



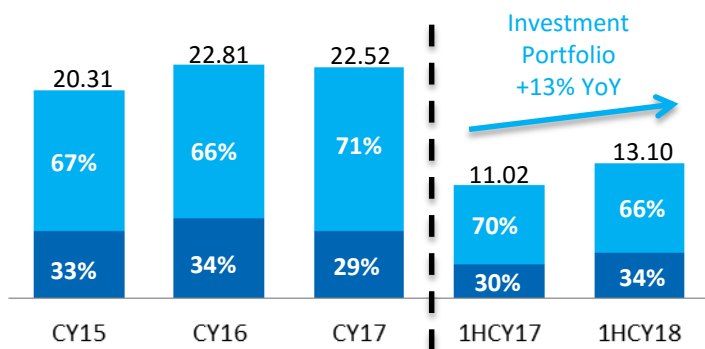
ROBINSONS LAND
CORPORATION

Earnings Call for First Half 2018
August 8, 2018

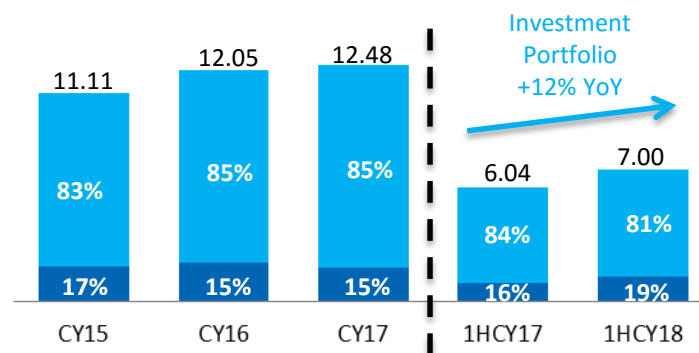
STRONG CASH FLOWS DRIVEN BY DIVERSIFIED BUSINESS MODEL

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

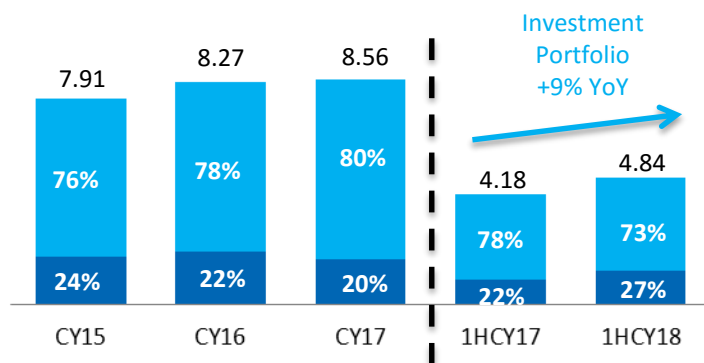
REVENUES (in Php B)



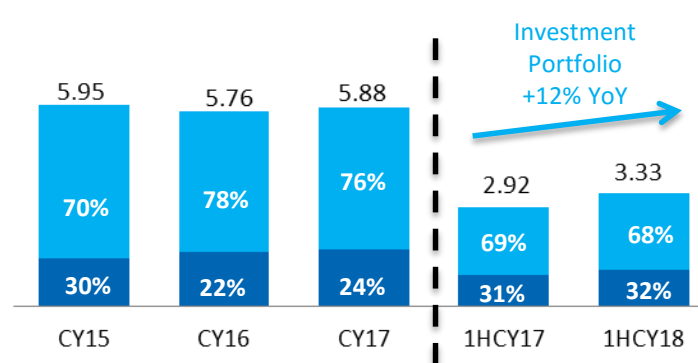
EBITDA (in Php B)



EBIT (in Php B)



NET INCOME (in Php B)



Investment Portfolio



Development Portfolio



ROBINSONS LAND

FINANCIAL PERFORMANCE HIGHLIGHTS – 1HCY18

(PHP IN MILLIONS)



REVENUE

EBITDA

EBIT

	1HCY18	% to RLC	YoY	1HCY18	% to RLC	YoY	1HCY18	% to RLC	YoY
TOTAL RLC	13,097	100%	19%	6,997	100%	16%	4,838	100%	16%
MALLS	5,817	44%	11%	3,786	54%	11%	2,111	44%	8%
OFFICES	1,800	14%	20%	1,562	22%	14%	1,219	25%	16%
HOTELS	977	8%	6%	321	5%	-4%	210	4%	-14%
IID	57	0%	853%	7	0%	143%	5	0%	130%
RESIDENTIAL	4,446	34%	33%	1,320	19%	37%	1,292	27%	38%

