



**ROBINSONS LAND
CORPORATION**

**1H CY2024
Analyst Briefing
09 August 2024**

Agenda

1. 1H CY2024 FINANCIAL HIGHLIGHTS
2. SUCCESSFUL BLOCK PLACEMENT OF RCR SHARES
3. 1H CY2024 OPERATIONAL HIGHLIGHTS
4. 1H CY2024 ESG UPDATES
5. FUTURE PLANS AND STRATEGIES



KEY MESSAGES (for the period 1HCY2024)

EARNINGS MILESTONES

- RLC exhibited solid earnings growth with net income attributable to parent rising by 25% year-on-year to Php7.25 Bn; w/o GoTyme gain, NIAT is Php6.52 Bn still up by 9% year-on-year
- Margins improved to 57% for EBITDA and 44% for EBIT, a 200 basis point increase SPLY; excluding one-time gain, EPS is Php1.35/ sh

MALLS SEGMENT

- Robinsons malls continue to experience robust operating growth (Revenue+12%; EBITDA+16%; EBIT+27%)
- EBITDA margin improved to 61% (+200 bps); Occupancy rate is stable at 93%

OFFICE SEGMENT

- Robinsons Offices improved revenue results with a 6% increase; Sequentially, revenue continues to increase by 6% quarter-on-quarter
- Occupancy rate improved to 86% (from 84% in 1Q24) with expansion of existing BPO tenants

RESIDENTIAL SEGMENT

- Net sales for the 2Q reached Php5.5 Bn, a sevenfold increase from 1Q, totaling Php6.20 Bn for the first half of the year; Revenue reached Php4.86 Bn including equity earnings from JVs amounting to Php1.29 Bn
- RLC Residences launched Mira Tower 1 with 78% of units already sold

HOSPITALITY SEGMENT

- Robinsons Hotels and Resorts surged revenues by 42% to Php2.85 Bn, with strong contributions across all brand segments
- System wide occupancy is 65%; Opened the 6th Café Summit in Summit Hotel Tacloban; launched the R Coffee brand in all Café Summits nationwide

LOGISTICS AND INDUSTRIAL SEGMENT

- Continues to rise with a 31% revenue increase to Php385 Mn.
- Completed RLX Sierra 2 with 17,000 square meters of gross leasable space.

DESTINATION ESTATES

- Recorded a significant 28% increase in revenue to Php571 Mn.

Note: Unaudited Financial Numbers



Business Portfolio

As of 1H CY2024

54 Lifestyle Centers

132 Residential Developments
from 131 as of 1Q CY2024

32 Office Developments

31 Mixed-Use Developments

26 Hotels & Resorts

10 work.able Centers

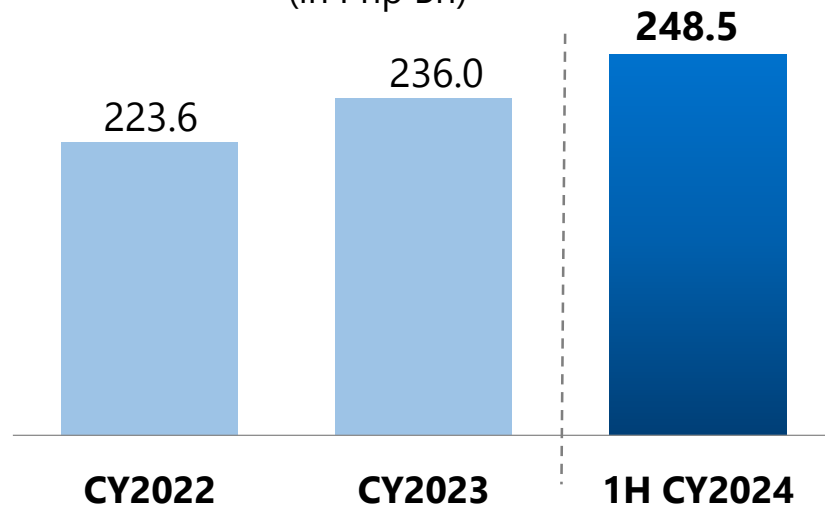
10 Industrial Facilities

1HCY2024 FINANCIAL HIGHLIGHTS

SOLID AND HEALTHY FINANCIAL POSITION

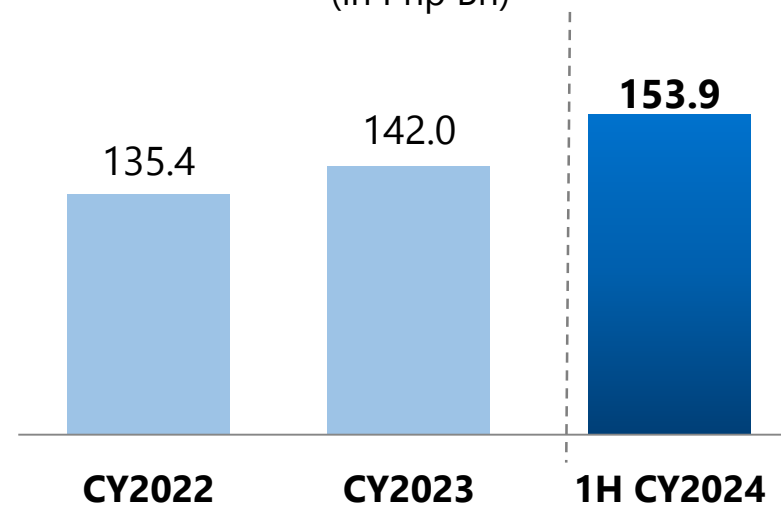
TOTAL ASSETS

(in Php Bn)

