

Q1 CY2017 BRIEFING CALL



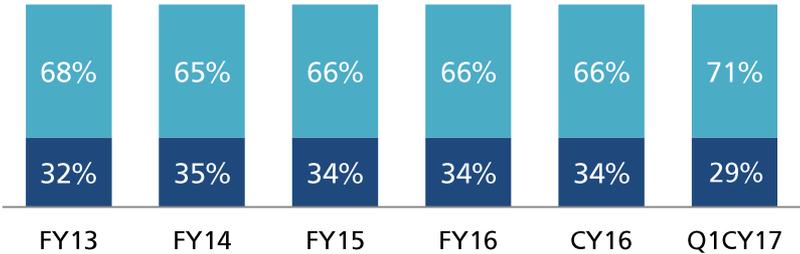
**ROBINSONS LAND
CORPORATION**

MAY 10, 2017

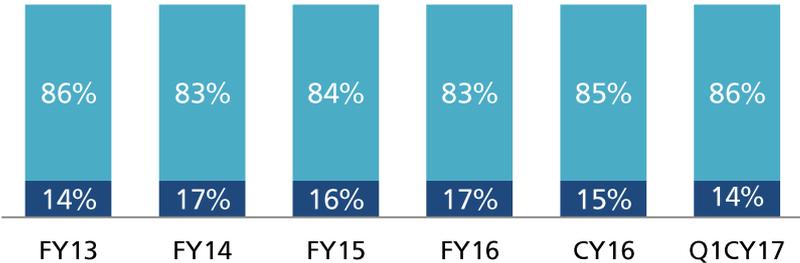
STABLE CASH FLOWS ANCHORED BY RECURRING INCOME AND REVENUE

RLC's investment portfolio continues to account for a major share in Revenues, EBITDA and EBIT

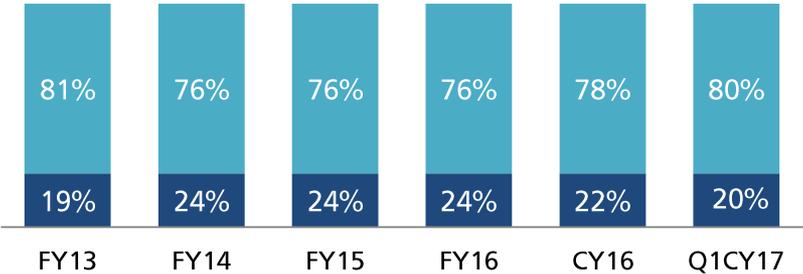
REVENUES



EBITDA



EBIT



Investment portfolio registered:

CY16

- +10% in Revenues
- +11% in EBITDA
- +7% in EBIT

Q1CY17

- +9% in Revenues
- +8% in EBITDA
- +9% in EBIT

Investment Portfolio

Development Portfolio



FINANCIAL HIGHLIGHTS – CY2016 (IN PHP MM)



	REVENUE	% to RLC	YoY	EBITDA	% to RLC	YoY	EBIT	% to RLC	YoY
INVESTMENT	14,948	66%	10%	10,201	85%	11%	6,463	78%	7%
MALLS	10,138	45%	8%	6,814	56%	8%	3,880	47%	1%
OFFICES	3,004	13%	24%	2,714	23%	19%	2,085	25%	21%
HOTELS	1,807	8%	1%	673	6%	5%	498	6%	5%
DEVELOPMENT	7,840	34%	17%	1,850	15%	-3%	1,814	22%	-3%
TOTAL RLC	22,788	100%	12%	12,051	100%	8%	8,277	100%	5%

Net Income ended at Php5.7B in CY2016

FINANCIAL HIGHLIGHTS – Q1 CY2017 (IN PHP MM)



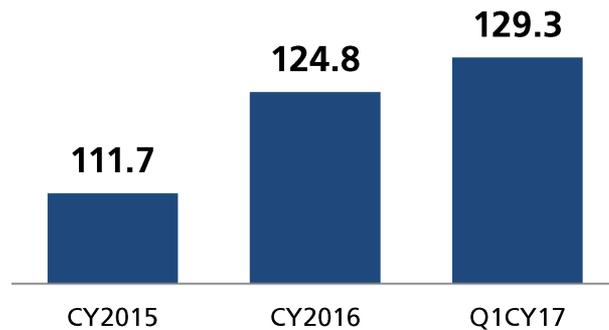
	REVENUE	% to RLC	YoY	EBITDA	% to RLC	YoY	EBIT	% to RLC	YoY
INVESTMENT	3,880	71%	9%	2,518	86%	8%	1,580	80%	9%
MALLS	2,689	49%	11%	1,722	59%	10%	983	50%	11%
OFFICES	734	14%	8%	633	22%	4%	480	24%	5%
HOTELS	456	8%	6%	163	5%	8%	117	6%	8%
DEVELOPMENT	1,554	29%	-20%	402	14%	-38%	388	20%	-40%
TOTAL RLC	5,434	100%	-1%	2,920	100%	-2%	1,968	100%	-6%

