 LANDSIDE 4	29,473,835	14,359,764	25,890,015	14,722,168	13.8%	-2.4%	29,710,272	16,078,380	-0.7%	-10.6%
43 BBW T3 LANDSIDE 5	26,987,913	14,178,162	19,892,895	11,843,535	35.6%	19.7%	21,737,314	12,016,435	24.1%	17.9%
44 THE RUNWAY T3 INTL (S6) 6	21,066,326	11,244,796	7,380,331	4,625,946	185.4%	143.0%	7,582,308	4,393,018	177.8%	155.9%
45 BTG - NAIA T3 DOM 7	16,789,613	8,701,659	14,002,399	7,553,416	19.9%	15.2%	10,559,424	6,057,764	59.0%	43.6%
46 MAC T3 DOM 8	10,407,115	5,825,177	9,599,529	5,223,541	8.4%	11.5%	17,432,680	9,270,722	-40.3%	-37.1%
47 T3 INTL JO MALONE 9	9,143,020	4,870,779	6,839,917	3,772,301	33.6%	29.1%	14,033,447	7,075,787	-34.8%	-31.1%
48 MAC T3 INTL 10	5,044,396	3,027,734	3,444,705	2,091,568	46.4%	44.7%	13,608,733	7,255,164	-62.9%	-58.2%
49 T3 INTL KIEHLS 11	2,661,926	1,243,002	2,456,612	1,257,205	8.3%	-1.1%	15,800,879	7,865,172	-83.1%	-84.1%
50 BTG - KALIBO 12	2,509,103	1,431,580	3,647,030	2,146,208	-31.2%	-33.2%	24,377,452	14,124,061	-89.7%	-89.8%
51 BTG - CLARK DPD 13	272,110	144,364								
BEAUTY, FASHION & ACCESSORIES Total	233,112,690	124,519,803	181,372,088	105,807,334	28.5%	17.6%	208,031,134	114,187,529	12.0%	9.0%
ATHLEISURE										
52 THE SHOPPES T3 LANDSIDE 1	66,521,910	21,708,583	41,675,813	14,745,900	59.6%	47.2%	62,032,971	21,904,960	7.2%	-0.8%
53 SPACE28 TRAVEL BUDDY T3 2	24,398,279	9,995,035	20,586,006	9,093,170	18.5%	9.9%	20,498,108	7,728,744	19.0%	29.3%
54 THE SHOPPES LEFT WING 3	20,626,339	8,048,203	16,095,911	7,249,478	28.1%	11.0%	11,369,254	1,674,292	81.4%	380.6%
55 T3 INTL SPACE5 4	15,006,830	3,468,114	6,357,372	592,316	136.0%	485.5%	9,864,718	5,814,765	52.1%	-40.3%
ATHLEISURE Total	126,553,359	43,219,936	84,715,104	31,680,865	49.3%	36.4%	103,765,052	37,122,763	21.9%	16.4%
OUTLETS										
56 CLARK PUREGOLD 1	14,026,408	6,082,469	12,161,762	5,171,850	15.3%	17.6%	17,789,670	8,812,010	-21.1%	-30.9%
57 NLEX BALAGTAS 2	13,945,040	5,945,256	12,424,636	5,216,508	12.2%	13.9%	16,007,637	7,011,191	-12.8%	-15.2%
58 NLEX DRIVE&DINE 3	13,827,955	6,380,681	11,386,814	5,193,570	21.4%	22.8%	4,299,987	2,083,971	221.5%	206.1%
59 NLEX MEGA STATION 4	13,366,697	5,703,694	12,600,862	5,127,921	6.0%	11.2%	24,473,799	10,183,210	-45.3%	-43.9%
60 BORACAY 5	13,230,214	5,407,567	15,846,988	6,448,906	-16.5%	-16.1%	28,559,216	12,942,445	-53.6%	-58.2%
61 FR PITX 6	12,066,174	4,953,195	10,589,238	4,511,432	13.9%	9.7%				
62 SUBIC FREEPORT 7	11,784,442	5,092,813	9,646,332	4,235,541	22.1%	20.2%	17,797,636	7,170,359	-33.7%	-28.9%
63 BORA ISLAND SOUVENIRS 8	11,239,136	4,495,654								
64 SLEX 9	9,640,778	4,288,143	15,483,064	6,134,198	-37.7%	-30.0%	16,657,767	6,923,959	-42.1%	-38.0%
65 CEBU PUEBLO VERDE 10	6,409,954	2,645,179	6,793,850	2,592,446	-5.6%	2.0%	11,060,625	4,407,483	-42.0%	-39.9%
66 TRAVEL HUB BATANGAS 11	669,100	281,067								
OUTLETS Total	120,205,903	51,275,724	106,933,548	44,632,376	12.4%	14.8%	136,646,341	59,534,632	-12.0%	-13.8%
ECOMMERCE										
67 SHOPEE 1	5,416,075	3,142,089	4,907,367	2,591,037	10.3%	21.2%				
68 LAZADA 2	247,855	135,635	2,420,131	1,388,249	-89.7%	-90.2%				
ECOMMERCE Total	5,663,930	3,277,724	7,327,498	3,979,287	-22.7%	-17.6%				
YTD TOTAL:	1,526,102,478	795,730,481	1,263,066,120	650,839,749	20.8%	22.2%	1,079,488,825	503,390,804	41.3%	58.0%