

INVESTORS BRIEFING

Q1 2025 FINANCIAL & OPERATING RESULTS

May 13, 2025

Filinvest Land Head Office
Mandaluyong City



Building the Filipino Dream

RESIDENTIAL

Building homes across the nation

INDUSTRIAL

Driving investments across the nation

Consolidated revenues and other income

Php 6 Bn

▲ 12% from PY

Building the Filipino Dream, Today and Tomorrow

RESIDENTIAL

Building homes across the nation



Futura Rise, Iloilo

INDUSTRIAL

Driving investments and innovation



Filinvest Innovation Park, New Clark City

MALLS

Elevating the leisure experience



Filinvest Malls Mimosa


OFFICES

Creating sustainable workspaces



One Filinvest, Ortigas Center

Residential Business, Where Filipino Dreams Take Root



Residential revenues
Php 3.70 Bn
▲ 9% Growth

An architectural rendering of a modern residential development. The central focus is a tall, multi-story apartment building with a light blue and white facade and numerous balconies. In the foreground, there is a row of single-story commercial units with large glass windows and doors. The ground is landscaped with green lawns, trees, and a paved road with a few cars. In the background, a suburban neighborhood with colorful houses and more trees is visible under a clear blue sky with some clouds. A large blue diagonal graphic element is on the right side of the image, containing white text.

80%

▲ middle-income
segment

SYDNEY OASIS,
BACOR, CAVITE



SYDNEY OASIS,
BACOR, CAVITE



20%
Growth YoY

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Mandaluyong City





53%
Gross Profit
Margins





▲ 43%
Luzon Residential
Sales



▲ 9%
VisMin Residential
Sales



CALABAR

CENTRAL LUZON

CEBU

DAVAO

ZAMBOANGA



NEW LEAF 2
Trece Martires



SOUTHPEAK
San Pedro



MONTEBELLO
Calamba













READY, SET

MOVE IN!

GET UP TO **25% DISCOUNT***



Call (0917) 545-7788 and get your dream home soon.

*Terms and conditions apply







Leasing Business,
Spaces That Work, Experiences That Stay



Rental Revenues
Php 2 Bn



17% Growth on YOY



Retail Rental Revenues
Php 640 Mn

▲ 8% Increase



**BE THE
CHAMPION
YOU ARE!**



PLAY WITH PASSION, WIN WITH PRIDE!

NOW OPEN!

FORA FILINVEST MALLS, UPPER GROUND FLOOR





TO
NOM

one of the greatest
is also one of the
began bowling as a
om, winning the AMF
0 in 1976 (He would
nother three times).
International Bowling
e the first male from
onor. He was named
the FIQ in 1999.
ritage proudly in this
e to the Filipino flag.



The BO
LEG





PAENG'S
LANE
15

Welcome to
PAENG'S FESTIVAL LANES
LANE
14
PLEASE SIGN-IN
Touch to play

Welcome to
PAENG'S FESTIVAL LANES
LANE
13
PLEASE SIGN-IN
Touch to play

Welcome to
PAENG'S FESTIVAL LANES
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PLEASE SIGN-IN
Touch to play

Welcome to
PAENG'S FESTIVAL LANES
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Touch to play

Welcome to
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Touch to play

Welcome to
PAENG'S FESTIVAL LANES
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9
PLEASE SIGN-IN
Touch to play

Welcome to
PAENG'S FESTIVAL LANES
LANE
8
PLEASE SIGN-IN
Touch to play

PAENG'S FESTIVAL LANES
1ST TIME
WORLD CUP
PAENG NGUMUCENO
SECURES
2ND WORLD
CUP TITLE
PAENG CLAIMS HIS
3RD WORLD
CUP VICTORY
PAENG SECURES
4TH WORLD
CUP TITLE

NITORI JAPAN







Office Portfolio
▲ 19%
Growth

**Industrial,
Where Innovation Breaks Ground**



ALPLA

FILINVEST
LANDMARK

Celebrating Excellence
Earning Trust



2025 Excellence Awards Night
Excellence@ 10

Developer of the Year



EXIT





Outstanding Developer Gold Winner
Filinvest Land, Inc.



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Estate Excelle
Exce

Industrial Development
Filinvest Innovation Park New Clark City
Outstanding Developer Gold Winner - North Luzon

Filinvest Land Co., Inc.



