



**ROBINSONS LAND
CORPORATION**

**9M CY2023
Analyst Briefing
10 November 2023**

OUTLINE:

1. 9M CY2023 FINANCIAL HIGHLIGHTS
2. 9M CY2023 OPERATIONAL HIGHLIGHTS
3. FUTURE PLANS AND STRATEGIES
4. ESG INITIATIVES



KEY MESSAGES: *(for the period 9M2023)*

1. FINANCIAL MILESTONES

- RLC delivers ROBUST net income (attributable to parent) **of Php8.84 Bn +31%YoY**
- **Excluding China profit**, net income (attributable to parent) propelled by **64%YoY**
- Record-breaking consolidated EBITDA and EBIT margins **maintained at 55% & 42%**, respectively
- EPS increased by **36%YoY** to Php1.79/sh; NET BOOK VALUE at Php27.34/sh

2. MALLS DOMINATED TOPLINE CONTRIBUTION

- Malls contributed 39% to consolidated revenues and increased by 27%YoY
- Mall rental revenues surged by 32% vs SPLY; 92% occupancy rate
- Highest recorded EBITDA & EBIT of Php7.0 Bn (+48%) and Php4.4 Bn (+119%), respectively
- Registered the highest **EBITDA margin of 59%**

3. STRONG RESIDENTIAL PERFORMANCE

- Organic net sales take-up increased 64%YoY to Php17.30 Bn; while JV net sales take-up surged by **81%YoY to Php12.56 Bn**
- Combined residential realized revenue climbed by 34% SPLY to Php8.44 Bn

4. FLOURISHING HOSPITALITY BUSINESS

- Hotels topline **soared by 134%** vs SPLY driven by upscale home-grown and international brands
- Two consecutive quarters of record revenue performance – 3Q2023 posted **PHP1.24 Bn**; 2Q2023 PHP1.12 Bn

5. CONTINUED GROWTH IN RLX & ROBUST PERFORMANCE IN INTEGRATED DEVELOPMENTS

- RLX revenues increased by 17%YoY to Php477 Mn
- RID revenues surged by 58%YoY to Php714 Mn

6. STEADY OFFICE PERFORMANCE UP 5%YoY

Note: Unaudited Financial Numbers

Business Portfolio

As of 9M CY2023

53

Lifestyle Centers

90

Residential Buildings

from 89 as of end 2Q CY2023

41

Housing Subdivisions

from 40 as of end 2Q CY2023

31

Office Developments

29

Mixed-Use Developments

26

Hotels & Resorts

9

work.able Centers

8

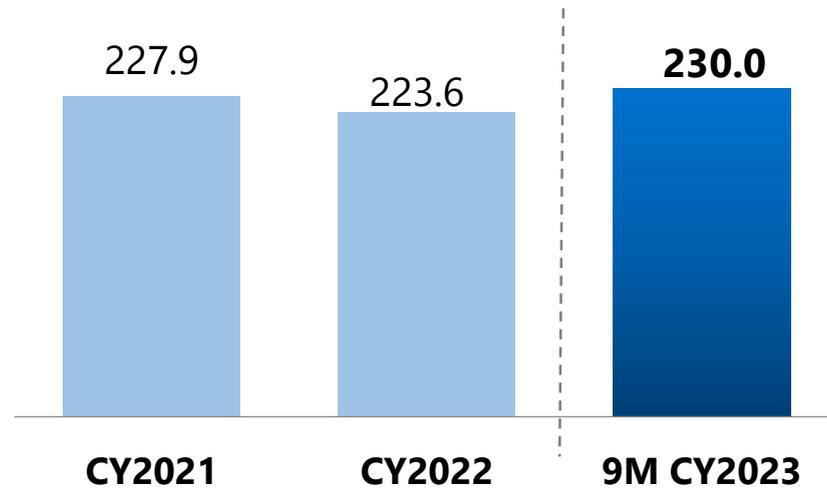
Industrial Facilities

9M CY2023 FINANCIAL HIGHLIGHTS

SOLID AND HEALTHY FINANCIAL POSITION

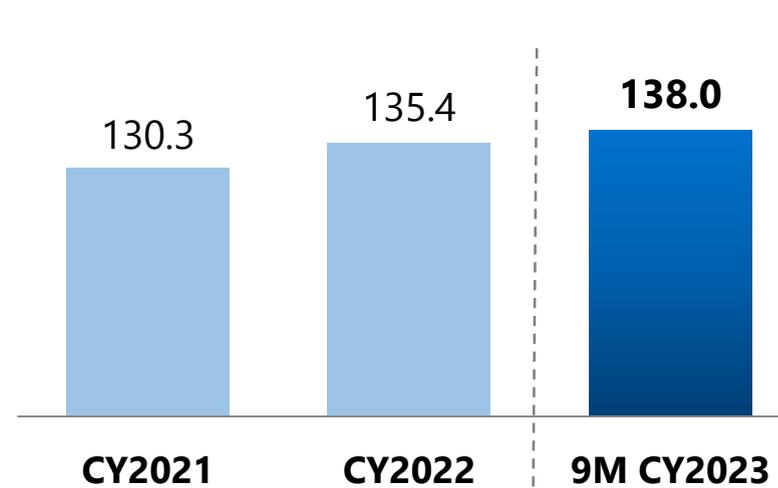
TOTAL ASSETS

(in Php Bn)

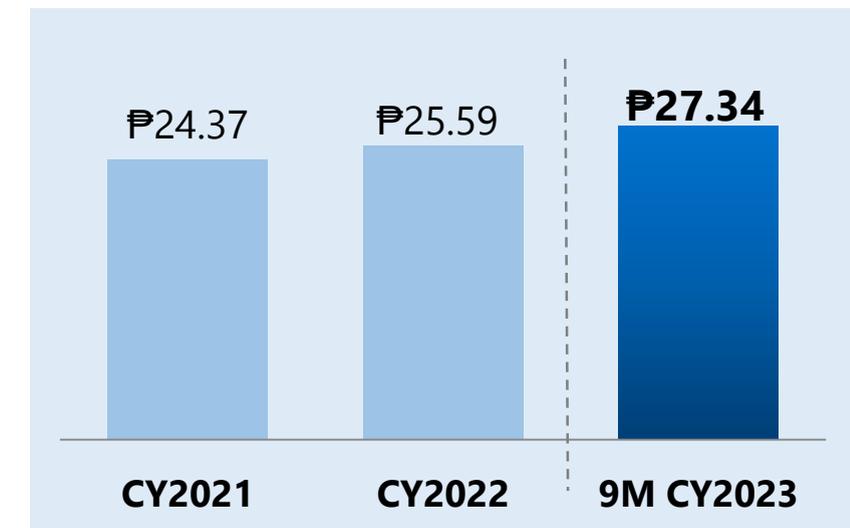


SHAREHOLDERS' EQUITY

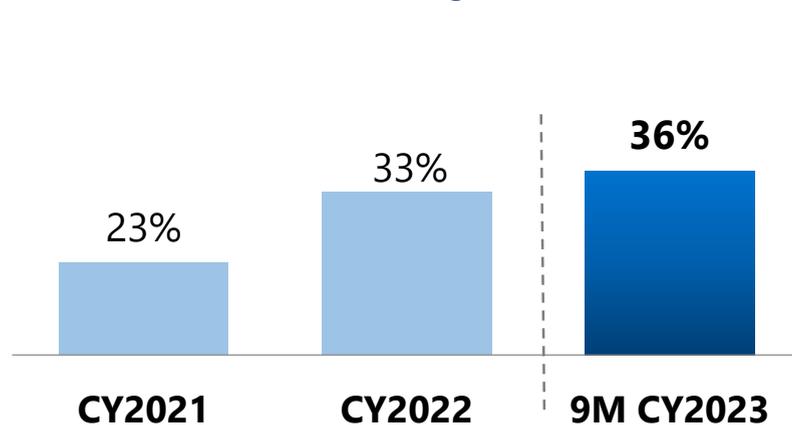
(in Php Bn)



