



MEGAWORLD

BUILDING A SUSTAINABLE



FIRST HALF 2021 RESULTS

ANALYST PRESENTATION

(06 August 2021)

PERFORMANCE UPDATE

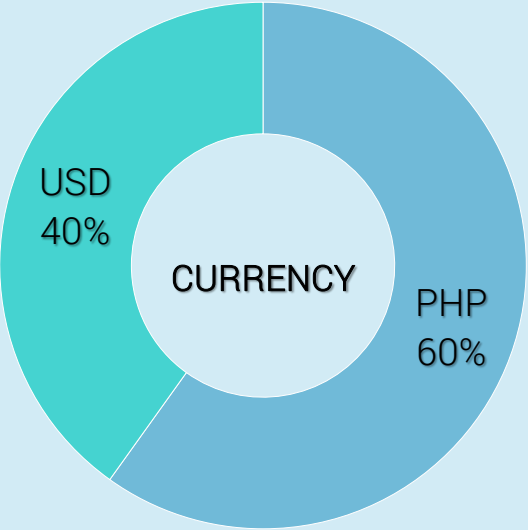
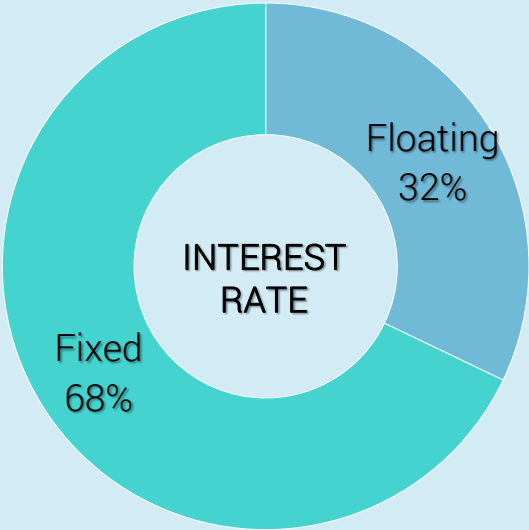
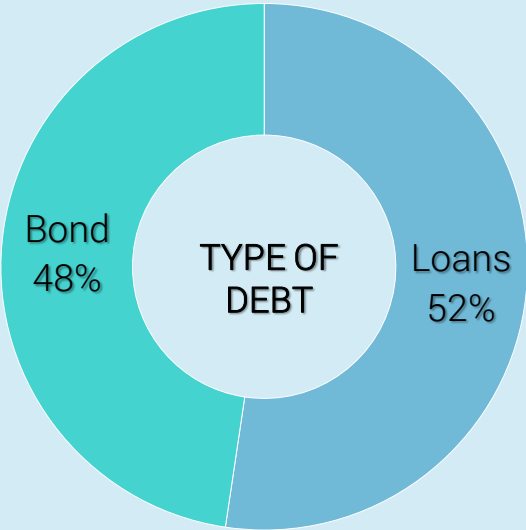


In Pbn	1Q21	2Q21	QoQ%	2Q20	YoY%	1H21	1H20	YoY%	QoQ Remarks
REVENUES	10.1	12.1	19%	8.7	39%	22.2	23.8	-7%	Improved performance of core revenues
COSTS & EXPENSES	7.6	9.2	21%	6.6	39%	16.8	17.9	-6%	Increase in sales-related expenses with the uptick in construction activities
GROSS PROFIT	2.8	3.4	24%	2.1	65%	6.2	6.4	-3%	Higher project completion
EBITDA	4.4	4.9	11%	4.0	24%	9.3	10.3	-10%	Cushioned by high-margin office segment
NET PROFIT	2.5	2.9	15%	2.1	38%	5.4	5.9	-9%	Maintained profitability despite limited operations
ATTRIBUTABLE PROFIT	2.4	2.6	12%	1.9	39%	5.0	5.4	-7%	
GROSS PROFIT MARGIN	47%	45%	-180bps	45%	70bps	46%	45%	110bps	Generally stable margins
EBITDA MARGIN	43%	40%	-300bps	45%	-490bps	42%	43%	-140bps	
ATTRIBUTABLE PROFIT MARGIN	25%	24%	-140bps	22%	10bps	23%	23%	-10bps	

