



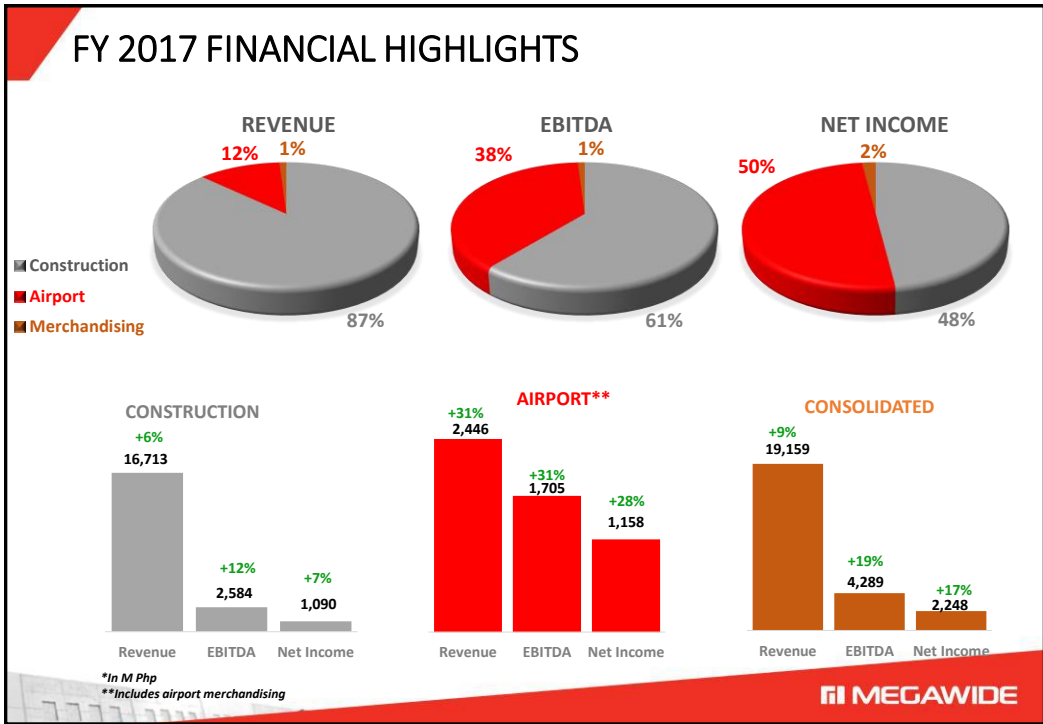
## Megawide Construction Corporation

### FY 2017 Analysts' Briefing

12 April 2018

## CONSOLIDATED INCOME STATEMENT

In Php M	FY 2017	FY 2016	Mov't	%	Remarks
<b>Total Revenues</b>	<b>19,159</b>	<b>17,658</b>	1,501	9%	Exceeded guidance at +6%
<i>Construction</i>	<b>16,713</b>	17,786	926	6%	Exceeded guidance at +5%
<i>Airport Operations</i>	<b>2,298</b>	1,872	426	23%	Exceeded guidance at +12%
<i>Airport Merchandising</i>	<b>148</b>	-	148	100%	
<b>Direct Costs</b>	<b>14,545</b>	13,787	758	5%	
<i>Construction</i>	<b>14,084</b>	13,426	658	5%	
<i>Airport Operations</i>	<b>420</b>	361	59	16%	
<i>Airport Merchandising</i>	<b>41</b>	-	41	100%	
<b>Gross Profit</b>	<b>4,614</b>	3,871	743	19%	
<b>Other Operating Expenses</b>	<b>1,191</b>	1,092	100	9%	
<b>Operating Profit</b>	<b>3,423</b>	2,779	644	23%	
<b>Other Income (Charges)</b>	<b>(596)</b>	(411)	(185)	45%	OTL on sale of retail Tbills; impairment loss
<b>Profit before tax</b>	<b>2,827</b>	2,368	459	19%	
<b>Tax Expense</b>	<b>579</b>	448	131	29%	Due to increase in profit
<b>Income before Non Controlling Interest</b>	<b>2,248</b>	1,920	328	17%	Exceeded guidance at +13%
<b>Non-Controlling Interest</b>	<b>467</b>	361	106	29%	
<b>NIAT Attributable to MWIDE Equity Holders</b>	<b>1,781</b>	1,559	222	14%	



