INVESTMENTS
CORPORATION

Annual Stockholders' Meeting

Conrad Manila
April 27, 2016

Conducive Macroeconomic Environment

Strong GDP Growth

5.8%

Private Consumption to Total GDP

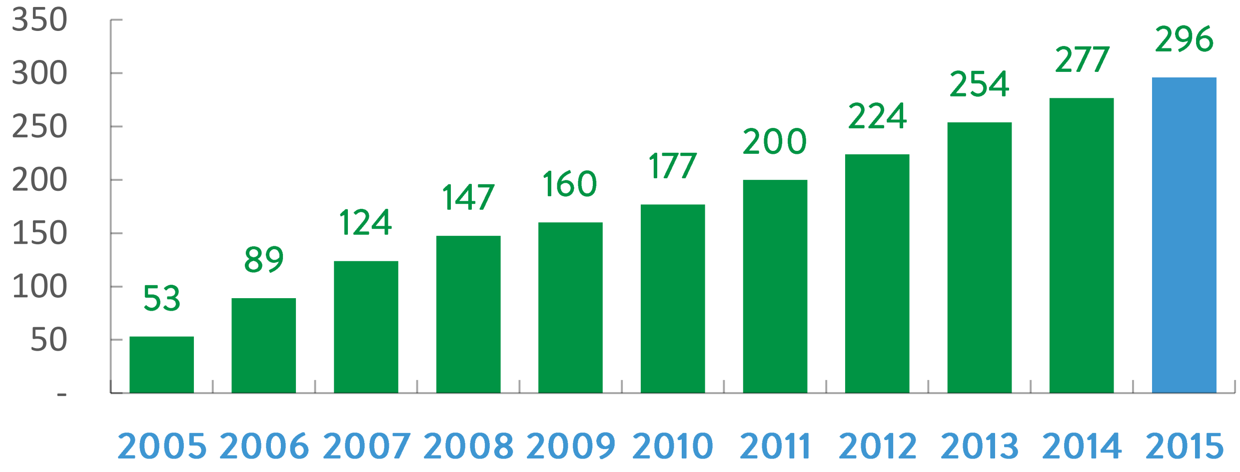
69%

SM Delivered Tremendous Growth

CONSOLIDATED REVENUES

18.6%

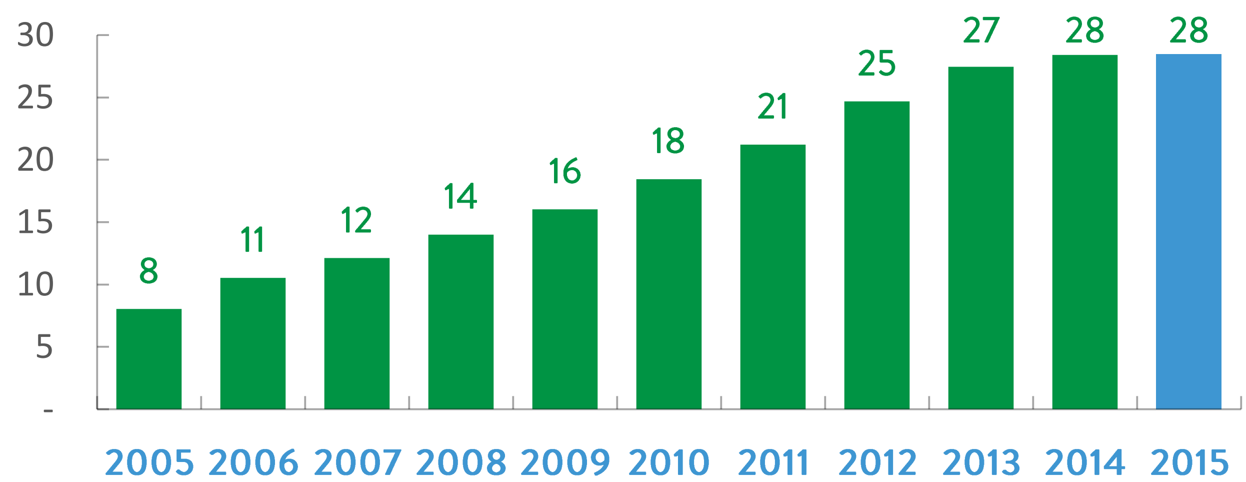
Compounded Annual Growth Rate



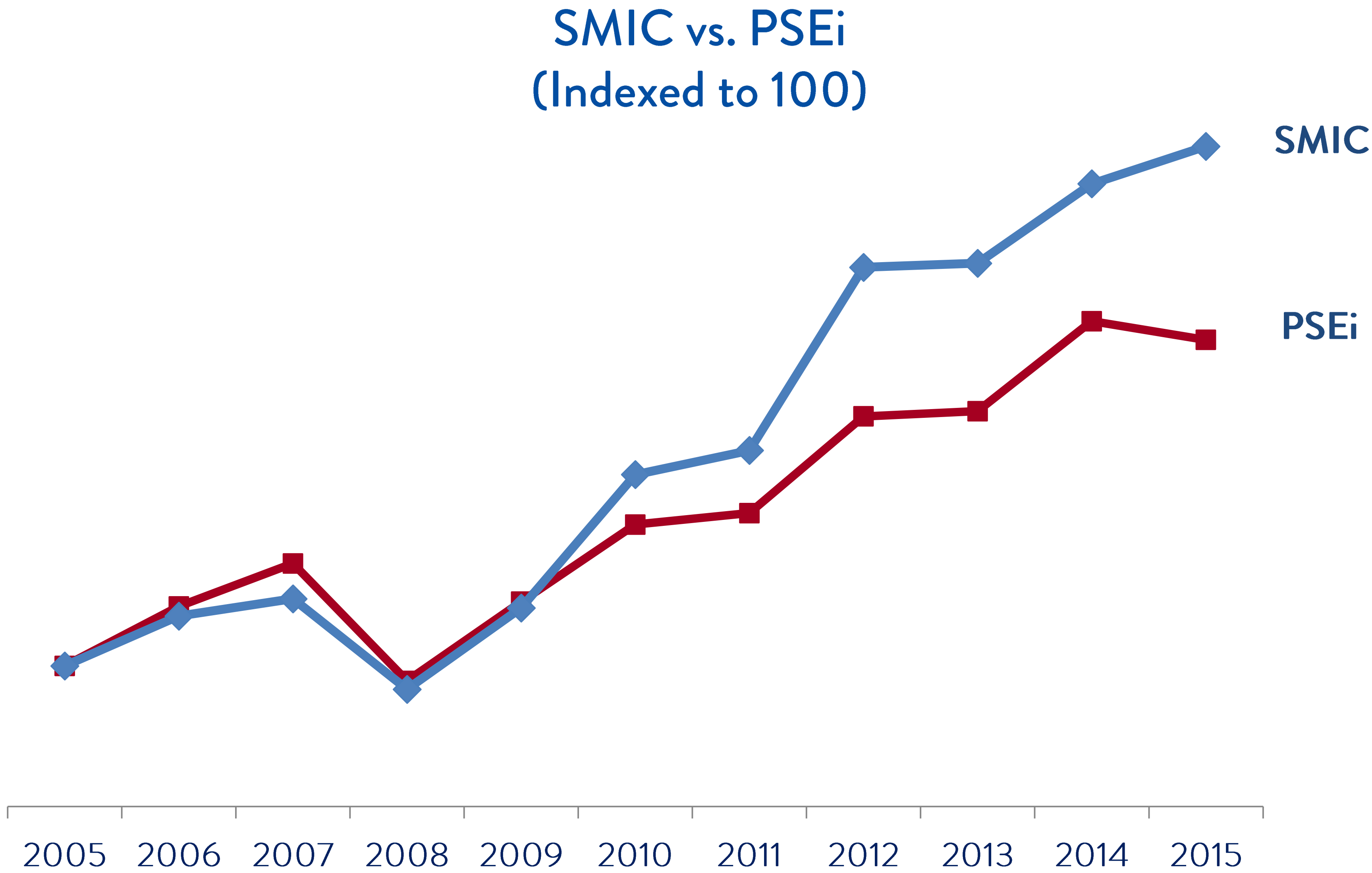
CONSOLIDATED EARNINGS

13.5%

Compounded Annual Growth Rate



11-Year Performance of SM Shares



Market Leading Positions in All Core Businesses

SM RETAIL
100% Owned

Largest in Retail

BDO
44% Owned

Largest Philippine Bank

SM PRIME
50% Owned

