



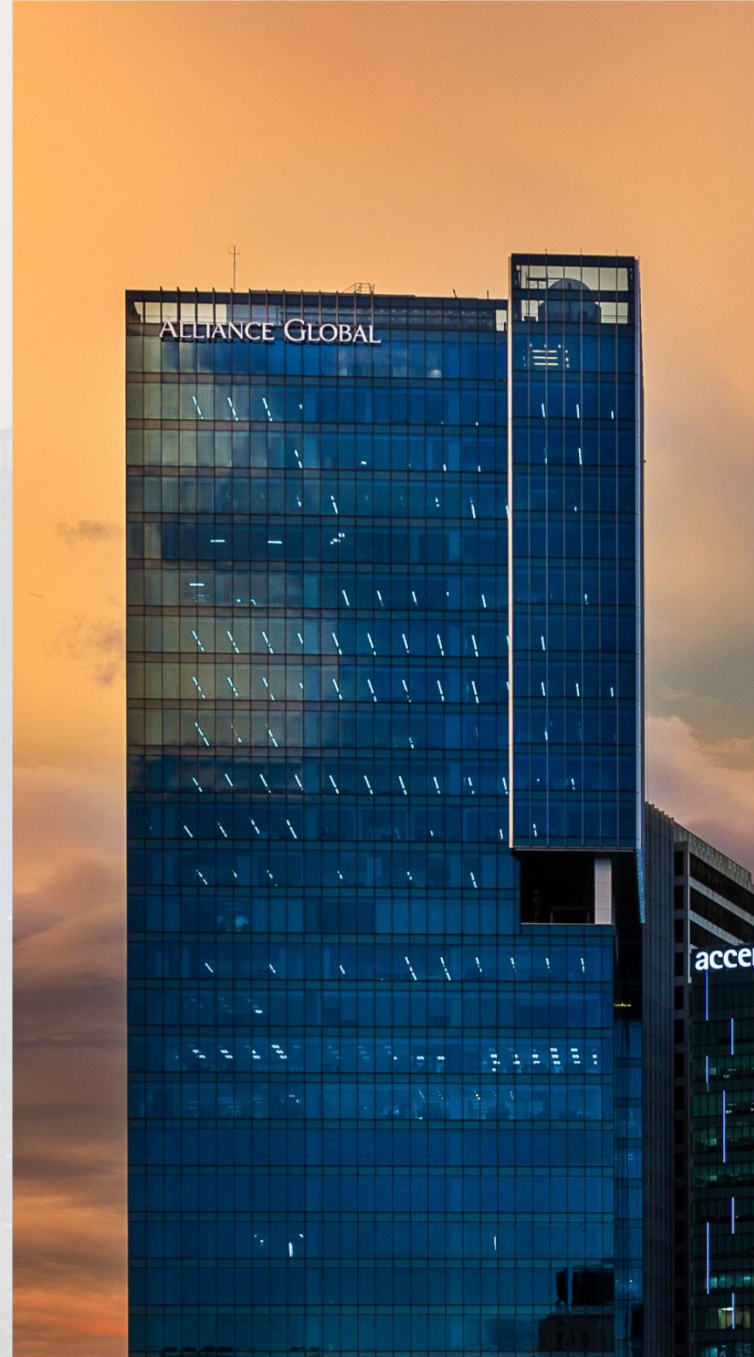
ALLIANCE GLOBAL

First Quarter 2024 Analysts' Briefing

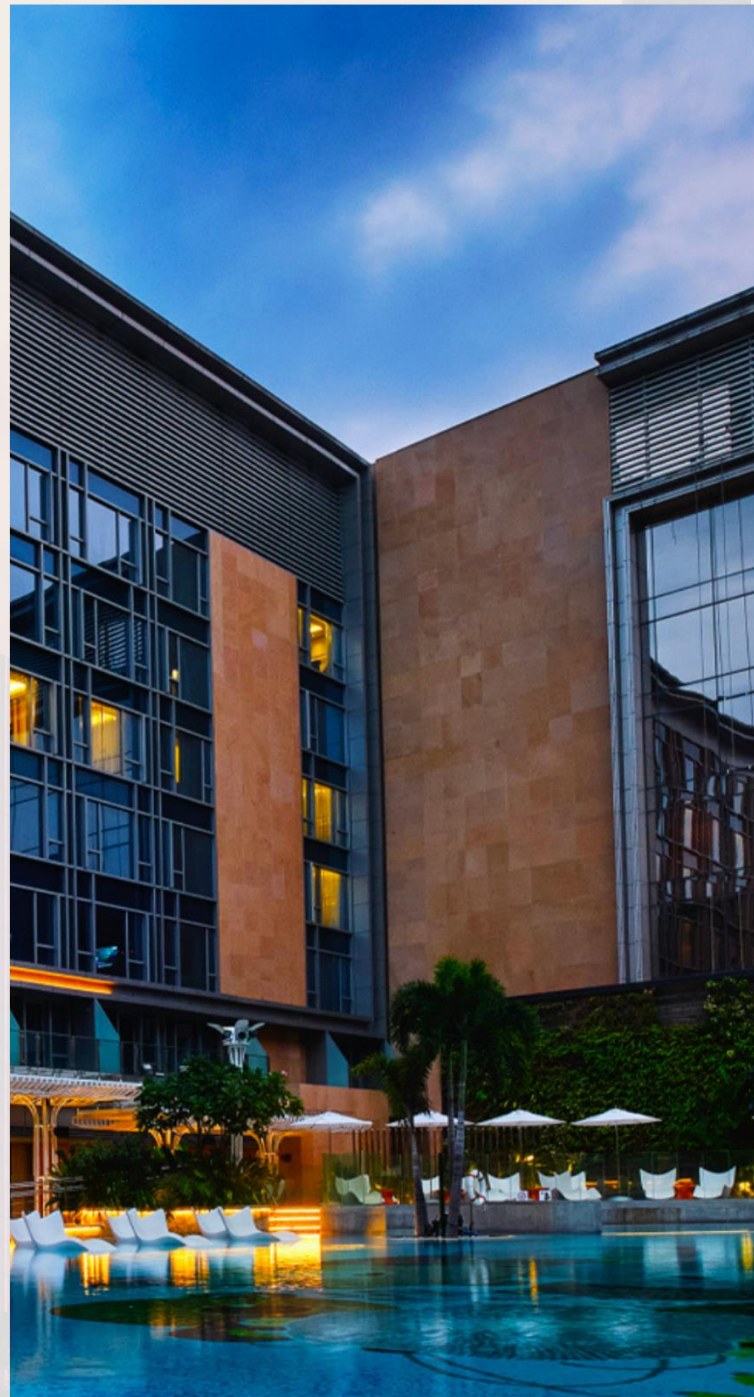
May 15, 2024



Premium



Lifestyle

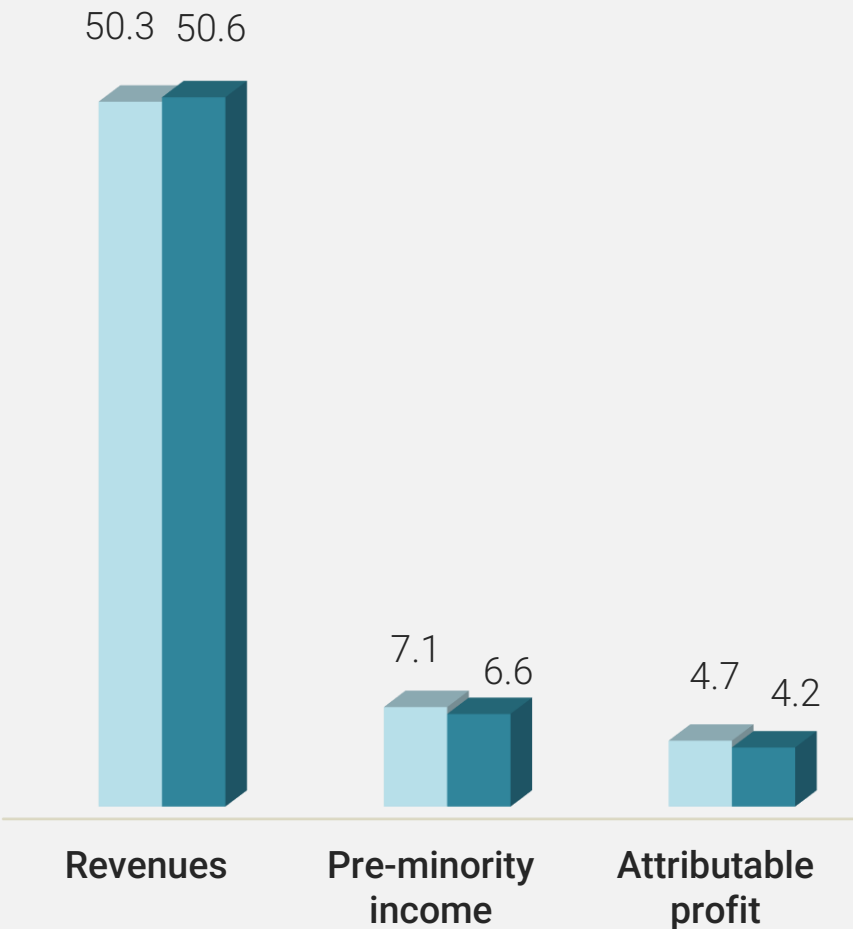


Conglomerate

Performance highlights

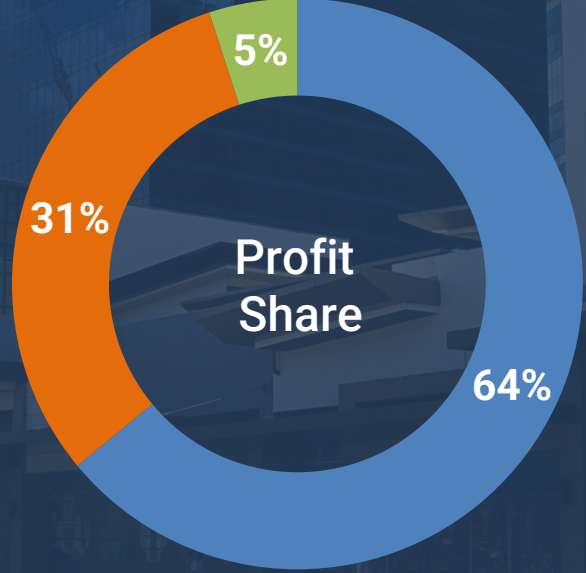
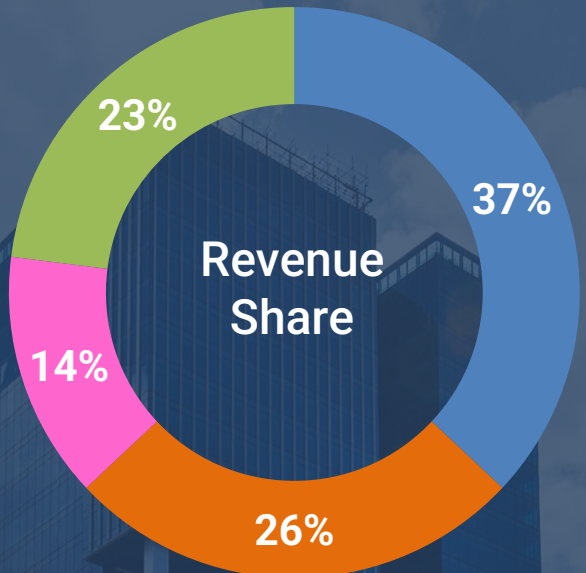
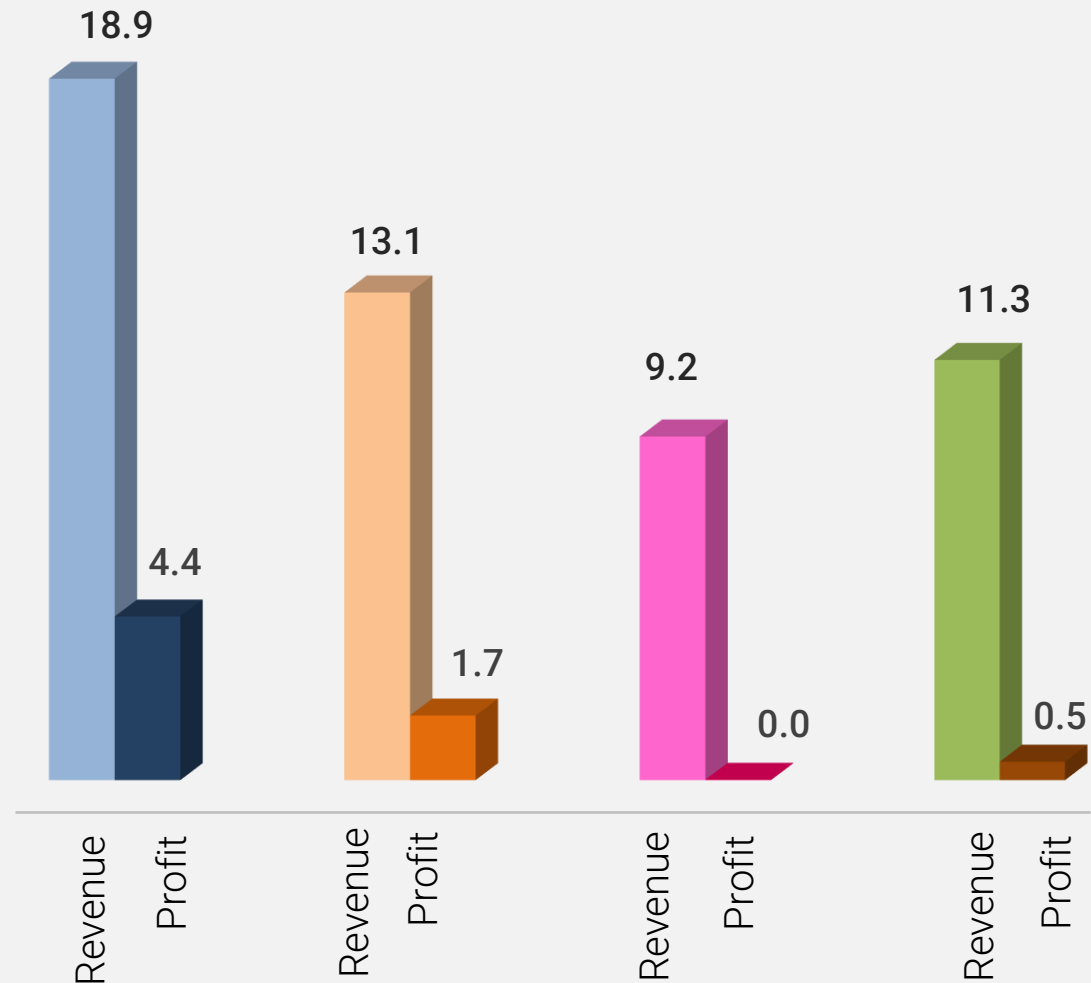
AGI P&L Highlights

1Q23 1Q24



P&L Highlights, by key subsidiary

MEG EMI TRAV GADC



MEG EMI TRAV GADC

*Excludes extraordinary items

AGI 1Q2024 financial performance

in Pbn	1Q2024	1Q2023	YoY chg	4Q2023	QoQ chg
Group revenues	50.6	50.3	1%	60.4	-16%
Megaworld	18.8	16.2	16%	21.0	-10%
Emperador	13.1	15.6	-16%	18.4	-29%
Travellers	7.1	7.8	-9%	8.0	-10%
GADC	11.4	10.0	13%	12.3	-8%
Others	0.2	0.6	-69%	0.7	-71%
Group costs/expenses	(42.2)	(41.3)	2%	(47.4)	-11%
Megaworld	(12.6)	(10.5)	20%	(13.5)	-6%
Emperador	(10.8)	(12.8)	-15%	(15.6)	-31%
Travellers	(7.1)	(7.4)	-4%	(7.0)	2%
GADC	(10.6)	(9.4)	13%	(10.9)	-2%
Others	(0.9)	(1.2)	-18%	(0.4)	118%
Attributable income	4.2	4.7	-10%	6.7	-37%
Megaworld	3.2	2.9	11%	3.7	-15%
Emperador	1.5	1.9	-20%	1.7	-9%
Travellers	0.0	0.2	-96%	0.5	-98%
GADC	0.3	0.2	19%	0.6	-52%
Others	(0.8)	(0.5)	43%	0.2	-
Attributable income margin	8.3%	9.3%		11.1%	

Topline performance driven mainly by surge in real estate sales, coupled with strong revenues from QSR and tourism-related spending.

Liquor sales impacted by global and domestic macro headwinds.

