








**ROBINSONS LAND
CORPORATION**

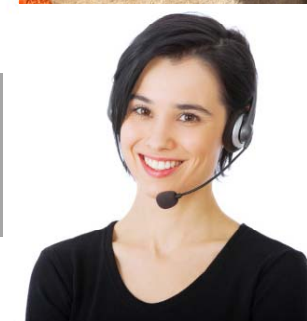
YOUR DREAMS. OUR FOUNDATION.

QUARTERLY INVESTORS' BRIEFING

16 May 2013

FINANCIAL HIGHLIGHTS – 1HFY2013

PhP MM	REVENUES	%Total RLC	YoY	EBITDA	%Total RLC	YoY	EBIT	%Total RLC	YoY
	7,922	100%	17%	4,185	100%	16%	2,999	100%	17%
 malls	3,577	45%	14%	2,464	59%	11%	1,581	53%	8%
 offices	717	9%	6%	691	17%	6%	497	17%	8%
 hotels	778	10%	15%	256	6%	26%	163	5%	40%
 residential	2,850	36%	26%	774	18%	44%	758	25%	46%

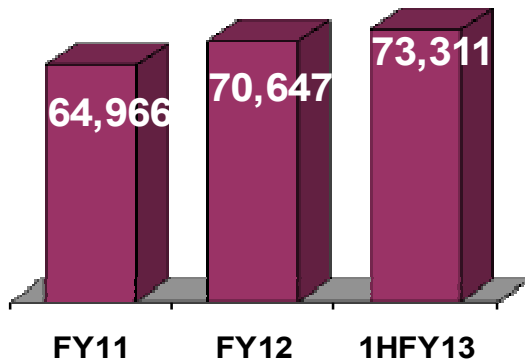


STRONG BALANCE SHEET POSITION

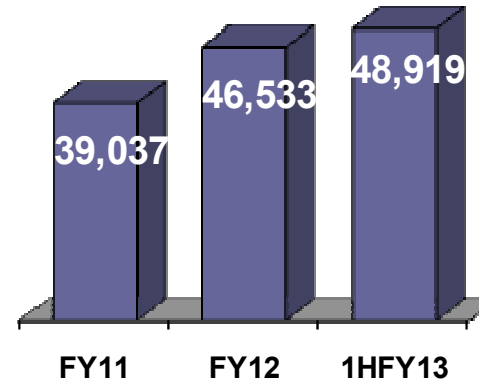


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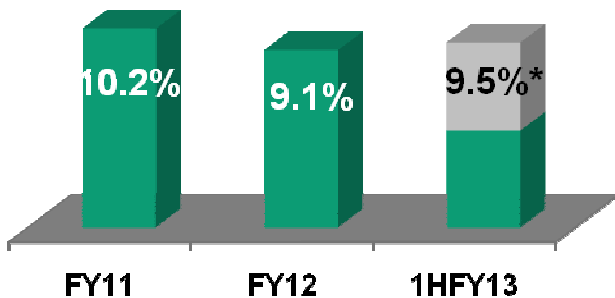
TOTAL ASSETS (PhP MM)



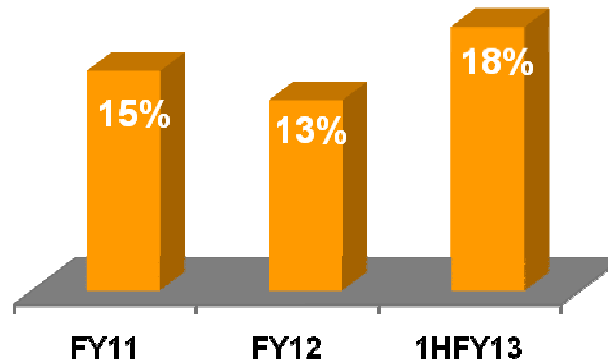
SHAREHOLDER'S EQUITY (PhP MM)



