



ROBINSONS LAND
CORPORATION

Earnings Call for 1QCY219
May 10, 2019



ROBINSONS LAND
CORPORATION

51 LIFESTYLE CENTERS
(from 48 as of end Q1CY18)

72 RESIDENTIAL BUILDINGS
(from 71 as of end Q1CY18)

20 OFFICE DEVELOPMENTS
(from 17 as of end Q1CY18)

38 HOUSING
SUBDIVISIONS

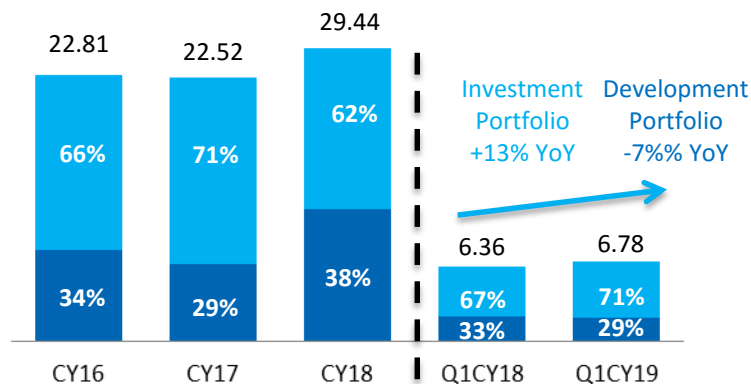
18 MIXED-USE DEVELOPMENTS
(from 17 as of end Q1CY18)

19 HOTELS
(from 16 as of end Q1CY18)

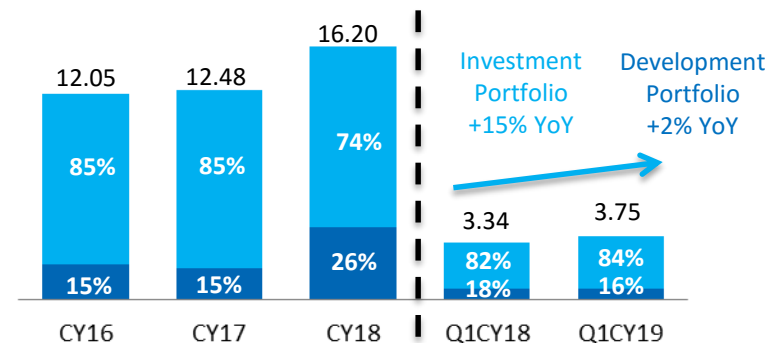


STRONG CASH FLOWS DRIVEN BY DIVERSIFIED BUSINESS MODEL

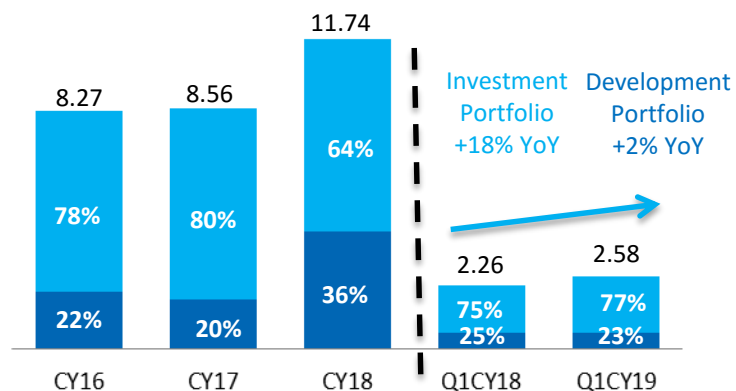
REVENUES (in Php B)



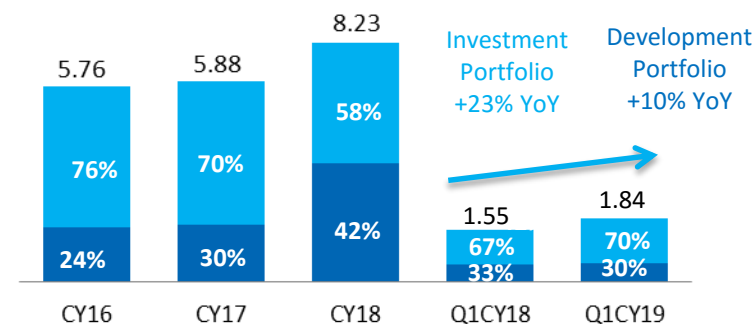
EBITDA (in Php B)



