



October 11, 2023

Philippine Stock Exchange

6/F PSE Tower
5th Avenue corner 28th Street
Bonifacio Global City, Taguig City

Attention: Ms. Alexandra D. Tom Wong
Head, Disclosure Department

Philippine Dealing and Exchange Corporation

29th Floor, BDO Equitable Tower
8751 Paseo de Roxas, Makati City 1226

Attention: Atty. Marie Rose M. Magallen-Lirio
Head, Issuer Compliance and Disclosures Dept.

Gentlemen:

In compliance with the Exchange's Rule on Minimum Public Ownership, please find attached our Public Ownership Report for the quarter-ended September 2023.

We trust that you will find the report in order.

Thank you.

Very truly yours,

A handwritten signature in blue ink, appearing to read 'Solomon M. Hermosura'.

Solomon M. Hermosura
Corporate Secretary

AYALA LAND, INC.

Computation of Public Ownership as of September 30, 2023

| | <u>A</u> | <u>B</u> | <u>Total</u> |
|--|----------|----------|--------------------|
| Number of Issued Shares | | | 15,721,525,627 |
| Less: Number of Treasury Shares (if any) | | | <u>772,604,914</u> |

Number of Issued and Outstanding Shares **14,948,920,713**

Less:

| | <u>% to total I/O Shares</u> | <u>A</u> | <u>B</u> | <u>Total</u> |
|---|----------------------------------|----------|----------|--------------------------|
| Directors | | | | |
| Jaime Augusto Zobel de Ayala | | | | |
| Direct | 0.0001 % | | | 13,140 |
| Indirect (thru PCD) | 0.0003 % | | | 50,516 |
| Mariana Beatriz E. Zobel de Ayala | | | | |
| Direct | 0.0000 % | | | 1 |
| Indirect (thru immediate family member) | 0.0026 % | | | 385,000 |
| Cezar P. Consing | | | | |
| Direct | 0.0000 % | | | 1 |
| Daniel Gabriel M. Montecillo | | | | |
| Direct | 0.0000 % | | | 1 |
| Arturo G. Corpuz | | | | |
| Indirect (thru ESOWN) | 0.0113 % | | | 1,686,177 |
| Indirect (thru PCD) | 0.0012 % | | | 178,220 |
| Direct | 0.0266 % | | | 3,979,314 |
| Cesar V. Purisima | | | | |
| Direct | 0.0000 % | | | 1 |
| Bernard Vincent O. Dy* | | | | |
| Indirect (thru ESOWN) | 0.0981 % | | | 14,668,621 |
| Indirect (thru PCD) | 0.0394 % | | | 5,887,006 |
| Direct | 0.0000 % | | | 10 |
| Rex Ma. A. Mendoza | | | | |
| Direct | 0.0000 % | | | 1 |
| Indirect (thru PCD) | 0.0001 % | | | 18,620 |
| Indirect (thru a Corporation) | 0.0262 % | | | 3,914,200 |
| Surendra M. Menon | | | | |
| Direct | 0.0000 % | | | 1 |
| Indirect (thru PCD) | 0.0001 % | | | 20,000 |
| Sub-total | 0.2060 % | | | <u>30,800,830</u> |

Officers

| | | | | |
|--|----------|--|--|-----------|
| Jaime Augusto Zobel de Ayala** (same as above) | | | | |
| Cezar P. Consing** (same as above) | | | | |
| Bernard Vincent O. Dy (same as above) | | | | |
| Anna Ma. Margarita B. Dy* | | | | |
| Direct | 0.0000 % | | | 3,510 |
| Indirect (thru ESOWN) | 0.0438 % | | | 6,544,736 |
| Indirect (thru PCD) | 0.0135 % | | | 2,013,367 |
| Dante M. Abando | | | | |
| Indirect (thru ESOWN) | 0.0344 % | | | 5,139,072 |
| Direct | 0.0158 % | | | 2,356,244 |
| Indirect (thru immediate family member) | 0.0000 % | | | 2,000 |

