

Quarterly Investors' Briefing

15 May 2015



**ROBINSONS LAND
CORPORATION**

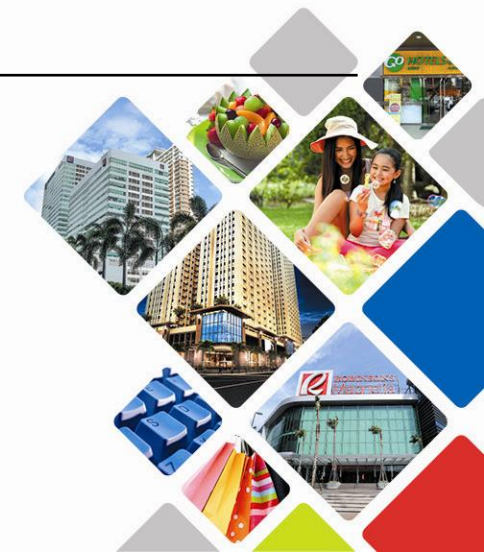
FINANCIAL HIGHLIGHTS – 1HFY2015

Php MM	REVENUES	%Total RLC	YoY	EBITDA	%Total RLC	YoY	EBIT	%Total RLC	YoY
	9,680	100%	14%	5,192	100%	17%	3,681	100%	17%
 	4,451	46%	12%	3,040	59%	10%	1,888	51%	8%
 	991	10%	36%	953	18%	36%	696	19%	36%
 	887	9%	12%	328	6%	24%	243	7%	32%
 	3,351	35%	14%	871	17%	21%	854	23%	21%

Net income increased by 25% to Php 2.8 billion

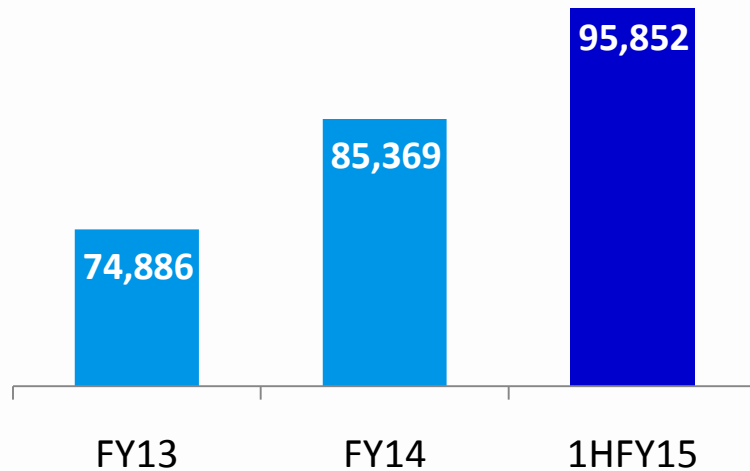


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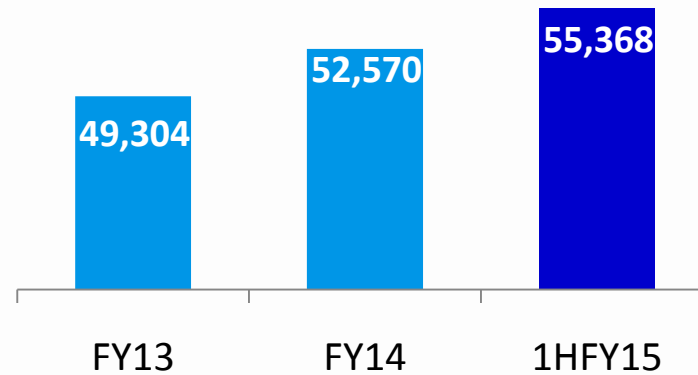


STRONG BALANCE SHEET POSITION

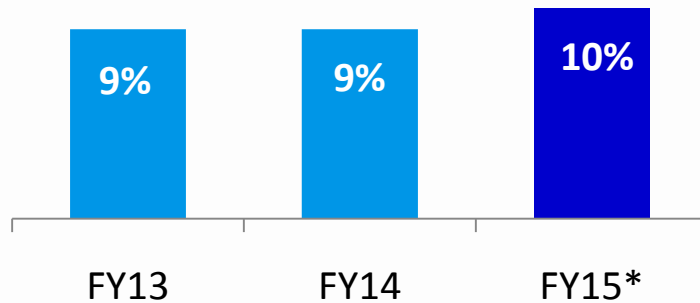
TOTAL ASSETS (PhP MM)



