



**ROBINSONS LAND  
CORPORATION**

**2Q/1HCY19  
Earnings Call  
9 August 2019**

# Business Portfolio

**51** LIFESTYLE CENTERS  
(from 49 as of end 1HCY18)

**20** OFFICE DEVELOPMENTS  
(from 18 as of end 1HCY18)

**19** MIXED-USE DEVELOPMENTS  
(from 18 as of 1HCY18)

**75** RESIDENTIAL BUILDINGS  
(from 71 as of end 1HCY18)

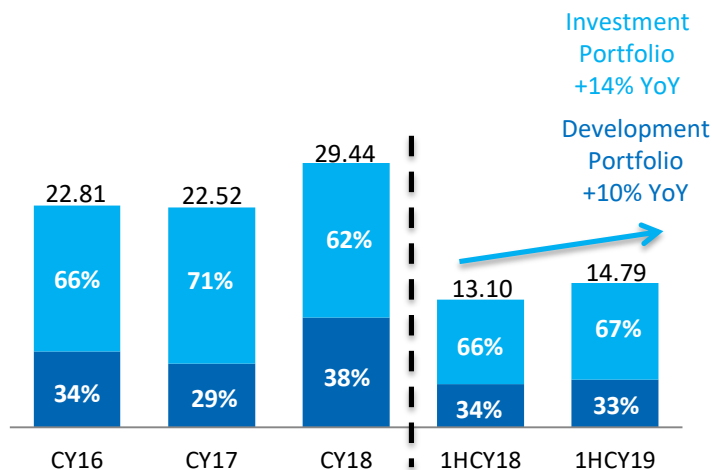
**38** HOUSING  
SUBDIVISIONS

**19** HOTELS  
(from 17 as of 1HCY18)

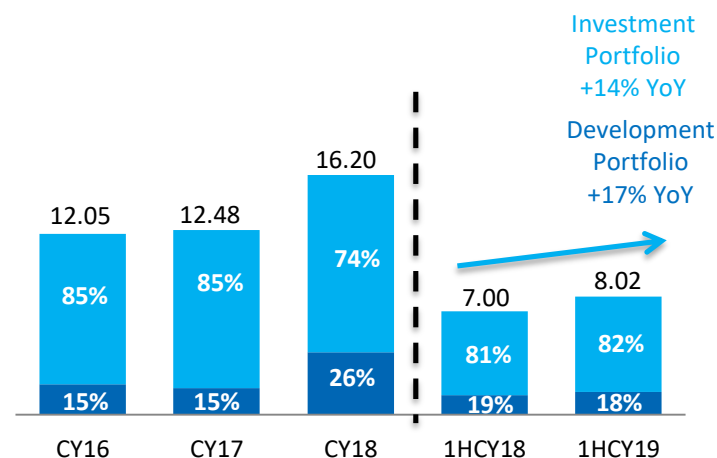


# Strong Cash Flows Driven by Diversified Business Model

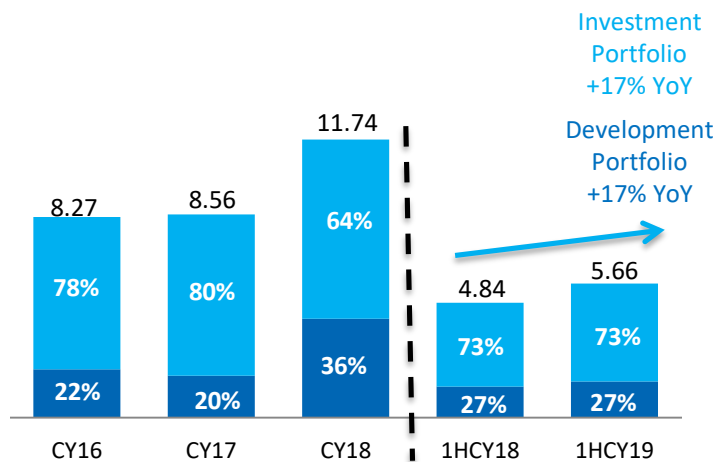
**REVENUES (in Php B)**



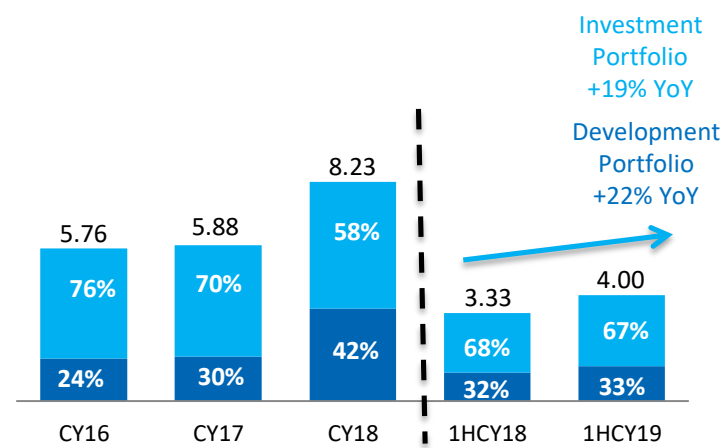
**EBITDA (in Php B)**



**EBIT (in Php B)**



**NET INCOME (in Php B)**



Investment Portfolio

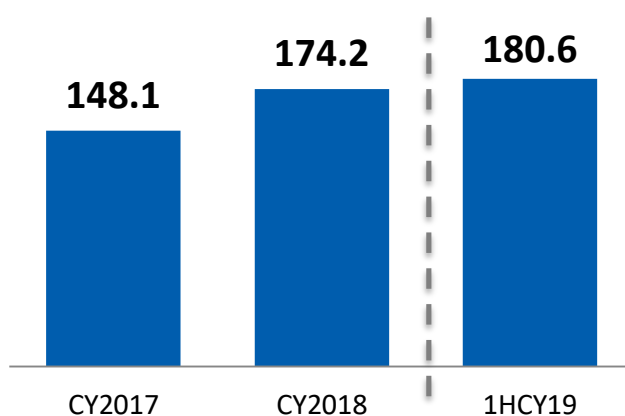
Development Portfolio

# Strong Business Performance and Sound Financial Position

RLC has a **sound** financial position and capital base, and exhibits **prudence** in debt management

