

AREIT

FY 2024
Analyst Briefing
February 2025

ONE AVILA

A low-angle, upward-looking photograph of a modern skyscraper with a glass facade. The building is set against a blue sky with light clouds. The sun is reflecting off the glass panels. The name 'ONE AVILA' is mounted on a concrete section of the building's facade. The building has a distinctive stepped-top design.

Key Messages

1

Consistent growth from stable operations and acquisitions

- **Revenues** of P10.3B (+44%); **EBITDA** of P7.5B (+49%)
- **Net income** of P7.4B (+49%), excluding net fair value change
- **Overall occupancy** of 99%; **WALE** of 21 years (3.8 years for Offices)

2

Strong balance sheet supports future growth

- **Low net gearing** at **0.02:1** with net debt of P1.9B
- **Ample debt headroom** at only 5.9% of the deposited property value
- **Interest cover ratio** of over 20x

3

Continued stable dividend growth

- **FY24 dividends** of **P2.28/share** (+6% vs. 2023)
- **Consistent DPU accretion** from all asset infusions

4

Sustained growth through accretive 2025 acquisitions

- **AREIT's AUM** reached **P117B** (4x IPO size)
- **2025 infusion** of **ALI and ALI-JV assets worth P21.0B** will further enhance AREIT's portfolio
- **Continued diversification** of asset and tenant base, and locations

Agenda

FY 2024 Results

- Highlights
- Operating and Financial Performance
- Dividends

2025 Asset Infusion

CEO Messages

FY 2024 Highlights

TOTAL REVENUES¹

P10.3B +44%

EBITDA¹

P7.5B +49%

NET INCOME²

P7.4B +49%

OCCUPANCY

99%

NET DEBT

P1.9B

Borrowing Cost of 6.1%
5.89% of Deposited Property Value

AUM

(Assets under
Management)

P117.3B

GLA

3.9m sqm +324%

Building 1.0m sqm +26%
Land 2.9m sqm

NET GEARING

0.02:1

DPS

P2.28

¹ Higher revenues and EBITDA from the contribution of newly acquired properties in July 2024 and Seda Lio in January 2024

² Excludes net fair value change in investment properties

FY 2024 Financials (Fair Value Model)

Revenues of P10.3B (+44%); Net Income of P7.4B* (+49%)

- Higher Revenues and EBITDA driven by the new assets with contribution starting July 2024 and FY contribution of 2023 additional assets
- Expenses increased due to the additional properties acquired in 2023 and 2024
- EBITDA grew higher than revenues due to higher margins on master leases
- NIAT grew in line with EBITDA

Income Statement (In Php millions)	FY 2024	FY 2023	Change	%
Total Revenues	10,259	7,140	3,119	44%
DOE and GAE	(2,751)	(2,105)	(646)	31%
EBITDA	7,508	5,036	2,473	49%
Depreciation	(0.29)	(0.22)	(0.07)	30%
Interest expense- net	(145)	(79)	(66)	-83%
Other income (expense)	0.2	(24)	24	-101%
Net fair value change in investment properties	(43)	99	(143)	-144%
Provision for Income Tax	(3.1)	(1.1)	(2.0)	192%
Net Income after Tax (NIAT)	7,317	5,031	2,287	45%
NIAT before change in fair value of investment properties*	7,360	4,931	2,429	49%
EBITDA Margin	73%	71%	2%-pts	
NIAT Margin**	72%	69%	3%-pts	

