



9M 2021 RESULTS

ANALYST PRESENTATION

(10 NOVEMBER 2021)



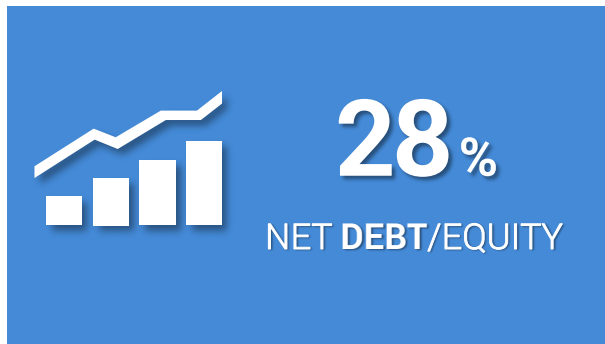
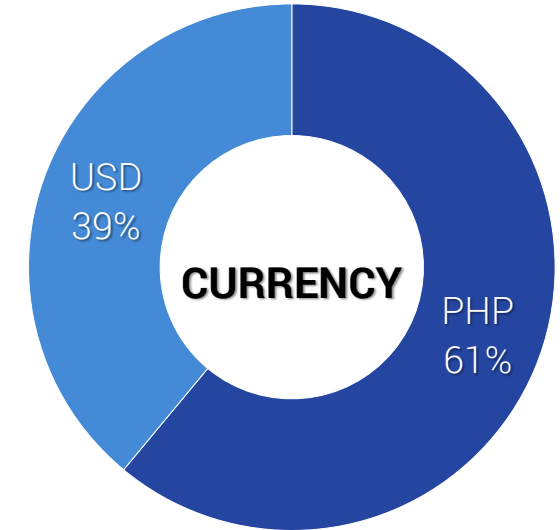
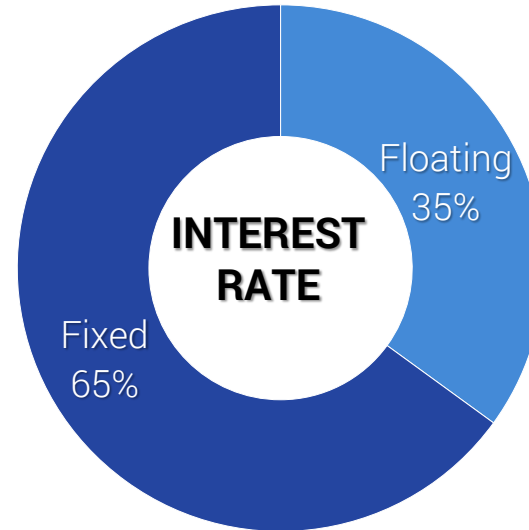
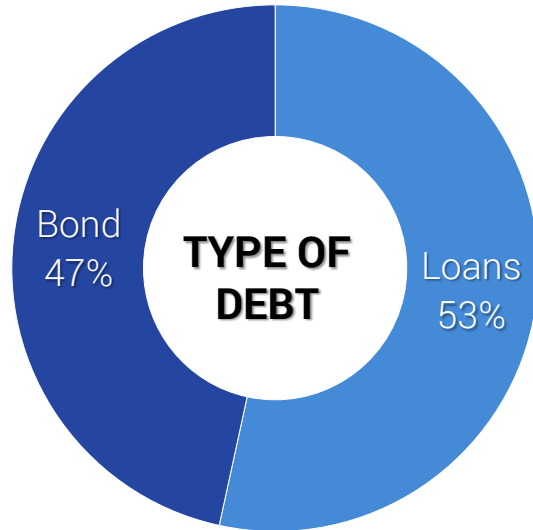
MEGAWORLD

In Php Billions	2Q21	3Q21	QoQ%	3Q20	YoY%	9M21	9M20	YoY%	QoQ Remarks
REVENUES	12.2	14.5	18%	9.6	50%	36.9	33.4	9%	Improved performance of core revenues
COSTS & EXPENSES	9.4	11.2	20%	7.4	52%	28.3	25.3	10%	Increase in sales-related expenses with the uptick in construction activities
GROSS PROFIT	3.5	4.4	28%	2.0	118%	10.7	8.5	26%	Higher project completion
EBITDA	4.9	5.4	10%	4.0	36%	14.7	14.3	3%	
NET PROFIT	2.9	3.3	14%	2.2	46%	8.6	8.1	6%	
ATTRIBUTABLE PROFIT	2.6	3.2	19%	2.0	57%	8.2	7.4	10%	
GROSS PROFIT MARGIN	45.4%	46.0%		42.7%		46.1%	44.5%		
EBITDA MARGIN	40.0%	37.2%		41.1%		39.8%	42.7%		Forex loss
ATTRIBUTABLE PROFIT MARGIN	21.6%	21.8%		20.9%		22.1%	22.2%		Lower corporate income tax

TOTAL REVENUES

In Pbn	2Q21	3Q21	QoQ%	3Q20	YoY%	9M21	9M20	YoY%	QoQ Remarks
REAL ESTATE	7.6	9.6	26%	4.8	102%	23.1	19.1	21%	Improved construction activity
RENTALS	3.2	3.3	3%	3.4	-1%	9.6	10.6	-9%	Stable occupancy rate at 90%; Limited mall operations
HOTELS	0.4	0.6	42%	0.3	121%	1.3	1.2	9%	Higher occupancy from returning Filipinos
OTHERS	1.0	1.0	-2%	1.3	-22%	2.8	2.6	8%	
TOTAL	12.2	14.5	18%	9.6	50%	36.9	33.4	10%	Improved performance of core revenues

P88.8bn
GROSS DEBT



- In line with the improving performance, the Company has restored its dividend policy.
- Annual cash dividend payment ratio of **20% of the Company's net income** from the preceding year.

