



MEGAWORLD

FULL YEAR 2023

ANALYST PRESENTATION

2023 SNAPSHOT

Launched **Savoy Hotel Capital Town**, MEG's first hotel in North Luzon



Launched **Firenze**, the 9th residential tower in Iloilo Business Park



Opened **TAT Lab**, the PH's first-ever data science lab for a real estate company



Launched the **Mactan Expo Center** in The Mactan Newtown, Cebu

Launched the **Uptown Modern** – 6th residential condo in Uptown Bonifacio



Launched the **Kensington Sky Garden** in The Upper East in Bacolod



Iloilo Business Park named as one of 'most bike-friendly commercial establishments' in the Mobility Awards 2023



Uptown Tempur Cinema officially opened at Uptown Bonifacio

Launched the first hotel in Paragua Coasttown Palawan – **Savoy Hotel Palawan**.



Received **four LEED certifications** for its green buildings in Uptown Bonifacio and Arcovia City



JAN-FEB

MAR-APR

MAY-JUN

JUL-AUG

SEP-OCT

NOV-DEC

Inaugurated **Dr. Andrew L. Tan Data Science Institute**



Dr. Andrew L. Tan Data Science Institute



Launched **Positano Mactan** in The Mactan Newtown in Lapu-Lapu City, Cebu.

Have been named a **Progress Champion in 2023** by ATR Asset Management (ATRAM)



Launched **Oceanfront Premier Residences** in Paragua Coasttown



Launched **Laurent Park** in Manhattan Garden City

Launched the **Maple Park Residences** in Maple Grove, Cavite



Opened the **Landers Superstore** branch in The Upper East in Bacolod



12 Megaworld Hotels and Resorts properties have received their official certification as sustainable businesses from The Good Travel Scan

MHR initiated **planting of 2,500 sampaguita seeds** across four townships



Launched **Baytown Palawan** – a lifestyle estate located in Puerto Princesa, Palawan



GEOGRAPHICAL FOOTPRINT

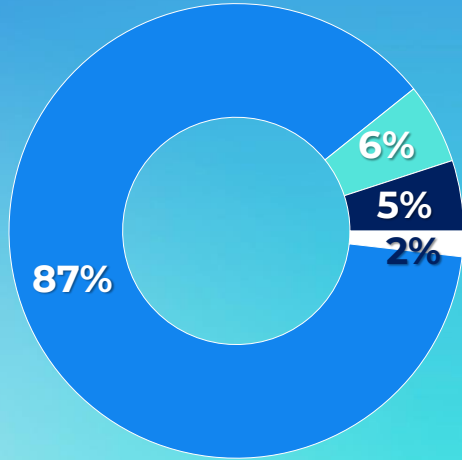
31 TOWNSHIPS

(5,178 Hectares)



4,430 Hectares of Developable land

- Quality land sufficient to support the next 15 to 20 years of development



- Metro Manila
- Luzon (ex-MM)
- Visayas
- Mindanao



The MEGreen Program

Green starts with Me.

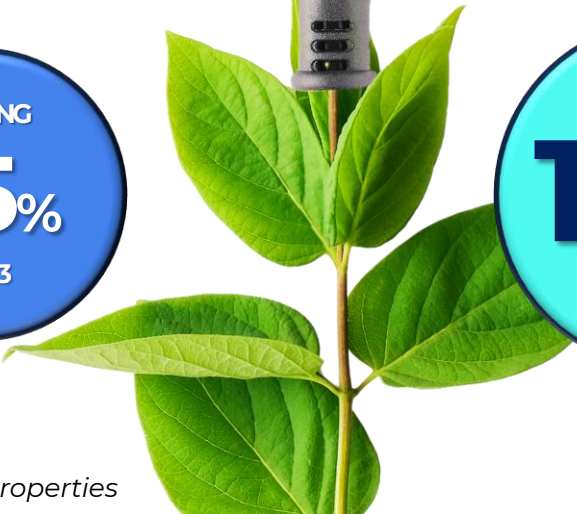
Every action we make has an impact on the environment and community we serve.

This initiative consolidated various existing sustainability efforts under a unified framework, streamlining and synergizing our approach and maximizing impact.

