



**ROBINSONS LAND  
CORPORATION**

# **Investor Full-Deck Presentation 9M CY2022**

# | DISCLAIMER

**This presentation contains certain forward looking statements with respect to the financial condition, results of operations and businesses of Robinsons Land Corporation (RLC). Such forward looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual results or performance of RLC to be materially different from any future results or performance expressed or implied by such forward looking statements. Such forward looking statements were based on numerous assumptions regarding RLC's present and future business strategies and the political and economic environment in which RLC will operate in the future.**



# OUTLINE

1. COMPANY PROFILE
2. DIGITAL AND OTHER INITIATIVES
3. 9M CY2022 FINANCIAL PERFORMANCE HIGHLIGHTS
4. INVESTMENT CONSIDERATIONS
5. 2021 SUSTAINABILITY REPORT
6. APPENDIX

## Contact Us:

Investor Relations

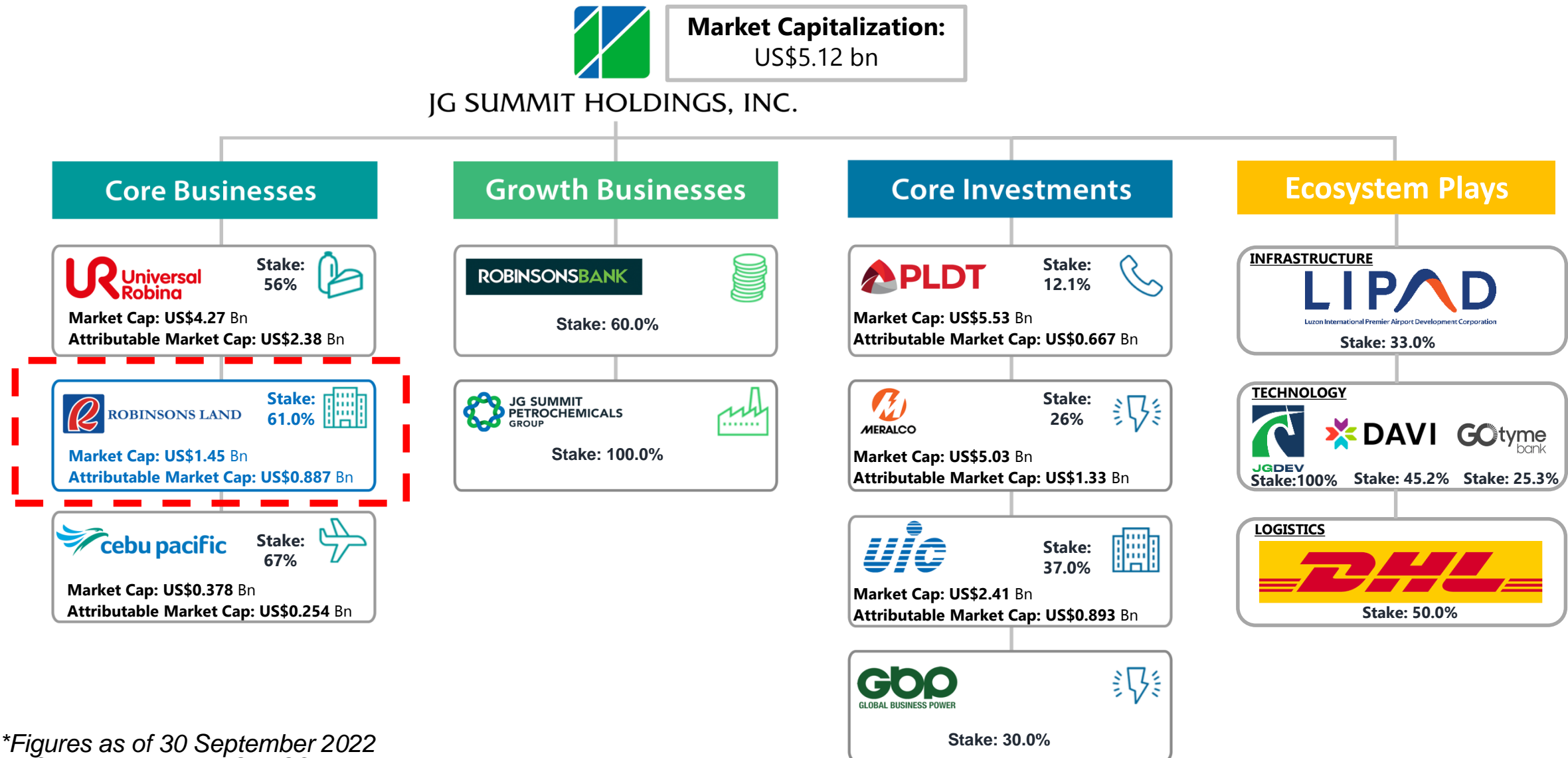
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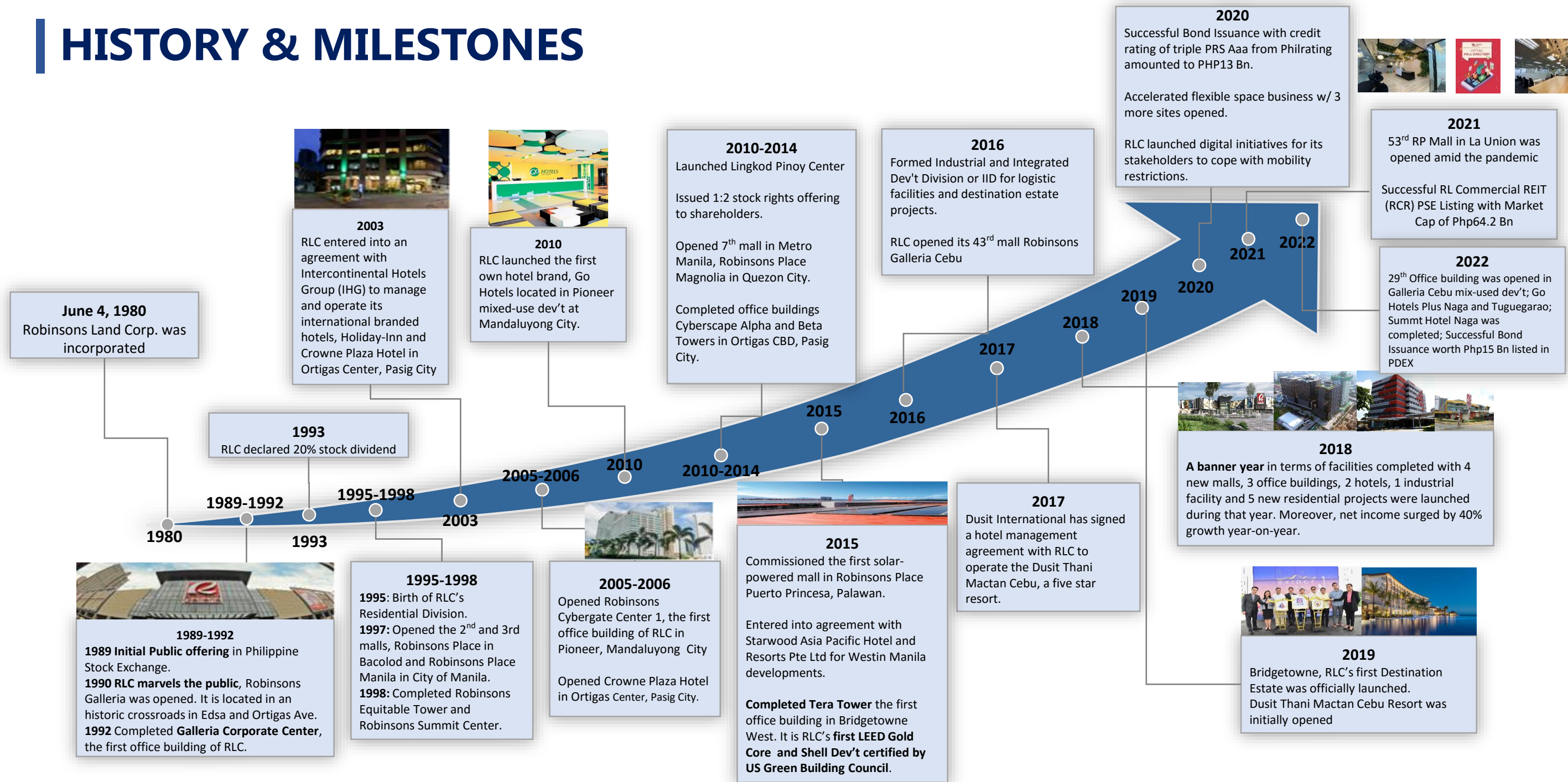


# SHAREHOLDINGS STRUCTURE



\*Figures as of 30 September 2022  
 1 USD : 58.88 PHP ; 1 USD =SGD 1.41

# HISTORY & MILESTONES



Source: Company Annual reports and 2018 Sustainability Report.



# BUSINESS PORTFOLIO *as of 3Q 2022*



**52** Lifestyle Centers  
**85** Residential Buildings  
**39** Housing Subdivisions  
**29** Office Developments  
(from 28 as of end 1H CY2022)

**28** Mixed-Use Developments  
**24** Hotels and Resorts  
**8** work.able Centers  
(from 6 as of end 1H CY2022)  
**7** Industrial Facilities

# **9M CY2022 OPERATIONAL PERFORMANCE HIGHLIGHTS**

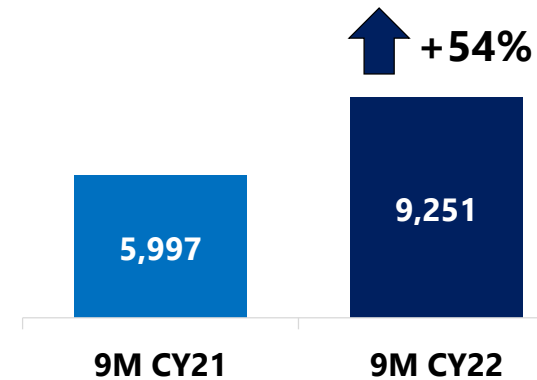
# ROBINSONS MALLS

- **2<sup>nd</sup>** largest mall operator in the Philippines with **52** malls nationwide, 8 within Metro Manila and 44 in other urban areas
- **1.57 Mn** sqm in Gross Leasable Area
- **3.0 Mn** sqm in Gross Floor Area
- **91%** total leased percentage
- Around **8,000** retailers

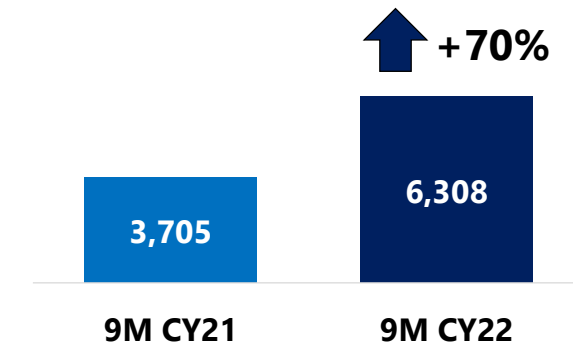
## Partners



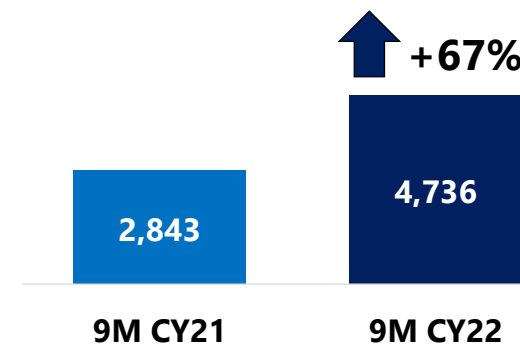
## REVENUES (Php Mn)



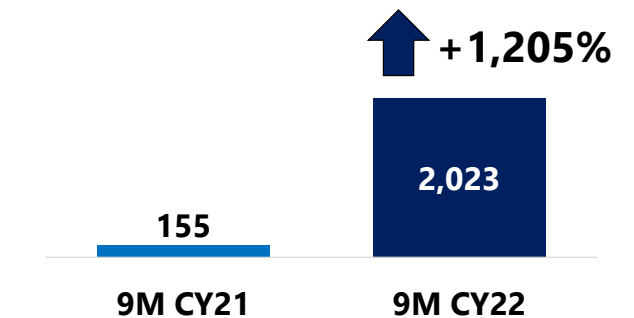
## RENTAL REVENUES (Php Mn)



