



**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

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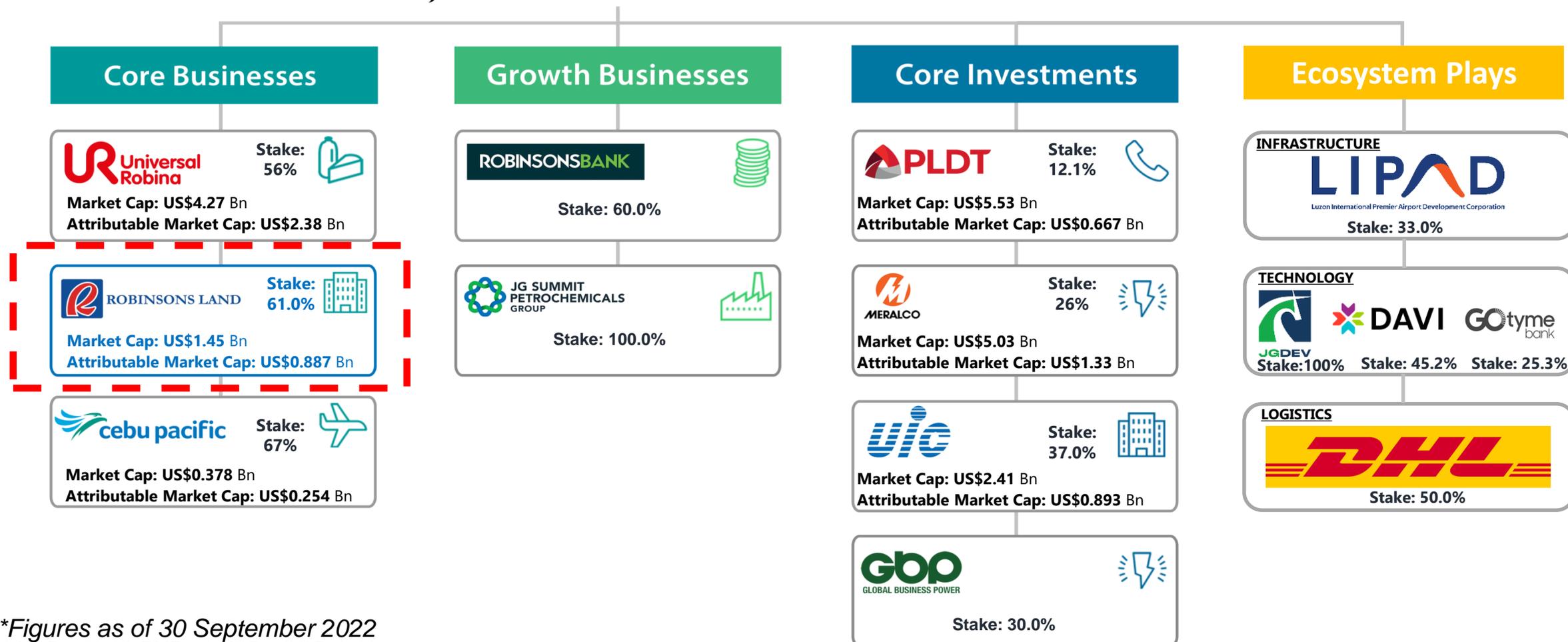


SHAREHOLDINGS STRUCTURE



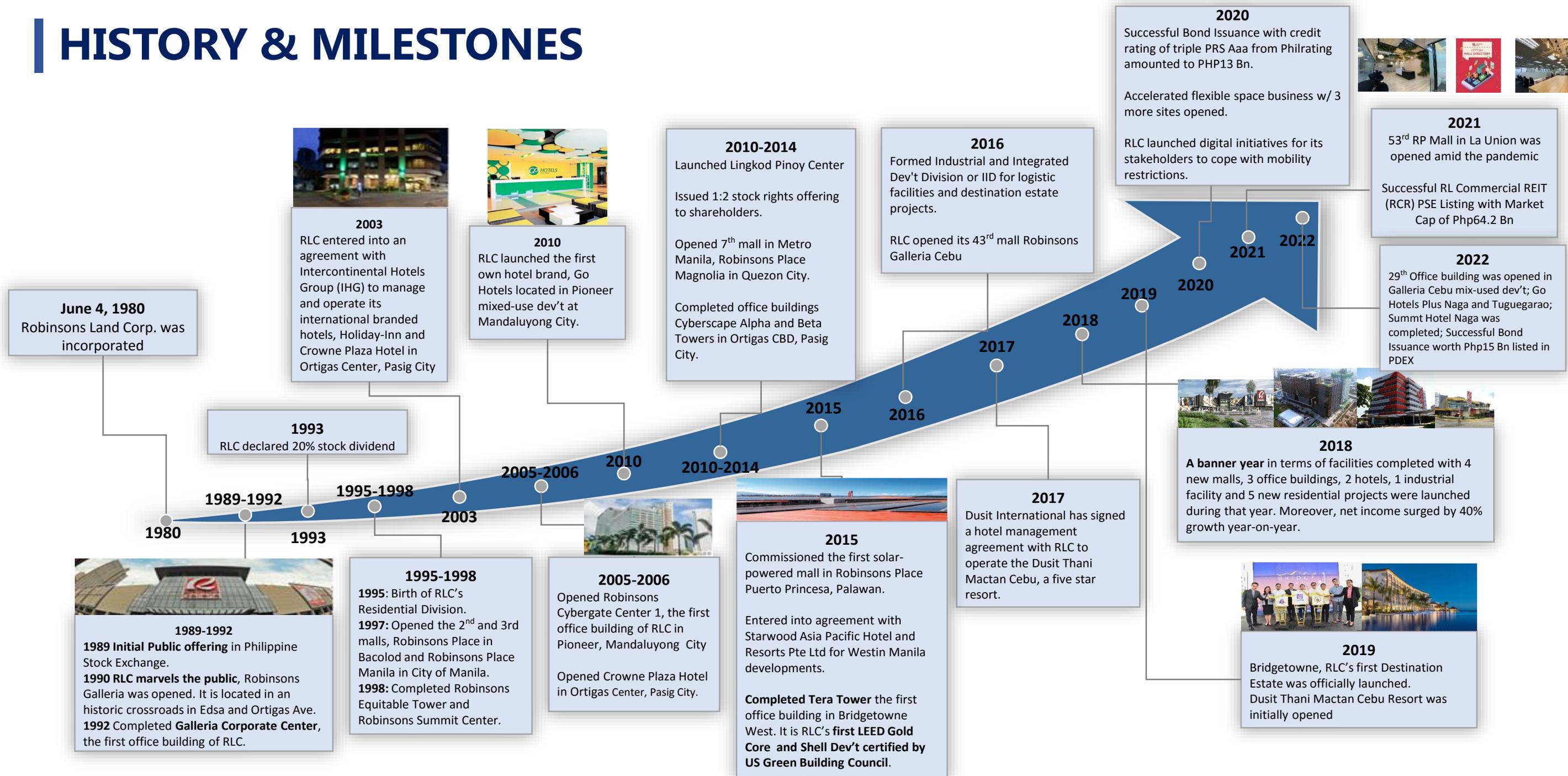
Market Capitalization:
US\$5.12 bn

JG SUMMIT HOLDINGS, INC.



*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

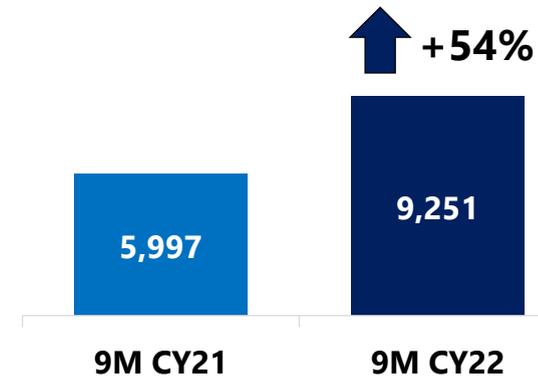
ROBINSONS MALLS

- 2nd 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

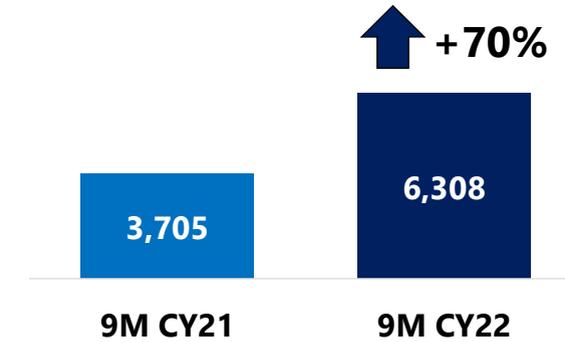
Partners



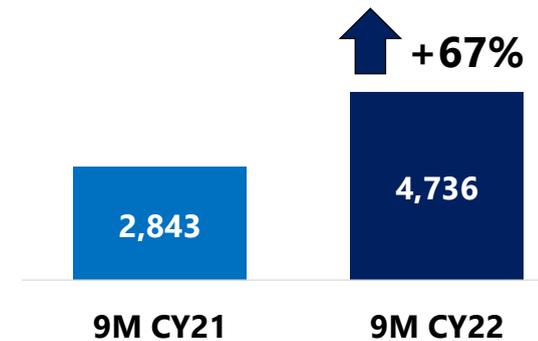
REVENUES (Php Mn)



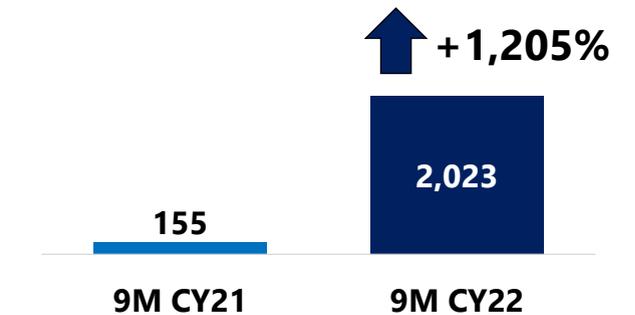
RENTAL REVENUES (Php Mn)



EBITDA (Php Mn)



EBIT (Php Mn)

