



GT CAPITAL HOLDINGS, INC.

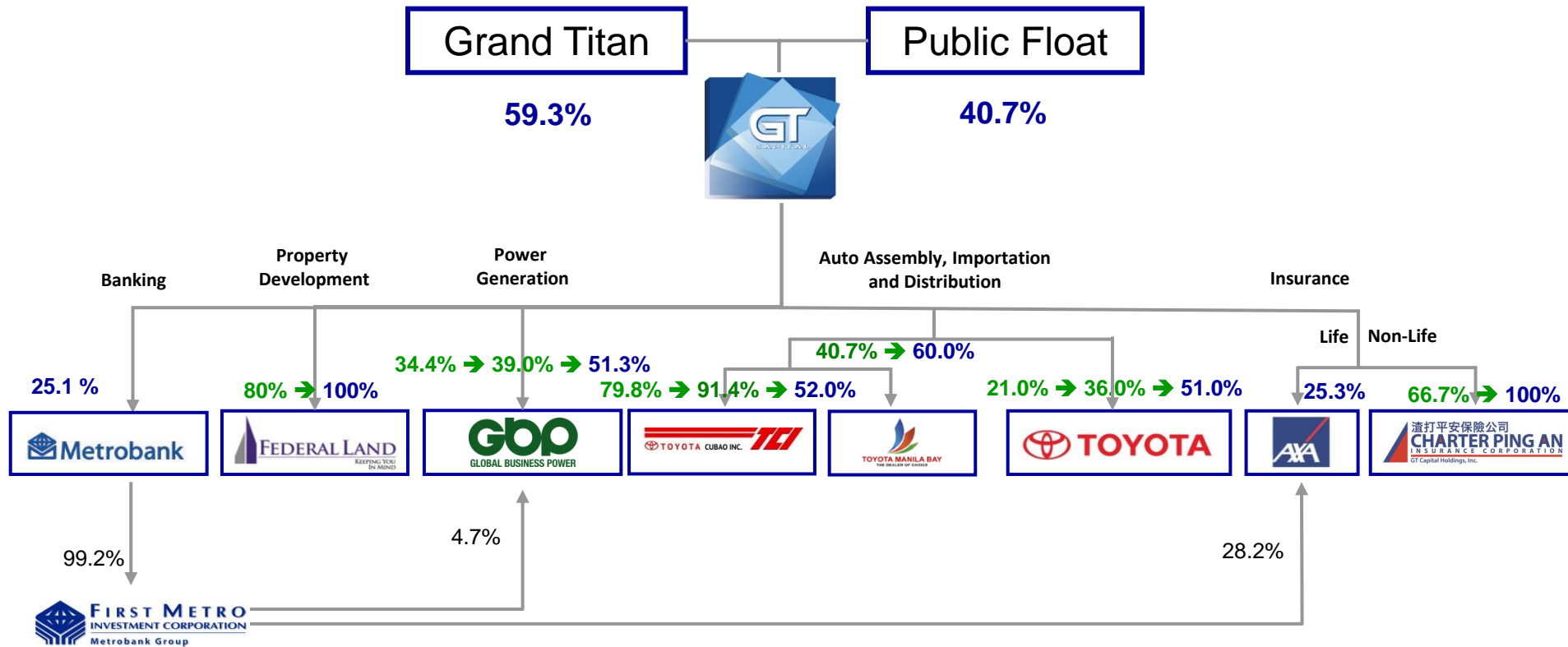
1H 2014 Briefing 15 August 2014



Shifting to Higher Gear, Maximizing Synergies

83.66	+80.25 ▲	256.36
56.39	+74.36 ▲	375.69
24.35	+45.23 ▲	248.36
45.35	+79.23 ▲	350.33
56.39	+74.36 ▲	226.36
24.35	+45.23 ▲	375.69
65.36	+96.36 ▲	748.36
32.23	+5.33 ▲	396.33
44.45	+2.55 ▲	282.86
83.66	+80.25 ▲	256.36

GTCAP Ownership Structure





GT CAPITAL HOLDINGS, INC.

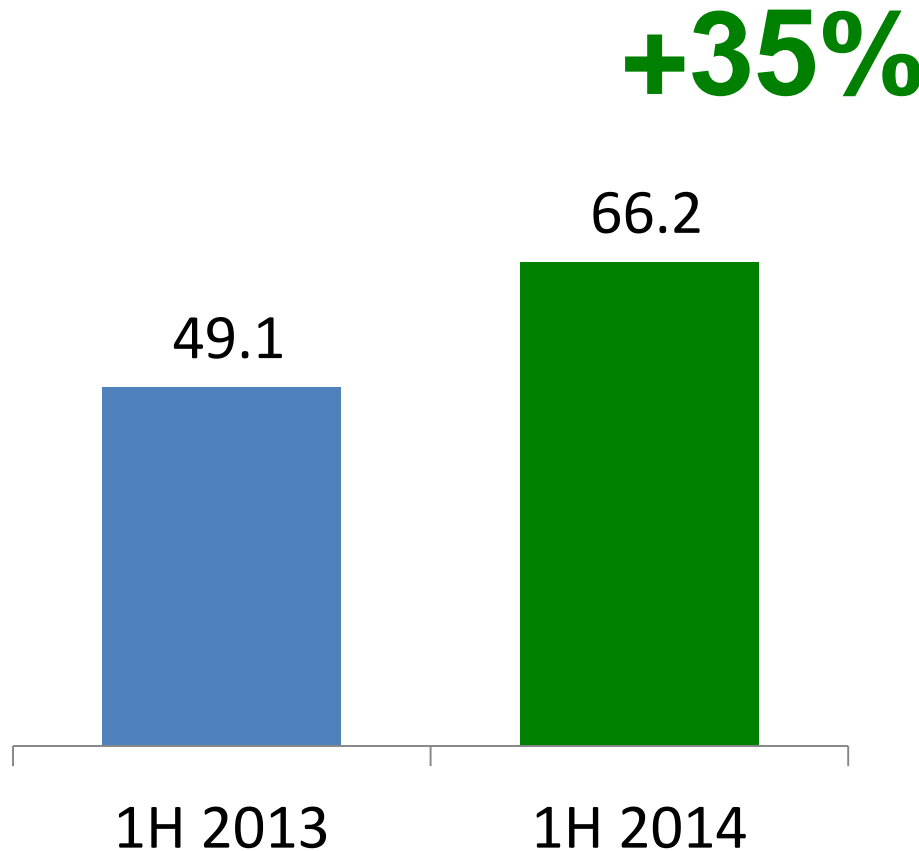
1H 2014 Consolidated Financial Highlights

GTCAP 1H 2014 Financial Highlights



Revenues

In PHP Billion

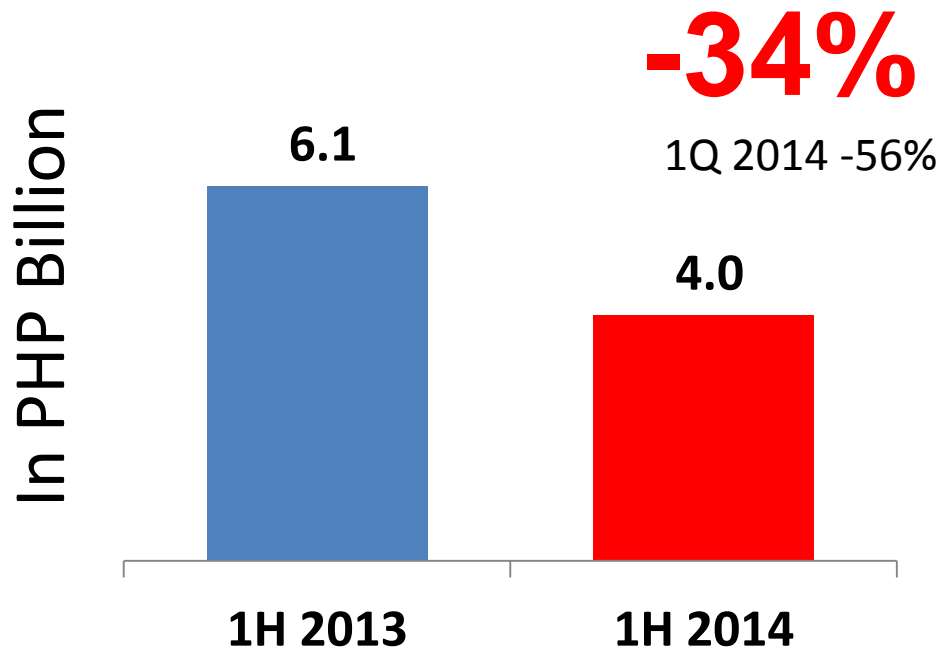


- Consolidation of TMP and GBP: **Php58.92 billion** (89% of total revenues)
- Real Estate Sales: **Php3.3 billion (+30%)**
- Equity in Net Income of Associates: **Php1.8 billion from Php 3.3 billion (-46.2% decline YoY)**
- Charter Ping An Consolidation: **Php0.9 billion**

