

Annual Shareholders' Presentation

April 29, 2015



**ROBINSONS LAND
CORPORATION**



Strong cashflow, consumer play



39 MALLS



Multiple locations, multiple brands



64 RESIDENTIAL BUILDINGS

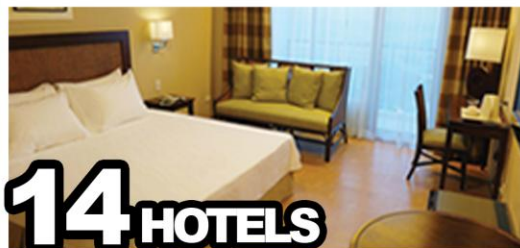


34 HOUSING SUBDIVISIONS



ROBINSONS LAND CORPORATION

Diversified hospitality portfolio



14 HOTELS



Leading BPO office space provider



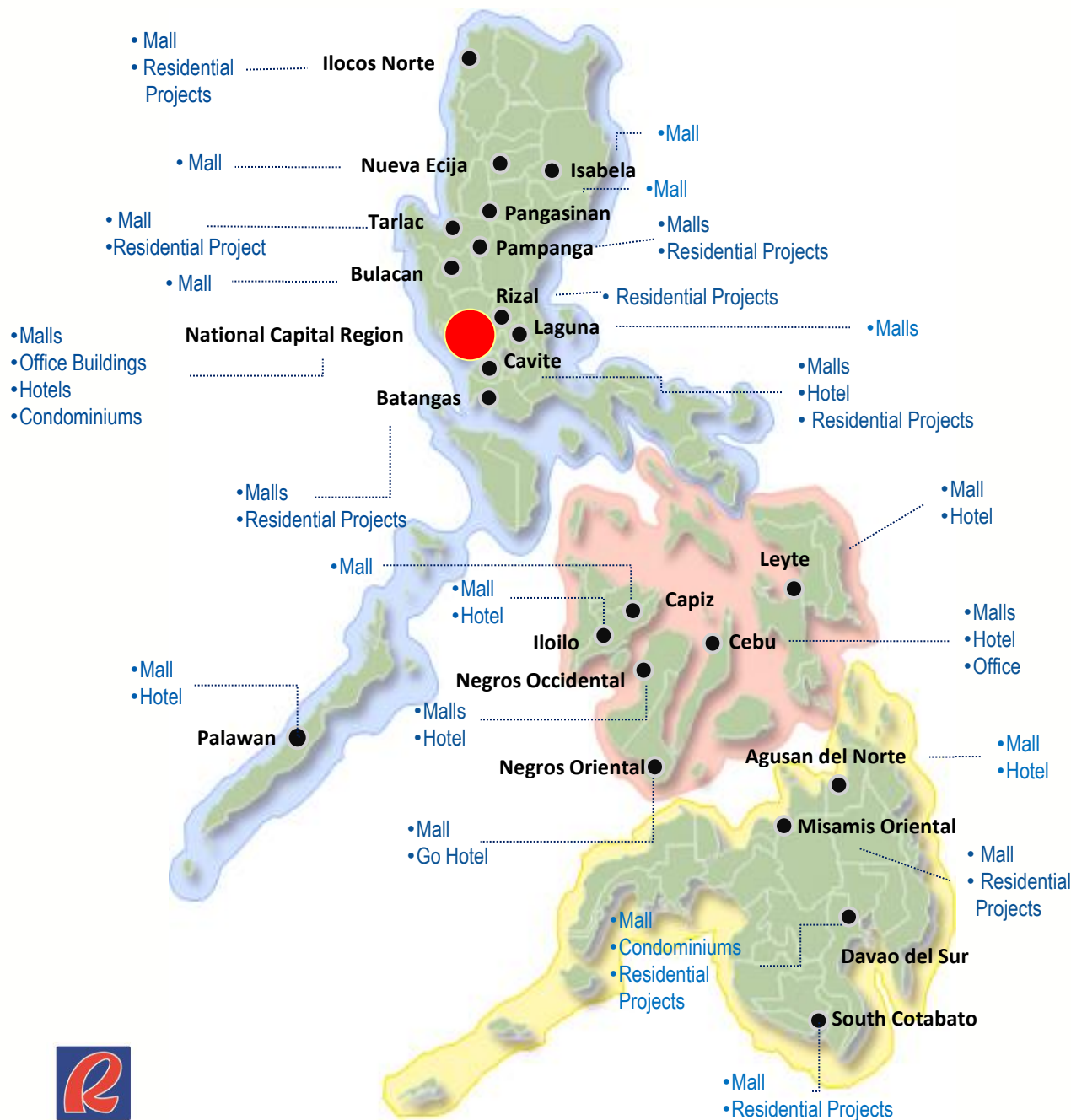
10 OFFICE BUILDINGS



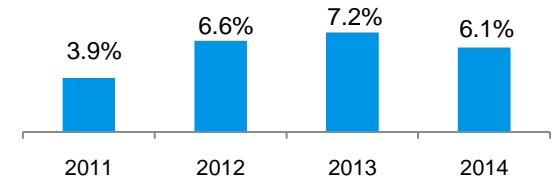
Overall Best Managed Company in the Philippines



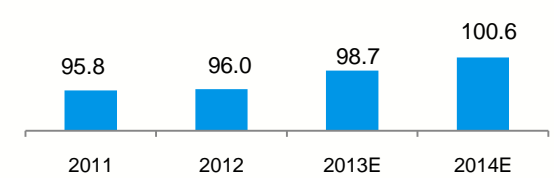
A LEADING PHILIPPINE PROPERTY COMPANY



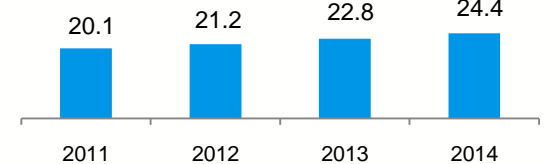
GDP Growth Rate



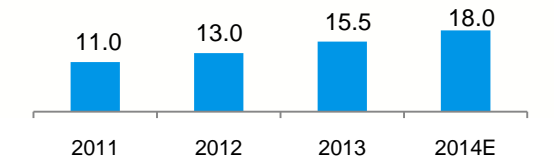
Population (in millions)



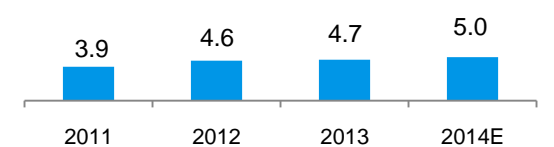
OFW Remittances (in US\$B)



BPO Revenues (in US\$B)



Tourist Arrivals (in millions)



ROBINSONS LAND
CORPORATION

RECENT DEVELOPMENTS

RLC FIXED-RATE BONDS ISSUANCE

- Total Amount: Php 12 Billion
- Issue Date: February 23, 2015
- 2 tenors:
 - 7-year tenor : 4.8000% per annum
 - 10-year tenor : 4.9344% per annum
- New record for the group



ROBINSONS LAND
CORPORATION



DIVERSIFIED BUSINESS MODEL



INVESTMENT PORTFOLIO

	FY2014	Q1FY15
Revenue Contribution	66%	65%
EBITDA Contribution	83%	83%
EBIT Contribution	77%	77%