Net Income up by 14% at Php 3,332

Commercial Centers Division



ROBINSONS
MALLS

- 2nd largest mall operator in the Philippines with **49** malls nationwide, 9 within Metro Manila and 40 in other urban areas
- **1,439,000** sqm in Gross Leasable Area
- **2,704,000** sqm in Gross Floor Area
- **95%** latest system-wide occupancy
- Over **9,000** retailers

Partners



COTTON:ON



BENCH/



PENSHOPPE

REVENUES

5,248

1HCY17

↑ +11%

5,817

1HCY18

EBITDA

3,397

1HCY17

↑ +11%

3,786

1HCY18

EBIT

1,958

1HCY17

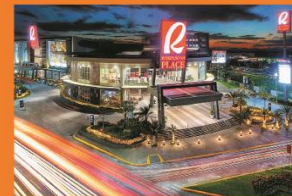
↑ +8%

2,111

1HCY18



ROBINSONS LAND





Robinsons Place Ormoc

Opened: April 2018



Robinsons Place Pavia

Opened: June 2018

Office Buildings Division



- Leading IT-BPM office space provider with **445,000 sqm** net leasable space
- Total leased space for our **18 office developments** is 95%
- Dominant office landlord in the **Ortigas Central Business District**

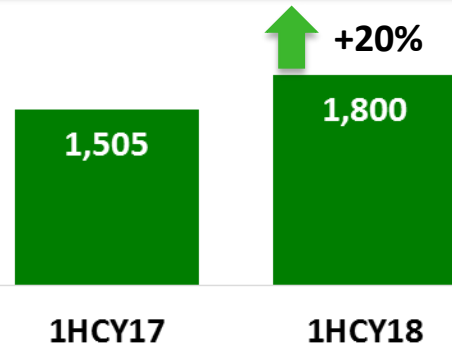
Partners



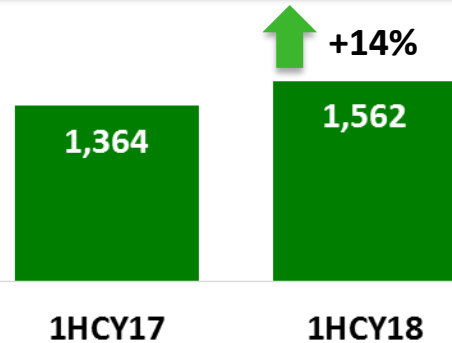
West Corporation



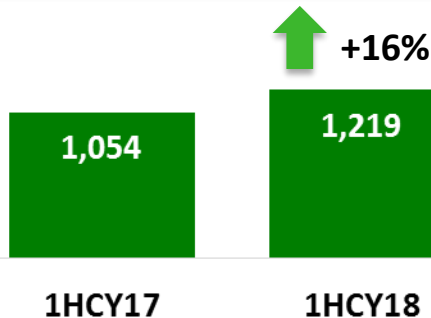
REVENUES



EBITDA



EBIT



ROBINSONS LAND



New Office Development



Exxa Tower

NLA: 39,800 sqm

Date Completed: June 2018

Hotels and Resorts Division



- Multi-branded hotel portfolio spanning essential service hotels to standard deluxe hotels.
- Company-owned brands** continue to expand and grow
- 17** hotel properties with **2,652** rooms across all segments

