

# Investors' Briefing

Mactan Cebu  
International Airport

abotiz



Together we are building the PH's first **techglomerate**



Enabling Businesses. Uplifting Communities.

# Aboitiz InfraCapital's landmark deal with GMR-Megawide

For GMCAC, developer and operator of Mactan Cebu International Airport

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# Program

- The Future is Here - Opening Video
- Welcome Remarks / House Rules
- Introduction of Presentation Team
- Presentation
- Q&A

Judd Salas, VP Investor Relations

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Rafa Aboitiz, AVP Project Development

Panelists



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## Presenter and Panelists



**Rafael Aboitiz**  
Assistant Vice  
President – Project  
Development  
AIC



**Cosette Canilao**  
President and CEO  
AIC



**Frocks Roque**  
Vice President –  
Investments  
AIC



**Paul Imperial**  
Vice President – Legal,  
Structuring and  
Regulatory Affairs  
AIC



**Dmi Lozano**  
Chief Financial Officer  
AEV

# Transaction Summary

## Overview

Aboitiz InfraCapital, Inc. (AIC) has entered into a Share Subscription and Transfer Agreement with Megawide Construction Corporation (Megawide) and GAIBV Airports International, B.V. (GAIBV) for AIC to acquire shares in GMCAC, the developer and operator of the Mactan Cebu International Airport (MCIA).

AIC will acquire 33 and 1/3% minus 1 share upon closing; and 66 and 2/3% plus 1 share through Exchangeable Notes, maturing on 30 October 2024.

## Transaction value

AIC will pay Megawide and GAIBV a total of PHP 25 Billion, with Php 9.5 Billion as equity infusion to GMCAC and Php 15.5 Billion worth of Exchangeable Notes.

## Funding

Cash payment for the total consideration.

## Timing

The transaction is expected to be completed by Q4 2022, after relevant third party and regulatory approvals have been obtained.



# Strategic Rationale

1

**Mactan Cebu International Airport is the Crown Jewel Airport Asset in the Philippines as a High Quality Asset Poised for Future Growth**

2

**Aboitiz InfraCapital Well Positioned to Leverage Aboitiz Group Synergies**

3

**Anchor Asset for Aspiration to Build Aboitiz Airports Platform**

# Premier International Airport Poised for Growth

## Best In-Class Asset



- **Largest<sup>1</sup> privately operated PH airport** in terms of passenger volume; 2nd busiest PH airport
- **No immediate construction risk** (T1 renovation and T2 construction completed in 2019 and 2018 respectively)
- **Highly competent management team** that from 2014-2019 achieved pax traffic increase **CAGR of 13%**
- **Multiple award-winning asset** for architectural design and route development
- **High potential for growth** due to Cebu geographical positioning and catchment, dual tourism and business product offerings and natural benefactor of Cebu's continued economic development.



Asia Pacific  
Regional Airport of  
the Year 2016



Asia Pacific  
Medium Airport of  
the Year 2018

### Untapped Potential for Growth

2019	Intl Arr/ Capita	Trips/ Capita
PH	0.08	0.35
INDO	-	0.45
THAI	0.57	0.94
VNM	0.19	0.50

Based on regional benchmarking PH aviation sector still has room to grow



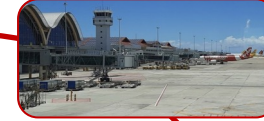
# Leveraging the Aboitiz Group Ecosystem

## Aboitiz Synergies



We intend to tap into synergies within the Aboitiz group as **building blocks for redefining the aviation industry in the Philippines.**

- **Aboitiz Data Innovation (ADI)** for data science to increase airport efficiencies with the use of space and traffic simulations, passenger profiling and segmentation, AI-driven airport processes to name a few; and
- Economic Estates such as MEZ 2 Estate to leverage on to **expand synergistic opportunities.**



Contractor role for capacity augmentation, heavy maintenance, and other relevant works



Supply of cement and building materials for capacity augmentation and other works



4.5 ha available lot in front of T2; co-development and integration of MEZ II Estates



Use of data and technology to maximize passenger experience, increase propensity to spend, and monetize captive market

Data Mining

Predictive Analytics

Customer Experience



Potential to supply to captive F&B locators (GoodMeat Brand)  
Captive market for potential retail concepts

USE CASES

Capacity Assessment Simulations, Traffic Forecasting, Route & Airline Development/Scheduling Optimization, MPSS Tracking, Passenger Profiling, etc.



# Transformational Opportunity to Build the Aboitiz Airports Platform

## Build Airport Platform



MCIA provides **strong foundation to enter into the airports space**, and accelerates the vision of building an **airport platform** where the sum of individual airports, when bundled together, equal more than the sum of their parts.

- Allows AIC to leverage on a **wealth of operational and commercial airport knowledge and experience**; and
- Allows to unlock **future potential organizational efficiencies** through consolidating operations and functions, and bundled commercial offerings.



## Aboitiz Airports Platform



Consolidated ~17 Mn passengers/annum (based on 2019 figures)



Mactan-Cebu as **center of excellence** to develop Regional Airports



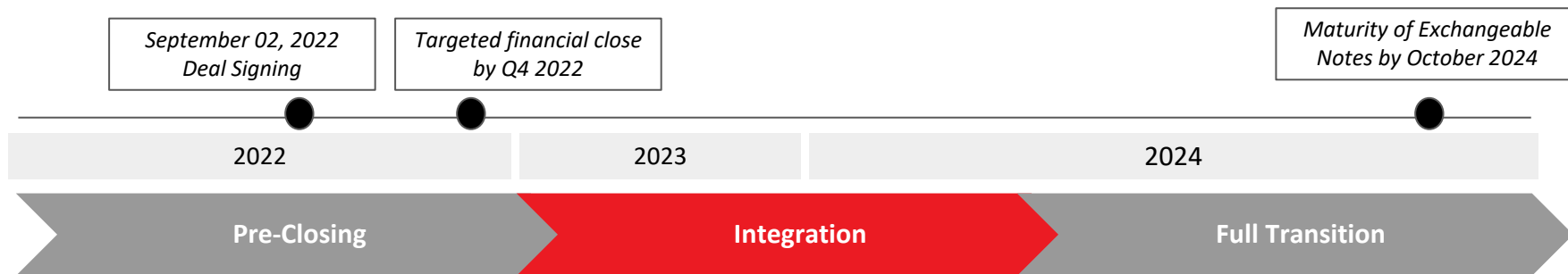
Unlock operational, technical and commercial synergies to **create value as a platform vs individually managed assets**



Pioneer what it means for a **Filipino-branded airport experience**



# Ensuring a Smooth and Seamless Integration



- Securing of conditions precedent, relevant third party and regulatory approvals;
- Engagement with Partners;
- Start of Integration Planning.
- GMR will continue as Technical Services Provider

## AIC with 33.3% stake

- Setting up of integration team to ensure smooth integration, with minimal business and operational disruption;
- AIC to take a more in-depth look to understand the business and create value from Day 1.

## AIC with 100% stake

- Complete and execute full integration and transition plan.

**END**



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*[ir@aboitiz.com](mailto:ir@aboitiz.com)*