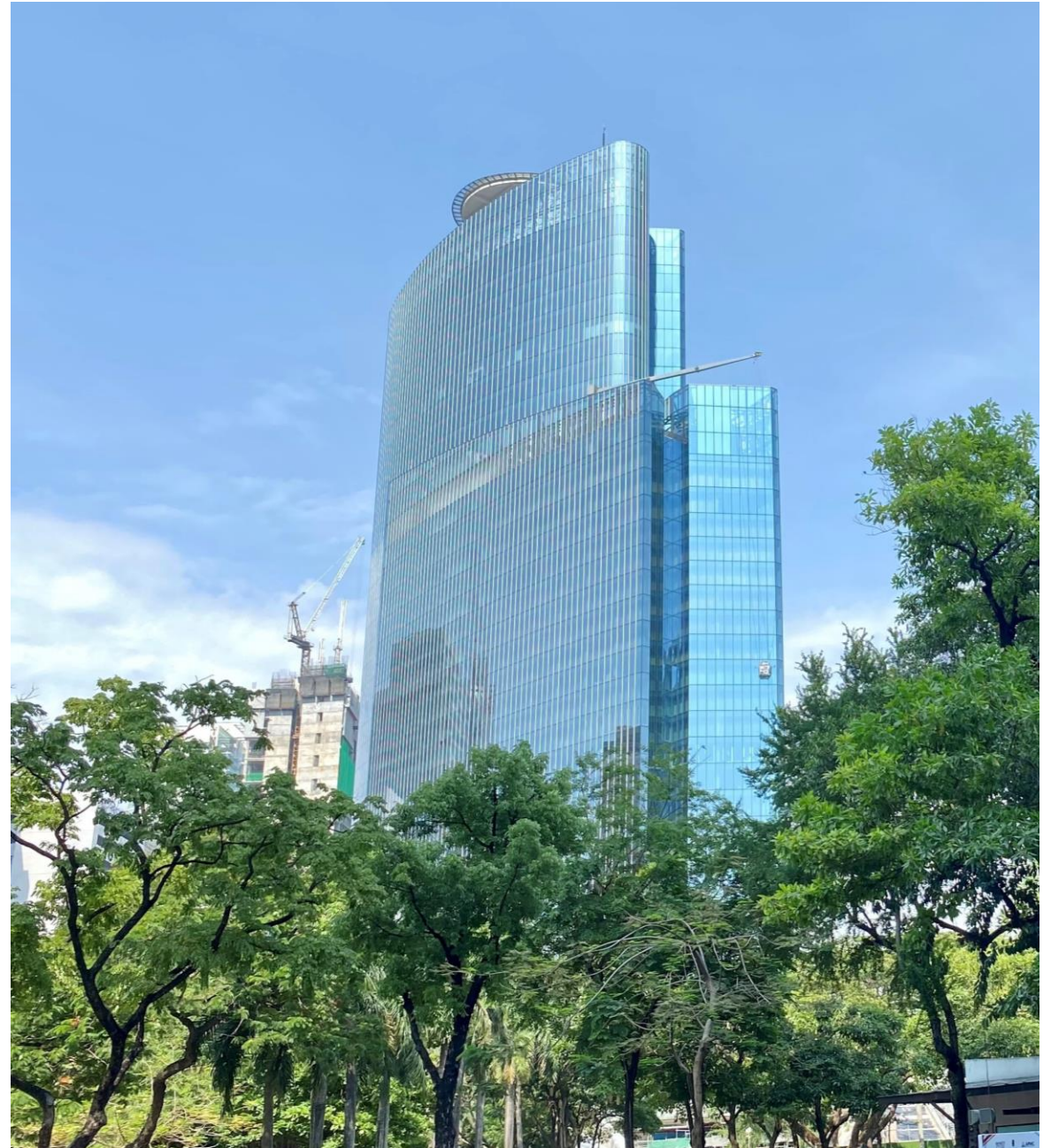


Analyst Briefing

1H 2021

03 August 2021



Contents

1H 2021 Results

- Financial Statements
- Operating Statistics
- Capex

Key Messages | 1H 2021

- 1. Ayala Land registered total revenues of P49.0B (+19%) and a net income of P6.0B (+34%).**
 - Revenues and net income reached P24.3B (+90%) and P3.3B (16.6x) in 2Q21, respectively.
- 2. Property development revenues totaled P34.1B (+37%) propelled by construction progress and higher bookings.**
 - Sales reservations reached P19.7B (+45%) in 2Q21 on sustained local demand despite an ECQ reimposition. This brought 1H21 sales reservations to P48.2B (+26%).
- 3. Commercial leasing revenues amounted to P9.5B (-26%) weighed down by renewed restrictions.**
 - Mall foot traffic averaged 28% in 2Q21 with tenant sales at 43% of pre-COVID levels.
 - Sustained operations of BPO and HQ tenants cushioned POGO vacancy.
 - ALI hotels continue to serve returning overseas Filipinos; El Nido and Lio resorts hosted 26 travel bubbles in 2Q21.
- 4. Capital expenditures amounted to P32.1B.**
- 5. The balance sheet remains strong with a net gearing ratio of 0.74:1.**

Ayala Land registered total revenues of P49.0B (+19%) and a net income of P6.0B (+34%)

GAE ratio: 6.5%

EBIT margin: 33.5%

Income Statement <i>(in Php millions)</i>	1H 2021	1H 2020	Change	%
Total Revenues	48,957	41,199	7,758	19%
Real Estate*	46,690	40,367	6,323	16%
Interest and Other Income	2,267	831	1,435	173%
<i>Equity in Net Earnings of Associates and JVs</i>	531	346	185	53%
<i>Interest and Investment Income</i>	116	220	(104)	-47%
<i>Other Income</i>	1,619	265	1,355	512%
Expenses	39,221	33,613	5,608	17%
Real Estate**	29,317	22,802	6,515	29%
