

Reviewed Operating and Financial Results 9M2022

15 November 2022

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OPERATING RESULTS – CONSOLIDATED INCOME STATEMENT

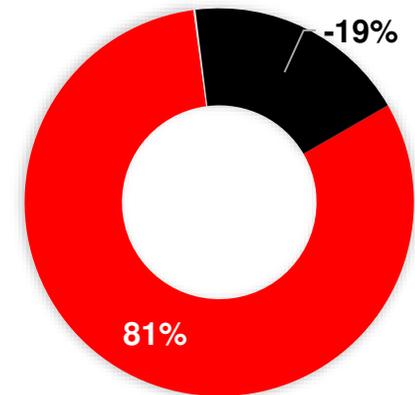
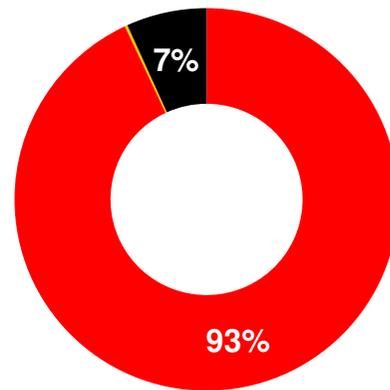
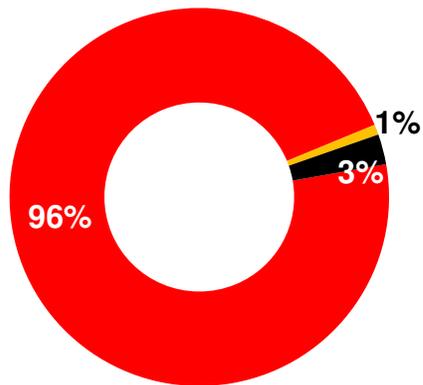
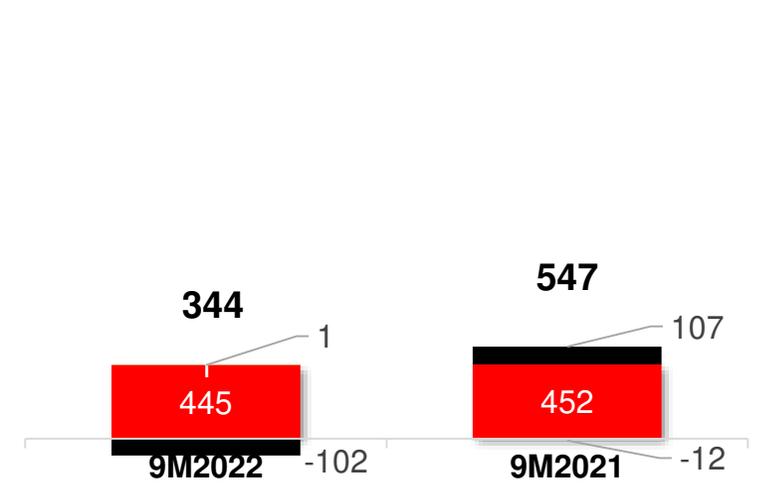
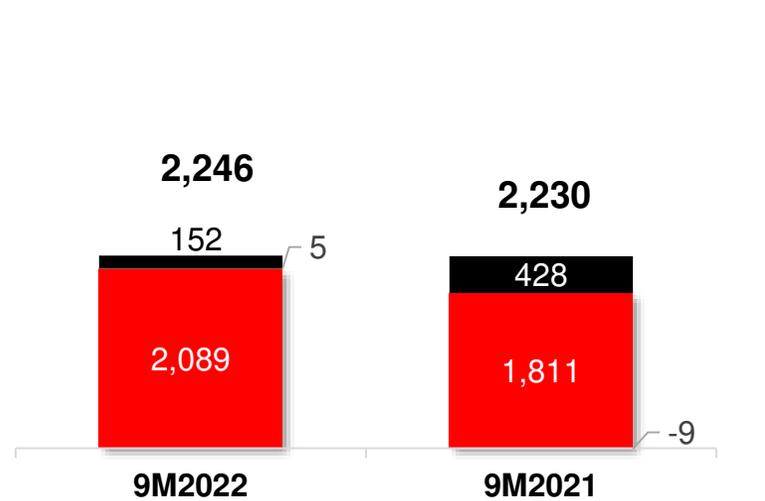
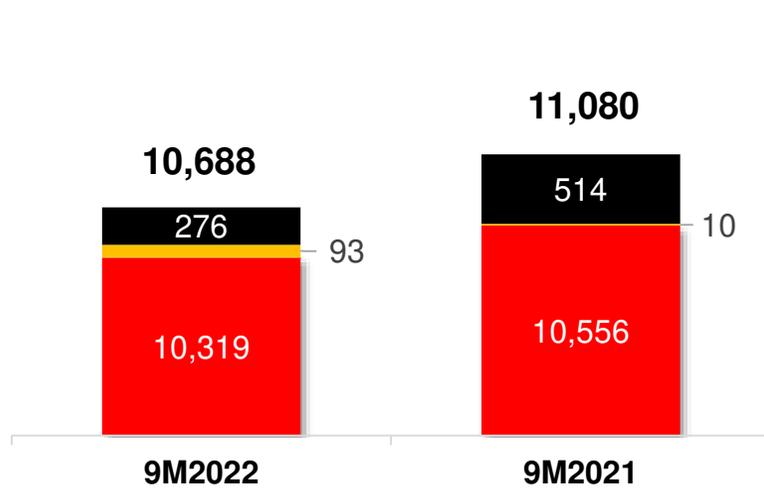
In PhP M	9M2022	9M2021	%
Revenues	10,688.09	11,080.14	-4%
Contract revenues	10,318.70	10,556.04	-2%
Trading operations revenues	93.13	10.28	806%
Terminal operations revenue	276.26	513.82	-46%
Direct costs	9,135.93	9,186.40	-1%
Contract cost	8,824.62	8,948.29	-1%
Cost of trading operations	55.94	7.85	613%
Costs of terminal operations	255.38	230.26	11%
Gross profit	1,552.16	1,893.74	-18%
Other operating expenses	784.55	753.89	4%
Operating Profit	767.62	1,139.85	-33%
Net Other Income / (Charges)	(376.64)	(420.55)	-10%
Profit / (Loss) before tax	390.98	719.30	-46%
Tax Expense	47.03	172.01	-73%
Net Income / (Loss) from Continuing Operations	343.95	547.29	-37%
DISCONTINUED OPERATIONS			
Loss before tax	(1,262.34)	(977.08)	29%
Tax Benefit	52.03	79.84	-35%
Net Income Loss from Discontinued Operations	(1,314.36)	(1,056.91)	24%
Net Loss	(970.42)	(509.62)	90%

