



# M·REIT

A MEGAWORLD COMPANY

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## NINE MONTHS 2024

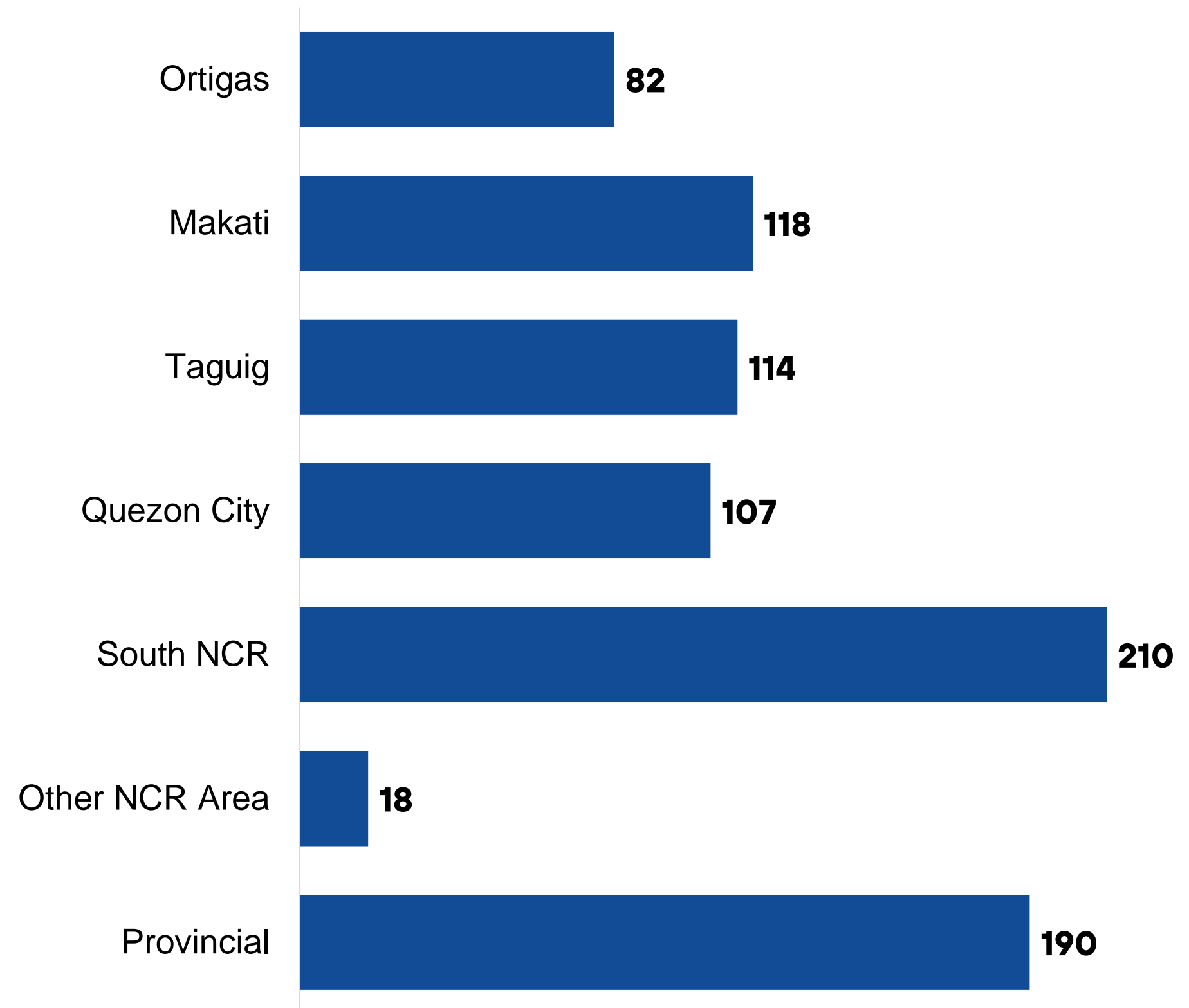
Analyst Presentation



## NEW LEASES

# 840,000 sqm

- Colliers reported a significant increase in new lease volume, with a total of 840,000 sqm in 9M2024 from 651,000 sqm in 9M2023, across the Philippines.
- Vacancy rate as of 9M2024 reached 18.5%, from 18.7% in 9M2023.
- Megaworld Premier Offices captured up to 11% of the Colliers reported new leases in the market at 90,300 sqm.



