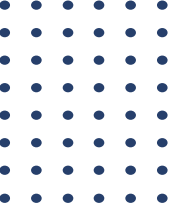




# 9M 2022 Results

November 17, 2022



# Highlights

(In Millions)

## Total Revenues

9M PHP14,187M +8.4%

## Income Before Income Tax

9M PHP2,653M +4.3%

## Total Option Sales

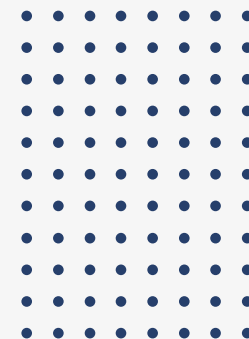
9M PHP13,900M +15.0%

## Capex

PHP 12,292M

## Net Debt To Equity Ratio

0.72:1

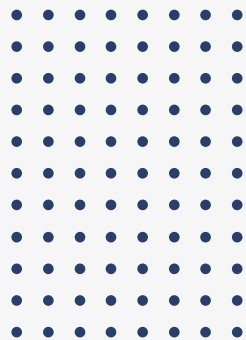




# Revenue Breakdown

(In Millions)

	9M 2021	9M 2022	Change	
			IN PHP	%
<b>Real Estate Sales</b>	<b>8,185</b>	<b>8,982</b>	797	10%
<b>Rentals &amp; Related Services</b>	<b>4,281</b>	<b>4,680</b>	399	9%
Office Leasing	3,591	3,536	(56)	-2%
Retail Leasing	690	1,144	455	66%
<b>Equity in Net Earnings of an Associate</b>	<b>49</b>	<b>47</b>	<b>(2)</b>	<b>-5%</b>
<b>Other Income</b>	<b>571</b>	<b>479</b>	(92)	-16%
<b>GRAND TOTAL</b>	<b>13,086</b>	<b>14,187</b>	1,101	8%





