



**ROBINSONS LAND  
CORPORATION**

**4Q/CY2022  
Analyst Briefing  
10 March 2023**

# OUTLINE

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



# KEY MESSAGE

## 1. CY2022 A RECORD YEAR AS NET PROFIT IS AT ITS HIGHEST IN HISTORY

- NIAT (attributable to parent) soared to Php9.75 Bn increased by 21%YoY; even w/o the benefit of **CREATE LY** & land sales TY
- 4Q CY2022 net income of Php3.01 Bn, 79% YoY
- EPS increased by 23% to Php1.91/sh; **NET BOOK VALUE at Php25.59 per share**

## 2. RESIDENTIAL SALES TAKE-UP SKYROCKETS IN 4Q; REGISTERS SOLID PERFORMANCE IN CY2022

- Net sales take-up more than doubled in 4Q22 up 123% YoY; up by 57% vs CY2021; up 42% QoQ; (JV sales 4Q up 47%YoY)
- 4Q22 residential revenue rose by more than 4x SPLY to Php2.8 Bn

## 3. MALL REVENUE GROWTH ZOOMS TO PHP13.03 BN IN CY2022; INCREASED BY 58%YOY

- 4Q 2022 total mall revenues leaped by 68% to Php3.78 Bn vs 4Q 2021
- 4Q mall rental revenues jumped 82% vs 4Q21; 91% occupancy rate

## 4. HOTELS REVENUE SURGES ABOVE 2021 & 2019 LEVELS

- CY2022 revenue records 94% growth YoY; 4Q22 RHR revenue is already 127% of 4Q2019 levels
- 4Q revenue soared 160%YoY vs 4Q21

## 5. INDUSTRIAL REVENUE CONTINUES TO BE ROBUST; JUMPS BY 57%YOY

- Infused 7 assets into RLX (wholly-owned RLC subsidiary)

## 6. OFFICE REVENUES REMAIN TO BE STABLE; GREW BY 9%YOY

- Tempered growth outlook
- Return to Office to boost occupancy

*\*Note: Unaudited Financial Numbers*

# Business Portfolio

As of 4Q/CY2022

53

**Lifestyle Centers**

from 52 as of end 9M CY2022

86

**Residential Buildings**

from 85 as of end 9M CY2022

40

**Housing Subdivisions**

from 39 as of end 9M CY2022

31

**Office Developments**

from 29 as of end 9M CY2022

28

**Mixed-Use Developments**

25

**Hotels & Resorts**

from 24 as of end 9M CY2022

8

**work.able Centers**

7

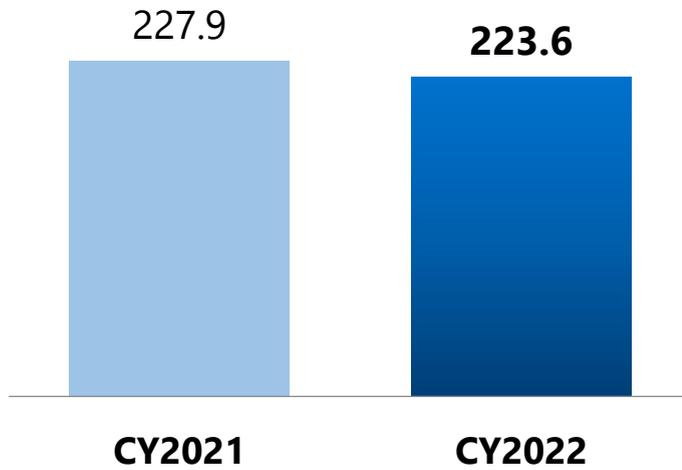
**Industrial Facilities**

# 4Q/CY2022 FINANCIAL HIGHLIGHTS

# SOLID AND HEALTHY FINANCIAL POSITION

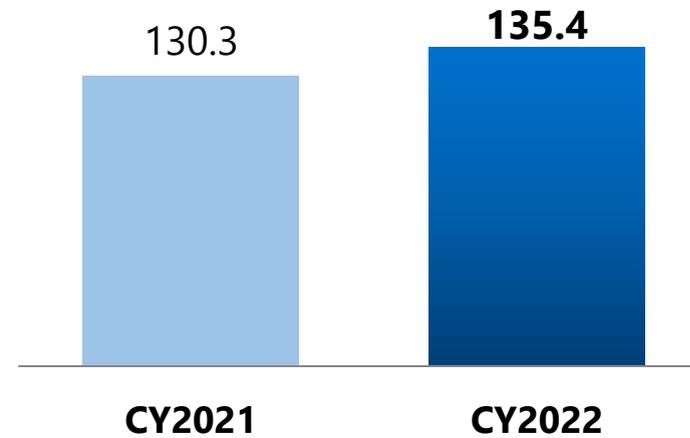
## TOTAL ASSETS

(in Php Bn)

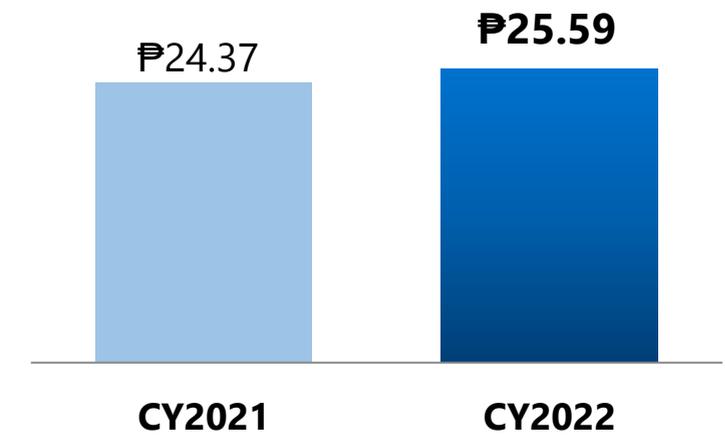


## SHAREHOLDERS' EQUITY

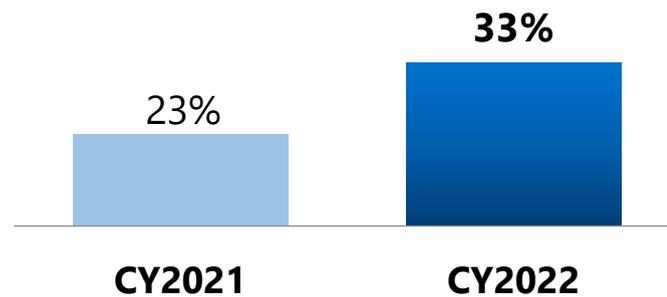
(in Php Bn)



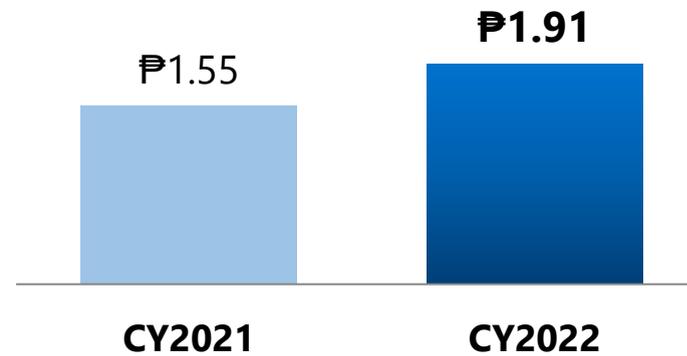
## NET BOOK VALUE PER SHARE



## NET DEBT TO EQUITY



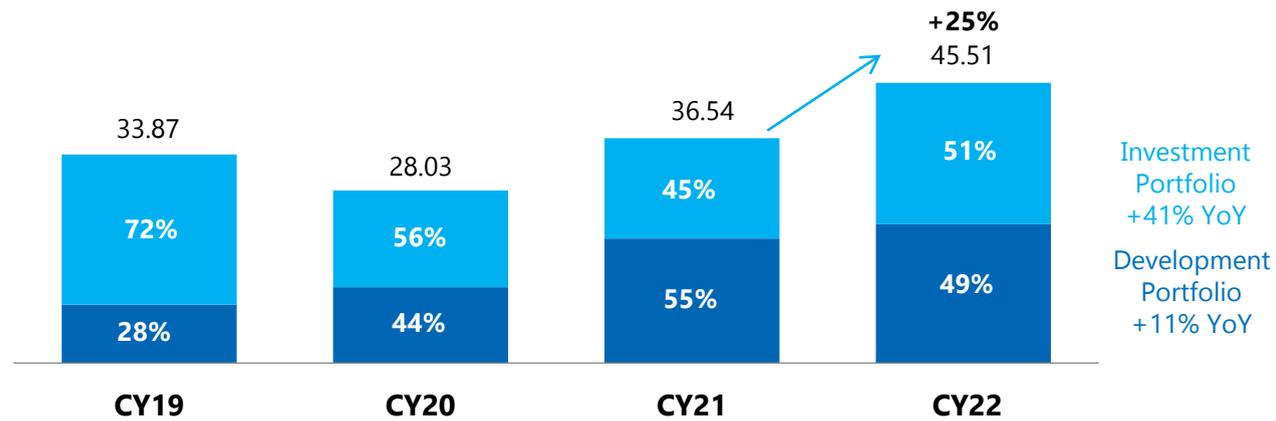
## EARNINGS PER SHARE



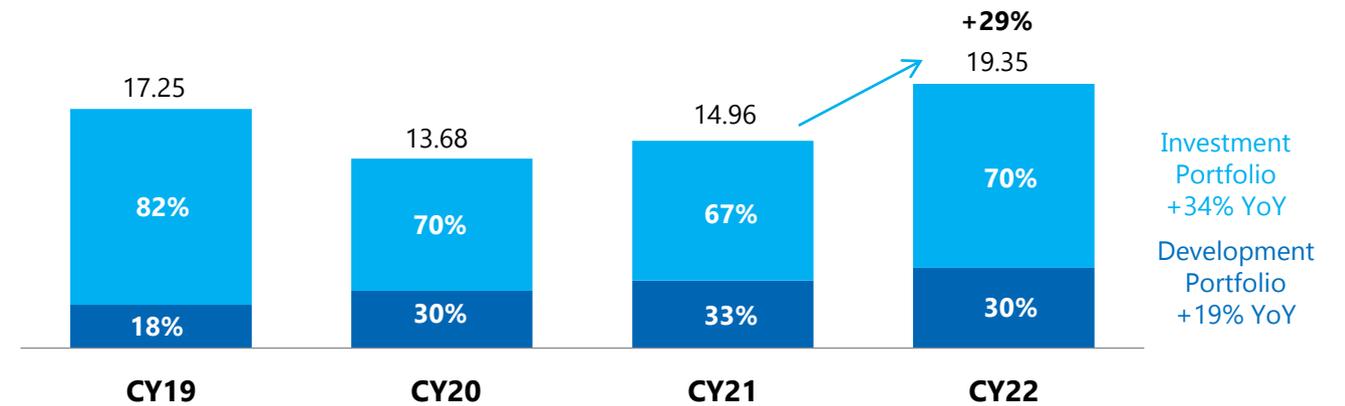
Note: Unaudited financial numbers

# DIVERSIFIED BUSINESS MODEL PROVIDES RESILIENT CASH FLOW

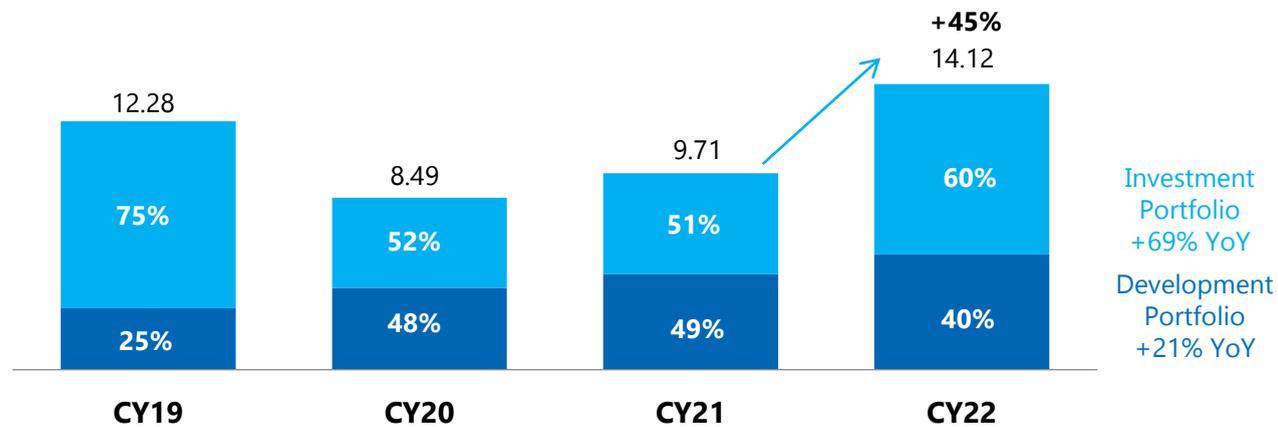
## REVENUES (in Php Bn)