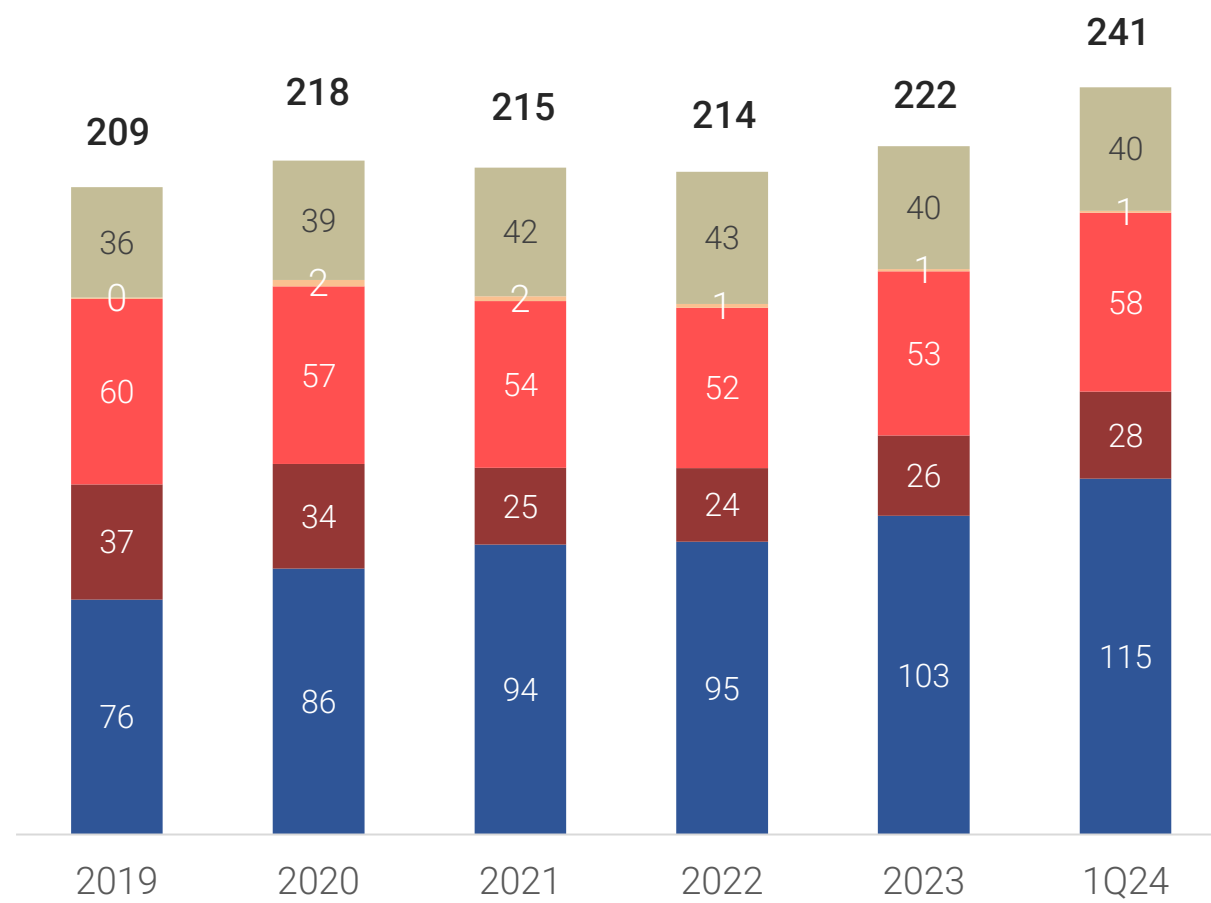
Higher input costs, marketing expenses and interest charges, as well as unrealized FX losses capped profitability.



Group Borrowings

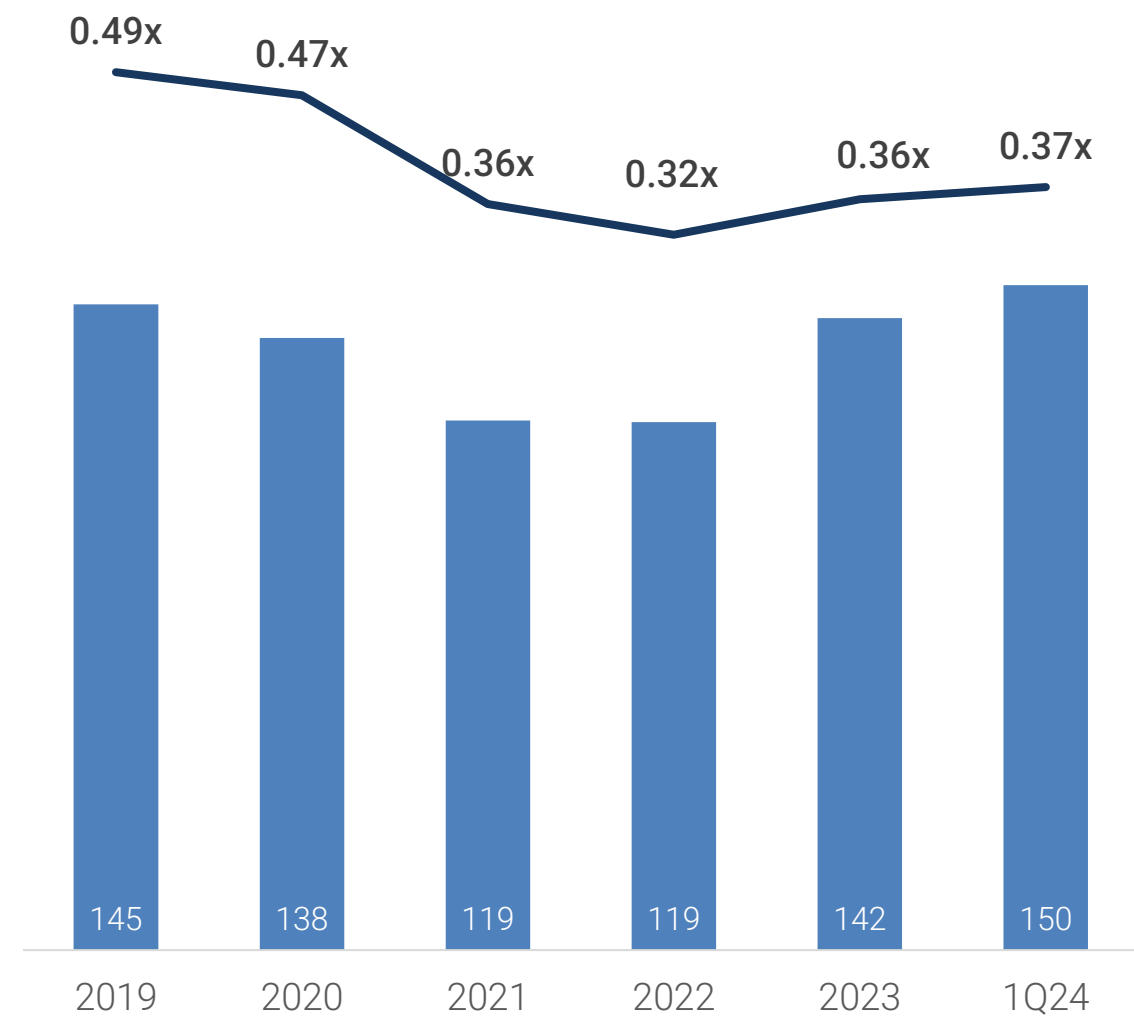
GROSS DEBTS, by key subsidiary

■ MEG ■ EMI ■ TRAV ■ GADC ■ Parent & others



AGI GEARING

■ Net debt (cash) — Net debt/equity



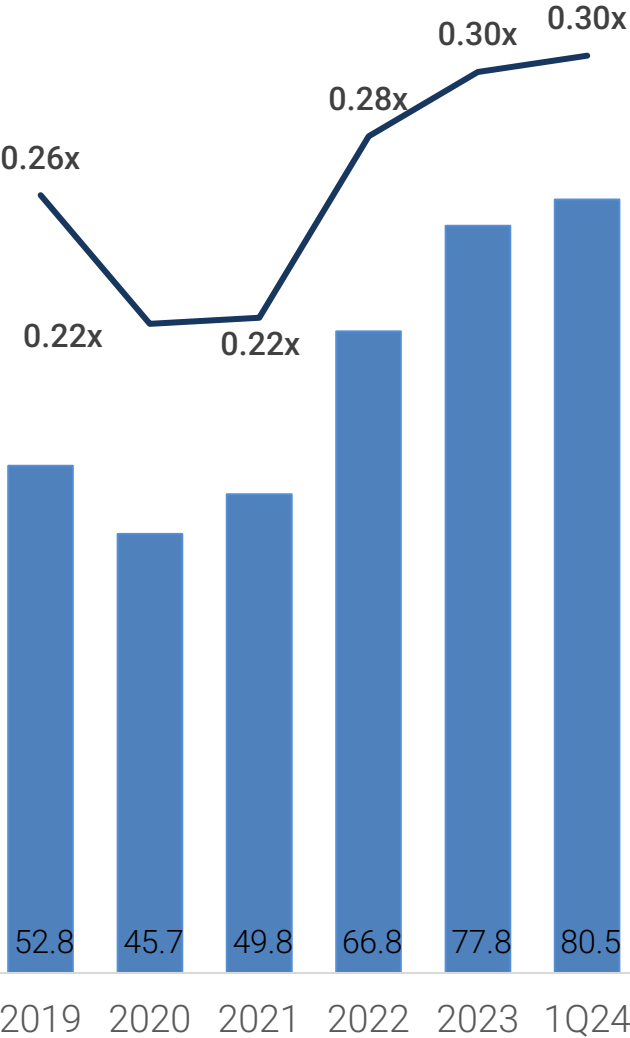
All items are in billion pesos except net debt/equity.