DEVELOPMENT PORTFOLIO

	FY2014	Q1FY15
	34%	35%
	17%	17%
	23%	23%



INCOME STATEMENT HIGHLIGHTS

Php millions	FY14	vs. SPLY	Q1 FY15	vs. SPLY
Revenues	17,051	+7%	4,790	+9%
Cost and Expenses	8,077	+8%	2,207	+7%
EBITDA	8,974	+6%	2,583	+11%
EBIT	6,242	+4%	1,829	+8%
Income before Tax	6,256	+4%	1,834	+33%
Net Income	4,735	+6%	1,398	+36%

FY2014 Highlights

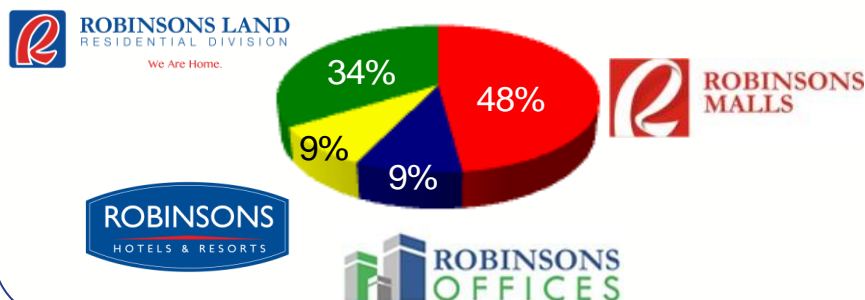
- Revenue growth of 7% due to strong operating performance of all divisions, led by Malls and Office divisions
- Net Income at PhP4.7B, a 6% growth vs FY2013

Q1FY15 Highlights

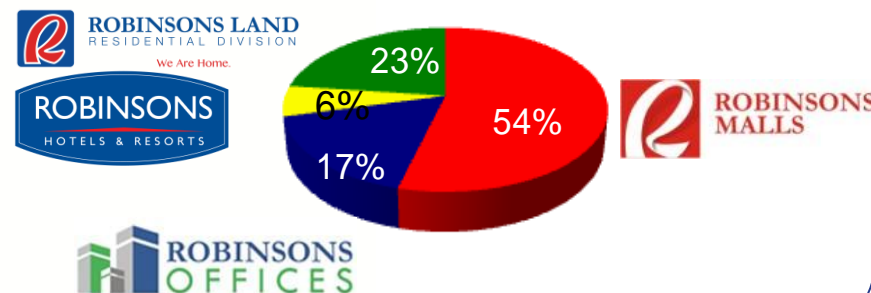
- Stable revenue growth of 9% due to strong operating performance led by office buildings and malls
- Net Income at a faster pace at 36% to PhP1.4B, vs same period last year.

FY 2014 CONTRIBUTION

REVENUES

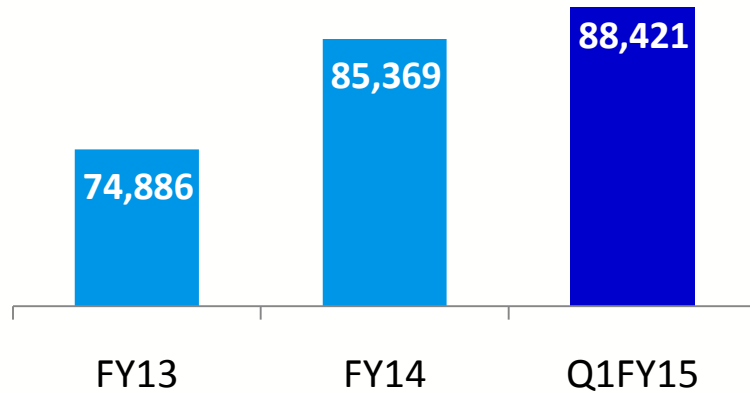


EBIT

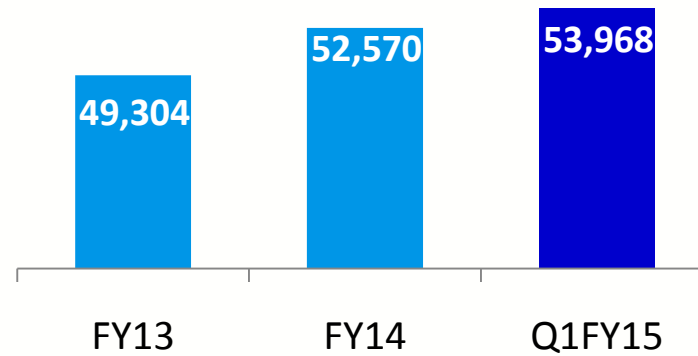


STRONG BALANCE SHEET POSITION

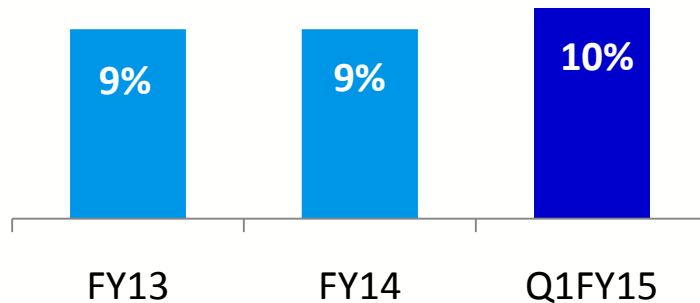
TOTAL ASSETS (PhP MM)



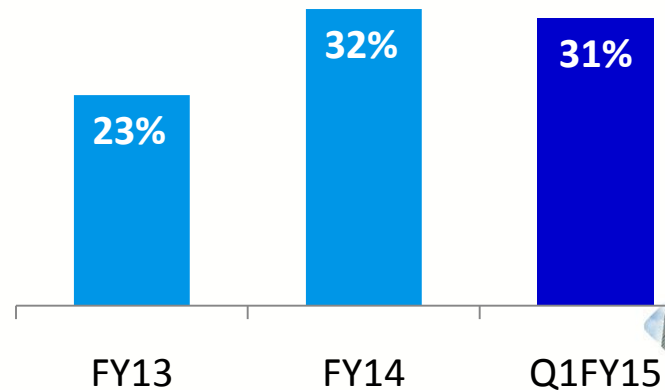
SHAREHOLDER'S EQUITY (PhP MM)



RETURN ON EQUITY



CURRENT NET DEBT TO EQUITY



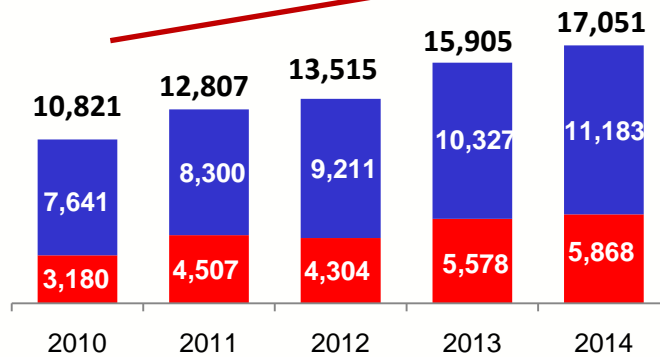
ROBINSONS LAND
CORPORATION



STABLE RECURRING INCOME AND REVENUE (Php MM)

