



ROBINSONS LAND CORPORATION

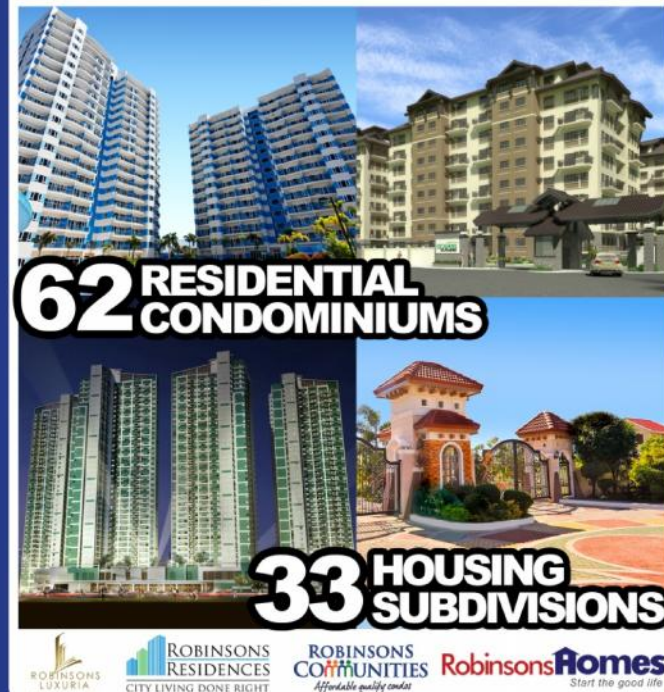
Annual Shareholders' Presentation

12 May 2014

Strong cashflow, consumer play



Multiple locations, multiple brands



ROBINSONS LAND CORPORATION

Diversified hospitality portfolio



Leading BPO office space provider



Overall Best Managed Company in the Philippines



MAJOR DEVELOPMENTS – Recent Business Accolades



**ROBINSONS LAND
CORPORATION**

YOUR DREAMS. OUR FOUNDATION.

**Robinsons Land was awarded by Euromoney as the
Overall Best Managed Company in the Philippines
2013 & 2014**



ROBINSONS LAND
CORPORATION



MAJOR DEVELOPMENTS – Recent Business Accolades

International Property Awards – Asia Pacific

Magnolia Town Center (Best Mixed-Use Development in the Philippines)

Signa Designer Residences (Best Residential High-Rise Development in the Philippines)

Philippine Retailers Association Shopping Center of the Year 2013

Robinsons Magnolia (Medium Malls Category)

Philippine Property Awards

Best Commercial Development 2013 Magnolia Town Center

International Alternative Investment Review

Excellence in Real Estate Development – Philippines

BCI Asia Top 10 Awards

Recognized as one of the top developers with greatest impact on the built environment in Southeast Asia

Philippine Quill Awards

Best in Business Communication 2013

Robinsons Malls Tenant Conference (Special Events Category)