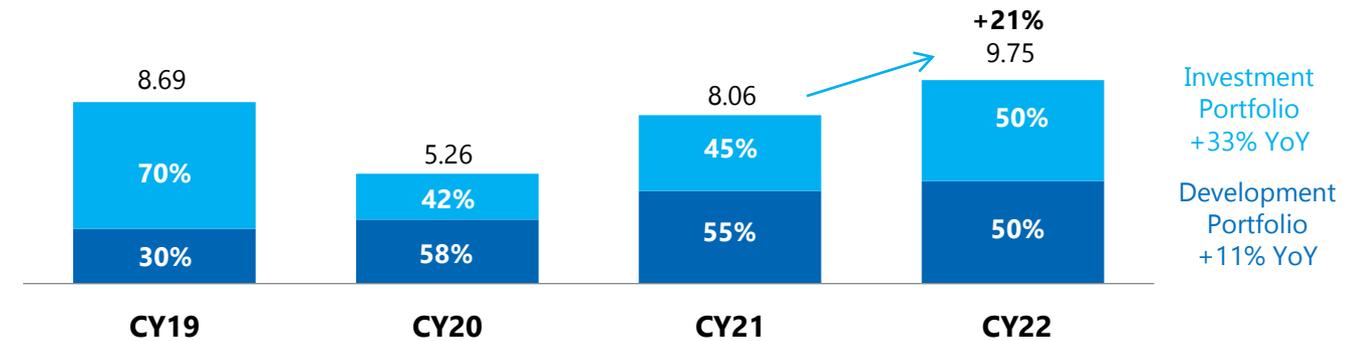
## EBITDA (in Php Bn)



## EBIT (in Php Bn)



## NET INCOME (in Php Bn)



Investment Portfolio



Development Portfolio

Note: Unaudited financial numbers

# PER BU FINANCIAL PERFORMANCE HIGHLIGHTS

Net Profit (attributable to parent) jumped to a **RECORD Php 9.75 Bn**

(IN PHP MN)	REVENUE			EBITDA			EBIT		
	CY2022	% to RLC	YoY	CY2022	% to RLC	YoY	CY2022	% to RLC	YoY
<b>TOTAL RLC</b>	<b>45,506</b>	<b>100%</b>	<b>+25%</b>	<b>19,353</b>	<b>100%</b>	<b>+29%</b>	<b>14,116</b>	<b>100%</b>	<b>+45%</b>
<b>MALLS</b>	<b>13,032</b>	<b>29%</b>	<b>+58%</b>	<b>6,585</b>	<b>34%</b>	<b>+70%</b>	<b>3,017</b>	<b>21%</b>	<b>+1,484%</b>
<b>OFFICES</b>	<b>7,066</b>	<b>16%</b>	<b>+9%</b>	<b>6,205</b>	<b>32%</b>	<b>+10%</b>	<b>5,271</b>	<b>37%</b>	<b>12%</b>
<b>HOTELS</b>	<b>2,330</b>	<b>5%</b>	<b>+94%</b>	<b>279</b>	<b>2%</b>	<b>+13%</b>	<b>-224</b>	<b>-1%</b>	<b>-30%</b>
<b>RESIDENTIAL</b>	<b>9,101</b>	<b>20%</b>	<b>+44%</b>	<b>3,511</b>	<b>18%</b>	<b>+54%</b>	<b>3,411</b>	<b>24%</b>	<b>+60%</b>
<b>CHINA</b>	<b>12,777</b>	<b>28%</b>	<b>+17%</b>	<b>1,902</b>	<b>10%</b>	<b>+83%</b>	<b>1,902</b>	<b>13%</b>	<b>+83%</b>
<b>LOGISTICS &amp; INDUSTRIAL</b>	<b>555</b>	<b>1%</b>	<b>+57%</b>	<b>479</b>	<b>2%</b>	<b>+48%</b>	<b>351</b>	<b>3%</b>	<b>+41%</b>
<b>INTEGRATED DEVT'S</b>	<b>646</b>	<b>1%</b>	<b>-78%</b>	<b>392</b>	<b>2%</b>	<b>-75%</b>	<b>388</b>	<b>3%</b>	<b>-75%</b>

Note: Unaudited financial numbers

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

# PER BU FINANCIAL 4Q CY2022 PERFORMANCE HIGHLIGHTS

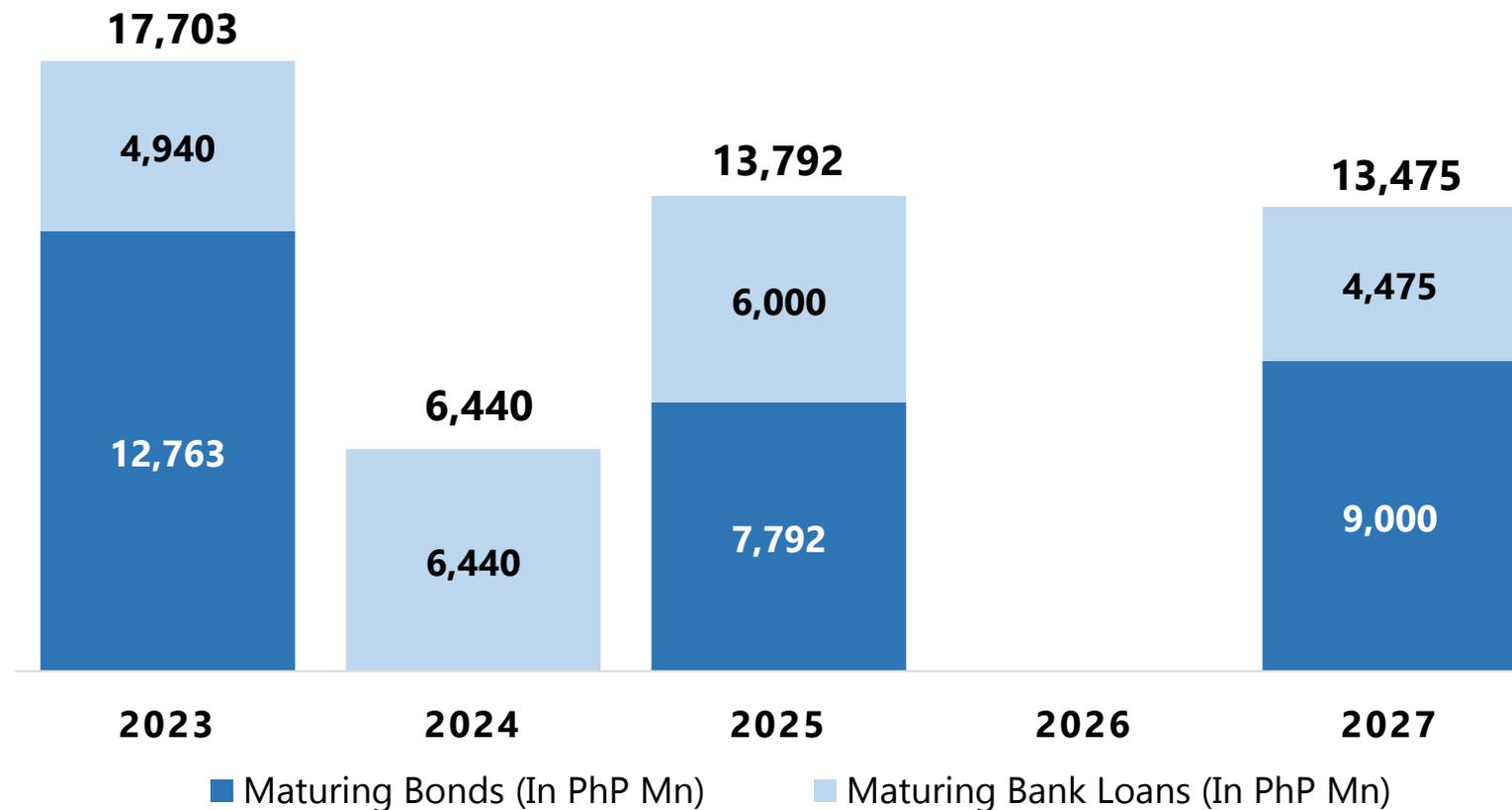
(IN PHP MN)	REVENUE			EBITDA			EBIT		
	4Q CY2022	4Q CY2021	YoY	4Q CY2022	4Q CY2021	YoY	4Q CY2022	4Q CY2021	YoY
<b>TOTAL RLC</b>	<b>9,740</b>	<b>5,582</b>	<b>+75%</b>	<b>5,132</b>	<b>3,040</b>	<b>+69%</b>	<b>3,865</b>	<b>1,610</b>	<b>+140%</b>
<b>MALLS</b>	<b>3,781</b>	<b>2,256</b>	<b>+68%</b>	<b>1,849</b>	<b>1,021</b>	<b>+81%</b>	<b>995</b>	<b>35</b>	<b>+2,710%</b>
<b>OFFICES</b>	<b>1,788</b>	<b>1,763</b>	<b>+1%</b>	<b>1,580</b>	<b>1,627</b>	<b>-3%</b>	<b>1,354</b>	<b>1,396</b>	<b>-3%</b>
<b>HOTELS</b>	<b>943</b>	<b>363</b>	<b>+160%</b>	<b>75</b>	<b>56</b>	<b>+33%</b>	<b>-57</b>	<b>-53</b>	<b>-7%</b>
<b>RESIDENTIAL</b>	<b>2,790</b>	<b>523</b>	<b>+434%</b>	<b>1,122</b>	<b>128</b>	<b>+779%</b>	<b>1,100</b>	<b>51</b>	<b>+2,052%</b>
<b>CHINA</b>	<b>96</b>	<b>431</b>	<b>-78%</b>	<b>196</b>	<b>33</b>	<b>+502%</b>	<b>196</b>	<b>33</b>	<b>+503%</b>
<b>LOGISTICS &amp; INDUSTRIAL</b>	<b>149</b>	<b>154</b>	<b>-4%</b>	<b>134</b>	<b>141</b>	<b>-5%</b>	<b>102</b>	<b>117</b>	<b>-13%</b>
<b>INTEGRATED DEVT'S</b>	<b>194</b>	<b>92</b>	<b>+111%</b>	<b>176</b>	<b>35</b>	<b>410%</b>	<b>175</b>	<b>30</b>	<b>+487%</b>

Net Profit (attributable to parent) leaped by **79% YoY** to **Php 3.01 Bn**

*Note: Unaudited financial numbers*

# MANAGEABLE DEBT MATURITY PROFILE

Total Debt: **PhP51.4 Bn** (gross of bond issuance costs)



- ❖ Bonds **PhP29.5Bn**, Bank Loans **PhP21.9Bn**
- ❖ Weighted Average Loan Maturity: **2 years**
- ❖ Existing Loans' Effective Interest Rate: **4.32%**

