



NEWS RELEASE

Ayala Land net income up 25%

August 11, 2014 - Ayala Land, Inc. (ALI) posted a strong 25% growth in net income in the first six months of the year. It earned P7.1 billion compared to the P5.6 billion it gained in the same period last year. The company's revenues also reached P46.2 billion, which is 26% higher than the P36.6 billion it reported previously. ALI's positive trajectory was driven by significant contributions from all of its business units, including property development, commercial leasing, hotels and resorts, construction and property management.

"We have been consistent in the execution of our planned projects, and we are making sure that we continue to build integrated estates that will generate economic growth in more areas," said Bernard Vincent O. Dy, ALI President and CEO.

"The past years have been about laying the proper foundations for the company's future growth and we will build on these strong platforms as we complete our projects and introduce new ones," he added.

ALI's property development business which includes the sale of residential lots and units, office spaces, as well as commercial and industrial lots, registered revenues of P29.3 billion, 28% higher than the P22.8 billion it reported in 2013. Revenues from the residential business totaled P24.3 billion, up 40% from last year, because of strong bookings and project completions across all its residential brands. Sales take-up for ALI residential products registered at an all-time high of P48.5 billion which is equivalent to an average monthly sales take-up of P8.1 billion.

The Company's five residential brands launched a total of 5,525 units in the first six months of 2014, with a total sales value of P26.8 billion.

Ayala Land Premier (ALP) registered revenue growth of 59% year-on-year with P9.8 billion. This was driven by significant bookings in Soliento, Luscar and Elaro in NUVALI, and high-value condominium units such as Park Terraces and Garden Towers in Makati, East Gallery Place and The Suites at Bonifacio Global City. It recently launched Arbor Lanes, an elegant garden community with five blocks of condominiums, within the Arca South (former FTI) estate in Taguig City.

Alveo and Avida posted P5.0 and P5.8 billion in revenues, respectively, owing to contributions from new and existing projects. The two ALI subsidiaries likewise offered new office products that complement their over-all business. They posted a total of P827.2 million in revenues from the sale of office spaces, particularly in HSS Corporate Plaza Towers and One Park Drive in Bonifacio Global City and BPI Corporate Center in Cebu.

Brands that cater to the broader market base also contributed to the Company's performance. Amaia recorded revenue growth of 47% or P1.4 billion, primarily due to the successful launch of Amaia Steps NUVALI, while BellaVita more than doubled its revenues to P46.7 million.

ALI's shopping centers, office and hotels and resorts operations posted combined revenues of P10.4 billion in the first six months of the year. This was 22% higher than the P8.5 billion recorded in 2013.

"We are giving our commercial business a steady push with new offerings in retail, offices, hotels, and even healthcare. Apart from completing our estates by providing a balanced mix of places for work and leisure, it aligns us to our objective of creating business and employment opportunities for more people," said Dy.

The Company's revenues from shopping centers grew by 10% to P5.5 billion from P5.0 billion in the first six months of 2013. The first six months of 2014 saw a steady increase in monthly average lease rates to P1,148 per square meter from P1,104 per square meter in first half 2013, with the opening of new malls and steady rental escalations. Occupied gross leasable area (GLA) was up by 7% year-on-year.

Revenues from office leasing operations increased by 31% to P2.1 billion from P1.6 billion in the same period last year. Total occupied office GLA expanded to 526,160 square meters as of the end of June 2014.

The Company's hotels and resorts business grew revenues by 48% to P2.8 billion from P1.9 billion driven by the performance of new hotels and resorts. Revenue per Available Room (REVPAR) for hotels was at P3,816, which is substantially higher by 47% versus 2013 levels due to improved occupancy and room rates at Holiday Inn, Fairmont Hotel and Raffles Residences and the Seda Hotels. REVPAR for resorts improved by 23% year-on-year, owing to improved occupancy across all resorts.

ALI's construction and property management companies generated combined revenues of P14.6 billion, 39% higher than the P10.5 billion reported last year.

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