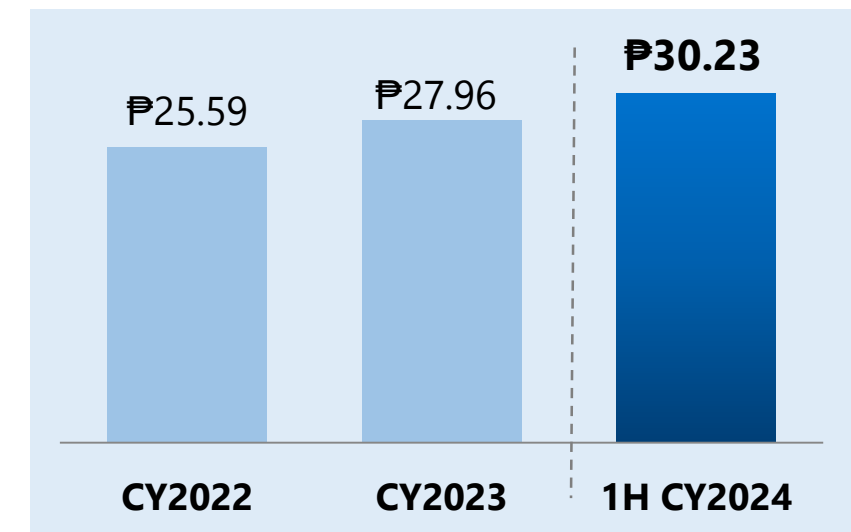


SHAREHOLDERS' EQUITY

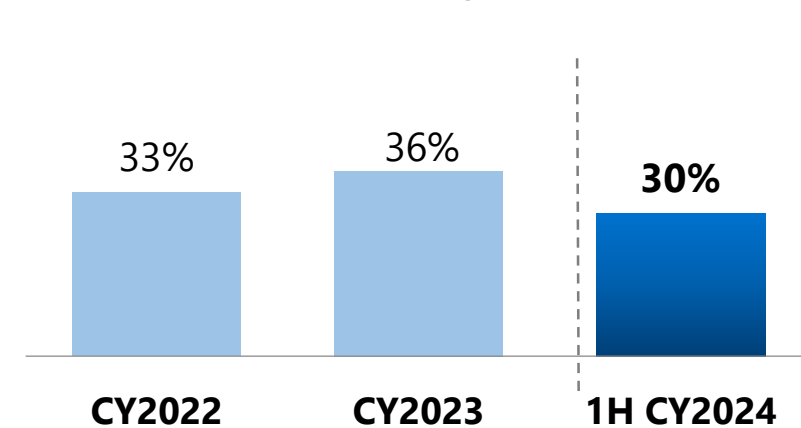
(in Php Bn)