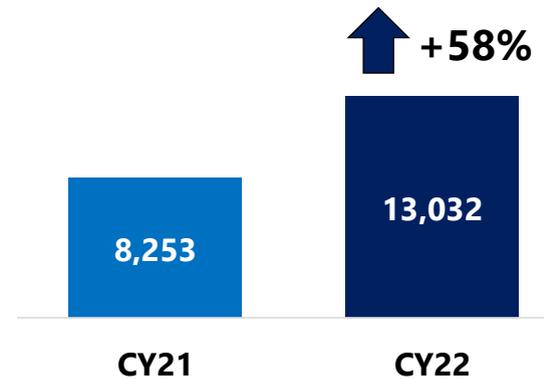
# 4Q/CY2022 OPERATIONAL HIGHLIGHTS

- **2<sup>nd</sup>** largest mall operator in the Philippines with **53** malls nationwide, 8 within Metro Manila and 45 in other urban areas
- **1.6 Mn** sqm in Gross Leasable Area
- **3.1 Mn** sqm in Gross Floor Area
- **91%** total leased percentage
- Around **8,000** retailers

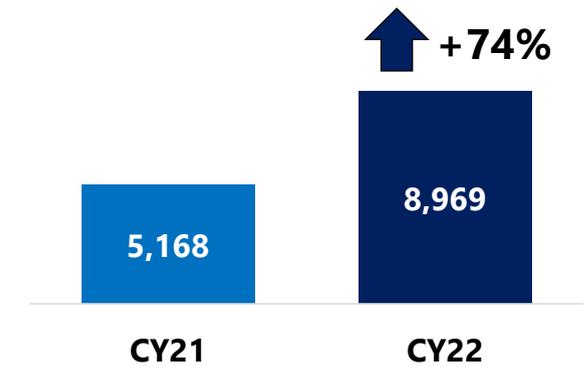
## Robinsons Magnolia Central Garden



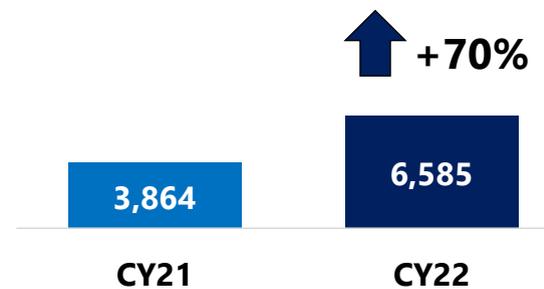
### REVENUES (Php Mn)



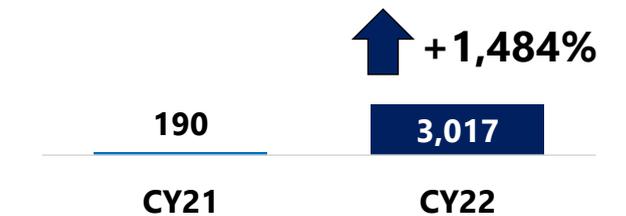
### RENTAL REVENUES (Php Mn)



### EBITDA (Php Mn)



### EBIT (Php Mn)



## Robinsons Place Antipolo Expansion



<b>Location:</b>	<b>Antipolo City</b>
<b>Launch Date:</b>	<b>May 28, 2022</b>
<b>Gross Leasable Area:</b>	<b>20,810 sqm</b>
<b>Occupancy Rate:</b>	<b>95%</b>

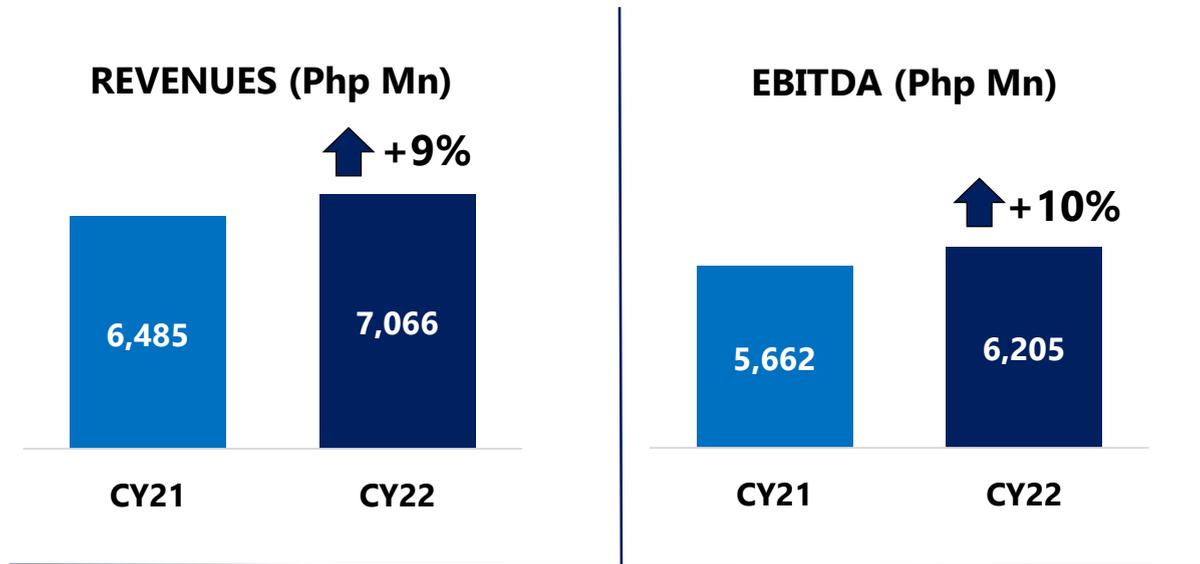
## Robinsons Gapan



**Location:** Gapan City  
**Launch Date:** November 30, 2022  
**Gross Leasable Area:** 30,709 sqm  
**Occupancy Rate:** 86%

# ROBINSONS OFFICES

- A leading IT-BPM office space provider with **740,000 sqm** gross leasable space
- **90%** leased percentage across **31** office developments
- **8 work.able** centers
- Dominant office landlord in the **Ortigas Central Business District**.



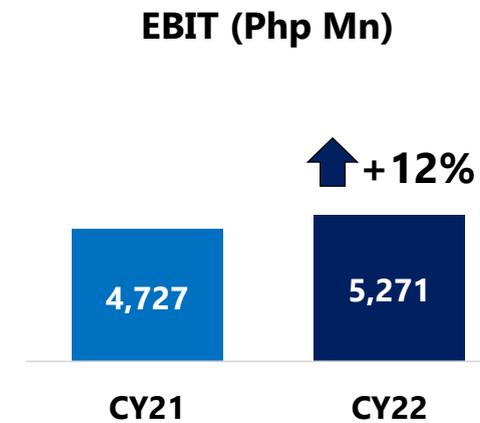
## GBF Towers in Bridgetowne Estate



Artist's Perspective



Actual Photo



# CY2022 NEW OFFICE BUILDINGS

## Cybergate Galleria Cebu



**Location:** Cebu City  
**Completed Date:** September 2022  
**Gross Leasable Area:** 19,500 sqm  
**Occupancy Rate:** 23%

## Cybergate Bacolod 2



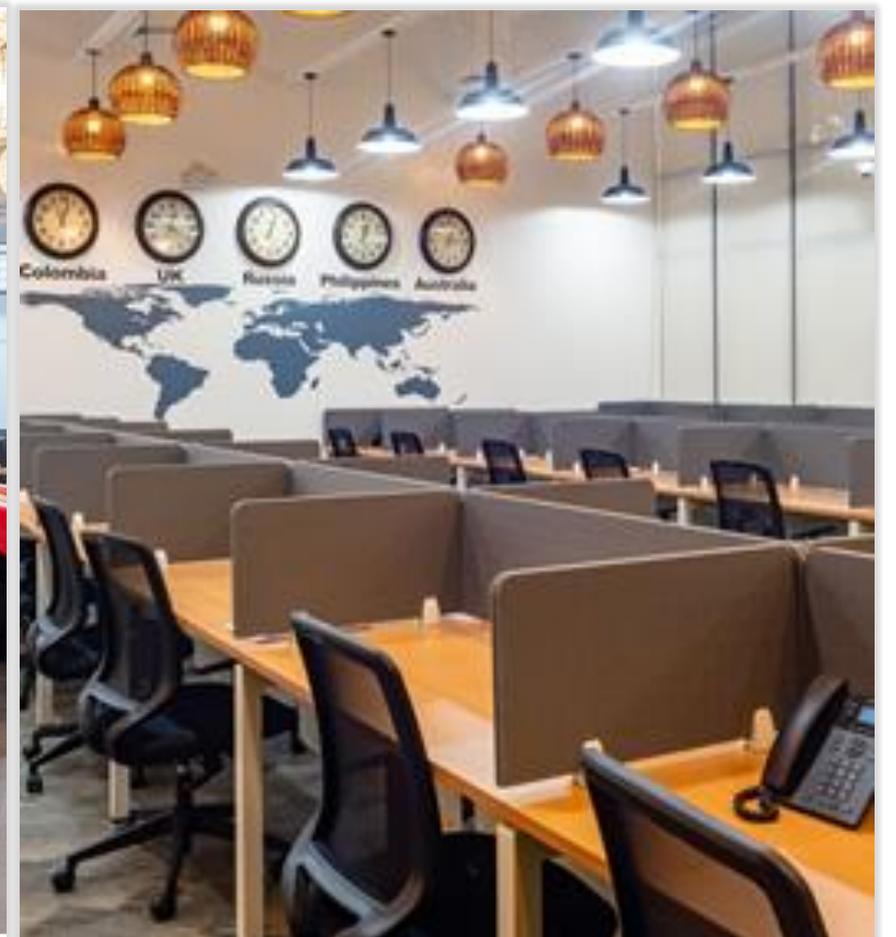
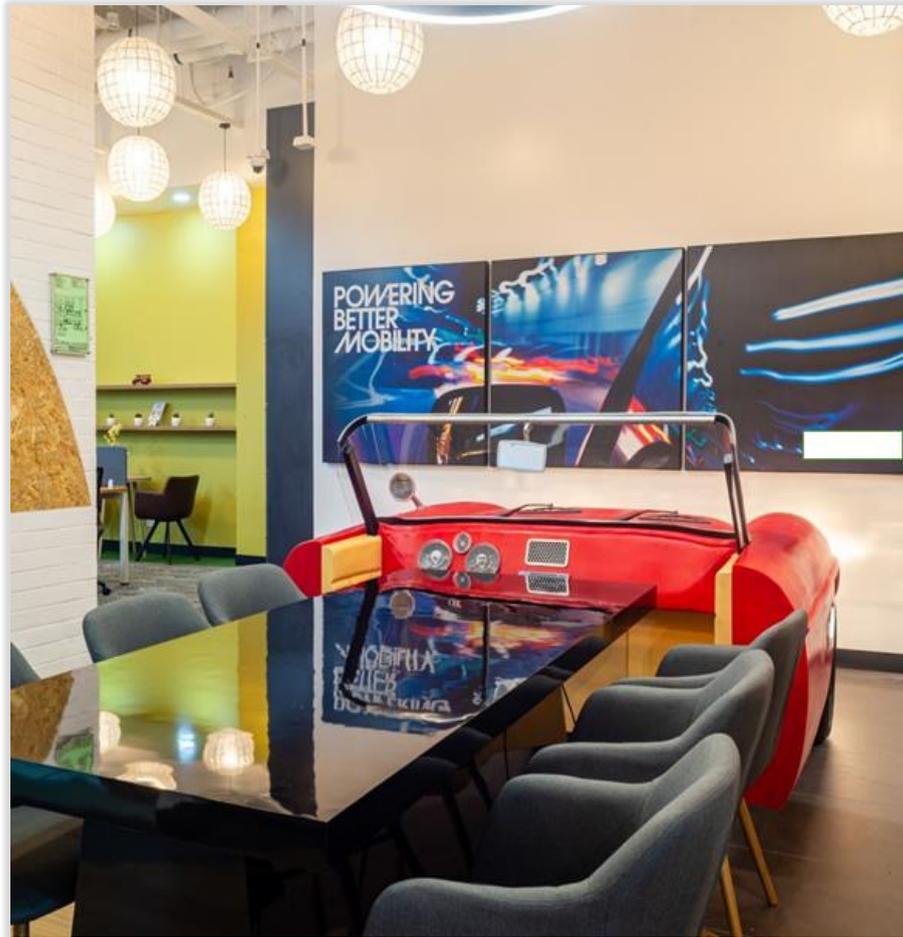
**Location:** Bacolod City  
**Completed Date:** October 2022  
**Gross Leasable Area:** 13,000 sqm  
**Occupancy Rate:** --