SEGMENT BREAKDOWN

REVENUE (Pmn)

EBITDA (Pmn)

NET INCOME / (LOSS) (Pmn)



■ Construction ■ Merchandising ■ Landport

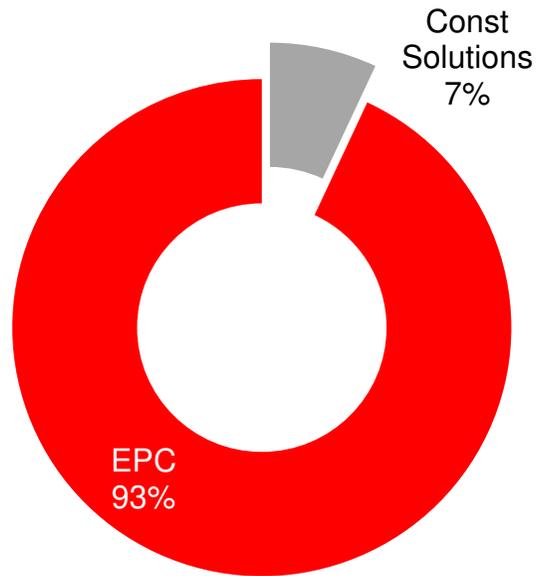
MARGIN PERFORMANCE

	9M2022	9M2021
Gross Profit (Loss) Margin	18%	17%
<i>Construction</i>	14%	15%
<i>Airport Merchandising</i>	40%	24%
<i>Terminal Operations</i>	8%	55%
EBITDA Margin	22%	18%
<i>Construction</i>	20%	17%
<i>Airport Merchandising</i>	6%	-84%
<i>Terminal Operations</i>	55%	83%
Net Income (Loss) Margin	-8%	-4%
<i>Construction</i>	4%	4%
<i>Airport Merchandising</i>	1%	-118%
<i>Terminal Operations</i>	-37%	21%

