

Q1FY2016 Briefing Call

February 2016



**ROBINSONS LAND
CORPORATION**

FINANCIAL HIGHLIGHTS – Q1FY2016

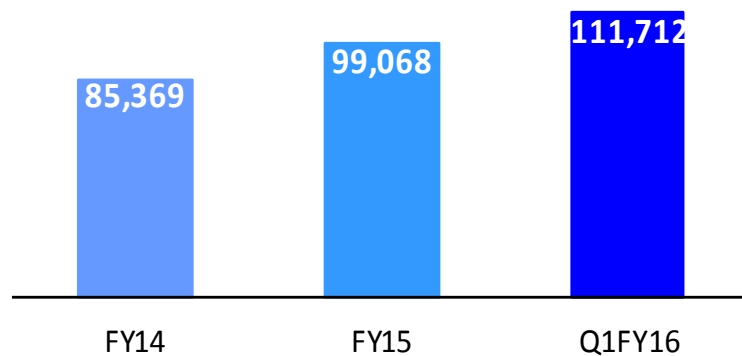
PhP MM	REVENUES	%Total RLC	YoY	EBITDA	%Total RLC	YoY	EBIT	%Total RLC	YoY
	5,388	100%	13%	3,005	100%	16%	2,198	100%	20%
 malls	2,481	46%	13%	1,674	56%	10%	1,061	48%	13%
 offices	655	12%	40%	634	21%	37%	489	22%	47%
 hotels	498	9%	11%	198	7%	14%	157	7%	17%
 residential	1,753	33%	5%	500	17%	17%	491	23%	17%

Net Income increased by 18% to P1.65B in Q1FY2016

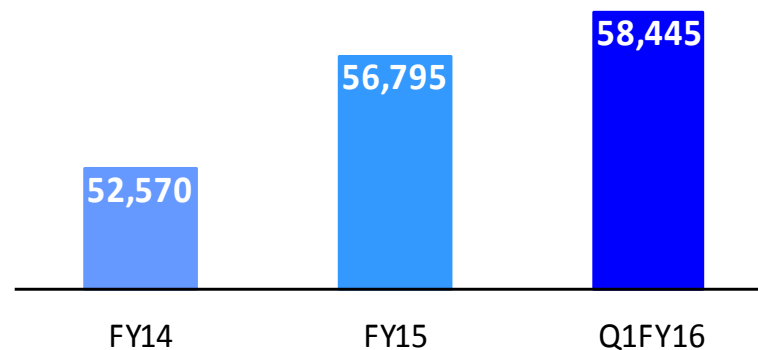


STRONG BALANCE SHEET POSITION

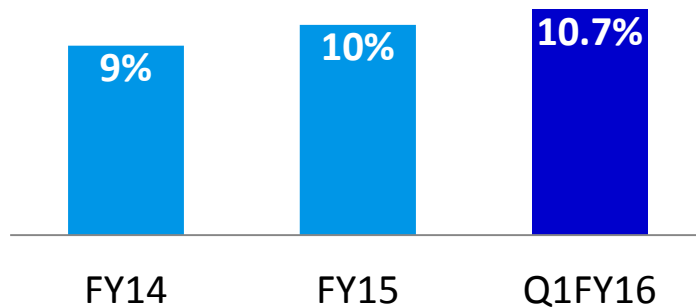
TOTAL ASSETS (PhP MM)



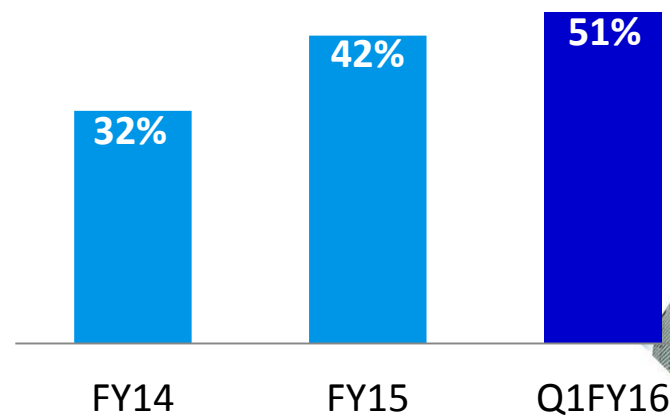
SHAREHOLDER'S EQUITY (PhP MM)



