



**ROBINSONS LAND
CORPORATION**

**1Q CY2024
Analyst Briefing
03 May 2024**

Agenda

1. 1Q CY2024 FINANCIAL HIGHLIGHTS
2. 1Q CY2024 OPERATIONAL HIGHLIGHTS
3. 1Q CY2024 ESG INITIATIVES
4. FUTURE PLANS AND STRATEGIES
5. DECLARATION OF CASH DIVIDENDS



KEY MESSAGES: *(for the period 1Q CY2024)*

EARNINGS MILESTONES

- RLC exhibited solid growth performance across all business units in 1Q 2024 with net income attributable to parent of Php4.07 Bn: without the de-equitization of GoTyme, earnings still soared by 21%.
- The 1Q consolidated EBITDA hits an all-time high of Php6.15 Bn, marking the highest quarterly figure in the company's history.
- The RLC Board declares cash dividends of Php0.65 per share, underscoring our thrust to distribute proportionate earnings to our shareholders.

MALLS SEGMENT

- Robinsons Malls experienced a 14% y-o-y increase in revenues to Php 4.45 Bn, attributed to higher occupancy and sustained consumer spending.
- Total leasable space of 1.62 million square meters and a 93% occupancy rate; Malls segment remains a dominant revenue driver with 41% of consolidated revenues.

OFFICE BUSINESS

- Robinsons Offices delivered steady results with a 3% increase in revenues.
- Completed the GBF Center 1 with 52,000 square meters of gross leasable space

RESIDENTIAL BUSINESS

- 20% year-on-year increase in realized revenues. EBITDA and EBIT growth by 44% and 45% to Php1.17 Bn and Php1.15 Bn, respectively.
- Recorded net sales take-up of Php684 Mn for core; JV net sales take-up recorded Php3.81 Bn.

HOSPITALITY SEGMENT

- Robinsons Hotels and Resorts experienced surge in revenues by 54% to Php1.35 Bn, with strong contributions across all brand segments.
- Recorded highest quarterly EBITDA and EBITDA margins: Php402 Mn and 30%, respectively

DESTINATION ESTATES

- Recorded an impressive 112% increase in revenue to Php252 Mn.
- EBITDA surged by 223%YoY to Php149 Mn, while EBIT accelerated by 228% to Php148 Mn.

LOGISTICS AND INDUSTRIAL FACILITIES

- Continues to soar with a 40% revenue increase to Php192 Mn.
- Completed RLX Sierra 2 with 17,000 square meters of gross leasable space.

Note: Unaudited Financial Numbers



Business Portfolio

As of 1Q CY2024

54 Lifestyle Centers

131 Residential Developments

32 Office Developments
from 31 as of end CY2023

29 Mixed-Use Developments

26 Hotels & Resorts

10 work.able Centers

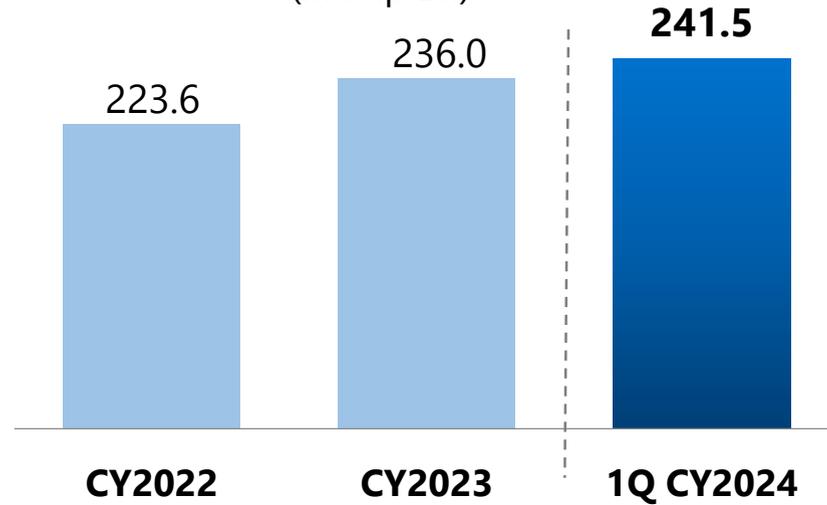
10 Industrial Facilities
from 9 as of end CY2023

1QCY2024 FINANCIAL HIGHLIGHTS

SOLID AND HEALTHY FINANCIAL POSITION

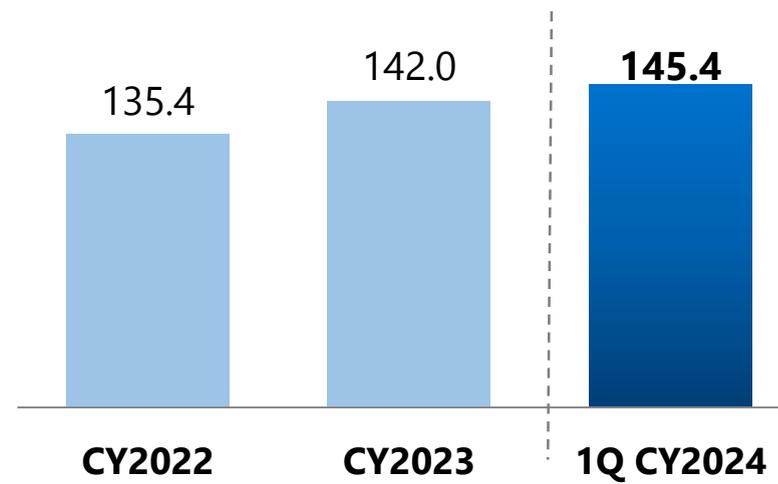
TOTAL ASSETS

(in Php Bn)

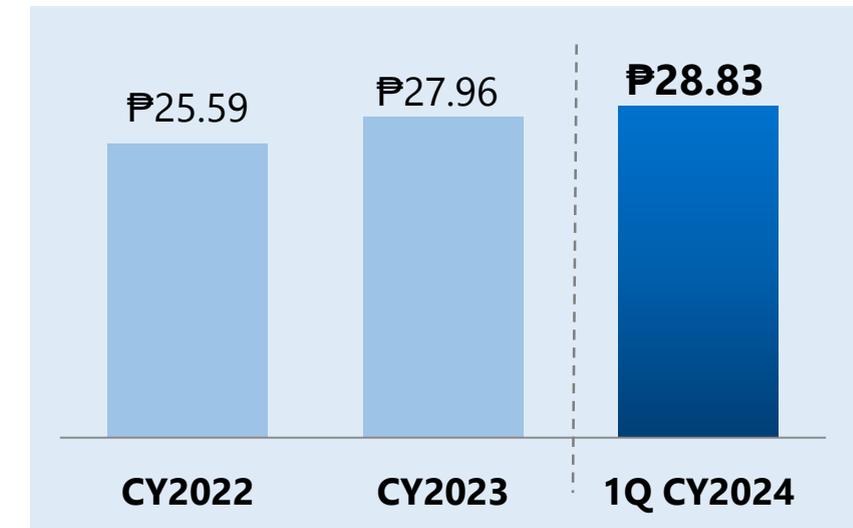


SHAREHOLDERS' EQUITY

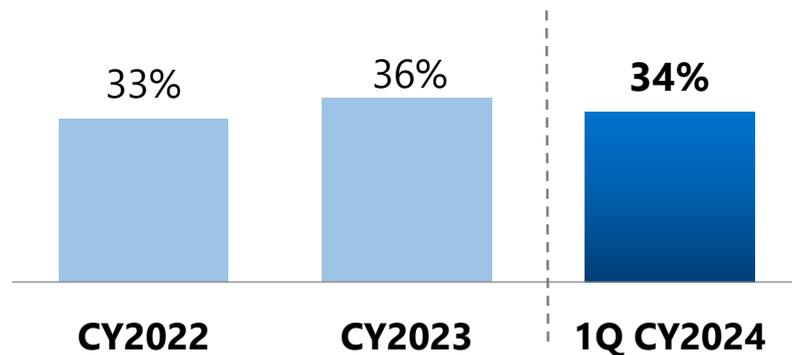
(in Php Bn)



