

1H 2022 Analysts Briefing

August 22, 2022



Highlights



- Strong residential sales performance with 30% growth in option sales and 10% growth in residential revenues.
- Mall rental business recovery with 53% growth
- 8% increase in income before taxes

1H22 Residential Launches

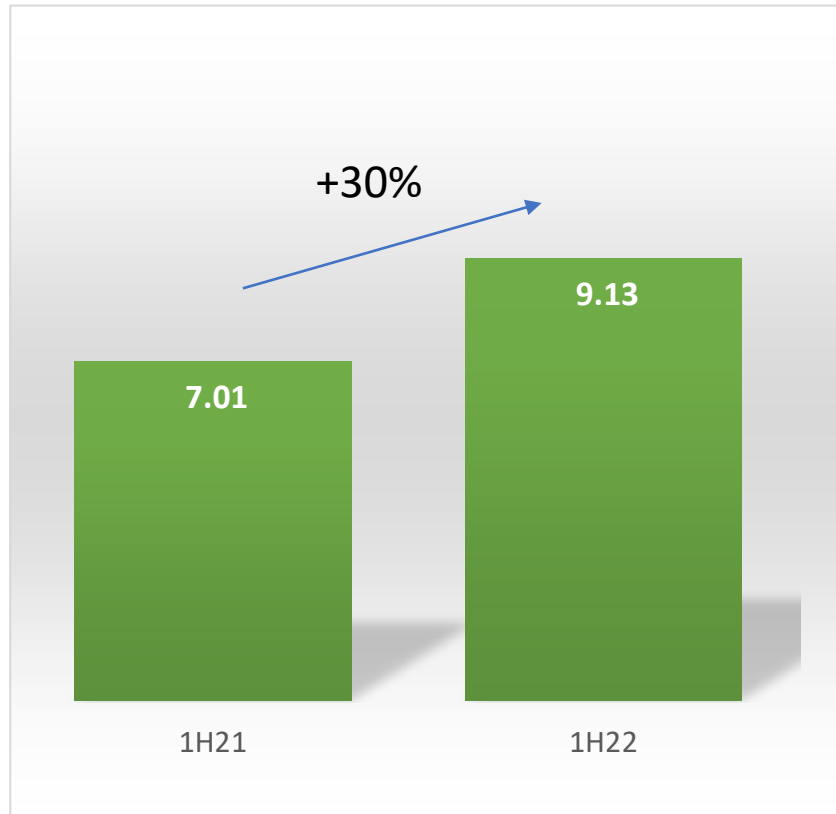


P800 million worth of residential launches in 1H22:

- 1 housing project in Rizal
- 1 MRB project in Naga



Residential Sales Take-Up



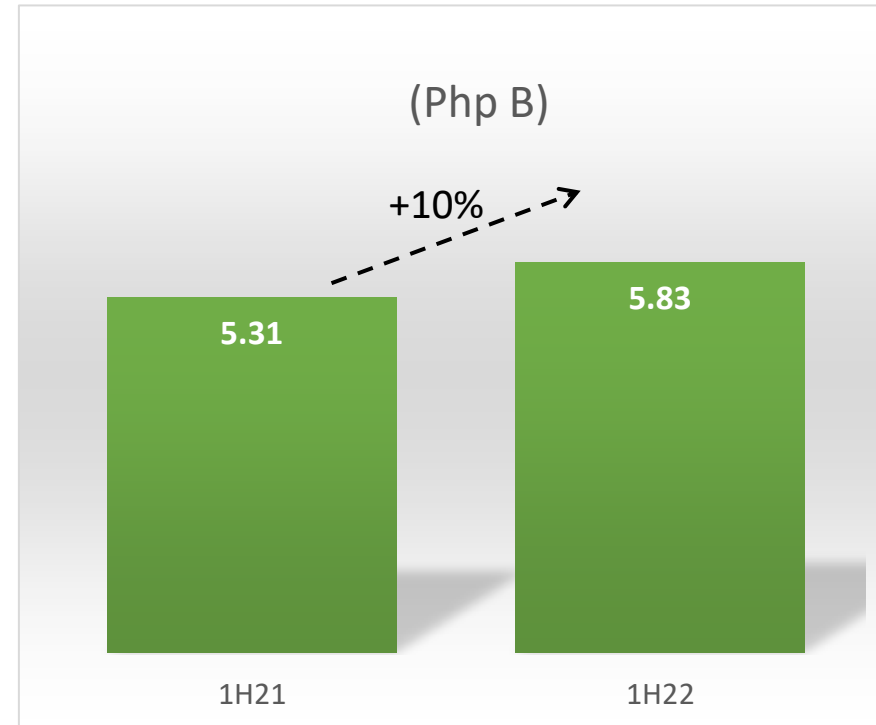
Breakdown of Sales Take-Up	2020	2021	1H22
Socialized	1%	3%	1%
Affordable / Middle Income	91%	89%	93%
High-End / Others	8%	8%	6%