GTCAP 1H 2014 Financial Highlights



Consolidated (Core and Non-Core) Net Income

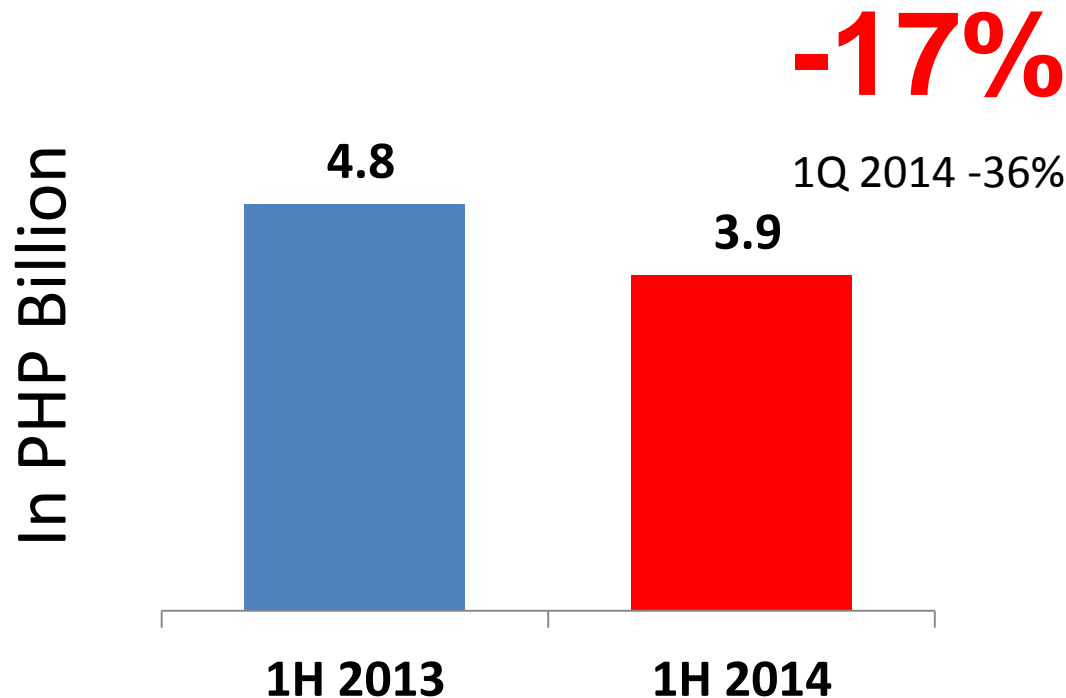


- 1H 2013 includes **Php1.3B** in non-recurring income

GTCAP 1H 2014 Financial Highlights



Core Net Income

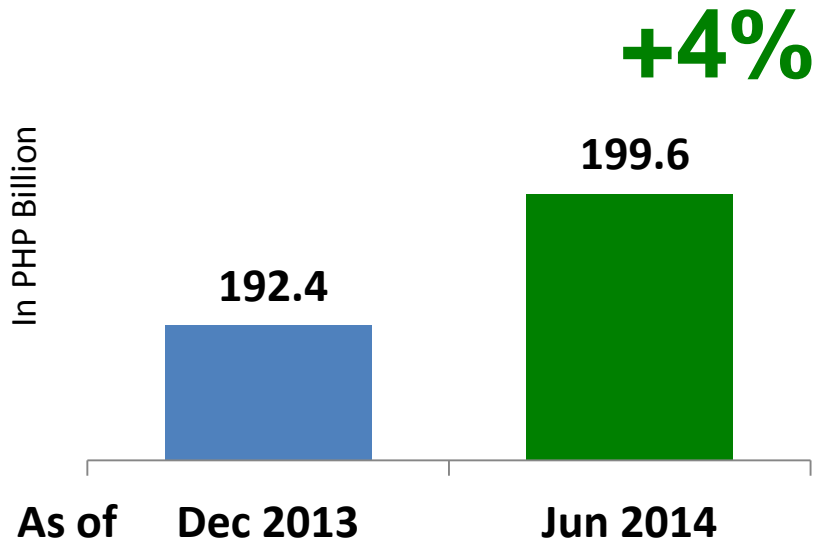


- MBT securities and FX trading gains **from Php14.3B to Php1.1B**
- AXA single premium revenue **-38%** from **Php7.6B to Php4.7B**
- TMP **+30%** and Fed Land **+58%** record performance

GTCAP 1H 2014 Financial Highlights

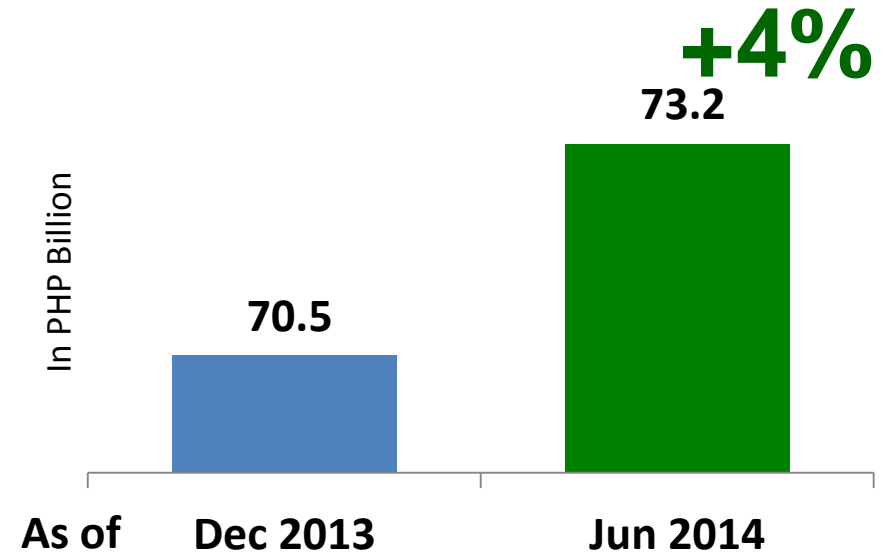


Total Assets



- Increase in Receivables and Inventory from Fed Land
- Consolidation of Charter Ping An and TCI