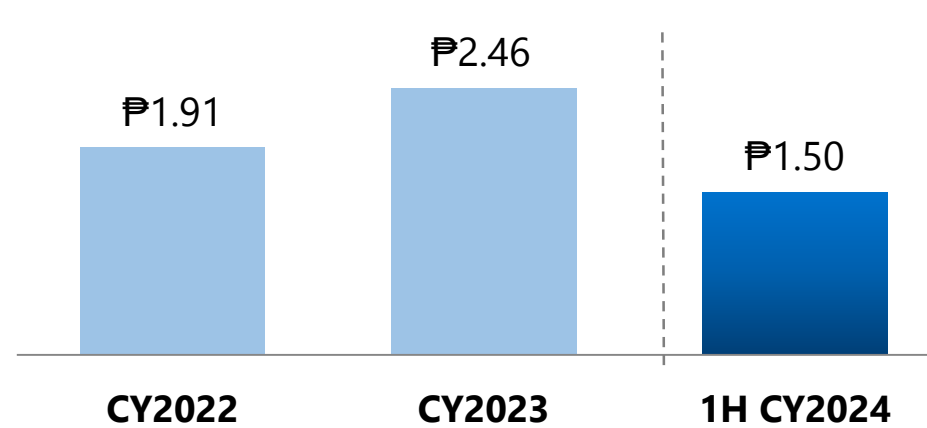
NET BOOK VALUE PER SHARE



NET DEBT TO EQUITY



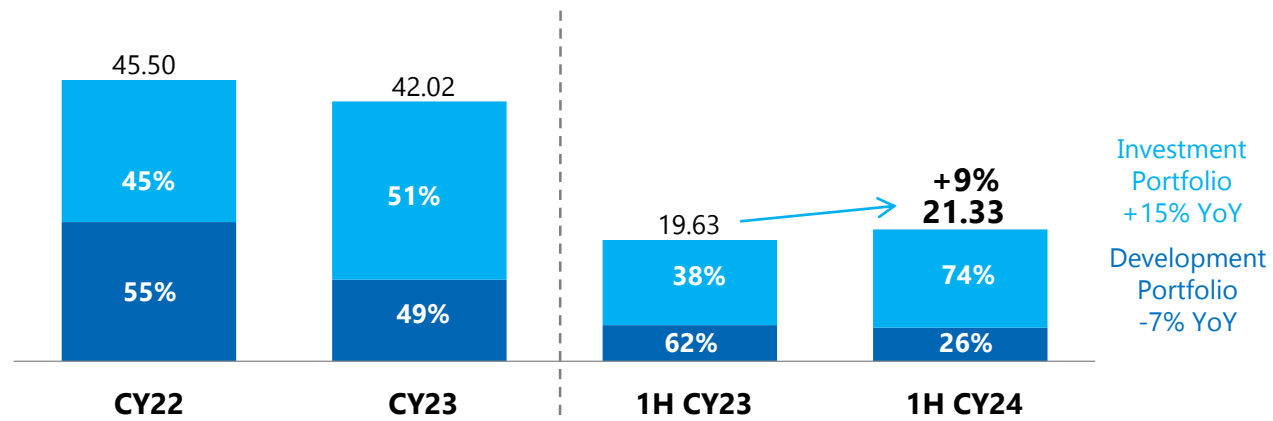
EARNINGS PER SHARE



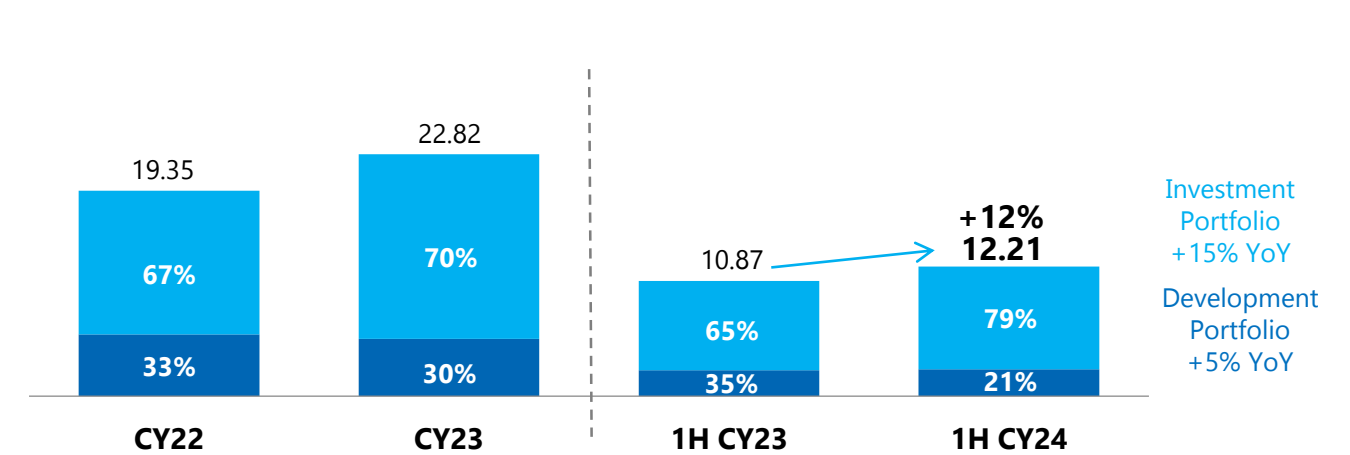
Note: Unaudited figures for CY2024

DIVERSIFIED BUSINESS MODEL PROVIDES RESILIENT CASH FLOW

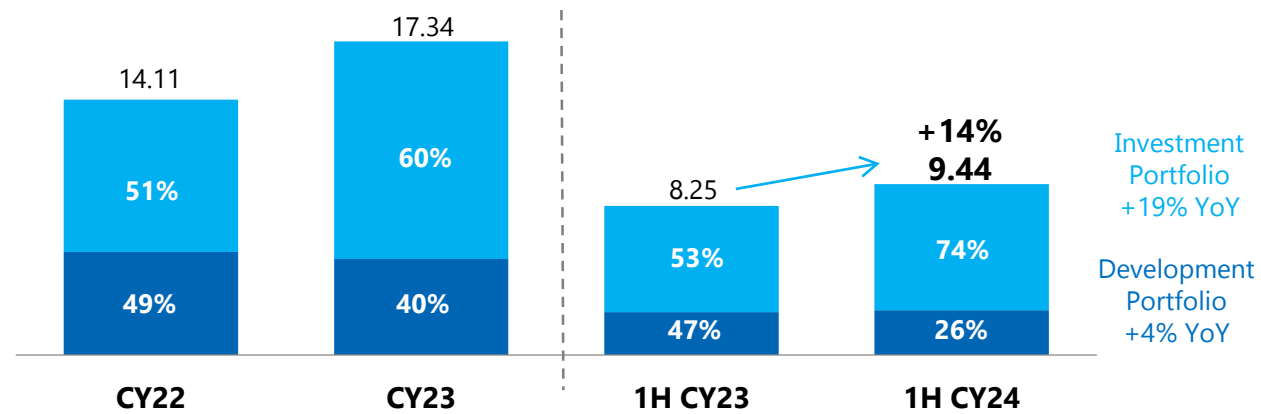
REVENUES (in Php Bn)



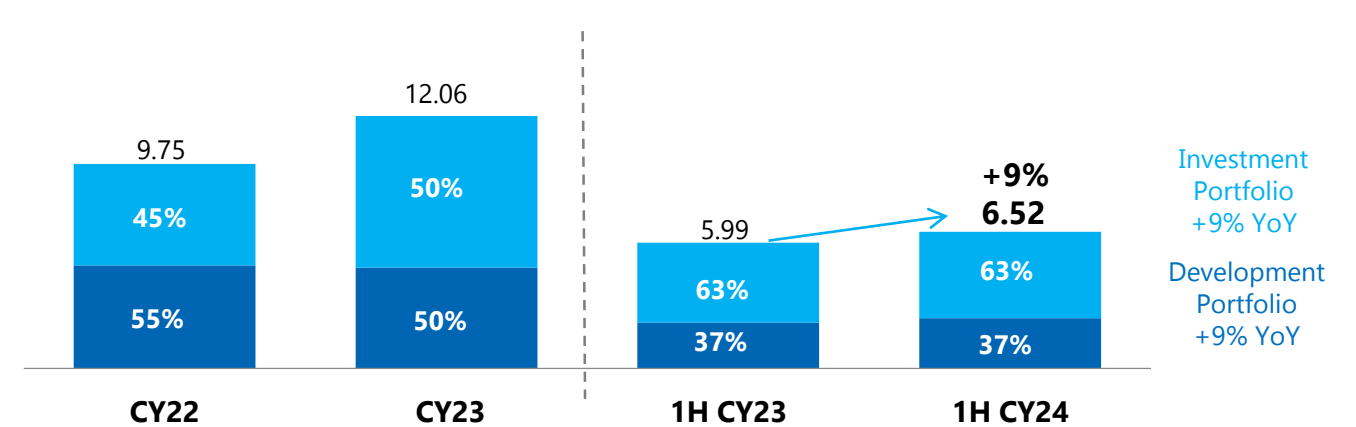
EBITDA (in Php Bn)



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		
	1H CY2024	% to RLC	YoY	1H CY2024	% to RLC	YoY	1H CY2024	% to RLC	YoY
TOTAL RLC	21,331	100%	+9%	12,216	100%	+12%	9,442	100%	+14%
MALLS	8,708	41%	+12%	5,344	44%	+16%	3,684	39%	+27%
OFFICES	3,922	18%	+6%	3,123	25%	0%	2,558	27%	-3%
HOTELS	2,848	13%	+42%	868	7%	+96%	454	5%	+243%
RESIDENTIAL	3,565	17%	-19%	873	7%	-24%	820	9%	-26%
JOINT VENTURES	1,292	6%	+28%	1,292	11%	+28%	1,292	14%	+28%
LOGISTICS	385	2%	+31%	351	3%	+25%	271	3%	+30%
ESTATES	571	3%	+28%	345	3%	+38%	343	4%	+38%

- ❑ NIAT (attributable to equity holders of parent) for 1H CY24 increased by **25% vs. SPLY** to **Php7.25 Bn**
- ❑ Excluding the one-time gain NIAT to parent is **Php 6.52 Bn** up 9%.

Note: Unaudited financial numbers

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1HCY2024 SUCCESSFUL BLOCK PLACEMENT OF RCR SHARES

SUCCESSFUL BLOCK PLACEMENT OF RCR SHARES

- Last April 5, 2024, the Company has completed the overnight block placement of its shares in RL Commercial REIT, Inc. **Php8.49 Bn** —the biggest and most successful from sponsor companies. RLC sold a total of **1,725,995,000** RCR shares at a transaction price of **₱4.92** per share, with RCR's public float increasing to *49.95%*

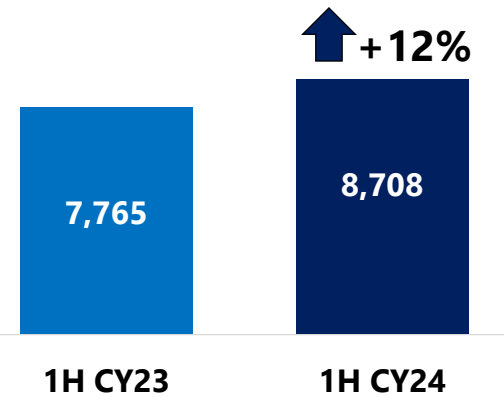
"The oversubscribed book is a testament to the strength of RLC's brand. We are thankful to the institutional investors for their continued trust and confidence in RLC's reputation. Being the majority shareholder of RCR, RLC shall continuously fuel the growth of RCR by infusing yield-accretive and high-quality assets that will complement the existing predominantly-office asset portfolio of RCR in order to maximize both RLC and RCR's shareholder value. We envision RCR to be the bellwether REIT in the Philippine real estate landscape,"

— **Mr. Lance Y. Gokongwei**
Chairman, President, and CEO of RLC

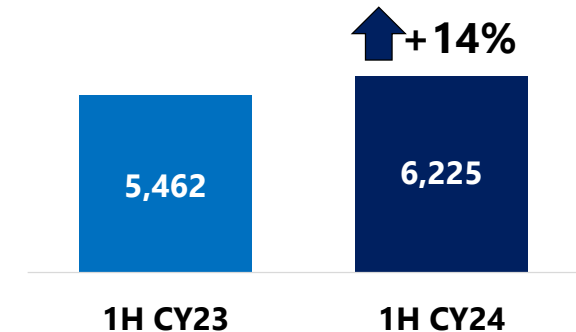
1HCY2024 OPERATIONAL HIGHLIGHTS

- **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 occupancy rate
- More than **8,400** retailers

REVENUES (Php Mn)



