










ROBINSONS LAND CORPORATION

Quarterly Investors' Briefing

12 May 2014



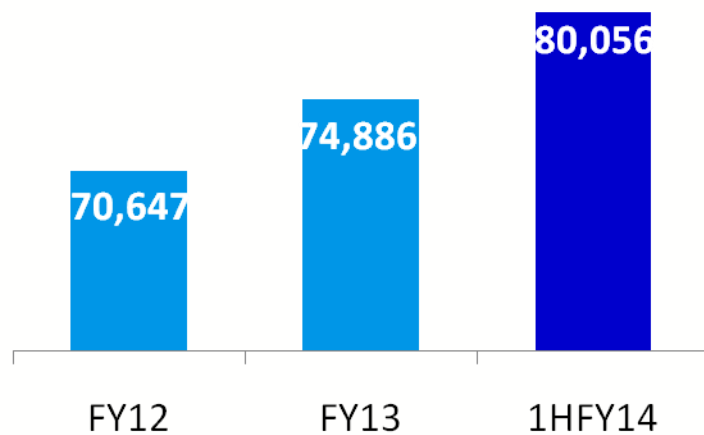
FINANCIAL HIGHLIGHTS – 1H FY2014

PhP MM	REVENUES	%Total RLC	YoY	EBITDA	%Total RLC	YoY	EBIT	%Total RLC	YoY
	8,459	100%	7%	4,447	100%	6%	3,155	100%	5%
 	3,990	47%	12%	2,761	62%	12%	1,757	56%	11%
 	729	9%	2%	702	16%	2%	510	16%	3%
 	792	9%	2%	265	6%	3%	184	6%	13%
 	2,948	35%	4%	719	16%	(7%)	704	22%	(7%)

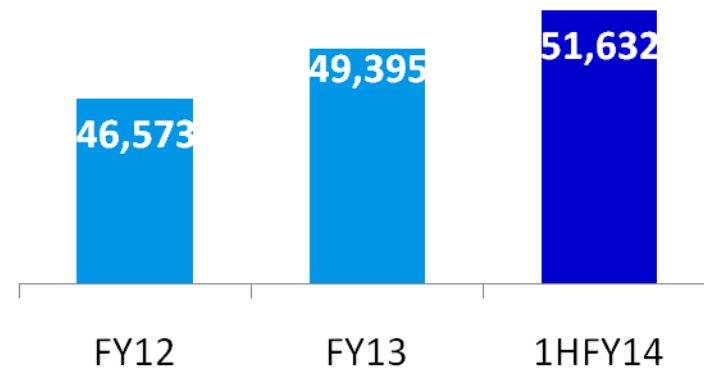


STRONG BALANCE SHEET POSITION (as of March 31, 2014)

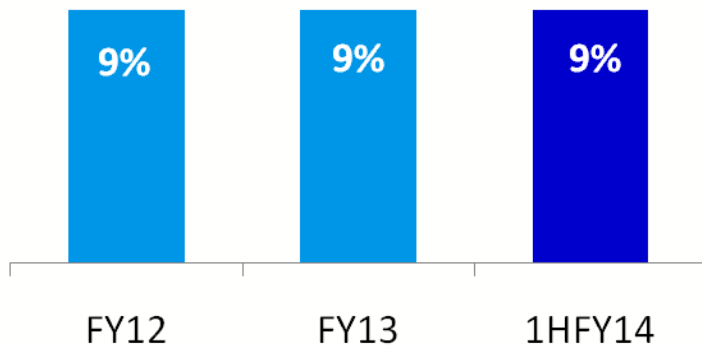
TOTAL ASSETS (PhP MM)



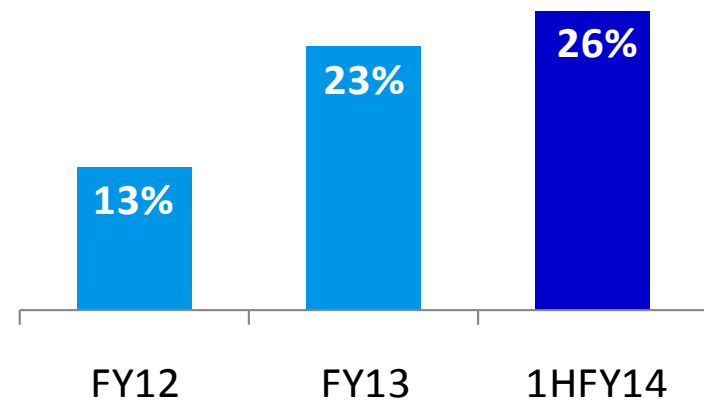
SHAREHOLDER'S EQUITY (PhP MM)



