



SM INVESTMENTS

Investor Presentation

May 2024



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We are SM

Our Vision

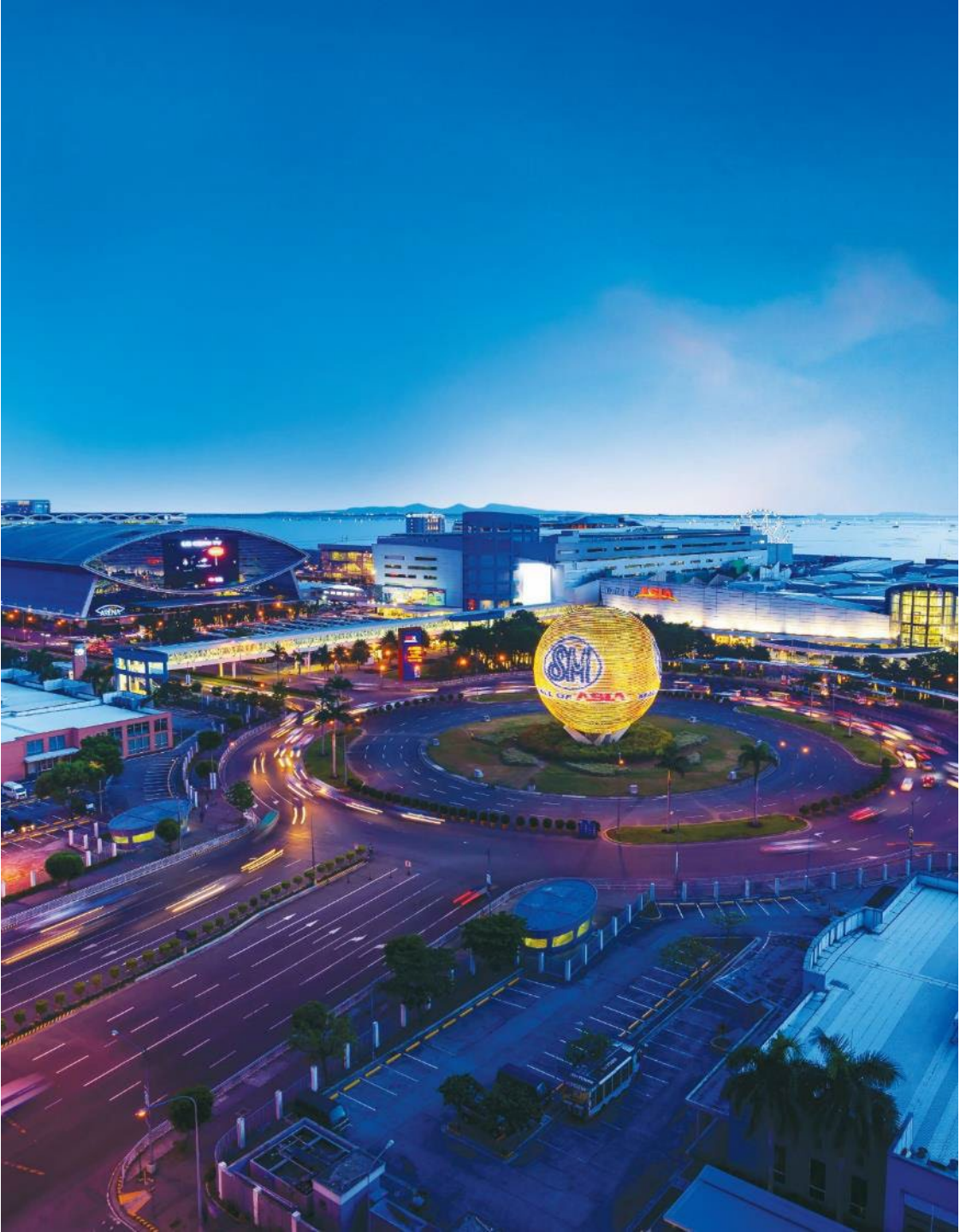
To build an ecosystem of sustainable businesses that are catalysts for responsible development in the communities we serve.

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 Leadership Team



**Amando
Tetangco Jr.**
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



Our Businesses

Retail



Property



Portfolio Investments

26.6% Belle Corp	34.1% Atlas Mining
34.0% Neo Associates	95.0% Neo Subsidiaries
67.2% 2GO Group	51.0% Airspeed
71.3% MyTown	64.1% Goldilocks
100.0% Philippine Geothermal	28.8% CREIT

Banking



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	20.2
Golden MV Holdings	10.2
Ayala Corp	7.3
JG Summit	5.1
Aboitiz Equity	4.8
SMC	4.8
DMCI	2.5
GT Capital	2.4
LT Group	1.8

Source: Bloomberg;
As of February 29, 2024

Philippine Retailers

Total Sales (\$ mn)

SM Retail	7.4
RRHI	3.4
Puregold*	2.7

*Data as of 9M 2023

Philippine Retailers

Store Count

SM Retail	3,853
RRHI*	4,520
Puregold	558

Source: As of latest available company data
*Including TGP

Philippine Banks

Total Assets (\$ bn)

BDO	75.7
LBP	56.4
MBT	55.6
BPI	48.7
CHIB	28.9
RCBC	22.6
PNB	21.7
UBP	20.4
DBP	17.6
SECB	16.6

Source: Consolidated statements
of condition (SOC), Sept 2023

Property Developers

Market Cap (\$ bn)

SM Prime	17.5
Ayala Land	9.0
Robinsons Land	1.4
Megaworld	1.1
Vistaland	0.4
Double Dragon	0.3
Filinvest	0.3

Source: Bloomberg;
As of February 29, 2024



Our Business Footprint

Philippines

3,853 retail outlets
85 malls
2,368 bank branches

Luzon (ex-NCR)

2,420 retail outlets
47 malls
828 bank branches

Metro Manila (NCR)

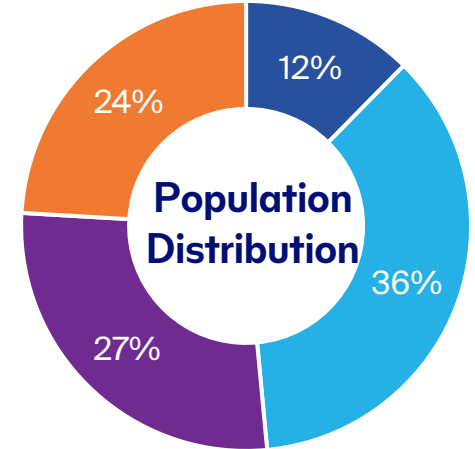
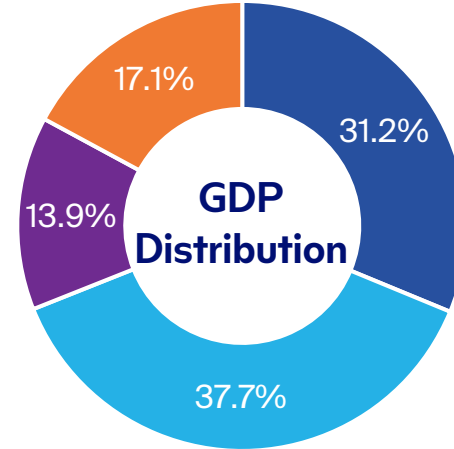
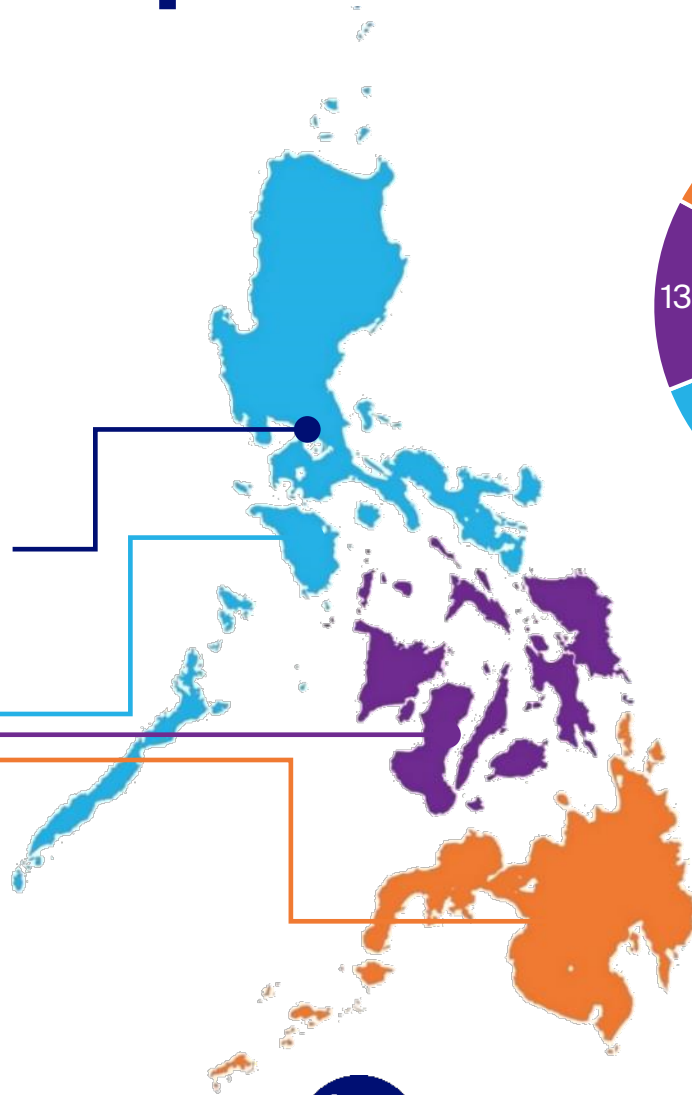
989 retail outlets
24 malls
967 bank branches

Visayas

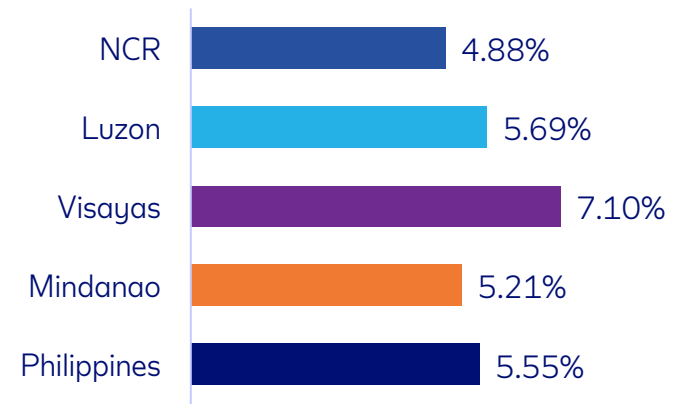
273 retail outlets
7 malls
295 bank branches

Mindanao

171 retail outlets
7 malls
278 bank branches



2023 Regional GDP Growth



Data as of FY 2023

How We Create Shared Value

+ Our Valued Resources

Our ability to operate is based on our access to several capitals that provide our financial, non-financial and critical relationship assets.

+ What We Do

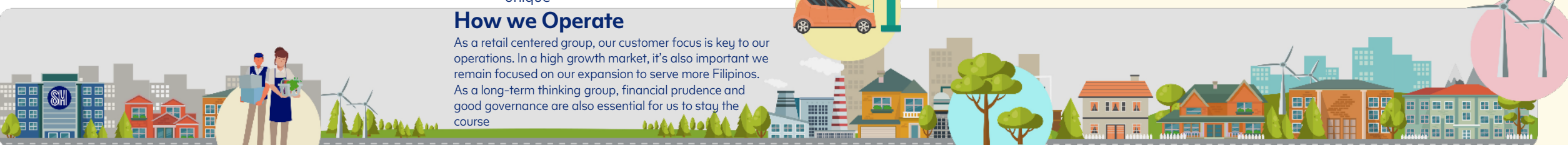
These enable our businesses to work together as an ecosystem of related activities to achieve their collective goals. This makes us quite unique

+ Our Impact

And we think we are having a real impact on our important stakeholders in the following areas

How we Operate

As a retail centered group, our customer focus is key to our operations. In a high growth market, it's also important we remain focused on our expansion to serve more Filipinos. As a long-term thinking group, financial prudence and good governance are also essential for us to stay the course



Our Brand



Our Connection to Our Customers



Our Empowered the People



Our Integrated Developments



Our Relationship with Our Communities



Our Inclusive Supply Chain Network



Our Natural Resources



Our Financial Resources



We Create Socio-Economic Opportunities

140,029
Jobs Created

68%
Mall Tenants that are MSMEs

PHP62.72bn
Loans Released to MSMEs

Diversity
62% Women

We Facilitate Responsible Urbanization and Development

3 Marine Protected Areas

42.5mm m3
Total Water Recycled

58 Renewable Projects Funded with **2,252 MW** Capacity

at least **50%** of SMPH Energy use from Renewable sources

We Promote Natural Habitats and Environmental Stewardship

PHP22.7bn
Payment to the government

PHP56.7bn
BDO financing for national projects

WWF x SM
Climate Summit for Climate Alliance

UN WEPs signatory
over **2.6mm** seedlings and trees planted and maintained

We Create Positive Community Impact

11,750
Scholars to date

317 Health Centers and Medical Facilities built and renovated to date

1.24mm Patients served in **1,874** Medical Missions

10.5mm + vaccine doses administered in SM Malls

We advocate for National Growth and Partnership

10% CapEx for Disaster Resiliency & Sustainability

84 SMDC Residential Units

18 Office Buildings

22 Total Integrated Lifestyle Cities Nationwide

We Generate Sustained Returns

PHP61.7bn
Net Income

PHP7.5bn
Total dividends paid in 2022

Awarded **Industry Top Rated, Regional Top Rated** by Sustainalytics

6 SM companies awarded by ASEAN CG Awards

External Recognitions



Recent Developments

- 12 FY 2023 Financial Performance
- 13 Retail Discretionary Categories
- 14 Recent Events
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- 16 BDO's Sustainable Financing
- 17 Digital Innovation



FY 2023 Financial Performance

Figures in PHP billion except percentages

SM Investments	FY 2023	FY 2022	% Chg
Revenues	616.3	553.0	11%
Net Income	77.0	61.7	25%
Net Margin (inc-NCI)	17.2%	15.3%	-
ROE	14.5%	13.1%	-
Net Debt:Equity	33 : 67	35 : 65	-

SM Retail	FY 2023	FY 2022	% Chg
Gross Revenues	415.0	378.2	10%
Net Income	19.9	17.9	11%
Net Margin (inc-NCI)	5.5%	5.4%	-

BDO	FY 2023	FY 2022	% Chg
Net Interest Income	186.4	149.2	25%
Non Interest Income	84.0	71.5	17%
Net Income	73.4	57.1	29%