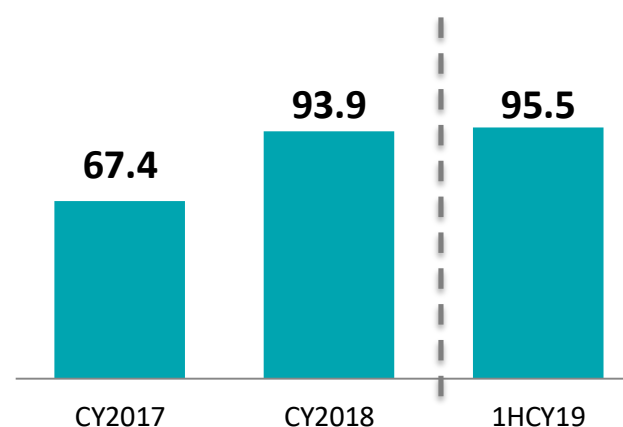
## TOTAL ASSETS

(in Php B)

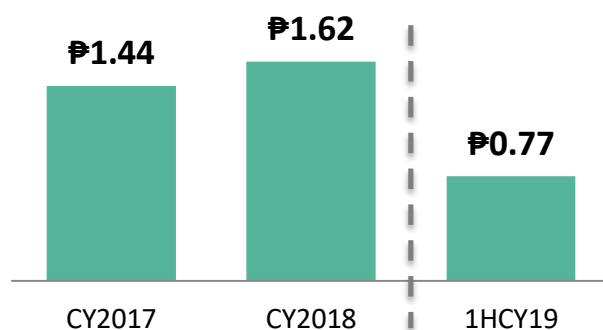


## SHAREHOLDERS' EQUITY

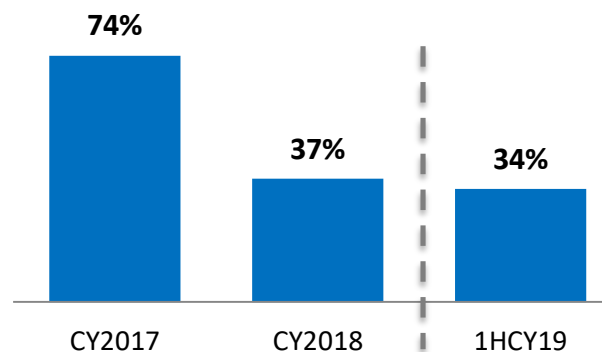
(in Php B)



## EARNINGS PER SHARE



## NET DEBT TO EQUITY





# Financial Performance Highlights 2Q/1H19

Net income increased by 20% YoY to Php 4.0 B

	<b>REVENUE</b>			<b>EBITDA</b>			<b>EBIT</b>		
	1HCY2019	% to RLC	YoY	1HCY2019	% to RLC	YoY	1HCY2019	% to RLC	YoY
<b>TOTAL RLC</b>	<b>14,786</b>	100%	13%	<b>8,018</b>	100%	15%	<b>5,662</b>	100%	17%
<b>MALLS</b>	<b>6,447</b>	44%	11%	<b>4,241</b>	53%	12%	<b>2,471</b>	43%	17%
<b>OFFICES</b>	<b>2,315</b>	16%	29%	<b>1,927</b>	25%	23%	<b>1,529</b>	27%	25%
<b>HOTELS</b>	<b>1,080</b>	7%	11%	<b>301</b>	4%	(6%)	<b>150</b>	3%	(29%)
<b>RESIDENTIAL</b>	<b>4,675</b>	31%	5%	<b>1,420</b>	17%	8%	<b>1,391</b>	25%	8%
<b>IID</b>	<b>269</b>	2%	369%	<b>129</b>	1%	1,683%	<b>121</b>	2%	2,231%

Note: Unaudited financial numbers

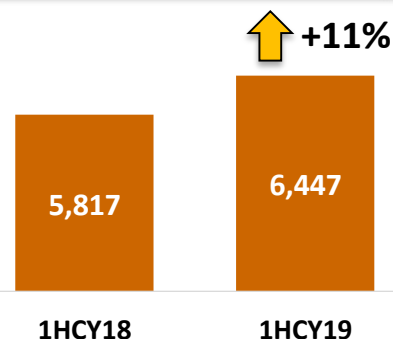
# COMMERCIAL CENTERS DIVISION

- 2<sup>nd</sup> largest mall operator in the Philippines with **51** malls nationwide, 9 within Metro Manila and 42 in other urban areas
- **1,502,868** sqm in Gross Leasable Area
- **2,829,363** sqm in Gross Floor Area
- **95%** latest system-wide occupancy
- Over **9,000** retailers