### FY 2017 MARGIN PERFORMANCE

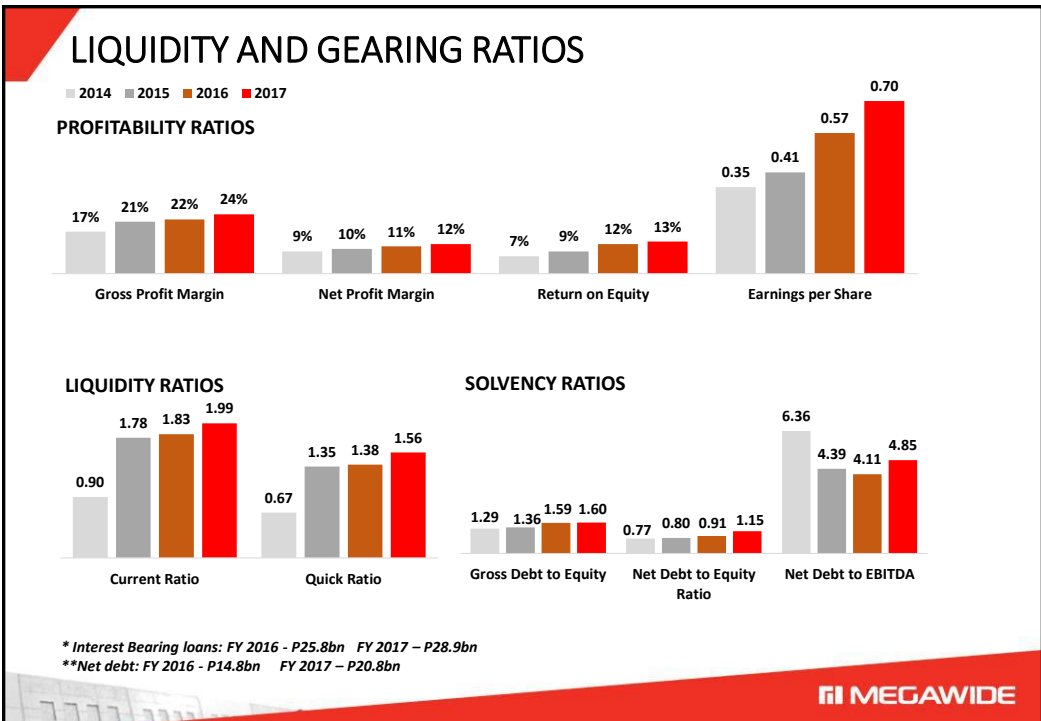
In Php Million	FY 2017	FY 2016	Remarks
<b>Gross Profit Margin</b>	<b>24%</b>	<b>22%</b>	<b>Due to increase in both Cons &amp; Airport</b>
Construction	16%	15%	GP increased by 11%
Airport Operations	82%	81%	GP increased by 24%
Airport Merchandising	72%	-	
<b>EBITDA Margin</b>	<b>22%</b>	<b>20%</b>	
Construction	15%	15%	
Airport Operations	71%	70%	
Airport Merchandising	43%	-	
<b>Net Income Margin</b>	<b>12%</b>	<b>11%</b>	
Construction	7%	6.44%	
Airport Operations	49%	48%	
Airport Merchandising	29%	-	

