



ROBINSONS LAND  
CORPORATION

**2014** ANNUAL REPORT

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# Financial Highlights

|  | 2014             | 2013      | 2012      | 2011      | 2010      |
|--|------------------|-----------|-----------|-----------|-----------|
| <b>FOR THE FISCAL YEARS ENDED SEPTEMBER 30</b> |                  |           |           |           |           |
| <i>(in Million Pesos)</i>                      |                  |           |           |           |           |
| Gross Revenues                                 | <b>17,051.18</b> | 15,904.49 | 13,515.06 | 12,806.72 | 10,821.02 |
| Cost and Expenses                              | <b>10,809.44</b> | 9,922.27  | 8,277.56  | 8,280.94  | 6,798.32  |
| Operating Income                               | <b>6,241.74</b>  | 5,982.22  | 5,237.50  | 4,525.78  | 4,022.70  |
| Other Income                                   | <b>14.63</b>     | 9.16      | 366.20    | 327.89    | 247.24    |
| Income Before Income Tax                       | <b>6,256.37</b>  | 5,991.38  | 5,603.70  | 4,853.66  | 4,269.94  |
| Net Income                                     | <b>4,734.90</b>  | 4,476.82  | 4,247.35  | 3,972.02  | 3,595.58  |

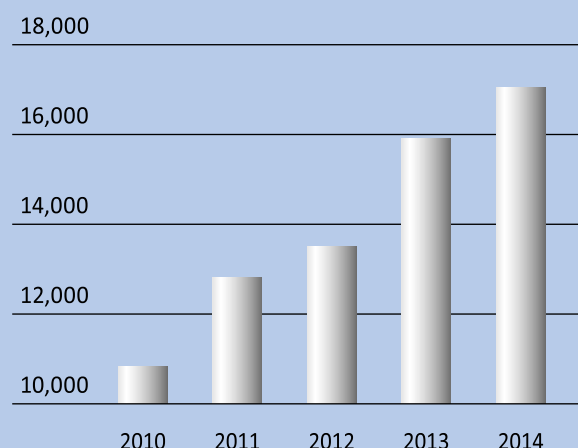
## FOR THE FISCAL YEARS ENDED SEPTEMBER 30

*(in Million Pesos)*

|                      |                  |           |           |           |           |
|----------------------|------------------|-----------|-----------|-----------|-----------|
| Total Assets         | <b>85,369.42</b> | 74,886.05 | 70,646.75 | 64,966.01 | 53,101.14 |
| Total Liabilities    | <b>32,799.32</b> | 25,582.08 | 24,138.37 | 25,929.41 | 25,363.71 |
| Minority Interest    | <b>133.05</b>    | 135.16    | 227.75    | 230.52    | 232.60    |
| Stockholders' Equity | <b>52,570.10</b> | 49,303.97 | 46,508.38 | 39,036.60 | 27,737.43 |