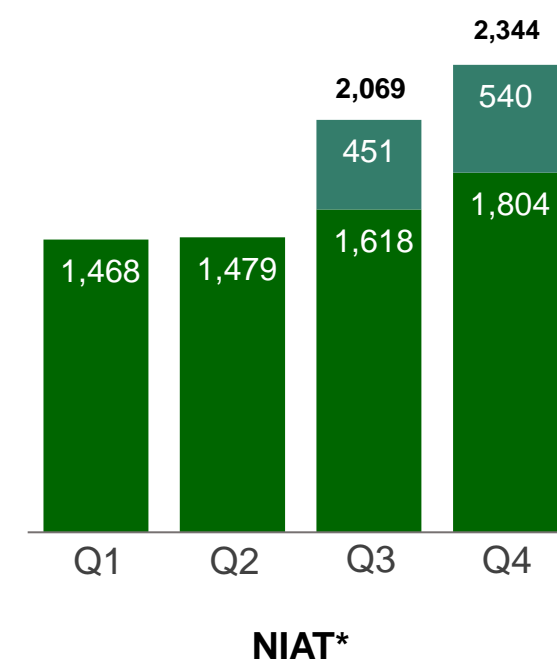
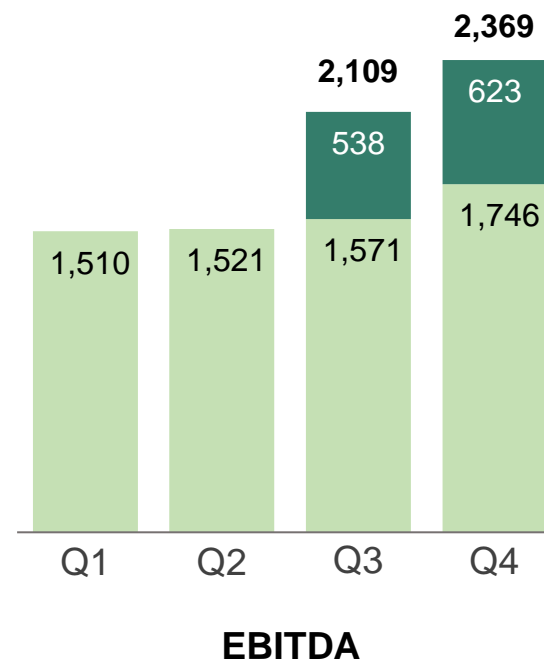
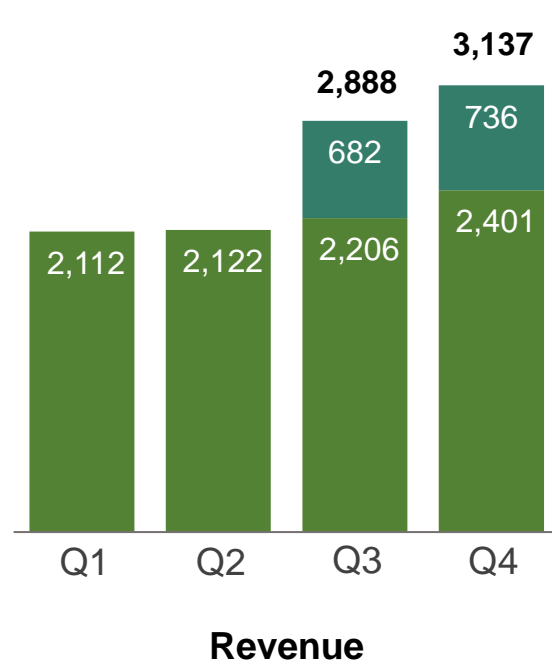
*NIAT of P7.4B and P4.9B are before the net fair value change in investment properties

**NIAT margin is computed without the impact of net FV change

Quarterly P&L Highlights

Stable quarter-on-quarter performance

- Q3 and Q4 2024 significantly higher than Q1 and Q2 due to newly-acquired assets



