



FY 2015 Analysts' Briefing

19 February 2016



Outline

1. FY 2015 Results
 - Financial Statements
 - Margins
 - Capex
 - Operating Statistics
2. Updates on 2020-40 Plan
3. 2016 CAPEX



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Key Messages

1. Steady net income growth of 19% to P17.6b
 - Revenues increased 13% to P107.2b driven by the sustained performance of core businesses which grew 22% before intercompany adjustments
 - Margins improved across product lines
2. Healthy balance sheet with a cash position of P19.5b and a net gearing of 0.74x
3. Capex spend reached P82.2b
4. Launched 3 estates and P120.4b worth of residential and leasing projects

Steady net income growth of 19% to P17.6b

- Revenues higher by 13%
- GAE ratio improved to 6.2% from 6.5%
- EBIT margin higher at 32% (vs. 31%)

Income Statement (in Php millions)	FY 2015	FY 2014	Change	%
Total Revenues	107,183	95,197	11,986	13%
Real Estate*	105,466	93,041	12,425	13%
Interest & Other Income	1,717	2,156	(439)	-20%
Equity in Net Earnings of Associates and JVs	(140)	647	(787)	-122%
Interest & Investment Income	1,175	803	372	46%
Other Income	683	706	(23)	-3%
Expenses	79,432	71,340	8,092	11%
Real Estate	65,335	59,396	5,939	10%
GAE	6,592	6,203	389	6%
Interest Expense, Financing and other charges	7,505	5,742	1,764	31%
Income Before Income Tax	27,751	23,857	3,894	16%
Provision for Income Tax	6,854	6,142	712	12%
Income before Non-Controlling Interest	20,897	17,715	3,182	18%
Non-Controlling Interest	3,267	2,912	355	12%
NIAT Attributable to ALL Equity Holders	17,630	14,803	2,828	19%

*Includes interest income on accretion.

Per statutory reporting (17A), interest income on accretion is classified under Interest Income

Sustained performance of core real estate businesses

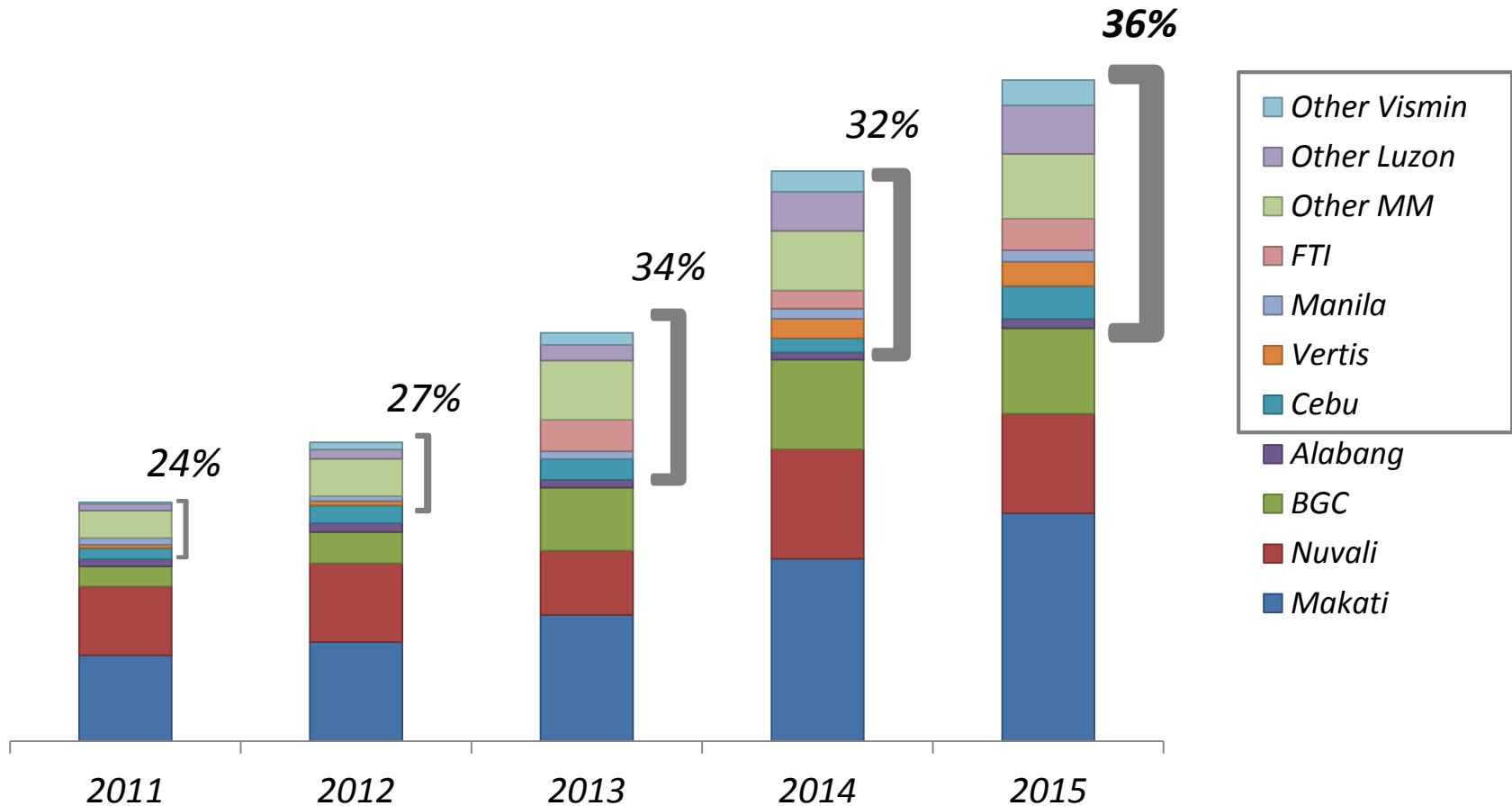
Revenue Breakdown (in P millions)	FY 2015	FY 2014	Change	%	
Property Development	72,570	65,854	6,716	10%	
Residential	62,711	55,877	6,835	12%	New bookings and project completion
Office for Sale	6,907	5,258	1,649	31%	Contribution of new launches and higher completion of HSS Corp Plaza
Comm'l/Ind'l lots	2,951	4,719	(1,768)	-37%	Higher Arca South and Nuvali commercial lot sales in 2014
Commercial Leasing	24,497	21,206	3,292	16%	
Shopping Center	13,366	11,359	2,007	18%	Improved performance of new malls; higher occupancy and average rental of existing malls
Office	5,157	4,229	929	22%	Contribution of new offices; higher occupancy and average rental of existing offices
Hotels and Resorts	5,974	5,618	357	6%	Higher occupancy
Services	45,245	29,796	15,449	52%	
Gross Construction	44,068	28,761	15,306	53%	Increase in order book
Property Mgmt.	1,177	1,034	142	14%	Increase in managed properties
Sub -Total	142,312	116,855	25,456	22%	
Interco Adjustments	(36,846)	(23,814)	(13,032)	55%	
Real Estate Revenues	105,466	93,041	12,425	13%	
Interest & Other Income	1,717	2,156	(439)	-20%	Lower equity in net earnings of FBDC
Total Revenues	107,183	95,197	11,986	13%	

