












# ROBINSONS LAND CORPORATION

**Quarterly Investors' Briefing**

**14 August 2014**



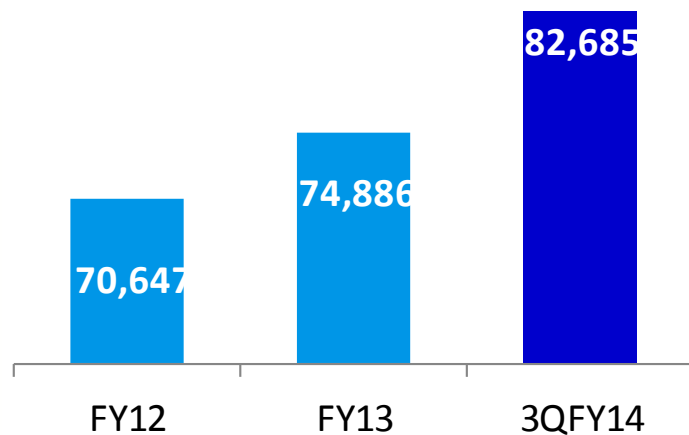
# FINANCIAL HIGHLIGHTS – Q3 FY2014

PhP MM	REVENUES	%Total RLC	YoY	EBITDA	%Total RLC	YoY	EBIT	%Total RLC	YoY
	<b>13,065</b>	100%	5%	<b>6,798</b>	100%	7%	<b>4,800</b>	100%	6%
 	<b>6,052</b>	46%	11%	<b>4,106</b>	60%	11%	<b>2,551</b>	53%	10%
 	<b>1,112</b>	9%	4%	<b>1,081</b>	16%	3%	<b>783</b>	16%	3%
 	<b>1,162</b>	9%	1%	<b>369</b>	6%	0%	<b>246</b>	5%	9%
 	<b>4,739</b>	36%	0%	<b>1,242</b>	18%	(1%)	<b>1,220</b>	26%	(1%)

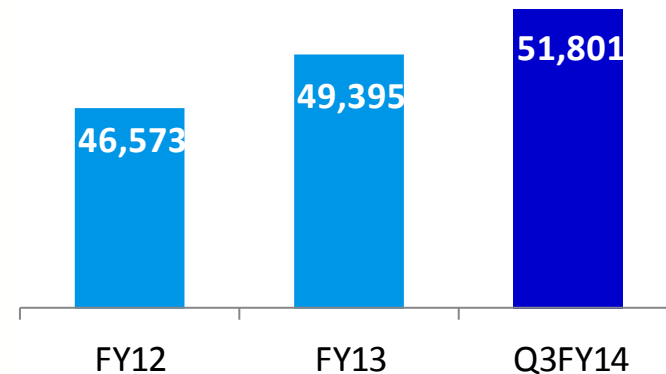


# STRONG BALANCE SHEET POSITION (as of June 30, 2014)

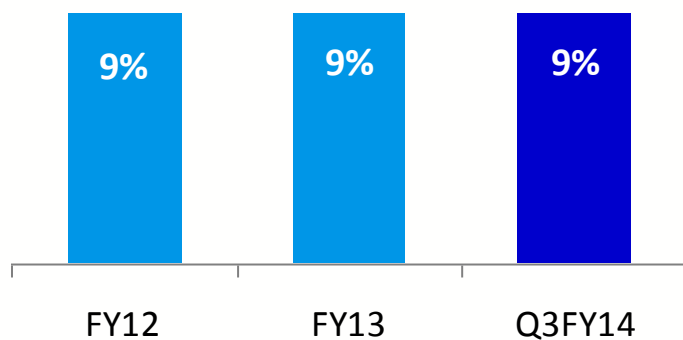
## TOTAL ASSETS (Php MM)



