

INVESTOR PRESENTATION



**ROBINSONS LAND
CORPORATION**

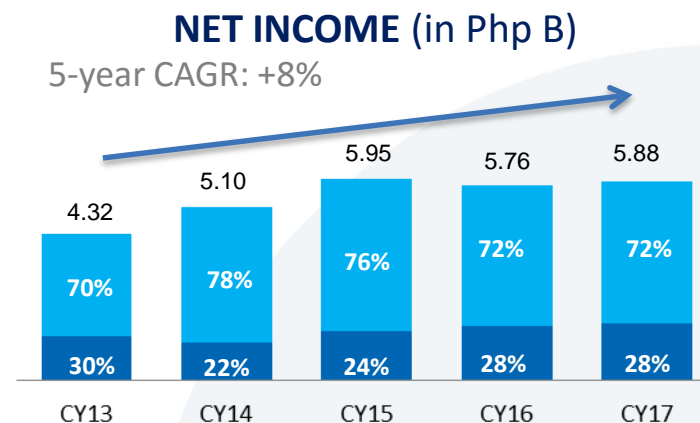
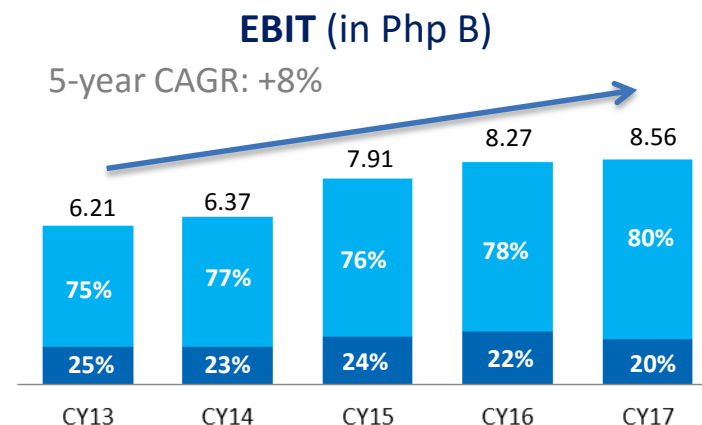
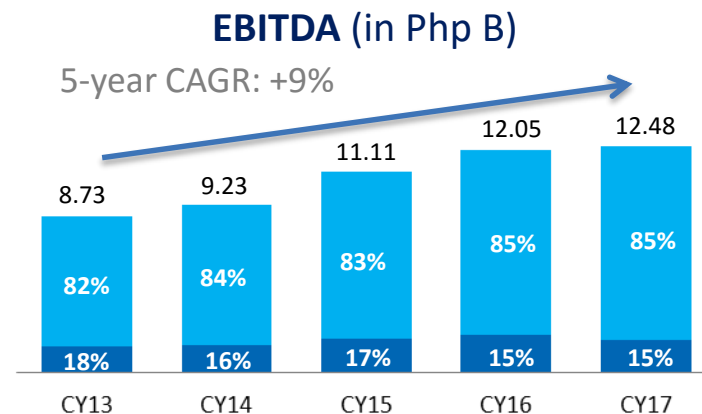
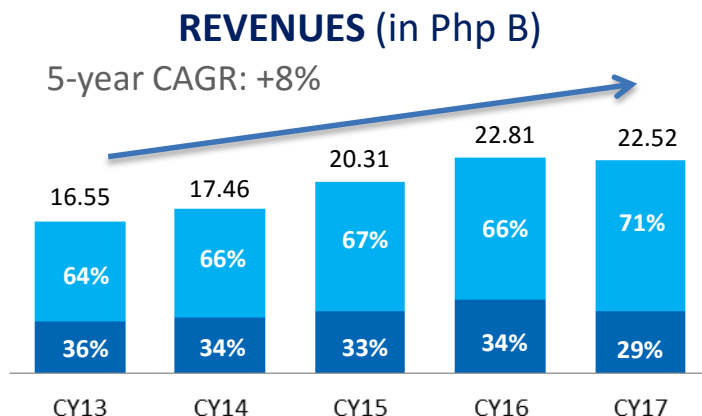
APRIL 13, 2018