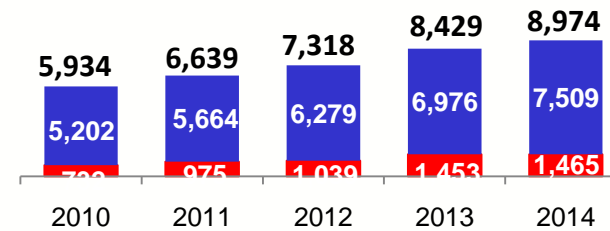
REVENUES

CAGR: +12%



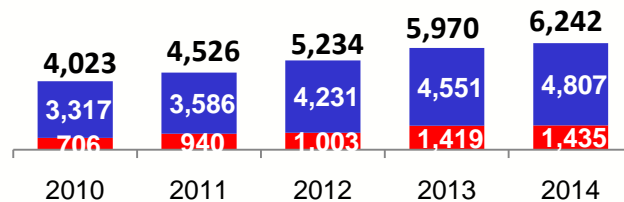
EBITDA

CAGR: +11%



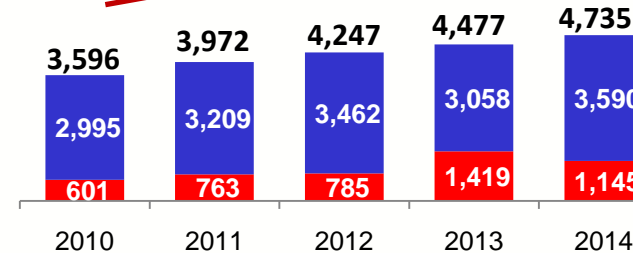
EBIT

CAGR: +12%



NET INCOME

CAGR: +7%



DEVELOPMENT

INVESTMENT

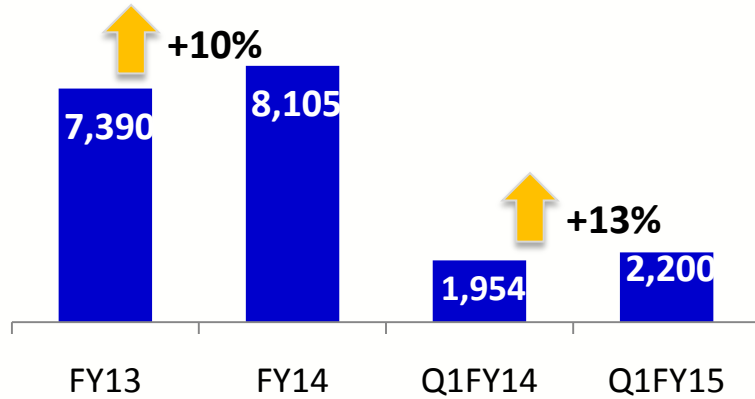


ROBINSONS LAND
CORPORATION

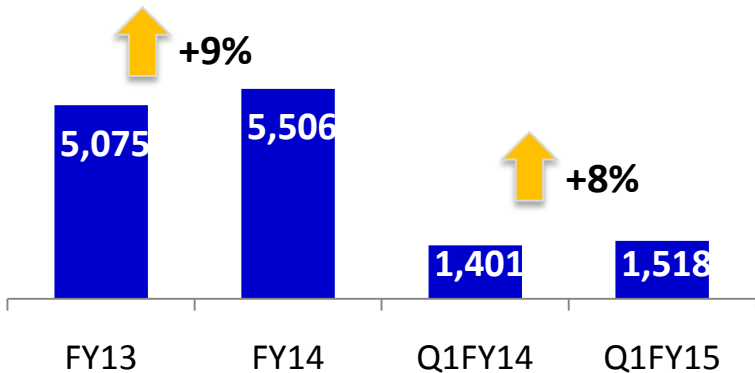


Commercial Centers Division

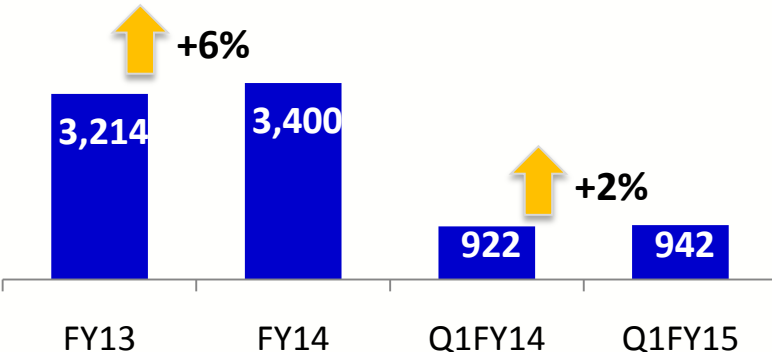
REVENUES



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
- Same mall revenue growth has been tracking **7-8%** in the past 5 years