# Inventory Value of Launches (9M 2022) – Php 2,237 M



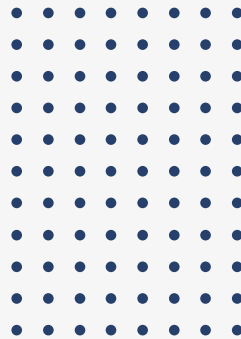
**Rizal – New Fields 2**



**Naga – Futura Monte**



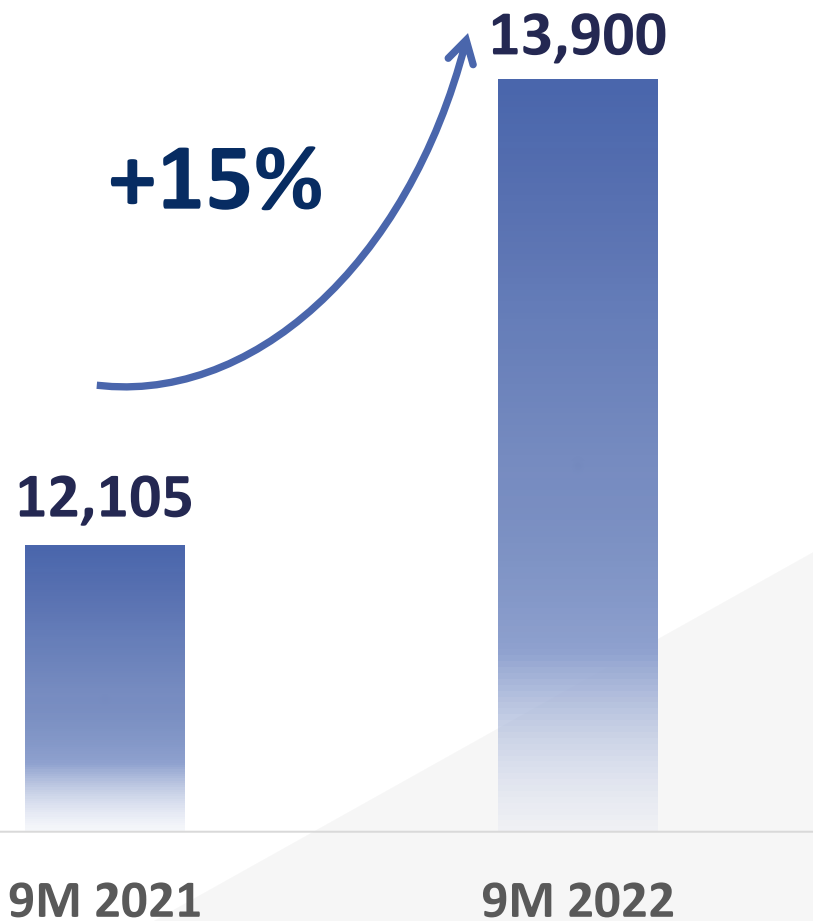
**Bulacan – Alta Vida Ph 4**



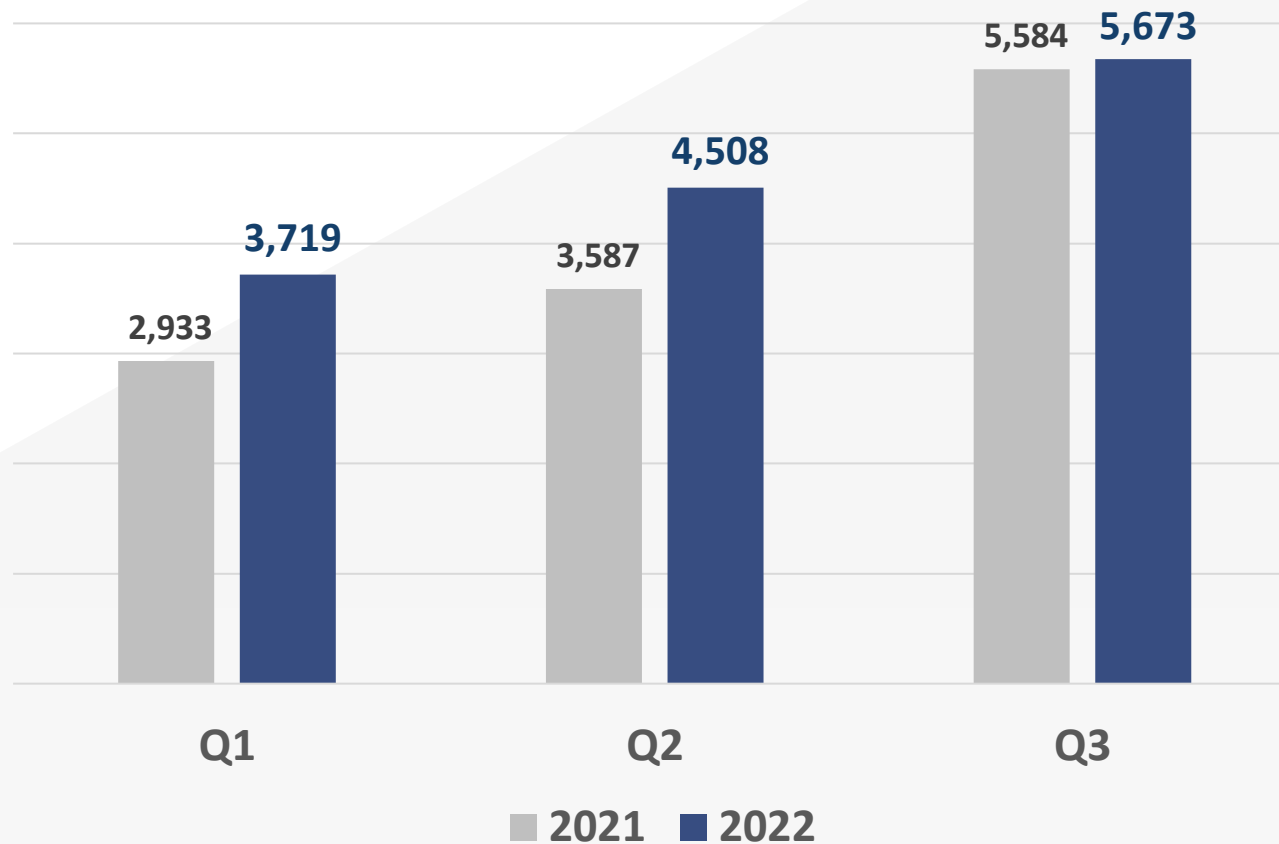


# Residential Sales Take Up

(In Millions)

