



**ROBINSONS LAND
CORPORATION**

**Earnings Call for 2018
March 14, 2019**



ROBINSONS LAND
CORPORATION

51 LIFESTYLE CENTERS
(from 47 as of end 2017)

72 RESIDENTIAL BUILDINGS
(from 68 as of end 2017)

20 OFFICE DEVELOPMENTS
(from 17 as of end 2017)

38 HOUSING
SUBDIVISIONS

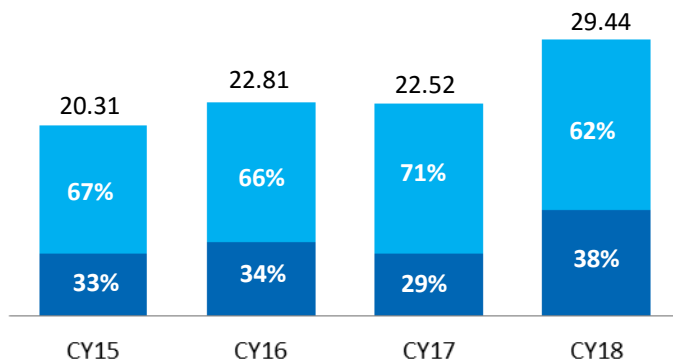
18 MIXED-USE DEVELOPMENTS
(from 17 as of end 2017)

18 HOTELS
(from 16 as of end 2017)

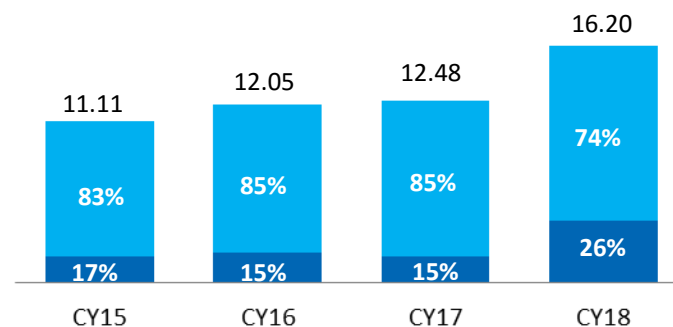


STRONG CASH FLOWS DRIVEN BY DIVERSIFIED BUSINESS MODEL

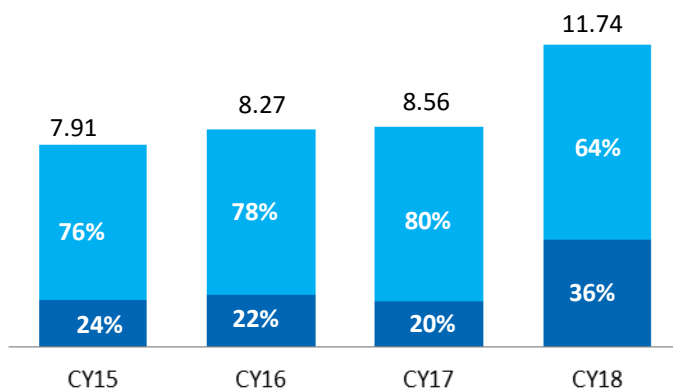
REVENUES (in Php B)



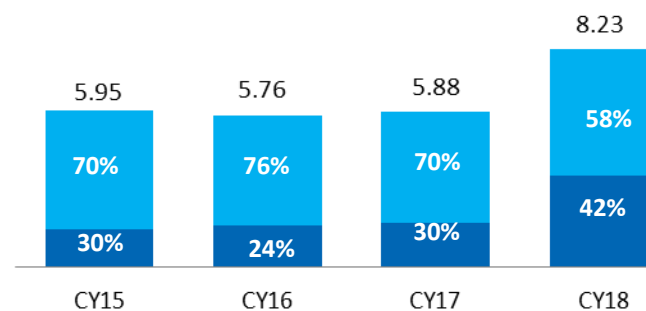
EBITDA (in Php B)



EBIT (in Php B)



NET INCOME (in Php B)



 Investment Portfolio

 Development Portfolio

2018 FINANCIAL PERFORMANCE HIGHLIGHTS – A BANNER YEAR

(PHP IN MILLIONS)

