

ANNUAL SHAREHOLDERS' PRESENTATION



**ROBINSONS LAND
CORPORATION**

MARCH 9, 2016

41 SHOPPING CENTERS

STRONG CASHFLOW
CONSUMER PLAY

11 OFFICE BUILDINGS

LEADING BPO OFFICE SPACE PROVIDER



**ROBINSONS LAND
CORPORATION**

66 RESIDENTIAL BUILDINGS 35 HOUSING SUBDIVISIONS

MULTIPLE LOCATIONS
MULTIPLE BRANDS

14 HOTELS

DIVERSIFIED HOSPITALITY PORTFOLIO



Tera Tower

Axis Residences

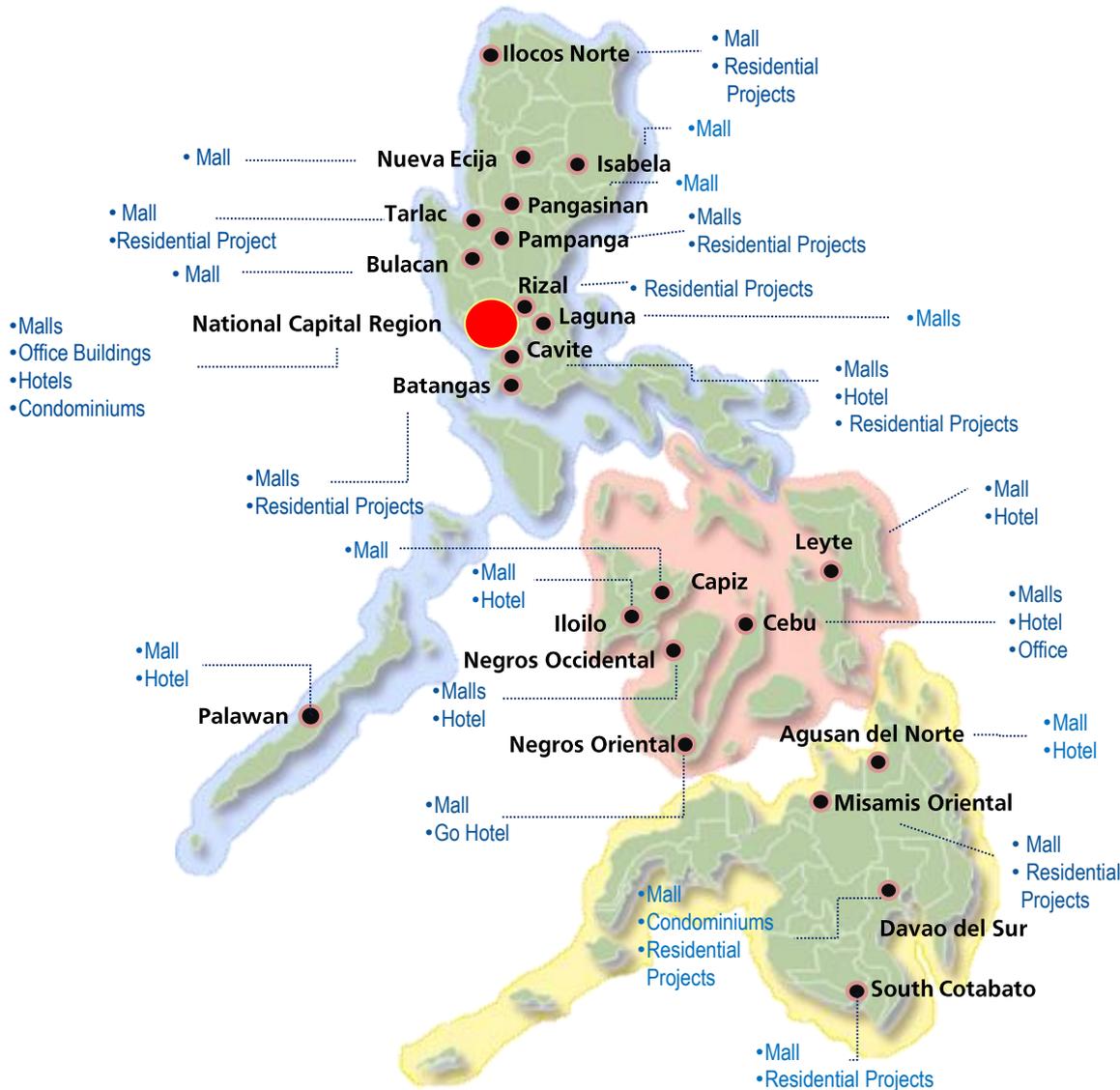
Signa Designer
Residences

Go! Hotels
Puerto Princesa

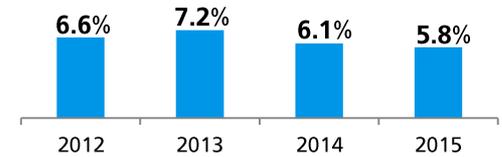
Robinsons
Galleria Cebu

Bloomfields
Cagayan de Oro

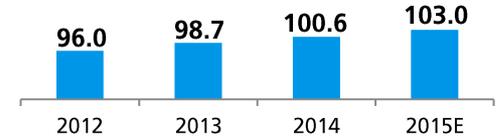
A LEADING PHILIPPINE PROPERTY COMPANY



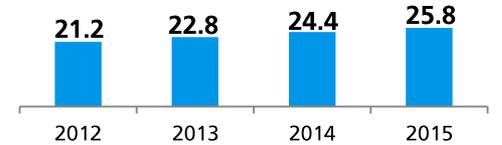
GDP GROWTH RATE



POPULATION (IN MILLIONS)



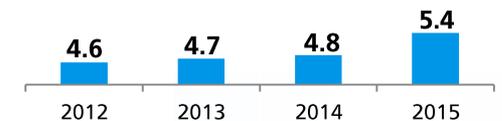
OFW REMITTANCES (IN US\$B)



BPO REVENUES (IN US\$B)



TOURIST ARRIVALS (IN MILLIONS)



DIVERSIFIED BUSINESS MODEL



INVESTMENT PORTFOLIO

| | FY2015 | Q1FY16 |
|----------------------|--------|--------|
| Revenue Contribution | 66% | 67% |
| EBITDA Contribution | 83% | 83% |
| EBIT Contribution | 76% | 77% |

