



**ROBINSONS LAND
CORPORATION**

YOUR DREAMS. OUR FOUNDATION.



Annual Shareholders' Meeting

18 April 2012

DIVERSIFIED BUSINESS MODEL



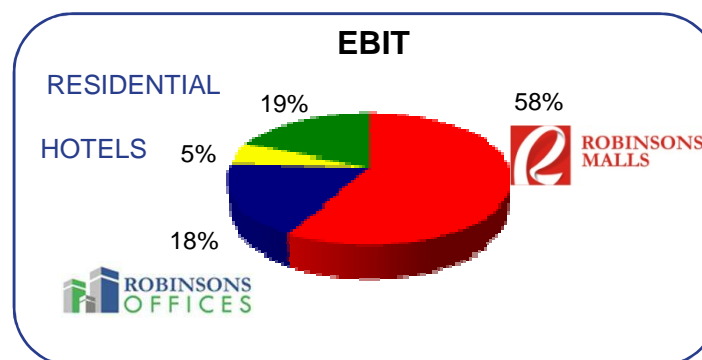
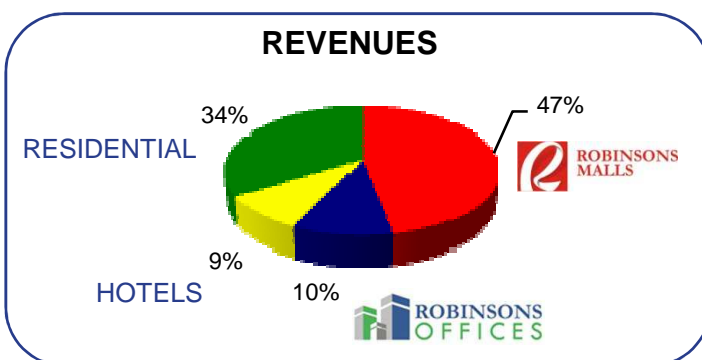
INCOME STATEMENT HIGHLIGHTS



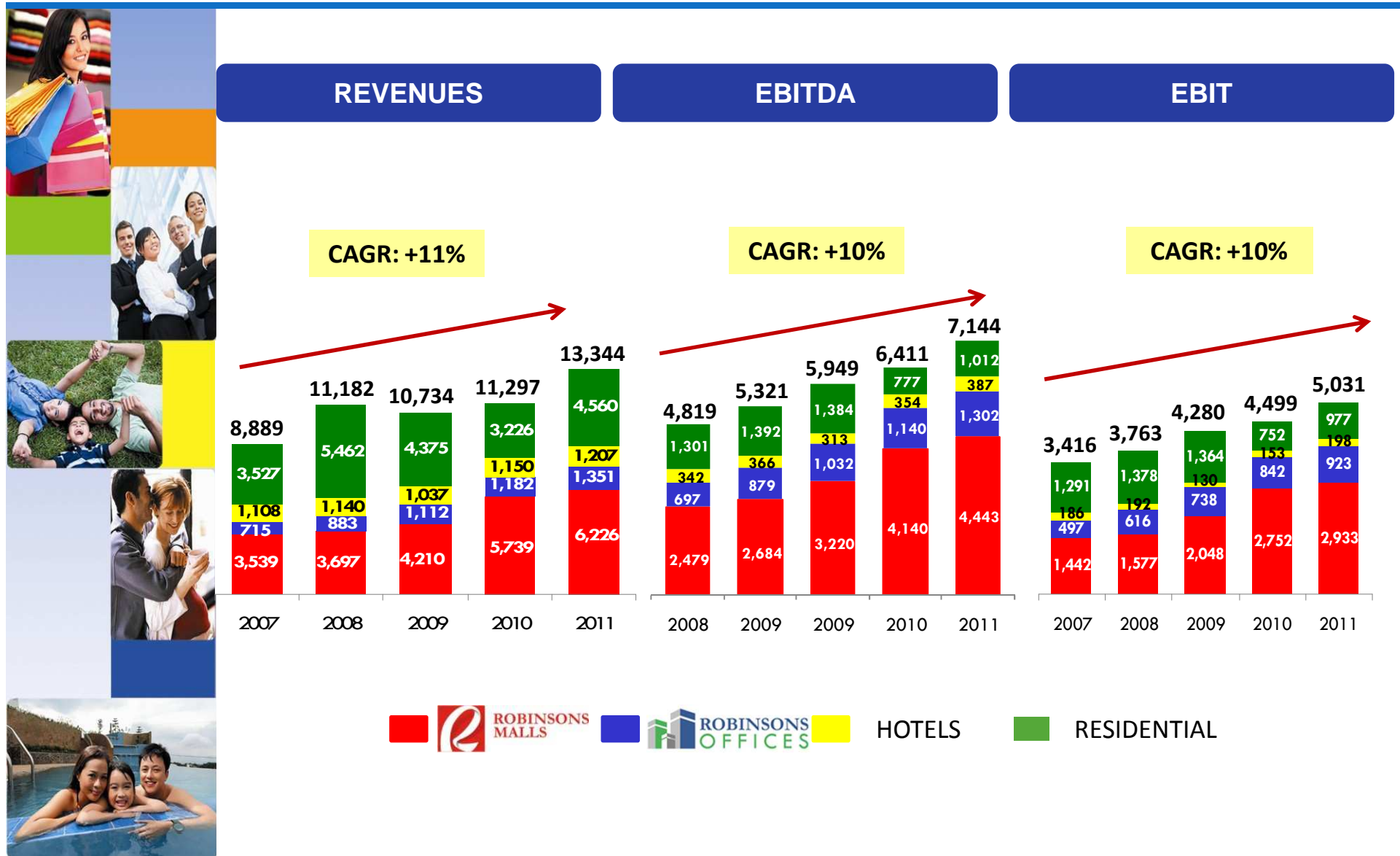
PhPMM	FY2010	FY2011	Variance	
			Amount	%
Revenues	11,297	13,344	2,047	+18%
Cost and Expenses	7,027	8,490	1,463	+21%
Income before Tax	4,270	4,854	584	+14%
Provision for Income Tax	674	882	208	+31%
Net Income	3,596	3,972	376	+10%
EBITDA	6,411	7,144	733	+11%

