



DMCI HOLDINGS
INCORPORATED



SEMIRARA
MINING & POWER
CORPORATION

Q2/H1 Joint Analysts' Briefing
August 10, 2020
Makati City

H1 2020 Key Macroeconomic Highlights

-16.5%

GDP
Q2 2020

-33.5%

Construction
Q2 2020

2.7%

Inflation Rate
July 2020

76

Lockdown Days
(ECQ & MECQ)

-19.2%

Cash Remittances in
May 2020

-20.6%

Decline in PSEi
H1 2020

-1.75%

Rate Cuts

1.8%

Php Appreciation vs.
USD

Business Portfolio

CONSTRUCTION



(100%)

REAL ESTATE



DMCI Project
Developers, Inc.
(100%)

INTEGRATED ENERGY



(56.65%)

OFF-GRID POWER



(100%)

NICKEL MINING



(100%)

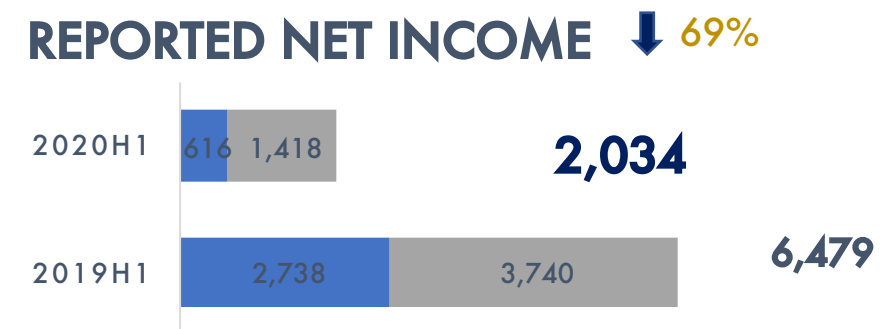
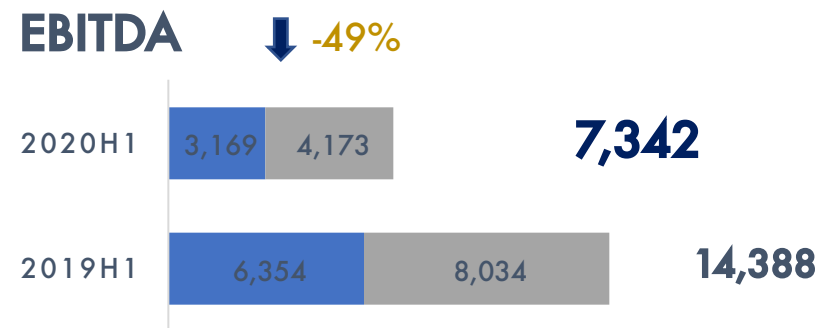
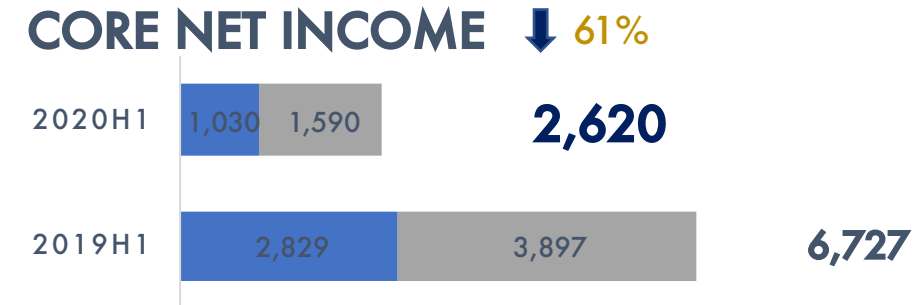
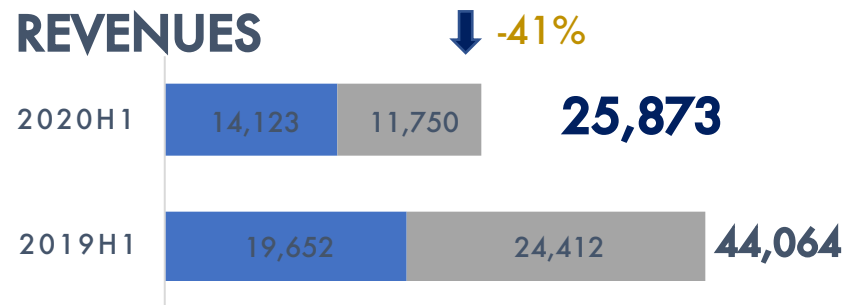
WATER



(Indirectly 25%)

Our businesses are key players in essential industries such as construction, housing, utilities and mining.

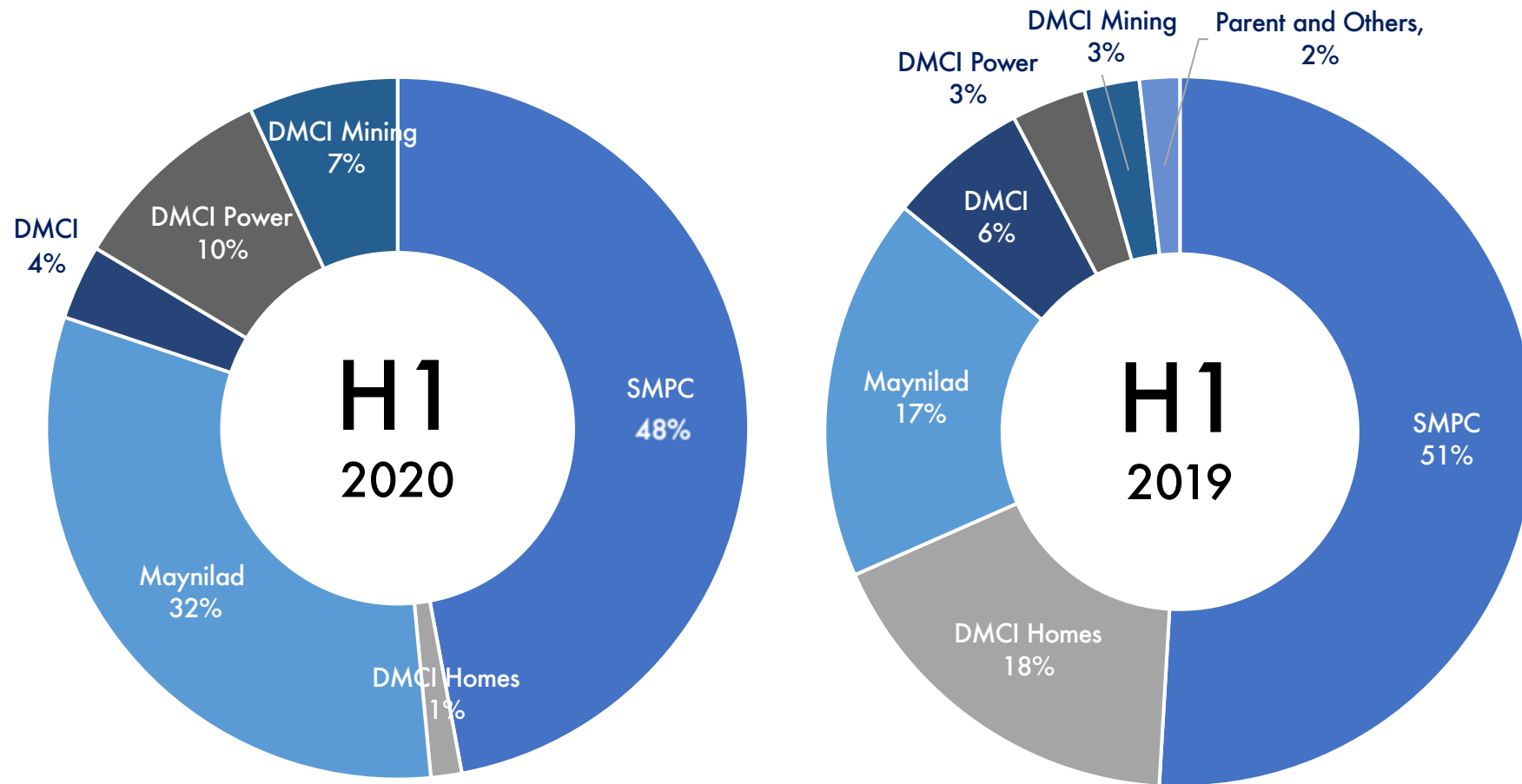
Drop in reported net income due to the impact of COVID-19 containment measures on productivity, collections, market demand and market prices and one-time loss from a real estate project



■ Q1 ■ Q2

all figures in Php millions

Core Earnings Contribution Mix



- SMPC remains the main contributor
- Contributions from DMCI Homes fell sharply due to lower revenue recognition from decline in accomplishments during the lockdown.
- DMCI Power and DMCI Mining delivered resilient earnings boosting their contributions
- Parent and others recognized a net loss of Php 57 mn owing to lower interest income

| (in Php Mn) | SMPC | DMCI Homes | Maynilad | DMCI | DMCI Power | DMCI Mining |
|-------------|-------|------------|----------|------|------------|-------------|
| H1 2020 | 1,260 | 38 | 847 | 92 | 256 | 184 |
| H1 2019 | 3,453 | 1,189 | 1,112 | 440 | 233 | 173 |

Established on 24 December 1954, D.M. Consunji, Inc. (DMCI) is one of the leading engineering-based integrated construction firms in the country.

It operates in four key construction segments: building, energy, infrastructure, as well as utilities and plants.



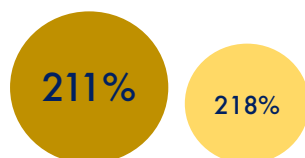
Balance Sheet in Good Health

| In Php Millions | AO Jun 2020 | AO Dec 2019 | Change | % |
|-------------------------------------|----------------|----------------|----------------|------------|
| Cash and cash equivalents | 14,714 | 21,598 | (6,884) | -32% |
| Receivables | 18,981 | 16,260 | 2,721 | 17% |
| Contract assets | 16,111 | 19,118 | (3,007) | -16% |
| Inventories | 56,056 | 49,666 | 6,390 | 13% |
| Investments in associates | 16,128 | 15,214 | 914 | 6% |
| Fixed assets | 62,915 | 63,585 | (670) | -1% |
| Others | 14,943 | 15,346 | (403) | -3% |
| Total Assets | 199,848 | 200,787 | (939) | 0% |
| | | | | |
| Accounts and other payables | 24,034 | 26,798 | (2,764) | -10% |
| Contract liabilities | 14,553 | 13,158 | 1,395 | 11% |
| Loans payable | 52,819 | 46,906 | 5,913 | 13% |
| Others | 11,224 | 11,087 | 137 | 1% |
| Total Liabilities | 102,630 | 97,949 | 4,681 | 5% |
| Total Equity | 97,218 | 102,838 | (5,620) | -5% |
| Total Liabilities and Equity | 199,848 | 200,787 | (939) | 0% |

- Notable decline in Cash following dividend payments of the Parent Company and SCC
- Manageable receivables growth stems from deferral of collections in real estate and power receivables during the ECQ/MECQ period
- Fair shares of increase in Inventories from SCC's coal production and Homes land banking activities
- Businesses faithfully paying off bank loans.

