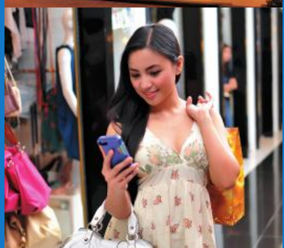





ROBINSONS LAND CORPORATION





Quarterly Investors' Briefing

13 February 2015

FINANCIAL HIGHLIGHTS – Q1FY2015

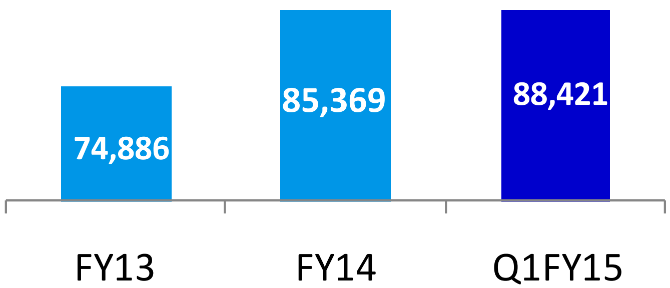
PhP MM	REVENUES	%Total RLC	YoY	EBITDA	%Total RLC	YoY	EBIT	%Total RLC	YoY
	4,790	100%	9%	**2,583**	100%	11%	**1,829**	100%	8%
malls 	**2,200**	46%	13%	**1,518**	58%	8%	**942**	52%	2%
 offices	**467**	10%	29%	**462**	18%	30%	**334**	18%	28%
hotels 	**447**	9%	11%	**174**	7%	27%	**133**	7%	39%
 residential	**1,676**	35%	0%	**429**	17%	0%	**420**	23%	0%

Net income increased by 36% to Php 1.4billion

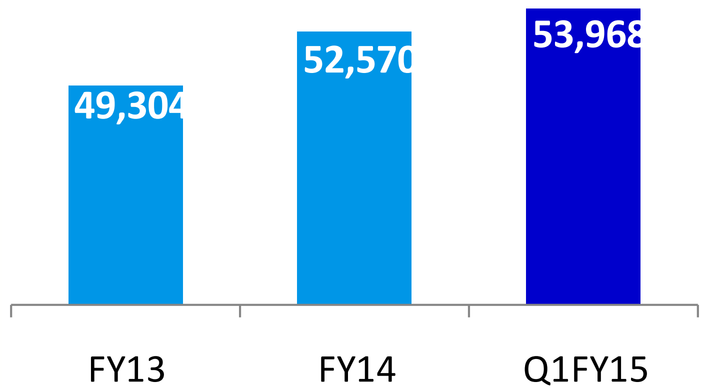
ROBINSONS LAND CORPORATION

STRONG BALANCE SHEET POSITION (as of December 31, 2014)

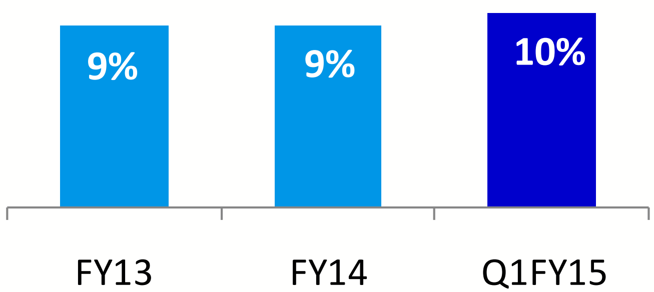
TOTAL ASSETS (PhP MM)



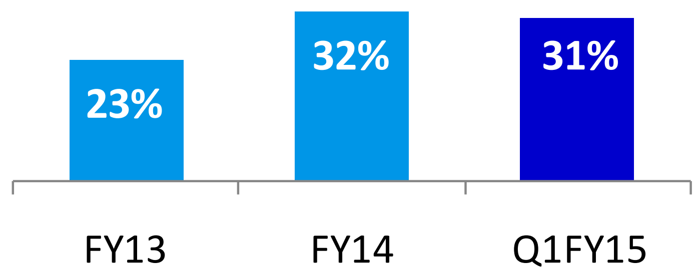
SHAREHOLDER'S EQUITY (PhP MM)