Total Equity

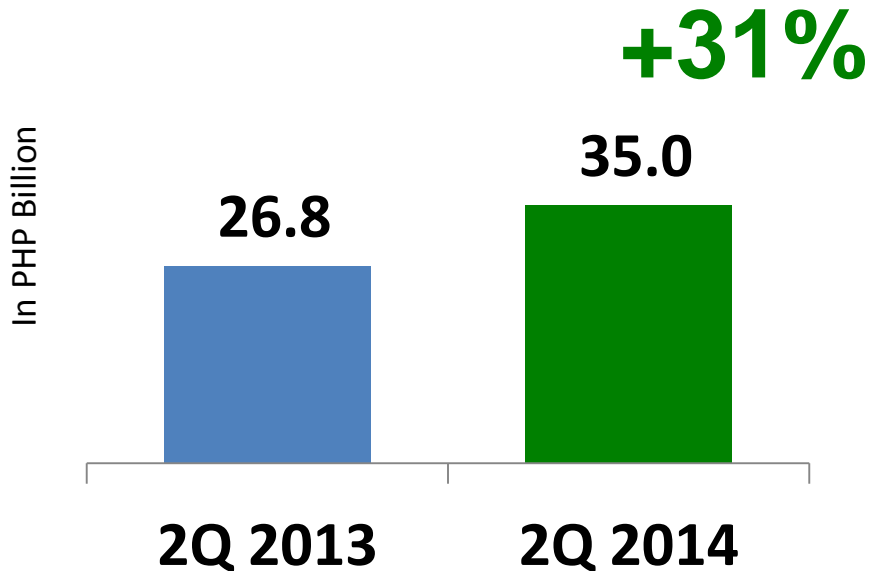


- Net Income for the Period, net of cash dividends paid

GTCAP 2Q 2014 Financial Highlights

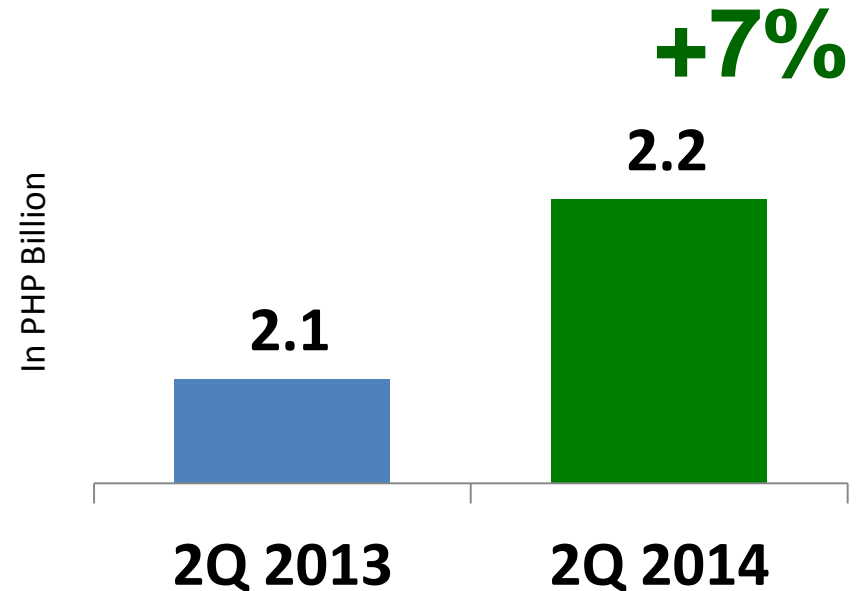


Revenues



- Increase in Auto Sales **+38%**, Net Fees **+8%** and Real Estate Sales **+11%**
- Consolidation of CPAIC

Consolidated Net Income



- Net Income for the Period



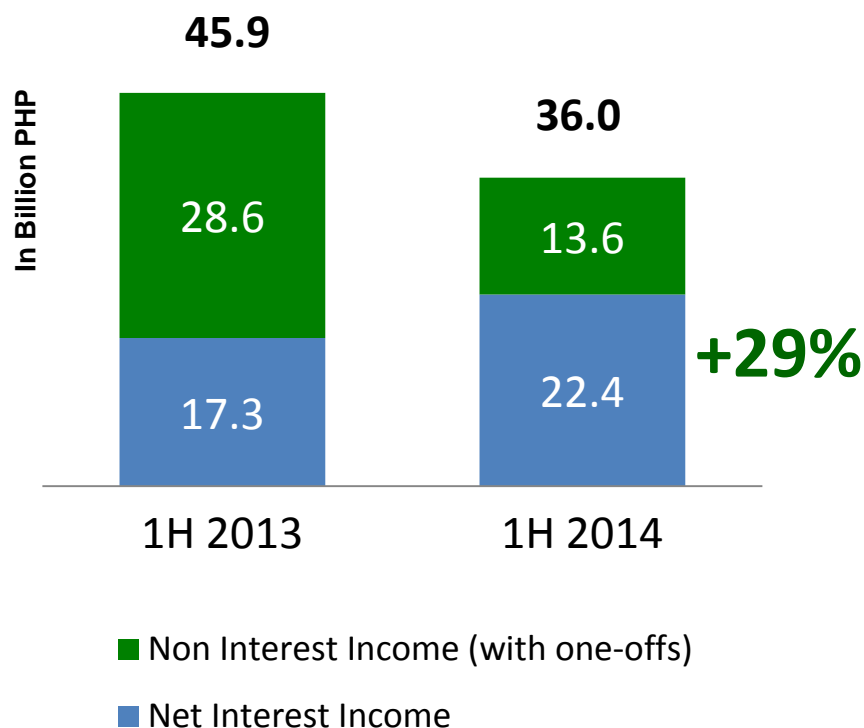
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HOLDINGS INCORPORATED

Metrobank

Banking

 **Metrobank Plaza**

Total Operating Income



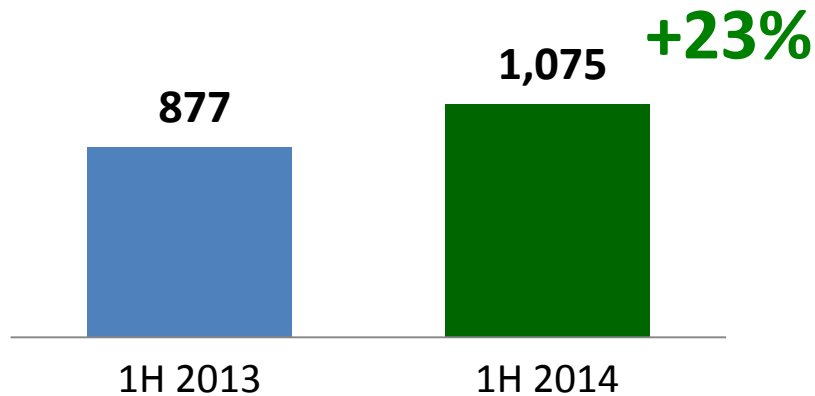
Consolidated net income P9.1B

- Operating income:
 - 1H 2013: Includes one-off gains and trading income
 - 1H 2014: Weaker trading gains supported by strong accrual income
- Strong growth in core revenues: Net interest income **+29%**
 - Growth in loans **+19%** and deposits **+23%**; steady NIMs
- Focus on SME and middle market segments

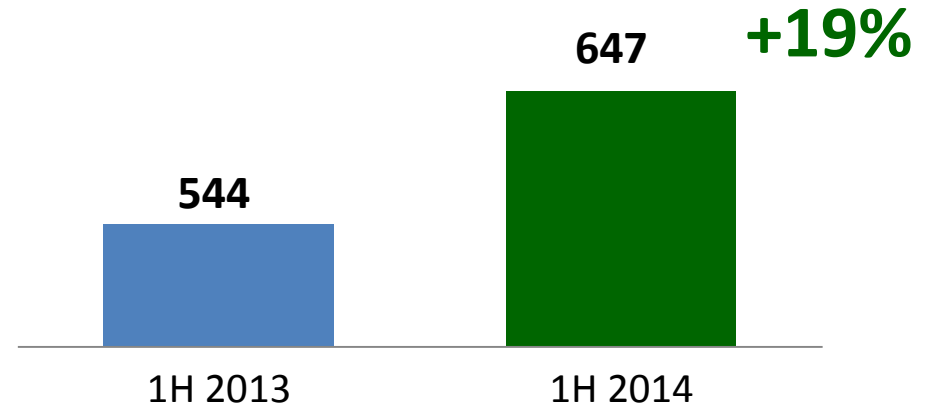
MBT Financial Highlights



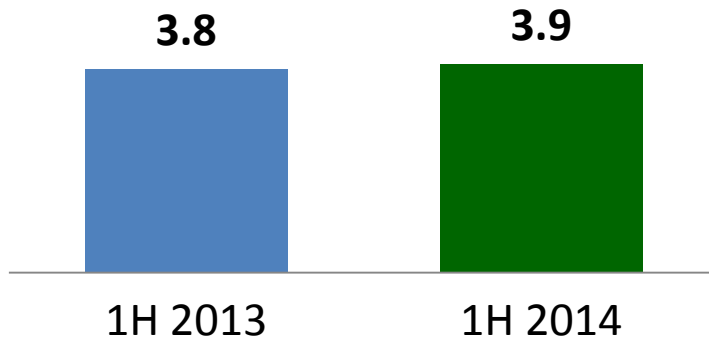
Deposits (PHP Billion)



Loans and Receivables (PHP Billion)

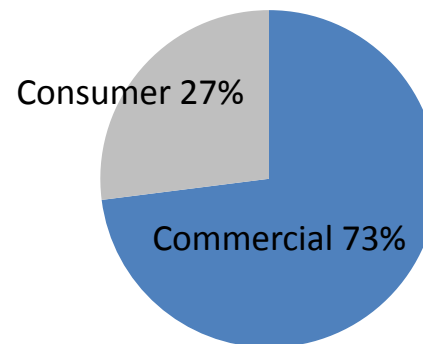


Net Interest Margin (%)

