



MEGAWIDE
ENGINEERING THE FUTURE

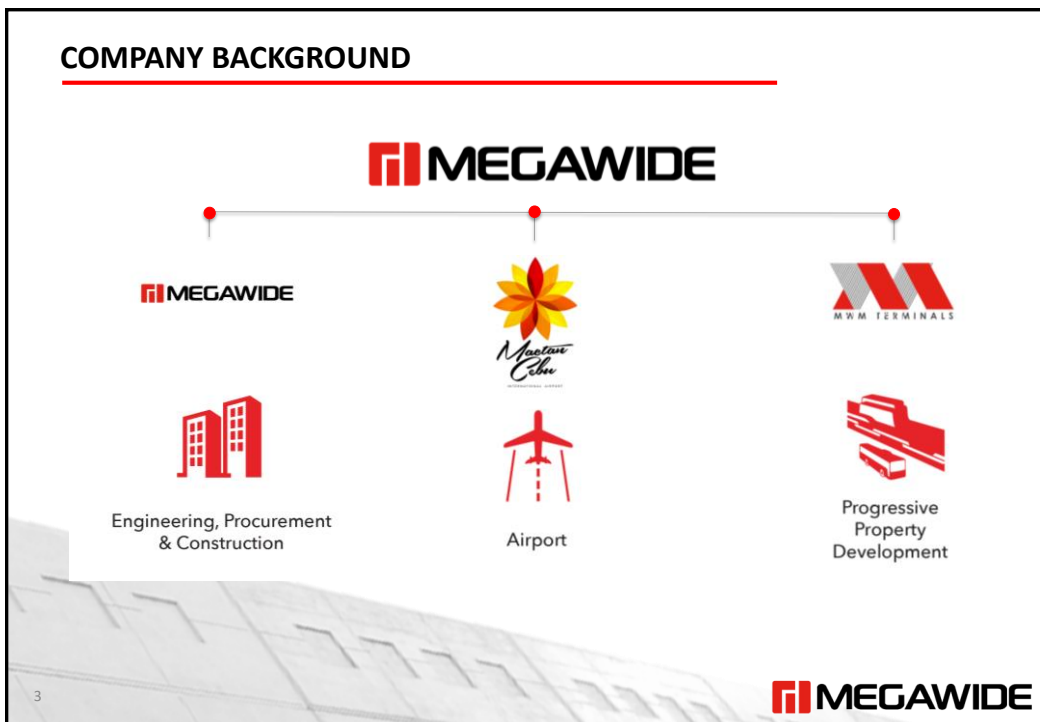
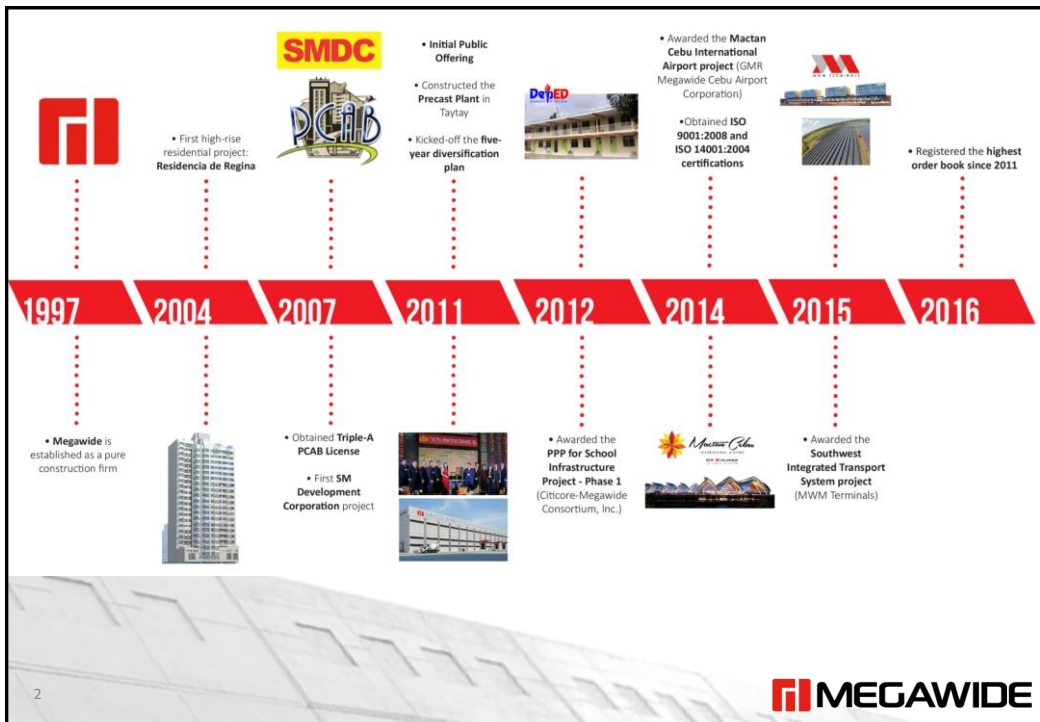
COMPANY PRESENTATION
As of 9M 2017

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KEY INVESTMENT HIGHLIGHTS

Megawide (PSE: MWIDE) is a publicly listed diversified engineering conglomerate focused in Construction and Infrastructure Development.



ENGINEERING EXCELLENCE

1

The Largest Building Construction Company in the Country

2

Largest Private Airport Operator in the Philippines

3

Progressive Property Developer in the Country

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PHILIPPINES – A SNAP SHOT

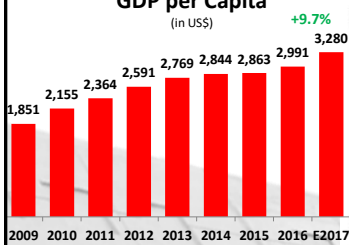
10-POINT ECONOMIC AGENDA

- Continue and maintain current macroeconomic policies, including fiscal, monetary, and trade policies.
- Institute progressive tax reform and more effective tax collection, indexing taxes to inflation.
- Increase competitiveness and the ease of doing business
- Accelerate annual infrastructure spending to account for 5% of GDP, with PPP playing a key role.
- Promote rural and value chain development toward increasing agricultural and rural enterprise productivity and rural tourism.
- Ensure security of land tenure to encourage investments, and address bottlenecks in land management and titling agencies.
- Invest in human capital development, including health and education systems, and match skills and training
- Promote science, technology, and the creative arts to enhance innovation and creative capacity
- Improve social protection programs, including the government's Conditional Cash Transfer program.
- Strengthen implementation of the Responsible Parenthood and Reproductive Health Law

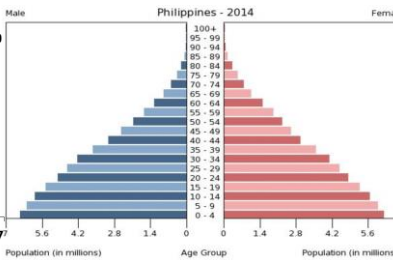


P8-9 Trn
Infrastructure Spending

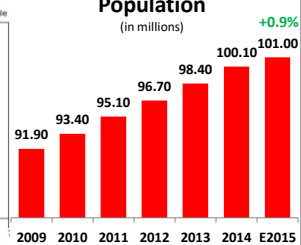
GDP per Capita
(in US\$)