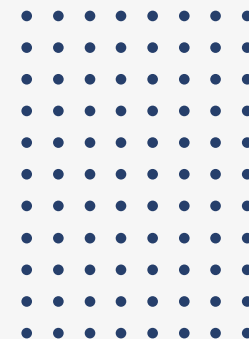
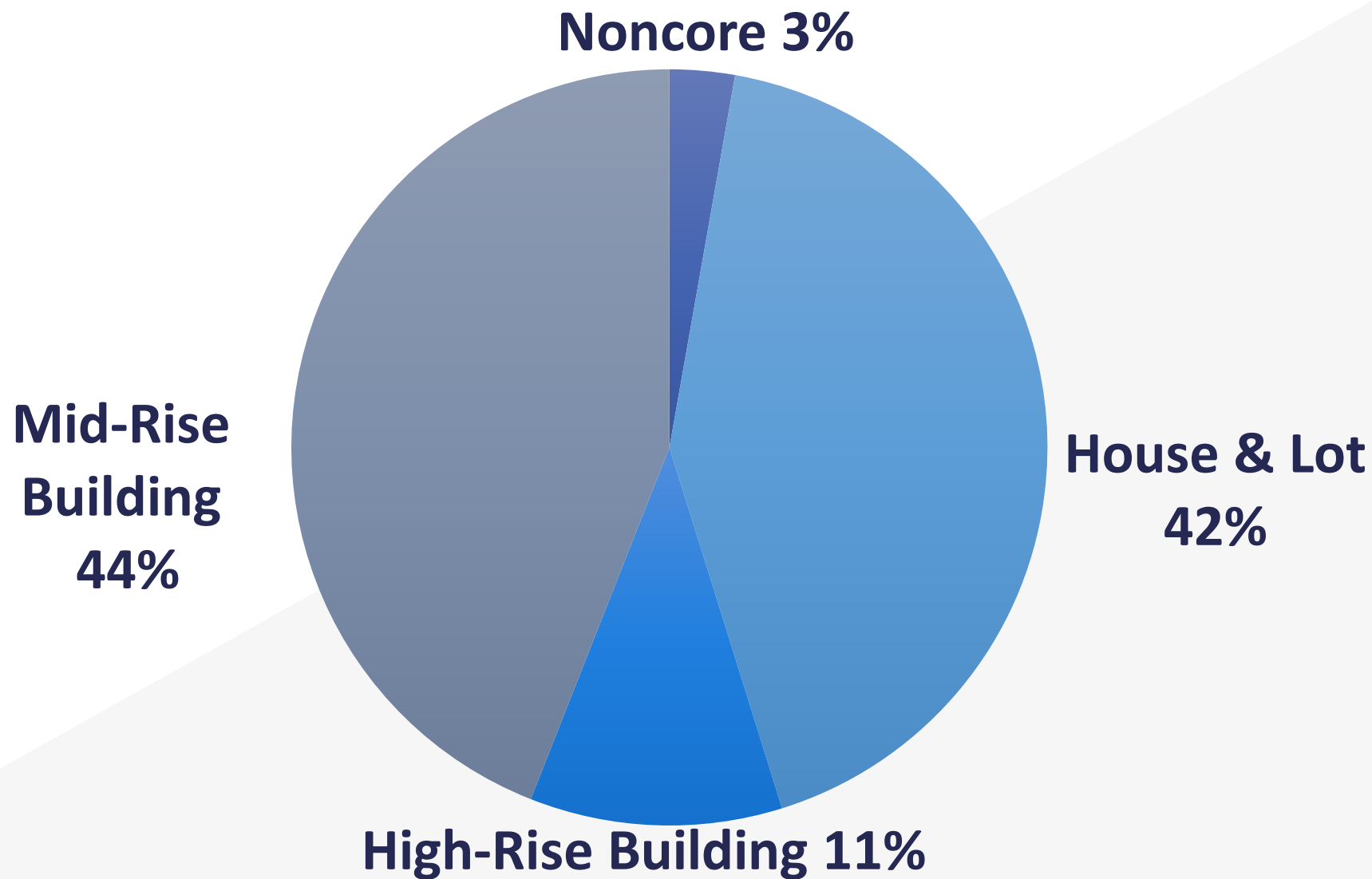