RETURN ON EQUITY



NET DEBT TO EQUITY

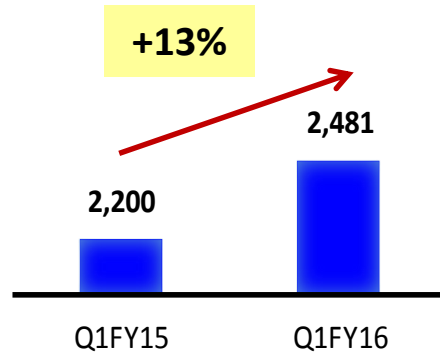


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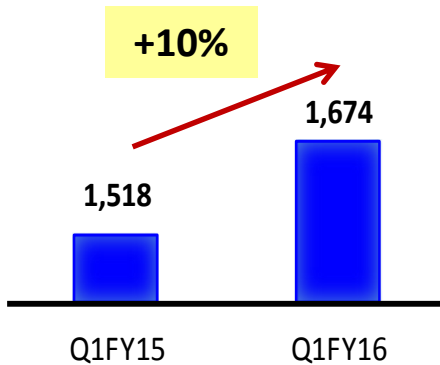


Commercial Centers Division

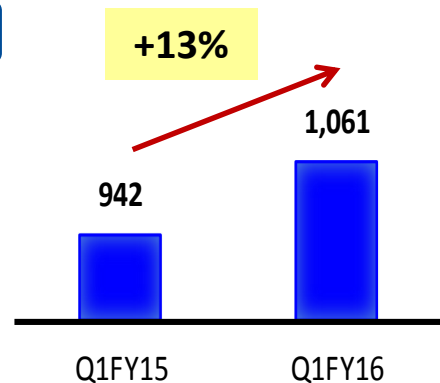
REVENUES



EBITDA



EBIT



- Second largest mall operator in the Philippines with **41** malls
- **1,151,000** sqm in GLA
- **2,181,000** sqm in GFA
- **95%** latest system-wide occupancy
- Approximately **8,000** retailers
- Same mall rental revenue growth at **7%**

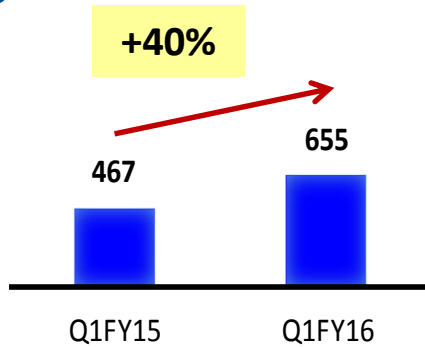


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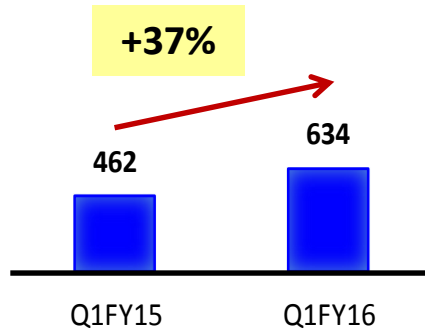


Office Buildings Division

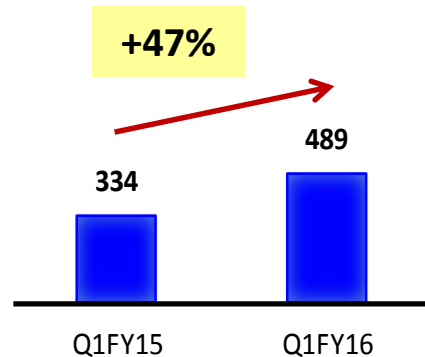
REVENUES



EBITDA



EBIT



- A leading BPO office space provider with **310,000 sqm** net leasable space
- Total leased space for our 11 office buildings is **97%**
- Dominant landlord in the Ortigas Central Business District



