



Investor Presentation

November 2019

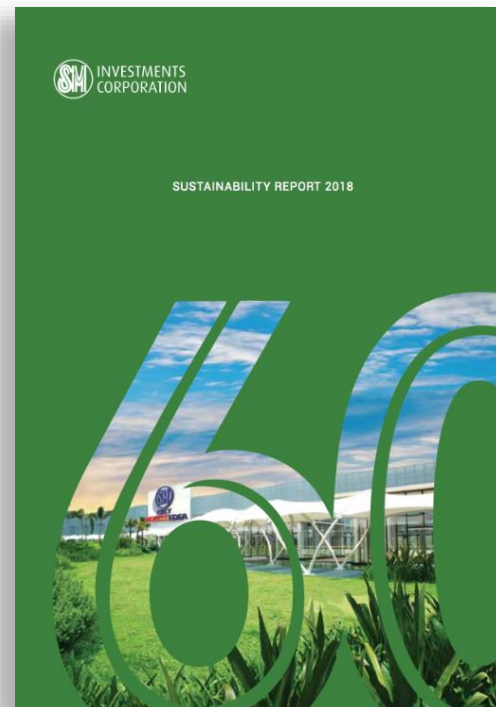


Learn more about SM Investments

2018 Annual Report



2018 Sustainability Report



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2. Open the QR Code Reader app on your smartphone and scan the QR Code. You will be redirected to where the report can be found.

Table of Contents

The Philippine Economy	3
About SM Investments	4
What's New In SM?	13
SM Retail	16
Banking	21
SM Prime	24
SM Equity Investments	35
CAPEX	43
Financials	44

Philippines: Strong Macroeconomic Fundamentals

Young Workforce with Rising Incomes

Strong GDP Growth 5.5%	Per Capita GDP USD3,298	Median Age 23
Consumption Driven 67.8% of GDP	Per Capita GNI USD3,955	Population 105M +1.6% p.a.

Inflation and Interest Rate Environment

- Avg. Inflation rate: **2.8%** (Jan-Sep 2019)
- Avg. lending rate: **7.2%** (Jan-Sep 2019)

Healthy Fiscal and Monetary System

- Debt/GDP: **43.7%**
- CAR: **16.0%**
- NPLs: **1.7%**

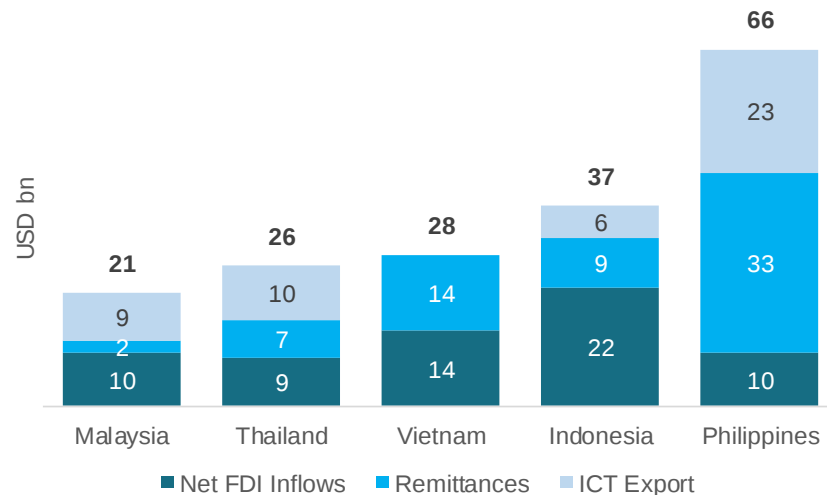
Current Credit Ratings	
S&P	BBB+ Stable
Moody's	Baa2 Stable
Fitch	BBB Stable

Source: BSP Selected Economic and Financial Indicators
Release as of October 31, 2019

Opportunities

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

Net External Inflows and ICT Exports



Source: The World Bank, Most Recent Data (2017)

About SM Investments

SMIC is a leading Philippine company 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 Growth

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

Business Enabler

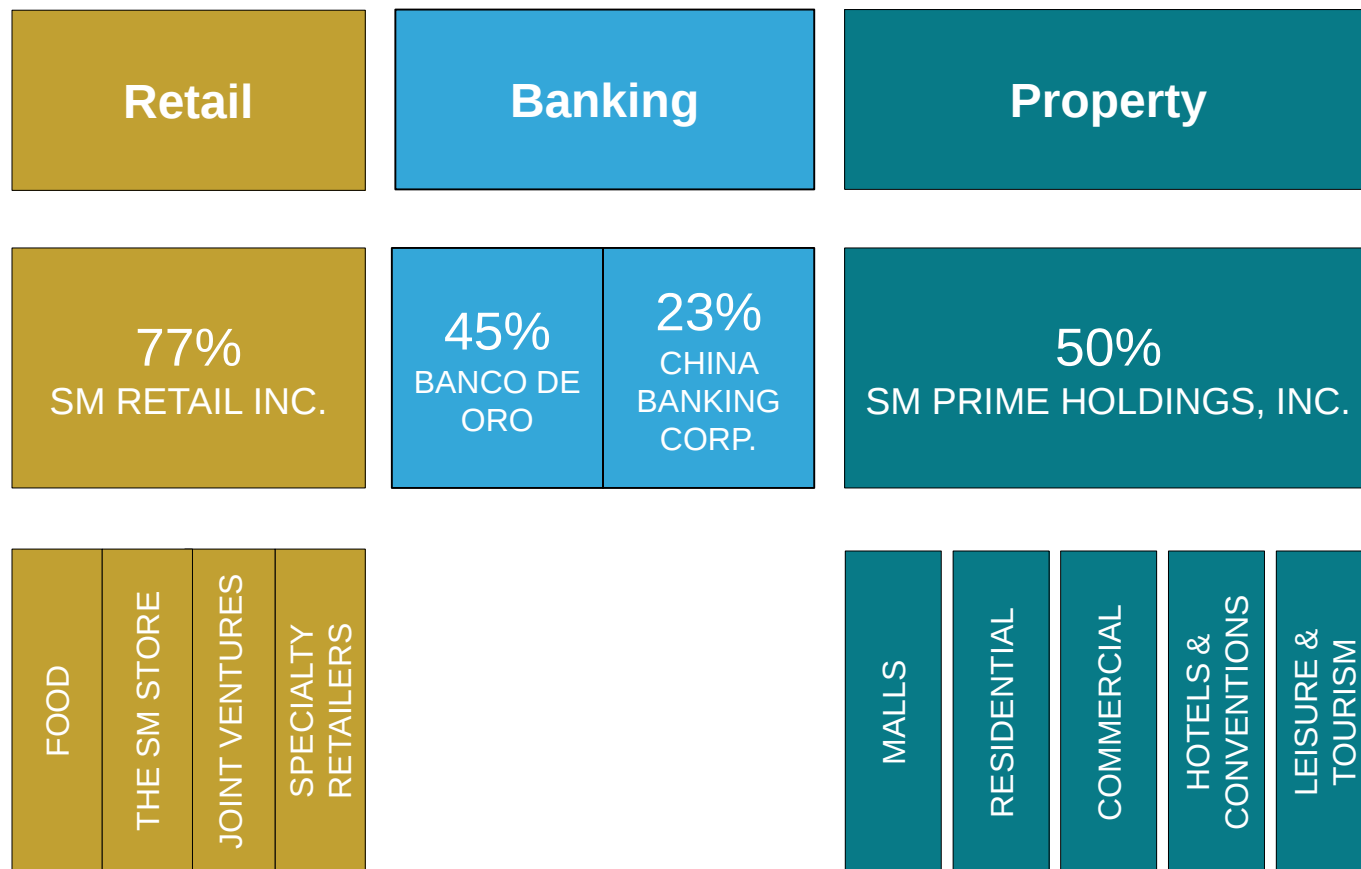
- Partner of choice
- Access to capital and SM's extensive network of businesses, customers, tenants and suppliers
- Strong management commitment to partner success

