





with P10.8 billion worth of new projects in 2017, mainly from private sector projects. 58% of these new projects were booked towards the last quarter of 2017. Backlog is comprised of 73% residential, 23% office and commercial, and 6% infrastructure.

Megawide will grow its portfolio of infrastructure projects even as an EPC contractor. The EPC contract for Clark International Airport already forms part of order book for the first quarter of 2018.

12% of the Megawide

This is attributed to growth in the three revenue streams of the airport: Passenger Service Charge or PSC, Aero related, and Non-aero or Commercial Revenues. PSC brought in 56% of revenue or P1.3 billion, which increased by 16%. Aero revenues derived from airline-related services contributed 13% as it grew by 27% to P295 million. Non-aero revenues posted the highest growth to P723 million, driven by the improvements in retail space and a better tenant mix. This accounted for 31% of the total airport revenues.

EBITDA rose by 26% to P1.6 billion. Net income also increased by 24% to P1.1 billion, with net income margin improving to 49% from 48% in the prior year.

MCIA is serving 35 domestic and 22 international destinations, with 25 airline carriers. As a result, air traffic movement increased by 19%, with 30% growth for international and 16% for domestic.

The aggressive airline and destination marketing initiatives allowed Megawide to launch new routes and airlines. This led to an overall increase in passenger throughput at 12% with MCIA handling 9.97 million passengers in 2017. Korea remains the leading international market but there has been substantial growth in the number of Japanese, American, and Chinese tourists.

Domestic passengers comprised 69% of the total number, while international passengers comprised 31%. In 2018, MCIA targets a 14% rise in passenger volume to 11.3 million with Domestic growth seen at 12% and international at 19%.

Mr. Saavedra also reported on the non-construction activities of Megawide, as follows:

Megawide Foundation became a duly accredited entity by the Department of Social Welfare and Development and the Philippine Council for NGO Certification. The Foundation also became a member of the League of Corporate Foundations.

In education, the Megawide Engineering Excellence Scholarship program added the Polytechnic University of the Philippines (PUP) as a partner school, along with the Technological University of the Philippines (TUP) and the University of the Philippines (UP) Diliman. From just 8 scholars when the program began in 2016, Megawide now has 28 scholars from







One shareholder manifested that he will abstain from voting for all items.  
One shareholder congratulated Mr. Louie Ferrer for the successful inauguration of the Mactan Cebu International Airport.  
One shareholder inquired as to what makes Megawide more cutting edge as compared to other big construction companies in the Philippines. Mr. Saavedra and Mr. Ferrer informed him and the other stockholders that Megawide is the only construction company in the Philippines with experience in airport construction, renovation, and operation.

## **XII. ADJOURNMENT**

There being no further business to discuss, the meeting was adjourned.

Certified Correct:

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**ALTHEA ISOBEL F. OAMINAL**  
Corporate Secretary

Attested by:

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**EDGAR B. SAAVEDRA**  
Chairman of the Board of Directors