Quarterly Investors Call

February 12, 2014
## FINANCIAL HIGHLIGHTS – Q1 FY2014

<table>
<thead>
<tr>
<th>Asset Type</th>
<th>Revenues (PhP MM)</th>
<th>%Total RLC YoY</th>
<th>EBITDA (PhP MM)</th>
<th>%Total RLC YoY</th>
<th>EBIT (PhP MM)</th>
<th>%Total RLC YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Malls</td>
<td>4,386</td>
<td>100% 17%</td>
<td>2,324</td>
<td>100% 14%</td>
<td>1,698</td>
<td>100% 15%</td>
</tr>
<tr>
<td>Offices</td>
<td>1,954</td>
<td>45% 10%</td>
<td>1,401</td>
<td>60% 9%</td>
<td>922</td>
<td>54% 6%</td>
</tr>
<tr>
<td>Hotels</td>
<td>362</td>
<td>8% 1%</td>
<td>357</td>
<td>15% 1%</td>
<td>260</td>
<td>15% 2%</td>
</tr>
<tr>
<td>Residential</td>
<td>1,669</td>
<td>38% 38%</td>
<td>428</td>
<td>19% 59%</td>
<td>420</td>
<td>25% 62%</td>
</tr>
</tbody>
</table>
STRENGTH BALANCE SHEET POSITION (as of December 2013)

<table>
<thead>
<tr>
<th>TOTAL ASSETS (PhP MM)</th>
<th>SHAREHOLDER’S EQUITY (PhP MM)</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY12: 70,647</td>
<td>FY12: 46,573</td>
</tr>
<tr>
<td>FY13: 74,886</td>
<td>FY13: 49,395</td>
</tr>
<tr>
<td>Q1FY14: 76,808</td>
<td>Q1FY14: 50,426</td>
</tr>
</tbody>
</table>

RETURN ON EQUITY

| FY12: 9% | FY13: 9% | Q1FY14*: 9% |

CURRENT NET DEBT TO EQUITY

| FY12: 13% | FY13: 24% | Q1FY14: 25% |

*Estimate
Second largest mall operator in the Philippines with 35 malls

976,000 sqm gross leasable space as of December 31, 2013

95.5% latest system-wide occupancy

8% same mall revenue growth
One of the Philippine’s leading BPO office space provider with 193,000 sqm net leasable space

Total occupancy for 8 completed buildings is 99.4%

We continue to be a leading provider of office spaces to BPOs in the Philippines, with 75% of our office building space allocated for BPOs.
## Hotels Division

### Revenues
- Q1FY13: 398
- Q1FY14: 401

### EBITDA
- Q1FY13: 132
- Q1FY14: 138

### EBIT
- Q1FY13: 84
- Q1FY14: 96

### Occupancy Rate
- Q1FY13: 52%
- Q1FY14: 47%
- Q1FY13: 48%
- Q1FY14: 50%
- Q1FY13: 81%
- Q1FY14: 78%
- Q1FY13: 85%
- Q1FY14: 82%
- Q1FY13: 69%
- Q1FY14: 69%
Net pre-sales Q1FY14 at PhP1.77B, sustaining sales from same period last year
- 1 new project for Q1 FY2014
Residential Division

REALIZED REVENUES

- Realized Revenues amounted to PhP1.67B
- EBITDA amounted to PhP428M, +59% YoY
- EBIT amounted to PhP420M, +62% YoY
CAPITAL EXPENDITURE AND LANDBANK

CAPITAL EXPENDITURE

<table>
<thead>
<tr>
<th>Year</th>
<th>Investment Capex</th>
<th>Development Capex</th>
<th>Land Acquisition</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY2010</td>
<td>6,227</td>
<td>1,741</td>
<td>2,780</td>
</tr>
<tr>
<td>FY2011</td>
<td>13,433</td>
<td>3,439</td>
<td>3,732</td>
</tr>
<tr>
<td>FY2012</td>
<td>11,310</td>
<td>4,945</td>
<td>4,945</td>
</tr>
<tr>
<td>FY2013</td>
<td>14,274</td>
<td>4,934</td>
<td>3,534</td>
</tr>
<tr>
<td>FY2014</td>
<td>16,000</td>
<td>9,600</td>
<td>4,000</td>
</tr>
</tbody>
</table>

LANDBANK as of 31 December 2013

<table>
<thead>
<tr>
<th>SUMMARY</th>
<th>Area (has.)</th>
<th>ESTIMATED VALUE</th>
<th>PhP B</th>
</tr>
</thead>
<tbody>
<tr>
<td>Malls</td>
<td>161.5</td>
<td>Metro Manila</td>
<td>11.4</td>
</tr>
<tr>
<td>Condominiums*</td>
<td>24.0</td>
<td>Luzon</td>
<td>6.2</td>
</tr>
<tr>
<td>Offices*</td>
<td>1.5</td>
<td>Visayas</td>
<td>3.6</td>
</tr>
<tr>
<td>Homes*</td>
<td>380.9</td>
<td>Mindanao</td>
<td>1.0</td>
</tr>
<tr>
<td>Hotels</td>
<td>6.0</td>
<td>TOTAL</td>
<td>22.2</td>
</tr>
<tr>
<td>TOTAL</td>
<td>573.9</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*Some properties with Joint Venture partners
MOVING FORWARD – Future Plans & Strategies

**Robinsons Malls**

- **FY2012**
  - 3 New Malls
  - 2 Mall Expansion
  - Gross Leasable Area (sqm): 910,000

- **FY2013**
  - 1 Mall Expansion
  - 913,000

- **FY2014**
  - 7 New Malls
  - 1,077,000

- **FY2015**
  - 2 Mall Expansion
  - 1,232,000

**Robinsons Offices**

- **FY2013**
  - Net Leasable Area (sqm): 193,000

- **FY2014**
  - 2 New Office Buildings: Cyberscape Alpha, Cyberscape Beta
  - 273,000

- **FY2015**
  - 1 New Office Building: Bridgetowne
  - 308,000

**Hotels Division**

- Currently evaluating opportunities for 4 new Summit Hotels

- **GoHotels.ph**
  - # of GoHotels.ph Hotels: 223 Rooms
  - FY2011: +4
  - FY2012: +1
  - FY2013: +3
  - FY2014: +3
  - FY2015: +3

**Residential Division**

- Beefed up sales force and increased marketing efforts

- **Sales Take Up (PhPMM):**
  - Q1FY13: 1,770
  - Q1FY14: 1,771
MAJOR DEVELOPMENTS – Recent Business Accolades

Euromoney Best Managed Company in the Philippines 2014

Euromoney Best Managed Company in the Philippines 2013
ROBINSONS LAND CORPORATION

YOUR DREAMS. OUR FOUNDATION.

End of Presentation
Thank You