



INVESTMENTS  
CORPORATION

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# SUSTAINING GROWTH, DELIVERING VALUE

## Investor Presentation

November 2016



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# Philippines: Strong Macroeconomic Fundamentals

## Young Workforce with Rising Incomes

### Strong GDP Growth

6.9%

### Consumption Driven

70% of GDP

### Per Capita GDP

USD2,973 (+3.2%)

### Per Capita GNI

USD3,589 (+3.0%)

### Median Age

23

### Population

101M (+1.7%)

## Opportunities

- Job creation and inclusive growth
- Provincial growth – Visayas, Mindanao
- Infrastructure development
- Agriculture, Tourism, Manufacturing
- Foreign Investment

## Improving Costs of Doing Business

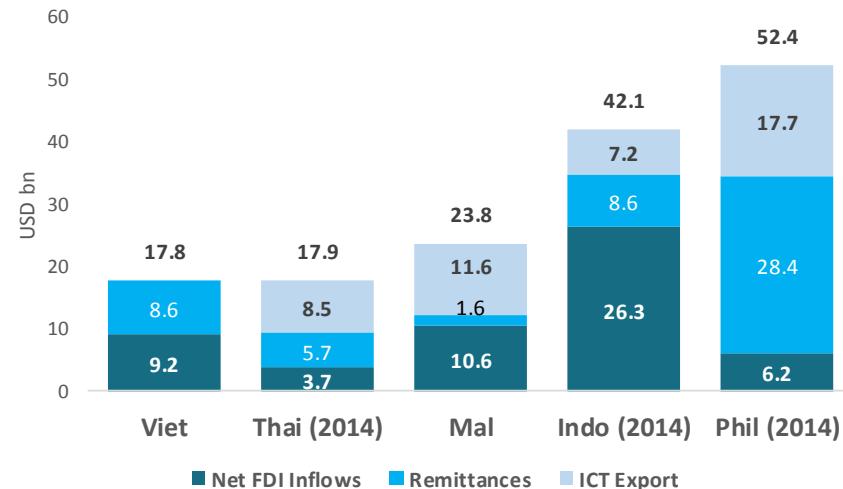
- Avg. Inflation rate: **1.6%** (Jan-Sep 2016)
- Avg. Real lending rate: **4.05%** (Jan-Sep 2016)
- Stable Currency: **-2.79%** (YE2015 vs End-Oct 2016)

## Healthy Fiscal and Monetary System

- Debt/GDP: **43.0%**
- CAR: **15.8%**
- NPLs: **1.7%**
- Net lender to the IMF

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

## Net External Inflows and ICT Exports



Source: BSP Selected Economic and Financial Indicators  
Release as of November 11, 2016

# Current Administration's 10-point Socio-economic Agenda



Maintain current macroeconomic policies, including fiscal, monetary, and trade policies



Effective land management



Progressive tax management



Invest in human capital development



Pursue investment friendly reforms



Promote science, technology, and the creative arts to enhance innovation and creative capacity



Accelerate infrastructure development



Improve social protection programs for greater social inclusion



Increase agricultural and rural enterprise productivity and rural tourism



Strengthen implementation of the Responsible Parenthood and Reproductive Health Law

Images from PhilStar.com

## **Strong proxy for the continuing breakout of the Philippine Economy**

- Consumer-centric businesses
- Large cap and diversified market play
- Core businesses remain market leaders

## **Strong business model and excellent management**

- Prudent financial management
- Tightly managed to leverage strengths and extract synergies across the Group
- Ongoing focus on good corporate governance and shareholder value creation

## **Aggressive expansion plans ensure long-term growth**

- Aggressive expansion plans in all core businesses
- China and Portfolio Investments provide additional upside
- Funding options available for both organic and acquisition-led expansion

# Our Investments

## Core Investments

## Portfolio Investments

Retail

Banking

Property

28%

BELLE CORP

77%  
SM RETAIL INC.

44%  
BANCO  
DE ORO

20%  
CHINA  
BANKING  
CORP.

50%  
SM PRIME HOLDINGS, INC.

29%  
ATLAS  
CONSOLIDATED  
MINING

FOOD

THE SM STORE

JOINT VENTURES

SPECIALTY RETAILERS

MALLS

RESIDENTIAL

COMMERCIAL

HOTELS &  
CONVENTIONS

LEISURE & TOURISM

90%  
NET GROUP

34%  
CITYMALL  
COMMERCIAL  
CENTERS

# SM Group Companies' Rankings

Philippine Conglos Market Cap (\$bn)		Philippine Retailers Total Sales (\$mn)		Philippine Banks Total Resources (\$bn)		Property Developers Market Cap (\$bn)	
<b>SMIC</b>	<b>16.1</b>	<b>FY 2015</b>		<b>BDO</b>	<b>45.9</b>	<b>SMPH</b>	<b>15.3</b>
JG Summit	10.1	<b>SM Retail</b>	<b>4,482</b>	Metrobank	35.5	Ayala Land	9.9
Ayala Corp	9.5	Puregold	2,060	BPI	32.7	Megaworld	2.5
Aboitiz Equity	8.3	Robinsons*	1,927	Landbank	27.7	Double Dragon	2.4
GT Capital	4.5	*Includes all retail formats Source: Company Information		PNB	14.7	Robinsons Land	2.3
Metro Pacific	4.4	<b>Philippine Retailers Total Stores</b>		Security Bank	14.1	Vistaland	1.3
SMC	3.9	<b>FY 2015</b>		<b>China Bank</b>	<b>11.4</b>	Filinvest	0.9
DMCI	3.3	<b>SM Retail</b>	<b>294</b>	RCBC	10.5		
LT Group	3.2	Puregold	281	DBP	10.2		
Alliance Global	2.7	Robinsons*	166	UBP	8.9		
Source: Bloomberg; Figures as of Nov. 11, 2016		*Supermarkets and Department Stores only Source: Company Information		Source: Company Information, 9M 2016		Source: Bloomberg; Figures as of Nov. 11, 2016	

# Our Business Footprint

Metro Manila		
16 Cities	1 Municipality	
Retail	Stores	GSA
Total	687	1,064,075
Food	92	475,943
Non-food	22	354,818
Specialty	573	233,314
Property	Buildings	GFA
Malls	20	3,297,272
Residential	24	
Office Bldgs	5	330,247
Exhibit Halls	3	
Banking	Branches	
BDO	489	
China Bank	248	

Total Population: 101M



Visayas		
16 Provinces	43 Cities	
Retail	Stores	GSA
Total	227	297,185
Food	33	141,258
Non-food	6	84,219
Specialty	188	71,708
Property	Buildings	GFA
Malls	5	1,088,157
Hotels	1	35,630
Exhibit Halls	2	
Banking	Branches	
BDO	118	
China Bank	64	

Metro Manila	42%	Metro Manila	44%
Luzon	41%	Luzon	35%
Visayas	12%	Visayas	14%
Mindanao	5%	Mindanao	6%
Retail GSA	2,484,546	Mall GFA	7,560,406

Luzon		
38 Provinces	55 Cities	
Retail	Stores	GSA
Total	802	980,288
Food	141	551,387
Non-food	23	246,671
Specialty	638	182,229
Property	Buildings	GFA
Malls	29	2,683,723
Residential	2	
Hotels	2	32,326
Banking	Branches	
BDO	303	
China Bank	174	

Mindanao		
27 Provinces	33 Cities	
Retail	Stores	GSA
Total	119	142,998
Food	11	62,413
Non-food	4	42,358
Specialty	104	38,226
Property	Buildings	GFA
Malls	4	491,254
Hotels	1	11,013
Exhibit Hall	1	
Banking	Branches	
BDO	174	
China Bank	41	

# Our ESG Programs

17 PARTNERSHIPS  
FOR THE GOALS



*"SM continues to find ways to provide Filipinos with various opportunities for growth. Equally important is our impact on the environment and the company's thrust to becoming a progressive leader in sustainable business practices in the country." - Harley T. Sy*



