



SM INVESTMENTS

3M 2024 Earnings Briefing

May 8, 2024

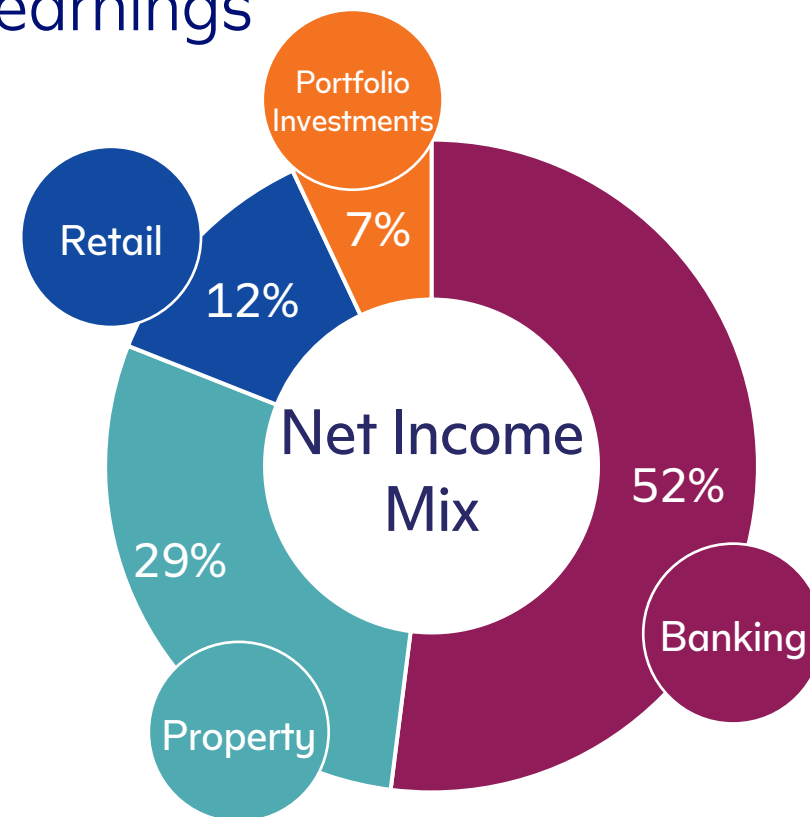


SMIC 3M 2024 Consolidated Results

- Banks continued solid growth driven by core businesses
- Retail growth driven by Food retailing
- Conservative gearing and strong balance sheet maintained
- Portfolio investments contributed 7% of total earnings

SM Investments	3M 2024	Chg
Revenues	144.0	4%
Earnings	18.4	6%
Assets	1,602.4	1%
Net Debt:Total Equity	33 : 67	

Figures in PHP B except percentages



Banking – BDO

- Sustained contribution from core businesses
- 3M 2024 ROCE at 14.3%
- Stable asset quality
 - NPL ratio lower at 1.88%
 - NPL Cover at 181%
- Solid capital position with Book Value up 12%

BDO	3M 2024	Chg
Net Income	18.5	12%
Net Interest Inc.	49.0	13%
Other Income	20.9	11%
Gross Loans	2,922.6	13%
Deposits	3,631.7	13%
NIM	4.63%	
NPL Ratio	1.88%	
CET 1	13.6%	
CAR	14.8%	

Figures in PHP B except percentages



Banking – China Bank

China Bank	3M 2024	Chg
Net Income	5.9	18%
Net Interest Inc.	15.0	18%
Gross Loans	804.8	11%
Deposits	1,229.0	13%
NIM	4.42%	
NPL Ratio	1.80%	
CET 1	15.3%	
CAR	16.2%	

Figures in PHP B except percentages

- Robust growth of core businesses
- Asset quality remains stable
 - NPL ratio eased to 1.80%
 - NPL Cover at 143%
- Cost to income ratio at 48.0%
- Healthy ROE at 15.5%
- Book value improved by 11%



Retail

SM RETAIL	Revenue	Chg	NI	Chg
Total Retail	93.8	3%	3.1	-23%
SM STORE	22.4	-4%	0.2	-70%
Specialty	20.4	-1%	1.2	-27%
Food Group	57.0	6%	2.0	-9%