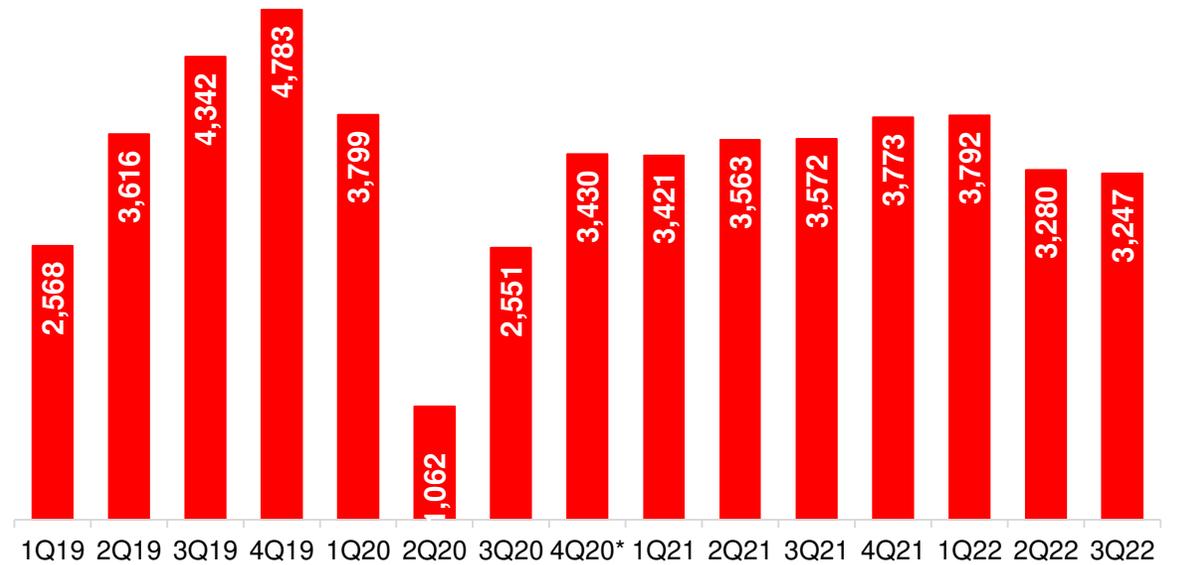


EPC: Pivoting to infrastructure and cycle-resiliency

9M2022 BREAKDOWN

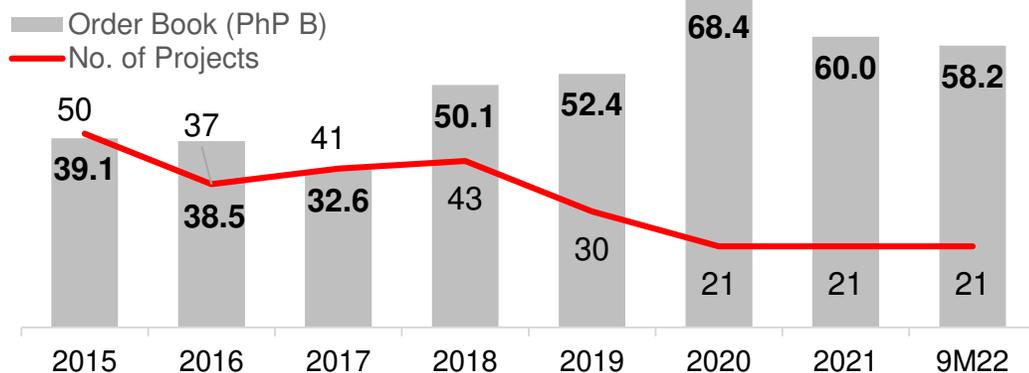


QUARTERLY PERFORMANCE (PhP M)

