



# Investor and Analysts' Briefing FY 2019 Results

28 Feb 2020



# SMIC FY 2019 Consolidated Results

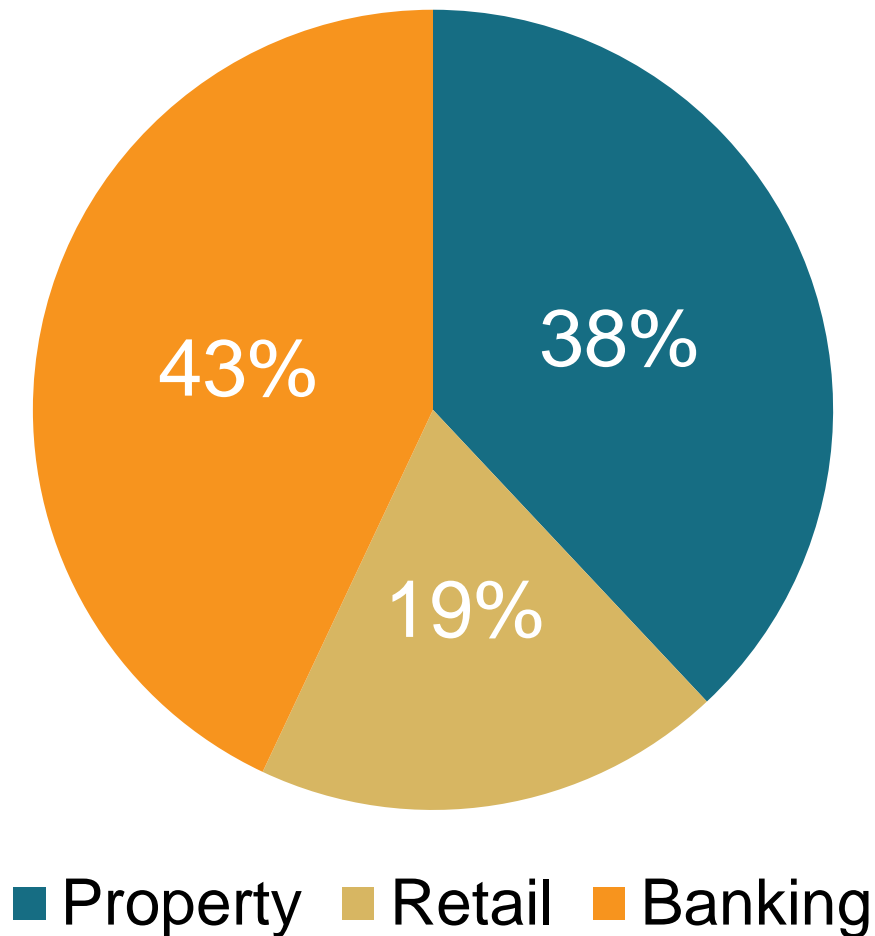
- Strong top and bottom line growth
- Adjusted for impact of PFRS 16
- Conservative gearing unchanged

SM Investments	FY 2019	Chg
Revenues	501.7	12%
Earnings	44.6	20%
<i>w/o PFRS 16</i>	45.0	21%
Assets	1,144.2	8%
Net Debt:Total Equity	36 : 64	

*Figures in PHP B except percentages*

# Net Income Mix

- All core businesses contributed to growth



# Banking – BDO

Banking	BDO	
	FY 2019	Chg
Net Income	44.2	35%
Net Interest Inc.	119.9	22%
Other Income	60.6	22%
Loans	2,208.1	9%
Deposits	2,485.2	3%
NIM	4.2%	
NPL	1.2%	
CET 1	12.6%	
CAR	14.2%	

- BDO benefitted from strong growth in its core business and boosted by other income growth

*Figures in PHP B except percentages*

# Banking – China Bank

Banking	CHIB	
	FY 2019	Chg
Net Income	10.1	24%
Net Interest Inc.	26.1	14%
Other Income	8.4	49%
Loans	578	13%
Deposits	775	7%
NIM	3.4%	
NPL	1.5%	
CET 1	12.8%	
CAR	13.7%	

- China Bank continues to grow on resilient core banking and strong fee based income

*Figures in PHP B except percentages*

# Property

- Strong performance driven by growth in residential and commercial developments

SM Prime	FY 2019	Chg
Revenues	118.3	14%
Earnings	38.1	18%
Philippine Mall Revenue	57.8	8%
Same Mall Rental Growth		7%
Residential Reservation Sales	90.0	24%
Other Revenues	9.6	14%

*Figures in PHP B except percentages*

# Retail

- Good top and bottom line growth
- Excluding impact of PFRS 16, net income +15%
- Stable-to-improving margins

<b>SM Retail</b>	<b>Revenue</b>	<b>Chg</b>	<b>NIAT</b>	<b>Chg</b>	<b>NIAT w/o PFRS 16</b>
Total Retail	366.8	9%	12.5	10%	15%
SM Store	113.9	6%	2.5	25%	26%
Specialty	93.2	10%	6.6	7%	10%
Food Group	186.5	9%	4.7	3%	11%

*Figures in PHP B except percentages*

# Retail Footprint Expansion

- Added over 400 stores nationwide
- Alfamart expanding rapidly, over 750 stores at YE
- 68% of new stores outside Metro Manila

<b>SM Retail</b>	<b>GSA</b>	<b>Chg</b>	<b>Stores</b>	<b>New</b>
Total Retail	2,971.0	3%	2,799	+412
SM Store	806.2	1%	65	+2
Specialty	623.0	1%	1,609	+162
Food Group	1,541.8	4%	1,125	+248

*Figures in '000s except store count*



# Recognitions and Inclusions



FTSE4Good



Rank #183



Rank #172

# Key Messages

- Strong consolidated revenue and earnings growth
- Banking performance was driven by expanding NIMs and strong Non-Interest Income growth
- Strong Property performance driven by growth in residential and commercial developments
- Good growth and stable-to-improving margins in Retail
- Alfamart continues to expand rapidly
- SMIC recognized as a gender equality leader and a global best-regarded company
- Well positioned with strong balance sheet for 2020