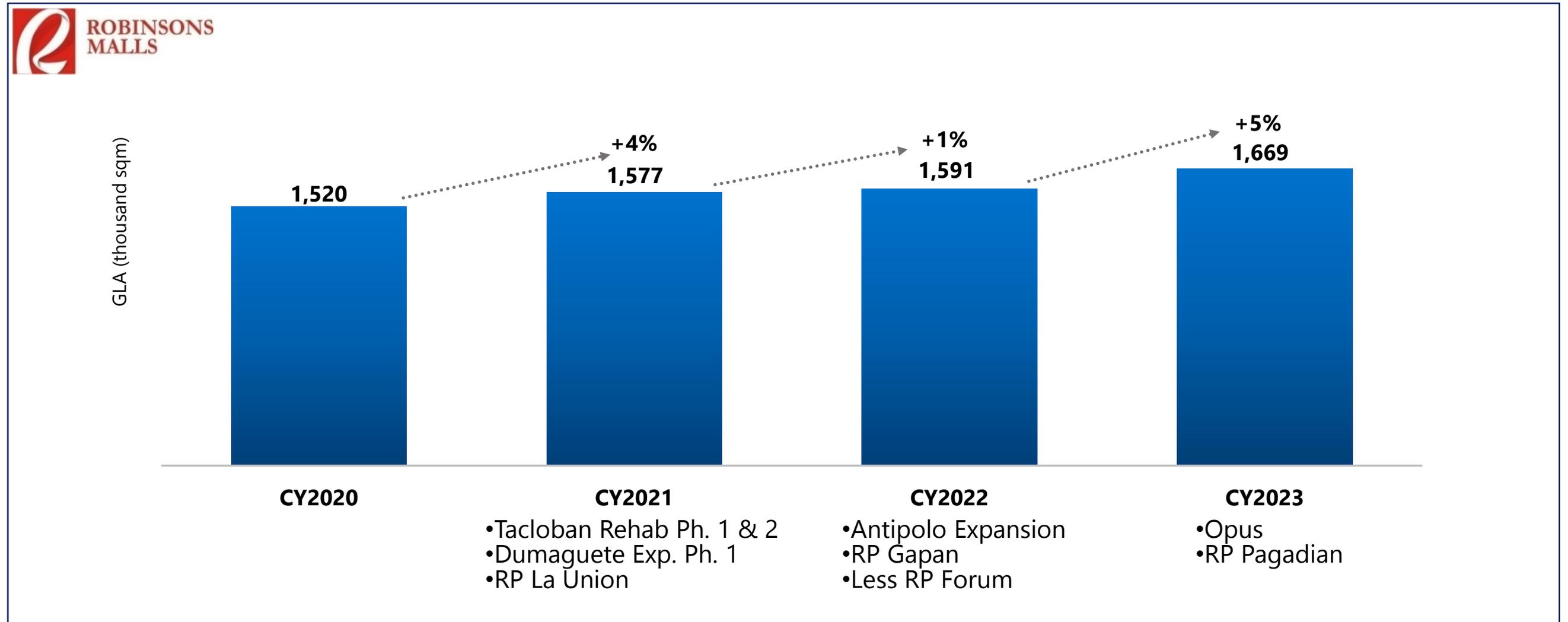


Robinsons Place Antipolo Expansion



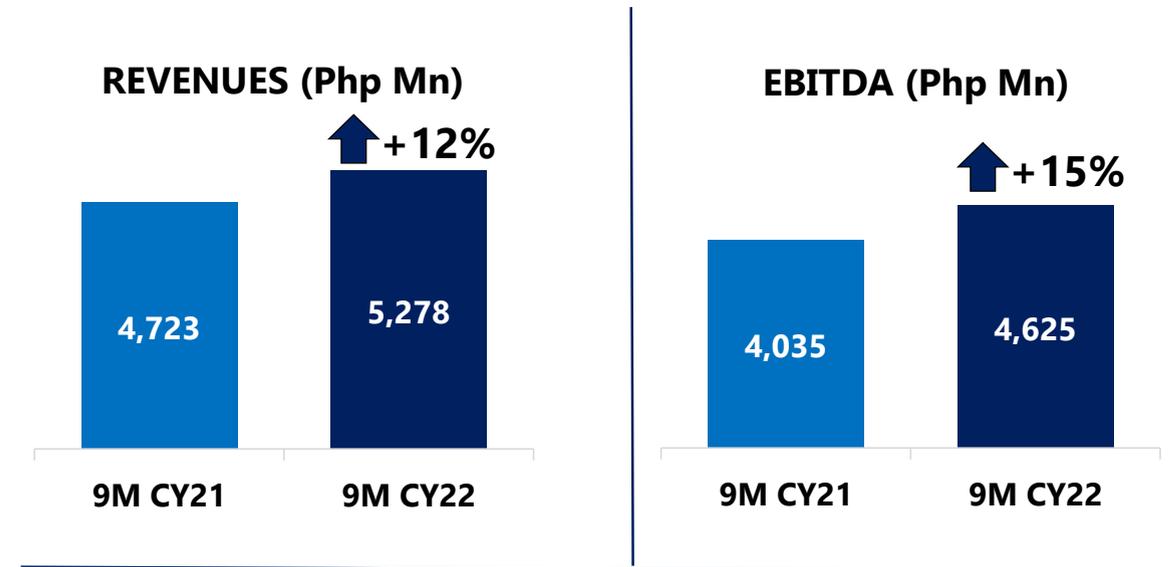
Location: Antipolo City
Launch Date: May 28, 2022
Gross Leasable Area: 20,810 sqm

FUTURE EXPANSION

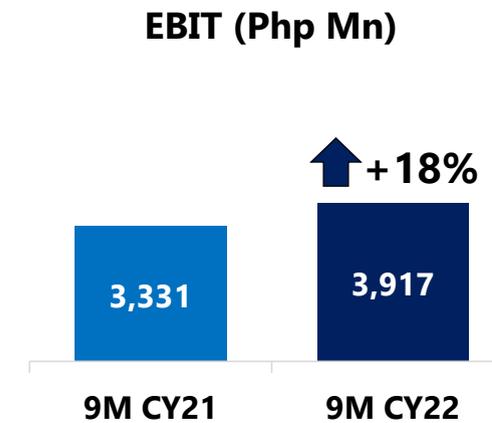


ROBINSONS OFFICES

- 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**.

