ROBINSONS LAND CORPORATION

YOUR DREAMS. OUR FOUNDATION.

QUARTERLY INVESTORS' BRIEFING

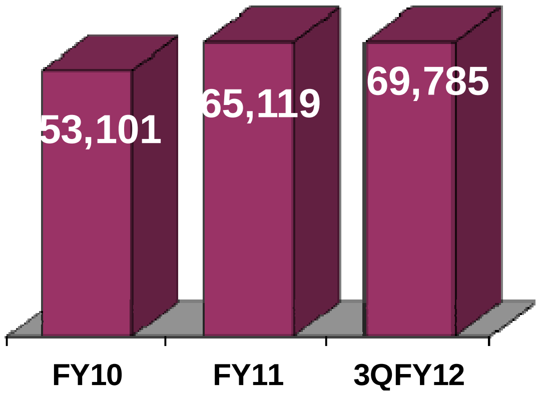
15 August 2012

FINANCIAL HIGHLIGHTS – 3Q FY2012

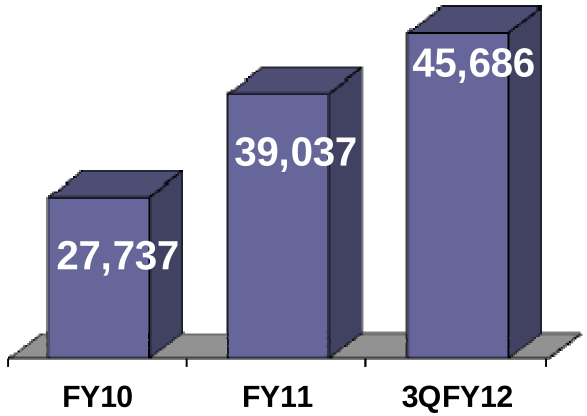
PhP MM	REVENUES	%Total RLC	YoY	EBITDA	%Total RLC	YoY	EBIT	%Total RLC	YoY
	10,563	100%	10%	**5,856**	100%	8%	**4,260**	100%	9%
malls 	**5,173**	49%	12%	**3,710**	63%	8%	**2,563**	60%	11%
 offices	**1,055**	10%	8%	**1,000**	17%	9%	**712**	17%	5%
hotels 	**1,027**	10%	13%	**304**	5%	10%	**171**	4%	27%
 residential	**3,308**	31%	6%	**842**	15%	3%	**814**	19%	3%

STRONG BALANCE SHEET POSITION

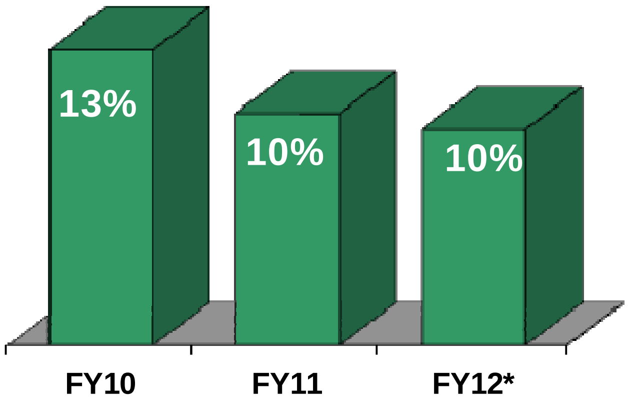
TOTAL ASSETS (PhP MM)



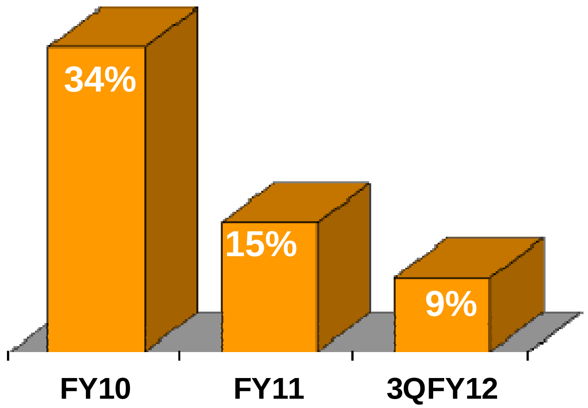
SHAREHOLDER'S EQUITY (PhP MM)