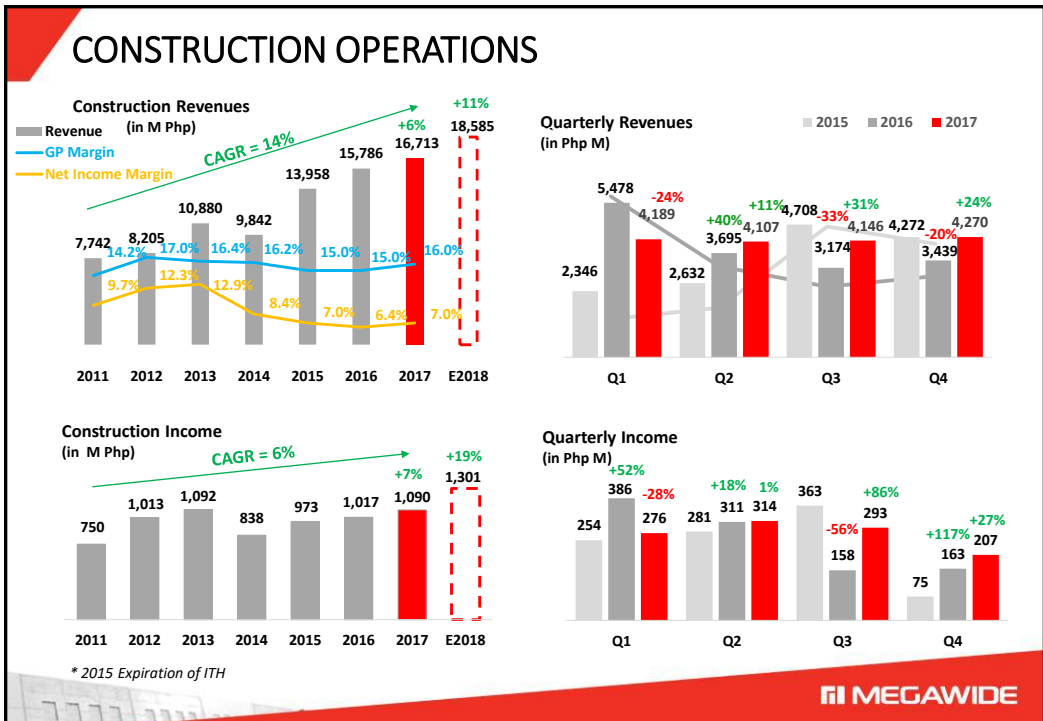
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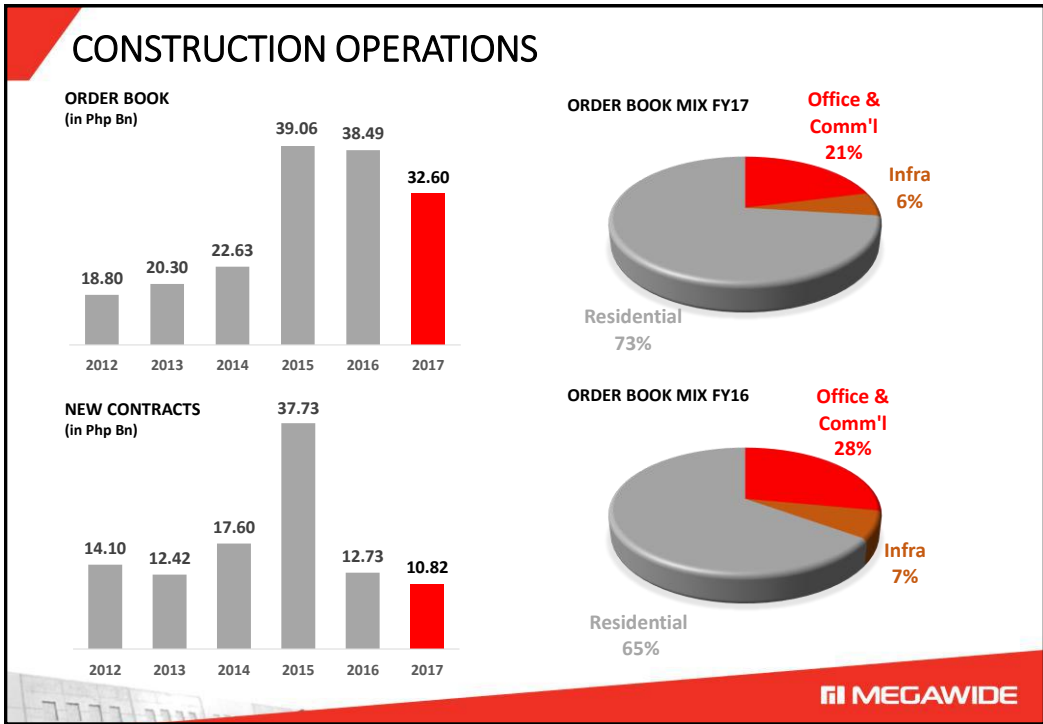
## FINANCIAL POSITION

