



**ROBINSONS LAND
CORPORATION**

YOUR DREAMS. OUR FOUNDATION.

Annual Shareholders' Meeting

18 April 2013

Strong cashflow generating capabilities



32 MALLS



Located in 40 cities and 20 provinces



59 RESIDENTIAL CONDOMINIUMS



32 HOUSING SUBDIVISIONS



ROBINSONS LAND CORPORATION

Ability to take advantage of tourism growth



9 HOTELS



Leading BPO office space provider



8 OFFICE BUILDINGS

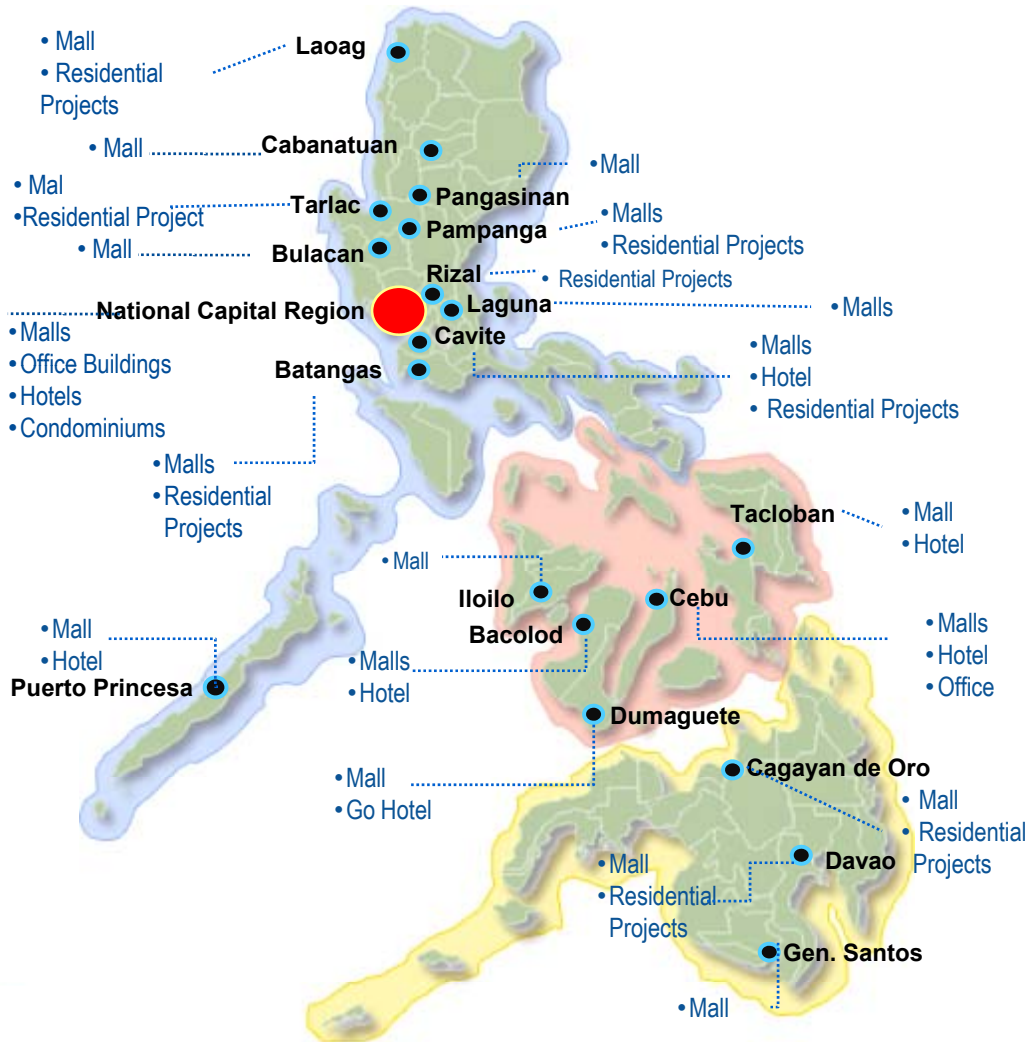


Best Managed Company
Philippines 2013

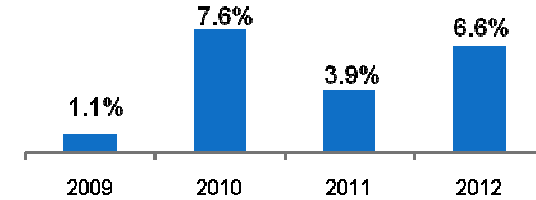


Sufficient Landbank

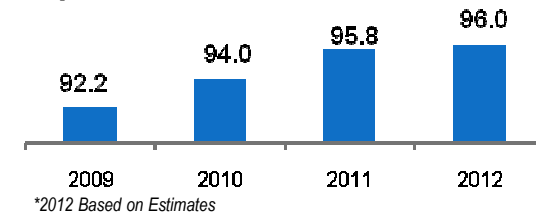
A LEADING PHILIPPINE PROPERTY COMPANY



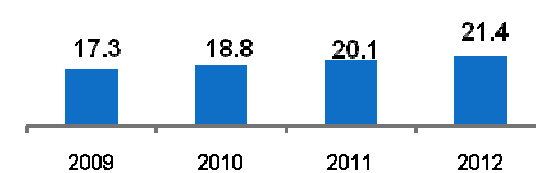
GDP Growth Rate



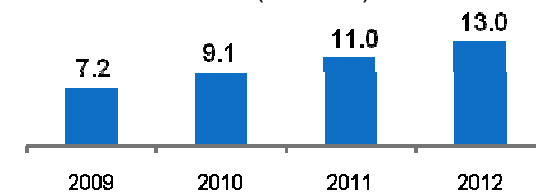
Population (in millions)



