



ROBINSONS LAND
CORPORATION

QUARTERLY INVESTORS' BRIEFING

February 15, 2012



Financial Highlights

Q1 FY2012

P millions	REVENUES	%TOTAL RLC	YOY	EBITDA	YOY	EBIT	YOY
	3,582	100%	13%	2,026	9%	1,505	10%

P millions	REVENUES	%TOTAL RLC	YOY	EBITDA	YOY	EBIT	YOY
 malls	1,790	50%	14%	1,335	12%	960	17%

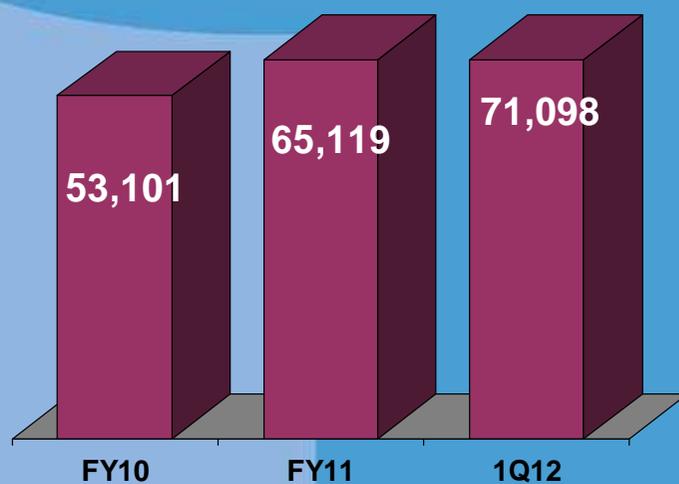
 office	348	10%	15%	336	9%	247	8%
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 hotel	341	10%	7%	107	4%	59	8%
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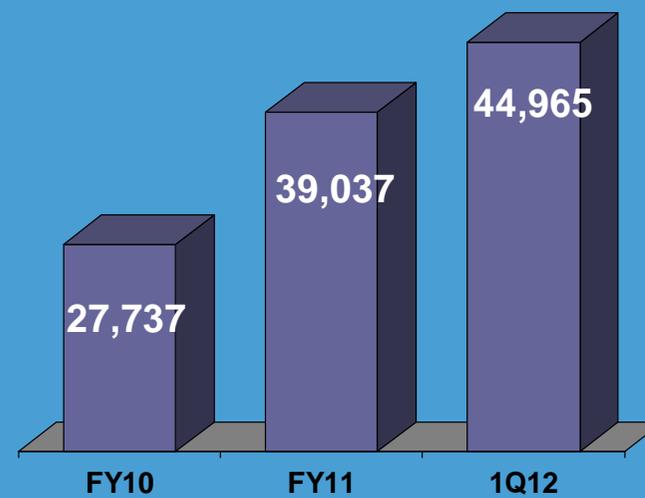
 residential	1,103	30%	11%	248	-6%	239	-7%
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Balance Sheet

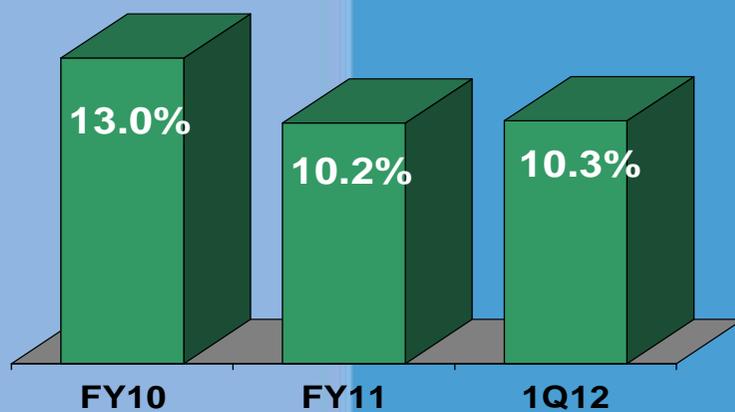
Total Assets (PhP M)



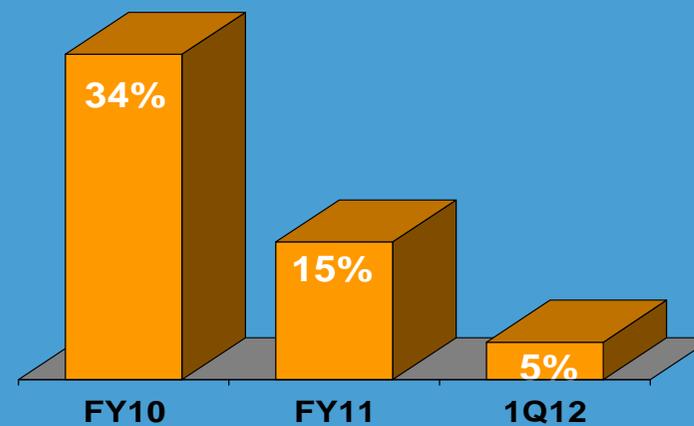
Shareholder's Equity (PhP M)



