

2023 ANNUAL STOCKHOLDERS MEETING

30 JUNE 2023



PHILIPPINE NATIONAL ANTHEM



OPENING PRAYER



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30 JUNE 2023



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- SECRETARY'S PROOF OF DUE NOTICE OF THE MEETING & DETERMINATION OF QUORUM
- APPROVAL OF MINUTES OF THE ANNUAL STOCKHOLDERS MEETING HELD ON 24 JUNE 2022
- MANAGEMENT REPORT
- RATIFICATION OF ACTS OF THE BOARD OF DIRECTORS & MANAGEMENT DURING THE PREVIOUS YEAR
- ELECTION OF DIRECTORS (INCLUDING INDEPENDENT DIRECTORS)
- APPOINTMENT OF EXTERNAL AUDITOR FOR 2023
- OTHER MATTERS
- ADJOURNMENT

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HIGHLIGHTS

Completion and Handover of Major Projects Launch of Eluria, Una Apartments, Sevina Park Arcades Significant Project Milestones Successful Funding Program

Commitment to Sustainability

Completion and Handover of Major Projects

Banner Year for Completion of Major Projects



Combined GFA/GDA of **195,000 sqm** and estimated gross development value of **Php25.9 billion**

Completion of CEBU EXCHANGE



Cebu Exchange Completion and Handover April 2022

GFA: 109,000 sqm

Cebu Exchange Terrace Garden



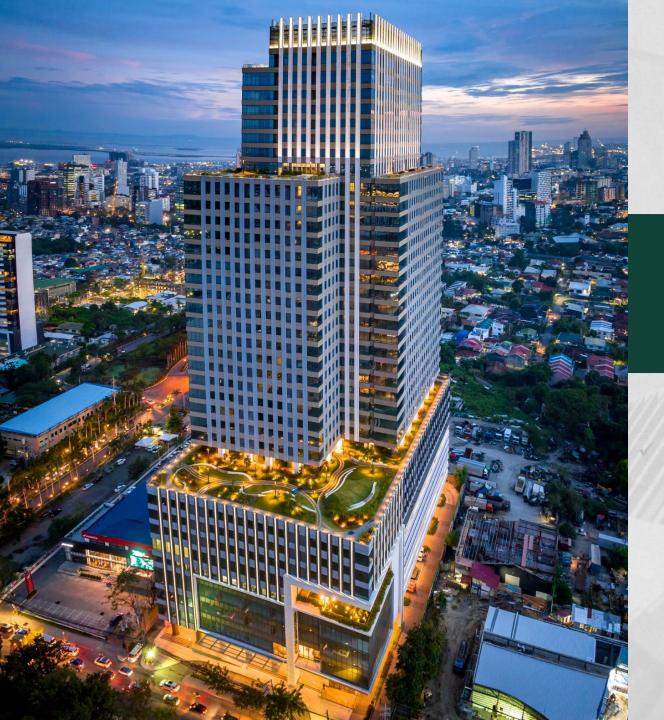


Cebu Exchange Main Lobby



Inauguration of Cebu Exchange and Advancing Net Zero Cebu Program







₱9.5 billion

in reservation sales contracts from launch

86% sold as of May 2023

Completion of SAVYA FINANCIAL CENTER

Savya Financial Center

Completion of North and South Towers

GFA: 60,000 sqm



Savya Financial Center Common Breezeway Architectural Details





Savya Financial Center North Tower Main Lobby



Savya Financial Center

North Tower Driveway/ Drop off



Savya Financial Center

Inauguration and Ribbon Cutting

Led by President Ferdinand Marcos, Jr.







₱4.9 billion

in reservation sales contracts from launch

74% sold as of May 2023

New Project Launches

New Project Launches Substantially Complete 5x in 5 years Growth Plan



Combined GFA/GDA of 127,000 sqm and estimated gross development value of Php22.7 billion

Launch of Eluria



UNSURPASSED SUSTAINABLE LUXURY IN LEGAZPI VILLAGE, MAKATI









REGISTERED



REGISTERED



REGISTERED

PRECERTIFIED GOLD

ARTIST'S PERSPECTIVE



WORLD-CLASS STANDARDS

Ultra low density Multi-certified Limited edition designer homes Exceptional white glove service





OUR VISION FOR

PERSONALIZED WHITE GLOVE SERVICE

Personalized concierge solutions Internationally trained Hospitality Directors assigned to each unit





