

# Megawide Construction Corp.

## FY2024 Financial and Operating Results

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# FINANCIAL HIGHLIGHTS

# FY2024 FINANCIAL HIGHLIGHTS



- 19% Growth in consolidated revenues
- P538M Net Income vs Net Loss 1Q2023

In PhP M	FY2024	FY2023	% change
Revenues	22,144.05	18,638.15	19%
Construction Operations	21,018.61	18,141.51	16%
Landport Operations	355.25	347.75	2%
Real Estate Operations	770.19	148.89	417%
Direct Costs	18,928.34	16,458.10	15%
Construction Operations	18,235.31	16,025.10	14%
Landport Operations	312.14	360.85	-13%
Real Estate Operations	380.89	72.15	428%
Gross Profit	3,215.71	402.21	48%
Operating Expenses	1,547.50	747.28	16%
Operating Profit	1,668.21	847.33	98%
Other Income / (Expenses)	(1,070.10)	(515.56)	108%
Finance Costs	(2,478.06)	(2,061.75)	20%
Finance Income	722.34	1,047.01	-31%
Others	685.62	499.18	37%
Profit / (Loss) Before Tax	598.12	326.78	83%
Tax Income (Expense)	-82.07	57.62	42%
Net Profit/ (Loss)	516.04	269.16	92%

# MARGIN PERFORMANCE

- 15% Gross Margin vs 12% FY2023

- 2% Net Margin vs 1% FY2023

	FY2024	FY2023
<b>Gross Profit Margin</b>	<b>15%</b>	<b>12%</b>
<i>Construction</i>	13%	12%
<i>Terminal Operations</i>	12%	-4%
<i>Real Estate Operations</i>	51%	52
<b>EBITDA Margin</b>	<b>21%</b>	<b>15%</b>
<i>Construction</i>	22%	15%
<i>Terminal Operations</i>	46%	26%
<i>Real Estate Operations</i>	-10%	-35%
<b>Net Income Margin</b>	<b>2%</b>	<b>1%</b>
<i>Construction</i>	5%	3%
<i>Terminal Operations</i>	-59%	-59%
<i>Real Estate Operations</i>	-33%	-38%

# BALANCE SHEET HIGHLIGHTS

- 1.71x  
Bank D-E ratio  
(vs 2.33X covenant)

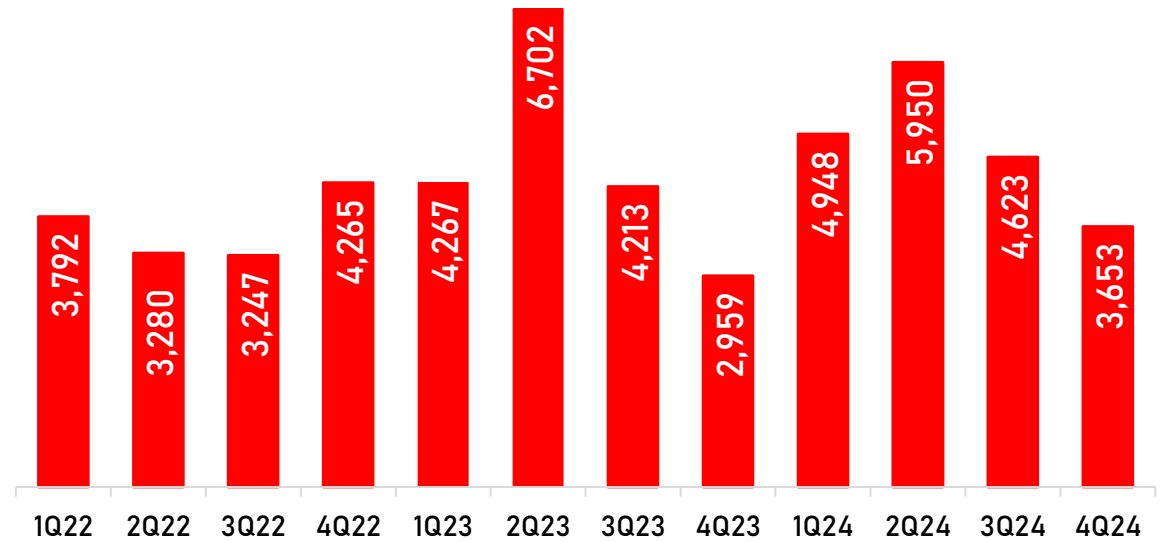
ASSETS		
	FY2024	FY2023
Cash	5,780.84	4,878.89
Trade receivables	22,019.92	19,155.92
Construction materials	1,044.45	2,279.34
Real estate inventories	4,662.29	3,872.92
Contract assets	3,343.17	5,640.19
Other current assets	10,664.13	11,413.43
Noncurrent asset held for sale	-	2,879.77
<b>Total Current Assets</b>	<b>47,514.80</b>	<b>50,120.46</b>
Property, Plant & Equipment	5,944.29	6,277.62
Investment properties	4,716.76	4,818.85
Goodwill	3,797.07	3,797.07
Other non-current assets	498.70	354.64
<b>Total Non-Current Assets</b>	<b>16,093.44</b>	<b>16,208.68</b>
<b>TOTAL ASSETS</b>	<b>63,608.24</b>	<b>66,329.14</b>
LIABILITIES		
Current loans	18,285.88	21,043.83
Trade payables	4,905.47	4,653.53
Exchangeable notes	-	7,763.20
<b>Total Current Liabilities</b>	<b>28,292.04</b>	<b>38,719.38</b>
Non-current loans	16,716.12	9,558.18
<b>Total Non-current Liabilities</b>	<b>18,241.02</b>	<b>10,674.99</b>
<b>TOTAL LIABILITIES</b>	<b>46,533.06</b>	<b>49,394.37</b>
<b>EQUITY</b>	<b>17,075.17</b>	<b>16,932.77</b>
<b>Bank D-E Ratio</b>	<b>1.71</b>	<b>1.52</b>



