



**ROBINSONS LAND
CORPORATION**

**4Q/CY19
Earnings Call Presentation
March 2, 2020
10:00am**

Business Portfolio

52 LIFESTYLE CENTERS
(from 51 as of end CY18)

23 OFFICE DEVELOPMENTS
(from 20 as of end CY18)

19 MIXED-USE DEVELOPMENTS
(from 18 as of CY18)

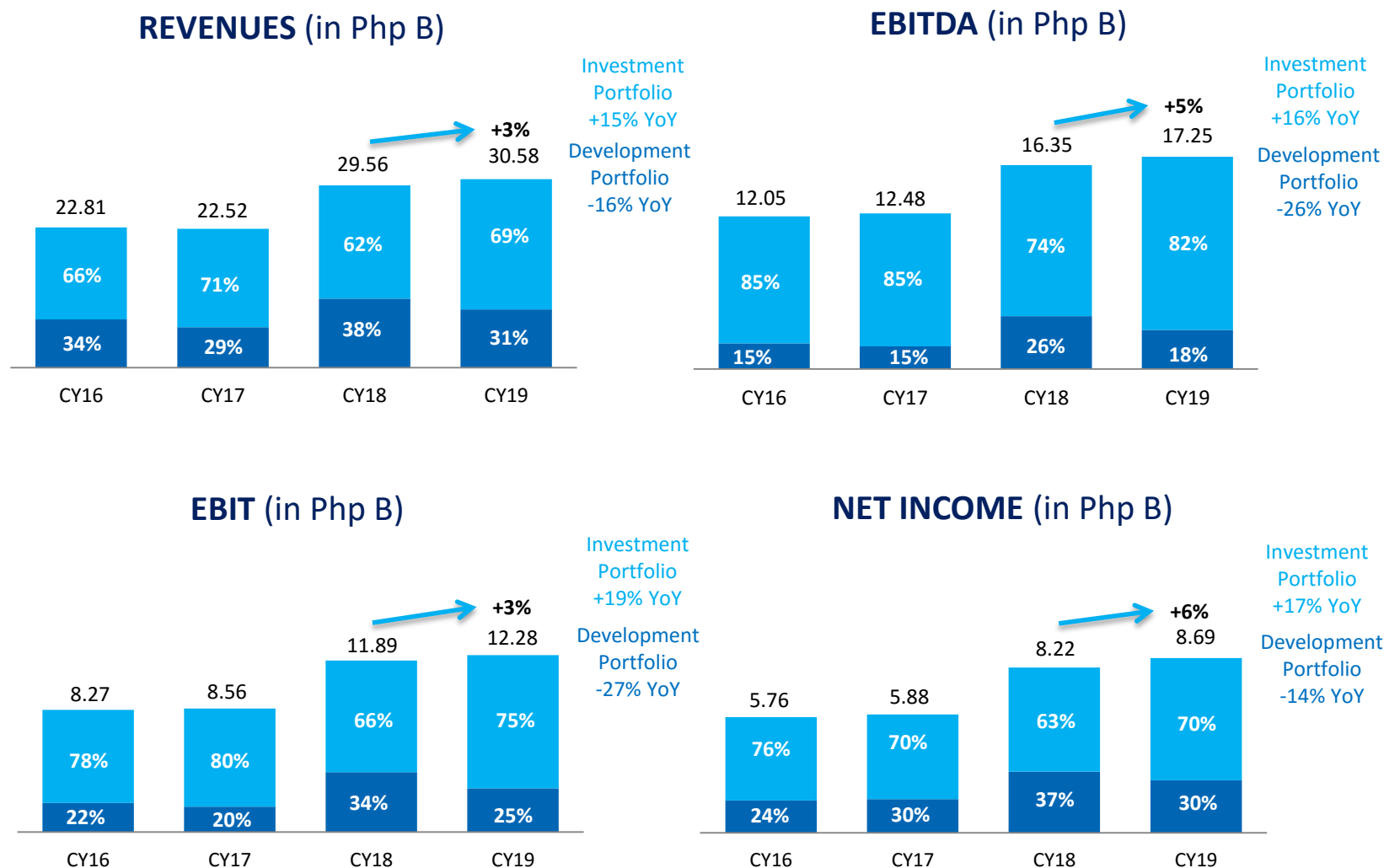
78 RESIDENTIAL BUILDINGS
(from 72 as of end CY18)