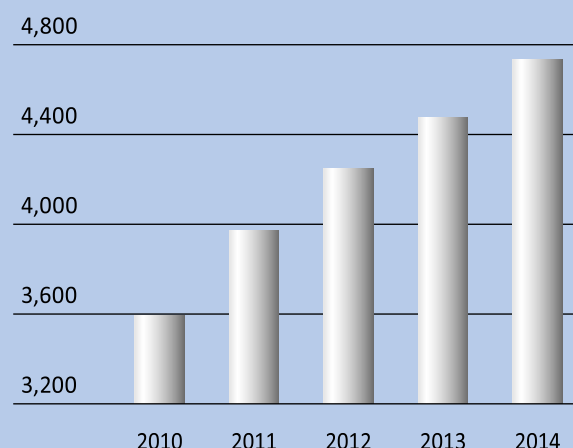
### GROSS REVENUES

*(in Million Pesos)*



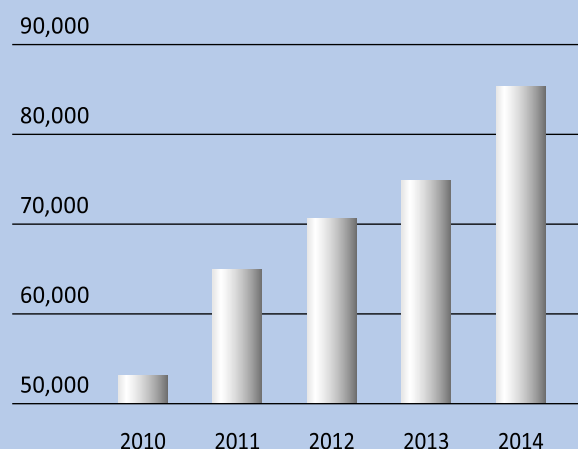
### NET INCOME

*(in Million Pesos)*



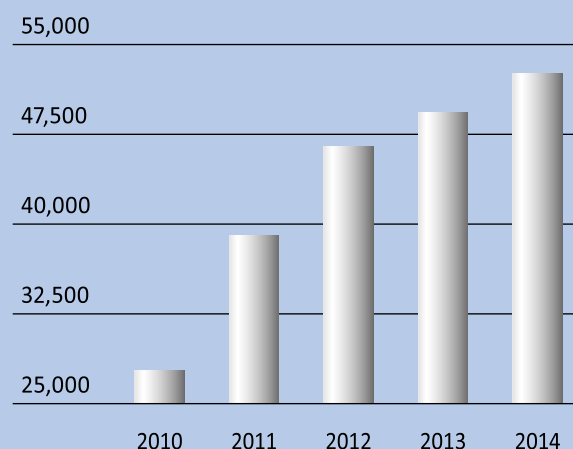
### TOTAL ASSETS

*(in Million Pesos)*



### STOCKHOLDERS' EQUITY

*(in Million Pesos)*



# Message to the Shareholders

**T**he Philippine economy continued its growth momentum with a 6.1% GDP increase in 2014, the second largest increase in Asia. The robust consumer spending as well as increase in investments by the private sector coupled with the steady flow of overseas Filipino workers (OFW) remittances, stable expansion of the business process outsourcing (BPO) sector and increased tourist visitor arrivals all continue to drive the robust economic growth of the country.

In fiscal year 2014, Robinsons Land Corporation grew its revenues by 7% to Php17.05 billion from Php15.9

billion the previous year due to steady growth from all divisions, with commercial centers improving by 10%, followed by office buildings division by 7%, residential division by 5% and hotels division by 3%. Year on year, consolidated net income rose by 6% to Php4.73 billion from Php4.48 billion while EBITDA expanded by 6% to Php8.97 billion from Php8.44 billion. Our investment portfolio, composed of the commercial centers, offices and hotels businesses, contributed 83% of the total RLC EBITDA while our development portfolio, composed of the four residential businesses, accounted for the remaining 17%. EBIT climbed by 4% to Php6.24 billion from Php5.98 billion the previous period.

Our **Commercial Centers Division** continues to be the biggest contributor to the Company's total revenues at 48%, an increase of 10% to Php8.10 billion from



**James L. Go**  
Chairman

**Lance Y. Gokongwei**  
Director, Vice Chairman  
and CEO

Php7.39 billion in the previous year. The increase was attributed to the decent growth of our existing malls and the newly opened malls namely, Robinsons Place Butuan, Robinsons Town Mall Malabon, Robinsons Place Malolos, Robinsons Place Roxas, Robinsons Place Santiago and Robinsons Place Antipolo. Our malls' enterprise-wide occupancy rate is at 95%. Adjusting for the impact of super typhoon Haiyan that devastated parts of the country, other natural disasters, and extraordinary tenant movements in our top malls, our same mall revenue growth would have finished at 7% in fiscal year 2014. EBITDA increased by 9% to Php5.51 billion while EBIT grew by 6% to Php3.40 billion due to higher depreciation expense. As of end of fiscal year September 2014, our total gross leasable space increased by 16% to 1,056,000 sqm from previous year's 913,000 sqm as we opened 6 new malls : Butuan in Agusan del Norte, Malabon in Metro Manila, Malolos in Bulacan, Roxas in Capiz, Santiago in Isabela, and Antipolo in Rizal. This brought our portfolio to 38 shopping malls, 8 of which are located within Metro Manila and 30 of which are located in other urban areas outside Metro Manila.

Our **Office Buildings** Division reported revenues of Php1.54 billion, a 7% growth from the previous year's Php1.44 billion. This accounted for 9% of the Company's total revenues. EBITDA increased by 7% to Php1.48 billion and EBIT was up by 4% to Php1.05 billion. With the completion of 2 new office buildings, namely, Cyberscape Alpha and Cyberscape Beta in March 2014, our total leasable space grew by 42% to 275,000 sqm from the previous year's 193,000 sqm. The Company continues to be a leading provider of office spaces to BPOs in the country, with approximately 70% of our office building space occupied by BPO tenants. To date, we have 10 completed office buildings in our portfolio, 9 of which are located within Metro Manila and 1 in Cebu City. All our office buildings are almost fully leased out with a system-wide occupancy rate of 99%.

Our **Hotels Division** generated revenues of Php1.53 billion, an increase of 3% from Php1.50 billion in fiscal year 2013, a 9% contribution to total group revenues. This was attributed to the positive performance of all our 12 hotel properties, including the 2 new hotels opened in fiscal year 2014, namely, Go Hotels Iloilo and Go Hotels Alpha Ortigas. The opening of the 2 new Go Hotels was partly offset by the negative impact of the super typhoon Haiyan as we closed Go Hotels Tacloban for repairs. The Division's EBITDA rose by 6% to Php526.3 million while EBIT increased by 6% to Php359.7 million. Our hotel room portfolio grew by 17% to 1,896 rooms from previous year's 1,623 hotel rooms. The hotels division is an important part of RLC's business and we consider its primary value as a complement to our mixed-use developments.