Dividend per Share	: P0.0425
Declaration Date	: 10 Nov 2021
Record Date	: 23 Nov 2021
Payment Date	: 10 Dec 2021

REAL ESTATE



Countrywoods
Twin Lakes

P23bn

REAL ESTATE SALES

P54bn

RESERVATION SALES
(77% of P70.0bn target for FY2021)

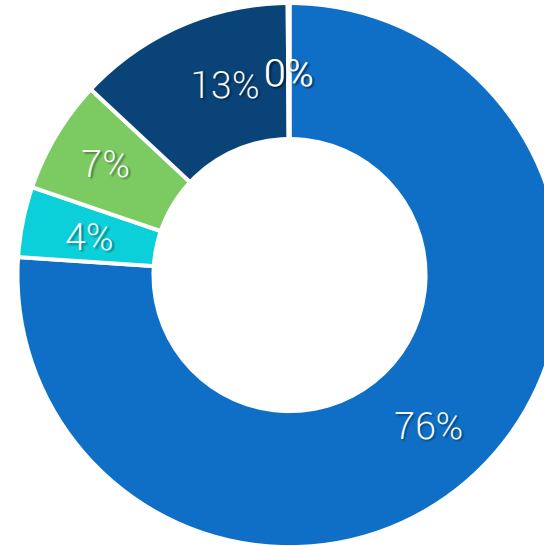
P16bn

PROJECT LAUNCHES
(90% of P17.8bn target for FY2021)



Uptown Parksuites Towers 1 & 2
Uptown Bonifacio

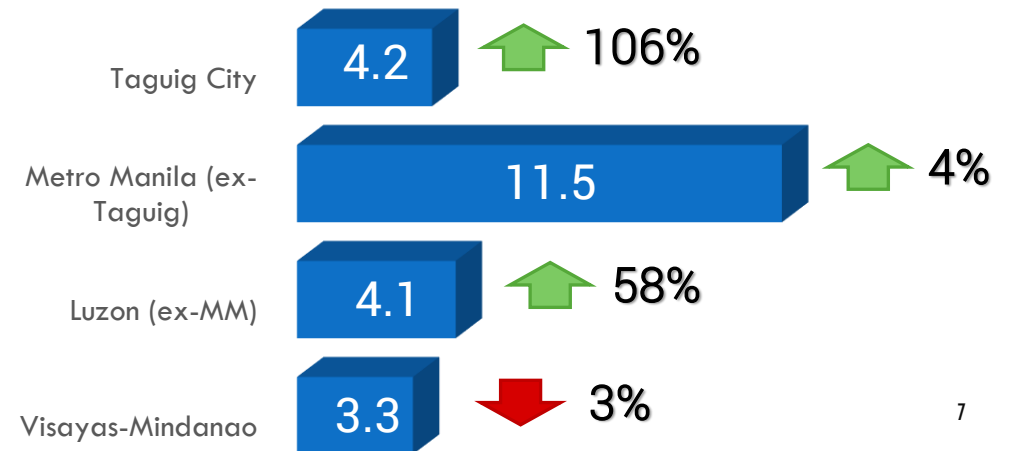
By Classification

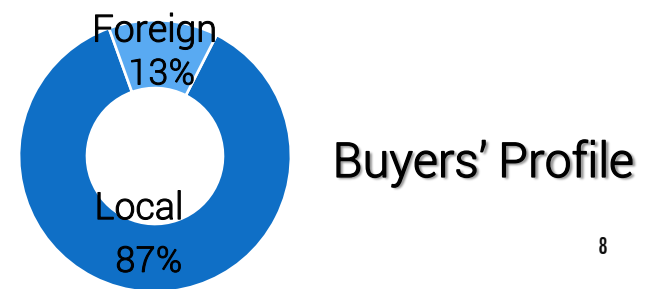
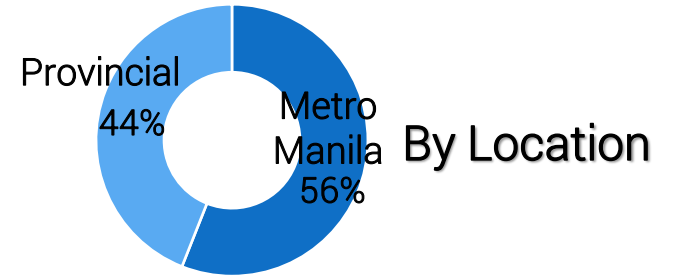
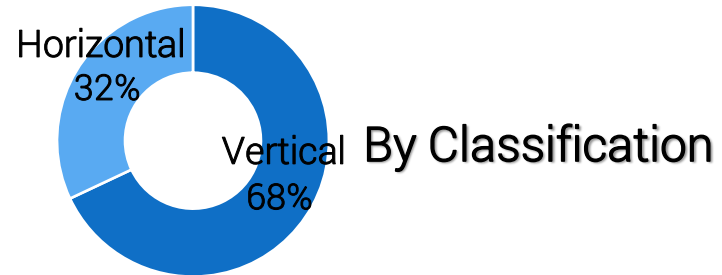
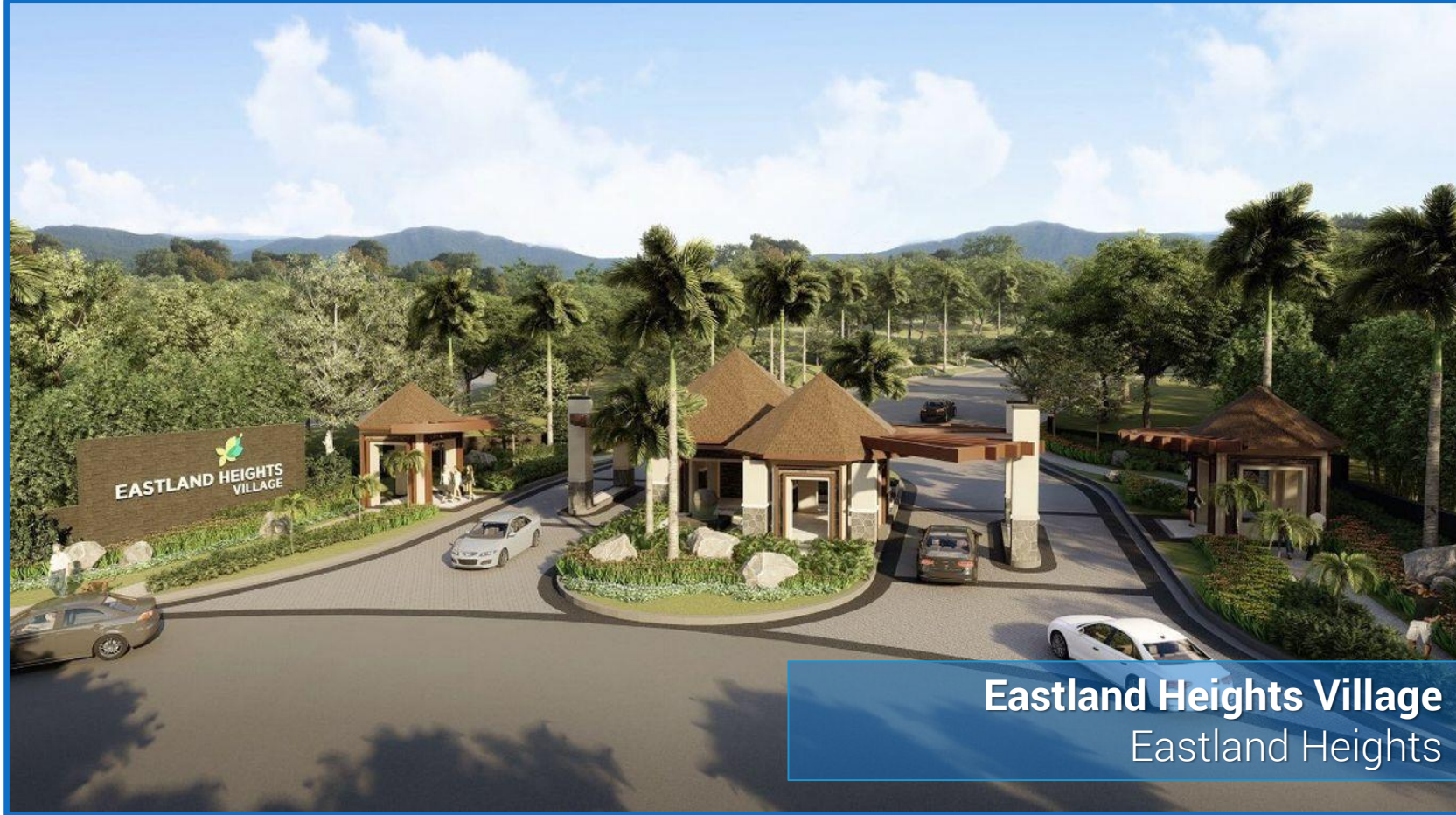