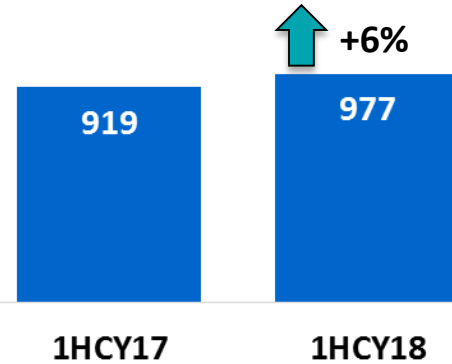
International Brands



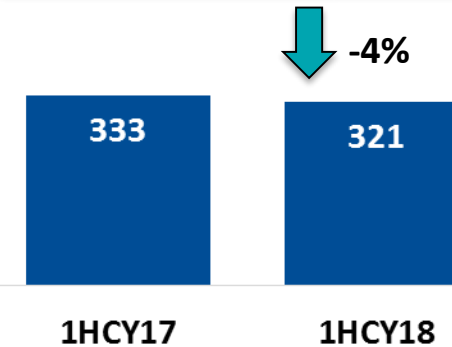
Company-owned Brands



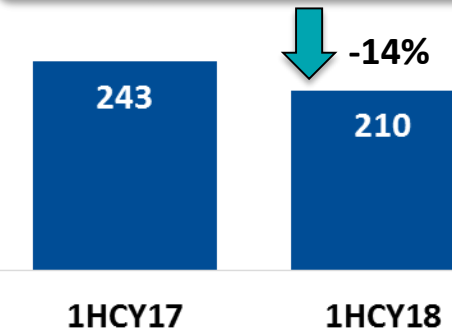
REVENUES



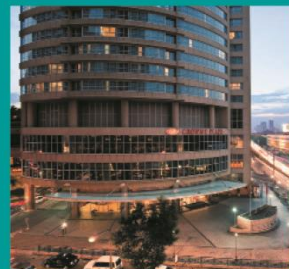
EBITDA



EBIT

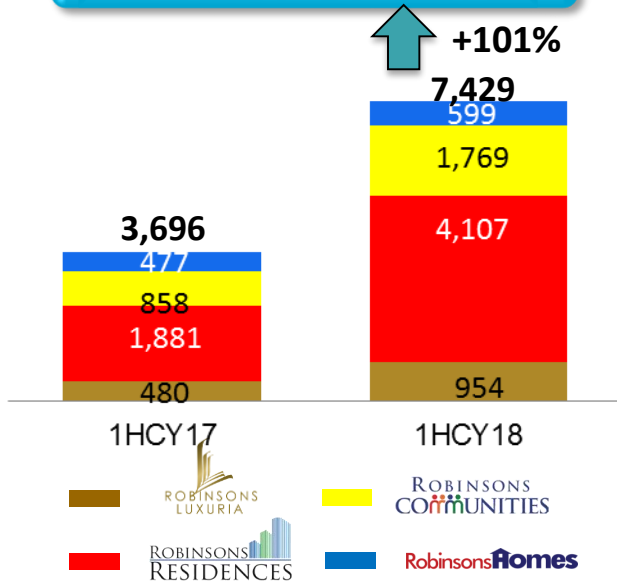


ROBINSONS LAND

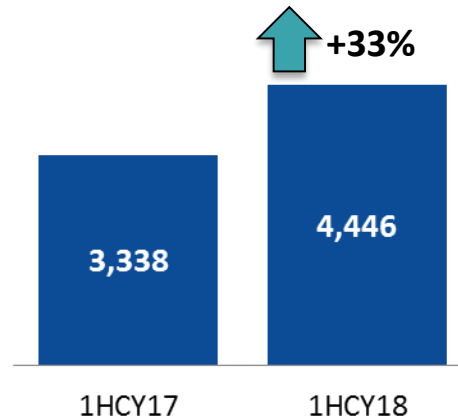




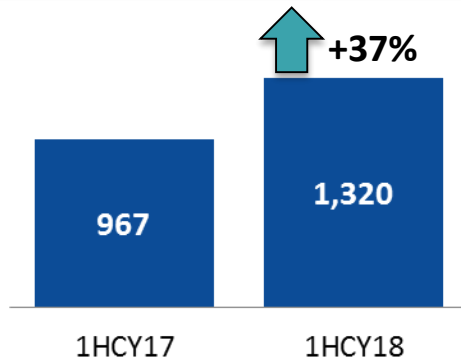
NET SALES TAKE-UP



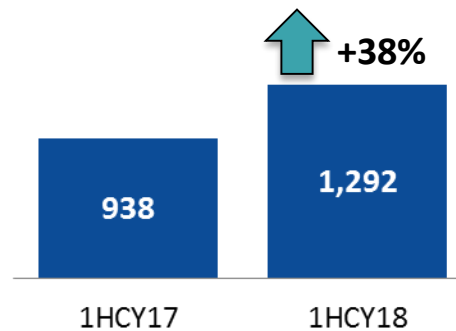
REALIZED REVENUES



EBITDA



EBIT



PROJECT LAUNCHES



ROBINSONS LAND
RESIDENTIAL DIVISION

We Are Home.

