

QUARTERLY BRIEFING CALL



ROBINSONS LAND
CORPORATION

13 MAY 2016

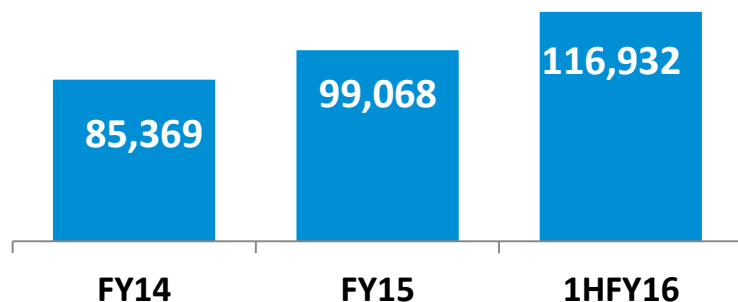
FINANCIAL HIGHLIGHTS – 1 HFY2016

PHP MM	REVENUES	%Total RLC	YoY	EBITDA	%Total RLC	YoY	EBIT	%Total RLC	YoY
	10,880	100%	12%	5,978	100%	15%	4,296	100%	17%
 	4,913	45%	10%	3,233	54%	6%	1,950	46%	3%
 	1,338	12%	35%	1,245	21%	31%	946	22%	36%
 	927	9%	5%	348	6%	6%	265	6%	10%
 	3,702	34%	10%	1,152	19%	32%	1,135	26%	33%

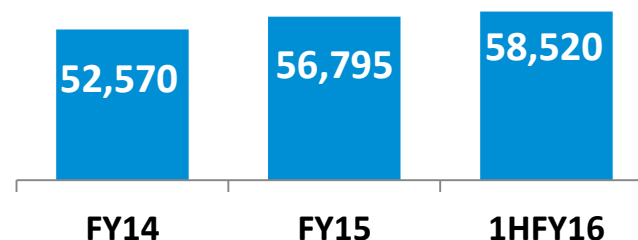
Net Income increased by 14% to P3.2B in 1HFY2016

STRONG BALANCE SHEET POSITION

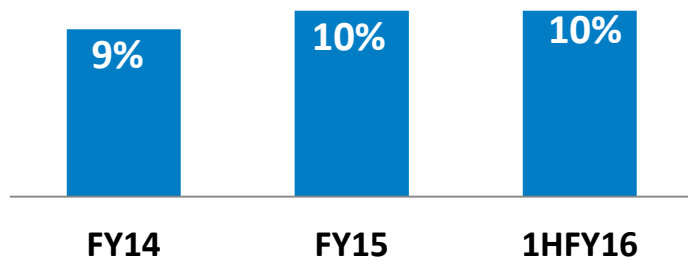
TOTAL ASSETS (PhP MM)



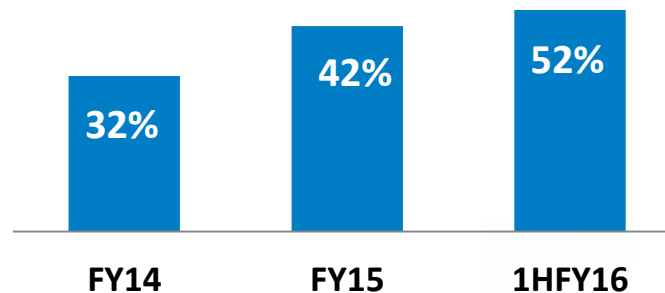
SHAREHOLDER'S EQUITY (PhP MM)



RETURN ON EQUITY



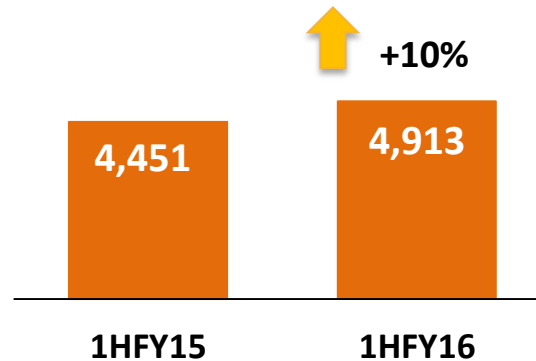
NET DEBT TO EQUITY



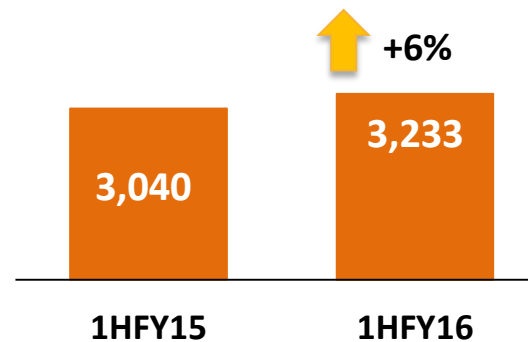


- Second largest mall operator in the Philippines with 41 malls
- 1,152,000 sqm in GLA
- 2,181,000 sqm in GFA
- 95% latest system-wide occupancy
- Approximately 8,000 retailers