## Cybergate Iloilo 2



**Location:** Pavia  
**Completed Date:** December 2022  
**Gross Leasable Area:** 20,000 sqm  
**Occupancy Rate:** 37%

## work.able center in Cyber Omega



**Location:** Ortigas Center, Pasig City  
**Completion Date:** October 2022

Cyber Omega, Ortigas, Pasig City

# CY2022 NEW WORK.ABLE CENTER

## work.able center in Giga

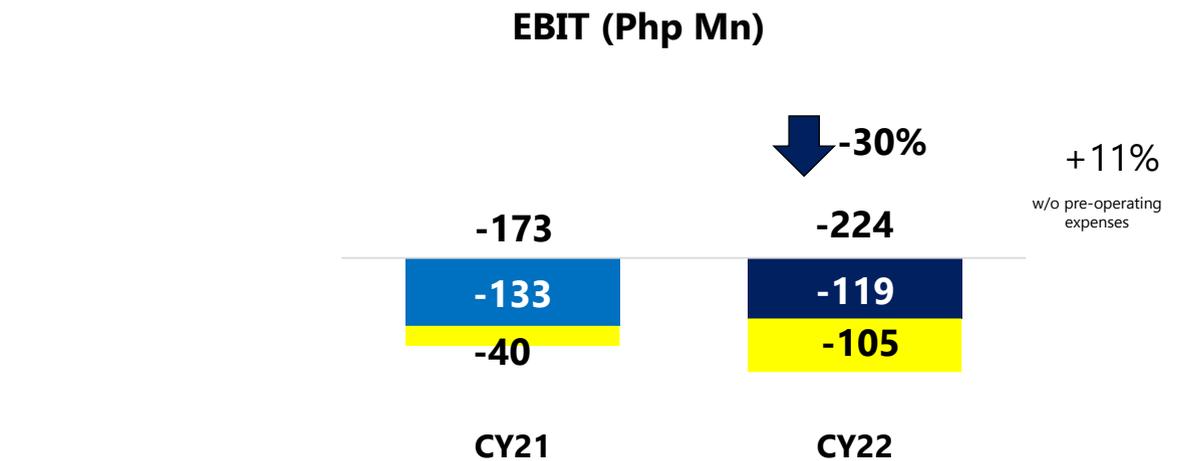
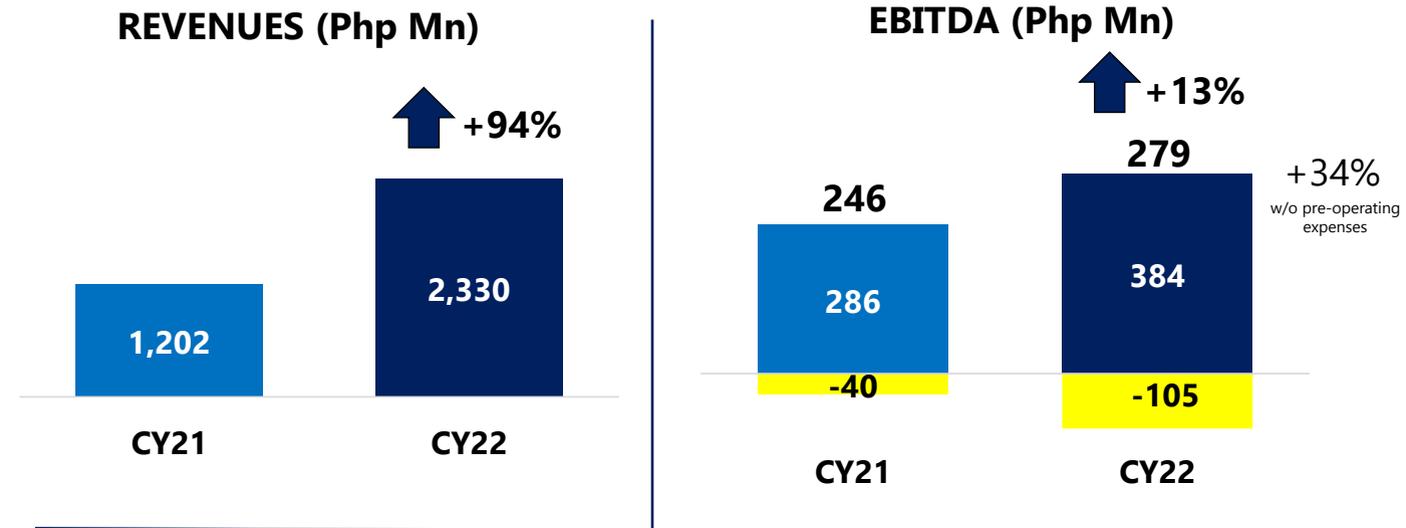


**Location:** Bridgetowne, Quezon City  
**Completion Date:** September 2022

# 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
- **25** hotel properties with **3,877 room keys** across all segments (excluding franchisees)



**Legend:**  
 Pre-Operating Expense

International Brands

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Company-owned Brands

# CY2022 NEW HOTELS

## Go Hotels Plus Naga and Summit Hotel Naga



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

## Go Hotels Plus Tuguegarao



**Location:** Tuguegarao, Cagayan Valley  
**Launch Date:** Mar. 2022  
**No. of Rooms Opened:** 75

# CY2022 NEW HOTELS



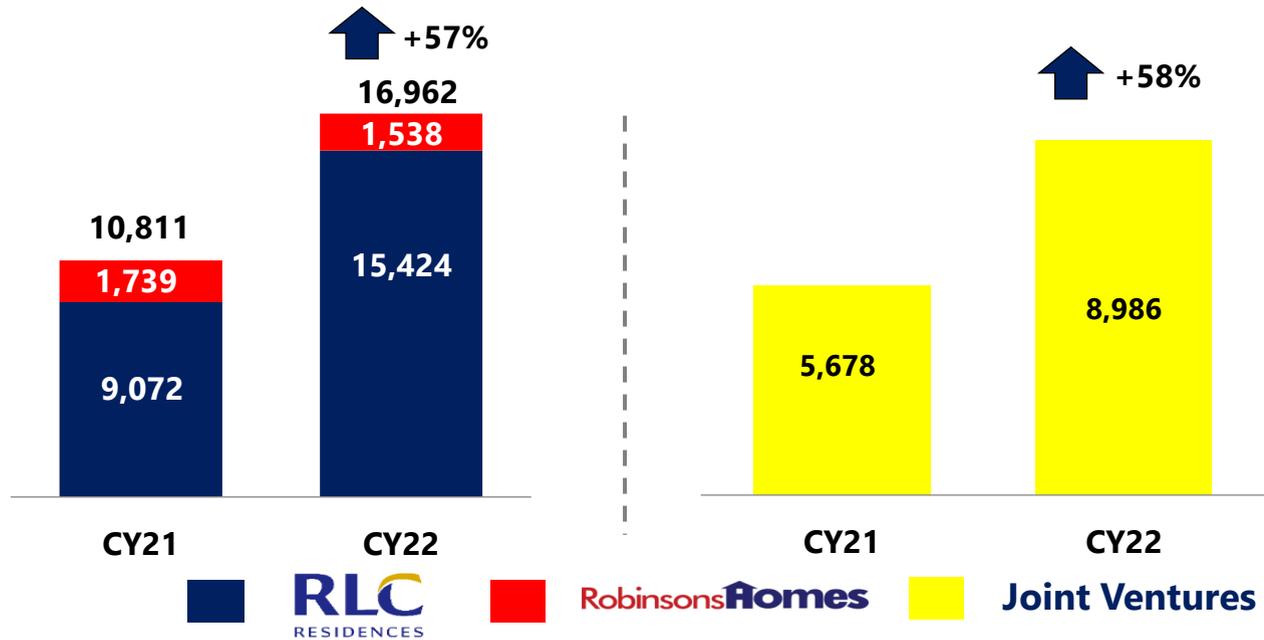
## Fili Urban Resort Hotel



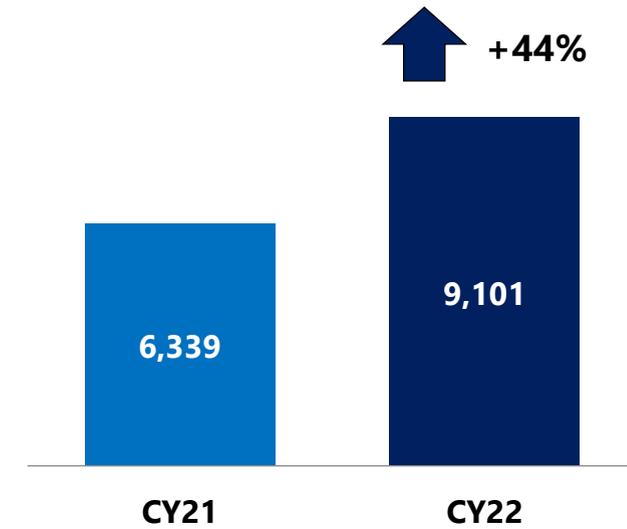
**Location:** Nu Star Integrated Resorts, Cebu- SRP  
**Opening Date:** November, 2022  
**Total No# of Rooms :** 379 room keys

# RESIDENTIAL DIVISION

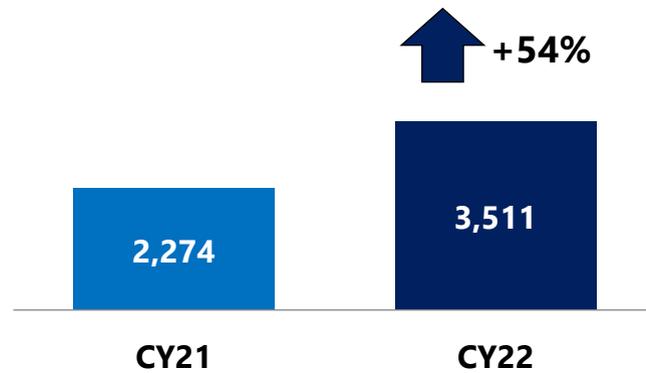
NET SALES TAKE-UP (Php Mn)



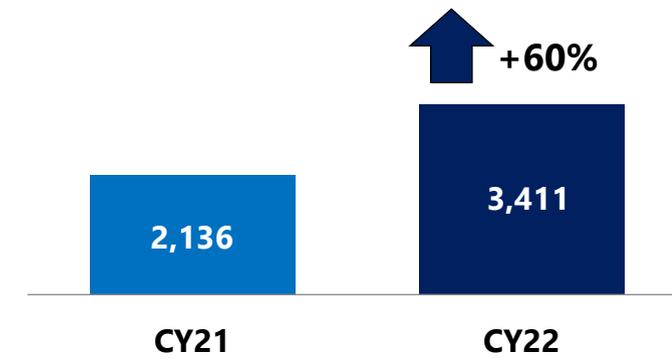
REALIZED REVENUES (Php Mn)



EBITDA (Php Mn)



EBIT (Php Mn)



