

**SM INVESTMENTS**

**SM PRIME**

# Company Presentation

March 2025



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# Agenda

**Section 1:** Overview of SMIC and SMPH

**Section 2:** SMIC Key Highlights

**Section 3:** SMPH Key Highlights

## **Appendix**

**Appendix A:** Additional information on SMIC

**Appendix B:** Additional information on SMPH

**Appendix C:** Other business segments

**Appendix D:** Philippine macroeconomic overview



# Presenters



**Erwin G. Pato**

EVP and  
Group Treasurer

**SM** INVESTMENTS



**Franklin C. Gomez**

EVP – Finance

**SM** INVESTMENTS



**Timothy Daniels**

Head of Investor Relations  
and Sustainability

**SM** INVESTMENTS



**John Nai Peng Ong**

Chief Finance Officer

**SM** PRIME





Section

**1**

# Overview of **SMIC** and **SMPH**



# SM INVESTMENTS

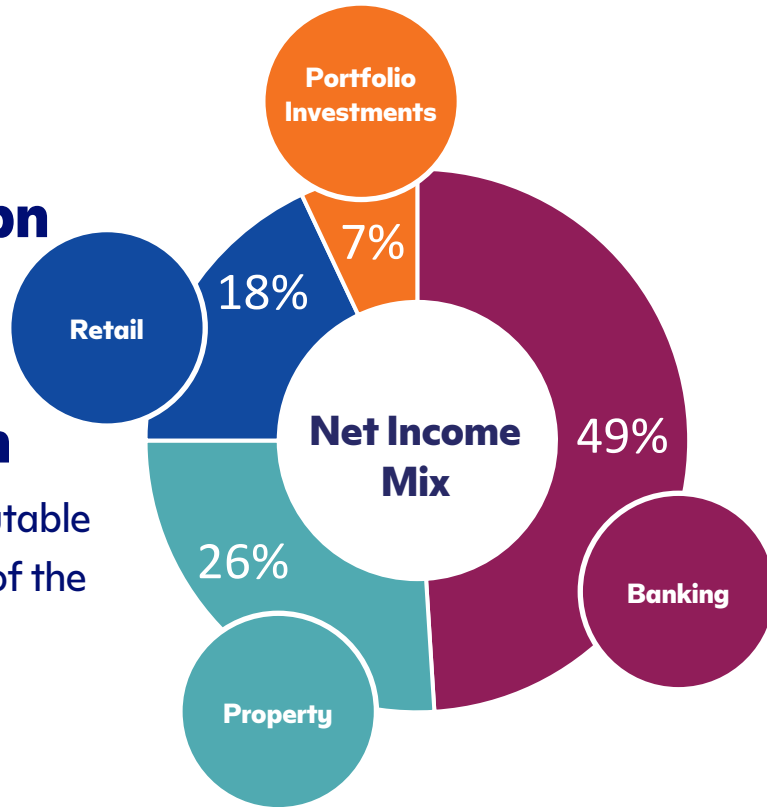
SM Investments is a leading Philippine conglomerate that is invested in market leading businesses in retail, banking and property. It also invests in ventures that capture high growth opportunities in the emerging Philippine economy

**PHP 654.8bn**

Revenues

**PHP 82.6bn**

Net Income Attributable to Equity Holders of the Parent



## Retail Group



**77.3%**  
SMRETAIL

## Property Group



**49.7%**  
SMPRIME

## Banking Group

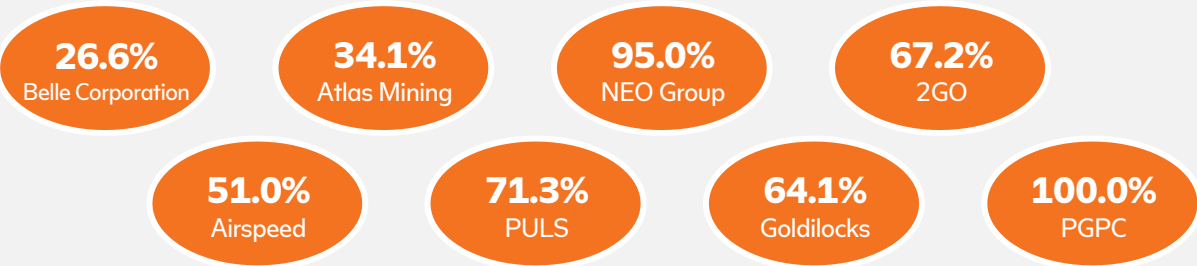


**45.2%**  
BDO



**22.5%**  
Chinabank

## Portfolio Investments Group



# SMIC: a leading and dynamic conglomerate

## SM INVESTMENTS

Market cap: PHP 987.4bn (US\$ 17.2bn)<sup>(1)</sup>

### Retail

**SM RETAIL** 77.3%

- Retailer with a nationwide portfolio of stores
- **Largest Philippine retailer** by sales<sup>(2)</sup>
- Store network includes<sup>(3)</sup>:
  - **76** under The SM Store
  - **66** under SM Supermarket
  - **56** under SM Hypermarket
  - **221** under Savemore
  - **1,868** Specialty Stores
  - **2,092** under Alfamart
  - **90** under Waltermart
  - **1** under MindPro

### Property

**SM PRIME** 49.7%

Market cap: PHP 687.3bn (US\$ 12.0bn)<sup>(1)</sup>

- Leading integrated property developer
- **One of the largest listed real estate developers** on the PSE by market cap and net income<sup>(2)</sup>
- Property portfolio includes<sup>(3)</sup>:
  - **95** malls<sup>(4)</sup>
  - **67** primary and **25** secondary residential projects
  - **22** office towers
  - **10** hotels
  - **6** convention centers
  - **2** trade halls
  - **1** arena

### Banking

**BDO** 45.2%

Market cap: PHP 870.0bn (US\$ 15.2bn)<sup>(1)</sup>

- Full-service universal bank providing corporate and retail banking services
- **Largest Philippine bank** in terms of total assets, loans, deposits, and trust funds under management<sup>(3)</sup>
- Distribution network includes<sup>(3)</sup>:
  - **1,791** branches in the Philippines
  - **2** full-service foreign branches
  - **16** international offices
  - **5,815** ATMs

**Chinabank** 22.5%

Market cap: PHP 234.4bn (US\$ 4.1bn)<sup>(1)</sup>

- Leading private universal bank offering a full range of financial products and services
- Marked its return to the Philippine index on 3 Feb 2025
- **Fifth largest Philippine bank** in terms of total assets<sup>(3)</sup>
- Distribution network includes<sup>(3)</sup>:
  - **650** operating branches
  - **1,081** ATMs

### Portfolio Investments

- Investments in key sectors in the Philippines with high growth potential, including:

<b>Logistics</b>	2GO Group, Airspeed
<b>Geothermal And Renewable Energy</b>	Philippine Geothermal
<b>Bakeshops</b>	Goldilocks
<b>Leisure</b>	Belle Corp.
<b>Mining</b>	Atlas Mining
<b>Urban Dormitories</b>	MyTown
<b>Green Buildings</b>	NEO Group

- Targets include market leaders that offer synergies, attractive returns and cash flows

○ SMIC's effective ownership<sup>(3)</sup> (%)



Source: Company information  
 Note: USDPHP of 57.251 used for illustrative purposes; (1) As of 14 Mar 2025; (2) As of latest available data; (3) As of 31 Dec 2024; (4) Includes 87 malls in the Philippines and 8 malls in China



# 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

**PHP 140.4bn**

Revenues

**PHP 45.6bn**

Net Income

## Developments

- 22** Integrated Lifestyle Cities
- 87** Malls in the Philippines
- 8** Malls in China
- 92** Residential Projects
- 25** Leisure Homes
- 22** Office Towers
- 10** Hotels
- 6** Convention Centers
- 2** Trade Halls
- 1** Arena

# SMPH: largest integrated property developer in PH

## SM PRIME

Market cap: PHP 687.3bn (US\$12.0bn)<sup>(1)</sup>

### Malls

**100%**

**SM SUPERMALLS**

- Largest mall operator in the Philippines with a strategic footprint in China<sup>(2)</sup>

		
 Malls	87	8
 Total GFA	9.4m sqm	1.7m sqm
 Tenants	22,579	2,136
 Average Daily Footfall	3.8m	0.3m
 Land bank	358 ha	

### Residential

**100%**

**SMDC**  **COSTA DEL HAMILO INCORPORATED**

- Largest mid-segment developer in the Philippines (SMDC)
- Leading upscale leisure property developer (Highlands Prime and Costa del Hamilo)

-  186,269 units launched: primary residential
-  92 residential developments
-  1,364 ha land bank: primary residential
-  513 ha land bank: leisure homes

### Commercial

**100%**

 **SM OFFICES**

- Develops and leases office buildings and warehouses in key parts of the Philippines
- Current portfolio comprises<sup>(2)</sup>:
  -  22 office towers
  -  1.6m sqm Total GFA
  -  128 ha land bank for future office development

### Hotels & Convention Centers

**100%**

**SM HOTELS AND CONVENTIONS**

- Develops and operates hotels and convention centers across Philippines
- Hotel and convention center brands include<sup>(2)</sup>:
  -  
  -  
-  10 hotels (over 2,600 rooms)
-  6 convention centers and 2 trade halls (42k sqm leasable space)



Source: Company information  
 Note: USDPHP of 57.251 used for illustrative purposes; (1) As of 14 Mar 2025; (2) All data in this slide are as of 31 Dec 2024 except for market cap

# Leading Philippine conglomerate

Four of our largest companies – SMIC, SM Prime, BDO and Chinabank – comprise ~31% of the value of the Philippine Index<sup>(1)</sup>

Philippine conglomerates Market cap (US\$bn) <sup>(1)</sup>		Philippine retailers FY2024 revenue (US\$m) <sup>(2)</sup>		Philippine banks Total assets (US\$bn) <sup>(4)</sup>		Property developers Market cap (US\$bn) <sup>(1)</sup>	
<b>SMIC</b>	<b>17.2</b>	<b>SM Retail</b>	<b>7,277</b>	<b>BDO + Chinabank</b>	<b>114.4<sup>(5)</sup></b>	<b>SM Prime</b>	<b>12.0</b>
Ayala Corp	6.6	Puregold	3,434	Landbank	59.1	Ayala Land	5.7
SMC	3.5	RRHI	2,620	Metrobank	58.9	Robinsons Land	1.0
Aboitiz Equity	3.2			BPI	55.9	Megaworld	1.0
DMCI	2.6	<b>Store count (#)<sup>(2)</sup></b>		RCBC	24.9	Double Dragon	0.4
JG Summit	2.3	Robinsons <sup>(3)</sup>	4,568	Security Bank	22.5	Vistaland	0.3
LT Group	2.2	<b>SM Retail</b>	<b>4,470</b>	PNB	20.8	Filinvest	0.3
Alliance Global	1.0	Puregold	581	Unionbank	19.7		
				DBP	16.7		

Source: Company information

Note: USDPHP of 57.251 used for illustrative purposes; (1) As of 14 Mar 2025; (2) As of 31 Dec 2024; (3) Including TGP; (4) As of 31 Dec 2024, taken from consolidated statements of condition (SOC); (5) Includes USD81.5bn from BDO and USD32.9bn from Chinabank