## Environmental Sustainability



## Social Inclusion



## Corporate Governance



## Sustainable Cities and Communities



Food security through sustainable agriculture and backyard farming



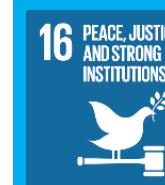
## Sustainable Operations



Access to health and medical care



Access to inclusive and equitable education



## Corporate Governance Policies & Code of Ethics

Disclosure and Transparency

Annual ESG Report

ASEAN Corporate Governance Scorecard

Enterprise Risk Management

Board & Management



## Awareness Programs



## Conservation and Preservation



## Disaster Risk Reduction



## Harnessing Human Potential



Social Programs for persons with special needs  
Disaster Response, Relief and Rehabilitation

*Note: All of SM's ESG programs are aligned with the Sustainable Development Goals*

# Strong Leadership

## Board of Directors



From L to R:

**TOMASA H. LIPANA**, Independent Director • **HENRY T. SY, JR.**, Vice Chairperson • **TERESITA SY-COSON**, Vice Chairperson • **HENRY SY, SR.**, Chairman • **HARLEY T. SY**, Director and President • **JOSE T. SIO**, Director, Executive Vice President and Chief Finance Officer • **JOSEPH R. HIGDON**, Independent Director • **AH DOO LIM**, Independent Director

## Business Leadership

### Retail

#### Food



Herbert

#### Non-Food



Teresita



Harley

### Banking

#### BDO



Teresita

#### China Bank



Hans

### Property

#### SM Prime



Henry Jr.



Hans

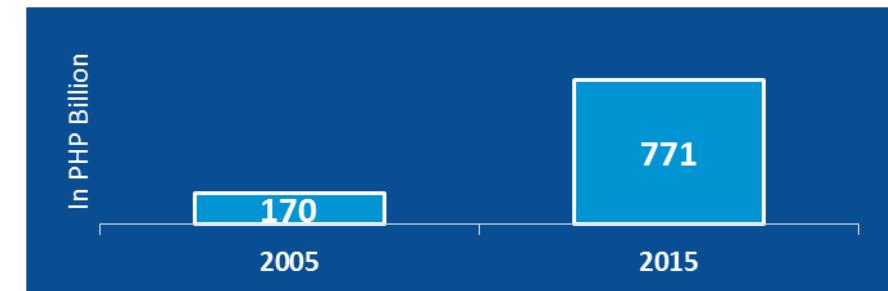
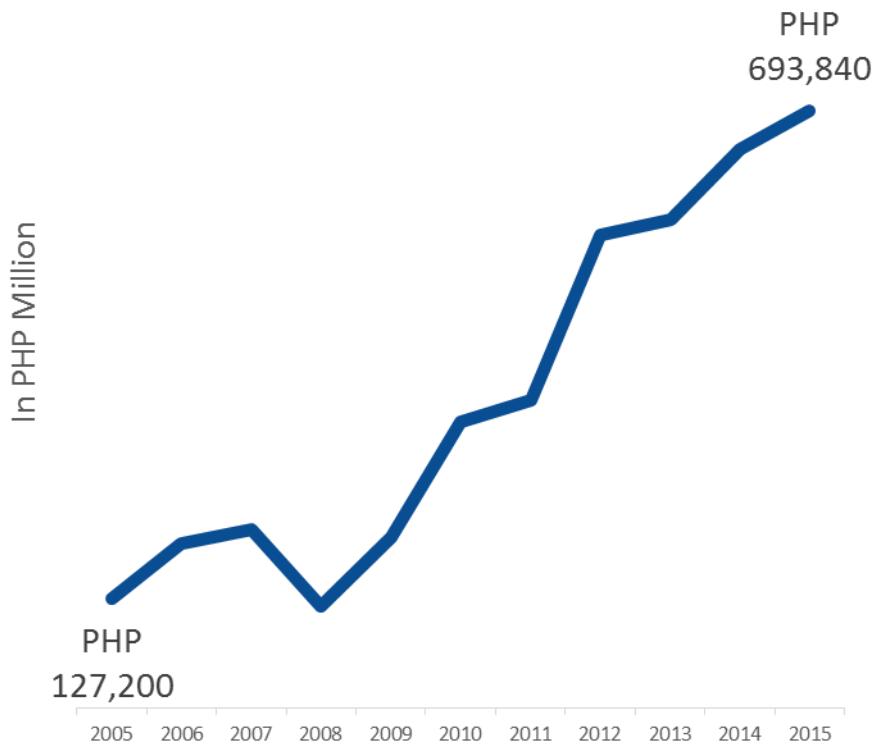


Elizabeth

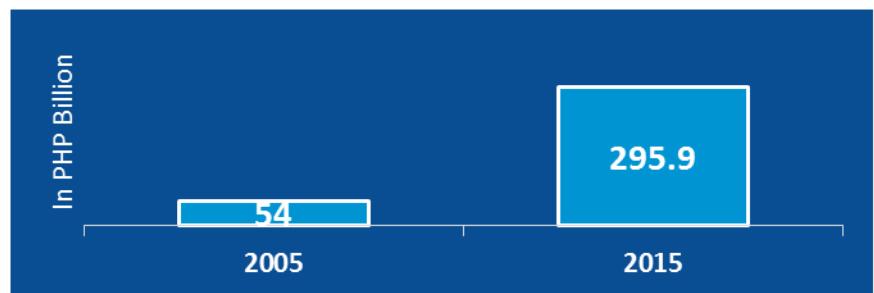
# 10-Year Performance since PSE Listing

Assets grew at 16.3% p.a.

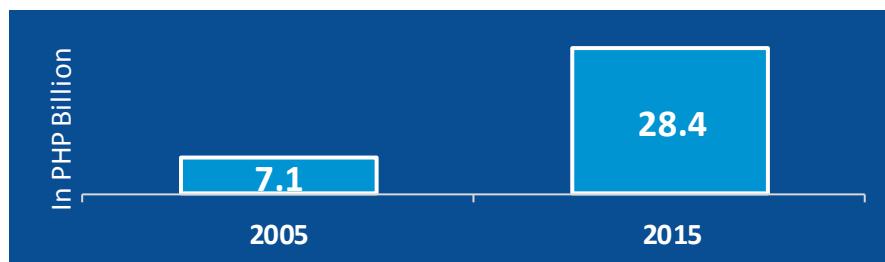
Market Cap grew 18.5% p.a.



Revenue grew at 18.6% p.a.



Net Income grew at 14.9% p.a.



# Summary of SMIC Recent Performance

Figures in PHP billion except percentages

<b>SM Investments</b>	<b>9M 2016</b>	<b>9M 2015</b>	<b>Change</b>	<b>FY 2015</b>
Revenues	252.4	230.8	9.4%	332.2
Net Income*	22.0	19.9	10.7%	43.7
Net Margin (inc-NCI)	13.4%	13.2%	-	13.1%
ROE	10.8%	11.0%	-	10.8%
Net Debt:Equity	39:61	38:62	-	36:64

\*Recurring Earnings growth of 9%

<b>SM Retail (Post-Merger)</b>	<b>9M 2016</b>	<b>9M 2015</b>	<b>Change</b>	<b>FY 2015</b>
Gross Revenues	189.8	174.3	8.9%	252.9
Net Income	7.0	6.6	7.2%	10.9
Net Margin (inc-NCI)	4.2%	4.3%	-	4.3%

<b>BDO</b>	<b>9M 2016</b>	<b>9M 2015</b>	<b>Change</b>	<b>FY 2015</b>
Net Interest Income	48.4	41.8	15.9%	57.0
Non Interest Income	31.8	23.8	33.3%	31.9
Net Income	19.3	17.6	9.7%	25.0

<b>SM Prime</b>	<b>9M 2016</b>	<b>9M 2015</b>	<b>Change</b>	<b>FY 2015</b>
Revenues	57.8	52.2	10.7%	71.5
Net Income	17.5	15.5*	13.0%	20.9*
Net Margin	30.2%	29.7%	-	28.0%