RETURN ON EQUITY



NET DEBT TO EQUITY



ROBINSONS LAND
CORPORATION

RLC FIXED-RATE BONDS ISSUANCE

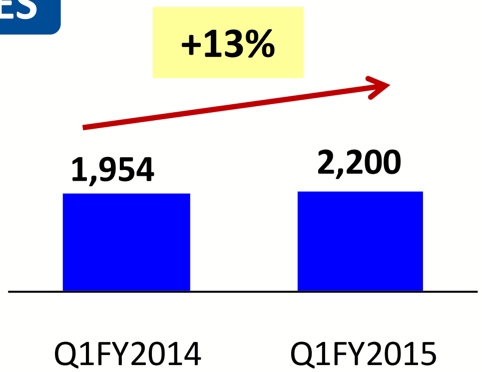
- Fixed-rate bonds
- Principal Amount: Php 10billion with an oversubscription option of Php 2billion
- Issue Date: February 23, 2015
- 2 tenors:
  - 7-year tenor : 4.8000% per annum
  - 10-year tenor : 4.9334% per annum
- New record for the group

ROBINSONS LAND CORPORATION

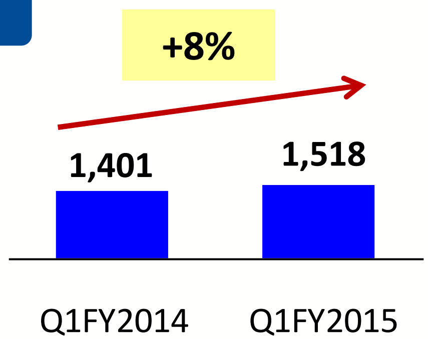
Commercial Centers Division

ROBINSONS LAND
CORPORATION

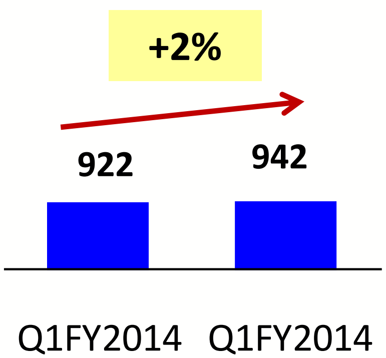
REVENUES



EBITDA

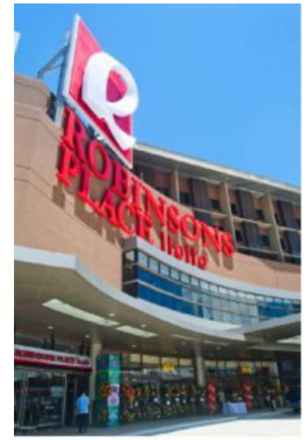


EBIT



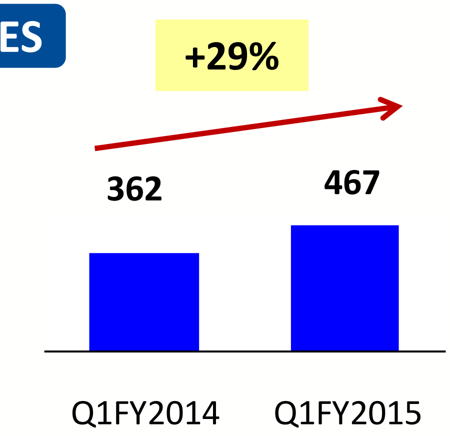
ROBINSONS
MALLS

- Second largest mall operator in the Philippines with **39** malls
- **1,081,000** sqm in GLA
- **2,018,000** sqm in GFA
- **95%** latest system-wide occupancy
- Approximately **8,000** retailers
- Adjusted same mall revenue growth at **7%**

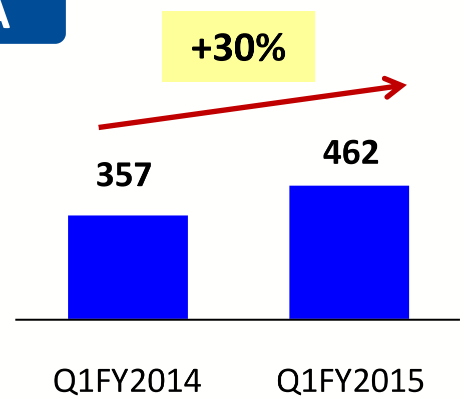


Office Buildings Division

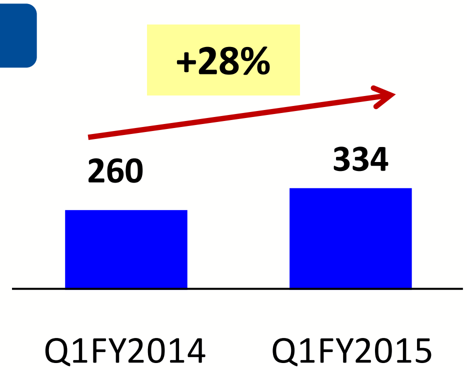
REVENUES



EBITDA



EBIT



ROBINSONS OFFICES

- A leading BPO office space provider with **275,000 sqm** net leasable space
- Total occupancy of our **10** office buildings is **99%**
- Increased space by **42%** in FY14
- Dominant landlord in the Ortigas Central Business District

