



SM INVESTMENTS

Investor Presentation

April 2023



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We are SM

Our Vision

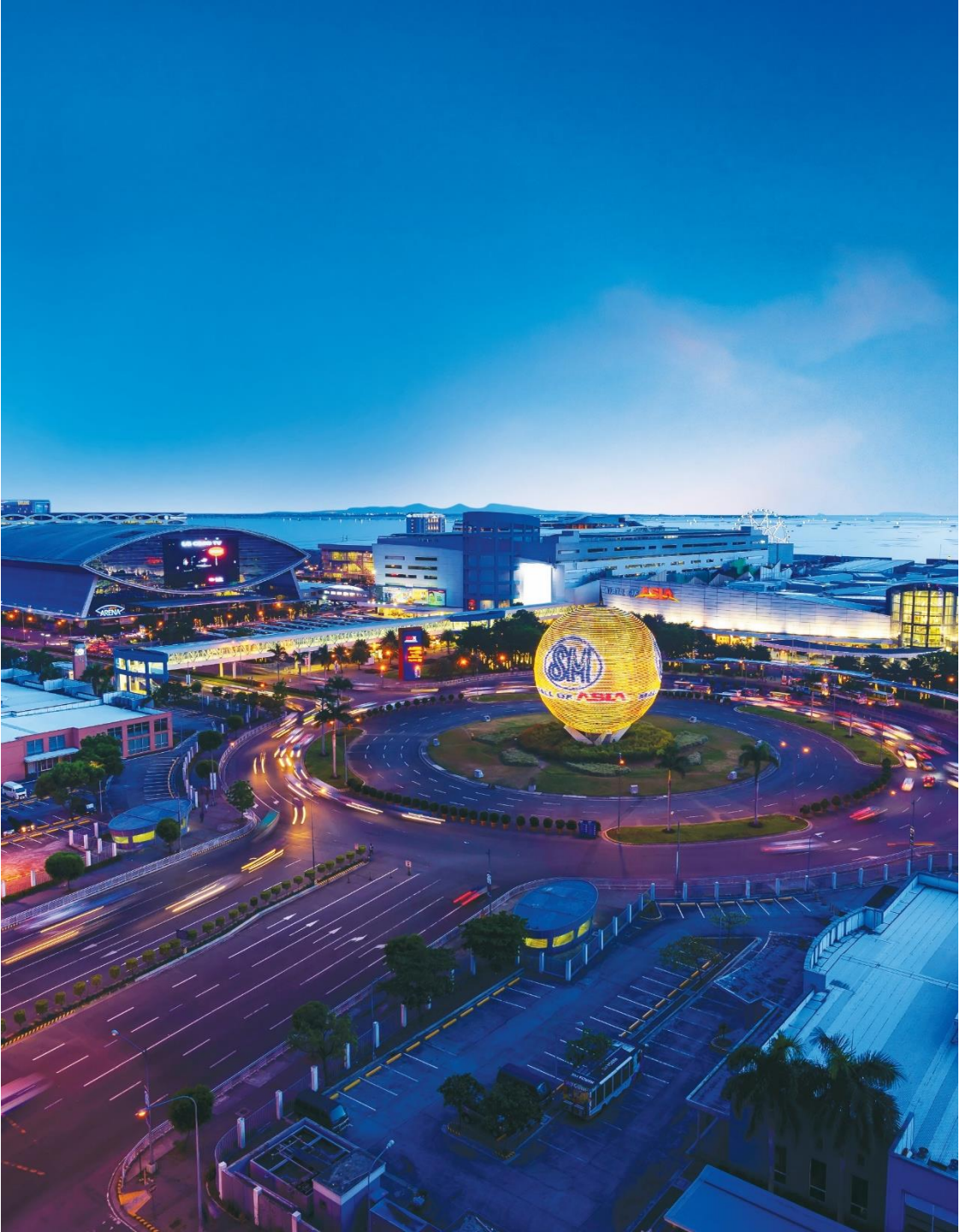
To build an ecosystem of sustainable businesses that are catalysts for responsible development in the communities we serve.

Our Mission

We will provide a consistently high standard of service to our customers, look after the welfare of our employees and deliver sustainable returns to our shareholders, at all times upholding the highest standards of corporate governance and environmental stewardship in all our businesses.

What We Stand For





About SM Investments

SM Investments is a leading Philippine conglomerate that is invested in market leading businesses in retail, banking and property. It also invests in ventures that can capture high growth opportunities in the emerging Philippine economy

Strong Proxy for Philippine Recovery and Long Term Growth

- Market leading consumer-centric businesses
- Strong brand franchise
- Extensive group synergies

Business Enabler

- Partner of choice
- Access to capital and SM's extensive network of businesses, customers, tenants and suppliers
- Strong management commitment to partner success

Culture of Sustainability

- Creates shared value for all our stakeholders with focus on material UN SDGs
- Catalyst for responsible development in the communities we serve
- Environmental responsibility and disaster resilience
- Strong governance and prudent financial management

Our Businesses

Retail



77.3%
SM Retail

Property



49.7%
SM Prime

Portfolio Investments

26.6%
Belle Corp

34.1%
Atlas Mining

34.0%
Neo Associates

95.0%
Neo Subsidiaries

52.9%
2GO Group

51.0%
Airspeed

71.3%
MyTown

74.1%
Goldilocks

34.0%
CityMall

100.0%
Philippine Geothermal

Banking



45.3%
BDO



22.5%
China Bank

Leading Philippine Conglomerate

Our three largest companies – SMIC, SM Prime and BDO – comprise ~30% of the value of the Philippine Index

Philippine Conglos Market Cap (\$ bn)

SMIC	19.5
Ayala Corp	7.1
JG Summit	6.9
Aboitiz Equity	5.5
SMC	4.9
DMCI	2.6
Metro Pacific	2.2
Alliance Global	2.1
LT Group	2.0
GT Capital	1.9

Source: Bloomberg;
As of March 2, 2023

Philippine Retailers Total Sales (\$ mn)

SM Retail	6,591
Robinsons	3,207
Puregold	2,288

Philippine Retailers Store Count

SM Retail	3,512
Robinsons	2,310
Puregold	513

Source: As of latest available
company data

Philippine Banks Total Assets (\$ bn)

BDO	69.2
LBP	61.0
MBT	56.5
BPI	50.7
CHIB	27.5
RCBC	23.0
PNB	22.8
UBP	21.0
DBP	20.2
SECB	17.0

Source: Consolidated statements of
condition (SOC), Dec 2022

Property Developers Market Cap (\$ bn)

SM Prime	18.4
Ayala Land	7.8
Robinsons Land	1.3
Megaworld	1.1
Vistaland	0.4
Filinvest	0.4
Double Dragon	0.3