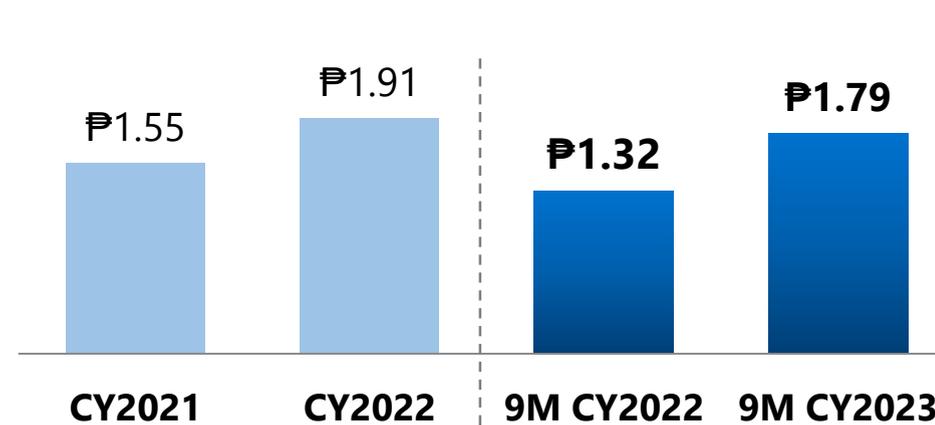
NET BOOK VALUE PER SHARE



NET DEBT TO EQUITY



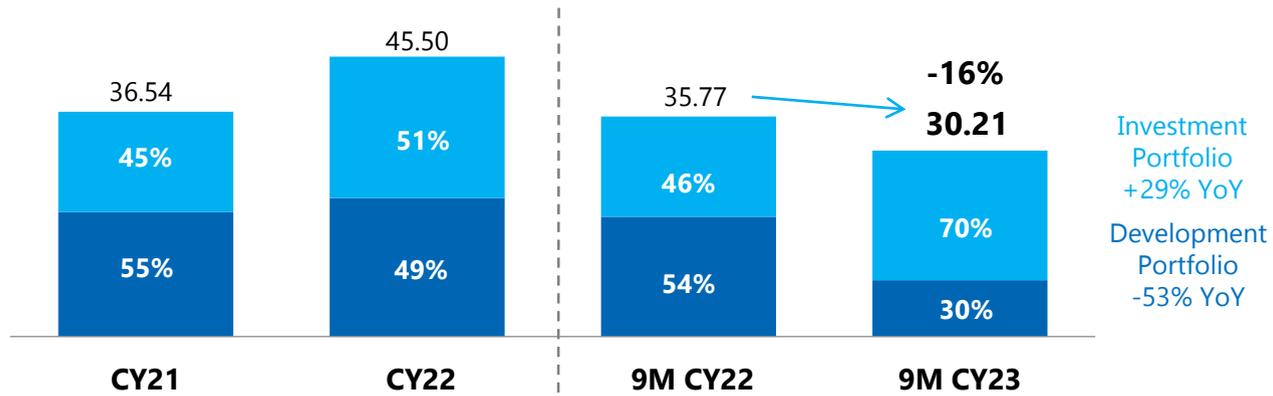
EARNINGS PER SHARE



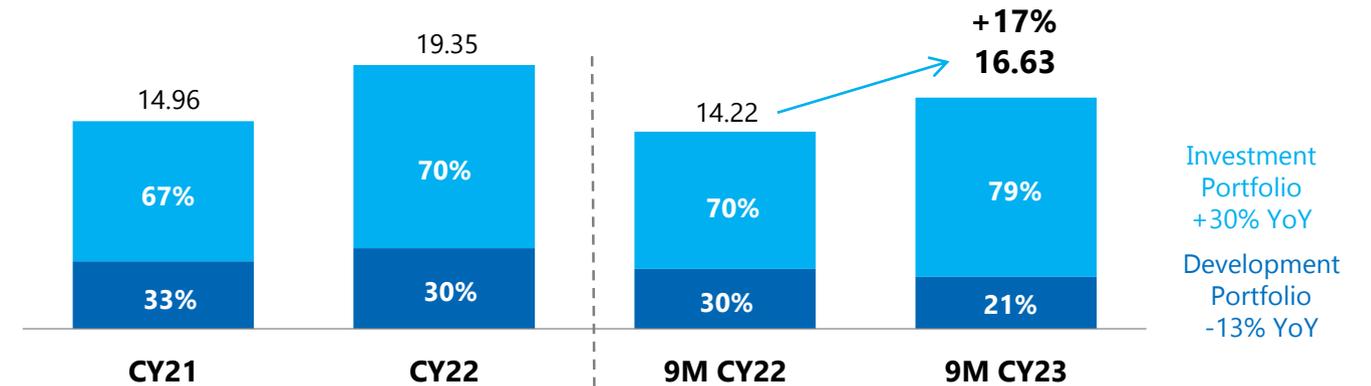
Note: Unaudited figures for 9M CY2023

DIVERSIFIED BUSINESS MODEL PROVIDES RESILIENT CASH FLOW

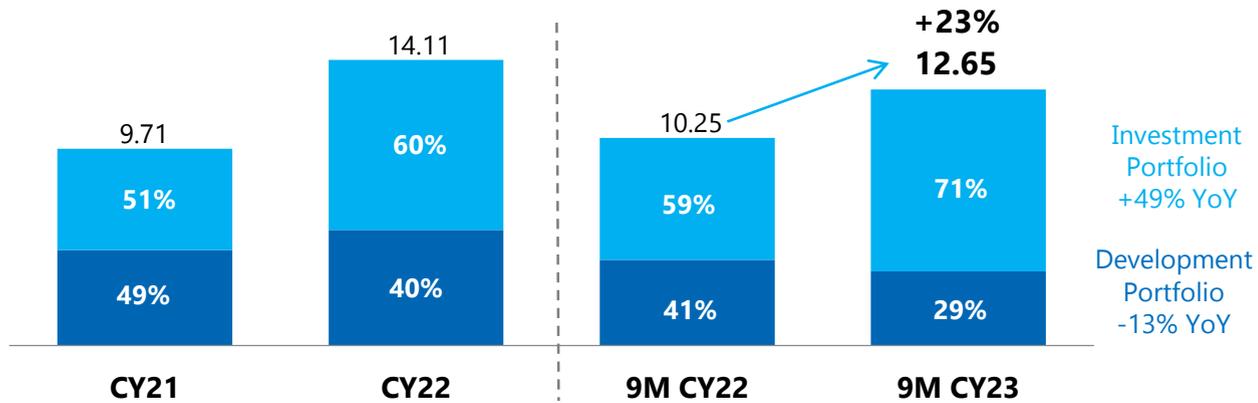
REVENUES (in Php Bn)



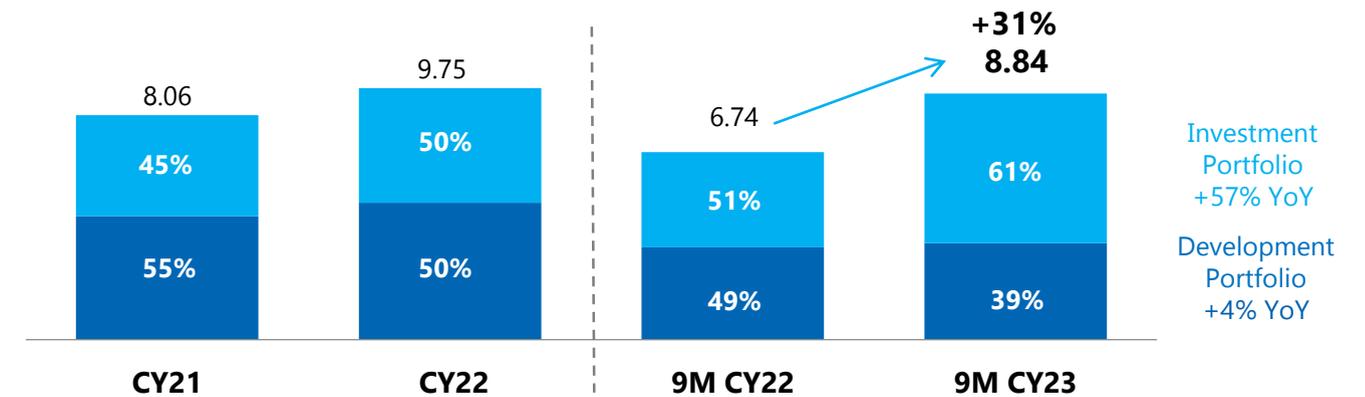
EBITDA (in Php Bn)



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		
	9M CY2023	% to RLC	YoY	9M CY2023	% to RLC	YoY	9M CY2023	% to RLC	YoY
TOTAL RLC	30,209	100%	-16%	16,663	100%	+17%	12,651	100%	+23%
MALLS	11,776	39%	+27%	7,003	42%	+48%	4,437	35%	+119%
OFFICES	5,537	18%	+5%	4,687	28%	+1%	3,912	31%	0%
HOTELS	3,246	11%	+134%	788	5%	+286%	300	2%	+279%
RESIDENTIAL	6,705	22%	+26%	1,599	10%	+16%	1,529	12%	+17%
JVs	1,736	6%	+72%	1,736	10%	+72%	1,736	14%	+72%
RLX	477	2%	+17%	445	3%	+29%	335	3%	+34%
RID	714	2%	+58%	397	2%	+84%	394	3%	+85%
CHINA	18	-	-100%	8	-	-100%	8	-	-100%