GAE	3,173	3,865	(692)	-18%
Interest expense, financing and other charges	6,730	6,946	(216)	-3%
Income before Income Tax	9,736	7,586	2,150	28%
Provision for Income Tax	2,362	2,120	242	11%
Income before Non-Controlling Interest	7,374	5,466	1,908	35%
Non-Controlling Interest	1,333	948	385	41%
NIAT attributable to ALI Equity Holders	6,041	4,518	1,523	34%

*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

Property development propelled by construction progress and higher bookings; commercial leasing weighed down by renewed restrictions

Revenue Breakdown <i>(in Php millions)</i>	1H 2021	1H 2020	Change	%	
Property Development	34,107	24,871	9,236	37%	
Residential	30,050	20,475	9,575	47%	<i>Higher bookings and completion</i>
Office for Sale	2,061	1,444	617	43%	<i>Higher bookings from ALVEO's Park Triangle and ALP's One Vertis Plaza projects</i>
Comm'l and Ind'l lots	1,996	2,952	(956)	-32%	<i>Slower take up at Vermosa, Nuvali and Alvia estates</i>
Commercial Leasing	9,480	12,863	(3,382)	-26%	
Shopping Center	3,432	5,980	(2,548)	-43%	<i>Limited operations, lower rent and low foot traffic</i>
Office	4,831	4,798	33	1%	<i>BPO and HQ operations cushioned POGO cancellations</i>
Hotels and Resorts	1,217	2,085	(868)	-42%	<i>Restricted resorts operation (end-Mar to Apr) and lower average hotel occupancy</i>
Services	3,103	2,634	469	18%	
Net Construction	1,928	883	1,045	118%	<i>Completion progress of projects with unconsolidated JV's and 3rd parties</i>
Property Mgmt. and others*	1,175	1,751	(576)	-33%	<i>Lower power consumption of customers and limited AirSWIFT operations</i>
Real Estate Revenues	46,690	40,367	6,323	16%	
Interest and Other Income	2,267	831	1,435	173%	
Total Revenues	48,957	41,199	7,758	19%	