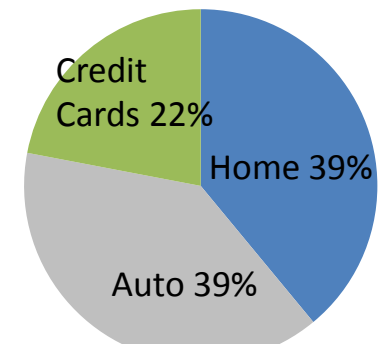


Loan Breakdown

Total Loan Portfolio



Consumer Portfolio

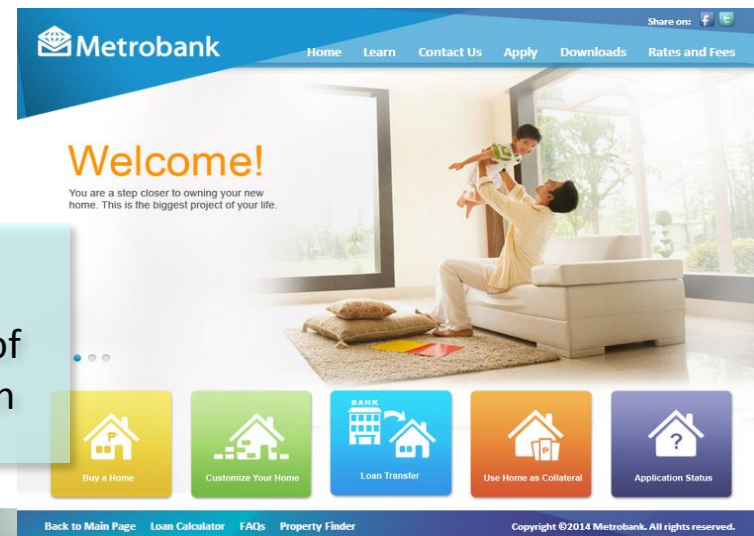


MBT Products Launched



METROBANK CAR LOAN PROMO

- FREE Chattel Mortgage Fee and Car Insurance



METROBANK HOME LOAN MICROSITE

- Online mortgage calculators, listing of properties for sale, online application



No line online with the Metrobank Mobile App!

Make balance inquiries, transfer funds, pay bills, and buy prepaid load, all with your mobile device!

MOBILE BANKING APP

- Available in Android and IOS phones.
- Free unlimited transactions



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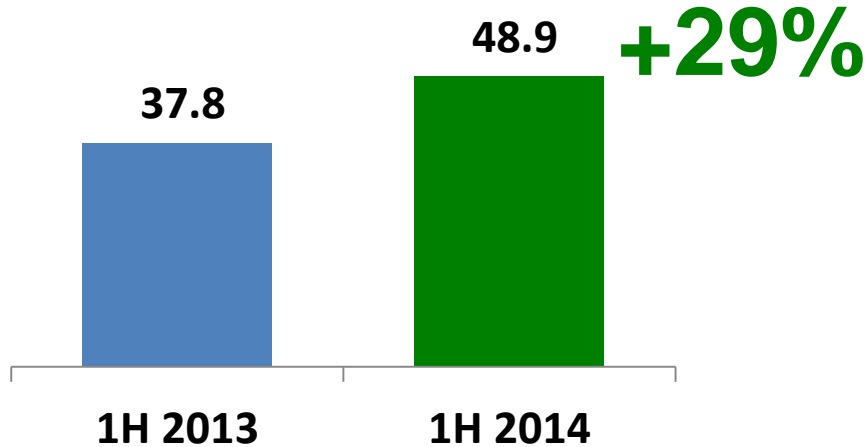
Automotive

TMP Financial Highlights



Revenues

In Billion PHP



- Positive performance due to:

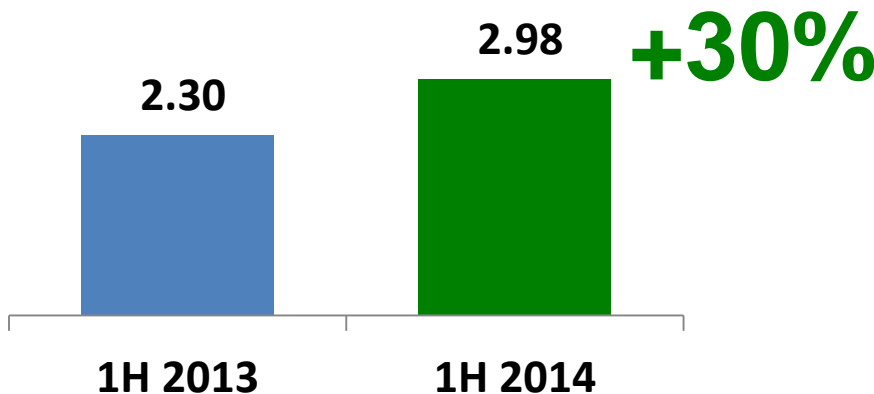
- **50,329** wholesale units sold **+45%**

- Strong sales of full model change Vios

- Popular new models mix (Altis, Wigo, Yaris)

