



MEGAWORLD

NINE MONTHS 2023

ANALYST PRESENTATION

FINANCIAL UPDATE



9M/3Q 2023 PROFIT AND LOSS

In PHP Billions	9M23	9M22	YoY % Change	3Q23	2Q23	QoQ % Change	3Q22	YoY % Change
REVENUES	48.6	42.5	14%	16.6	15.8	5%	15.0	10%
COSTS & EXPENSES	35.1	32.8	7%	11.9	11.5	3%	12.1	-1%
EBITDA*	21.1	19.0	11%	7.6	7.0	8%	6.6	15%
NET PROFIT	13.5	9.7	39%	4.7	4.3	9%	3.0	58%
ATTRIBUTABLE PROFIT	12.0	8.4	43%	4.1	3.8	9%	2.5	65%
GROSS PROFIT MARGIN	49%	49%		49%	49%		50%	
EBITDA MARGIN*	43%	45%		46%	44%		44%	
ATTRIBUTABLE PROFIT MARGIN	25%	20%		25%	24%		17%	

Robust YoY revenue growth across all business segments, driven primarily by the ongoing resurgence in economic activity and increased mobility.

Increase in costs and expenses as the Company accelerates its activities



Profitability slightly tempered by FX

*Excluding FX translation adjustments

9M2023 REVENUE BREAKDOWN

P48.6B

TOTAL REVENUES  14%

-  **REAL ESTATE SALES**  11%
successful completion of projects and the accelerated pace of construction activities
-  **OFFICE RENTALS**  3%
higher than industry occupancy rate and stable rental
-  **MALL RENTALS**  70%
boost in occupancy rates, the resumption of fixed rent collections, and enhanced tenant sales
-  **HOTEL OPERATIONS**  51%
Sharp pick up in domestic tourism, MICE activities
-  **OTHER INCOME**  15%