RETURN ON EQUITY

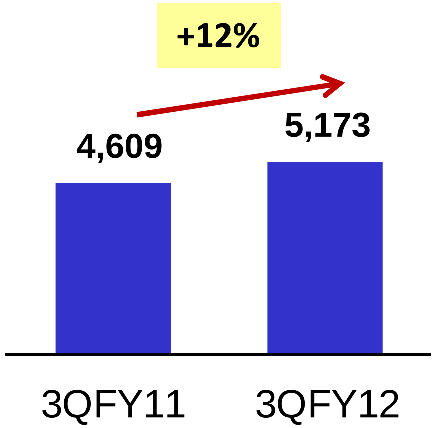


CURRENT NET DEBT TO EQUITY

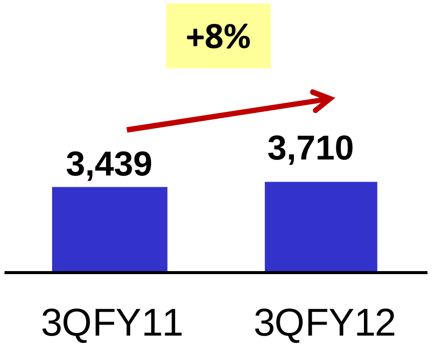


ROBINSONS LAND CORPORATION

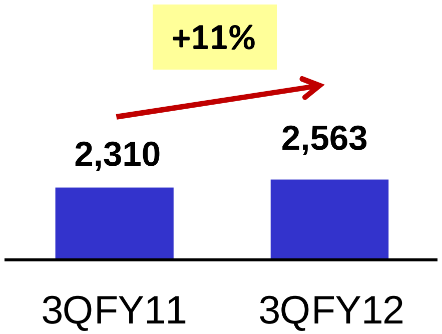
REVENUES



EBITDA



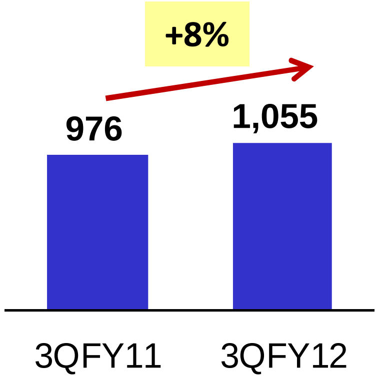
EBIT



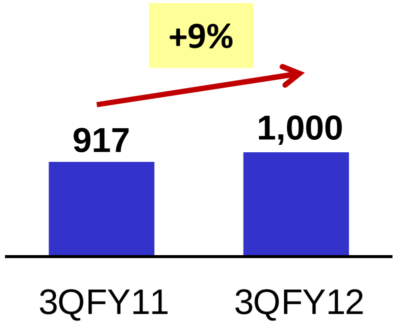
- Second largest mall operator in the Philippines with **32** malls
- Opened **32nd** mall, Robinsons Magnolia last 13 August 2012
- **868,000** sqm gross leasable space as of June 30, 2012
- **95.0**% latest occupancy
- Steady same mall revenue growth of **8%**