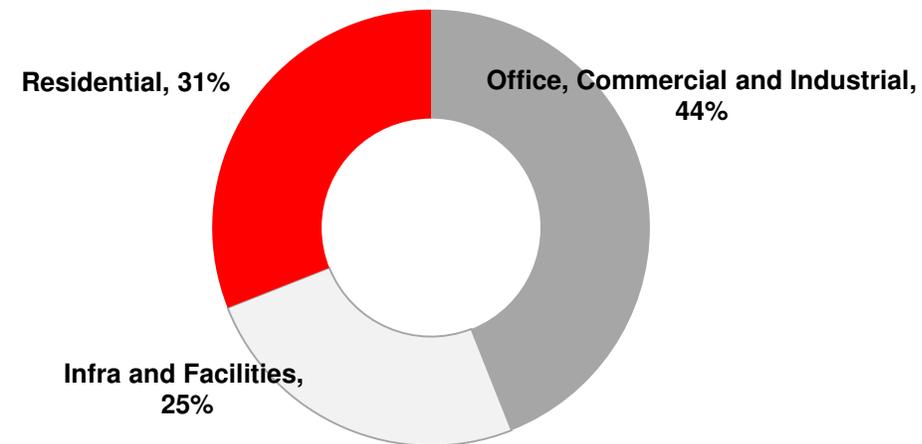


HEALTHY AND MORE BALANCED ORDER BOOK

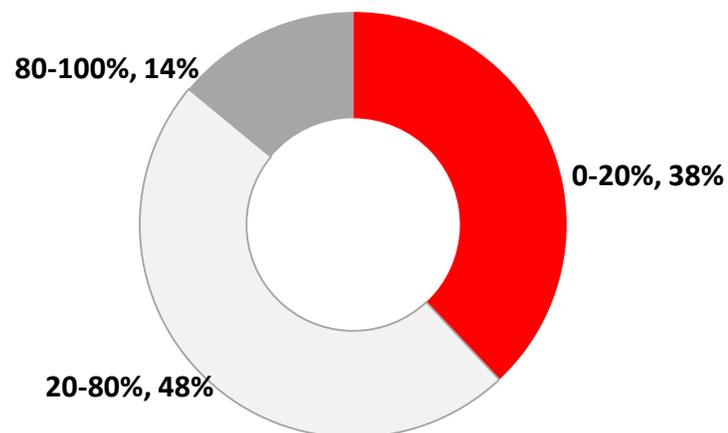
ORDER BACKLOG



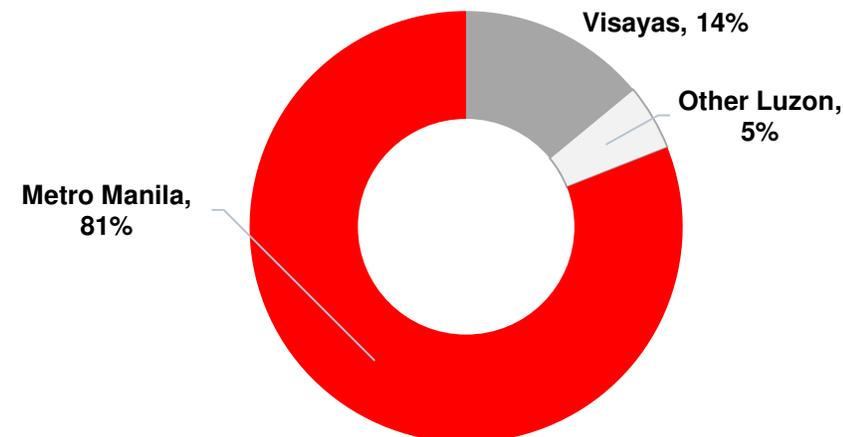
SEGMENT



% COMPLETION



AREA





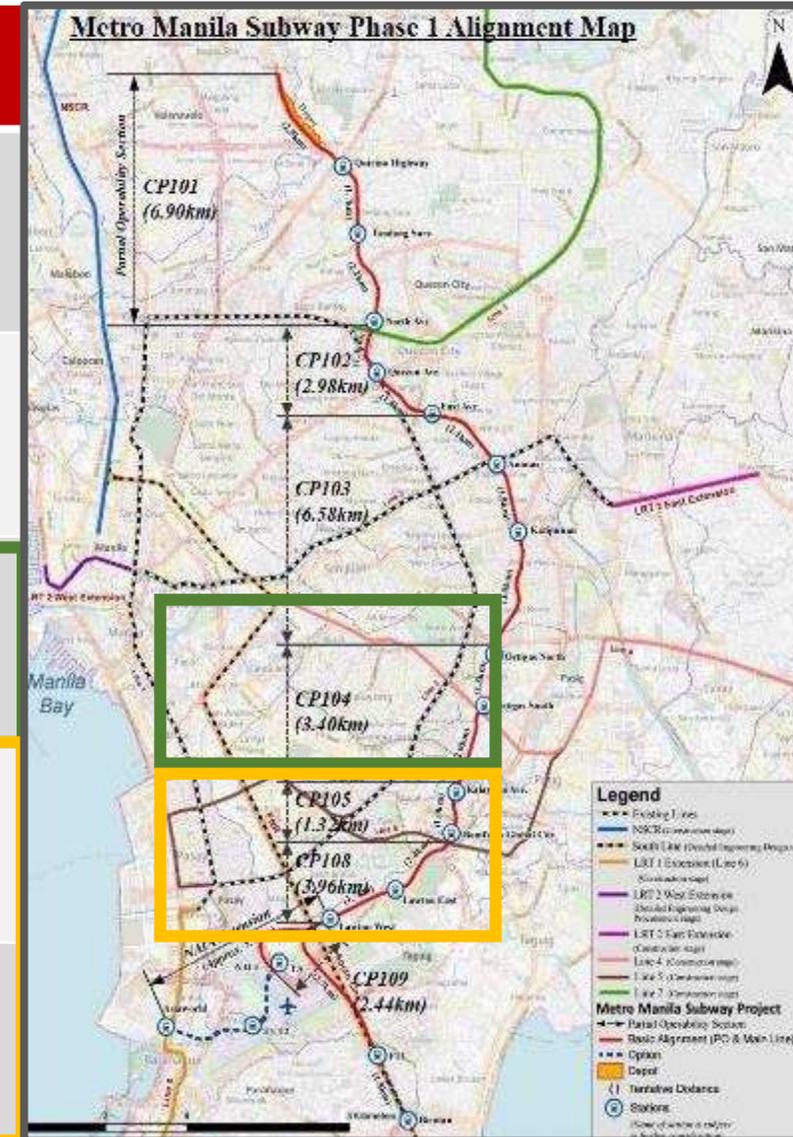
Future Direction

Malolos Clark Railway Project



Metro Manila Subway Project

Package	Section	Scope	Est. Cost (PhpB)
CP 102	North Ave. to East Ave.	2.98 km with 2 underground stations at Quezon Ave. & East Ave.	17
CP 103	East Ave. to Ortigas Ave.	6.58 km with 2 underground stations at Anonas and Katipunan	38
CP 104	Ortigas Ave. to Kalayaan Ave.	3.4 km with 2 underground stations at Ortigas North and South	18
CP 105	Kalayaan Ave. to BGC	1.32 km with 2 underground stations at Kalayaan and BGC	9
CP 108	BGC to Lawton West	3.96 km with 2 underground stations at BGC and Lawton West	22



- **Awarded to Tobishhima-Tokyu-Megawide Consortium**
- **Awaiting start of tender, 4Q 2022**

North-South Commuter Line

Package	Section	Scope	Est. Cost (PhpB)
CP S-01	Solis to Blumentritt	1.1km, elevated rail with 1 station	13
CP S-02	Blumentritt to Paco	7.9km, elevated rail, with 3 stations	28
CP S-03A	Paco to Nichols	7.9km, mostly elevated rail, with 2 stations	25
CP S-03B	MMSP to SCRP FTI	6.1km, at-grade (1.4km) and UG (4.7km) rail with 1 station	28
CP S-03C	Bicutan to Sucat	5.8km, mostly elevated rail, with 2 stations	22
CP S-04	Sucato Muntinlupa	8.5km, elevated rail with 3 stations	22
CP S-05	Muntinlupa to Sta. Rosa	12.8km, elevated rail with 4 stations	30
CP S-06	Sta. Rosa to Calamba	10.2km, elevated rail with 3 stations	30
CP S-07	Banlic, Cabuyao	20ha Train Depot	18



