

EARNINGS CALL Q1 CY2018



**ROBINSONS LAND
CORPORATION**

MAY 9, 2018

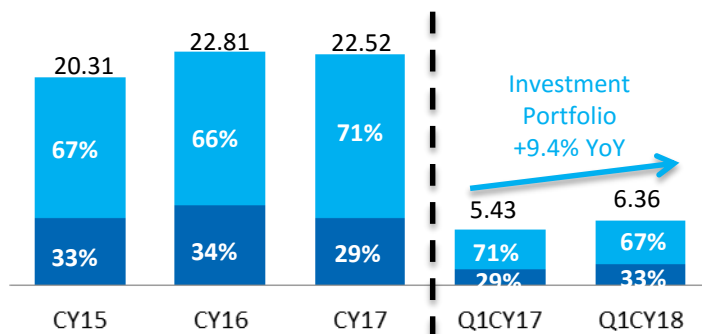
STRONG CASH FLOWS DRIVEN BY INVESTMENT PORTFOLIO

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

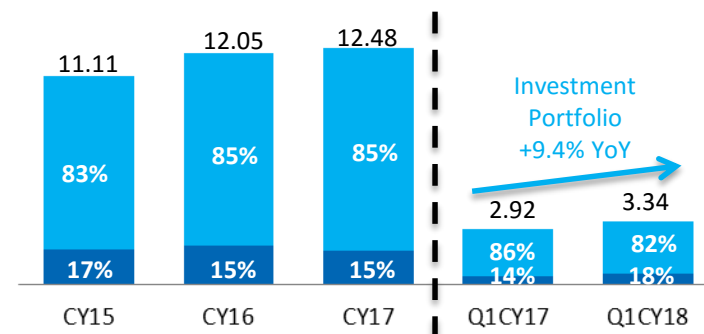
Q1CY18 Investment portfolio posted:

- +9% in Revenues
- +9% in EBITDA
- +7% in EBIT

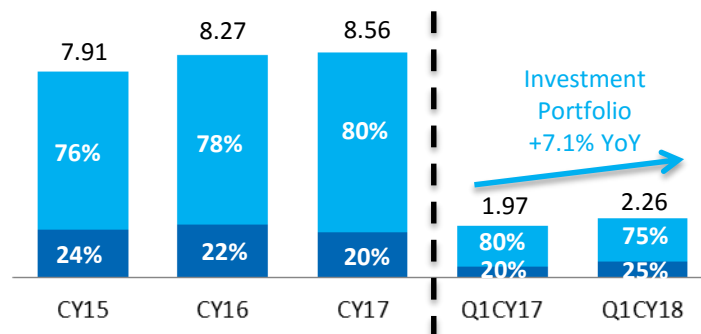
REVENUES (in Php B)



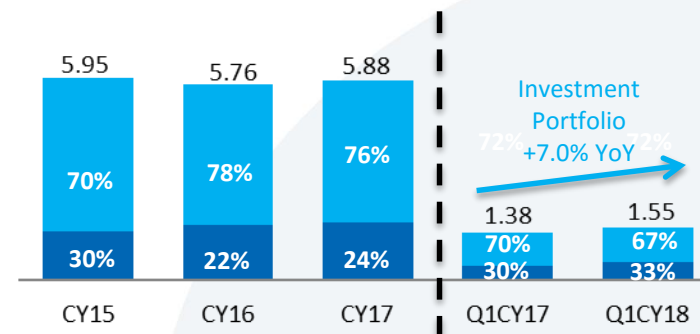
EBITDA (in Php B)



EBIT (in Php B)



NET INCOME (in Php B)



Investment Portfolio



Development Portfolio



ROBINSONS LAND

FINANCIAL PERFORMANCE HIGHLIGHTS – Q1CY18

(PHP IN MILLIONS)