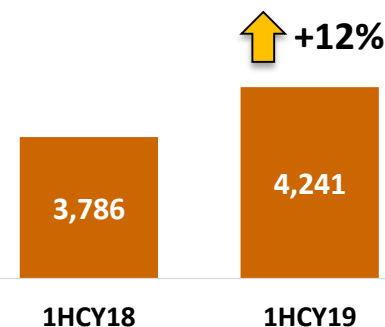
## Partners



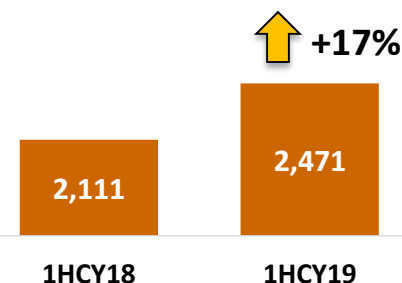
## REVENUES (Php Mn)



## EBITDA (Php Mn)



## EBIT (Php Mn)





# COMMERCIAL CENTERS DIVISION



## **Robinsons Galleria South**

GLA:	48,000 sqm
Date Opened:	July 19, 2019
Occupancy rate	91.3%

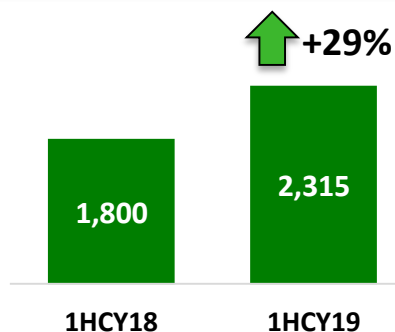
# OFFICE BUILDINGS DIVISION

- A leading IT-BPM office space provider with **523,000 sqm** net leasable space
- Total leased space for our **20 office developments** is **98%**
- Dominant office landlord in the **Ortigas Central Business District**

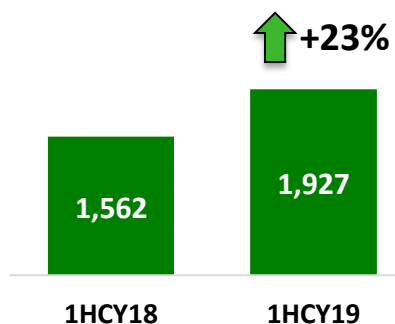
## Partners



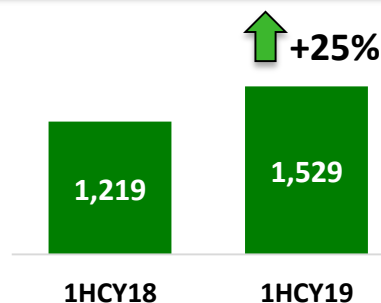
## REVENUES (Php Mn)



## EBITDA (Php Mn)



## EBIT (Php Mn)





# 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 **2,941** rooms across all segments

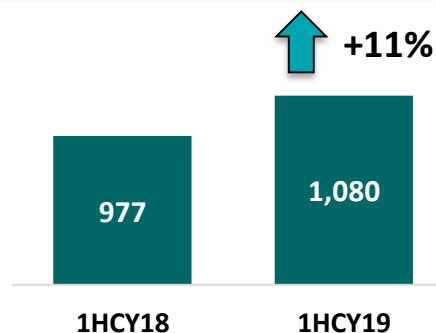
## International Brands



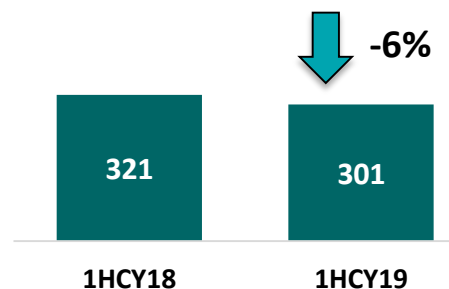
## Company-owned Brands



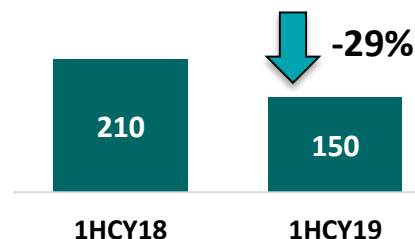
## REVENUES (Php Mn)



## EBITDA (Php Mn)



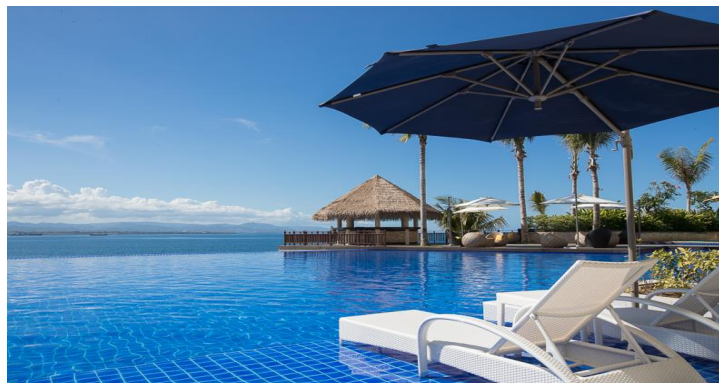
## EBIT (Php Mn)