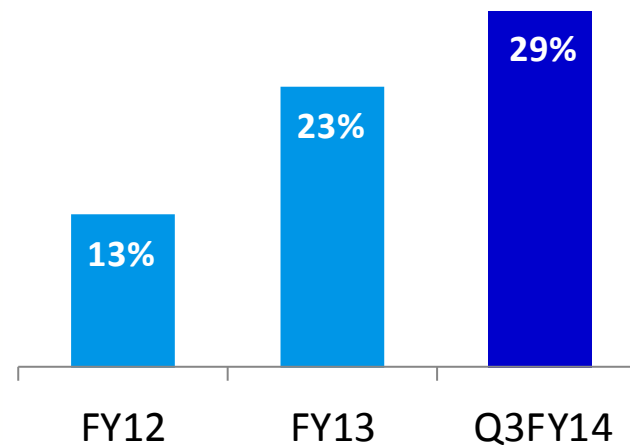
## SHAREHOLDER'S EQUITY (Php MM)



## RETURN ON EQUITY



## CURRENT NET DEBT TO EQUITY

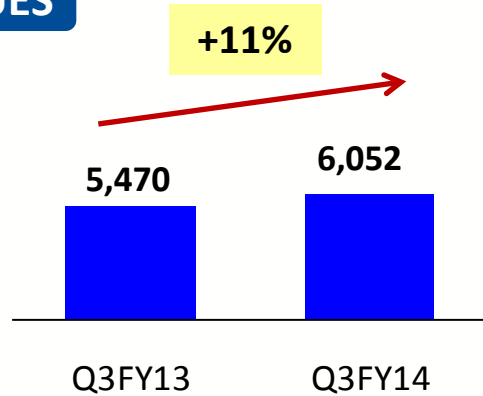


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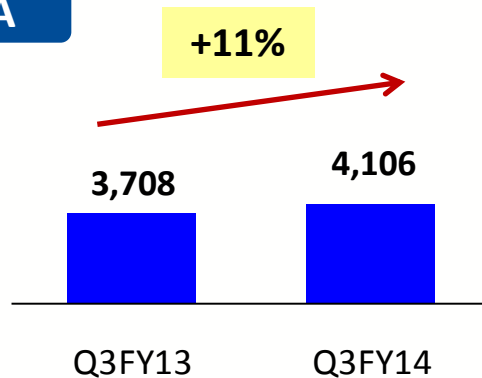


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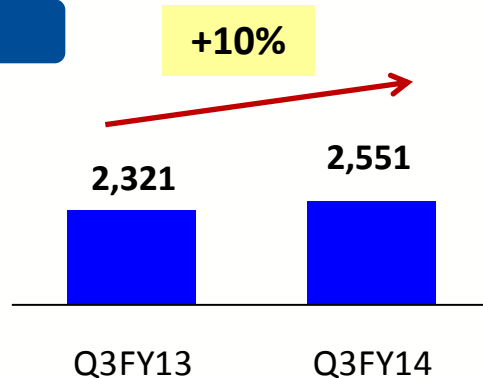
## REVENUES



## EBITDA

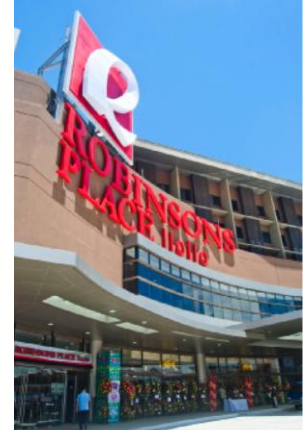


## EBIT

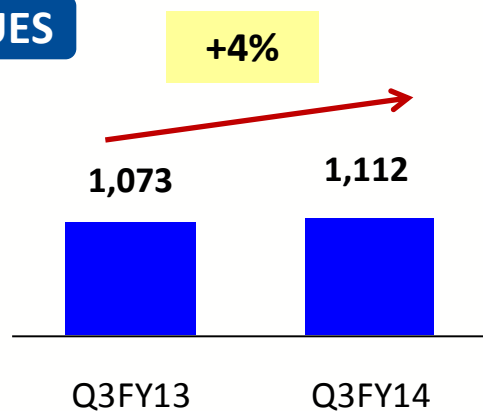


ROBINSONS  
MALLS

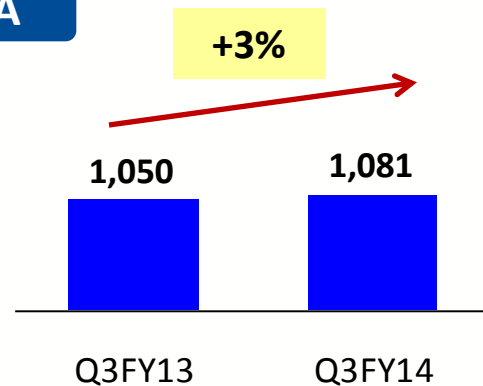
- Second largest mall operator in the Philippines with **37** malls
- **1,025,000** sqm in GLA
- **1,900,000** sqm in GFA
- **95%** latest system-wide occupancy
- Approximately **7,000** retailers
- Same mall revenue growth has been tracking **8%** in the past 6 years