Real Estate Sales
P23.1 bn
↑ 21% YoY

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

By Location







LA CASSIA | MAPLE GROVE — RESIDENCES —



% Sold : 85%



Saleable Units : 238

Unit Size Range : 26-88 sqm



Launch Date : January 2021



Project Value : P1.4 bn

ASP per SQM : P180 k

PROJECT LAUNCHES (% SOLD)



the
GRAND HILL
AT EASTLAND HEIGHTS


EASTLAND HEIGHTS



% Sold : **94%**



Saleable Lots : 68

Unit Size Range : 300-520 sqm



Launch Date : February 2021



Project Value : P536.72 m

ASP per SQM : P23 k

PROJECT LAUNCHES (% SOLD)



% Sold : 60%



Saleable Units : 182

Unit Size Range : 200-350 sqm



Launch Date : March 2021



Project Value : P2.6 bn

ASP per SQM : P65 k



ARDEN WESTPARK
VILLAGE



% Sold : 74%



Saleable Units : 221

Unit Size Range : 280-530 sqm



Launch Date : May 2021



Project Value : P2.3 bn

ASP per SQM : P33 k



Alabang West Commercial Lots (Rodeo Drive)



% Sold : **67%**



Saleable Lots : 3

Lot Size Range : 950-1,200 sqm



Launch Date : August 2021



Project Value : P584 m

ASP per SQM : P179 k



Alabang West Village (Expansion)



% Sold : 96%



Saleable Lots : 25

Lot Size Range : 950-1,200 sqm



Launch Date : August 2021



Project Value : P665 m

ASP per SQM : P80 k

PROJECT LAUNCHES (% SOLD)



PARK MCKINLEY WEST
Tower D



MCKINLEY WEST



% Sold

: 13%



Saleable Units

: 478

Unit Size Range

: 70 – 336 sqm



Launch Date

: September 2021



Project Value

: P8.1bn

ASP per SQM

: P289k

OFFICES



P8.1bn

Office Revenue

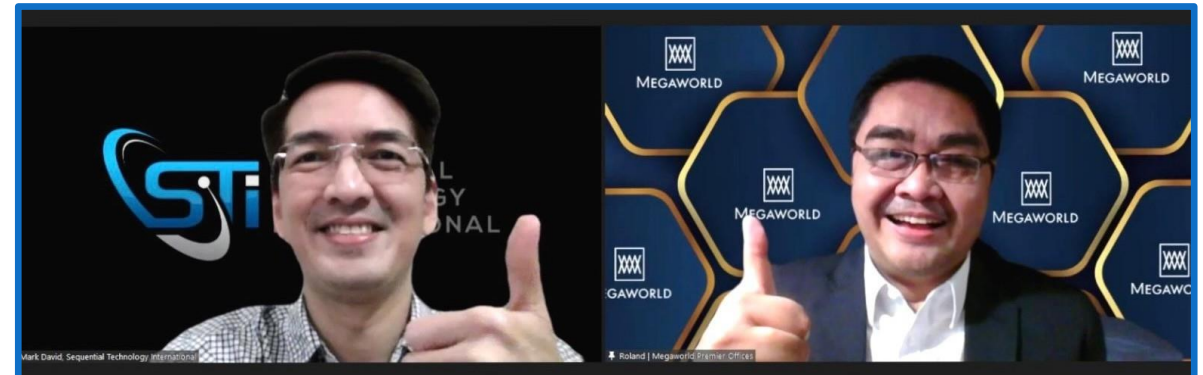
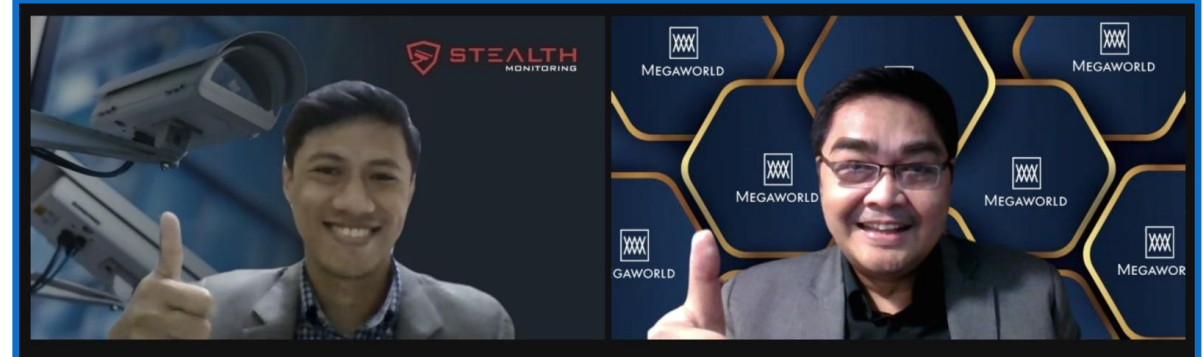
1.4m