Source: Bloomberg; As of March 2, 2023



Our Business Footprint

Philippines

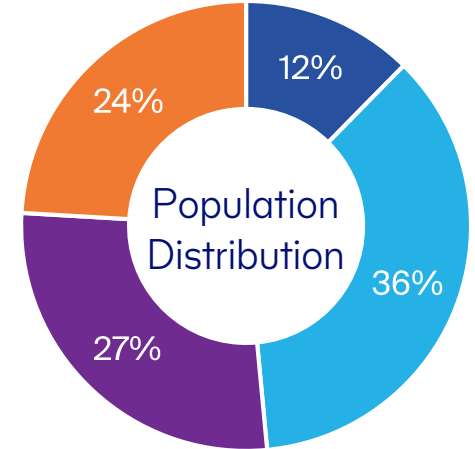
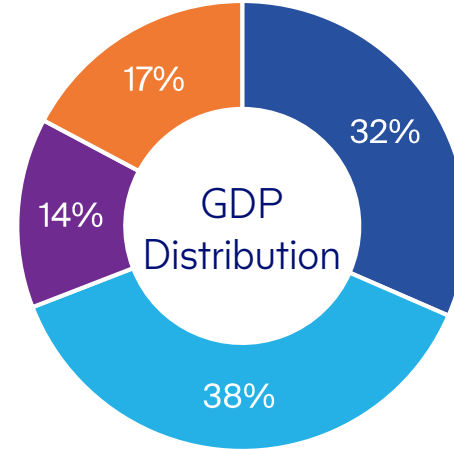
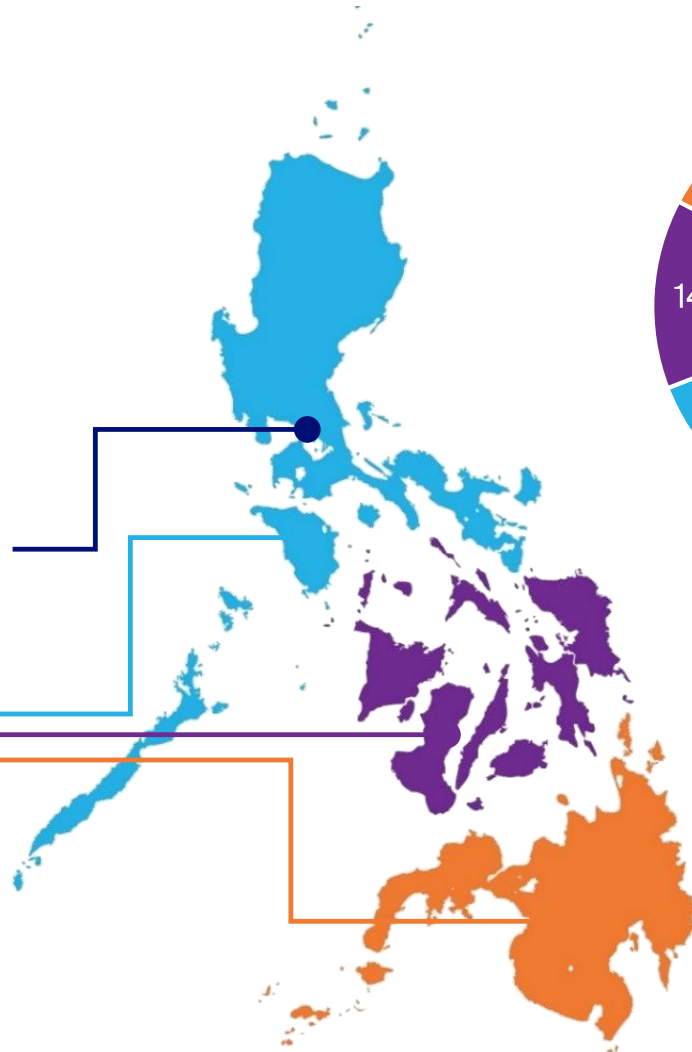
3,512 retail outlets
82 malls
2,290 bank branches

Luzon (ex-NCR)
2,122 retail outlets
44 malls
779 bank branches

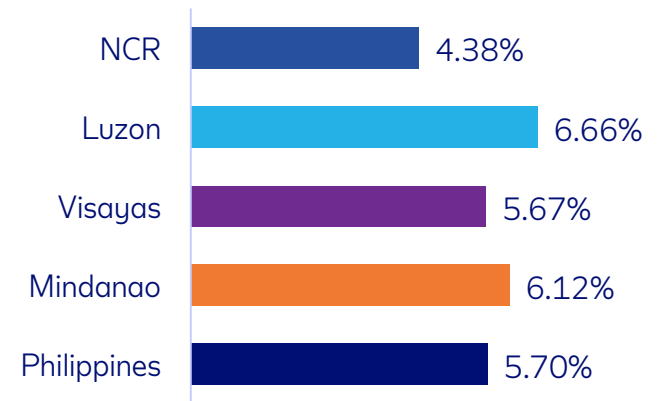
Metro Manila (NCR)
961 retail outlets
24 malls
968 bank branches

Visayas
259 retail outlets
7 malls
278 bank branches

Mindanao
170 retail outlets
7 malls
265 bank branches



2021 Regional GDP Growth



Our Leadership Team



Jose T. Sio
Chairman



Teresita T. Sy
Vice Chairperson



Henry T. Sy, Jr.
Vice Chairman



Frederic C. DyBuncio
President/CEO



Harley T. Sy
Director



Ramon M. Lopez
Independent
Director



Tomasa H. Lipana
Lead
Independent
Director



Robert G. Vergara
Independent
Director

We are a purpose driven company with the fundamental belief that business growth and social development go together. To make this happen, we have established strong governance principles that ensure fairness and transparency in our dealings with third parties and protect the rights of our minority partners

How We Create Shared Value

Our Valued Resources

What We Do

Our Path to Sustainable Growth

- Our Brand
- Our Connections to Our Customers
- Our People
- Our Developments
- Our Relationship with our Communities
- Our Supply Chain Network
- Our Natural Resources
- Our Financial Resources



We create inclusive socioeconomic opportunities



We facilitate development



We promote environmental responsibility



We create positive community impact



We drive sustainable growth



External Recognitions



Recent Developments

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- 15 Together for Relief and Resilience
- 16 Digital Innovation



FY 2022 Financial Performance

Figures in PHP billion except percentages

SM Investments	FY 2022	FY 2021	% Chg
Revenues	553.8	432.4	28%
Net Income	61.7	40.4	53%
Net Margin (inc-NCI)	15.2%	12.6%	-
ROE	13.1%	9.4%	-
Net Debt:Equity	35 : 65	38 : 62	-

SM Retail	FY 2022	FY 2021	% Chg
Gross Revenues	378.2	303.9	24%
Net Income	17.9	9.6	86%
Net Margin (inc-NCI)	5.4%	3.6%	-

BDO	FY 2022	FY 2021	% Chg
Net Interest Income	149.2	131.3	14%
Non Interest Income	71.5	61.4	17%
Net Income	57.1	42.8	33%

SM Prime	FY 2022	FY 2021	% Chg
Revenues	105.8	82.3	29%
Net Income	30.1	21.8	38%
Net Margin	28.0%	26.0%	-
ROE	8.7%	6.8%	-
Net Debt:Equity	46 : 54	45 : 55	-

- Strong pandemic recovery, led by economic reopening and robust consumer activity
- All businesses contributed to growth
- Portfolio Investments contribute 11% of earnings
- Conservative gearing and strong balance sheet maintained
- Optimistic about consumer outlook, while watching economic risks driving inflation



Recent Events

Parent/Group

- Surpassed pre-pandemic top and bottomline performance
- ESG recognitions from:
 - Sustainalytics: Top-Rated ESG Industry and Regional Performer
 - Forbes: World's Best Employer

Retail

- Alfamart operating over 1,400 stores, celebrating 8 years
- 348 new stores, over 80% outside of Metro Manila
- New channels contribute ~9% of non-food sales

Banking

- IFC's investment in BDO's Blue Bond to help tackle marine pollution in the Philippines, support blue economy
- Increase in quarterly cash dividends on common shares to PHP0.75/share starting 2023 vs. PHP0.30/share previously
- Improving Cost-to-income ratio to 55.6 from 62.2 in 2021
- NPL ratio dipping to 1.95% and NPL coverage strengthening to 167%

Property

- Weekend foot traffic above 97% of pre-covid level, operational occupancy at ~92%, tenant sales at 100% of pre-covid level, SM Supermalls normalized rental rates
- Opens SM City Roxas, SM City Tuguegarao, SM City Sorsogon, SM City Tanza, completing 4 malls in 2022 as planned
- SMPH committed to increase the share of renewable energy in its electricity consumption by more than 50% by end 2022
- Pasay reclamation underway as planned

Portfolio Investments

- PGPC merged with SMIC
- Increased Air Speed stake to 51%
- 2GO delivered financial turnaround in 2022 with Php 312 Bn in profits
- 2GO to be taken private by SMIC through a tender offer



2GO Tender Offer

SMIC, as the majority shareholder, will undertake a tender offer to take the company private

- To provide SMIC with greater exposure to the long-term growth and financial success of 2GO
- SMIC engaged BPI Capital which issued an fairness valuation report
- Price of the offer: Php 14.64/sh
- SMIC to acquire 378.8 million shares or 15.39% of 2GO
- Tender Offer period: March 15 to April 28, 2023
- Payment and settlement: May 2-10, 2023



Together against Climate Change



Leading in financing 58
renewable energy projects



ALTERNERGY PILILLA WIND FARM
April 1, 2015 | bongbajo@yahoo.com

SM Prime committed to leading in renewable
energy use, exceeding Philippine goals

At least **50%** Renewable
Energy by **2022**



TASK FORCE ON
CLIMATE-RELATED
FINANCIAL
DISCLOSURES

50 SUSTAINABILITY & CLIMATE LEADERS

A RACE WE CAN WIN 




BDO's Sustainable Financing



As of 2022	No. of Projects	Installed Capacity (MW)
Biodiesel	1	60 ML/Y
Bioethanol	2	4.1 ML/Y
Solar	16	380
Wind	4	96
Hydro	13	433
Biomass	16	169
Geothermal	6	1,179



2,252 MW
Total installed renewable energy capacity in megawatts



71,142,786
Equivalent tree seedlings grown over 10 years



913,491
Equivalent passenger vehicles taken off roads yearly



4,302,786
Tonnes Carbon dioxide avoided per year



PHP781 bn
Total sustainable finance projects funded to date



58
Renewable Energy projects funded to date



Digital Innovations

We continue to work hard to develop innovative online and offline delivery channels that are integrated into our business and enhance our customer service

Retail



Multi-channel Ordering and High Touch Service

Malls



Banking



Payments

Logistics



Last Mile

Using Our Channels

SM'S GOT EVERYTHING YOU NEED!