# Our nationwide footprint

## Philippines

4,470 retail outlets  
87 malls  
2,441 bank branches

### Luzon (ex-NCR)

2,927 retail outlets  
47 malls  
869 bank branches

### Metro Manila (NCR)

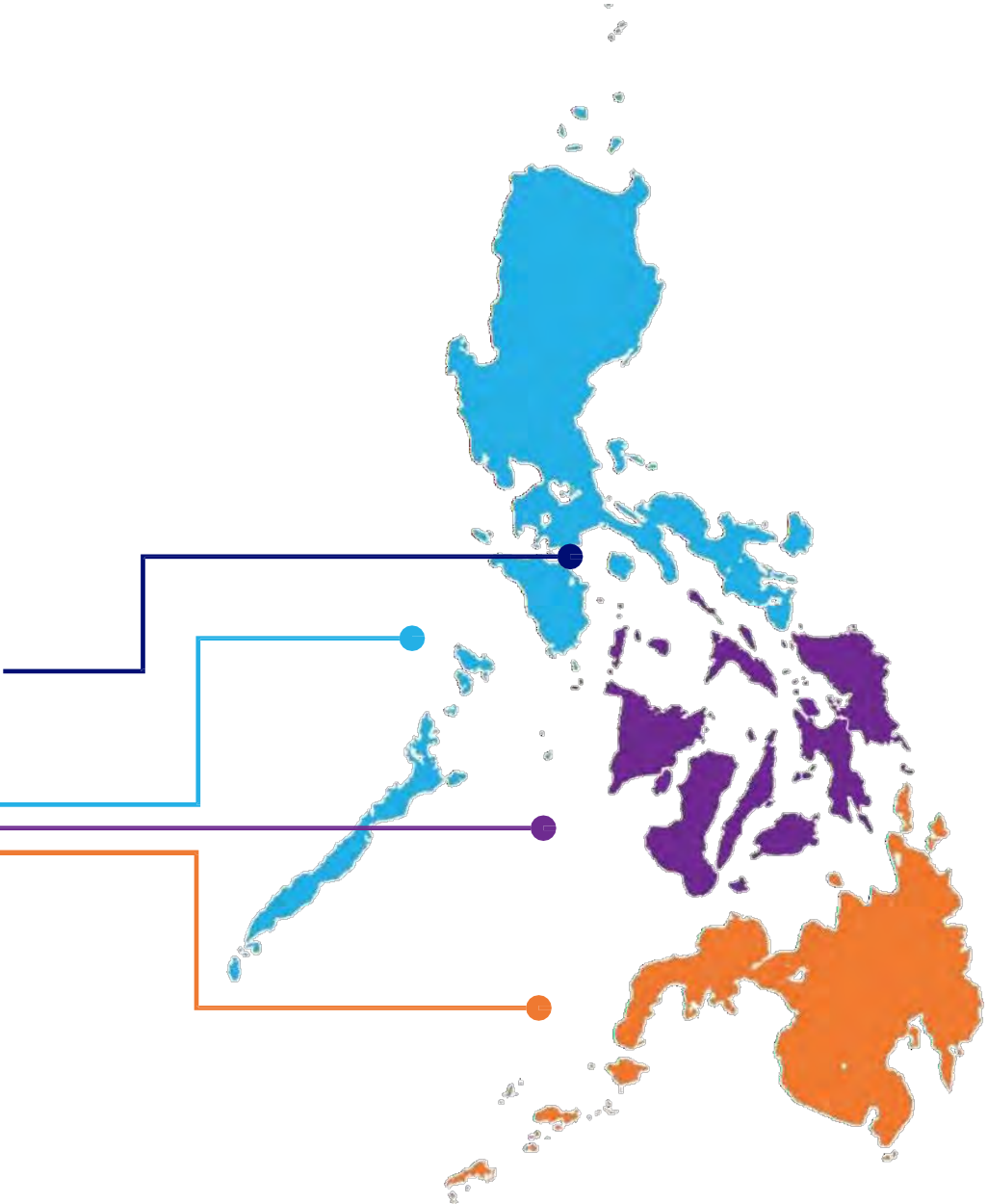
1,053 retail outlets  
25 malls  
967 bank branches

### Visayas

300 retail outlets  
8 malls  
316 bank branches

### Mindanao

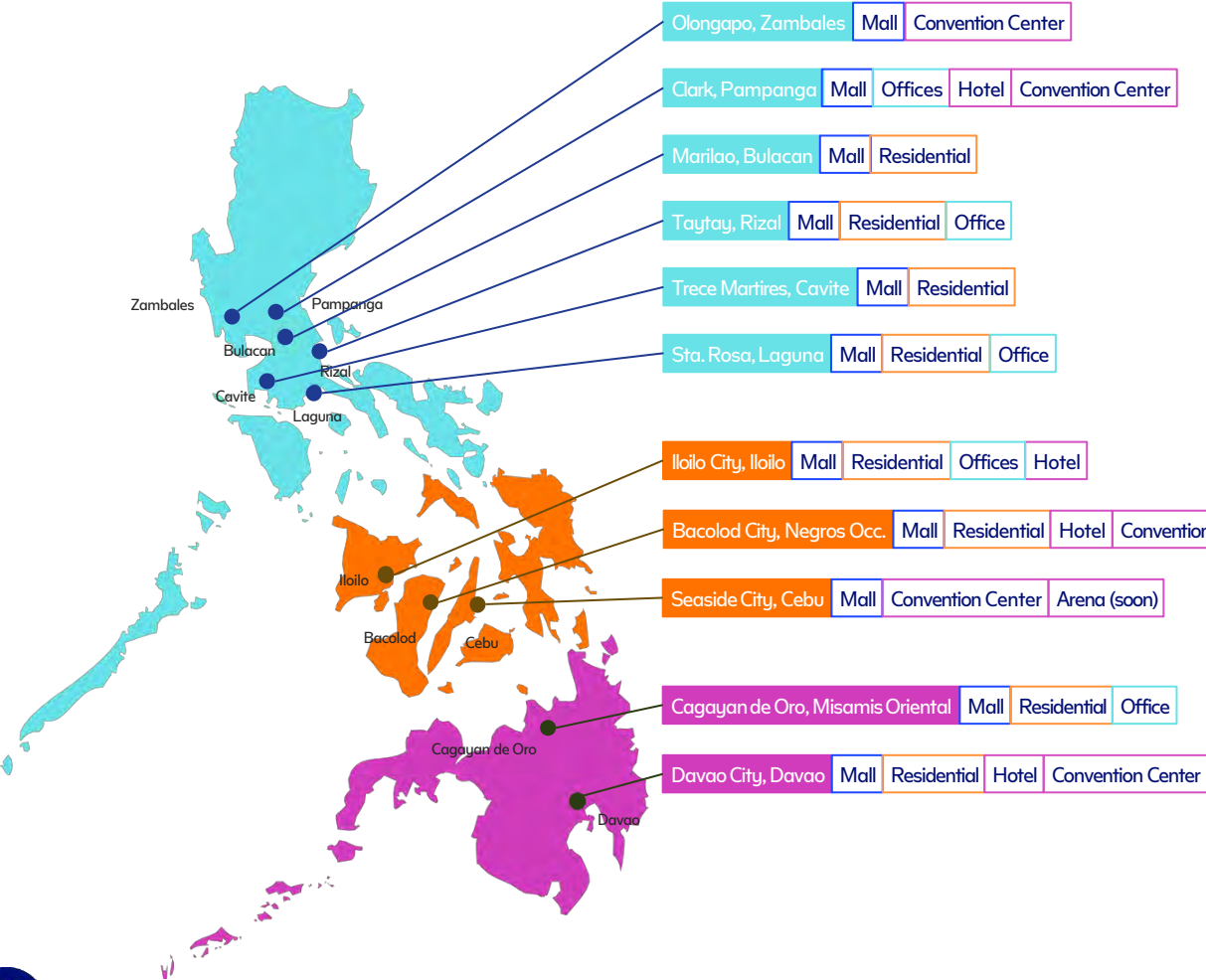
190 retail outlets  
7 malls  
289 bank branches



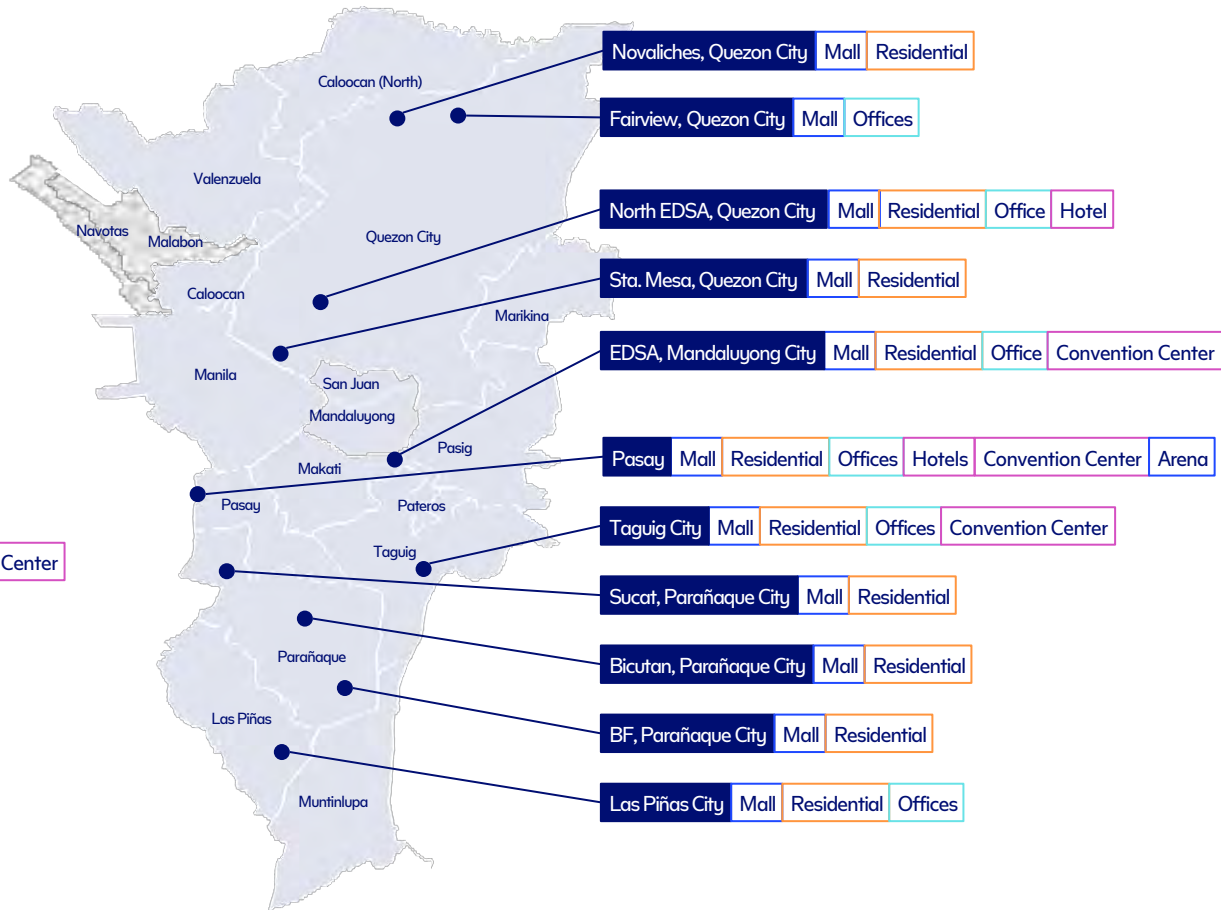
# SMPRIME integrated lifestyle cities

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

## Key Provincial Cities



## Metro Manila



Source: Company information  
Note: As of 31 Dec 2024

# Highly seasoned group leadership



- Appointed as Chairman of the Board in 2023
- Independent director of Converge ICT Solutions, Inc., and Pilipinas Shell Petroleum Corporation
- Previous Governor of the Bangko Sentral ng Pilipinas (BSP) and Chairman of the Monetary Board
- AB Economics at Ateneo de Manila University and Masters in Public Policy and Administration (Development Economics) at the University of Wisconsin-Madison



- Appointed as Chairman of the Board in 2014
- Vice Chairman of SMIC, Chairman and CEO of SM Development Corporation, Vice Chairman of the National Grid Corporation of the Philippines, and Chairman of the Board of Synergy Grid & Development Phils., Inc.
- Previous President and CEO of the National Grid Corporation of the Philippines
- Bachelor of Science Management at De La Salle University



- Appointed as President and CEO in 2017
- Chairman of the Board of Atlas Mining and President and CEO of 2GO Group, Inc.
- Career banker with over 20 years with JP Morgan Chase and predecessor institutions
- Bachelor of Science in Business Management at Ateneo de Manila University and Master of Business Administration at the Asian Institute of Management



- Appointed as President in 2016
- Also a member of SMPH's Executive Committee
- Worked for a multinational company and for SGV&Co.
- Bachelor of Science in Accounting at the University of the East and Management Development Program at the Asian Institute of Management