Net income surges by 40%YoY to Php 8.23B



	<i>REVENUE</i>			<i>EBITDA</i>			<i>EBIT</i>		
	CY2018	% to RLC	YoY	CY2018	% to RLC	YoY	CY2018	% to RLC	YoY
TOTAL RLC	29,443	100%	31%	16,196	100%	30%	11,740	100%	37%
MALLS	11,940	41%	11%	7,666	47%	9%	4,246	36%	6%
OFFICES	4,108	14%	26%	3,584	22%	22%	2,890	25%	26%
HOTELS	1,982	7%	5%	673	4%	-7%	425	3%	-22%
IID	2,725	9%	19K%	1,959	13%	6K%	1,946	17%	6K%
RESIDENTIAL	8,688	29%	33%	2,314	14%	27%	2,233	19%	27%

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
- **2,813,000** sqm in Gross Floor Area
- **95%** latest system-wide occupancy
- Over **9,000** retailers

Partners

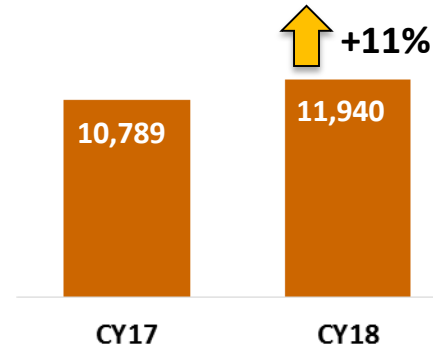


COTTON:ON

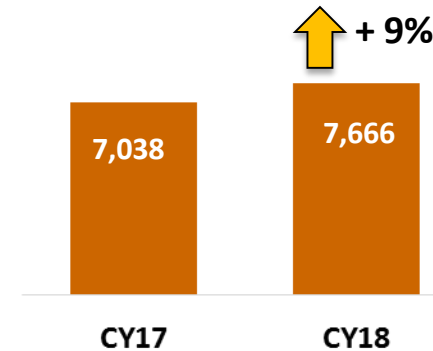


DOROTHY PERKINS

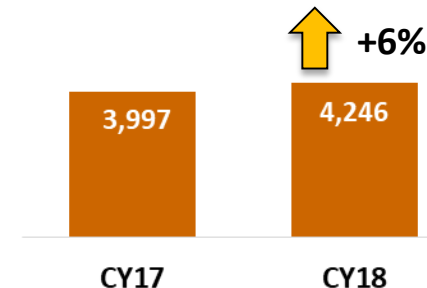
REVENUES



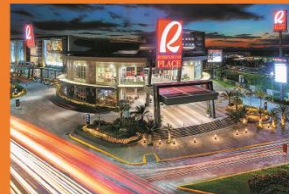
EBITDA



EBIT



ROBINSONS LAND





New Lifestyle Centers



Robinsons Place Ormoc

GLA: 23, 701 sqm
Date Opened: April 2018
2018 Occupancy Rate: 96.81%



Robinsons Place Pavia

GLA: 27,439 sqm
Date Opened: June 2018
2018 Occupancy Rate: 90.28%



Robinsons Place Tuguegarao

GLA: 38,927 sqm
Date Opened: July 2018
2018 Occupancy Rate: 97.75%



Robinsons Place Valencia

GLA: 28,785 sqm
Date Opened: December 2018
2018 Occupancy Rate: 92.00%



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 **97%**
- Dominant office landlord in the **Ortigas Central Business District**

