

ALLIANCE GLOBAL

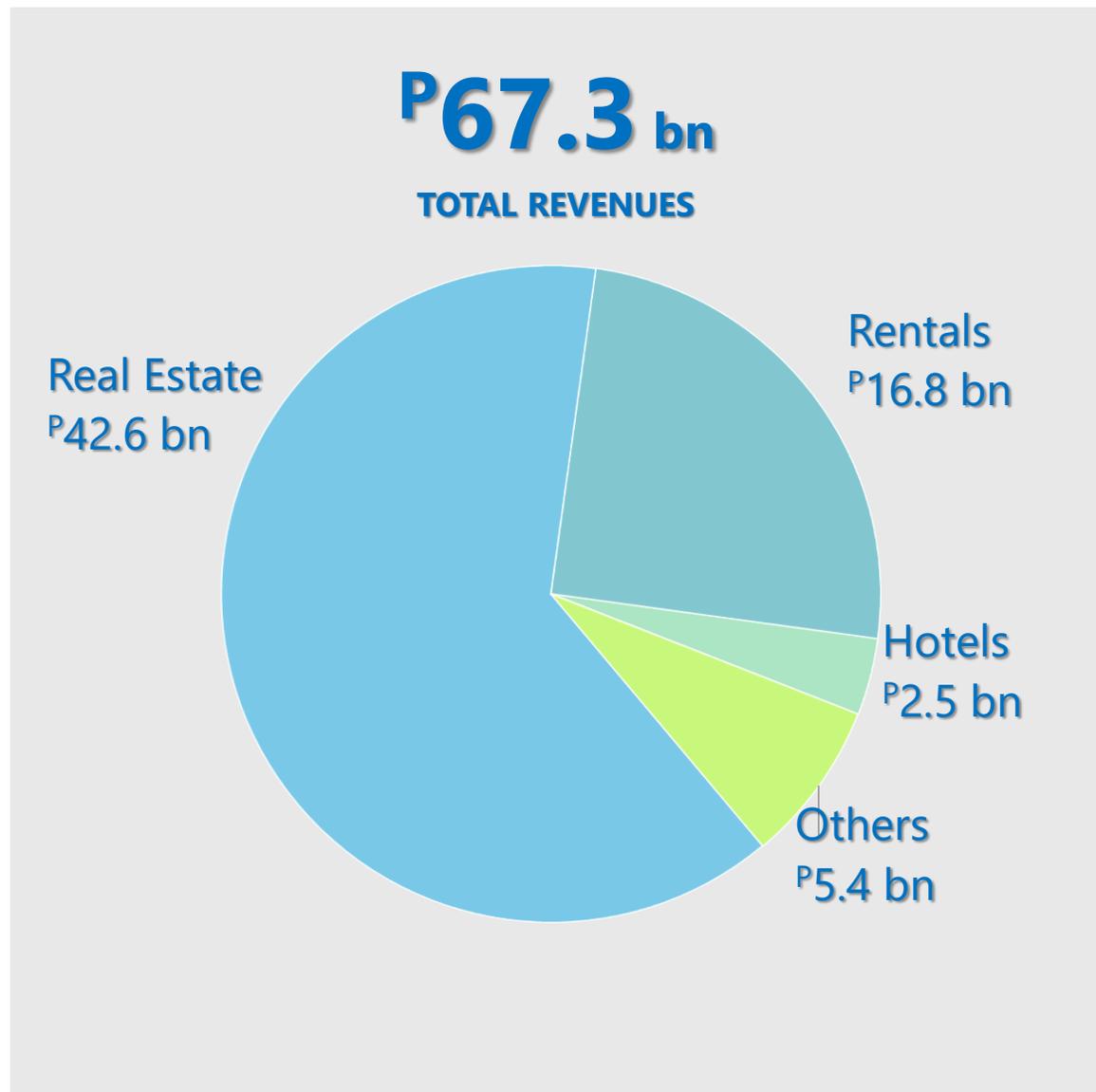
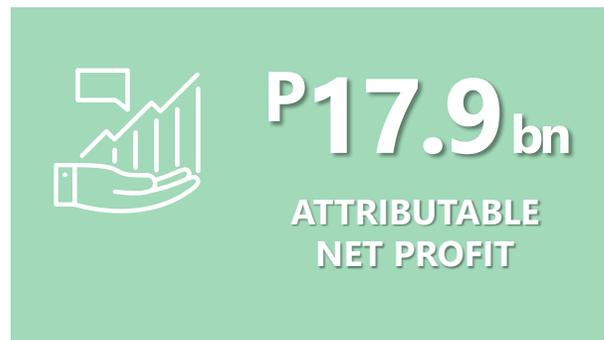


FY 2019

MEGAWORLD ANALYST BRIEFING

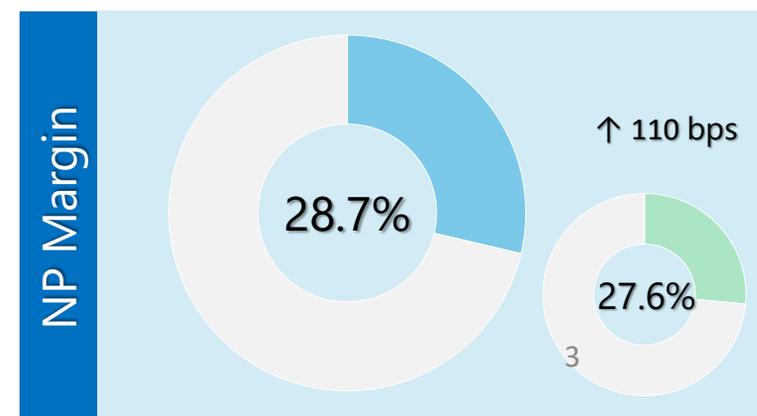
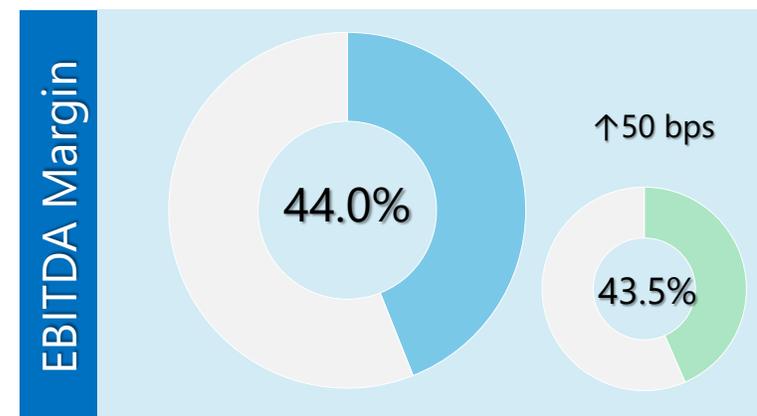
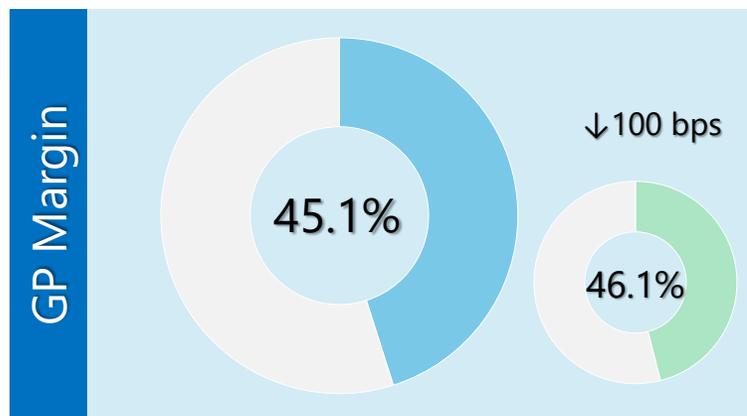


FY2019 FINANCIAL HIGHLIGHTS



FY2019 PERFORMANCE UPDATE

in Pbn	FY19	FY18	%	Remarks
REVENUES	67.3	57.4	17%	Strong core growth
Real Estate Sales	42.6	38.0	12%	Project completion of higher-valued projects
Rentals	16.8	14.3	18%	Steady occupancy rates; Capacity increases
Hotels	2.5	1.5	67%	Increased room capacity
Others	5.4	3.6	48%	
COSTS & EXPENSES	48.0	41.4	15%	Costs growth from higher sales and rental
Cost of Sales	23.4	20.5	14%	Higher project completion
Hotel Costs	1.4	0.8	68%	Pre-operating expenses from new hotels
Operating Expenses	13.9	11.3	24%	Depreciation (↑20%); Commission (↑48%)
Interest & Other Charges	3.3	3.3	-1%	
Income Taxes	6.1	5.5	10%	
PRE-ACQUISITION INCOME	0	0.2	-	
EBITDA	29.6	25.0	19%	Higher contribution from rental segment
NET PROFIT	19.3	15.8	22%	Higher contribution from rental segment
ATTRIBUTABLE NET PROFIT	17.9	15.2	18%	

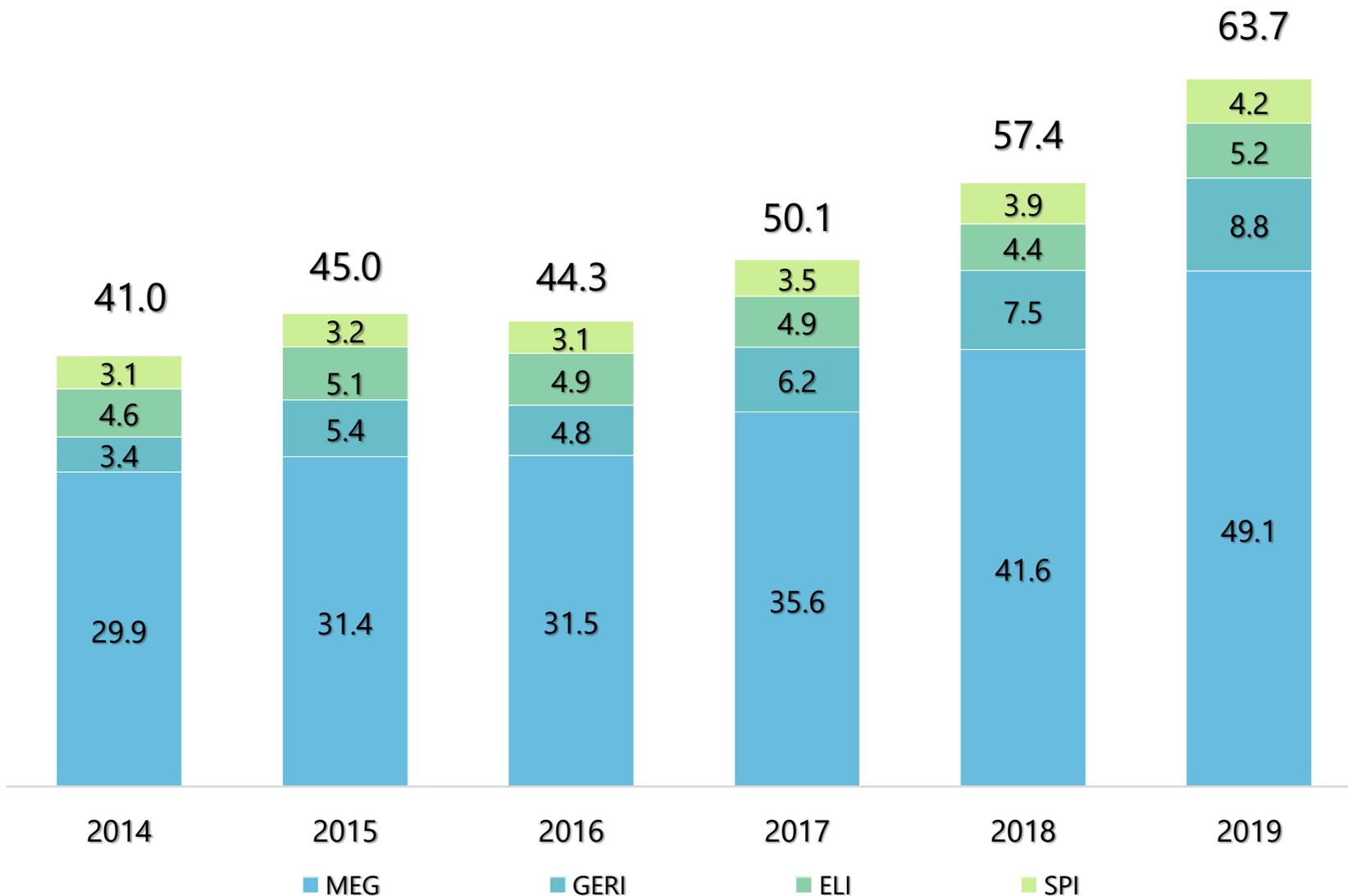


2019

2018

TOTAL REVENUES (Pbn)