REVENUE

EBITDA

EBIT

	Q1CY18	% to RLC	YoY	Q1CY18	% to RLC	YoY	Q1CY18	% to RLC	YoY
TOTAL RLC	6,357	100%	17%	3,339	100%	14%	2,262	100%	15%
MALLS	2,881	46%	7%	1,870	56%	9%	1,033	46%	5%
OFFICES	865	14%	18%	711	21%	12%	537	24%	12%
HOTELS	475	7%	4%	157	5%	-4%	104	5%	-11%
IID	28	0%	723%	7	0%	177%	7	0%	175%
RESIDENTIAL	2,108	33%	36%	595	18%	44%	580	25%	46%

Net Income up by 12% at Php 1,546

Commercial Centers Division



ROBINSONS
MALLS

- 2nd largest mall operator in the Philippines with **47** malls nationwide, 9 within Metro Manila and 38 in other urban areas
- **1,389,000** sqm in Gross Leasable Area
- **2,628,000** sqm in Gross Floor Area
- **95%** latest system-wide occupancy
- Over **8,800** retailers

Partners



COTTON:ON

GIORDANO

OLD NAVY

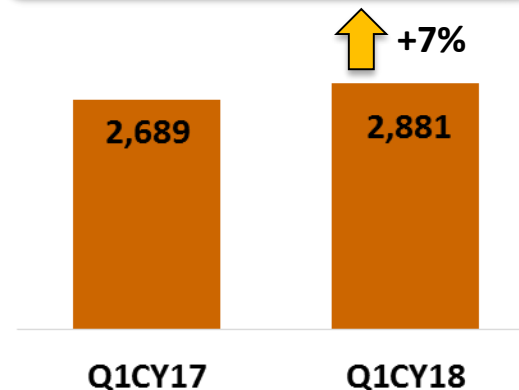


BENCH/