EBIT (in Php B)



NET INCOME (in Php B)



Investment Portfolio



Development Portfolio



ROBINSONS LAND

FINANCIAL PERFORMANCE HIGHLIGHTS – Q1CY19

(PHP IN MILLIONS)

Net income increased by 19% YoY to Php 1.84 B



	REVENUE			EBITDA			EBIT		
	Q1CY2019	% to RLC	YoY	Q1CY2019	% to RLC	YoY	Q1CY2019	% to RLC	YoY
TOTAL RLC	6,780	100%	7%	3,753	100%	12%	2,578	100%	14%
MALLS	3,135	46%	9%	2,081	55%	11%	1,196	46%	16%
OFFICES	1,124	17%	30%	893	24%	26%	693	27%	29%
HOTELS	522	8%	10%	165	5%	5%	94	4%	(10%)
IID	30	0%	7%	9	0%	16%	5	0%	(32%)
RESIDENTIAL	1,969	29%	(7%)	605	16%	2%	590	23%	2%

Note: Unaudited financial numbers

Commercial Centers Division



ROBINSONS
MALLS

- 2nd largest mall operator in the Philippines with **51** malls nationwide, 9 within Metro Manila and 42 in other urban areas
- **1,502,000** sqm in Gross Leasable Area
- **2,829,000** sqm in Gross Floor Area
- **95%** latest system-wide occupancy
- Over **9,000** retailers

Partners

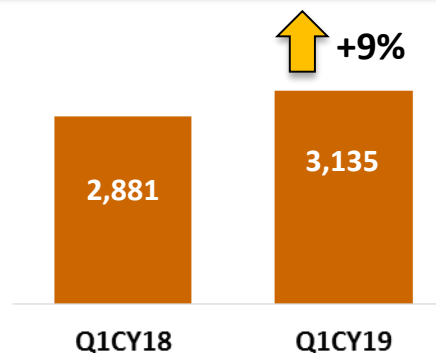


COTTON:ON

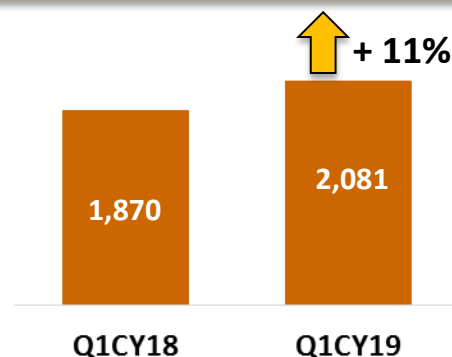


DOROTHY PERKINS

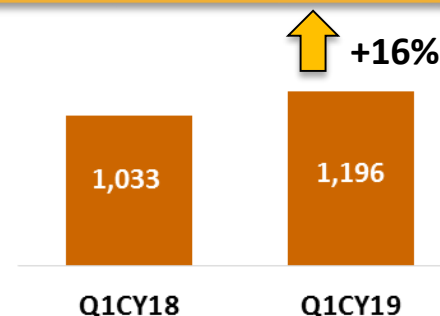
REVENUES (Php Mn)



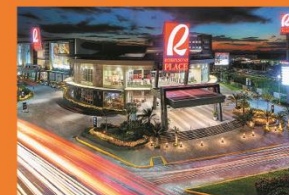
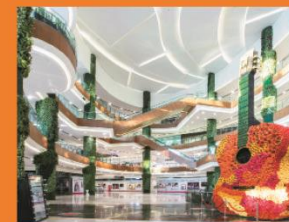
EBITDA (Php Mn)



EBIT (Php Mn)



ROBINSONS LAND



Office Buildings Division



- A leading IT-BPM office space provider with **523,000 sqm** net leasable space
- Total leased space for our **20 office developments** is **96%**
- Dominant office landlord in the **Ortigas Central Business District**