| | | |
|-----------------------------|----------|-----------|
| Augusto D. Bengzon | | |
| Indirect (thru ESOWN) | 0.0246 % | 3,684,153 |
| Indirect (thru PCD) | 0.0059 % | 880,264 |
| Jose Emmanuel H. Jalandoni | | |
| Indirect (thru ESOWN) | 0.0223 % | 3,339,738 |
| Indirect (thru PCD) | 0.0353 % | 5,275,816 |
| Aniceto V. Bisnar, Jr. | | |
| Indirect (thru ESOWN) | 0.0126 % | 1,882,595 |
| Indirect (thru PCD) | 0.0000 % | 860 |
| Rodelito J. Ocampo | | |
| Indirect (thru ESOWN) | 0.0148 % | 2,218,616 |
| Indirect (thru PCD) | 0.0037 % | 560,571 |
| Joseph Carmichael Z. Jugo | | |
| Indirect (thru ESOWN) | 0.0089 % | 1,324,514 |
| Indirect (thru PCD) | 0.0000 % | 3,640 |
| Robert S. Lao | | |
| Indirect (thru ESOWN) | 0.0213 % | 3,190,469 |
| Christopher B. Maglanoc | | |
| Indirect (thru ESOWN) | 0.0091 % | 1,356,467 |
| Indirect (thru PCD) | 0.0003 % | 50,000 |
| Direct | 0.0000 % | 94 |
| Romeo T. Menpin | | |
| Indirect (thru ESOWN) | 0.0058 % | 873,791 |
| Indirect (thru PCD) | 0.0003 % | 39,000 |
| Carol T. Mills | | |
| Indirect (thru ESOWN) | 0.0078 % | 1,167,656 |
| Jennylle S. Tupaz | | |
| Indirect (thru ESOWN) | 0.0102 % | 1,518,445 |
| Indirect (thru PCD) | 0.0004 % | 54,959 |
| Lyle A. Abadia | | |
| Direct | 0.0000 % | 475 |
| Indirect (thru ESOWN) | 0.0082 % | 1,222,440 |
| Dindo R. Fernando | | |
| Indirect (thru ESOWN) | 0.0089 % | 1,331,726 |
| Javier D. Hernandez | | |
| Indirect (thru ESOWN) | 0.0065 % | 970,768 |
| Indirect (thru PCD) | 0.0000 % | 1,447 |
| Amelia Ann T. Alipao*** | | |
| Indirect (thru ESOWN) | 0.0039 % | 588,569 |
| Indirect (thru PCD) | 0.0088 % | 1,322,121 |
| Darwin L. Salipsip | | |
| Indirect (thru ESOWN) | 0.0073 % | 1,086,992 |
| Ferdie M. Mangali | | |
| Indirect (thru ESOWN) | 0.0088 % | 1,309,927 |
| Michael F. Magpusao | | |
| Indirect (thru ESOWN) | 0.0038 % | 571,687 |
| Rufino Hermann S. Gutierrez | | |
| Indirect (thru ESOWN) | 0.0046 % | 692,924 |
| Indirect (thru PCD) | 0.0017 % | 256,600 |
| Laurent P. Lamasuta | | |
| Indirect (thru ESOWN) | 0.0190 % | 2,842,298 |
| Indirect (thru PCD) | 0.0098 % | 1,463,841 |
| Ma. Luisa D. Chiong | | |
| Direct | 0.0000 % | 3,456 |
| Indirect (thru ESOWN) | 0.0073 % | 1,088,403 |

