



**ROBINSONS LAND
CORPORATION**

**3Q/9MCY19
Earnings Call
5 November 2019**

Business Portfolio

52 LIFESTYLE CENTERS
(from 50 as of end 9MCY18)

21 OFFICE DEVELOPMENTS
(from 18 as of end 9MCY18)

19 MIXED-USE DEVELOPMENTS
(from 18 as of 9MCY18)

76 RESIDENTIAL BUILDINGS
(from 71 as of end 9MCY18)

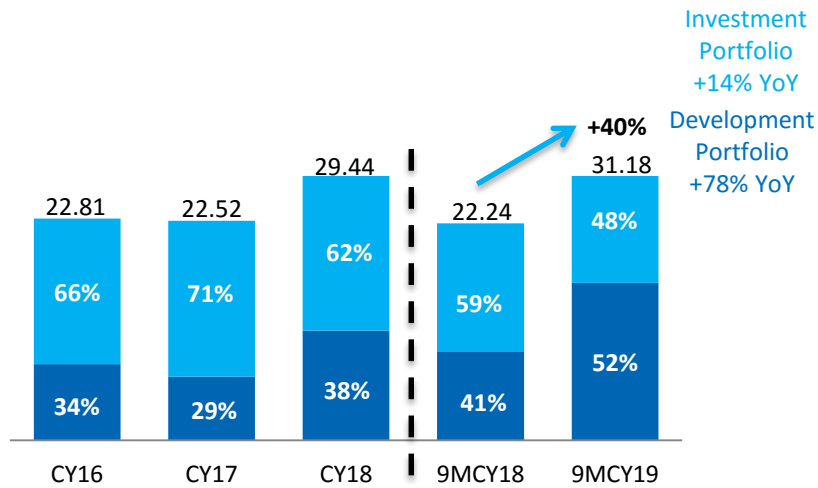
38 HOUSING
SUBDIVISIONS

20 HOTELS
(from 17 as of 9MCY18)

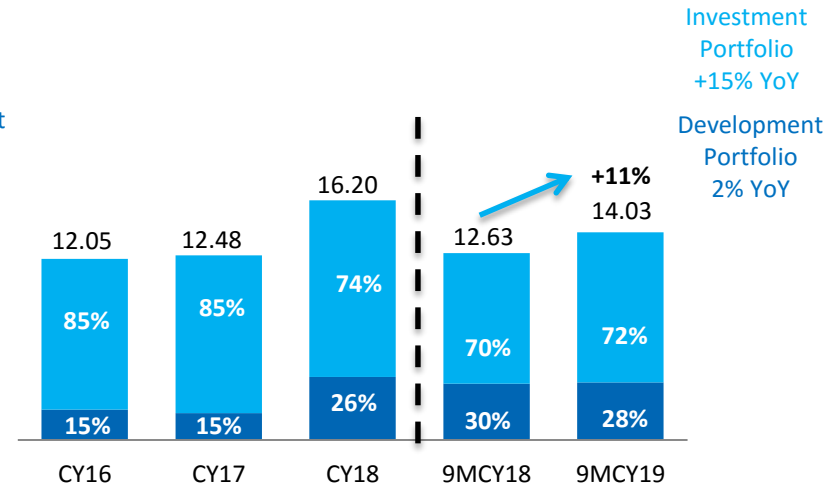


Strong Cash Flows Driven by Diversified Business Model

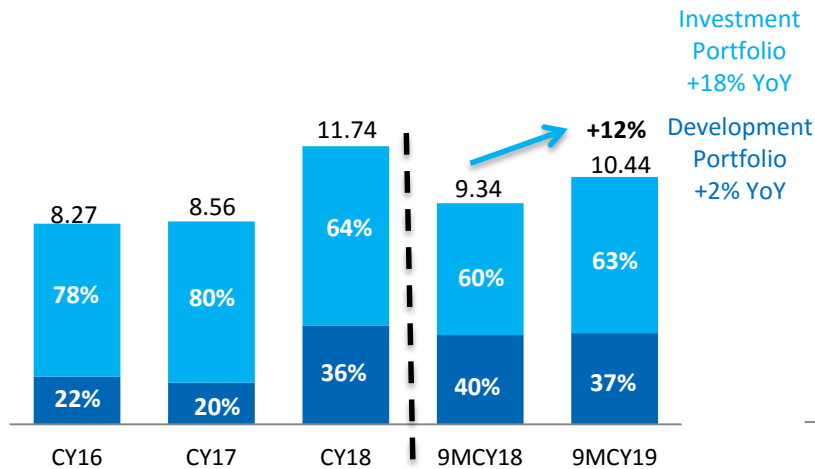
REVENUES (in Php B)