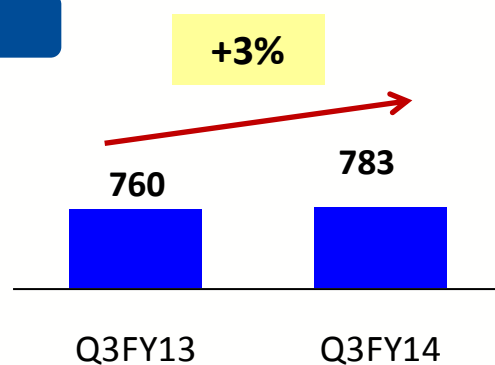
## REVENUES



## EBITDA



## EBIT



- A leading BPO office space provider with **280,000 sqm** net leasable space
- Total occupancy is **84%**
- Increased space by 45% in FY14
- Dominant landlord in the Ortigas Central Business District

**SYKES**

**accenture**

**globalpayments**

**EMERSON**

**west**

West Corporation

**CONVERGYS**  
Outthinking Outdoing

**hp**

**TeleTech**

**USAUTOPARTS**



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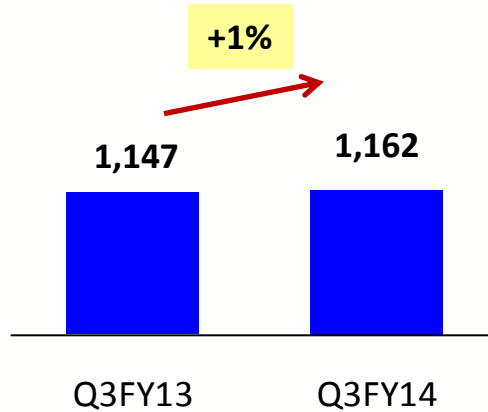