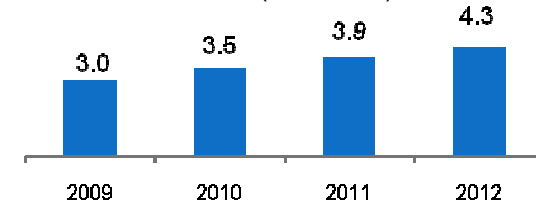
OFW Remittances (in US\$B)



BPO Revenues (in US\$B)



Tourist Arrivals (in millions)



DIVERSIFIED BUSINESS MODEL



Shopping Malls



 **ROBINSONS**
PLACE Manila

 **ROBINSONS**
Galleria

NOVA
 ket

Office Buildings

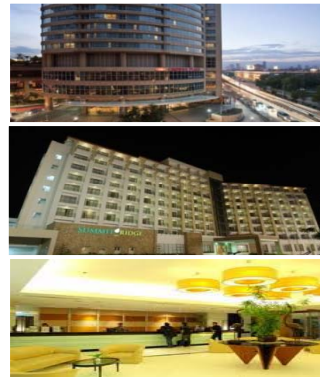


ROBINSONS SUMMIT
CENTER

ROBINSONS
CYBERGATE PLAZA

ROBINSONS
CYBERGATE CENTER
1,2,3

Hotels



 **Holiday Inn**
MANILA GALLERIA

 **CROWNE PLAZA**
MANILA GALLERIA

 **SUMMIT**
RIDGE

 **SUMMIT**
CIRCLE
Hotel

 **gohotels.ph**
a place for every Juan!

Residential



ROBINSONS
LUXURIA

ROBINSONS
RESIDENCES

ROBINSONS
COMMUNITIES

Robinsons Homes



FY2012

INVESTMENT PORTFOLIO

DEVELOPMENT PORTFOLIO

Revenue Contribution	68%	32%
EBITDA Contribution	86%	14%
EBIT Contribution	81%	19%

INCOME STATEMENT HIGHLIGHTS

PhPMM	FY2011	FY2012	Variance	
			Amount	%
Revenues	12,807	13,515	708	+6%
Cost and Expenses	8,281	8,281	-	-
Income before Tax	4,526	5,234	708	+16%
Other Income	328	366	38	12%
Provision for Income Tax	882	1,355	473	+54%
Net Income	3,972	4,245	273	+7%
EBITDA	6,639	7,318	679	+10%

- Posted revenues of PhP13.5B in FY2012
- Revenue growth of 6% due to strong operating performance of all divisions, led by Hotels and Malls divisions
- Net Income at PhP4.2B, a 7% growth vs FY2011
- EBITDA at PhP7.3B, a 10% growth vs FY2011