ROBINSONS OFFICES

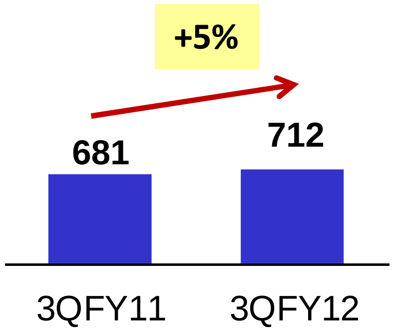
REVENUES



EBITDA



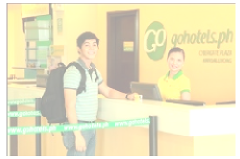
EBIT

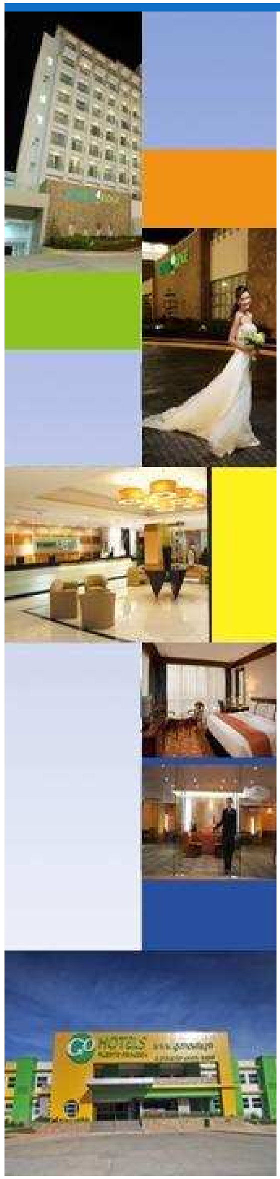


- One of the Philippine's leading BPO office space provider with **193,000 sqm** net leasable space
- Total occupancy for **8** completed buildings is **99%**
- We continue to be a leading provider of office spaces to BPOs in the Philippines, with **78%** of our office building space allocated for BPOs

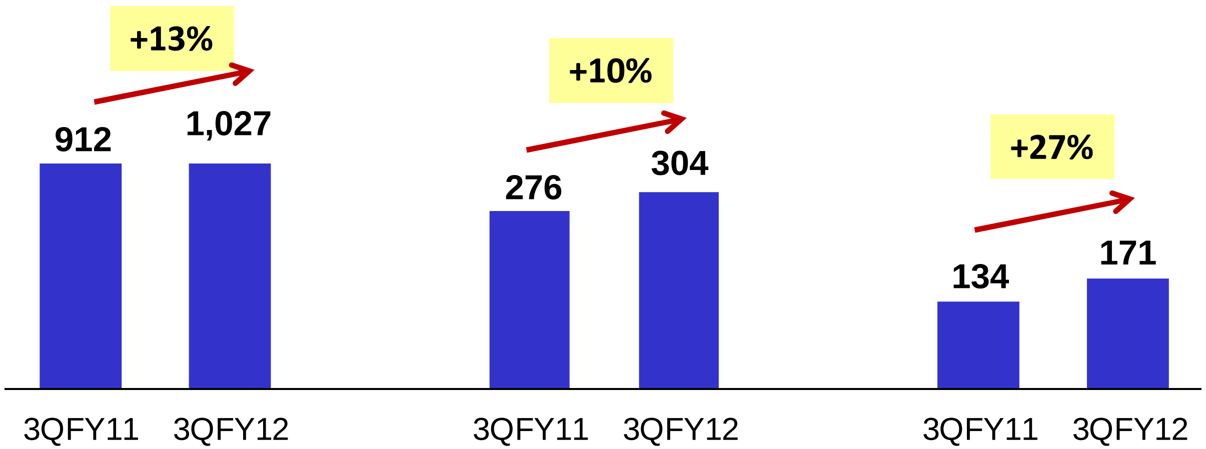
SYKES · accenture · EMERSON · hp · globalpayments · CONVERGYS Outthinking Outdoing · WCS · TeleTech · US AUTOPARTS