We're just a tap or call away.

THE SM STORE

FOR YOUR HOME

VIA CALL



#143SM

VIA APP

ShopSM

ShopSM Mobile App

SM MARKETS

FOR YOUR PANTRY

VIA WEBSITE



MARKETS
ONLINE

smmarkets.ph

SM MALLS

FOR YOUR LIFE ESSENTIALS

VIA CALL



FOR DELIVERY AND PICK UP AT SM

VIA APP



MALLS
ONLINE

SM Malls Online App

*Multiple stores, one delivery. Currently available
in SM Megamall, North EDSA, and Mall of Asia.

Our enhanced digital platforms complement our expansion, getting us even closer to our customers

Our Businesses

19	Retail
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SM RETAIL

Our group was born out of retailing. With more than 30 brands, both food and non-food, we serve as a platform for local and international brands to be more accessible to the Filipino market

77.3%

Effective Interest

PHP378.2bn

Revenues

PHP17.9bn

Net Income

Store Network	GSA
72 THE SM Store	844
1,611 Brand Affiliates	653
65 SM Supermarket	383
54 SM Hypermarket	341
215 Savemore	565
82 Waltermart	212
1,412 Alfamart	247
1 MindPro	2



Data as of FY2022, Gross Selling Area (GSA) in '000s sqm



Our Retail Brands

We stand by our tagline, “We’ve got it all for you”. Our brands provide a wide selection of best local products and in-demand global brands for every member of the family

Department Stores



Athleisure and Fashion



LifeWear



Philippine Crafts



Foot wear



Health, Beauty and Wellness



watsons

innisfree

LANEIGE



THE BODY SHOP

Food Retail



SM MARKETS

Home and Family



Food Retail

Format	Description	SKUs
Supermarkets	Large format anchor tenant in SM malls	>50k
Hypermarkets	Stand-alone large format destinations with 60/40 food/non-food mix	45k-50k
WalterMart	Mid-sized format tenant located in WalterMart Malls expanding in Luzon	30k-45k
Savemore	Stand-alone mid-sized format expanding nationwide	30k-45k
Savemore Express	Stand-alone small format neighborhood supermarket	4k-9k
Alfamart	Minimart format providing supermarket goods and prices in neighborhood locations	<5k



Non-Food Retail

Department Stores – The SM STORE

- Anchor tenants in SM malls
- Wide range of merchandise and price points
- Targets all customer segments
- Pioneering digital shopping platforms

Specialty Retailers

- Leading local category specialist
- Aspirational but affordable foreign brands
- High margin, high growth
- Key tenants in malls, selective expansion outside malls





SM Prime

We build integrated lifestyle cities with malls serving as meeting centers, residential developments, hotels, convention centers and office spaces, helping facilitate the rapid urbanization of local communities

49.7%

Effective Interest

PHP105.8bn

Revenues

PHP30.1bn

Net Income

Developments

- 22 Integrated Lifestyle Cities
- 82 Malls in the Philippines
- 7 Malls in China
- 64 Residential Projects
- 18 Office Buildings
- 9 Hotels
- 6 Convention Centers
- 2 Trade Halls

SM Malls

PHILIPPINES

CHINA



SM City Zibo,
China



SM City Cebu



SM City
Sorsogon



82



Malls

7

9.0mn



Total GFA in SQM

1.4mn

19,562



Tenants

1,856

2.9mn



Average Daily
Pedestrian Count

0.1mn

Data as of FY2022, GFA (Gross Floor Area)

SM Malls Philippines

- In terms of GFA, Metro Manila malls account for 42%, Luzon (ex NCR) is 38%, Visayas is 12% and Mindanao is 8%
- SMPH mall expansion is geared towards the provinces. The focus is to cover most of Northern Luzon, Visayas and the progressive cities in Mindanao



*SM CDO
Downtown*



SM Aura



*SM City
Tanza*

SM Malls China



SM City, Zibo



SM Tianjin



SM City, Zibo

- Construction for the expansion of SM Xiamen and the new SM Yangzhou is on-going
- Operates 7 malls with a total GFA of 1.4m sqm

SM Residences

A leading residential developer of high-rise buildings (HRBs), mid-rise buildings (MRBs) and single-detached house and lots

Projects Overview (as of FY 2022)

SMDC Projects to date	64 (46 in NCR)
Ready-for-Occupancy (RFO) (Unsold Units)	8,068
Ongoing Construction (Unsold Units)	20,405
Estimated Inventory Value	P165.59bn
FY 2022 Reservation Sales (Value)	P102.00bn
FY 2022 CAPEX	P33.21bn

Landbank (hectares)

Metro Manila	94
Outside Metro Manila	1,293



SM Commercial Properties

*Three E-com
Center*



ICE Tower



*Four E-com
Center*



- Have 18 office buildings with a combined GFA of almost 1.5 sqm
- Five of these 18 offices are located in the Mall of Asia Complex in Pasay City, which provide a combined GFA of 627,000 sqm
- Have an available landbank of 115 hectares for future development



SM Hotels and Convention Centers

- Operating 9 hotels with over 2,200 rooms; 6 Convention Centers, and 2 Trade Halls with approximately 49,000 sqm of leasable space as of December 2022

Hotels	Rooms	Convention Centers	GLA (sqm)
Taal Vista, Tagaytay	261	SMX Manila	17,170
Radisson Blu, Cebu	400	SMX Davao	5,200
Pico Sands, Hamilo Coast	154	SMX Aura Premier	3,136
Park Inn, Davao	204	SMX Bacolod	4,269
Park Inn, Clark	255	SMX Clark	10,963
Conrad Manila, Pasay	348	Olongapo City Convention Center	2,043
Park Inn, Iloilo	200	Megatrade Hall	4,226
Park Inn, North EDSA	239	SM Seaside Skyhall	1,857
Park Inn, Bacolod	150	Mall of Asia Arena	20,000 seats
Total	2,211	Total	48,864