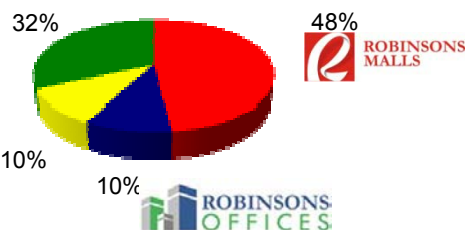


FY 2012 CONTRIBUTION

REVENUES

RESIDENTIAL

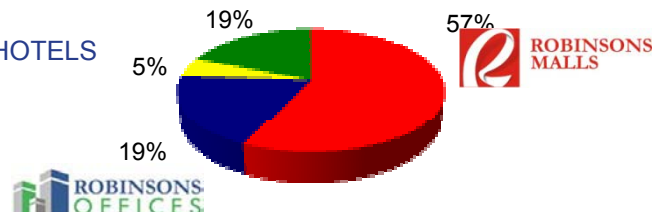
HOTELS



EBIT

RESIDENTIAL

HOTELS



STABLE RECURRING INCOME AND REVENUES

REVENUES

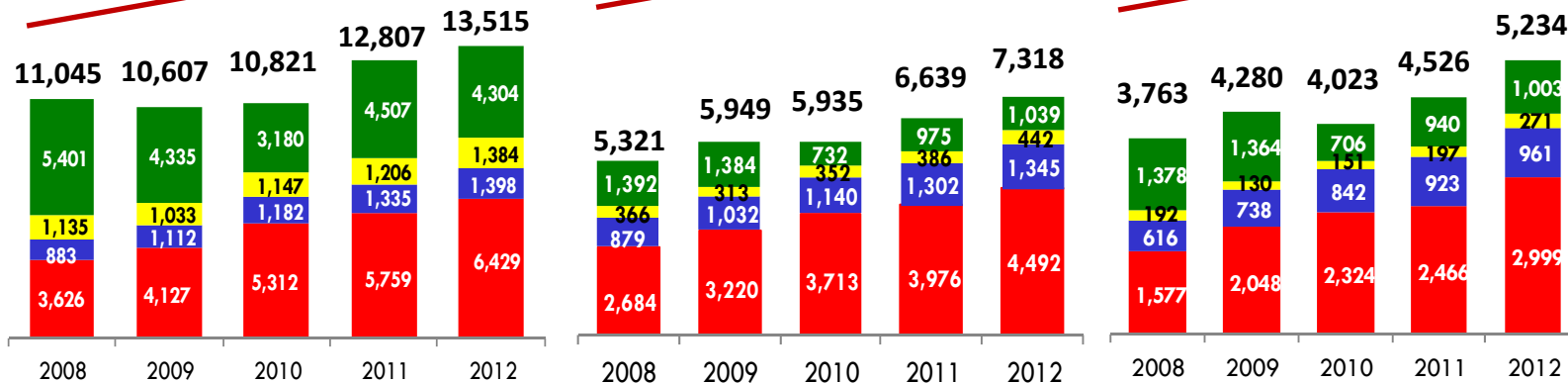
EBITDA

EBIT

CAGR: +5%

CAGR: +8%

CAGR: +9%

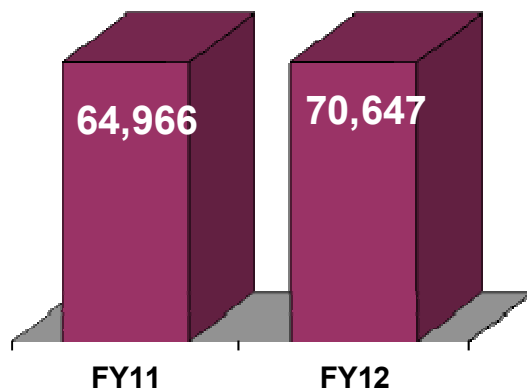


HOTELS

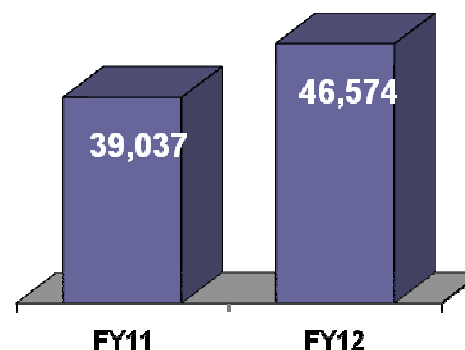
RESIDENTIAL

STRONG BALANCE SHEET POSITION

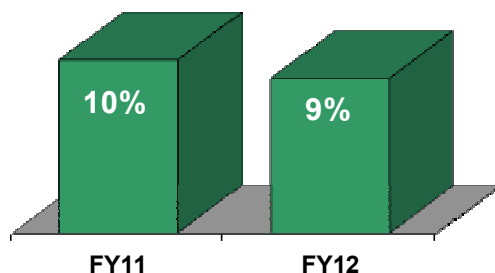
TOTAL ASSETS (PhP MM)



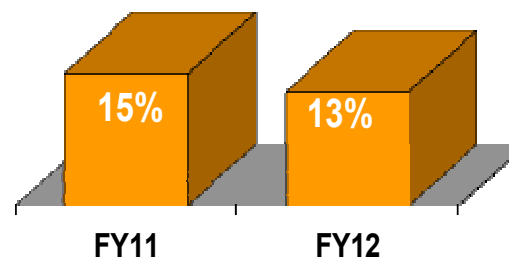
SHAREHOLDER'S EQUITY (PhP MM)



