



MEGAWORLD

FY 2022

RESULTS BRIEFING

FINANCIAL UPDATE

PERFORMANCE UPDATE

In PHP Billions			QoQ		YoY		FY	
	4Q22	3Q22	% Chg	4Q21	% Chg	FY22	FY21	% Chg
REVENUES	17.1	15.0	14%	13.9	23%	59.5	50.8	17%
COSTS & EXPENSES	11.4	12.1	-6%	8.1	40%	44.2	36.4	21%
EBITDA	7.5	6.6	13%	6.3	19%	26.4	21.6	22%
NET PROFIT	5.7	3.0	93%	5.8	-1%	15.4	14.4	7%
ATTRIBUTABLE PROFIT	5.1	2.5	102%	5.3	-4%	13.5	13.4	<1%
GROSS PROFIT MARGIN	51%	50%		45%		50%	46%	
EBITDA MARGIN*	44%	44%		45%		44%	43%	
ATTRIBUTABLE PROFIT MARGIN	29%	17%		38%		23%	26%	

Double-digit YoY topline growth across all business segments driven mainly by resurgence in economic activity with increased mobility.

Full year profitability weighed down by FX losses

Excluding tax adjustment in 2021, attributable profit would have increased by 19%

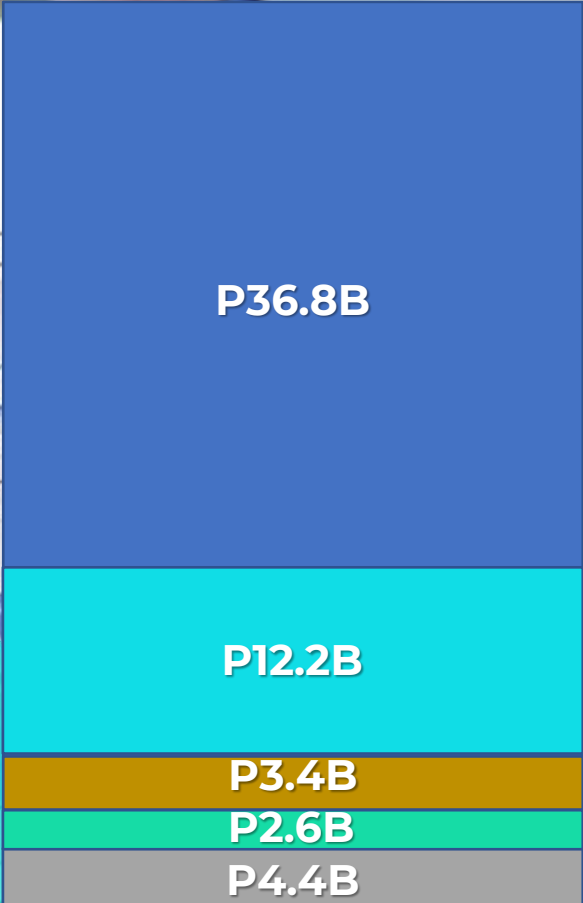
*Excluding FX losses

REVENUE BREAKDOWN

P59.5B

TOTAL REVENUES 17%

- REAL ESTATE SALES** 18%
 Improved construction activity, higher completion rate
- OFFICE RENTALS** 11%
 Growing transactions from BPOs/ traditional, improving occupancy
- MALL RENTALS** 51%
 Increased mall spending and removal of rental concessions
- HOTEL OPERATIONS** 35%
 Sharp pick up in domestic tourism, MICE activities
- OTHER INCOME** 1%