# HOTELS AND RESORTS DIVISION

## Dusit Thani Mactan Cebu Resort

**Rooms:** 272 rooms  
**Soft Opening:** March 29, 2019



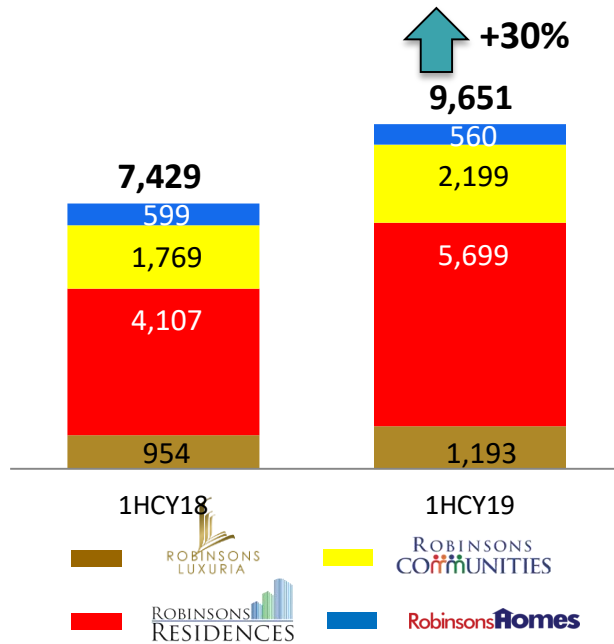


# RESIDENTIAL DIVISION

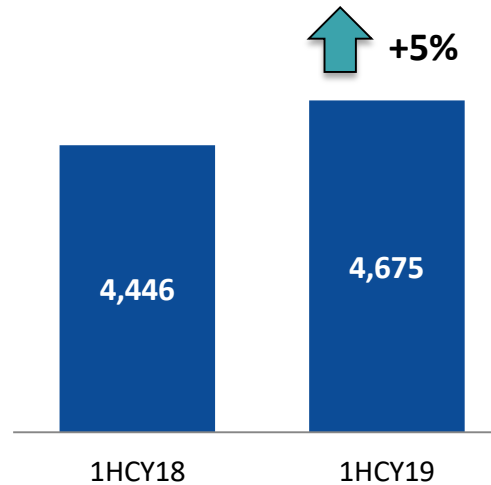


ROBINSONS LAND  
RESIDENTIAL DIVISION

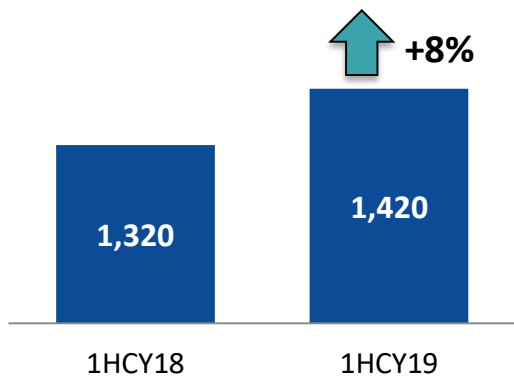
## NET SALES TAKE-UP (Php Mn)



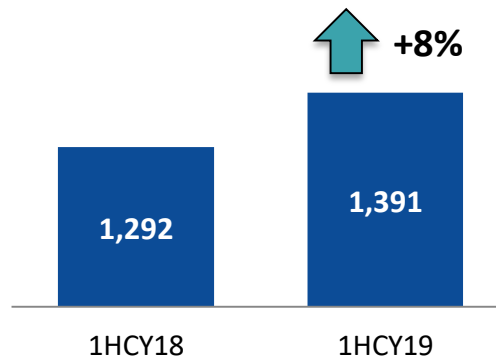
## REALIZED REVENUES (Php Mn)



## EBITDA (Php Mn)



## EBIT (Php Mn)







# 2Q PROJECT LAUNCHES



## The Sapphire Bloc East

Location:	Pasig City
Project Launch:	Q2CY19
No. of Units:	665
Sales Value:	P5.23B



## Galleria Residences Cebu Tower 3

Location:	Cebu City
Project Launch:	Q2CY19
No. of Units:	299
Sales Value:	P2.18B





# 2Q NEW PROJECT LAUNCHES

ROBINSONS  
COMMUNITIES

## Cirrus in Bridgetowne

Location:	Pasig City
Project Launch:	Q2CY19
No. of Units:	1,371
Sales Value:	P5.26B