Group Gearing

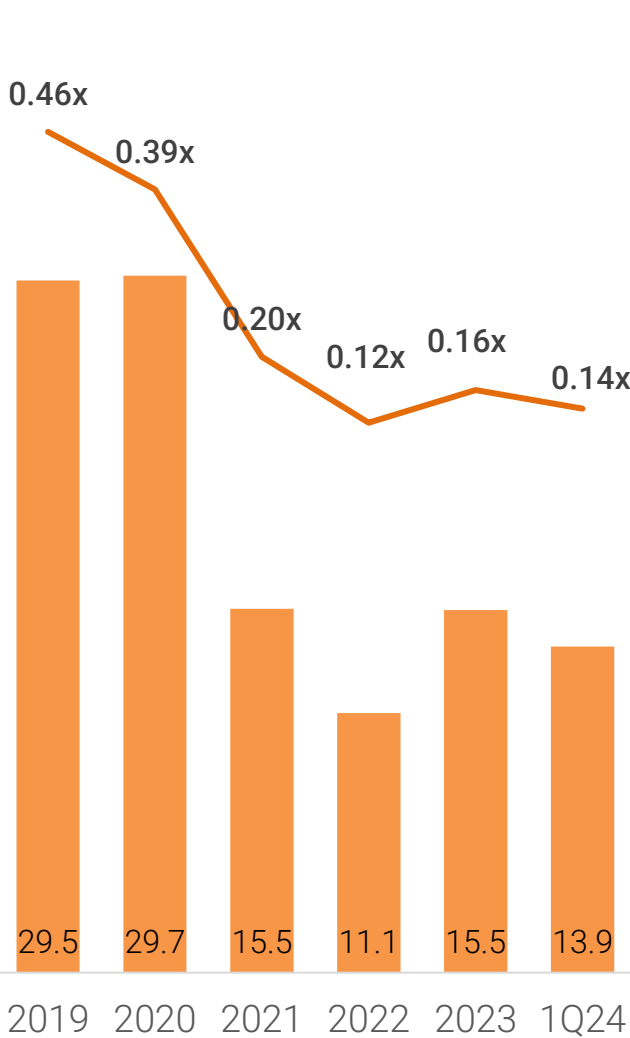
MEGAWORLD

Net debt (cash) Net debt/equity



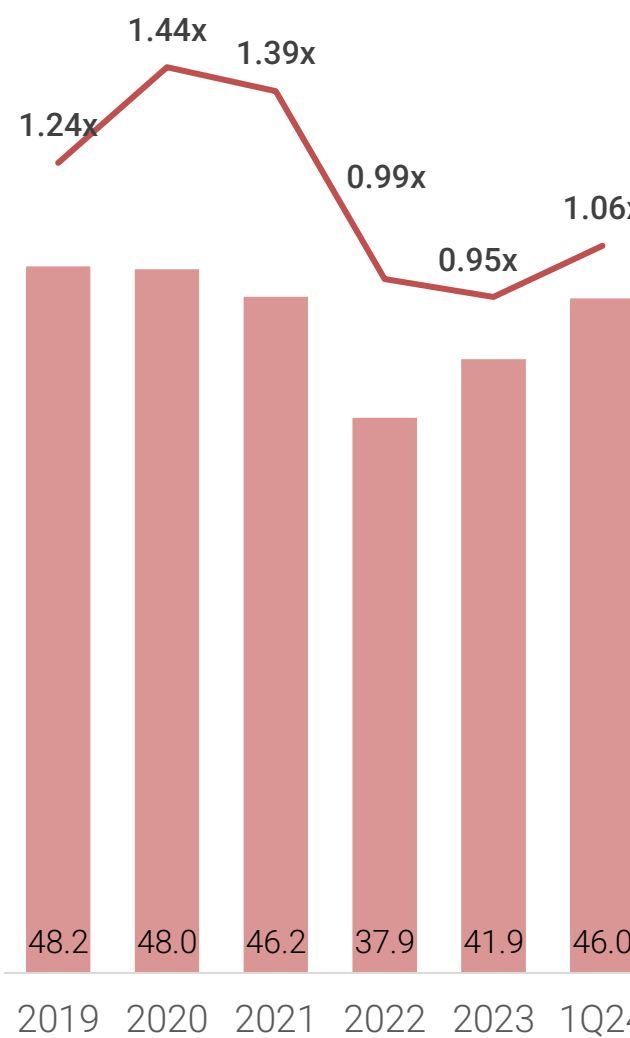
EMPERADOR

Net debt (cash) Net debt/equity



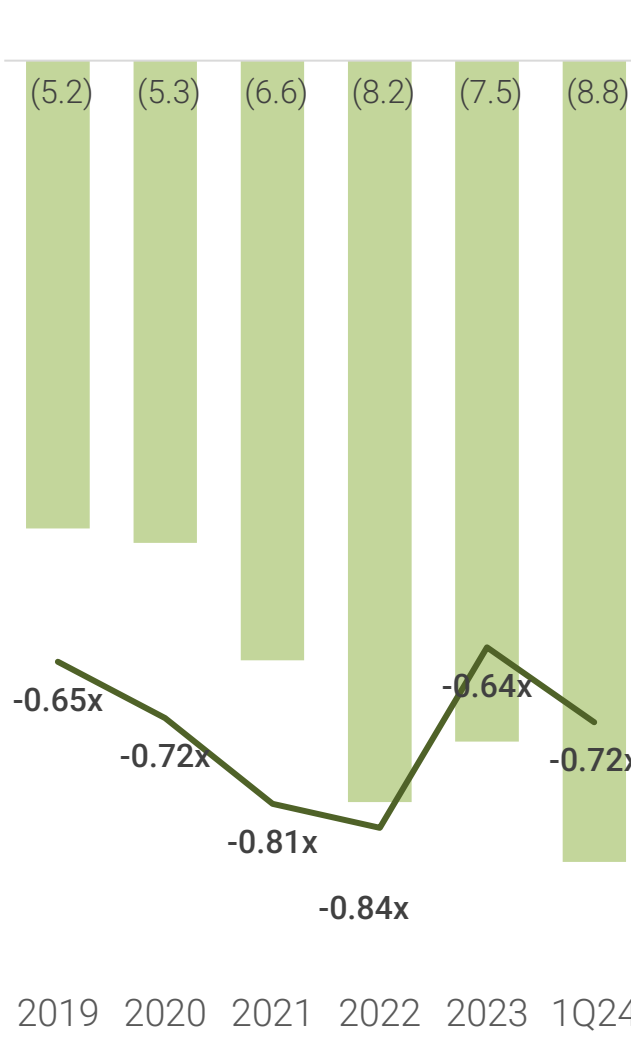
TRAVELLERS

Net debt (cash) Net debt/equity



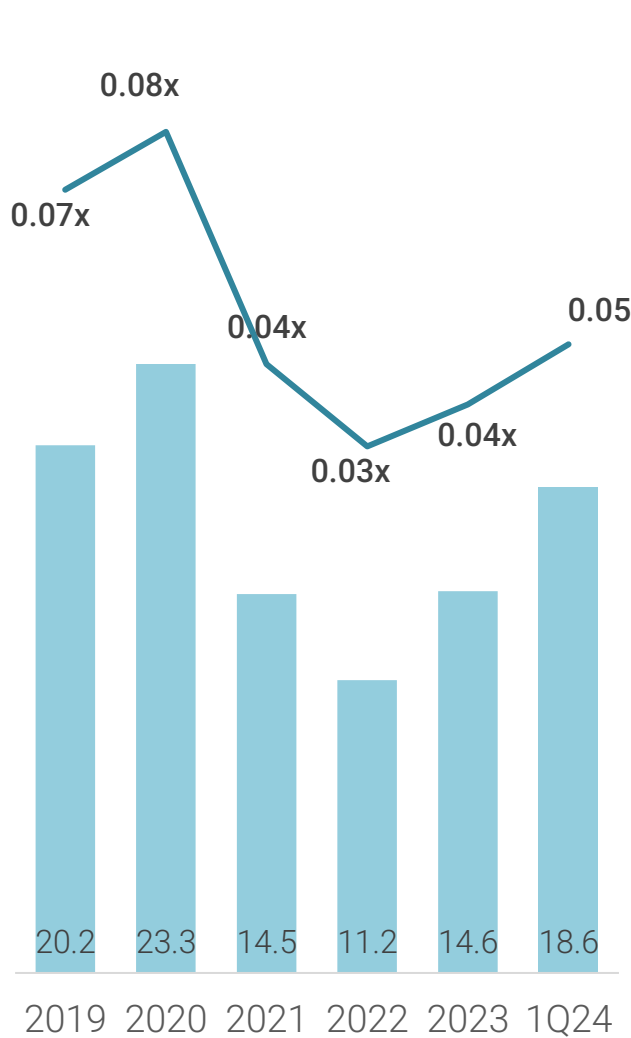
GOLDEN ARCHES

Net debt (cash) Net debt/equity



PARENT

Net debt(cash) Net debt/equity

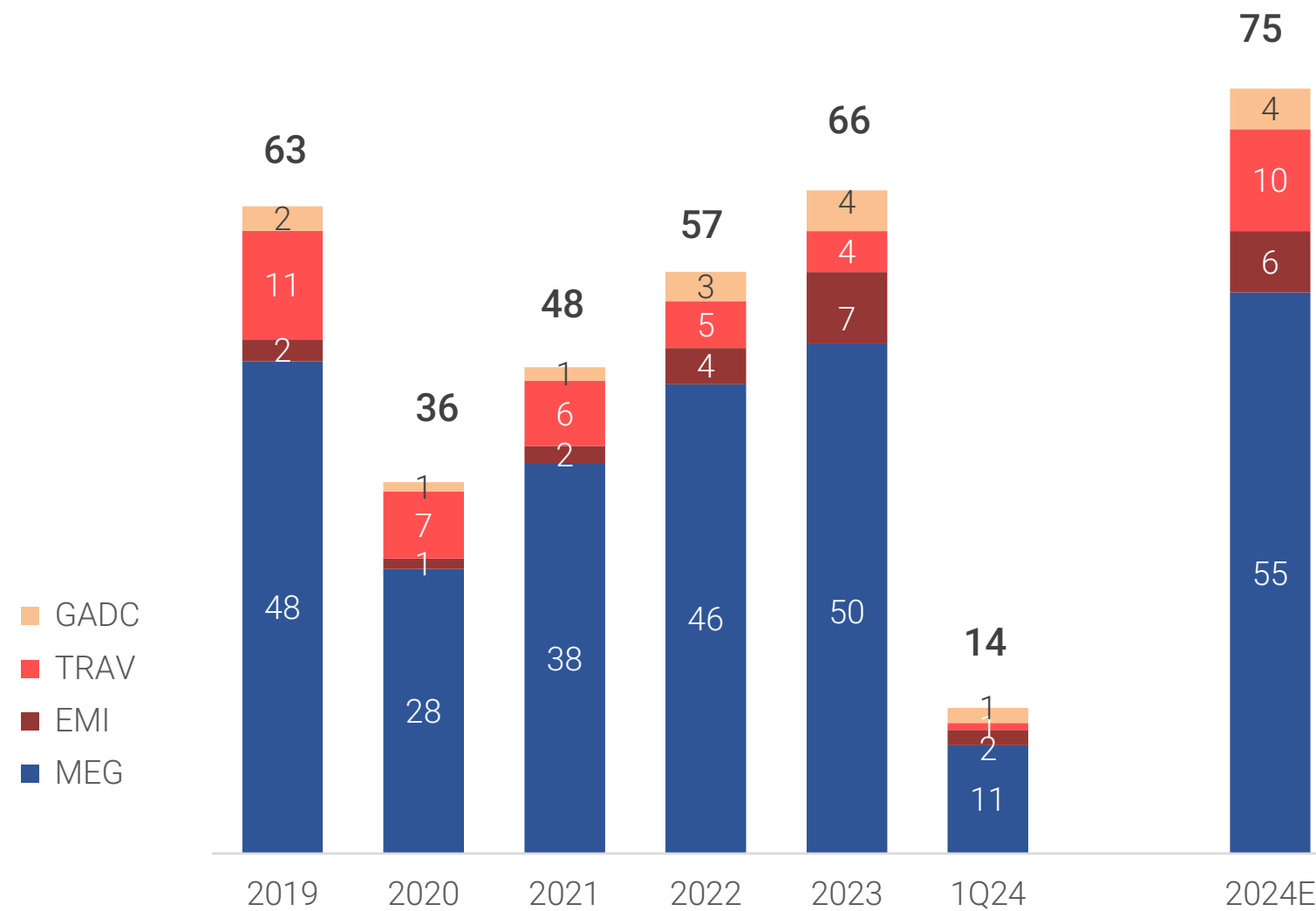


All items are in billion pesos except net debt/equity.(x)

Capital Expenditure

AGI Capex, by subsidiary

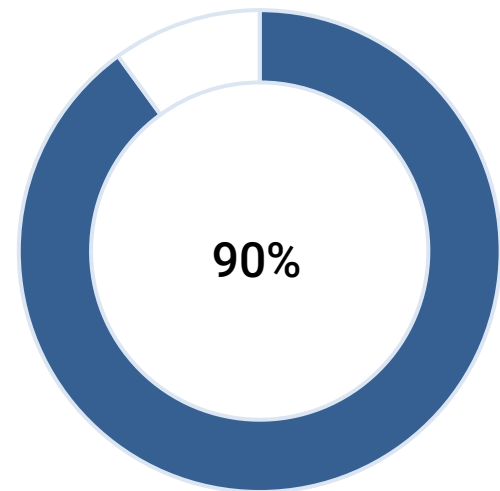
- Capex budget in FY2024: P75bn
- Capex spent in 1Q24: P14.3bn (19% of FY2024 budget)



All items are in billion pesos.

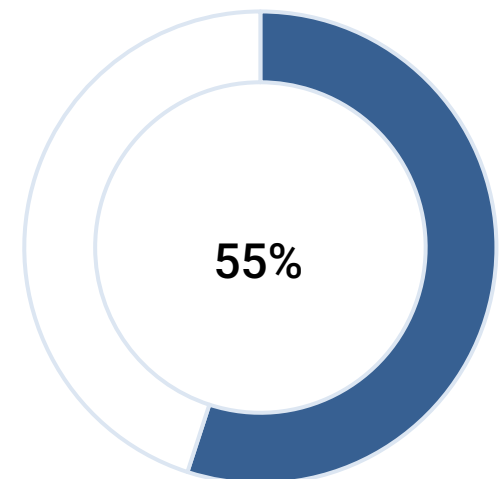
Enhancing Shareholder Value

SHARE BUYBACK PROGRAM



AGI

- Buyback program size: P9.0bn
- Amount utilized: P8.1bn (90%)
- 710m shares bought at an average price P11.45 per share.
- Implementation period: 42 months from October 2021 to April 2025



MEG

- Buyback program size: P5.0bn
- Amount utilized: P2.7bn (55%)
- 1.1m shares bought at an average price P2.59 per share.
- Implementation period: Extended up to February 2025

DIVIDENDS

EMI

P0.24 CASH DIVIDEND
PER SHARE

- Record date: May 2, 2024
- Payment Date: May 24, 2024
- Equivalent to 39% of prior year's income.



MEGAWORLD

Megaworld Corporation

1Q2024 Financial Performance

31

Townships & Integrated Lifestyle Communities

4,430

Landbank (has)

1,448

Offices GLA ('000 sqm)

517

Lifestyle Malls GLA ('000 sqm)

4,713

Hotel Room Keys



MEG 1Q2024 financial performance



MEGAWORLD

P&L summary (Pbn)	1Q2024	1Q2023	YoY chg	4Q2023	QoQ chg
Revenue	18.9	16.2	16%	21.1	-11%
Residential	12.1	9.4	29%	13.7	-11%
Office	3.2	3.1	1%	3.1	0%
Malls	1.5	1.2	20%	1.4	6%
Hotel	1.1	0.8	39%	1.2	-3%
EBITDA	8.1	6.5	25%	8.7	-6%
EBIT	7.2	5.6	28%	7.8	-7%
Attributable Income	4.4	4.1	8%	5.3	-17%
Margins					
<i>Gross profit margin</i>	50%	49%	Up	50%	Stable
<i>EBITDA margin</i>	43%	40%	Up	41%	Up
<i>EBIT margin</i>	38%	35%	Up	37%	Up
<i>Attributable profit margin</i>	23%	25%	Down	25%	Down

Residential segment continued to benefit from sustained housing demand and higher project completion due to increased construction activity.

Rental properties improved amid rate escalations with mall occupancy at 93% while office occupancy stood at 87%.

Surge in hotel revenues due to increased domestic tourism and MICE activities.

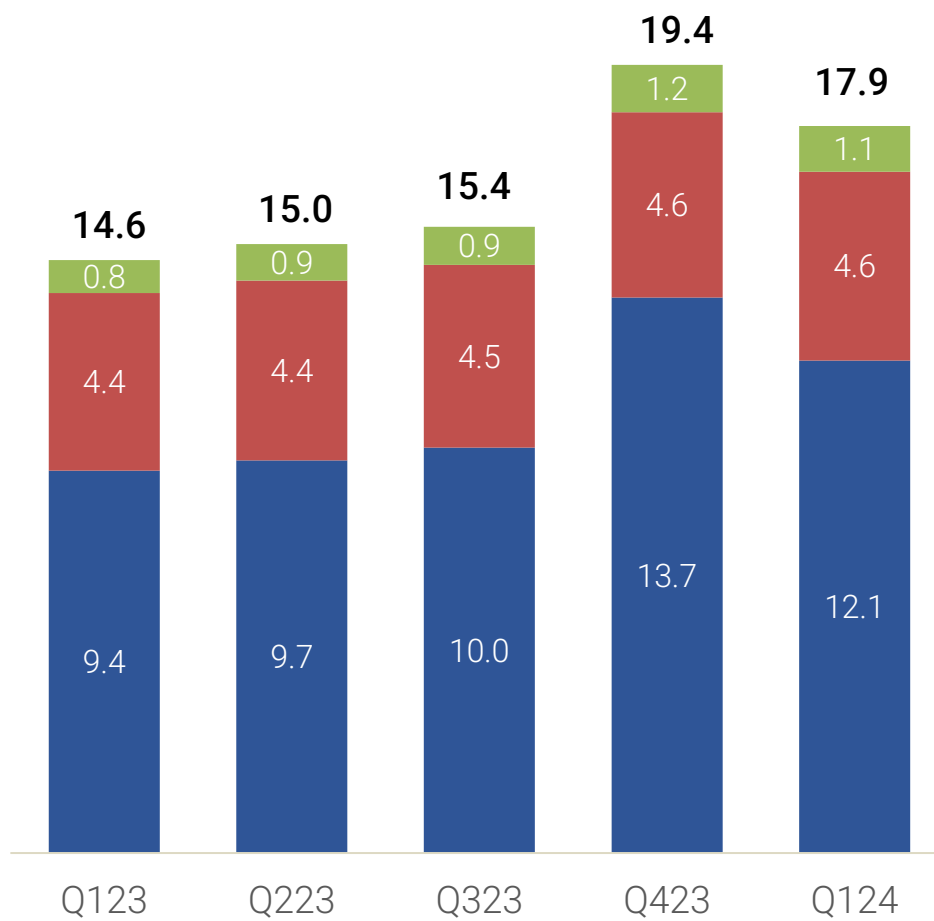
Net income capped by FX loss in 1Q24 from FX gains the year before.