Culture of Sustainability

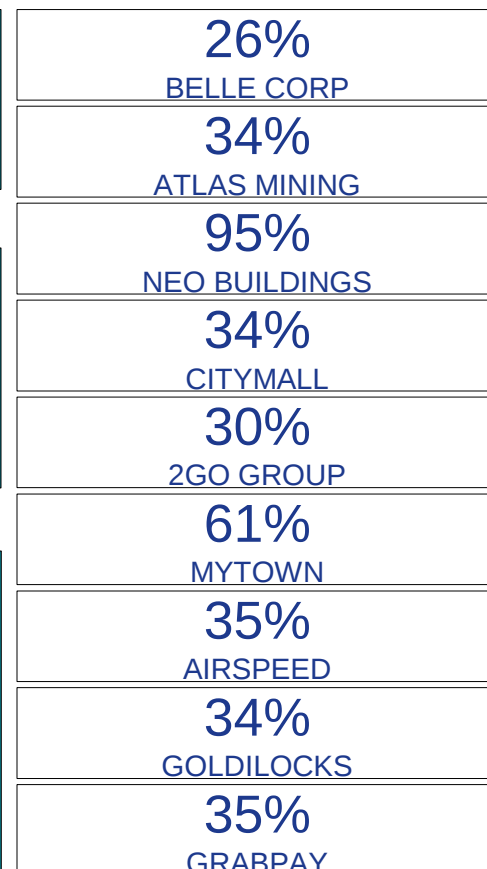
- Catalyst for development in the communities we serve
- Environmental responsibility and disaster resilience
- Strong governance and prudent financial management

Our Investments

Core Investments



SM Equity Investments



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 (USD bn)

SMIC	24.5
JG Summit	10.8
Ayala Corp	10.6
SMC	7.8
Aboitiz Equity	6.2
GT Capital	3.8
Metro Pacific	3.0
LT Group	2.8
Alliance Global	2.2
DMCI	2.1

Source: Bloomberg;
Figures as of October 31, 2019

Philippine Retailers

FY 2018 Total Sales (USD mn)

SM Retail	6,145
Puregold	2,675
Robinsons	2,519
Philippine Retailers	
FY 2018 Store Count	
SM Retail	2,328
Puregold	409
Robinsons	1,910

Source: Company Information, end-2018

Philippine Banks

Total Resources (USD bn)

BDO	59.6
Metrobank	45.0
BPI	41.7
Landbank	35.8
PNB	21.2
China Bank	17.8
Security Bank	15.3
UBP	13.7
RCBC	13.3
DBP	13.2

Source: Consolidated statements of
condition (SOC), 1H 2019

Property Developers

Market Cap (USD bn)

SMPH	22.2
Ayala Land	14.1
Megaworld	3.1
Robinsons Land	2.6
Vistaland	1.9
Double Dragon	0.9
Filinvest	0.8

Source: Bloomberg;
Figures as of October 31, 2019

Our Business Footprint

Metro Manila (NCR)

- 802 retail outlets
- 23 malls
- 941 bank branches

Luzon (ex-NCR)

- 788 retail outlets
- 40 malls
- 623 bank branches

Visayas

- 259 retail outlets
- 6 malls
- 221 bank branches

Mindanao

- 144 retail outlets
- 5 malls
- 229 bank branches

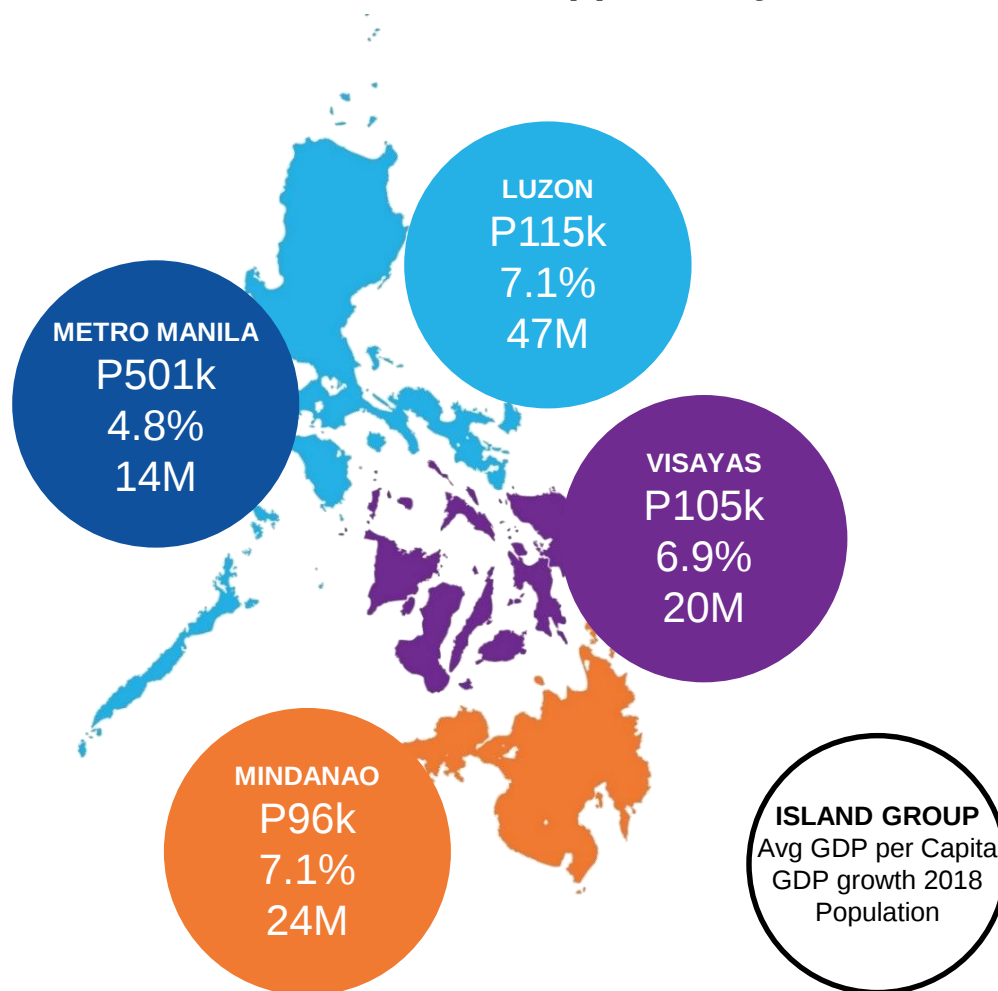
Total Philippines

- 2,693* retail outlets
- 74 malls
- 2,014 bank branches

Note: Most Recent Data

*Alfamart included, but not in regional breakdown

Provincial Penetration Opportunity



Summary of SMIC Recent Performance

Figures in PHP billion except percentages

SM Investments	9M 2019	9M 2018	% Chg	FY 2018
Revenues	350.7	307.4	14%	449.8
Net Income	33.1	26.2	26%	37.1
Net Margin (inc-NCI)	14.5%	13.6%	-	13.0%
ROE	12.0%	-	-	10.9%
Net Debt:Equity	45:55	-	-	44:56

SM Retail	9M 2019	9M 2018	% Chg	FY 2018
Gross Revenues	253.9	227.0	12%	335.6
Net Income*	7.8	7.9	-1%	11.3
Net Margin (inc-NCI)	3.6%	4.1%	-	3.9%

BDO	9M 2019	9M 2018	% Chg	FY 2018
Net Interest Income	88.5	71.5	24%	98.3
Non Interest Income	44.1	35.7	23%	49.7
Net Income	32.1	21.5	49%	32.7

SM Prime	9M 2019	9M 2018	% Chg	FY 2018
Revenues	85.0	74.6	14%	104.1
Net Income	27.6	23.4	18%	32.2
Net Margin	32.5%	31.4%	-	30.9%
ROE	13.0%	-	-	12.0%
Net Debt:Equity	40:60	-	-	40:60

*Excluding PFRS 16 adjustments, net income grew 8% for SM Retail

Recent Events

Parent/Group

- SMIC ranked #172 Best Regarded Company and #183 World's Best Employer in Forbes 2019 Global 2000 report
- SMIC became a constituent of the FTSE4Good Index Series
- SMIC joined UN GRI Global Compact as a signatory