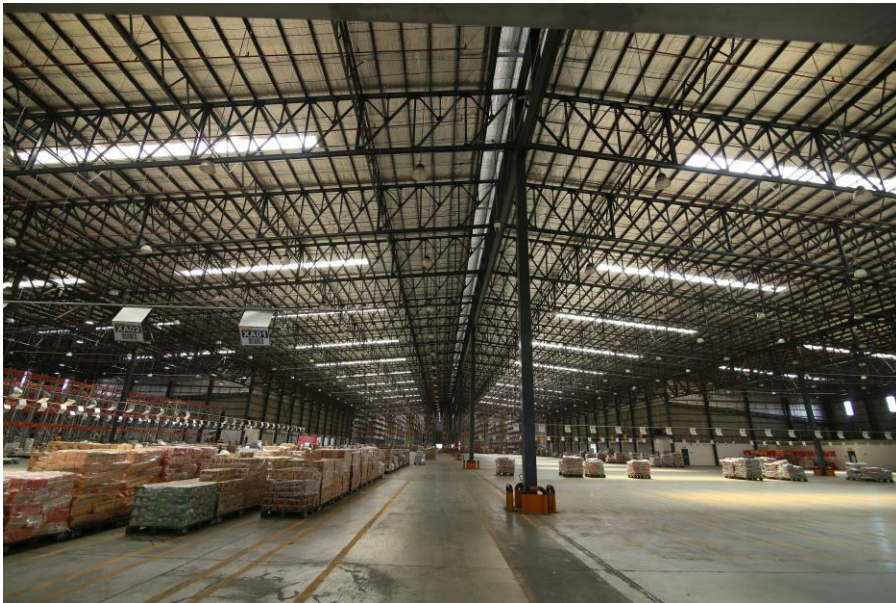


# INDUSTRIAL AND INTEGRATED DEVELOPMENTS DIVISION



**ROBINSONS**  
INDUSTRIAL & INTEGRATED  
DEVELOPMENTS

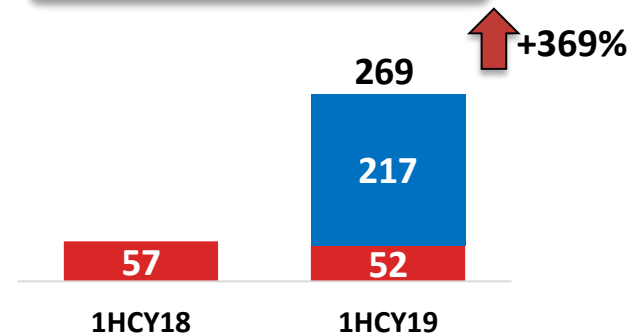
## Warehouse Facility – RLX Sucat



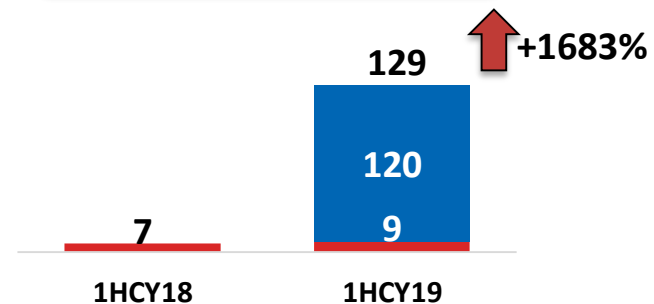
**Turned Over in Q1CY18**

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

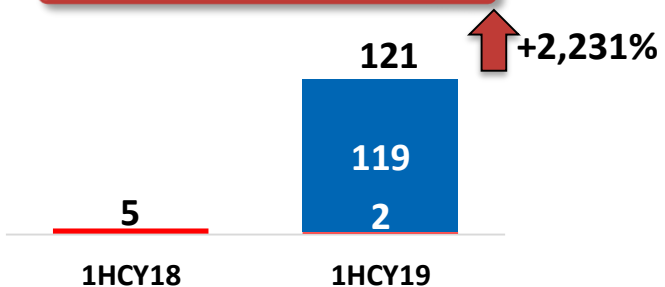
### REVENUES (Php Mn)



