



**ROBINSONS LAND  
CORPORATION**

**1Q CY2023  
Analyst Briefing  
11 May 2023**



# Agenda

1. 1Q CY2023 FINANCIAL HIGHLIGHTS
2. 1Q CY2023 OPERATIONAL HIGHLIGHTS
3. DIGITAL AND OTHER INITIATIVES
4. FUTURE PLANS AND STRATEGIES
5. 1Q CY2023 ESG INITIATIVES



# KEY MESSAGE:

- 1. RLC POSTED STRONG 1QCY2023 REVENUES OF PHP9.28 Bn (+39%) & NET INCOME OF Php2.66 Bn (+90%), SURPASSING 1Q19 LEVELS**
  - **EPS increased by 95%YoY to Php0.53/sh**; NET BOOK VALUE at Php26.36 per share
- 2. RESIDENTIAL REVENUES REACHED PHP2.38 Bn (+68%) IN 1Q ON HIGHER RECOGNITION & CONSTRUCTION PROGRESS**
  - RLC net sales take-up almost doubled in 1Q23 up 94% YoY; while JV sales 1Q up 166%YoY
  - Launched HARAYA, second project with Shang Properties
  - Earnings in equity of JVs posted to Php293 million
- 3. MALL REVENUE GROWTH SOARED TO PHP3.91 Bn IN 1Q; ROSE BY 46%YOY**
  - 1Q mall rental revenues jumped 55% vs SPLY; 91% occupancy rate
  - Rental revenues above 1Q19 levels
- 4. HOTELS REVENUE SURGED ABOVE 1Q2022 & 1Q2019 LEVELS**
  - 1Q revenue jumped by 162% vs 1Q22; RHR revenue is already 170% of 1Q2019 levels
  - The Westin Manila opened in March 2023
  - EBIT is already positive
- 5. INDUSTRIAL 1Q REVENUE ROSE MODESTLY TO PHP137 Mln**
  - Completed 8th warehouse (Calamba 2A with 33K sqm of GLA)
- 6. OFFICE REVENUES REMAIN STEADY; GREW BY 4%YOY**

*\*Note: Unaudited Financial Numbers*



# Business Portfolio

As of 1Q CY2023

53

Lifestyle Centers

88

Residential Buildings

from 86 as of end 4Q CY2022

40

Housing Subdivisions

31

Office Developments

29

Mixed-Use Developments

from 28 as of end 4Q CY2022

26

Hotels & Resorts

from 25 as of end 4Q CY2022

9

work.able Centers

from 8 as of end 4Q CY2022

8

Industrial Facilities

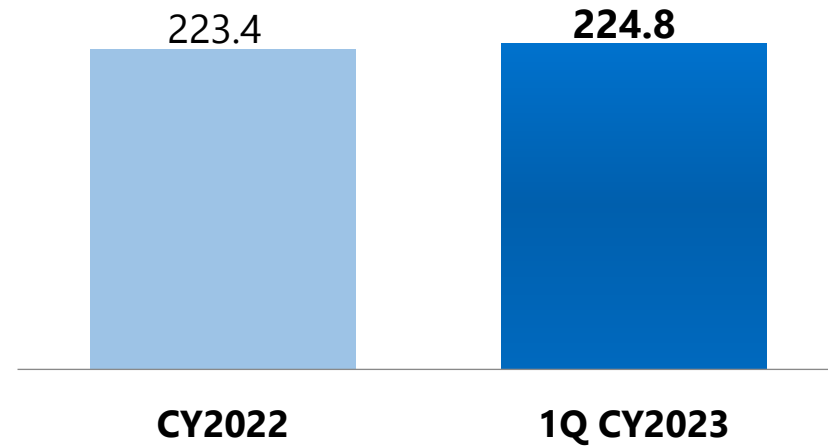
from 7 as of end 4Q CY2022

# 1Q CY2023 FINANCIAL HIGHLIGHTS

# SOLID AND HEALTHY FINANCIAL POSITION

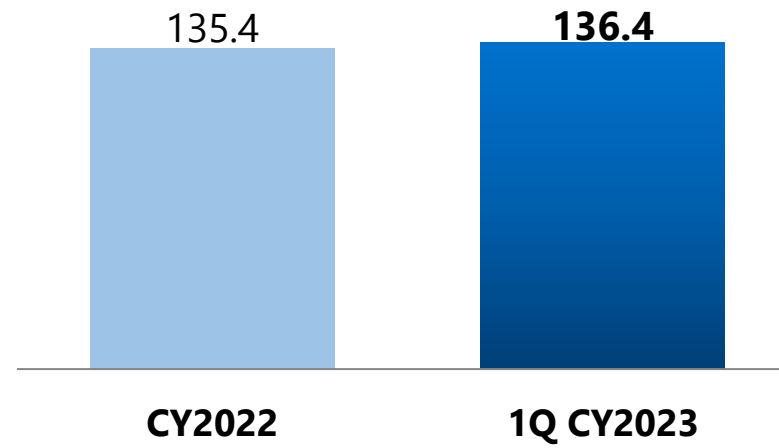
## TOTAL ASSETS

(in Php Bn)

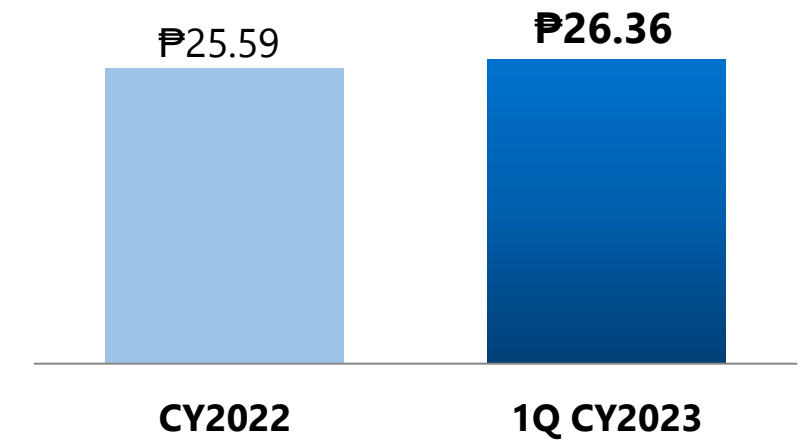


## SHAREHOLDERS' EQUITY

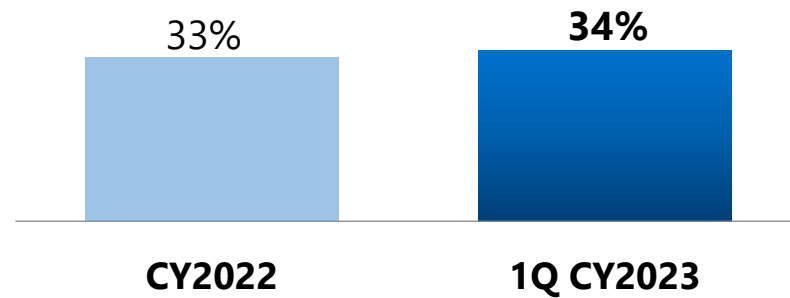
(in Php Bn)