ROBINSONS
RESIDENCES



Radiance Manila Bay South

Launched: February 2018



The Magnolia Residences Tower D

Launched: March 2018

ROBINSONS
COMMUNITIES



Aurora Escalades

Launched: February 2018

Robinsons**Homes**



Phase 2 of Springdale at Pueblo Angono

Launched: June 2018



ROBINSONS LAND



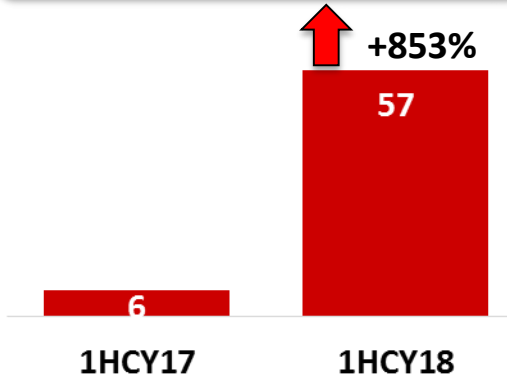
Warehouse Facility



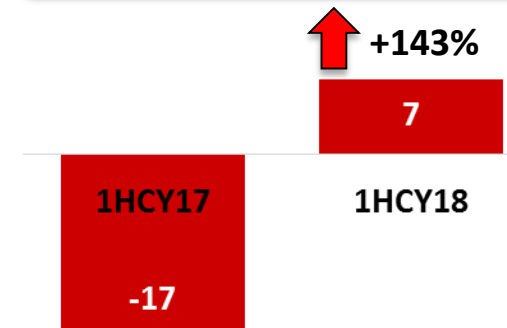
Turned Over in Q1CY18

Location	Muntinlupa City
GLA	33,000 sq.m.
Property Type	Warehouse
Completion	1 st quarter of 2018

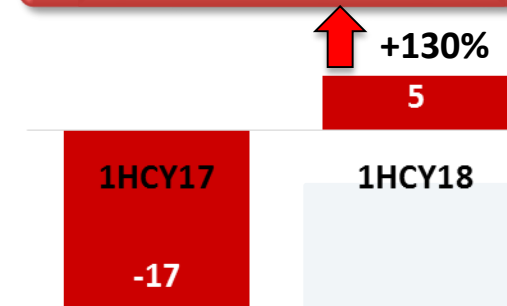
REVENUES



EBITDA



EBIT

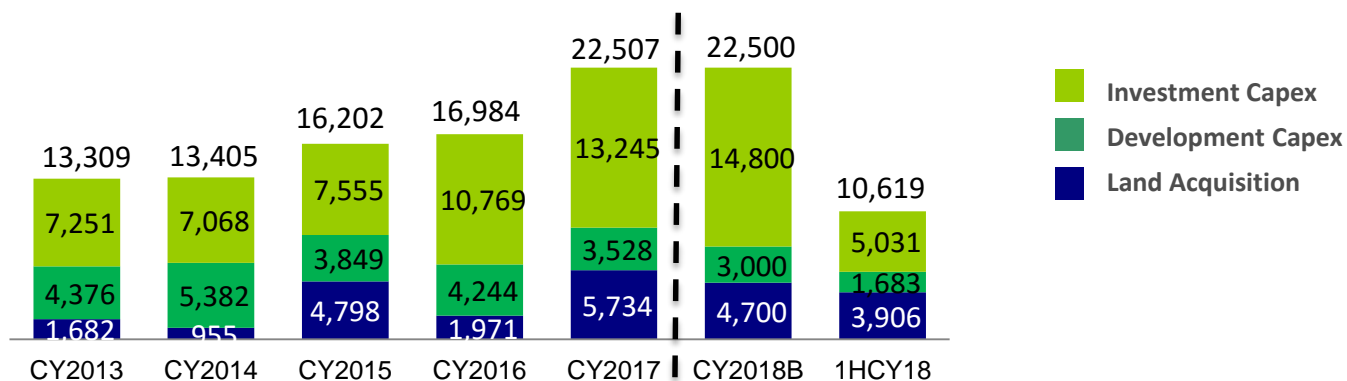


ROBINSONS LAND



CAPITAL EXPENDITURE (Philippines)

