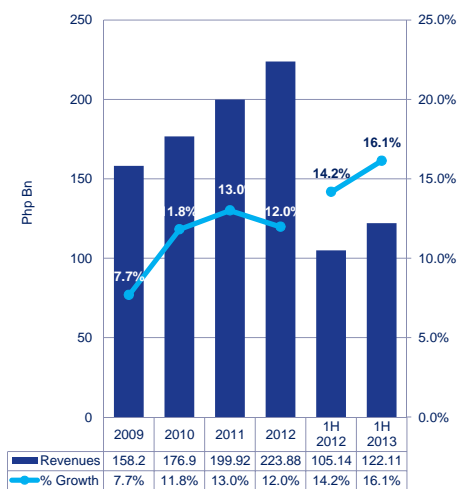


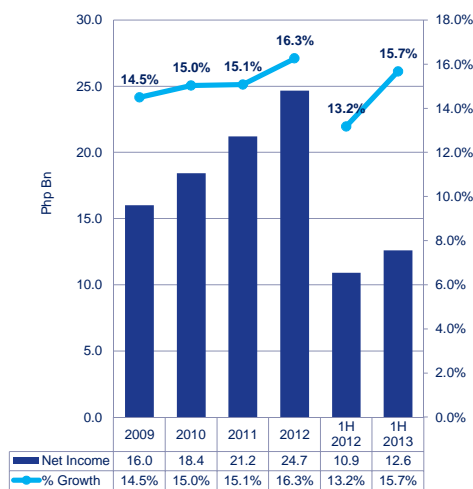


Financial Highlights: Profitability

REVENUES

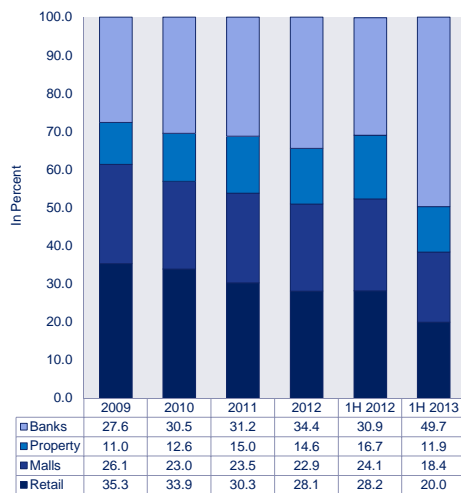


NET INCOME

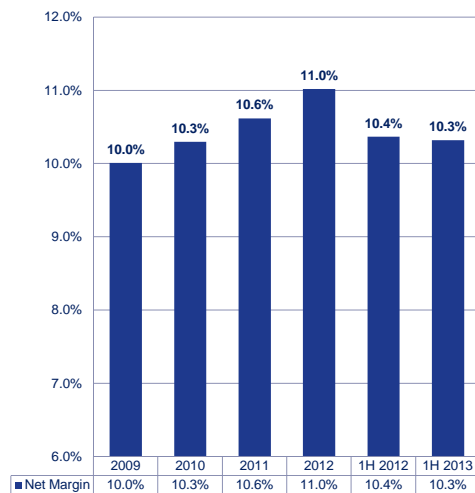


Financial Highlights: Profitability

NET INCOME PROFILE

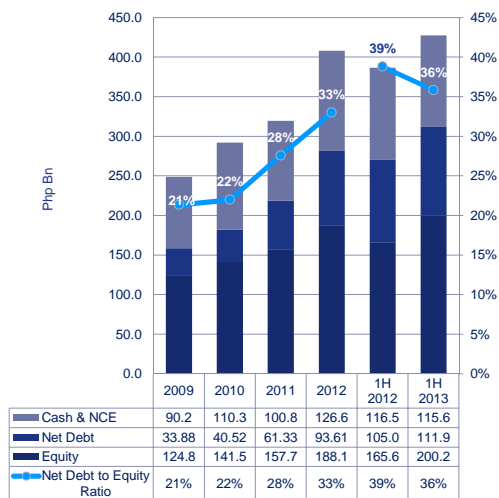


NET MARGIN

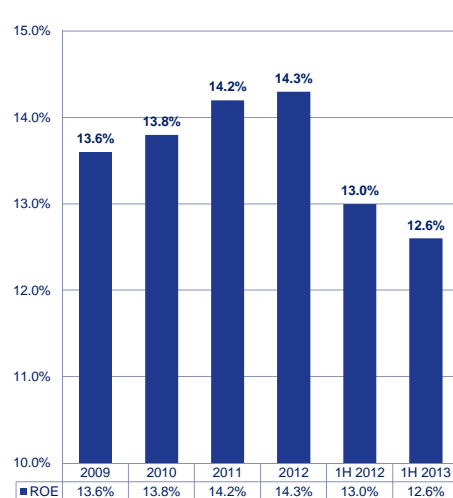


Financial Highlights: Resources

TOTAL ASSETS



RETURN ON EQUITY



Retail Operations

- First half revenues grew 13.3% to Php83.6 billion
- Net income also grew 9.9% to Php3.1 billion
- 209 stores nationwide



Banking

- BDO first half net income surged 144% to Php14.1 billion
- Gross loans rose 12% and deposits increased 17%
- Capital adequacy ratio of 18.3%





Property Portfolio

- Consolidation of SM's property interests to be completed by year-end
- SM will have 3 core businesses –Retail, Banking, and Property

SM CORE BUSINESSES

Retail Operations	Banking	Mall Operations	Property	Hotels & Conventions		
SM RETAIL INC.	47% BANCO DE ORO	20% CHINA BANKING CORP.	48% SM PRIME HOLDINGS, INC.	64% SM LAND, INC.	100% SM HOTELS AND CONVENTIONS	
85% SM DEPARTMENT STORE	100% SM SUPER MARKET	100% SM HYPER MARKET	100% SM SAVE MORE	COMMERCIAL	RESIDENTIAL	LEISURE
				64% COMMERCIAL PROPERTIES GROUP	42% SM DEVT CORPORATION 26% HIGHLANDS PRIME INC.	100% COSTA DEL HAMILO


* Effective Ownership of SM Investments

* Effective Ownership of SM Investments

PROSPECTIVE CORE BUSINESSES



Transaction timetable

31 May 2013	Transaction announcement	