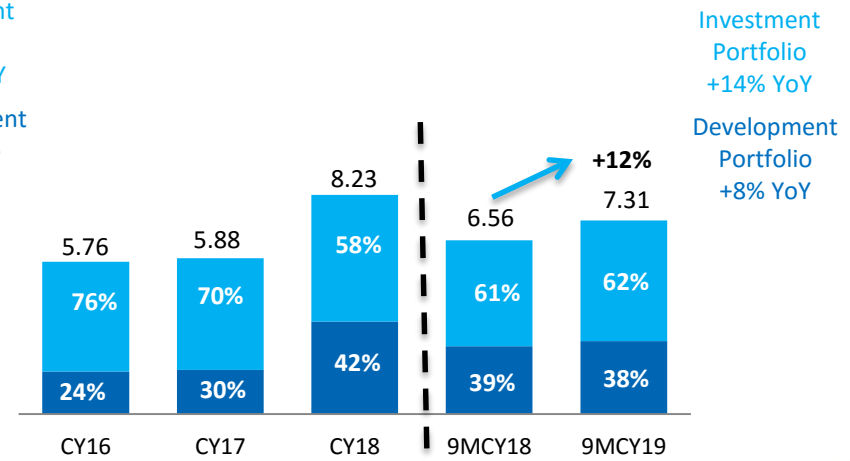
EBITDA (in Php B)



EBIT (in Php B)



NET INCOME (in Php B)



Investment Portfolio

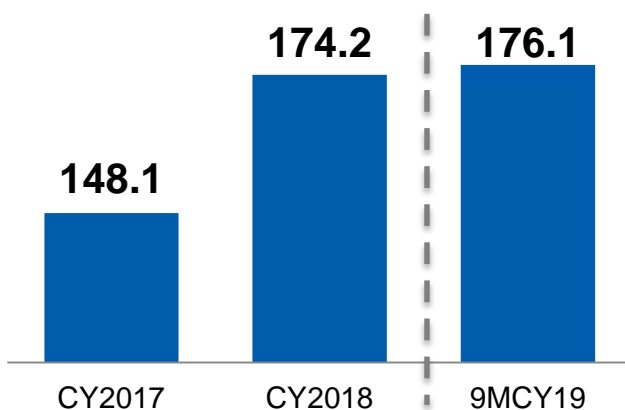
Development Portfolio

Strong Business Performance and Sound Financial Position

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

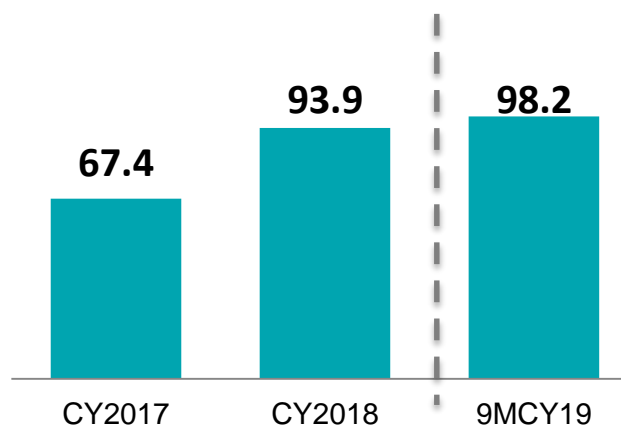
TOTAL ASSETS

(in Php B)

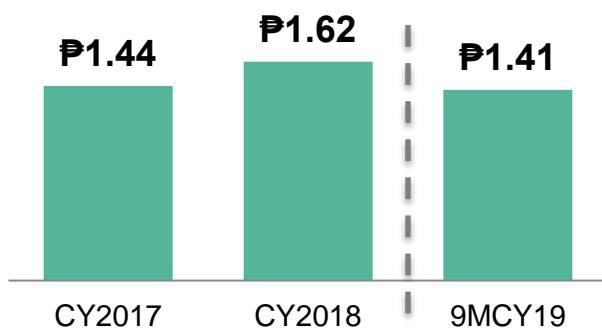


SHAREHOLDERS' EQUITY

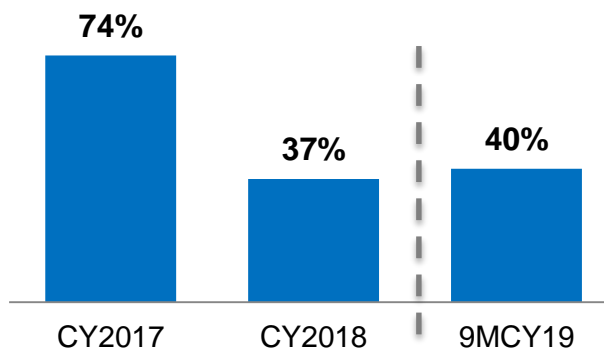
(in Php B)



