Investor Kit 2021

This presentation is available online through
www.smprime.com

Disclaimer

This presentation does not constitute a prospectus or other offering memorandum in whole or in part. This presentation does not constitute an offer to sell or the solicitation of an offer to buy any securities of the Company. There shall be no sale of these securities in any state or jurisdiction in which such offer, solicitation or sale would be unlawful prior to any qualification under the securities laws of such state or jurisdiction. This presentation has not been and will not be reviewed or approved by any statutory or regulatory authority or any stock exchange in the Philippines or elsewhere. Prospective investors should undertake their own assessment with regard to their investment and they should obtain independent advice on any such investment's suitability, inherent risks and merits and any tax, legal and accounting implications which it may have for them.

This presentation contains statements about future events and expectations that constitute "forward-looking statements." These forward-looking statements include words or phrases such as the Company or its management "believes", "expects", "anticipates", "intends", "may", "plans", "foresees", "targets", "aims" "would", "could" or other words or phrases of similar import. Similarly, statements that describe the Company's objectives, plans or goals are also forward-looking statements. All such forward-looking statements are subject to known and unknown risks and uncertainties that could cause actual results to differ materially from those contemplated by the relevant forward-looking statement. Such forward-looking statements are made based on management's current expectations or beliefs as well as assumptions made by, and information currently available to, management. These forward-looking statements speak only as at the date of this presentation and nothing contained in this presentation is or should be relied upon as a promise or representation as to the future.

This presentation and the contents hereof are for the exclusive use of the intended recipient(s). This presentation and the contents hereof should not be (i) forwarded or delivered or transmitted in any manner whatsoever, to any other person other than the intended recipient(s); or (ii) reproduced in any manner whatsoever. Any forwarding, distribution or reproduction of this presentation in whole or in part is unauthorized. This presentation must not be distributed to the press or any media organization. By accepting this presentation, the recipient agrees to keep confidential at all times information contained in or made available in connection with this presentation.

Neither the Company nor its advisor, nor any of their respective affiliates, shareholders, directors, employees, agents or advisers makes any expressed or implied representations or warranties as to the accuracy and completeness of the information contained herein or any other information (whether communicated in written or oral form) and each of the foregoing parties expressly disclaims any and all responsibility and liability of any kind (including any contractual, non-contractual, or third party liability) for any loss or damage, whether or not arising from any error or omission in compiling such information or as a result of any party's reliance or use of such information. The information in this presentation has not been independently verified. The information and opinions in this presentation are subject to change without notice, and no obligation is assumed by the Company nor its advisor, nor any of their respective affiliates, shareholders, directors, employees, agents or advisers to provide the recipient(s) with access to any additional information or to update this presentation or to correct any inaccuracies in it which may become apparent.

Outline

Company Profile

- One of the leading integrated property developers in Southeast Asia
- One of the largest listed real estate developers on the PSE by market capitalization and net income
- Consistently cited for excellence in corporate governance, property development, environmental consciousness, and investor relations programs

Market Capitalization

US$20.82bn

PSE Stock Symbol	**SMPH**
Market Capitalization	PHP1,048bn
Outstanding Shares	28,879mn
Last Traded Price (November 8, 2021)	Php36.30/share
Average Daily Turnover (YTD)	US$9.20mn

9M2021 Financial Highlights

- Consolidated net income of PHP15.62 billion in 9M2021, up by 9% from PHP14.37 billion in 9M2020
- Consolidated revenue of PHP56.84 billion in 9M2021, 6% lower than PHP60.69 of the same period last year.
- Revenue Contribution: Residences accounts for 56%, Malls business accounts for 35%,Other Business accounts for 9%
  - Philippine malls revenues recorded PHP15.78 billion in 9M2021, 14% down from PHP18.27 billion of the same period last year.
  - Residential business, led by SM Development Corporation (SMDC), recorded a 6% decrease in revenues to PHP32.08 billion in 9M2021 from PHP34.22 billion in 9M2020.
  - SMDC's reservation sales amounted to PHP76.30 billion in 9M2021, 14% higher from 9M2020.
  - SM Prime's other business segments, which include offices and hotels and convention centers, contributed PHP4.69 billion to the Company's consolidated revenues.

SM PRIME

COVID-19 Response

2021

- SM Mall of Asia Arena continues to serve as Mega Swabbing Facility.
- SM Supermalls partnered with Philippine Red Cross to provide specimen sites for its saliva transcription-polymerase chain reaction (RT-PCR) testing.
- Provide further rent concession to tenants affected by recurring stricter quarantine measures specifically in Metro Manila and other key areas in the Philippines.
- SM Supermalls partnered with various LGUs nationwide to be the venue for their COVID-19 vaccination program. As of November 2021, SM Supermalls surpassed the 5-millionth mark of COVID-10 jabs, along with the opening of more SM Malls as pediatric vaccination site.
- In June, SM employee vaccination program rolled out in a joint effort of all SM companies, which include SM Investments, SM Prime Holdings, SM Retail and portfolio companies, BDO Unibank, Inc. and China Banking Corporation.
- SM Mall of Asia recently opened the first-ever Bureau of Quarantine Vaccination Satellite Office.

COVID-19 Response

2020

- Through SM Foundation: Donated PHP300* million worth of PPEs, medical equipment, and facilities to meet the needs of some 150 hospitals and health facilities nationwide
- Donated seven emergency quarantine facilities (EQFs) built by SM EDD (SM Engineering, Design, and Development)
- PHP100 million* donated to under privilege communities through Project Ugnayan.
- Extended rental concessions amounting to Php23 billion* to our mall tenants.
- Ensured all employees were given their full month's salaries during the two months of lockdown, amounting to almost PHP1 billion**
- Settled obligation to agency personnel partners, suppliers, and contractors, who completed their work obligations during ECQ.