HOTELS DIVISION

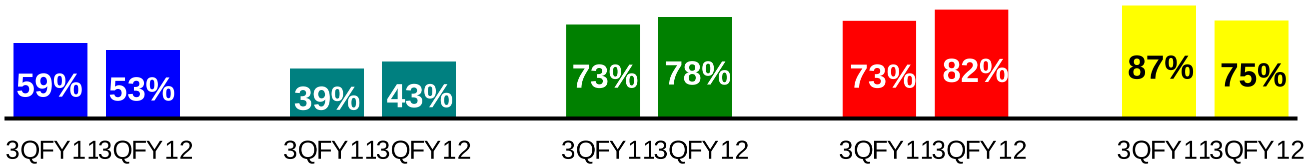




REVENUES | EBITDA | EBIT



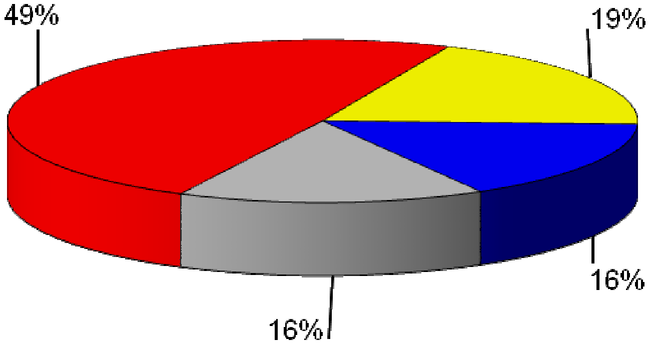
Occupancy Rate

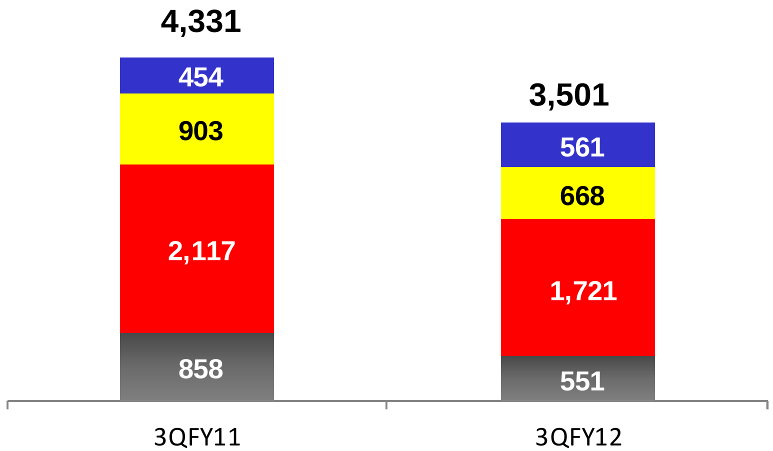


SUMMIT CIRCLE Hotel | SUMMIT RIDGE | Holiday Inn MANILA GALLERIA | CROWNE PLAZA MANILA GALLERIA THE PLACE TO MEET. | gohotels.ph

RESIDENTIAL DIVISION

SALES TAKE-UP



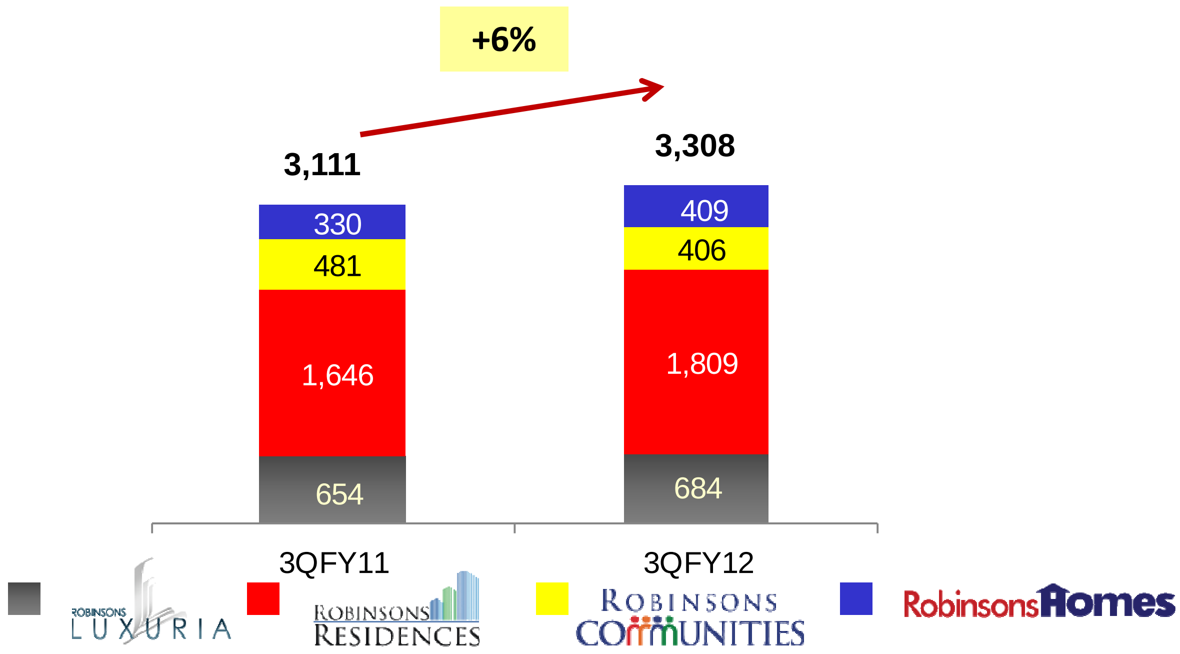


Robinsons Luxuria | Robinsons Residences | Robinsons Communities | Robinsons Homes