| | | | |
|---|-----------------|--|-------------------|
| Annabeth R. Bernardo | | | |
| Indirect (thru ESOWN) | 0.0010 % | | 148,183 |
| Indirect (thru PCD) | 0.0000 % | | 300 |
| Raquel S. Cruz | | | |
| Indirect (thru ESOWN) | 0.0047 % | | 702,509 |
| Indirect (thru PCD) | 0.0001 % | | 18,519 |
| Richard T. Yap | | | |
| Indirect (thru ESOWN) | 0.0050 % | | 753,073 |
| Indirect (thru PCD) | 0.0003 % | | 44,401 |
| Direct | 0.0000 % | | 5,247 |
| Stephanie J. Lingad | | | |
| Indirect (thru ESOWN) | 0.0057 % | | 849,864 |
| Indirect (thru PCD) | 0.0014 % | | 202,595 |
| Maphilindo S. Tandoc | | | |
| Indirect (thru ESOWN) | 0.0030 % | | 448,418 |
| Alfonso Javier D. Reyes | | | |
| Indirect (thru ESOWN) | 0.0050 % | | 744,746 |
| Indirect (thru PCD) | 0.0000 % | | 95 |
| Jose C. Platero, Jr. | | | |
| Indirect (thru ESOWN) | 0.0034 % | | 505,351 |
| Ma. Clavel G. Tongco | | | |
| Indirect (thru ESOWN) | 0.0028 % | | 416,234 |
| Direct | 0.0009 % | | 140,653 |
| Roscoe M. Pineda | 0.0000 % | | 0 |
| Mary Grace Santos-Ontiveros | | | |
| Indirect (thru PCD) | 0.0000 % | | 500 |
| Isabel D. Sagun | 0.0000 % | | 0 |
| Jeremy U. Sy | 0.0000 % | | 0 |
| Pauline Clarisse K. Feria | | | |
| Indirect (thru immediate family member) | 0.0007 % | | 105,000 |
| Enrique B. Manuel, Jr. | | | |
| Indirect (thru PCD) | 0.0027 % | | 403,386 |
| Indirect (thru ESOWN) | 0.0033 % | | 498,060 |
| Solomon M. Hermosura | | | |
| Direct | 0.0000 % | | 871 |
| Ma. Florence Therese dG. Martirez-Cruz | | | |
| Indirect (thru ESOWN) | 0.0008 % | | 121,190 |
| Indirect (thru immediate family member) | 0.0000 % | | 1,300 |
| Sub-total | 0.4304 % | | 64,344,746 |

Principal Stockholders

| | | | |
|---------------------|----------------|--|---------------------------|
| Ayala Corporation | | | |
| Direct | 47.85 % | | 7,153,664,287 |
| Indirect (thru PCD) | 3.14 % | | 468,672,400 |
| Sub-total | 50.99 % | | 7,622,336,687 **** |

| | | |
|---|-----------------|----------------------|
| Others | | |
| Mermac, Inc. | | |
| Direct | 0.0133 % | 1,982,289 |
| Government | - % | - |
| Banks | - % | - |
| Employees | | - |
| ESOWN Subscriptions | 0.4508 % | 67,394,749 |
| Lock-Up Shares | - % | - |
| Sub-total | <u>0.4641 %</u> | <u>69,377,038</u> |
| TOTAL | 52.09 % | 7,786,859,301 |
| Total Number of Shares Owned by the Public | | 7,162,061,412 |

**Mr. Bernard Vincent O. Dy resigned as Director, President and Chief Executive Officer effective end of day of September 30, 2023, and was replaced by Ms. Anna Ma. Margarita B. Dy effective October 1, 2023.*

***Non-executive directors, but added in the list as required by the Exchange.*

****Ms. Alipao has retired from the Company on September 30, 2023.*

*****Exclusive of three shares assigned to the incumbent directors.*

PUBLIC OWNERSHIP PERCENTAGE
Total Number of Shares Owned by the Public

$$\frac{7,162,061,412}{14,948,920,713} \text{ shares} = \underline{\underline{47.91\%}}$$

| | | |
|-------------------------------------|---|----------------|
| No. of Issued Common Shares | = | 15,721,525,627 |
| Number of Outstanding Common Shares | = | 14,948,920,713 |
| Number of Treasury Shares (Common) | = | 772,604,914 |
| Number of Listed Common Shares | = | 14,554,970,835 |
| Number of Foreign-Owned Shares | | |
| Common Shares | = | 4,128,292,863 |
| Voting Preferred Shares | = | 54,891,473 |
| Foreign Ownership Level (%) | = | 15.27% |
| Foreign Ownership Limit (%) | = | 40% |