Our **Residential Division** registered a revenue growth of 5% to Php5.87 billion from Php5.58 billion the previous year. The residential division accounted for 34% of the total Company's revenues. EBITDA slightly grew by 1% to Php1.47 billion from the previous year's Php1.45 billion. EBIT, likewise, was up by 1% to Php1.44 billion from Php1.42 billion in 2012. We launched a total of Php6 billion in fiscal year 2014 from the previous year's Php8 billion in residential projects. Our net reservation sales posted an increase of 8% to Php9.3 billion from Php8.62 billion in the previous year. The Robinsons Residences brand contributed the most in terms of net sales reservations comprising 49% of total sales, while Robinsons Communities which accounted for 31% of total sales posted a most remarkable 105% increase in net sales reservations.

Total assets of the Company stood at Php85.37 billion as of September 2014, growing 14% compared to previous year's Php74.89 billion. At the end of the fiscal year, debt to equity ratio remained at 0.34:1, and net financial debt to equity ratio remained healthy at 0.32:1.



The Company's total capital expenditures amounted to Php14.1 billion in fiscal year 2014.

## OUTLOOK

We remain optimistic on the growth prospects of the Philippine economy as we continue to expand all our businesses.

For our **Commercial Centers Division**, we will target to open three new malls and expand one existing mall in fiscal year 2015. All our locations are carefully selected in the fast-growing cities in the country. We will be opening malls in Las Piñas, Antique and our third mall in Cebu. We will also be expanding our mall in Novaliches. By the end of September 2015,

we expect our total leasable space to increase by 10% to 1,165,000 sqm compared to previous year's 1,056,000 sqm.

Backed by the robust BPO industry of the Philippines, we continue to be bullish on the growth prospect of our **Office Buildings Division**. We are currently constructing the Tera Tower, our first building in our 8-hectare mixed-use development called Bridgetowne in Quezon City. This office building will have approximately 35,000 sqm of leasable space which will be completed in fiscal year 2016. We have also secured land for our upcoming office building in Bonifacio Global City named Bonifacio Summit Center. This would be our first office building in the area and will have approximately 60,000 sqm of leasable space which will be completed in fiscal year 2017. We are also starting to plan for Cyberscape Gamma in the Ortigas CBD and Giga Tower in the Bridgetowne complex to be completed in fiscal year 2018.

We will continue to expand our **Hotels Division**. By the end of fiscal year 2015, we will be having a total of 14 hotel properties with the addition of Go Hotels Butuan and Summit Hotel Magnolia, increasing our hotel room portfolio by 15% year on year. All of our hotel properties are adjacent to our shopping malls or within our mixed-use developments.

We look forward to maintaining a steady performance in our **Residential Division** this year. As the demand for housing units remains resilient and as the



**Frederick D. Go**  
Director, President and COO

residential market is still underserved, we continue to be cautiously optimistic in this business. This industry also enjoys support from a healthy economy, OFW inflows, attractive lending rates, and the availability of mortgage financing from banks. In fiscal year 2015, we are earmarked to launch approximately Php6-12 billion worth of project inventory. The wide range of the possible launch value is dependent on the readiness of Robinsons Luxuria's flagship branded residence project in the Sonata Complex. All our four residential brand segments, namely, Robinsons Luxuria, Robinsons Residences, Robinsons Communities and Robinsons Homes are expected to grow steadily and continue to scout for new projects.

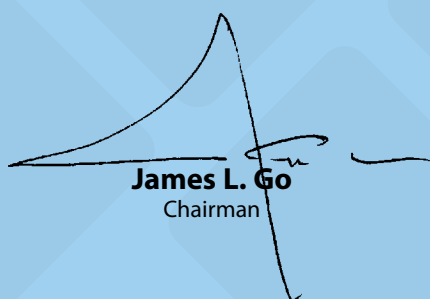
As of fiscal year 2014, our land bank registered a total of 588 hectares. We believe that this current level of land bank can support the medium term growth of company's various business segments. We intend to acquire more land to replenish land used for development and will continue to selectively participate in government land auctions as the opportunity arises.

We commemorated 25 years of RLC as a listed company last October 2014. To date, we have grown the business to 39 shopping centers, 10 office buildings, 14 hotel properties and over 90 residential projects. With several projects in the pipeline, RLC continues to rapidly expand its portfolio. Through the years, we have built a solid nationwide real estate brand with a wide geographical reach.

### ACKNOWLEDGEMENT

We would like to convey our thanks to our Board of Directors for their wisdom and guidance, and to our team for their continued determination and commitment to bring Robinsons Land to greater heights. We would also like to express our sincerest gratitude to our shareholders, business partners, patrons and customers who have been with us for all these years and who continue to support and have confidence in RLC to build their dreams.

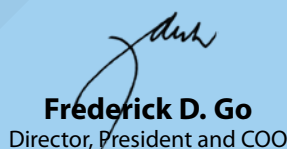
*Maraming salamat po.*



**James L. Go**  
Chairman



**Lance Y. Gokongwei**  
Director, Vice Chairman and CEO



**Frederick D. Go**  
Director, President and COO

# Commercial Centers Division

As one of the largest shopping mall chains in the country, Robinsons Malls has lived up to its commitment of maintaining the steady growth of leasable spaces and constantly elevating its customers' shopping experience. During fiscal year 2014, it opened 6 new malls namely Robinsons Place Butuan, Robinsons Town Mall Malabon, Robinsons Place Malolos, Robinsons Place Roxas, Robinsons Place Santiago and Robinsons Place Antipolo, bringing the total number of malls to 38, and gross floor area to almost 2 million square meters.