RETURN ON EQUITY



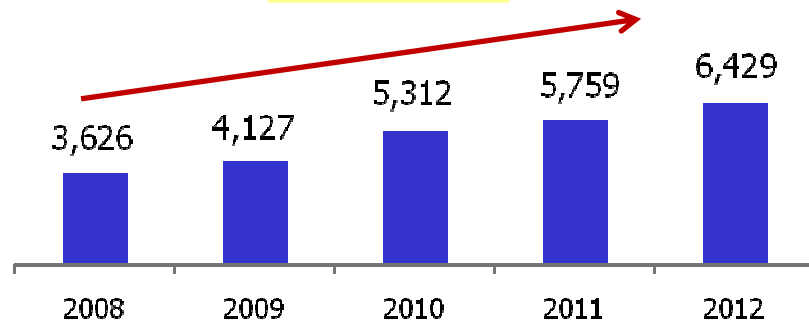
CURRENT NET DEBT TO EQUITY



Commercial Centers Division

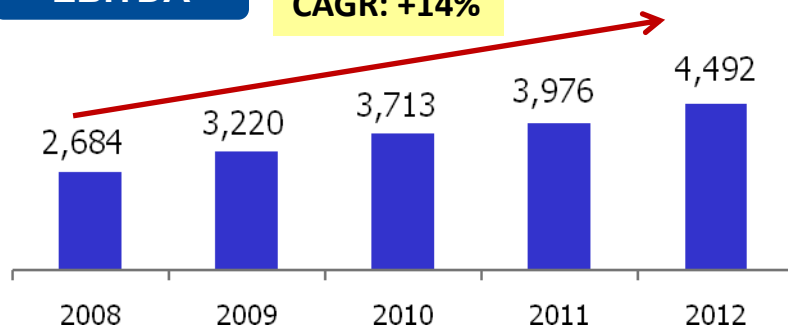
REVENUES

CAGR: +15%



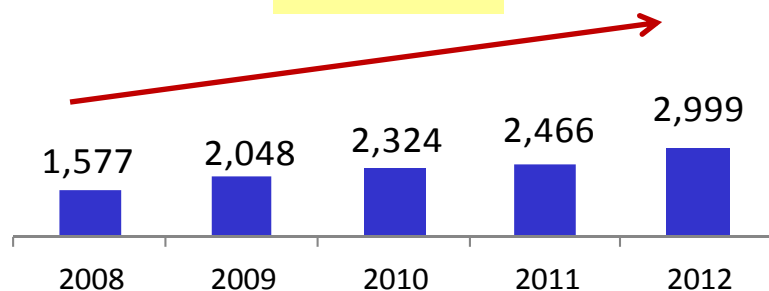
EBITDA

CAGR: +14%



EBIT

CAGR: +17%

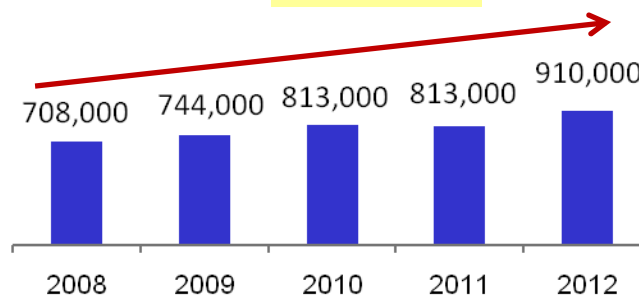


**ROBINSONS
MALLS**

- Second largest mall operator in the Philippines with **32** malls
- **910,000** sqm gross leasable space, a 12% increase from completing 3 new malls and 2 expansion malls
- **95.0%** latest occupancy
- Steady same mall revenue growth of **8%**

GLA

CAGR: +7%



Commercial Centers Division

ROBINSONS PLACE Pangasinan



Land Area: 57,725 sqm
GFA: 32,458 sqm
GLA: 22,552 sqm

ROBINSONS PLACE Palawan



Land Area: 46,545 sqm
GFA: 44,314 sqm
GLA: 25,854 sqm

ROBINSONS Magnolia



Land Area: 39,773 sqm
GFA: 107,033 sqm
GLA: 41,994 sqm

ROBINSONS PLACE Tacloban



Land Area: 48,148 sqm
GFA: 38,242 sqm
GLA: 23,244 sqm

ROBINSONS PLACE Bacolod



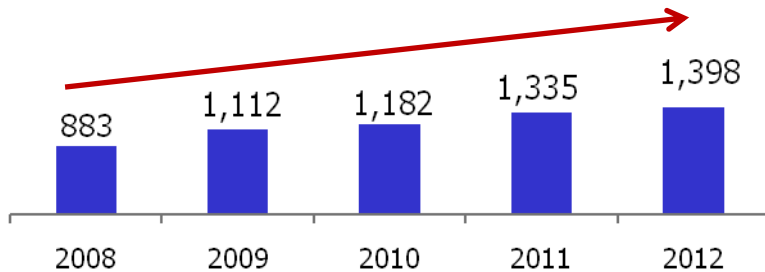
Land Area: 10,000 sqm
GFA: 23,981 sqm
GLA: 14,242 sqm



Office Buildings Division

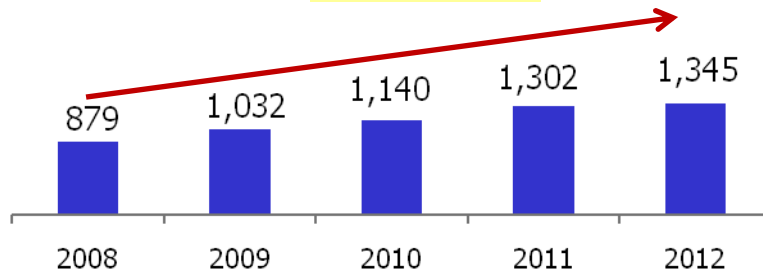
REVENUES

CAGR: +12%



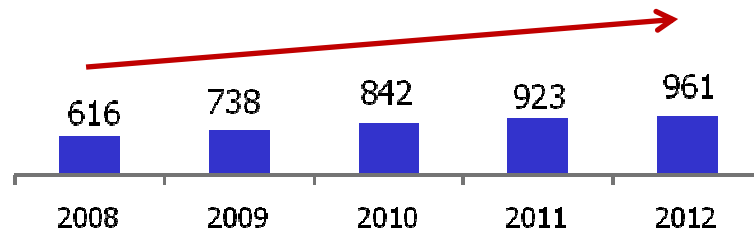
EBITDA

CAGR: +11%



EBIT

CAGR: +12%



- One of the Philippines' leading BPO office space provider with **193,000 sqm** net leasable space
- Total occupancy for 8 completed buildings is **99%**
- We continue to be a leading provider of office spaces to BPOs in the Philippines, with **78%** of our office space allocated for BPOs