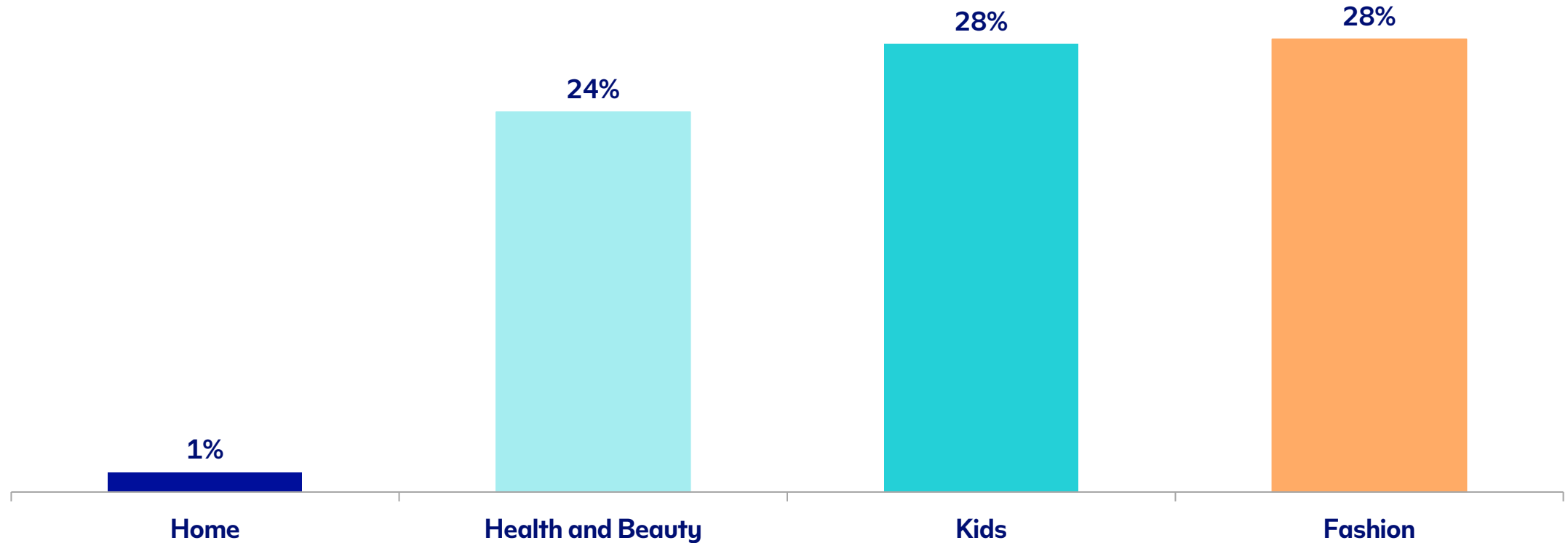
SM Prime	FY 2023	FY 2022	% Chg
Revenues	128.1	105.8	21%
Net Income	40.0	30.1	33%
Net Margin	33.0%	30.0%	-
ROE	11.0%	9.0%	-
Net Debt:Equity	46 : 54	47 : 53	-

- Retail Revenues sustained driven by healthy consumer spending
- Banks saw driven core business growth, stable asset quality and strong balance sheets
- Property benefitted from sustained tenant sales, normalized rent, improved foot traffic and growth in activity-based businesses and F&B



Strong Growth Across Discretionary Categories

Specialty Retail Category Sales Growth YoY



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



Recent Events

Parent/Group

- Previous BSP Governor Amando Tetangco appointed as SMIC Independent Chairman
- ESG recognitions from:
 - Sustainalytics: Top-Rated ESG Industry and Regional
 - Forbes: World's Best Employer

Retail

- Alfamart operating over 1,600 stores
- 419 new stores, over 80% outside of Metro Manila
- New channels continue contribute ~8-9% of non-food sales

Property

- Opened 3 malls totaling 179k sqm: Sto. Tomas (110k), Bataan (46k), San Pedro (23k)
- Plans to open 4 malls in 2024: SM City Caloocan, SM City J Mall, SM City San Fernando, SM City Laoag
- Opened Lanson Place Manila
- Weekend foot traffic above 100% of pre-covid level, operational occupancy at ~92%, avg tenant sales at 120%
- SMPH committed to Net Zero by 2040, malls power use now over 50% renewable

Banking

BDO

- Double digit ROE achieved at 15.1%
- Healthy asset quality
 - NPL ratio below 2.0%
 - NPL coverage at 174.5%

China Bank

- Digital transactions rose 51% YoY, with a 37% increase in gross transaction value
- Healthy ROE at 15.5%

Portfolio Investments

- PGPC exploring 5 new geothermal contract areas that can add 250 to 450MW of capacity
- 2GO acquired 2 new ROPAX vessels, expanding fleet to 11
- Goldilocks plans to open 60 stores

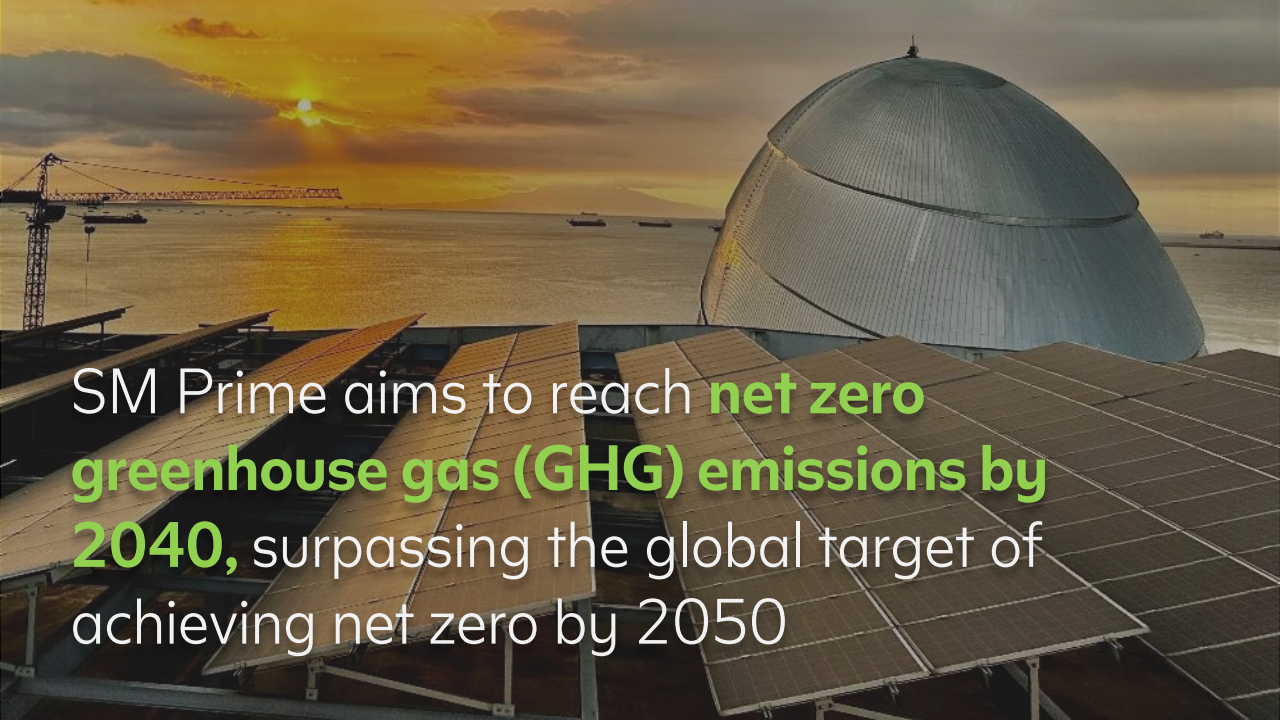
Together against Climate Change



No new coal loans policy – reduce exposure by **50% by 2033**



Leading in financing **59** renewable energy projects



SM Prime aims to reach **net zero greenhouse gas (GHG) emissions by 2040**, surpassing the global target of achieving net zero by 2050



50 **SUSTAINABILITY & CLIMATE LEADERS**
A RACE WE CAN WIN 



BDO's Sustainable Financing



As of 2023	No. of Projects	Installed Capacity (MW)
Biodiesel	1	60 ML/Y
Bioethanol	2	44 ML/Y
Solar	16	505
Wind	4	96
Hydro	13	433
Biomass	16	164
Geothermal	6	1,179



2,377 MW
Total installed renewable energy capacity in megawatts



72,466,757
Equivalent tree seedlings grown over 10 years



930,491
Equivalent passenger vehicles taken off roads yearly



4,382,571
Tonnes Carbon dioxide avoided per year



PHP781 bn
Total sustainable finance projects funded to date



59
Renewable Energy projects funded to date



Our Businesses

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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

PHP415.0bn

Revenues

PHP19.9bn

Net Income

Store Network

74	THE SM Store
1,660	Brand Affiliates
65	SM Supermarket
54	SM Hypermarket
219	Savemore
88	Waltermart
1,692	Alfamart
1	MindPro

GSA

893
658
383
337
572
220
292
2



Data as of FY 2023, Gross Selling Area (GSA) in '000s sqm



Retail Investment Thesis

Huge Potential for Largely Underpenetrated Retail Sector

- PH GDP is over 70% driven by consumer spending
- Low, conservative household debt-to-GDP at 10%
- Estimates are ~30% of food being sold in a modern retail format
- Areas outside NCR growing faster due to Government-led inclusive growth programs

Market Leader in Philippine Retailing

- Largest footprint with 3.3Mn sqm Gross Selling Area
- Leading grocer with multiple formats to address the market
- Diverse product offerings with over 30 brands within the portfolio
- Growing outside Metro Manila with over 80% of new stores are being opened

Strong Synergies within the SM Ecosystem

- Anchor tenant in the SM malls in the Philippines
- Long leases at market determined rates
- Low operating costs due to SM malls' operational excellence
- Strong membership card program with over 4mn active users



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



SM STORE

Athleisure and Fashion



LifeWear

FOREVER 21® UNDER ARMOUR



Philippine Crafts

KULTURA
UNIQUELY FILIPINO

Foot wear

crocs™ ECCO®

Health, Beauty and Wellness



watsons

innisfree

LANEIGE



THE BODY SHOP

Food Retail



WalterMart



SM MARKETS

Home and Family



SM HOME
Crate&Barrel



SM MARKETS

Large



SMHYPERMARKET

SMSUPERMARKET

Stand-alone with 60:40 split on food/non-food

Food anchor tenant in **SM**SUPERMALLS

Store Count, Avg. Size (sqm):

65 Stores, 6.1k

54 Stores, 5.9k

~49-52k SKUs

Medium



Stand-alone grocery expanding nationwide

Anchor tenant in WalterMart Malls

Store Count, Avg. Size (sqm):

219 Stores, 2.7k

88 Stores, 1.8k-2.3k

~44k SKUs

15-20k SKUs

Minimarts



Accessible and convenient neighborhood grocery shopping

Store Count, Avg. Size (sqm):

1,692 Stores, ~150

<5k SKUs

Non-Food Retail

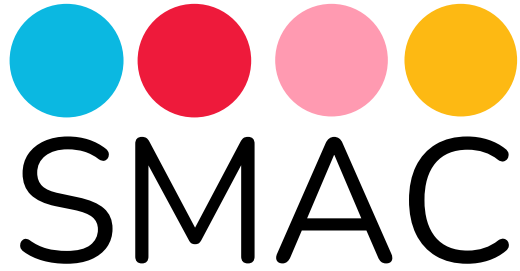
Department Stores – The SM STORE

- 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's homegrown rewards and membership program
- Longest running rewards program in the country since 2004
- Can be used across SM Retail, SM Hotels and partners
- 9.8mn members with 60% active
 - Members have 3x higher spend vs non-members
- Can be used in more than 4,000 stores and partner establishments nationwide:





SMPRIME

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

PHP128.1bn

Revenues

PHP40.0bn

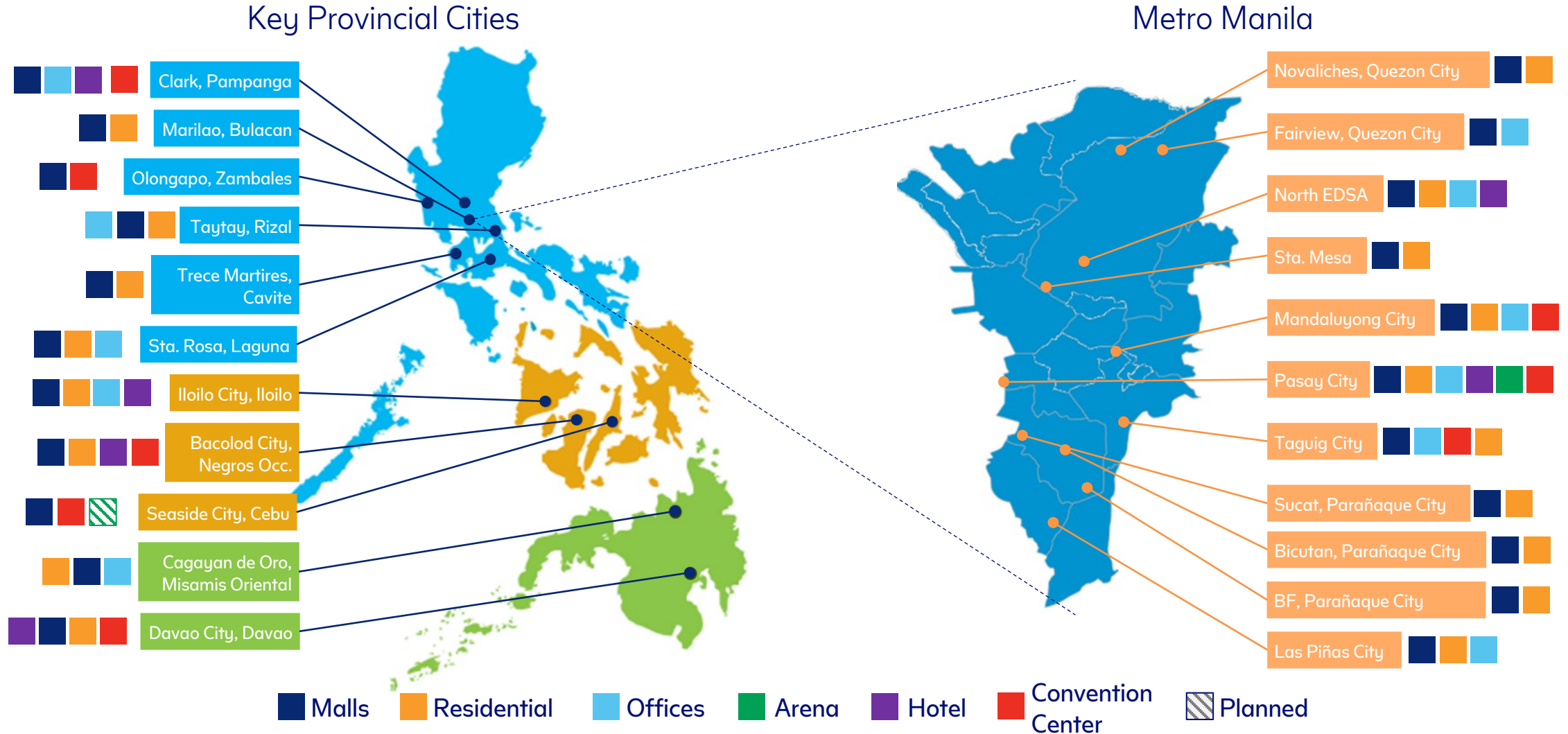
Net Income

Developments

- 22 Integrated Lifestyle Cities
- 85 Malls in the Philippines
- 8 Malls in China
- 67 Residential Projects
- 18 Office Buildings
- 10 Hotels
- 6 Convention Centers
- 2 Trade Halls

SMPRIME Integrated Lifestyle Cities

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



SM SUPERMALLS

PHILIPPINES

CHINA

85



Malls

8

9.2mn



Total GFA in SQM

1.6mn

20,615



Tenants

2,183

3.6mn



Average Daily
Pedestrian Count

0.3mn



SM Seaside
Cebu



SM City
Yangzhou

- Largest mall operator in the Philippines
- Target to reach 100 malls by 2028, majority of new malls opening outside Metro Manila
- Anchor of SM Prime's Integrated Lifestyle Cities
- Bringing modern retailing and new experiences to cities
- Acts as the town's community center



Data as of FY 2023, GFA (Gross Floor Area)

SMRESIDENCES

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

Projects Overview (as of FY 2023)

SMDC Projects to date	67 (47 in NCR)
Ready-for-Occupancy (RFO) (Unsold Units)	4,330
Ongoing Construction (Unsold Units)	19,433
Estimated Inventory Value	P148.47bn
FY 2023 Reservation Sales (Value)	P102.05bn
FY 2023 CAPEX	P25.44bn

Landbank (hectares)

Metro Manila	342
Outside Metro Manila	1,003



SMCOMMERCIAL PROPERTIES



*Four E-com
Center*

Develops modern, green office buildings, focusing on technology-based companies and the growing BPO sector

- 18 office buildings in Makati, Pasay and Quezon City
- 1.5mn sqm of Gross Floor Area
- 2 buildings are LEED certified GOLD

SMHOTELS AND CONVENTION CENTERS



*Conrad
Manila*

Operates local and foreign hotel brands in select locations aimed at capturing the growing tourism industry

- Operates 10 hotels with over 2,200 room keys
- Partnered with global brands such as Radisson, Conrad and Lanson's Place



SMX Manila

Offers upscale, event venues suitable for meetings, incentives, conventions, and exhibits

- 6 Convention Centers, and 2 Trade Halls with approximately 42,000 sqm of leasable space



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

PHP186.4bn

Net Interest Income

PHP84.0bn

Other Income

PHP73.4bn

Net Income

1,722

Branches in the Philippines

2

Foreign branches

4,803

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

PHP53.5bn

Net Interest Income

648

Branches

PHP0.6bn

Other Income

1,070

ATMs

PHP22.0bn

Net Income



Portfolio Investments

2GO Group



67.2%

Airspeed



51%

Atlas Mining



34.1%

Belle Corp.