- ❑ NIAT (attributable to equity holders of parent) for the 9M CY23 increased by **31% vs. SPLY** to **Php8.84 Bn**
- ❑ Without the high base last year from China project, **NIAT** attributable to equity holders of parent **would have increased by 64% SPLY**

Note: Unaudited financial numbers

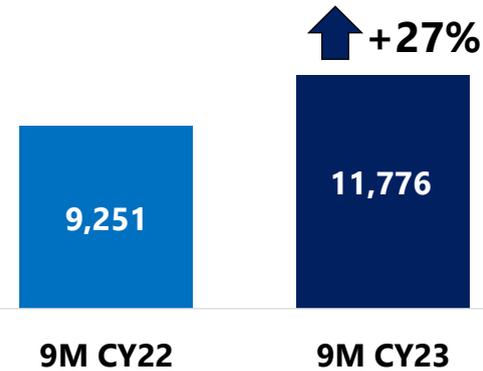
9M CY2023 OPERATIONAL HIGHLIGHTS

- **2nd** 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
- **92%** total leased percentage
- Around **8,200** lessees

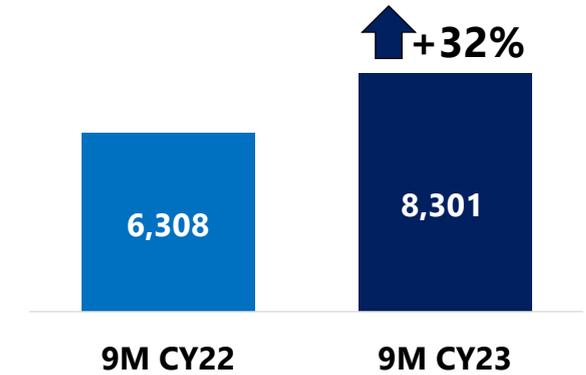
Opus



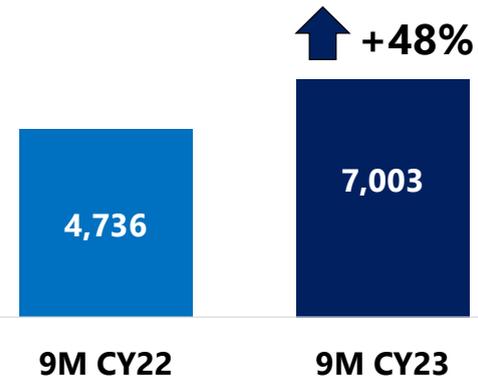
REVENUES (Php Mn)



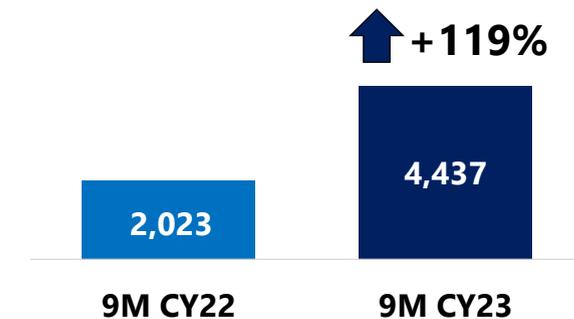
RENTAL REVENUES (Php Mn)



EBITDA (Php Mn)



EBIT (Php Mn)

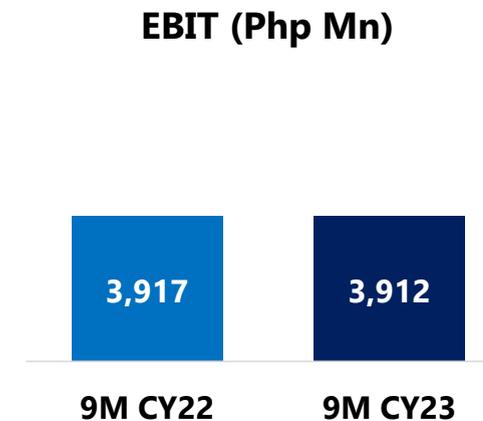
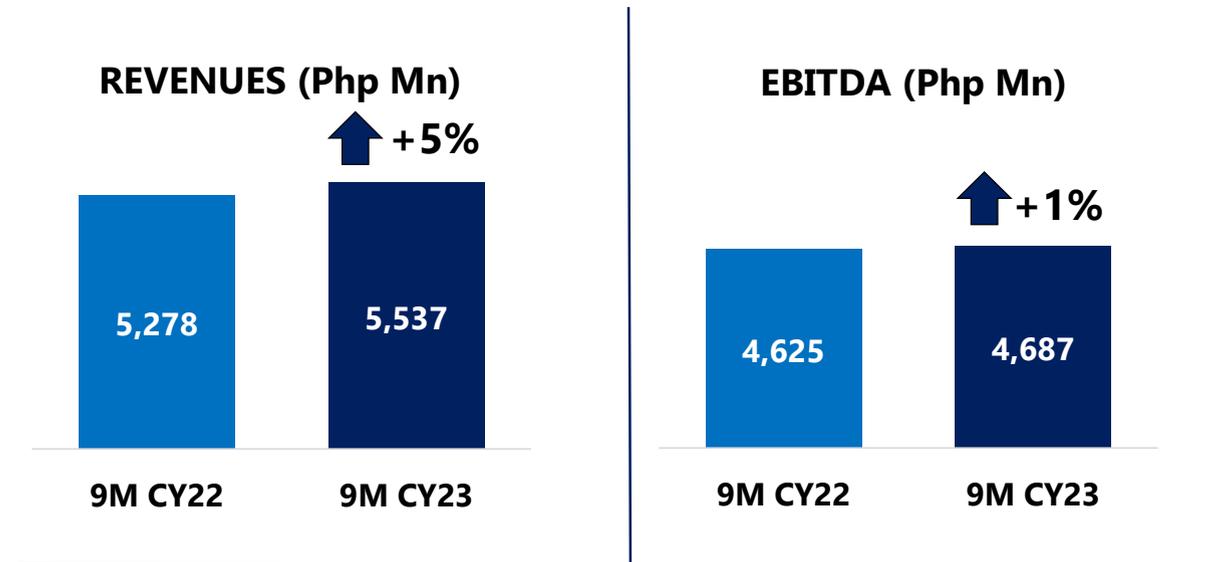


- A leading IT-BPM office space provider with **741,000 sqm** gross leasable space
- **1.2Mn sqm** gross floor area
- **87%** leased percentage across **31** office developments
- **9 work.able** centers
- Dominant office landlord in the **Ortigas Central Business District**.