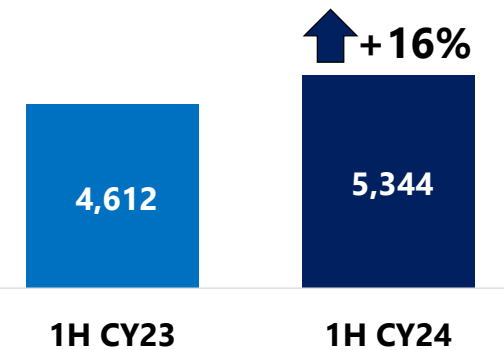
RENTAL REVENUES (Php Mn)



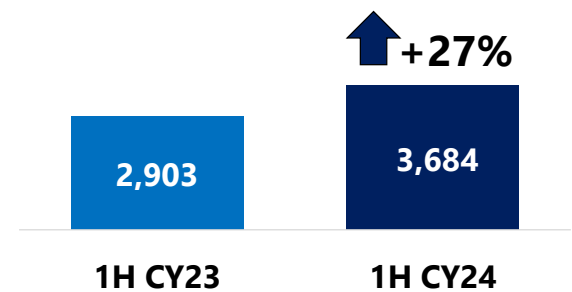
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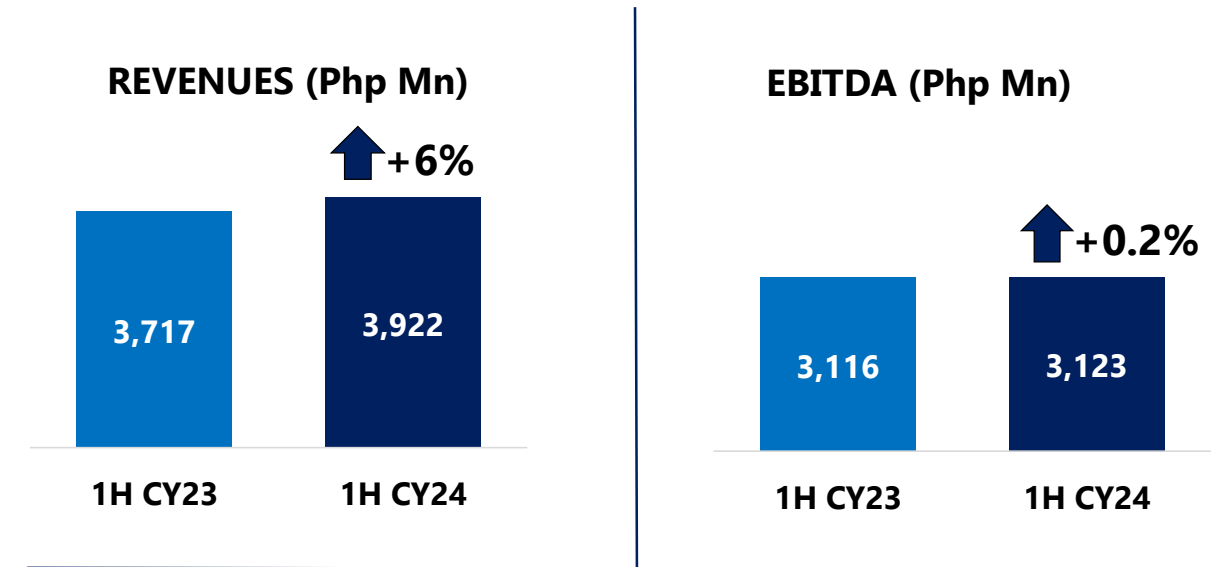
EBITDA (Php Mn)



EBIT (Php Mn)



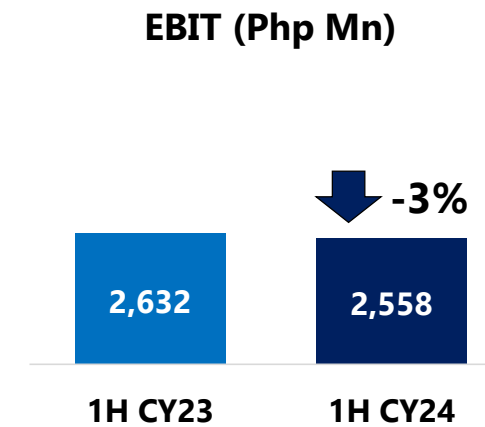
- A leading IT-BPM office space provider with **793,000 sqm** gross leasable space
- **86%** occupancy rate across **32** office developments
- **10 work.able** centers
- Dominant office landlord in the **Ortigas Central Business District**.



GBF Towers in Bridgetowne Estate



Artist's Perspective

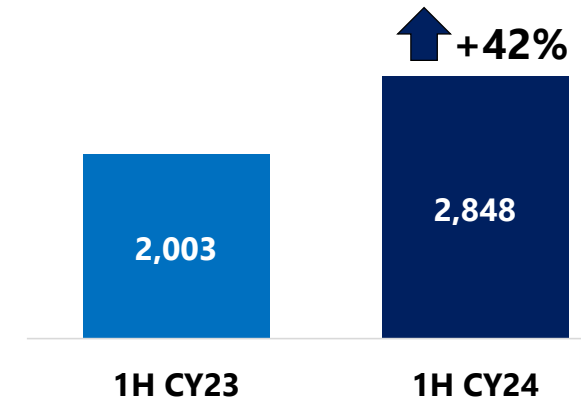


ROBINSONS HOTELS AND RESORTS

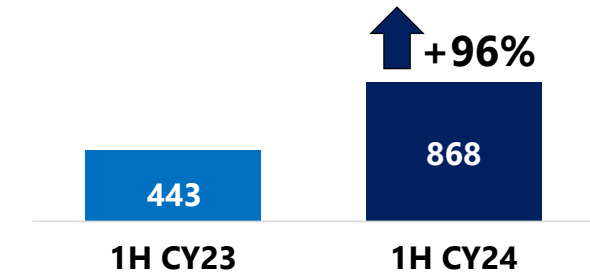


- **Multi-branded**, continuously expanding hotel portfolio spanning 4 segments – essential service value hotels, mid-market boutique city and resort hotels, upscale deluxe hotels, and luxury hotels and resorts
- **26** hotel properties with **4,243 room keys** across all segments (excluding franchisees)
- **R Coffee**, our signature blend, was launched in Q2 at all Café Summits nationwide

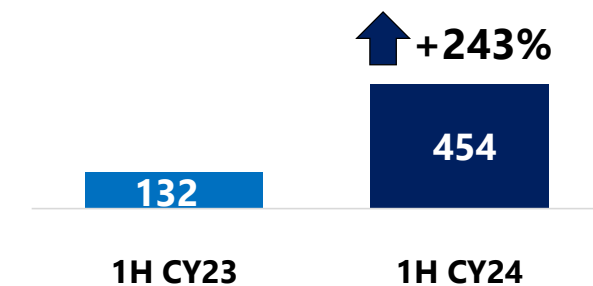
REVENUES (Php Mn)



EBITDA (Php Mn)



EBIT (Php Mn)