MEG Historical P&L Performance - Quarterly



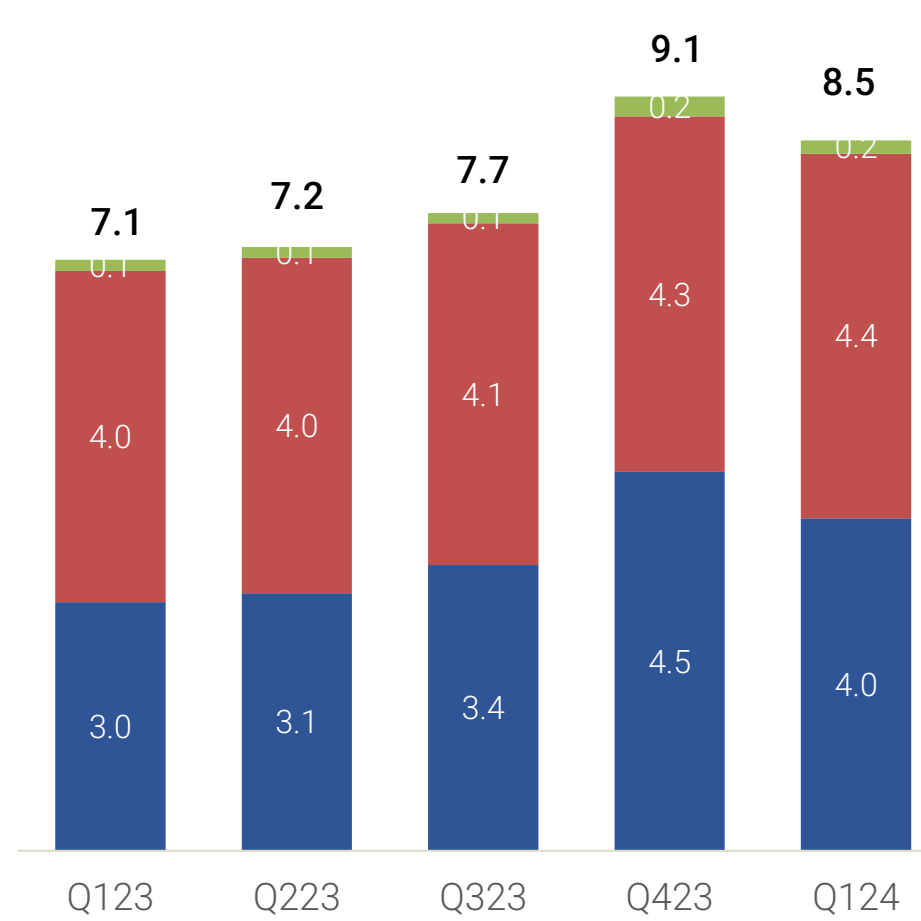
REVENUE

■ Development ■ Rental ■ Hotels

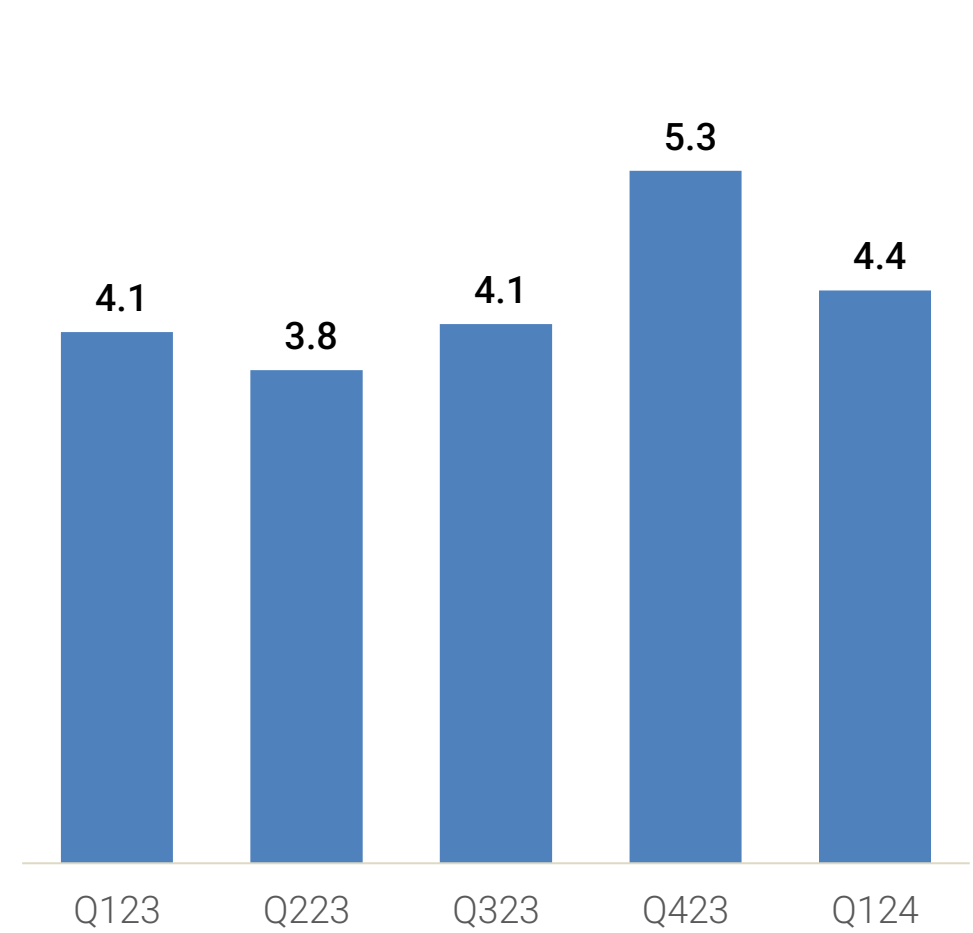


EBITDA

■ Development ■ Rental ■ Hotels



NET INCOME

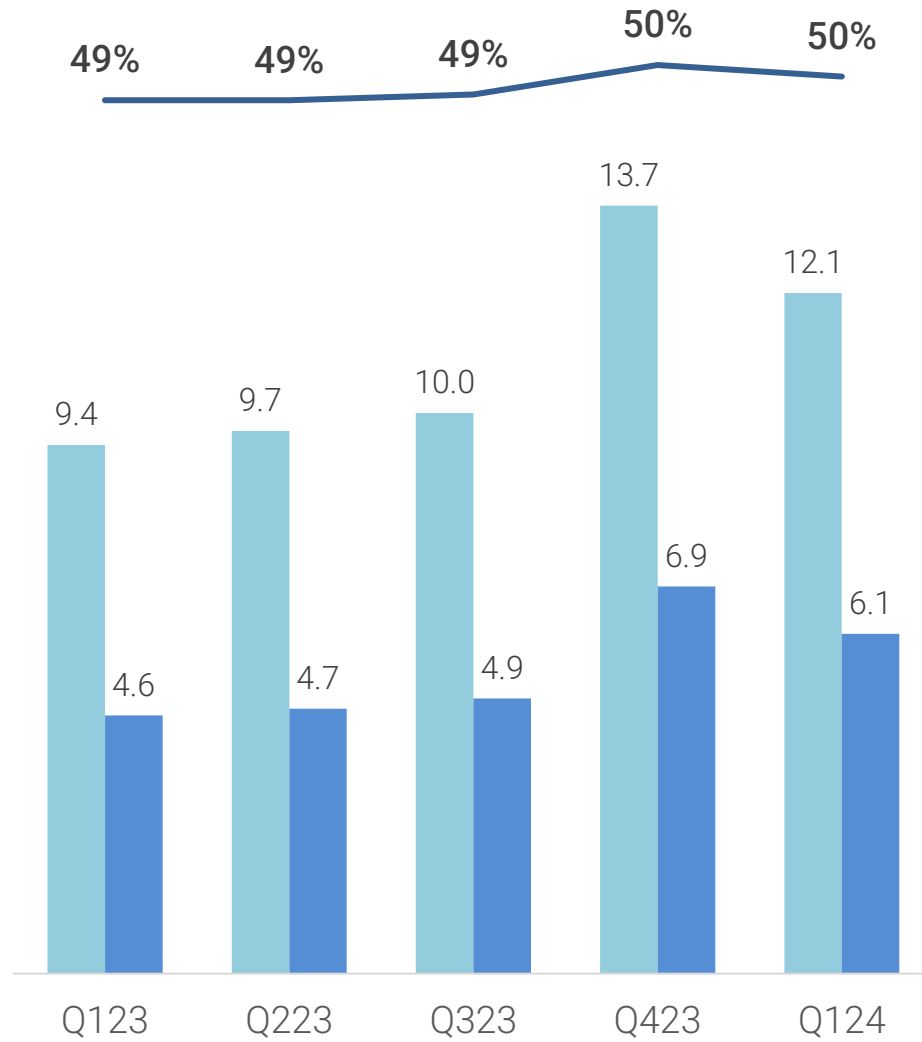


MEG Historical Performance - Key Operating Segments - Quarterly



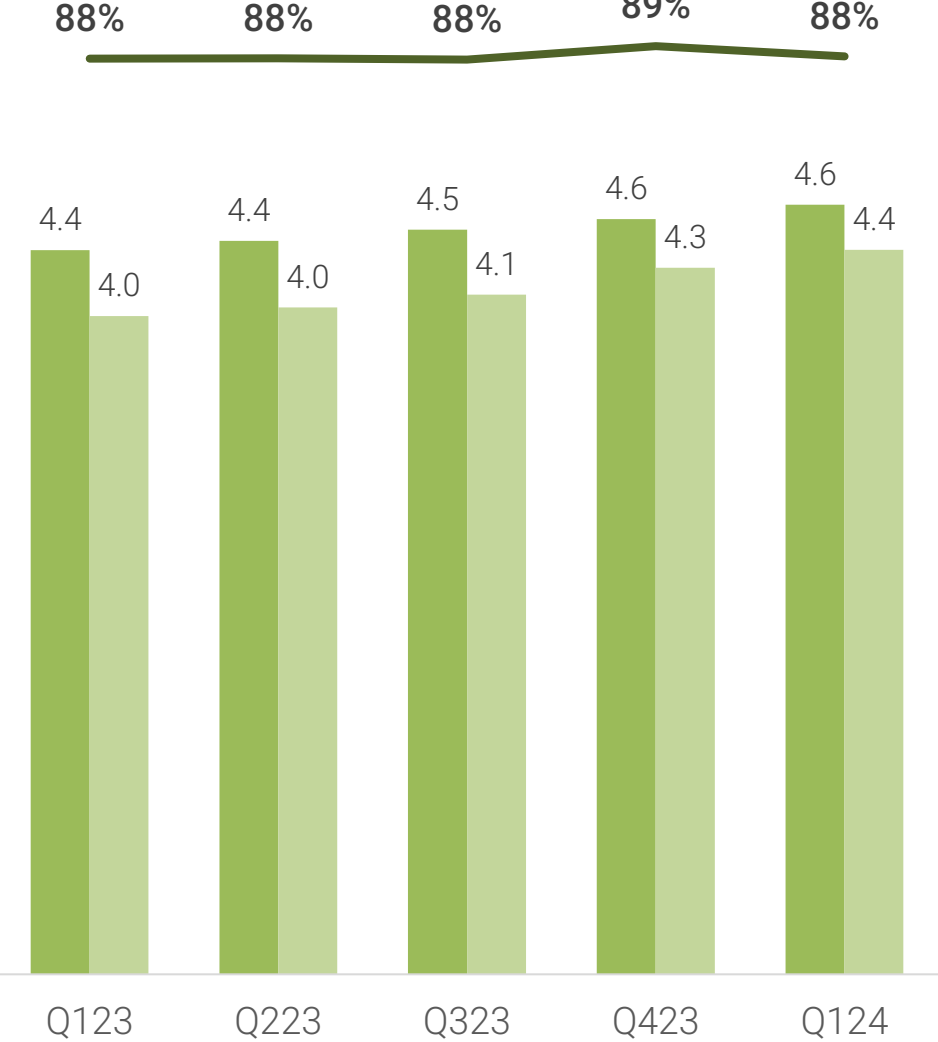
RES VS GROSS PROFIT

Real estate sales Gross Profit Development GP margin



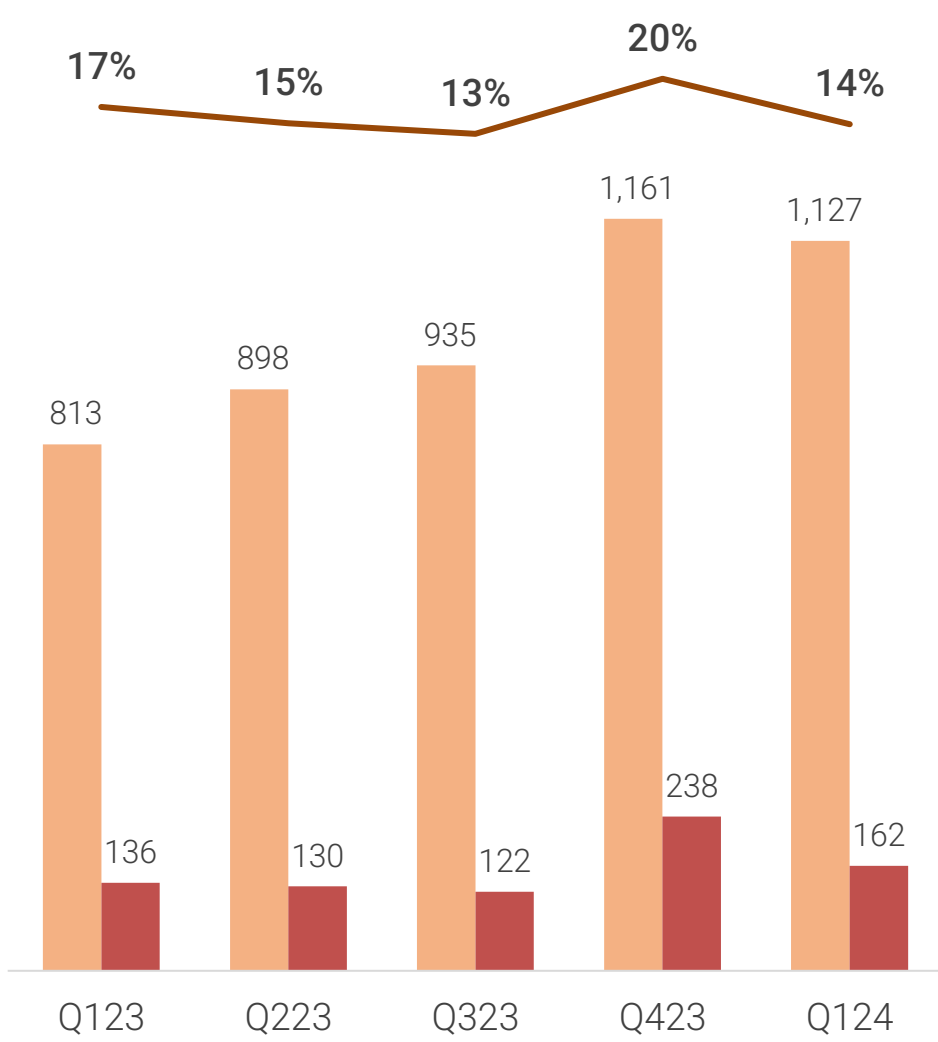
RENTAL VS EBITDA MARGIN

Rentals Rental EBITDA EBITDA margin



HOTEL REV VS EBITDA MARGIN

Hotel revenues Hotel EBITDA EBITDA margin



All items are in billion pesos except hotel revenues and EBITDA (millions), and margins (%).

2024 Targets

P55bn

CAPEX BUDGET

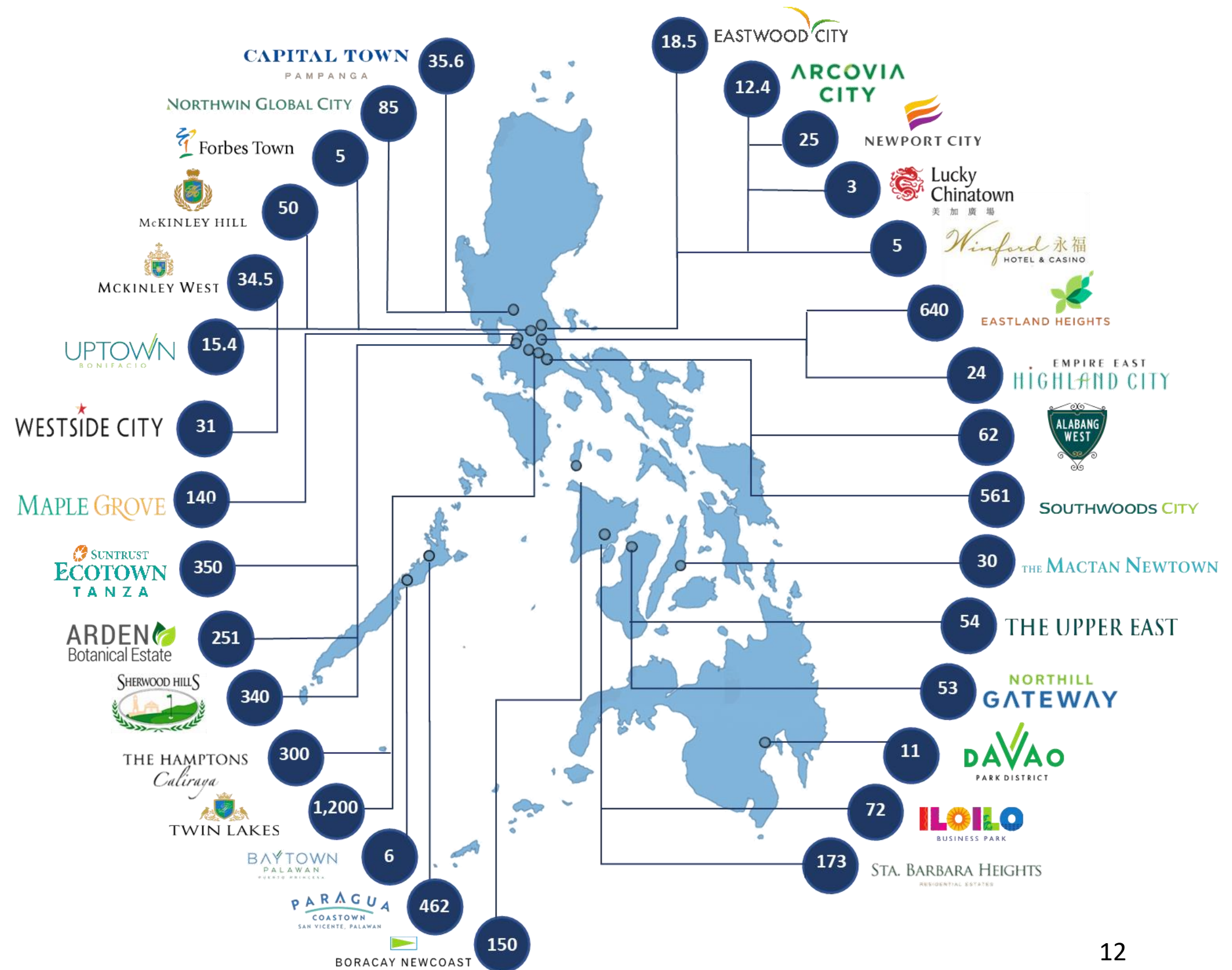
P40bn

PROJECT LAUNCHES

P145bn

RESERVATION SALES

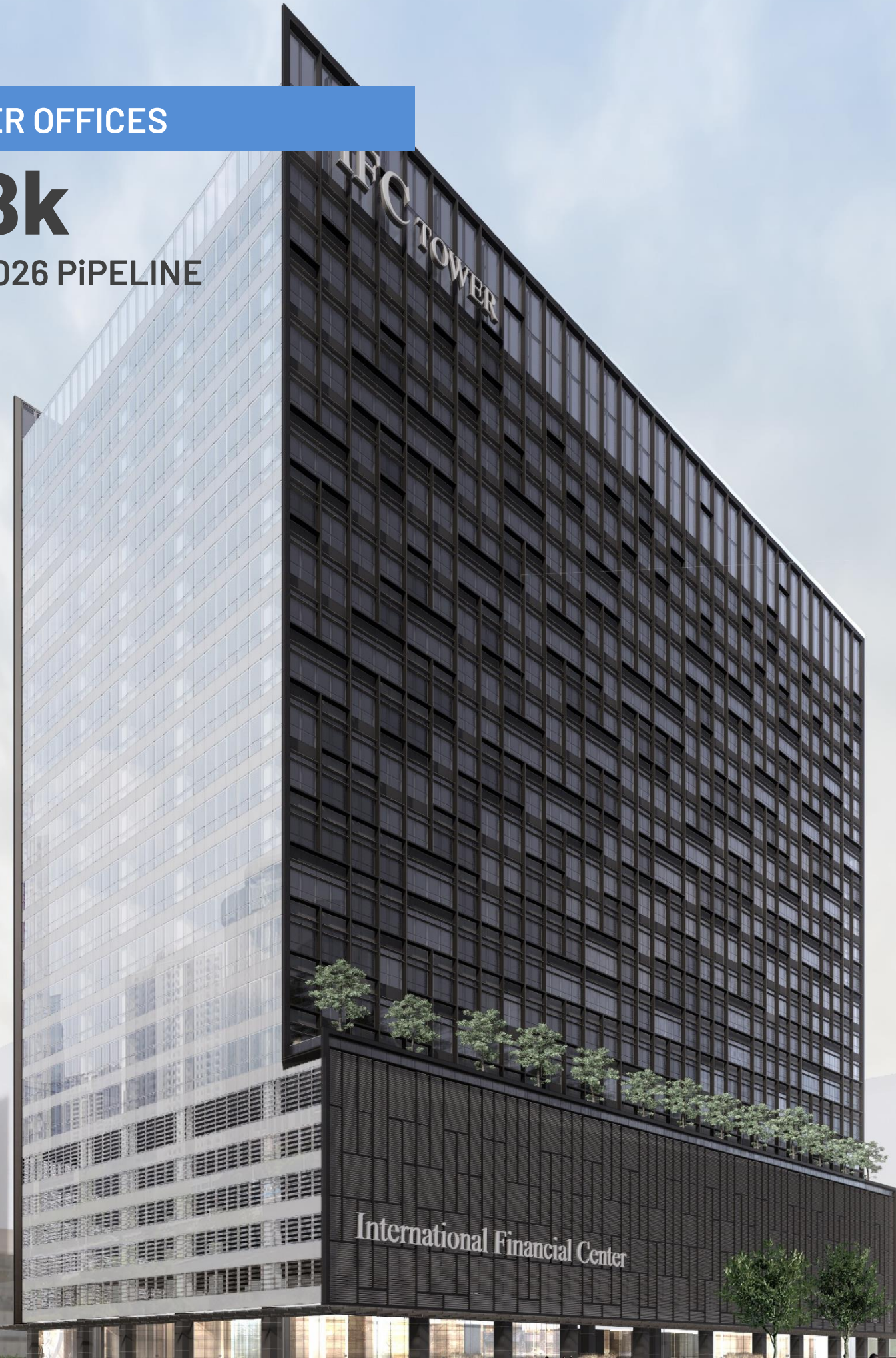
2-4 NEW TOWNSHIPS



PREMIER OFFICES

148k

2024-2026 PIPELINE



LIFESTYLE MALLS

151.1k

2024-2026 PIPELINE



MEGAWORLD HOTELS & RESORT

4,185

2024-2029 PIPELINE



MEGAWORLD

**PH'S BIGGEST HOTEL
DEVELOPER,
OPERATOR**

4,713

2023 Hotel Room Keys

- Richmond Hotel - Ortigas
- Eastwood Richmond Hotel
- Fairways & Bluewater
- Belmont Hotel Newport
- Richmond Hotel - Iloilo
- Savoy Boracay
- Savoy Newport
- Twin Lakes Hotel
- Lucky Chinatown Hotel
- Belmont Boracay
- Savoy Mactan Newton
- Kingsford Hotel
- Belmont Mactan

MEGAWORLD

HOTELS & RESORTS

Expanding international network
and forging strategic partnerships



ITB
ASIA



ITB
BERLIN



arabian
travel market®
DUBAI

Muslim-friendly hotel properties in the Philippines

Megaworld Hotels and Resorts is in strategic partnership with Department of Tourism to implement their programs in our hotel properties including the development of Muslim-friendly hotel properties in the Philippines.