ROBINSONS LAND
CORPORATION



Commercial Centers Division

6 New Malls Opened in FY2014



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



Land Area: 23,300sqm
GFA: 17,076sqm
GLA: 9,651sqm



Land Area: 26,100sqm
GFA: 67,667sqm
GLA: 27,131sqm



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



Land Area: 48,700sqm
GFA: 40,346sqm
GLA: 26,212sqm



Land Area: 55,500sqm
GFA: 43,329sqm
GLA: 26,740sqm

1 New Mall Opened in FY2015 (as of December 2014)



Land Area: 48,270sqm
GFA: 59,079sqm
GLA: 25,748sqm



ROBINSONS LAND
CORPORATION



Awards and Recognitions

Philippine Retailers Association - Shopping Center of the Year



ROBINSONS LAND
CORPORATION



Commercial Centers Division

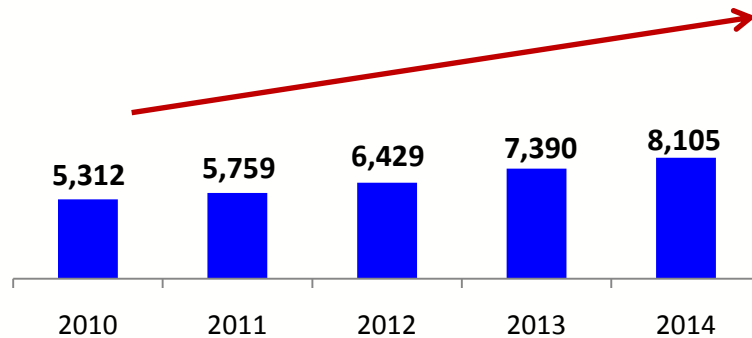


ROBINSONS LAND
CORPORATION



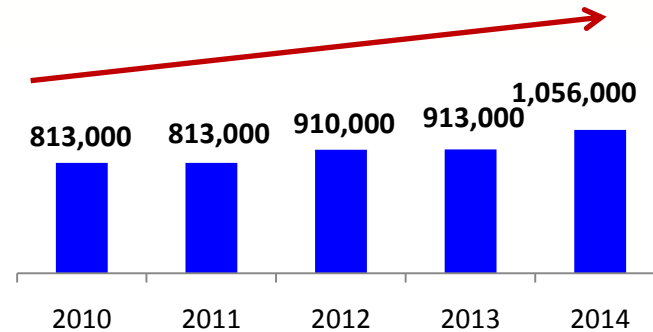
REVENUES

CAGR: +11%



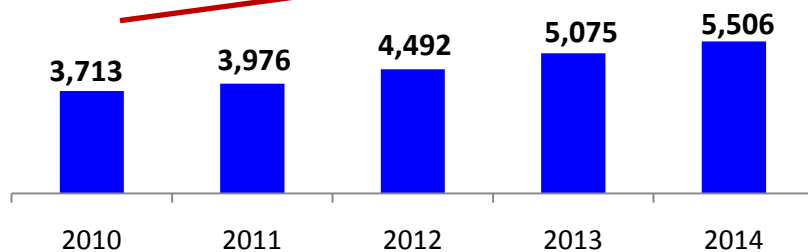
GLA

CAGR: +7%



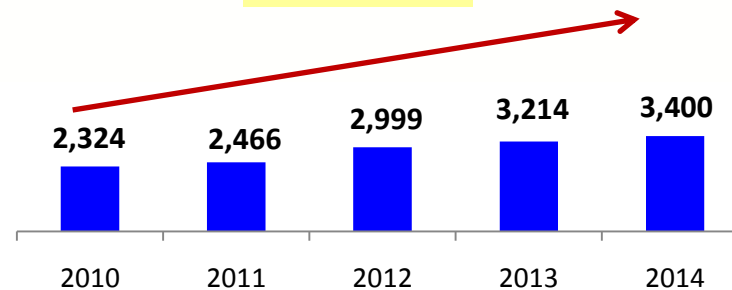
EBITDA

CAGR: +10%



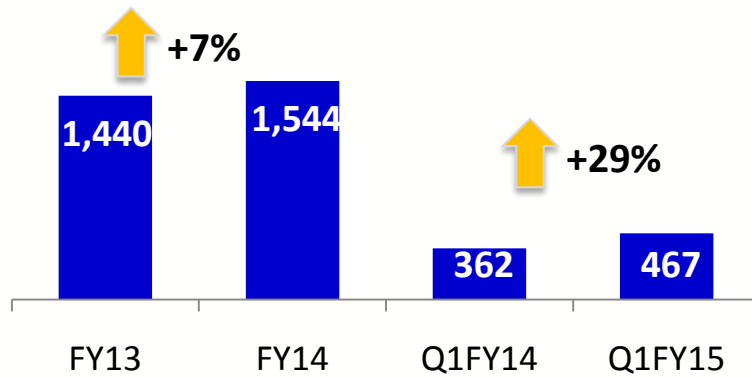
EBIT

CAGR: +10%

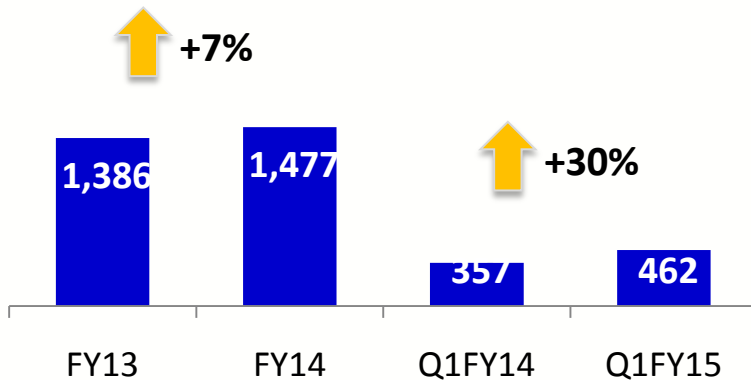


Office Buildings Division

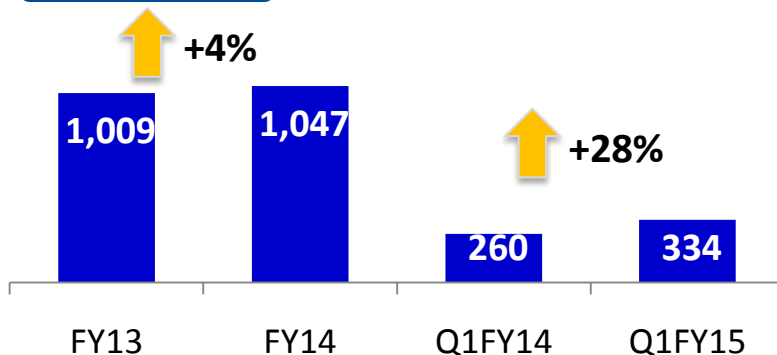
REVENUES



EBITDA



EBIT



- A leading BPO office space provider with **275,000 sqm** net leasable space
- Total leased space for our 10 office buildings is **99%**
- Increased space by 42% in FY 2014
- Dominant landlord in the Ortigas Central Business District



