



MEGAWORLD

BUILDING A SUSTAINABLE



FULL YEAR 2020 RESULTS

ANALYST PRESENTATION

(16 April 2021)

FINANCIAL HIGHLIGHTS

P43.5bn

TOTAL REVENUES



P18.7bn

EBITDA



P9.9bn

ATTRIBUTABLE
NET PROFIT



P85.9bn

GROSS DEBT



P45.7bn

NET DEBT



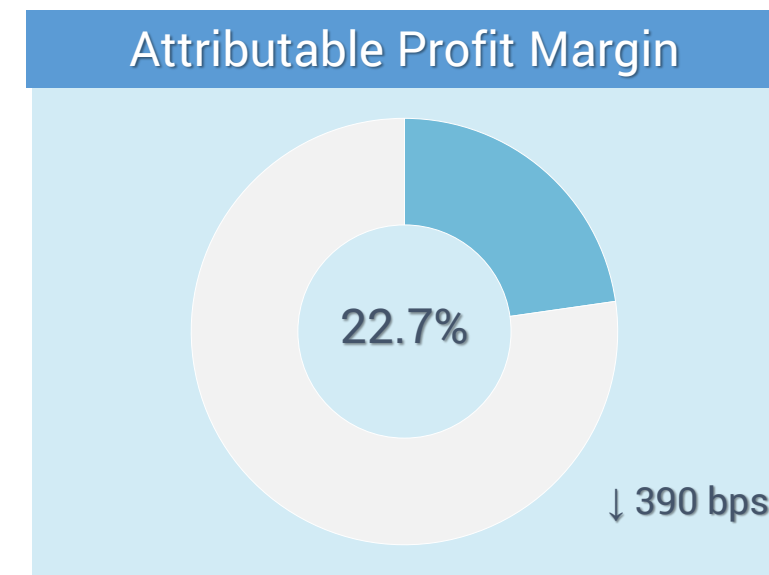
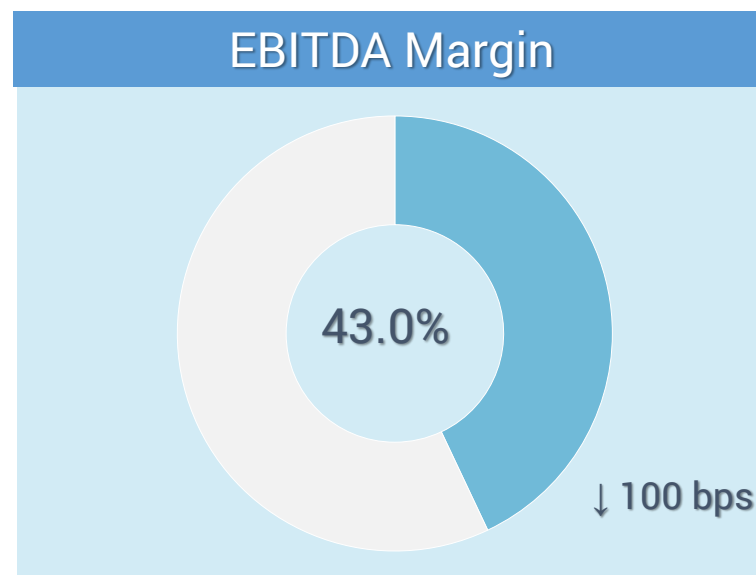
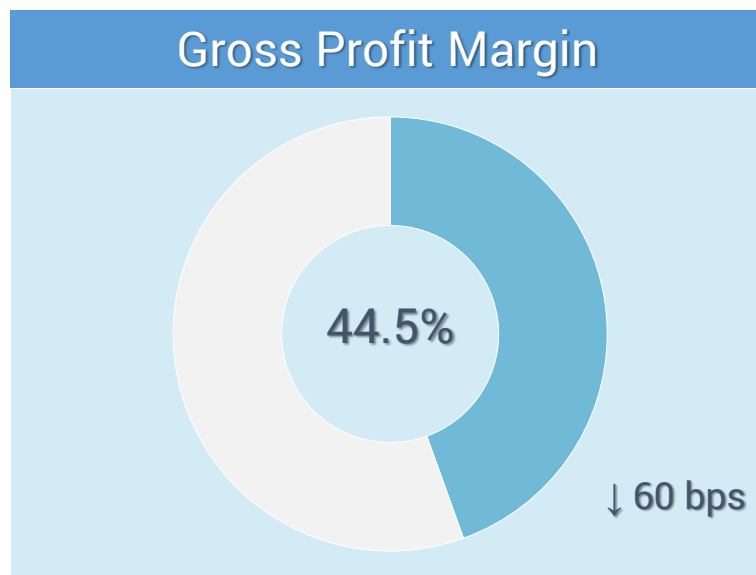
P27.9bn

