

2019 MILESTONES

Launch of Multiple Projects



SAVYA LAUNCH EVENT

FEBRUARY 2019





SEVINA PARK VILLAS GRAND LAUNCH

MARCH 2020



GROUNDBREAKING OF SEVINA PARK VILLAS

JUNE 2019



2019 MILESTONES

Completion of Property Acquisition





LAND ACQUISITION FOR CEBU BUSINESS PARK PROJECT

JUNE 2019

2019 MILESTONES

Significant Construction Progress







PULSE ST. CORNER ANCHOR ST.



SEVINA PARK





2019 MILESTONES

Strategic Partnership



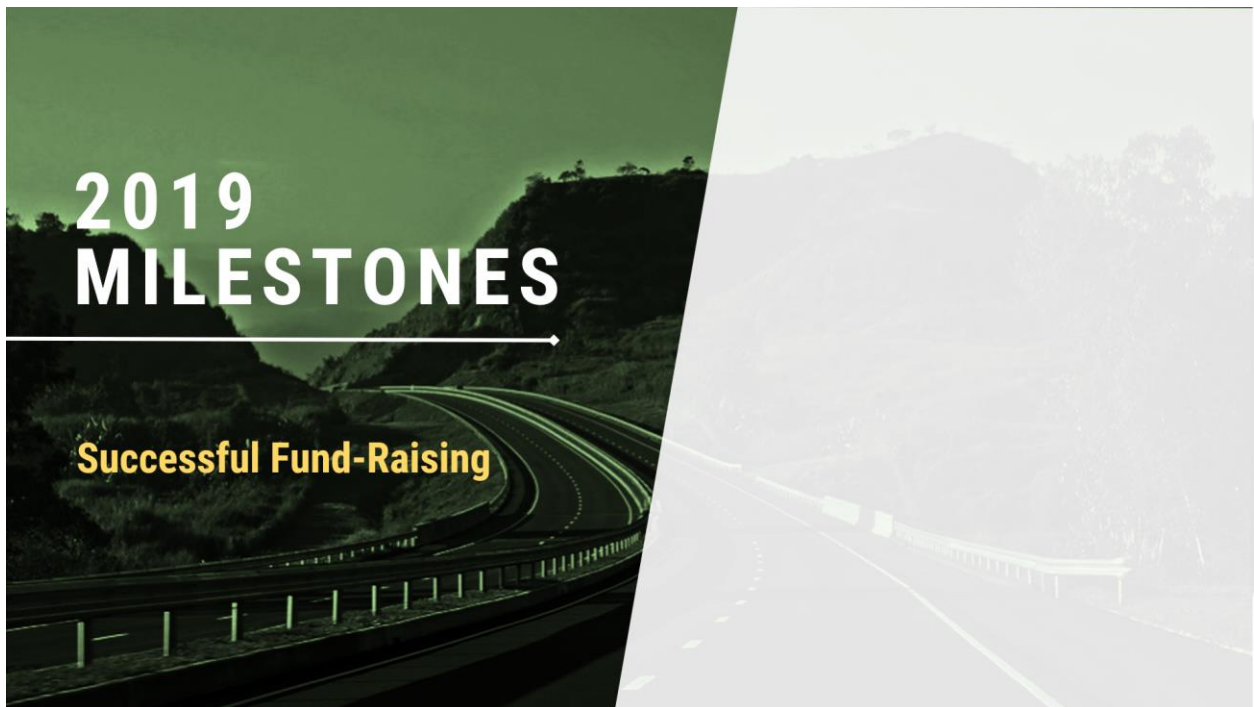


JOINT VENTURE with MITSUBISHI ESTATE CO. (MEC)