26.6%

Goldilocks



64.1%

MyTown



71.3%

Neo Group



95%

Philippine Geothermal



100%

CREIT



28.8%



Portfolio Investments Strategy

SMINVESTMENTS makes investments in ventures that capture high growth opportunities in the emerging Philippine economy, looking for market leaders that offer synergies, attractive returns and cash flows

Invest in New
and Related
High Growth
Sectors

Build Market
Leaders through
Synergies

Access to the
SM Ecosystem

Ensure Global
Best Practices in
Operations and
Governance





The largest and broadest transportation solutions provider with complete end-to-end assets

Sea Solutions

- Reliable 11 vessel fleet focused on ROPAX that carries passengers and freight, serving 17 ports of call

Special Containers and Project Logistics

- Sizeable fleet of temperature-controlled container vans, and isotanks to handle special liquids

Express, Forwarding and Logistics

- 46 warehouse facilities nationwide
- Multi-modal transport capabilities via sea, land and air
 - Forwarding: LCL and FCL domestic forwarding
 - Express: Courier and Last-mile delivery
- Close to 3,000 own stores and agency network

FedEx's local partner in the Philippines





Enables the Movement of Goods and People throughout the Philippines
Largest end-to-end Transportation and Logistics Solutions Provider in the Country

Largest, most modern ROPAX Operator with defined schedules and speed of service

18 Major Ports of Call	10 ROPAX vessels for Freight and Travel	1 Freighter vessel
14,000+ TEU Containers	600+ Reefers avg. age 6 years	200+ ISO tanks avg. age 6 years

Express and Forwarding for Time Definite Deliveries covering B2B, B2C and C2C

33,000+ Actively Serviced Barangays	Last Mile e-Commerce	3,000+ Retail Network Owned and partner locations
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Warehouse, Crossdock, and Trucking Direct to Stores

Nationwide Warehouse Coverage	Case pick and piece pick capability	LTL and FTL trucking services
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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

Operating Information **9M 2023**

Daily Milling Avg <i>(In dmt per day)</i>	45,665
Ore Grade	0.262%
Cu Metal Gross <i>(In mn lbs)</i>	61.41
Shipped Cu concentrate <i>(in '000s dmt)</i>	110



*Mahogany
Plantation at
Lower Danawan,
Biga*



*2.67 Mn
saplings planted
To date*



*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 57 years

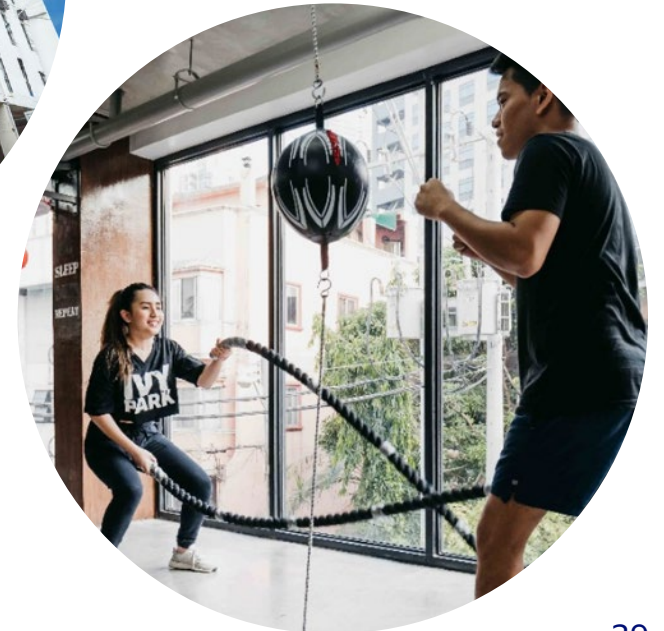
- 11 manufacturing facilities serving an extensive retail footprint of over 900 company owned and franchise stores in the Philippines
- Product innovations contributed towards a dynamic and fresh brand for customers
- Product and service delivery innovations contributed towards a dynamic and fresh brand for customers
- Efficiencies via Mechanization and better Material use
- 60 planned store openings



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





*One/NEO,
Bonifacio
Global City*



*Seven/NEO,
Bonifacio
Global City*



*Six/NEO,
Bonifacio
Global City*



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.



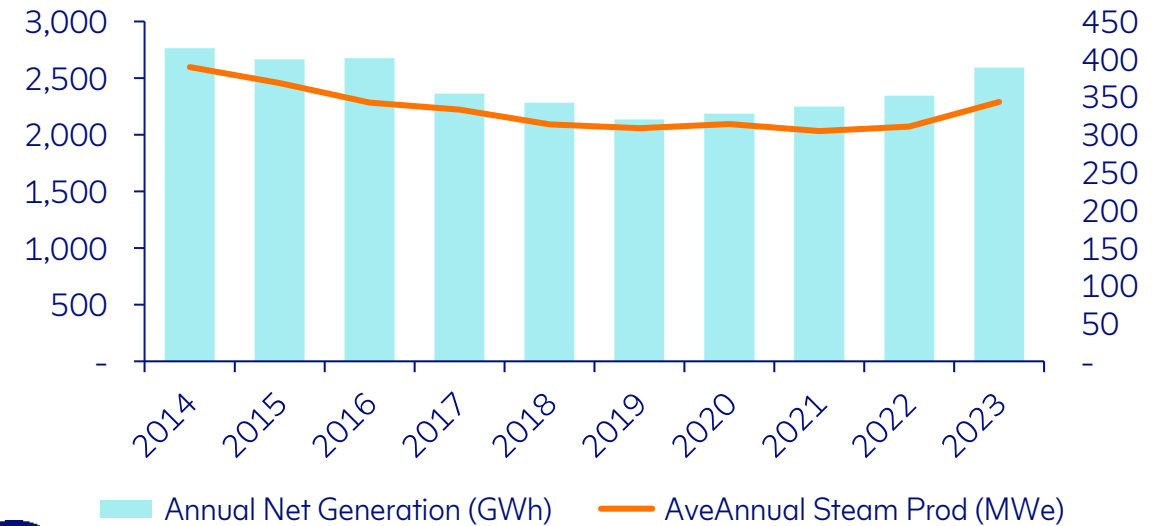
Office Building	GFA (sqm)
One/Neo	14,787
Two/Neo	18,258
Three/Neo	19,240
Four/Neo	36,000
Five/Neo	52,090
Six/Neo	53,367
Seven/Neo	62,965
Total	256,707

Philippine Geothermal Production Company (PGPC)

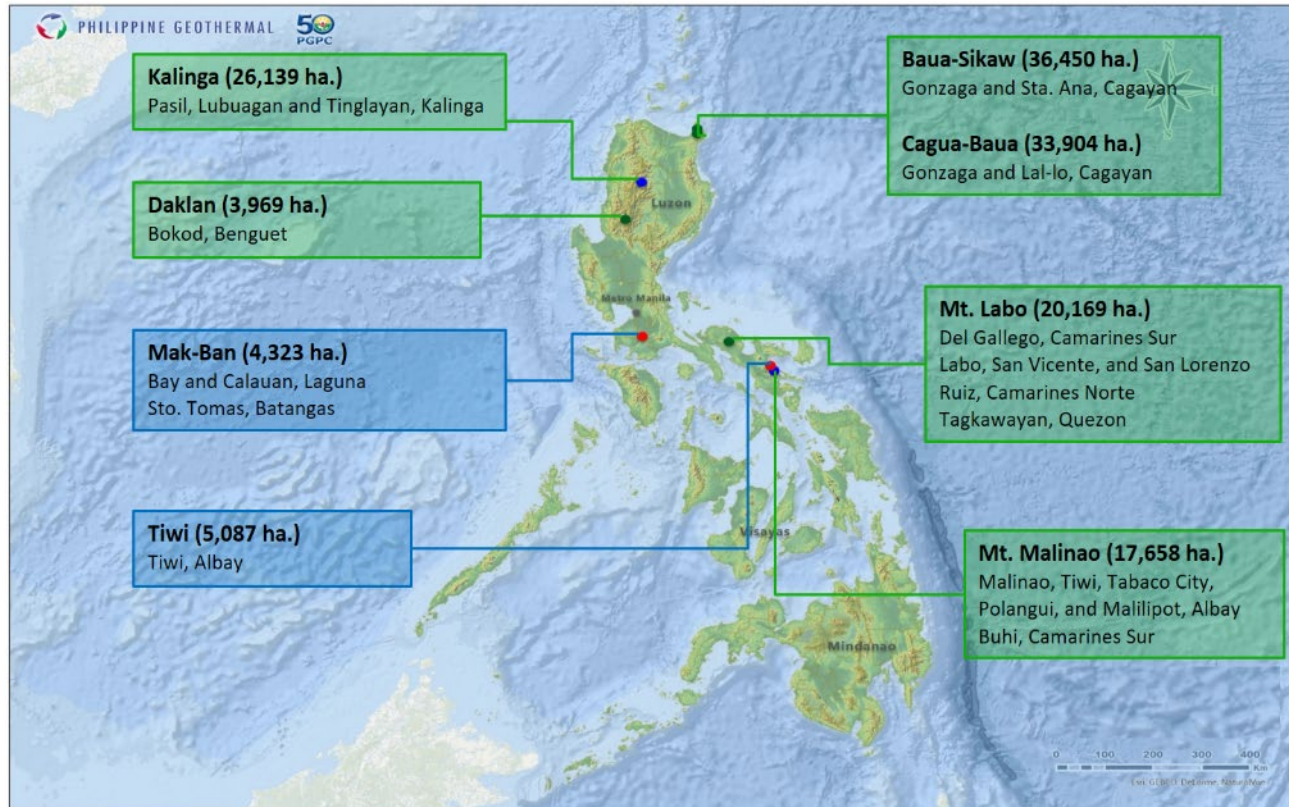


PGPC operates the Tiwi and Mak-Ban steam fields, in operation since 1979 and has the rights until 2038, generating geothermal steam sufficient to produce c.300MW of electricity. PGPC also has several other greenfield concession areas for geothermal steam development

PGPC Generation



Philippine Geothermal Production Company



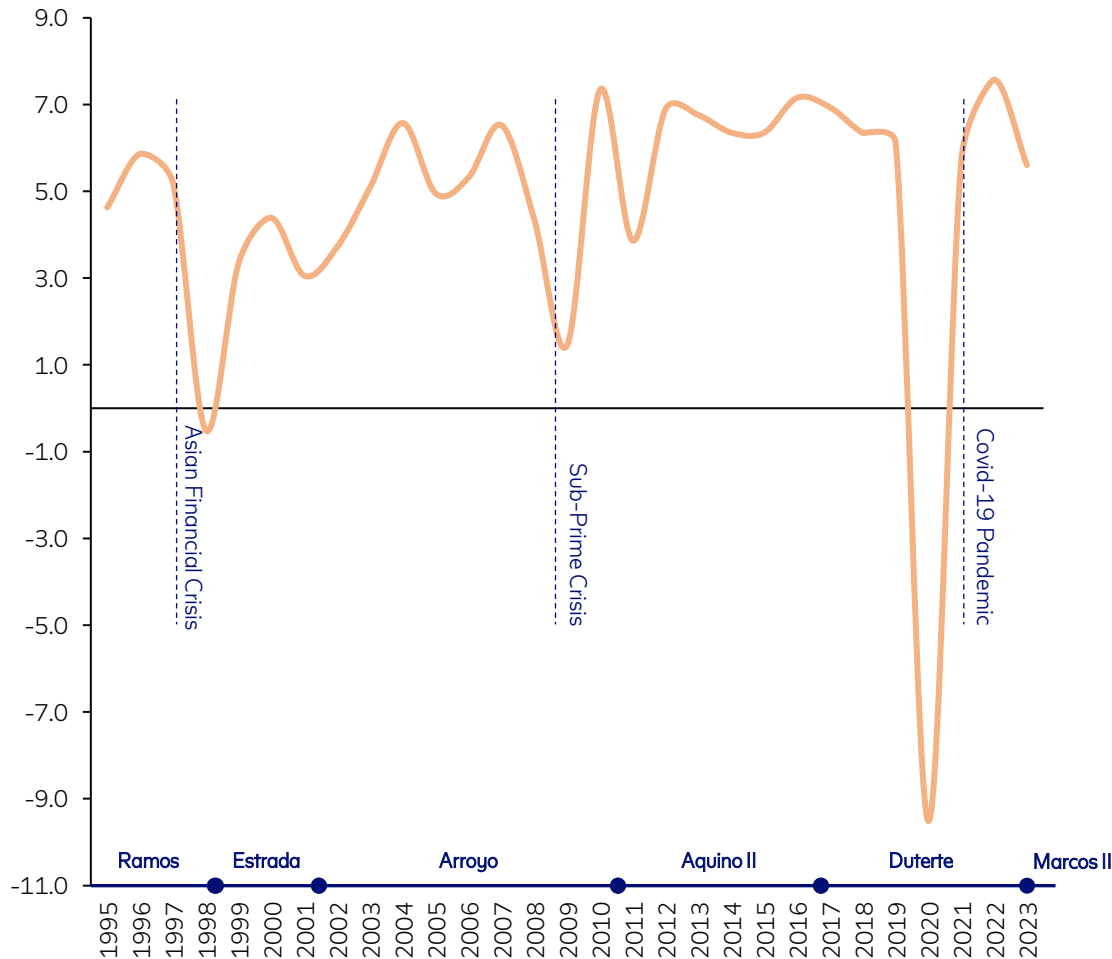
- PGPC has rights to operate the Tiwi & Mak-Ban steam fields until 2038
- PGPC targets to reach as much as **~420MW** of dependable capacity from its operated Tiwi and Mak-Ban steam fields currently in the next five years
 - Recent Steam Production Enhancement Campaign (SPEC) realized an additional **94.7MW** total incremental steam capacity and reached record-breaking well depths while utilizing new technology applications and well designs
- Ongoing exploration activities in five new geothermal contract areas can add up to 250-400 MW of capacity