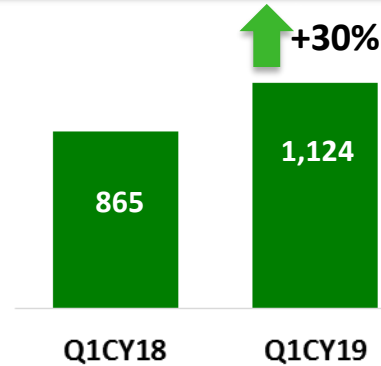
Partners



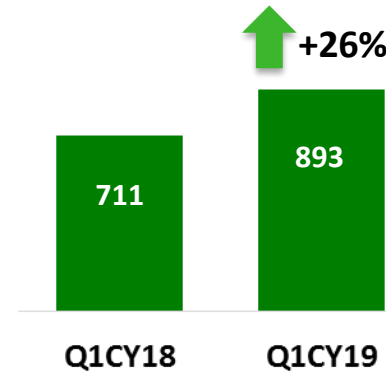
West Corporation



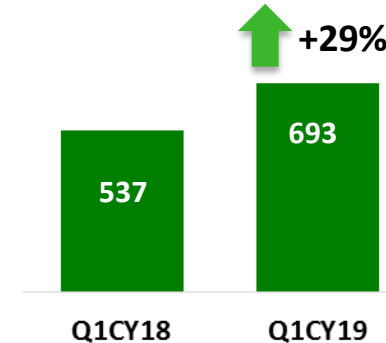
REVENUES (Php Mn)



EBITDA (Php Mn)



EBIT (Php Mn)



ROBINSONS LAND



New Office Development



Exxa Tower

NLA: 39,900 sqm

Date Completed: June 2018

2019 leased-out rate: 97%

Zeta Tower

NLA: 34,500 sqm

Date Completed: Dec. 2018

2019 leased-out rate: 96%



Cyberscape Gamma

NLA: 45,000 sqm

Date Completed: Dec. 2018

2019 leased-out: 99%

Hotels and Resorts Division



- Multi-branded hotel portfolio spanning essential service hotels to standard deluxe hotels.
- Continuous expansion** of all brand segments
- 19 hotel properties with 2,811 rooms** across all segments

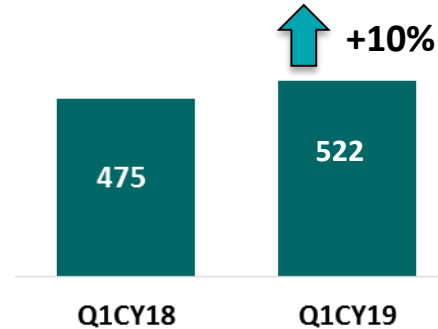
International Brands



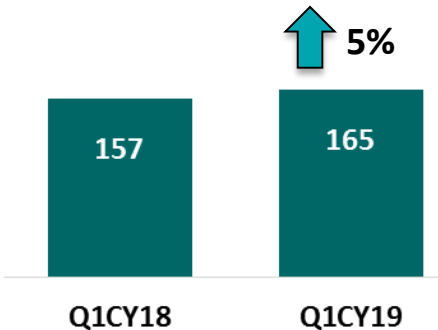
Company-owned Brands



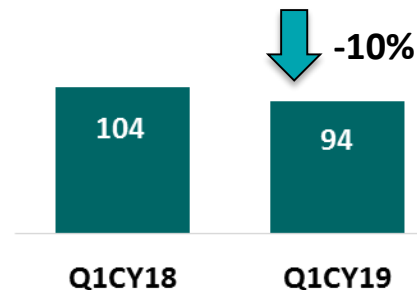
REVENUES (Php Mn)



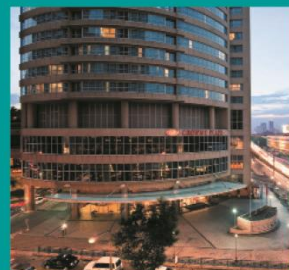
EBITDA (Php Mn)



EBIT (Php Mn)