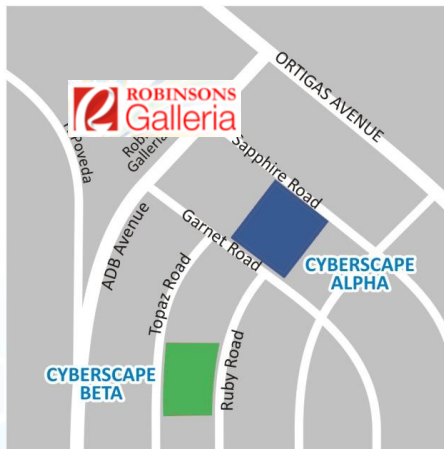
West Corporation



ROBINSONS LAND CORPORATION



Two New Office Buildings in FY2014



Cyberscape Alpha



Cyberscape Beta



Office Buildings Division

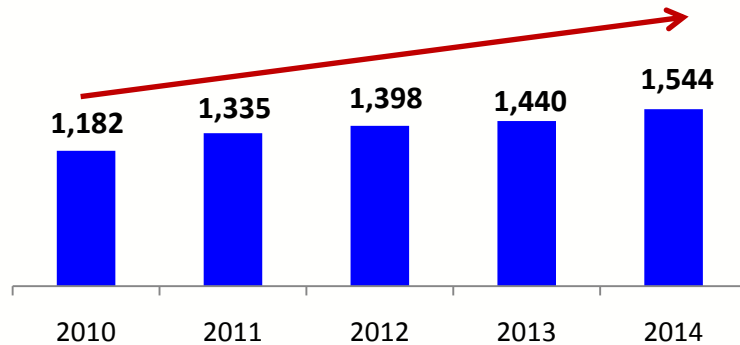


ROBINSONS LAND
CORPORATION



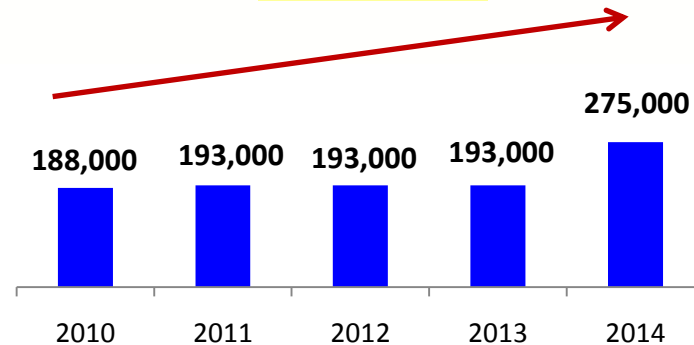
REVENUES

CAGR: +7%



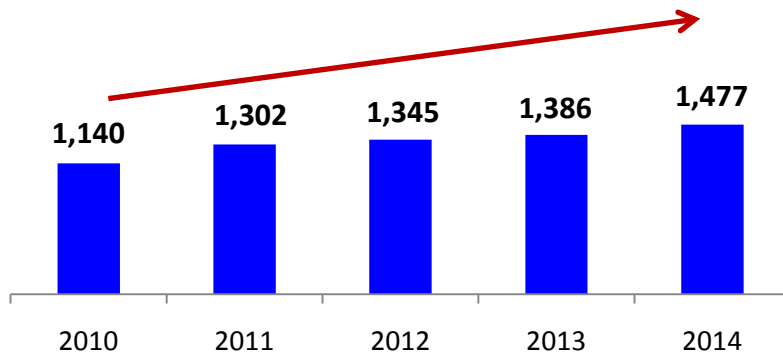
NLA

CAGR: +10%



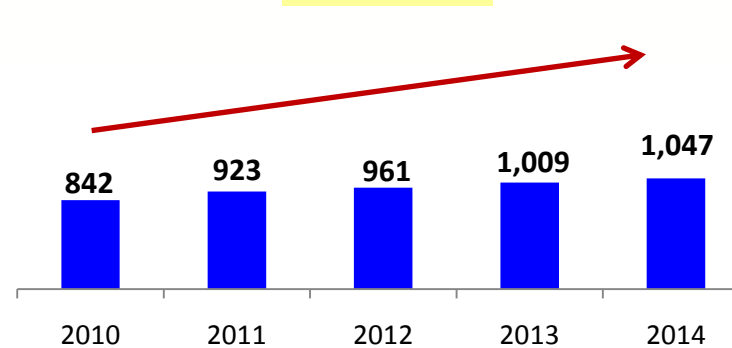
EBITDA

CAGR: +7%



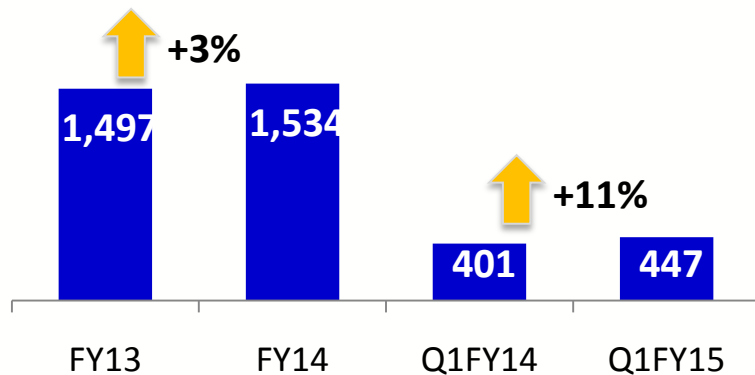
EBIT

CAGR: +6%

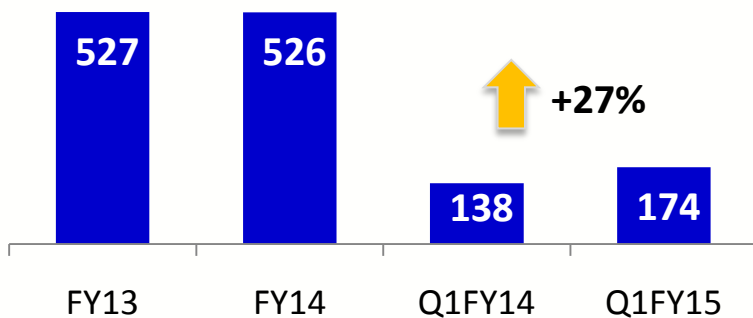


Hotels Division

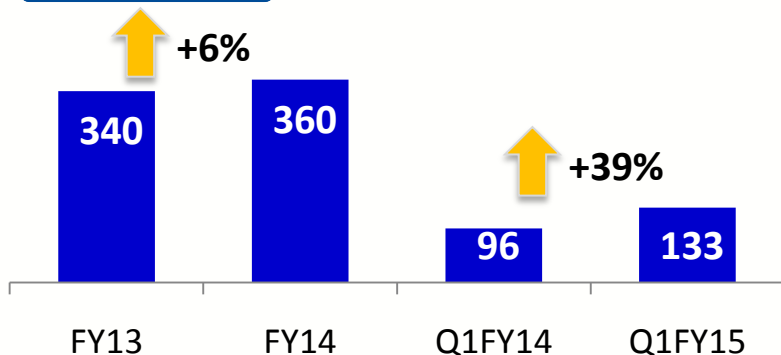
REVENUES



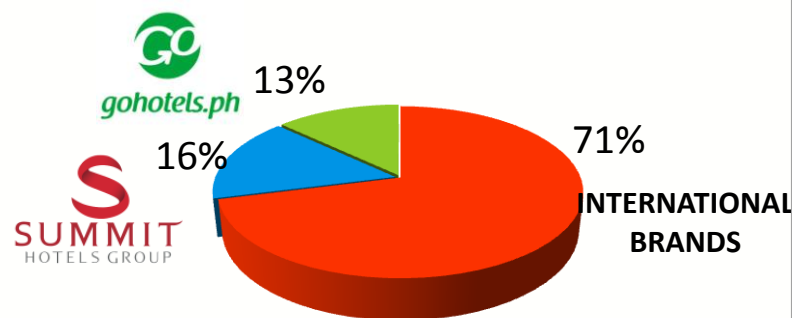
EBITDA



EBIT



FY 2014 Revenue Contribution



INTERNATIONAL BRANDS



SUMMIT HOTELS



ROBINSONS LAND CORPORATION



13 Hotel Properties – As of December 2014



FY2014 New Hotels



Location: Downtown District of Iloilo City

Started Operations: December 2013

No. of Rooms: 167

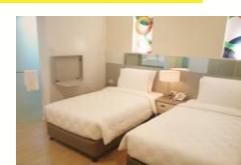


Location: Cyberscape Alpha Ortigas Center

Started Operations: July 2014

No. of Rooms: 198

FY2015 New Hotel (as of Dec 2014)