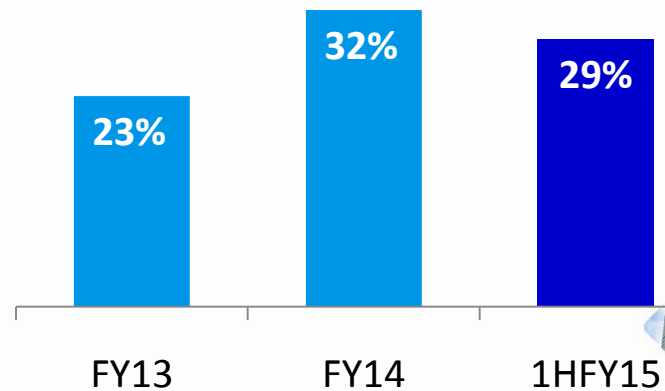
SHAREHOLDER'S EQUITY (PhP MM)



RETURN ON EQUITY



NET DEBT TO EQUITY



**Estimate*

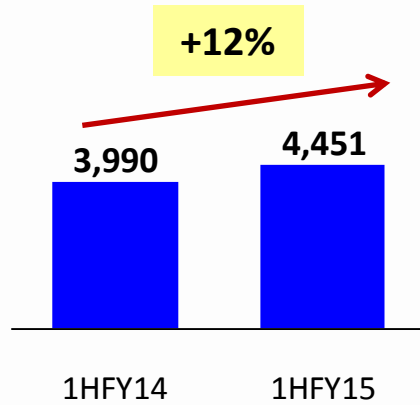


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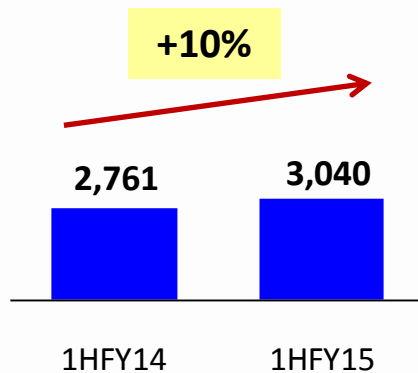


Commercial Centers Division

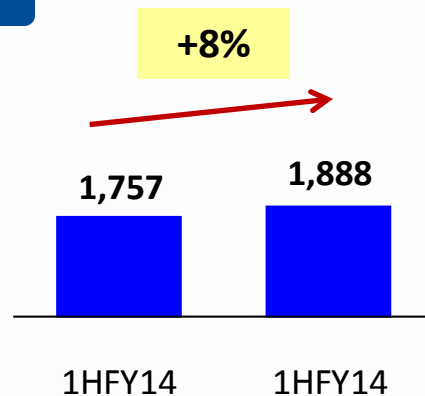
REVENUES



EBITDA



EBIT



- Second largest mall operator in the Philippines with **39** malls
- **1,081,000** sqm in GLA
- **2,018,000** sqm in GFA
- **95%** latest system-wide occupancy
- Approximately **8,000** retailers
- Same mall revenue growth at **8%**

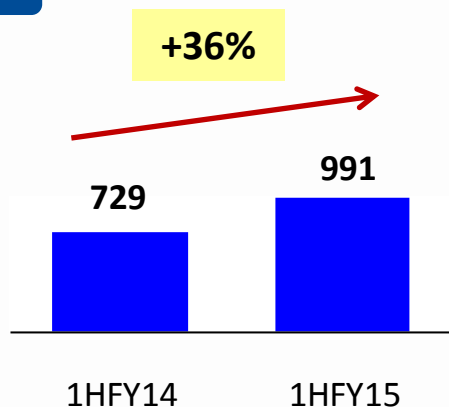


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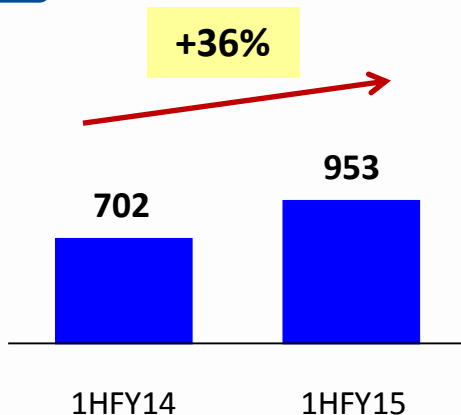


Office Buildings Division

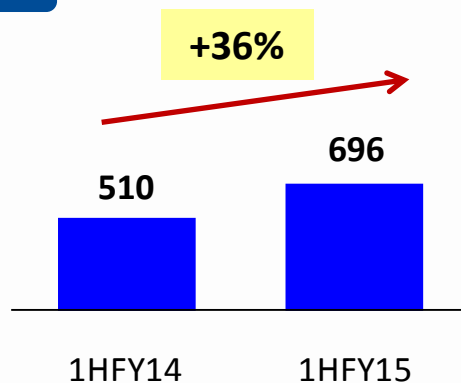
REVENUES



EBITDA



EBIT



- A leading BPO office space provider with **275,000 sqm** net leasable space
- Total leased space for our 10 office buildings is **99%**
- Increased space by 42% in FY 2014
- Dominant landlord in the Ortigas Central Business District

