



**ROBINSONS LAND
CORPORATION**

**3Q/9MCY2022
Analyst Briefing
09 November 2022**

OUTLINE

1. 9M CY2022 FINANCIAL HIGHLIGHTS
2. 9M CY2022 OPERATIONAL HIGHLIGHTS
3. DIGITAL AND OTHER INITIATIVES
4. FUTURE PLANS AND STRATEGIES
5. 9M CY2022 ESG INITIATIVES



KEY MESSAGE

- 1. PROFITABILITY CONTINUES TO ACCELERATE ABOVE PRE-PANDEMIC LEVELS**
 - 9M CY2022 net income grew by 21% YoY; and surpassed 9M CY2019 NIAT level
 - 3Q CY2022 net income leaped by 151% YoY
- 2. MALL RENTAL REVENUES IS AT PRE-PANDEMIC LEVEL; (at 3Q2019 Rental Revenues)**
 - 3Q 2022 mall rental revenues is now at the same level as 3Q 2019
 - Rental concessions ended; Foot fall now at 88% of pre-pandemic levels;
- 3. OFFICES POST STEADY REVENUE GROWTH OF 12%YoY; (above 3Q2019 Revenues)**
 - Headwinds might post challenges moving forward (ie. POGO and WFH)
- 4. RESIDENTIAL SALES TAKE-UP SOARED IN 3Q; (~3Q2019 Revenues)**
 - Net sales take-up soared by 89% vs 3Q21; 46% QoQ
 - 3Q22 residential revenue is at 87% of 3Q19 to PHP2.10 Bn
- 5. HOTEL BUSINESS RECOVERS STRONGLY; (~3Q2019 Revenues)**
 - Robust 85% revenue growth notwithstanding the transition from quarantine business
 - 3Q operating income is already positive
- 6. RLX REVENUE GROWTH CONTINUES TO SURGE BY 104%YoY; (above 3Q2019 Revenues)**
- 7. EARNINGS PER SHARE OF PHP1.32 IN 9M CY2022 IS 85% OF FULL YEAR CY2021 LEVELS**
- 8. SUCCESSFUL SHELF REGISTRATION AND PHP15B BOND ISSUANCE, 12X RECORD OVERSUBSCRIPTION**

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)

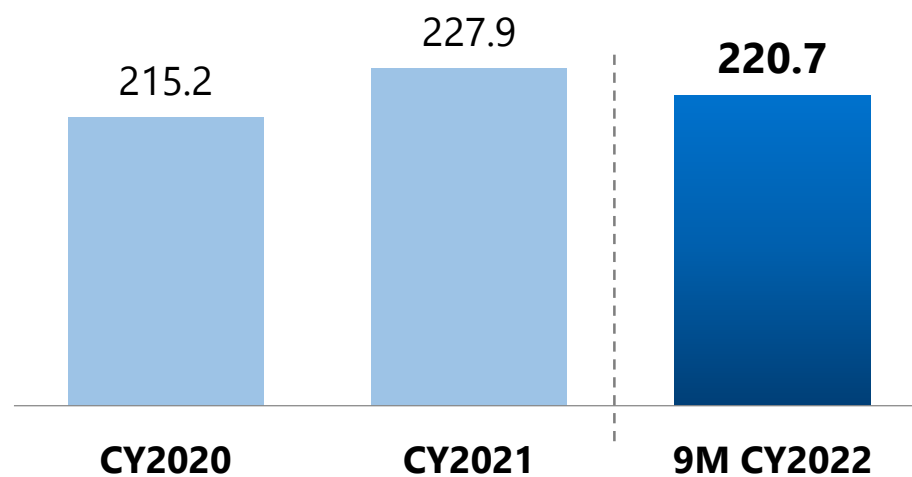
28 Mixed-Use Developments
24 Hotels and Resorts
8 work.able Centers
(from 6 as of end 1H CY2022)
7 Industrial Facilities

9M CY2022 FINANCIAL HIGHLIGHTS

SOLID AND HEALTHY FINANCIAL POSITION

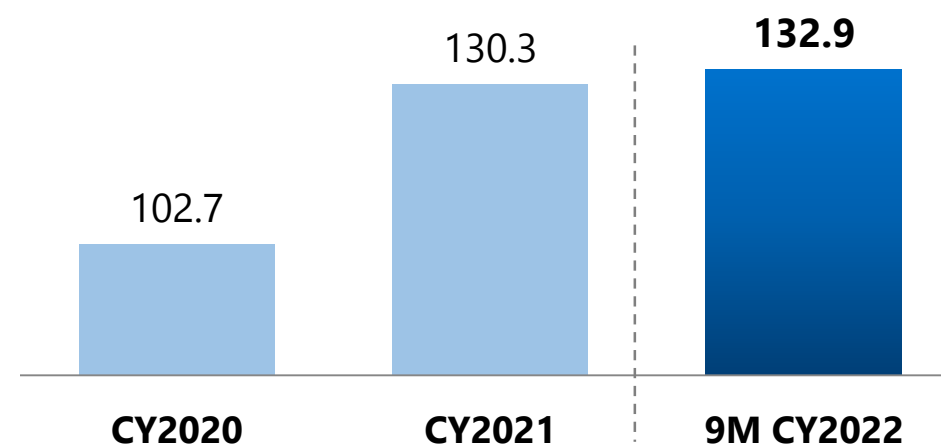
TOTAL ASSETS

(in Php Bn)

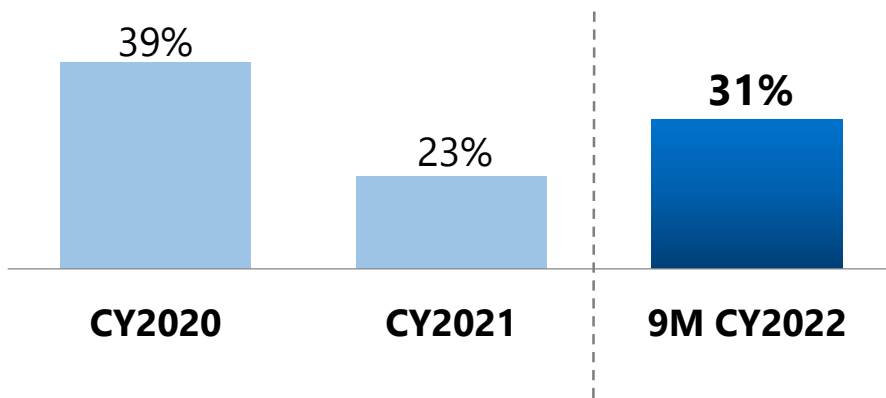


SHAREHOLDERS' EQUITY

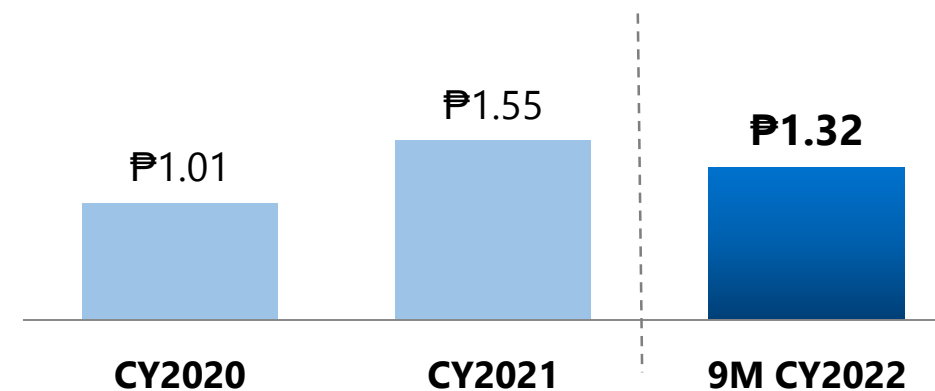
(in Php Bn)