EARNINGS PER SHARE



NET DEBT TO EQUITY



Financial Performance Highlights 9M19

Net income increased by 12% YoY to Php 7.31 B

	REVENUE			EBITDA			EBIT		
	9MCY2019	% to RLC	YoY	9MCY2019	% to RLC	YoY	9MCY2019	% to RLC	YoY
TOTAL RLC	31,179	100%	40%	14,026	100%	11%	10,442	100%	12%
MALLS	9,700	31%	10%	6,595	47%	13%	3,930	38%	19%
OFFICES	3,547	11%	27%	3,018	21%	22%	2,420	23%	24%
HOTELS	1,692	6%	14%	514	4%	4%	257	2%	-18%
RESIDENTIAL	7,104	23%	9%	2,217	16%	15%	2,171	21%	15%
CHINA	8,842	28%	-	1,573	11%	4K%	1,573	15%	4K%
IID	294	1%	-89%	109	1%	-94%	91	1%	-95%

Note: Unaudited financial numbers

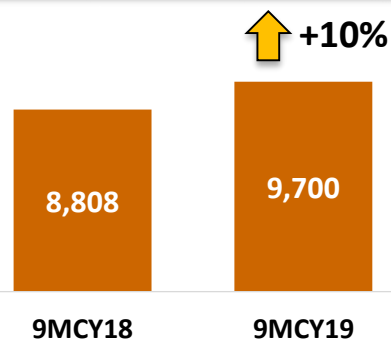
COMMERCIAL CENTERS DIVISION

- 2nd largest mall operator in the Philippines with **52** malls nationwide, 9 within Metro Manila and 43 in other urban areas
- **1,567,287** sqm in Gross Leasable Area
- **3,002,286** sqm in Gross Floor Area
- **94%** latest system-wide occupancy
- Over **9,000** retailers

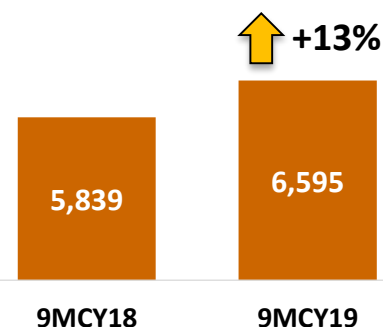
Partners



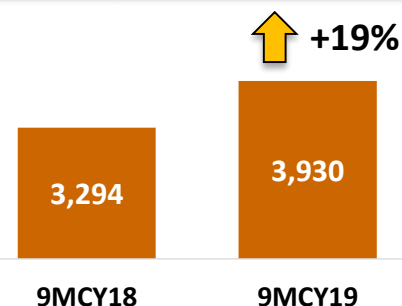
REVENUES (Php Mn)



EBITDA (Php Mn)



EBIT (Php Mn)



COMMERCIAL CENTERS DIVISION



Robinsons Galleria South

GLA:	48,084 sqm
Date Opened:	July 19, 2019
Occupancy rate	91%



Magnolia Expansion

GLA:	13,836 sqm
Soft Opening:	September 20, 2019
Target Opening:	November 2019

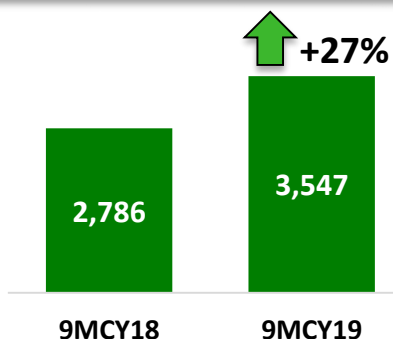
OFFICE BUILDINGS DIVISION

- A leading IT-BPM office space provider with **533,000 sqm** net leasable space
- Total lease percentage for our **21 office developments** is **98%**
- Dominant office landlord in the **Ortigas Central Business District**

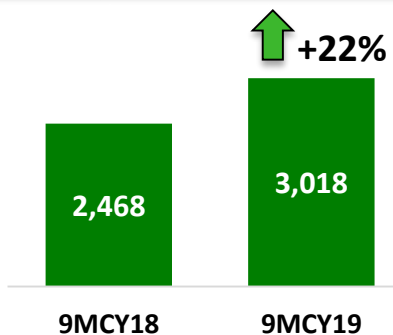
Partners



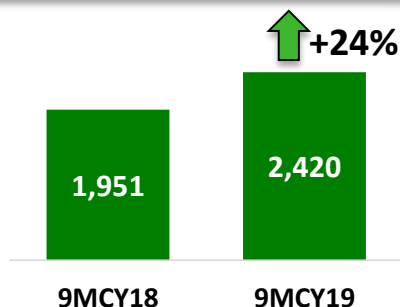
REVENUES (Php Mn)