2013 Asia Pacific Real Estate Association Best Practices Award

Best First-Year Entrant

CNBC Asia

Mr. Frederick D. Go - Finalist for CNBC's 12th Annual Business Leaders Awards

Asia CEO Awards

Finalist for Global Filipino Executive for Mr. Frederick D. Go

Finalist for Integrated Marketing Communications for Magnolia Town Center

Quezon City Government - Quezon City Hall of Fame



ROBINSONS LAND
CORPORATION



ALIR
Awards
2013



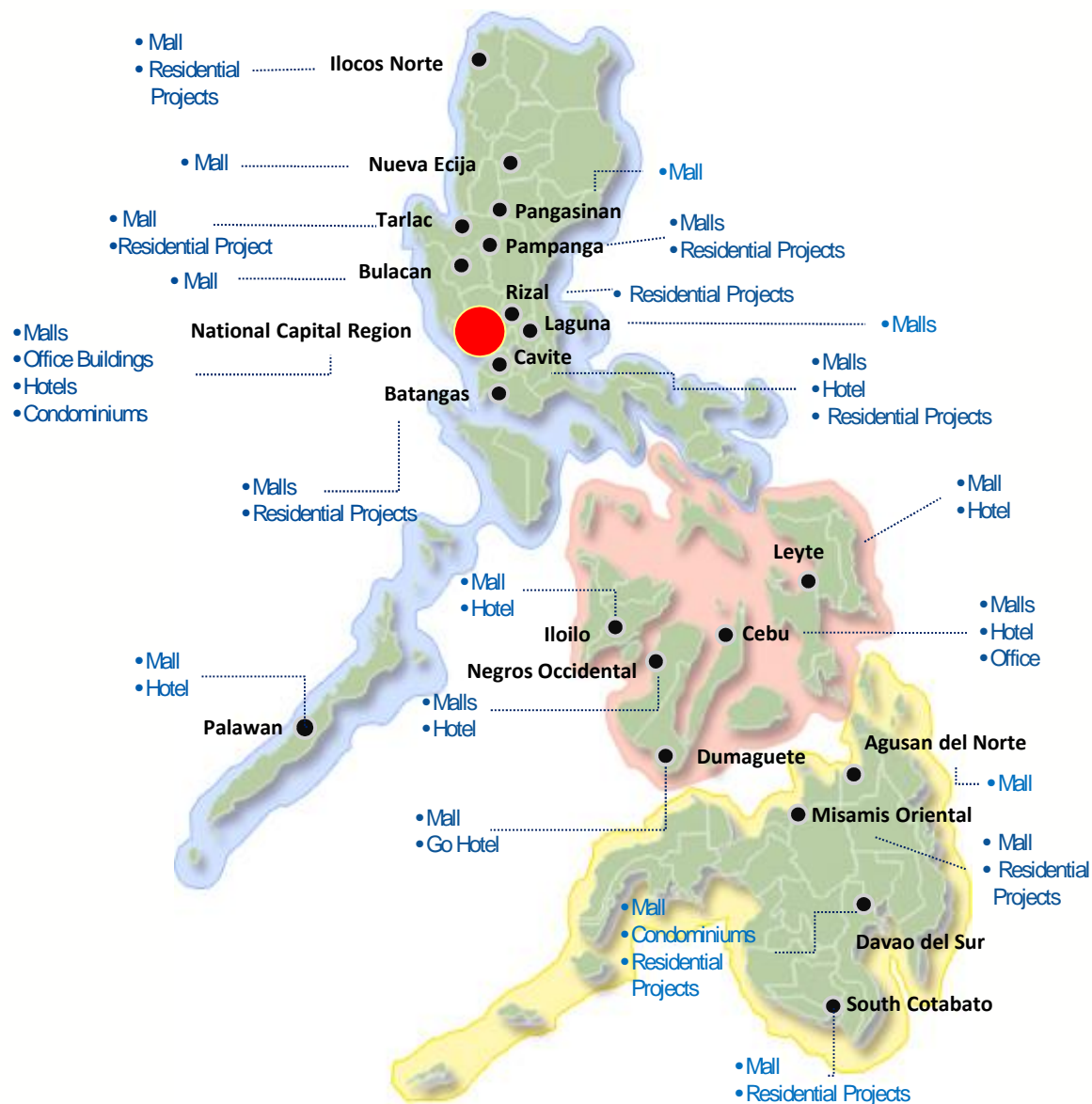
THE
PHILIPPINE
QUILL
AWARDS



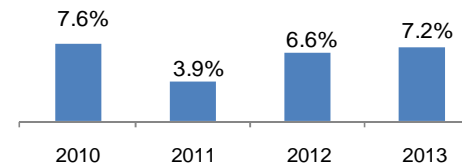
Asia
CEO Awards



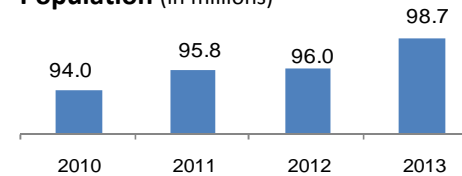
A LEADING PHILIPPINE PROPERTY COMPANY



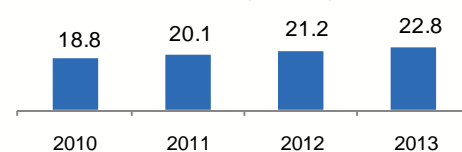
GDP Growth Rate



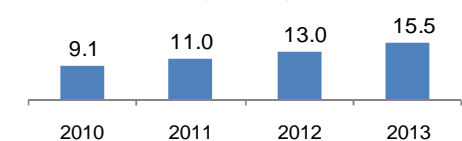
Population (in millions)



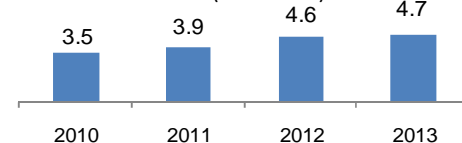
OFW Remittances (in US\$B)



BPO Revenues (in US\$B)



Tourist Arrivals (in millions)



ROBINSONS LAND
CORPORATION

DIVERSIFIED BUSINESS MODEL



INVESTMENT PORTFOLIO

	FY2013	1HFY2014
Revenue Contribution	64%	65%
EBITDA Contribution	82%	84%
EBIT Contribution	76%	78%

DEVELOPMENT PORTFOLIO

	FY2013	1HFY2014
	36%	35%
	18%	16%
	24%	22%



ROBINSONS LAND
CORPORATION

INCOME STATEMENT HIGHLIGHTS

Php millions	FY13	vs. SPLY	1H FY14	vs. SPLY
Revenues	15,904	+18%	8,459	+7%
Cost and Expenses	9,934	+20%	4,012	+7%
EBITDA	8,429	+15%	4,447	+6%
EBIT	5,970	+14%	3,155	+5%
Income before Tax	5,979	+7%	2,909	-6%
Net Income	4,468	+5%	2,237	-8%