# Construction Operations

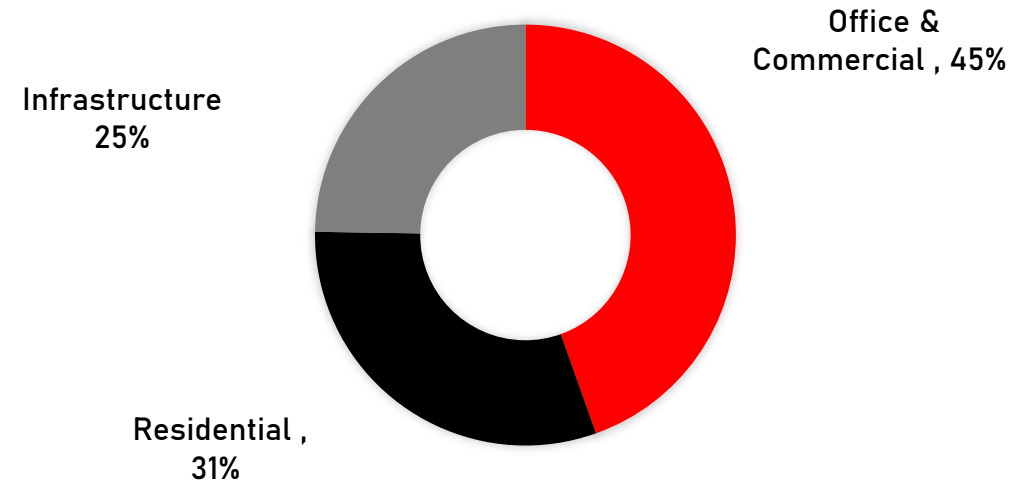
- 19%  
FY2024 YoY revenue growth

### QUARTERLY PERFORMANCE (PhP M)

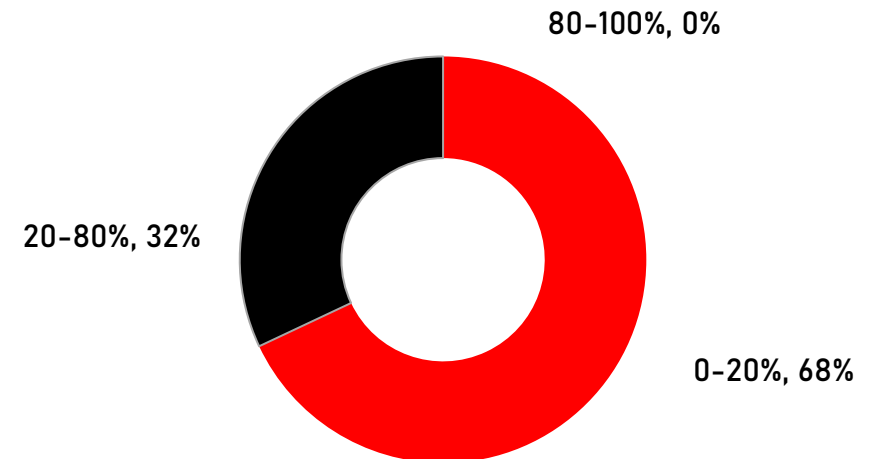


- **P43.5B**  
Order book (3-4 years burn)
- **21**  
Existing projects
- **68%**  
0-20% completion  
(for future revenue recognition)

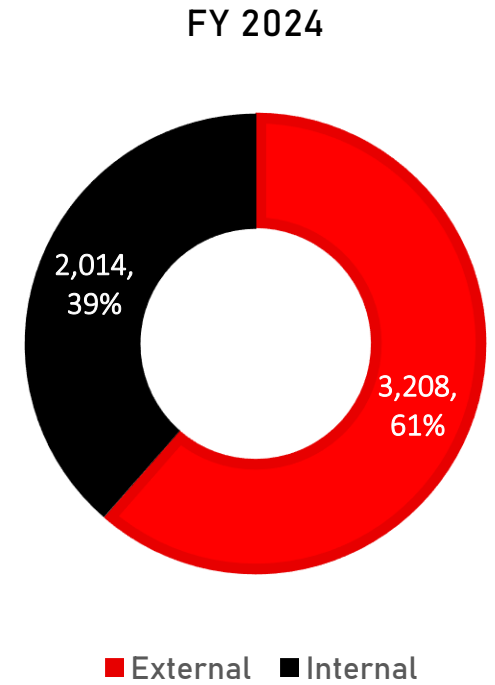
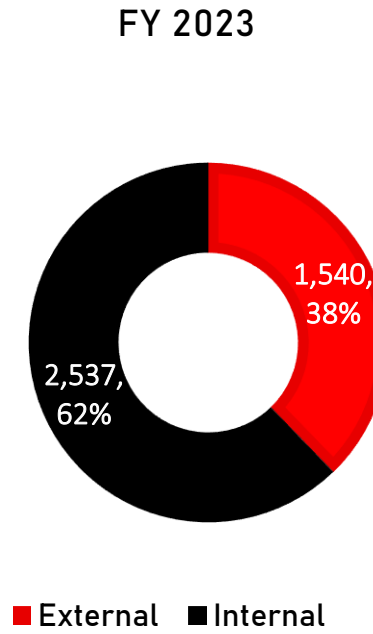
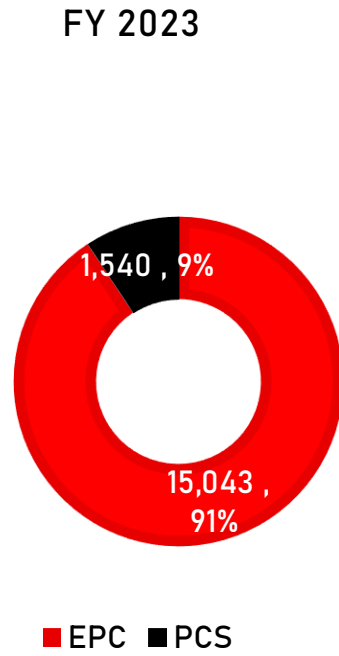
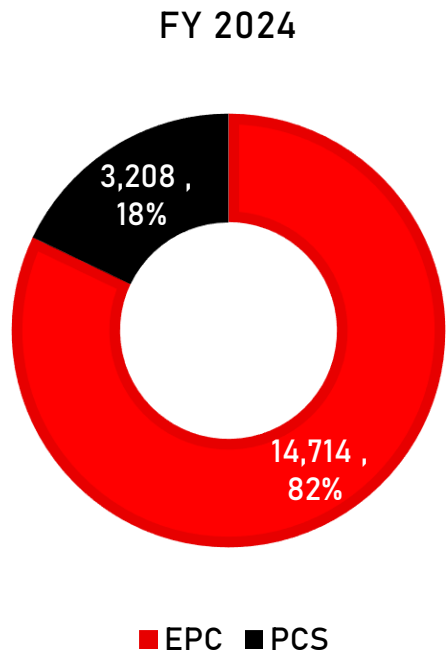
### ORDER BOOK MIX FY 2024