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

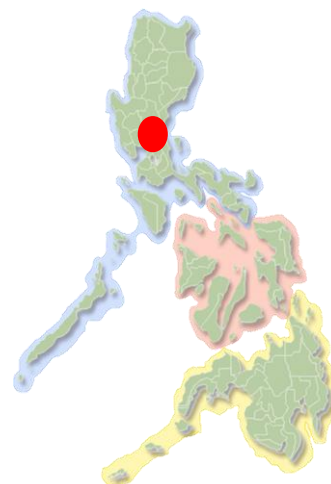


LAND BANK as of 30 June 2018 (Philippines)

RLC will continue to scout for **strategic land bank** across the country

AREA	In Has.
Metro Manila	30.5
Luzon	498.5
Visayas	125.8
Mindanao	73.0
TOTAL	727.8

ESTIMATED VALUE	In Php B
Metro Manila	20.6
Luzon	17.8
Visayas	2.7
Mindanao	2.6
TOTAL	43.8





CHENGDU BAN BIAN JIE

**We have secured license to
sell for condominium units**

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

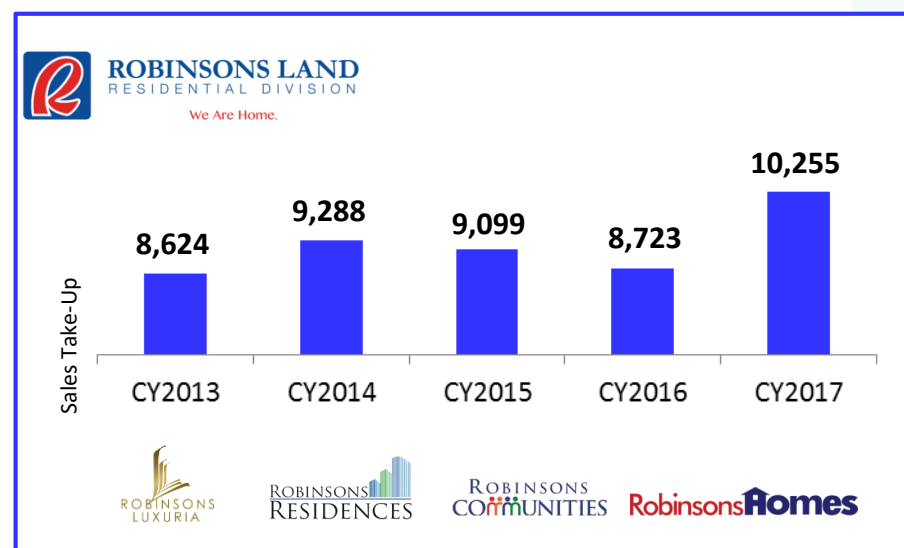
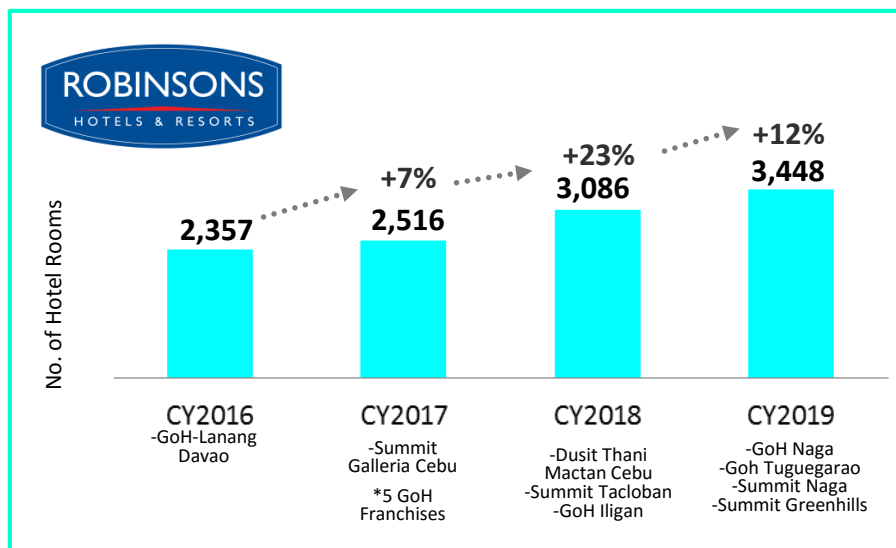
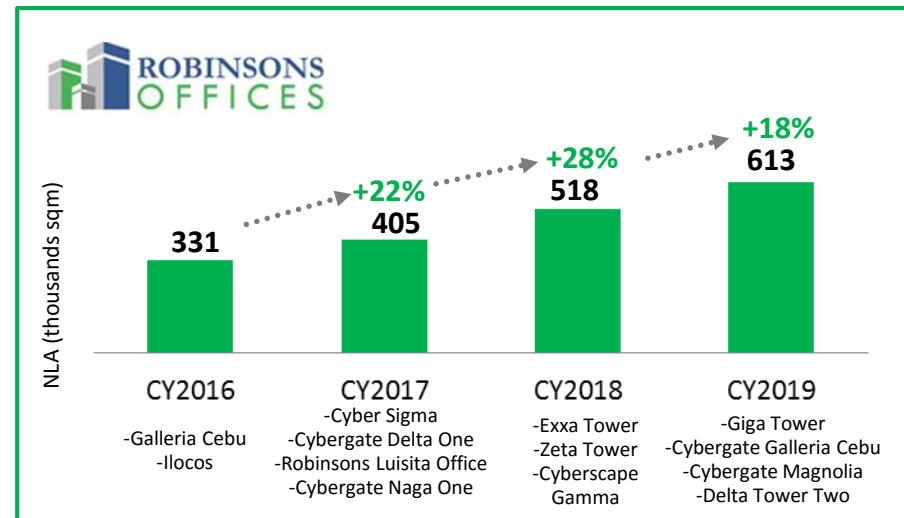
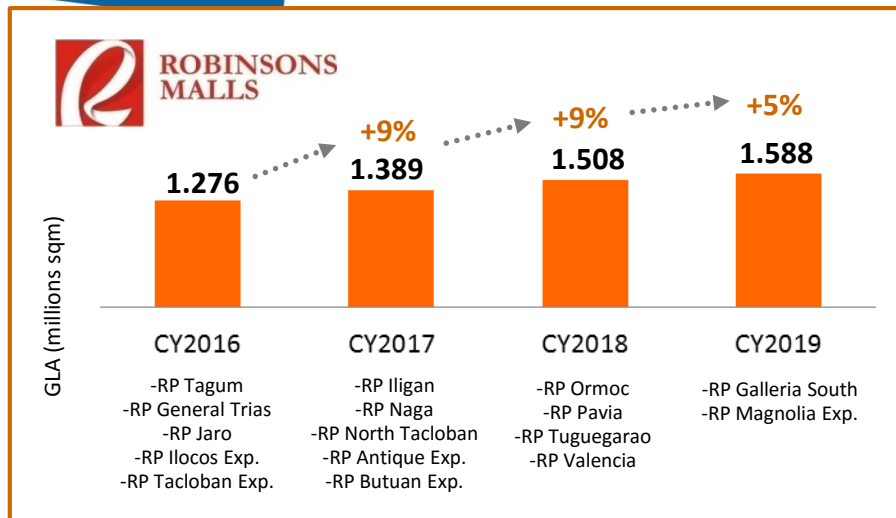
Note:

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



ROBINSONS LAND

ROBUST GROWTH PROSPECTS



INFRASTRUCTURE AND INTEGRATED DEVELOPMENTS

1. **Strong Earnings Growth:** Net income up by 14% to P3.33B for 1HCY18 (16% YoY 2QCY18)
2. **Stable Recurring Income:** Investment portfolio revenues increased by 13% to P8.7B driven by our malls and office businesses
 - Malls Division revenues increased by 11%
 - Office Buildings Division revenues increased by 20%
 - Hotel and Resorts Division revenues increased by 6%
 - Infrastructure and Integrated Division revenues increased to P57.4M
3. **Record Sales Take-up:** Net sales take-up surged (1HCY18) +101% at P7.4B
4. **Residential Revenues:** Realized revenues increased by 33% to P4.4B
5. **CAPEX Update:** Reached 47% utilization mainly due to investment portfolio expenditure



THANK YOU!



ROBINSONS LAND