# CY2022 NEW RESIDENTIAL PROJECTS

## AmiSa Private Residences Tower D



<b>Location:</b>	Lapu-Lapu City, Cebu
<b>Launch Date:</b>	Feb. 2022
<b>No. of Units:</b>	167
<b>Launched Sales Value:</b>	Php 1.7 Bn
<b>Sales Take-up:</b>	71%

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



<b>Location:</b>	Cainta, Rizal
<b>Launch Date:</b>	Mar. 2022
<b>No. of Units:</b>	440
<b>Launched Sales Value:</b>	Php 2.5 Bn
<b>Sales Take-up:</b>	90%

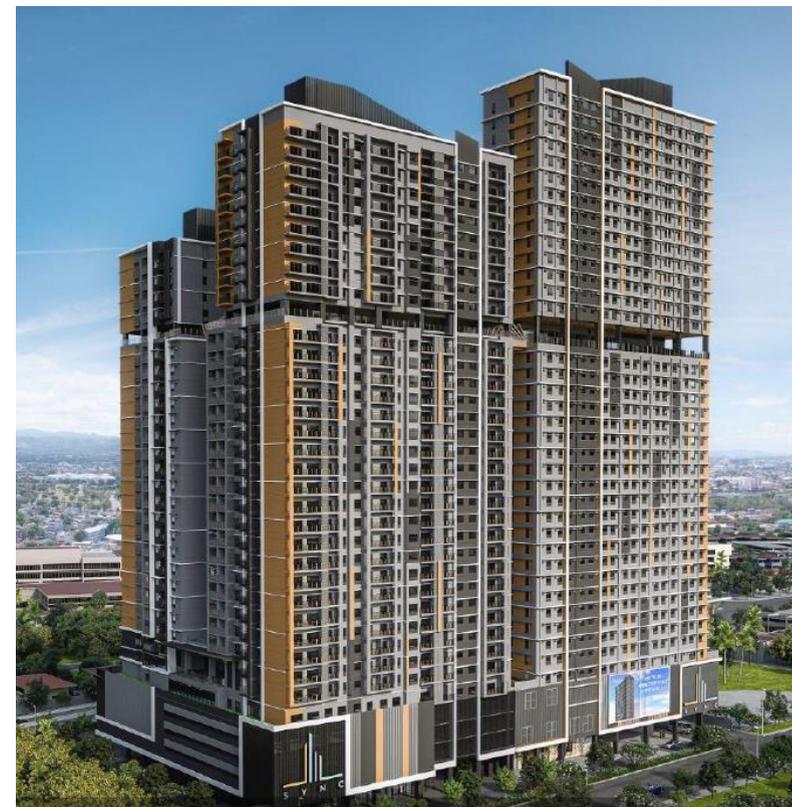
# CY2022 NEW RESIDENTIAL PROJECTS

## Woodsville Crest – Pine Bldg.



<b>Location:</b>	Paranaque City
<b>Launch Date:</b>	Mar. 2022
<b>No. of Units:</b>	246
<b>Launched Sales Value:</b>	Php 1.7 Bn
<b>Sales Take-up:</b>	86%

## Sync N Tower



<b>Location:</b>	Pasig City
<b>Launch Date:</b>	Oct. 2022
<b>No. of Units:</b>	452
<b>Launched Sales Value:</b>	Php 5 Bn
<b>Sales Take-up:</b>	57%

# JOINT VENTURE PROJECTS

## Aurelia



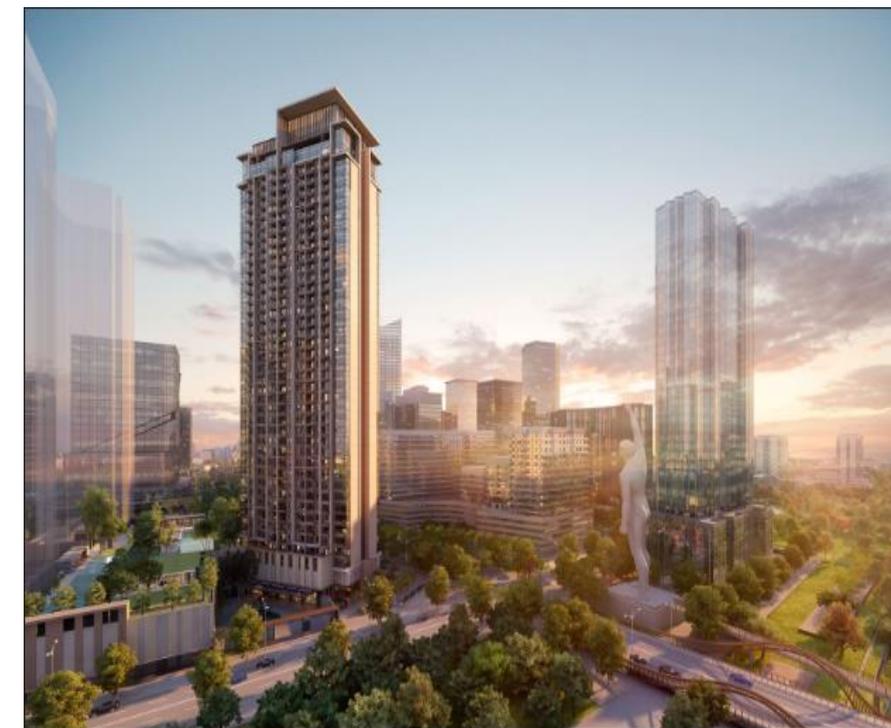
**Location:** McKinley, Bonifacio Global City  
**Launch Date:** Sep. 2019  
**No. of Units:** 285  
**Launched Sales Value:** Php 33.06 Bn  
**Sales Take-up:** 72%

## Sonora



**Location:** Las Pinas City  
**Launch Date:** Dec. 2019  
**No. of Units:** 867  
**Launched Sales Value:** Php 5.3 Bn  
**Sales Take-up:** 45%

## Velaris



**Location:** Pasig City  
**Launch Date:** Feb. 2020  
**No. of Units:** 457  
**Launched Sales Value:** Php 8.9 Bn  
**Sales Take-up:** 65%

# NEW HOUSING PROJECT

Step up to the Good Life  
**SPRINGDALE**  
BALIWAG



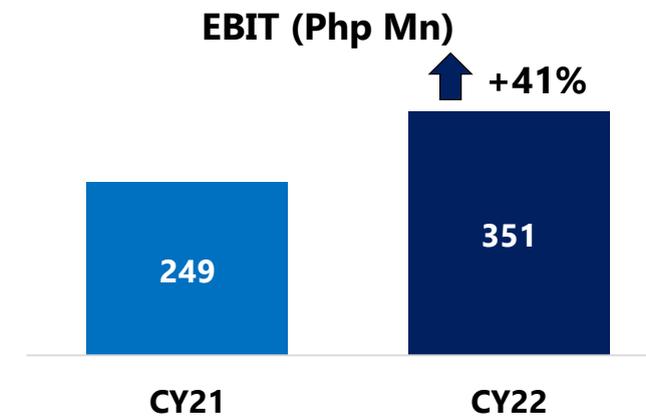
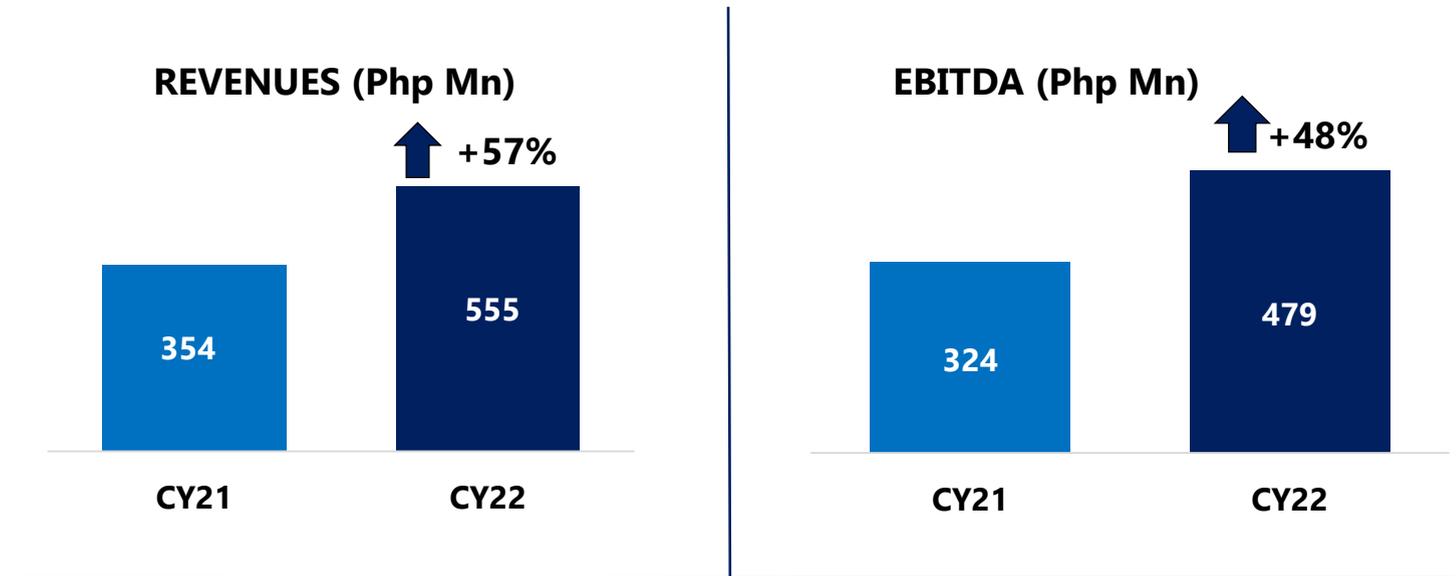
<b>Location:</b>	Baliwag, Bulacan
<b>Launch Date:</b>	Nov. 2022
<b>No. of Units:</b>	852
<b>Launched Sales Value:</b>	Php 2.5 Bn

# 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
- Upcoming Calamba 2A has 32,919 sqm. of gross leasable space



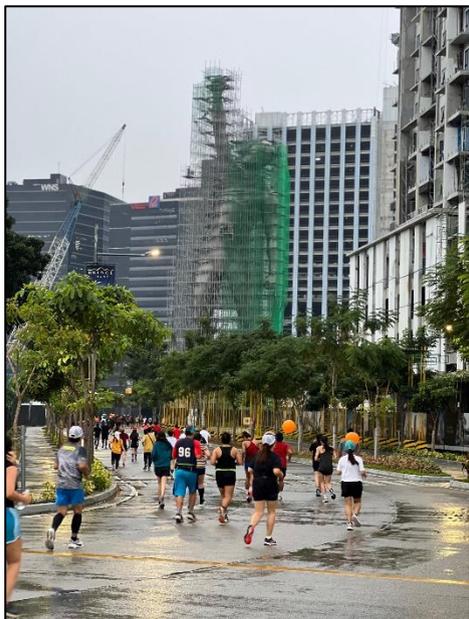
**Upcoming Calamba 2A warehouse  
Artist's Perspective**



# ROBINSONS INTEGRATED DEVELOPMENTS

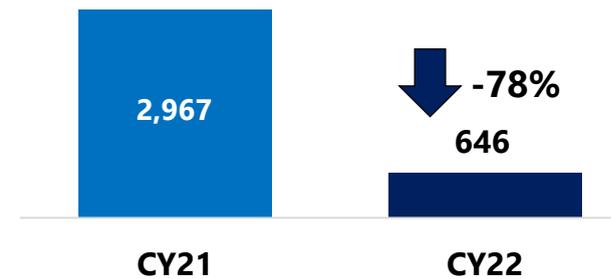
- **Bridgetowne** Obstacle Park is world's biggest permanent obstacle facility with 6K sqm 25 obstacle facility
- **Montclair** completed interchange exit near Clark Freeport Zone
- Latest residential project (SVG 3) launched in **Sierra Valley Estate**

