


ROBINSONS LAND CORPORATION

YOUR DREAMS. OUR FOUNDATION.



QUARTERLY INVESTORS' BRIEFING

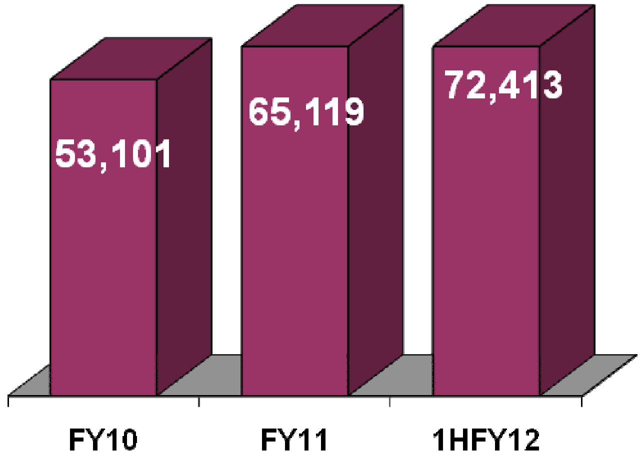
15 May 2012

FINANCIAL HIGHLIGHTS – 1H FY2012

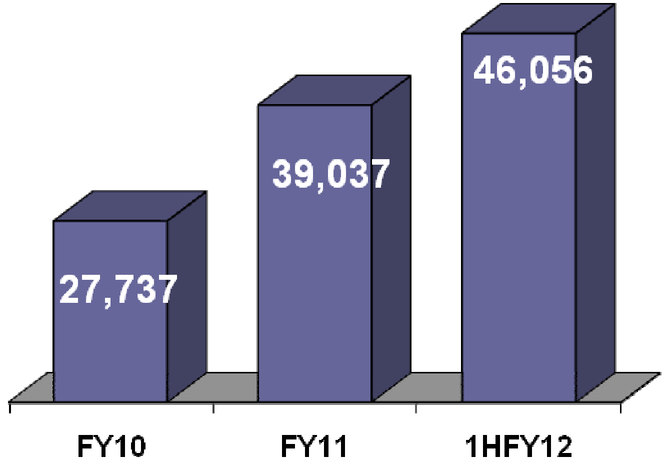
PhP MM	REVENUES	%Total RLC	1HFY12 v 1HFY11	EBITDA	%Total RLC	1HFY12 v 1HFY11	EBIT	%Total RLC	1HFY12 v 1HFY11
	7,115	100%	14%	**3,930**	100%	7%	**2,878**	100%	9%
malls	**3,478**	49%	15%	**2,527**	64%	9%	**1,772**	62%	13%
offices	**699**	10%	9%	**653**	17%	9%	**461**	16%	4%
hotels	**680**	9%	9%	**205**	5%	2%	**117**	4%	10%
residential	**2,258**	32%	15%	**545**	14%	0%	**528**	18%	0%

STRONG BALANCE SHEET POSITION

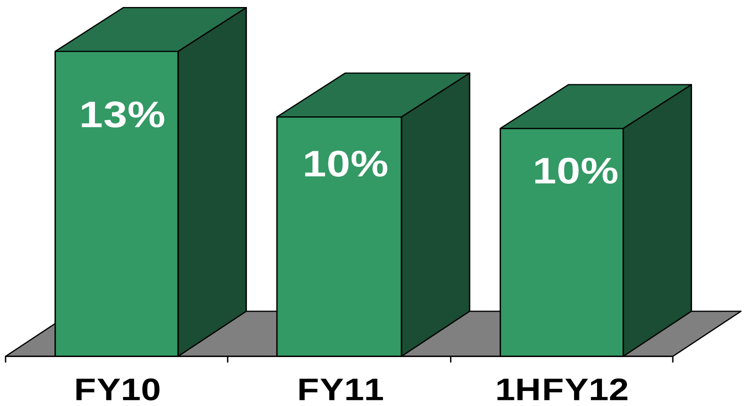
TOTAL ASSETS (PhP MM)