Assets prior to infusion 2024 additional assets

**NIAT excludes the net fair value change in investment properties*

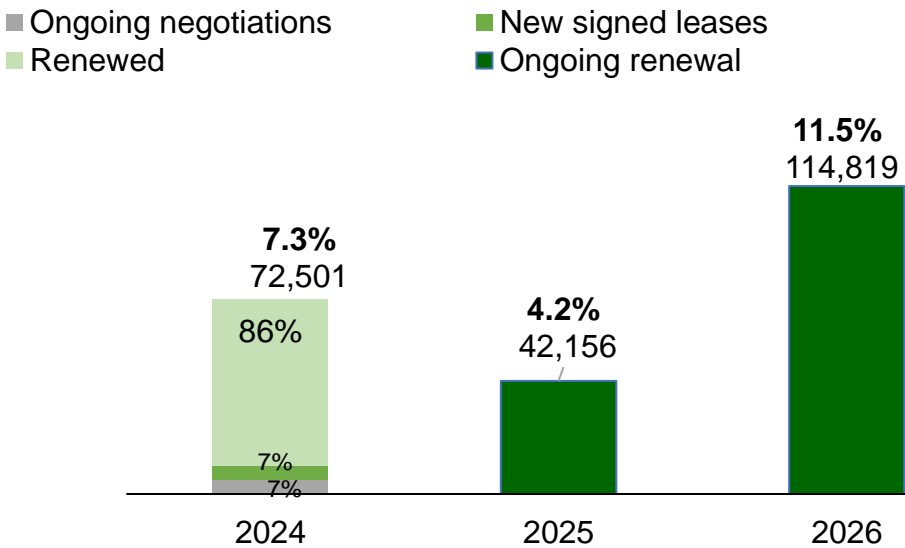
Higher occupancy than industry; healthy WALE

- Occupancy Rate: 99%** +2% vs FY 2023
- 86% of FY 2024 expiring leases have been renewed, 7% are new signed leases and 7% ongoing negotiations
 - Only 4.2% of leases in 2025 are expiring
 - We are proactively managing the expiring leases in 2026.

Asset Type	GLA (in sqm)	Occupancy
Building	1,034,549 (27%)	97%
Offices	639,786 (16%)	95%
Hotel	83,511 (2%)	100%
Retail	311,252 (8%)	99%
Industrial lots	2,857,314 (73%)	100%
LTI Lot	98,179 (2%)	100%
Palauig Lot	2,759,135 (71%)	100%

WALE	Years
Offices	3.8
Overall	20.8

Annual Lease Expirations (in building GLA sqm)



Healthy balance sheet with a net gearing of 0.03:1

- Total Borrowings and Deferred Payments are 5.9% of the Deposited Property Value, well within the 35% aggregate leverage limit
- Total borrowings of P2.0B represent short term bank loans