Location: Butuan, Agusan del Norte

Started Operations: December 2014

No. of Rooms: 104



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CORPORATION

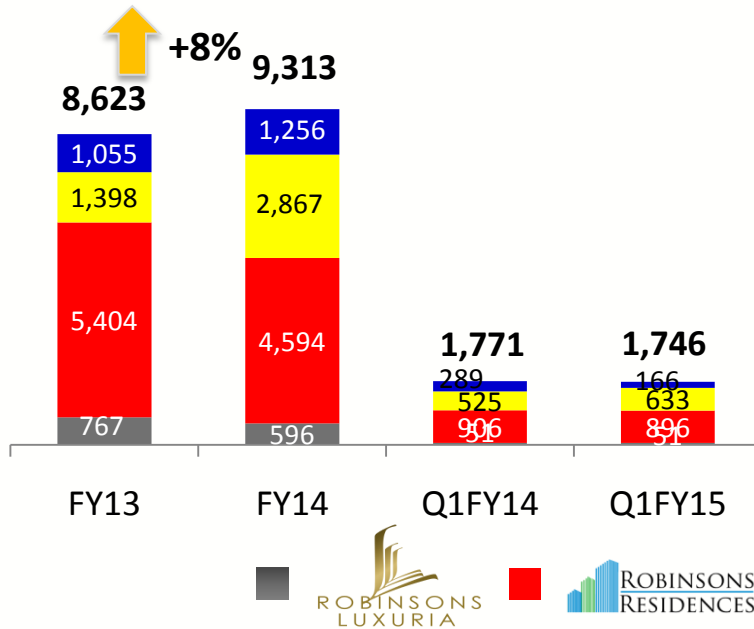


Residential Division

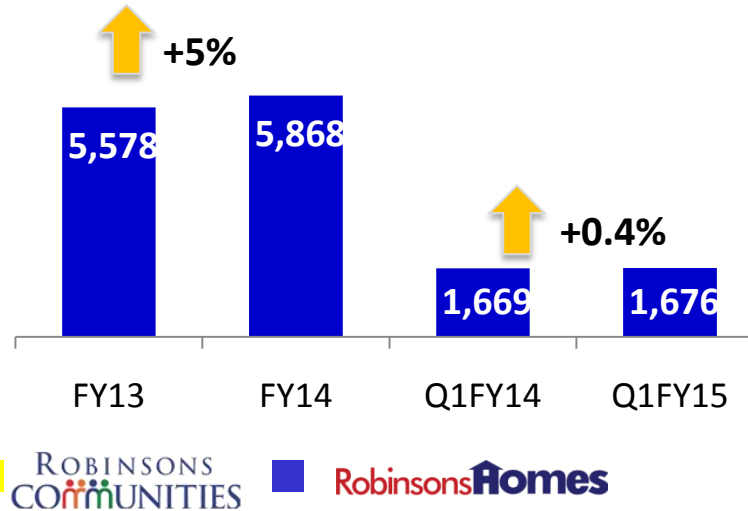


ROBINSONS LAND
CORPORATION

SALES TAKE-UP



REALIZED REVENUES



- Net Sales Take-up FY2014 at P9.3Bn, 8% higher than last year
- Launched 4 projects in FY2014 across residential brands worth P6Bn

- Realized Revenues amounted to PhP5.87Bn
- EBITDA amounted to PhP1.47Bn
- EBIT amounted to PhP1.44Bn



Residential Division



**International Property Awards – Asia Pacific
“Best Residential High-Rise Development in
the Philippines” 2013
Signa Designer Residences**



**FIABCI Philippines Property & Real Estate Awards
“Most Outstanding Developer—
Residential (Vertical)” 2015
The Trion Towers**



AmiSa Private Residences
Sonata Private Residences
Signa Designer Residences
Galleria Regency



Robinsons Place Residences
McKinley Park Residences
The Fort Residences
The Magnolia Residences
Vimana Verde Residences
East of Galleria
The Trion Towers
The Sapphire Bloc
Woodsville Residences
Radiance Manila Bay



Gateway Garden Ridge
Woodsville Viverde Mansions
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
St. Bernice Estates
Forest Parkhomes North
St. Judith Hills
Bloomfields Heights Lipa
Nizanta at Ciudades
Bloomfields General Santos



ROBINSONS LAND
CORPORATION





ROBINSONS LAND
CORPORATION



ROBINSONS
RESIDENCES

THE TRION TOWERS

Trion Towers - Tower C
Fort Bonifacio, Taguig City



ROBINSONS
COMMUNITIES

CHIMES
GREENHILLS

Chimes Greenhills
Greenhills, San Juan City

Robinsons**Homes**

BRIGHTON
BALIWAG



Brighton Baliwag
Baliwag, Bulacan

Bloomfields
HEIGHTS
Lipa

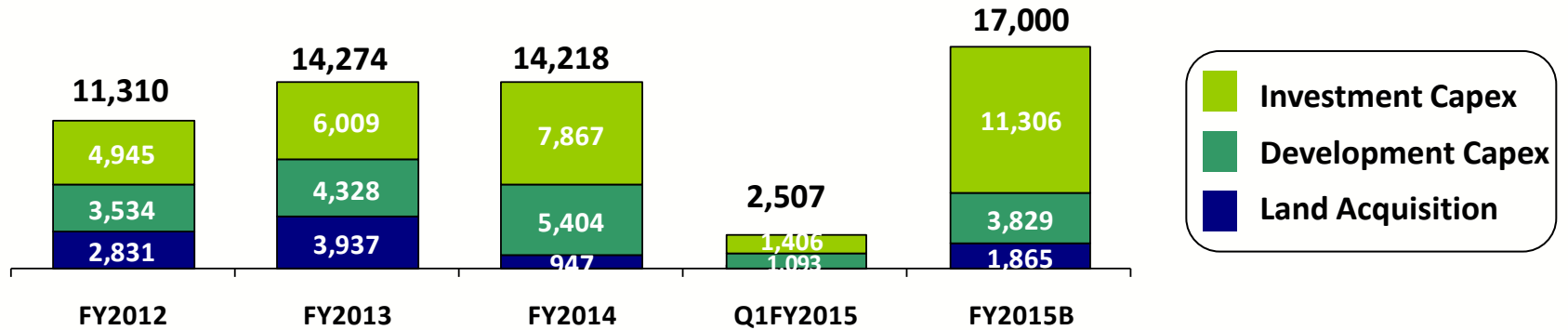


Bloomfields Heights Lipa – Phase 3
Lipa, Batangas



CAPITAL EXPENDITURE AND LANDBANK

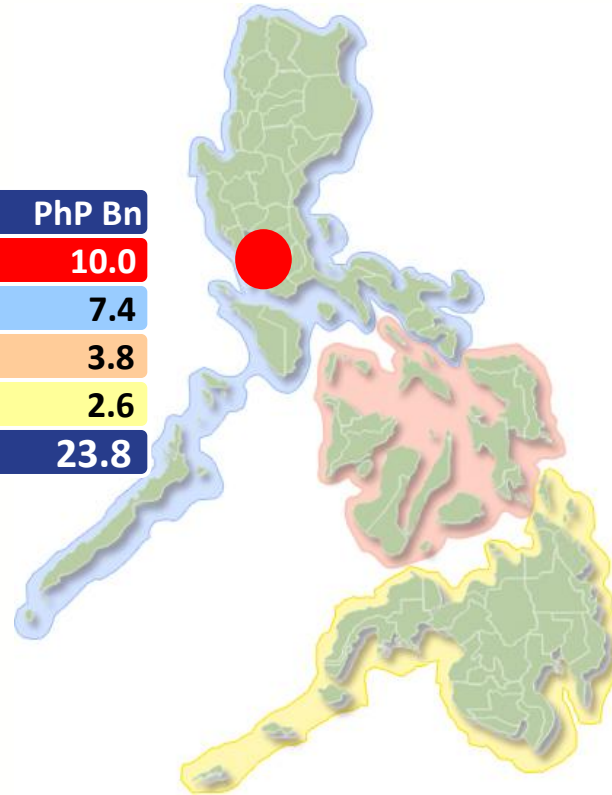
CAPITAL EXPENDITURE



LANDBANK (as of 31 Dec 2014)

SUMMARY	Area (has.)	ESTIMATED VALUE	PhP Bn
Malls	141.88	Metro Manila	10.0
Condominiums*	19.33	Luzon	7.4
Offices	8.68	Visayas	3.8
Homes*	386.91	Mindanao	2.6
Hotels	6.08	TOTAL	23.8
TOTAL	562.88		