GBF Towers in Bridgetowne Estate

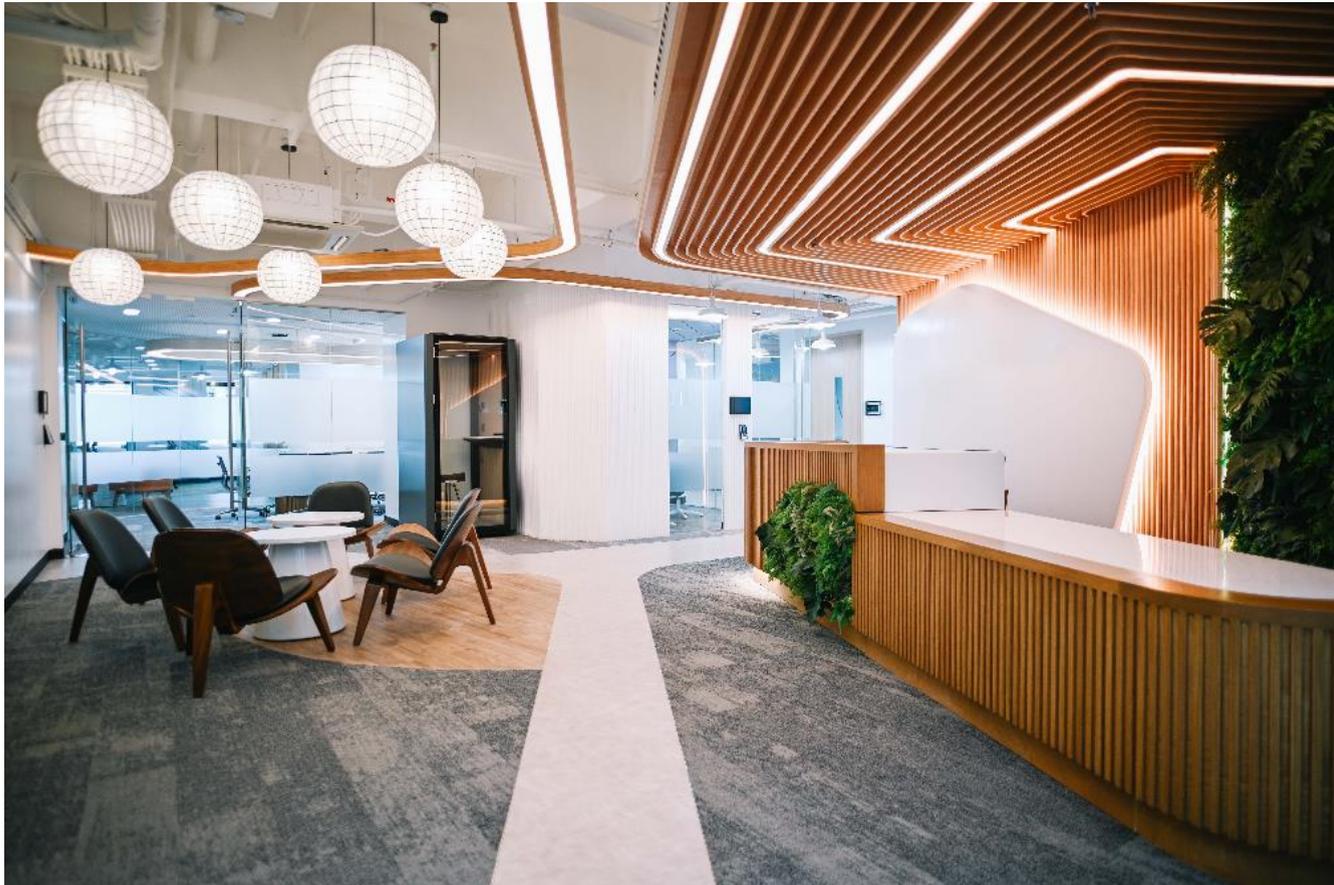


Artist's Perspective



9M CY2023 NEW WORK.ABLE CENTER

Omega 3



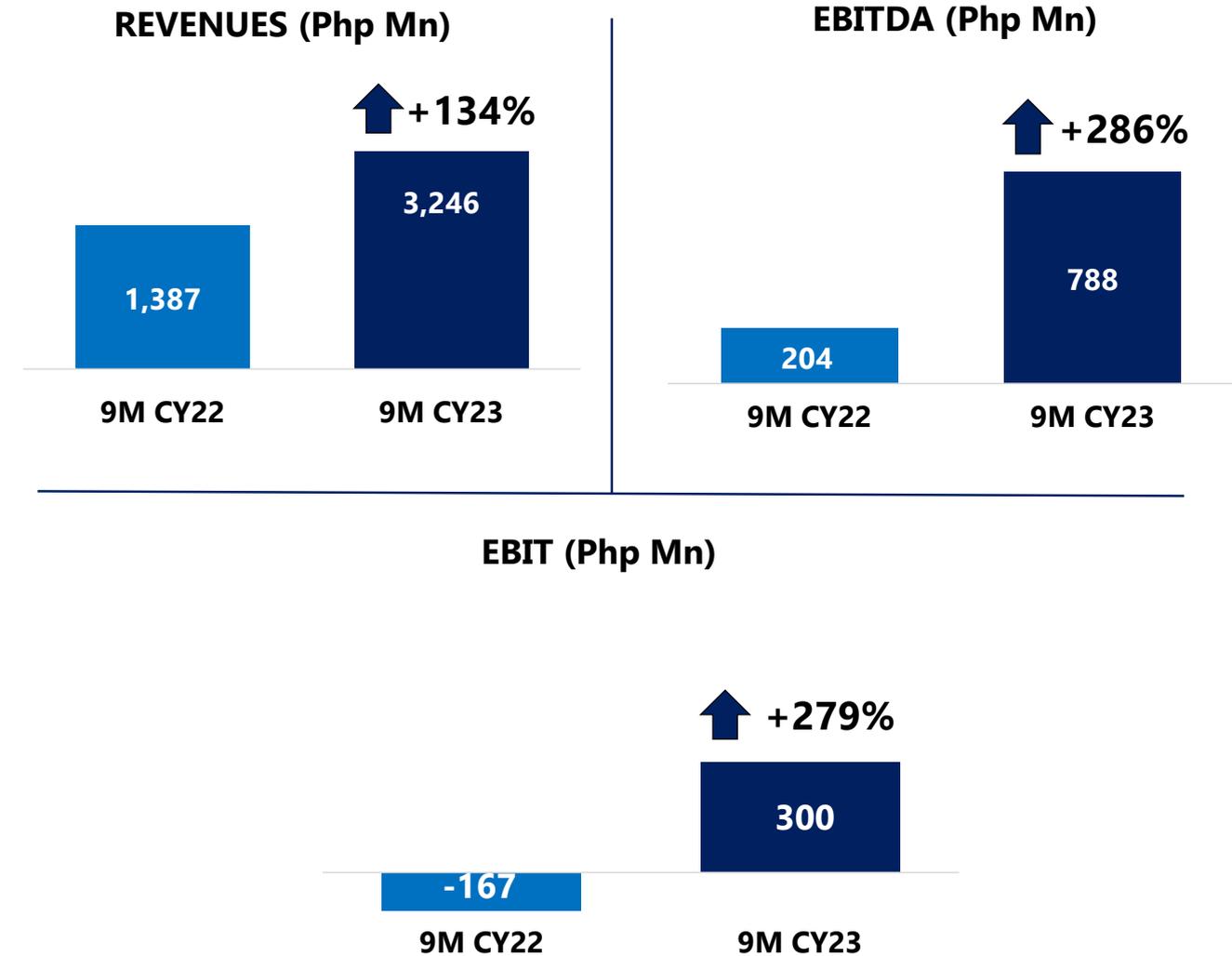
Location: Ortigas Center, Pasig City
Completion Date: March 2023



ROBINSONS HOTELS AND RESORTS



- **Largest** publicly listed **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 **4,231 room keys** across all segments (excluding franchisees)



International Brands



Company-owned Brands

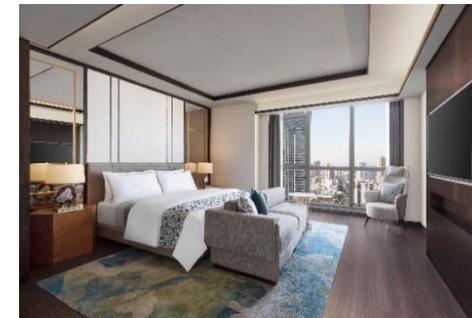


9M CY2023 NEW HOTEL

The Westin Manila

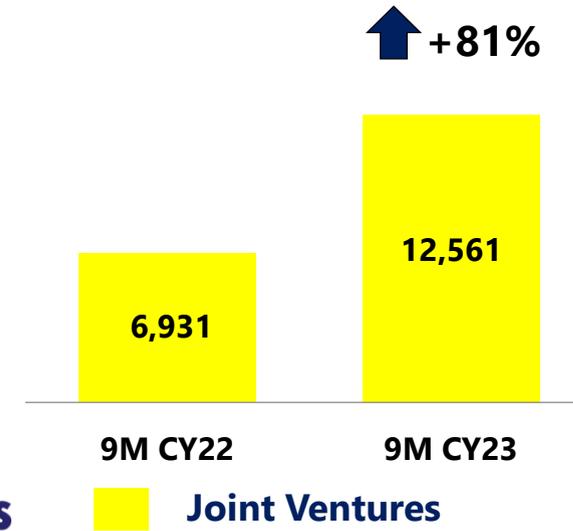
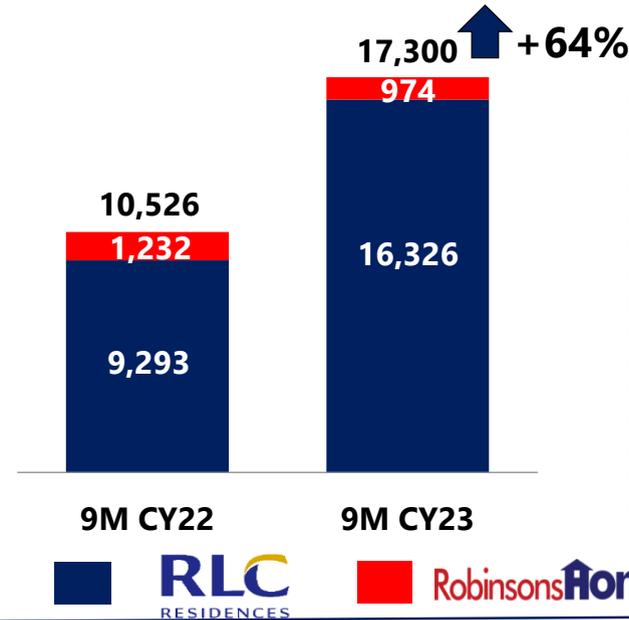


