

1H CY2017 BRIEFING CALL



**ROBINSONS LAND
CORPORATION**

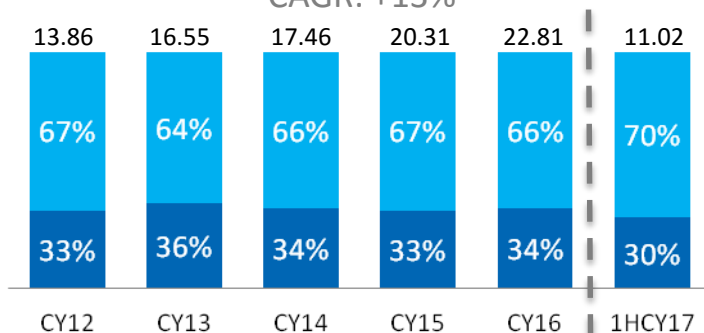
AUGUST 7, 2017

STABLE CASH FLOWS ANCHORED BY RECURRING INCOME AND REVENUE

RLC's **investment portfolio** continues to account for a **major share** in Revenues, EBITDA and EBIT

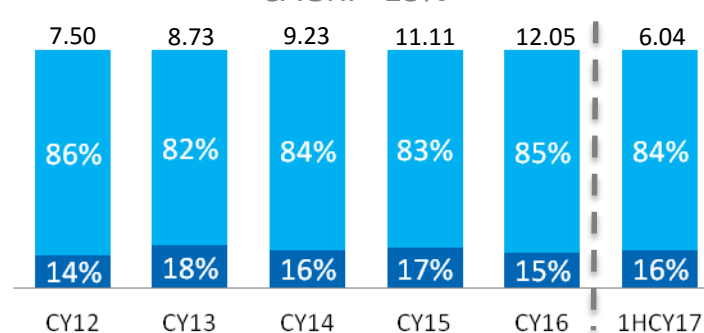
REVENUES (in Php B)

CAGR: +13%



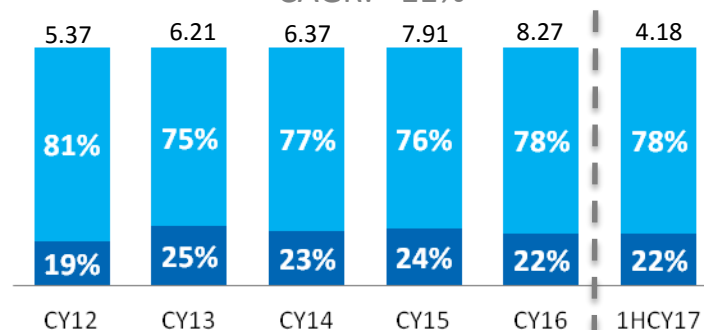
EBITDA (in Php B)

CAGR: +13%



EBIT (in Php B)

CAGR: +11%



1HCY17 Investment portfolio posted:

- +6% in Revenues
- +8% in EBITDA
- +9% in EBIT



Investment Portfolio



Development Portfolio



ROBINSONS LAND

FINANCIAL PERFORMANCE HIGHLIGHTS – 1HCY17

(IN MILLIONS)



REVENUE

EBITDA

EBIT

	1HCY17	% to RLC	YoY	1HCY17	% to RLC	YoY	1HCY17	% to RLC	YoY
TOTAL RLC	11,015	100%	1%	6,045	100%	3%	4,176	100%	1%
MALLS	5,248	48%	6%	3,397	56%	7%	1,958	47%	7%
OFFICES	1,505	14%	9%	1,364	23%	10%	1,054	25%	12%
HOTELS	919	8%	7%	333	5%	12%	243	6%	14%
RESIDENTIAL	3,344	30%	-9%	950	16%	-18%	921	22%	-20%