*Includes APMC, energy distribution companies and AirSwift

Development margins offset lower leasing margins

Margin Performance	1H 2021	1H 2020	
Property Development (Gross Profit)			
Residential			
Horizontal	46%	46%	
Vertical	35%	42%	<i>One-time recognition of COVID-19-related expenses and additional costs related to new Fire Code compliance and regulatory requirements</i>
Office for Sale	35%	40%	
Commercial and Industrial Lots	75%	69%	<i>Higher selling prices of industrial lots in Pampanga Technopark and commercial lots in Evo City and Altaraza</i>
Commercial Leasing (EBITDA)			
Shopping Centers	39%	45%	<i>Limited operations and lower rent</i>
Office	93%	94%	
Hotels and Resorts	6%	14%	<i>Restricted operations</i>
Services (EBITDA)			
Construction and Property Management	10%	9%	

Sales reservations reached P19.7B (+45%) in 2Q21 on sustained local demand despite an ECQ reimposition; 1H21 at P48.2B (+26%).

Sales Reservations

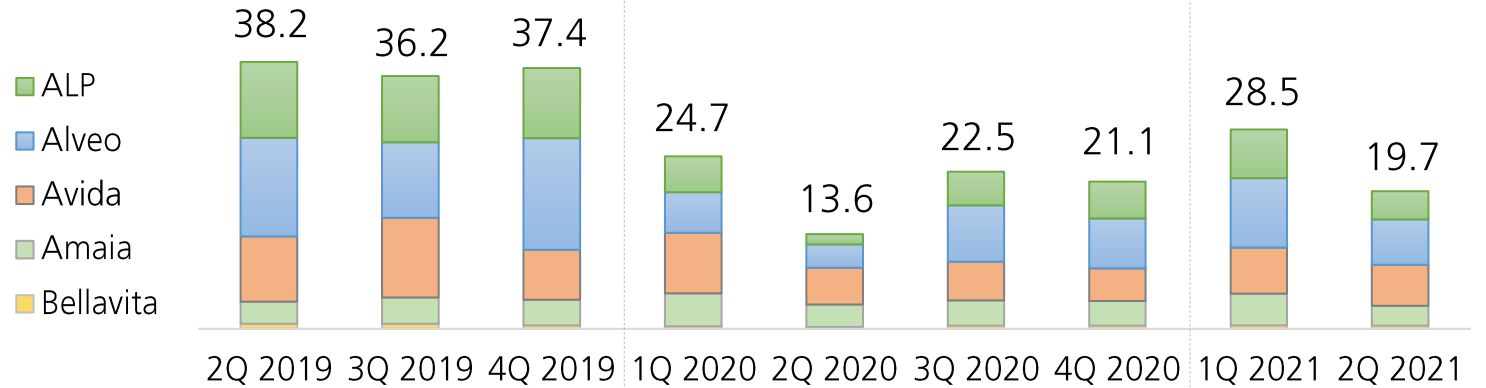
- Monthly average of P8.0B
- 2Q21 is 69% of 1Q21 sales

Launches: 14 projects (P44.3B)