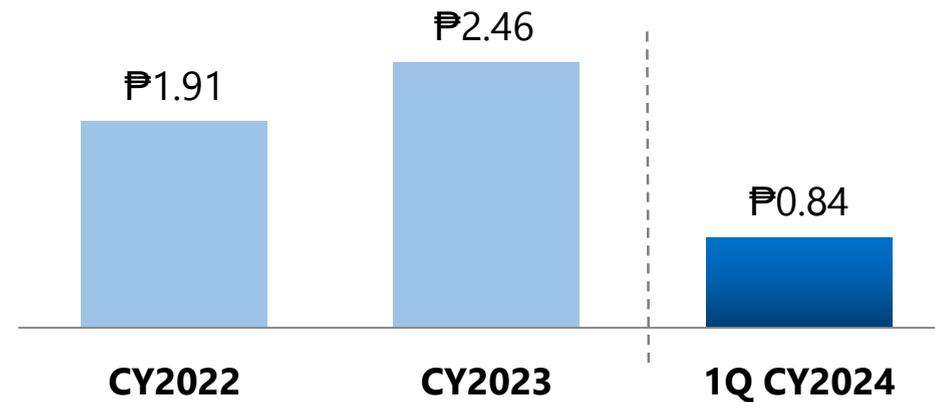
NET BOOK VALUE PER SHARE



NET DEBT TO EQUITY



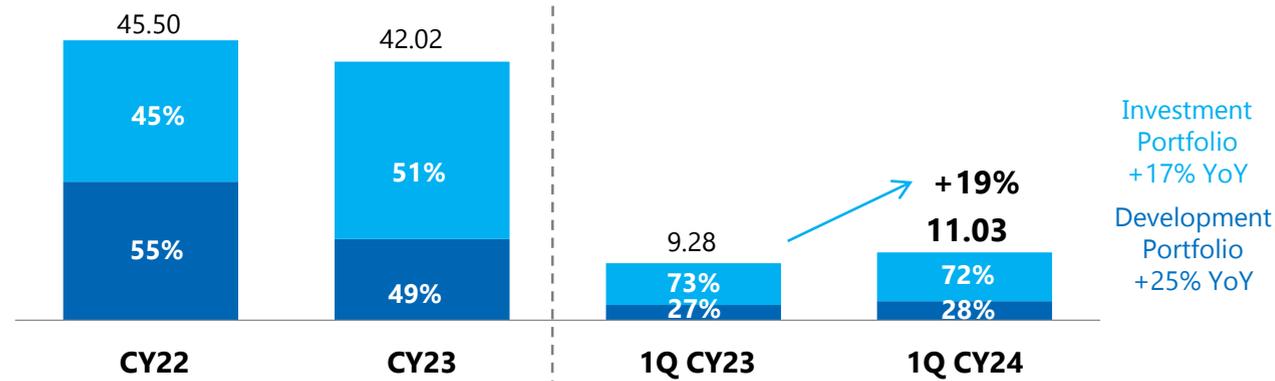
EARNINGS PER SHARE



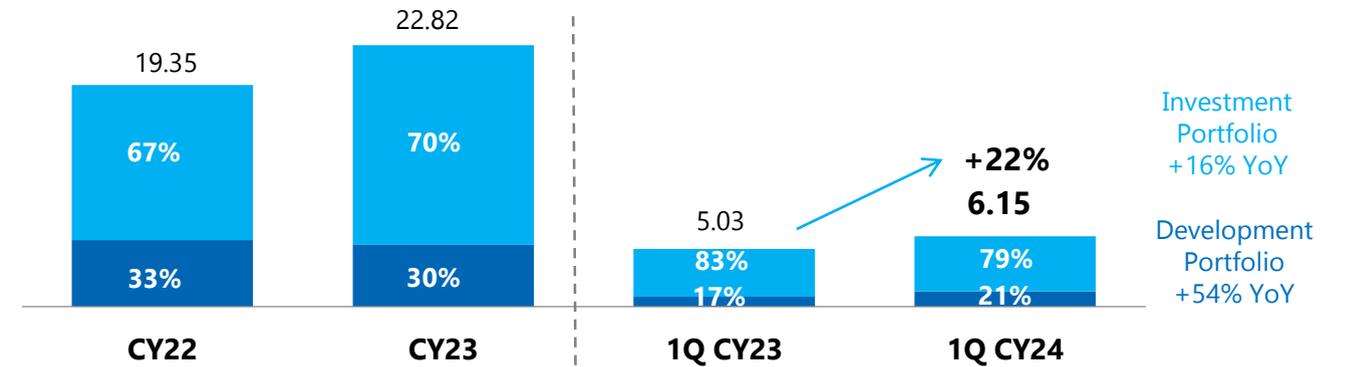
Note: Unaudited figures for CY2024

DIVERSIFIED BUSINESS MODEL PROVIDES RESILIENT CASH FLOW

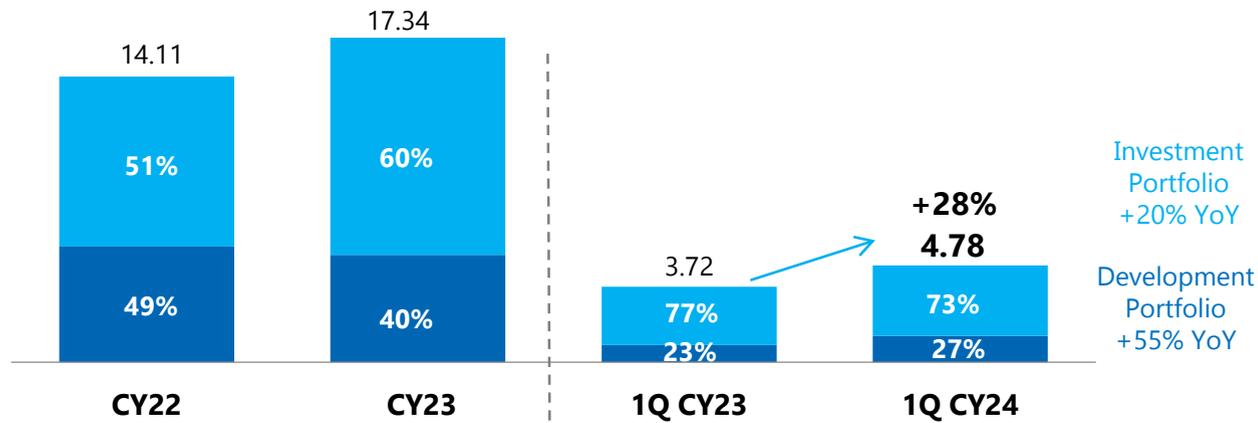
REVENUES (in Php Bn)