Net Income ended at Php1.4B in Q1CY2017

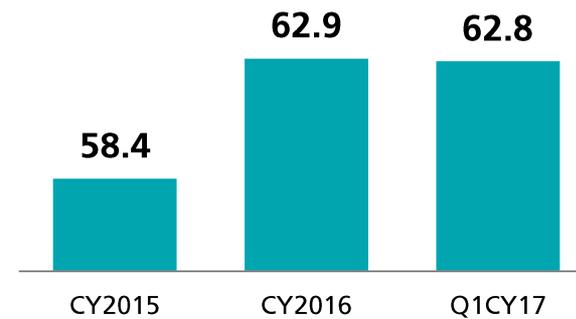
STRONG BUSINESS PERFORMANCE AND SOUND FINANCIAL POSITION

RLC has a sound balance sheet and capital base, and exhibits prudence in debt management

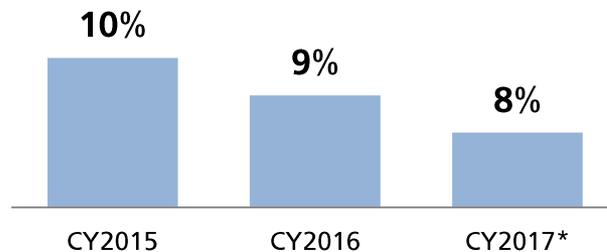
TOTAL ASSETS (in Php B)



SHAREHOLDERS EQUITY (in Php B)

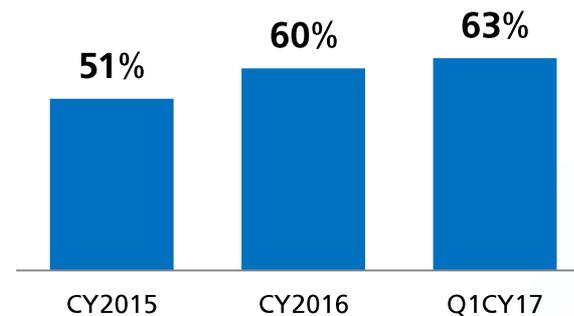


RETURN ON EQUITY



*Annualized

NET DEBT TO EQUITY

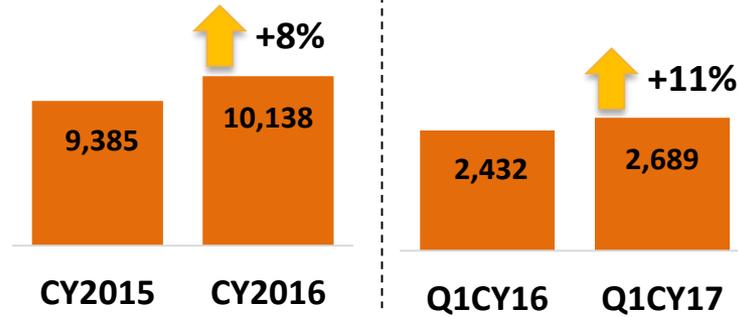




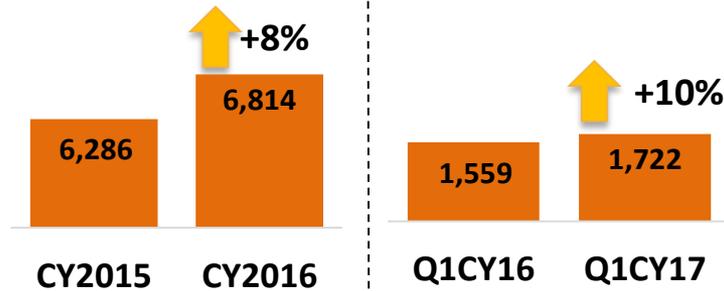
**ROBINSONS
MALLS**

- Second largest mall operator in the Philippines with **44** malls
- **1,276,000** sqm in GLA
- **2,420,000** sqm in GFA
- **95%** latest system-wide occupancy
- Over **8,100** retailers