ROBINSONS LAND



2019 PROJECT LAUNCHES



Dusit Thani Resort Mactan Cebu

Rooms: 271 rooms

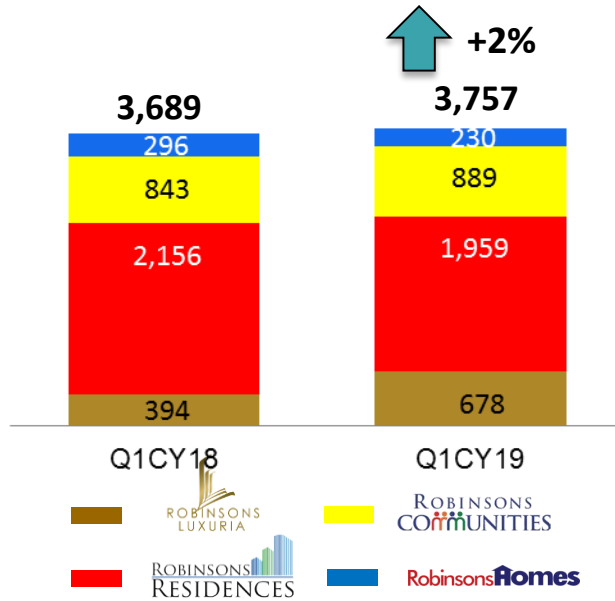
Soft Opening: March 29, 2019



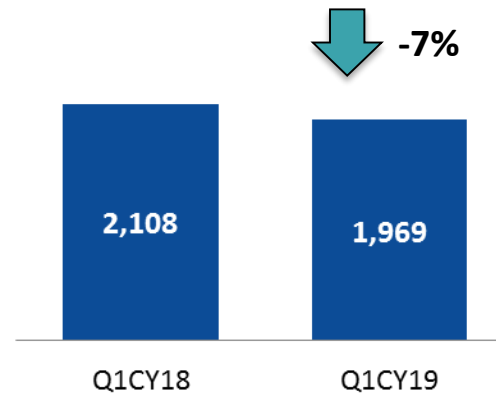
ROBINSONS LAND



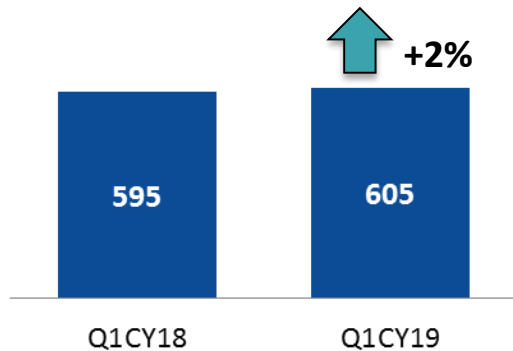
NET SALES TAKE-UP (Php Mn)



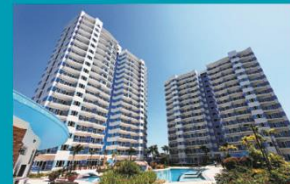
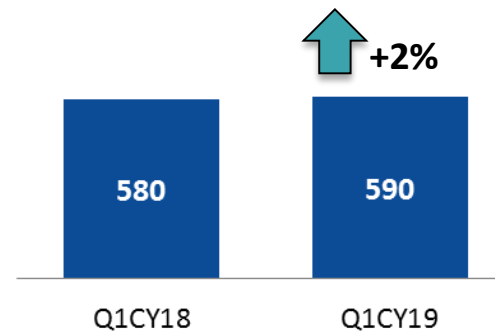
REALIZED REVENUES (Php Mn)



EBITDA (Php Mn)

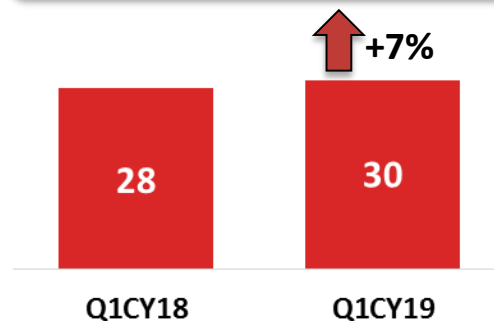


EBIT (Php Mn)