Philippine Macroeconomics

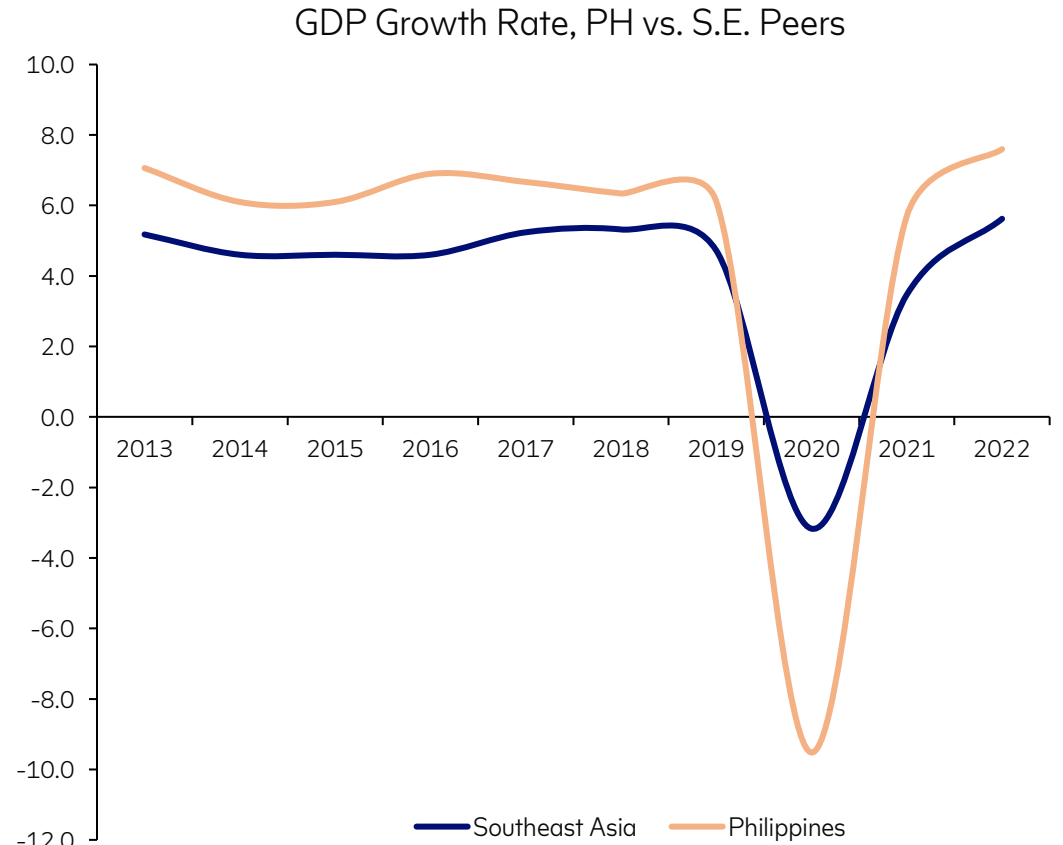


Philippine Growth Consistently Among Highest in SE Asia

GDP growth consistently 4.5% - 7.0%



GDP growth exceeds regional average

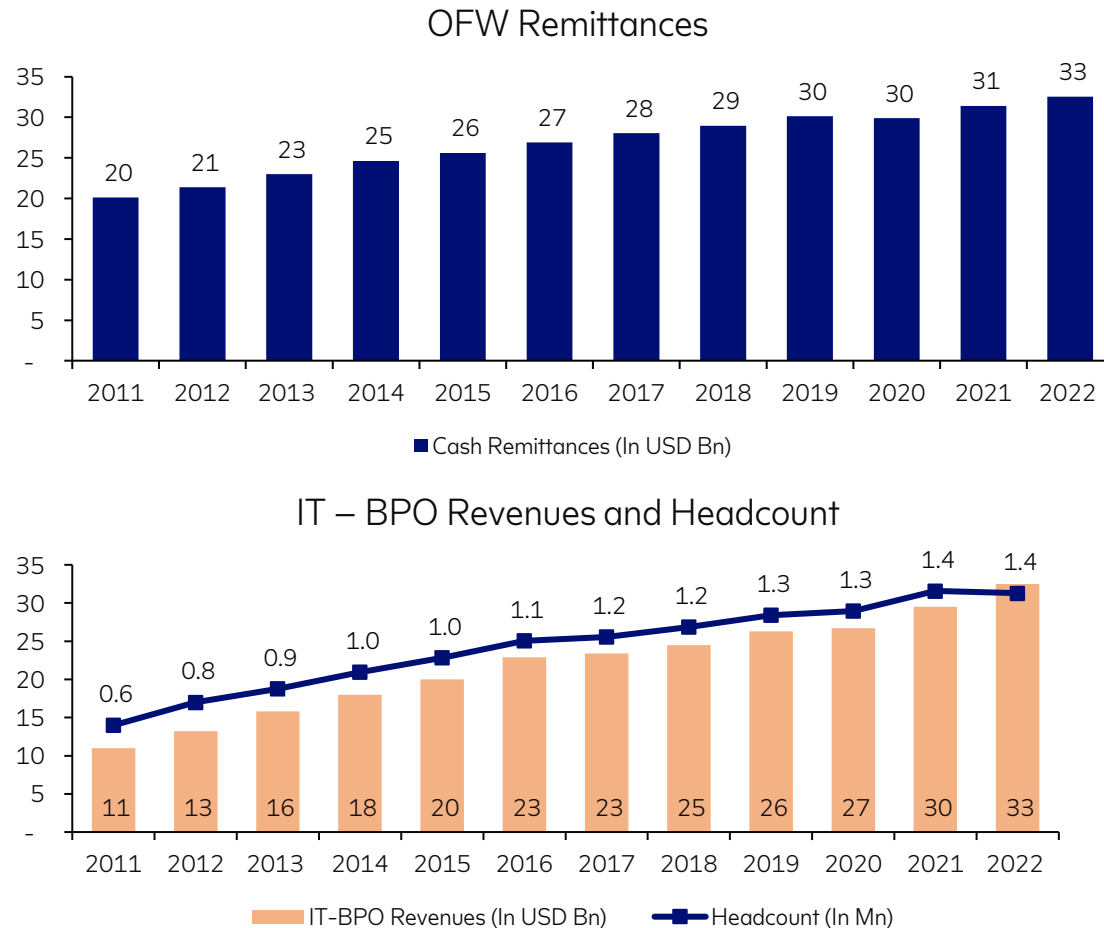


Southeast Asia: Brunei, Cambodia, Indonesia, Laos, Malaysia, Philippines, Singapore, Thailand, Timor-Leste, Vietnam

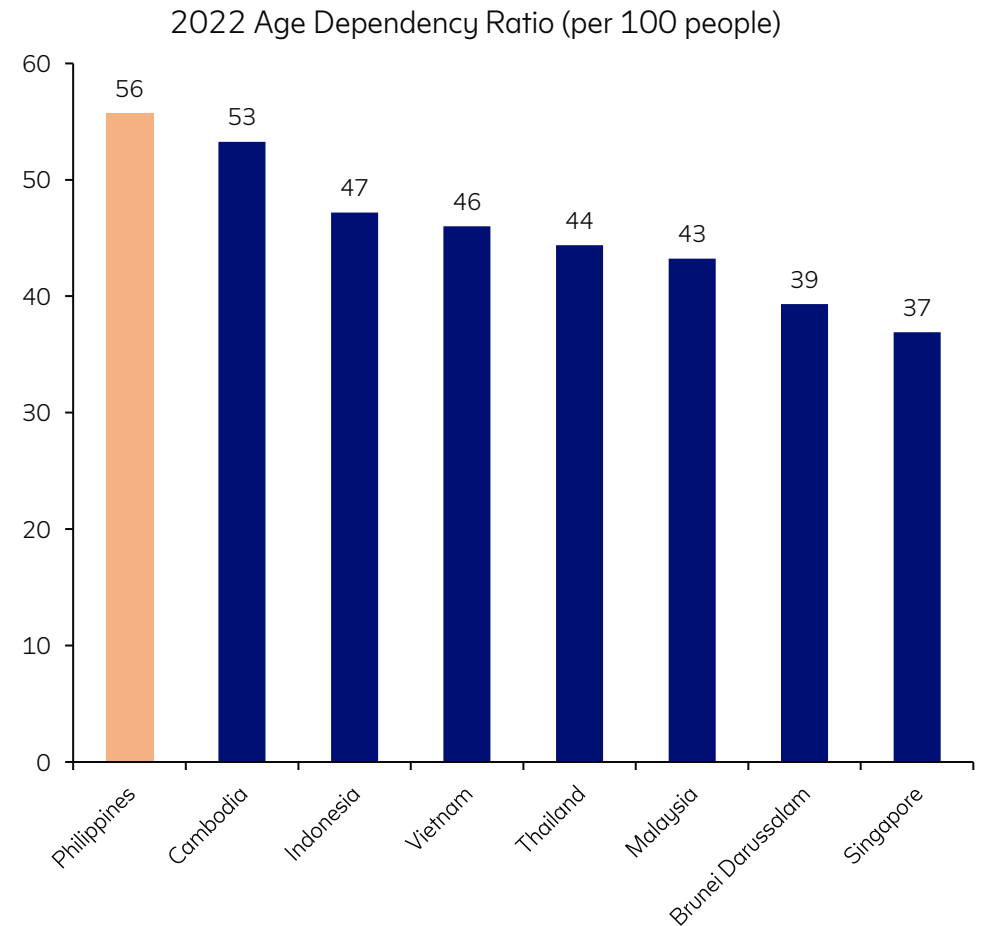
Source: PSA, BSP, Bloomberg, World Bank and ADB

Long Term Economic Growth Drivers

OFW Remittances & IT BPO revenues continue to grow

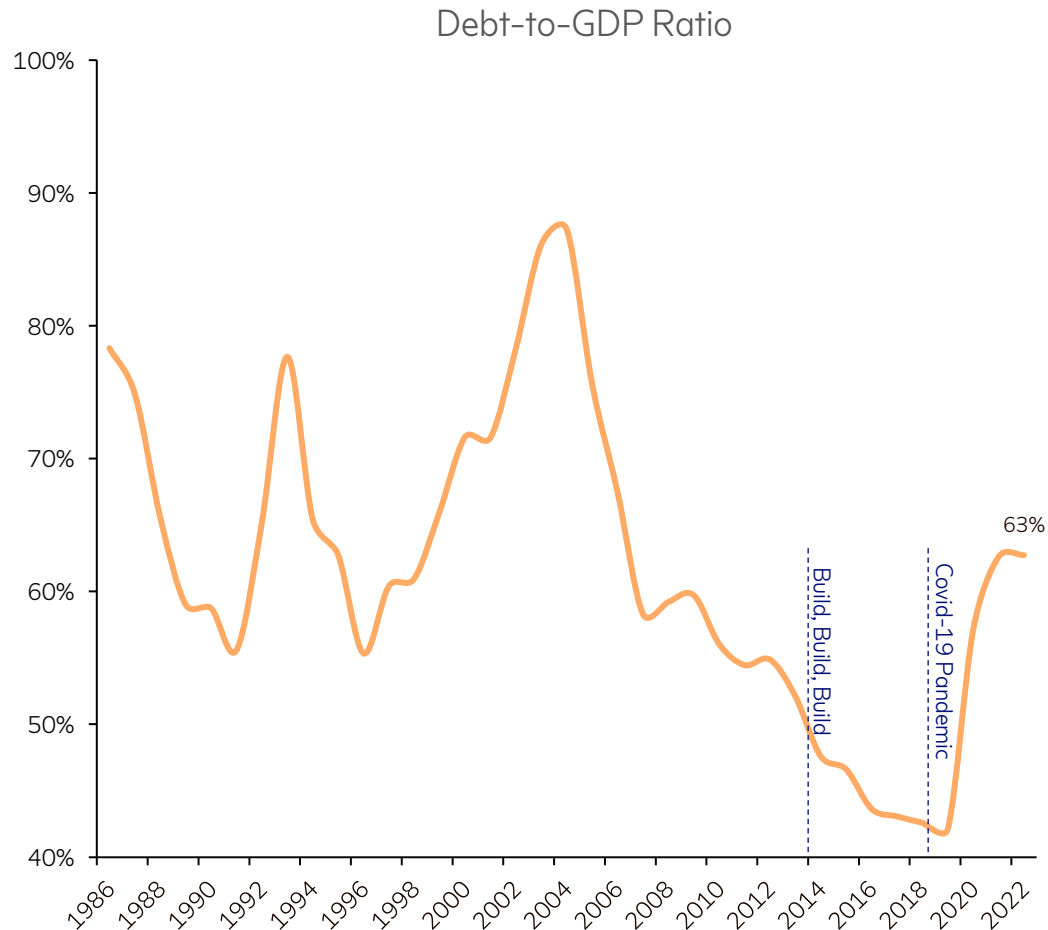


Highest % of population in the workforce in ASEAN (Average Age 26, Unemployment 4.6%)