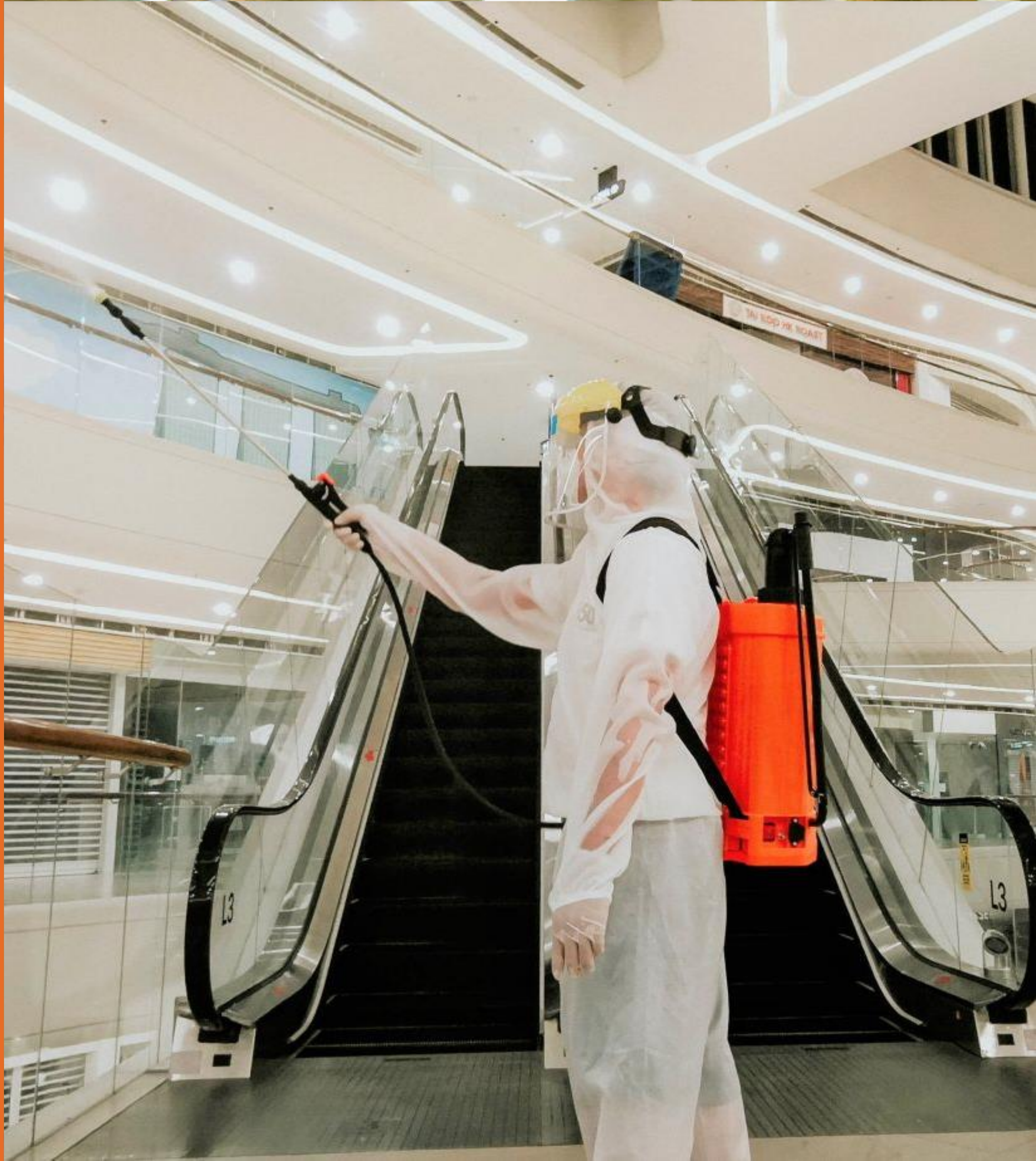
*as of Dec 2020

** as of March 16 to May 31 2020

COVID-19 Response

2020

- Launched “Trace Together,” a generic mobile tracing tool for all our properties complementing the tracing program of the national government.
- Introduced alternative delivery/fulfillment options for mall tenants to serve its customers.
- Streamlined organizational structures and back office processes, promoting online collaborations, trainings and seminars to ensure the safety and well-being of our employees who continue to provide operational support to the businesses through SM Life app.
- Introduced SM Mall online app.
- Converted SM Mall of Asia Arena into a Mega Swabbing Facility.



Sustainability

Sustainability Council

STEERING COMMITTEE CHAIRMAN
Mr. Jeffrey C. Lim

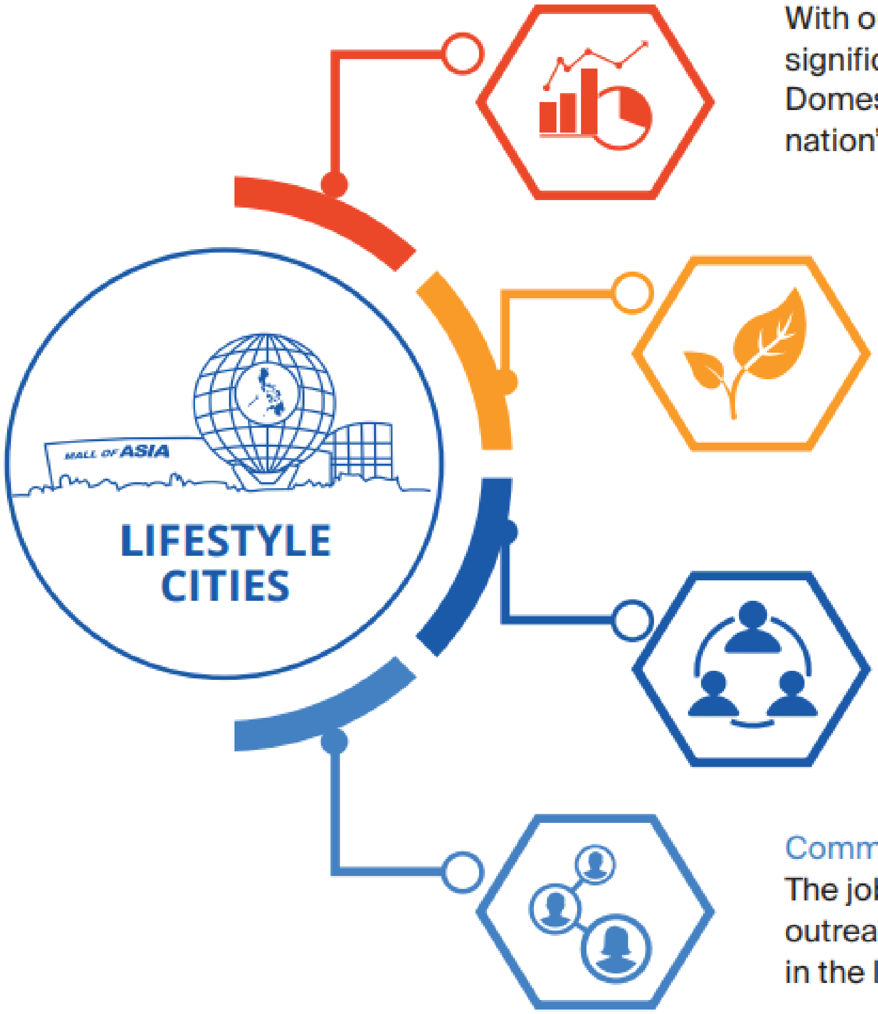
ADVISORY GROUP
Head office divisions that provide recommendations on the Steering Committee based on their expertise

SUSTAINABILITY SECRETARIAT
The department that coordinates with the members of the Advisory Group and business unit heads

TECHNICAL WORKING GROUP
Members of the business units that serve as data collectors and analysts

SM PRIME'S PATH TO SUSTAINABLE DEVELOPMENT

Four Sustainability Pillars



Economic

With our portfolio of businesses, we are a significant contributor to the country's Gross Domestic Product, thereby helping boost the nation's economic growth.

Environment

As a responsible property owner and developer, we endeavor to conserve natural resources and implement resilience in our operations.

People

We ensure that as we grow, our valued employees have dynamic professional development and enjoy sustained wellness programs.

Community

The jobs we create, together with the outreach programs we implement, uplift lives in the localities where we exist.

The Integration of Sustainable Pillars with the UN Sustainable Development Goals and the Six Capitals

Our People

We sustain our human capital through developmental programs focused on health and education systems, access to services, nutrition, knowledge and skills which are necessary to support the functions and sustainability of the business and the well-being of communities and societies.

8 Decent Work and Economic Growth	More than PHP900M paid as salaries while employees were at home during the Emergency Community Quarantine (ECQ) period
	Adherence to DOLE, DOH, IATF and LGU guidelines on workplace sanitation and working conditions
	5 additional paid leaves for COVID-19 confirmed or exposed employees, Work from Home Arrangement for 301 employees
3 Good Health and Well-Being	136 education and information campaigns against COVID-19 released through SM LIFE app, SM Announcements and emails
	8,367 employees have company-provided health insurance
	PHP3.6M worth of safety supplies provided to employees, employees including free rapid test PCR testing for confirmed COVID-19 cases and those with exposure
	All malls and offices have clinics duly manned by nurses and retainer doctors, Mental health services are made available to employees
5 Gender Equality	56 % of managerial and executive positions are held by women
	60 % of entire workforce is composed of women
4 Quality Education	PHP13.7M spent on training of employees resulting to 82 learning sessions with 3 hours average training per employee
	46 employees are licensed Food Safety Compliance Officers
	Public-private partnerships with Bureau of Fire Protection resulted in the training of 1,300 employees and third party providers as fire brigade members while the Office of Civil Defense (OCD) trained 180 employees for disaster preparedness and response.
	509 employees given training / orientation on Pollution Control

Our Environment

We aim to improve human welfare by ensuring that the needs of our people, community and business are met without the risk of compromising the needs of future generations by protecting our natural capital.

6 Clean Water and Sanitation	All administration offices and Foodcourt areas are provided with a clean drinking fountain for free use of employees and customers
7 Affordable and Clean Energy	Ten malls (7 in thePhilippines, 3 in China) have solar panels on their roofdecks with a combined capacity of 9,620 Megawatt hour
13 Climate Action	SM Prime adopted Cagayan de Oro, Naga and Iriga through the Adopt-a-City program of the National Resilience Council to help in the risk reduction and long-term resiliency of said LGUs
	1,665 mall tenants were oriented on SM Business Continuity Planning (SM BCP)
	9 climate related disaster advisories were released to SM Prime employees through the SM LIFE app
14 Life Below Water	Partnered with USAID and PPRCFI for the AweSM Seas Campaign which generated 260,973 social media engagements and reached an audience of 1.5M
	35,800 kgs of trash were recovered during the annual coastal clean up during Coastal Clean-up
	326,359 liters of used cooking oil by tenants were hauled and responsibly disposed
	3 Marine Protected Ares (MPAs) in Hamilo Coast are regularly patrolled to prevent illegal fishing
	An additional 157 Olive Ridley sea turtle hatchlings were released in Hamilo Coast
15 Life on Land	51,600 various tree species planted by SM Supermalls employees in Benguet Province
	30,000 native trees and 50,000 mangroves planted in Hamilo Coast
	4 flora and 8 fauna listed in the IUCN Red List of Threatened Species are preserved in Hamilo Coast in partnership with World Wide Fund for Nature (WWF) Philippines

Financial Capital · Manufactured Capital · Intellectual Capital · Natural Capital · Human Capital · Social and Relationship Capital

*Data as of December 2020

The Integration of Sustainable Pillars with the UN Sustainable Development Goals and the Six Capitals

Our Community

We support the development of urban centers and lifestyle cities that guarantee decent work and well-being of our stakeholders, as well as promote equality and sustainability.