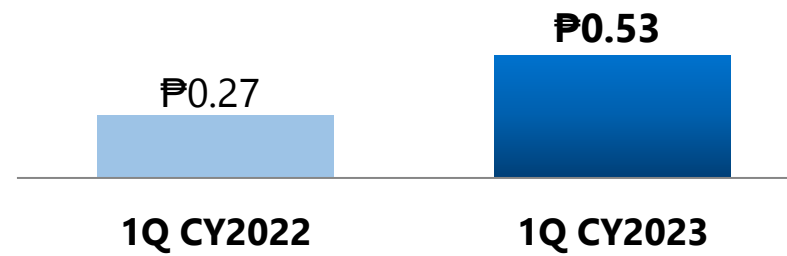
## NET BOOK VALUE PER SHARE



## NET DEBT TO EQUITY



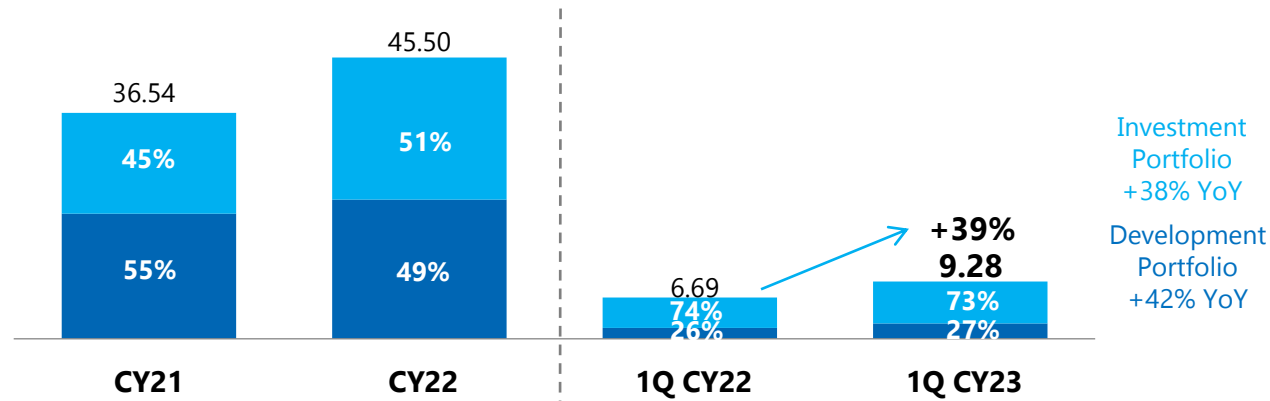
## EARNINGS PER SHARE



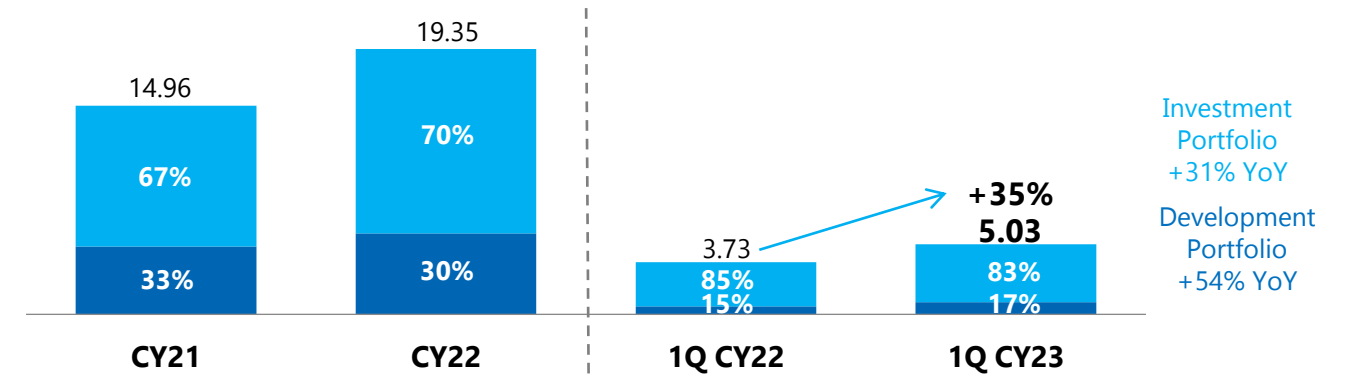
Note: Unaudited financial numbers

# DIVERSIFIED BUSINESS MODEL PROVIDES RESILIENT CASH FLOW

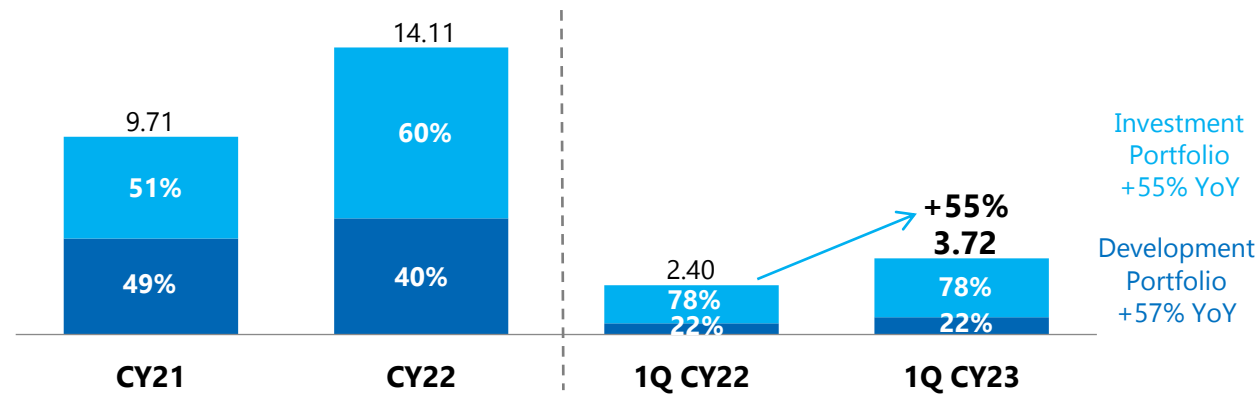
## REVENUES (in Php Bn)



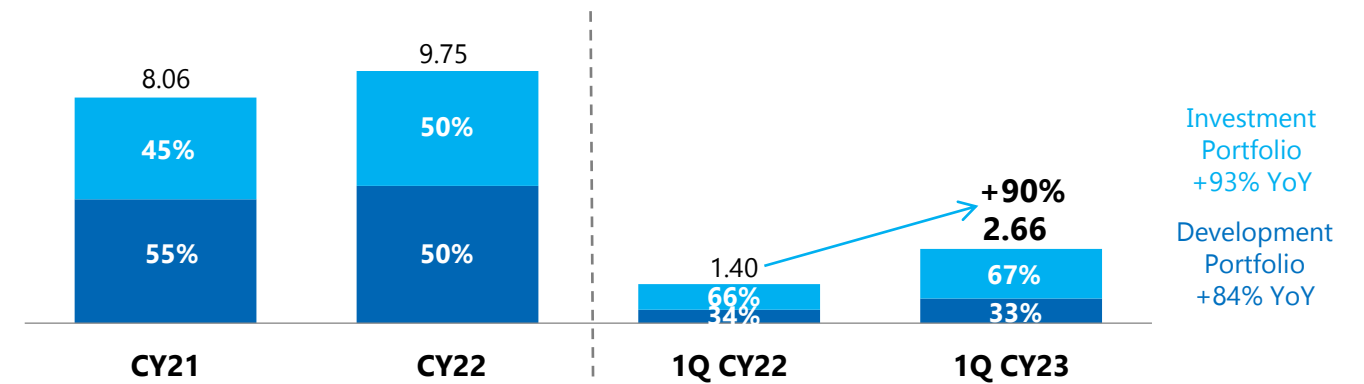
## EBITDA (in Php Bn)



## EBIT (in Php Bn)



## NET INCOME (in Php Bn)



Investment Portfolio



Development Portfolio

Note: Unaudited financial numbers



# PER BU FINANCIAL PERFORMANCE HIGHLIGHTS

(IN PHP MN)	REVENUE			EBITDA			EBIT		
	1Q CY2023	% to RLC	YoY	1Q CY2023	% to RLC	YoY	1Q CY2023	% to RLC	YoY
<b>TOTAL RLC</b>	<b>9,280</b>	<b>100%</b>	<b>+39%</b>	<b>5,028</b>	<b>100%</b>	<b>+35%</b>	<b>3,722</b>	<b>100%</b>	<b>+55%</b>
<b>MALLS</b>	<b>3,908</b>	<b>42%</b>	<b>+46%</b>	<b>2,285</b>	<b>46%</b>	<b>+53%</b>	<b>1,431</b>	<b>38%</b>	<b>+160%</b>
<b>OFFICES</b>	<b>1,846</b>	<b>20%</b>	<b>+4%</b>	<b>1,580</b>	<b>31%</b>	<b>+3%</b>	<b>1,325</b>	<b>36%</b>	<b>+2%</b>
<b>HOTELS</b>	<b>879</b>	<b>9%</b>	<b>+162%</b>	<b>167</b>	<b>3%</b>	<b>+330%</b>	<b>23</b>	<b>1%</b>	<b>+131%</b>
<b>RESIDENTIAL</b>	<b>2,084</b>	<b>22%</b>	<b>+64%</b>	<b>519</b>	<b>10%</b>	<b>+73%</b>	<b>499</b>	<b>13%</b>	<b>+79%</b>
<b>CHINA</b>	<b>14</b>	<b>-</b>	<b>-95%</b>	<b>8</b>	<b>-</b>	<b>-92%</b>	<b>8</b>	<b>-</b>	<b>-92%</b>
<b>LOGISTICS &amp; INDUSTRIAL</b>	<b>137</b>	<b>2%</b>	<b>+2%</b>	<b>130</b>	<b>3%</b>	<b>+18%</b>	<b>98</b>	<b>3%</b>	<b>+25%</b>
<b>INTEGRATED DEVT'S</b>	<b>119</b>	<b>1%</b>	<b>+109%</b>	<b>46</b>	<b>1%</b>	<b>+170%</b>	<b>45</b>	<b>1%</b>	<b>+182%</b>
<b>JOINT VENTURES</b>	<b>293</b>	<b>3%</b>	<b>+108%</b>	<b>293</b>	<b>6%</b>	<b>+108%</b>	<b>293</b>	<b>8%</b>	<b>+108%</b>

Net Profit (attributable to parent) for the quarter increased by **90% vs. SPLY** to **Php2.66 Bn**

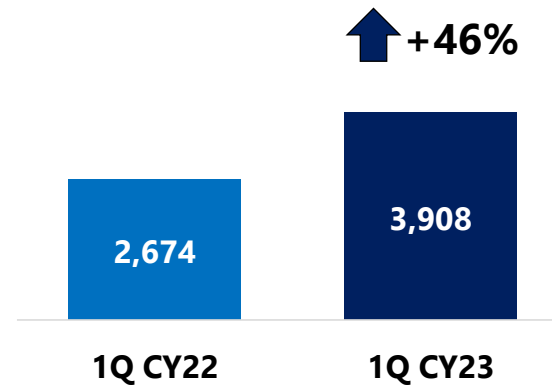
*Note: Unaudited financial numbers*



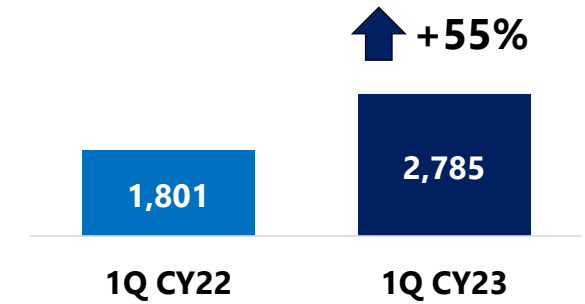
# 1Q CY2023 OPERATIONAL HIGHLIGHTS

- **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

## REVENUES (Php Mn)



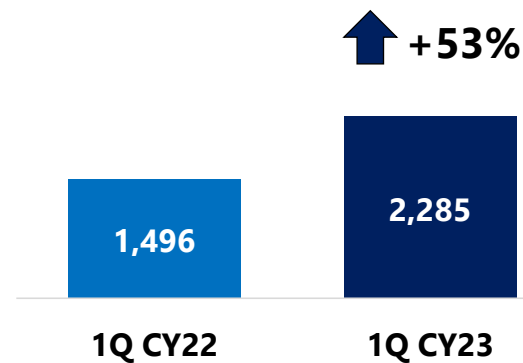
## RENTAL REVENUES (Php Mn)