# Selected recent awards and recognitions

Consistent multi-awarded Governance, IR and Sustainability programs





Section  
**2**

# SMIC Key Highlights

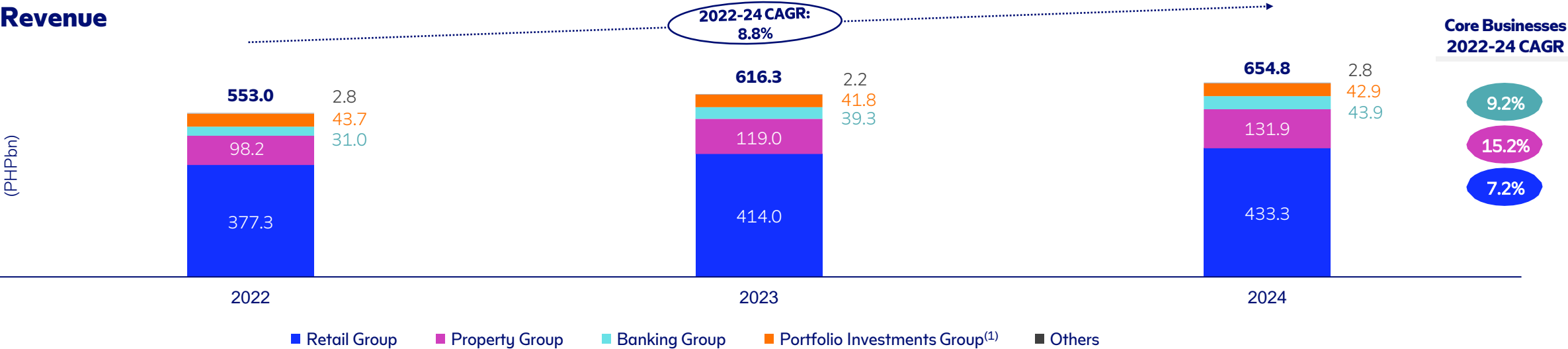
# SMIC's key credit highlights



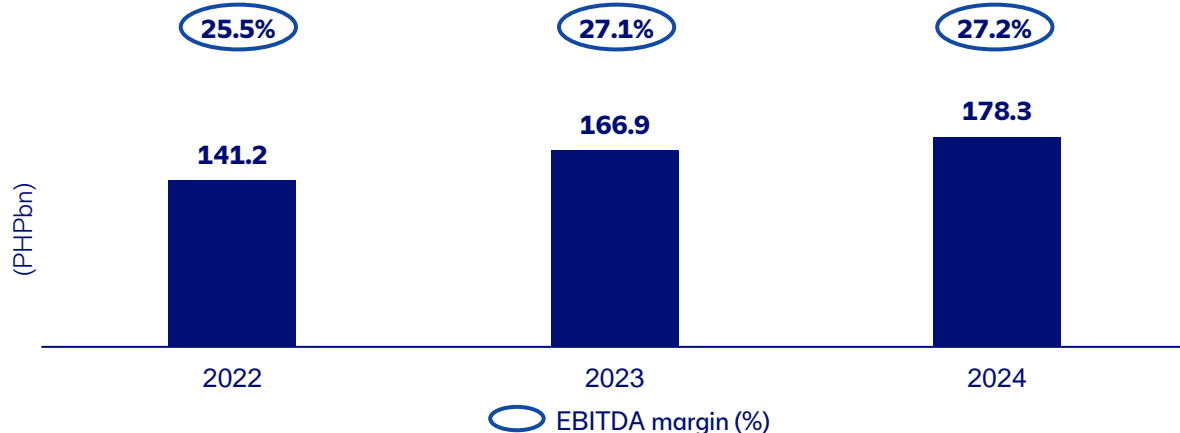
# SMIC: key financial highlights

Resilient topline and earnings growth underpinned by strong brand franchise and healthy consumer spending

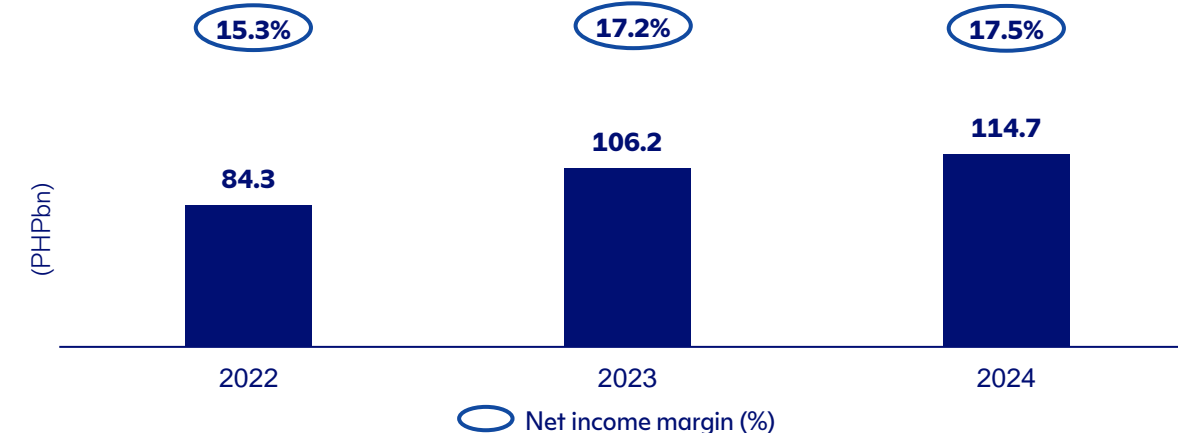
## Revenue



## EBITDA<sup>(2)</sup> and EBITDA margin<sup>(3)</sup>



## Net income and net income margin<sup>(4)</sup>



Source: Company information

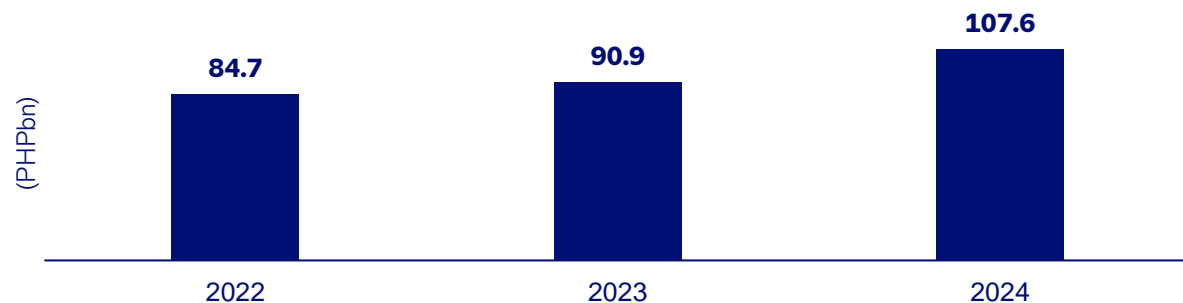
Note: FYE 31 Dec 2024; (1) Includes 2GO Group, Inc. (2GO), Philippine Geothermal Production Company, Inc., Neo subsidiaries and associates, Atlas Consolidated Mining and Development Corporation (Atlas), Belle Corporation (Belle), Goldilocks Bakeshop, Inc. and others; (2) EBITDA is calculated as the sum of income from operations (revenues less costs and expenses) and depreciation and amortization; (3) EBITDA margin is calculated as EBITDA divided by total revenue; (4) Net income margin is calculated as net income divided by total revenue



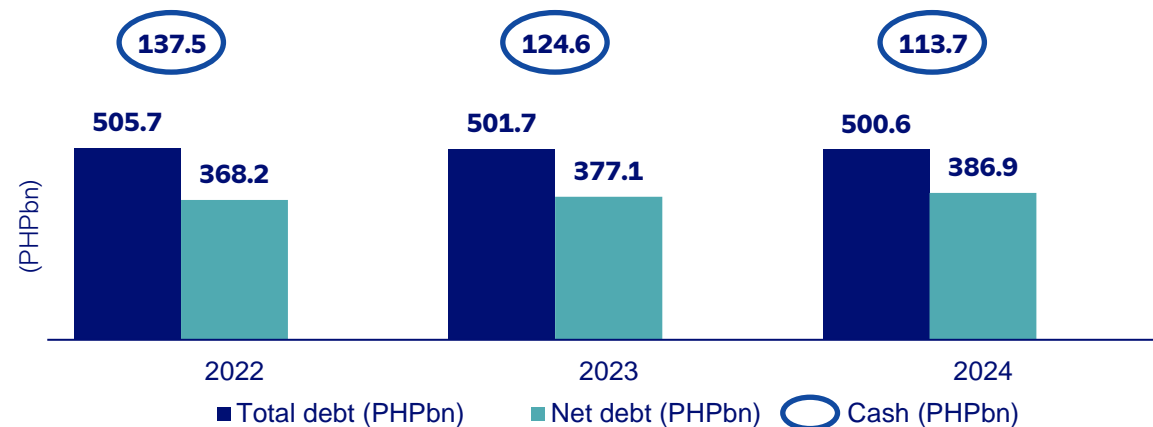
# SMIC: key financial highlights (cont'd)

Strong operating cash flows and prudent balance sheet supports capex and debt servicing requirements

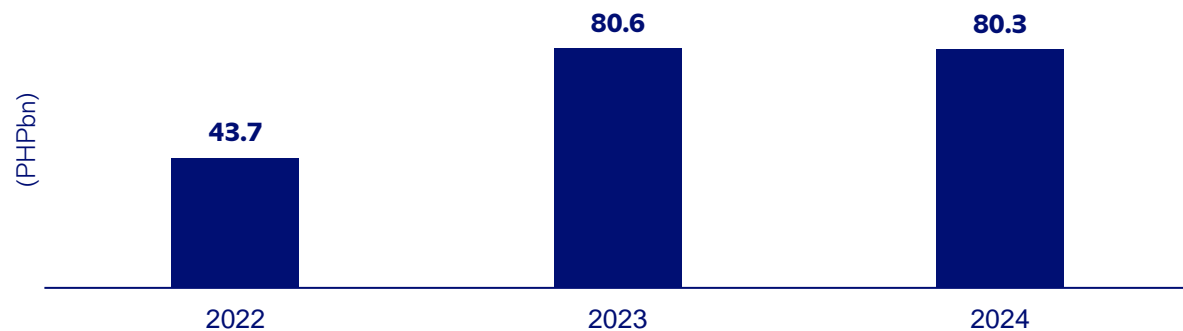
## Net cash provided by operating activities



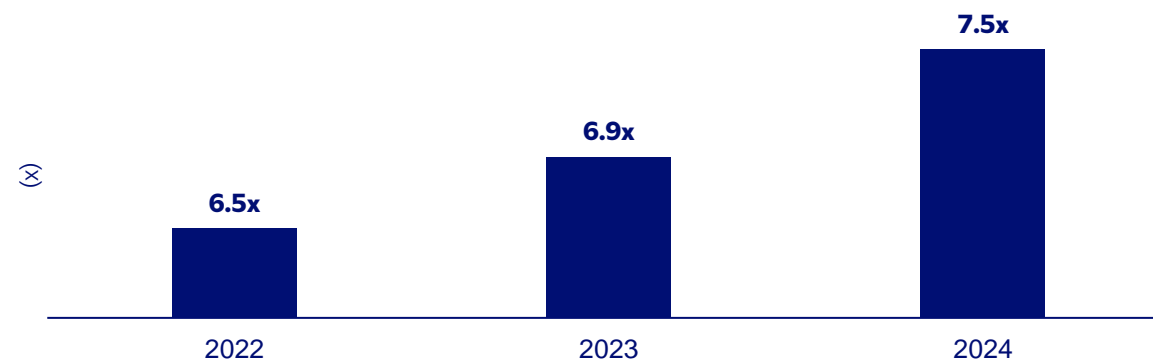
## Total debt, net debt, and cash<sup>(1)</sup>