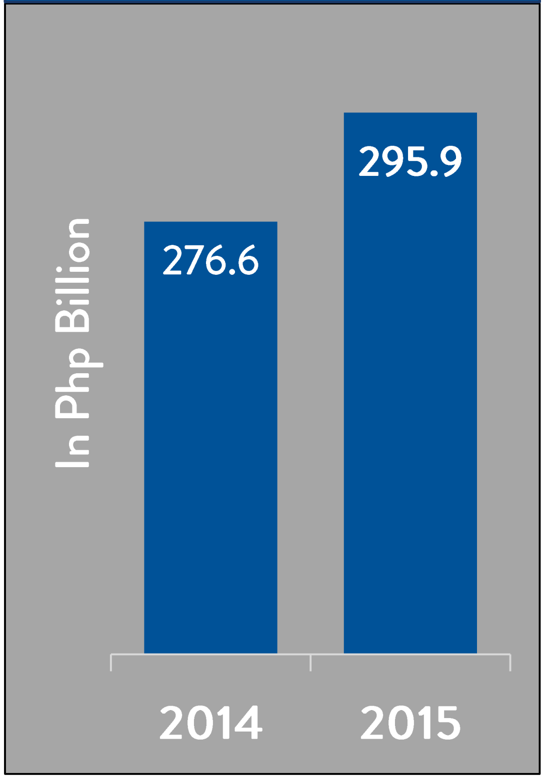
Largest in Property Development

CHINA BANK
20% Owned

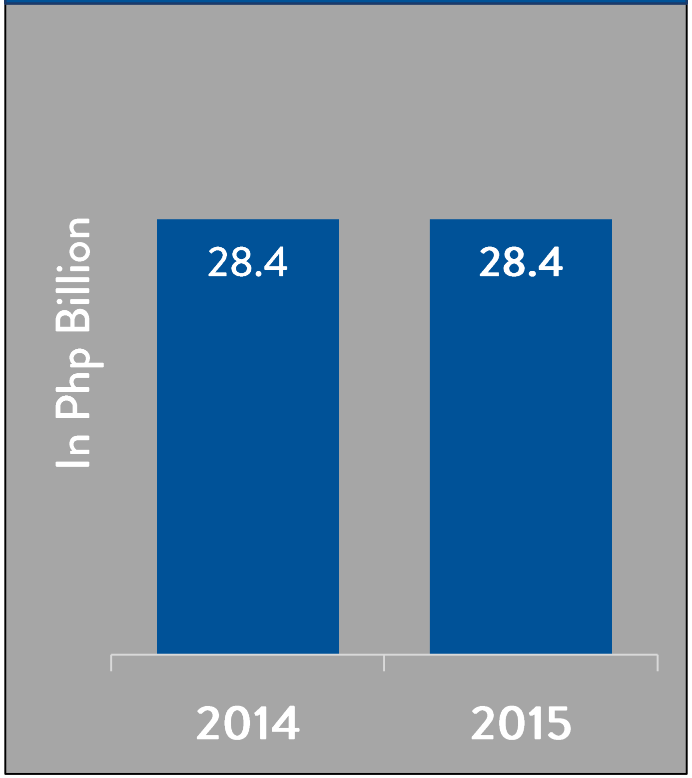
7th Largest Philippine Bank

2015: Strong Underlying Growth

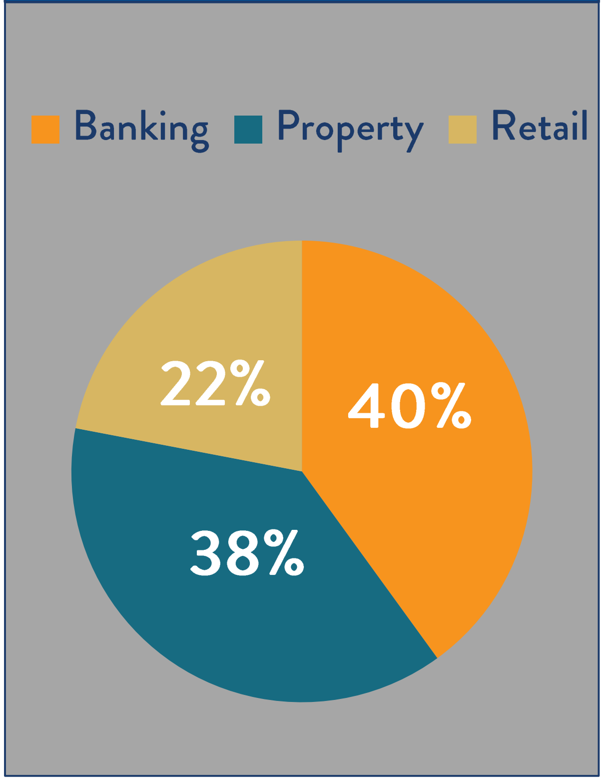
Revenues ⬆ 7%



Recurring Earnings ⬆ 13%



Net Income Profile



RETAIL OPERATIONS

STRENGTHENING OUR MARKET FOCUS

SM RETAIL

PHP211.4bn

TOTAL SALES ↑ 7.3%

PHP6.8bn

NET INCOME ↑ 16.5%

310

RETAIL STORES

THE SM STORE

PHP82.0bn

TOTAL SALES ⬆ 7.2%

PHP2.3bn

NET INCOME ⬆ 29.3%

710,997sqm

GROSS SELLING AREA ⬆ 6.8%

SM MARKETS

PHP127.3bn

TOTAL SALES ↑ 7.5%

PHP4.1bn

NET INCOME ↑ 10.2%