1 No Poverty	Employment of 15,401 sales agents and third party service providers
	All third party service providers on duty received PHP5,000.00 each during the ECQ
2 Zero Hunger	Malls and offices have breastfeeding stations for customers and employees that breastfeed or pump breast milk for their children
	"The Good Guys" weekend market set up at SMDC condominiums for the residents' safety and convenience
8 Decent Work and Economic Growth	80% of the workforce in Pico de Loro are from the nearby communities
	SM Hotels and Conventions Corp. (SMHCC) promote sustainable tourism and agriculture by having organic herbs and vegetables from the Adopt-a-Farm initiative
	The SM Supermalls are venues for festivals and tourism activities of LGUs and the Department of Tourism
	11,870 MSMEs are tenants of SM Supermalls or 1.2% of the total MSMEs in the country
10 Reduced Inequalities	2,000 retired senior citizens have been employed in the malls' Community Service Program
	26,000 participants in on-ground events nationwide for Happy Walk for Down Syndrome and Angels Walk for Autism
	All SM Supermalls have PWD ramps and comfort rooms for people with special needs
11 Sustainable Cities and Communities	Free parking for the general public during calamities
	101.4M kg of solid waste were composted, reused, recycled and collected by accredited waste haulers
	Green Procurement of assets and other inventory
	1 fire truck donated to Bureau of Fire Protection

Our Business

We aim to efficiently use our assets to maintain company profitability throughout the life cycle of the business.

9 Industry, Innovation and Infrastructure	PHP100B retail bond offering over three years for the construction and expansion of properties of which 10% of CAPEX is allocated to disaster risk reduction
	3 properties LEED Gold Certified: Conrad Hotel, SM Aura Premier, ThreeE-com Center
	18 km bike lane in SM Mall of Asia and 1.6 km in SM Seaside; 2.1 hectare bike trail at SM Pulilan
11 Sustainable Cities and Communities	Sustainable features were incorporated in 2 newly-opened malls (SM City Butuan and SM City Mindpro), Park Inn Clark Extension, Park Inn Bacolod and Lanson Place
	53 SM Supermalls with BCMS accreditation (ISO 22301 compliant)
12 Responsible Consumption and Production	51 tonnes of office documents were recycled
	496k or less 28% in electricity consumption and 6.8M cum or less 36% in water consumption via proper resource management and operational controls
16 Peace, Justice and Strong Institutions	4 awards in strong governance
	4.5M customers availed of free WIFI access in the malls
17 Partnerships for the Goals (102-13)	SM Prime as National Secretariat of UNDRR ARISE – Philippines; 1 SM executive on the ARISE Global Board
	USAID partnership in the AweSM Seas Campaign
	US Embassy and Dela Salle University for Green Film Festival
	Bureau of Fire Protection for fire brigade training and safety campaigns
	DENR for environment related programs
	WWF Philippines for conservation efforts in Hamilo Coast
	National Resilience Council for Adopt-a-City Program
	Department of Education for educational outreach program
	Autism Society of the Philippines and Down Syndrome Society of the Philippines for SM CARES Programs

Financial Capital · Manufactured Capital · Intellectual Capital · Natural Capital · Human Capital · Social and Relationship Capital

*Data as of December 2020

PRIME

Key Business Units

Malls

- SM Supermalls
- SM Lifestyle, Inc.
- Family Entertainment Center Inc.

Residences

- SM Development Corporation and Subsidiaries
- Highlands Prime Inc.
- Costa Del Hamilo Inc.

Commercial

- Offices and Warehouses
- Mall of Asia Complex
- Seaside City Cebu Complex

Hotels and Convention Centers

- Radisson Blu
- Taal Vista
- Pico Sands
- Park Inn
- Conrad Manila
- SMX Convention Centers

At a Glance

MALLS

9M2021 Operating Highlights

- Total Revenues is PHP20.23 billion, down by 6% from PHP21.57 billion
- Operating Income is PHP6.14 billion, 1% higher from PHP6.07 billion in 9M2020
- Total Investment Properties of PHP309.95 billion

RESIDENCES

9M2021 Operating Highlights

- Total Revenues decreased by 6% to PHP32.08 billion from PHP34.22 billion
- Operating Income went down by 5% to PHP13.50 billion from PHP14.14 billion
- Total Assets amounted to PHP279.77 billion

OFFICES

9M2021 Operating Highlights

- Total Revenues went up by 2% to PHP3.82 billion from PHP3.74 billion
- Operating Income went down by 5% to PHP3.09 billion from PHP3.27 billion
- Total Investment Properties amounted to PHP59.94 billion

HOTELS AND CONVENTION CENTERS

9M2021 Operating Highlights

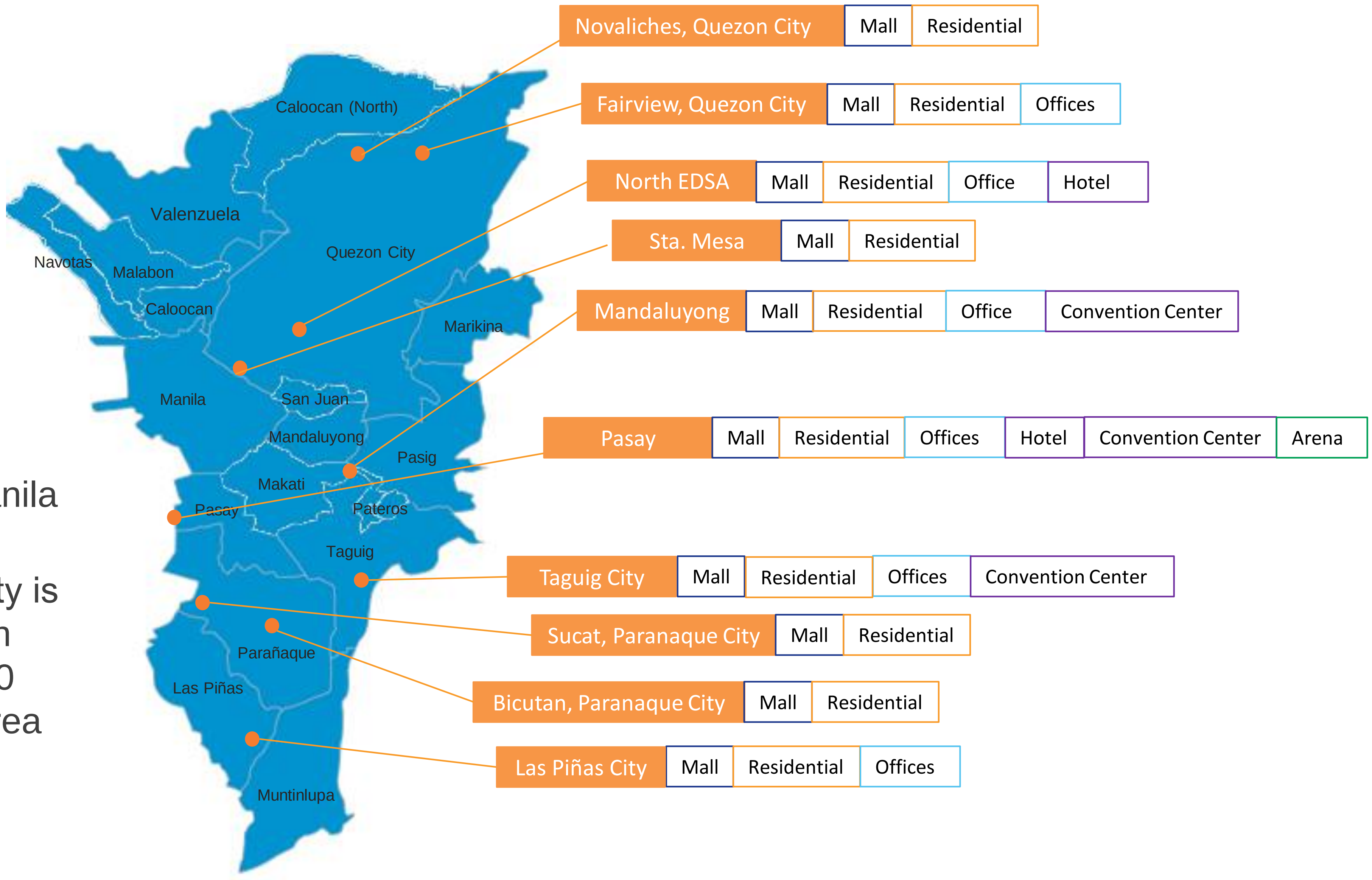
- Total Revenues went down by 32% at PHP0.87 billion from PHP1.29 billion
- Operating Loss of PHP0.76 billion
- Total Investment Properties of PHP12.97 billion