ELURIA PRESTIGE SERVICE FILM







Eluria PRIVATE LAUNCH November 2022

SIGNATURE EXPERIENCE

May 2023





Eluria

GROUNDBREAKING CEREMONY

November 2022

Led by Arthaland and Arch Capital



₱1.4 billion

in reservation sales contracts from launch

27% sold as of May 2023

Completion of foundation expected by July 2023

Launch of Una Apartments

APARTMENTS

AT SEVINA PARK



REGISTERED

ARTIST'S PERSPECTIVE

II I





Una Apartments Grand Launch and Sunshine Market

September 2022







Una Apartments

Groundbreaking Ceremony / September 2022



APARTMENTS

AT SEVINA PARK

₱1.8 billion

in reservation sales contracts from launch

- ✓ Strong market reception from launch
- ✓ 76% as of May 2023
- ✓ Construction to commence by Q3 2023



U N A R T M E N T S

AT SEVINA PARK

Studio Model Unit





APARTMENTS

AT SEVINA PARK

One Bedroom Model Unit





Launch of Sevina Park Arcades



RETAIL AND LIFESTYLE CENTER AERIAL VIEW ARTIST'S PERSPECTIVE

ARCADES



₱1.1 billion

in total reservation sales

- 100% sold commercial lots
- ✓ Retail and lifestyle center to be launched soon





Significant Project Milestones



Lucima

Construction Progress

54% complete as of June 20 Expected top-off by August 2023



WELCOMES CONCENTRIX AS ITS NEW LESSEE!

Cebu Exchange

Concentrix Lease Contract

16,700 sqm in gross leasable area

Landmark partnership deal

W.ARTHALAND.COM



Sevina Park Villas Construction progress

Tranche 1 Villas 93% complete as of June 20





Sevina Park

Amenities and Pavilion 95% complete as of June 20







NHMFC Balai Berde Program

Up to 30-year loans with preferential rate of as low as 4.5% per annum for buyers

 \checkmark

 \checkmark

 Exclusively available for projects that have achieved EDGE certification

Successful Funding Program



P3 BILLION

Tranche 2 ASEAN Green Bonds

 \checkmark

Supports acquisition of properties for new certified sustainable projects

Provides continued financing for ACPT



ARTHALAND CORPORATION ₱3 billion Tranche 2 ASEAN Green Bonds

GREEN PROJECT DEAL OF THE YEAR

A large part of the proceeds will fund the investment in new certified sustainable residential projects, allowing Arthaland with flexibility to develop and launch projects in the next 10 years. The company is committed to decarbonize its portfolio by 2030.

Sole issue manager and joint lead underwriter: BDO Capital & Investment Corporation Joint Lead Underwriter PNB Capital and Investment Corporation Green structuring adviser: ING Legal Advisers: Sycip Salazar Hernandez & Gatmaitan Romulo Mabanta Buenaventura Sayoc and De los Angeles ARTHALAND's Tranche 1 and 2 ASEAN Green Bonds assigned a credit rating of

PRS Aa Stable Outlook

by Philippine Rating Services Corp.

Rationale for credit rating and outlook:

- Highly recognized and good reputation
- Ability to grow and compete in its chosen niche
- Manageable liquidity position
- Healthy margins and sustained profitability
- **Economic recovery**



₱6.0 billion

in fresh financing for projects

Php1.3 B stand-by term loan for new projects

Php 2.9 B CTS facilities for Cazneau and Savya

Php 0.7 B liquidity support for Lucima and Eluria

Php 1.1 B short-term loans at Arthaland level

Commitment to Sustainability



Net Zero Carbon Buildings Commitment

Decarbonization of our development portfolio by 2030







LUCIMA



ELURIA





Development Portfolio Operating Performance



Based on Arthaland's operational portfolio which includes Arya Residences, Arthaland Century Pacific Tower, Cebu Exchange and Sevina Park components such as the Courtyard Hall, the Sales Pavilion and Villa model units

Our development portfolio is composed entirely of certified sustainable projects.