- Posted revenues of PhP13.3B in FY2011
- Double digit revenue growth due to strong operating performance of all divisions, led by Malls division
- Net Income at PhP4.0B, a 10% growth vs FY2010
- EBITDA at PhP7.1B, a 11% growth vs FY2010

FY 2011 CONTRIBUTION



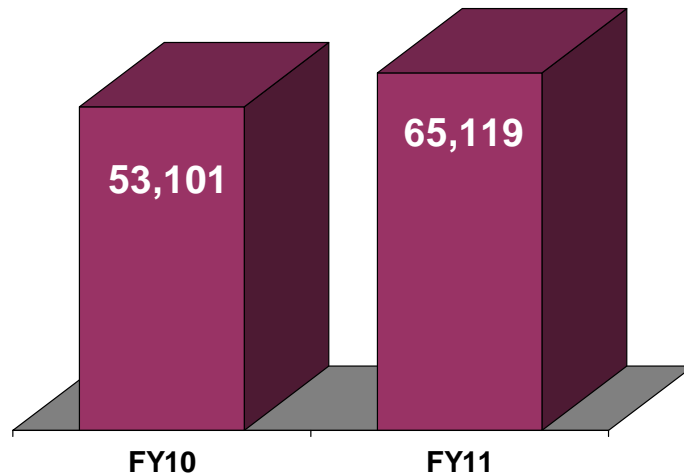
STABLE RECURRING INCOME AND REVENUE (PhP MM)



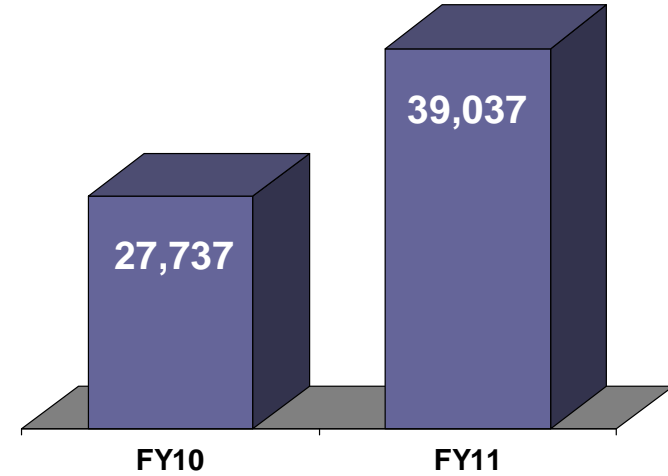
STRONG BALANCE SHEET POSITION



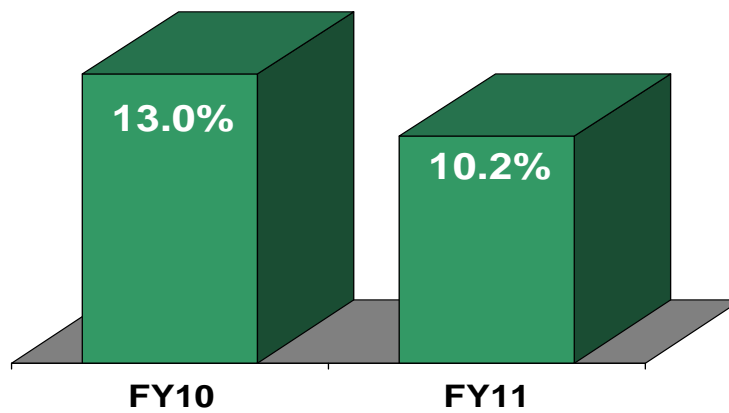
TOTAL ASSETS (PhP MM)