Source: Colliers Report



# Tenant Mix

(by GLA)



BPO  
71%



Traditional  
23%



Retail  
4%



Hotel  
2%

Occupancy Rate

93%

Weighted Average Lease Expiry (WALE)

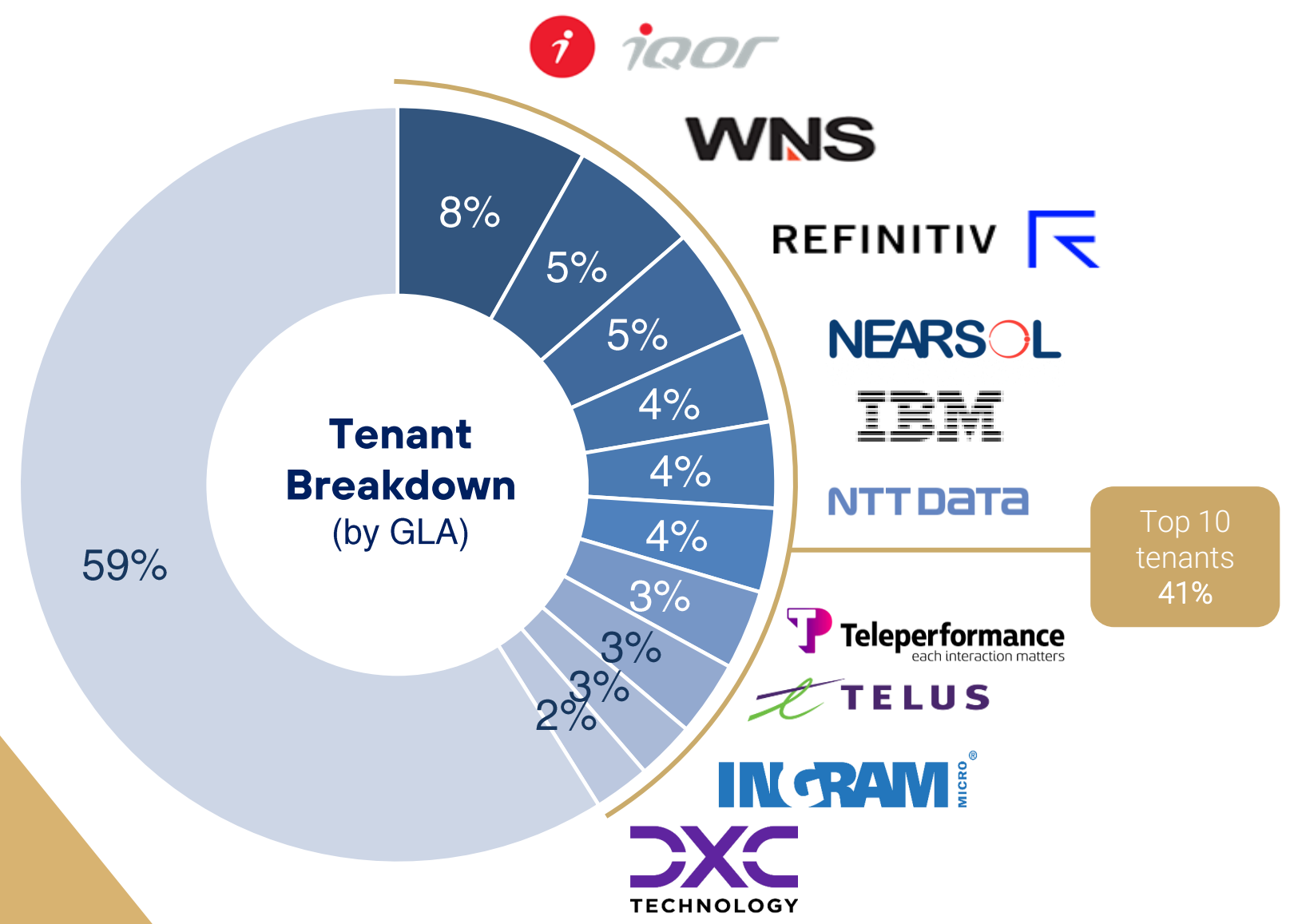
2.6 YEARS

Signed Contract

73,500 sqm

# Tenant Breakdown

(by GLA)