SMX Manila, Pasay City



Conrad Manila

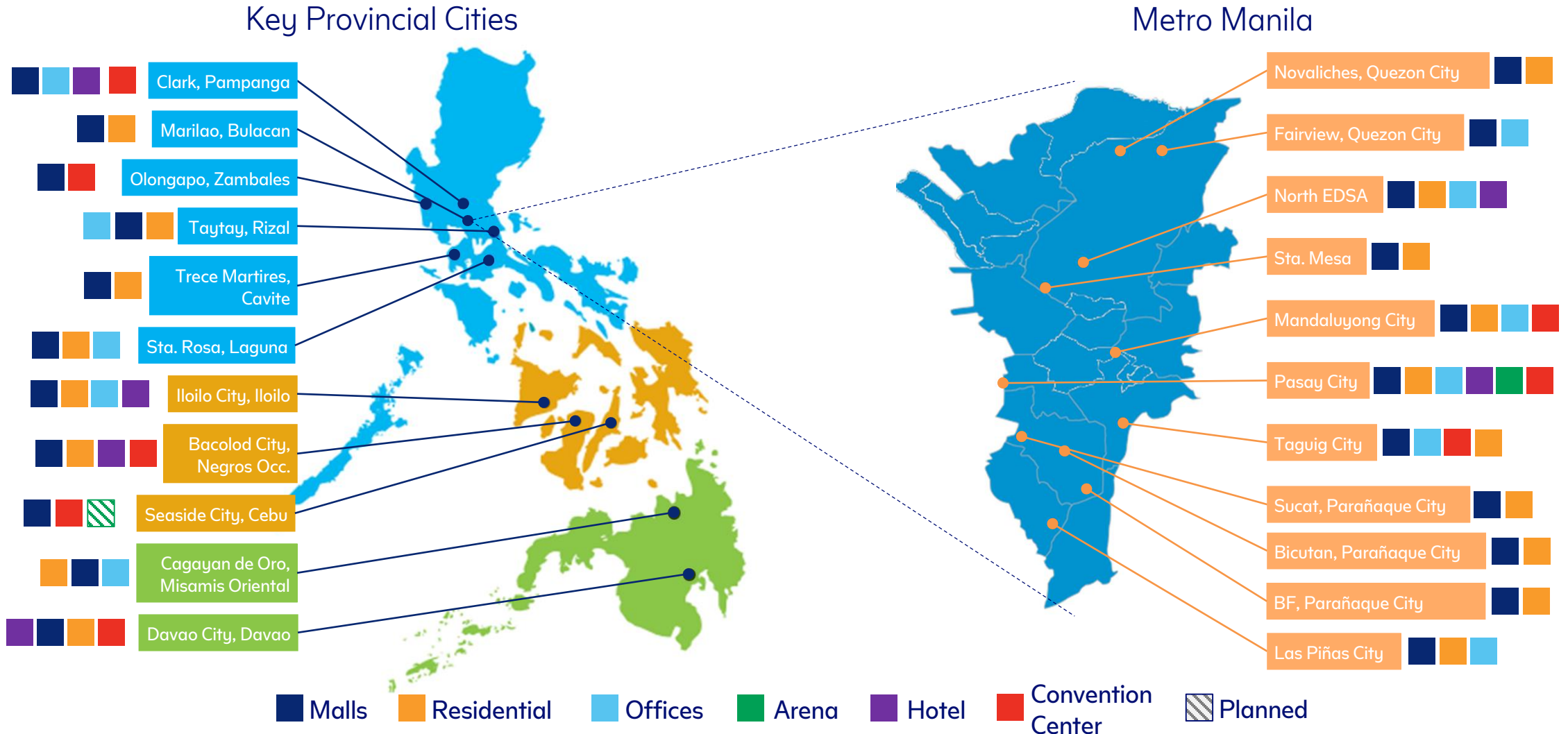


Conrad Manila, Main Lobby



SM Prime Integrated Lifestyle Cities

SM Prime has integrated property developments in Metro Manila and in key provincial cities in the Philippines



Pico de Loro Development, Batangas



- Sprawling seaside sanctuary flanked by the sea on the West, mountain ranges in the East, with thirteen coves, three of which are Marine Protected Areas
- 90 minutes from the Mall of Asia Complex

BDO Unibank, Inc.



BDO is a leader and investor in banking products and services, making financial services more accessible to Filipinos

45.3%

Effective Interest

PHP149.2bn

Net Interest Income

PHP71.5bn

Other Income

PHP57.1bn

Net Income

1,652

Branches in the Philippines

2

Foreign branches

4,655

ATMs



China Banking Corporation



China Bank has over a hundred years of banking heritage anchored on good governance. The bank has been instrumental in building generations of enterprises in the country

22.5%

Effective Interest

PHP45.6bn

Net Interest Income

PHP10.1bn

Other Income

PHP19.1bn

Net Income

640

Branches

1,044

ATMs



Portfolio Investments

2GO Group



Airspeed



Atlas Mining



Belle Corp.



Goldilocks



MyTown



Neo Group



Philippine Geothermal



- We invest in new and related sectors that help capture high growth opportunities in the Philippines
- We build market leaders through access to the synergies and expertise of our SM ecosystem
- We ensure global best practices in their operations and corporate governance

2GO Group

The largest and broadest logistics and transportation solutions provider integrating Shipping, Logistics and Distribution

Shipping

- Efficient and reliable 9 vessel fleet
- Serving 17 ports of call

Express and Logistics

- 48 warehouse facilities nationwide
- Sea, land and air-freight express services
- Largest reefer and leading isotank provider
- 3,000 own stores and agency network
- Courier and last mile delivery services
- FedEx's local partner in the Philippines

Distribution

- 2,124 Retail Stores Served
- 1,923 Pharmacies
- 295 Food Service Establishments



Airspeed

Airspeed is a reliable end-to-end logistics solutions and express courier. Aiming to provide support to help clients build and grow their businesses

- Tailor fit services that are based on the client's logistics needs so that their shipment will be transported without any issue.
- Operating in 90+ countries, 80+ local partners, and over 200 vehicles
- Over 20 offices, hubs, warehouse facilities in the Philippines



Atlas Consolidated Mining

Atlas Mining is one of the largest copper concentrate producers in the Philippines

- Copper mine with 22 years mine life
- Over 408m tonnes of proven and probable reserves

<u>Operating Information</u>	<u>FY 2022</u>
Daily Milling Avg <i>(In dmt per day)</i>	46,189
Ore Grade	0.241%
Cu Metal Gross <i>(In mn lbs)</i>	74.45
Shipped Cu concentrate <i>(in '000s dmt)</i>	141



Mahogany Plantation at Lower Danawan, Biga



15,760 trees planted since 2006



Biga Pit 51% of water consumed per year is recycled





Belle Corporation

Belle Corporation is a developer of premium resort destinations and leisure properties

City of Dreams Manila

- Award-winning integrated resort operated by partner, Melco
- Total gross floor area: 315,531 sqm
- Gaming floor area: 21,324 sqm
- ~2,333 electronic gaming tables and 295 gaming tables
- Three hotel brands with 940 rooms: NÜWA Manila, Nobu Manila and Hyatt Regency



Tagaytay Highlands

- Award-winning luxury mountain resort
- 25 year history of developing and operating a 1,564 ha. complex of exclusive themed residential communities, golf courses and clubs
- Amenities include restaurants, sports venues, and facilities for outdoor activities





Goldilocks

Goldilocks is a well-loved Filipino heritage brand trusted by customers for over 55 years

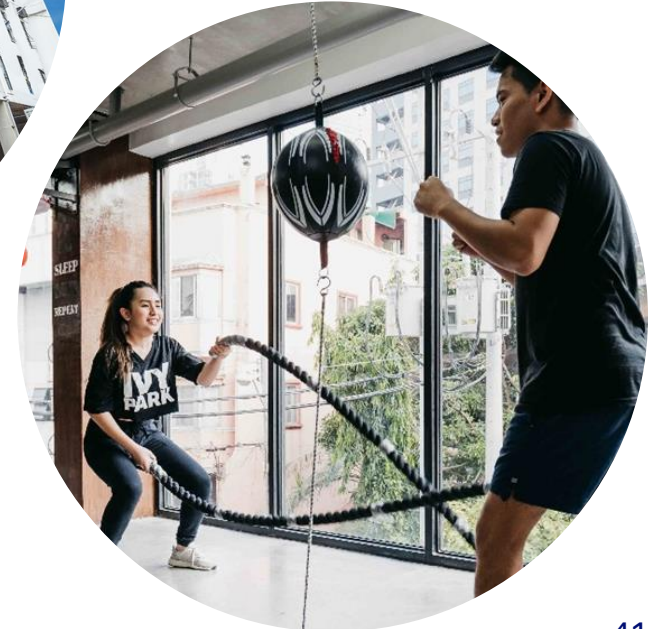
- 11 manufacturing facilities serving an extensive retail footprint of over 800 company owned and franchise stores in the Philippines
- Resilient amidst the pandemic, Goldilocks pivoted to cater to changing customer needs by expanding sales channels online and through aggregator partnerships and be where the customers are
- Product and service delivery innovations contributed towards a dynamic and fresh brand for customers



MyTown (PULS)

A leading developer and operator of purpose-built co-living communities providing housing solutions for young urban professionals and corporations

- Pioneered the concept of urban dormitories as communities with amenities
- Scalable solution to metro traffic and lack of affordable housing
- Operating 16 buildings offering more than 3,341 beds to date
- Plans for more than 4,784 beds by 2022



NEO Buildings

The NEO Buildings consist of 7 office buildings located within the largest and only PEZA certified IT park in Bonifacio Global City, Metro Manila

- NEO is the first commercial property portfolio in the world to be certified as **Carbon Net Zero** under the EDGE program of the IFC.



*One/NEO,
Bonifacio
Global City*



*Seven/NEO,
Bonifacio
Global City*



*Six/NEO,
Bonifacio
Global City*



Office Building	GFA (sqm)
One/Neo	14,787
Two/Neo	18,258
Three/Neo	19,240
Four/Neo	36,000
Five/Neo	52,090
Six/Neo	53,367
Seven/Neo	62,965
Total	256,707

Philippine Geothermal Production Company (PGPC)



PGPC operates the Tiwi and Mak-Ban steam fields, in operation since 1979, generating geothermal steam sufficient to produce c.300MW of electricity. PGPC also has several other greenfield concession areas for geothermal steam development

- Total consideration paid for 81% of Allfirst, parent of PGPC, is P15.76bn
- Issuance of 17.4 million new shares, equivalent to 1.4% of shares outstanding in SMIC
- In 2021, PGPC revenues were equivalent to 1.2% of SMIC revenues and 5.5% accretive to SMIC Net Income



