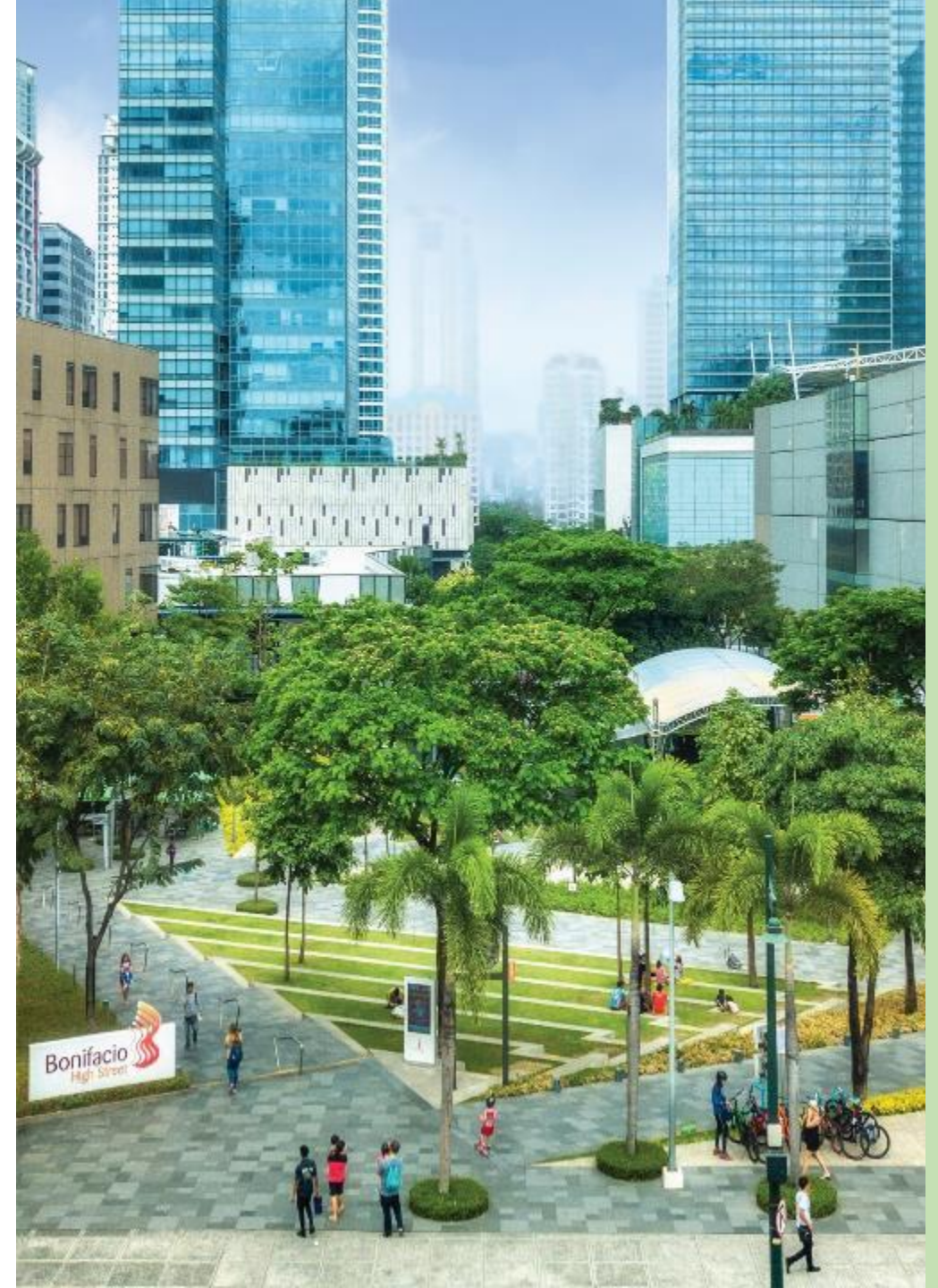


Financial and Operating Results 1Q 2020

11 May 2020



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1Q 2020 Results

- Financial Statements
- Margins
- Operating Statistics
- Capex

Key Messages

- 1. Ayala Land recorded total revenues of P28.4B and net income of P4.3B, a 28% and 41% decline, respectively, reflecting the impact of the COVID-19 ECQ.**
- 2. Property development revenues registered at P17.2B, a 38% decline due to lower bookings, the impact of the Taal volcano eruption, and halted construction activities.**
- 3. Commercial leasing revenues reached P8.7B, a 5% dip due to limited mall operations and the closure of resorts during the ECQ.**
- 4. Capital expenditures amounted to P21.6B, the full year estimate is reduced to P69.8B from originally P110B.**
- 5. The balance sheet remains healthy with a net gearing ratio of 0.85:1.**

Ayala Land recorded a net income of P4.3B

- Real Estate Revenues of P27.9B, 29% lower
- GAE ratio: 7.4%
- EBIT margin: 34.6%

Income Statement <i>(in Php millions)</i>	1Q 2020	1Q 2019	Change	%
Total Revenues	28,403	39,680	(11,277)	-28%
Real Estate*	27,887	39,147	(11,260)	-29%
Interest and Other Income	516	533	(17)	-3%
<i>Equity in Net Earnings of Associates and JVs</i>	272	263	8	3%
<i>Interest and Investment Income</i>	136	181	(45)	-25%
<i>Other Income</i>	108	89	20	22%
Expenses	21,520	28,467	(6,947)	-24%
Real Estate**	16,393	23,489	(7,095)	-30%
GAE	2,096	1,991	106	5%
Interest expense, financing and other charges	3,030	2,987	43	1%
Income before Income Tax	6,883	11,213	(4,331)	-39%
Provision for Income Tax	1,843	2,916	(1,073)	-37%
Income before Non-Controlling Interest	5,040	8,297	(3,258)	-39%
Non-Controlling Interest	718	975	(257)	-26%