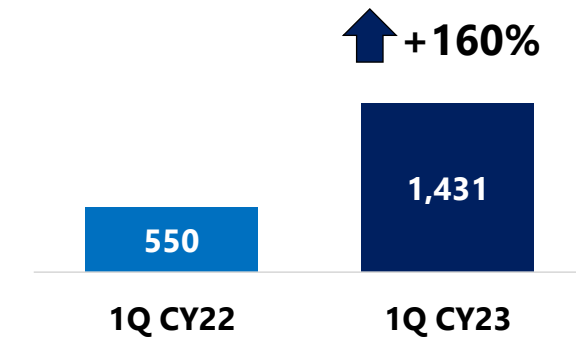
## Opus



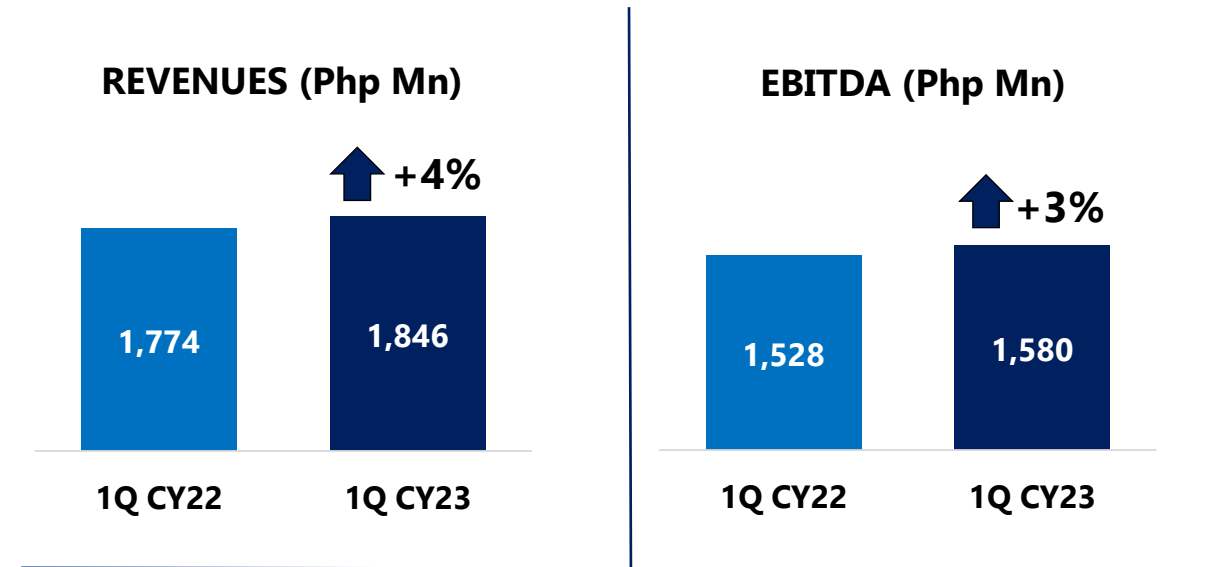
## EBITDA (Php Mn)



## EBIT (Php Mn)



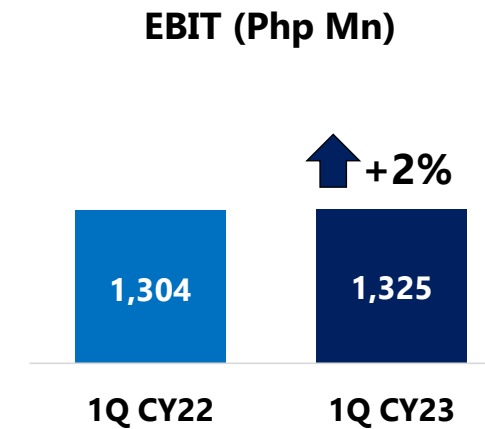
- A leading IT-BPM office space provider with **741,000 sqm** gross leasable space
- **89%** leased percentage across **31** office developments
- **9 work.able** centers
- Dominant office landlord in the **Ortigas Central Business District.**



## GBF Towers in Bridgetowne Estate



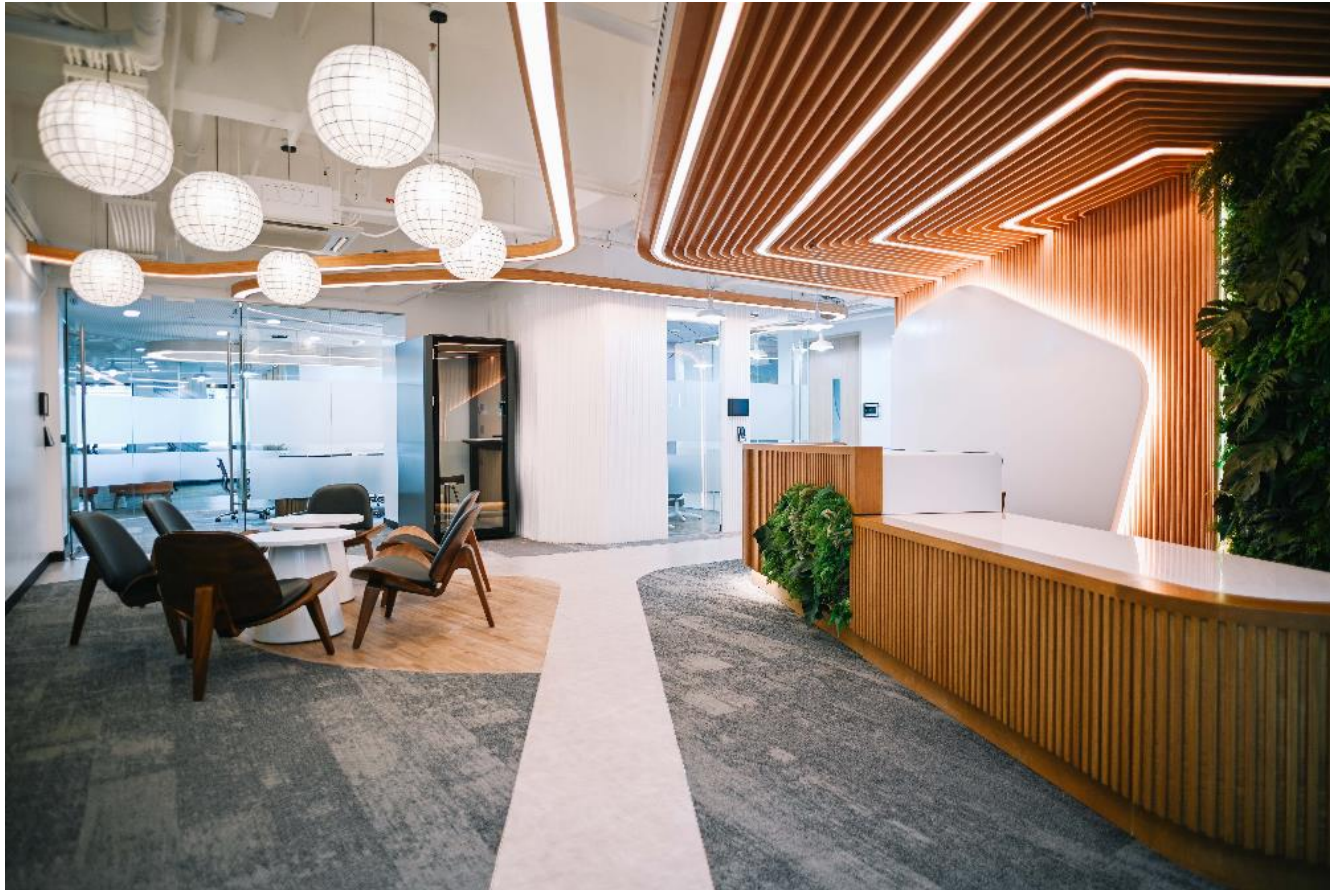
Artist's Perspective





# 1Q CY2023 NEW WORK.ABLE CENTER

## Omega 3

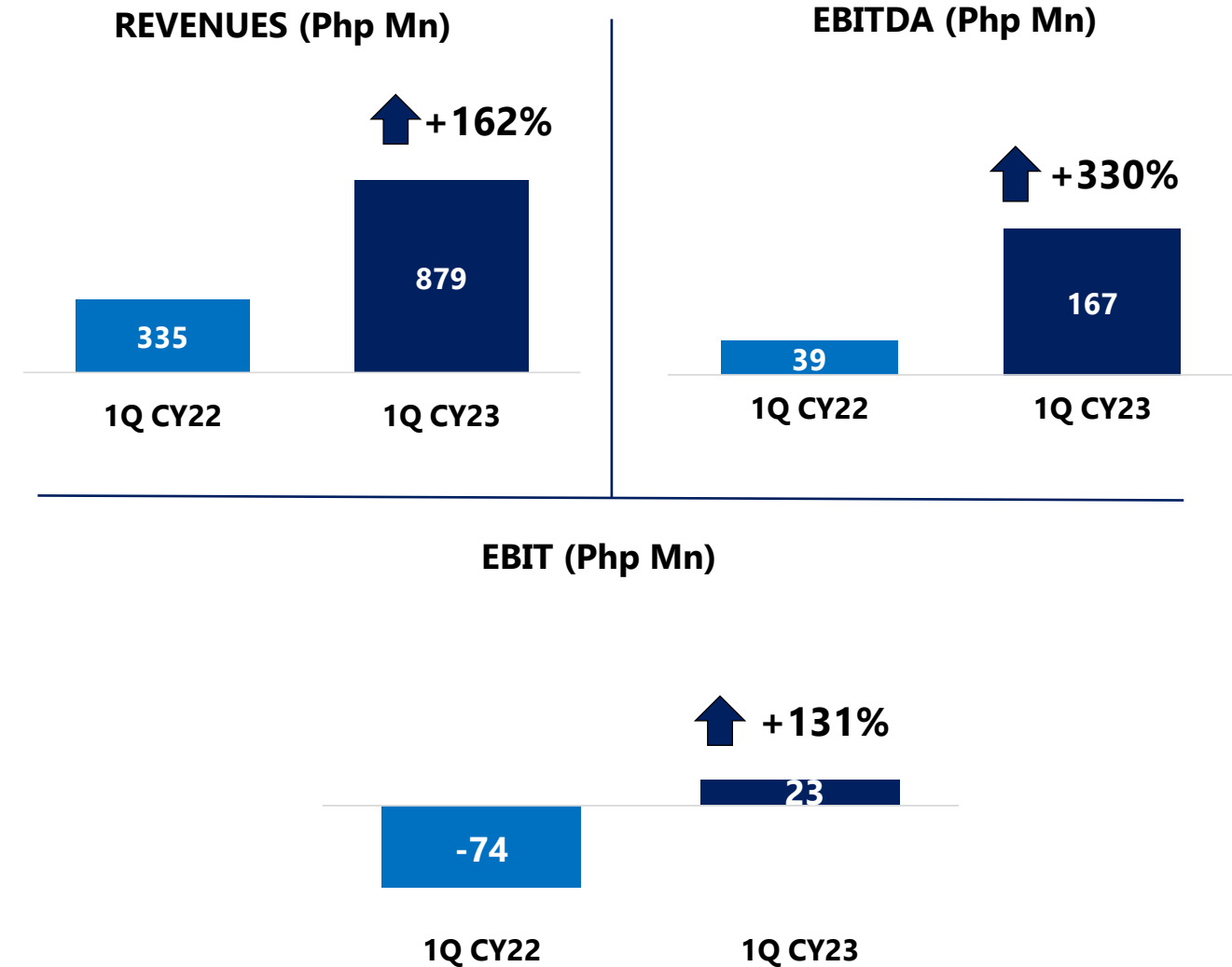


**Location:** Ortigas Center, Pasig City  
**Completion Date:** March 2023

# 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
- **26** hotel properties with **4,046 room keys** across all segments (excluding franchisees)