Location: Mandaluyong City
Opening Date: March 12, 2023
No. of Rooms Opened: 303



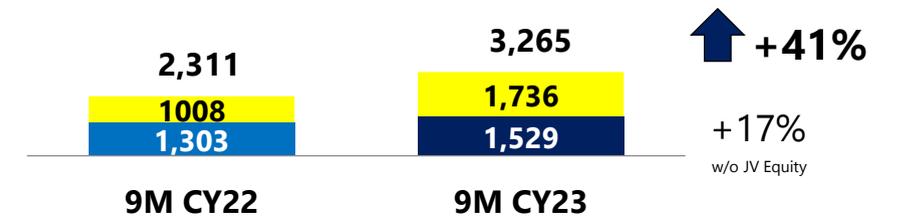
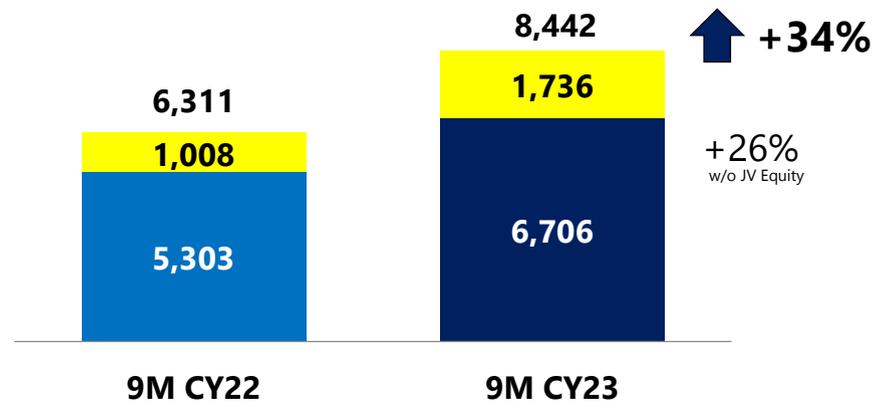
RLC NET SALES TAKE-UP (Php Mn)

JV NET SALES TAKE-UP (Php Mn)



REALIZED REVENUES (Php Mn)

EBIT (Php Mn)



9M CY2023 NEW RESIDENTIAL PROJECTS

Woodsville Crest – Olive Bldg.



Location:	Merville, Parañaque City
Launch Date:	End September 2023
No. of Units:	222
Launched Sales Value:	Php 2.1 Bn

9M CY2023 NEW RESIDENTIAL PROJECTS

Springdale Batangas



Location: Brgy. San Isidro, Batangas City
Launch Date: End Sept. 2023
No. of Units: 291
Launched Sales Value: Php 997 Mn

9M CY2023 NEW RESIDENTIAL PROJECTS

Le Pont – Tower 1

Sierra Valley Garden 4



Location: Quezon City
Launch Date: January 2023
No. of Units: 506
Launched Sales Value: Php 10.6 Bn
Sales Take-up: 60%



Location: Cainta
Launch Date: February 2023
No. of Units: 436
Launched Sales Value: Php 2.8 Bn
Sales Take-up: 81%

9M CY2023 NEW RESIDENTIAL PROJECTS

Mantawi – Tower 1



Location:	Mandaue City, Cebu
Launch Date:	April 2023
No. of Units:	469
Launched Sales Value:	Php 7.9 Bn
Sales Take-up:	43%

JOINT VENTURE PROJECTS

Haraya



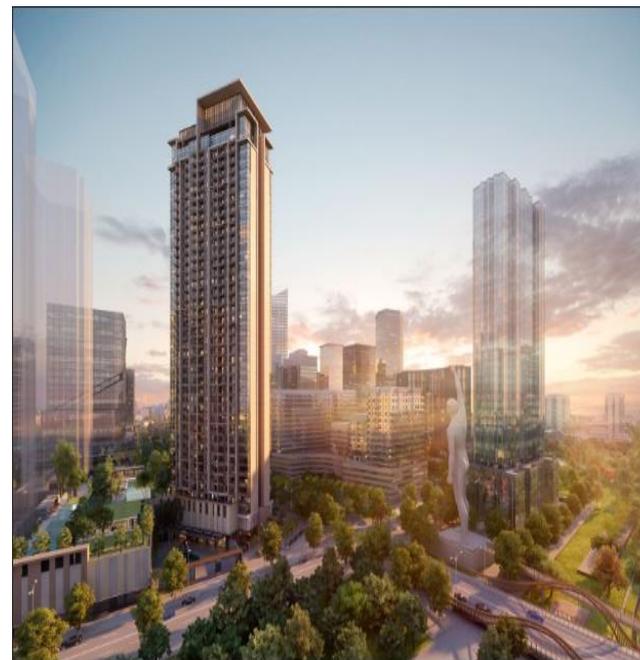
Location: Bridgetowne, Pasig City
Launch Date: February 2023
No. of Units: 558
Launched Sales Value: Php 18 Bn
Sales Take-up: 40%

Aurelia



Location: McKinley, BGC
Launch Date: Sep. 2019
No. of Units: 285
Launched Sales Value: Php 33.06 Bn
Sales Take-up: 80%

Velaris – South Tower



Location: Pasig City
Launch Date: Feb. 2020
No. of Units: 457
Launched Sales Value: Php 8.9 Bn
Sales Take-up: 76%

Sonora



Location: Las Pinas City
Launch Date: Dec. 2019
No. of Units: 867
Launched Sales Value: Php 5.3 Bn
Sales Take-up: 50%

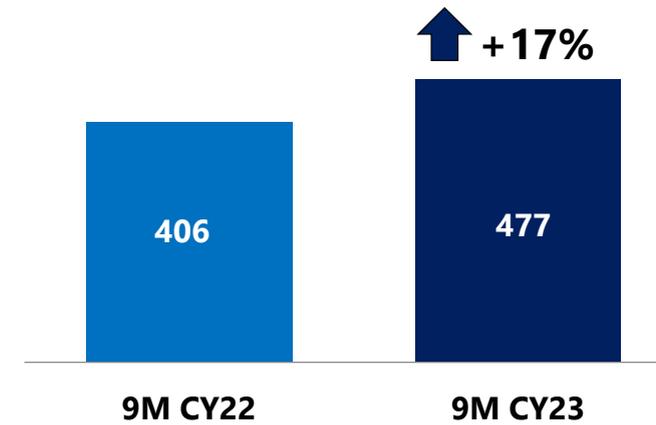
RLX ROBINSONS LOGISTICS AND INDUSTRIAL FACILITIES

- 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

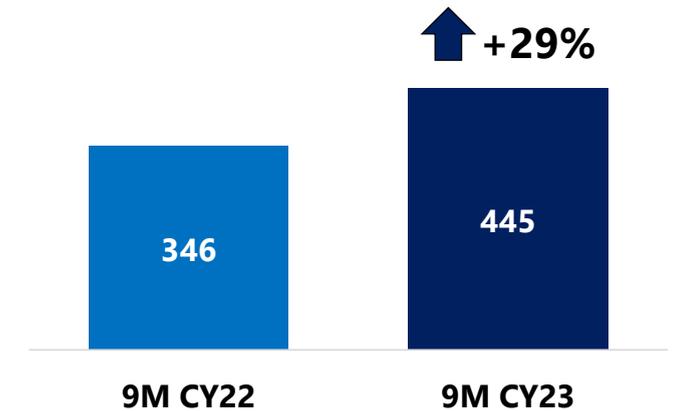


Calamba 2A warehouse
Artist's Perspective

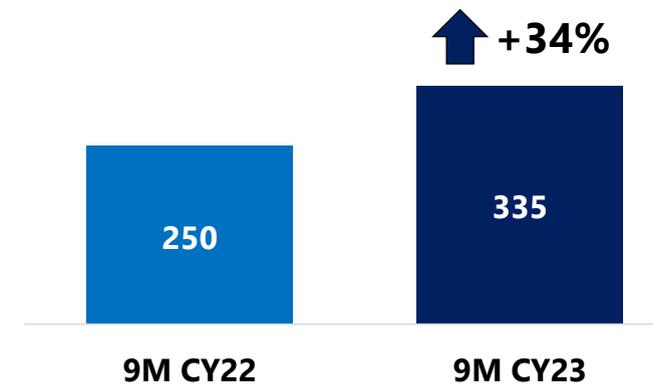
REVENUES (Php Mn)



