



**ROBINSONS LAND
CORPORATION**






YOUR DREAMS. OUR FOUNDATION.

QUARTERLY INVESTORS' BRIEFING

14 August 2013

FINANCIAL HIGHLIGHTS – Q3FY2013

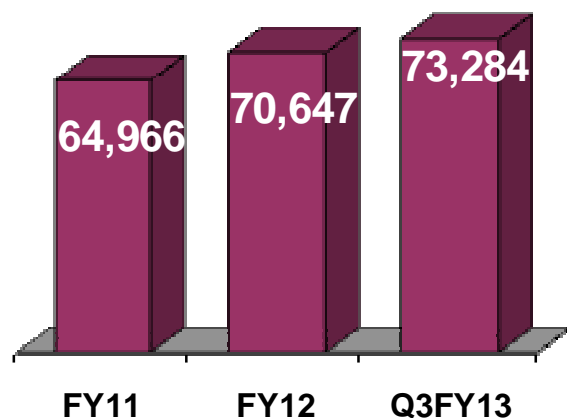


PhP MM	REVENUES	%Total RLC	YoY	EBITDA	%Total RLC	YoY	EBIT	%Total RLC	YoY
	12,400	100%	23%	6,379	100%	17%	4,534	100%	18%
 malls	5,470	44%	16%	3,708	58%	12%	2,321	51%	8%
 offices	1,073	9%	5%	1,050	16%	5%	760	17%	7%
 hotel	1,147	9%	12%	367	6%	21%	225	5%	32%
 residential	4,710	38%	43%	1,254	20%	51%	1,228	27%	53%

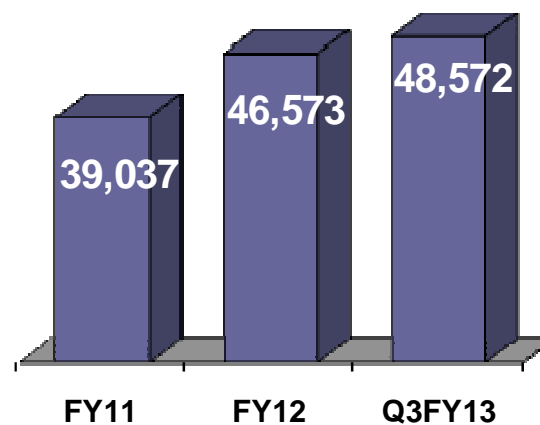


STRONG BALANCE SHEET POSITION (as of June 2013)

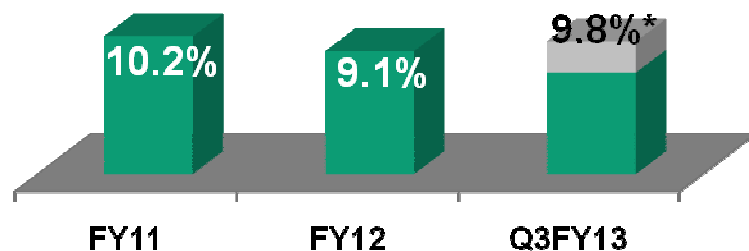
TOTAL ASSETS (PhP MM)



SHAREHOLDER'S EQUITY (PhP MM)