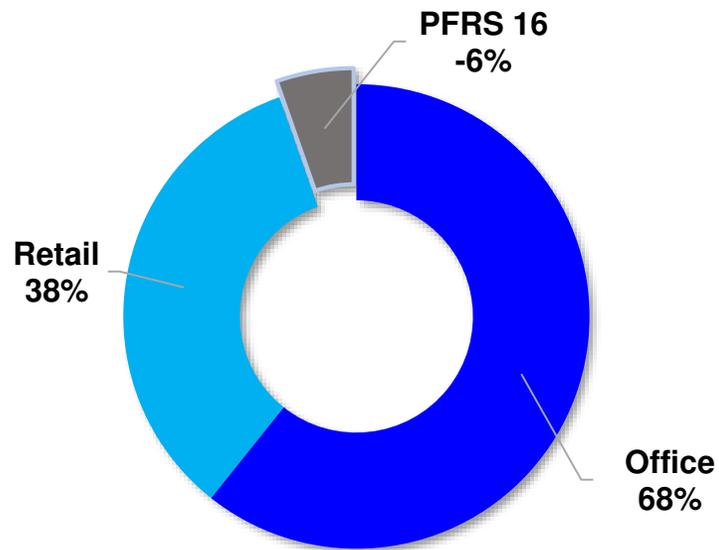
• Bidding completed in 2021, awaiting awards



