



MEGAWORLD

BUILDING A SUSTAINABLE



# FIRST QUARTER 2021 RESULTS

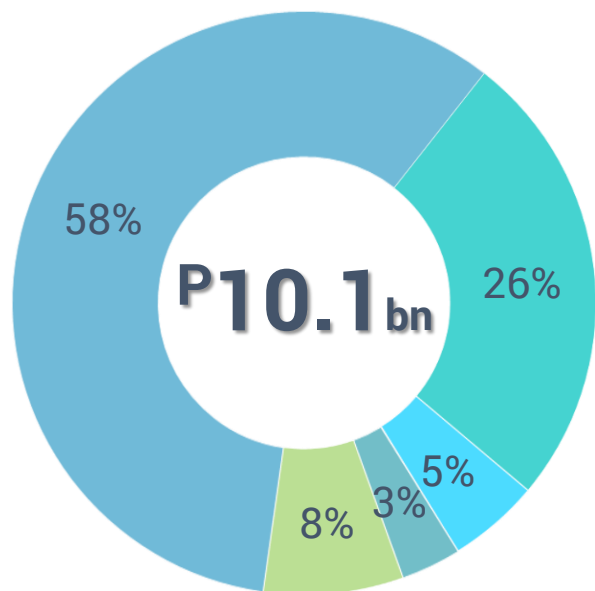
ANALYST PRESENTATION

(21 May 2021)

# PERFORMANCE UPDATE

	1Q21	1Q20	YoY%	4Q20	QoQ%	Remarks
REVENUES	10.1	15.1	-33%	10.1	-	Lower revenues due to quarantine restrictions
COSTS & EXPENSES	7.6	11.3	-32%	7.7	-1%	Lower overhead + cost management initiatives
EBITDA	4.4	6.3	-31%	4.4	-1%	Office segment cushioned the impact of the quarantine
NET PROFIT	2.5	3.8	-34%	2.5	1%	Maintained profitability despite limited operations
ATTRIBUTABLE PROFIT	2.4	3.5	-33%	2.5	-4%	
GROSS PROFIT MARGIN	47.1%	45.2%	+104bps	44.7%	+106bps	More bookings from horizontal projects
EBITDA MARGIN	43.5%	42.1%	+103bps	43.6%	-10bps	Cost efficiencies
ATTRIBUTABLE PROFIT MARGIN	23.4%	23.3%	+90bps	24.4%	-100bps	Maintained profitability despite limited operations

# TOTAL REVENUES

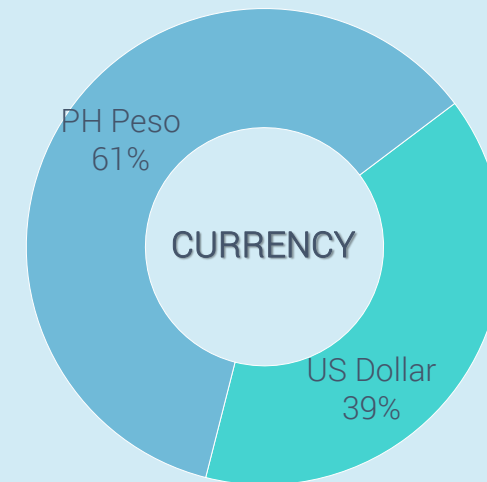
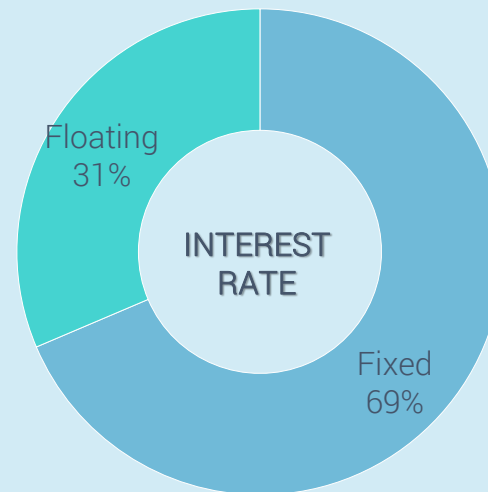
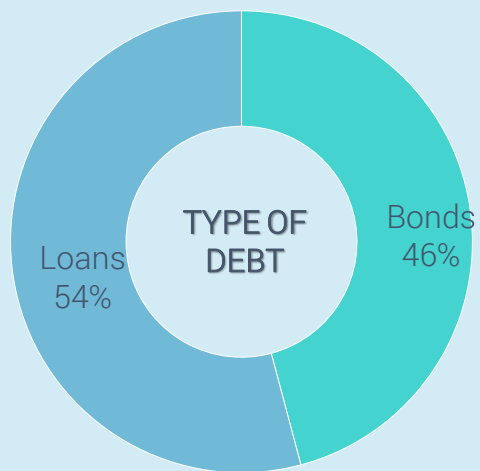