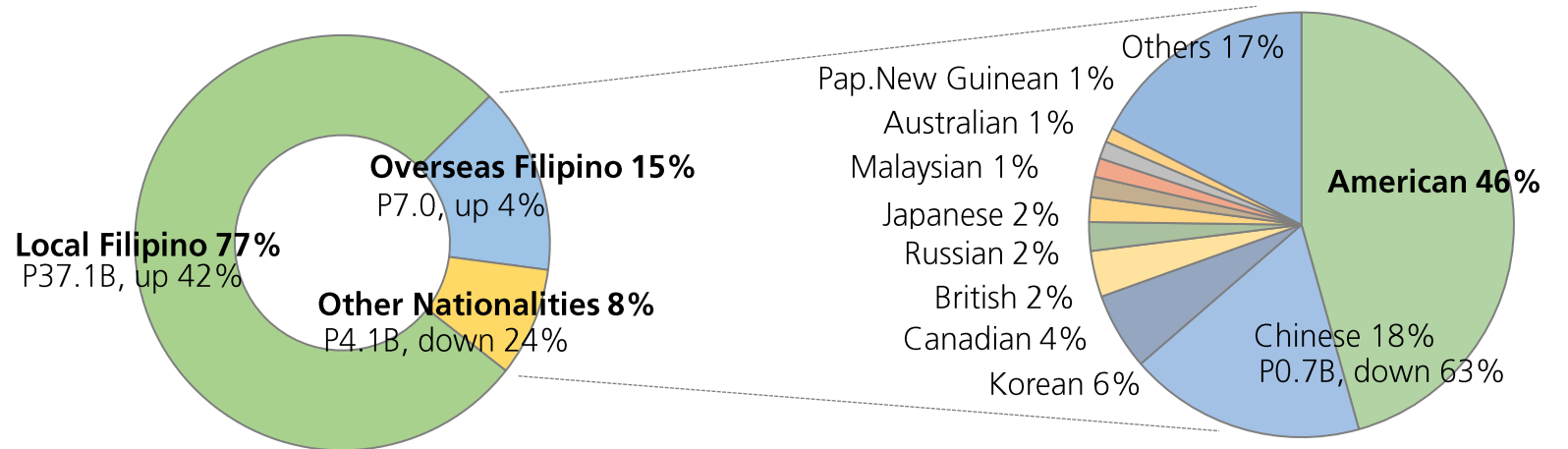
- 2Q21: 8 projects (P25.3B)

Unbooked Revenues: P161B

Sales Reservations (in Php Billions)