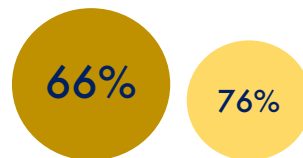
Relevant Ratios:

Current Ratio



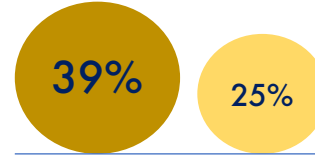
H1 2020 YE 2019

Quick Ratio



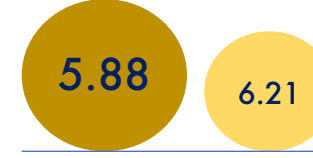
H1 2020 YE 2019

Net Debt / Equity



H1 2020 YE 2019

BVPS



H1 2020 YE 2019

COVID-19 and Beyond



RESILIENCY

- Businesses are in essential industries
- Operations mostly outside Covid-19 epicenters
- Low debt among subsidiaries

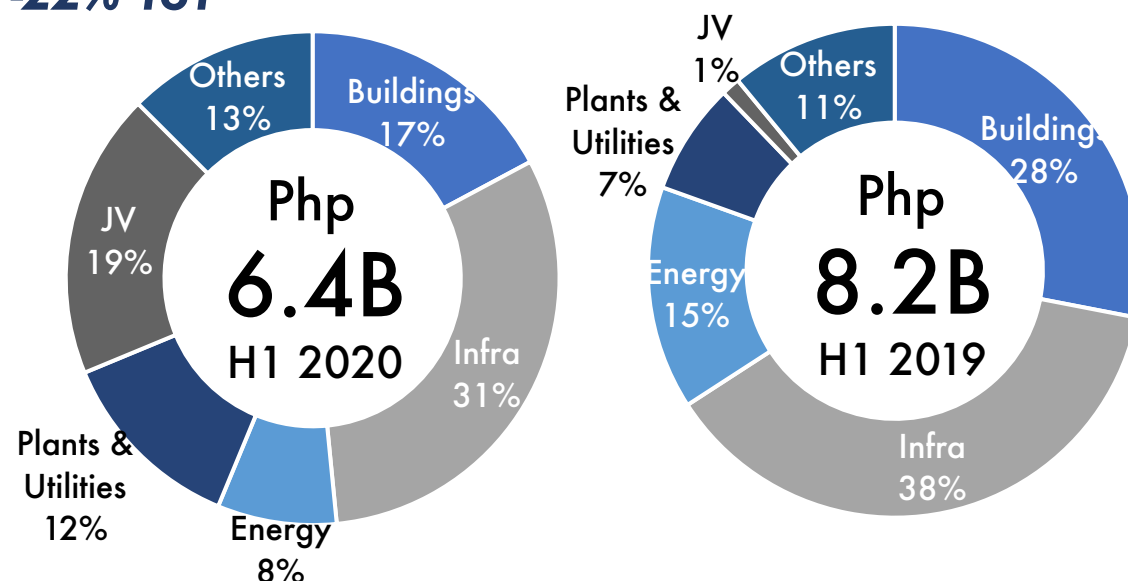
OPPORTUNITY

- Zero debt at parent level
- Strong cash position
- Unused credit lines for growth opportunities
 - DMCI – Php 2B
 - DMCI Homes – Php 11.2B
 - SMPC – Php 34B

76-day lockdown battered productivity, negatively impacting revenues and profitability; JVs provided revenue relief

Revenues

-22% YoY



Q2 2020

Q2 2019

%YoY

Php 2.2 bn

Php 4.0 bn

-45%

Net Income

-83% YoY



Q2 2020

Q2 2019

%YoY

(Php 94 mn)

Php 85 mn

-310%

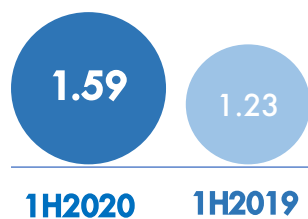
Income Statement

| Income Statement (Amounts in PHP Millions) | ACTUAL Q2 2020 | | ACTUAL Q2 2019 | | % Change | As of June 2020 | | As of June 2019 | | % Change |
|---|-------------------|------|-------------------|------|----------|--------------------|------|--------------------|------|----------|
| Revenue | 2,228 | 100% | 3,973 | 100% | -44% | 6,378 | 100% | 8,174 | 100% | -22% |
| Cash cost | | | | | | | | | | |
| COS | (2,102) | -94% | (3,400) | -86% | -38% | (5,687) | -89% | (6,989) | -86% | -19% |
| OPEX | (82) | -4% | (145) | -4% | -43% | (208) | -3% | (282) | -3% | -26% |
| Total cash cost | (2,185) | -98% | (3,544) | -89% | -38% | (5,895) | -92% | (7,271) | -89% | -19% |
| Core EBITDA | 44 | 2% | 428 | 11% | -90% | 484 | 8% | 903 | 11% | -46% |
| Noncash items | | | | | | | | | | |
| Depreciation & Amortization | (135) | -6% | (319) | -8% | -58% | (352) | -6% | (319) | -4% | 10% |
| Other income (expense) | (2) | 0% | 24 | 1% | 110% | 7 | 0% | 32 | 0% | 78% |
| EBIT | (94) | -4% | 134 | 3% | -170% | 139 | 2% | 616 | 8% | -78% |
| Finance cost | (4) | 0% | (2) | 0% | 120% | (5) | 0% | (2) | 0% | 218% |
| Finance income | 3 | 0% | 1 | 0% | 188% | 8 | 0% | 4 | 0% | 114% |
| Income tax | 1 | 0% | (47) | -1% | -103% | (63) | -1% | (160) | -2% | -61% |
| NET INCOME (NI) | (94) | -4% | 85 | 2% | -210% | 79 | 1% | 459 | 6% | -83% |

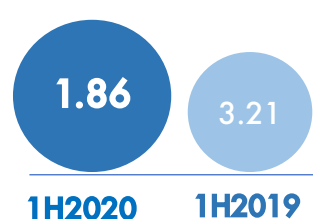
- Provided worker assistance during lockdown and enhanced safety measures against COVID-19 – remove
- JV share kept margin from negative territory

Relevant Ratios:

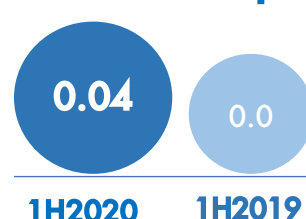
Current Ratio



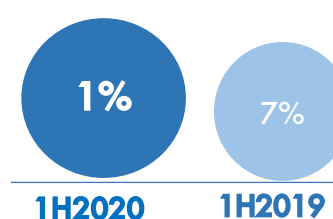
Fixed Asset T.O.



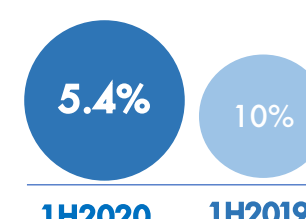
Net Debt to Equity



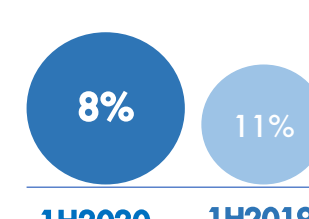
Return on Equity



Gross Profit Margin

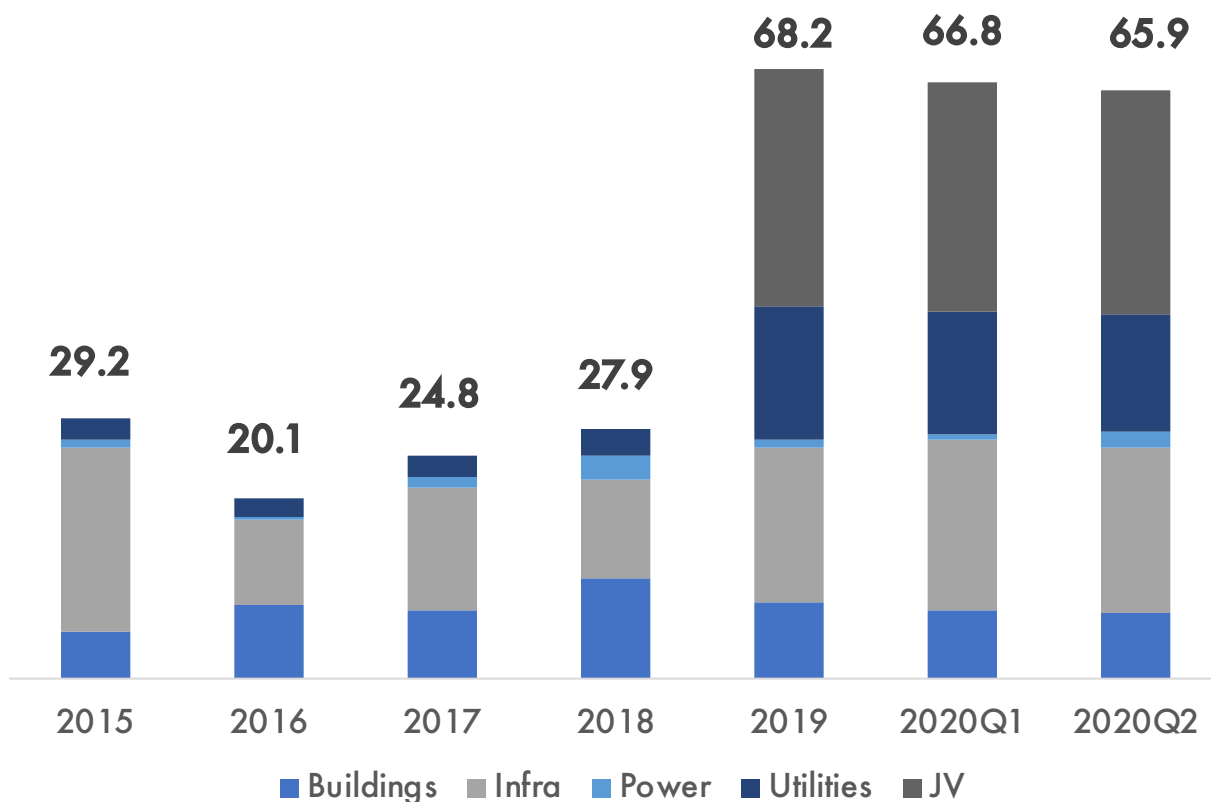


EBITDA Margin



Order book remains healthy; fueled by JVs and skewed towards infra

Historical Orderbook (in Php bn)



Order Book Breakdown

| 2020Q1 | | | | | |
|--------------|-------------|---------------|--------------|----------------|-------------------|
| (in Php bn) | Dec-19 | Newly Awarded | Change Order | Booked Revenue | Balance, Mar 2020 |
| Buildings | 8.5 | - | (0.0) | 0.9 | 7.5 |
| Infra | 17.5 | - | 2.9 | 1.3 | 19.1 |
| Power | 0.8 | - | 0.3 | 0.3 | 0.8 |
| Utilities | 14.8 | - | (0.7) | 0.3 | 13.8 |
| JV | 26.6 | - | (0.6) | 0.4 | 25.5 |
| Total | 68.2 | - | 1.9 | 3.3 | 66.8 |

| 2020Q2 | | | | | |
|--------------|-------------|---------------|--------------|----------------|--------------------|
| (in Php bn) | Mar-20 | Newly Awarded | Change Order | Booked Revenue | Balance, June 2020 |
| Buildings | 7.5 | - | 0.2 | 0.2 | 7.5 |
| Infra | 19.1 | - | (0.1) | 0.7 | 18.3 |
| Power | 0.8 | 1.0 | 0.2 | 0.2 | 1.8 |
| Utilities | 13.8 | - | 0.0 | 0.5 | 13.3 |
| JV | 25.5 | - | 0.0 | 0.6 | 25.0 |
| Total | 66.8 | 1.0 | 0.3 | 2.2 | 65.9 |