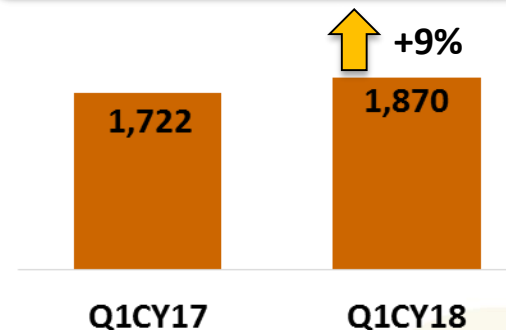


PENSHOPPE

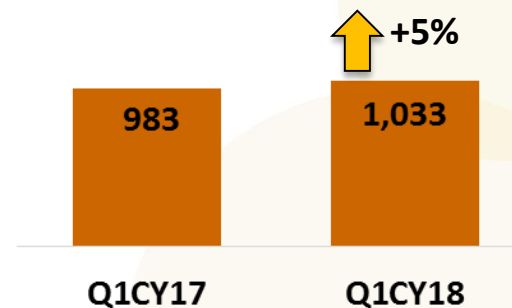
REVENUES



EBITDA



EBIT



ROBINSONS LAND

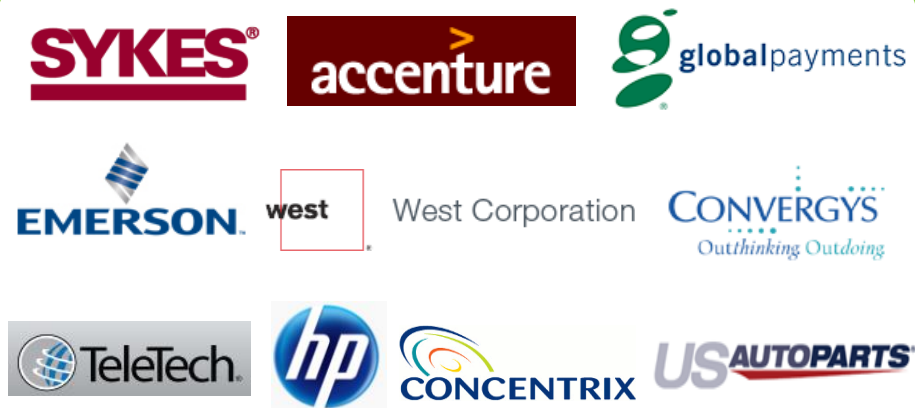


Office Buildings Division

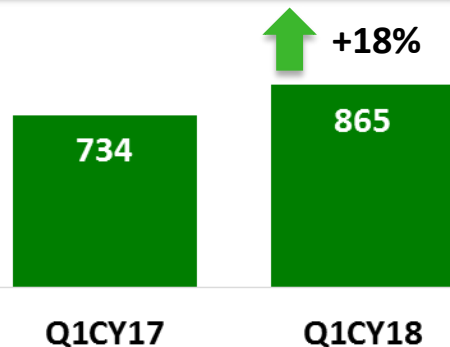


- Leading IT-BPM office space provider with **405,000 sqm** net leasable space
- Total leased space for our **17 office developments** is 96%
- Dominant office landlord in the **Ortigas Central Business District**

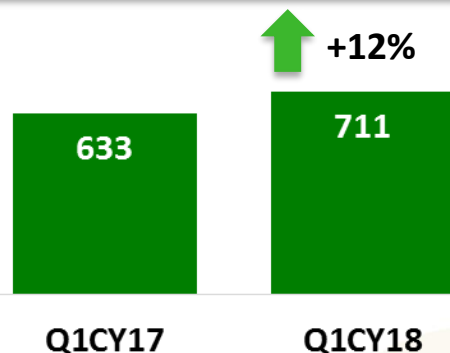
Partners



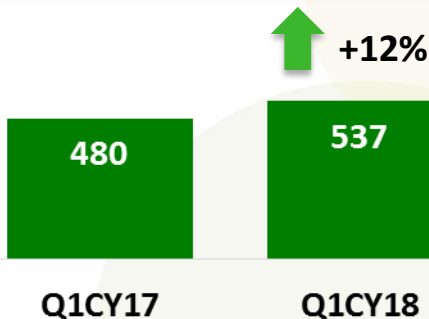
REVENUES



EBITDA



EBIT



ROBINSONS LAND



Hotels Division



- Multi-branded hotel portfolio spanning essential service hotels to standard deluxe hotels.
- Company-owned brands** continue to expand and grow
- 16 hotel properties with 2,552 rooms** across all segments