### % COMPLETION



# PCS GROWING REVENUE SHARE

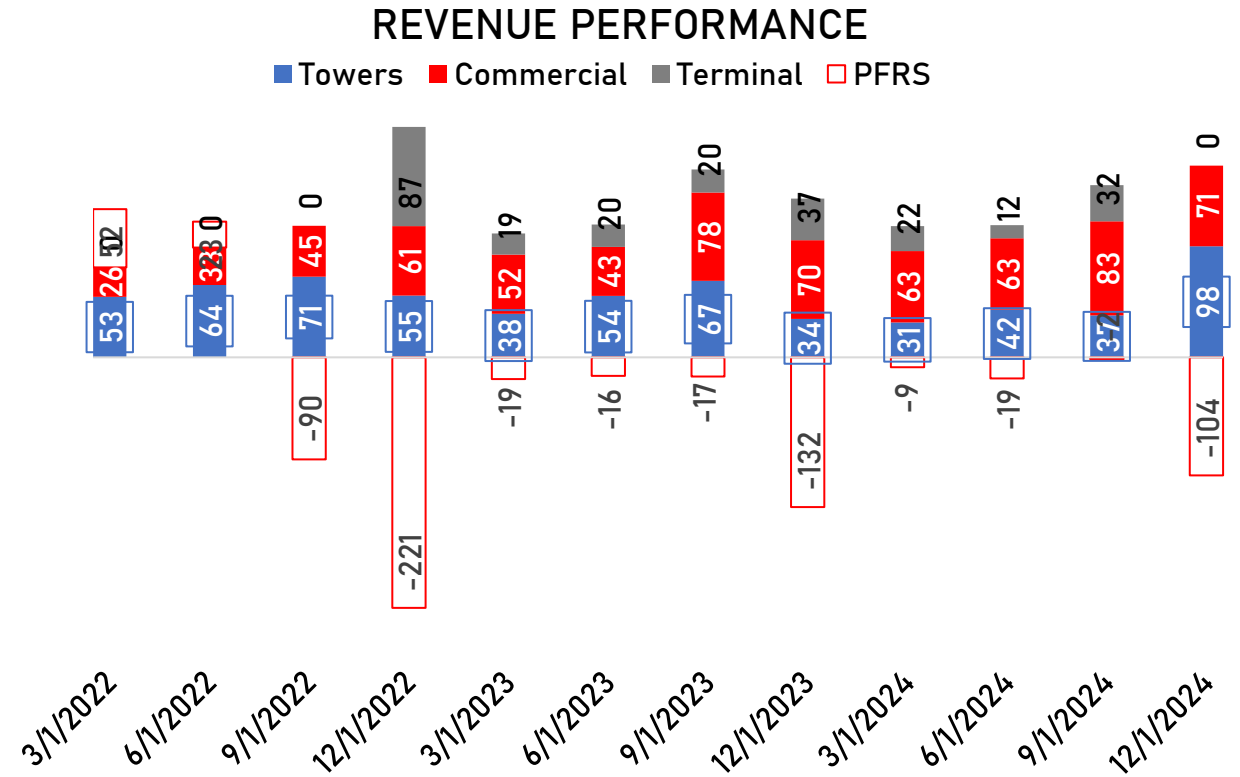




# Landport Operations

# STEADY