LIFESTYLE CENTERS  
(from 47 as of end 2017)  
51

OFFICE DEVELOPMENTS  
(from 17 as of end 2017)  
20

RESIDENTIAL BUILDINGS  
(from 68 as of end 2017)  
72

HOUSING SUBDIVISIONS  
38

MIXED-USE DEVELOPMENTS  
(from 17 as of end 2017)  
18

HOTELS  
(from 16 as of end 2017)  
18
STRONG CASH FLOWS DRIVEN BY DIVERSIFIED BUSINESS MODEL

**REVENUES** (in Php B)

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue (in Php B)</th>
<th>% Development</th>
<th>% Investment</th>
</tr>
</thead>
<tbody>
<tr>
<td>CY15</td>
<td>20.31</td>
<td>67%</td>
<td>33%</td>
</tr>
<tr>
<td>CY16</td>
<td>22.81</td>
<td>66%</td>
<td>34%</td>
</tr>
<tr>
<td>CY17</td>
<td>22.52</td>
<td>71%</td>
<td>29%</td>
</tr>
<tr>
<td>CY18</td>
<td>29.44</td>
<td>62%</td>
<td>38%</td>
</tr>
</tbody>
</table>

**EBITDA** (in Php B)

<table>
<thead>
<tr>
<th>Year</th>
<th>EBITDA (in Php B)</th>
<th>% Development</th>
<th>% Investment</th>
</tr>
</thead>
<tbody>
<tr>
<td>CY15</td>
<td>11.11</td>
<td>83%</td>
<td>17%</td>
</tr>
<tr>
<td>CY16</td>
<td>12.05</td>
<td>85%</td>
<td>15%</td>
</tr>
<tr>
<td>CY17</td>
<td>12.48</td>
<td>85%</td>
<td>15%</td>
</tr>
<tr>
<td>CY18</td>
<td>16.20</td>
<td>74%</td>
<td>26%</td>
</tr>
</tbody>
</table>

**EBIT** (in Php B)

<table>
<thead>
<tr>
<th>Year</th>
<th>EBIT (in Php B)</th>
<th>% Development</th>
<th>% Investment</th>
</tr>
</thead>
<tbody>
<tr>
<td>CY15</td>
<td>7.91</td>
<td>76%</td>
<td>24%</td>
</tr>
<tr>
<td>CY16</td>
<td>8.27</td>
<td>78%</td>
<td>22%</td>
</tr>
<tr>
<td>CY17</td>
<td>8.56</td>
<td>80%</td>
<td>20%</td>
</tr>
<tr>
<td>CY18</td>
<td>11.74</td>
<td>64%</td>
<td>36%</td>
</tr>
</tbody>
</table>

**NET INCOME** (in Php B)

<table>
<thead>
<tr>
<th>Year</th>
<th>Net Income (in Php B)</th>
<th>% Development</th>
<th>% Investment</th>
</tr>
</thead>
<tbody>
<tr>
<td>CY15</td>
<td>5.95</td>
<td>70%</td>
<td>30%</td>
</tr>
<tr>
<td>CY16</td>
<td>5.76</td>
<td>76%</td>
<td>24%</td>
</tr>
<tr>
<td>CY17</td>
<td>5.88</td>
<td>70%</td>
<td>30%</td>
</tr>
<tr>
<td>CY18</td>
<td>8.23</td>
<td>58%</td>
<td>42%</td>
</tr>
</tbody>
</table>
## 2018 Financial Performance Highlights – A Banner Year (Php in Millions)

Net income surges by **40% YoY** to **Php 8.23B**

<table>
<thead>
<tr>
<th>REVENUE</th>
<th>EBITDA</th>
<th>EBIT</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CY2018</strong></td>
<td><strong>% to RLC</strong></td>
<td><strong>% to RLC</strong></td>
</tr>
<tr>
<td><strong>TOTAL RLC</strong></td>
<td><strong>31%</strong></td>
<td><strong>30%</strong></td>
</tr>
<tr>
<td><strong>MALLS</strong></td>
<td><strong>41%</strong></td>
<td><strong>9%</strong></td>
</tr>
<tr>
<td><strong>OFFICES</strong></td>
<td><strong>14%</strong></td>
<td><strong>22%</strong></td>
</tr>
<tr>
<td><strong>HOTELS</strong></td>
<td><strong>7%</strong></td>
<td><strong>-7%</strong></td>
</tr>
<tr>
<td><strong>IID</strong></td>
<td><strong>9%</strong></td>
<td><strong>6K%</strong></td>
</tr>
<tr>
<td><strong>RESIDENTIAL</strong></td>
<td><strong>29%</strong></td>
<td><strong>27%</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>CY2018</th>
<th>CY2018</th>
<th>CY2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>29,443</td>
<td>16,196</td>
<td>11,740</td>
</tr>
<tr>
<td>11,940</td>
<td>7,666</td>
<td>4,246</td>
</tr>
<tr>
<td>4,108</td>
<td>3,584</td>
<td>2,890</td>
</tr>
<tr>
<td>1,982</td>
<td>673</td>
<td>425</td>
</tr>
<tr>
<td>2,725</td>
<td>1,959</td>
<td>1,946</td>
</tr>
<tr>
<td>8,688</td>
<td>2,314</td>
<td>2,233</td>
</tr>
</tbody>
</table>