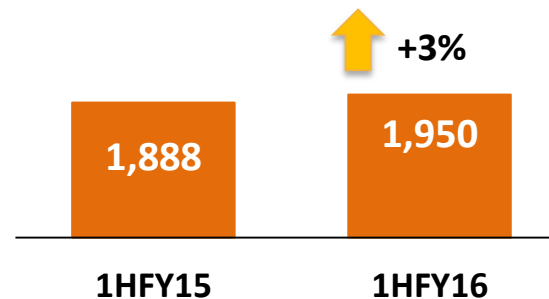
REVENUES



EBITDA



EBIT



ROBINSONS LAND
CORPORATION





- A leading BPO office space provider with 310,000 sqm net leasable space
- Total leased space for our 11 office buildings is 99%
- Dominant landlord in the Ortigas CBD

SYKES

accenture

globalpayments

EMERSON

west

West Corporation

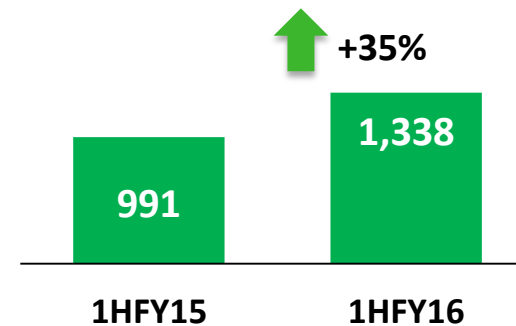
CONVERGYS
Outthinking. Outdoing.

hp

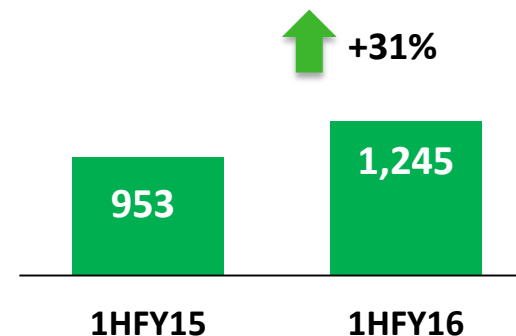
TeleTech

USAUTOPARTS

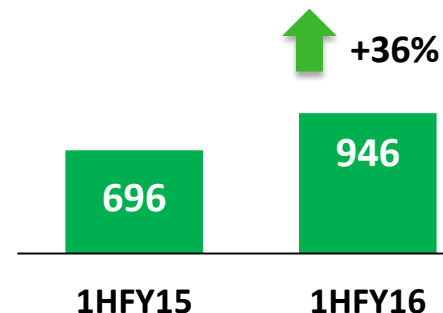
REVENUES



EBITDA



EBIT



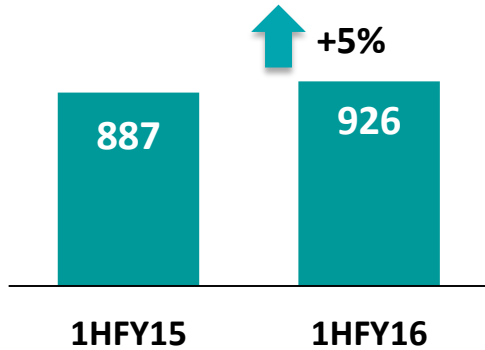
ROBINSONS LAND
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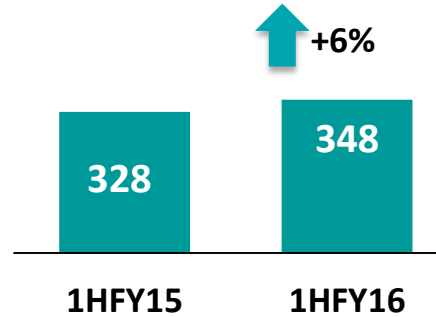
14 Hotel Properties