Source: IMF



Population
(in millions)



Land Size: 300,000 sq km Median Age: 24 years old Unemployment rate: 5.0% (Oct 2017)



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FY 2016 CONSOLIDATED INCOME STATEMENT

In Php M	FY2016	FY2015	Movement	%	Remarks
Total Revenues	17,658	15,442	2,216	14%	
<i>Construction</i>	<i>15,786</i>	<i>13,958</i>	<i>1,828</i>	<i>13%</i>	Buoyed by growth in private sector projects
<i>Airport</i>	<i>1,872</i>	<i>1,484</i>	<i>388</i>	<i>26%</i>	Passenger traffic increased by 12%
Direct Costs	13,787	12,217	1,570	13%	
<i>Construction</i>	<i>13,426</i>	<i>11,869</i>	<i>1,557</i>	<i>13%</i>	
<i>Airport</i>	<i>361</i>	<i>348</i>	<i>13</i>	<i>4%</i>	
Gross Profit	3,871	3,225	646	20%	Construction GP up by 13% to P270M while Airport GP grew 13% to P378M
Other Operating Expenses	1,092	891	201	23%	
Operating Profit	2,779	2,334	445	19%	
Other Income (Charges)	(411)	(391)	(20)	5%	
Profit before tax	2,368	1,943	425	22%	
Tax Expense	448	469	(21)	(5%)	GMCAC ITH for T1 (3 years)
Net Income	1,920	1,474	446	30%	

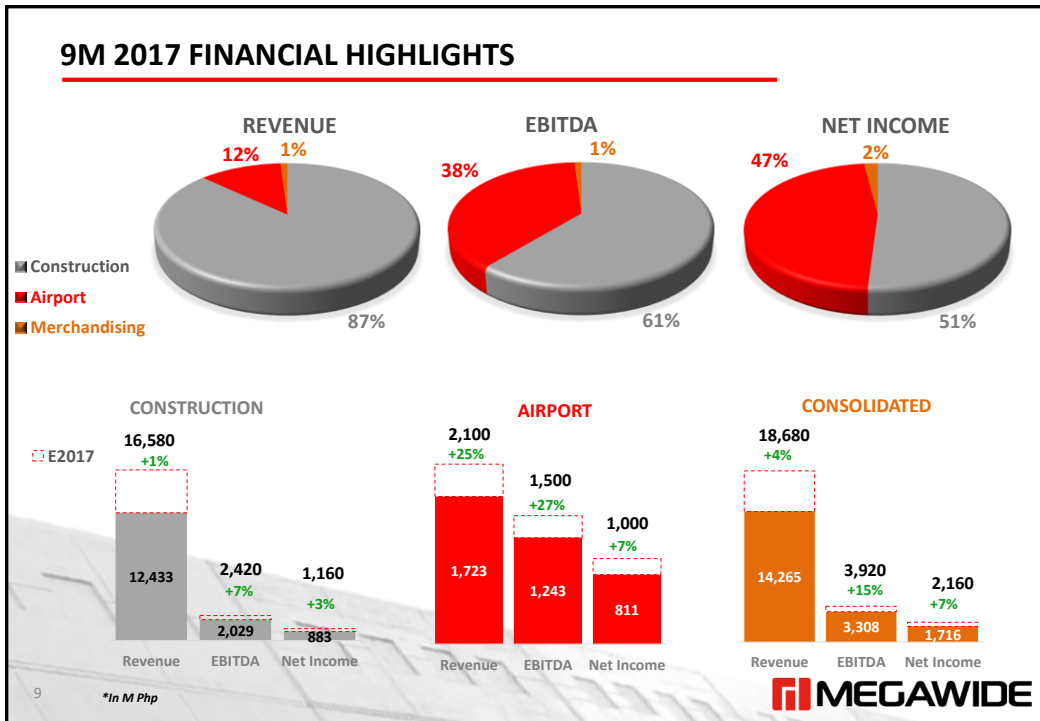
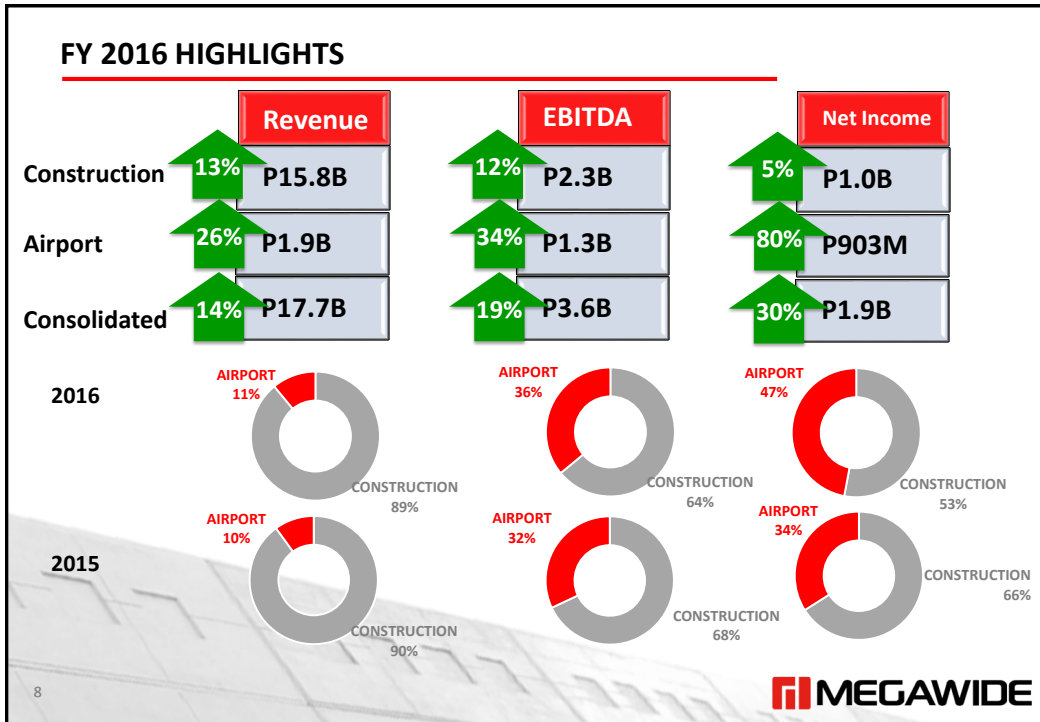
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9M 2017 CONSOLIDATED INCOME STATEMENT

In Php M	9M 2017	9M 2016	Mov't	%	Remarks
Total Revenues	14,265	13,727	538	4%	
<i>Construction</i>	<i>12,443</i>	<i>12,347</i>	<i>95</i>	<i>1%</i>	75% of FY17 guidance
<i>Airport Operations</i>	<i>1,723</i>	<i>1,379</i>	<i>344</i>	<i>25%</i>	Driven by 12% growth of passenger traffic
<i>Airport Merchandising</i>	<i>99</i>	<i>0</i>	<i>99</i>	<i>100%</i>	
Direct Costs	10,860	10,719	141	1%	
<i>Construction</i>	<i>10,520</i>	<i>10,464</i>	<i>57</i>	<i>-</i>	
<i>Airport Operations</i>	<i>313</i>	<i>255</i>	<i>58</i>	<i>23%</i>	
<i>Airport Merchandising</i>	<i>26</i>	<i>0</i>	<i>26</i>	<i>100%</i>	
Gross Profit	3,405	3,008	398	13%	
Other Operating Expenses	819	743	76	10%	
Operating Profit	2,587	2,265	321	14%	
Other Income (Charges)	(437)	(280)	(157)	56%	Due to increase in GMCAC's loan availment
Profit before tax	2,149	1,985	164	8%	
Tax Expense	434	376	58	15%	In line with the increase in profit
Income before Non Controlling Interest	1,716	1,610	106	7%	79% of FY17 guidance
Non-Controlling Interest	333	302	31	10%	
NIAT Attributable to MWIDE Equity Holders	1,383	1,308	75	6%	