SYKES · accenture · globalpayments · EMERSON · West Corporation · CONVERGYS · hp · TeleTech · US AUTOPARTS

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13 Hotel Properties

CROWNE PLAZA MANILA GALLERIA THE PLACE TO MEET.

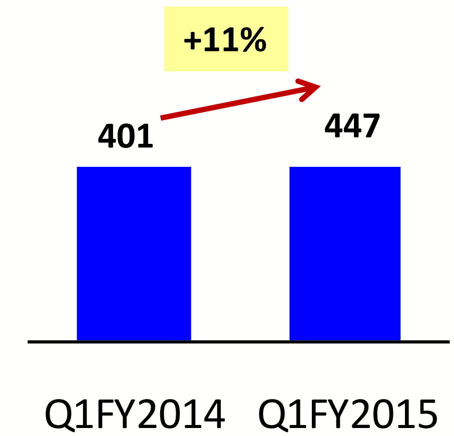
Holiday Inn MANILA GALLERIA

SUMMIT CIRCLE CEBU

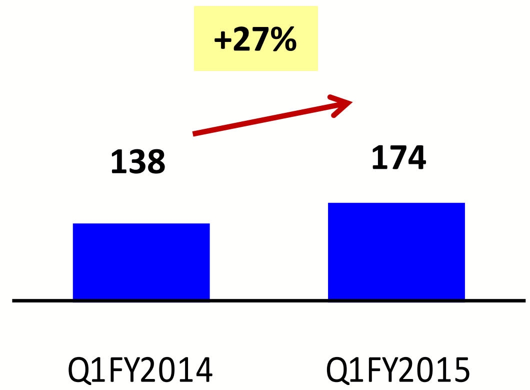
SUMMIT RIDGE TAGAYTAY

gohotels.ph a place for every Juan!