MEGREEN PROGRAM

TRANSITION TO CLEAN ENERGY

Properties* that shifted to Renewable Energy Source



ENERGY USE AT THE OFFICE



Use of Natural Light



Device is Unplugged when Unused



Use of Energy Efficient Laptops



Switch to LED lighting



Lights off in unoccupied rooms





Use of internal staircase

*Contestable Properties

MEGREEN PROGRAM

1,600
Target Land (Hectares) for
Reforestation & Management



-  Managed Forest from Internal Landbank
-  Adopted Forest

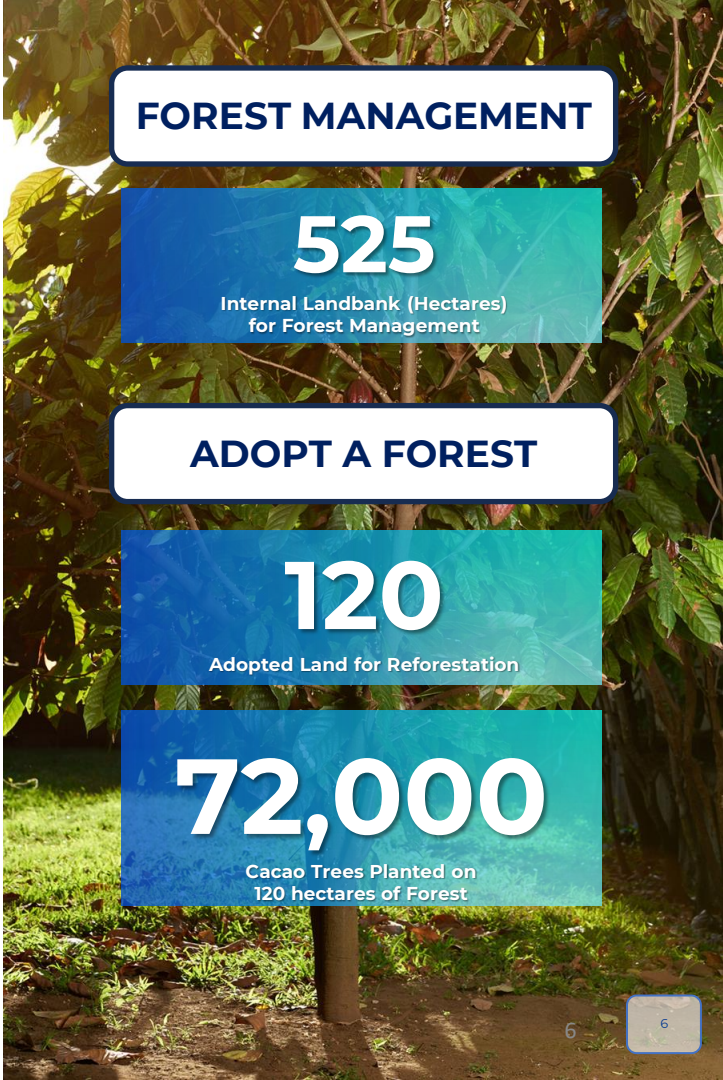
FOREST MANAGEMENT

525
Internal Landbank (Hectares)
for Forest Management

ADOPT A FOREST

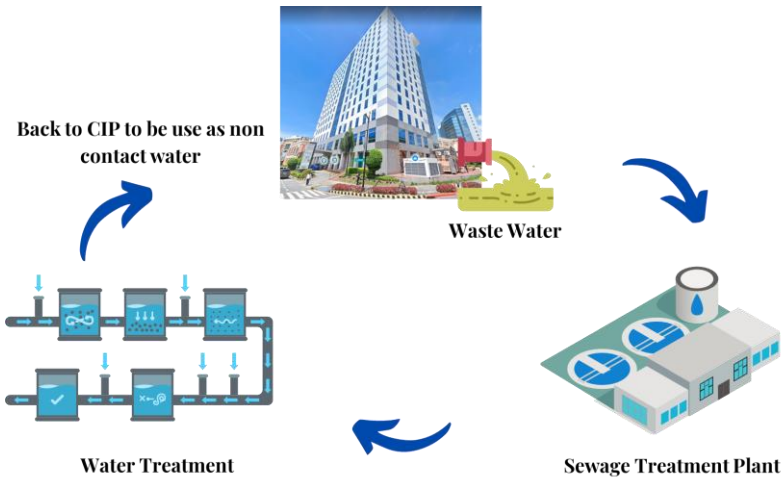
120
Adopted Land for Reforestation

72,000
Cacao Trees Planted on
120 hectares of Forest



MEGREEN PROGRAM

WATER MANAGEMENT



Wastewater Treatment for Non-Potable Water Usage and Irrigation

WASTE MANAGEMENT

A collection of logos for waste management partners. From left to right: the "Globe" logo, the "Tetra Pak" logo with the text "PROTECTS WHAT'S GOOD", the "EcoWaste Coalition" logo, "The Plastic Flamingo" logo with the text "PLASTIC RECYCLERS", the "SILENT BEADS" logo with the text "Saves Mother Earth Twice", and the "WEAR FORWARD" logo.