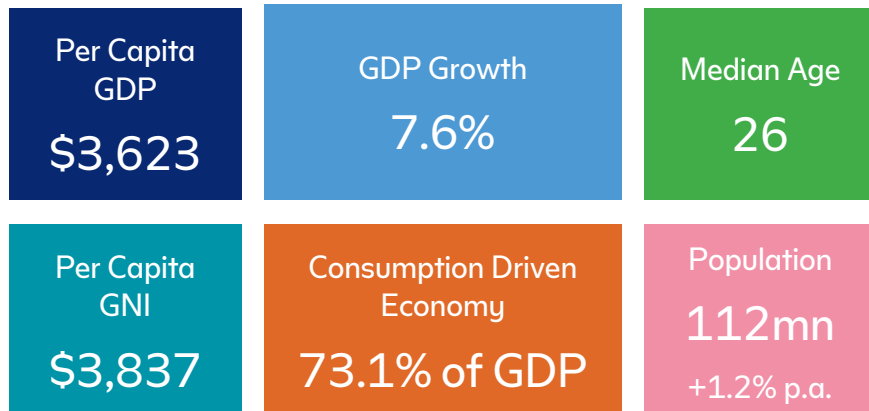
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Philippines: Strong Macroeconomic Fundamentals

Young Workforce with Rising Incomes



Opportunities

- Improved Infrastructure development
- Provincial growth – Luzon, Visayas, Mindanao
- Job creation and inclusive growth
- Agriculture, Manufacturing, Services
- Foreign Direct Investments

Inflation and Interest Rate Environment

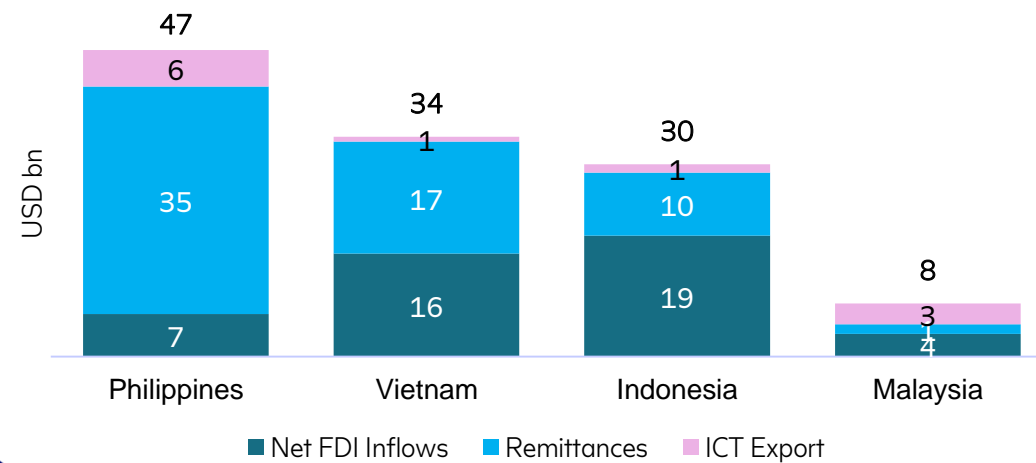
- Avg. Inflation rate: 8.7% (Jan, 2023)
- T-Bills (91-day): 4.22% (Feb, 2023)
- T-Bills (364-day): 5.39% (Feb, 2023)