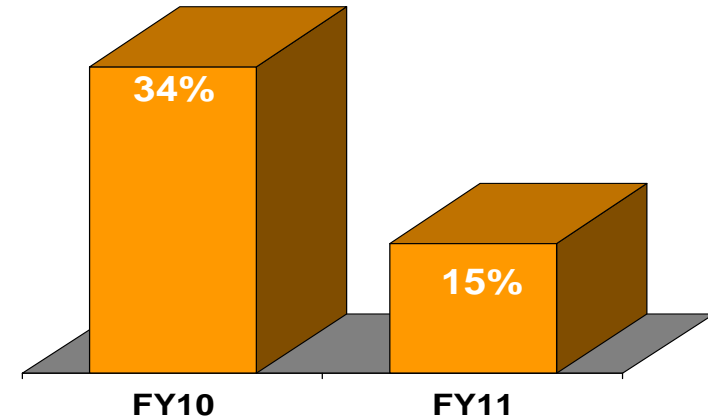
SHAREHOLDER'S EQUITY (PhP Mm)



RETURN ON EQUITY



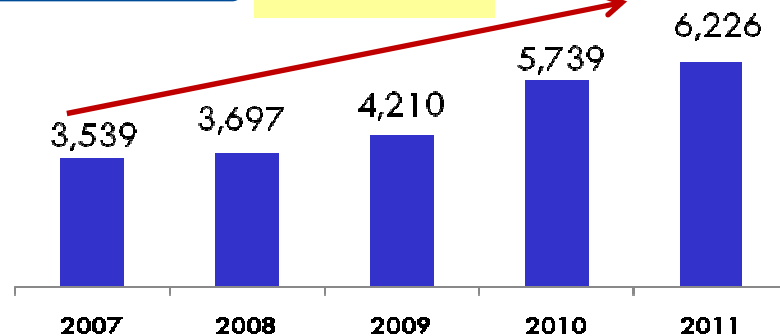
CURRENT NET DEBT TO EQUITY





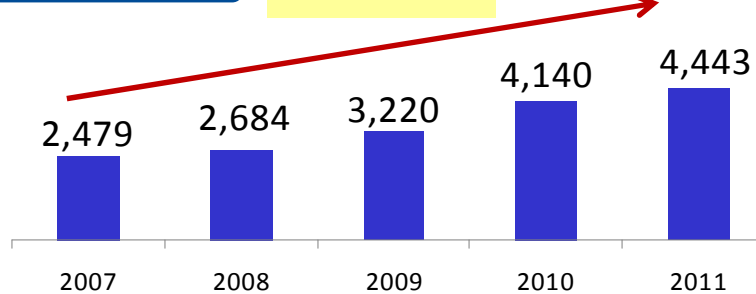
REVENUES

CAGR: +15%



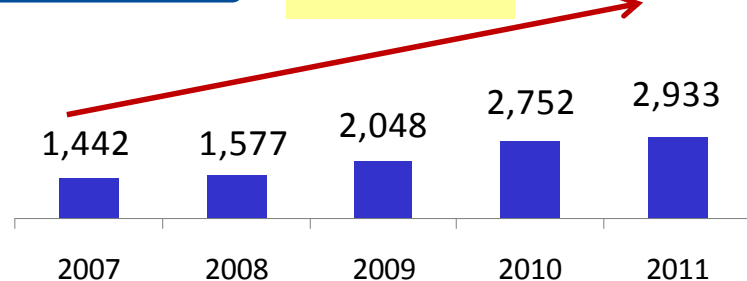
EBITDA

CAGR: +16%



EBIT

CAGR: +19%



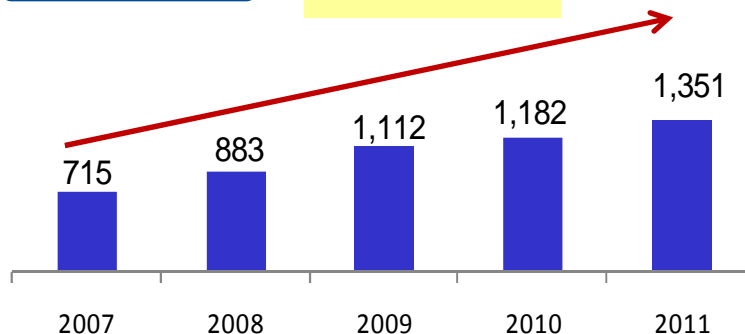
- Second largest mall operator in the Philippines with **29** malls
- **813,000** sqm gross leasable space
- **94.5%** latest occupancy
- Steady same mall revenue growth of **8%**