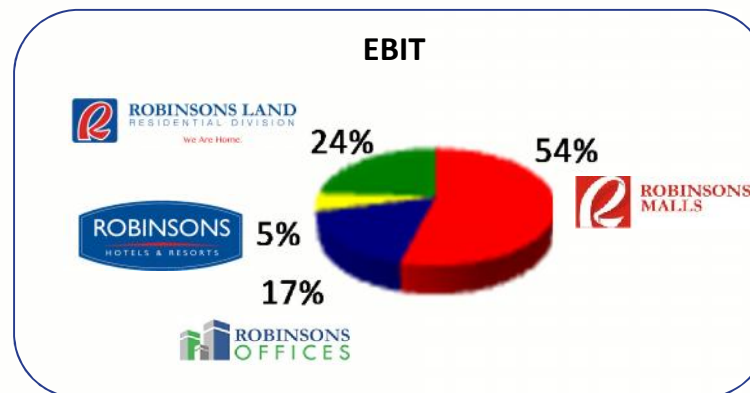
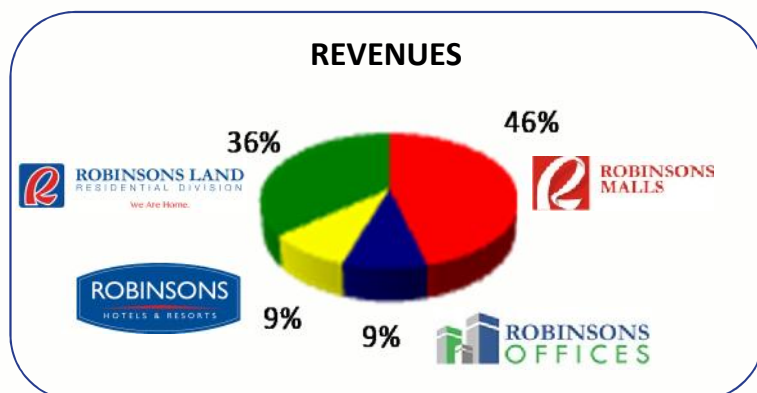
FY2013 Highlights

- Strong revenue growth of 18% due to strong operating performance of all divisions, led by Malls and Residential divisions
- Net Income at PhP4.5B, a 5% growth vs FY2012
- EBITDA at PhP8.4B, a 15% growth vs FY2012

1HFY2014 Highlights

- Stable revenue growth of 7% due to strong operating performance led by Malls

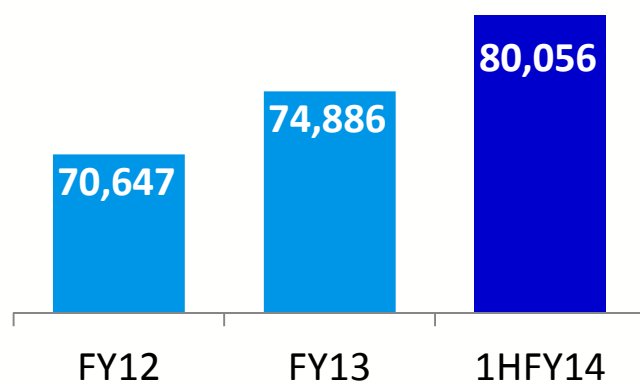
FY 2013 CONTRIBUTION



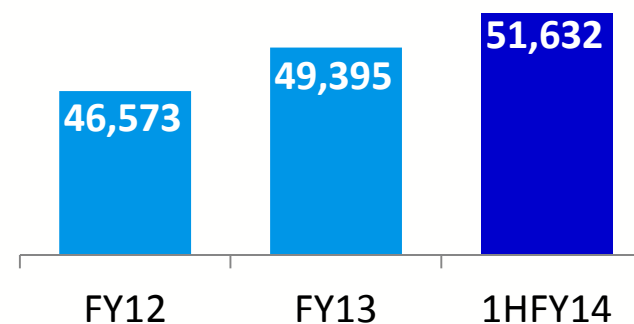
ROBINSONS LAND
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STRONG BALANCE SHEET POSITION (as of March 31, 2014)

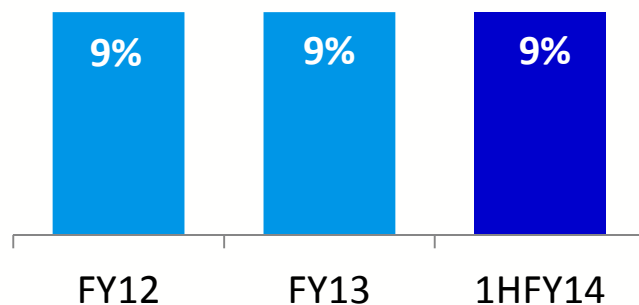
TOTAL ASSETS (PhP MM)



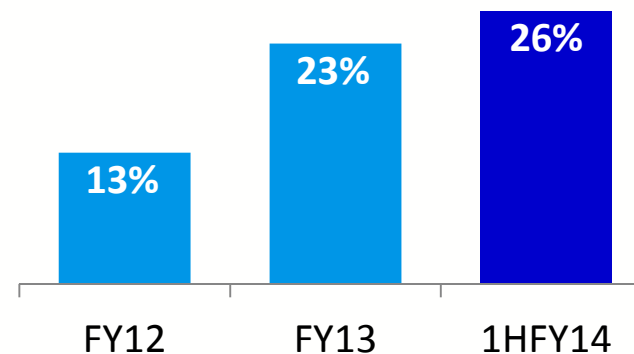
SHAREHOLDER'S EQUITY (PhP MM)