Net Income ended at Php2,918 in 1HCY2017

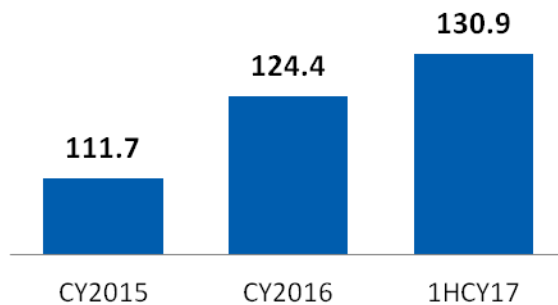


ROBINSONS LAND

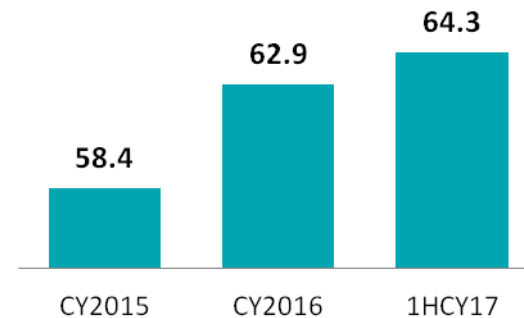
STRONG FINANCIAL POSITION

RLC has a **sound** financial position and capital base, and exhibits **prudence** in debt management

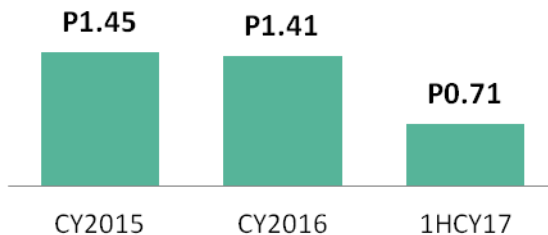
TOTAL ASSETS
(in Php B)



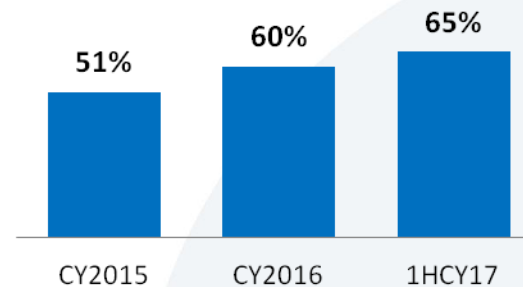
SHAREHOLDERS' EQUITY
(in Php B)



EARNINGS PER SHARE



NET DEBT TO EQUITY



ROBINSONS LAND

Commercial Centers Division



ROBINSONS
MALLS

- 2nd largest mall operator in the Philippines with **44** malls nationwide, 9 within Metro Manila and 35 in other urban areas
- **1,290,000** sqm in Gross Leasable Area
- **2,438,000** sqm in Gross Floor Area
- **95%** latest system-wide occupancy
- Over **8,100** retailers

Partners



COTTON:ON

GIORDANO

OLD NAVY

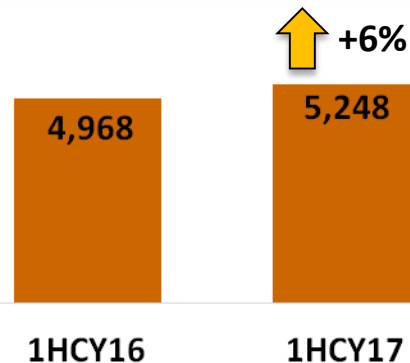


BENCH/

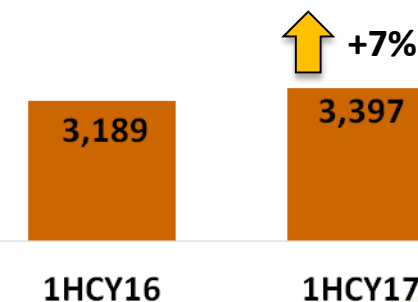


PENSHOPPE

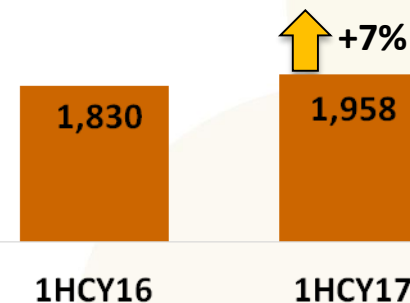
REVENUES



EBITDA



EBIT



ROBINSONS LAND



Office Buildings Division



- Leading BPO office space provider with **331,000 sqm** net leasable space
- Total leased space for our **13 office developments** is **97%**
- Dominant landlord in the **Ortigas Central Business District**