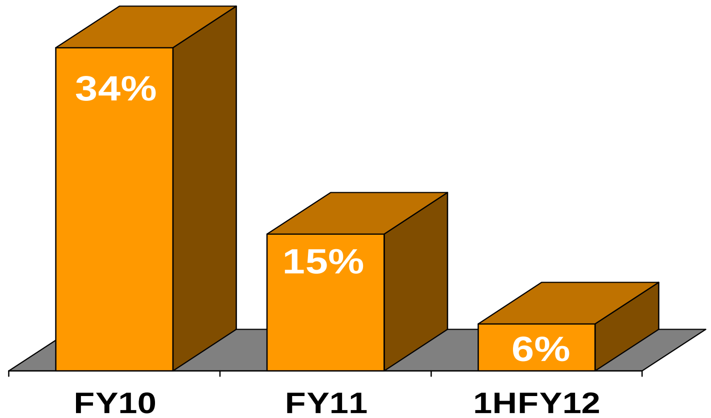
SHAREHOLDER'S EQUITY (PhP Mm)



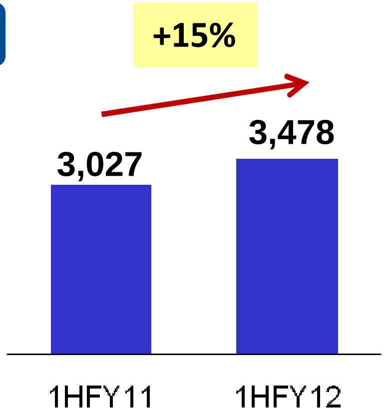
RETURN ON EQUITY



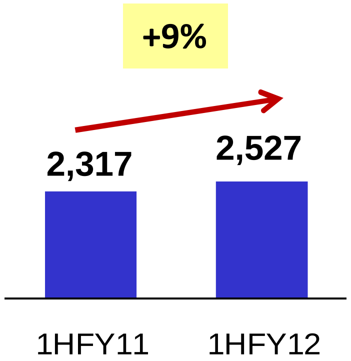
CURRENT NET DEBT TO EQUITY



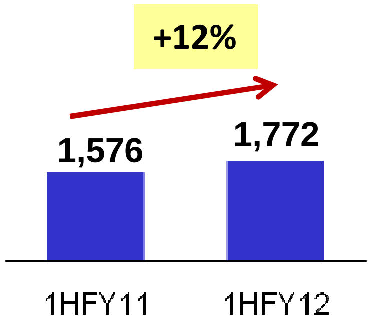
REVENUES



EBITDA



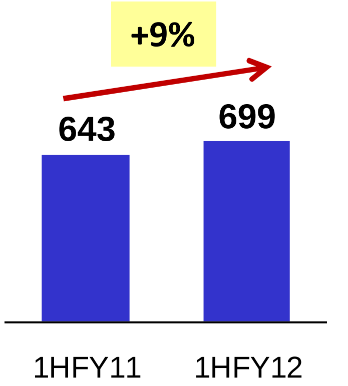
EBIT



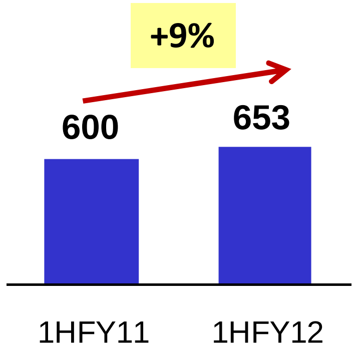
- Second largest mall operator in the Philippines with **30** malls
- Opened **30th** mall in Calasiao, Pangasinan
- Opening Palawan in May 2012 and Magnolia in July 2012
- **843,000** sqm gross leasable space as of March 31, 2012
- **95.0**% latest occupancy
- Steady same mall revenue growth of **9%**