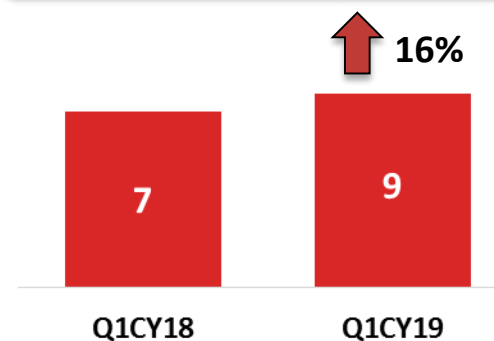




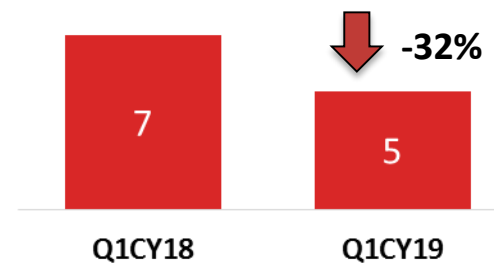
REVENUES (Php Mn)



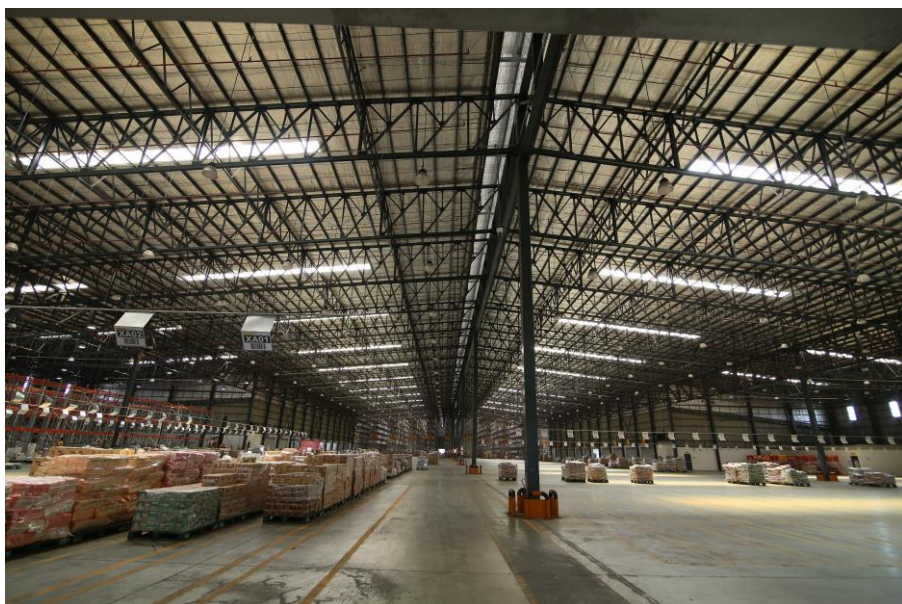
EBITDA (Php Mn)



EBIT (Php Mn)



Warehouse Facility – RLX Sucat



Turned Over in Q1CY18

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



ROBINSONS LAND





Warehouse Facility – Calamba



Under Construction

Location	Laguna
GLA	35,000 sq.m.
Property Type	Warehouse
Completion	2 nd Half of 2019