## International Brands



## Company-owned Brands





# 1Q CY2023 NEW HOTEL

## The Westin Manila



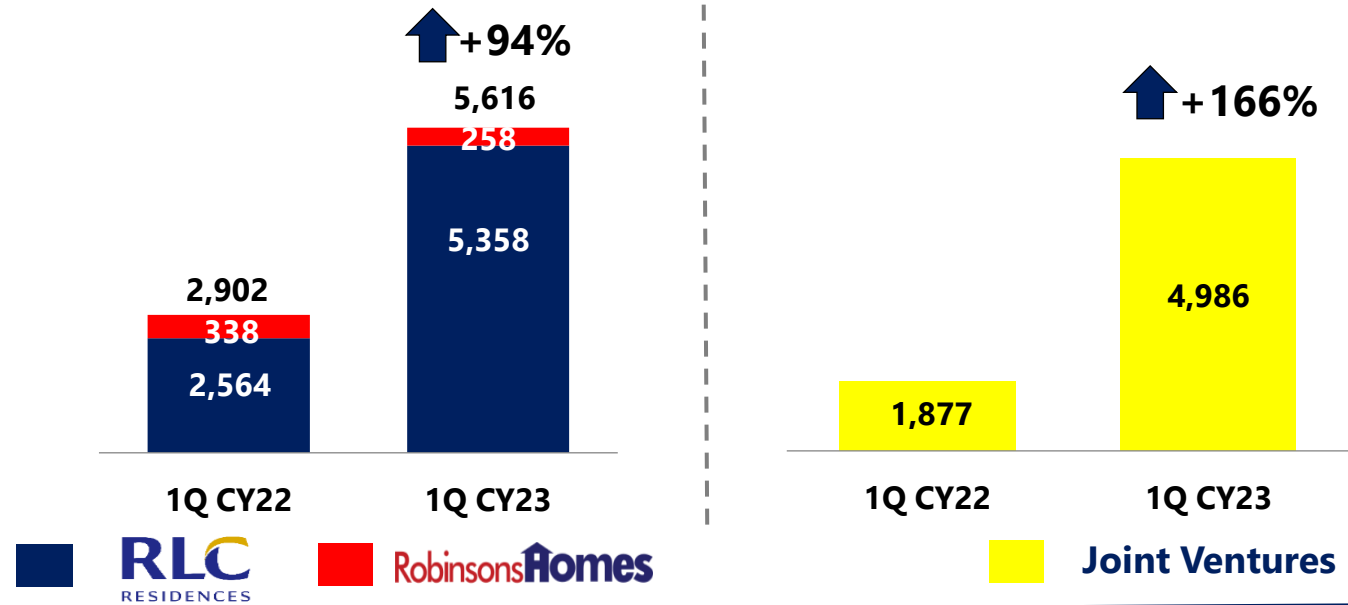
**Location:** Mandauyong City  
**Opening Date:** March 12, 2023  
**No. of Keys:** 303



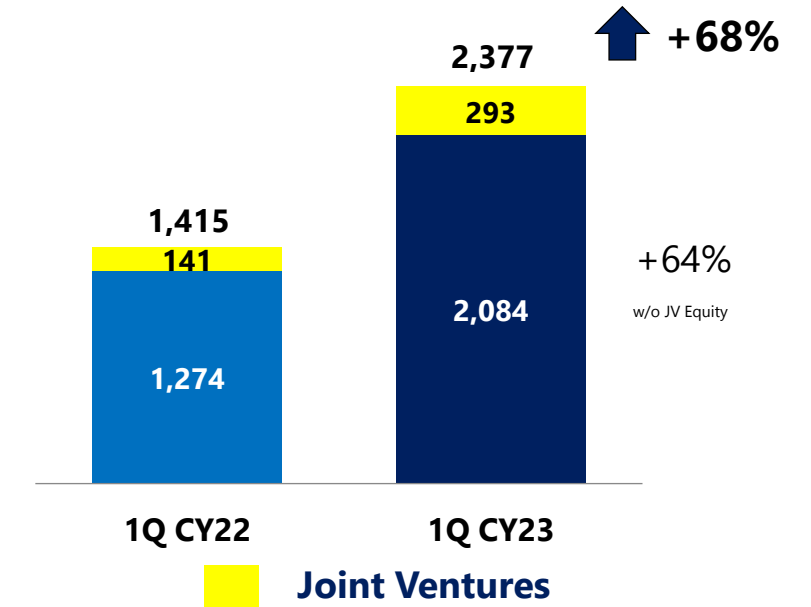


# RESIDENTIAL DIVISION

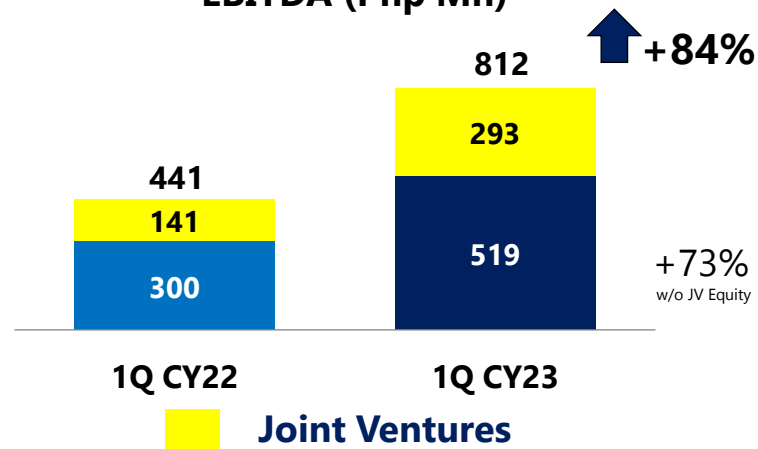
NET SALES TAKE-UP (Php Mn)



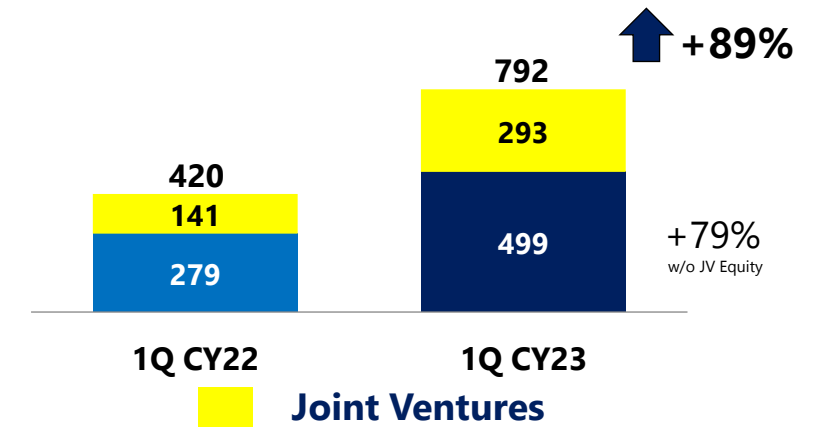
REALIZED REVENUES (Php Mn)



EBITDA (Php Mn)



EBIT (Php Mn)



# 1Q CY2023 NEW RESIDENTIAL PROJECTS

## Le Pont



**Location:** Quezon City  
**Launch Date:** Jan, 2023  
**No. of Units:** 431  
**Launched Sales Value:** Php 10.6 Bn

## Sierra Valley Garden 4



**Location:** Cainta  
**Launch Date:** Feb. 2023  
**No. of Units:** 400  
**Launched Sales Value:** Php 2.8 Bn

# NEW JOINT VENTURE PROJECT - SRPI

## Haraya



<b>Location:</b>	Bridgetowne, Pasig City
<b>Launch Date:</b>	Feb. 2023
<b>No. of Units:</b>	558
<b>Launched Sales Value:</b>	Php 18 Bn



# JOINT VENTURE PROJECTS

## Aurelia



**Location:** McKinley, BGC  
**Launch Date:** Sep. 2019  
**No. of Units:** 285  
**Launched Sales Value:** Php 33.06 Bn  
**Sales Take-up:** 75%

## Velaris – South Tower



**Location:** Pasig City  
**Launch Date:** Feb. 2020  
**No. of Units:** 457  
**Launched Sales Value:** Php 8.9 Bn  
**Sales Take-up:** 67%

## Sonora



**Location:** Las Pinas City  
**Launch Date:** Dec. 2019  
**No. of Units:** 867  
**Launched Sales Value:** Php 5.3 Bn  
**Sales Take-up:** 49%



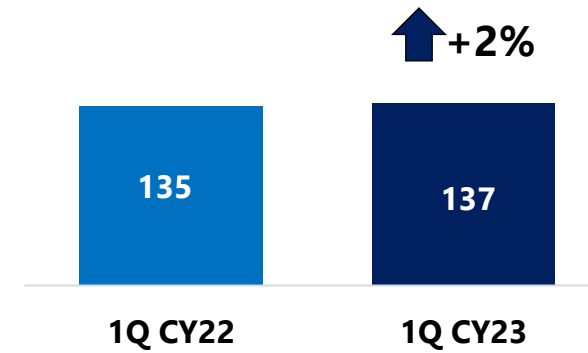
# ROBINSONS LOGISTICS AND INDUSTRIAL FACILITIES

- One of the leading industrial facility providers in the country with a total GLA of **199,000 sqm**
- **8** industrial facilities all across Luzon
- Completed Calamba 2A which has 33,000 sqm. of gross leasable space