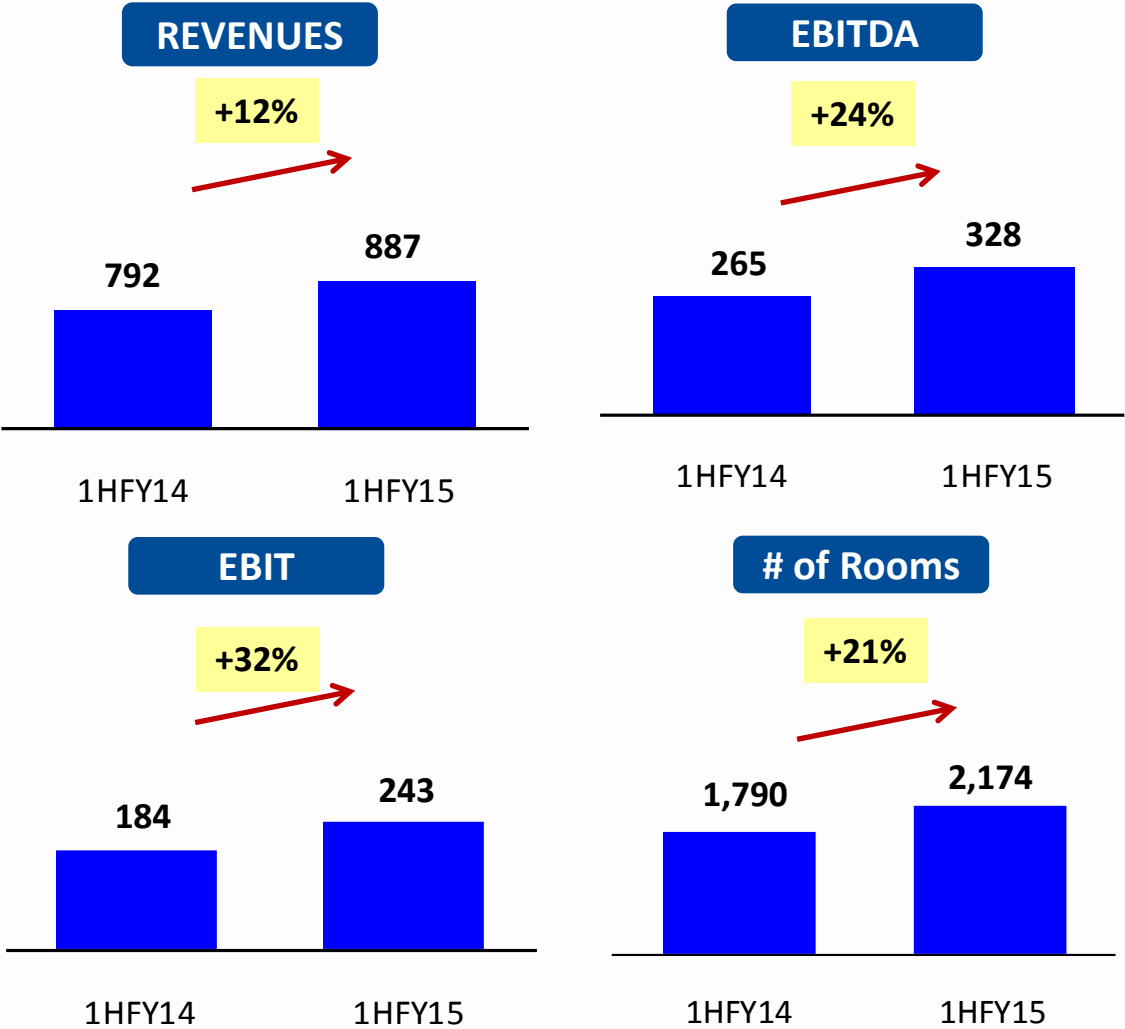


West Corporation



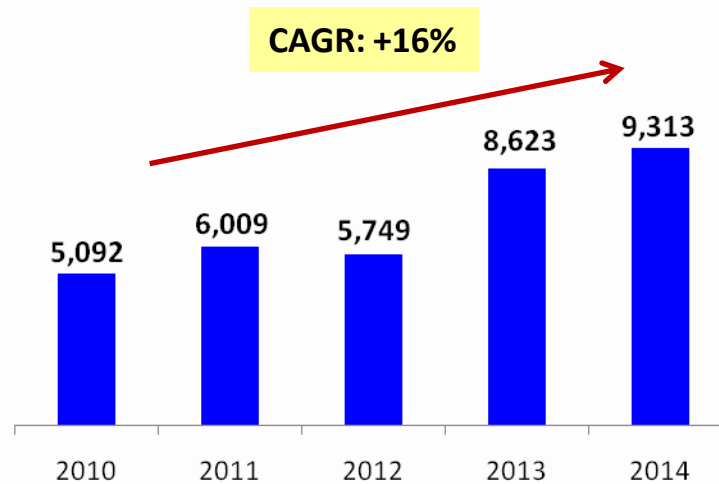
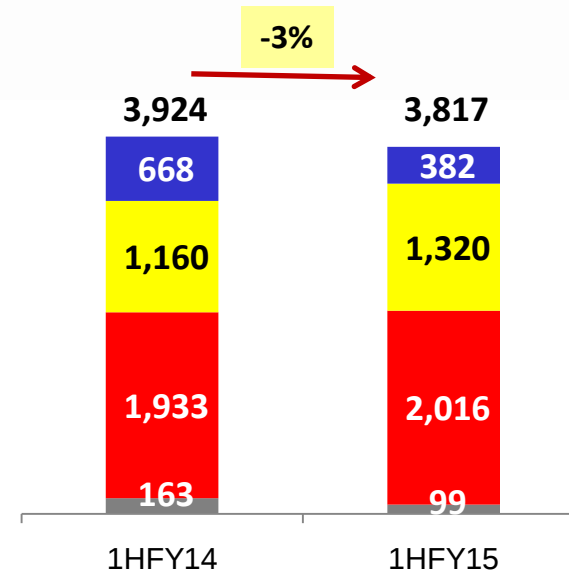
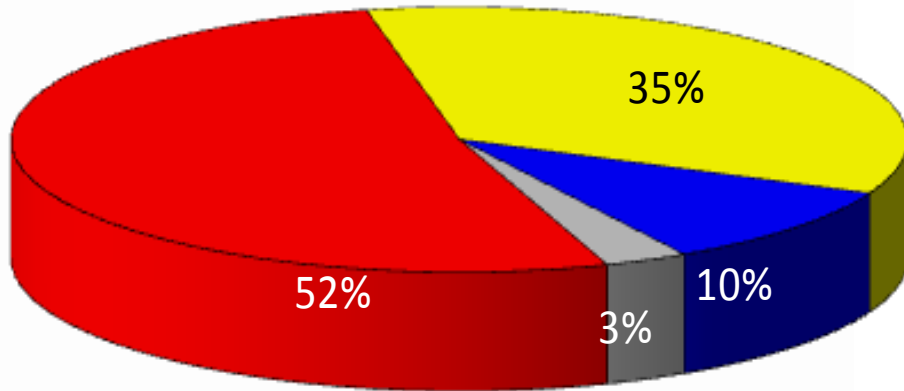
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Residential Division

SALES TAKE-UP



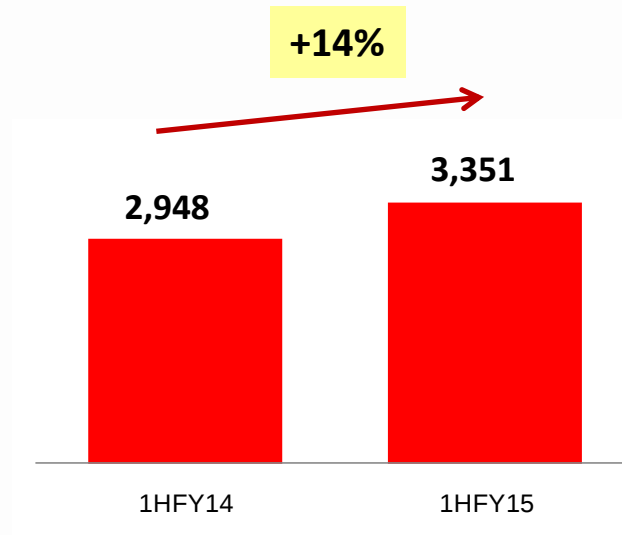
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REALIZED REVENUES