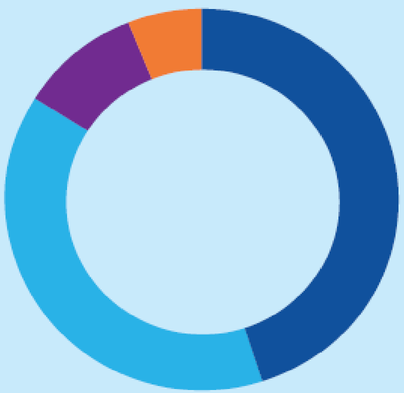
1,194,600sqm

GROSS SELLING AREA ↑ 10.5%

SM Retail: Rapidly Expanding and Diversifying

RETAIL FOOTPRINT
(PHILIPPINES)

1,905,596 sqm.



METRO MANILA	44%
LUZON	40%
VISAYAS	11%
MINDANAO	5%

FOOD & NON-FOOD RETAIL

53	The SM Store
45	SM Supermarket
44	SM Hypermarket
136	SaveMore
32	Waltermart

Changing the Retail Landscape

Non-Food

THE SM STORE

UNIQLO

FOREVER 21

Crate&Barrel

Food

SM MARKETS
SUPERMARKET • HYPERMARKET • SAVEMORE

Alfamart

Walter Mart Supermarket IGA

Specialty

ACE Hardware

BABY COMPANY
THE BABY SPECIALIST

Toy Kingdom
THE AMAZING TOY STORE!

SM appliance CENTER
our name is your guarantee