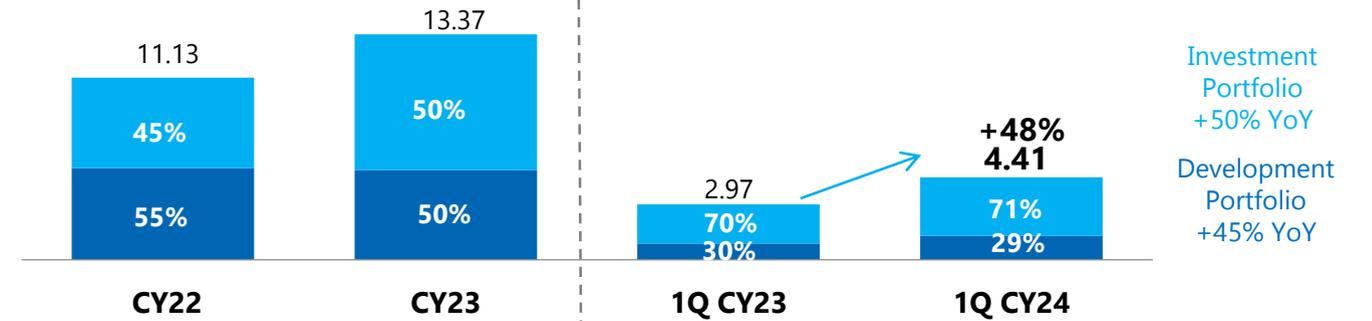
EBITDA (in Php Bn)



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 CY2024	% to RLC	YoY	1Q CY2024	% to RLC	YoY	1Q CY2024	% to RLC	YoY
TOTAL RLC	11,026	100%	+19%	6,149	100%	+22%	4,775	100%	+28%
MALLS	4,452	41%	+14%	2,729	44%	+19%	1,907	40%	+33%
OFFICES	1,903	17%	+3%	1,509	25%	-4%	1,223	26%	-8%
HOTELS	1,352	12%	+54%	402	7%	+140%	202	4%	+770%
RESIDENTIAL	2,358	22%	+13%	684	11%	+32%	659	14%	+32%
JOINT VENTURES	487	4%	+66%	487	8%	+66%	487	10%	+66%
RLX	192	2%	+40%	174	3%	+34%	134	3%	+37%
RDE	252	2%	+112%	149	2%	+223%	148	3%	+228%

- ❑ NIAT (attributable to equity holders of parent) for 1Q CY24 increased by **53% vs. SPLY** to **Php4.067 Bn**
- ❑ Excluding the one-time gain NIAT to parent is **Php 3.34 Bn** up 21%.

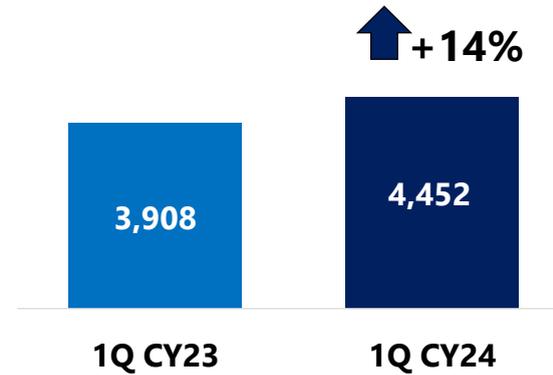
Note: Unaudited financial numbers

1QCY2024 OPERATIONAL HIGHLIGHTS

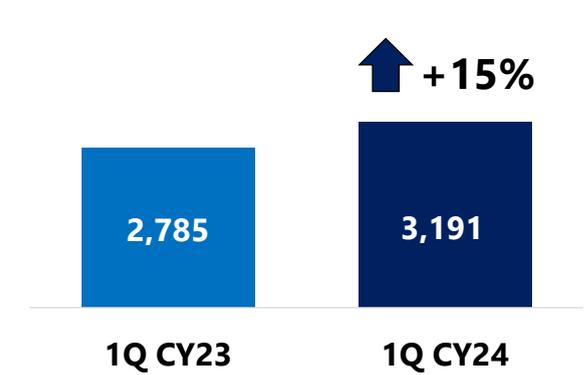
ROBINSONS MALLS

- **2nd** largest mall operator in the Philippines with **54** malls nationwide, 8 within Metro Manila and 46 in other areas
- **1.62 Mn** sqm in Gross Leasable Area
- **93%** total leased percentage
- Around **8,400** lessees

REVENUES (Php Mn)



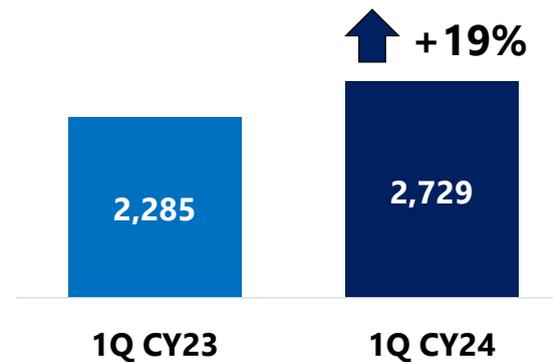
RENTAL REVENUES (Php Mn)



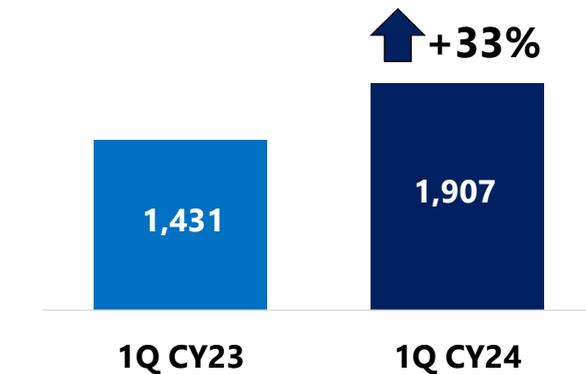
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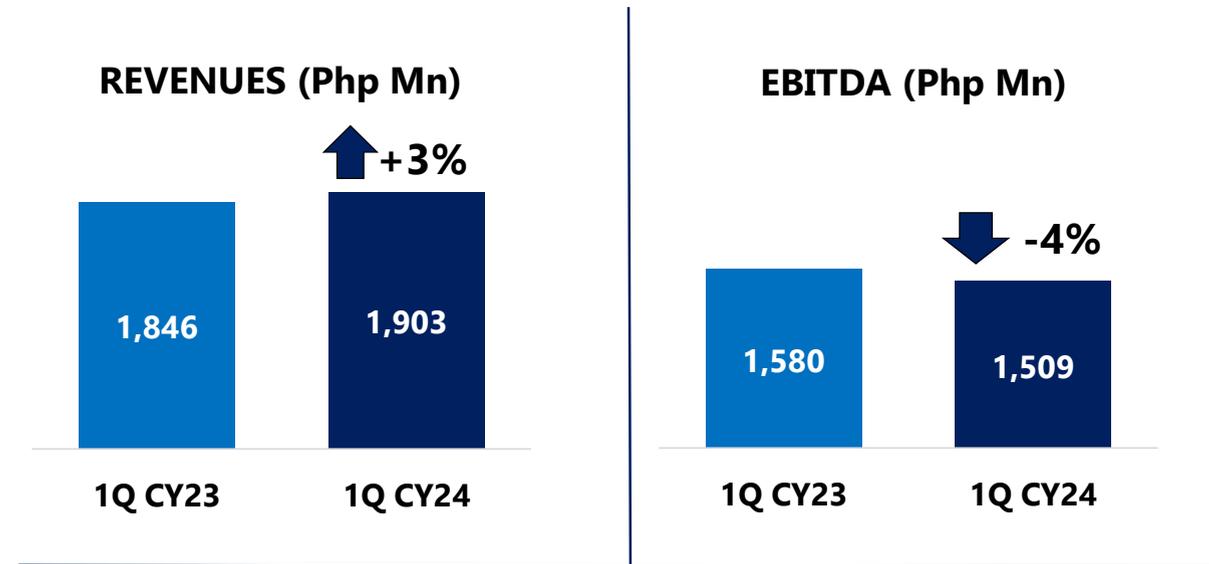
EBITDA (Php Mn)



EBIT (Php Mn)



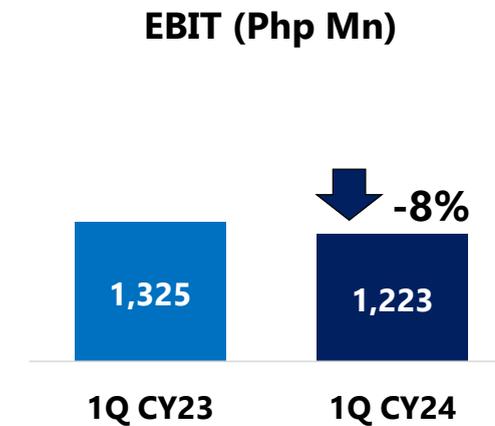
- A leading IT-BPM office space provider with **793,000 sqm** gross leasable space
- **84%** leased percentage across **32** office developments
- **10 work.able** centers
- Dominant office landlord in the **Ortigas Central Business District**.