\*Adjusted for gain on sale of AFS

- | Recent Events   |
|---|
| <p><b>Retail</b></p> <ul style="list-style-type: none"> <li>Completed merger of specialty retail stores</li> <li>Opened 21 food, 2 department and 95 specialty stores in 9M, 84% outside Manila</li> <li>Alfamart operating 186 stores</li> </ul> <p><b>Banking</b></p> <ul style="list-style-type: none"> <li>BDO announced rights offering of PHP60B</li> <li>Partnering with TPG Growth to gain expertise in microfinance through One Network Bank</li> <li>On-line securities brokerage joint-venture with Nomura</li> <li>China Bank forms China Bank Securities Corporation to service equities-related transactions</li> </ul> <p><b>Property</b></p> <ul style="list-style-type: none"> <li>Opened Conrad Manila and S'Maison in the MOA Complex</li> <li>Issued PHP10B fixed rate bonds</li> <li>Opened SM San Jose Del Monte, SM Trece Martires, SM Cherry Congressional and expanded SM Molino</li> </ul> <p><b>Portfolio Investments</b></p> <ul style="list-style-type: none"> <li>Atlas Mining announced restructuring plan</li> <li>Belle to buy LR's stake in the City of Dreams</li> </ul> |

# SM Retail: Footprint Expansion Opportunity

## SM Retail Footprint by Format

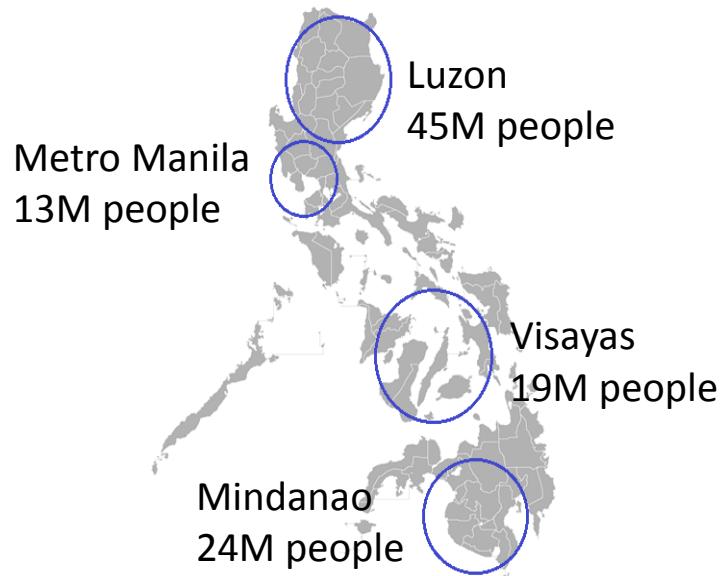
Department Stores	Stores	GSA (sqm)	Average
The SM Store	55	728,066	13,238

Food	Stores	GSA (sqm)	Average
SM Supermarket	47	327,731	6,973
SM Hypermarket	45	346,788	7,706
SaveMore	150	452,335	3,016
Waltermart	35	104,149	2,976
Alfamart*	186	-	-

Specialty Stores*	Outlets	GSA (sqm)	Average
Ace Hardware	132	141,407	1,071
Homeworld	79	83,386	1,056
Toy Kingdom	135	51,530	382
SM Appliances	68	79,241	1,165
Others	1,089	169,914	156

\*Some Specialty outlets located in Department/Food stores

## SM Retail Footprint by Region



Region	Outlets	% of Total
Metro Manila (NCR)	687	43%
Luzon (ex-NCR)	802	39%
Visayas	227	12%
Mindanao	119	6%
<b>Total*</b>	<b>1,835</b>	

\*Alfamart not included

# SM Retail: Merger of Related Businesses

- Merger – SM Retail Inc. surviving entity
- Strategic Fit
  - ✓ Discretionary retailing
  - ✓ Scale and diversity
  - ✓ Strong mall synergies
- Alignment of Structure and Ownership
- Earnings Accretive – higher growth and margins
- Greater footprint
- Local market leadership



# Banking

## BDO



### Business Strategy

- **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



### Business Strategy

- **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, mixed-use “Lifestyle cities” anchored on world-class malls
- The largest integrated property developer in Southeast Asia by market capitalization
- High recurring income
- Extensive landbank
- Consistently cited for excellence in corporate governance, property development, environmental consciousness and service



Malls



Commercial



Residential



Leisure

# SM Prime's 5-Year Roadmap



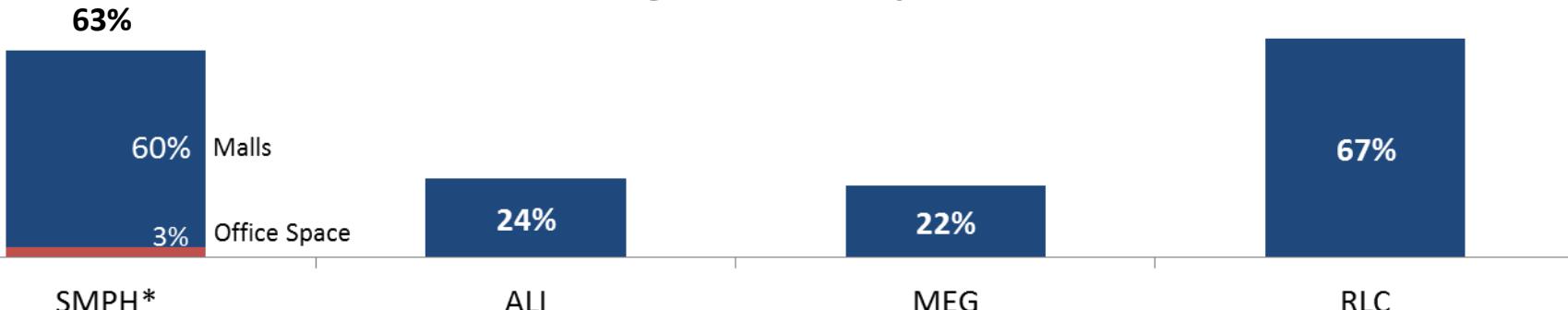
	Malls	Residences		Commercial	Hotels & Convention Centers
	GFA: 10.6 Million sqm (85% Phil + 15% China)	Primary Homes Launched Units: 139,628 Projects: 41	Leisure Homes Launched Units: 2,500 Projects: 16	GFA: 0.46 Million sqm No of Towers: 7	Rooms: 2,187 Projects: 10
2018 (2013-2018)	+28% in GFA	+69% in units	+23% in units	+44% in GFA	+87% in rooms
2015 Act	GFA: 8.3 Million sqm (89% Phil + 11% China)	Launched Units: 82,841 Projects: 27	Launched Units: 2,035 Projects: 12	GFA: 0.32 Million sqm No of Towers: 5	Rooms: 1,167 Projects: 5
2013 Act	+19% in GFA	+30% in units	0% in units	+113% in GFA	+15% in rooms
	GFA: 7.0 Million sqm (89% Phil + 11% China)	Launched Units: 63,892 Projects: 21	Launched Units: 2,035 Projects: 12	GFA: 0.15 Million sqm No of Towers: 3	Rooms: 1,015 Projects: 4

- Doubling revenues and profits by 2018 to PHP32 billion
- Growth will be driven by malls and residential units