- Real Estate
- Offices
- Malls
- Hotels
- Others

	1Q21	1Q20	YoY%	4Q20	QoQ%	Remarks
Real estate	5.9	9.6	-39%	5.8	2%	Limitations on construction activity
Offices	2.6	2.8	-8%	1.8	40%	Lower occupancy rate YoY
Malls	0.5	1.4	-64%	0.5	2%	Online platforms help boost tenant sales
Hotels	0.3	0.6	-39%	0.3	7%	Travel restrictions weighed down on resort hotels
Others	0.8	0.7	14%	1.7	-59%	
<b>TOTAL</b>	<b>10.1</b>	<b>15.1</b>	<b>-33%</b>	<b>10.1</b>	<b>-</b>	

# STRONG BALANCE SHEET

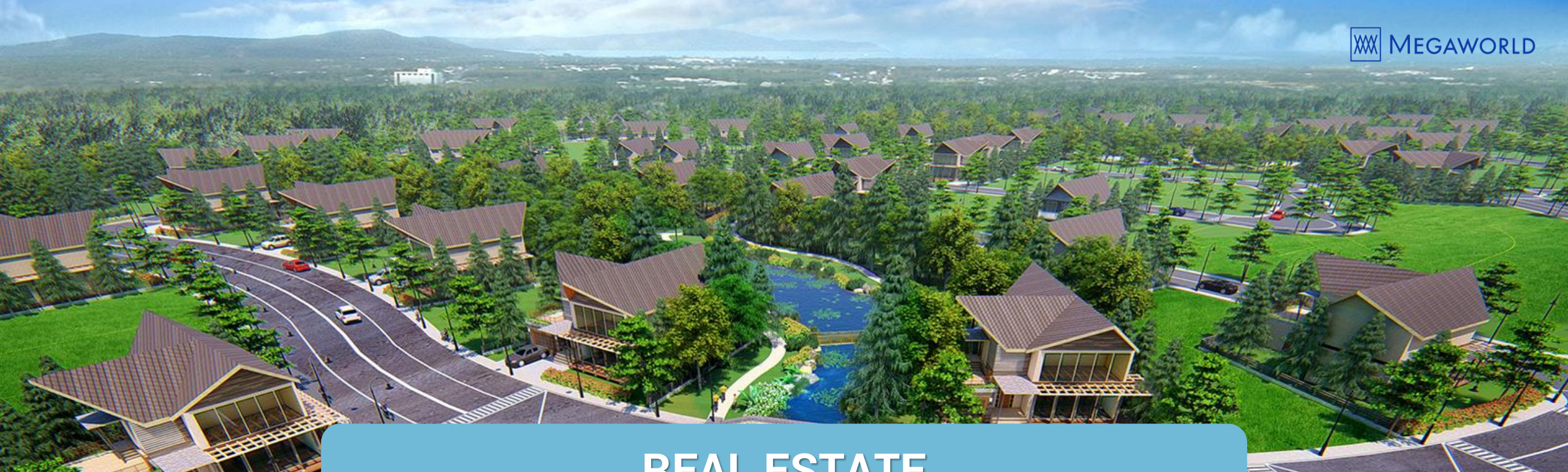
**P88.4bn**  
GROSS DEBT



**P55.8bn**  
NET DEBT

**27%**  
NET DEBT/EQUITY

**P7.3bn**  
CAPEX SPENDING



# REAL ESTATE

LAUNCHES  
(Pbn)