9M 2017 MARGIN PERFORMANCE

In Php Million	FY 2015	FY2016	9M16	9M17	Remarks
Gross Profit Margin	21%	22%	22%	24%	
Construction	15%	15%	15%	15%	
Airport Operations	77%	81%	81%	82%	Higher GPM due to 41% growth of Non-aero
Airport Merchandising	-	-	-	74%	
EBITDA Margin	20%	21%	21%	23%	
Construction	15%	15%	15%	16%	
Airport Operations	65%	70%	71%	72%	
Airport Merchandising	-	-	-	37%	
Net Income Margin	10%	11%	12%	12%	
Construction	6.97%	6.44%	7%	7%	
Airport Operations	34%	48%	55%	47%	Due to Interest Expense on GMCAC Loan
Airport Merchandising	-	-	-	21%	

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FY 2016 FINANCIAL POSITION

In Php M	31-Dec-16	31-Dec-15	Movement	% Change
Cash & Financial Assets	10,938	9,263	1,675	18%
Other Current Assets	10,033	13,232	(3,199)	(24%)
Total Current Assets	20,971	22,495	(1,524)	(7%)
Concession Assets	20,339	16,370	3,969	24%
Total Non Current Assets	9,775	9,649	126	1%
Total Assets	51,085	48,515	2,570	5%
Current Liabilities	11,459	12,647	(1,188)	(9%)
Non Current Liabilities	23,416	19,263	4,153	22%
Total Liabilities	34,875	31,911	2,964	9%
Equity	16,210	16,604	(396)	(2%)

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9M 2017 FINANCIAL POSITION

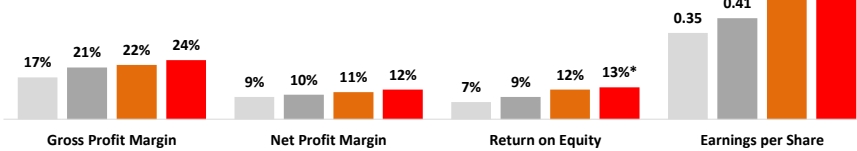
In Php M	30-Sep-17	31-Dec-16	Movement	% Change
Cash & Financial Assets	8,895	10,938	(2,044)	(19%)
Other Current Assets	11,466	10,033	1,433	14%
Total Current Assets	20,361	20,971	(611)	(3%)
Concession Assets	24,069	20,339	3,730	18%
Total Non Current Assets	10,764	9,775	990	10%
Total Assets	55,193	51,085	4,109	8%
Current Liabilities	11,316	11,459	(143)	(1%)
Non Current Liabilities	26,093	23,416	2,676	11%
Total Liabilities	37,408	34,875	2,533	7%
Equity	17,785	16,210	1,576	10%

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LIQUIDITY AND GEARING RATIOS

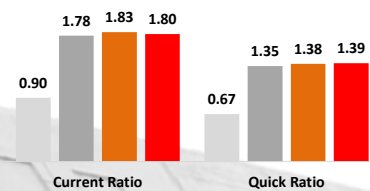
PROFITABILITY RATIOS

■ 2014 ■ 2015 ■ 2016 ■ 9M17



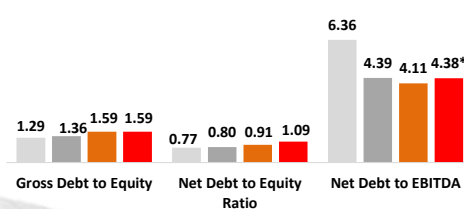
LIQUIDITY RATIOS

■ 2014 ■ 2015 ■ 2016 ■ 9M17



SOLVENCY RATIOS

■ 2014 ■ 2015 ■ 2016 ■ 9M17



* Annualized

**Net debt: FY 2016 - P14.8bn 9MH 2017 - P19.3bn

***Interest Bearing loans: FY 2016 - P25.8bn 9M 2017 - P28.2bn

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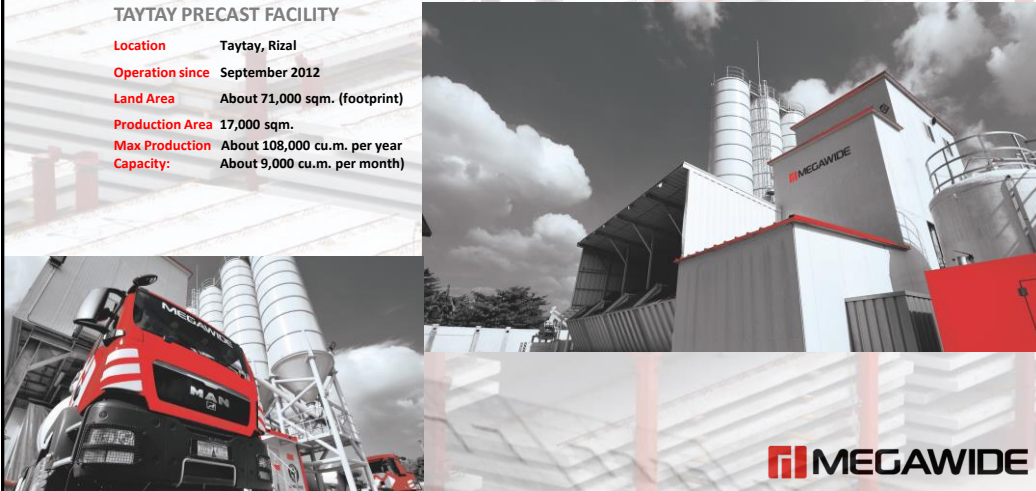
1 THE LEADING CONSTRUCTION COMPANY BUSINESS IN THE COUNTRY

The Megawide Engineering Excellence

- Most advanced pre-cast construction facility in Asia
- Largest fully computerized and automated Batching Plants in the Philippines
- Innovative formworks system from Germany
- Young and modern fleet of equipment

TAYTAY PRECAST FACILITY

Location Taytay, Rizal
Operation since September 2012
Land Area About 71,000 sqm. (footprint)
Production Area 17,000 sqm.
Max Production About 108,000 cu.m. per year
Capacity: About 9,000 cu.m. per month



1 THE LEADING CONSTRUCTION COMPANY BUSINESS IN THE COUNTRY

- ☐ Megawide is a Quadruple A PCAB Licensed general contractor primarily engaged in civil, structural and architectural works, MEPF, and other specialty engineering services.
- ☐ Megawide has constructed over 6.5 million square meters of gross floor area for most of the top companies and developers in the country.