DEVELOPMENT PORTFOLIO

| | FY2015 | Q1FY16 |
|--|--------|--------|
| | 34% | 33% |
| | 17% | 17% |
| | 24% | 23% |



INCOME STATEMENT HIGHLIGHTS

| (IN PHP MILLIONS) | FY15 | VS. SPLY | Q1 FY16 | VS. SPLY |
|-------------------|--------|----------|---------|----------|
| REVENUES | 19,733 | +16% | 5,388 | +13% |
| COST AND EXPENSES | 9,028 | +12% | 2,383 | +8% |
| EBIT | 7,555 | +21% | 2,198 | +20% |
| EBITDA | 10,705 | +19% | 3,005 | +16% |
| INCOME BEFORE TAX | 7,589 | +21% | 2,192 | +20% |
| NET INCOME | 5,701 | +20% | 1,650 | +18% |

FY2015 HIGHLIGHTS

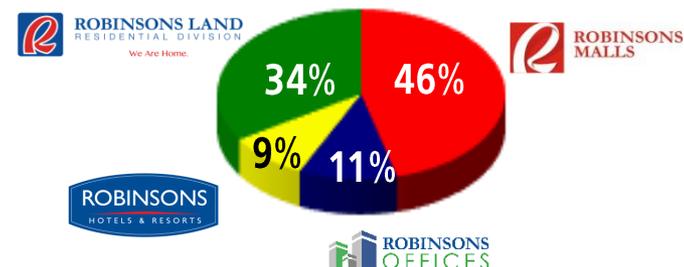
- Revenue growth of 16% due to strong operating performance of all divisions, led by Office and Hotels divisions.
- Net Income at PhP5.7B, a 20% growth vs FY2014

Q1FY16 HIGHLIGHTS

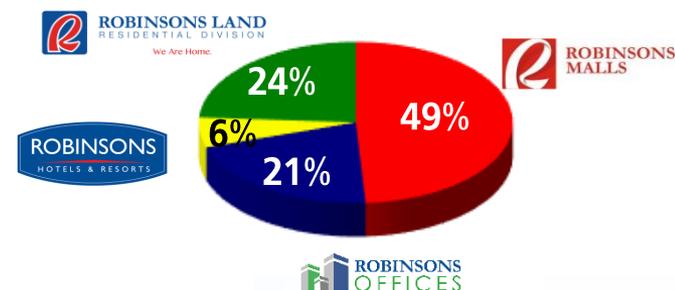
- Stable revenue growth of 13% due to strong operating performance led by Office and Malls divisions.
- Net Income at PhP1.7B, an 18% growth vs SPLY.

FY2015 CONTRIBUTION

REVENUES

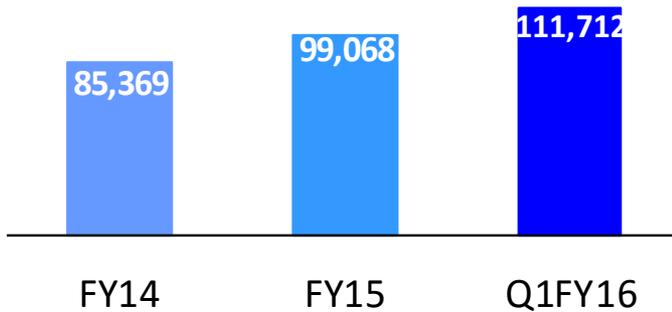


EBIT

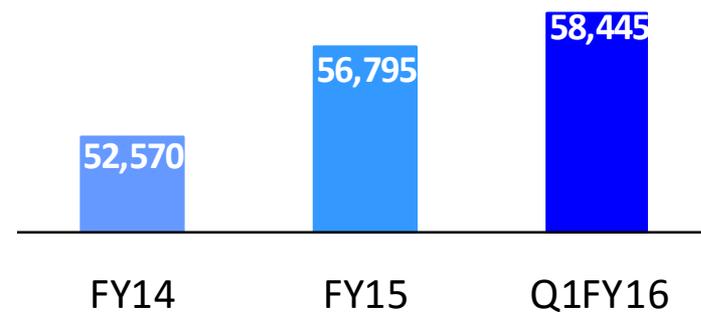


STRONG BALANCE SHEET POSITION

TOTAL ASSETS (PhP MM)



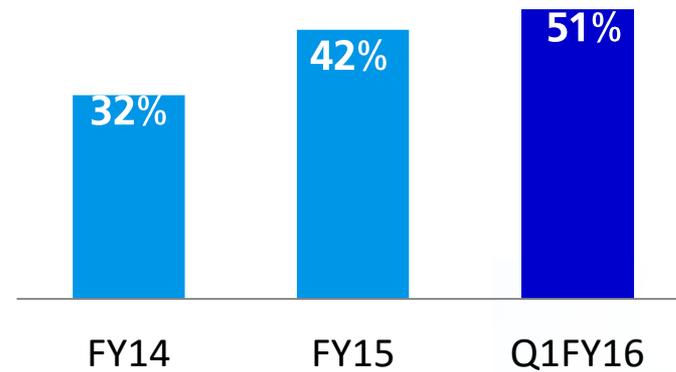
SHAREHOLDER'S EQUITY (PhP MM)