TOTAL REVENUES

In Pbn	1Q21	2Q21	QoQ%	2Q20	YoY%	1H21	1H20	YoY%	QoQ Remarks
REAL ESTATE	5.9	7.6	29%	4.7	62%	13.5	14.3	-5%	Improved construction activity
OFFICES	2.6	2.7	4%	2.8	-5%	5.3	5.6	-6%	Stable occupancy rate at 90%
MALLS	0.5	0.5	5%	0.2	189%	1.0	1.6	-35%	Alfresco spaces help boost tenant sales
HOTELS	0.3	0.4	16%	0.4	6%	0.7	0.9	-21%	Stable performance of in-city hotels
OTHERS	0.8	0.8	7%	0.7	27%	1.6	1.3	20%	Increase in interest income on RES and commission
TOTAL	10.1	12.1	19%	8.7	38%	22.2	23.8	-7%	Improved performance of core revenues

P85.3bn
GROSS DEBT



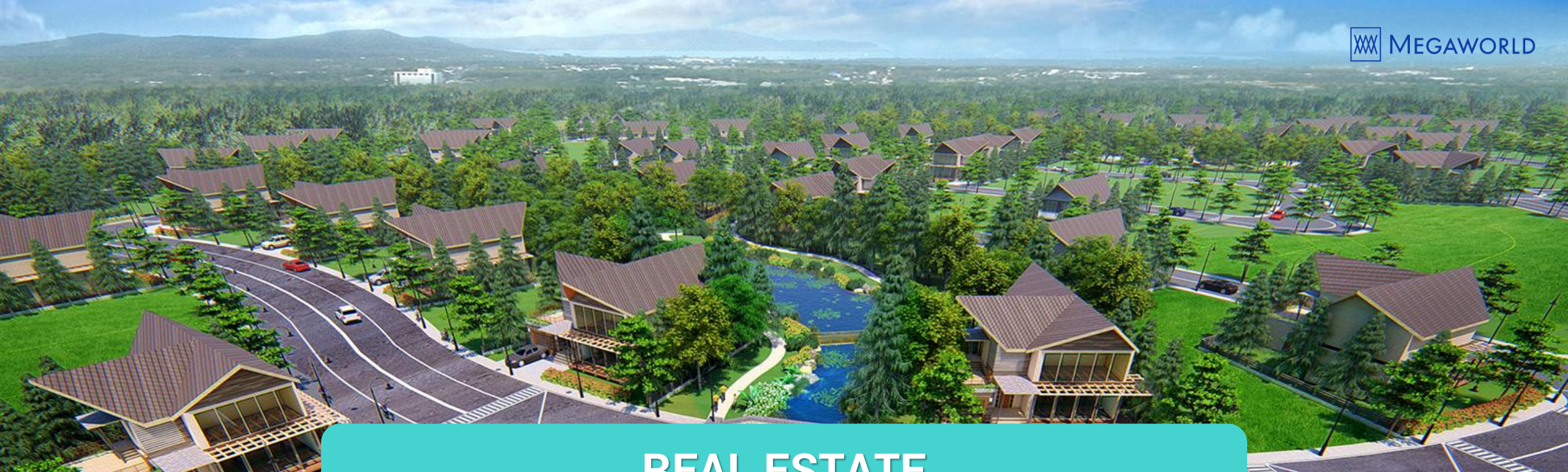
P55.3bn
NET DEBT



27%
NET DEBT/EQUITY



P15.3bn
CAPEX SPENDING

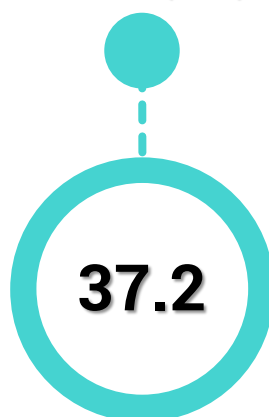


REAL ESTATE

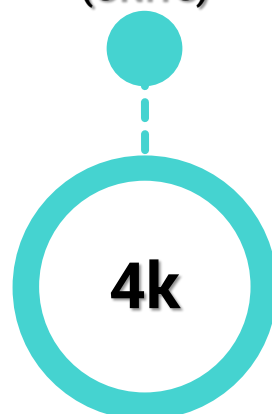
TOTAL
LAUNCHES (Pbn)



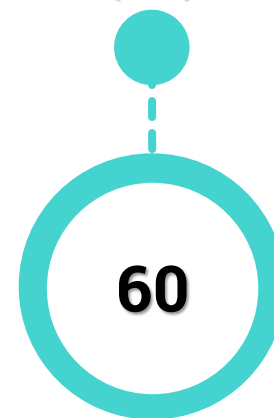
RESERVATION
SALES (Pbn)