Office GLA (sqm)

90%

Occupancy Rate

New Leases (Jan-Sep 2021) and Occupancy Rate

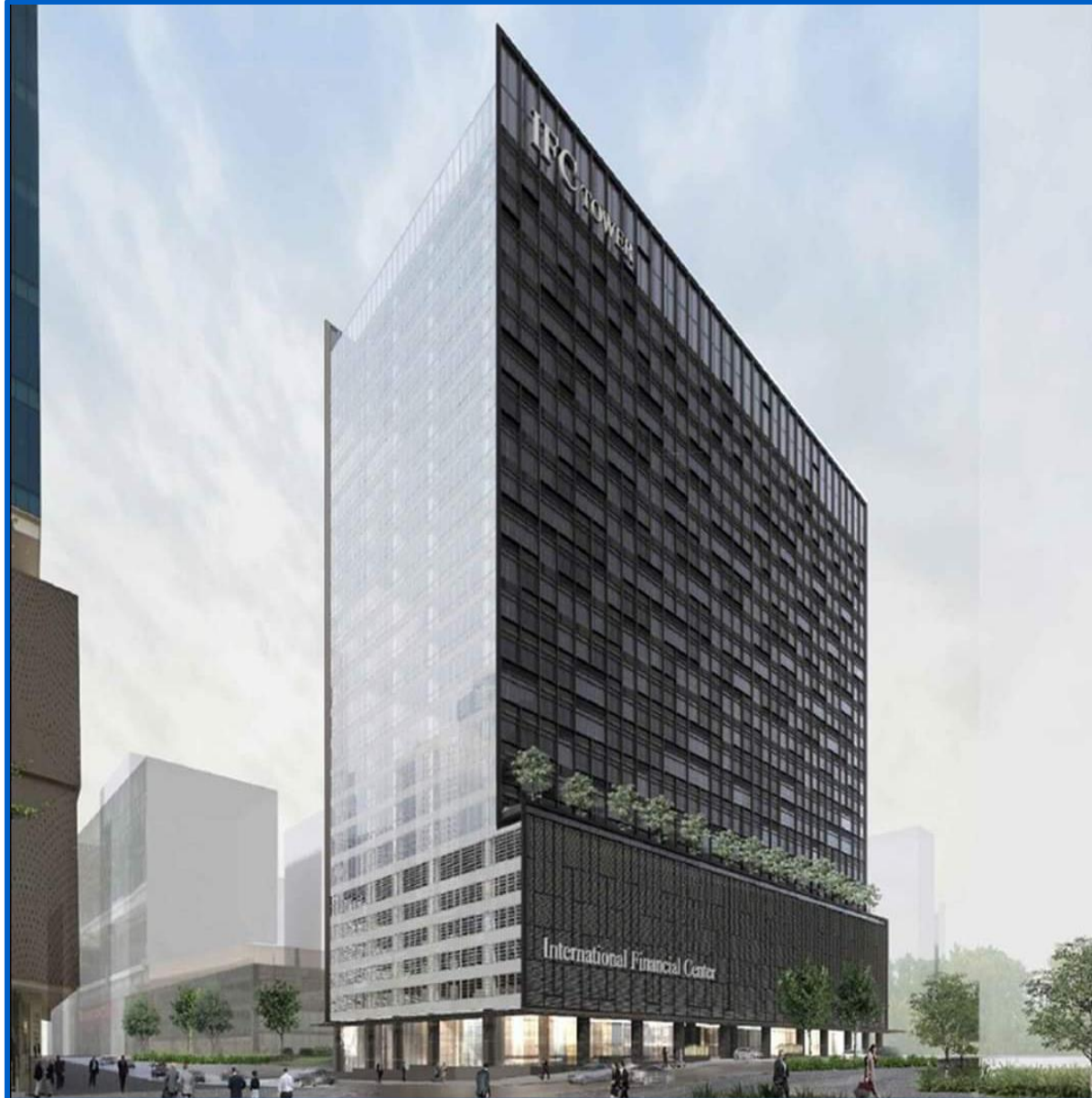


- Total transactions reached 214,000 sqm, 12% higher than same period last year.
- Megaworld Premier Offices captured up to 25% of the reported new leases in the market.