August 2019

2019 MILESTONES

Successful Fund-Raising





PSE LISTING

26 June 2019



2X OVERSUBSCRIBED

LISTED ₱1-BILLION

of perpetual preferred shares to further strengthen ALCO's financial position

PDEx LISTING

06 February 2020



**LISTED
₱3-BILLION**

of the initial tranche of the
ASEAN Green Bond Program Offer

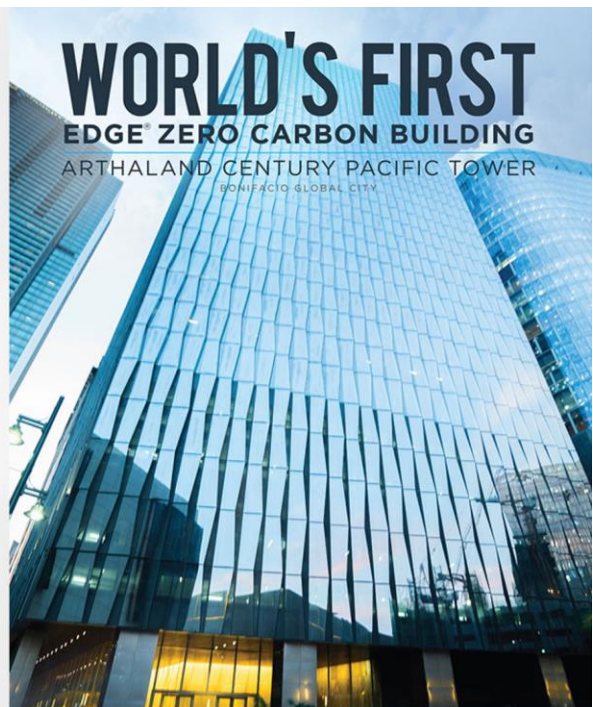
OVERSUBSCRIBED

2019 MILESTONES

Awards and Certifications



WORLD'S FIRST
EDGE® ZERO CARBON BUILDING
ARTHALAND CENTURY PACIFIC TOWER
BONIFACIO GLOBAL CITY



CEBU EXCHANGE
Best Office
High Rise
Development
 in Japan International
 Property Awards

ACPT
Best Green
Feature
Development
 in Japan International
 Property Awards



SAVYA FINANCIAL CENTER

**A TWO TOWER GREEN OFFICE
 DEVELOPMENT FROM ARTHALAND**

Registered
with



Pre-certified
LEED® GOLD



Registered
with



Aiming / On-track
for BERDE (4-STARS)



On-track





SEVINA PARK

THE FIRST & ONLY
HORIZONTAL MIXED-USE COMMUNITY
IN THE PHILIPPINES

**LEED® v.4 PLATINUM FOR
NEIGHBORHOOD DEVELOPMENT
CERTIFICATION**



SEVINA PARK VILLAS

THE FIRST & ONLY
IN THE PHILIPPINES

**ON TRACK FOR
LEED® GOLD HOME CERTIFICATION**



FINANCIAL UPDATES



ARTHALAND
BUILDING SUSTAINABLE LEGACIES

**Strong growth story
realized in 2019**



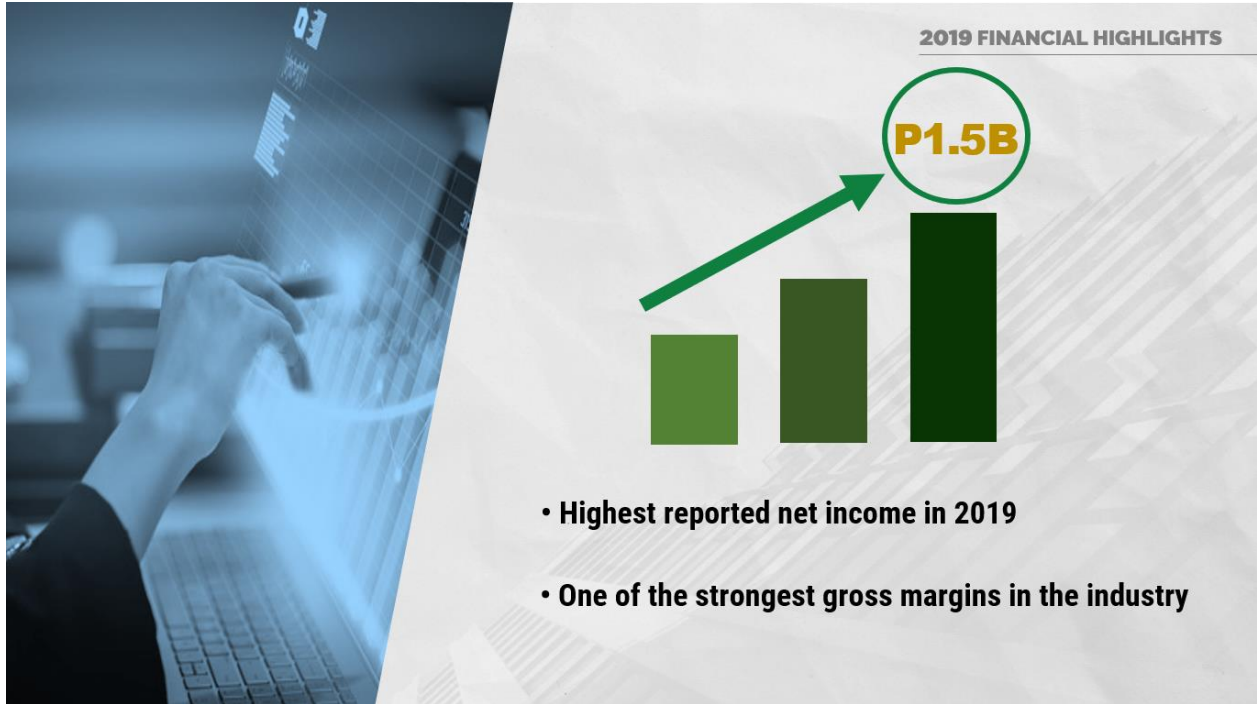
Strong growth story realized in 2019

- Exceeded **PhP 10 billion** mark in reservation sales from multiple projects
- Substantial construction progress
- Full year effect of ACPT leasing operations