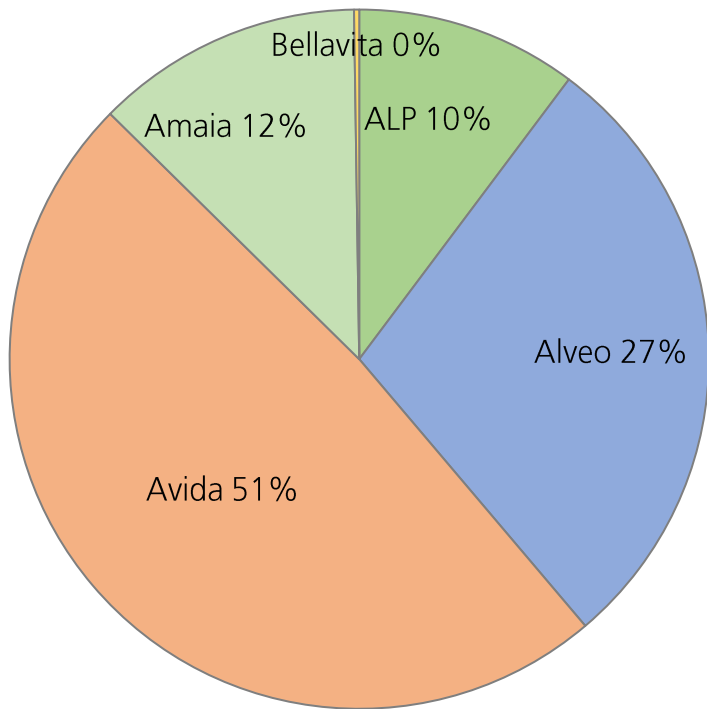


Sales Breakdown

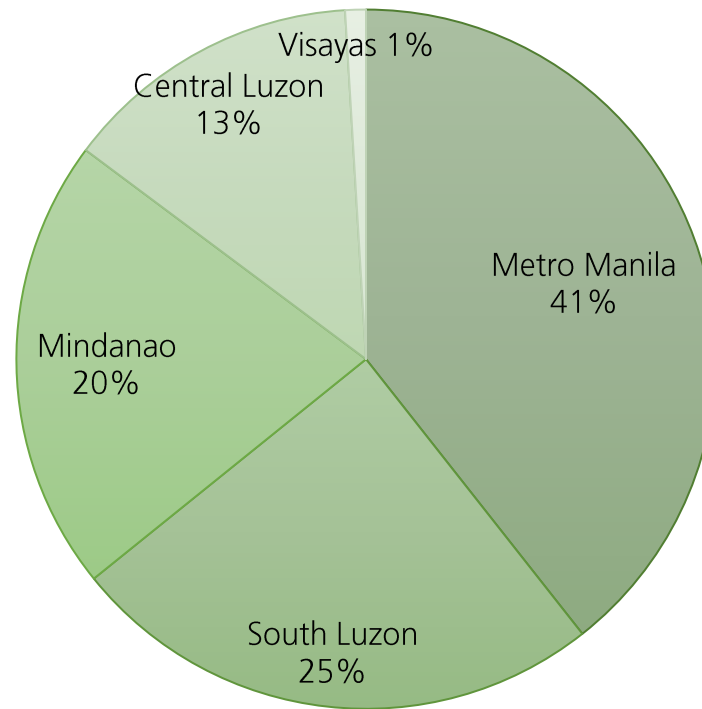


A total of P44.3B worth of residential projects were launched in 1H21 (44% of FY21 Budget)

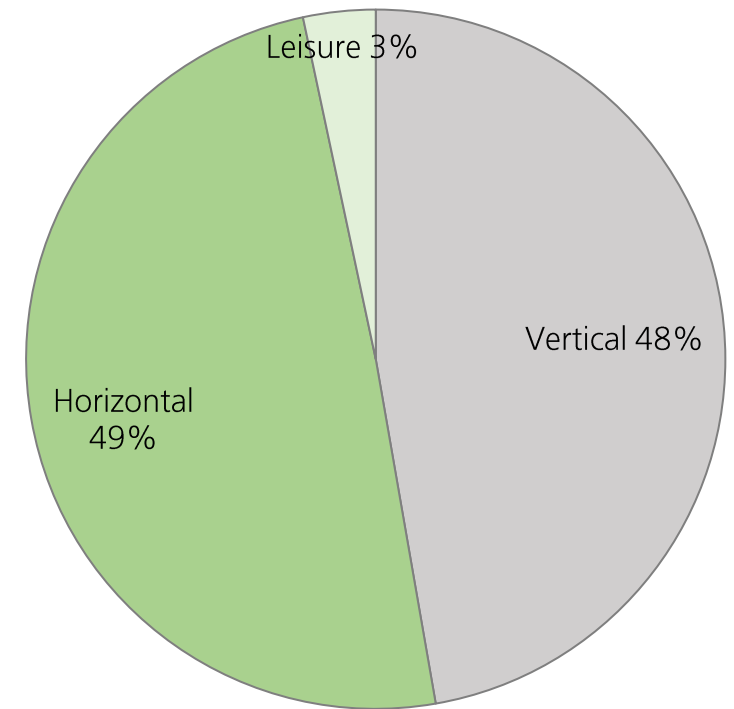
By Brand



By Location



By Product Type



Key Launches: Residential Projects



Anvaya Cove S3 (May)
Morong, Bataan
144 lots, P1.4B | 67% take-up



Bayview Heights (May)
Cagayan de Oro, Misamis Oriental
452 lots, P5.6B | 8% take-up

Key Launches: Residential Projects

Avida



Averdeen Estates (April)
Nuvali, Sta. Rosa, Laguna
624 lots, P3.0B | 25% take-up



Makati Southpoint T2 (May)
Makati City, MM
924 units, P5.5B | 12% take-up



Towers Astrea T2 (June)
Quezon City, MM
335 units, P1.3B | 5% take-up

Mall foot traffic averaged 28% in 2Q 2021

Occupancy: Average 81%, Stable 86%

Foot Traffic: 20-33% of pre-COVID levels

Malls GLA Pipeline: 348K

Key Stats	2Q20	3Q20	4Q20	1Q21	2Q21
Operating GLA	38%	65%	71%	73%	67%
% Pre-COVID					
Foot Traffic	20-25%	30-35%	35-45%	33-38%	20-33%
Tenant Sales	27%	40%	52%	52%	43%