NIAT attributable to ALL Equity Holders	4,321	7,322	(3,001)	-41%

*Includes interest income on accretion. Per statutory reporting (17q), interest income on accretion is classified under Interest Income

**Includes interest expense related to PFRS 16 (Leases). Per statutory reporting (17q) Interest expense related to Leases is classified under Interest Expense

Total revenues reached P28.4B, reflecting the impact of the ECQ

Revenue Breakdown <i>(in Php millions)</i>	1Q 2020	1Q 2019	Change	%	
Property Development	17,246	27,777	(10,531)	-38%	
Residential	13,768	22,419	(8,651)	-39%	<i>Lower bookings and incremental completion</i>
Office for Sale	962	3,023	(2,061)	-68%	<i>Completion of Alveo Financial Tower and Stiles West and lower incremental completion of Park Triangle Corp Plaza</i>
Comm'l and Ind'l lots	2,516	2,335	181	8%	<i>Lot sales in Arca South, Seagrove and Laguna Technopark</i>
Commercial Leasing	8,713	9,162	(450)	-5%	
Shopping Center	4,649	5,097	(448)	-9%	<i>Limited mall operations</i>
Office	2,474	2,151	323	15%	<i>Sustained BPO and HQ operations</i>
Hotels and Resorts	1,590	1,914	(324)	-17%	<i>Closure of resorts and lower average hotel occupancy due to travel bans</i>
Services	1,929	2,208	(280)	-13%	
Net Construction	645	792	(148)	-19%	<i>Construction activity halted in line with ECQ</i>
Property Mgmt. and others*	1,284	1,416	(132)	-9%	<i>Limited operations and flight cancellations AirSWIFT</i>
Real Estate Revenues	27,887	39,147	(11,260)	-29%	
Interest and Other Income	516	533	(17)	-3%	
Total Revenues	28,403	39,680	(11,277)	-28%	

*Includes APMC, energy distribution companies and AirSwift

Sustained development margins offset reduced leasing margins, supporting the positive bottom line