## EBITDA (Php Mn)



## EBIT (Php Mn)



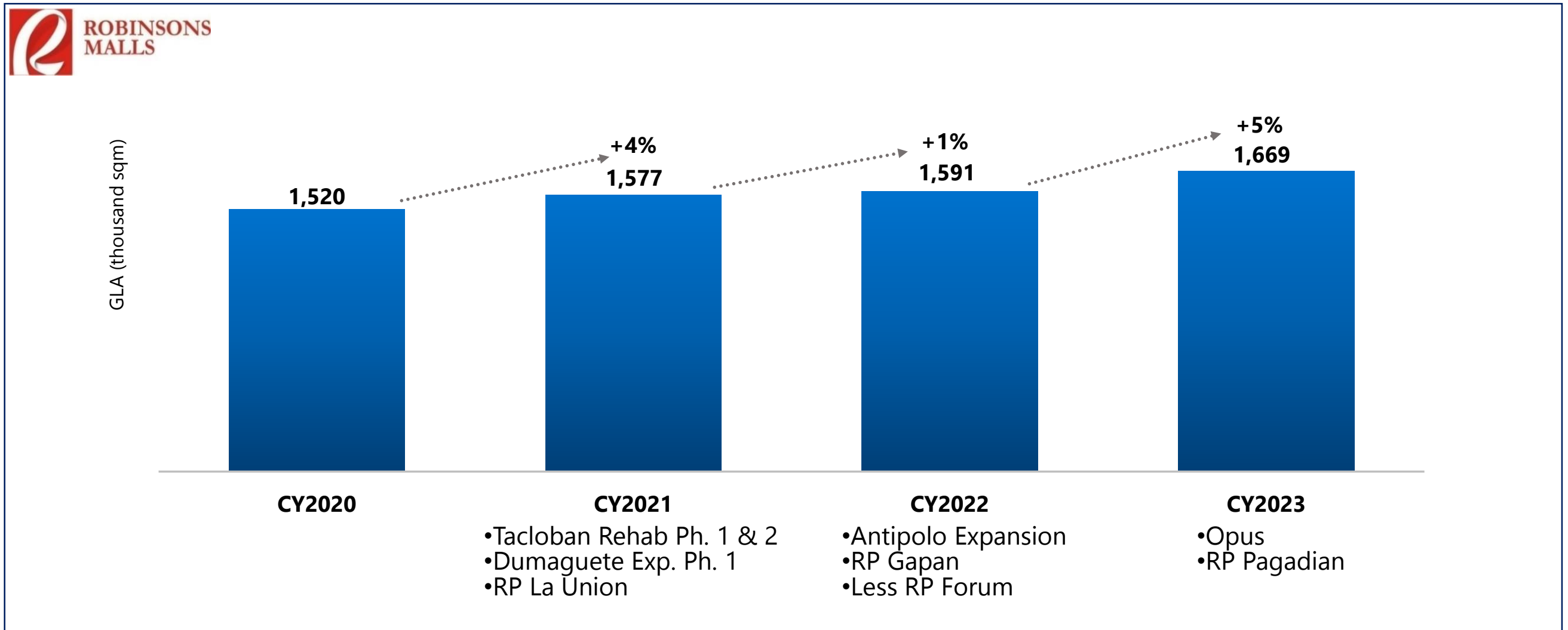


## Robinsons Place Antipolo Expansion



**Location:** Antipolo City  
**Launch Date:** May 28, 2022  
**Gross Leasable Area:** 20,810 sqm

## FUTURE EXPANSION

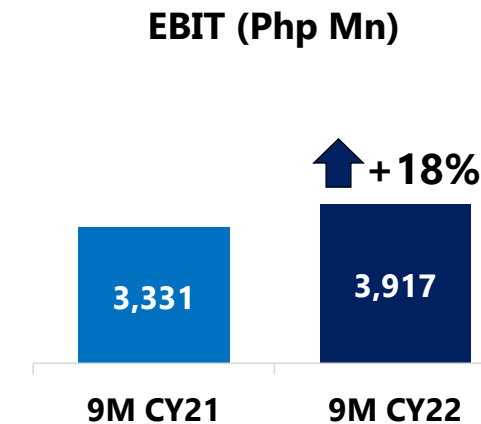
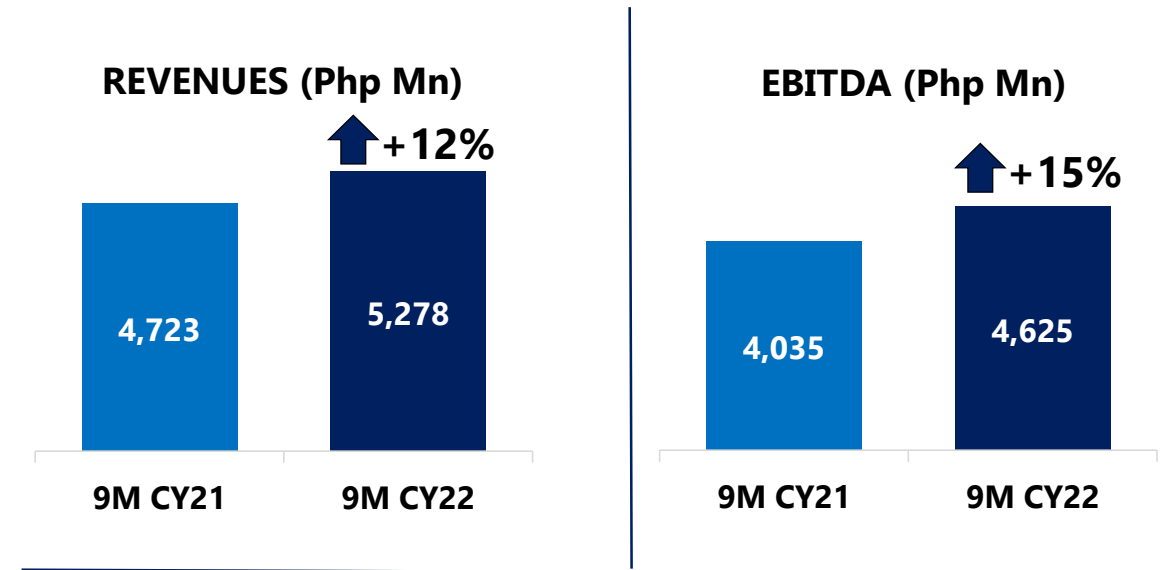




# ROBINSONS OFFICES

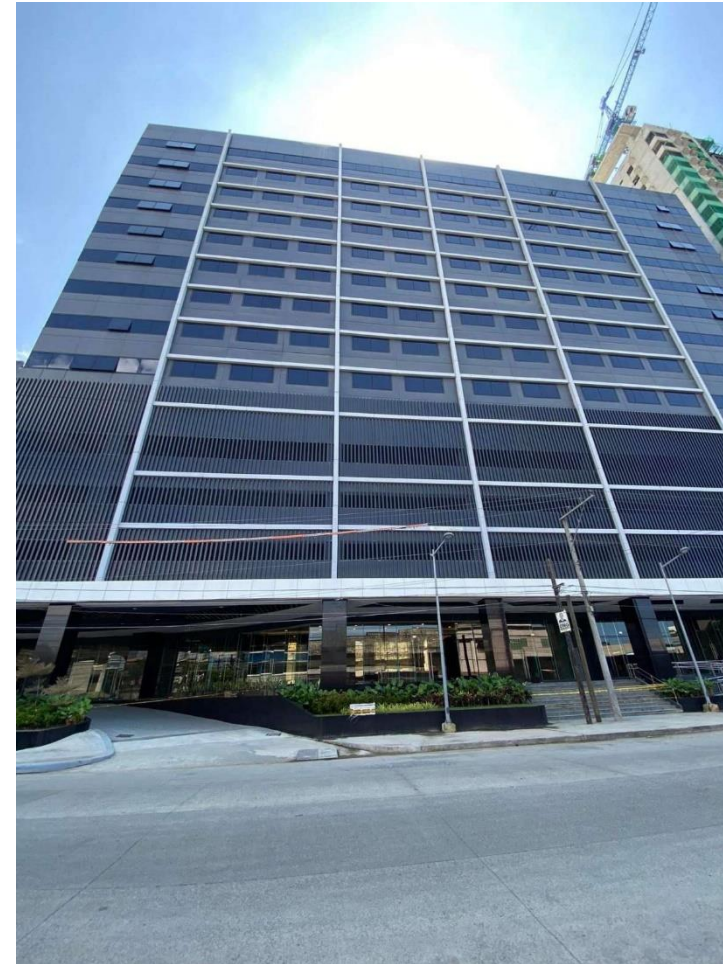


- A leading IT-BPM office space provider with **707,000 sqm** net leasable space
- **92%** leased percentage across **29** office developments
- **8 work.able** centers
- Dominant office landlord in the **Ortigas Central Business District**.



# 9M CY2022 NEW OFFICE BUILDING

## Cybergate Galleria Cebu



**Location:** Cebu City  
**Completed Date:** September 2022  
**Size in GLA:** 19,500 sqm



# | 9M CY2022 NEW WORK.ABLE CENTER

## work.able center in Cyber Omega



Cyber Omega, Alabang, Pasig City



# | 9M CY2022 NEW WORK.ABLE CENTER

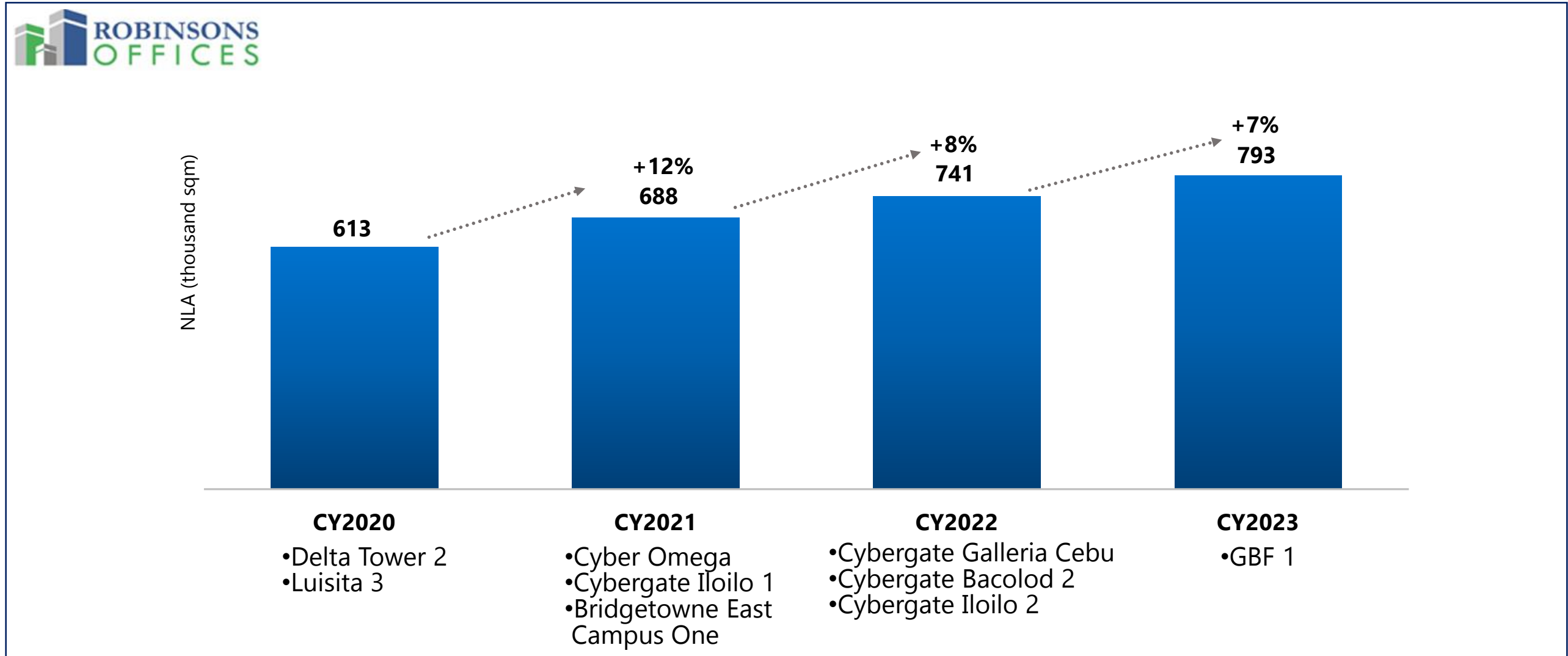
## work.able center in Giga





# ROBINSONS OFFICES

## FUTURE EXPANSION



# ROBINSONS HOTELS AND RESORTS



- **Largest hotel developer and operator** in the country in terms of number of hotel properties
- **Multi-branded**, continuously expanding hotel portfolio spanning 4 segments – essential service value hotels, mid-market boutique city and resort hotels, upscale deluxe hotels and luxury hotels and resorts
- **24** hotel properties with **3,332 operational rooms** across all segments

