

ECONOMIC DATA SUMMARY

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:

- [2022 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 2022 Integrated Report and 2022 Sustainability Data Packs with the GRI Standards, SASB Standards and TCFD Recommendations.

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FINANCIAL HIGHLIGHTS

	2017	2018	2019	2020	2021	2022
Revenue, in million php	142,297	166,246	168,794	96,273	106,143	126,556
Net income, in million php	25,305	29,241	33,188	8,727	12,228	18,617
Market capitalization, in billion php	657	598	670	603	544	464
Capital expenditures, in billion php	91	110	109	64	64	72

ECONOMIC VALUE

In million pesos	2017	2018	2019	2020	2021	2022
Economic Value Generated						
Total revenue	142,297	166,246	168,794	96,273	106,143	126,556
Economic Value Distributed ¹	114,752	133,116	128,291	74,056	80,110	86,525
Payments to suppliers/ contractors ¹	81,552	93,798	83,453	41,921	49,745	57,149
Payments to employees ¹	4,969	6,486	6,767	6,092	6,372	9,085
Payments to providers of capital	15,041	17,080	19,921	16,752	15,101	15,509
Payments to governments	13,147	15,676	18,096	9,233	8,853	4,768
Payments to communities	43	76	54	58	39	15
Economic Value Retained ¹	27,545	33,130	40,503	22,216	26,033	40,031

CUSTOMER SATISFACTION

	2017	2018	2019	2020	2021	2022
Satisfaction Rate ²	92%	86%	89%	95%	95%	93%

SUPPLY CHAIN

	2018	2019	2020	2021	2022
Total accredited vendors	2,279	2,932	1,923	1,891	2,501
New vendors accredited during the year	615	701	376	405	699
Vendors engaged during the year ³	69%	60%	78%	59%	50%
Vendors in civil, structural, architectural categories	49%	40%	39%	32%	32%
Active vendors engaged on sustainability procurement principles ⁴	16%	32%	35%	51%	53%

NDA – No data available

¹ 2021 values restated.

² Covers satisfaction rating from our property management business, APMC, which handles residential projects, estates, malls and offices.

³ Percentage of total accredited vendors engaged with during the year.

⁴ 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.