ROBINSONS LAND CORPORATION

41 SHOPPING CENTERS
STRONG CASHFLOW
CONSUMER PLAY

11 OFFICE BUILDINGS
LEADING BPO OFFICE SPACE PROVIDER

66 RESIDENTIAL BUILDINGS
35 HOUSING SUBDIVISIONS
MULTIPLE LOCATIONS
MULTIPLE BRANDS

14 HOTELS
DIVERSIFIED HOSPITALITY PORTFOLIO

Axis Residences
Tera Tower
Signa Designer Residences
Go! Hotels Puerto Princesa
Bloomfields Cagayan de Oro
Robinsons Galleria Cebu

Robinsons, a diversified real estate company, offers a portfolio of shopping centers, office buildings, residential buildings, and hotels. Their strong cashflow and leading position in the BPO office space provider market highlight their commitment to consumer play and diversified hospitality.
## INCOME STATEMENT HIGHLIGHTS

<table>
<thead>
<tr>
<th></th>
<th>FY15</th>
<th>VS. SPLY</th>
<th>Q1 FY16</th>
<th>VS. SPLY</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenues</strong></td>
<td>19,733</td>
<td>+16%</td>
<td>5,388</td>
<td>+13%</td>
</tr>
<tr>
<td><strong>Cost and Expenses</strong></td>
<td>9,028</td>
<td>+12%</td>
<td>2,383</td>
<td>+8%</td>
</tr>
<tr>
<td><strong>EBIT</strong></td>
<td>7,555</td>
<td>+21%</td>
<td>2,198</td>
<td>+20%</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>10,705</td>
<td>+19%</td>
<td>3,005</td>
<td>+16%</td>
</tr>
<tr>
<td><strong>Income before Tax</strong></td>
<td>7,589</td>
<td>+21%</td>
<td>2,192</td>
<td>+20%</td>
</tr>
<tr>
<td><strong>Net Income</strong></td>
<td>5,701</td>
<td>+20%</td>
<td>1,650</td>
<td>+18%</td>
</tr>
</tbody>
</table>

### FY2015 HIGHLIGHTS

- Revenue growth of 16% due to strong operating performance of all divisions, led by Office and Hotels divisions.
- Net Income at PhP5.7B, a 20% growth vs FY2014

### Q1FY16 HIGHLIGHTS

- Stable revenue growth of 13% due to strong operating performance led by Office and Malls divisions.
- Net Income at PhP1.7B, an 18% growth vs SPLY.
STRENGTH BALANCE SHEET POSITION

TOTAL ASSETS (Php MM)

<table>
<thead>
<tr>
<th></th>
<th>FY14</th>
<th>FY15</th>
<th>Q1FY16</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>85,369</td>
<td>99,068</td>
<td>111,712</td>
</tr>
</tbody>
</table>

SHAREHOLDER’S EQUITY (Php MM)

<table>
<thead>
<tr>
<th></th>
<th>FY14</th>
<th>FY15</th>
<th>Q1FY16</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>52,570</td>
<td>56,795</td>
<td>58,445</td>
</tr>
</tbody>
</table>

RETURN ON EQUITY

<table>
<thead>
<tr>
<th></th>
<th>FY14</th>
<th>FY15</th>
<th>Q1FY16</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>9%</td>
<td>10%</td>
<td>10.7%</td>
</tr>
</tbody>
</table>

NET DEBT TO EQUITY

<table>
<thead>
<tr>
<th></th>
<th>FY14</th>
<th>FY15</th>
<th>Q1FY16</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>32%</td>
<td>42%</td>
<td>51%</td>
</tr>
</tbody>
</table>
STABLE AND RECURRING INCOME AND REVENUE