Retail

- Opened 1 THE SM STORE, 187 Food, and 100 Specialty stores as of 9M 2019, 80% outside Metro Manila
- Alfamart currently operating over 700 stores

Banking

- BDO awarded Most Outstanding Financial Institution by Asiamoney
- CFA Society Philippines named China Bank Dollar Fund as the Best Managed Fund of the Year

Property

- SM Prime celebrated its 25th listing anniversary in PSE
- Groundbreaking of The Estate, a joint venture between SMDC and Federal Land, ultra luxury residential project
- Launched NU Mall of Asia (NUMA) campus with 19,000 sqm of GFA

SM Equity Investments

- MyTown won the highest-rated Filipino award in the Asia-Pacific Stevie Awards for 'living, learning and work environments'

Our ESG Culture

We are committed to sustainable growth and alignment with UN SDGs



Provide inclusive economic opportunities

- Job creation
- Inclusive supply chains
- Innovative banking products and services



Facilitate community development

- Public infrastructure building and rehabilitation
- Disaster risk reduction



Promote environmental responsibility

- Responsible consumption
- Conservation and preservation of natural environment and biodiversity
- Green finance



Drive advocacy and awareness

- Signatory to UN Global Compact and UN Arise Philippines
- Prescribe to the GHG Protocol and CDP
- Partnered with GRI for 1st Sustainability Summit in the country

Supporting our Stakeholders

Business growth and social development go hand-in-hand



Positive community impact

- Construction of public health centers with birthing facilities
- Feeding programs and medical missions
- School buildings construction and scholarship programs



Responsible employment practices

- Forbes 2019 Global World's Best Employer - #183
- 350,000 direct and indirect jobs created



Support for MSMEs

- 25,000+ MSME's engaged
- Financing, market access and business continuity



Anchored on good governance

- ASEAN Corporate Governance Award 2019 - #1 in the Philippines



Benchmark against global best practices

- Forbes 2019 Global Best Regarded Companies - #172

Strong Leadership

Board of Directors



FROM L TO R: **ALFREDO E. PASCUAL**, Independent Director • **TOMASA H. LIPANA**, Independent Director
FREDERIC C. DYBUNCIO, CEO and President • **JOSE T. SIO**, Chairman • **TERESITA SY-COSON**, Vice Chairperson
HENRY T. SY, JR., Vice Chairperson • **HARLEY T. SY**, Director • **ROBERT G. VERGARA**, Independent Director

Business Leadership

Teresita



BDO and Non-food
Retail

Elizabeth



Hotels and
Convention Centers

Henry Jr.



Integrated Property
Development and
Residential

Hans



China Bank and
Mall Development

Herbert



Food Retail

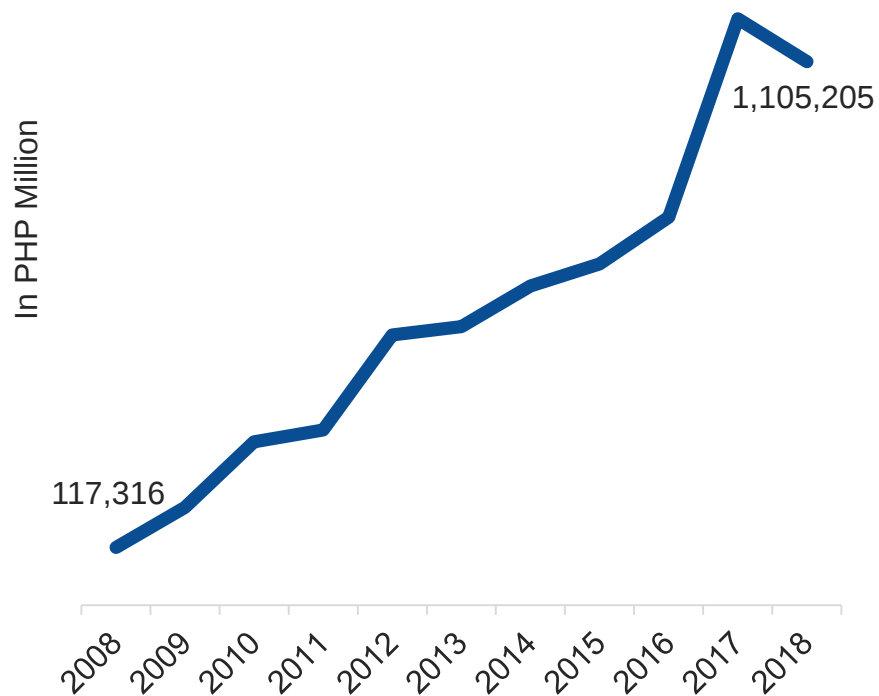
Harley



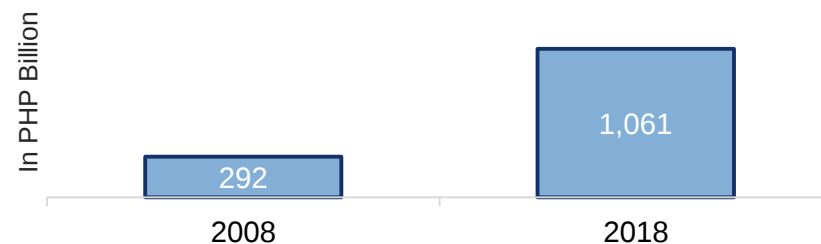
Non-food Retail

10-Year Performance

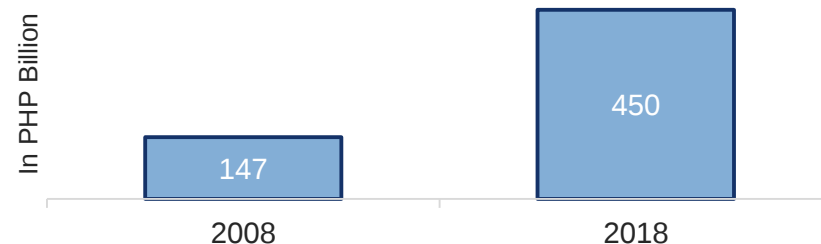
Market Cap grew 25.1% p.a.



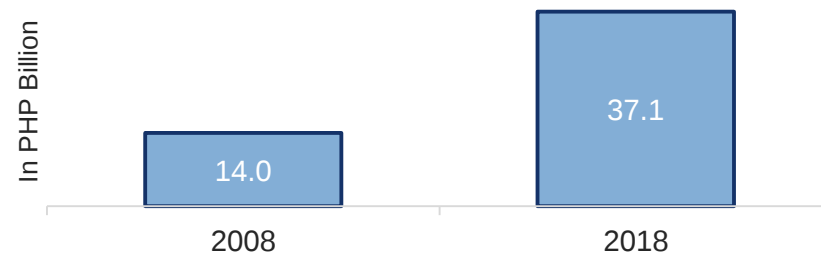
Assets grew at 13.8% p.a.



Revenue grew at 11.8% p.a.



Net Income grew at 10.2% p.a.



What's New In SM?

Kultura and MSMEs: A partnership that breeds business inclusivity



Bayanihan - a concept that Kultura brings to life with its partnerships with micro, small and medium enterprises (MSMEs). By supporting MSMEs, Kultura has made a difference in shaping their social enterprise, challenging them to become better by producing world-class items and providing an avenue for growth and sustainable livelihood and opportunities for artisans all over the country.

Read more [here](#) on kultura's advocacies.

SM, partners pursue active role in keeping PH disaster-resilient

SM Prime Holdings, in partnership with the United Nations Office for Disaster Risk Reduction (UNDRR), ARISE Philippines, and the National Resilience Council (NRC), led the Top Leaders Forum 2019. Now on its 8th year, the forum gathered private-public sectors to discuss the country's status on disaster risk reduction, preparedness, resiliency and sustainability.



National University Inaugurates campus in Mall of Asia Complex



The National University (NU) opens its doors in the Mall of Asia Complex. A number of retail and dining options will also be available in the building as well as a state-of-the-art SMart parking facility.

The addition of the school campus takes the MOA Complex one step closer to becoming a complete lifestyle city.