SM PRIME

At a Glance

Lifestyle Cities in Metro Manila

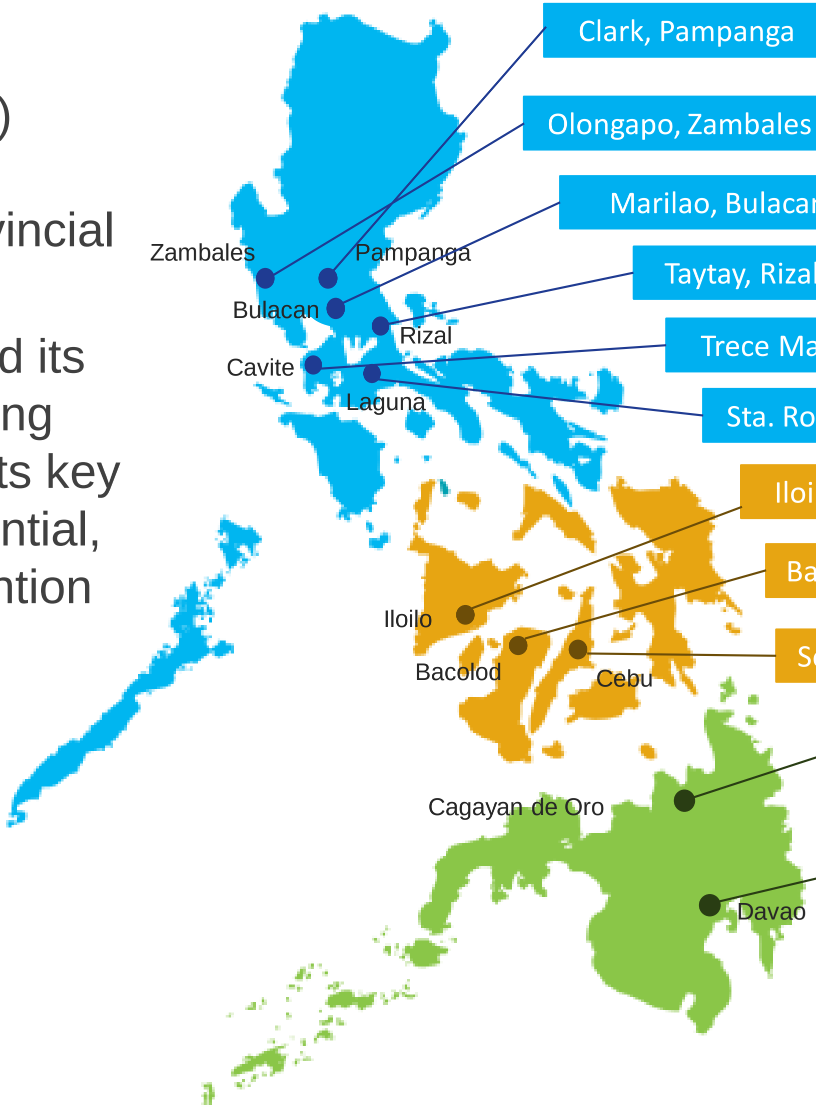
- SM Prime has ten (10) integrated property developments in Metro Manila dubbed as Lifestyle Cities.
- SM Prime's first lifestyle city is the Mall of Asia Complex in Pasay City, which spans 60 hectares of developable area



At a Glance

Lifestyle Cities in the Provinces

- SM Prime has eleven (11) integrated property developments in key provincial cities in the Philippines.
- SM Prime plans to expand its portfolio to other developing cities in the country with its key businesses – mall, residential, offices, hotels and convention centers.



Clark, Pampanga	Mall	Offices	Hotel	Convention Center (2022)
Olongapo, Zambales	Mall	Convention Center		
Marilao, Bulacan	Mall	Residential		
Taytay, Rizal	Mall	Residential		
Trece Martires, Cavite	Mall	Residential		
Sta. Rosa, Laguna	Mall	Residential	Office	
Iloilo City, Iloilo	Mall	Residential	Offices	Hotel
Bacolod City, Negros Occ.	Mall	Residential	Hotel	Convention Center
Seaside City, Cebu	Mall	Convention Center	Arena (soon)	
Cagayan de Oro, Misamis Oriental	Mall	Office		
Davao City, Davao	Mall	Residential	Convention Center	

Malls

(As of 9M2021)

Revenue

PHP20.23bn

Operating Income

PHP6.14bn

Gross Floor Area

10.0m sqm

Malls

76 in PH & **7** in CH

Key Business Units

PHILIPPINES	
76	Malls
8.7M sqm	Total GFA
17,257	Tenants
1.1M	Average Daily Pedestrian Count
353	Cinema Screens
84,932	Parking Slots

CHINA	
7	Malls
1.3M sqm	Total GFA
1,908	Tenants
0.2M	Average Daily Pedestrian Count
58	Cinema Screens
15,384	Parking Slots

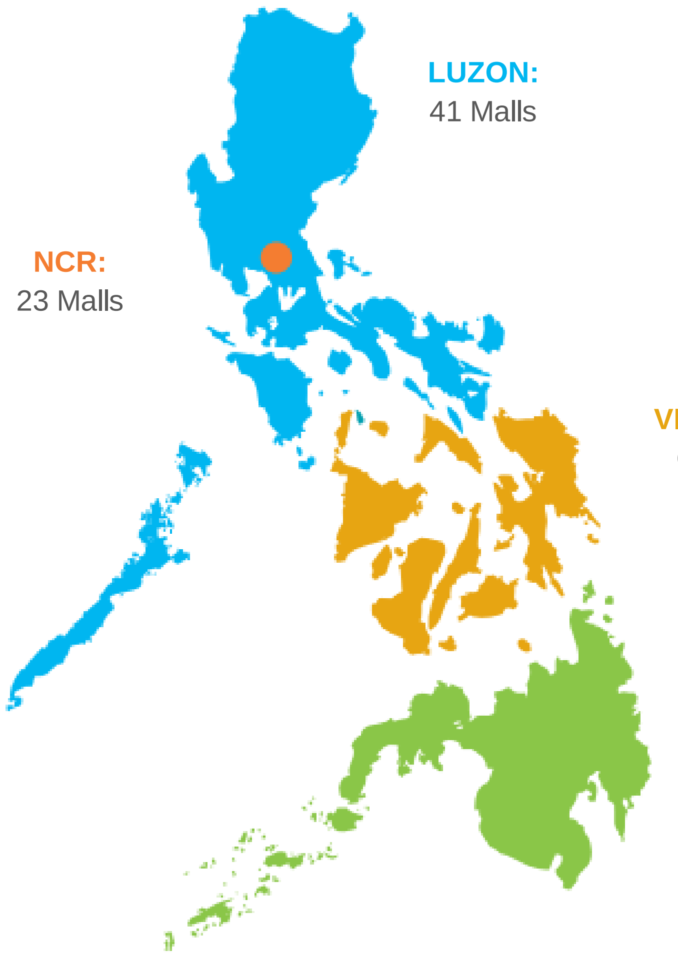
SM Prime is the largest mall operator/developer in the Philippines.