CAPEX SPENDING

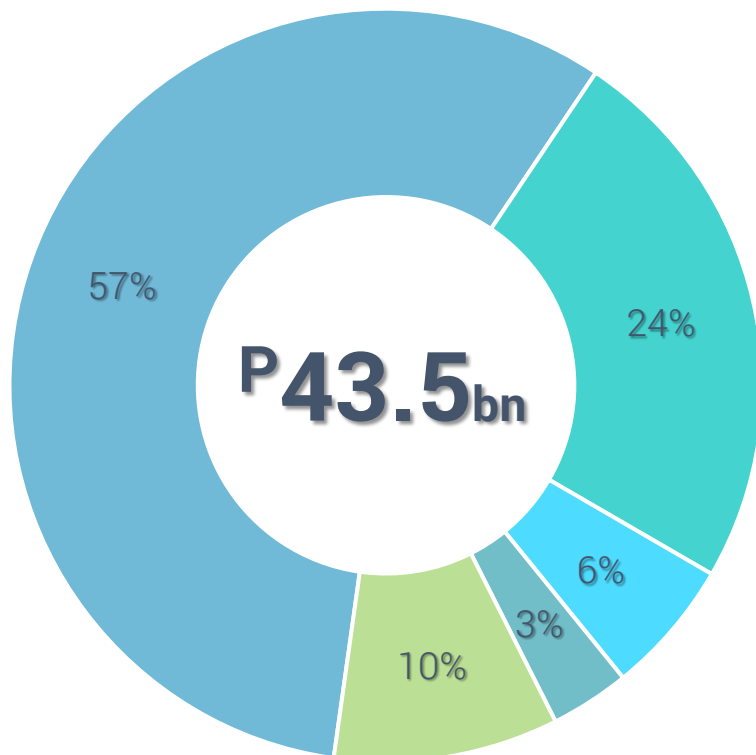


PERFORMANCE UPDATE

| | 2020 | 2019 | % | Remarks |
|---------------------|------|------|------|---|
| REVENUES | 43.5 | 67.3 | -35% | Construction Delays |
| COSTS & EXPENSES | 32.9 | 48.0 | -32% | Lower overhead + cost management initiatives |
| EBITDA | 18.7 | 29.6 | -37% | Office segment cushioned the impact of the quarantine |
| NET PROFIT | 10.6 | 19.3 | -45% | Maintained profitability despite weaker revenues |
| ATTRIBUTABLE PROFIT | 9.9 | 17.9 | -45% | |



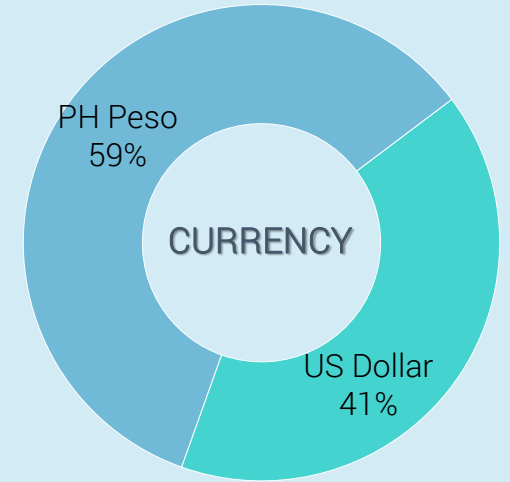
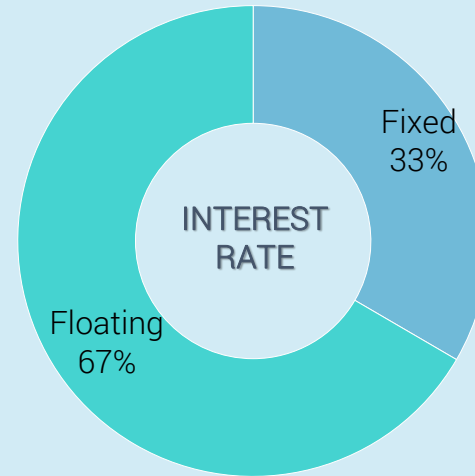
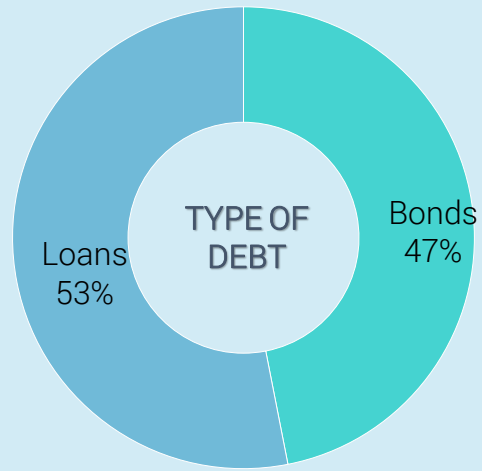
TOTAL REVENUES



- Real Estate ■ Office ■ Malls
- Hotels ■ Others

| | 2020 | 2019 | % | Remarks |
|--------------|-------------|-------------|-------------|---|
| Real estate | 24.9 | 42.6 | -42% | Limitations on construction activity |
| Office | 10.4 | 10.5 | -1% | Continuous BPO operations; Longer fit-out period due to limited construction activity |
| Malls | 2.5 | 6.3 | -60% | Limited mall operations due to quarantine restrictions |
| Hotels | 1.5 | 2.5 | -42% | Travel restrictions weighed down on resort hotels |
| Others | 4.2 | 5.4 | -22% | |
| TOTAL | 43.5 | 67.3 | -35% | |

