

Annual Shareholders' Meeting Presentation



**ROBINSONS LAND
CORPORATION**

JUNE 28, 2017

44 SHOPPING CENTERS

STRONG CASHFLOW ■ CONSUMER PLAY

13 OFFICE BUILDINGS

LEADING BPO OFFICE SPACE PROVIDER



**ROBINSONS LAND
CORPORATION**

67 RESIDENTIAL BUILDINGS

35 HOUSING SUBDIVISIONS

MULTIPLE LOCATIONS ■ MULTIPLE BRANDS

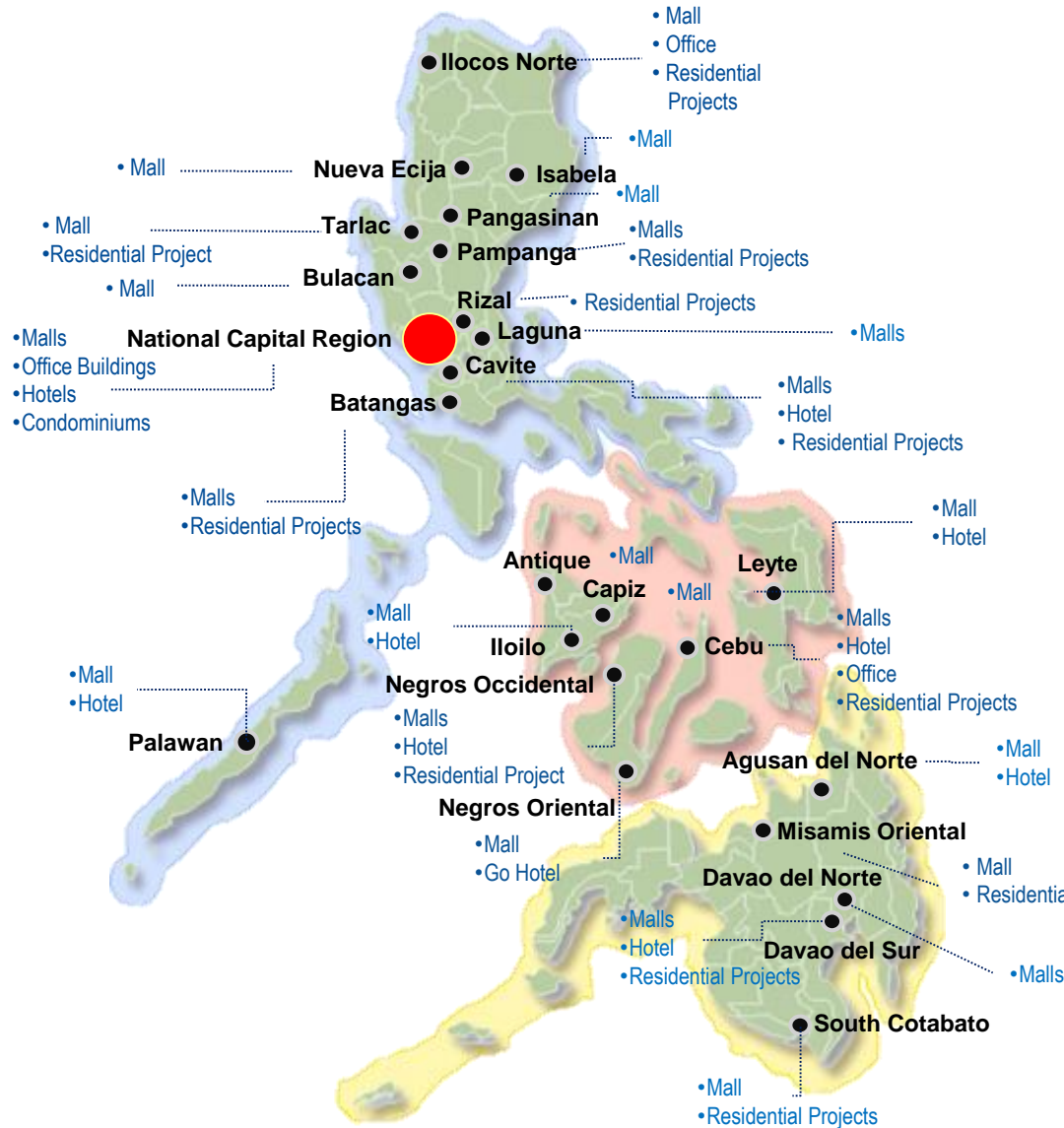
15 HOTELS

DIVERSIFIED HOSPITALITY PORTFOLIO

17 MIXED-USE DEVELOPMENTS



A LEADING PHILIPPINE PROPERTY COMPANY



RLC is a **leading Philippine property company**, with broad geographical presence in Metro Manila, Luzon, Visayas and Mindanao, for all business divisions and brands across all markets

17 MIXED-USE DEVELOPMENTS
44 MALLS
13 OFFICE DEVELOPMENTS
15 HOTELS
67 RESIDENTIAL BUILDINGS
35 HOUSING SUBDIVISIONS

as of 31 March 2017



ROBINSONS LAND

DIVERSIFIED BUSINESS MODEL AND EARNINGS BASE

MALLS



OFFICES



HOTELS



RESIDENTIAL



INFRASTRUCTURE AND INTEGRATED DEVELOPMENTS

INVESTMENT PORTFOLIO

	CY2016	Q1CY17
Revenue Contribution	66%	71%
EBITDA Contribution	85%	86%
EBIT Contribution	78%	80%

DEVELOPMENT PORTFOLIO

	CY2016	Q1CY17
Revenue Contribution	34%	29%
EBITDA Contribution	15%	14%
EBIT Contribution	22%	20%