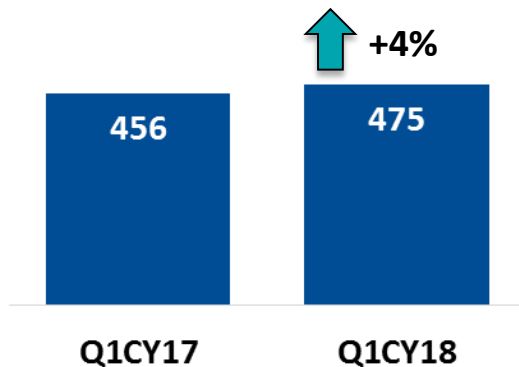
International Brands



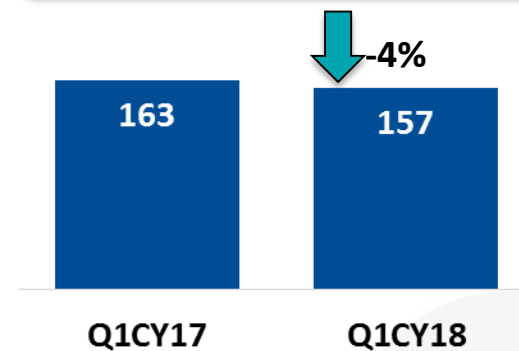
Company-owned Brands



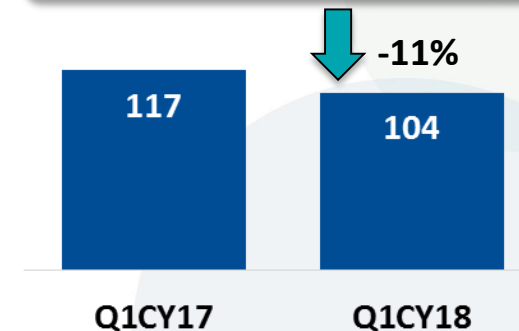
REVENUES



EBITDA



EBIT

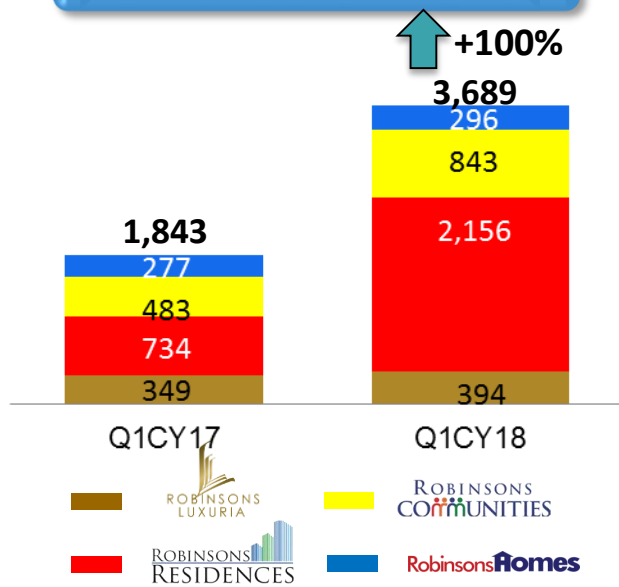


ROBINSONS LAND

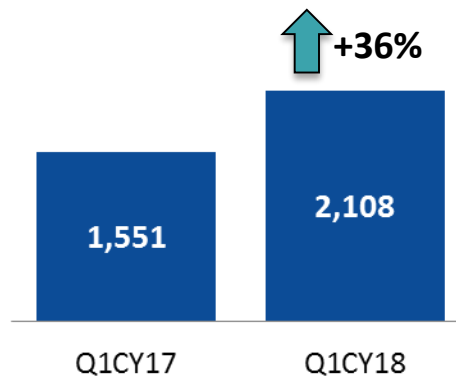




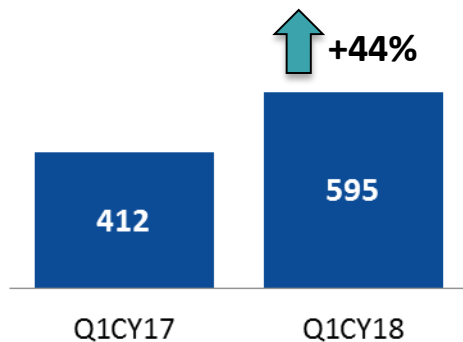
NET SALES TAKE-UP



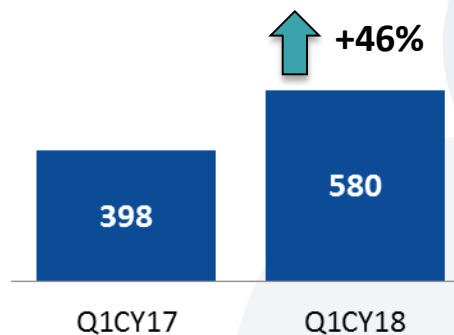
REALIZED REVENUES



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



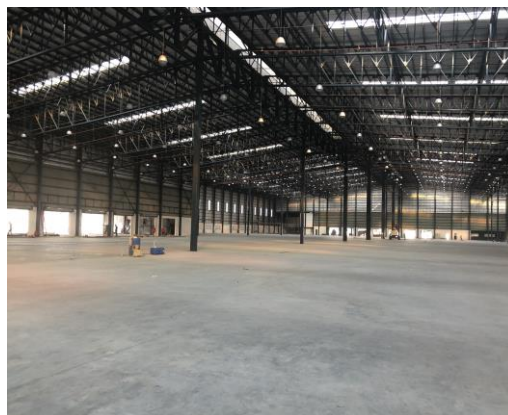