## Quarterly Option Sales





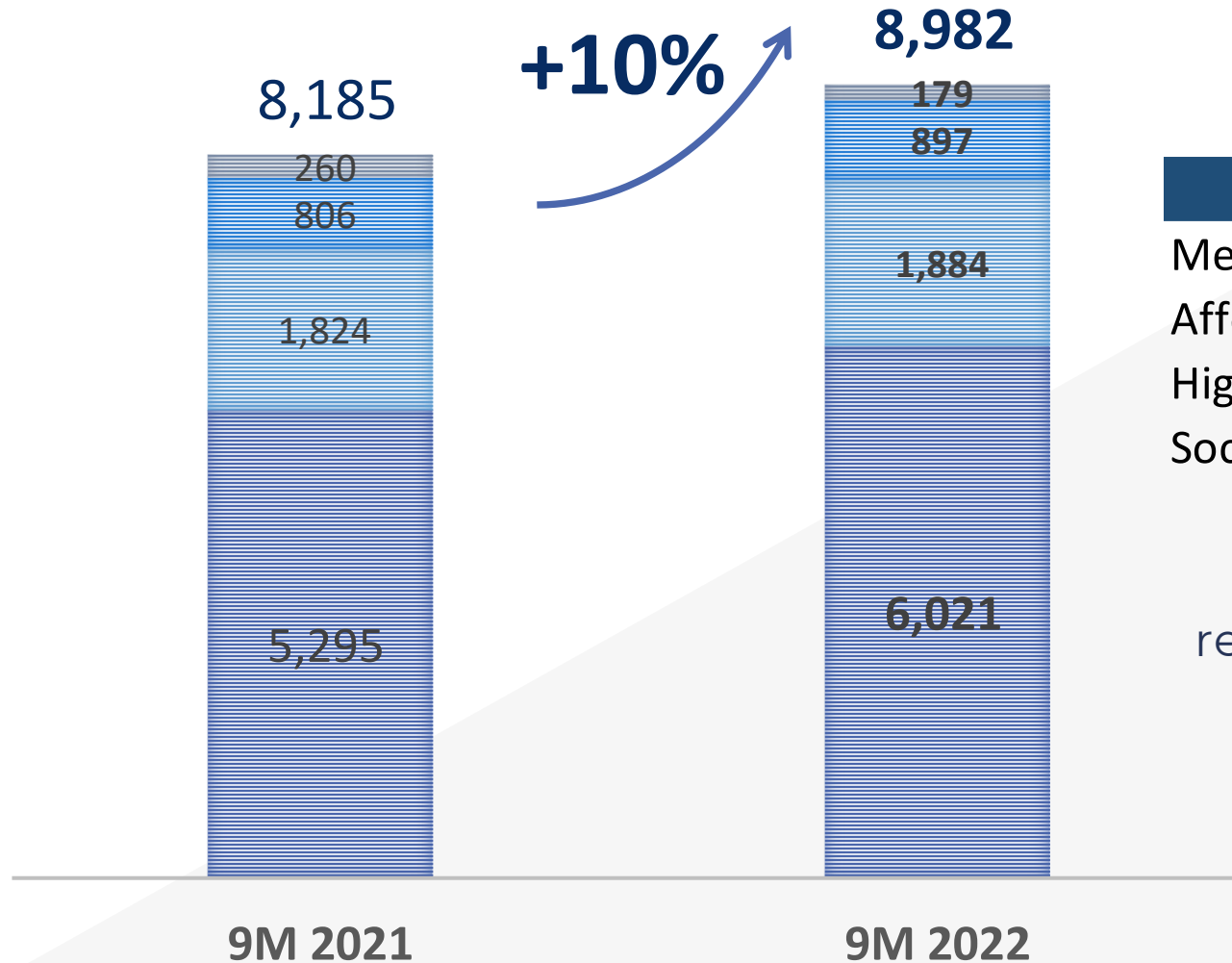
# Residential Sales Product Mix (9M 2022)