2019 FINANCIAL HIGHLIGHTS

Profitability at an all-time high



Prudent financial management

- ✓ Successful raising of **PhP 5 billion** capital to fund projects
- ✓ Leverage ratios kept at conservative levels
- ✓ Strategic partners mitigate risk while supporting growth

2019 FINANCIAL HIGHLIGHTS

STATEMENT OF INCOME

IN PHP MILLIONS	2018	2019
Contributing Projects	<ul style="list-style-type: none"> ▪ Cebu Exchange ▪ ACPT ▪ Arya Plaza 	<ul style="list-style-type: none"> ▪ Cebu Exchange ▪ Savya Financial Center ▪ ACPT ▪ Arya Plaza
Real Estate Sales	993	3,516
Leasing Operations	132	322
REVENUES	1,132	3,848
NET INCOME	389	1,487

- Clear growth trajectory in revenues resulting from success of 5x in 5 years strategy
- Full year effect of ACPT's leasing operations in 2019
- 2019 net income is the highest recorded net income in the last 10 years

2019 FINANCIAL HIGHLIGHTS

STATEMENT OF FINANCIAL POSITION

IN PHP MILLIONS (Unless otherwise indicated)	2018	2019
Cash and Cash Equivalents*	482	1,179
Total Assets	12,336	19,476
Interest-bearing Debt	4,082	6,841
Net Total Debt	3,601	5,661
Shareholders Equity	5,258	7,475
DEBT-TO-EQUITY (X)	0.8	0.9
BOOK VALUE PER SHARE (Php/Share)	0.61	0.84
EARNINGS PER SHARE (Php/Share)	0.0362	0.1902

* includes short-term investments

- Prudent financial management strategy
 - Conservative leverage levels
 - Other risk management strategies in place
- Clear path to shareholder value creation
 - BVPS increased 37% to Php0.84
 - EPS increased grew by 5x to Php0.19





EFFECTS OF COVID-19

ARTHALAND is uniquely poised to bounce back faster than the rest.

Business continuity protocols in place to maintain
BUSINESS AS USUAL

WORK FROM HOME PROGRAM

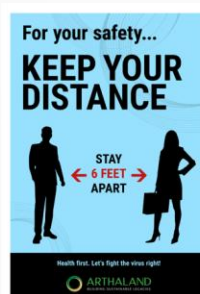




RAPID COVID TESTING IN ACPT

Business continuity protocols in place
to maintain business as usual

ENVIRONMENTAL SIGNAGES and DISINFECTION KIT



Business continuity protocols in place
to maintain business as usual



CONSTRUCTION SITE PROTOCOLS



Business continuity protocols in place
to maintain business as usual

EFFECTS OF COVID

CRM Dashboard

Edit Tiles

Leads View Unprocessed Leads	Add Customer Add New Customer	Email Customers Send An Email To Customers
Manage Customer Manage Customer	Reports Lead, Email and Website Report	Active Customers Customers that have logged in on the website in...
Import / Export Customer import / export tool	Add ToDo Add New ToDo	Mailing Labels Print mailing labels for all active customers
Log Call Log a customer call	Calendar View full calendar	Customer List Customer List
Groups Manage customer groups	Office 365 Office 365 Calendar, Contacts and Mail	

DIGITAL TRANSFORMATION

Business continuity protocols in place
to maintain business as usual

EFFECTS OF COVID

DIGITAL TRANSFORMATION

VIRTUAL TOURS



Business continuity protocols in place
to maintain business as usual

EFFECTS OF COVID

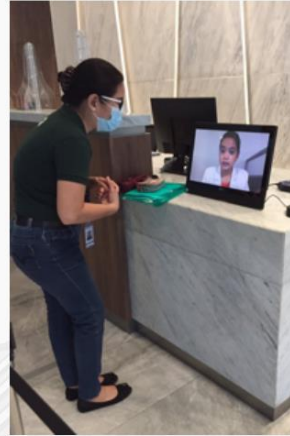
DIGITAL TRANSFORMATION



Business continuity protocols in place
to maintain business as usual

EFFECTS OF COVID

VIRTUAL CONCIERGE



DIGITAL TRANSFORMATION

Strong fundamentals
make Arthaland
RESILIENT and **READY**
for opportunities





Strong fundamentals make Arthaland **RESILIENT** and **READY** for opportunities

- 5x in 5 years plan is substantially in place even prior to COVID-19
- Financing in place from the success of major capital raising efforts
- Strategic partnerships continue
- Multi-level allowances for contingencies are in place to ensure robust cash flows