EBITDA (Php Mn)



EBIT (Php Mn)



OFFICE BUILDINGS DIVISION



Cybergate Magnolia

NLA:	10,500 sqm
Completion Date:	Nov. 2019

HOTELS AND RESORTS DIVISION

- Multi-branded hotel portfolio spanning essential service hotels to standard deluxe hotels.
- Continuous expansion** of all brand segments
- 20** hotel properties with **3,001** rooms **operational** across all segments

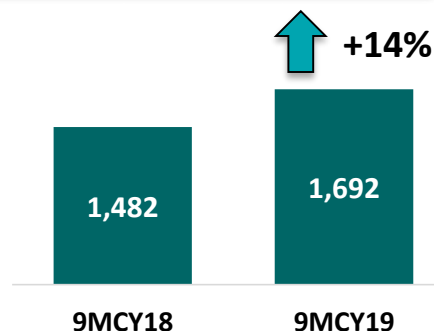
International Brands



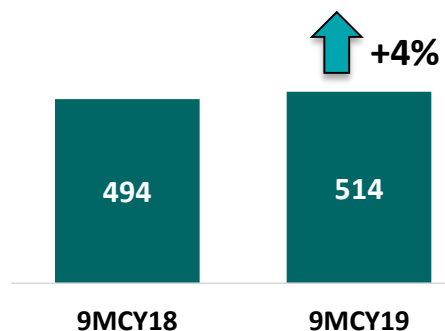
Company-owned Brands



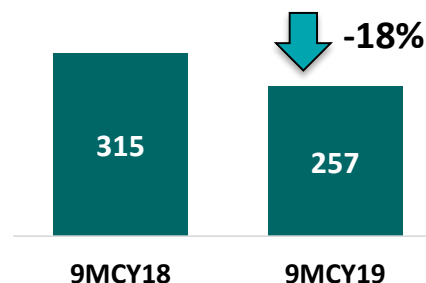
REVENUES (Php Mn)



EBITDA (Php Mn)



EBIT (Php Mn)