RETURN ON EQUITY



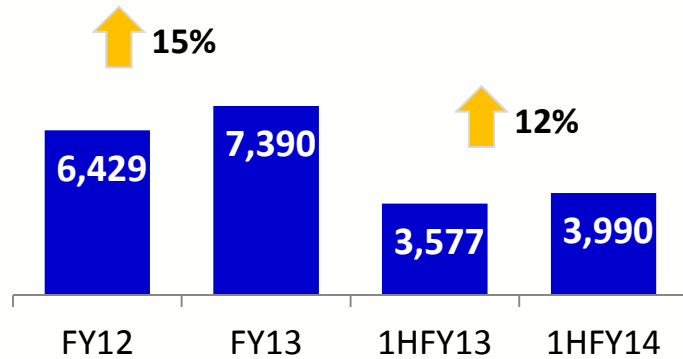
CURRENT NET DEBT TO EQUITY



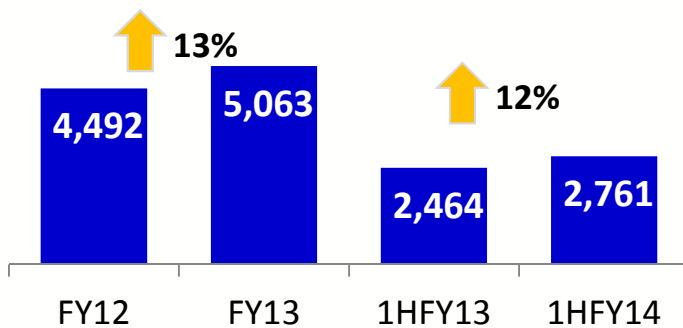
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Commercial Centers Division

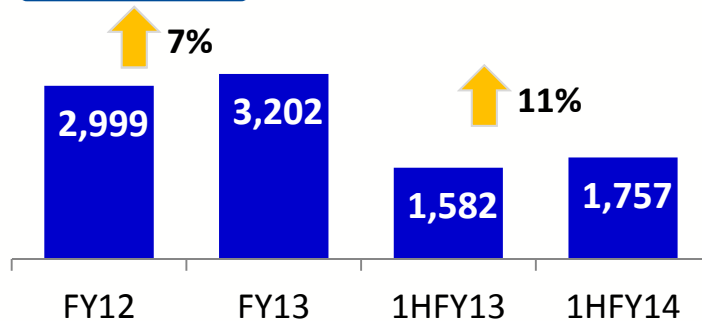
REVENUES



EBITDA



EBIT



- Second largest mall operator in the Philippines with **37** malls
- **1,025,000** sqm in GLA
- **1,900,000** sqm in GFA
- **95%** latest system-wide occupancy
- Approximately **7,000** retailers
- Same mall revenue growth has been tracking **8%** in the past 5 years



ROBINSONS LAND CORPORATION



Commercial Centers Division

5 New Malls (as of March 31, 2014)



Land Area: 78,900sqm
GFA: 41,516sqm
GLA: 26,098sqm



Land Area: 23,300sqm
GFA: 17,076sqm
GLA: 9,646sqm



Land Area: 26,100sqm
GFA: 67,621sqm
GLA: 27,131sqm



Land Area: 74,800sqm
GFA: 37,402sqm
GLA: 22,884sqm



Land Area: 48,700sqm
GFA: 39,219sqm
GLA: 26,212sqm



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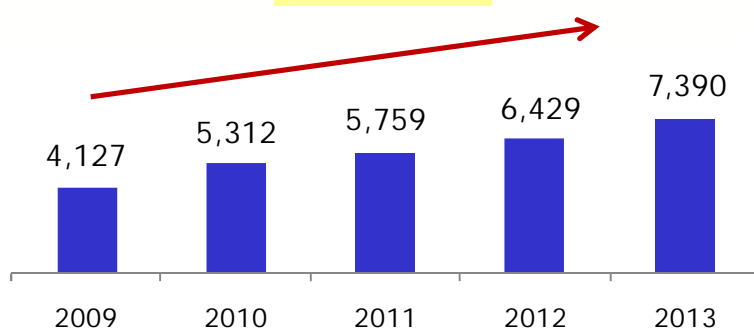
Commercial Centers Division