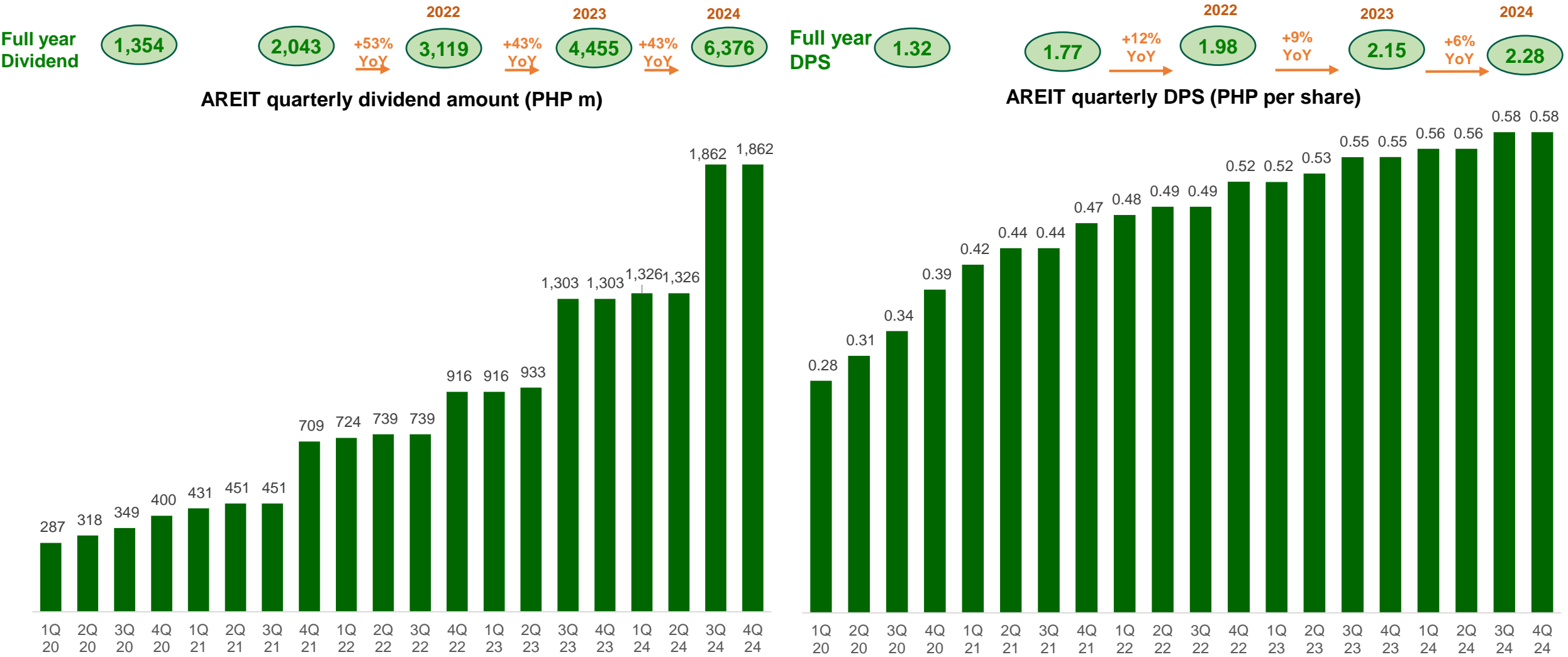
Balance Sheet (in Php Millions)	December 2024	December 2023
Cash & Receivables	4,165	4,264
Total Assets	123,223	93,272
Total Borrowings	2,000	3,000
Stockholders' Equity	113,371	83,410
Current Ratio	0.83:1	0.76:1
Debt-to-Equity Ratio	0.02:1	0.04:1
Net Debt-to-Equity Ratio	0.02:1	0.04:1
Average Cost of Debt	6.1%	3.1%
Interest Coverage Ratio	23.50	23.66
Net Debt to EBITDA Ratio	0.26	0.60

Declaration of 4Q 2024 Cash Dividends

- **P0.58 per share** for 3,209,865,985 outstanding common shares
- **FY 2024 DPS of P2.28, a growth of 6.0%** from P2.15 in 2023.
- Cash dividends will be **paid on March 21, 2025**, to stockholders of common shares as of the **record date March 5, 2025**.

Uninterrupted Growth in DPS

DPS has doubled since IPO, average QoQ growth 3.9%, 20% Annual TSR*



*Computed based on end-2024 market price of P37.95 vs. end-2023 of P33.40.

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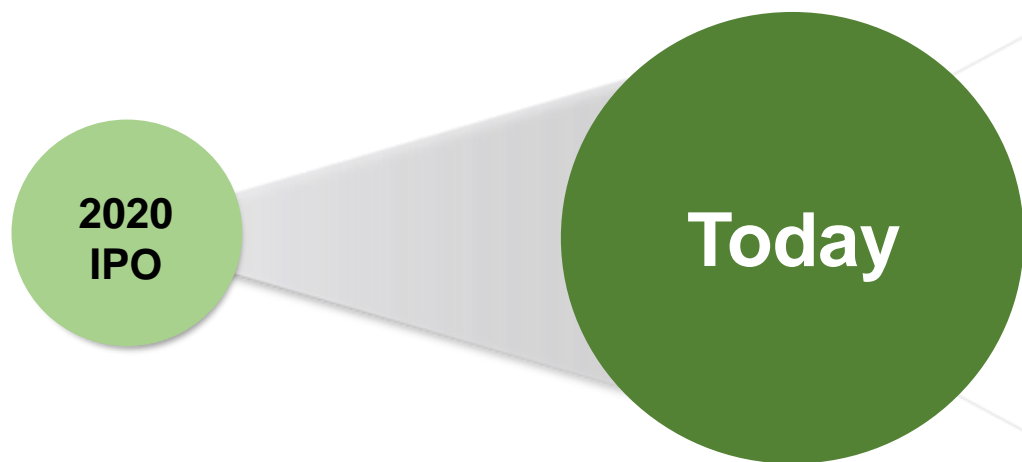
2025: Catalyzing AREIT's Growth