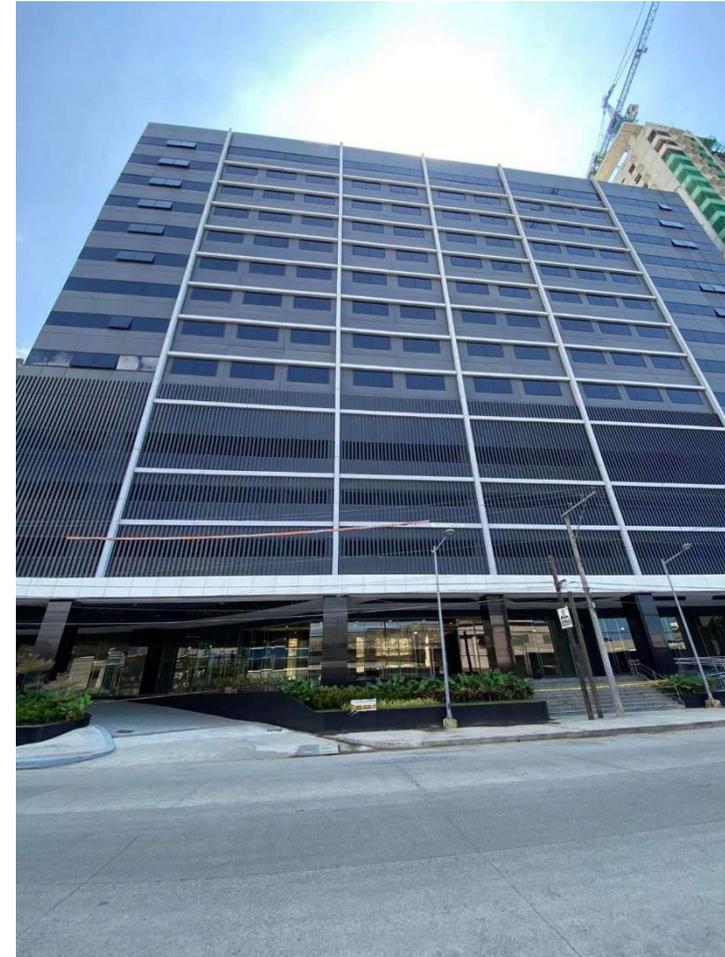


Partners



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



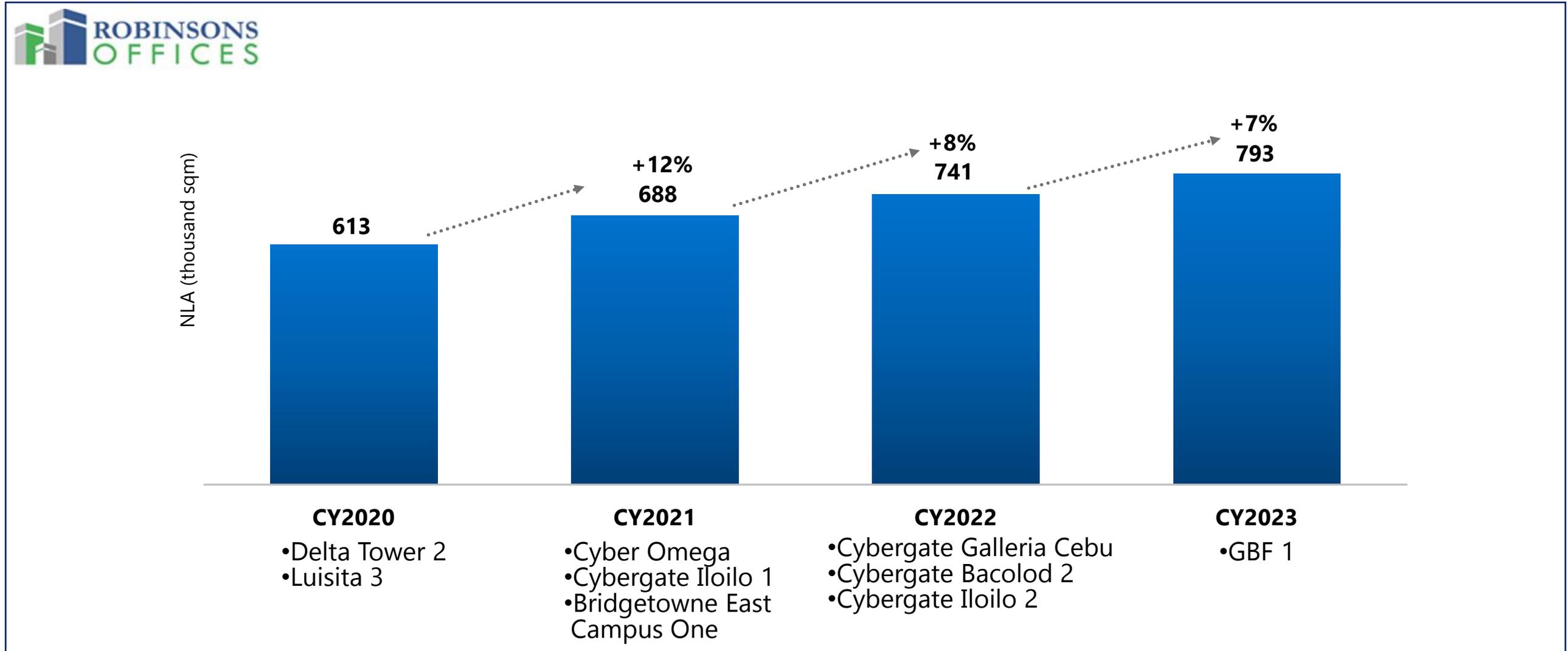
9M CY2022 NEW WORK.ABLE CENTER

work.able center in Giga



ROBINSONS OFFICES

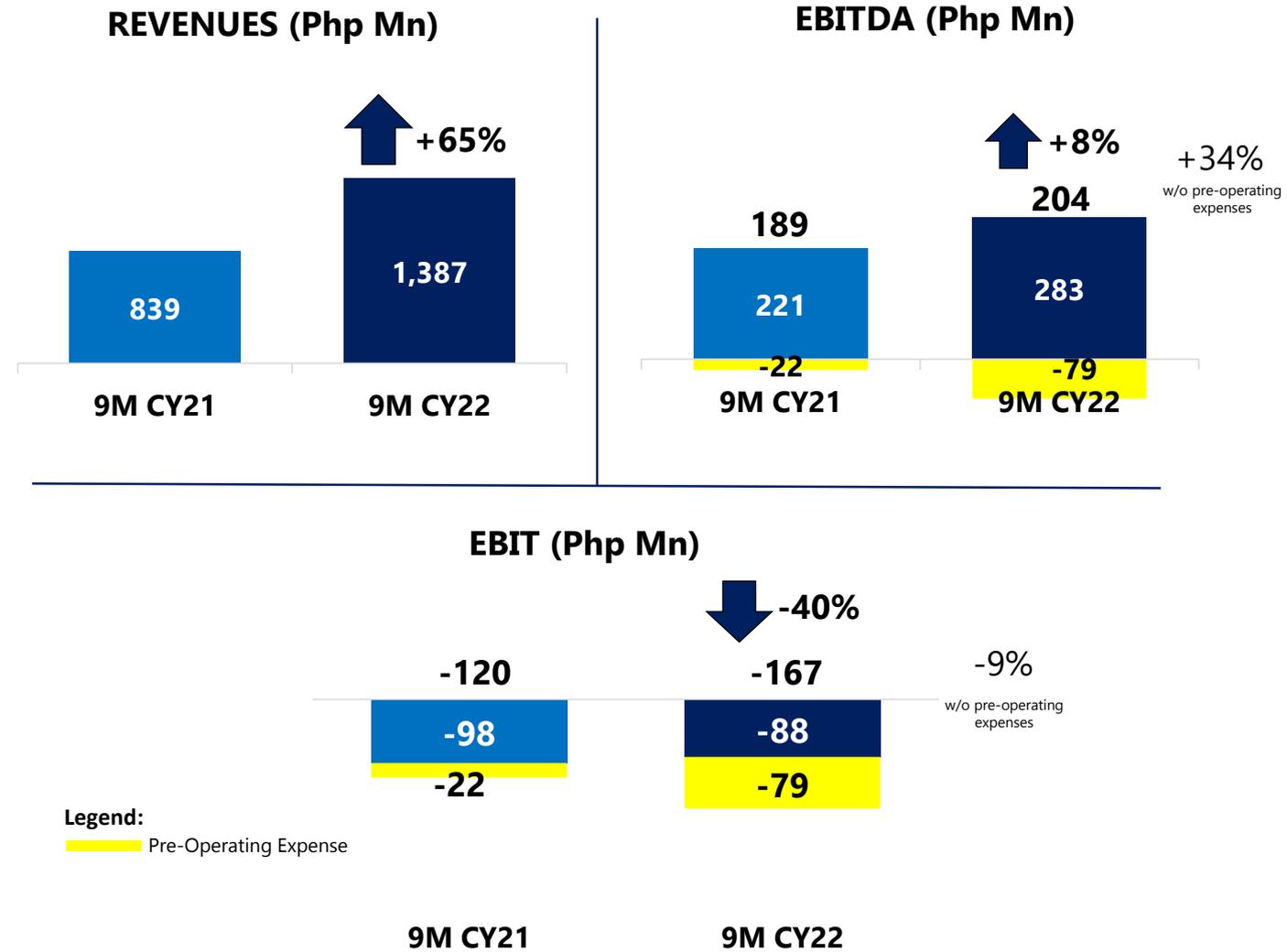
FUTURE EXPANSION



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

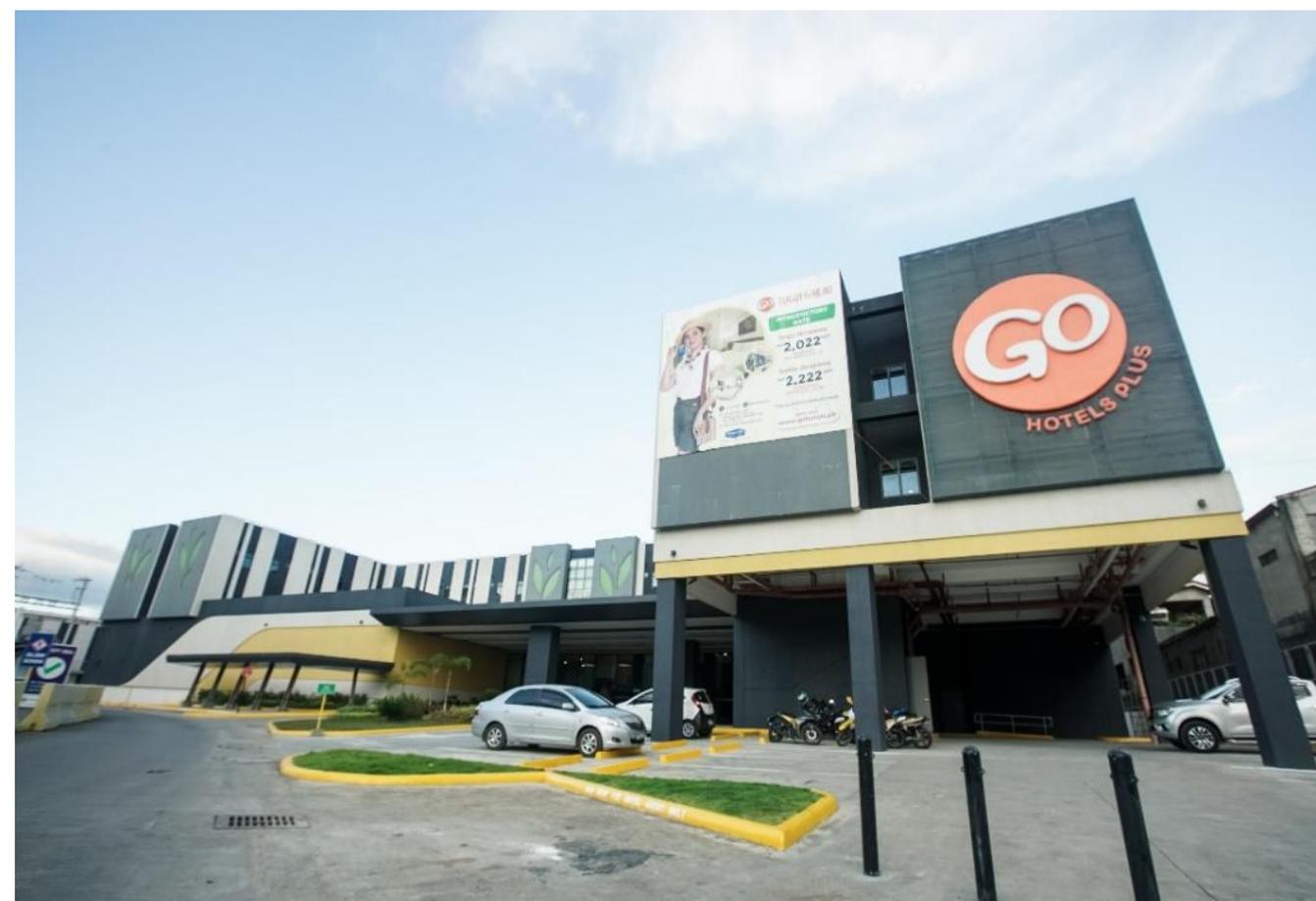
9M CY2022 NEW HOTELS

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)