RETURN ON EQUITY



CURRENT NET DEBT TO EQUITY

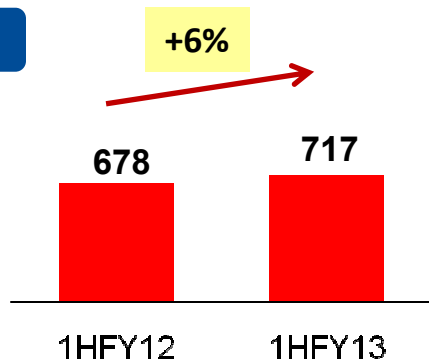


*Annualized

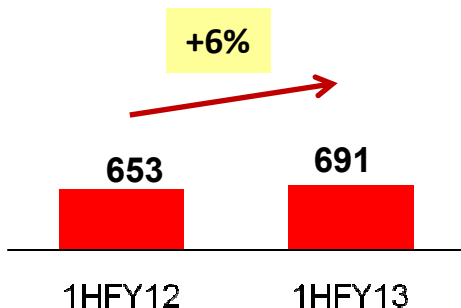


Office Buildings Division

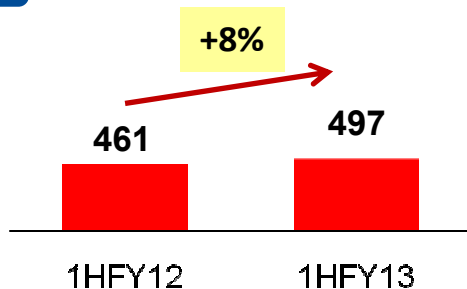
REVENUES



EBITDA



EBIT



- One of the Philippines' leading BPO office space provider with **193,000 sqm** net leasable space
- Total occupancy for **8** completed buildings is **100%**
- 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