Note: Unaudited financial numbers
### Commercial Centers Division

- **2nd** largest mall operator in the Philippines with **51** malls nationwide, 9 within Metro Manila and 42 in other urban areas
- **1,502,000** sqm in Gross Leasable Area
- **2,813,000** sqm in Gross Floor Area
- **95%** latest system-wide occupancy
- Over **9,000** retailers

### REVENUES

<table>
<thead>
<tr>
<th></th>
<th>CY17</th>
<th>CY18</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>10,789</td>
<td>11,940</td>
</tr>
</tbody>
</table>

### EBITDA

<table>
<thead>
<tr>
<th></th>
<th>CY17</th>
<th>CY18</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>7,038</td>
<td>7,666</td>
</tr>
</tbody>
</table>

### EBIT

<table>
<thead>
<tr>
<th></th>
<th>CY17</th>
<th>CY18</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>3,997</td>
<td>4,246</td>
</tr>
</tbody>
</table>

---

### Partners

- UNIQLO
- H&M
- Starbucks
- McDonald's
- Jollibee
- Costa Coffee
- Cotton On
- Nike
- Old Navy
- Krispy Kreme
- Yabu
- ZEC
- Crocodile
- UCC Coffee
- Original Penguin
- Mango
- Dorothy Perkins

---

### ROBINSONS LAND
## New Lifestyle Centers

<table>
<thead>
<tr>
<th>Mall</th>
<th>GLA</th>
<th>Date Opened</th>
<th>2018 Occupancy Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Robinsons Place Ormoc</td>
<td>23,701 sqm</td>
<td>April 2018</td>
<td>96.81%</td>
</tr>
<tr>
<td>Robinsons Place Pavia</td>
<td>27,439 sqm</td>
<td>June 2018</td>
<td>90.28%</td>
</tr>
<tr>
<td>Robinsons Place Tuguegarao</td>
<td>38,927 sqm</td>
<td>July 2018</td>
<td>97.75%</td>
</tr>
<tr>
<td>Robinsons Place Valencia</td>
<td>28,785 sqm</td>
<td>December 2018</td>
<td>92.00%</td>
</tr>
</tbody>
</table>
A leading IT-BPM office space provider with **523,000 sqm** net leasable space
- Total leased space for our **20 office developments** is **97%**
- Dominant office landlord in the **Ortigas Central Business District**

**REVENUES**

<table>
<thead>
<tr>
<th></th>
<th>CY17</th>
<th>CY18</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>3,268</td>
<td>4,108</td>
</tr>
</tbody>
</table>

**EBITDA**

<table>
<thead>
<tr>
<th></th>
<th>CY17</th>
<th>CY18</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2,930</td>
<td>3,584</td>
</tr>
</tbody>
</table>

**EBIT**

<table>
<thead>
<tr>
<th></th>
<th>CY17</th>
<th>CY18</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2301</td>
<td>2,890</td>
</tr>
</tbody>
</table>

**Partners**

[Images of partners logos]

[Images of buildings]
New Office Development

**Exxa Tower**
- NLA: 39,900 sqm
- Date Completed: June 2018
- 2018 Leased-out Rate: 92%

**Zeta Tower**
- NLA: 35,000 sqm
- Date Completed: Dec. 2018
- 2018 Leased-out Rate: 19.2%

**Cyberscape Gamma**
- NLA: 45,000 sqm
- Date Completed: Dec. 2018
- 2018 Leased-out Rate: 57.2%
- Multi-branded hotel portfolio spanning essential service hotels to standard deluxe hotels.
- **Continuous expansion** of all brand segments
- 18 hotel properties with **2,736 rooms** across all segments
New Hotel Development