The opening of the new malls, the upbeat performance of Robinsons Magnolia and the full year impact of the expansion of Robinsons Place Iloilo fueled the growth

in revenues. This is despite losses from the temporary closure of Robinsons Place Tacloban due to Typhoon Yolanda. In June 2014, the newly renovated Robinsons Place Tacloban fully reopened to the delight of the community.

The newest mall, Robinsons Place Antipolo, part of a 16-hectare mixed-use development, opened its doors in September 2014. It is a two-level, full service shopping mall that boasts of a strategic location, a modern tropical look, generous open spaces, an exciting tenant mix, and a transport terminal.







Robinsons Malls continues to find ways to constantly enhance its customers' shopping experience. To further boost its tenant mix and gratify its customers' discerning taste, Robinsons Malls partnered with well-known international retail brands such as H&M and Uniqlo.

Two malls received industry accolades this year from the Philippine Retailers Association as they were declared 2014 Shopping Centers of the Year. Robinsons Magnolia remains a favored shopping destination and is now a Hall of Fame awardee for receiving the award for the second year in a row under the medium malls category, and Robinsons Place

Palawan was also recognized under the small malls category.

On top of the 6 new malls, the construction of another 3 new malls and 1 mall expansion was already in progress during the fiscal year. In October 2014, Robinsons Malls opened its 39th mall, Robinsons Place Las Piñas. Scheduled to open in the 2nd half of the fiscal year are Robinsons Antique and Robinsons Galleria Cebu. The expansion of Robinsons Novaliches is also underway.

Committed to bringing the Robinsons Mall experience throughout the Philippines, Robinsons Malls will continue to provide customers with a fun and delightful shopping experience.



# Residential Division



*Luxuriate: Pampered living, your way.*

**Robinsons Luxuria** delivers a seamless pampered experience with generous living spaces, distinctive infrastructure, iconic locations, as well as attention to service and detail.

Both towers of Sonata Private Residences have been turned over to buyers and the twin towers have become an enclave to its residents amidst the busy stretch of shopping malls, 5-star hotels, a world-class hospital, exclusive schools and corporate buildings.

The first building of Signa Designer Residences, a prime development in the heart of Makati, has been turned over to buyers while the second tower was topped-off last year and will begin turnover to buyers next year.

Inspired by distinctive global lifestyles, Robinsons Luxuria continues to drive its commitment of providing refined luxury to the country's discriminating affluent.







**Robinsons Residences** takes pride in bringing vibrant and sensible living spaces to the most hardworking urban achievers. Combining contemporary designs with spacious units, stress-busting amenities and lifestyle perks and privileges, Robinsons Residences offers the ultimate comfort and convenience.

The year 2014 was highlighted with the topping-off of three projects — The Magnolia Residences Tower A, The

Sapphire Bloc North Tower and second tower of The Trion Towers, which marked important milestones for Robinsons Residences. The Magnolia Residences is a landmark development in the New Manila area and one of the fastest selling developments under the Robinsons Residences portfolio. The Sapphire Bloc is the most exciting upcoming multi-building project in the bustling Ortigas Central Business District, while the Trion Towers is one of the most sought-after



developments in Bonifacio Global City, making them the prime addresses for the active professional.

The Robinsons Residences brand promise is to deliver City Living Done Right with its topnotch properties — powered with Ring Rob Digital Concierge. This is an extensive online service request platform offering various modern day conveniences exclusively to RR residents. With projects located within the central business districts of Ortigas Center in Pasig and Bonifacio Global City in Taguig, as well as key cities of Manila, Quezon City, Mandaluyong, Parañaque and Cebu, Robinsons Residences is the choice for the perfect urban home.



*The Trion Towers*





# Residential Division



**Robinsons Communities** offers affordable, quality condominiums ideal for start-up families and young mobile achievers who aspire for the modern city lifestyle. Robinsons Communities is committed to deliver convenient community living complemented by well-designed open spaces and lifestyle amenities — essential ingredients for happy living.

The past year saw numerous accomplishments for the business unit with the topping off of Axis Residences and Escalades East Tower, the ground breaking for Acacia Escalades Building A, the launching of Chimes Greenhills and the turn-over to buyers of The Pearl Place Tower A.

Robinsons Communities carries a portfolio of projects situated in some of the metro's most convenient locations — Chimes Greenhills on Annapolis St., San Juan City; Axis Residences and Gateway Garden Ridge in the Robinsons Forum Complex, Mandaluyong City; Escalades at 20th Avenue and Escalades East Tower in Cubao, Quezon City; The Pearl Place in Ortigas Center, Pasig City; Acacia Escalades in Manggahan, Pasig

City; Escalades South Metro in Sucat, Muntinlupa; The Wellington Courtyard in Tagaytay City and Woodsville Viverde Mansions in Merville, Paranaque City.