EBITDA (Php Mn)



EBIT (Php Mn)



9M CY2023 NEW LOGISTICS FACILITY

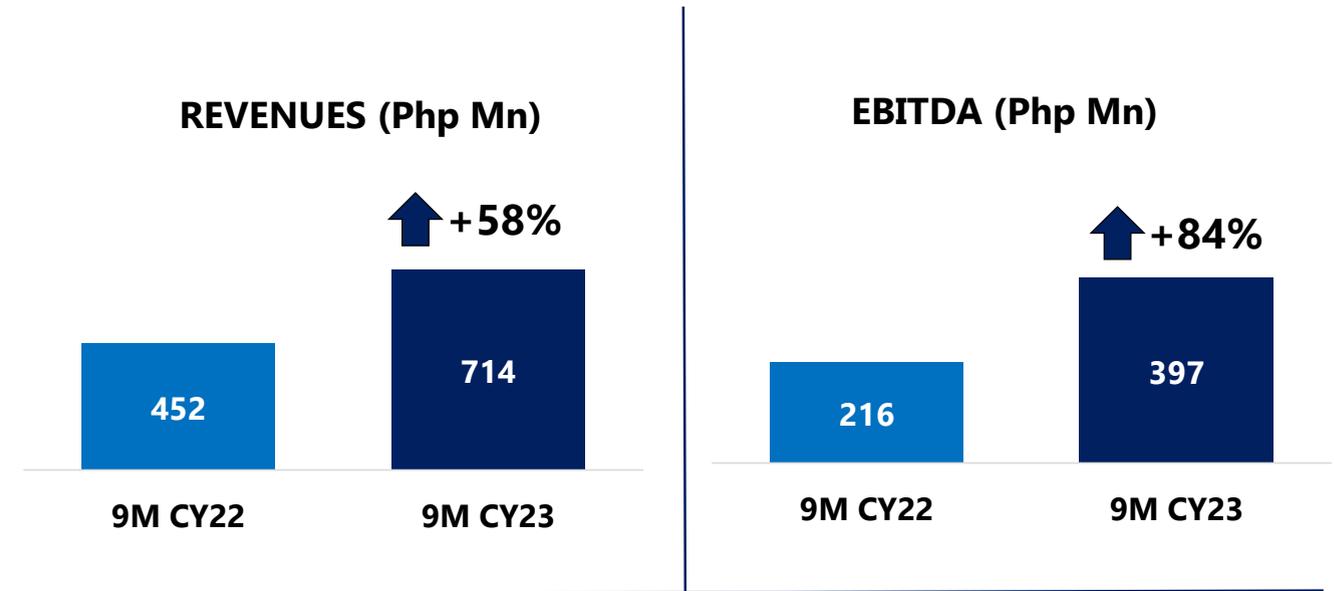
RLX Calamba 2A



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

ROBINSONS INTEGRATED DEVELOPMENTS

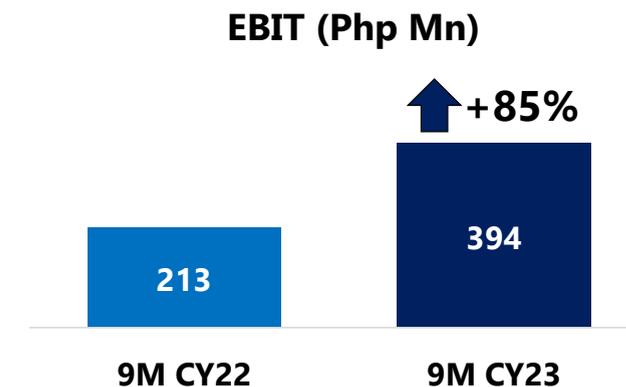
- **Bridgetowne** completion of premier football field with FIFA-standard highest-grade turf
- **Sierra Valley** opened new standalone F&B stores with drive-thru
- **Montclair** on-going construction of the estate's spine road; target completion 4Q 2023



New Developments in Destination Estates



Location: Bridgetowne and Sierra Valley

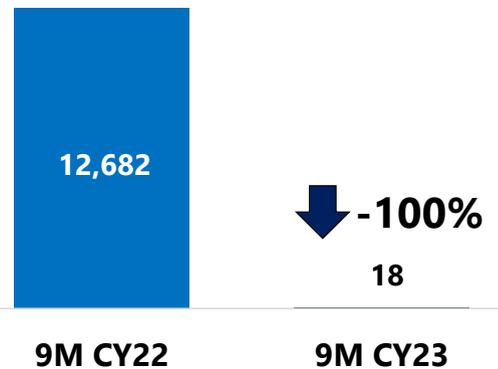


CHENGDU BAN BIAN JIE PROJECT

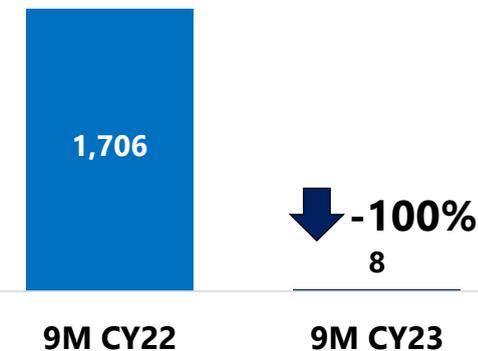
- 2nd tranche of US\$25 Mn cash dividends have been paid last June 2023



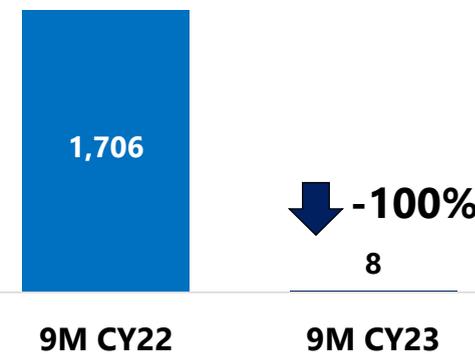
REVENUES (Php Mn)



EBITDA (Php Mn)



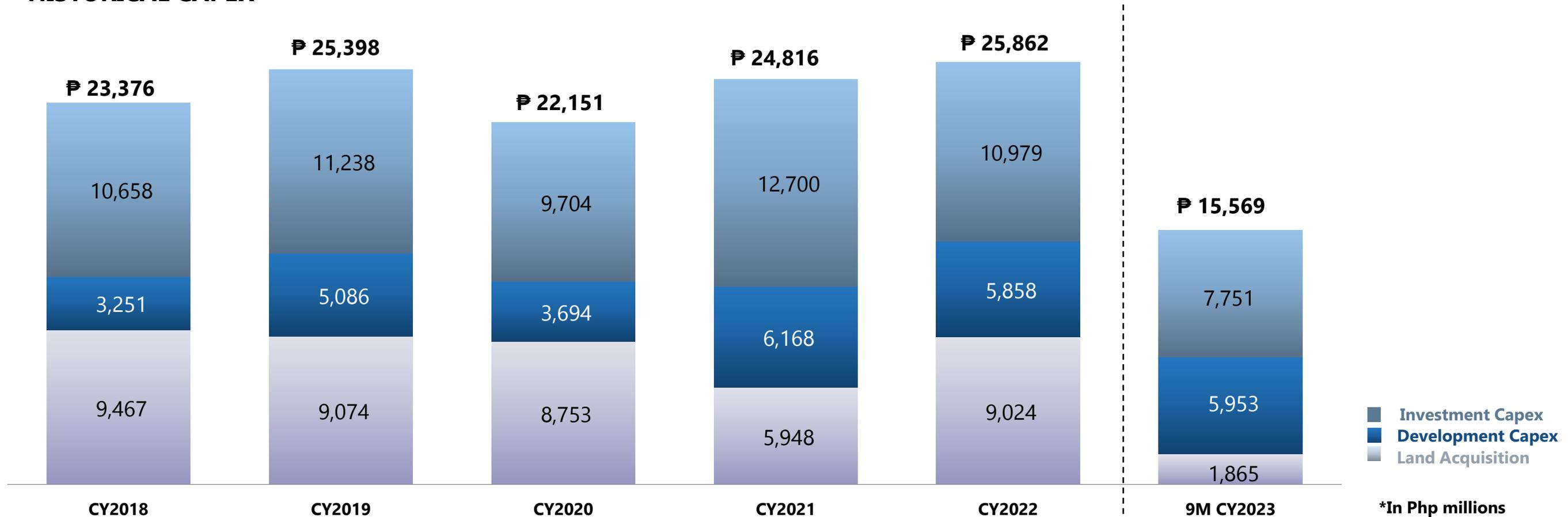
EBIT (Php Mn)



