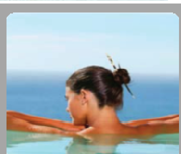
ROBINSONS LAND CORPORATION

YOUR DREAMS. OUR FOUNDATION.

Quarterly Investors Call

February 12, 2014

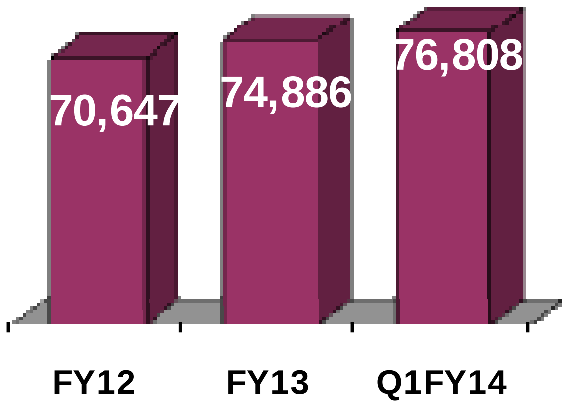
FINANCIAL HIGHLIGHTS – Q1 FY2014

PhP MM	REVENUES	%Total RLC	YoY	EBITDA	%Total RLC	YoY	EBIT	%Total RLC	YoY
	4,386	100%	17%	**2,324**	100%	14%	**1,698**	100%	15%
malls 	**1,954**	45%	10%	**1,401**	60%	9%	**922**	54%	6%
 offices	**362**	8%	1%	**357**	15%	1%	**260**	15%	2%
hotels 	**401**	9%	1%	**138**	6%	5%	**96**	6%	14%
 residential	**1,669**	38%	38%	**428**	19%	59%	**420**	25%	62%

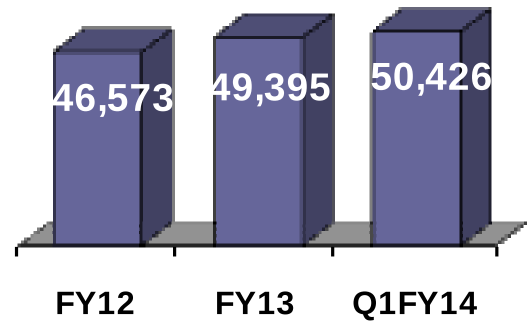
STRONG BALANCE SHEET POSITION (as of December 2013)

ROBINSONS LAND CORPORATION

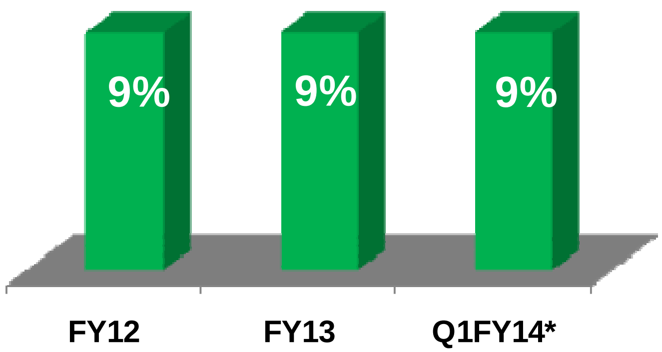
TOTAL ASSETS (PhP MM)



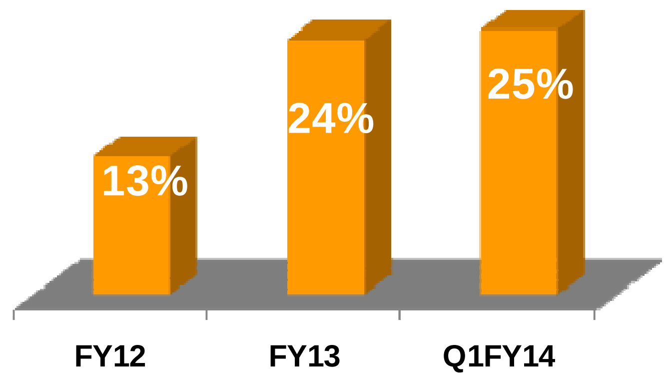
SHAREHOLDER'S EQUITY (PhP MM)