Travellers International Hotel Group, Inc.

1Q2024 Financial Performance

2,742

Hotel room
keys

5

International
Hotel Brands

82%

Hotel Occupancy
(1Q2024)

503

VIP and mass
gaming tables

2,297

Slots



Travellers 1Q2024 Financial Performance

P&L summary (Pbn)	1Q2024	1Q2023	YoY chg	4Q2023	QoQ chg
Gross Revenue	9.2	10.7	-13%	10.7	-14%
Gross gaming revenue	7.5	8.9	-16%	8.3	-9%
Mass	4.3	3.4	28%	4.5	-4%
VIP	3.2	5.5	-42%	3.8	-16%
Less: promotional allowance	(2.2)	(2.8)	-23%	(2.1)	3%
Net gaming revenue	5.3	6.1	-13%	6.2	-14%
Non-gaming revenue	1.8	1.8	-1%	2.5	-28%
Net Revenue	7.0	7.9	-10%	8.6	-18%
EBITDA	1.4	2.1	-33%	2.2	-35%
EBIT	0.7	1.2	-39%	2.0	-62%
Attributable Income	0.1	0.3	-97%	1.2	-99%
Margins					
<i>EBITDA margin</i>	20%	27%	Down	26%	Down
<i>EBIT margin</i>	11%	15%	Down	23%	Down
<i>Attributable profit margin</i>	0.2%	4%	Down	14%	Down

Decline in GGR traced to fall in VIP volume and hold rate, offsetting the continued improvement in mass gaming.

Increasing share of mass vs VIP GGR indicate that NWR's marketing activities have been gaining more traction in the market.

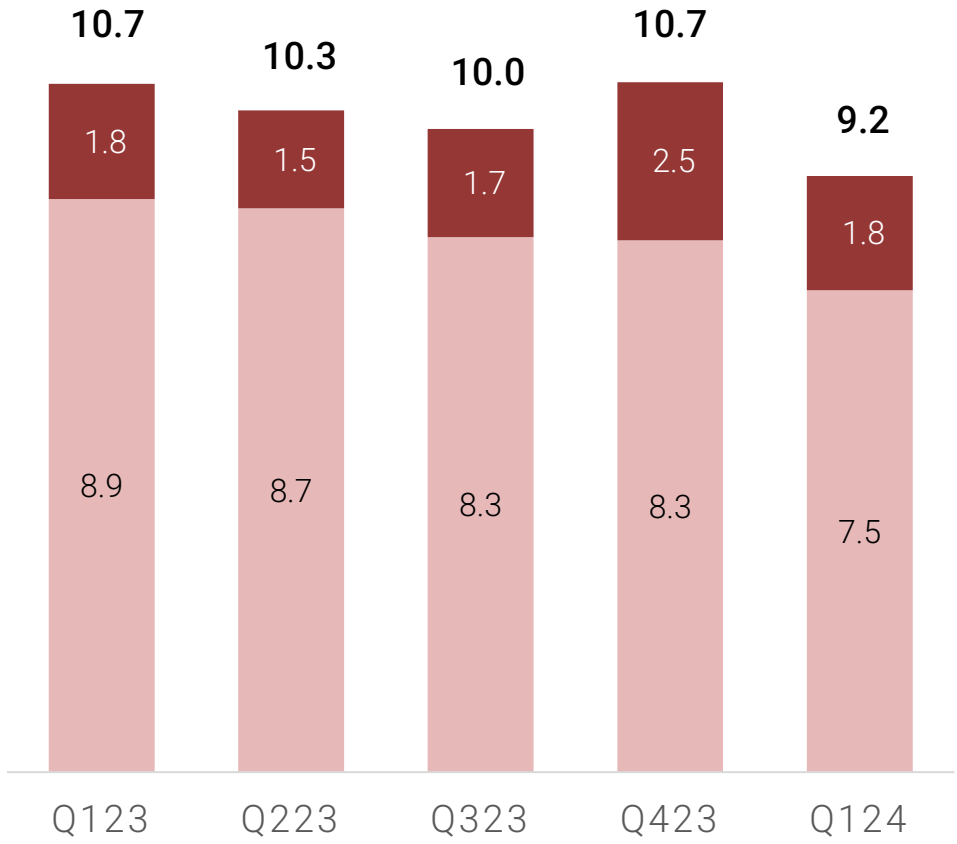
Non-gaming revenues remained resilient as average hotel occupancy improved to 82%, together with steady MICE activities.

Profitability affected by higher direct costs and marketing expenses.

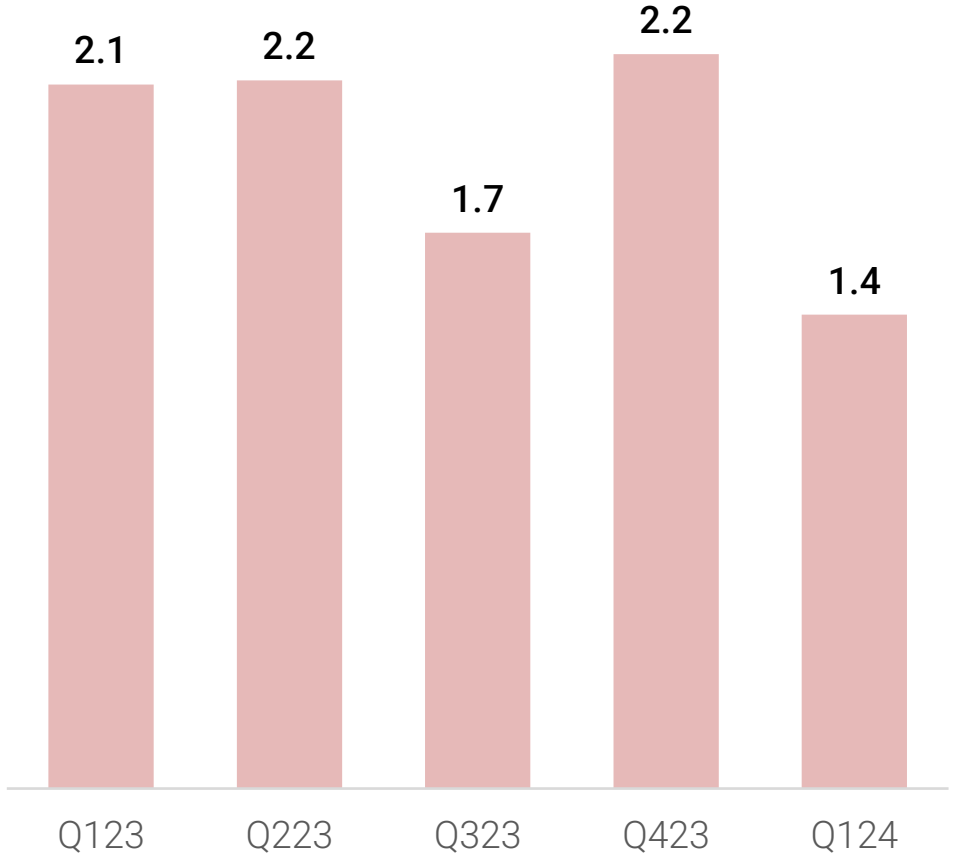
Travellers Historical P&L Performance - Quarterly

GROSS REVENUES

■ Gross Gaming ■ Non-gaming



EBITDA



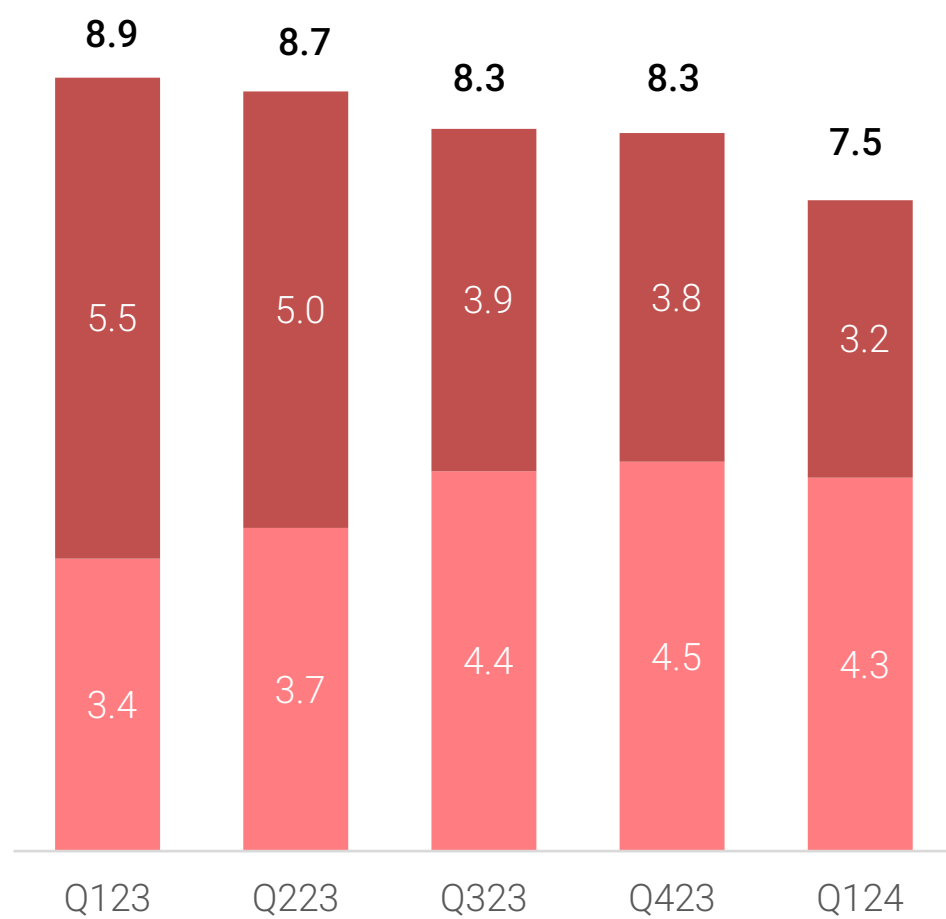
*Exclude extraordinary items



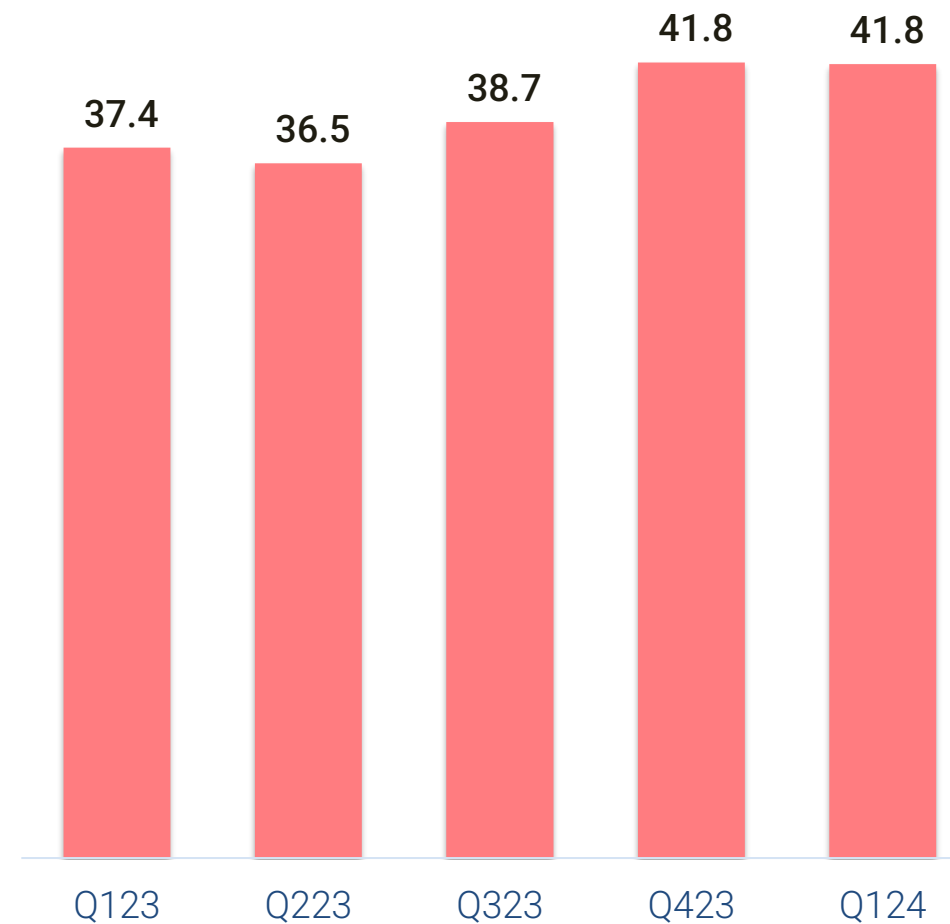
Travellers Historical Operational Performance

GGR: MASS vs VIP

■ Mass ■ VIP



AVERAGE DAILY VISITORS



All items are in billion pesos except average daily visitors.('000)



TRAVELLERS

Biggest Number of Hotel Room Keys in One Location

📍 Newport World Resorts Complex

2,742

Hotel Room Keys

5

International Hotel Brands

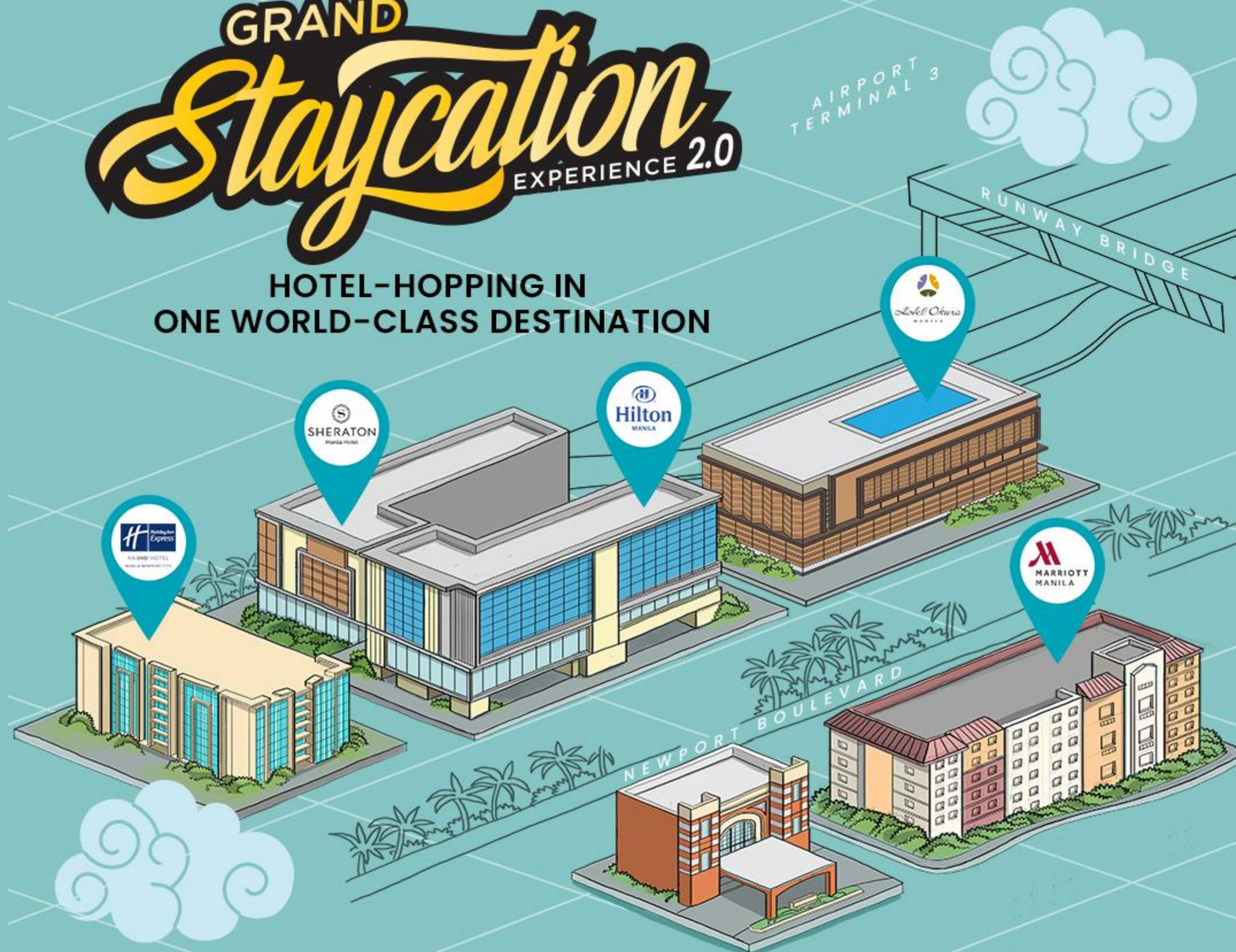


GRAND Staycation EXPERIENCE 2.0

HOTEL-HOPPING IN ONE WORLD-CLASS DESTINATION

5 Overnight stays

5 International hotel brands



For inquiries and booking reservations
Vincent Sombilon 0917 872 8516 • Mary Gesmundo 0917 878 8576





EMPERADOR INC.