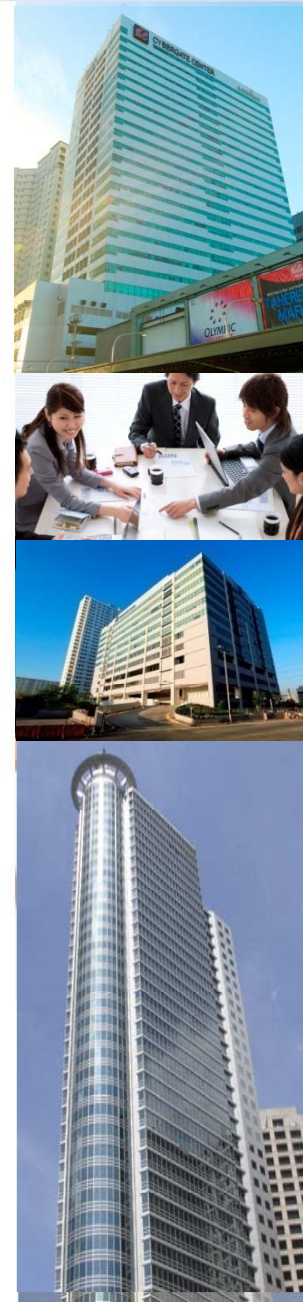


globalpayments

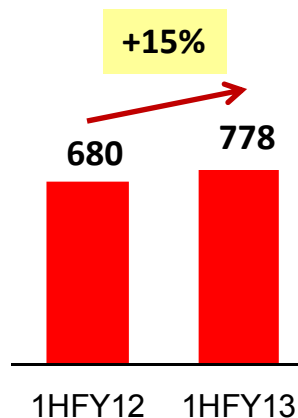
CONVERGYS
Outthinking Outdoing



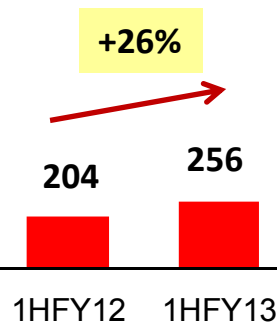
USAUTOPARTS



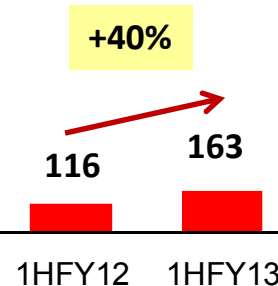
REVENUES



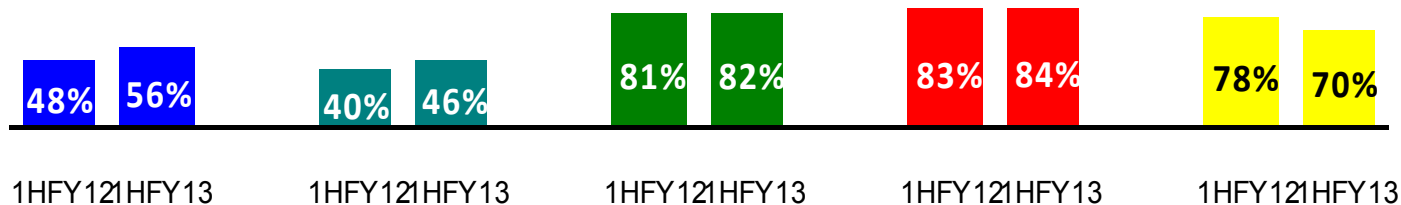
EBITDA



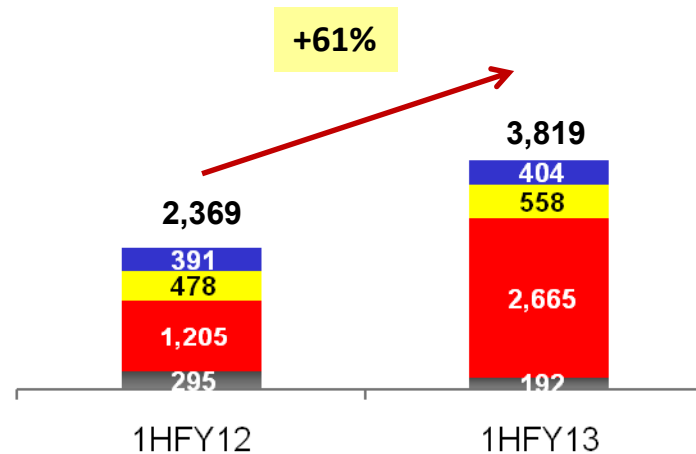
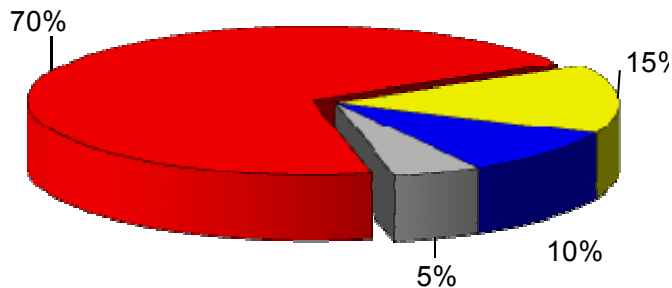
EBIT



Occupancy Rate



SALES TAKE-UP



- Net pre-sales 1HFY13 at PhP3.82B, 61% higher than same period last year
- 5 Expansion projects as of 1HFY2013