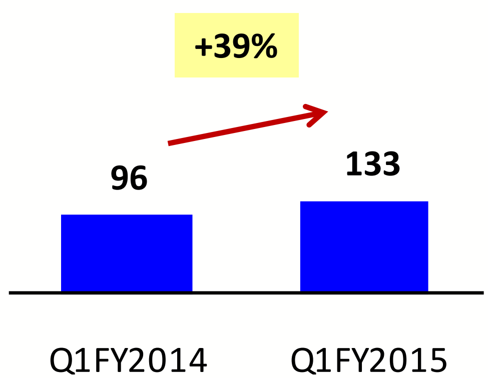
REVENUES



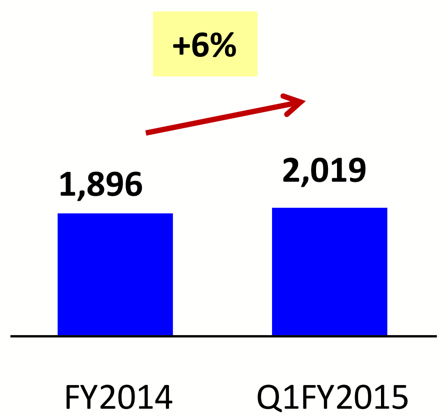
EBITDA



EBIT



# of Rooms



SALES TAKE-UP

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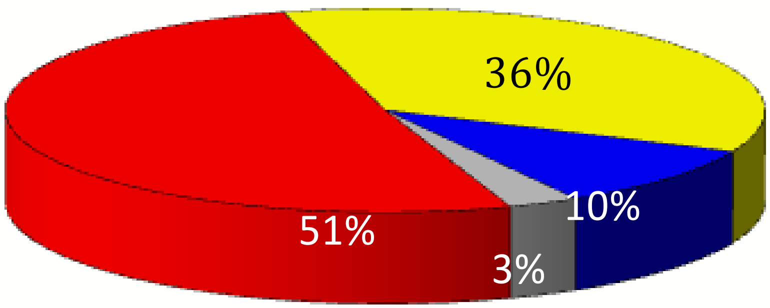
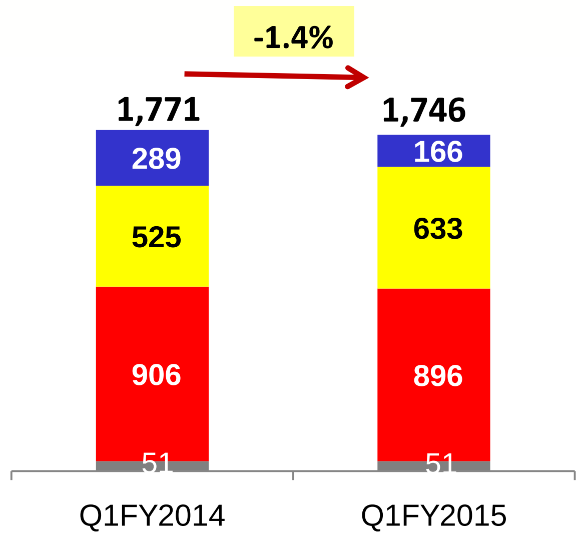
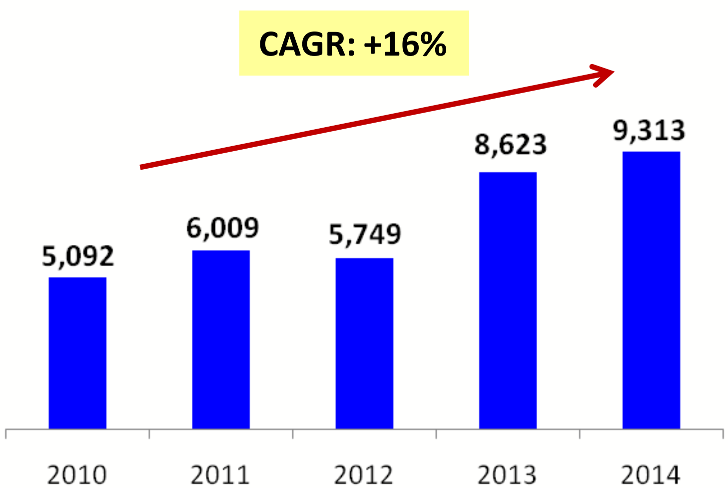




ROBINSONS LUXURIA
ROBINSONS RESIDENCES
ROBINSONS COMMUNITIES
RobinsonsHomes



Residential Division

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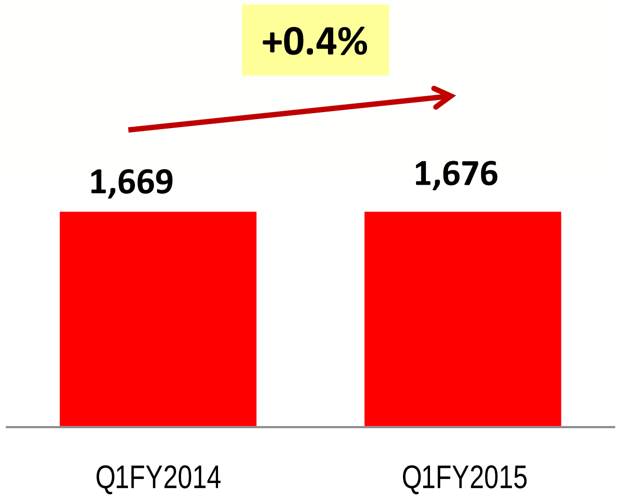
REALIZED REVENUES