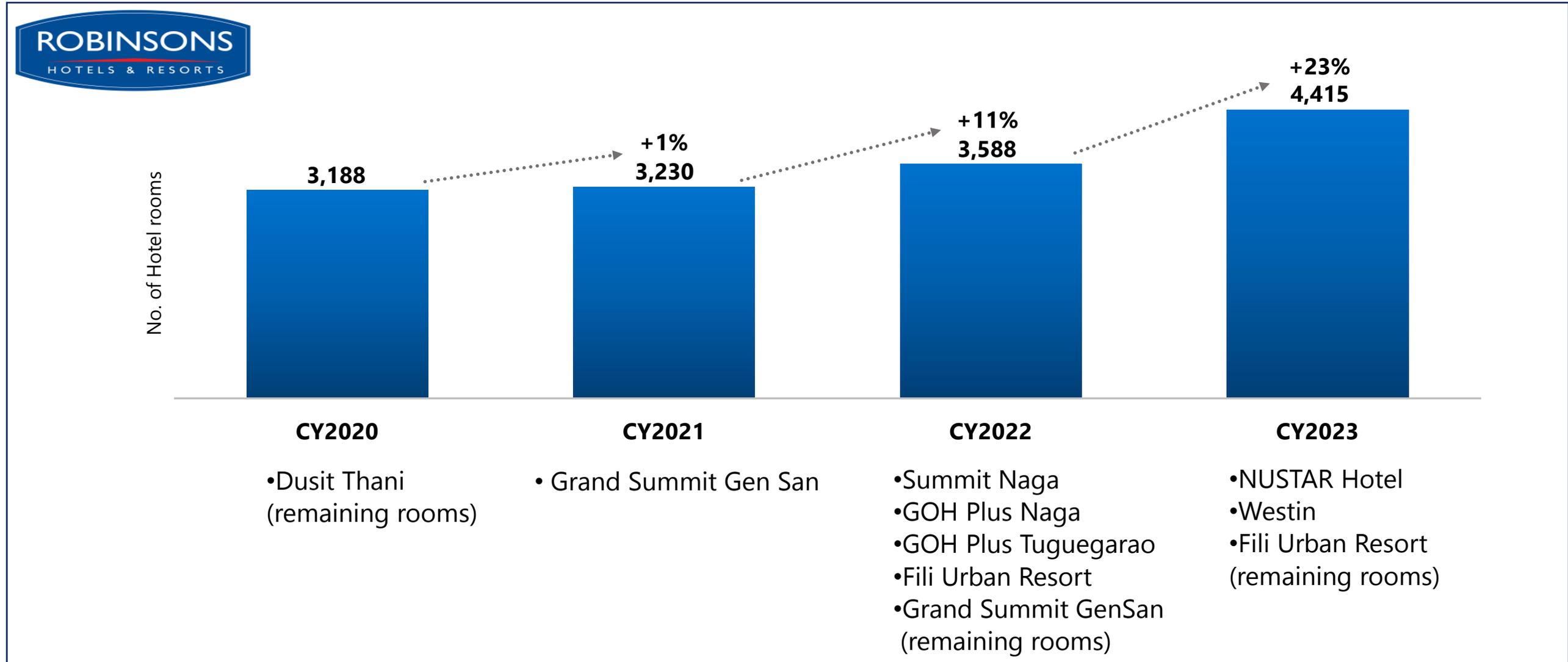
Go Hotels Plus Tuguegarao



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

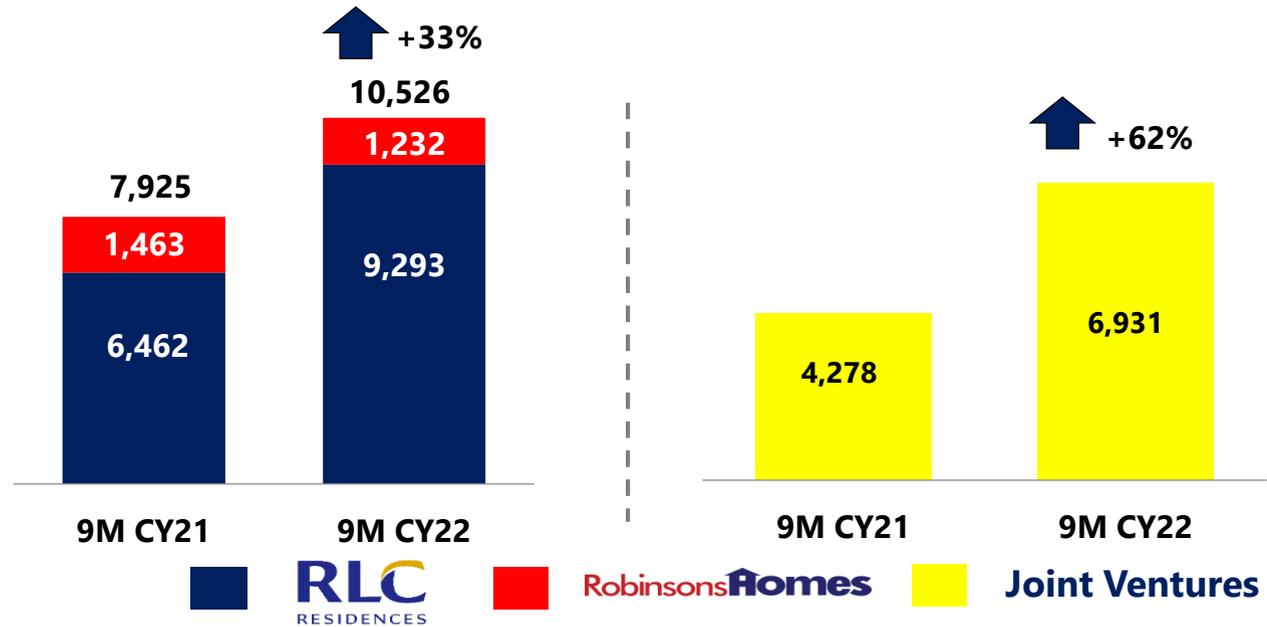
HOTELS AND RESORTS DIVISION

FUTURE EXPANSION

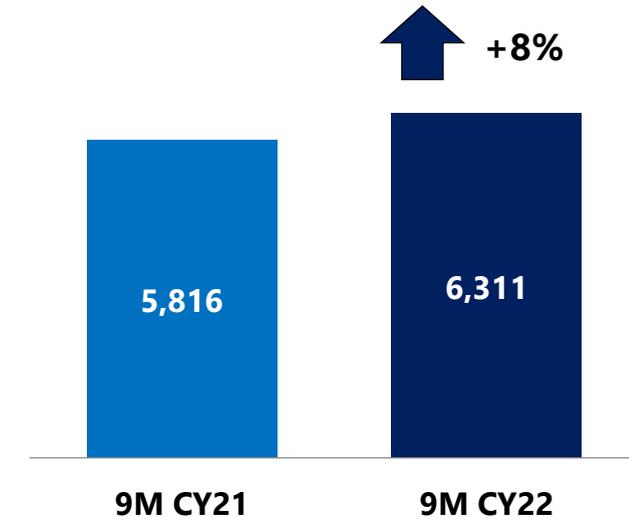


RESIDENTIAL DIVISION

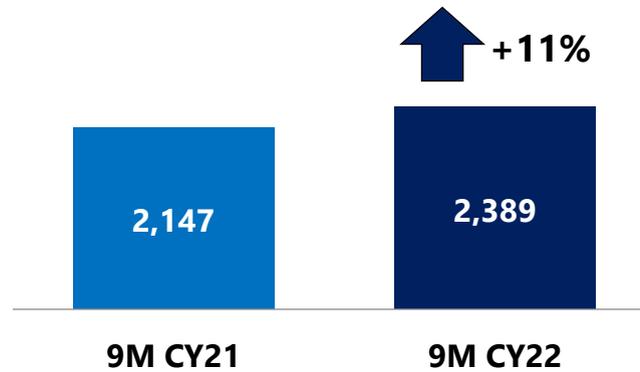
NET SALES TAKE-UP (Php Mn)



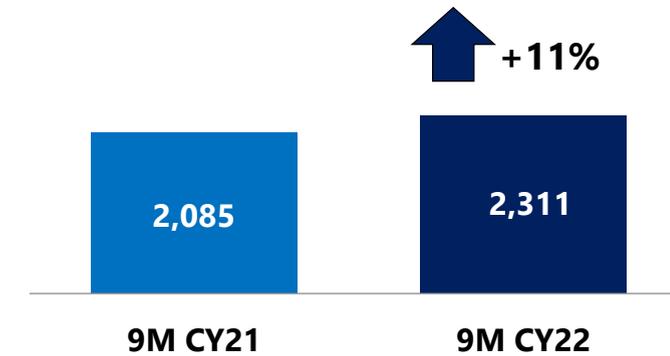
REALIZED REVENUES (Php Mn)



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

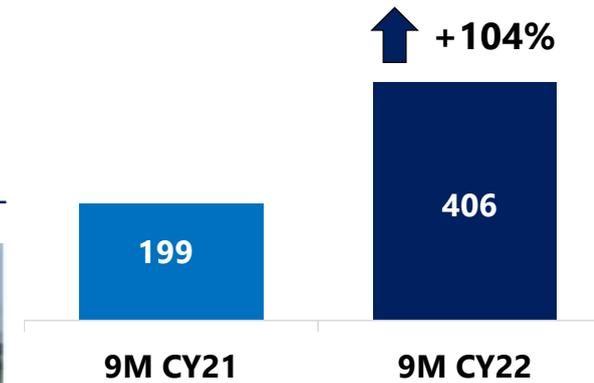


- One of the leading industrial facility providers in the country with a total GLA of **167,000 sqm**
- **7** industrial facilities all across Luzon

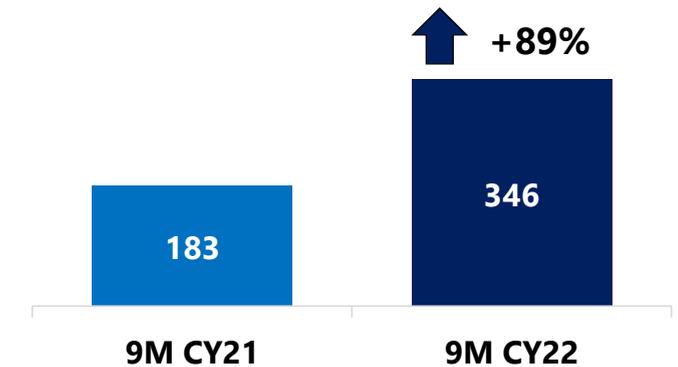


Location: RLX San Fernando in Pampanga
GLA Size : 45,500 sqm

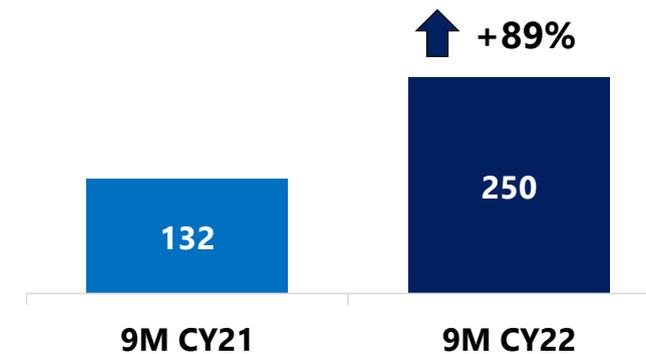
REVENUES (Php Mn)



EBITDA (Php Mn)



EBIT (Php Mn)



ROBINSONS INTEGRATED DEVELOPMENTS

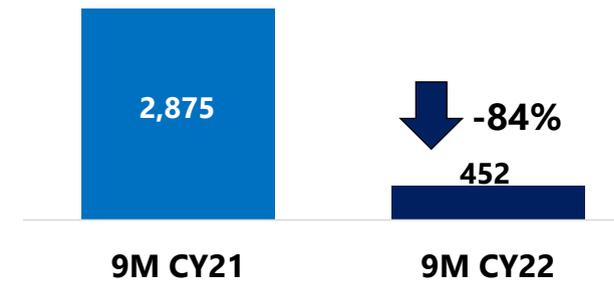
- **Montclair** completed interchange exit near Clark Freeport Zone
- Latest residential project (SVG 3) launched in **Sierra Valley Estate**; All retail spaces therein are fully leased out.
- Land development of the east portion of **Bridgetowne Estate** has started

