

# ECONOMIC DATA SUMMARY

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## INTRODUCTION

The economic data summary discloses economic performance of businesses under Ayala Land’s operations in support of our sustainability reporting suite. It should be read in conjunction with:

- [2020 Integrated Report](#) – Ayala Land’s Integrated Report prepared in accordance with the International Integrated Reporting <IR> framework using supplemental guidelines from the Global Reporting Initiative (GRI) Standards, Sustainability Accounting Standards Board (SASB), and Task Force on Climate-related Financial Disclosures (TCFD).
- [Disclosures on Management Approach](#) – Descriptions on how we manage and respond to material economic, environmental and social issues.
- [Four Focus Areas](#) – List and descriptions of economic, environmental and social issues that are material to Ayala Land.
- [Sustainability Reporting Index](#) – Index tables relating the 2020 Integrated Report and 2020 Sustainability Data Packs with the GRI Standards, SASB Standards and TCFD Recommendations.

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## FINANCIAL HIGHLIGHTS

|                                       | 2020   | 2019    | 2018    | 2017    | 2016    | 2015    |
|---------------------------------------|--------|---------|---------|---------|---------|---------|
| Revenue, in million php               | 96,273 | 168,794 | 166,246 | 142,297 | 124,629 | 107,183 |
| Net income, in million php            | 8,727  | 33,188  | 29,241  | 25,305  | 20,908  | 17,630  |
| Market capitalization, in billion php | 603    | 670     | 598     | 657     | 471     | 506     |
| Capital expenditures, in billion php  | 64     | 109     | 110     | 91      | 85      | 82      |

## ECONOMIC VALUE

| In million pesos                   | 2020   | 2019    | 2018    | 2017    | 2016    | 2015    |
|------------------------------------|--------|---------|---------|---------|---------|---------|
| Economic Value Generated           |        |         |         |         |         |         |
| Total revenue                      | 96,273 | 168,794 | 166,246 | 142,297 | 124,629 | 107,183 |
| Economic Value Distributed         | 74,056 | 128,291 | 133,116 | 114,752 | 99,277  | 85,376  |
| Payments to suppliers/ contractors | 41,921 | 83,453  | 93,798  | 81,552  | 68,157  | 58,105  |
| Payments to employees              | 6,092  | 6,767   | 6,486   | 4,969   | 5,459   | 4,944   |
| Payments to providers of capital   | 16,752 | 19,921  | 17,080  | 15,041  | 14,376  | 12,663  |
| Payments to governments            | 9,233  | 18,096  | 15,676  | 13,147  | 11,201  | 9,537   |
| Payments to communities            | 58     | 54      | 76      | 43      | 85      | 126     |
| Economic Value Retained            | 22,216 | 40,503  | 33,130  | 27,545  | 25,352  | 21,807  |

## CUSTOMER SATISFACTION

|                                | 2020 | 2019 | 2018 | 2017 | 2016 | 2015 |
|--------------------------------|------|------|------|------|------|------|
| Satisfaction Rate <sup>1</sup> | 95%  | 89%  | 86%  | 92%  | 93%  | 93%  |

## SUPPLY CHAIN

|  | 2019  | 2019  | 2018  | 2017  |
|--|-------|-------|-------|-------|
| Total accredited vendors   | 1,923 | 2,932 | 2,279 | 2,216 |
| New vendors accredited during the year                                       | 376   | 701   | 615   | 493   |
| Vendors engaged during the year <sup>2</sup>                                 | 78%   | 60%   | 69%   | NDA   |
| Vendors in civil, structural, architectural categories                       | 39%   | 40%   | 49%   | NDA   |
| Active vendors engaged on sustainability procurement principles <sup>3</sup> | 35%   | 32%   | 16%   | -     |

NDA – No data available

<sup>1</sup> For 2019-2020, satisfaction rating includes customer satisfaction from residential projects, malls, offices, hotels and resorts. For 2015-2018, satisfaction rating comes from our property management business, APMC, that manages operations of residential projects, malls and offices.

<sup>2</sup> Percentage of total accredited vendors engaged with during the year.

<sup>3</sup> Percentage of active vendors with which sustainability procurement principles have been rolled out through Vendor Kapihan sessions. These are sessions wherein all vendors are gathered together to discuss the company's various guidelines, processes, programs, and assistance. These also serve as a venue for the vendors to express their concerns, aiming to communicate directly to the business partners held in each project operations sites. Various topics are discussed by resource speakers during the session including, but not limited to: Environmental Health and Safety; Compliance to Labor Standards; Vendor Integrity; Bonds and Insurances; Ayala Land Sustainability Initiatives.