### EBITDA (Php Mn)



### EBIT (Php Mn)



Investment Portfolio



Development Portfolio



**ROBINSONS LAND**  
CORPORATION

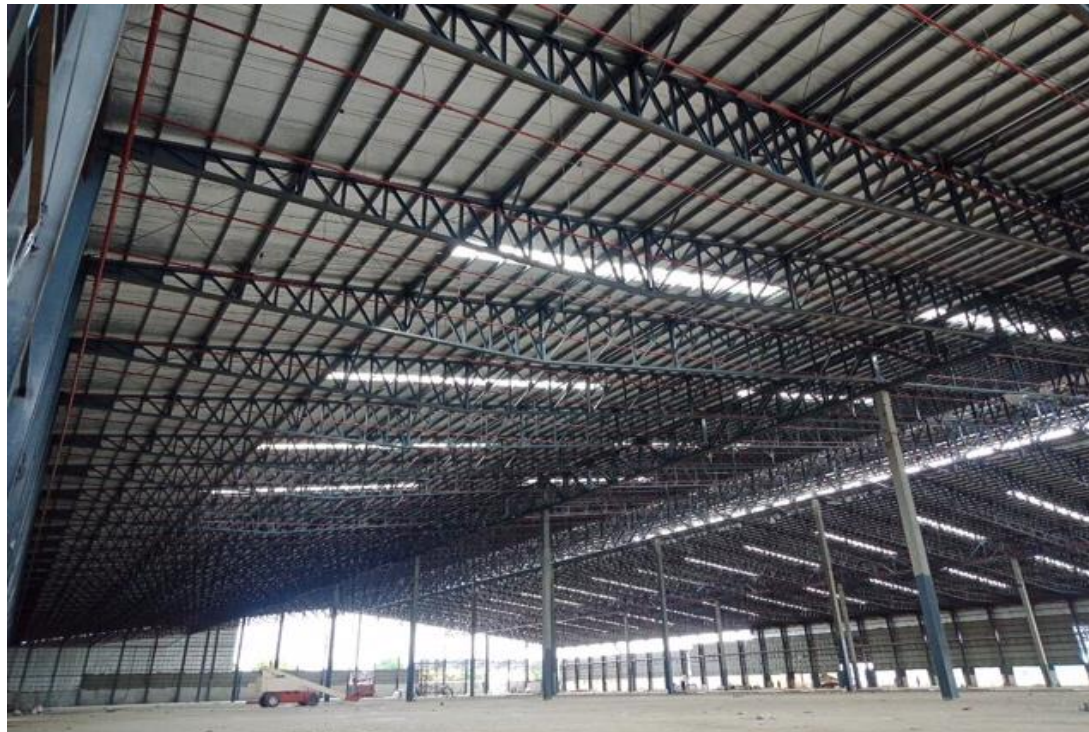


# INDUSTRIAL AND INTEGRATED DEVELOPMENTS DIVISION



**ROBINSONS**  
INDUSTRIAL & INTEGRATED  
DEVELOPMENTS

## Warehouse Facility – Calamba



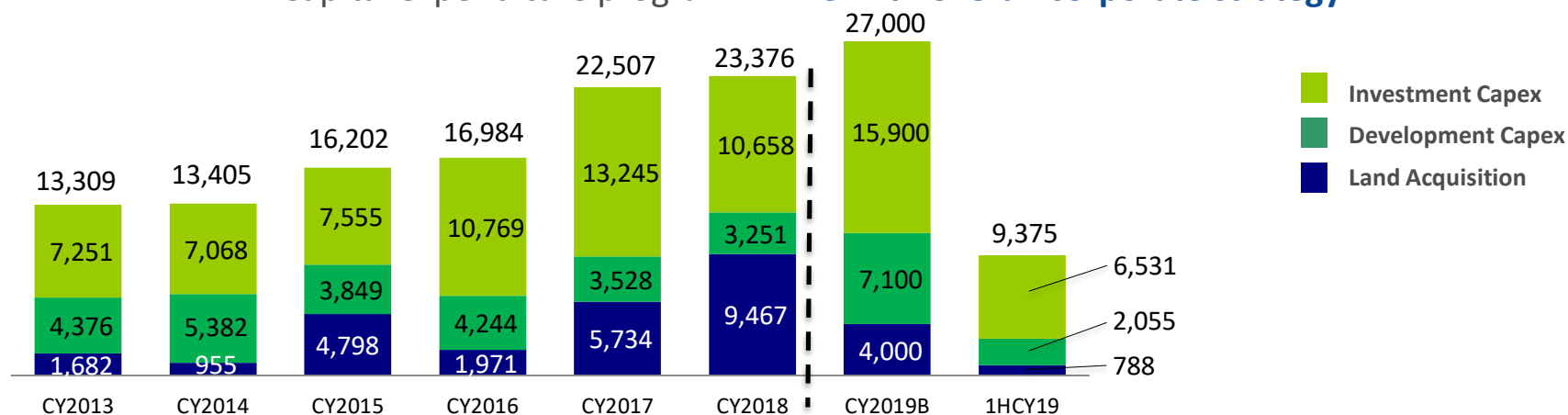
**Under Construction**

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

# Robust Growth Prospects

## CAPITAL EXPENDITURE (Philippines) in PHPm

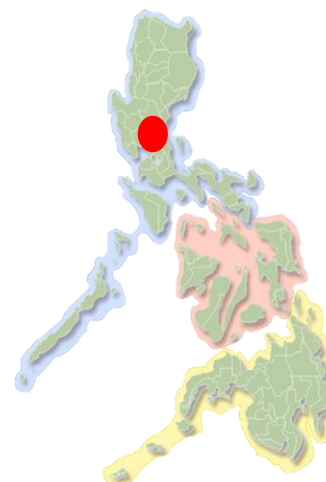
Capital expenditure program **in line with overall corporate strategy**



## LAND BANK as of 30 June 2019 (Philippines)

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

AREA	In Has.	ESTIMATED VALUE	In Php B
<b>Metro Manila</b>	<b>25.9</b>	<b>Metro Manila</b>	<b>19.9</b>
<b>Luzon</b>	<b>529.6</b>	<b>Luzon</b>	<b>18.2</b>
<b>Visayas</b>	<b>137.7</b>	<b>Visayas</b>	<b>3.5</b>
<b>Mindanao</b>	<b>72.8</b>	<b>Mindanao</b>	<b>2.9</b>
<b>TOTAL</b>	<b>766</b>	<b>TOTAL</b>	<b>44.48</b>



# Robust Growth Prospects



## CHENGDU BAN BIAN JIE

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

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

<b>Plot Location</b>	Group 2/5/6 Ban Bian Jie Ji Tou town, Wuhou District
<b>Plot Area</b>	8.5 hectares
<b>Plot Ratio</b>	2.6x
<b>Gross Floor Area</b>	220,000 sqm
<b>Planned Development</b>	Mainly residential
<b>Total Land Price*</b>	RMB 1.31 B (USD 207.36 M; PHP 9.63 B)
<b>Nature of Acquisition</b>	Acquired from government through public auction
<b>Pre-selling Schedule</b>	2018

