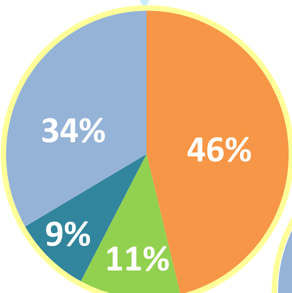
QUARTERLY BRIEFING CALL

ROBINSONS LAND CORPORATION

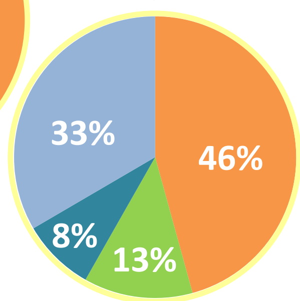
12 AUGUST 2016

Financial Highlights – 9MFY2016 (in PhP MM)

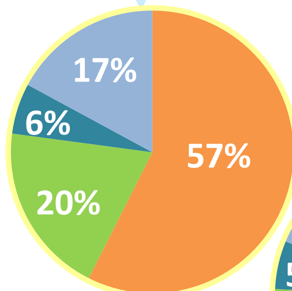
TOTAL RLC	REVENUE				EBITDA				EBIT			
	FY2015	YoY	9MFY16	YoY	FY2015	YoY	9MFY16	YoY	FY2015	YoY	9MFY16	YoY
	19,733	16%	16,291	12%	10,705	19%	8,897	13%	7,555	21%	6,326	12%
MALLS	9,122	13%	7,449	10%	6,149	12%	4,862	8%	3,733	10%	2,892	3%
OFFICES	2,242	45%	2,035	31%	2,106	43%	1,878	26%	1,572	50%	1,428	31%
HOTELS	1,746	14%	1,360	4%	619	18%	494	6%	453	26%	370	10%
RESIDENTIAL	6,623	13%	5,446	10%	1,831	25%	1,663	17%	1,797	25%	1,637	18%