## Developments in Bridgetowne



**Location:** Bridgetowne Estate in Quezon & Pasig City

### REVENUES (Php Mn)



### EBITDA (Php Mn)

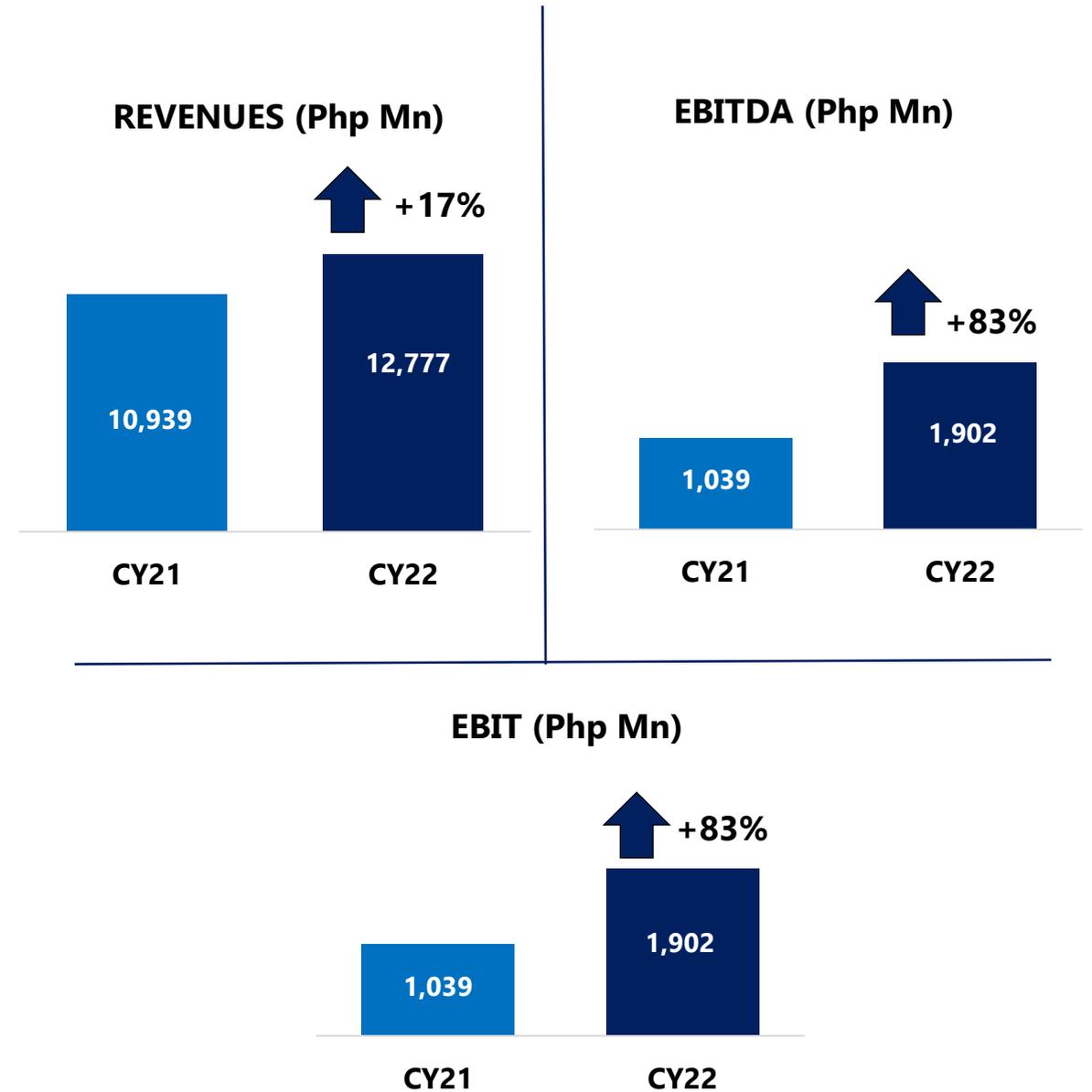


### EBIT (Php Mn)



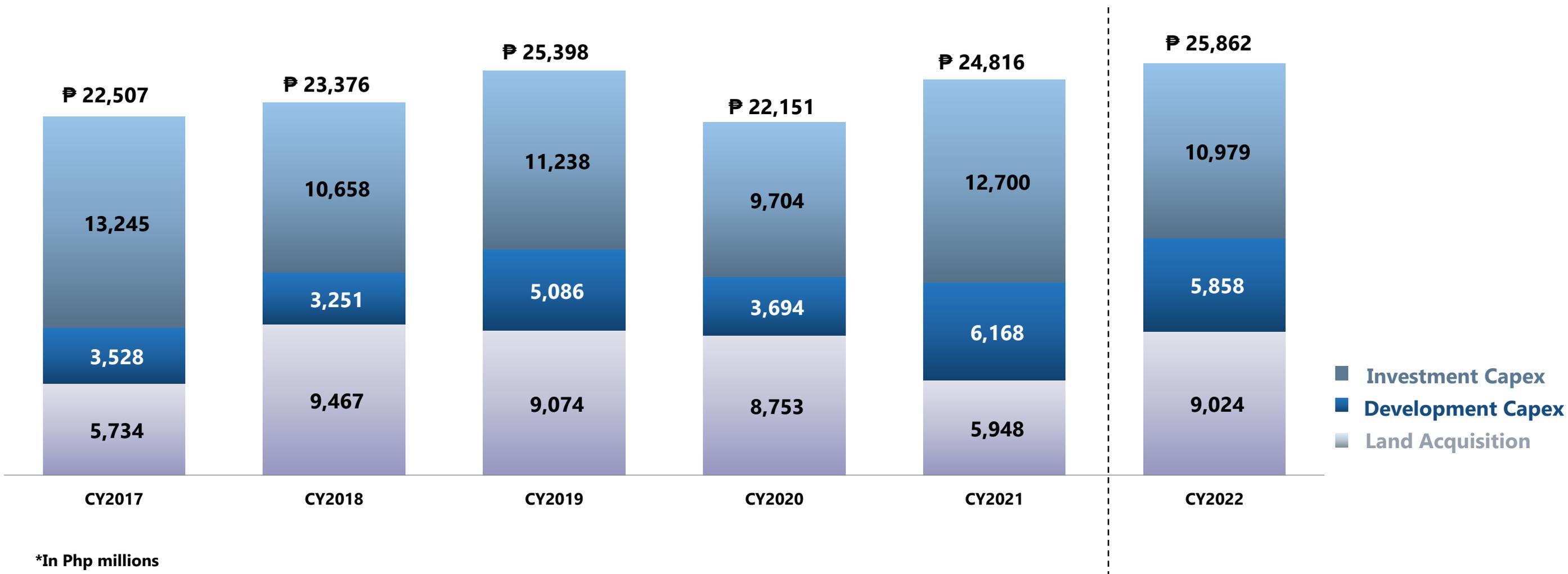
# CHENGDU BAN BIAN JIE PROJECT

- 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



\*In Php millions

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

Location	Area (Has.)	Value (Php Bn)
<b>Destination Estates</b>	<b>236</b>	<b>87.4</b>
1. <i>Bridgetowne</i>	19	67.7
2. <i>Sierra Valley</i>	12	9.4
3. <i>Montclair</i>	205	10.3
Metro Manila	21	62.4
<b>Luzon</b>	<b>283</b>	<b>14.7</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>816</b>	<b>185.6</b>



# DIGITAL SOLUTIONS AND OTHER INITIATIVES



**YOUR FAVORITE MALL IS ONLINE**

The only "true" multi-store online platform in the Philippines.

Get everything you need in 1 go!

www.malldash.ph

### Participating Malls

Antipolo, Ilocos, Magnolia, Manila, Las Pinas

### CSAT Score



Customers – 90%



**ROBINSONS MALLS**

Enjoy APP - EXCLUSIVE DEALS & DISCOUNTS

FREE PARKING

MORE DEALS & DISCOUNTS

FREE VIP PAY LOUNGE PASS

BUY ONE GET ONE DEALS

UP TO 50% OFF

DOWNLOAD RMALLS+ NOW!

TERMS & CONDITIONS APPLY



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 January 25, 2023: 235,716K

### 2. Robinsons Malls Tenants Portal

- Active User Participation in 2022: 82%

### 3. Mall Dash mobile app is under development

- Target launch is 1Q 2023

# Digital Solutions & Campaigns

## November-December 2022

### BRAND CAMPAIGN / HOME IS WITH RLC RESIDENCES



**Amplification of Love Marie Design Collaboration thru YouTube & Facebook ads**

### Boosted Facebook Event Invite for PPIE



### Centerspread ad placement in major print titles to celebrate RLC Residences' 2022 achievements - AWARDS



### THANKFUL FOR 2022: RLC Residences celebrates steady growth, award-winning projects, and multiple brand accolades



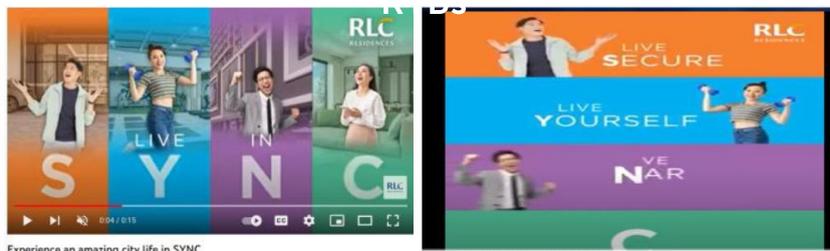
**RLC Brand Story video featured in the CEO Magazine**

### Culminating Online / On-ground Property Previews (Gift Flash Promo Hype)



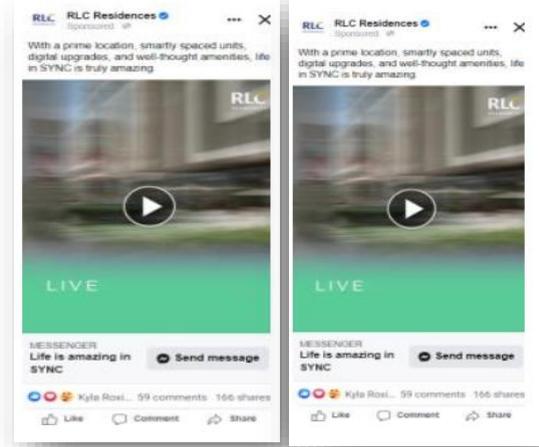
### SYNC N TOWER LAUNCH / LIFE IS AMAZING. LIVE IN SYNC.

### Drive consideration by highlighting SYNC RFDs



Experience an amazing city life in SYNC. An amazing life awaits you in SYNC.