# SM Prime vs Peers

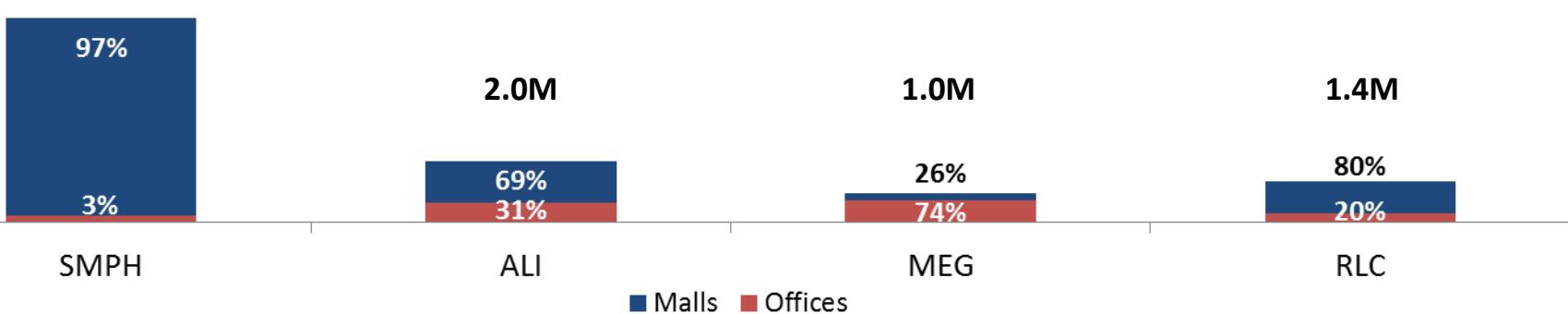
Most defensive and least cyclical among Philippine property conglomerates

## Recurring Revenue Comparison



\*Excludes Hotels and Resorts

## Gross Floor Area (sqm)



Source: Latest Available Company Information

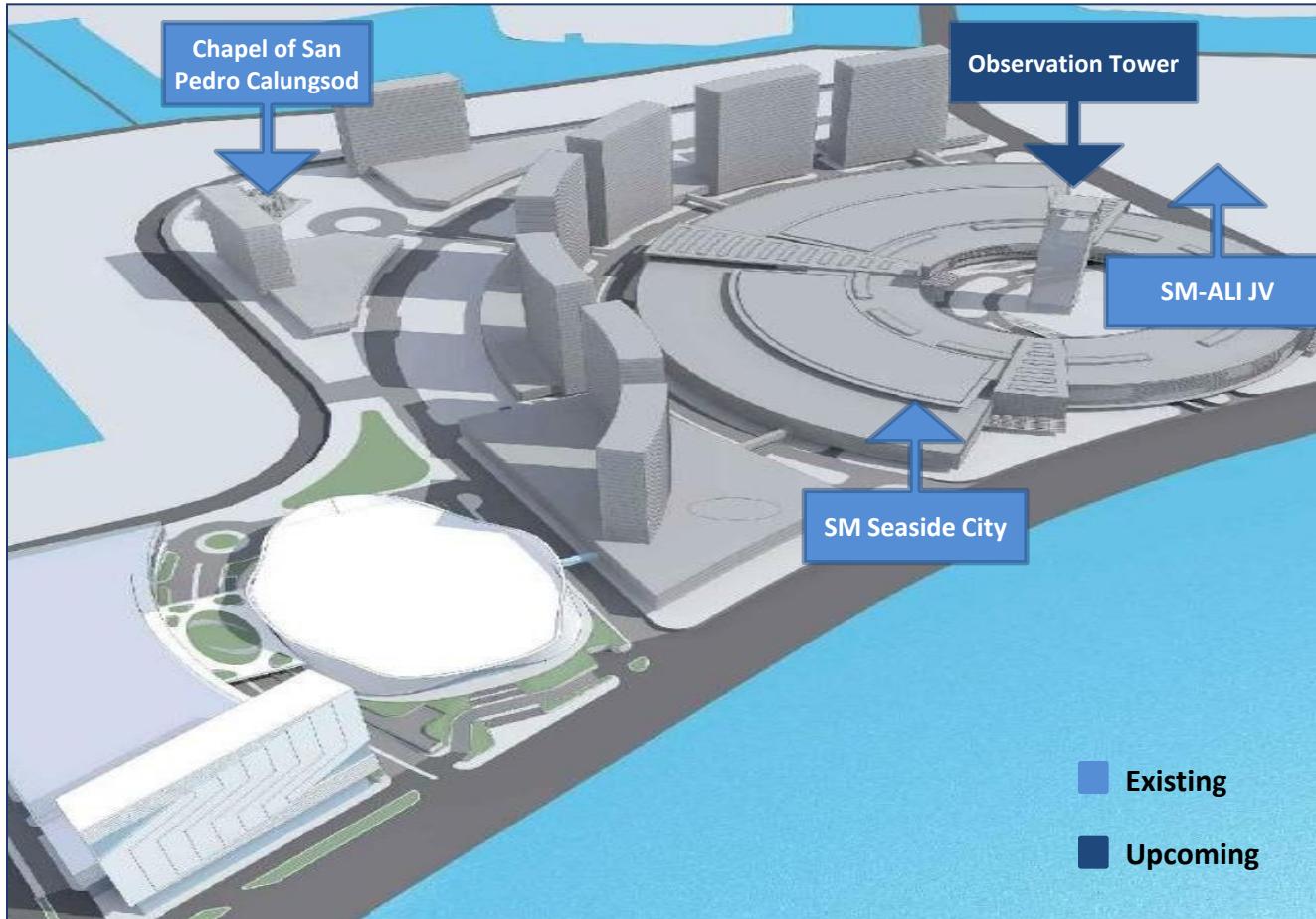
# The Mall of Asia Complex: A Lifestyle City Development



- Commercial, entertainment and residential hub
- 60 hectares of reclaimed land fronting Manila Bay
- Existing structures:
  - Mall of Asia
  - SMX Convention Center
  - SM Arena
  - Conrad Manila
  - OneE-Com Center, TwoE-Com Center, FiveE-Com Center
  - Shell, Sea Residences
- Under construction:
  - ThreeE-Com Center, FourE-Com Center
  - Shore Residences
  - Galeon Museum



# SM Seaside Cebu: A Lifestyle City Development



- 30 hectares mixed use development on reclaimed land in Cebu
- Integrated development
- Site of Cebu's largest mall and the fourth largest SM mall in the country with a GFA of 430,000 sqm
- Adjacent to 26 hectares co-owned with Ayala Land