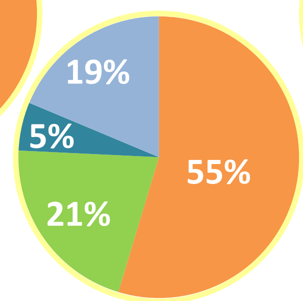
FY2015 Revenues



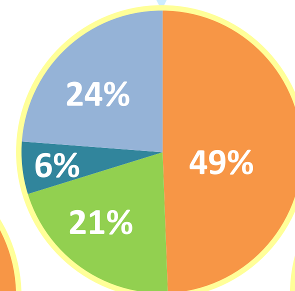
9MFY2016 Revenues



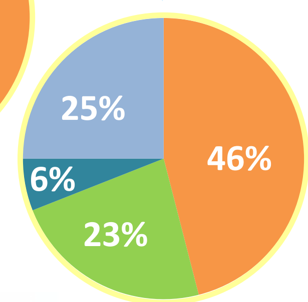
FY2015 EBITDA



9MFY2016 EBITDA



FY2015 EBIT



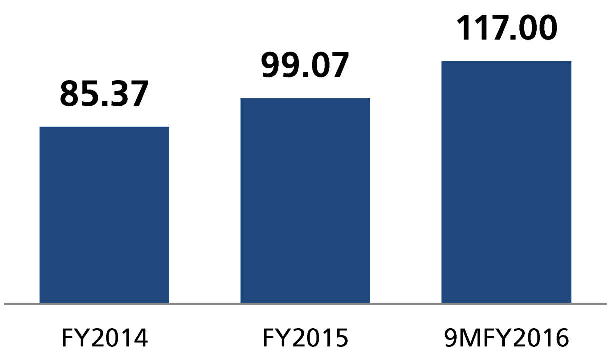
9MFY2016 EBIT

Net income increased by 12% to PhP 4.9B in 9MFY2016

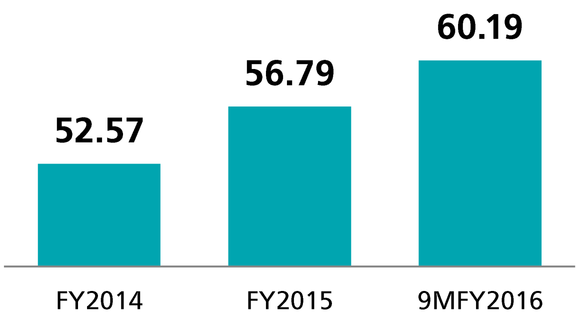
STRONG BUSINESS PERFORMANCE AND SOUND FINANCIAL POSITION

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

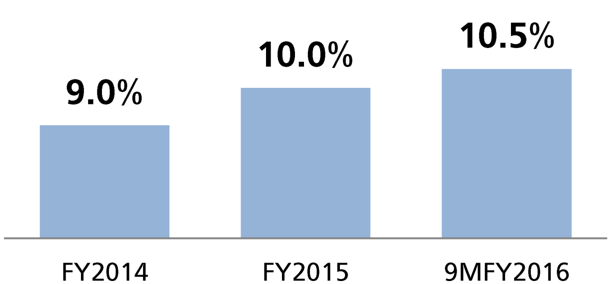
TOTAL ASSETS (in Php B)



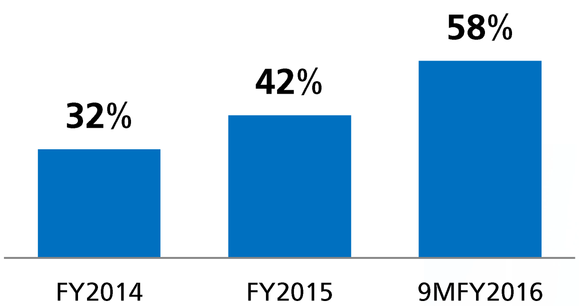
SHAREHOLDERS EQUITY (in Php B)



RETURN ON EQUITY



NET DEBT TO EQUITY



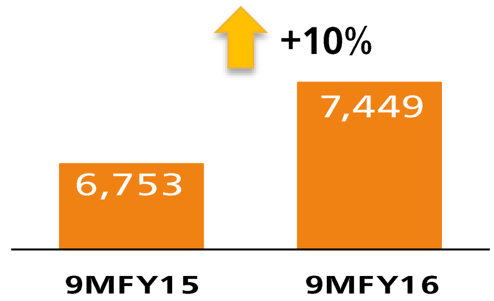
ROBINSONS LAND CORPORATION

COMMERCIAL CENTERS DIVISION

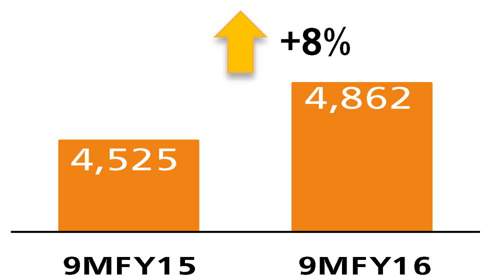
ROBINSONS MALLS

- Second largest mall operator in the Philippines with **43** malls nationwide, 9 within Metro Manila and 34 in other urban areas
- **1,221,000** sqm in GLA
- **2,300,000** sqm in GFA
- Latest system-wide occupancy of **94%**
- Approximately **8,000** retailers
- Same mall rental revenue growth has been tracking **7-8%**

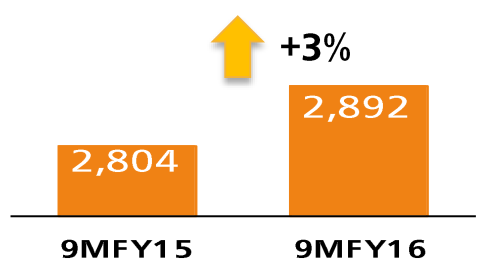
REVENUES (in Php M)



EBITDA (in Php M)



EBIT (in Php M)