4 June 2013	Launch of HPI and SMDC Tender Offers	
10 July 2013	Special Stockholders Meeting to approve the merger of SM Prime and SM Land	
2 August 2013	End of Extended Tender Offer Period	
End 2013 ¹	Completion of merger and restructuring process subject to regulatory approvals	

The Enlarged SM Prime



Lifestyle Cities

- Focus will be to build on the success of the 60ha MOA Complex and roll-out more large scale master planned mixed use developments throughout the country
- Enlarged SM Prime will access more land suitable for similar developments



SM Seaside City Cebu

- 30ha mixed use development on reclaimed land in Cebu
- Site of Cebu's largest mall and the fourth largest SM mall in the country with a GFA of 400,000 sqm
 - 5-theater cineplex
 - IMAX theater
 - 18-lane bowling center
 - roof garden
- Future developments
 - High-rise residential
 - Hotels
 - Commercial



Shopping Malls

- Revenues for the first half of 2013 increased by 13.6% to Php16.6 billion
- Net income grew 14.6% to Php5.6 billion
- Total of 52 malls with 47 in the Philippines and five in China

SM Malls Trivia

Total Gross Floor Area Philippines: 5.9 million sqm China: 0.8 million sqm		Mall Tenants Philippines: 15,339 China: 1,459
Movie Screens Philippines: 254 China: 39	Average Daily Pedestrian Count Philippines: 3.5 million China: 0.2 million	Malls Philippines: 47 China: 5
Food Court Seats Philippines: 25,545 China: 1,800		Cinema Seats Philippines: 132,175 China: 6,456
	Parking Slots Philippines: 62,991 China: 6,468	

