



FULL YEAR 2021 RESULTS

ANALYST PRESENTATION

(09 MARCH 2022)



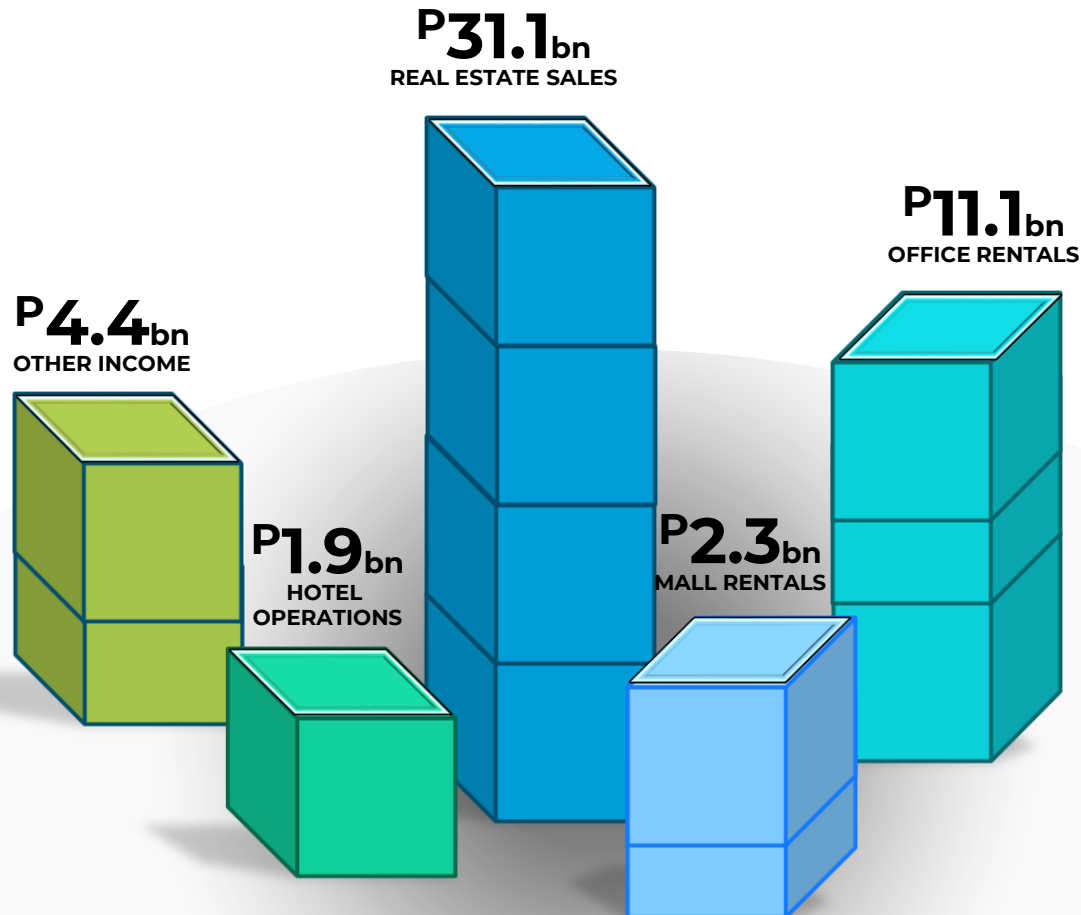
MEGAWORLD

PERFORMANCE UPDATE

In PHP Billions	QUARTERLY					ANNUAL			Remarks
	3Q21	4Q21	%Chg	4Q20	%Chg	FY21	FY20	%Chg	
REVENUES	14.5	13.9	-4%	10.1	37%	50.8	43.5	17%	Improved performance due to lower restrictions
COSTS & EXPENSES	11.2	8.1	-28%	7.6	6%	36.6	33.0	11%	FX Loss – P1.3bn
GROSS PROFIT	4.4	3.6	-19%	2.6	38%	14.3	11.1	29%	Higher project completion
EBITDA	5.4	5.7	5%	4.4	28%	20.3	18.7	9%	
NET PROFIT	3.3	5.8	77%	2.5	133%	14.4	10.6	36%	Impact of change in Income Tax (CREATE) is P2.1bn; Excluding Income tax adjustment, FY21 Net Profit up 16% YoY to P12.3bn.
ATTRIBUTABLE PROFIT	3.2	5.3	62%	2.5	114%	13.4	9.9	36%	
GROSS PROFIT MARGIN	46%	45%		45%		46%	45%		
EBITDA MARGIN	37%	41%		44%		40%	43%		Relatively stable margin
ATTRIBUTABLE PROFIT MARGIN	22%	38%		24%		26%	23%		