STRONG BALANCE SHEET

P94.5 BILLION

GROSS DEBT

P66.8B

NET DEBT

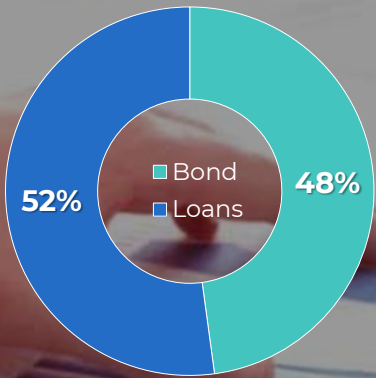
28%

NET DEBT / EQUITY

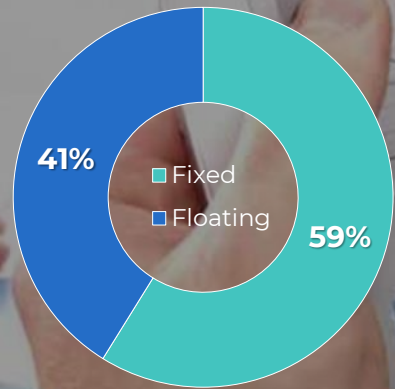
P46B

CAPEX SPENDING

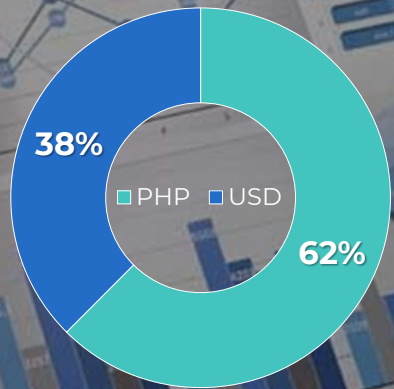
TYPE OF DEBT



INTEREST RATE



CURRENCY





OPERATIONAL UPDATE

REAL ESTATE

P36.8B

REAL ESTATE SALES

↑18% YoY

P118.9B

RESERVATION SALES

vs P110B FY2022 Target

P45B