STABLE CASH FLOWS ANCHORED BY RECURRING INCOME AND REVENUE

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

CY 2017 Investment portfolio posted:

- +7% in Revenues
- +5% in EBITDA
- +6% in EBIT



Investment Portfolio



Development Portfolio



ROBINSONS LAND

FINANCIAL PERFORMANCE HIGHLIGHTS – CY2017

(PHP IN MILLIONS)



REVENUE

EBITDA

EBIT

	CY2017	% to RLC	YoY	CY2017	% to RLC	YoY	CY2017	% to RLC	YoY
TOTAL RLC	22,517	100%	-1%	12,477	100%	4%	8,562	100%	4%
MALLS	10,789	48%	6%	7,038	56%	3%	3,997	47%	3%
OFFICES	3,268	15%	9%	2,930	23%	8%	2,301	27%	10%
HOTELS	1,893	8%	5%	724	6%	8%	542	6%	9%
RESIDENTIAL	6,567	29%	-17%	1,786	15%	-4%	1,722	20%	-5%

Net Income up by **2%** at **Php 5,884**;
while **Core Income** grew by **5%**



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

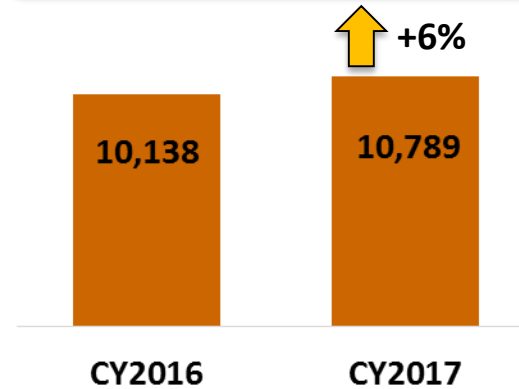


BENCH/

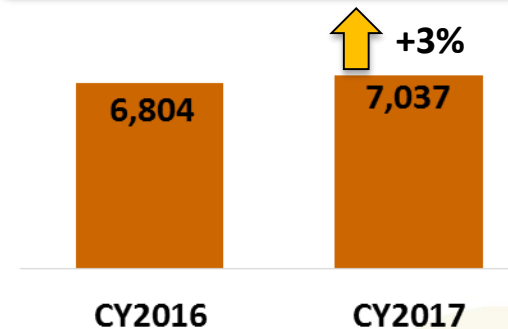


PENSHOPPE

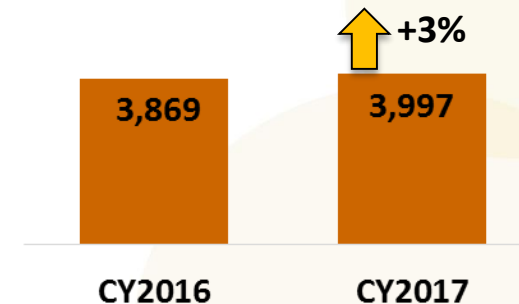
REVENUES



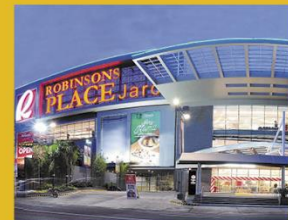
EBITDA



EBIT



ROBINSONS LAND



PROJECT LAUNCHES



Robinsons Place Iligan

GLA: 31,500 sqm

Date Opened: July 2017