38 HOUSING
SUBDIVISIONS

20 HOTELS
(from 18 as of CY18)



Strong Cash Flows Driven by Diversified Business Model



Note: Unaudited financial numbers

Investment Portfolio

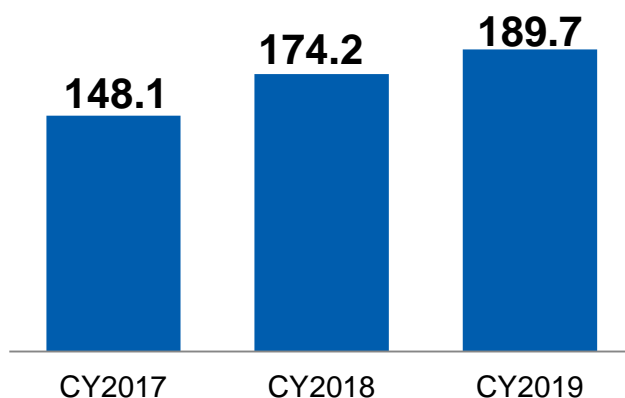
Development Portfolio

Strong Business Performance and Sound Financial Position

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

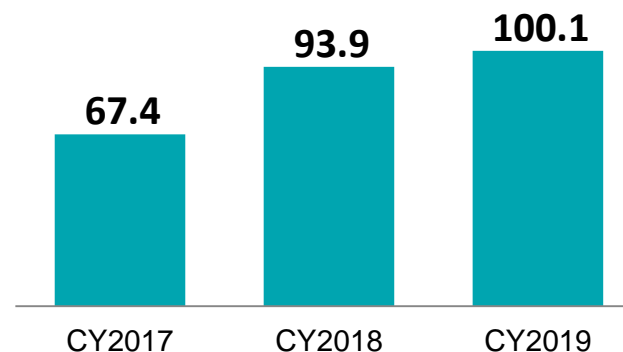
TOTAL ASSETS

(in Php B)

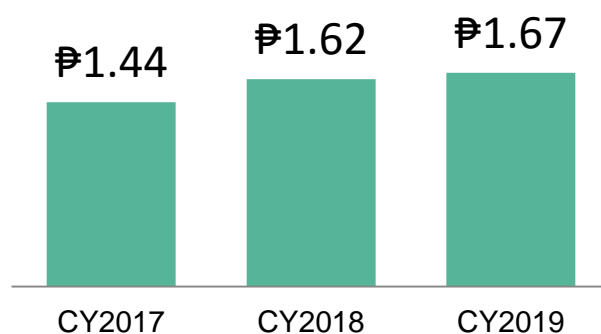


SHAREHOLDERS' EQUITY

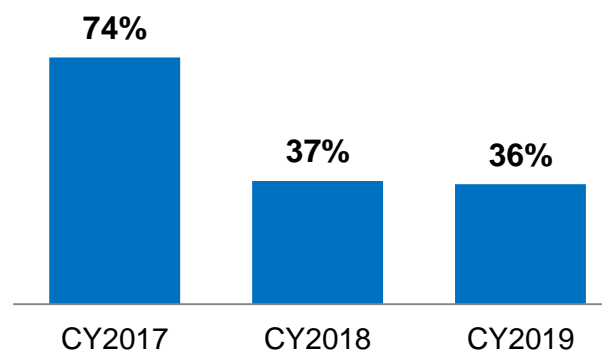
(in Php B)



EARNINGS PER SHARE



NET DEBT TO EQUITY



Note: Unaudited financial numbers

2019 Financial Performance Highlights

Net income increased by 6% YoY to Php 8.69B

	REVENUE			EBITDA			EBIT		
	CY2019	% to RLC	YoY	CY2019	% to RLC	YoY	CY2019	% to RLC	YoY
TOTAL RLC	30,584	100%	3%	17,249	100%	5%	12,283	100%	3%
MALLS	13,249	43%	11%	8,822	51%	15%	5,170	42%	22%
OFFICES	5,315	17%	24%	4,559	27%	21%	3,725	30%	21%
HOTELS	2,433	8%	23%	702	4%	4%	343	3%	-19%
RESIDENTIAL	9,128	30%	5%	2,972	17%	32%	2,877	23%	33%
CHINA	0	-	-	-44	-	31%	-44	-	-31%
IID	459	2%	-83%	238	-1%	-89%	212	-2%	-90%

Note: Unaudited financial numbers

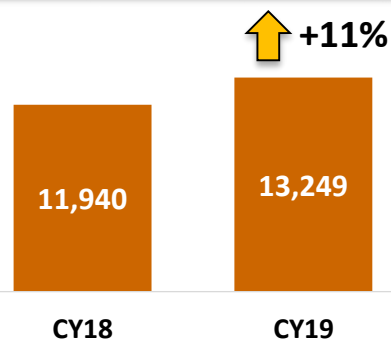
COMMERCIAL CENTERS DIVISION

- 2nd largest mall operator in the Philippines with **52** malls nationwide, 9 within Metro Manila and 43 in other urban areas
- **1,572,939** sqm in Gross Leasable Area
- **3,002,286** sqm in Gross Floor Area
- **94%** latest system-wide occupancy
- Over **9,000** retailers