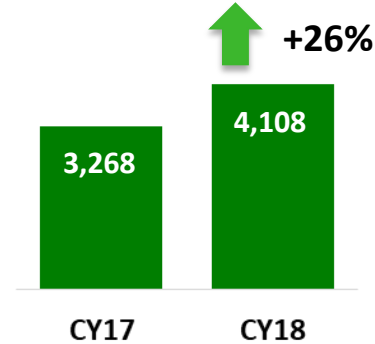
Partners



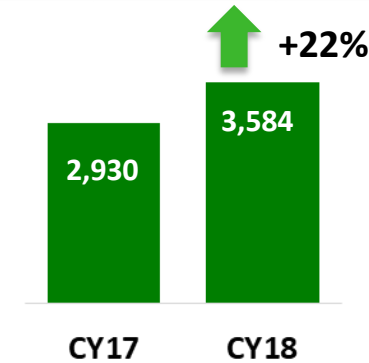
West Corporation



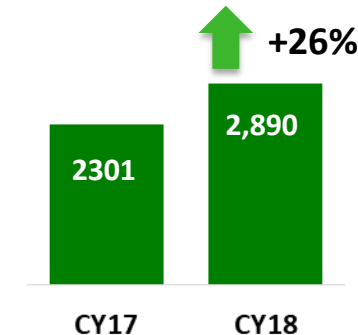
REVENUES



EBITDA



EBIT



ROBINSONS LAND



New Office Development



Exxa Tower

NLA: 39,900 sqm

Date Completed: June 2018

2018 Leased-out Rate: 92%

Zeta Tower

NLA: 35,000 sqm

Date Completed: Dec. 2018

2018 Leased-out Rate: 19.2%



Cyberscape Gamma

NLA: 45,000 sqm

Date Completed: Dec. 2018

2018 Leased-out Rate: 57.2%

Hotels and Resorts Division



- Multi-branded hotel portfolio spanning essential service hotels to standard deluxe hotels.
- **Continuous expansion** of all brand segments
- **18** hotel properties with **2,736** rooms across all segments