Philippine Malls

Area	Number of Malls	GFA (sqm)	% of Total GFA
NCR	17	3,049,368	51%
Luzon	22	1,828,077	31%
Visayas	4	558,798	9%
Mindanao	4	499,605	8%
Grand Total	47	5,935,848	100%



2013 Expansion Program: Philippines

Opening		GFA (sqm)
May 2013	SM Aura (Taguig)	234,892
2H 2013	SM BF Parañaque	114,000
Expansion		
2H 2013	SM Megamall Building D	101,000
	Total	449,892
End 2013	Number of Malls	48
	Expanded GFA	6.2 mn sqm (+8%)
	Estimated Capex	Php17bn



China Malls



Existing	Address	Yr/Month Opened	GFA (sqm)
SM Xiamen	Xiamen City, Fujian Province	2001 December	128,203
Lifestyle Center		2009 October	109,922
Jinjiang	Quanzhou City, Fujian Province	2005 November	167,830
Chengdu	Chengdu City, Sichuan Province	2006 October	166,665
Suzhou	Wuzhong District, Suzhou, Jiangsu Province	2011 September	72,552
Chongqing	Yubei District, Chongqing City	2012 December	149,080
Upcoming	Address	Yr/Month Opened	GFA (sqm)
Zibo	Zichuan District, Zibo, Shandong Province	2014	154,000
Tianjin	Tianjin Binhai New Area	2015	540,000

SM China Expansion Program

Opening		GFA (sqm)
2H 2014	Zibo	154,000
2H 2015	Tianjin	540,000
	Total GFA	694,000
	Est. CAPEX in 2013	Php18bn
End 2014	Number of Malls	6
	GFA in 2015 (in sqm)	1.5 mn (+160%)



Residential



- SMDC net income for 1H 2013 up 6% to Php2.8 billion
- Fourteen ongoing residential condominium projects predominantly in Metro Manila
- Three new projects in 2013

New Projects and Expansions for 2013

NEW
(3 Projects)



Trees
Quezon City



Shore
Pasay



Grass Phase 2
Quezon City

EXPANSION
(3 Towers)



Wind (T5)
Tagaytay



Field (B4)
Parañaque



Grace (T3)
Taguig



One, Two, Three E-com



SM Cyber West

Commercial

- 7 office buildings primarily catering to the burgeoning BPO industry
- Plans to continue expanding E-com hub within Mall of Asia Complex and develop stand-alone BPO buildings across Metro Manila
- ThreeE-Com Center now under construction for completion in Q4 2014
- Access to enlarged landbank and balance sheet to accelerate growth



Hotels & Conventions

- Four operating hotels with a total of 1,019 rooms
- 350-room, 6-star Conrad Hotel under construction at the Mall of Asia Complex
- Over 32,000 sqm of convention and exhibition space in Metro Manila, Cebu and Davao

Convention and Exhibit Halls

Center	Location	Leasable Space (sqm)
SMX Manila	Mall of Asia Complex	17,644
SMX Davao	SM Lanang Premier	5,240
SMX Taguig	SM Aura	3,071
Megatrade Hall	Megamall	4,214
Cebu Trade Hall	Cebu	2,065
Total		32,234





CSR through SM Foundation

Education Advocacy

Health Advocacy

Livelihood Advocacy

Operation Tulong

2012 Performance

- 164 Graduates
- 1,200 Scholars
- 76 Honor Students

- 85 Medical Missions
- 89,368 Beneficiaries

- 10 Farmers Trainings
- 1,245 Graduates

Performance to Date

- 1,700 Graduates
- 1,300 Scholars
- 420 Honor Students
- 52 Schoolbuildings
- 128 classrooms

- 790 Medical Missions
- 655,386 Beneficiaries
- 80 Felicidad Sy Wellness Centers

- 57 Farmers Trainings
- 6,343 Graduates

- 54,200 Families Served



INVESTMENTS
CORPORATION



We Build to Serve Millions

First Half 2013
Media and Analyst Briefing

August 2013

