



Third Quarter 2007 Results Briefing

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14 November 2007



Website: www.smprime.com

A Subsidiary of  SM INVESTMENTS CORPORATION



Balance Sheet Highlights

- Strong balance sheet with total assets as of end September 2007 at Php 69.9 B
- NAV at Php168.1 B
- Interest-bearing debt to equity remains at a healthy 38:62 and net interest-bearing debt to equity at 27:73

(In Php billion, except for Book value)	Nine Months		% Chg
	2007	2006	
Total Assets	69.9	68.0	3%
Current Assets	10.5	11.4	-8%
Non-Current Assets	59.4	56.6	5%
Current Liabilities	9.2	10.2	-10%
Non-Current Liabilities	22.5	23.0	-2%
Total Liabilities	31.7	33.2	-5%
Stockholders Equity	37.2	34.0	9%
Book Value Per Share (Php)	3.00	2.74	9%



Income Statement Highlights

Nine months' performance:

- Operating margin: 55%
- EBITDA: Php7.9 billion
- EBITDA margin: 70%
- Net margin: 39%

(In Php million, except for EPS)	Nine Months		% Chg
	2007	2006	
Revenues	11,195	9,389	19%
Income from Operations	6,194	5,257	18%
Income Before MI	6,090	5,282	15%
Minority Interest	233	222	5%
Net Income	4,316	3,903	11%
EPS (Php)	0.348	0.314	11%



2007 Expansion and Capex Program

Opening	New Malls or Mall Expansions	Gross Floor Area (sq.m.)
March 2	SM City Bacolod	61,413
October 19	SM Mall of Asia's Science Discovery Center	3,241
October 19	SM City Pampanga Expansion	17,439
November 9	SM Taytay	91,920
November 16	SM Muntinlupa	53,327
November 30	SM City Cebu Expansion	107,049
December	San Miguel by the Bay, MOA Complex	17,000
		351,389
Year end 2007	Number of Malls	30
8% inc.	GFA (in sq.m.)	3.9 million
	Estimated CAPEX	Php 7 billion



2008 Expansion and Capex Program

Opening	New Malls or Mall Expansions	Gross Floor Area (sq.m.)
	SM Rosales	25,000
	SM Baliuag	48,000
	SM Marikina	130,000
	SM Megamall Expansion	15,000
	SM Fairview Expansion	24,000
		242,000
Year end 2008	Number of Malls	33
6% inc.	GFA (in sq.m.)	4.1 million
	Estimated CAPEX	Php6 billion



SM Malls in China

- SM Prime will acquire three malls in China by 2008.
- It will mark the start of SM Prime's expansion into the shopping center business in China
- Net acquisition cost of P10.8 billion





SM Malls in China



SM Xiamen



SM Fupu (Jinjiang)



SM Chengdu



Profile of the SM China Malls

Mall Name	SM Xiamen	SM Fupu (Jinjiang)	SM City Chengdu
Location	Xiamen City, Fujian Province	Quanzhou City, Fujian Province	Chengdu City, Sichuan Province
Gross Floor Area	128,203 sqm	169,584 sqm	169,407 sqm
Net Leasable Area	79,690 sqm	113,741 sqm	84,910 sqm
Levels	6 levels	6 levels	5 levels
Land Area (mall)	72,627 sqm	115,035 sqm	46,566 sqm
Parking Slots	1,014 slots	1,700 slots	949 slots
Year Opened	Dec. 2001	Nov. 2005	Oct. 2006
Occupancy Ratio	100%	74%	71%
Major Tenants	Wal-Mart, SM-Laiya, McDonald's, KFC, Watson's, Cybermart, Book City	Wal-Mart, SM-Laiya, McDonald's, Watsons	Wal-Mart, SM-Laiya, KFC, Gome, Wanda, Watson's
City Demographics (as of 2006)	Population: 2.64M Total GDP: USD14.5B GDP per capita: USD 6,546	Population: 7.52M Total GDP: NA GDP per capita: NA	Population: 10.44M Total GDP: USD34.4B GDP per capita: USD 2,580



Estimated Timetable

- IFA mandate Within 4Q 2007
- Process documentation 4Q 2007
- Signing of definitive agreements
and submission to SEC Q1 2008
- Obtain regulatory approvals
and completion Q2 2008



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