## Capital expenditure<sup>(2)</sup>



## Interest coverage ratio<sup>(3)</sup>



Source: Company information

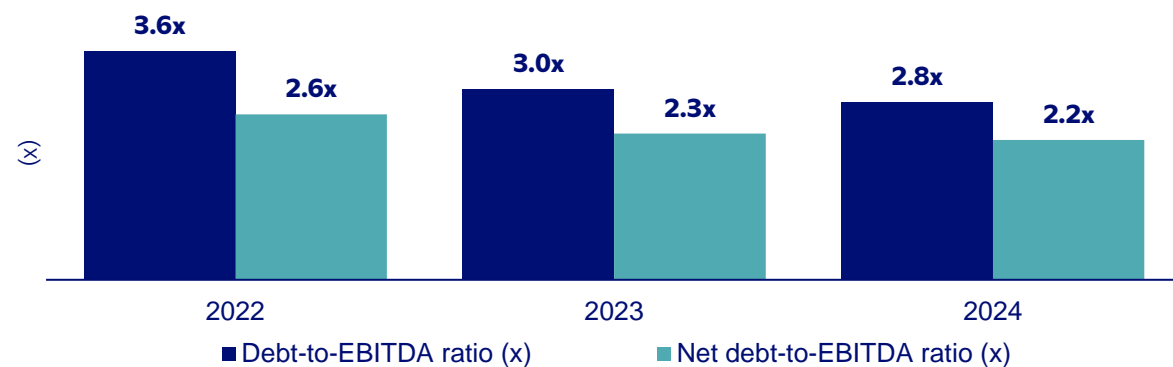
Note: FYE 31 Dec 2024; (1) Total debt reflects total interest-bearing debt and is calculated as bank loans and long-term debt (current and noncurrent portions), cash is cash and cash equivalents excluding cash on hand and includes time deposits, and net debt is calculated as total debt less cash; (2) Capital expenditure is calculated as additions to investment properties and additions to property and equipment; (3) Interest coverage ratio is calculated as EBITDA divided by interest expense



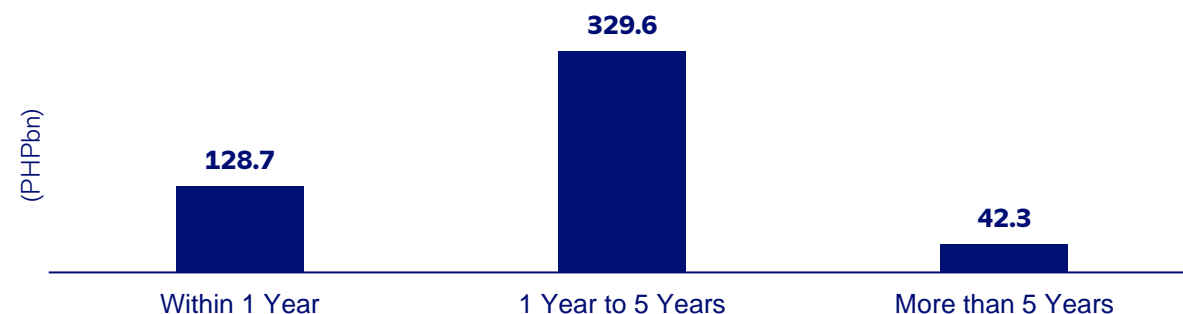
# SMIC: key credit metrics

Robust credit metrics, with leverage ratios on downward trend

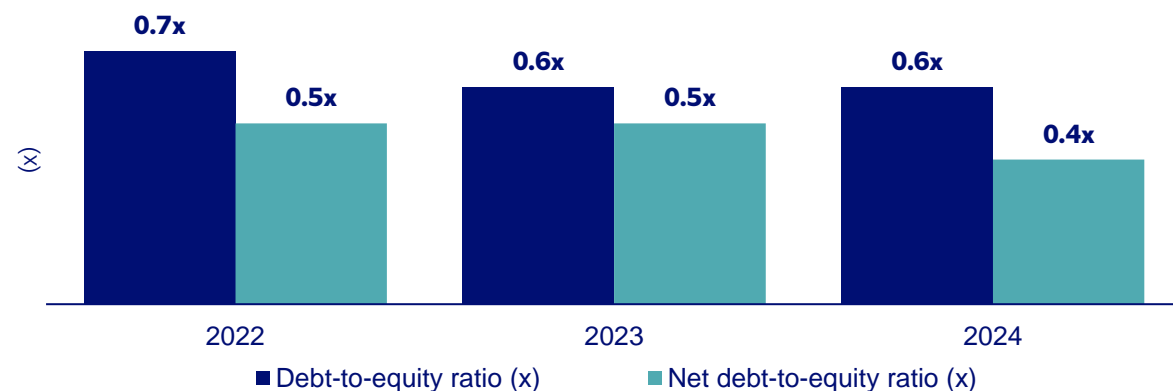
## Debt-to-EBITDA ratio and net debt-to-EBITDA ratio<sup>(1)</sup>



## SMIC debt maturity profile (as of 31 December 2024)



## Debt-to-equity ratio and net debt-to-equity ratio<sup>(2)</sup>



## SMIC parent debt metrics (as of 31 December 2024)

SMIC parent debt	Amount
Peso-foreign currency mix	57.1:42.9
Average cost of debt	5.25%
Average debt tenure	4.56 years

Bonds guaranteed <sup>(3)</sup>	Amount	Currency	Due date	Coupon rate
July 24, 2024	500mn	USD	July 2029	5.375%
February 18, 2022	15bn	PHP	Feb 2025 / Feb 2027	3.5915% / 4.7713%

Source: Company information

Note: FYE 31 Dec 2024; Total debt reflects total interest-bearing debt and is calculated as bank loans and long-term debt (current and noncurrent portions); (1) Debt-to-EBITDA ratio is computed by dividing total debt by EBITDA and net debt-to-EBITDA ratio is computed by dividing net debt by EBITDA; (2) Debt-to-equity ratio is computed by dividing total debt by total equity and net debt-to-equity ratio is computed by dividing net debt by total equity; (3) SMIC is a guarantor to USD500mn bonds maturing in Jul 2029 issued by its 100% owned subsidiary SMIC SG Holdings





Section  
**3**

# **SMPH** Key Highlights

# SMPH's key credit highlights



**Strong earnings growth underpinned by stable cashflows from the largest mall portfolio with 95% overall occupancy<sup>(1)</sup>**

**Largest mall operator / developer and leading residential developer in the Philippines**



**Integrated real estate platform with proven track record across segments**



**Experienced management team with strong corporate governance practices**



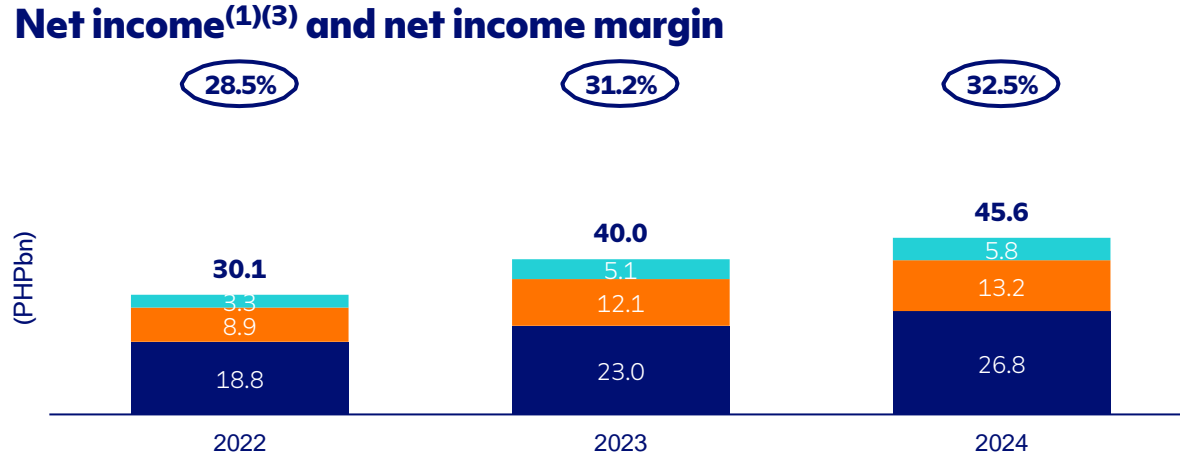
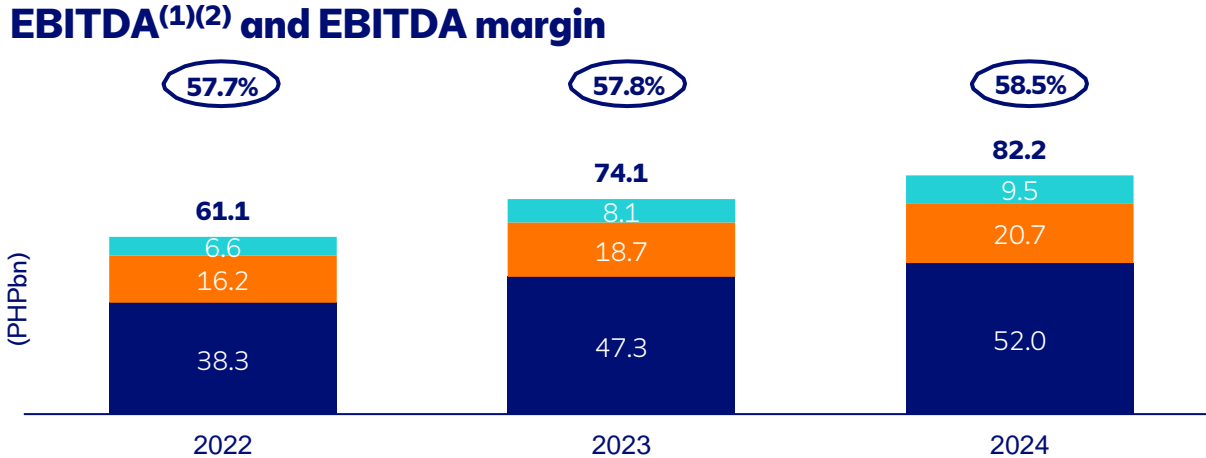
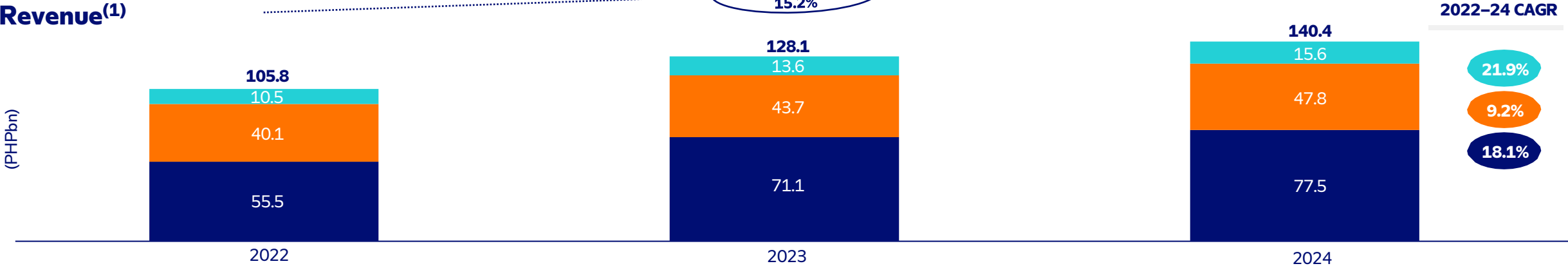
**High-value projects with significant developments underway, including Pasay reclamation and multiple integrated property projects**



Note: (1) Refers to Philippine malls only

# SMPH: key financial highlights

Strong revenue and earnings growth as the Philippines' largest mall operator/developer and leading residential developer



■ Malls ■ Residential ■ Commercial, hotels & convention centers ○ Margin (%)