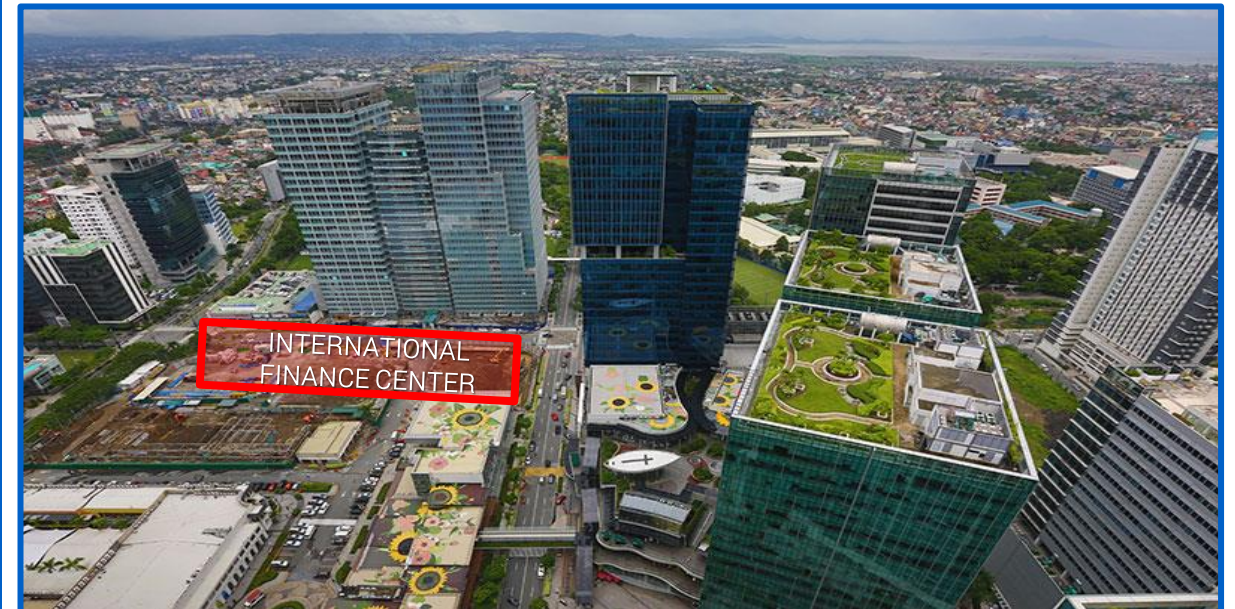


Project Name	Township	GLA	Completion Year
No. 1 Upper East Avenue	The Upper East	8,600	2023
International Finance Center	Uptown Bonifacio	69,000	2024
Enterprise 1	Iloilo Business Park	34,000	2024
Enterprise 2	Iloilo Business Park	32,000	2025
TOTAL		143,600	





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Project Name	Township
Office – Taguig	McKinley West
Office - Bacolod	The Upper East
Office – Cavite	Maple Grove
Office – Capital Town	Capital Town





Project Name	Township
Office – Taguig	McKinley West
Office - Bacolod	The Upper East
Office – Cavite	Maple Grove
Office – Capital Town	Capital Town



LIFESTYLE MALLS



P1.5bn

Lifestyle Malls Revenue

462k

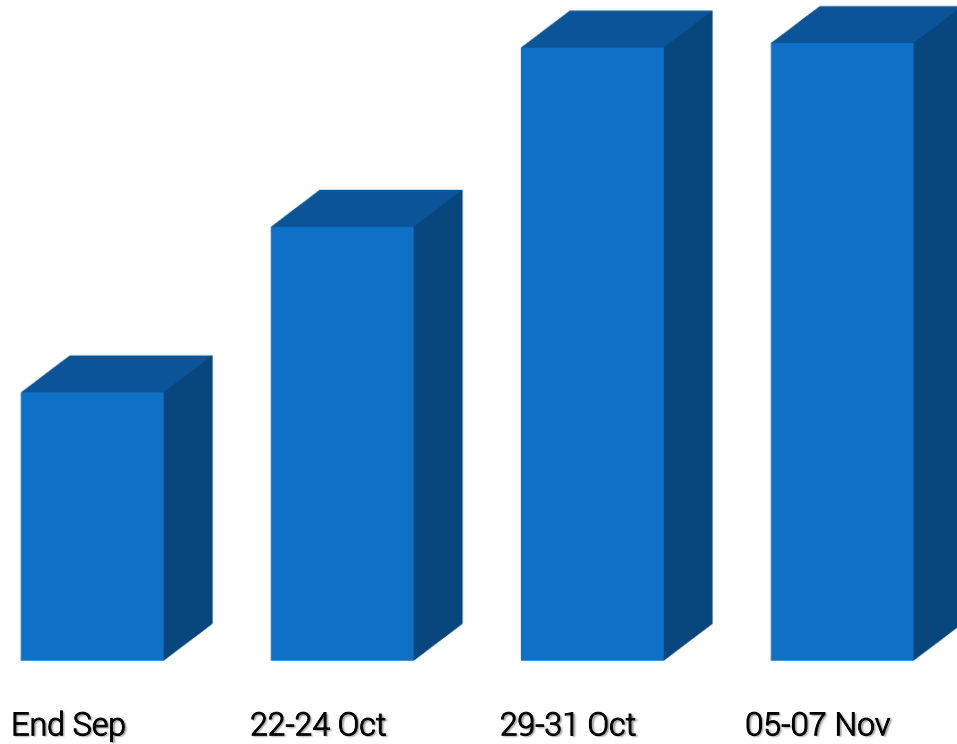
Malls GLA (sqm)