Grow AREIT Assets Under Management (AUM)

Diversify AREIT's asset portfolio in terms of sector and location

Dividend Accretion in all asset acquisitions

AREIT has grown significantly since its IPO



AUM: P27B

4x growth

Revenues:
P2.04B

4x growth

100% offices

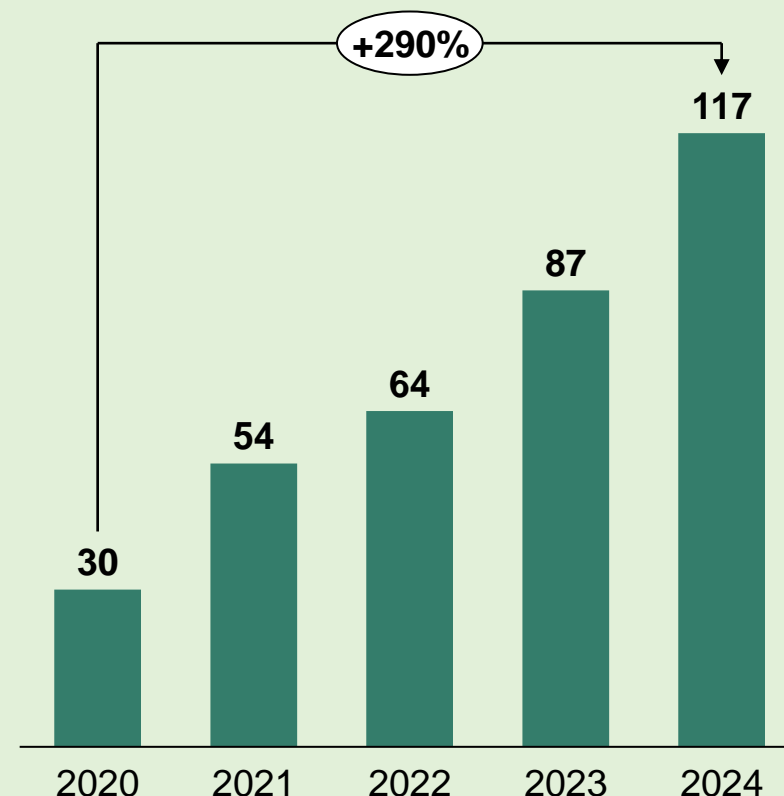
99% occupancy
maintained with
high-quality
tenants