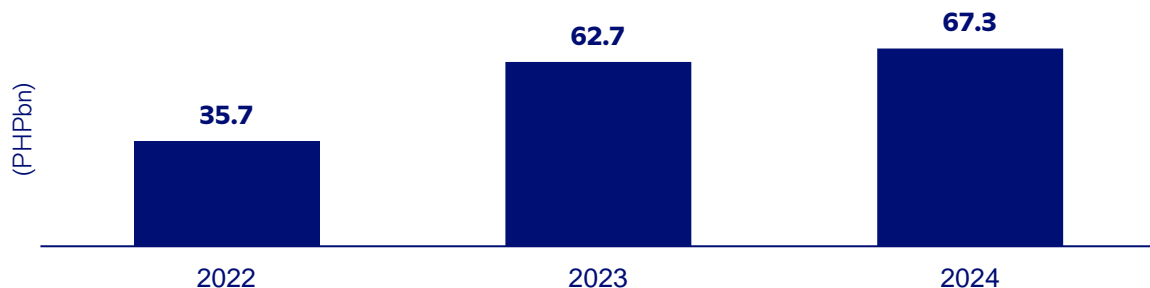


Source: Company information  
 Note: FYE 31 Dec 2024; (1) Total may differ from sum of individual segments due to eliminations; (2) Calculated as income from operations - net income attributable to non-controlling interest + depreciation and amortization; (3) Pertains to net income attributable to equity holders of the parent

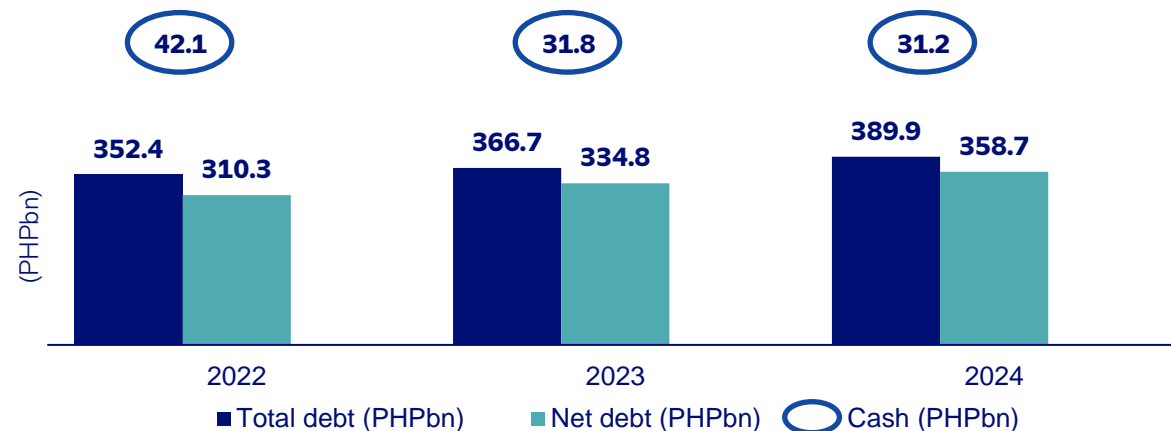
# SMPH: key financial highlights (cont'd)

High visibility of cash flows supports capex requirements for sustained growth

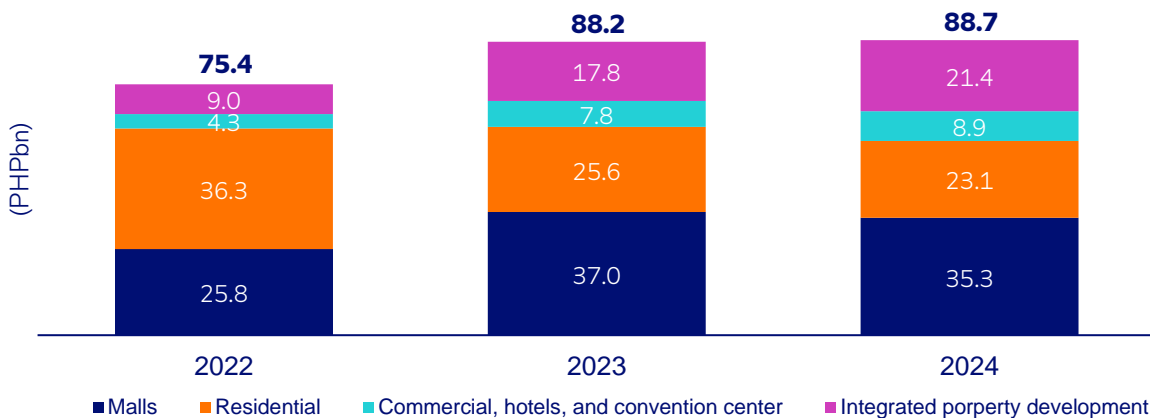
## Operating cash flow



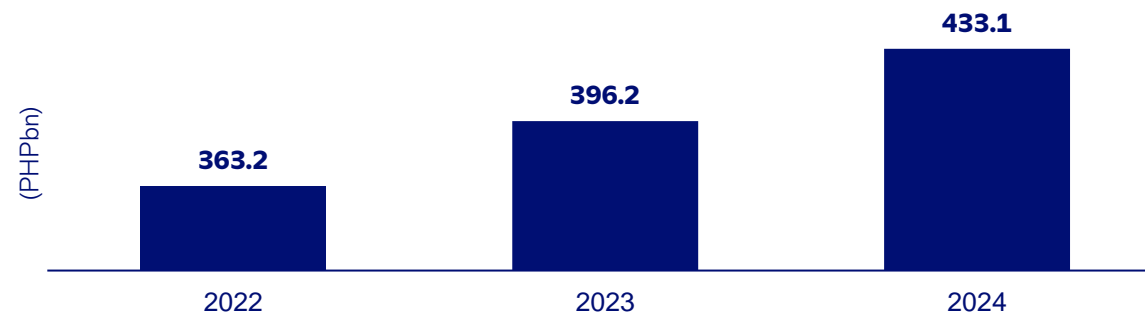
## Total debt, net debt, and cash<sup>(1)</sup>



## Capital expenditure<sup>(2)</sup>



## Total equity attributable to equity holders of the Parent



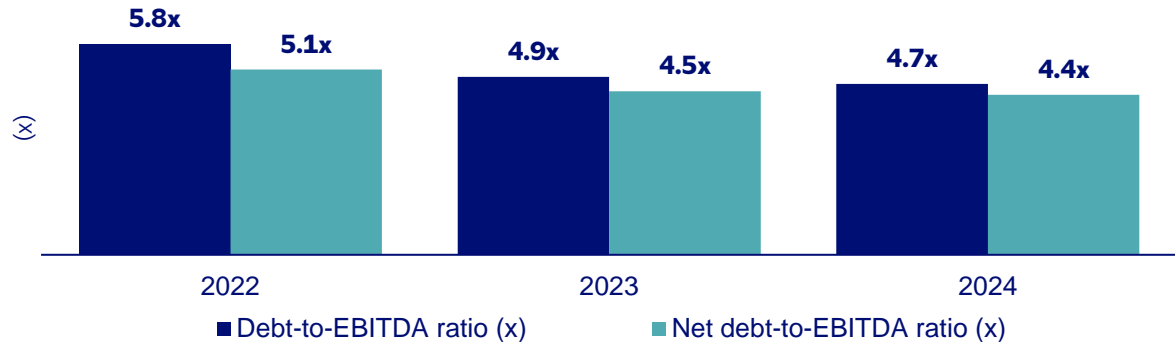
Source: Company information

Note: FYE 31 Dec 2024; (1) Total debt reflects total interest-bearing debt and is calculated as loans payable + long-term debt and net debt is calculated as total debt - cash and cash equivalents; (2) Total may differ from sum of individual segments due to eliminations

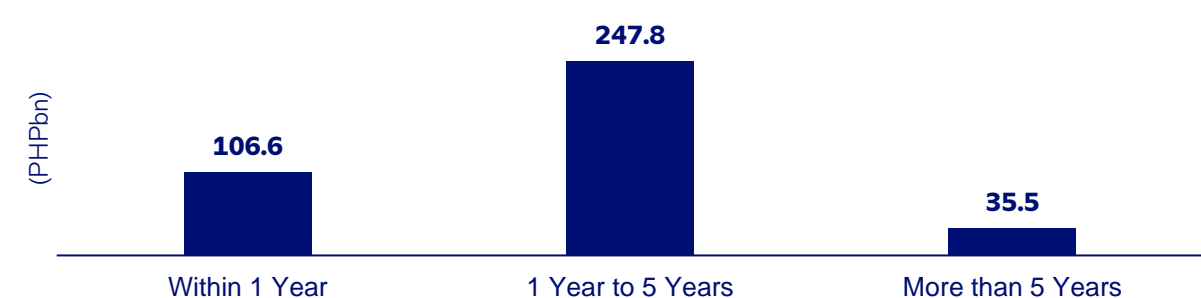
# SMPH: key credit metrics

Continues to maintain a conservative balance sheet with leverage ratio consistently below 1.0x net debt/equity

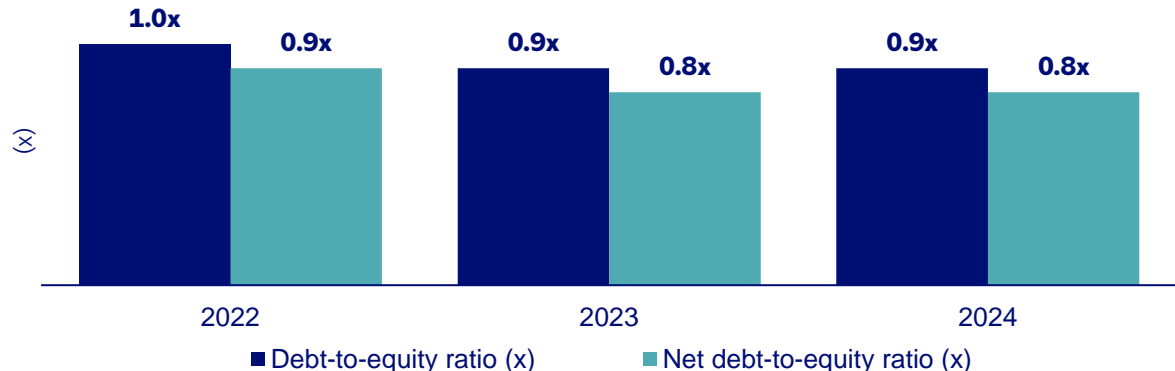
**Total debt / EBITDA and net debt / EBITDA**



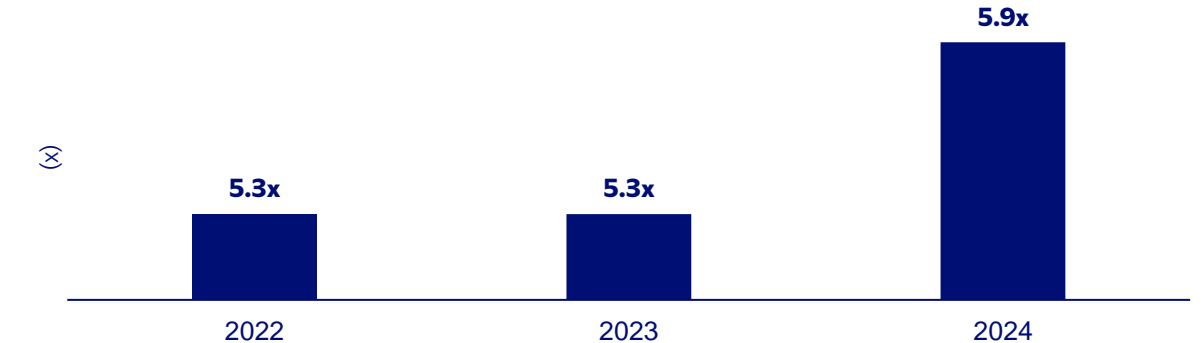
**SMPH debt maturity profile (as of 31 December 2024)**



**Debt-to-equity ratio and net debt-to-equity ratio<sup>(1)</sup>**



**Interest coverage ratio<sup>(2)</sup>**



Source: Company information  
 Note: FYE 31 Dec 2024; (1) Calculated as total debt / total equity attributable to equity holders of the parent and net debt / total equity attributable to equity holders of the parent, respectively; (2) Calculated as EBITDA / interest expense

# Q&A





# Additional information on **SMIC**

# Diversified, integrated, and synergistic platform

As a conglomerate with market leading consumer-centric businesses, strong brand franchise, and extensive group synergies, we are a strong proxy for long-term growth in the Philippines