Key Business Units

Philippine Population: 101M

Philippine Malls

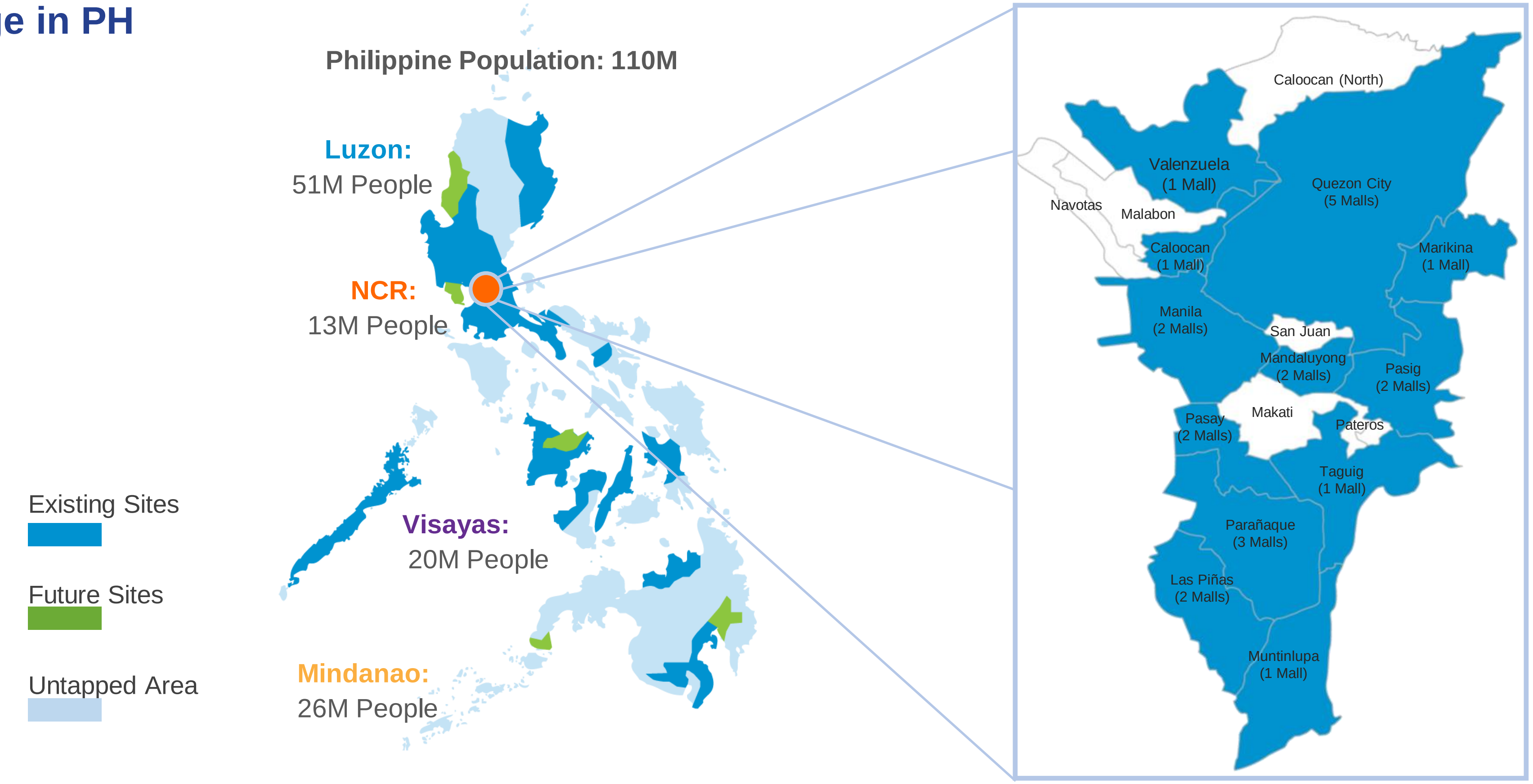
- In terms of GFA, Metro Manila malls account for 39%, Luzon (ex NCR) is 40%, Visayas is 12% and Mindanao is 9%
- Average mature mall contracts is 92% in terms of lease awarded.
- Accounts for 50% of mall space in the country



*as of October 2021

Key Business Units

Mall Coverage in PH



- SMPH malls covered almost all of the key cities in Metro Manila and adjoining towns and municipalities, accounting for 39% of the company's total gross floor area in the Philippines.
- SMPH mall expansion is geared towards the provinces. The focus is to cover most of Northern Luzon, Visayas and the progressive cities in Mindanao.

Key Business Units

China Malls

- Operating in China since 2001 and became part of SM Prime in 2007
- Operates 7 malls with a total GFA of 1.3m sqm
- Construction for the expansion of SM Xiamen and the new SM Yangzhou has already started.

SM City Xiamen &SM Lifestyle Center

SM City Zibo

SM City Tianjin

PRIME

Key Business Units

Malls' Expansion Program


SM City Grand Central

2021 New Malls

Name	GFA
SM City Daet (October 2021)	47,000
SM City Grand Central (November 2021)	87,000


SM City Urdaneta Central

2021 Malls Expansion

Name	GFA
SM Mall of Asia IKEA	+121,000

- This 2021, SM Prime's mall opening and expansion projects will add around 255,000 sqm of GFA. The Company opened SM City Daet in Camarines Norte last October 15.
- Available landbank of almost 246 hectares which is good for over the next 5 to 7 years.

Residences

(As of 9M2021)

Revenue

PHP32.08bn

Operating Income

PHP13.50bn

Reservation Sales

PHP76.30bn

Residential Units Launched (since 2003)

PHP635bn / 164,185 units

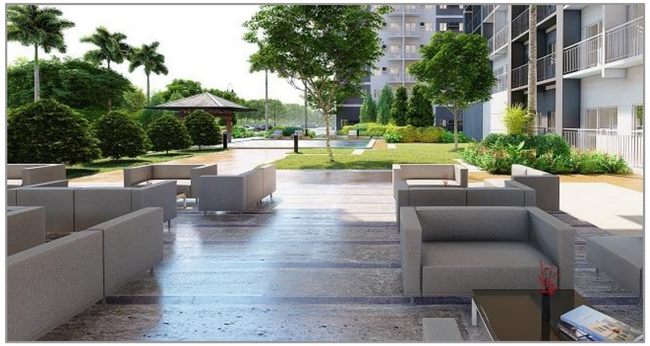
Key Business Units

Primary Homes

- A leading residential developer of high-rise buildings (HRBs), mid-rise buildings (MRBs) and single-detached house and lots
- Accounts for 56% of the consolidated revenues
- Reservation sales value of PHP76.30 billion in 9M2021
- Unbooked Revenue amounts to PHP169.58bn

Gold Residences, Parañaque City

Light 2 Residences, Mandaluyong City



Style Residences, Iloilo City

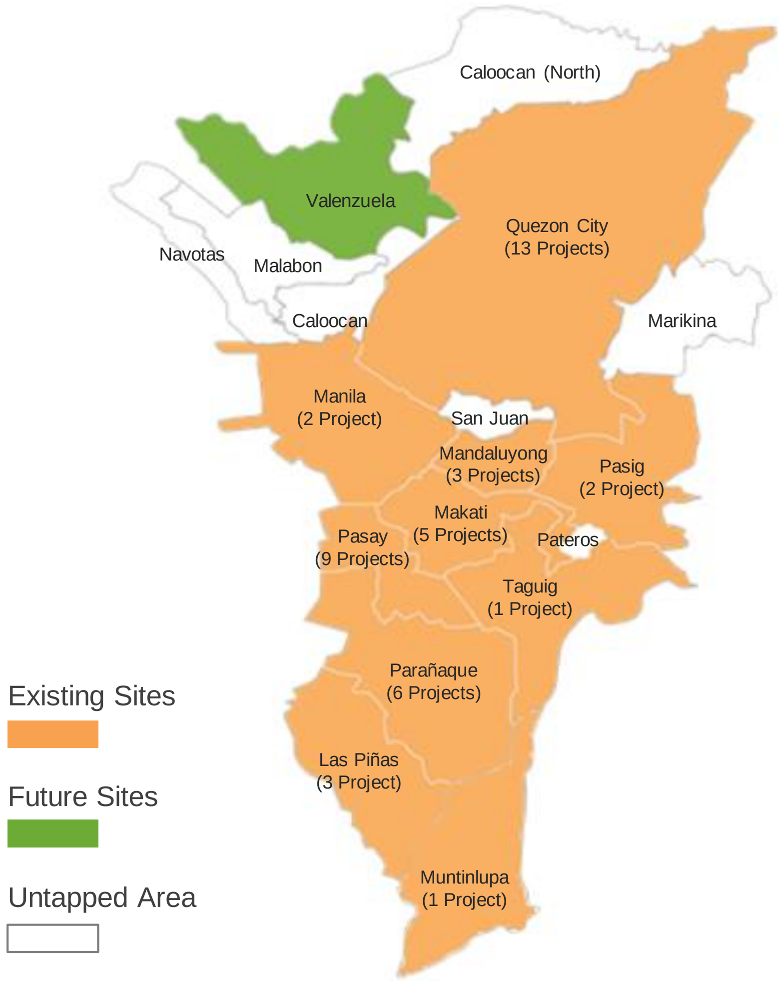
Key Business Units

Primary Homes

Projects Overview (as of 9M2021)	
Ready-for-Occupancy (RFO) (Unsold Units)	3,836
Ongoing Construction (Unsold Units)	24,056
Estimated Inventory Value	PHP168.76bn
9M2021 Reservation Sales (Value)	PHP76.30bn
9M2021 CAPEX	PHP23.25bn
Landbank (hectares)	
Metro Manila	95
Outside Metro Manila	1,563

Sand Residences, Manila City

Residential Coverage
(Metro Manila)



- SMPH fairly covered Metro Manila with high-rise condominium projects with majority of its residential projects located in the cities of Quezon, Pasay, Paranaque and Makati.
- As of 9M2021, 45 out of the 58 SMDC projects in the country are located in Metro Manila.