ROBINSONS LAND CORPORATION



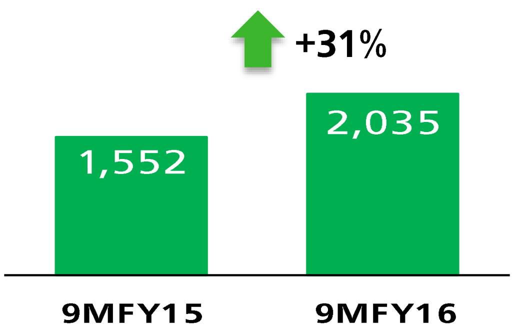



OFFICE BUILDINGS DIVISION

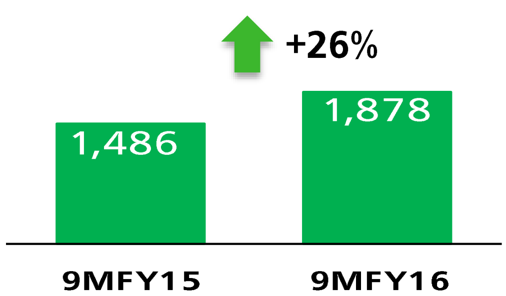
ROBINSONS OFFICES

- A leading BPO office space provider with **310,000 sqm** net leasable space
- Total leased space for our **11 office buildings** is **99.5%**
- Dominant landlord in the **Ortigas CBD**

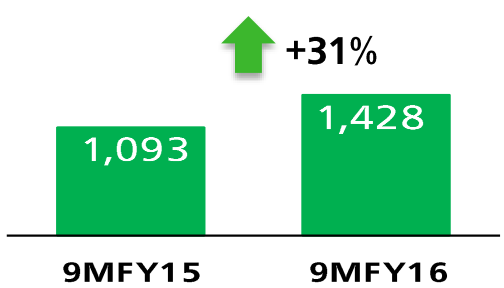
REVENUES (in Php M)



EBITDA (in Php M)



EBIT (in Php M)






HOTELS DIVISION

14 Hotel Properties

ROBINSONS HOTELS & RESORTS

ROBINSONS LAND CORPORATION

CROWNE PLAZA MANILA GALLERIA THE PLACE TO MEET.

Holiday Inn MANILA GALLERIA

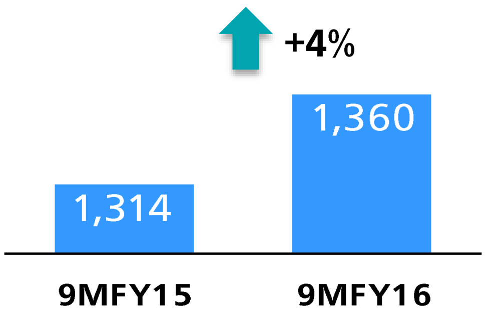
SUMMIT CIRCLE CEBU

SUMMIT RIDGE TAGAYTAY

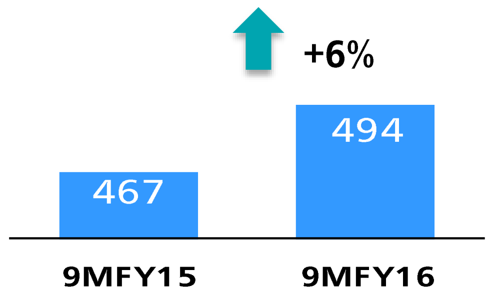
SUMMIT HOTEL MAGNOLIA

gohotels.ph a place for every Juan!

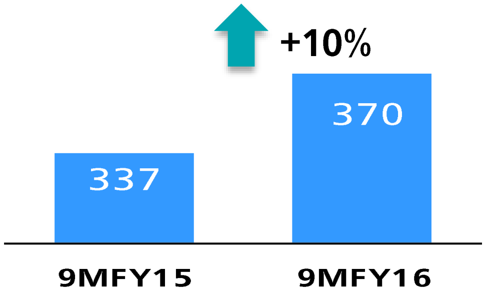
REVENUES (in Php M)



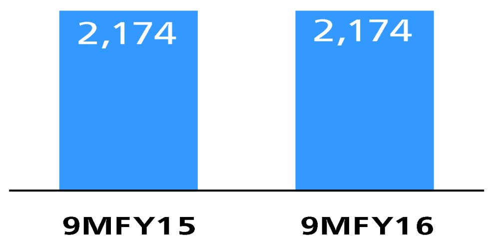
EBITDA (in Php M)



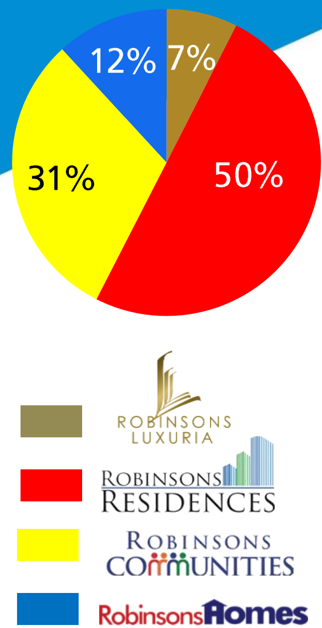
EBIT (in Php M)