82%

Occupancy Rate

Mall Initiatives Improving Foot Traffic

Average Weekend Foot Traffic



HOTELS



P1.3bn

Hotel Revenues

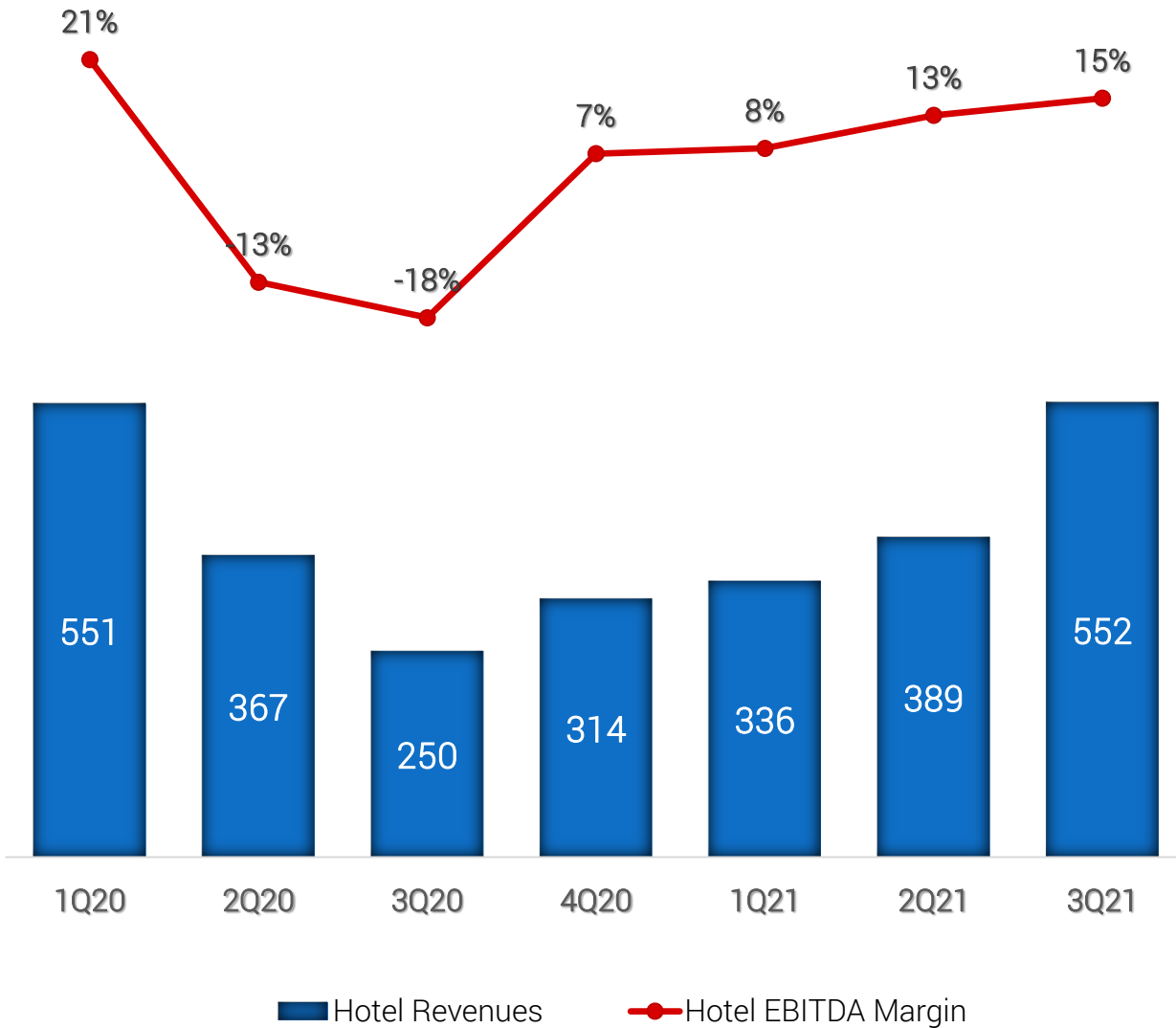
4,163

Hotel Room Keys

74%

Occupancy Rate (Metro Manila)