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Exce
C



Office | Axis Tower Two
Outstanding Developer Gold Winner

2025 Excellence Awards Night
Excellence@10

Filinvest REIT



Announcement of Winners Property
Estate Excellence Awards / Pro
Excellence

Gold

Sustainable Development | Vector Three
Outstanding Developer Gold Winner

2025 Excellence

Filinvest REIT



Announcement of Winner
Real Estate Excellence Award
Excellence

Gold

Master Plan | Filinvest City
Outstanding Developer Gold Winner

Filinvest Alabang, Inc.



Specialized (Purpose Built) | Our Lady of Lourdes Chapel

Ex

Outstanding Developer Gold Winner

Filinvest Alabang, Inc.



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Excellen
Excell

Go









Building the Filipino Dream

Consolidated revenues
and other income

Php 6 Bn

▲ 12% from PY

NET INCOME

P1 Bn

▲ 8%
Growth

NET INCOME
ATTRIBUTABLE TO THE
PARENT STOCK

P900Mn

▲ 3% Growth

RESIDENTIAL

P3.70Bn

▲ 9% Growth

RENTAL

P2.06Bn

▲ 17% Growth

COMMERCIAL

P640mn

▲ 8% Growth

OFFICES

▲ 19%

Growth

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Filinvest Land Head Office
Mandaluyong City



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FILINVEST LAND, INC.



FILINVEST
LAND, INC.

FINANCIALS



FINANCIAL HIGHLIGHTS Q1 2025

FLI Strengthens Profitability: Real Estate and Leasing Margins Improve, Boosting EBITDA by 19% and Operating Income by 20%

Revenue¹

₱6.04 Bn

▲ **12%** from PY

Residential Gross Margin

53% ▲ **4%** from PY

Real Estate Sales

₱3.70 Bn ▲ **9%** from PY

Office Leasing

₱1.27 Bn ▲ **19%** from PY

Retail Leasing

₱0.64 Bn ▲ **8%** from PY

NIAT

Attributable to Parent

₱0.91 Bn

▲ **3%** from PY

EBITDA

₱2.76 Bn

▲ **19%** from PY

Operating Income

₱2.31 Bn

▲ **20%** from PY

Reservation Sales

(Option Sales/Take-up)

₱5.29 Bn

▼ **7%** from PY

Net Debt-to-Equity

0.80x

Still below 2:1

- Improved collection and construction processes sustain real estate sales as the top revenue source

- Despite decline in reservation sales, regional markets see strong 24% growth

- Improved occupancy rates drive growth in office and retail leasing

- Net D/E remains **below 2:1**

Capex

₱3.15 Bn

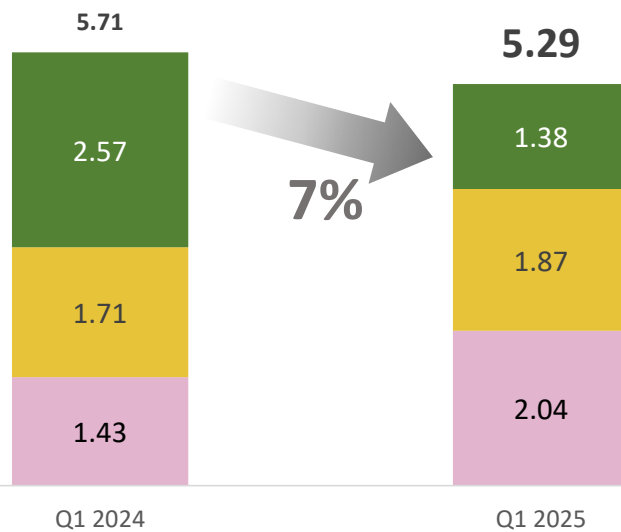
▲ **44%** from PY

RESIDENTIAL TAKE-UP FOR THE PERIOD Q1 2025

Despite Metro Manila challenges, our regional expansion strategy continues to deliver strong results.