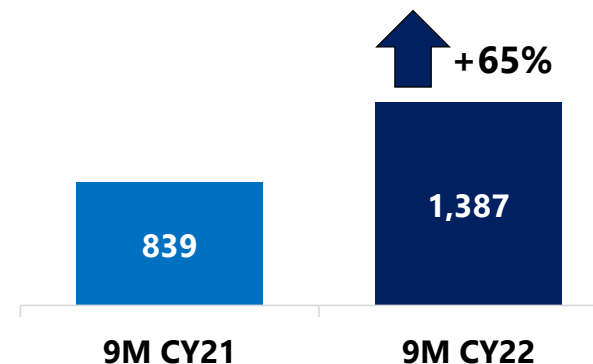
## International Brands



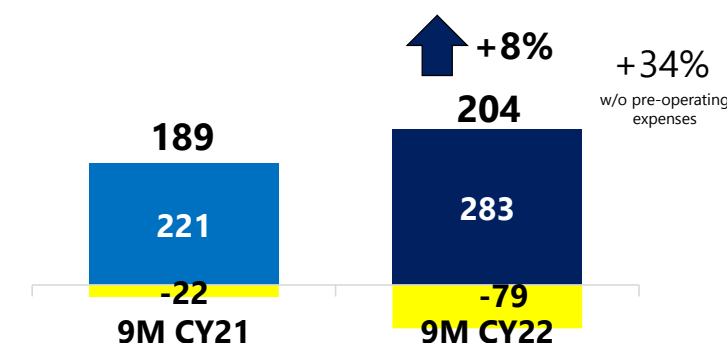
## Company-owned Brands



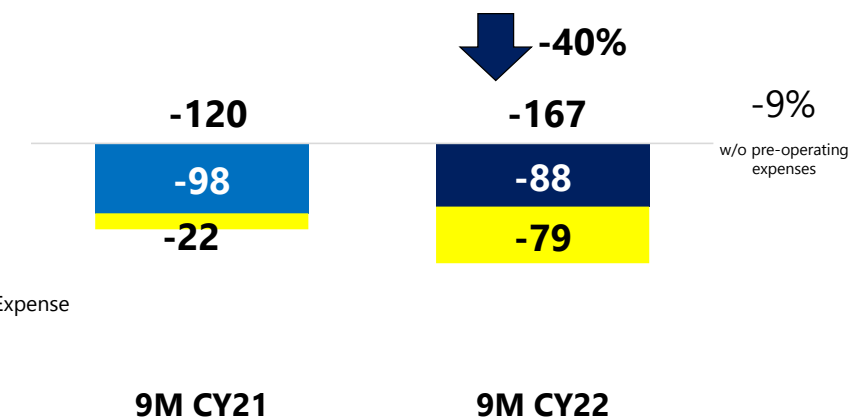
## REVENUES (Php Mn)



## EBITDA (Php Mn)



## EBIT (Php Mn)



### Legend:

Pre-Operating Expense



# 9M CY2022 NEW HOTELS

## Go Hotels Plus Naga and Summit Hotel Naga



**Location:** Naga City  
**Launch Date:** Jan. 2022  
**No. of Rooms Opened (GH):** 68 (as of June 30, 2022)  
**No. of Rooms Opened (Summit):** 60 (as of June 30, 2022)

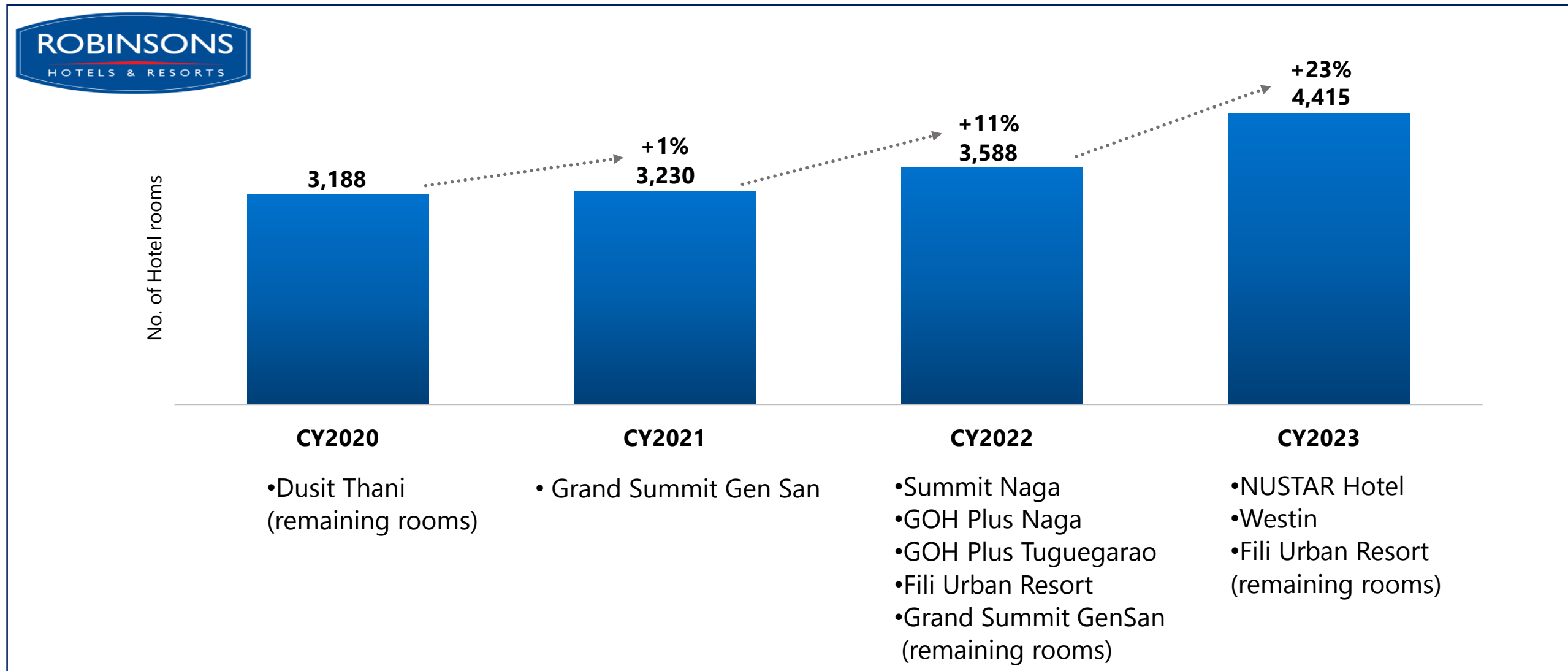
## Go Hotels Plus Tuguegarao



**Location:** Tuguegarao, Cagayan Valley  
**Launch Date:** Mar. 2022  
**No. of Rooms Opened:** 75 (as of June 30, 2022)

# HOTELS AND RESORTS DIVISION

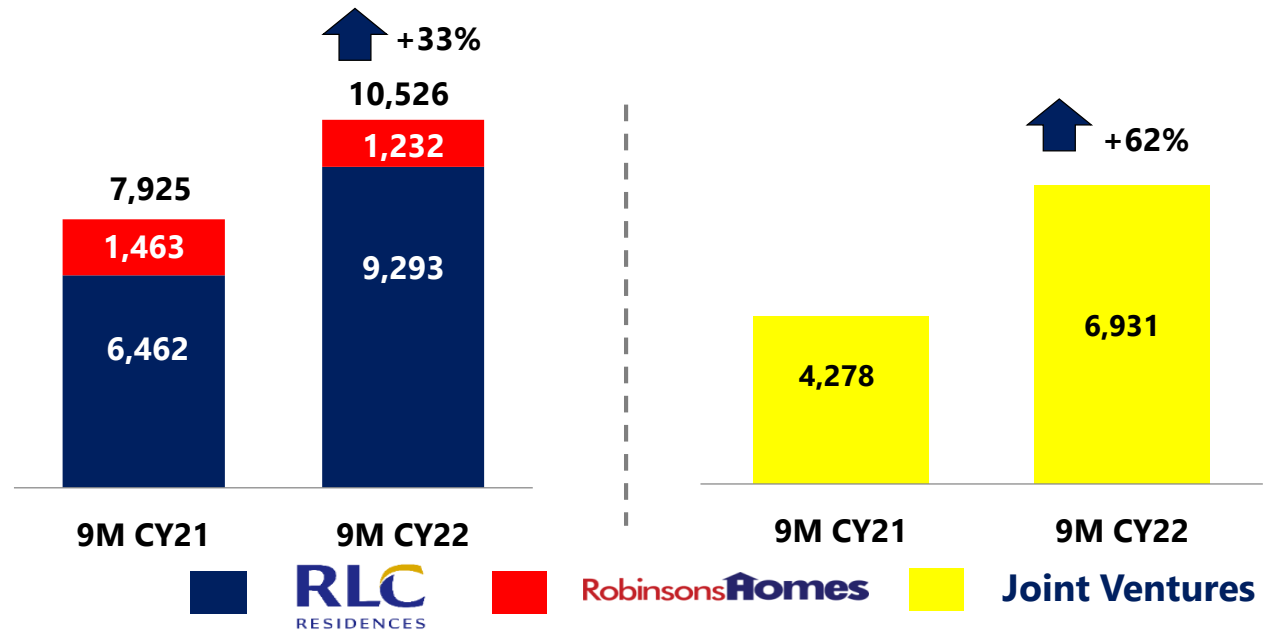
## FUTURE EXPANSION



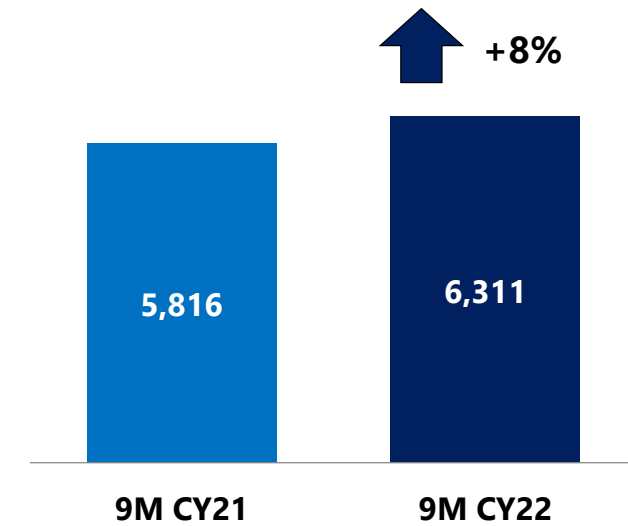


# RESIDENTIAL DIVISION

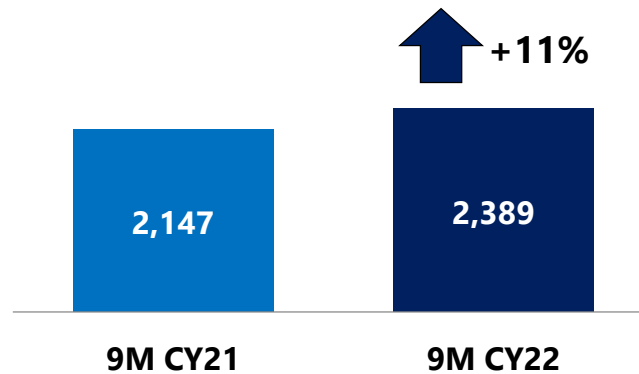
NET SALES TAKE-UP (Php Mn)



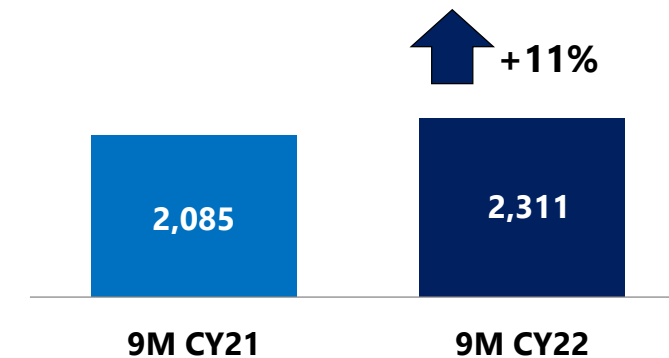
REALIZED REVENUES (Php Mn)



EBITDA (Php Mn)



EBIT (Php Mn)



# 9M CY2022 NEW RESIDENTIAL PROJECTS

## AmiSa Private Residences Tower D



**Location:** Lapu-Lapu City, Cebu  
**Launch Date:** Feb. 2022  
**No. of Units:** 167  
**Sales Value:** Php 1.7 Bn  
**Sales Take-up:** 61%

## Sierra Valley Gardens – Bldg. 3 (SVG 3)



**Location:** Cainta, Rizal  
**Launch Date:** Mar. 2022  
**No. of Units:** 440  
**Sales Value:** Php 2.5 Bn  
**Sales Take-up:** 52%

## Woodsville Crest – Pine Bldg.



**Location:** Paranaque City  
**Launch Date:** Mar. 2022  
**No. of Units:** 246  
**Sales Value:** Php 1.7 Bn  
**Sales Take-up:** 68%



# JOINT VENTURE PROJECTS

## Aurelia



**Location:** McKinley, Bonifacio Global City  
**Launch Date:** Sep. 2019  
**No. of Units:** 285  
**Sales Value:** Php 33.06 Bn  
**Sales Take-up:** 70%