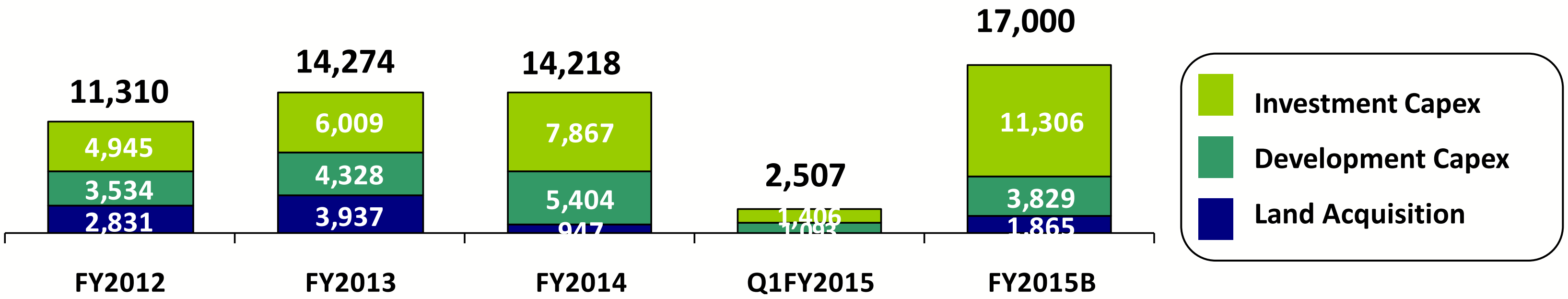


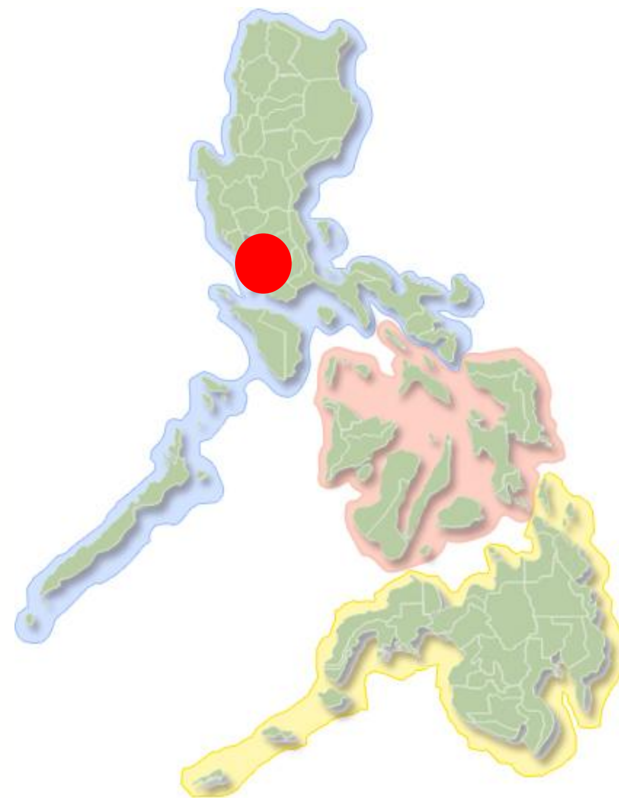
- Realized Revenues amounted to PhP1.68B
- EBITDA amounted to PhP426M
- EBIT amounted to PhP420M