RESERVATION (OPTION) SALES

In billion pesos



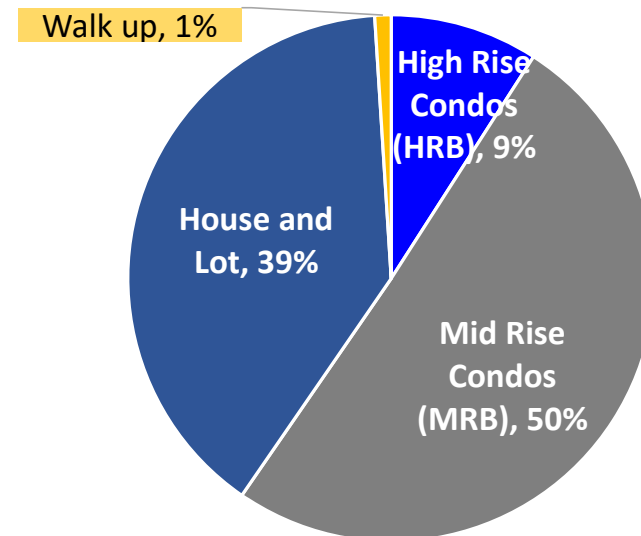
Q1 2024

Q1 2025

■ Luzon ■ Vis Min ■ MM

RESIDENTIAL PRODUCT MIX

By building type



Q1 2025 - GEOGRAPHICAL MIX – RESIDENTIAL TAKE-UP

In terms of Geographical Mix - Luzon Up 13%, VisMin Up 5%, Metro Manila Down 18%

GEOGRAPHICAL MIX

Based on Reservation (Option) Sales in billion pesos

Q1 2025



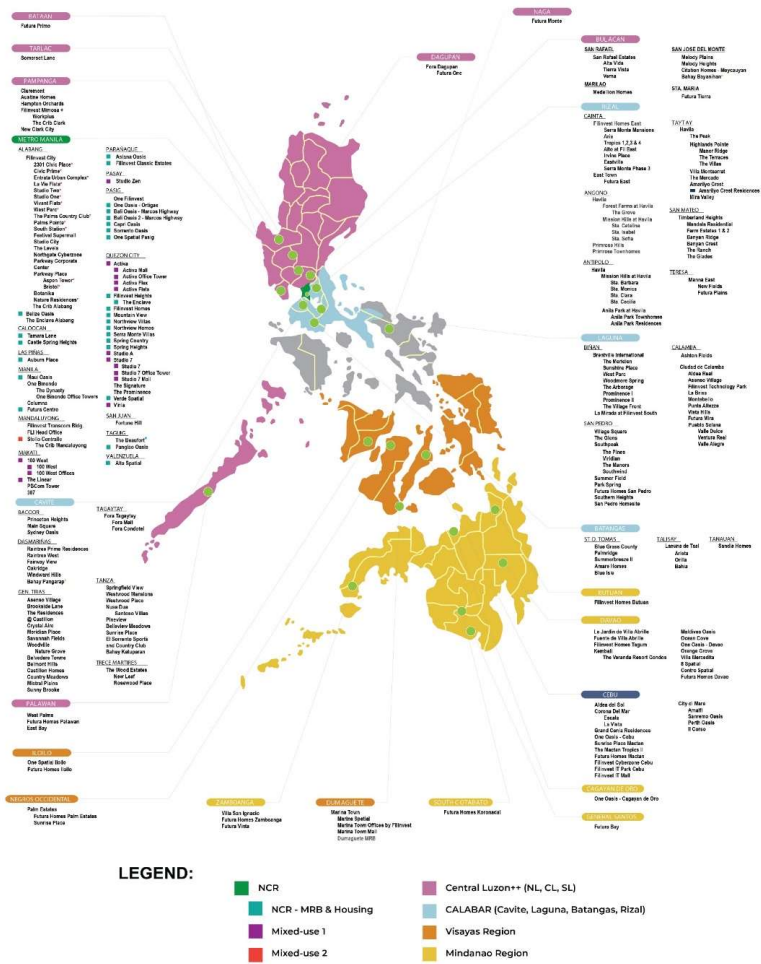
Q1 2024



Luzon Metro Manila Vis Min

55 cities and towns in 22 provinces in the Philippines

FLI MAP OF PROJECTS



International Sales