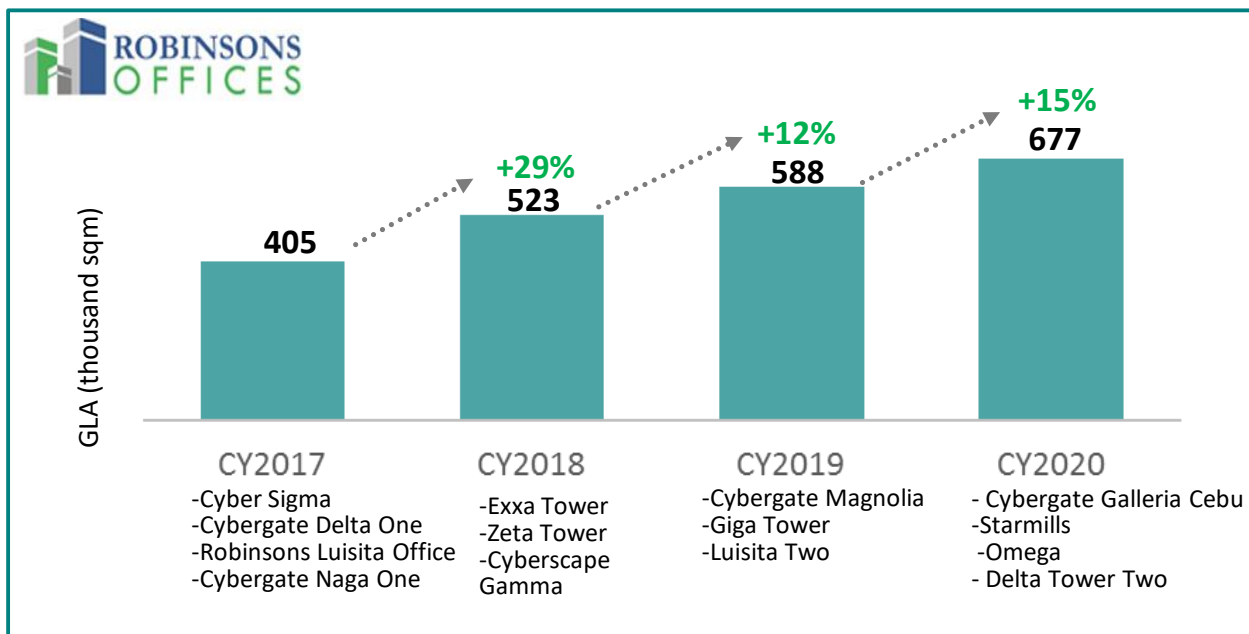
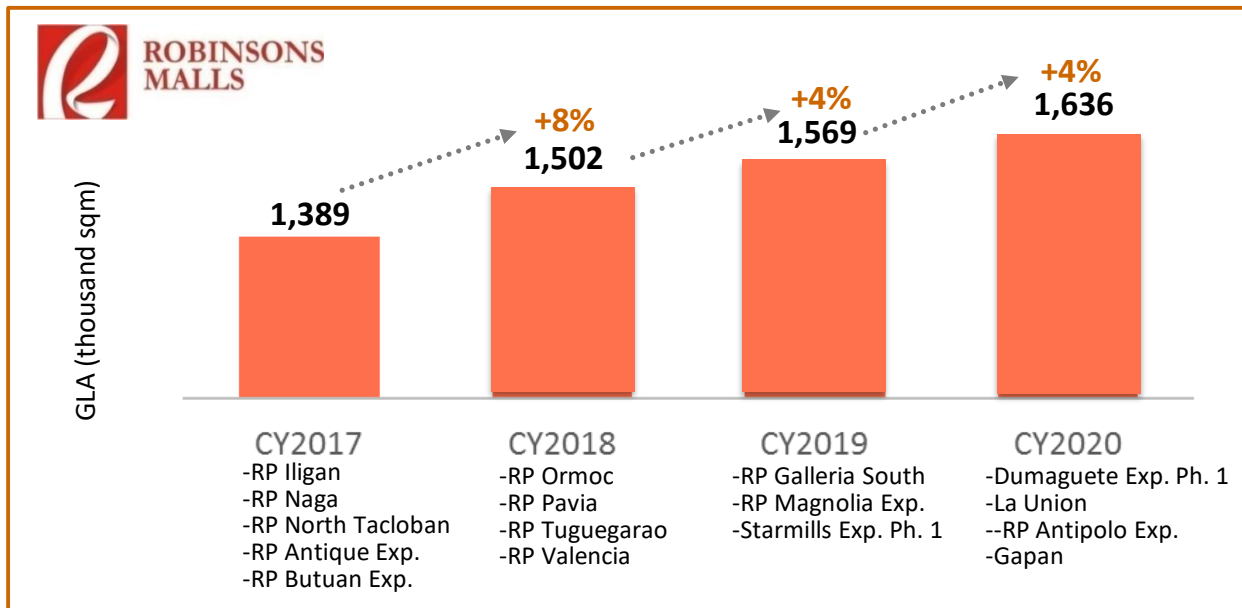
\* Excludes transactional fees

Note:

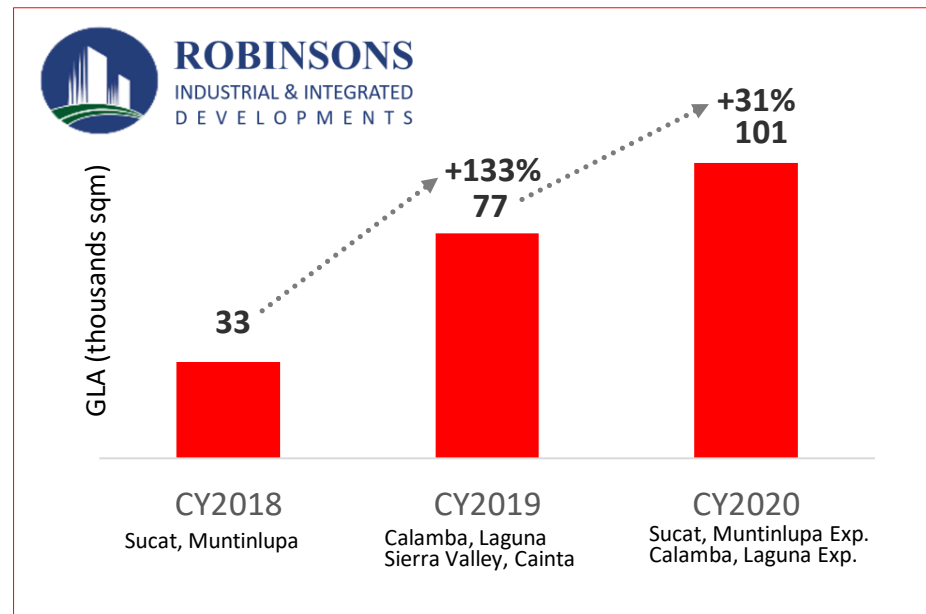
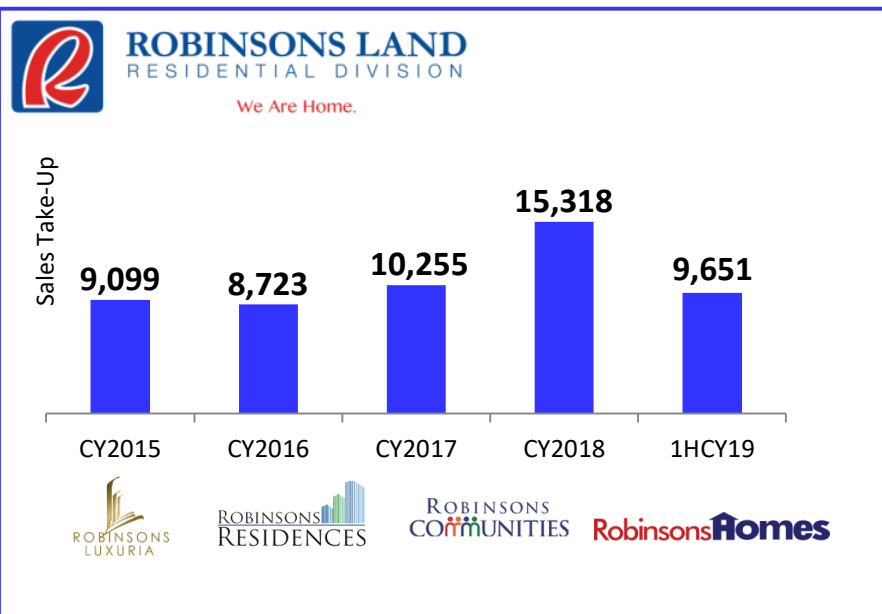
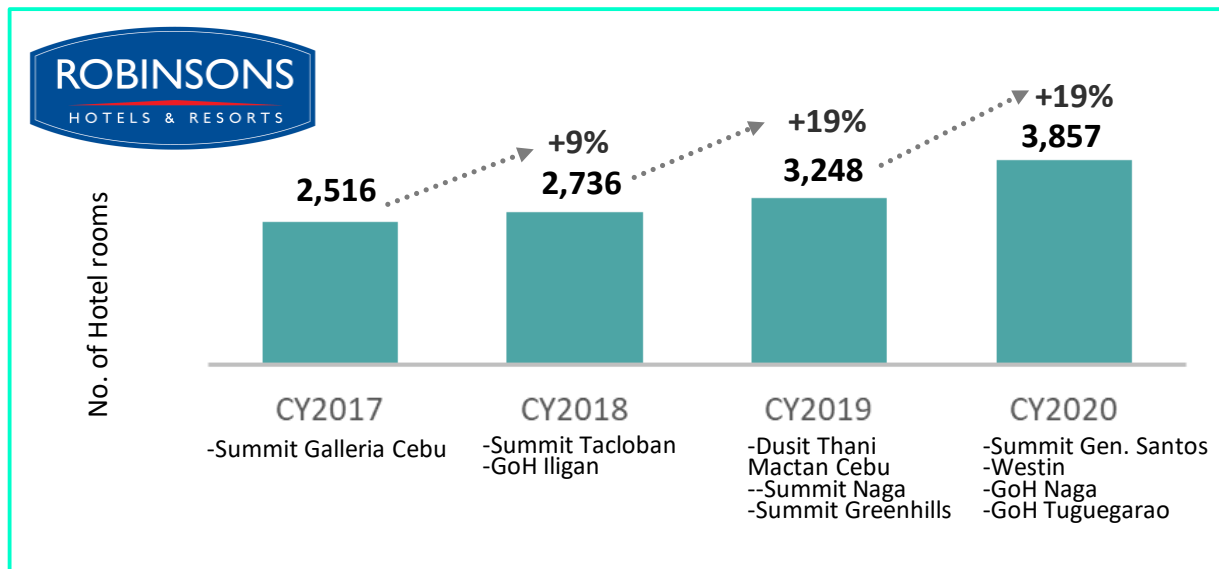
USD/RMB = 6.3561 and RMB/PHP = 7.31 as of 05 Oct 2015



# FUTURE PLANS



# FUTURE PLANS



# IN SUMMARY

1. **Strong Earnings Growth:** Net income up by 20% to P4.0B for 1HCY19.
2. **Stable Growth from Investment Portfolio:**
  - a. Investment revenues increased by 14% to P9.9B:
    - Malls Division revenues increased by 11%
    - Office Buildings Division revenues increased by 29%
    - Hotel and Resorts Division revenues increased by 11%
    - Industrial and Integrated Developments Division revenues increased by 369%
  - b. Development revenues increased by 10% to P4.9B due to the ff:
    - Residential realized revenues recovered and improved by 5% YoY
    - Commercial lot sale amounted to P217M
3. **Sales Take-up:** Surged by 30%YoY to P9.7B due to 3 new project launches amounted to P12.0B
4. **CAPEX:** Utilized P9.38B on Investment & Development Portfolios and Land Acquisition. Expect acceleration in CAPEX spending in next 2 Quarters of 2019.





ROBINSONS LAND  
CORPORATION

# 2Q/1HCY19 Earnings Call