Emperador Inc.

1Q2024 Financial Performance

6

Vineyards
in Spain

5

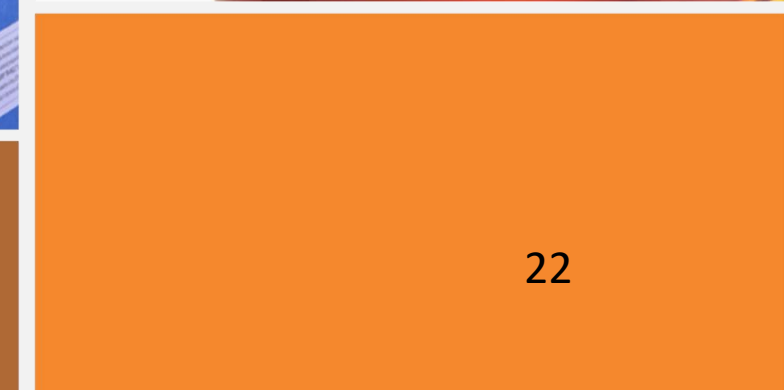
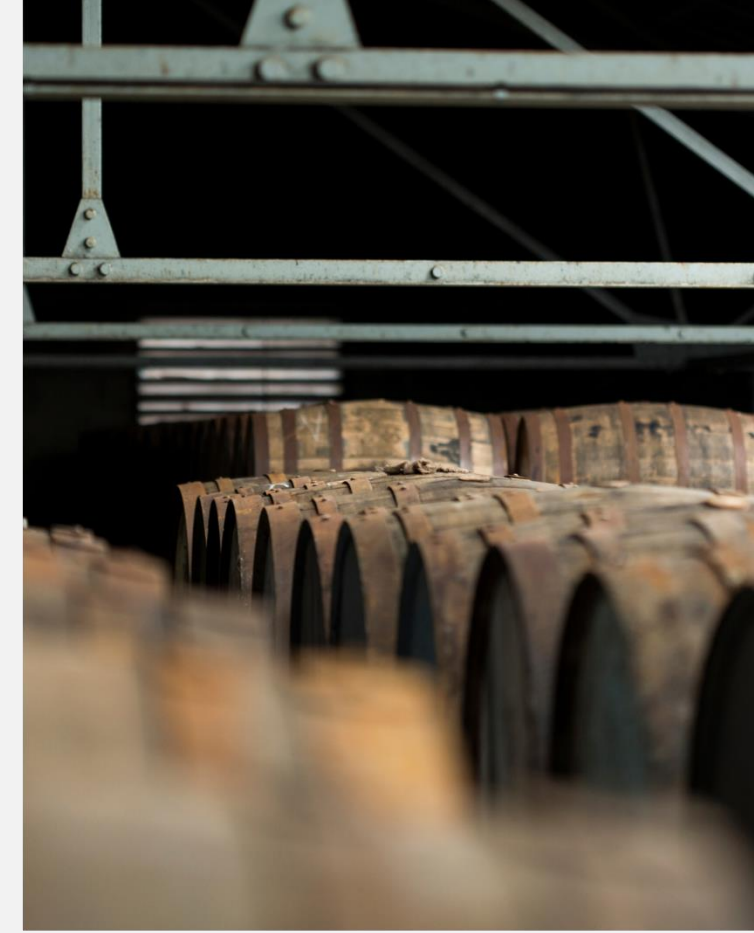
Distilleries
in Scotland

>100

Countries under
global distribution system

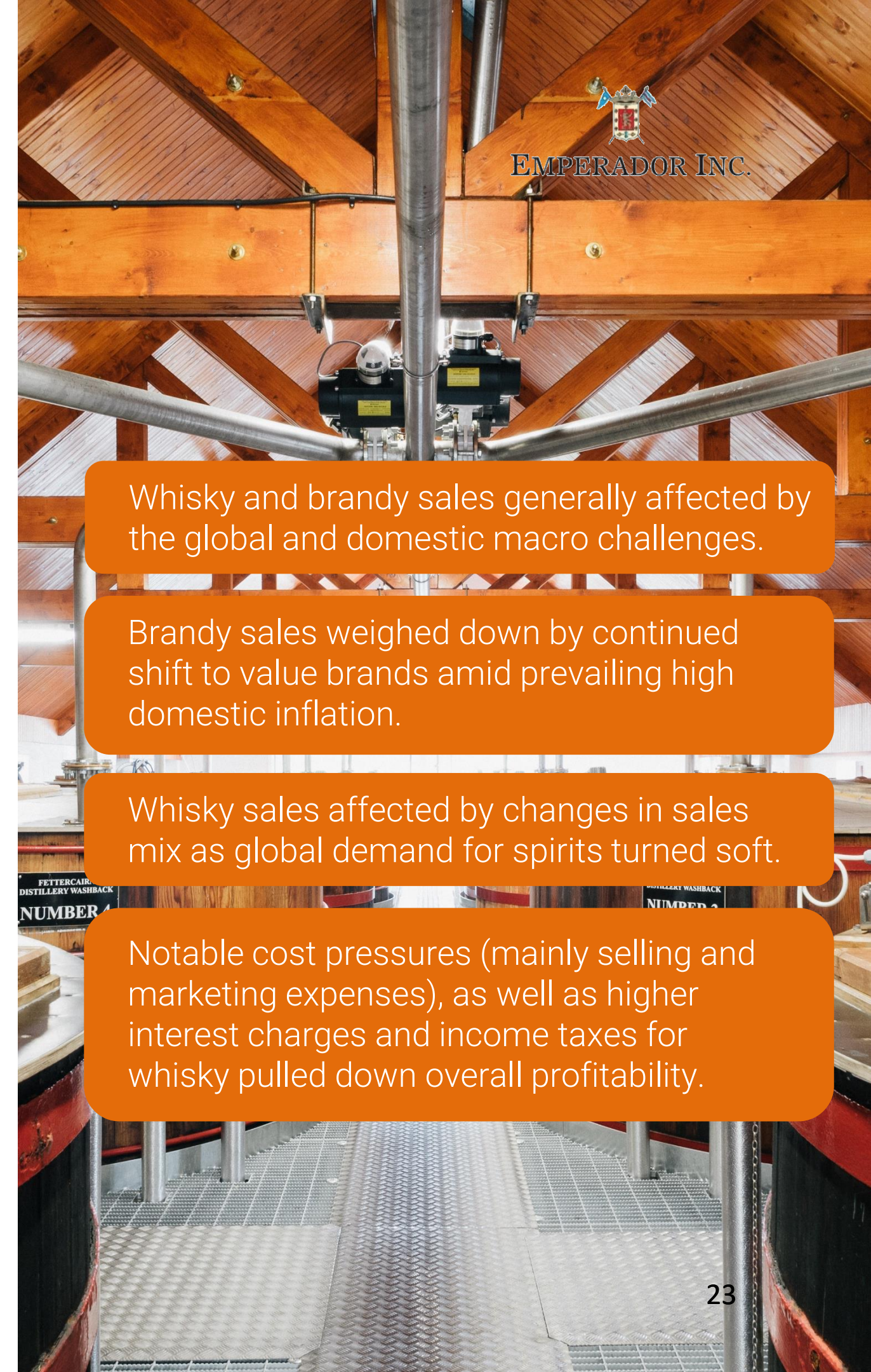
25

Domestic
Sales Offices



EMI 1Q2024 financial performance

P&L summary (Pbn)	1Q2024	1Q2023	YoY chg	4Q2023	QoQ chg
Revenue	13.1	15.6	-16%	18.6	-29%
Brandy	7.9	9.8	-19%	12.1	-35%
Whisky	5.2	5.8	-10%	6.4	-18%
Gross Profit	4.2	5.1	-17%	4.8	-13%
Brandy	1.9	2.4	-21%	2.1	-11%
Whisky	2.3	2.7	-14%	2.7	-14%
EBITDA	2.9	3.4	-16%	3.3	-14%
EBIT	2.5	3.0	-18%	2.9	-14%
Attributable Income	1.7	2.3	-25%	1.9	-10%
Margins					
<i>Gross profit margin</i>	33%	33%	Stable	27%	Up
<i>Brandy GP margin</i>	24%	25%	Down	18%	Up
<i>Whisky GP margin</i>	44%	46%	Down	42%	Up
<i>EBITDA margin</i>	22%	22%	Stable	18.%	Up
<i>EBIT margin</i>	19%	20%	Down	16%	Up
<i>Attributable profit margin</i>	13%	15%	Down	10%	Up



Whisky and brandy sales generally affected by the global and domestic macro challenges.

Brandy sales weighed down by continued shift to value brands amid prevailing high domestic inflation.

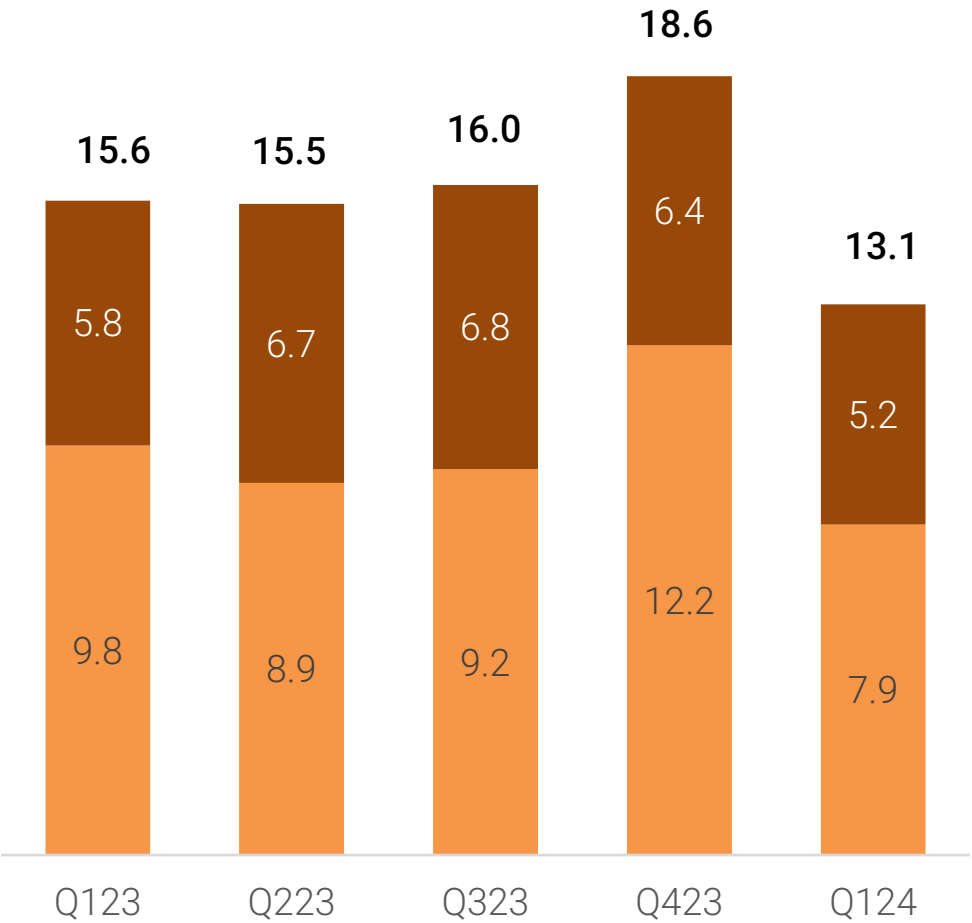
Whisky sales affected by changes in sales mix as global demand for spirits turned soft.

Notable cost pressures (mainly selling and marketing expenses), as well as higher interest charges and income taxes for whisky pulled down overall profitability.