RETURN ON EQUITY



CURRENT NET DEBT TO EQUITY

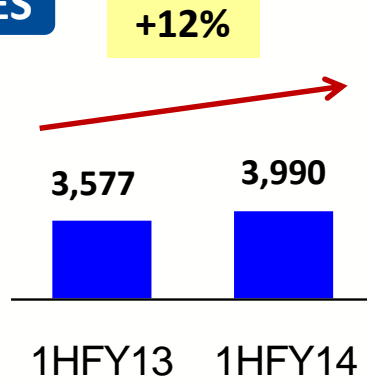


ROBINSONS LAND
CORPORATION

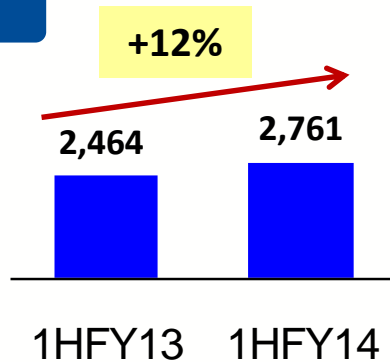


ROBINSONS LAND
CORPORATION

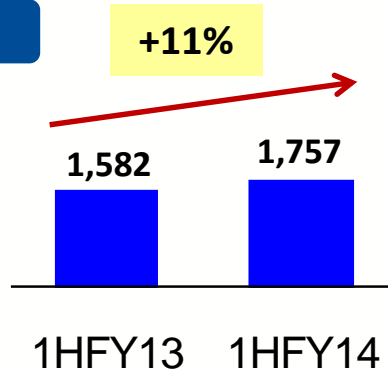
REVENUES



EBITDA



EBIT

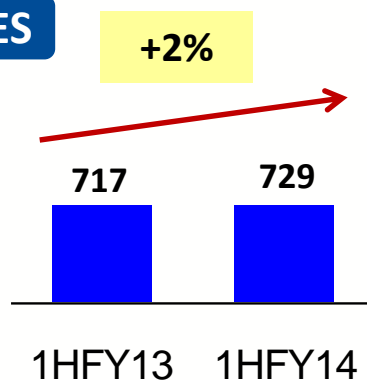


ROBINSONS
MALLS

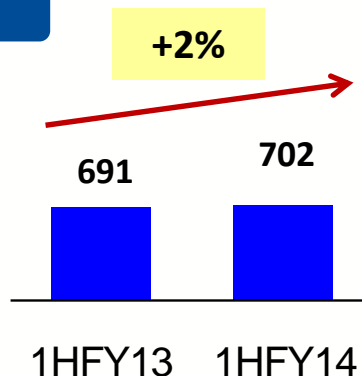
- Second largest mall operator in the Philippines with **37** malls
- **1,025,000** sqm in GLA
- **1,900,000** sqm in GFA
- **95%** latest system-wide occupancy
- Approximately **7,000** retailers
- Same mall revenue growth has been tracking **8%** in the past 5 years



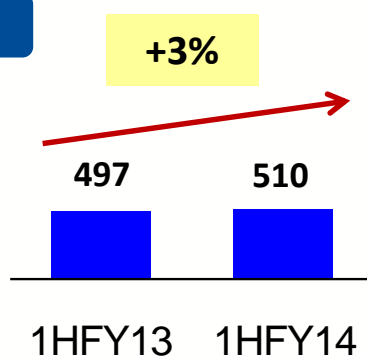
REVENUES



EBITDA



EBIT



- A leading BPO office space provider with **273,000 sqm** net leasable space
- Total occupancy is **98%**
- Increased space by 41% or 80,000 sqm in FY 2014
- Dominant landlord in the Ortigas Central Business District