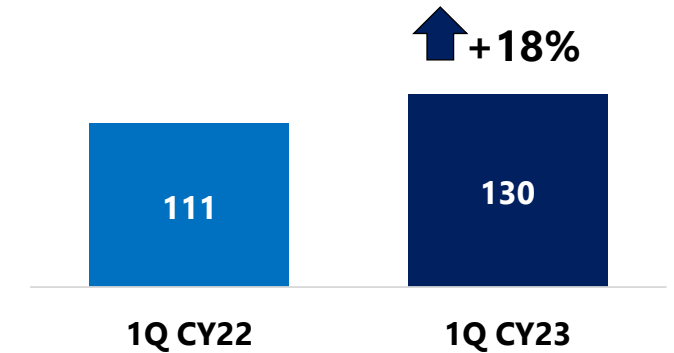


Calamba 2A warehouse  
Artist's Perspective

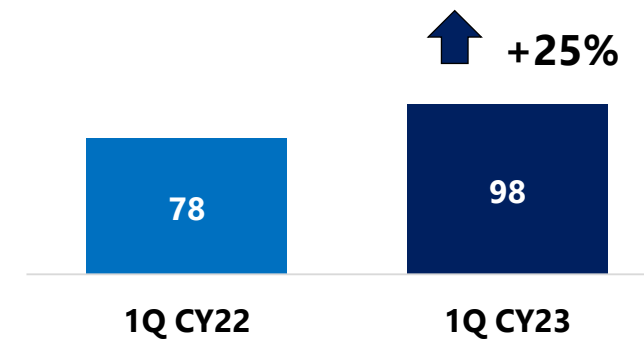
## REVENUES (Php Mn)



## EBITDA (Php Mn)



## EBIT (Php Mn)



# 1Q CY2023 NEW LOGISTICAL FACILITY

## RLX Calamba 2A



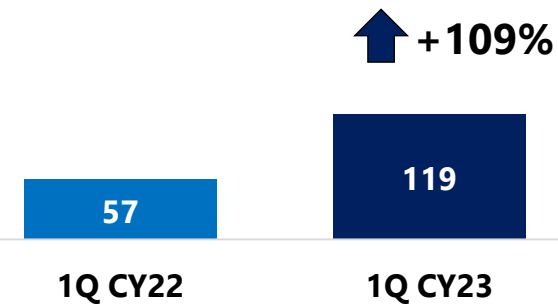
**Location:** Calamba, Laguna  
**Completion Date:** Jan, 2023  
**GLA:** 33,000 sqm



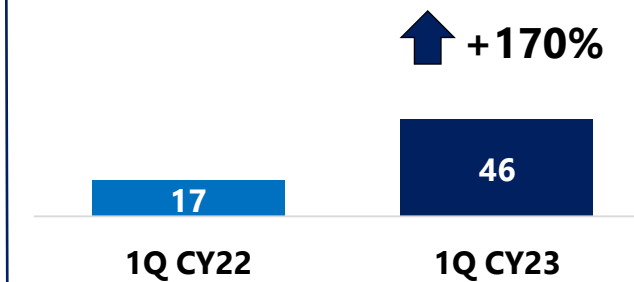
# ROBINSONS INTEGRATED DEVELOPMENTS

- **Bridgetowne** Obstacle Park is world's biggest permanent obstacle facility with 6K sqm 25 obstacle facility
- **Montclair** completed interchange exit near Clark Freeport Zone
- **Sierra Valley's** retail strip is fully leased-out.

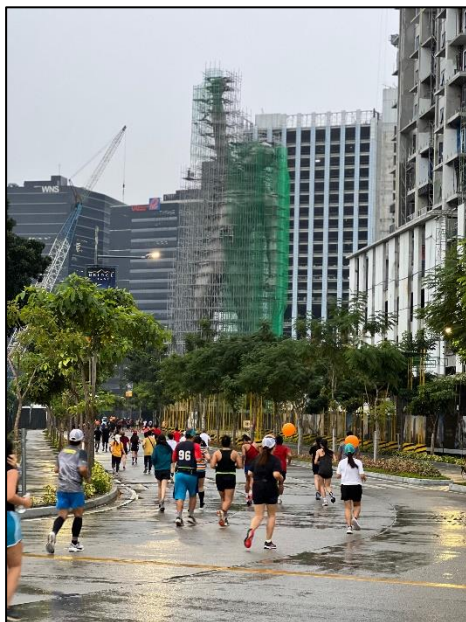
## REVENUES (Php Mn)



## EBITDA (Php Mn)

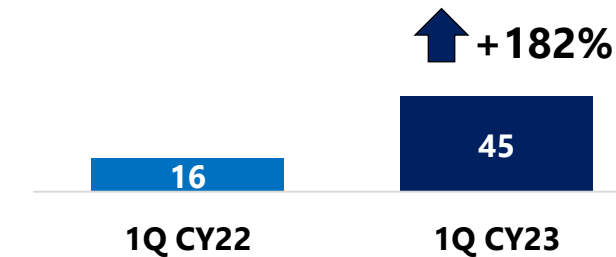


## Developments in Bridgetowne



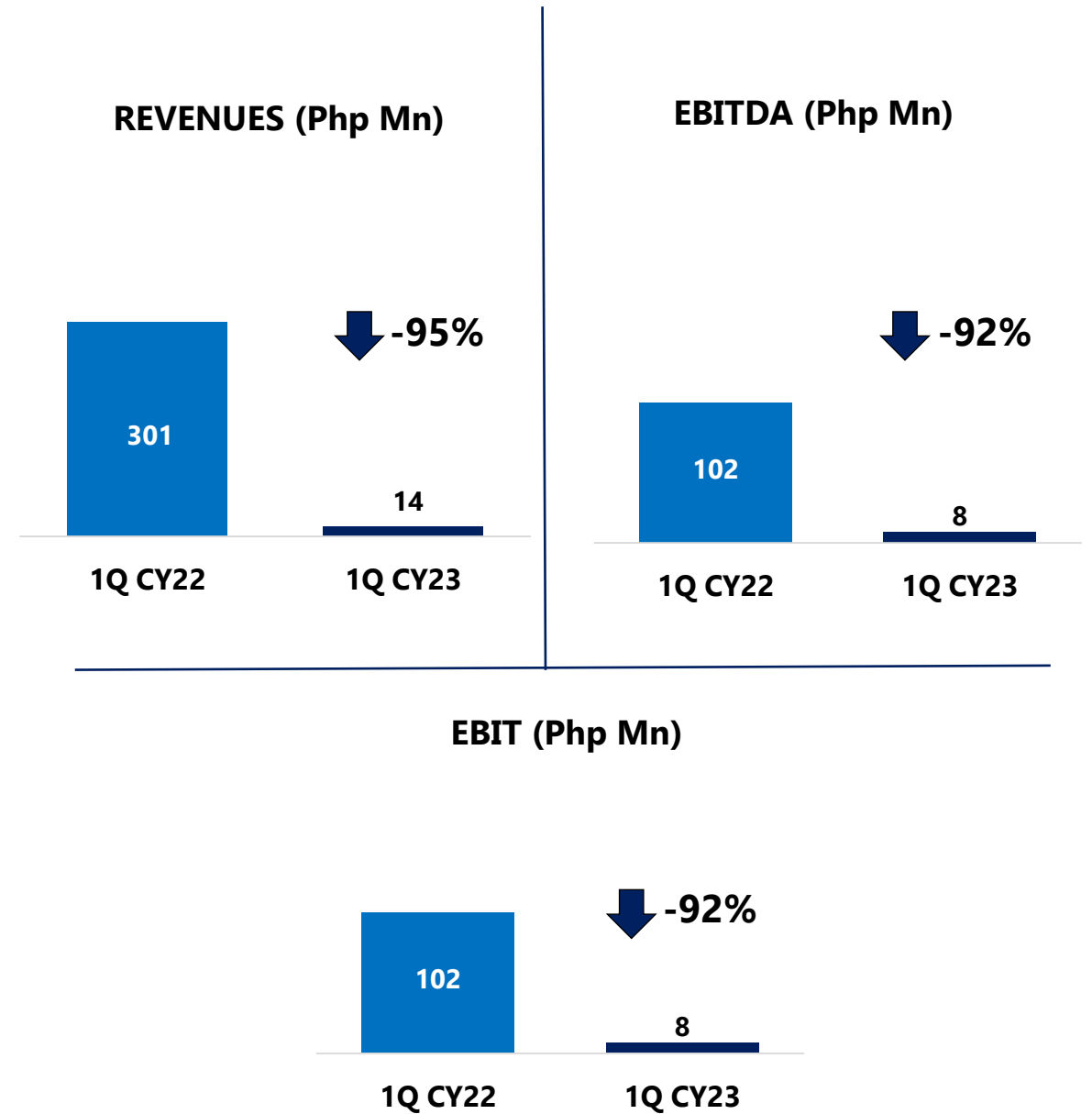
**Location:** Bridgetowne Estate in Quezon & Pasig City

## EBIT (Php Mn)



# CHENGDU BAN BIAN JIE PROJECT

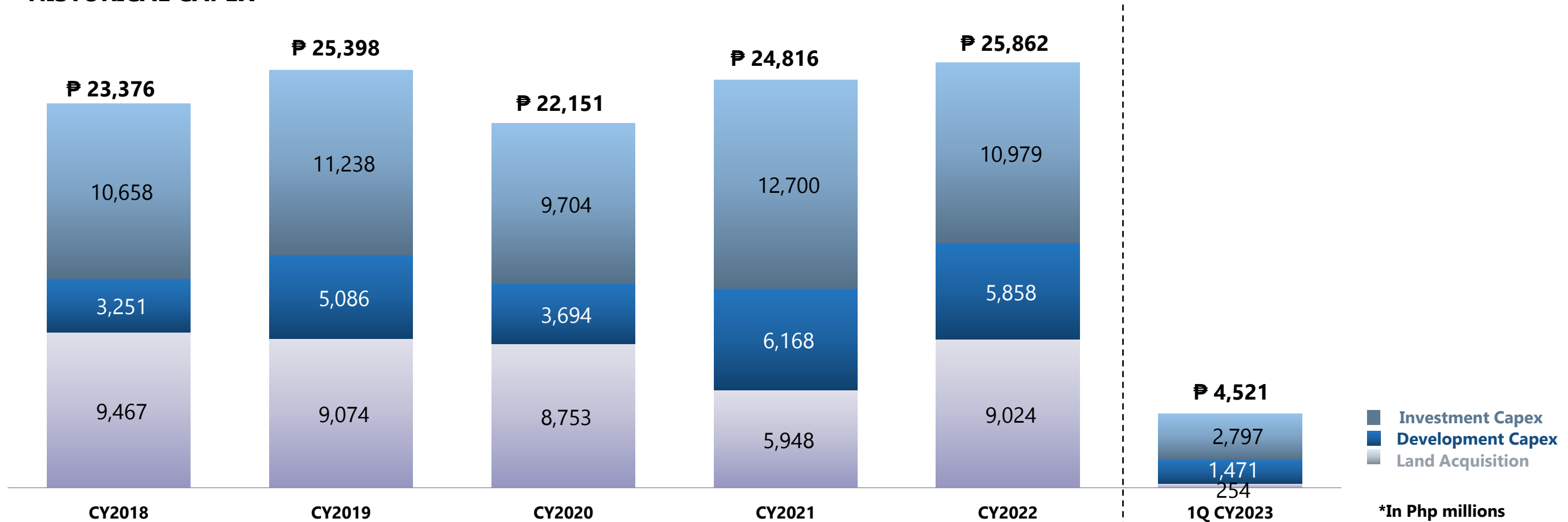
- Residential condominiums and townhouses are **100% sold**
- Phase 2 is **100% complete**
- Remaining revenues from carpark sales
- US\$224.5 Mn** or 99.8% of capital invested has been repatriated
- US\$24 Mn cash dividends** have been paid