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

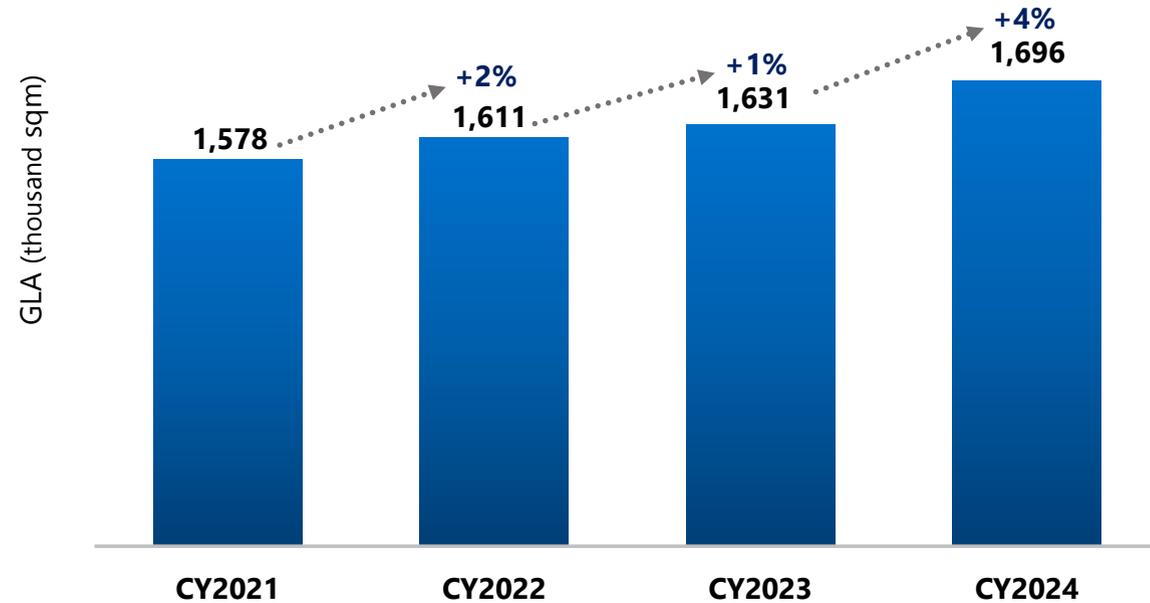
Location	Area (Has.)	Value (Php Bn)
Destination Estates	253	85.5
1. <i>Bridgetowne</i>	19	67.7
2. <i>Sierra Valley</i>	8	6.5
3. <i>Montclair</i>	226	11.3
Metro Manila	21	62.4
Luzon	291	12.1
Visayas	129	10.8
Mindanao	147	6.2
TOTAL	841	177.0



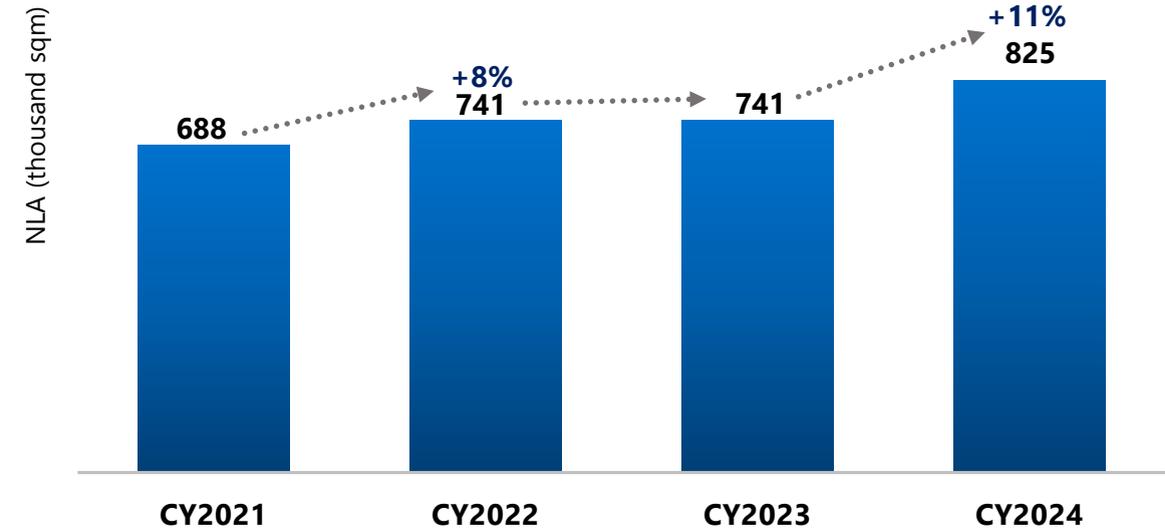
Link to landbank appendix: [Click](#)