REVENUE GENERATION

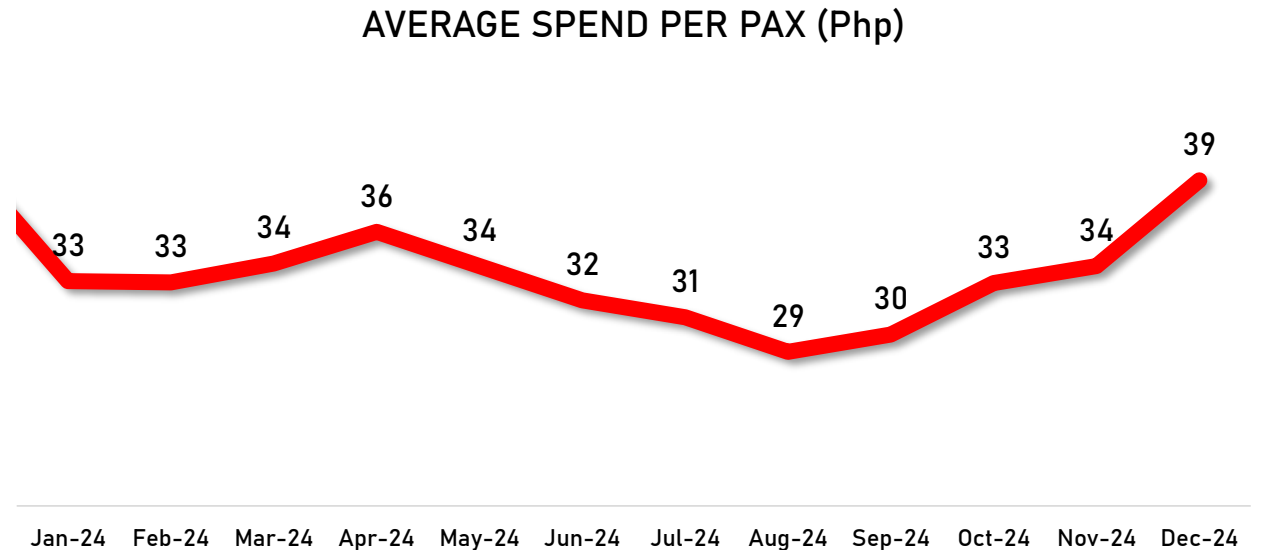
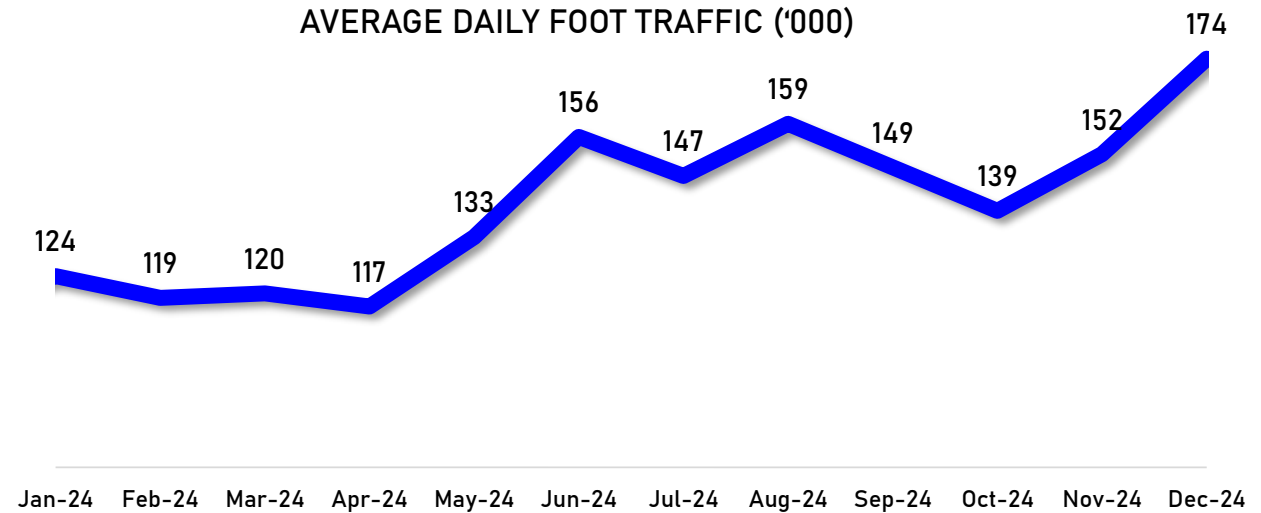
○ 2%  
FY2024 revenue growth