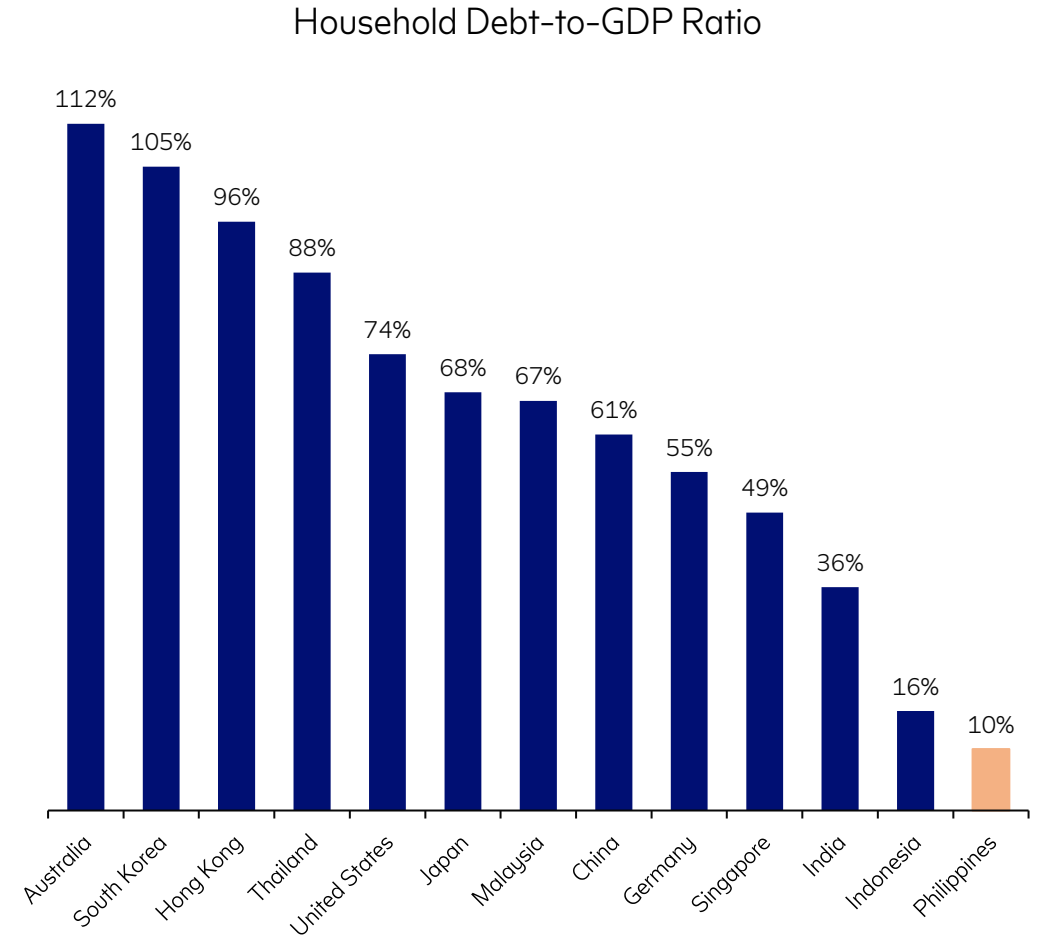


Conservative Debt Levels

Low Government Debt-to-GDP

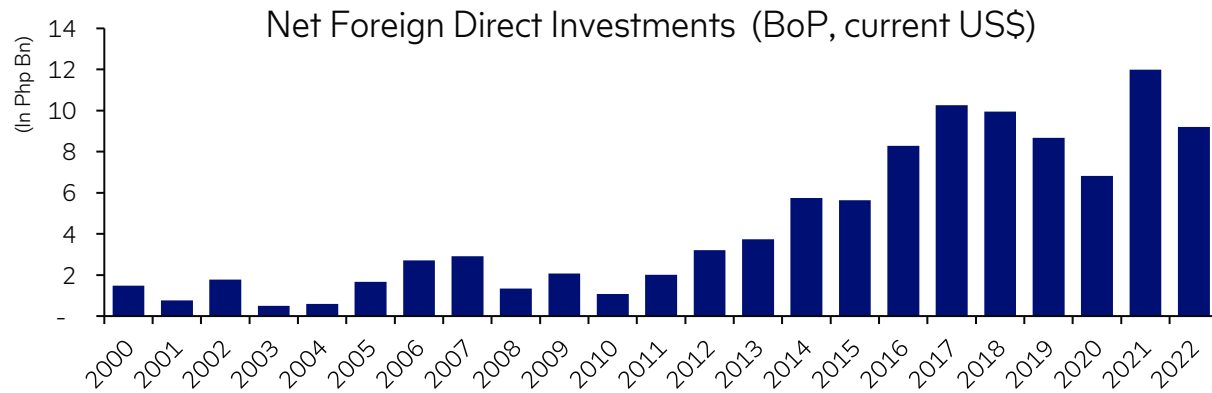


Low Household Debt

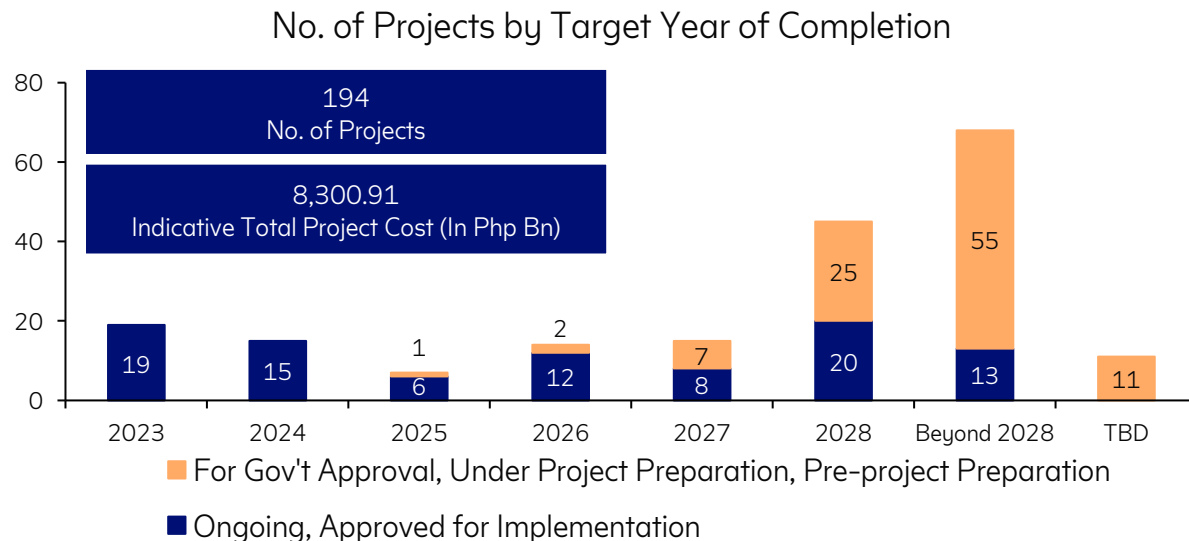


Growing Infrastructure Spending and Record Level FDIs








Rising FDIs



Strong Pipeline for Infrastructure Projects

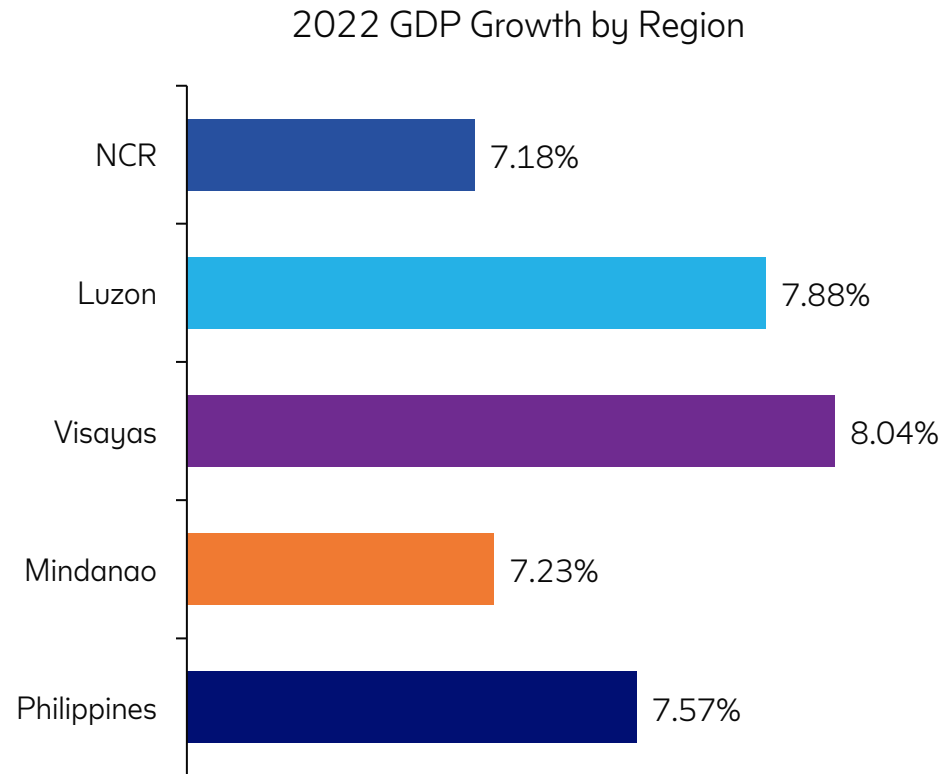


Sectors

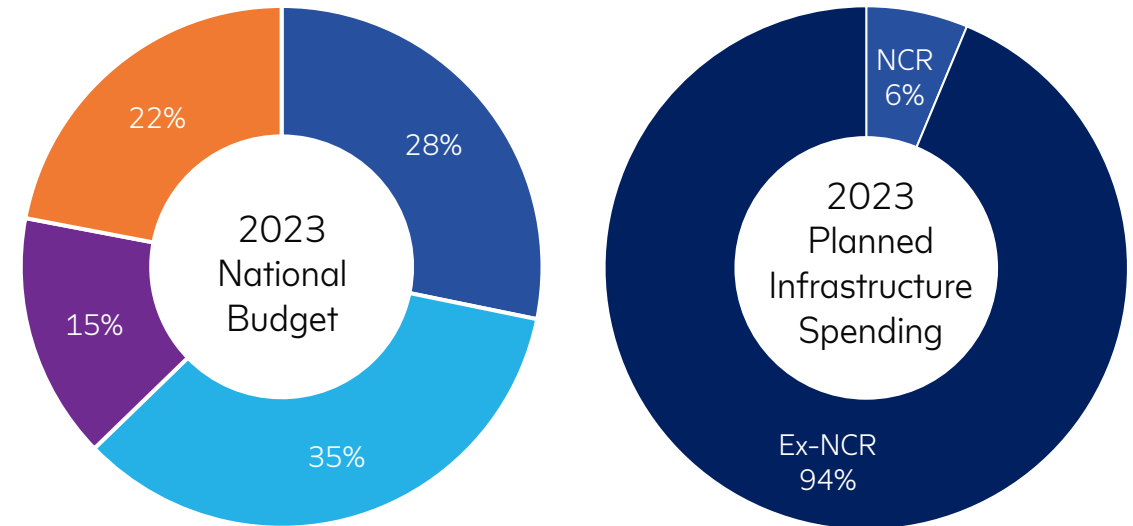
	Physical Connectivity	119
	Water Resources	44
	Agriculture	14
	Health	6
	Digital Connectivity	5
	Power and Energy	1
	Other Infra	5