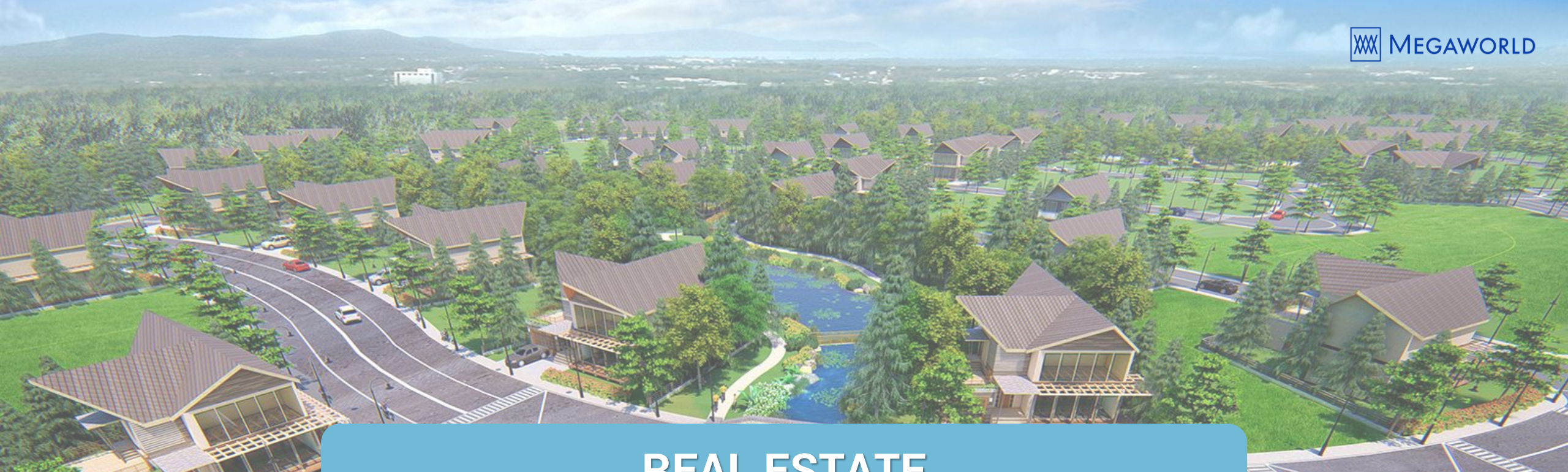
P85.9bn
GROSS DEBT



P45.7bn
NET DEBT

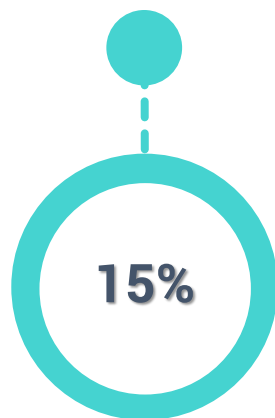
22%
NET DEBT/EQUITY

P27.9bn
CAPEX SPENDING



REAL ESTATE

**FOREIGN
SALES (%)**



**LAUNCHES
(Pbn)**



**LAUNCHES
(SQM)**



**RESERVATION
SALES (Pbn)**

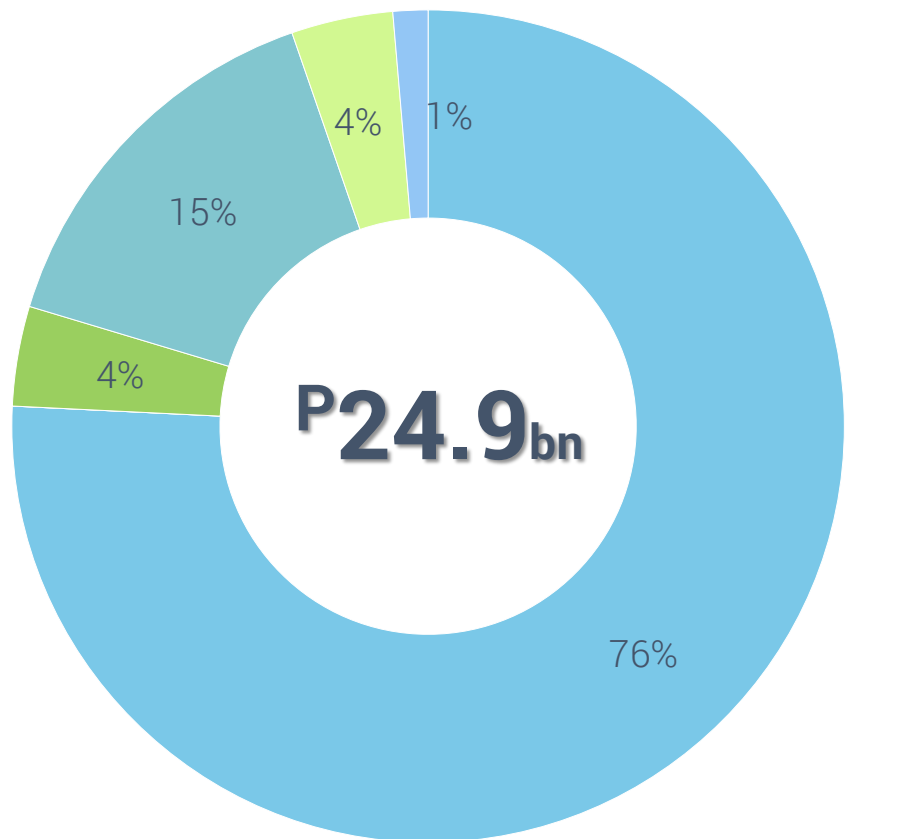


**COMPLETED
(SQM)**

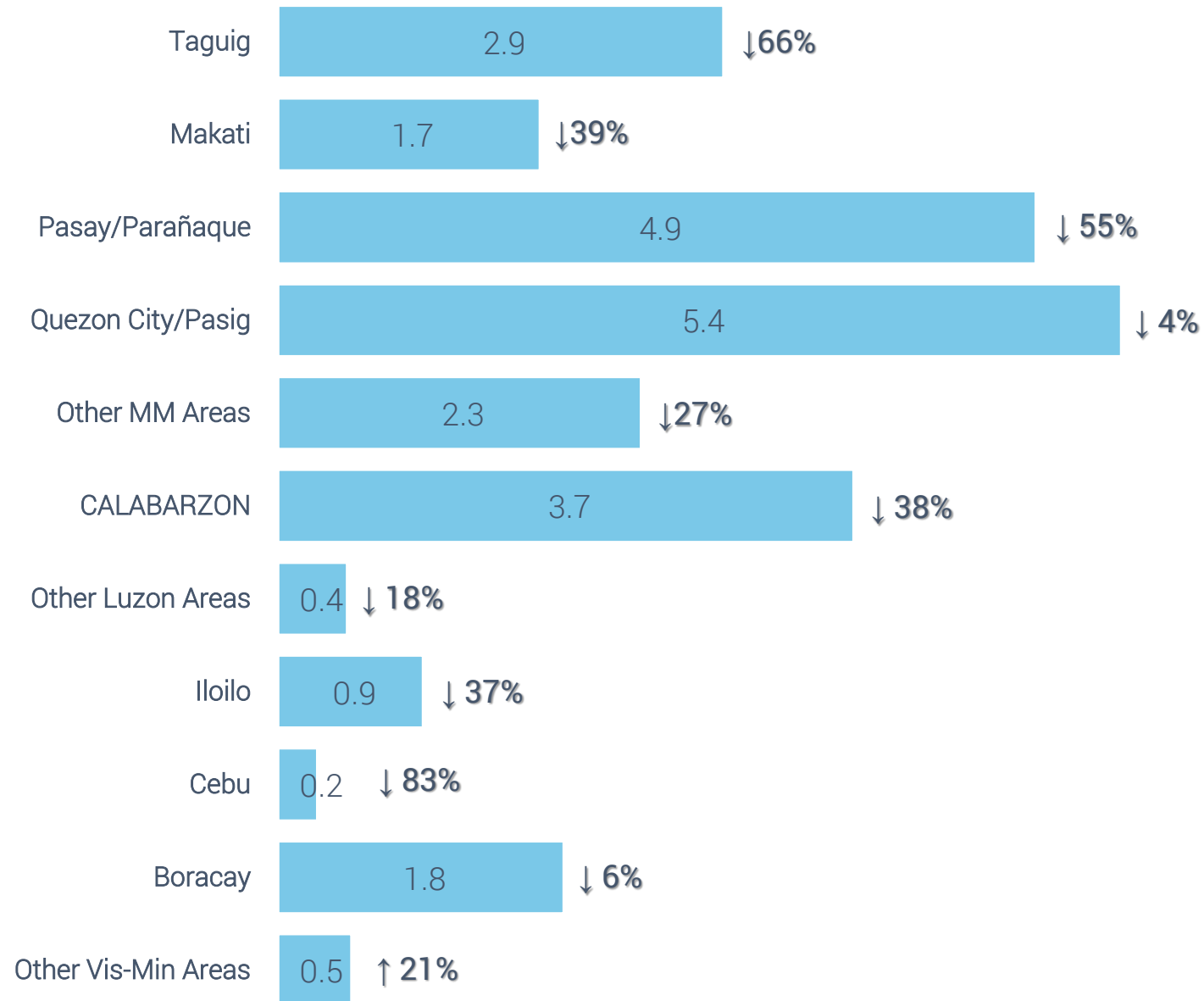


REAL ESTATE SALES MIX

By Classification