# Real Estate Sales Revenues

(In Millions)

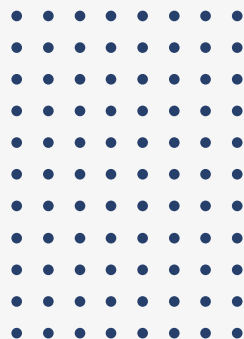


**+10%**

	9M 2021	9M 2022
Medium Income	65%	<b>67%</b>
Affordable	22%	<b>21%</b>
High end and others	10%	<b>10%</b>
Socialized	3%	<b>2%</b>

As of September 30, 2022 unbooked revenues amounted to Php 25,576 Million.

■ Medium Income ■ Affordable ■ High end and others ■ Socialized





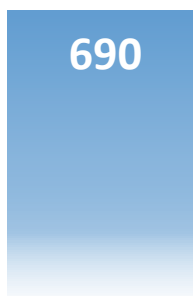


# Leasing Revenues

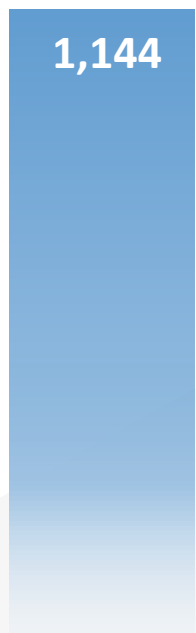
(In Millions)

## Retail Leasing

+66%



9M 2021

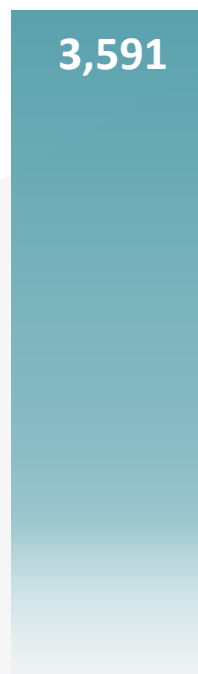


9M 2022

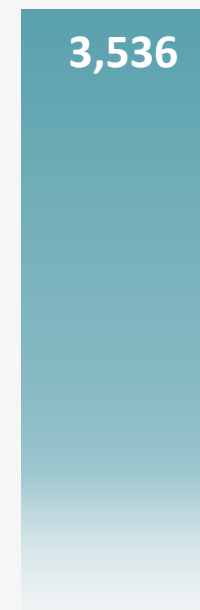
Increased occupancy rates from 57% to 65%.

## Office Leasing

-2%

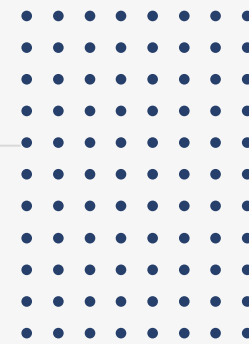


9M 2021



9M 2022

Reduced occupancy rates from 70% to 68%.