GBF Towers in Bridgetowne Estate



Artist's Perspective



CY2024 NEW OFFICE BUILDING

GBF Center 1

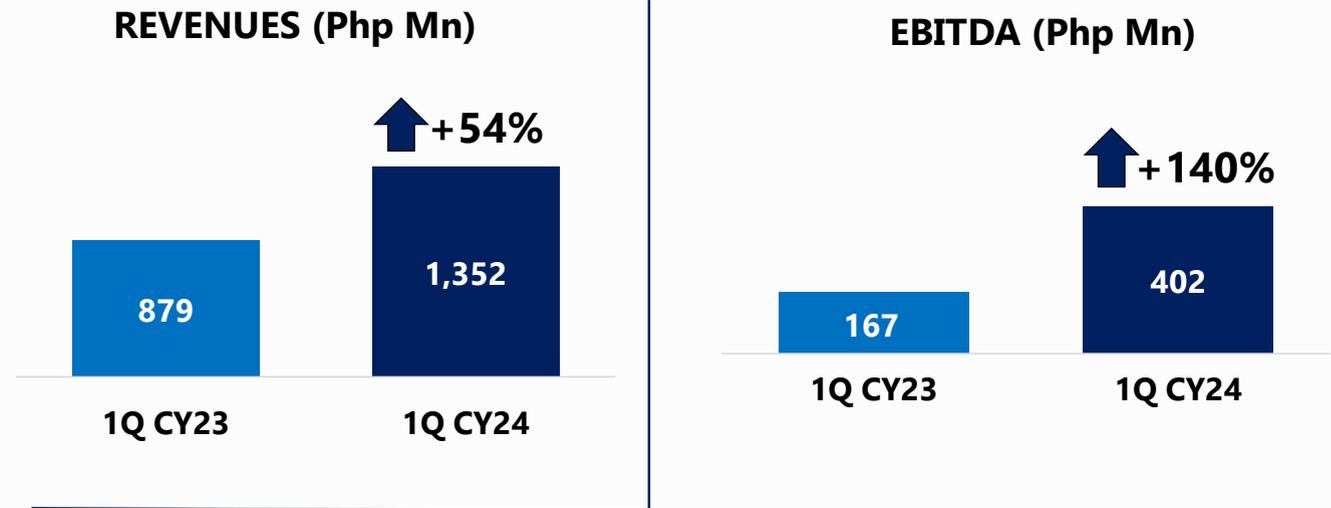


Location:	Bridgetowne, Pasig City
Completion Date:	1Q 2024
GLA:	52,000 sqm

ROBINSONS HOTELS AND RESORTS



- **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 **4,243 room keys** across all segments (excluding franchisees)



International Brands

THE WESTIN
MANILA

Dusit Thani
MACTAN · CEBU
RESORT

CROWNE PLAZA
AN IHG® HOTEL
MANILA GALLERIA

Holiday Inn
AN IHG® HOTEL
MANILA GALLERIA

Company-owned Brands

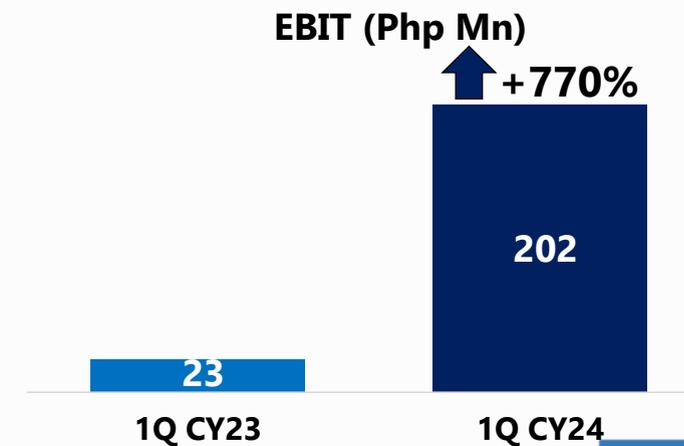
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GRAND
SUMMIT
HOTEL

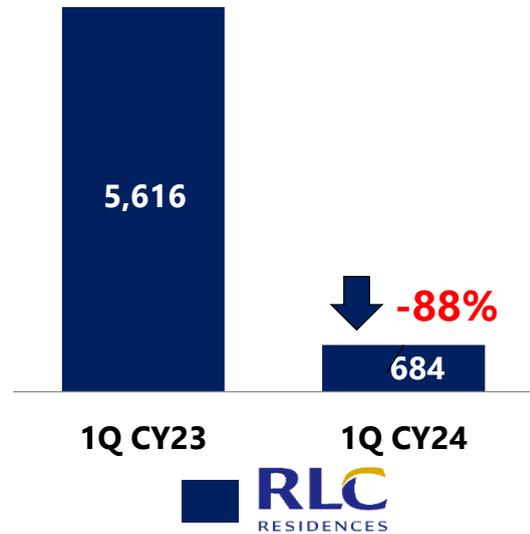
SUMMIT
HOTELS AND RESORTS

GO
HOTELS PLUS

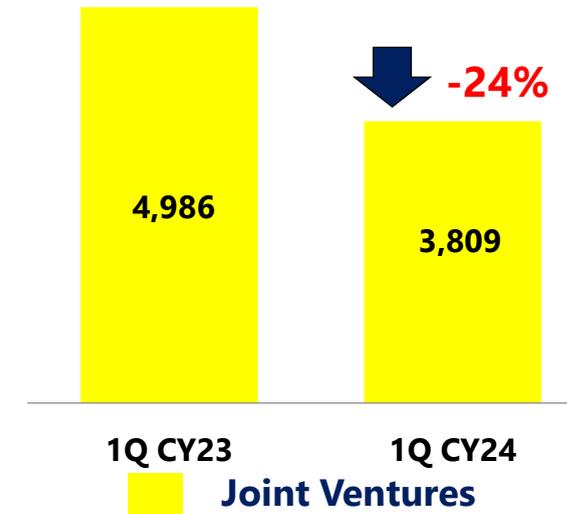
GO
HOTELS



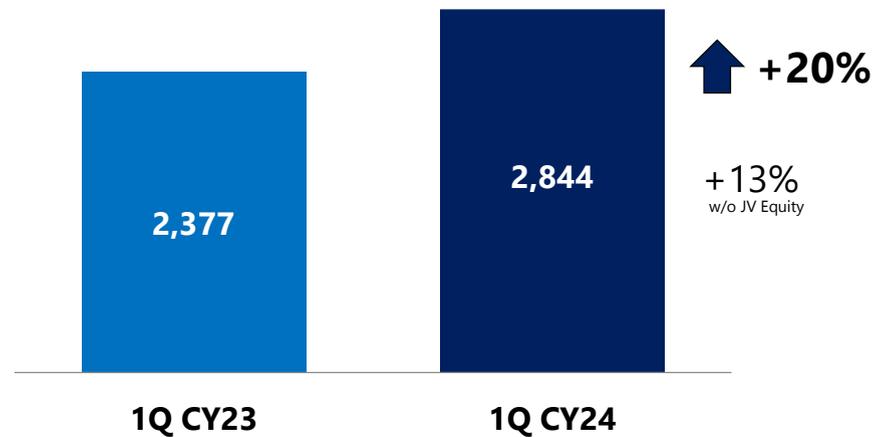
RLC NET SALES TAKE-UP (Php Mn)