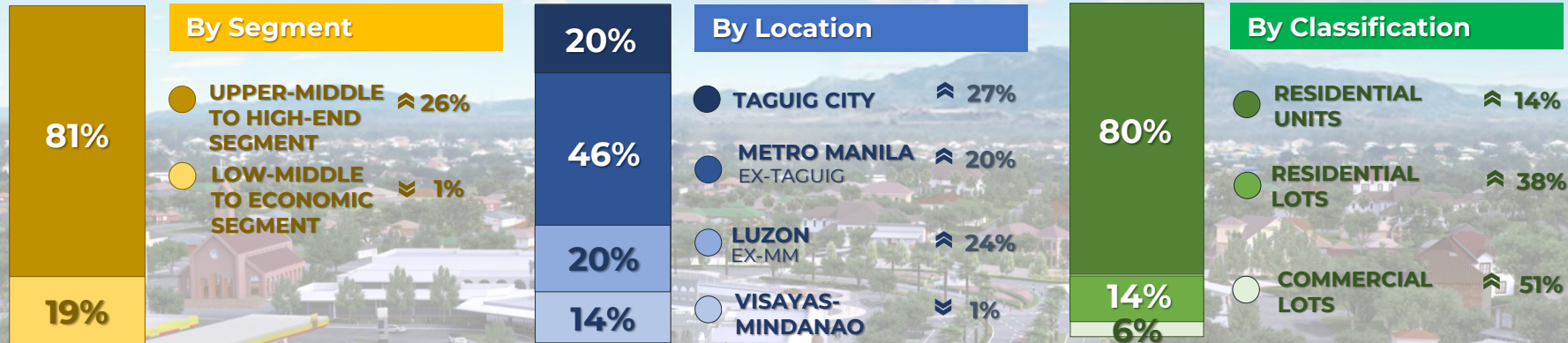
PROJECT LAUNCHES

vs P35B FY2022 Target

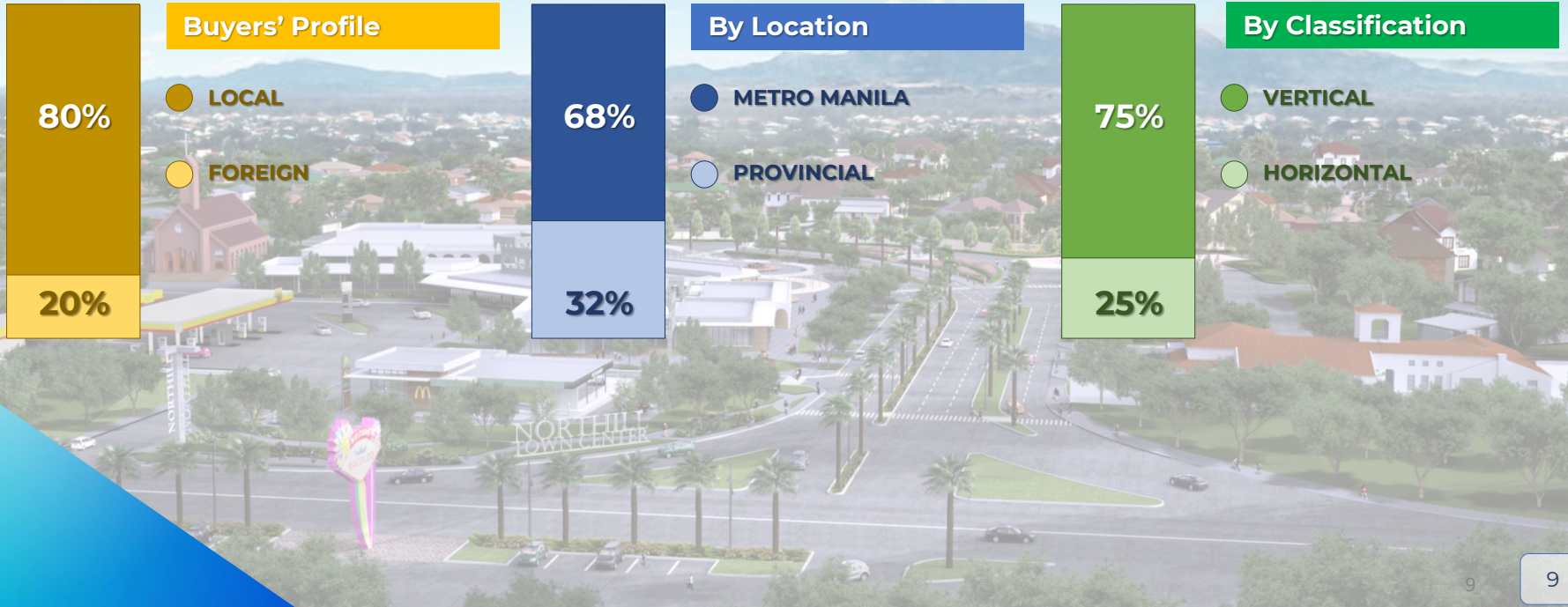


P36.8 BILLION

REAL ESTATE SALES

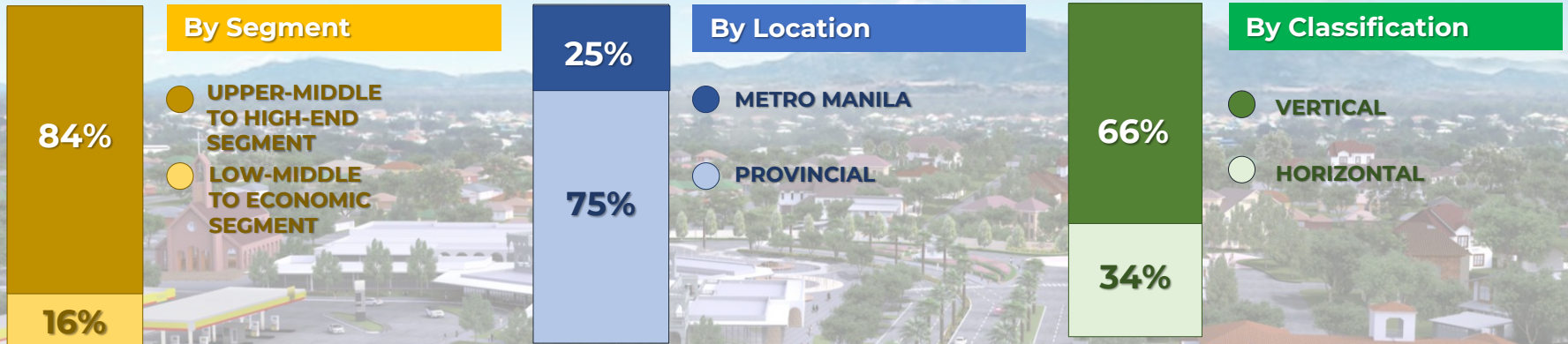


P118.9 BILLION RESERVATION SALES



P45.0 BILLION

PROJECT LAUNCHES



Q4 2022 LAUNCHES

ONE CROWN SUITES

 WINFORD RESORT, MANILA

P3.0 BILLION

SALEABLE AREA



Q4 2022 LAUNCHES

VION WEST

 MAKATI CITY