RETURN ON EQUITY



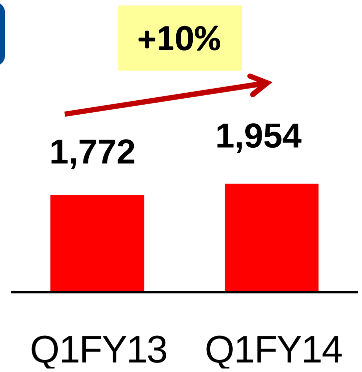
CURRENT NET DEBT TO EQUITY



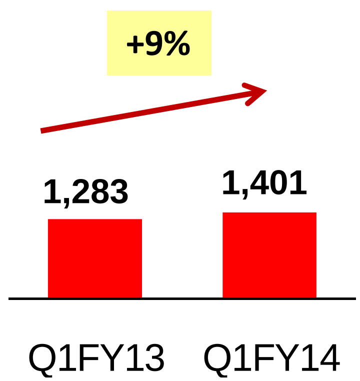
*Estimate

ROBINSONS LAND CORPORATION

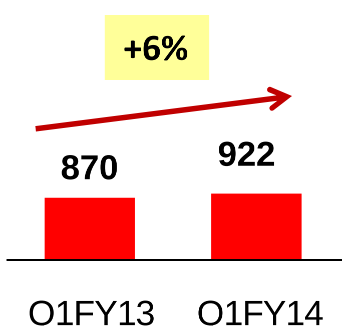
REVENUES



EBITDA



EBIT



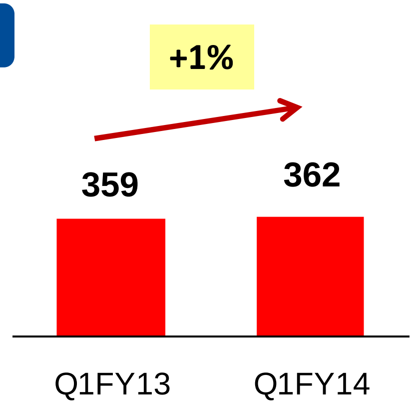
ROBINSONS MALLS

- Second largest mall operator in the Philippines with **35** malls
- **976,000** sqm gross leasable space as of December 31, 2013
- **95.5%** latest system-wide occupancy
- **8%** same mall revenue growth