Return on Equity



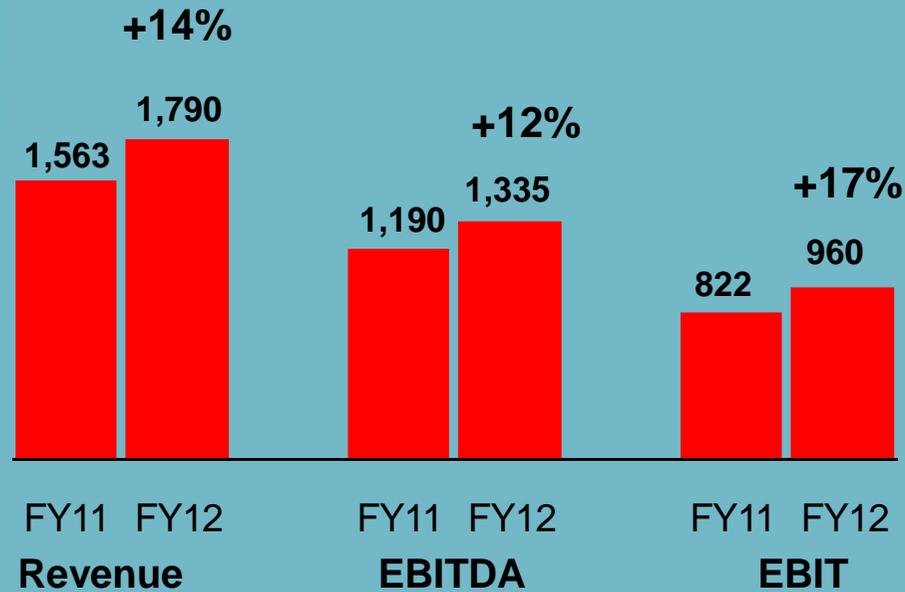
Current Net Debt to Equity



Commercial Centers Division



Q1FY12



✓ One of Philippine's largest mall operator with 29 malls

✓ 820,000 sqm gross leasable space

✓ 94.5% latest occupancy

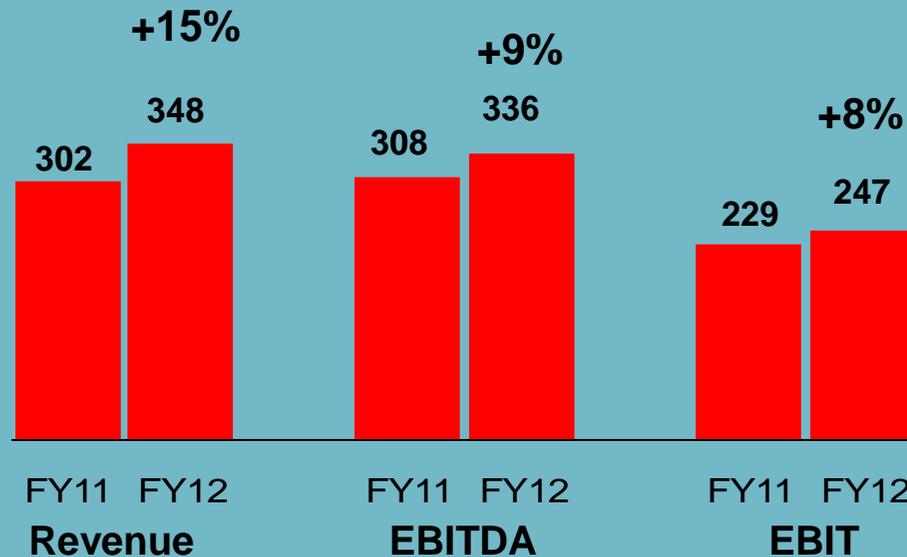
✓ Same mall revenue growth is 8%



Office Buildings Division



Q1FY12



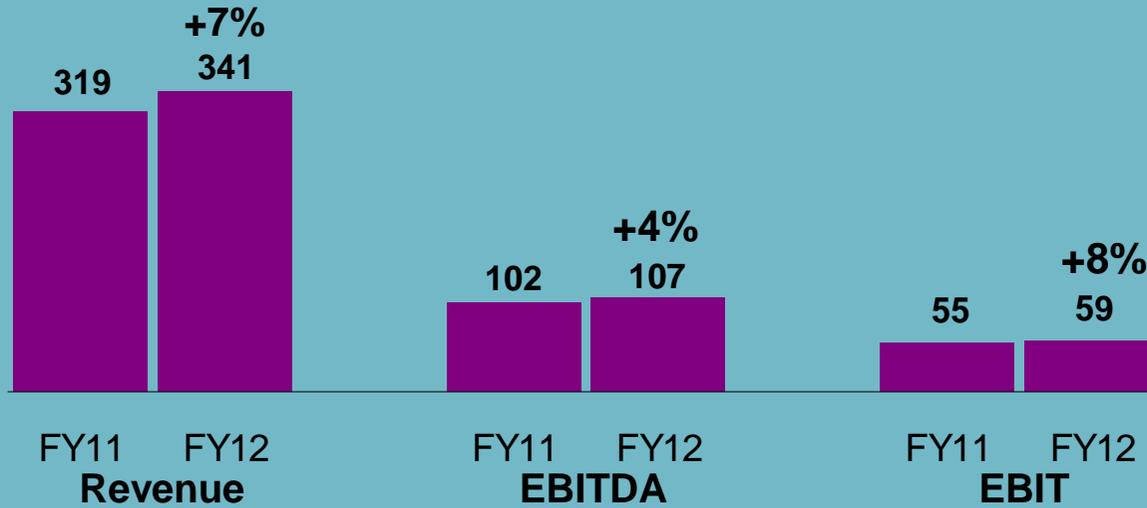