# CAPITAL EXPENDITURES

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

## HISTORICAL CAPEX





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



# 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 – 92%



**ROBINSONS MALLS**

Enjoy APP - EXCLUSIVE DEALS & DISCOUNTS

FREE PARKING

BUY ONE GET ONE DEALS

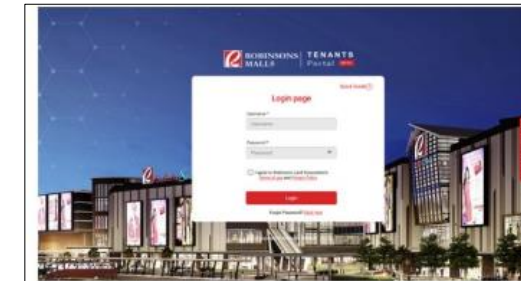
MORE DEALS & DISCOUNTS

FREE VIP PAY LOUNGE PASS

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

- Total Users/Downloads as of April 12, 2023: 254,158

## 2. Robinsons Malls Tenants Portal

- Active User Participation in March, 2023: 80%

## 3. Target Beta Launch for Mall Dash mobile app

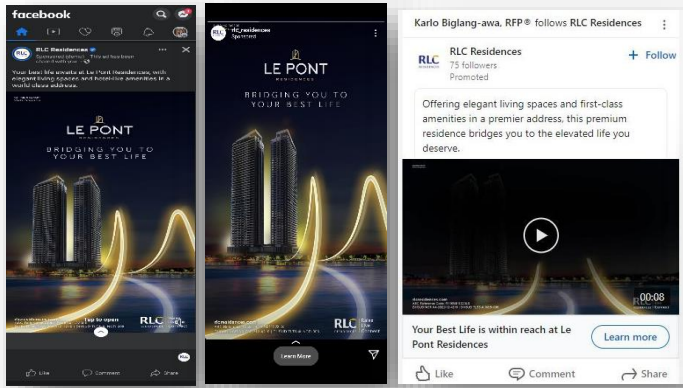
- 2Q 2023



# Digital Solutions & Campaigns

## January-April 2023

### LE PONT (TOWER 1) LAUNCH



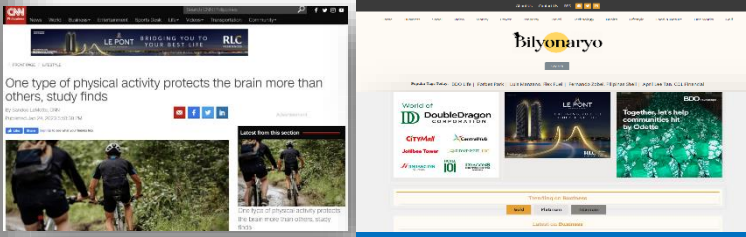
Boosted ads on Facebook, Instagram, YouTube and LinkedIn for optimal reach



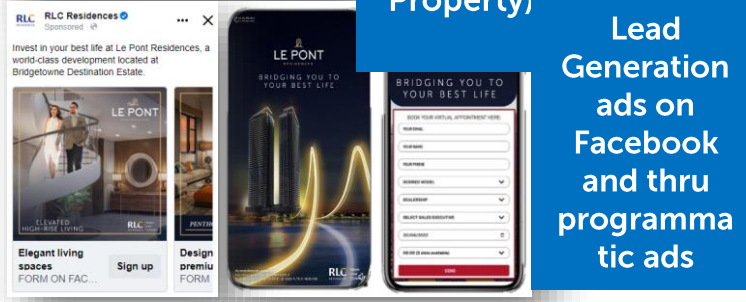
Large format out-of-home billboards in major thoroughfares



Display banners on direct publisher sites (CNN & Bilyonaryo) for awareness



Project listing & display banners on Property Listing sites (Lamudi & Dot Property) for lead gen



Lead Generation ads on Facebook and thru programmatic ads

### MANTAWI RESIDENCES (TOWER 1) LAUNCH



Carousel Ad Stories on Facebook & Instagram for awareness



Influencer activation: attended Cebu prominent Cebu personalities & with RLC Residences brand ambassador



PR Partnerships with local and national media for awareness



For both Le Pont and Mantawi : Elevated sales materials, premium exhibit spaces and revamped modules, consumer & media tokens, as well as upgraded event experiences



# Digital Solutions & Campaigns

## January-April 2023

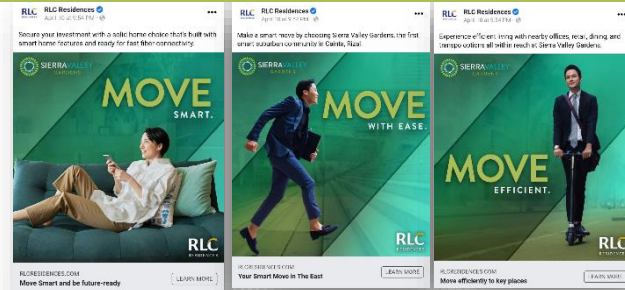
### THE RESIDENCES AT WESTIN MANILA



Welcoming the first batch of Westin Homeowners: Elevating the Turnover Experience

### SVG TOWER 4 LAUNCH

Facebook In-feed ads to increase traffic to SVG's property page on the RLC website



Utilized Meta's Reels & Stories ad formats to drive awareness on SVG Tower 4

Content pieces capitalizing on brand ambassador following

**Exclusive Property Preview**

March 30, 2023  
Registration starts at 5 PM

2nd level Function Room,  
The Residences at The Westin Manila  
Sonata Place Complex,  
San Miguel Avenue cor. Lourdes,  
Ortigas Center, Pasig City

THE RESIDENCES AT  
**THE WESTIN**  
MANILA

SIERRA VALLEY GARDENS  
Cainta, Rizal

**MAKE YOUR SMART MOVE IN THE EAST**

**EXCLUSIVE PROPERTY PREVIEW**

APRIL 22, 2023 | 11:00AM - 5:00PM  
SUBURBAN DRIVE, SIERRA VALLEY ESTATE CAINTA, RIZAL

RLC Residences  
March 23 at 4:55 PM

Take it from Heart - you deserve a home where you can embrace the best standard of living. Check out her latest post to see why she recommends The Residences at The Westin Manila and discover the comforts that this luxurious residential development provides.

Embrace the best of modern living at home.

Heart Evangelista  
March 22 at 4:06 PM

You deserve all the best that life has to offer, and that includes a home designed to provide you with the ultimate comfort and convenience.

At The Residences at The Westin Manila, you can embrace a premium lifestyle and experience hotel-like living right in your own space. Housekeeping, in-residence luxury dining and spa, and even pet services are just some of the signature services you can indulge in at this world-class residence.

Connect with a Property Specialist or visit [rlcresidences.com](http://rlcresidences.com) to know more about the exclusive privileges and investment deals that are available, just for you.

SIERRA VALLEY GARDENS

**YOUR SMART MOVE IN THE EAST**

RLC Residences  
March 23 at 4:55 PM

Heart is all about making smart moves for the future. Check out her latest post to see why she believes that Sierra Valley Gardens is a #SmartMoveInTheEast!

Heart Evangelista  
17h

If there's one thing I learned over the years, it's taking advantage of smart investment opportunities for the future- just like Sierra Valley Gardens. This pro... See more

Online and onsite event executions to drive conversion



INTRODUCING

## Robinsons Hotels

The Robinsons Hotels & Resorts Mobile App



App Store Google Play

Scan the QR Code  
to download

Powered by WHITE CLOAK  
TECHNOLOGIES

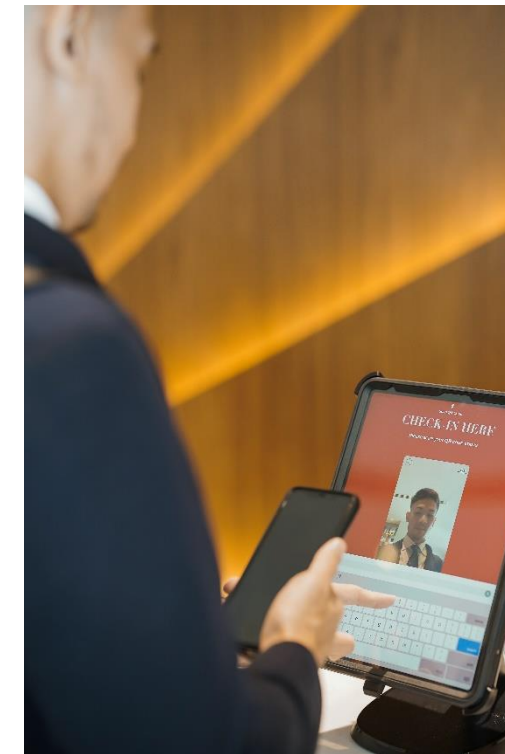
Employees of the  
Gokongwei Group get first  
dibs to experience our new  
Mobile App!