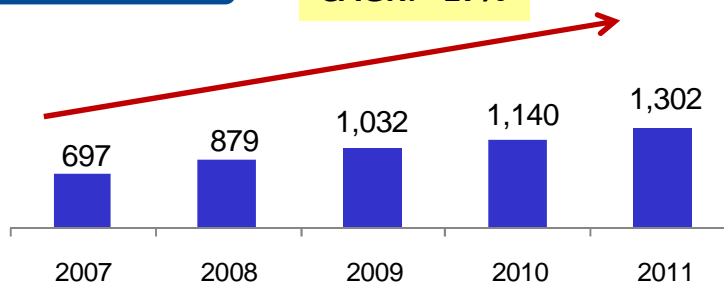
REVENUES

CAGR: +17%



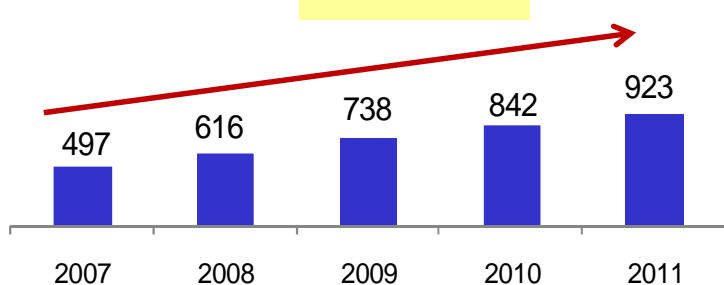
EBITDA

CAGR: +17%



EBIT

CAGR: +17%



- One of the Philippines' leading BPO office space provider with **194,000 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 building space allocated for BPOs