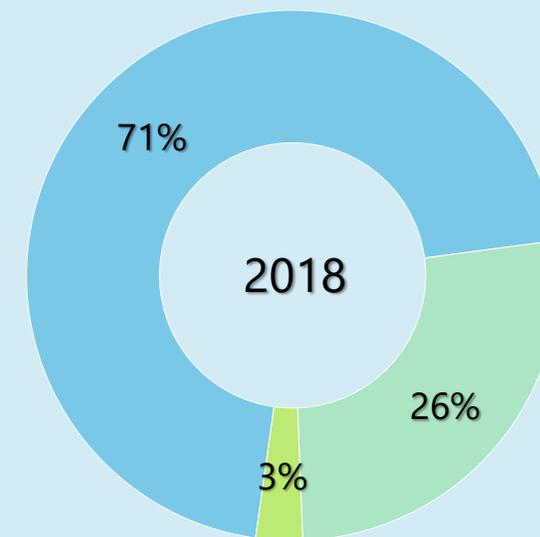
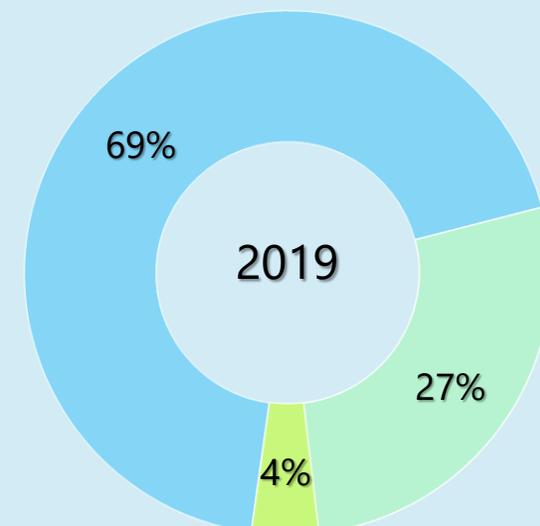
5-Year CAGR: 10%



*2014 figures exclude non-recurring gains of P12.2bn

**Core Revenues only (Residential, Rentals and Hotels); excludes finance and other income

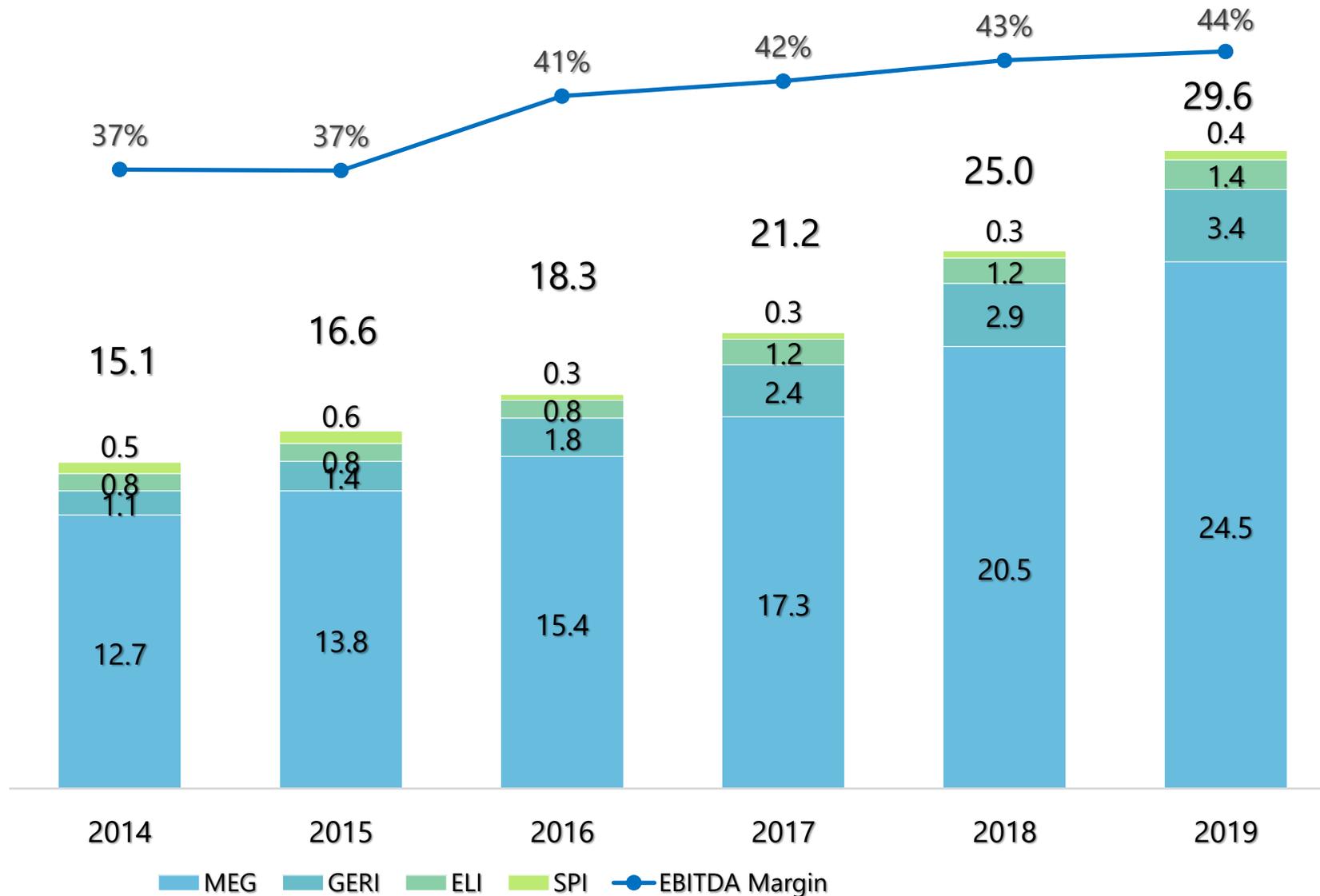
Breakdown **



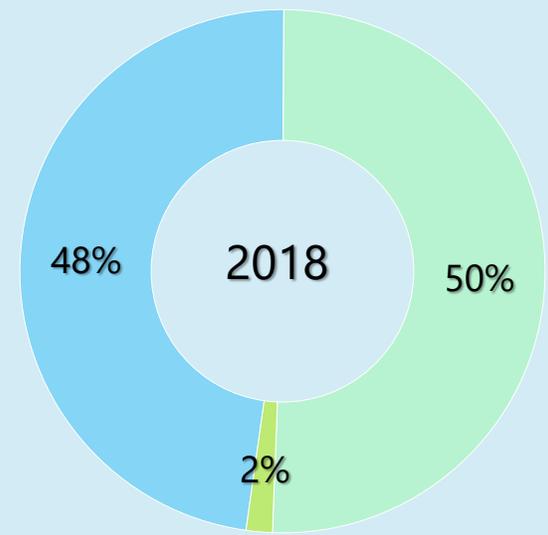
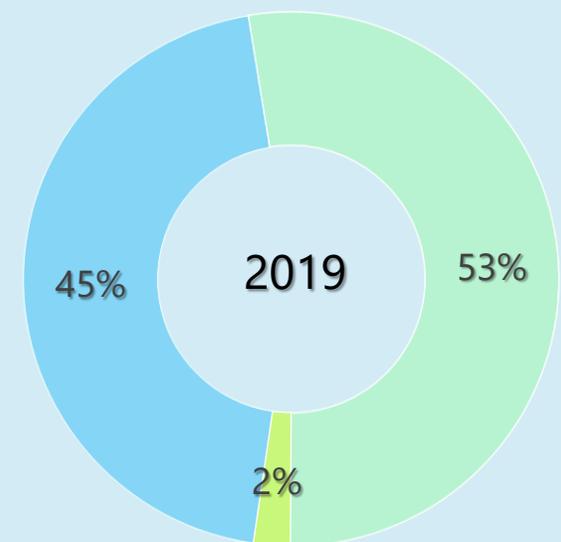
Real Estate Rentals Hotels