HOTELS AND RESORTS DIVISION



Dusit Thani Mactan Cebu Resort

Rooms: 272 rooms
Soft Opening: March 29, 2019



Summit Hotel Greenhills

Rooms: 100 rooms
Opening Date: September 17, 2019

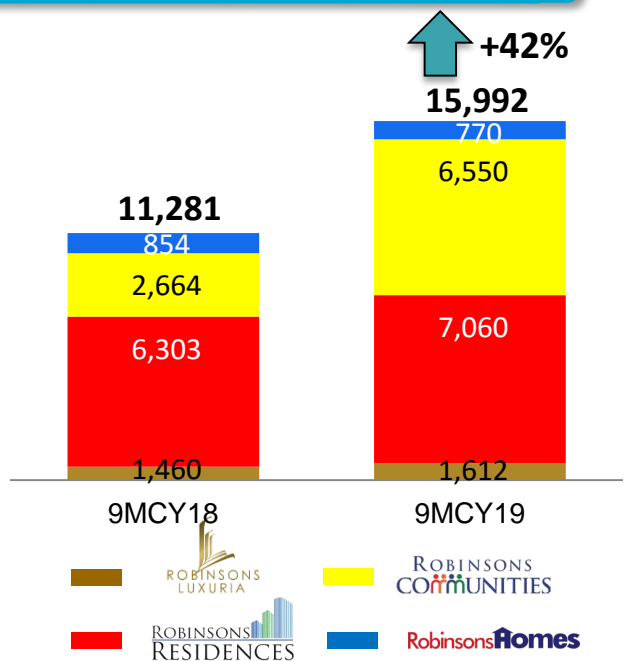


RESIDENTIAL DIVISION

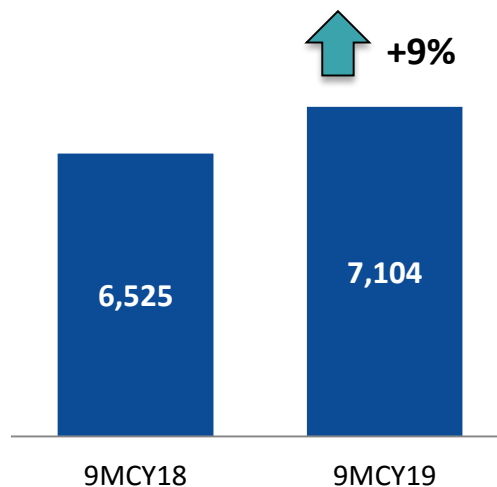


ROBINSONS LAND
RESIDENTIAL DIVISION

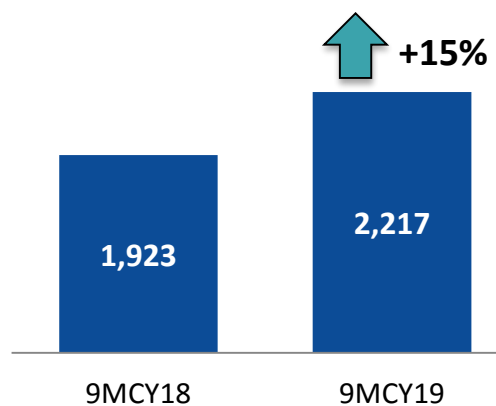
NET SALES TAKE-UP (Php Mn)



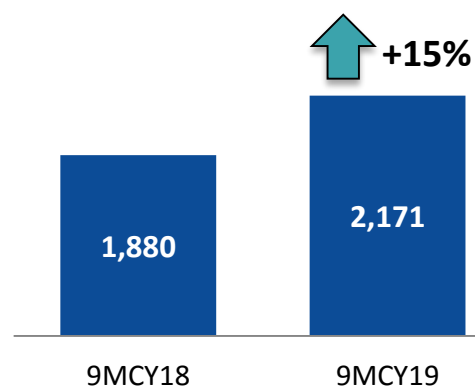
REALIZED REVENUES (Php Mn)



EBITDA (Php Mn)



EBIT (Php Mn)





3Q NEW PROJECT LAUNCH

ROBINSONS COMMUNITIES



Sync S

Location:	Pasig City
Project Launch:	July 2019
No. of Units:	598
Sales Value:	P2.2B
Sales take-up:	54%





JOINT VENTURE UPDATE



Aurelia Residences

Location:	McKinley, Bonifacio Global City
Project Launch:	September 2019
No. of Units:	285
Sales Value:	P33.06 B



INDUSTRIAL AND INTEGRATED DEVELOPMENTS DIVISION



ROBINSONS
INDUSTRIAL & INTEGRATED
DEVELOPMENTS

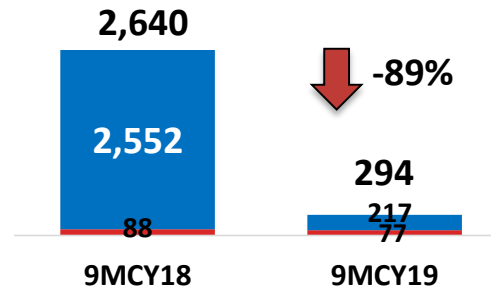
Warehouse Facility – RLX Sucat



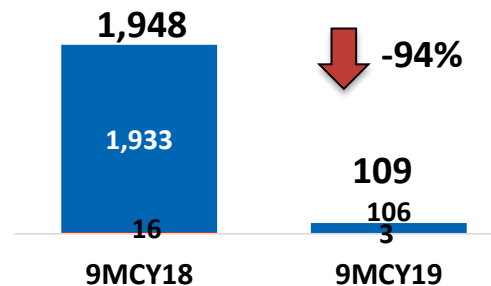
Turned Over in Q1CY18

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

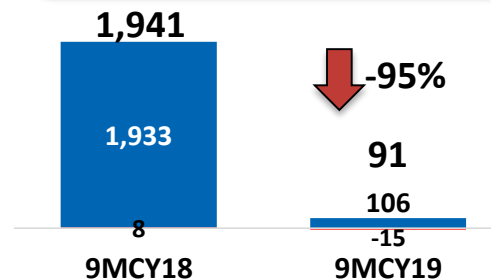
REVENUES (Php Mn)



EBITDA (Php Mn)



EBIT (Php Mn)



Investment Portfolio



Development Portfolio





Townships: New Developments

Bridgetowne Officially Launched on September 18, 2019



Sierra Valley Development: Starbucks Now Open



Chengdu Ban Bian Jie Project

Phase 1 Condominium units



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)

REVENUES (Php Mn)

8,842

9MCY18

9MCY19

EBITDA (Php Mn)

1,573

9MCY18

9MCY19

EBIT (Php Mn)

