RLC’s investment portfolio continues to account for a major share in Revenues, EBITDA and EBIT.

**REVENUES (in Php B)**

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>20.31</td>
<td>22.81</td>
<td>22.52</td>
</tr>
</tbody>
</table>

**EBITDA (in Php B)**

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA</td>
<td>11.11</td>
<td>12.05</td>
<td>12.48</td>
</tr>
</tbody>
</table>

**EBIT (in Php B)**

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBIT</td>
<td>7.91</td>
<td>8.27</td>
<td>8.56</td>
</tr>
</tbody>
</table>

**NET INCOME (in Php B)**

<table>
<thead>
<tr>
<th>Year</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Income</td>
<td>5.95</td>
<td>5.76</td>
<td>5.88</td>
</tr>
</tbody>
</table>

Q1CY18 Investment portfolio posted:
- +9% in Revenues
- +9% in EBITDA
- +7% in EBIT

QCY18 Investment Portfolio posted:
- +9.4% YoY
# Financial Performance Highlights – Q1CY18

(Php in millions)

<table>
<thead>
<tr>
<th></th>
<th>Q1CY18</th>
<th>% to RLC</th>
<th>YoY</th>
<th>Q1CY18</th>
<th>% to RLC</th>
<th>YoY</th>
<th>Q1CY18</th>
<th>% to RLC</th>
<th>YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total RLC</td>
<td>6,357</td>
<td>100%</td>
<td>17%</td>
<td>3,339</td>
<td>100%</td>
<td>14%</td>
<td>2,262</td>
<td>100%</td>
<td>15%</td>
</tr>
<tr>
<td>Malls</td>
<td>2,881</td>
<td>46%</td>
<td>7%</td>
<td>1,870</td>
<td>56%</td>
<td>9%</td>
<td>1,033</td>
<td>46%</td>
<td>5%</td>
</tr>
<tr>
<td>Offices</td>
<td>865</td>
<td>14%</td>
<td>18%</td>
<td>711</td>
<td>21%</td>
<td>12%</td>
<td>537</td>
<td>24%</td>
<td>12%</td>
</tr>
<tr>
<td>Hotels</td>
<td>475</td>
<td>7%</td>
<td>4%</td>
<td>157</td>
<td>5%</td>
<td>-4%</td>
<td>104</td>
<td>5%</td>
<td>-11%</td>
</tr>
<tr>
<td>IID</td>
<td>28</td>
<td>0%</td>
<td>723%</td>
<td>7</td>
<td>0%</td>
<td>177%</td>
<td>7</td>
<td>0%</td>
<td>175%</td>
</tr>
<tr>
<td>Residential</td>
<td>2,108</td>
<td>33%</td>
<td>36%</td>
<td>595</td>
<td>18%</td>
<td>44%</td>
<td>580</td>
<td>25%</td>
<td>46%</td>
</tr>
</tbody>
</table>

Net Income up by 12% at Php 1,546
2nd largest mall operator in the Philippines with 47 malls nationwide, 9 within Metro Manila and 38 in other urban areas

1,389,000 sqm in Gross Leasable Area

2,628,000 sqm in Gross Floor Area

95% latest system-wide occupancy

Over 8,800 retailers

---

**Partners**

- UNIQLO
- H&M
- Starbucks
- McDonald's
- Jollibee
- COSTA COFFEE
- COTTON:ON
- Giordano
- OLD NAVY
- Krispy Kreme
- BENCH
- Max's Restaurant
- MANGO
- Penshoppe
- UCC COFFEE

---

**REVENUES**

<table>
<thead>
<tr>
<th></th>
<th>Q1CY17</th>
<th>Q1CY18</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2,689</td>
<td>2,881</td>
</tr>
</tbody>
</table>

**EBITDA**

<table>
<thead>
<tr>
<th></th>
<th>Q1CY17</th>
<th>Q1CY18</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1,722</td>
<td>1,870</td>
</tr>
</tbody>
</table>