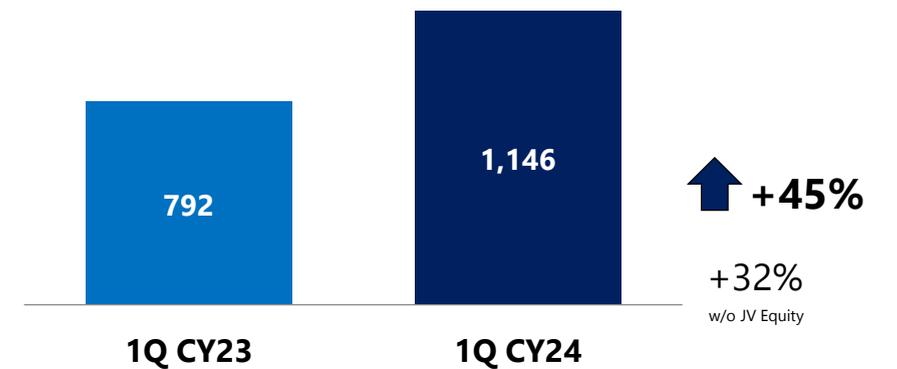
JV NET SALES TAKE-UP (Php Mn)



REALIZED REVENUES (Php Mn)



EBIT (Php Mn)



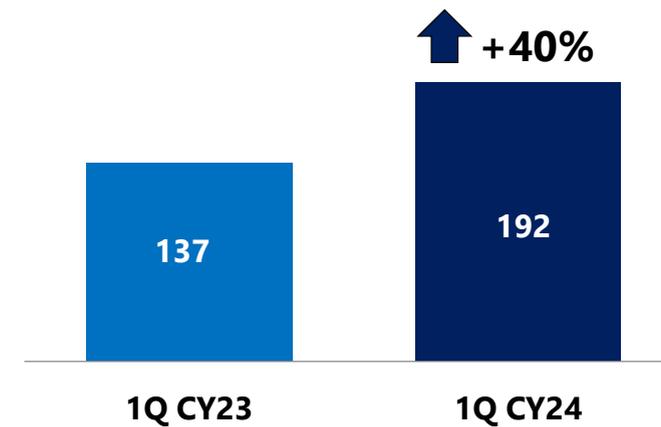
RLX ROBINSONS LOGISTICS AND INDUSTRIAL FACILITIES

- One of the leading industrial facility providers in the country with a total GLA of **244,000 sqm**
- **10** industrial facilities all across Luzon
- Completed Sierra 2 which has 17,000 sqm. of gross leasable space

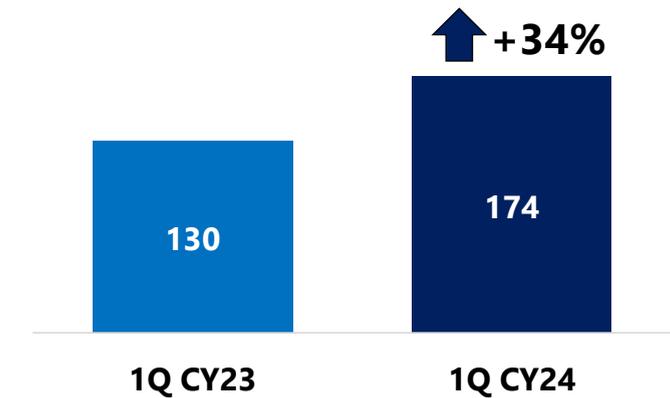


Calamba 2A warehouse
Artist's Perspective

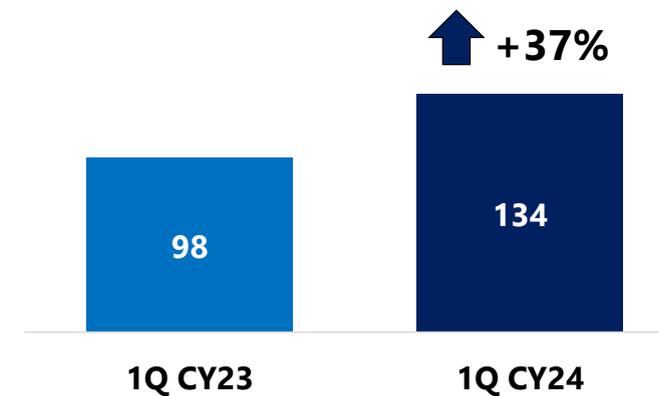
REVENUES (Php Mn)



EBITDA (Php Mn)



EBIT (Php Mn)