### RHR Mobile App

- Portfolio viewing and promotions channel
- Booking system feature

### Self Check-In Kiosks

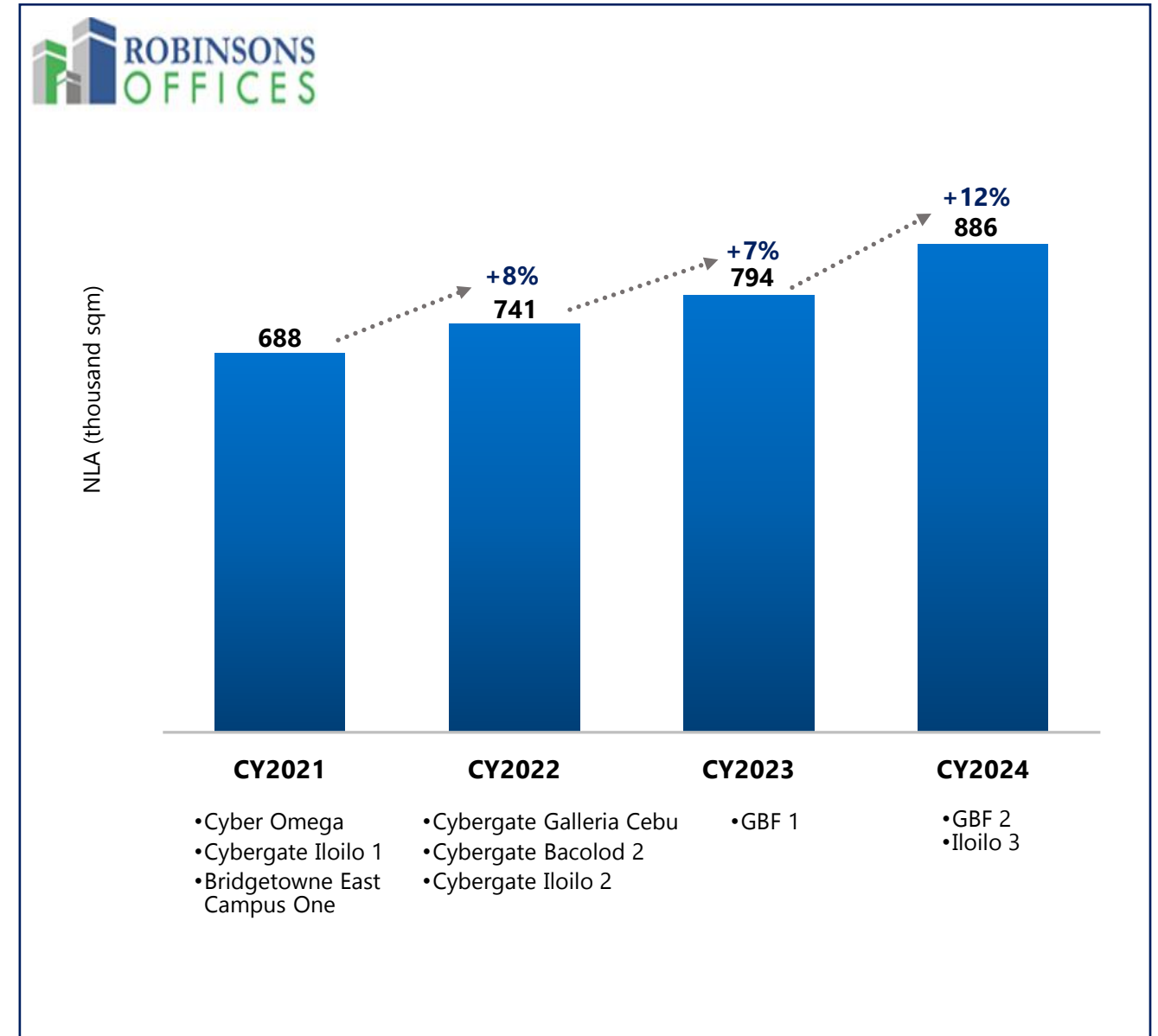
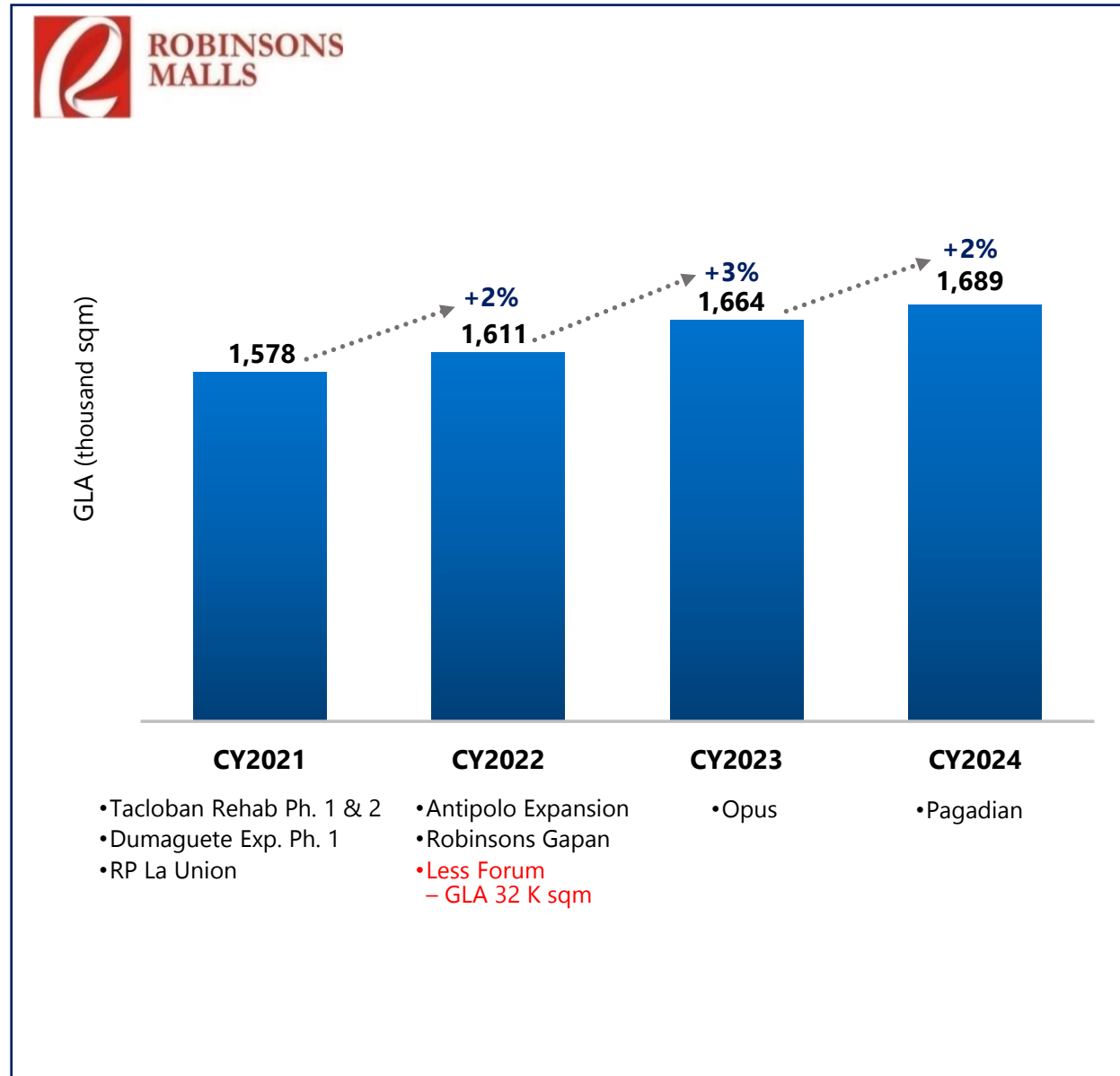
- Most Summit and Go Hotels have self-check in kiosks