West Corporation



ROBINSONS LAND CORPORATION

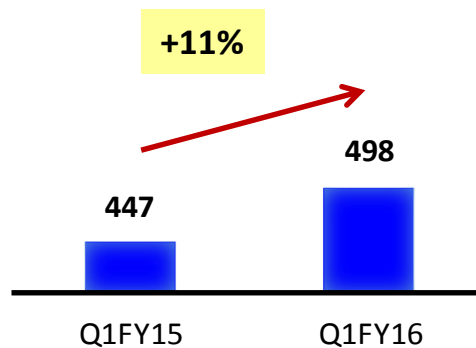




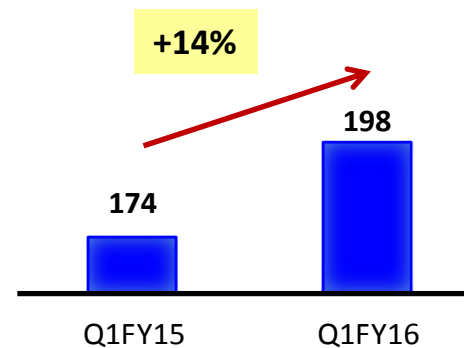
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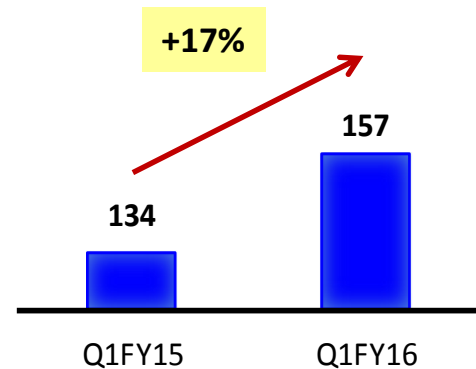
REVENUES



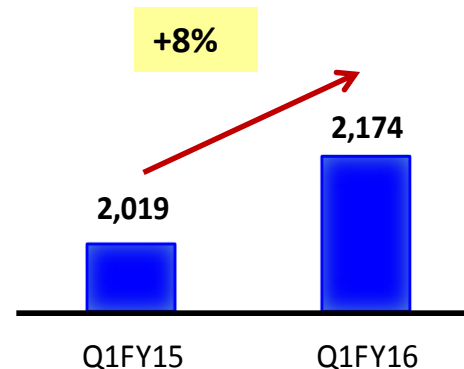
EBITDA



EBIT

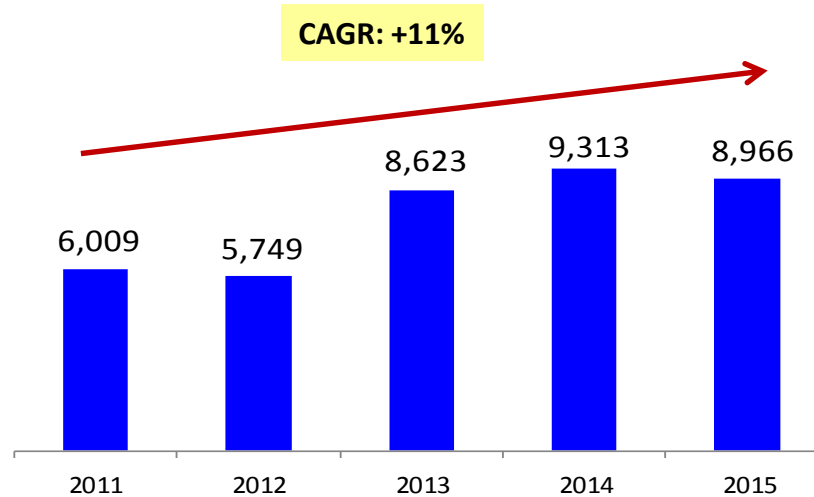
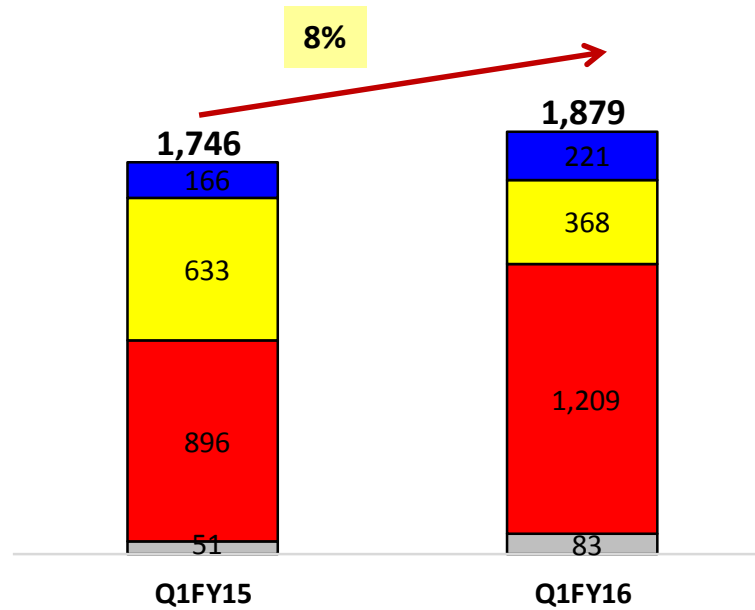
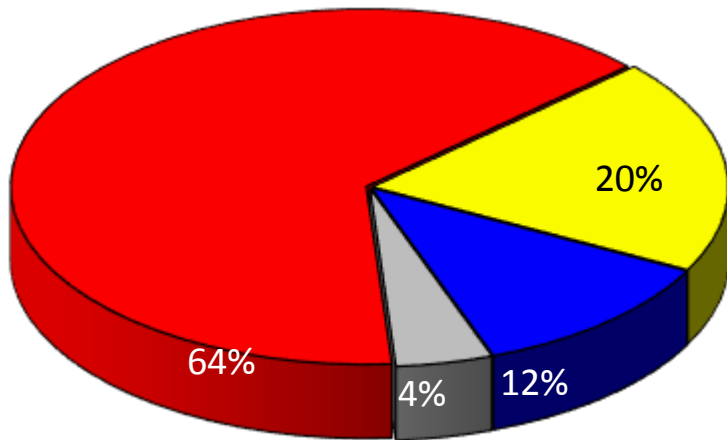