Improved margins across product lines

Margin Performance	2015	2014	
Property Development <i>(Gross profit)</i>			
Residential			
<i>Horizontal</i>	44%	43%	<i>Sale of higher margin horizontal projects</i>
<i>Vertical</i>	34%	33%	<i>Steady margins across vertical projects</i>
Office for Sale	38%	38%	<i>Maintained office for sale margins</i>
Commercial and Industrial Lots	50%	45%	<i>Sale of higher margin commercial lots in Arca South, Nuvali and Westborough Park</i>
Commercial Leasing <i>(EBITDA)</i>			
Shopping Centers	69%	65%	<i>Higher occupancy, lower DOEs and improved performance of new malls</i>
Office	90%	87%	<i>Higher occupancy and average rental of existing buildings, positive contribution of new offices</i>
Hotels & Resorts	28%	28%	<i>Sustained performance of hotel operations</i>
Services (EBITDA)			
Construction and Property Management	14%	11%	<i>Higher margins from GAE savings and DOE efficiency</i>

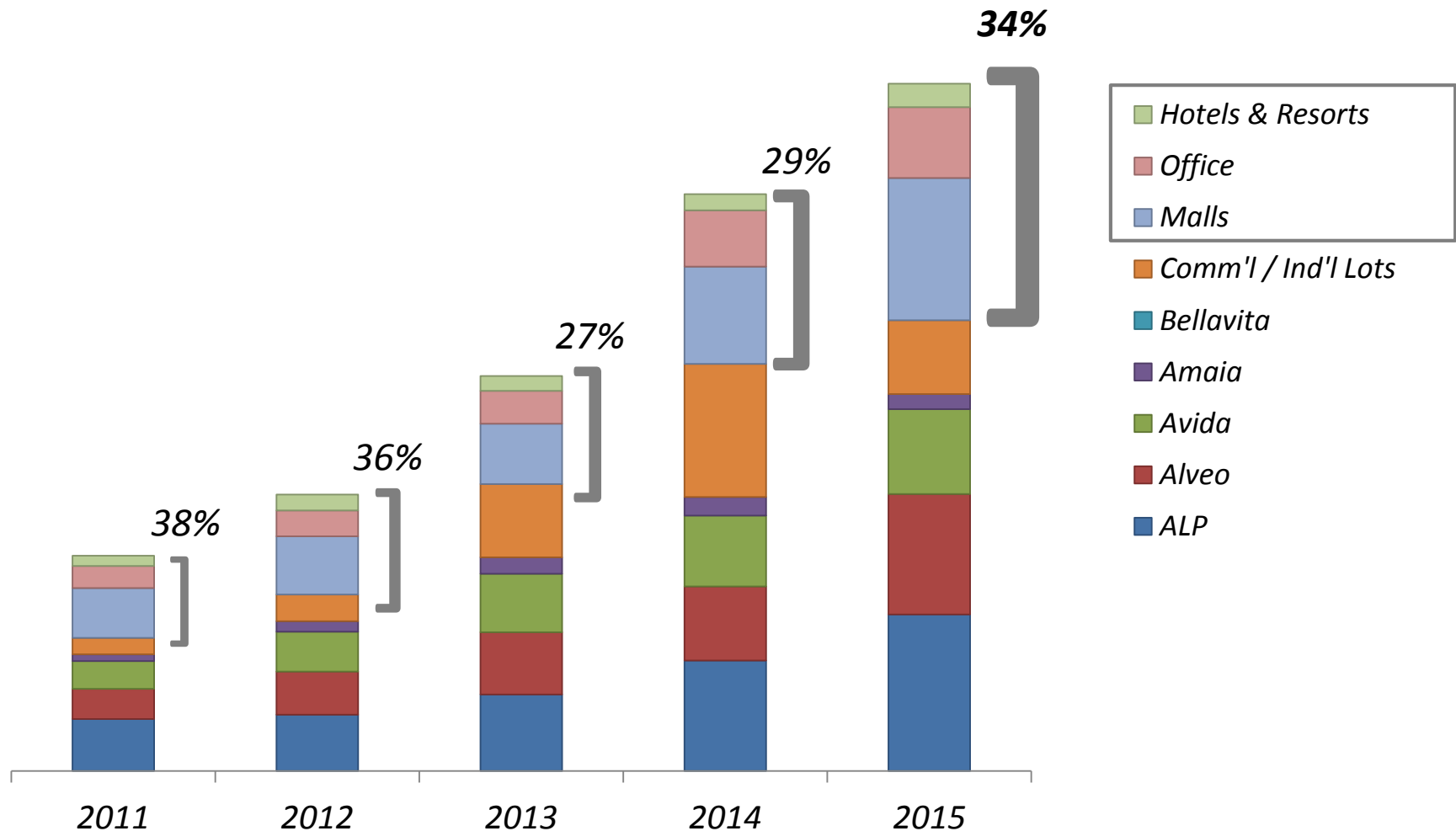
Continued diversification into new growth centers

NIAT contribution per business center



Continued build up of recurring income business

NIAT contribution per core business segment*



* Excludes NIAT from services. Target is to increase the recurring income contribution to 50% by 2020

Healthy Balance Sheet to support growth

Balance Sheet (in P millions)	December 2015	December 2014	Change	%
Cash & Cash Equivalents*	19,540	34,587	(15,047)	-44%
Total Borrowings	130,996	124,666	6,330	5%
Stockholders' Equity	149,825	121,996	27,829	23%
<i>Current Ratio</i>	<i>1.14</i>	<i>1.22</i>	-	-
<i>Debt-to-Equity Ratio**</i>	<i>0.87</i>	<i>1.02</i>	-	-
<i>Net Debt-to-Equity Ratio**</i>	<i>0.74</i>	<i>0.74</i>	-	-
<i>Return on Equity</i>	<i>14.7%</i>	<i>14.4%</i>	-	-

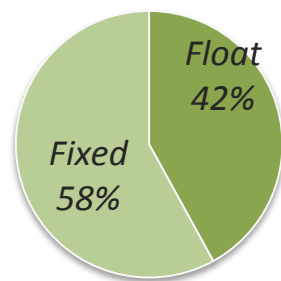
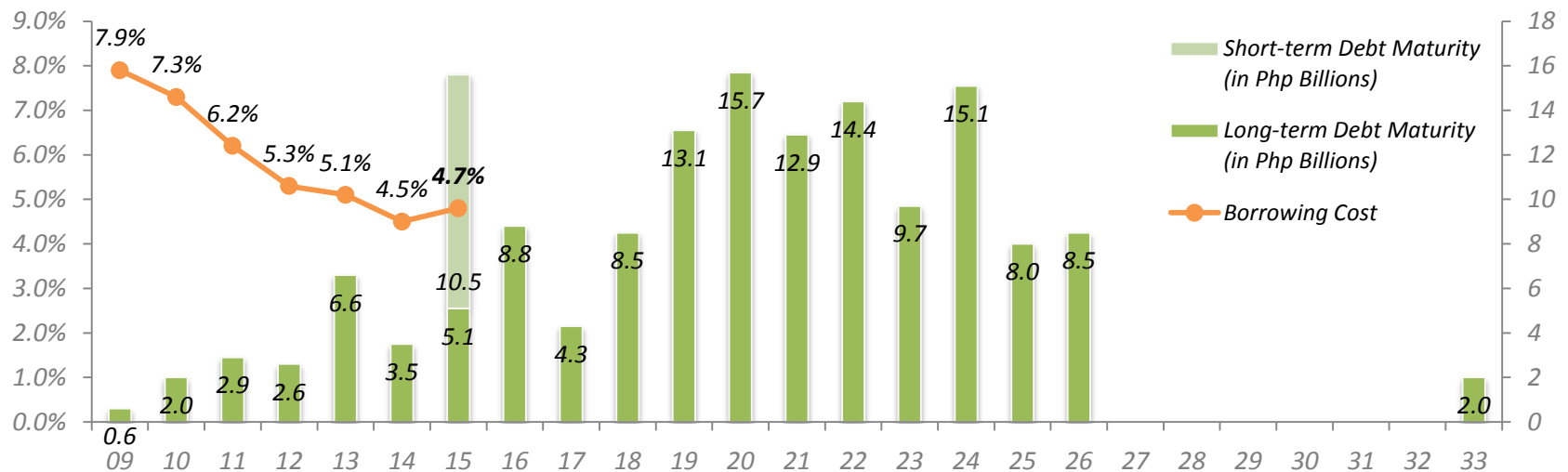
*Includes FVPL (financial assets at fair value through profit and loss)