SYKES

accenture

globalpayments

EMERSON

west

West Corporation

CONVERGYS
Outthinking Outdoing

hp

TeleTech

USAUTOPARTS

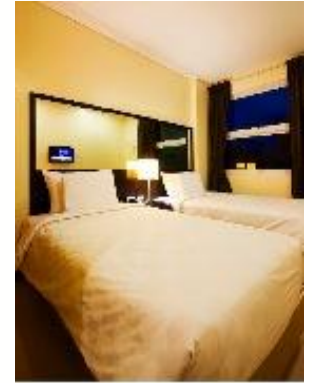


ROBINSONS LAND CORPORATION



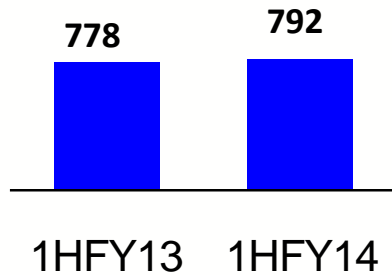


ROBINSONS LAND
CORPORATION



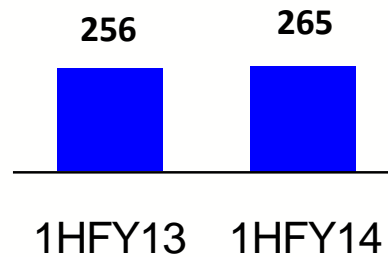
REVENUES

+2%



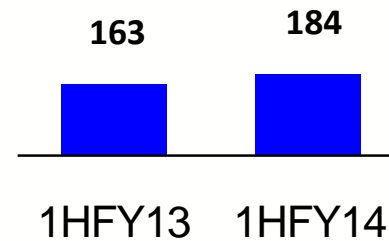
EBITDA

+3%



EBIT

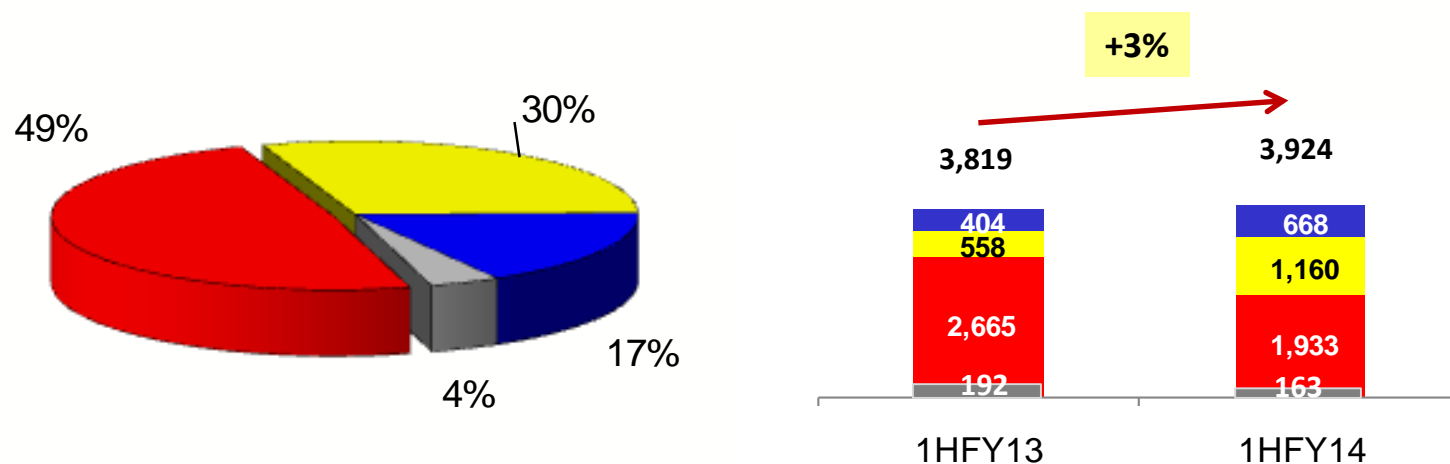
+13%





ROBINSONS LAND CORPORATION

SALES TAKE-UP



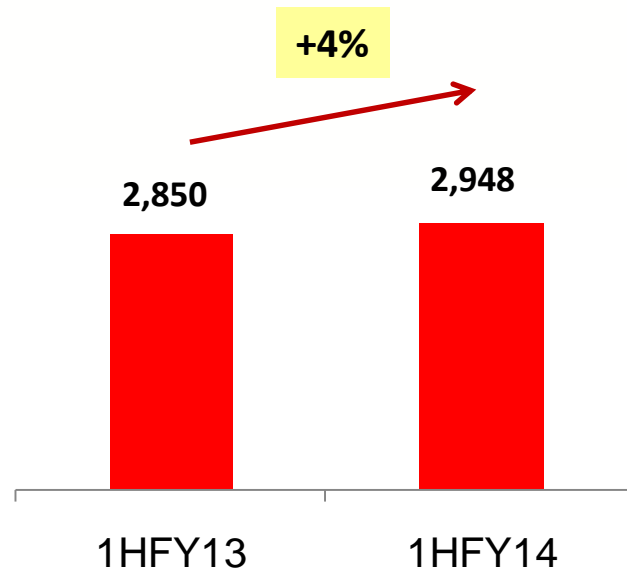
2 new projects for 1HFY2014





ROBINSONS LAND
CORPORATION

REALIZED REVENUES



- Realized Revenues amounted to PhP2.9B
- EBITDA amounted to PhP718.7M
- EBIT amounted to PhP704M