MEGREEN PROGRAM



SOCIAL INCLUSIVITY

Medical Mission	722
Scholarship Grant	200
Eskwela ng Bayan	80
Brigada Eskwela	15,235
Hope Classroom	150
Hands in Harmony	50
TOTAL BENEFICIARIES	16,437

MEGreen Beneficiaries are limited to the communities surrounding MEG Townships

FINANCIAL UPDATE

FY/4Q 2023 PROFIT AND LOSS

In PHP Billions	FY23	FY22	YoY % Change	4Q23	3Q23	QoQ % Change	4Q22	YoY % Change
REVENUES	69.7	59.5	17%	21.1	16.6	28%	17.1	24%
COSTS & EXPENSES	50.3	44.2	14%	15.2	11.9	28%	11.4	34%
EBITDA*	30.0	26.4	13%	8.7	7.6	16%	7.4	17%
NET PROFIT	19.4	15.4	26%	5.9	4.7	26%	5.7	4%
ATTRIBUTABLE PROFIT	17.3	13.5	29%	5.3	4.1	28%	5.1	5%
GROSS PROFIT MARGIN	49%	50%		50%	49%		51%	
EBITDA MARGIN*	43%	44%		41%	46%		44%	
ATTRIBUTABLE PROFIT MARGIN	25%	23%		25%	25%		30%	

Record revenue levels hit as all business segments delivered stellar performances

Margins kept stable on effective pricing and cost management measures











4Q23 profits grew slightly slower only due to higher forex gains recorded in 4Q22

*Excluding FX translation adjustments

FY2023 REVENUE BREAKDOWN

P69.7B

TOTAL REVENUES  17%

-  **REAL ESTATE SALES**  16%
Successful completion of projects and the accelerated pace of construction activities
-  **OFFICE RENTALS**  3%
Above industry occupancy rates and sustained rental escalations
-  **MALL RENTALS**  54%
Improved occupancy rates, the resumption of fixed rent collections, and enhanced tenant sales
-  **HOTEL OPERATIONS**  46%
Sharp pick up in domestic tourism, MICE activities
-  **OTHER INCOME**  21%