Montclair Interchange

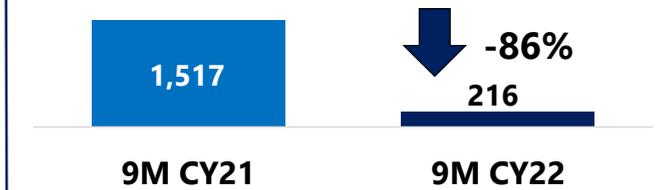


Location: SCTEX, Pampanga Province

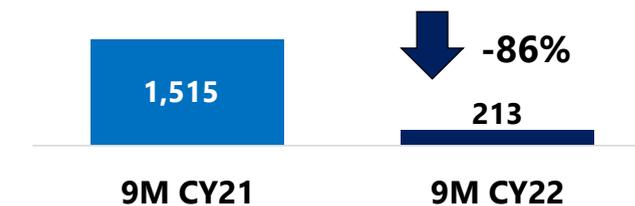
REVENUES (Php Mn)



EBITDA (Php Mn)

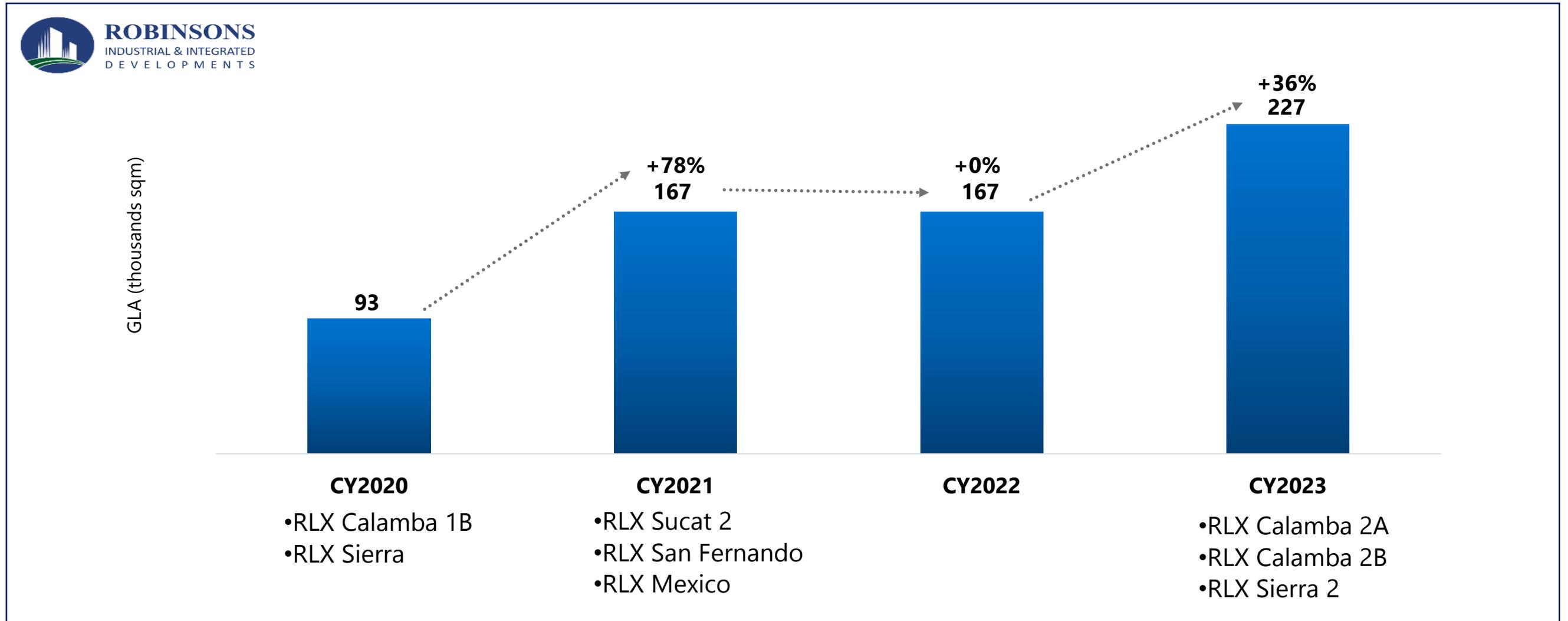


EBIT (Php Mn)



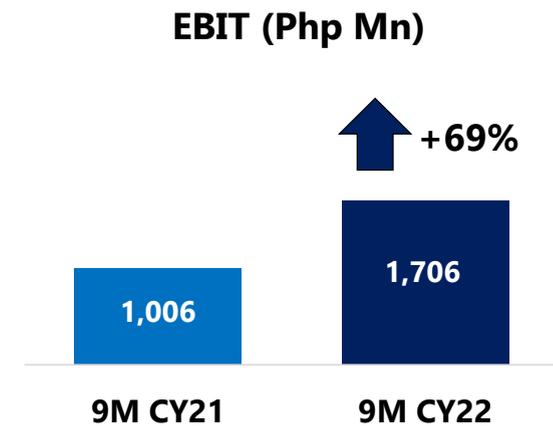
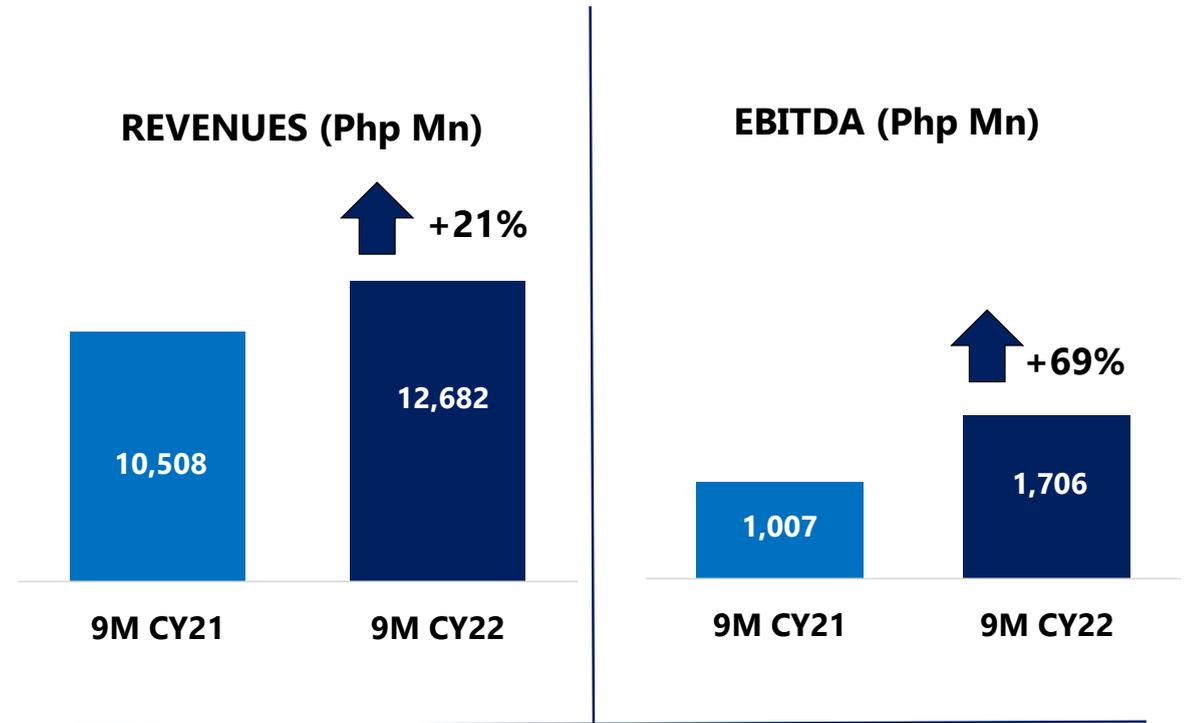
ROBINSONS LOGISTICS AND INDUSTRIAL FACILITIES

FUTURE EXPANSION



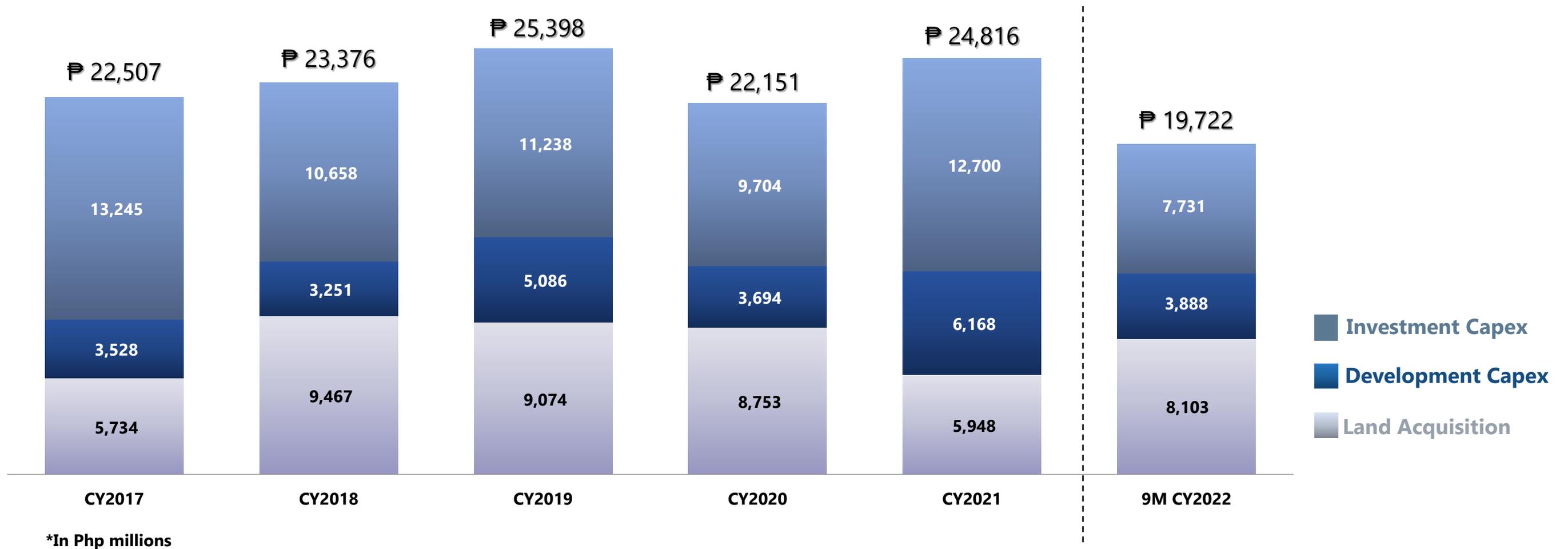
CHENGDU BAN BIAN JIE PROJECT

- 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



*In Php millions

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

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



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



MALLS











OFFICES





Exxa and Zeta Towers

Cyber Sigma

Cybergate Delta One

HOTELS














RESIDENTIAL











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

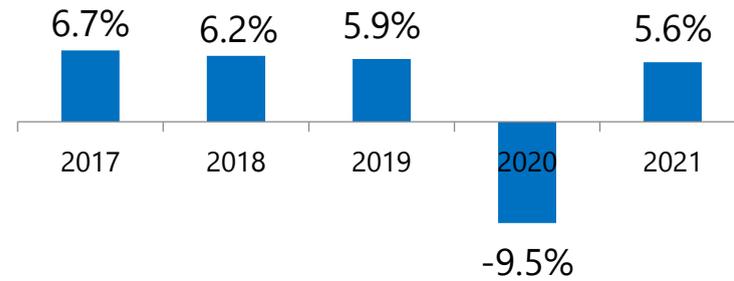


RLC is a **leading Philippine property company**, with broad geographical presence in Metro Manila, Luzon, Visayas and Mindanao, for all business divisions and brands across all markets.