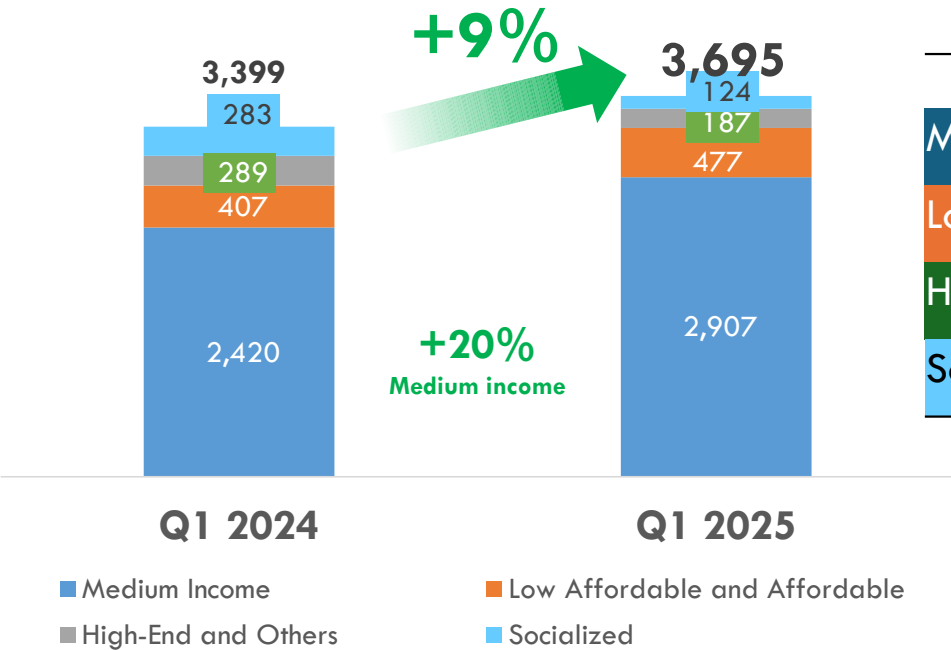
₱0.96
Bn

Reservation
Sales from
International
Sales

Q1 2025 - RESIDENTIAL REAL ESTATE REVENUES

Real estate sales surge **+9%**; Core Medium segment up **+20%**, driven by POC Growth

RESIDENTIAL REAL ESTATE SALES
In million pesos



	Q1 2024	Q1 2025
Medium Income	71%	79%
Low Affordable & Affordable	12%	13%
High-end and Others	9%	5%
Socialized	8%	3%

LEASING

Financial & Operating Highlights

P2.06
BN

▲ **17% from PY**

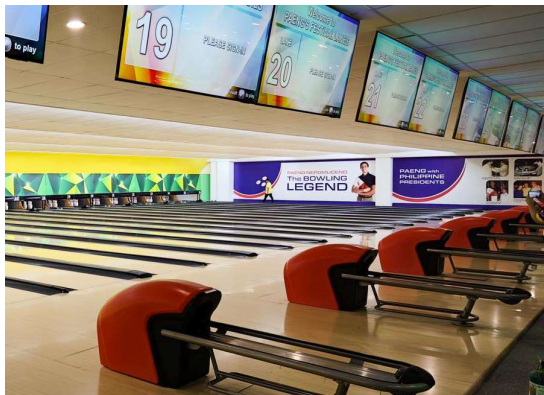
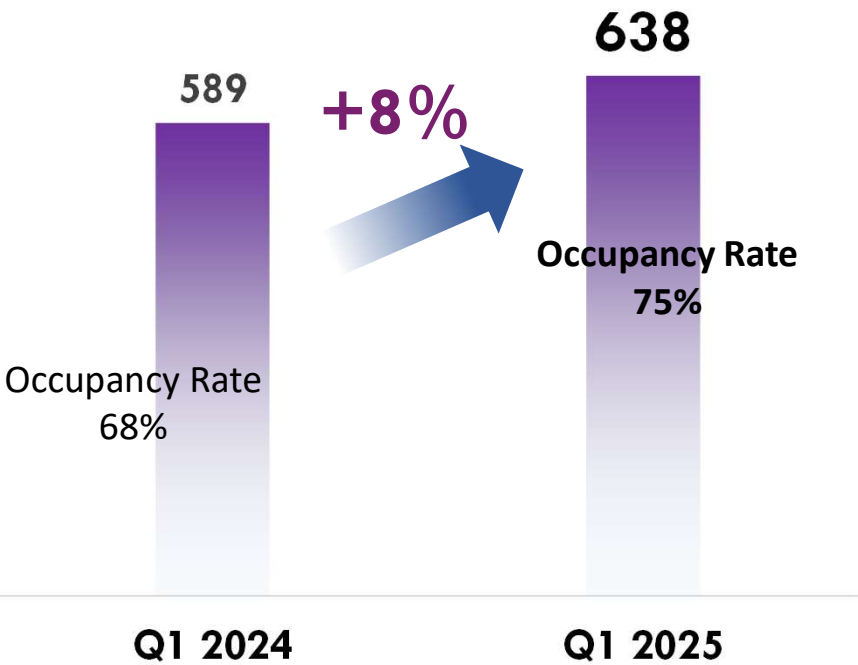
Rental and Related Services