Margin Performance	1Q 2020	1Q 2019	
Property Development (Gross Profit)			
Residential			
Horizontal	45%	42%	<i>Higher selling prices of Alveo's The Greenways, Ardia and The Residences at Evo City Ph 2 and Avida's Southfield Settings Nuvali</i>
Vertical	41%	37%	<i>Higher selling prices of Avida's Sola T2, Turf T2 and Asten T3 and Alveo's High Park T2 and Solinea T4</i>
Office for Sale	39%	38%	
Commercial and Industrial Lots	67%	48%	<i>Higher margins of commercial lots in Arca South and Alviera</i>
Commercial Leasing (EBITDA)			
Shopping Centers	59%	66%	<i>Lower mall revenues and occupancy of newly opened malls</i>
Office	89%	90%	
Hotels and Resorts	23%	34%	<i>Closure of resorts and lower average hotel occupancy</i>
Services (EBITDA)			
Construction and Property Management	8%	9%	

Sales reservations at P24.7B, down 27% due to Taal and ECQ

Sales Reservations

- 1Q20 at P24.7B; down 27% YoY
- Average of P8.2B/month

1Q20 Launched Projects: P5.0B

- 4 projects; 1,710 units

Local Filipinos: 69%

- P17.0B, down 30%

Overseas Filipino: 16%

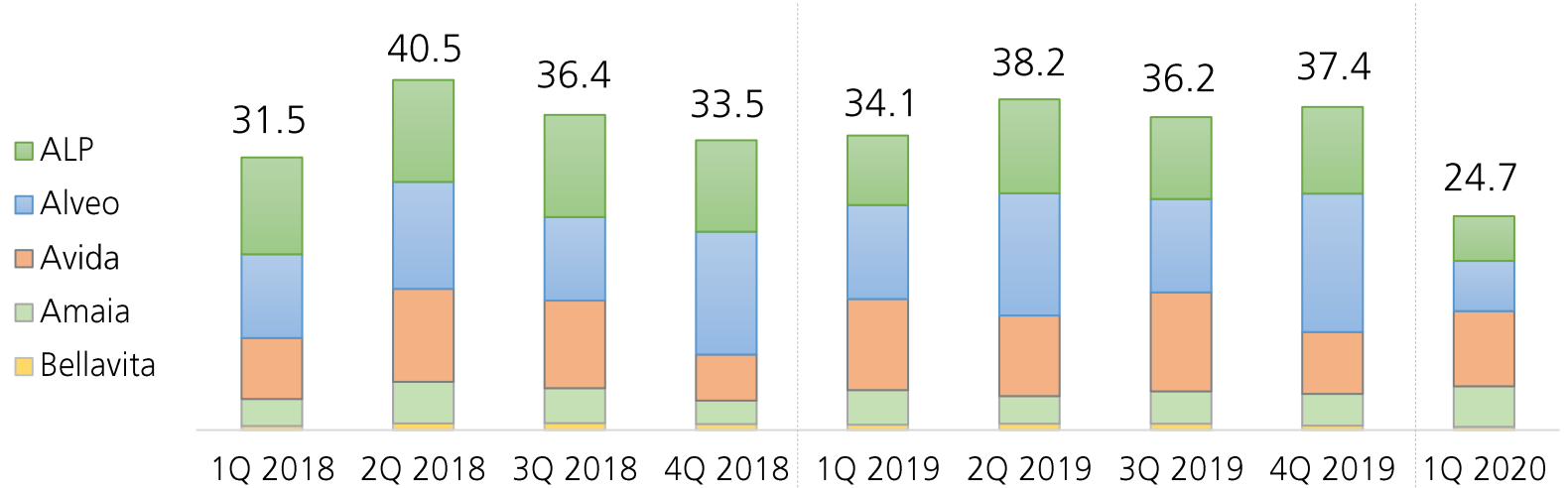
- P4.0B, down 3%

Other Nationalities: 15%

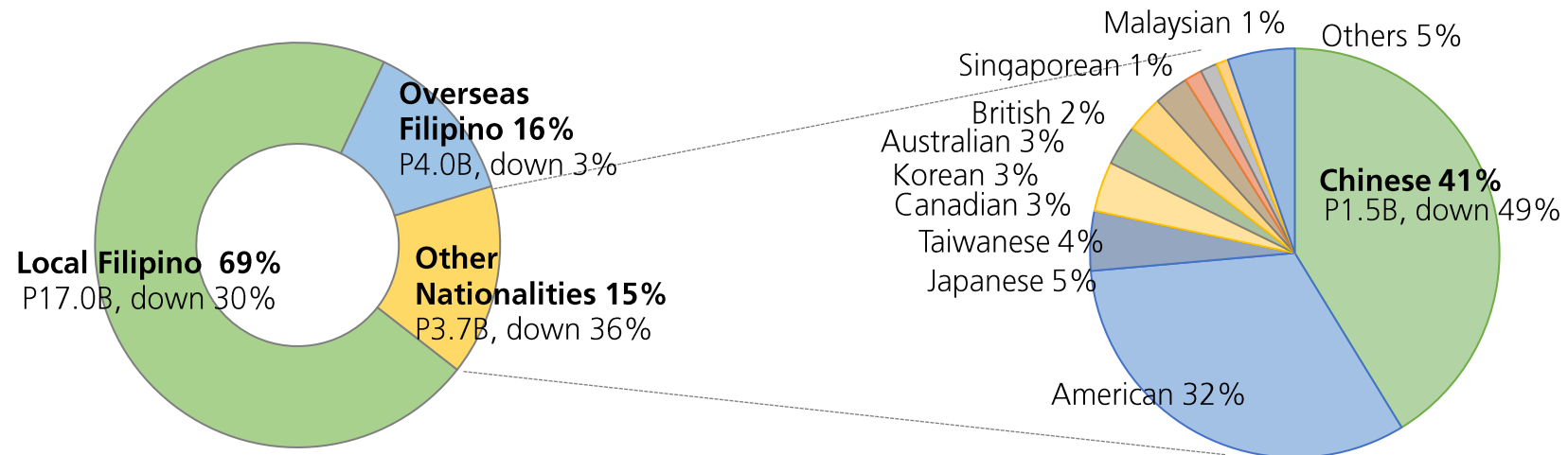
- P3.7B, down 36%

Unbooked Revenues of P156B

Sales Reservations (in Php Billions)



Sales Breakdown



Note: Sales Reservations include offices and commercial lots for sale under the residential brands

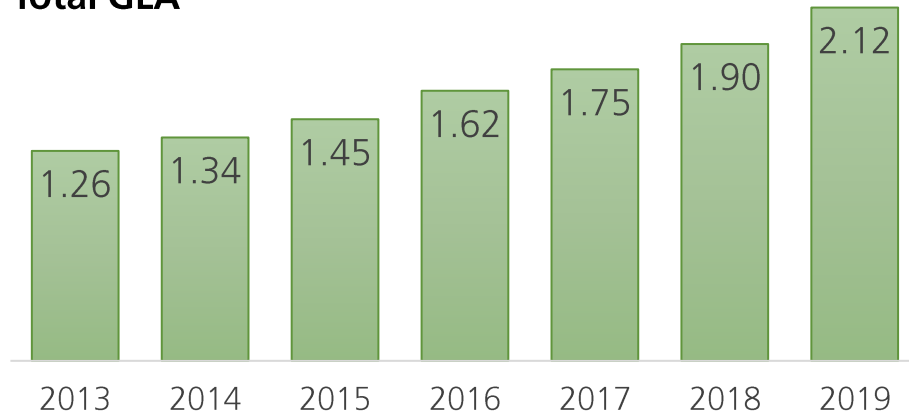
Malls: GLA of 2.12M sqm

Upcoming Openings

- Occupancy: Average 88%, Stable 93%
- Same Mall Rental Growth: -11%

Ayala Malls

Total GLA



Total Malls GLA under construction: **507K**



Ayala Triangle Gardens Retail
Makati CBD, 8K GLA (2021)