Fiscal and Monetary System

- Debt/GDP: 60.9%
- CAR: 16.2%
- NPLs: 2.9%

Current Credit Ratings	
S&P	BBB+ Stable
Moody's	Baa2 Stable
Fitch	BBB Negative

Net External Inflows and ICT Exports

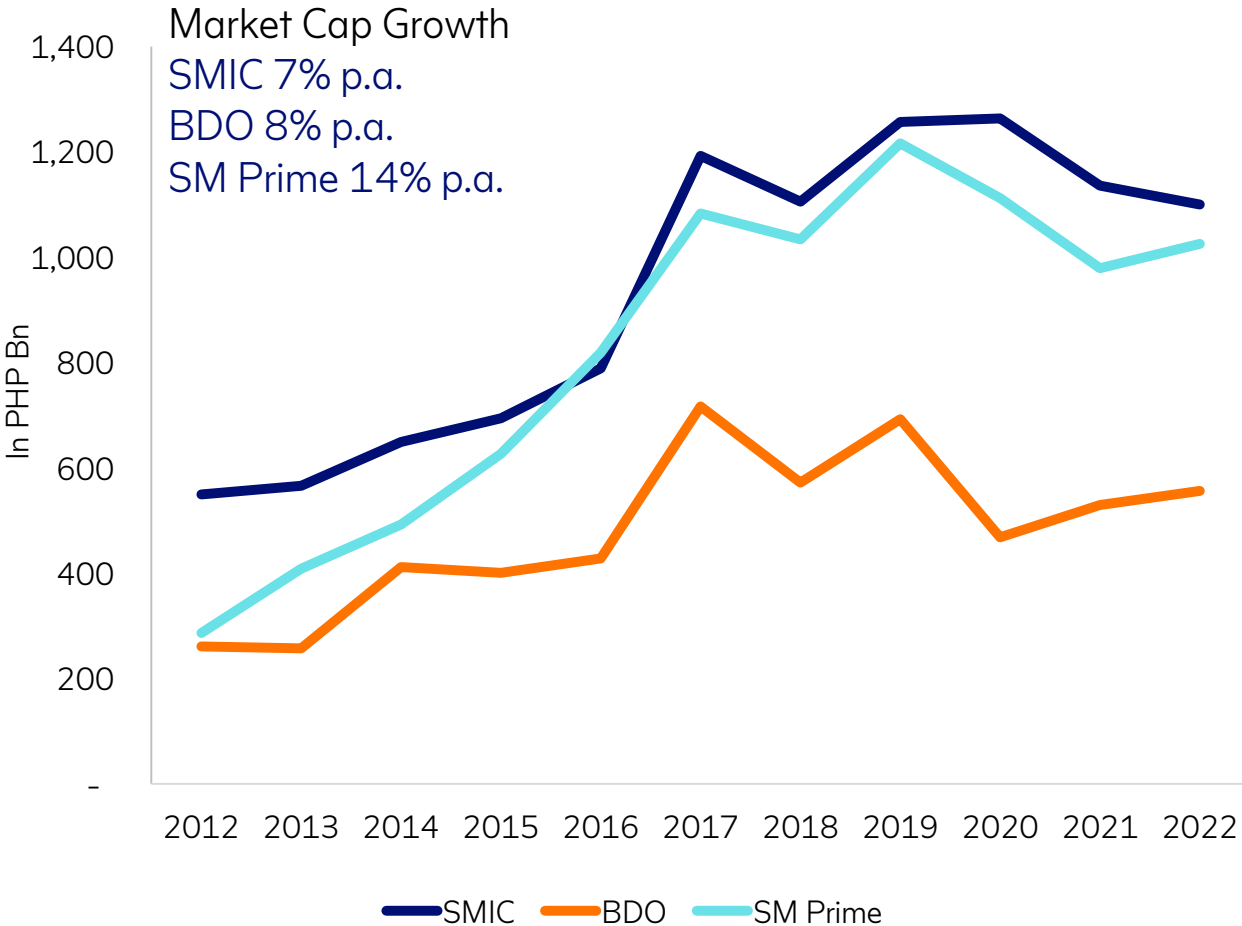


Source: BSP Selected Economic and Financial Indicators, Most Recent

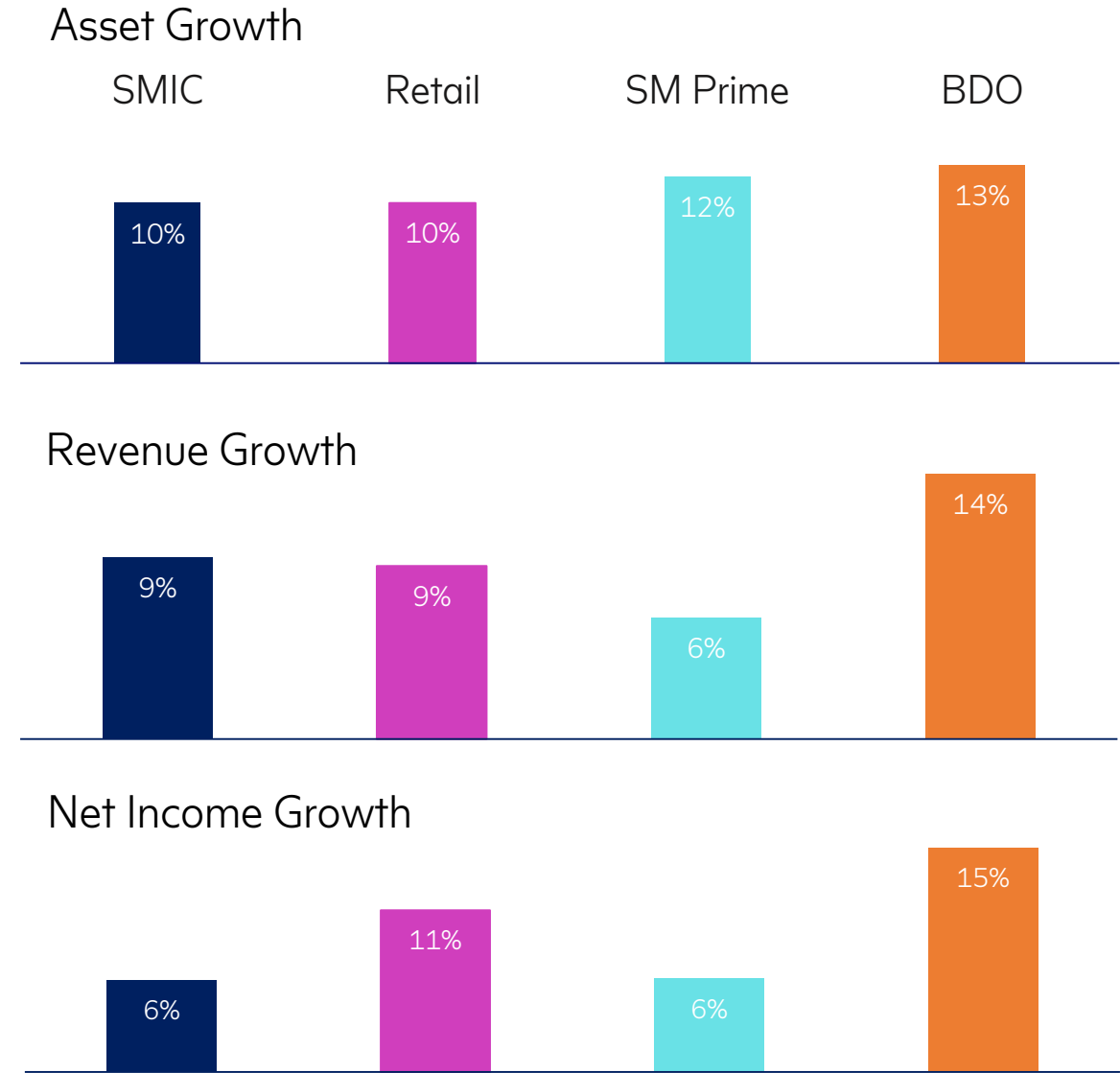


Source: The World Bank, ASEAN Statistics Division, Most Recent Data (2020)

SM Investments' 10-Year Performance



Growth rates expressed in CAGR



Growth rates expressed in CAGR

SM Investments Corporation

FY 2022 Consolidated Results

In PHP Billion

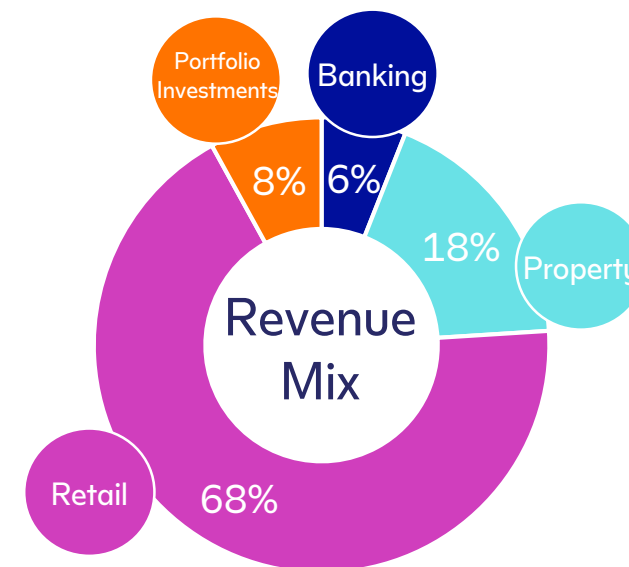
Particulars	FY 2022	FY 2021	% Chg	FY 2020	FY 2019	FY 2018
Revenue	553.8	432.4	28.1%	394.2	501.7	449.8
Net Income to Parent	61.7	40.4	52.6%	23.4	44.6	37.1
Net Margin (inc-NCI)	15.2%	12.6%	-	8.7%	13.8%	13.0%
Return on Equity	13.1%	-	-	6.0%	11.9%	10.9%

Total Capital	FY 2022	FY 2021	% Chg	FY 2020	FY 2019	FY 2018
Counterpart investments	137.5	91.8	49.8%	78.2	76.7	105.8
Net Debt	368.2	380.7	-3.3%	336.8	298.4	280.1
Equity attrib to Parent	496.9	447.6	11.0%	403.8	382.6	353.4
Net Debt:Equity	35 : 65	38 : 62	-	37:63	36:64	44:56

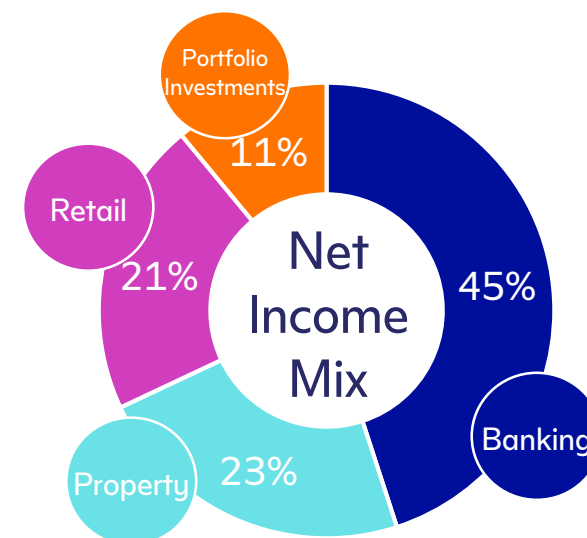
SMIC Parent Debt

Net Debt to Equity	39 : 61	Average Cost of Debt	4.62%
Peso-Foreign Currency Mix	67 : 33	Average Debt Tenure	2.40 years

Bonds Issued	Amount	Currency	Due Date	Coupon Rate
February 18, 2022	15 bn	PHP	Feb 2025/Feb 2027	3.5915%/4.7713%
October 2, 2020	10 bn	PHP	April 2024	3.3163%
June 10, 2014	350 mn	USD	June 2024	4.8750%



Banking business not consolidated



SM Retail Consolidated

Financials	2022	2021	Chg
Revenue	378.2	303.9	24%
SSSG	22.2%	-1.1%	
EBIT Margin	7.6%	5.6%	
Net Income	17.9	9.6	86%

Figures in PHP B except percentages

Profile

Store Count	3,512	3,215	9%
Selling Area	3.2	3.1	5%

Gross Selling Area in M sqm.

- Economic reopening, pent up consumer demand and strong mall foot traffic, drove revenues
- Net income grew by 86% driven by Non-Food sales
- Improved margins across all formats due to structural operating changes
- Non-food sales through other channels at 8.8% from 9.6% as foot traffic increased in malls



SM Retail – The SM Store

Financials	2022	2021	Chg
Revenue	98.8	61.5	61%
SSSG	59.9%	10.9%	
EBIT Margin	6.6%	-0.5%	
Net Income	4.5	-0.6	896%

Figures in PHP B except percentages

Profile			
Store Count	72	68	6%
Selling Area	0.8	0.8	7%

Gross Selling Area in M sqm.

- Fashion led growth in department stores as students returned to school and workers reported to offices
- Net income and margins positive as sales grew 61%
- Non-food sales through other channels at 8.8% from 9.6% as foot traffic increased in malls



SM Retail – Food Group

Financials	2022	2021	Chg
Revenue	219.6	196.2	12%
SSSG	9.4%	-6.7%	
EBIT Margin	5.0%	4.9%	
Net Income	8.4	7.1	19%