ROBINSONS OFFICES

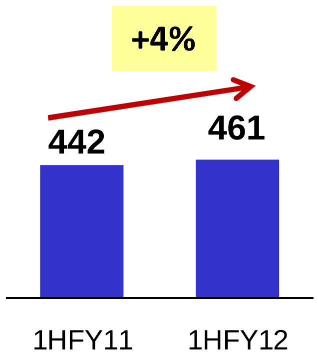
REVENUES



EBITDA



EBIT

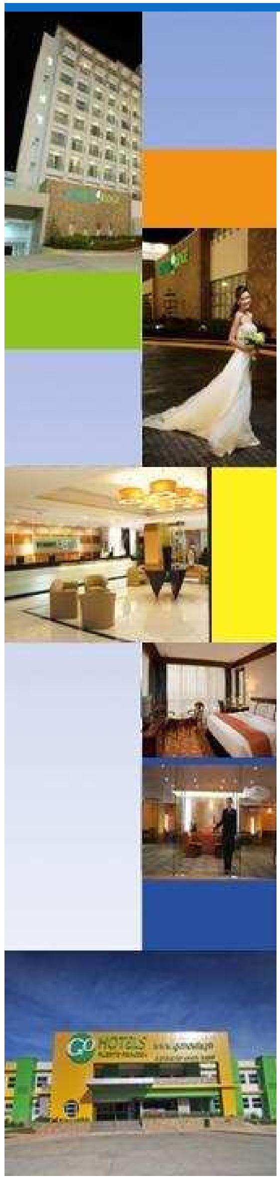


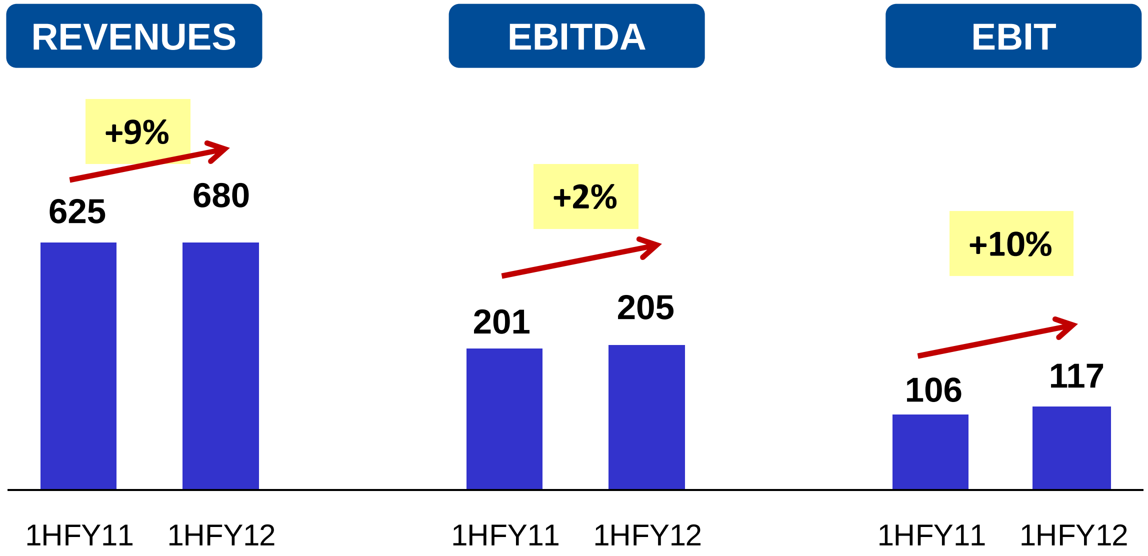
- One of the Philippine's leading BPO office space provider with **193,000 sqm** net leasable space
- Total occupancy for **8** completed buildings is **99%**
- We continue to be a leading provider of office spaces to BPOs in the Philippines, with **78%** of our office building space allocated for BPOs