*Some properties with Joint Venture partners



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CORPORATION

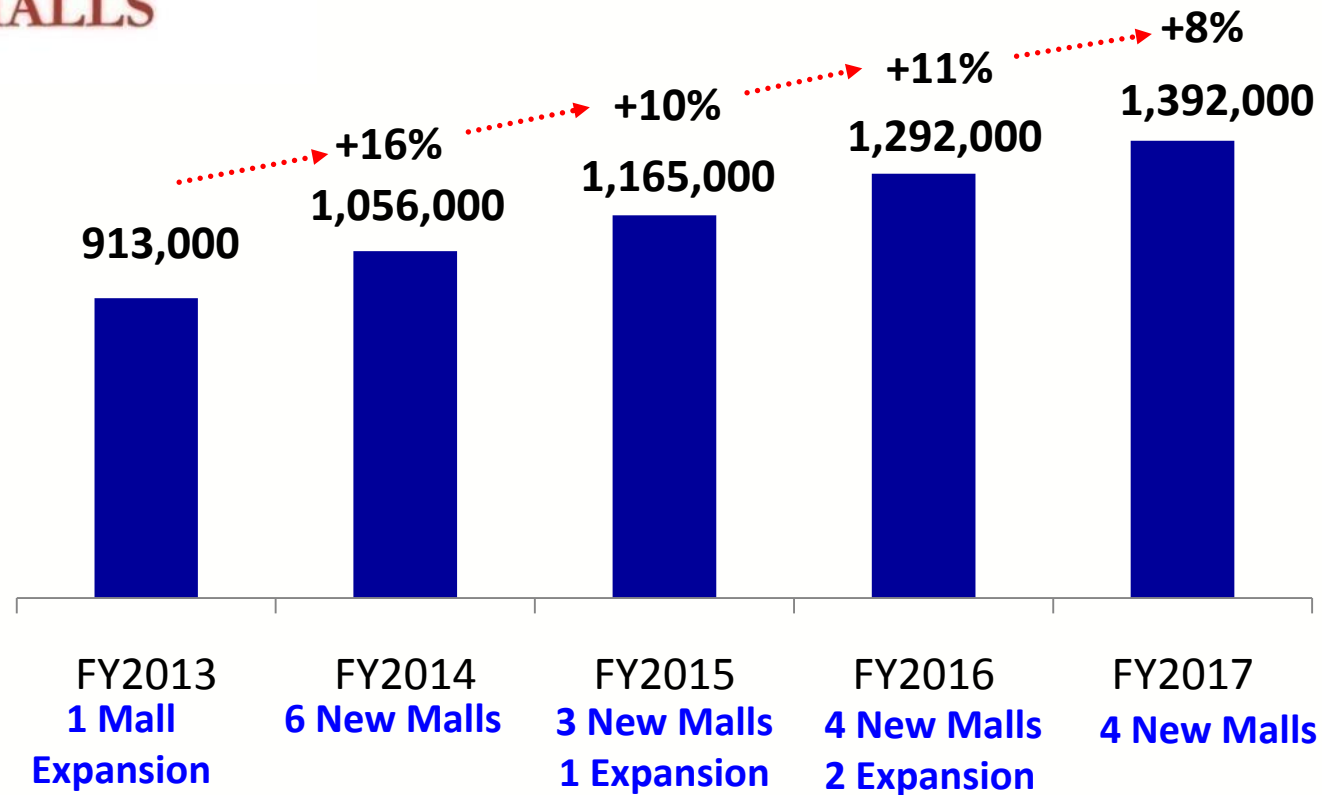


MOVING FORWARD – Future Plans & Strategies



**ROBINSONS
MALLS**

Gross
Leasable
Area
(sqm)



FY2015 Openings

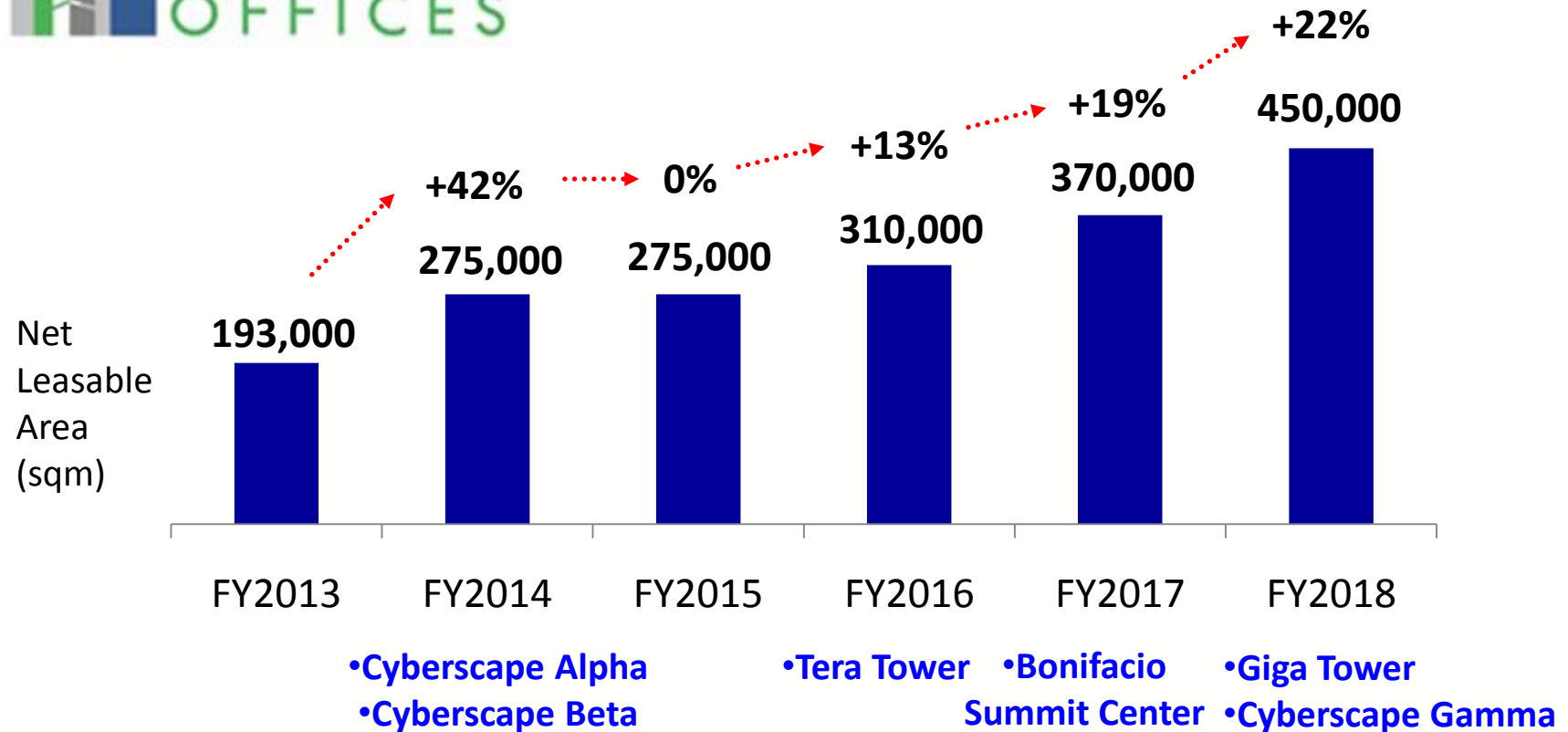
- Robinsons Place Las Piñas : Opened October 2014
- Novaliches Expansion : 2H FY2015
- Robinsons Place Antique : 2H FY2015
- Robinsons Galleria Cebu : 2H FY2015