Robinsons Place Naga

GLA: 31,900 sqm

Date Opened: August 2017

Robinsons Place North Tacloban

GLA: 26,300 sqm

Date Opened: December 2017



ROBINSONS LAND



Robinsons Place Antique Expansion

GLA: 13,200 sqm
Date Opened: June 2017

Robinsons Place Butuan Expansion

GLA: 9,200 sqm
Date Opened: August 2017



Office Buildings Division

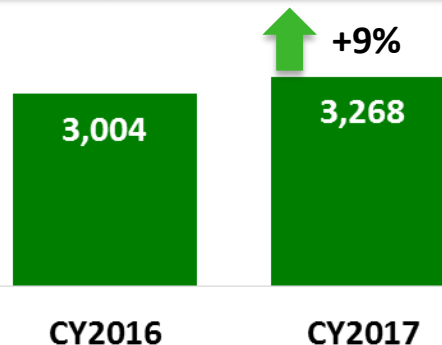


- Leading BPM office space provider with **405,000 sqm** net leasable space
- Total leased space for our **17 office developments** is **96%**
- Dominant office landlord in the **Ortigas Central Business District**

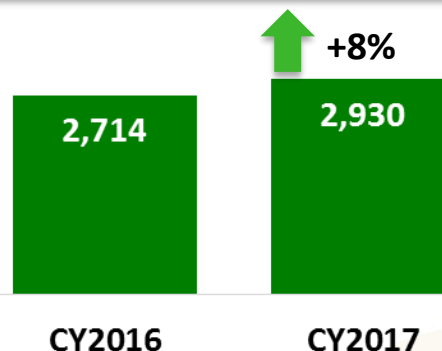
Partners



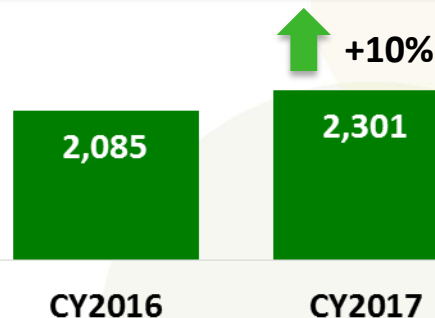
REVENUES



EBITDA



EBIT



ROBINSONS LAND



PROJECT LAUNCHES



Robinsons Luisita Office

NLA: 5,800 sqm

Date Opened: October 2017



Cyber Sigma

NLA: 50,000 sqm

Date Opened: December 2017



Cyber Delta One

NLA: 11,900 sqm

Date Opened: December 2017



Cyber Naga One

NLA: 5,900 sqm

Date Opened: December 2017



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 2,516 rooms** across all segments