Key Business Units

Leisure Homes

- Include 2 large-scale tourism projects – Tagaytay Highlands and Pico de Loro
- Tagaytay Highlands is an exclusive mountain resort, golf club and residential complex, covering some areas of Cavite, Laguna and Batangas
- The 40-hectare Pico de Loro is the Phase 1 of Hamilo Coast project, a premier and sustainable leisure destination in Nasugbu, Batangas
- Landbank of 536 hectares

Woodlands Point Community at Tagaytay Highlands

Horizon Terraces Garden Villas

Freia at Pico de Loro Cove

Offices

(As of 9M2021)

Revenue

PHP3.82bn

Operating Income

PHP3.09bn

Gross Floor Area

0.7m sqm

Office Buildings

12

Key Business Units

Offices

- Have 12 office buildings with a combined GFA of more than 700,000 sqm
- Four of these 12 offices are located in the Mall of Asia Complex in Pasay City, which provide a combined GFA of 470,000 sqm
- Have an available landbank of 71 hectares for future development
- SM Prime recently launched the Mega Tower in SM Megamall, a 50-story office building strategically located just beside EDSA. This is the Company's tallest skyscraper.

Mega Tower

FiveE-comCenter

ThreeE-comCenter

Hotels & Convention Centers

(As of 9M2021)

Revenue

PHP0.87bn

Operating Loss

PHP0.76bn

Hotels

8

Convention Centers & Trade Halls

7

Key Business Units

Hotels and Convention Centers

- Operating 8 hotels with over 2,000 rooms; 5 Convention Centers, and 2 Trade Halls with approximately 38,000 sqm of leasable space as of 9M2021.
- Conrad Manila and SMX Manila are both located in Mall of Asia Complex, Pasay City.
- The Company opened the South Wing of Park Inn by Radisson Clark in 1H2021, which added 100 rooms to the company’s hotel portfolio, while it soft-launched Park Inn by Radisson Bacolod in October with new 151 rooms.


Conrad Manila


Park Inn by Radisson - Clark


Radisson Blu Hotel


Pico Sands Hotel


Park Inn by Radisson - Davao

SMX Convention Center

Key Strategies

(As of 9M2021)

Landbank

2,510ha

2020 CAPEX

PHP80bn

Net Debt To Equity

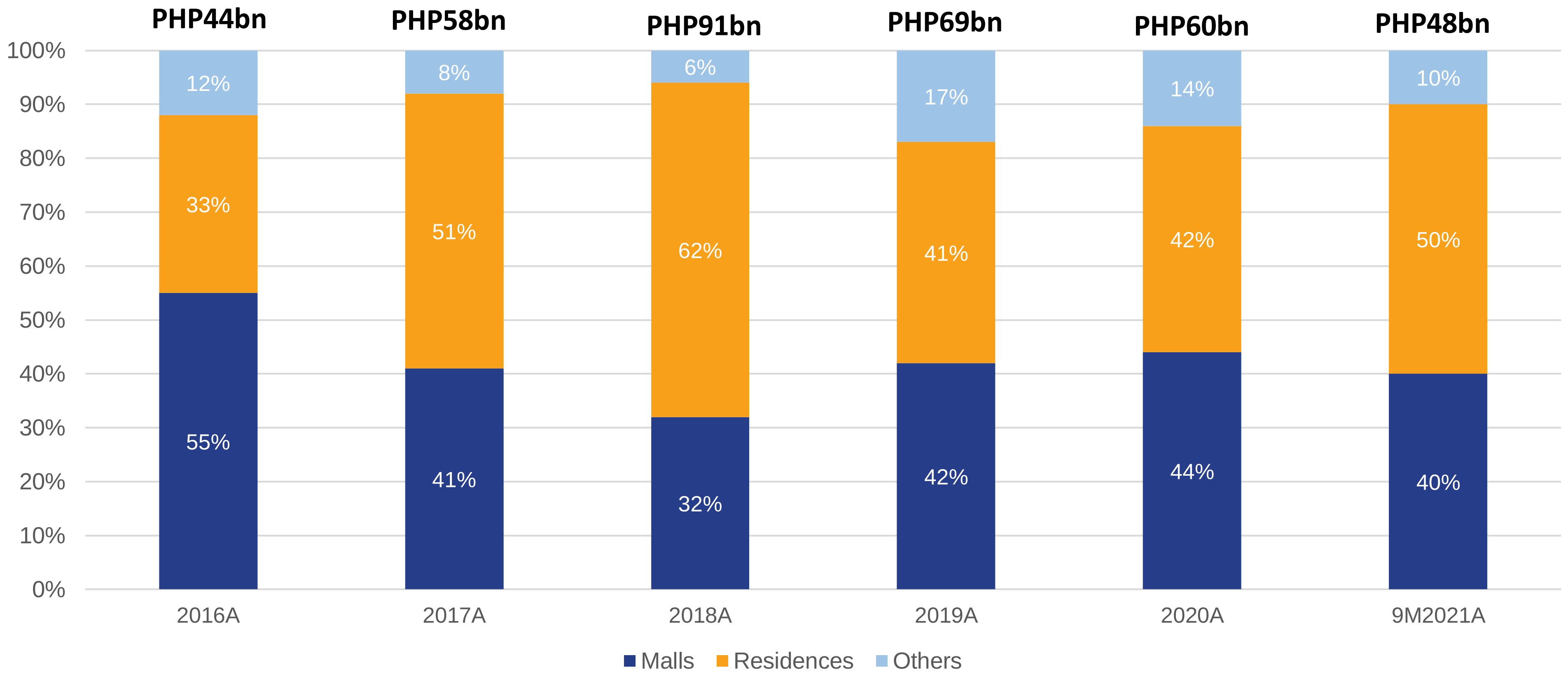
46:54

Landbank

				Area by Region (in hectares)	
	No. of Sites	Area (in hectares)	% of Total	Metro Manila	Provincial
Malls	44	228	9%	19	209
Primary Homes	106	1,658	68%	95	1,563
Leisure Homes	5	536	22%	-	536
Commercial	14	71	3%	5	66
Total	**169**	**2,493**	**100%**	**119**	**2,374**