**EBIT**

<table>
<thead>
<tr>
<th></th>
<th>Q1CY17</th>
<th>Q1CY18</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>983</td>
<td>1,033</td>
</tr>
</tbody>
</table>

+7%  
+9%  
+5%
Leading IT-BPM office space provider with **405,000 sqm** net leasable space

Total leased space for our **17 office developments** is 96%

Dominant office landlord in the Ortigas Central Business District

---

**Partners**

- SYKES
- Accenture
- Global Payments
- Emerson
- West Corporation
- Convergys
- TeleTech
- HP
- Concentrix
- US Autoparts
- Multi-branded hotel portfolio spanning essential service hotels to standard deluxe hotels.
- **Company-owned brands** continue to expand and grow
- 16 hotel properties with 2,552 rooms across all segments
### Residential Division

**NET SALES TAKE-UP**

- **Q1CY17:**
  - 1,843
  - 2,77
  - 483
  - 734
  - 349

- **Q1CY18:**
  - 3,689
  - 296
  - 843
  - 2,156
  - 394

**REALIZED REVENUES**

- **Q1CY17:**
  - 1,551

- **Q1CY18:**
  - 2,108

**EBITDA**

- **Q1CY17:** 412
- **Q1CY18:** 595

**EBIT**

- **Q1CY17:** 398
- **Q1CY18:** 580

**Growth Rates**

- **NET SALES TAKE-UP:** +100%
- **REALIZED REVENUES:** +36%
- **EBITDA:** +44%
- **EBIT:** +46%
PROJECT LAUNCHES

The Magnolia Residences Tower D
Launched: March 2018

Radiance Manila Bay South
Launched: February 2018

Aurora Escalades
Launched: February 2018
Warehouse Facility

**Location**
Muntinlupa City

**GLA**
32,000 sq.m.

**Property Type**
Warehouse

**Completion**
1st quarter of 2018

**Turned Over in Q1CY18**

<table>
<thead>
<tr>
<th>REVENUES</th>
<th>EBITDA</th>
<th>EBIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1CY17</td>
<td>3</td>
<td>-10</td>
</tr>
<tr>
<td>Q1CY18</td>
<td>28</td>
<td>7</td>
</tr>
</tbody>
</table>

EBITDA:
- Q1CY17: -10
- Q1CY18: 7

EBIT:
- Q1CY17: -10
- Q1CY18: 7

+723% increase in revenues from Q1CY17 to Q1CY18.
**CAPITAL EXPENDITURE (Philippines)**

Capital expenditure program **in line with overall corporate strategy**

**RLC** will continue to scout for **strategic land bank** across the country

**LAND BANK as of 31 March 2018 (Philippines)**

<table>
<thead>
<tr>
<th>AREA</th>
<th>In Has.</th>
<th>ESTIMATED VALUE</th>
<th>In Php B</th>
</tr>
</thead>
<tbody>
<tr>
<td>Metro Manila</td>
<td>31.0</td>
<td>Metro Manila</td>
<td>21.4</td>
</tr>
<tr>
<td>Luzon</td>
<td>511.0</td>
<td>Luzon</td>
<td>18.8</td>
</tr>
<tr>
<td>Visayas</td>
<td>135.9</td>
<td>Visayas</td>
<td>3.2</td>
</tr>
<tr>
<td>Mindanao</td>
<td>90.0</td>
<td>Mindanao</td>
<td>3.7</td>
</tr>
<tr>
<td>TOTAL</td>
<td>767.9</td>
<td>TOTAL</td>
<td>47.1</td>
</tr>
</tbody>
</table>
### Strategic Partnership Through Joint Ventures