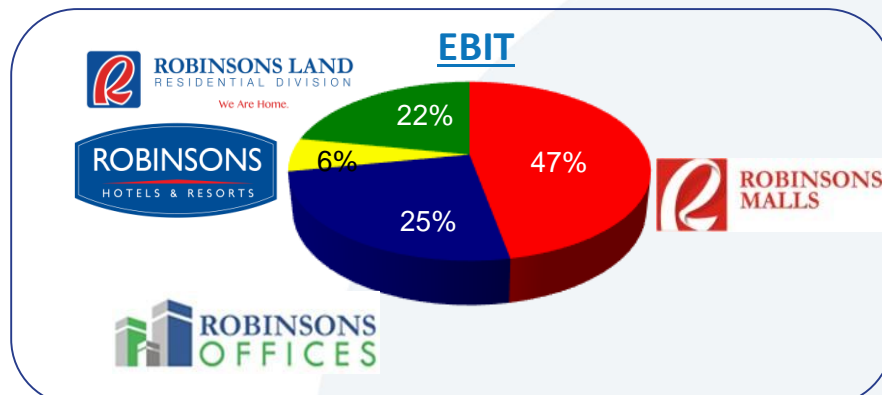
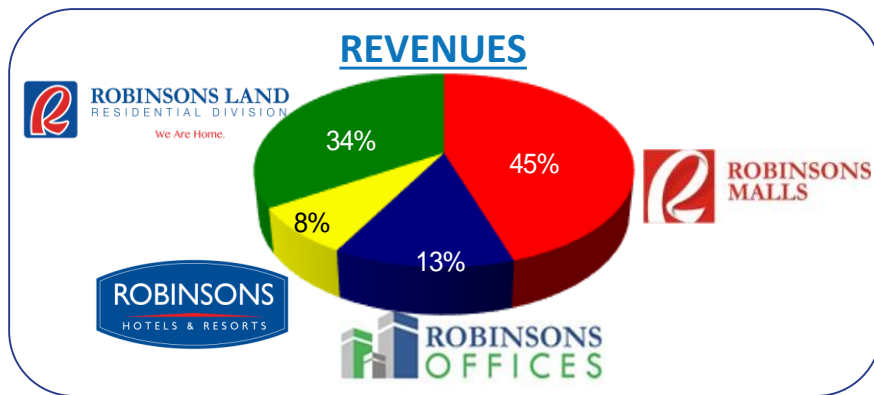


ROBINSONS LAND

FINANCIAL PERFORMANCE HIGHLIGHTS

(In Php Millions)	FY16	VS. SPLY	CY16	VS. SPLY	Q1 CY17	VS. SPLY
Revenues	22,512	+14%	22,809	+12%	5,434	-1%
Cost and Expenses	10,488	+16%	10,762	+17%	2,514	+0%
EBITDA	12,023	+13%	12,047	+8%	2,920	-2%
EBIT	8,452	+12%	8,273	+5%	1,968	-6%
Income before Tax	8,184	+8%	7,633	-4%	1,822	-16%
Net Income	6,150	+8%	5,755	-3%	1,381	-11%

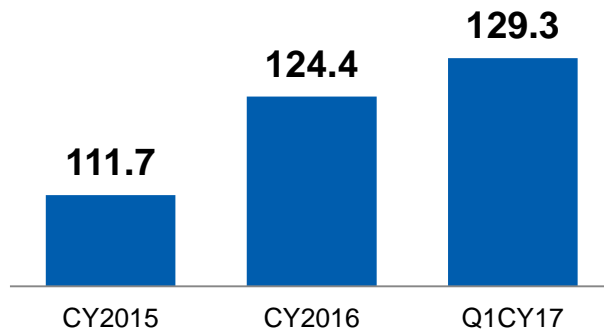
CY2016 CONTRIBUTION



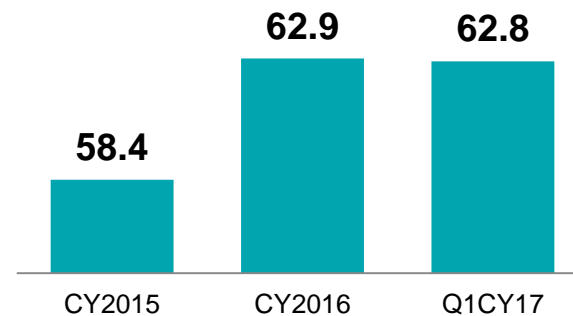
STRONG FINANCIAL POSITION

RLC has a **sound** financial position and capital base, and exhibits **prudence** in debt management

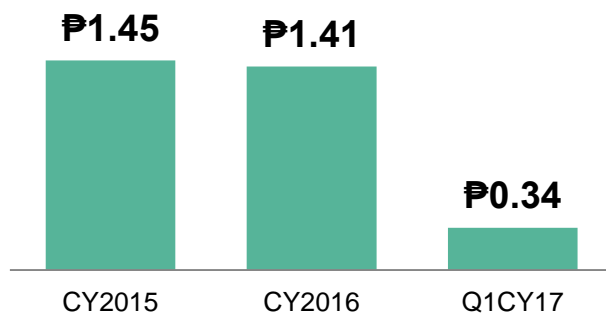
TOTAL ASSETS (in Php B)



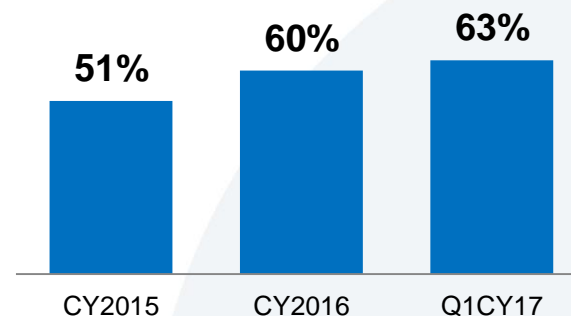
SHAREHOLDERS' EQUITY (in Php B)



EARNINGS PER SHARE



NET DEBT TO EQUITY



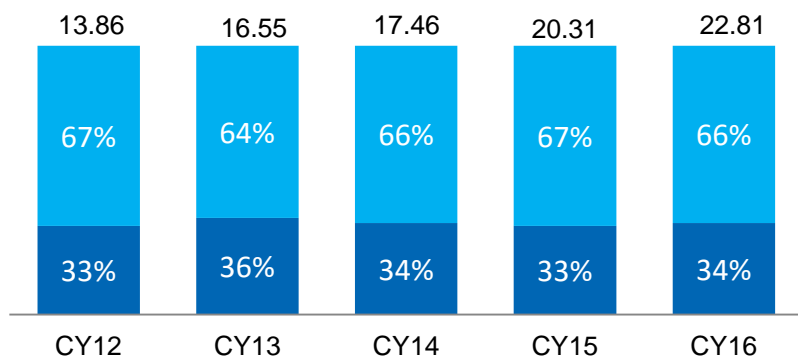
ROBINSONS LAND

STABLE CASH FLOWS ANCHORED BY RECURRING INCOME AND REVENUE

RLC's investment portfolio generates **steady earnings flow** boosted by the **growth potential** from its development portfolio

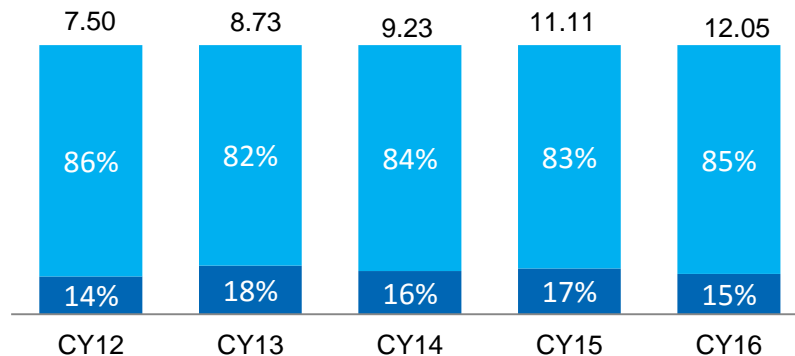
REVENUES (in Php B)