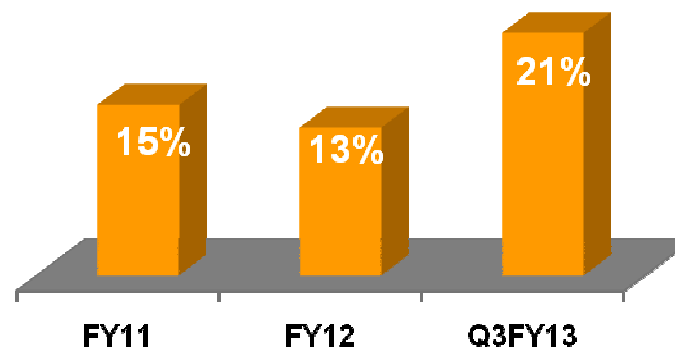


RETURN ON EQUITY



*Annualized

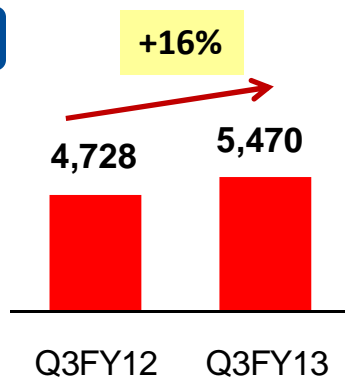
CURRENT NET DEBT TO EQUITY



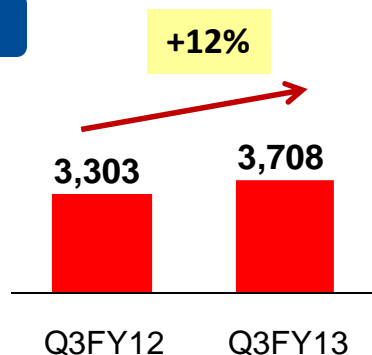
Commercial Centers Division



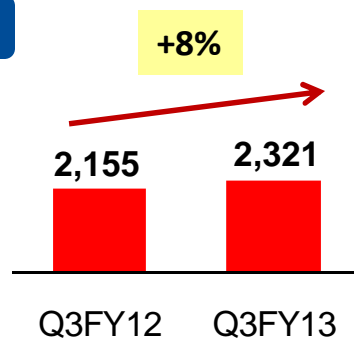
REVENUES



EBITDA



EBIT

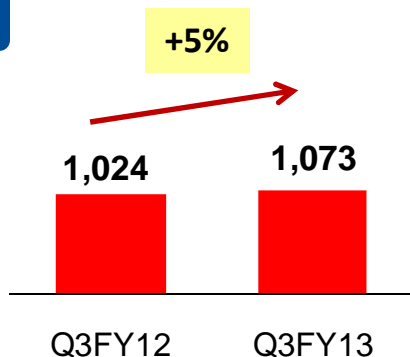


- Second largest mall operator in the Philippines with **32** malls
- **910,000** sqm gross leasable space as of June 30, 2013
- **95.7%** latest system-wide occupancy

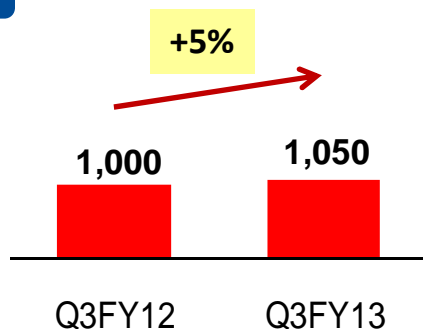


Office Buildings Division

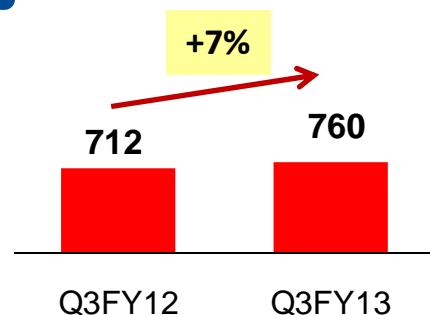
REVENUES



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 **99.5%**
- 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