CAPITAL EXPENDITURE AND LANDBANK

ROBINSONS LAND CORPORATION

CAPITAL EXPENDITURE





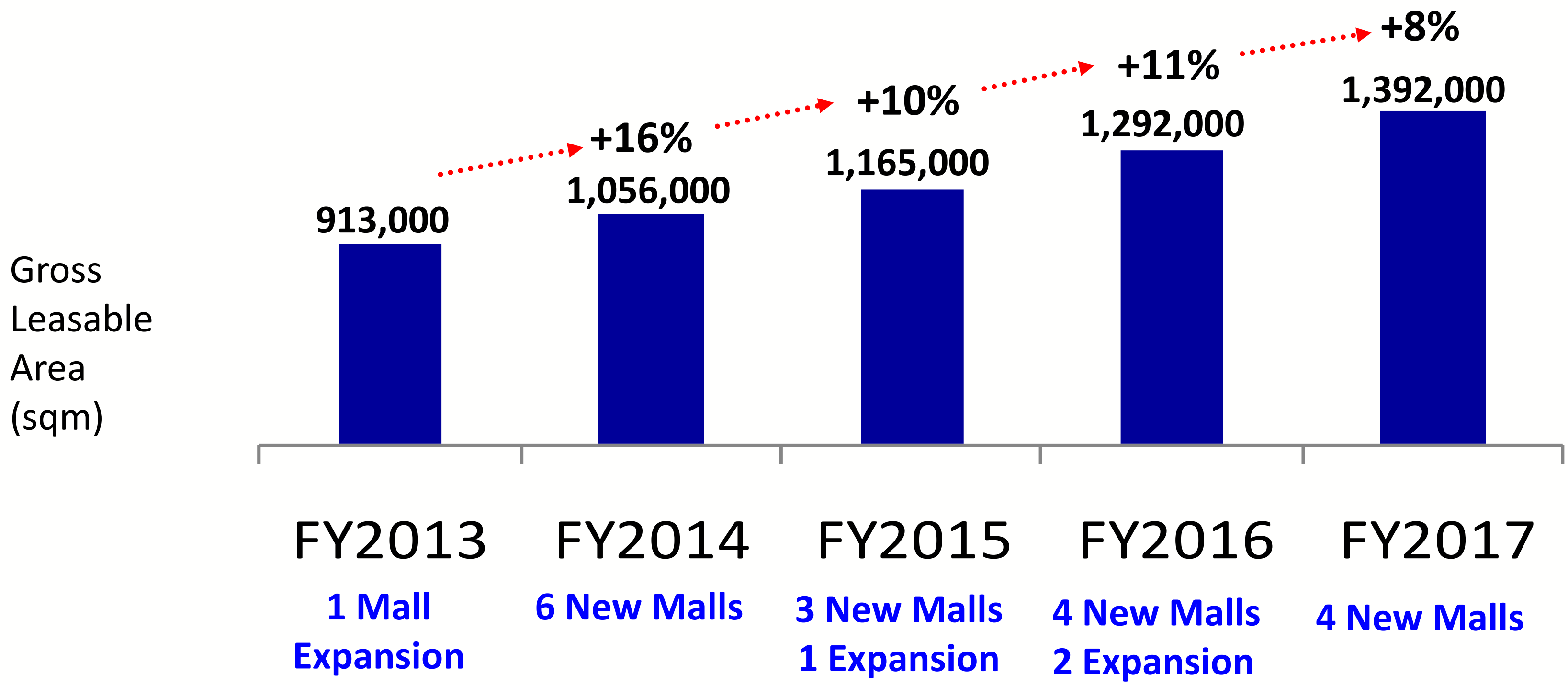
LANDBANK as of 31 December 2014

SUMMARY	Area (has.)
Malls	141.88
Condominiums*	19.33
Offices	8.68
Homes*	386.91
Hotels	6.08
TOTAL	562.88

ESTIMATED VALUE	PhP Bn
Metro Manila	10.0
Luzon	7.4
Visayas	3.8
Mindanao	2.6
TOTAL	23.8