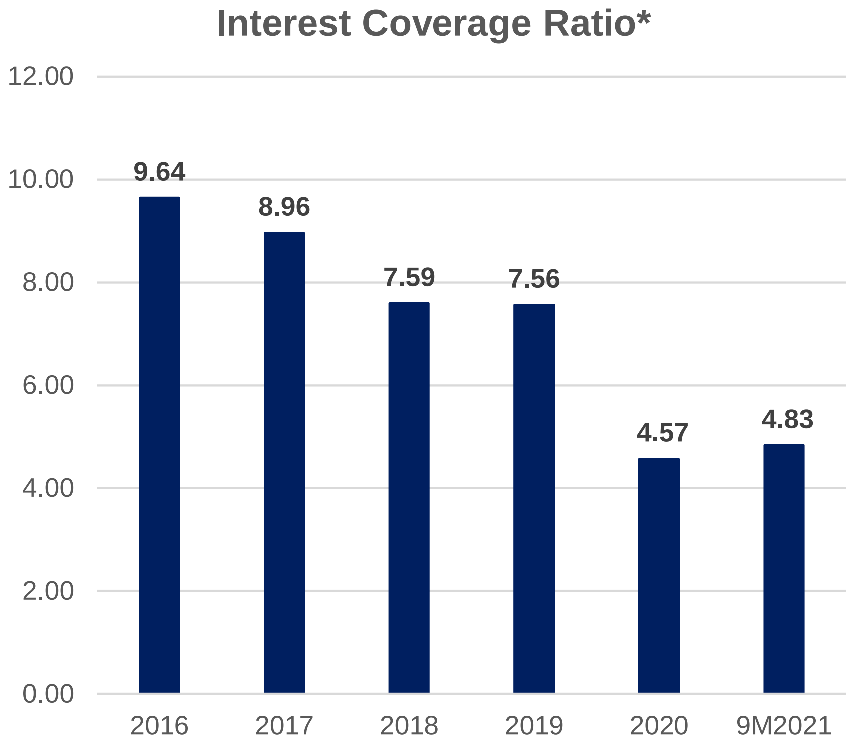
- SM Prime's landbank is good for the next 5 to 7 years, located in emerging progressive cities across the country
- Leisure projects are for medium-term development

CAPEX Program



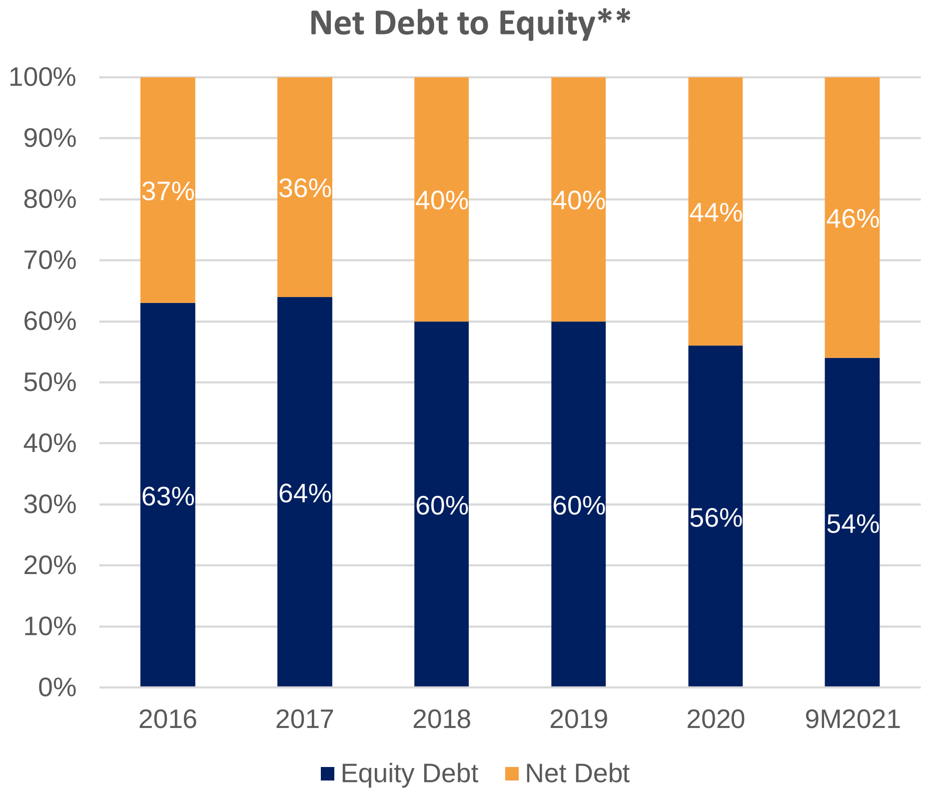
- SM Prime allotted PHP80 billion capital expenditures for 2021. This will be primarily used for mall and residential developments as well as strategic landbanking activities with due consideration to the challenges brought about by the COVID-19 pandemic.
- Furthermore, the Company will continue to explore opportunistic acquisitions and/or investments.
- The CAPEX program will be funded by the combination of local borrowings and internal funds.

Maintain Conservative Balance Sheet



*Earnings before interest, income taxes, depreciation and amortization (EBITDA)

Interest expense



**Total interest-bearing liabilities- cash & cash equivalents

Total equity attributable to equity holders of the parent

Financial Highlights

(As of 9M2021)