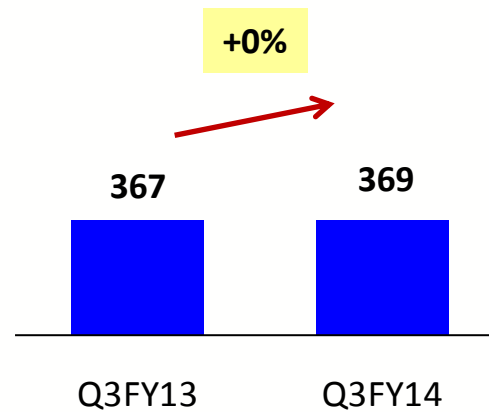


ROBINSONS LAND CORPORATION

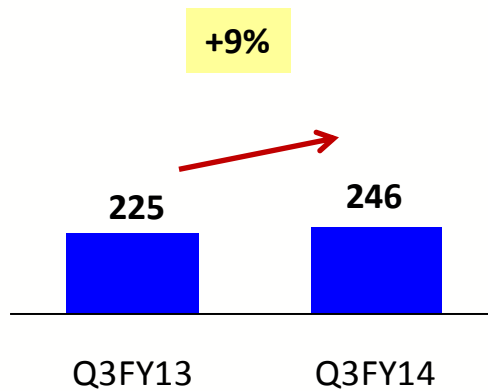
## REVENUES



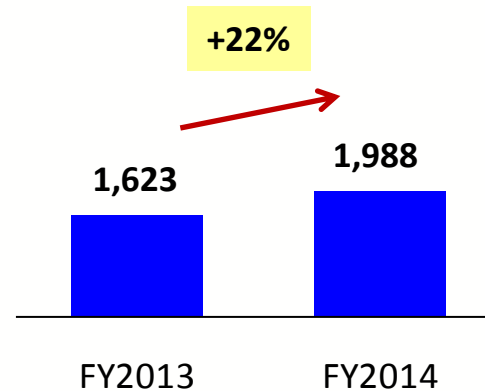
## EBITDA



## EBIT



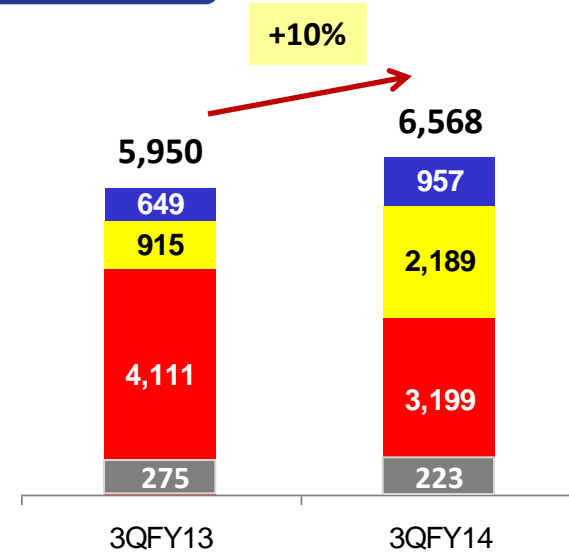
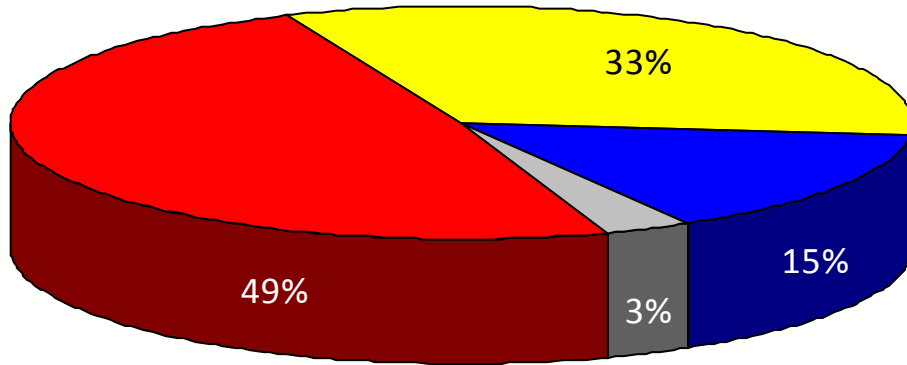
## # of Rooms