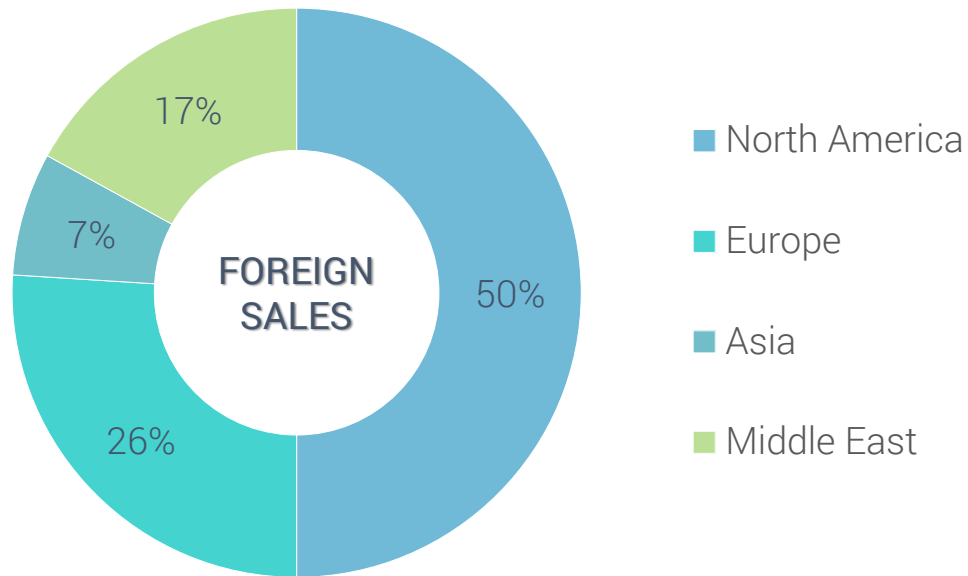
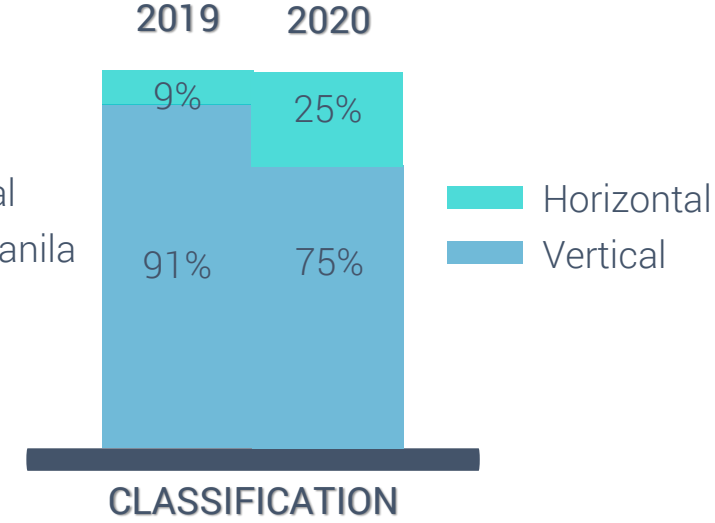
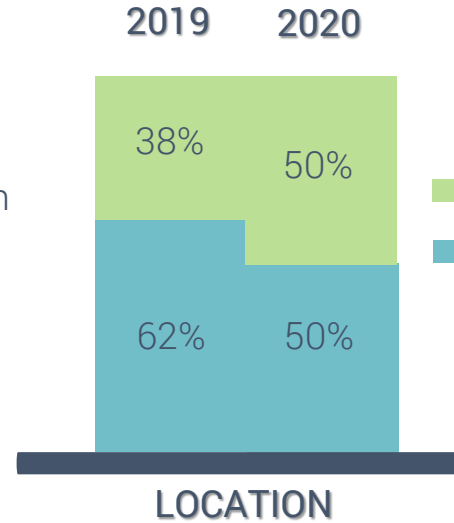
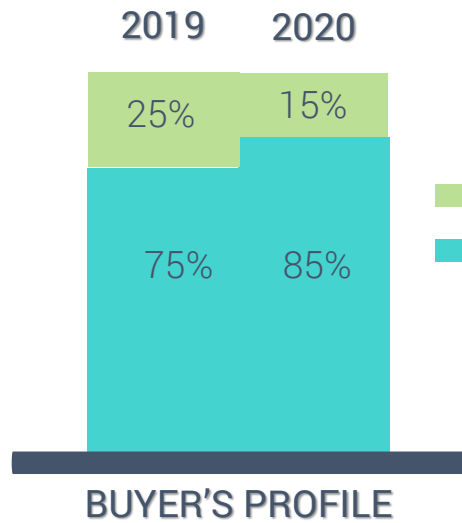


- Residential Units
- Condotels
- Residential Lots
- Commercial Lots
- Industrial Lot



RESERVATION SALES

P68.1bn
RESERVATION SALES



ARDEN BOTANICAL VILLAGE

MEG's first upscale residential village in Cavite rakes in P3bn in sales only 7 months after launch, and has been **SOLD OUT** in 2Q20.