## Velaris



**Location:** Pasig City  
**Launch Date:** Nov. 2019  
**No. of Units:** 457  
**Sales Value:** Php 8.9 Bn  
**Sales Take-up:** 58%

## Sonora



**Location:** Las Pinas City  
**Launch Date:** Dec. 2019  
**No. of Units:** 867  
**Sales Value:** Php 5.3 Bn  
**Sales Take-up:** 43%

# ROBINSONS LOGISTICS AND INDUSTRIAL FACILITIES

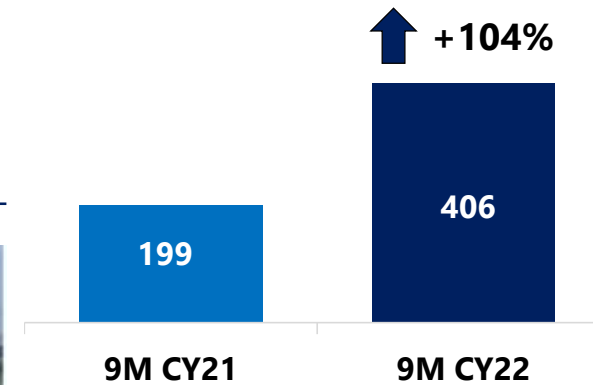


- One of the leading industrial facility providers in the country with a total GLA of **167,000 sqm**
- **7** industrial facilities all across Luzon

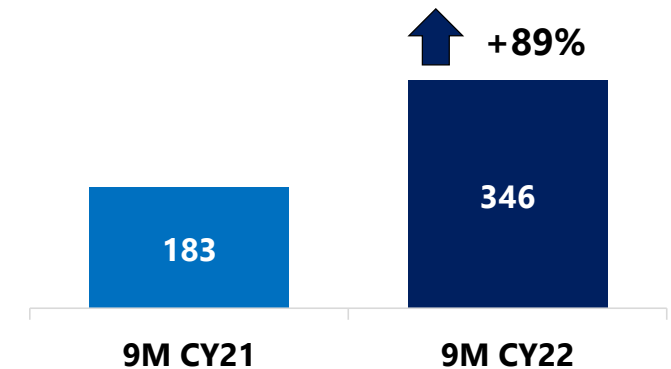


**Location:** RLX San Fernando in Pampanga  
**GLA Size :** 45,500 sqm

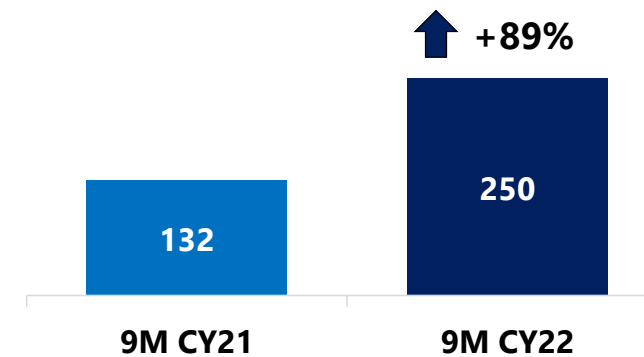
## REVENUES (Php Mn)



## EBITDA (Php Mn)



## EBIT (Php Mn)





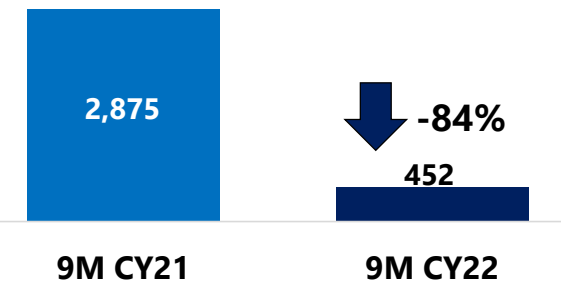
- **Montclair** completed interchange exit near Clark Freeport Zone
- Latest residential project (SVG 3) launched in **Sierra Valley Estate**; All retail spaces therein are fully leased out.
- Land development of the east portion of **Bridgetowne Estate** has started

## Montclair Interchange

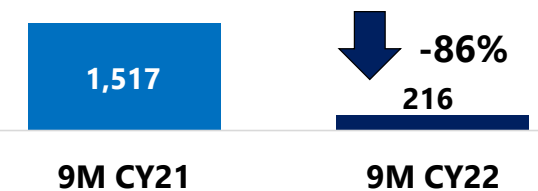


**Location:** SCTEX, Pampanga Province

### REVENUES (Php Mn)



### EBITDA (Php Mn)



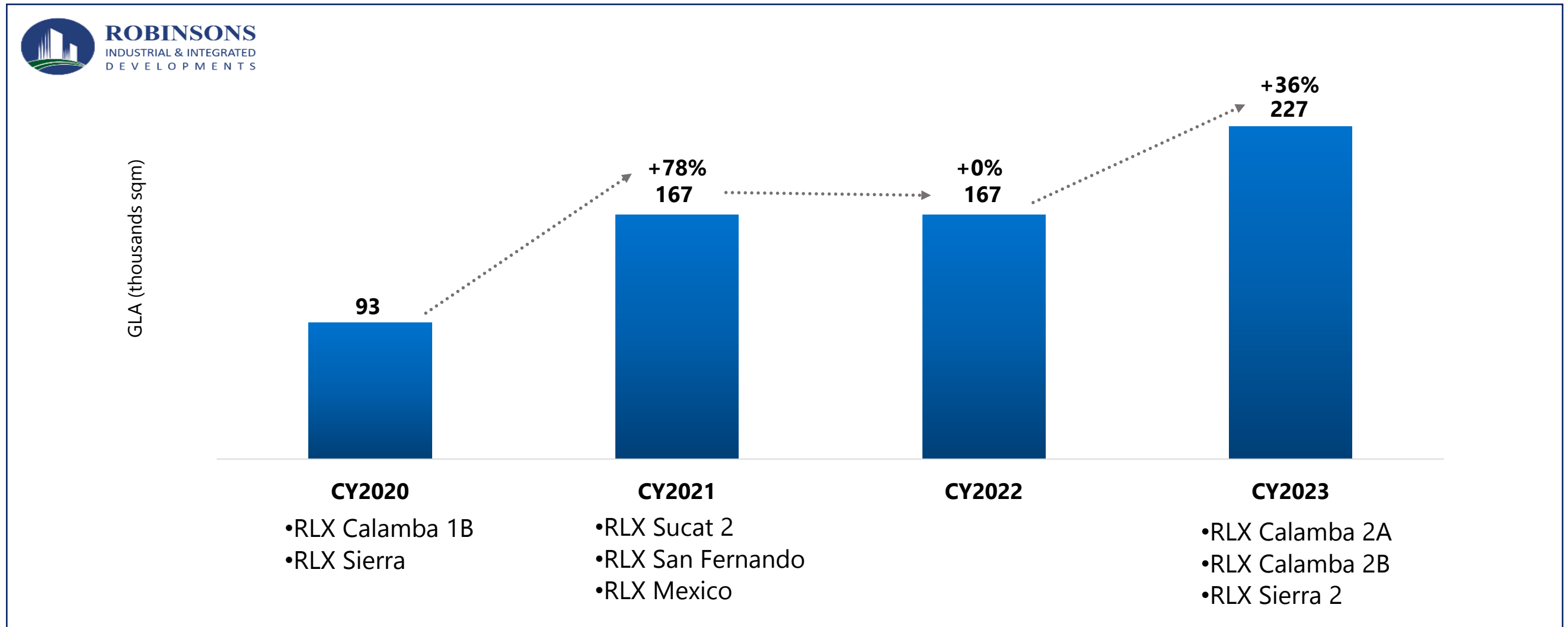
### EBIT (Php Mn)





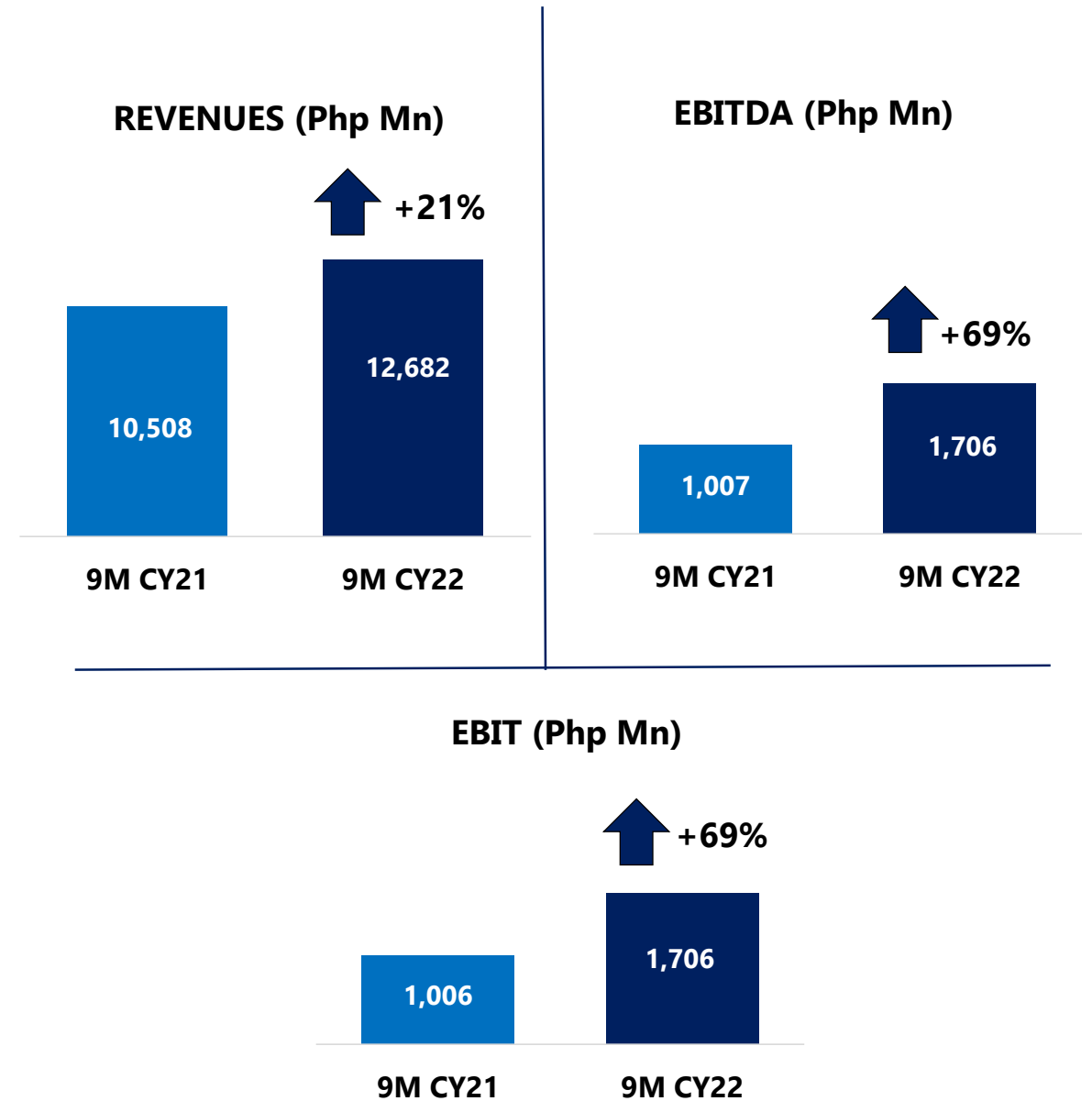
# ROBINSONS LOGISTICS AND INDUSTRIAL FACILITIES

## FUTURE EXPANSION



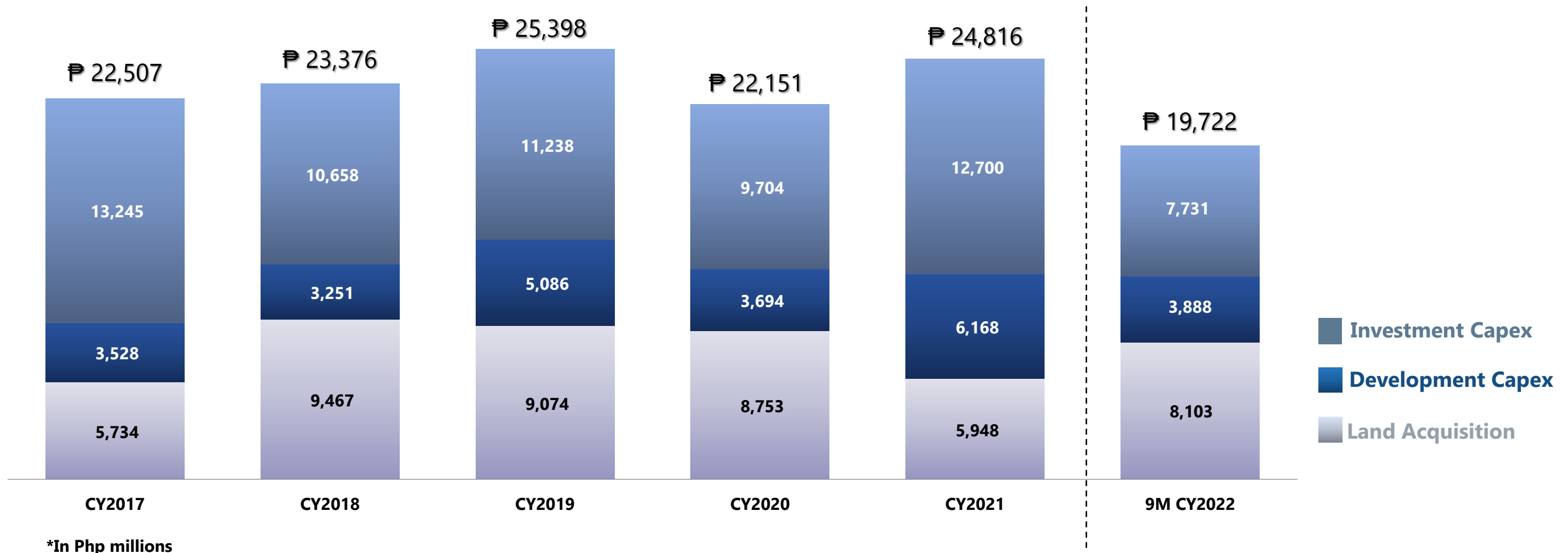
# CHENGDU BAN BIAN JIE PROJECT

- Residential condominiums and townhouses are **100% sold**
- Total Project is **96% sold**
- Phase 2 is **100% complete**
- **US\$224.5 Mn** or 99.8% of capital invested has been repatriated
- **US\$24 Mn cash dividends** have been paid