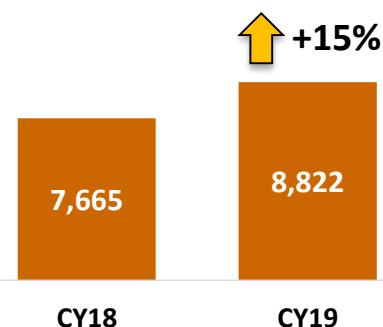
Partners



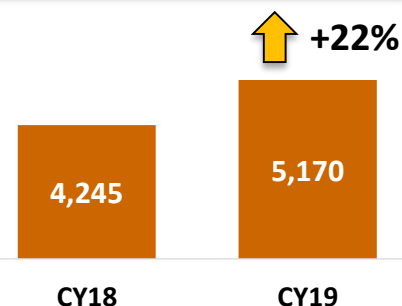
REVENUES (Php Mn)



EBITDA (Php Mn)



EBIT (Php Mn)



COMMERCIAL CENTERS DIVISION

Robinsons Galleria South



GLA: 47,852 sqm
Date Opened: July 19, 2019
Occupancy rate 91%

Magnolia Expansion



GLA: 16,554 sqm
Soft Opening: September 20, 2019
Grand Opening: November 2019

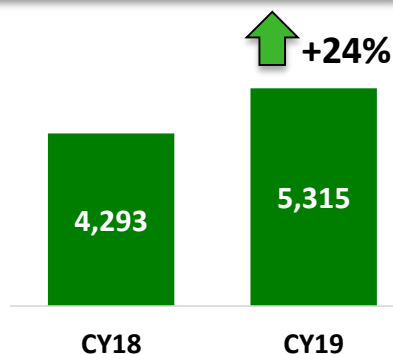
OFFICE BUILDINGS DIVISION

- A leading IT-BPM office space provider with **592,000 sqm** net leasable space
- Total lease percentage for our **23 office developments** is **98%**
- Dominant office landlord in the **Ortigas Central Business District**

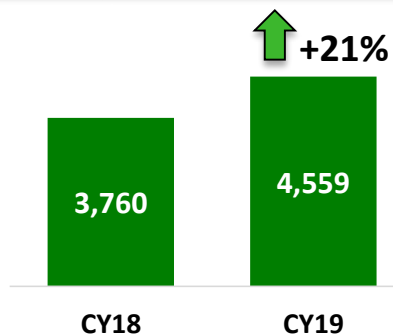
Partners



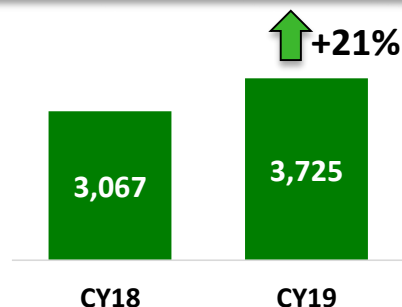
REVENUES (Php Mn)



EBITDA (Php Mn)



EBIT (Php Mn)



OFFICE BUILDINGS DIVISION

Cybergate Magnolia



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

Giga Tower



NLA: 53,300 sqm
Completion Date: Dec. 2019

Luisita 2



NLA: 5,000 sqm
Completion Date: Dec. 2019

HOTELS AND RESORTS DIVISION

- Multi-branded, continuously expanding hotel portfolio spanning 4 segments – essential service value hotels, mid-market boutique city and resort hotels, upscale international deluxe hotels and luxury hotels and resorts
- 20** hotel properties with **3,129** rooms **operational** across all segments