Upcoming Openings



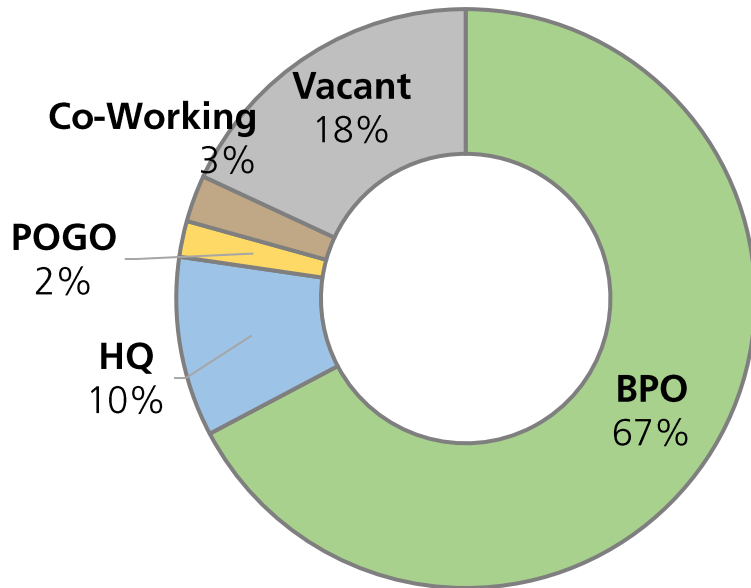
Ayala Triangle Gardens Retail
Makati CBD, 7K GLA (4Q 2021)

BPO and HQ operations cushioned POGO vacancy

Occupancy: Average 82%, Stable 87%

Offices GLA Pipeline: 231K

1H 2021 GLA Occupancy Mix



Newly Opened



Ayala Triangle Tower Two
Makati CBD, 63K GLA (April 2021)

Upcoming Opening



One Ayala Tower One
Makati CBD, 31K GLA (4Q 2021)

Hotels continue to serve returning overseas Filipinos; El Nido and Lio resorts hosted 26 travel bubbles in 2Q21

Upcoming Openings

1H 2021	Hotels	Resorts
Rooms Available	Branded: 660 Seda: 2,712 Circuit: 255	El Nido: 193 Lio B&Bs: 132 Sicogon B&Bs: 78
Occupancy		
Average	45% (+1 pt)	15% (-11 pt)
Stable	48% (+2 pt)	16% (-10 pt)

Hotels and Resorts Pipeline: 1,580 rooms

2021 Travel Bubble Program	2020	1Q21	2Q21
El Nido	33	31	24
Lio	8	9	2
Total	41	40	26



Hatch Hostel | Sicogon Iloilo, 52 rooms (4Q 2021 and 2022)

New formats complement our core commercial leasing businesses

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



224K_{sqm} GLA

ALogis Calamba 75,509
Laguna Technopark 92,181 + 10,277 in June
Cavite Technopark 13,396
Tutuban Storage 1,099
Alviera Industrial Park 31,342

New ALogis Artico 4,000 pallet positions

(FY 2020: 207 sqm)