# CAPITAL EXPENDITURES

**Capital Expenditure Program** for Philippine Operations remains in line with overall corporate strategy





RLC will continue to be on the lookout for **strategic land bank** across the country

| Location                   | Area<br>(Has.) | Value<br>(Php Bn) |
|----------------------------|----------------|-------------------|
| <b>Destination Estates</b> | <b>236</b>     | <b>87.4</b>       |
| 1. Bridgetowne             | 19             | 67.7              |
| 2. Sierra Valley           | 12             | 9.4               |
| 3. Montclair               | 205            | 10.3              |
| <b>Metro Manila</b>        | <b>4</b>       | <b>6.7</b>        |
| <b>Luzon</b>               | <b>295</b>     | <b>14.8</b>       |
| <b>Visayas</b>             | <b>131</b>     | <b>14.9</b>       |
| <b>Mindanao</b>            | <b>145</b>     | <b>6.2</b>        |
| <b>TOTAL</b>               | <b>811</b>     | <b>130</b>        |



**Sierra Valley**  
Location: Cainta, Rizal  
Size: 18 hectares

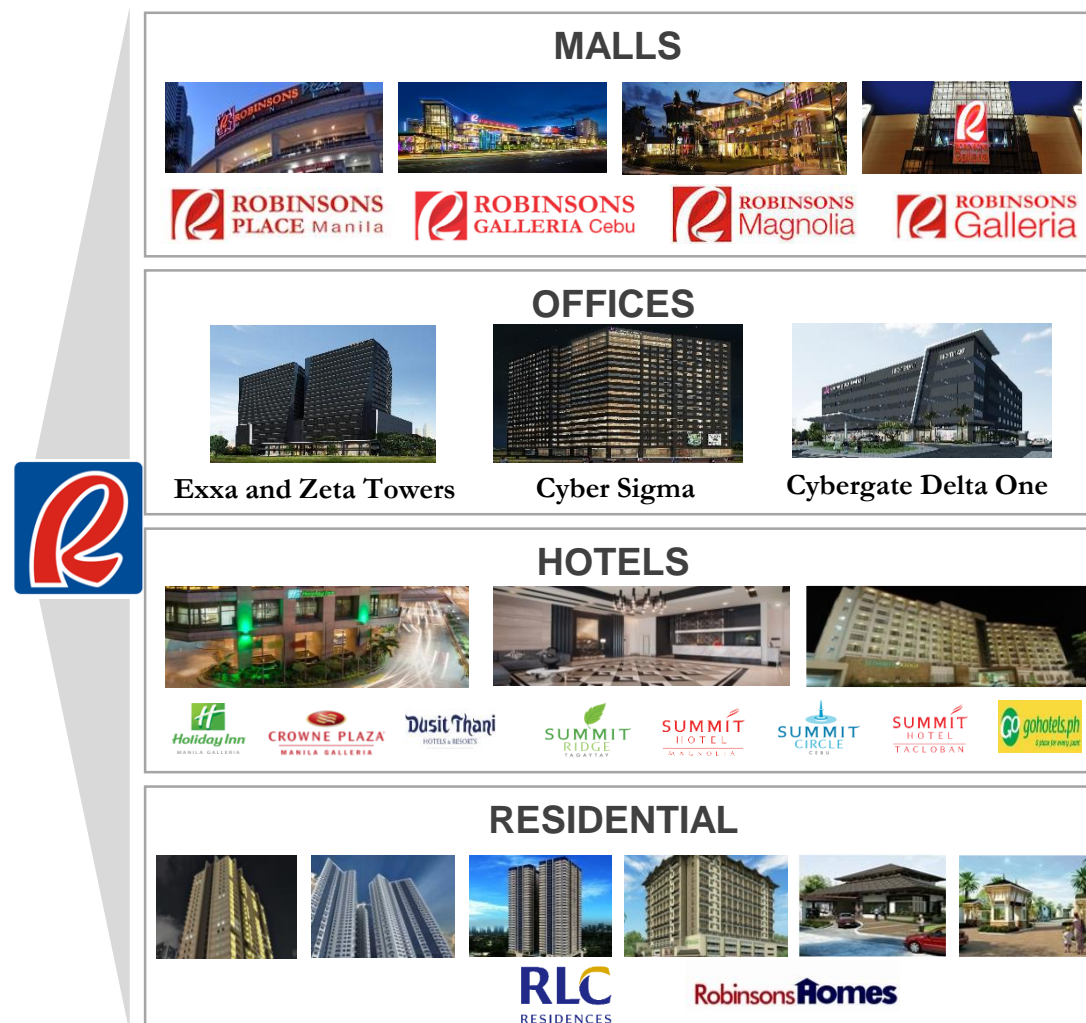


**Montclair**  
Location: Porac, Pampanga  
Size: 200 Hectares

# INVESTMENT CONSIDERATIONS

- 1 Diversified Business Model and Earnings Base**
- 2 Favorable Industry Dynamics**
- 3 Stable Cash Flows Anchored by Recurring Income and Revenue**
- 4 Sound and Healthy Financial Position**
- 5 Strong Management Team**

# DIVERSIFIED BUSINESS MODEL AND EARNINGS BASE



RLX

ROBINSONS  
INDUSTRIAL & INTEGRATED  
DEVELOPMENTS

## INVESTMENT PORTFOLIO

|                      | 9M CY2021 | 9M CY2022 |
|----------------------|-----------|-----------|
| Revenue Contribution | 38%       | 46%       |
| EBITDA Contribution  | 61%       | 69%       |
| EBIT Contribution    | 43%       | 58%       |

## DEVELOPMENT PORTFOLIO

|                      | 9M CY2021 | 9M CY2022 |
|----------------------|-----------|-----------|
| Revenue Contribution | 62%       | 54%       |
| EBITDA Contribution  | 39%       | 31%       |
| EBIT Contribution    | 57%       | 42%       |



# A LEADING PHILIPPINE PROPERTY COMPANY

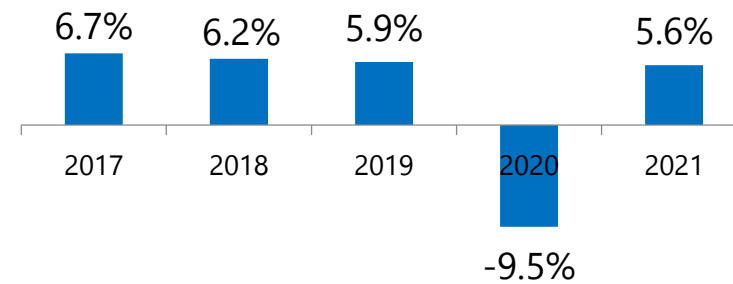


RLC is a **leading Philippine property company**, with broad geographical presence in Metro Manila, Luzon, Visayas and Mindanao, for all business divisions and brands across all markets.

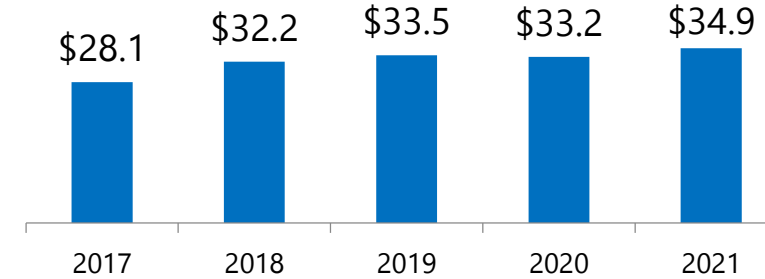
**RLC is present in 31 Provinces, 51 Cities and 12 Municipalities.**

# FAVORABLE INDUSTRY DYNAMICS

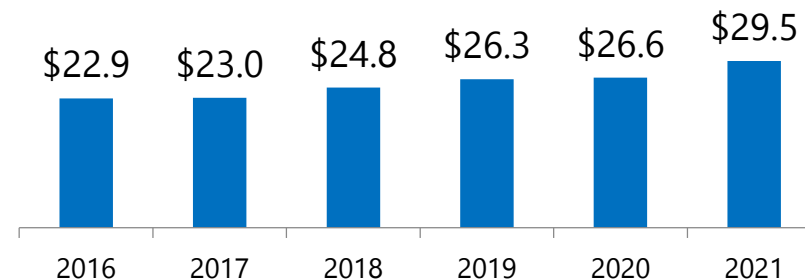
## GDP GROWTH RATE



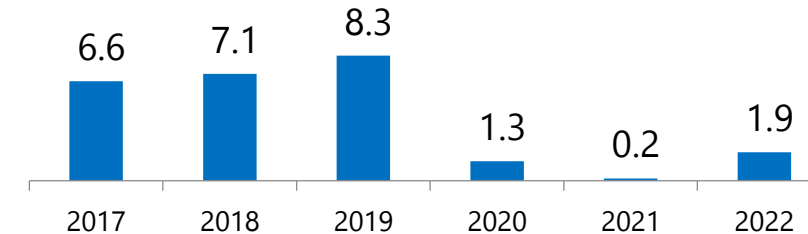
## OFW REMITTANCES (in US\$B)



## BPO REVENUES (in US\$B)



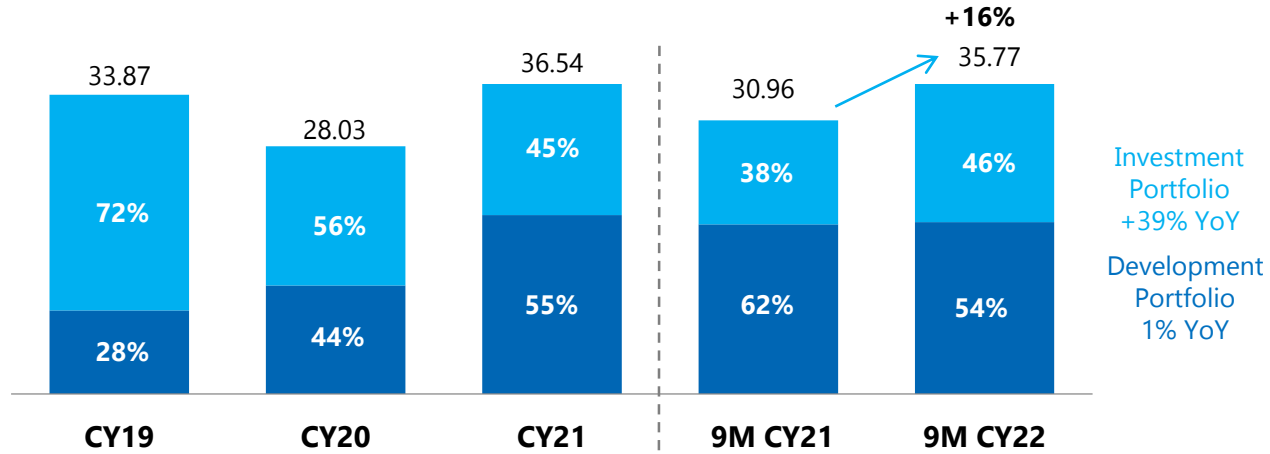
## TOURIST ARRIVALS (in millions)