PLANNED
COMPLETION
(UNITS)



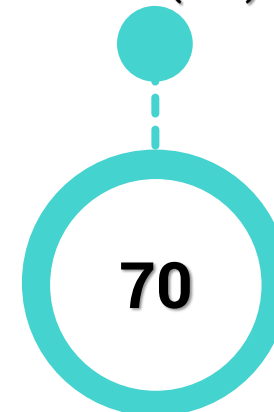
PLANNED
COMPLETION
(Pbn)

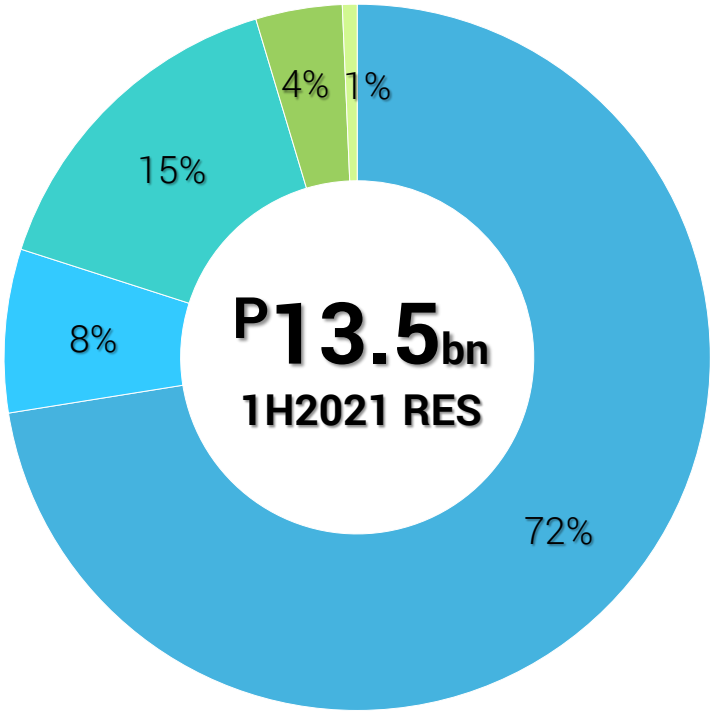


2021 TARGET
LAUNCHES (Pbn)



2021
RESERVATION
SALES (Pbn)





- Condominium Units
- Residential Lots
- Industrial Lots
- Condotels
- Commercial Lots

TOP 5 PROJECTS



RESERVATION SALES

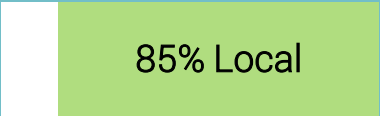
TOP 5 RESERVATION SALES





P37.2 bn

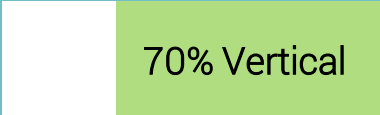
RESERVATION SALES



BUYER'S PROFILE



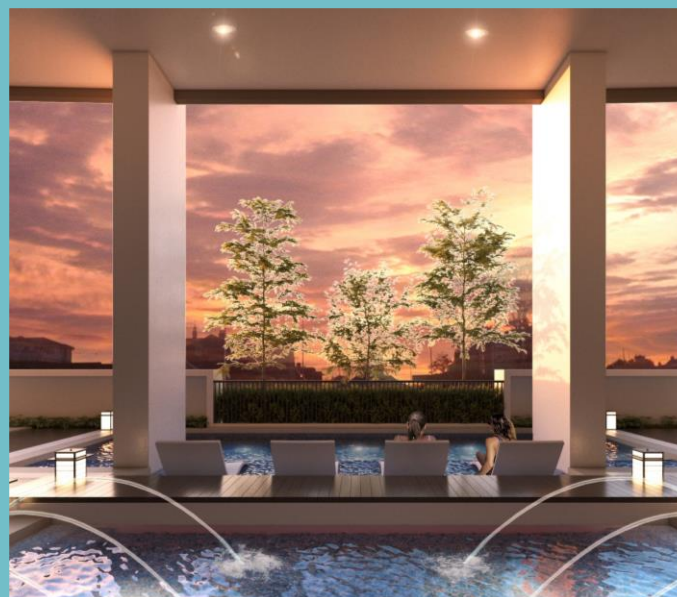
LOCATION



CLASSIFICATION

PROJECT LAUNCHES (% Sold)