SYKES

accenture

EMERSON

hp

g

globalpayments

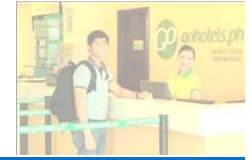
CONVERGY'S
Outthinking Outdoing

WCS

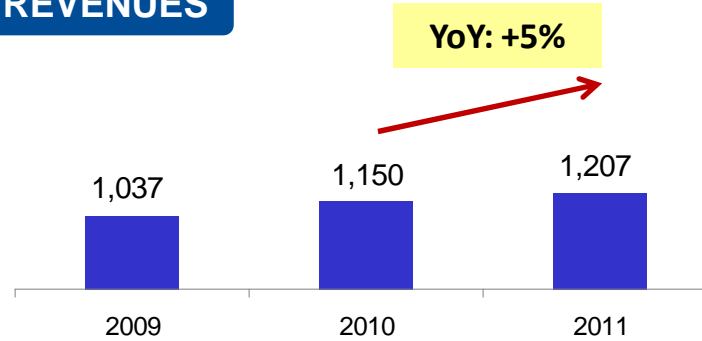
TeleTech

USAUTOPARTS

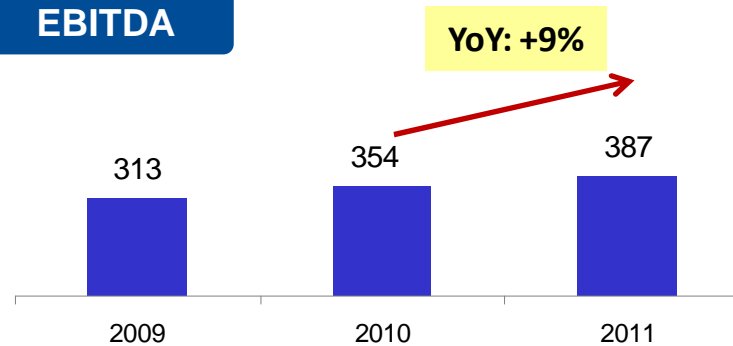
HOTELS DIVISION



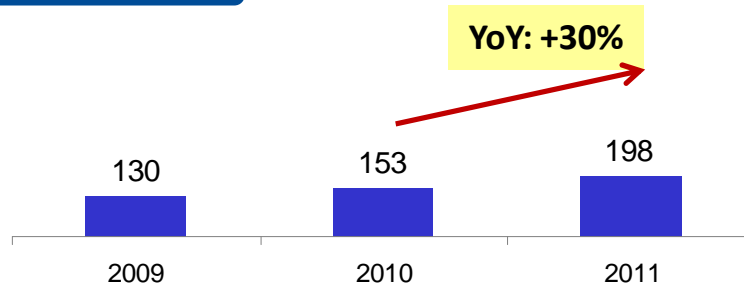
REVENUES



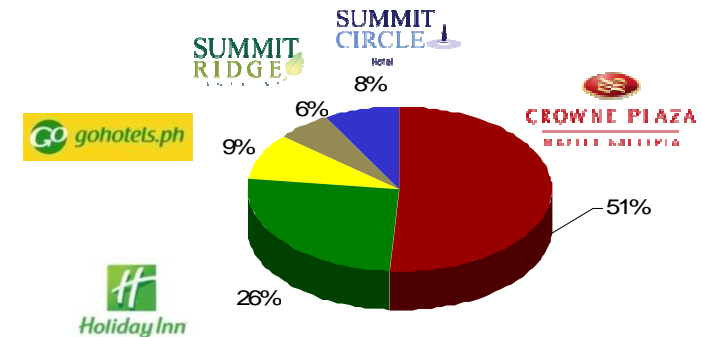
EBITDA



EBIT



FY 2011 REVENUE CONTRIBUTION



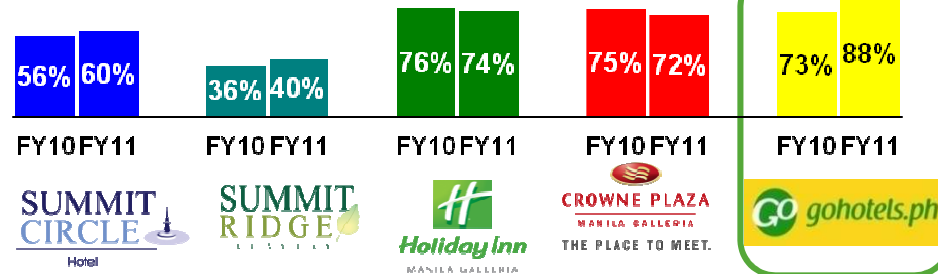
- Total of **1,089** rooms
- **3** Hotel Segments