# SM Malls: Overview

Largest mall operator/developer in the Philippines

## Malls



**58** Malls Philippines

**6** Malls China

## Mall Tenants



**17,333** Tenants Philippines

**1,478** Tenants China

## Total GFA



**7.54M** sqm Philippines

**0.95M** sqm China

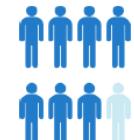
## Parking Slots



**79,718** Slots Philippines

**7,134** Slots China

## Average Daily Pedestrian Count



**3.5M** Visitors Philippines

**0.2M** Visitors China

## Cinema Seats



**141,906** Seats Philippines

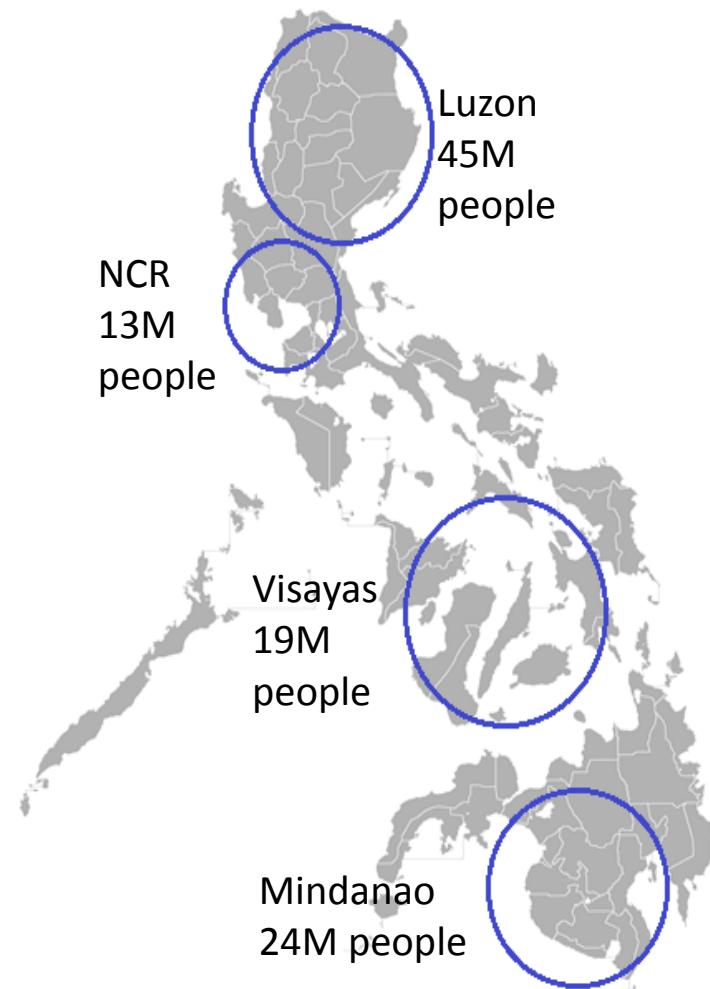
**6,456** Seats China

# SM Malls: Philippines

Area	Malls	GFA (sqm)	% of Total
Metro Manila (NCR)	20	3,297,272	44%
Luzon (ex-NCR)	29	2,633,723	35%
Visayas	5	1,088,157	14%
Mindanao	4	491,254	7%
<b>Total</b>	<b>58</b>	<b>7,510,406</b>	<b>100%</b>



Philippine Population: 101M



# SM Malls: Philippines Expansion Plans

New	Opening	GFA (sqm)
SM San Jose Del Monte	April 2016	114,186
SM Trece Martires	May 2016	83,783
SM Cherry Congressional	Nov 2016	13,273
SM East Ortigas	Dec 2016	80,127
Expansion		
SM San Pablo Ph 1	Oct 2016	13,359
SM Molino	Oct 2016	39,674
Total		<b>344,402</b>
Projection		
End-2016	Total Malls	60
	Total GFA	7.7 mn sqm



# SM Malls: BPO Expansion Plans

New	Number	GLA (sqm)
Total Available Sites	27	252,028
Upcoming Sites	Opening	GLA (sqm)
SM City Clark 5&6	4Q 2016	28,900
SM City Sta. Rosa	4Q 2016	26,117
<i>Sub-total</i>		55,017
SM Cagayan de Oro 2	3Q 2017	19,565
SM Southmall Tower	3Q 2017	21,718
SM Fairview Tower	4Q 2017	55,092
SM Bacolod	4Q 2017	16,000
San Pablo	4Q 2017	9,196
<i>Sub-total</i>		121,572
<b>Total</b>		<b>428,617</b>



# SM Malls: China



Existing	Date Opened	GFA (sqm)
SM Xiamen	2001 December	238,125
Jinjiang	2005 November	167,830
Chengdu	2006 October	166,665
Suzhou	2011 September	72,552
Chongqing	2012 December	149,429
Zibo	2015 September	150,600
<b>Total</b>		<b>945,200</b>

Upcoming	Target	GFA (sqm)
Tianjin (partial)	2016	564,819



# SM Residences

Projects Overview		9M 2016
Total Launched since 2003		89,634
Total Units Sold since 2003		74,934
% Sold to date		83.6%
Planned Launched in 2016 (units)	11,000-14,000	
Reservation Sales (value)		PHP35.5B
Reservation Sales (units)		12,579
2016 CAPEX		PHP16.3B
Project		PHP10.5B
Land banking		PHP5.8B



SMDC Fame



SMDC Air



SMDC Shore Amenities

Landbank (Hectares)	
Metro Manila	48.2
Outside Metro Manila	192.0
Land for Future Projects	240.3

# SM Residences Example – Shore Residences

One Bedroom with Balcony



Approx. 27.7 to 29.5 sqm

Two Bedroom with Balcony



Approx. 58.5 sqm

# SM Commercial Properties

<b>Completed</b>	<b>Opened</b>	<b>GFA (sqm)</b>
SM Cyber Makati One	2008	22,055
SM Cyber Makati Two	2008	16,725
TwoE-com Center	2012	107,962
SM Aura Tower	2013	52,837
SM Cyber West	2014	41,799
FiveE-com Center	2015	129,307
<b>Total</b>		<b>370,685</b>
<b>Under Construction</b>	<b>Opening</b>	<b>GFA (sqm)</b>
ThreeE-com Center	TBA	114,204
FourE-com Center	TBA	TBA



# SM Hotels and Convention Centers

- Growing tourism market opportunity
- SM Hotel expansions complement existing mall, commercial and residential developments
  - Iloilo
  - SM North Edsa
  - San Fernando, Pampanga
  - SM Seaside City, Cebu

