

## 2025 ANNUAL STOCKHOLDERS MEETING

27 JUNE 2025

## HIGHLIGHTS



**Sustaining the Growth Momentum** 



Significant Project Milestones



Successful Funding Program



Culture of Excellence

# Sustaining growth momentum

Maintained critical mass in revenues

Assured future growth with new projects

Established broader sources of demand

# Assured growth with new projects

Pipeline secured for near-term growth

## Makati CBD Residential Project 1

5 5 1

Arnaiz Avenue, Legazpi Village, Makati





## **Project Teal**

SUSTAINABLE **TWO-TOWER DEVELOPMENT** Barangay Loyola Heights

ARTIST'S PERSPECTIVE



# Assured growth with new projects

- Pipeline secured for near-term growth
- P26 billion in incremental gross development value
- Acquisition program for multi-phased developments underway

# Established broader sources of demand

Php4.7 billion reservation sales as of May 2025 from Una Apartments

**Launch of Tower 3 of Una Apartments pulled forward** 

✓ Diversified revenue base for Arthaland



### **Significant Project Milestones**



## ELURIA

HUMAN TOUCH PERFECTED Legazpi Village, Makati

ARTHALAND BUILDING SUSTAINABLE LEGACIES













S PERSPECTIVE

PRE-CERTIFIED REGISTERED GOLD REGISTERED

ON-TRACK





#### Structural Top-off

November 2024

#### **Topping Off Ceremony**

March 2025





#### **Construction Progress**

#### 54% accomplishment as of May 2025





#### The International Butler Academy

Hospitality Directors Training May 16 to July 11, 2025







# A P A R T M E N T S

AT SEVINA PARK

#### Topping Off Ceremony

November 2024





AT SEVINA PARK

#### Tower 1 Construction Progress

66% accomplishment as of May 2025



# A P A R T M E N T S

AT SEVINA PARK

#### Tower 2 Construction Progress

Completed foundation works in May 2025

Initial revenue recognition in Q2 2025



THE LUXURY OF WELLNESS AND SUSTAINABILITY Cebu Business Park





REGISTERED

PRE-CERTIFIED GOLD REGISTERED

REGISTERED

BUILDING FOR ECOLOGICALLY RESPONSIVE DESIGN DE EXCELLENCE







#### **Construction Progress**

87% accomplishment as of May 2025

Building façade in the daytime





#### **Construction Progress**

87% accomplishment as of May 2025

Building façade at night





#### Lobby and drop-off area



ACTUAL PHOTOGRAPHS

#### Kid's playroom



#### **6th Floor Indoor Amenity**



ACTUAL PHOTOGRAPHS



### SEVINA PARK

Biñan, Laguna, CALABARZON

SEVINA PARK VILLAS



PLATINUM FOR NEIGHBORHOOD DEVELOPMENT PLATINUM D FOR HOMES

5.51

DISTRICTS 5-STAR CERTIFIED

de

REGISTERED

ARTIST'S PERPSECTIVE





#### **Construction Progress**

73 out of 108 villas completed as of May 2025



Actual photo of the shared courtyard garden





#### **Amenities and Pavilion**

## Successful Funding Program

# **₱**9 billion

Oct

Aug

Dec

Nov

in fresh financing for the group

Php 3.5 B long-term financing for parent

Php 2.4 B long-term financing for projects

Php 3.1 B short-term facilities



Php2.5 Billion Series F Preferred Shares

 Refinance loan used for the redemption of Series C
 Preferred Shares

✓ To fund Project Teal and refinancing of ACPT loan



### Sustainability-Linked Loan

To finance acquisition and development of certified sustainable projects

Innovative structure that supports Arthaland's ESG objectives

#### ARTHALAND's Tranche 1 and 2 ASEAN Green Bonds assigned a credit rating of

# **PRS Aa** Stable Outlook

by Philippine Rating Services Corp.

