



# **1Q 2023**

## **Financial and Operating Results**

12 May 2023

# 1Q 2023 Highlights

## TOTAL REVENUES<sup>1</sup>

**P1.48B +25%**

## EBITDA<sup>1</sup>

**P1.04B +24%**

## NET INCOME<sup>2</sup>

**P1.01B +27%**

## OCCUPANCY

**97%**

## NET DEBT<sup>3</sup>

**P3.22B**

Borrowing Cost of 3.14%  
9.96% of Deposited Property Value

## AUM

(Assets under  
Management)

**P64.2B**

## GLA

**673K sqm +22%**

## NET GEARING

**0.05:1**

1. Higher Revenues and EBITDA from the contribution of properties acquired in 2022
2. Excludes net fair value change in investment properties
3. Includes P3.0B fixed rate bonds due in December 2023

# 1Q 2023 Financials (Fair Value Model)

Revenues of P1.5B (+25%) and Net Income of P1.0B\* (+27%)

- Higher revenues and EBITDA from the contribution of the new properties acquired in 2022 (Eblocs 1-4, ACC Tower, and Tech Tower)
- Higher expenses due to the acquired properties, higher taxes, and building utilization
- NIAT growth is in line with Revenue growth

Income Statement (In Php millions)	1Q 2023	1Q 2022	Change	%
<b>Total Revenues</b>	<b>1,476</b>	<b>1,185</b>	<b>292</b>	<b>25%</b>
DOE and GAE	(434)	(342)	(92)	27%
<b>EBITDA</b>	<b>1,042</b>	<b>843</b>	<b>199</b>	<b>24%</b>
Interest expense- net	(25)	(49)	24	-50%
Other income (expense)	(6)	2	(8)	-332%
Net fair value change in investment properties	(1)	14	(15)	-110%
<b>Net Income after Tax</b>	<b>1,010</b>	<b>810</b>	<b>200</b>	<b>25%</b>
<b>NIAT before change in fair value of investment properties and one time gain on finance lease*</b>	1,012	796	215	27%
<b>EBITDA Margin</b>	71%	71%	-.5%pts	
<b>NIAT Margin**</b>	69%	67%	1.3%pts	

\*NIAT of P1.01B and P796M are before the net fair value change in investment properties

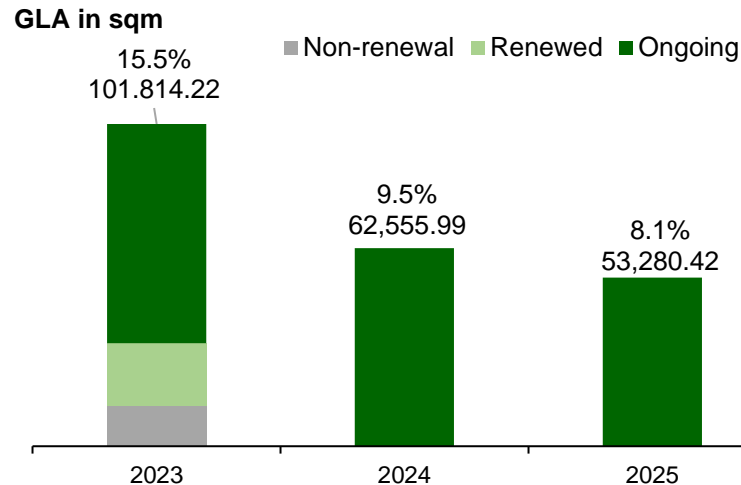
\*\*NIAT margin is computed without the impact of net FV change and one time gain on finance lease

# Stable operations; manageable lease expiry in 2023

- **Occupancy Rate: 97%**
- **Higher Building Utilization:**
  - NCR: 40%-50%,
  - Provincial: 50%-80%
- Despite hybrid work, occupancy remains high
- 19% of 2023 leases expiring are already renewed while 68% are ongoing renewal

	GLA (in sqm)	Lease Occupancy	No. of Tenants Operating
<b>Offices</b>	466,405 (69%)	97%	79/85
<b>Hotel</b>	26,034 (4%)	100%	1/1
<b>Retail</b>	82,535 (12%)	98%	90/94
<b>Industrial lots</b>	98,179 (15%)	100%	1/1

## Lease Expiry



	<b>WALE (years)</b>
<b>Offices</b>	3.0
<b>Overall</b>	7.6

Note:

2022 pre-terminations were already replaced: Two Evotech (4,542.40 sqm); The 30<sup>th</sup> (2,553.48 sqm)  
 2023 pre-terminations: The 30<sup>th</sup> (3,327.52 sqm)

# Net debt of P3.23B; net gearing of 0.05:1

- Total Borrowings and Deferred Payments are 9.96% of the Deposited Property Value, within the 35% aggregate leverage limit.
- Total Borrowings include the Php3 Billion Fixed Rate Bonds due by the end of 2023 with a coupon rate of 3.0445% payable quarterly.

<b>Balance Sheet</b> (in Php Millions)	<b>March</b> <b>2023</b>	<b>December</b> <b>2022</b>
Cash & Receivables	2,009	1,747
Total Assets	68,281	67,686
Total Borrowings	3,283	3,278
Stockholders' Equity	60,167	60,073
Current Ratio	0.50:1	0.43:1
Debt-to-Equity Ratio	0.05:1	0.05:1
Net Debt-to-Equity Ratio	0.05:1	0.05:1
Average Cost of Debt	3.14%	2.95%
Interest Coverage Ratio	23.24	15.71
Net Debt to EBITDA Ratio	0.78	0.88



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