# Income Statement

(In Millions)

	9M 2021 (Unaudited)	9M 2022 (Unaudited)
<b>Revenues</b>		
Real Estate Sales	8,185	8,982
Rental Revenues	4,281	4,680
Interest and Other Income	571	479
Equity in Net Earnings of an Associate	49	47
	<b>13,086</b>	<b>14,187</b>
<b>Costs</b>		
Cost of Real Estate Sales	4,764	5,189
Cost of Rental Services	1,928	2,210
<b>Operating Expenses</b>		
General and Administrative	1,347	1,479
Selling and Marketing	740	857
Interest Expense and Other Financing Charges	1,765	1,800
	<b>10,544</b>	<b>11,535</b>
<b>Income Before Income Tax</b>	<b>2,543</b>	<b>2,653</b>
<b>Income Tax Expense (Benefit)</b>	<b>(835)</b>	<b>382</b>
<b>Net Income</b>	<b>3,377</b>	<b>2,271</b>
Net Income Attributable to:		
Equity holders of the parent	<b>3,187</b>	<b>2,004</b>

Income before income tax increased 4%

← **2021 Income Tax Benefit**

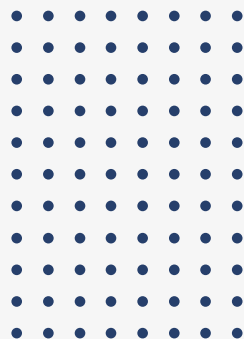
Due to adjustment in deferred taxes arising from the implementation of create law.



# Margins

	9M 2021	9M 2022
GPM of Real Estate Sales	41.8%	<b>42.2%</b>
GPM of Rental Services	55.0%	<b>52.8%</b>
% of G&A to Revenues	10.3%	<b>10.4%</b>
% of S&M to Revenues	5.7%	<b>6.0%</b>
Tax Rate	-32.8%	<b>14.4%</b>
Net Income Margin	25.8%	<b>16.0%</b>

- Maintained margins for the residential business.
- Lower margins for rental services due to fixed expenses (ex. depreciation) and higher utilities and operating expenses while revenues remained challenged.
- Controlled G&A expenses
- S&M expenses increase relative to the increase in option sales





# Financial Position

(In Millions)

	31-Dec-21 Audited	30-Sep-22 Unaudited	% CHANGE
Total Assets	193,224	<b>199,653</b>	3.3%
Total Borrowings	68,472	<b>72,664</b>	6.1%
Net Debt	58,813	<b>65,227</b>	10.9%
Stockholders' Equity	89,790	<b>90,920</b>	1.3%
D/E Ratio	0.76x	<b>0.80x</b>	
Net D/E Ratio	0.66x	<b>0.72x</b>	