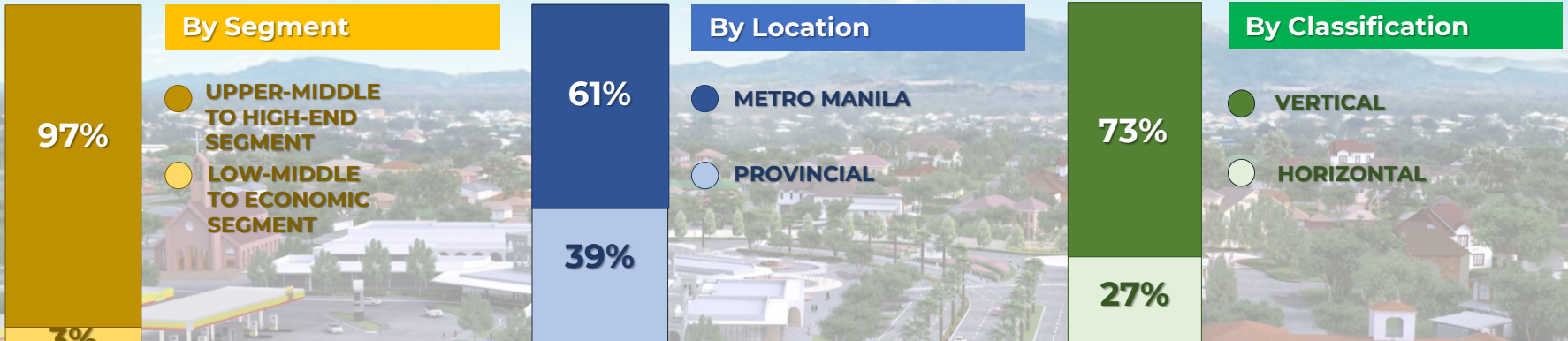
P3.2 BILLION

SALEABLE AREA



P57 BILLION

COMPLETED PROJECTS





PREMIER OFFICES

OFFICE RENTALS

↑11% YoY

P12B

OFFICE GLA

SQM

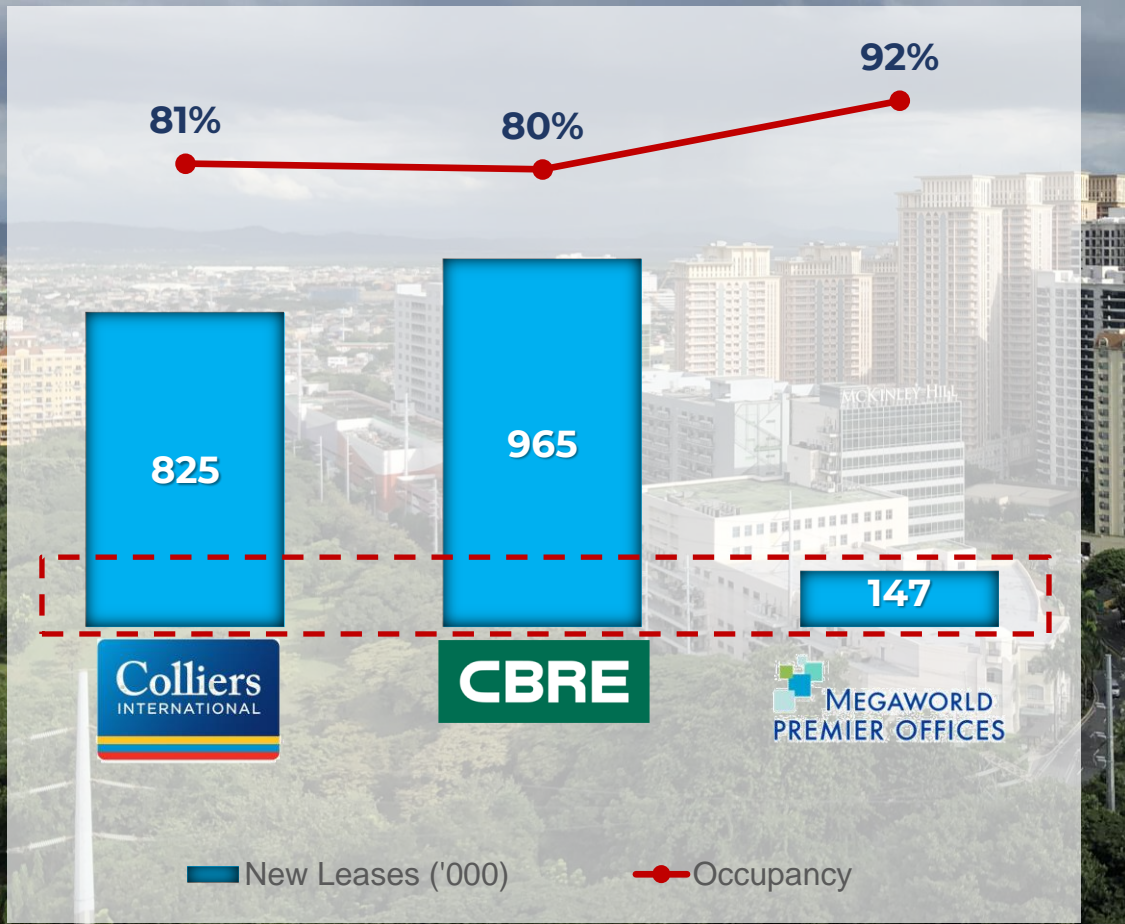
1.4M

OCCUPANCY RATE

vs 90% in 2021

92%

NEW LEASES vs OCCUPANCY



Total closed transactions reached **258,000 sqm, 9%** higher than same period last year.

57% of the transactions closed as of FY2022 are new leases.

Megaworld Premier Offices captured up to **18%** of the reported **new leases** in the market.

*From FY2022 Brokers report and disclosures

OFFICE PORTFOLIO



74%
BPO
OFFICE



18%
TRADITIONAL
OFFICE

3.1 YRS
weighted average
lease expiry



5%
POGO
OFFICE



3%
SERVICED
OFFICE

91%
renewal
rate

COMPLETED OFFICE PROJECT



**FESTIVE WALK
BUSINESS HUB**

6,900
gross leasable area
(sqm)