PROJECT LAUNCHES (P7.8bn) - % Sold

Bryant Parklane NW (P1bn)
Capital Town | 1Q2020



90%

One Manhattan (P1.6bn)
The Upper East | 3Q2020



56%

Lakefront Esplanade (P300m)
Hamptons Caliraya | 3Q2020



100%

Arcadia Tower 2 (P3.4bn)
Highland City | 1Q2020



47%

The Pinnacle NW (P1.5bn)
Iloilo Business Park | 3Q2020



47%

COMPLETED PROJECTS



Uptown Ritz Residences | 87% Sold
Uptown Bonifacio



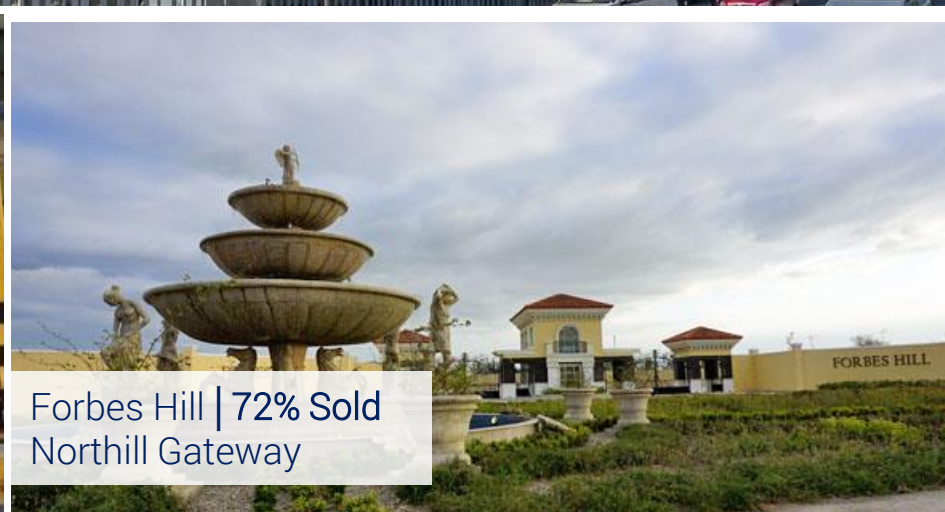
St. Moritz Private Estate – Cluster 2 | 77% Sold
McKinley West



Noble Place | 100% Sold
Lucky Chinatown



Greenbelt Hamilton 2 | 100% Sold
Makati City



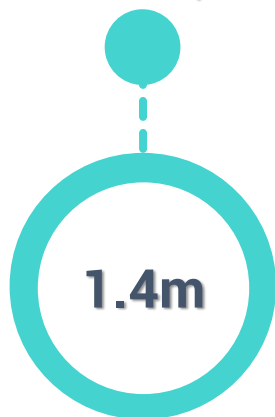
Forbes Hill | 72% Sold
Northhill Gateway



Lucerne @ DLJ | 99% Sold
Twin Lakes

MEGAWORLD PREMIER OFFICES

OFFICE
PORTFOLIO (SQM)



OCCUPANCY
RATE (%)



COMPLETED
SPACE (SQM)



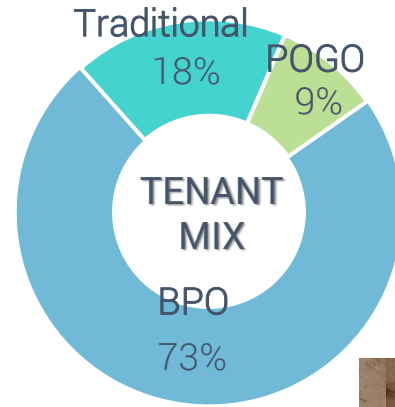
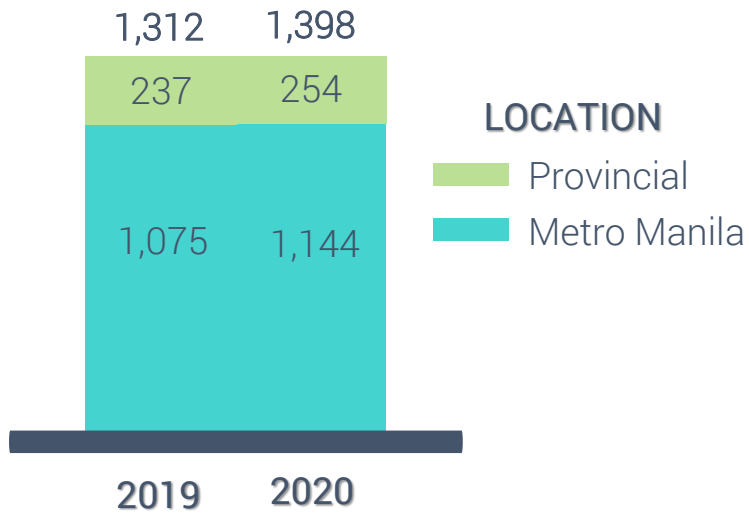
NEW LEASES
(SQM)



RENEWALS
(SQM)



OFFICE PORTFOLIO (SQM)