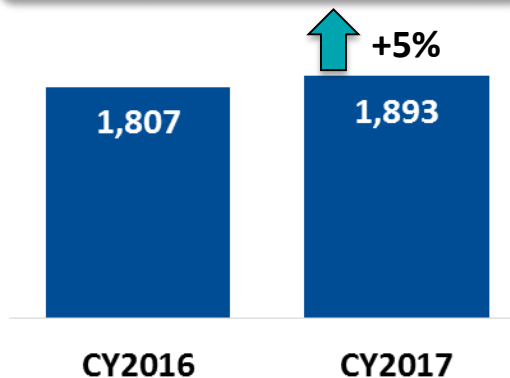
International Brands



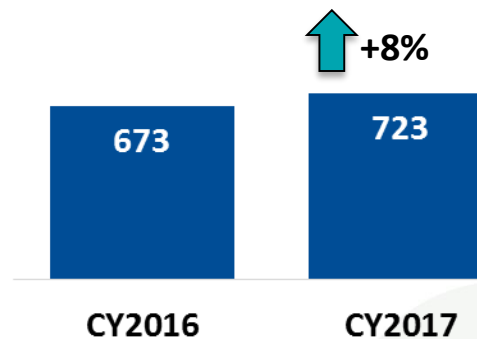
Company-owned Brands



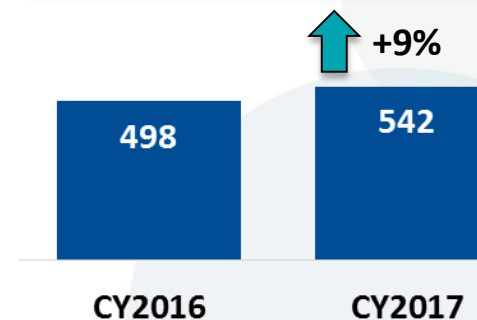
REVENUES



EBITDA



EBIT



ROBINSONS LAND



PROJECT LAUNCH



Summit Galleria Cebu

No. of Rooms: 220

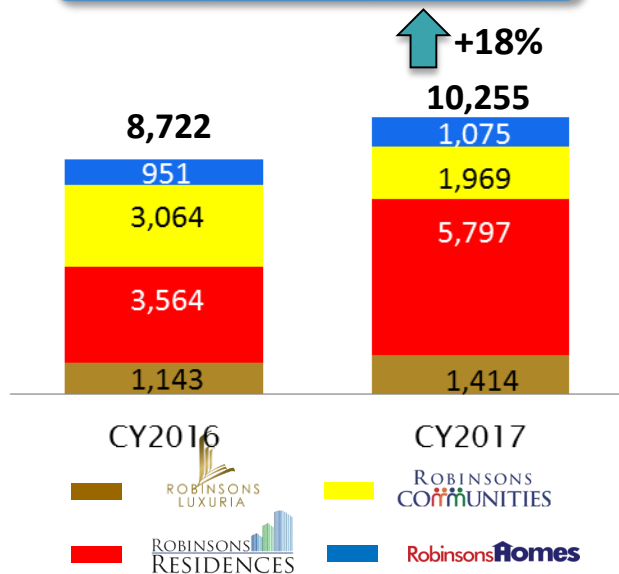
Date Opened: August 2017



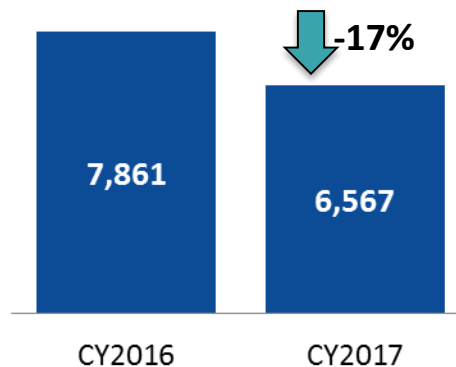
ROBINSONS LAND



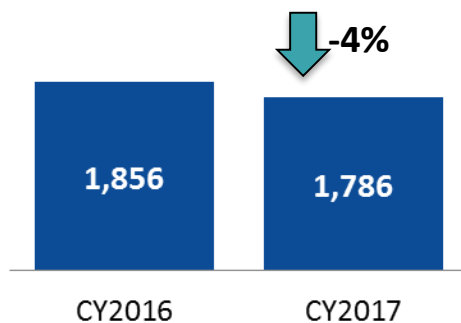
NET SALES TAKE-UP



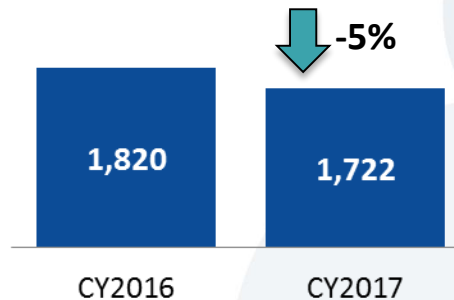
REALIZED REVENUES



EBITDA