Mall of Asia Arena



Conrad Manila



SMX Convention Center

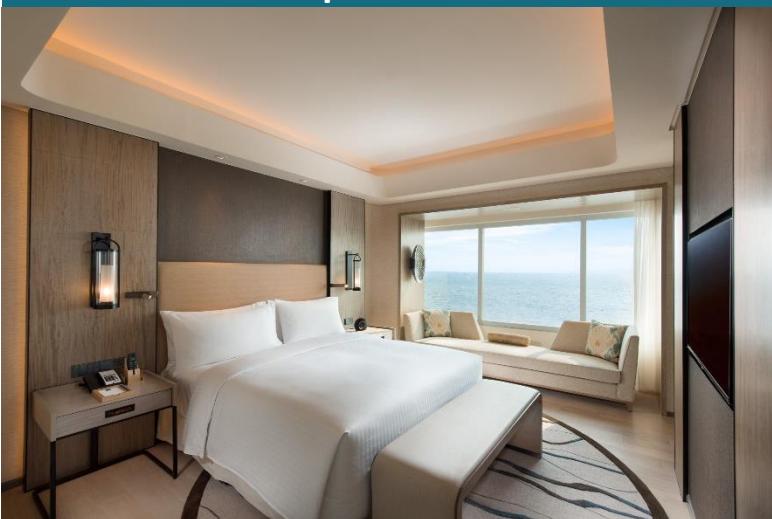


# SM Hotels and Convention Centers

Conrad Manila Lobby



Conrad Manila Diplomatic Suite: Bedroom

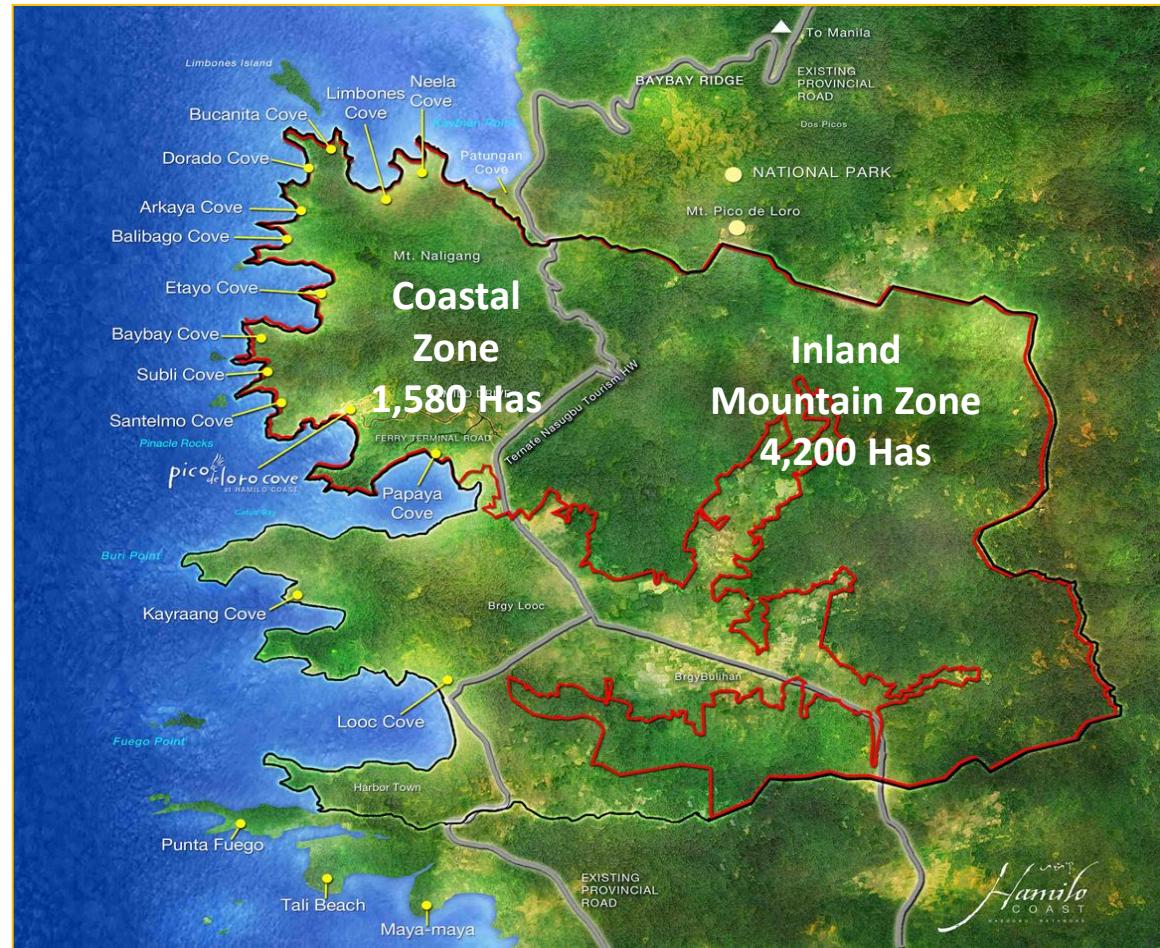


Hotel	Opened	Rooms
Taal Vista, Tagaytay	2003	260
Radisson Blu, Cebu	2010	396
Pico Sands, Hamilo Coast	2011	151
Park Inn, Davao	2013	202
Park Inn, Clark	2015	154
Conrad Manila, Pasay	2016	347
<b>Total</b>		<b>1,510</b>

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
Mall of Asia Arena	MOA Complex	20,000 seats
<b>Total</b>		<b>35,623</b>

# Land Bank

Companies	Land Bank (sqm)
SM Prime	11,270,901
Malls	1,812,356
Residences	3,146,993
Commercial	883,252
Leisure Homes	5,428,300
SMIC	57,801,502
<b>Total</b>	<b>69,072,403</b>



# Land Bank in Batangas: Hamilo Coast



- Hamilo Coast asset is owned directly by SMIC
- 5,780 hectares
- 31 km of coastline
- 13 coves
- Pristine environment
- 1½ - 2 hours from Manila



# 2016 SM Group CAPEX

Businesses	PHP bn	Allocation/Projects
Retail	5.2	New stores / Renovations
Banks	7.5	Branch expansion, IT enhancements
Property	60.2	
Malls	32.2	New SM malls and expansions in Philippines and China
Residential	20.7	Condominiums and HPI projects
Commercial	4.5	ThreeE-com and FourE-Com
Hotels and Convention Centers	2.7	Conrad Manila
Parent and Others	0.4	
<b>Total</b>	<b>73.3</b>	

# Portfolio Investments: Belle Corporation

- 28% ownership; publicly listed
- Developer of high-end entertainment and leisure properties
- Subsidiary, Premium Leisure Corp., holds 1 of 4 gaming licenses in Entertainment City complex in Manila Bay
- US\$1.3bn City of Dreams Manila, operated by Melco Crown
  - Total gross floor area: 310,565 sqm
  - Gaming floor area: 16,581 sqm
  - 247 gaming tables
  - 1,642 slot machines and electronic table games
  - Three hotel brands with 946 keys: Crown, Nobu, Hyatt

(In PHP mn)	9M 2016	9M 2015	% Chg	FY 2015
Revenues	4,641	3,981	16.6%	5,195
Operating Costs and Expenses	(1,821)	(1,707)	6.7%	(2,318)
Net Operating Income	2,820	2,274	24.0%	2,877
Net Income	1,873	1,144	63.7%	1,425
Net Margin	40%	29%	-	27%
ROE	9.0%	5.8%	-	5.3%
Net Debt (Cash) to Equity	0.11 : 1.00	0.12 : 1.00	-	0.10:1.00

# Portfolio Investments: Atlas Consolidated Mining

- 29% ownership; publicly listed
- Copper mine with 20+ years mine life, over 400m tonnes of proved and probable reserves
- Average cut-off grade of 0.30% Cu
- Excellent environmental and social record
- Supportive shareholders and other stakeholders
- Announced restructuring plan to optimize cash position during copper price downturn
  - Optimal 40k tonnes/day production volumes
  - Reduce pre-stripping CAPEX for 2016 and 2017
  - Cost reduction and operating efficiency programme

(In PHP mn)	9M 2016	9M 2016	% Chg	FY 2015
Revenues	8,777	8,403	4.5%	11,342
Total Cash Cost	6,596	6,710	-1.7%	9,417
EBITDA	2,262	1,952	15.9%	2,169
Net Income	(470)	(1,318)	-64.3%	-814
Core Income*	(1,046)	(992)	5.4%	-2,120

\*Net income after tax adjusted for non-recurring items such as foreign exchange and mark-to-market adjustments.

# Portfolio Investments: CityMalls Commercial Corp.



- 34% owned by SM Investments
- Rapid growth plans to develop strip malls markets outside Metro Manila
- SM group brands consist of almost 40% of the GFA
- 70% of target land bank secured
- 100 CityMalls by 2020

# Financials

# Financials: SMIC

## 9M 2016 Consolidated Results

In PHP Billion

	9M 2016	9M 2015	Change	FY2015	FY2014	FY2013
Revenue	252.4	230.8	9.3%	332.2	308.8	286.7
Reported Net Income*	22.0	19.9	10.7%	43.7	41.5	40.0
Net Margin (inc-NCI)	13.4%	13.2%	-	13.1%	13.5%	14.0%
Return on Equity	10.8%	11.0%	-	10.8%	12.1%	n/a

\*Recurring Earnings growth of 9%

Total Capital	9M 2016	9M 2015	Change	FY2015	FY2014	FY2013
Cash Equivalents & Short Term Investments	110.8	105.6	4.9%	125.0	134.7	120.3
Net Debt	186.3	168.5	10.6%	156.7	127.5	117.8
Equity	295.0	271.0	8.8%	280.0	252.2	215.2
Net Debt:Equity	39 : 61	38 : 62	-	36 : 64	34 : 66	36 : 64

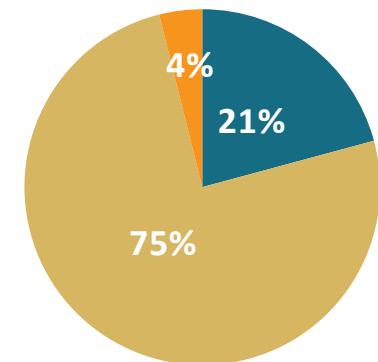
### SMIC Parent Debt

Net Debt to Equity	33 : 67	Average Cost of Debt	5.03%
Peso-Foreign Currency	46 : 54	Average Debt Tenure	4.13 years

### Recent Bond Offerings

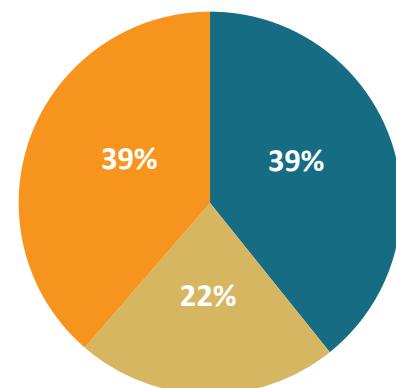
Issued	Amount	Currency	Due Date	Coupon Rate
June 10, 2014	USD350 mn	US Dollar	June 2024	4.88%
May 19, 2014	PHP15 bn	Philippine Peso	May 2021/May 2024	5.2958%/5.6125%
July 16, 2012	PHP15 bn	Philippine Peso	Jul 2019/Jul 2022	6.0%/6.9442%
October 17, 2012	USD500 mn	US Dollar	October 2019	4.25%
October 13, 2010	USD400 mn	US Dollar (Exchange Bonds)	October 2017	5.50%