RETURN ON EQUITY



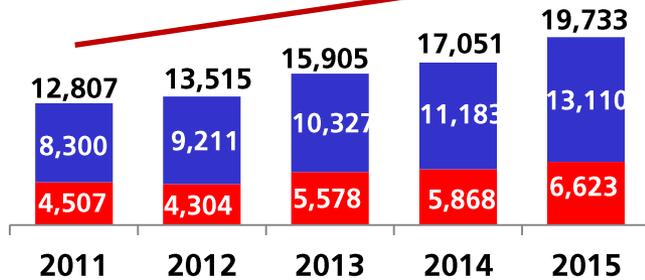
NET DEBT TO EQUITY



STABLE AND RECURRING INCOME AND REVENUE

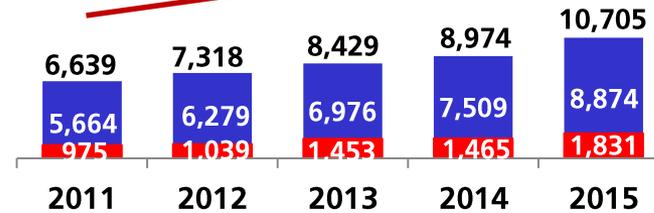
REVENUES

CAGR: +11%



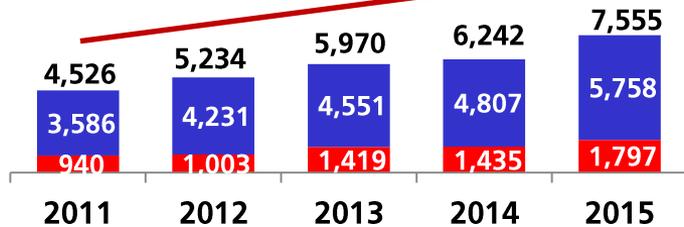
EBITDA

CAGR: +13%



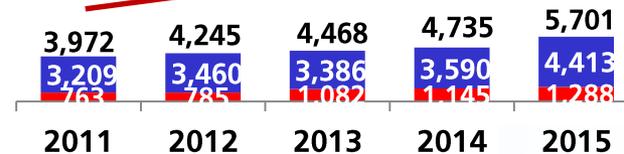
EBIT

CAGR: +14%



NET INCOME

CAGR: +9%



DEVELOPMENT

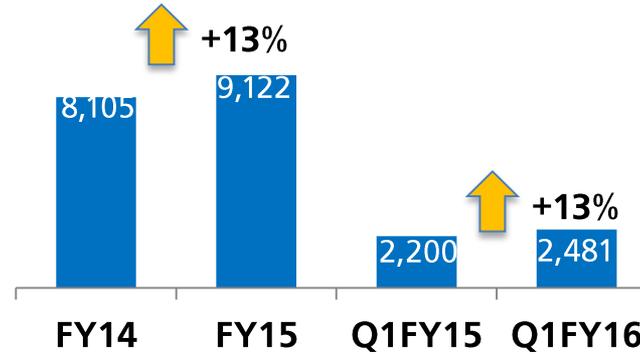
INVESTMENT



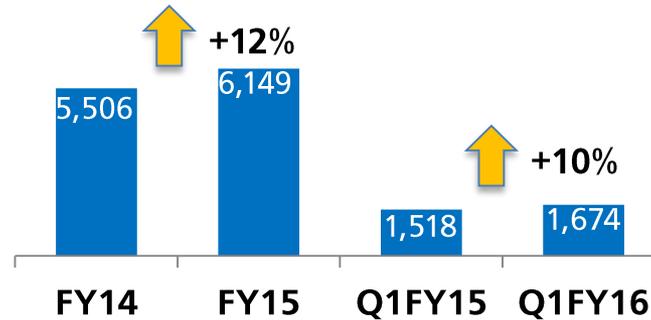
**ROBINSONS
MALLS**

- 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 has been tracking **7-8%**

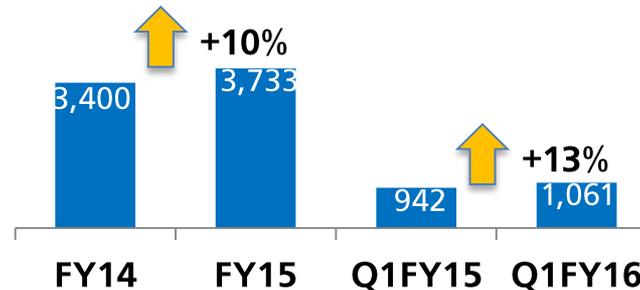
REVENUES



EBITDA



EBIT



ROBINSONS LAND
CORPORATION





ROBINSONS LAND
CORPORATION

TWO NEW MALLS AND ONE MALL EXPANSION IN FY2015



Land Area: 48,270 sqm
GFA: 59,079 sqm
GLA: 25,729 sqm



Additional GLA: 5,037 sqm



Land Area: 47,550 sqm
GFA: 10,196 sqm
GLA: 6,842 sqm

ONE NEW MALL OPENED IN Q1FY2016



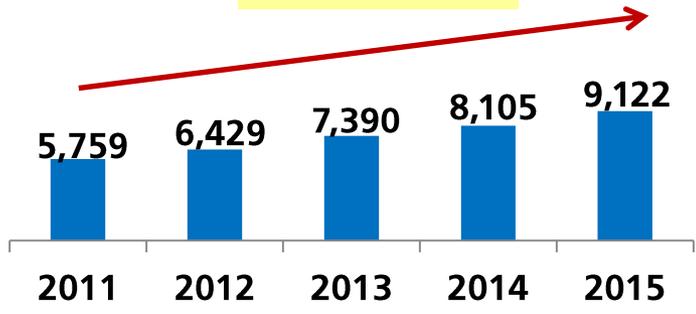
Land Area: 46,345 sqm
GFA: 141,908 sqm
GLA: 55,585 sqm