Axis Residences



# Robinsons Homes

*Start the good life*

**Robinsons Homes** takes pride in building enduring addresses that nurture early nesters to growing families who aspire to start the good life in their first home or upgrade to a bigger and better abode.

Staying true to its cornerstone of quality and value, Robinsons Homes offers

choice residential lots in master planned subdivisions in key urbanized cities and provinces nationwide. Homebuyers may select from themed enclaves under the Bloomfields, Brighton, and Springdale sub-brands to suit their lifestyle and taste.

This fiscal year saw the launching of new projects — Brighton Baliwag in Bulacan and Bloomfields General Santos in South

Cotabato, as well as the opening of the expansion phase for Bloomfields Heights Lipa in Batangas.

Live amidst serene landscapes and create lasting memories with those you love the most. Start the good life in one of the gated Robinsons Homes neighborhoods located in Laoag, Tarlac, Pampanga, Bulacan, Antipolo, Batangas, Cavite, Cebu, Davao, Cagayan de Oro and General Santos.



*Bloomfields General Santos Clubhouse*

# Office Buildings Division

**Robinsons Offices** is one of the country's top developers of office buildings for Business Process Outsourcing (BPO), Call Centers, as well as traditional corporate office locators. It offers thriving businesses buildings with world-class engineering infrastructure, strategic locations, efficient and modern offices that are PEZA registered making it the preferred address for many of the largest local and international companies expanding in the Philippines.

Built to cater to the most demanding of customers, the buildings are equipped with highly efficient and modern facilities and amenities such as high-speed elevators, 100% back-up power, 24/7 security and surveillance systems, and VRF Air Conditioning systems. Robinsons Offices also offers large floor plates providing space-efficiency and flexibility in the workplace design.

Robinsons Offices opened two new office buildings this fiscal year, Cyberscape Alpha and Cyberscape Beta in the Ortigas Central Business District which increased the net leasable area by 42%. Currently, Robinsons Offices has 10 completed buildings in its growing portfolio: Galleria Corporate Center, Robinsons Equitable Tower, Cyberscape Alpha and Cyberscape Beta in the Ortigas Central Business District; Robinsons Summit Center in

Makati City; Robinsons Cybergate Plaza and Towers 1, 2, 3 in Mandaluyong City; and Robinsons Cybergate Cebu in Cebu City.

As part of its expansion plans, Robinsons Offices is scheduled to complete its 11th office building, Tera Tower, by fiscal year 2016. It is located within RLC's upcoming mixed-use complex along E. Rodriguez Jr. Avenue (C-5) and Ortigas Avenue, Quezon



Bonifacio Summit Center



Tera Tower





City. The 20-storey building is aiming for Leadership in Energy and Environmental Design (LEED) Gold certification for Core & Shell under the globally recognized U.S. Green Building Council's LEED green building program. Tera Tower will add 13% of office space to the existing office portfolio.

With the robust demand for office space, Robinsons Offices launched its 12th office building, Bonifacio Summit Center, targeted for completion by fiscal year 2017. The building is strategically located along Lawton Avenue, Bonifacio South, Taguig City. The 25-storey building will have a typical floor plate of about 3,400

square meters, the largest in Robinsons Offices building portfolio.

Robinsons Offices is committed to providing an exceptional experience to its tenants as they enjoy easy access to major transportation modes and hubs as well as the convenience of being near shopping malls, residential developments, hotels and other business establishments.



Cyberscape Alpha



Robinsons Cybergate Complex

# Hotels Division

**Robinsons Hotels and Resorts** has a diverse portfolio covering three brand segments: upscale international deluxe hotels, mid-market boutique city and resort hotels, and essential service value hotels.

In the international deluxe category, it has Crowne Plaza Manila Galleria and Holiday Inn Manila Galleria, both managed by the Intercontinental Hotels Group. In the mid-market category, the Summit Hotel brand has Summit Ridge in Tagaytay City and Summit Circle in Cebu City. The third brand segment is the popular Go Hotels that is present in 8 key cities across the

Philippines. Summit Hotels and Go Hotels are brands owned and managed by RLC.

Robinsons Hotels and Resorts offers more than 1,900 rooms to date. Its mission is to make every guest's stay a pleasant and memorable experience.

## SUMMIT HOTELS

For its in-city properties, Summit Hotels aims to be the top-of-mind choice of business and leisure travelers looking for convenient locations, quality rooms and

facilities, and excellent Filipino service at competitive rates.

For its resort properties, the brand is defined by strategic locations, unique and stunning natural surroundings, a relaxing ambience, a satisfying culinary experience and wellness facilities.

Spurred by positive response to the company's mid-scale hotel brand, more Summit Hotels are earmarked for development. Strategically located in the biggest city of the region, the first Summit







Hotel in Metro Manila will open in fiscal year 2015. As part of The Magnolia Town Center, its contemporary-designed guest rooms will deliver the live-work-play promise of the complex as the center's boutique hotel.

### GO HOTELS

The first of its kind in the Philippines, Go Hotels aims to be the preferred hotel choice for domestic and foreign travelers looking for value accommodation in the key cities of the Philippines.