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CORPORATION

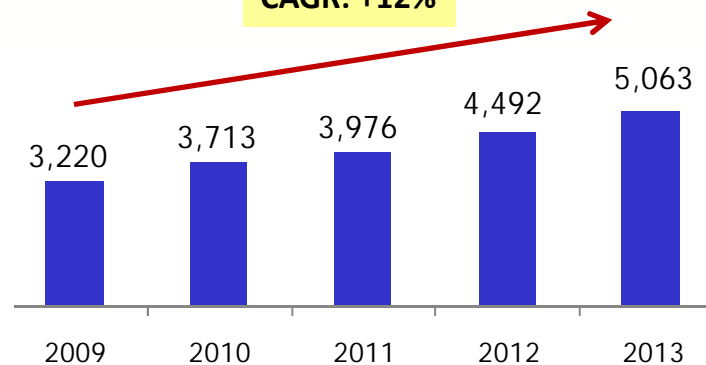
REVENUES

CAGR: +16%



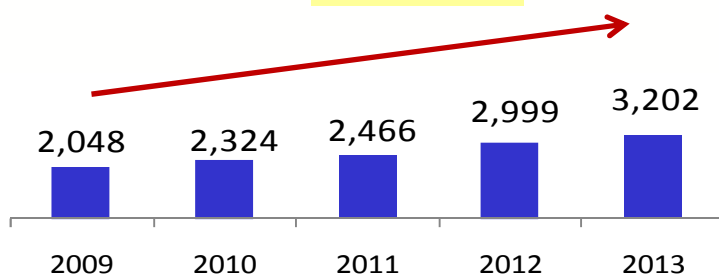
EBITDA

CAGR: +12%



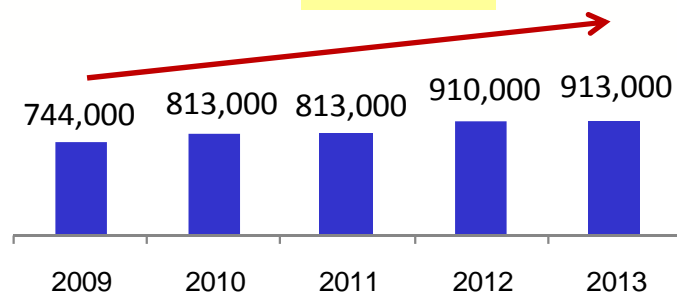
EBIT

CAGR: +12%



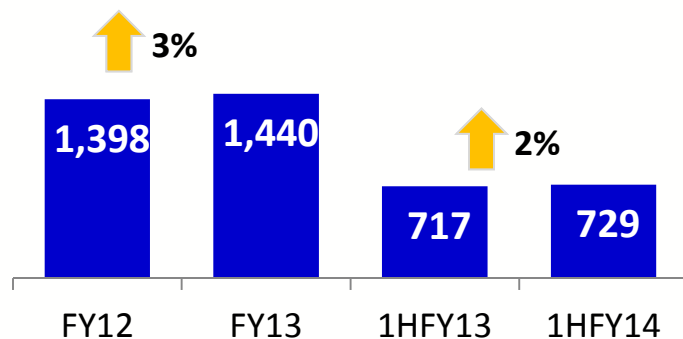
GLA

CAGR: +5%

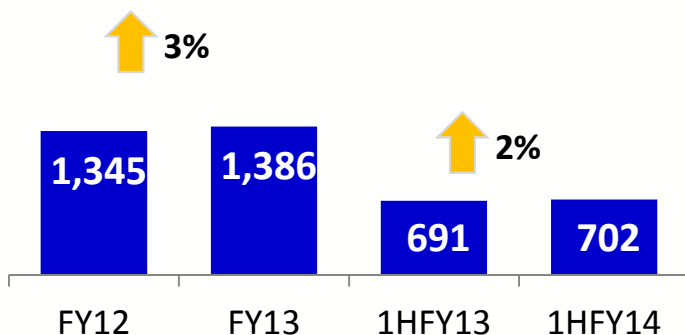


Office Buildings Division

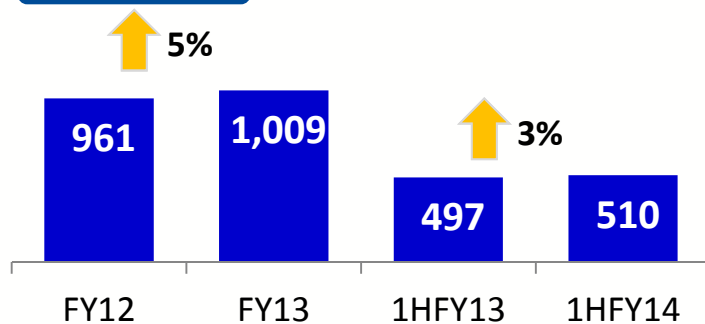
REVENUES



EBITDA



EBIT



- A leading BPO office space provider with **273,000 sqm** net leasable space
- Total occupancy is **98%**
- Increased space by 41% or 80,000 sqm in FY 2014
- Dominant landlord in the Ortigas Central Business District



West Corporation



ROBINSONS LAND CORPORATION



Office Buildings Division



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Cyberscape Alpha
33% Leased Out