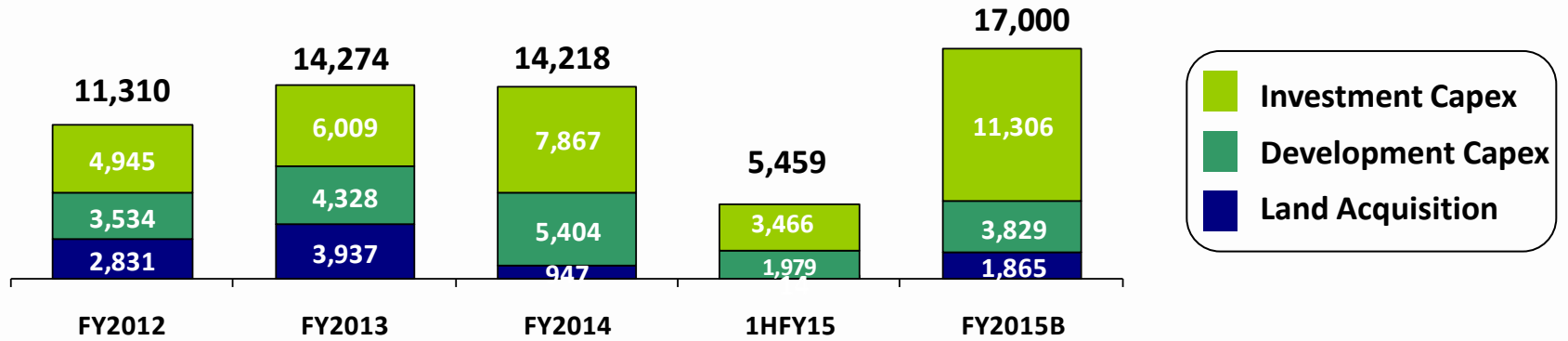


- Realized Revenues amounted to PhP3.4B
- EBITDA amounted to PhP871M
- EBIT amounted to PhP854M



CAPITAL EXPENDITURE AND LANDBANK

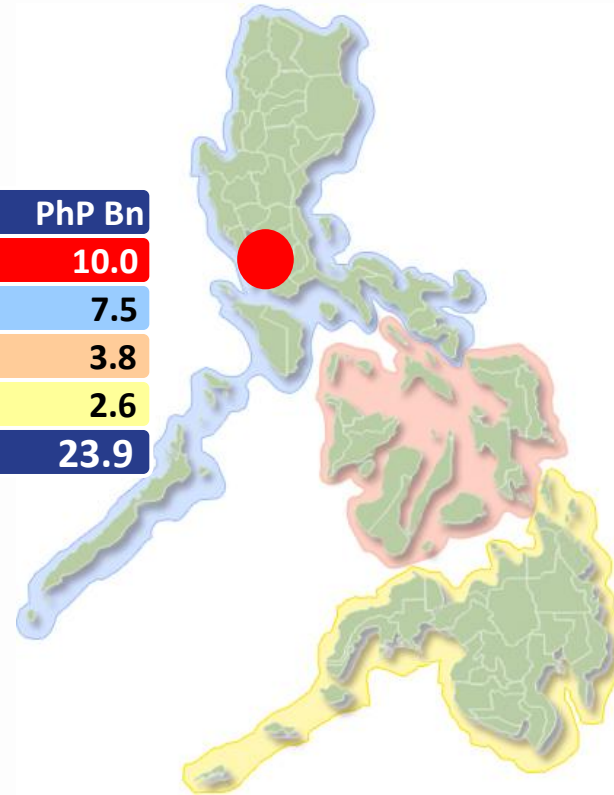
CAPITAL EXPENDITURE



LANDBANK (as of 31 Mar. 2015)

SUMMARY	Area (has.)	ESTIMATED VALUE	PhP Bn
Malls	141.88	Metro Manila	10.0
Condominiums*	19.33	Luzon	7.5
Offices	8.68	Visayas	3.8
Homes*	390.59	Mindanao	2.6
Hotels	6.08	TOTAL	23.9
TOTAL	566.56		