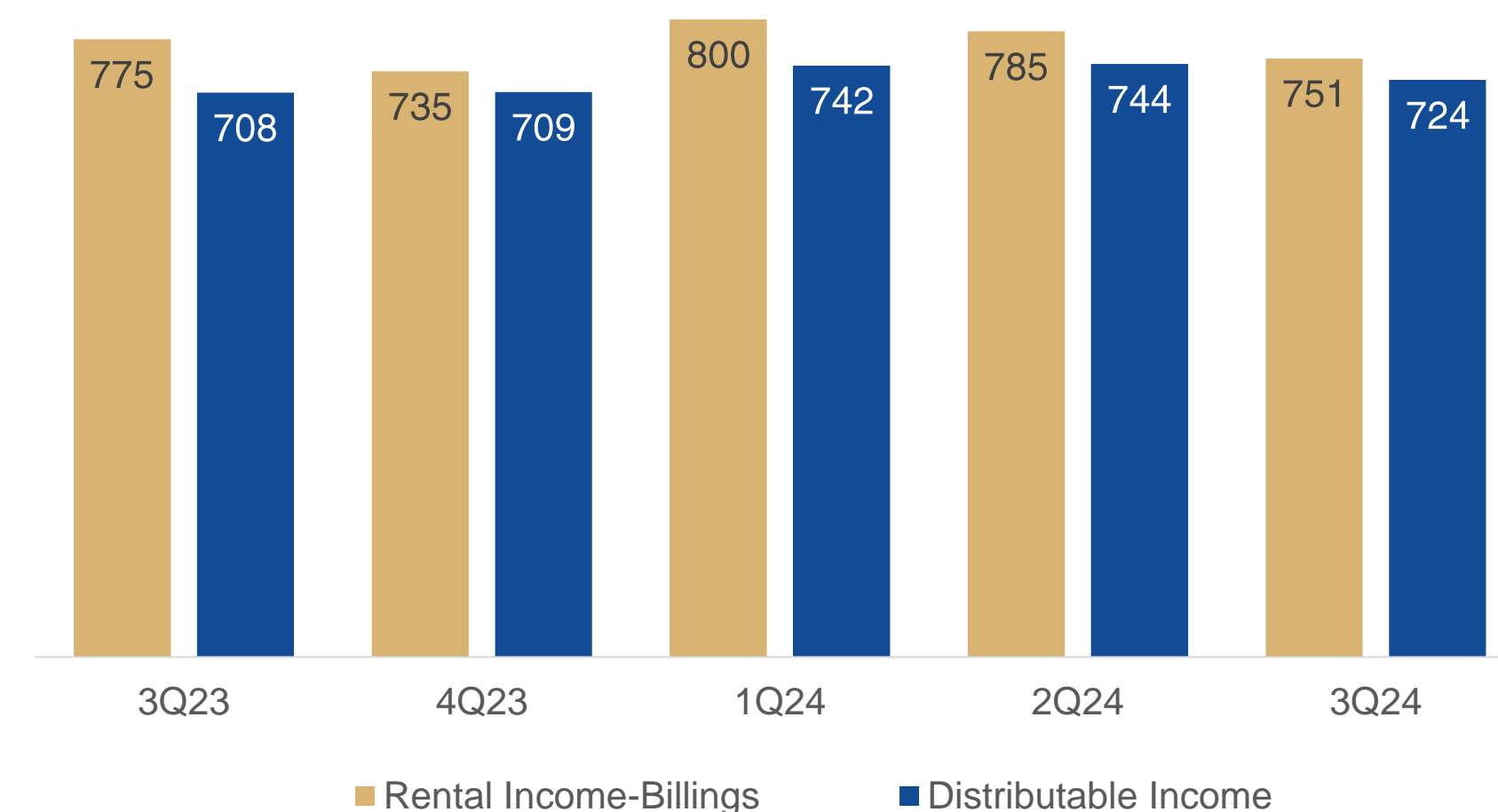


# Financial Performance

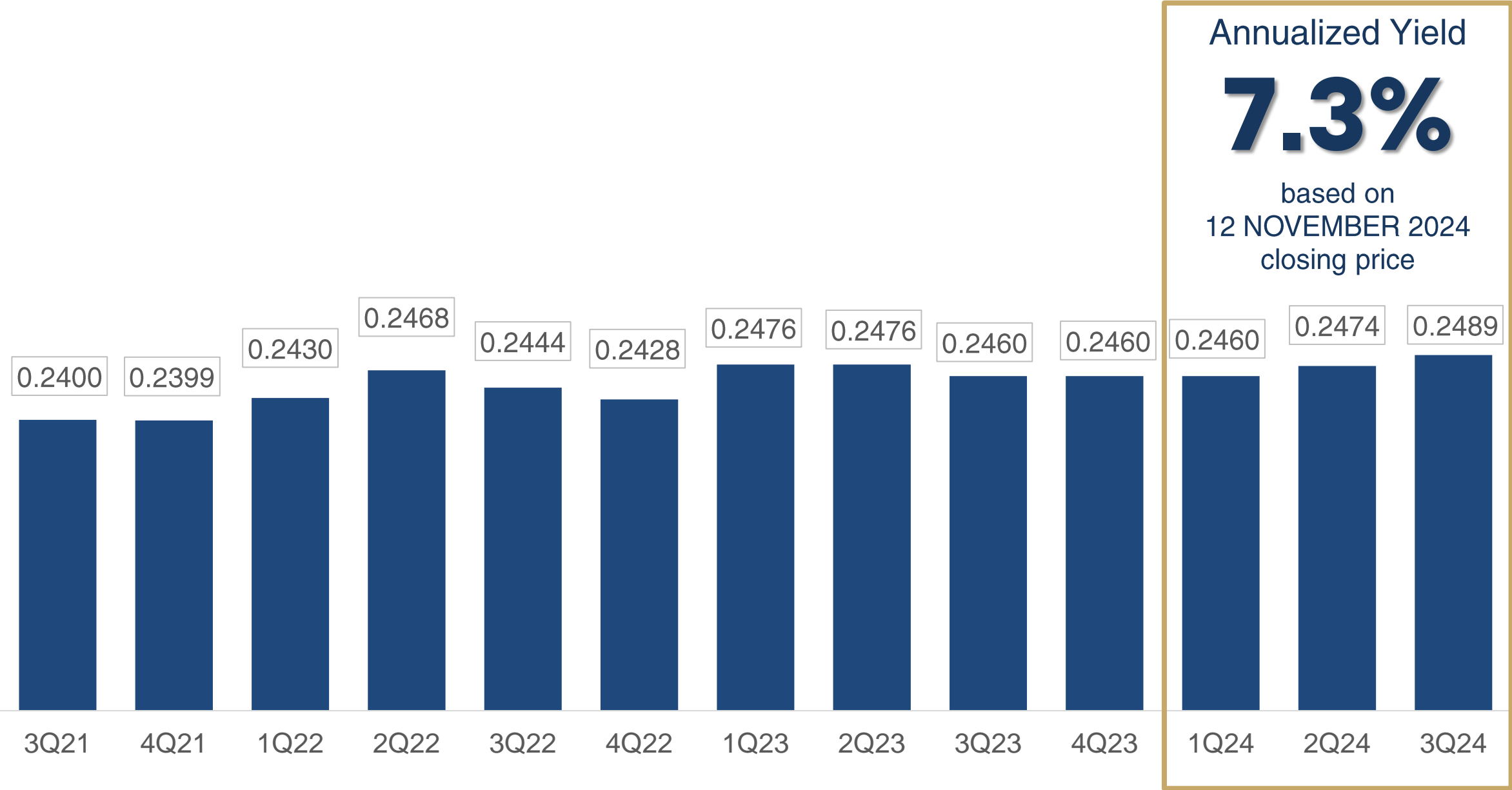
| In PHP millions                     | 9M2024         | 9M2023         | YoY%        |
|-------------------------------------|----------------|----------------|-------------|
| Revenues                            | 3,110.5        | 3,106.8        | 0.1%        |
| Direct Operating Costs              | 694.3          | 684.8          | 1.4%        |
| Gen. & Admin. Expense               | 39.6           | 50.0           | -20.7%      |
| <b>Net Operating Income</b>         | <b>2,376.6</b> | <b>2,372.0</b> | <b>0.2%</b> |
| Interest & Other Income             | 46.5           | 46.1           | 0.8%        |
| Interest Expenses                   | -225.7         | -231.9         | -2.7%       |
| Fair value gains (losses)           | -              | -              | -           |
| <b>Pre-Tax Income</b>               | <b>2,197.4</b> | <b>2,186.2</b> | <b>0.5%</b> |
| Tax Expense                         | -8.2           | -8.8           | -6.3%       |
| <b>Profit after Tax</b>             | <b>2,189.2</b> | <b>2,177.5</b> | <b>0.5%</b> |
| Fair value losses (gains)           | -              | -              | -           |
| Straight-line and rental adjustment | -0.9           | -74.7          | -98.8%      |
| Other accounting adjustments        | 21.2           | 32.2           | -34.2%      |
| <b>Distributable Income</b>         | <b>2,209.5</b> | <b>2,134.9</b> | <b>3.5%</b> |