CAGR: +13%



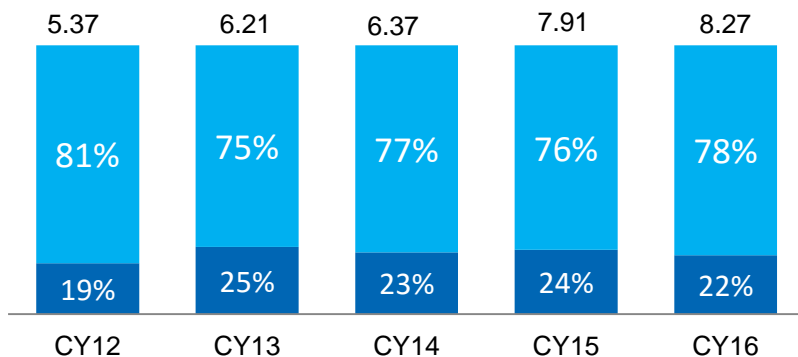
EBITDA (in Php B)

CAGR: +13%



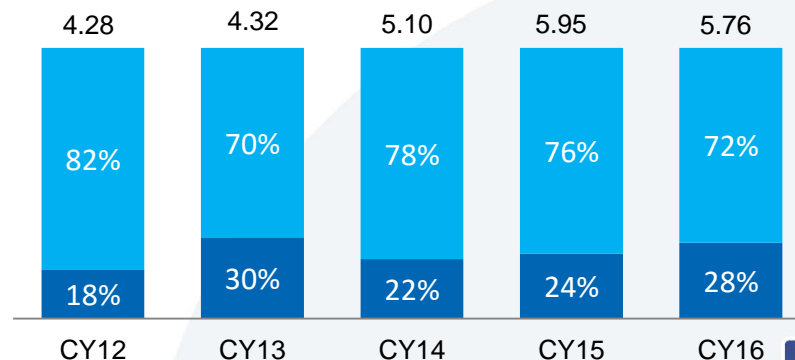
EBIT (in Php B)

CAGR: +11%



NET INCOME (in Php B)

CAGR: +8%



Investment Portfolio Development Portfolio

Commercial Centers Division



**ROBINSONS
MALLS**

- Second largest mall operator in the Philippines with **44** malls nationwide, 9 within Metro Manila and 35 in other urban areas
- **1,276,000** sqm in Gross Leasable Area
- **2,420,000** sqm in Gross Floor Area
- **95%** latest system-wide occupancy
- Over **8,100** retailers

**UNI
QLO**

H&M



COTTON:ON

BENCH/

GIORDANO

**UCC
COFFEE**

**Krispy Kreme
DOUGHNUTS**

MANGO

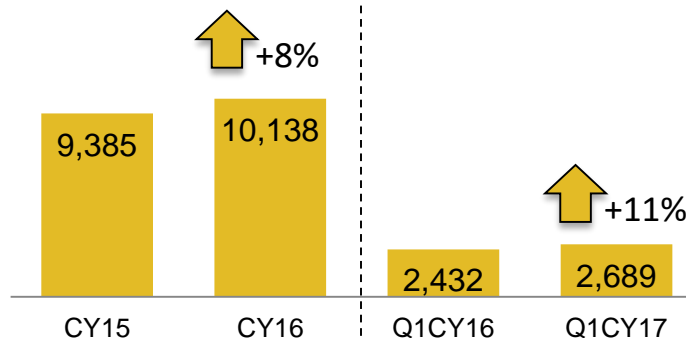
PENSHOPPE

OLD NAVY

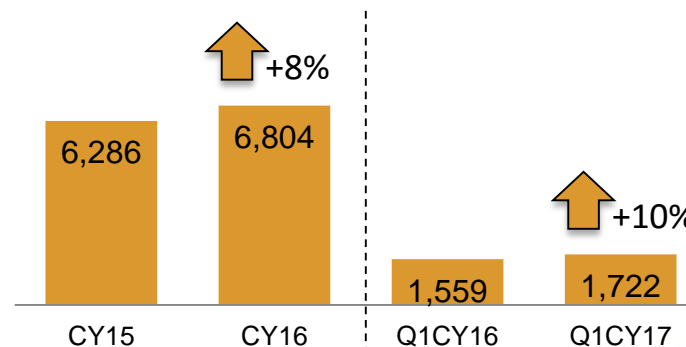


**Max's
RESTAURANT**
since 1945

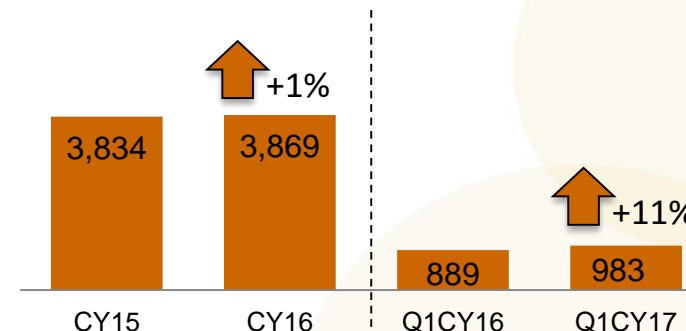
REVENUES (in Php M)



EBITDA (in Php M)



EBIT (in Php M)



ROBINSONS LAND



NEW MALL DEVELOPMENTS



Robinsons Galleria Cebu

GLA: 58,900 sqm
Date Opened: Dec. 2015



Robinsons Place Tagum

GLA: 34,700 sqm
Date Opened: April 2016



Robinsons Place Gen. Trias

GLA: 33,700 sqm
Date Opened: May 2016



Robinsons Place Jaro

GLA: 23,200 sqm
Date Opened: Sept. 2016

MALL EXPANSIONS



Robinsons Place Ilocos Expansion

GLA: 16,500 sqm
Date Opened: July 2016



Robinsons Place Tacloban Expansion

GLA: 15,000 sqm
Date Opened: Dec. 2016

GALLERIA REDEVELOPMENT



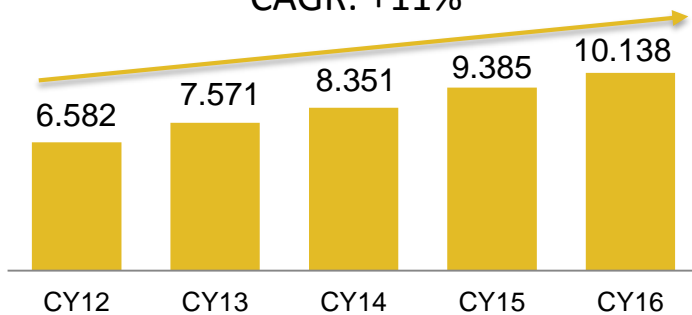
Robinsons Galleria Mall Redevelopment

Completion: 2017

Growth driven by **strong domestic consumption**

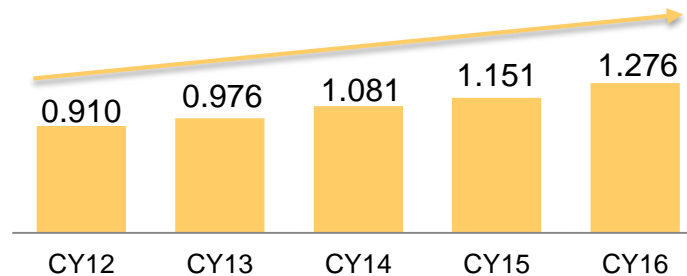
REVENUES (in Php B)