Net Income

In Billion PHP



- Aggressive sales and marketing initiatives

- Strong dealership network with 44 branches nationwide

Auto Industry Market Share

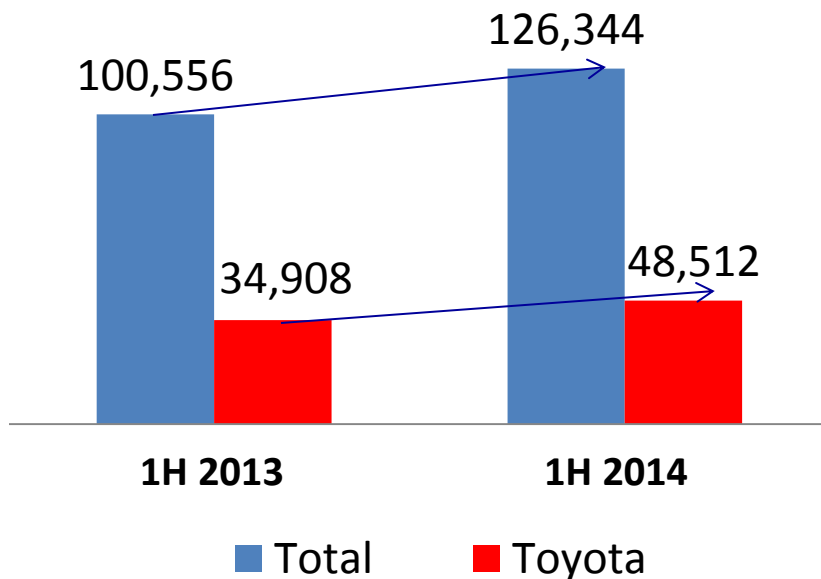


Auto Industry vs. TMP Unit Sales 1H 2014

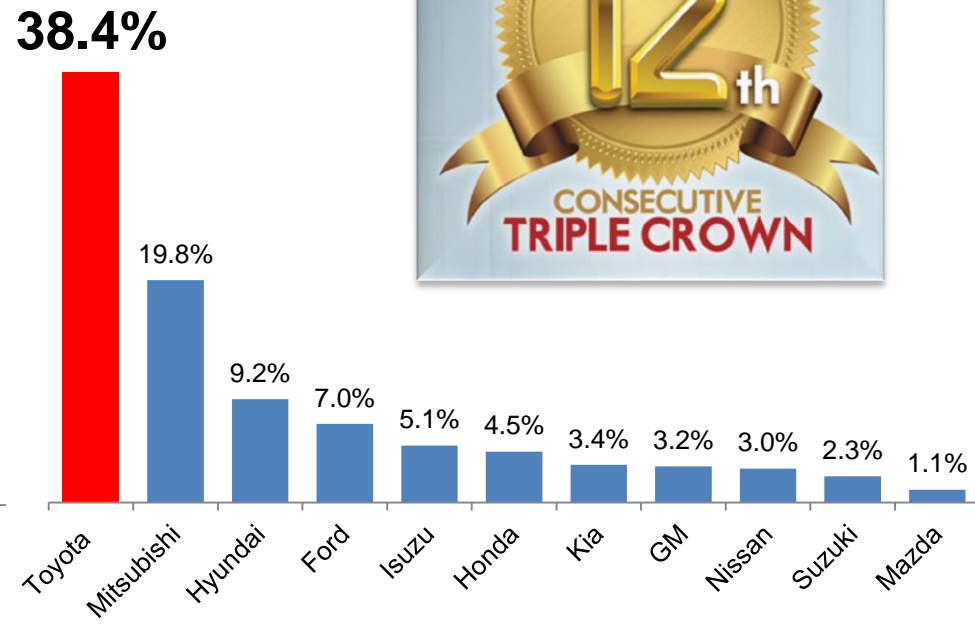
Industry Growth **+25.6% YoY**

Toyota Growth **+39% YoY**

TMP vs. Market



Total Market Share (%) 1H 2014



Toyota Dealerships



Target by end of year	2012	2013	2014	2015	2016
No. of Dealerships	32	42	47	56	63



As of August 2014:
44 dealers



Metro Manila

- New Dealership
- Old Dealership

Source: Company data

Latest TMP Models Launched



2014 Yaris



2014 Altis



2014 Wigo



2013 Vios



2014 Hilux

Lexus Models



SEDAN

IS



ES



GS



LS



SUV

RX 350



RX Hybrid



GX 460



LX 570





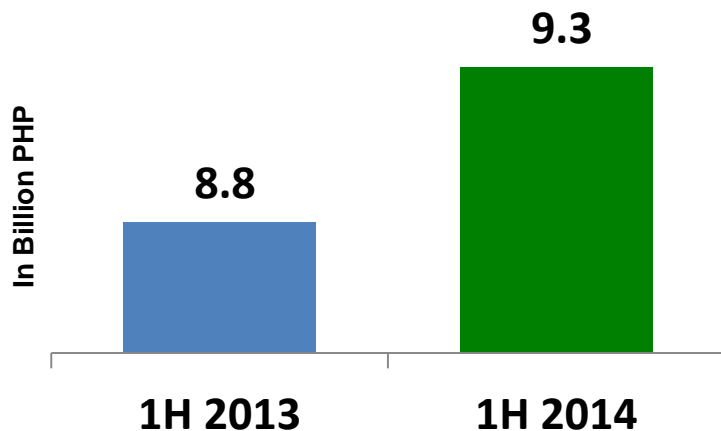
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Power Generation

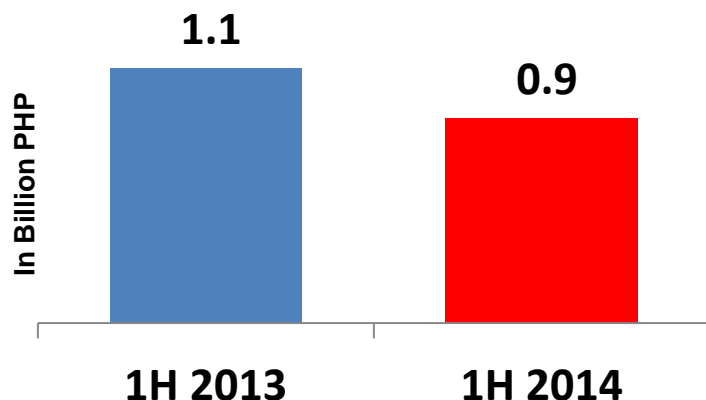
GBPC Financial Highlights



Revenues



Net Income



- Revenues **+5%**
 - 1Q 2014
 - Low dispatch of CEDC and PEDC due to typhoon damage
 - Admin price implemented until 26 March 2014
 - 2Q 2014
 - Additional WESM compensation collected
 - Interim Power Agreement with Meralco
- Net Income **-20%**
 - Emergency shutdown of 30 MW TPC Sangi
 - Unscheduled downtime in the coal plants due to technical issues

Recent Developments

Meralco Interim Power Supply Agreements extended until 31 Oct 2014.

Negotiations ongoing extending abovementioned contracts into multi-year agreements.



**Interim Power
Supply Agreement
with Meralco**

Recent Developments

82-MW Toledo (TPC 1A) Expansion ahead of schedule. Completion expected within 4Q 2014

82-MW TPC 1A
in Toledo, Cebu



Source: Company data

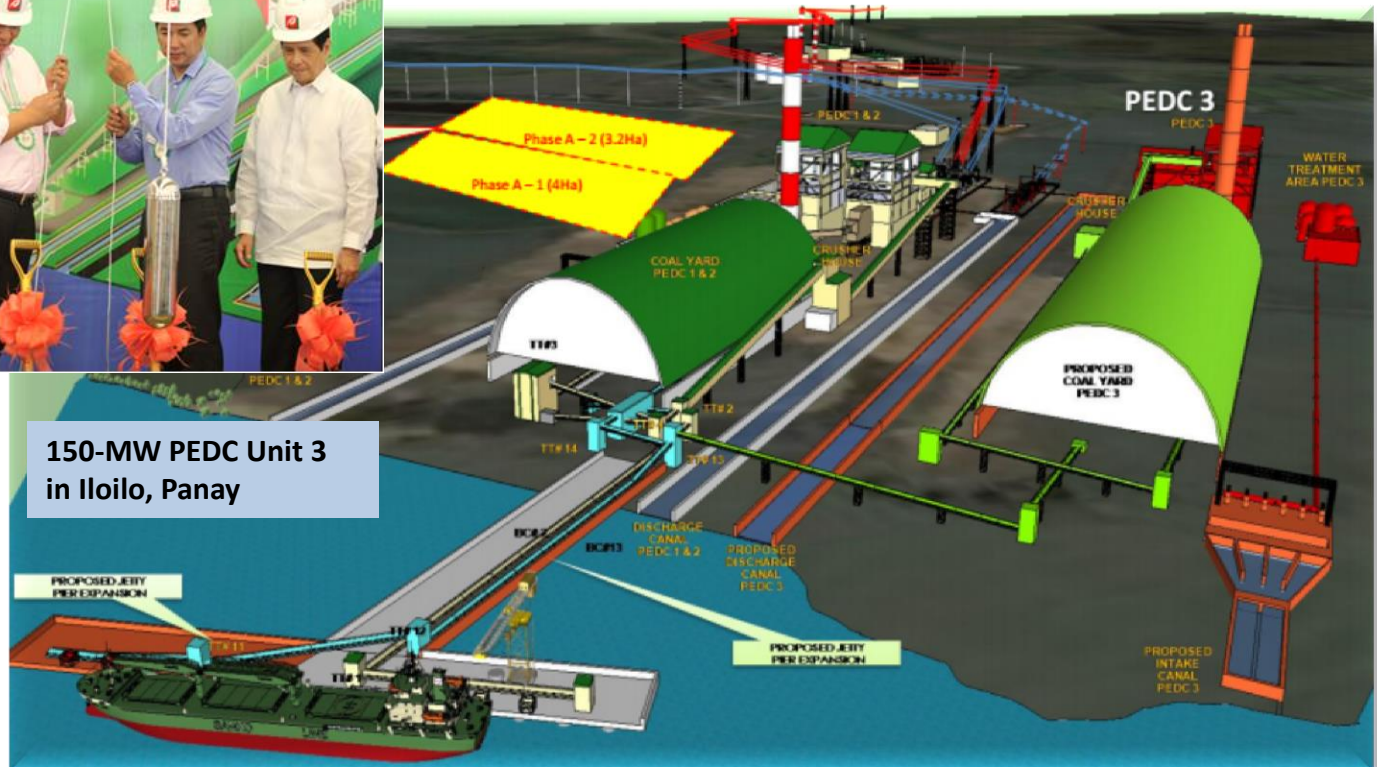
Recent Developments

Panay (PEDC Unit 3)

- Project cost: **PHP15.6 B**
- **PHP 5.0 B** Equity Call completed; loan component to be finalized within 3Q 2014
- Construction started July 2014; expected completion within 24 months



150-MW PEDC Unit 3
in Iloilo, Panay



Property Development

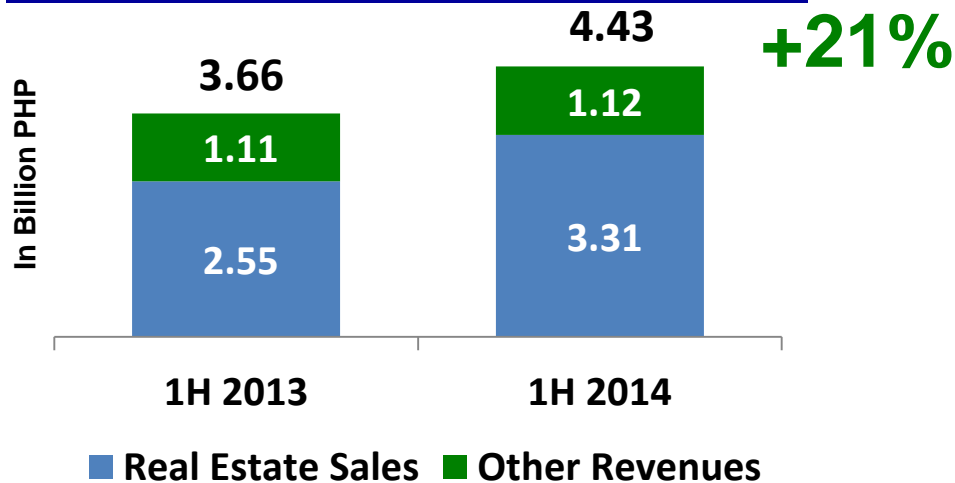


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Fed Land Financial Highlights