Joint Venture Projects

Cebu-Cordova Link Expressway



**Joint Venture in partnership with
Acciona Construction S.A. (Spanish)
and First Balfour (Local)**

**Target Completion Date: Dec 2021
(before Covid)
Project Value: 20,137M**

North-South Commuter Rail



**Joint Venture in partnership with
Taisei Corporation (Japanese)**

**Target Completion Date: June 2023
(before Covid)
Project Value: 55,233M**

Solaire North



**Joint Venture in partnership with
Prime Metro BMD Corporation**

**Target Completion Date: Dec 2022
(before Covid)
Project Value: 20,000M**

High Profile Projects

The Estate Makati



Ultra high-end residential condominium of SM Development Corp. and Federal Land

Target Completion Date: May 2022
(before COVID-19)

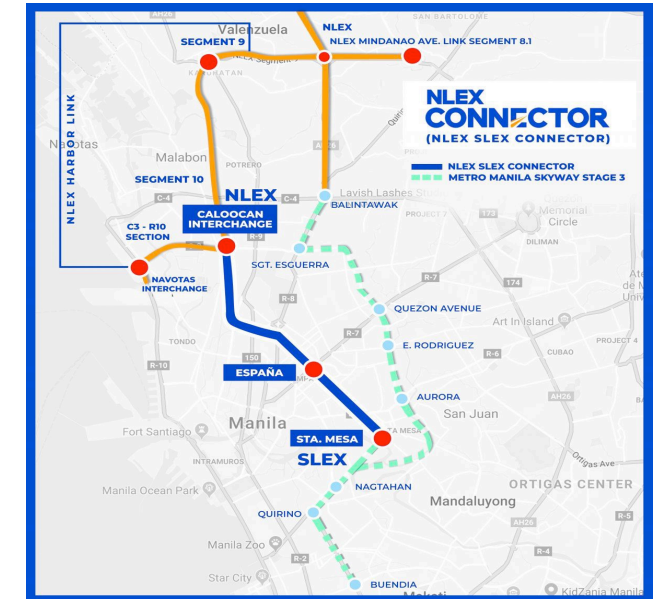
Ikea Philippines



Largest Ikea Store in the world

Target Completion Date: Dec 2020
(before COVID-19)

NLEX-SLEX Connector Road



Eight-kilometer elevated four-lane expressway

Target Completion Date: Oct 2021
(before COVID-19)

COVID-19 and Beyond



RESILIENCY

- No long-term debt
- Big ticket projects are JVs
- Infrastructure-heavy order book

OPPORTUNITY

- Build, Build, Build as economic stimulus
- Partner of choice for foreign contractors
- Formidable workforce and equipment inventory to undertake massive and complicated projects

DMCI Homes was initially a housing division under D.M. Consunji, Inc.

In 1999, it was spun-off to address the surge in demand for urban homes. Since then, the company has sold over 100,000 residential units and parking slots across the Philippines.

all figures standalone



Lockdown restrictions on construction activities and suspended collections curbed revenue recognition and profitability; one-time loss of Php609 mn further dragged earnings

Revenues -40% YoY



| Q2 2020 | Q2 2019 | %YoY |
|------------|------------|------|
| Php 2.6 bn | Php 5.0 bn | -49% |

Net Income -144% YoY

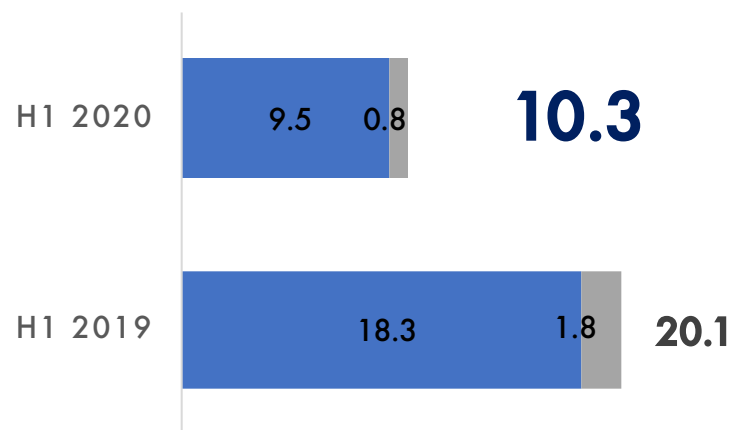


| Q2 2020 | Q2 2019 | %YoY |
|------------|------------|------|
| Php 125 mn | Php 735 mn | -83% |

76-day lockdown led to sharp decline in sales; slight increase in ASP cushioned the blow

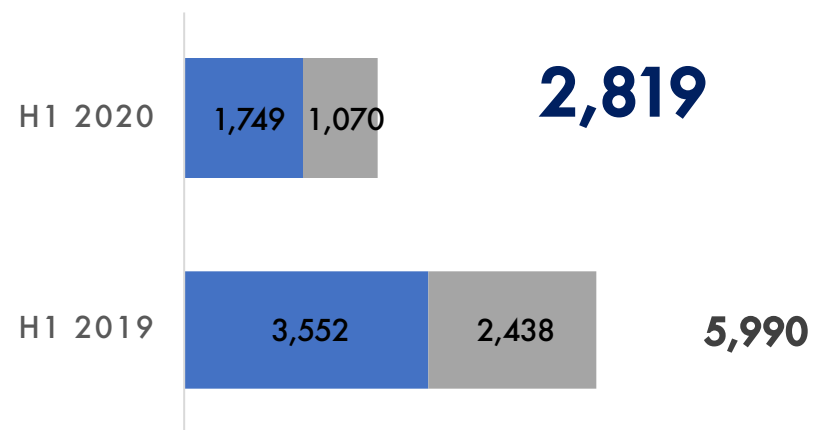
Sales and Reservations (in Php bn)

-49% YoY

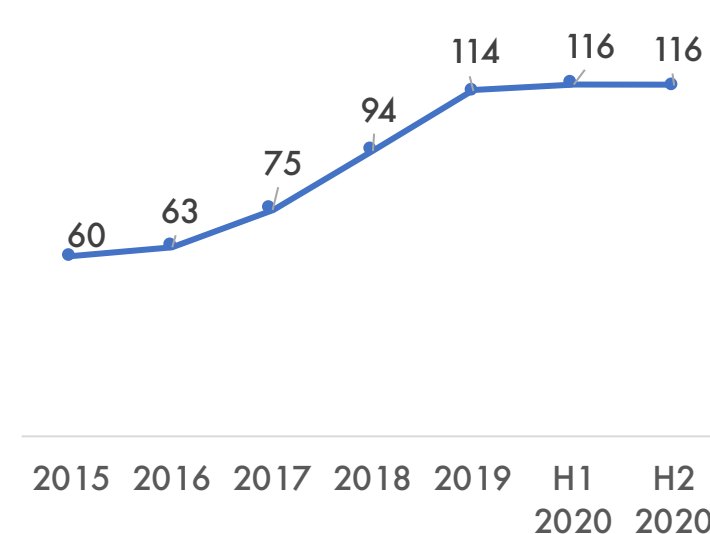


No. of Units & Parking Lots Sold

-53% YoY



Ave. Selling Price (Php '000/sqm)



■ Units ■ Parking

COVID-19 also affected project launches

As of Jan 2020

| | |
|---------------------|--------|
| No. of Projects | 20 |
| Total Sales Revenue | 209 Bn |

As of July 2020

| Month | PROJECT LOCATION |
|---------------------|--|
| Aug | Taguig City Manila |
| Sept | Makati City Quezon City |
| TBA | Quezon City Las Pinas City Quezon City Pasig City |
| No. of Projects | 9 |
| Total Sales Revenue | 107 Bn |

- From the Pre-ECQ target of 20 projects, only 9 remain in the launch calendar
- Of the 9, only 4 are considered priority projects
- These 4 project have a TSR of Php46 Bn



**Launched projects nearly sold-out;
Sufficient land bank**

Ongoing Projects

| No. of Projects | No. of Units | Sales Value | % Sold |
|-----------------|--------------|-------------|--------|
| 22 | 31,640 | Php 135 bn | 90 |

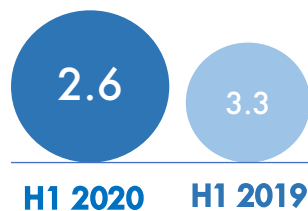


Income Statement

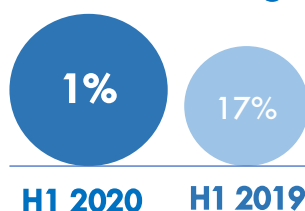
| Amounts in PHP Millions | ACTUAL | | ACTUAL | | % Change | AS OF | | AS OF | | % Change |
|----------------------------|---------|---------|---------|---------|----------|-----------|---------|-----------|---------|----------|
| | Q2 2020 | | Q2 2019 | | | June 2020 | | June 2019 | | |
| Revenue | 100% | 2,559 | 100% | 5,031 | -49% | 100% | 5,669 | 100% | 9,437 | -40% |
| Cash cost | | | | | | | | | | |
| COS | -73% | (1,872) | -67% | (3,361) | -44% | -82% | (4,634) | -68% | (6,464) | -28% |
| OPEX | -10% | (259) | -13% | (634) | -59% | -17% | (980) | -14% | (1,342) | -27% |
| Total cash cost | -83% | (2,131) | -79% | (3,995) | -47% | -99% | (5,614) | -83% | (7,806) | -28% |
| Core EBITDA | 17% | 428 | 21% | 1,036 | -59% | 1% | 55 | 17% | 1,631 | -97% |
| Noncash items | | | | | | | | | | |
| Dep'n., dep. & amort. | -4% | (102) | -3% | (165) | -38% | -4% | (207) | -2% | (227) | -9% |
| Other income (expense) | 2% | 49 | 2% | 112 | -56% | 4% | 242 | 3% | 311 | -22% |
| EBIT | 15% | 375 | 20% | 983 | -62% | 2% | 90 | 18% | 1,715 | -95% |
| Finance cost | -5% | (126) | -1% | (43) | 193% | -3% | (150) | -2% | (160) | -6% |
| Finance income | 4% | 93 | 3% | 127 | -27% | 3% | 185 | 3% | 239 | -23% |
| Provision for income tax | -4% | (99) | -7% | (332) | -70% | -1% | (67) | -6% | (559) | -88% |
| Core Net Income | 9% | 243 | 15% | 735 | -67% | 1% | 58 | 13% | 1,235 | -95% |
| NRI - Verdon Cancellation | -5% | (124) | 0% | | | -11% | (609) | 0% | | |
| NRI - Gain on sale of Land | 0% | 6 | | | | 0% | 6 | | | |
| NET INCOME | 5% | 125 | 15% | 735 | -83% | -10% | (545) | 13% | 1,235 | -144% |