**Equity is inclusive of minority interest

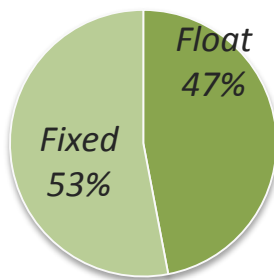
Debt mix and maturities at manageable levels

As of December 31, 2015

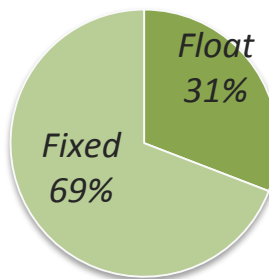
Total Borrowings: Php131B, Short-term Php10.5B



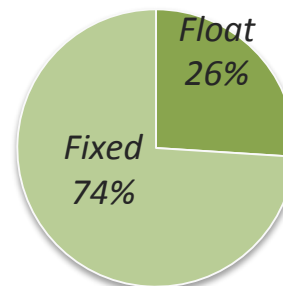
2011



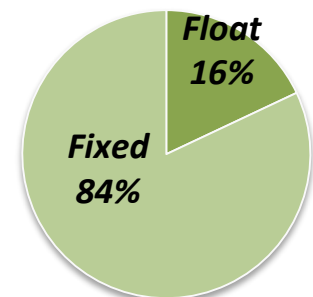
2012



2013



2014

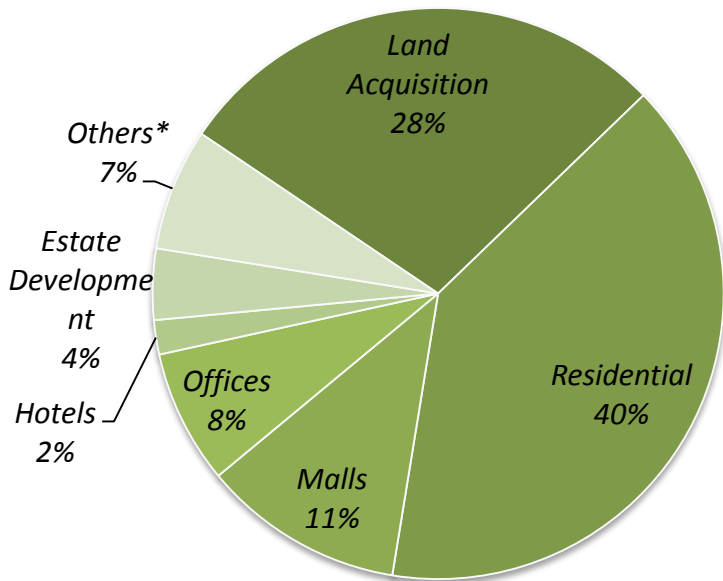


2015

Capex spend at P82b

FY 2015 Capex Spend

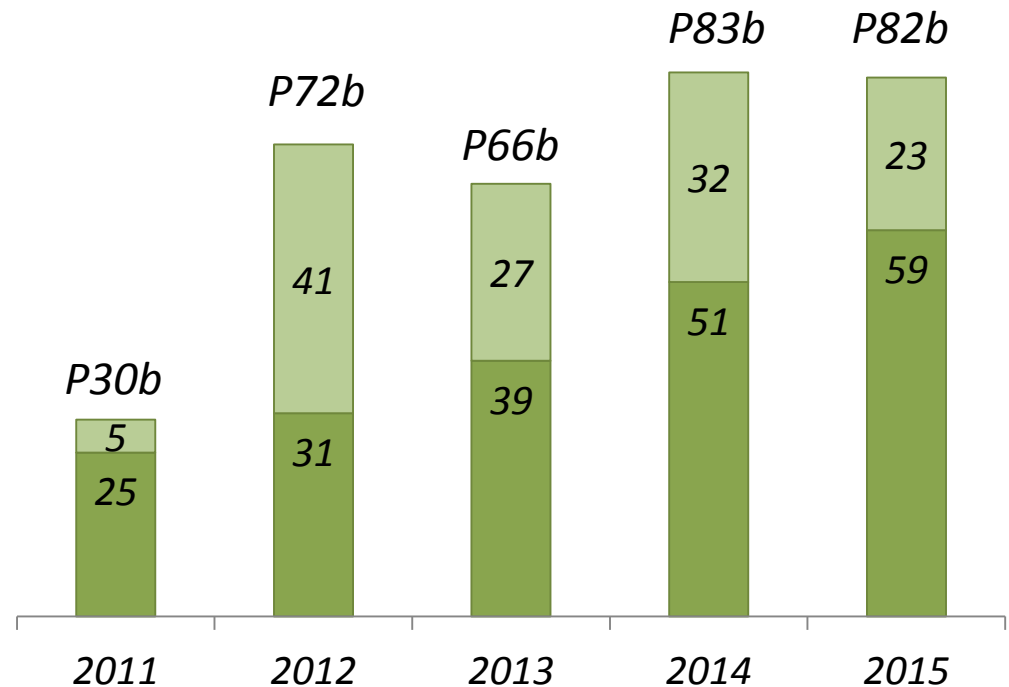
(In Php billions)



Historical Capex

(In Php billions)