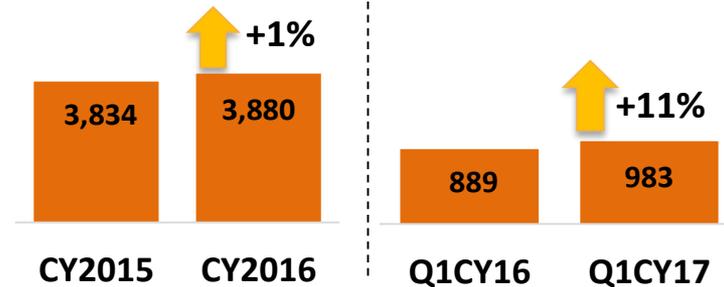
REVENUES



EBITDA



EBIT



ROBINSONS LAND
CORPORATION

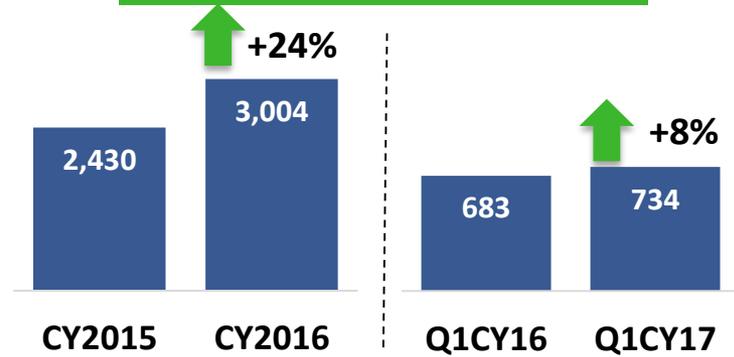




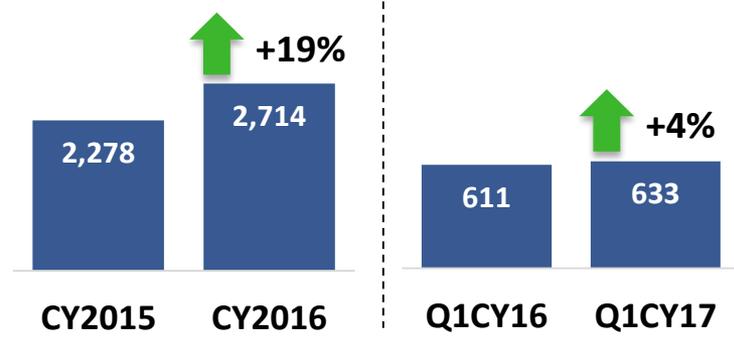
- A leading BPO office space provider with **325,000 sqm** net leasable space
- Total leased space for all completed offices is **97%**
- Dominant landlord in the **Ortigas CBD**