Relevant Ratios:

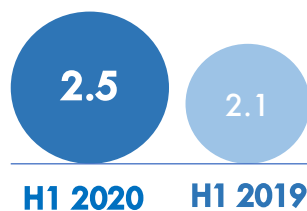
Current Ratio



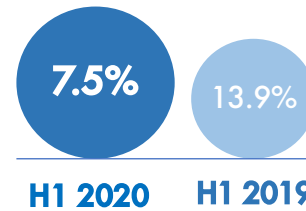
EBITDA Margin



Debt to Equity

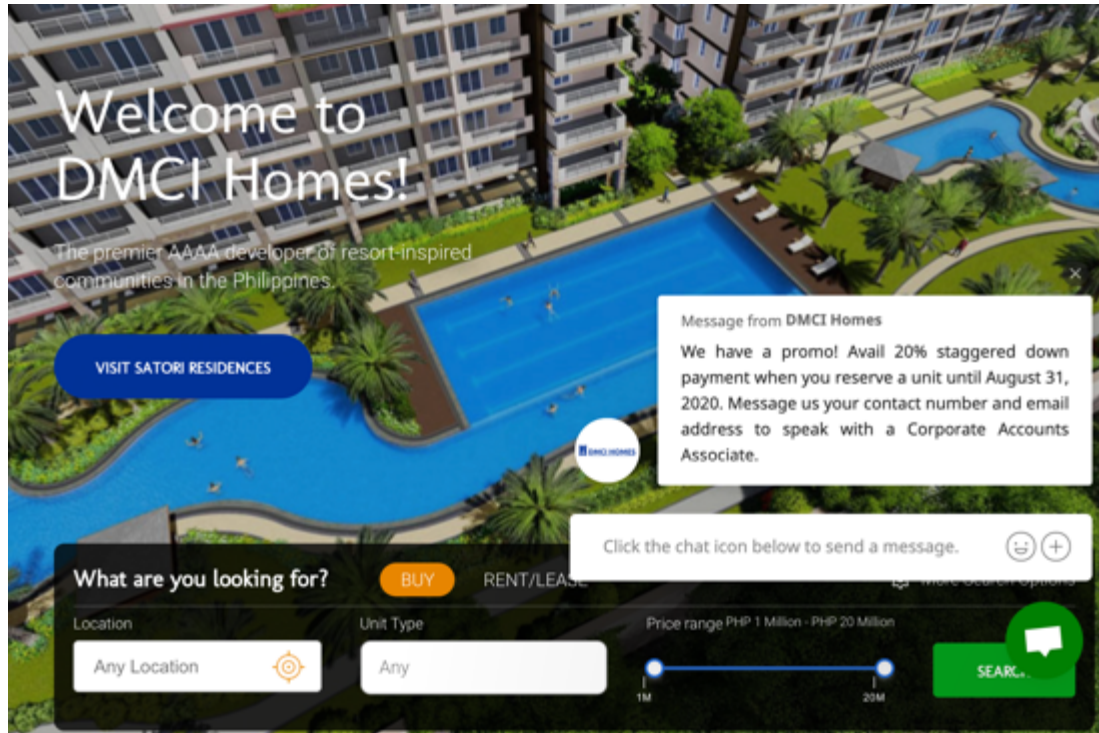


Return on Equity



- The ECQ has tightened construction activities and payment collection which limited our revenue recognition.
- We expect revenues to pick up as construction activities continue.
- Increase in COS ratio due to costs incurred on the dress up of remaining RFO units that were completed in prior years
- Decline in Opex due to lower selling and marketing expenses , repairs and maintenance
- One-time cost for Verdon Cancellation has caused our net earnings to swing down to net loss.
- Available credit line: Php 11.2bn

COVID-19 and Beyond



RESILIENCY

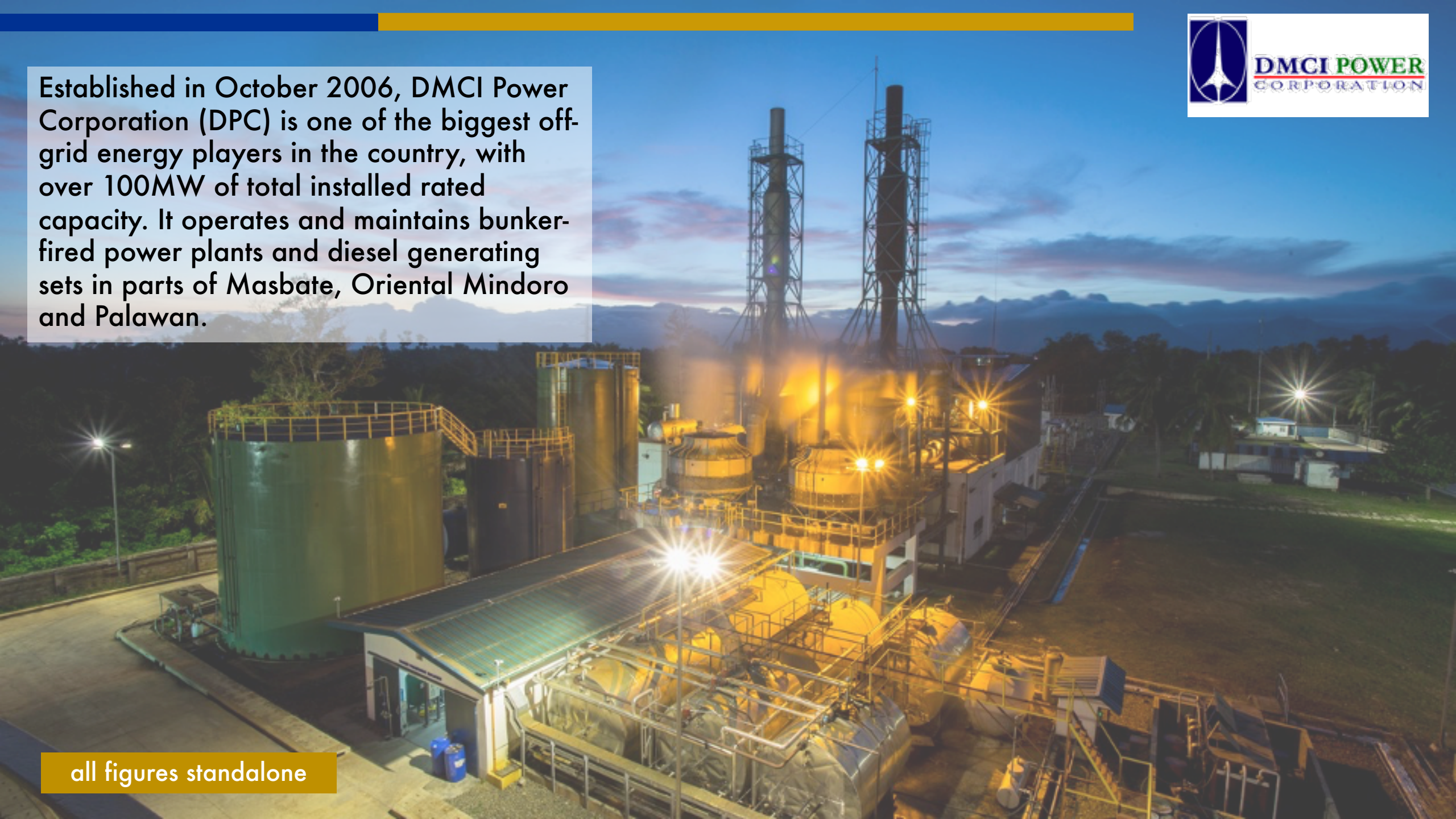
- Accelerating the completion of high-value projects
- Increase barracks capacity for workers
- Modularize key building components

OPPORTUNITY

- Digital transformation
- Current pricing provides headroom for possible increases
- New appreciation among buyers for open spaces and larger-than-usual units

Established in October 2006, DMCI Power Corporation (DPC) is one of the biggest off-grid energy players in the country, with over 100MW of total installed rated capacity. It operates and maintains bunker-fired power plants and diesel generating sets in parts of Masbate, Oriental Mindoro and Palawan.

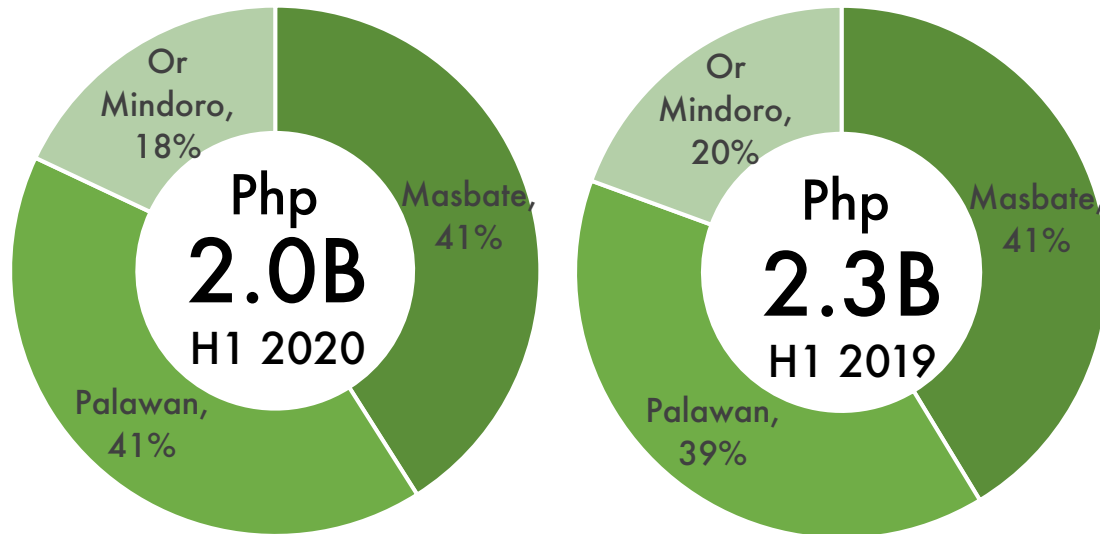
all figures standalone



Off-grid power business displayed resilience; healthy earnings due to higher sales in Palawan, lower fuel and finance costs

Revenues

-10% YoY from Php 2.3 bn



| Q2 2020 | Q2 2019 | % YoY |
|------------|------------|-------|
| Php 1.1 bn | Php 1.3 bn | -15% |

Net Income

+10% YoY from Php 234 mn

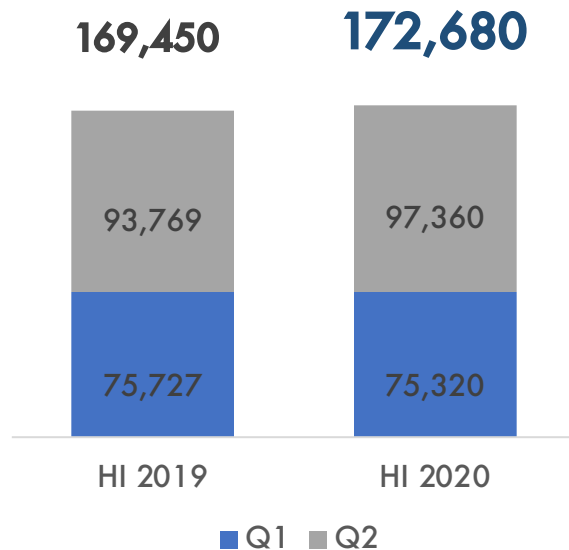


| Q2 2020 | Q2 2019 | % YoY |
|------------|------------|-------|
| Php 159 mn | Php 133 mn | 20% |