AUM: P117B

**Revenues:
P10.26B**

**Mix of offices, malls,
hotels, and industrial
land**

**AUM has grown ~4x to P117B in
2024 since the IPO**



AREIT today has a portfolio of 3.9m sqm GLA and an AUM of P117B

2020 Infusions

IPO Portfolio



Solaris One
Makati



Ayala North Exchange
Makati



McKinley Exchange
Makati



Teleperformance Cebu
Cebu Business Park



The 30th
Pasig

2021 Infusions



BPI-Philam Life
Makati & Alabang



Bacolod Capitol
Negros Occidental



Ayala Northpoint
Negros Occidental



Vertis North
Quezon City



One Evotech
Laguna



Two Evotech
Laguna



Laguna Technopark
Lots in Laguna

AREIT today has a portfolio of 3.9m sqm GLA and an AUM of P117B

2022 – 2023 Infusions



eBloc 1, 2, 3 and 4
Cebu



ACC Tower
Cebu



Tech Tower 1
Cebu



Glorietta 1 and 2 Mall & BPO
Makati



MarQueue Mall
Pampanga



One Ayala East and West Towers, Makati

2024 Infusions



ATG Tower 2
Makati



Greenbelt 3 and 5
Makati



Holiday Inn
Makati



Seda AC Cebu
Cebu



Seda Lio
Palawan



Industrial Lots
Zambales

2025 Infusions valued P21B: Cebu Properties (P10.8B)



	Central Bloc Office 1	Central Bloc Office 2	Central Bloc Mall	Seda Central Bloc
GLA (in sqm)	28,483	38,633	70,956	13,997
Occupancy	95%	97%	100%	100%
WALE (as of Jan 2025)	3.3 years	3.6 years	25 years	25 years
Valuation (in Php millions)	2,262	2,662	4,404	1,467
Transfer Mode	Asset-Share Swap	Asset-Share Swap	Asset-Share Swap with Leaseback ¹	Asset-Share Swap with Leaseback ¹
Lease Terms	N/A	N/A	Guaranteed fixed rent with 2.5% annual escalation	Guaranteed fixed rent with 2.5% annual escalation

¹ All CAPEX and operating expenses shouldered by the Lessee

2025 Infusions valued P21B: Davao & CDO Properties (P10.2B)



	Abreeza Mall	Abreeza BPO	Centrio Mall	Centrio BPO
Location	Davao	Davao	Cagayan de Oro	Cagayan de Oro
GLA (in sqm)	97,571	9,214	92,707	9,053
Occupancy (upon infusion)	100%	98%	100%	100%
WALE (as of Jan 2025)	25 years	3.3 years	25 years	5.5 years
Valuation (in Php millions)	3,934	732	4,927	606
Transfer Mode	Asset-Share Swap with Leaseback ¹	Asset-Share Swap	Asset-Share Swap with Leaseback ¹	Asset-Share Swap
Lease Terms	Guaranteed fixed rent with 2.5% annual escalation	N/A	Guaranteed fixed rent with 2.5% annual escalation	N/A

¹ All CAPEX and operating expenses shouldered by the Lessee

Diversified portfolio of high-quality commercial buildings

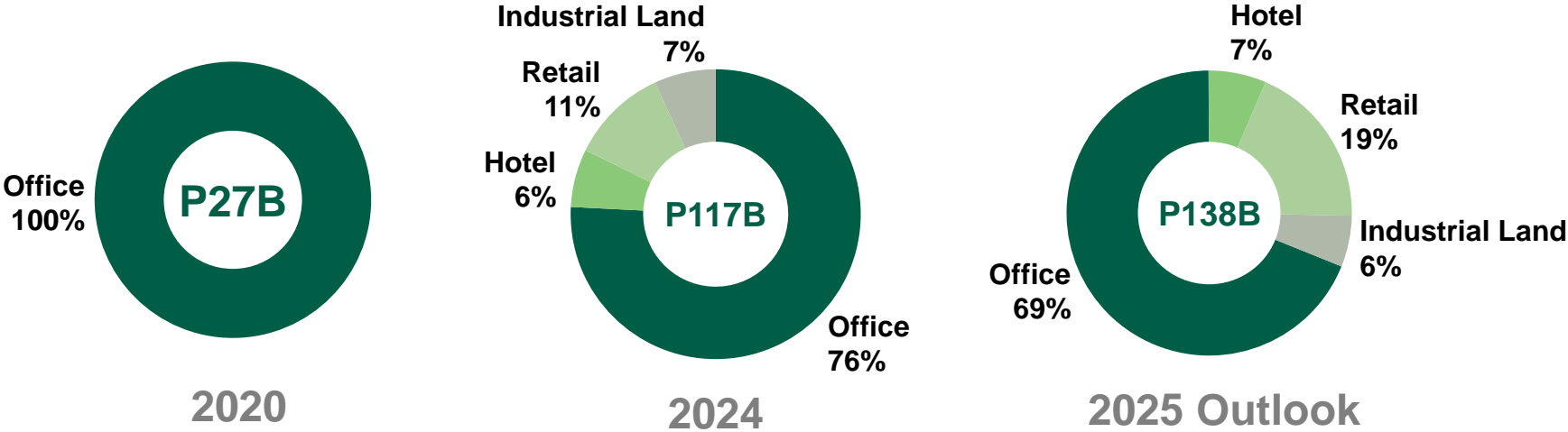
Improved portfolio sector diversification