SYKES

accenture

EMERSON



globalpayments

CONVERGY'S
Outthinking Outdoing



USAUTOPARTS

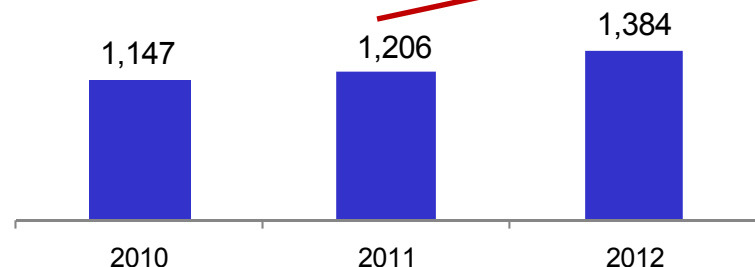
NLA

CAGR: +4%



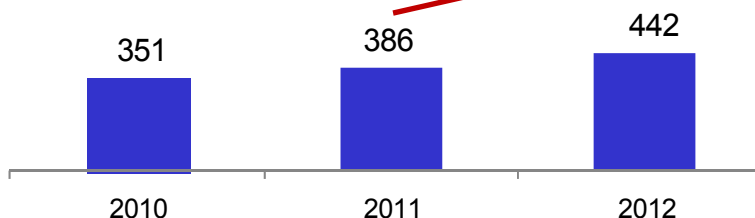
REVENUES

YoY: +15%



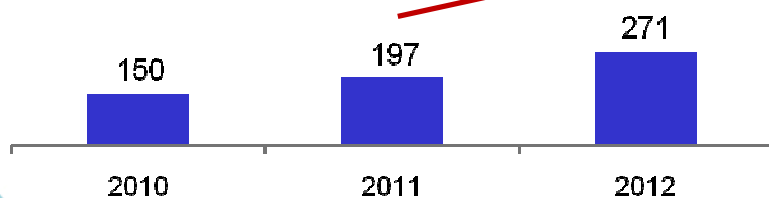
EBITDA

YoY: +15%

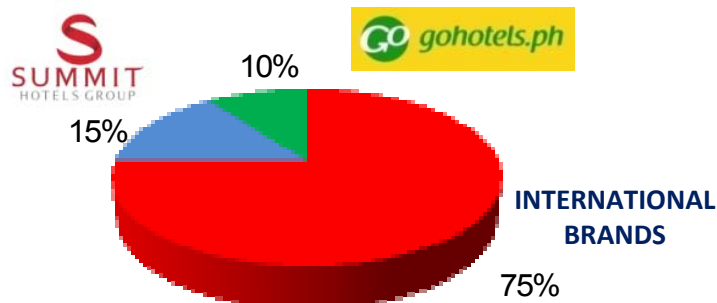


EBIT

YoY: +38%



FY 2012 REVENUE CONTRIBUTION



INTERNATIONAL BRANDS



SUMMIT HOTELS

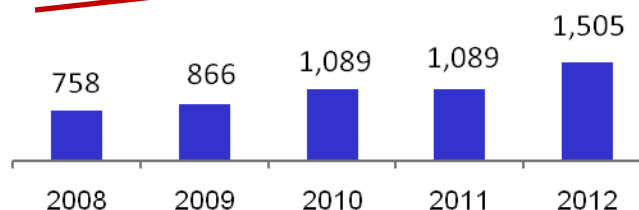


GO HOTELS

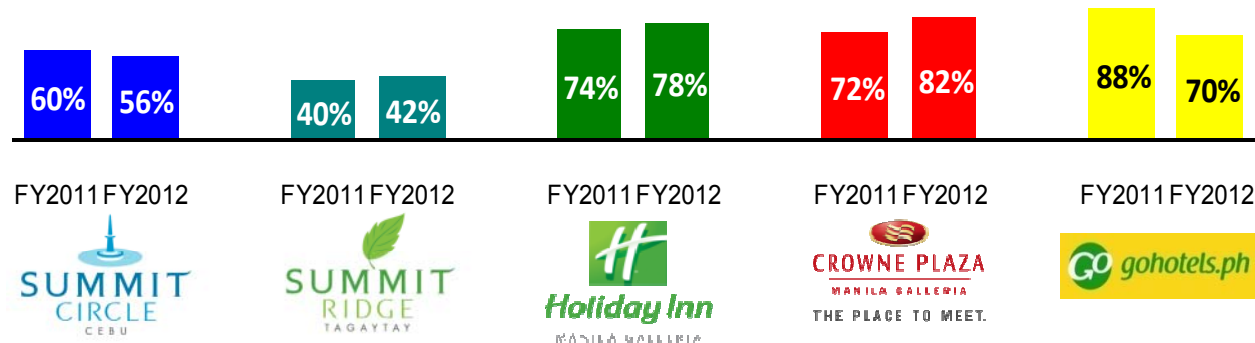


No. of Rooms

CAGR: +19%



Occupancy Rate



FY2012 Launches



Go Hotels Palawan

Launch Date: February 2012



Go Hotels Dumaguete

Launch Date: March 2012



Go Hotels Tacloban

Launch Date: April 2012

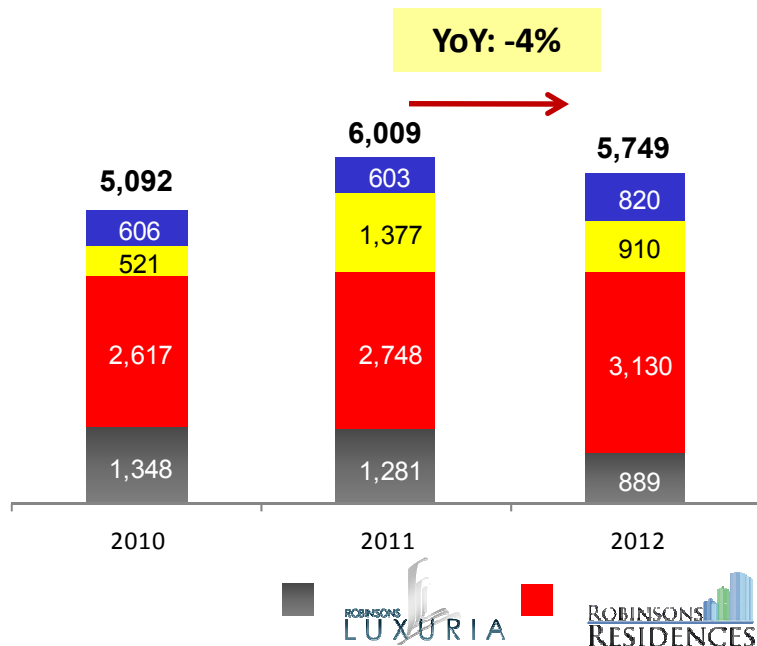


Go Hotels Bacolod

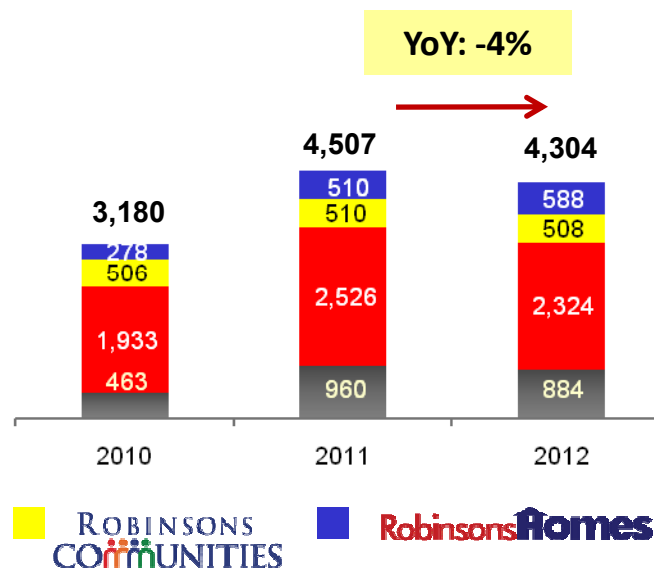
Launch Date: July 2012



SALES TAKE-UP



REALIZED REVENUES



- Net pre-sales FY2012 at PhP5.7B, 4% lower than last year
- Launched 7 projects in FY2012 across Residential Brands worth PhP3.75B

- Realized Revenues decreased by 4% to PhP4.3B
- EBIT increased by 7% at PhP1B
- EBITDA increased by 7% at PhP1.04B



Residential Division



AmiSa Private Residences

Sonata Private Residences

Signa Designer Residences

Galleria Regency

The Allegro at Sonata Place

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

The Sapphire

Woodsville Residences

Azalea Place

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