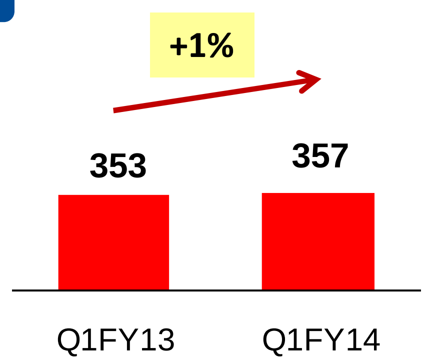
Office Buildings Division

ROBINSONS LAND CORPORATION

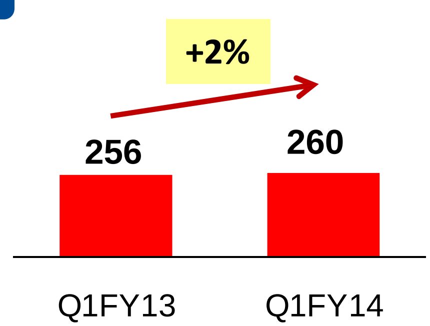
REVENUES



EBITDA



EBIT



ROBINSONS OFFICES

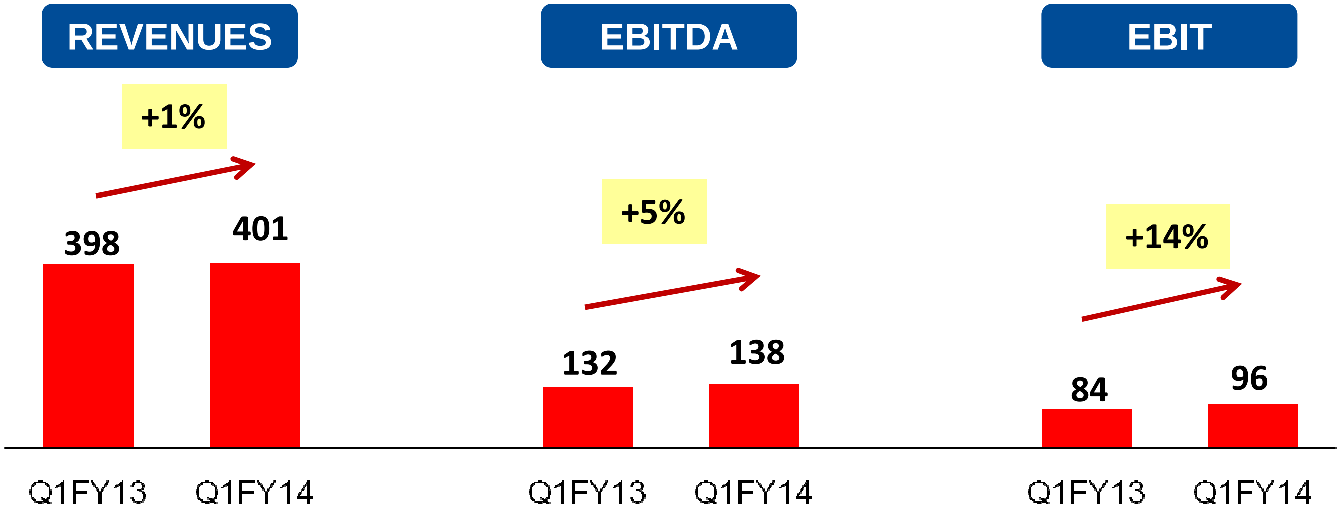
- One of the Philippine's leading BPO office space provider with **193,000 sqm** net leasable space
- Total occupancy for **8** completed buildings is **99.4%**
- We continue to be a leading provider of office spaces to BPOs in the Philippines, with **75%** of our office building space allocated for BPOs

SYKES accenture globalpayments EMERSON West Corporation CONVERGYS hp TeleTech US AUTOPARTS