MEGAWORLD



1 THE LEADING CONSTRUCTION COMPANY BUSINESS IN THE COUNTRY

PPP Projects won during the Aquino Administration

Mactan-Cebu International Airport



Developer	GMR-Megawide Cebu Airport Corporation
Location	Airport Road, Lapu-Lapu City
Agreement	Build-Operate- Transfer
Duration	25 Years
Project Cost	Php 34 B

Southwest Intermodal Transport Exchange



Developer	MWM Terminals
Location	Cavite Expressway, Paranaque City
Agreement	Build-Transfer-Operate
Duration	35 Years
Project Cost	Php 3.5 B

PPP for School Infrastructure Project 1, 2



Phase 1 Developer	Citicore-Megawide Consortium, Inc.
Location	Region III and IVA
Agreement	Build-Lease-Transfer
Duration	10 Years
Phase 2 Developer	Megawide Construction Corporation
Location	Regions I, II, III, CAR
Agreement	Build-Transfer
Contract Cost	Php 15.06 B (combined)

Upward integration from construction to concession asset operations enables Megawide to participate in PPPs and Infrastructure Development as a Quadruple A project contractor or as a contractor+operator to generate stable, recurring revenues.

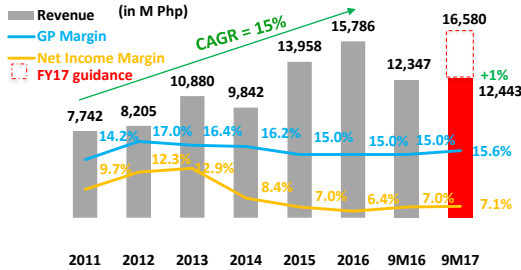
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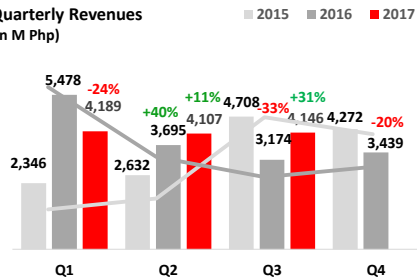
1 THE LEADING CONSTRUCTION COMPANY BUSINESS IN THE COUNTRY

□ Megawide is the preferred contractor of choice for leading property developers with its consistent track record and engineering excellence.

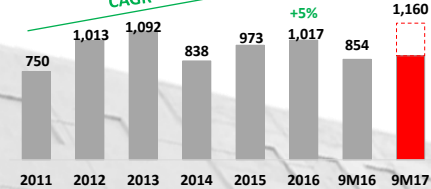
Construction Revenues



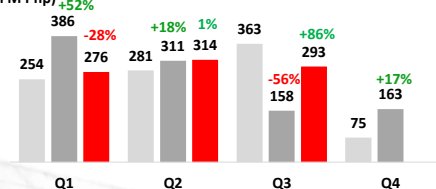
Quarterly Revenues
(in M Php)



Construction Income
(in M Php)

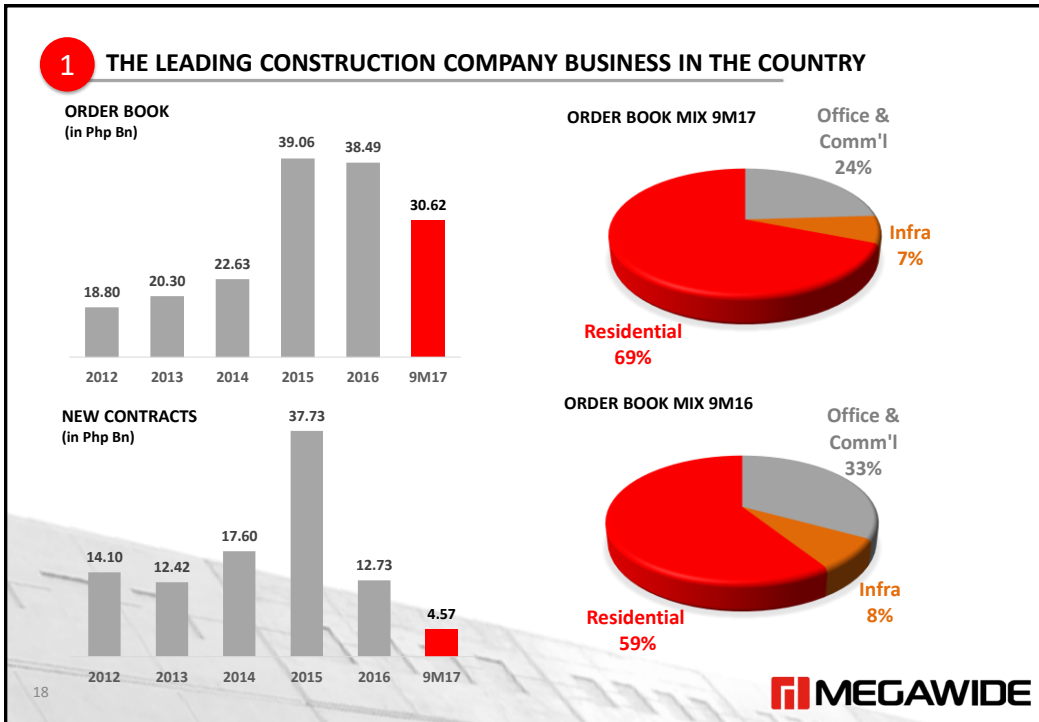


Quarterly Income
(in M Php)



17 * 2015 Expiration of ITH





2 LARGEST PRIVATE AIRPORT OPERATOR IN THE PHILIPPINES



Owner	GMR MEGAWIDE Cebu Airport Corporation
Location	Airport Road, Lapu-Lapu City
GFA	66,544 sq.m.
Agreement	Build-Operate- Transfer for 25 years
Scope of Work	Land-side Airport Operations & Maintenance
Project Cost	34 B

- ❑ On April 22, 2014 the Company and its JV Partner GMR won the Concession for brownfield development of Mactan-Cebu International Airport under Build-Operate-Transfer Modality. Concession Period is 25-years.
- ❑ Mactan-Cebu International Airport is the 2nd Largest Gateway in the Philippines (next to NAIA).
- ❑ The Company took over the Operations and Maintenance of the Airport last November 1, 2014
- ❑ Construction broke ground last June 30, 2015 for the construction of the new Terminal 2. Terminal 2 aims to increase passenger handling capacity from 4.5M to 12.5M per annum. Target completion is in June 2018. (6 mos ahead of schedule)

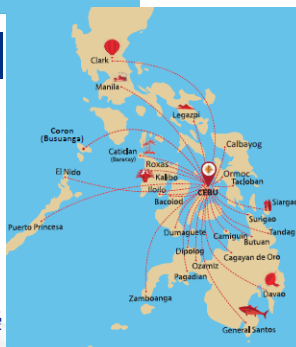


2 LARGEST PRIVATE AIRPORT OPERATOR IN THE PHILIPPINES



Building New Connections

- 20 International Destinations
- 29 Average International One-way Flights a Day

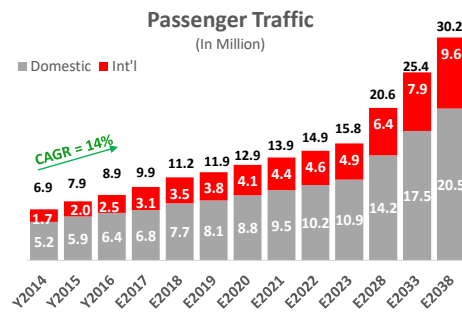
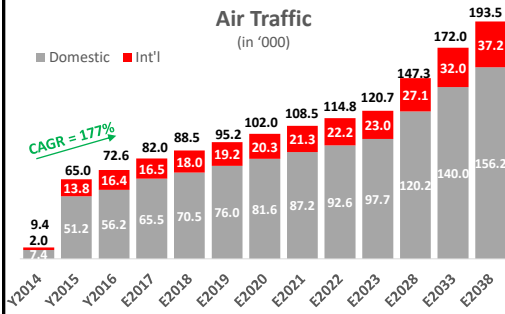