\*June 2024 monitoring based on financials as of Dec 2023

## Rationale for credit rating and outlook:

✓ Good reputation and experience in premium green buildings

 Ability to grow and compete in its chosen segment

 Improved and manageable leverage position

✓ Significant revenue and income growth

### **Commitment to Sustainability**

Science Based Target initiatives (SBTi) Commitment Decarbonization pathway aligned with the 1.5°C global warming limit

SCIENCE

BASED TARGETS

**Net Zero Carbon Buildings Commitment of the WorldGBC** Decarbonization of our development portfolio operations by 2030 WORLD GREEN BUILDING COUNCIL

#### FOREMOST SUSTAINABLE DEVELOPER

#### Development Portfolio Operating Performance



Based on Arthaland's operational portfolio which includes Arya Residences, Arthaland Century Pacific Tower, Cebu Exchange, Savya Financial Center with the Courtyard Hall, Amenity Pavilion and Arthaland Gallery in Sevina Park



### WiredScore GOLD









### WELL<sup>™</sup> HEALTH-SAFETY RATED





### WELL<sup>™</sup> HEALTH-SAFETY RATED









### WELL<sup>™</sup> HEALTH-SAFETY RATED





















### **Powered by Renewable Energy**



### **Arthaland Masterclass**

 In partnership with four institutions

✓ 2,400 training man-hours

✓ 70% women participation



Net Zero Conference 2024 September 2024, Makati City

Net Zero Carbon Alliance and Eco-Business

Strategies across industries in the private sector

### **Culture of Excellence**



### BEST SUSTAINABLE PREFERRED SHARE ISSUANCE

ARTHALAND CORPORATION **P2.5** billion Series F Preferred Shares



Hong Kong March 2025



United Nations ESCAP Sustainable Business Network (UN ESBN) Partnership

Arthaland is the first Philippine company to join the Executive Council of the UN ESCAP Sustainable Business Network



### UN Asia Pacific Business Forum 2025

Kuala Lumpur, Malaysia

#### Mobilizing Private Finance for Sustainable Development

## The Economist

Will China's stimulus wo	ork?
Ishiba Shigeru: from gad	fly to leader
Crypto bros v cat ladies	
Mapping a fruit fly's brai	in
OCTOBER 5TH-11TH 2024	

### Arthaland Feature on The Economist

October 2024



# A Legacy of Sustainable Firsts

An Unwavering Commitment to Developing Green Real Estate Across the Philippines A Legacy of Sustainable Firsts



### **Chairman's Tour**

Tokyo, Japan

# FINANCIAL UPDATES

13000.00 13000.00 12000.00 11000.00 10000.00 9000.00

BTCUSD

tecoln / U.S. Dollar 203.20 19.74 (0.21) 203.20012886 205.4700.01

**ARTHALAND** BUILDING SUSTAINABLE LEGACIES

#### STATEMENT OF INCOME

(For the 12-month period ended December 2023 and 2024 and 3-month period ended March 2024 and 2025)

IN P MILLIONS	2023	2024	Q1 2024	Q1 2025
REVENUES	6,639	6,224	984	1,147
GROSS INCOME	2,714	1,695	368	482
Gross Margin	41%	27%	37%	42%
Net Income	1,389	758	123	200

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#### **Critical mass maintained**