EBITDA (Pbn)* & MARGIN

5-Year CAGR: 14%



Breakdown**

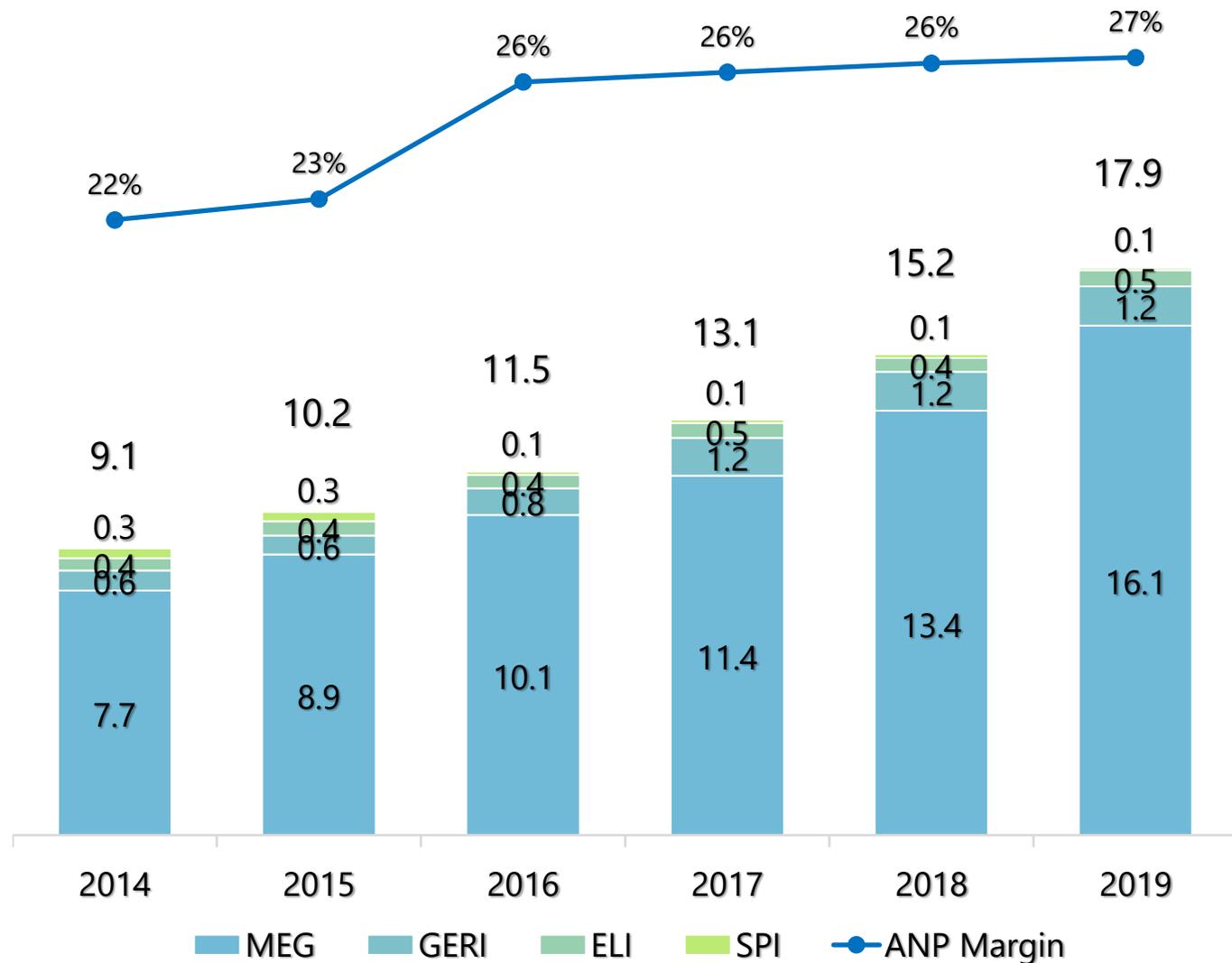


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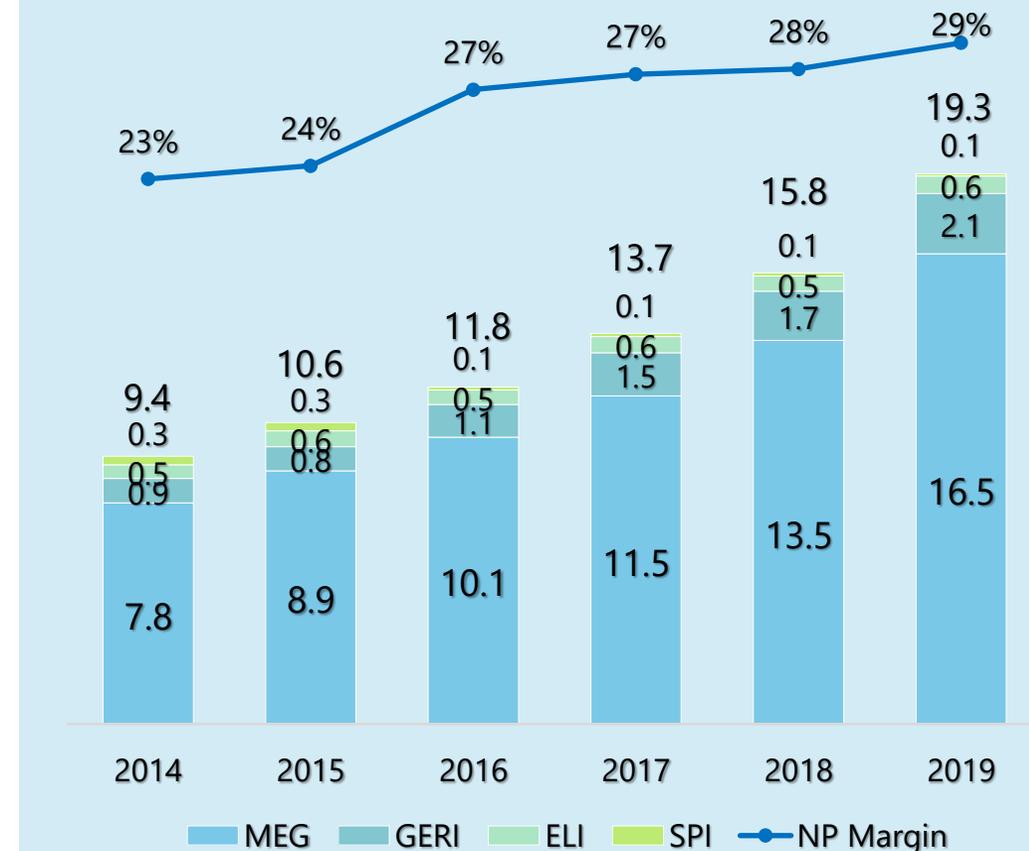
ATTRIBUTABLE NET PROFIT (Pbn) & MARGIN

5-Year CAGR: 15%



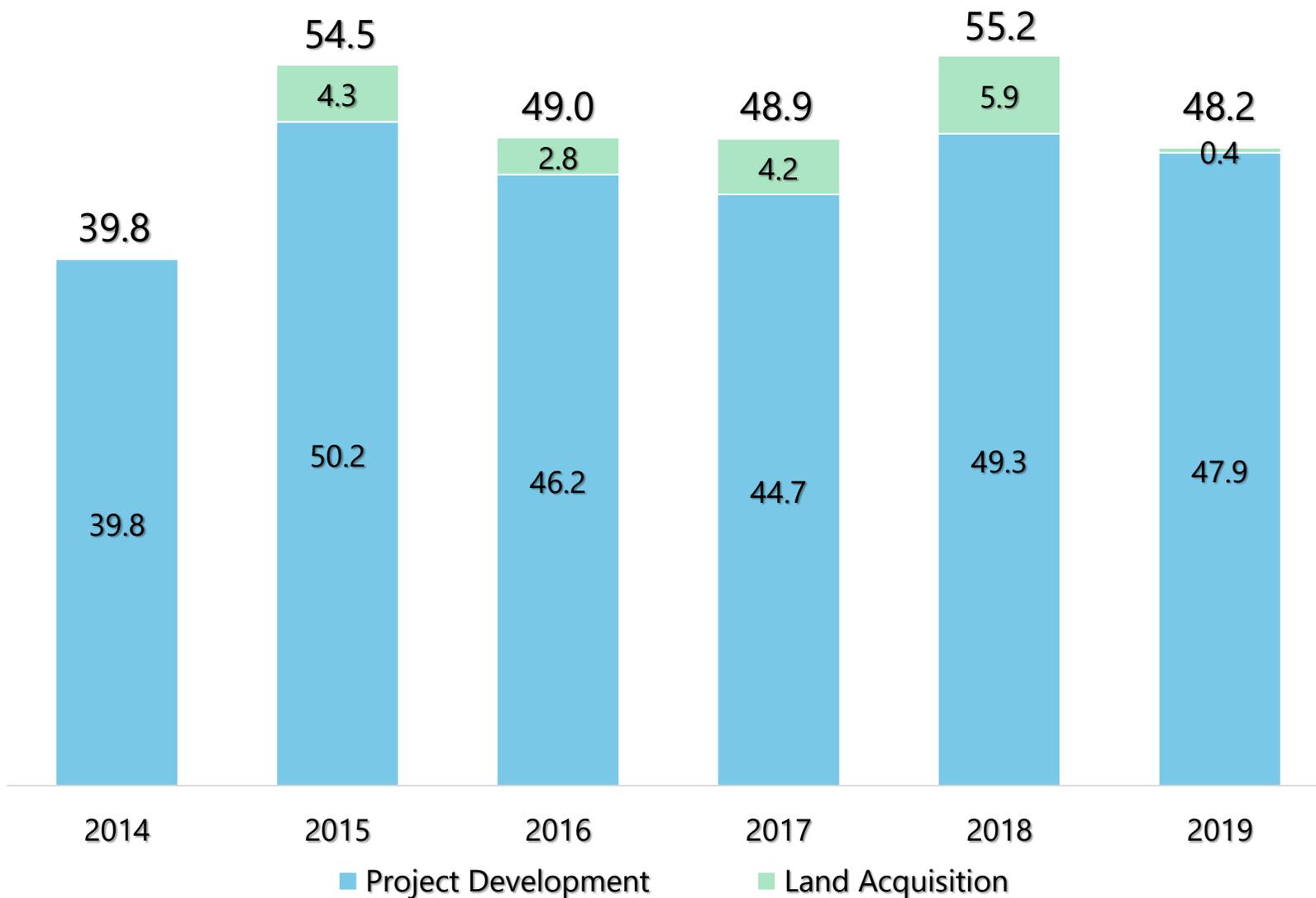
NET PROFIT (Pbn) & MARGIN

5-Year CAGR: 16%

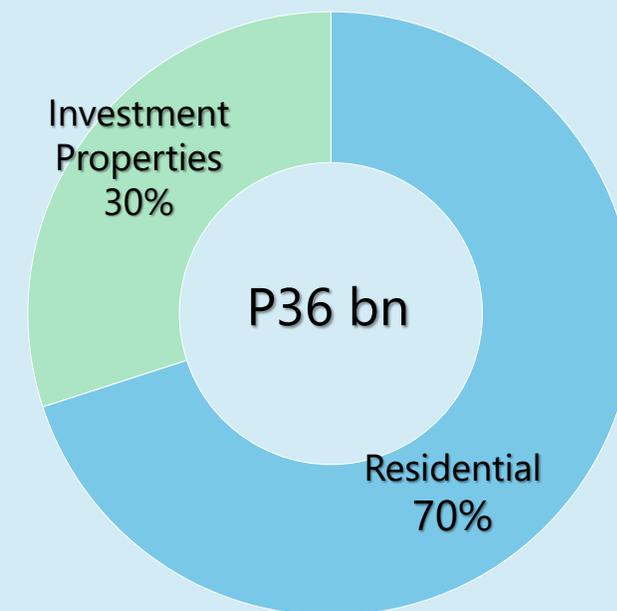


*2014 figures exclude non-recurring gains of P12.2bn

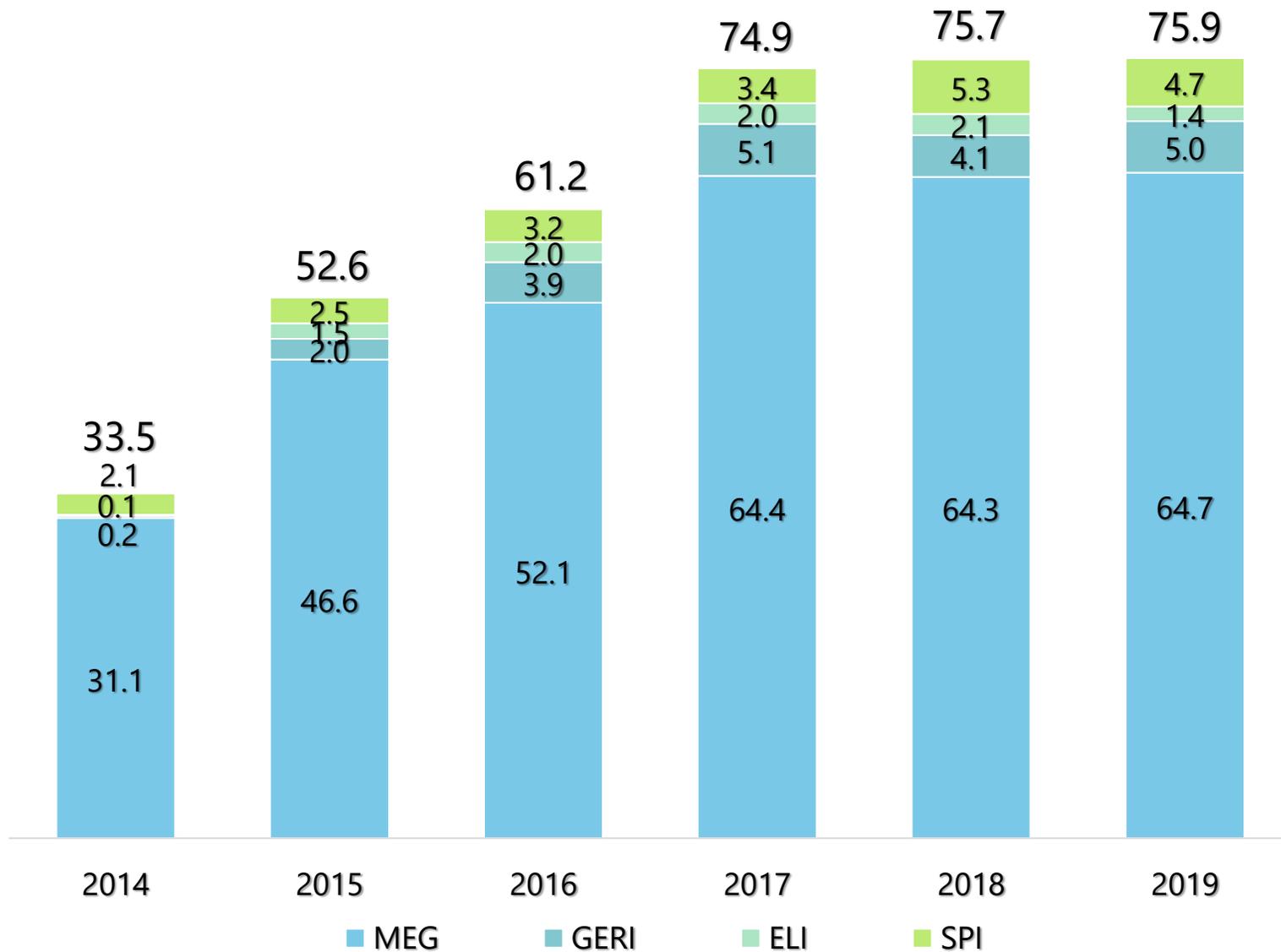
CAPITAL EXPENDITURES (Pbn)



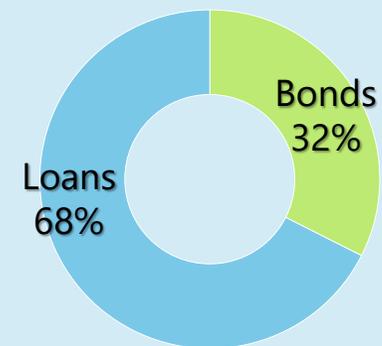
2020 CAPEX



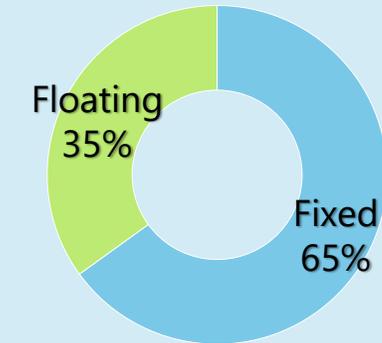
GROSS DEBTS (Pbn)