Regional Property Expansion



In September 2019, SM Prime opened SM City Olongapo Central, the company's second lifestyle mall in the highly urbanized City of Olongapo, Zambales. SM Prime also opened its 74th mall: SM Center Dagupan in Pangasinan. This is the Company's 3rd mall in the province, adding 23,000 sqm and increasing SM's footprint in Pangasinan to 145,000 sqm.

SMDC Forays into Premium Living



The Estate Makati, a joint project of SM Development Corporation (SMDC) and Federal Land, is the first residential development in the country to be designed by award-winning architectural firm Foster + Partners of the renowned British architect Norman Foster. The ultra-luxury residential condominium is expected to be completed and turned over to its residents by 2023.

E-commerce

SM is building comprehensive assets and capabilities with best-in-class partners to develop and lead the emerging Philippine e-commerce opportunity

OMNICHANNEL RETAIL PRESENCE

NATIONWIDE FOOTPRINT



ONLINE SITES

Non-Food



Food



E-MARKETPLACES



END-TO-END CUSTOMER SOLUTIONS



DIGITAL PAYMENT

2GO



ninja van

LAST MILE FULFILMENT

LAZADA

Shopee



PICK UP

SM Advantage

No. 1 Loyalty Card in the Philippines



MEMBERS ACQUISITION

SM Retail: Most Diversified Retail Portfolio



- **Leading player in creating Philippine modern retailing**
 - Food - multiple formats from 200 to 14,000 sqm GFA
 - Non-food - Department stores, Specialty retailing
- **Service-led - SM is the most trusted brand in the Philippines**
 - Serving all customer segments
 - Diversified portfolio of leading domestic and foreign brands
- **Nationwide expansion strategy - faster market penetration and promote regional growth**
 - Low market penetration today
 - 80% of new stores opened outside Metro Manila
 - Partnerships accelerate expansion
- **Scalable, competitively advantaged operations**
 - Extensive synergies with SM Malls
 - Strong distribution network
 - 'Click & Collect' Ecommerce opportunity

SM Retail: Food Retailing



Supermarkets

Large format anchor tenant in SM malls

Hypermarkets

Stand-alone large format destinations with 50/50 food/non-food mix

Savemore

Stand-alone mid-sized format expanding nationwide

WalterMart

Mid-sized format tenant located in WalterMart Malls expanding in Luzon

Alfamart

Minimart format, JV with Indonesian partner providing supermarket goods and prices in neighborhood locations

SM Retail: Non-Food Retailing

The SM STORE



- Anchor tenant in SM malls
- Wide range of merchandise and price points
- Targets all customer segments

Specialty Retailing

SM Appliance	Homeworld
Ace Hardware	Watsons
Toy Kingdom	Kultura
Baby Company	Sports Central
Our Home	Pet Express
Crate & Barrel	Body Shop
Forever 21	Uniqlo
Miniso	Bata
Under Armour	Dyson

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

Alfamart

- JV with Alfamart Indonesia
- Everyday grocery products, including fresh and frozen, plus ready-to-eat options
- Supermarket pricing
- Operating over 700 branches, located in residential areas outside Metro Manila
- Utilizes own distribution system, leveraging synergies with the SM Group
 - Supplier network
 - SM Bills Payment
 - SM Advantage Card
 - Watson's Pharmacy
 - BDO and China Bank ATM



SM Retail: Footprint Expansion Opportunity

Department Stores	Stores	GSA (sqm)	Average
The SM STORE	64	802,219	12,535

Food	Stores	GSA (sqm)	Average
SM Supermarket	58	362,650	6,253
SM Hypermarket	51	335,866	6,586
Savemore	199	538,248	2,705
WalterMart	56	154,370	2,757
Alfamart	700	126,073	180

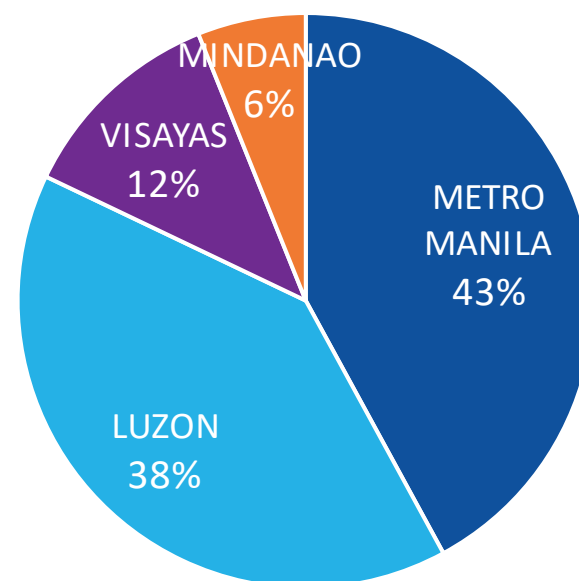
Specialty Stores*	Outlets	GSA (sqm)	Average
Ace Hardware	193	164,224	851
Homeworld	93	134,469	1,446
Toy Kingdom	132	55,109	417
SM Appliances	86	94,263	1,096
Miniso	88	24,004	273
Others	973	162,224	167

	Stores/Outlets	GSA (sqm)
Total	2,693	2,953,718

*Some outlets located in SM Stores/Food stores

Note: Most Recent Data

SM Retail Footprint (GSA)



Banking: BDO



Market-leading position:

- #1 in terms of assets, loans, deposits and assets under management
- Leader in investment banking, private banking, rural banking, remittances, credit cards and insurance brokerage

Full-service universal bank with a complete product and service menu

Focused coverage of target markets and customer-centric culture

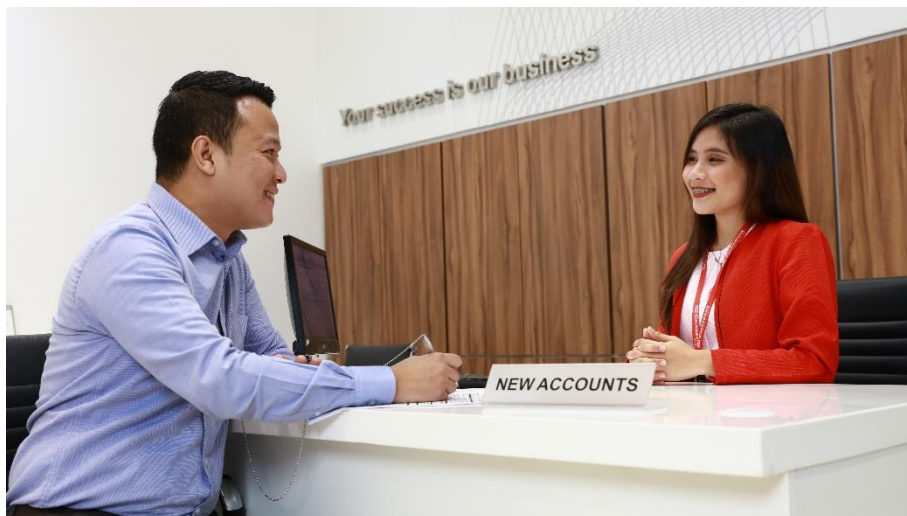
Strong deposit franchise

- Highest CASA ratio among private commercial banks
- Lowest funding cost

Widest distribution network

- Over 1,300 branches
- Extended banking hours and seven-day banking in mall branches
- Over 4,400 ATMs nationwide

Banking: China Bank



One of the leading private universal banks in the Philippines with total assets of P904 Bn (USD17.8 Bn)

Strong presence in the entrepreneur, middle market and business segments

Longest relationship with Chinese-Filipinos, serving this community up to the 4th generation

Offers a comprehensive suite of products and services

Nationwide network:

- 624 branches
- Over 900 ATMs nationwide

Banking: Strategic Initiatives

BDO



- **Diversified and sustainable earning stream**
 - Client acquisition through branch expansion
 - Drive provincial lending and deposit taking initiatives
 - Expand fee income
- **Operating leverage**
 - Set up operating platform to support future growth
 - Implement digital strategy
- **Prudent balance sheet management**
 - Conservative provisioning for risk assets
 - Complement current funding with long term
 - Ensure sufficient capital to support growth

China Bank



- **Accelerate Expansion**
- **Grow Revenue Lines**
 - Solidify presence in corporate market
 - Defend market share for commercial/middle market/SMEs
 - Expand menu of consumer products
- **Continue diversification of fee-based businesses**
- **Intensify branding and differentiation**

About SM Prime

- Developer of large scale, integrated “Lifestyle cities” anchored on world-class malls
- The largest property developer in Southeast Asia by market capitalization
- Core businesses include Malls, Residential, Commercial, Hotels and Conventions Centers
- Focus on Philippine provincial footprint expansion - Malls and Residential
- Recurring revenues of ~70%
- Extensive landbank and ongoing landbanking activities - plus reclamation plans
- Consistently cited for excellence in corporate governance, property development, environmental consciousness and service



Malls



Residential



Commercial



Hotels

SM Prime: An Integrated Property Developer

The Mall of Asia Complex



SM Malls: Overview

PHILIPPINES



74 Malls



8.5M sqm Total GFA



18,716 Tenants



4.2M Average Daily Pedestrian Count



332 Cinema Screens



91,508 Parking Slots

CHINA



7 Malls



1.3M sqm Total GFA



1,960 Tenants



0.2M Average Daily Pedestrian Count



58 Cinema Screens



15,534 Parking Slots

SM Prime is the largest mall operator/developer in the Philippines.