Effects on key operations

- ✓ Project delivery target dates retained despite work stoppage
- ✓ Sales pipeline continues through alternative selling platforms
- ✓ New land acquisitions under review until further analysis post ECQ
- ✓ Continued to pay loan amortization and interest despite the provisions under the Bayanihan Act
- ✓ Strong support and continued access to bank financing due to excellent relations with banks

How did we do in Q1 2020?

Q1 2020 FINANCIAL HIGHLIGHTS

STATEMENT OF INCOME

IN PHP MILLIONS	Q1 2019	Q1 2020
Contributing Projects	<ul style="list-style-type: none">▪ Cebu Exchange▪ ACPT▪ Arya Plaza	<ul style="list-style-type: none">▪ Cebu Exchange▪ Savya Financial Center▪ ACPT▪ Arya Plaza
REVENUES	466	577
GROSS INCOME	188	267
Gross Margin	40%	46%
NET INCOME BEFORE FAIR VALUE GAIN	30*	38

- Q1 2020 results were affected by the Taal Volcano eruption and COVID-19 pandemic
- Profitability before fair value gain tracked 2019 figures

*Note: Excludes the effect of fair value gain net of tax of Php202 million.
Net income after fair value gain in Q1 2019 was Php232 million.

Q1 2020 FINANCIAL HIGHLIGHTS

STATEMENT OF FINANCIAL POSITION

IN PHP MILLIONS	Q1 2019	Q1 2020
Cash and Cash Equivalents*	789	4,230
Total Assets	13,769	23,352
Interest-bearing Debt	4,552	7,763
Net Total Debt	3,763	3,533
Shareholder's Equity	5,455	7,461
BANK DEBT-TO-EQUITY (X)	0.8	1.0
BOOK VALUE PER SHARE (Php/Share)	0.65	0.84

- Successful completion of Php5 billion capital raising program
- Conservative leverage levels and other risk mitigation strategies maintained
- Continued shareholder value creation

** includes short-term investments*

Other Initiatives

ARTHALAND CSR COMMITMENT :

CONTINUED PARTNERSHIP WITH WWF



TREE NURSERY INAUGURATION and TREE PLANTING at SEVINA PARK

JUNE 2019



A LEGACY OF SHARING

ARTHALAND launched a Call for Donations drive to support our health workers who are at the frontlines, winning this on-going battle for us.

THIS DRIVE AIMS TO RAISE AND CONTRIBUTE



TEMPORARY QUARANTINE FACILITIES

FOR HOSPITALS AND INSTITUTIONS THAT ARE AT MAXIMUM CAPACITY TO PROVIDE TEMPORARY STRUCTURES FOR PATIENTS WHO NEED TO BE QUARANTINED



SETS OF PPEs

EACH SET CONTAINS:
DISPOSABLE HEAD COVERS
SURGICAL FACE MASKS
SURGICAL LATEX GLOVES
ISOLATION GOWNS
DISPOSABLE SHOE COVERS



IN-KIND DONATIONS

FOR SANITATION
AEROSOL BOXES & ALCOHOL
FOR AFFECTED FAMILIES
CANNED GOODS AND OTHER NON-PERISHABLE ITEMS

TO SUPPORT OUR PARTNER BENEFICIARIES

TEMPORARY QUARANTINE FACILITIES

OSPITAL NG MAKATI
TAGUIG PATEROS DISTRICT HOSPITAL
IEC FIELD CENTER

PUBLIC HOSPITALS
MEDICAL CENTER TAGUIG
TAGUIG PATEROS DISTRICT HOSPITAL
VICENTE SOTTO MEMORIAL MEDICAL CENTER CEBU

LOCAL GOVERNMENT UNITS
MAKATI CITY
TAGUIG CITY
LAGUNA CITY
CEBU CITY

EMERGENCY QUARANTINE FACILITIES (EQF)

OSPITAL NG MAKATI



TAAL VOLCANO ERUPTION Relief Operation



ARYA'S POTAGER *Garden*



HERBS

Rosemary	Mint
Sweet Basil	Lemongrass
Thai Basil	Butterfly Pea
Tarragon	

WATER-LOVING VEGETABLES

Kangkong
Gabi
Pandan