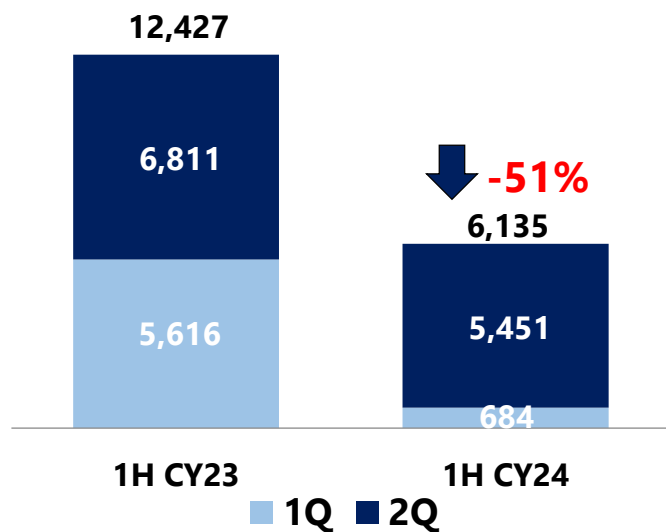
International Brands



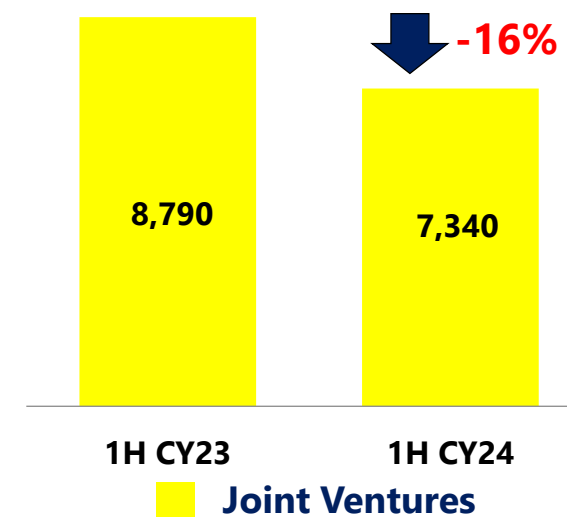
Company-owned Brands



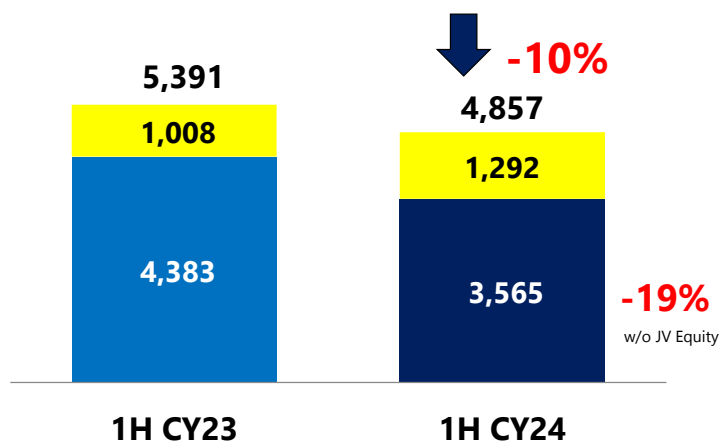
RLC NET SALES TAKE-UP (Php Mn)



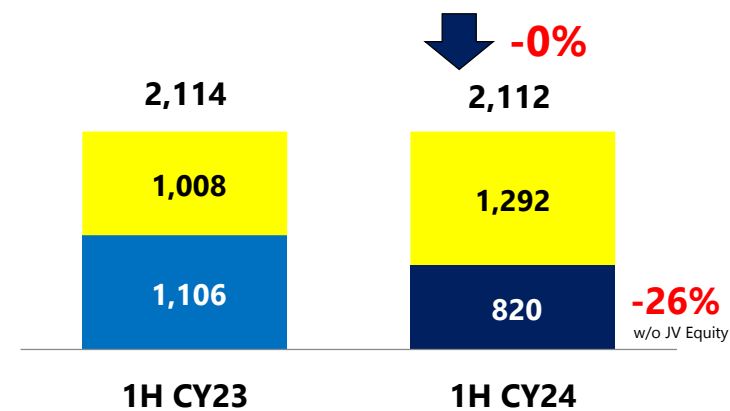
JV NET SALES TAKE-UP (Php Mn)



REALIZED REVENUES (Php Mn)



EBIT (Php Mn)



CY2024 NEW RESIDENTIAL PROJECT

Mira – Tower 1

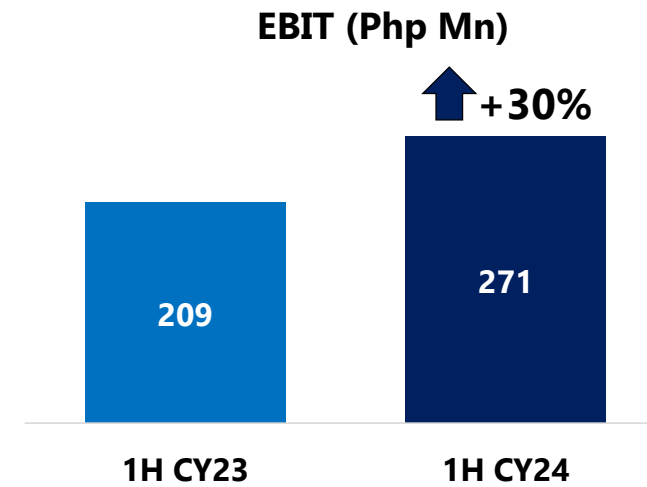
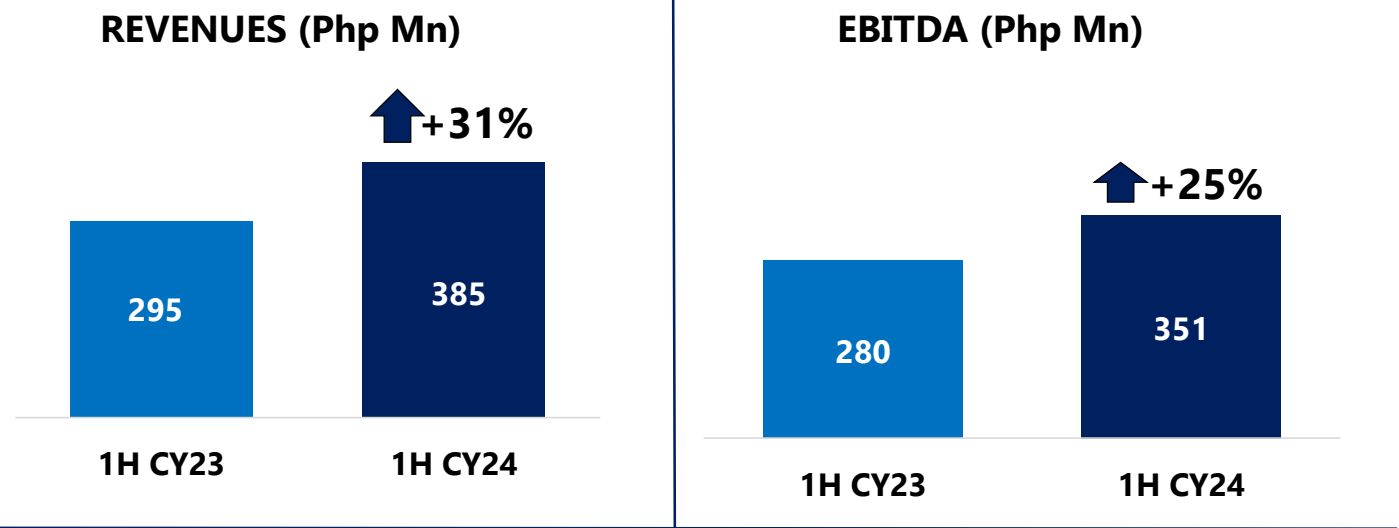
TOWER 1