of Rooms



Residential Division

SALES TAKE-UP



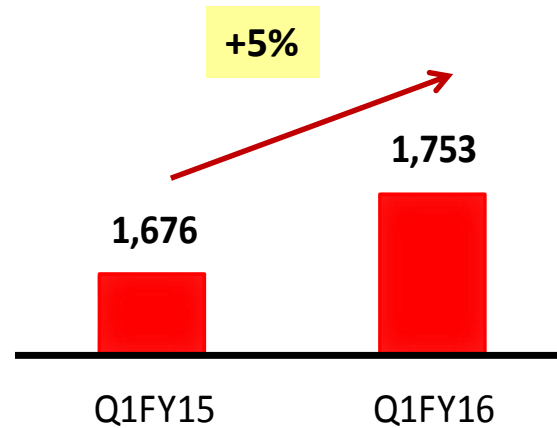
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REALIZED REVENUES

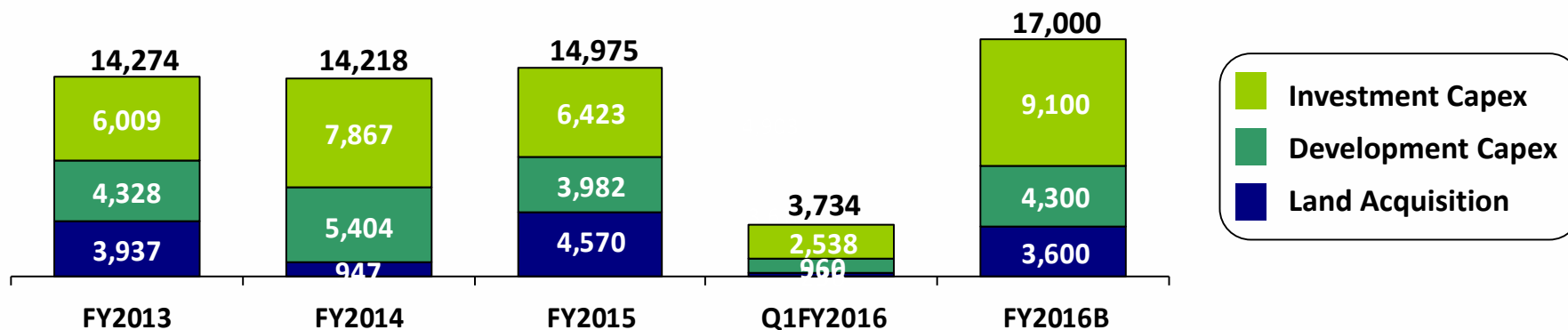


- Realized Revenues amounted to PhP1.8B
- EBITDA amounted to PhP500M
- EBIT amounted to PhP491M