NET DEBT TO EQUITY

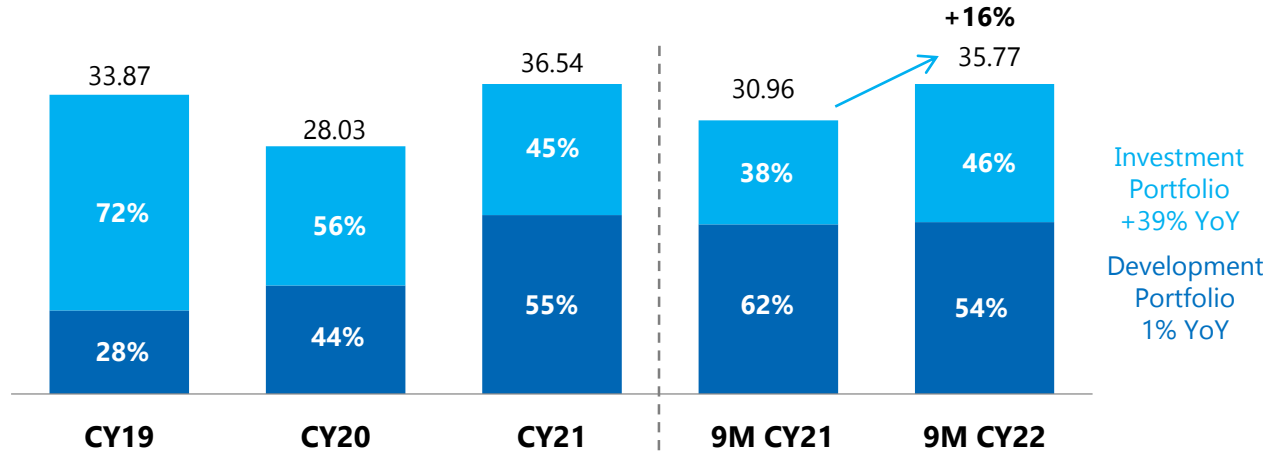


EARNINGS PER SHARE

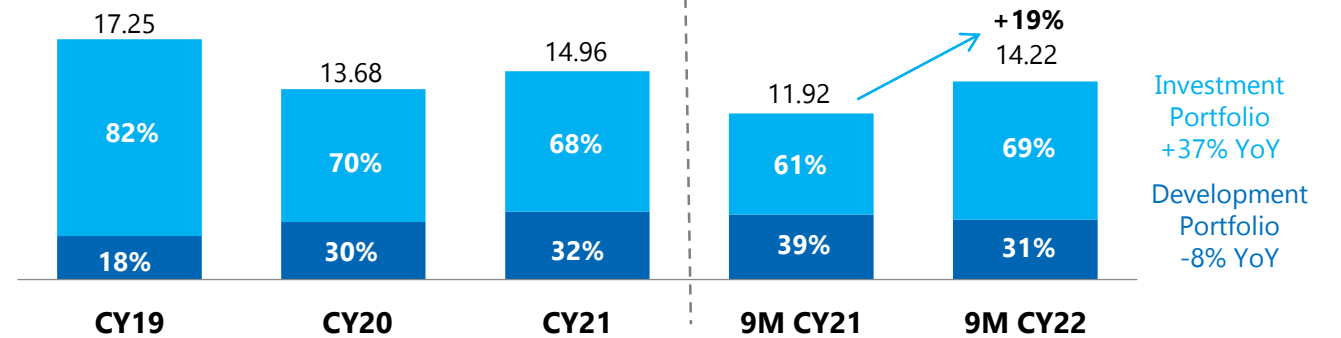


DIVERSIFIED BUSINESS MODEL PROVIDES RESILIENT CASH FLOW

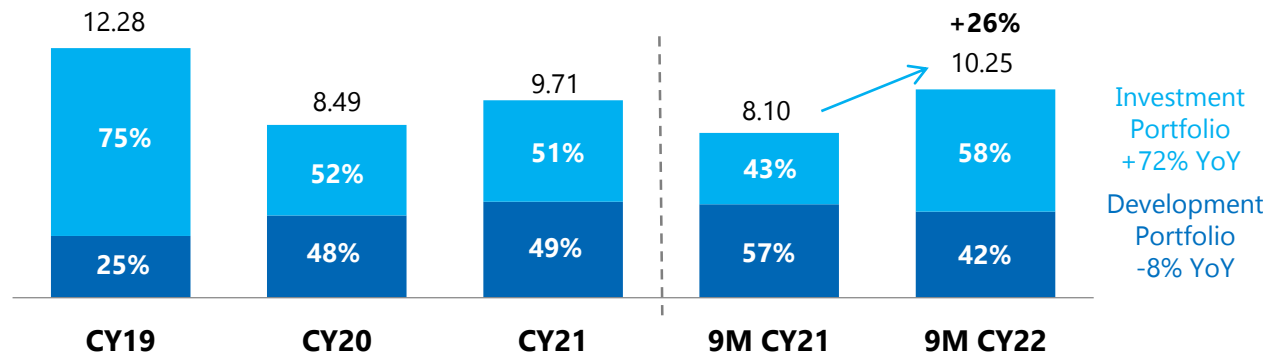
REVENUES (in Php Bn)



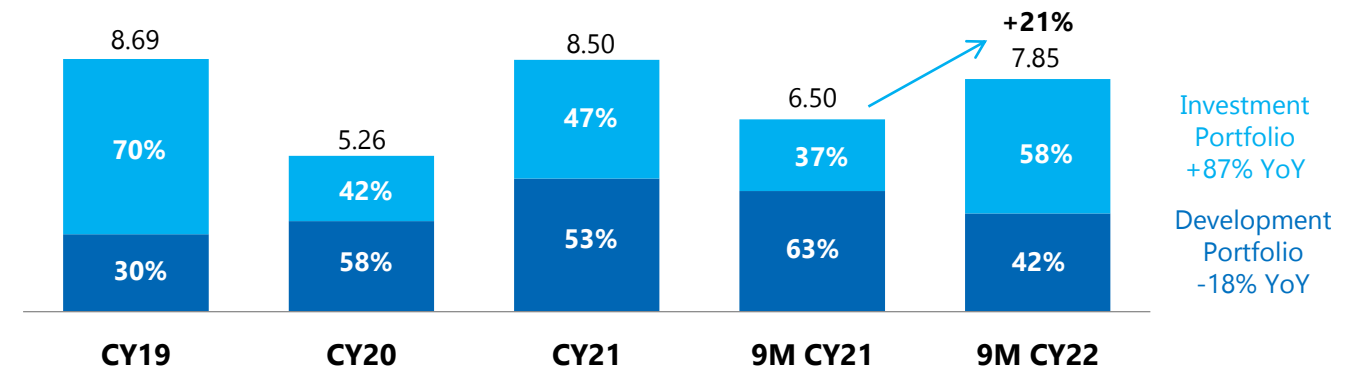
EBITDA (in Php Bn)



EBIT (in Php Bn)



NET INCOME (in Php Bn)