Revenues +9.3% to PHP252.4bn



*Banking business not consolidated*

Reported Earnings +11%  
(Recurring Earnings +9%)



■ Property ■ Retail ■ Banking

# Financials: BDO

Financial Highlights (In PHP Bn)	9M 2016	9M 2015	Change	FY 2015
Net Interest Income	48.4	41.8	15.9%	57.0
Other Income	31.8	23.8	33.3%	31.9
Net Income <sup>1</sup>	19.3	17.6	9.7%	25.0
Assets	2,207.9	1,952.2	13.1%	2,031.3
Deposits	1,816.5	1,600.1	13.5%	1,663.9
Gross Customer Loans <sup>2</sup>	1,412.1	1,223.1	15.5%	1,279.4
Net Interest Margin	3.3%	3.1%	--	3.2%
Cost to Income Ratio	65.9%	62.3%	--	62.0%
Return on Common Equity <sup>3</sup>	12.6%	13.0%	--	13.6%
Gross Loans to Deposits Ratio	77.7%	76.4%	--	76.9%
Gross NPL to Gross Customer Loans	1.3%	1.2%	--	1.2%
Total CAR <sup>4</sup>	12.9%	13.4%	--	13.3%
Tier 1 Ratio	11.4%	11.8%	--	11.7%
CET1	11.1%	11.4%	--	11.3%

Notes:

1. Excludes net income attributable to minority interest

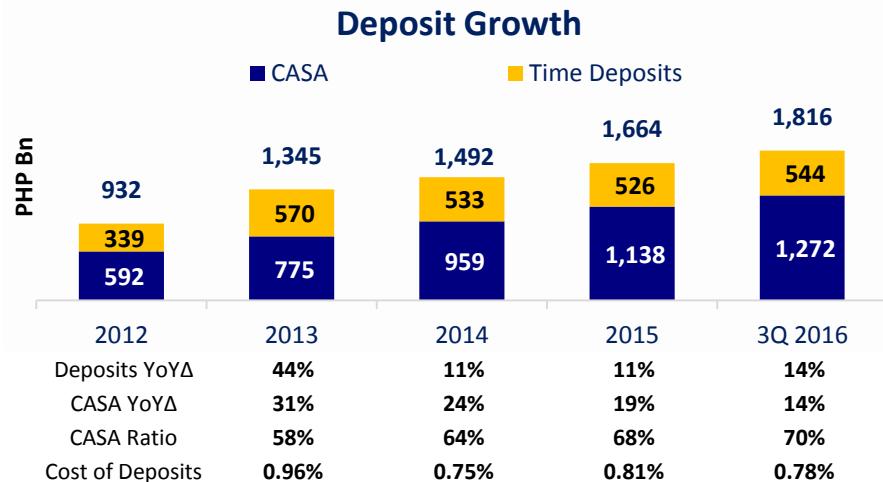
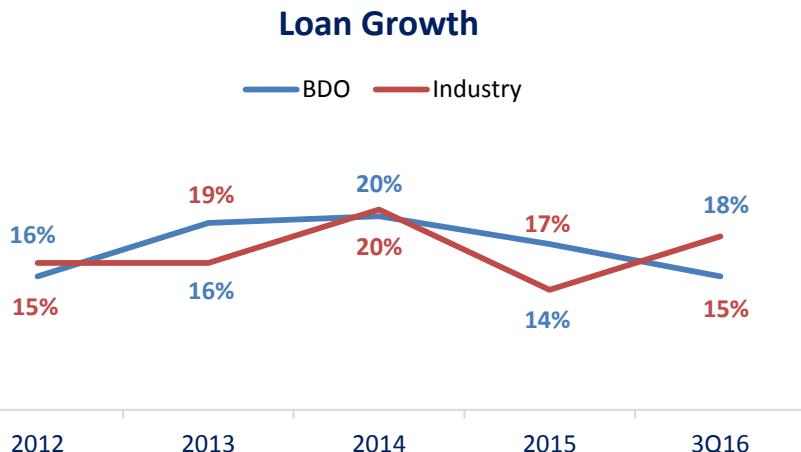
2. For BDO press releases, gross customer loans is the figure quoted

3. Return on Ave. Common Equity, defined as NI to parent shareholders less preferred dividends / ave. common equity (excluding preferred shares and minority interests)

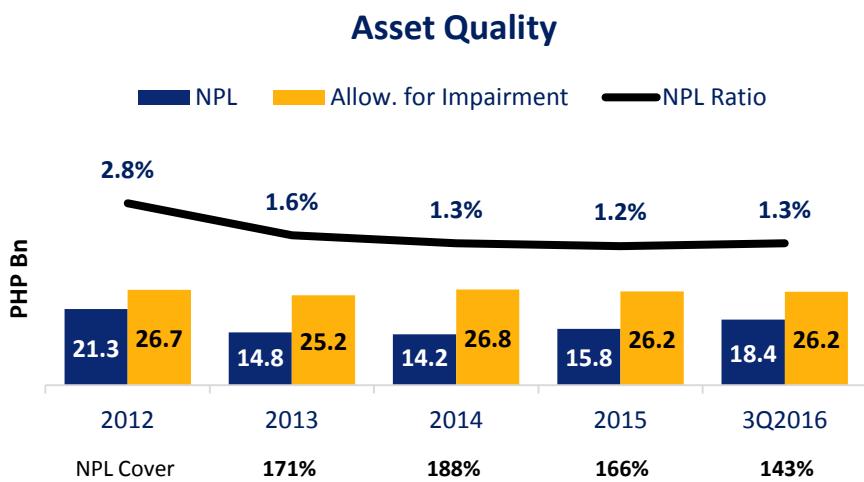
4. Per BSP, as seen in the published statements of condition

# Financials: BDO

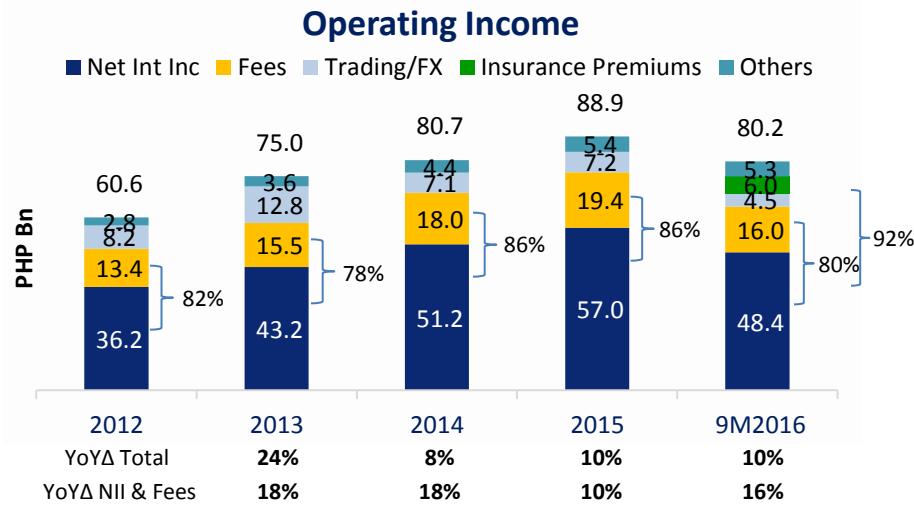
## Loan and Deposit Growth



## Improving Asset Quality



## Consistent Growth in Sustainable Sources



# Financials: China Bank

Financial Highlights (In PHP Bn)	9M 2016	9M 2015	Change	FY 2015
Net Interest Income	12.3	11.2	9.3%	15.1
Non-Interest Income	4.2	3.0	42.2%	4.6
Net Income	4.8	3.7	31.2%	5.6
Assets	564.8	472.1	19.6%	527.0
Deposits	472.8	392.1	20.6%	438.7
Gross Customer Loans (ex-UDSCL)	347.3	293.0	18.5%	317.5
Net Interest Margin	3.2%	3.4%	--	3.4%
Cost to Income Ratio	62.3%	65.0%	--	62.8%
Return on Equity <sup>1</sup>	10.5%	8.5%	--	9.6%
Gross Loans to Deposits Ratio	73.5%	74.7%	--	70.7%
Gross NPL Ratio	2.4%	3.1%	--	2.6%
Total CAR <sup>2</sup>	13.3%	14.1%	--	13.5%
Tier 1/CET 1	12.4%	13.2%	--	12.6%