Consolidated Net Income

PHP15.62bn

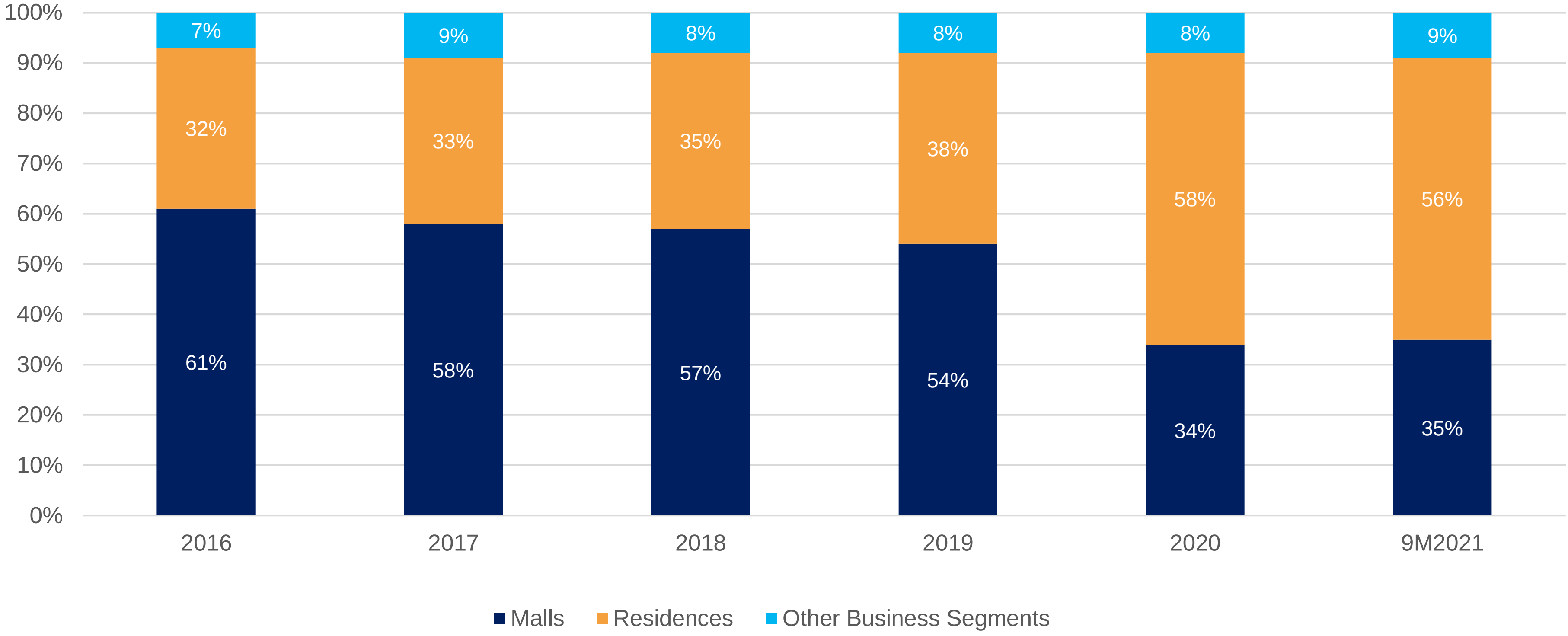
Consolidated Revenue

PHP56.84bn

Consolidated Operating Income

PHP21.57bn

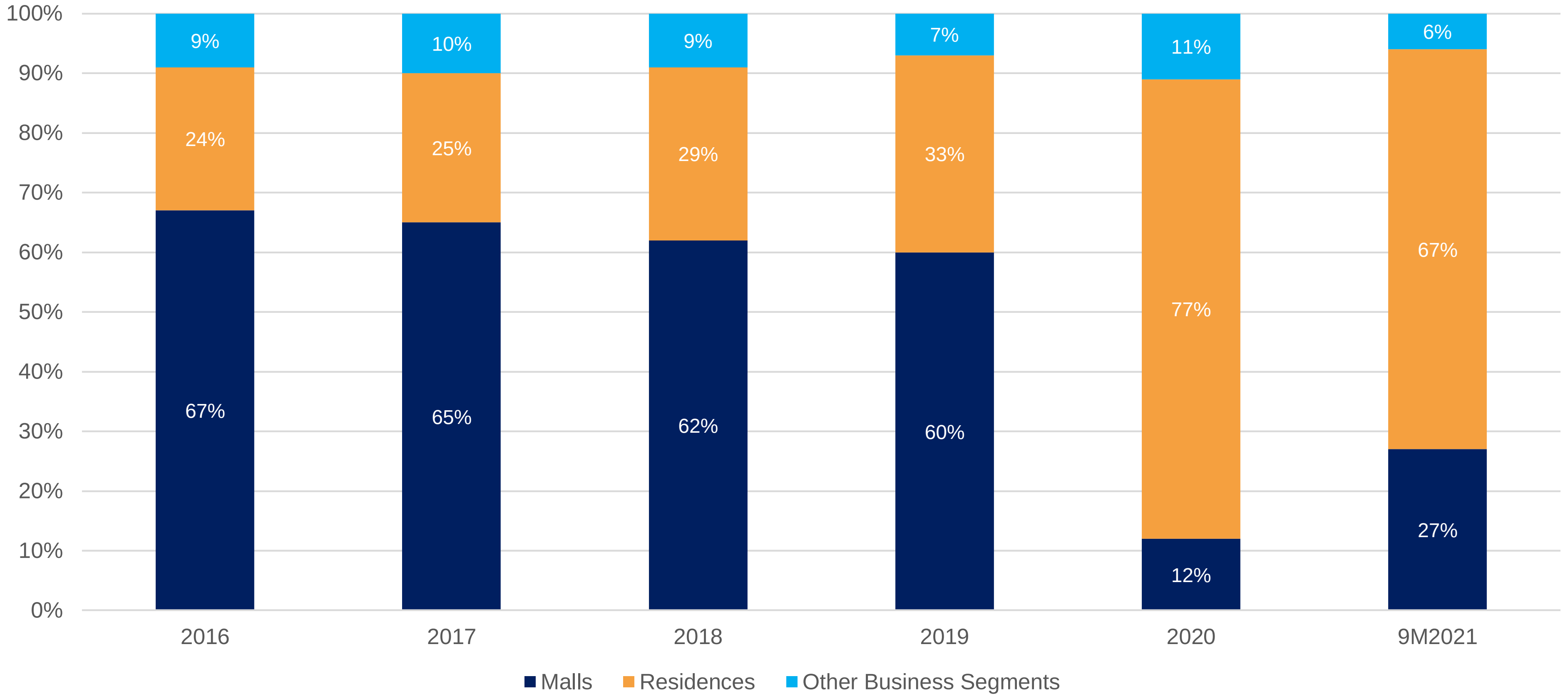
Consolidated Financials
Revenue Segment Contribution



- Residences accounts for 56% of SM Prime's consolidated revenues.
- Malls accounts for 35%.
- Other Business Segments cover the rest.

Consolidated Financials

Net Income Segment Contribution



- Residences contributed the most among key business units, followed by Malls.
- Mall business gained strength as operating tenants increased in 9M2021.

SM PRIME

Consolidated Financials

(In PHP Billion)	9M2021	9M2020	% Chg
Revenues	56.84	60.69	-6%
EBITDA	29.42	30.12	-2%
Operating Income	21.57	22.57	-4%
Net Income	15.62	14.37	9%

- Net income went up by 9% to PHP15.6bn in 9M2021 from PHP 14.4bn, while operating income is 4% lower to PHP21.6bn in 9M2021 from PHP22.6bn. Consolidated revenues likewise dropped by 6% to PHP56.8bn from PHP60.7bn.
- The declaration of COVID-19 by the World Health Organization (WHO) as a pandemic and declaration of nationwide state of calamity and implementation of enhanced community quarantine (ECQ) measures in the areas of Luzon last March 16, 2020 have caused disruptions in the Company's business activities, and its impact continues to evolve.

SM PRIME

Financials

Malls: Philippines

(In PHP Billion)	9M2021	9M2020	% Chg
Revenues	15.78	18.27	-14%
- Rent Income	15.16	16.83	-10%
- Cinema and Event Ticket Sales and others	0.62	1.44	-57%
EBITDA	9.36	10.09	-7%
Operating Income	3.91	4.79	-18%

- Rental Income in 9M2021 is PHP15.2bn, 10% lower from PHP16.8bn in the previous year, which is still a pre-COVID period.
- Operating income, likewise, went down by 18% to PHP3.9bn from PHP4.8bn.

Financials

Malls: China

(In RMB Billion)	9M2021	9M2020	% Chg
Revenues	0.59	0.46	28%
- Rent Income	0.56	0.44	29%
- Others	0.024	0.021	15%
EBITDA	0.46	0.34	35%
Operating Income	0.30	0.18	65%

- The 9M2020 performance was affected by the pandemic lockdown in China during the first quarter of 2020 and the reported positive growth in the succeeding periods was due to the overall recovery of the economy.

Financials

Residences

(In PHP Billion)	9M2021	9M2020	% Chg
Revenues	32.08	34.22	-6%
EBITDA	13.58	14.25	-5%
Operating Income	13.50	14.14	-5%

- Revenues decreased by 6% to PHP32.1bn in 9M2021 from PHP34.2bn in 9M2020.
- Gross profit margin registered at 58%, whereas net income improved by 6% to PHP10.39 billion in 9M2021 from PHP9.84 in 9M2020.
- SMDC's reservation sales in 9M2021 surged to PHP76.3 billion, 14% higher from PHP66.7 of the same period last year.

Financials

Other Businesses

(In PHP Billion)	9M2021	9M2020	% Chg
Revenues	4.69	5.03	-7%
EBITDA	3.39	3.59	-6%
Operating Income	2.33	2.61	-11%

- Revenues from Commercial Properties Group and Hotels and Convention Centers cover 9% of the overall consolidated revenues.
- The Commercial Properties Group (CPG), which manages the Company's office business, continues to operate at optimal level.
- While the Company's hotels and convention centers' operations follow guidelines set by the COVID-19 Inter-Agency Task Force (IATF).

Consolidated Balance Sheets

(In PHP Million (except % data)	9M2021	% to Assets	2020	% to Assets
Assets				
Cash and cash equivalents	30,825	4%	30,662	4%
Equity instruments at fair value through other comprehensive income	16,936	2%	16,700	2%
Receivables & Contract Assets	67,878	9%	58,945	8%
Investment Properties	460,404	60%	436,159	60%
Real Estate Inventories	50,529	7%	43,692	6%
Other Assets	143,637	18%	136,201	19%
Total Assets	770,209	100%	722,359	100%
Liabilities and Stockholders' Equity				
Long-term debt and Loans Payable	304,878	40%	272,469	38%
Accounts payable and others	139,667	18%	139,172	19%
Total Liabilities	444,545	58%	411,641	57%
Total Equity attributable to equity holders of the parent	324,310	42%	309,284	43%

- We continue to maintain a very conservative balance sheet
- More than half of our assets are in the investment properties while our interest bearing debt accounts for 40%

SM PRIME

Cash Flow

(In PHP millions)	9M2021	2020	2019	2018	2017	2016
Cash Flows from Operating Activities						
Operating Income before Working Capital Changes	30,815	39,455	65,791	56,592	48,058	37,678
Net Cash provided by operations	18,970	17,190	51,728	45,964	45,777	31,491
Net Cash provided by (used in) Investing Activities	(36,388)	(43,944)	(48,615)	(64,078)	(41,012)	(27,080)
Net Cash provided by (used in) Financing Activities	17,640	22,818	7,310	12,633	14,176	(5,604)
Net Increase (Decrease) in Cash and Cash Equivalents	163	(3,938)	4,167	5,605	19,171	(669)
Cash and Cash Equivalents at Beginning of Year	30,662	34,600	38,766	44,371	25,201	25,870
Cash and Cash Equivalents at End of Year	30,825	30,662	34,600	38,766	44,372	25,201

- Net gearing is equivalent to 46:54 in 9M2021, below the management target of keeping 50:50 net debt to equity ratio

SM PRIME

Investment Highlights

- Establish strong brand equity
- Leading integrated real estate platform with strong track record across full suite of asset classes
- World-class mall business, which will anchor future sustainable lifestyle city projects
- Significant growth opportunities from landbank optimization and future acquisitions
- Strong balance sheet supported by strong recurring income
- Highly experienced management team and strong corporate governance

SM PRIME

2020 Integrated Report

SM PRIME

Investor Kit 2021

This presentation is available online through
www.smprime.com