## SM RETAIL



We **create modern retailing** to address the needs of millions of Filipinos

## SM PRIME



We **develop integrated properties** centered on our malls as community centers

## BDO CHINABANK

We **deliver a full range of banking services** to corporates, SMEs, and individuals, enabling growth and financial inclusion



We build our ecosystem by developing synergies across our businesses

Nationwide Expansion

Responsible Development

Financial Prudence

Good Governance



We **invest in new and related sectors** that help capture high growth opportunities



# Established and reputable brand

Our distinctive logo and popular consumer brand are a fixture in the Philippines

## The SM brand is widely recognized by the industry ...



... and championed by various programs



SM FOUNDATION 







SM's **social outreach arm**, focused on social inclusion by **nurturing and caring for underserved communities where SM is present**

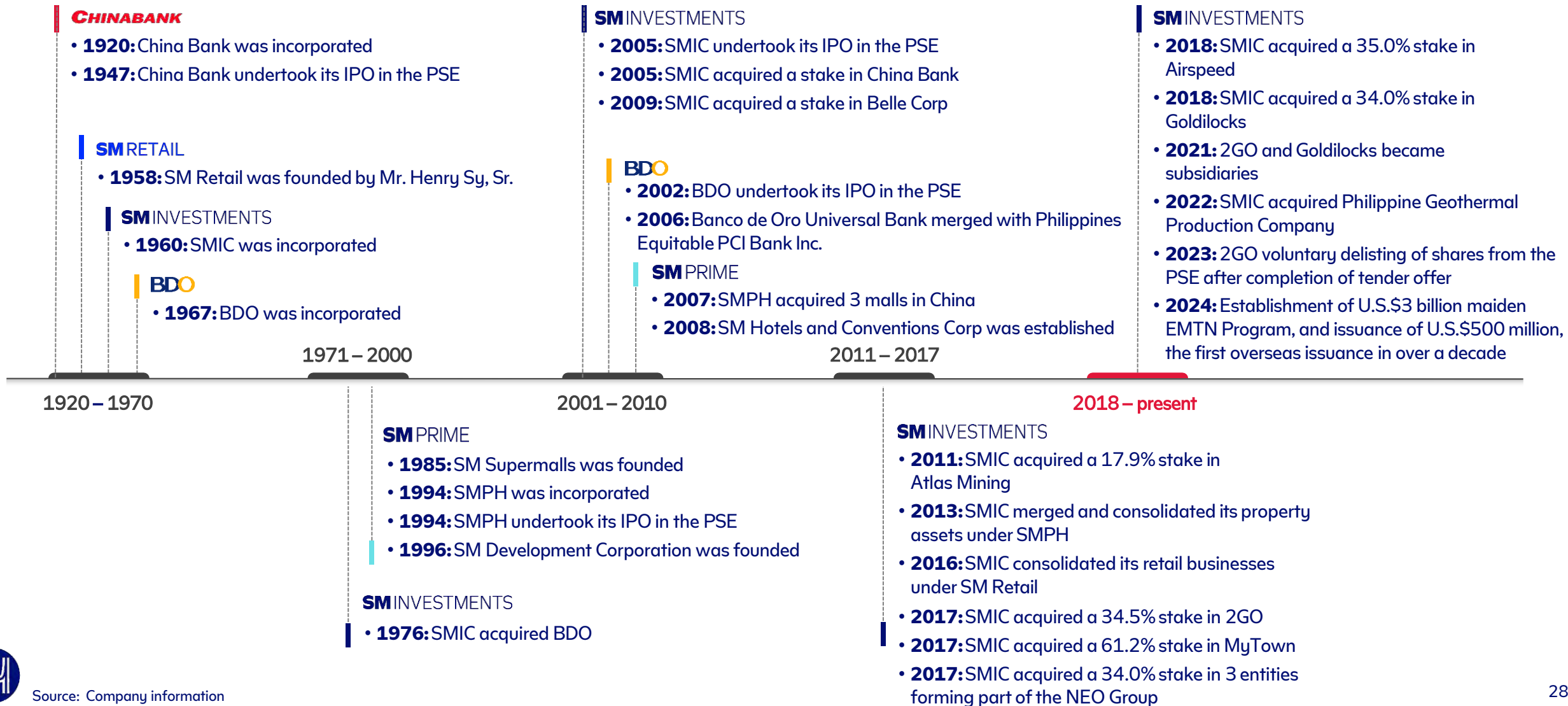
SM's **corporate social responsibility arm** partnering with advocates, communities, and organizations to **advance the best interests of SM's advocacies**

SM's **loyalty card**, with **over 10 million active users<sup>(1)</sup>**, allowing customers to shop with points, get discounts, and enjoy freebies with brands that fit their lifestyles



# Track record of continued expansion

**Our vision:** to build an ecosystem of sustainable businesses that are catalysts for responsible development in the communities we serve



# ESG initiatives and credentials



**NEO**  
Net Zero



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

Leading in financing **63** renewable energy projects

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

ALTERNERGY PILILLA WIND FARM  
April 1, 2019 | [bongbong@bdo.com](mailto:bongbong@bdo.com)





Appendix

**B**

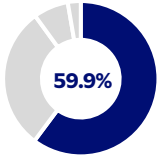
# Additional information on **SMPH**

# SMPH: business segment overview

## SMPH business segments by FY2024 operating income contribution (%)



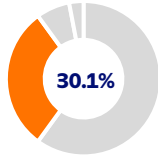
### Malls



FY2024 revenue	PHP77.5bn
FY2024 operating income	PHP40.7bn
Gross floor area	11.1m sqm
Malls	87 in PH and 8 in CH



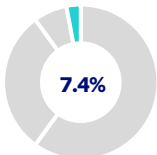
### Residential



FY2024 revenue	PHP47.8bn
FY2024 operating income	PHP20.5bn
Reservation sales	PHP55.4bn
Launches to date	PHP723bn / 186,269 units



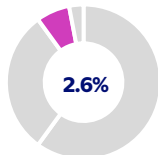
### Offices



FY2024 revenue	PHP7.8bn
FY2024 operating income	PHP5.0bn
Gross floor area	1.6m sqm
Office buildings	22



### Hotels & Convention Centers



FY2024 revenue	PHP7.8bn
FY2024 operating income	PHP1.8bn
Hotels / rooms	10 / 2,600 rooms
Convention centers	8 (including 2 trade halls)



Source: Company information  
 Note: All data are as of 31 Dec 2024

# SMPH: Net-Zero ambition action plan

## Before 2021

- Significantly reduced water use and waste
- Established solar-powered malls and began energy efficiency programs
- Played a pivotal role in establishing and growing ARISE-Philippines, the local network of ARISE Global, the Private Sector for Disaster Resilient Societies

## 2021 – 2022

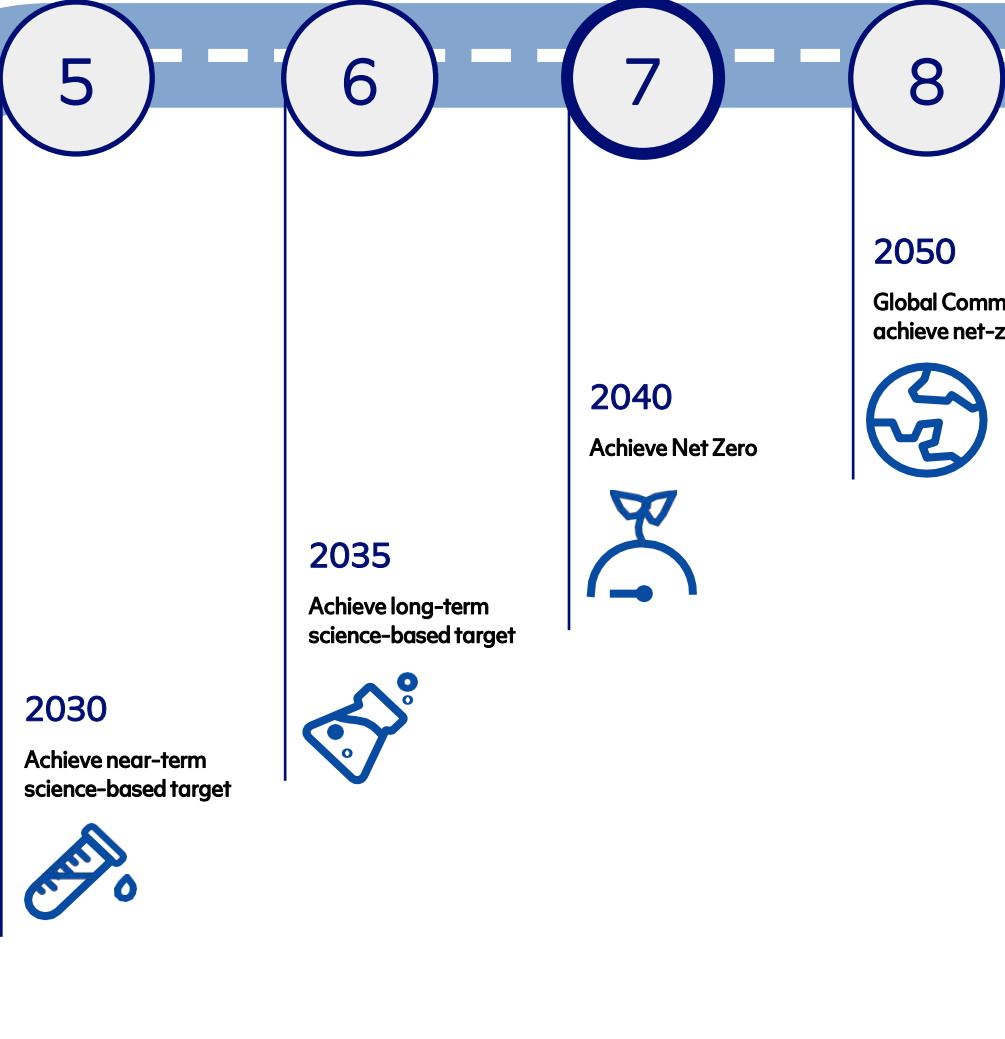
- Joined the ranks of over 2,500 companies globally in affirming our commitment to the Task Force on Climate-related Financial Disclosures (TCFD) goals and taking a major commitment towards decarbonization with our 50% renewable energy sourcing
- Engaged WWF-Philippines through the Corporates for a Better Planet Initiative (CBPI).
- Aligned with the SM Group of Companies' climate position statement, putting equal importance on climate mitigation and adaptation

## 2023

- Published the SM Prime Group-wide Sustainability Policy
- Developed SM Prime's near-term science-based target and verified the existing GHG inventory
- Conducted a climate scenario analysis in line with the TCFD recommendations

## 2024

- Monitor and evaluate all science-based targets and decarbonization strategies





Appendix  
**C**

# Other business segments





Appendix C

**1**

**Retail**



# SMRETAIL business overview

Leading retailer in Philippines with a nationwide portfolio

 **77.3%**  
effective interest held<sup>(1)</sup>

 **PHP434.5bn**  
FY2024 revenue

 **PHP20.9bn**  
FY2024 net income

 **4,470**  
stores<sup>(1),(2)</sup> across Philippines

 **3,490**  
gross selling area<sup>(1)</sup> ('000s sqm)

## SM RETAIL

### Food Group

- **Wide range** of retail formats
- Ranges from stand-alone **hypermarkets** and large **supermarkets** in malls, to **mid-sized stores** in neighborhoods and **small local minimarts**
- Product offering ranges from **27k to 36k SKUs** in **SM Supermarket, SM Hypermarket, & Savemore**, and up to **5k SKUs** in Alfamart<sup>(1)</sup>

### Specialty Retail

- **Leading** local category specialist
- **Diverse array** of leading brands to capture growth in **various categories** of discretionary spending
- Aspirational but affordable **foreign brands**
- **High margin, high growth**
- Key tenants in malls, selective expansion outside malls

### THE STORE

- The **largest department store chain** in the Philippines
- **76 stores** across Philippines<sup>(1)</sup>
- **Wide range** of merchandise and price points to target all customer segments
- Leverages the mall footprint of SMPH for **choice locations**



Source: Company information  
Note: (1) As of 31 Dec 2024; (2) Includes brand affiliates

# SMRETAIL business highlights



## Market leader in Philippine retailing

- Largest footprint with 3.5mn sqm Gross Selling Area<sup>(1)</sup>
- Leading grocer with multiple formats to address the market
- Growing outside Metro Manila where over 80% of new stores are being opened<sup>(1)</sup>



## 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 10mn<sup>(2)</sup> with 60% active
  - Members have 3x higher spend vs non-members



## 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<sup>(3)</sup>
- Areas outside National Capital Region growing faster due to Government-led inclusive growth programs, like the Philippine Development Plan (2023-2028)

SM RETAIL



Source: Company information

Note: (1) As of 31 Dec 2024; (2) As of latest available data; (3) Per management estimate

# SMRETAIL consolidated financials

## SMRETAIL

Financial Highlights	FY 2024	FY 2023	Chg
Revenue	434.5	412.9	5%
SSSG	1.5%	6.3%	-
EBIT Margin	7.2%	7.5%	-
Net Income	20.9	19.9	5%
Profile	FY 2024	FY 2023	Chg
Store Count	4,470	3,853	16%
Selling Area	3.49	3.36	4%

- Store expansion and volume growth drove Food revenues higher by 8%
- SM Store margins normalized, remain higher than pre-pandemic
- Specialty store growth strong in Health & Beauty and Fashion, recovery by Kids and Home
- Over 80% of store openings outside Metro Manila



Source: Company information

Note: FYE 31 Dec 2024. Figures in PHP bn except percentages, Gross Selling Area in mn sqm.