- **International**  
- **Summit**  
- **Go Hotels** 

HOTELS DIVISION



Occupancy Rate



Flagship Go Hotel: Go Hotels Cybergate Plaza

Location: Pioneer, Mandaluyong City

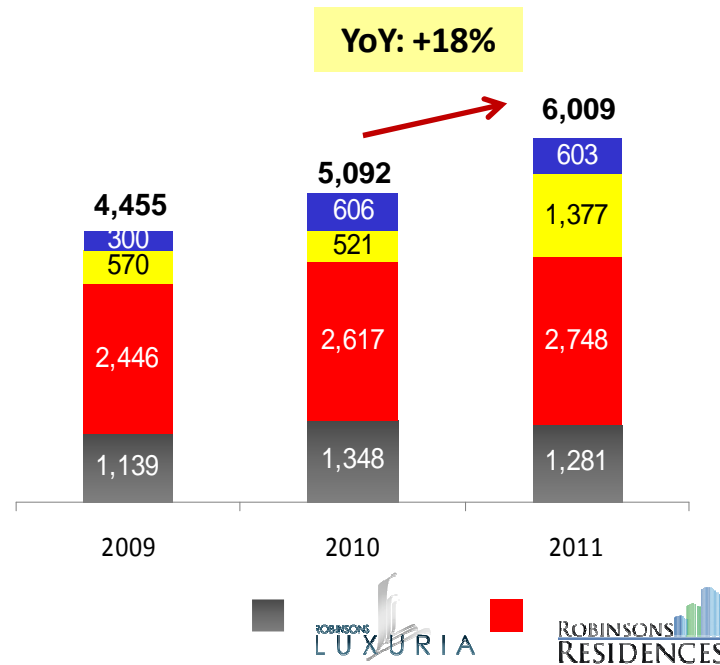
No. of Rooms: 223



RESIDENTIAL DIVISION

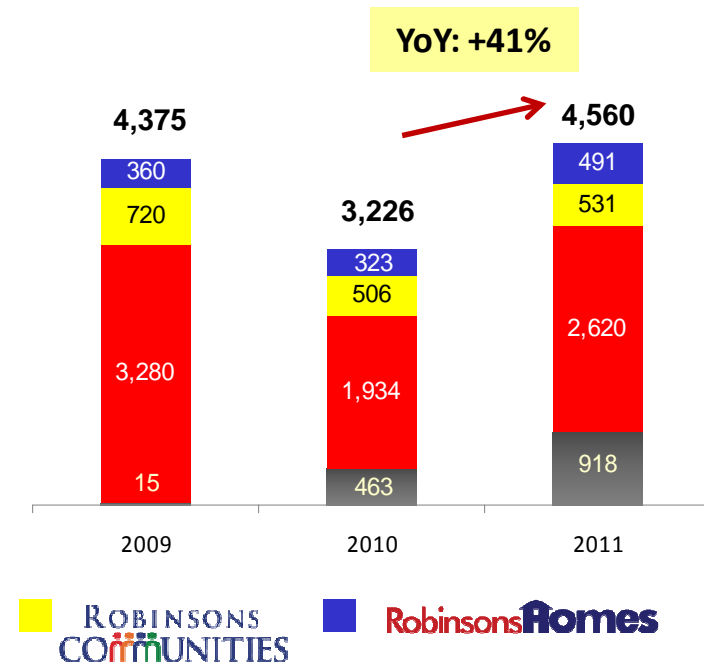


SALES TAKE-UP



- Net pre-sales FY2011 at PhP6.0B, 18% higher than last year
- Launched 15 projects in FY2011 across 4 Residential Brands worth PhP8B

REALIZED REVENUES



- Realized Revenues increased by 41% to PhP4.6B
- EBIT increased by 30% at PhP977M
- EBITDA increased by 30% at PhP1.0B



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

Bloomfields Tagaytay

Blue Coast Residences

Centennial Place

Bloomfields Novaliches

Escalades at 20th Avenue

Escalades South Metro

Bloomfields Davao

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




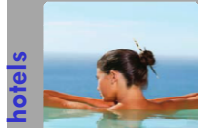

Richmond Hills

Robinsons Highlands

Montclair Highlands

FINANCIAL HIGHLIGHTS – Q1 FY2012



PhP MM	REVENUES	%Total RLC	QoQ	EBITDA	%Total RLC	QoQ	EBIT	%Total RLC	QoQ
	3,582	100%	13%	2,026	100%	9%	1,505	100%	10%
PhP MM	REVENUES	%Total RLC	QoQ	EBITDA	%Total RLC	QoQ	EBIT	%Total RLC	QoQ
	1,790	50%	14%	1,335	66%	12%	960	64%	17%
	348	10%	15%	336	17%	9%	247	16%	8%
	341	10%	7%	107	5%	4%	59	4%	8%
	1,103	30%	11%	248	12%	-6%	239	16%	-7%

➤ Recurring revenue base at 70% (up by 4 ppts vs FY2011)