*Some properties with Joint Venture partners

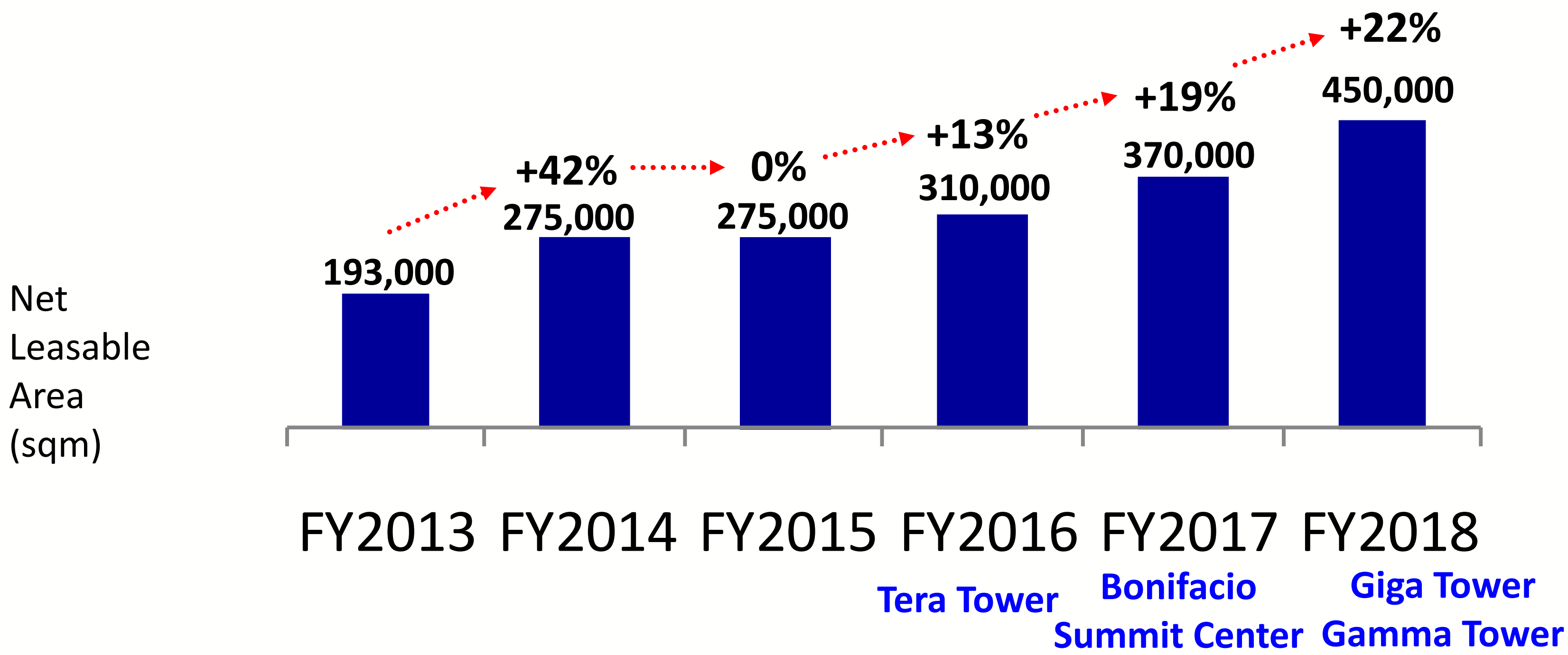
ROBINSONS MALLS



<u>FY2015 Openings</u>

- Robinsons Place Las Piñas : Opened October 2014
- Novaliches Expansion : 2H FY2015
- Robinsons Place Antique : 2H FY2015
- Robinsons Galleria Cebu : 2H FY2015

ROBINSONS LAND CORPORATION



- Tera Tower : Q1 FY2016
- Bonifacio Summit Center : 2H FY2017
- Giga Tower : 1H FY2018
- Gamma Tower : 1H FY2018

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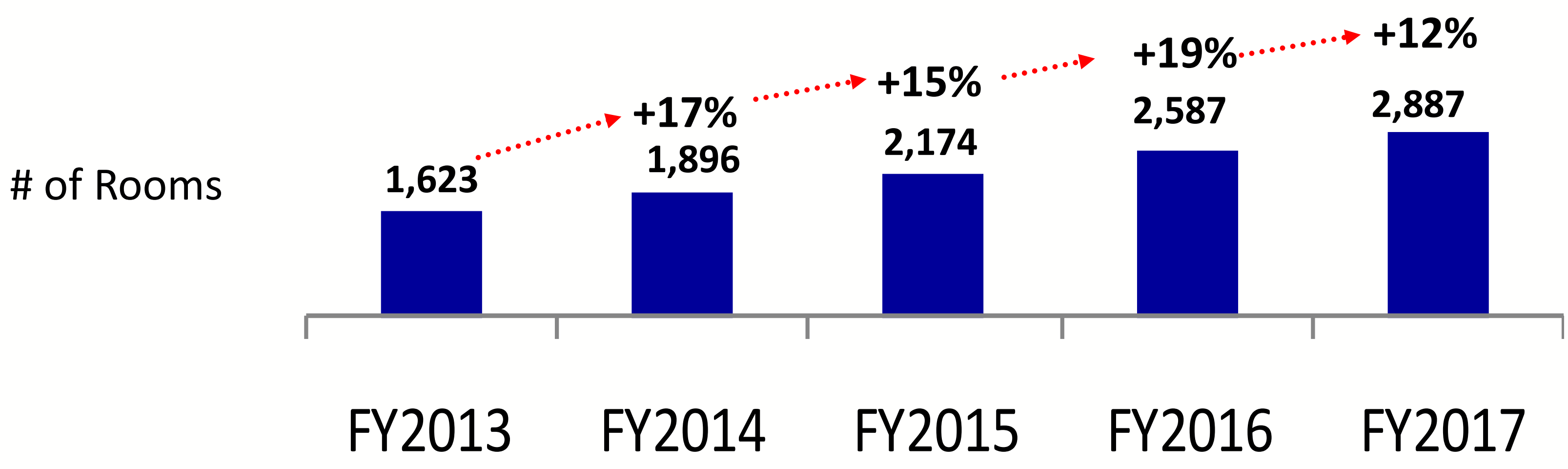
ROBINSONS HOTELS & RESORTS



- Go Hotels Alpha Ortigas : Opened 106 rooms in September 2014
  : Opened all 198 rooms in November 2014
- Go Hotels Butuan : Opened 31 rooms in December 2014
  : Opened all 104 rooms in February 2015
- Go Hotels Davao : FY2016
- Westin Hotel : FY2020