1,573

9MCY18

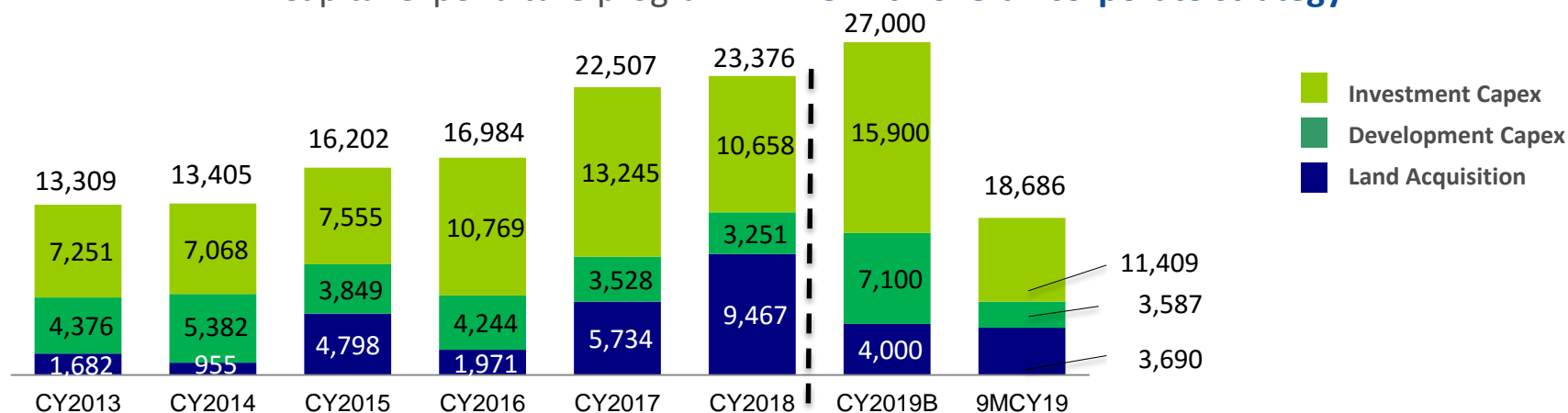
9MCY19



Robust Growth Prospects

CAPITAL EXPENDITURE (Philippines) in PHPm

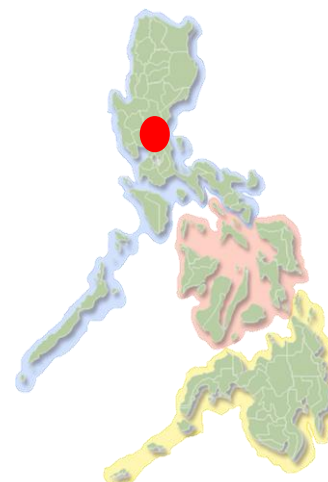
Capital expenditure program **in line with overall corporate strategy**



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
Metro Manila	27.9	Metro Manila	22.4
Luzon	556.6	Luzon	18.6
Visayas	137.7	Visayas	3.5
Mindanao	72.8	Mindanao	2.9
TOTAL	795	TOTAL	47.4