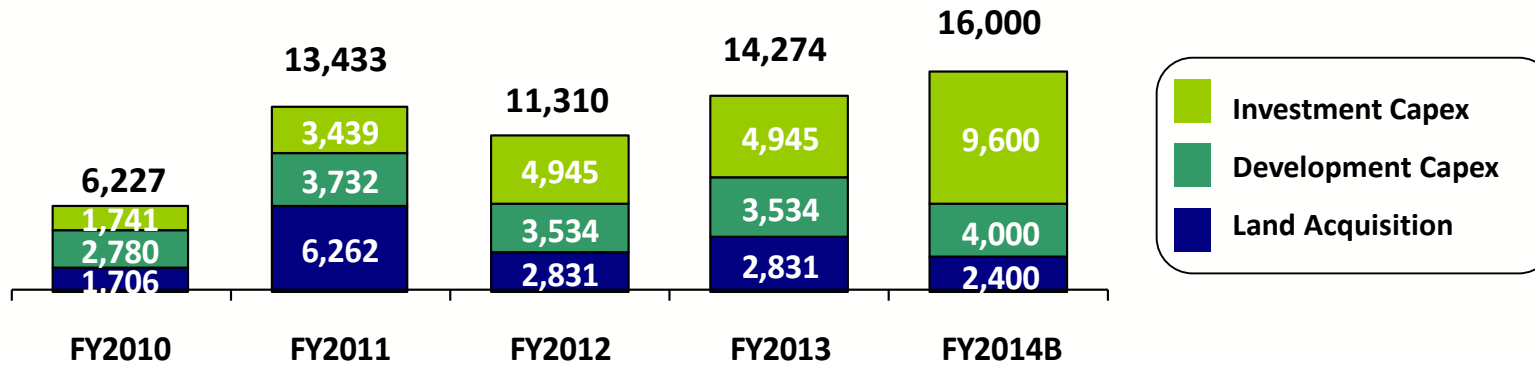


CAPITAL EXPENDITURE AND LANDBANK



ROBINSONS LAND
CORPORATION

CAPITAL EXPENDITURE

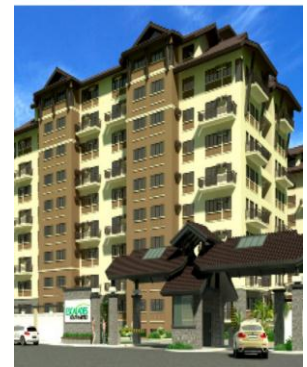


■ Investment Capex
■ Development Capex
■ Land Acquisition

LANDBANK as of 31 March 2014

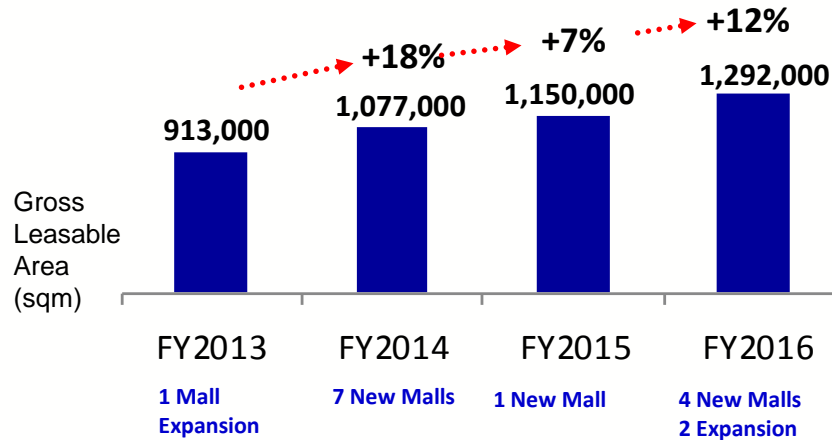
SUMMARY	Area (has.)	ESTIMATED VALUE	PhP Bn
Malls	151.4	Metro Manila	12.2
Condominiums*	23.0	Luzon	7.4
Offices*	8.5	Visayas	3.6
Homes*	377.5	Mindanao	2.9
Hotels	6.1	TOTAL	26.1
TOTAL	566.5		