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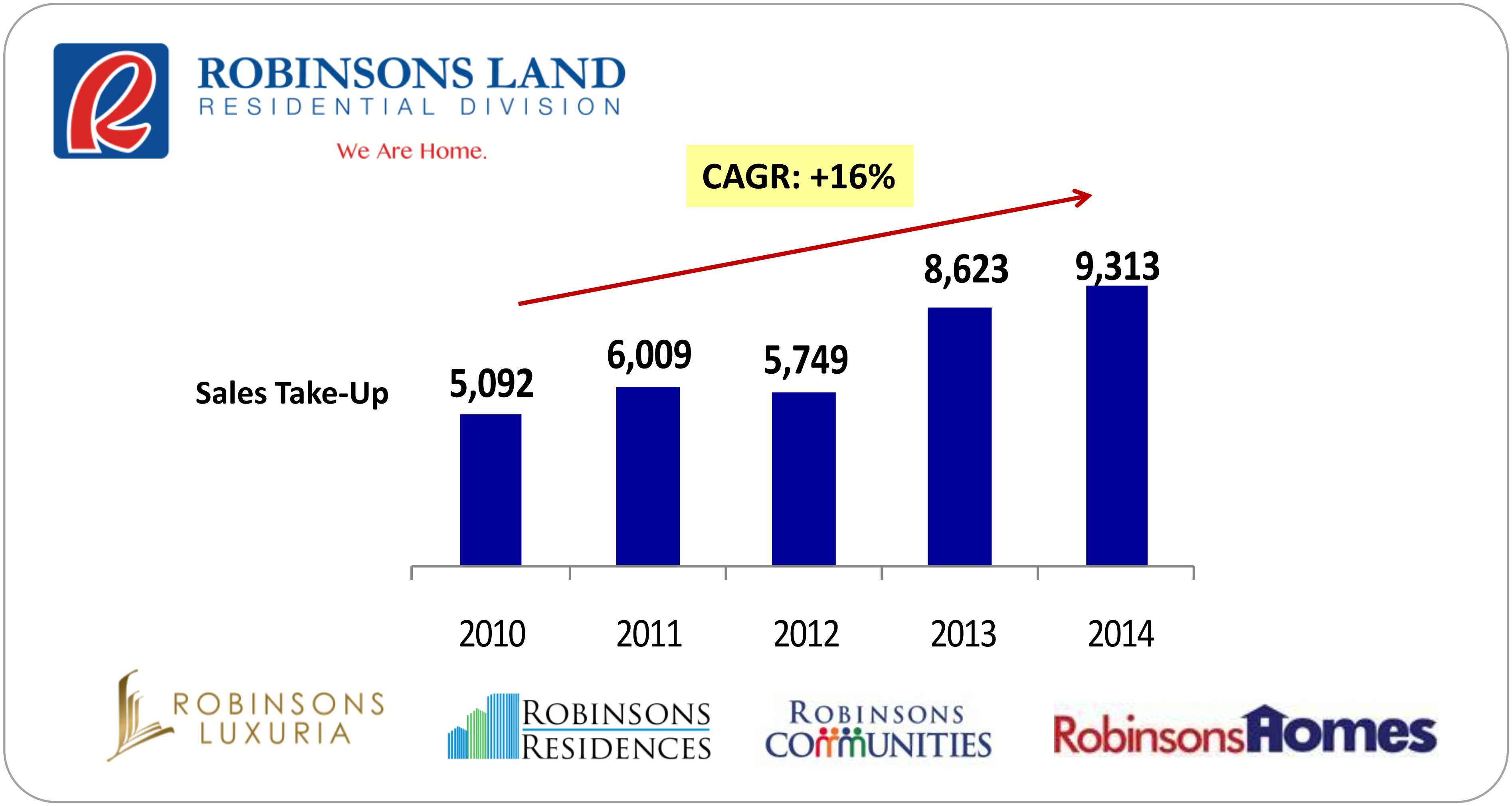

Recent Developments

We have signed a contract with the Starwood group to open a Westin-hotel and a Westin-branded residence in the Ortigas Center as part of the Sonata Complex.

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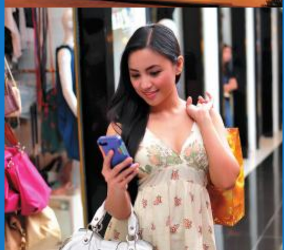


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THANK YOU