P42.7B

P12.6B

P5.3B

P3.8B

P5.3B

STRONG BALANCE SHEET

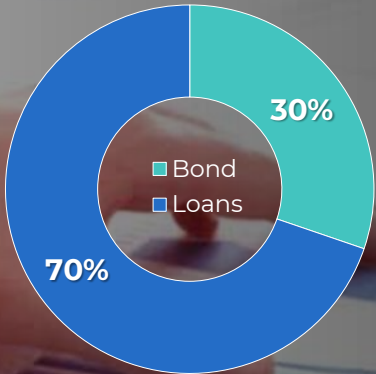
P102.9 BILLION
GROSS DEBT

P77.8B
NET DEBT

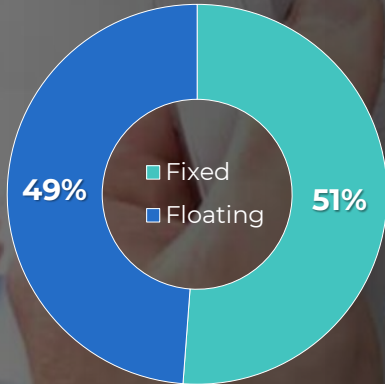
29.8%
NET DEBT / EQUITY

P50B
CAPEX SPEND

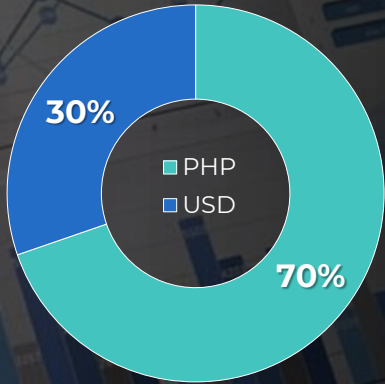
TYPE OF DEBT



INTEREST RATE



CURRENCY





OPERATIONAL UPDATE

REAL ESTATE

P42.7B

REAL ESTATE SALES

↑16% YoY

P139.2B

RESERVATION SALES

107% of P130B FY2023 Target

P72.6B

PROJECT LAUNCHES

121% of P60B FY2023 Target

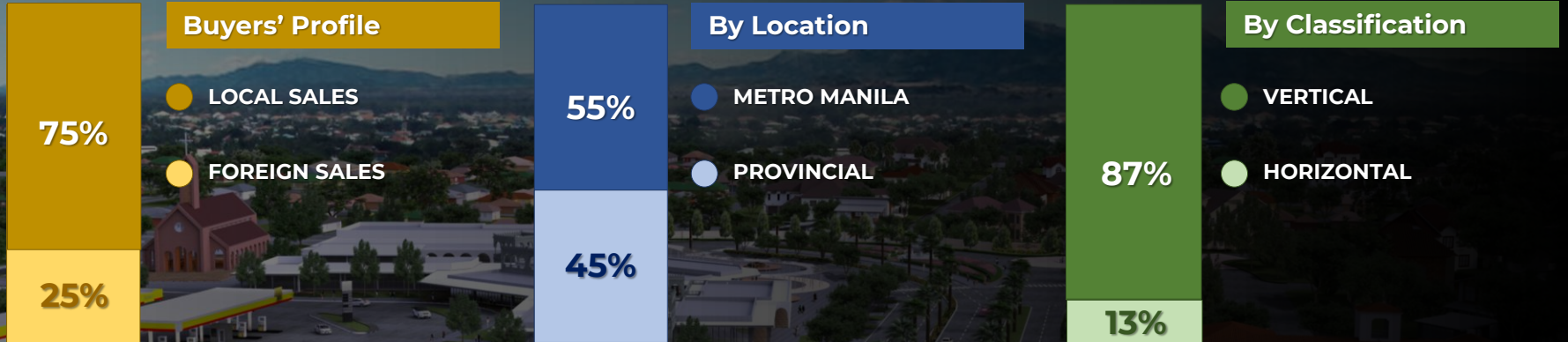
P42.9 BILLION

REAL ESTATE SALES



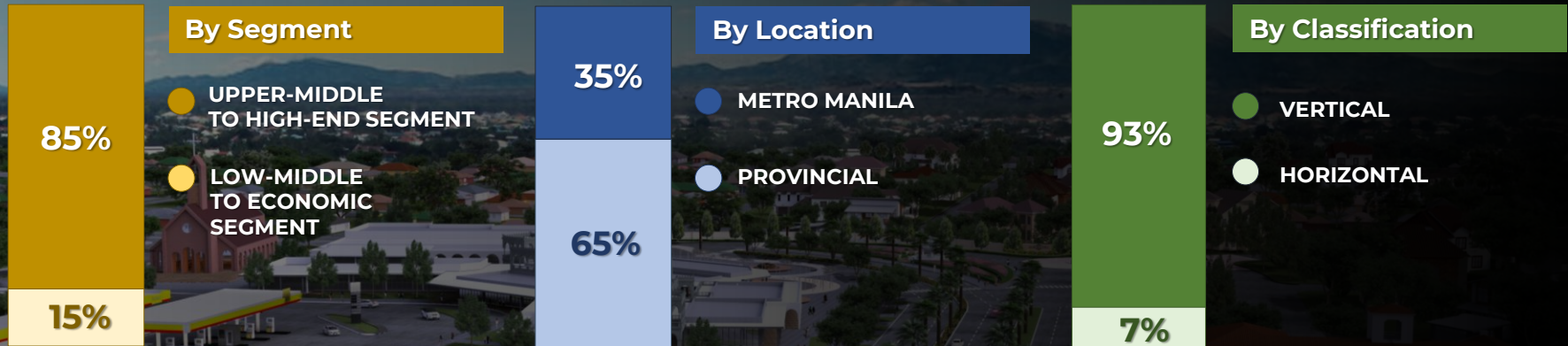
P139.2 BILLION

RESERVATION SALES



P72.6 BILLION

PROJECT LAUNCHES



NEW LAUNCHES



POSITANO MACTAN

Tower 2 MACTAN NEWTOWN

P2.2B

project value

7,158

saleable area (sqm)

P307,000

average selling price
per sqm

51%

sold

NEW LAUNCHES



PARAGUA SANDS HOTEL

PARAGUA COASTOWN

P4.2B

project value

9,582

saleable area (sqm)

P438,000

average selling price per sqm

24%

sold

NEW LAUNCHES



BELLARA TOWER 3

EMPIRE EAST HIGHLAND CITY

P3.7B

project value

26,062

saleable area (sqm)