■ Project Completion ■ Land Acquisition

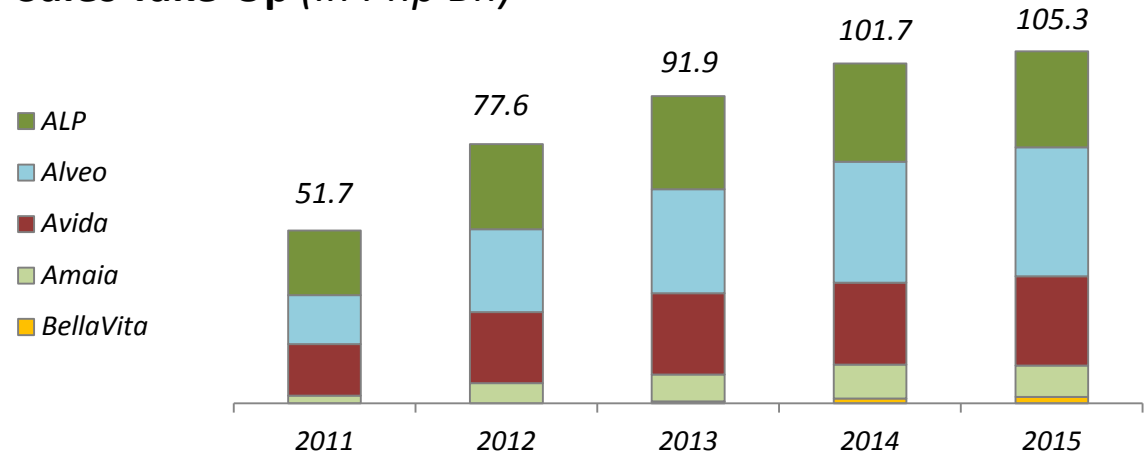


* ALI Capital, Services and other investments e.g MCT BHd

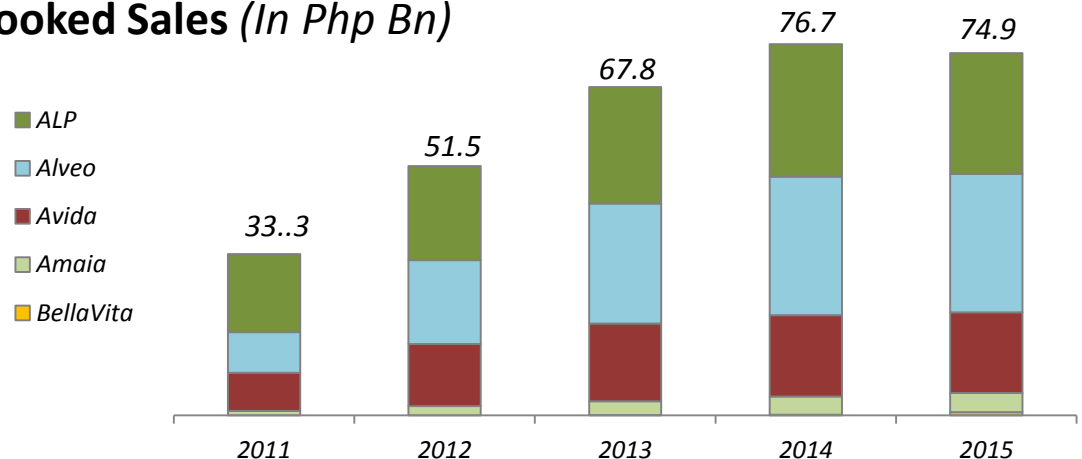
Residential: Sales take-up 4% higher yoy

- Sales take-up of P105.3b (average of P8.8b in monthly sales)
- Overseas Filipino Sales : P26.7b (25% of total sales)
- Booked sales of P74.9b

Sales Take-Up (In Php Bn)

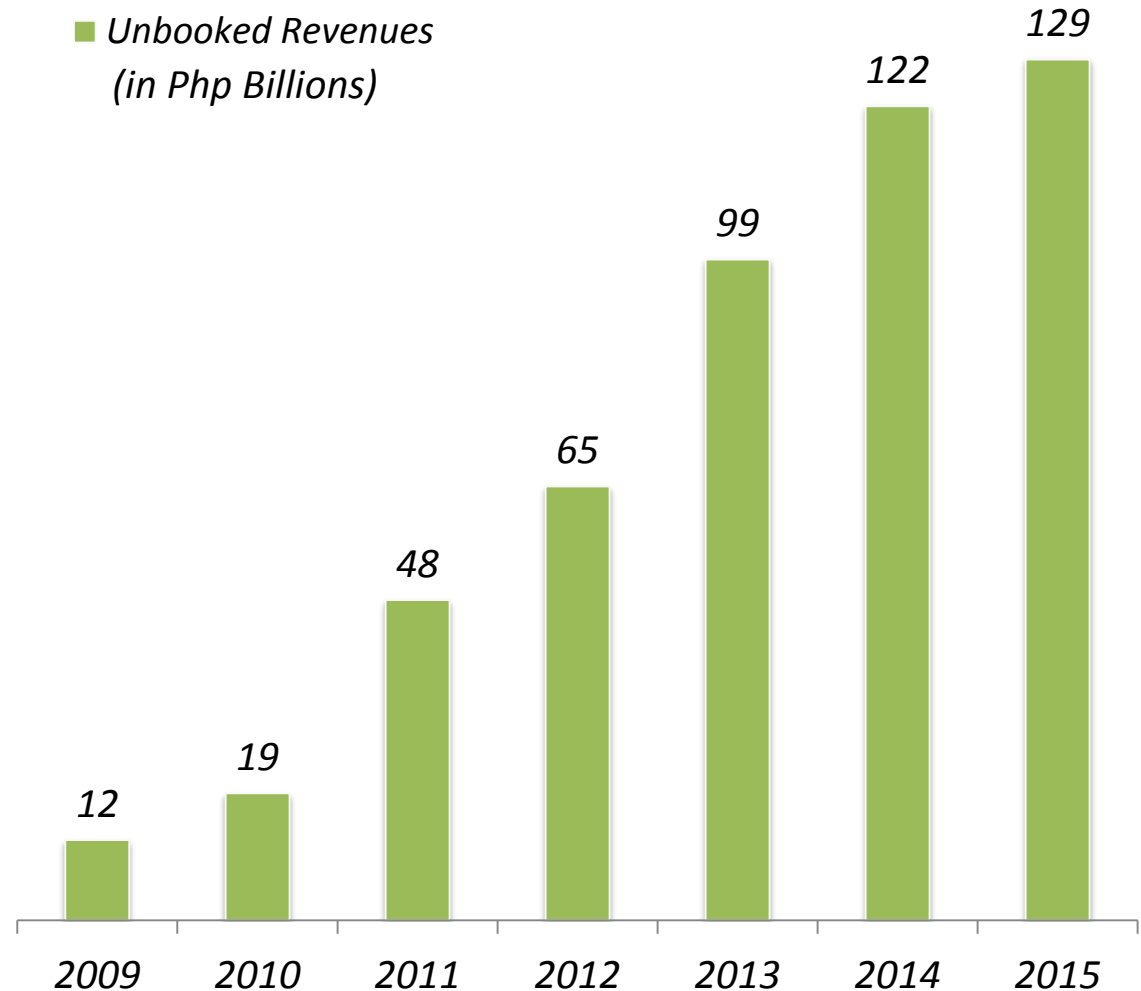


Booked Sales (In Php Bn)



Steady build-up of unbooked revenues

- *Unbooked revenues up 6% yoy (P129b vs P122b in 2014)*
- *2.3x residential revenues in FY2014 (P55.9b)*



Key Launches: Estates



Vermosa Estate (700 has.)
Imus-Dasmariñas Cavite
(September 2015)

700 has.

- 400 (Residential)
- 124 (CBD)
- 10 (Institutions)
- 165 (open space)



Cloverleaf Estate (11 has.)

Balintawak, QC (April 2015)

- (Phase 1) 39,000 sqm Mall, Qualimed Hospital
- 3 Avida Towers, 2 Alveo Towers



Capitol Central (9 has.)