CAGR: +11%



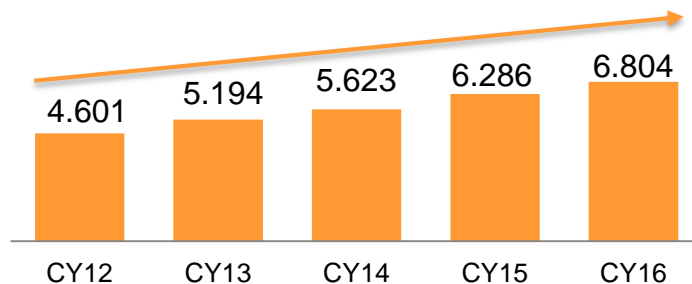
GLA (in millions sqm)

CAGR: +9%



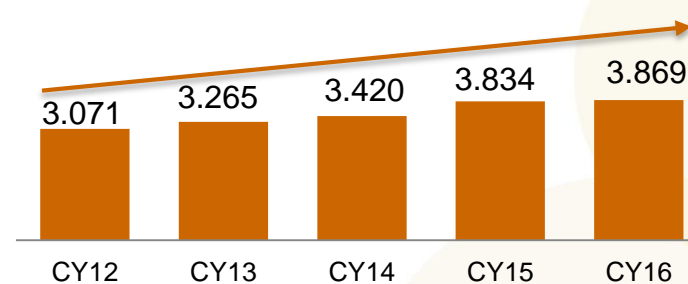
EBITDA (in Php B)

CAGR: +10%



EBIT (in Php B)

CAGR: +6%





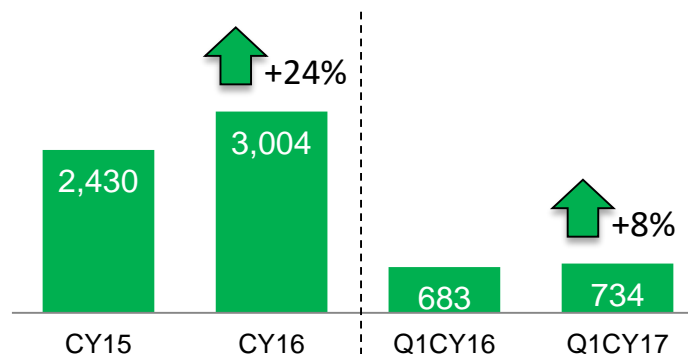
- Leading BPO office space provider with **331,000 sqm** net leasable space
- Total leased space for our **13 office developments** is **97%**
- Dominant landlord in the **Ortigas Central Business District**



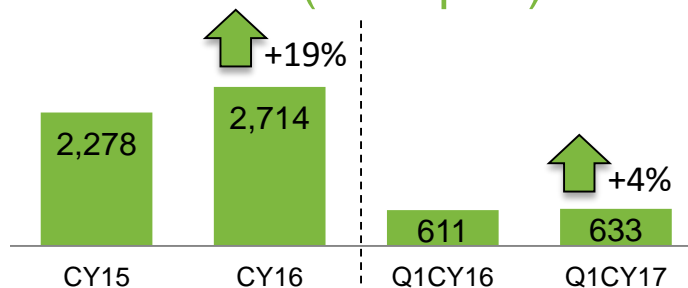
West Corporation



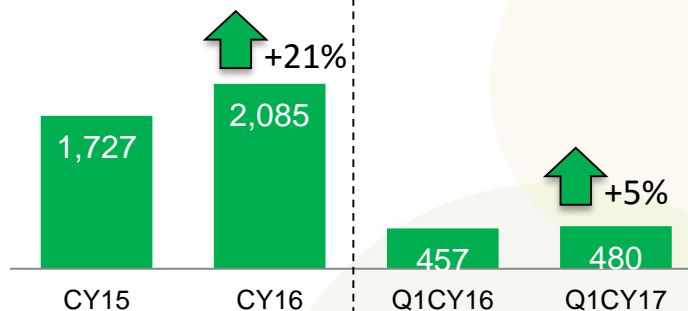
REVENUES (in Php M)



EBITDA (in Php M)



EBIT (in Php M)



ROBINSONS LAND



NEW OFFICE DEVELOPMENTS



Robinsons Galleria Cebu Complex

Date Completed: Sept. 2016

NLA: 8,000 sqm



Robinsons Place Ilocos Complex

Date Completed: Sept. 2016

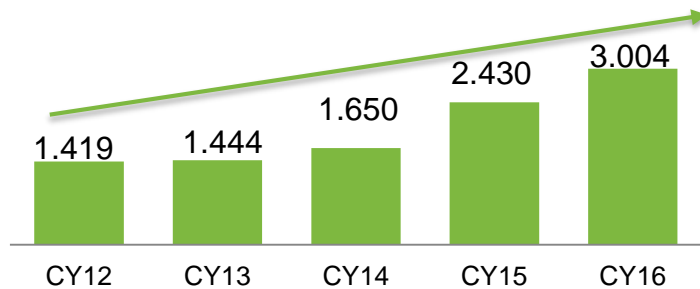
NLA: 7,000 sqm



Growth buoyed by **robust demand from IT-BPM sector**

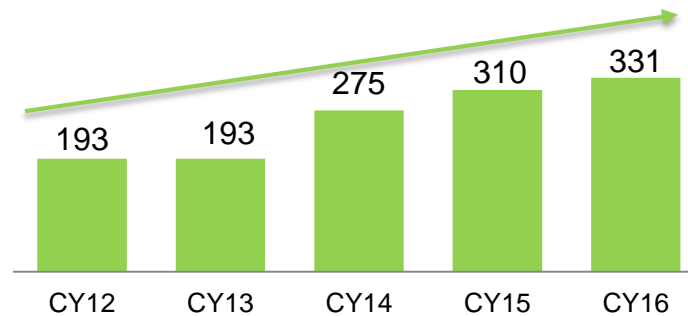
REVENUES (in Php B)