P140,000

average selling price

73%

sold



Empire East

NEW LAUNCHES



EASTLAND HEIGHTS VILLAGE P2D & P2E

EASTLAND HEIGHTS

P2.8B

project value

87,487

saleable area (sqm)

P32,000

average selling price

2%

sold



UPTOWN MODERN

Tower 1

UPTOWN BONIFACIO

P19.0B

project value

45,110

saleable area (sqm)

P421,000

average selling price
per sqm

16%

sold



PREMIER OFFICES

OFFICE RENTALS

↑3% YoY

P12.6B

OFFICE GLA

SQM

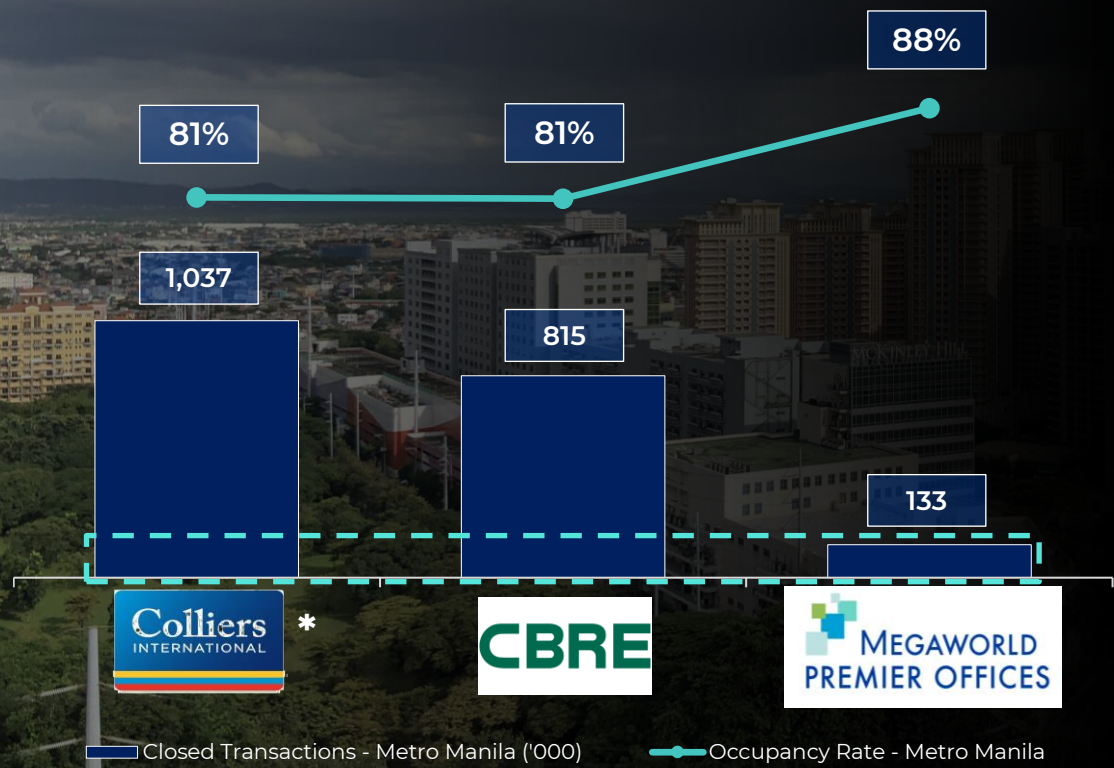
1.5M

OCCUPANCY RATE

vs 92% in end-2022

88%

NEW LEASES vs OCCUPANCY



284,173
total transactions
FY2023 (sqm)

133,400
new leases (sqm)

88%
occupancy rate

Source: FY2023 Brokers report and disclosures
*New leases only

OFFICE PORTFOLIO



74%
BPO



20%
TRADITIONAL

3.1 YRS
weighted average
lease expiry



4%
POGO



2%
SERVICED

66%
renewal
rate



INTERNATIONAL FINANCE CENTER

UPTOWN BONIFACIO

69,000
gross leasable area (sqm)