P29.0B

P9.4B

P3.9B

P2.6B

P3.6B

STRONG BALANCE SHEET

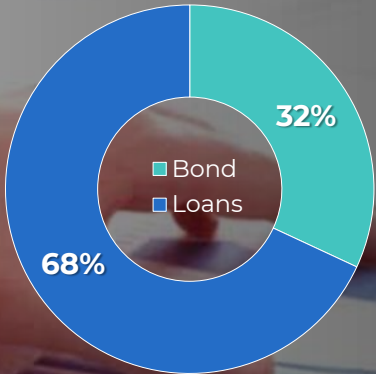
P98.9 BILLION
GROSS DEBT

P71.3B
NET DEBT

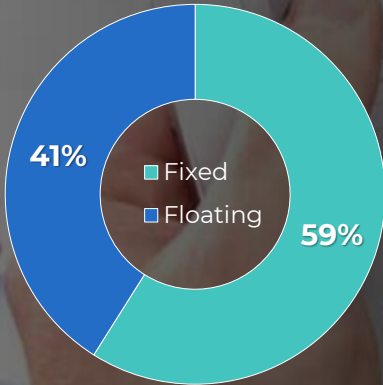
27.7%
NET DEBT / EQUITY

P38.8B
CAPEX SPENDING

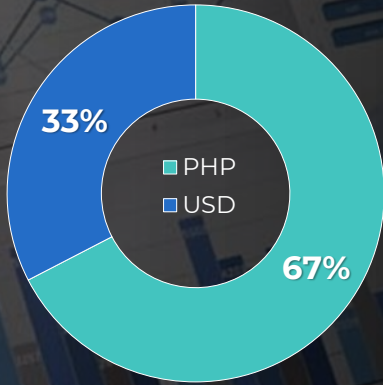
TYPE OF DEBT



INTEREST RATE



CURRENCY





OPERATIONAL UPDATE

REAL ESTATE

P29.0B

REAL ESTATE SALES

↑11% YoY

P109.5B

RESERVATION SALES

84% of P130B FY2023 Target

P69.3B

PROJECT LAUNCHES

115% of P60B FY2023 Target

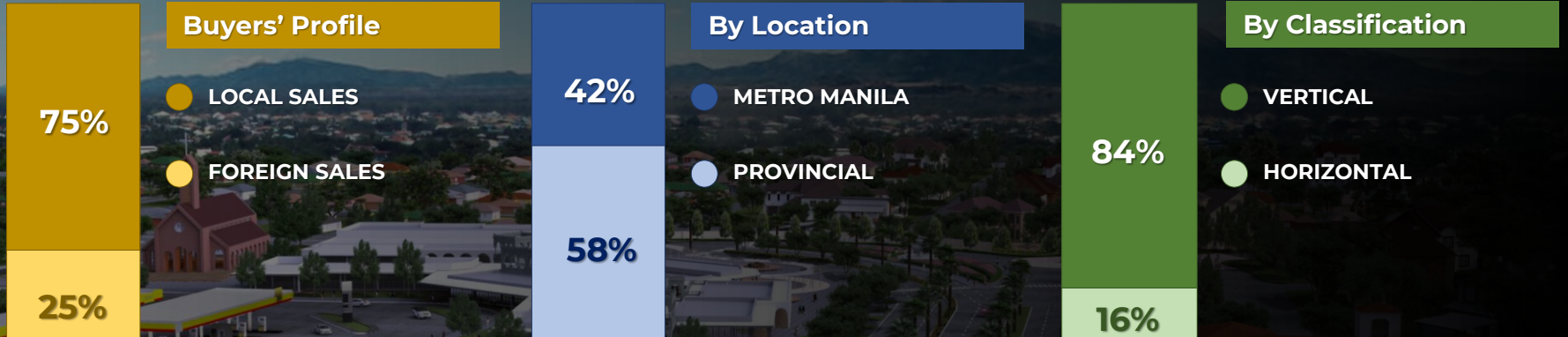
P29.0 BILLION

REAL ESTATE SALES



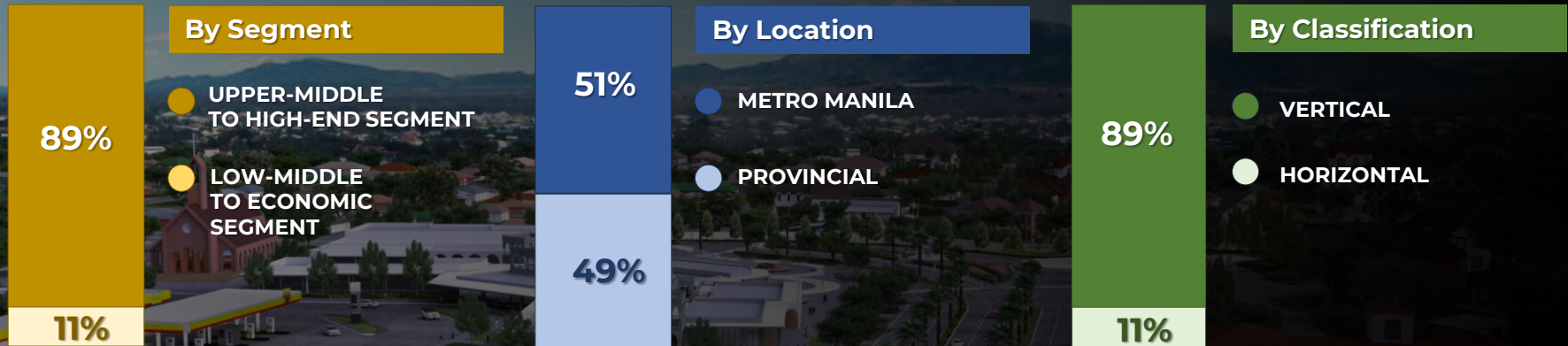
P109.5 BILLION

RESERVATION SALES



P69.3 BILLION

PROJECT LAUNCHES



NEW LAUNCHES



**LAURENT PARK
RESIDENCES
MANHATTAN GARDEN CITY**

27,823

saleable area (sqm)

P234,000

average selling price
per sqm

20%

sold

NEW LAUNCHES



KENSINGTON SKY GARDEN TOWER 1

THE UPPER EAST

10,385

saleable area (sqm)

P240,000

average selling price
per sqm

10%

sold

NEW LAUNCHES



MAPLE PARK RESIDENCES

MAPLE GROVE

7,109

saleable area (sqm)

P253,000

average selling price
per sqm

18%

sold



NEW LAUNCHES

UPTOWN MODERN UPTOWN BONIFACIO

67,799
saleable area (sqm)