P50.8 BILLION

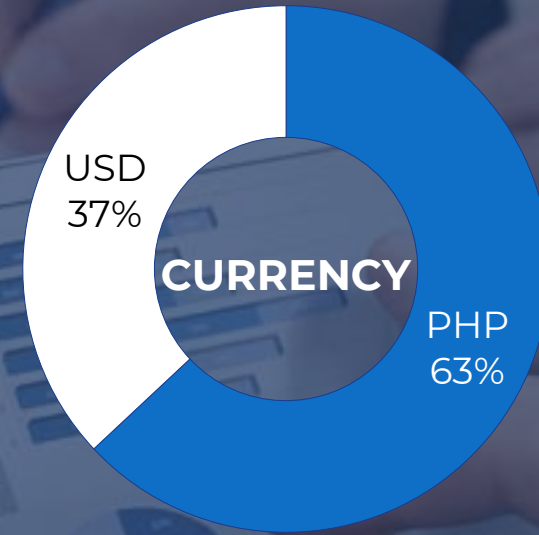
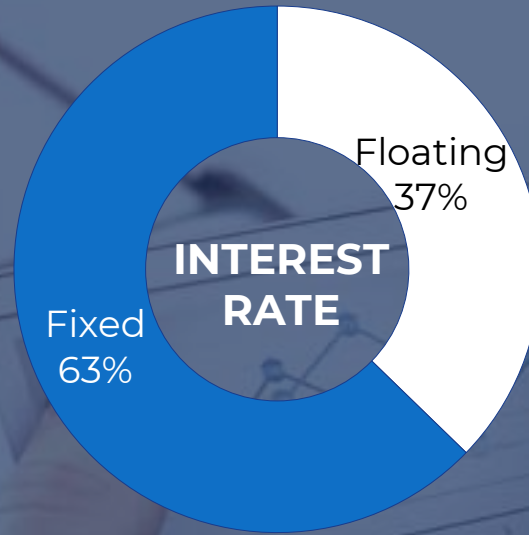
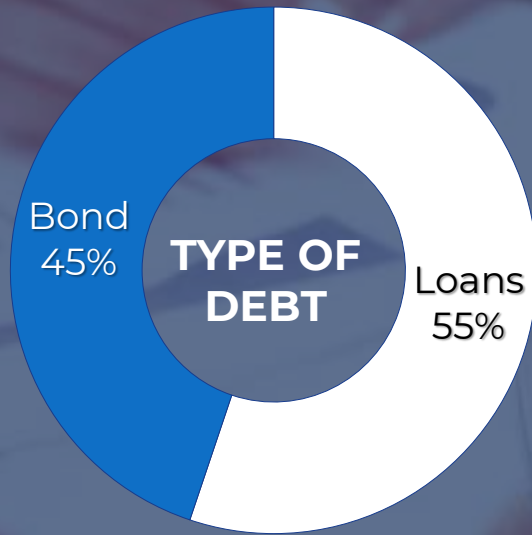
TOTAL REVENUES



- **REAL ESTATE SALES**
(↑ 25% YoY)
-Improved construction activity
- **OFFICE RENTALS**
(↑6% YoY)
-Stable occupancy rate at 90%
- **MALL RENTALS**
(↓ 10% YoY)
-Increase in foot traffic as quarantine restrictions ease
- **HOTEL OPERATIONS**
(↑30% YoY)
-Higher occupancy from quarantine services
- **OTHER INCOME**
(↑3% YoY)