CAGR: +21%



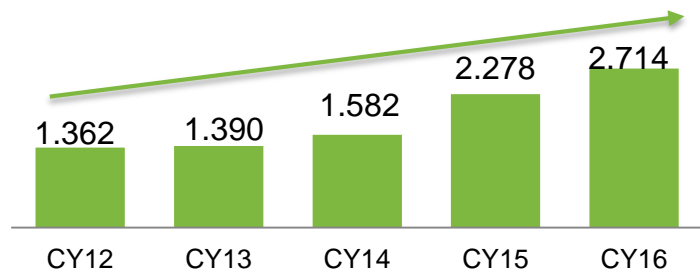
NLA (in thousands sqm)

CAGR: +14%



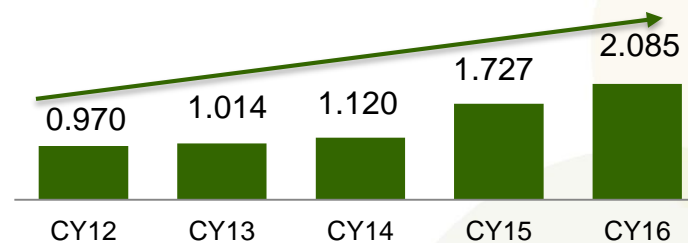
EBITDA (in Php B)

CAGR: +19%



EBIT (in Php B)

CAGR: +21%



Hotels Division



- Multi-branded hotel portfolio spanning essential service hotels to standard and deluxe hotels, with **15 hotel properties**
- Company-owned brands** continue to expand and grow

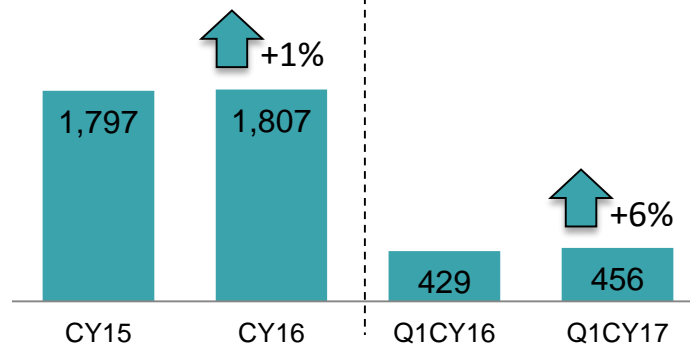
International Brands



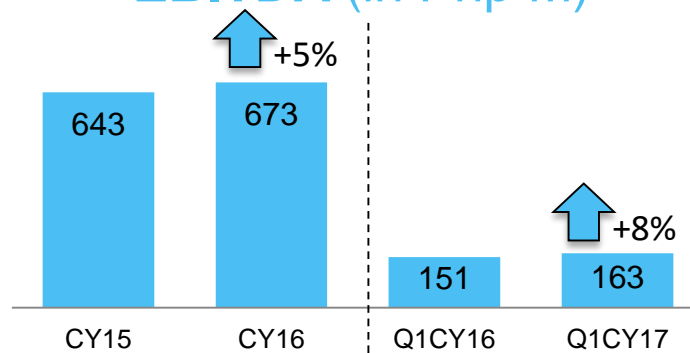
Company-owned Brands



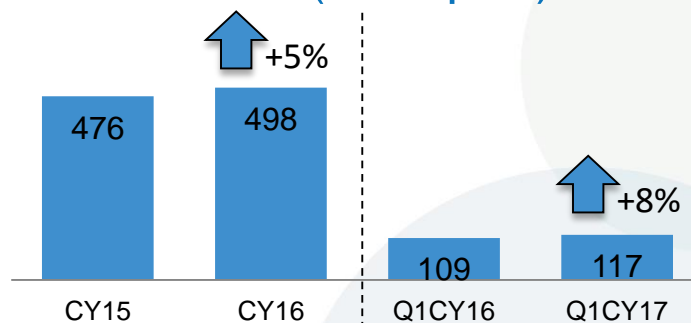
REVENUES (in Php M)



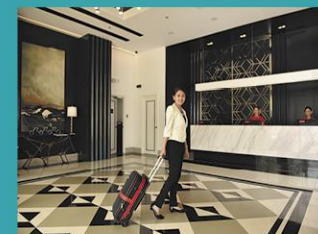
EBITDA (in Php M)



EBIT (in Php M)



ROBINSONS LAND



NEW HOTEL DEVELOPMENTS



Go Hotels Lanang

Date Opened: Sept. 2016

No. of Rooms: 183

oxy max



Karaksa Hotel

Location: Osaka, Kyoto

No. of Rooms: 69 & 36

VANGUARD
HOTELS



Go Hotels Manila Airport Road

Date Opened: Sept. 2016

No. of Rooms: 199



Go Hotels North EDSA

Date Opened: Jan. 2017

No. of Rooms: 167

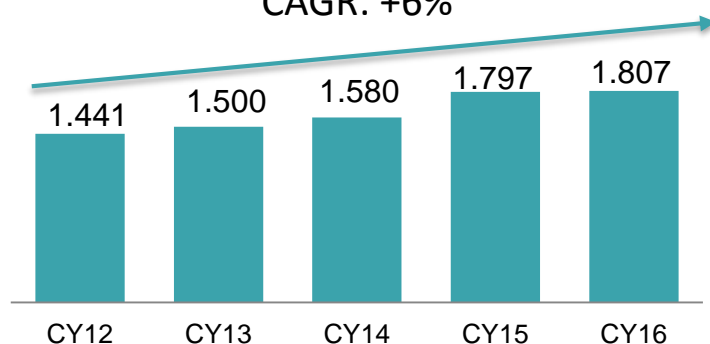


ROBINSONS LAND

Growth boosted by **flourishing hospitality industry**

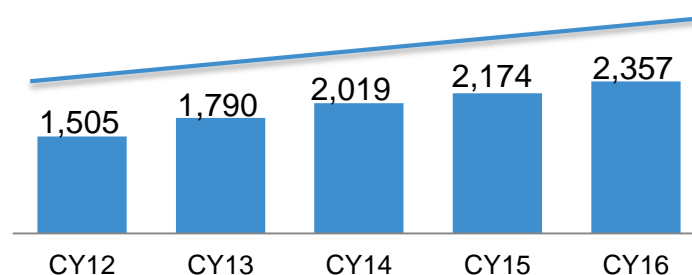
REVENUES (in Php B)