CAPITAL EXPENDITURE AND LANDBANK

CAPITAL EXPENDITURE - Philippines



LANDBANK (as of 31 December 2015) - Philippines

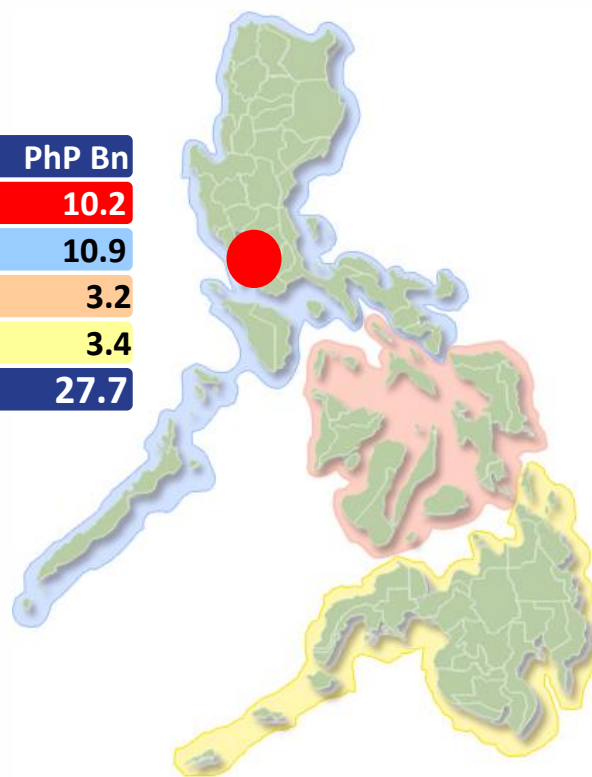
SUMMARY	Area (has.)	ESTIMATED VALUE	PhP Bn
Malls	163.89	Metro Manila	10.2
Condominiums*	19.33	Luzon	10.9
Offices	8.86	Visayas	3.2
Homes*	390.59	Mindanao	3.4
Hotels	6.08	TOTAL	27.7
TOTAL	588.75		

*Some properties with Joint Venture partners

Chengdu Ban Bian Property – US\$222 M



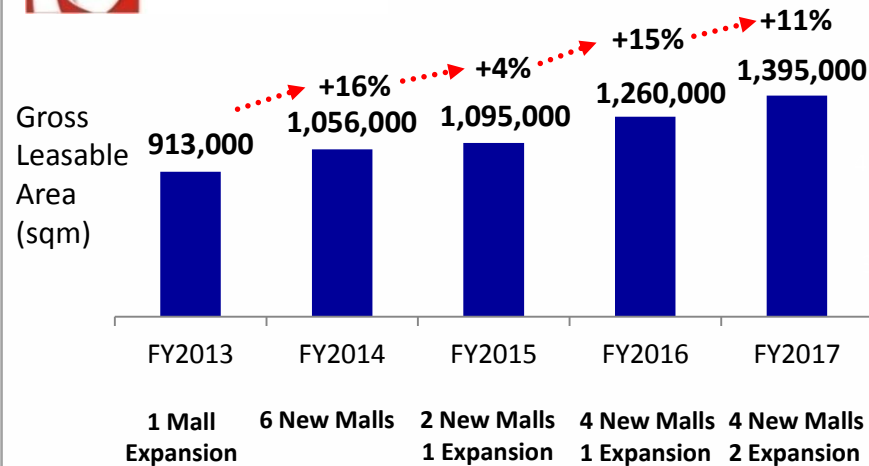
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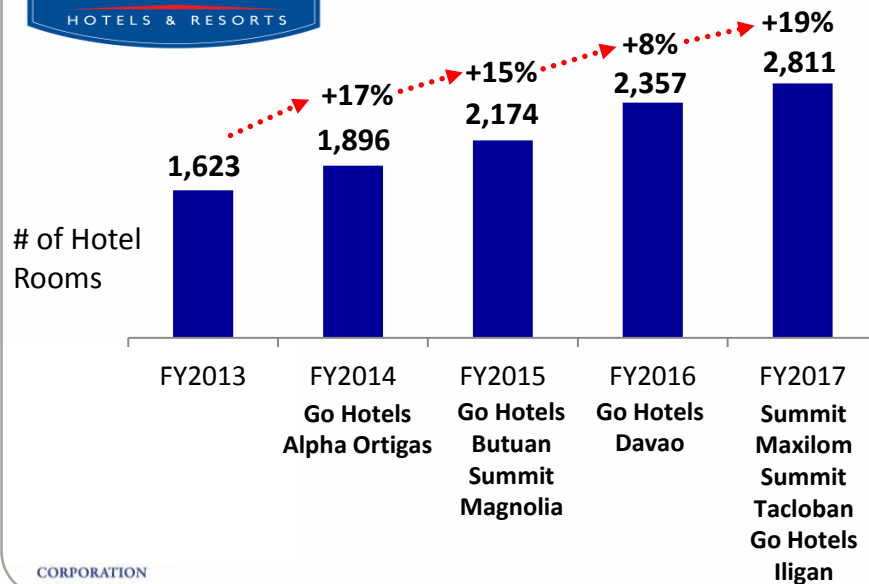
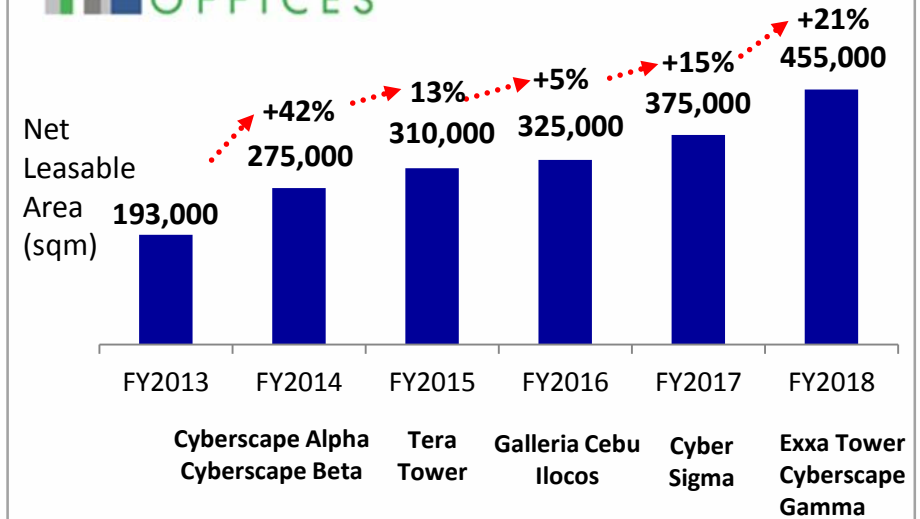
MOVING FORWARD – Future Plans & Strategies