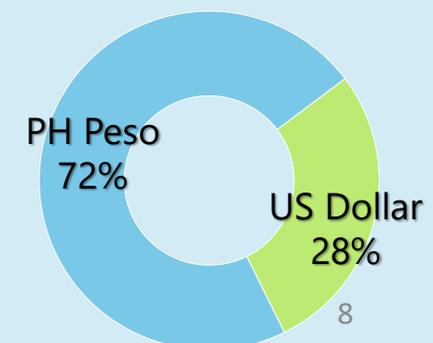
Type of Debt



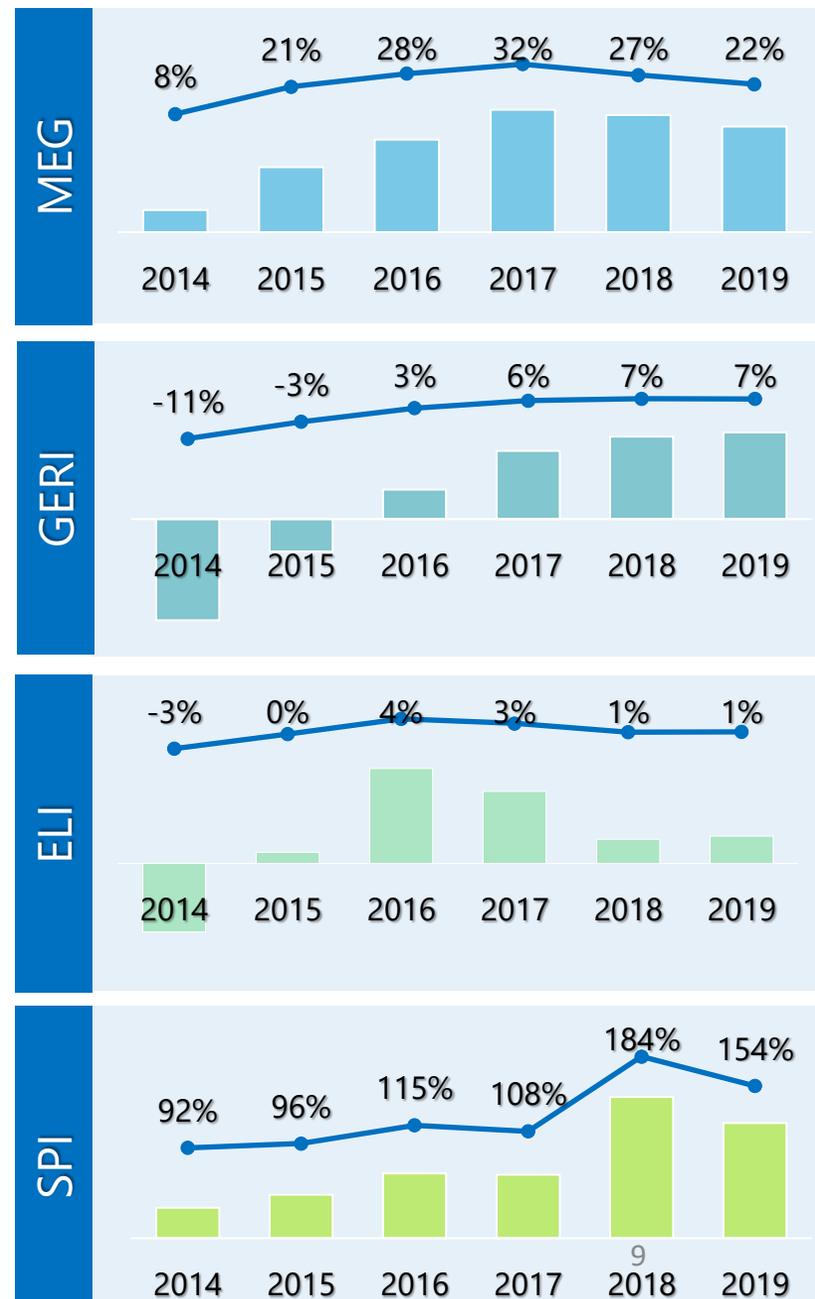
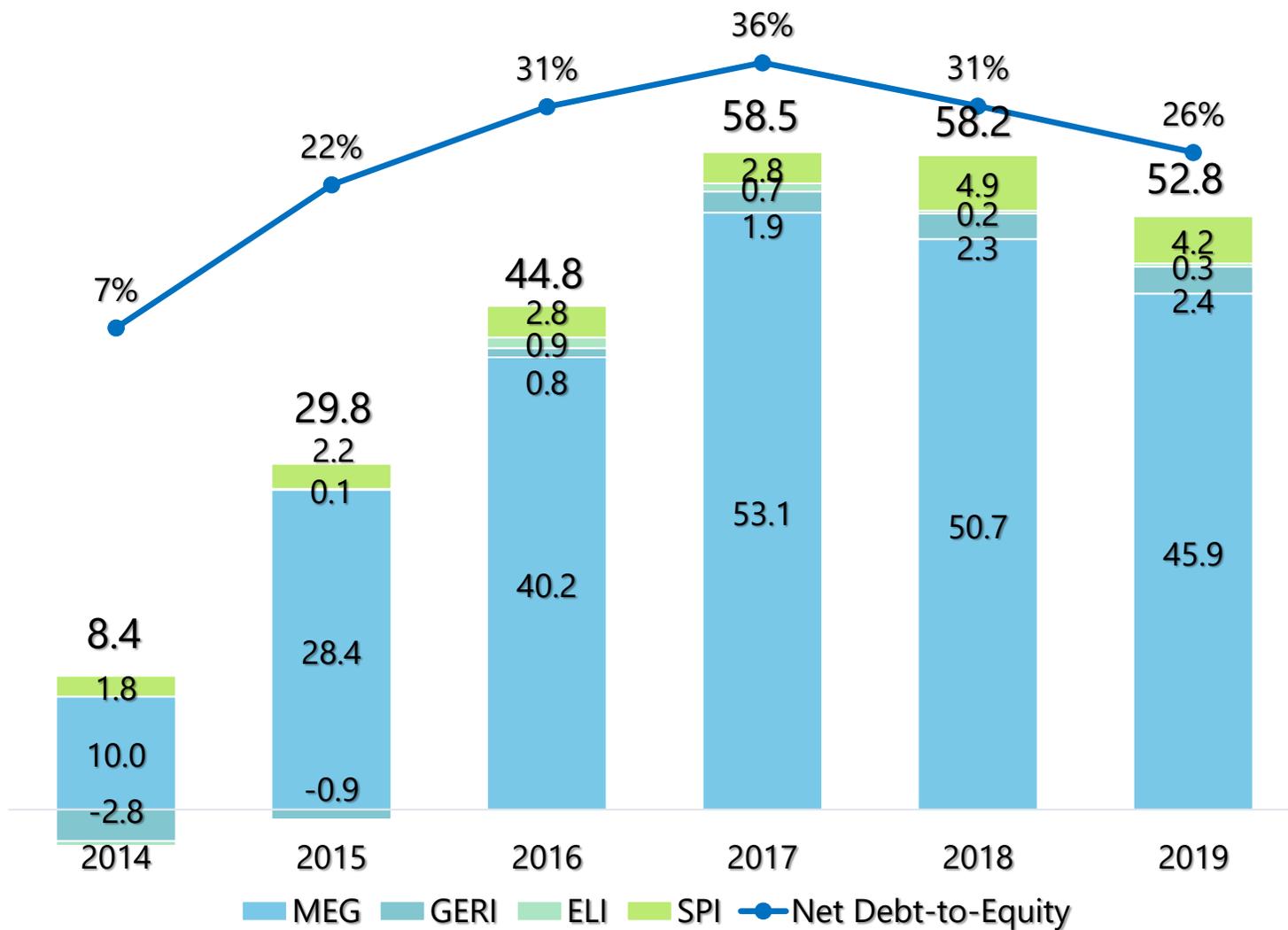
Interest Rate



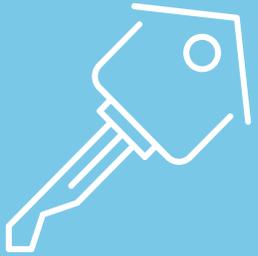
Currency



NET DEBT (Pbn) & NET DEBT/EQUITY



CORE BUSINESSES



REAL ESTATE



MEGAWORLD



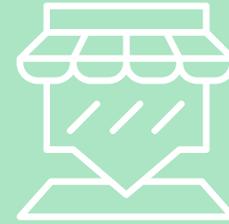
GLOBAL-ESTATE RESORTS, INC.



Empire East



OFFICES



MALLS



HOTELS



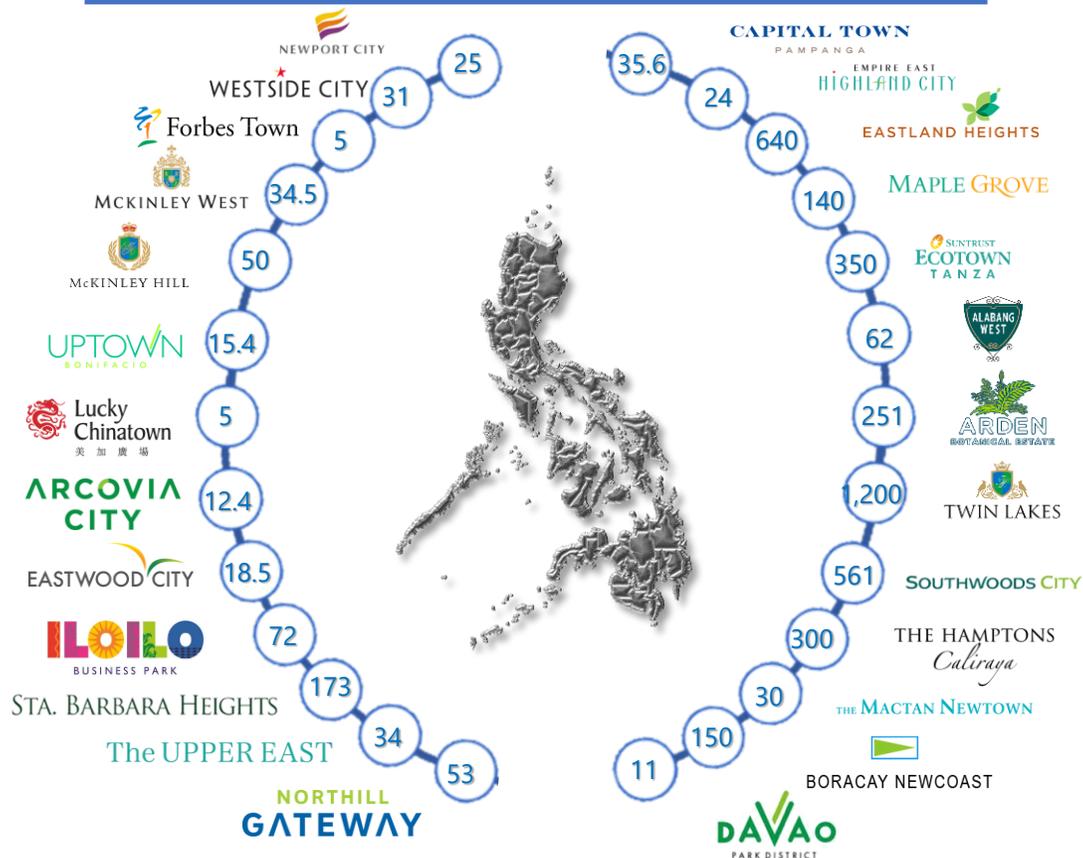
FY 2019 OPERATIONAL HIGHLIGHTS

P149 bn
RESERVATION SALES

4,300 has
LANDBANK

P85 bn
PROJECT LAUNCHES

26 TOWNSHIPS (4,284 Hectares)



1.3 m
OFFICE GLA (SQM)

453 k
RETAIL GLA (SQM)