✓ One of Philippine's leading BPO office space provider with **194,000 sqm** net leasable space

✓ Total occupancy for 8 completed buildings is now 99%

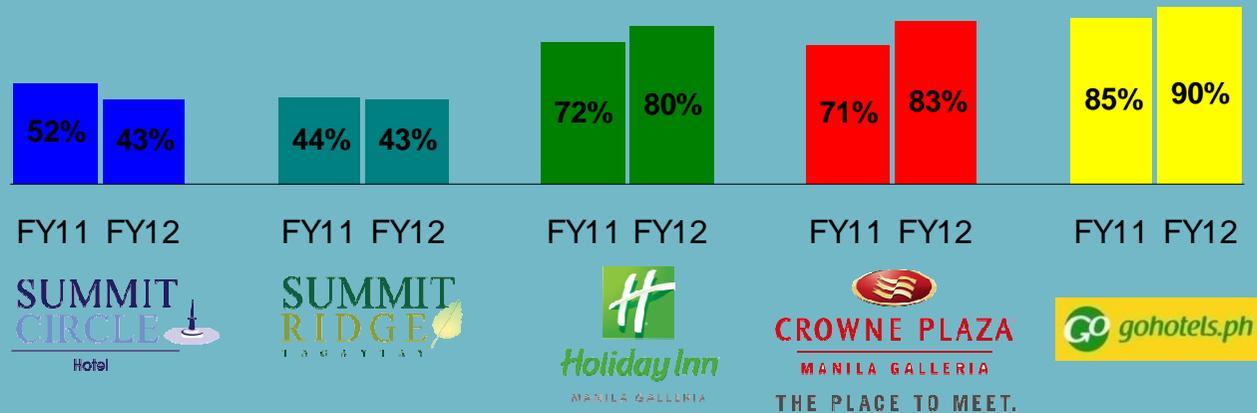
✓ We continue to be a leading provider of office spaces to BPOs in the Philippines, with **78%** of our office building space allocated for BPOs

Hotels Division

Q1FY12

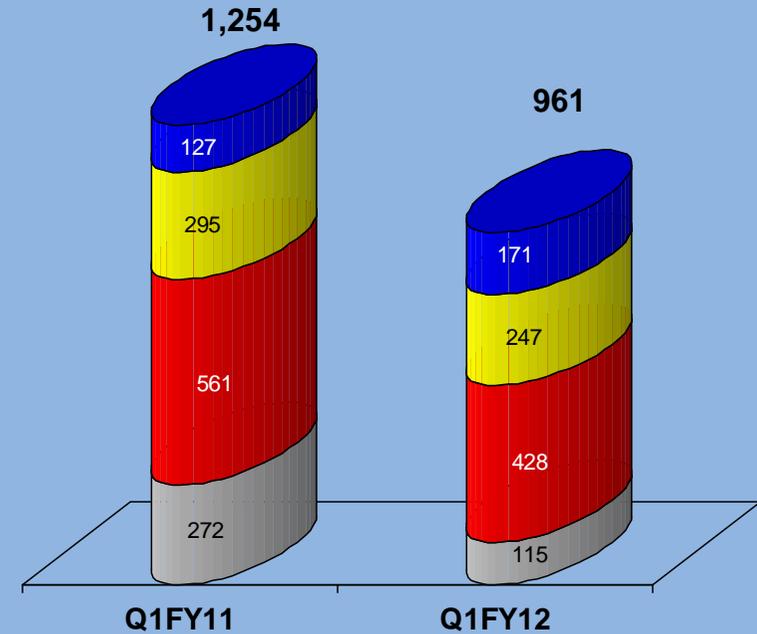
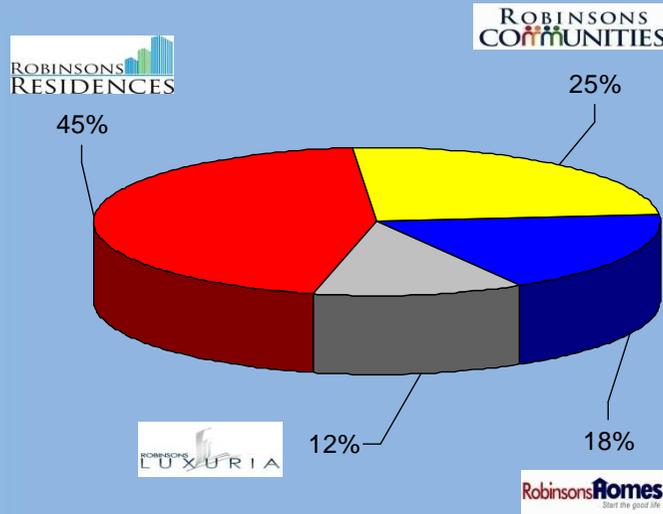