**NOI margin expanded by 90 bps QoQ to 78.4% in 3Q 2024 from 77.5% in 2Q 2024 on cost efficiency strategies**

Growing distributable income on high occupancy level, new leases, and ongoing rent escalations



# Dividend Per Share



**DIVIDEND  
DECLARATION**

Dividend per Share

**P0.2489**  
per share

Payment Date

**03 DECEMBER**  
2024



# Wave 3 Assets

## TWO WEST CAMPUS

McKinley West, Taguig City

**9,332 SQM**



**100%**

## TEN WEST CAMPUS

McKinley West, Taguig City

**36,214 SQM**



**81%**

## ONE LEGRAND

McKinley West, Taguig City

**48,801 SQM**



**94%**

## TWO FINTECH

Iloilo Business Park, Iloilo City

**18,053 SQM**



**83%**

## ONE FINTECH

Iloilo Business Park, Iloilo City

**18,157 SQM**

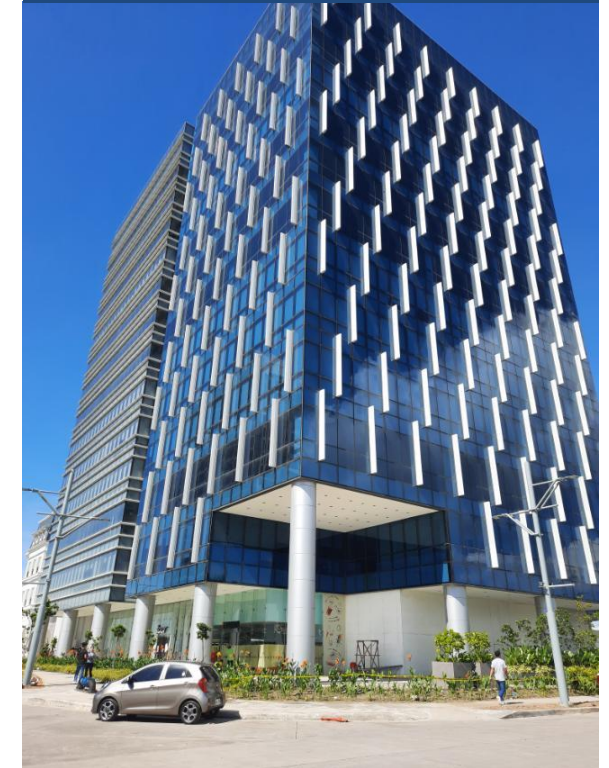


**98%**

## DAVAO FINANCE CENTER

Davao Park District, Davao City

**26,074 SQM**



**100%**



# Post-acquisition Impact

## WAVE 3 ASSETS

Total Gross Leasable Area

**156,631**<sub>SQM</sub>

Occupancy Rate

**91%**

Weighted Ave Lease Expiry

**3.72**<sub>YRS</sub>



BPO  
90%



Traditional  
7%



Retail  
3%

## POST-ACQUISITION

Total Gross Leasable Area

**482,056**<sub>SQM</sub>

Occupancy Rate

**92%**

Weighted Ave Lease Expiry

**2.95**<sub>YRS</sub>



BPO  
77%



Traditional  
18%



Retail  
4%



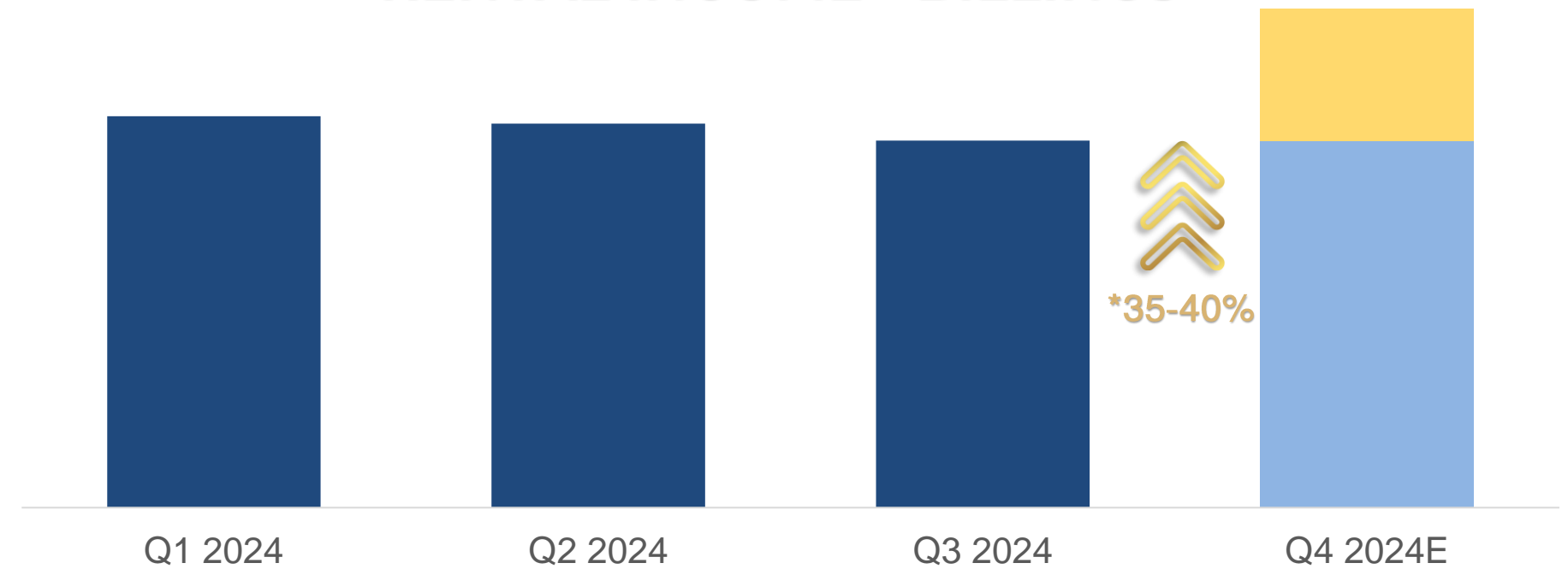
Hotel  
1%



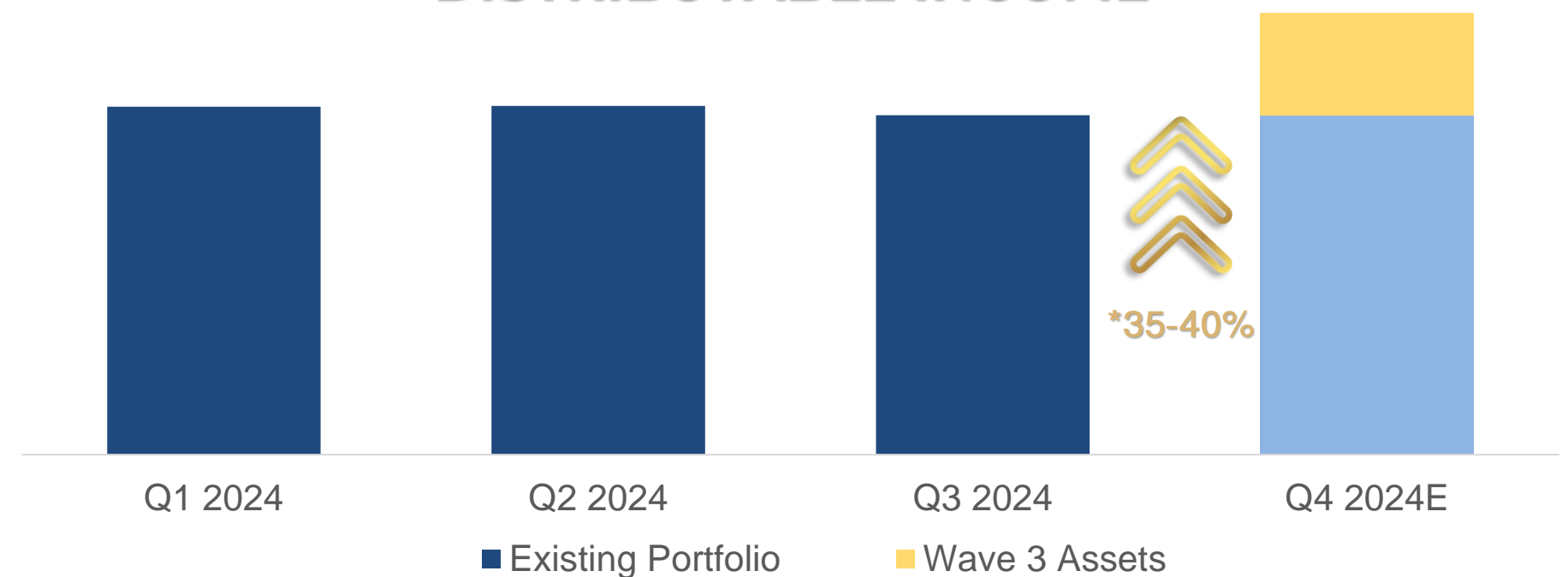
# Post-acquisition Impact



## RENTAL INCOME - BILLINGS



## DISTRIBUTABLE INCOME

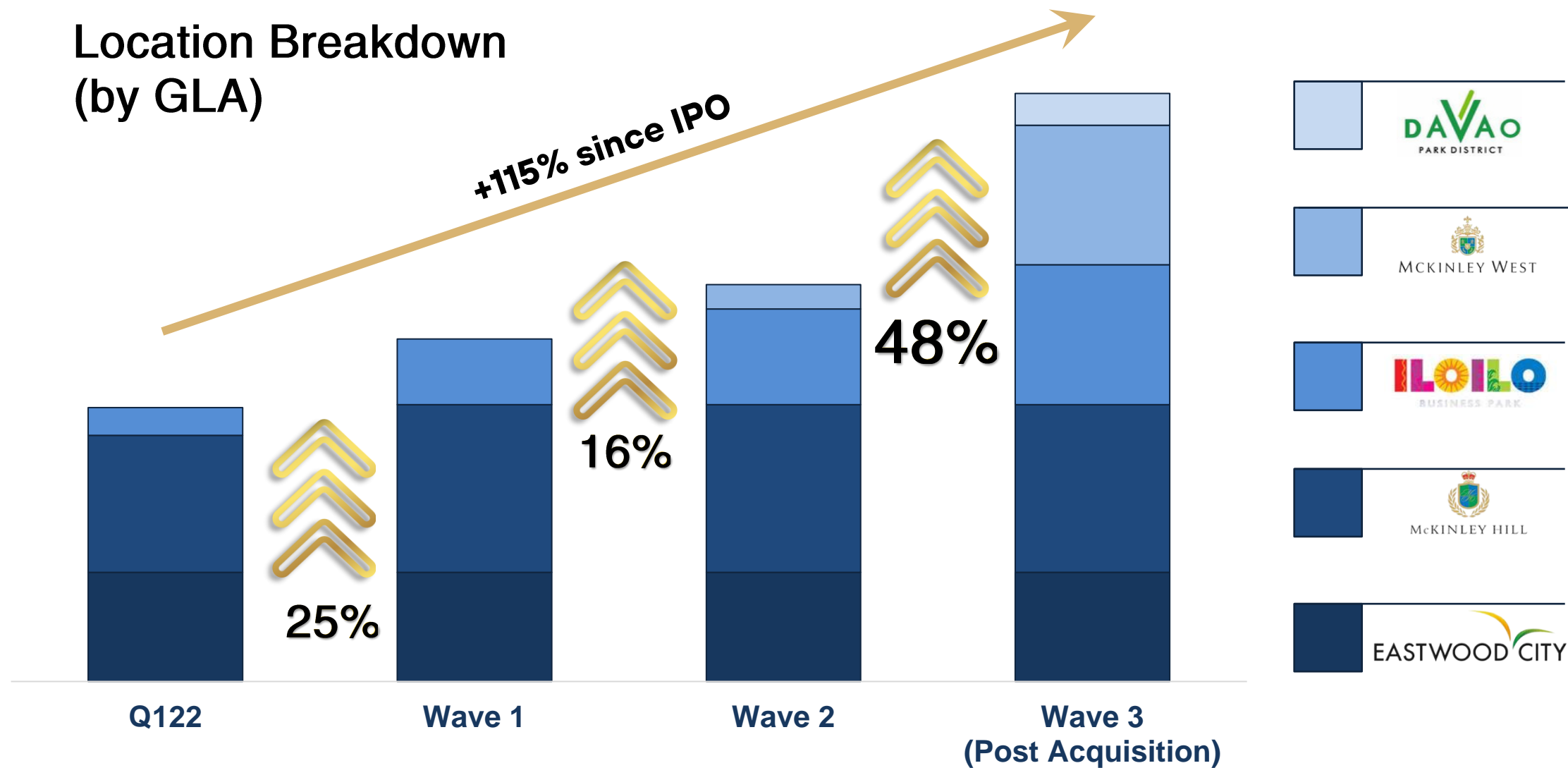