Note: Most Recent Data

SM Malls: Philippines

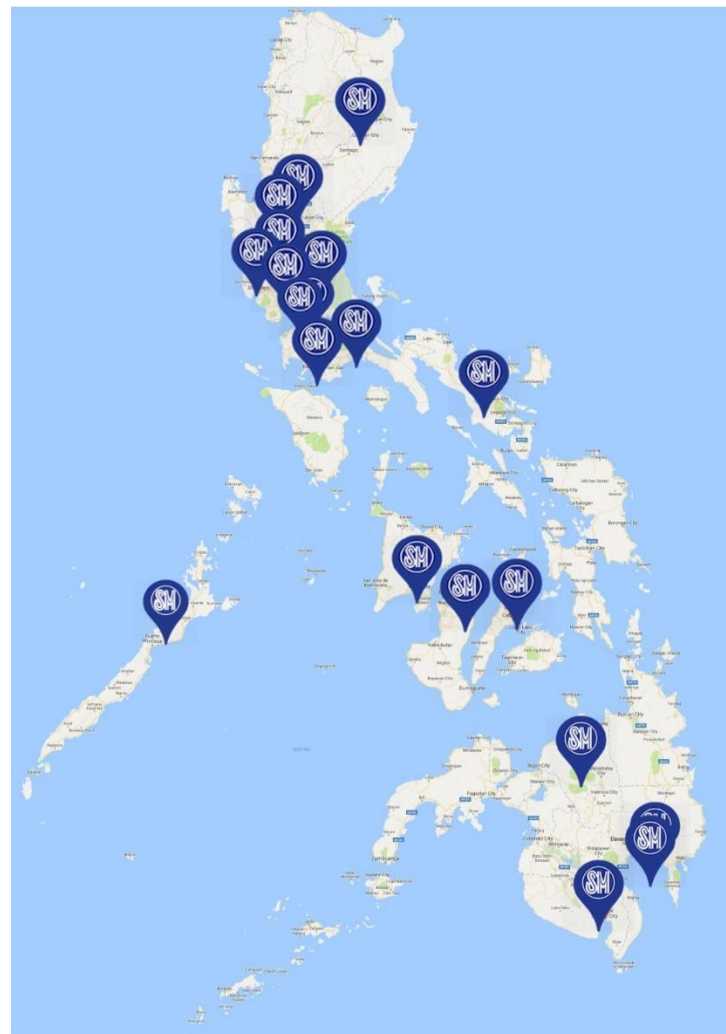
Mall Distribution	Malls	GFA*	% of Total
Metro Manila (NCR)	23	3,556	42%
Luzon (ex-NCR)	40	3,141	37%
Visayas	6	1,128	13%
Mindanao	5	661	8%
Total	74	8,486	100%

New Malls	Opened	GFA*
SM City Fairview	Expansion	+103
SM City Olongapo Central	Sep 2019	92
SM Center Dagupan	Oct 2019	23

Upcoming Malls	GFA*
SM City Butuan	48
SM Mindpro Citimall (Zamboanga)	36
SM City Daet	47
SM City Grand Central	85
SM City Roxas	41
SM Mall of Asia - IKEA	157
SM City Baguio (expansion)	+32

Note: Most Recent Data

*GFA in thousand sqm



SM Malls: China



SM Zibo



SM Tianjin



Existing	Date Opened	GFA*
■ Xiamen	2001 December	238
■ Jinjiang	2005 November	168
■ Chengdu	2006 October	167
■ Suzhou	2011 September	73
■ Chongqing	2012 December	149
■ Zibo	2015 September	152
■ Tianjin (partial)	2016 December	322
Total		1,269

Note: Most Recent Data

*GFA in thousand sqm

SM Residences

- A leading residential developer of high-rise buildings, mid-rise buildings and single-detached house and lots
- Extensive amenities and SM Retail facilities
- Over 136,000 units launched to date
- National housing backlog of over 5 million homes

Projects Overview

	9M 2019	9M 2018
Reservation Sales (PHP B)	66.42	52.80

Future Plans

2019 Planned launches (units)	15,000-18,000
2019 CAPEX	PHP37.6bn

SMDC Land bank

	Hectares
Metro Manila	93
Outside Metro Manila	889

Charm Residences



Charm Residences Amenity Area



SM Residences: Affordable Modern Condo Living



SM Hotels and Convention Centers

- Growing tourism opportunity
- **SM Hotels' planned expansions will complement existing Mall, Commercial and Residential developments**
 - Iloilo
 - SM North Edsa, Metro Manila
 - San Fernando, Pampanga
 - SM Seaside City, Cebu

Mall of Asia Arena



Conrad Manila



SMX Convention Center

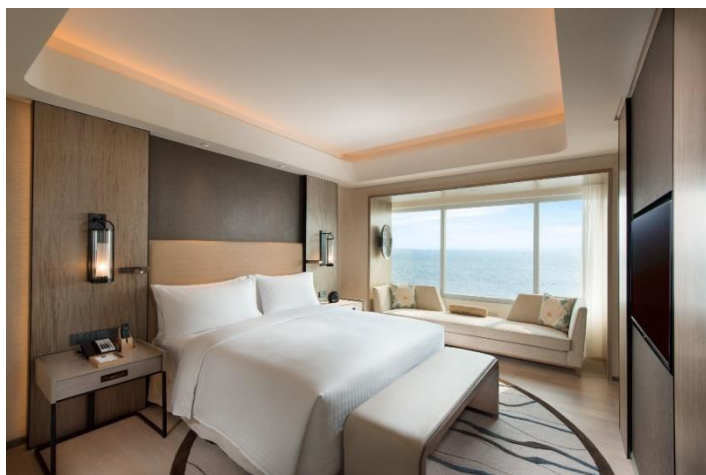


SM Hotels and Convention Centers

Conrad Manila Lobby



Conrad Manila Diplomatic Suite



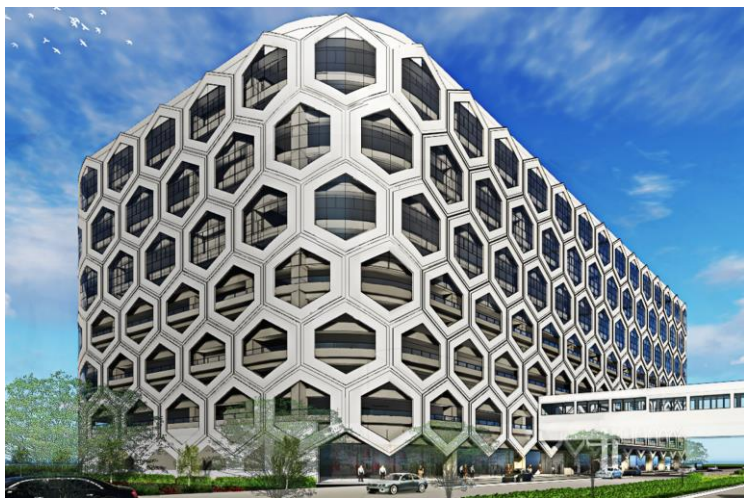
Hotel	Opened	Rooms
Taal Vista, Tagaytay	2003	261
Radisson Blu, Cebu	2010	400
Pico Sands, Hamilo Coast	2011	154
Park Inn, Davao	2013	204
Park Inn, Clark	2015	155
Conrad Manila, Pasay	2016	348
Park Inn, Iloilo	2019	200
Park Inn, North EDSA	2019	239
Total		1,961