P93.6 BILLION

GROSS DEBT

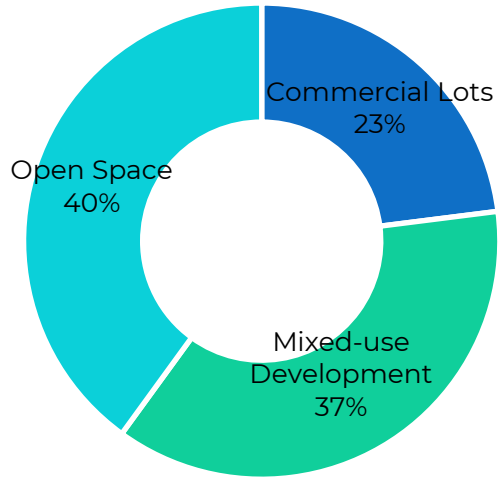


22 %
NET DEBT /EQUITY

P49.8B
NET DEBT

P38.2B
CAPEX SPENDING

NORTHWIN GLOBAL CITY



85 HECTARES
TOTAL AREA

P98bn
15-20 YR CAPEX



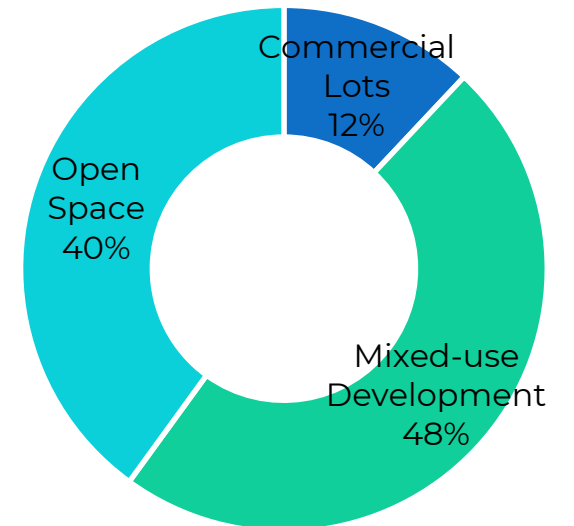


462 HECTARES

TOTAL AREA

P40bn

10-15 YR CAPEX



REAL ESTATE



Countrywoods
Twin Lakes

P31bn

REAL ESTATE SALES
(25%↑ YoY)

P80bn

RESERVATION SALES
(vs P70bn Target)

P28bn

PROJECT LAUNCHES
(vs P17.8bn Target)

St. Mark Residences
McKinley Hill

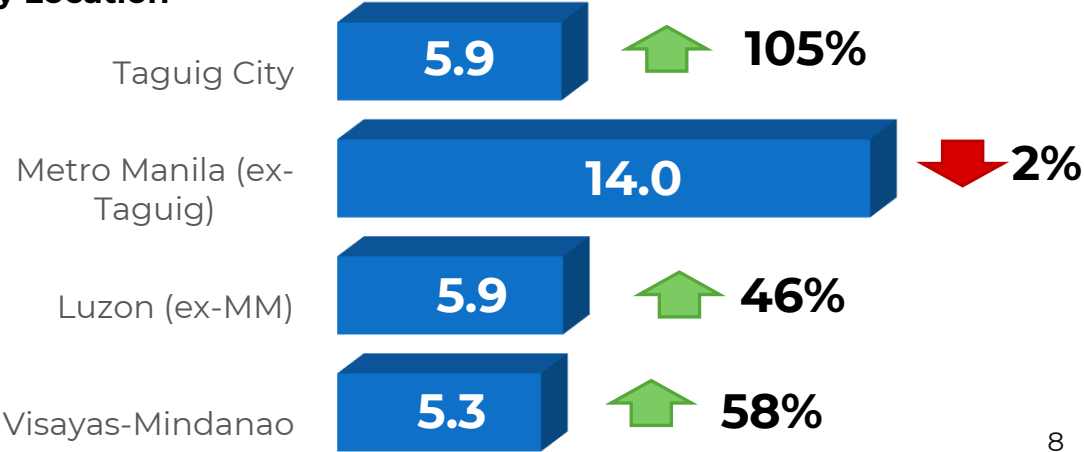


P31.1 BILLION
REAL ESTATE SALES

By Classification



By Location





P80.0 BILLION
RESERVATION SALES

68%
VERTICAL DEVELOPMENT

87%
LOCAL BUYERS

56%
METRO MANILA PROJECTS

MEGAWORLD
MAPLE GROVE
Cavite's Business District

LA CASSIA
← RESIDENCES →



P1.4 BILLION

PROJECT VALUE

P172,000

CURRENT SELLING PRICE PER SQM

87%

PERCENTAGE SOLD

JAN 2021

LAUNCH DATE

the GRAND HILL AT EASTLAND HEIGHTS

P590 MILLION

PROJECT VALUE

P22,000

CURRENT SELLING PRICE PER SQM

100%

PERCENTAGE SOLD

JAN 2021

LAUNCH DATE

P2.6 BILLION

PROJECT VALUE

P68,000 (↑ 5%)