**REVENUES**

CAGR: +11%

- 2011: 12,807
- 2012: 13,515
- 2013: 15,905
- 2014: 17,051
- 2015: 19,733

**EBITDA**

CAGR: +13%

- 2011: 6,639
- 2012: 7,318
- 2013: 8,429
- 2014: 8,974
- 2015: 10,705

**EBIT**

CAGR: +14%

- 2011: 4,526
- 2012: 5,234
- 2013: 5,970
- 2014: 6,242
- 2015: 7,555

**NET INCOME**

CAGR: +9%

- 2011: 3,972
- 2012: 4,245
- 2013: 4,468
- 2014: 4,735
- 2015: 5,701

- **DEVELOPMENT**
- **INVESTMENT**
Second largest mall operator in the Philippines with 41 malls
- 1,151,000 sqm in GLA
- 2,181,000 sqm in GFA
- 95% latest system-wide occupancy
- Approximately 8,000 retailers
- Same mall rental revenue growth has been tracking 7-8%
TWO NEW MALLS AND ONE MALL EXPANSION IN FY2015

**ROBINSONS PLACE Las Piñas**
- Land Area: 48,270 sqm
- GFA: 59,079 sqm
- GLA: 25,729 sqm
- Additional GLA: 5,037 sqm

**ROBINSONS NOVALICHES**
- Land Area: 47,550 sqm
- GFA: 10,196 sqm
- GLA: 6,842 sqm

**ROBINSONS Antique**

ONE NEW MALL OPENED IN Q1FY2016

**ROBINSONS GALLERIA Cebu**
- Land Area: 46,345 sqm
- GFA: 141,908 sqm
- GLA: 55,585 sqm
A leading BPO office space provider with **310,000 sqm** net leasable space

- Total leased space for our **11 office buildings** is **99%**
- Dominant landlord in the **Ortigas CBD**
ONE NEW OFFICE BUILDING IN FY2015

Tera Tower
NLA: 35,000sqm
Property Size: 8 hectares
**OFFICE BUILDINGS DIVISION**

**REVENUES**

CAGR: +14%

- 2011: 1,335
- 2012: 1,398
- 2013: 1,440
- 2014: 1,544
- 2015: 2,242

**NLA**

CAGR: +13%

- 2011: 193,000
- 2012: 193,000
- 2013: 193,000
- 2014: 275,000
- 2015: 310,000

**EBITDA**

CAGR: +13%

- 2011: 1,302
- 2012: 1,345
- 2013: 1,386
- 2014: 1,477
- 2015: 2,106

**EBIT**

CAGR: +14%

- 2011: 923
- 2012: 961
- 2013: 1,009
- 2014: 1,047
- 2015: 1,572
HOTELS DIVISION

ROBINSONS HOTELS & RESORTS

FY2015 REVENUE CONTRIBUTION

- Crowne Plaza: 21%
- Holiday Inn: 15%
- Summit Circle Club: 15%
- Summit Ridge Tagaytay: 64%

REVENUES

<table>
<thead>
<tr>
<th>Year</th>
<th>FY14</th>
<th>FY15</th>
<th>Q1FY15</th>
<th>Q1FY16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Values</td>
<td>1,534</td>
<td>1,746</td>
<td>447</td>
<td>498</td>
</tr>
<tr>
<td>Growth</td>
<td>+14%</td>
<td>+11%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

EBITDA

<table>
<thead>
<tr>
<th>Year</th>
<th>FY14</th>
<th>FY15</th>
<th>Q1FY15</th>
<th>Q1FY16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Values</td>
<td>526</td>
<td>619</td>
<td>174</td>
<td>198</td>
</tr>
<tr>
<td>Growth</td>
<td>+18%</td>
<td>+14%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

EBIT

<table>
<thead>
<tr>
<th>Year</th>
<th>FY14</th>
<th>FY15</th>
<th>Q1FY15</th>
<th>Q1FY16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Values</td>
<td>360</td>
<td>453</td>
<td>134</td>
<td>157</td>
</tr>
<tr>
<td>Growth</td>
<td>+26%</td>
<td>+17%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
14 HOTEL PROPERTIES AS OF DECEMBER 2015

**Butuan, Agusan del Norte**
- **Started Operations:** December 2014
- **No. of Rooms:** 104

**New Manila, Quezon City**
- **Started Operations:** January 2015
- **No. of Rooms:** 82
- Net Sales Take-up for FY2015 is at P8.97Bn, slightly lower by 3.7% than last year
- Remarkable performance considering zero project launches in FY2015