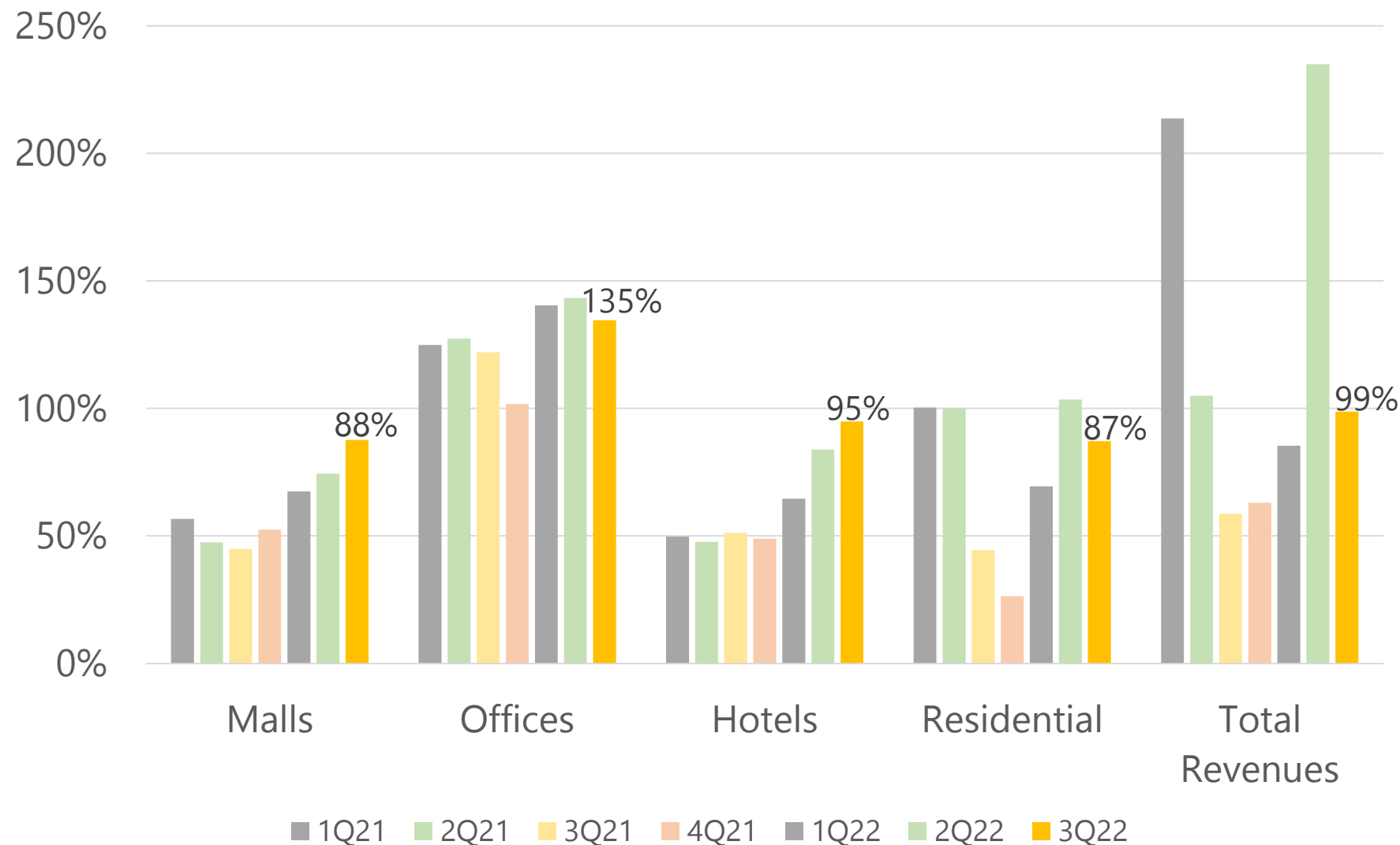
Investment Portfolio



Development Portfolio

Note: Unaudited financial numbers

REVENUE RECOVERY PER SEGMENT vs PRE-PANDEMIC LEVELS (2019 QUARTERS)



Business units' revenues are above or within pre-pandemic levels

- Malls revenue is 88% of 3Q2019 levels
- Offices continuously perform better compared to 2019 levels
- Hotels 3Q2022 revenue is 95% of 3Q2019 levels
- Residential is 87% of pre-pandemic levels.
- *Logistics revenue (not shown in chart) continues to be above pre-pandemic levels. (216 – 605% range)

Note: The base are 2019 quarters

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

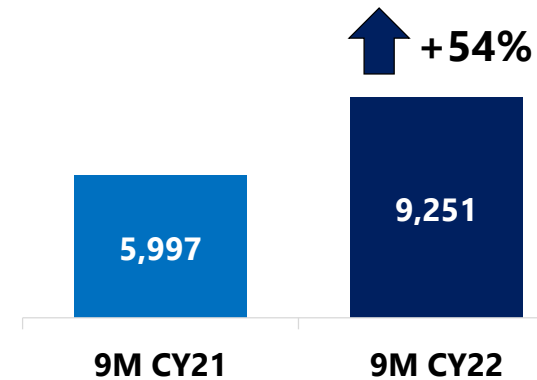
9M CY2022 OPERATIONAL HIGHLIGHTS

- **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

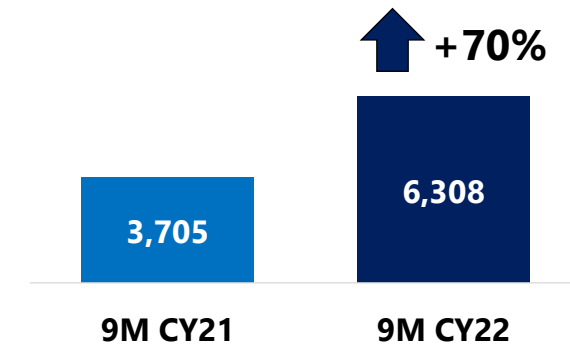
Partners



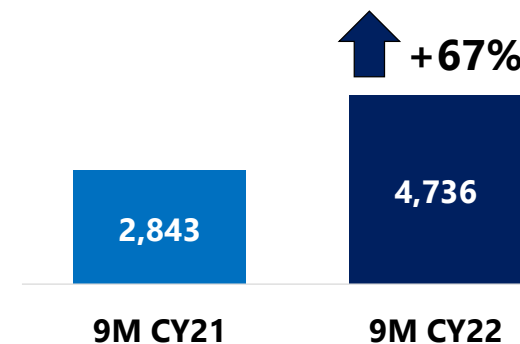
REVENUES (Php Mn)



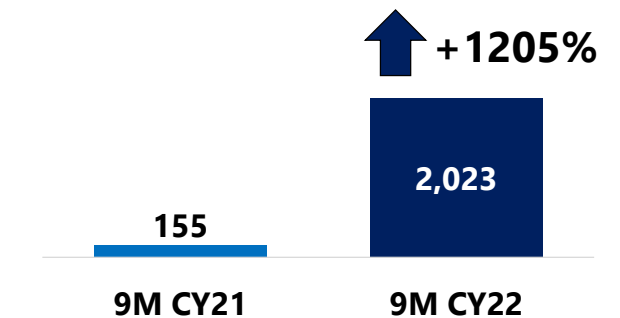
RENTAL REVENUES (Php Mn)



EBITDA (Php Mn)



EBIT (Php Mn)



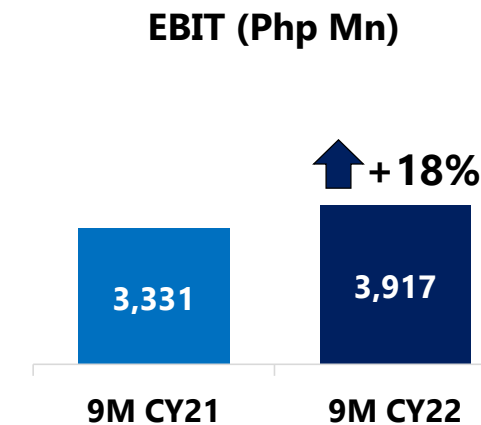
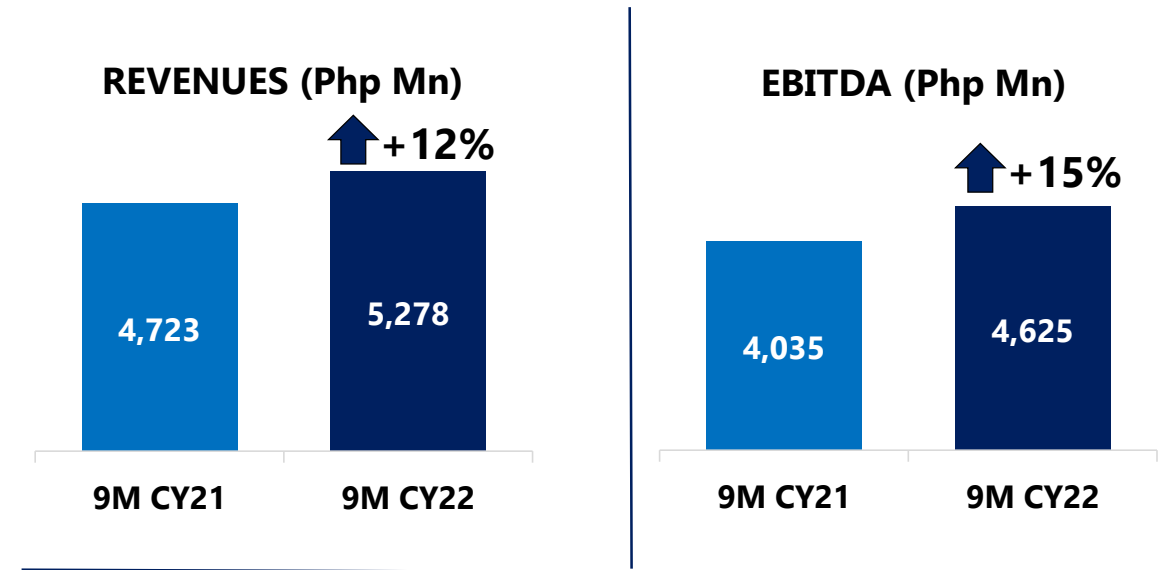
Robinsons Place Antipolo Expansion