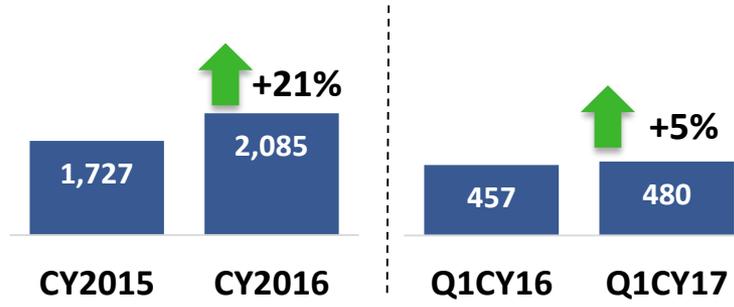
REVENUES



EBITDA



EBIT

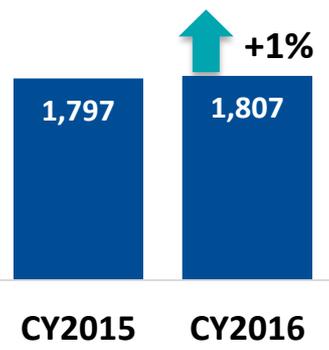


ROBINSONS LAND CORPORATION

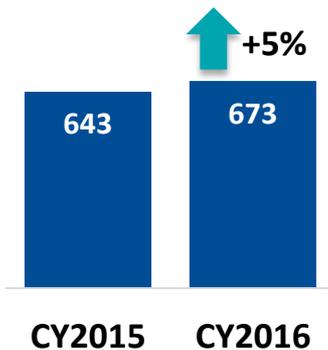




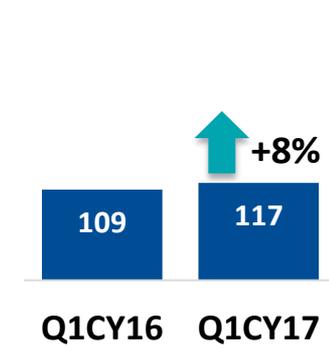
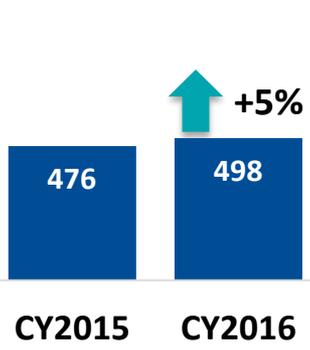
REVENUES