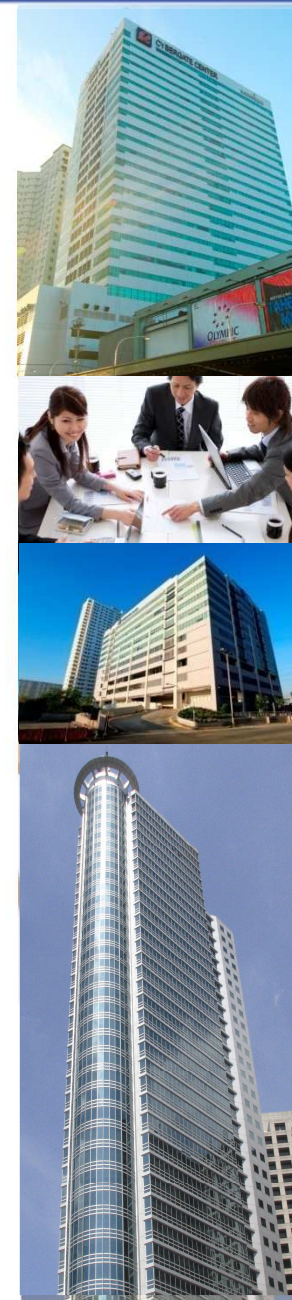


globalpayments

CONVERGYS
Outthinking Outdoing



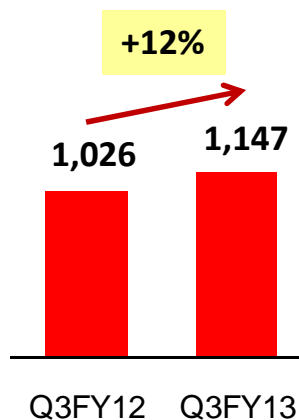
USAUTOPARTS



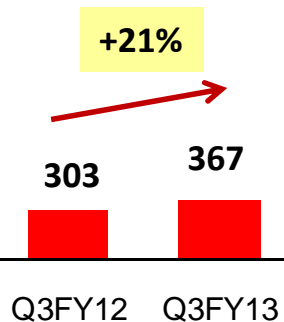
Hotels Division



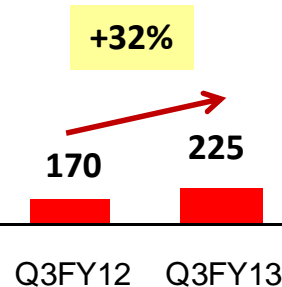
REVENUES



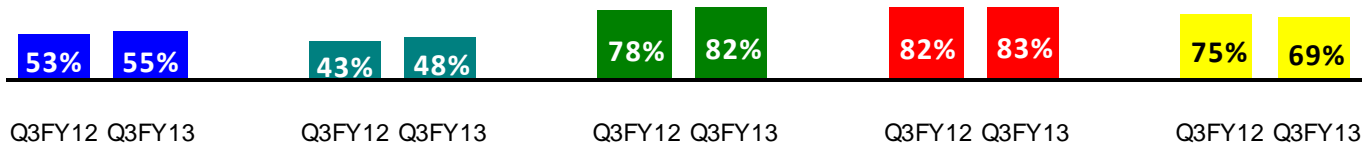
EBITDA



EBIT



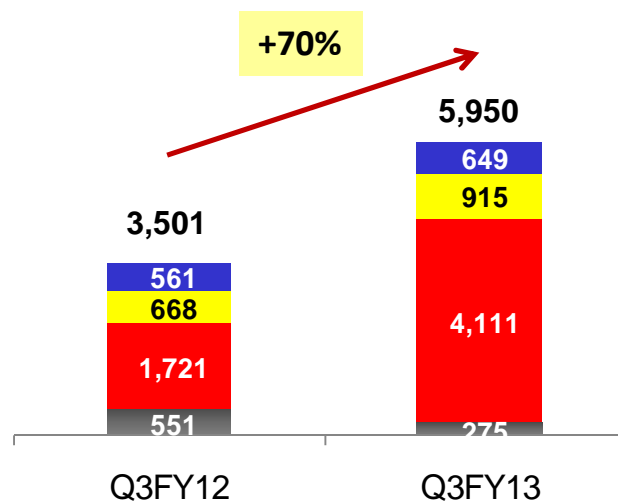
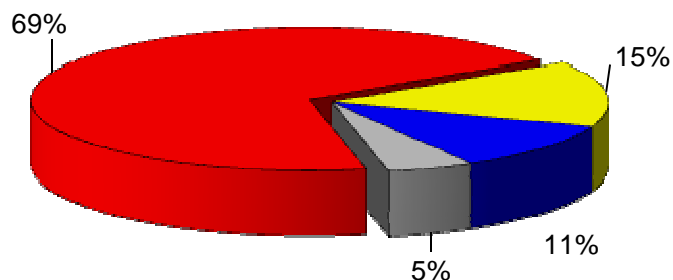
Occupancy Rate



Residential Division



SALES TAKE-UP



- Net pre-sales Q3FY13 at PhP5.95B, 70% higher than same period last year
- 1 new and 6 expansion projects as of Q3FY2013