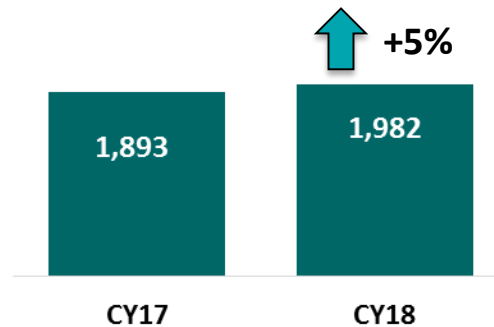
International Brands



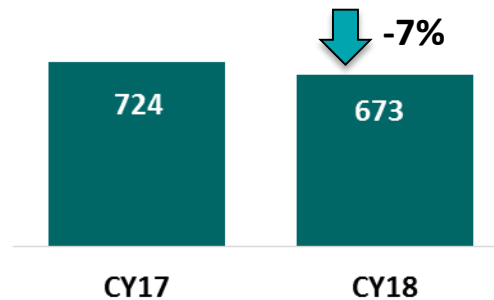
Company-owned Brands



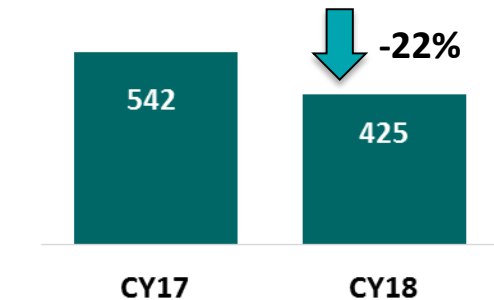
REVENUES



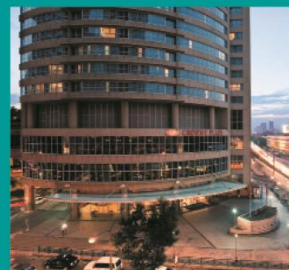
EBITDA



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ROBINSONS LAND



New Hotel Development

Summit Hotel Tacloban



Rooms:	138 rooms
Date Opened:	June 2018

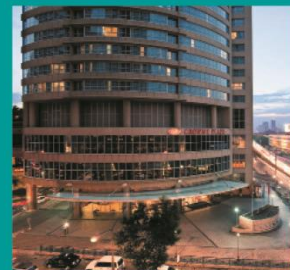
Go Hotels Iligan



Rooms:	100 Rooms
Date Opened:	December 2018

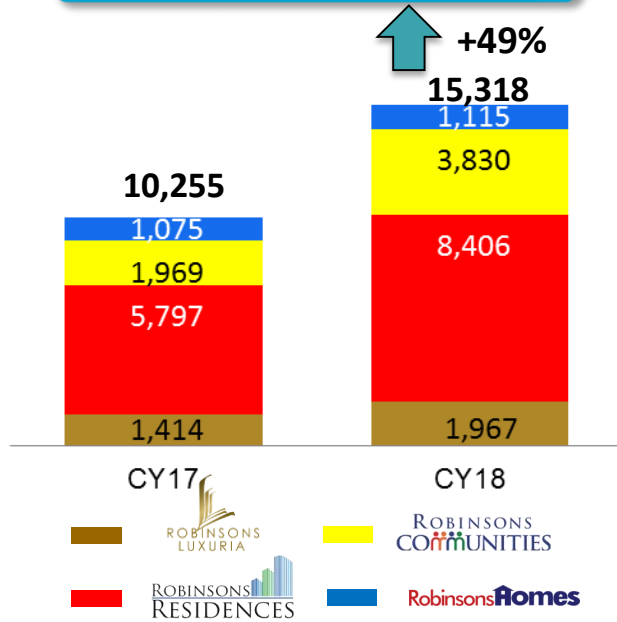


ROBINSONS LAND

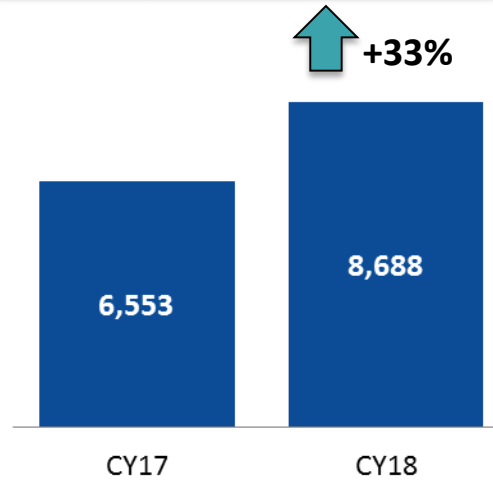




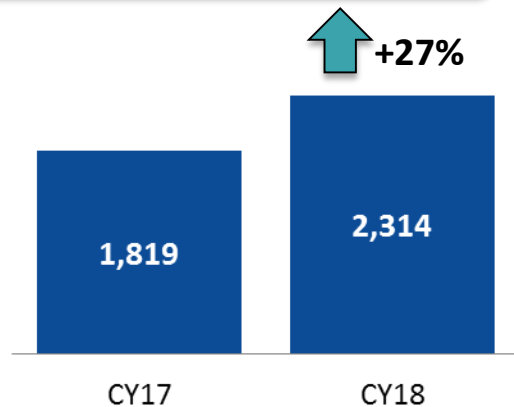
NET SALES TAKE-UP



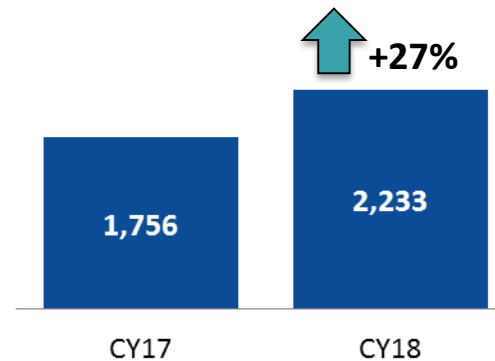
REALIZED REVENUES



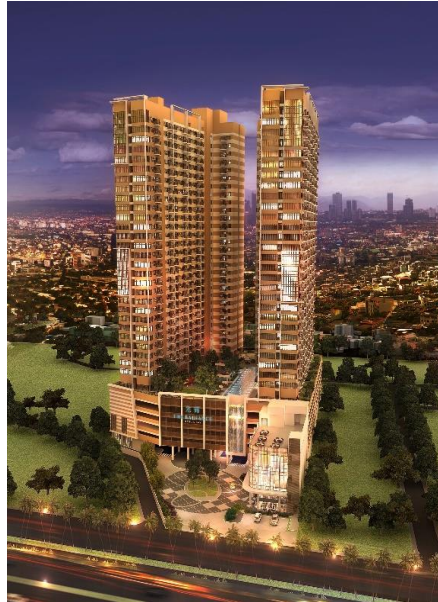
EBITDA



EBIT



2018 PROJECT LAUNCHES



Radiance Manila Bay South

Location:	Manila
Date Launched:	February 2018
No. of Units:	597



The Magnolia Residences Tower D

Location:	Quezon City
Date Launched:	November 2018
No. of Units:	420



ROBINSONS LAND

2018 PROJECT LAUNCHES

ROBINSONS
COMMUNITIES



ROBINSONS LAND
RESIDENTIAL DIVISION

We Are Home.