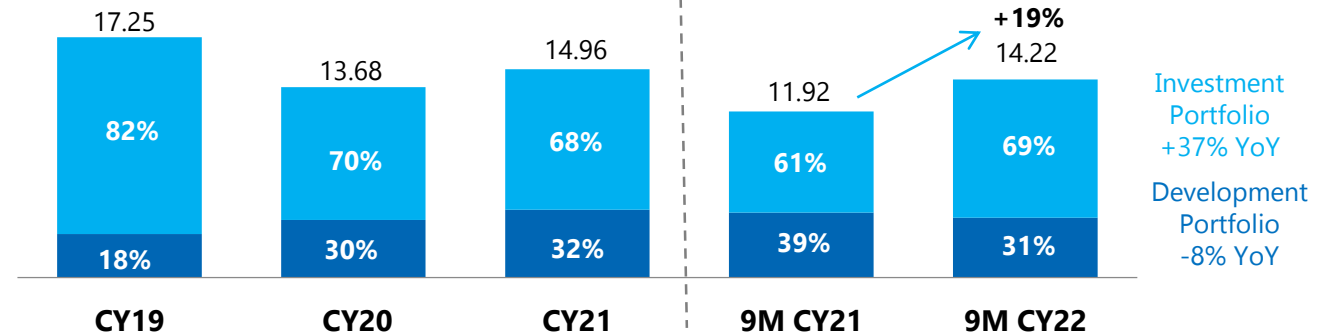
RLC's business is anchored on the **solid economic performance supported by strong consumption and a young population** of the country coupled by **sustained OFW remittances, a growing BPO revenues and receipts from reinvigorated** tourist arrivals which fuel income growth and consumer spending

# DIVERSIFIED BUSINESS MODEL PROVIDES RESILIENT CASH FLOW

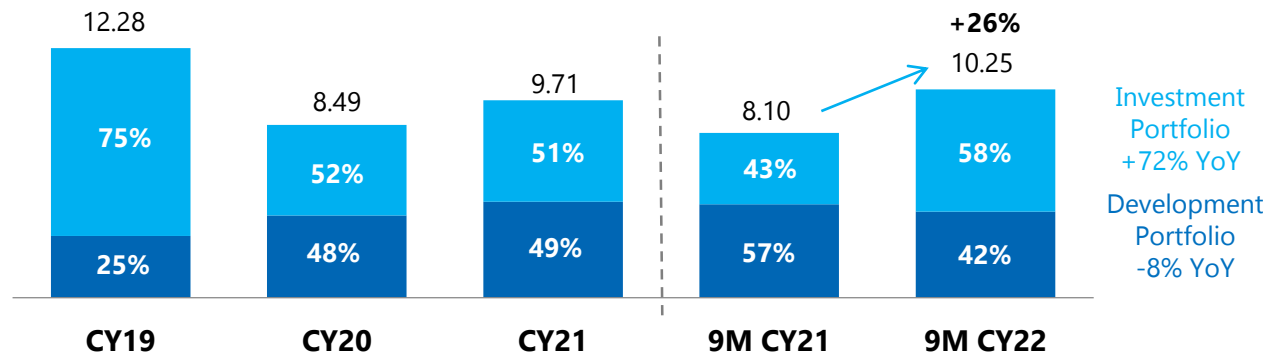
## REVENUES (in Php Bn)



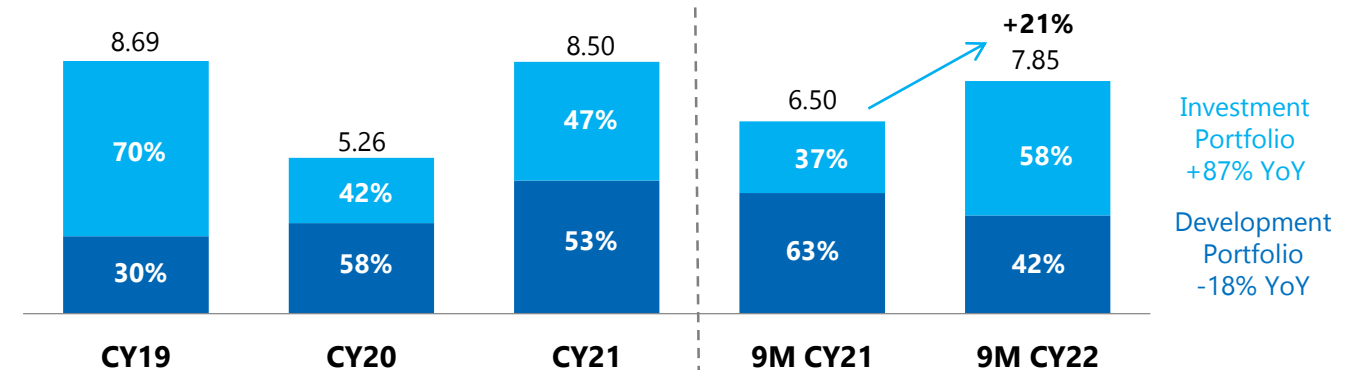
## EBITDA (in Php Bn)



## EBIT (in Php Bn)



## NET INCOME (in Php Bn)



Investment Portfolio



Development Portfolio

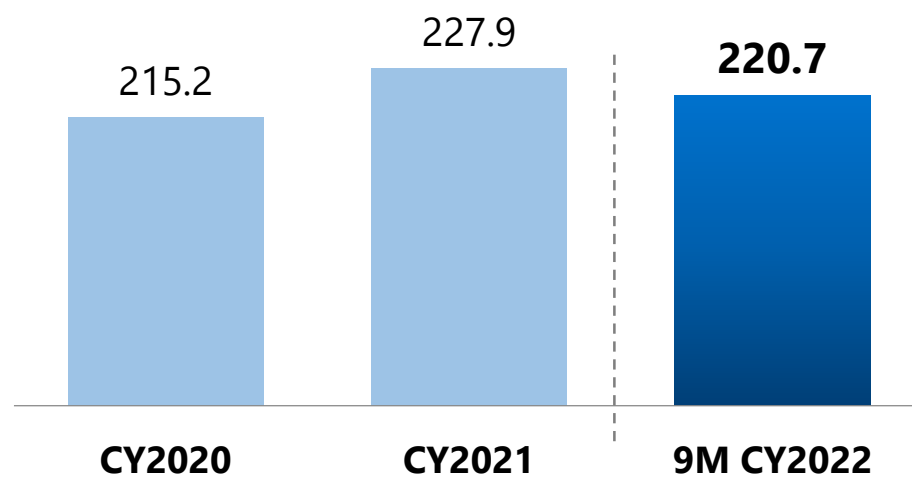
Note: Unaudited financial numbers



# SOLID AND HEALTHY FINANCIAL POSITION

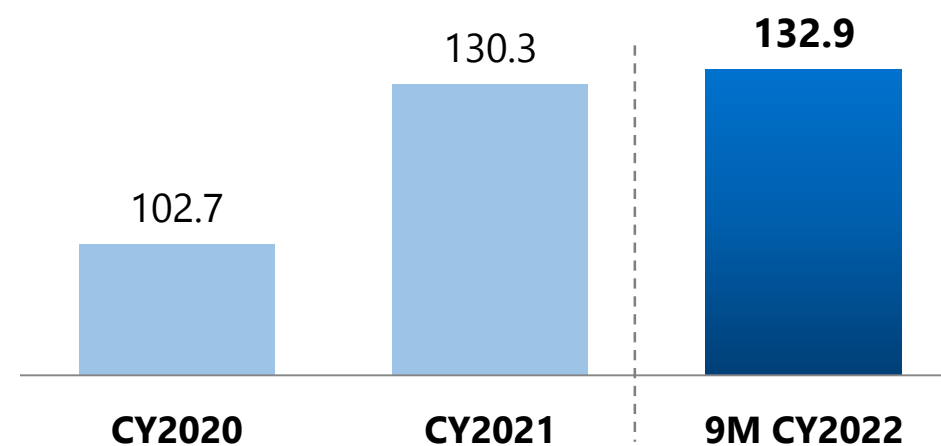
## TOTAL ASSETS

(in Php Bn)

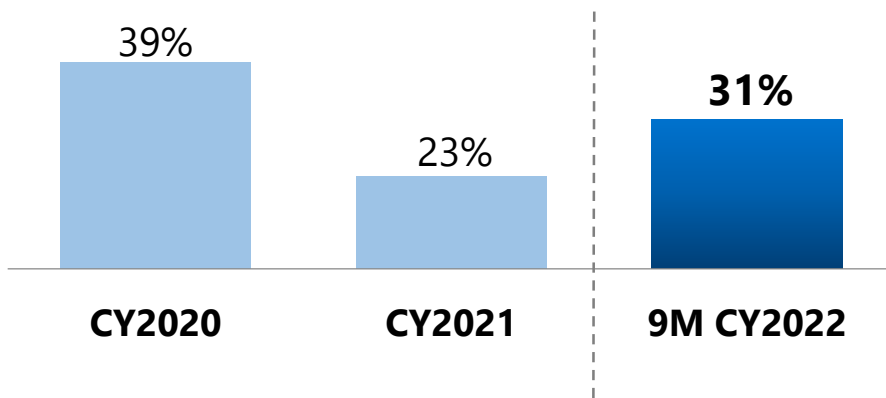


## SHAREHOLDERS' EQUITY

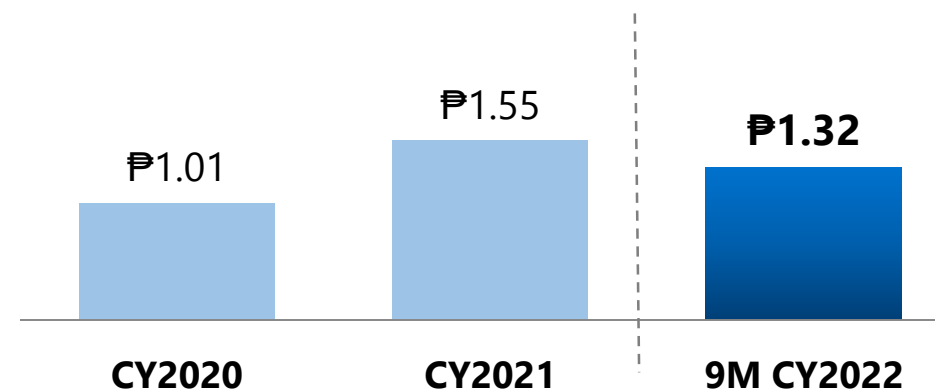
(in Php Bn)



## NET DEBT TO EQUITY

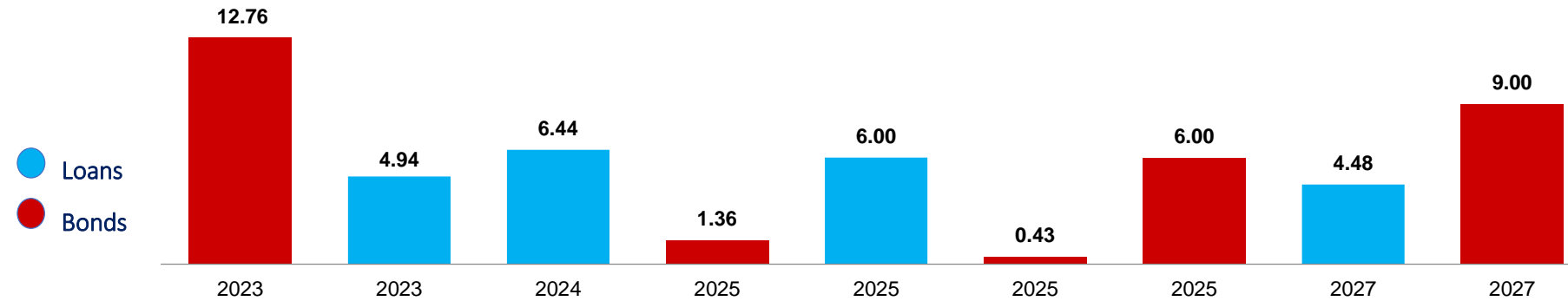


## EARNINGS PER SHARE



# STRONG BUSINESS PERFORMANCE AND SOUND FINANCIAL POSITION

## LONG TERM DEBT MATURITY (in Php B)



| Tenor       | Maturity      | Rate (fixed) | Principal Amount (in Php B) |
|-------------|---------------|--------------|-----------------------------|
| Loans       |               |              |                             |
| Three years | August 2023   | 3.8900%      | 4.94                        |
| Seven years | March 2024    | 3.1000%      | 6.44                        |
| Five years  | June 2025     | 4.0000%      | 6.00                        |
| Ten years   | February 2027 | 4.0000%      | 4.48                        |
| Bonds       |               |              |                             |
| Three years | July 2023     | 3.6830%      | 12.76                       |
| Ten years   | February 2025 | 4.9344%      | 1.36                        |
| Five years  | July 2025     | 3.8000%      | 0.43                        |
| Three years | August 2025   | 5.379%       | 6.00                        |
| Five years  | August 2027   | 5.936%       | 9.00                        |
| TOTAL       |               |              | 51.41                       |