GREEN AND SUSTAINABLE



17 LEED-CERTIFIED BUILDINGS



6 IMMUNE-CERTIFIED BUILDINGS



LIFESTYLE MALLS

P3.4B

MALL RENTALS

↑51% YoY

484

MALLS GLA

'000 SQM

90%

OCCUPANCY RATE

vs 87% in 2021



TWIN LAKES

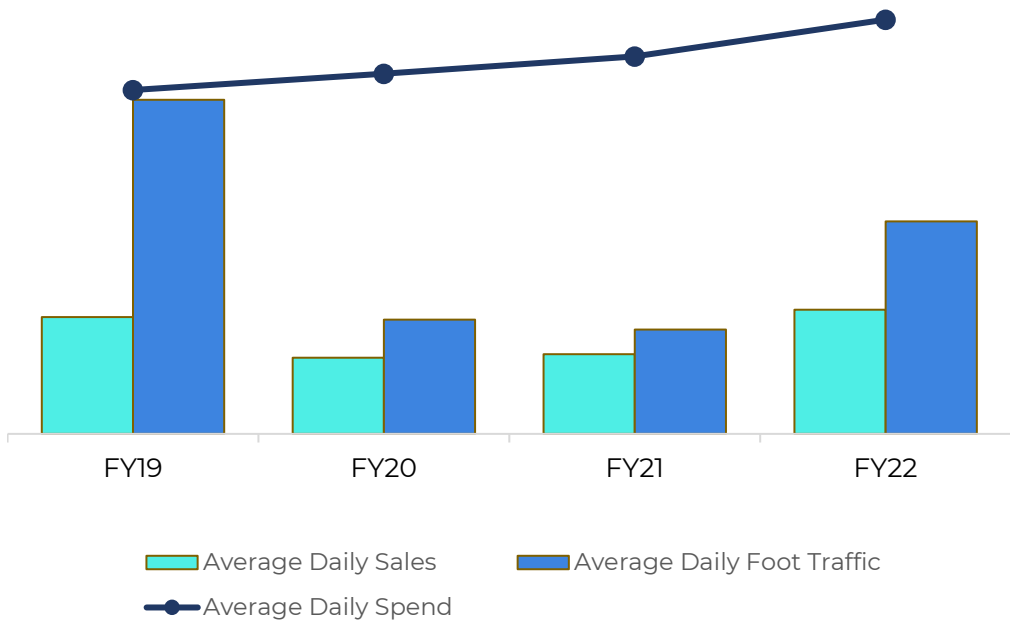
IMPROVING RETAIL PERFORMANCE

P527

AVERAGE DAILY SPEND
(**▲2%** vs 2021)

171,000

AVERAGE DAILY FOOT TRAFFIC
(**▲105%** vs 2021)



Mall revenues improved as daily spend reach higher than 2019

Supermarkets and entertainment lead the growth of tenant sales

Total tenant sales is now **106%** of pre-pandemic

COMPLETED RETAIL SPACE

MCKINLEY WHISKY PARK

5,200

gross leasable area (sqm)



COMPLETED RETAIL SPACE



ARCOVIA TRANSPO HUB

16,600
gross leasable area
(sqm)



HOTELS & RESORTS

HOTEL REVENUES | **P2.6B**
↑35% YoY

ROOM KEYS | **4,713**

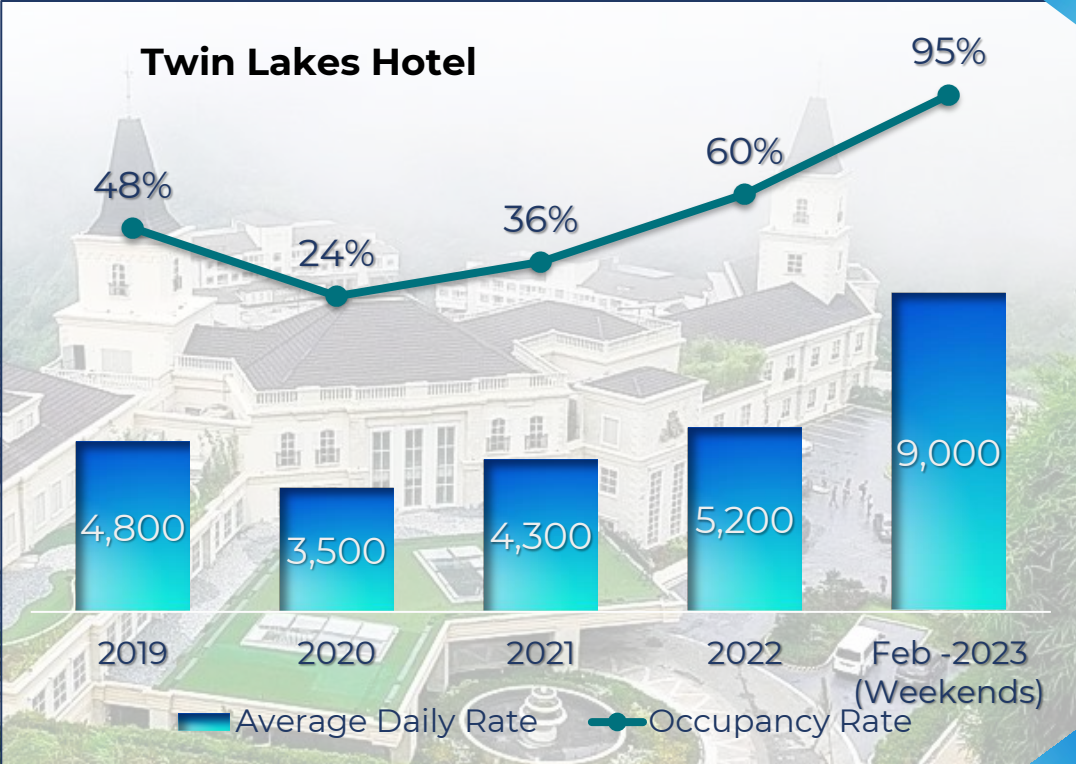
OCCUPANCY RATE | **64%**
vs 61% in 2021 (Metro Manila)