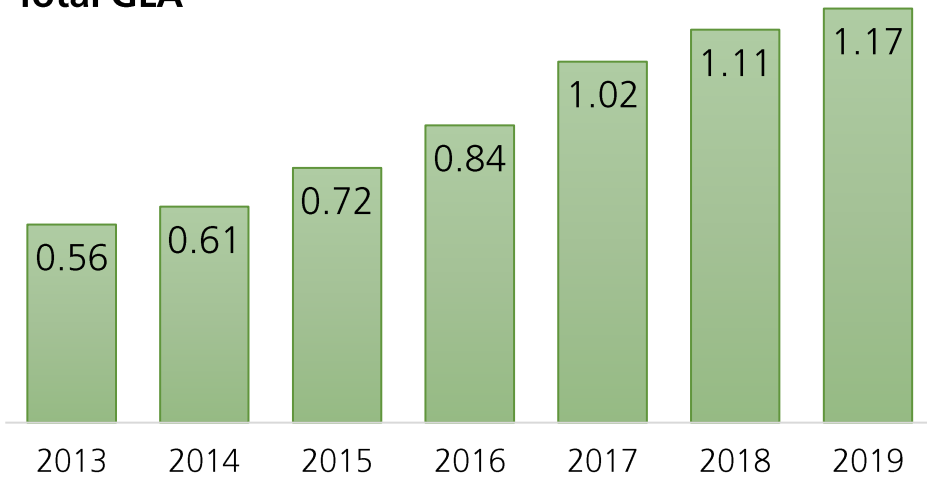
Ayala Malls Verosa
Cavite, 35K GLA (2021)

Offices: GLA of 1.17M sqm

- Occupancy: Average 94%, Stable 96%



Total GLA



Total Offices GLA under construction: **359k**

Upcoming Openings



Hotels and Resorts: 3,979 rooms, opened 274 new rooms in 1Q20

Newly Opened

1Q 2020	Hotels	Resorts
Rooms in operation	Branded: 660 Seda: 2,641 Circuit: 255	El Nido: 193 Lio B&Bs: 152 Sicogon B&Bs: 78
Occupancy		
Average	53% (-19 pt)	54% (-15 pt)
Stable	60% (-20 pt)	53% (-17 pt)



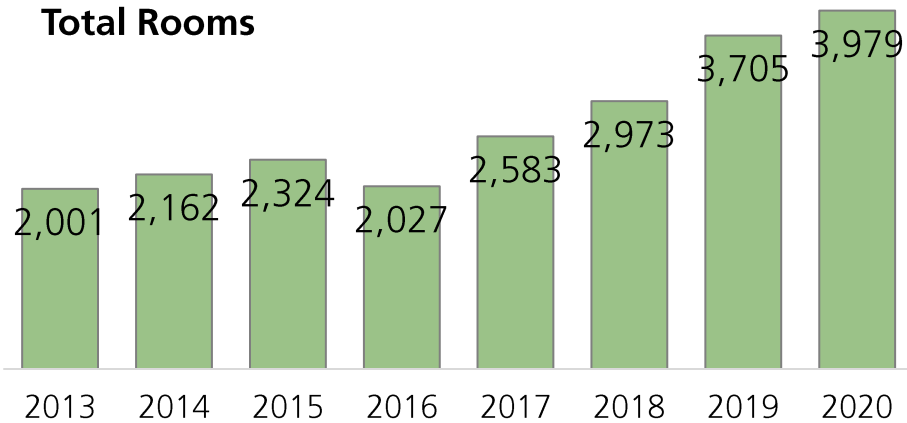
Seda Central Bloc | Cebu Business Park, 143 rooms out of 214 (January)



Seda Residences ANE | Makati CBD, 78 rooms, 293 out of 293 rooms open (January)



Total Rooms



Total rooms under construction: **2,053 rooms**

New leasing formats expand the commercial business portfolio

 **LOGISTICS HOLDINGS CORP.**
(FACTORY BUILDINGS and WAREHOUSES)



175K_{sqm} GLA

Lepanto 85,000
Laguna Technopark 39,853 (+16,886 in Jun 2019)
Cavite Technopark 12,604
Tutuban Storage 1,098
Alviera Industrial Park 19,412