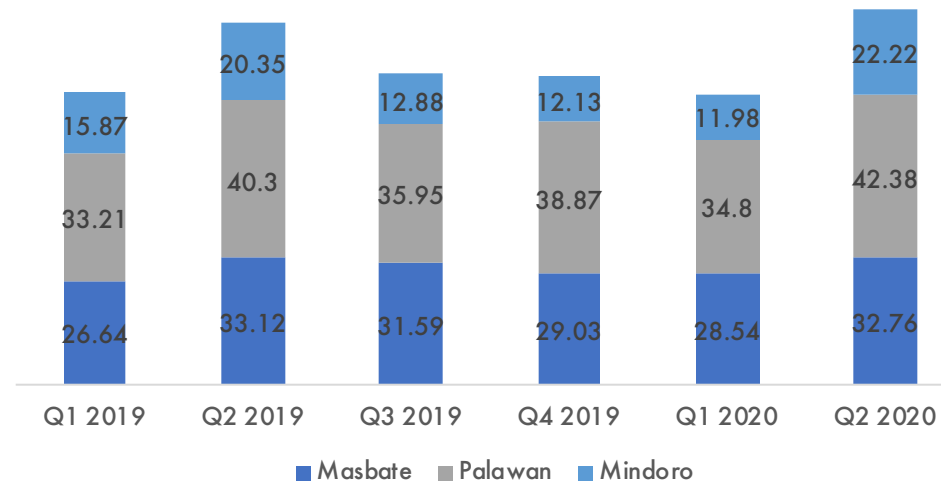
Modest sales growth and lower average selling price

Energy Sales Vol. (in MWH)

+2% YoY

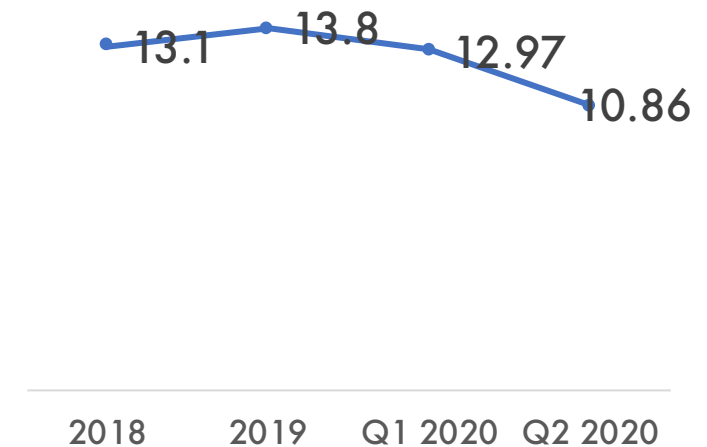


Energy Sales Volume Per SPUG (in GWH)



Overall Ave. Selling Price (per KWH)

-21% from 2019 Ave.



Income Statement



| Income statement (Amounts in PHP Millions) | | ACTUAL Q2 2020 | | ACTUAL Q2 2019 | | % CHANGE | | H1 2020 | | H1 2019 | | % CHANGE | |
|---|------|-------------------|------|-------------------|------|-------------|---------|---------|---------|---------|--|-------------|--|
| REVENUES, net | 100% | 1,057 | 100% | 1,269 | -17% | 100% | 2,034 | 100% | 2,251 | -10% | | | |
| COS | -76% | (803) | -81% | (1,030) | -22% | -78% | (1,590) | -81% | (1,815) | -12% | | | |
| OPEX | 0% | (2) | 0% | (4) | -50% | 0% | (5) | 0% | (8) | -38% | | | |
| Total Cash Cost | -76% | (805) | -82% | (1,034) | -22% | -78% | (1,596) | -81% | (1,823) | -12% | | | |
| Core EBITDA | 24% | 252 | 18% | 235 | 7% | 22% | 439 | 19% | 427 | 3% | | | |
| Noncash items | | | | | | | | | | | | | |
| Depreciation and amortization | -6% | (63) | -5% | (61) | 3% | -6% | (122) | -5% | (119) | 3% | | | |
| EBIT | 18% | 189 | 14% | 173 | 9% | 16% | 317 | 14% | 308 | 3% | | | |
| Finance cost | 0% | (1) | -1% | (9) | -88% | 0% | (2) | -1% | (19) | -89% | | | |
| Finance income | 0% | 0 | 0% | 0 | 0% | 0% | 1 | 0% | 0 | 100% | | | |
| Provision for income tax | -3% | (29) | -2% | (31) | 6% | -3% | (60) | -2% | (56) | 7% | | | |
| NET INCOME | 15% | 159 | 11% | 133 | 20% | 13% | 256 | 10% | 233 | 10% | | | |

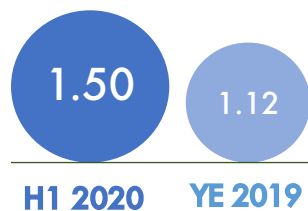
Q2 2020 Profitability improved by +20% as Cost of Sales significantly declined. This has pulled up the H1 2020 to +10% YoY.

DPC's profitability and financial position remains healthy as liquidity improves, as evidenced by the current ratio.

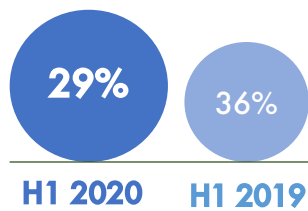
Return on Assets & Total Asset Turnover slightly declined due to expansion units that are yet to be operated.

Relevant Ratios:

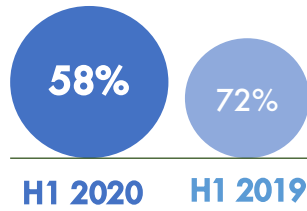
Current Ratio



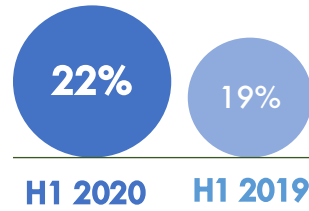
Total Asset Turnover



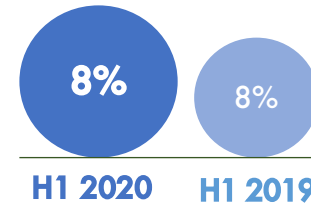
Net Debt/Equity



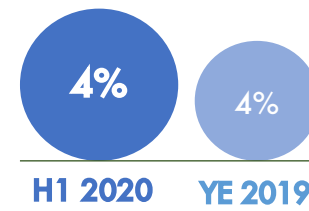
EBITDA Margin



Return on Equity



Return on Assets



COVID-19 and Beyond



RESILIENCY

- Long term bilateral contract with the Distribution Utilities
- Stable demand in the off-grid areas
- Operations outside COVID-19 hotspot

OPPORTUNITY

- Completed 4.15 MW bunker-fired generator in Or Mindoro last May 2020
- 15 MW Masbate Thermal Plant set to begin commercial operations in Q3 2020
- ECC for 15 MW Palawan Thermal Power Plant approved: due for awarding Q3

In 2007, DMCI Mining Corporation was formed to engage in ore, metal and mineral exploration, development and shipping, among others.

Its two operating nickel mining assets—Berong Nickel Corporation (BNC) and Zambales Diversified Metals Corporation (ZDMC)—utilize the surface mining technique to extract nickel, chromite and iron laterite for export to China and Japan.



Berong Nickel Corp.

Zambales Diversified Metals Corp.

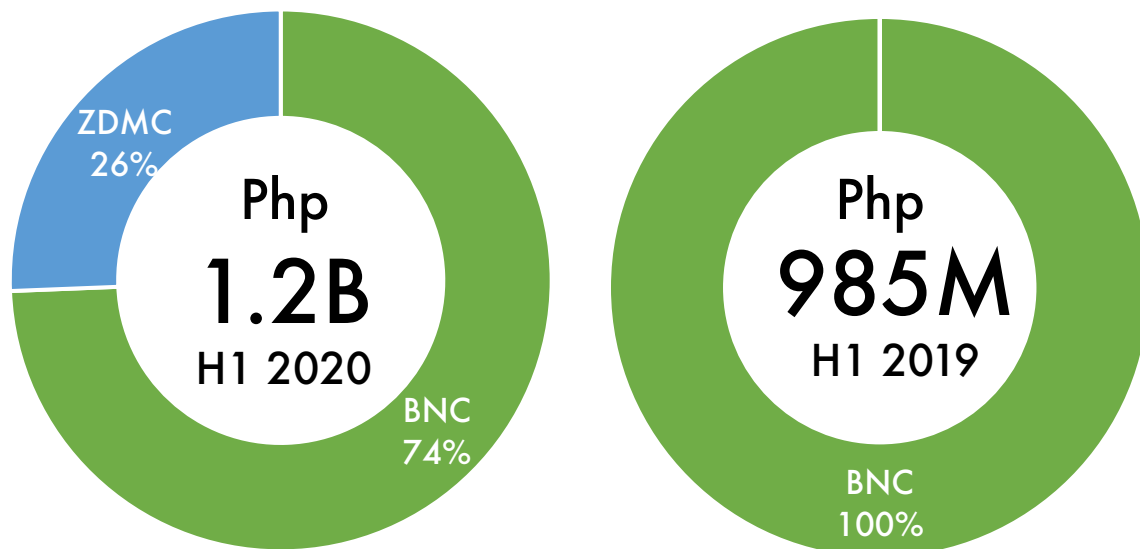
Zambales Chromite Mining Corp.