80%



LA CASSIA
— RESIDENCES —

MAPLE GROVE



Saleable Units : 238

Unit Size Range : 26-88 sqm



Launch Date : January 2021



Project Value : P1.4 bn

ASP per SQM : P180 k

90%

the
GRAND HILL
AT EASTLAND HEIGHTS

EASTLAND HEIGHTS



Saleable Lots : 68

Lot Size Range : 300-520 sqm



Launch Date : February 2021



Project Value : P600 m

ASP per SQM : P22 k





40%



Saleable Lots : 182
Lot Size Range : 200-350 sqm



Launch Date : March 2021



Project Value : P2.6 bn
ASP per SQM : P64 k

42%



ARDEN WESTPARK
VILLAGE



Saleable Lots : 221

Lot Size Range : 280-530 sqm



Launch Date : May 2021



Project Value : P2.3 bn

ASP per SQM : P33 k

PROJECTS FOR COMPLETION THIS YEAR



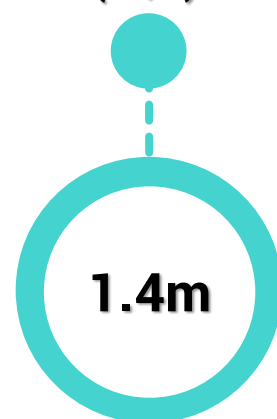
4,000 UNITS AND LOTS WORTH P60bn



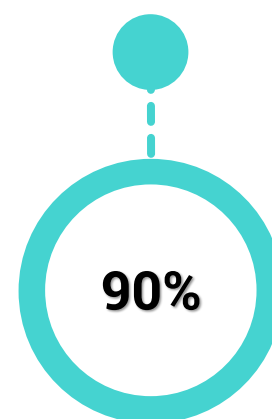


MEGAWORLD PREMIER OFFICES

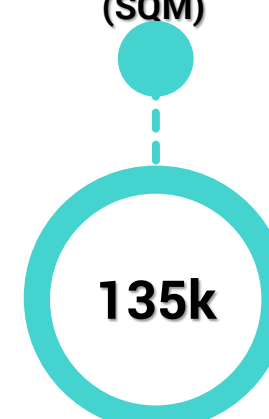
PORTFOLIO
(SQM)



OCCUPANCY
RATE



TOTAL
TRANSACTIONS
(SQM)