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

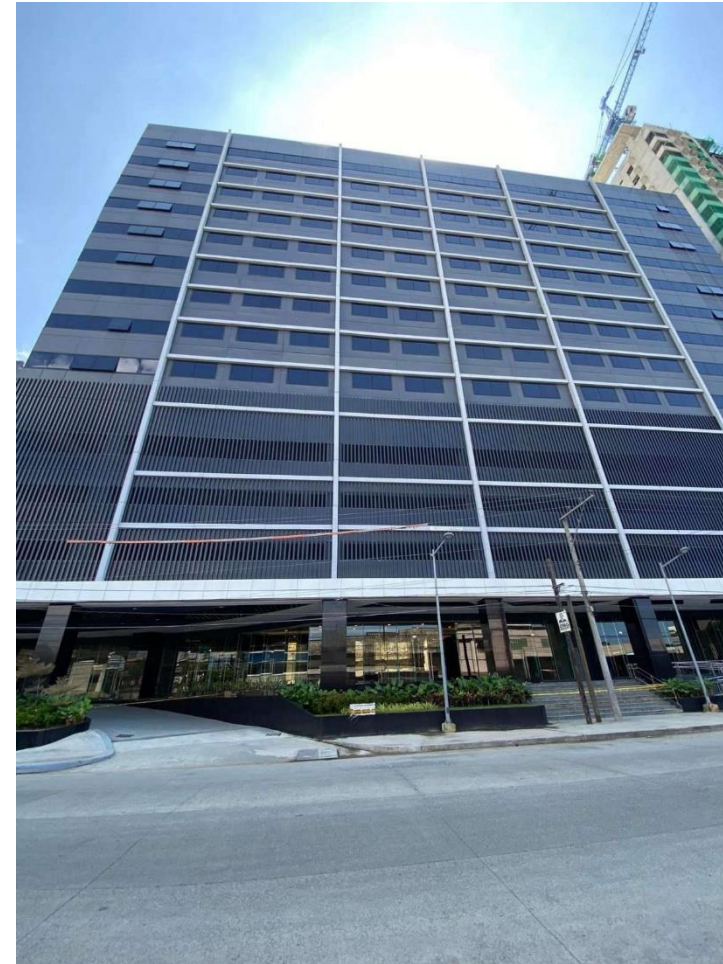
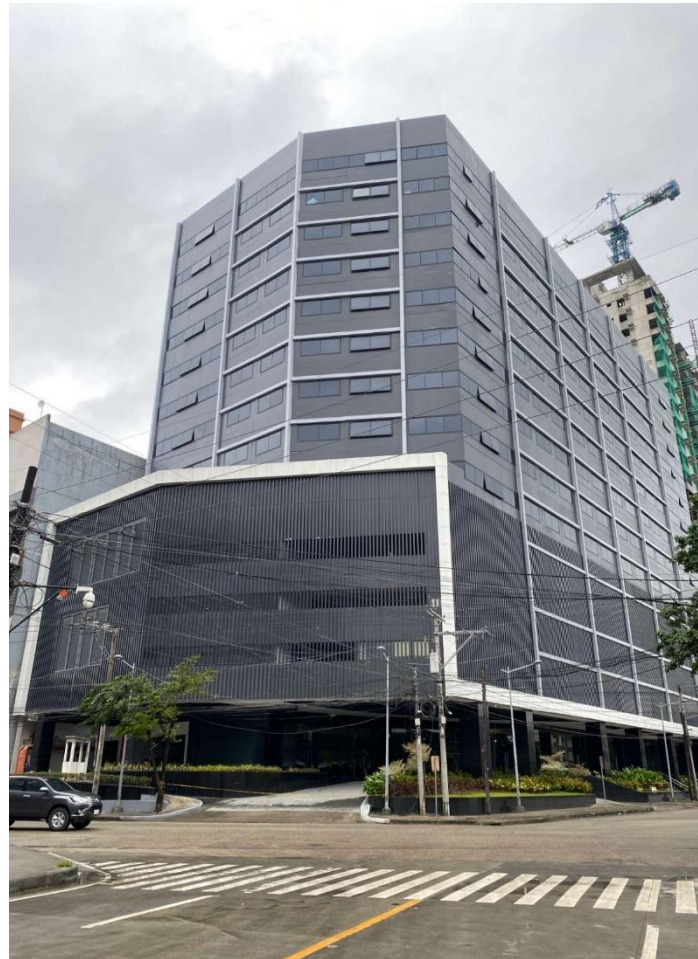
ROBINSONS OFFICES

- 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:
Completed Date:
Size in GLA:

Cebu City
September 2022
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 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

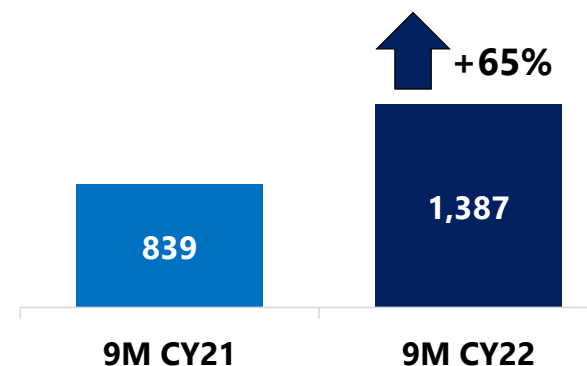
International Brands



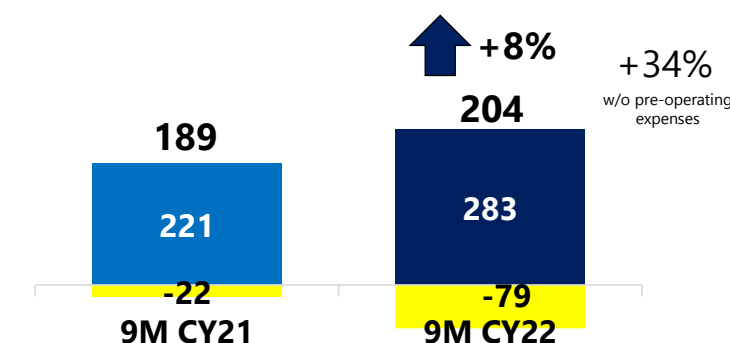
Company-owned Brands



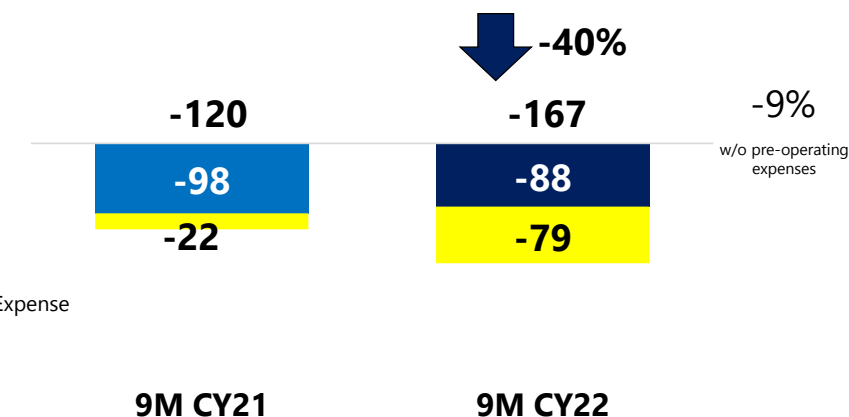
REVENUES (Php Mn)



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)