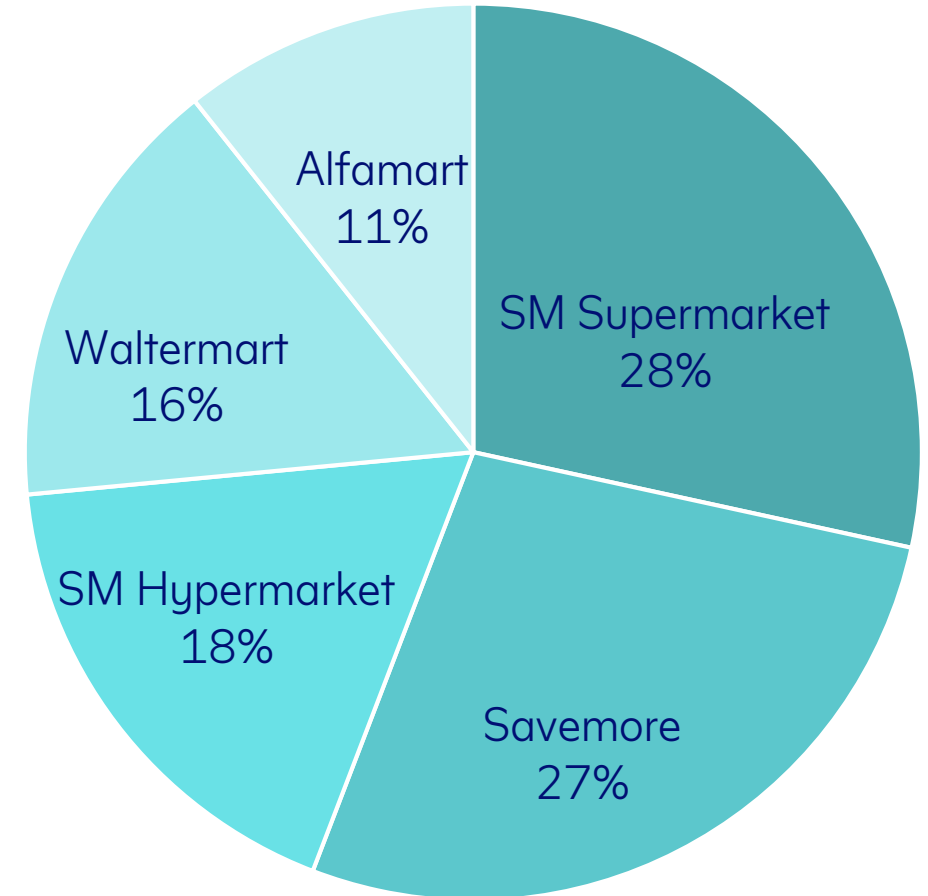
Figures in PHP B except percentages

Profile

Store Count	1,829	1,608	14%
Selling Area	1.8	1.7	5%

Gross Selling Area in M sqm.

Revenue by Format



Data as of FY2022

SM Retail – Specialty

Financials	2022	2021	Chg
Revenue	85.2	65.4	30%
SSSG	26.0%	7.3%	
EBIT Margin	11.2%	9.8%	
Net Income	7.2	4.7	51%

Figures in PHP B except percentages

Profile

Store Count	1,611	1,539	5%
Selling Area	0.7	0.6	4%

Gross Selling Area in M sqm.

- Healthy growth across specialty brands
- Net income grew by 51%



SM Prime

FY 2022 Results

In PHP Billion

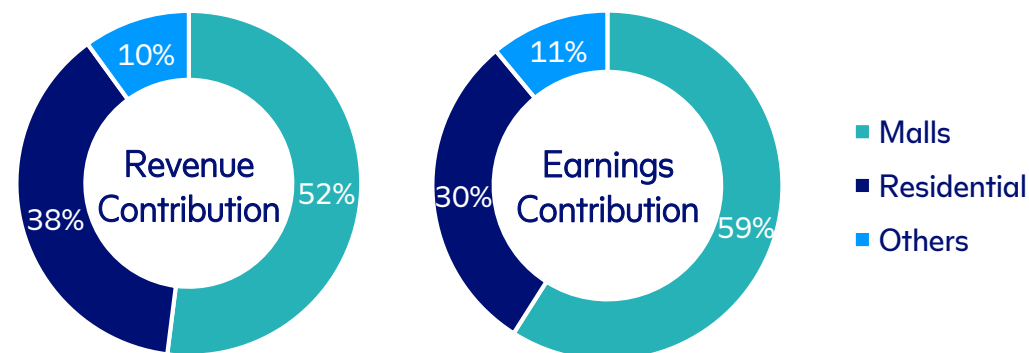
Consolidated	FY 2022	FY 2021	%Chg
Revenues	105.79	82.32	29%
Net Income	30.10	21.79	38%
Operating Income	49.24	32.41	52%
Return on Equity	9%	7%	-

Philippine Malls	FY 2022	FY 2021	% Chg
Revenues	49.84	24.1	107%
Operating Income	26.9	7.73	248%
EBITDA	34.83	14.94	133%
<i>EBITDA margin</i>	<i>70%</i>	<i>62%</i>	-

China Malls <i>(In RMB Bn)</i>	FY 2022	FY 2021	% Chg
Revenues	0.7	0.78	-10%
Operating Income	0.28	0.37	-24%

Residences	FY 2022	FY 2021	% Chg
Revenues	40.08	45.9	-13%
Operating Income	16.06	19.89	-19%
EBITDA	16.19	20.01	-19%
<i>EBITDA margin</i>	<i>40%</i>	<i>44%</i>	-

Other Businesses	FY 2022	FY 2021	% Chg
Revenues	10.47	6.6	59%
Operating Income	4.59	2.5	81%
EBITDA	6.57	4.2	55%
<i>EBITDA margin</i>	<i>66%</i>	<i>64%</i>	-



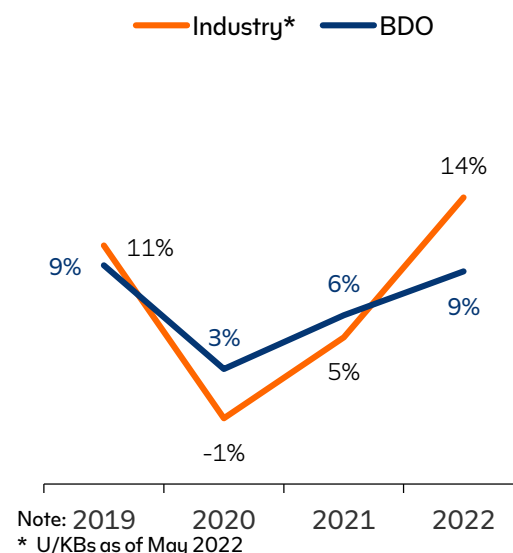
Financial Highlights

(In PHP Bn)	FY 2022	FY 2021	% Chg
Net Interest Income	149.2	131.3	13.6%
Other Income	71.5	61.4	16.6%
Net Income ¹	57.1	42.8	33.3%
Assets	4,074.7	3,623.7	12.4%
Deposits	3,220.9	2,820.9	14.2%
Gross Customer Loans	2,613.8	2,400.2	8.9%
Net Interest Margin	4.1%	4.1%	--
Cost to Income Ratio	59.4%	62.2%	--
Return on Ave. Common Equity ²	13.0%	10.5%	--
Gross Loans to Deposits Ratio	81.2%	85.1%	--
Gross NPL Ratio ³	1.9%	2.8%	--
Total CAR ⁴	14.5%	14.7%	--
Tier 1 Ratio	13.6%	13.8%	--
CET1	13.4%	13.6%	--

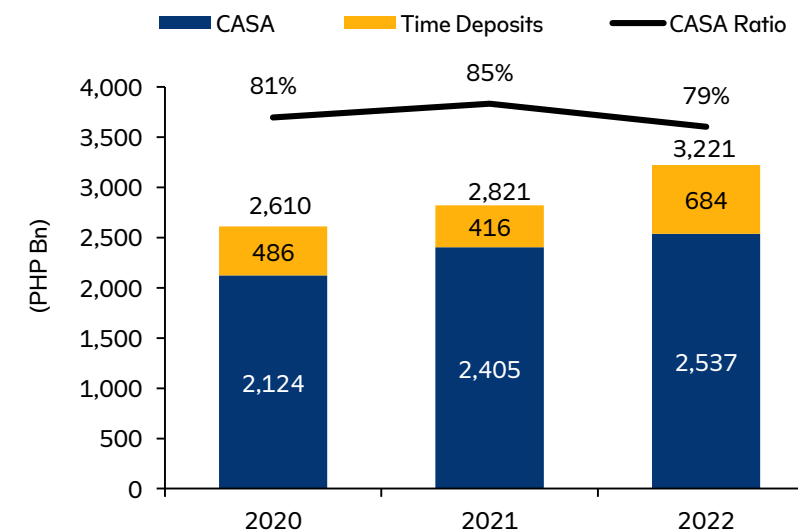
Notes:

1. Excludes net income attributable to minority interest
2. Return on Ave. Common Equity, defined as annualized NI to parent shareholders less preferred dividends / ave common equity
3. Per BSP Circular 941
4. Per BSP, consolidated basis, as seen in the published statements of condition

