

SECURITIES AND EXCHANGE COMMISSION

SEC FORM 17-C

CURRENT REPORT UNDER SECTION 17 OF THE SECURITIES REGULATION CODE AND SRC RULE 17.2(c) THEREUNDER

- 1. November 13, 2019  
Date of Report (Date of earliest event reported)
- 2. SEC Identification Number 170957 3. BIR Tax Identification No. 000-533-224
- 4. FILINVEST LAND, INC.  
Exact name of issuer as specified in its charter
- 5. Philippines  (SEC Use Only)  
Province, country or other jurisdiction of incorporation Industry Classification Code:
- 7. No. 79 EDSA, Highway Hills, Mandaluyong City, Metro Manila 1550  
Address of principal office Postal Code
- 8. (632) 7918-8188  
Issuer's telephone number, including area code
- 9. Not applicable  
Former name or former address, if changed since last report

10. Securities registered pursuant to Sections 8 and 12 of the SRC or Sections 4 and 8 of the RSA

Title of Each Class	Number of Shares of Stock Outstanding
<b>Common</b>	<b>24,249,759,506</b>
<b>Preferred</b>	<b>8,000,000,000</b>

11. Indicate the item numbers reported herein: Item 9

Please see attached press release which is self-explanatory.

SIGNATURES

Pursuant to the requirements of the Securities Regulation Code, the issuer has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

FILINVEST LAND, INC.  
Issuer

Date November 13, 2019



**SHARON P. PAGALING-REFUERZO**  
Corporate Secretary and  
Corporate Information Officer

## **Filinvest Land's 9-month revenue increases 15% to Php18.43B**

Filinvest Land, Inc. (FLI), the publicly-listed property arm of Gotianun-led Filinvest Development Corporation (FDC), registered a 15% growth in gross revenues to Php18.43 billion in the first nine months of 2019. This was driven by a 27% increase in rental revenues, which reached Php5.13 billion, and an 18% rise in real estate sales revenues, which amounted to Php12.19 billion. The company reported an 8% increase in net income to Php4.60 billion from Php4.27 billion in the same period last year.

Residential revenue growth of 18% is attributable to the high sales take-up levels in the past quarters as well as the completion of high-rise and mid-rise residential buildings. This was brought about by strong demand for FLI's range of Futura residential product offerings focused on affordable housing projects and mid-rise building communities, to a selection of themed horizontal, resort-inspired mid-rise, and highly accessible high-rise communities developed under the dynamic lifestyle Aspire brand that caters to the middle-income segment. FLI's residential projects continue to address the needs of the end user markets which remain to be more stable and underserved. FLI launched residential projects in Valenzuela City, Taguig City, Manila, Cainta, Cavite, Rizal, Pampanga, Dagupan, Zamboanga and Davao in the first nine months of the year.

Meanwhile, rental revenue growth of 27% was on the back of the completion of new office buildings that brought FLI's total to 30 office buildings equivalent to 524,00 square meters of gross leasable area (GLA), with office buildings concentrated in its three major PEZA hubs in Filinvest City, Alabang, Mimosas Plus in Clark Special Economic Zone and Cebu. In Metro Manila, it has office developments along the MRT line from Quezon City to Bay City in Manila.

The company has set a 1.6 million GLA target in the next five years by 2024 for both its office and retail investment property portfolio.

"We remain positive on the company's performance moving forward with our residential trading business expected to grow further while our office rental business continues to be propelled by the strong demand for office space. We look forward to the growth coming from both the traditional and BPO offices, co-working spaces, as well as the entry of new locators and the expansion of existing clients," said FLI CEO and President Josephine Gotianun Yap.

To expand its recurring income portfolio, FLI has ventured into logistics and industrial parks to address the growing needs of logistics, light manufacturing, technology and e-commerce companies. Launched earlier this year, the completion of Phase 1 of the Filinvest Innovation Park at the 288-hectare Filinvest at New Clark City is targeted for the first quarter of 2020. Phase 1, covering 64 hectares, is envisaged to serve as the economic base of the development. The government-built access road from the Subic-Clark-Tarlac Expressway (SCTEX) to New Clark City which is nearly completed is seen to substantially improve travel and transportation to FLI's new industrial park. FLI is set to launch a second Innovation Park in Calamba, Laguna in 2020.

Completing FLI's portfolio is its 20% ownership of Filinvest Alabang that it shares with parent FDC that owns the 80%. Filinvest Alabang is the developer of Filinvest City, a fully-integrated, self-contained, master planned urban development in the south of Metro Manila. The 244-hectare Filinvest City is host to approximately 312,000 square meters of residential properties, 542,000 square meters of retail space and 696,000 square meters of office space developed by Filinvest Alabang, Filinvest Land and other developers. Filinvest City enjoys superior accessibility with its linkage to the SLEX-NLEX connector road, Skyway, Calamba-Clark Rail, Clark Airport Express Rail, the Old National Highway, Alabang-Cavite Daang Hari Link and the Alabang-Paranaque Alabang Zapote Link. In October this year, Filinvest Alabang signed a joint venture agreement with Mitsubishi Corporation for the development of a Php15-billion multi-tower mixed-use complex in the prime area of Filinvest City. Mitsubishi will have a 40% stake in a 1.7-hectare lot in the center of the city that is seen to bolster mixed-use GLA by approximately 183,000 square meters.

FLI has also introduced new leasing products such as dormitels to address the growing demand for living spaces near places of work. The concept is an affordable but somewhat upscale dorm experience for the workforce. FLI's first dormitel project is currently under construction located at Filinvest Mimosa Plus Leisure City which targets employees of the office buildings within the estate.

### ***About Filinvest Land, Inc.***

*Filinvest Land, Inc. (FLI) is the developer of large scale townships across the Philippines which include: Havila (306 hectares), Timberland Heights (677 hectares) and Manna East (60 hectares) in Rizal, Ciudad de Calamba (350 hectares), City di Mare in Cebu (50 hectares) and Palm Estates in Talisay City (51 hectares). FLI owns 20% of Filinvest Alabang, developer of Filinvest City (244 hectares), a central business district in southern Metro Manila. FLI is also developing two townships in the Clark Special Economic Zone: its industrial and logistics park and mixed-use development at New Clark City (288 hectares) and Filinvest Mimosa+ Leisure City (201 hectares) in partnership with FDC; FLI handles the residential, office and mall projects while FDC handles the leisure and hospitality projects through its hotel arm. As of September 30, 2019, FLI has built more than 200 residential developments across the country.*

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