FUTURE PLANS AND STRATEGIES

FUTURE PLANS

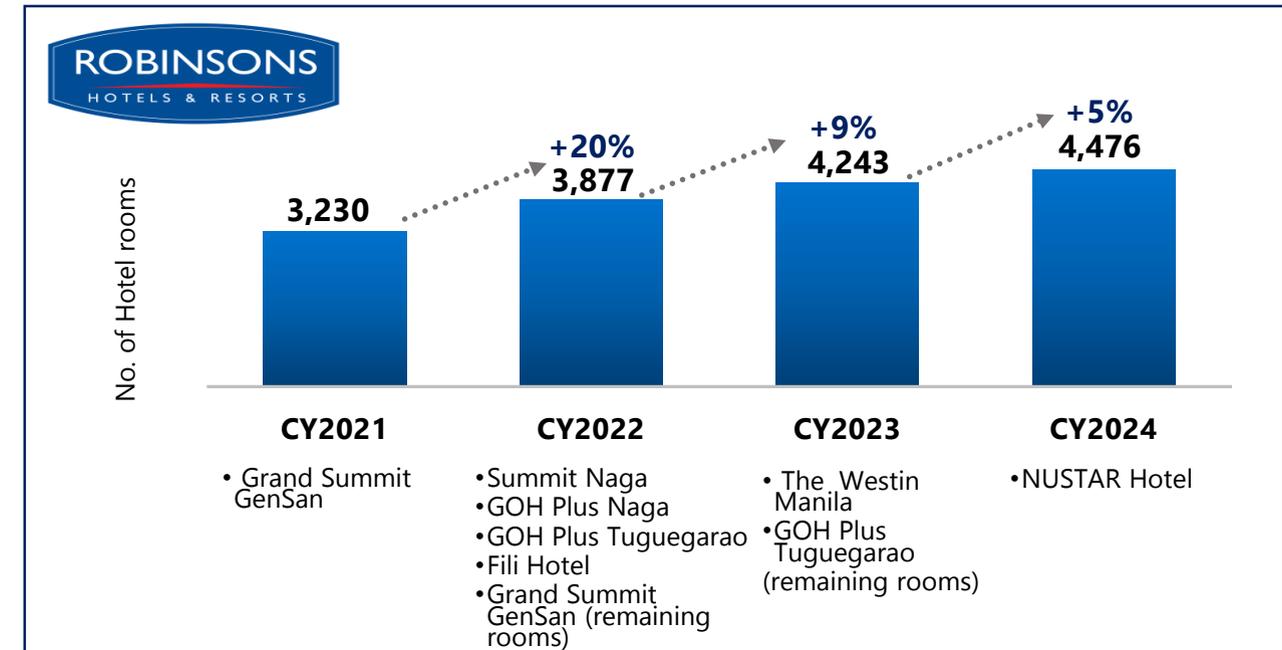
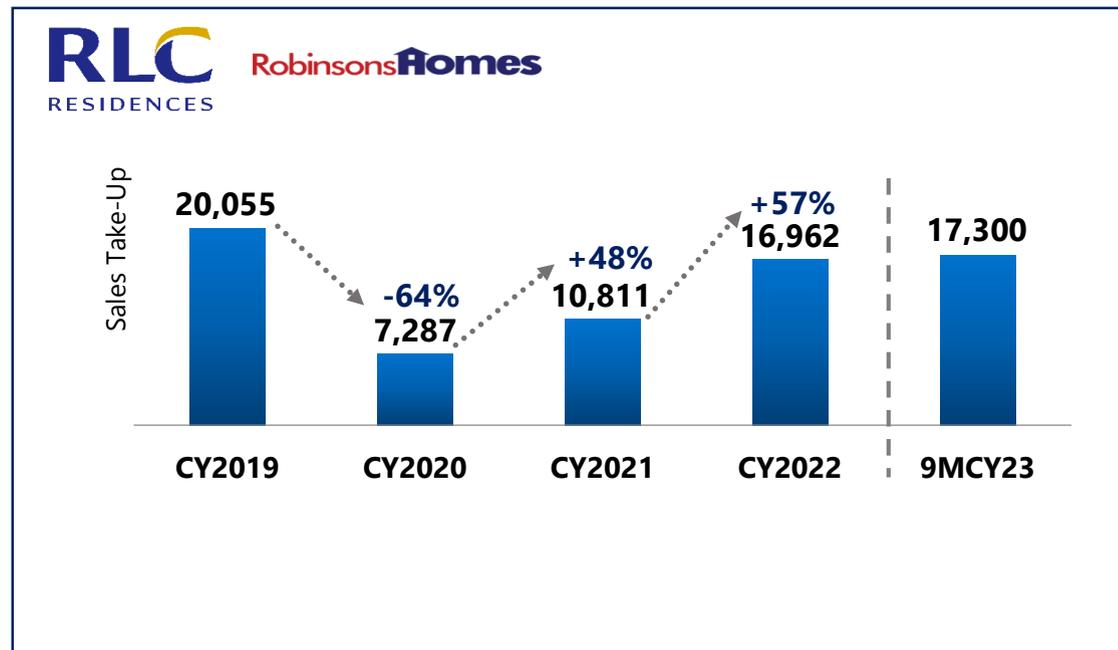
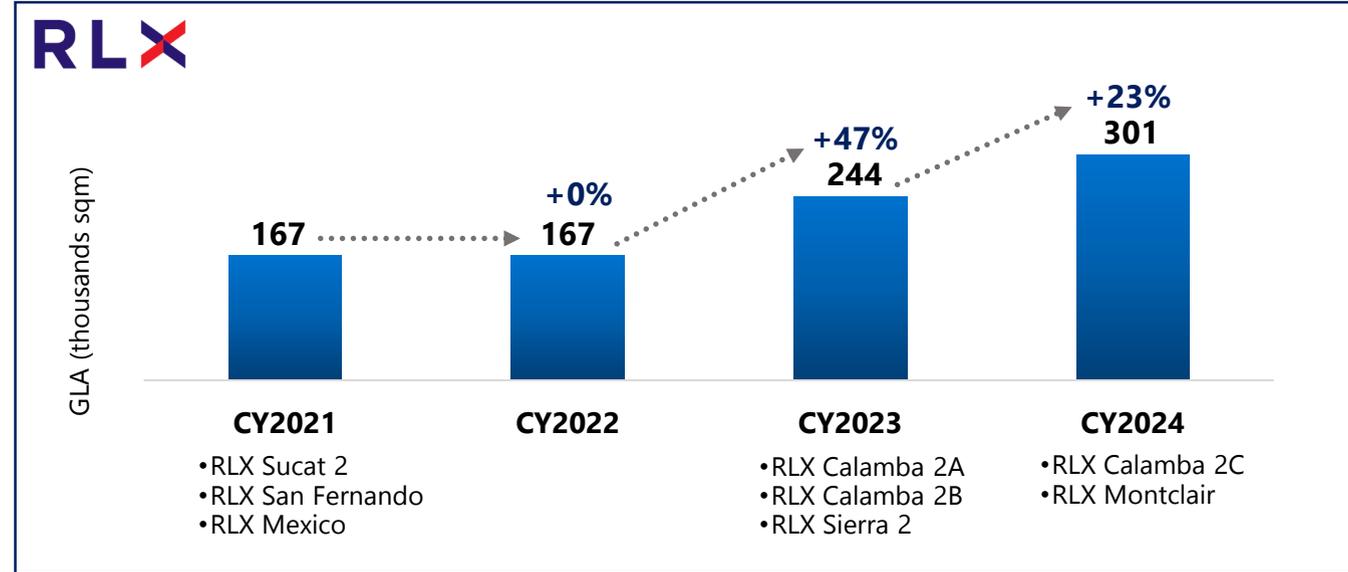


- CY2021**
 - Tacloban Rehab Ph. 1 & 2
 - Dumaguete Exp. Ph. 1
 - RP La Union
- CY2022**
 - Antipolo Expansion
 - Robinsons Gapan
 - Less Forum – GLA 31,744 sqm
- CY2023**
 - NuStar Mall
- CY2024**
 - Pagadian
 - Opus



- CY2021**
 - Cyber Omega
 - Cybergate Iloilo 1
 - Bridgetowne East Campus One
- CY2022**
 - Cybergate Galleria Cebu
 - Cybergate Bacolod 2
 - Cybergate Iloilo 2
- CY2024**
 - GBF 1
 - Iloilo 3

FUTURE PLANS



9M 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 + Alpha
-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
- Cebu Fire
- Typhoon Egay
- RLove Livelihood Carts
- RSikap – Livelihood Program: Bacolod, Tacloban, Iloilo, Davao
- Entrep Corner
- RESkwela School Rehabilitation



- * Cebu (SJHJM SPED)
- * Bahay Aruga – Pediatric Cancer Halfway House
- * SNP Novaliches Daycare Center
- RGift of Health - Medical Missions
 - *Pasig *Antipolo * Diliman, QC * Metro East *
 - Tagaytay *Malolos *Naga *Las Pinas * Manila
 - San Pedro *Gapan *Cainta * General Trias *Sta Rosa
- Rlusog – Feeding Assistance Program
- Annual Physical Exam
- Extra Milers Awards
- Do Well Wellbeing Program



Governance



Independent Directors
Head Key Board Committees



Company-wide Anti-Corruption
Trainings



- Enterprise Risk Management program
- Task Force on Climate-related Financial Disclosures TCFD Training



ENVIRONMENTAL CSR

- Tree-Planting
- Clean-Up Drives
- Adopt-an-Estero
- Plastic Exchange



PLASTIC EXCHANGE



COASTAL CLEAN-UPS



ADOPT-AN-ESTERO
Western Visayas



CLEAN-UP DRIVES



TREE-PLANTING ACTIVITIES

RELIEF OPERATIONS

- Jan : Brgy Poblacion Imus Fire Incident
- Feb : Purok Naga, Visayan Village Tagum City Fire Incident
- Aug : Typhoon Egay – Pampanga & Bacolod
- Sept : Brgy Tejero Fire Incident



COMMUNITY DEVELOPMENT

- RSikap – Livelihood Assistance Program
- RLove Livelihood Carts
- Entrep Corner



HEALTH & NUTRITION

- RGift of Health – An RLove Medical Mission
- RLusog – Feeding Assistance Program



CHILD WELFARE & EDUCATION

- School Rehabilitation
- RESkwela – School Assistance Program



GOVERNANCE AWARDS



GOVERNANCE:

- 3G AWARDS - Corporate Governance Framework Award 2023



GOVERNANCE:

- GOLDEN ARROW AWARDS

E.S.G AWARDS



ESG

- PROPERTY GURU PHILIPPINES 2023 - SPECIAL RECOGNITION IN ESG

SOCIAL AWARDS



SOCIAL:

- DOH HEALTHY PILIPINAS: *RGIFT OF HEALTH MEDICAL MISSION *DoWELL PROGRAM



SOCIAL:

- RLC - BEST EMPLOYER 2024



SOCIAL:

- 3G AWARDS - Best CSR Initiative for RLove 2023

ENVI AWARDS



ENVIRONMENTAL

- QC GREEN AWARDS: Robinsons Magnolia - Excellence in Climate Action



ENVIRONMENTAL

- QC GREEN AWARDS: Special Citation for Robinsons Novaliches

RLC TOTAL RETURN TO SHAREHOLDERS

In PHP

Year	Buy-Back	Cash Dividend	Total (PHP)	NIAT Parent	% of Return
2021	438,191,348	2,554,915,493	2,993,106,841	8,062,990,250	37%
2022	2,128,646,166	2,540,697,061	4,669,343,227	9,749,954,153	48%
2023	3,076,198,622				
TOTAL	5,643,036,136				

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

As of September 2023, we have bought a total of **Php5.64 Bn** from our **Php9.0 Bn** buyback program

THANK YOU



**ROBINSONS LAND
CORPORATION**

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Analyst Briefing**