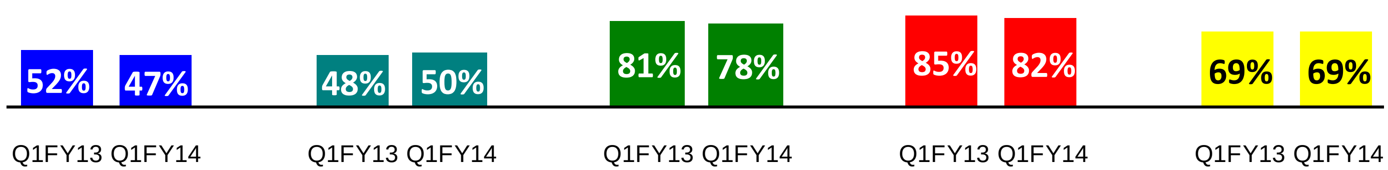
Hotels Division

ROBINSONS LAND CORPORATION

REVENUES / EBITDA / EBIT



Occupancy Rate

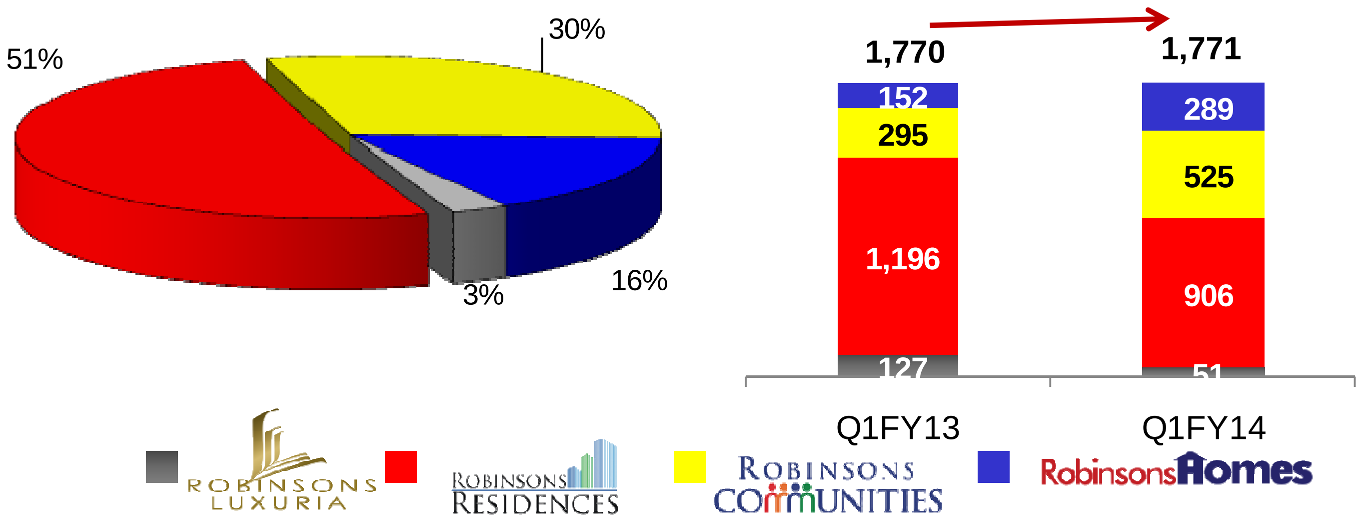


SUMMIT CIRCLE CEBU | SUMMIT RIDGE TAGAYTAY | Holiday Inn MANILA GALLERIA | CROWNE PLAZA MANILA GALLERIA THE PLACE TO MEET. | gohotels.ph

Residential Division

ROBINSONS LAND CORPORATION

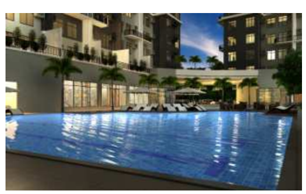
SALES TAKE-UP



- Net pre-sales Q1FY14 at PhP1.77B, sustaining sales from same period last year
- 1 new project for Q1 FY2014