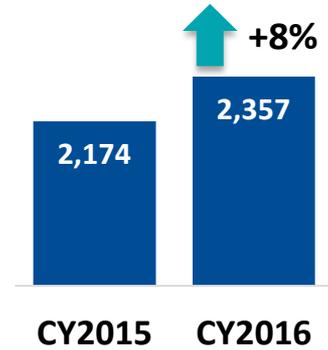
EBITDA



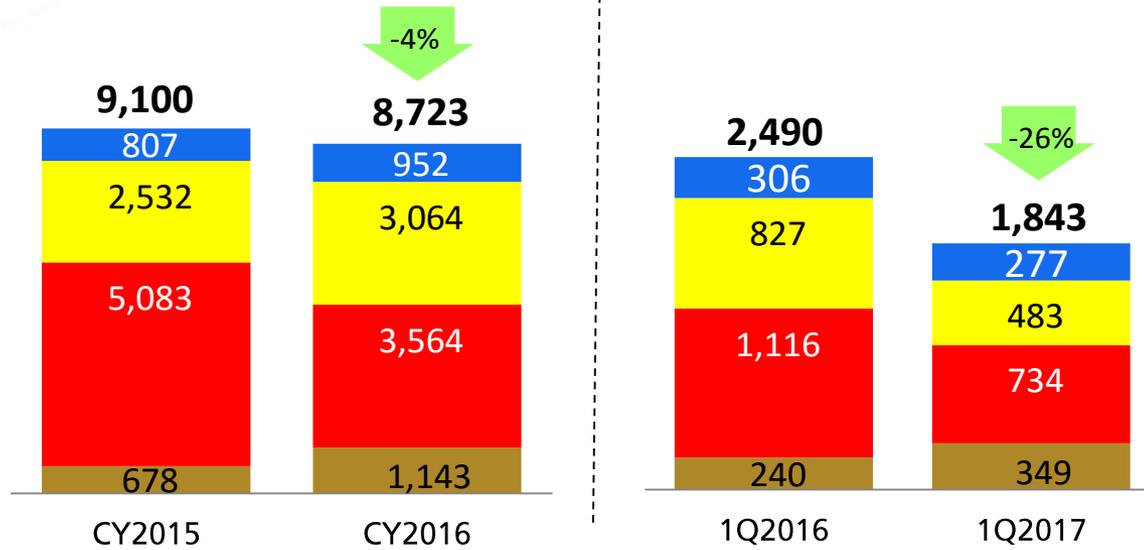
EBIT



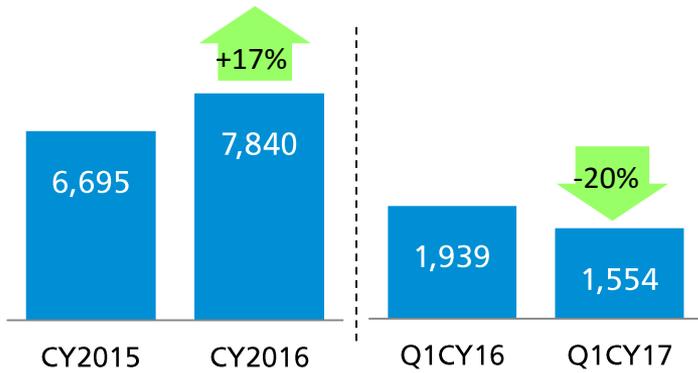
of Rooms



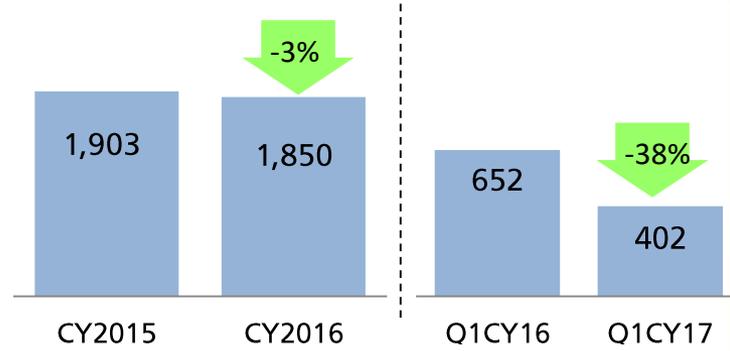
SALES TAKE-UP



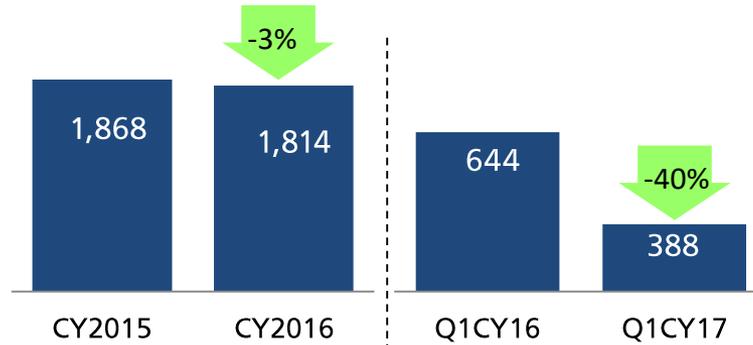
REALIZED REVENUES



EBITDA



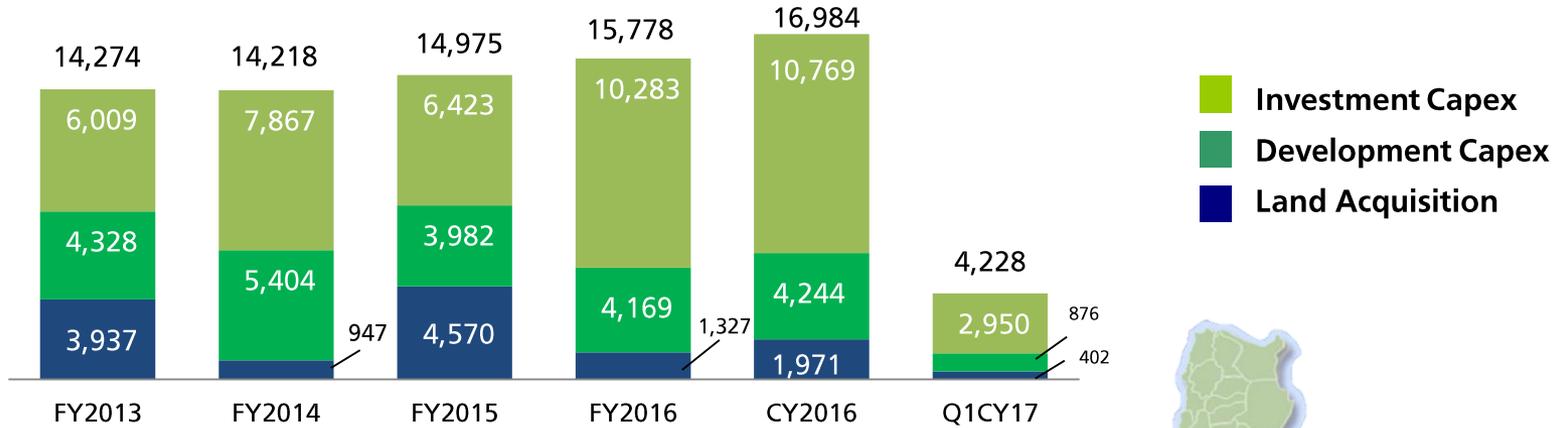
EBIT



ROBUST GROWTH PROSPECTS

- RLC has sufficient land bank to support growth in the next 4-5 years

CAPITAL EXPENDITURE (Philippines)