- Radiance Manila Bay
- The Sapphire Bloc West Tower



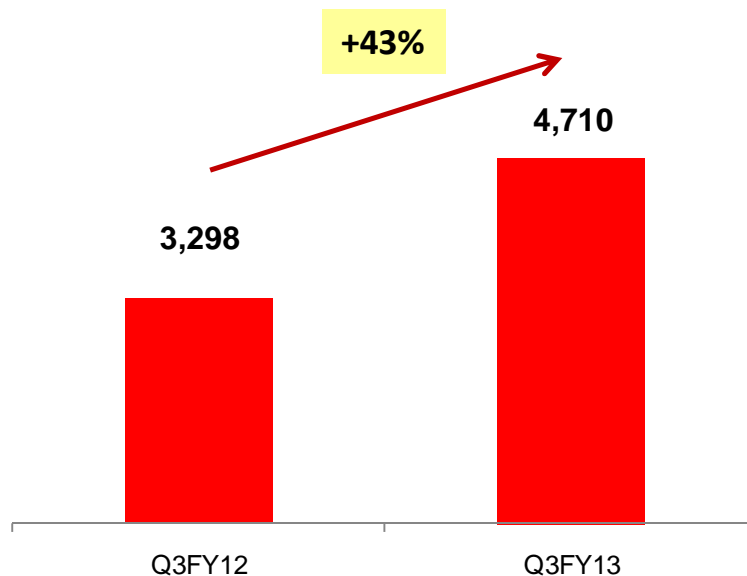
- Axis Residences
- Acacia Escalades



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



REALIZED REVENUES



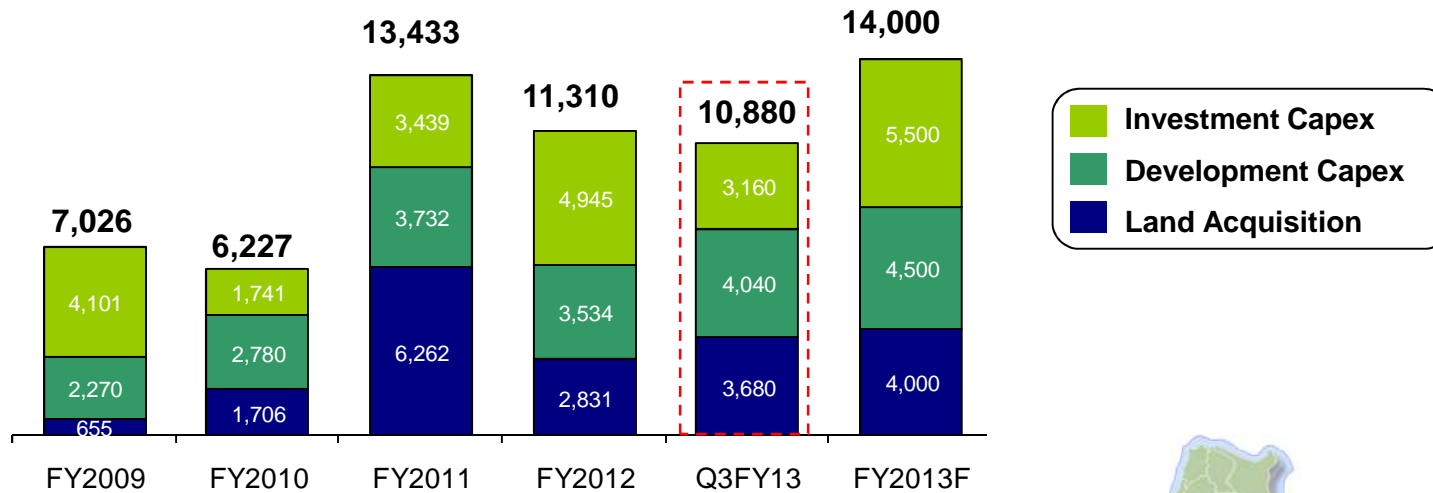
- Realized Revenues amounted to PhP4.71B
- EBITDA amounted to PhP1,254M
- EBIT amounted to PhP1,228M