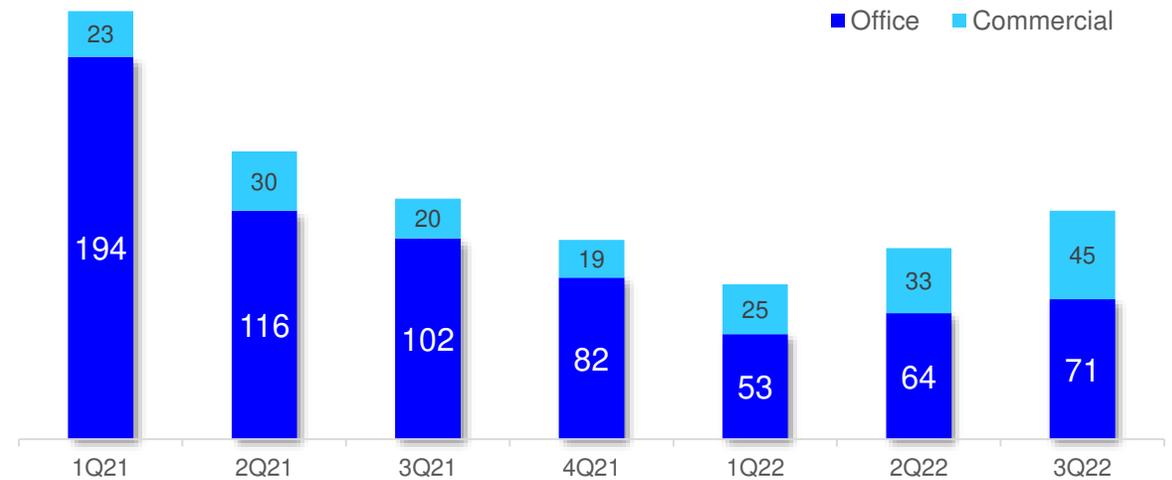
Landport Operations

INDUSTRY-WIDE LOW OCCUPANCY

9M2022 BREAKDOWN

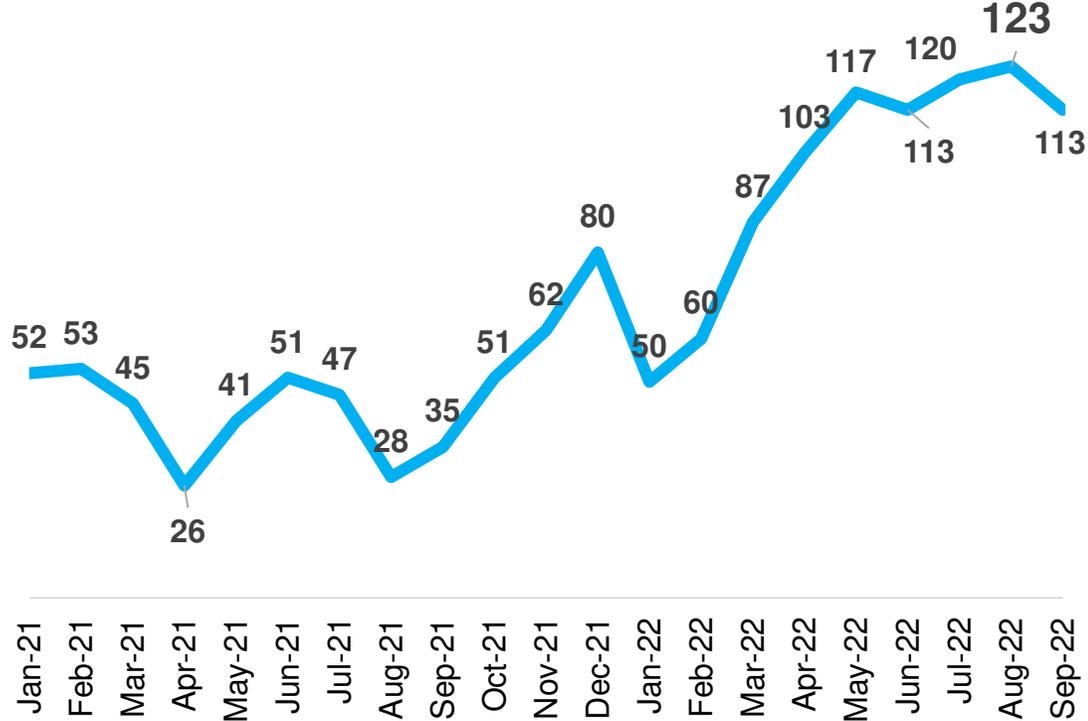


QUARTERLY RENTAL REVENUE (in Php M)

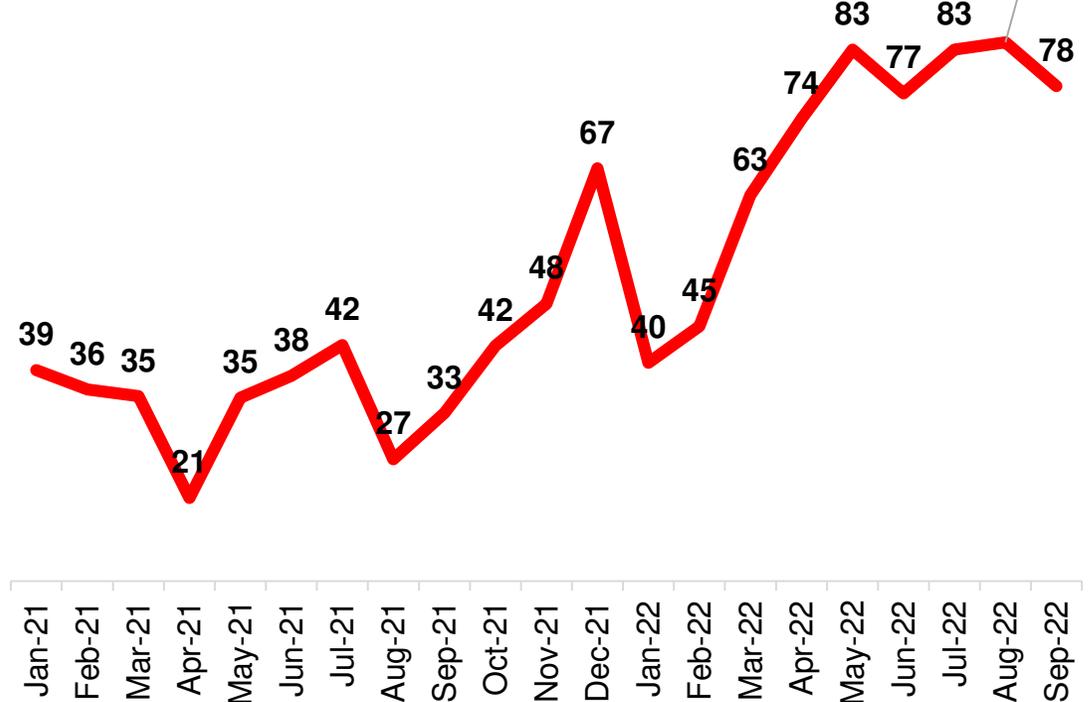


PASSENGER VOLUME AND SPENDING BOOST

AVERAGE DAILY FOOT TRAFFIC ('000)