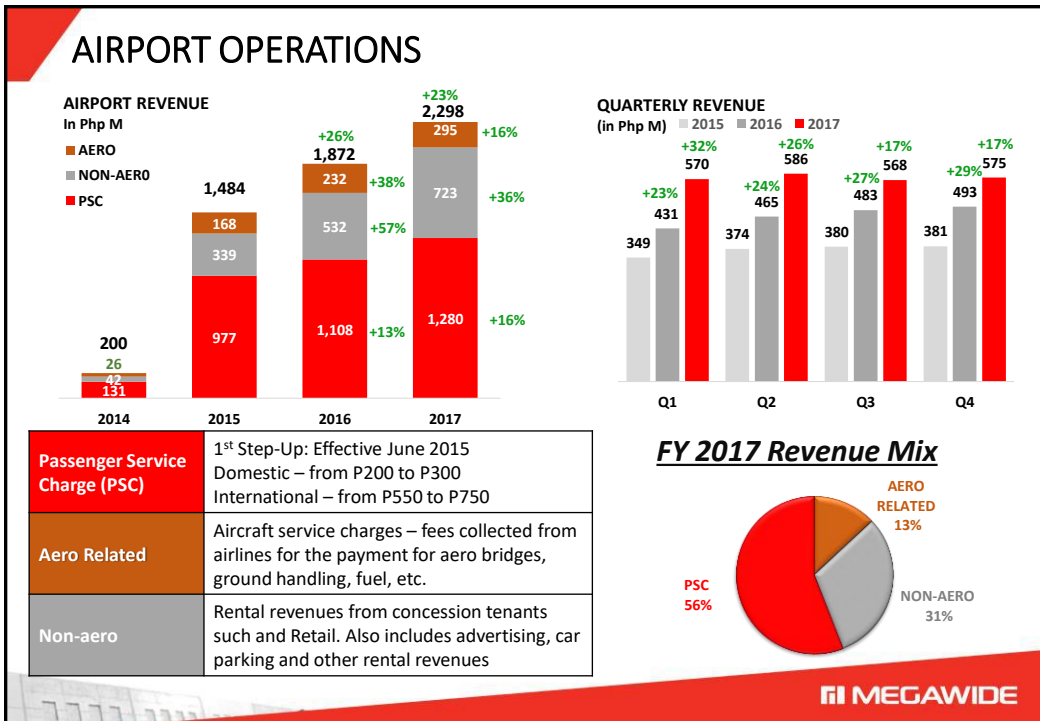
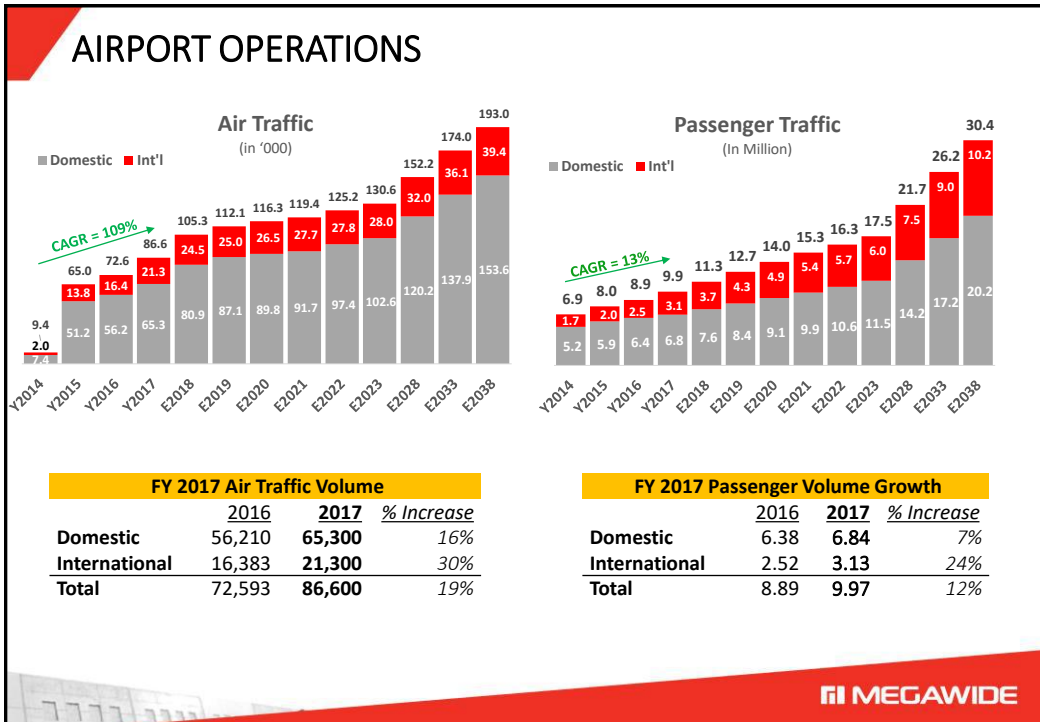
In Php M	31-Dec-17	31-Dec-16	Movement	% Change
Cash & Financial Assets	8,140	10,938	(2,798)	(26%)
Other Current Assets	10,559	10,033	526	5%
<b>Total Current Assets</b>	<b>18,699</b>	<b>20,971</b>	<b>(2,272)</b>	<b>(10%)</b>
Concession Assets	25,608	20,339	5,269	26%
<b>Total Non Current Assets</b>	<b>35,719</b>	<b>30,113</b>	<b>5,606</b>	<b>19%</b>
<b>Total Assets</b>	<b>54,418</b>	<b>51,085</b>	<b>3,331</b>	<b>7%</b>
Current Liabilities	9,413	11,459	(2,046)	(18%)
Non Current Liabilities	26,869	23,416	3,453	15%
<b>Total Liabilities</b>	<b>36,282</b>	<b>34,875</b>	<b>1,407</b>	<b>4%</b>
<b>Equity</b>	<b>18,136</b>	<b>16,210</b>	<b>1,926</b>	<b>12%</b>