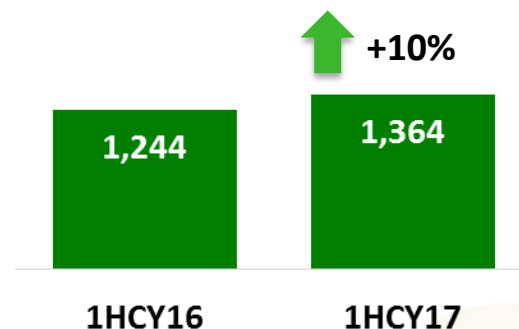
Partners



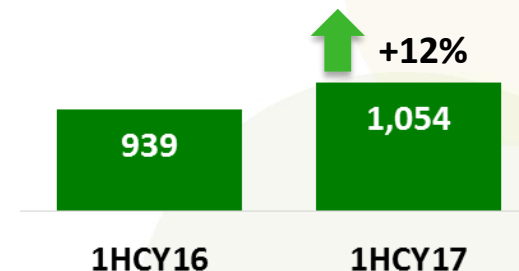
REVENUES



EBITDA



EBIT



ROBINSONS LAND



Hotels Division



- Multi-branded hotel portfolio spanning essential service hotels to standard and deluxe hotels, with **16 hotel properties**
- Company-owned brands** continue to expand and grow
- 2,444 rooms** across all segments