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

Robinsons Residenza
Milano

Robinsons Vineyard

Southsquare Village

Aspen Heights

Fresno Parkview

Hillsborough Pointe

Richmond Hills

Robinsons Highlands

Montclair Highlands

Bloomfields Tagaytay

Blue Coast Residences

Bloomfields Davao

Nizanta at Ciudades



Residential Division

ROBINSONS RESIDENCES



Magnolia Residences Tower C
Quezon City



Woodsville Residences Ph 2
Parañaque City

ROBINSONS COMMUNITIES



Escalades East Tower
Quezon City



RobinsonsHomes

Start the good life



Bloomfields Cagayan De Oro
Cagayan De Oro



St. Judith Hills Ph 3
Antipolo






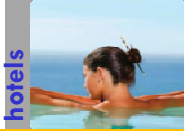

Nizanta Gardens Ph 3
Davao City



Grand Tierra Phase 3
Tarlac



FINANCIAL HIGHLIGHTS - Q1 FY2013

PhP MM	REVENUES	%Total RLC	QoQ	EBITDA	%Total RLC	QoQ	EBIT	%Total RLC	QoQ
	3,726	100%	10%	2,025	100%	9%	1,458	100%	9%
PhP MM	REVENUES	%Total RLC	QoQ	EBITDA	%Total RLC	QoQ	EBIT	%Total RLC	QoQ
 malls	1,772	47%	9%	1,283	63%	9%	870	60%	9%
 offices	358	10%	6%	353	17%	5%	256	17%	4%
 hotels	398	11%	17%	132	7%	24%	84	6%	43%
 residential	1,198	32%	9%	257	13%	9%	248	17%	9%

➤ Recurring revenue base at 68%

➤ EBITDA at PhP2.0B, a 9% growth over same period last year

➤ Net Income at PhP1.2B, up 3% vs Q1 FY2012

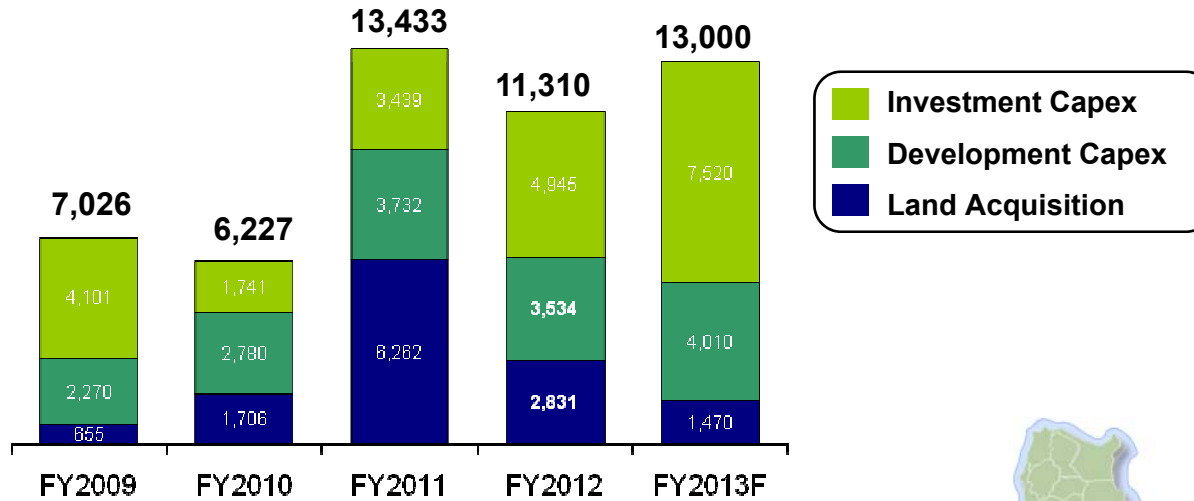
➤ Hotels revenues up 17% due to higher occupancy rates and the 4 new Go Hotels launched in FY2012