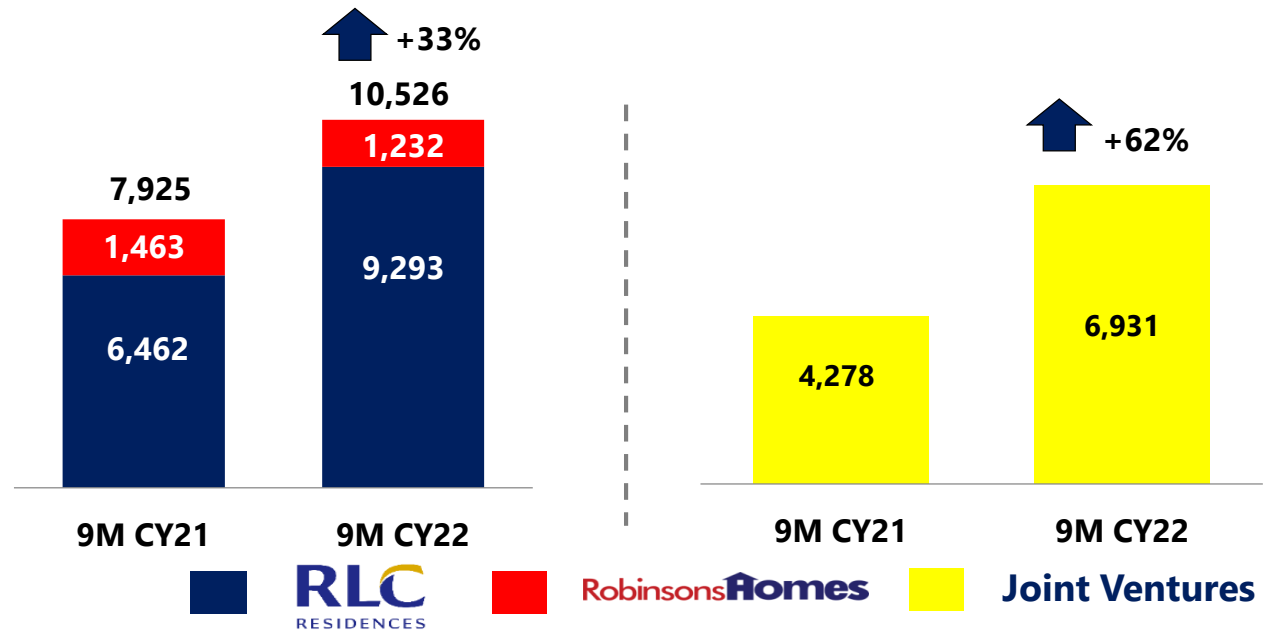
Go Hotels Plus Tuguegarao



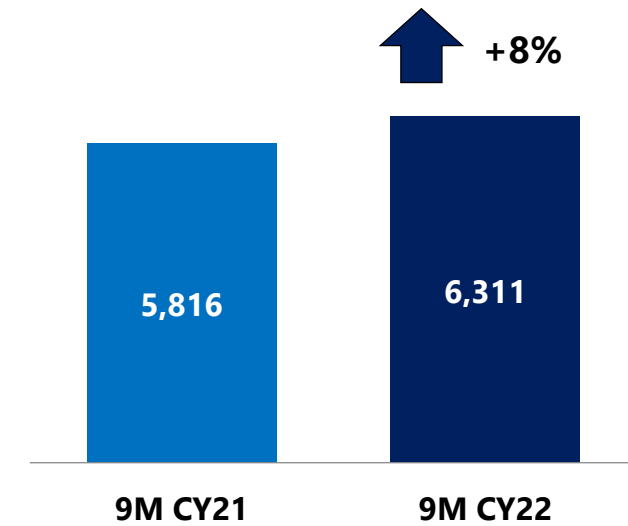
Location: Tuguegarao, Cagayan Valley
Launch Date: Mar. 2022
No. of Rooms Opened: 75 (as of June 30, 2022)

RESIDENTIAL DIVISION

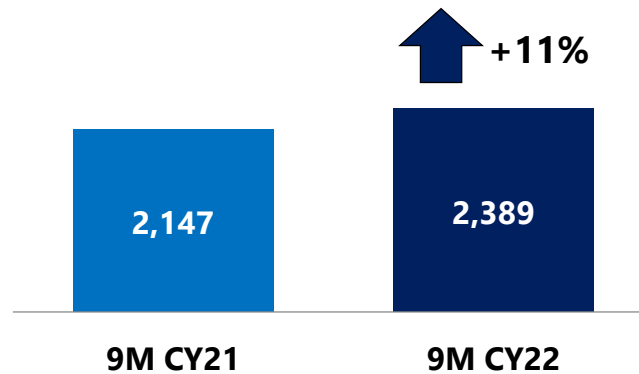
NET SALES TAKE-UP (Php Mn)



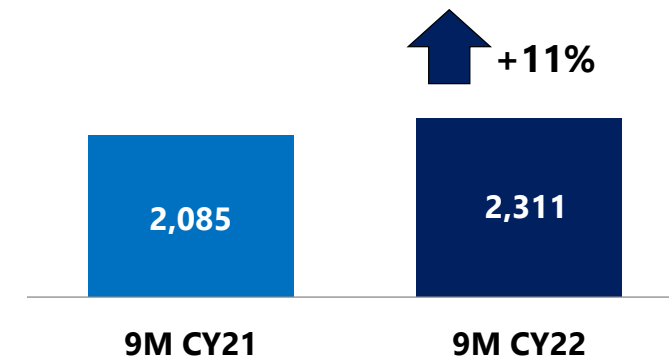
REALIZED REVENUES (Php Mn)



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

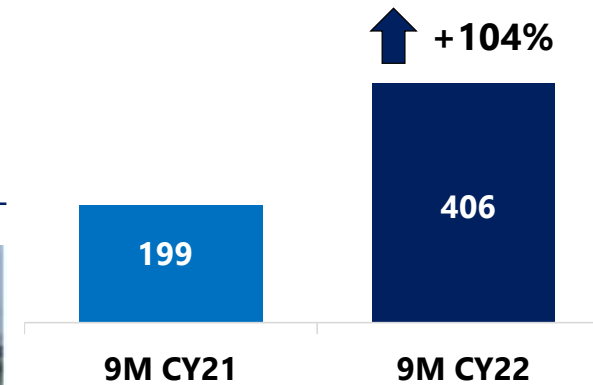


- One of the leading industrial facility providers in the country with a total GLA of **167,000 sqm**
- **7** industrial facilities all across Luzon

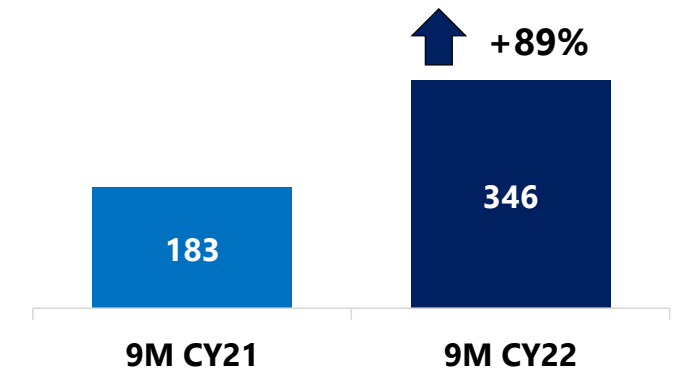


Location: RLX San Fernando in Pampanga
GLA Size : 45,500 sqm

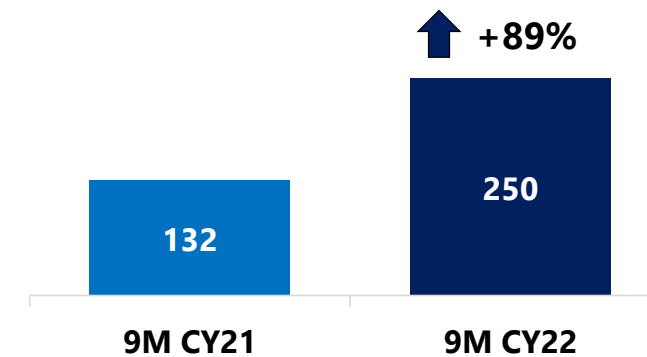
REVENUES (Php Mn)



EBITDA (Php Mn)



EBIT (Php Mn)



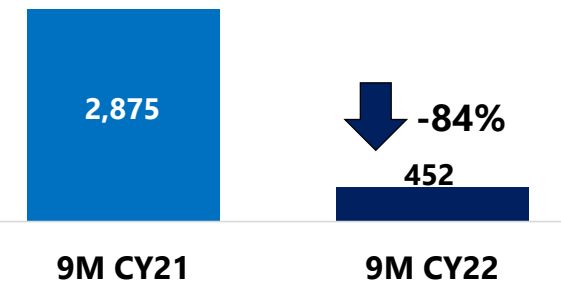
- **Montclair** completed interchange exit near Clark Freeport Zone
- Latest residential project (SVG 3) launched in **Sierra Valley Estate**; All retail spaces therein are fully leased out.
- Land development of the east portion of **Bridgetowne Estate** has started

Montclair Interchange

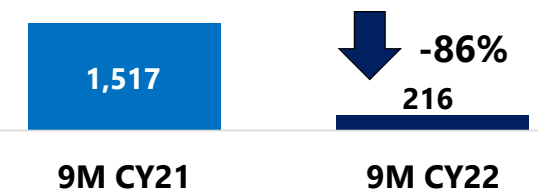


Location: SCTEX, Pampanga Province

REVENUES (Php Mn)



EBITDA (Php Mn)