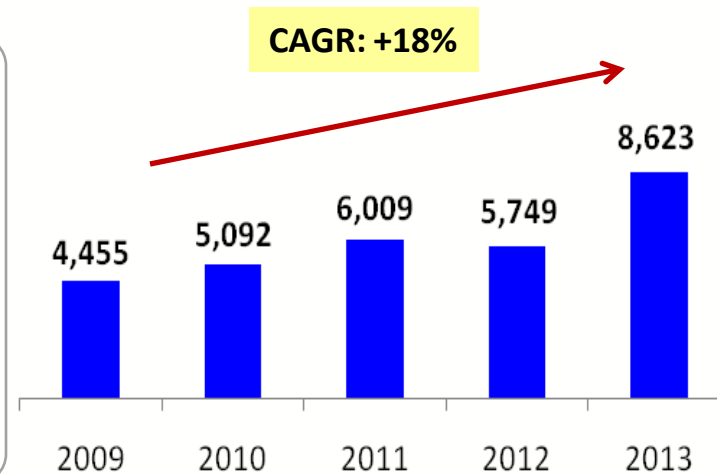


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## SALES TAKE-UP



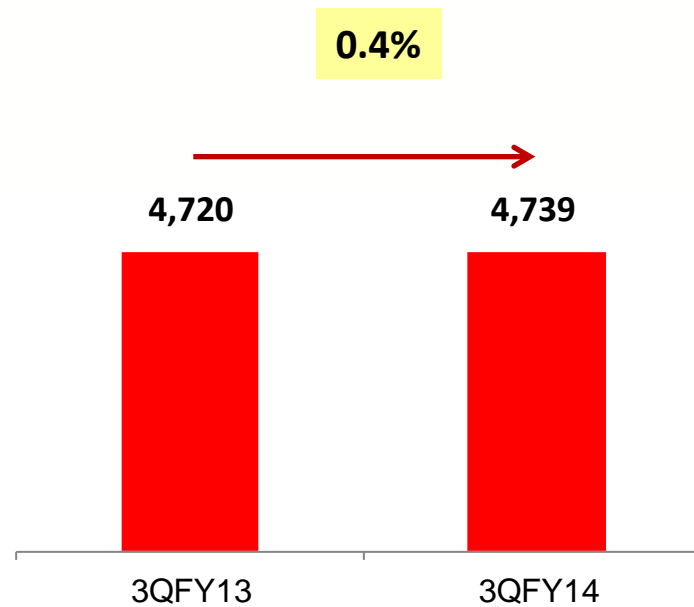
- Net Pre-sales Q3FY14 at PhP6.57B
- 3 new projects as of 3QFY14





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## REALIZED REVENUES



- Realized Revenues amounted to PhP4.74B
- EBITDA amounted to PhP1.24B
- EBIT amounted to PhP1.22B



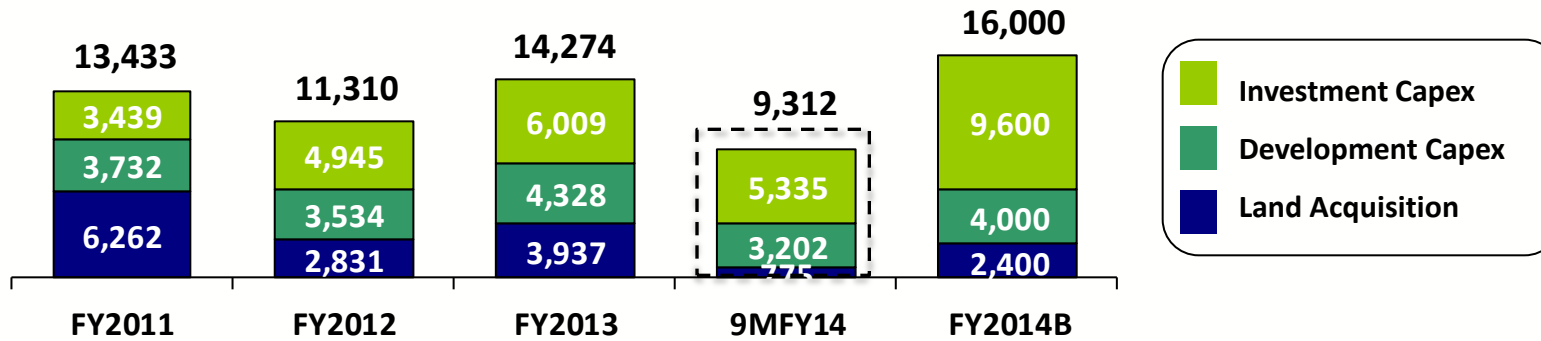


# CAPITAL EXPENDITURE AND LANDBANK



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## CAPITAL EXPENDITURE



Investment Capex  
Development Capex  
Land Acquisition



## LANDBANK as of 30 June 2014

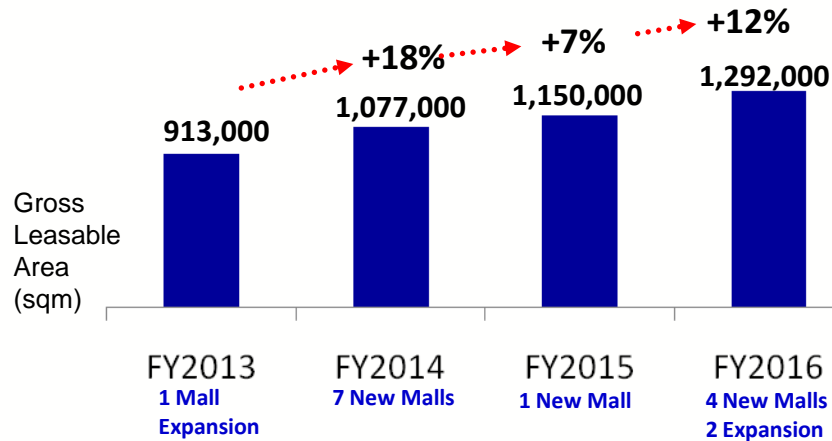
SUMMARY	Area (has.)	ESTIMATED VALUE	PhP Bn
Malls	151.4	Metro Manila	11.7
Condominiums*	22.0	Luzon	7.4
Offices*	8.5	Visayas	3.6
Homes*	377.5	Mindanao	2.9
Hotels	6.1	TOTAL	25.6
TOTAL	565.5		