Cyberscape Beta
55% Leased Out

Office Buildings Division

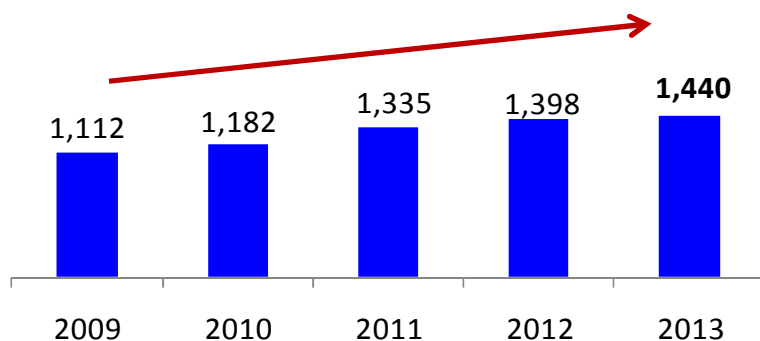


ROBINSONS LAND CORPORATION



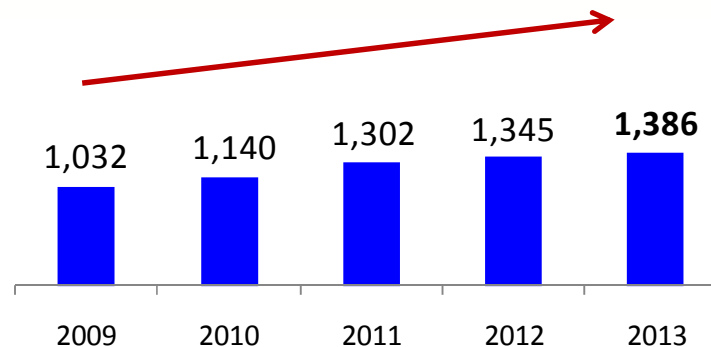
REVENUES

CAGR: +7%



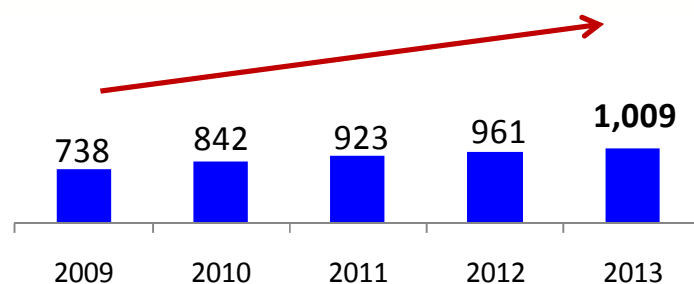
EBITDA

CAGR: +8%



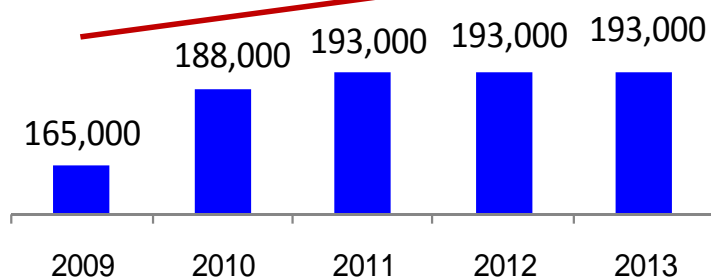
EBIT

CAGR: +8%



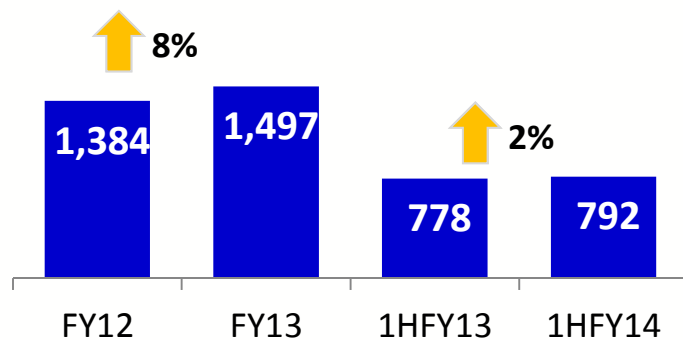
GLA

CAGR: +4%

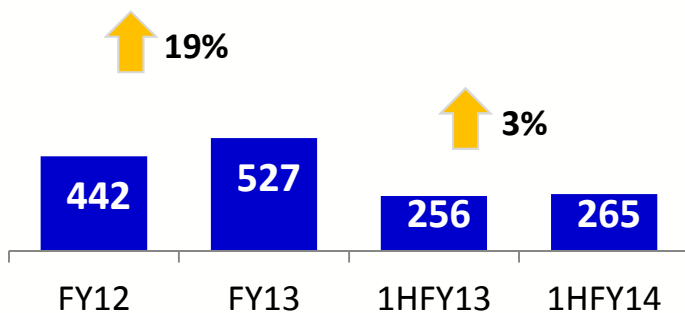


Hotels Division

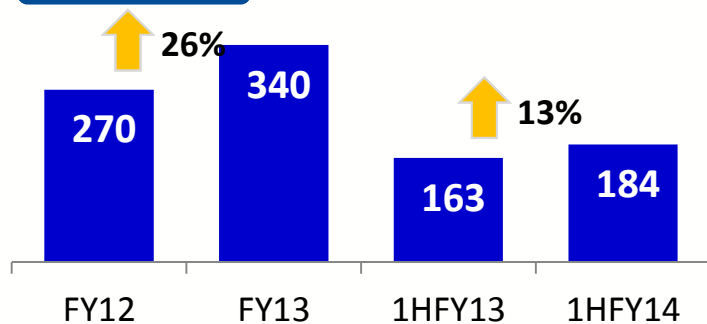
REVENUES



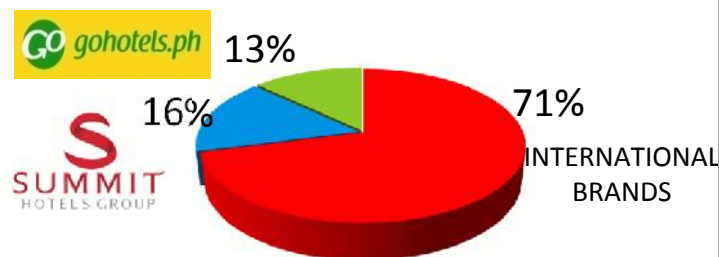
EBITDA



EBIT



FY 2013 Revenue Contribution



INTERNATIONAL BRANDS

CROWNE PLAZA
MANILA GALLERIA
THE PLACE TO MEET.

Holiday Inn
MANILA GALLERIA

SUMMIT HOTELS

SUMMIT
RIDGE
TAGAYTAY

SUMMIT
CIRCLE
CEBU

Go hotels.ph



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Hotels Division



FY2013 New Hotel



Location: Paco, Manila

Started Operations: June 2013

No. of Rooms: 118

FY2014 - New Hotel (as of March 31, 2014)



Location: Downtown District of Iloilo City

Started Operations: December 2013

No. of Rooms: 167



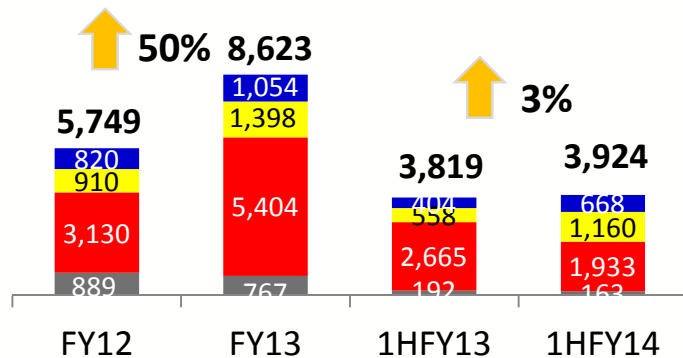
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Residential Division