ROBINSONS RESIDENCES

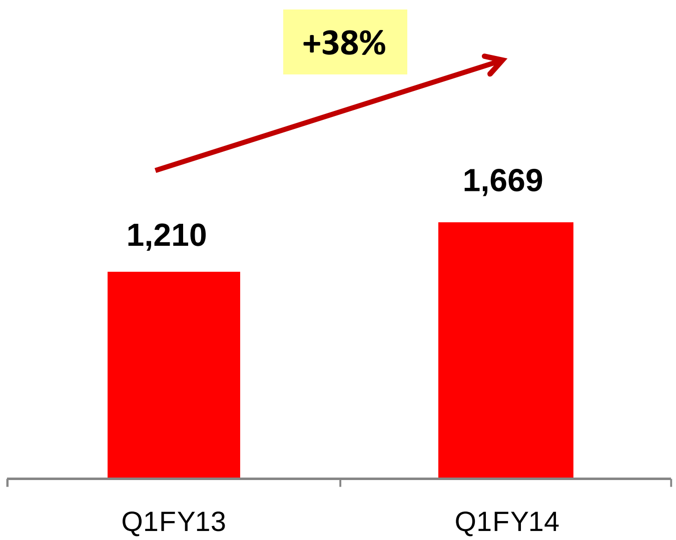
DELTA RESIDENCES



Residential Division

ROBINSONS LAND CORPORATION

REALIZED REVENUES

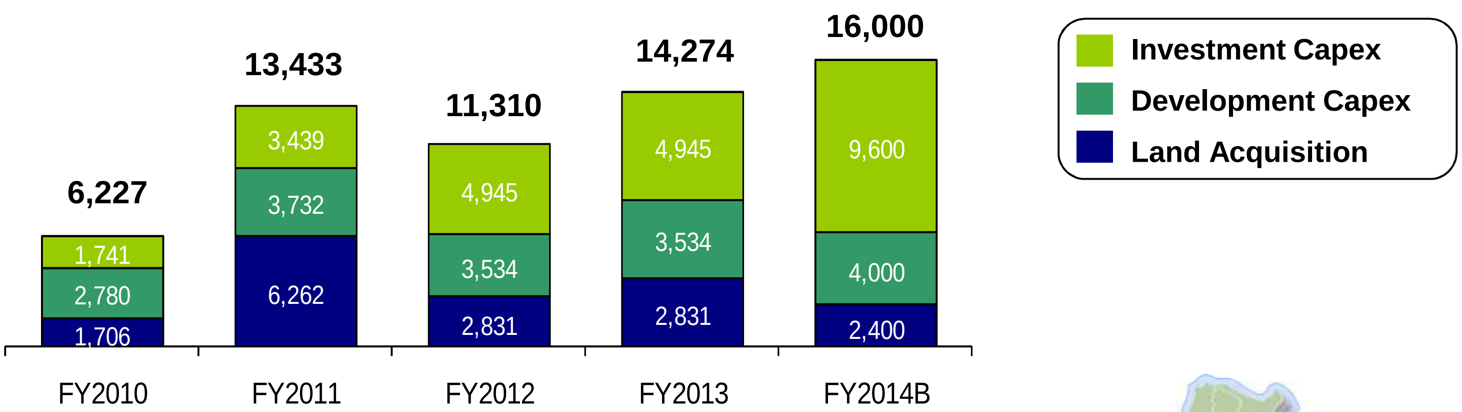


- Realized Revenues amounted to PhP1.67B
- EBITDA amounted to PhP428M, +59% YoY
- EBIT amounted to PhP420M, +62% YoY

CAPITAL EXPENDITURE AND LANDBANK

ROBINSONS LAND CORPORATION

CAPITAL EXPENDITURE

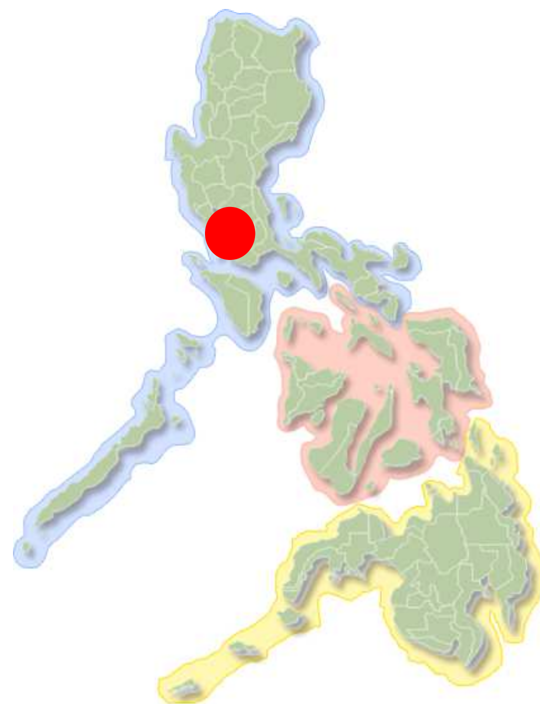


LANDBANK as of 31 December 2013

SUMMARY	Area (has.)
Malls	161.5
Condominiums*	24.0
Offices*	1.5
Homes*	380.9
Hotels	6.0
TOTAL	573.9

ESTIMATED VALUE	PhP B
Metro Manila	11.4
Luzon	6.2
Visayas	3.6
Mindanao	1.0
TOTAL	22.2

*Some properties with Joint Venture partners

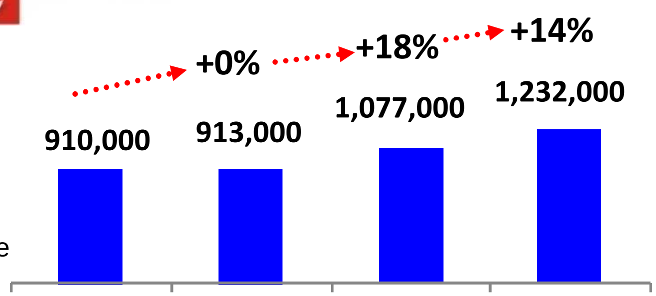


MOVING FORWARD – Future Plans & Strategies

ROBINSONS LAND CORPORATION

ROBINSONS MALLS

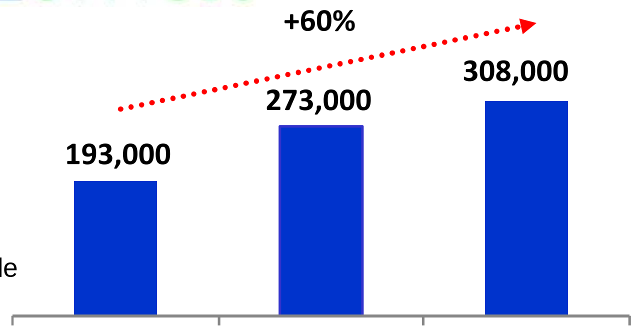
Gross Leasable Area (sqm)