Building New Connections

- 35 Domestic Destinations
- 109 Average Domestic One-way Flights a Day



2 LARGEST PRIVATE AIRPORT OPERATOR IN THE PHILIPPINES



9M 2017 Air Traffic Volume

	9M16	9M17	% Increase
Domestic	42,143	49,338	17%
Int'l	12,005	15,890	32%
Total	54,148	65,228	20%

FY 2016 Air Traffic Volume

	2015	2016	% Increase
Domestic	51,173	56,210	10%
Int'l	13,785	16,383	19%
Total	64,958	72,593	12%

9M 2017 Passenger Volume Growth

	9M16	9M17	% Increase
Domestic	4.81	5.12	6%
Int'l	1.87	2.37	27%
Total	6.68	7.49	12%

FY 2016 Passenger Volume Growth

	2015	2016	% Increase
Domestic	5.89	6.38	8%
Int'l	2.07	2.52	22%
Total	7.96	8.89	12%

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2 LARGEST PRIVATE AIRPORT OPERATOR IN THE PHILIPPINES



2014 2016

- Guide to Sleeping in Airports
18th Best Airport in Asia
- Partnerships Awards International
•Shortlist for Best Transit Project
- CAPA
Best Regional Airport in Asia Pacific
- Sleeping in Airports
14th Best Airport in Asia
- Routes Asia 2016
shortlisted for Marketing Award
- World 2016
shortlisted for Marketing Award

2015

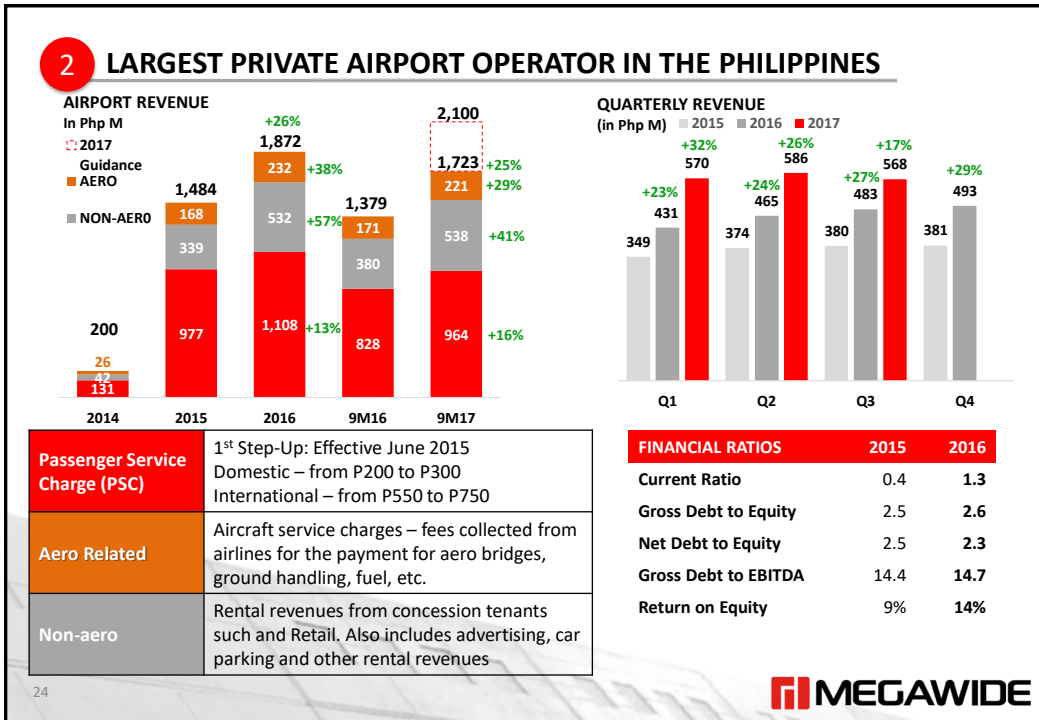
- Euromoney-IJGlobal
Asia Pacific PPP Deal of the Year
- The Asset Triple A
Infrastructure Awards
Best Transport Deal – Highly Commended
- Project Finance International
Asia Pacific Transport Deal of the Year

2017

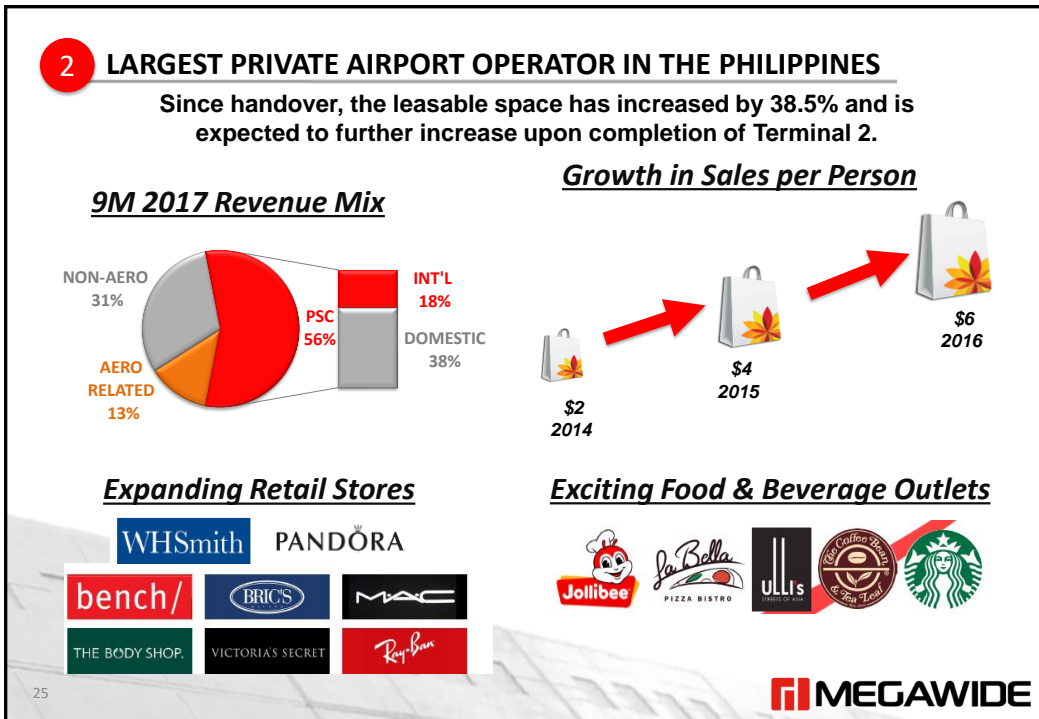
- Routes Asia 2017
Shortlisted for Marketing +
Commendation for Excellence in
Airline Marketing