# Banking

# BDO Unibank business overview

Leading Philippine bank offering a complete array of financial products and services

## Business overview

- Founded in 1976, BDO Unibank is a full-service universal bank which provides a wide range of corporate and consumer banking services
- Listed on Philippine Stock Exchange with a market capitalization of US\$15.2bn as of 14 March 2025
- Operates branches across Philippines, Hong Kong & Singapore and manages 14 international offices in Asia, Europe, North America and the Middle East
- Ranked as the largest bank in terms of total assets, loans, deposits, and trust funds under management as of December 2024 among other listed banking peers in Philippines

## Geographical coverage in the Philippines<sup>(1)</sup>



## Key metrics<sup>(1)</sup>



**1,791**  
branches in Philippines



**2**  
foreign branches



**5,815**  
ATMs



**45.2%**  
effective interest<sup>(2)</sup>



**PHP186.6bn**  
net interest income

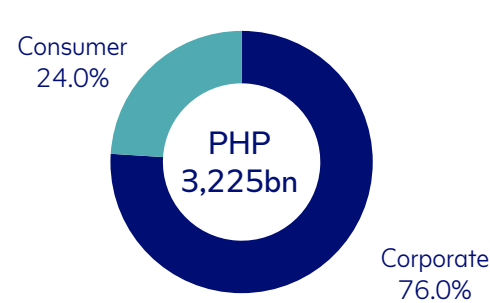


**PHP77.7bn**  
other income



**PHP82.0bn**  
net income

## Loan portfolio (2024)



## Products overview

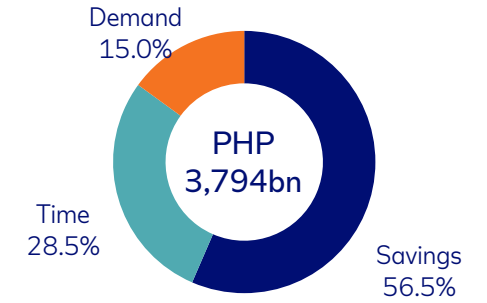
### Consumer banking

- **Accounts** – savings, current, time deposit, FOREX
- **Cards** – credit, debit, BDO pay, reward
- **Digital** – BDO online, BDO pay
- **Loans** – home, auto, SME, personal loan
- **Insurance** – non-life insurance, life insurance
- **Investments** – funds, managed portfolio, stocks
- **Remittance** – Kabayan (services, loans, investments, insurance)
- **Assets for sale** – real estate, vehicles, club shares

### Corporate banking

- **Financing** – loans, leasing, capital markets
- **Business services** – cash management, trade facilities, payment solutions, institutional trust management
- **Investments** – managed portfolio
- **International banking** – China desk, Europe & North America desks, Japan desk, Korea desk
- **Corporate insurance** – BDO insure business, BDO life group insurance
- **Corporate cards** – American express corporate card, Master corporate card, Visa corporate card, Diners club corporate card

## Deposit breakdown (2024)



# Chinabank business overview

A trusted private universal bank delivering above-industry growth<sup>(1)</sup> consistently

## Business overview

- Founded in 1920, China Banking Corporation (China Bank) is a private universal bank providing range of banking products & services to institutions and individuals
- Acquired by SM Group in 2005
- Listed on Philippine Stock Exchange with a market capitalization of US\$4.1bn as of 14 March 2025
- Operates branches across Philippines along with self-service and digital banking channels available 24/7
- Ranked among top 10<sup>(2)</sup> in terms of total assets, loans, deposits, and trust funds under management among other listed banking peers in Philippines

## Geographical coverage in the Philippines<sup>(2)</sup>



## Key metrics<sup>(2)</sup>



**650**  
branches in Philippines



**1,081**  
ATMs



**22.5%**  
effective interest<sup>(3)</sup>



**PHP63.5bn**  
net interest income

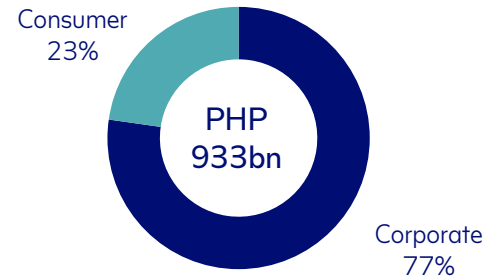


**PHP2.0bn**  
other income



**PHP24.8bn**  
net income

## Loan portfolio (2024)



## Products overview

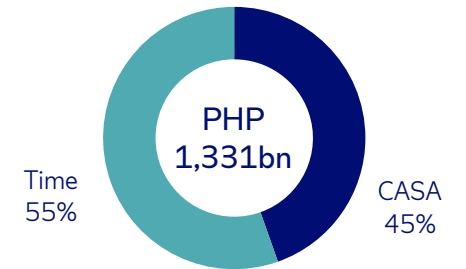
### Consumer banking

- **Save** – savings, checking account, term deposits, remittance accounts, foreign currency savings accounts, foreign currency term deposits
- **Cards** – range of Mastercard
- **Borrow** – home loan, car loan, salary loan
- **Invest** – trust banking, treasury, trust banking, China Bank securities
- **Protect** – life & health insurance, non-life insurance
- **Channels** – online account opening, internet banking, mobile banking, phone banking

### Corporate banking

- **Cash management** – receivables & liquidity management and POS solutions, among others
- **Loans** – corporate, commercial, trade
- **Investments** – trust, treasury
- **International banking** – remittance services
- **Investment banking** – fund raising solutions, capital advisory
- **Branch banking** – government payments, SSS pension credit, night depository
- **Stock brokerage** – Peso & Dollar securities, REIT
- **Insurance** – through Chinabank Insurance Brokers Inc and Manulife China Bank Life Insurance

## Deposit breakdown (2024)



Source: Company information

Note: USDPHP of 57.251 used for illustrative purposes; As of latest available information; (1) In terms of loan growth; (2) As of 31 Dec 2024; (3) Refers to effective shareholding owned by SMIC in Chinabank

# Banking financials



Financial Highlights	FY 2024	FY 2023	Chg
Net Income	82.0	73.4	12%
Net Interest Inc.	186.6	172.4	8%
Non-Interest Inc.	77.7	71.7	8%
Gross Cust. Loans	3,225.2	2,848.8	13%
Deposits	3,794.0	3,567.6	6%
NIM	4.4%	4.4%	-
NPL Ratio	1.83%	1.85%	-
CET 1	14.1%	13.8%	-
CAR	15.2%	14.9%	-



Financial Highlights	FY 2024	FY 2023	Chg
Net Income	24.8	22.0	13%
Net Interest Inc.	63.5	53.5	19%
Non-Interest Inc.	2.0	0.6	246%
Gross Cust. Loans	933.1	791.0	18%
Deposits	1,331.1	1,186.7	12%
NIM	4.5%	4.2%	-
NPL Ratio	1.6%	2.4%	-
CET 1	15.3%	15.3%	-
CAR	16.2%	16.1%	-



Source: Company information  
Note: Figures in PHP B except percentages



Appendix C

3

# Portfolio Investments



# Portfolio Investments overview



100%

- Operates steam fields to supply third-party owned geothermal power plants, with exclusive rights to explore, develop, and utilize other geothermal resources in the Philippines
- Total contract area of **9,410 ha**, with enough geothermal steam to produce **c.300 MW**
- Stake acquired by SMIC in **2022**



95.0%<sup>(1)</sup>

- Features a portfolio of 7 commercial office buildings green certified under the BERDE green building rating system
- 96%** occupancy and total GFA of **256,707 sqm**
- Initial stake acquired in **2017**



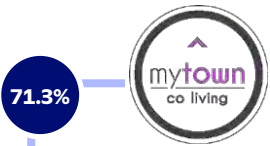
64.1%

- Largest bakeshop chain in the Philippines
- 11** manufacturing facilities and **968** stores
- Initial stake acquired by SMIC in **2018**



34.1%

- One of the largest copper concentrate producers in the Philippines
- 19 years** mine life and **346m tonnes** of proven and probable reserves
- Initial stake acquired in **2011**



71.3%

- Dormitory developer and operator specializing in the development of rental housing communities
- 16** buildings in operation and **2** buildings under development
- Initial stake acquired in **2017**



67.2%

- Shipping and logistics provider that with businesses in shipping, freight forwarding, warehousing and express delivery services
- 19** major ports of calls, **9** ROPAX vessels for freight and travel, **1** freighter vessel, and over **15,000** TEU containers
- Initial stake acquired in **2017**



51.0%

- End-to-end logistics solutions and express courier company that provides freight solutions management via air, sea, and land
- Over **200** dedicated vehicles and presence in over **90** countries
- Initial stake acquired in **2018**



26.6%







- One of the leading developers of sustainable resort destinations and leisure properties in the Philippines
- 2** premium destinations: City of Dreams Manila and Tagaytay Highlands
- Initial stake acquired in **2009**



Source: Company information

Note: All data as of 31 Dec 2024; (1) SMIC effectively owns 95.0% of the first five buildings, and 34% in the remaining two buildings in the NEO portfolio

# Portfolio Investments financials

(In PHP bn)	 PHILIPPINE GEOTHERMAL	 NEO	 goldilocks	 2GO	 ATLAS	 BELLE CORPORATION
<b>Revenue</b>	5.7	4.8	14.0	18.0	18.8	5.8
<b>EBITDA <sup>(1)</sup></b>	3.8	3.5	1.5	2.8	5.3	4.1
<b>EBITDA margin</b>	67%	74%	11%	15%	28%	70%
<b>Net Income</b>	2.9	2.3	0.8	0.8	-0.2	2.3



Source: Company information

Note: As of FYE 31 Dec 2024. Figures in PHP bn except percentages. (1) EBITDA calculated as revenue less costs and expenses plus depreciation and amortization