# INCREASING TRAFFIC AND PASSENGER SPENDING

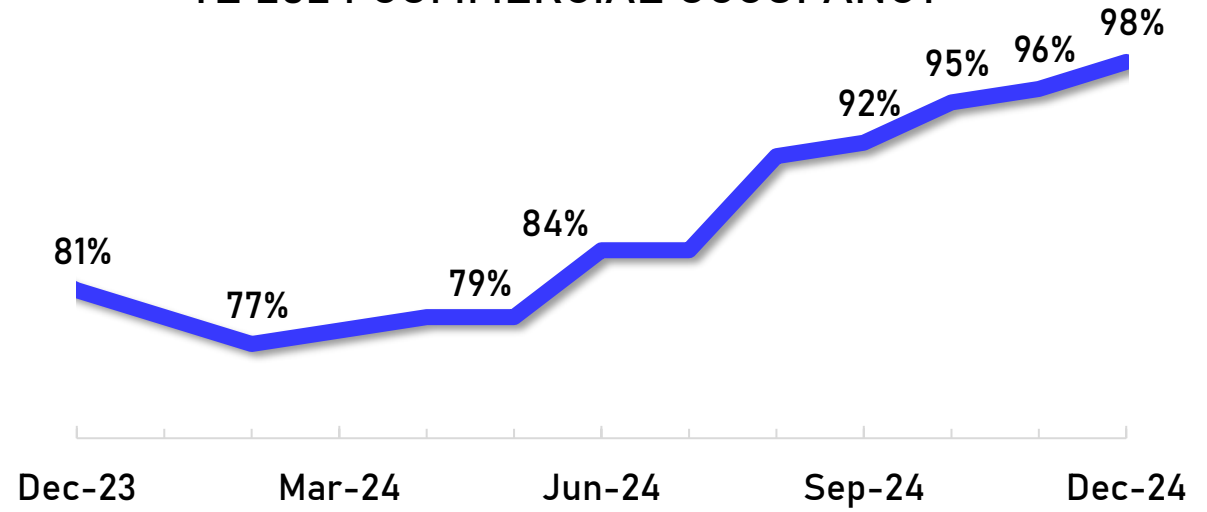
- 174K  
Daily foot traffic vs 97K Q1 2023

- P39  
Average passenger spend in FY2024  
(vs P32 in FY2023)