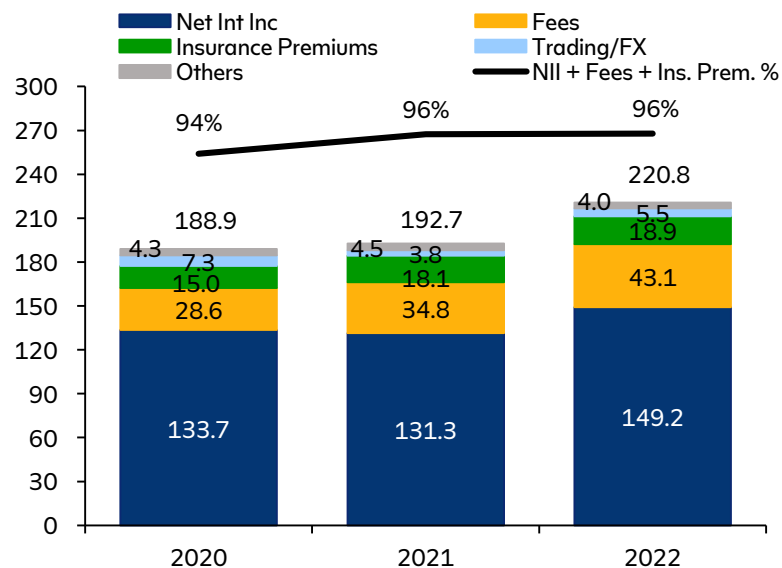
Loans Growth



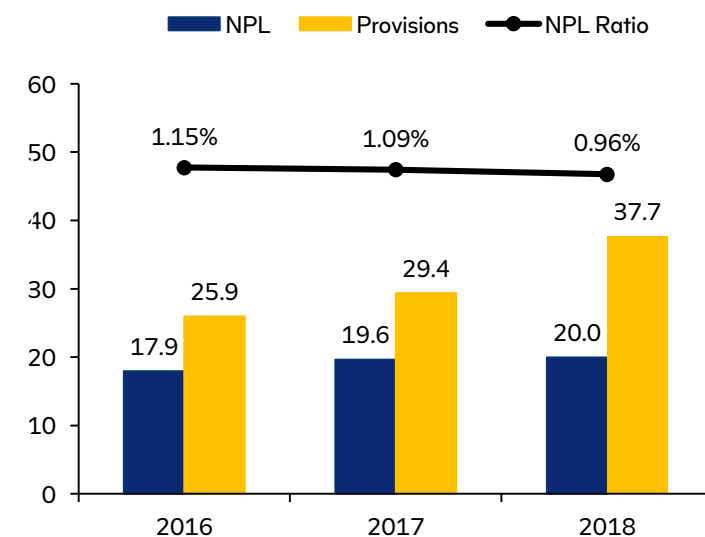
Deposits



Operating Income



Asset Quality



China Bank

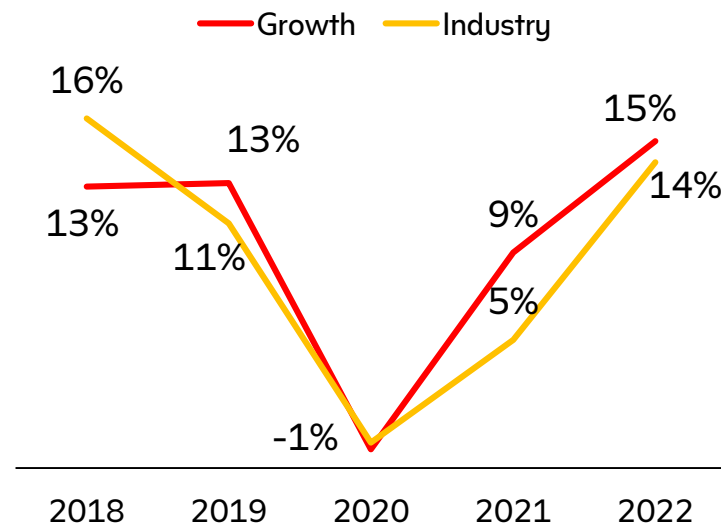
Financial Highlights (In PHP Bn)

	FY 2022	FY 2021	% Chg
Net Interest Income	45.6	39.1	16.6%
Other Income	10.1	9.6	5.2%
Net Income ¹	19.1	15.1	26.5%
Assets	1,330.0	1,112.0	19.6%
Deposits	1,066.0	863.0	23.5%
Gross Customer Loans	717.0	624.0	14.9%
Net Interest Margin	15.1%	13.6%	--
Cost to Income Ratio	44%	46%	--
Return on Ave. Common Equity ²	15.1%	13.6%	--
Gross Loans to Deposits Ratio	67.0%	72.0%	--
Gross NPL Ratio ³	2.3%	2.5%	--
Total CAR ⁴	15.9%	15.8%	--
CET 1	15.1%	14.9%	--

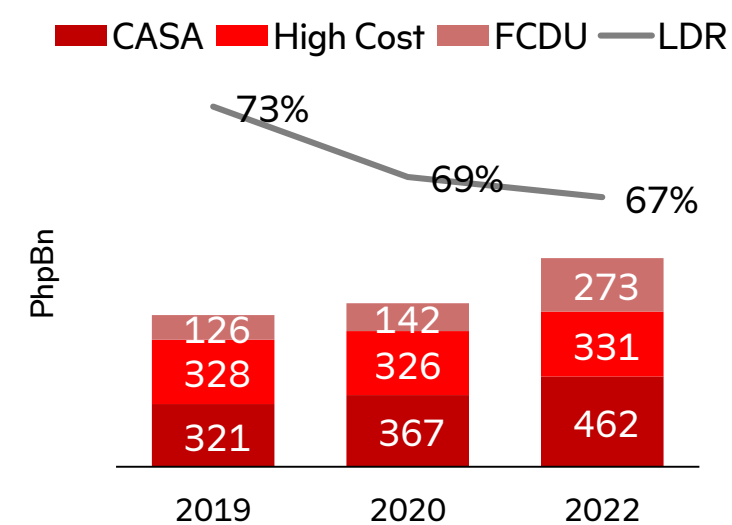
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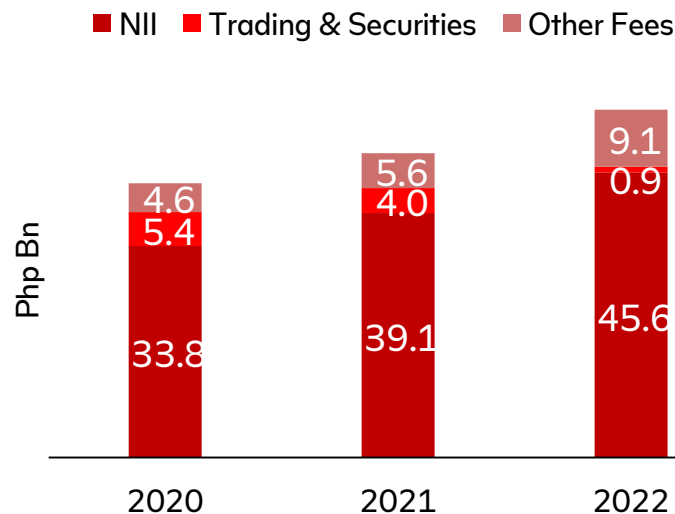
Loans Growth



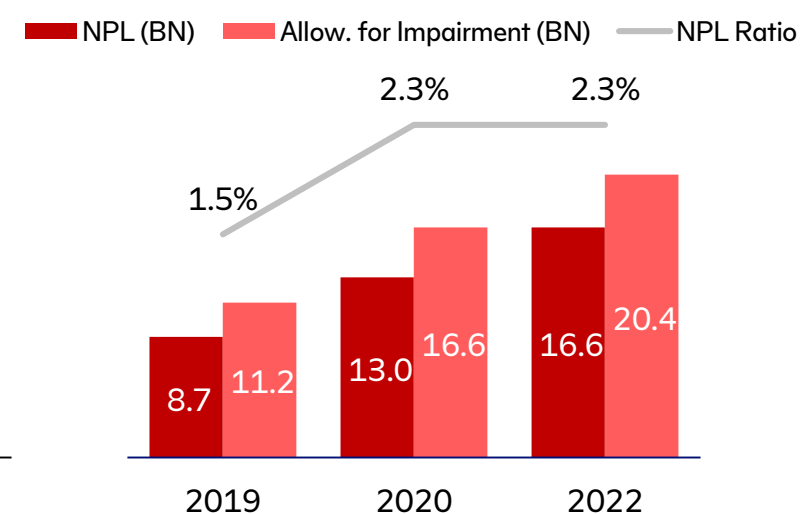
Deposits



Operating Income



Asset Quality



Our Integrated Report <IR> 2021

In 2020, SMIC adopted the Integrated Reporting Framework developed by the International Integrated Reporting Council (IIRC)

Our 2021 integrated report follows the theme of “Recovering Together” and further communicates our commitments to sustainable business practices and creating shared value

It also feature stories on innovation, community support and both natural disaster and COVID-19 relied efforts

The 2021 report discloses our performance and actions on how we affect the commercial, social and environmental context within the areas where we operate



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Contact Information and Disclaimer

Investor Relations Office

Office Number:	+63 2 8857-0100
Email Address:	ir@sminvestments.com
Official Facebook Account:	www.facebook.com/sminvestments.ir
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