Bacolod City, (Mar 2015)

- 70K GLA Mall, 1 Office Tower, 154-room SEDA
- 2 Amaia Towers

Key Launches: Residential



RioMonte (May 2015)
Nuvali Laguna
(520 lots, P4.8b), 74% cum. take-up



Montala Ph1 (June 2015)
Alviera Porac
(354 units, P1.4b) 72% cum. take-up



Atria – Tower 2 (May 2015)
Atria Park District Iloilo
(321 units, P949m) 59% cum. take-up



West Gallery Place (June 2015)
BGC Taguig
420 units, P10.3b, 29% cum. take-up



East Veranda (August 2015)
Arca South Taguig
(199 units, P1.7b), 47% cum take-up



One Union Place - Tower 2 (Mar 2015)
Arca South Taguig
(480units, Php1.7b), 76% cum. take-up

Key Launches: Residential

Amaia



Steps Alabang A&B (August 2015)
Alabang
385 units, P985m, 89% cum. take-up



Scapes Gen Trias (March 2015)
Cavite
155 units, P275 m, 99% cum. take-up

BellaVita



Bellavita CDO (May 2015)
Cagayan de Oro
1,600 units, P720m, 69% cum. take-up



BellaVita Cabanatuan 2 (October 2015)
Cabanatuan
(2,263 units, Php1,018m), 11% cum. Take-up

Key Launches: Office for Sale

ALVEO



Alveo Financial Tower (Sept 2015)
Makati CBD
363 units, P9.2b, 63% cum. take-up



Stiles West Tower (Feb 2015)
Circuit Makati
287 units, P3.6b, 41% cum. take-up

Shopping Centers: GLA up 8% to 1.45m sqm GLA

- **Key Mall Space Completed (2015): 124K**

- Solenad 3 (40K)
- UP Town Center Ph1B (23K)
- Serin (11K)
- Circuit Lane (12k)
- Atria (8K)
- Legazpi (3k)
- Expansion (Trinoma & Marquee) (27k)

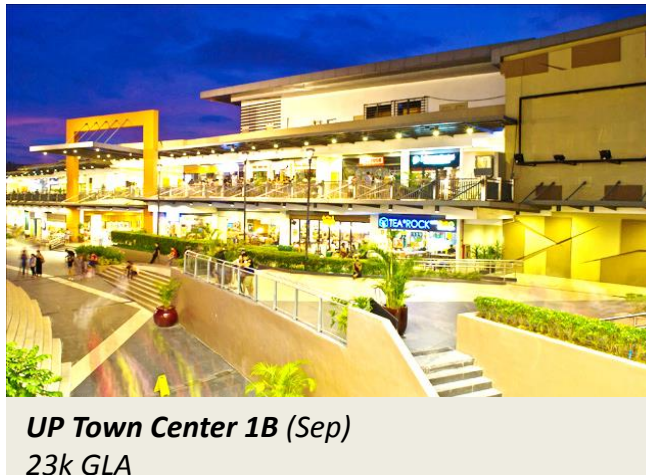
- **Average Occupancy Rate: 94%**

- **Average Mall Lease Rate:**

P1,155/sqm/month (up 1% yoy)

- **Same Store Sales Growth: 3%**

- **Same Mall Rental Growth: 8%**



Shopping Centers Update

Shopping spaces key launches in 2015: 419k GLA



Manila Bay (Nov)
232K GLA



Capitol Central Bacolod (Mar)
74K GLA



Cloverleaf Mall (Aug)
39K GLA



Central Block Cebu IT (Mar)
42K GLA



ATG T2 Retail (Jun)
9K GLA



Park Triangle (Feb)
24K GLA

Under Construction: 818k sqm

Completion	Mall	GLA (in k sqm)
2016 (177k)	Lio El Nido	3
	Vertis North QC	47
	Legaspi	15
	Southpark alabang	47
	Riverside	1
	UPTC Ph2	33
	BHS Central ear lot	3
	The 30 th /Sunrise	28
2017 (152k)	Feliz	80
	Cloverleaf*	39
	Circuit Mall Ph1	33
2018 (480k)	Citygate	10
	Park Triangle Retail*	24
	Arca South Ph1	73
	Capitol Central*	74
	Circuit Mall Ph2	25
	Central Bloc*	42
	Manila Bay Area*	232
2019 (9k)	ATG retail T2*	9

**Mall spaces launched in 2015*

Offices: GLA up 17% yoy to 715K sqm GLA

- *Key Office Space Completed (2015):*
78K GLA

- BGC Corporate Center (27K)
- ATC Alabang BPO (18K)
- Boni Stopover (17K)
- Ebloc 4 (16K)

- *Total Offices GLA: 715k sqm*
- *Average Occupancy Rate: 84%**
- *Average Lease Rate:*
P698/sqm/month (up 3% yoy)
- *Leased-out rate: 94%*

** Includes new office spaces leased for fit-out. Occupancy (stable) ~ 94%*



Bonifacio Stopover
(17k GLA)



Ebloc 4
(16kGLA)



BGC Corp Center
(27kGLA)



ATC BPO Alabang
(18k GLA)

Offices Update

Offices spaces launches in 2015: 128k GLA



ATG Tower 2 (Jun)
(66k GLA)



Manila Bay Area (Nov)
(18k GLA)



BGC Corporate Center (Feb)
(34K GLA)



UP Bldg P (May)
(10k GLA)

Under Construction: 715GLA

Completion	Office	GLA (in k sqm)
2016 (189k)	The 30 th Sunrise	47
	Centrio	9
	Boni Stopover	18
	Vertis 1	41
	PSE at BGC	29
	ACC Cebu BPO	29
	UP Technohub Bldg P*	10
	UPIS	6
2017 (177k)	Vertis 2	42
	Circuit 1	45
	Arca South BPO 1	33
	Circuit 2	26
	Citygate Ph1 HQ	19
	Southpark BPO	12
2018 (193k)	Arca South BPO 2	47
	Citygate Ph1 BPO	37
	Vertis 3	36
	Manila Bay (BPO)*	18
	BGC Corp Center 1	26
	eBloc 5	29
2019 (90k)	Arca South BPO 3	17
	eBloc 6	39
	BGC Corp Center 2*	34
2020 (66k)	ATG T2*	66

**Office spaces launched in 2015*

Hotels and Resorts: 2,324* rooms in operation

<i>FY 2015</i>	<i>Hotels</i>	<i>Resorts</i>
<i>No. of rooms in operation</i>	<i>Branded: 1,294*</i> <i>Seda: 817</i>	<i>El Nido Resorts: 213</i>
<i>Revpar/night</i>	<i>P3,888</i> <i>(up 1%)</i>	<i>P7,557</i> <i>(up 13%)</i>
<i>Average room rate</i>	<i>P5,321</i> <i>(up 1%)</i>	<i>P13,078</i> <i>(down 7%)</i>
<i>Average occupancy</i>	<i>73%</i> <i>(up .4 pts)</i>	<i>58%</i> <i>(up 10 pts)</i>

Key opening in 2015: 152 Rooms



Seda Iloilo
(152 Rooms)



**includes Intercon (333 rooms) closed for redev on January 01, 2016*

Hotels and Resorts Update

Key Launches in 2015 : 822 Rooms



VIEW FROM MAKATI AVENUE

Mandarin Oriental (June)
275 Rooms



SEDA Bay Area (Nov)
351 Rooms



SEDA Bacolod (March)
154 Rooms



Lio B&B (Dec)
42 Rooms

Under Construction: 2,781 Rooms

Completion	Hotel	No. of Rooms
2016	El Nido B&B 2* Seda Bacolod*	42 154
2017	Seda Vertis North Seda Lio	438 153
2018	Seda Circuit Seda Arca South Seda CITP Seda BGC Expansion	255 265 214 341
2019	Seda Gateway Makati Seda Bay Area*	293 351
2020	Mandarin Oriental*	275