Aurora Escalades

Location: Quezon City
Date Launched: February 2018
No. of Units: 800



Gateway Regency Studios

Location: Mandaluyong City
Date Launched: November 2018
No. of Units: 836



Robinsons **Homes**

Phase 2 of Springdale at Pueblo Angono

Location: Angono, Rizal
Date Launched: June 2018
No. of Units: 271



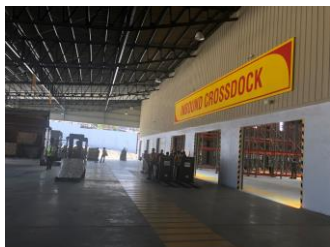
ROBINSONS LAND

Infrastructure and Integrated Developments Division



ROBINSONS
INFRASTRUCTURE &
INTEGRATED DEVELOPMENTS

Warehouse Facility



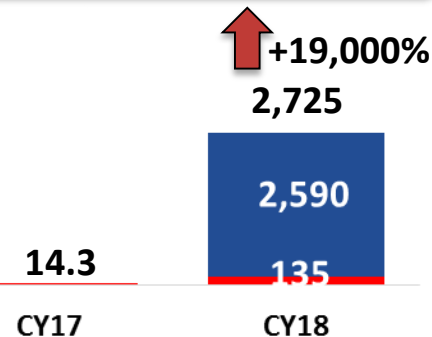
Turned Over in Q1CY18

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

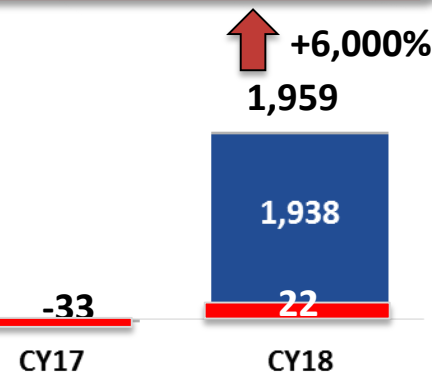
Portfolio Legend:

- Investment
- Development

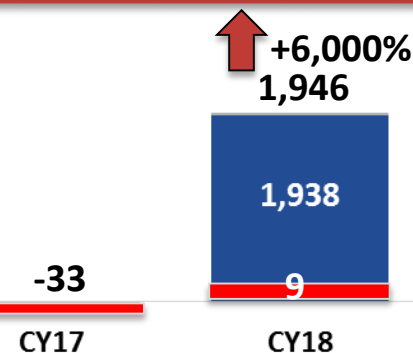
REVENUES



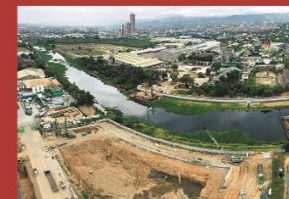
EBITDA



EBIT



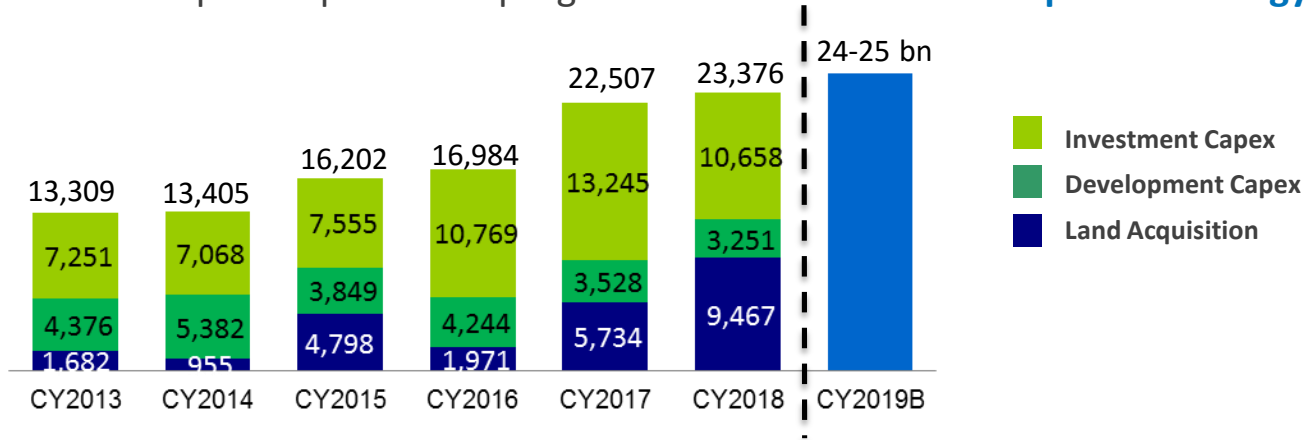
ROBINSONS LAND



ROBUST GROWTH PROSPECTS

CAPITAL EXPENDITURE (Php Mn)