Narra Nickel Mining & Development Corp.

all figures standalone

Top line and bottom line boosted by resumption of Zambales operations

Revenues
+21% YoY



| Q2 2020 | Q2 2019 | % YoY |
|------------|------------|-------|
| Php 665 mn | Php 484 mn | 37% |

Net Income attributable to Parent
+3% YoY

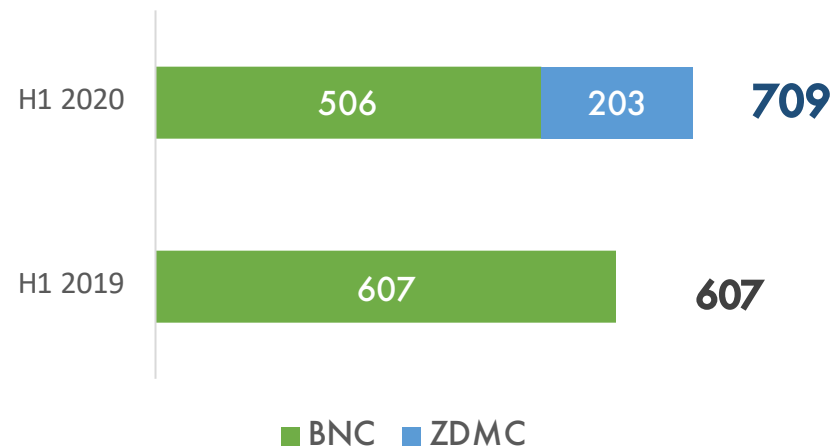


| Q2 2020 | Q2 2019 | % YoY |
|------------|-----------|-------|
| Php 157 mn | Php 74 mn | 111% |

Exports grew on the back of higher production and renewed demand for low-grade nickel ore; Better price for lower nickel grade

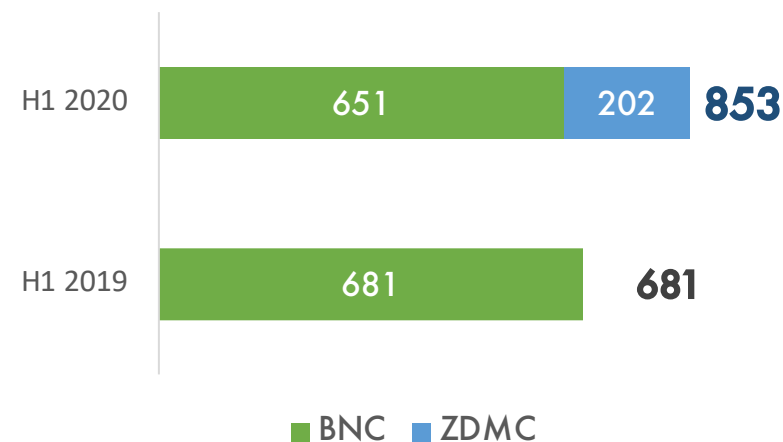
Production

+17% YoY

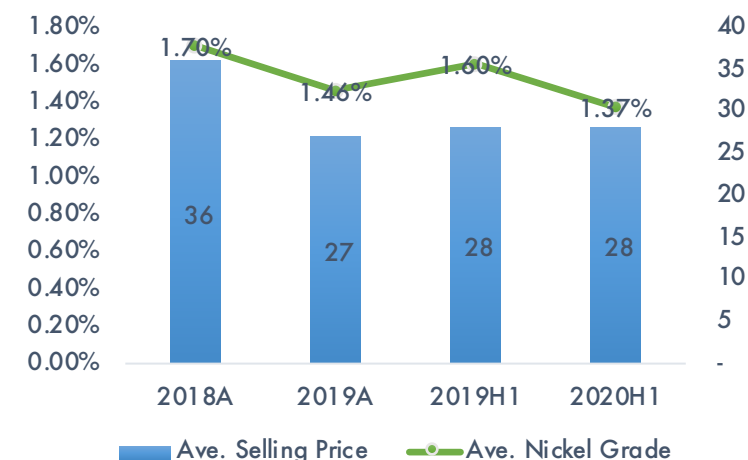


Shipment

+25% YoY



Ave. Selling Price (\$/WMT) & Grade



Income Statement

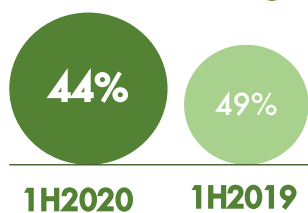


| Consolidated Income Statement (Amounts in PHP Millions) | ACTUAL Q2 2020 | | ACTUAL Q2 2019 | | % Change | AS OF JUN 2020 | | AS OF JUN 2019 | | % Change |
|--|-------------------|--------------|-------------------|-------|-------------|-------------------|--------------|-------------------|------------|-------------|
| Revenue | 100% | 665 | 100% | 484 | 37% | 100% | 1192 | 100% | 985 | 21% |
| COS (exc noncash items) | -29% | (194) | -27% | (130) | 50% | -31% | (369) | -28% | (274) | 35% |
| OPEX (exc noncash items) | -18% | (117) | -22% | (107) | 9% | -25% | (301) | -23% | (226) | 33% |
| Total cash cost | -47% | (311) | -49% | (237) | 31% | -56% | (671) | -51% | (500) | 34% |
| Core EBITDA | 53% | 354 | 51% | 247 | 44% | 44% | 521 | 49% | 485 | 7% |
| Noncash items | | | | | | | | | | |
| Dep'n., dep. & amort. | -13% | (85) | -12% | (60) | 42% | -15% | (179) | -11% | (113) | 58% |
| Other noncash items (e.g. forex) | -1% | (9) | -3% | (13) | -32% | -1% | (10) | -1% | (12) | -14% |
| Other income (expense) | 0% | 1 | 0% | 1 | -29% | 0% | 2 | 2% | 20 | -93% |
| EBIT | 39% | 261 | 36% | 175 | 49% | 28% | 334 | 39% | 380 | -12% |
| Finance income | 0% | 1 | 1% | 3 | -53% | 0% | 3 | 1% | 6 | -48% |
| Provision for income tax | -10% | (65) | -14% | (68) | -4% | -8% | (95) | -13% | (132) | -28% |
| Core net income | 30% | 197 | 23% | 110 | 79% | 20% | 241 | 26% | 254 | -5% |
| NET INCOME (LOSS) | 30% | 197 | -23% | 110 | 79% | 20% | 241 | 26% | 254 | -5% |
| Attributable to Parent | 24% | 157 | -15% | 74 | 111% | 15% | 181 | 18% | 176 | 3% |
| Attributable to NCI | 6% | 41 | 7% | 36 | 13% | 5% | 60 | 8% | 78 | -22% |

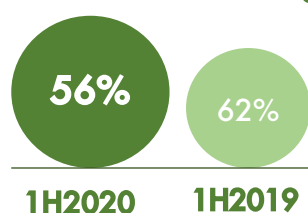
- Strong revenues and profit margins despite quarantine restrictions
- Healthy cashflows
- Opex significantly increased by 33% to 301M from 226M due to higher taxes paid in Q2.
- Significant increase in the D&A due depletion of mining rights and purchase of additional equipment, mostly for ZDMC.
- Though revenues grew by 21% YoY, the minimal increase in the bottom line is due high ship loading cost and higher taxes paid.
- Zero debt

Relevant Ratios:

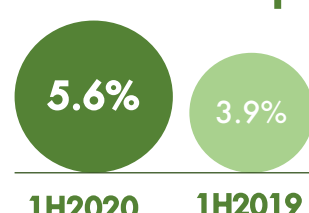
EBITDA Margin



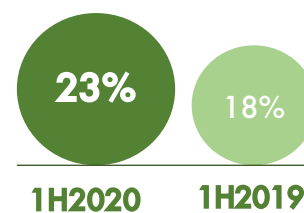
Gross Profit Margin



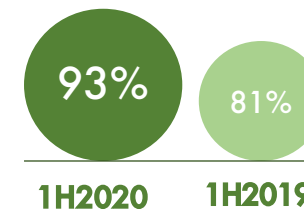
Return on Equity



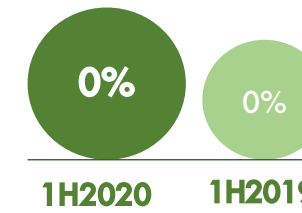
Fixed Asset T.O.



Current Ratio



Net Debt to Equity





Higher Number of Shipments in H2 2020

Shipment Schedule

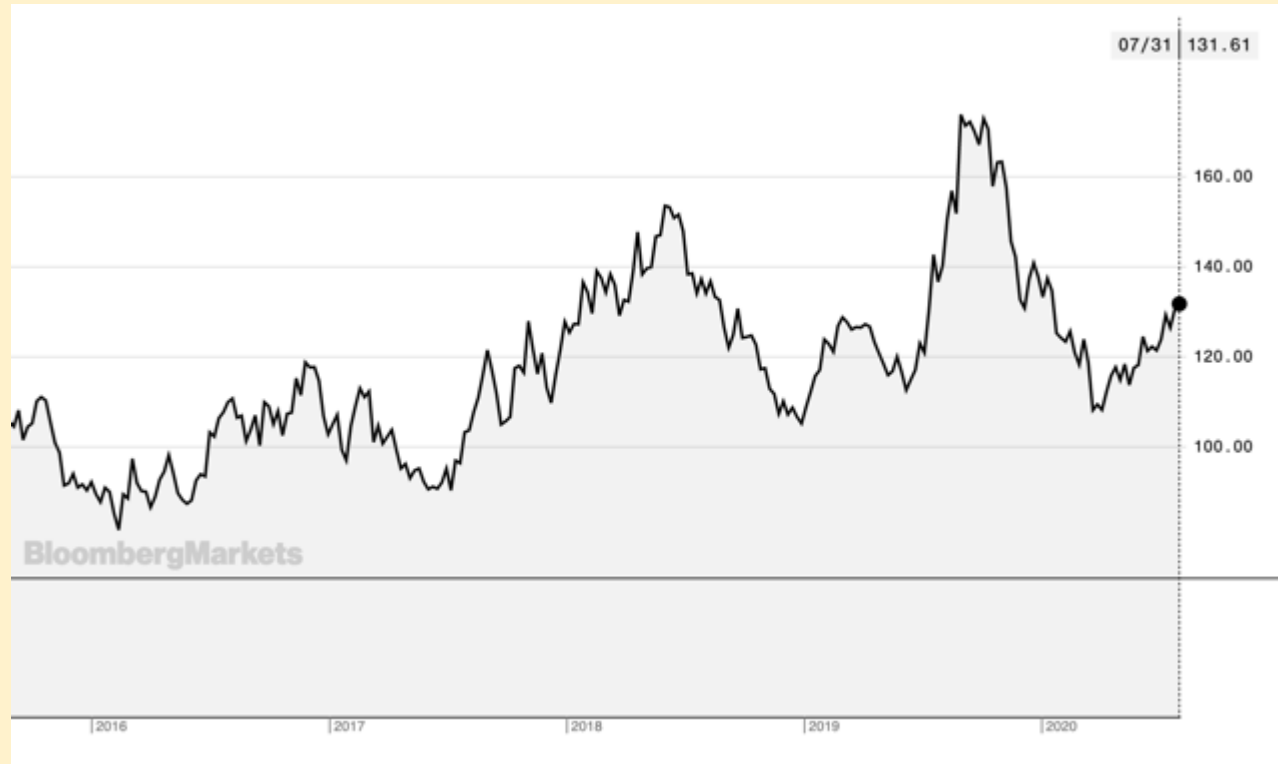
(assuming favorable weather conditions and existing export ban in Indonesia)

| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sept | Oct | Nov | Dec | Total |
|-------|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-------|
| 2020F | 2 | 2 | 4 | 1 | 2 | 5 | 4 | 3 | | 5 | 4 | 3 | 35 |
| 2019 | | 2 | 3 | 2 | 2 | 3 | 1 | | | 2 | 4 | 2 | 21 |



COVID-19 and Beyond

Bloomberg Nickel Sub-index 5-year Chart



Source: Bloomberg

RESILIENCY

- Mining is an essential industry (Export)
- Located outside COVID-19 hot zones
- Strong financial position

OPPORTUNITY

- Indonesian nickel ore export ban
- Renewed demand for low-grade nickel
- Demand for battery storage driving nickel demand

Maynilad is an agent and contractor of the Metropolitan Waterworks and Sewerage System (MWSS) for the West Zone of the Greater Manila Area.