- Net pre-sales at PhP3.5B, 24% lower than same period last year
- Launched 5 projects in 3QFY12
  - Residences - Woodsville Residences Phase 2
  - Communities - Escaldes East Tower
  - Homes - Grand Tierra Phase 3 St. Judith Hills Phase 3 & Nizanta Gardens Phase 3

RESIDENTIAL DIVISION

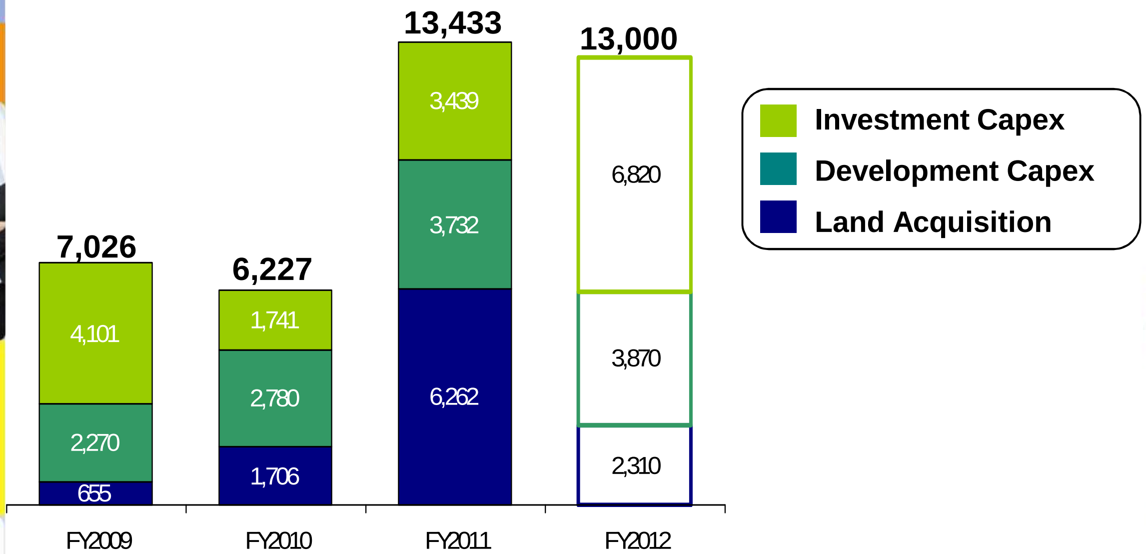
REALIZED REVENUES



- Realized Revenues increased by 6% to PhP 3.31B
- EBIT amounted to PhP 815M
- EBITDA amounted to PhP 842M