CY2024 NEW LOGISTICS FACILITY

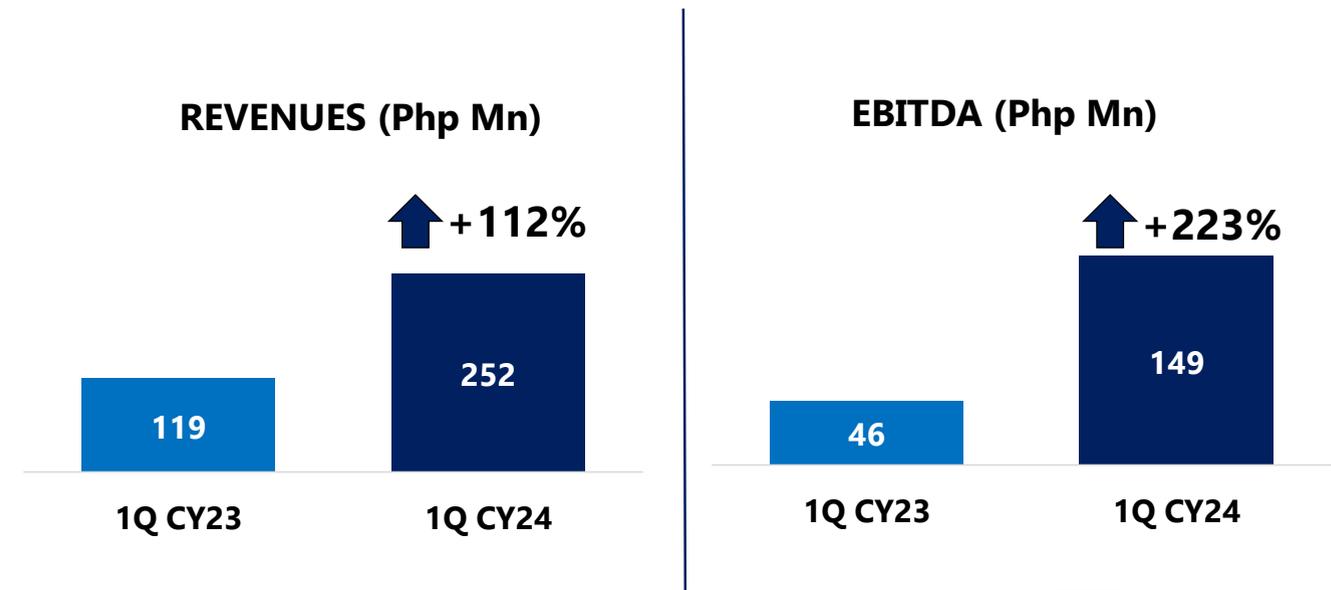
RLX Sierra 2



Location: Taytay, Rizal
Completion Date: 1Q 2024
GLA: 17,000 sqm

ROBINSONS DESTINATION ESTATES

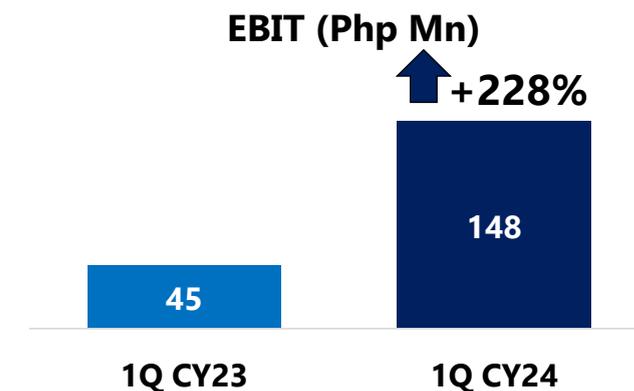
- **Bridgetowne** ongoing construction of the podium at Victor to pave the way for additional retail shops
- **Sierra Valley** opened new standalone F&B stores with drive-thru
- **Montclair** on-going construction of the estate's spine road



New Developments in Destination Estates



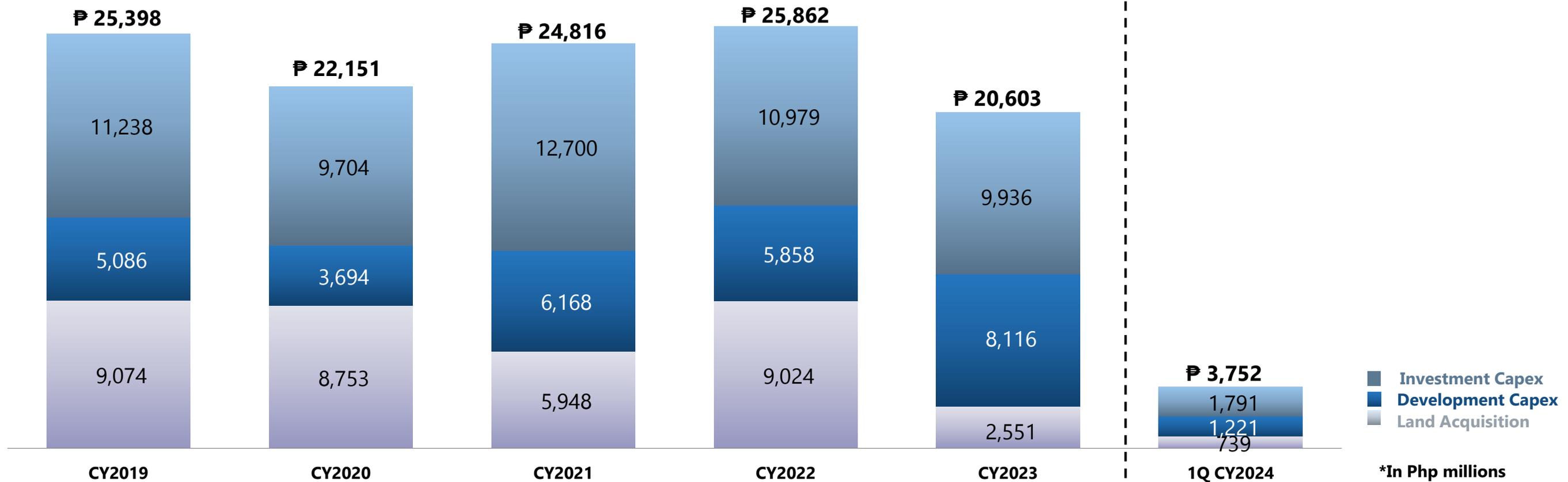
Location: Bridgetowne and Sierra Valley



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	63.3
Luzon	300	12.8
Visayas	129	10.8
Mindanao	147	6.2
TOTAL	850	178.6



Sierra Valley
Location: Cainta, Rizal
Size: 18 hectares



Montclair
Location: Porac, Pampanga
Size: 200 Hectares

1QCY2024 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

- Butuan Flood
- Ormoc Fire
- Cebu Fire
- Tagum and Palawan floods



RSikap – Gapan RLove Livelihood Carts
Entrep Corners:

Xavier School San Juan
St Paul Quezon City
St Paul College of Pasig
De la Salle University - Dasma