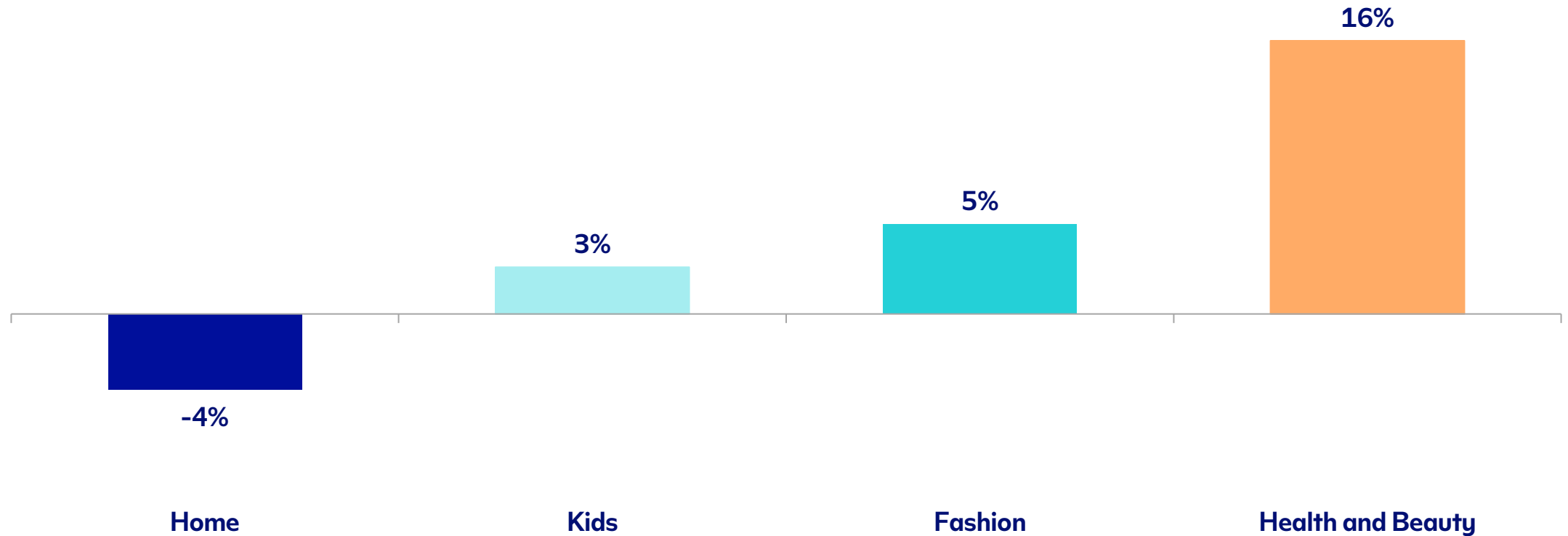
Figures in PHP B except percentages

- Store expansion and volume growth drove Food revenues higher by 6%
- Discretionary categories impacted by moderating consumer spend in key categories



Moderating Consumer Spending

Specialty Retail Category Sales Growth YoY



Note: Represents total category growth, does not reflect ownership % in individual formats



Property

SM PRIME	3M 2024	Chg
Total Revenues	30.7	7%
Malls	18.2	7%
Residential (Primary)	8.5	10%
Other Businesses	3.4	9%
Reservation Sales	26.5	-26%
Net Income	10.5	11%

Figures in PHP B except percentages

- Mall revenues grew 7% driven by mall rental income higher by 8%
- Philippine Mall revenues grew 9%
- Other businesses, which include Offices, Hotels and Convention centers, grew 9%
- Residential revenues also higher by 10%, lower Reservation sales



2024 Malls' Expansion



SM City J Mall (Mandaue City, Cebu)



SM City Laoag

SM City J Mall (Mandaue City, Cebu)

- 123k GFA
- Target Launch 2H 2024

SM City Laoag

- 113k GFA
- Target Launch 2H 2024

SM City Caloocan

- 94k GFA
- Target Launch 1H 2024

SM City San Fernando La Union

- 111k GFA
- Target Launch 2H 2024



SM City Caloocan



SM City San Fernando La Union

Portfolio Investments Financials



PHILIPPINE GEOTHERMAL

NEO



goldilocks®

2GO



(As of 3M 2024)

	PHILIPPINE GEOTHERMAL	NEO	goldilocks®	2GO	ATLAS
Revenue (Php Bn)	1.4	1.1	3.1	4.2	5.5
Revenue Growth (%)	-25.6%	11.8%	-0.3%	-19.1%	12.4%
Net Income (Php Bn)	0.5	0.6	0.3	0.2	0.6
Net Income Growth (%)	-59.6%	10.6%	25x	5.1%	113.1%



3M 2024 Results Key Messages

- Consolidated results driven by continued underlying economic strength
- Sustained Banking performance contributed 52% of net income
- Food Retailing continued growth and footprint expansion
- Non Food Retailing impacted by moderating consumer spending in key discretionary categories
- Property growth driven by Malls, with lower reservation sales in Residential
- Portfolio Investments contributed 7% of net income, with strong growth plans in place
- Conservative gearing and healthy balance sheet
- Group remains cautiously optimistic for 2024



Annex



SMRETAIL Consolidated

Financials	3M 2024	3M 2023	Chg
Revenue	93.8	91.3	3%
SSSG	-1.0%	18.9%	
EBIT Margin	5.1%	6.8%	
Net Income	3.1	3.9	-23%

Figures in PHP B except percentages

Profile	3M 2024	FY 2023	
Store Count	3,998	3,853	4%
Selling Area	3.37	3.36	0%

Gross Selling Area in M sqm.