4.6

RESERVATION  
SALES (Pbn)

20.7

FOR COMPLETION  
(UNITS)

4k

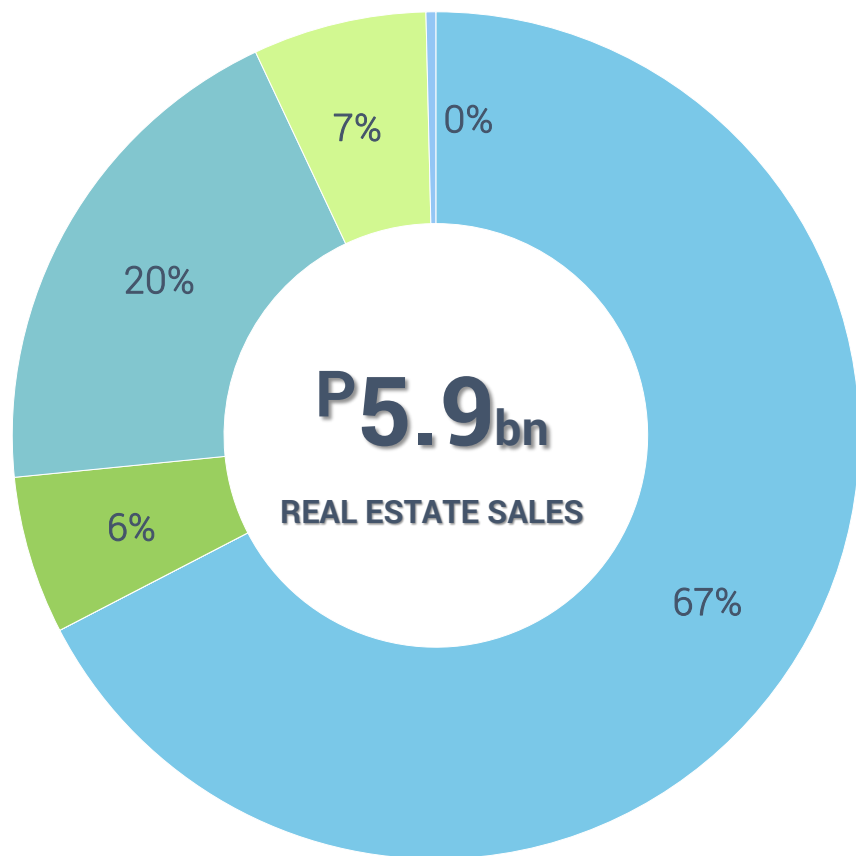
TARGET  
LAUNCHES (2021)

P17.8bn

RESERVATION  
SALES (2021)