*Some properties with Joint Venture partners

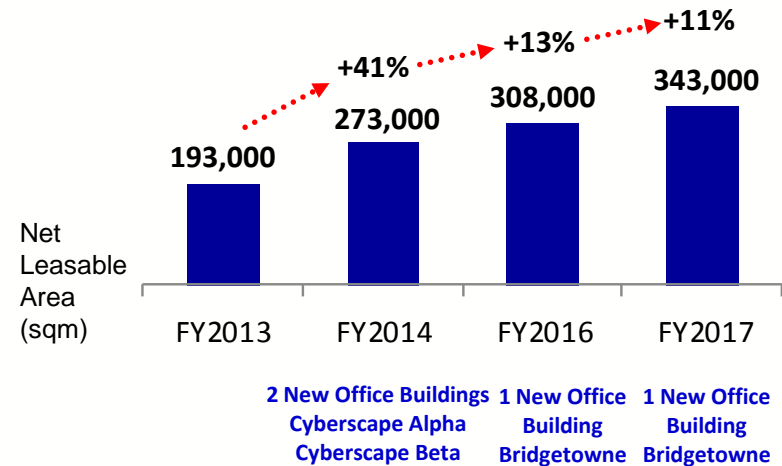




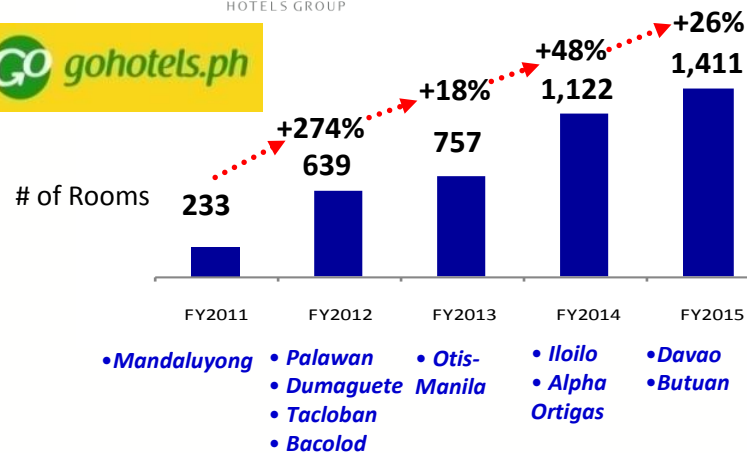
ROBINSONS MALLS



ROBINSONS OFFICES



Currently evaluating opportunities for 4 new Summit Hotels

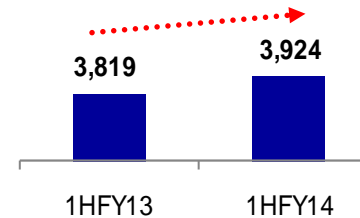


ROBINSONS LAND RESIDENTIAL DIVISION

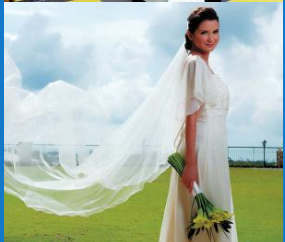
We Are Home.

Beefed up sales force and increased marketing efforts

Sales Take Up (PhPMM)



ROBINSONS LAND CORPORATION



ROBINSONS LAND CORPORATION

THANK YOU