# COMMERCIAL HOLDING STEADY

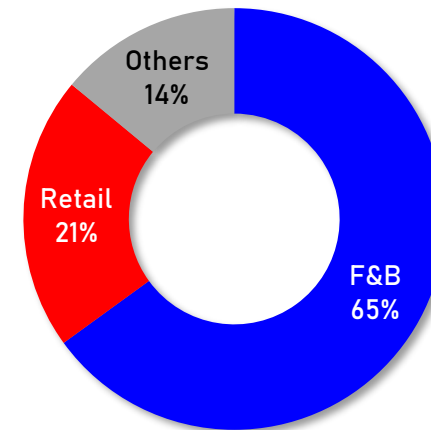
## YE 2024 COMMERCIAL OCCUPANCY



- 98%  
Commercial area occupancy from 84% FY2023

- 65-21-14%  
F&B – Retail – Services share

## FY2024 TENANT MIX

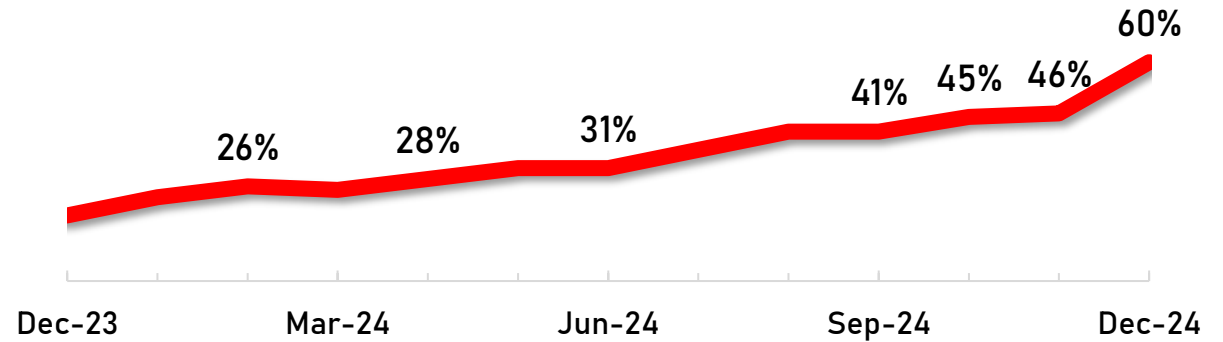


# NEW RETAIL TENANTS



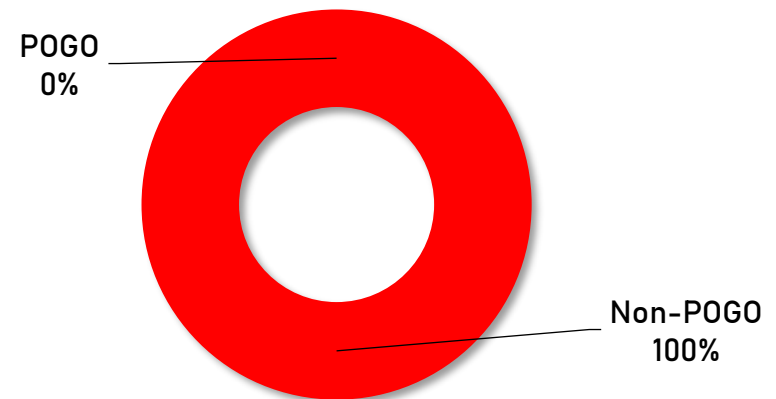
# OFFICE OCCUPANCY RECOVERING

### YE 2024 OFFICE OCCUPANCY



- 60% Office towers occupancy (from 18% in end of 2023)