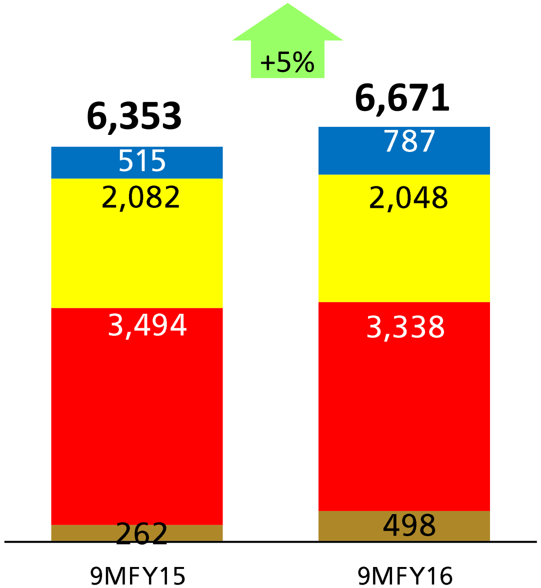
No. of Hotel Rooms



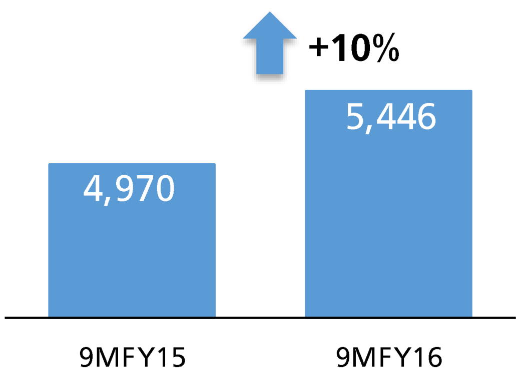
RESIDENTIAL DIVISION



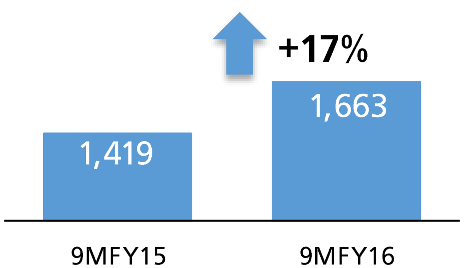
SALES TAKE-UP



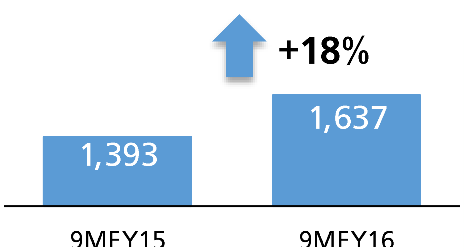
REALIZED REVENUES (in Php M)



EBITDA (in Php M)



EBIT (in Php M)