Location:	Cubao, Quezon City
Launch dates:	Apr. 2024
No. of Units:	539
Launched Sales Value:	Php. 4.40 Bn
Sales take-up:	78%

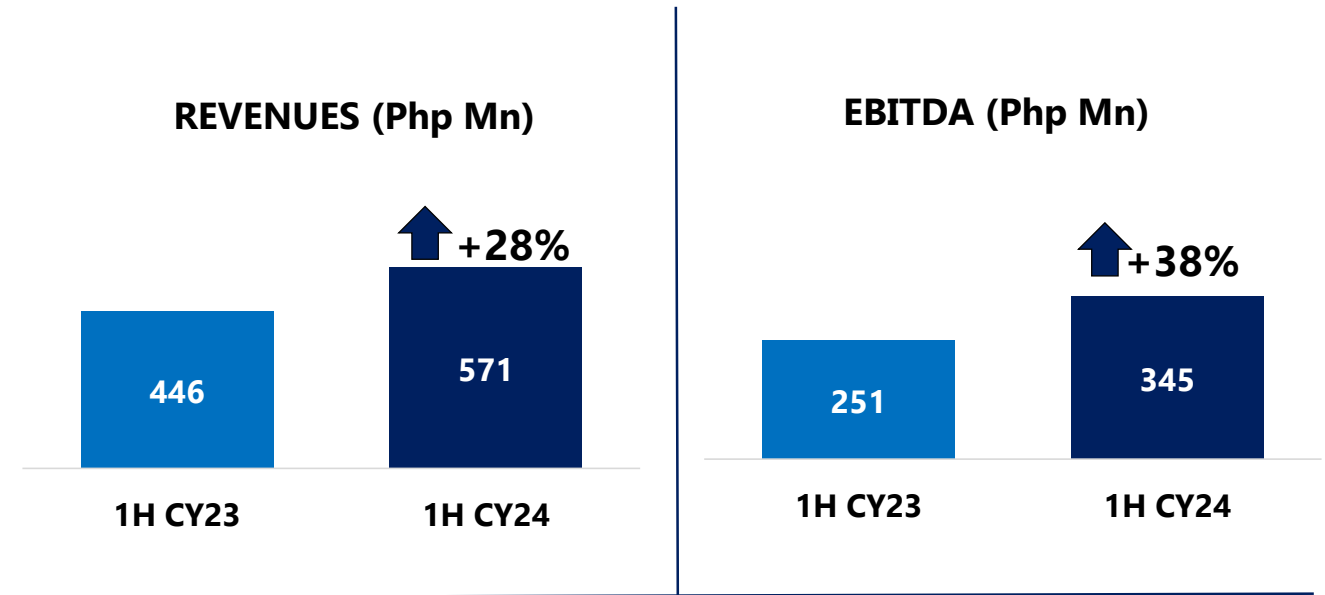
ROBINSONS LOGISTICS AND INDUSTRIAL FACILITIES

- 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 offers 17,000 sqm of gross leasable space



ROBINSONS DESTINATION ESTATES

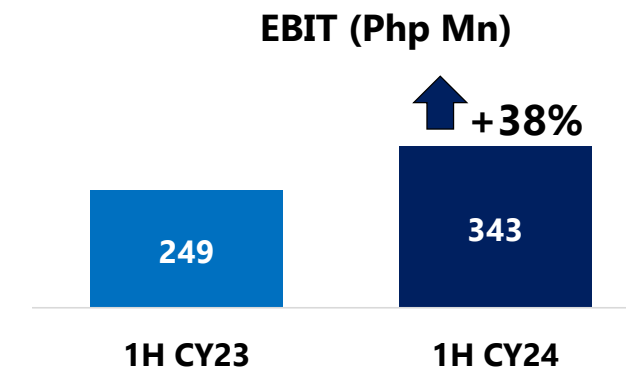
- **Bridgetowne** is the preferred venue this summer for outdoor activities and events (eg. Fun run and music festivals)
- **Sierra Valley** opened new standalone F&B stores with drive-thru
- **Montclair** on-going construction of the estate's spine road



New Developments in Destination Estates



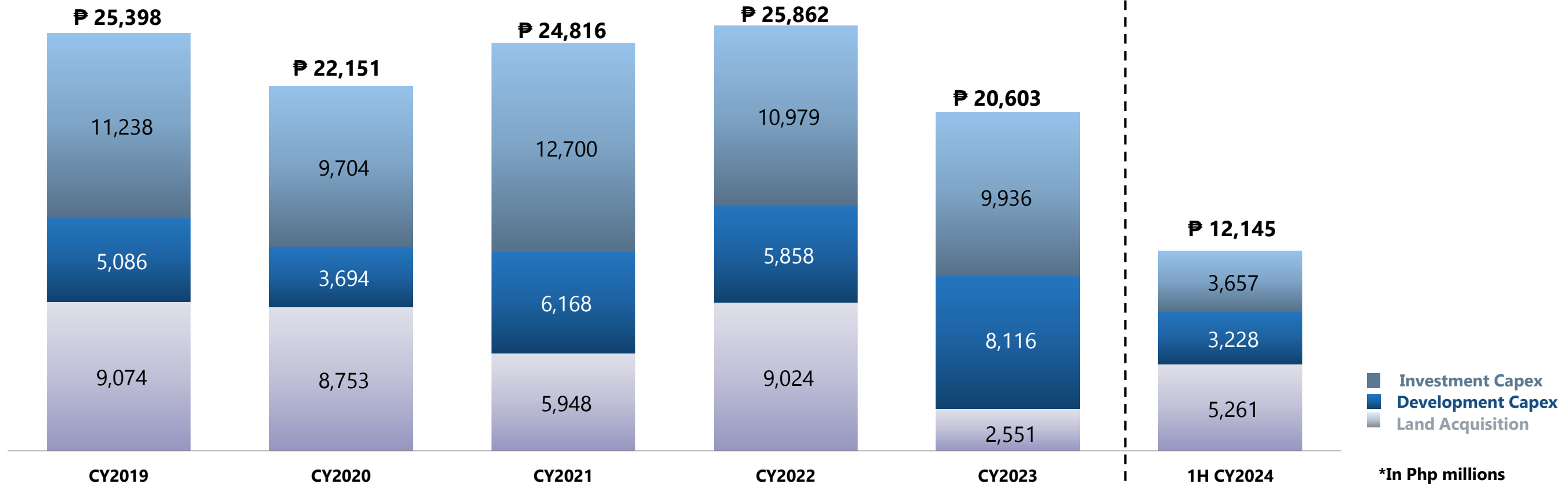
Location: Bridgetowne and Sierra Valley



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	246	60.0
1. <i>Bridgetowne</i>	12	42.0
2. <i>Sierra Valley</i>	8	6.8
3. <i>Montclair</i>	226	11.3
Metro Manila	20	62.6
Luzon	306	16.8
Visayas	112	12.7
Mindanao	147	6.3
TOTAL	832	158.4