3,637
HOTEL ROOM KEYS



MEGAWORLD
REAL ESTATE

P42.6 bn

REAL ESTATE SALES

P149 bn

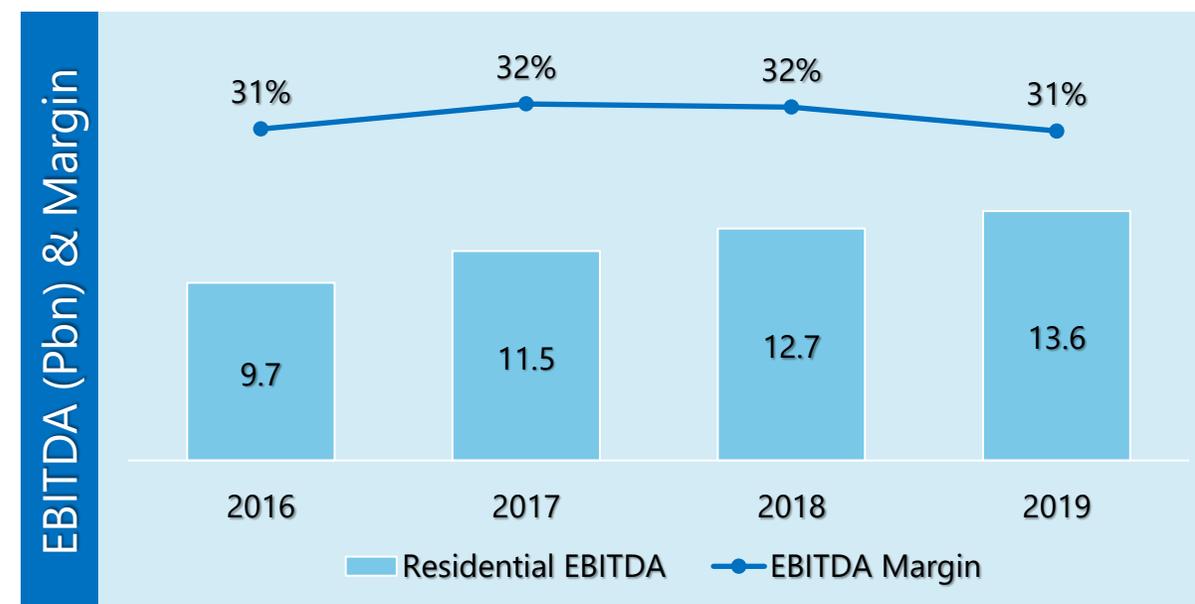
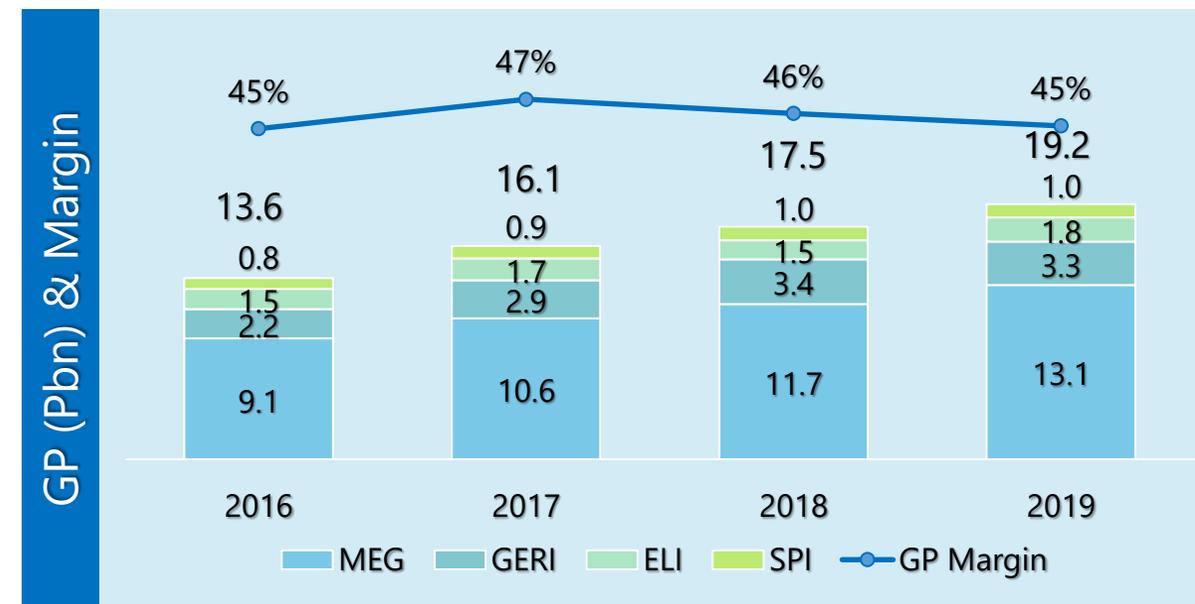
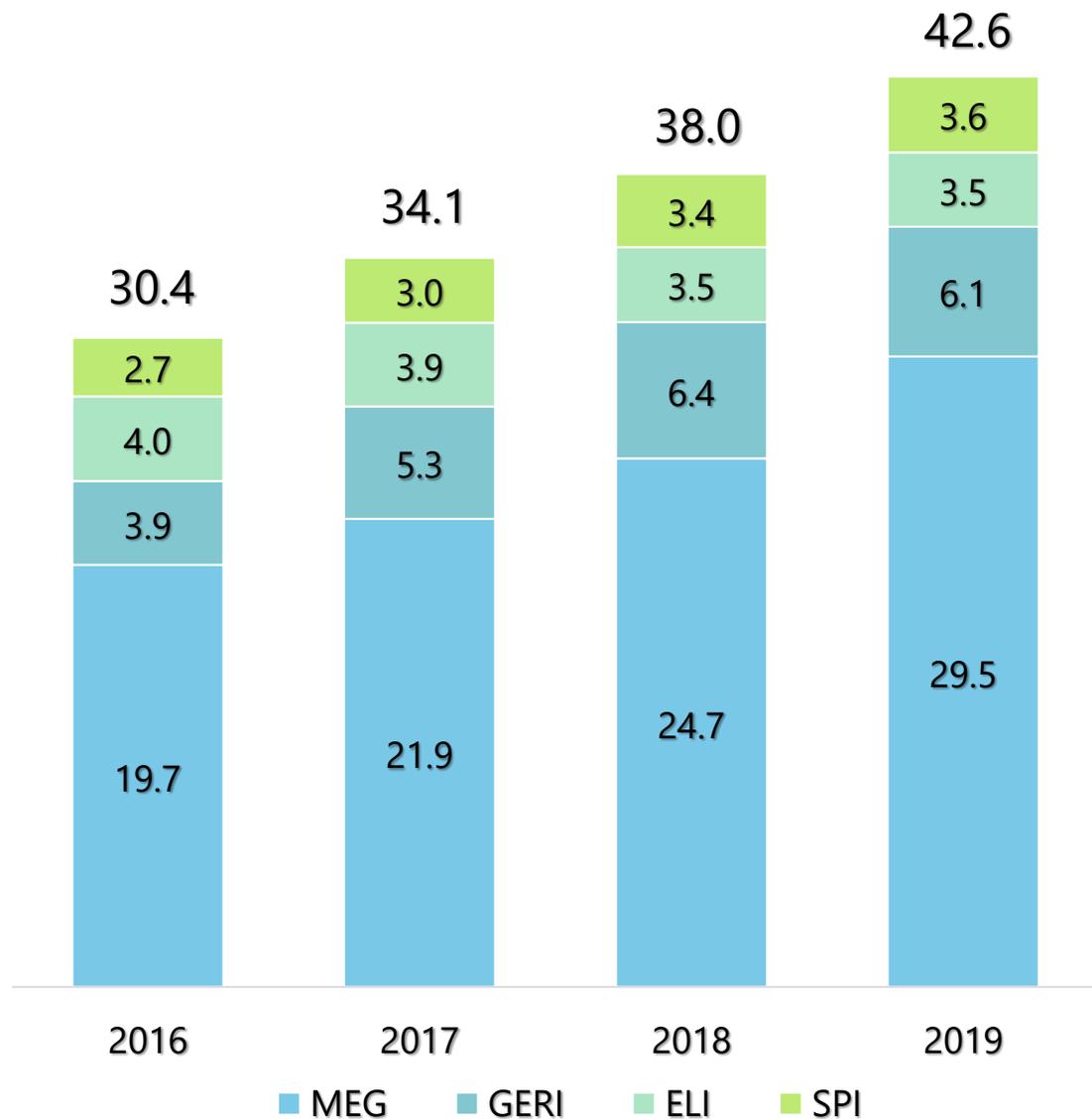
RESERVATION SALES