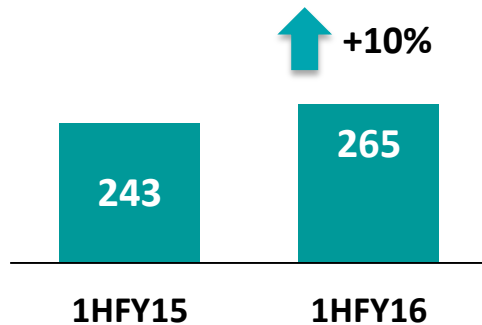
REVENUES



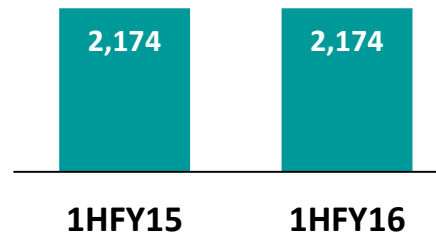
EBITDA



EBIT

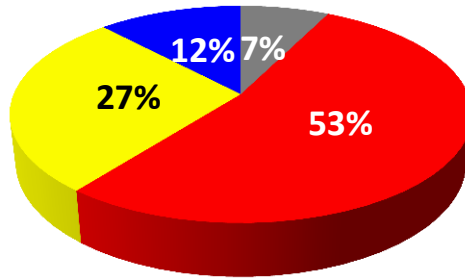


of Rooms



ROBINSONS LAND
CORPORATION





Launched Residential Projects

First Quarter FY2016



Galleria Residences
Cebu Tower 1
Cebu City



Acacia Escalades
Pasig City

Second Quarter FY2016

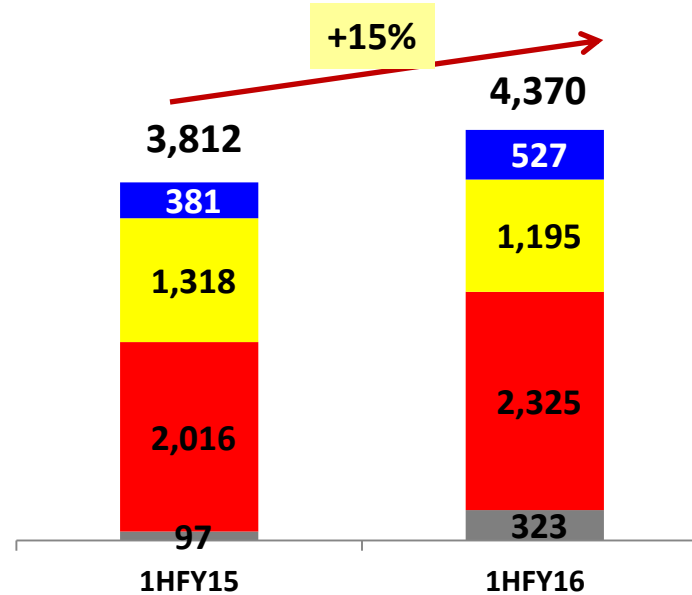


Axis Residences
Tower B
Mandaluyong

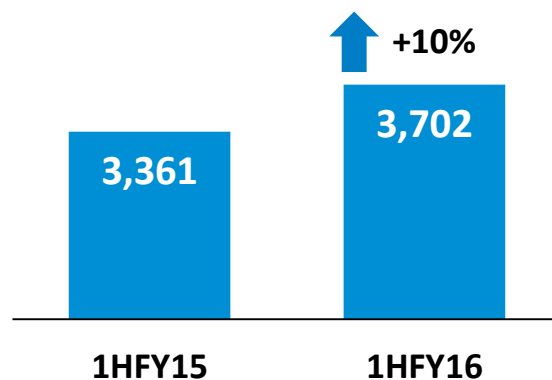


Brighton Bacolod
Bacolod City

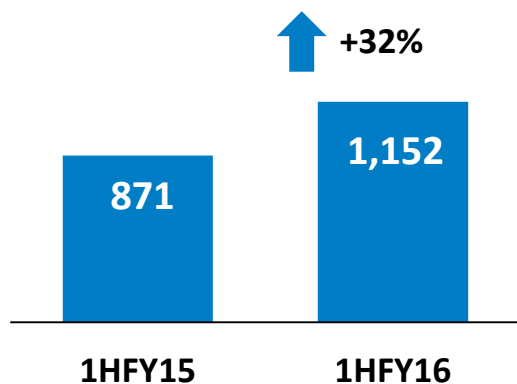
SALES TAKE-UP



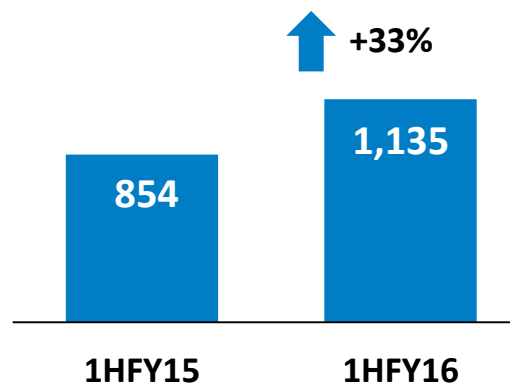
REALIZED REVENUES



EBITDA

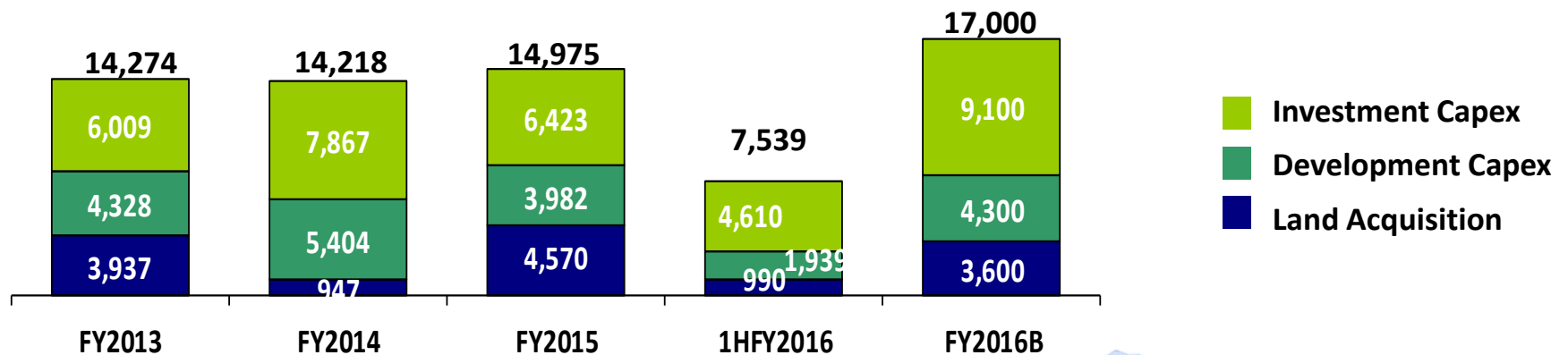


EBIT



> CAPITAL EXPENDITURE AND LANDBANK

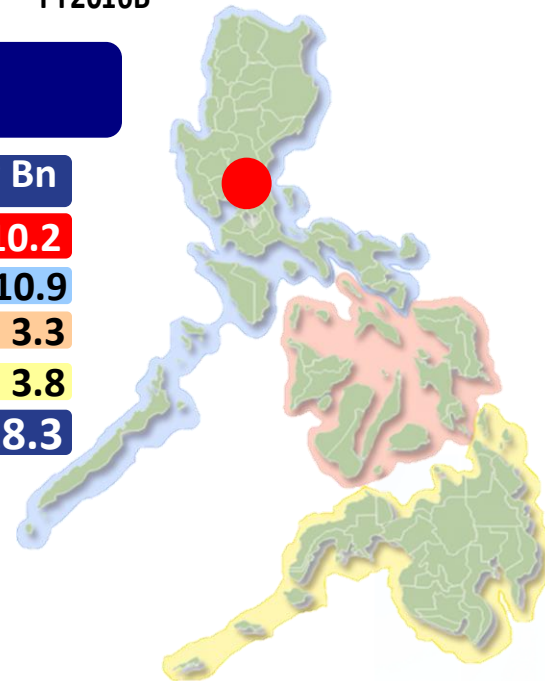
CAPITAL EXPENDITURE – PHILIPPINES



LANDBANK (AS OF 31 MARCH 2016) – PHILIPPINES

SUMMARY	Area (has.)	ESTIMATED VALUE PhP Bn
Malls	172.2	Metro Manila 10.2
Condominiums	18.7	Luzon 10.9
Offices	10.1	Visayas 3.3
Homes	432.7	Mindanao 3.8
Hotels	4.3	TOTAL 28.3
TOTAL	638.0	

Chengdu Ban Bian Property – US\$222 M



Business Updates

Developments

Robinsons Galleria
mall redevelopment



Details

Phase 1 – May 2016-October 2016
Phase 2 – May 2017

Solar Power
Installation



Installation of solar facilities in its malls
Palawan and Iloilo – completed
Dumaguete, Roxas, Antique – April 2016
Novaliches, Angeles, San Fernando – May 2016
Tacloban and Bacolod – to be completed 2H2016

Partnership with
Xymax
(Karaksa Hotels)



Guests can book Karaksa Hotels located in
Japan through Go Hotels website

Credit Ratings by PhilRatings

Maintained its PRS Aaa rating

Business Updates – Chengdu Ban Bian Jie



Initial Master plan completed
– For submission and approval by
the China government



Note: Initial preliminary plan, subject for approval

MOVING FORWARD – Future Plans & Strategies