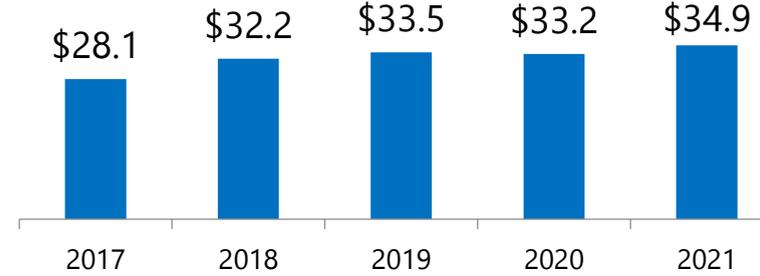
RLC is present in 31 Provinces, 51 Cities and 12 Municipalities.

FAVORABLE INDUSTRY DYNAMICS

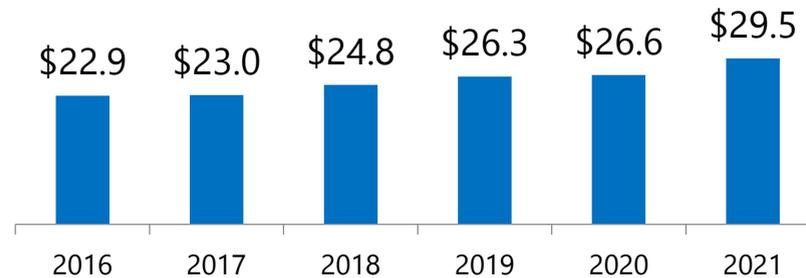
GDP GROWTH RATE



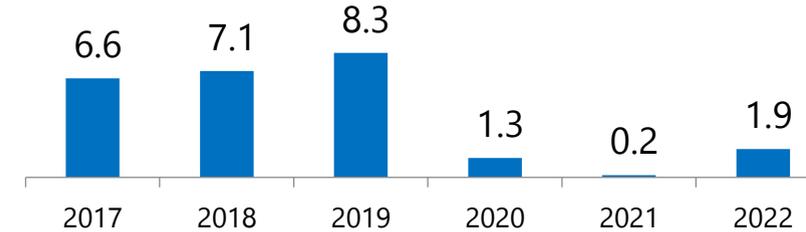
OFW REMITTANCES (in US\$B)



BPO REVENUES (in US\$B)



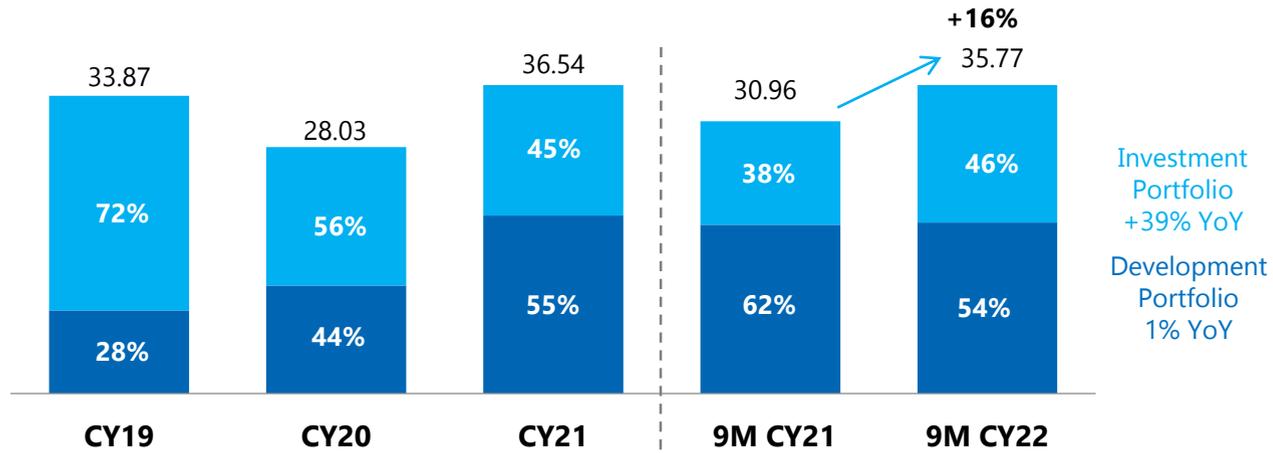
TOURIST ARRIVALS (in millions)



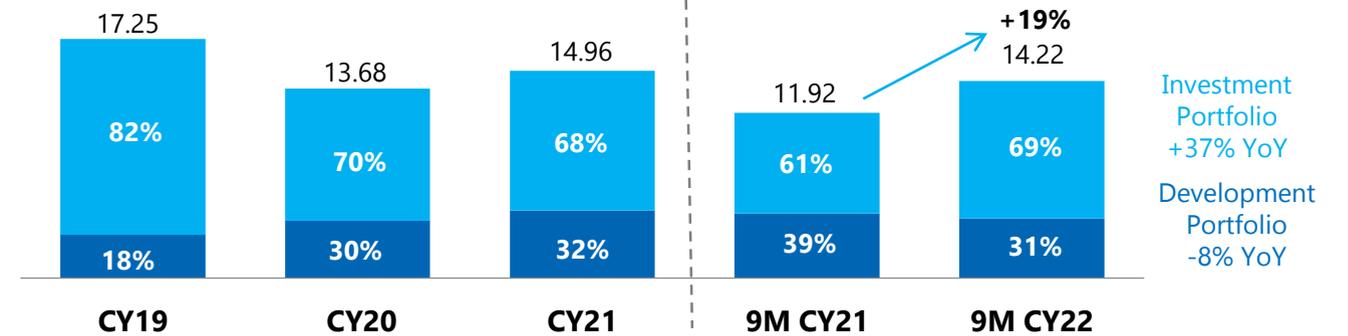
RLC's business is anchored on the **solid economic performance supported by strong consumption and a young population** of the country coupled by **sustained OFW remittances, a growing BPO revenues and receipts from reinvigorated** tourist arrivals which fuel income growth and consumer spending

DIVERSIFIED BUSINESS MODEL PROVIDES RESILIENT CASH FLOW

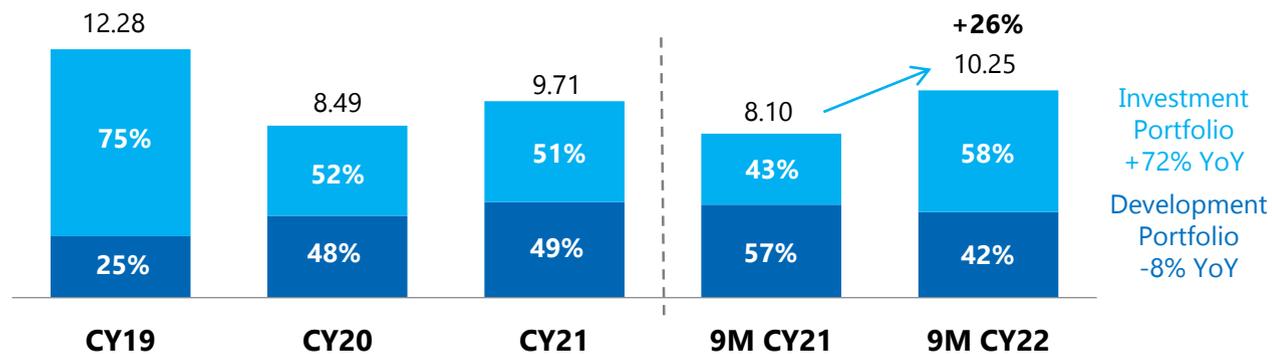
REVENUES (in Php Bn)



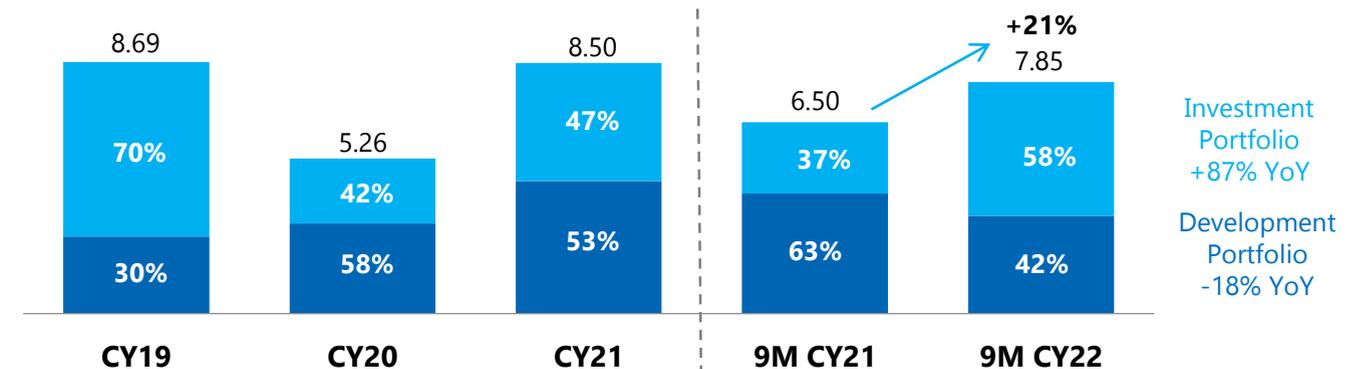
EBITDA (in Php Bn)