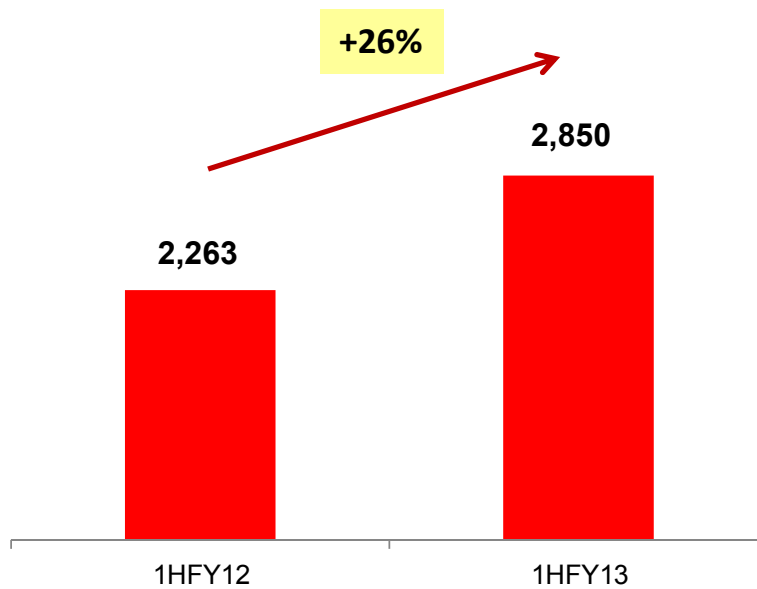
- Axis Residences
- Acacia Escalades



- Bloomfields Cagayan De Oro Ph2
- Bloomfields General Santos Ph 2
- Bloomfields Heights Lipa Ph 2



REALIZED REVENUES

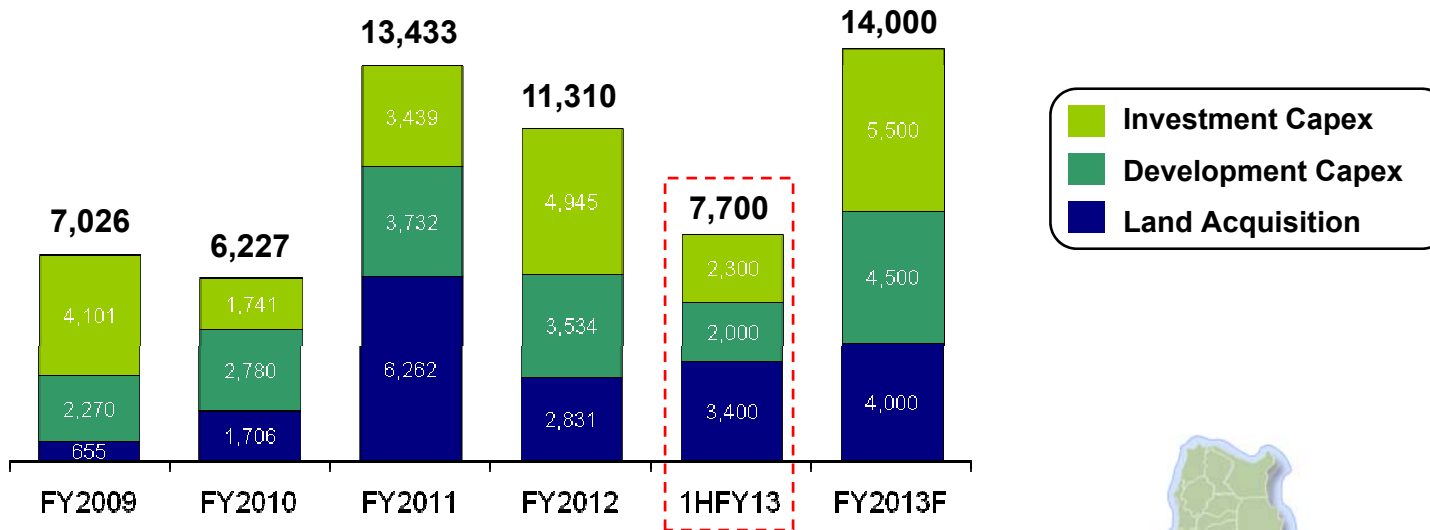


- Realized Revenues amounted to PhP2.85B
- EBITDA amounted to PhP773.9M
- EBIT amounted to PhP757.6M



CAPITAL EXPENDITURE AND LANDBANK

CAPITAL EXPENDITURE



LANDBANK as of 31 March 2013

SUMMARY	Area (has.)	ESTIMATED VALUE	Php B
Malls	157.6	Metro Manila	11.6
Condominiums*	24.8	Luzon	6.1
Offices*	1.5	Visayas	3.6
Homes*	380.9	Mindanao	1.1
Hotels	6.0	TOTAL	22.4
TOTAL	570.9		