- Realized Revenues for FY2015 amounted to P6.62Bn
- EBITDA amounted to P1.83Bn
- EBIT amounted to PhP1.80Bn
AmiSa Private Residences
Sonata Private Residences
Signa Designer Residences

Robinsons Place Residences
Fifth Avenue Place
McKinley Park Residences
The Fort Residences
The Magnolia Residences
Vimana Verde Residences
Adriatico Place
East of Galleria
The Trion Towers
Gateway Garden Heights
One Gateway Place
Otis 888
Gateway Regency
Galleria Regency
The Sapphire Bloc
Woodsville Residences
Azalea Place
Radiance Manila Bay
Galleria Residences Cebu

Gateway Garden Ridge
Woodsville Viverde Mansions
Centennial Place
Bloomfields Novaliches
Escalades at 20th Avenue
Escalades South Metro
The Wellington Courtyard
The Pearl Place
Axis Residences
Escalades East Tower
Acacia Escalades
Chimes Greenhills

Brighton Parkplace
Brighton Parkplace North
Hanalei Heights
Fernwood Parkhomes
Forest Parkhomes
Forest Parkhomes North
Grand Tierra
Mirada Dos
Rosewood Parkhomes
Robinsons Homes East
San Lorenzo Homes
San Jose Estates
St. Bernice Estates
St. Judith Hills
Bloomfields Cagayan De Oro
Bloomfields Heights Lipa
Brighton Baliwag
Brighton Bacolod

Robinsons Residenza Milano
Robinsons Vineyard
Southsquare Village
Aspen Heights
Fresno Parkview
Hillborough Pointe
Richmond Hills
Robinsons Davao Highlands
Montclair Highlands
Bloomfields Tagaytay
Blue Coast Residences
Bloomfields Davao
Nizanta at Ciudades
Bloomfields General Santos
RESIDENTIAL PROJECT LAUNCHES

Q1FY2016

Robinsons Residences
Galleria Residences

General Maxilom Avenue, Cebu City

Q2FY2016

Robinsons Communities
Acacia Escalades

Manggahan, Pasig City

Axis Residences

Pioneer Street, Mandaluyong City

Robinsons Homes
Brighton

Bacolod City, Negros Occidental
### CAPITAL EXPENDITURE AND LANDBANK

#### CAPITAL EXPENDITURE - PHILIPPINES

<table>
<thead>
<tr>
<th>Year</th>
<th>Investment Capex</th>
<th>Development Capex</th>
<th>Land Acquisition</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY2013</td>
<td>6,009</td>
<td>4,328</td>
<td>3,937</td>
<td>14,274</td>
</tr>
<tr>
<td>FY2014</td>
<td>7,867</td>
<td>5,404</td>
<td>947</td>
<td>14,218</td>
</tr>
<tr>
<td>FY2015</td>
<td>6,423</td>
<td>3,982</td>
<td>4,570</td>
<td>14,975</td>
</tr>
<tr>
<td>Q1FY2016</td>
<td>2,538</td>
<td>2,366</td>
<td>960</td>
<td>3,734</td>
</tr>
<tr>
<td>FY2016B</td>
<td>9,100</td>
<td>4,300</td>
<td>3,600</td>
<td>17,000</td>
</tr>
</tbody>
</table>

#### LANDBANK (AS OF 31 DECEMBER 2015) - PHILIPPINES

<table>
<thead>
<tr>
<th>Category</th>
<th>Area (has.)</th>
<th>Estimated Value (PHP Bn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Malls</td>
<td>163.89</td>
<td>Metro Manila: 10.2</td>
</tr>
<tr>
<td>Condominiums</td>
<td>19.33</td>
<td>Luzon: 10.9</td>
</tr>
<tr>
<td>Offices</td>
<td>8.86</td>
<td>Visayas: 3.2</td>
</tr>
<tr>
<td>Homes</td>
<td>390.59</td>
<td>Mindanao: 3.4</td>
</tr>
<tr>
<td>Hotels</td>
<td>6.08</td>
<td>TOTAL: 27.7</td>
</tr>
<tr>
<td>TOTAL</td>
<td>588.75</td>
<td></td>
</tr>
</tbody>
</table>