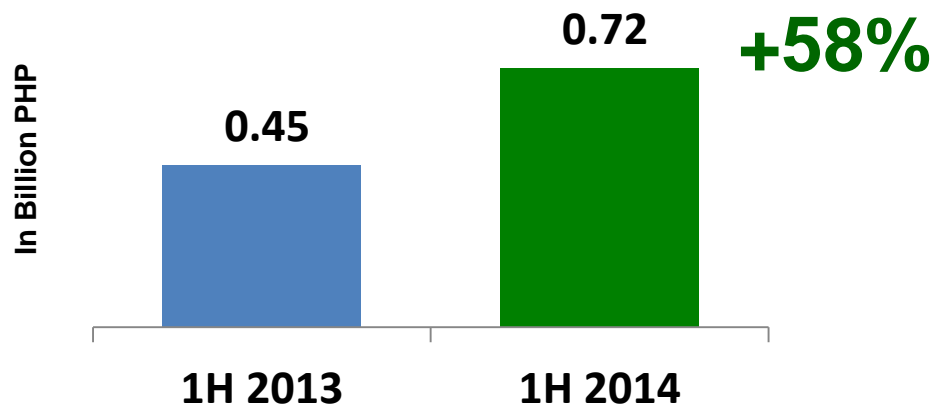


Revenues



- Reservation sales maintained at Php1B per month
- Increase in real estate sales by **+30%**

Net Income



- Income from JV projects (Grand Hyatt and Grand Midori) grew by **+32%**
- Rent Income increased by **+4%** (GT Tower major contributor)

Fed Land Project Updates



veritown
FORT



GRAND | HYATT™



GRAND | HYATT™

RESIDENCES



RW
PARK
WEST

Fed Land Project Updates




**MARCO POLO
RESIDENCES**
Cebu City



Tower 1
97% SOLD
171 units available



Tower 2
69% SOLD
282 units available



Life Insurance



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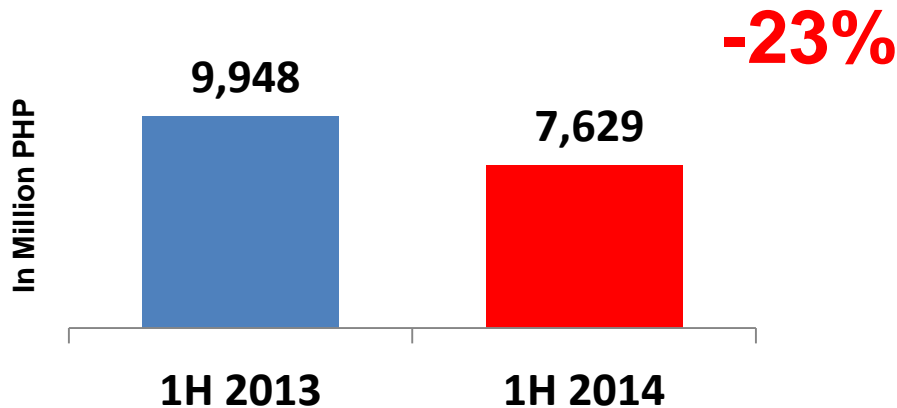
The AXA logo, consisting of the letters 'AXA' in a white, 3D, sans-serif font. The letters are mounted on a blue rectangular background, which is itself mounted on a white wall. A red diagonal line is visible behind the letters.

redefining / standards

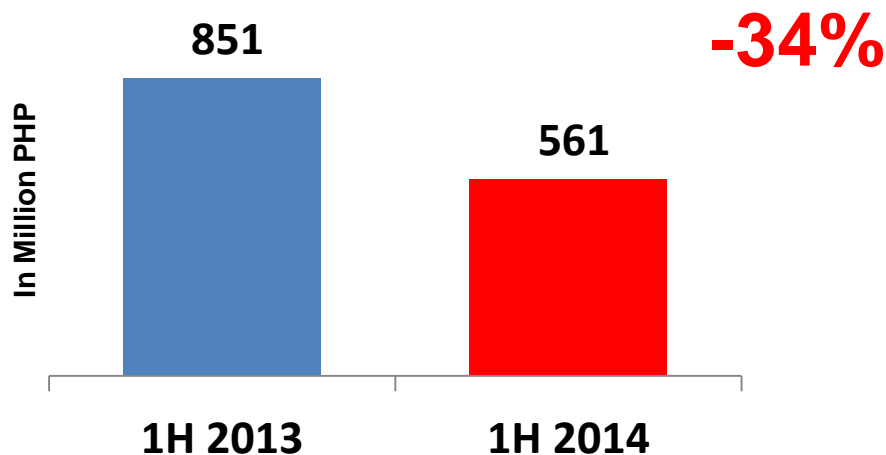
AXA Financial Highlights



Gross Premium



Net Income



- Interest rate volatility inducing investors to remain liquid
- **-39%** Single Premium arising from volatile capital markets
- **+28%** Regular Premium growth due to new health and protection products
- **62%** of Gross Premium is **Single Premium**
- **-56%** investment income

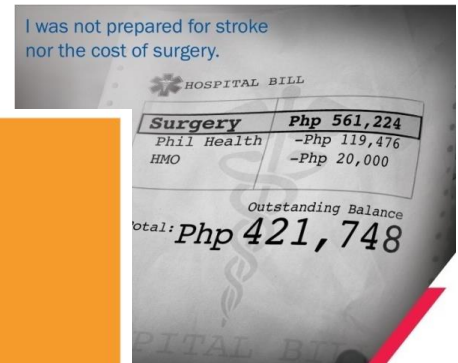
Recent Developments



- Total bancassurance branches **+150** (Metrobank & PSBank): **from 600 to 750**
- 3 new branches in 2014: **Dagupan, Baguio and Tacloban**



- Pioneer in **new health insurance products** (such as **Health Max** covering 56 critical illnesses until age 100)



Best insurance brand that offers you health solutions.
 at least P1,000,000
 coverage by AXA
 more coverage than your regular health plans.
 selected.



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渣打平安保險公司
CHARTER
INSURANCE CORPORATION
(Formerly: Philippine Charter Insurance Corporation)
Skyland Plaza, Sen. Gil Puyat Avenue corner Tandang Sora Street, Makati City
P.O. Box 1893 MCPO 1258 Makati City Tel:(632) 590 6900 Fax:(632) 843 2004 815 6797

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FIRE INSURANCE POLICY

IMPORTANT NOTICE

The Insurance Commissioner, with offices in Manila, in the Department of Finance, has approved the terms and conditions of this Policy as stipulated above for the period mentioned for insuring against Loss or Damage by Fire or Lightning, after payment of the premium by the insured (subject to the terms and conditions, endorsed or otherwise expressed hereon, which are to be taken as part of this policy), that if the Property above described, or any part thereof, shall be destroyed or damaged by Fire or Lightning, after payment of the premium by the insured, during the term of this policy as above indicated, or before 4:00 P.M. of the last day of any subsequent period in respect of which the insured, or a successor in interest to whom the insurance is by an endorsement herein declared to be or is otherwise continued, shall pay to the Company, and the Company shall accept the sum required for the renewal of insurance in respect of the several matters above specified the sums set opposite thereto respectively, and not exceeding in the whole the total of the aforementioned sums insured in Philippine currency.