P70bn

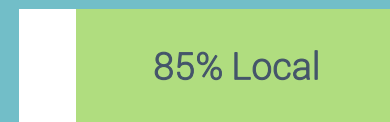
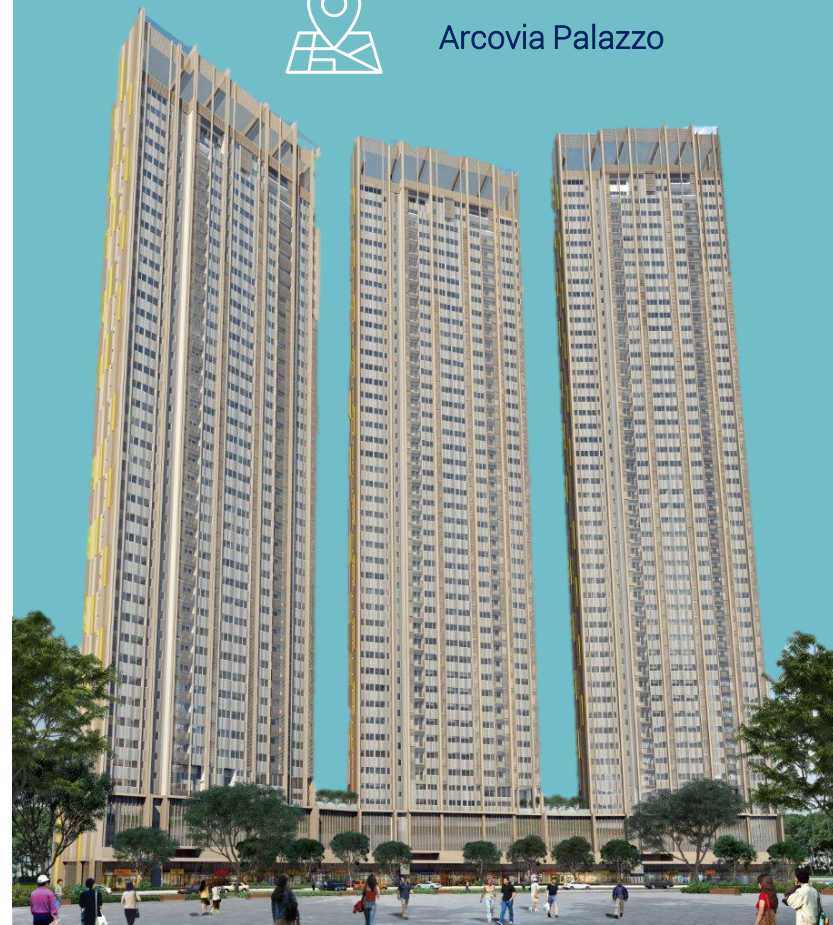
# REAL ESTATE DEVELOPMENT



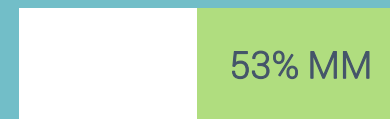
- Residential Units
- Residential Lots
- Condotels
- Commercial Lots
- Industrial Lot



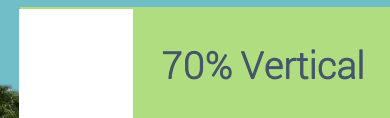
Arcovia Palazzo



BUYER'S PROFILE



LOCATION



CLASSIFICATION

# PROJECT LAUNCHES (% Sold)

60%



LA CASSIA  
— RESIDENCES —



Maple Grove  
Cavite



Jan. 2021



P1.4 bn



2025

THE LINDGREN  
at Arden Botanical Estate

MEGAWORLD

25%



Arden  
Botanical Estate



Jan. 2021



P2.6 bn



2025

81%

the GRAND HILL  
AT EASTLAND HEIGHTS



EASTLAND HEIGHTS



Feb. 2021



P600 m



2025

# PROJECTS FOR COMPLETION THIS YEAR



**4,000 UNITS AND LOTS WORTH P60bn**

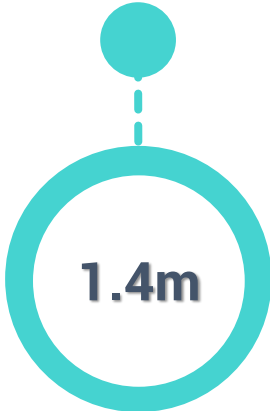






# MEGAWORLD PREMIER OFFICES

PORTFOLIO  
(SQM)



OCCUPANCY  
RATE



TOTAL  
TRANSACTIONS  
(SQM)



PIPELINE  
(SQM)