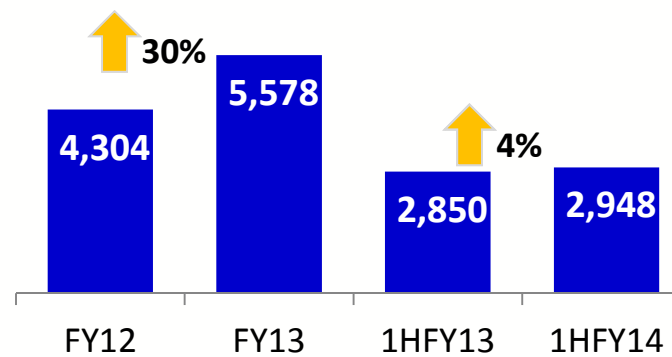


ROBINSONS LAND
CORPORATION

SALES TAKE-UP



REALIZED REVENUES



- Net pre-sales FY2013 at PhP8.62B, 50% higher vs sply
- 2 new and 6 expansion projects for FY2013

- Realized Revenues FY2013 amounted to PhP5.6B
- EBITDA amounted to PhP1.5B, +40% YoY
- EBIT amounted to PhP1.4B, +41% YoY



Residential Division



AmiSa Private Residences
Sonata Private Residences
Signa Designer Residences
Galleria Regency



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 Bloc
Woodsville Residences
Azalea Place
Radiance Manila Bay



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
Bloomfields Cagayan De Oro
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



ROBINSONS LAND
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Residential Division



Radiance Manila Bay – North Tower
Manila



The Sapphire Bloc – West Tower
Pasig City



Axis Residences
Mandaluyong City



Acacia Escalades
Pasig City



The Peal Place
Pasig City



Bloomfields Cagayan De Oro
Cagayan De Oro



Bloomfields Heights Lipa
Lipa City



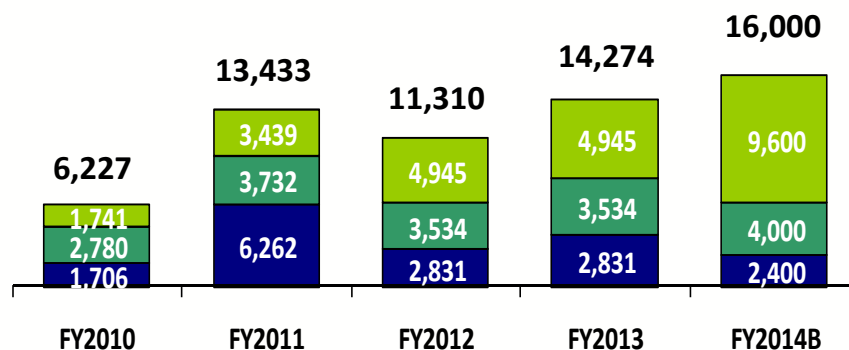
Bloomfields General Santos
General Santos City