P428,000
average selling price

8%
sold



PREMIER OFFICES

OFFICE RENTALS

↑3% YoY

P9.4B

OFFICE GLA

SQM

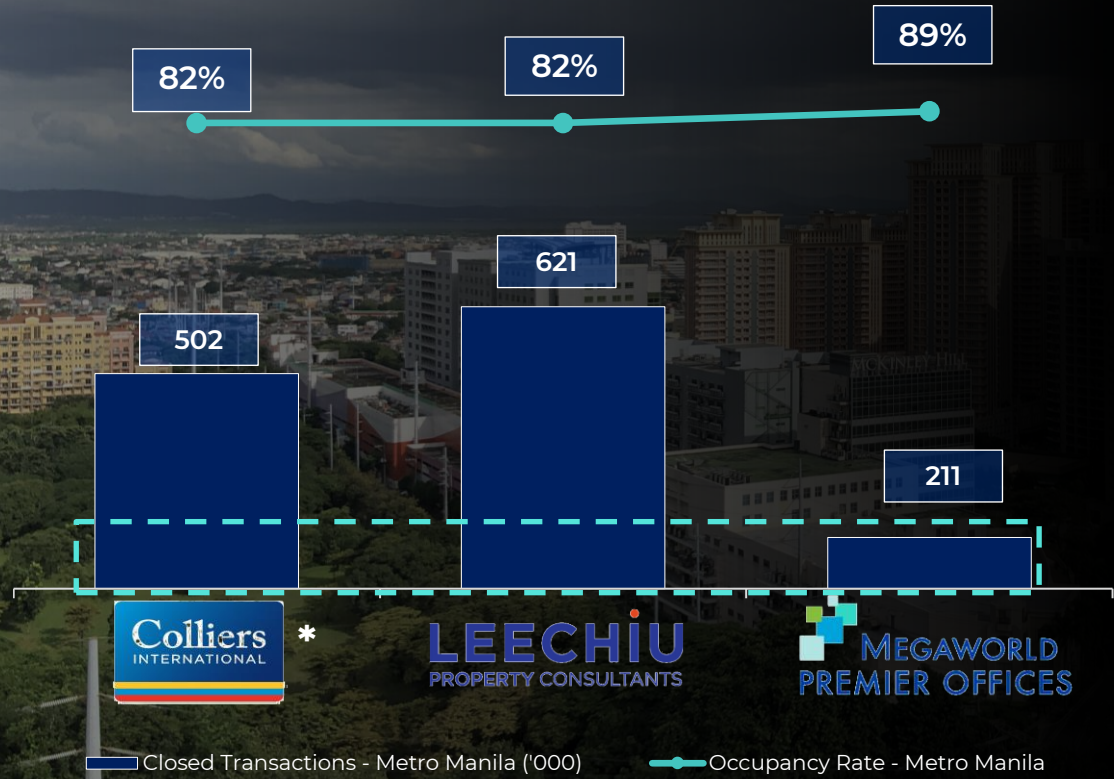
1.4M

OCCUPANCY RATE

vs 92% in 2022

89%

NEW LEASES vs OCCUPANCY



246,600
total transactions
9M2023 (sqm)

95,400
new leases (sqm)

89%
occupancy rate

Source: 9M2023 Brokers report and disclosures
*New leases only

OFFICE PORTFOLIO



74%
BPO



18%
TRADITIONAL

2.8 YRS
weighted average
lease expiry



5%
POGO



3%
SERVICED

91%
renewal
rate



NO. 1 UPPER EAST

THE UPPER EAST

8,600 sqm

gross leasable area

78%

construction
update

5%

pre-leasing
commitment



INTERNATIONAL FINANCE CENTER

UPTOWN BONIFACIO

69,000

gross leasable area (sqm)