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

➤ Net Income at PhP1.2B, up 14% vs Q1 FY2011

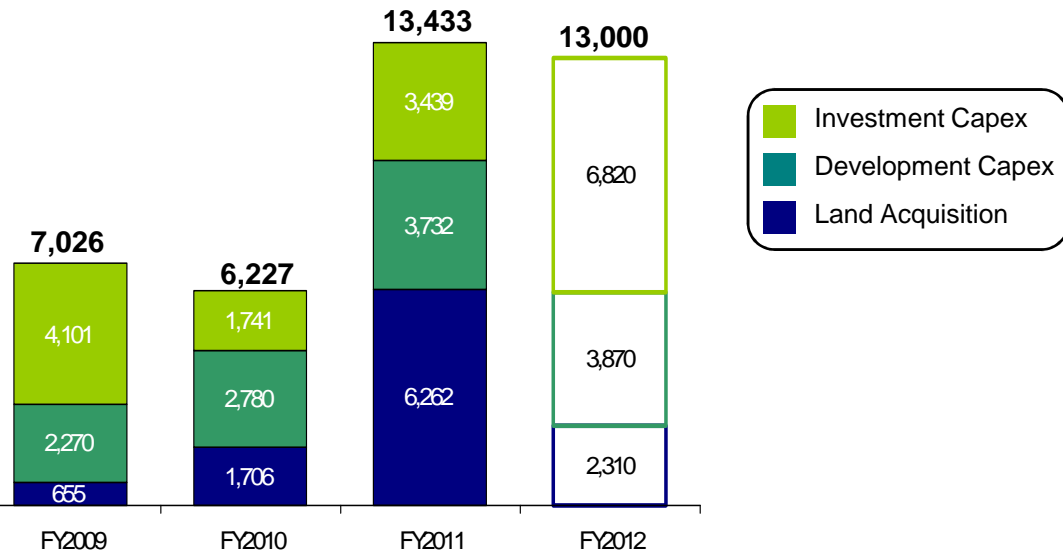
➤ Malls same mall revenue growth at 8%

➤ Offices rental revenues up 15% due to space take up, now at 99%

First quarter ended 31 December 2011

CAPITAL EXPENDITURE AND LANDBANK

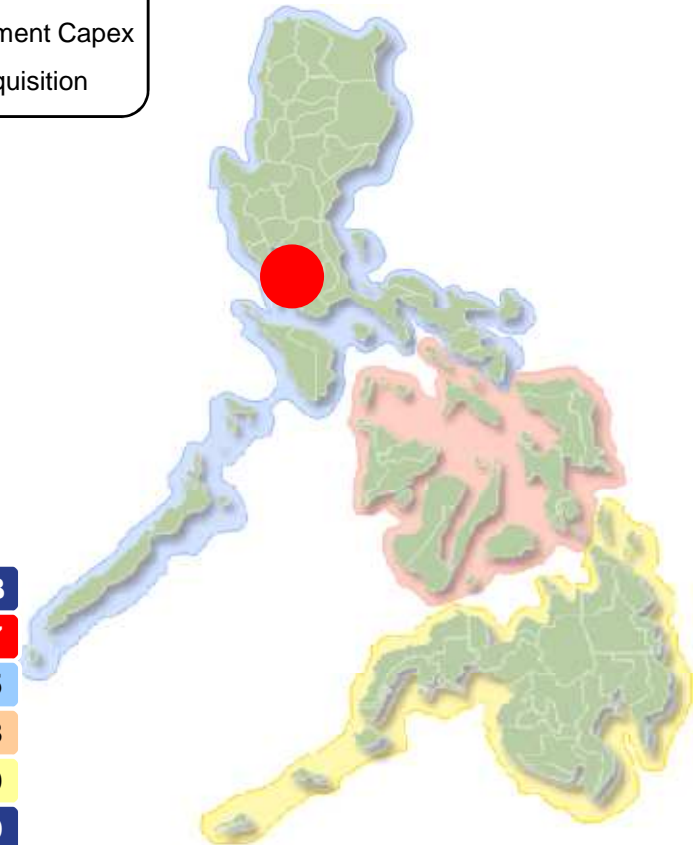
CAPITAL EXPENDITURE



LANDBANK as of 31 December 2011

SUMMARY	Area (has.)	ESTIMATED VALUE	PhP B
Malls	102.4	Metro Manila	11.7
Condominiums*	10.6	Luzon	4.5
Offices*	1.5	Visayas	1.8
Homes*	353.3	Mindanao	0.9
Hotels	6.0	TOTAL	18.9
TOTAL	473.8		

*Some properties with Joint Venture partners



MAJOR DEVELOPMENTS

- ❑ Successful Rights Offering
 - Oversubscribed
 - Raised a total of PhP13.65B in gross proceeds
- ❑ Increased authorized capital stock from PhP3.0B common shares to PhP8.2 common shares in November 2010
- ❑ Received business accolades

Asia Money Best Managed Company in the Philippines (Small Cap Category) 2011



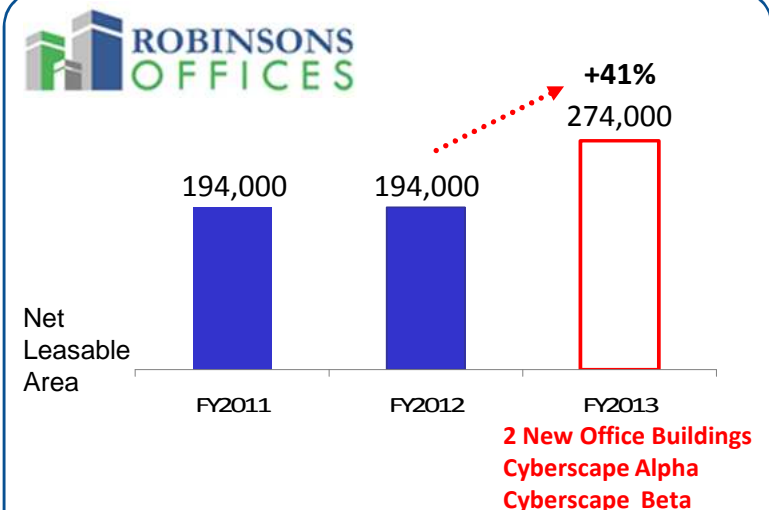
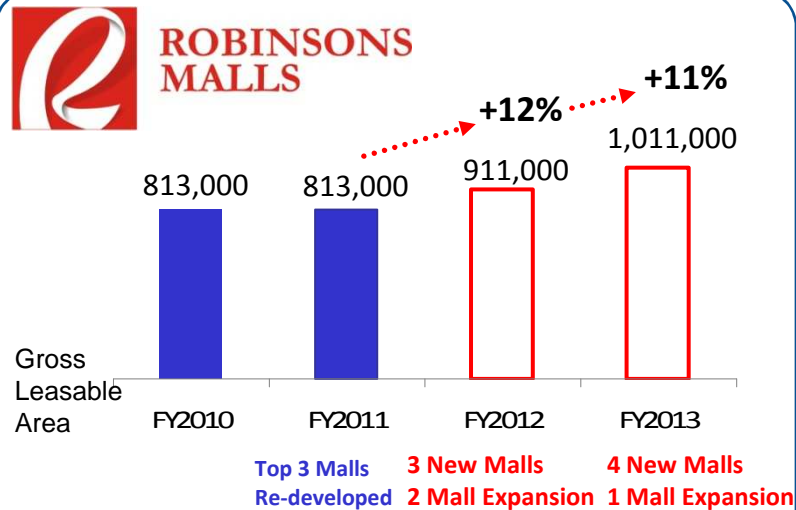
RIC President & COO Mr. Frederick Go with Asiamoney Editor Mr. Richard Marlow