- REskwela School Rehabilitation
 - * Novaliches
 - * North Tacloban
 - * Iloilo



- RLusog – URC Nutribread Feeding Assistance Program – Tuguegarao



Annual Physical Exam
Dwell 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



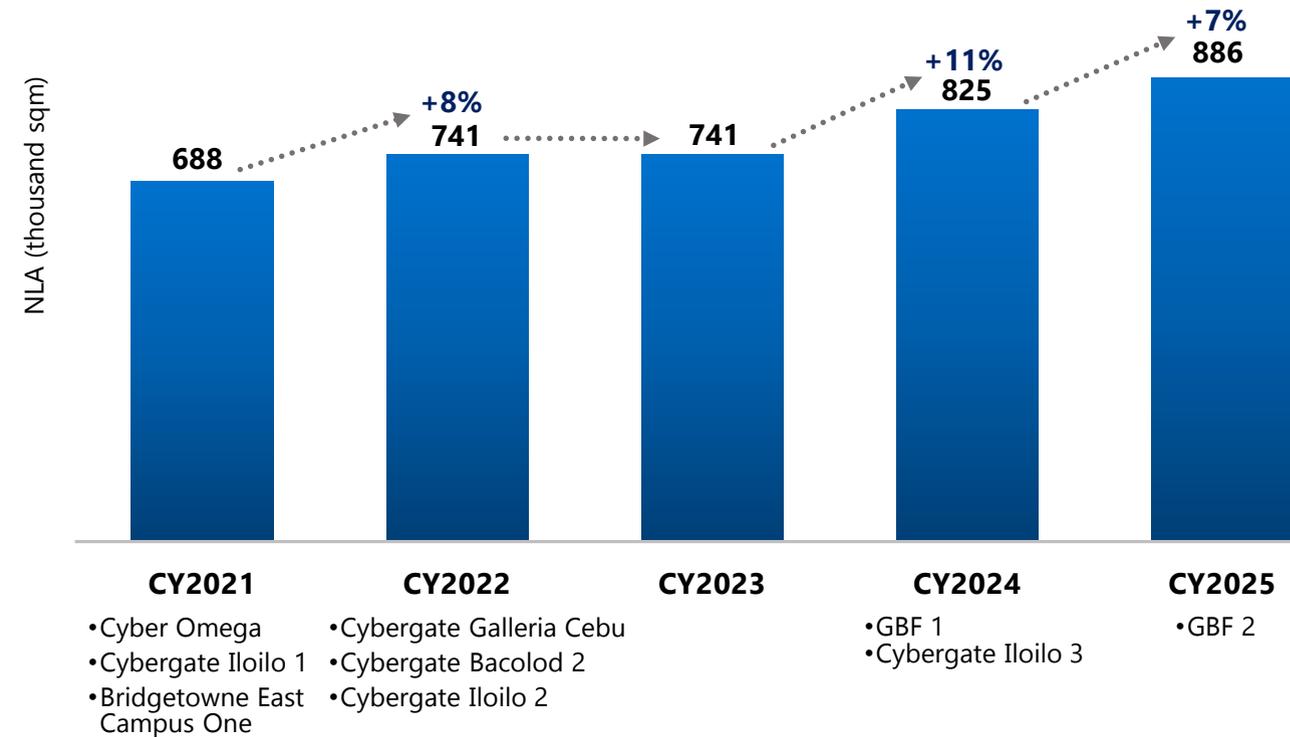
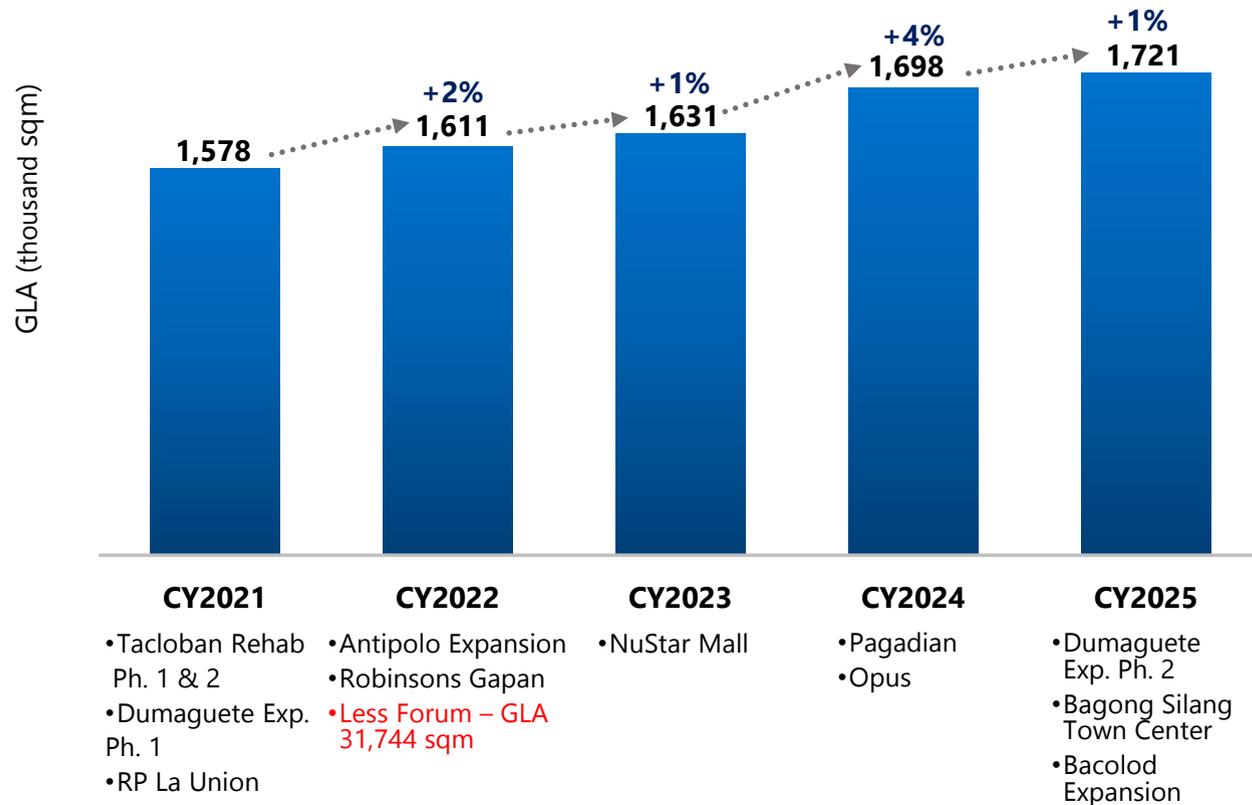
ESG INITIATIVES

RLove CSR Projects - 2024

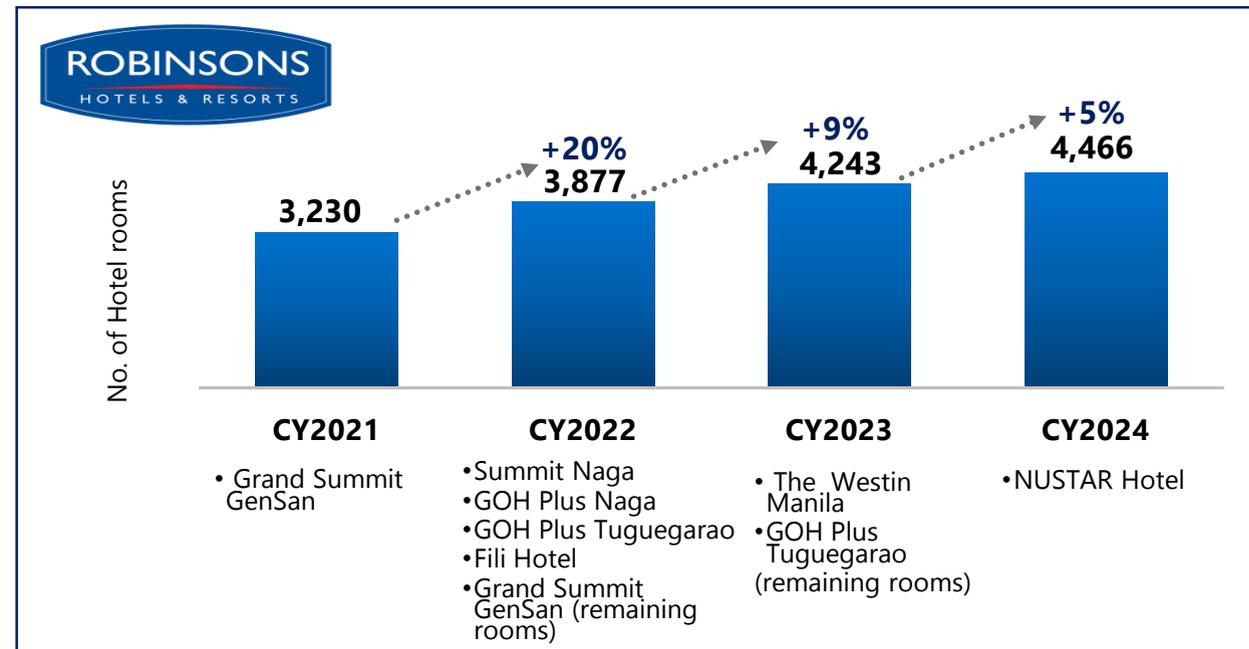
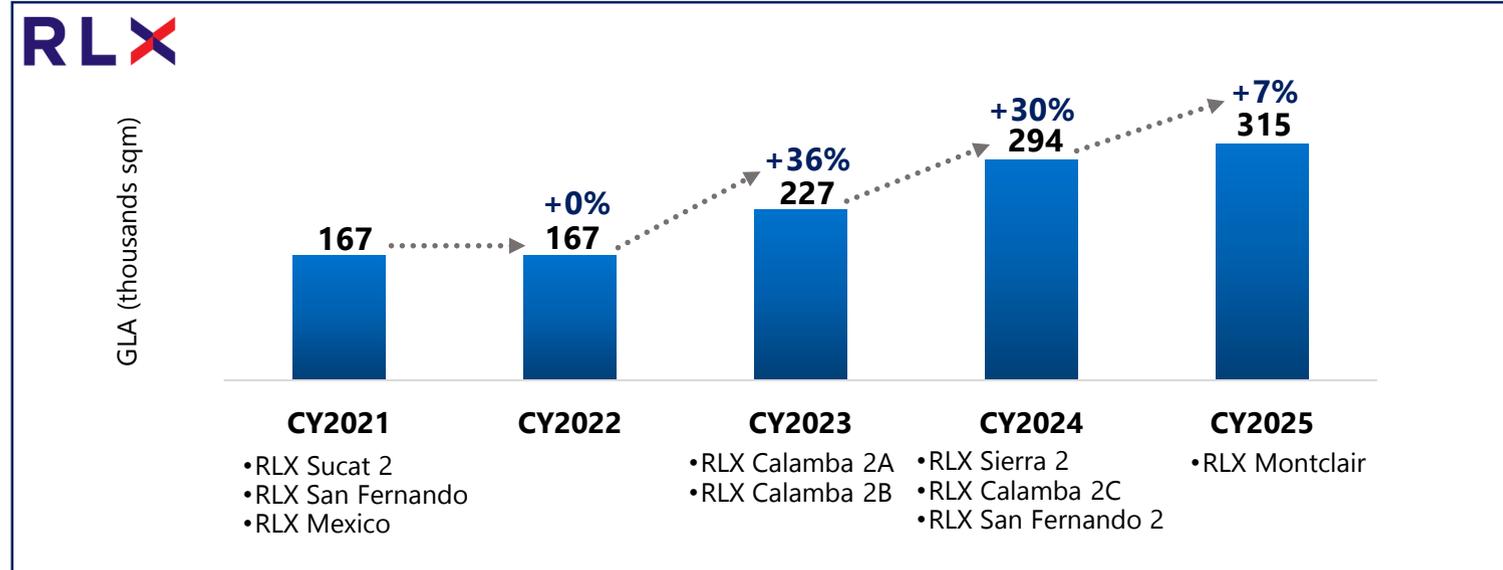
<p>eSikap AN RLove LIVELIHOOD ASSISTANCE PROGRAM</p> <p>1-YR LIVELIHOOD TRAINING PROGRAM</p>  <p><i>Photo credit: International Ministries Foundation Inc.</i></p> <p>DONATION OF RAW MATERIALS & TOOLS</p>  <p>EXAMPLE: DONATION OF BEADS & THREADS TO B'LAAN ARTISAN ASSOCIATION</p> <p>LIVELIHOOD FOOD CARTS</p> 	<p>eLusog AN RLove FEEDING ASSISTANCE PROGRAM</p> <p>HEALTH CARAVAN</p> <p>ACTIVITIES: 1.) HEALTH & NUTRITION TALK 2.) RLUSOG PACK *VITAMINS *NUTRIBREAD *ETC</p> 	<p>eEskwela AN RLove SCHOOL ASSISTANCE PROGRAM</p> <p>RLOVE BAGS W/ SCHOOL SUPPLIES</p>  <p>NURSERY - GRADE 3 LIBRARY BOOKS</p>  <p>CLEANING / PAINTING / CONSTRUCTION MATERIALS</p> 	<p>GIFT OF Health</p> <p>MEDICAL MISSION</p>  <p>HEALTH EQUIPMENT DONATION</p> 	<p>eTulong AN RLove EMERGENCY RELIEF PROGRAM</p> <p>DONATION OF RELIEF PACKS</p>  <p>DONATION OF TENTS</p>  <p>HEALTH EQUIPMENT DONATION</p> 	<p>eGabay AN RLove CHILD WELFARE PROGRAM</p> <p>TOYS PACKAGE</p>  <p>SCHOOL SUPPLIES</p>  <p>CARE PACKAGE</p>  <p>FOOD PACKAGE</p> 
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FUTURE PLANS AND STRATEGIES