**ROBINSONS LAND
CORPORATION**



MOVING FORWARD – Future Plans & Strategies



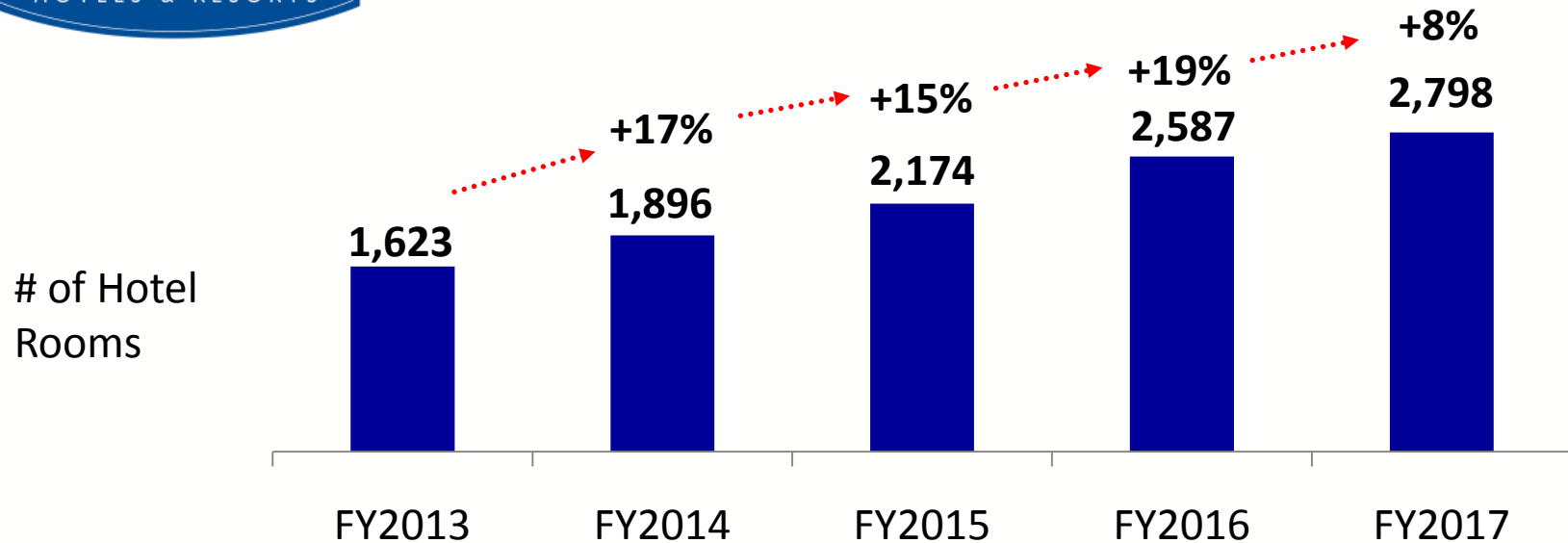
- Tera Tower : Q1 FY2016
- Bonifacio Summit Center : 2H FY2017
- Giga Tower : 1H FY2018
- Cyberscape Gamma : 1H FY2018



ROBINSONS LAND
CORPORATION



MOVING FORWARD – Future Plans & Strategies



- 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
- Summit Magnolia : FY2015
- Go Hotels Davao : FY2016
- Westin Hotel : FY2020



ROBINSONS LAND
CORPORATION

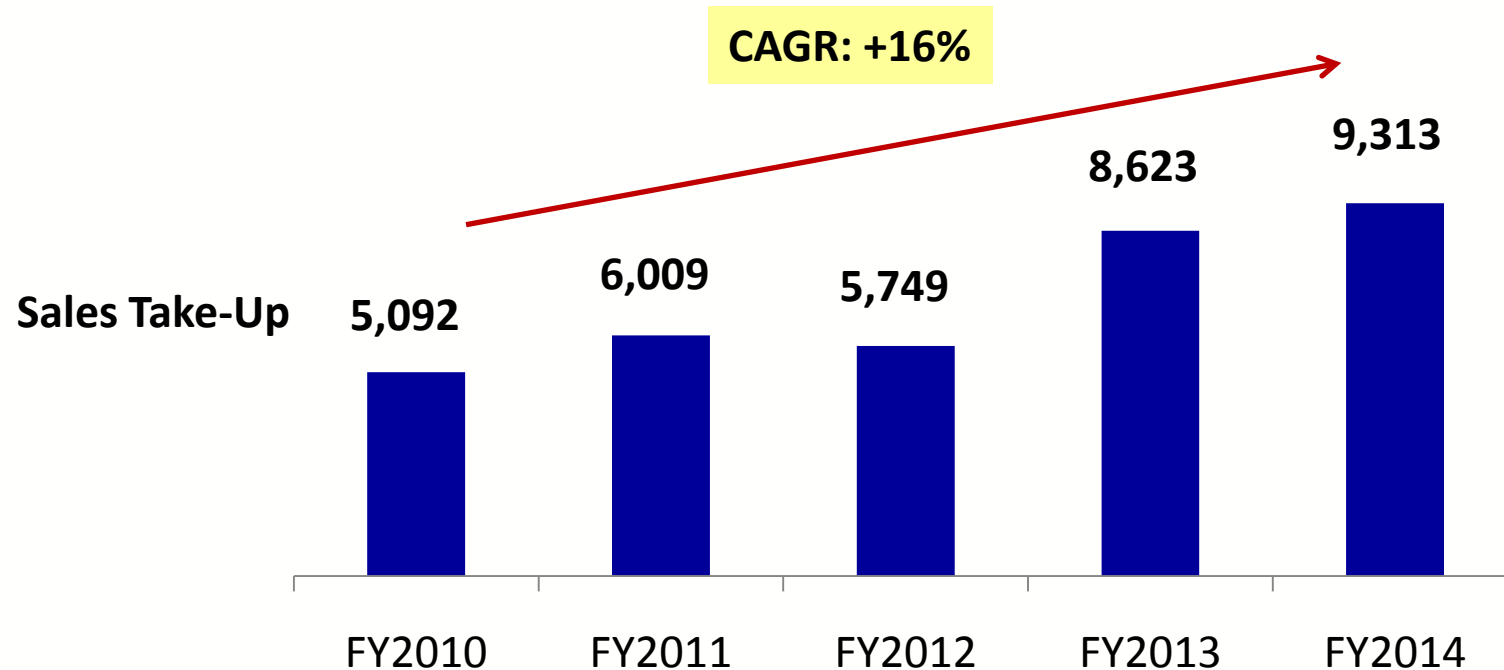


MOVING FORWARD – Future Plans & Strategies



ROBINSONS LAND
RESIDENTIAL DIVISION

We Are Home.



Recent Developments

Robinsons Land Corporation and Starwood Asia Pacific Hotels and Resorts Pte Ltd. have entered into an agreement for The Westin Manila Sonata Place and The Residences at The Westin Manila Sonata Place, located at the heart of the Ortigas Business district.





**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**





THANK YOU



**ROBINSONS LAND
CORPORATION**