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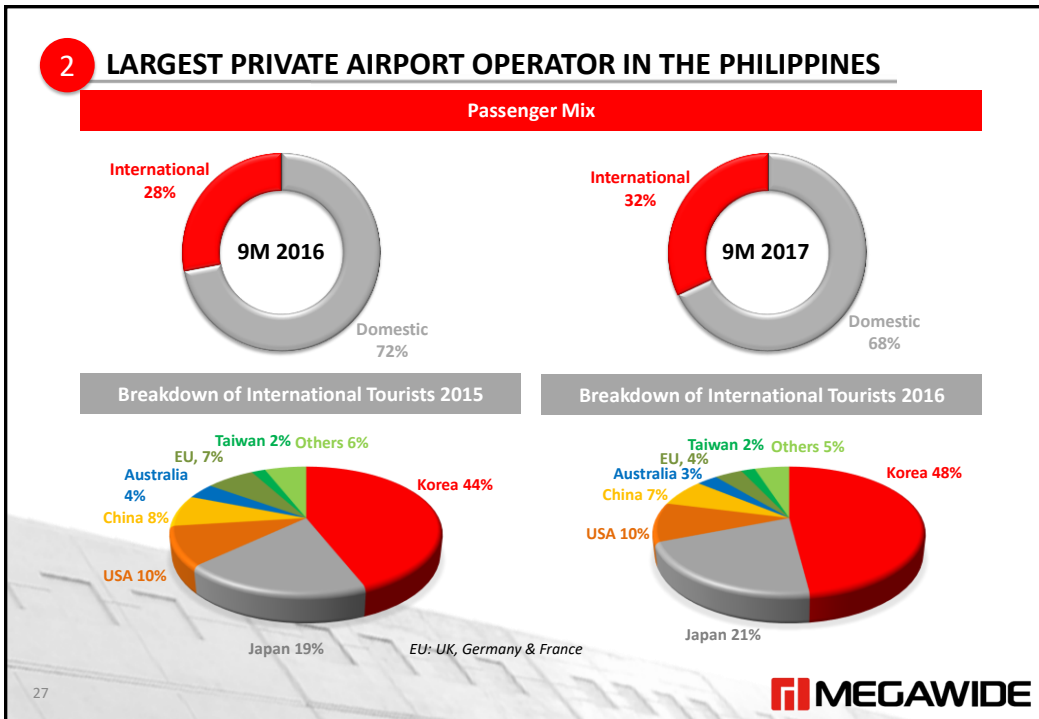
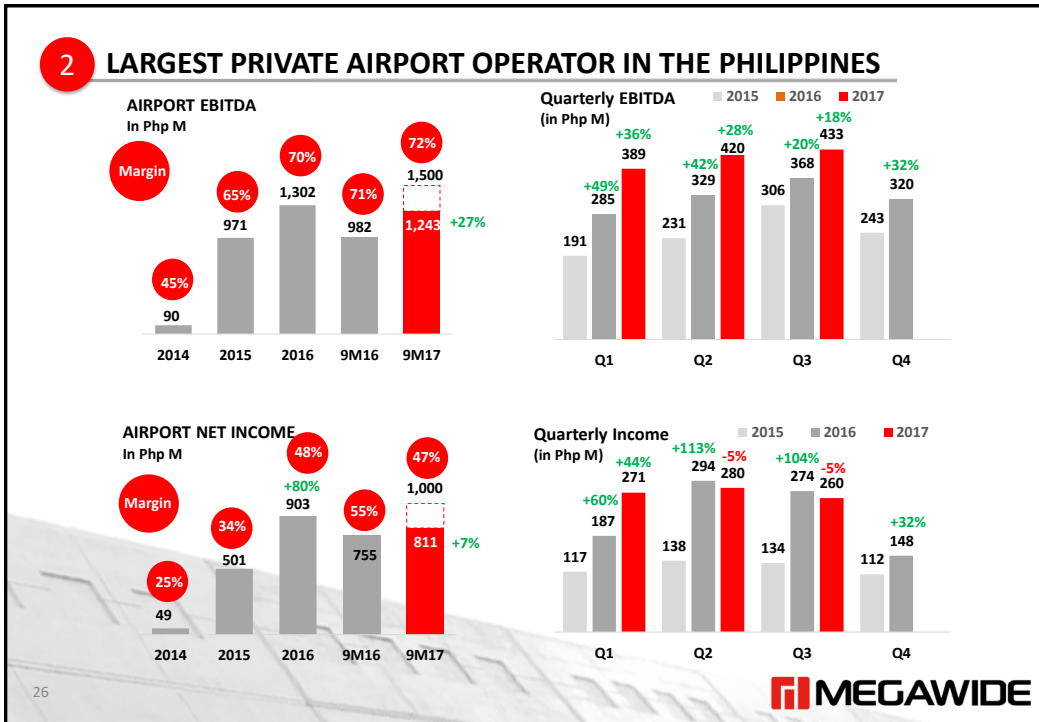




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2 LARGEST PRIVATE AIRPORT OPERATOR IN THE PHILIPPINES

Terminal Area (in sqm)	2014-2017	E2018	E2019-2023	E2024
Terminal 1	38,483	38,483	42,541	42,541
Terminal 2	-	62,315	62,315	62,315
Cap. Aug.	-	-	-	19,970
TOTAL	38,483	100,798	104,856	124,826

TOTAL PROJECT COST
P34.5Bn

P6.6Bn
Capacity Augmentation

P11.0Bn
Terminal 2

P16.4Bn
Bid
Premium



2 LARGEST PRIVATE AIRPORT OPERATOR IN THE PHILIPPINES

Details of new routes/frequency in 2016			
Airline	Destination	Start Date	Aircraft/Frequency
INTERNATIONAL			
PAL	Los Angeles	March-16	A340/3x
Eva Air	Taipei	March-16	A321/B777/7x
Xiamen Air	Xiamen	March-16	B737/3x
Emirates	Dubai	May-16	B777/7x
China Eastern	Chengdu	Sept-16	A319/A320/4x
Air Asia	Singapore	Nov-16	A320/4x
Air Asia	Taipei	Nov-16	A320/3x
PAL	Singapore	Dec-16	A321/4x
T'way	Daegu	Dec-16	B737/5x
Vanilla Air	Narita	Dec-16	A320/7x
DOMESTIC			
PAL	Kalibo	Dec-16	A320/3x
PAL	Caticlan	Dec-16	B400/7x
Cebu Pacific	Ormoc	Nov-16	ATR-72/7x
Cebu Pacific	Calbayog	Nov-16	ATR-72/4x
Cebu Pacific	Roxas	Nov-16	ATR-72/7x