**Summit Hotel Tacloban**
- **Rooms:** 138 rooms
- **Date Opened:** June 2018

**Go Hotels Iligan**
- **Rooms:** 100 Rooms
- **Date Opened:** December 2018
Residential Division

**NET SALES TAKE-UP**

- **10,255**
  - **1,075**
  - **1,969**
  - **5,797**
  - **1,414**

**CY17**

- **15,318**
  - **1,115**
  - **8,406**
  - **1,967**

**CY18**

- **+49%**
- **+27%**

**REALIZED REVENUES**

- **6,553**
- **8,688**

- **+33%**
- **+27%**

**EBITDA**

- **1,819**
- **2,314**

- **+27%**

**EBIT**

- **1,756**
- **2,233**

- **+27%**
2018 Project Launches

Radiance Manila Bay South
Location: Manila
Date Launched: February 2018
No. of Units: 597

The Magnolia Residences Tower D
Location: Quezon City
Date Launched: November 2018
No. of Units: 420
Aurora Escalades
Location: Quezon City
Date Launched: February 2018
No. of Units: 800

Gateway Regency Studios
Location: Mandaluyong City
Date Launched: November 2018
No. of Units: 836

Phase 2 of Springdale at Pueblo Angono
Location: Angono, Rizal
Date Launched: June 2018
No. of Units: 271
Infrastructure and Integrated Developments Division

Warehouse Facility

Turned Over in Q1CY18

<table>
<thead>
<tr>
<th>Location</th>
<th>Muntinlupa City</th>
</tr>
</thead>
<tbody>
<tr>
<td>GLA</td>
<td>33,000 sq.m.</td>
</tr>
<tr>
<td>Property Type</td>
<td>Warehouse</td>
</tr>
<tr>
<td>Completion</td>
<td>1st quarter of 2018</td>
</tr>
</tbody>
</table>

REVENUES

<table>
<thead>
<tr>
<th>CY17</th>
<th>CY18</th>
</tr>
</thead>
<tbody>
<tr>
<td>14.3</td>
<td>135</td>
</tr>
</tbody>
</table>

EBITDA

<table>
<thead>
<tr>
<th>CY17</th>
<th>CY18</th>
</tr>
</thead>
<tbody>
<tr>
<td>-33</td>
<td>22</td>
</tr>
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EBIT

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<tr>
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<th>CY18</th>
</tr>
</thead>
<tbody>
<tr>
<td>-33</td>
<td>9</td>
</tr>
</tbody>
</table>

Portfolio Legend:
- **Red**: Investment
- **Blue**: Development

Infrastructure and Integrated Developments Division

Warehouse Facility

Turned Over in Q1CY18

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<td>1st quarter of 2018</td>
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REVENUES

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<tbody>
<tr>
<td>-33</td>
<td>22</td>
</tr>
</tbody>
</table>

EBIT

<table>
<thead>
<tr>
<th>CY17</th>
<th>CY18</th>
</tr>
</thead>
<tbody>
<tr>
<td>-33</td>
<td>9</td>
</tr>
</tbody>
</table>

Portfolio Legend:
- **Red**: Investment
- **Blue**: Development
ROBUST GROWTH PROSPECTS

CAPITAL EXPENDITURE (Php Mn)

Capital expenditure program in line with overall corporate strategy

LAND BANK as of 31 December 2018 (Philippines)

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

<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>30.4</td>
<td>Metro Manila</td>
<td>21.3</td>
</tr>
<tr>
<td>Luzon</td>
<td>524.5</td>
<td>Luzon</td>
<td>18.5</td>
</tr>
<tr>
<td>Visayas</td>
<td>137.7</td>
<td>Visayas</td>
<td>3.5</td>
</tr>
<tr>
<td>Mindanao</td>
<td>64.8</td>
<td>Mindanao</td>
<td>2.3</td>
</tr>
<tr>
<td>TOTAL</td>
<td>757.4</td>
<td>TOTAL</td>
<td>45.5</td>
</tr>
</tbody>
</table>
**CHENGDU BAN BIAN JIE**

We have secured license to sell for condominium units
We have sold 95% of the units as of December 2018

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

## CHENGDU BAN BIAN JIE

<table>
<thead>
<tr>
<th>Phase 1 Components</th>
<th>Saleable Area (sqm)</th>
<th>% of Total Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>Condominium</td>
<td>96,612</td>
<td>68%</td>
</tr>
<tr>
<td>Townhouses</td>
<td>9,862</td>
<td>10%</td>
</tr>
<tr>
<td>Commercial Units</td>
<td>4,083</td>
<td>8%</td>
</tr>
<tr>
<td>Parking</td>
<td>43,514</td>
<td>13%</td>
</tr>
<tr>
<td>Clubhouse</td>
<td>4,219</td>
<td>1%</td>
</tr>
</tbody>
</table>
**FUTURE PLANS**