(FY2018: 137K sqm)

 **the flats**



2,044 Beds

Amorsolo 196 rooms | 728 beds
BGC 5th Avenue 375 rooms | 1,316 beds

(FY2018: 728 beds)

 **CLOCK IN**



1,404 Seats

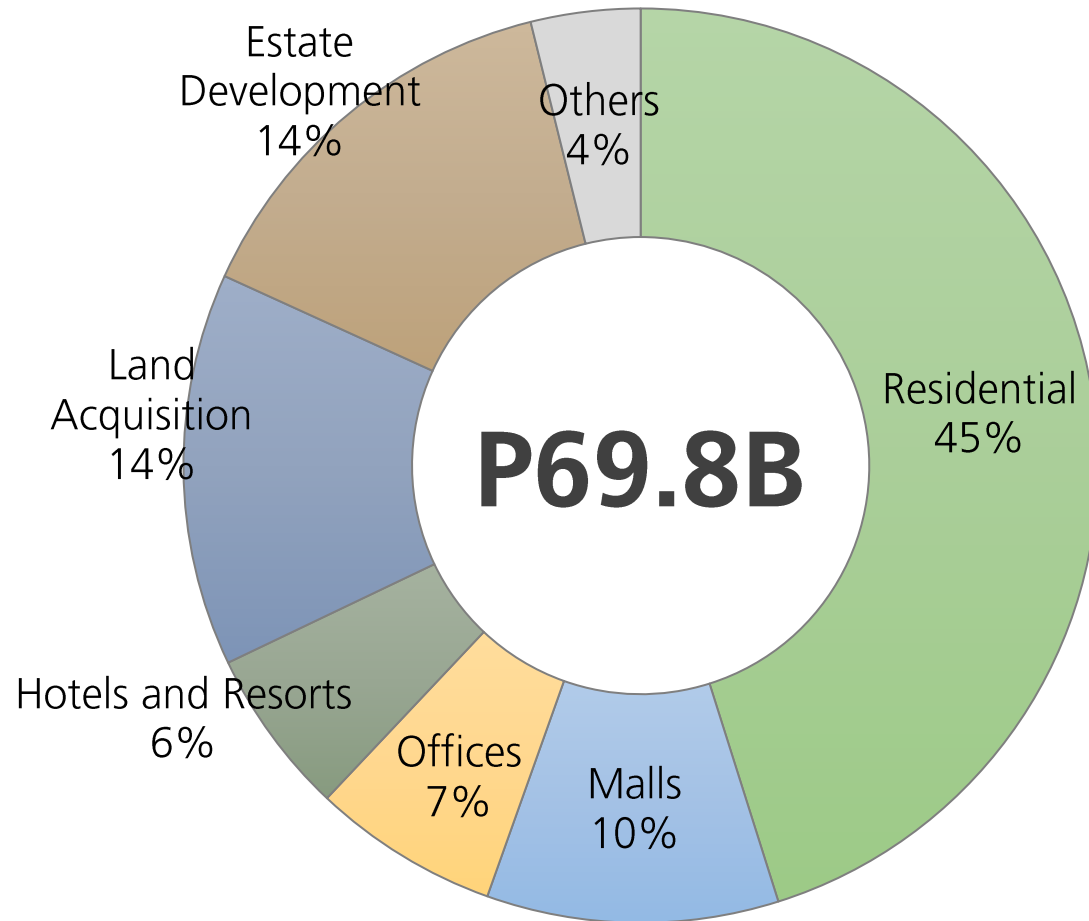
6,473 sqm of GLA

MSE 107, BHS 174, BGC Tech Center 227
Vertis North 185, The 30th 262, ANE 357, Lio 23,
ATC 69

(FY2018: 433 seats)