Government Spending Supports Regional Growth

Economic growth faster outside the NCR

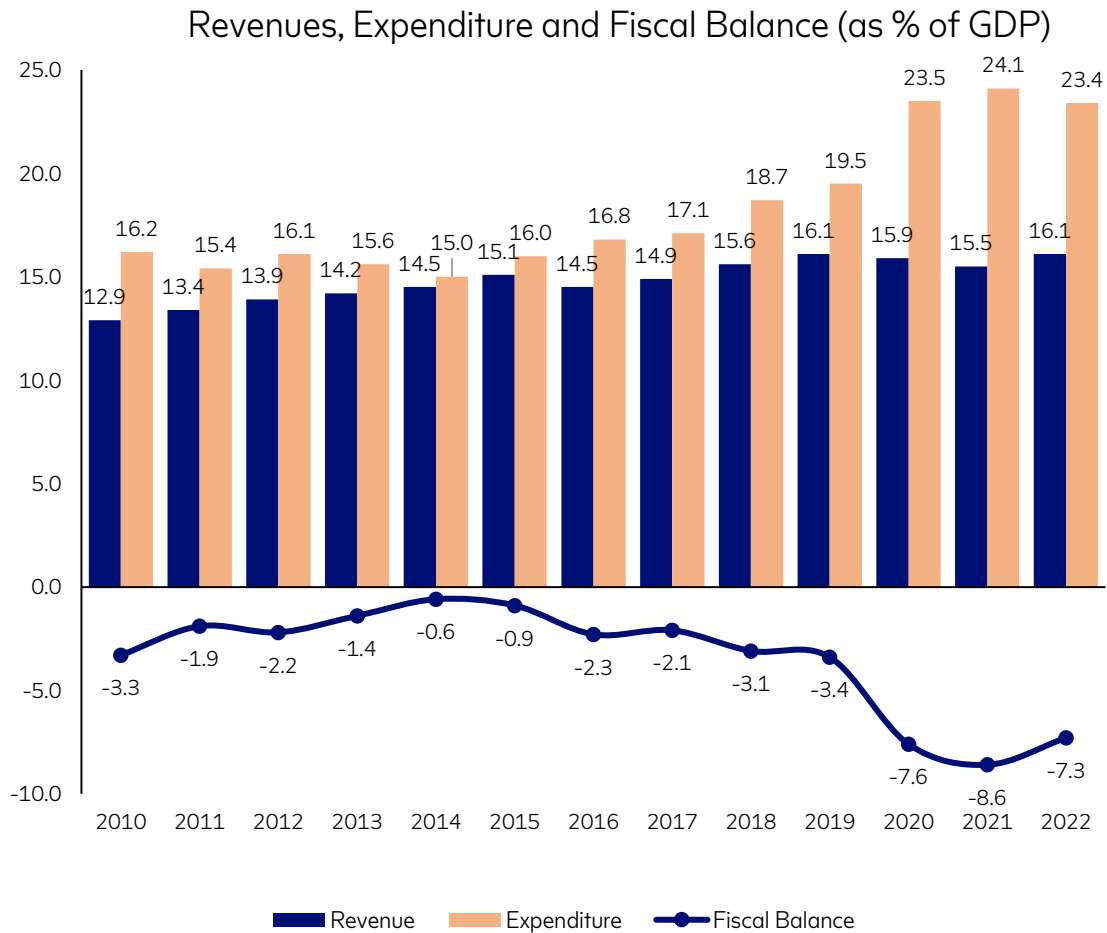


Budget and plans skewed toward provincial development

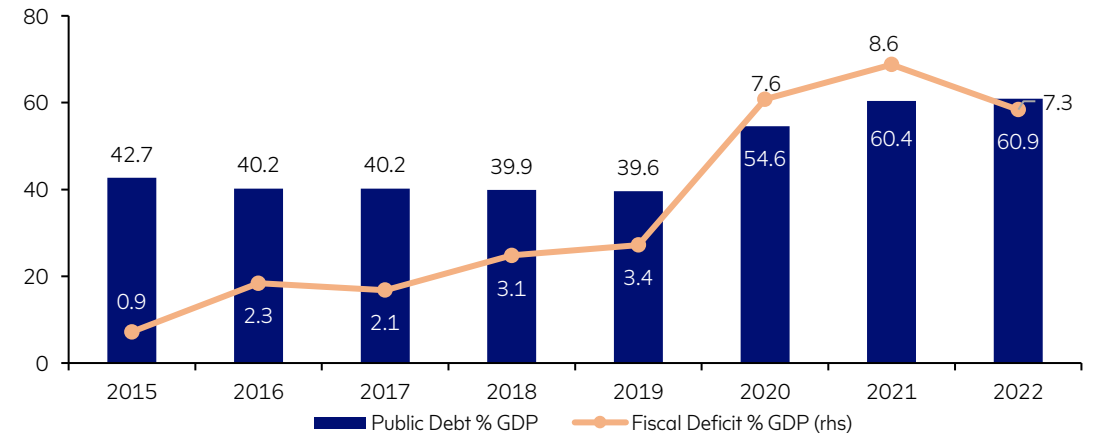


Government Balance Sheet Improving

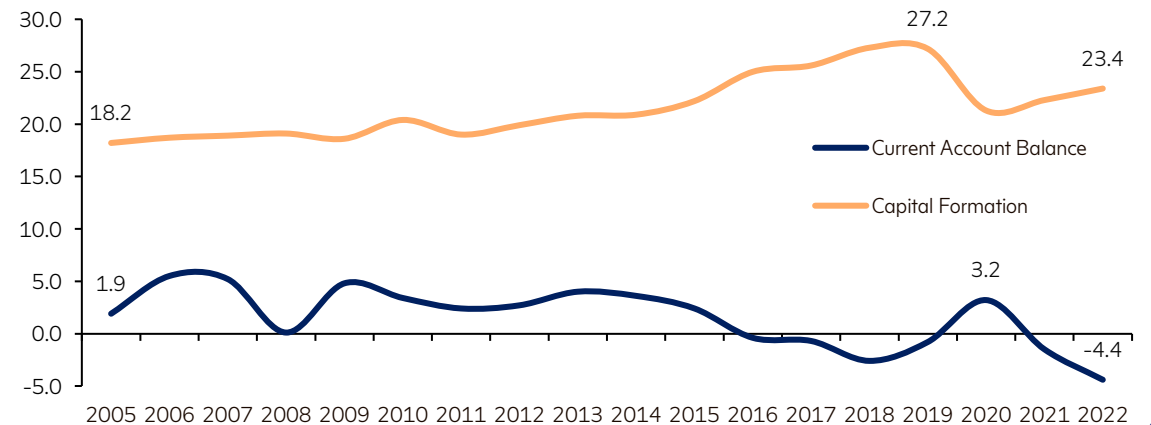
Fiscal Position Recovery Underway



Public debt, fiscal deficit temporarily rose during the pandemic



Current account deficit driven by capital formation

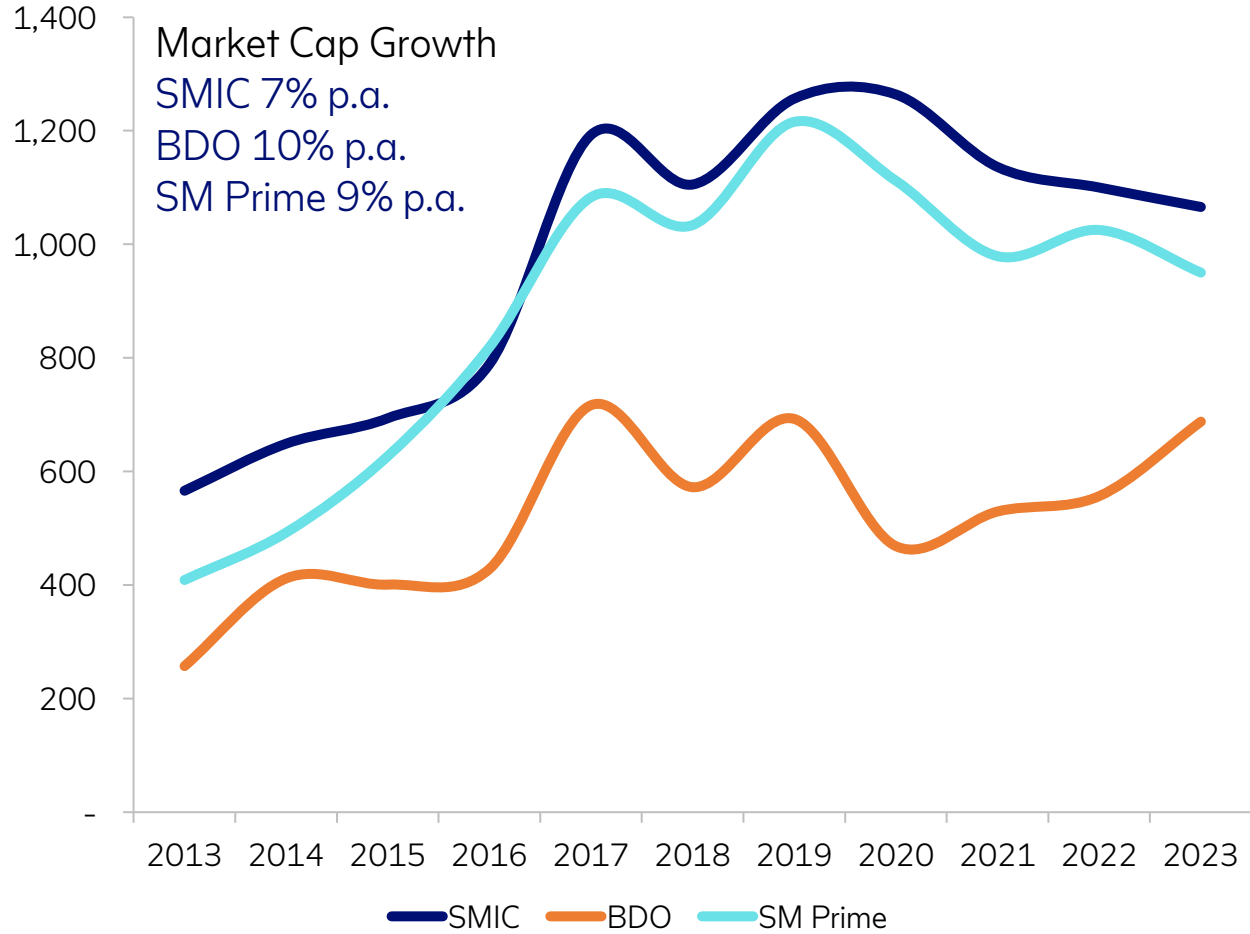


Annex

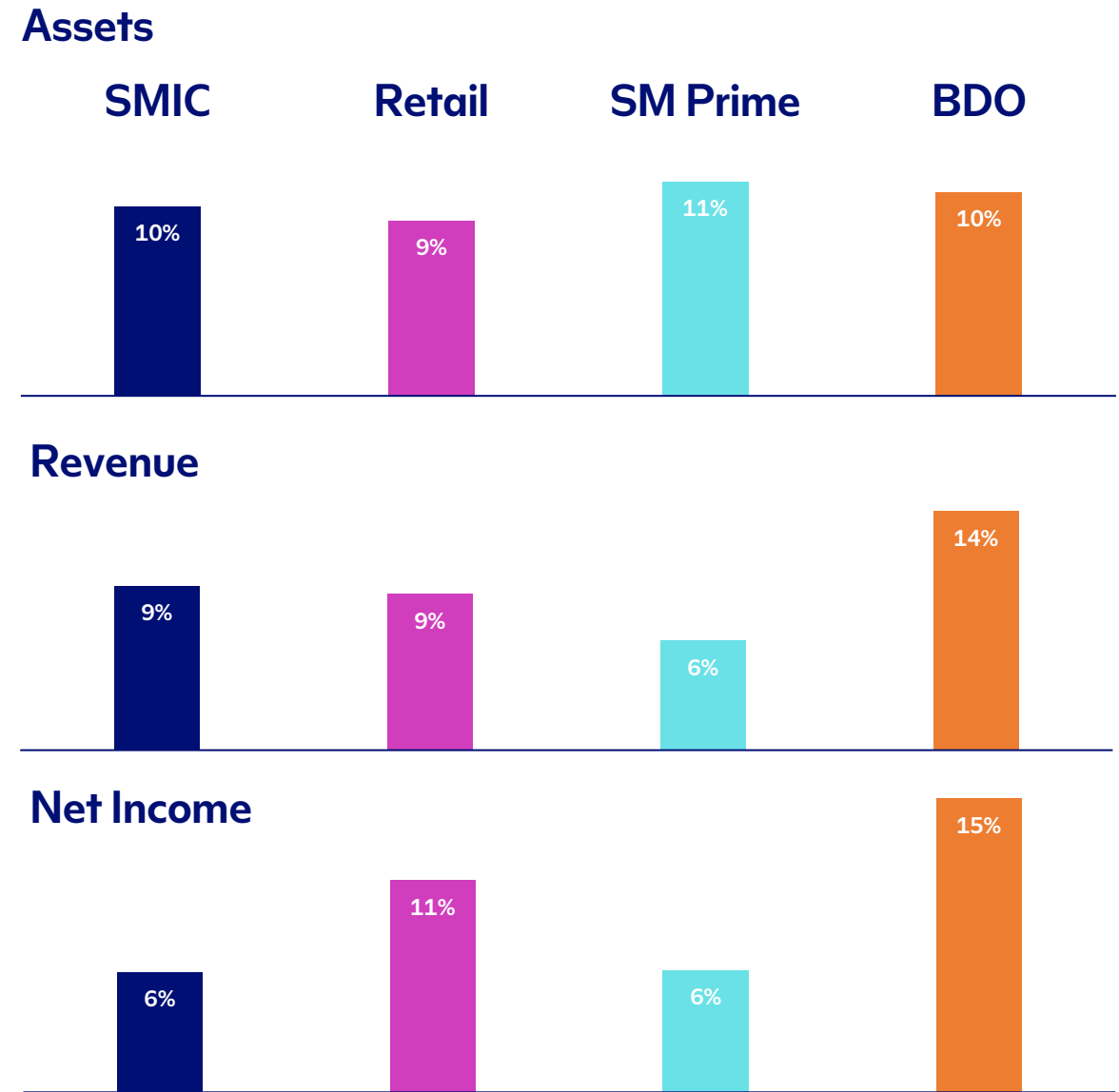
- 52 SMIC 10-Year Performance
- 53 Financials
 - SM Investments
 - SM Prime
 - BDO
 - China Bank
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- 62 Contact Information



SM INVESTMENTS' 10-Year Performance



Growth rates expressed in CAGR



Growth rates expressed in CAGR

SM INVESTMENTS

FY 2023 Consolidated Results

In PHP Billion

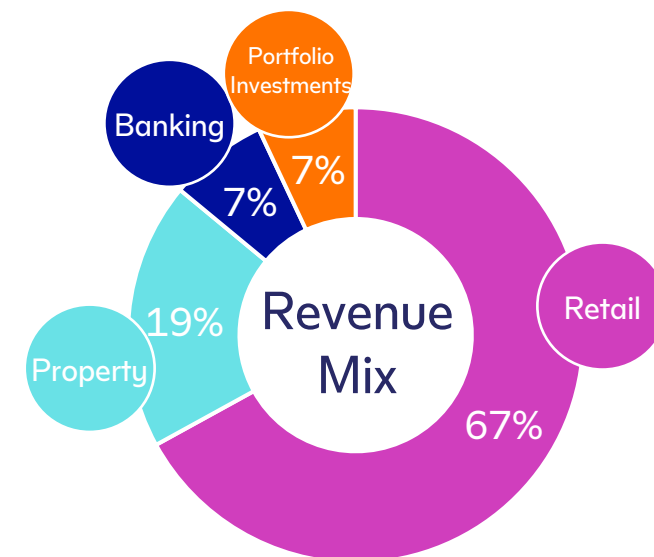
Particulars	FY 2023	FY 2022	% Chg	FY 2022	FY 2021	FY 2020	FY 2019
Revenue	616.3	553.8	11.3%	553.8	432.4	394.2	501.7
Net Income to Parent	77.0	61.7	24.9%	61.7	40.4	23.4	44.6
Net Margin (inc-NCI)	17.2%	15.3%	-	0.2	0.2	8.7%	13.8%
Return on Equity	14.5%	13.1%	-	13.1%	-	6.0%	11.9%

Total Capital	FY 2023	FY 2022	% Chg	FY 2022	FY 2021	FY 2020	FY 2019
Counterpart investments	124.6	137.5	-9.4%	137.5	91.8	78.2	76.7
Net Debt	377.1	368.2	2.4%	368.2	380.7	336.8	298.4
Equity attrib to Parent	556.6	496.9	12.0%	496.9	447.6	403.8	382.6
Net Debt:Equity	33 : 67	35 : 65	-	35 : 65	38 : 62	37:63	36:64

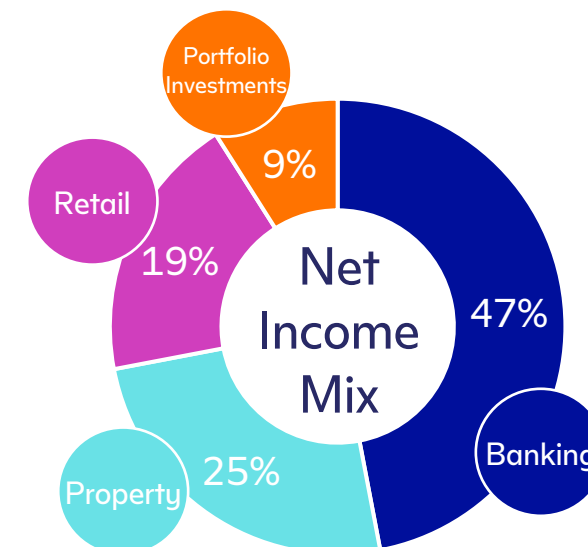
SMIC Parent Debt

Net Debt to Equity	35 : 65	Average Cost of Debt	4.76%
Peso-Foreign Currency Mix	62 : 38	Average Debt Tenure	2.26 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



SMPRIME

FY 2023 Results

In PHP Billion

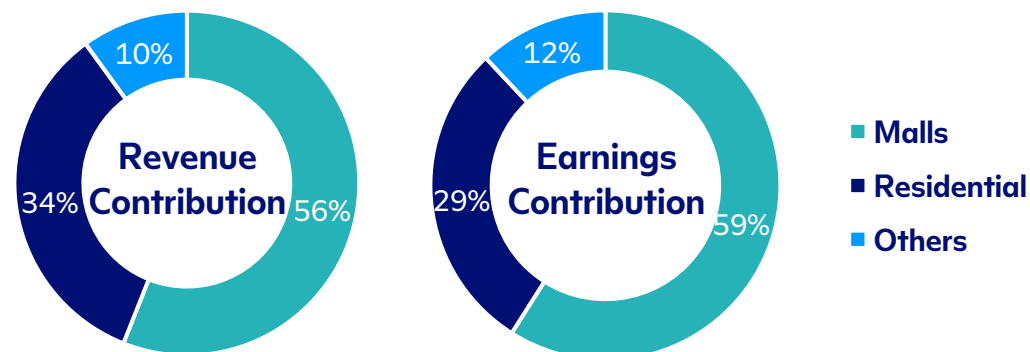
Consolidated	FY 2023	FY 2022	%Chg
Revenues	128.1	105.8	21%
Net Income	40.0	30.1	33%
Operating Income	61.3	49.2	24%
Return on Equity	11%	9%	-

Philippine Malls	FY 2023	FY 2022	% Chg
Revenues	65.7	49.8	32%
Operating Income	34.9	26.9	30%
EBITDA	43.5	34.8	25%
<i>EBITDA margin</i>	69%	69%	-

China Malls (In RMB Bn)	FY 2023	FY 2022	% Chg
Revenues	0.81	0.7	16%
Operating Income	0.31	0.3	8%

Residences	FY 2023	FY 2022	% Chg
Revenues	43.1	40.1	8%
Operating Income	18.6	16.1	16%
EBITDA	18.7	16.2	16%
<i>EBITDA margin</i>	43%	40%	-

Other Businesses	FY 2023	FY 2022	% Chg
Revenues	13.2	10.4	27%
Operating Income	6.0	4.5	33%
EBITDA	8.1	6.5	26%
<i>EBITDA margin</i>	62%	62%	-



SMRETAIL Consolidated

Financials	FY 2023	FY 2022	Chg
Revenue	415.0	378.2	10%
SSSG	6.3%	22.3%	
EBIT Margin	7.5%	7.6%	
Net Income	19.9	17.9	11%

Figures in PHP B except percentages

Profile			
Store Count	3,853	3,512	10%
Selling Area	3.36	3.24	4%

Gross Selling Area in M sqm.

- Retail Revenues sustained growth driven by strong consumer demand
- Discretionary categories remained resilient in Q4
- Net income grew by 11% driven by margin expansion in Food Retail



SMRETAIL – The SMSTORE

Financials	FY 2023	FY 2022	Chg
Revenue	114.2	98.8	16%
SSSG	12.1%	59.9%	
EBIT Margin	5.8%	6.5%	
Net Income	4.7	4.5	5%

Figures in PHP B except percentages

Profile			
Store Count	74	72	3%
Selling Area	0.89	0.87	2%

Gross Selling Area in M sqm.

- Growth across discretionary categories in the SM Store
- Fashion and Health & Beauty categories continues to be resilient with the resumption of face-to-face classes



SMRETAIL – Food Group

Financials	FY 2023	FY 2022	Chg
Revenue	235.3	219.6	7%
SSSG	3.9%	9.5%	
EBIT Margin	6.0%	5.5%	
Net Income	9.7	8.1	21%

Figures in PHP B except percentages

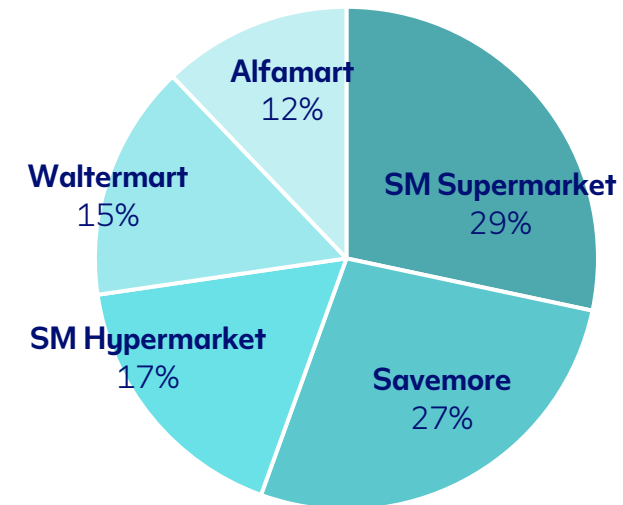
Profile

Store Count	2,119	1,829	16%
Selling Area	1.80	1.72	5%

Gross Selling Area in M sqm.