 **the flats**



2,044 Beds

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

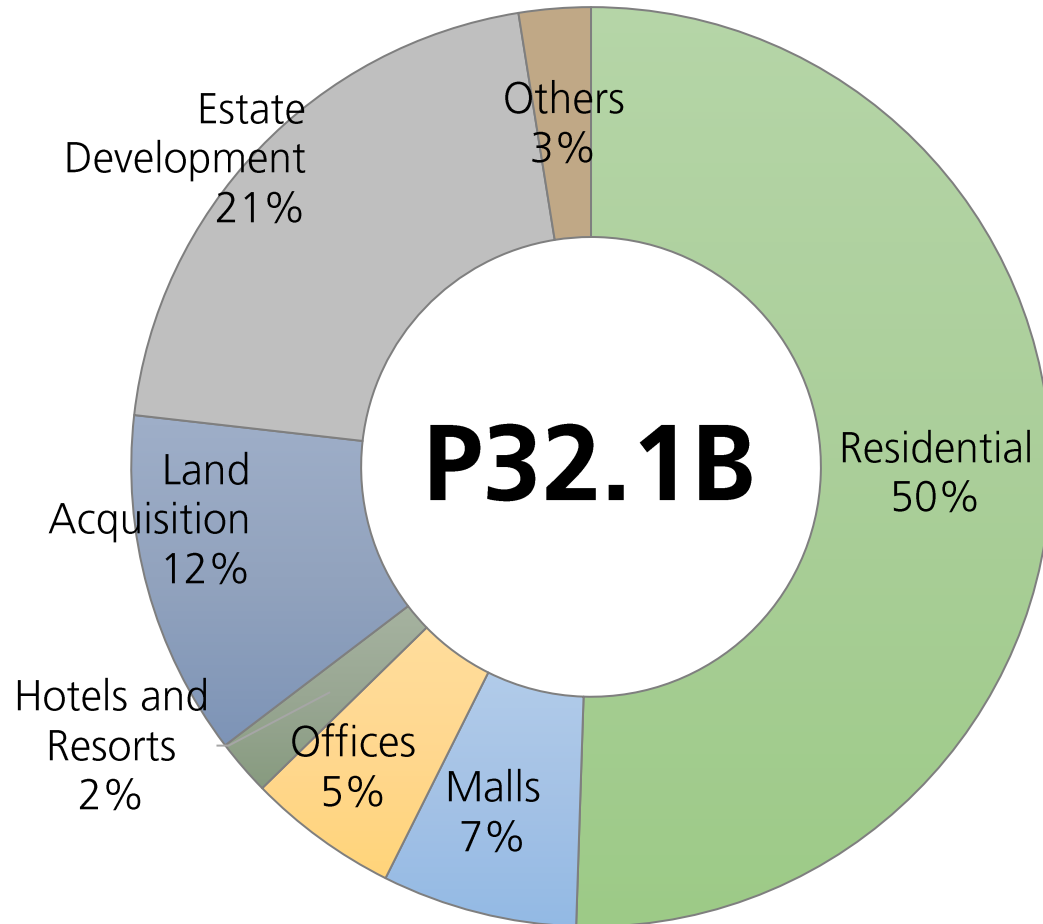
 **CLOCK IN**



1,413 Seats

6,473 sqm of GLA
MSE 107, BHS 189, BGC Tech Center 227
Vertis North 185, The 30th 262, ANE 358,
Lio 16, ATC 69

Capex amounted to P32.1B

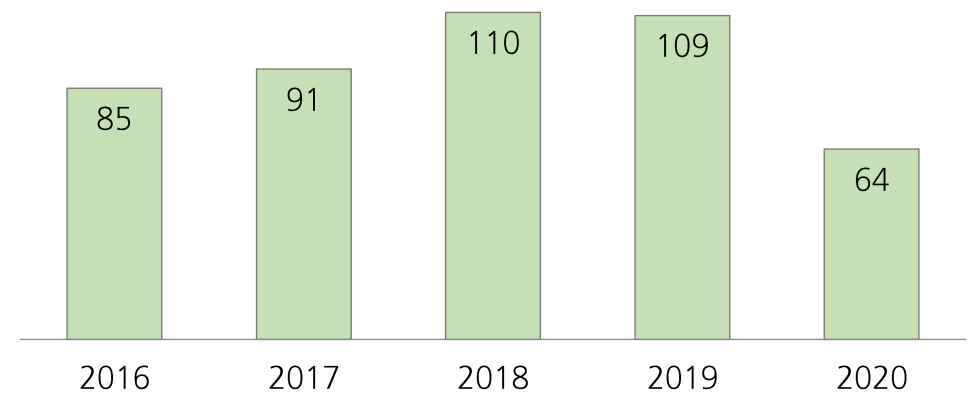


Capex Breakdown (in Php billions)