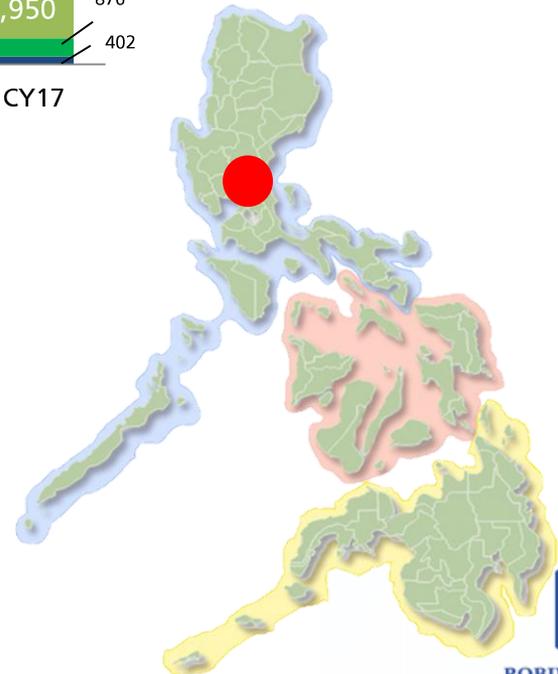


LAND BANK as of 31 Mar. 2017 (Philippines)

SUMMARY	Area (has.)
Malls	207.2
Condominiums	6.5
Offices	10.4
Homes	413.3
Hotels	3.5
TOTAL	640.9

ESTIMATED VALUE	In Php B
Metro Manila	10.5
Luzon	12.4
Visayas	2.8
Mindanao	3.4
TOTAL	29.1

Chengdu Ban Bian Property – US\$ 222 M



ROBUST GROWTH PROSPECTS



Recent Acquisition in Chengdu, China CHENGDU BAN BIAN JIE

Construction contract has been awarded

Plot Location	Group 2/5/6 Ban Bian Jie Ji Tou town, Wuhou District
Plot Area	8.5 hectares
Plot Ratio	2.6x
Gross Floor Area	220,000 sqm
Planned Development	Mainly residential
Total Land Price*	RMB 1.31 B (USD 207.36 M; PHP 9.63 B)
Nature of Acquisition	Acquired from government through public auction
Pre-selling Schedule	2018