Two Fintech Place | 17.6k sqm
Iloilo Business Park



Worldwide Plaza | 69k sqm
Uptown Bonifacio



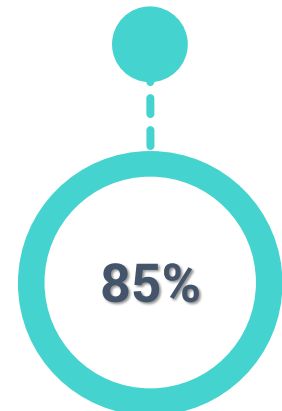


MEGAWORLD LIFESTYLE MALLS

**RETAIL
PORTFOLIO (SQM)**



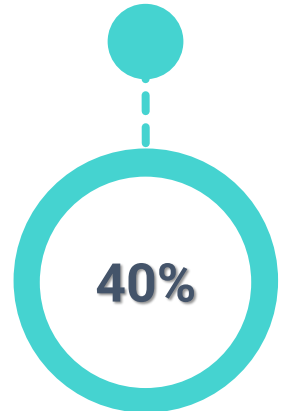
**OCCUPANCY
RATE (%)**



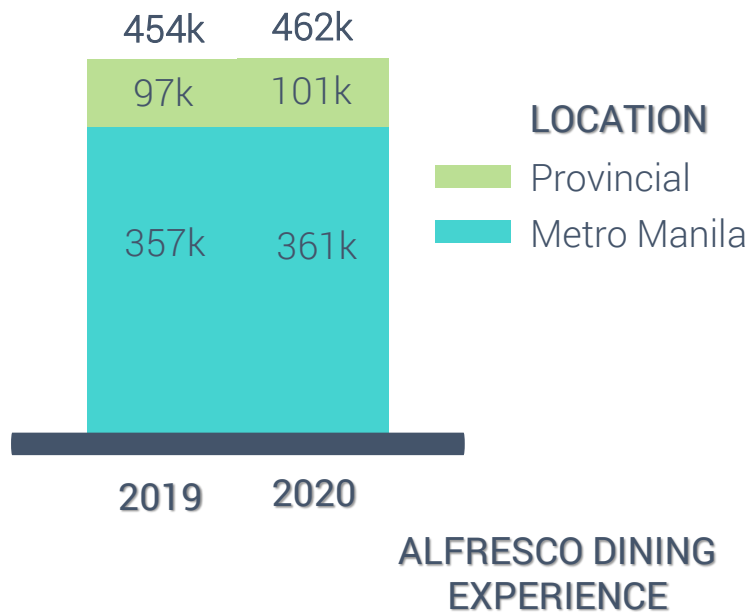
**COMPLETED
SPACE (SQM)**



**FOOD &
BEVERAGE (%)**



RETAIL PORTFOLIO (GLA)





MEGAWORLD HOTELS

HOTEL PORTFOLIO
(KEYS)



IN-CITY HOTELS
(KEYS)

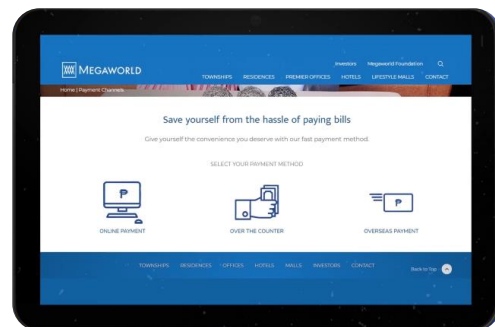


RESORT HOTELS
(KEYS)



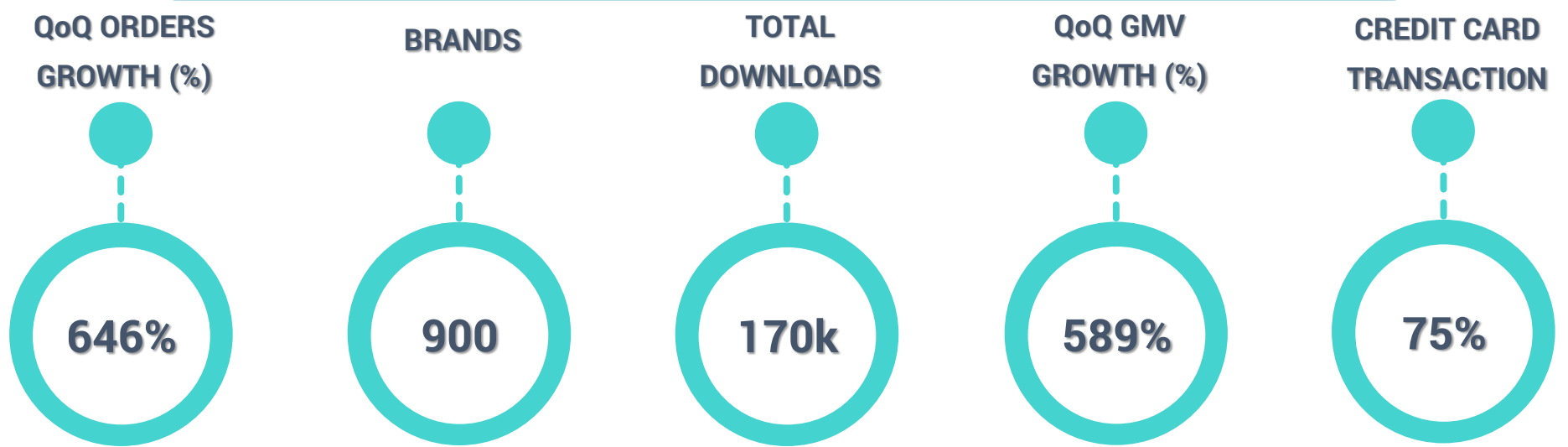
COMMITMENT TO DIGITALIZATION

AGILE DIGITAL VENTURES, INC.