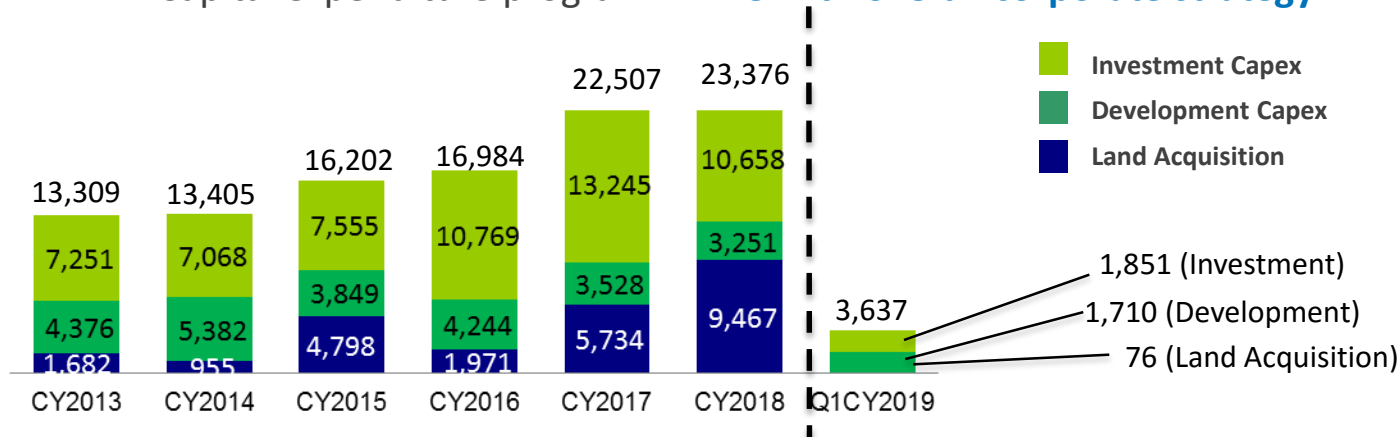
ROBINSONS LAND



ROBUST GROWTH PROSPECTS

CAPITAL EXPENDITURE (Php Mn)

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

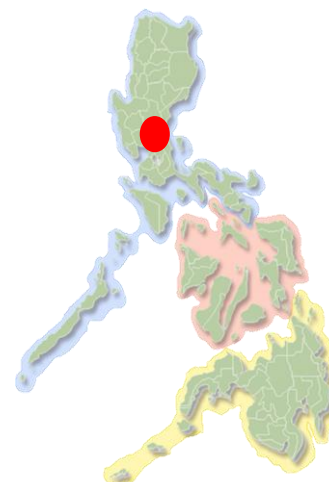


LAND BANK as of 31 March 2019 (Philippines)

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

AREA	In Has.
Metro Manila	30.5
Luzon	521.0
Visayas	137.7
Mindanao	72.8