Aurora Escalades

Launched: February 2018



ROBINSONS LAND

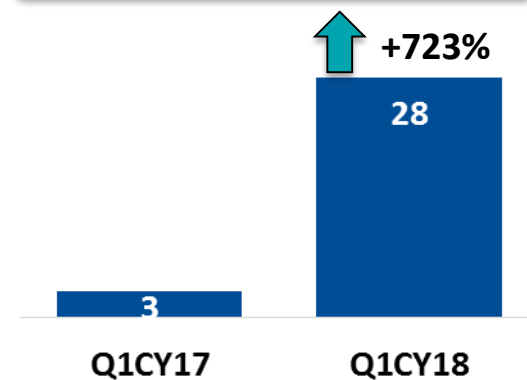
Warehouse Facility



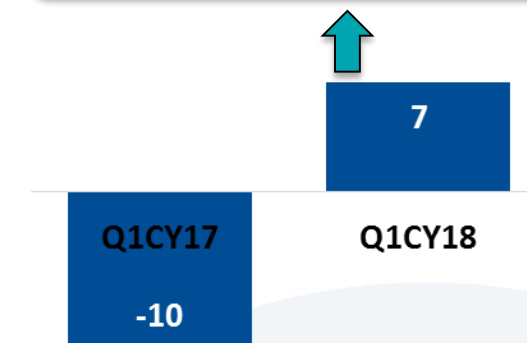
Turned Over in Q1CY18

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

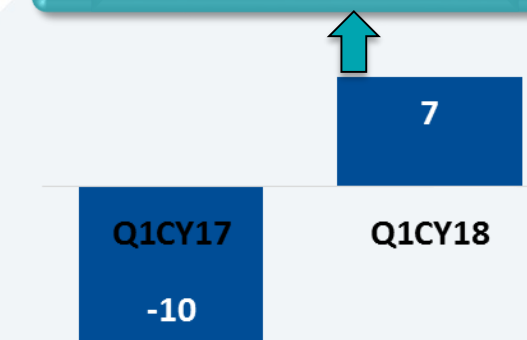
REVENUES



EBITDA



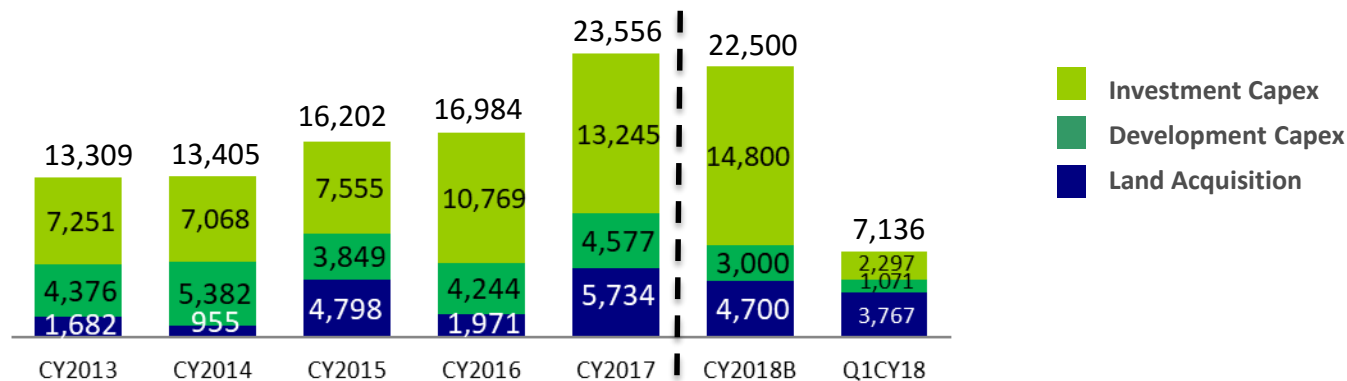
EBIT



ROBUST GROWTH PROSPECTS

CAPITAL EXPENDITURE (Philippines)

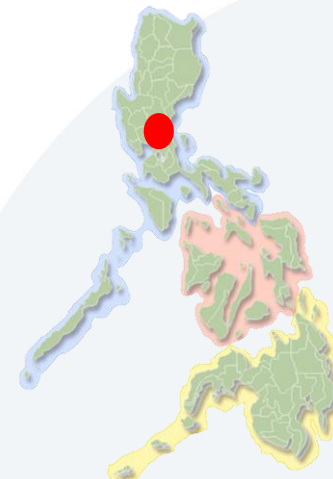
Capital expenditure program **in line with overall corporate strategy**