* Excludes transactional fees

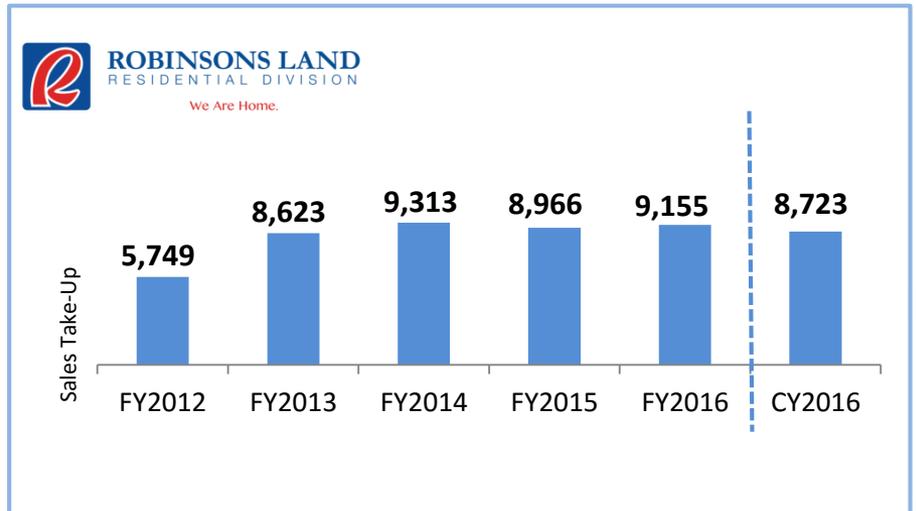
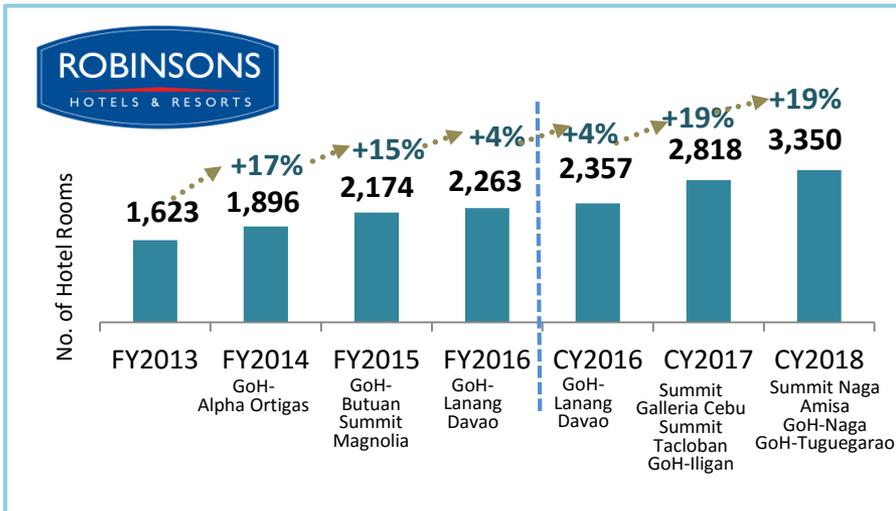
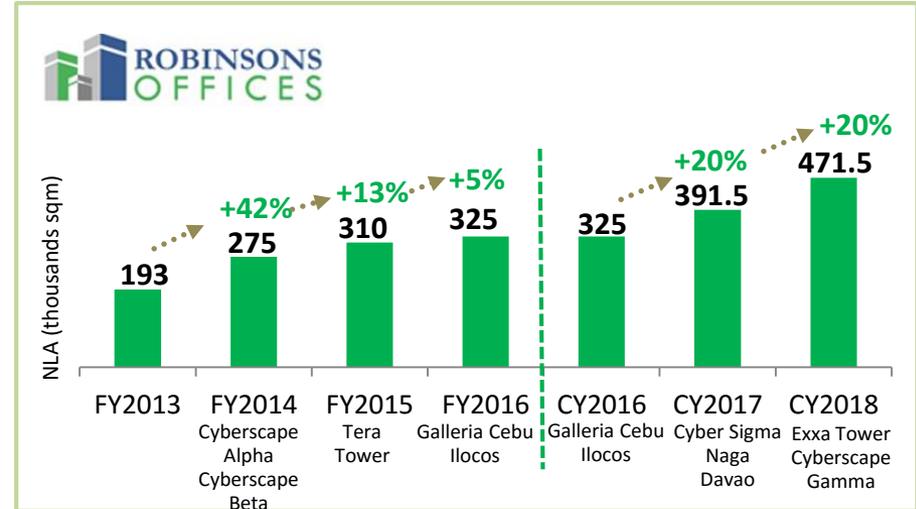
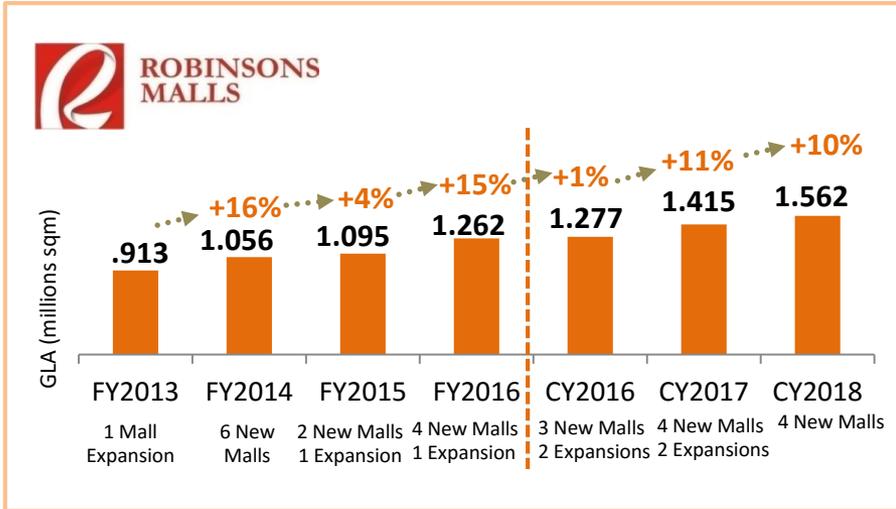
Note:
USD/RMB = 6.3561 and RMB/PHP = 7.31 as of 05 Oct 2015



ROBINSONS LAND

ROBUST GROWTH PROSPECTS

FUTURE PLANS AND STRATEGIES



THANK YOU



ROBINSONS LAND