watsons

Kultura FILIPINO

SportsCentral

PROPERTY

ENRICHING COMMUNITIES
ENHANCING LIFESTYLES

PRIME

PHP71.5bn

CONSOLIDATED REVENUES ⬆ 8.0%

PHP28.3bn

NET INCOME ⬆ 53.9%

PHP626.7bn

MARKET CAPITALIZATION ⬆ 27.3%

PHP42.7bn

MALLS REVENUES ↑ 10.4%

PHP20.9bn

SM RESIDENCES REVENUES ↑ 0.9%

PHP3.5bn

COMMERCIAL PROPERTIES REVENUES ↑ 19.0%

PHP2.7bn

HOTELS & CONVENTION CENTERS REVENUES ↑ 18.6%

1985

30 Years of 'Supermalling'

2015

30 Years of 'Supermalling'

MALL FOOTPRINT
(PHILIPPINES)

7,339,344 sqm.

METRO MANILA	45%
LUZON	33%
VISAYAS	15%
MINDANAO	7%

MALL FOOTPRINT
(CHINA)

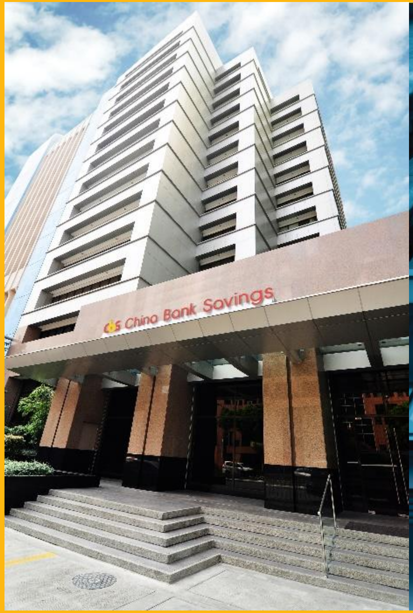
945,200 sqm.