Venue	Location	GLA (sqm)
SMX Manila	MOA Complex	17,306
SMX Davao	SM Lanang	5,200
SMX Aura Premier	SM Aura	3,136
SMX Bacolod	Bacolod	4,269
Megatrade Hall	Megamall	4,214
Cebu Trade Hall	Cebu	1,498
SM Seaside Skyhall	Cebu	1,857
Mall of Asia Arena	MOA Complex	20,000 seats
Total		37,480

SM Commercial Properties

Location	GFA (sqm)
Clark in Pampanga	73,000
Las Piñas City	27,000
Makati City	40,800
Pasay City	401,900
Quezon City	41,200
Sta. Rosa in Laguna	13,800
Taguig City	52,800
Taytay in Rizal	11,500
Total Leasable Area	662,000

NU Tower



ThreeE-Com Center



FourE-Com Center (2020)



Pico de Loro Development, Batangas



- 90 minutes from the Mall of Asia Complex
- 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

SM Equity Investments

Investments in ventures to capture the high growth of the emerging Philippine economy

Logistics



Gaming & Leisure



Food Manufacturing



Natural Resources



Dormitories



Office Property



Quality Investments:

- Growth Sectors
- Market Leaders
- Synergies
- Attractive Returns and Cash Flows

SM Partnership:

- Access to our Network
- Capital
- Skills and Support
- Governance

Belle Corporation

Belle Corporation is a developer of premium tourism and leisure destinations



City of Dreams Manila

- Award-winning integrated resort operated by partner, Melco
- Total gross floor area: 310,565 sqm
- Gaming floor area: 22,507 sqm
- Over 300 gaming tables and more than 2,100 slot machines and electronic gaming tables
- Three hotel brands with 946 rooms: NÜWA, Nobu and Hyatt Regency



Tagaytay Highlands

- Award-winning luxury mountain resort
- 25 year history of developing and operating a 1,300 ha. complex of exclusive themed residential communities, golf courses and clubs
- Amenities include restaurants, sports venues, and facilities for outdoor activities

Atlas Consolidated Mining

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



- Copper mine with 20 years mine life
- Over 360m tonnes of proven and probable reserves
- 2018 operating results

Production

Daily milling average (<i>dmt per day</i>)	44,536
Ore grade	0.289%
Copper metal gross (<i>in million lbs</i>)	78.2

Shipment

Number of shipments	26.5
Copper concentrate (<i>'000 dmt</i>)	130



Neo Buildings

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

Buildings	GFA (sqm)
One Neo	14,358
Two Neo	18,687
Three Neo	20,000
Four Neo	38,767
Five Neo	55,651
Six Neo	55,300
Seven Neo	65,000
Total	267,763

One Neo (95%)



Two Neo (95%)



Three Neo (95%)



Four Neo (95%)



Five Neo (95%)



Six Neo (34%)



Seven Neo (34%)



2GO Group

2GO is the largest end-to-end logistics solutions provider in the Philippines

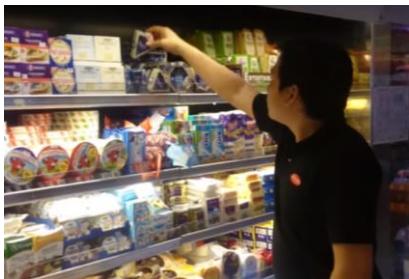
2GO
SHIPPING



2GO
LOGISTICS



2GO
DISTRIBUTION



2GO
RETAIL



Experienced and established in the Philippine Shipping and Logistics sector

- Manages warehousing and inventory requirements of several multinational companies
- Local partner of FedEx in the Philippines
- Trusted partner of the US Embassy and other foreign embassies

Integrated Businesses

- Close coordination allows greater flexibility in multiple types of moves
- Priority berthing in all ports due to its passage business allowing faster deliveries

Focused on Governance

- Published its maiden ESG report in 2019
- Rationalized the corporate structure by merging 2GO Group, Inc. and its Parent company, Negros Navigation

MyTown

MyTown is 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 3,250 beds to date
- Plans for more than 4,450 beds by 2020



Goldilocks

Goldilocks is a leading Filipino bakeshop chain with a widely recognized heritage brand



- Opened its first store in 1966
- Over 700 stores in the Philippines and overseas
- Presence in Canada, Thailand and the USA
- Owner of Philippines Domino's Pizza franchise
- Products and services include :
 - Baked breads, cakes and snacks
 - Filipino food
 - Catering for airlines and shipping lines

GrabPay

SM's joint venture with GrabPay will focus on electronic wallet and payment development in the Philippines, building out our digital capabilities and supporting financial inclusion



Large user base

Robust and scalable technology platform



Extensive mall footprint and retail presence nationwide



Largest bank with over 1,300 branches and more than 4,400 ATMs

- Universal acceptance of GrabPay wallet at malls, stores and banks across the country
- Greater convenience for customers with expanding network of top-up channels
- Enhanced customer benefits through dedicated lanes and express checkout counters



SM Group CAPEX

2019 Planned CAPEX	PHP bn	Allocation/Projects
Retail	5	New stores / Renovations
Banks	9 - 12	Branch expansion, IT enhancements
Property*	80	Integrated Lifestyle Developments
Malls	~39%	New SM malls and expansions in Philippines
Residential	~47%	High-rise, mid-rise projects, and Leisure Homes
Others	~14%	FourE-Com; Addition of new hotels
Parent and Others	< 1	
Total	94 - 98	

*Most Recent Data, approximate allocation of SMPH CAPEX

Financials

Financials: SMIC

9M 2019 Consolidated Results

In PHP Billion

Particulars	9M 2019	9M 2018	% Chg	FY 2018	FY 2017	FY2016
Revenue	350.7	307.4	14.1%	449.8	398.0	365.2
Net Income to Parent	33.1	26.2	26.3%	37.1	32.9	31.2
Net Margin (inc-NCI)	14.5%	13.6%	-	13.0%	12.9%	13.1%
Return on Equity	12.0%	-	-	10.9%	10.4%	10.7%

Total Capital	9M 2019	FY 2018	% Chg	FY 2018	FY 2017	FY2016
Counterpart investments	85.0	105.8	-19.7%	105.8	113.3	145.1
Net Debt	306.3	280.1	9.4%	280.1	243.7	174.8
Equity attrib to Parent	379.2	353.4	7.3%	353.4	330.0	300.5
Net Debt:Equity	45:55	44:56	-	44:56	42:58	37:63

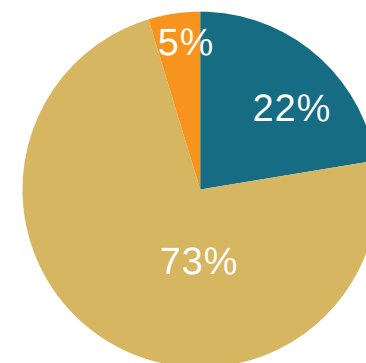
SMIC Parent Debt

Net Debt to Equity	48 : 52	Average Cost of Debt	4.87%
Peso-Foreign Currency Mix	50 : 50	Average Debt Tenure	2.93 years

Recent Bond Offerings

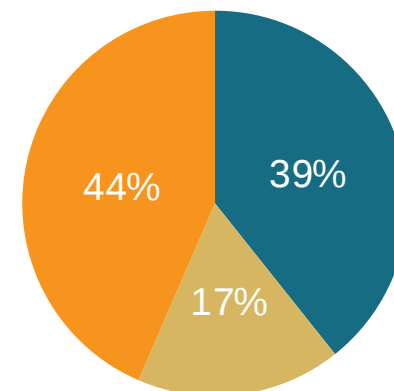
Issued	Amount	Currency	Due Date	Coupon Rate
December 9, 2016	20 bn	Philippine Peso	December 2023	5.159%
June 10, 2014	350 mn	US Dollar	June 2024	4.875%
May 19, 2014	15 bn	Philippine Peso	May 2021/May 2024	5.2958%/5.6125%
July 16, 2012	15 bn	Philippine Peso	Jul 2019/Jul 2022	6.0%/6.9442%
October 17, 2012	500 mn	US Dollar	October 2019	4.25%