EMI Historical P&L Performance - Quarterly

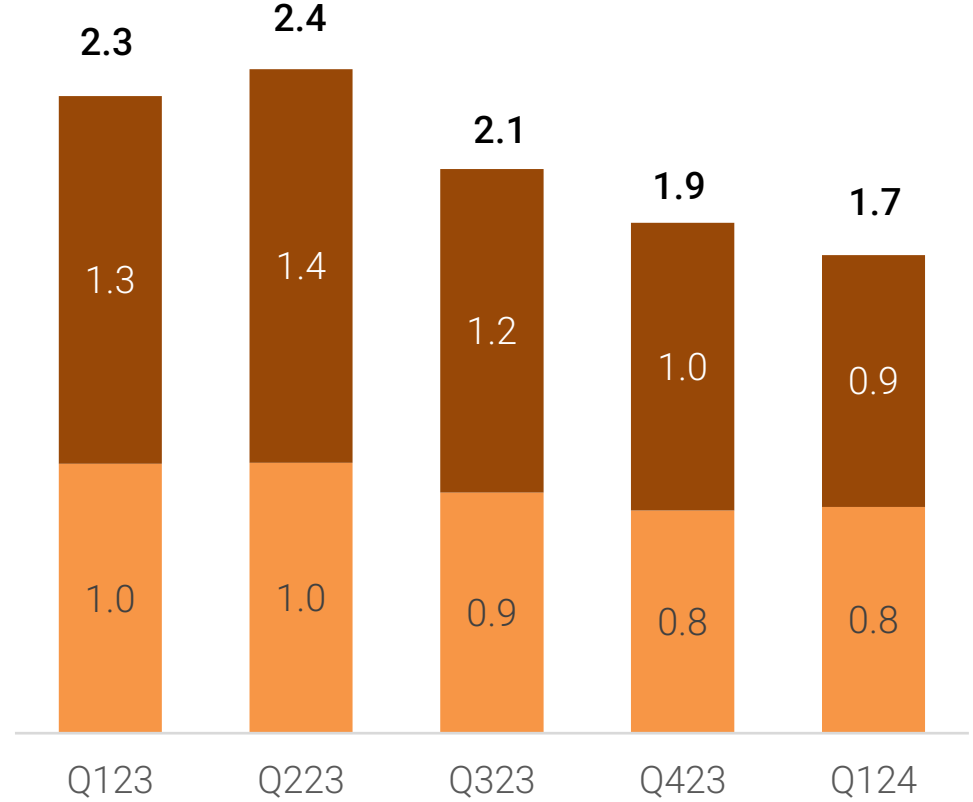
REVENUES

Brandy Whisky



ATTRIBUTABLE INCOME

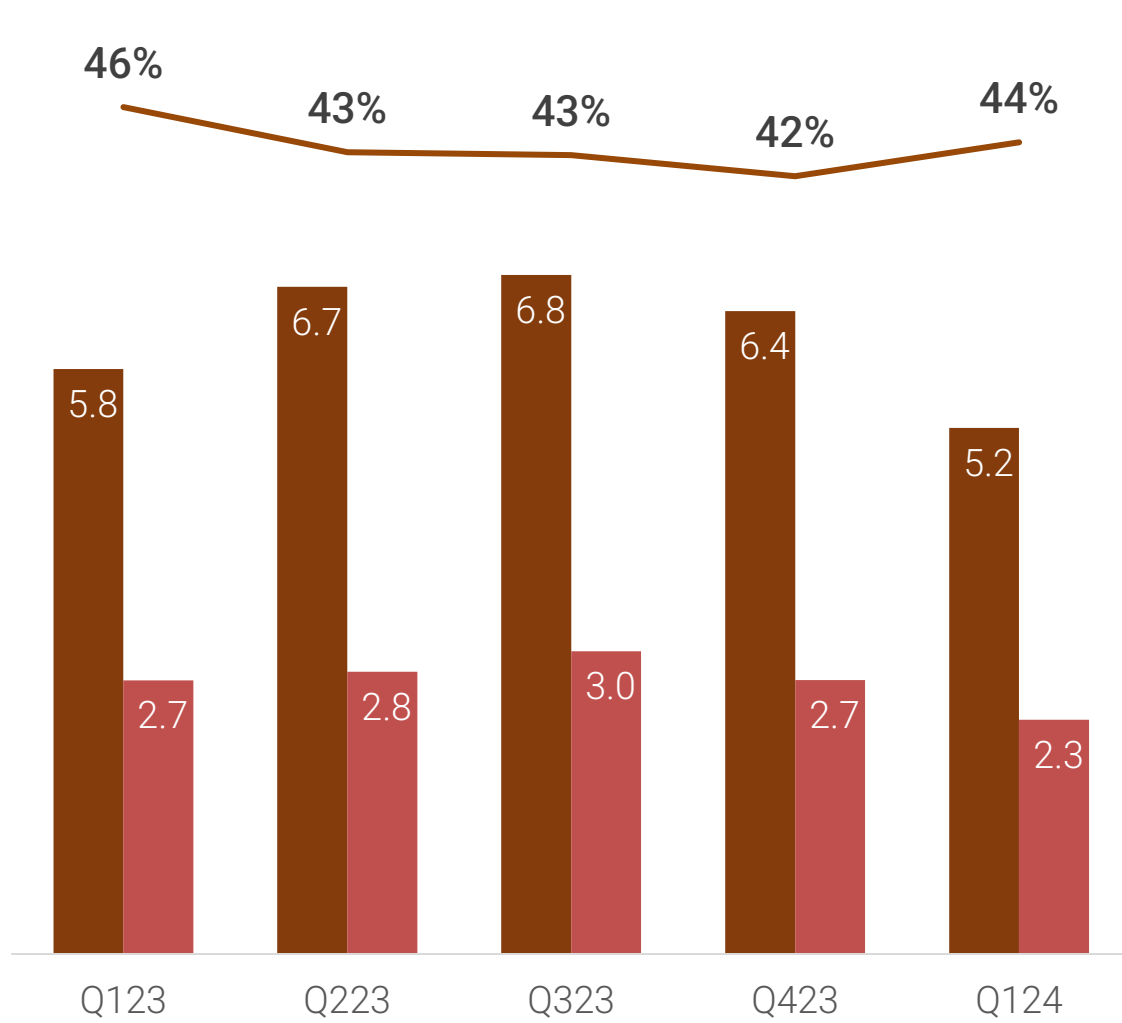
Brandy Whisky



EMI Performance by Segment - Quarterly

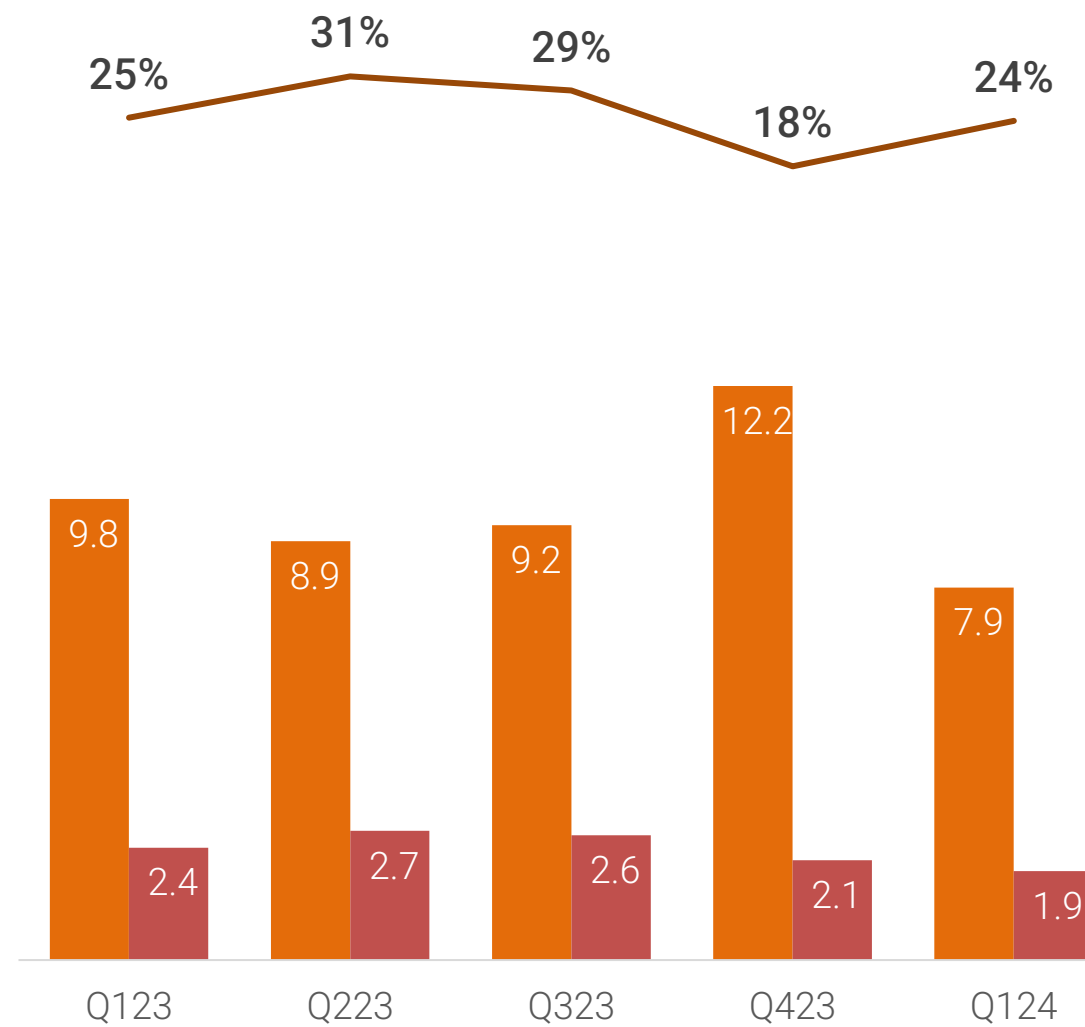
WHISKY REVENUE, GROSS PROFIT, MARGIN

Whisky revenues Gross profit GP margin



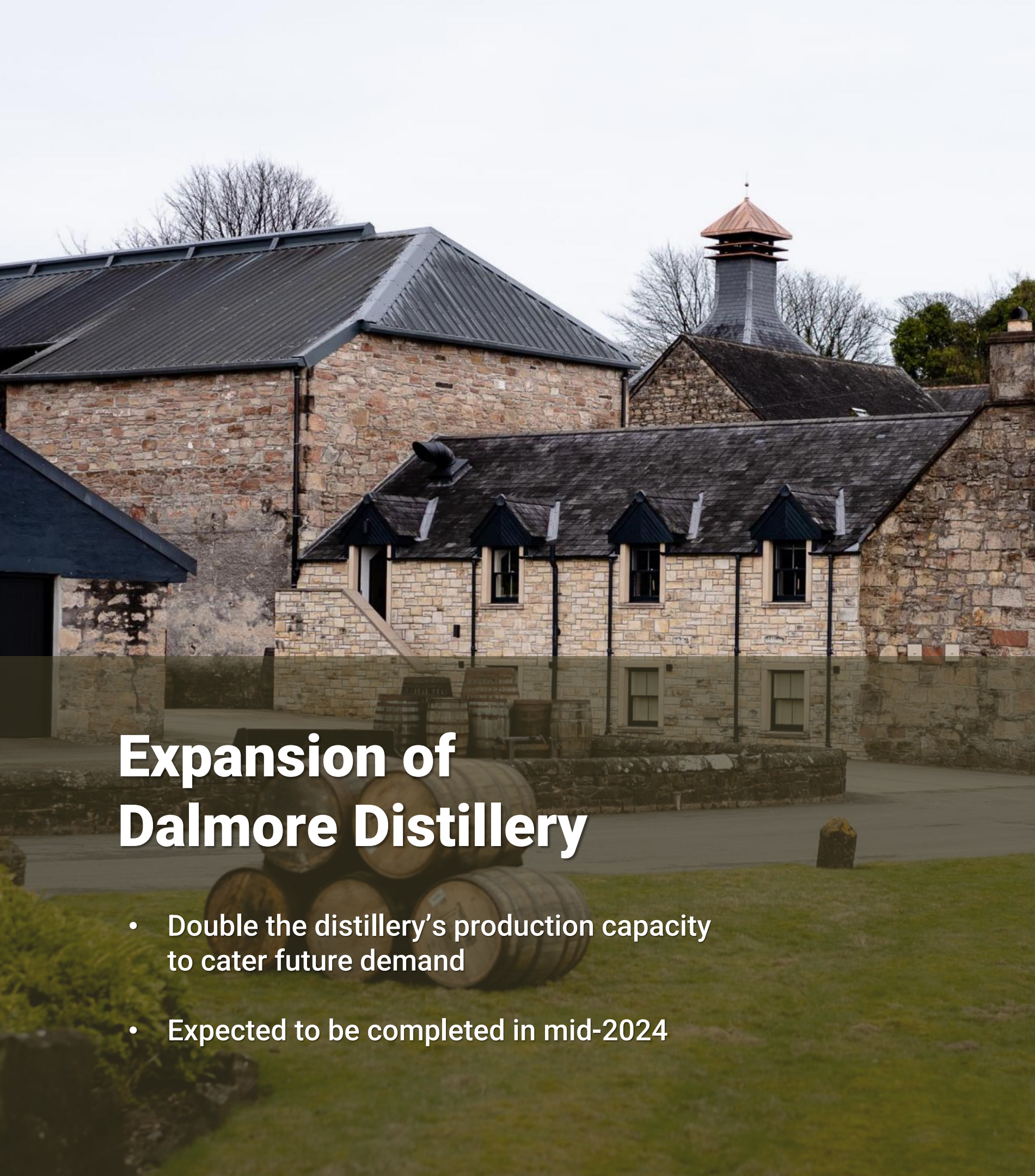
BRANDY REVENUE, GROSS PROFIT, MARGIN

Brandy revenues Gross profit GP margin



All items are in billion pesos except margins (%)





Expansion of Dalmore Distillery

- Double the distillery's production capacity to cater future demand
- Expected to be completed in mid-2024



Expansion of Maturation Complex in Invergordon Distillery

- Doubling footprint to 92 hectares
- Additional warehouses for whisky aging
- 120 new warehouses to be built in the coming decades –space for an additional 1.5 million casks



Golden Arches Development Corporation

1Q2024 Financial Performance

744

Store
Count

554

McDelivery
hubs

465

Stores with
Drive-thru

598

NXTGEN
stores



GADC 1Q2024 financial performance

P&L summary (Pbn)	1Q2024	1Q2023	YoY chg	4Q2023	QoQ chg
Systemwide Sales	19.5	17.2	13%	20.8	-7%
Sales Revenues	11.3	9.9	14%	12.1	-7%
Sales by co. restos	10.3	9.0	14%	11.0	-6%
Rent, royalty & others	1.0	0.9	10%	1.1	-11%
Gross Profit	2.7	2.3	13%	3.1	-15%
EBITDA	1.7	1.6	8%	2.4	-28%
EBIT	1.0	0.9	5%	1.6	-42%
Attributable Income	0.5	0.4	19%	1.1	-54%
Margins					
Gross Profit Margin	23%	24%	Down	26%	Down
EBITDA margin	15%	16%	Down	20%	Down
EBIT margin	8%	9%	Down	13%	Down
Attributable profit margin	4%	4%	Stable	9%	Down

Sustained improvement in systemwide sales supported by continued product promotions, expanded store count and resilient discretionary spending.

Strong growth in GP noted despite prevailing cost pressures from direct costs like inventory, rentals, personnel.

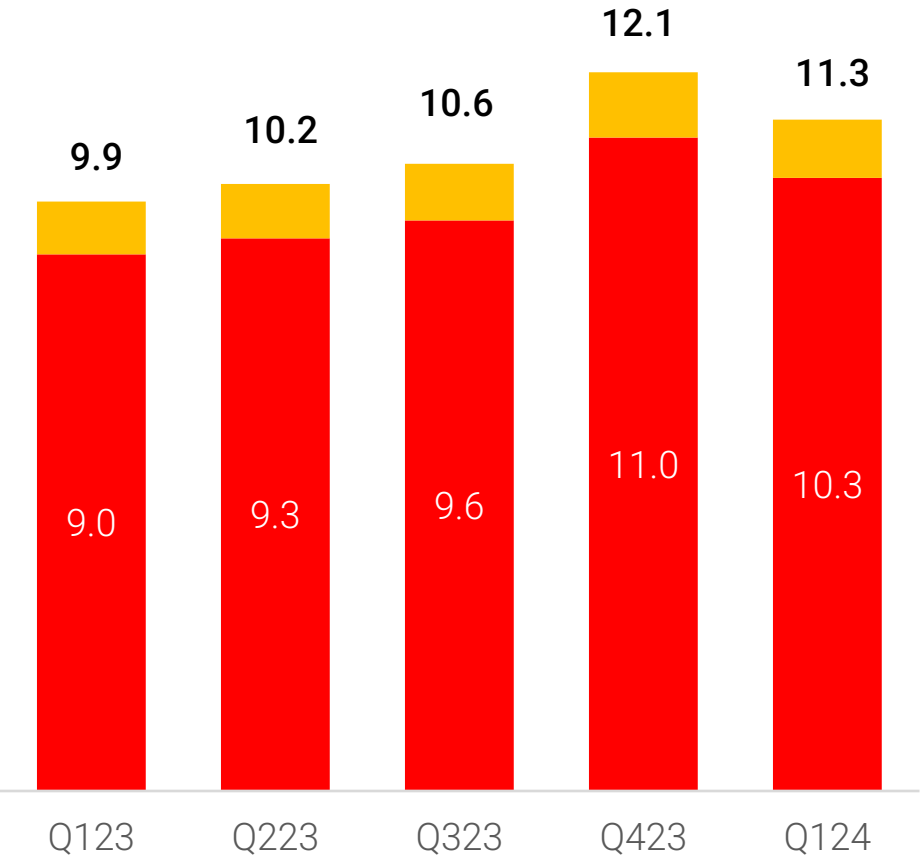
Additional pressures also come from higher marketing expenses to maintain customer traction.

Store count stood at 744 (from 703 the year before and 740 by end-2023).

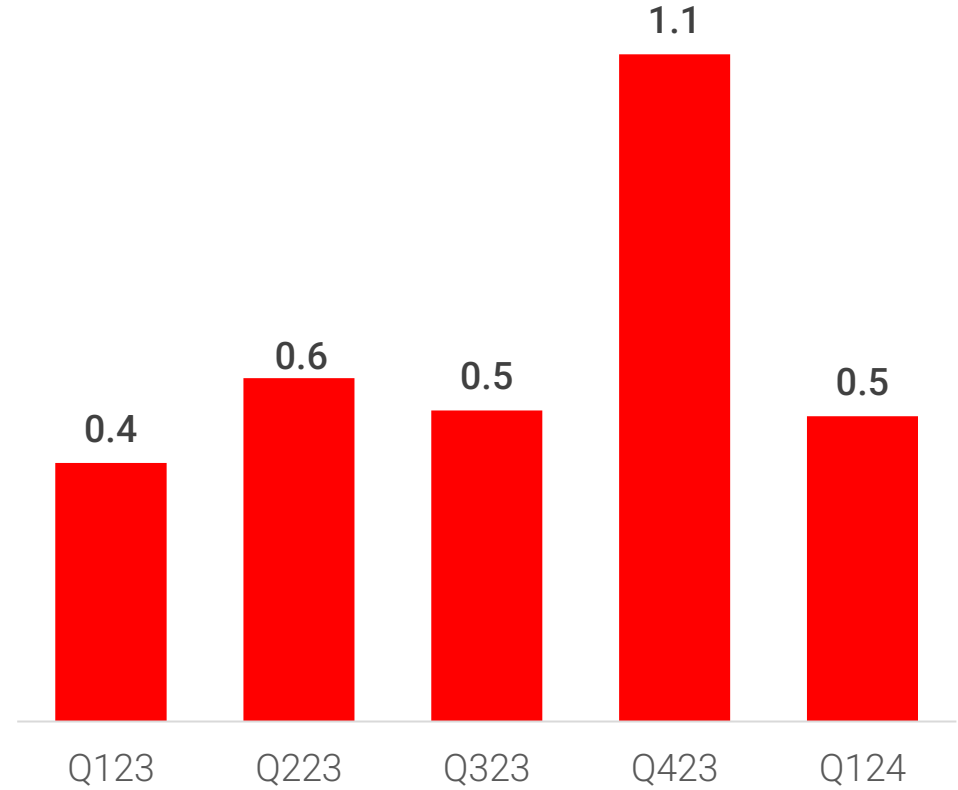
GADC Historical P&L Performance - Quarterly