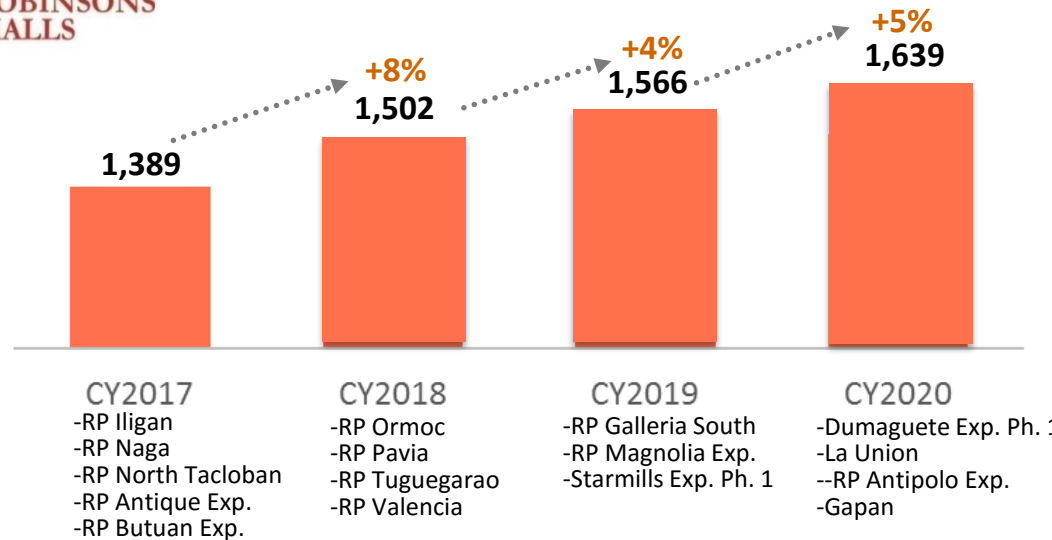


FUTURE PLANS



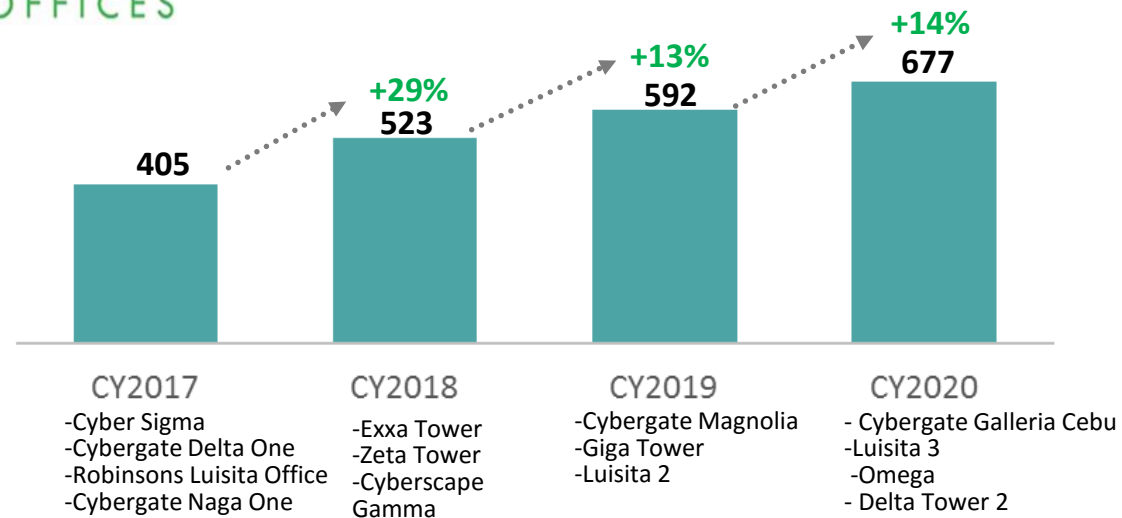
ROBINSONS MALLS

GLA (thousand sqm)