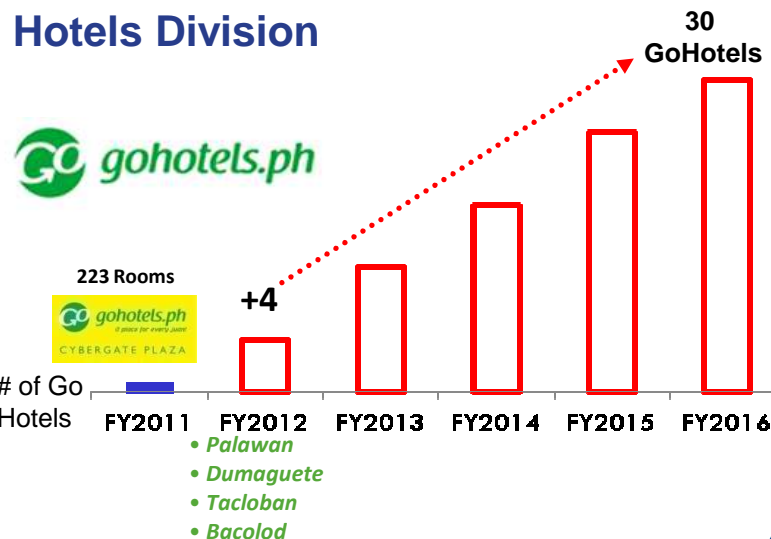
Philippine Retailers Association Shopping Center of the Year 2011 – Robinsons Ilocos (Small Malls Category)



MOVING FORWARD – Future Plans & Strategies



Hotels Division



Residential Division

Sustain current sales levels

ROBINSONS LUXURIA

ROBINSONS RESIDENCES

ROBINSONS COMMUNITIES

Robinsons Homes



**ROBINSONS LAND
CORPORATION**

Strong cashflow generating capabilities



29 MALLS



Located in 40 cities and 19 provinces



**57 RESIDENTIAL
CONDOMINIUMS**

**31 HOUSING
SUBDIVISIONS**

LUXURIA

ROBINSONS
RESIDENCES

ROBINSONS
COMMUNITIES

Robinsons Homes

Diversified Business Portfolio

**Ability to take advantage of
tourism growth**



5 HOTELS

CROWNE PLAZA
NEW TO CATEGORY
THE PLACE TO BEL

Holiday Inn
gohotels.ph

SUMMIT
RIDGE
HOTEL

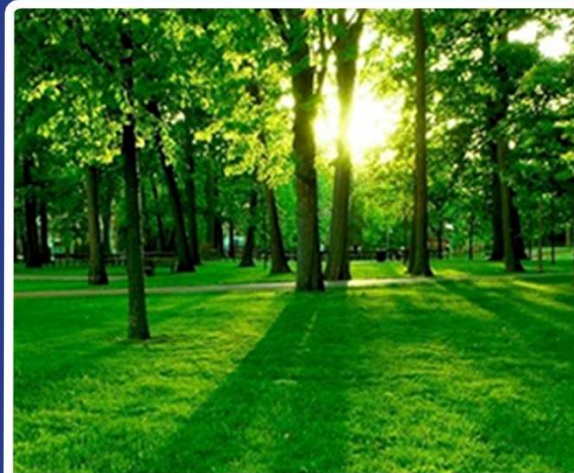
SUMMIT
CIRCLE
HOTEL

Leading BPO office space provider



8 OFFICE BUILDINGS

ROBINSONS
OFFICES



Sufficient landbank