### ROBINSONS MALLS

**GLA (thousand sqm)**

- **CY2017**
  - RP Iligan
  - RP Naga
  - RP North Tacloban
  - RP Antique Exp.
  - RP Butuan Exp.
  - **1,389**

- **CY2018**
  - RP Ormoc
  - RP Pavia
  - RP Tuguegarao
  - RP Valencia
  - **1,502**
  - **+8%**

- **CY2019**
  - RP Galleria South
  - RP Magnolia Exp.
  - **1,577**
  - **+5%**

- **CY2020**
  - RP La Union
  - Gapan
  - Balanga
  - RP Antipolo Exp.
  - RP Tuguegarao
  - RP Valencia
  - **1,678**
  - **+6%**

### ROBINSONS OFFICES

**GLA (thousand sqm)**

- **CY2017**
  - Cyber Sigma
  - Cybergate Delta One
  - Robinsons Lusita Office
  - Cybergate Naga One
  - **405**

- **CY2018**
  - Exxa Tower
  - Zeta Tower
  - Cyberscape Gamma
  - **523**
  - **+29%**

- **CY2019**
  - Cybergate Magnolia
  - Delta Tower Two
  - Giga Tower
  - **596**
  - **+14%**

- **CY2020**
  - Galleria Cebu
  - Starmills
  - Omega
  - **669**
  - **+12%**
**Future Plans**

### No. of Hotel Rooms

- **CY2017**
  - Summit Galleria Cebu
  - Summit Tacloban

- **CY2018**
  - +9%
  - GoH Iligan

- **CY2019**
  - +23%
  - Dusit Thani Mactan Cebu
  - GoH Naga
  - GoH Tuguegarao
  - Summit Naga
  - Summit Greenhills

- **CY2020**
  - +12%
  - Summit Gen. Santos - Westin

### Sales Take-Up

- **CY2015**
  - 9,099

- **CY2016**
  - 8,723

- **CY2017**
  - 10,255

- **CY2018**
  - 15,318

---

**ROBINSONS LAND RESIDENTIAL DIVISION**

*We Are Home.*

---

**ROBINSONS INFRASTRUCTURE & INTEGRATED DEVELOPMENTS**

*Sucat, Muntinlupa – RLX1 Calamba, Laguna – RLX2  Warehouse*
### Joint Venture Projects

<table>
<thead>
<tr>
<th>P&amp;L Highlights</th>
<th>Realized Land Sale (PhP Mn)</th>
<th>*Unrealized Land Sale (PhP Mn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>2,507</td>
<td>2,507</td>
</tr>
<tr>
<td>Net income</td>
<td>1,432</td>
<td>1,432</td>
</tr>
</tbody>
</table>

**With Shangri-la JVCo**

**Revenue**

- Realized
- *Unrealized*

**Net income**

- Realized
- *Unrealized*

*For the 50% balance*

Income from Land Sale to be realized together with the Realized Revenues on the sale of the condominium units on a revenue recognition / percentage of completion basis

The JVCo expects condominium sales of over 25B

<table>
<thead>
<tr>
<th>P&amp;L Highlights</th>
<th>Realized Land Sale (PhP Mn)</th>
<th>*Unrealized Land Sale (PhP Mn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>82</td>
<td>2,623</td>
</tr>
<tr>
<td>Net income</td>
<td>18</td>
<td>578</td>
</tr>
</tbody>
</table>

**With Hong Kong JVCo**

**Revenue**

- Realized
- *Unrealized*

**Net income**

- Realized
- *Unrealized*

*For the 40% balance*

Income from land sale to be realized according to percentage of completion of the estate site development

*For the 60% balance*

Income from Land Sales to be realized together with the Realized Revenues on the sale of the condominium units on a revenue recognition / percentage of completion basis

The JVCo expects condominium sales of over 20B
1. **Strong Earnings Growth:** Net income up by 40% to P8.23B for CY18

2. **Robust Growth from Investment and Development Portfolios:**
   a. Investment revenues increased by 14% to P18.2B:
      - Malls Division revenues increased by 11%
      - Office Buildings Division revenues increased by 26%
      - Hotel and Resorts Division revenues increased by 5%
      - Infrastructure and Integrated Division revenues increased by 841%
   b. Development revenues increased by 72% to P11.3B (includes land sales):
      - Residential realized revenue rose by 33% in CY18.

3. **Record Sales Take-up:** Net sales take-up surged by **49% at P15.3B**

4. **CAPEX:** Utilized P23.4B on Investment & Development Portfolios and Land Acquisition
THANK YOU!