FY2012	FY2013	FY2014	FY2015
3 New Malls 2 Mall Expansion	1 Mall Expansion	7 New Malls	3 New Malls 2 Mall Expansion

ROBINSONS OFFICES

Net Leasable Area (sqm)



FY2013	FY2014	FY2015
	2 New Office Buildings Cyberscape Alpha Cyberscape Beta	1 New Office Building Bridgetowne

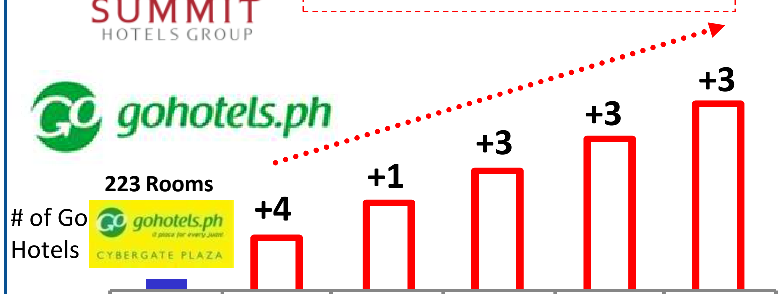
Hotels Division

SUMMIT HOTELS GROUP

Currently evaluating opportunities for 4 new Summit Hotels

gohotels.ph

# of Go Hotels

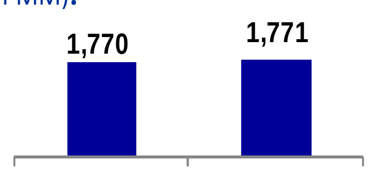


FY2011	FY2012	FY2013	FY2014	FY2015	FY2016
	• Palawan • Dumaguete • Tacloban • Bacolod	• Otis-Manila	• Iloilo • Alpha Ortigas	•Davao •Butuan	

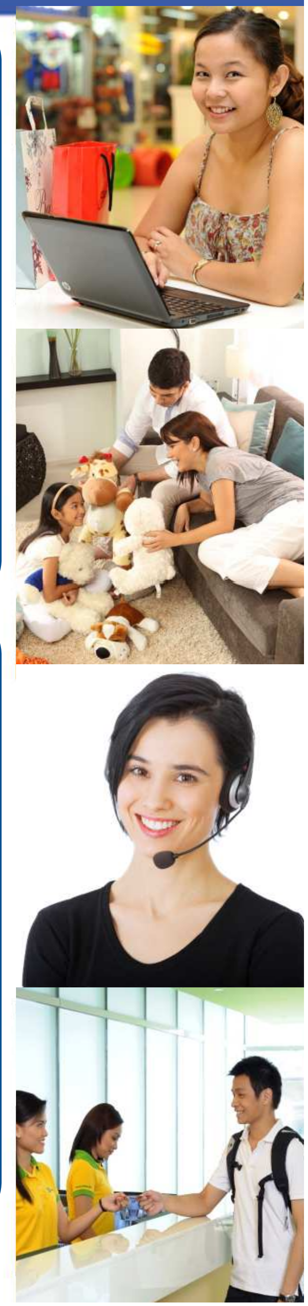
Residential Division

Beefed up sales force and increased marketing efforts

Sales Take Up (PhPMM):



ROBINSONS LUXURIA
ROBINSONS RESIDENCES
ROBINSONS COMMUNITIES
RobinsonsHomes



MAJOR DEVELOPMENTS – Recent Business Accolades

Euromoney
Best Managed Company in the Philippines 2014

Euromoney Best Managed Company in the Philippines 2013

ROBINSONS LAND CORPORATION

YOUR DREAMS. OUR FOUNDATION.

End of Presentation

Thank You