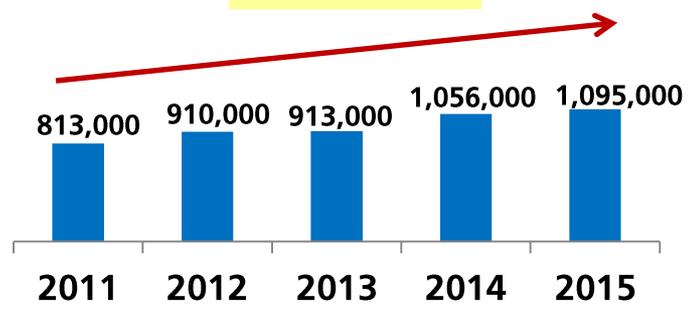
REVENUES

CAGR: +12%



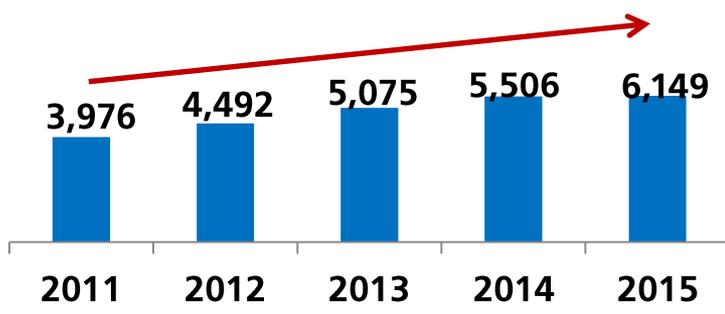
GLA

CAGR: +8%



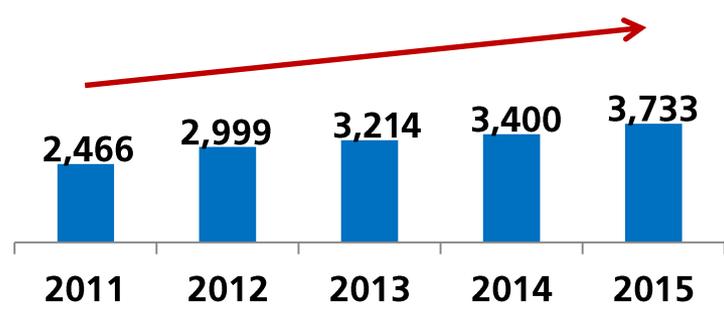
EBITDA

CAGR: +12%



EBIT

CAGR: +11%

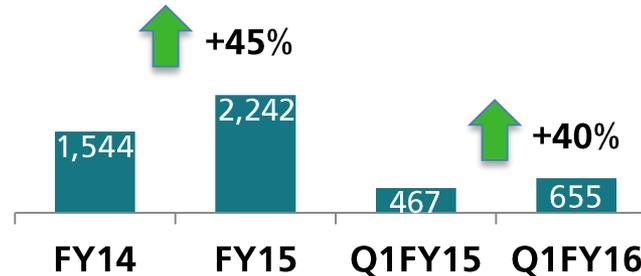


ROBINSONS OFFICES

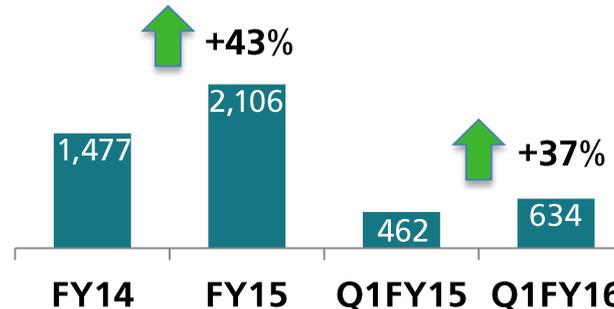
- A leading BPO office space provider with **310,000 sqm** net leasable space
- Total leased space for our **11 office buildings** is **99%**
- Dominant landlord in the **Ortigas CBD**



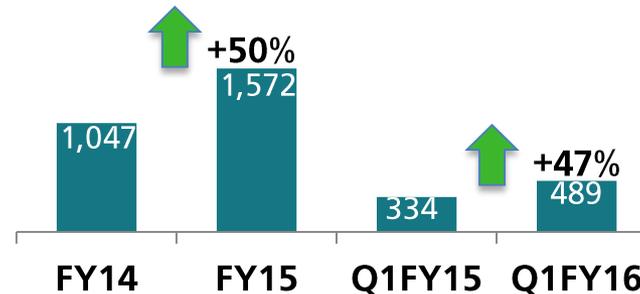
REVENUES



EBITDA



EBIT

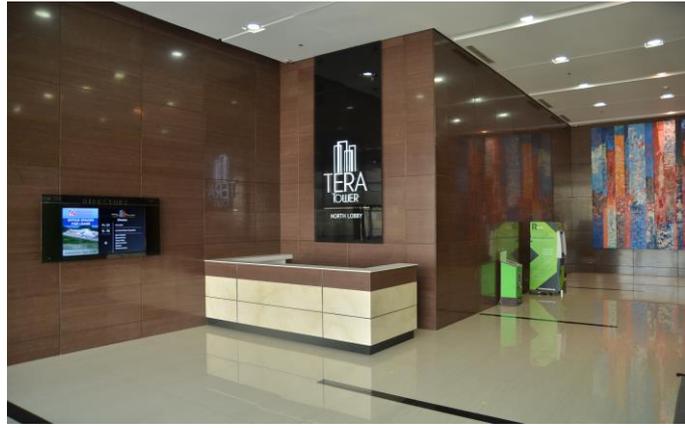


ROBINSONS LAND
CORPORATION





ONE NEW OFFICE BUILDING IN FY2015



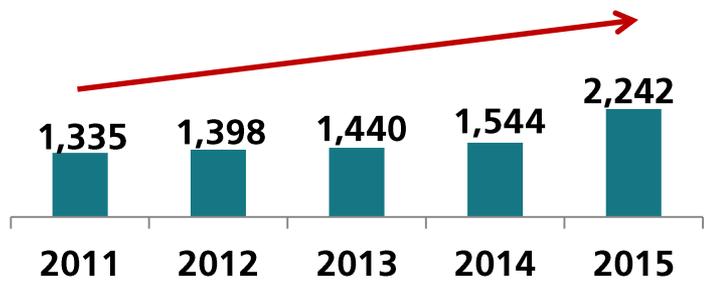
Tera Tower
NLA: 35,000sqm
Property Size: 8 hectares