\*Some properties with Joint Venture partners

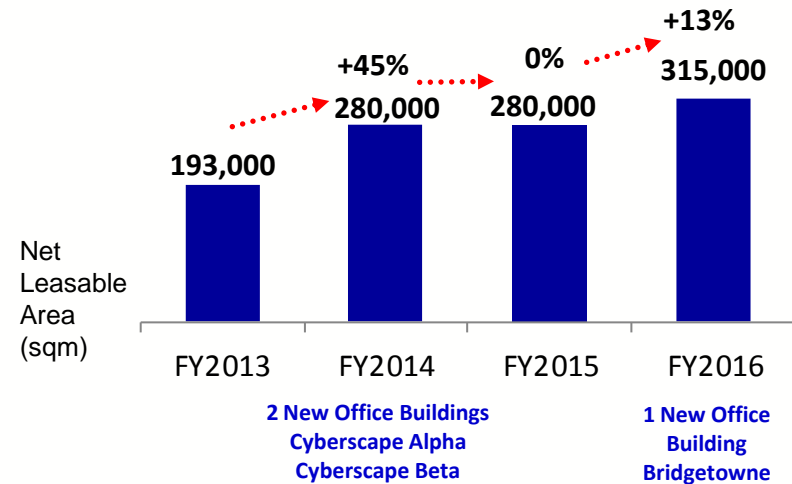




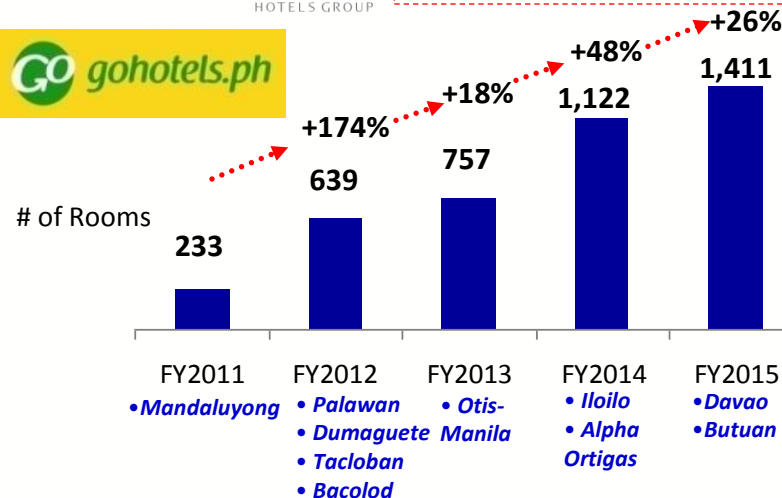
## ROBINSONS MALLS



## ROBINSONS OFFICES



Currently evaluating opportunities for 4 new Summit Hotels



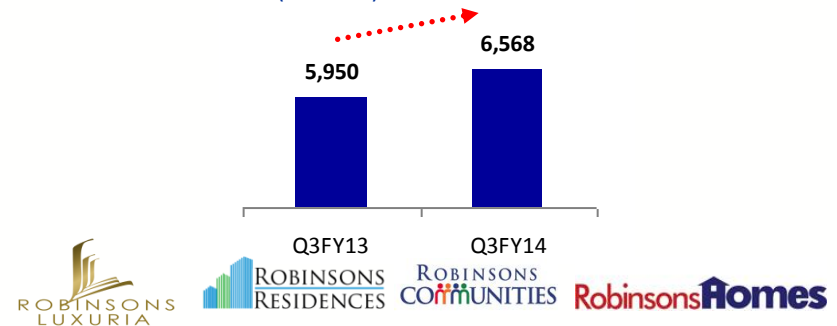
## ROBINSONS LAND RESIDENTIAL DIVISION

We Are Home.

Beefed up sales force and increased marketing efforts

Sales Take Up (PhPMM)

+10%



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# ROBINSONS LAND CORPORATION

**THANK YOU**