EBIT (in Php Bn)



NET INCOME (in Php Bn)



Investment Portfolio



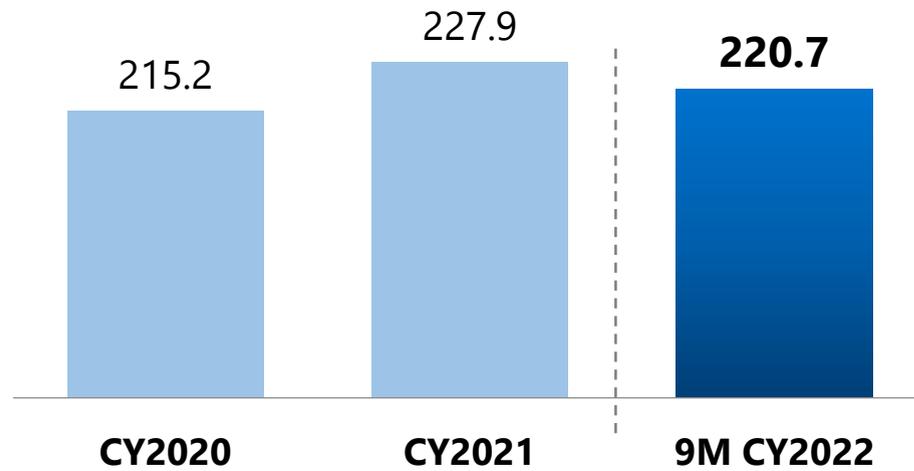
Development Portfolio

Note: Unaudited financial numbers

SOLID AND HEALTHY FINANCIAL POSITION

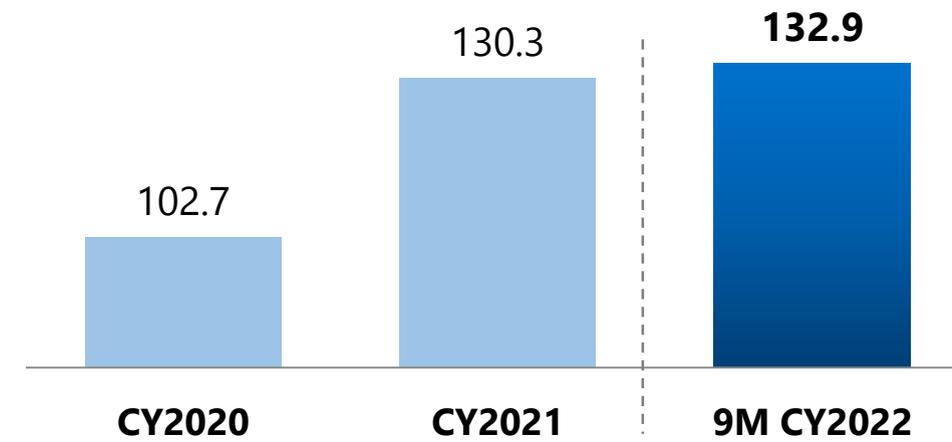
TOTAL ASSETS

(in Php Bn)

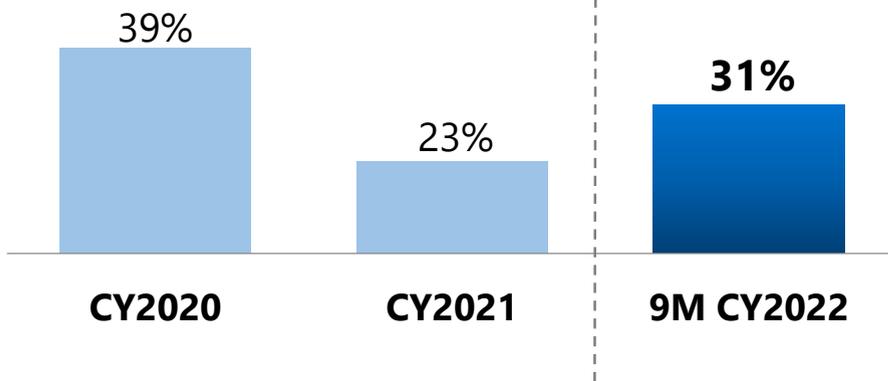


SHAREHOLDERS' EQUITY

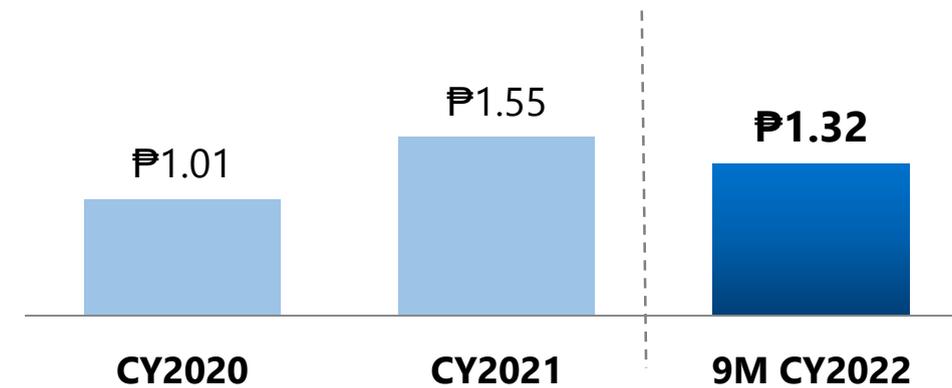
(in Php Bn)



NET DEBT TO EQUITY

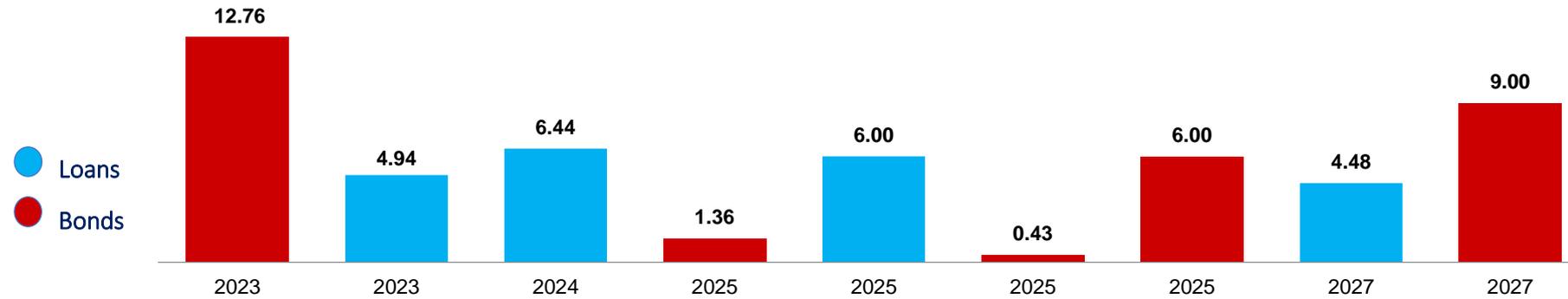


EARNINGS PER SHARE



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



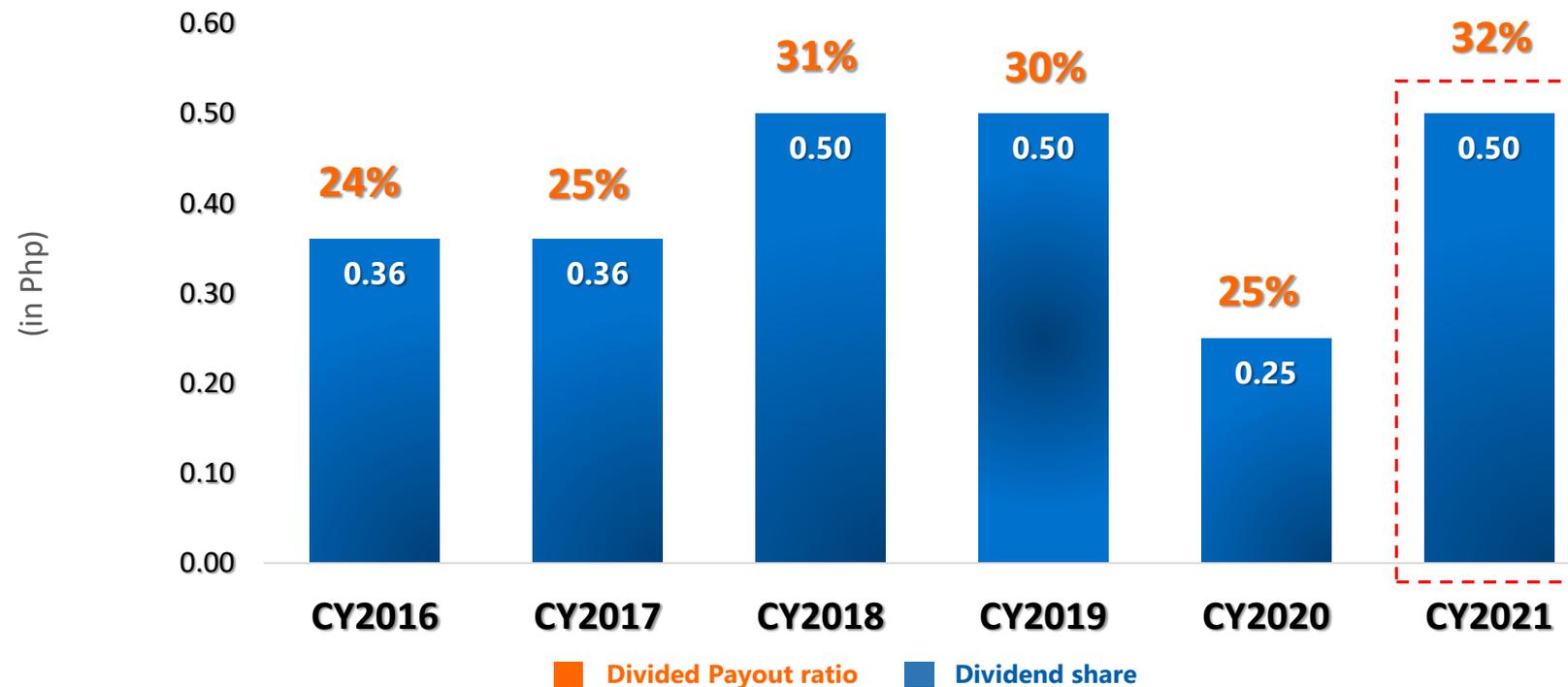
Kerwin Max S. Tan
Chief Financial, Risk and Compliance Officer