Serving over 800,000 guests to date, Go Hotels has increased its presence in the Philippines. This fiscal year, it opened two new branches in Iloilo and in Ortigas Center-Manila totaling to 8 operational branches, offering more than 1,100 rooms in key cities across the country including Mandaluyong, Tacloban, Dumaguete, Bacolod, Puerto Princesa, and Otis-Manila. To continue its thrust to open branches nationwide, Go Hotels will open in Butuan City, its first branch in the Mindanao Region.

Go Hotels is ramping up its expansion program and aims to build several hotels in locations with high market demand. Go Hotels is also open for franchising.



# Corporate Social Responsibility

## THE GIFT OF CHANGE (TGOC)

The Gift of Change is an annual coin bank campaign which encourages mall shoppers to donate loose change. Started in 1997, TGOC first turned the Jaime Cardinal Sin Village (JCS Village) of the Serviam Foundation into a model community through the set-up of a school providing tuition-free and housing buildings which promoted community-run and personal businesses as well as improved the living conditions of the community. While the campaign continues to support the JCS Village, it has since expanded its reach. In 2014, the campaign gave assistance to twenty-three (23) beneficiaries from all over the Philippines. These include Caritas Cavite; Lipa Archdiocesan Social Action Commission, Batangas; Sacred Heart Parish, Cebu; Mission Schools, Iloilo; Negrense Volunteers for Change, Bacolod; St. Anthony Academy, Dumaguete; Pastoral Care for Children of the Archdiocese, Cagayan de Oro and Sta. Cruz Mission School, General Santos City.

## TGOC RELIEF OPERATIONS: GIVING ASSISTANCE TO THOSE AFFECTED BY NATURAL CALAMITIES

To help the victims of the numerous calamities experienced by the country in 2013, Robinsons Malls through The Gift

of Change project initiated a series of emergency disaster relief programs. A total of 2,908 food packs were sent to the residents of earthquake and typhoon ravaged Cebu, Tacloban, Iloilo, and Roxas, funded by TGOC coin banks and private donors. In addition, a total of 487 aid boxes were sent to Cebu, Tacloban, Iloilo and Roxas, donated by shoppers and office building locators.

## ROBINSONS MALLS ENTREP CORNER: ENCOURAGING YOUNG ENTREPRENEURS AND FUTURE BUSINESS LEADERS

The Robinsons Malls Entrep Corner was created as a platform where students can develop confidence through experiential learning. Meant to hone the entrepreneurial talents of college students, the Robinsons Malls Entrep Corner gives them a chance to showcase their products and services in the various malls. Over 3,000 students have benefited from the program since it was launched 9 years ago and the number continues to grow. Partner schools include St. Paul University in Quezon City, De La Salle University Dasmariñas, De La Salle Lipa, and Silliman University. In 2014, Robinsons Malls Entrep Corner partnered with Mapua

Institute of Technology E.T. Yuchengco School of Business and Management.

## ROBINSONS MALLS LINGKOD PINOY CENTER (RMPLC): A DEDICATION TO SERVE THE PUBLIC BETTER

Lingkod Pinoy Centers in select Robinsons Malls provide a one-stop shop where many essential government services are conveniently housed under one roof. The center helps citizens securely and comfortably transact with government agencies such as with the Social Security System (SSS); Government Service Insurance System (GSIS); Land Transportation Office (LTO); Home Development Mutual Fund (PAG-IBIG); Land Registration Authority (LRA); National Bureau of Investigation (NBI); Philippine Health Insurance Corporation (PhilHealth); Department of Foreign Affairs (DFA); Commission on Elections (COMELEC) and Technical Education and Skills Development Authority (TESDA).

This year, RMPLC gave 100 free vocational courses to shoppers who visited the center. Courses offered included Web Development Design, Electrical Installation and Maintenance, Automotive Service, Computer Programming, Consumer





Electronics Servicing, Cellphone Servicing, Baking and Pastry, Dressmaking, Hairdressing, Wellness Massage, Food and Beverage Services, and Make-up and Facial Treatment.

The number of satellite offices under the RMLPC rose to 27 from 22 last year, and this figure will continue to grow. To date, over 5 million Filipinos have been served by various Lingkod Pinoy Centers in Robinsons Malls all over the country.

#### **RLC DONATES PEDICABS TO THE CITY GOVERNMENT OF TACLOBAN**

During the re-opening of Robinson's Place Tacloban in June 2014 after the closure caused by typhoon Yolanda, RLC donated fifty pedicabs to the city government. All of the beneficiaries from Barangay Marasbaras who ply the Tacloban city routes carry the inspirational message 'Tindog Tacloban,' which literally means 'Rise Up Tacloban.'

#### **SUMMIT RIDGE TAGAYTAY'S WISHING WALL FOR BENEFIT OF CARITAS CAVITE**

In the spirit of Christmas, Summit Ridge Tagaytay gave guests the opportunity to share their blessings with less fortunate children in the care of Caritas Cavite. A 'Wishing Wall' installed in the hotel's lobby with photos of the beneficiaries and their

Christmas wishes provided a chance for generous souls to play Santa Claus. Proceeds from the Wishing Wall and Christmas ornaments sold by the hotel were donated to Caritas Cavite for the benefit of the less advantaged children.