# ILOILO BUSINESS PARK



2018

2020

2024

2018  
TWO TECHNO PLACE  
3 Office Floors  
11,400 sqm

2019  
ONE FINTECH PLACE  
5 Office Floors  
17,700 sqm

2020  
TWO FINTECH PLACE  
5 Office Floors  
17,600 sqm

2024  
ENTERPRISE 1 & 2  
10 Office Floors  
36,700 sqm



2014

2015

2016

2014  
ONE GLOBAL CENTER  
3 Office Floors  
9,200 sqm

2014  
TWO GLOBAL CENTER  
3 Office Floors  
9,000 sqm

2014  
RICHMONDE TOWER  
4 Office Floors  
5,800 sqm

2015  
ONE TECHNO PLACE  
3 Office Floors  
9,000 sqm

2016  
THREE TECHNO PLACE  
3 Office Floors  
9,000 sqm

2017  
FESTIVE WALK BPO 1B  
3 Office Floors  
15,000 sqm



## FESTIVE WALK BPO

Iloilo Business Park  
9,000 sqm



PROVINCIAL



1 UPPER EAST AVENUE  
The Upper East | 8,600 sqm

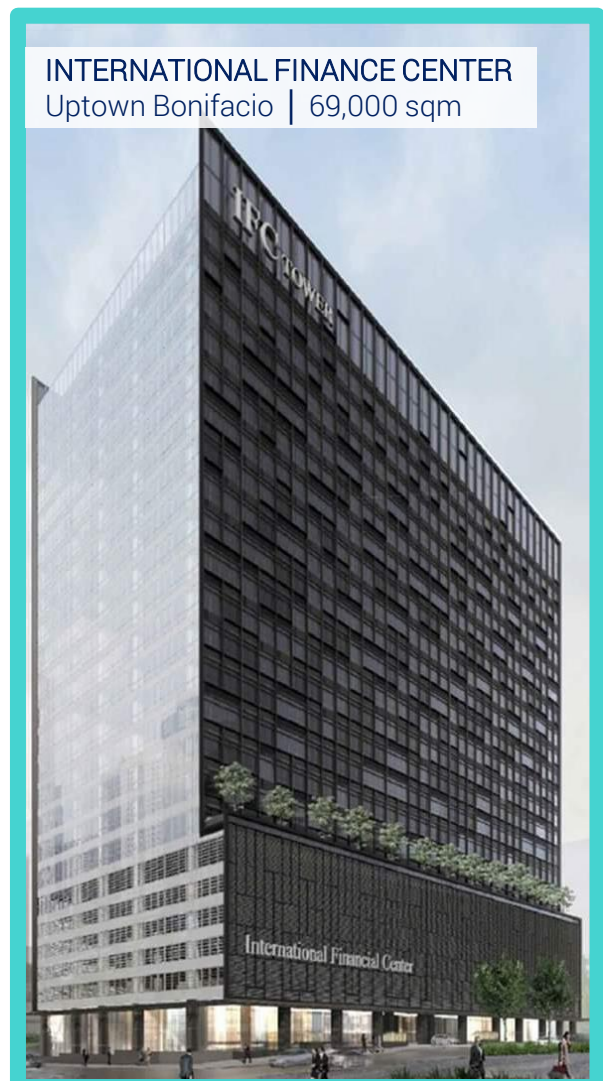


ENTERPRISE 1 & 2  
Iloilo Business Park | 36,700 sqm

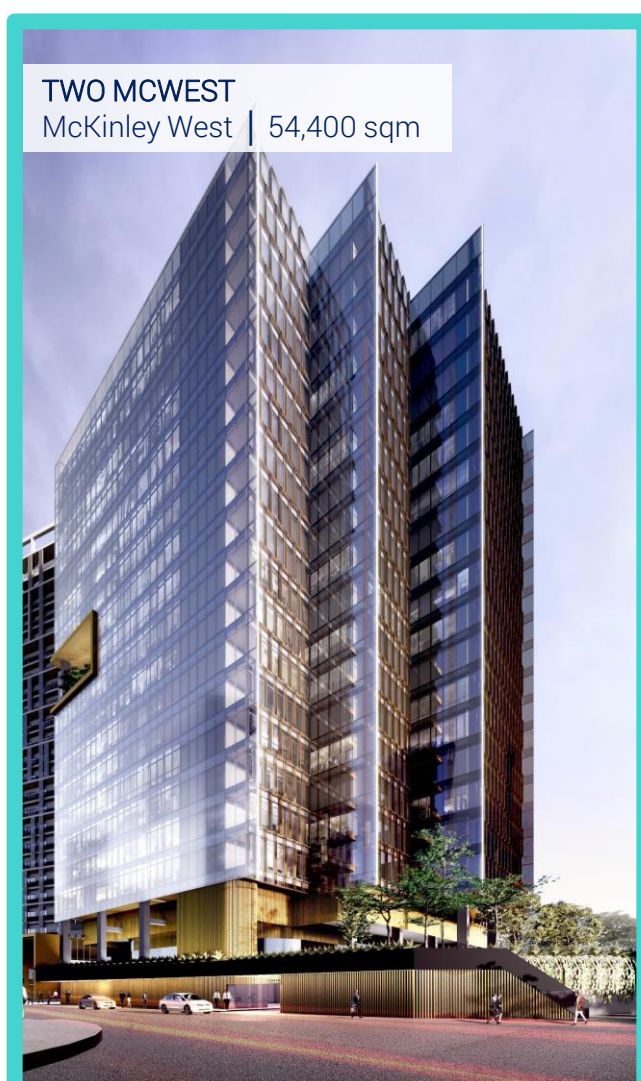


PASUDECO 1 & 2  
The Capital Town | 9,000 sqm

METRO MANILA



INTERNATIONAL FINANCE CENTER  
Uptown Bonifacio | 69,000 sqm



TWO MCWEST  
McKinley West | 54,400 sqm

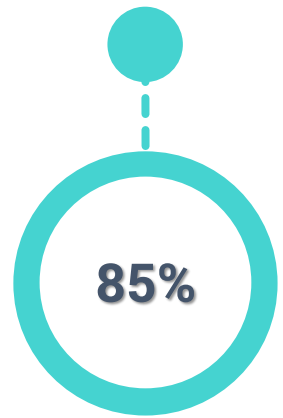


# MEGAWORLD LIFESTYLE MALLS

RETAIL  
PORTFOLIO (SQM)