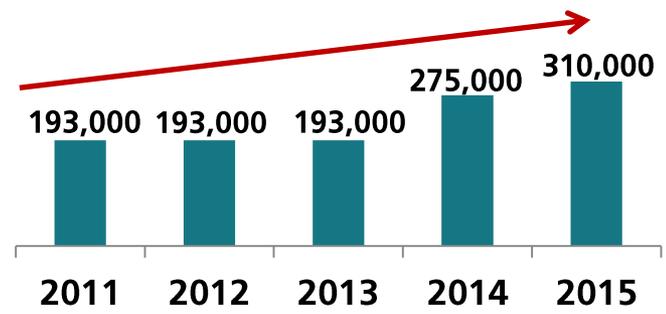
REVENUES

CAGR: +14%



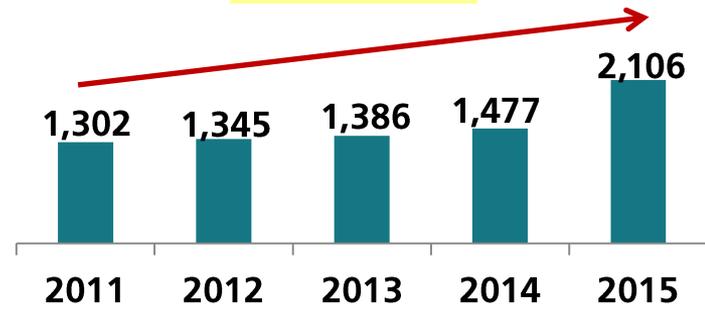
NLA

CAGR: +13%



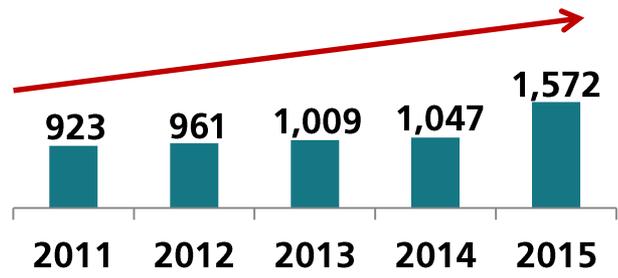
EBITDA

CAGR: +13%



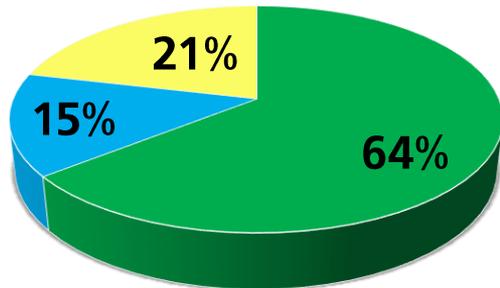
EBIT

CAGR: +14%

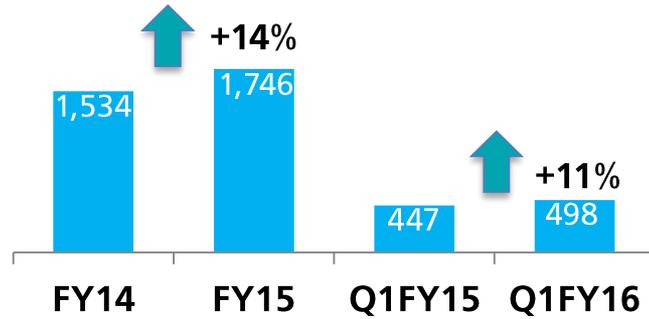




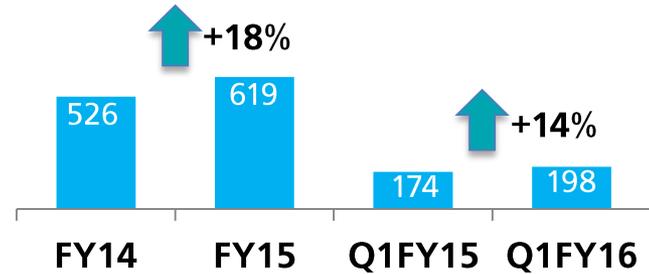
FY2015 REVENUE CONTRIBUTION



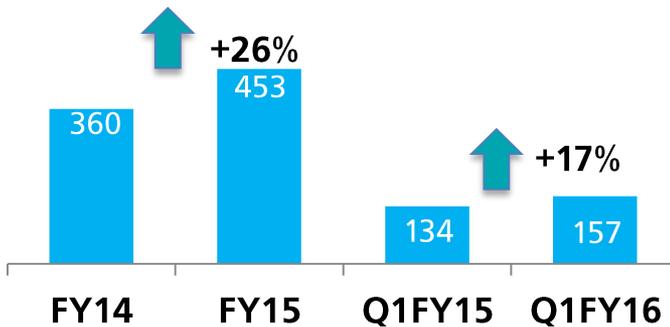
REVENUES



EBITDA



EBIT



ROBINSONS LAND CORPORATION





ROBINSONS LAND CORPORATION

14 HOTEL PROPERTIES AS OF DECEMBER 2015



Butuan, Agusan del Norte

Started Operations: December 2014

No. of Rooms: 104

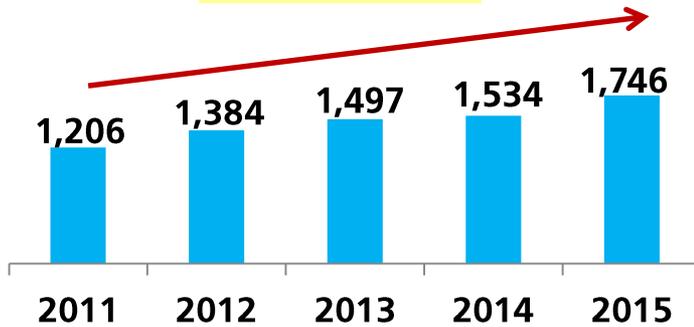
New Manila, Quezon City

Started Operations: January 2015

No. of Rooms: 82

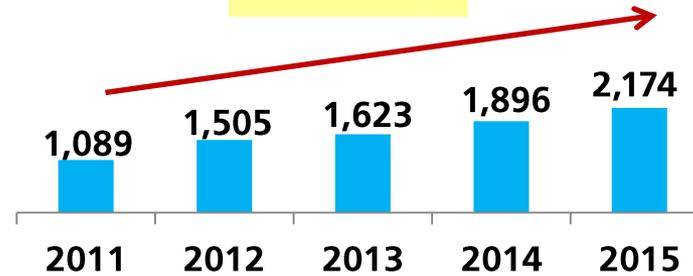
REVENUES

CAGR: +10%



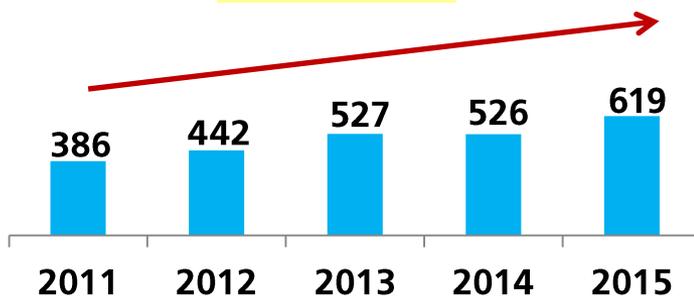
No. of Hotel Rooms

CAGR: +19%



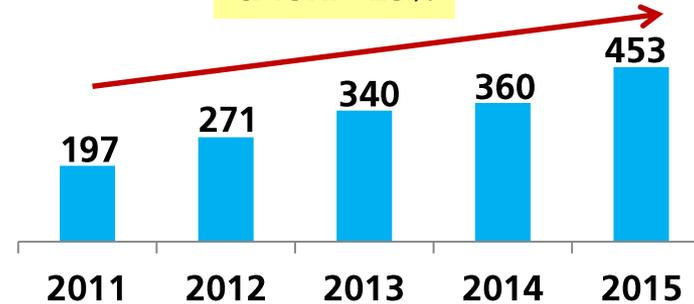
EBITDA

CAGR: +13%



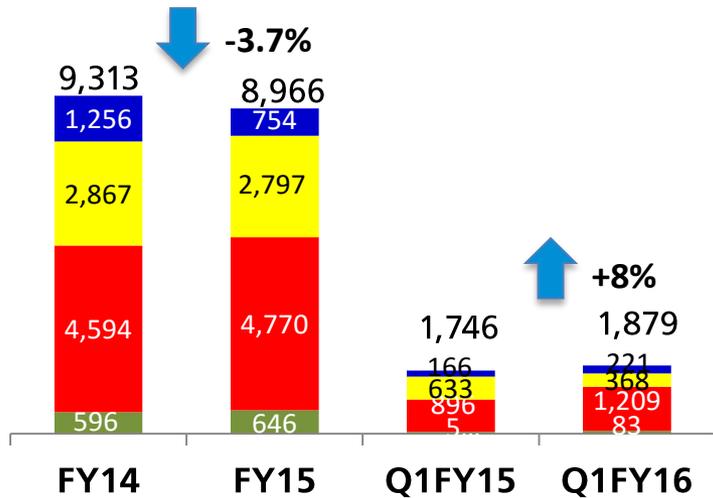
EBIT

CAGR: +23%

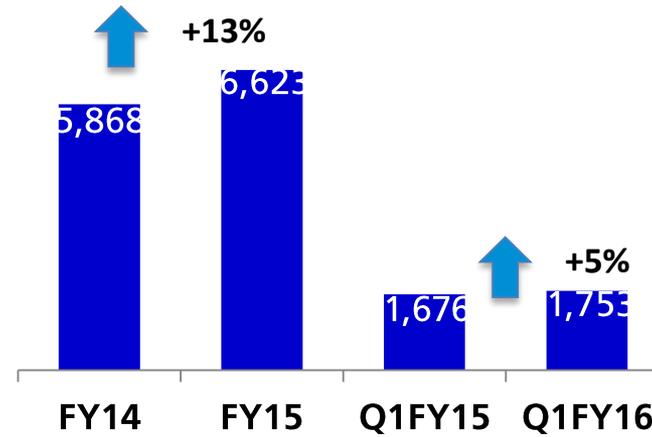




SALES TAKE-UP



REALIZED REVENUES



- Net Sales Take-up for FY2015 is at P8.97Bn, slightly lower by 3.7% than last year
- Remarkable performance considering zero project launches in FY2015

- Realized Revenues for FY2015 amounted to P6.62Bn
- EBITDA amounted to P1.83Bn
- EBIT amounted to PhP1.80Bn





AmiSa Private Residences
Sonata Private Residences
Signa Designer Residences



Robinsons Place Residences
Fifth Avenue Place
McKinley Park Residences
The Fort Residences
The Magnolia Residences
Vimana Verde Residences