98%

construction
update

100%

pre-leasing
commitment

LIFESTYLE MALLS

P3.9B

MALL RENTALS

↑70% YoY

514

MALLS GLA

'000 SQM

92%

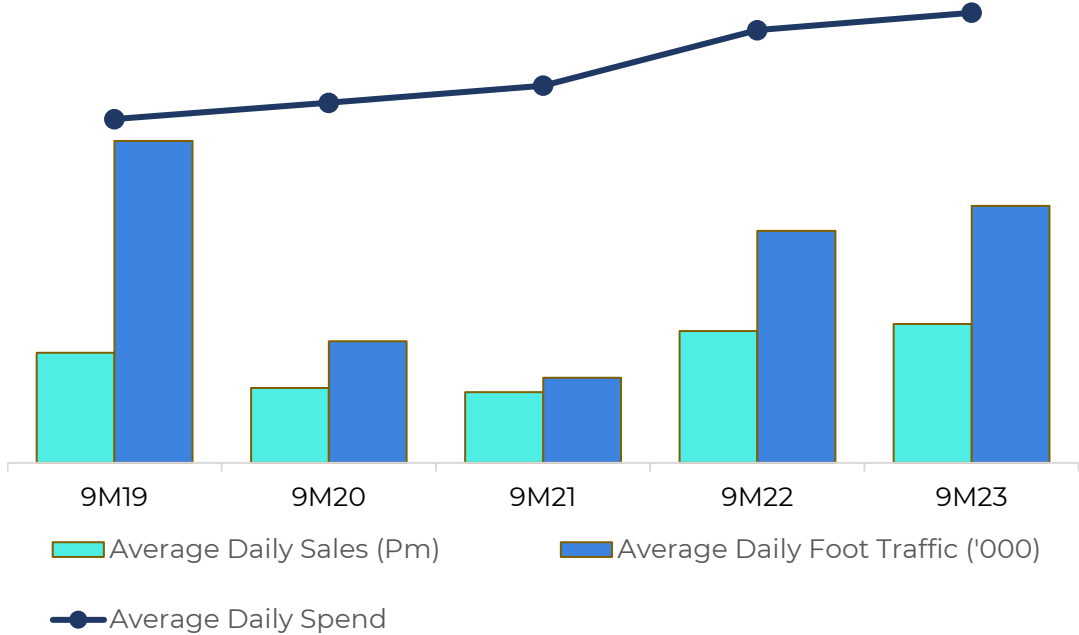
OCCUPANCY RATE

vs 90% in 2022

IMPROVING RETAIL PERFORMANCE

P550
 AVERAGE DAILY SPEND
 (▲4% vs 9M2022)

209,000
 AVERAGE DAILY FOOT TRAFFIC
 (▲11% vs 9M2022)



Mall revenues improved as daily spend reach **31%** higher than 2019

100% rental collection beginning Jan 1, 2023

Total tenant sales is now **126%** of pre-pandemic

MEGAN ULTIMATE LIFESTYLE APP

Find your way
around the mall
using interactive
3D maps for all
flagship
Megaworld
Lifestyle Malls

Check transport
schedules of
Megaworld
Transportation
Hubs across 7
malls

Get a Pet Pass and
safely take your
pets anywhere
within Megaworld
Lifestyle Malls



Join exclusive
augmented reality
campaigns

Shop via your
personal shopper
Megan

Be first to know
about store
openings, events,
and promos

Book cinema
tickets

MEGAN OMNICHANNEL CHATBOTS

Use our chatbots across all Megaworld Lifestyle Malls Facebook pages to get the following information:

- Mall Hours
- Complete Store Directory
- Parking Information
- Cinema Information
- Pet Pass

Customers can also submit feedback or request to talk to a live agent.

* GPT-based GenAI agents are currently in development.



SUPERPARK PHILIPPINES



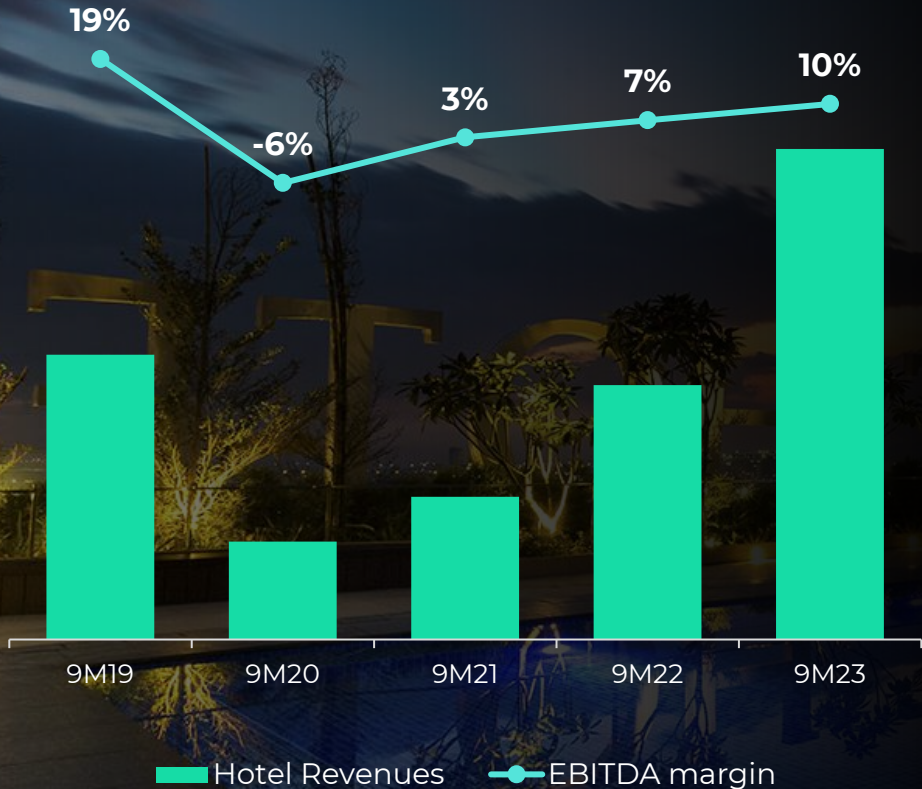
HOTELS & RESORTS

HOTEL REVENUES | **P2.6B**
↑15% YoY

ROOM KEYS | **4,713**

OCCUPANCY RATE | **66%**
vs 64% in 2022 (Metro Manila)

HOTEL PERFORMANCE



Effective pricing strategies resulted in nearly doubling the average daily rates compared to pre-pandemic levels.