OCCUPANCY  
RATE

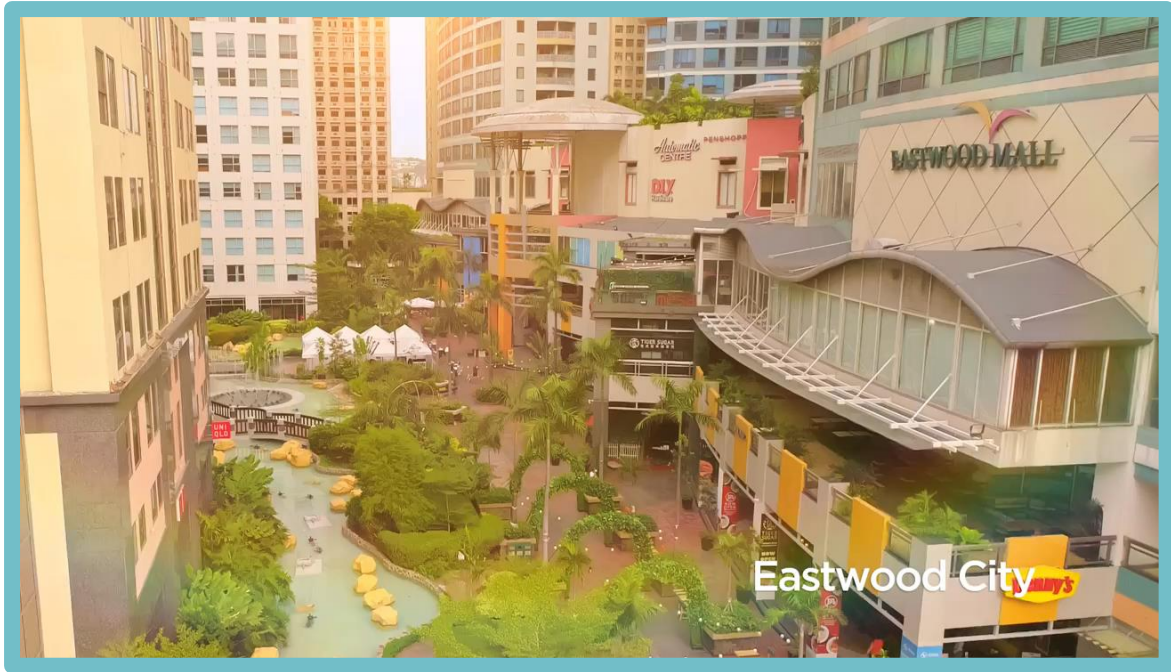


RETAIL PIPELINE  
(SQM)



# MEGAWORLD LIFESTYLE MALLS

SAFER AND HAPPIER  
OUTDOORS



## DIGITAL PLATFORMS

**Find Your Faves**

**Faves Online**

Join our **Viber Communities** for real-time store updates. Share the link below to your family and friends.

**MEGAWORLD Lifestyle Malls** **Viber Community**

**UPTOWN FOOD HALL**

**Scan to Dine**

Scan, Order, Enjoy. Scan the QR Code, place your order and enjoy a safer dining experience.

**MEGAWORLD Lifestyle Malls** **Scan to Dine App**

**Find Your Faves**

**Faves On Wheels**

Have essentials delivered at your doorstep by our logistics partners.

**MEGAWORLD Lifestyle Malls** **Delivery Partners**

**MEGAWORLD Lifestyle Malls**

**Megan**

Your Shopping Specialist at Megaworld Lifestyle Malls

Shop from the comfort of your home

- Free Delivery \*within 10km
- No service charge
- Order from multiple stores and pay all at once
- Freebies and exciting deals

**Shopping Specialist**

# MALLS PIPELINE



**KING'S PLAZA**  
Manila | 34k sqm



**HIGHLAND MALL**  
Highland City | 35k sqm



**WESTSIDE CITY MALL**  
Westside City | 8k sqm



**METRO  
MANILA**



**LUZON**



**MAPLE GROVE**  
Maple Grove | 15k sqm



**PARK MCKINLEY WEST**  
McKinley West | 11k sqm



**THE CAPITAL MALL**  
The Capital Town | 32k sqm

# MALLS PIPELINE

THE UPPER EAST MALL  
The Upper East | 22k sqm



NORTHILL GATEWAY  
Northhill Gateway | 6k sqm



VISAYAS

BORACAY NEWCOAST BEACH FRONT  
Boracay Newcoast | 10k sqm



MACTAN NEWTOWN BEACH WALK  
The Mactan Newtown | 16k sqm





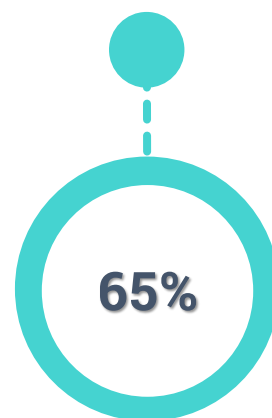
BELMONT HOTEL BORACAY

## MEGAWORLD HOTELS

HOTEL PORTFOLIO  
(KEYS)