CURRENT SELLING PRICE PER SQM

65%

PERCENTAGE SOLD

MAR 2021

LAUNCH DATE



ARDEN WESTPARK VILLAGE

P2.3 BILLION

PROJECT VALUE

P33,000

CURRENT SELLING PRICE PER SQM

89%

PERCENTAGE SOLD

MAY 2021

LAUNCH DATE





Commercial Lots
(Rodeo Drive)

P580 MILLION

PROJECT VALUE

P190,000 (↑6%)

CURRENT SELLING PRICE PER SQM

100%

PERCENTAGE SOLD

AUG 2021

LAUNCH DATE



EXPANSION

P670 MILLION

PROJECT VALUE

P80,000

CURRENT SELLING PRICE PER SQM

97%

PERCENTAGE SOLD

AUG 2021

LAUNCH DATE

ALABANG WEST



PARK MCKINLEY WEST TOWER D

P8.1 BILLION

PROJECT VALUE

P290,000

CURRENT SELLING PRICE PER SQM

38%

PERCENTAGE SOLD

SEP 2021

LAUNCH DATE

P2.2 BILLION

PROJECT VALUE

P121,000

CURRENT SELLING PRICE PER SQM

76%

PERCENTAGE SOLD

NOV 2021

LAUNCH DATE

NORTHWIN GLOBAL CITY

**Northwin Main Street
Commercial Lots**

NORTHWIN GLOBAL CITY Northwin Main Street Shophouse Lots

P4.0 BILLION

PROJECT VALUE

P107,000

CURRENT SELLING PRICE PER SQM

33%

PERCENTAGE SOLD

NOV 2021

LAUNCH DATE

PARAGUA

COASTOWN
SAN VICENTE, PALAWAN

Porto Hotel District

P1.7 BILLION

PROJECT VALUE

P53,000

CURRENT SELLING PRICE PER SQM

12%

PERCENTAGE SOLD

DEC 2021

LAUNCH DATE

PARAGUA
COASTOWN
SAN VICENTE, PALAWAN

**Mercato
Shophouse District**

P3.3 BILLION

PROJECT VALUE

P42,000

CURRENT SELLING PRICE PER SQM

85%

PERCENTAGE SOLD

DEC 2021

LAUNCH DATE

OFFICES



P11.1bn

OFFICE RENTALS

1.4m

OFFICE GLA (sqm)