	2020	2021	1H22
OFW Share of Sales Take-Up	20%	22%	21%

- 31% growth in OFW sales

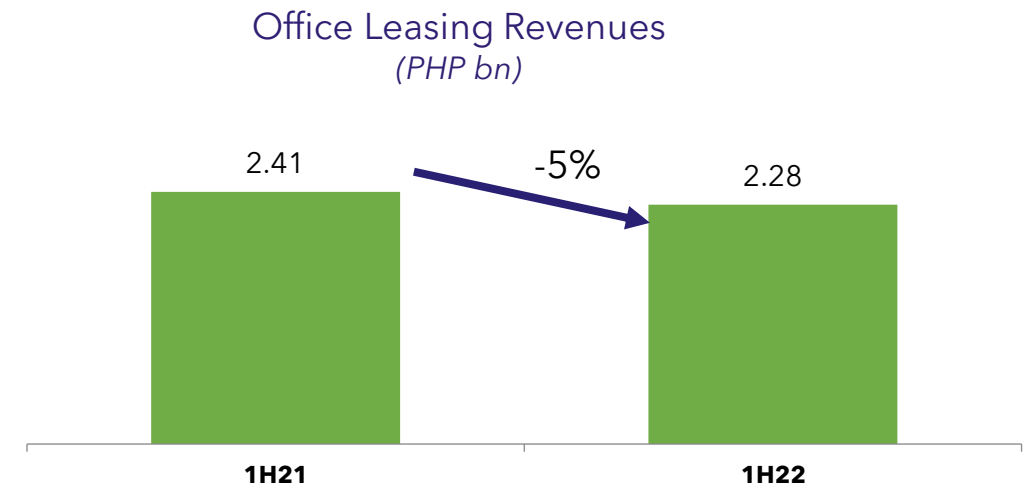
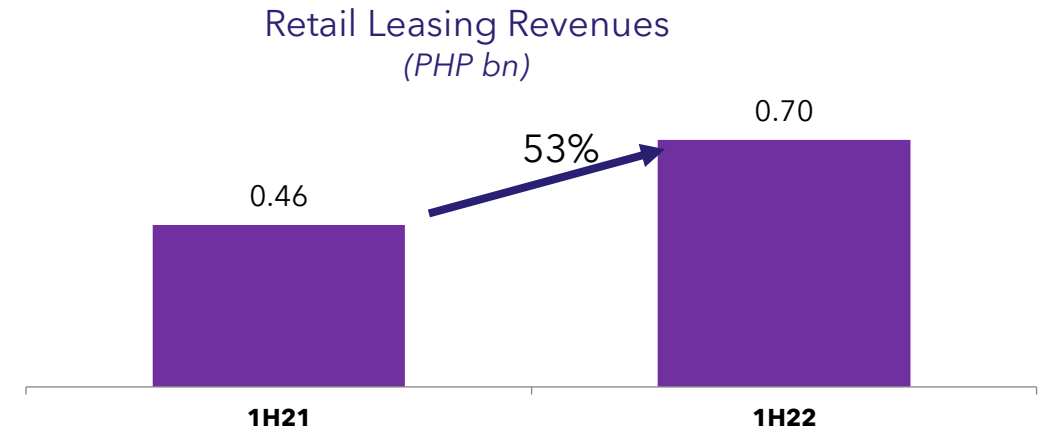
Real Estate Sales Revenue

- In 1H22, Real estate revenues grew 10%.