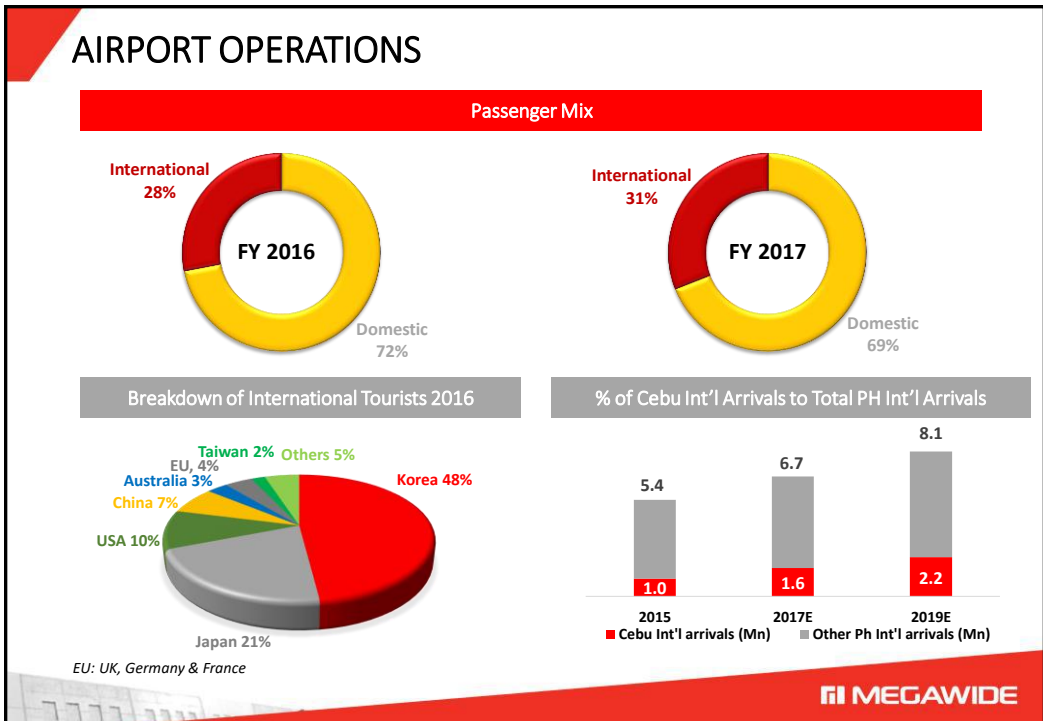
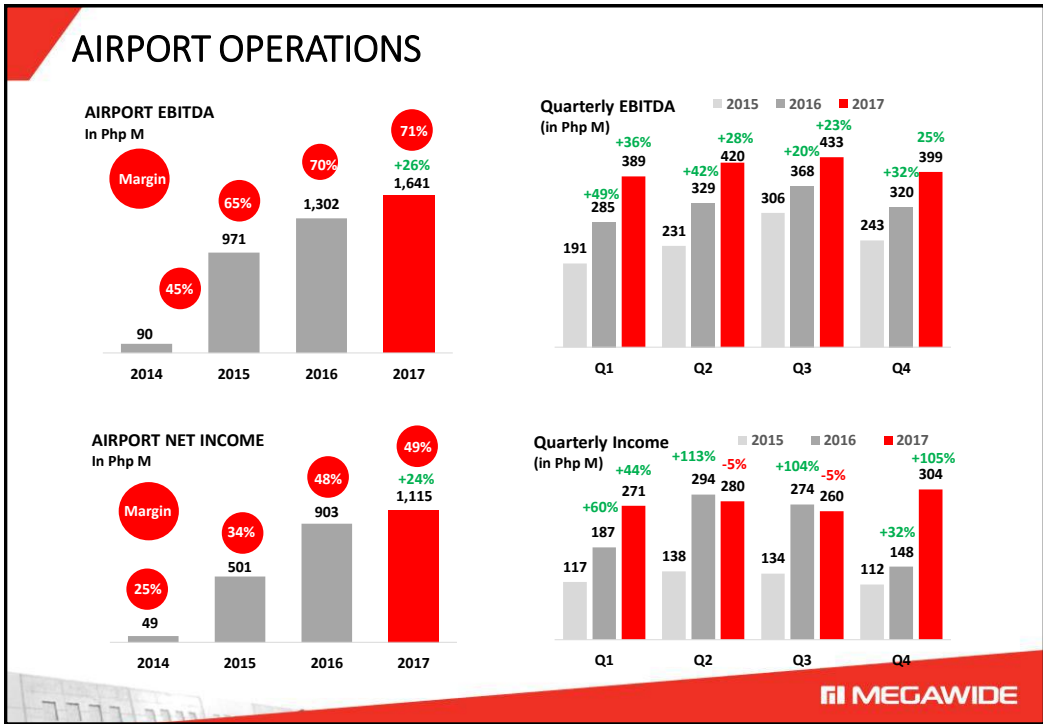
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## AIRPORT OPERATIONS