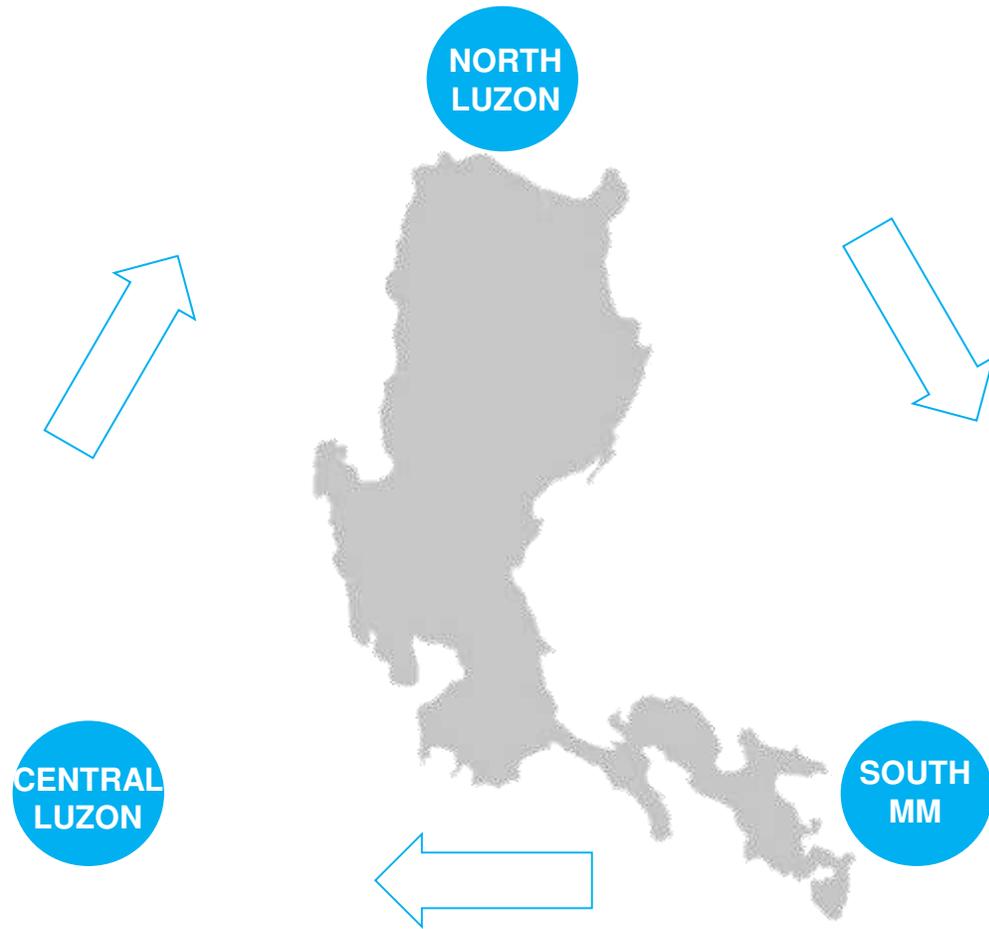
MONTHLY COMMERCIAL SALES (Pmn)





Future Direction

Developing An Organic Hub And Spoke Model



**NORTH LUZON:
BUILDING
PRESENCE**



**SOUTH METRO
MANILA: BRT
SYSTEM ROLL-
OUT**



**CENTRAL LUZON:
ENHANCING THE
EXPERIENCE**

NORTH LUZON: BUILDING PRESENCE



SOUTH METRO MANILA: BRT SYSTEM ROLL-OUT



CENTRAL LUZON: ENHANCING THE EXPERIENCE



Thank you

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