P85 bn

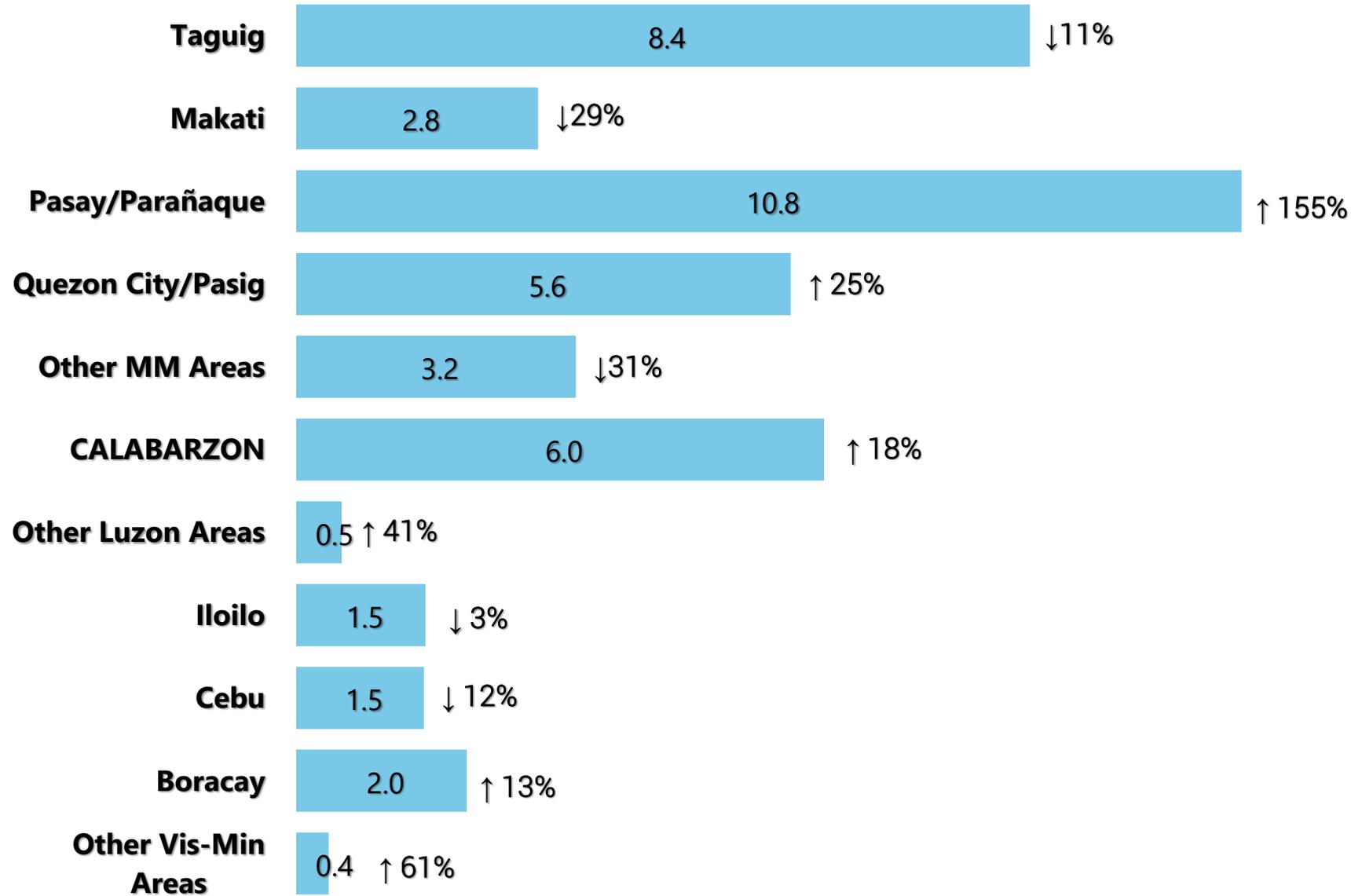
PROJECT LAUNCHES

REAL ESTATE SALES (Pbn) & MARGINS

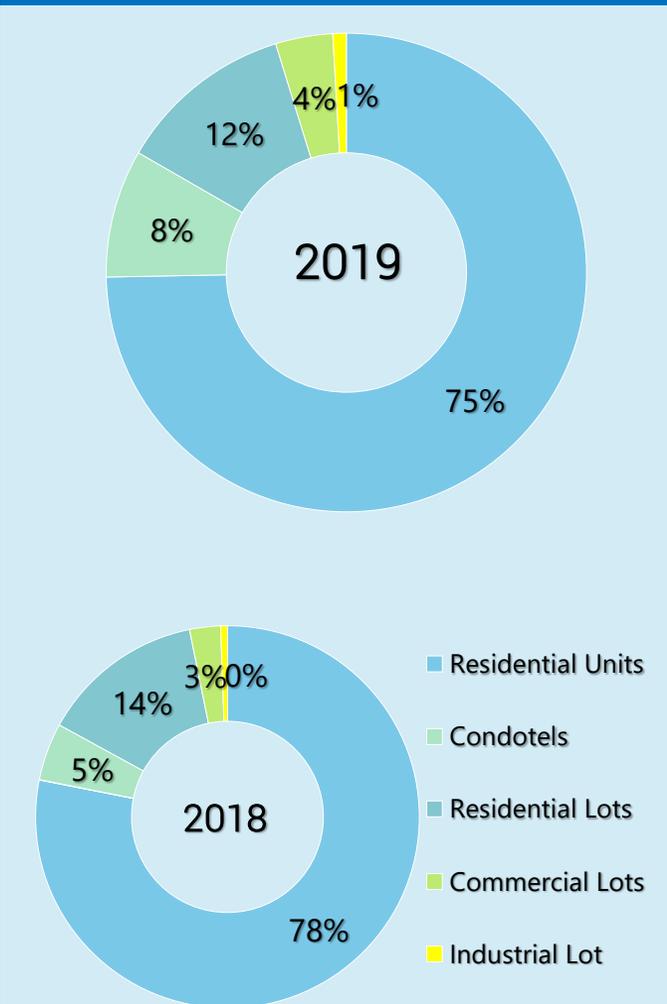
3-Year CAGR: 12%



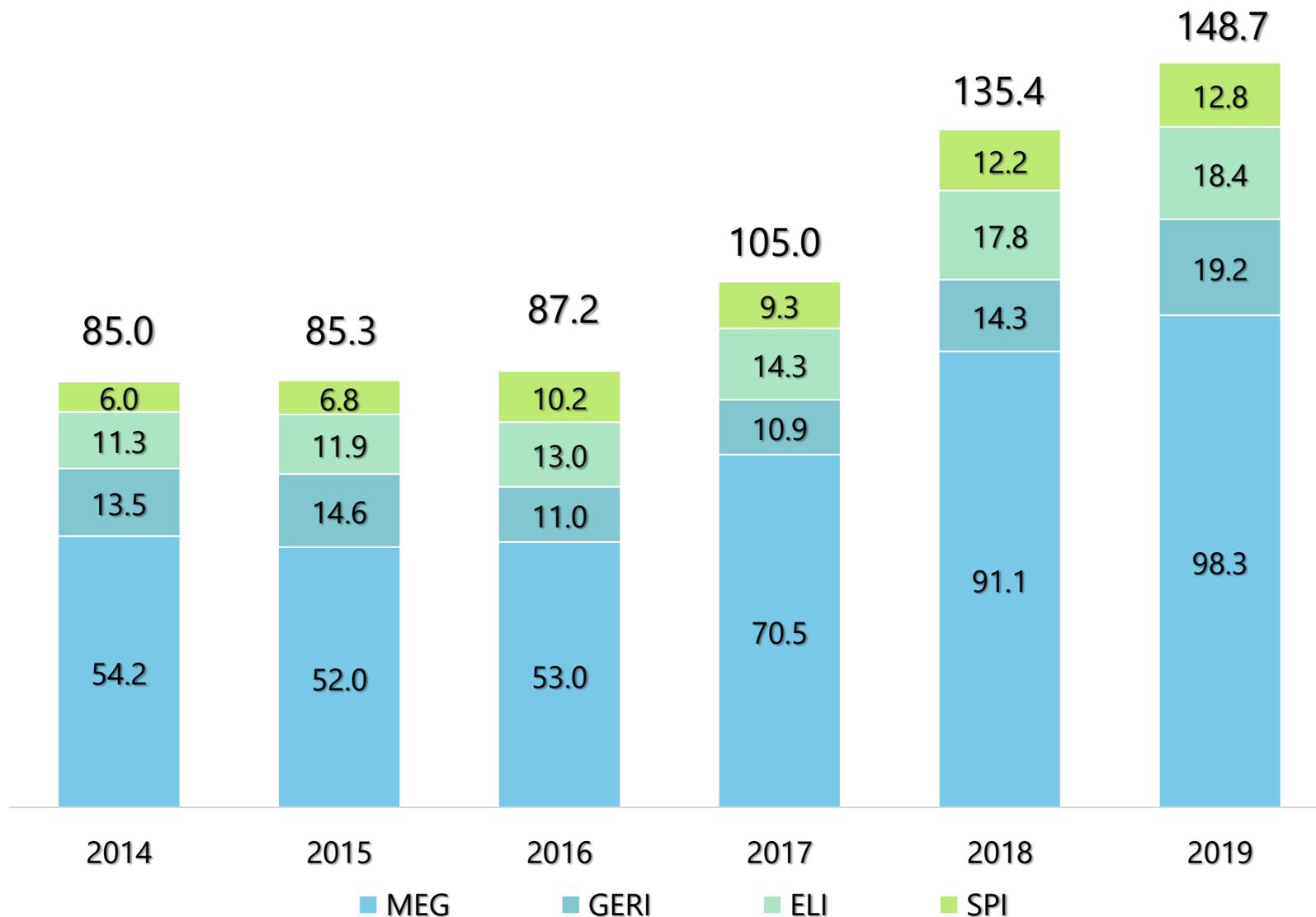
REAL ESTATE SALES MIX



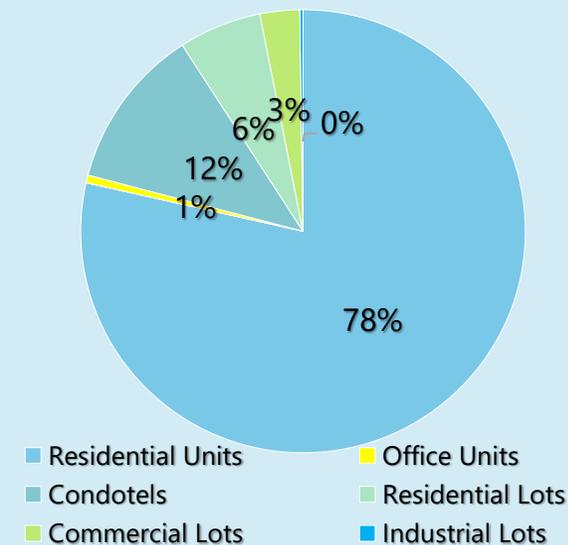
By Classification



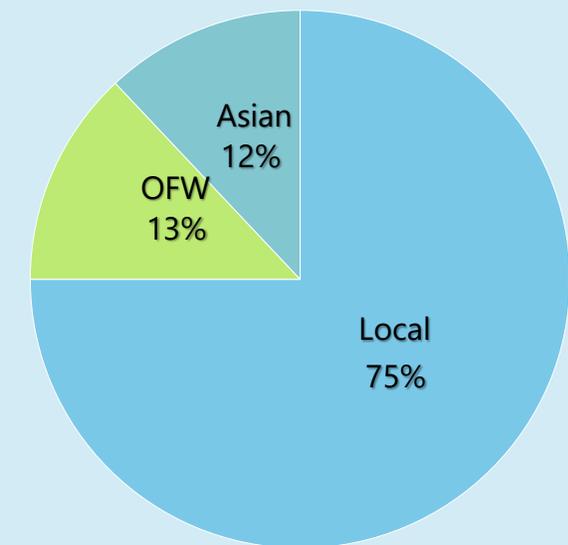
RESERVATION SALES (Pbn)



By Classification



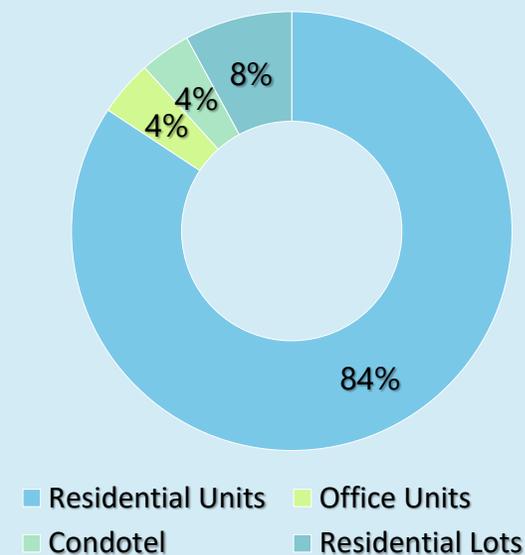
Buyer's Profile



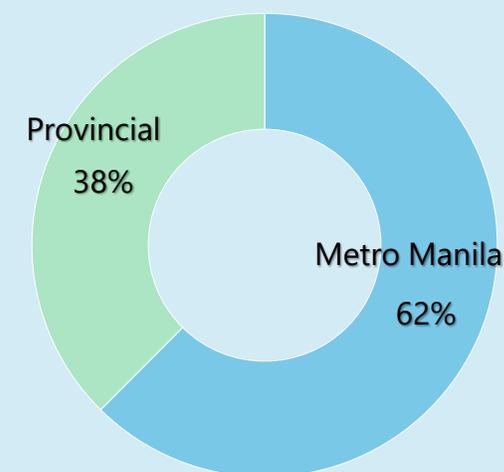
PROJECT LAUNCHES (Pbn)

PROJECT NAME	LOCATION	VALUE
MEGAWORLD		63.8
South Beach Place (1 tower)	Westside City	7.9
Sunny Coast Residential Resort 2 & 3	Westside City	12.4
Two Regis	Upper East	1.6
One Corporate Place	Maple Grove	1.5
The Albany Yorkshire	Mckinley West	3.0
Saint Mark Residences	Mckinley Hill	3.8
Bryant Parklane - West Wing	Capital Town	0.9
International Corporate Plaza	Iloilo Business Park	2.0
Park McKinley West - Phase 2 - Tower C	McKinley West	7.9
Arcovia Palazzo - Towers 1 & 2	Arcovia City	7.4
Kingsquare Residence	San Lazaro, Manila	5.2
Arden Botanical Village	Arden Botanical Estate	2.7
The Pearl Global Residences	Mactan Newtown	2.3
Manhattan Plaza Tower 3	Manhattan Garden City	5.2
GLOBAL-ESTATE		11.0
Countrywoods Cluster 2	Twin Lakes	2.0
Tulip Gardens Towers 2-3	Southwoods City	3.6
The Lindgren	Arden Botanical Estate	1.4
Ocean Garden Villas Cluster B	Boracay Newcoast	0.8
Chancellor Hotel Boracay Cluster 2&3	Boracay Newcoast	3.2
EMPIRE-EAST		3.1
Highland City – Arcadia T1	Highland City	3.1
SUNTRUST PROPERTIES		6.8
Sofia Terraces	Baguio City	1.2
East Park Residences	Davao City	3.0
The Arcadia	Porac, Pampanga	2.6
TOTAL		84.7