**ROBINSONS
MALLS**

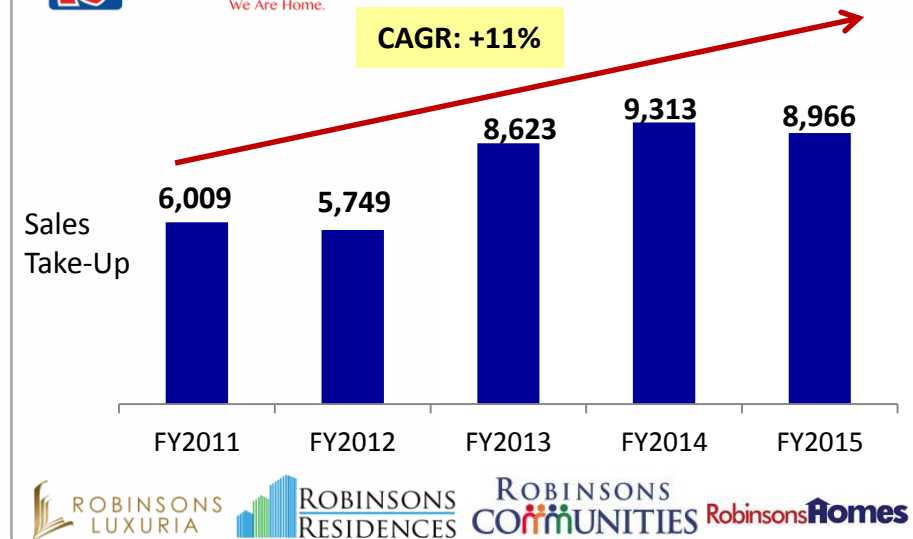


**ROBINSONS
OFFICES**



ROBINSONS LAND
RESIDENTIAL DIVISION

We Are Home.



ROBINSONS
LUXURIA



ROBINSONS
RESIDENCES



ROBINSONS
COMMUNITIES

Robinsons
Homes



THANK YOU



**ROBINSONS LAND
CORPORATION**