<table>
<thead>
<tr>
<th>Particulars</th>
<th>SHANG PROPERTIES</th>
<th>Hongkong Land</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Sharing</strong></td>
<td>50:50</td>
<td>60:40 in favor of RLC</td>
</tr>
<tr>
<td><strong>Location</strong></td>
<td>McKinley Parkway, Bonifacio Global City in Taguig City</td>
<td>Bridgetowne East in Pasig City</td>
</tr>
<tr>
<td><strong>Approx. Lot Area</strong></td>
<td>9,118 sqm.</td>
<td>18,037 sqm.</td>
</tr>
<tr>
<td><strong>Total Investment</strong></td>
<td>PhP 10 billion</td>
<td>PhP 5.6 billion</td>
</tr>
<tr>
<td><strong>Land Value per sqm</strong></td>
<td>PhP 550,000 per sqm</td>
<td>PhP 150,000 per sqm.</td>
</tr>
<tr>
<td><strong>Floor Area Ratio</strong></td>
<td>9</td>
<td>8</td>
</tr>
</tbody>
</table>
CHENGDU BAN BIAN JIE

We have met the threshold to apply for license to sell

<table>
<thead>
<tr>
<th>Plot Location</th>
<th>Group 2/5/6 Ban Bian Jie Ji Tou town, Wuhou District</th>
</tr>
</thead>
<tbody>
<tr>
<td>Plot Area</td>
<td>8.5 hectares</td>
</tr>
<tr>
<td>Plot Ratio</td>
<td>2.6x</td>
</tr>
<tr>
<td>Gross Floor Area</td>
<td>220,000 sqm</td>
</tr>
<tr>
<td>Planned Development</td>
<td>Mainly residential</td>
</tr>
<tr>
<td>Total Land Price*</td>
<td>RMB 1.31 B</td>
</tr>
<tr>
<td></td>
<td>(USD 207.36 M; PHP 9.63 B)</td>
</tr>
<tr>
<td>Nature of Acquisition</td>
<td>Acquired from government through public auction</td>
</tr>
<tr>
<td>Pre-selling Schedule</td>
<td>2018</td>
</tr>
</tbody>
</table>

* Excludes transactional fees

Note:
USD/RMB = 6.3561 and RMB/PHP = 7.31 as of 05 Oct 2015
**Future Plans**

**Robinsons Malls**

- **GLA (millions sqm)**
  - CY2016: 1.276
  - CY2017: 1.389
  - CY2018: 1.508
  - CY2019: 1.610
  - Projects:
    - RP Tagum
    - RP General Trias
    - RP Jaro
    - RP Ilocos Exp.
    - RP Tacloban Exp.

**Robinsons Offices**

- **NLA (thousands sqm)**
  - CY2016: 331
  - CY2017: 405
  - CY2018: 518
  - CY2019: 613
  - Projects:
    - Galleria Cebu
    - Cyber Sigma
    - Cybergate Delta One
    - Robinsons Luisita Office
    - Cybergate Naga One
    - Exxa Tower
    - Zeta Tower
    - Cyberscape Gamma
    - Delta Tower 2

**Robinsons Hotels & Resorts**

- **No. of Hotel Rooms**
  - CY2016: 2,357
  - CY2017: 2,516
  - CY2018: 3,086
  - CY2019: 3,448
  - Projects:
    - GoH-Lanang
    - GoH Franchises
    - Galleria Cebu
    - Summits
    - Strategic Locations

**Infrastructural and Integrated Developments**

- **Sales Take-Up**
  - CY2013: 8,624
  - CY2014: 9,288
  - CY2015: 9,099
  - CY2016: 8,723
  - CY2017: 10,255
  - Projects:
    - Luxury
    - Residences
    - Commercial
    - Communities
    - Homes
1. **Strong Earnings Growth:** Net income up by 12% to P1.55B

2. **Stable Recurring Income:** Investment portfolio revenues increased by 9% to P4.25B driven by our malls and office businesses

3. **Residential Revenues:** Realized revenues increased by 36% to P2.1B

4. **Record Sales Take-up:** Net sales take-up surged (Q1CY18) +100.2% at P3.69B

5. **CAPEX Update:** Reached 32% utilization mainly due to payment of land acquisition

6. **Creating Value Through New Business Unit:** Embarked on joint ventures with Shangri-La Properties, Inc. and Hong Kong Land Group
THANK YOU!