*Some properties with Joint Venture partners



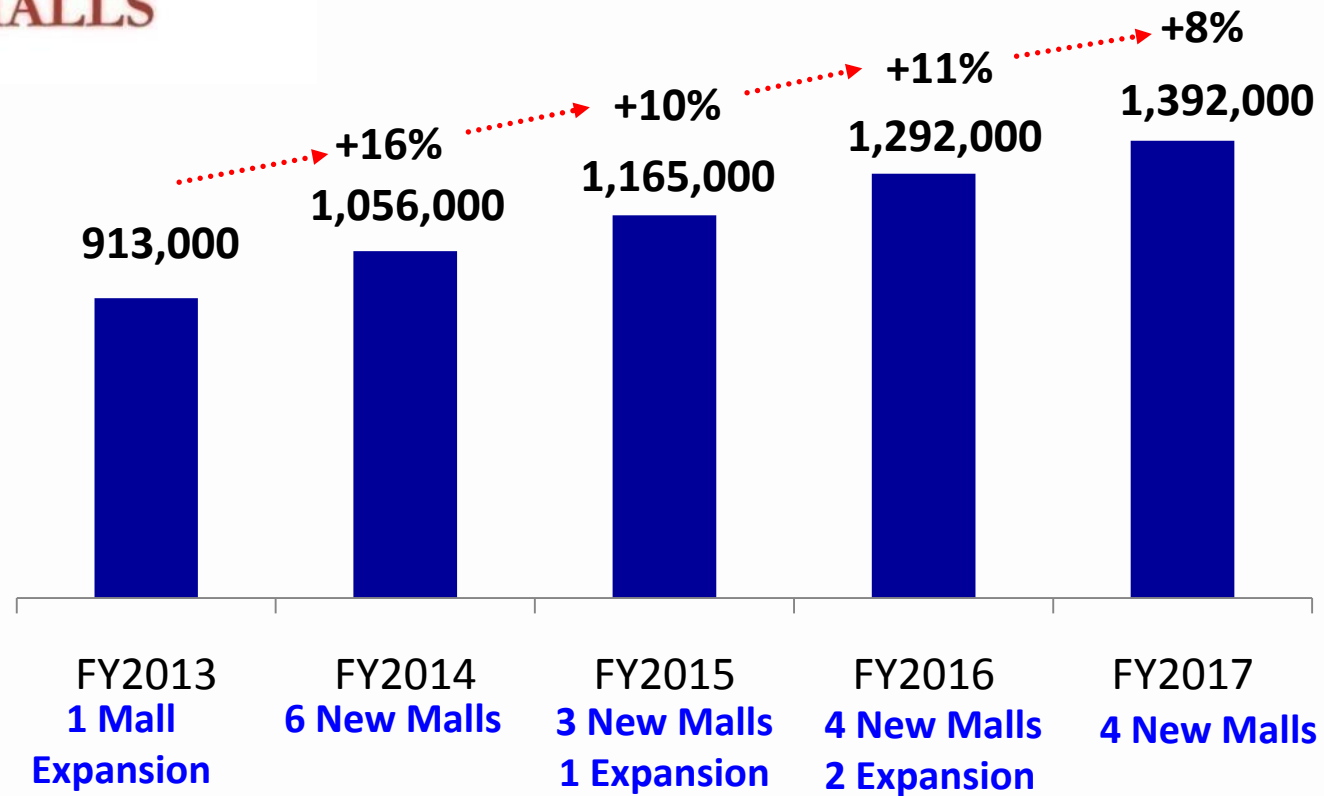
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MOVING FORWARD – Future Plans & Strategies



**ROBINSONS
MALLS**

Gross
Leasable
Area
(sqm)



