

ACCELERATING
OUR EVOLUTION

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W** **D.M. WENCESLAO**
AND ASSOCIATES, INCORPORATED

2020 ANNUAL STOCKHOLDERS' MEETING

2

+63%

**YEAR-ON-YEAR
REVENUE
GROWTH TO
₱3.5 BILLION**

0

+24%

**YEAR-ON-YEAR
NET INCOME
GROWTH TO
₱2.4 BILLION**

1

+33%

**YEAR-ON-YEAR
DIVIDEND INCREASE
TO ₱0.047116
PER SHARE**

9

₱15.1B

**TOTAL
LIQUIDITY**

₱511.7M

TOTAL DEBT

32%

**NET OFFERING
PROCEEDS DEPLOYED
SINCE IPO**



569,359 sq.m.

**ASEANA CITY LAND HOLDINGS
VALUED AT P209.8B**

89,914 sq.m.

**TOTAL LEASABLE
FLOOR AREA**

158,079 sq.m.

**TOTAL LEASED
LAND AREA**

13,106 sq.m.

**COMPLETED SALEABLE
FLOOR AREA**



400,000+ sq.m.

**TOTAL LEASABLE AND SALEABLE AREA
FOR DEVELOPMENT ACROSS SIX PROJECTS**



COMMERCIAL DEVELOPMENTS

23%

REVENUE CONTRIBUTION

98%

OCCUPANCY RATE

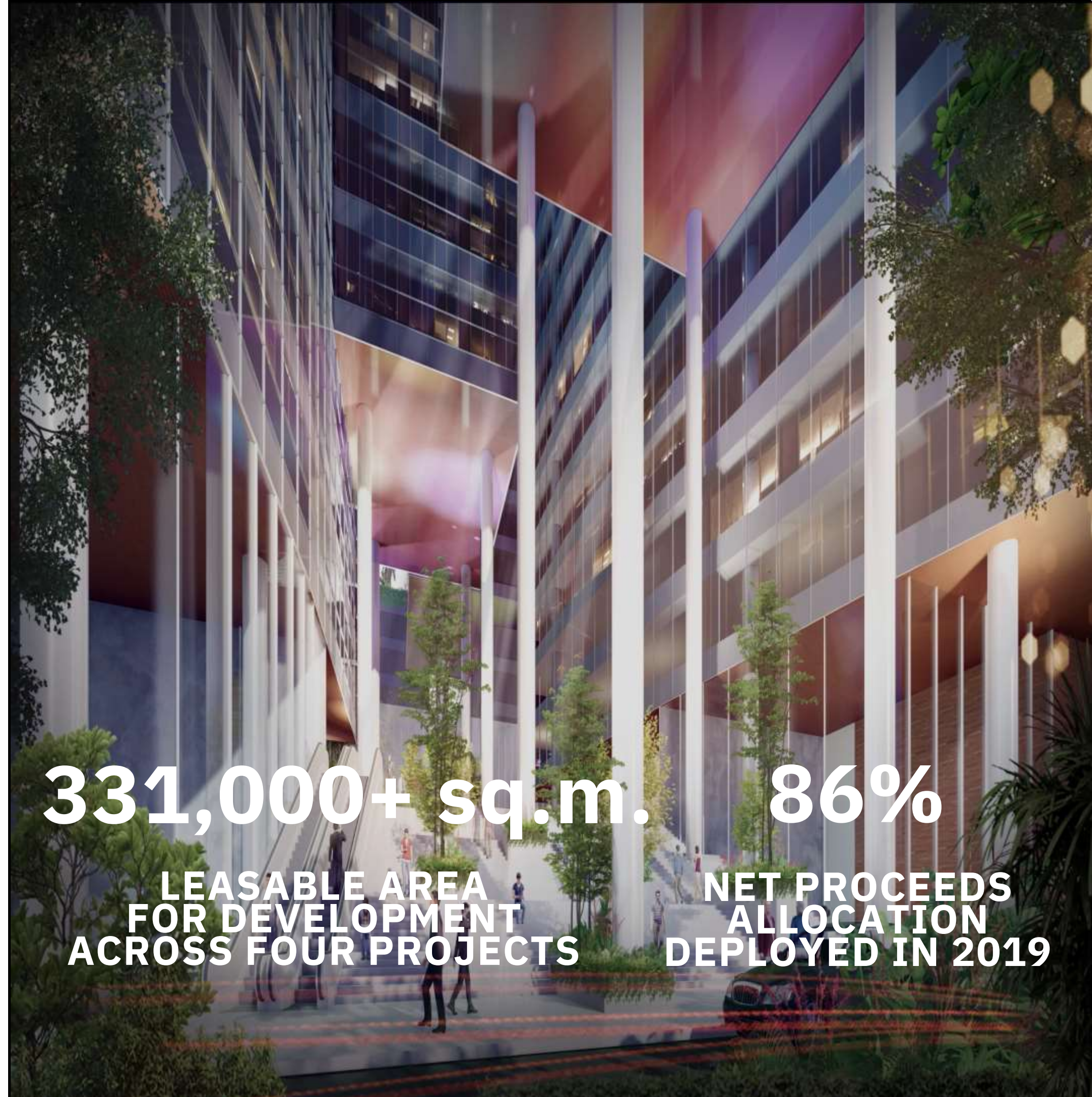
5.5 YEARS

WEIGHTED AVERAGE LEASE EXPIRY

331,000+ sq.m. 86%

LEASABLE AREA FOR DEVELOPMENT ACROSS FOUR PROJECTS

NET PROCEEDS ALLOCATION DEPLOYED IN 2019





RESIDENTIAL DEVELOPMENTS

16%

REVENUE CONTRIBUTION FROM 6% IN 2018

P894M

UNRECOGNIZED REVENUES FROM PIXEL RESIDENCES

P6.1B

TOTAL ONGOING PRE-SALES OF MIDPARK TOWERS as of Dec 31

70,000+ sq.m. 14%

SALEABLE AREA FOR DEVELOPMENT ACROSS TWO PROJECTS

NET OFFERING PROCEEDS DEPLOYED IN 2019

CORE STRATEGIES

1. Plan, complete and operate our projects on schedule, within budget and within quality standards
2. Pursue diversification through new product lines, geographies and partnerships
3. Develop our brand equity through quality developments and customer experience
4. Cultivate a skilled and execution-driven team
5. Maintain high levels of recurring income and achieve consistent net income growth through improved margins and managed cost strategies



“In this phase of high uncertainty and hesitation, I am confident in the execution capability of our team with its broad range of expertise and experience. And I trust in the decades-long relationships and partnerships that we have fostered with our internal and external stakeholders.”





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