REGULAR FIRE POLICY
Issue Date : May 8, 2012
Policy No. : FI-REG-TP-11-0000054-01

POLICY CONDITIONS

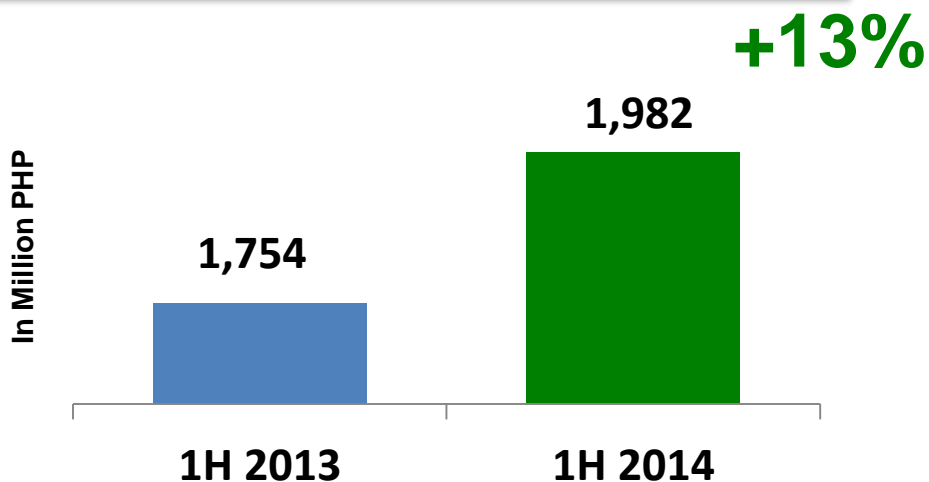
THIS POLICY OF INSURANCE WITNESSETH, THAT only after payment to the Company in accordance with Policy Condition No. 2 of the total premiums by the insured as stipulated above for the period aforementioned for insuring against Loss or Damage by Fire or Lightning as herein appears, the Property herein described, and contained, or described therein, and not elsewhere in the sum or several sums opposite thereto, the insured (subject to the terms and conditions, endorsed or otherwise expressed hereon, which are to be taken as part of this policy), that if the Property above described, or any part thereof, shall be destroyed or damaged by Fire or Lightning, after payment of the premium by the insured, during the term of this policy as above indicated, or before 4:00 P.M. of the last day of any subsequent period in respect of which the insured, or a successor in interest to whom the insurance is by an endorsement herein declared to be or is otherwise continued, shall pay to the Company, and the Company shall accept the sum required for the renewal of insurance in respect of the several matters above specified the sums set opposite thereto respectively, and not exceeding in the whole the total of the aforementioned sums insured in Philippine currency.

Non-Life Insurance

Charter Ping An Highlights



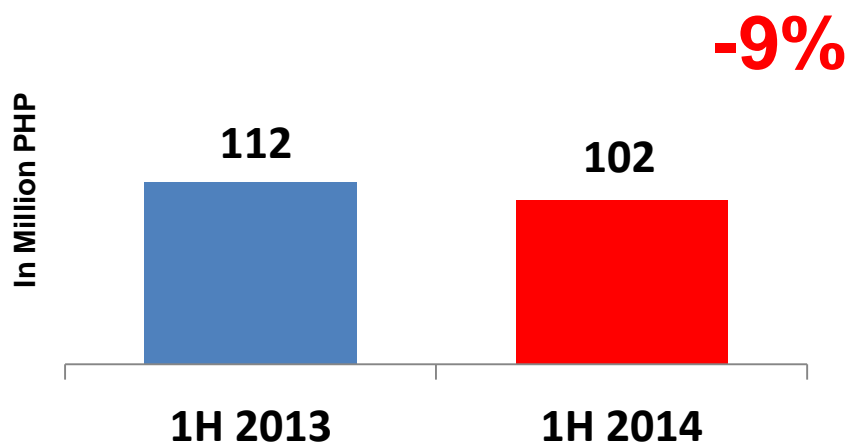
Gross Premium Written



- GPW growth driven by Motor Car, Marine Hull, and Compulsory OFW insurance

- **64%** of GPW came from Property and Motor Car lines

Net Income



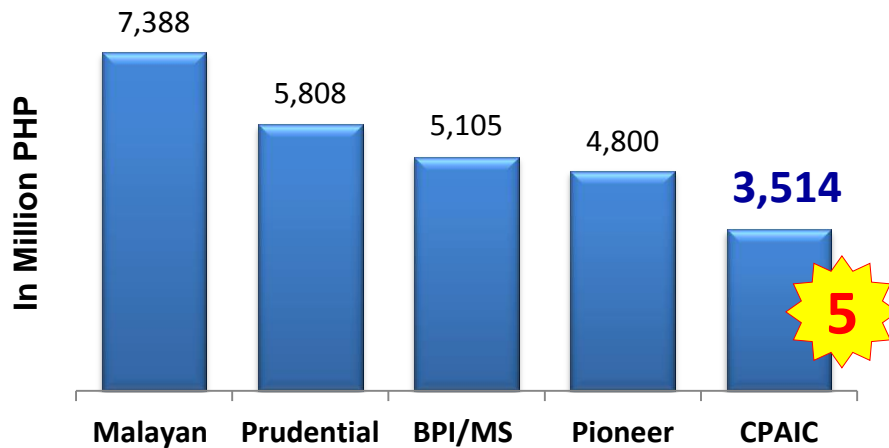
- Motor Car contributed **66%** of gross profit

- Claims and losses grew by **+17%** due to Typhoon Agaton 1Q 2014

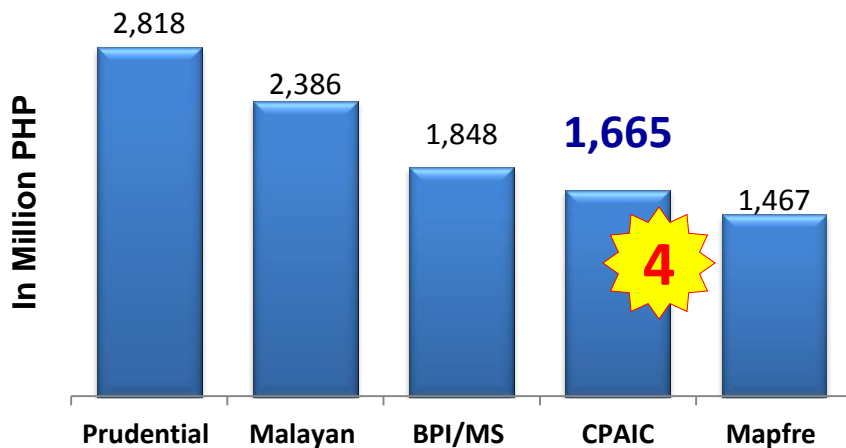
Charter Ping An Highlights



Gross Premium Written (FY 2013)



Premiums Earned (FY 2013)



- Equity at **Php 1.4 billion**, exceeding regulatory requirement of Php 1.3 billion for 2022
- GPW share of **6%** in a highly-fragmented market
- Network of **19** branches and sales force of **586** agents and brokers





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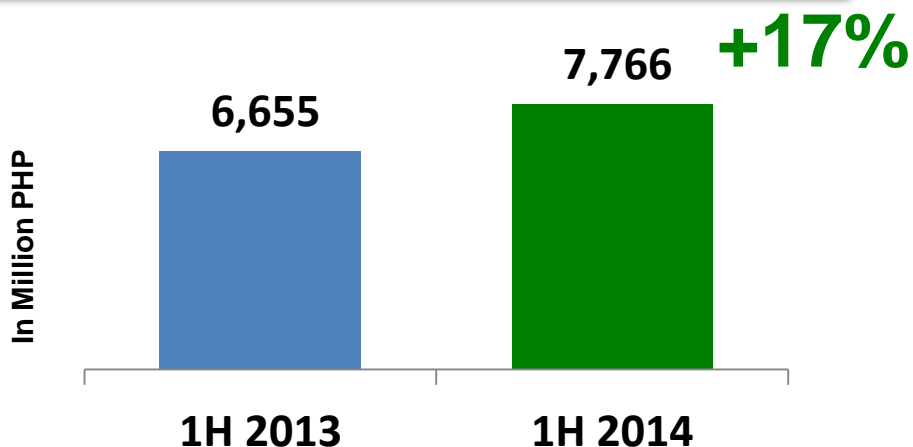
Auto Dealership