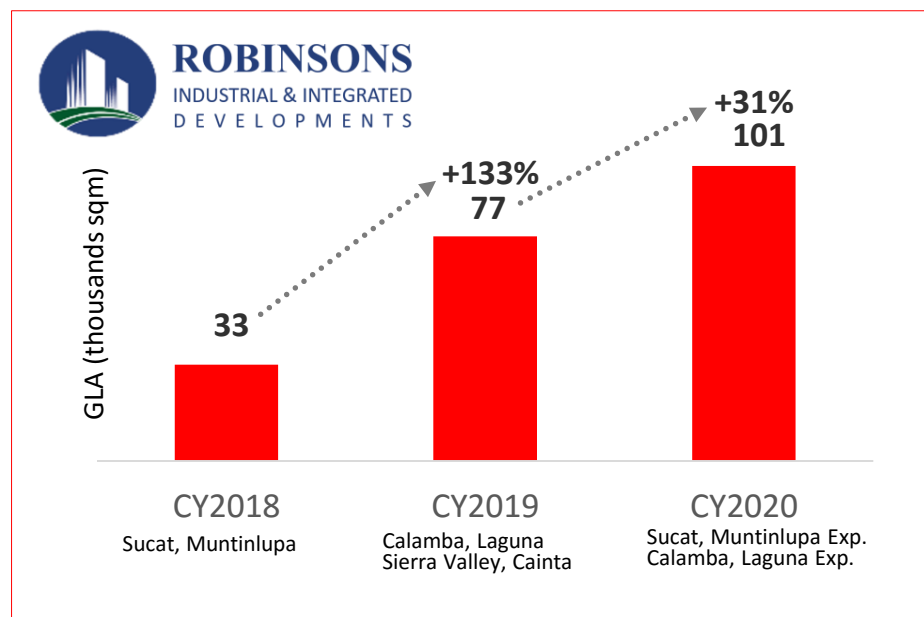
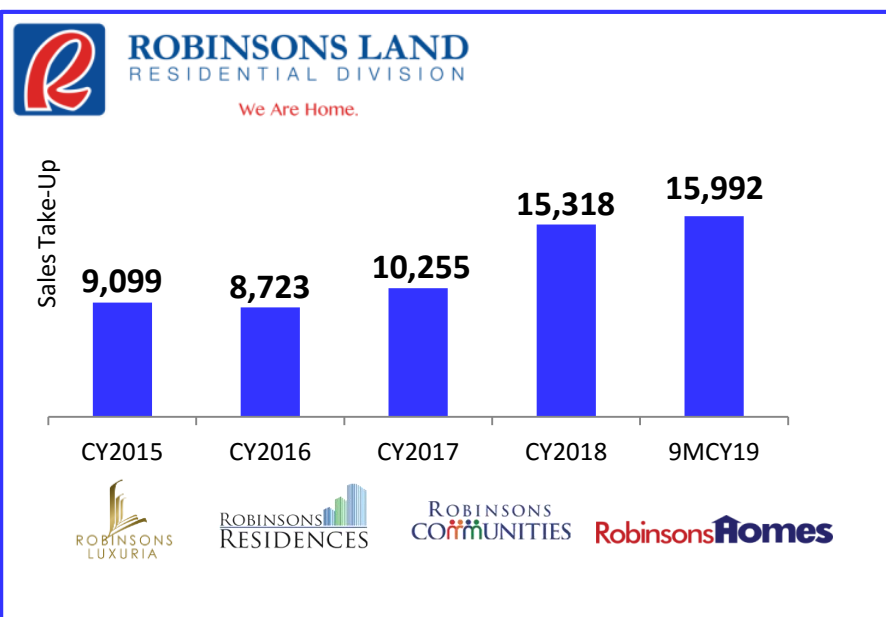
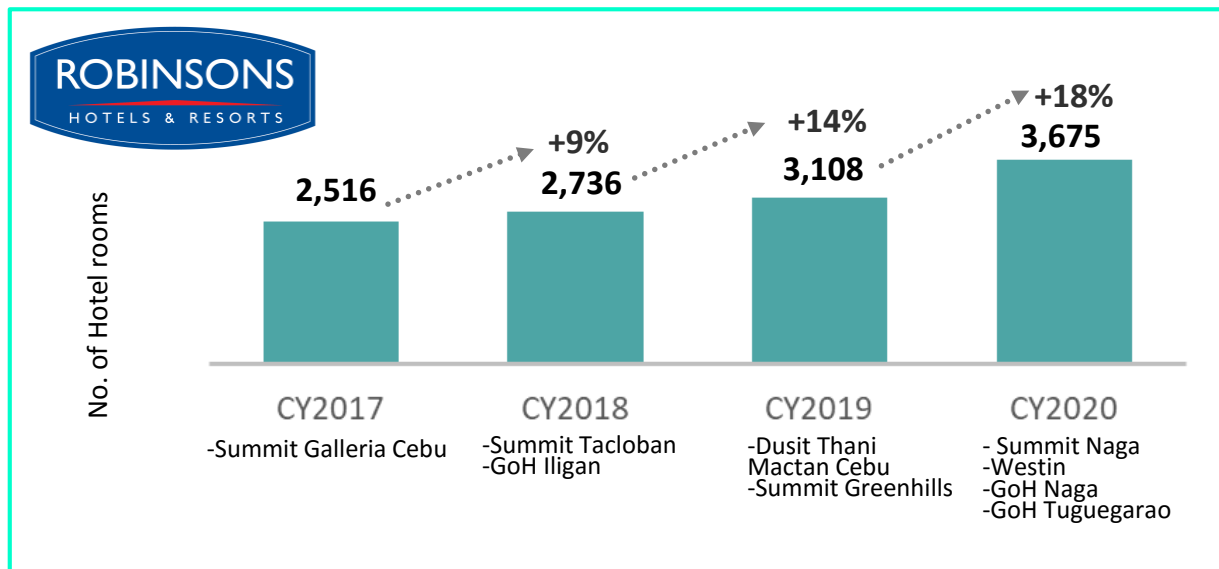
ROBINSONS OFFICES

GLA (thousand sqm)



ROBINSONS LAND
CORPORATION

FUTURE PLANS



IN SUMMARY

1. **Strong Earnings Growth:** Net income up by 12% to P7.31B for 9MCY19.
2. **Stable Growth from Investment Portfolio:**
 - a. Investment revenues increased by 14% to P15B:
 - Malls Division revenues increased by 10%
 - Office Buildings Division revenues increased by 27%
 - Hotel and Resorts Division revenues increased by 14%
 - Industrial and Integrated Developments Division newest developments.
 - b. Development revenues increased by 78% to P16.2B due to the ff:
 - Residential realized revenues recovered and improved by 9% YoY
 - Chengdu Project starts to recognize revenues at P8.8B
3. **Sales Take-up:** Surged by 42% YoY to P16B due to four launches amounting to P15.25B in the first 9 months of 2019
4. **CAPEX:** Utilized P18.69B on Investment & Development Portfolios and Land Acquisition. Expect acceleration in CAPEX spending in next Quarter of 2019.



**THANK
YOU!**



ROBINSONS LAND
CORPORATION

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