- Food retailing revenues higher by 6%
- Discretionary categories slowing due to moderating consumer spend in Fashion and Home categories



SMRETAIL – The SMSTORE

Financials	3M 2024	3M 2023	Chg
Revenue	22.4	23.3	-4%
SSSG	-6.1%	44.3%	
EBIT Margin	1.2%	4.2%	
Net Income	0.2	0.7	-70%

Figures in PHP B except percentages

Profile	3M 2024	FY 2023	
Store Count	74	74	0%
Selling Area	0.89	0.89	0%

Gross Selling Area in M sqm.

- Continued storewide promotions
- Spending in Fashion categories are moderating



SMRETAIL – Food Group

Financials	3M 2024	3M 2023	Chg
Revenue	57.0	53.6	6%
SSSG	2.7%	10.0%	
EBIT Margin	5.3%	6.0%	
Net Income	2.0	2.2	-9%

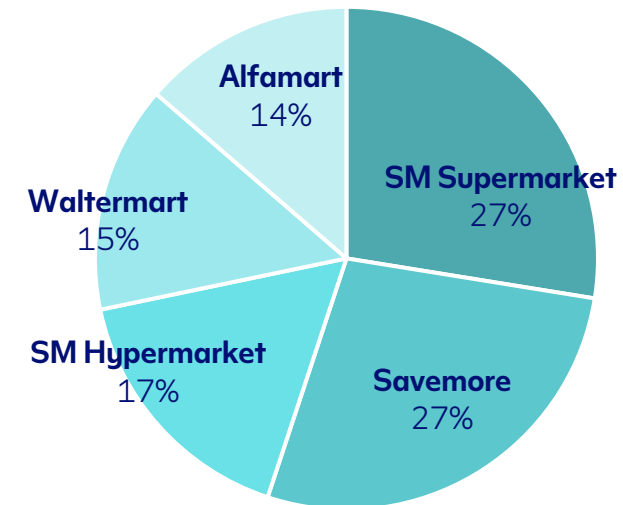
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Profile	3M 2024	FY 2023	
Store Count	2,249	2,119	6%
Selling Area	1.84	1.80	2%

Gross Selling Area in M sqm.

- Continued growth in Food categories
- Alfamart opened 134 stores YTD

Revenue by Format



Data as of 3M 2024

SMRETAIL – Specialty

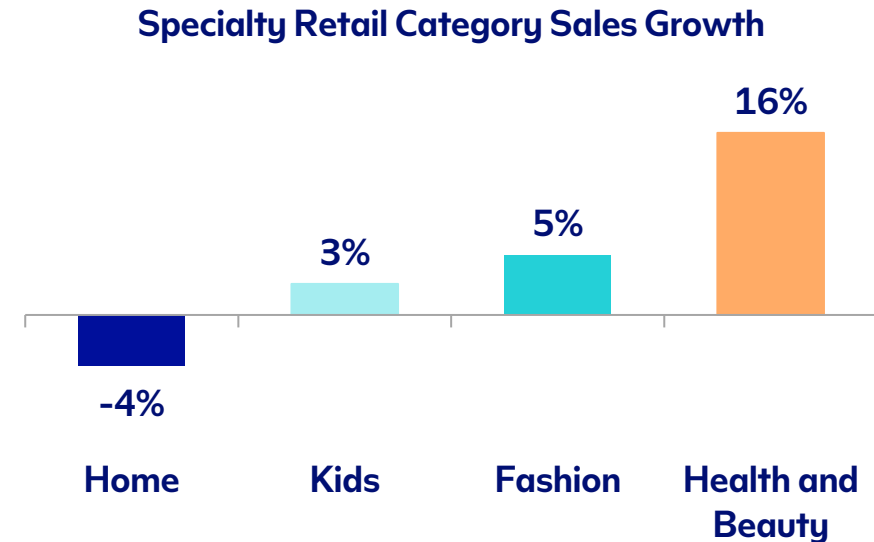
Financials	3M 2024	3M 2023	Chg
Revenue	20.4	20.7	-1%
SSSG	-5.0%	20.8%	
EBIT Margin	8.1%	11.1%	
Net Income	1.2	1.7	-27%

Figures in PHP B except percentages

Profile	3M 2024	FY 2023	
Store Count	1,675	1,660	1%
Selling Area	0.64	0.66	-2%

Gross Selling Area in M sqm.

- Outperformance of Filipino specialty products related goods, Health and Beauty were offset by weakness in Home



Data as of 3M 2024