CAGR: +6%



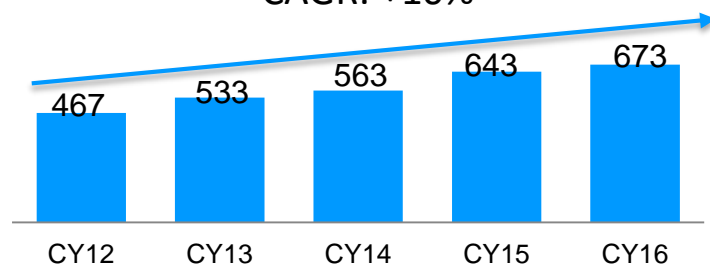
No. of Hotel Rooms

CAGR: +12%



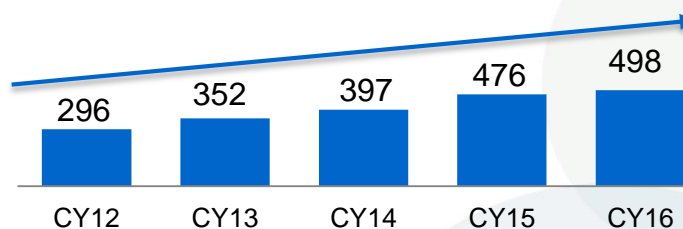
EBITDA (in Php M)

CAGR: +10%

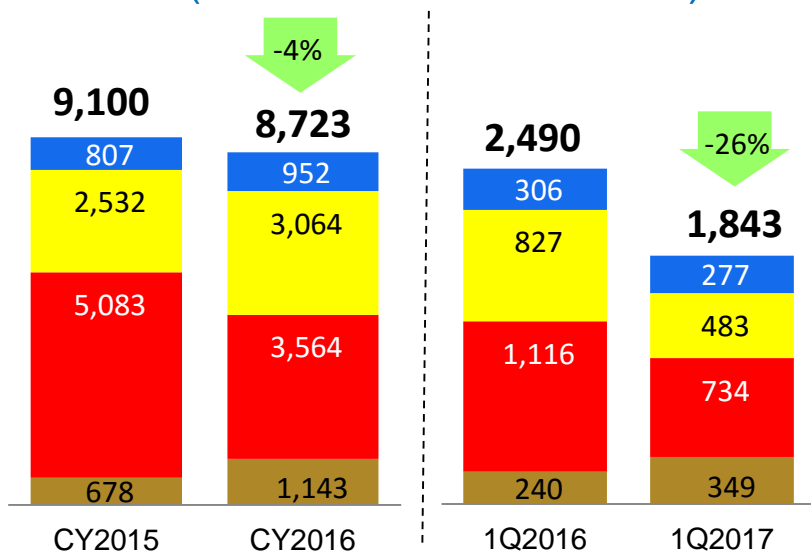


EBIT (in Php M)

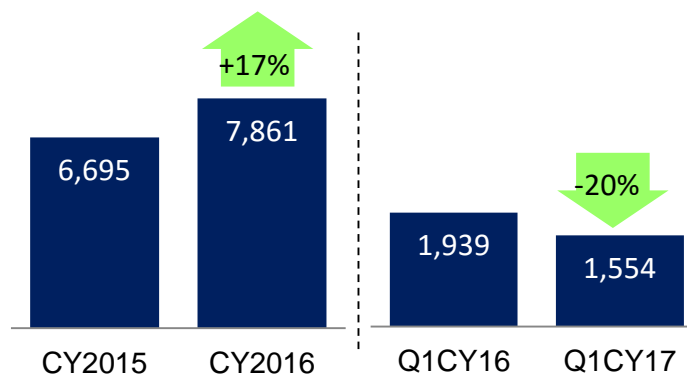
CAGR: +14%



SALES TAKE-UP (NET OF CANCELLATIONS)



REALIZED REVENUES



CY16

- EBITDA amounted to P1.86 billion
- EBIT amounted to P1.82 billion

Q1 CY17

- EBITDA amounted to P402.5 million
- EBIT amounted to P387.9 million



NEW RESIDENTIAL PROJECT LAUNCHES



Galleria Residences Cebu Tower 1

Cebu City

Launch Date: Nov. 2015



Acacia Escalades

Pasig City

Launch Date: Dec. 2015



Brighton Bacolod

Bacolod City

Launch Date: Feb. 2016



Axis Residences Tower B

Mandaluyong City

Launch Date: Feb. 2016



Brighton Puerto Princesa

Puerto Princesa City

Launch Date: Oct. 2016



The Residences at The Westin

Ortigas Center

Launch Date: Oct. 2016

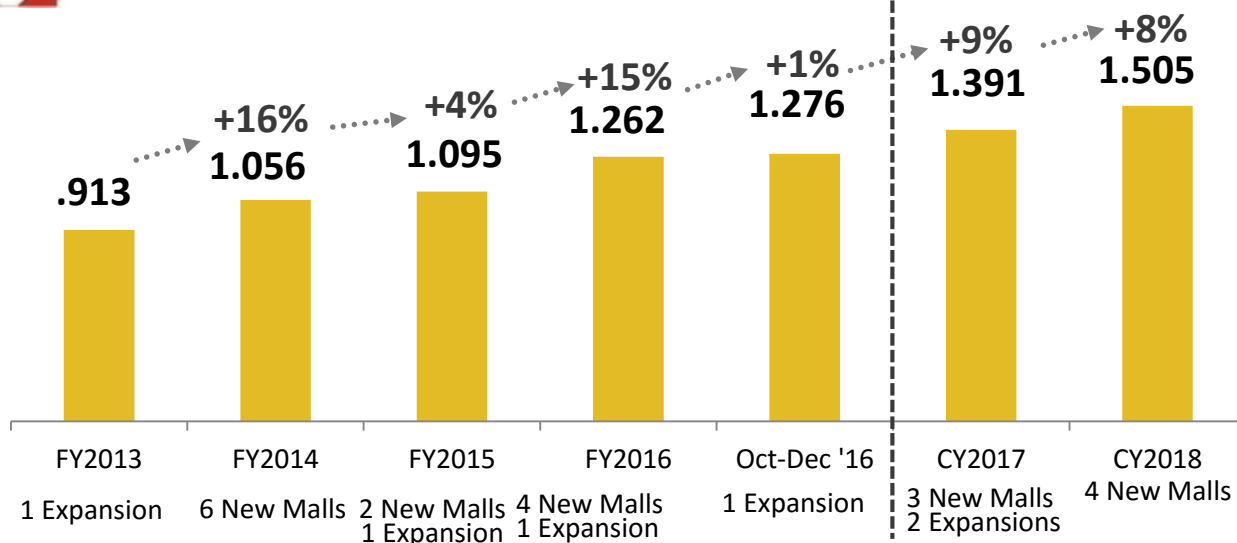


ROBINSONS LAND



ROBINSONS
MALLS

GLA (millions sqm)