LOCALLY & INTERNATIONALLY

Foremost sustainable developer in the Philippines

SUSTAINABLE BUILDING







EDGE Advanced Preliminary Certificate

★ ★ ★ ★ ★ ★ ★ BERDE 5-Stars











LEED GOLD

WELL™ HEALTH-SAFETY RATED







ARYA TOWER 1 100% Powered by Renewable Energy







WELL[™] HEALTH-SAFETY RATED



FINANCIAL UPDATES

Coolin / U.S. Dollar 203.3240.0128944 209.47.0.01

ARTHALAND BUILDING SUSTAINABLE LEGACIES

2022 FINANCIAL HIGHLIGHTS

STATEMENT OF INCOME

IN P MILLIONS	2021	2022
Contributing Projects	 Cebu Exchange Savya ACPT Arya Plaza Sevina Park Villas 	 Cebu Exchange Savya ACPT Arya Plaza Sevina Park Villas Lucima
Projects Pending Revenue Recognition	 Lucima 	EluriaUna Apartments
New Reservation Sales Contracts	1,443	4,507
REVENUES	2,972	2,923
INCOME BEFORE TAX	1,127	1,250
NET INCOME	1,115	873

- Reservation sales contracts grew 3x to Php4.5 billion
- Stable revenues in 2022 despite completion of biggest projects to date
- Strategic decisions <u>not</u> reflected in 2022 revenues:
 - Php2.3b reservation sales from launch of Eluria and Una Apartments as of 2022
 - Retention of Php1.8b of office and retail units in Cebu Exchange
- Higher income before tax due to favorable valuation of investment properties
- The decline in net income after tax is due to the implementation of CREATE Law in 2021

2022 FINANCIAL HIGHLIGHTS

STATEMENT OF FINANCIAL POSITION

IN ₱ MILLIONS (Unless otherwise indicated)	2021	2022
Cash and Cash Equivalents*	6,328	7,042
Total Assets	34,671	36,393

Net Interest-Bearing Debt	10,075	10,648	
Shareholders Equity	11,052	12,060	
Net Interest-Bearing Debt to Equity (x)	0.91	0.88	Contraction of the second

BOOK VALUE PER SHARE (₱/Share)	1.05	1.16
EARNINGS PER SHARE (₱/Share)	0.1296	0.1075

- Improved liquidity due to completion of fund-raising efforts
- Prudent financial
 management strategy
 - Conservative leverage levels
 - Other risk management strategies in place
- BVPS increased 11% to Php1.16

* includes short-term investments

Q1 2023 FINANCIAL HIGHLIGHTS

STATEMENT OF INCOME

IN P MILLIONS	Q1 2022	Q1 2023
Contributing Projects	 Cebu Exchange Savya Financial Center ACPT Arya Plaza Sevina Park 	 Cebu Exchange Savya Financial Center ACPT Arya Plaza Sevina Park Lucima
Projects Pending Revenue Recognition	 Lucima 	EluriaUna Apartments
New Reservation Sales Contracts	416	3,759
REVENUES	490	835
GROSS INCOME	258	431
Gross Margin	53%	52%
NET INCOME	145	142

- New reservation sales contracts grew 9x to Php3.8 billion
- 70% increase in revenues:
 - Momentum in real estate sector
 - Commercial lot sale in Sevina Park Arcades
 - Php3.2B cumulative reservation sales contracts from Eluria and Una Apartments not yet reflected
- Gross margin and net income substantially maintained

Q1 2023 FINANCIAL HIGHLIGHTS

STATEMENT OF FINANCIAL POSITION

IN ₱ MILLIONS	Q1 2022	Q1 2023
Cash and Cash Equivalents*	5,221	6,598
Total Assets	34,372	36,300
Net Interest-Bearing Debt	10,666	11,060
Shareholder's Equity	11,331	12,299
NET INTEREST-BEARING DEBT-TO-EQUITY (X)	0.94	0.90
BOOK VALUE PER SHARE (₱/Share)	1.06	1.17

- Strengthened liquidity following the issuance of Tranche 2 ASEAN Green Bonds
- Leverage level improved during this period and complies with financial covenants

Continued shareholder value creation

Other Initiatives

Sustainable socialized housing program and public school rehabilitation

Commitment to build sustainable socialized homes

Rehabilitation of and addition of sustainable features to calamity-hit public schools

In partnership with Local Government units

Financing for buyers to be provided by NHMFC



Net Zero Carbon Alliance

✓ A multi-sectoral movement toward attaining net zero carbon emissions among businesses in the Philippines

✓ Provides partners a roadmap to achieve carbon neutrality by sharing best practices

 \checkmark Provides better access to green financing

Meet the NZCA Net Zero Heroes!





First Balfour INAEC Knowles

ECOLAB



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TITLE

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Unilever

DISTRICT AN

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INCREME.