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

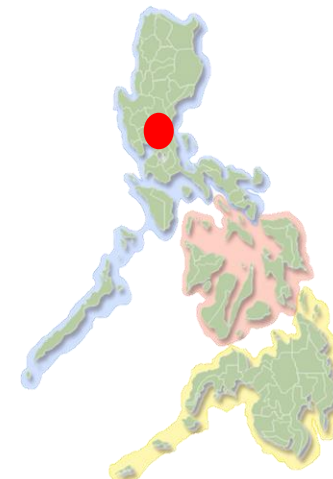


LAND BANK as of 31 December 2018 (Philippines)

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

AREA	In Has.
Metro Manila	30.4
Luzon	524.5
Visayas	137.7
Mindanao	64.8
TOTAL	757.4

ESTIMATED VALUE	In Php B
Metro Manila	21.3
Luzon	18.5
Visayas	3.5
Mindanao	2.3
TOTAL	45.5





CHENGDU BAN BIAN JIE

We have secured license to sell for condominium units

We have sold 95% of the units as of December 2018

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



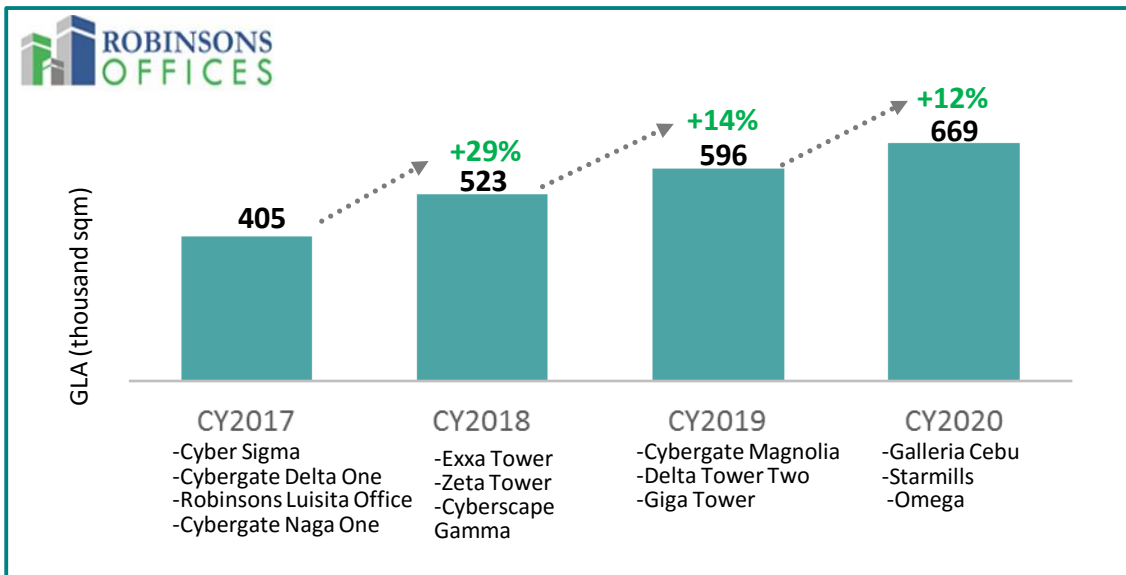
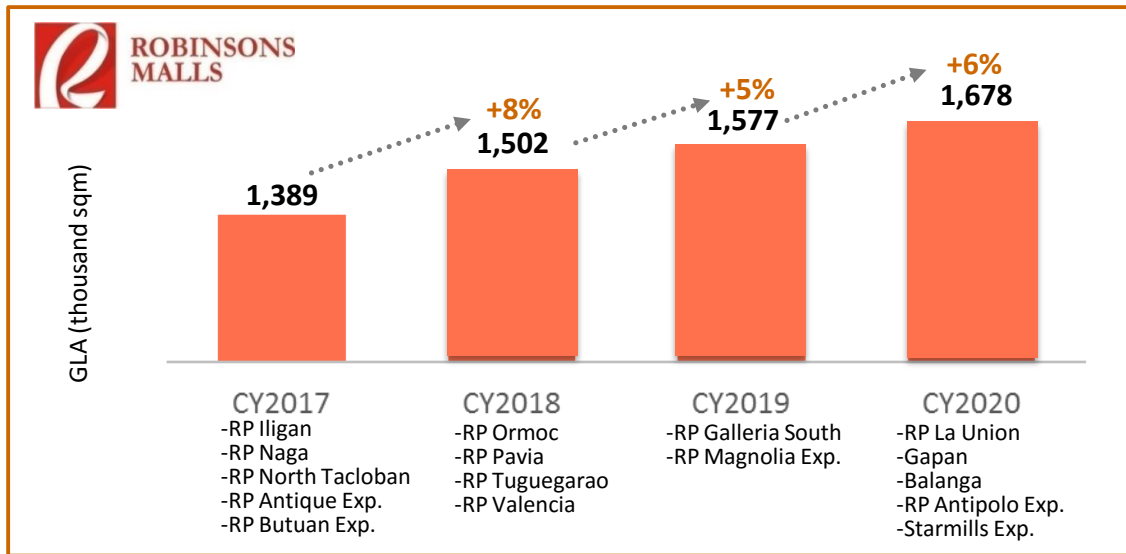
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CHENGDU BAN BIAN JIE