Q1 2025 - RETAIL LEASING REVENUES

Retail Leasing Revenue Surges 8% as Occupancy Climbs 7%, Anchored by Flagship Openings

RETAIL LEASING

In million pesos



Paeng's Festival Bowl
(36 bowling alleys, 36 billiard tables)

4,091.47 sqm
March 31, 2025

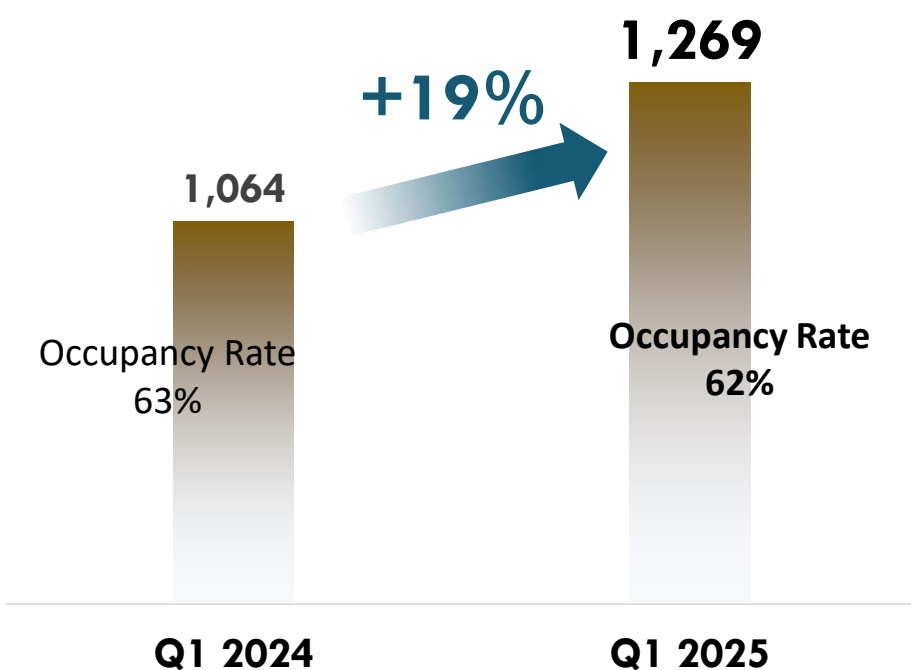


Flagship Nitori
3,038 sqm
December 19, 2024

Q1 2025 - OFFICE LEASING REVENUES

Office Leasing 19% Growth Driven by Net and Renewed Leases

OFFICE LEASING



Artist's Illustration of
Filinvest Cyberzone Cebu Towers 3 and 4



Q1 – 2025 REVENUE BREAKDOWN

Collection Efficiency and POC Growth for Residential, alongside higher GLA for both retail and office leasing drove +12% revenue growth

In Mn Pesos, unless otherwise stated	For the Periods Ended March 31,		Change in Php %	
	2024	2025		
Real Estate Sales	3,399	3,695	296	9%
Rentals & Related Services	1,760	2,060	300	17%
Office Leasing	1,064	1,269	205	19%
Retail Leasing	589	638	49	8%
Others	107	153	46	43%
Equity in Net Earnings of an Associate	194	226	33	17%
Other Income	45	58	13	29%
Grand Total	5,398	6,039	641	12%

Q1 2025 - INCOME STATEMENT HIGHLIGHTS

Net Income After Tax grew by +8%;
NI Attributable to Parent grew by +3%

In Mn Pesos, unless otherwise stated	For the Periods Ended March 31,		Change	
	2024	2025	in Php	%
Revenues				
Real Estate Sale	3,399	3,695	296	9%
Rental Revenues	1,760	2,060	300	17%
Interests and Other Income	45	58	13	28%
Equity in Net Earnings of an Associate	194	226	32	16%
	5,398	6,039	641	12%
Costs				
Cost of Real Estate Sales	1,733	1,743	10	1%
Cost of Rental Services	861	957	96	11%
Operating Expenses				
General and Administrative	617	638	21	3%
Selling and Marketing	269	394	125	47%
Interest Expense and Other Financing Charges	782	981	199	26%
	4,262	4,713	451	11%
Income Before Income Tax	1,136	1,326	190	17%
Income Tax Expense	154	265	111	72%
Net Income	982	1,061	79	8%
Net Income Attributable to Parent	875	905	30	3%

- All segments, including leasing, exhibited **strong topline growth**
- **Cost of rental services, opex** increased due to depreciation and increased level of leasing operations.
- **Selling and Marketing** increased due to higher commission expense from increased residential revenue.
- **Interest expense** increased arising from higher debt level and higher interest rates.