Sierra Valley
Location: Cainta, Rizal
Size: 18 hectares



Montclair
Location: Porac, Pampanga
Size: 200 Hectares

1HCY2024 ESG UPDATES

ESG UPDATES (1H CY2024)

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

Environment



Solar Energy
24 Malls with Solar Power



Green Buildings:
-EDGE Certifications
-LEED Certifications



Waste Water
Conservation and
Treatment Program



Solid Waste Management



Electric Vehicle (EV) Charging Stations



Tree-Planting + Clean-Up Drives



Social



Relief Operations
• Typhoon Carina - July
• Cebu Fire - Jan, Feb & June
• Tagum Flood - Jan
• Palawan Fire - Feb
• Butuan Flood - Feb



RSikap – RLove Livelihood Trainings & Tools provision
Pitch for Hope - Livelihood Project

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



REskwela - School Assistance Program
RGabay - Child Welfare Program



RLusog – Feeding & Nutrition Assistance Program
RGabay - Child Welfare Program



Annual Physical Exam
Dwell Wellbeing Program
Relief Operations for Typhoon Carina-affected employees



Governance



Independent Directors
Head Key Board Committees



Company-wide Anti-Corruption
Trainings

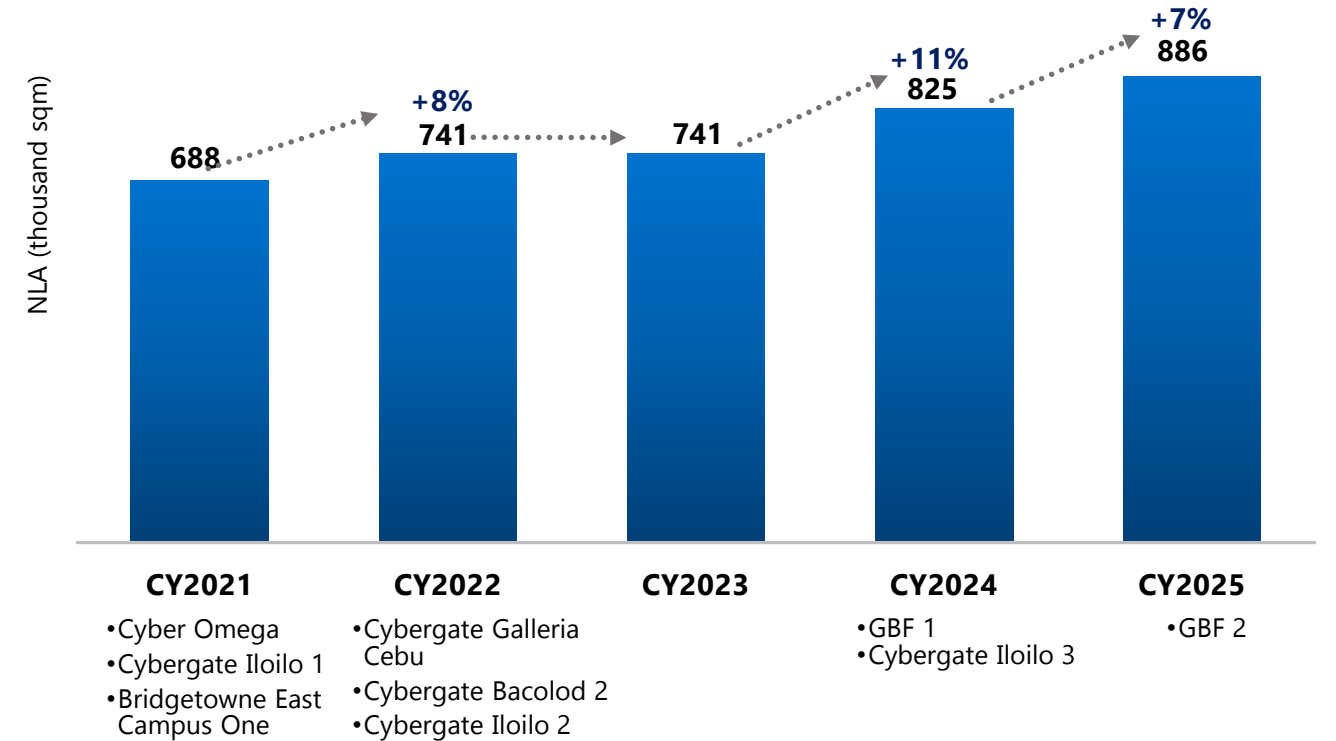
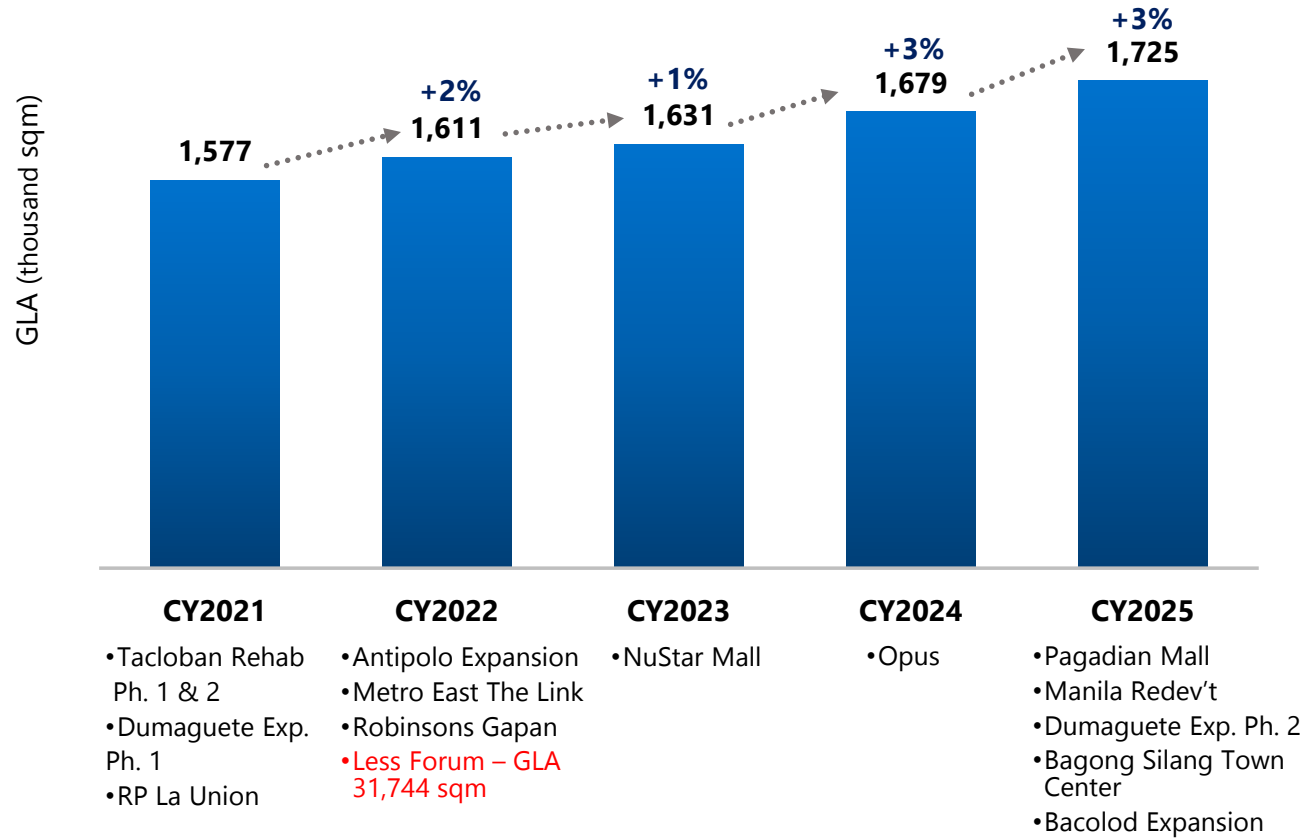