Adriatico Place
East of Galleria
The Trion Towers
Gateway Garden Heights
One Gateway Place
Otis 888
Gateway Regency
Galleria Regency
The Sapphire Bloc
Woodsville Residences
Azalea Place
Radiance Manila Bay
Galleria Residences Cebu



Gateway Garden Ridge
Woodsville Viverde Mansions
Centennial Place
Bloomfields Novaliches
Escalades at 20th Avenue
Escalades South Metro
The Wellington Courtyard
The Pearl Place
Axis Residences
Escalades East Tower
Acacia Escalades
Chimes Greenhills



Brighton Parkplace
Brighton Parkplace North
Hanalei Heights
Fernwood Parkhomes
Forest Parkhomes
Forest Parkhomes North
Grand Tierra
Mirada Dos
Rosewood Parkhomes
Robinsons Homes East
San Lorenzo Homes
San Jose Estates
St. Bernice Estates
St. Judith Hills
Bloomfields Cagayan De Oro
Bloomfields Heights Lipa
Brighton Baliwag
Brighton Bacolod

Robinsons Residenza Milano
Robinsons Vineyard
Southsquare Village
Aspen Heights
Fresno Parkview
Hillborough Pointe
Richmond Hills
Robinsons Davao Highlands
Montclair Highlands
Bloomfields Tagaytay
Blue Coast Residences
Bloomfields Davao
Nizanta at Ciudades
Bloomfields General Santos





ROBINSONS LAND
CORPORATION



Q1FY2016



General Maxilom Avenue, Cebu City



Manggahan, Pasig City



Q2FY2016



Pioneer Street, Mandaluyong City

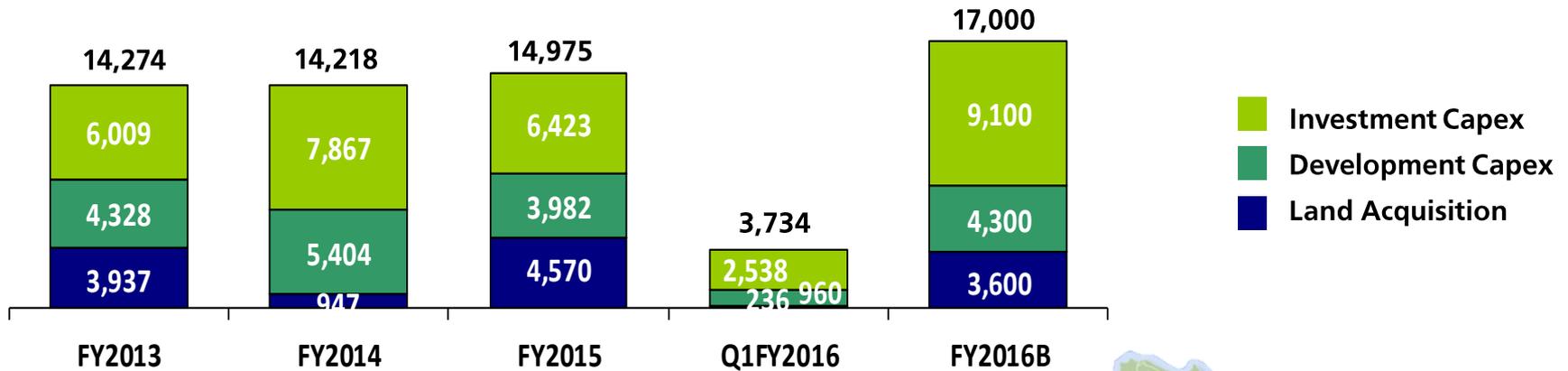


Bacolod City, Negros Occidental



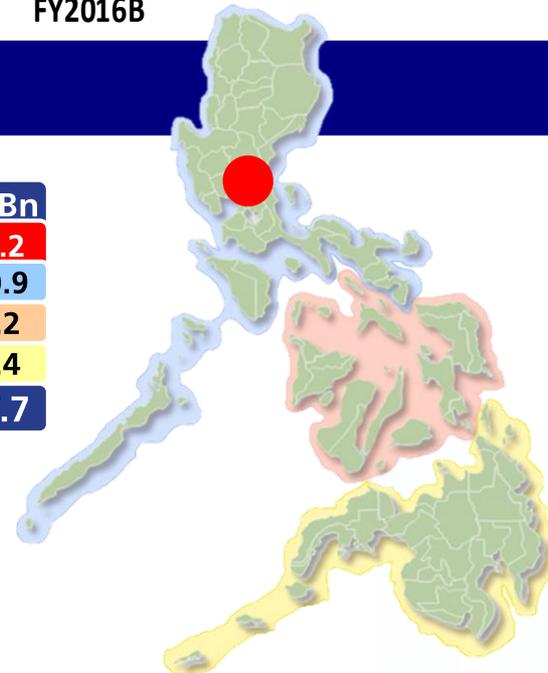
CAPITAL EXPENDITURE AND LANDBANK

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 | | |



Chengdu Ban Bian Property – US\$222 M



Galleria Cebu (November 2015)