SYKES accenture EMERSON hp globalpayments CONVERGYS WCS TeleTech USAUTOPARTS

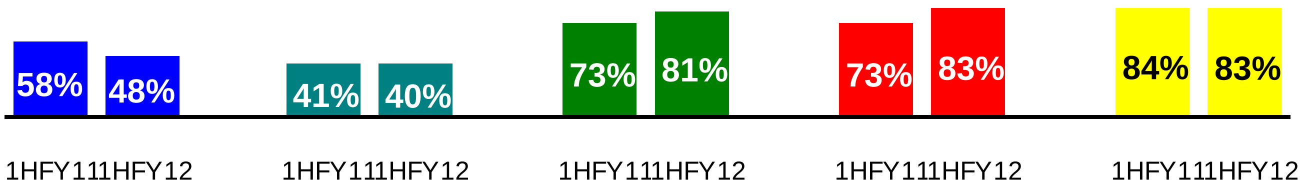
ROBINSONS LAND CORPORATION

HOTELS DIVISION



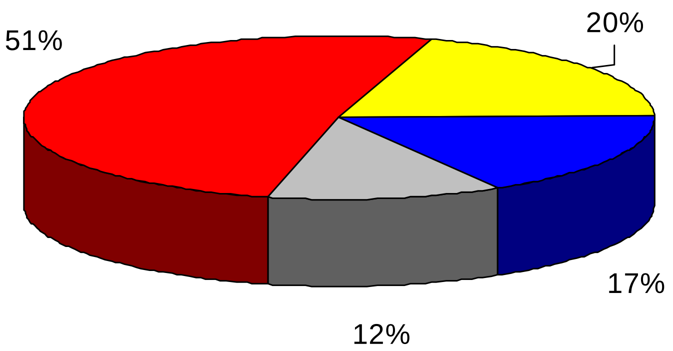


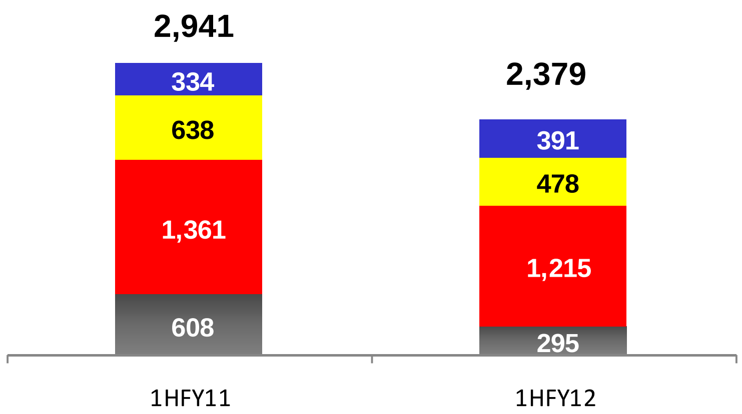
Occupancy Rate



RESIDENTIAL DIVISION

SALES TAKE-UP



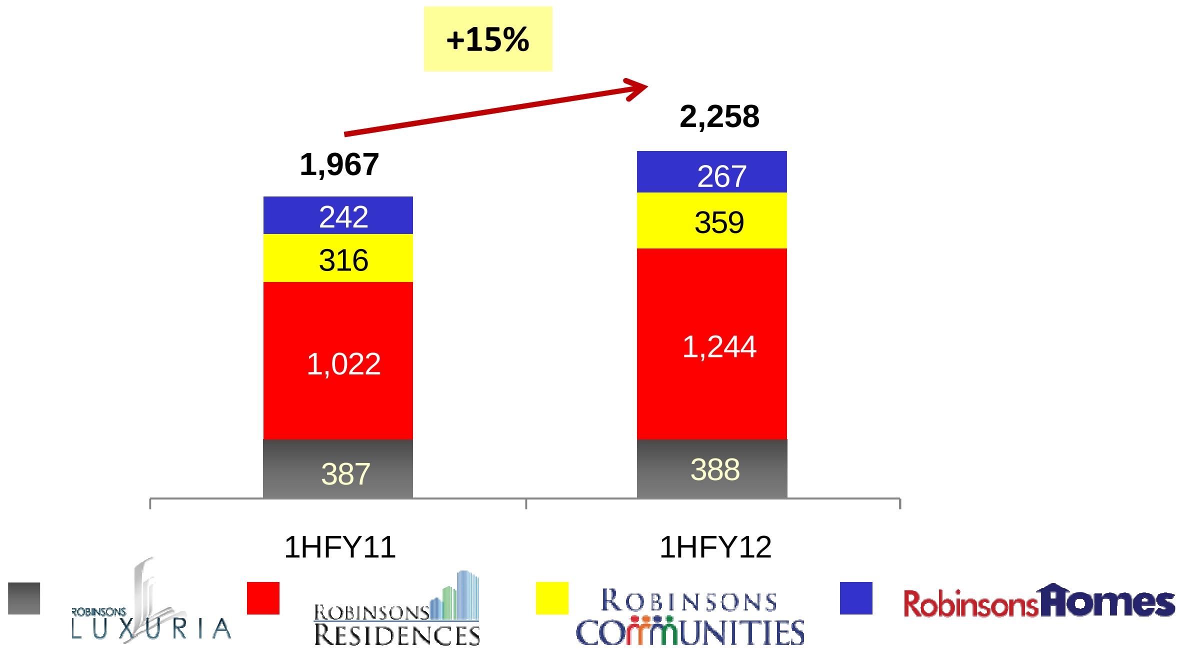


Robinsons Luxuria | Robinsons Residences | Robinsons Communities | Robinsons Homes