Revenue Contribution



Banking business not consolidated

Earnings Contribution



■ Property ■ Retail ■ Banking

Financials: SM Prime

9M 2019 Results

In PHP Billions

Consolidated	9M 2019	9M 2018	% Chg	FY 2018
Revenues	85.0	74.6	14%	104.1
Net Income	27.6	23.4	18%	32.2
Net Margin	32.5%	31.4%	-	30.9%
Return on Equity	13.0%	-	-	12.0%

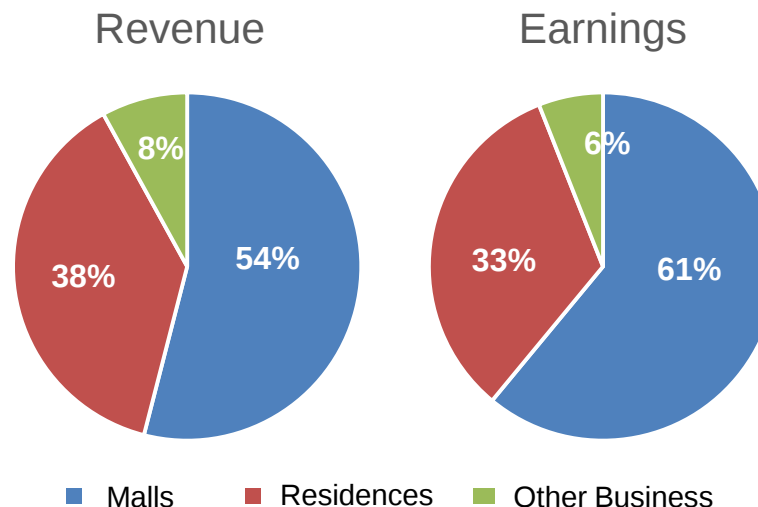
Malls Group	9M 2019	9M 2018	% Chg	FY 2018
Revenues	42.6	39.4	8%	59.3
Operating Income	24.2	22.2	9%	32.3
EBITDA	29.6	27.0	10%	40.0
EBITDA margin	69.6%	68.6%	-	67.5%

Philippines	9M 2019	9M 2018	% Chg	FY 2018
Revenues	42.0	38.9	8%	53.5
Operating Income	24.0	22.0	9%	29.8
EBITDA	29.2	26.6	10%	36.0
EBITDA margin	69.5%	68.5%	-	67.3%

China	9M 2019	9M 2018	% Chg	FY 2018
Revenues	0.6	0.6	6%	5.8
Operating Income	0.3	0.2	8%	2.5
EBITDA	0.4	0.4	12%	4.0
EBITDA margin	74.1%	70.9%	-	69.0%

Residences	9M 2019	9M 2018	% Chg	FY 2018
Revenues	31.9	25.3	26%	36.5
Operating Income	12.2	8.3	47%	12.3
EBITDA	12.3	8.4	46%	12.5
EBITDA margin	38.6%	33.3%	-	34.2%

Other Businesses	9M 2019	9M 2018	% Chg	FY 2018
Revenues	6.8	6.2	11%	8.4
Operating Income	3.4	2.9	16%	4.0
EBITDA	4.2	3.6	16%	5.0
EBITDA margin	61.6%	58.7%	-	59.5%



Financials: BDO

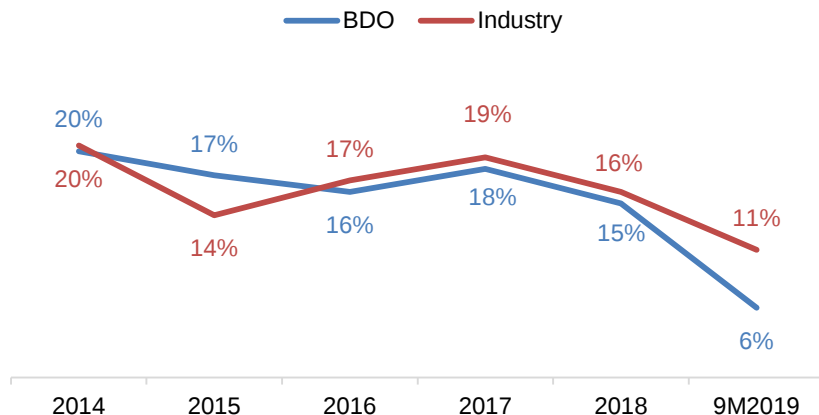
Financial Highlights (In PHP Bn)	9M 2019	9M 2018	% Chg	FY 2018
Net Interest Income	88.5	71.5	23.7%	98.3
Other Income	44.1	35.7	23.5%	49.7
Net Income ¹	32.1	21.5	49.2%	32.7
Assets	3,092.2	2,921.7	5.8%	3,022.2
Deposits	2,409.0	2,345.9	2.7%	2,420.0
Gross Customer Loans	2,071.3	1,959.4	5.7%	2,020.1
Net Interest Margin	4.12%	3.58%	--	3.64%
Cost to Income Ratio	64.7%	66.9%	--	66.3%
Return on Ave. Common Equity ²	12.5%	9.5%	--	10.7%
Gross Loans to Deposits Ratio ³	86.0%	83.5%	--	83.5%
Gross NPL to Gross Customer Loans	1.2%	1.1%	--	1.0%
Total CAR ⁴	14.6%	13.9%	--	13.7%
Tier 1 Ratio	13.3%	12.5%	--	12.3%
CET1	13.1%	12.3%	--	12.1%

Notes:

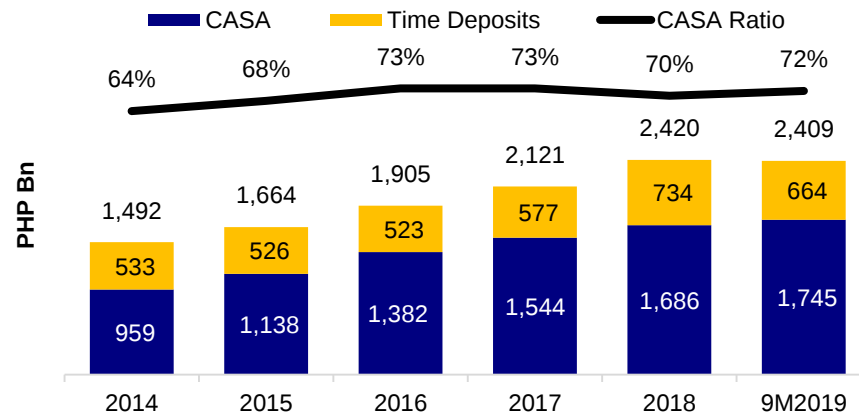
1. Excludes net income attributable to minority interest
2. Return on Ave. Common Equity, defined as annualized NI to parent shareholders less preferred dividends / ave. common equity
3. Gross customer loans to deposits
4. Per BSP, consolidated basis, as seen in the published statements of condition