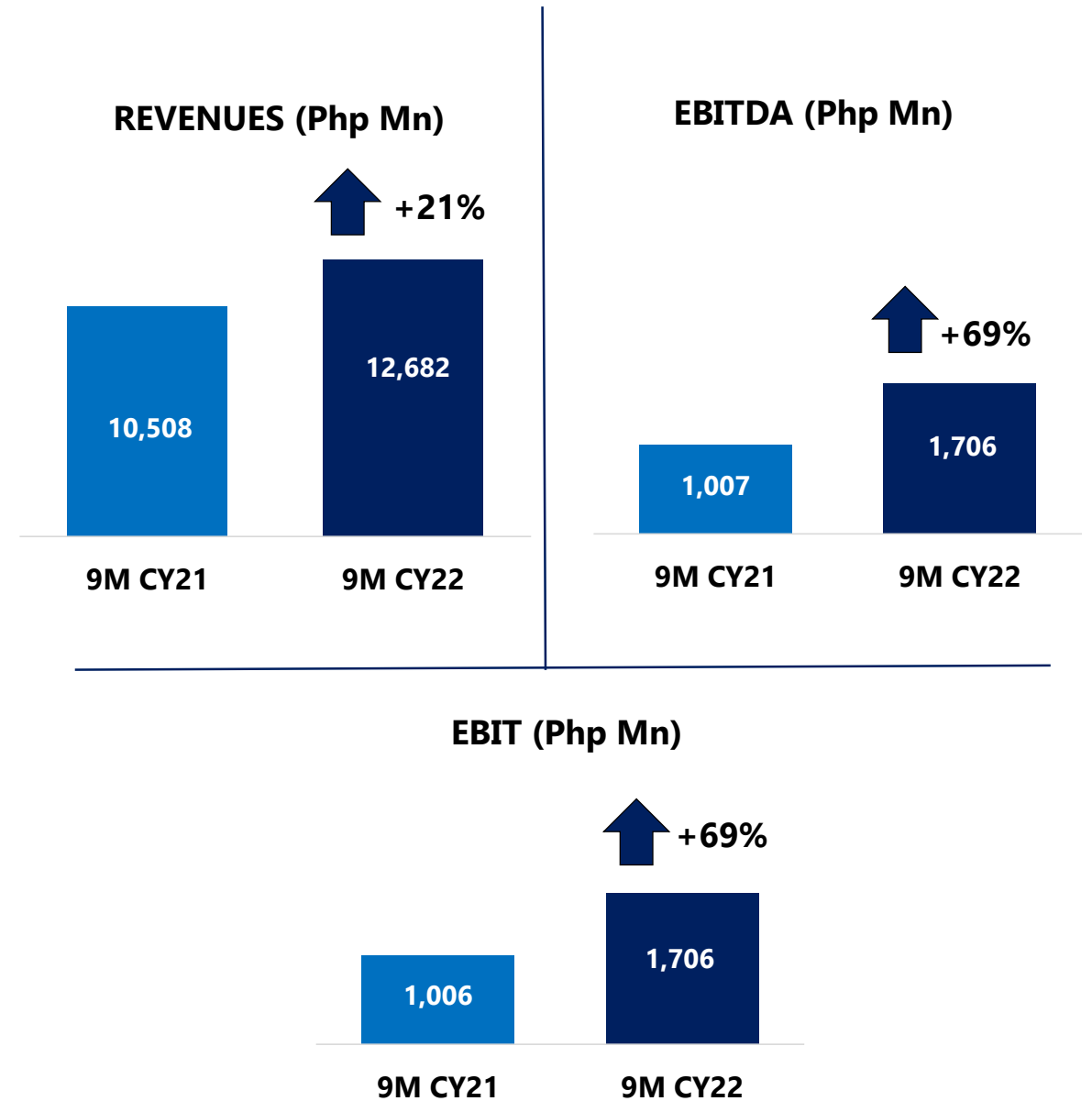


EBIT (Php Mn)



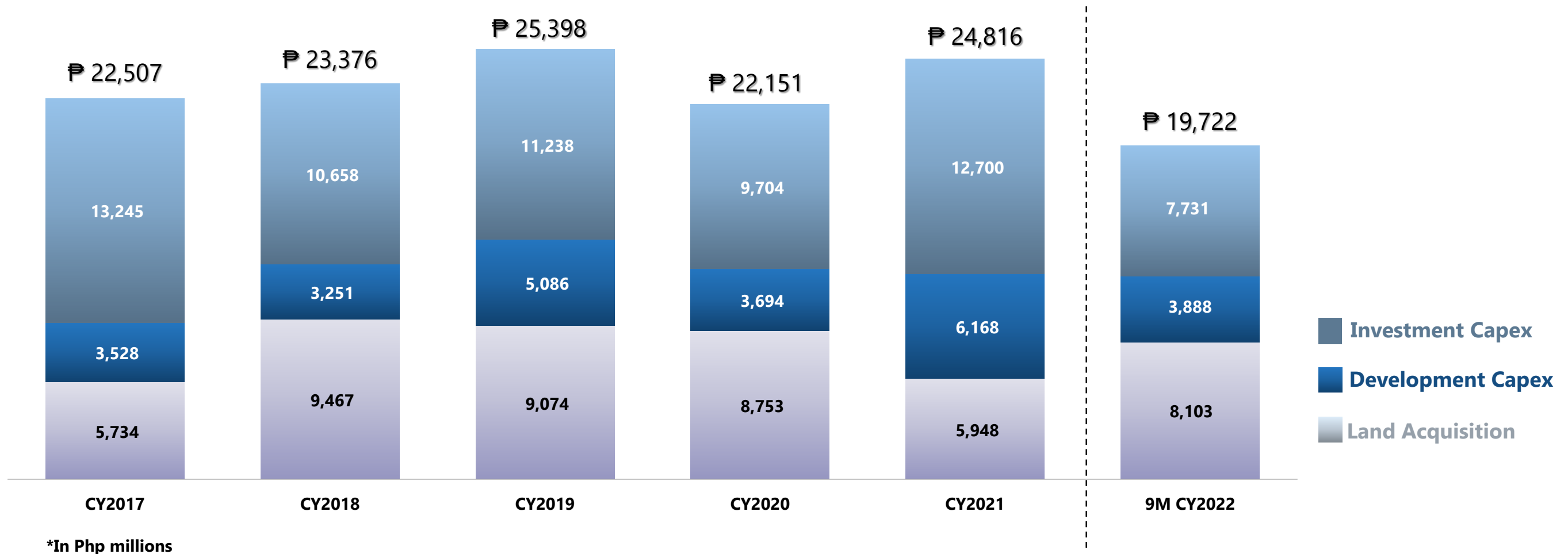
CHENGDU BAN BIAN JIE PROJECT

- 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 (Has.)	Value (Php Bn)
Destination Estates	236	87.4
1. Bridgetowne	19	67.7
2. Sierra Valley	12	9.4
3. Montclair	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

DIGITAL SOLUTIONS AND OTHER INITIATIVES

DIGITAL SOLUTIONS AND OTHER INITIATIVES



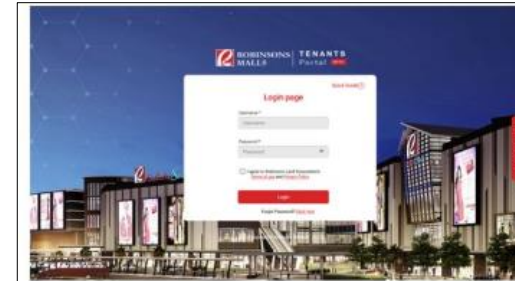
Participating Malls

Antipolo, Ilocos, Magnolia, Manila, Las Pinas

CSAT Score



Customers - 4.8/5.0



A website that aims to improve visibility and communication by providing Tenants and store owners access to information they need, submit requests and inquiry and more.



RECEIVE THEIR BILL



SEND REQUESTS & INQUIRIES



VIEW TRANSACTION HISTORY

1. Rmalls + App

- Launched: December 2021
- Total Users/Downloads as of October 23, 2022: 154,432K

2. Robinsons Malls Tenants Portal

- Active User Participation in 2022: 84%

3. Mall Dash mobile app is under development

- Target launch is 1Q 2023

DIGITAL SOLUTIONS AND CAMPAIGNS

May – July 2022

BRAND CAMPAIGN / HOME IS WITH RLC RESIDENCES

Amplification of RLC Brand Story



Drive consideration among home seekers thru YouTube and Meta

Home Is Where The Heart is Media Event to launch key brand activations



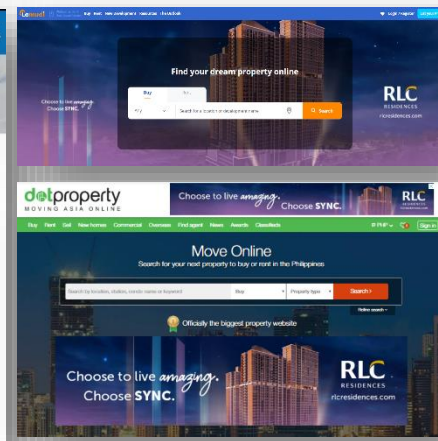
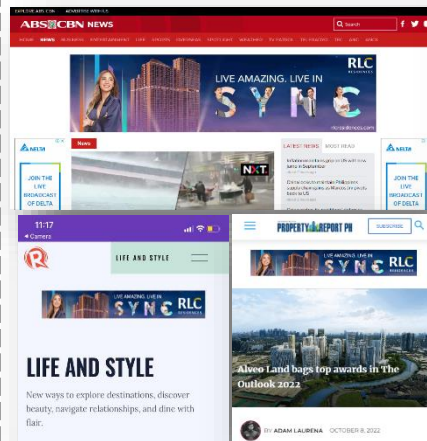
RLC Residences x Love Marie Design Collaboration



Christmas promo for home seekers, buyers & owners

SYNC N TOWER LAUNCH / LIFE IS AMAZING. LIVE IN SYNC.