• Enterprise Risk
Management program
• Task Force on Climate-related
Financial Disclosures TCFD
Training

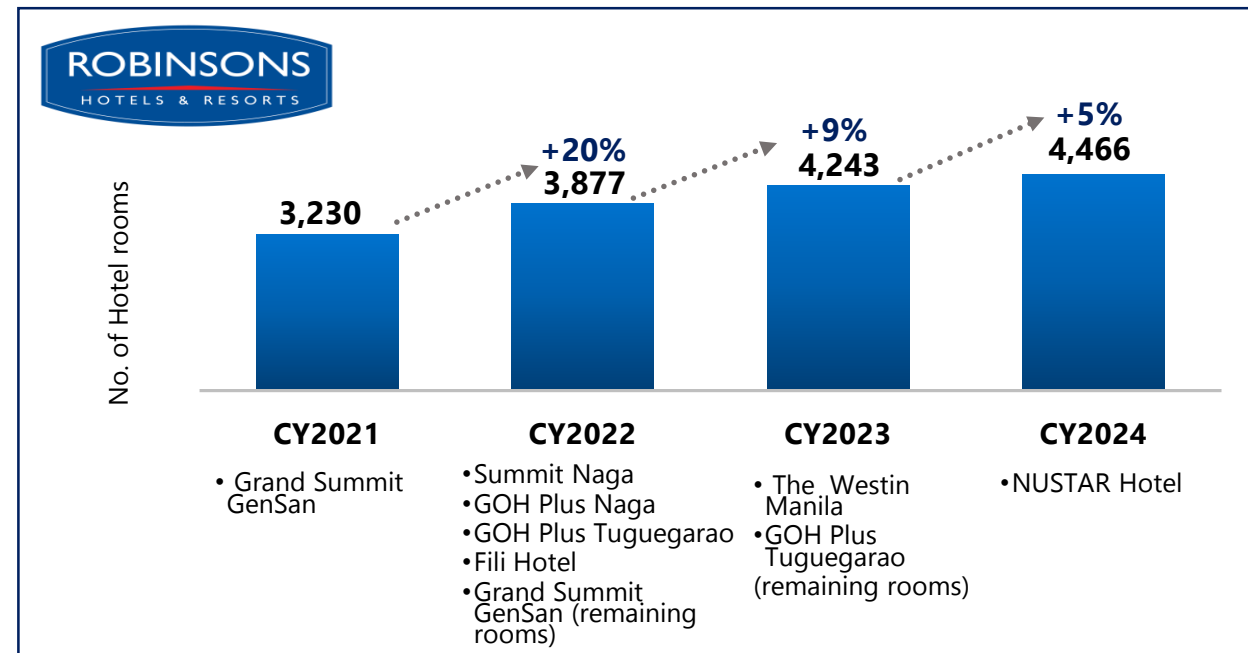
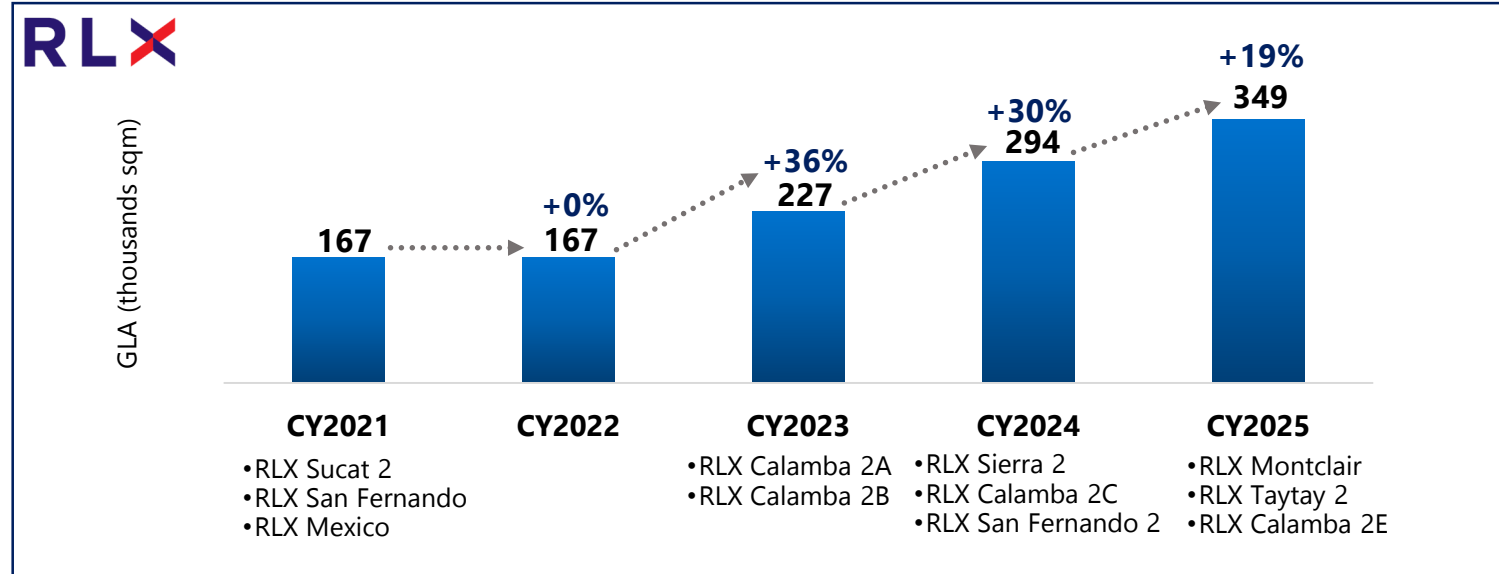


FUTURE PLANS AND STRATEGIES

FUTURE PLANS



FUTURE PLANS



THANK YOU



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