First quarter ended 31 December 2012

CAPITAL EXPENDITURE AND LANDBANK

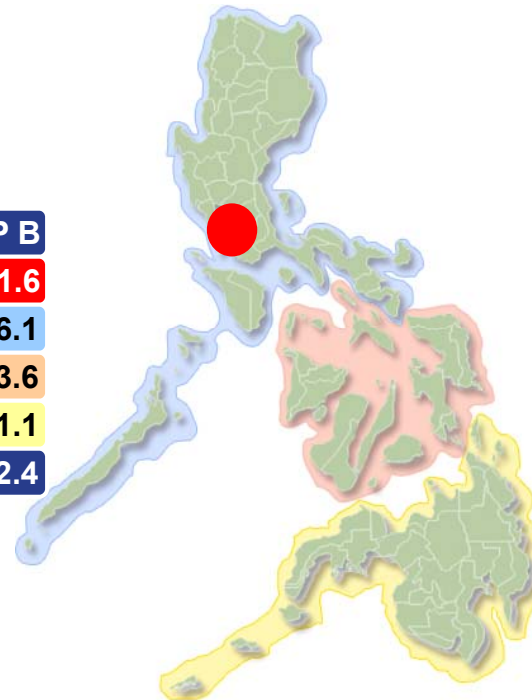
CAPITAL EXPENDITURE



LANDBANK as of 31 December 2012

SUMMARY	Area (has.)	ESTIMATED VALUE	Php B
Malls	157.6	Metro Manila	11.6
Condominiums*	24.8	Luzon	6.1
Offices*	1.5	Visayas	3.6
Homes*	380.9	Mindanao	1.1
Hotels	6.0	TOTAL	22.4
TOTAL	570.9		