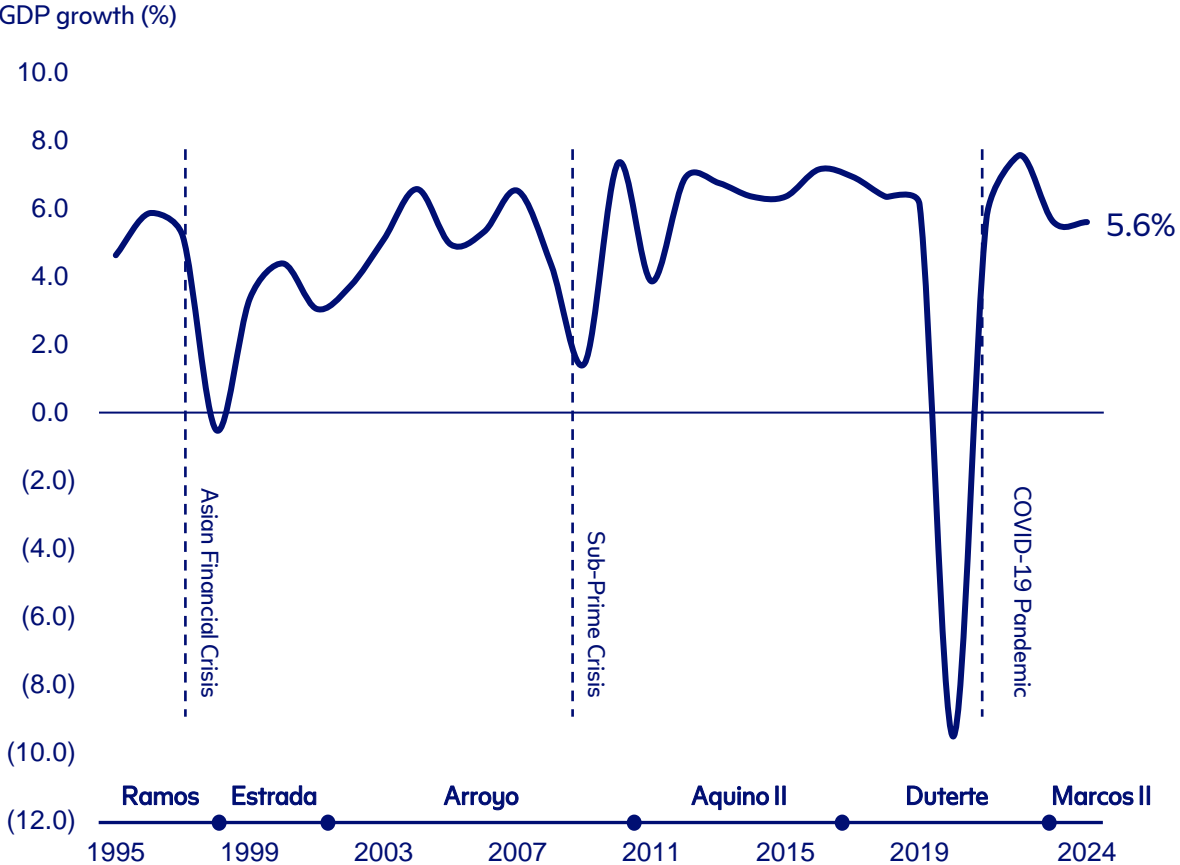


# **Philippine macroeconomic overview**

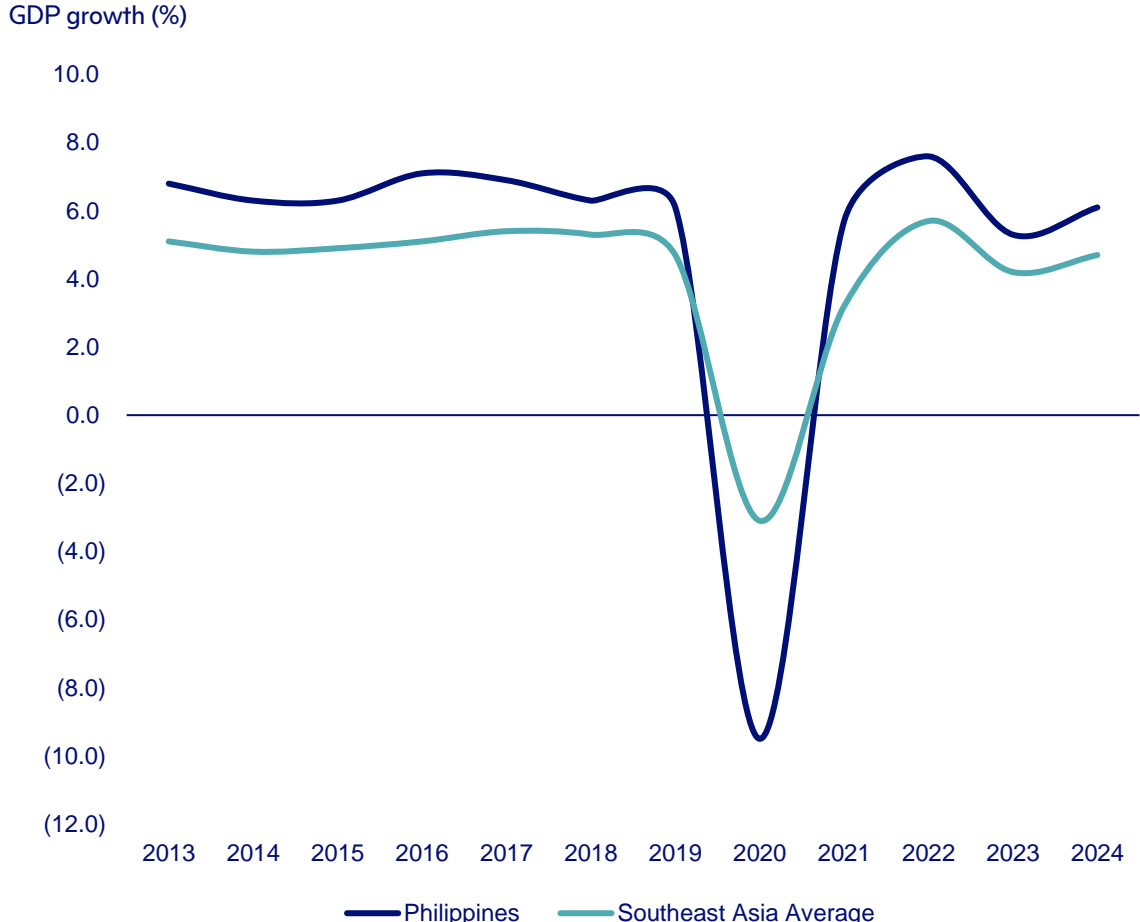
# Philippine macroeconomic overview

The Philippine economy has consistently exhibited strong growth over the decades

## GDP growth has consistently been 4.5% – 7.0% ...



## ... and has outperformed Southeast Asia in the past decade

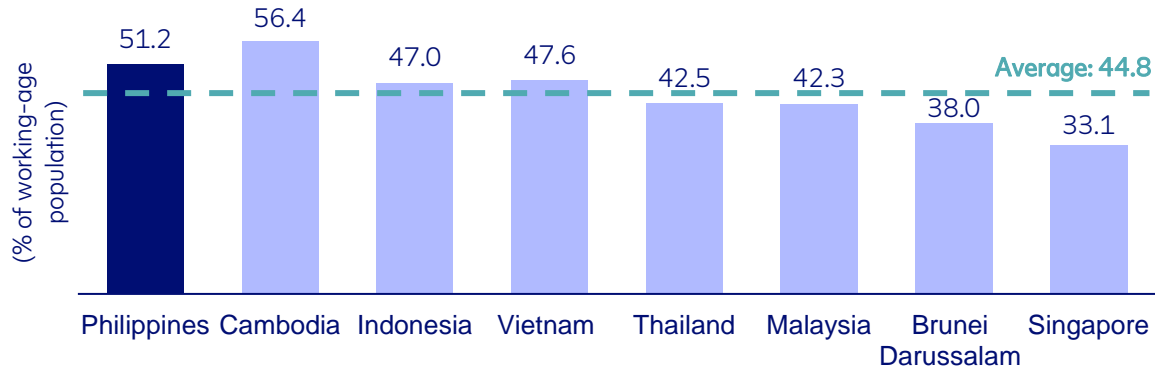


Source: Company information  
 Note: Southeast Asia includes Brunei, Cambodia, Indonesia, Laos, Malaysia, Myanmar, Philippines, Singapore, Thailand, Timor-Leste, Vietnam

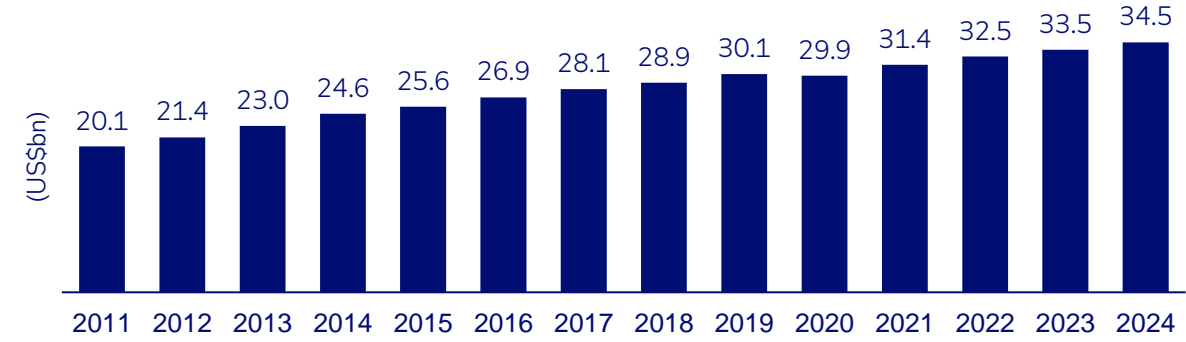
# Philippine macroeconomic overview (cont'd)

Drivers for growth include a high dependency ratio, young labor force, and continued growth in OFW remittances & BPO revenues

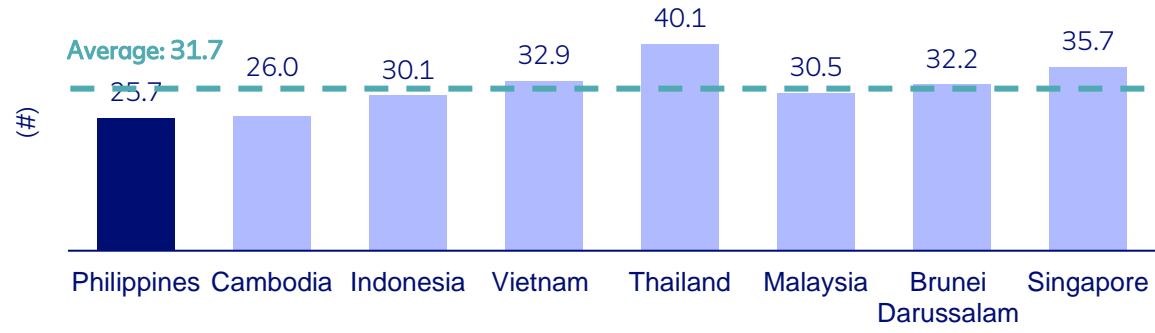
## 2023 age dependency ratio



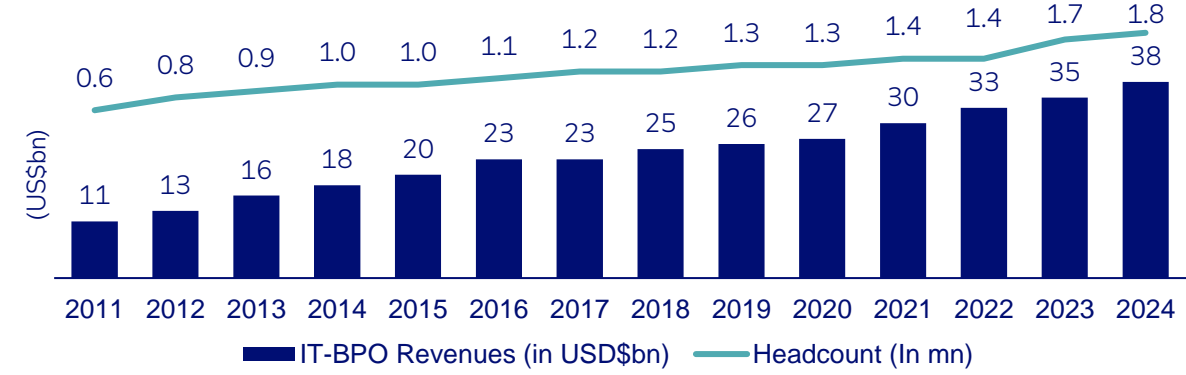
## OFW cash remittances



## 2024E median age of population



## IT – BPO revenues



Source: World Bank, UN, BSP, IBPAP