YouTube Ads



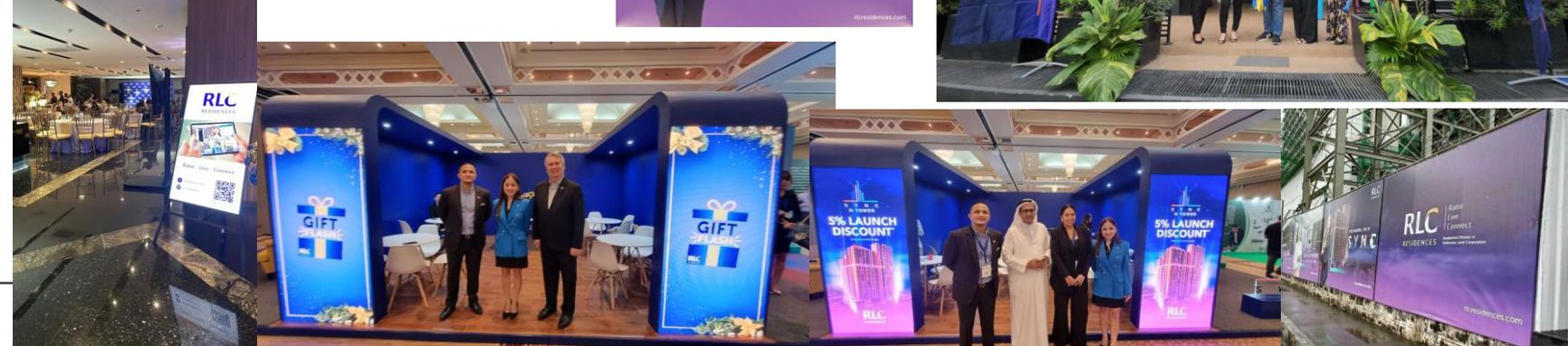
Facebook Lead Generation Forms

**Influence conversion by reinforcing it as a smart investment**

### On-ground RFO / SYNC Campaign support for IM @ PPIE in Dubai



### Campaign amplification with SYNC Digital OOH, installation of SYNC Fence ads and opening of SYNC sales lounge



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



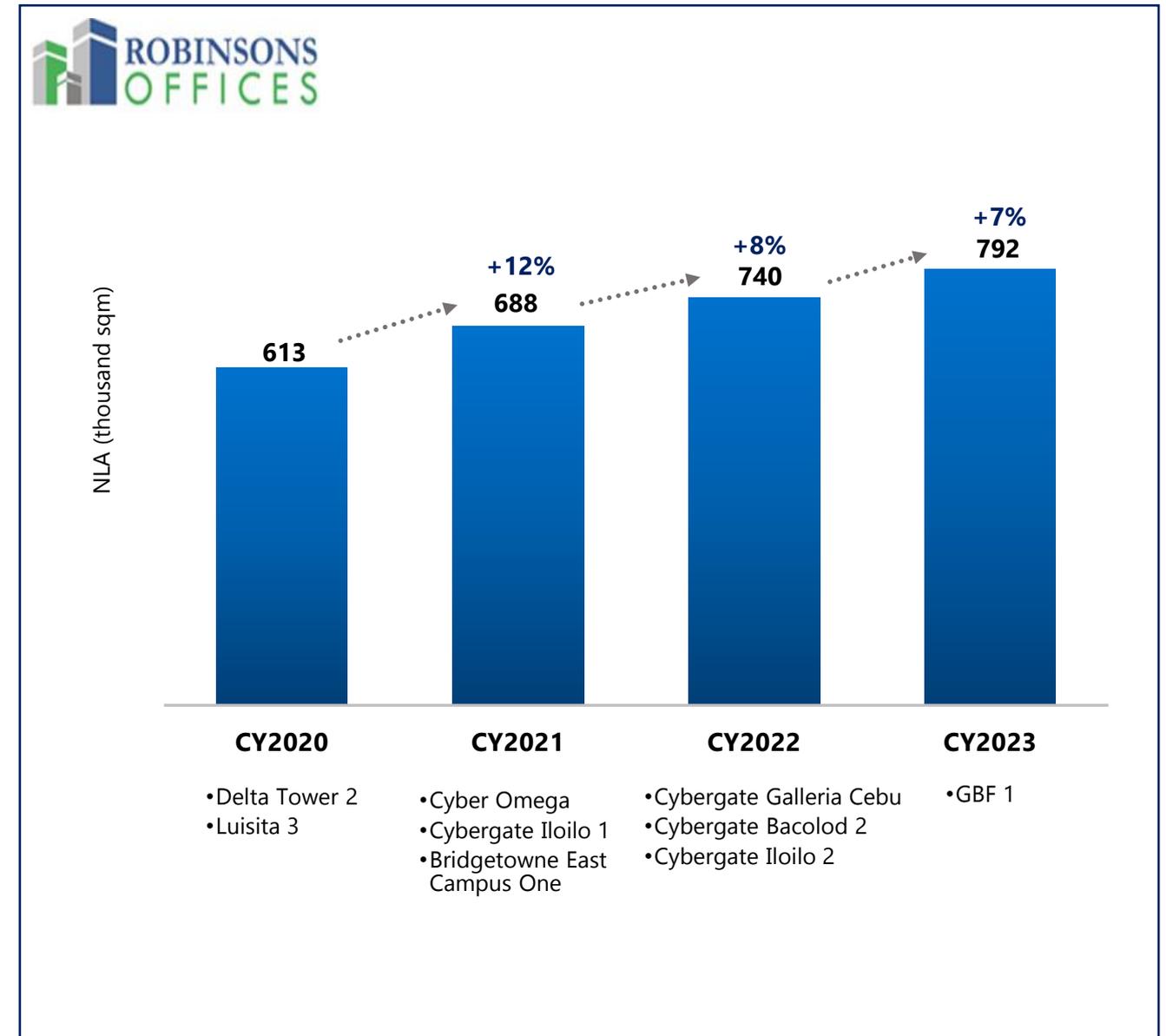
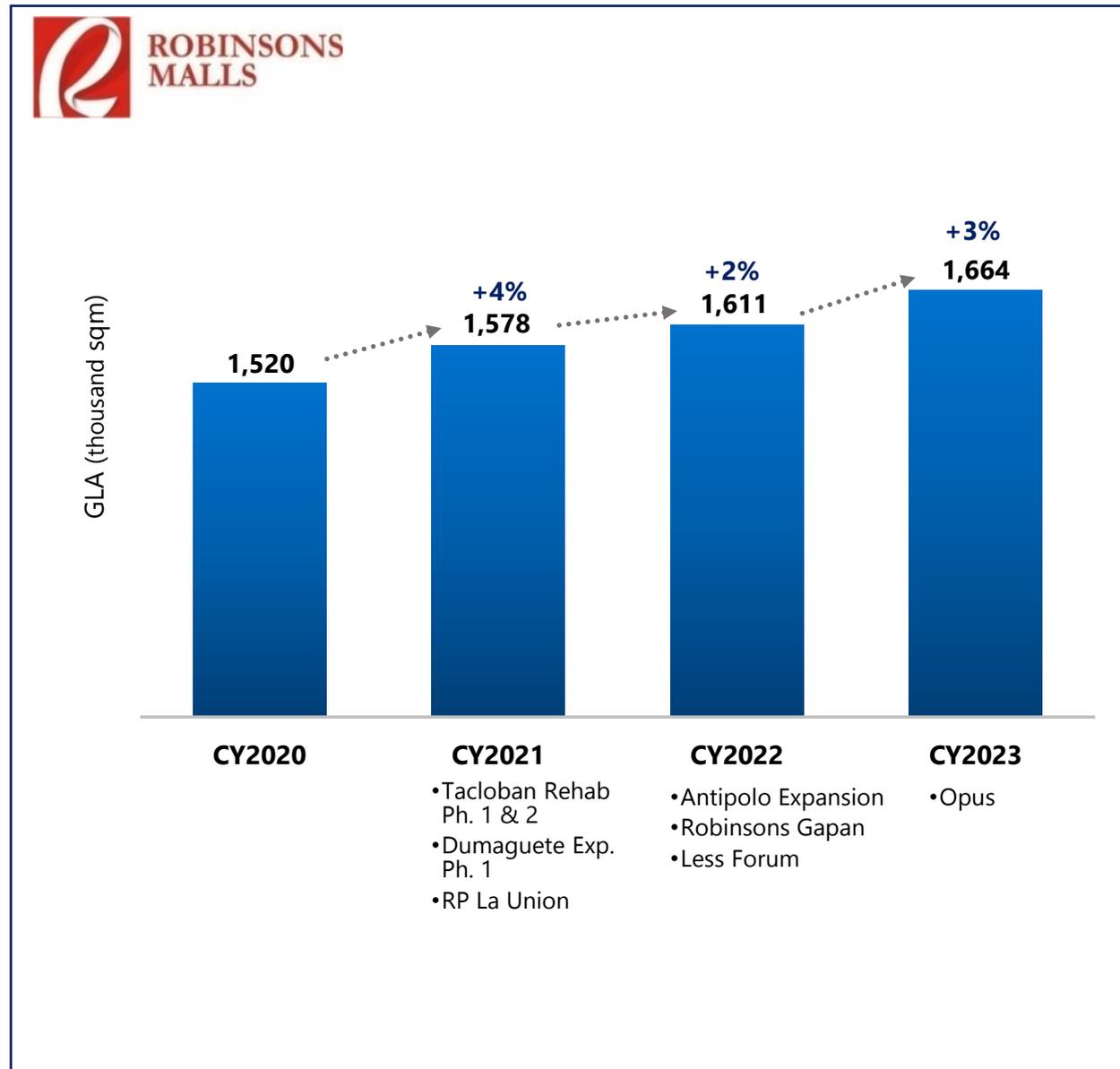
Scan the QR Code to  
download the app or head to  
<https://uqr.to/RobinsonsHotelsApp>