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



CY2021 Payout	
Dividend share	Php0.50
Declaration Date	08 March 2022
Record Date	19 April 2022
Payment Date	13 May 2022

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

*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 SAPPLINGS TO PORAC'S MENRO



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



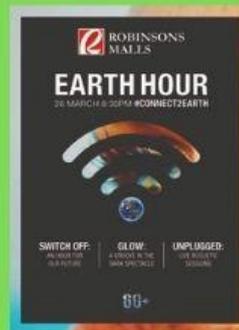
RP ROXAS JOINS PNP'S TREE-PLANTING ACTIVITY IN CELEBRATION OF WORLD ENVIRONMENT DAY



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



Gapan

TYPHOON KARDING



Roxas

Tarlac



Ormoc



Noth Tacloban



Roxas



Tacloban



Angeles



San Fernando

PUNTA PRINCESA CEBU FIRE INCIDENT



Cebu



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



ROBINSONS LAND FOUNDATION

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

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

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

Note: Unaudited financial numbers

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

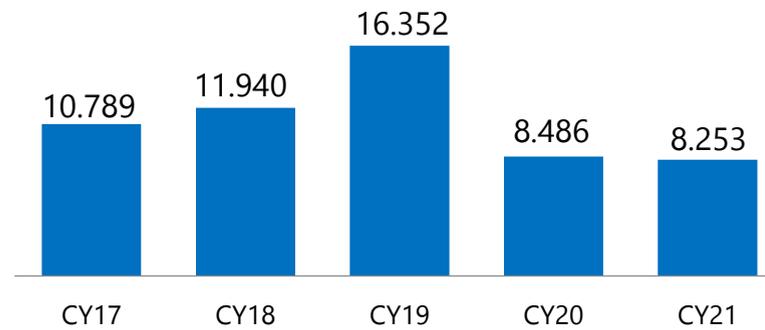
Net income attributable to Parent increased by **130% YoY** to **Php 2.05 Bn**

Note: Unaudited financial numbers

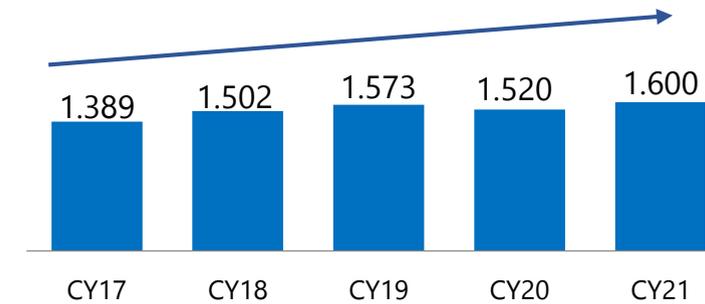
COMMERCIAL CENTERS DIVISION



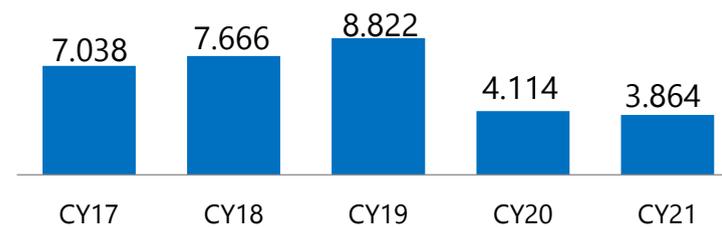
REVENUES (in Php B)
5-year CAGR: -6%



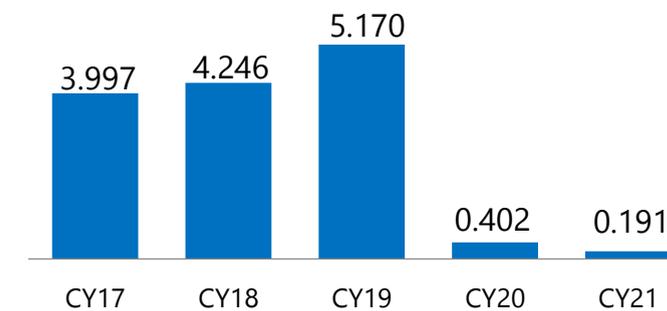
GLA (in millions sqm)
5-year CAGR: +4%



EBITDA (in Php B)
5-year CAGR: -14%



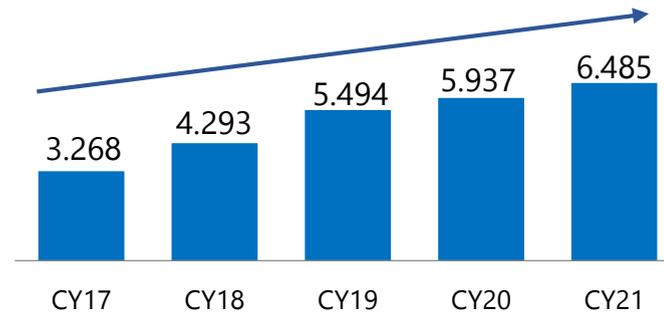
EBIT (in Php B)
5-year CAGR: -53%



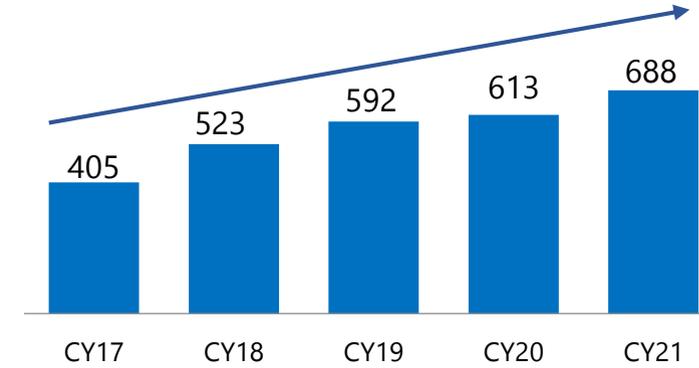
OFFICE BUILDINGS DIVISION



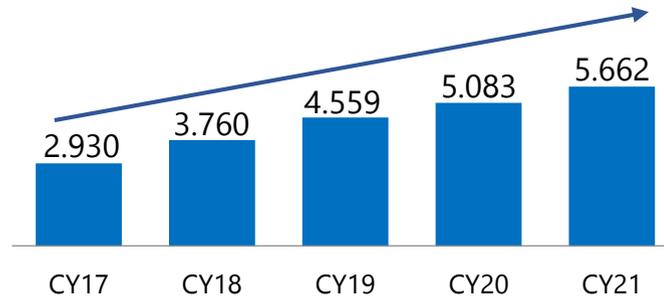
REVENUES (in Php B)
5-year CAGR: +19%



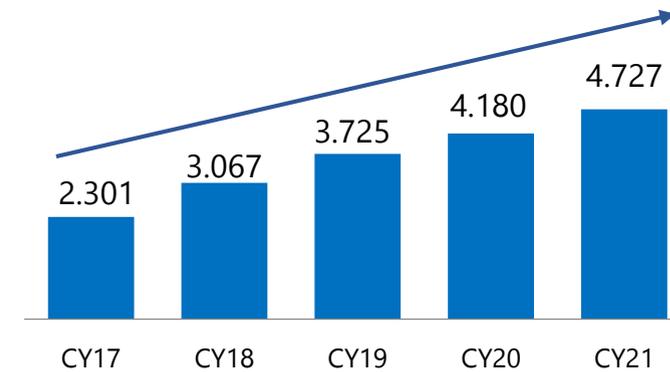
NLA (in thousands sqm)
5-year CAGR: +14%



EBITDA (in Php B)
5-year CAGR: +18%



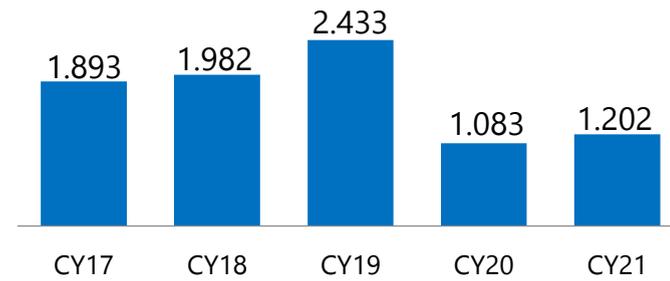
EBIT (in Php B)
5-year CAGR: +20%



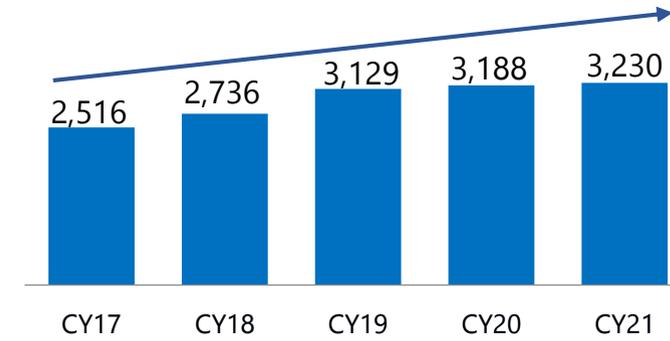
HOTELS & RESORTS DIVISION



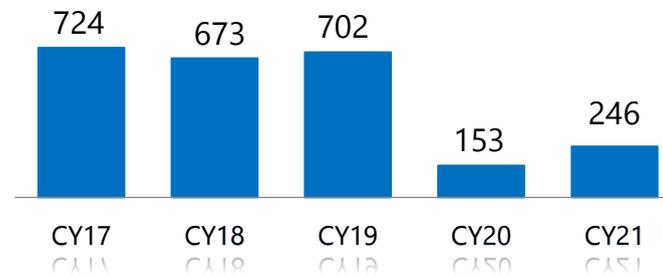
REVENUES (in Php B)
5-year CAGR: -11%



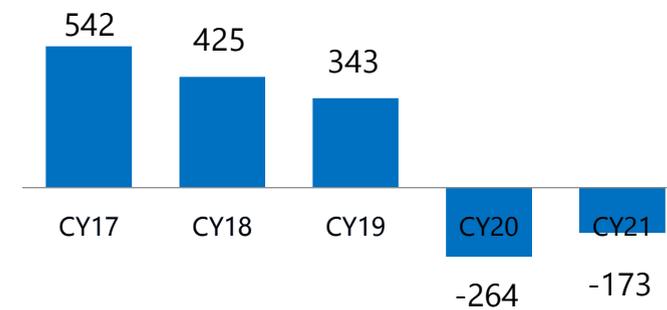
No. of Hotel Rooms
5-year CAGR: +6%



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



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





ROBINSONS LAND
CORPORATION

**9M CY2022
Full Presentation**