TOTAL	762.0

ESTIMATED VALUE	In Php B
Metro Manila	21.3
Luzon	17.9
Visayas	3.5
Mindanao	2.9
TOTAL	45.6





CHENGDU BAN BIAN JIE

We have secured license to sell for condominium units

We have sold 100% of the units as of March 2019

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

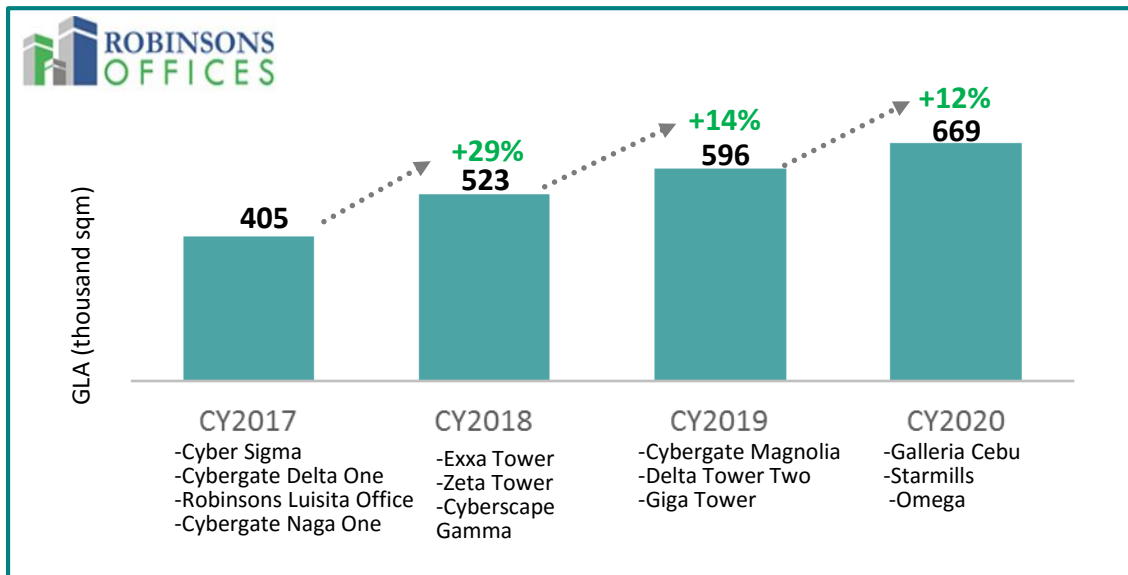
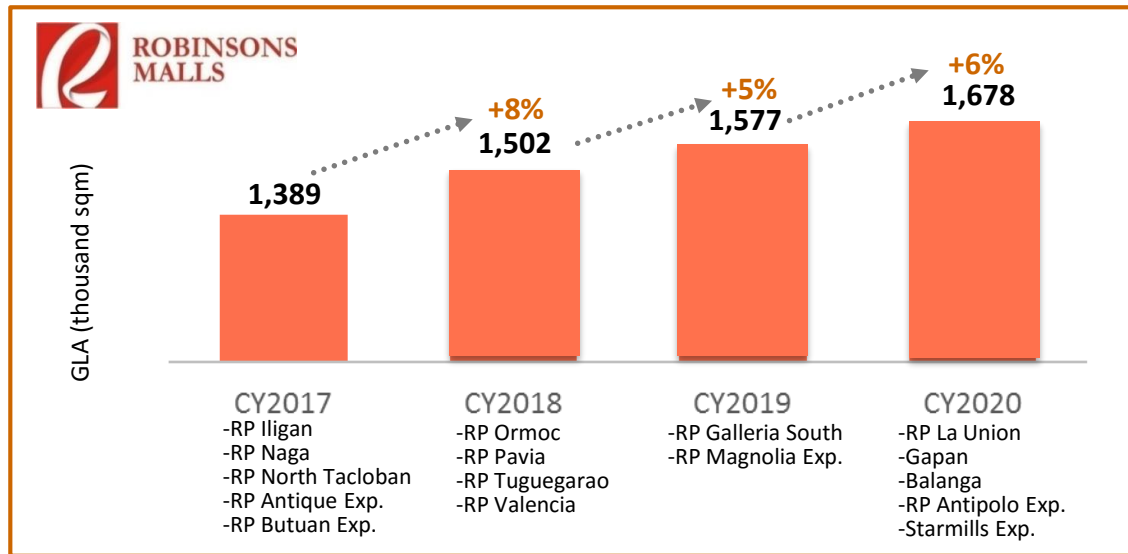
Note:

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



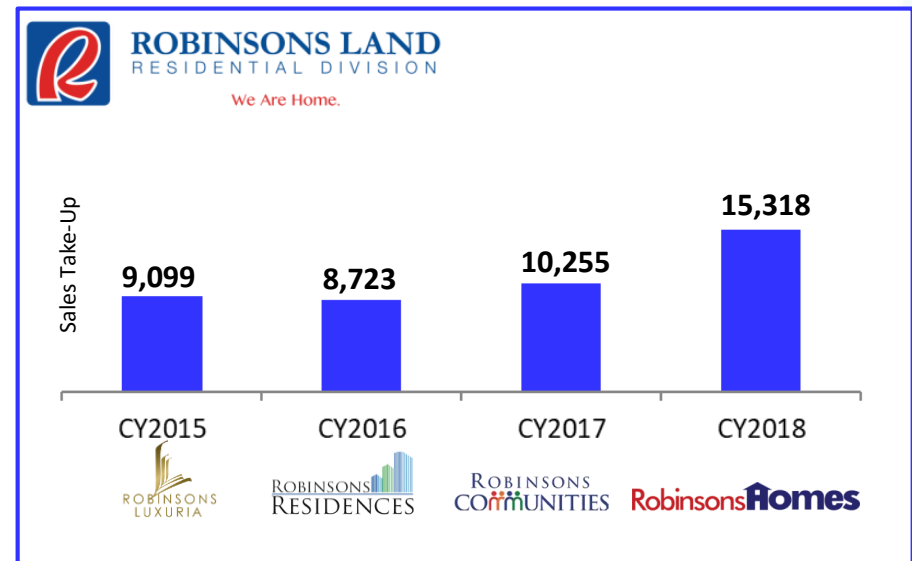
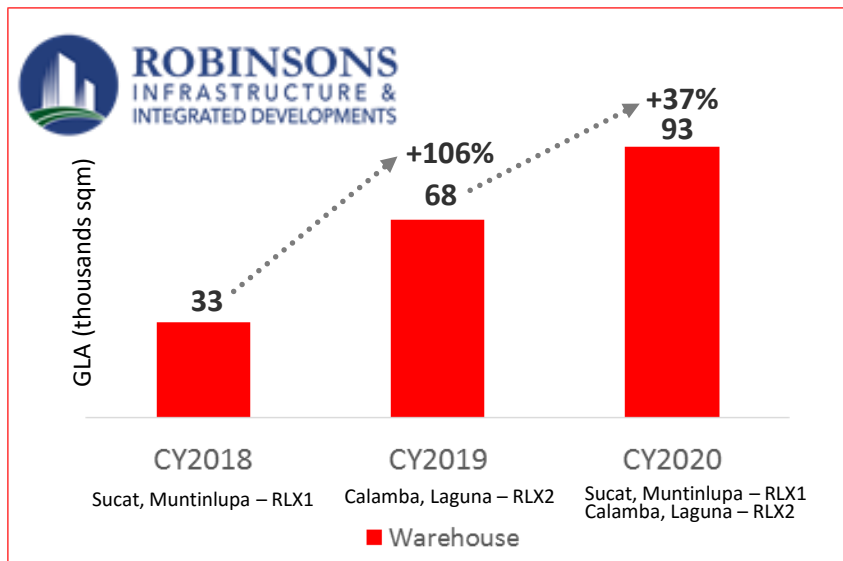
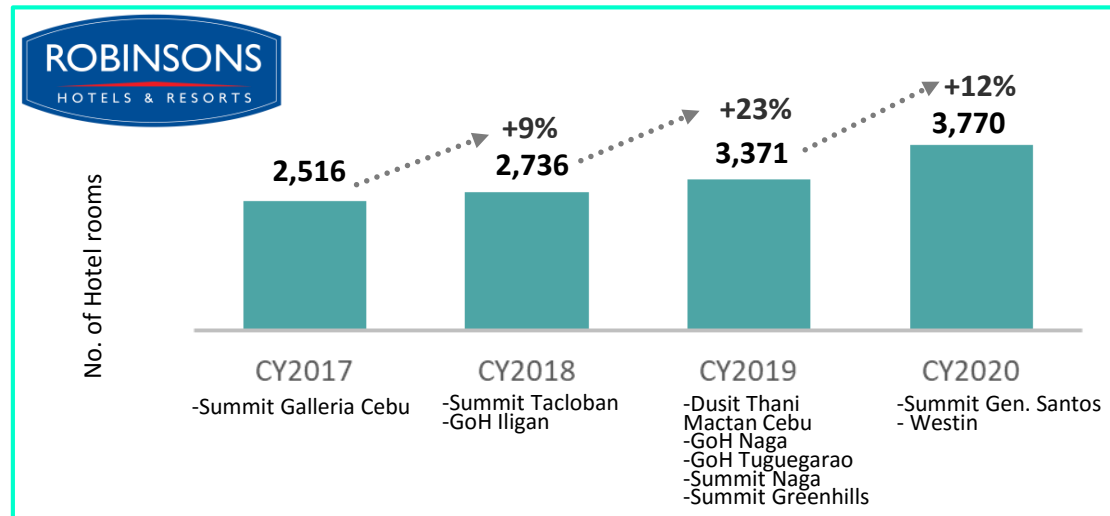
ROBINSONS LAND

FUTURE PLANS



ROBINSONS LAND

FUTURE PLANS



1. **Strong Earnings Growth:** Net income up by 19% to P1.84B for Q1CY19.
2. **Stable Growth from Investment Portfolio:**
 - a. Investment revenues increased by 13% to P4.8B:
 - Malls Division revenues increased by 9%
 - Office Buildings Division revenues increased by 30%
 - Hotel and Resorts Division revenues increased by 10%
 - Industrial and Integrated Division revenues increased by 7%
 - b. Development revenues decreased by 7% to P2B (due to timing of revenue recognition):
3. **Soft opening** of Dusit Thani Mactan Cebu Resort.
4. **Sales Take-up:** 2019 new residential launches have started in the 2Q. (None in 1Q 2019).
5. **CAPEX:** Utilized P3.64B on Investment & Development Portfolios and Land Acquisition.
Expect acceleration in CAPEX spending in next 3 Quarters of 2019.



THANK YOU!



ROBINSONS LAND