Financials: BDO

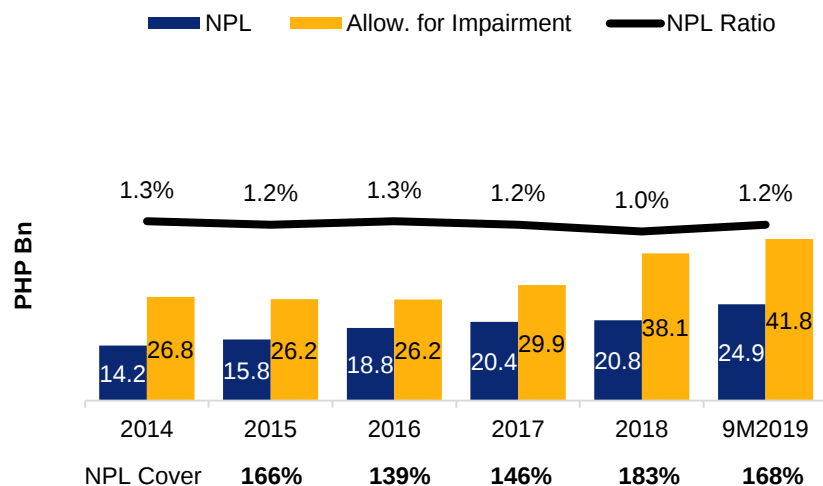
Focused quality loan growth



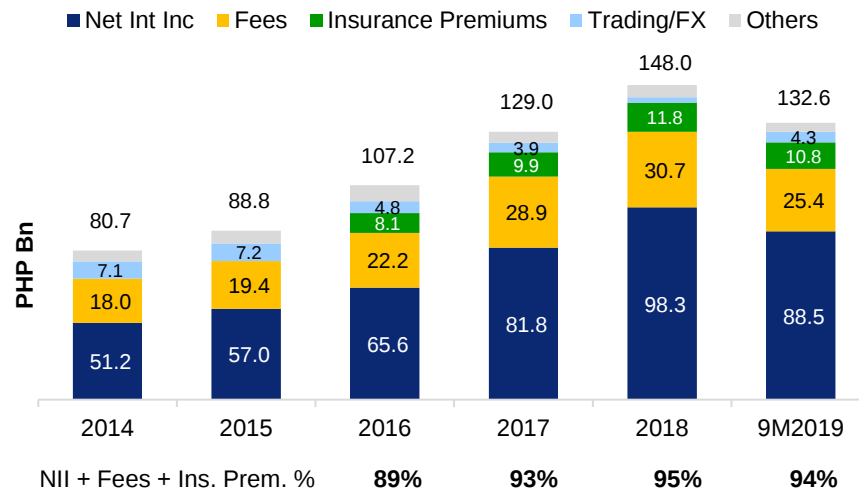
Deposit franchise: Highest CASA ratio



Stable asset quality & high NPL cover



Diversified & sustainable sources of income



Financials: China Bank

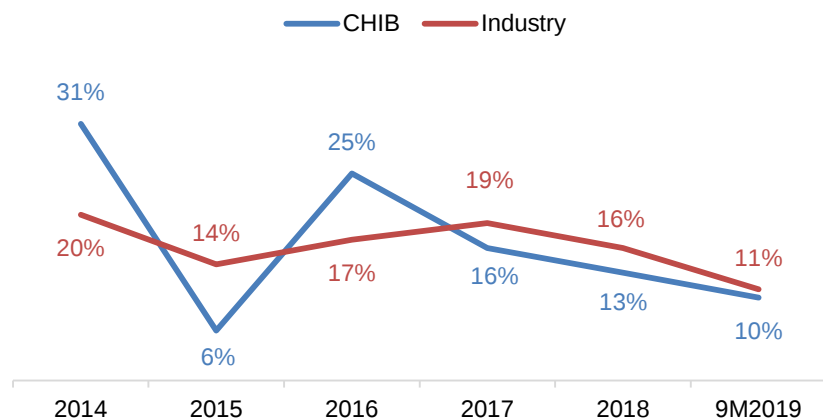
Financial Highlights (In PHP Bn)	9M 2019	9M 2018	% Chg	FY 2018
Net Interest Income	18.7	17.1	9.2%	22.9
Other Income	5.2	3.6	42.9%	5.7
Net Income ¹	6.7	5.6	20.6%	8.1
Assets	953.9	816.2	16.9%	866.1
Deposits	777.2	691.7	12.4%	722.1
Gross Customer Loans	559.0	507.0	10.3%	512.9
Net Interest Margin	3.29%	3.17%	--	3.1%
Cost to Income Ratio	65.4%	63.3%	--	63.2%
Return on Ave. Common Equity ²	9.9%	8.8%	--	9.5%
Gross Loans to Deposits Ratio ³	71.9%	73.3%	--	70.0%
Gross NPL to Gross Customer Loans	1.4%	1.2%	--	1.2%
Total CAR ⁴	13.6%	13.0%	--	13.1%
CET 1	12.7%	12.3%	--	12.2%

Notes:

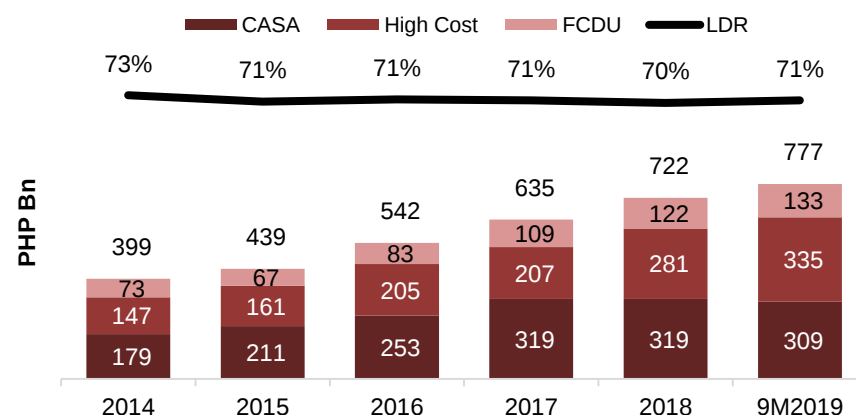
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3. Gross customer loans to deposits
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Financials: China Bank

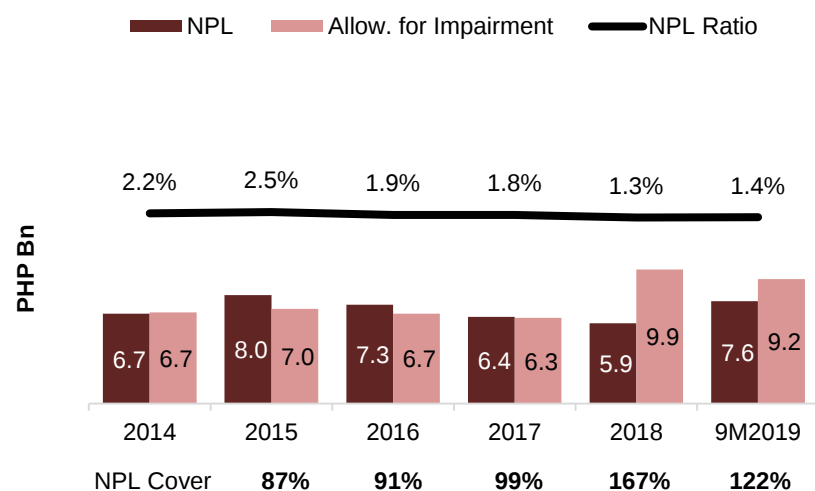
Strong loan growth



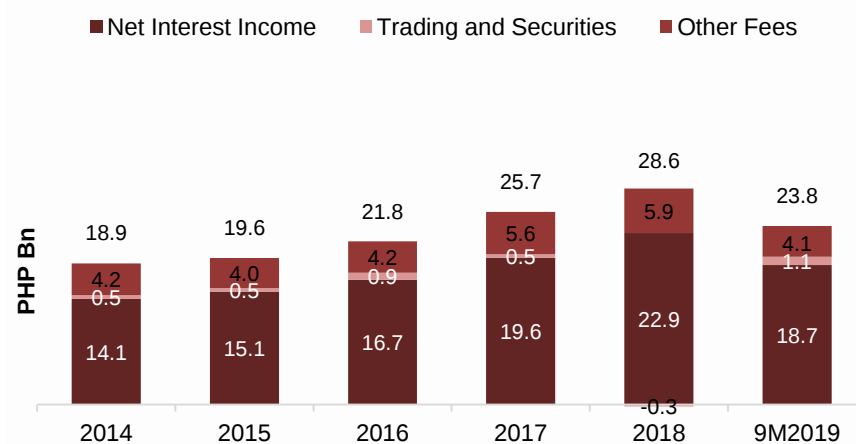
Strong retail funding base



Improving asset quality



Well diversified revenue stream



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