#### **ENVIRONMENTAL SUSTAINABILITY PROGRAMS**

##### **RLC INSTALLS OFF-GRID SOLAR PANELS IN ROBINSONS PLACE PALAWAN**

In 2014, RLC made a strong stand in helping preserve the environment by embarking on a renewable energy program that will install off-grid rooftop solar PV (photo voltaic) panels on feasible malls nationwide.

To jump start the program, RLC engaged an EPC contractor to put in place a solar PV system for Robinsons Place Palawan. This will not only aid in addressing the looming power shortage by reducing energy consumption from the grid but will also serve as the company's noble contribution to be part of the global solution to avert global warming and lessen our country's dependence on imported fossil fuel through the development of clean and green energy. Plans are also underway for the development of similar facilities for RLC's malls in Dumaguete, Roxas and Iloilo which are targeted for completion in mid 2015.

##### **Energy Conservation Program (ENERCON)**

The ENERCON program is implemented in all RLC projects. It involves simple but highly effective energy measures such as purchasing low energy consumption equipment. Likewise, RLC has invested in new technology, including ozone-friendly refrigerants, which prevent further ozone depletion.

##### **Non-chemical Water Treatment Program**

In certain malls, no chemicals are used in the treatment of condenser water in cooling towers. This means that no harmful chemicals are released which could contaminate ground and other water sources, resulting in more efficient recycling of wastewater.

##### **Wastewater Recovery Program**

RLC recognizes the importance of an intelligent use of water resources. Through this program, wastewater is treated, filtered and reused; leading to zero wastewater discharge to public sewer. Several RLC hotels and malls now use 100% recycled wastewater for their toilets and irrigation requirements. Good water quality is ensured through monthly testing by RLC's Corporate Laboratory which is accredited by DENR and recognized by DOH



# Board of Directors



**John L. Gokongwei, Jr.**  
*Chairman Emeritus*



**James L. Go**  
*Chairman*



**Lance Y. Gokongwei**  
*Director, Vice Chairman & CEO*



**Frederick D. Go**  
*Director, President & COO*



**Robina Y. Gokongwei-Pe**  
*Director*



**Patrick Henry C. Go**  
*Director*



**Johnson Robert G. Go, Jr.**  
*Director*



**Chief Justice  
Artemio V. Panganiban (Ret.)**  
*Director*



**Roberto F. De Ocampo**  
*Director*



**Emmanuel C. Rojas, Jr.**  
*Director*



# Management



**Arlene G. Magtibay**  
*General Manager*  
Commercial Centers Division



**Faraday D. Go**  
*General Manager*  
Office Buildings Division



**Ma. Socorro Isabelle V. Aragon-Gobio**  
*Senior Vice President*  
Robinsons Luxuria, Residences,  
Communities



**Corazon L. Ang Ley**  
*General Manager*  
Robinsons Homes



**Elizabeth Kristine D. Gregorio**  
*General Manager*  
Robinsons Hotels & Resorts



**Constantino C. Felipe**  
*Vice President*  
Human Resources



**Kerwin Max S. Tan**  
*Vice President*  
Treasurer



**Cecilia M. Pascual**  
*Vice President*  
Group Controller

# OVERALL

## *Best Managed Company in the Philippines*



Mr. Frederick Go, Robinsons Land Corporation President, receives the company's back-to-back "Overall Best Managed Company in the Philippines" award from Mr. Marcus Langston of Euromoney Asia.



**R**obinsons Land Corporation was honored with the prestigious Overall Best Managed Company in the Philippines award by Euromoney, a leading international financial magazine for two years in a row.

In the 15th Best Managed and Governed Companies Asia Poll 2014, regarded as the benchmark awards for the best country leaders, RLC emerged as the top Philippine choice. The nomination process shortlists the top 3 listed companies that outperformed across a number of categories such as business strategy, corporate governance, management accessibility, accounting transparency, and increasing shareholder value, among others.

According to Euromoney, RLC was praised for its leading role in promoting transparent communication to investors, citing that "the company has a clear strategy and good visibility." It was also noted that "Robinsons Land senior management continues to demonstrate prudent gearing, transparency, good governance and clear articulation of strategy."

# Directory

## ROBINSONS LAND CORPORATION

### ADDRESS

Mezzanine Level  
Galleria Corporate Center  
EDSA cor. Ortigas Avenue  
Quezon City

### TELEPHONE NUMBER

(632) 397-1888

### CORPORATE WEBSITE

[www.robinsonsland.com](http://www.robinsonsland.com)

### AUDITORS

SyCip Gorres Velayo & Co.  
Certified Public Accountants  
SGV Bldg., 6760 Ayala Avenue  
Makati City

### STOCK TRANSFER AGENT

Rizal Commercial Banking Corp.  
Trust and Investment Group  
5/F Grepalife Bldg.  
221 Senator Gil Puyat Avenue  
Makati City