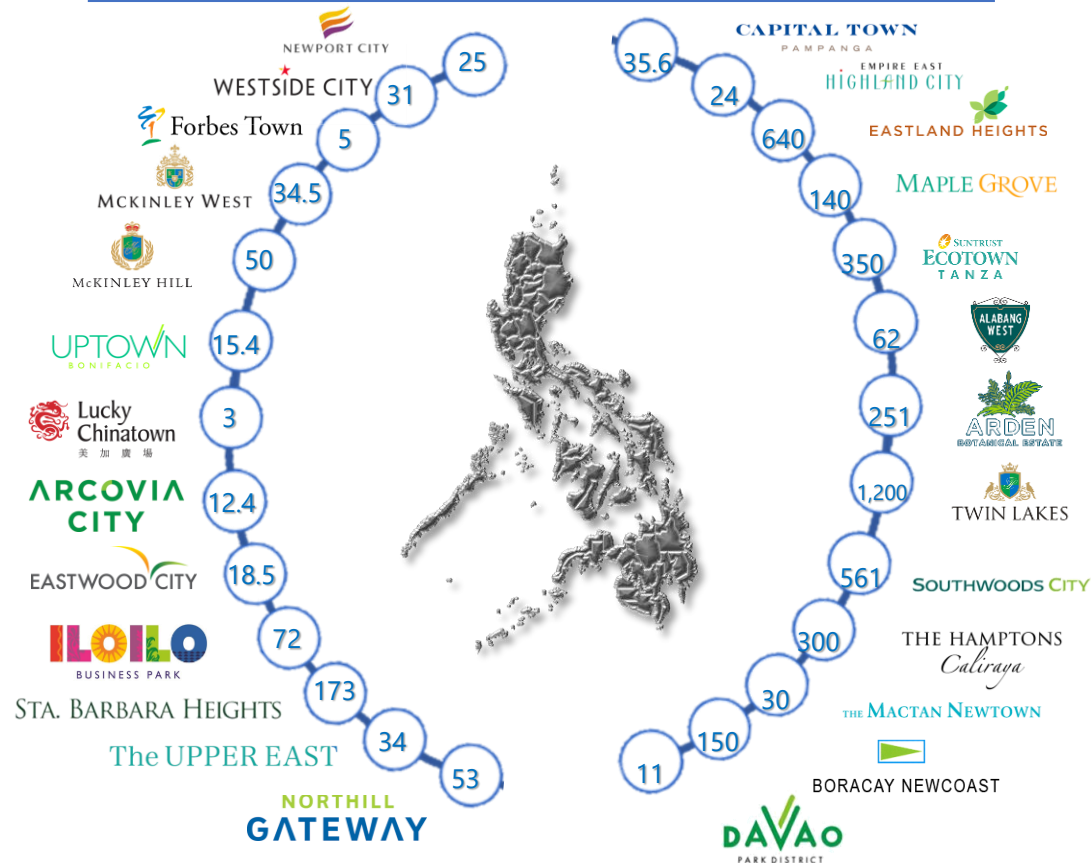


E-COMMERCE PLATFORM



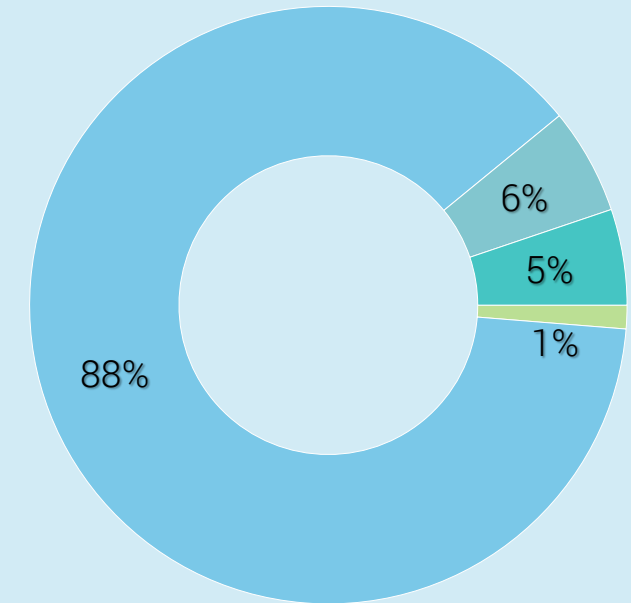
26 TOWNSHIPS

(4,282 Hectares)