TMBC-TCI Highlights

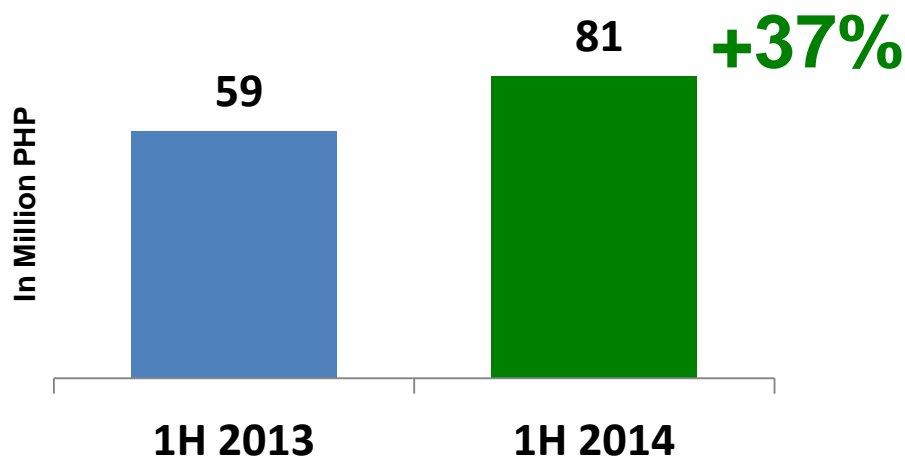


Combined Revenues

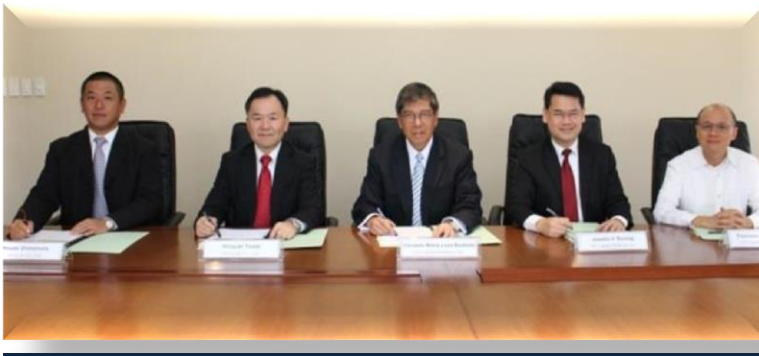


- Revenue growth driven by increase in vehicle sales
- Sold **6,320 units** in 1H 2014, for a YoY volume growth of **+27%**
- Interest charges declined **-42%** and other income grew **+114%** (LTO/CHM fees)
- Combined ROAE of **20%**

Combined Net Income



TMBC-TCI Updates



- GT Capital formed a JV partnership with **Mitsui & Co., Ltd.** of Japan for the two dealerships
- Combined network of **5** outlets in Metro Manila and Cavite
- Combined market share: **16.5%** of the total dealer network
- TMBC and TCI: 2013 Toyota Dealer Achievement Awardees for Overall Dealer

1H 2014 Component Companies' Growth

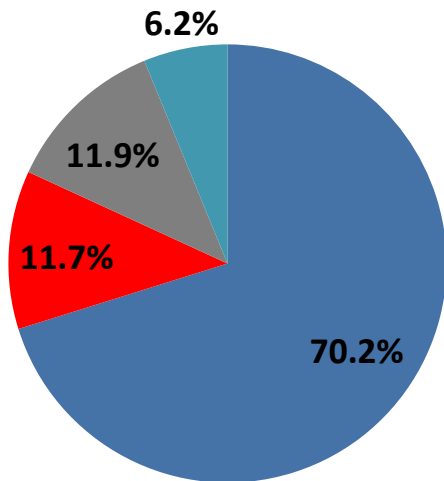


	Top Line	Bottom Line
MBT	+29.0% Net Interest Income 1H 2014 <u>Php22.4B</u> 1H 2013 <u>Php17.3B</u>	-50.0% Net Income (attributable to equity) 1H 2014 <u>Php 9.075B</u> 1H 2013 <u>Php18.148B</u>
TMP	+29.2% Revenues 1H 2014 <u>Php48.9B</u> 1H 2013 <u>Php37.8B</u>	+30.0% Net Income (attributable to equity) 1H 2014 <u>Php2.98B</u> 1H 2013 <u>Php2.31B</u>
GBP	+5.4% Revenues 1H 2014 <u>Php9.3B</u> 1H 2013 <u>Php8.8B</u>	-19.7% Net Income (attributable to equity) 1H 2014 <u>Php0.92B</u> 1H 2013 <u>Php1.14B</u>
Fed Land	+30.1% Real Estate Sales 1H 2014 <u>Php3.3B</u> 1H 2013 <u>Php2.5B</u>	+58.0% Net Income (attributable to equity) 1H 2014 <u>Php0.72B</u> 1H 2013 <u>Php0.45B</u>
AXA	-23.3% Gross Premium 1H 2014 <u>Php7.6B</u> 1H 2013 <u>Php9.9B</u>	-34.1% Net Income 1H 2014 <u>Php0.561B</u> 1H 2013 <u>Php0.851B</u>
CPA	+13.0% Gross Premium Written 1H 2014 <u>Php2.0B</u> 1H 2013 <u>Php1.8B</u>	-9.4% Net Income 1H 2014 <u>Php101.7M</u> 1H 2013 <u>Php112.2M</u>
TMBC & TCI	+16.7% Net Sales 1H 2014 <u>Php7.8B</u> 1H 2013 <u>Php6.7B</u>	+36.7% Net Income 1H 2014 <u>Php81.0M</u> 1H 2013 <u>Php59.0M</u>

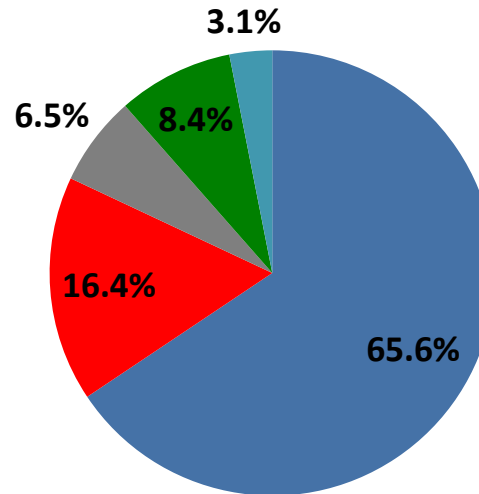
GT Capital - Net Income Contribution



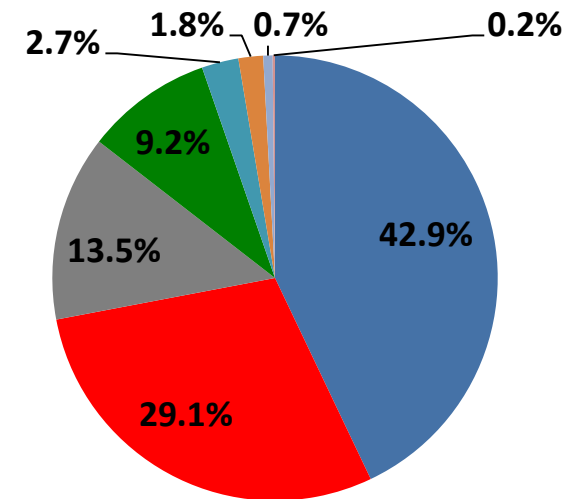
Full Year 2011 (Pre-IPO)



YTD 6M 2013



YTD 6M 2014

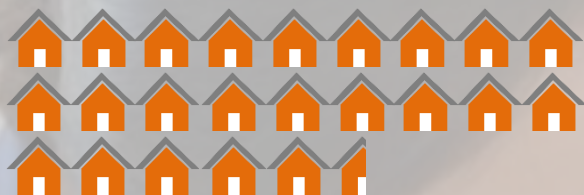


- MBT (25.11%) ■ TMP (51%) ■ Fed Land (100%) ■ GBP (51.27%)
- AXA (25.31%) ■ CPA (100%) ■ TMBC (60%) ■ TCI (52.01%)

GT Metro Foundation

Response to Typhoon Yolanda

Php50M donation



23,814 families reached by relief efforts covering **9 provinces** conducted by the Metrobank Group Helping Hands



3,600 individuals served in Manila Doctors Hospital-led medical missions



PHP4.1M financial assistance to NGO disaster relief partners



PHP5.1M additional financial assistance to 173 affected employees of the Metrobank Group



PHP5.0 M donation for the reconstruction of the Metropolitan Cathedral of Our Lord's Transfiguration in Palo, Leyte



Reconstruction of health facilities in **three sites**: Palo, Leyte; Mercedes, Eastern Samar; Guiuan, Eastern Samar



GT CAPITAL HOLDINGS, INC.

Thank you.



Shifting to Higher Gear, Maximizing Synergies

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