# STRONG MANAGEMENT TEAM

## Board of Directors and Selected Corporate Officers



**James L. Go**  
Chairman Emeritus

**42 years with RLC**

- Chairman of JG Summit Holdings, Inc. and Cebu Air, Inc.
- Chairman and CEO of Oriental Petroleum and Minerals Corp.
- Chairman Emeritus of Universal Robina Corp. and JG Summit Petrochemicals Group.
- Vice Chairman of Robinsons Retail Holdings, Inc.
- Director of Philippine Long Distance Telephone Company and Manila Electric Company
- Holds Bachelor of Science Degree and Master of Science Degree in Chemical Engineering from Massachusetts Institute of Technology



**Lance Y. Gokongwei**  
Chairman

**33 years with RLC**

- President and CEO of JG Summit Holdings, Inc. and Cebu Air, Inc.
- Director of RL Commercial REIT, Inc.
- Chairman of Altus Property Ventures, Inc.
- Chairman of Universal Robina Corporation, Robinsons Retail Holdings, Inc., JG Summit Olefins Corporation and Robinsons Bank Corp.
- Director and Vice Chairman of Manila Electric Company
- Director of Oriental Petroleum and Minerals Corp., and United Industrial Corp. Ltd.
- Member of the Board of Global Reporting Initiative
- Holds a Bachelor of Science degree in Finance and a Bachelor of Science degree in Applied Science from the University of Pennsylvania



**Frederick D. Go**  
President and CEO

**32 years with RLC**

- Chairman of RL Commercial REIT, Inc.
- CEO and President of Altus Property Ventures, Inc.
- Group General Manager of Shanghai Ding Feng Real Estate Devt. Company Ltd.
- Chairman of Luzon International Premier Airport Development (LIPAD) Corp.
- Vice Chairman of Robinsons Bank Corp.
- Vice Chairman of the Philippine Retailers Association
- Director of Cebu Air, Inc., Manila Electric Company, JG Summit Petrochemicals Group, and Cebu Light Industrial Park
- Holds a Bachelor of Science in Management Engineering degree from the Ateneo de Manila University



**Faraday D. Go**  
Executive Vice President

**8 years with RLC**

- Chairman of RL Fund Management, Inc.
- Formerly the Vice President of the Retail Management and Corporate Sales Division of Digitel Mobile Philippines, Inc prior to joining RLC
- Has over fifteen years of experience through various stints in the following companies: APO Cement, JG Summit Petrochemical Corporation and Digitel Mobile Philippines, Inc.
- Holds a Bachelor of Science in Management degree, with a Minor in Finance, from the Ateneo de Manila University



**Kerwin Max S. Tan**  
Chief Financial, Risk and Compliance Officer

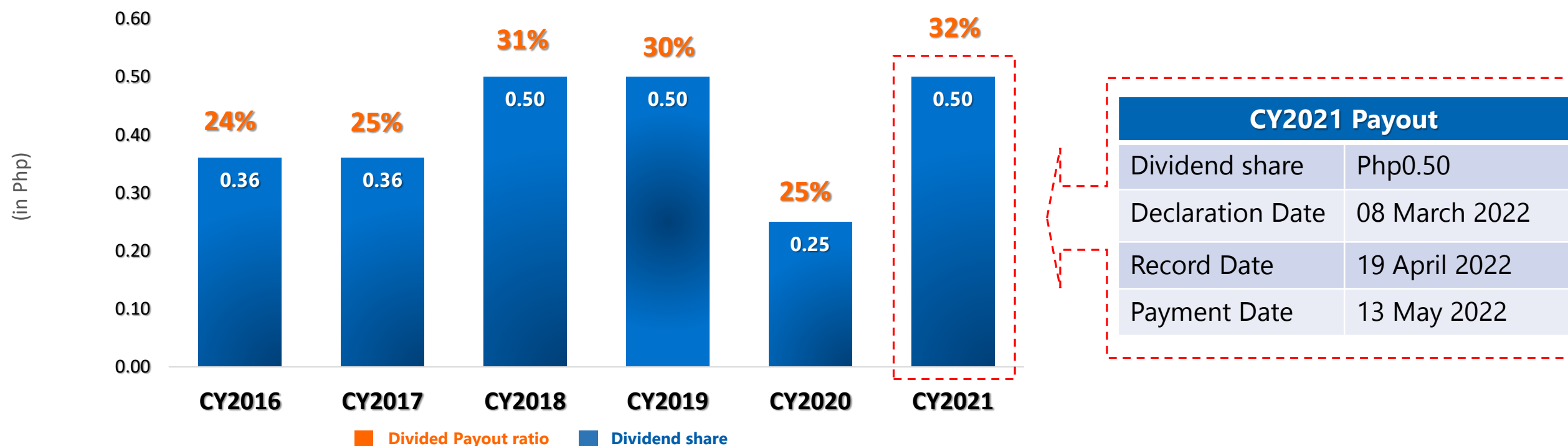
**18 years with RLC**

- Director-Treasurer of RL Commercial REIT, Inc.
- Chief Financial, Compliance and Information Officer of Altus Property Ventures, Inc.
- Formerly the Vice President – Treasurer of RLC prior to his appointment as the Chief Financial, Risk and Compliance Officer
- Formerly the Vice President for Operations of RLC's Residential Buildings Division comprised of Robinsons Luxuria, Robinsons Residences and Robinsons Communities
- Worked in various divisions of Citibank N.A. for nine years
- Holds a Bachelor of Science in Industrial Engineering degree from the University of the Philippines, Diliman



# CY2021 CASH DIVIDEND

RLC continues to pay dividends in line with dividend policy,  
of at least 20% of recurring net income of preceding year and higher than pre-COVID levels



|  | FY2016 | CY2017 | CY2018 | CY2019 | CY2020 | CY2021       |
|--|--------|--------|--------|--------|--------|--------------|
| Dividend Amount (Php Bn)   | 1.47   | 1.47   | 2.60   | 2.60   | 1.30   | <b>*2.60</b> |
| Net Income Attributable to Equity Holders of the Parent (Php Bn) | 5.70   | 5.88   | 8.23   | 8.69   | 5.26   | <b>8.06</b>  |
| Earnings Per Share (Php)   | 1.50   | 1.44   | 1.62   | 1.67   | 1.01   | <b>1.55</b>  |

\*Actual amount to be determined on record date

# **9M CY2022 ESG INITIATIVES**

# ESG INITIATIVES

Responsible growth, reaching underserved markets, reshaping communities and creating value for stakeholders

## Environment



Solar Energy  
24 Malls with Solar Power



Giga Tower Office Building:  
PEZA-registered and 100%  
powered by renewable energy  
source



Waste Water  
Conservation and  
Treatment Program



Solid Waste Management



Electric Vehicle (EV)  
Charging Stations



## Social



Robinsons Land Foundation , Inc



Relief Operations:

- Typhoon Karding
- Typhoon Neneng
- Cebu Fire Incident



Brigada Eskwela



Feeding Programs



Bloomberg Gender Equality Index  
inclusion



## Governance



Independent Directors  
Head Key Board Committees



Company-wide Anti-Corruption  
Trainings



Enterprise Risk  
Management program





ROBINSONS PLACE PALAWAN PARTICIPATES IN LGU'S CLEAN-UP DRIVE



RP ORMOC PARTICIPATES IN LGU'S CLEAN-UP DRIVE



RP SANTIAGO DONATES & PLANTS BAMBOO SAPLINGS IN COOPERATION WITH CENRO



RHomes CDO Plants 100 Trees



RP TUGUEGARAO PARTICIPATES IN LGU'S ONE MILLION TREES MOVEMENT



RP TACLOBAN JOINS LGU'S CLEAN-UP DRIVE & TREE-PLANTING ACTIVITY



RP BUTUAN JOINS PHILIPPINE REGULATORY COMMISSION'S TREE-PLANTING ACTIVITY



IID TURNS OVER 1,200 SAPLINGS TO PORAC'S MENRO



RP ROXAS PARTICIPATES IN LGU'S PLOGGING DRIVE & SERBISYONG PANGKALIKASAN



RP ROXAS JOINS PNP'S TREE-PLANTING ACTIVITY IN CELEBRATION OF WORLD ENVIRONMENT DAY



Robinsons Galleria Cebu Participates in LGU's City-Wide Clean-Up



EARTH HOUR



ROBINSONS GALLERIA CEBU JOINS TEJERO RIVER CLEAN-UP



IID Leads Tree-Planting Initiative - ONE MILLION TREES MOVEMENT





## DISASTER RESPONSE

### TYPHOON AGATON



### TYPHOON KARDING



Gapan



Roxas



Tarlac



Ormoc



Noth Tacloban



Roxas



Tacloban



Angeles

### PUNTA PRINCESA CEBU FIRE INCIDENT



Cebu



San Fernando



Malolos

## COMMUNITY DEVELOPMENT

### RHR's Tie-Up With PWD MSMEs



### RP ROXAS DONATES TO BUREAU OF FIRE & PROTECTION (BFP) ROXAS, CAPIZ



### RP ROXAS DONATES DESKTOP, PRINTER & SUPPLIES TO PNP CAPIZ



### RP ILIGAN JOINS PNP's COMMUNITY OUTREACH PROGRAM



## CHILD EDUCATION

### Entrep Corner



St Paul QC

### Entrep Corner MOA Signing



St Paul QC



Trinity University of Asia



Xavier School

### OPEN CHESS TOURNAMENT IN BRGY SAN JUAN, CAINTA



### RGC SUPPORTS UNIVERSITY OF SAN JOSE RECOLETOS'S "PROJECT PAG-AYO"



### Adopt-a-School Program



Pineda Elementary School Pasig

### BRIGADA ESKWELA



## HEALTH & NUTRITION

### Hunger Relief



### FOOD FOR THOUGHT



### HALAD TO HEALTH OPENS IN-MALL HEALTH SAFE SPACE IN COOPERATION WITH RP VALENCIA



### RP La Union Turns Over COVID Vaccines Donation to the Provincial Health Office of La Union



### 1-YR FEEDING PROGRAM - CITY GATES ACADEMY





# RLC AWARDS



## ❖ Developer of the Year

- ❖ Best Developer (Luzon)
- ❖ Special Recognition in ESG
- ❖ Best Township Development
- ❖ Best Township Masterplan Design
- ❖ Best Industrial Development
- ❖ Best Lifestyle Development & Best Health & Wellness Dev't
- ❖ Best Co-Working Space & Best Office Interior Design
- ❖ Best Operational Hospitality Portfolio





**THANK YOU!**

# APPENDIX

# PER BU FINANCIAL PERFORMANCE HIGHLIGHTS

All BU's registered positive in EBITDA

|                                   | <i>REVENUE</i> |             |              | <i>EBITDA</i> |             |             | <i>EBIT</i>   |             |                |
|-----------------------------------|----------------|-------------|--------------|---------------|-------------|-------------|---------------|-------------|----------------|
| (IN PHP MN)                       | 9M CY2022      | % to RLC    | YoY          | 9M CY2022     | % to RLC    | YoY         | 9M CY2022     | % to RLC    | YoY            |
| <b>TOTAL RLC</b>                  | <b>35,766</b>  | <b>100%</b> | <b>+16%</b>  | <b>14,221</b> | <b>100%</b> | <b>+19%</b> | <b>10,251</b> | <b>100%</b> | <b>+26%</b>    |
| <b>MALLS</b>                      | <b>9,251</b>   | <b>26%</b>  | <b>+54%</b>  | <b>4,736</b>  | <b>33%</b>  | <b>+67%</b> | <b>2,023</b>  | <b>20%</b>  | <b>+1,205%</b> |
| <b>OFFICES</b>                    | <b>5,278</b>   | <b>15%</b>  | <b>+12%</b>  | <b>4,625</b>  | <b>33%</b>  | <b>+15%</b> | <b>3,917</b>  | <b>37%</b>  | <b>18%</b>     |
| <b>HOTELS</b>                     | <b>1,387</b>   | <b>4%</b>   | <b>+65%</b>  | <b>204</b>    | <b>1%</b>   | <b>+8%</b>  | <b>-167</b>   | <b>-2%</b>  | <b>-40%</b>    |
| <b>RESIDENTIAL</b>                | <b>6,311</b>   | <b>18%</b>  | <b>+8%</b>   | <b>2,389</b>  | <b>17%</b>  | <b>+11%</b> | <b>2,311</b>  | <b>23%</b>  | <b>+11%</b>    |
| <b>CHINA</b>                      | <b>12,682</b>  | <b>35%</b>  | <b>+21%</b>  | <b>1,706</b>  | <b>12%</b>  | <b>+69%</b> | <b>1,706</b>  | <b>17%</b>  | <b>+69%</b>    |
| <b>LOGISTICS &amp; INDUSTRIAL</b> | <b>406</b>     | <b>1%</b>   | <b>+104%</b> | <b>346</b>    | <b>2%</b>   | <b>+89%</b> | <b>250</b>    | <b>3%</b>   | <b>+89%</b>    |
| <b>INTEGRATED DEVT'S</b>          | <b>452</b>     | <b>1%</b>   | <b>-84%</b>  | <b>216</b>    | <b>2%</b>   | <b>-86%</b> | <b>213</b>    | <b>2%</b>   | <b>-86%</b>    |