EBIT





Galleria Residences Cebu – Tower 2

No. of Units: 352

Soft Launched: November 2017



Robinsons Homes

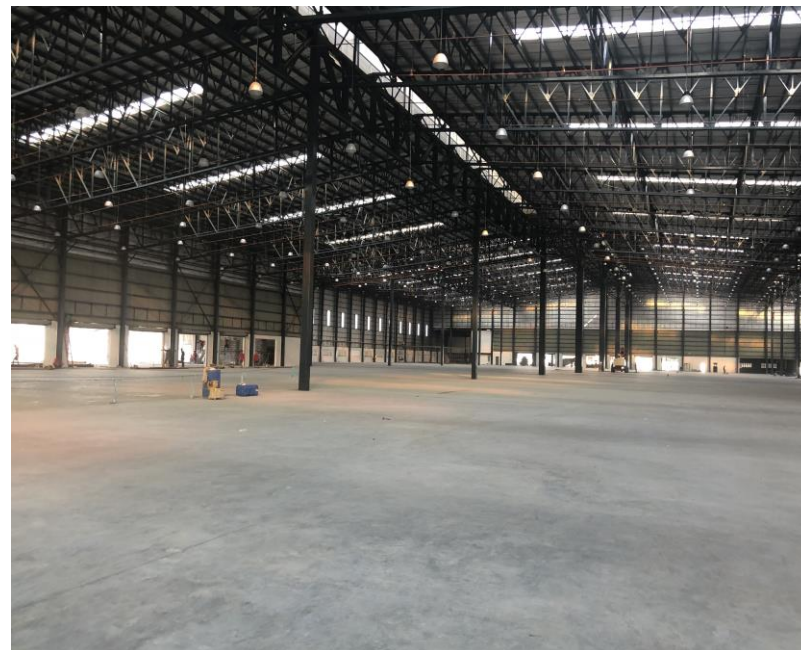
Springdale at Pueblo Angono

No. of Units: 197

Date Opened: October 2017



Warehouse Facility



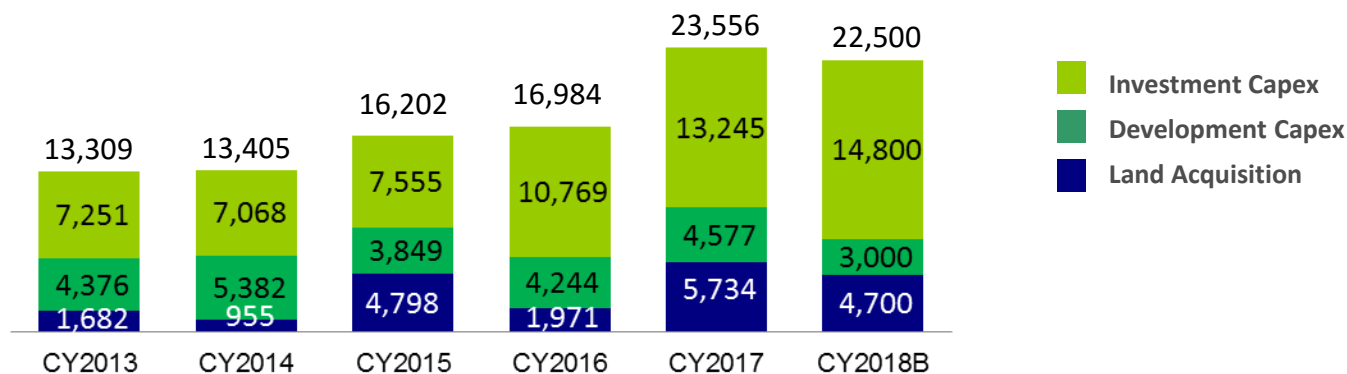
Turned Over in Q1CY18

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

ROBUST GROWTH PROSPECTS

CAPITAL EXPENDITURE (Philippines)

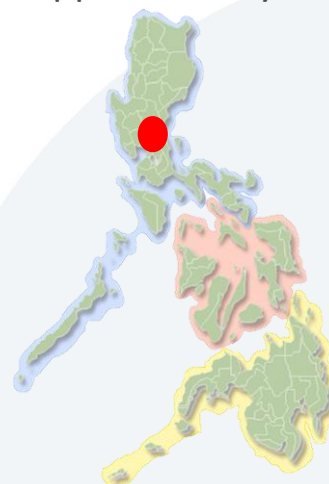
Capital expenditure program **in line with overall corporate strategy**