## Debt Profile as of September 30, 2022

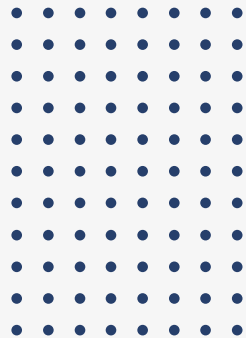
Currency – 100% PHP

Weighted Average Interest Rate – 5%

Weighted Average Maturity – 2.38 Years

Interest Profile: Fixed Rate – 97% ; Variable Rate – 3%

Retail Bond – 57%

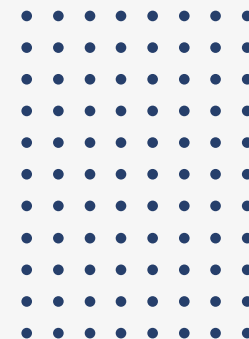
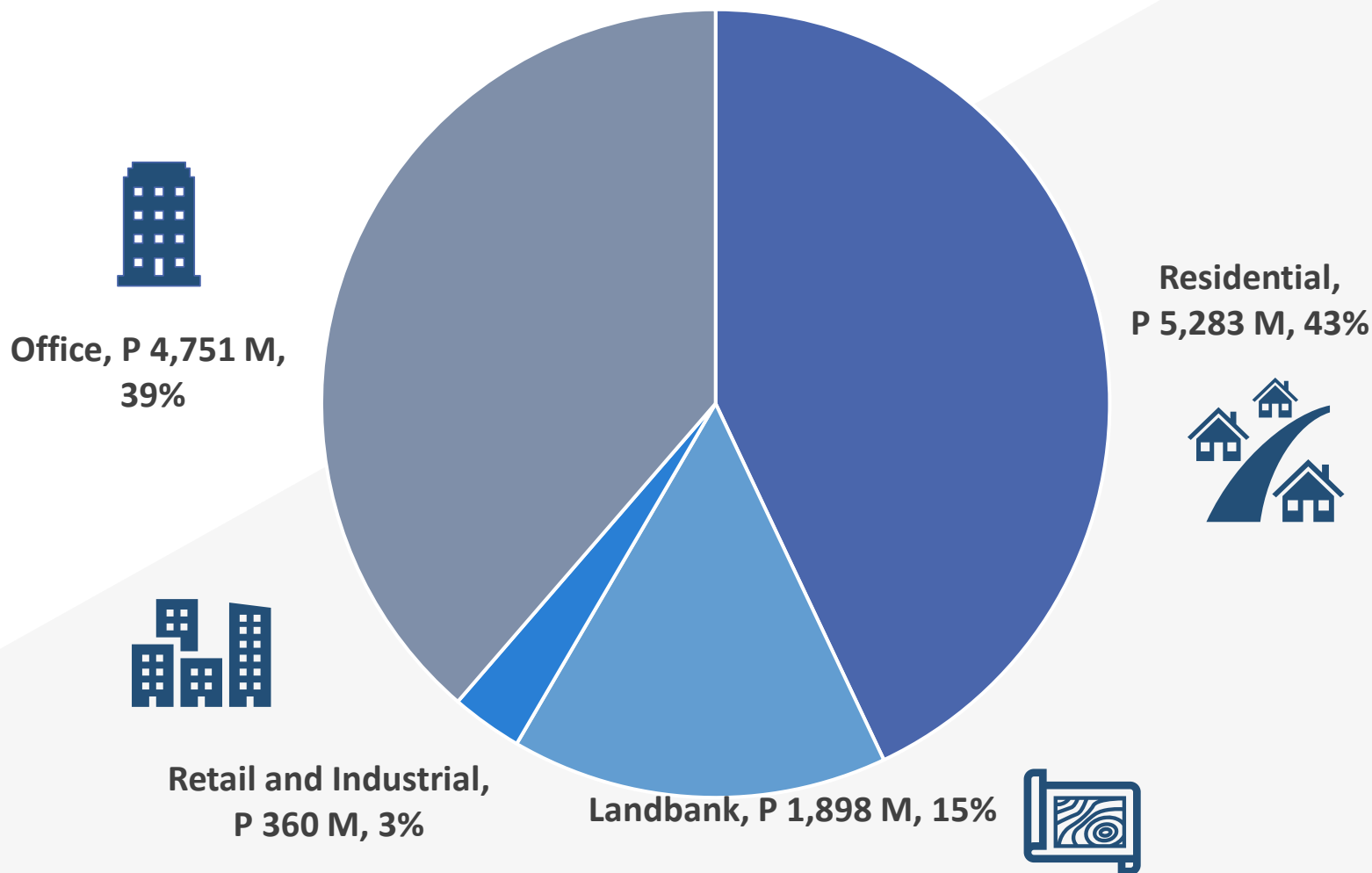




# Capex Spent (9M 2022)

(In Millions)