Leasing Revenue (1H 2022)

- Overall growth of 4%
- Retail revenues grew due to improved occupancy and the gradual removal of rental concessions.
- Lower occupancy in office buildings was caused by the pre-termination of leases by POGO tenants in non-REIT buildings



1H 2022 Income before income tax increased 8%

Php M	1H21	1H22
Revenues	8,582	9,147
Real estate	5,312	5,831
Rental revenues	2,865	2,983
Interest and other income	368	310
Equity in net earnings	37	23
Costs	4,412	4,700
Cost of real estate sales	3,133	3,329
Cost of rental services	1,279	1,371
Operating Expenses	2,542	2,686
General and administrative	872	972
Selling and marketing	483	531
Interest expense and financing charges	1,187	1,183
Income before income tax	1,628	1,761
Provision for income tax	(1,042)	253
Net Income	2,670	1,508
Net income att. to equity holders of parent	2,618	1,205

- 1H21 Tax benefit due to CREATE law

Margins

	1H21	1H22
GPM of real estate sales	41.0%	42.9%
GPM of rental services	55.4%	54.0%
% of G&A to Revenues	10.2%	10.6%
% of S&M to Revenues	5.6%	5.8%
Tax rate	-64.0%	14.4%
Net income margin	31.1%	16.5%

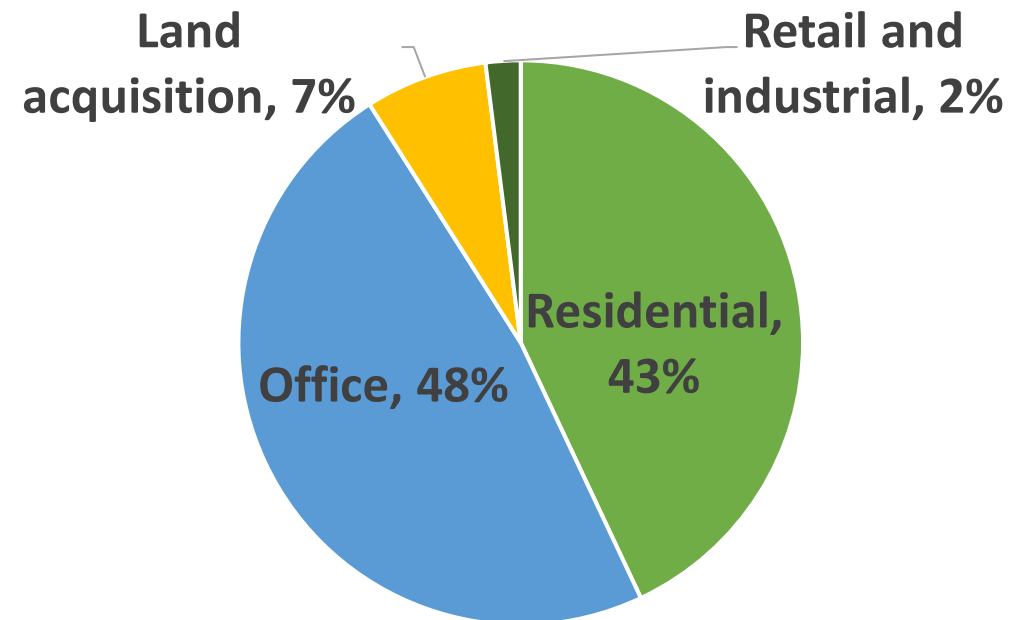
- Improved margins for the residential business. 67.4% of booked sales are from the middle-income segment which includes MRBs and HRBs.
- Lower margins for rental services due to fixed depreciation and other costs while revenues are challenged
- Controlled G&A expenses
- S&M expenses increased but within target compared to option sales generated.

Strong and Stable Financial Position

- Increase in Debt due to issuance of P11.9 billion bonds to refinance maturities in August and Sept.
- 99% fixed rate and 1% floating
- 100% peso debt
- Overall cost of debt at 4.97%
- Retail bonds is 59% of total FLI debt.

	Dec. 31, 2021 (Php M)	June 30, 2022 (Php M)	Change (%)
Total Assets	193,224	208,480	+8%
Total Borrowings	68,472	81,484	+19%
Net Debt	58,814	63,556	+ 8%
Stockholders' Equity	89,790	90,158	+0.4%
D/E Ratio	0.76x	0.90x	
Net D/E Ratio	0.66x	0.70x	

CAPEX spent for 1H22: Php 8.4 B





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