- Sustained volume growth and improved margins
- Alfamart opened 287 stores for the year

Revenue by Format



Data as of FY 2023

SMRETAIL – Specialty

Financials	FY 2023	FY 2022	Chg
Revenue	94.6	85.2	11%
SSSG	6.0%	26.0%	
EBIT Margin	11.4%	11.7%	
Net Income	8.0	7.1	13%

Figures in PHP B except percentages

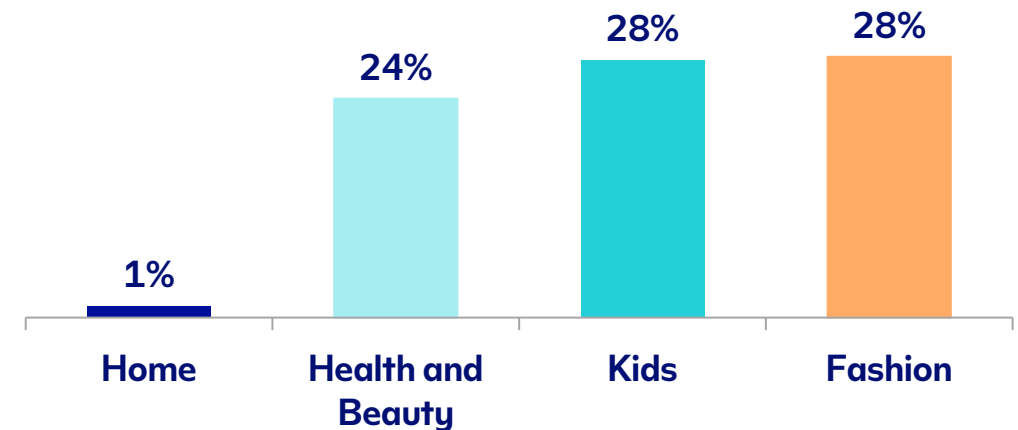
Profile

Store Count	1,660	1,611	3%
Selling Area	0.66	0.64	3%

Gross Selling Area in M sqm.

- Resilient growth across discretionary categories fueled by improving macroeconomic conditions

Specialty Retail Category Sales Growth



Data as of FY 2023





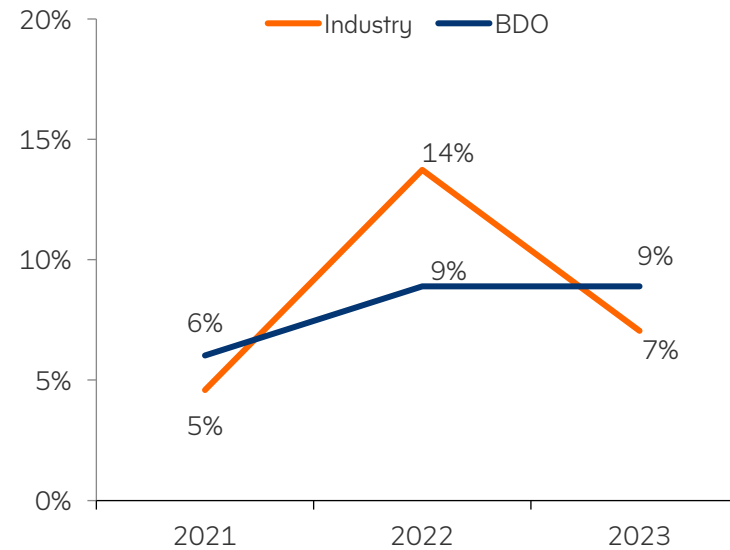
Financial Highlights (In PHP Bn)

	FY 2023	FY 2022	% Chg
Net Interest Income	186.4	149.2	24.9%
Other Income	84.0	71.5	17.4%
Net Income ¹	73.4	57.1	28.7%
Assets	4,477.7	4,074.7	9.9%
Deposits	3,567.6	3,220.9	10.8%
Gross Customer Loans	2,851.4	2,613.8	9.1%
Net Interest Margin	4.7%	4.1%	-
Cost to Income Ratio	58.0%	59.4%	-
Return on Ave. Common Equity ²	15.2%	13.0%	-
Gross Loans to Deposits Ratio	79.9%	81.2%	-
Gross NPL Ratio ³	1.85%	1.95%	-
Total CAR ⁴	14.9%	14.5%	-
Tier 1 Ratio	14.0%	13.6%	-
CET1	13.8%	13.4%	-

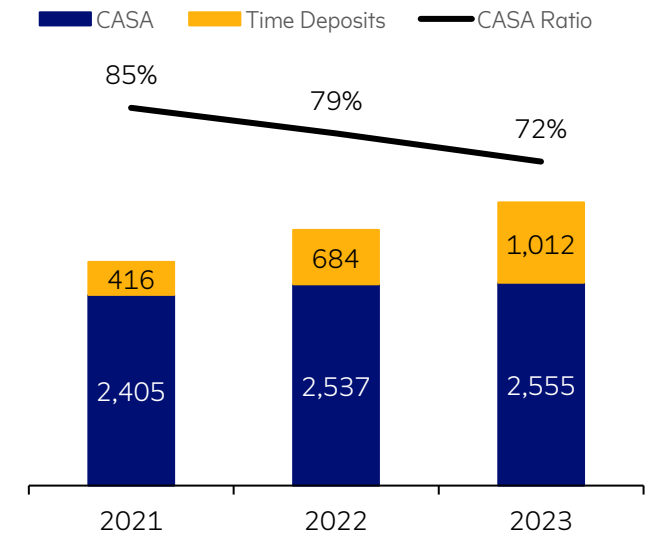
Notes:

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
3. Per BSP Circular 941
4. Per BSP, consolidated basis, as seen in the published statements of condition

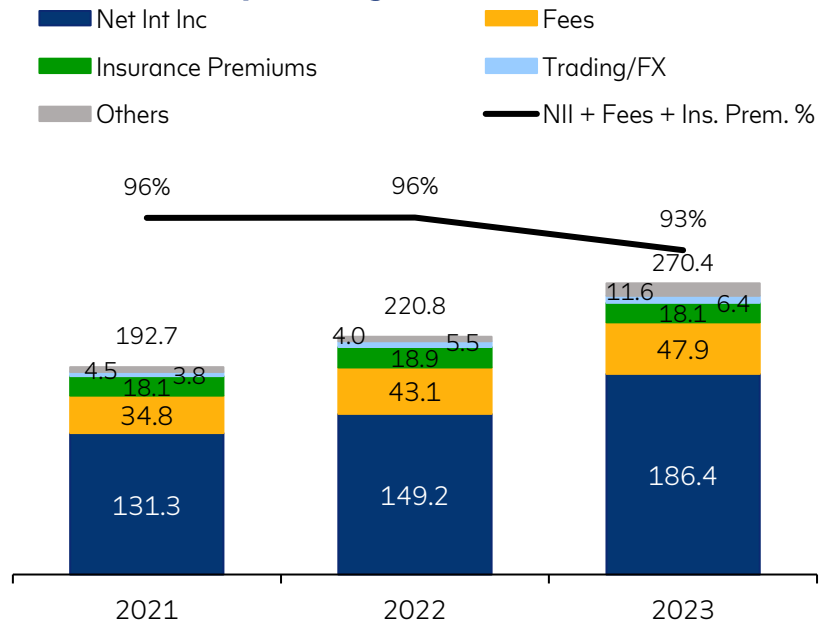
Loans Growth



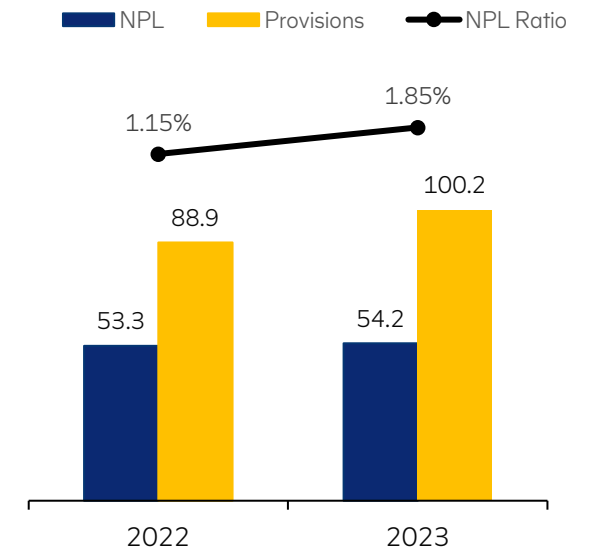
Deposits



Operating Income



Asset Quality



China Bank

Financial Highlights

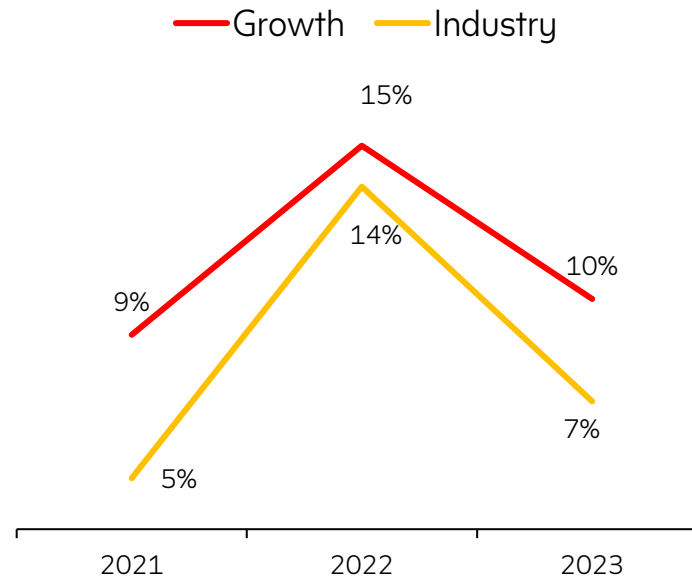
(In PHP Bn)

	FY 2023	FY 2022	% Chg
Net Interest Income	53.5	45.6	17.4%
Other Income	0.6	10.1	-94.4%
Net Income ¹	22.0	19.1	15.1%
Assets	1,478.0	1,329.7	11.2%
Deposits	1,186.7	1,065.9	11.3%
Gross Customer Loans	791.0	717.7	10.2%
Net Interest Margin	4.2%	4.2%	-
Cost to Income Ratio	52.0%	46.0%	-
Return on Ave. Common Equity ²	15.5%	15.1%	-
Gross Loans to Deposits Ratio	66.7%	67.3%	-
Gross NPL Ratio ³	2.5%	2.3%	-
Total CAR ⁴	16.1%	15.9%	-
CET 1	15.3%	15.1%	-

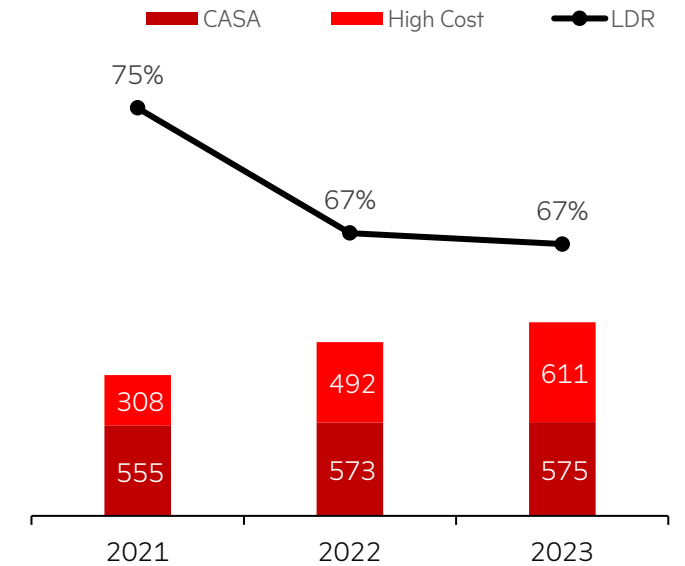
Notes:

1. Excludes net income attributable to minority interest
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3. Per BSP Circular 941
4. Per BSP, consolidated basis, as seen in the published statements of condition