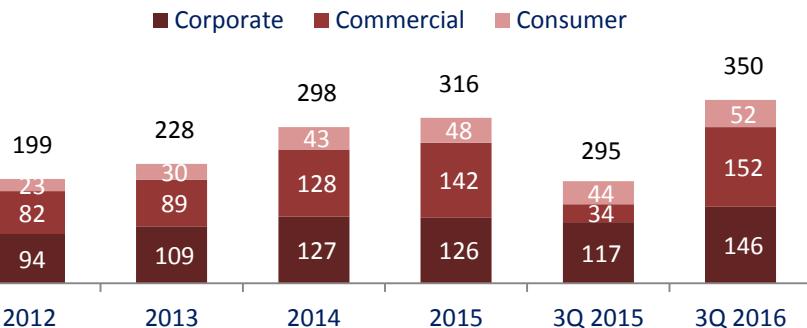
1. Net Income/Average Equity

2. Per BSP, as seen in the published statements of condition

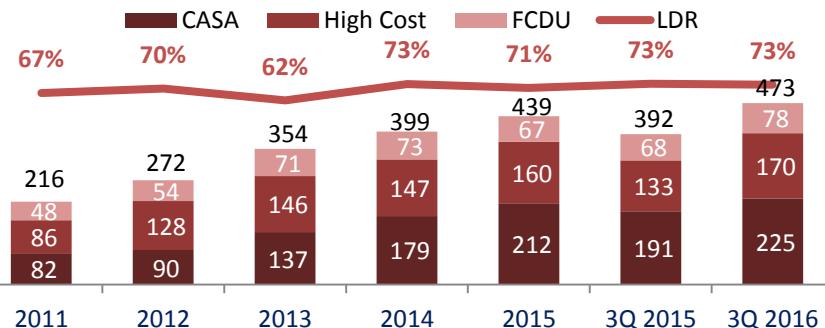
# Financials: China Bank

## Loan and Deposit Growth

### Gross Loans (PHP bn)

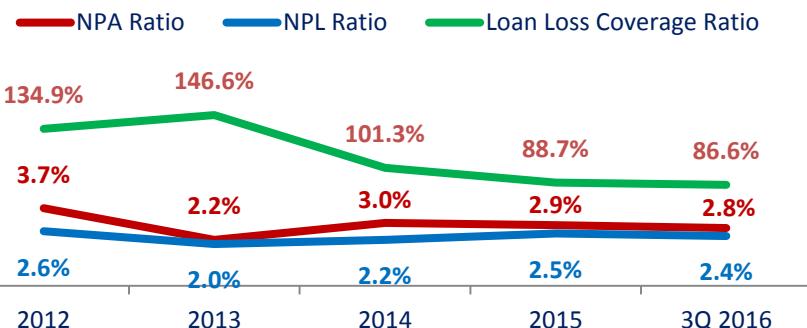


### Funding (PHP bn)



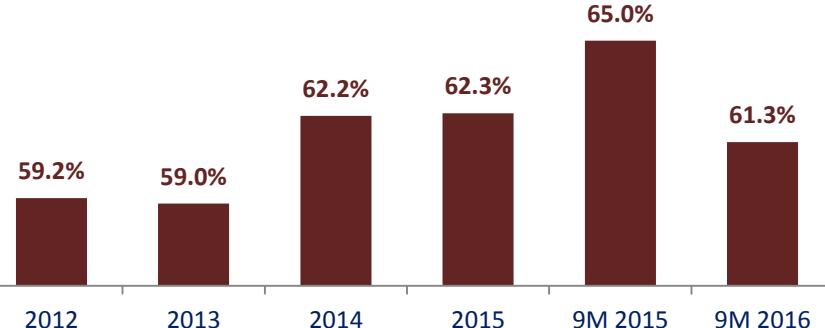
### Steady Asset Quality

#### Asset Quality



### Stabilizing Cost Income Ratio

#### Cost to Income Ratio



# Financials: SM Prime

## 9M 2016 Results

In PHP Billions

Consolidated	9M 2016	9M 2015	% Chg
Revenue	57.8	52.2	10.7%
Normalized Earnings	17.5	15.5	12.9%
Net Margin	30.2%	29.6%	-
Return on Equity	10.7%	10.1%	-

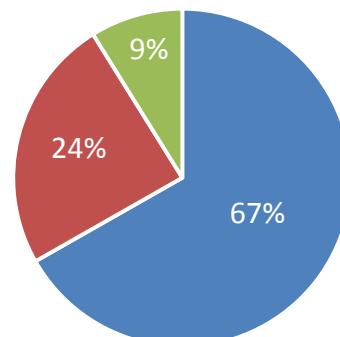
Malls Group	9M 2016	9M 2015	% Chg
Revenues	35.2	32.3	8.9%
Operating Income	19.3	17.6	9.8%
EBITDA	23.9	21.6	10.6%
EBITDA margin	67.9%	66.9%	-
Net Income	11.7	10.7	8.9%
Net margin	33.1%	33.1%	-

Philippine Malls	9M 2016	9M 2015	% Chg
Revenues	30.5	27.8	9.7%
Operating Income	17.1	15.5	10.4%
EBITDA	20.8	18.7	11.2%
EBITDA margin	68.1%	67.1%	-
Net Income	11.2	9.8	14.1%
Net margin	37.5%	36.1%	-

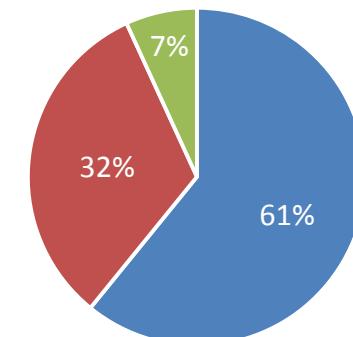
  

China Malls	9M 2016	9M 2015	% Chg
Revenues	3.1	2.9	4.8%
Operating Income	1.5	1.4	6.4%
EBITDA	2.2	2.0	7.7%
EBITDA margin	71.8%	70.6%	-
Net Income	0.3	0.7	-57.6%
Net margin	10.3%	25.5%	-

## Earnings



## Revenue



■ Malls ■ Residences ■ Others

## Residential

Residential	9M 2016	9M 2015	% Chg
Revenues	18.7	16.9	10.0%
Operating Income	5.1	4.6	9.6%
EBITDA	5.2	4.8	9.2%
EBITDA margin	27.8%	28.2%	-
Net Income	4.3	3.7	14.9%
Net margin	22.8%	22.0%	-

## Commercial

Commercial	9M 2016	9M 2015	% Chg
Revenues	1.9	1.3	44.3%
Operating Income	1.4	0.7	94.6%
EBITDA	1.7	1.0	74.4%
EBITDA margin	84.5%	74.4%	-
Net Income	1.1	0.6	103.7%
Net margin	61.0%	43.2%	-

# Contact Information and Disclaimer

## Investor Relations Office

Office Number:	+63 2 857-0100
Email Address:	<a href="mailto:ir@sminvestments.com">ir@sminvestments.com</a>
SM Official Website:	<a href="http://www.sminvestments.com">www.sminvestments.com</a>
Official Facebook Account:	<a href="http://www.facebook.com/sminvestments.ir">www.facebook.com/sminvestments.ir</a>
Official Twitter Account:	<a href="https://twitter.com/SM_INVESTMENTS">@SM_INVESTMENTS</a>
PSE Ticker	SM
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