*Hotels launched in 2015

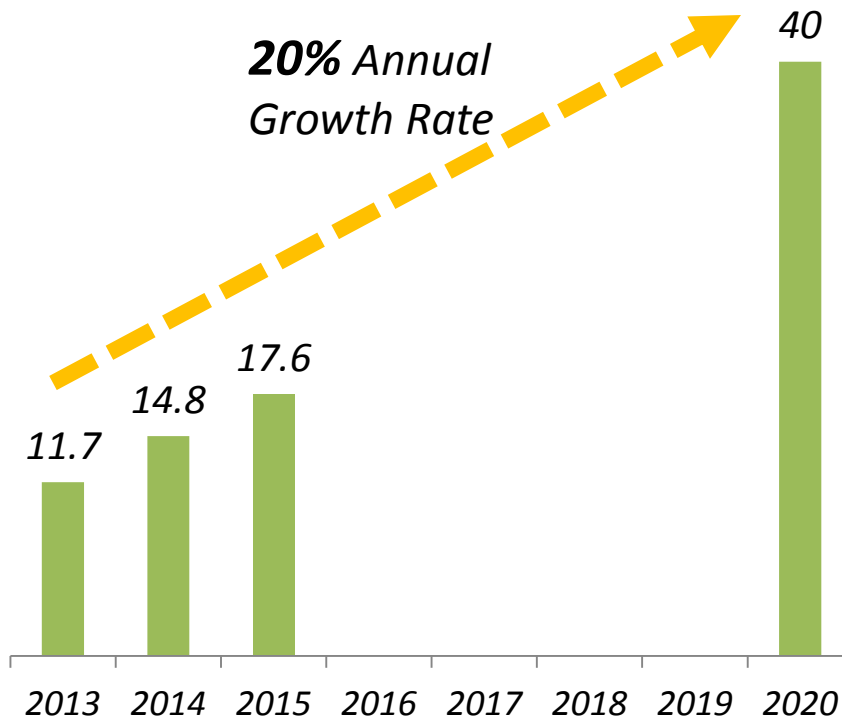
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Balanced and sustainable growth through the 2020-40 Plan

Net Income After Tax



P40B
NIAT
By 2020

Sustainable and balanced growth strategy:

50% from Residential Development

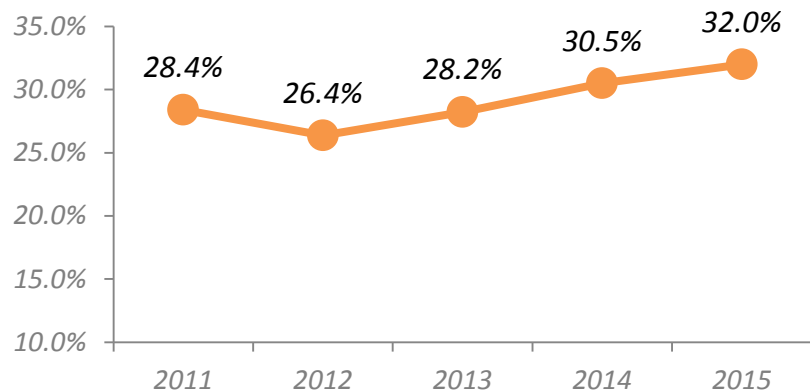
- *Mix: 50% Horizontal, 50% Vertical*

50% from Leasing

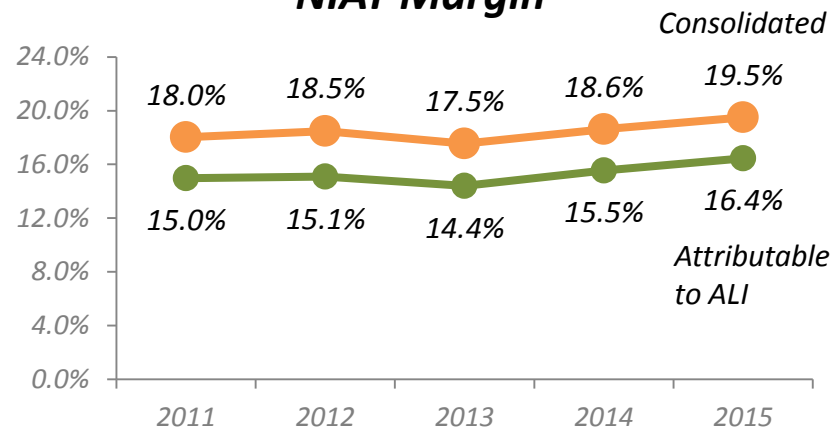
- *3x GLA growth: Malls, Office, Hotels and Resorts*