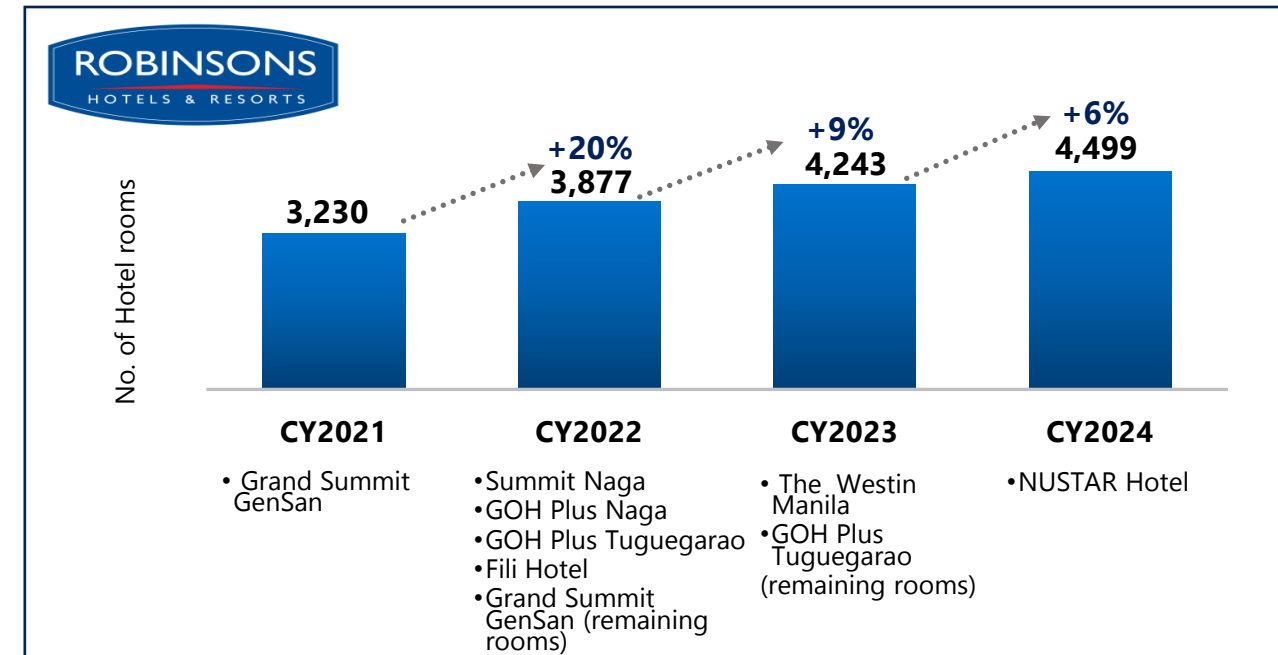
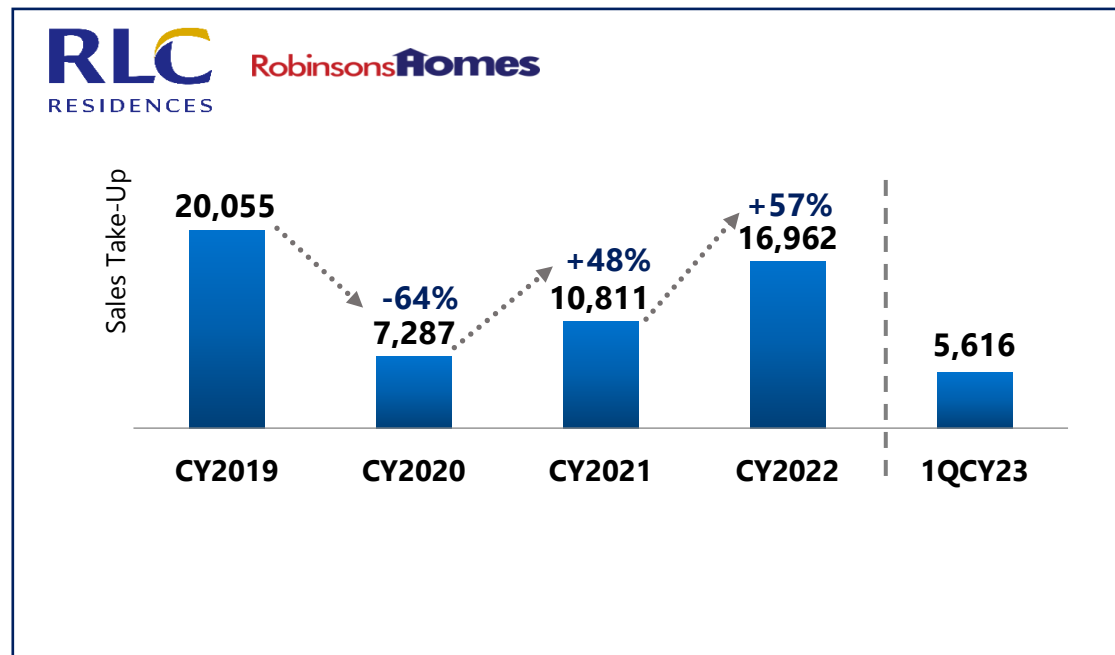
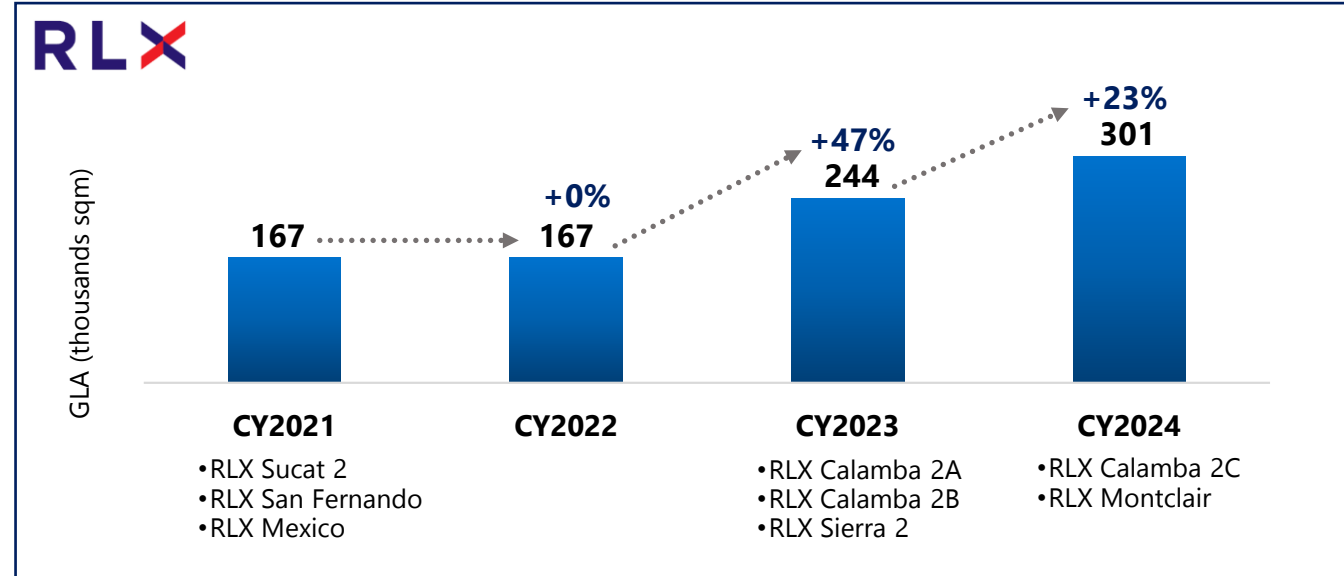
# FUTURE PLANS AND STRATEGIES

# FUTURE PLANS





# FUTURE PLANS









# 1Q CY2023 ESG INITIATIVES



# ESG INITIATIVES





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

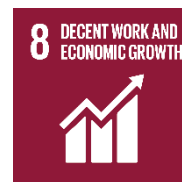
## Environment

-  Solar Energy  
24 Malls with Solar Power
-  Green Buildings:  
-EDGE Certification - Gamma + Beta + Galleria Cebu  
-LEED Certification – Giga, Terra, Exxa & Zeta
-  Waste Water  
Conservation and  
Treatment Program
-  Solid Waste Management
-  Electric Vehicle (EV) Charging Stations
-  Tree-Planting + Clean-Up Drives



## Social

-  Relief Operations
  - Imus Fire
  - Tagum Fire
- 
  - Livelihood Program
  - Entrep Corner
  - RLove Livelihood Carts
- 
  - School Rehabilitation – Cebu (SJHJM SPED)
- 
  - Feeding Programs
  - Medical Mission
-  Annual Physical Exam  
DoWell Program



## Governance

-  Independent Directors  
Head Key Board Committees
-  Company-wide Anti-Corruption  
Trainings
-  Enterprise Risk  
Management program





## RELIEF OPERATIONS

- Jan : Brgy Poblacion Imus Fire Incident
- Feb : Purok Naga, Visayan Village Tagum City Fire Incident



## COMMUNITY DEVELOPMENT

- Livelihood Program
- RLove Livelihood Carts
- Entrep Corner



## HEALTH & NUTRITION

- RGift of Health - An RLove Medical Mission
- Feeding Program



## CHILD WELFARE & EDUCATION

- Brigada Eskwela





# ENVIRONMENTAL CSR

- Tree-Planting Activities
- Clean-Up Drives
- Coastal Clean-Ups
- Plastic Exchange



PLASTIC EXCHANGE



COASTAL CLEAN-UPS



CLEAN-UP DRIVES



ROADMAP TO NET ZERO



TREE-PLANTING ACTIVITIES

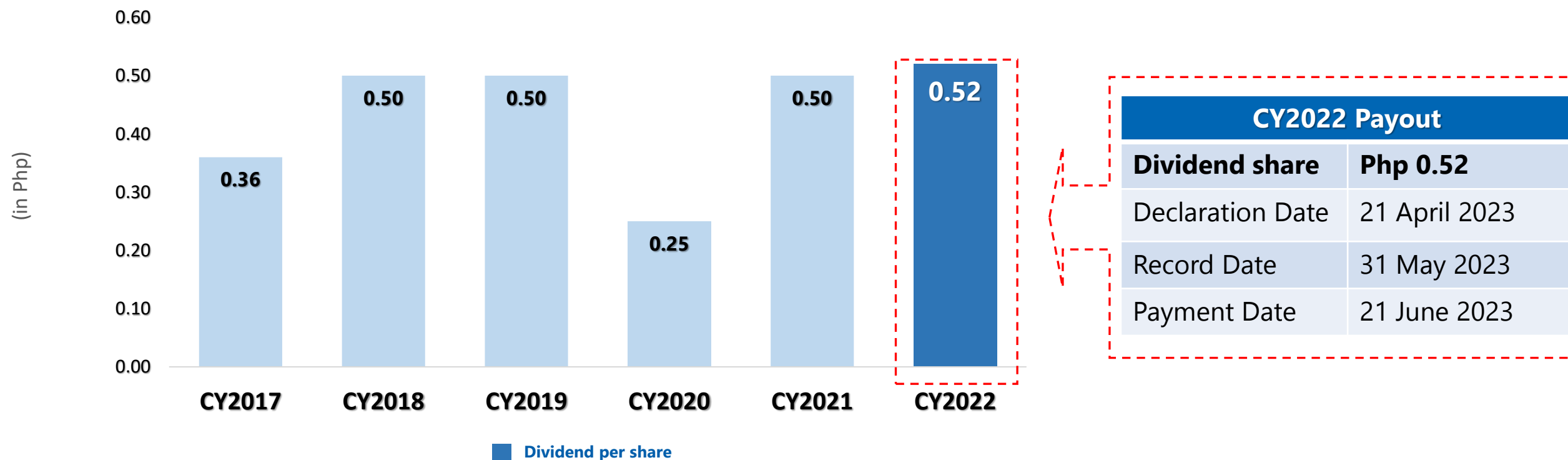


# CY2022 CASH DIVIDEND DECLARATION



# CY2022 CASH DIVIDEND

RLC continues to pay dividends in line with the dividend policy of at **least 20%** of recurring net income of preceding year



	FY2016	CY2017	CY2018	CY2019	CY2020	CY2021	CY2022
Dividend Amount (Php Bn)	1.47	1.47	2.60	2.60	1.30	<b>2.55</b>	<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>	<b>9.75</b>
Earnings Per Share (Php)	1.50	1.44	1.62	1.67	1.01	<b>1.55</b>	<b>1.91</b>

\*Actual amount to be determined on record date

# RLC TOTAL RETURN TO SHAREHOLDERS

In PHP

Year	Buy-Back	Cash Dividend	Total (PHP)	NIAT Parent	% of Return
2021	438,191,344	2,553,256,243	2,991,447,587	8,062,990,250	37%
2022	2,128,646,170	2,596,915,343	4,725,561,513	9,749,954,153	48%
2023	1,691,411,840				
<b>TOTAL</b>	<b>4,258,249,354</b>				

\*As of March 2023, RLC has allocated a total of Php9.0 bn buy-back program

As of March 2023, we have bought a total of **Php4.26 Bn** of our **Php9.0 Bn** buyback program



**THANK YOU**



**ROBINSONS LAND  
CORPORATION**

**1Q CY2023  
Analyst Briefing**