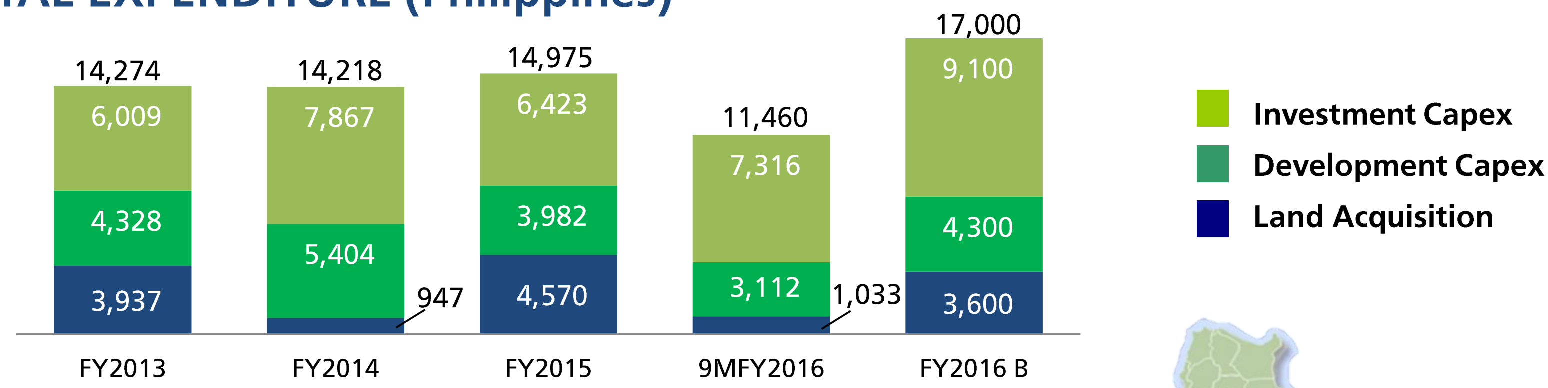


ROBINSONS LAND CORPORATION

CAPITAL EXPENDITURE AND LANDBANK

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

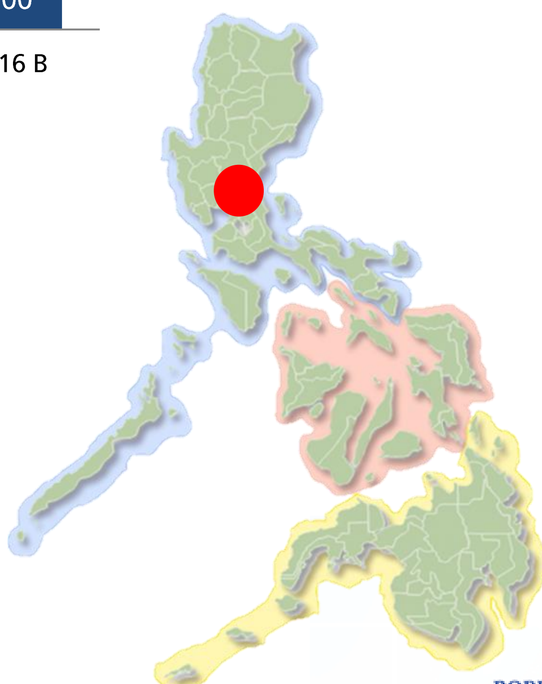
CAPITAL EXPENDITURE (Philippines)



LAND BANK as of 30 June 2016 (Philippines)

SUMMARY	*Area (has.)*
Malls	175.3
Condominiums	18.7
Offices	10.1
Homes	402.8
Hotels	4.3
TOTAL	**611.2**

ESTIMATED VALUE	*In Php B*
Metro Manila	10.0
Luzon	9.5
Visayas	3.3
Mindanao	3.3
TOTAL	**26.1**