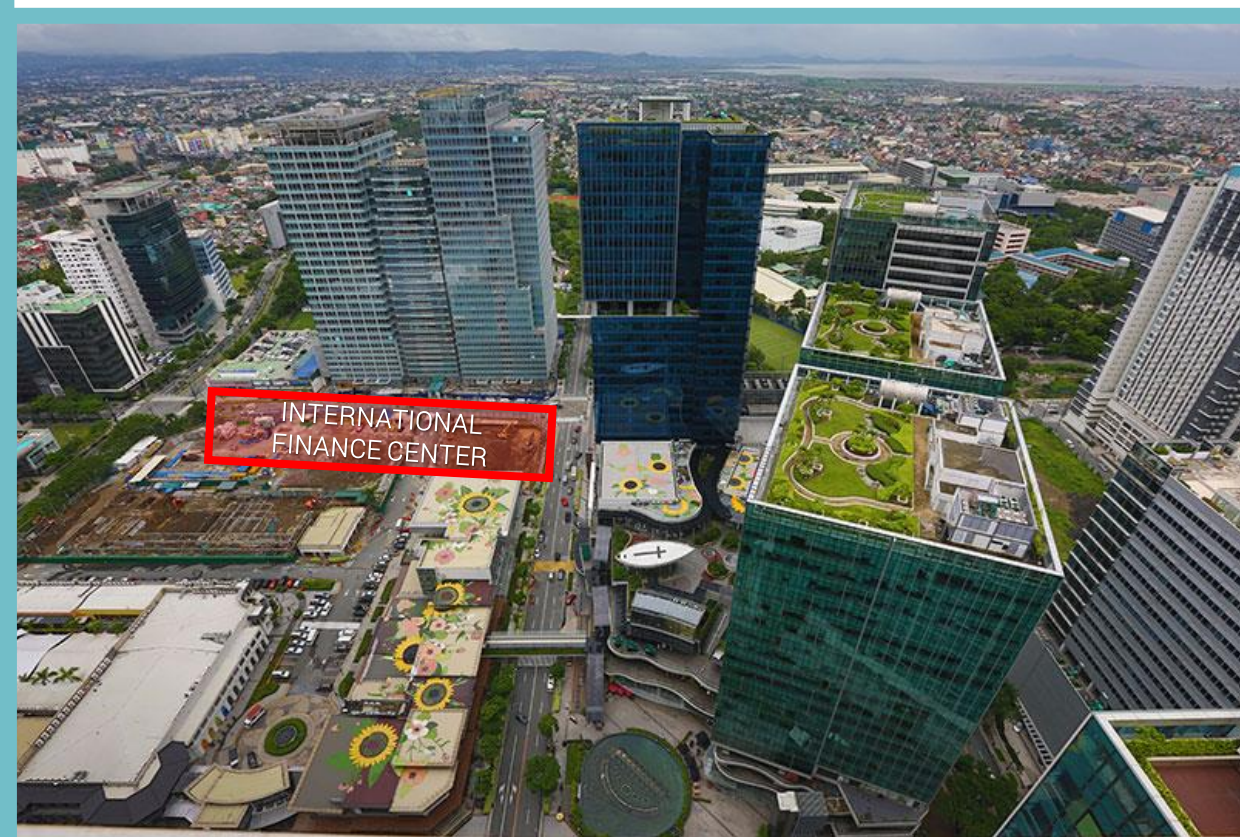


OFFICE PIPELINE



UPTOWN
BONIFACIO

INTERNATIONAL
FINANCE CENTER
GLA: 69,000 sqm





TWO MCWEST
GLA: 54,400 sqm

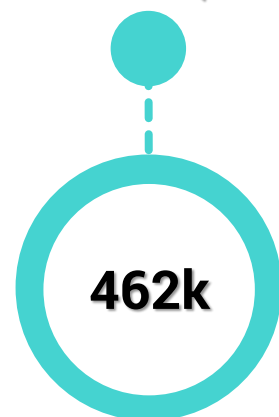




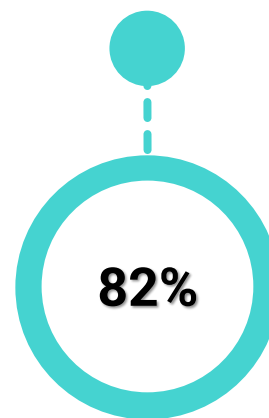


MEGAWORLD LIFESTYLE MALLS

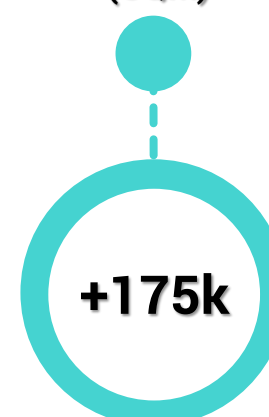
RETAIL
PORTFOLIO (SQM)



OCCUPANCY
RATE



RETAIL PIPELINE
(SQM)



MEGAWORLD LIFESTYLE MALLS INITIATIVES

GOVERNMENT
CENTERS



Driver's License
(New Applicants)



VOTERS REGISTRATION



PHILIPPINE
IDENTIFICATION
SYSTEM

NOW
OPEN





MEGAWORLD LIFESTYLE MALLS

Vaccination
Sites

11

Vaccinated
Employees
(Group)

90%

Vaccinated
Employees
(MEG)

95%



78k

Total Vaccinated
Individuals

1,240

Total
Vaccinated
Dependents

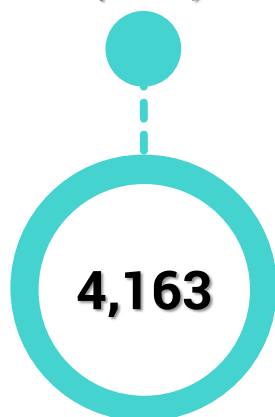




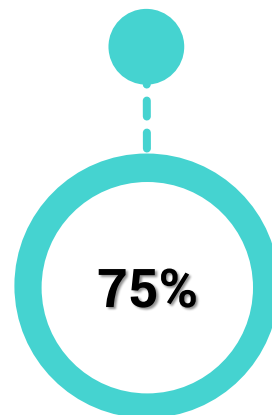
BELMONT HOTEL BORACAY

MEGAWORLD HOTELS

HOTEL PORTFOLIO
(KEYS)



OCCUPANCY RATE
(METRO MANILA)



HOTEL PIPELINE
(KEYS)