90%

OCCUPANCY RATE

236K sqm

total transactions

108K sqm

new leases

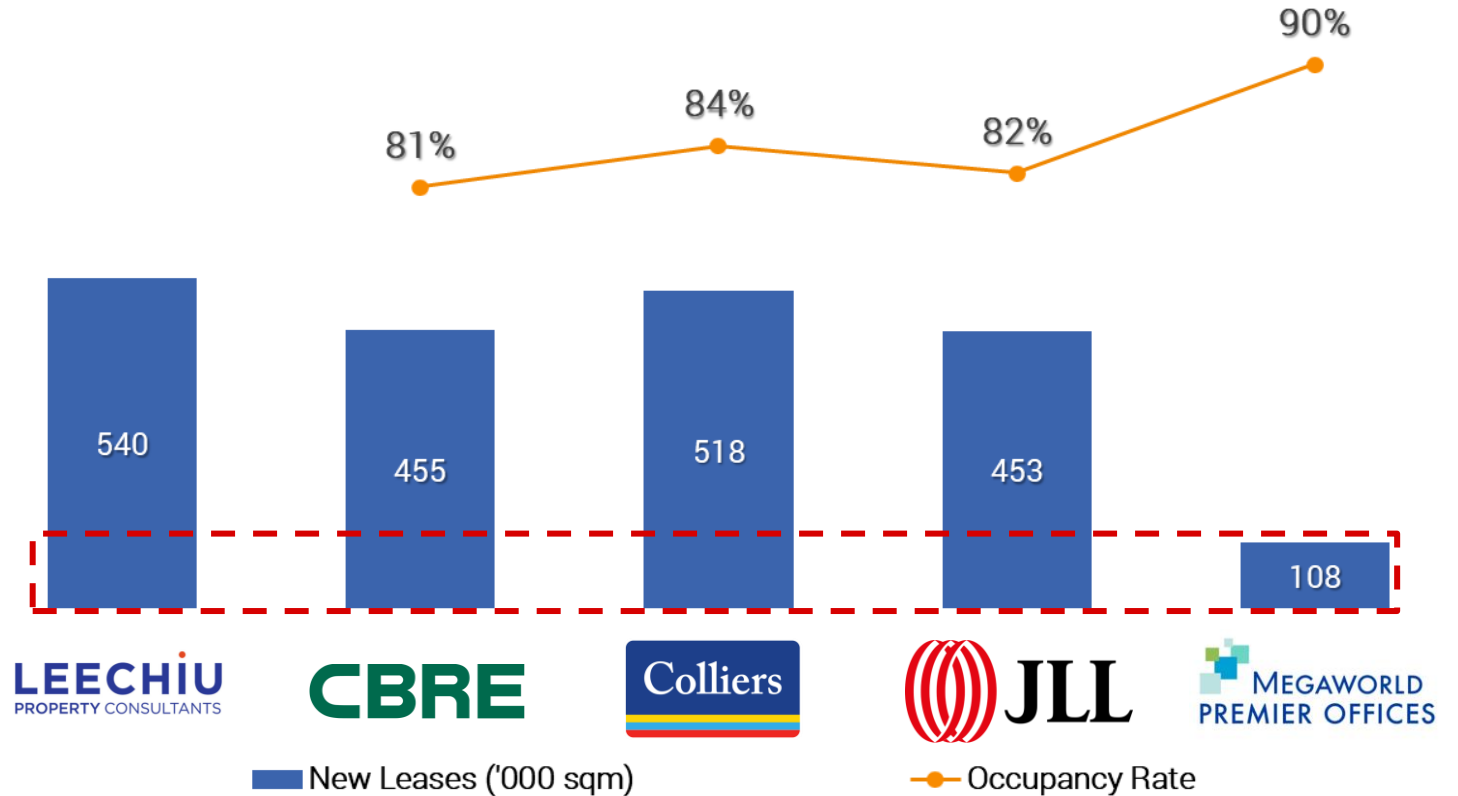
24%

of total new leases in the market

67%

of new leases are from expansion

New Leases (FY 2021) and Occupancy Rate



NO. 1 UPPER EAST AVENUE

THE UPPER EAST | BACOLOD CITY

2022

COMPLETION YEAR

8,600 SQM

GROSS LEASABLE AREA



INTERNATIONAL FINANCE CENTER