4,300 Hectares of Developable land

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

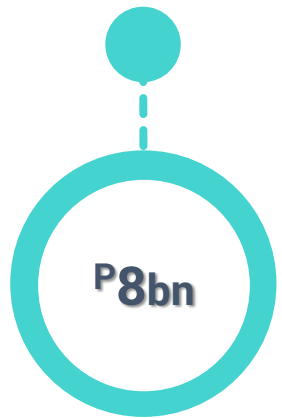


■ Metro Manila ■ Luzon (ex-MM)
■ Visayas ■ Mindanao



FUTURE PIPELINE

**PROJECT
LAUNCHES (2021)**



**RESERVATION
SALES (2021)**



**OFFICE GLA
(SQM)**



**MALLS GLA
(SQM)**



**HOTELS
(ROOM KEYS)**



OFFICE PIPELINE

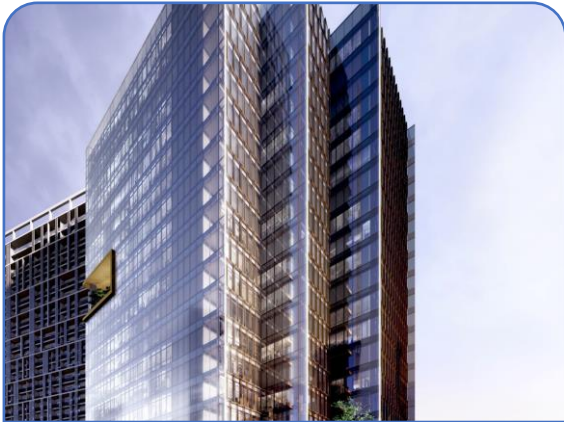
GROWTH AREAS



1 UPPER EAST AVENUE | THE UPPER EAST



INTERNATIONAL FINANCE CENTER | UPTOWN BONIFACIO



TWO MCWEST | MCKINLEY WEST



ENTERPRISE 1 | ILOILO BUSINESS PARK

MALLS PIPELINE



SKY MALL | HIGHLAND CITY

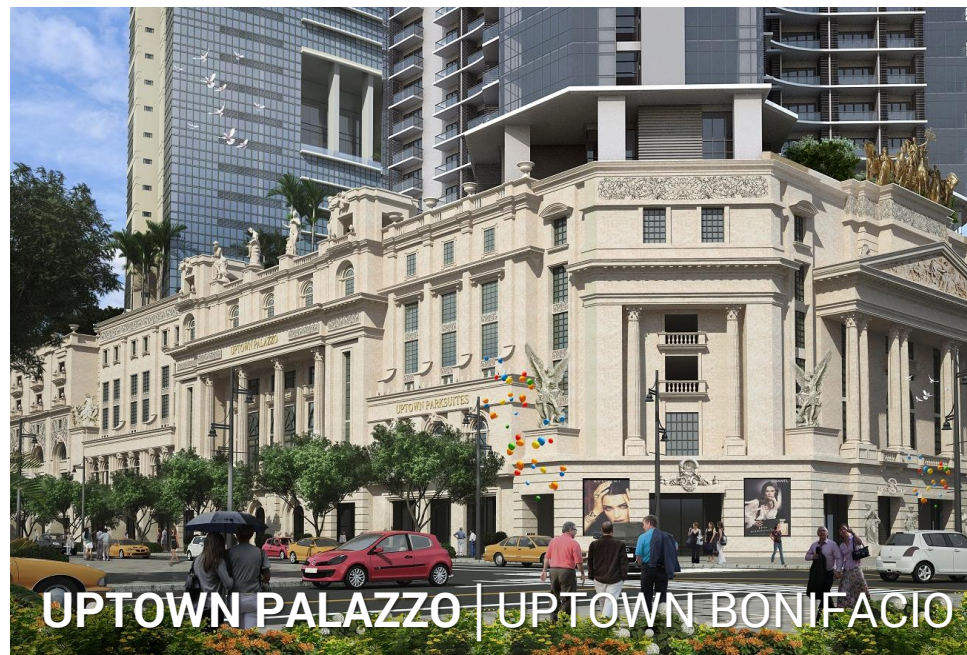


NEWTOWN BEACH MALL | THE MACTAN NEWTOWN



+175k

RETAIL GLA (SQM)



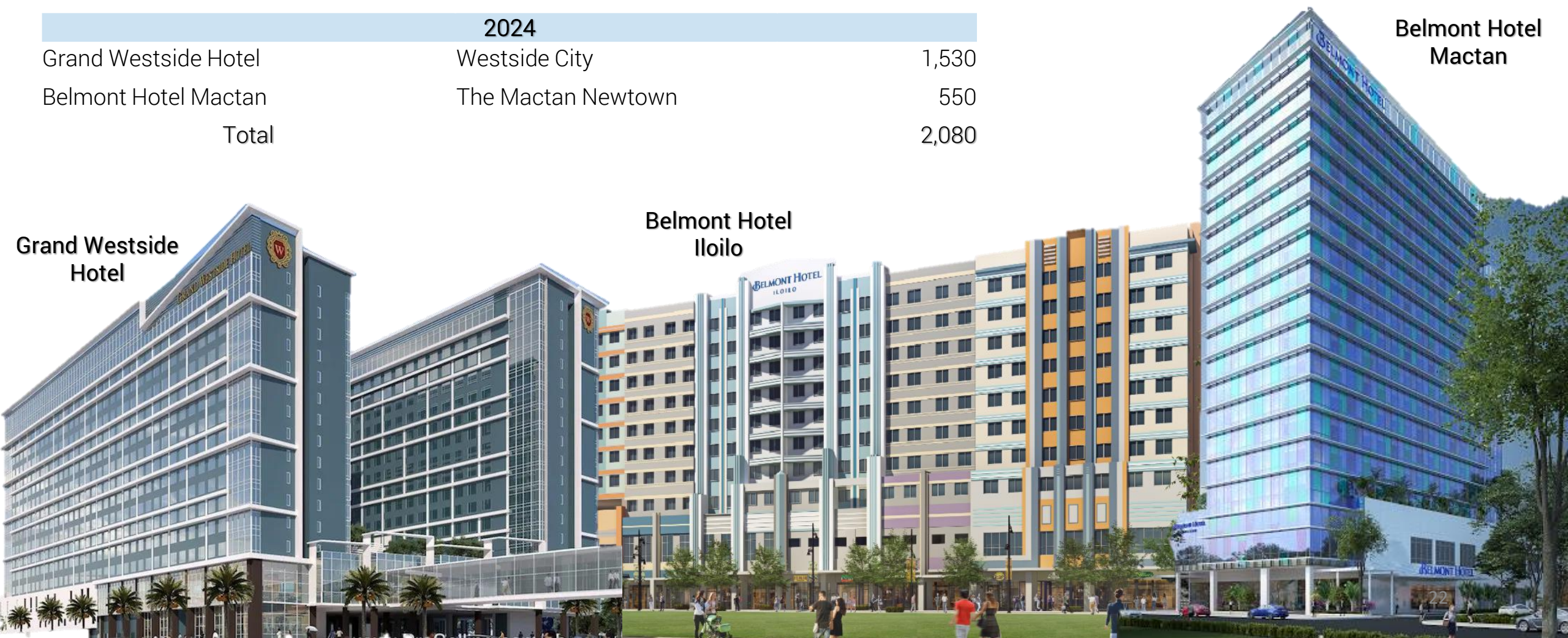
UPTOWN PALAZZO | UPTOWN BONIFACIO



THE GREENERY | MAPLE GROVE

HOTELS PIPELINE

| HOTEL NAME | TOWNSHIP | ROOM KEYS |
|--------------------------|----------------------|--------------|
| 2023 | | |
| Belmont Hotel Iloilo | Iloilo Business Park | 405 |
| Chancellor Hotel Boracay | Boracay Newcoast | 554 |
| Total | | 959 |
| 2024 | | |
| Grand Westside Hotel | Westside City | 1,530 |
| Belmont Hotel Mactan | The Mactan Newtown | 550 |
| Total | | 2,080 |



Belmont Hotel Mactan

Belmont Hotel Iloilo

Grand Westside Hotel

KEY TAKEAWAYS

Real Estate

- MEG expects the continued improvement of real estate revenues on the back of increase in construction activities.
- MEG recognizes the sustained demand for projects outside Metro Manila. The geographic diversity of its townships and versatility of its products puts it in a strong position to capture this demand.

Office

- MEG expects the office demand to remain robust looking forward.
- MEG has the scale and network to take advantage of the expected demand from BPOs and other industries.

Malls

- Malls will continue to remain relevant and recovery will be closely linked to the easing of restrictions.

Strong Balance Sheet

- MEG has the lowest financial gearing among the major listed property companies. This can give it more flexibility in terms of leveraging once business activity picks up.



MEGAWORLD

BUILDING A SUSTAINABLE



FULL YEAR 2020 RESULTS

ANALYST PRESENTATION

(16 April 2021)