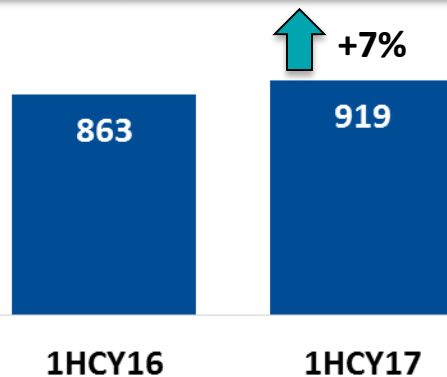
International Brands



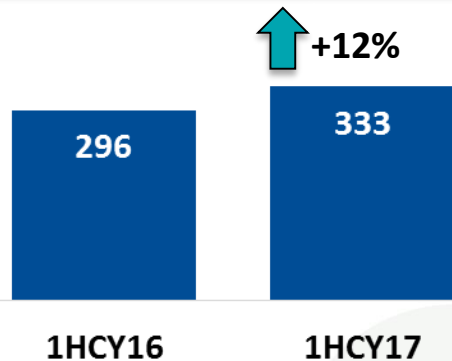
Company-owned Brands



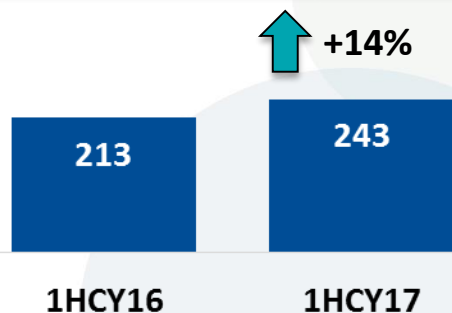
REVENUES



EBITDA



EBIT

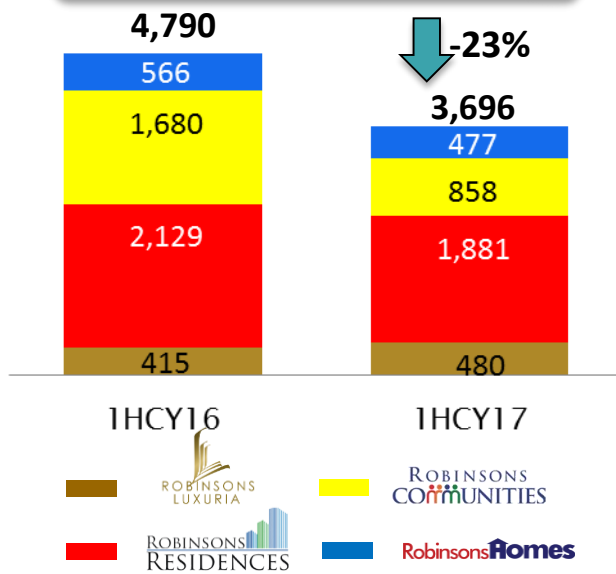


ROBINSONS LAND

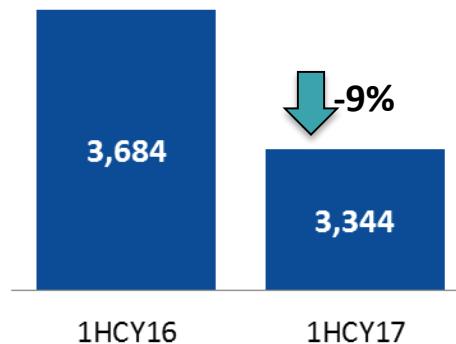




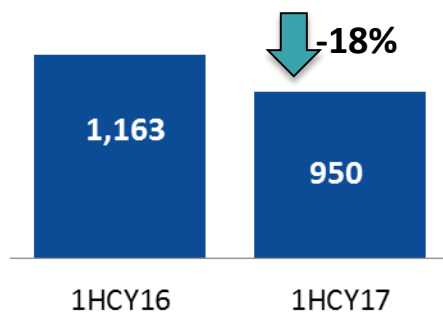
NET SALES TAKE-UP



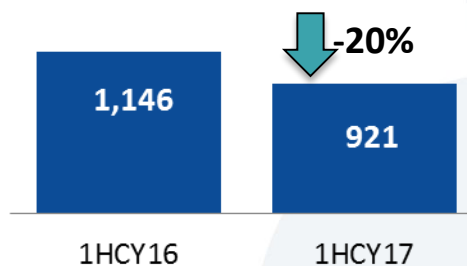
REALIZED REVENUES



EBITDA



EBIT





Sierra Valley

Land Development will commence in 2017

Location	Ortigas Extension, Cainta, Rizal
Plot Area	18 hectares
Planned Development	Mixed-use
Nature of Acquisition	Acquired from Mitsubishi Corporation
Year Acquired	2015

Warehouse Facility

Construction is on-going

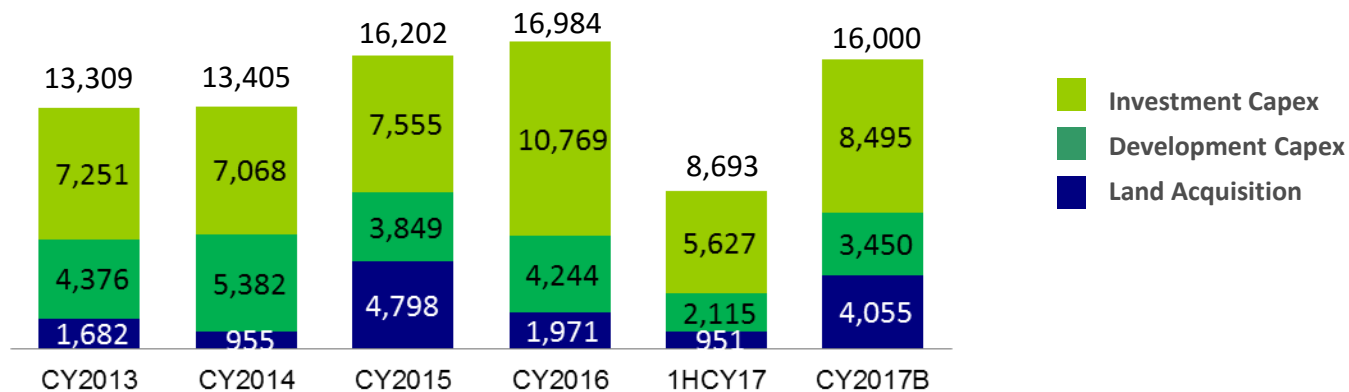
Location	Muntinlupa City
GLA	32,000 sq.m.
Property Type	Warehouse
Completion	1 st quarter of 2018



ROBUST GROWTH PROSPECTS

CAPITAL EXPENDITURE (Philippines)