UPTOWN BONIFACIO | TAGUIG CITY

2024

COMPLETION YEAR

69,000 SQM

GROSS LEASABLE AREA

28%

PRE-LEASING COMMITMENT

ENTERPRISE 1 & 2

ILOILO BUSINESS PARK | ILOILO CITY

2024-2025

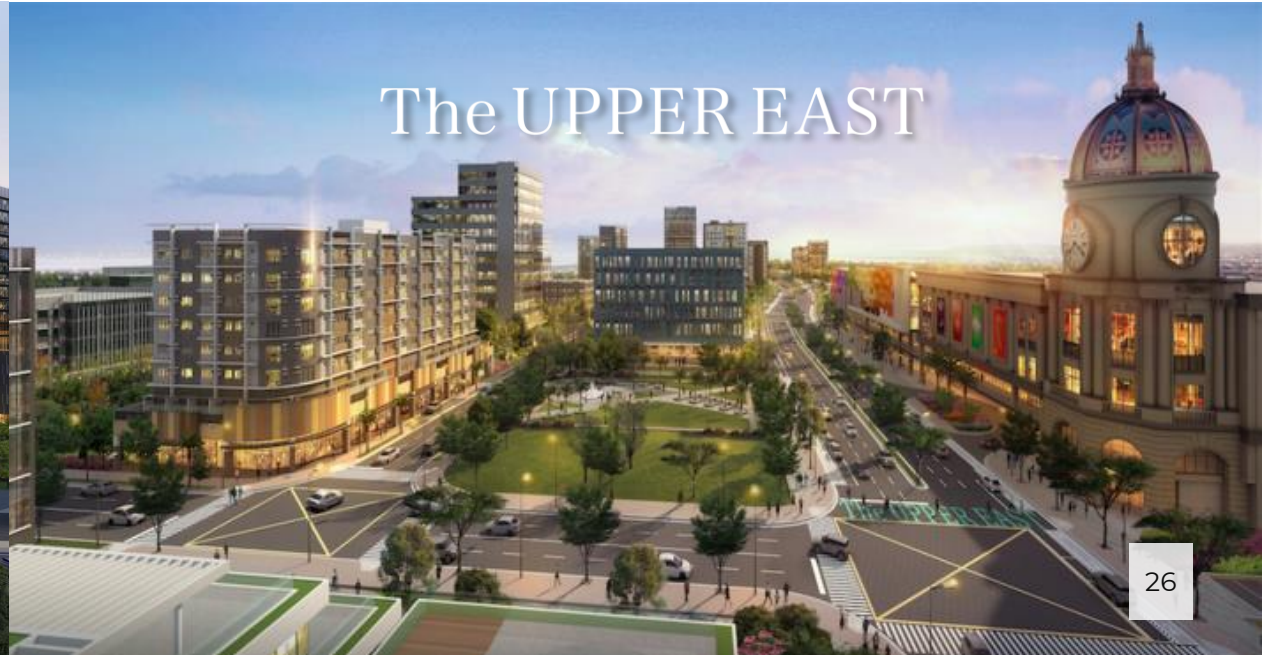
COMPLETION YEAR

66,000 SQM

GROSS LEASABLE AREA



OFFICES UNDER PLANNING PHASE



LIFESTYLE MALLS



P2.3_{bn}

MALL RENTALS

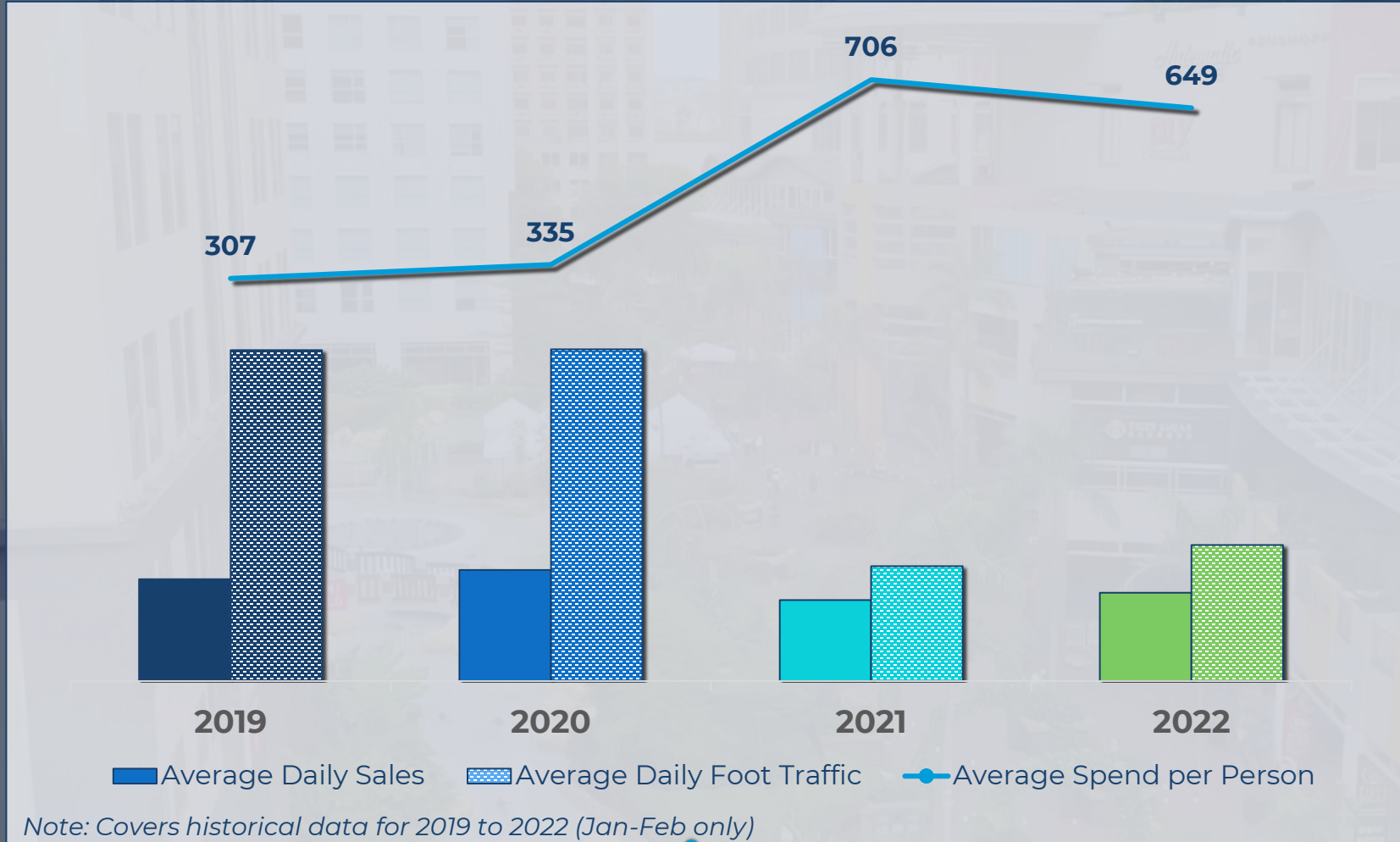