100%
construction
update

100%
pre-leasing
commitment

LIFESTYLE MALLS

P5.3B

MALL RENTALS

↑54% YoY

517

MALLS GLA

'000 SQM

93%

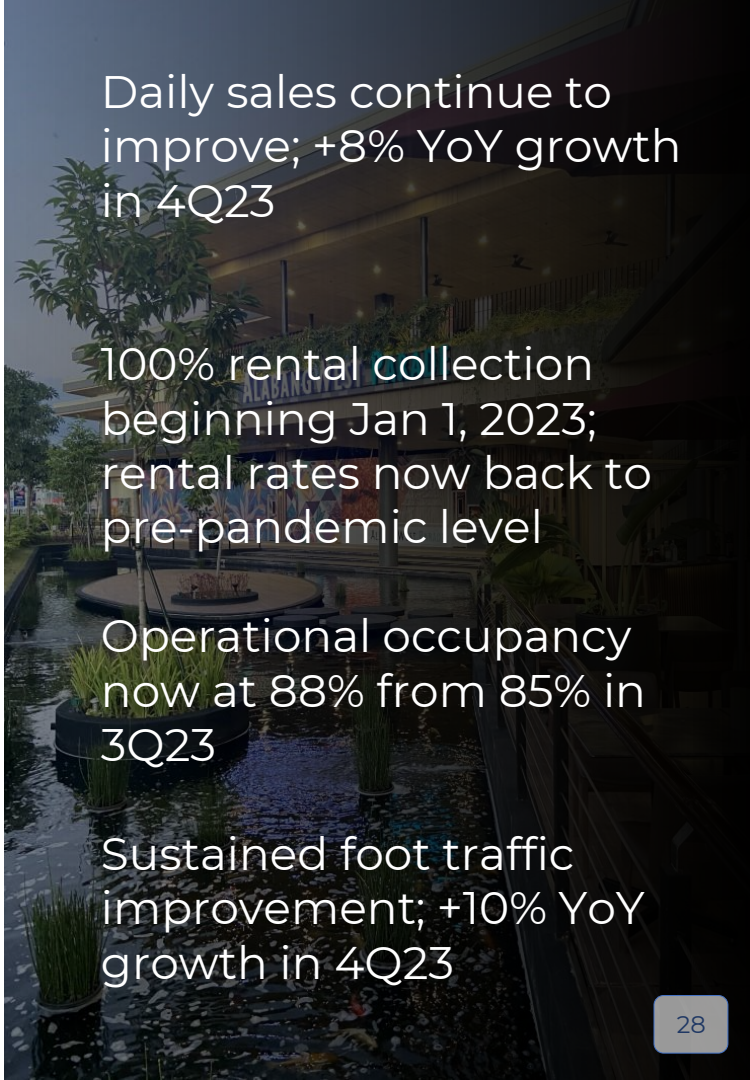
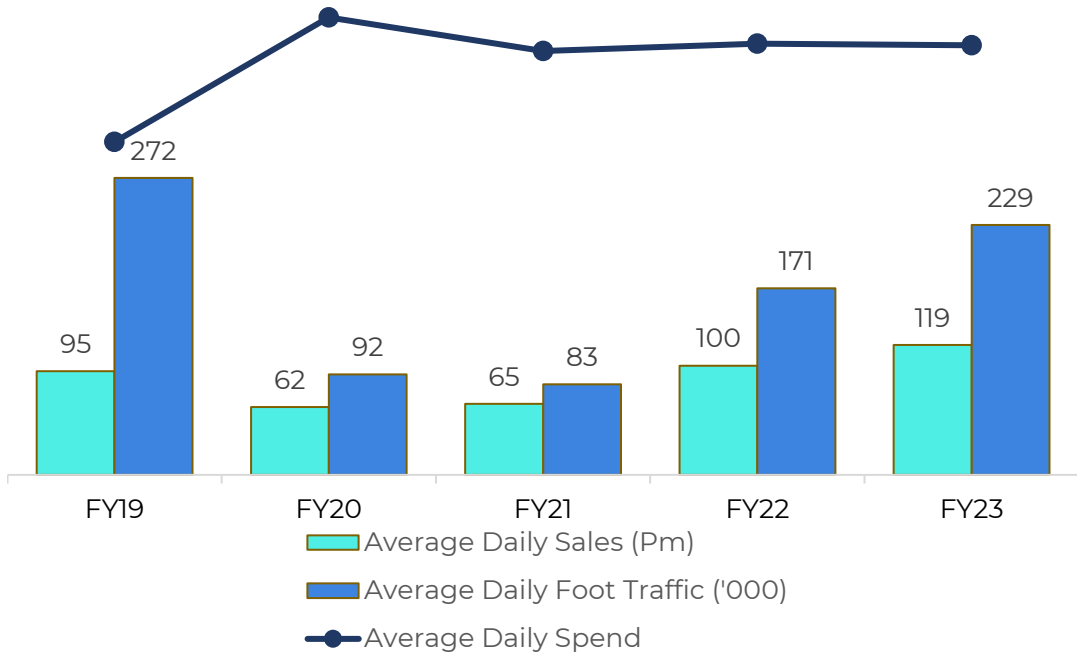
OCCUPANCY RATE

vs 90% in end-2022

IMPROVING RETAIL PERFORMANCE

P525
AVERAGE DAILY SPEND
(**↘1%** vs FY2022)