Net income attributable to Parent increased by **6% YoY** to **Php 6.74 Bn**

Note: Unaudited financial numbers

<sup>1</sup>Please refer to [Financial Performance](#)



# PER BU FINANCIAL PERFORMANCE HIGHLIGHTS

All BU's registered double-digit positive growth in EBIT

| (In PhP Mn)                       | REVENUE      |              |                | EBITDA       |              |              | EBIT         |              |                |
|-----------------------------------|--------------|--------------|----------------|--------------|--------------|--------------|--------------|--------------|----------------|
|                                   | 3Q CY2022    | 3Q CY2021    | YoY            | 3Q CY2022    | 3Q CY2021    | YoY          | 3Q CY2022    | 3Q CY2021    | YoY            |
| <b>TOTAL RLC</b>                  | <b>8,271</b> | <b>4,913</b> | <b>+68%</b>    | <b>4,527</b> | <b>2,707</b> | <b>+67%</b>  | <b>3,169</b> | <b>1,424</b> | <b>+122%</b>   |
| <b>MALLS</b>                      | <b>3,536</b> | <b>1,814</b> | <b>+95%</b>    | <b>1,812</b> | <b>831</b>   | <b>+118%</b> | <b>913</b>   | <b>-58</b>   | <b>+1,661%</b> |
| <b>OFFICES</b>                    | <b>1,715</b> | <b>1,555</b> | <b>+10%</b>    | <b>1,538</b> | <b>1,413</b> | <b>+9%</b>   | <b>1,280</b> | <b>1,156</b> | <b>+11%</b>    |
| <b>HOTELS</b>                     | <b>580</b>   | <b>314</b>   | <b>+85%</b>    | <b>160</b>   | <b>67</b>    | <b>+139%</b> | <b>26</b>    | <b>-29</b>   | <b>+188%</b>   |
| <b>RESIDENTIAL</b>                | <b>2,103</b> | <b>1,071</b> | <b>+96%</b>    | <b>827</b>   | <b>320</b>   | <b>+159%</b> | <b>795</b>   | <b>299</b>   | <b>+166%</b>   |
| <b>CHENGDU</b>                    | <b>14</b>    | <b>1</b>     | <b>+1,754%</b> | <b>-1</b>    | <b>-12</b>   | <b>+88%</b>  | <b>-1</b>    | <b>-12</b>   | <b>+88%</b>    |
| <b>LOGISTICS &amp; INDUSTRIAL</b> | <b>137</b>   | <b>72</b>    | <b>+91%</b>    | <b>116</b>   | <b>70</b>    | <b>+67%</b>  | <b>84</b>    | <b>50</b>    | <b>+70%</b>    |
| <b>INTEGRATED DEVELOPMENTS</b>    | <b>186</b>   | <b>88</b>    | <b>+113%</b>   | <b>74</b>    | <b>19</b>    | <b>+290%</b> | <b>73</b>    | <b>18</b>    | <b>+293%</b>   |

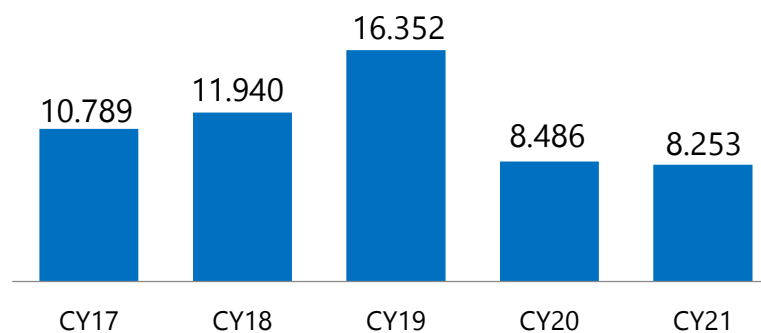
Net income attributable to Parent increased by **130% YoY** to **Php 2.05 Bn**

*Note: Unaudited financial numbers*

# COMMERCIAL CENTERS DIVISION

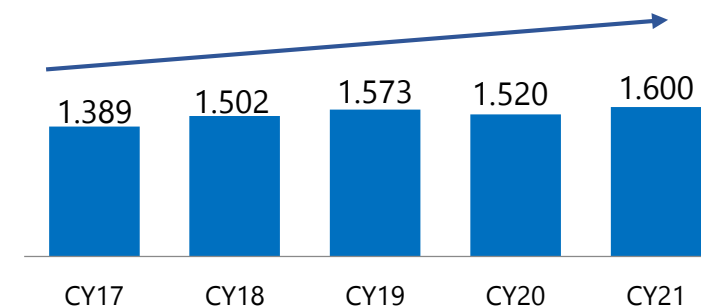
## REVENUES (in Php B)

5-year CAGR: -6%



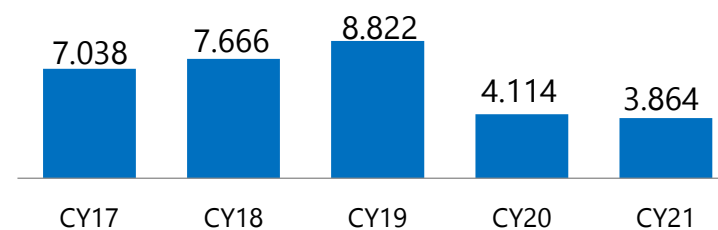
## GLA (in millions sqm)

5-year CAGR: +4%



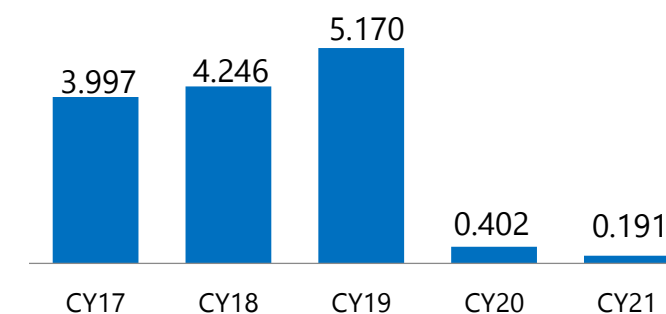
## EBITDA (in Php B)

5-year CAGR: -14%



## EBIT (in Php B)

5-year CAGR: -53%

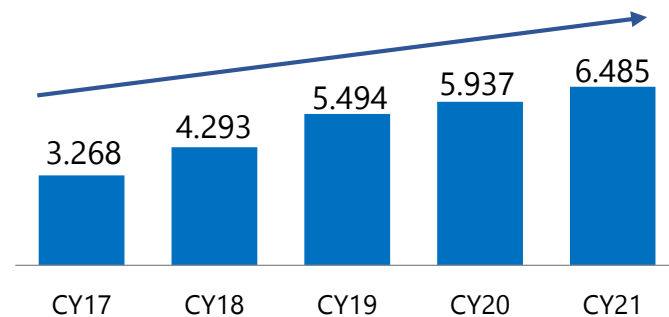


# OFFICE BUILDINGS DIVISION



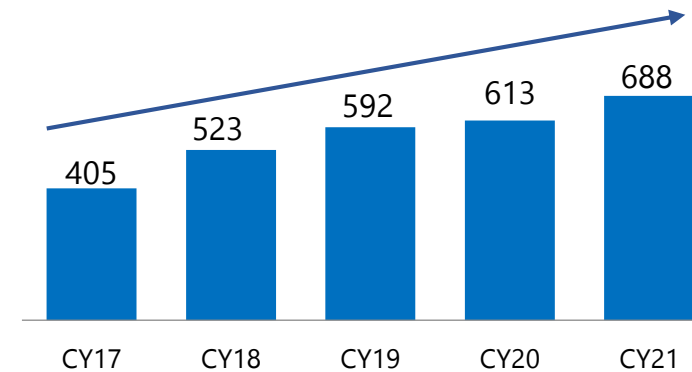
## REVENUES (in Php B)

5-year CAGR: +19%



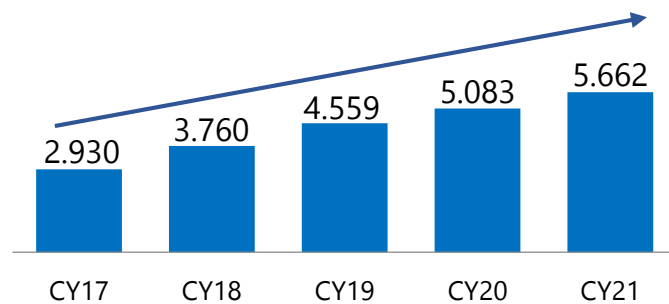
## NLA (in thousands sqm)

5-year CAGR: +14%



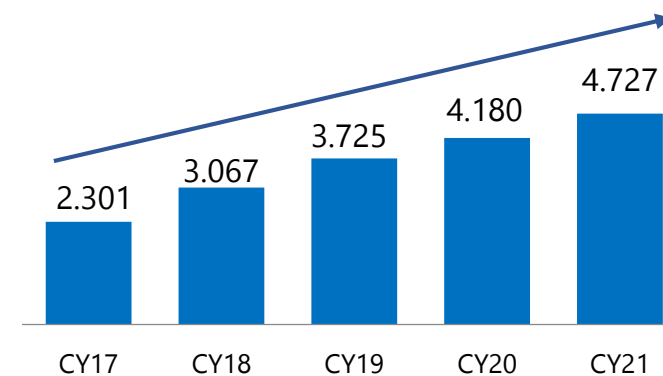
## EBITDA (in Php B)

5-year CAGR: +18%



## EBIT (in Php B)

5-year CAGR: +20%

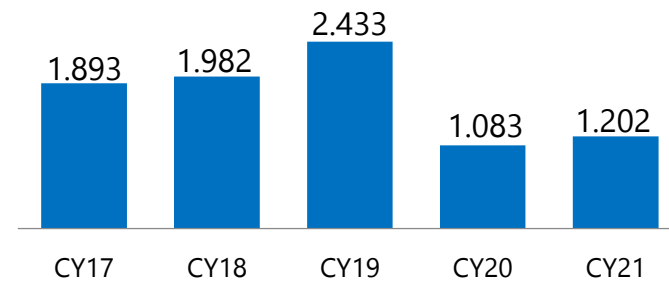




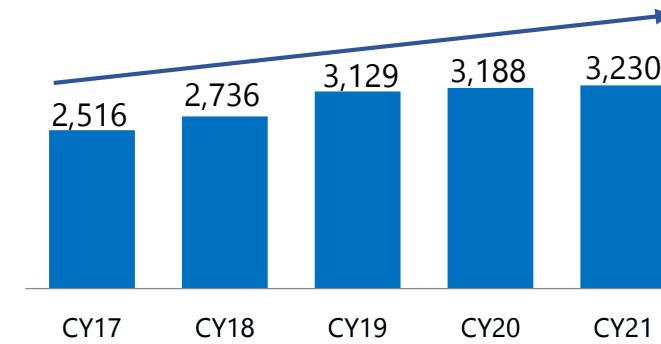
# HOTELS & RESORTS DIVISION



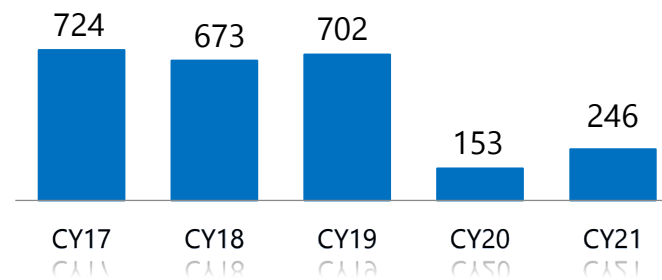
**REVENUES** (in Php B)  
5-year CAGR: -11%



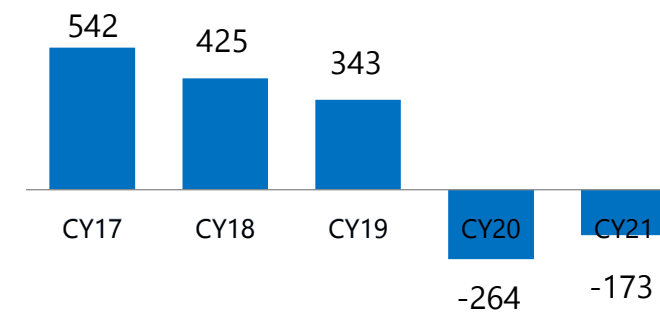
**No. of Hotel Rooms**  
5-year CAGR: +6%



**EBITDA** (in Php M)  
5-year CAGR: -24



**EBIT** (in Php M)  
5-year CAGR: N/A





ROBINSONS LAND  
CORPORATION

**9M CY2022  
Full Presentation**