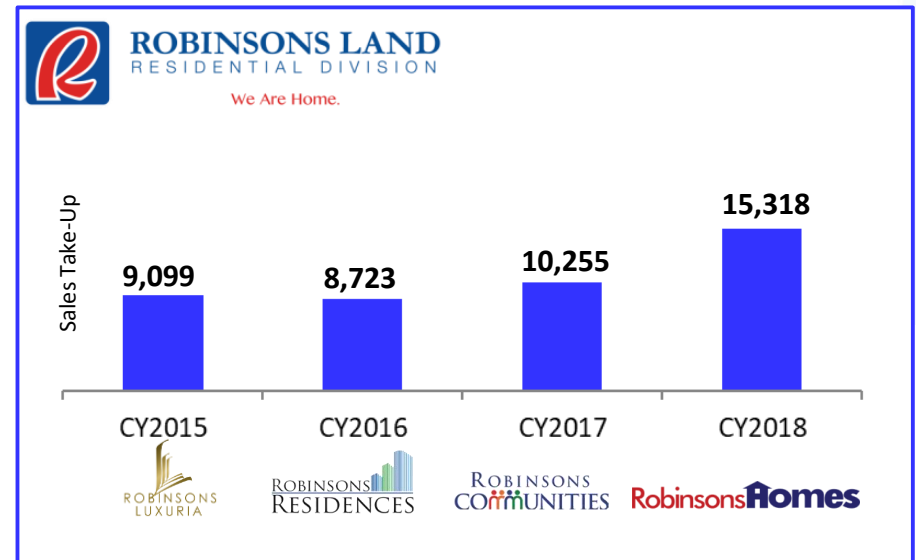
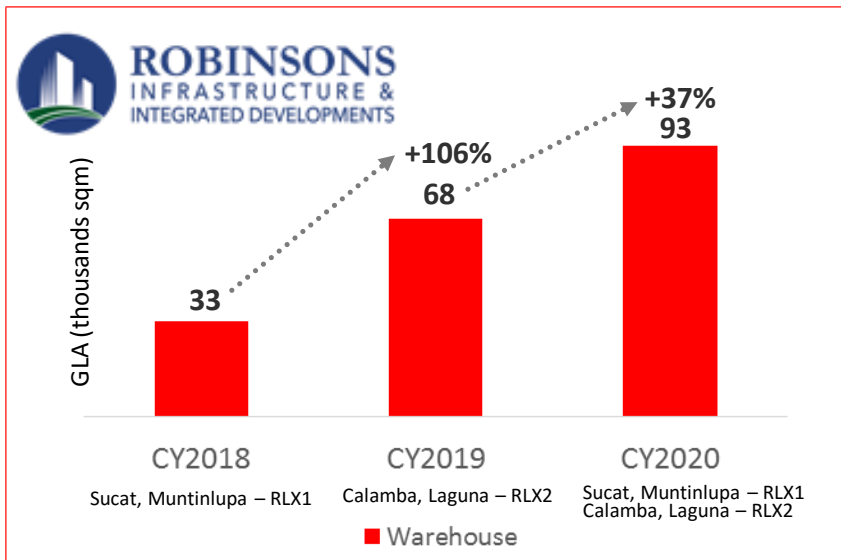
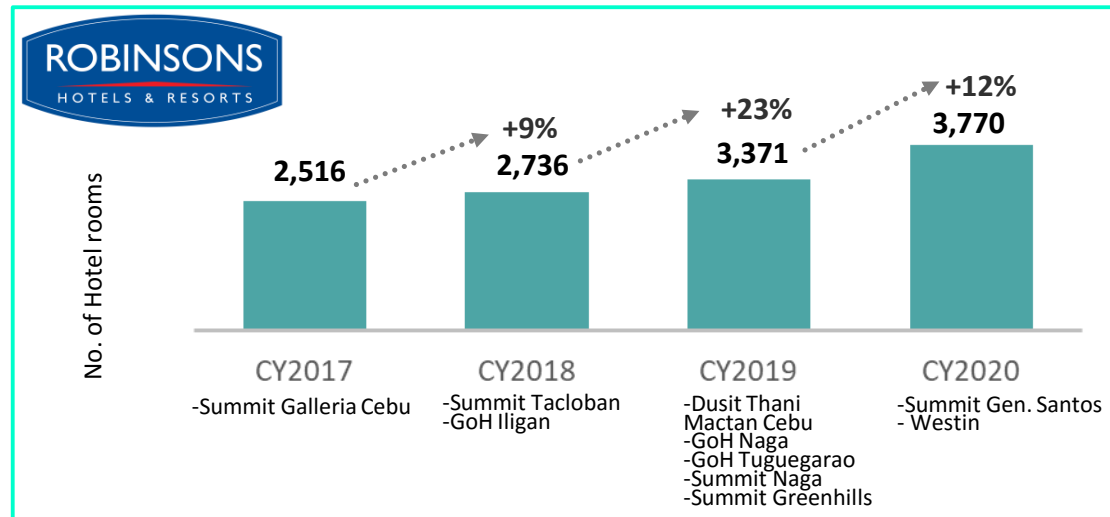
Phase 1 Components	Saleable Area (sqm)	% of Total Sales
Condominium	96,612	68%
Townhouses	9,862	10%
Commercial Units	4,083	8%
Parking	43,514	13%
Clubhouse	4,219	1%