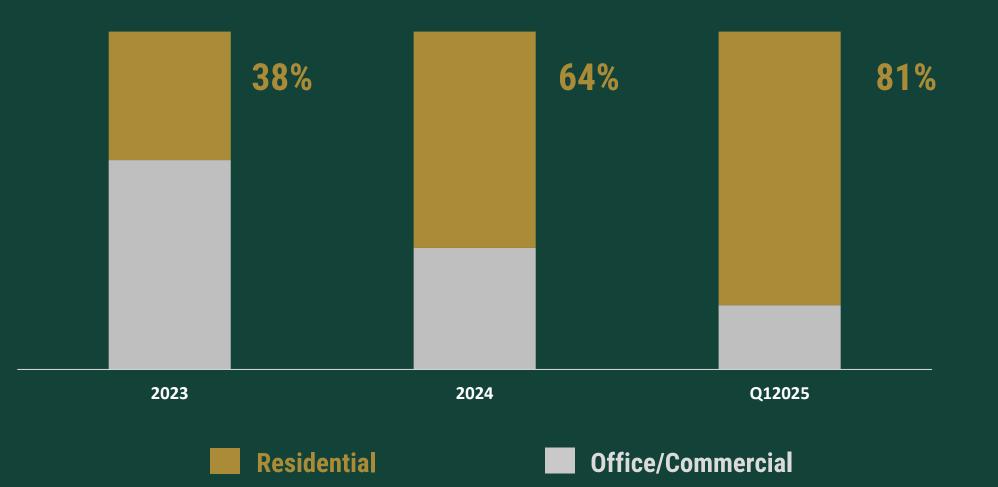
- Substantially aligned with medium-term targets
- P2.1 bn of reservation sales as of 2024 from Una T2 not yet reflected

#### Strong revenue growth of 17%

- Driven by strong sales take-up and construction progress for residential projects
- Increase in recurring lease revenues

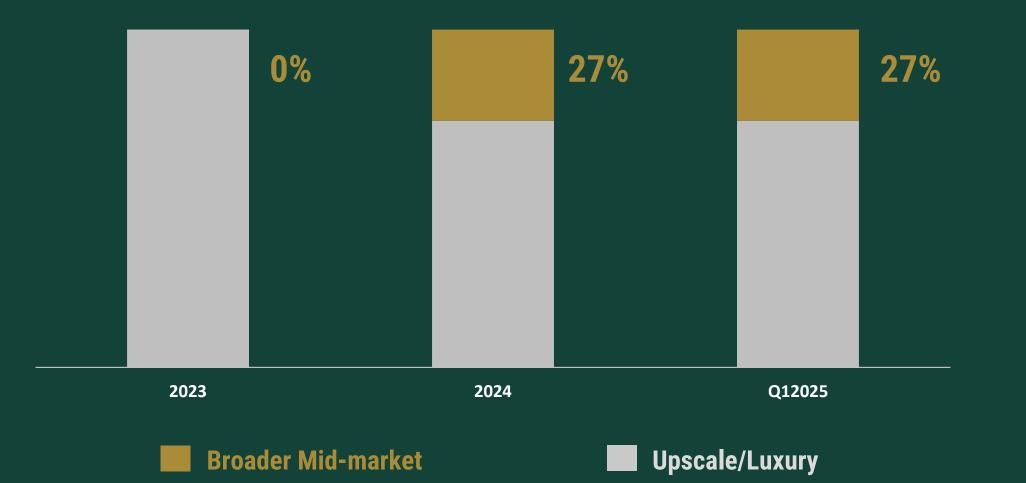
## MARKED SHIFT TOWARDS RESIDENTIAL DEVELOPMENTS

**Revenue mix of our development operations** 



#### **DIVERSIFIED SOURCES OF REVENUES**

**Revenue mix of our residential developments** 



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- Stable gross margin per project
- Decline in 2024 due to accounting treatment on resale of units
- Gross margin recovery by Q1 2025

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GROSS INCOME	2,714	1,695	368	482
Gross Margin	41%	27%	37%	42%
Finance cost	(1,020)	(1,487)	(362)	(323)
		1	11/1/5	
Net Income	1,389	758	123	200

 Increase in reported finance costs due to adoption of new accounting standards on non-capitalization of borrowing costs in 2024

• 62% improvement from Q1 2024 to Q1 2025

#### STATEMENT OF FINANCIAL POSITION

(As of December 31, 2023 and 2024)

IN ₱ MILLIONS	2023	2024
Total Assets	37,264	40,581
Cash and Cash Equivalents*	6,483	5,942
Receivables and Contract Assets (net)	7,820	9,397
Investment Properties	13,176	14,590
Interest-bearing Debt	17,128	18,432
Total Net Debt	10,645	12,490
Shareholder's Equity	13,116	14,252
CURRENT RATIO (X)	2.4	1.6
NET INTEREST-BEARING DEBT TO EQUITY (X)	0.81	0.88