IMPROVING ROOM RATES

Effective pricing strategies allowed for almost doubling of average daily rates vs pre-pandemic level

Intentional brand building efforts lead to improved occupancy rates.

Easing of restrictions and resumption of MICE activities also contributing factor in Improved performance



NEWLY-OPENED HOTEL

BELMONT HOTEL MACTAN

📍 THE MACTAN NEWTOWN, CEBU

550 | ROOM KEYS

P4,800 | ROOM RATE
per Night



OTHER HOTEL SERVICES

FUNCTION ROOMS & CONVENTION CENTER

3,800 | seating
capacity

48 | function rooms &
convention center

BORACAY NEWCOAST CONVENTION CENTER





TOWNSHIP UPDATE

TOWNSHIP LAUNCHES

30

townships

5,172

hectares



**WINFORD
RESORTS**

3 hectares

**SHERWOOD
HILLS**

340 hectares





11.5

land bank (hectares)

1996

Launched Year

**Old textile
mills factory**

**First
“live-work-play”
community**

**Birthplace of
the BPO industry in the
Philippines.**



RESIDENTIAL

HOTELS

OFFICES

RETAIL

18.5

land bank (hectares)

9,000

completed units across
23 residential towers

236,000

office leasable space across
11 PEZA-accredited buildings

64,000

retail leasable space covering
3 malls and various retail spaces

138

hotel room keys and function
rooms with 500 seats max



RESIDENTIAL

HOTELS

OFFICES

RETAIL

130,000

total population enjoying the Complete Living Experience of a Township

35,000

residents with decent homes

64,000

office workers earning an average of P40,000/month

30,500

Mall visitors provided with easy access on essential goods

500

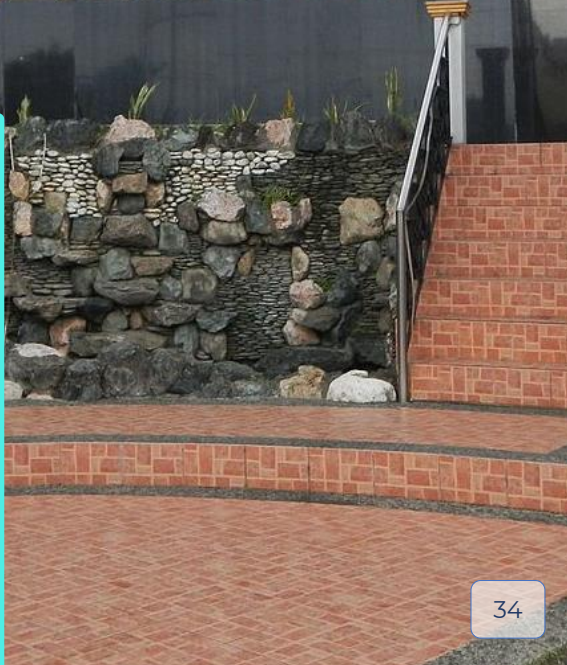
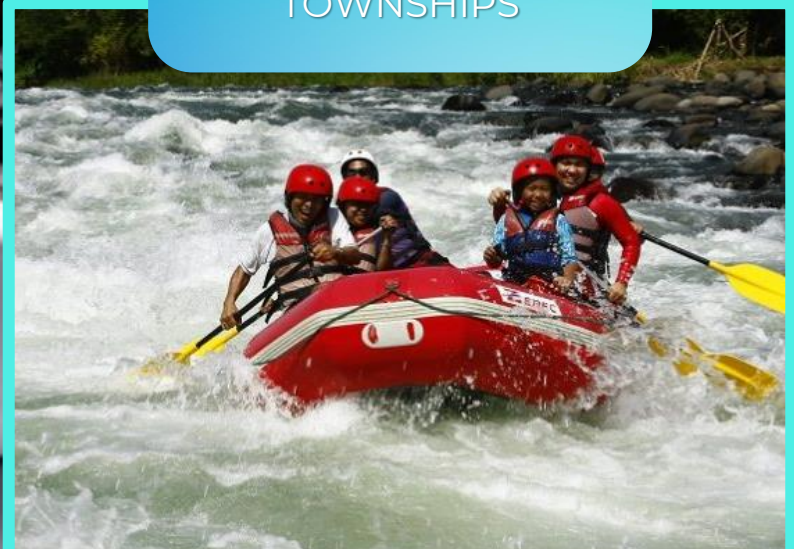
Hotel guests served in our homegrown hotel