LAND BANK as of 31 Dec. 2017 (Philippines)

RLC has **sufficient land bank** to support growth for approximately 10 years

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	85.2	Mindanao	3.0
TOTAL	763.1	TOTAL	46.4





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

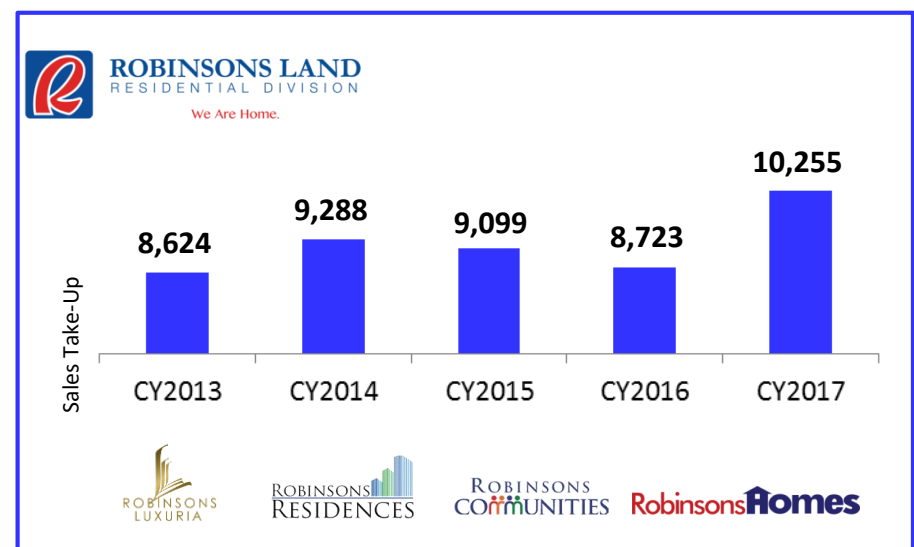
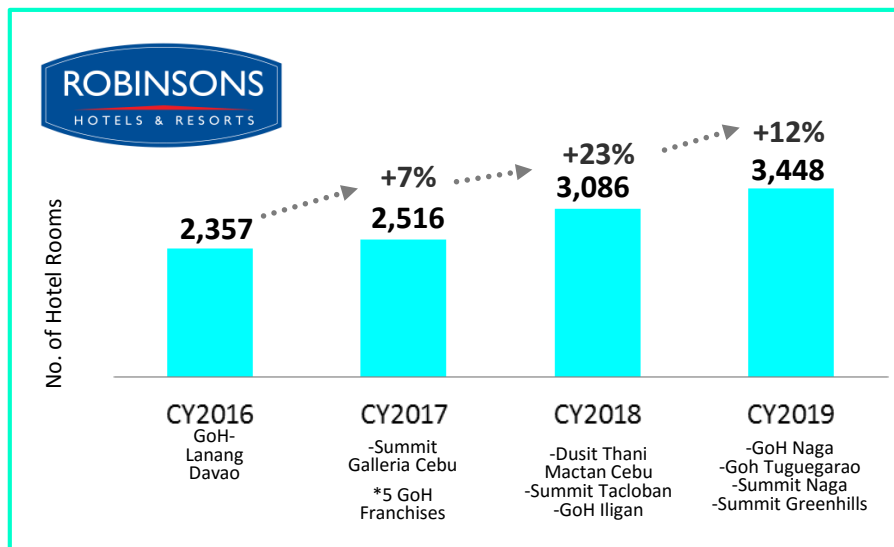
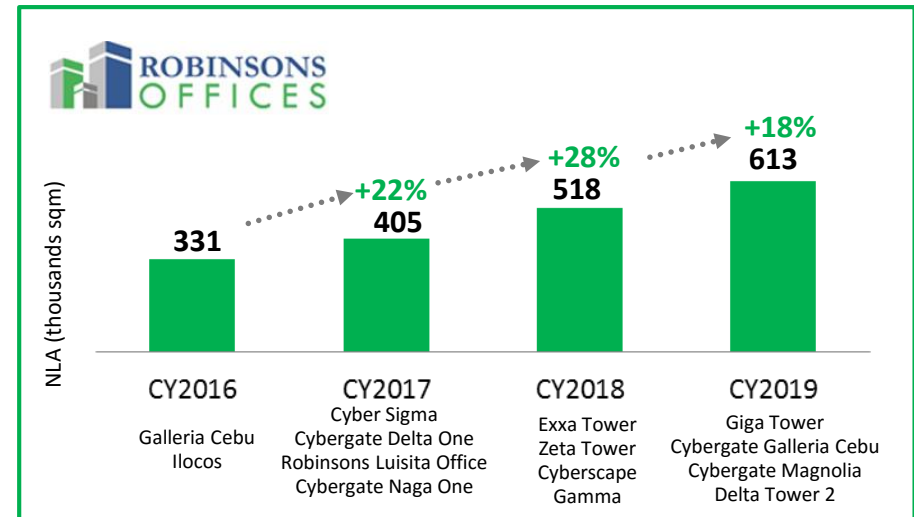
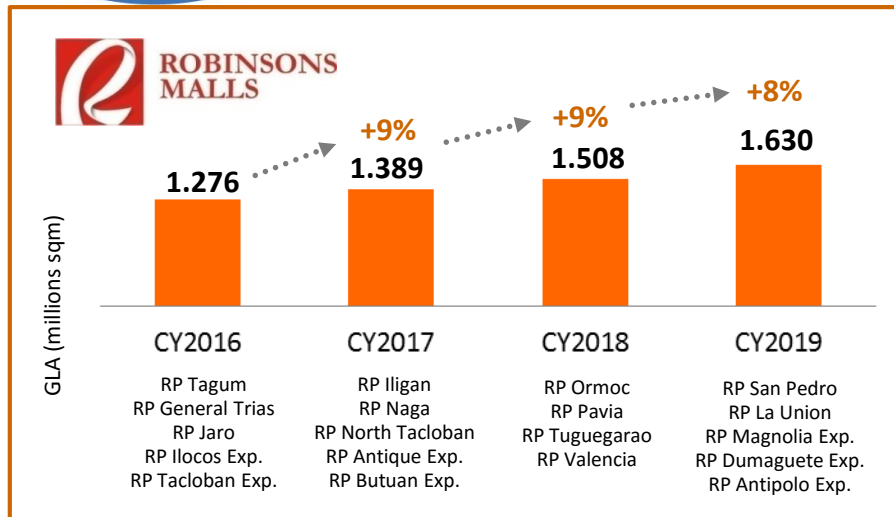
Note:

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. **Maintained Earnings Trajectory:** Net income up by 2% to P5.9B; core net income increased by 5% to P5.8B. We expect 2018 Net Income to increase substantially.
2. **Stable Recurring Income:** Investment portfolio revenues increased by 7% to P15.9B
3. **Stable Growth of Investment Portfolio:** Malls GLA at 1.4M sqm (+9%); Office NLA at 405K sqm (+22%); Hotel room keys 2,516 (+7%), in 2017. Therefore, expecting investment portfolio income to rise.
4. **Record Sales Take-up:** Net sales take-up surged (CY2017) +18% at P10.3B
(Q1CY18) +100% at P3.68B
5. **Higher CAPEX:** Reached total of P23.6B for 2017; we will continue to be in expansion mode moving forward
6. **Creating Value Through New Business Unit:** Through Bridgetowne and Pampanga mixed-use developments and joint venture with Shangri-la Properties, Inc.



ROBINSONS LAND

THANK YOU!



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