Q1 – 2025 MARGINS

Net Income Margin Slightly Lower at 17.6% Amid Strong Operational Performance and Higher Effective Income Tax Rate

	Q1 2024	Q1 2025
GPM of Real Estate Sales	49.0%	52.8%
GPM of Rental Services	51.1%	53.5%
% of G&A to Revenues	11.4%	10.6%
% of S&M to Revenues	5.0%	6.5%
Effective income tax rate	13.6%	20.0%
Net Income Margin ¹	18.2%	17.6%

Note:

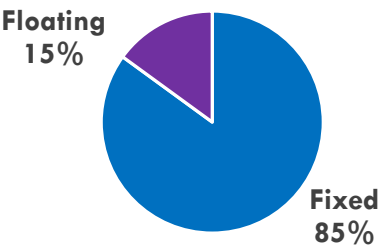
1. Based on Net income after tax over gross revenues and other income

Q1 2025 - BALANCE SHEET HIGHLIGHTS

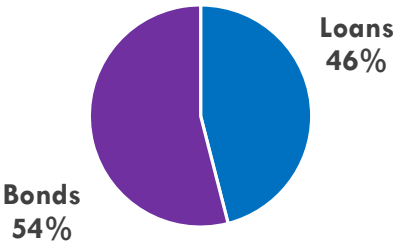
Optimized Funding Strategy Strengthens Asset Growth and Debt Management

In million pesos, unless otherwise stated	FY 2024 (Audited)	Q1 2025	% Change
Total Assets	206,880	217,580	+5%
Total Borrowings	77,889	87,933	+13%
Net Debt	73,905	75,166	+2%
Total Stockholders' Equity	93,336	94,205	+1%
D/E Ratio (x)	0.83x	0.93x	+10bps
Net D/E Ratio (x)	0.79x	0.80x	+1bp

PROFILE OF TOTAL BORROWINGS



Weighted Average Interest Rate
6.03%
+8bps from YE 2024

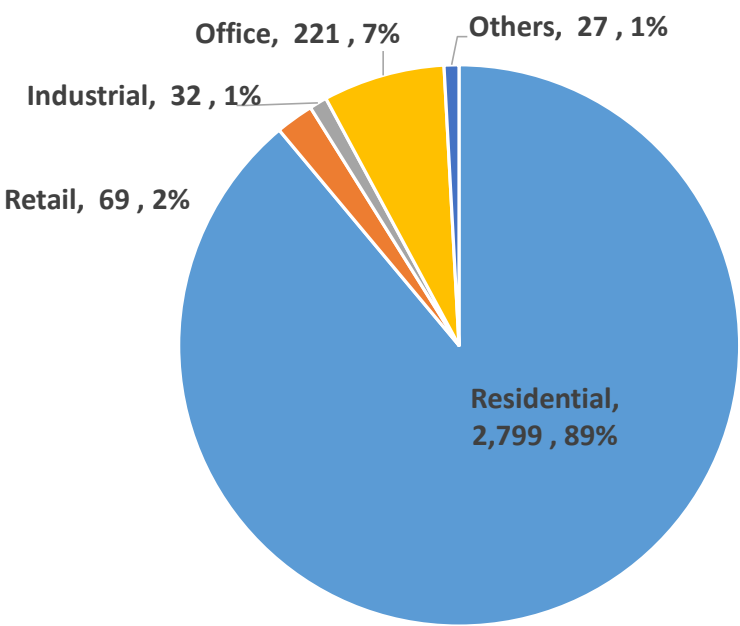


Q1 2025 - CAPITAL EXPENDITURES ACTUAL

Php3.15B in Capital Investments Strengthen Residential Revenue, Expand Office Leasing, and Enhance Retail Presence

CAPITAL EXPENDITURES

in million pesos



Key Takeaways

- Regional market expansion will drive sustained revenue.
- Operational efficiencies and leasing momentum reinforce profitability improvements.



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Q&A

Q1 2025 FINANCIAL & OPERATING
RESULTS