LAND BANK as of 31 March 2018 (Philippines)

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

AREA	In Has.	ESTIMATED VALUE	In Php B
Metro Manila	31.0	Metro Manila	21.4
Luzon	511.0	Luzon	18.8
Visayas	135.9	Visayas	3.2
Mindanao	90.	Mindanao	3.7
TOTAL	767.9	TOTAL	47.1



Strategic Partnership Through Joint Ventures



Particulars		
Sharing	50:50	60:40 in favor of RLC
Location	McKinley Parkway, Bonifacio Global City in Taguig City	Bridgetowne East in Pasig City
Approx. Lot Area	9,118 sqm.	18,037 sqm.
Total Investment	PhP 10 billion	PhP 5.6 billion
Land Value per sqm	PhP 550,000 per sqm	PhP 150,000 per sqm.
Floor Area Ratio	9	8



CHENGDU BAN BIAN JIE

**We have met the threshold
to apply for license to sell**

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

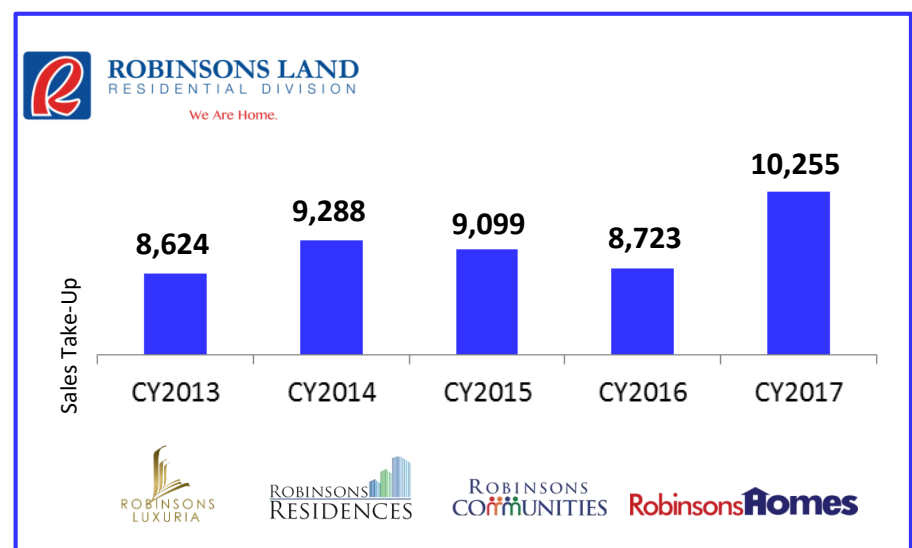
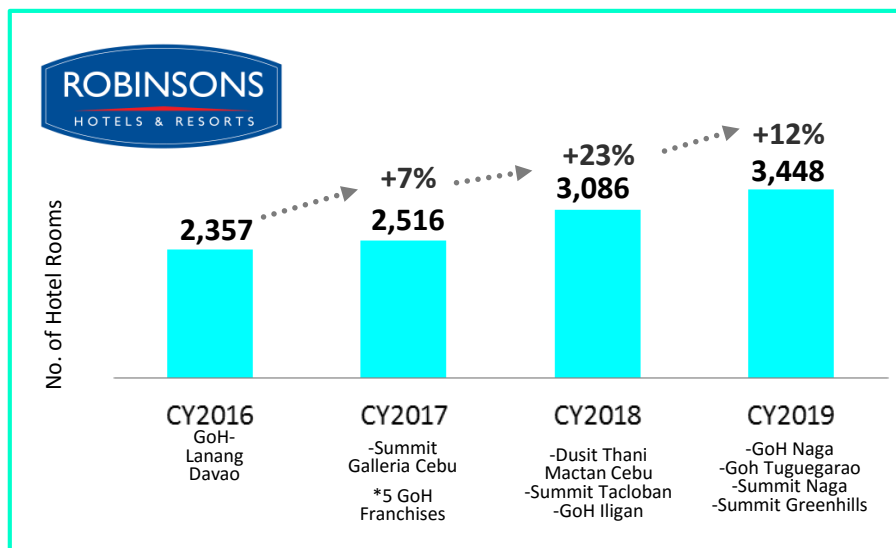