229,000
AVERAGE DAILY FOOT TRAFFIC
(**↗24%** vs FY2022)



Daily sales continue to improve; +8% YoY growth in 4Q23

100% rental collection beginning Jan 1, 2023; rental rates now back to pre-pandemic level

Operational occupancy now at 88% from 85% in 3Q23

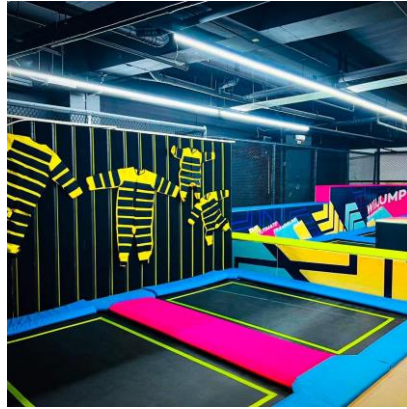
Sustained foot traffic improvement; +10% YoY growth in 4Q23



3 Stevie Awards for Megaworld Lifestyle Malls

- **GOLD STEVIE** – Award for Innovation in Energy & Sustainability
- **BRONZE STEVIE** – Award for Innovation in the Use of Events
- **BRONZE STEVIE** – Award for Innovation in Consumer Events

Gear up for an action-packed sports and activities in signature experiences at Megaworld Lifestyle Malls!



📍 WiiJUMP Philippines, McKinley Hill



📍 Monza Barcade, Arcovia City



📍 SuperPark Philippines, Eastwood City



📍 Manila Padel Club, Arcovia City

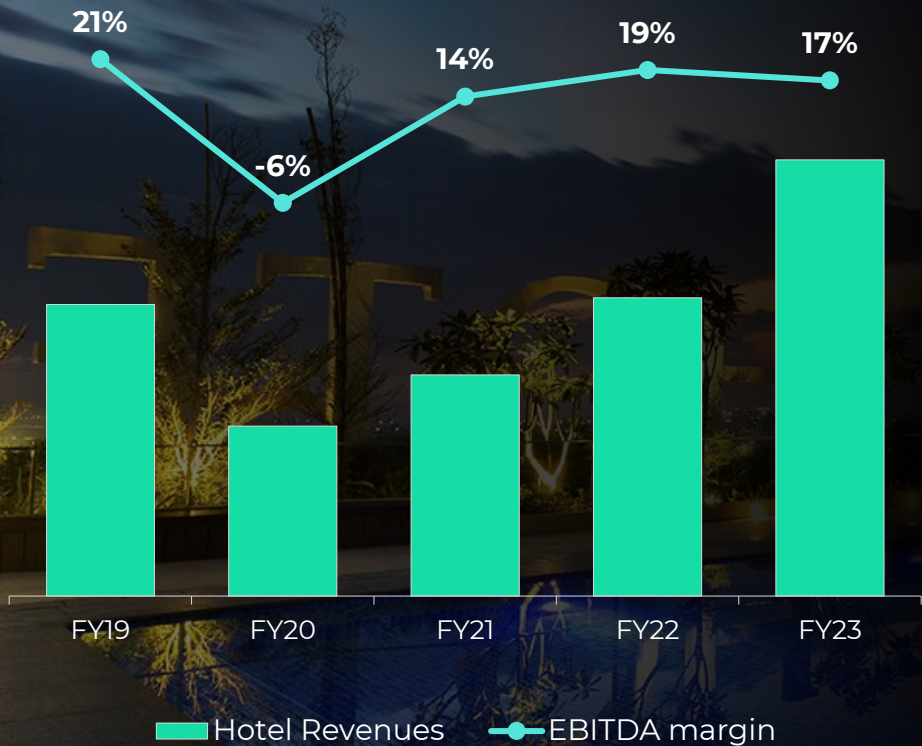
HOTELS & RESORTS

HOTEL REVENUES | **P3.8B**
↑46% YoY

ROOM KEYS | **4,713**

OCCUPANCY RATE | **67%**
vs 64% in 2022 (Metro Manila)