Steady improvement in margins and ROE

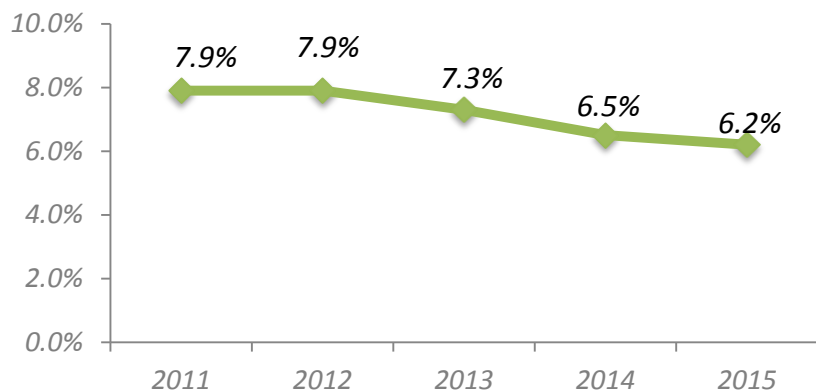
EBIT Margin



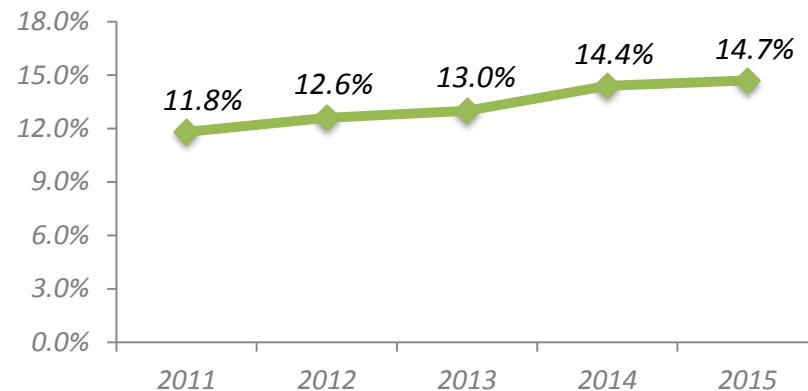
NIAT Margin



GAE Ratio



ROE



2015 Launches: 53 projects worth P120.4b

(35) Residential/Office for Sale

(7) Shopping Centers

(4) Offices

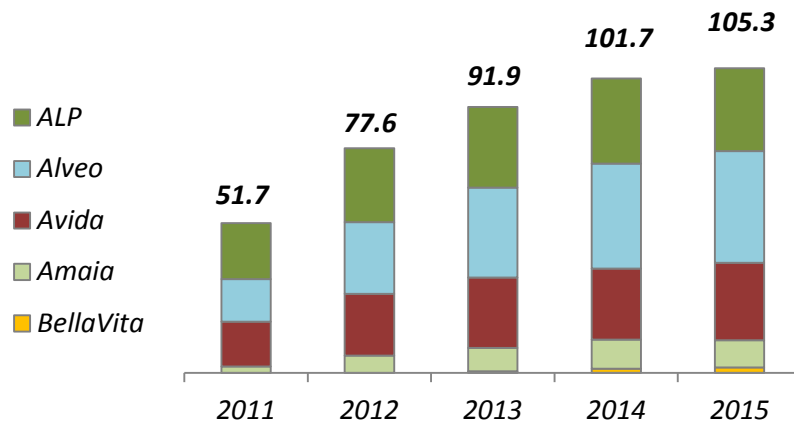
(4) Hotel and Resorts

(3) Estates

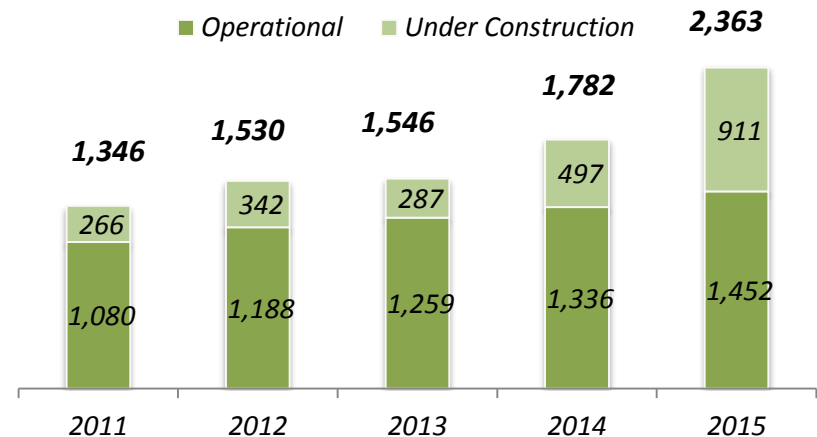


Expanded aggressively across all business segments

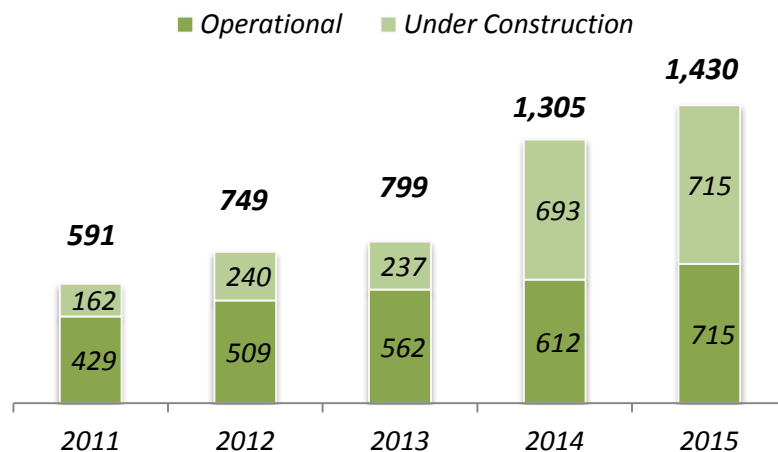
Residential Sales Take-Up (In Php Bn)



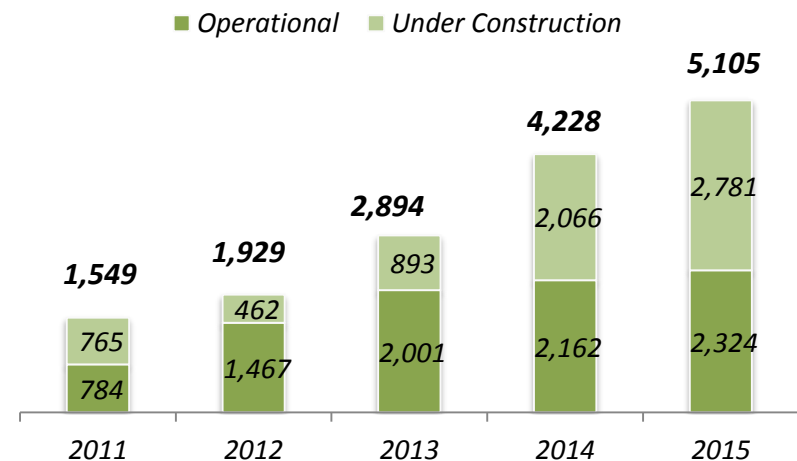
Malls



Offices



Hotel Room Keys



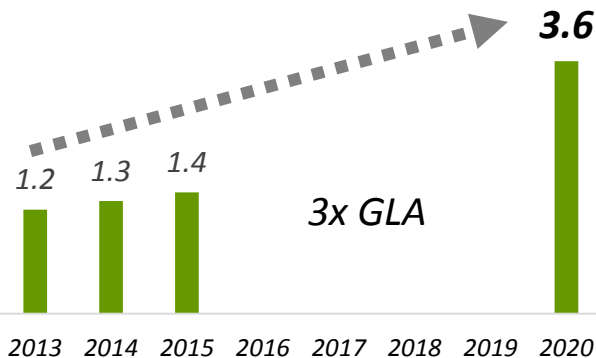
Leasing: Continued expansion of investment properties

Malls, Offices and Hotels and Resorts growth



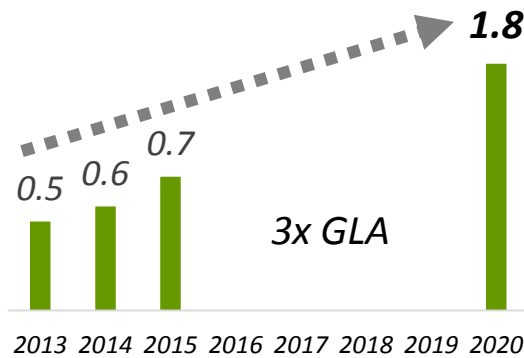
- **Regional Malls**
- **Lifestyle Malls**
- **Value Malls**
- **Community Centers**

Malls GLA : 1.2 to 3.6
(in million sqm.)



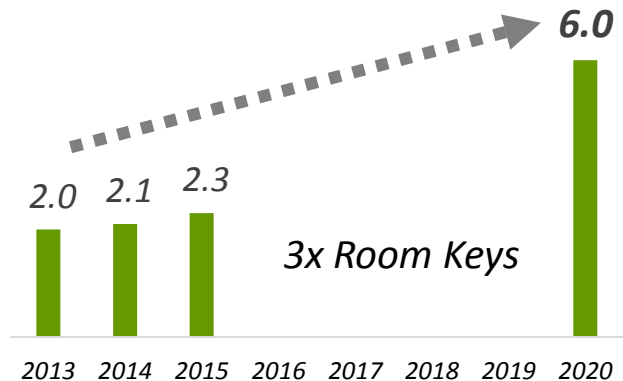
- **Headquarter Type Offices**
- **BPO-Type Facilities**

Office GLA : 0.5 to 1.8
(in million sqm.)



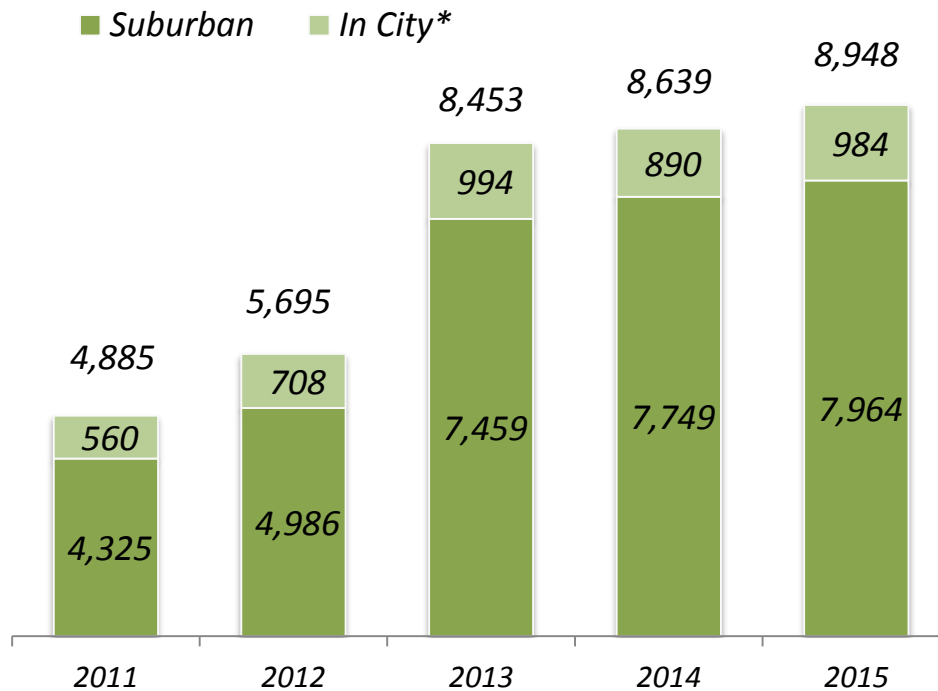
- **SEDA Hotels**
- **Island Resorts and Estates**
- **International Brand Formats**

