

# Performance Review

## RESULT OF OPERATIONS

Rockwell Land Corporation posted a record consolidated net income after tax (NIAT) of Php 4.1 billion in 2024, up 21% from Php 3.4 billion in 2023. This growth resulted in a net income margin of 20%, continuing the upward trend from 18% in 2023 and 16% in 2022.

Of the consolidated net income, Php 3.7 billion is attributable to equity holders of the parent company, and is 19% higher than 2023's Php 3.1 billion.

Consolidated revenues reached Php 20.1 billion, a 9% increase from Php 18.5 billion in 2023. The Residential Development segment continued to account for the majority of revenues at 79%, slightly higher than 78% in 2023 and 74% in 2022. Below is a table showing the breakdown of total consolidated revenues.

	2024	% TO TOTAL	2023	% TO TOTAL	2022	% TO TOTAL
<b>RESIDENTIAL DEVELOPMENT</b>	15,862	79%	14,434	78%	12,217	74%
<b>COMMERCIAL DEVELOPMENT</b>	4,224	21%	4,077	22%	4,291	26%
<b>TOTAL CONSOLIDATED REVENUE</b>	20,085	100%	18,511	100%	16,508	100%
<b>SHARE IN NET INCOME IN JV AND ASSOCIATE</b>	374		466		376	

## RESIDENTIAL SEGMENT

Residential Development generated Php 15.9 billion in revenues in 2024, marking a 10% increase year-on-year, primarily driven by higher construction progress across ongoing projects, including Rockwell's latest project in Makati, Edades West.

## COMMERCIAL SEGMENT

Commercial Development posted Php 4.2 billion in revenues, higher by 4% than last year. The growth was mainly driven by strong leasing income across retail and office segment, which rose from Php 2.3 billion to Php 2.5 billion.

Retail operations contributed Php 2.5 billion, a 10% increase from Php 2.2 billion in 2023. The growth was supported by improved tenant sales, higher occupancy and rental rates.

Office Leasing revenues rose to Php 1.2 billion, compared to Php 1.1 billion in the prior year, reflecting higher average rental rates and a strong occupancy of 94%.

## COST AND EXPENSES

Cost of real estate amounted to Php 9.7 billion in 2024, 3% higher than the Php 9.4 billion that was recorded in 2023, in line with the increase in residential revenues.

General and administrative expenses (G&A) amounted to Php 2.6 billion, representing 13% of total revenues, and rose by 8% year-on-year. The increase was mainly due to higher business taxes from prior year collections and increased direct costs.

Interest Expense amounted to Php 1.7 billion, which is 9% higher than last year's Php 1.6 billion. This increase was attributed to a higher average interest rate, an increase in the average loan balance, and the recognition of interest expense related to the significant financing component PFRS 15.

## CASH FLOW AND FUNDING

Consolidated EBITDA amounted to Php 7.6 billion, growing by 13% compared to last year. The residential development EBITDA reported was Php 4.7 billion, 62% of the total EBITDA, while commercial development contributed 38% at Php 2.9 billion.

In 2024, the company's total spending on projects and capital expenditures reached Php 17.0 billion. This comprises development costs for ongoing construction, as well as costs to acquire new properties. Capital expenditures were funded through a combination of internally generated funds and debt availments.

The company also declared and paid dividends amounting to Php 624.3 million to its shareholders.

As of year-end 2024, debt level stood at Php 29.2 billion, resulting in a net-debt-to-equity ratio of 0.7x.

## FINANCIAL POSITION

Total assets as of December 31, 2024 amounted to Php 81.7 billion, a 10% increase from the prior year. This growth was mainly fueled by higher real estate inventories coming from new acquisitions and development costs incurred.

Total Liabilities as of December 31, 2024 amounted to Php 45.9 billion, representing a 9% rise compared to last year's Php 42.3 billion due to additional loan availments.

Total Equity as of December 31, 2024 grew by 11% compared to 2023, amounting to Php 35.8 billion. This is mainly due to the Php 3.7 billion net income earned by the parent company's equity holders, which was partially reduced by dividend payments amounting to Php 624.3 million.

## KEY PERFORMANCE INDICATORS

KPI	2024	2023	2022
EBITDA <sup>1</sup> (Php billions)	7.6 billion	6.8 billion	5.4 billion
Current Ratio <sup>2</sup> (x)	3.18	3.43	3.16
Net DE Ratio <sup>3</sup> (x)	0.70	0.67	0.78
Asset to Equity Ratio <sup>4</sup> (x)	2.28	2.31	2.53
Interest coverage ratio <sup>5</sup> (x)	4.39	4.57	4.42
ROA <sup>6</sup>	5.26%	4.71%	3.86%
ROE <sup>7</sup>	12.08%	11.36%	9.69%
EPS <sup>8</sup> (Php)	0.61	0.51	0.38

Notes:

(1) EBITDA [Net Income + (Interest Expense, Provision for Income Tax, Depreciation & Amortization)]

(2) Current ratio [Current assets/Current liabilities]

(3) Net debt to equity ratio [(Total Interest bearing debt)-(Cash and cash equivalents)/ Total Equity]

(4) Assets to Equity Ratio [Total Assets/Total Equity]

(5) Interest coverage ratio [EBITDA/ Total interest payments]

(6) ROA [Net Income/Average Total Assets]

(7) ROE [Net Income/ Average Total Equity]

(8) EPS [Net Income/number of common shares outstanding]