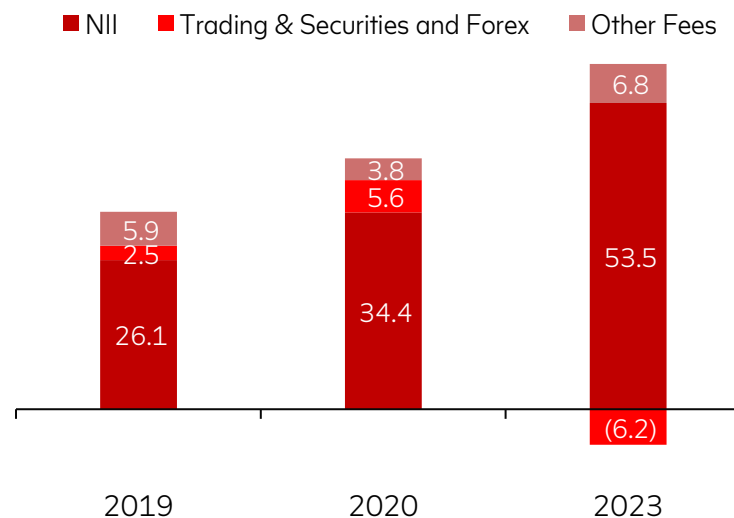
Loans Growth



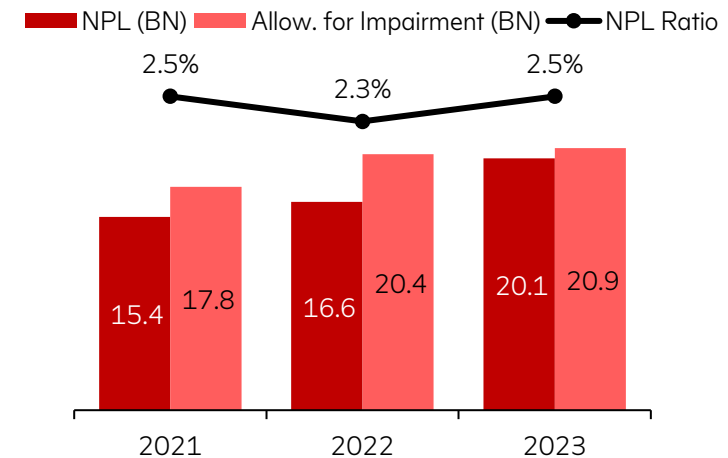
Deposits



Operating Income

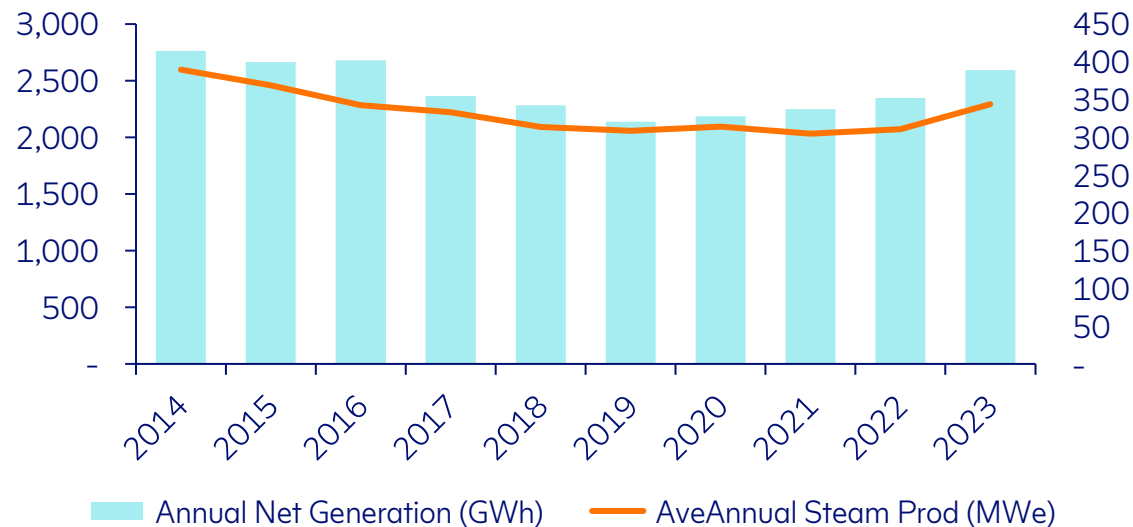


Asset Quality



Philippine Geothermal Production Company

PGPC Generation





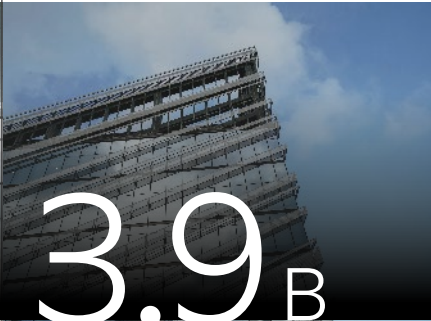
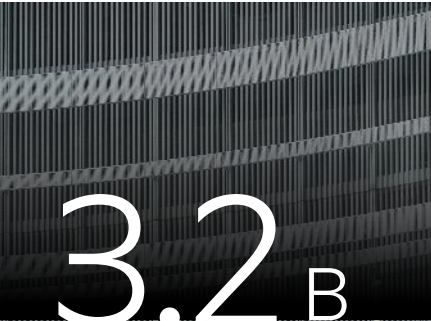
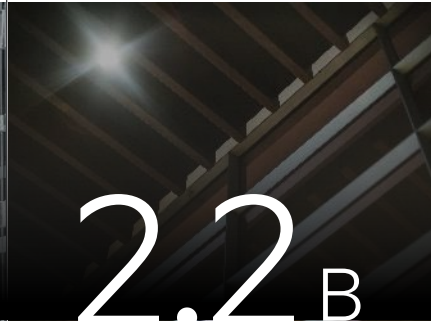
- Proven long-standing steam production track record due to good reservoir management and strong disaster management programs
- The 2018 Geothermal Resources Supply and Services Agreement (GRSSA) paved the way for drilling 15 new wells from 2019-2023, contributing approximately **95MW**

Revenue	6.9	7.5	-7.6%
EBITDA	4.9	4.8	1.8%
Net Income	4.0	4.0	-1.3%

Balance Sheet	2023	2022	Chg
Total Assets	19.5	15.3	27.4%
Total Liabilities	2.8	2.1	32.4%
Debt	0.0	0.0	0%
Cash and cash equivalents	3.0	2.2	37.3%
Net Debt (Cash)	(3.0)	(2.2)	37.3%

Figures in PHP B except percentages

NEO 2023 Performance

BUILDING PORTFOLIO	OCCUPANCY	PORTFOLIO REVENUE	PORTFOLIO EBITDA	PORTFOLIO NET INCOME
 <p>7</p> <p>7 Buildings in BGC with a total gross leasable area of 266,936 sqm and a land area of 22,906 sqm</p>	 <p>85%</p> <p>1% increase compared to 2022</p>	 <p>3.9_B</p> <p>1% increase compared to 2022</p>	 <p>3.2_B</p> <p>1% decrease compared to 2022</p>	 <p>2.2_B</p> <p>1% decrease compared to 2022</p>

SUSTAINABILITY



Building Resilience Index

First portfolio in the world to be publicly verified with the International Finance Corporation's



NEO's Inaugural sustainability report



The Shell Recharge charging station at Seven/NEO is the first in the world to be fully powered by renewable geothermal energy

Goldilocks	2023	2022	Chg
Revenue	13.7	12.6	8.9%
EBITDA	1.3	1.0	24.6%
Net Income	0.4	0.3	60.0%

Balance Sheet	2023	2022	Chg
Total Assets	6.7	6.6	1.9%
Total Liabilities	4.5	4.3	5.9%

Debt	0.0	0.0	0.0%
Cash and cash equivalents	2.0	1.4	49.4%
Net Debt (Cash)	(2.0)	(1.4)	49.4%

Stores	926	928	-0.2%
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Figures in PHP B except percentages

Goldilocks

Goldilocks is a well-loved Filipino heritage brand trusted by customers for over 57 years

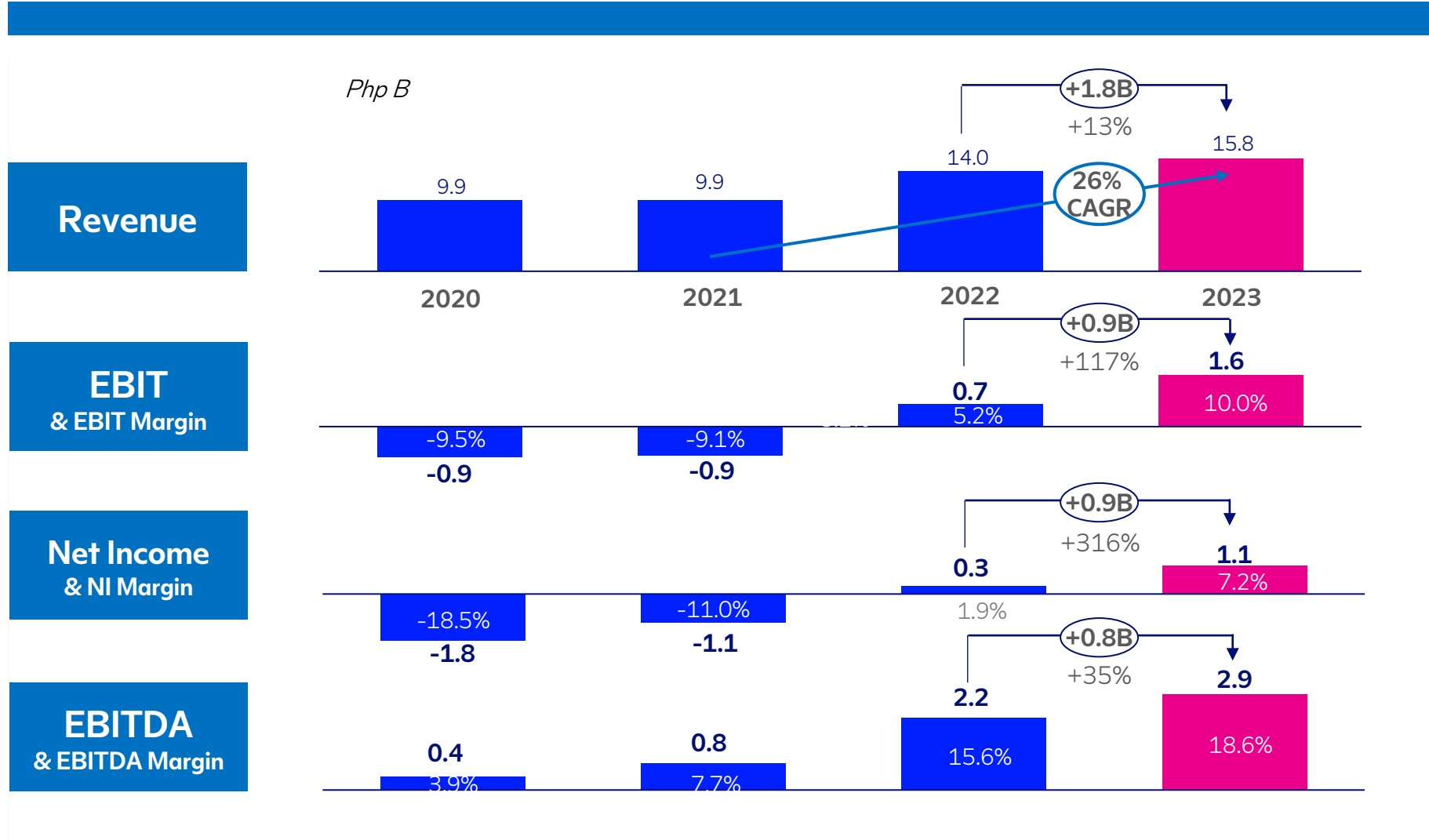
- 11 manufacturing facilities serving an extensive retail footprint of over 900 company owned and franchise stores in the Philippines
- Product innovations contributed towards a dynamic and fresh brand for customers
- Customer engagement with the brand continues to increase, outpacing our nearest competitor





2023 Consolidated Performance

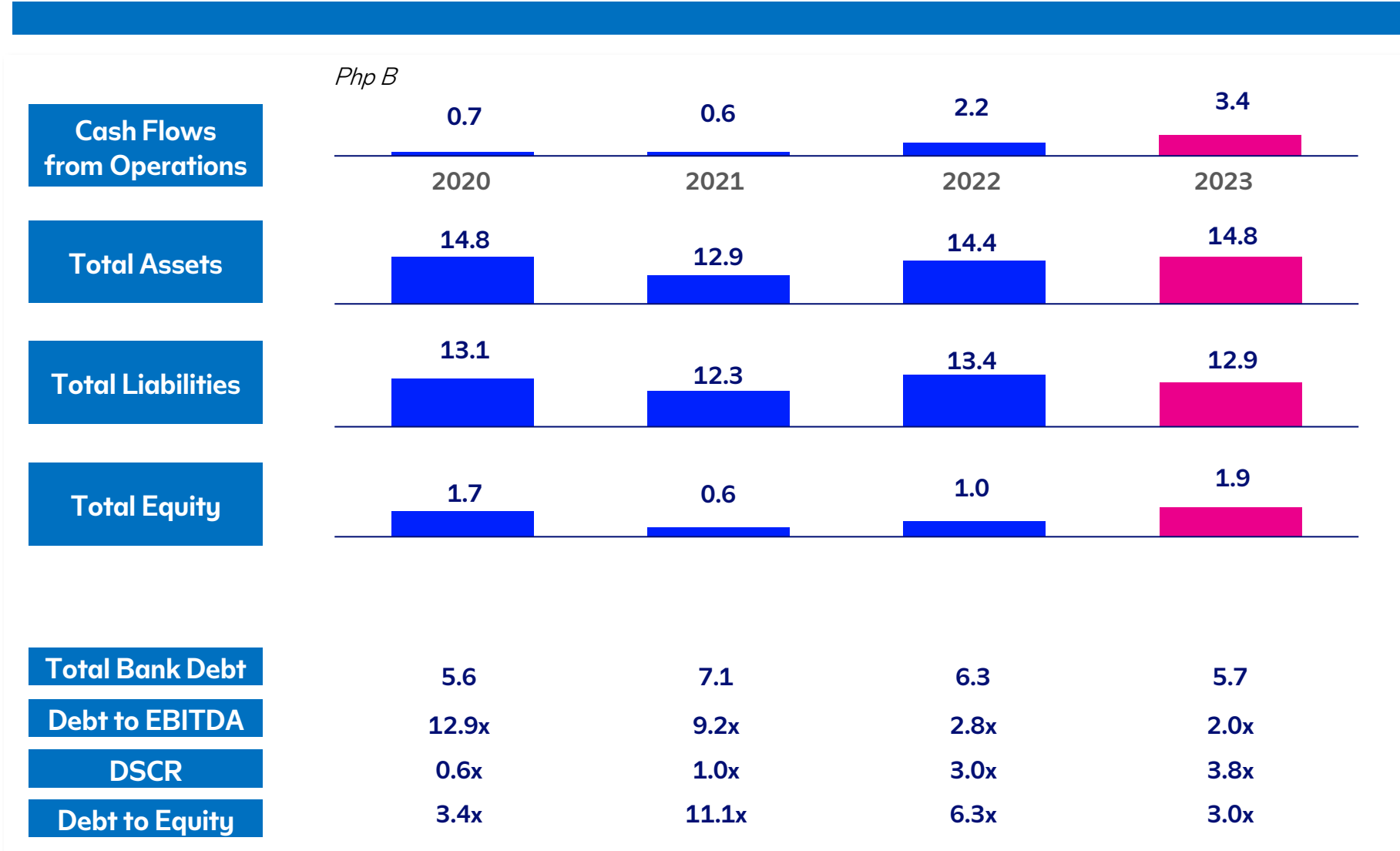
Growth driven by higher margin business, operational efficiencies and focus on controlling costs





2023 Consolidated Performance

Improved Cash Flows from Operations to Fund Expansion and Repay Debt Leading to Healthier Balance Sheet



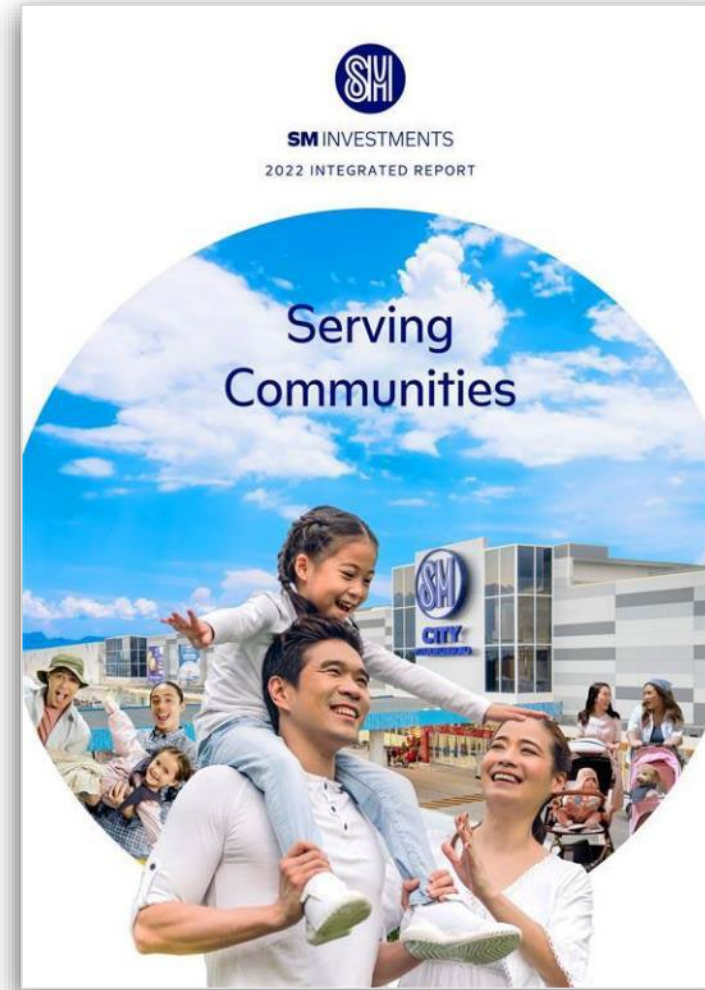
Our Integrated Report <IR> 2022

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

“Serving Communities”, the theme of our 2022 report, underscores our unwavering support to helping develop local economies through providing inclusive economic opportunities, while creating positive social impact.

From education, healthcare, and agriculture, to addressing the urgent need of the marginalized sectors, the report contains stories that highlight innovation, community support and our commitment to disaster resilience and sustainability

The 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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Bloomberg Ticker: SM PM Equity
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