Occupancy Rate



Residential Division

Sales Take Up



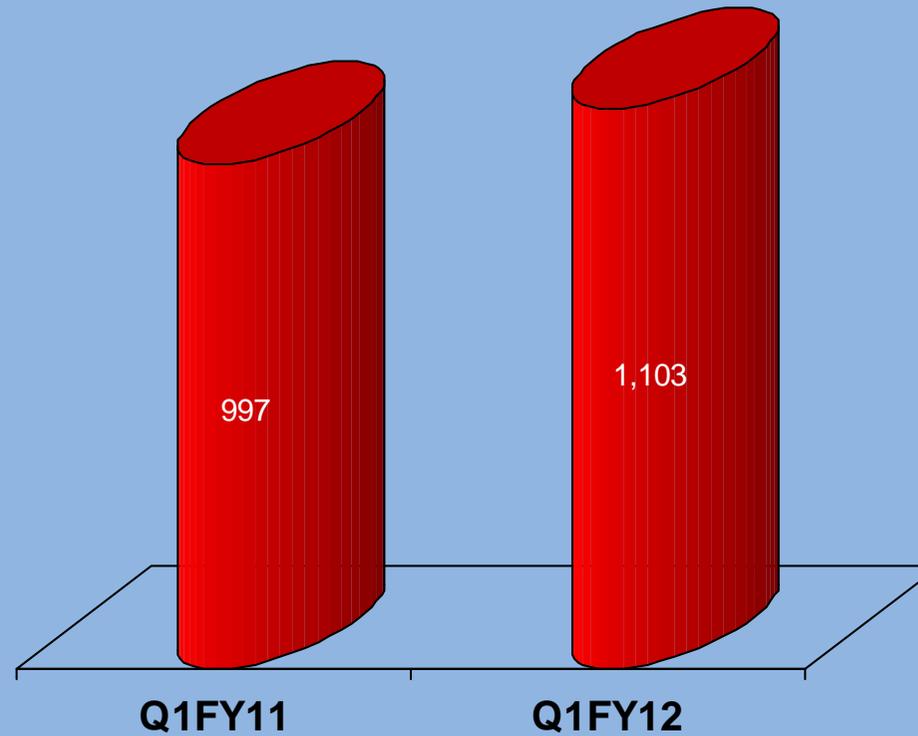
Luxuria
 Residences
 Communities
 Homes

- ✓ Net pre-sales 1QFY12 at **PhP 961 Million**, 23% lower than last year.
- ✓ Launched 2 projects in Q1FY12
 - Communities - Escalades East Tower
 - Homes - Grand Tierra Phase 3

Residential Division



Realized Revenues



- ✓ Realized Revenues increased by 11% to PhP1.1B
- ✓ EBIT amounted to PhP239M
- ✓ EBITDA amounted to PhP248M

LANDBANK

As of 31 December 2011



SUMMARY

AREA (in has)

MALLS	102.39
CONDOMINIUMS*	10.58
OFFICE*	1.46
HOMES*	353.28
HOTELS	6.08

TOTAL 473.80

** Some properties with Joint Venture partner.*

LOCATION

EST. VALUE (000)

METRO MANILA	11,700,000
LUZON	4,500,000
VISAYAS	1,800,000
MINDANAO	900,000

TOTAL 18,900,000

Moving forward

Future Plans & Strategies

Mall Division

3 New Malls



2 Expansion



Office Division

2 New Offices



Hotel Division



- Palawan
- Dumaguete
- Tacloban
- Bacolod

Residential Division

Sustain current sales levels



THANK YOU