- Net pre-sales 1HFY12 at PhP2.4B, 19% lower than same period last year
- Launched 3 projects in 1HFY12
  - Residences - Woodsville Residences Phase 2
  - Communities - Escalades East Tower
  - Homes - Grand Tierra Phase 3

RESIDENTIAL DIVISION

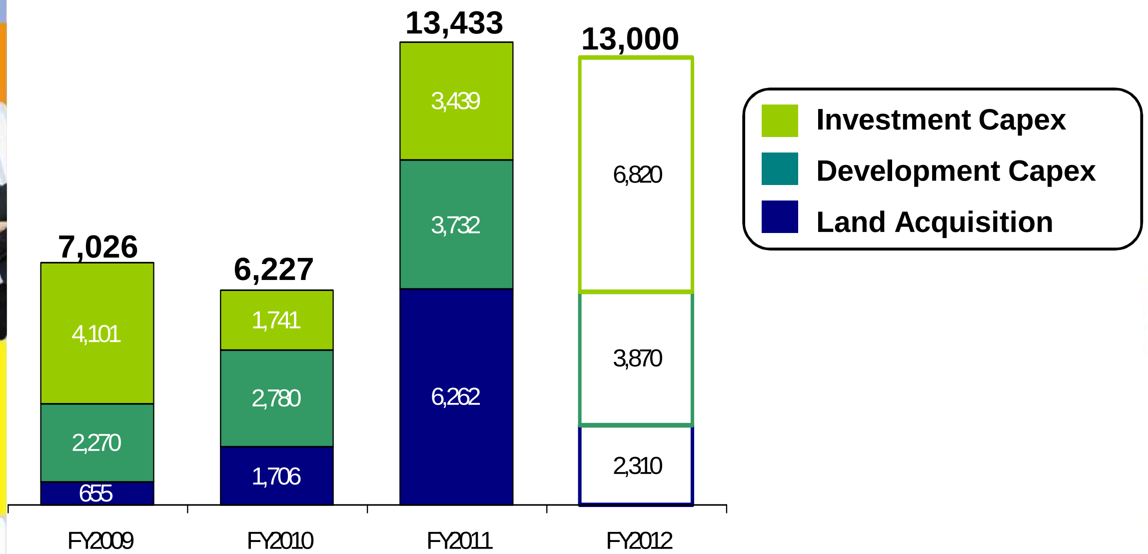
REALIZED REVENUES



- Realized Revenues increased by 15% to PhP2.3B
- EBIT amounted to PhP528M
- EBITDA amounted to PhP545M

CAPITAL EXPENDITURE AND LANDBANK

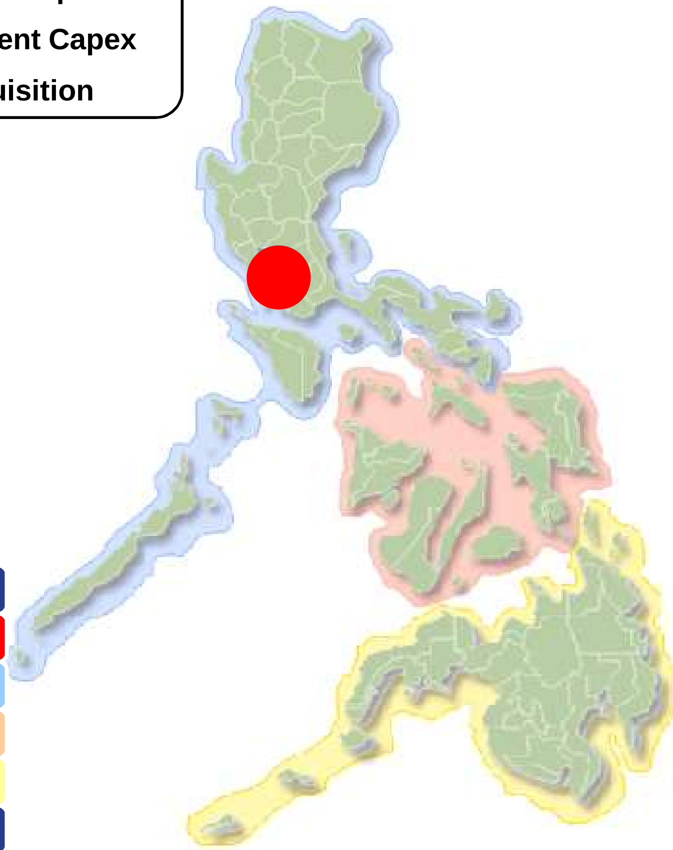
CAPITAL EXPENDITURE



LANDBANK as of 31 March 2012

SUMMARY	Area (has.)
Malls	132.1
Condominiums*	9.4
Offices*	1.5
Homes*	377.9
Hotels	6.0
TOTAL	526.9