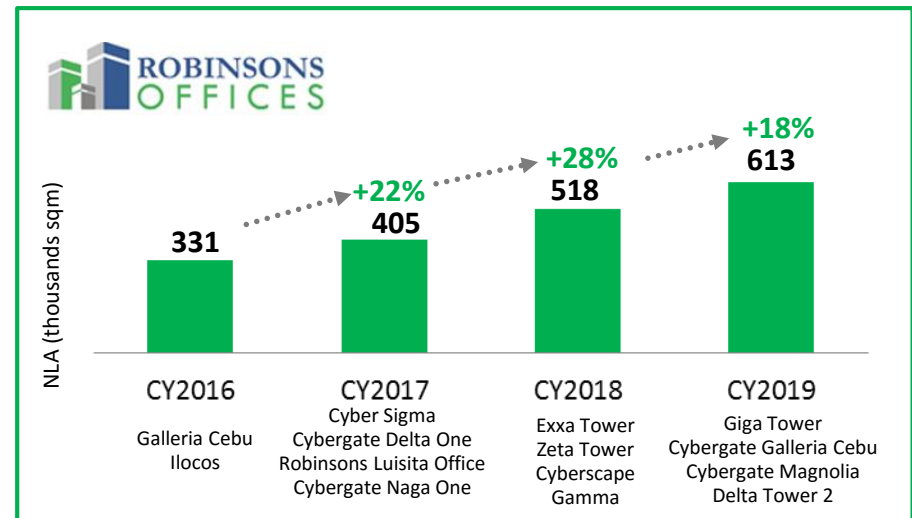
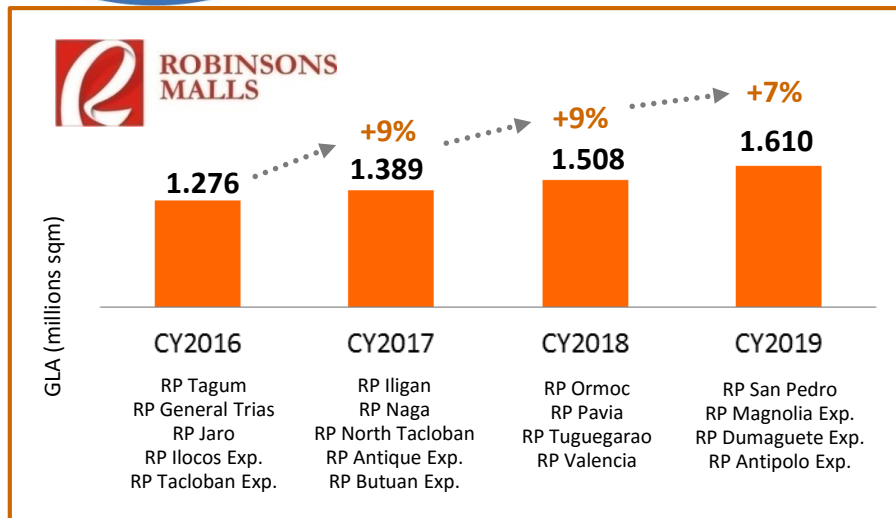
Note:

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



ROBINSONS LAND

FUTURE PLANS



INFRASTRUCTURE AND INTEGRATED DEVELOPMENTS

KEY MESSAGE

1. **Strong Earnings Growth:** Net income up by 12% to P1.55B
2. **Stable Recurring Income:** Investment portfolio revenues increased by 9% to P4.25B driven by our malls and office businesses
3. **Residential Revenues:** Realized revenues increased by 36% to P2.1B
4. **Record Sales Take-up:** Net sales take-up surged (Q1CY18) +100.2% at P3.69B
5. **CAPEX Update:** Reached 32% utilization mainly due to payment of land acquisition
6. **Creating Value Through New Business Unit:** Embarked on joint ventures with Shangri-La Properties, Inc. and Hong Kong Land Group



ROBINSONS LAND

THANK YOU!



ROBINSONS LAND