XIAMEN	25%
JINJIANG	17.5%
CHENGDU	17.5%
SUZHOU	8%
CHONGQING	16%
ZIBO	16%

SM's Jewel in the South

BANKING
OPERATIONS

SUSTAINING GROWTH



BDO

CHINABANK

PHP2,558.1bn

TOTAL RESOURCES ↑ 9.6%
BDO & CHINA BANK

PHP108.5bn

GROSS OPERATING INCOME ↑ 8.9%
BDO & CHINA BANK

PHP2,031.3bn

TOTAL RESOURCES ↑ 9.0%

PHP57.0bn

NET INTEREST INCOME ↑ 11.2%

PHP25.0bn

NET PROFIT ↑ 9.7%

PHP526.8bn

TOTAL RESOURCES ↑ 11.8%

PHP15.1bn

NET INTEREST INCOME ↑ 7.1%

PHP5.6bn

NET PROFIT ↑ 9.5%

Environmental, Social and Governance

Environmental, Social and Governance

Henry Sy, Sr. Hall, UP, Taguig

UN ARISE

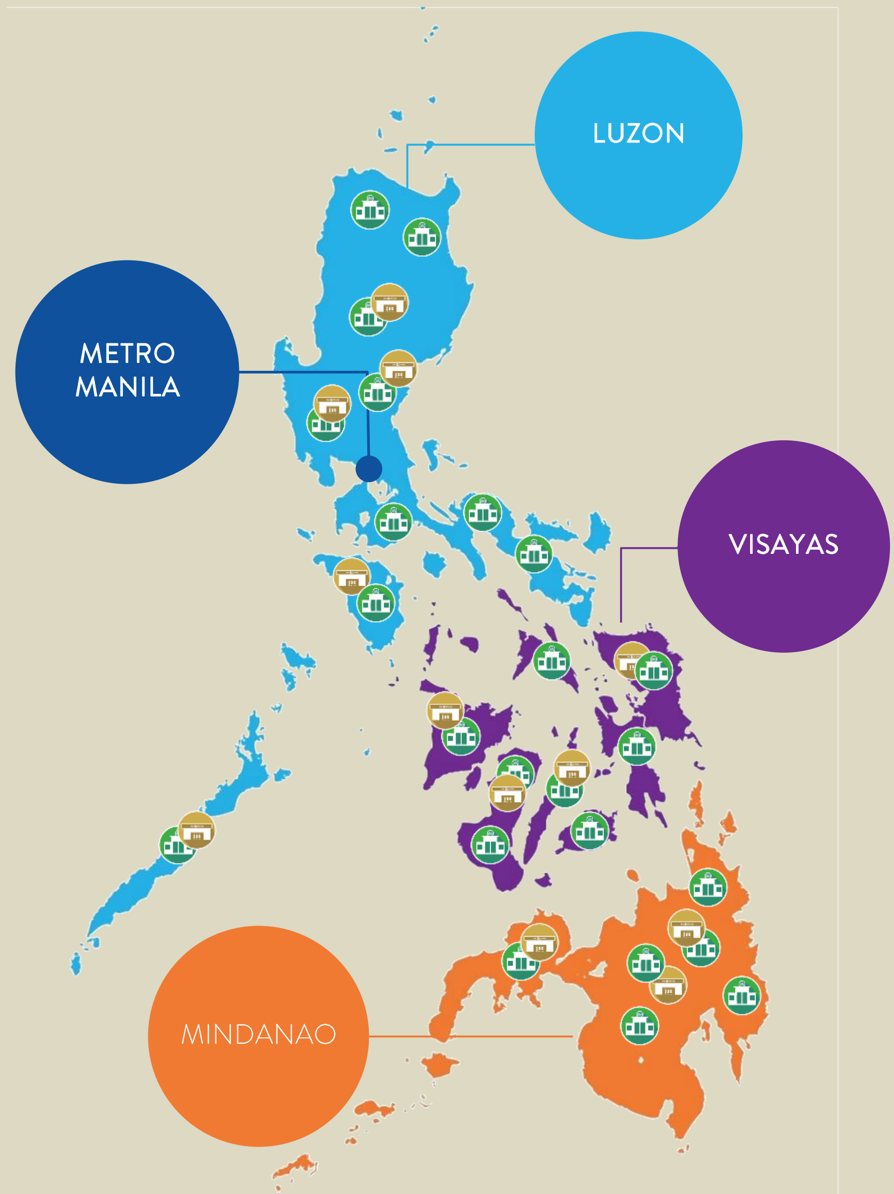
200 disaster resilient homes donated to Yolanda victims in Concepcion, Iloilo

Strategic Plans: Retail

Expand nationwide footprint outside Metro Manila

Deliver excellent customer service

Work with partners to provide best in class modern retail



Strategic Plans: Property


MALLS


RESIDENTIAL


COMMERCIAL


HOTELS

Strategic Plans: Banking

Branch Expansion	Technological Innovation
M&A’s	Asset Expansion

President's Report