Chengdu Ban Bian Property – US$222 M
COMMERCIAL CENTERS DIVISION

FUTURE PLANS & STRATEGIES

Galleria Cebu (November 2015)
Tagum (2H FY2016)
Jaro (2H FY2016)
General Trias (2H FY2016)
Ilocos Expansion (2H FY2016)

<table>
<thead>
<tr>
<th>Year</th>
<th>1 Mall Expansion</th>
<th>2 New Malls</th>
<th>4 New Malls</th>
<th>4 New Malls</th>
<th>4 New Malls</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY2013</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>FY2014</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>FY2015</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>FY2016</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>FY2017</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>FY2018</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Gross Leasable Area (sqm): 913,000, 1,056,000, 1,095,000, 1,260,000, 1,386,000, 1,524,600

+16%, +4%, +15%, +10%, +10%
OFFICE BUILDINGS DIVISION

FUTURE PLANS & STRATEGIES

Galleria Cebu (2HFY2016)

Ilocos (2HFY2016)

<table>
<thead>
<tr>
<th>Year</th>
<th>Net Leasable Area (sqm)</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY2013</td>
<td>193,000</td>
</tr>
<tr>
<td>FY2014</td>
<td>275,000 +42%</td>
</tr>
<tr>
<td>FY2015</td>
<td>310,000 +13%</td>
</tr>
<tr>
<td>FY2016</td>
<td>325,000 +5%</td>
</tr>
<tr>
<td>FY2017</td>
<td>375,000 +15%</td>
</tr>
<tr>
<td>FY2018</td>
<td>455,000 +21%</td>
</tr>
</tbody>
</table>

Cyberscape Alpha
Cyberscape Beta
Tera Tower
Galleria Cebu
Ilocos
Cyber Sigma
Exxa Tower
Cyberscape Gamma
Go Hotels Davao

<table>
<thead>
<tr>
<th>Year</th>
<th>No. of Hotel Rooms</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY2013</td>
<td>1,623</td>
</tr>
<tr>
<td>FY2014</td>
<td>1,896</td>
</tr>
<tr>
<td>FY2015</td>
<td>2,174</td>
</tr>
<tr>
<td>FY2016</td>
<td>2,357</td>
</tr>
<tr>
<td>FY2017</td>
<td>2,811</td>
</tr>
<tr>
<td>FY2018</td>
<td>3,331</td>
</tr>
</tbody>
</table>

- FY2013: Go Hotels Alpha Ortigas
- FY2014: Go Hotels Butuan Summit Magnolia
- FY2015: Go Hotels Davao
- FY2016: Summit Maxilom Summit Tacloban Go Hotels Iligan
- FY2017: Summit Naga Summit Amisa
- FY2018: Go Hotels Naga Go Hotels Tuguegarao

Future Plans & Strategies
RECENT DEVELOPMENTS: 18 Hectare Property

- Area of 18 hectares
- Situated along Ortigas Extension, Cainta, Rizal
- Potential mixed-use development
<table>
<thead>
<tr>
<th><strong>RECENT DEVELOPMENTS: CHENGDU ACQUISITION</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Lakeshore Place</strong></td>
</tr>
<tr>
<td><strong>Tian Fu Square</strong></td>
</tr>
<tr>
<td><strong>Land Location</strong></td>
</tr>
<tr>
<td><strong>Shuangliu Airport</strong></td>
</tr>
<tr>
<td><strong>Belt Express Way</strong></td>
</tr>
<tr>
<td><strong>2nd Ring Road</strong></td>
</tr>
<tr>
<td><strong>3rd Ring Road</strong></td>
</tr>
<tr>
<td><strong>10KM (about 25m’s drive)</strong></td>
</tr>
<tr>
<td><strong>1KM (about 15m’s drive)</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Plot Area</strong></th>
<th>8.5 hectares</th>
</tr>
</thead>
<tbody>
<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>RMB1.4 B (USD222 M; PHP10 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

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*Note: USD/RMB = 6.33 and RMB/PHP = 7.24 as at 16 Oct 2015*
THANK YOU