Presence in high penetration online and offline channels to re-introduce Sync



Meta Reels & Stories



YouTube Ads

Display banners ads in ABS-CBN, Inquirer, Philippine Star & Rappler

Media takeover in Lamudi & DOT Property

SYNC Sales Briefing to drill down new project USPs followed by SYNC Priority Selling Event



SYNC Tower N Online Event



PR Seeding & Advertorials (Local / International Publications)



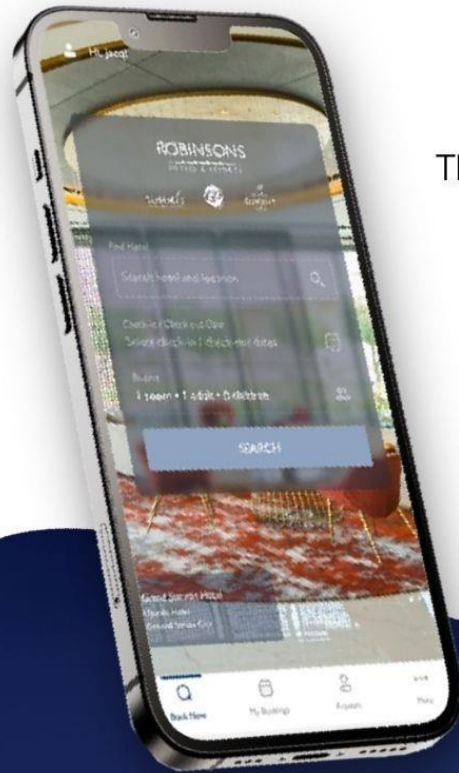
DIGITAL SOLUTIONS AND OTHER INITIATIVES



INTRODUCING

Robinsons Hotels

The Robinsons Hotels & Resorts Mobile App



Scan the QR Code
to download

Powered by  WHITE CLARK
TECHNOLOGIES

Employees of the
Gokongwei Group get first
dibs to experience our new
Mobile App!

Launch of RHR Mobile App

- Can check brand portfolio, hotel locations and promotions
- Can make bookings and reservations

**Best rate
guaranteed**

with the Robinsons
Hotels mobile app



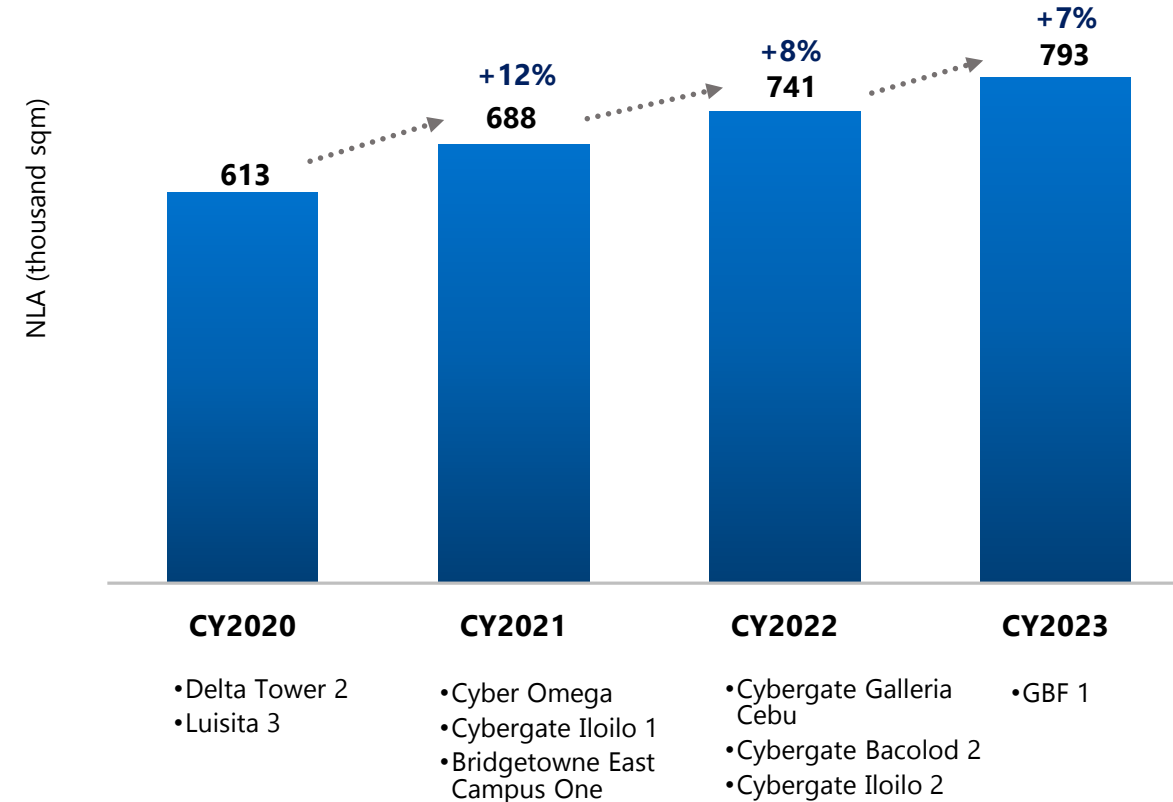
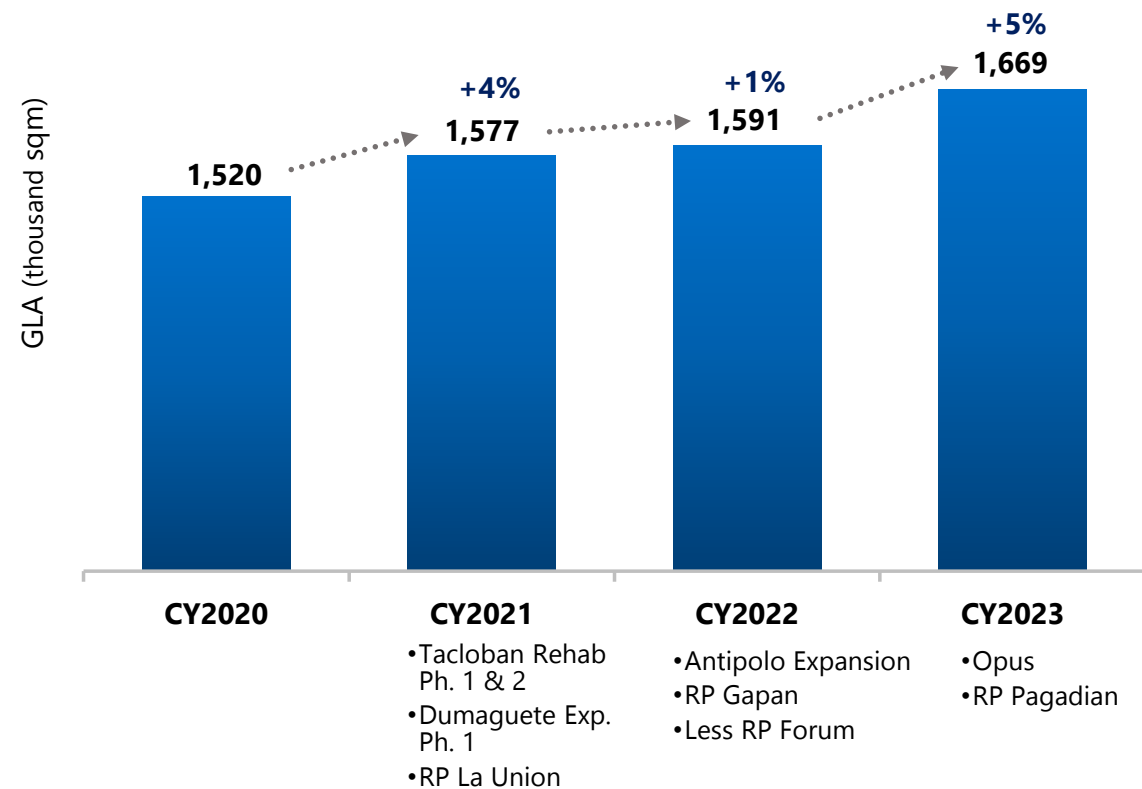
Scan the QR Code to
download the app or head to
<https://uqr.to/RobinsonsHotelsApp>