Tagum (2H FY2016)



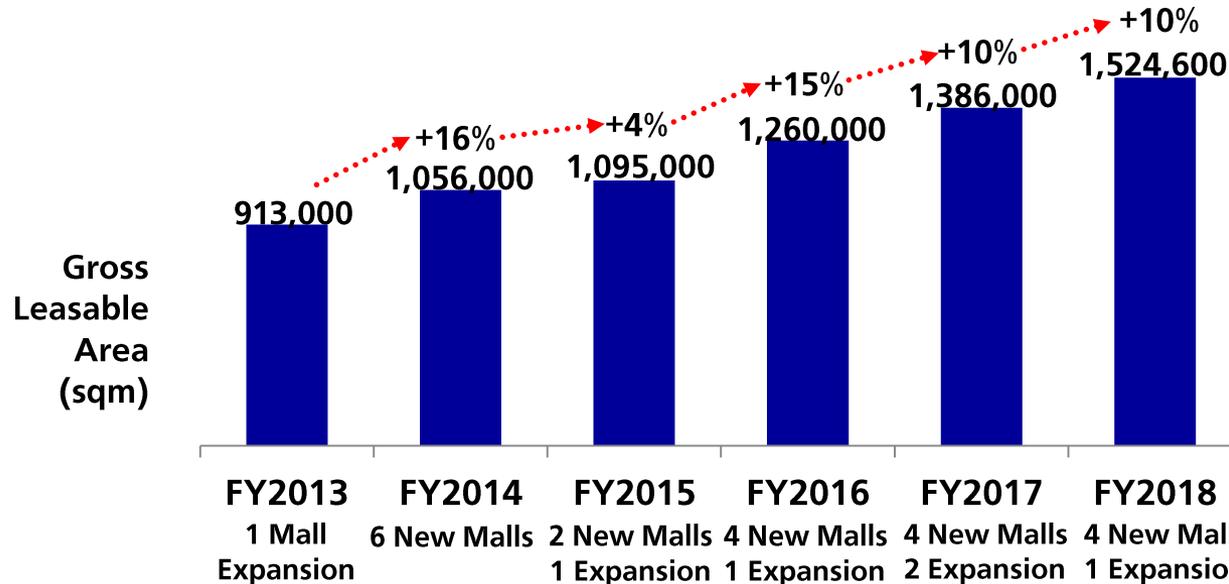
Jaro (2H FY2016)



General Trias (2H FY2016)



Ilocos Expansion (2H FY2016)

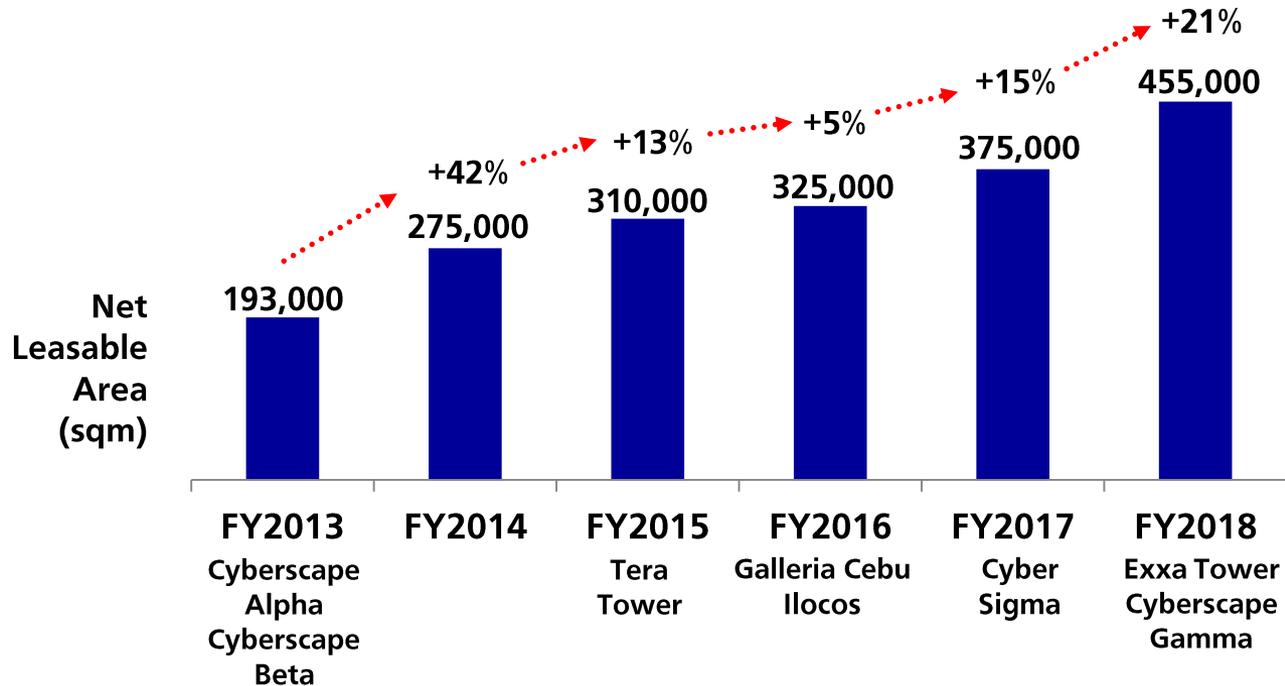




Galleria Cebu (2HFY2016)