Robinsons Place Naga
Date of Opening: 2H CY17



Robinsons Place Iligan
Date of Opening: 2H CY17



Robinsons North Tacloban
Date of Opening: 2H CY17

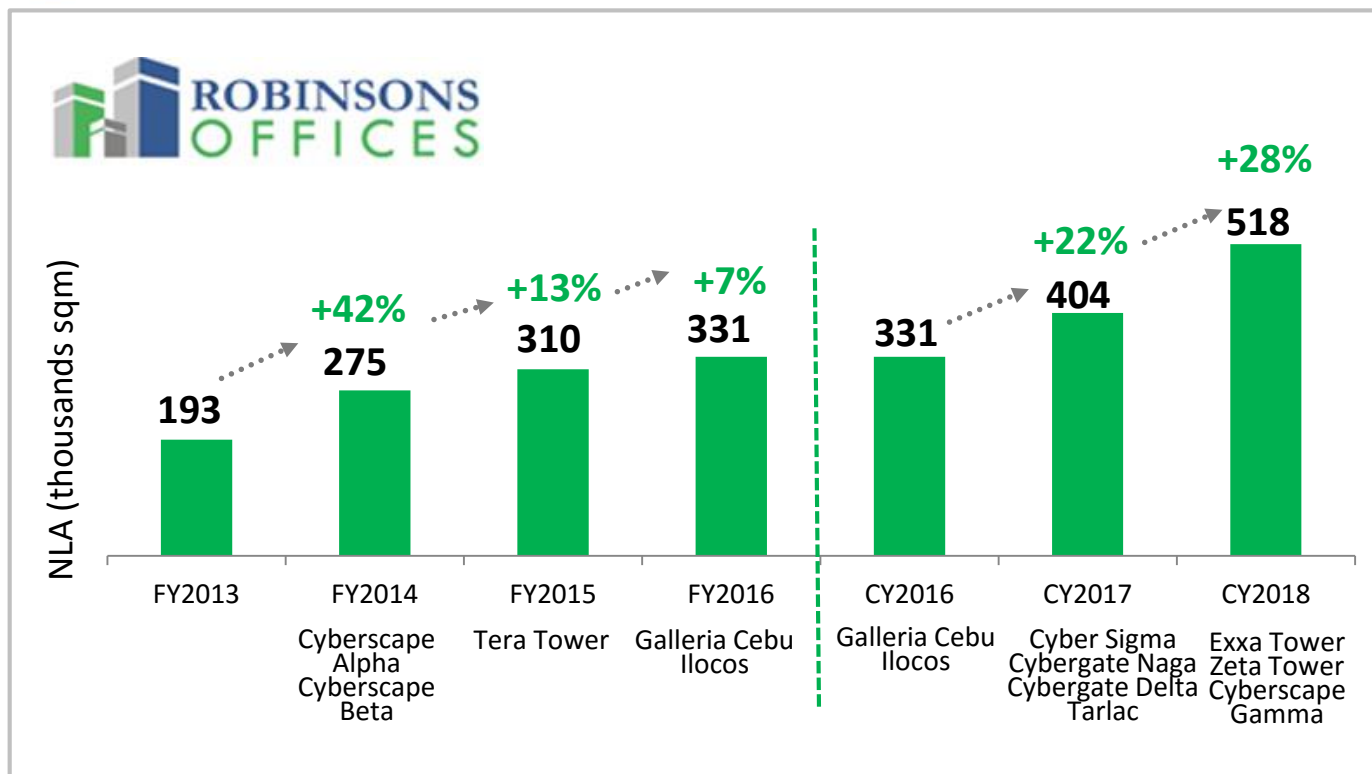


Robinsons Place Butuan Exp.
Date of Opening: 2H CY17

Office Buildings Division



ROBINSONS LAND



Cyber Sigma

Date of Opening: 2H CY17



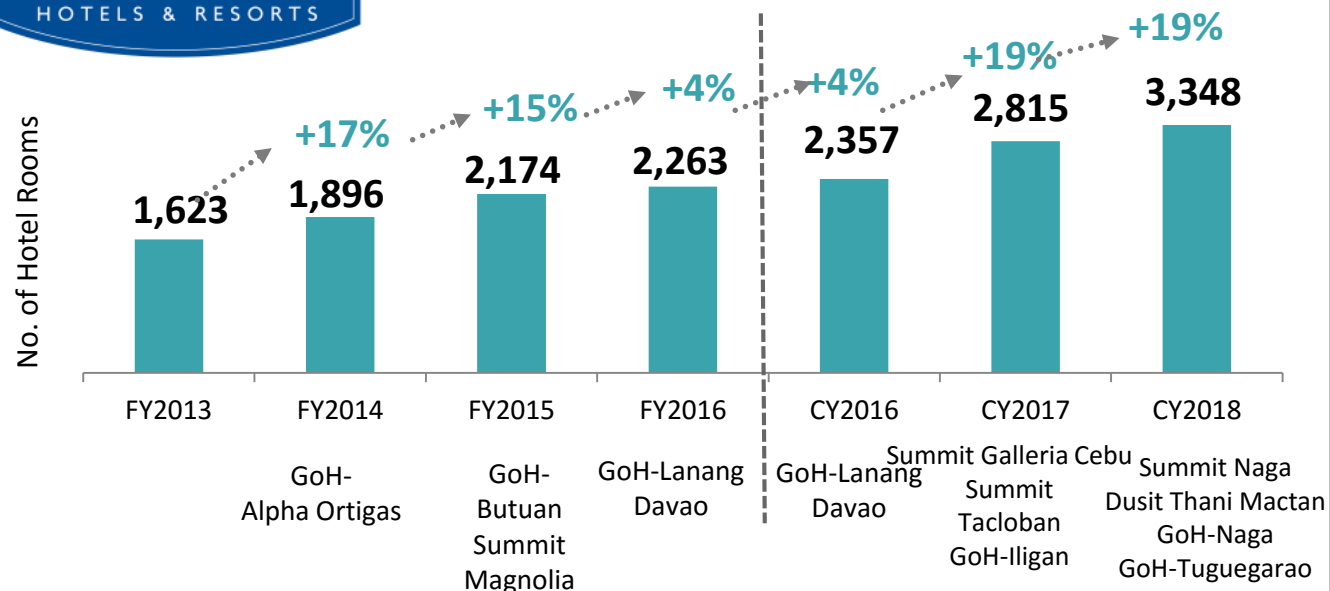
Cybergate Delta

Date of Opening: 2H CY17



Cybergate Naga

Date of Opening: 2H CY17



Summit Galleria Cebu
Date of Opening: 2H CY17



Summit Tacloban
Date of Opening: 2H CY17



Go Hotels Iligan
Date of Opening: 2H CY17

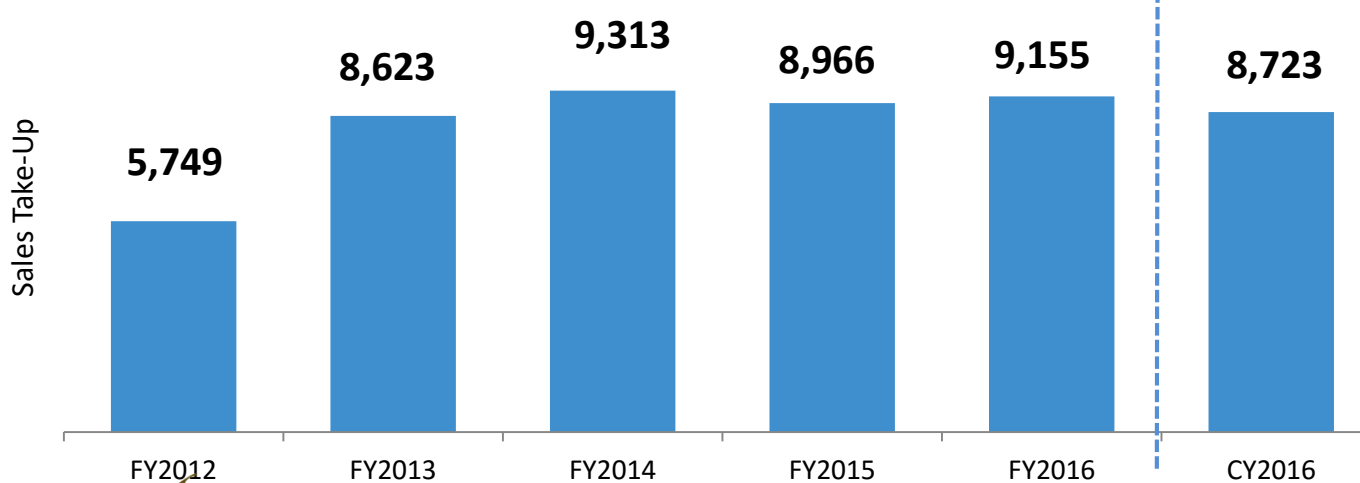


ROBINSONS LAND



ROBINSONS LAND
RESIDENTIAL DIVISION

We Are Home.



ROBINSONS
LUXURIA

ROBINSONS
RESIDENCES

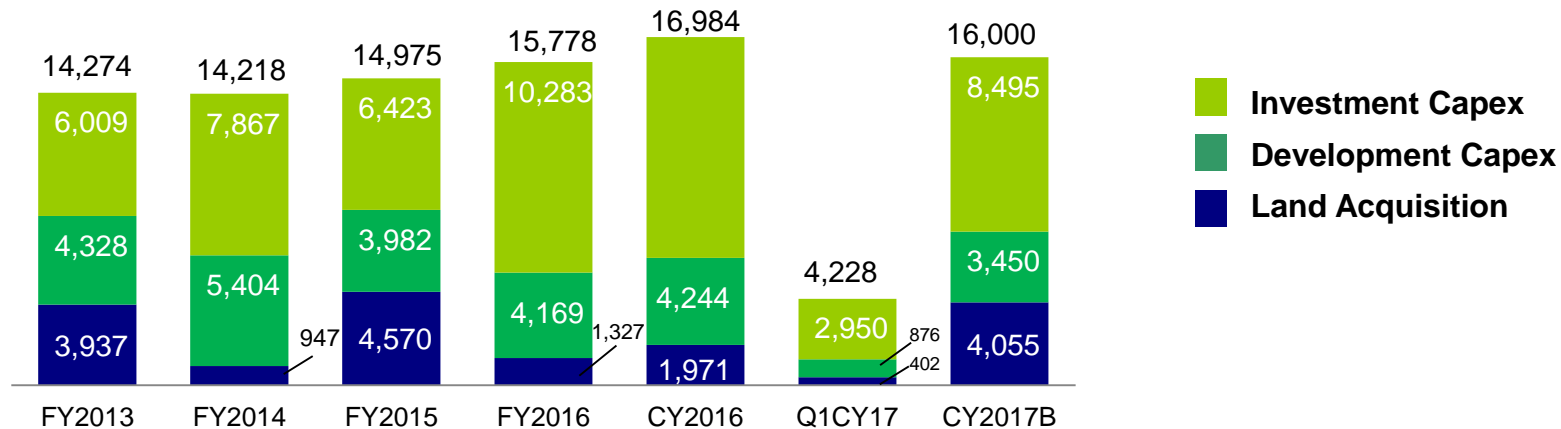
ROBINSONS
COMMUNITIES

Robinsons Homes

CAPITAL EXPENDITURE AND LANDBANK (PHILIPPINES)

CAPITAL EXPENDITURE (Philippines)

Capital expenditure program in line with overall corporate strategy

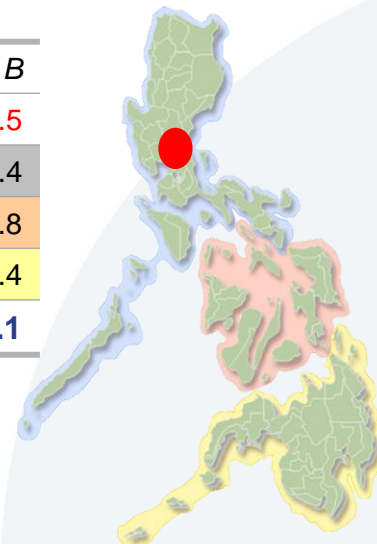


LAND BANK as of 31 Mar. 2017 (Philippines)

RLC has **sufficient land bank** to support growth in the next 4-5 years