- Increase retail exposure given continued consumer spending
- Resilient income stream given retail & hotel assets are via fixed master leases with ALI

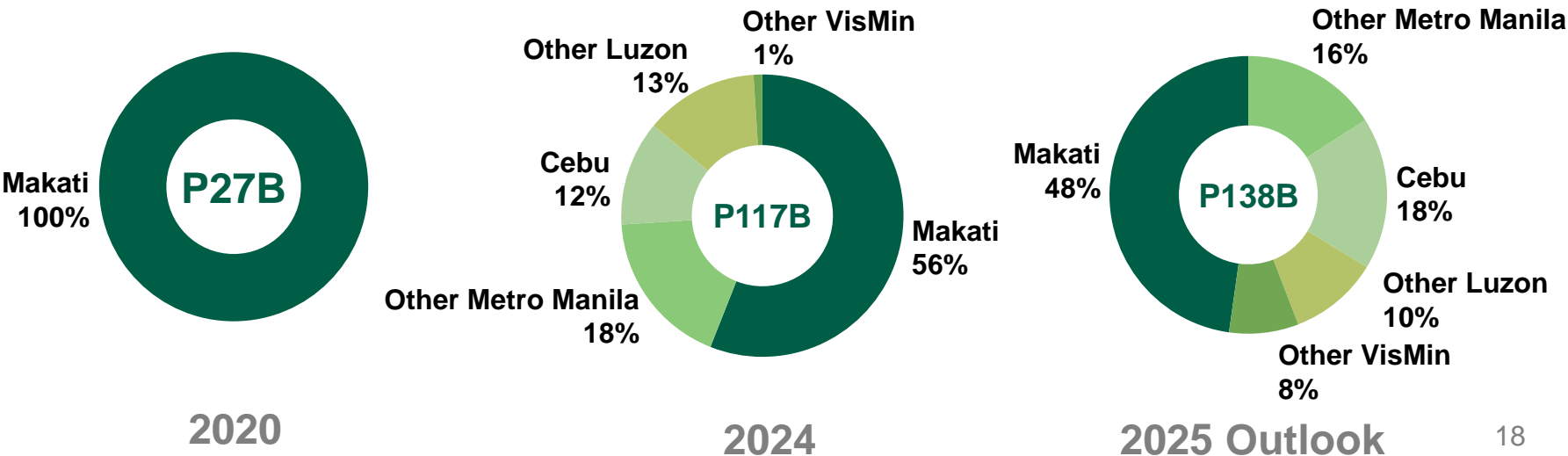
Strong portfolio with quality assets in key provincial locations

- Aim to diversify to more key provincial city centers

AUM Breakdown by Sector



AUM Breakdown by Location



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AREIT continues its track record of sustainable growth and strong foundations