1H 2021 Actual

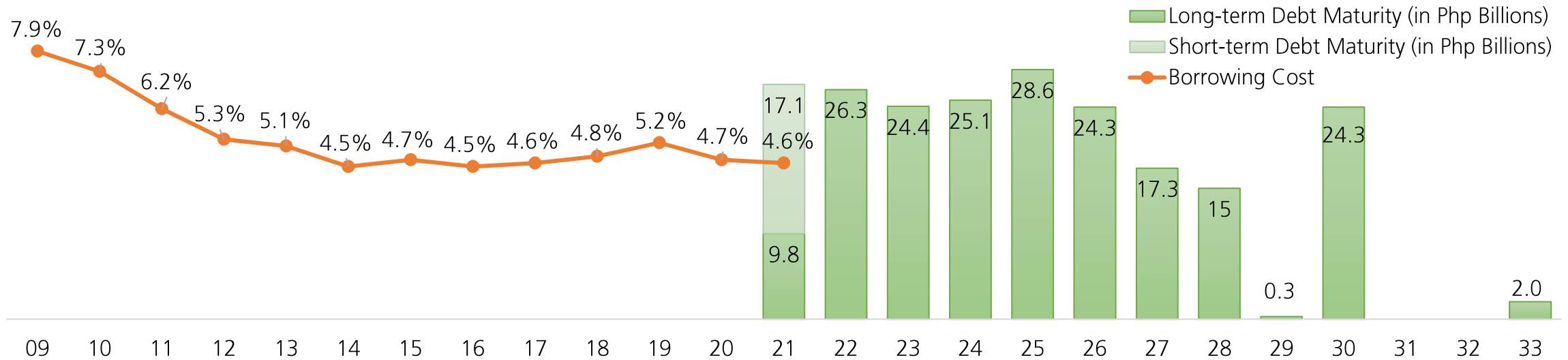
Residential	16.2
Malls	2.2
Offices	1.7
Hotels and Resorts	0.6
Land Acquisition	3.9
Estate Development	6.6
Others	0.8
Total	32.1

Historical Capex



Lower borrowing cost reflective of the supportive low interest rate environment

As of 30 Jun 2021 | Total Borrowings: **Php214.5B**: Short-term **Php17.1** (8%), Long-term **Php197.4B** (92%), Average Maturity **4.9 years**



Debt Mix	2014	2015	2016	2017	2018	2019	2020	1H 2021
Fixed	74%	84%	79%	85%	89%	90%	95%	91%
Floating	26%	16%	21%	15%	11%	10%	5%	9%

Balance sheet remains strong with a net gearing ratio of 0.74:1

Balance Sheet (in Php Millions)	June 2021	December 2020
Cash & Cash Equivalents	16,433	18,361
Total Borrowings	214,468	211,951
Stockholders' Equity	266,067	260,179
Current Ratio	1.50	1.62
Debt-to-Equity Ratio	0.81	0.81
Net Debt-to-Equity Ratio	0.74	0.74

In Summary

- 1. Ayala Land registered total revenues of P49.0B (+19%) and a net income of P6.0B (+34%).**
 - Revenues and net income reached P24.3B (+90%) and P3.3B (16.6x) in 2Q21, respectively.
- 2. Property development revenues totaled P34.1B (+37%) propelled by construction progress and higher bookings.**
 - Sales reservations reached P19.7B (+45%) in 2Q21 on sustained local demand despite an ECQ reimposition. This brought 1H21 sales reservations to P48.2B (+26%).
- 3. Commercial leasing revenues amounted to P9.5B (-26%) weighed down by renewed restrictions.**
 - Mall foot traffic averaged 28% in 2Q21 with tenant sales at 43% of pre-COVID levels.
 - Sustained operations of BPO and HQ tenants cushioned POGO vacancy.
 - ALI hotels continue to serve returning overseas Filipinos; El Nido and Lio resorts hosted 26 travel bubbles in 2Q21.
- 4. Capital expenditures amounted to P32.1B.**
- 5. The balance sheet remains strong with a net gearing ratio of 0.74:1.**

Analyst Briefing

1H 2021

03 August 2021