Growing routes and frequency

- ❑ 8 new international routes
- ❑ 5 new domestic routes
- ❑ 7 new airlines

2 LARGEST PRIVATE AIRPORT OPERATOR IN THE PHILIPPINES

Details of new routes/frequency in 2017			
Airline	Destination	Start Date	Aircraft/Frequency
INTERNATIONAL			
Xiamen Airlines	Fuzhuo	April 18	B738/2
PAL	Chengdu	Jan 16	A321/3
Sichuan Airlines	Chongqing	Mar 28	A321/4
Lucky Air	Kunming	June 1	B737-800/3
AirAsia	Kuala Lumpur	July 15	A320
China Eastern	Shanghai	Oct 18	A320/7*
Juneyao Airlines	Shanghai	Oct 31	A321/3
Okay Airways	Xi'an	Oct 31	B737-800/3x
PAL	Beijing	Nov 26	A320/1
PAL	Bangkok	Dec 2	A320/3

Details of new routes/frequency in 2017			
Airline	Destination	Start Date	Aircraft/Frequency
DOMESTIC			
PAL	Clark	March 26	A321/3
PAL	General Santos	March 26	A320/7
PAL	Puerto Princesa	March 26	A321/7
PAL	Busuanga	March 26	Q400/7
PAL	Surigao	March 26	Q400/7
PAL	Butuan	March 26	A320/7
Air Asia	Davao	April 22	A320/7
Air Asia	Puerto Princesa	April 22	A320/7
Cebu Pacific	Busuanga	May 15	ATR500/3
Cebu Pacific	Cotabato	May 16	ATR500/4
Air Asia	Kalibo	June 19	A320/7
Air Juan	Tagbilaran	June 19	Cessna Caravan
Air Juan	Bantayan	June 19	Cessna Caravan
Air Juan	Biliran	June 19	Cessna Caravan
Air Juan	Siguilor	June 19	Cessna Caravan
PAL	Tagbilaran	June 22	A320
Cebu Pacific	Masbate	July 26	ATR-500
Air Juan	Maasin	Aug 1	Cessna Caravan/2
Air Juan	Sipalay	Aug 2	Cessna Caravan/2
PAL	Camiguin	Dec 1	Q400/7
PAL	Siargao	Dec 1	Q400/7
PAL	Legazpi	Dec 1	Q400/7
PAL	Ozamis	Dec 1	Q400/7

Growing routes and frequency

- ❑ 10 new international routes
- ❑ 7 flights to China
- ❑ 23 new domestic routes



*Daily/effective 18-28 Oct then resumes 18Jan18 onwards

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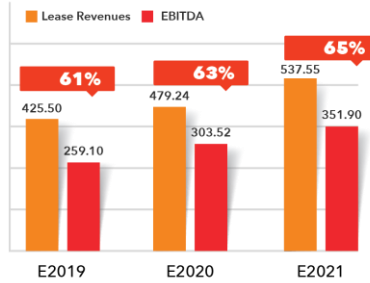


3 PROGRESSIVE PROPERTY TRANSPORT DEVELOPER



Owner MWM Terminal (Megawide-Waltermart)
Location Manila-Cavite Expressway, Paranaque
Project Site 4.59 Hectares
Agreement Build- Transfer-Operate for 35 years
Project Cost 3.5 B

EBITDA MARGIN

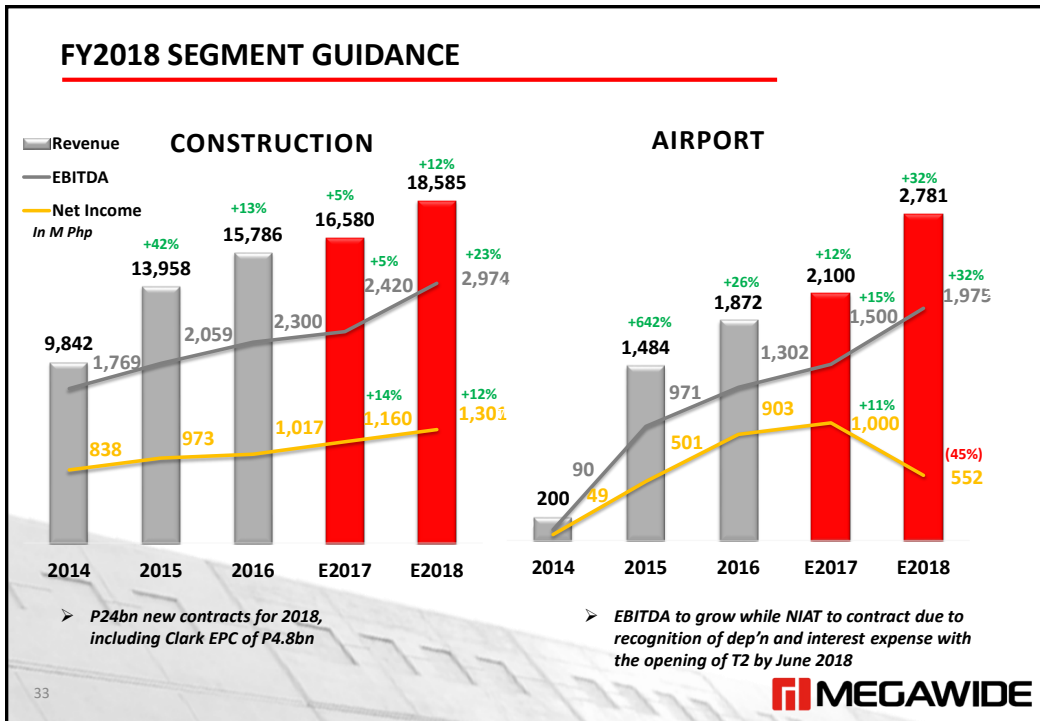
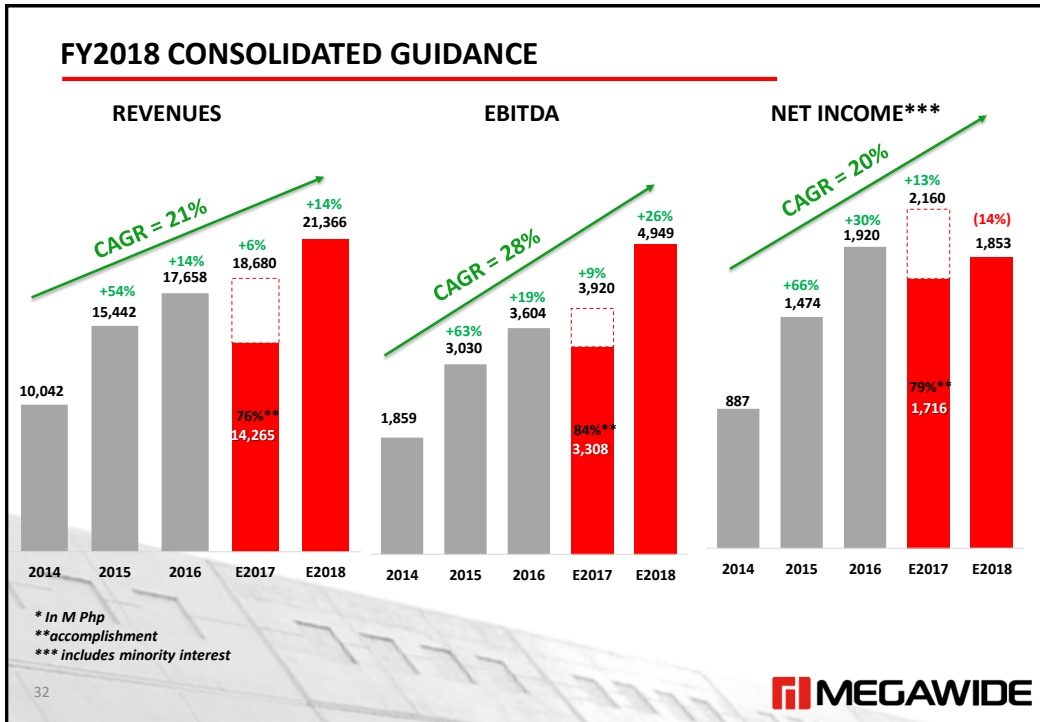


Southwest Intermodal Transport Exchange

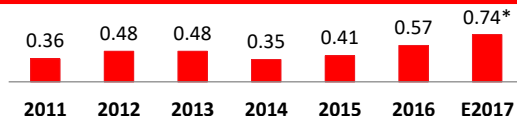
The Southwest Intermodal Transport Exchange (SWITEX) is projected to deliver a recurring income base from terminal operations, leasable retail, office, and commercial space upon project completion in end 2018.