Hotels and Resorts : 2k to 6.0k
(# of rooms in thousands)

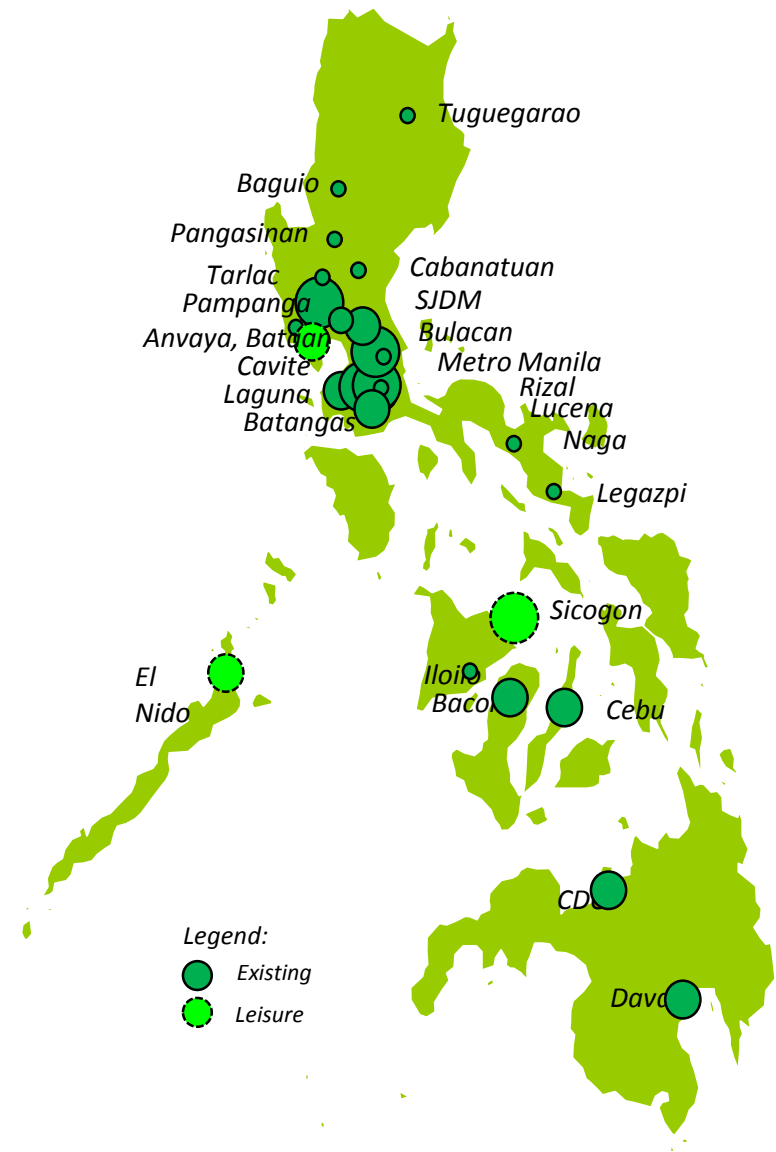


8,948 has. of developable land bank in 55 growth centers

- 8,948 hectares of developable land bank
- Presence in 55 growth centers across the Philippines



*Includes Makati, Bonifacio Global City, other Mega Manila, Metro Cebu, Metro Davao, Bacolod, Iloilo, Cagayan de Oro

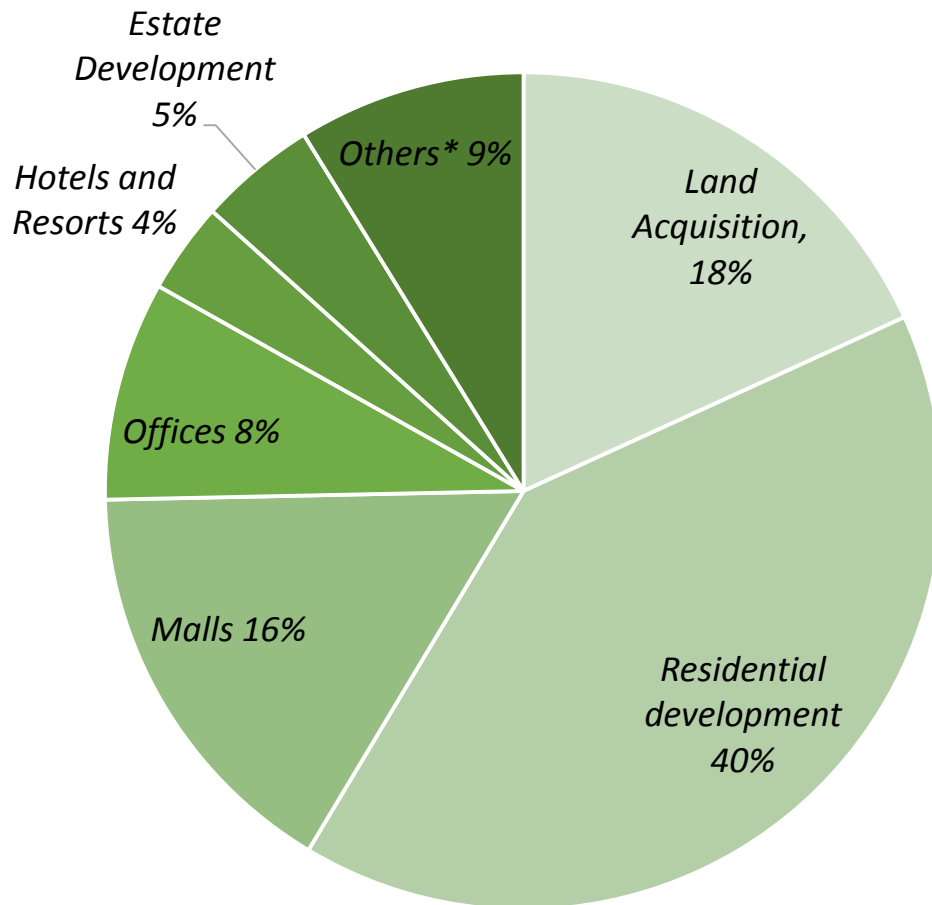


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Capex projection for FY16 of P85b



Capex Spend

	2016 (in Pb)
Land Acquisition	15
Residential development	34
Malls	14
Offices	7
Hotels and Resorts	3
Estate Development	4
Others*	7
Total	85

* ALI Capital, Services and other investments e.g MCT BHd

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 - Margins improved across product lines
2. Healthy balance sheet with a cash position of P19.5b and a net gearing of 0.74x
3. Capex spend reached P82.2b
4. Launched 3 estates and P120.4b worth of residential and leasing projects



Thank You.

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