462_k

MALL GLA (sqm)

87%

OCCUPANCY RATE

IMPROVING RETAIL PERFORMANCE



58% ▼
AVERAGE DAILY FOOT TRAFFIC
(vs PRE-PANDEMIC)

14% ▼
AVERAGE DAILY SALES
(vs PRE-PANDEMIC)

Eastwood City

GOVERNMENT OFF-SITE OFFICES



McKINLEY HILL



NEWPORT CITY

GOVERNMENT OFF-SITE OFFICES



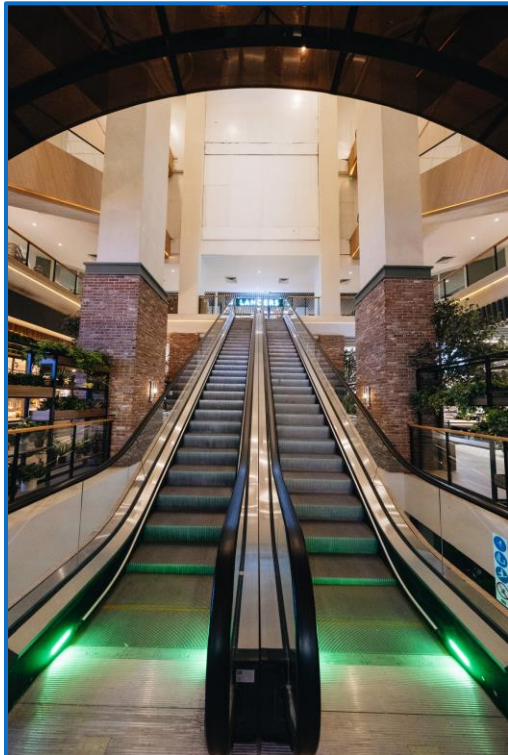
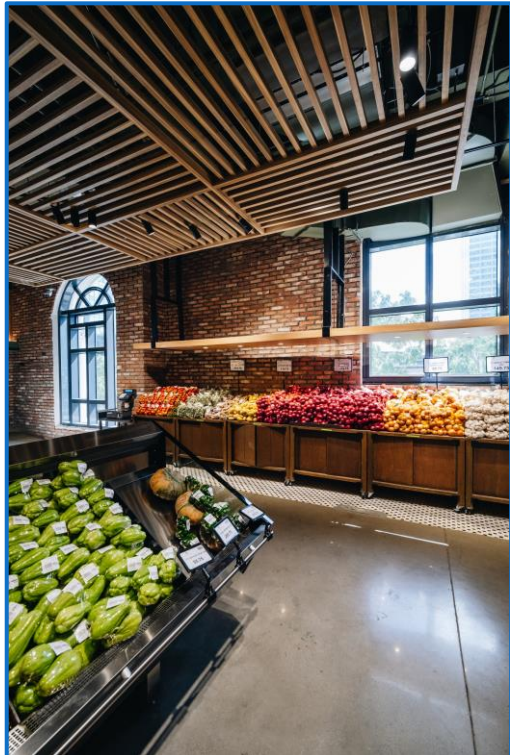
NEWPORT CITY