SALES REVENUES

■ Sales by co-operated restaurants ■ Rent, royalty & others



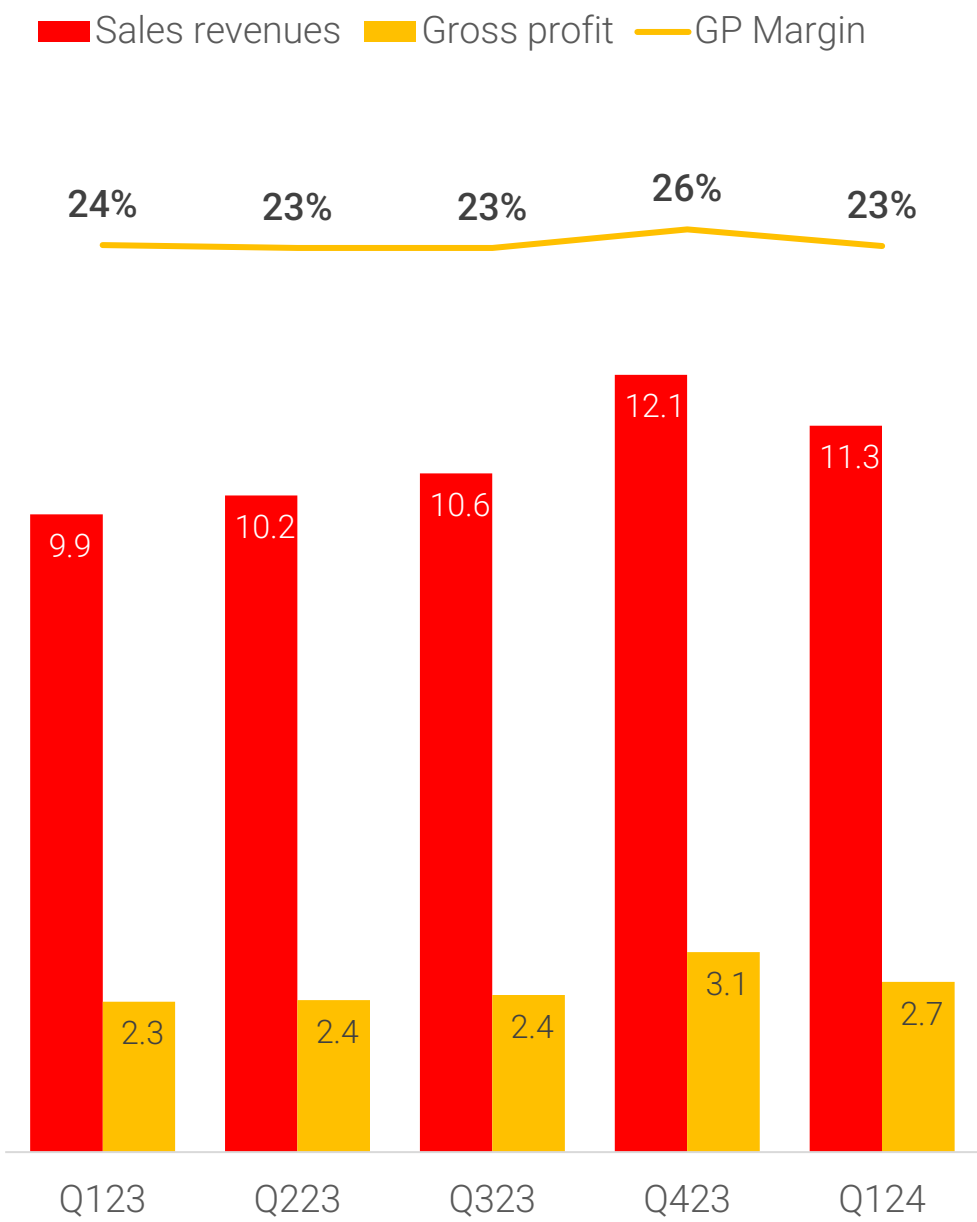
ATTRIBUTABLE INCOME



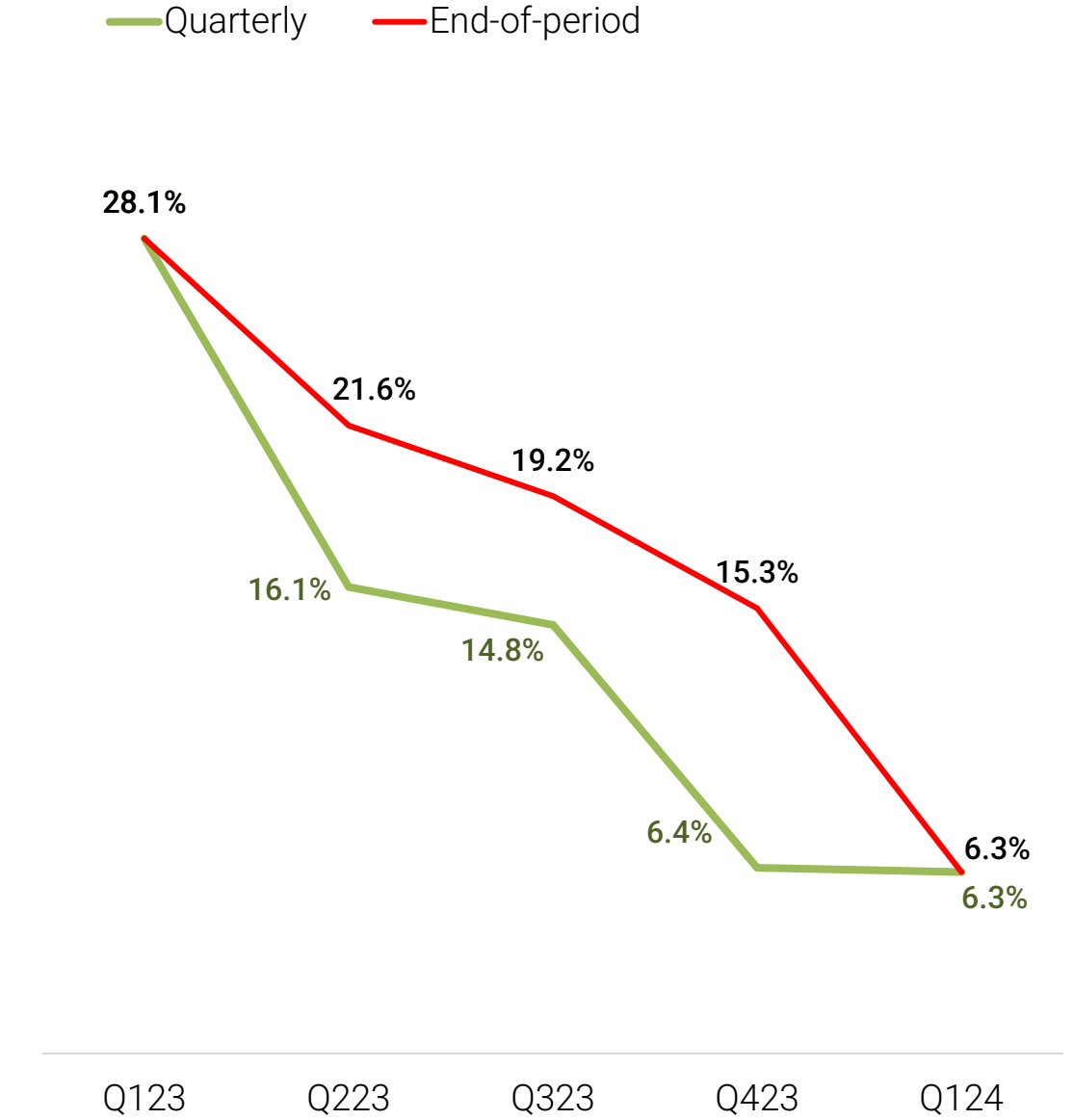
GADC Historical Operating Performance - Quarterly



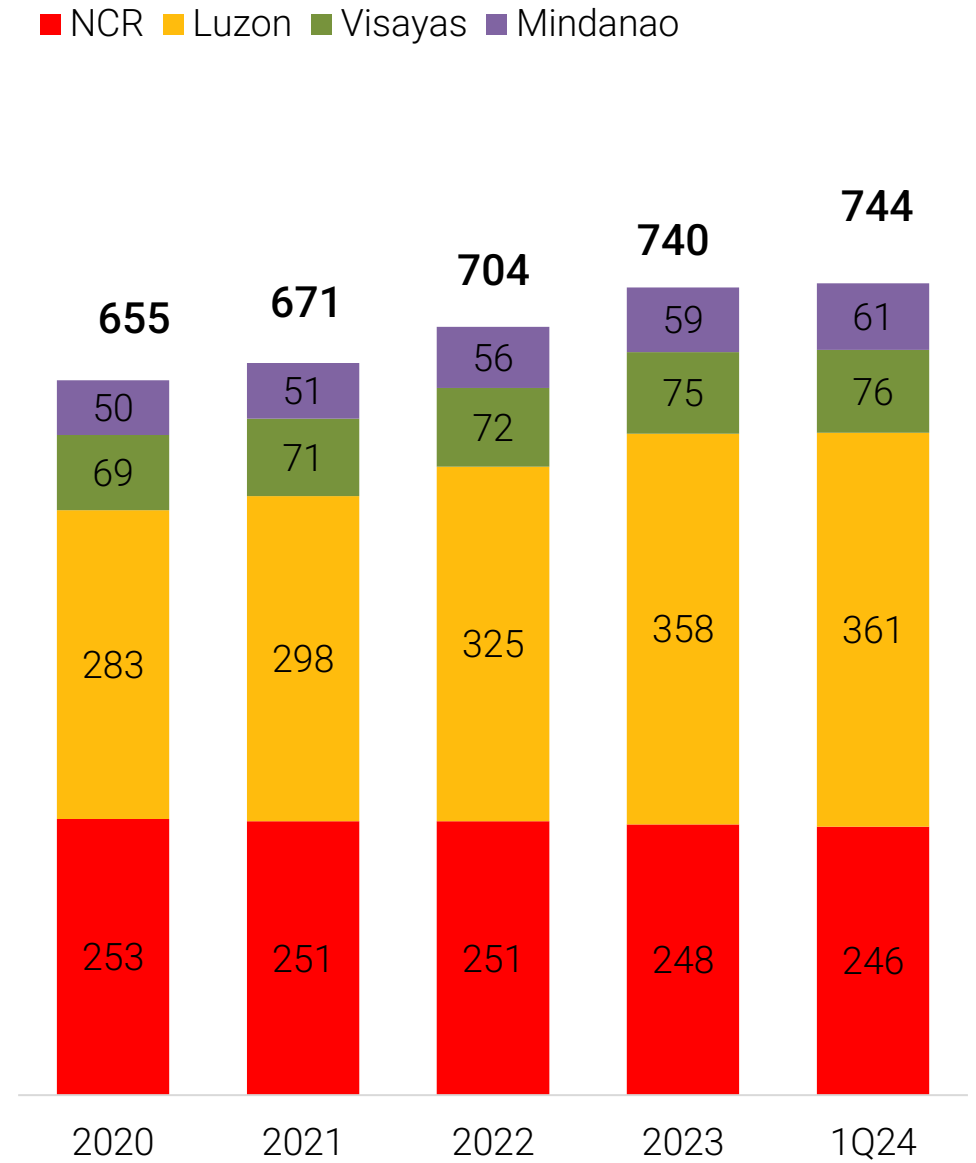
SALES, GROSS PROFIT, MARGIN



SYSTEMWIDE SAME STORE SALES GROWTH



NUMBER OF STORES



Sales revenues and Gross Profit are in billion pesos.



744 stores

2023

50 new stores

2024 Target

Key Takeaways

- AGI's 1Q24 performance showed a mixed bag of results, but it proved the strength of our diversified operations.
- 1Q24 results remained driven by the surge in real estate sales, and healthy contribution from quick service restaurants and tourism-related businesses which benefitted from resilient discretionary spending.
- AGI maintains its optimistic outlook for the rest of the year, supported by its sound business strategies and superior product/service offerings.
- AGI looks forward to surmounting ongoing challenges and moves on to pursue the growth path it endeavors to achieve.





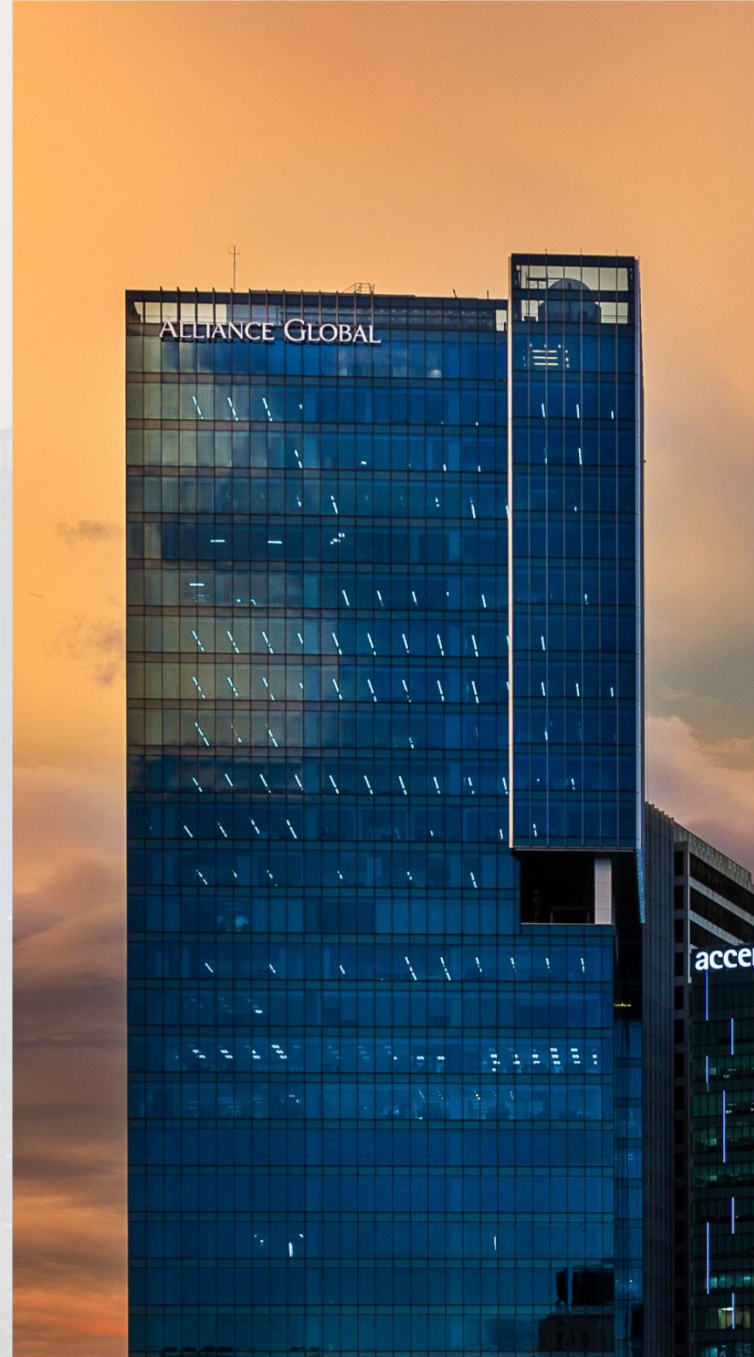
ALLIANCE GLOBAL

First Quarter 2024 Analysts' Briefing

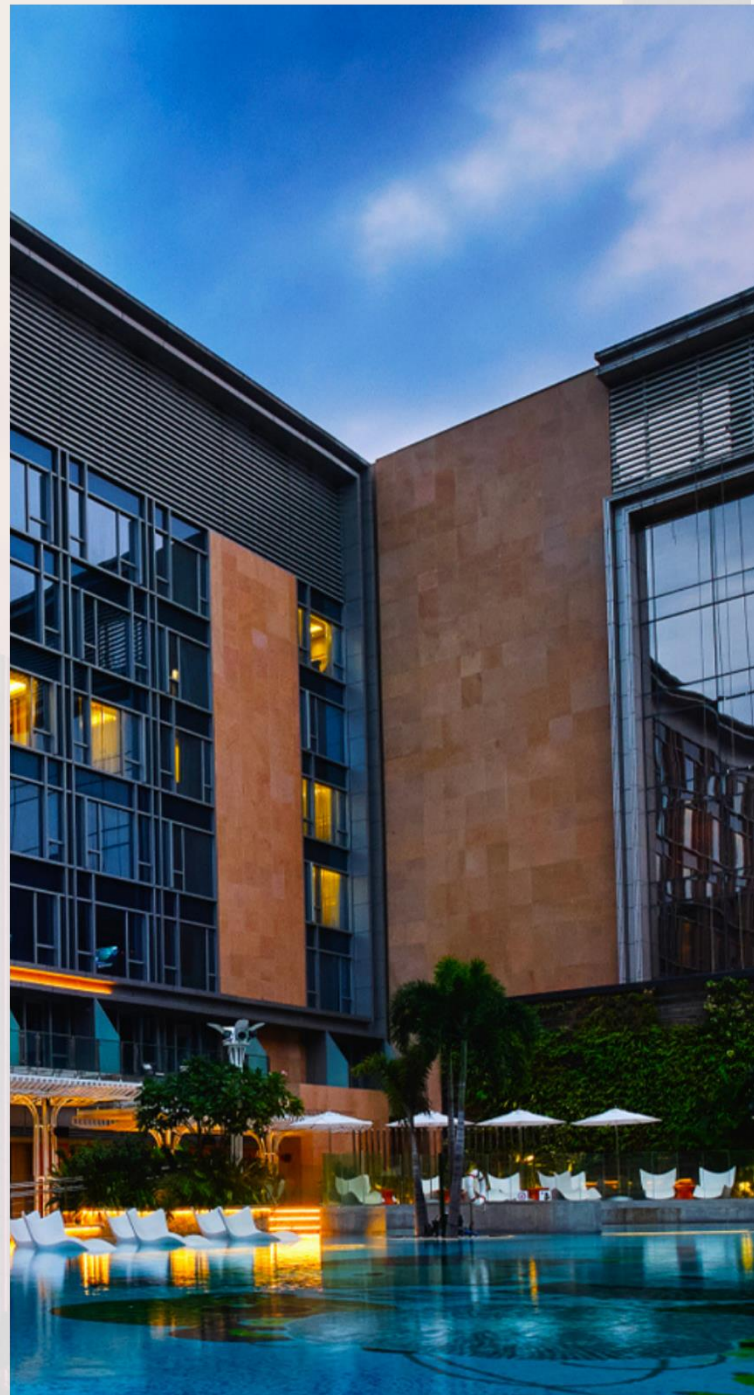
May 15, 2024



Premium



Lifestyle



Conglomerate