Capex spend of P21.6B in 1Q20, FY20 estimate at P69.8B

FY2020 Capex Estimate

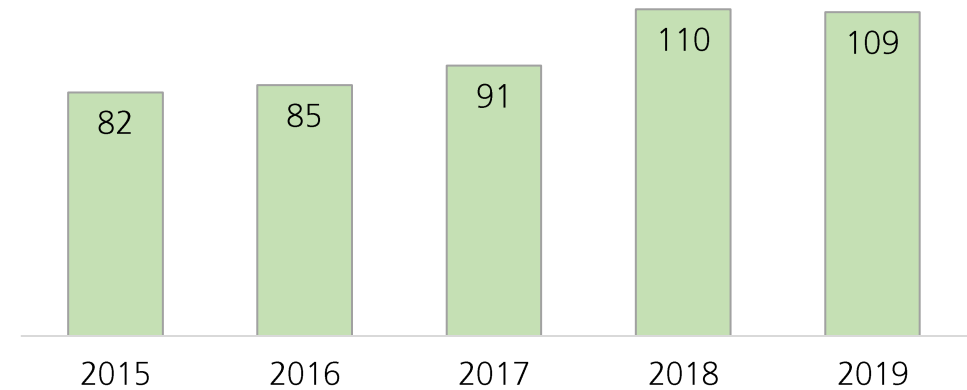


Capex Breakdown (in Php billions)

1Q 2020 Actual

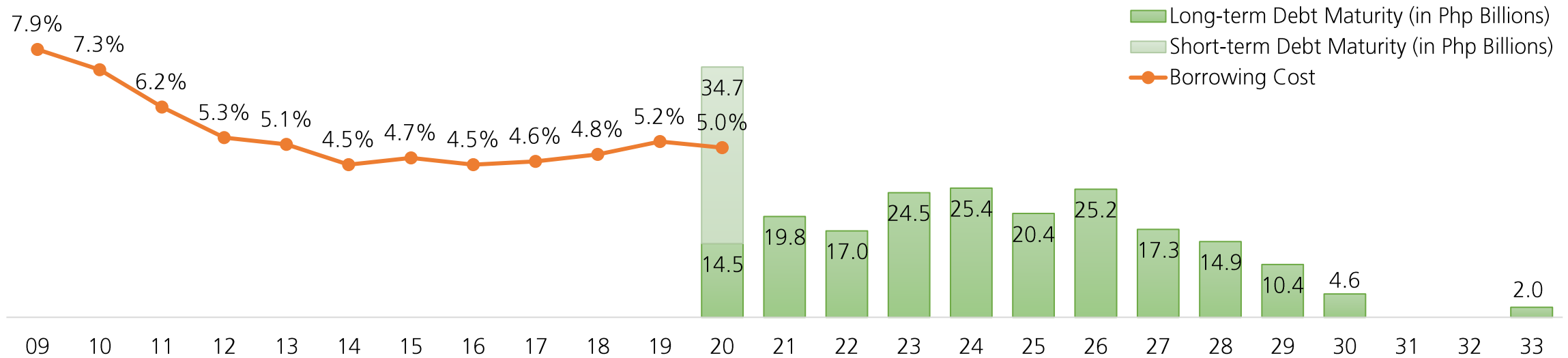
Residential	8.7
Malls	2.9
Offices	1.1
Hotels and Resorts	1.5
Land Acquisition	3.4
Estate Development	4.1
Others	-
Total	21.6

Historical Capex



Well-managed cost of debt, stretched maturities and mix strengthen funding capability

As of 31 Mar 2020 | Total Borrowings: **Php230.7B**: Short-term **Php34.7B** (15%), Long-term **Php196.0B** (85%)



Debt Mix	2014	2015	2016	2017	2018	2019	1Q20
Fixed	74%	84%	79%	85%	89%	90%	82%
Floating	26%	16%	21%	15%	11%	10%	18%

The balance sheet remains healthy

Balance Sheet (in Php Millions)	March 2020	December 2019
Cash & Cash Equivalents	23,222	21,524
Total Borrowings	230,703	211,097
Stockholders' Equity	242,917	242,706
Current Ratio	1.37	1.30
Debt-to-Equity Ratio	0.95	0.87
Net Debt-to-Equity Ratio	0.85	0.78

In Summary

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