**25 PARTNER AIRLINE CARRIERS**

- > 8 Local
- > 17 International

**Building New Connections**

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

**Building New Connections**

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

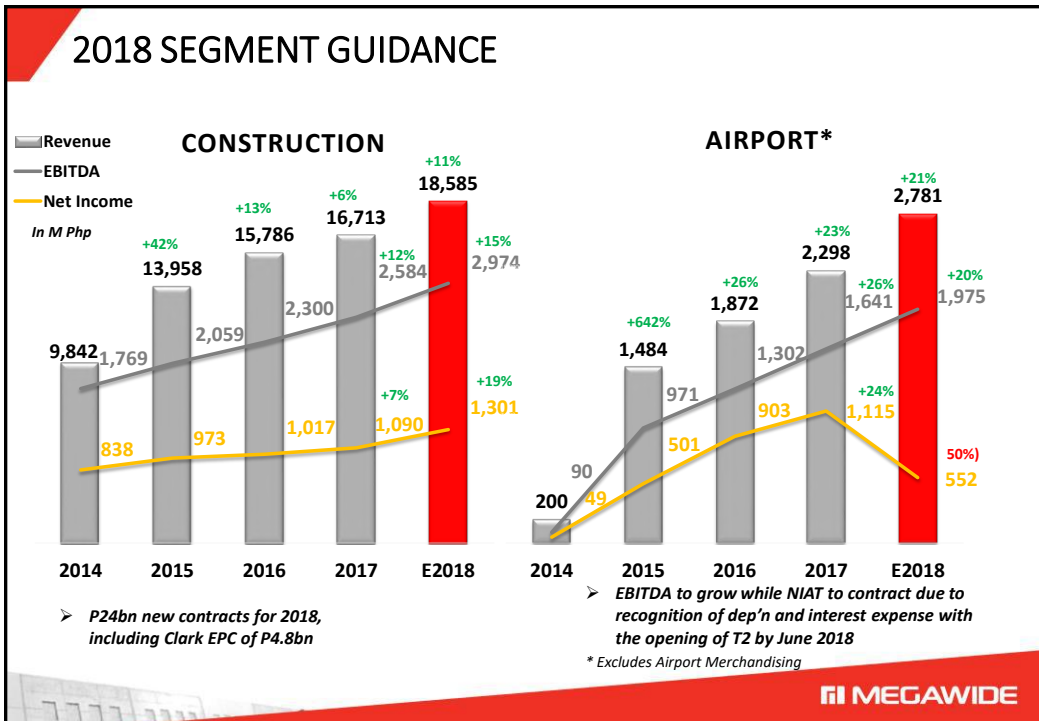
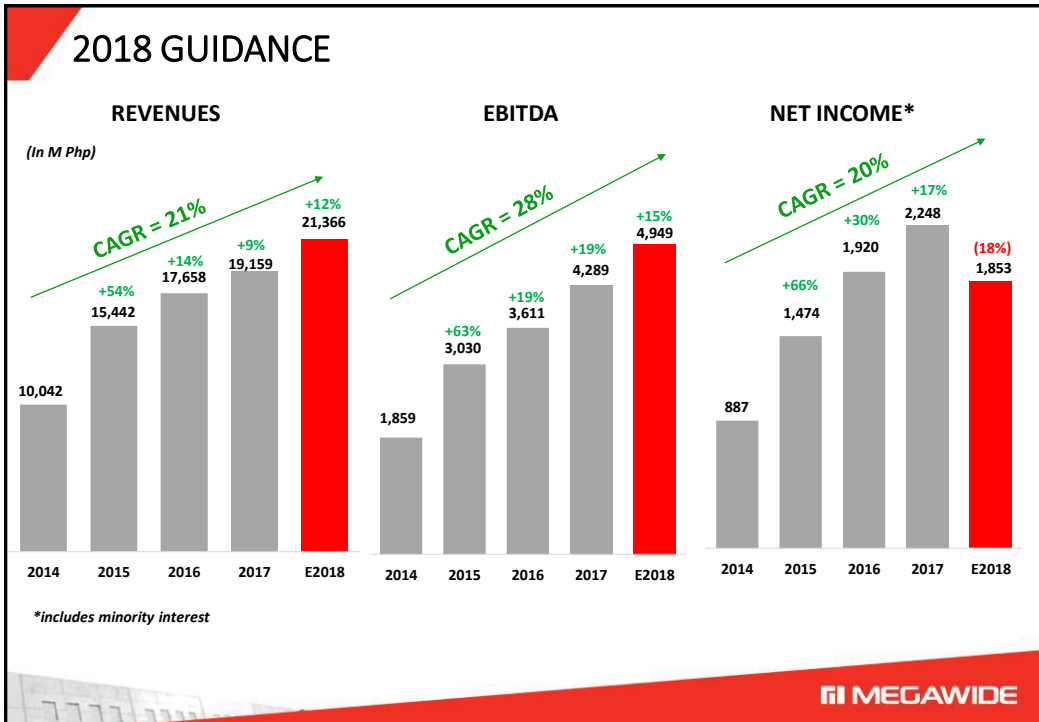
**Airline Carriers:** Korean Air, t'way, AirAsia, Philippine Airlines, JIN AIR, tigerair, JEJU AIR, ASIANA AIRLINES, 四川航空 SICHUAN AIRLINES, cebu pacific, Lucky Air 祥鹏航空, CATHAY PACIFIC, OK AIR 奥凯航空, Vanilla Air, 中國東方航空 CHINA EASTERN, cebgo, AIRJUAN, JUNEYAO AIRLINES 吉祥航空, 厦門航空 XIAMEN AIR, Emirates, SILK AIR, EVA AIR, scoot.