By Classification



By Location



KEY LAUNCHES

Kingsquare Residences

San Lazaro, Manila
P 5.2 billion | **43% sold**



The Arcadia
Porac, Pampanga
P 2.6 billion | **12% sold**



Chancellor Hotel
Boracay Newcoast
P 3.2 billion | **81% sold**



Arden Botanical Village
Arden Botanical Estate
P 2.7 billion | **100% sold**



The Pearl Global Residences
The Mactan Newtown
P 2.3 billion | **37% sold**



Highland City – T1
Highland City
P 3.1 billion | **98% sold**





MEGAWORLD RENTALS

P16.8 bn

RENTAL REVENUES

P10.5 bn

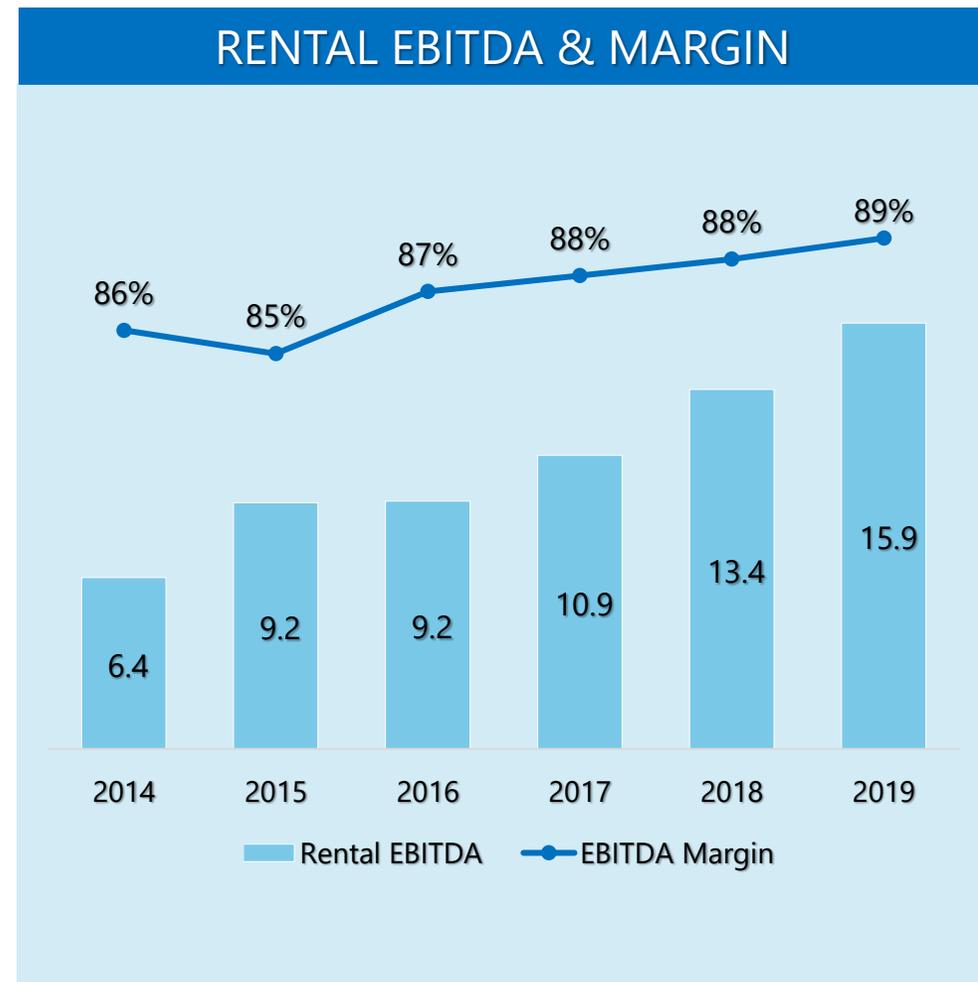
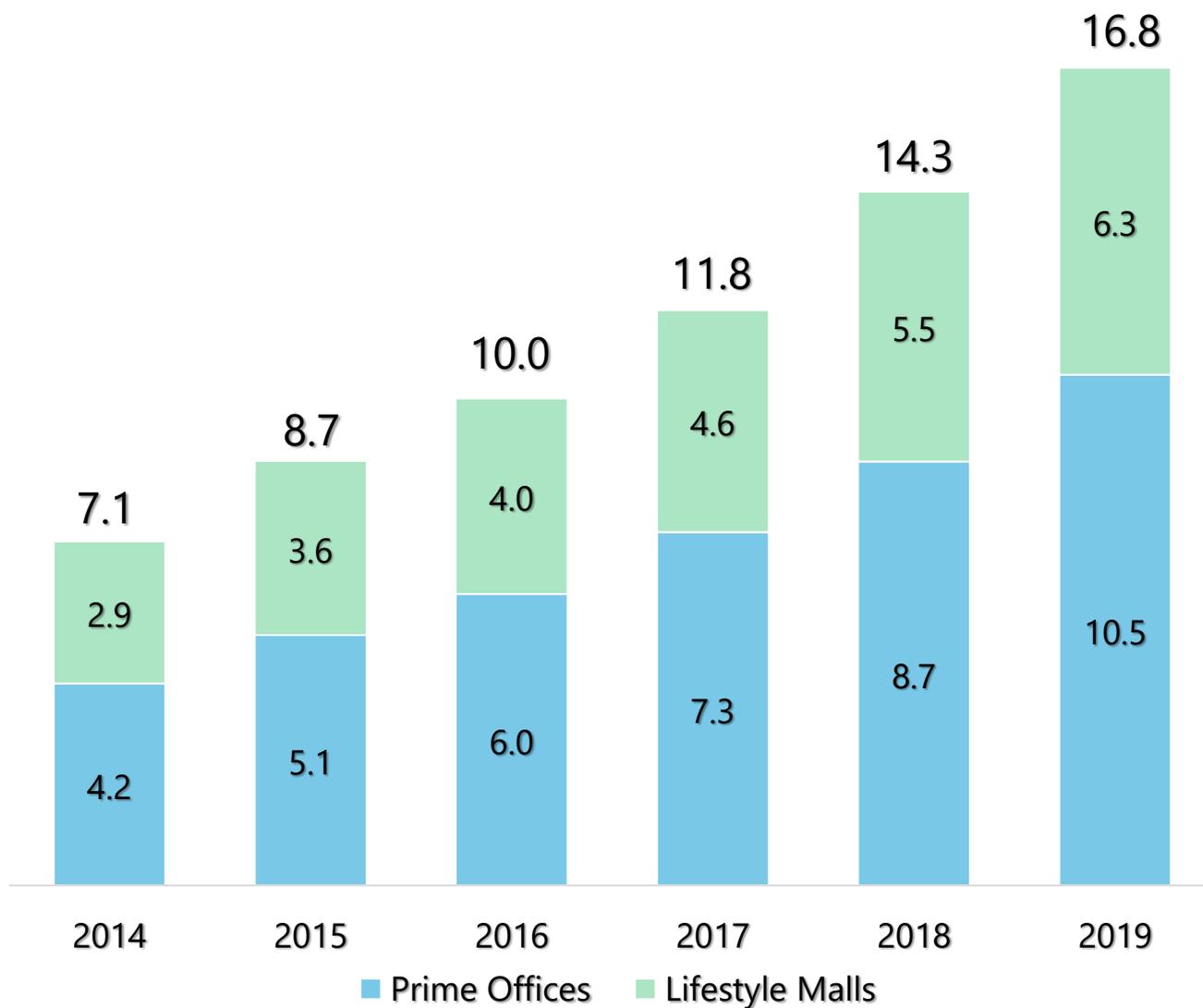
MEGAWORLD PREMIER
OFFICES

P6.3 bn

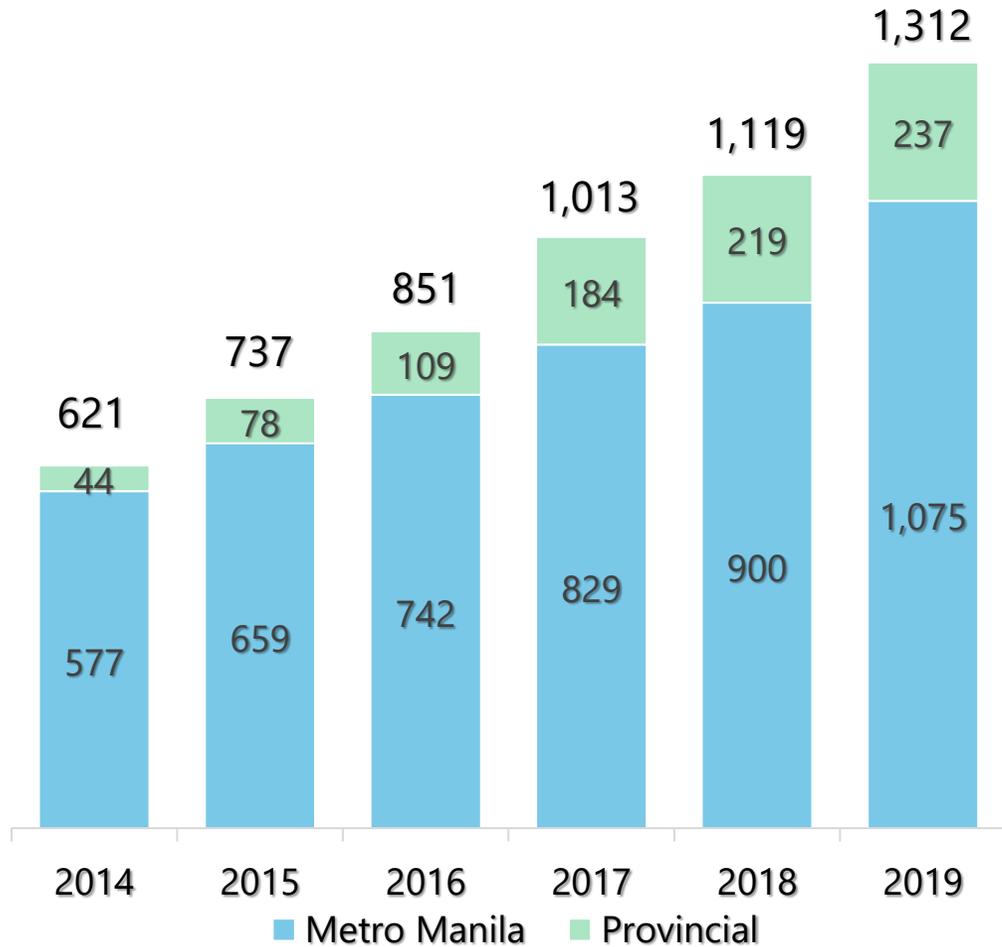
MEGAWORLD
LIFESTYLE MALLS

RENTAL INCOME (Pbn)