ROBINSONS LAND
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CAPITAL EXPENDITURE AND LANDBANK

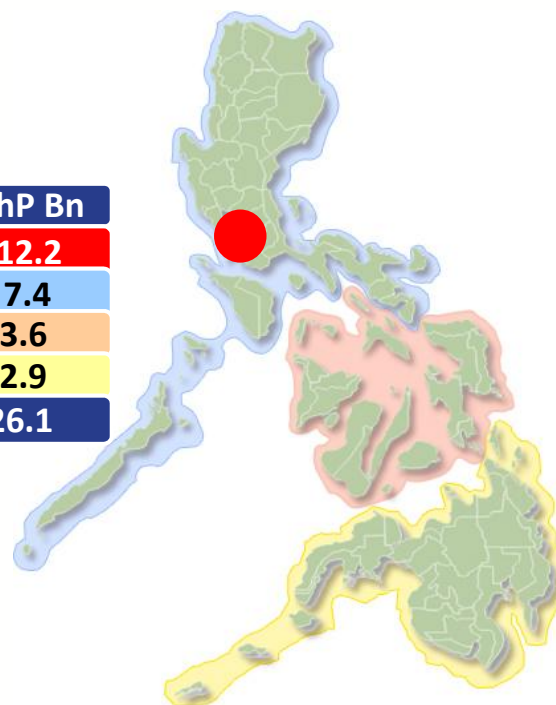
CAPITAL EXPENDITURE



LANDBANK (as of 31 Mar 2014)

SUMMARY	Area (has.)	ESTIMATED VALUE	PhP Bn
Malls	151.4	Metro Manila	12.2
Condominiums*	23.0	Luzon	7.4
Offices*	8.5	Visayas	3.6
Homes*	377.5	Mindanao	2.9
Hotels	6.1	TOTAL	26.1
TOTAL			

*Some properties with Joint Venture partners



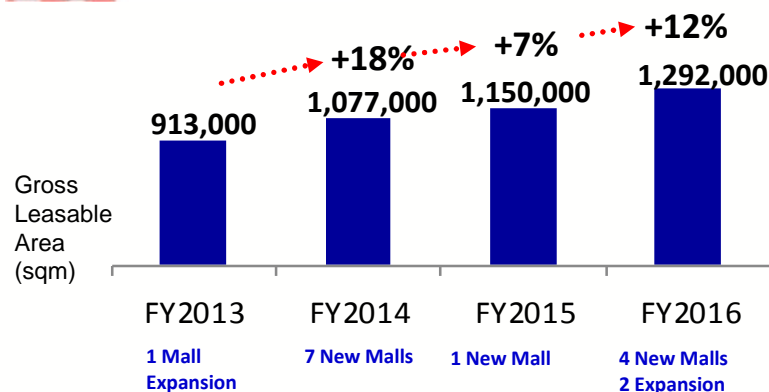
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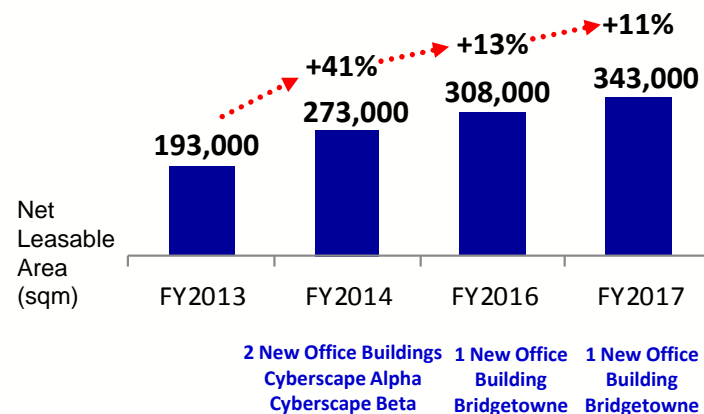
MOVING FORWARD – Future Plans & Strategies



ROBINSONS MALLS



ROBINSONS OFFICES



Currently evaluating opportunities for 4 new Summit Hotels

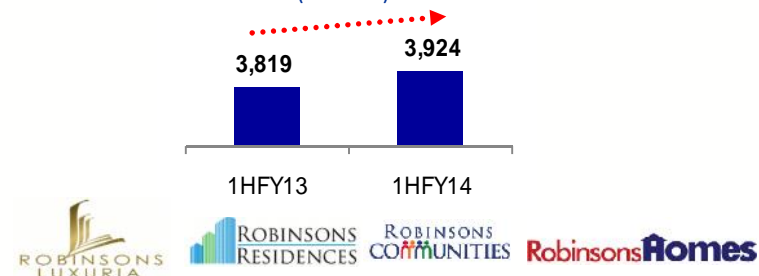


ROBINSONS LAND RESIDENTIAL DIVISION

We Are Home.

Beefed up sales force and increased marketing efforts

Sales Take Up
(PhPMM)



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CORPORATION