### FY 2024 TENANT MIX



# NEW OFFICE TENANT SIGN UPS

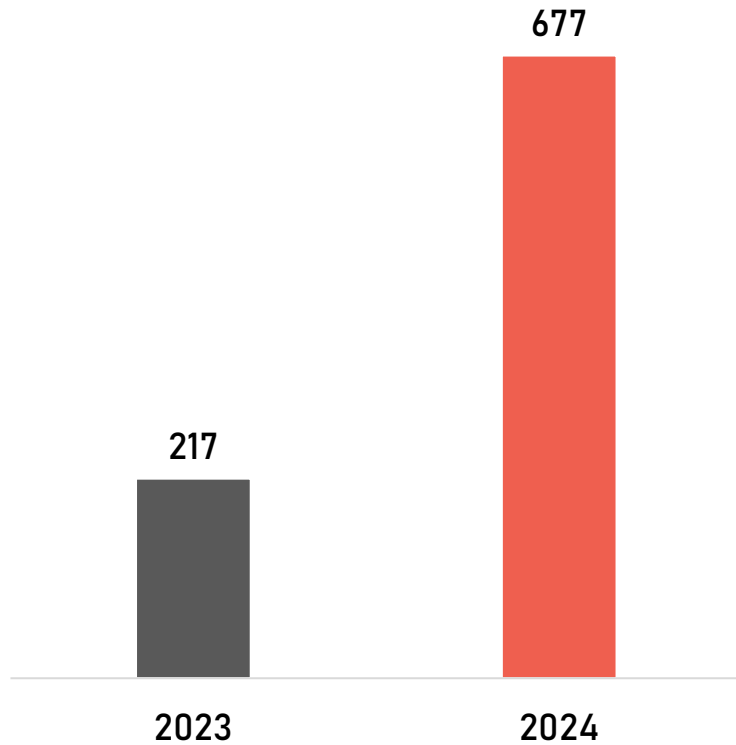




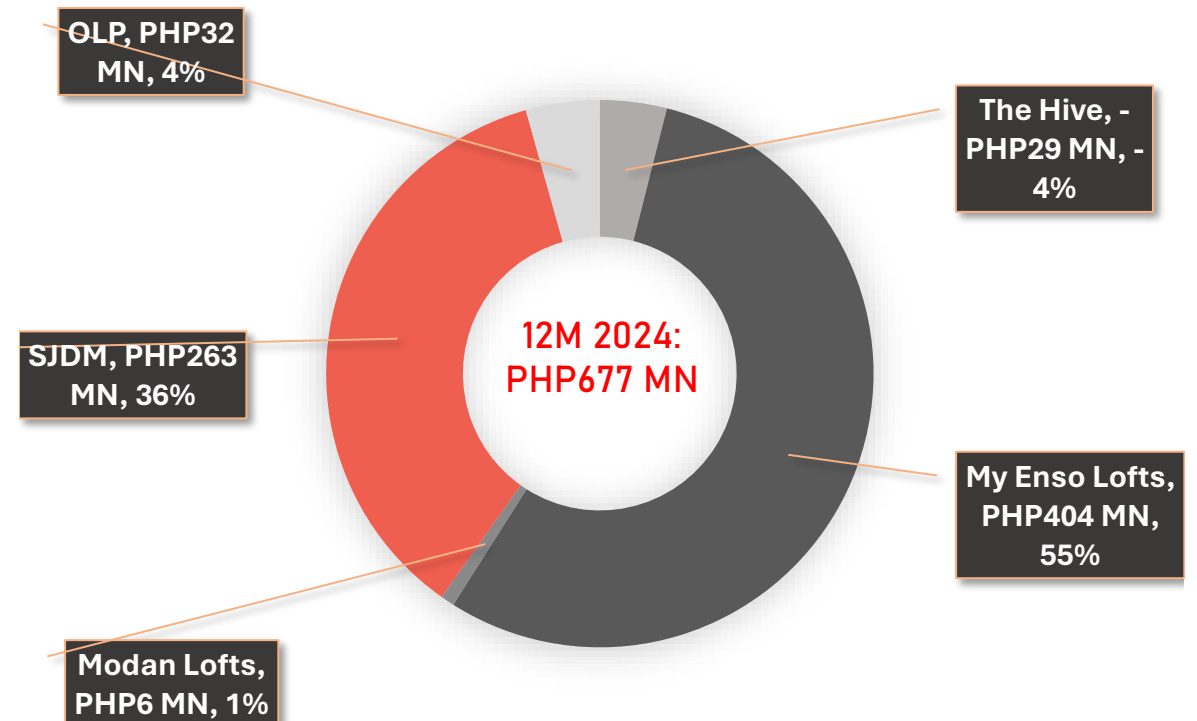
# Real Estate Operations

# REVENUE PERFORMANCE

### YTD REVENUE (PHP MN)



### REVENUE BY