Hotel Revenues (Pm) vs EBITDA Margin

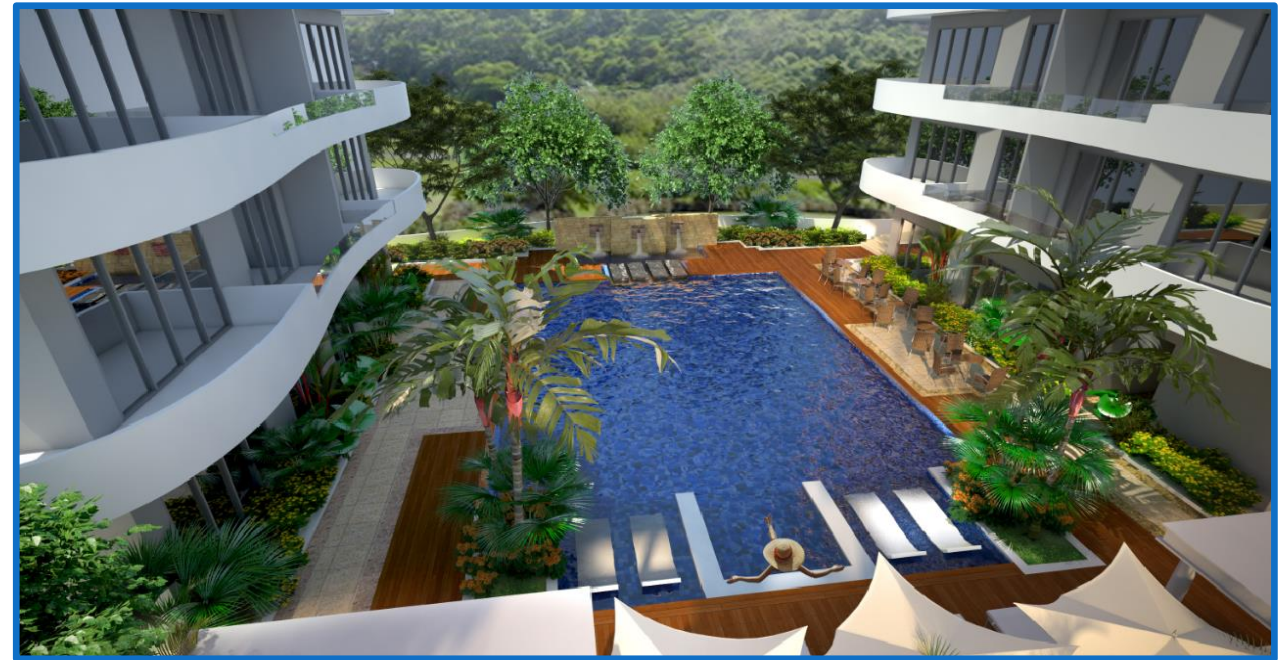


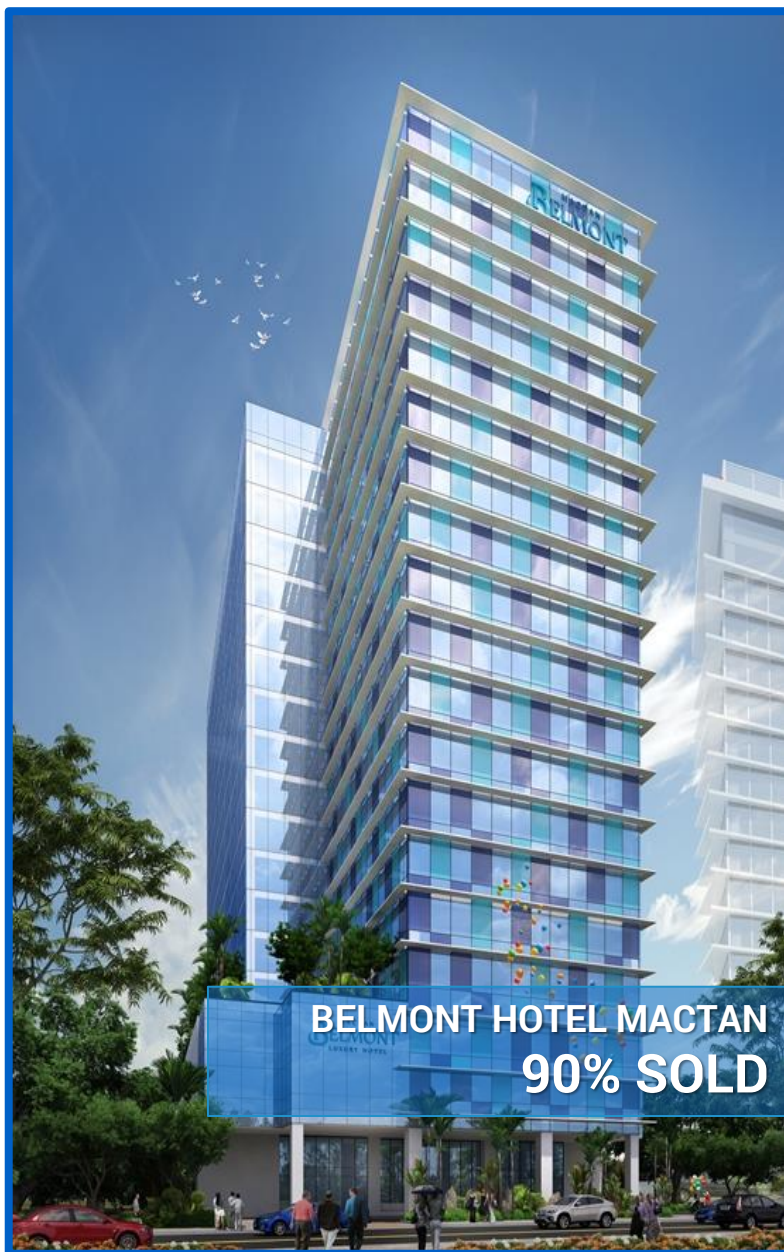
SAFE iSTAY
 MEGAWORLD Hotels
Food Delivery



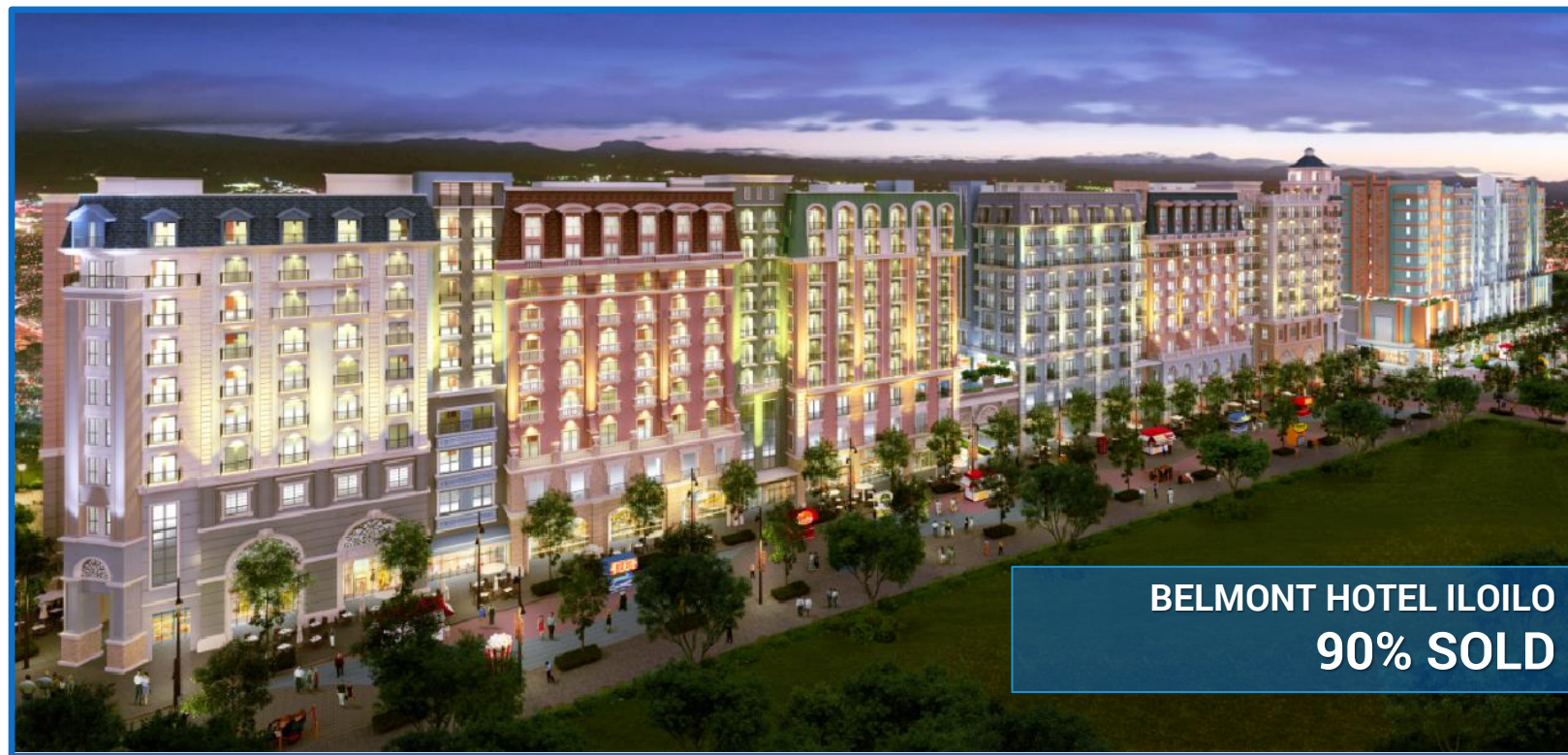


Hotel Name	Township	Room Keys
CHANCELLOR HOTEL BORACAY	Boracay Newcoast	554
BELMONT HOTEL MACTAN	The Mactan Newtown	551
GRAND WESTSIDE HOTEL	Westside City	1,530
BELMONT HOTEL ILOILO	Iloilo Business Park	405
TOTAL		3,040