INTRODUCES -

SUSTAINABILITY PARTNERS CIRCLE

Building a Better Tomorrow Together

Sustainability Partners Circle

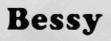














Details & Abstractions: Selections from the CCP 21AM Collections



CCP 21AM Collections Exhibit

In partnership with Cultural Center of the Philippines

October 14 to November 13, 2022 GF of Arthaland Century Pacific Tower



ARTHALAND-GREEN BUILDINGS THAT DON'T COST THE EARTH

https://www.business-reporter.co.uk/responsiblebusiness/green-buildings-that-dont-cost-the-earth

Business Reporter Feature

Green Buildings that don't Cost the Earth

"Building sustainable legacies, taking care of the environment for the benefit of future generations is an important concept for us. More than a concept, it is a philosophy."

- Mr. Jaime C. González Vice Chairman and President





Arthaland as an EDGE Champion

Recognized by the IFC during the EDGE Champion Summit Asia 2023

Singapore, 06 June 2023



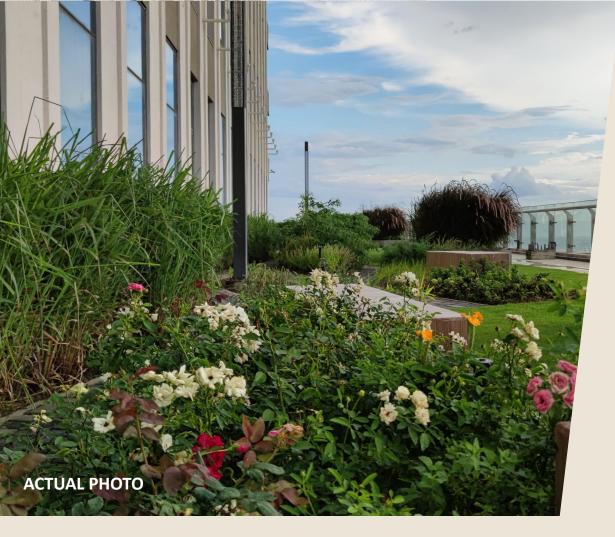
EDGE Champions Summit Asia 2023



ALL ARTHALAND PROJECTS WILL HAVE A POTAGER GARDEN



The Potager Garden at Sevina Park







The Potager Garden at Savya



Management Report Q&A

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NOMINEES FOR REGULAR DIRECTORS



ERNEST K. CUYEGKENG

NOMINEES FOR REGULAR DIRECTORS



JAIME C. GONZÁLEZ

NOMINEES FOR REGULAR DIRECTORS



JAIME ENRIQUE Y. GONZÁLEZ

NOMINEES FOR REGULAR DIRECTORS



CORNELIO S. MAPA, JR.

NOMINEES FOR REGULAR DIRECTORS



CHRISTOPHER PAULUS NICOLAS T. PO

NOMINEES FOR REGULAR DIRECTORS



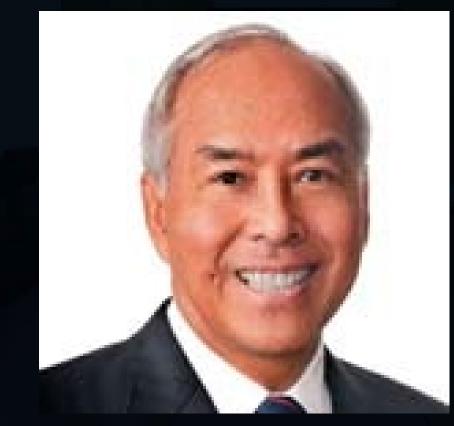
RICARDO GABRIEL T. PO

NOMINEES FOR INDEPENDENT DIRECTORS



HANS B. SICAT

NOMINEES FOR INDEPENDENT DIRECTORS



ANDRES B. STA. MARIA

NOMINEES FOR INDEPENDENT DIRECTORS



DENISE LOREENA V. DE CASTRO

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BOARD OF DIRECTORS 2023 - 2024

ERNEST K. CUYEGKENG JAIME C. GONZÁLEZ JAIME ENRIQUE Y. GONZÁLEZ CORNELIO S. MAPA, JR. **CHRISTOPHER PAULUS NICOLAS T. PO RICARDO GABRIEL T. PO** HANS B. SICAT **ANDRES B. STA. MARIA DENISE LOREENA V. DE CASTRO**

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EXTERNAL AUDITOR For 2023

REYES TACANDONG & CO.

Ms. Michelle Mendoza-Cruz Partner-in-Charge

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