FY2015 Openings

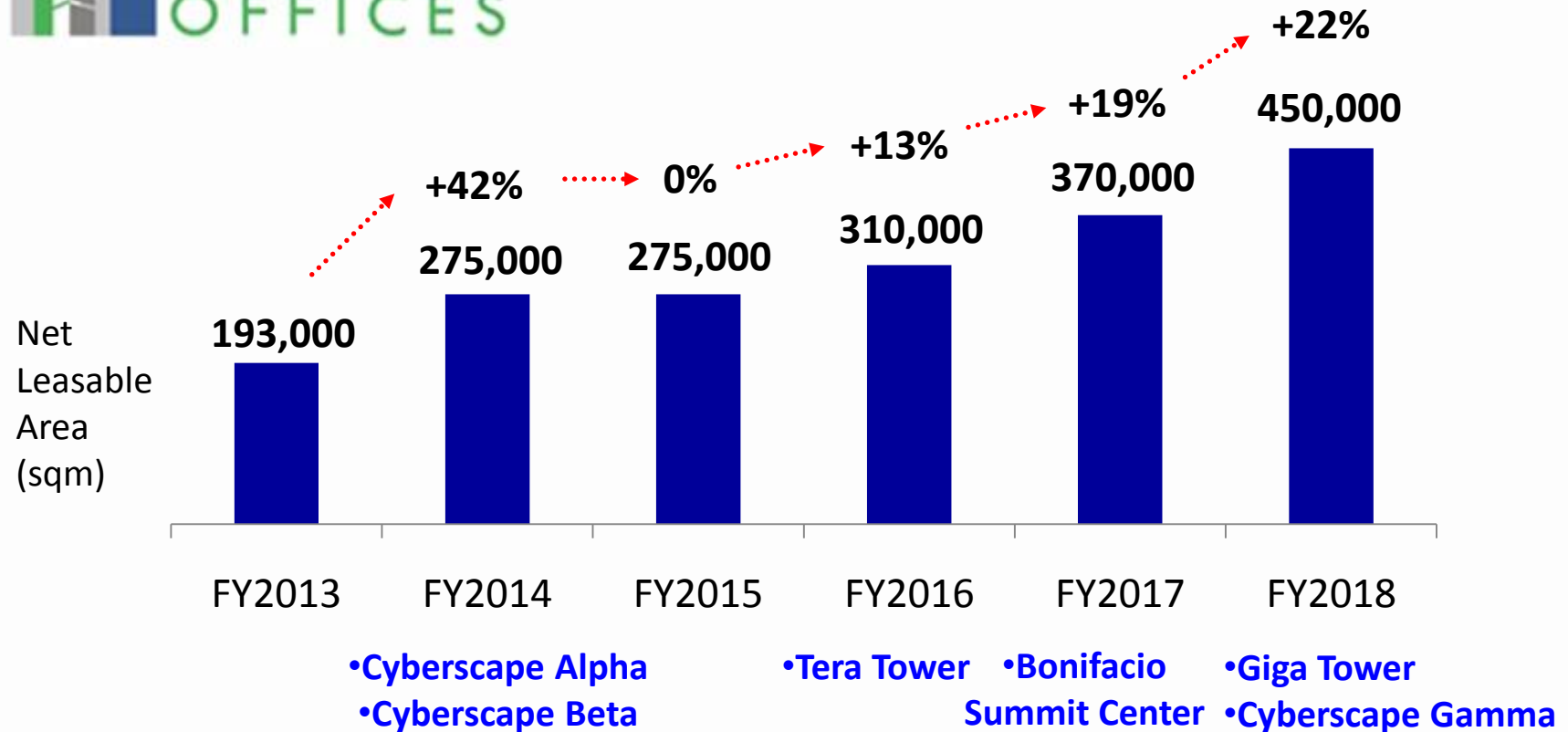
- Robinsons Place Las Piñas : Opened October 2014
- Novaliches Expansion : 2H FY2015
- Robinsons Place Antique : 2H FY2015
- Robinsons Galleria Cebu : 2H FY2015



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MOVING FORWARD – Future Plans & Strategies



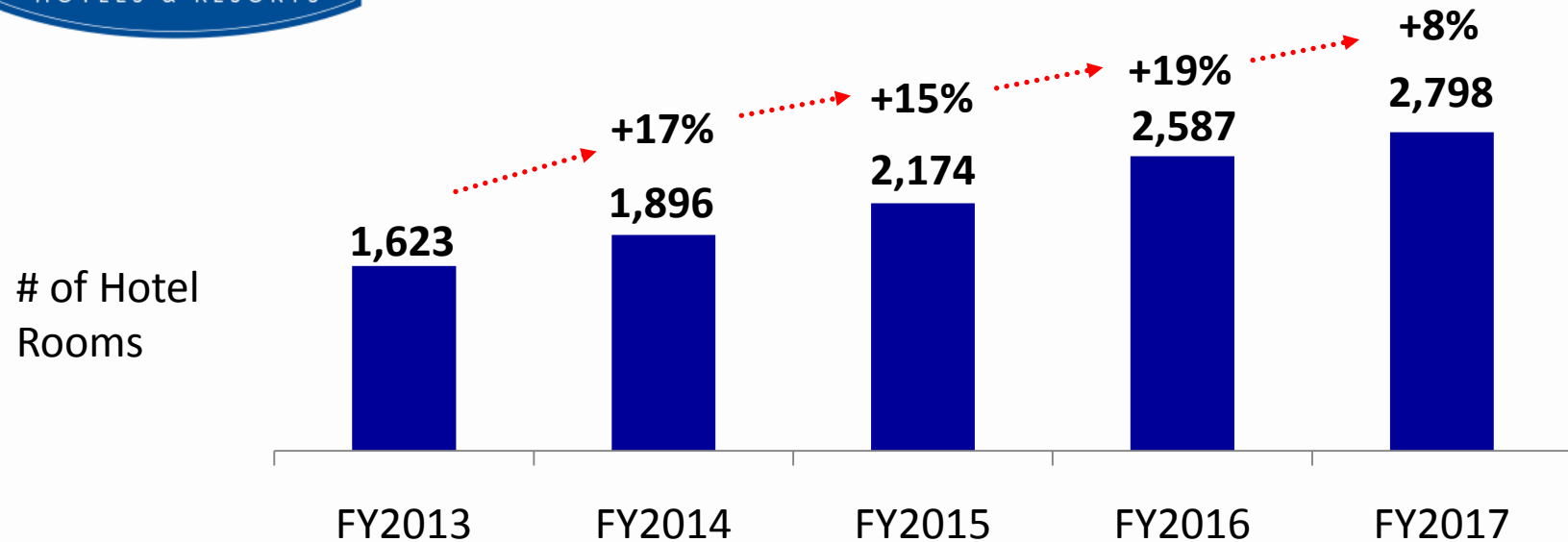
- Tera Tower : Q1 FY2016
- Bonifacio Summit Center : 2H FY2017
- Giga Tower : 1H FY2018
- Cyberscape Gamma : 1H FY2018