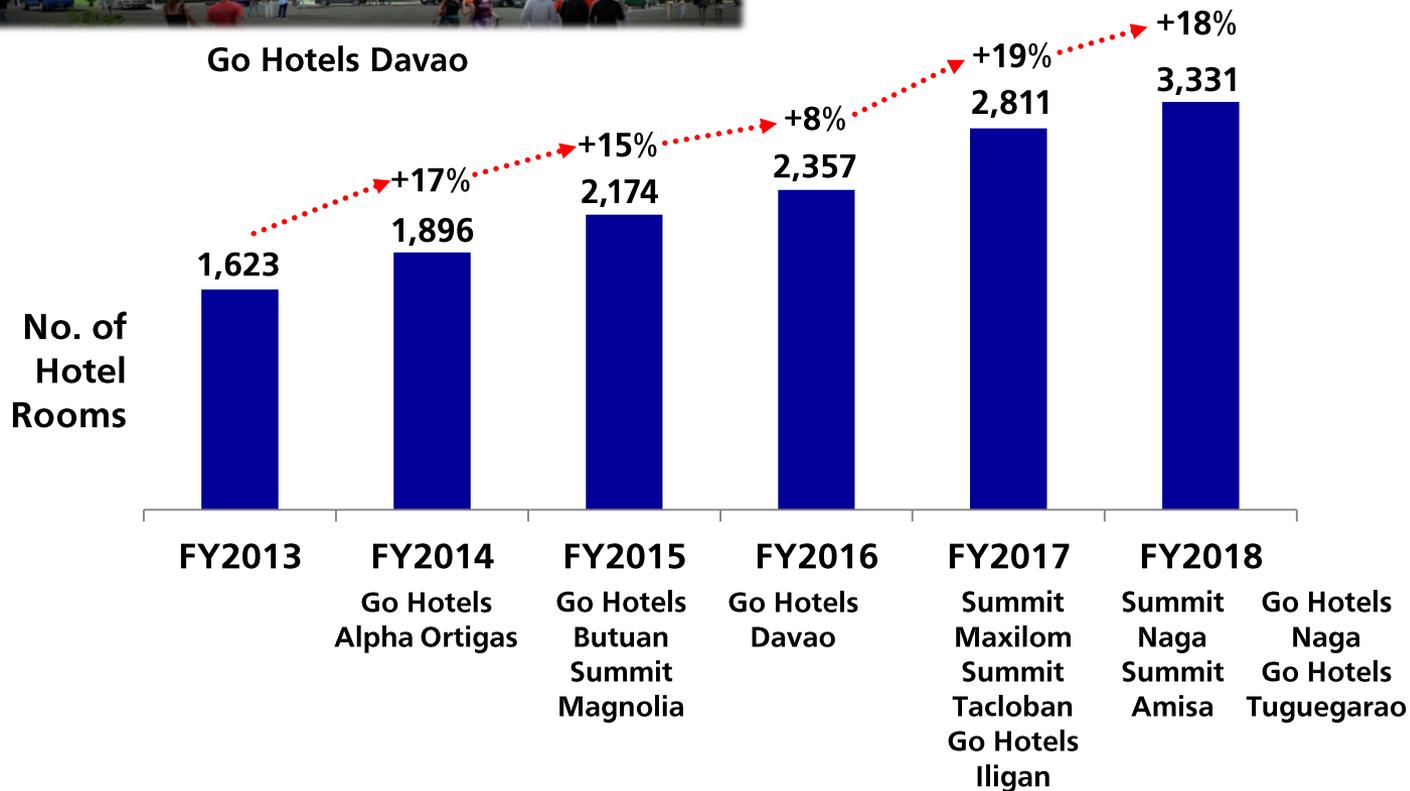


Ilocos (2HFY2016)





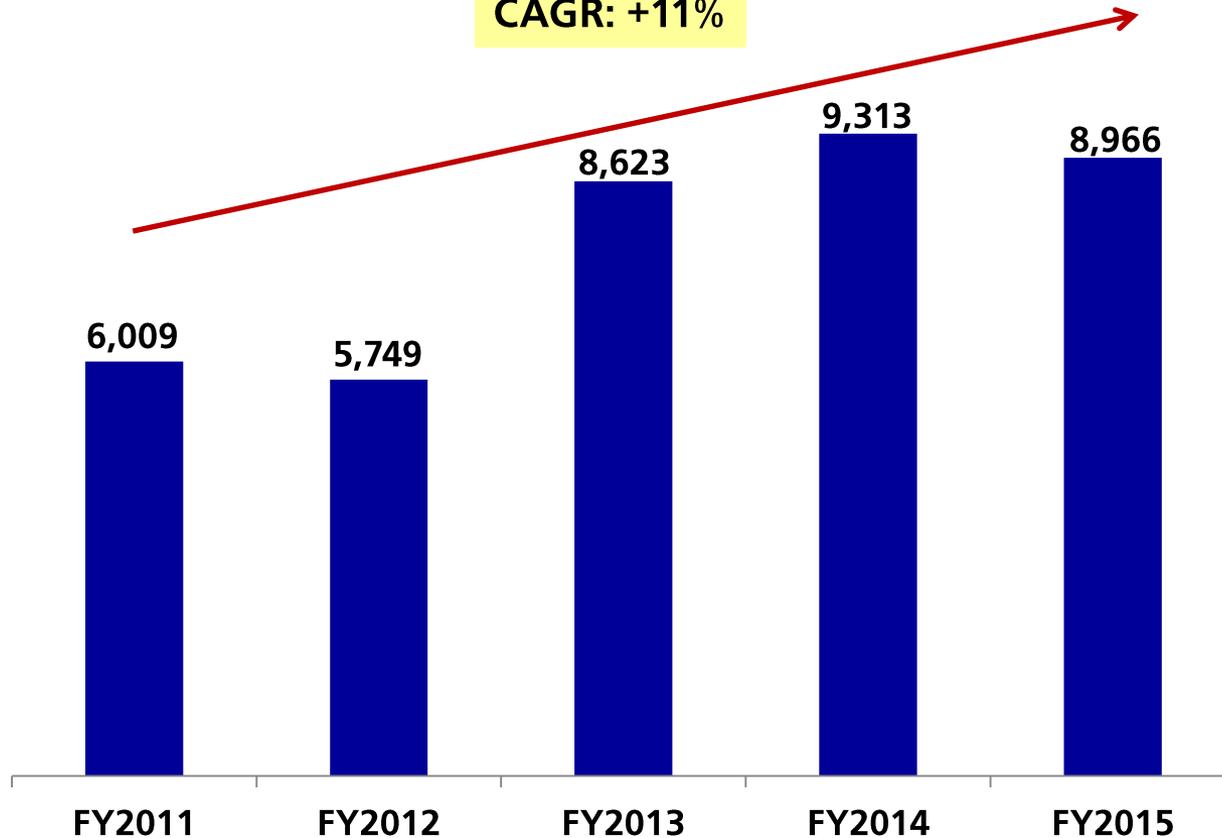
Go Hotels Davao





CAGR: +11%

Sales
Take-Up



RECENT DEVELOPMENTS: 18 Hectare Property



- Area of 18 hectares
- Situated along Ortigas Extension, Cainta, Rizal
- Potential mixed-use development

RECENT DEVELOPMENTS: CHENGDU ACQUISITION



| | |
|------------------------------|---|
| Plot Area | 8.5 hectares |
| Plot Ratio | 2.6x |
| Gross Floor Area | 220,000 sqm |
| Planned Development | Mainly residential |
| Total Land Price* | RMB1.4 B (USD222 M; PHP10 B) |
| Nature of Acquisition | Acquired from government through public auction |
| Pre-Selling Schedule | 2018 |

*Excludes transactional fees

THANK YOU



**ROBINSONS LAND
CORPORATION**