SUMMARY	Area (has.)
Malls	207.2
Condominiums	6.5
Offices	10.4
Homes	413.3
Hotels	3.5
TOTAL	640.9

ESTIMATED VALUE	In Php B
Metro Manila	10.5
Luzon	12.4
Visayas	2.8
Mindanao	3.4
TOTAL	29.1



RECENT DEVELOPMENTS



Acquisition in Philippines CAINTA PROPERTY

**Land Development
to commence in 2017**

Plot Location	Ortigas Extension, Cainta, Rizal
Plot Area	18 hectares
Planned Development	Mixed-use
Nature of Acquisition	Acquired from Mitsubishi Corporation
Year Acquired	2015



ROBINSONS LAND

RECENT DEVELOPMENTS



Acquisition in Chengdu, China CHENGDU BAN BIAN JIE

**Construction contract
has been awarded**



Plot Location	Group 2/5/6 Ban Bian Jie Ji Tou town, Wuhou District
Plot Area	8.5 hectares
Plot Ratio	2.6x
Gross Floor Area	220,000 sqm
Planned Development	Mainly residential
Total Land Price*	RMB 1.31 B (USD 207.36 M; PHP 9.63 B)
Nature of Acquisition	Acquired from government through public auction
Pre-selling Schedule	2018

* Excludes transactional fees

Note:
USD/RMB = 6.3561 and RMB/PHP = 7.31 as of 05 Oct 2015



ROBINSONS LAND

THANK YOU!



ROBINSONS LAND