Strategic cost-saving initiatives have significantly augmented the segment's EBITDA margins

The resumption of MICE activities have played pivotal roles in enhancing the hotels' performance.



Certified Sustainable Business

BELMONT
HOTELS

SAVOY
HOTELS


RICHMOND HOTELS


Kingsford Hotel


HOTEL LUCKY CHINATOWN
悅華酒店


TWIN LAKES
HOTEL

MEGAWORLD
HOTELS & RESORTS



Achieved an outstanding average compliance rating of **99.66%** based on The Good Travel Scan's 10 universal values in tourism sustainability.

This certification is rooted in the Good Travel Standard and the Global Sustainable Tourism Council (GSTC), reflecting our unwavering dedication to responsible and eco-friendly travel.

An architectural rendering of a modern building complex, likely a university or corporate campus, situated on a waterfront. The scene is captured at sunset, with a warm orange and yellow sky over the water. The buildings are rendered in a semi-transparent, light blue style, showing their complex, multi-story structures with various window patterns and architectural details. A large, semi-transparent teal triangle is overlaid on the left side of the image, containing the text. The foreground shows a road with palm trees and some landscaping.

2023 AND BEYOND



P55B

CAPEX BUDGET

P60B

PROJECT LAUNCHES

P130B

RESERVATION SALES

OFFICE PIPELINE

209,400

gross leasable area (sqm)

PROJECT NAME	TOWNSHIP	GLA	YR	PRE-LEASING %
No. 1 Upper East	The Upper East, Bacolod City	8,600	2023	5%
International Finance Center	Uptown Bonifacio, Taguig City	69,000	2023	100%
Enterprise 1 & 2	Iloilo Business Park, Iloilo City	66,600	2024-2025	
Pasudeco Tower	The Capital Town, Pampanga	10,800	2025	31%
Two McWest	McKinley West, Taguig City	54,400	2026	

MALLS PIPELINE

154,100

gross leasable area (sqm)

PROJECT NAME	TOWNSHIP	GLA (sqm)	YR
Davao Whisky Park	Davao Park District, Davao City	3,000	2023
Park McKinley West	McKinley West, Taguig City	7,000	2023
Boracay Newcoast Beachwalk	Boracay Newcoast, Aklan	31,500	2025
The Capital Mall	The Capital Town, Pampanga	32,200	2025
Maple Grove Commercial	Maple Grove, Cavite	31,700	2025
Highland Mall and Park	Highlands City, Cainta Rizal	35,000	2026
Upper East Mall	The Upper East, Bacolod City	13,700	2026

HOTELS PIPELINE

3,533

room keys

PROJECT NAME	TOWNSHIP	ROOMS	YR
Chancellor Hotel Boracay	Boracay Newcoast, Aklan	554	2023
Grand Westside Hotel	Westside City, Paranaque City	1,530	2023
Belmont Hotel Iloilo	Iloilo Business Park, Iloilo City	405	2026
Kingsford Hotel Bacolod	The Upper East, Bacolod City	208	2028
Savoy Hotel Palawan	Paragua Coasttown, Palawan	462	2028
Savoy Hotel Capital Town	The Capital Town, Pampanga	374	2028



KEY TAKEAWAYS

REAL ESTATE

Surge in bookings driven by successful completion of projects and accelerated project completion rate

OFFICES

High tenant retention and ongoing rent escalations have played a crucial role in stabilizing rental income

LIFESTYLE MALLS

Surge in rental income has been bolstered by increased occupancy rates, the resumption of fixed rent collections, and improved tenant sales

HOTELS

Consistent excellence demonstrated by the hotels resulting in a higher demand for MICE venues, which has been further amplified by the successful opening of new hotels

OUTLOOK

REAL ESTATE

Sustained enhancement of real estate revenues is anticipated, driven by the improvement in construction activities

OFFICES

Office segment is poised to demonstrate resilience in the face of global headwinds and evolving work preferences

LIFESTYLE MALLS

Mall rent is expected to sequentially improve attributed to higher operational occupancy and full rent collection amid shifting consumer preference

HOTELS

Anticipated hotel growth is set to parallel the targeted increase in international tourist arrivals and activities, safeguarding its sustained expansion



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