



## **D.M. Wenceslao & Associates, Incorporated Completes P8.1 billion Initial Public Offering**

**Paranaque City, Philippines, June 29, 2018** — D.M. Wenceslao & Associates, Incorporated (PSE: DMW), an integrated property developer with expertise in land reclamation, construction and real estate development, announced today the successful closing of its initial public offering (IPO).

DMW has raised a total of P8.1 billion through the sale of 679.2 million shares or 20% of the Company's total issued shares at P12.00 per share. The net proceeds amounted to P7.6 billion after deducting the applicable fees and other expenses related to the offering. About P3.7 billion or 49% of the net proceeds will be used to fund the development and construction of the Company's nine planned real estate projects. Approximately P2.9 billion or 38% will be used to obtain land assets through potential share acquisitions, while the remaining P1.0 billion or 13% is intended to fund the development of infrastructure within Aseana City and for other general corporate purposes.

"Despite a volatile market environment over the past months, we are extremely satisfied to successfully complete our offering," said Delfin Angelo C. Wenceslao, CEO of DMW. "With our more than 50-year execution record in real estate development and construction, the proceeds raised from our IPO will enable us to expand our real estate portfolio through a mix of commercial and residential projects in Aseana City. These pipeline projects will continue to increase our recurring revenue streams and sustain our long-term growth."

For full-year 2017, DMW reported a net income of P1.56 billion which represents a growth rate of 30% from 2016 and a net profit margin of 52%. Recurring income from leasing of land, office and commercial space equaled 50% of its revenues.



The offering was co-led by BPI Capital Corporation and Maybank ATR Kim Eng Capital Partners as joint bookrunners and underwriters.

#### About DMW

DMW is an integrated property developer with expertise in land reclamation, construction and real estate development. It is the master developer and primary owner of Aseana City, a development project with a total land area of 107.5 hectares located along the coastal waters of Manila Bay. Since 1965, DMW has reclaimed more than 2.4 million square meters of land, leased or developed 187,000 square meters, and completed over 100 construction and infrastructure projects including large, complex government developments throughout the Philippines.

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