Total – PHP12,292M





# THE CRIB

Co-Living



LOCATED WITHIN THE CLARK  
MIMOSA+ TO SERVE THE HOUSING  
NEEDS OF OFFICE WORKERS  
WITHIN THE TOWNSHIP



TOTAL OF FOUR BUILDINGS:  
2 BUILDINGS COMPLETED  
2 BUILDINGS UNDER  
CONSTRUCTION



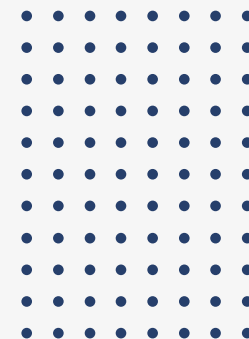
BUILDINGS A & B ALREADY  
OPERATIONAL.  
276 ROOMS WITH MAX. 1,656  
BEDS





# Logistics and Industrial Parks

- Industrial lot sale in the Filinvest Technology Park in Calamba, Laguna



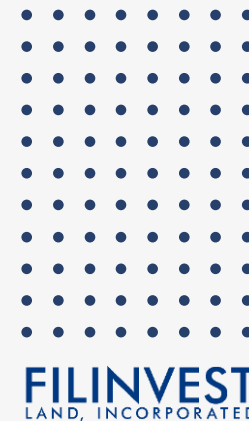
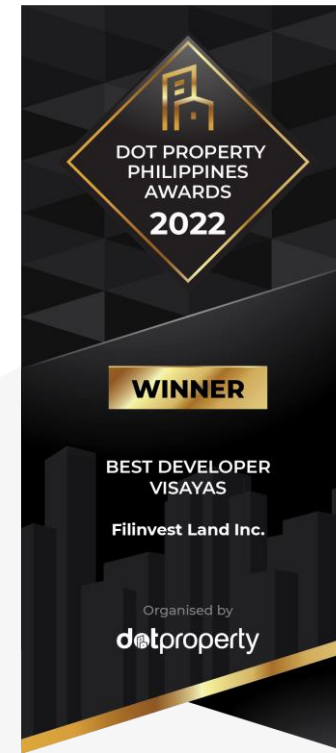
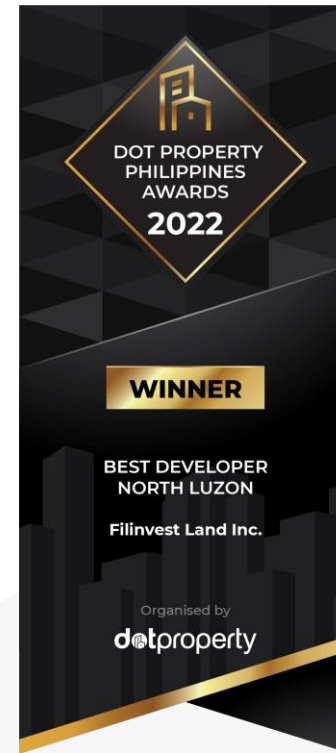


# Multi-Awarded Developer

Filinvest Land Inc was recognized by esteemed real estate property award-giving bodies from the Philippines and Asia.

FLI swept Best Developer categories at the **Dot Property Awards**, winning **Best Developer North Luzon** and **Best Developer Mindanao** for the second consecutive year and adding **Best Developer Visayas** this year.

It also gained **highly commended citations** for **Best Developer Luzon** and **Best Developer Visayas and Mindanao** at Lamudi's **The Outlook Philippine Real Estate Awards**.







# Multi-Awarded Developer

Filinvest Land Inc has also been gaining recognition from local government - north and south. The Department of Human Settlements and Urban Development (DHSUD) in partnership with the Province of Pangasinan named FLI **Best Performing Developer for a Condominium Project for Futura One**, the first master-planned condo community in the city that's located within the mixed-use district of Fora Dagupan.

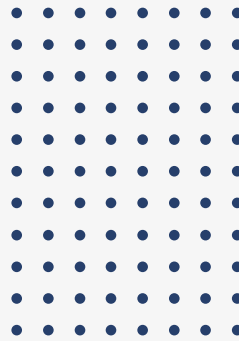
The City of Koronadal awarded FLI with a **Makabagong Negosyo Award for Futura Homes Koronadal** in recognition for the project's impact on the growth and business opportunities in the city.

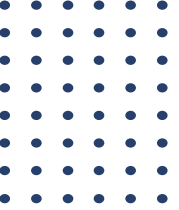


Artist's illustration of Futura One Dagupan



Artist's illustration of Futura Homes Koronadal





Thank  
You!