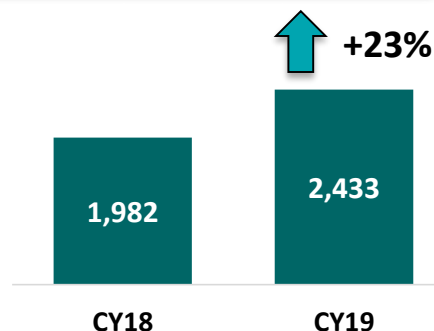
International Brands



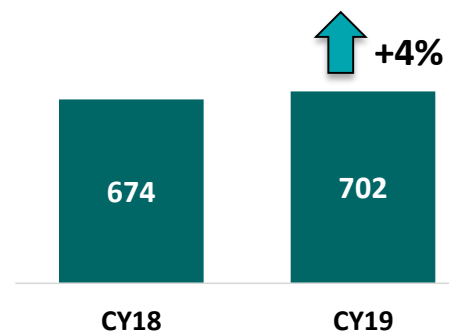
Company-owned Brands



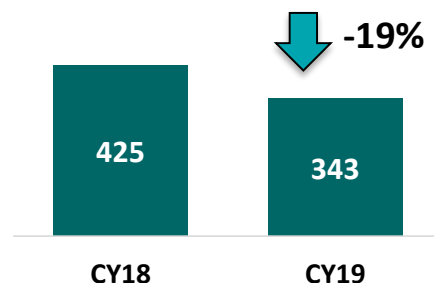
REVENUES (Php Mn)



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: Sept. 17, 2019

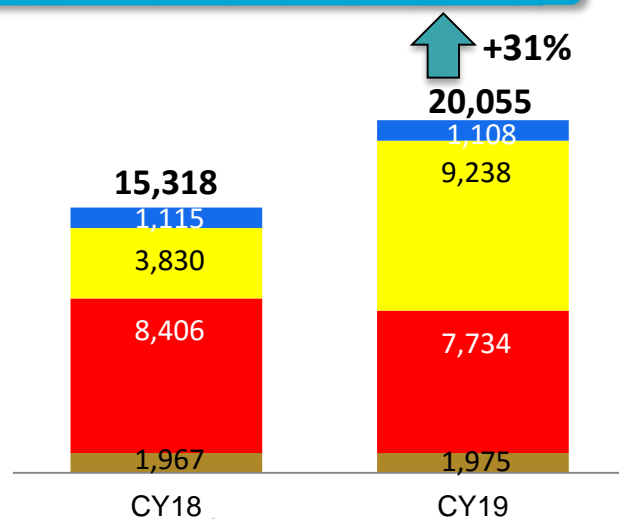


RESIDENTIAL DIVISION

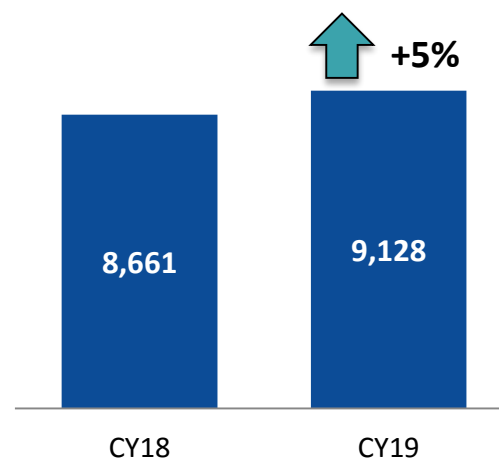


ROBINSONS LAND
RESIDENTIAL DIVISION

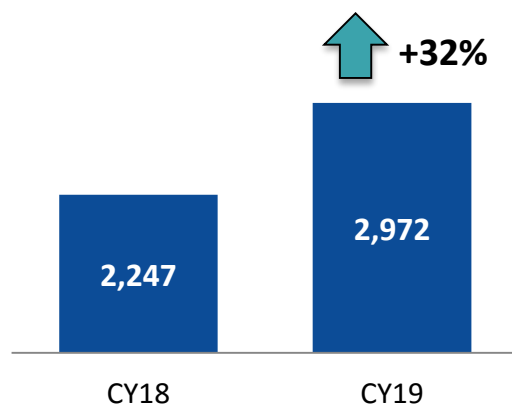
NET SALES TAKE-UP (Php Mn)



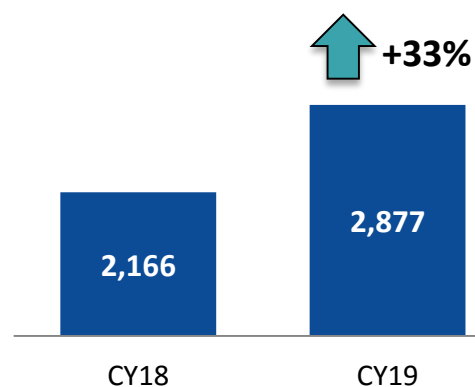
REALIZED REVENUES (Php Mn)



EBITDA (Php Mn)



EBIT (Php Mn)





2019 PROJECT LAUNCHES



The Sapphire Bloc East



Location:	Pasig City
Project Launch:	April 2019
No. of Units:	665
Sales Value:	P5.23B
Sales take-up (Dec. 31):	85%

Galleria Residences Cebu Tower 3



Location:	Cebu City
Project Launch:	April 2019
No. of Units:	299
Sales Value:	P2.18B
Sales take-up (Dec. 31):	39%