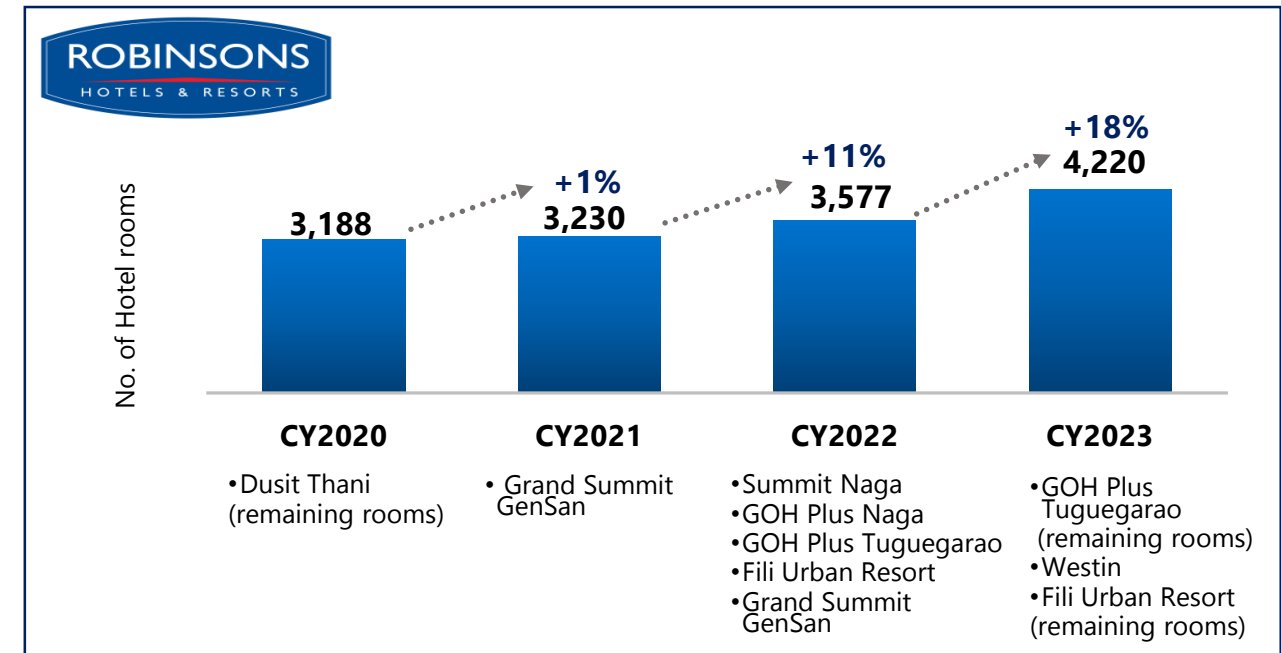
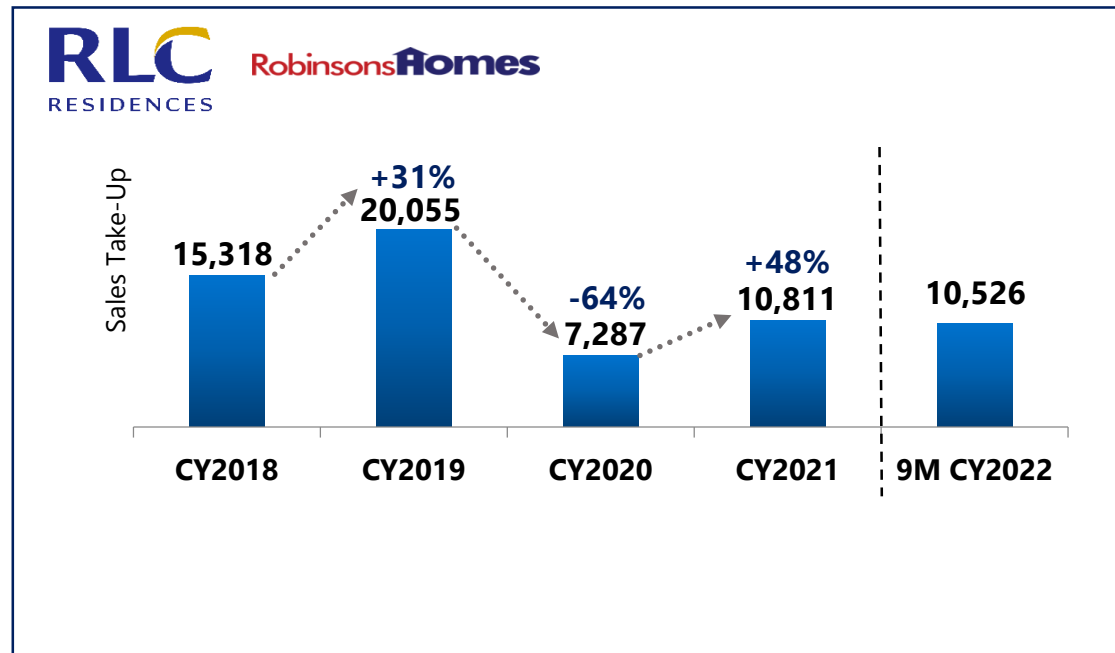
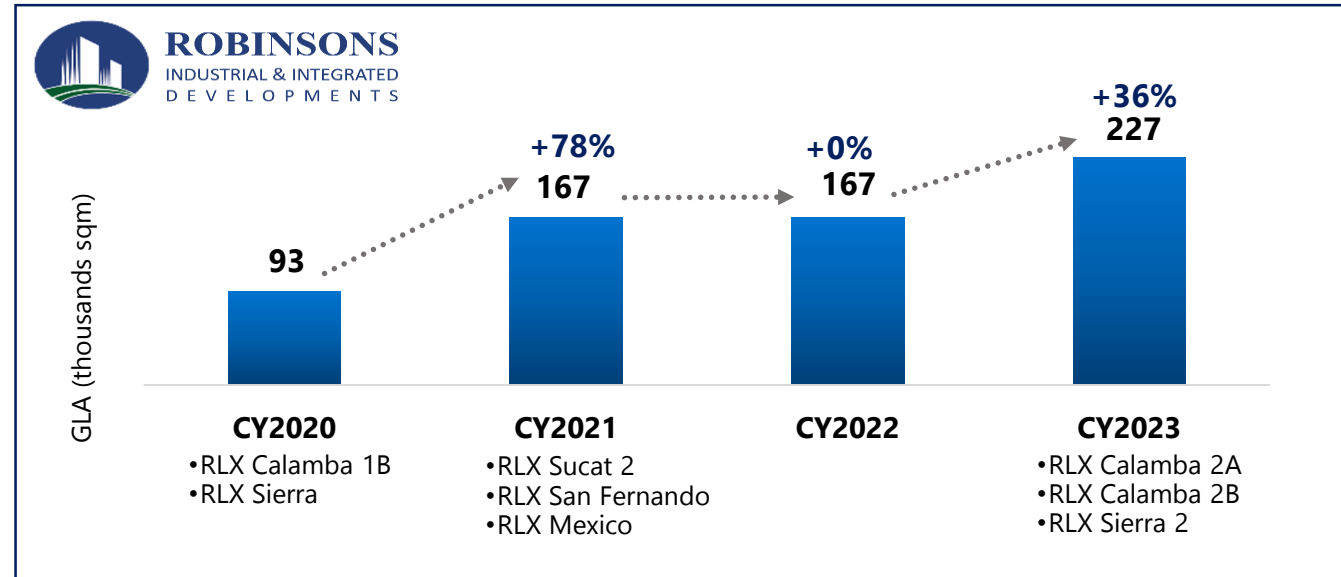
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TECHNOLOGIES

FUTURE PLANS AND STRATEGIES

FUTURE PLANS



FUTURE PLANS



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



**ROBINSONS LAND
CORPORATION**

**9M CY2022
Analyst Briefing**