\* includes short-term investments

- Significant selling efforts
- Increase in value of investment properties

- Inclusion of Php3B Green Bonds and Php1B Green Loan
- Maximizing shareholder returns while maintaining a manageable level of debt

#### STATEMENT OF FINANCIAL POSITION

(As of December 31, 2024 and March 31, 2025)

IN ₱ MILLIONS	2024	Q1 2025
Total Assets	40,581	39,302
Cash and Cash Equivalents*	5,942	3,005
Interest-bearing Debt	18,432	16,693
Total Net Debt	12,490	13,688
Shareholder's Equity	14,252	14,365
CURRENT RATIO (X)	1.6	1.7
NET INTEREST-BEARING DEBT TO EQUITY (X)	0.88	0.95

- Repayment of Php3B ASEAN Green Bonds and Php1B Green Loan
- Increase in project-level borrowings
- Maintained manageable leverage ratio

### **Other Initiatives**



### **Arthaland's Healthy Hauls**

December 2024, Arthaland Century Pacific Tower

- ✓ Sourced 27 metric tons of surplus produce from 31 small-scale farmers
- Helped 9 communities and partner organizations







### Support for International Care Ministries Programs

- Arthaland was Co-Presenter of the 2024
  ICM Manila Banquet
- Support for poverty alleviation programs throughout the Philippines





Continuing Partnership with the Cultural Center of the Philippines

CCP art collection within Arthaland developments





### **Kwentong Kahoy**

#### In Partnership with the Cultural Center of the Philippines

Featuring selected artwork from CCP 21<sup>st</sup> Century Art Museum collection





### Arthaland Supports the Azkals Development Academy









### High-Level Conference of Middle-Income Countries

Micro-level insights fund-raising for green real estate projects





### **Climate Talk Updates**

Arthaland Century Pacific Tower and Cebu Exchange

UN Sustainable Development Goals





### Drink Sustainably Campaign

Elimination of beverage-related disposables

✓ 96% waste reduction

 Expansion of campaign to other offices and locators in head office building







#### More than a fence

Evolving from conventional ornamental landscaping, the perimeter fence features a vibrant and bountiful edible garden. As one meanders along the fence line, they are greeted with an extensive assortmen of leafy vegetables, succulent fruits, edible flowers, aromatic herbs, fruit-bearing trees, and trees of culinary significance. The goal is to maximize planting that creates a pleasant visual landscape and a productive, abundant garden.

#### Villas amidst vitality

Instead of conventional ornamental plants, the landscape for the courtyard garden of Sevina Park Villas features fruits, vegetables, herbs, and edible flowers. Every villa opens to lush and serene views of the courtyard garden, seamlessly connecting to the living and dining areas of the villas. By extending the garden to interior spaces, there is a sense of harmony with nature that benefit the well-being of residents. The garden offers large areas for the children to run and play, and for adults to stroll and enjoy ature. It creates a delightful and welcoming atmosphere for people of all ages to unwind and participate in outdoor fun.



### The Potager Garden at **Sevina Park**

✓ Green spaces for interaction and well-being



Try and plan meals for the household. This will allow you to be intentional in your purchases and incur less wastage of fresh produce.

In any kitchen, be it a professional or a home kitchen, access to freshly grown produce is a key factor in making delicious food and inspires respect for these ingredients."

MIKO CALO Chef and Owner, Taqueria Franco

Mindanao-born, Manita-educated, and French-trained chef Miko Calo started her international culinary career with the best of the best. Fresh from the renowned Intensive Professional Program in French cuisine in Ferrandi-Paris, she begar as a stagiaire at the LA TABLE de Joel Robuchon in Paris and worked her way through the kitchens of the globa Robuchon empire. She is the forme executive chef at Metronome



✓ Launch of 3<sup>rd</sup> book in December 2024