*Some properties with Joint Venture partners



MAJOR DEVELOPMENTS – Recent Business Accolades



**Euromoney Best Managed
Company in the Philippines
2013**

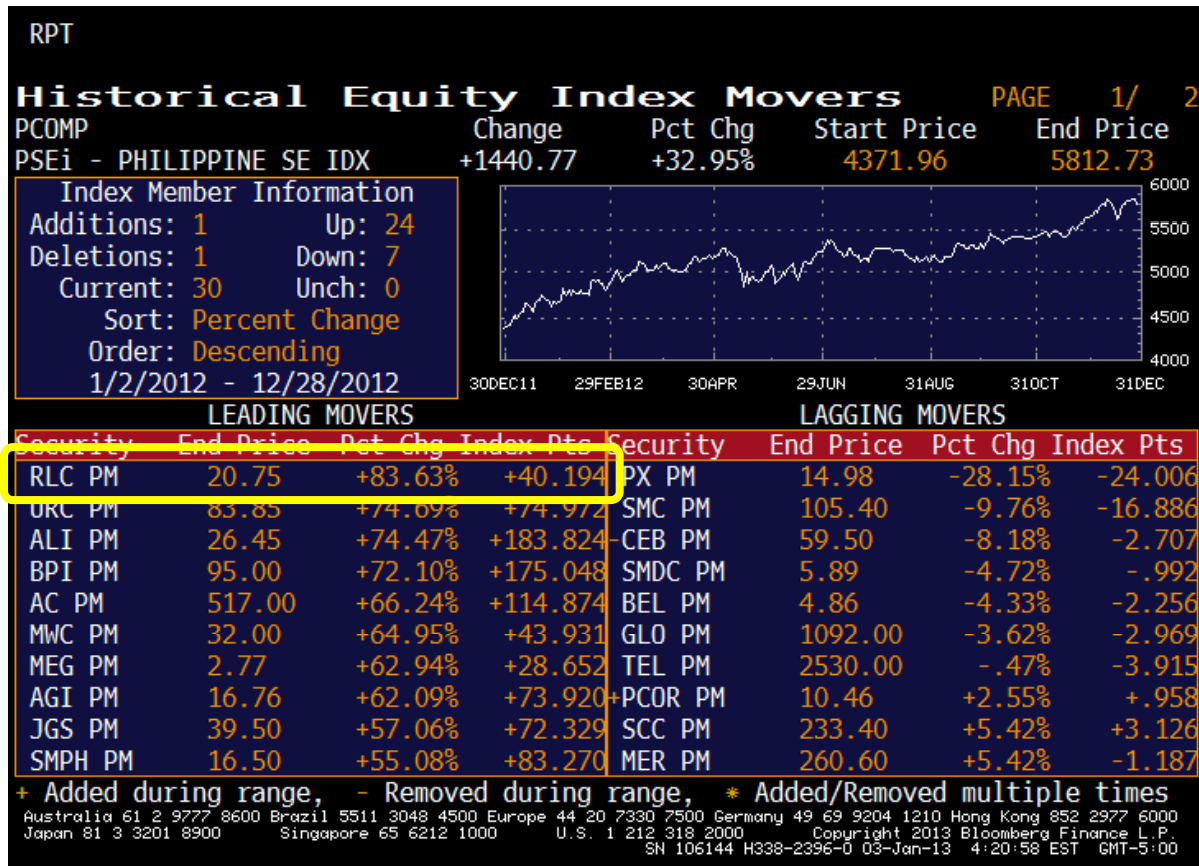


**Philippine Retailers
Association Shopping Center
of the Year 2013
Robinsons Dumaguete
(Small Malls Category)**

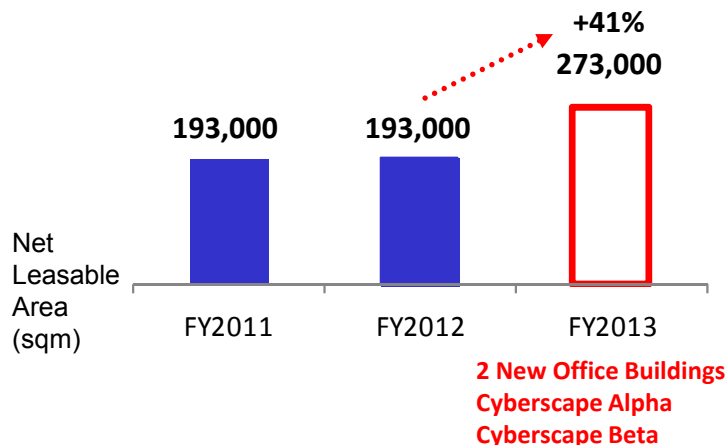
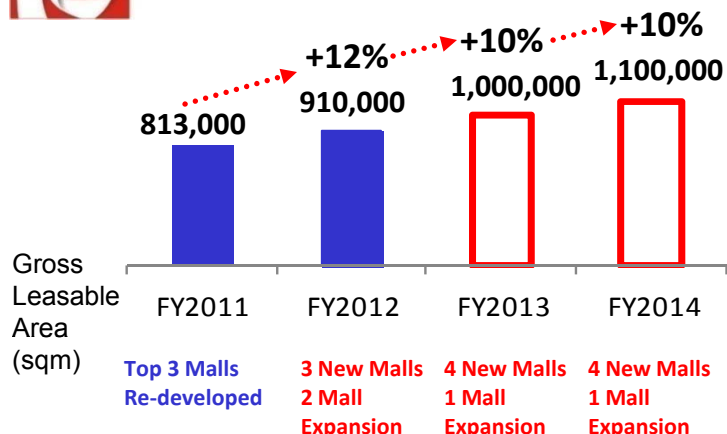


MAJOR DEVELOPMENTS – Recent Business Accolades

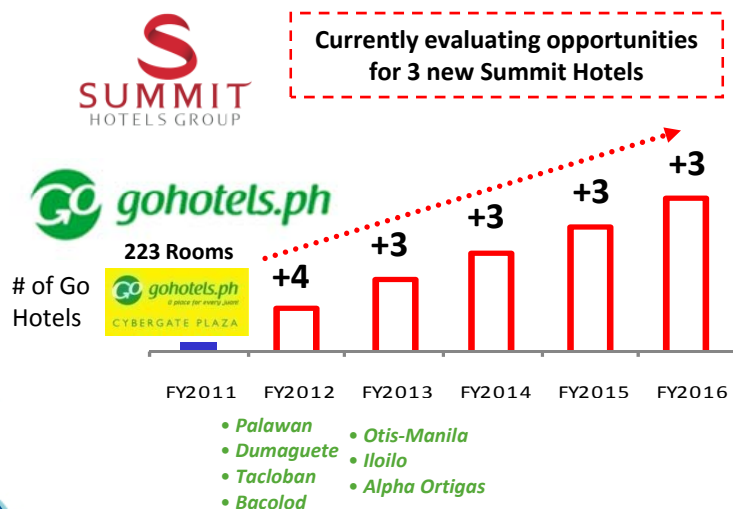
Top Gainer in the Philippine Stock Exchange Index 2012



MOVING FORWARD – Future Plans & Strategies

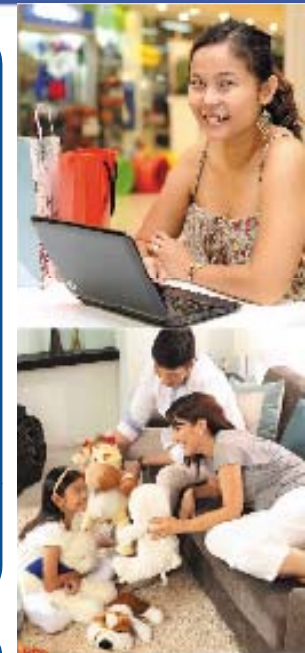
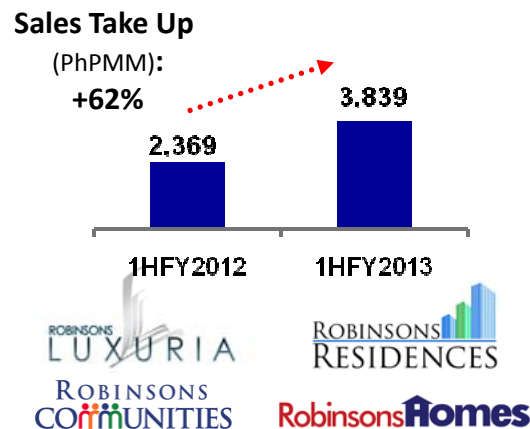


Hotels Division



Residential Division

Beefed up sales force and increased marketing efforts





**ROBINSONS LAND
CORPORATION**

YOUR DREAMS. OUR FOUNDATION.

**End of Presentation
Thank You**