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HISTORICAL CORE EARNINGS PER SHARE (EPS)



NOTE: Core EPS for FY2013 excludes a one-time trading gain of P306Mn.
* Annualized EPS

Dividend Payout History

Record Date	Type	Amount	Date of Payment
October 14, 2011	Common Shares	P257,100,001.00	November 10, 2011
July 20, 2012	Cash	P150,024,528.20	August 15, 2012
July 19, 2013	Stock	P380,636,801.00	August 14, 2013
October 22, 2014	Stock	P750,000,000.00	November 17, 2014
February 27, 2015	Preferred Shares	P70,250,000.00	March 3, 2015
May 8, 2015	Preferred Shares	P70,250,000.00	June 3, 2015
August 6, 2015	Preferred Shares	P70,250,000.00	September 3, 2015
November 6, 2015	Preferred Shares	P70,250,000.00	December 3, 2015
February 23, 2016	Preferred Shares	P70,250,000.00	March 3, 2016
May 10, 2016	Preferred Shares	P70,250,000.00	June 3, 2016
August 9, 2016	Preferred Shares	P70,250,000.00	September 3, 2016
November 8, 2016	Preferred Shares	P70,250,000.00	December 3, 2016
March 1, 2017	Preferred Shares	P70,250,000.00	March 3, 2017
May 10, 2017	Preferred Shares	P70,250,000.00	June 3, 2017
August 9, 2017	Preferred Shares	P70,250,000.00	September 3, 2017
November 8, 2017	Preferred Shares	P70,250,000.00	December 3, 2017
December 26, 2017	Common Shares	P106,928,874.85	December 29, 2017

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BUSINESS UPDATES

CLARK INTERNATIONAL AIRPORT (Hybrid PPP)

- **Megawide EPC component**
 - Construction of new terminal to accommodate 8 million passengers per annum
 - Contract Cost: P9.36 Billion
 - 50/50 JV with GMR
 - Estimated Construction Period: May 2018 – 2020
 - Payment Terms based on three milestones:
 - Upon completion of the shell of the new building terminal
 - Upon completion of the landside facilities
 - Upon completion of the remaining balance of works
- **O&M Component**
 - Expected Release of Bid Documents: 1Q 2018
 - Expected Awarding of the contract: 2Q 2018



UNSOLICITED PROPOSAL FOR MCIA

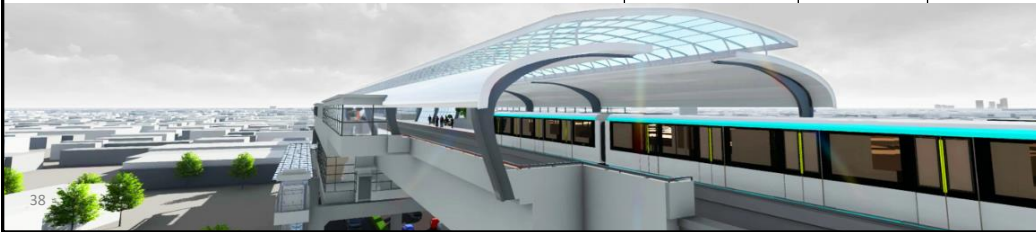


- Submitted last 07 June 2017
- Investment: P208 billion (US\$4 billion)
- Three Main Phases:
 1. Takeover airside facility and subsequently undertake the following:
 - a. rehabilitation of the existing runway and taxiways
 - b. construction of an additional full length parallel taxiway
 - c. development of additional rapid exit taxiways and runway holding positions
 2. Construction of a second parallel and independent runway
 3. Construction of Terminal 3

PNR EAST WEST RAIL PROJECT (Unsolicited)

- In October 2015, the Consortium of East West Rail Corporation (EWRC) and Alloy MTD (Alloy) made an unsolicited proposal for undertaking the East West Transit Rail Project, which is a 9.7 km railway line in Metro Manila.
- On 27th March, 2017, Megawide entered into an Investment Agreement with EWRTC to acquire 60% stake in the consortium.
- The project is subdivided into two components:
 - Build-Transfer (BT) for the construction, civil works and electromechanical systems; and
 - Build-Operate-Transfer (BOT) for the operations & management (O&M) for 30 years.

Stations	Type	Connecting Network
Lerma	Elevated	LRT-1, LRT-2
UST	Elevated	
Antipolo	Elevated	PNR
Welcome Rotonda	Elevated	
Banawe	Elevated	
G. Araneta	Elevated	
Roces	Elevated	
Timog	Elevated	
EDSA	Underground	
Quezon Memorial	Underground	MRT-3
University Avenue	Underground	MRT-7



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GOA MOA AIRPORT PROJECT



- In July 28, Megawide has been pre-qualified as contractor for the US\$300-million Mopa Greenfield Airport project in North Goa, India
- EPC will include the construction of the passenger terminal building, air traffic control tower, and cargo facilities, etc.
- New Goa Mopa terminal is designed to accommodate an initial 5 million passengers per annum (mppa)
- 40-year Concession was awarded to GMR's subsidiary, GMR Goa International Airports Ltd.
- First Phase of the airport is expected to be completed by May 2020

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BUSINESS CATALYSTS

The continued stability of the Philippines, coupled with the new Duterte Administration will further give Megawide a foundation for future growth.



Increase In
Government
Infrastructure
Spending



\$30Bn OFW
Remittance and
4.65Mn Housing
Backlog



BPO Sector's
continued growth
Demand for Office
Building contracts

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SUMMARY

Megawide (PSE: MWIDE) is a publicly listed diversified engineering conglomerate focused in Construction and Infrastructure Development with four core business segments:

1

The Largest Building Construction Company in the Country - **preferred contractor of blue chip companies**

2

Largest Private Airport Operator in the Philippines - **leading position for bidding for new airports**

3

Progressive Property Developer in the Country - **develop mixed-use anchored on infrastructure**

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COMPANY INFORMATION

Company Name	Megawide Construction Corporation
Office Address	20 N. Domingo St., Brgy. Valencia, Quezon City
Telephone Numbers	(02) 655-1111
Website	www.megawide.com.ph <ul style="list-style-type: none">• fb.com/MegawideConstructionCorporationOfficial• twitter.com/megawidebuilds
Email Address	investorrelations@megawide.com.ph

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