Capital expenditure program **in line with overall corporate strategy**

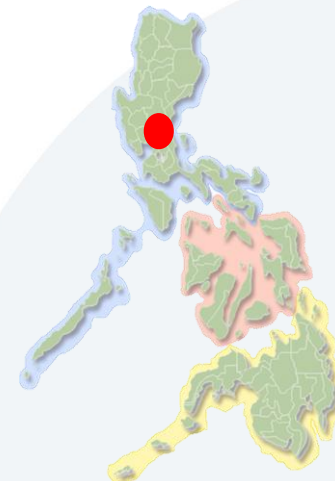


LAND BANK as of 30 Jun. 2017 (Philippines)

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

SUMMARY	Area in has.
Malls	214.2
Condominiums	6.5
Offices	9.5
Homes	385.1
Hotels	3.4
TOTAL	618.7

ESTIMATED VALUE	In Php B
Metro Manila	13.2
Luzon	17.6
Visayas	3.0
Mindanao	3.6
TOTAL	37.4





CHENGDU BAN BIAN JIE

Construction is on-going

Plot Location	Group 2/5/6 Ban Bian Jie Ji Tou town, Wuhou District
Plot Area	8.5 hectares
Plot Ratio	2.6x
Gross Floor Area	220,000 sqm
Planned Development	Mainly residential
Total Land Price*	RMB 1.31 B (USD 207.36 M; PHP 9.63 B)
Nature of Acquisition	Acquired from government through public auction
Pre-selling Schedule	2018

* Excludes transactional fees

Note:

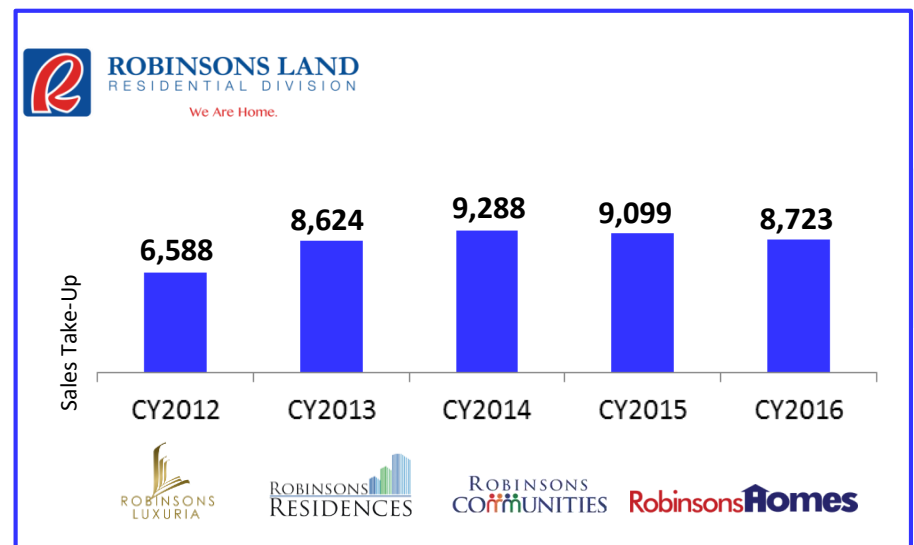
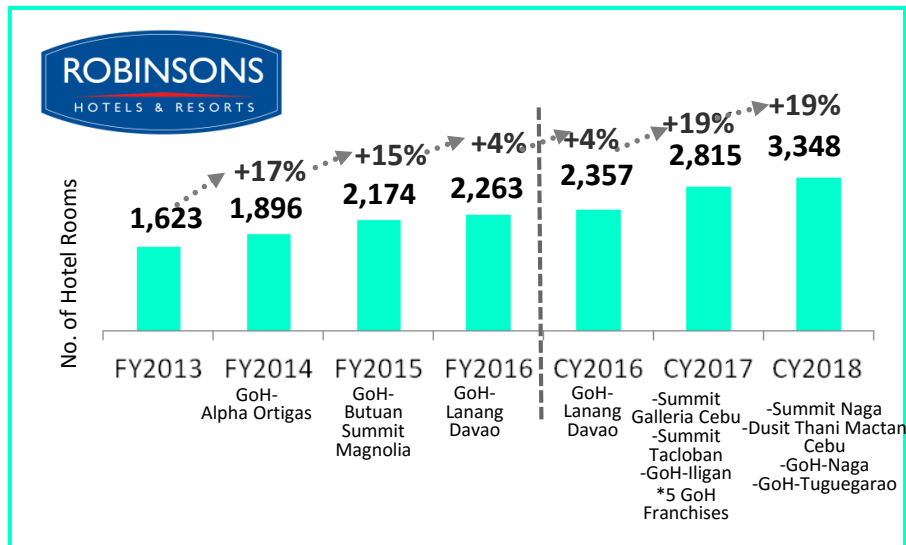
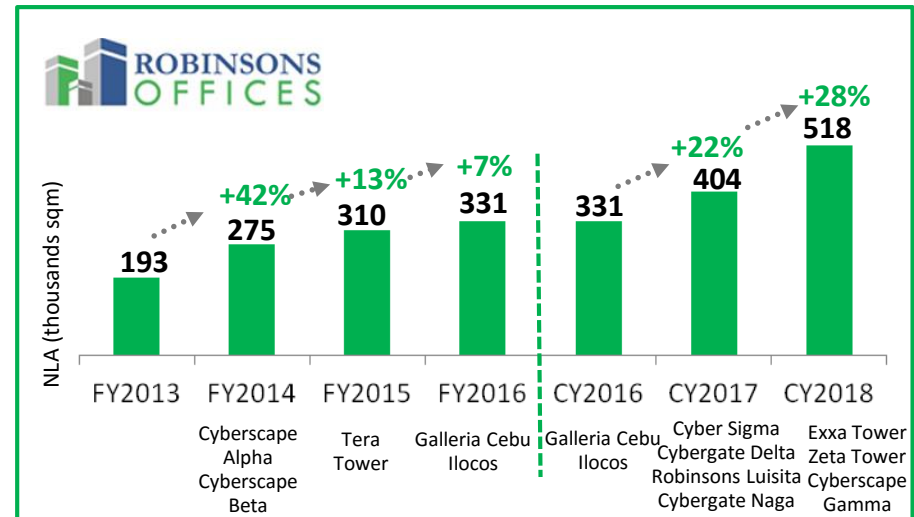
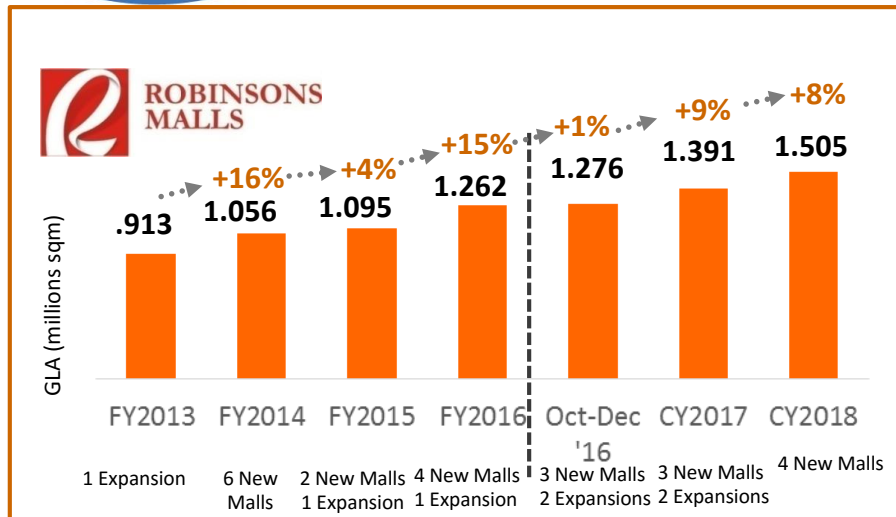
USD/RMB = 6.3561 and RMB/PHP = 7.31 as of 05 Oct 2015



ROBINSONS LAND

ROBUST GROWTH PROSPECTS

FUTURE PLANS AND STRATEGIES



INFRASTRUCTURE AND INTEGRATED DEVELOPMENTS