*Some properties with Joint Venture partners



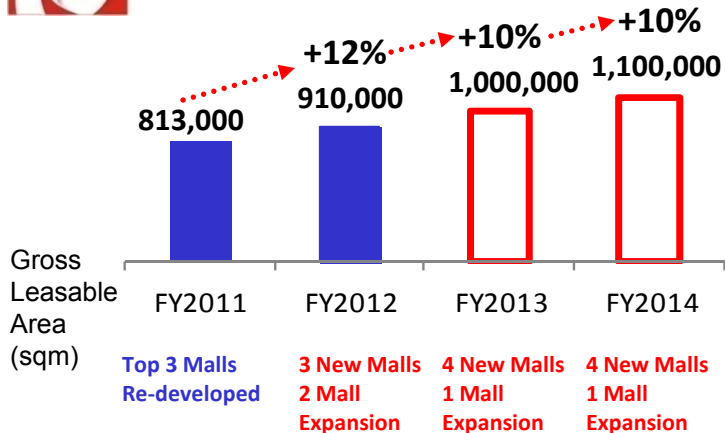
MOVING FORWARD – Future Plans & Strategies



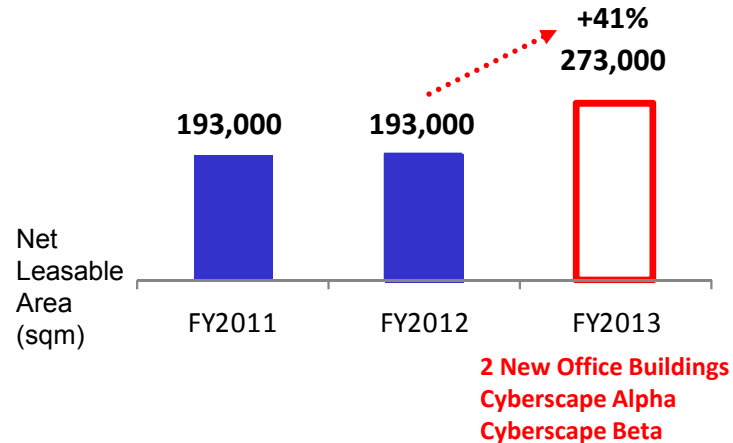
ROBINSONS LAND CORPORATION



ROBINSONS
MALLS



ROBINSONS
OFFICES



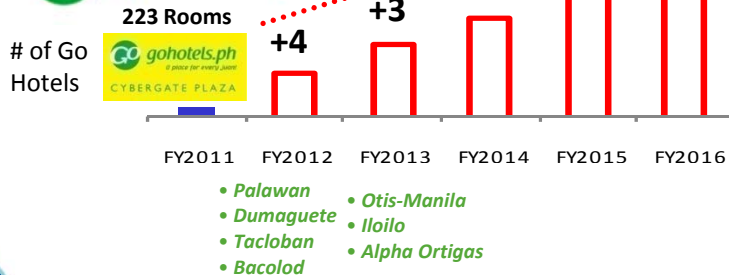
Hotels Division

S
SUMMIT
HOTELS GROUP

Currently evaluating opportunities for 3 new Summit Hotels



gohotels.ph

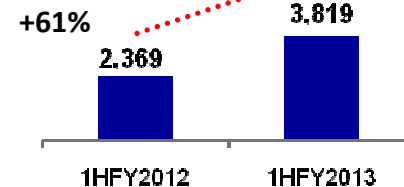


Residential Division

Beefed up sales force and increased marketing efforts

Sales Take Up

(PhPMM):



ROBINSONS
LUXURIA
ROBINSONS
COMMUNITIES

ROBINSONS
RESIDENCES
Robinsons
Homes