DMCI Holdings has indirect ownership of Maynilad through a 27-percent stake in Maynilad Holdings, which owns 93% of the water concessionaire.



all figures standalone

Revenues contracted due to Luzon-wide lockdown; earnings hit by higher amortization and depreciation expenses

Revenues

-6% YoY



| Q2 2020 | Q2 2019 | % YoY |
|------------|------------|--------|
| Php 5.6 bn | Php 6.4 bn | -12.5% |

Core Net Income Attributable to DMC

-24% YoY

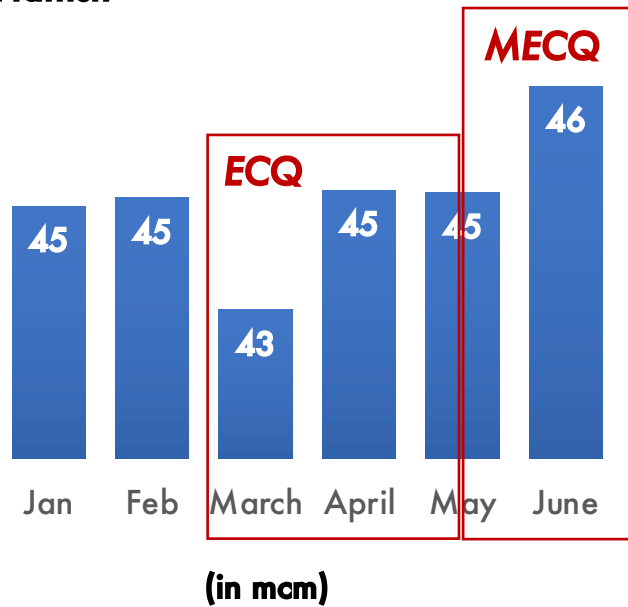


| Q2 2020 | Q2 2019 | % YoY |
|------------|------------|-------|
| Php 468 mn | Php 676 mn | -31% |

Quarantine measures led to flat billed volume and unfavorable customer mix, the latter resulting in lower average effective tariff

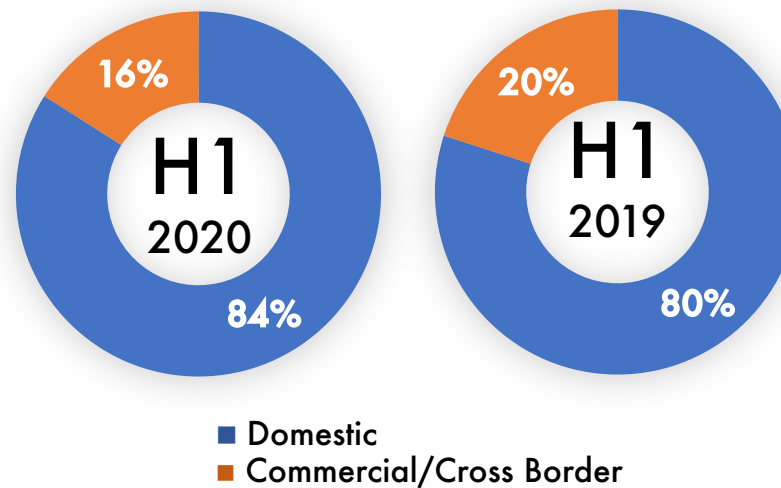
2020 Monthly Billed Volume

Flattish



Customer Mix

Lower commercial consumption



Average Effective Tariff

-7% YoY



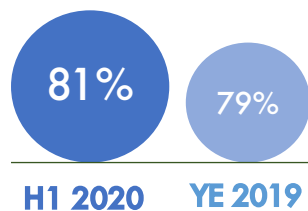
Income Statement

| (Amounts in PHP Millions) | ACTUAL Q2 2020 | | ACTUAL Q2 2019 | | % Change | AS OF Jun 2020 | | AS OF Jun 2019 | | % Change |
|---------------------------------------|-------------------|--------------|-------------------|--------------|--------------|-------------------|--------------|-------------------|--------------|--------------|
| Revenue | 100% | 5,635 | 100% | 6,413 | -12% | 100% | 11,281 | 100% | 12,031 | -6% |
| COS | -13% | (748) | -15% | (931) | -20% | -14% | (1,604) | -15% | (1,765) | -9% |
| OPEX | -9% | (501) | -9% | (563) | -11% | -12% | (1,340) | -12% | (1,399) | -4% |
| Total cash cost | -22% | (1,249) | -23% | (1,494) | -16% | -26% | (2,944) | -26% | (3,165) | -7% |
| Provisions | -1% | (52) | 0% | 0 | | -1% | (67) | 0% | (32) | 112% |
| Other income (expense) | 2% | 112 | 1% | 73 | 52% | -1% | (63) | -1% | (74) | -15% |
| Core EBITDA | 79% | 4,446 | 78% | 4,993 | -11% | 73% | 8,207 | 73% | 8,760 | -6% |
| Noncash items | | | | | | | | | | |
| Depreciation and amortization | -21% | (1,156) | -14% | (889) | 30% | -19% | (2,168) | -15% | (1,746) | 24% |
| Core EBIT | 58% | 3,290 | 64% | 4,104 | -20% | 54% | 6,039 | 58% | 7,014 | -14% |
| Finance cost | -13% | (718) | -8% | (499) | 44% | -11% | (1,275) | -8% | (992) | 29% |
| Finance income | 1% | 42 | 1% | 67 | -37% | 1% | 100 | 1% | 178 | -44% |
| Income tax | -12% | (669) | -14% | (909) | -26% | -12% | (1,317) | -14% | (1,626) | -19% |
| Core Net Income | 35% | 1,947 | 43% | 2,763 | -30% | 31% | 3,547 | 38% | 4,574 | -22% |
| Forex loss (gain) | 0% | 12 | 0% | 13 | -6% | 0% | 2 | 0% | 15 | -84% |
| IFRIC23 Y2016 adjustment | 0% | - | 1% | 33 | -100% | 0% | - | 0% | 33 | -100% |
| Donations | 1% | 81 | 0% | - | | 1% | 81 | 0% | - | |
| Income Tax (Donations) | 0% | (24) | 0% | - | | 0% | (24) | 0% | - | |
| Non-recurring expense (income) | 1% | 69 | 1% | 46 | 49% | 1% | 59 | 0% | 48 | 23% |
| NET INCOME | 33% | 1,878 | 42% | 2,717 | -31% | 31% | 3,488 | 38% | 4,526 | -23% |

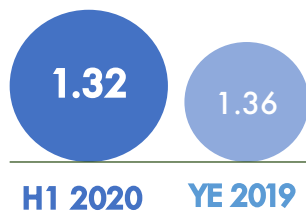
- Core EBITDA Margin remains flat.
- The bottomline's significant decline due to increase in D&A in line with the continuing capex program and provisions for expected credit losses from the ECQ.
- Solvency remains manageable as D/E Ratio is almost unchanged.

Relevant Ratios:

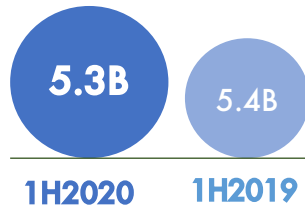
Current Ratio



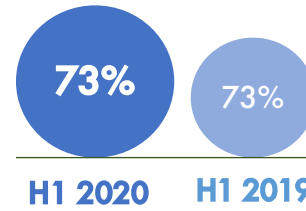
Debt / Equity Ratio



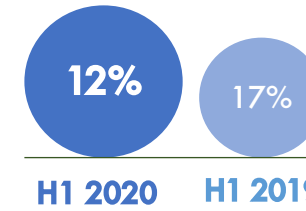
Capex



EBITDA Margin



Return on Equity*



*Annualized

COVID-19 and Beyond



RESILIENCY

- Essential service
- Additional water source (Putatan WTP expansion)
- CAPEX rationalization to preserve cash

OPPORTUNITY

- Improved sanitation practices under the new normal
- Supply water to new quarantine centers
- Promote more online and contactless payment facilities

Outlook

- DMC is well-prepared for a protracted economic recovery
 - “Essential” businesses
 - Geographic dispersion of operations diversifies COVID-19 risks
 - Capex cut to preserve cash; no effect on performance
 - Very low overhead costs
 - Strong balance sheet
 - Workforce is largely unchanged
- Ability to accelerate construction project delivery can support revenue bounce-back and Build, Build, Build participation
- Barring any unforeseen circumstances, we can meet our minimum dividend obligation to our shareholders next year

APPENDIX



DMCI Holdings' Drivers of Core Net Income

| Per company (in millions) | Q1 2020 | Q2 2020 | AO Jun 2020 | % Share | Q1 2019 | Q2 2019 | AO Jun 2019 | % Share | % Inc (Dec) Jun20 vs 19 |
|---|--------------|--------------|--------------|-------------|--------------|--------------|--------------|-------------|----------------------------|
| Semirara Coal (56%) | 707 | 283 | 990 | 49% | 1,070 | 1,362 | 2,432 | 38% | -59% |
| Sem Calaca Power (56%) | 80 | 358 | 438 | 22% | 84 | (133) | (49) | -1% | 994% |
| Southwest Luzon Power (56%) | (164) | (4) | (168) | -8% | 128 | 943 | 1,071 | 17% | -116% |
| Semirara Mining and Power Conso (56%) | 623 | 637 | 1,260 | 62% | 1,282 | 2,172 | 3,454 | 53% | -64% |
| DMCI Homes (100%) | (197) | 235 | 38 | 2% | 481 | 708 | 1,189 | 18% | -97% |
| DM Consunji (100%) | 170 | (78) | 92 | 5% | 359 | 81 | 440 | 7% | -79% |
| DMCI Mining (75% in BNC and 100% in ZDMC) | 26 | 158 | 184 | 9% | 103 | 70 | 173 | 3% | 6% |
| DMCI Power (100%) | 97 | 159 | 256 | 13% | 100 | 133 | 233 | 4% | 10% |
| Maynilad Holdings (25% effective) | 379 | 468 | 847 | 42% | 436 | 676 | 1,112 | 17% | -24% |
| Parent and others | (68) | 11 | (57) | -3% | 69 | 57 | 126 | 2% | -145% |
| Core net income | 1,030 | 1,590 | 2,620 | 129% | 2,830 | 3,897 | 6,727 | 104% | -61% |
| Non recurring items* | (414) | (172) | (586) | -29% | (91) | (157) | (248) | -4% | -136% |
| Reported net income | 616 | 1,418 | 2,034 | 100% | 2,739 | 3,740 | 6,479 | 100% | -69% |

Semirara Mining and Power Corporation (Consolidated)

Income Statement

| Per company (in millions) | Q1 2020 | Q2 2020 | AO Jun 2020 | Q1 2019 | Q2 2019 | AO Jun 2019 | % Inc (Dec) Jun20 vs 19 |
|--|---------|---------|-------------|---------|---------|-------------|----------------------------|
| Revenues | 7,272 | 5,394 | 12,666 | 9,738 | 13,637 | 23,375 | -46% |
| COS & Operating Expenses | (4,473) | (2,655) | (7,128) | (5,752) | (8,002) | (13,754) | -48% |
| EBITDA | 2,799 | 2,739 | 5,538 | 3,986 | 5,635 | 9,621 | -42% |
| Depreciation and Amortization | (1,563) | (1,326) | (2,889) | (1,801) | (1,885) | (3,686) | -22% |
| Interest Expense | (275) | (277) | (552) | (280) | (358) | (638) | -13% |
| Interest Income | 35 | 1 | 36 | 14 | 193 | 207 | -83% |
| Other Income (Expense) | 170 | (18) | 152 | 59 | (180) | (121) | 226% |
| Benefit (Provision) for Income Tax | 41 | (60) | (19) | 118 | 168 | 286 | -107% |
| Reported net income | 1,207 | 1,059 | 2,266 | 2,096 | 3,573 | 5,669 | -60% |
| Non recurring items | (116) | 55 | (61) | 165 | 260 | 425 | 114% |
| Core Net Income (100%) | 1,091 | 1,114 | 2,205 | 2,261 | 3,833 | 6,094 | -64% |
| Core Net Income for Non Controlling Interest (44%) | (468) | (477) | (945) | (979) | (1,661) | (2,640) | -64% |
| Core Net Income for DMCI Holdings (56%) | 623 | 637 | 1,260 | 1,282 | 2,172 | 3,454 | -64% |