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## AIRPORT OPERATIONS

Details of new routes/frequency in 2017				Details of new routes/frequency in 2017			
Airline	Destination	Start Date	Aircraft/Frequency	Airline	Destination	Start Date	Aircraft/Frequency
DOMESTIC				INTERNATIONAL			
PAL	Clark	March 26	A321/3	Xiamen Airlines	Fuzhuo	April 18	B738/2
PAL	General Santos	March 26	A320/7	PAL	Chengdu	Jan 16	A321/3
PAL	Puerto Princesa	March 26	A321/7	Sichuan Airlines	Chongqing	Mar 28	A321/4
PAL	Busuanga	March 26	Q400/7	Lucky Air	Kunming	June 1	B737-800/3
PAL	Surigao	March 26	Q400/7	AirAsia	Kuala Lumpur	July 15	A320
PAL	Butuan	March 26	A320/7	China Eastern	Shanghai	Oct 18	A320/7*
Air Asia	Davao	April 22	A320/7	Juneyao Airlines	Shanghai	Oct 31	A321/3
Air Asia	Puerto Princesa	April 22	A320/7	Okay Airways	Xi'an	Oct 31	B737-800/3
Cebu Pacific	Busuanga	May 15	ATR500/3	PAL	Beijing	Nov 26	A320/1
Cebu Pacific	Cotabato	May 16	ATR500/4	PAL	Bangkok	Dec 2	A320/3
Air Asia	Kalibo	June 19	A320/7	Pan Pacific	Muan	Dec 9	A320/2
AirJuan	Tagbilaran	June 19	Cessna Caravan	Pan Pacific	Incheon	Dec 10	A320/7
AirJuan	Bantayan	June 19	Cessna Caravan	*Daily/effective 18-28 Oct then resumes 18Jan18 onwards			
AirJuan	Biliran	June 19	Cessna Caravan	Details of new routes/frequency in 2018			
AirJuan	Siquijor	June 19	Cessna Caravan	Airline	Destination	Start Date	Aircraft/Frequency
				INTERNATIONAL			
PAL	Tagbilaran	June 22	A320	China Eastern	Guangzhou	Jan 20	A320/2
Cebu Pacific	Masbate	July 26	ATR-500	Pan Pacific	Pusan	Feb 15	A320/2
Air Juan	Maasin	Aug 1	Cessna Caravan/2	DOMESTIC			
Air Juan	Sipalay	Aug 2	Cessna Caravan/2	Air Juan	Ormoc	Mar 15	Cessna Caravan/2
PAL	Camiguin	Dec 1	Q400/7	Air Juan	Catbalogan	Mar 19	Cessna Caravan/2
PAL	Siargao	Dec 1	Q400/7				
PAL	Legazpi	Dec 1	Q400/7				
PAL	Ozamiz	Dec 1	Q400/7				

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## 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: 29 months
- 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: April 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

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## NAIA Unsolicited Proposal



Megawide-GMR	Proposal	Infrastructure Plan
Project Cost	P150Bn	1. Improve airside capacity and implement terminal improvements
Concession Period	18 Years	
Technical Partner	Mitre Corporaion	
3 <sup>rd</sup> Runway	Not viable	2. Introduction of key performance measures
Passenger Volume in 4 years	72 mppa	3. Building future capacity
Aircraft movement/hr	40-60	

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