CAPITAL EXPENDITURE AND LANDBANK

CAPITAL EXPENDITURE

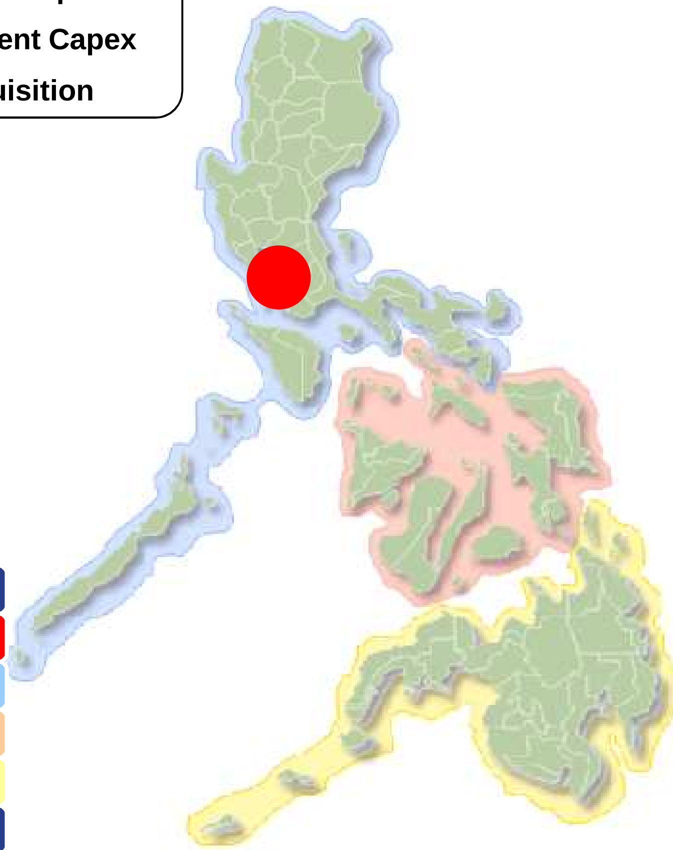


LANDBANK as of 30 June 2012

SUMMARY	Area (has.)
Malls	139.0
Condominiums*	19.4
Offices*	1.5
Homes*	367.9
Hotels	6.0
TOTAL	533.8

ESTIMATED VALUE	PhP B
Metro Manila	11.5
Luzon	5.3
Visayas	2.5
Mindanao	0.9
TOTAL	20.2

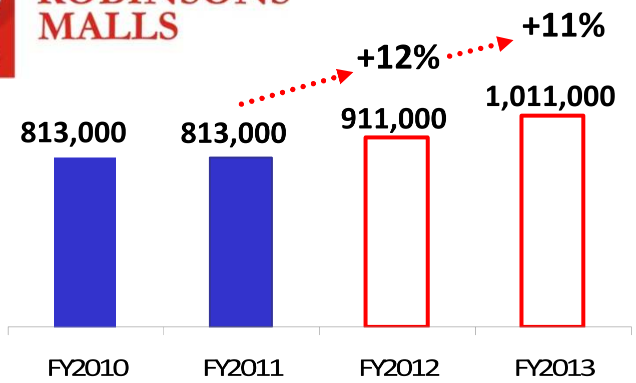
*Some properties with Joint Venture partners



ROBINSONS LAND CORPORATION

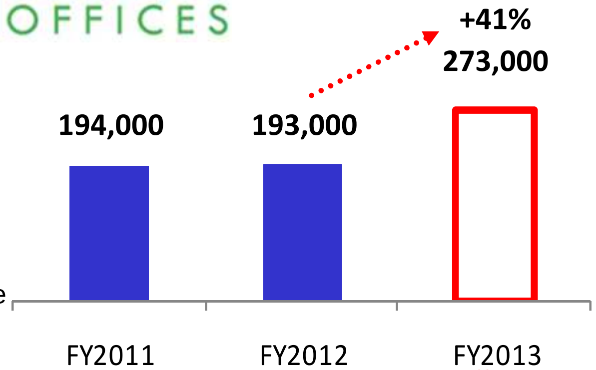
MOVING FORWARD – Future Plans & Strategies

ROBINSONS MALLS



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

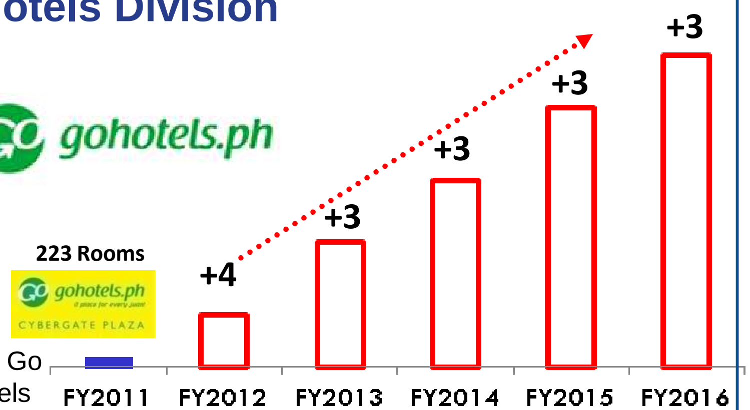
ROBINSONS OFFICES



2 New Office Buildings
Cyberscape Alpha
Cyberscape Beta

Hotels Division

gohotels.ph



FY2012:
- Palawan
- Dumaguete
- Tacloban
- Bacolod

FY2013:
- Otis
- Iloilo
- Cyberscape

Residential Division

Sustain current sales levels

Robinsons Luxuria
Robinsons Residences
Robinsons Communities
Robinsons Homes

ROBINSONS LAND CORPORATION

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END OF PRESENTATION

Thank You