DMCI Homes

Income Statement

| Per company (in millions) | Q1 2020 | Q2 2020 | AO Jun 2020 | Q1 2019 | Q2 2019 | AO Jun 2019 | % Inc (Dec) Jun20 vs 19 |
|--|---------|---------|----------------|---------|---------|----------------|----------------------------|
| Revenues | 1,646 | 2,202 | 3,848 | 4,438 | 5,030 | 9,468 | -59% |
| COS & Operating Expenses | (2,711) | (1,951) | (4,662) | (3,810) | (3,995) | (7,805) | -40% |
| EBITDA | (1,065) | 251 | (814) | 628 | 1,035 | 1,663 | -149% |
| Depreciation and Amortization | (104) | (104) | (208) | (62) | (167) | (229) | -9% |
| Interest Expense | (24) | (126) | (150) | (117) | (43) | (160) | -6% |
| Interest Income | 91 | 94 | 185 | 112 | 127 | 239 | -23% |
| Other Income (Expense) | 179 | 43 | 222 | 151 | 88 | 239 | -7% |
| Benefit (Provision) for Income Tax | 240 | (44) | 196 | (227) | (330) | (557) | -135% |
| Reported net income | (683) | 114 | (569) | 485 | 710 | 1,195 | -148% |
| Non recurring items | 485 | 124 | 609 | - | - | - | -100% |
| Core Net Income | (198) | 238 | 40 | 485 | 710 | 1,195 | -97% |
| Core Net Income for Non Controlling Interest | 1 | (3) | (2) | (4) | (2) | (6) | -67% |
| Core Net Income for DMCI Holdings | (197) | 235 | 38 | 481 | 708 | 1,189 | -97% |

DMCI Mining

Income Statement

| Per company (in millions) | Q1 2020 | Q2 2020 | AO Jun 2020 | Q1 2019 | Q2 2019 | AO Jun 2019 | % Inc (Dec) Jun20 vs 19 |
|--|---------|---------|-------------|---------|---------|-------------|----------------------------|
| Revenues | 527 | 665 | 1,192 | 501 | 484 | 985 | 21% |
| COS & Operating Expenses | (358) | (309) | (667) | (262) | (229) | (491) | 36% |
| EBITDA | 169 | 356 | 525 | 239 | 255 | 494 | 6% |
| Depreciation and Amortization | (93) | (86) | (179) | (52) | (61) | (113) | 58% |
| Interest Expense | - | - | - | - | - | - | 0% |
| Interest Income | 1 | 2 | 3 | 2 | 3 | 5 | -40% |
| Other Income (Expense) | (1) | (8) | (9) | 20 | (25) | (5) | -80% |
| Benefit (Provision) for Income Tax | (30) | (66) | (96) | (64) | (66) | (130) | -26% |
| Reported net income | 46 | 198 | 244 | 145 | 106 | 251 | -3% |
| Non recurring items | - | - | - | - | - | - | 0% |
| Core Net Income | 46 | 198 | 244 | 145 | 106 | 251 | -3% |
| Core Net Income for Non Controlling Interest | (20) | (40) | (60) | (42) | (36) | (78) | -23% |
| Core Net Income for DMCI Holdings | 26 | 158 | 184 | 103 | 70 | 173 | 6% |

DMCI Power

Income Statement

| Per company (in millions) | Q1 2020 | Q2 2020 | AO Jun 2020 | Q1 2019 | Q2 2019 | AO Jun 2019 | % Inc (Dec) Jun20 vs 19 |
|--|---------|---------|----------------|---------|---------|----------------|----------------------------|
| Revenues | 977 | 1,057 | 2,034 | 982 | 1,268 | 2,250 | -10% |
| COS & Operating Expenses | (791) | (805) | (1,596) | (799) | (1,025) | (1,824) | -13% |
| EBITDA | 186 | 252 | 438 | 183 | 243 | 426 | 3% |
| Depreciation and Amortization | (59) | (63) | (122) | (48) | (71) | (119) | 3% |
| Interest Expense | (1) | (1) | (2) | (10) | (8) | (18) | -89% |
| Interest Income | 1 | - | 1 | - | - | - | 100% |
| Other Income (Expense) | - | 1 | 1 | - | - | - | 100% |
| Benefit (Provision) for Income Tax | (30) | (30) | (60) | (25) | (31) | (56) | 7% |
| Reported net income | 97 | 159 | 256 | 100 | 133 | 233 | 10% |
| Non recurring items | - | - | - | - | - | - | 0% |
| Core Net Income | 97 | 159 | 256 | 100 | 133 | 233 | 10% |
| Core Net Income for Non Controlling Interest | - | - | - | - | - | - | 0% |
| Core Net Income for DMCI Holdings | 97 | 159 | 256 | 100 | 133 | 233 | 10% |

DM Consunji Inc.

Income Statement

| Per company (in millions) | Q1 2020 | Q2 2020 | AO Jun 2020 | Q1 2019 | Q2 2019 | AO Jun 2019 | % Inc (Dec) Jun20 vs 19 |
|--|---------|---------|----------------|---------|---------|----------------|----------------------------|
| Revenues | 3,701 | 2,318 | 6,019 | 3,885 | 3,896 | 7,781 | -23% |
| COS & Operating Expenses | (3,265) | (2,217) | (5,482) | (3,260) | (3,619) | (6,879) | -20% |
| EBITDA | 436 | 101 | 537 | 625 | 277 | 902 | -40% |
| Depreciation and Amortization | (217) | (168) | (385) | (164) | (164) | (328) | 17% |
| Interest Expense | - | (6) | (6) | - | (2) | (2) | 200% |
| Interest Income | 5 | 3 | 8 | 3 | 1 | 4 | 100% |
| Other Income (Expense) | 10 | (3) | 7 | 10 | 25 | 35 | -80% |
| Benefit (Provision) for Income Tax | (64) | (3) | (67) | (112) | (50) | (162) | -59% |
| Reported net income | 170 | (76) | 94 | 362 | 87 | 449 | -79% |
| Non recurring items | - | - | - | - | - | - | 0% |
| Core Net Income | 170 | (76) | 94 | 362 | 87 | 449 | -79% |
| Core Net Income for Non Controlling Interest | - | (2) | (2) | (3) | (6) | (9) | -78% |
| Core Net Income for DMCI Holdings | 170 | (78) | 92 | 359 | 81 | 440 | -79% |

Maynilad Water Holdings (Consolidated)

Income Statement

| Per company (in millions) | Q1 2020 | Q2 2020 | AO Jun 2020 | Q1 2019 | Q2 2019 | AO Jun 2019 | % Inc (Dec) Jun20 vs 19 |
|--|---------|---------|----------------|---------|---------|----------------|----------------------------|
| Revenues | 5,712 | 5,704 | 11,416 | 5,686 | 6,486 | 12,172 | -6% |
| COS & Operating Expenses | (1,750) | (1,415) | (3,165) | (1,742) | (1,522) | (3,264) | -3% |
| EBITDA | 3,962 | 4,289 | 8,251 | 3,944 | 4,964 | 8,908 | -7% |
| Depreciation and Amortization | (1,151) | (1,295) | (2,446) | (981) | (1,021) | (2,002) | 22% |
| Interest Expense | (560) | (720) | (1,280) | (498) | (502) | (1,000) | 28% |
| Interest Income | 58 | 42 | 100 | 111 | 67 | 178 | -44% |
| Other Income (Expense) | (153) | 99 | (54) | (137) | 28 | (109) | -50% |
| Benefit (Provision) for Income Tax | (632) | (631) | (1,263) | (703) | (895) | (1,598) | -21% |
| Reported net income | 1,524 | 1,784 | 3,308 | 1,736 | 2,641 | 4,377 | -24% |
| Non recurring items | (23) | 70 | 47 | (10) | 37 | 27 | -74% |
| Core Net Income | 1,501 | 1,854 | 3,355 | 1,726 | 2,678 | 4,404 | -24% |
| Core Net Income for Non Controlling Interest | (107) | (133) | (240) | (123) | (192) | (315) | -24% |
| Core Net Income for Maynilad Holdings | 1,394 | 1,721 | 3,115 | 1,603 | 2,486 | 4,089 | -24% |
| Core Net Income for DMCI Holdings | 379 | 468 | 847 | 436 | 676 | 1,112 | -24% |

DMCI Holdings – Parent Balance Sheet

| (in millions) | Unaudited Jun 30, 2020 | Audited Dec 31, 2019 | Change | % Inc (Dec) |
|--|---------------------------|-------------------------|----------------|-------------|
| Cash and cash equivalents | 2,099 | 4,939 | (2,840) | -58% |
| Receivables | 2,024 | 1,324 | 700 | 53% |
| Investments in subsidiaries and associates | 15,450 | 15,450 | - | 0% |
| Other assets | 59 | 63 | (4) | -6% |
| Total assets | 19,632 | 21,776 | (2,144) | -10% |
| Accounts payable | 20 | 18 | 2 | 11% |
| Other liabilities | 11 | 12 | (1) | -8% |
| Total liabilities | 31 | 30 | 1 | 3% |
| Capital stock | 13,277 | 13,277 | - | 0% |
| Additional paid in capital | 4,672 | 4,672 | - | 0% |
| Retained earnings | 1,661 | 3,806 | (2,145) | -56% |
| Other equity | (9) | (9) | - | 0% |
| Total equity | 19,601 | 21,746 | (2,145) | -10% |
| Total liabilities and equity | 19,632 | 21,776 | (2,144) | -10% |

Disclaimer

Neither DMCI Holdings, Inc. (DMCI), nor its advisors make any representation regarding, and assumes no responsibility or liability for, the accuracy or completeness of, or any errors or omissions in any information contained herein. Such information is subject to change without notice, its accuracy is not guaranteed and it may not contain all material information concerning DMCI.

In addition, this document contains certain financial information and results of operation, and may also contain certain projections, plans, strategies, and objectives of DMCI, that are not statements of historical fact which would be treated as forward looking statements within the meaning of applicable law. Forward looking statements are subject to risks and uncertainties that may cause actual events and DMCI's future results to be materially different than expected or indicated by such statements. No assurance can be given that the results anticipated by DMCI, or indicated by any such forward looking statements, will be achieved.

Contact Information

Investor Relations Office

3rd Floor Dacon Bldg. 2281 Don Chino
Roces Avenue, Makati City

(632) 8888-3000

Investors@dmcinet.com

<https://www.dmciholdings.com>