HOTEL PERFORMANCE



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

Cost-saving initiatives have significantly improved the segment's EBITDA margins

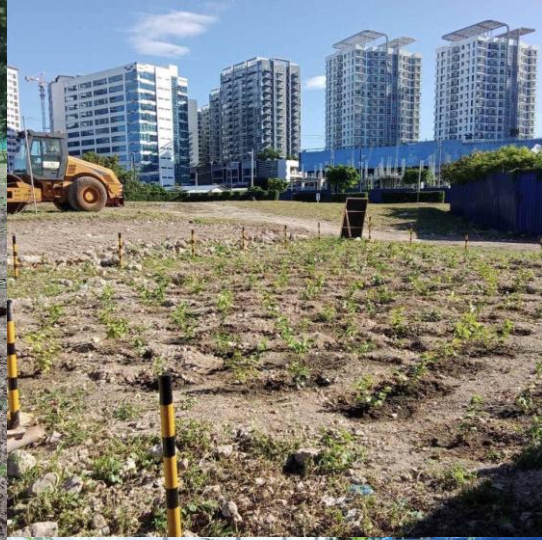
The resumption of MICE activities during the year played pivotal roles in enhancing the hotels' performance.



Best Luxury Destination Hotel
SOUTHERN ASIA

Savoy Hotel Boracay recognized as one of the “**Best Luxury Destination Hotels**” in Southern Asia at the prestigious **2023 World Luxury Hotel Awards**

This achievement is a testament to MHR’s unwavering commitment of delivering exceptional hospitality and creating unforgettable experiences for guests.



MHR initiated the **planting of 2,500 Sampaguita seedlings** across four townships - Cavite Central Nursery, Iloilo Business Park, Boracay Newcoast, and The Mactan Newtown.

A testament of Megaworld's commitment to sustainability and preserving the Filipino heritage.



Great
Place
To
Work®

Certified
SEP 2023-SEP 2024
PH

Great Place To Work®

MEGAWORLD
HOTELS & RESORTS

Megaworld Hotels and Resorts (MHR) gets **Great Place To Work Certification**

93% of MHR's employees say
that I feel good about the ways
we contribute to the
community.

An aerial photograph of a modern city skyline at sunset. The sky is a mix of orange, yellow, and blue. The city features several tall, modern buildings with glass facades. A large, semi-transparent blue diagonal shape covers the left side of the image, containing the text '2024 AND BEYOND'.

2024 AND BEYOND

2024 TARGETS

P55B

CAPEX BUDGET

P40B

PROJECT LAUNCHES

P145B

RESERVATION SALES

OFFICE PIPELINE

148,000

gross leasable area (sqm)

PROJECT NAME	TOWNSHIP	GLA	YR	PRE-LEASING %
Enterprise One	Iloilo Business Park, Iloilo City	39,900	2024	
No. 01 Upper East	The Upper East, Bacolod	8,700	2024	5%
Enterprise Two	Iloilo Business Park, Iloilo City	37,300	2025	
Pasudeco Tower 1	Capital Town, Pampanga	10,700	2025	31%
No. 05 Upper East	The Upper East, Bacolod	8,700	2025	
One Republic Plaza	Davao Park District, Davao City	23,700	2026	
Northwin BPO 1	Northwin Global City, Bulacan	19,000	2026	

MALLS PIPELINE

151,100

gross leasable area (sqm)

PROJECT NAME	TOWNSHIP	GLA (sqm)	YR
Park McKinley West	McKinley West, Taguig City	7,000	2025
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	2024
Grand Westside Hotel - Southwing	Westside City, Paranaque City	685	2024
Grand Westside Hotel - Northwing	Westside City, Paranaque City	845	2025
Belmont Hotel Iloilo	Iloilo Business Park, Iloilo City	405	2026
Kingsford Hotel Bacolod	The Upper East, Bacolod City	208	2028
Savoy Hotel Palawan	Paragua Coastown, 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**
Sustained rental escalations and above-industry occupancy
- **LIFESTYLE MALLS**
Surge in rental income from 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**
Continued growth of real estate revenues, driven by the improvement in construction activities and bookings
- **OFFICES**
Office segment is poised to demonstrate resilience in the face of global headwinds and evolving work preferences
- **LIFESTYLE MALLS**
Mall rental income growth is expected to continue on higher operational occupancy, tenant sales, and foot traffic
- **HOTELS**
Anticipated hotel growth is set to parallel the anticipated increase in international tourist arrivals and activities, safeguarding its expansion



MEGAWORLD

FULL YEAR 2023

ANALYST PRESENTATION