*\*From the newly-infused properties*



# Post-acquisition Impact

Location Breakdown  
(by GLA)



- The addition of the assets in McKinley West, Davao Park District, and Iloilo Business Park further cement MREIT's position as the only REIT in the market with a significant footprint both in Fort Bonifacio (Taguig City) and in the province.

## Post-Acquisition Value

**P75bn**

asset under management

**52%**

increase since IPO



# Our Target



With the SEC-approved asset infusion, MREIT is now one step closer to achieving its 2024 target of 500,000 sqm GLA by the end of the year.



# Large Pipeline for Acquisitions (‘000 SQM)



## OFFICE GLA



MREIT Portfolio

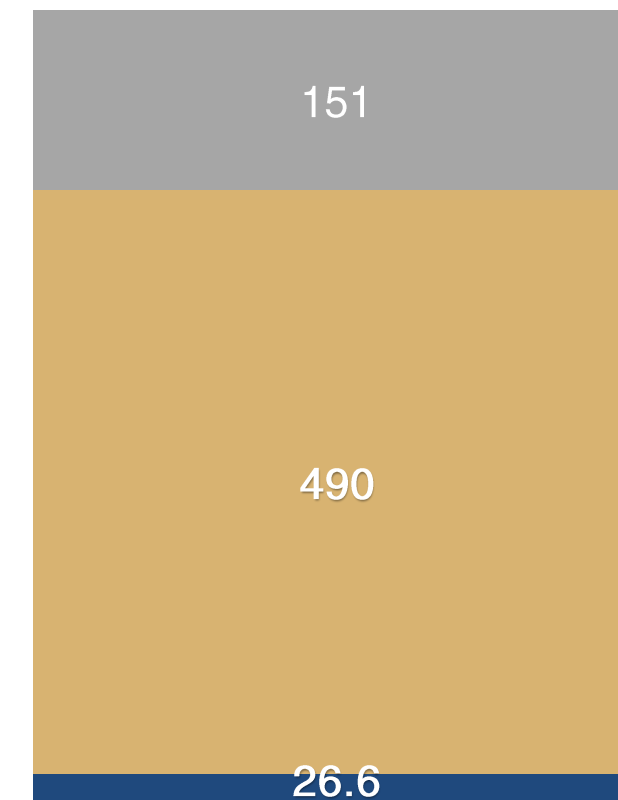


MEG Portfolio



MEG Pipeline

## RETAIL GLA





# Takeaways



- Solid rental income performance, driven by its strategically located and diversified portfolio, showcasing resilience and steady demand for its assets.
- Continued rental escalations and new leases drove revenues and distributable income growth.
- MREIT maintains a high occupancy rate of 93%, providing stable income and long-term tenant commitments.
- MREIT's gross leasable area (GLA) reached 482,000 sqm following the Wave 3 acquisition, keeping the company on track to meet its 2024 target of 500,000 sqm, with further growth expected beyond 2024





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