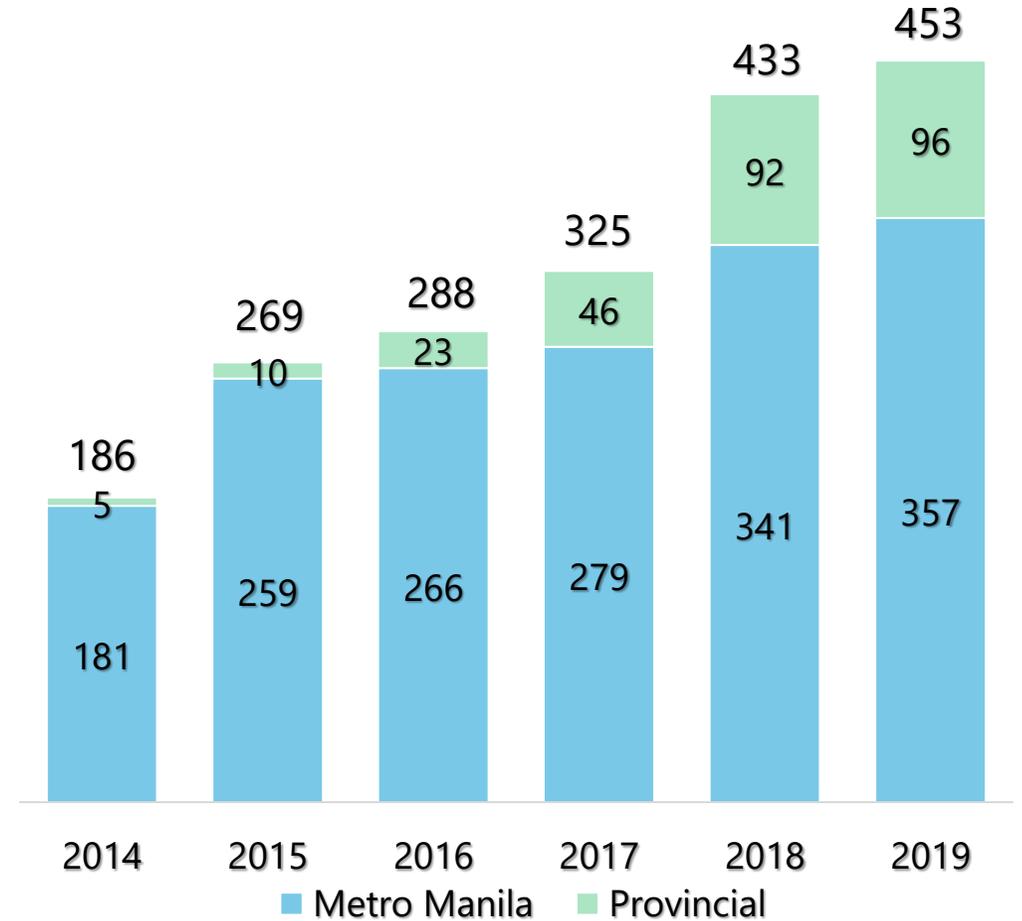
5-Year CAGR: 20%



MEGAWORLD PREMIER OFFICES



MEGAWORLD LIFESTYLE MALLS





MEGAWORLD HOTELS

P2.5 bn

HOTEL REVENUES

P0.6 bn

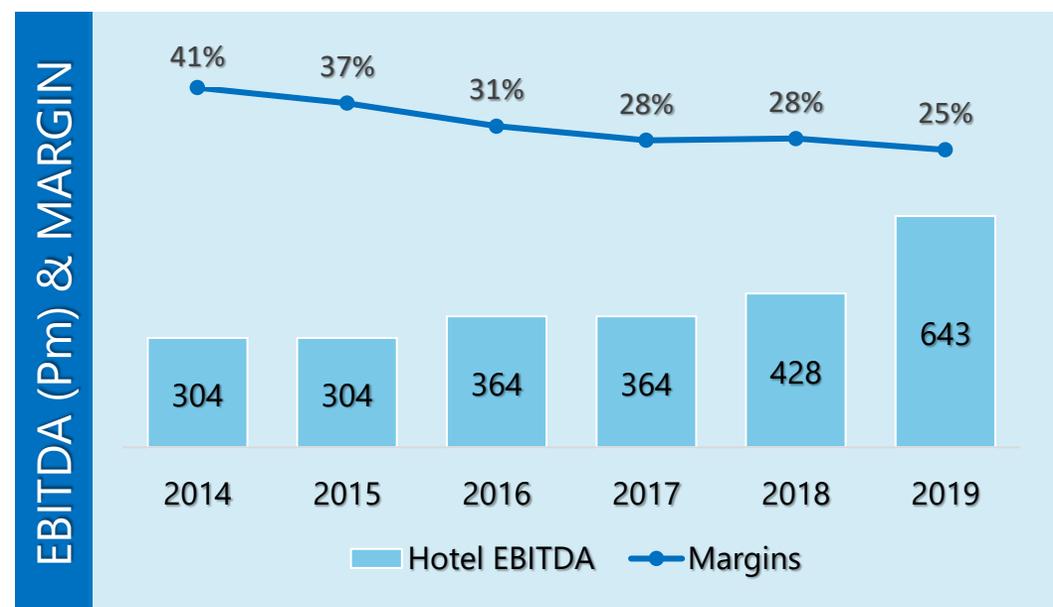
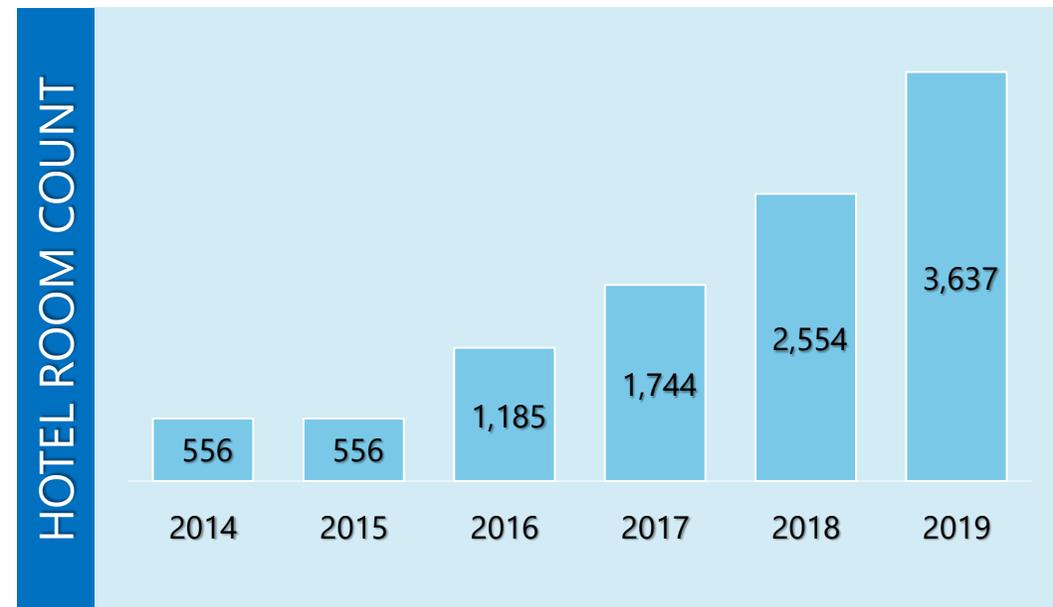
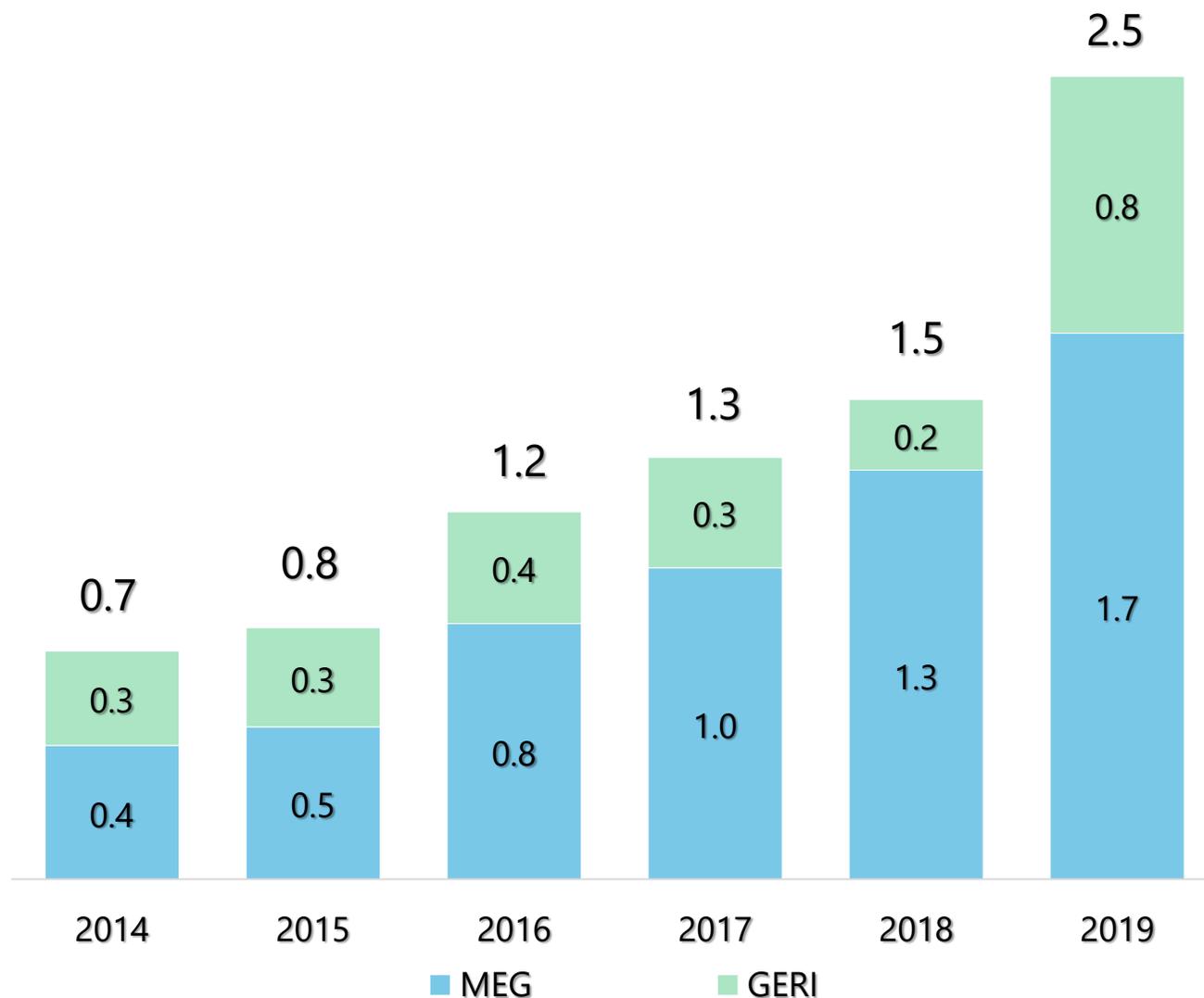
HOTEL EBITDA

3,637

HOTEL ROOM COUNT

HOTEL REVENUES (Pbn)

5-Year CAGR: 29%



2020 TARGETS



P50 bn
RESERVATION SALES



P4 bn
PROJECT LAUNCHES



P36 bn
CAPEX BUDGET



+110k
OFFICE GLA (SQM)



+26k
RETAIL GLA (SQM)

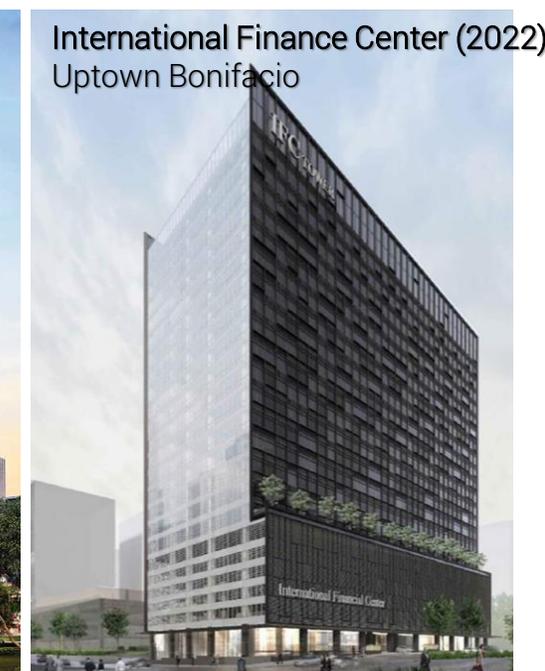


+526
HOTEL ROOM KEYS



MEGAWORLD PREMIER OFFICES

PROJECT	TOWNSHIP	GLA
2020		
Two Fintech Place	Iloilo Business Park	17,600
Worldwide Plaza	Uptown Bonifacio	69,200
One Fintech Tower	Westside City	17,500
Mactan World Museum	The Mactan Newtown	5,400
Total GLA		109,700 sqm
2021		
Enterprise 1 (IBP BPO 11)	Iloilo Business Park	36,700
Suntrust Finance Center	Westside City	20,800
1 Upper East Avenue	Upper East	8,600
Total GLA		66,100 sqm
2022		
International Finance Center	Uptown Bonifacio	69,000
Two McWest	McKinley West	54,400
Two Fintech Tower	Westside City	17,600
IBP BPO 10	Iloilo Business Park	39,000
Pasudeco Tower 1	Capital Town	9,000
TMN BPO 6	The Mactan Newtown	10,600
Lapu Lapu Civic Square	The Mactan Newtown	11,000
The Upper East BPO 2	Upper East	8,600
Total GLA		219, 200 sqm



MEGAWORLD LIFESTYLE MALLS

PROJECT	TOWNSHIP
2020	
Lafayette	Iloilo Business Park
808 Building	Iloilo Business Park
World Commerce Plaza	Uptown Bonifacio
The View Deck	Arcovia City
One Legrand Tower	Mckinley West
Clock Tower	Davao Park District
Collonade	Davao Park District
Art Deco	Davao Park District
Uptown Palazzo	Uptown Bonifacio
Total GLA	25,500 sqm
2021	
Clark Cityfront	Clark, Pampanga
8 Sunset Blvd and One Fintech	Westside City
Clark Parking Square	Clark, Pampanga
Highland Skymall	Highland City
San Antonio Residences	Makati
Boracay Chancellor	Boracay Newcoast
The Pad	Shaw
Palladium	Iloilo Business Park
810 Building	Iloilo Business Park
Total GLA	81,000 sqm



MEGAWORLD HOTELS

HOTEL NAME	TOWNSHIP	ROOM KEYS
2020		
Kingsford Hotel	Westside City	526
2021		
Chancellor Hotel Boracay	Boracay Newcoast	554
2022		
Grand Westside Hotel	Westside City	1,530
Belmont Hotel Mactan	The Mactan Newtown	550
Total		2,080



Belmont Hotel Mactan



Kingsford Hotel



Grand Westside Hotel

IMPACT OF COVID-19 PANDEMIC ON THE BUSINESS



REAL ESTATE

- Work stoppage on construction sites and slowdown on the supply chain may potentially lead to delays on the targeted completion and turnover of projects.
- Demand is negatively affected due to reduced liquidity of potential customers and slowdown of construction progress.



OFFICES

- POGO operations were temporarily closed.
- BPO offices remain operational, while social distancing measures are implemented



MALLS

- Community quarantine also requires temporary adjustment of mall operating hours which could reduce foot traffic.
- All Megaworld Lifestyle Malls in Metro Manila have temporarily closed except for those tenants that continue to provide the basic needs of our office tenants, residents and the neighboring communities in our townships.



HOTELS

- Occupancy dropped significantly due to travel restrictions and cancellation of bookings and MICE activities.
- Most hotels have limited operations, with in-city hotels utilized as lodgings for the BPOs and repatriated OFWs.

ADDRESSING THE IMPACT OF COVID-19 PANDEMIC



DISTRIBUTION OF FOOD PACKS

to frontliners and affected construction workers

DEPLOYMENT OF CITYLINK BUSES

to transport healthcare professionals for free

WAIVING OF RENTAL FEES

to affected mall tenants



QUARANTRAINING - A DAILY DOSE OF LEARNING

WE ARE EXCITED TO INVITE YOU TO OUR FIRST ONLINE LEARNING SESSION:

POSITIVITY IN THE WORKPLACE

Megaworld launched #QuaranTraining Programs for its employees to provide employees with relevant trainings on how to better cope with the situation, enhance work-related skills, and appreciate and understand the new normal while under ECQ.

Global One | MEGAWORLD | LUXURY CENTRAL MALLS



Thankyou FOR Being Our Hero

CRIBS FOUNDATION, INC.

MEGA MALASAKIT

STRICT IMPLEMENTATION OF THE QUARANTINE BY SECURITY, ESTATE AND PROPERTY MANAGEMENT TEAMS

Megaworld continues to disinfect its townships to protect its residents, BPO workers and mall tenants

KEY TAKAWAYS



The township model is the way of the future as convenience becomes a way of life. Best model in securing a community.

With cash preservation as a main objective, MEG has decided to reduce its overall capex to P36bn as it plans to finish only its ongoing projects.



MEG expects the BPO sector to continue to drive growth in office space. As the country's largest office landlord, MEG has the scale to take advantage of the expected surge in BPO office demand.

MEG has 4,300 hectares of developable land in prime locations. This is MEG's most valuable asset which will be difficult for most developers to replicate.



MEG's initiatives on digital transformation should strengthen its business moving forward.

MEG has the lowest financial gearing among the major listed property companies. This can give it more flexibility in terms of leveraging once business activity picks up.



ALLIANCE GLOBAL



FY 2019

MEGAWORLD ANALYST BRIEFING