CAPITAL EXPENDITURE AND LANDBANK



CAPITAL EXPENDITURE



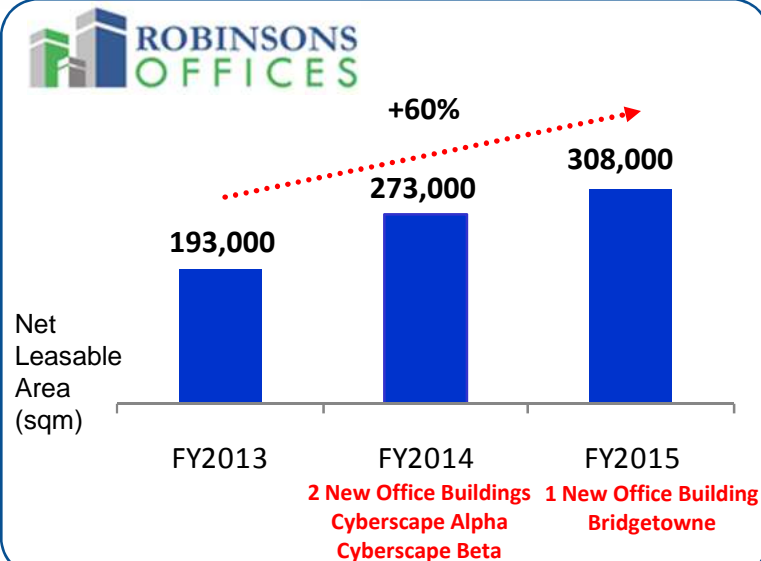
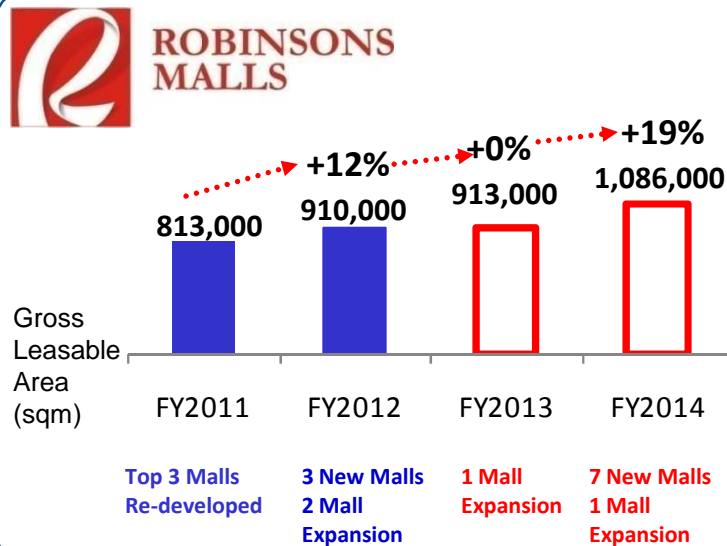
LANDBANK as of 30 June 2013

SUMMARY	Area (has.)	ESTIMATED VALUE	PhP B
Malls	161.0	Metro Manila	11.6
Condominiums*	24.8	Luzon	6.2
Offices*	1.5	Visayas	3.6
Homes*	380.9	Mindanao	1.1
Hotels	6.0	TOTAL	22.5
TOTAL	574.2		

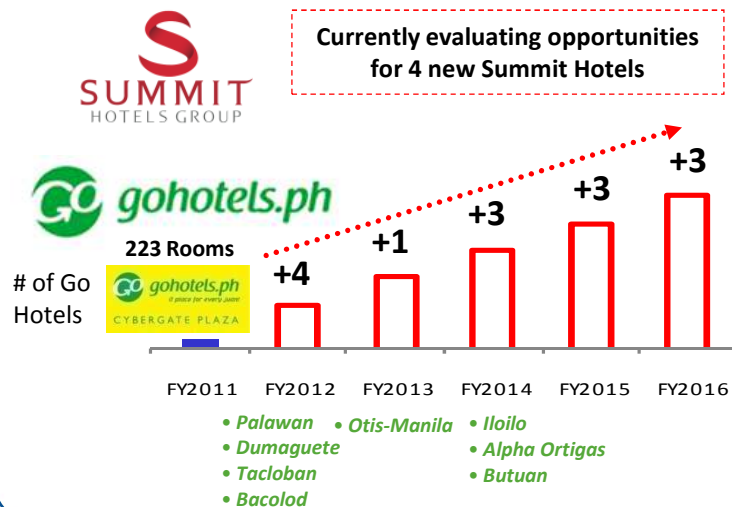
*Some properties with Joint Venture partners



MOVING FORWARD – Future Plans & Strategies

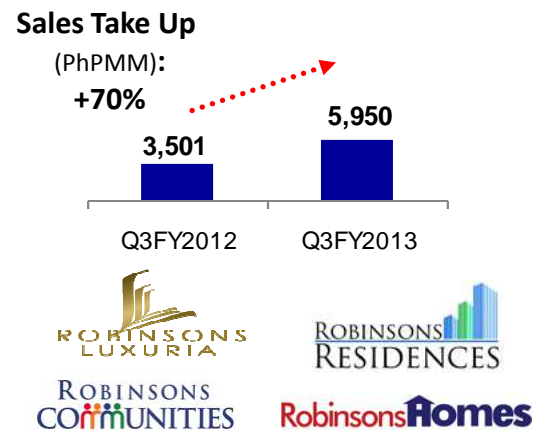


Hotels Division



Residential Division

Beefed up sales force and increased marketing efforts





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**End of Presentation
Thank You**