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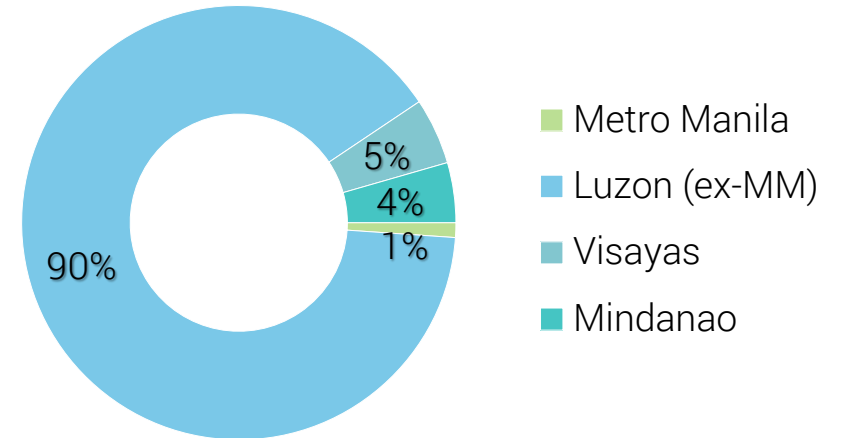


28 TOWNSHIPS (4,829 Hectares)



5,000 Hectares of Developable Land
(from 4,300 hectares in FY2020)

- Quality land sufficient to support the next 10 to 15 years of development



- Diverse source of land including directly owned land and land held through joint venture partnership



NORTHWIN GLOBAL CITY

85

Total Area (in Hectares)

P98_{bn}

CAPEX (15-20 years)

NORTHWIN GLOBAL CITY



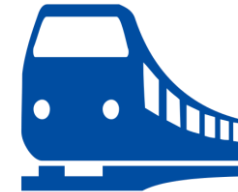
Located in Marilao-Bocaue, Bulacan, the country's **GATEWAY** to the NORTH



20 mins. from the proposed **New Manila International Airport**



Accessible via **Marilao Exit** in NLEX



Will host one of the stations of the **Manila-Clark Railway Project**

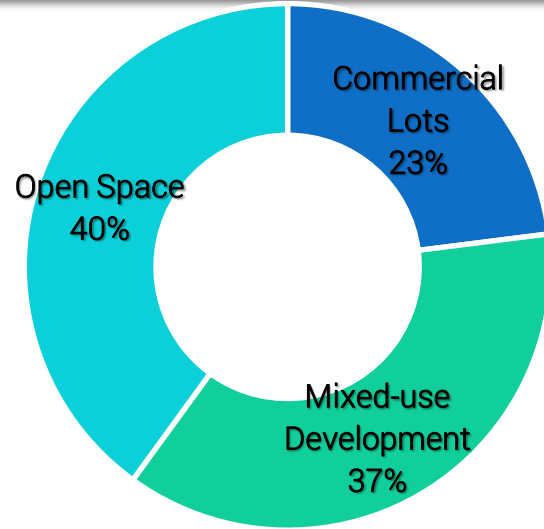


Positioned to be the **Global Business District** in Bulacan



TOWNSHIP FEATURES

- 40% of the development will be dedicated to green and open spaces
- Solar-powered and LED streetlights
- Underground cabling
- Bike lanes and intermodal transport terminal
- Storm water detention facility



NORTHWIN GLOBAL CITY

iTownships
iLive. iWork. iPlay. iConnect.



PARAGUA
COASTOWN
SAN VICENTE, PALAWAN

462

Total Area (in Hectares)

P40bn

CAPEX (10-15 years)

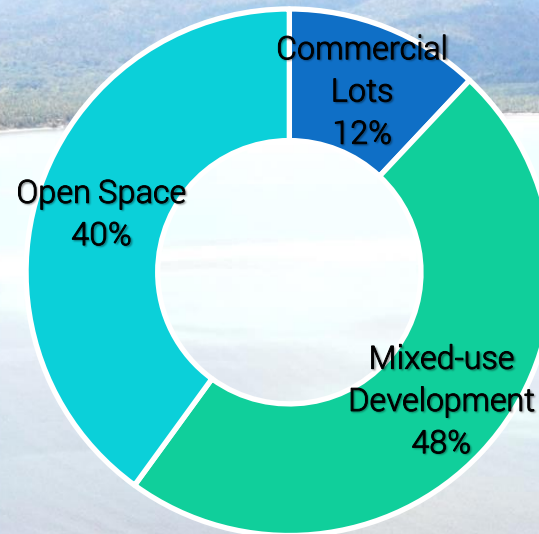
PARAGUA COASTOWN SAN VICENTE, PALAWAN



Located in
San Vicente, Palawan



Near the famous **Port Barton**
Country's longest and Southeast
Asia's 2nd longest coastline



Eco tourism community



10 to 15 minutes
away from the
San Vicente Airport

REAL ESTATE

- Real Estate Revenues grew by 102% on the back of increased construction activity.

OFFICE

- Quarterly performance affirms improved outlook in office demand.

MALLS & HOTELS

- Significant improvement in consumer confidence points to enhanced outlook for malls and hotel businesses.

TOWNSHIPS

- Launch of new townships signifies the Company's belief in the sustained recovery in the economy.



9M 2021 RESULTS

ANALYST PRESENTATION

(10 NOVEMBER 2021)



MEGAWORLD