### INVESTOR RELATIONS

Mara Utzurrum / Catherine Cancio  
43/F Robinsons Equitable Tower  
ADB Avenue cor. Poveda Road  
Ortigas Center, Pasig City  
Tel. No. (632) 633-7631 loc. 132 / 352  
E-mail Address:  
[investor.relations@robinsonsland.com](mailto:investor.relations@robinsonsland.com)

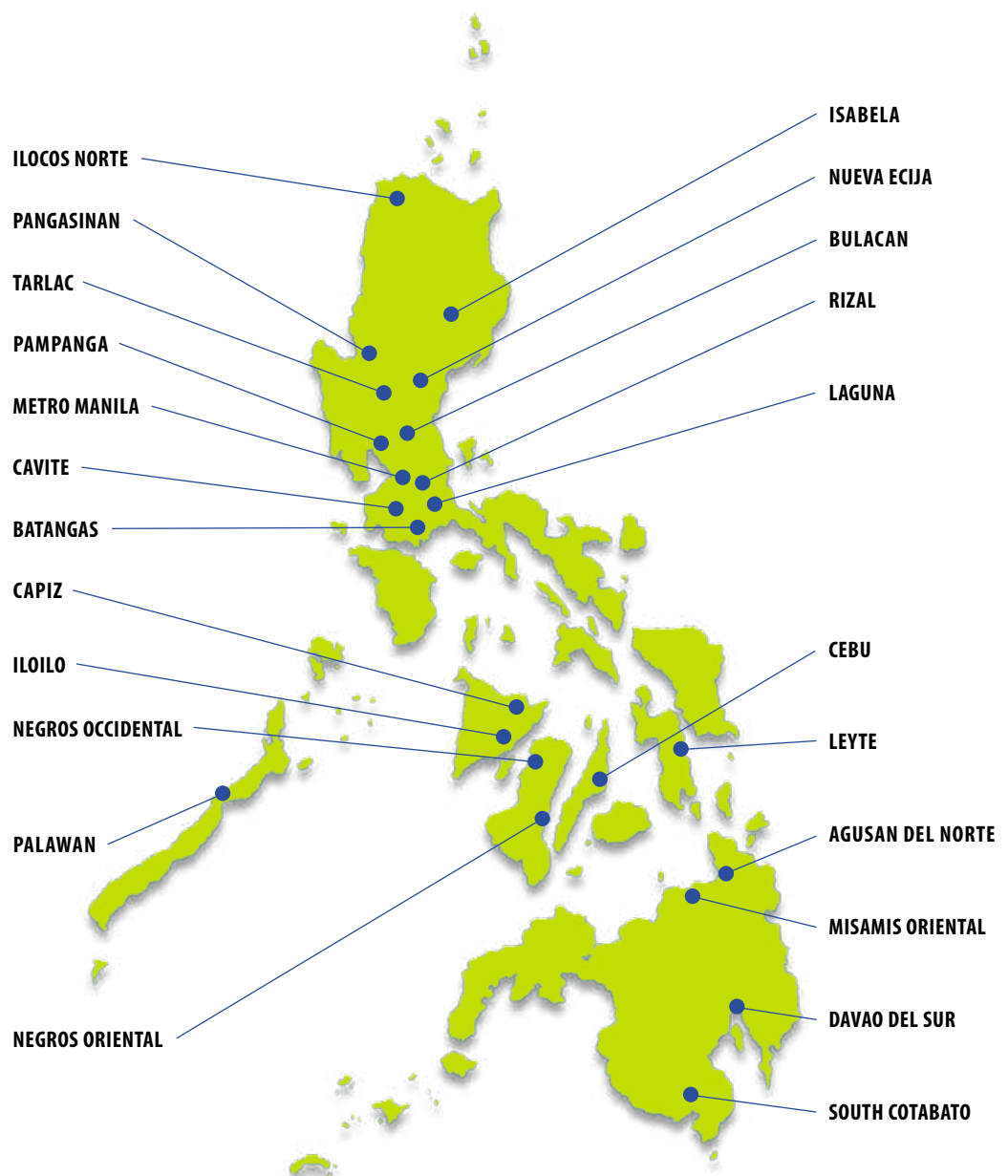
### BUSINESS INQUIRIES

Robinsons Malls  
(632) 397-1888 loc. 261  
Office Buildings  
(632) 395-2177 & (632) 397-0171  
Robinsons Luxuria  
(632) 397-0292  
Robinsons Residences  
(632) 636-0888  
Robinsons Communities  
(632) 248-5888  
Robinsons Homes  
(632) 397-0358

### HOTEL RESERVATIONS

Crowne Plaza Manila Galleria  
(632) 633-7222  
Holiday Inn Manila Galleria  
(632) 633-7111  
Summit Ridge Tagaytay  
Tel. No. (632) 240-6888  
Summit Ridge Magnolia  
Tel. No. (632) 705-6300  
Summit Circle Cebu  
(63-32) 239-3000  
Go Hotels  
(632) 398-8788

## Project Locations





Mezzanine Level, Galleria Corporate Center, EDSA corner Ortigas Avenue, Quezon City  
[www.robinsonsland.com](http://www.robinsonsland.com)