ESTIMATED VALUE	PhP B
Metro Manila	11.5
Luzon	5.1
Visayas	2.5
Mindanao	0.9
TOTAL	20.0

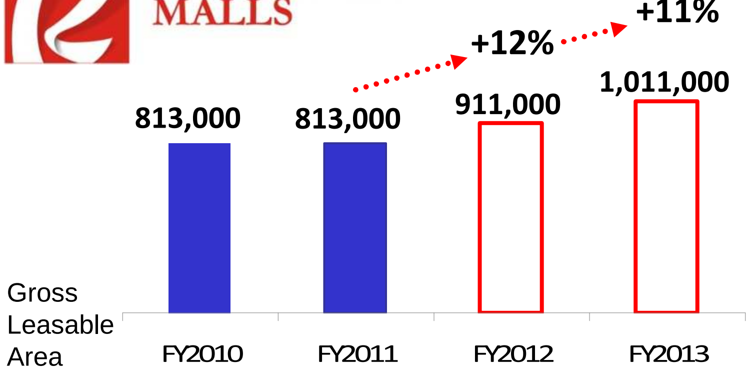


*Some properties with Joint Venture partners

ROBINSONS LAND CORPORATION

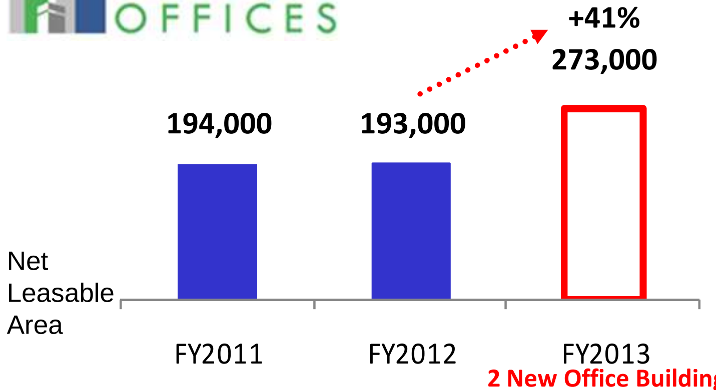
MOVING FORWARD – Future Plans & Strategies

ROBINSONS MALLS



Top 3 Malls Re-developed | 3 New Malls 2 Mall Expansion | 4 New Malls 1 Mall Expansion

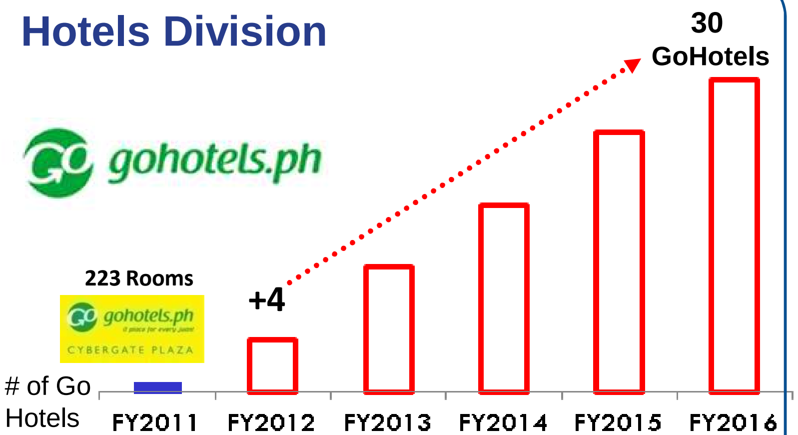
ROBINSONS OFFICES



2 New Office Buildings
Cyberscape Alpha
Cyberscape Beta

Hotels Division

gohotels.ph



- Palawan
- Dumaguete
- Tacloban
- Bacolod

Residential Division

Sustain current sales levels

ROBINSONS LUXURIA
ROBINSONS RESIDENCES
ROBINSONS COMMUNITIES
Robinsons Homes

ROBINSONS LAND CORPORATION

YOUR DREAMS. OUR FOUNDATION.

END OF PRESENTATION

Thank You