PROJECTS

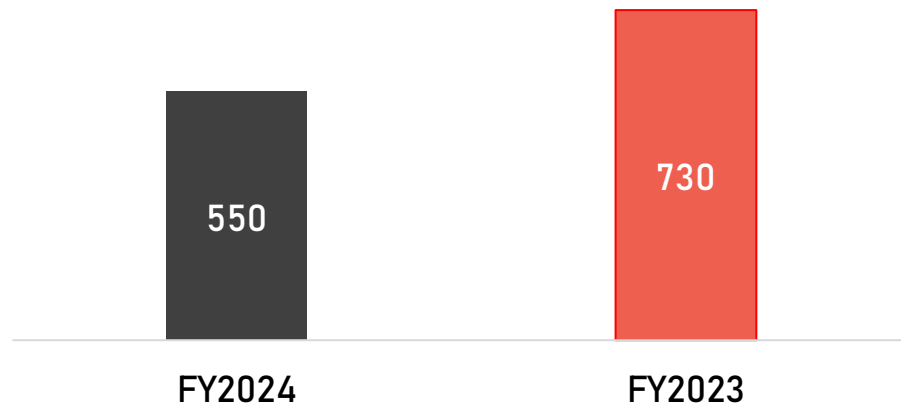


# RESERVATION SALES

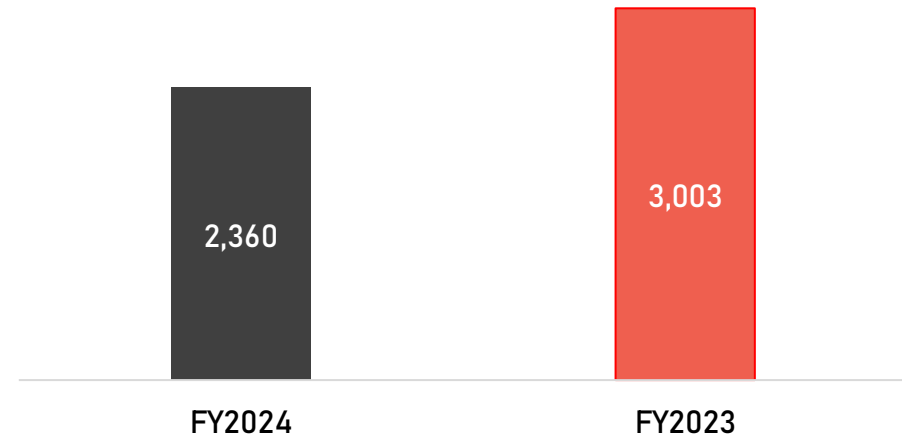
EXTRAORDINARY  
DEVELOPER



UNITS



VALUE (PHP MN)



# Thank you



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