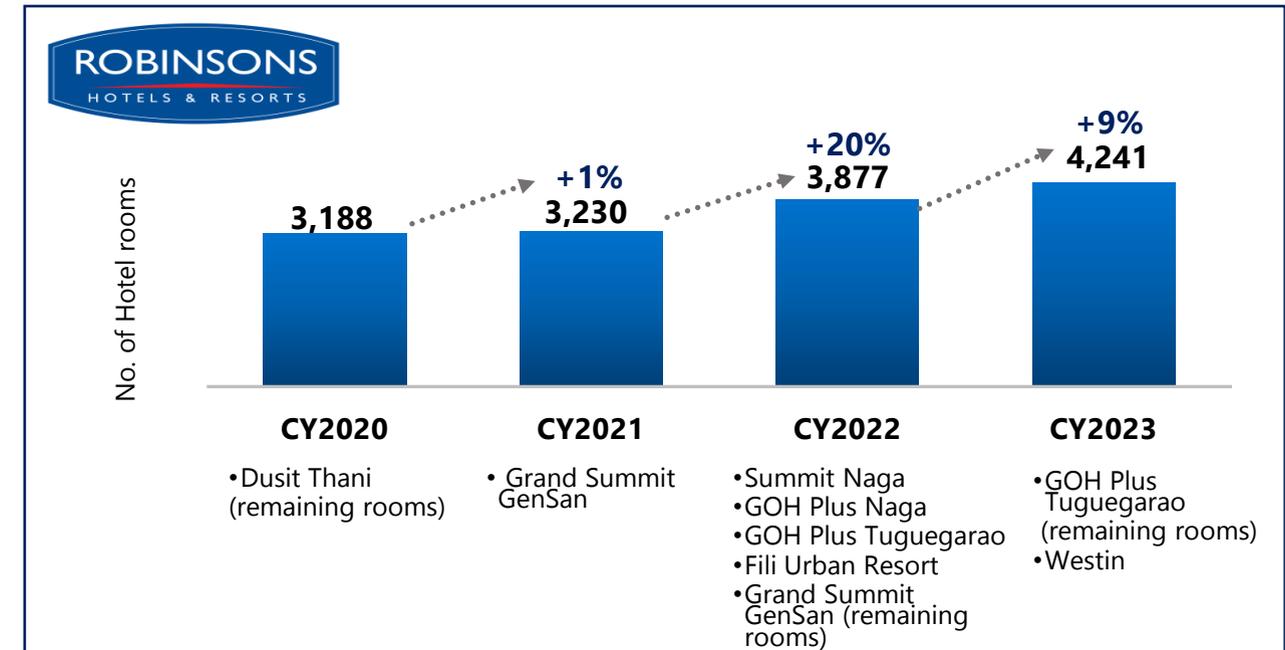
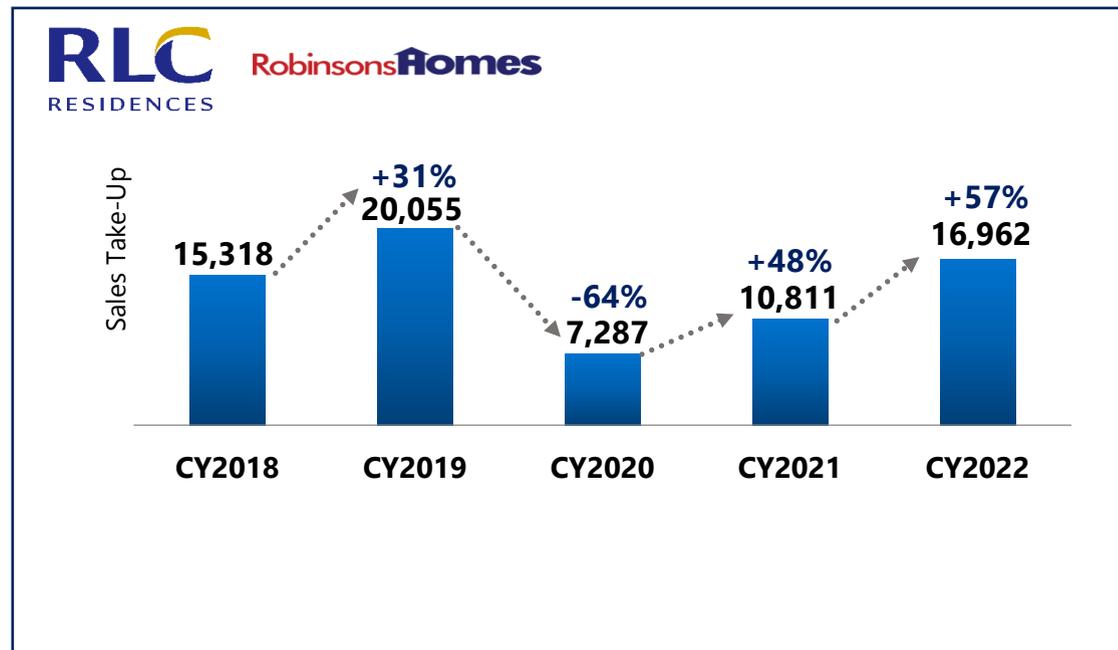
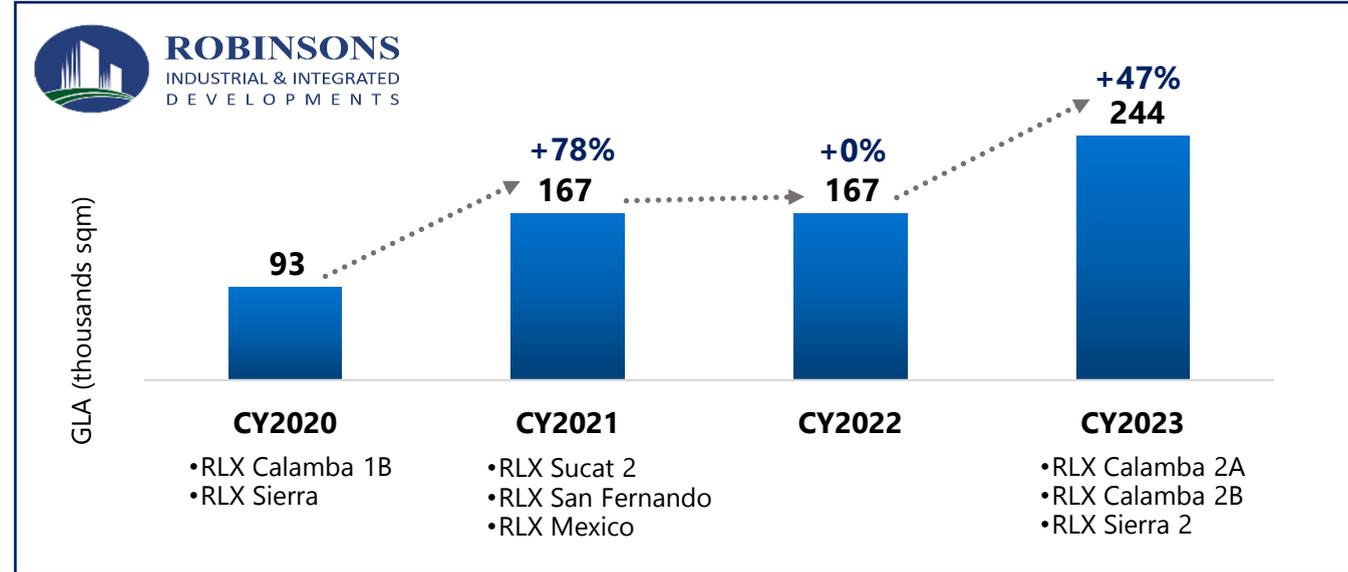
Powered by WHITE CLARK  
TECHNOLOGIES

# FUTURE PLANS AND STRATEGIES

# FUTURE PLANS



# FUTURE PLANS



# 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



Green Buildings:  
-EDGE Certification - Gamma + Beta  
-LEED Certification – Tera, Exxa, Zeta and Giga



Waste Water  
Conservation and  
Treatment Program



Solid Waste Management



Electric Vehicle (EV) Charging Stations



Tree-Planting + Clean-Up Drives



## Social



Relief Operations – 8,467 Beneficiaries

- Typhoon Agaton – 2,190
- Typhoon Karding – 1,384
- Typhoon Neneng - 403
- Typhoon Paeng – 3,671
- Cebu Fire Incident - 819



- Livelihood Program
- Entrep Corner



- Brigada Eskwela
- Brigada Pagbasa
- Adopt-a-School



- Feeding Programs
- Pediatric Cancer Home Rehabilitation
- In-Mall Mental Health Space



RLC – Phil's' Best Employer by Statista & Inquirer  
Bloomberg Gender Equality Index inclusion



## Governance



GGAPP conducted a third party board evaluation - assessed board efficiency and performance



Independent Directors  
Head Key Board Committees



Company-wide Anti-Corruption Trainings



Enterprise Risk Management program



RLC received One Golden Arrow award by ACGS on good corporate governance



# Robinsons Land Corporation Received A Golden Arrow Award on Good Corporate Governance



The recognition is based on the 2021 ASEAN Corporate Governance Scorecard (ACGS) assessment results

# DISASTER RESPONSE

## TYPHOON AGATON

### Communities



### Employees



## CEBU FIRE INCIDENT



## TYPHOON KARDING

### Gapan



### Tarlac



### Angeles



### Malolos



### San Fernando



## TYPHOON NENENG



## TYPHOON PAENG



# COMMUNITY DEVELOPMENT

## ENTREP CORNER WITH TRINITY UNIVERSITY OF ASIA



## 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



# EDUCATION

## BRIGADA PAGBASA BARANGKA ILAYA ELEM. SCHOOL



## BRIGADA ESKWELA



## ADOPT-A-SCHOOL



## ADOPT-A-COMMUNITY



# HEALTH & NUTRITION

## FEEDING PROGRAMS



RP PALAWAN'S CLEAN-UP DRIVE



RP ORMOC'S CLEAN-UP DRIVE



RP SANTIAGO'S TREE PLANTING ACTIVITY



RHOMES CDO'S TREE-LANTING ACTIVITY



RP TUGUEGARAO'S TREE-PLANTING ACTIVITY



RP TACLOBAN'S CLEAN-UP DRIVE & TREE-PLANTING



RP BUTUAN'S TREE-PLANTING ACTIVITY



IID DONATES SAPLINGS TO PORAC LGU



RP ROXAS' PLOGGING DRIVE



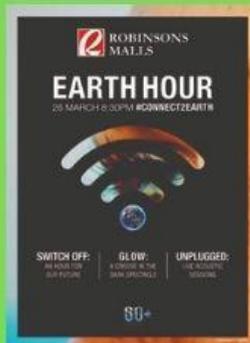
RP ROXAS'S TREE-PLANTING ACTIVITY



GALLERIA CEBU'S CLEAN-UP DRIVE



EARTH HOUR



CEBU JOINS RIVER CLEAN-UP



IID'S TREE-PLANTING ACTIVITY



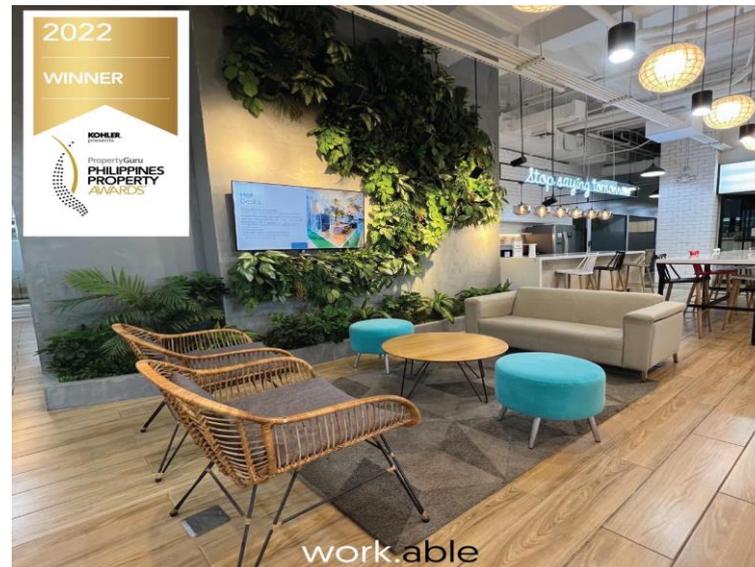
OFFICES PARTNERS WITH URC FOR PLASTIC EXCHANGE



# AWARDS



**BCIA Asia 2022 Top 10 Developers Award**



**Best Co-Working Space Country Awards for work.able Exxa-Zeta Center**



**Best Operational Hospitality Portfolio at the PropertyGuru Philippines Property Awards 2022**

## DIRECTOR'S CHOICE AWARD DOT CALABARZON TOURISM EXCELLENCE AWARDS 2022



**Summit Ridge Tagaytay - Director's Choice Award DOT CALABARZON Tourism Excellence Awards 2022**



**Recognition for active involvement in the Transforming Tourism Value Chains Project |**



**Go Hotels Bacolod and Go Hotels Iligan have been recognized in the KAYAK Travel Awards 2022**

# AWARDS



Project / Brand	Award Giving Body	Recognition
1 The Sapphire Bloc	DOT Property Philippines Awards (8 awards)	Best Design/Condominium Architectural Design
2 Sierra Valley Gardens		Best Sustainable/Sustainable Residential Development
3 Woodsville Crest		Best Development/Low Rise Condominium
4 AmiSa Private Residences		Best Development/Beachfront Development
5 RLC Residences		Best Developer Metro Manila
6 RLC Residences		Best Developer/Sustainable Living
7 RLC Residences		Special Recognition Award for Community Building
8 AmiSa Private Residences		People's Choice Project of the Year
9 Sierra Valley Gardens	DOT Property Southeast Asia Awards ( 1 award)	Best Sustainable Residential Development
10 RLC Residences	Asia Pacific Property Awards ( 1 award)	Developer Website of the Year
11 Robinsons Land Corporation	Global Brands Magazine Awards (1 award)	Best Residential Developer
12 RLC Residences	Lamudi - The Outlook 2022: Philippine Real Estate Awards (4 awards)	Best Pandemic Pivot
13 Woodsville Crest		Best Smart Development
14 Sierra Valley Gardens		Highly Commended: Best Smart Development
15 AmiSa Private Residences		Best Premium Condo of the Year 2022 (Visayas and Mindanao)
16 RLC Residences	Marketing Excellence Awards Philippines 2022 (7 awards)	Gold Award - Excellence in Launch/Relaunch Campaign
17 RLC Residences		Gold Award - Excellence in Marketing Transformation
18 RLC Residences Marketing Team		Silver Award - Marketing Team of the Year
19 Karen Cesario of RLC Residences		Silver Award - Marketing Leader of the Year
20 RLC Residences		Bronze Award - Excellence in Brand Awareness
21 RLC Residences		Bronze Award - Excellence in TV/Video Advertising
22 RLC Residences		Bronze Award - Excellence in Out-of-Home Advertising

**THANK YOU**



**ROBINSONS LAND  
CORPORATION**

**4Q CY2022  
Analyst Briefing**