NEWLY-OPENED HOTEL



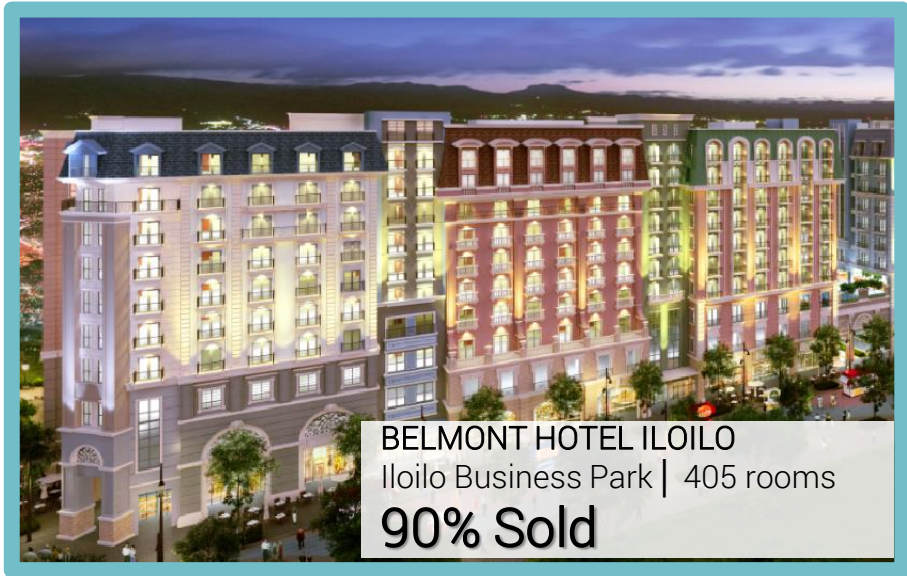

Kingsford Hotel
MANILA
BY MEGAWORLD HOTELS



529
Room Keys



HOTELS PIPELINE



MEGA WORLD *Hotels*



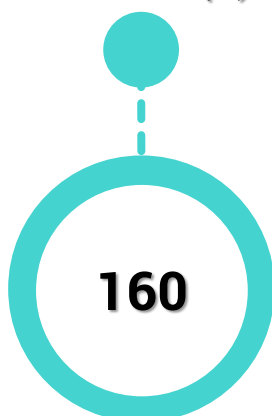
3,039
Room Keys



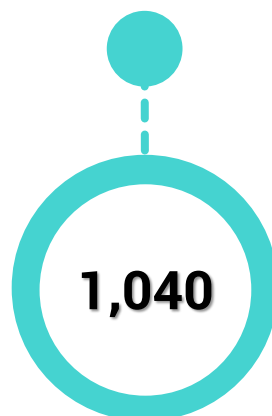


E-COMMERCE PLATFORM

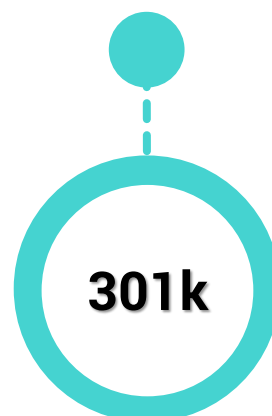
**QoQ ORDERS
GROWTH (%)**



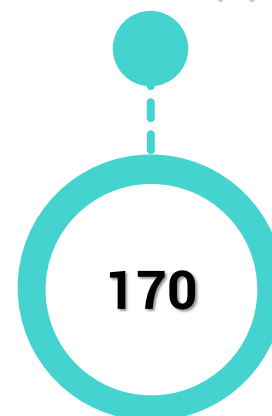
BRANDS



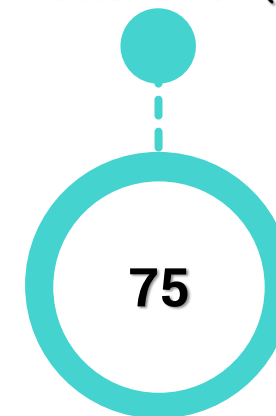
**TOTAL
DOWNLOADS**



**QoQ GMV
GROWTH (%)**



**CREDIT CARD
TRANSACTION (%)**



Welcome to iFAE™

DIGITAL INNOVATIONS

**PAYMENT
PLATFORMS**

21

**REGISTERED
USERS**

13.9k

**TOTAL
COLLECTIONS (Pm)**

124

**REGISTERED
PROPERTIES**

70



MEGAWORLD

BUILDING A SUSTAINABLE



FIRST HALF 2021 RESULTS

ANALYST PRESENTATION

(06 August 2021)