2019 NEW PROJECT LAUNCHES

ROBINSONS
COMMUNITIES

Cirrus in Bridgetowne

Location:	Pasig City
Project Launch:	June 2019
No. of Units:	1,371
Sales Value:	P5.64B
Sales take-up (Dec. 31):	99%





2019 NEW PROJECT LAUNCH

ROBINSONS COMMUNITIES



Sync S

Location:	Pasig City
Project Launch:	July 2019
No. of Units:	598
Sales Value:	P2.21B
Sales take-up (Dec. 31):	91%





JOINT VENTURE UPDATE



Aurelia Residences

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



JOINT VENTURE UPDATE



Velaris Residences

Location:	Pasig City
Project Launch:	November 2019
No. of Units:	494
Sales Value:	P8.9 B



JOINT VENTURE UPDATE



Sonora Garden Residences

Location:	Las Pinas City
Project Launch:	Dec. 2019
No. of Units:	800
Sales Value:	P5.3 B





IID – INVESTMENT PORTFOLIO

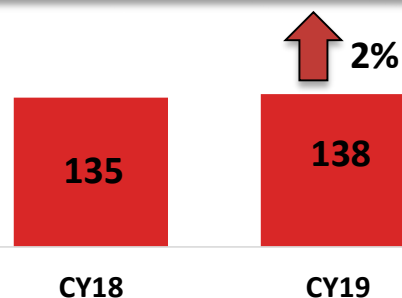
Warehouse Facility – RLX Calamba



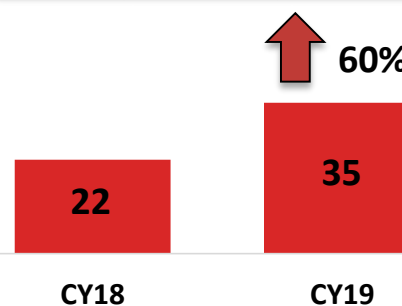
Turned Over in December 2019

Location	Laguna
GLA	38,336 sq.m.
Property Type	Warehouse
Completion	December 2019

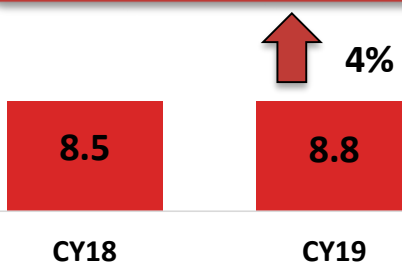
REVENUES (Php Mn)



EBITDA (Php Mn)



EBIT (Php Mn)





IID – DEVELOPMENT PORTFOLIO

Bridgetowne Township



Location: Pasig City and Quezon City
Size: 30.62 Hectares

REVENUES (Php Mn)

2,547

↓ -87%

321

CY18

CY19

EBITDA (Php Mn)

2,046

↓ -90%

203

CY18

CY19

EBIT (Php Mn)

2,046

↓ -90%

203

CY18

CY19





Townships: New Developments

Bridgetowne Officially Launched on September 18, 2019



Sierra Valley Development: Starbucks Now Open



Chengdu Ban Bian Jie Project

CHENGDU BAN BIAN JIE

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

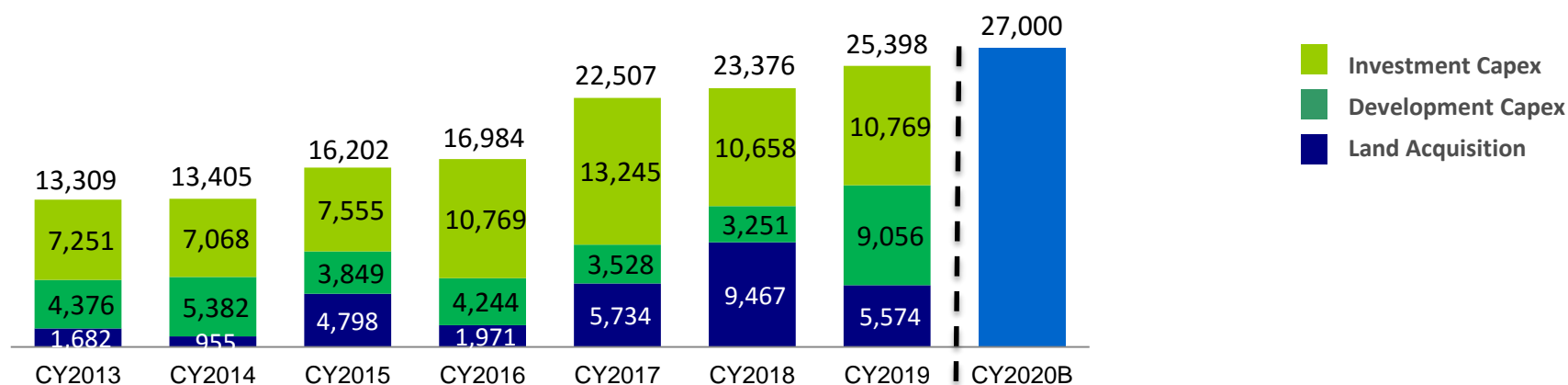
Note:

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

Robust Growth Prospects

CAPITAL EXPENDITURE (Philippines) in PHPm

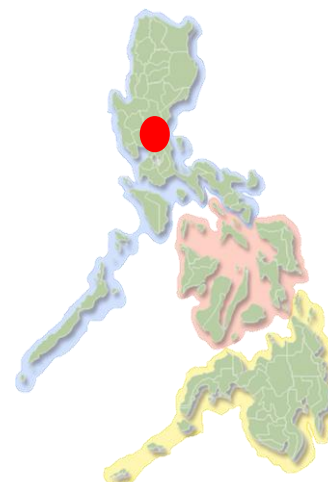
Capital expenditure program **in line with overall corporate strategy**



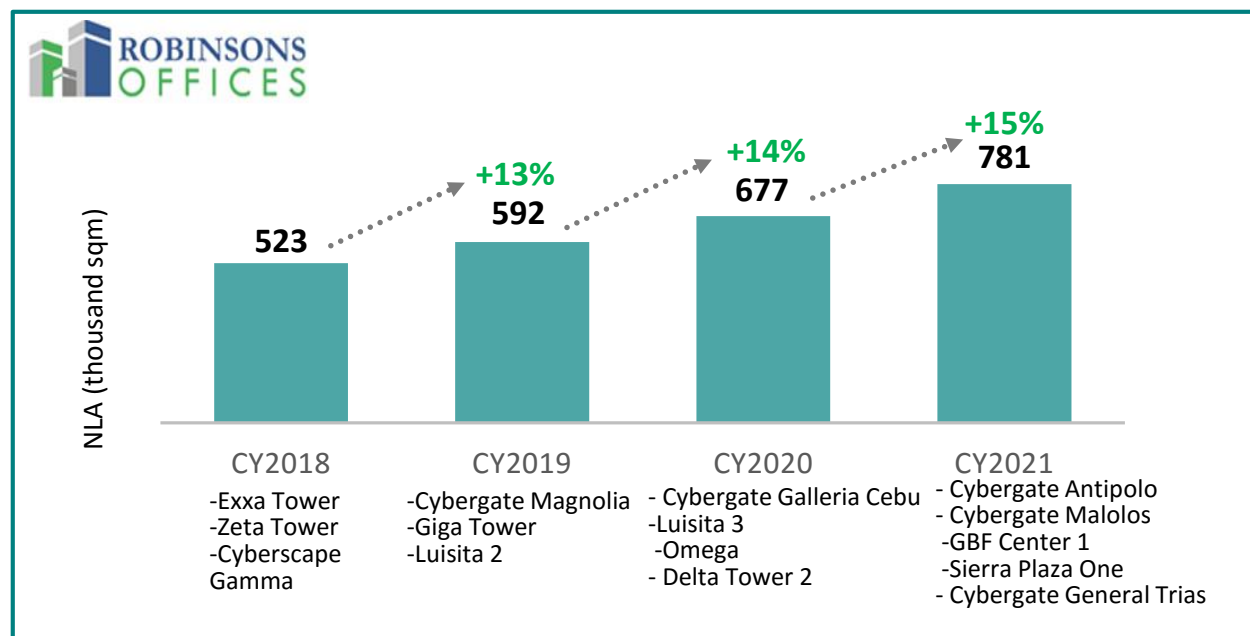
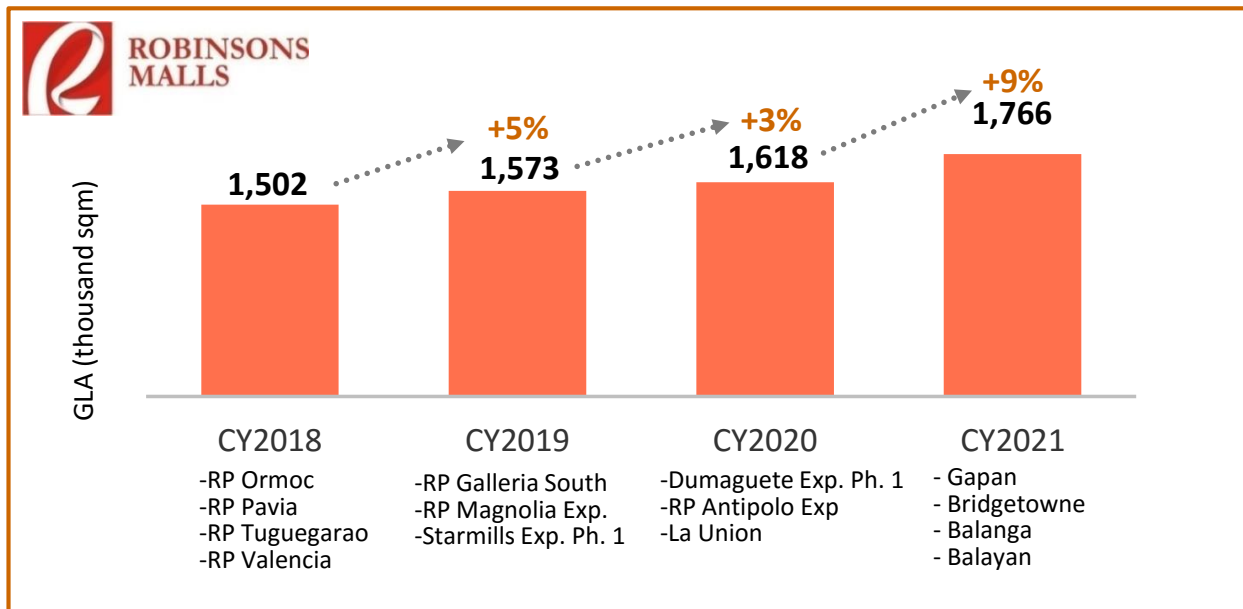
LAND BANK as of 30 December 2019 (Philippines)