Chengdu Ban Bian Property – US$ 222 M

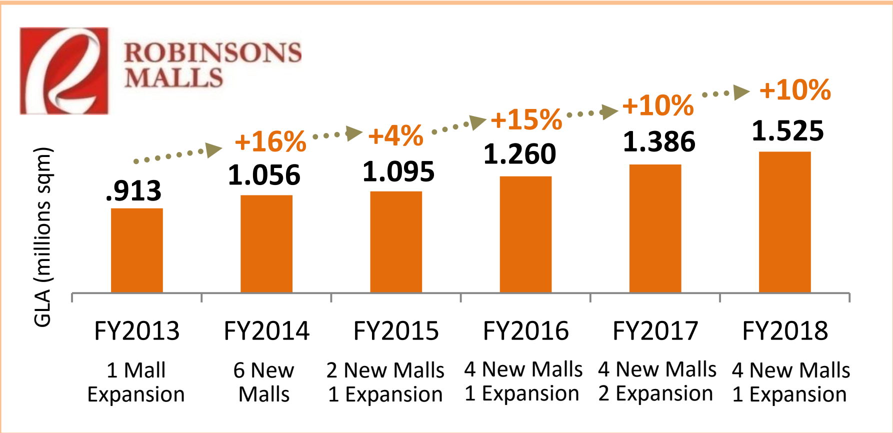
ROBINSONS LAND CORPORATION

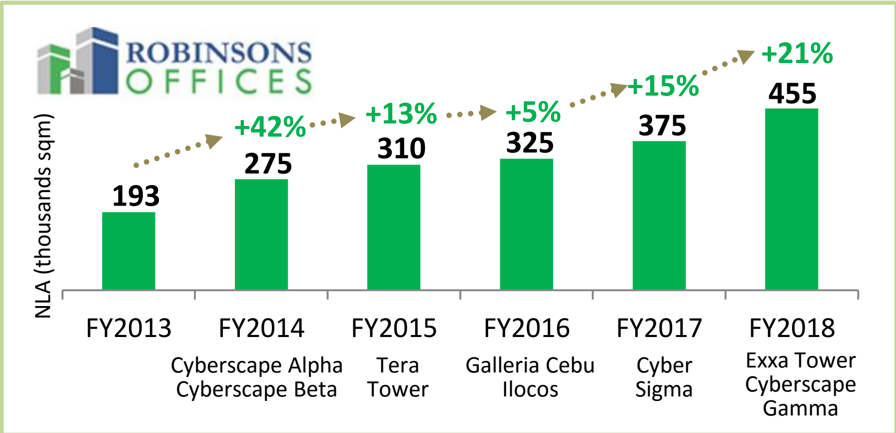
ROBUST GROWTH PROSPECTS WITH AIM TO DOUBLE FY2014 INCOME BY FY2019

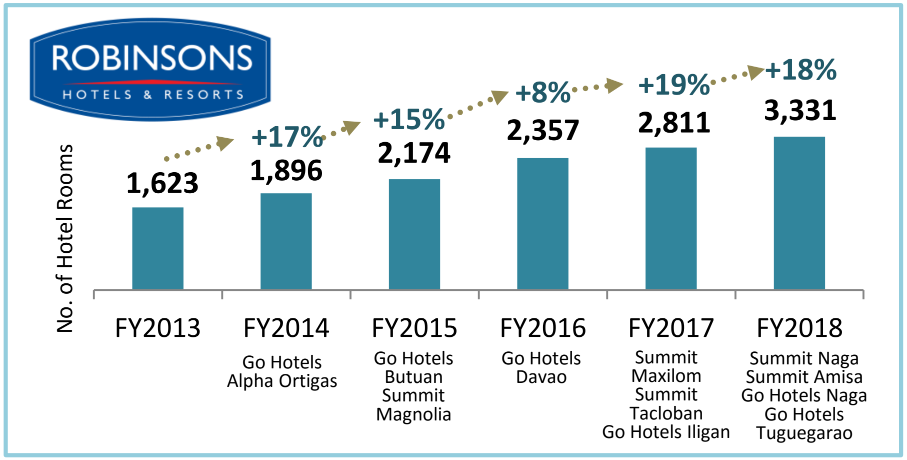
Php 4.7B
net income in
FY2014

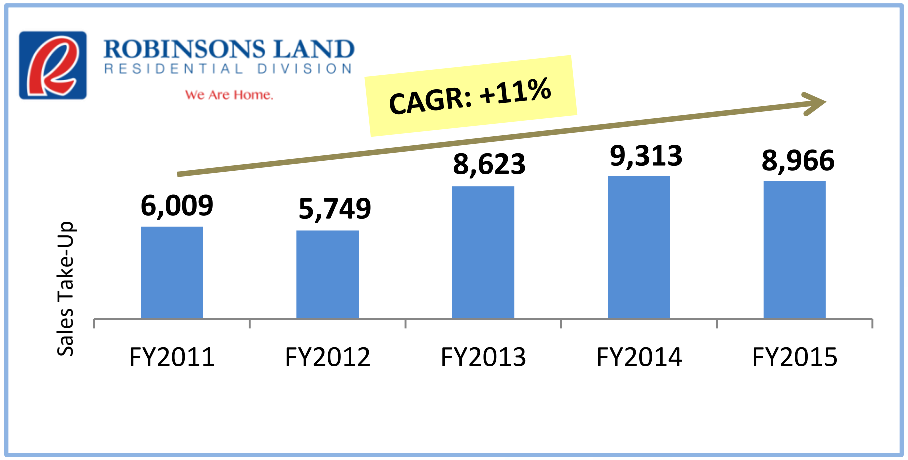
FUTURE PLANS AND STRATEGIES

Php 9.4B
net income in
FY2019









THANK YOU

ROBINSONS LAND CORPORATION