REVENUES
P10.3B +44%

NET INCOME
P7.4B +49%

TSR
20%



The upcoming asset acquisition will bring AREIT's AUM to P138B



**2025
Infusion
P21B**

**GLA post-infusion
4.3m sqm +9%**

Building	1.4m sqm +35%
Land	2.9m sqm

AREIT remains committed to maintaining its market leadership

1

US\$3 billion in AUM

To be at par with major regional REITs

2

Ayala Land as Sponsor

Access to deep pipeline of properties

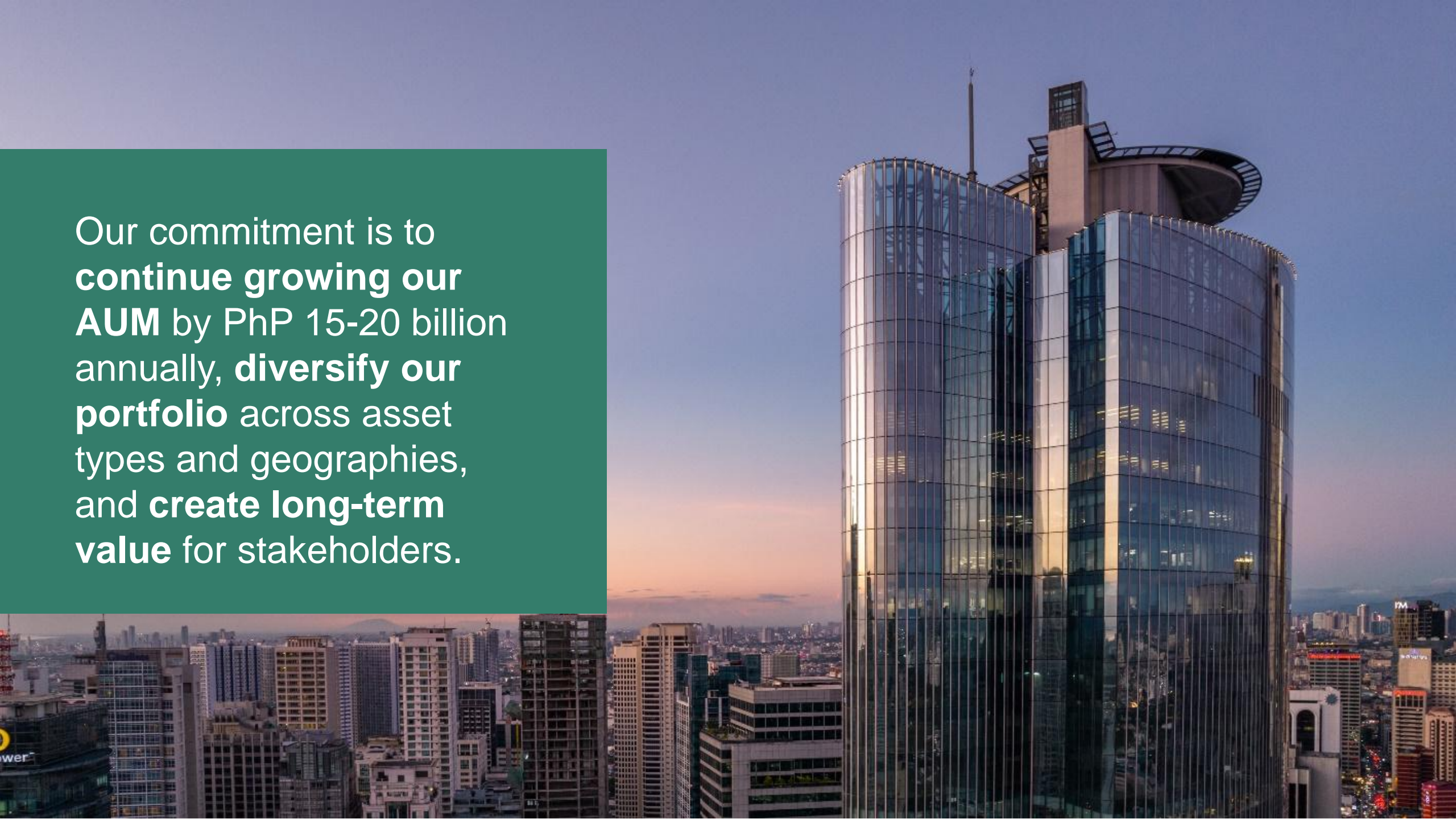
3

PSEi Inclusion

First REIT in the country to be included in the main index



Our commitment is to **continue growing our AUM** by PhP 15-20 billion annually, **diversify our portfolio** across asset types and geographies, and **create long-term value** for stakeholders.



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