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

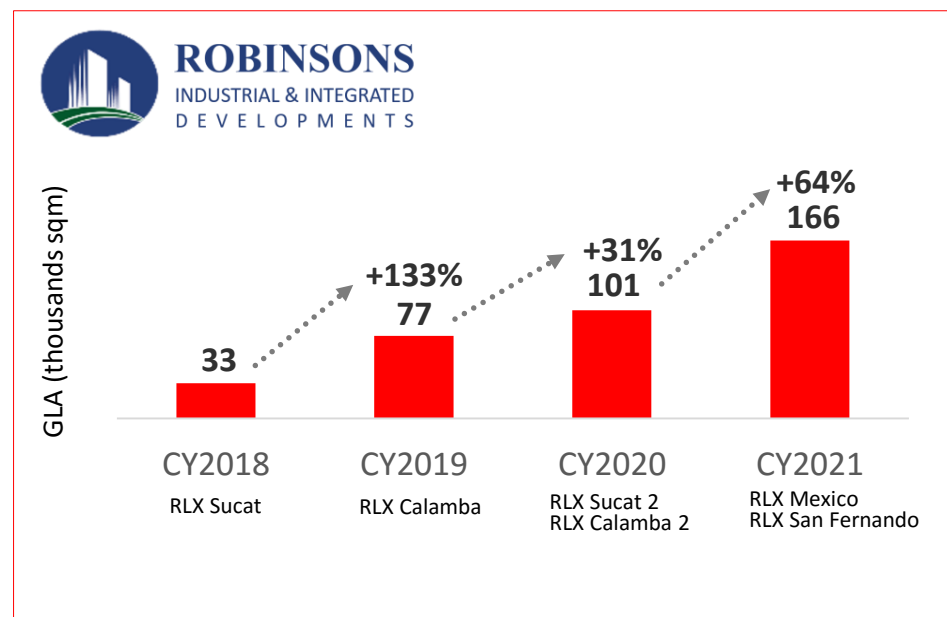
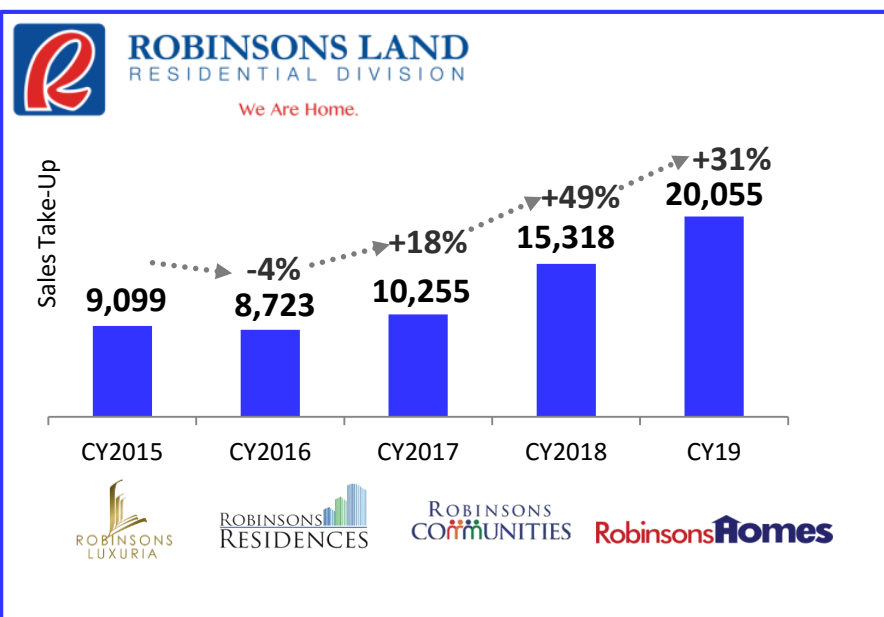
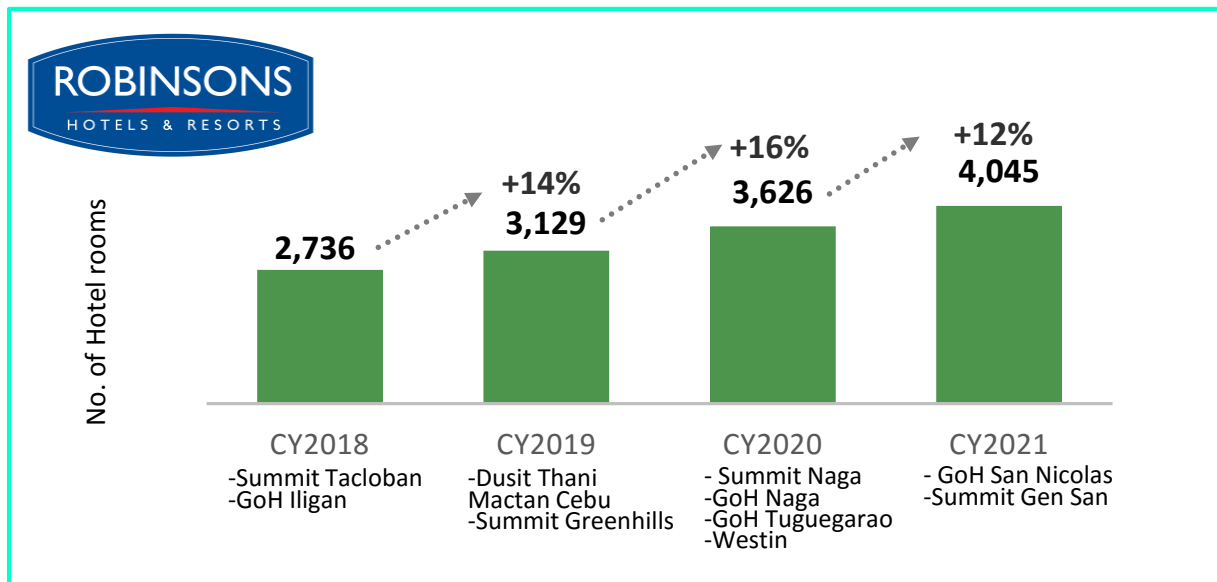
AREA	In Has.	ESTIMATED VALUE	In Php B
Metro Manila	26	Metro Manila	20.7
Luzon	555	Luzon	18.0
Visayas	128	Visayas	3.1
Mindanao	77	Mindanao	3.3
TOTAL	786	TOTAL	45.1



FUTURE PLANS



FUTURE PLANS



IN SUMMARY

1. **Net Income Growth:** Increased by 6% to P8.69B for CY19.
2. **Stable Growth from Investment Portfolio:** Increased by 15% to P21.14B:
 - Malls Division revenues increased by 11%
 - Office Buildings Division revenues increased by 24%
 - Hotel and Resorts Division revenues increased by 23%
 - Industrial and Integrated Developments Division revenues grew by 2%
3. **Development revenues decreased to P9.45B due to the following:**
 - Residential realized revenues grew by 5% YoY; EBITDA grew by 32% and EBIT grew by 33%
 - Recognized land sale of P321M
 - Recognized in 2018 gain on sale to SRPI amounting to P2.55 B
4. **Sales Take-up:** Surged by 31% YoY to P20B due to four launches amounting to P15.25B
5. **CAPEX:** Utilized P25.40B on Investment & Development Portfolios and Land Acquisition.

**THANK
YOU!**



ROBINSONS LAND
CORPORATION

4Q/CY19 Earnings Call