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MOVING FORWARD – Future Plans & Strategies



- Go Hotels Alpha Ortigas : Opened 106 rooms in September 2014
: Opened all 198 rooms in November 2014
- Go Hotels Butuan : Opened 31 rooms in December 2014
: Opened all 104 rooms in February 2015
- Summit Magnolia : FY2015
- Go Hotels Davao : FY2016
- Westin Hotel : FY2020



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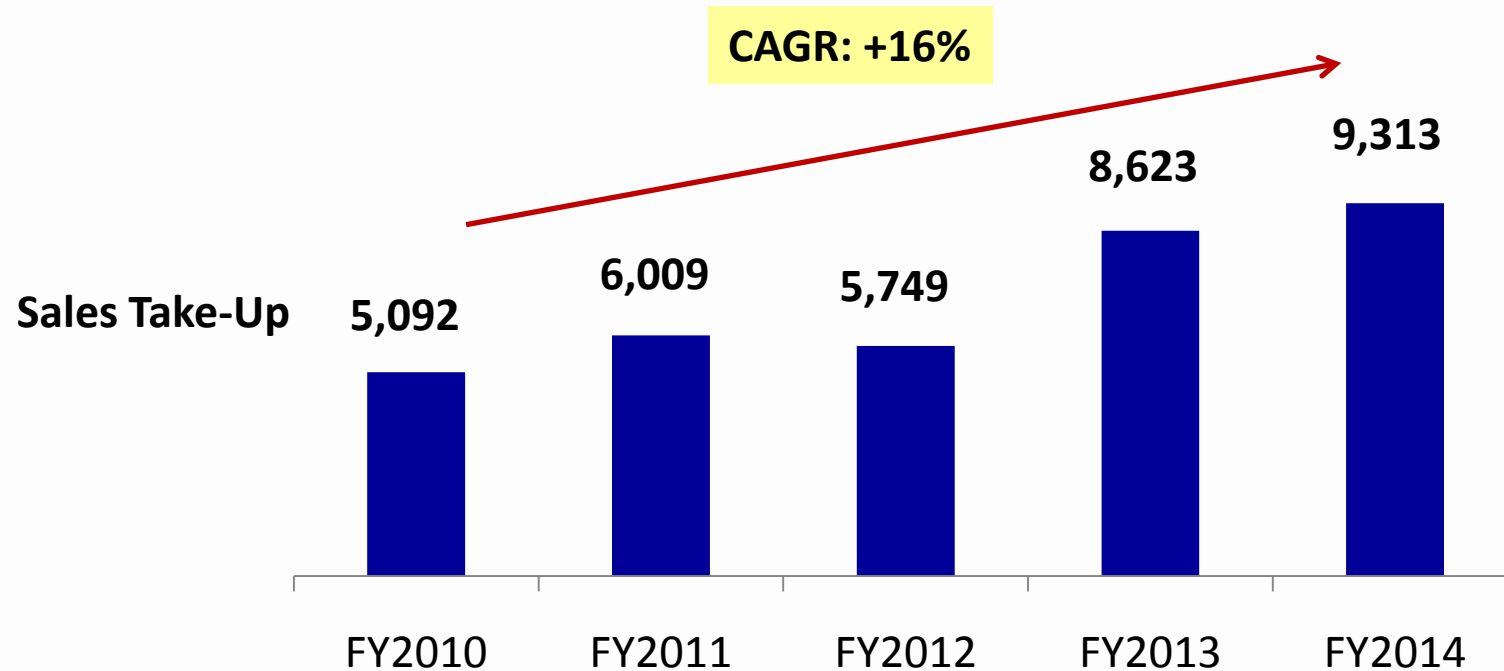


MOVING FORWARD – Future Plans & Strategies



ROBINSONS LAND
RESIDENTIAL DIVISION

We Are Home.



Recent Developments

Robinsons Land Corporation and Starwood Asia Pacific Hotels and Resorts Pte Ltd. have entered into an agreement for The Westin Manila Sonata Place and The Residences at The Westin Manila Sonata Place, located at the heart of the Ortigas Business district.





THANK YOU



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