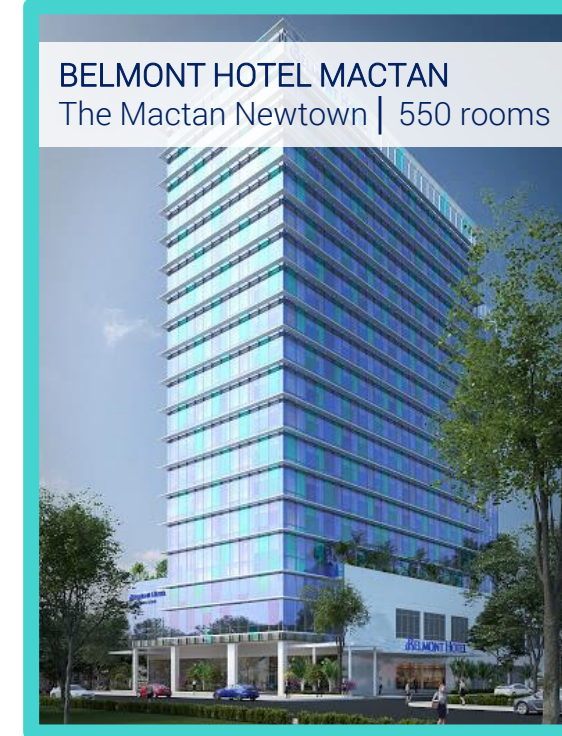
OCCUPANCY RATE  
(METRO MANILA)



HOTEL PIPELINE  
(KEYS)

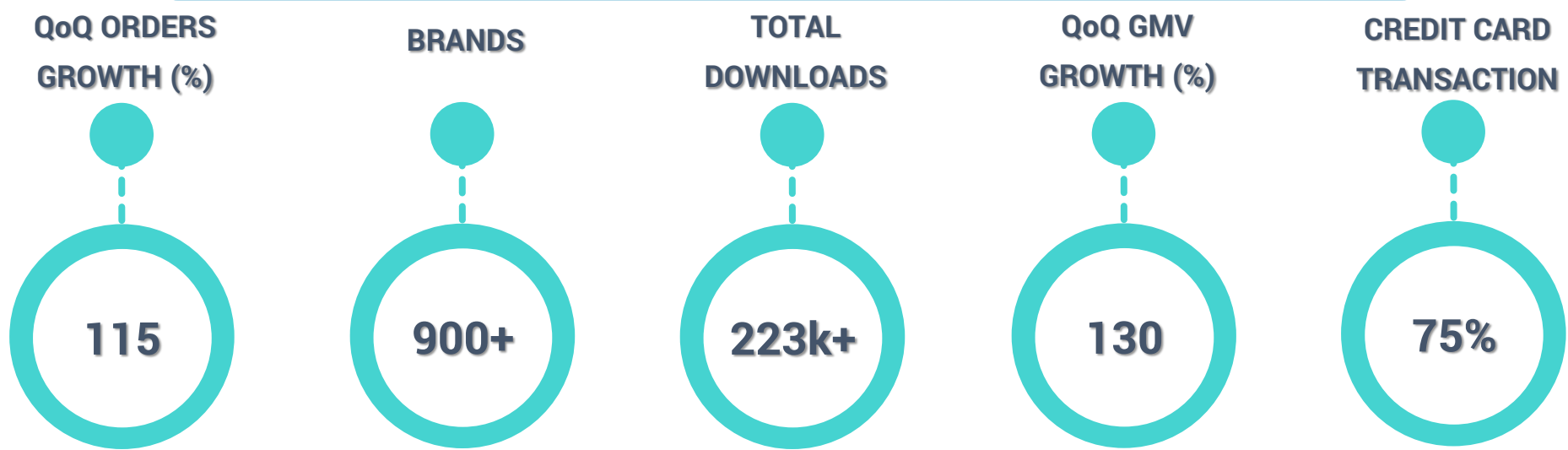


# HOTELS PIPELINE





# E-COMMERCE PLATFORM



### Real Estate

- Increased construction activities to sustain real estate revenues
- Demand for provincial offerings and lot sales backstop recovery in pre-sales

### Office

- Renewals affirm resilience of office segment
- Positive outlook on office, pipeline in place

### Malls & Hotels

- Sustained recovery dependent on return of consumer confidence



MEGAWORLD

BUILDING A SUSTAINABLE



# FIRST QUARTER 2021 RESULTS

ANALYST PRESENTATION

(21 May 2021)