FUTURE PLANS

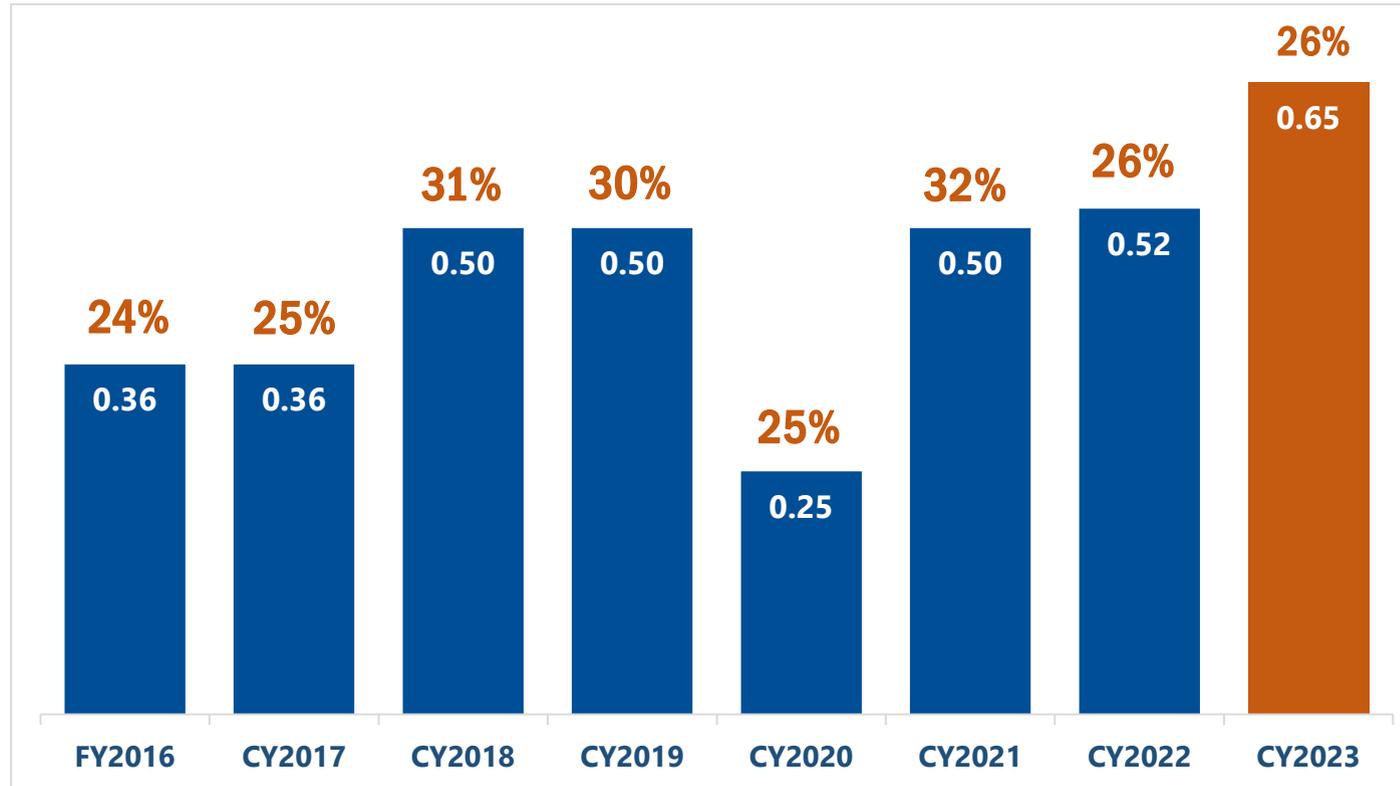


FUTURE PLANS



CASH DIVIDEND DECLARATION

The Company has adopted a dividend policy to maintain an **Annual Cash Dividend Payout Ratio of at least twenty percent (20%) of the recurring net income** for the preceding fiscal year.



CY2023 Payout	
Dividend per share	₱0.65
Declaration Date	3 May 2024
Record Date	31 May 2024
Payment Date	21 June 2024

	FY2016	CY2017	CY2018	CY2019	CY2020	CY2021	CY2022	CY2023
Dividend Amount (PHP Bn)	1.47	1.47	2.60	2.60	1.30	2.55	2.54	3.15
Net Income Attributable to Equity Holders of the Parent (PHP Bn)	5.70	5.88	8.23	8.69	5.26	8.06	9.75	12.06
Earnings Per Share (PHP)	1.50	1.44	1.62	1.67	1.01	1.55	1.91	2.46

*Actual amount to be determined on record date

THANK YOU



**ROBINSONS LAND
CORPORATION**

**1Q CY2024
Analyst Briefing**