FUTURE PLANS



FUTURE PLANS



JOINT VENTURE PROJECTS

With Shangri-la JVCo

P&L Highlights	Realized Land Sale (PhP Mn)	*Unrealized Land Sale (PhP Mn)
Revenue	2,507	2,507
Net income	1,432	1,432

[For the 50% balance]

Income from Land Sale to be realized together with the Realized Revenues on the sale of the condominium units on a revenue recognition / percentage of completion basis

The JVCo expects condominium sales of over 25B

With Hong Kong JVCo

P&L Highlights	Realized Land Sale (PhP Mn)	*Unrealized Land Sale (PhP Mn)
Revenue	82	2,623
Net income	18	578

[For the 40% balance]

Income from land sale to be realized according to percentage of completion of the estate site development

[For the 60% balance]

Income from Land Sales to be realized together with the Realized Revenues on the sale of the condominium units on a revenue recognition / percentage of completion basis

The JVCo expects condominium sales of over 20B

1. **Strong Earnings Growth:** Net income up by 40% to P8.23B for CY18
2. **Robust Growth from Investment and Development Portfolios:**
 - a. Investment revenues increased by 14% to P18.2B:
 - Malls Division revenues increased by 11%
 - Office Buildings Division revenues increased by 26%
 - Hotel and Resorts Division revenues increased by 5%
 - Infrastructure and Integrated Division revenues increased by 841%
 - b. Development revenues increased by 72% to P11.3B (includes land sales):
 - Residential realized revenue rose by 33% in CY18.
3. **Record Sales Take-up:** Net sales take-up surged by **49% at P15.3B**
4. **CAPEX:** Utilized P23.4B on Investment & Development Portfolios and Land Acquisition



THANK YOU!



ROBINSONS LAND