NEW STORE OPENING



LANDERS
SUPERSTORE



HOTELS



P1.9^{bn}

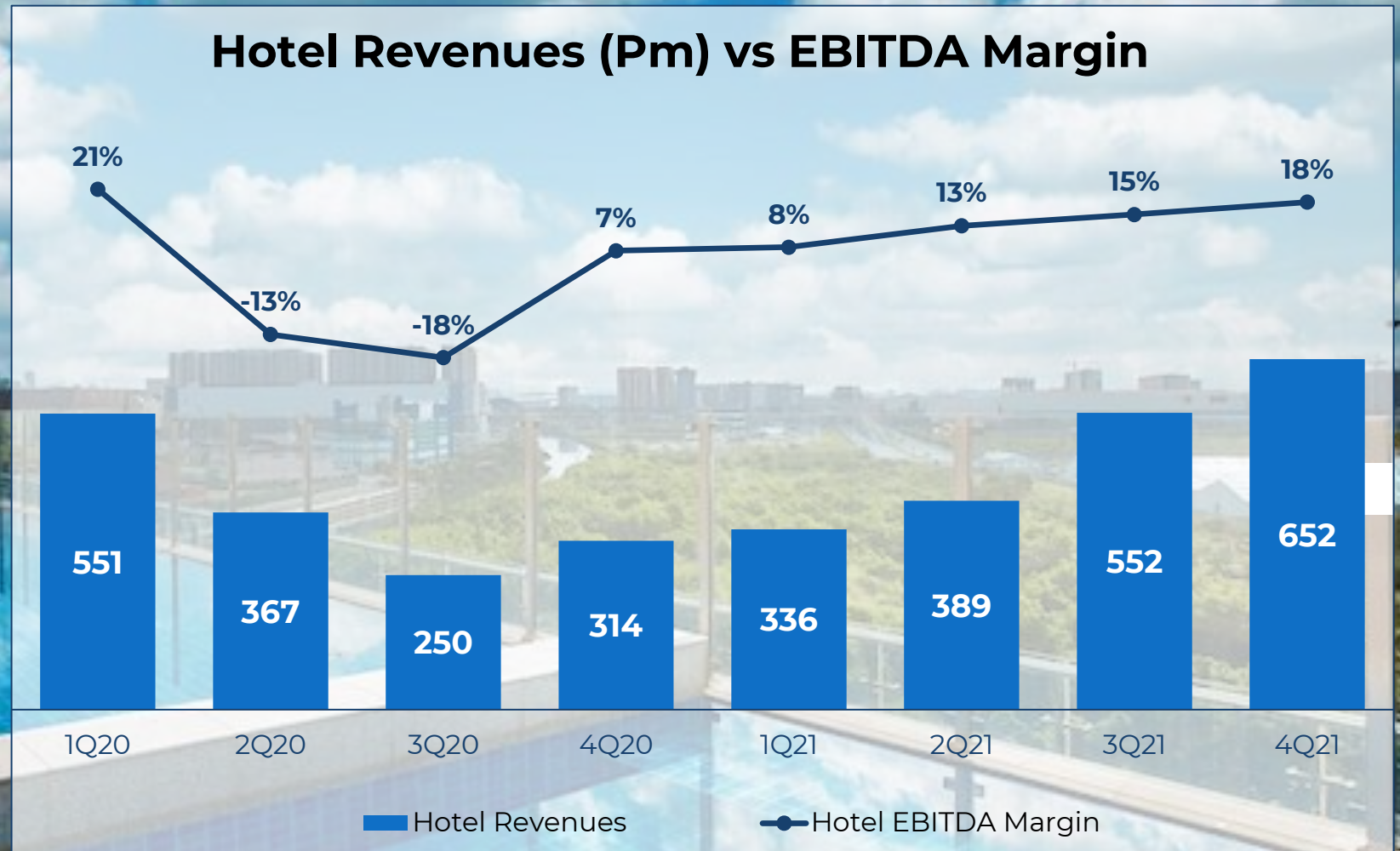
HOTEL REVENUES

4,163

HOTEL ROOM KEYS

84%

OCCUPANCY RATE
(METRO MANILA)



SOON TO OPEN



551
ROOMS

**BELMONT HOTEL
MACTAN**

2022
Mactan Newtown,
Cebu



554
ROOMS

**CHANCELLOR HOTEL
BORACAY NEWCOAST**

2022
Boracay Newcoast



1,530
ROOMS

**GRAND WESTSIDE
HOTEL**

2023
West Side City

KEY TAKEAWAYS

REAL ESTATE

- The Group expects the continued improvement of real estate revenues on the back of the increase in construction activities.

OFFICE

- Office rentals breached P11bn for the first time on the back of continued implementation of rent escalation.

MALLS

- Lower restrictions resulted in immediate boost in foot traffic and tenant sales.

HOTELS

- Expect hotel recovery to continue in line with improving outlook for leisure and MICE activities.

TOWNSHIPS

- Launch of new townships signifies the Company's commitment to be a part of the country's economic recovery.



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