2023 AND BEYOND



3
TOWNSHIPS



P55B

CAPEX BUDGET

P60B

PROJECT LAUNCHES

P130B

RESERVATION SALES

OFFICE PIPELINE

207,200

gross leasable area (sqm)

PROJECT NAME	TOWNSHIP	GLA	YR
No. 1 Upper East	The Upper East, Bacolod City	8,600	2023
International Finance Center	Uptown Bonifacio, Taguig City	69,000	2024
Enterprise 1 & 2	Iloilo Business Park, Iloilo City	66,600	2024 -2025
Pasudeco 1	The Capital Town, Pampanga	8,600	2025
Two McWest	McKinley West, Taguig City	54,400	2025 -2026

MALLS PIPELINE

159,500

gross leasable area (sqm)

PROJECT NAME	TOWNSHIP	GLA (sqm)	YR
D' Olive	Eastland Heights, Antipolo City	5,400	2023
Davao Whisky Park	Davao Park District, Davao City	3,000	2023
Park McKinley West	McKinley West, Taguig City	7,000	2023
Boracay Newcoast Beachwalk	Boracay Newcoast, Aklan	31,500	2025
The Capital Mall	The Capital Town, Pampanga	32,200	2025
Maple Grove Commercial	Maple Grove, Cavite	31,700	2025
Highland Mall and Park	Highlands City, Cainta Rizal	35,000	2026
Upper East Mall	The Upper East, Bacolod City	13,700	2026

HOTELS PIPELINE

3,159
room keys

PROJECT NAME	TOWNSHIP	ROOMS	YR
Chancellor Hotel Boracay	Boracay Newcoast, Aklan	554	2023
Grand Westside Hotel	Westside City, Parañaque City	1,530	2023
Belmont Hotel Iloilo	Iloilo Business Park, Iloilo City	405	2026
Kingsford Hotel Bacolod	The Upper East, Bacolod City	208	2028
Savoy Hotel Palawan	Paragua Coastown, Palawan	462	2028

KEY TAKEAWAYS

- REAL ESTATE**
Renewed demand for residential units exceeded our targets in 2022.
- OFFICES**
Continued growth momentum as occupancy rate increase YoY
- LIFESTYLE MALLS**
Surge in rental income driven by increase in operational tenants, fixed rent component and tenant sales.
- HOTELS**
Hotel revenues already recovered to pre-pandemic levels.

OUTLOOK

- REAL ESTATE**
Continued improvement of real estate revenues is expected on the back of the increase in construction activities.
- OFFICES**
Stable occupancy and continued rent escalations despite the challenges in the office segment.
- LIFESTYLE MALLS**
Mall rent is expected to exceed pre-pandemic revenues on the back of higher occupancy and full rent collection.
- HOTELS**
Expect hotel growth to continue in line with improving outlook for leisure and MICE activities



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